

#### MONEYBOXX FINANCE LIMITED

CIN L30007DL1994PLC260191 Registered Office:523-A, Somdutt Chambers-II, 9, Bhikaji Cama Place, New Delhi-110066, India Tel: 01145657452

E-mail: info@moneyboxxfinance.com Website: www.moneyboxxfinance.com

Date: July 26, 2025

**BSE Limited** 

Floor 25, Phiroze Jeejeebhoy Towers, Dalal Street Mumbai-400 001 Scrip Code: 538446

#### **Subject: Investor Presentation**

Dear Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and in terms of other applicable laws, if any, please find herewith the Investor Presentation of the Company for the Quarter ended June 30, 2025.

The aforesaid intimation is being made available on the Company's website at www.moneyboxxfinance.com.

Kindly take the above intimation on record.

Thanking you,

For Moneyboxx Finance Limited

Lalit Sharma Company Secretary



### **Disclaimer**

This document may contain statements regarding the Company's market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company's ability to successfully implement its strategy, the Company's future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company's market preferences and its exposure to market risks, as well as other risks. The Company's actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this document. The Company assumes no obligation to update any forward-looking information contained in this document. Any forward-looking statements and projections made by third parties included in this document are not adopted by the Company and the Company is not responsible for such third party statements and projections.

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# **Q1 FY26 – Business Strategy Update**

#### Successful business transformation to secured lending

- Secured disbursements 64% in Q1 FY26 (36% in Q1 FY25)
- Secured book comprised 49% of AUM as of Jun'25 (27% Jun'24); targeting ~70% by Mar'26
- Higher secured book to support AUM growth, asset quality, and operating efficiency

#### **Focus on Micro enterprise segment**

- Increasing segment diversification towards non-livestock
- Share of Livestock disbursements **down to 47%** in Q1 FY26 **vs 64%** in Q1 FY25
- Focus on upper tier of micro enterprises: ATS ₹ 7-10 Lakhs

#### Leveraging emerging technologies in lending

- ML and Al-supported underwriting
- Digital processes & mobile applications for sourcing and collection

#### **Strong financial position**

- CRAR of 28.4% supported by equity raise of INR 175.8 crore in FY25 (91.1 received, balance 84.7 to be received by Mar'26)
- Liability mix becoming more diversified (Q1 FY26: Debt Capital Markets 42%; DIs 33%; Banks 25%)
- Strong **liquidity** position: **INR 165 crore** as of 30 June 2025, led by consistent support from diversified lenders

#### **Strong Growth Outlook With Robust National Franchise**

- Strong pan-India franchise with 163 Branches in 12 States
- Proven scalability and 'phygital' branch model



### Who we are – Moneyboxx Finance Limited

Empowering MSMEs in Semi-urban & Rural India

### Fast-growing, tech-driven, impact focused NBFC

- AUM approaching ~ INR 1,000 crore
- **Business loans** of ₹ 1-25 Lac in semi-urban and rural India
- Gained national presence in 6 years: **163** branches in **12** states (Jun'25)
- Transformed 210k+ lives, 60% women, 22% NTC (New-to-Credit)

### **Driving Financial Inclusion**

- Empowering small and micro entrepreneurs
- Enabling 2x growth in disposable income of borrowers in 3 years
- Beyond-lending impact initiatives

#### Proven and scalable business model

<b>Period ending</b>	Mar'22	Mar'23	Mar'24	Mar'25	Jun'25
Branches	30	61	100	163	163
States	5	6	8	12	12
AUM ₹ Crore	121	344	730	927	918



To deliver easy, cost-efficient and technology driven financing solutions to aspiring microentrepreneurs



### **VISION STATEMENT**

To be "The Lender of Choice" for deserving microentrepreneurs in India

### **Successfully scaling up operations**

#### Today we are...



**163** Branches



~ **61k** Live accounts



₹918 crore AUM



~ ₹ 1,900 crore
Cumulative Disbursements



49% Secured Book



~ 2,000 Employees



Average Ticket Size ₹ 3.9 lakhs – Secured ₹ 1.8 lakhs – Unsecured



100% PSL qualified



**100%** Direct Sales Team



**32** Lenders

#### **Transforming lives**



**210k+**Borrowers funded



**60%** Women



22% New-to-credit

#### **Credit Rating**

CRISIL BBB/Stable



IND **BBB/Stable** 

### **Beyond-lending impact initiatives**



**521k+** Free cattle diagnosis



**16,000+**Fruit-bearing trees planted



**71,200**+
Free Vet
Consultations

Note: Data as of June 30, 2025



### **Strong support from diverse lending partners**

**Diversified Liability Mix** 

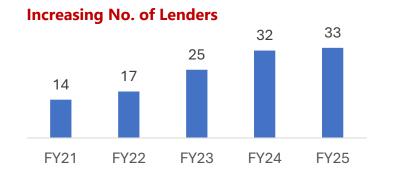


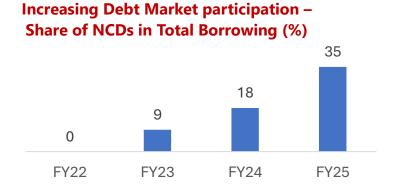




### **Impact Funds** CREDIT caspian SAISON INDIA







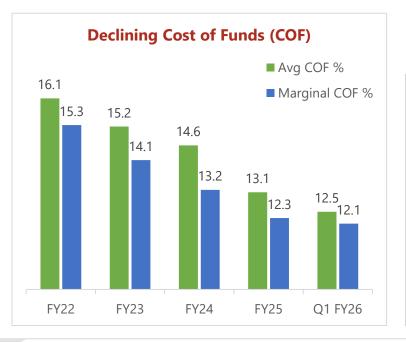




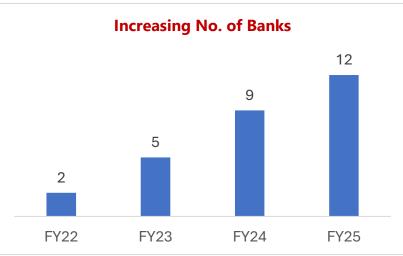
### **Strong support from diverse lending partners**

Declining cost of funds – to continue further in coming years











### **Demonstrated ability to raise equity capital**

Healthy capital adequacy ratio and low debt-to-equity ratio

#### **Announced equity raise of ₹ 176 crore\***

### **Cumulative equity funding** ~ ₹ 355 crore

Equity Capital as on 30-06-2025	₹ crores	Price ₹ /Share
As on Mar'19	19.03	
FY20	11.65	70
FY22	14.42	95
FY23	48.39	115, 160
FY24	85.13	172
FY25: Equity received*	91.72	302.20
Total	270.33	
FY26: warrant conversion by Mar'26*	84.72	302.20
FY26 P	355.05	

<sup>\*</sup> Equity raise of ₹ 175.8 crores (₹ 62.85 crore equity and ₹ 112.95 crore warrants) announced in Q2 FY25, of which ₹ 91.08 crore (₹ 62.85 crore equity and 25% of warrants i.e. ₹ 28.24 crore) received in Sep'24 and balance ₹ 84.72 receivable by Mar'26

### **Debt funding of ₹ 1,350+ crore**

Debt as on 30-06-2025	Sanction	Outstanding
Term Loans from Bank	367.0	170.4
Term Loans from NBFC	571.5	202.9
PTC Securitization	74.8	10.2
NCD	364.0	285.9
Sub Debt	6.6	6.6
Total Term Debt (₹ crore)	1383.8	676.0
- Liquid Funds		-165.0
Net Debt (₹ crore)		511.0

Additional on-tap liquidity of ₹ 500 crore p.a. from **Co-lending/BC** partnerships

### **Distinguished Board of Directors**

### Committed to the highest level of governance, transparency, integrity and exceptional growth



#### Mayur Modi, Co-Founder, Co-CEO and COO

Chartered Accountant with more than 20 years of experience in financial services industry; started his career with GE Capital and went on to work with large financial institutions like JP Morgan and HSBC. In last role, served as Associate Director at HSBC, lending to Banks and FIs



#### Deepak Aggarwal, Co-Founder, Co-CEO and CFO

Chartered Accountant with more than 20 years of experience, including with Bank of America, KPMG, GE Capital, Infosys (for Deutsche Bank). Served as Asia-Pac industry risk head with Bank of America. Founded and ran a boutique IB firm named Avancer Capital Partners, helping client raise INR 2,000+ crores in equity and debt



Uma Shankar Paliwal
Chairman & Independent NonExecutive Director

35+ years of experience in Central banking with the RBI, Currently working as CEO of Currency Cycle Association, CEO and Secretary of Association of Small Finance Banks of India (ASFBI) and independent director at multiple NBFCs



Ratna Vishwanathan
Independent Non-Executive
Director

22+ years of experience as ex-IAS officer (1987 batch) in departments like Indian Audit & Accounts Services and CAG

Ex-CEO of Microfinance Institution Network (MFIN) for four years and currently CEO of a global NGO



Shantanu Chandrakant Pendsey Independent Non-Executive Director

38+ years of experience at SBI, retired CGM – Head Agriculture & MSME Financial Inclusion, has developed expertise in Retail, Agriculture, and MSME banking, Credit and Loan Portfolio Management and Digital Transformation



**Govind Gupta Non-Executive Director** 

Chartered Accountant with more than 18 years of dedicated expertise in statutory and internal audit, tax consultancy, and company law matters. As a practicing professional, Mr. Gupta has demonstrated a steadfast commitment to upholding the highest standards of financial integrity and compliance



Atul Garg
Non-Executive Director

20+ years of experience in financial products and Portfolio Management Services (PMS). His expertise encompasses the distribution of equities, mutual funds, and fixed-income products with a proven track record of navigating the intricacies of financial markets



### **Experienced Management Team (1/2)**



**Viral Sheth, Finance Controller** 

Chartered Financial Analyst with more than 20 years of experience in finance covering corporate finance, credit risk and equity research. He has previously worked with leading organizations such as HSBC and Infosys and in his last role served as VP-Commercial Banking & Risk Training



**Abhijeet Kamble, Chief Technology Officer** 

Abhijeet, a tech leader, excels in leading complex projects, scaling businesses, and fostering innovation. He brings technical expertise in designing and delivering large scale systems. His achievements span innovations in FinTech and nurturing startups. Abhijeet is an alumnus of Pune University and IIT Bombay



Raj Bans Lal, National Credit Head

MBA in finance with over 24 years of extensive experience in credit analysis, credit proposal evaluation and rating, and risk management. In the most recent role, served as National Credit Manager at IndusInd Bank Limited. He has previously worked with Fastrack Housing Finance Limited, Bajaj Finance, Dewan Housing Finance Limited, and other reputed organizations



**Sandipan Thakur, Head – Collections** 

Sandipan brings over 23 years experience in Debt & Receivable Management, Legal & Litigation, Process & Operational Risk Management across multiple products. He has previously worked with Hiranandani Financial, RBL Finserve, and Citi Financial

### **Experienced Management Team (2/2)**



**Rohit Paigwar, Head - Operations** 

MBA with over 16 years of experience at leading Banks and NBFCs like Poonawalla Housing Finance, Bajaj Finance, ICICI Bank and Axis Bank. His areas of expertise include Analytics, Credit Risk, Product and Policy, Underwriting and Operations in both Secured & Unsecured business. He is proficient in achieving team-driven process improvements



Siddhartha Ghosh, Head - HR

XLRI Jamshedpur alumnus with over 18 years experience in HR. Over the years his experience has covered different aspects of HR in the BFSI space. He has previously worked with Capital India Home Loans, Avanse Financial Services, Star-agri Group, RICH'S, Future Generali India and IBM



Neeraj Gautam, Head - Internal Audit

MBA in finance and control with over 24 years of experience in Internal Audit function, Risk management and Regulatory & Statutory Compliances in listed NBFC's and Banks. In his last role, he was associated with Inditrade Capital Limited as a Senior Vice President and Group Head audit and has also worked with renowned organizations like Saija Finance, Jana Small Finance Bank, Master Capital Limited etc



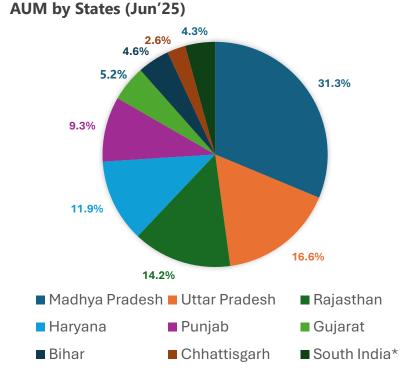
**Lalit Sharma, Company Secretary & Compliance Officer** 

Company Secretary with over 19 years of experience in the financial sector in regulatory compliance and corporate governance upon the frameworks of RBI, MCA, and SEBI. Spent over 9 years with various financial institutions such as Indiabulls group and PNB Housing Finance

### **Pan-India Presence**

### Geographic diversification improving with expansion in South India





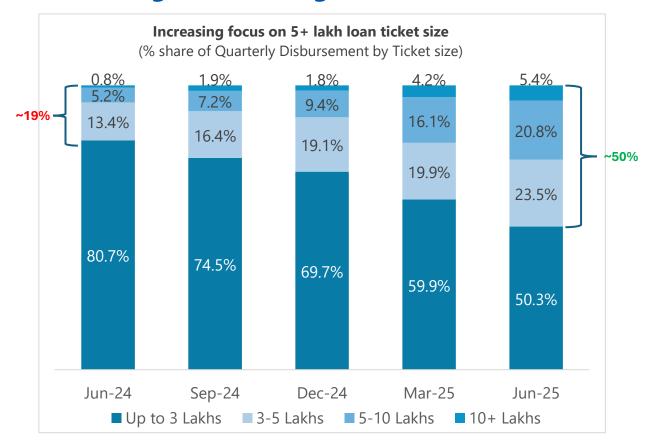


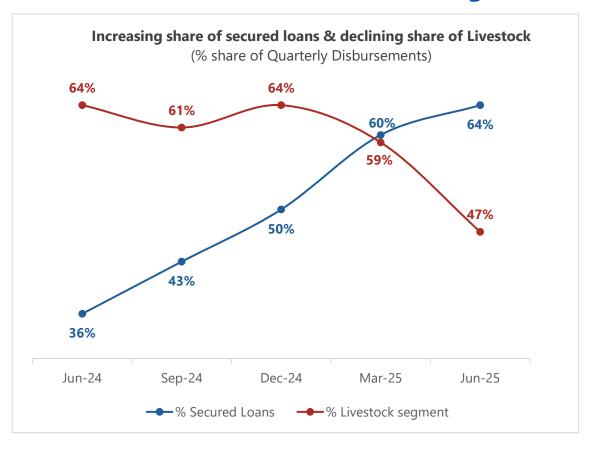
#### **AUM by Customer Segment (Jun'25)**





### Increasing focus on higher ticket secured loan, better credit score and non-livestock segment



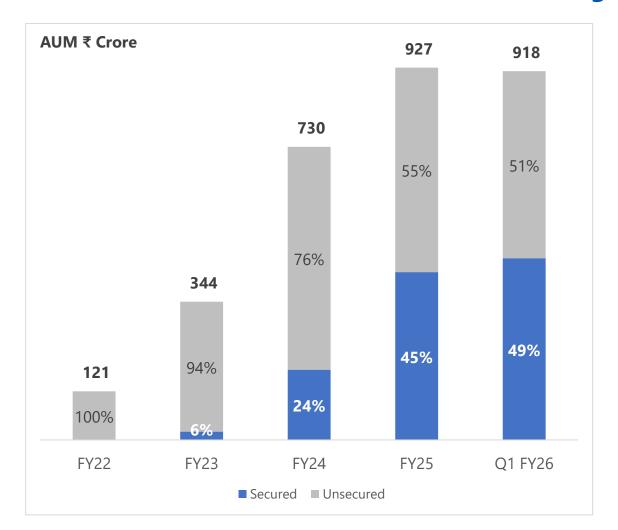


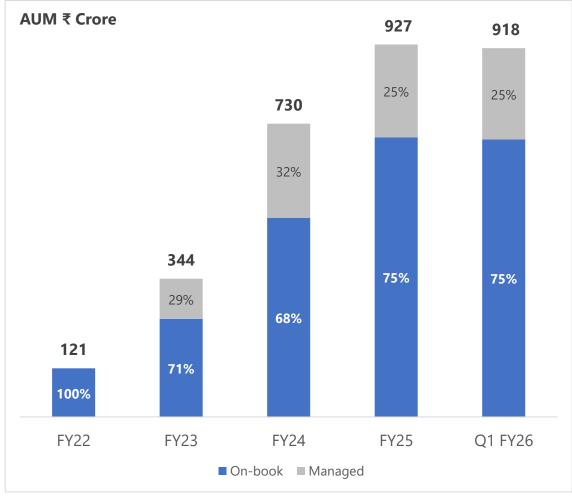
#### **Increasing disbursements to higher Credit Bureau score customers**

Score	Q1 FY26	Q1 FY25	FY25	FY24
650 – 749	49.0%	48.5%	50.2%	53.3%
750 & above	20.3%	3.0%	8.4%	2.7%
Total	69.3%	51.5%	58.6%	56.0%



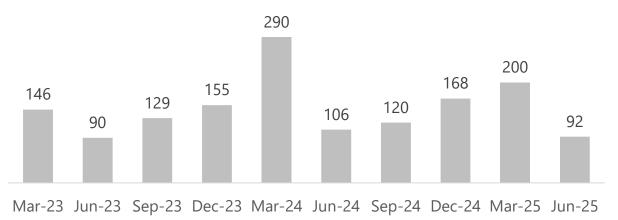
### Secured book increased to ~50% of AUM, targeting 70% by Mar'26





### Early vintage branches (upto 24 months) poised for significant growth

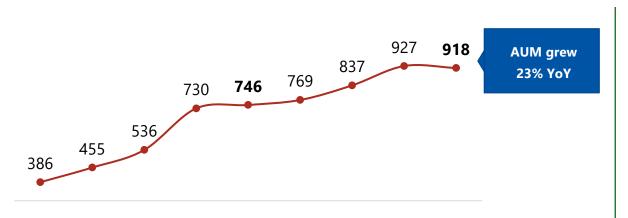
#### **Quarterly Disbursements (₹ crore)**



#### **Branch Vintage & Productivity**

Branch Vintage	Branches	Avg. Vintage (Months)	AUM (₹ Crore)	AUM per Branch (₹ Crore)
Up to 12 Months	59	9	86	1.5
13-24 Months	36	19	194	5.4
25-36 Months	37	31	283	7.6
36+ Months	31	57	355	11.4
Total	163	26	918	5.6

#### **AUM (₹ crore)**



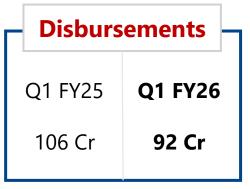
Branch Productivity	Jun'24	Jun'25
Total Branches	104	163
Branches (36+ months vintage)	22	31
AUM per Branch (36+ months vintage)	₹ 14.4 crore	₹ 11.4 crore

Jun-23 Sep-23 Dec-23 Mar-24 Jun-24 Sep-24 Dec-24 Mar-25 Jun-25

### **Q1 FY26 – Key Metrics**

29% growth in Total Income; 50% growth in Equity

AL	JM _
Q1 FY25	Q1 FY26
746 Cr	918 Cr



Total Income		
Q1 FY25	Q1 FY26	
46 Cr	59 Cr	

PAT		
Q1 FY25	Q1 FY26	
4.3 Cr	0.24 Cr	

NIMs		
Q1 FY25	Q1 FY26	
16.6%	14.4%	

GN	PA
Q1 FY25	Q1 FY26
1.59%	7.28%



	Capita	-
₹ Cr	Jun'24	Jun'25
Equity	174	262
Debt	470	675

CR	AR –		
Q1 FY25	Q1 FY26		
27.8%	28.4%		

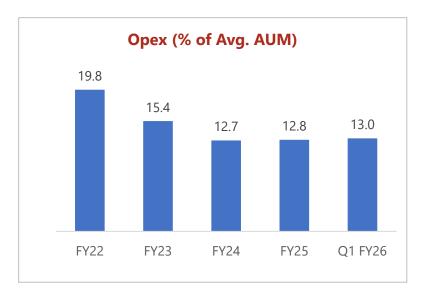
┌┖	Bran	ches
Q1 F	Y25	Q1 FY26
104	4	163

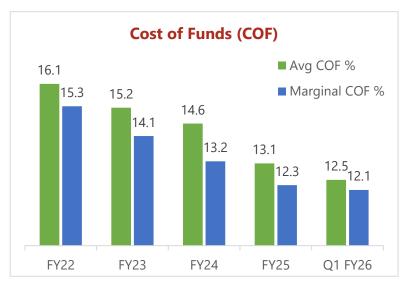
Note: AUM includes managed book ₹ 227.40 crores as of June 30, 2025

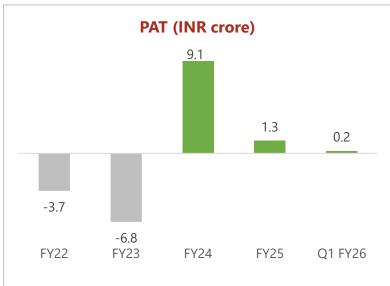
Note: On-book Gross NPA (GNPA) and Net NPA (NNPA) based on 90+ days past due

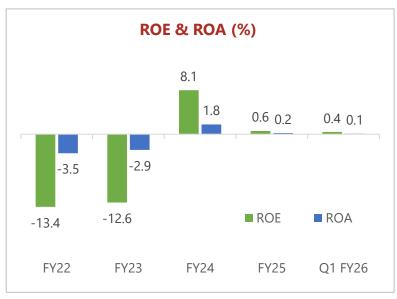


### **Credit cycle weighed on profitability**









- Opex stickiness to reduce with expected AUM growth in this financial year and target to achieve sub-10% Opex within next two years
- COF is expected to reduce until it reaches single digit in the near to medium term driven by positive regulatory environment, improved credit rating and scale of operations
- Profitability to improve as credit costs normalize and AUM growth kicks in operational efficiencies

### **Key Financial Metrics**

Healthy spreads and adequate capital buffer mitigate asset quality moderation

Key Ratios	Q1 FY26	Q1 FY25	Q4 FY25
Average Interest Spread			
Average Lending IRR	26.12%	29.03%	26.94%
Average Borrowing IRR	12.48%	13.52%	12.80%
Interest Spread	13.65%	15.51%	14.13%
Net Interest Margin	14.36%	16.62%	16.23%
Asset Quality			
30+ PAR % of AUM	9.88%	2.84%	8.66%
90+ PAR % of AUM	7.89%	1.65%	6.93%
On-book Gross NPA	7.28%	1.59%	6.61%
On-book Net NPA	3.78%	0.80%	3.42%
Provision Coverage Ratio	50.00%	50.00%	50.00%
Credit Cost (% of Avg AUM)	3.65%	2.36%	3.33%
Leverage & Capital Adequacy			
Leverage: TOL/Owned funds	3.24	3.47	3.09
Debt/Equity	2.58	2.70	2.44
CRAR %	28.40%	27.84%	29.25%

- Avg Lending Rate largely impacted by slippages (non-recognition of interest income on GNPA)
- Avg Borrowing Rate is expected to decline and converge to single digit in the medium term

- Asset quality impacted due to ongoing credit cycle and expected to improve as slippages normalize
- Intense collection efforts and built-up of the collection team yielding positive results; full impact to be visible in the coming quarters

- Strong growth in Net worth by 50% to INR 262 crore as of Jun'25
- Adequately capitalized, well positioned for growth

### **Collection Strategy**

#### **Dedicated Collection Vertical with 100+ Strong Team**

- Collection Head with 20+ years of experience
- State & Cluster Collection Managers
- ► In-house Field Collection Officers & Agency Support
- ► Centralized Tele-Calling Unit of 50+ Tele-callers
- In-house Legal Managers & empaneled Lawyers

### **Deploying Technology & Analytics**

- Robust tracking & monitoring mechanism and EWS
- In-house Collection App for dynamic allocation of accounts, payment through digital modes, capturing collection feedback, feeding into EWS module

### **Bucket-wise Strategic Approach**

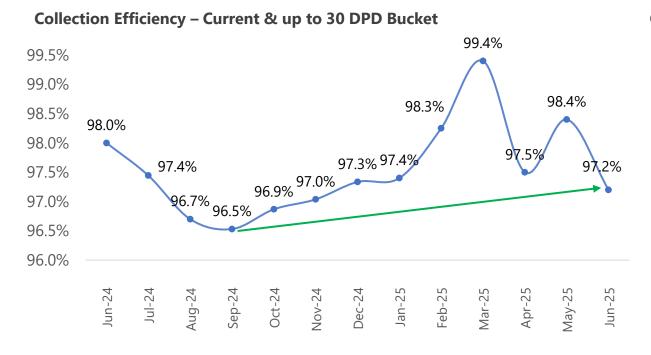
- ▶ **Pre-EMI Due** reminders: Digital and tele-calling
- Early-bucket delinquency: Tele-calling, Dunning Notices, message with payment link, Field Collections
- Pre-NPA: Intensive Field Collections & Calling, Demand notices, Initiating legal proceedings
- Post-NPA: Specialized Field Collections, Intense follow-up, and Legal proceedings

### **Strengthening Legal Recourse**

- Duning Notices on early delinquency
- Demand Notices
- Loan Recall Notices
- Section 138 and other legal remedies



# Collection efficiency slightly volatile, due to ongoing credit cycle, but well on path to stabilization with intense collection efforts



#### **Collection Efficiency – Current & up to 90 DPD Bucket**



# **Q1 FY26 - Income Statement**

Particulars (INR crores)	Q1 FY26	Q1 FY25	Y-o-Y	Q4 FY25	Q-o-Q	FY25
Total income	59.12	45.69	29.39%	52.14	13.39%	199.23
Finance Cost	20.60	15.08	36.60%	16.75	22.99%	63.31
Net Interest Income & Fee Income	38.52	30.61	25.84%	35.39	8.84%	135.92
Employee Benefits Expense	22.06	15.86	39.09%	22.82	-3.33%	77.39
Depreciation and Amortization Expense	2.46	1.55	58.71%	2.39	2.93%	7.71
Other Expenses	5.23	4.43	18.96%	6.77	-22.75%	19.74
Operating Expense	29.75	21.84	36.23%	31.98	-7.03%	104.84
Pre-Provisioning Operating Profit	8.77	8.77	0.00%	3.41	158.24%	31.08
Impairment on financial instruments	8.34	4.30	93.95%	7.27	14.72%	28.13
Profit before tax	0.43	4.47	-90.18%	-3.86		2.95
Current Tax	-	-		4.04		4.04
Deferred tax	0.19	0.18	5.56%	-2.62		-2.33
Profit After Tax	0.24	4.30	-94.42%	-5.29		1.25



# **Q1 FY26 - Balance Sheet**

Particulars (INR crores)	Jun'25	Jun'24
LIABILITIES		
Financial Liabilities	702.96	490.76
Payables	0.84	2.67
Debt Securities	284.19	69.84
Borrowings (other than debt securities)	383.96	393.90
Subordinated Liabilities	6.67	6.54
Lease Liability	16.09	8.31
Other financial liabilities	11.20	9.50
Non-financial Liabilities	2.43	10.88
Current Liabilities (net)	-	_
Provisions	0.05	1.01
Deferred Tax Liabilities (net)	-	_
Other non-financial liabilities	2.38	9.87
Equity	261.62	173.99
Equity share capital	32.70	30.56
Other equity	228.92	143.43
Total Equity and Liabilities	967.02	675.63

Particulars (INR crores)	Jun'25	Jun'24
ASSETS		
Financial Assets	916.45	641.84
Cash and cash equivalents	83.52	81.04
Bank balance (other than cash and cash equivalents)	94.02	19.09
Receivables	0.50	0.85
Loans	676.53	512.88
Investments	16.08	3.53
Other financial assets	45.80	24.45
Non-financial Assets	50.56	33.79
Current Assets (net)	3.09	2.24
Deferred Tax Assets (net)	7.54	5.16
Property, Plant & Equipment	9.60	6.54
Intangible Assets Under Development	3.19	-
Right of use assets	14.88	7.62
Other Intangible assets	4.74	5.15
Other non-financial assets	7.53	7.07
Total Assets	967.02	675.63



# **Historical Income Statement**

Particulars (INR crores)	Mar'25	Mar'24	Mar'23	Mar'22
Interest Income	170.60	107.61	48.87	22.32
Interest expenses	63.31	42.81	21.68	10.56
Net Interest Income (NII)	107.29	64.80	27.19	11.76
Fee income	15.86	10.00	1.39	0.27
Income on derecognized (assigned) loans	9.40	8.13	-	-
Net gain on fair value changes	3.08	1.94	0.15	-
Other Income	0.28	0.27	0.03	0.71
NII and Other Income	135.92	85.15	28.76	12.74
Employee benefit expense	77.80	47.07	25.65	13.03
Depreciation and amortisation expense	7.71	3.35	1.73	0.94
Other expenses	19.33	17.07	7.93	3.96
Operating Expense	104.83	67.49	35.31	17.94
Operating Profit (Loss)	31.09	17.66	-6.55	-5.18
Impairment on financial instruments	28.13	7.11	3.39	1.34
Profit/(Loss) before tax	2.96	10.56	-9.94	-6.52
Current Tax	4.04	-	-	-
Deferred Tax	-2.33	1.42	-3.14	-2.80
Profit after tax	1.25	9.14	-6.80	-3.72



### **Historical Balance Sheet**

Particulars (INR crores)	Mar '25	Mar '24	Mar '23	Mar '22
LIABILITIES				
Financial Liabilities	679.79	489.67	252.21	99.43
Trade Payables	2.54	1.81	1.19	-
Debt Securities	217.83	79.11	20.15	-
Borrowings (other than debt securities)	411.76	358.17	211.21	91.40
Subordinated Liabilities	6.66	6.64	6.63	6.60
Lease Liability	15.38	8.32	2.62	1.43
Other financial liabilities	25.61	35.65	10.40	-
Non-financial Liabilities	3.26	10.64	2.28	5.98
Current Liabilities (net)	-	-	-	5.59
Provisions	-	0.97	0.47	0.38
Other non-financial liabilities	3.26	9.67	1.81	0.02
Equity	260.72	168.85	76.40	34.51
Equity share capital	32.65	30.49	24.92	21.60
Other equity	228.07	138.36	51.48	12.91
<b>Total Equity and Liabilities</b>	943.77	669.16	330.89	139.93

Particulars (INR crores)	Mar '25	Mar '24	Mar '23	Mar '22
ASSETS				
Financial Assets	892.41	638.30	312.78	130.42
Cash and cash equivalents	137.13	95.98	56.58	6.08
Bank balance (other than cash and cash equivalents)	33.91	17.65	7.28	1.80
Trade Receivables	0.63	1.12	0.05	-
Loans	678.73	490.01	242.58	119.94
Investments	0.12	10.53	2.00	_
Other financial assets	41.89	22.97	4.29	2.60
Non-financial Assets	51.35	30.85	18.11	9.50
Current Assets (net)	2.29	2.85	0.72	0.80
Deferred Tax Assets (net)	7.73	5.34	6.76	3.62
Property, Plant & Equipment	9.78	6.59	4.23	1.50
Intangible Assets Under Development	2.39	_	3.18	2.33
Right of use assets	14.06	7.71	2.39	1.24
Other Intangible assets	4.87	5.46	0.03	_
Other non-financial assets	10.23	2.90	0.80	_
Total Assets	943.77	669.16	330.89	139.93



### **Important Updates**





Diversification of funding sources and lowering of funding cost

Partnerships: visibility of ₹ 500 crore p.a. of lending partnerships (BC/CLM)

Low-cost & Diversified Funding: Lender count 32, including 11 leading Banks

**Strong access to debt capital market**: highest-ever NCD raise of INR 237 crore in the preceding six months





Equity raise of ₹ 175.8 Cr (including warrants ~ ₹ 113 crore) announced in Q2 FY25

Equity raise of ₹ 270 Cr since inception till Jun'25





### **Other Updates**

**Secured lending**: Gaining momentum and in line to reach ~**70% of AUM** by Mar'26 (49% as of Jun'25)

Ongoing **impact initiatives** (vets in branches for free cattle health management)

Bio-gas digester and agro-forestry initiatives as part of sustainability efforts



