



TOMORROW'S MONEY TODAY

OCTOBER - DECEMBER, 2022

# M1 Round Up



Enabling You To

**Save Crores** While  
Building Stronger Business Bonds

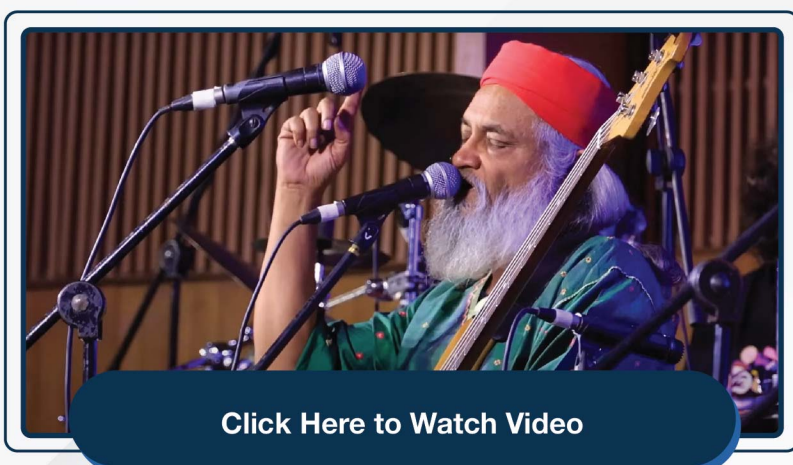
# Editor's Desk

As a continuous effort to foster our relation, we organized a meet and greet event SAMAAH for our corporate clients. The CXOs from various organisations came together to make this event more beautiful and full of memories. A mystical music evening by the Indian Ocean spellbound with melody and serenity. Not only did the beats of the music light up faces, but also fostered a spirit of togetherness and made it an evening worth remembering.

The Indian Ocean is considered one of India's top iconic bands. They have been around for over two decades and have earned a cult following with their unique sound. Some critics describe Indian Ocean's music as an amalgamation of contemporary rock, indian classical, jazz, folk music, and fusion that integrates themes like spiritualism, activism, environmentalism, war futility, and mythology.

The pre-work in place, sound check, light check, mike check, and SAMAAH was set for the musically memorable evening. The event started with the lighting of Diya by our top management and our CEO Mr. Sundeep Mohindru, who addressed and welcomed the gathering. A melodious evening had just begun. Indian Ocean started with their iconic songs and got the audience grooving to their tunes. Then, the stage was set on fire by all-time hits from the band such as Bandeh, Ma Rewa and Kandisa, etc.

The night was young, and the mesmerizing performance by the band left everyone wanting more. However, as we say, all good things come to an end, so this had to end for other things to start. The splendid performance was followed by food and networking with clients over drinks. However, SAMAAH never became dull, with moments of unlimited laughter and joy.



Bringing you this special edition newsletter on SAMAAH, it contains recent News, TReDS updates, Government efforts, and M1xchange updates.

Happy Reading!

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# Message From The CEO



**Sundeep Mohindru**  
CEO, M1xchange

We were delighted to hold an event of this nature, majorly dedicated to our corporate partners who have been highly instrumental in the growth of the nation and the MSMEs in India.

As a TReDS platform, the past few years have been rather exciting. As more businesses become aware of the advantages of such a concept and seek to use the facility to satisfy their financial needs, The corporate community adds great value to the Indian economy, and their participation level has increased dramatically to make TReDs a considerable success.

The SAMAAH event allowed stakeholders to come together away from their regular meetings, phone calls, and busy schedules to meet and greet each other over music and food. We always aim to build a bond with the clients because we believe bonds last longer. We hope everyone who came for the event enjoyed their time and had a memorable evening.



Large firms and banks have benefited greatly, as seen by an increase in monthly transactions on M1xchange. Regardless of the presence of a bank in the area, we have technologically streamlined the invoice financing procedure and expanded our reach to villages and cities. At M1, we make an effort first and try to block out the ongoing worry outside. Banks, businesses, and MSME societies benefit from adopting M1xchange TReDS. We are in charge of giving you the best service possible and assisting you in managing your cash flow. We pledge to support you throughout this time and beyond.

Hoping that this year brings happiness, contentment, and success for everyone. Wishing you a happy & healthy new year.





TreDS is a platform with some benefits for all the stakeholders – the buyer / the seller, and the financier. It benefits every stakeholder – 2 benefits for the seller, without recourse /without collateral, competitive source of financing. For the financier, it's a good platform for booking PSL apart from cross-selling opportunities.

The benefits to the buyer are many and could be categorized into one of the following:

**Compliance with MSMED Act:** Per regulation, micro, and small vendors must be paid within 45 days of invoice or acceptance. Since many large companies could have weekly or fortnightly payment runs, they pay much earlier or later than the due date, leading to many administrative hassles.

**Lower costs of inputs for the buyers:** As mentioned earlier, the rate of interest on the platform is very competitive, and on average, the ROI (depending on the rating of the buyer) should be lower by 5-6 % as compared to the bilateral borrowing of the MSME vendor.

This then translates into the following benefits for the buyer:

- A delighted vendor who prioritizes his supplies
- Lower supply chain cost
- Better negotiation terms with the vendors
- The buyer can also use this platform for extended credit, should they so desire, giving them an additional pool of liquidity.
- Lastly, the fully digital product leads to lower administrative costs, especially when integrated apart from serving another purpose of standardization/scaling and audit score, etc.

**Roy Mathew Kurian**  
Chief Business Officer



# Our Partner's Speak



“ M1xchange TReDS platform has helped us to improve our cashflow.”

**MR. CHIRAG SHAH**  
SKM Steels Ltd.

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“ We are getting better services and discounted rates in returns from our vendors and suppliers.”

**MR. AVINASH JAISWAL**  
CFO - SAEL

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# About M1xchange

M1xchange is a Trade Receivables Discounting System (TReDS) started in April 2017. M1xchange facilitates the financing of trade receivables of MSMEs from corporate buyers through 'factoring' or 'invoice discounting' by financiers (banks and NBFCs). Transactions on the TReDS platform happen digitally and start when the MSME supplier of goods & services raises the invoice and the buyer validates the same. This permits the financiers (banks/ NBFCs) to bid against the verified and approved invoice. Once the supplier accepts the bid, the payment is processed in 24 hours and credited to the MSMEs bank account. Through this platform, M1xchange promises MSMEs greater access to finance at competitive rates and without providing any collateral. Further, the financing is without recourse. MSMEs pass on the risk of receivables to the financiers (NBFCs/banks) by selling their receivables.



Optimize the working capital by maintaining or extending days payable



Bring down the cost of goods and services purchased



## Benefits To Buyers

Lower vendor administration costs



Alternate and efficient funding method for making vendor payments



## M1xchange Insider

M1xchange is proud to be associated with top banks & financiers in India to ensure that the MSMEs in India doesn't face liquidity crunch and can get their bills discounted at the very competitive interest rate without any security or collateral. Until December, as many as 51+ banks and financiers are on-boarded which provide bill-discounting facility to more than 15,000+ MSMEs from across 1,500+ states in less than 24 hours from the time of uploading bills on M1xchange portal.

Digital lending has evidently served the problem areas of the MSME ecosystem. It has helped to discount more than 13 Lakh invoices from MSMEs with a throughput value of INR 40,000 crores discounted on M1xchange platform. Thus, contributing in quick cash for MSMEs, which helps them in growth and timely completion of orders.



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# Financiers

M1xchange is elated to welcome India factoring as a financier on-board!  
We strongly believe this partnership will further improve MSME's access to early payments and working capital liquidity.



Welcoming our partnership with SIDBI!  
This will help provide more liquidity to the MSME's for their growth & progress.

## Existing Financiers

### PSU



### Private



### Foreign Banks



### NBFC



# M1xchange In News

## M1xchange AWARDED THE BEST FINTECH FOR SERVING MSMES



Left to Right: Honorable Minister of State for MSME Shri Bhanu Pratap Singh Verma, Sundeeep Mohindru, CEO M1xchange, Neeru Mohindru, Director Marketing, Vishal Kumar, Senior Director Business Operation

M1xchange, India's leading TReDS platform, has been awarded the best Fintech for serving the MSME sector at an MSME ecosystem award held recently. We've been recognized for providing collateral-free liquidity within 24 hrs through its online bidding platform to micro, small, and medium enterprises at a competitive interest rate. M1xchange is the only Fintech to receive this award for their constant efforts to help MSMEs solve their cash crunch & supply chain-financing problems.

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## M1xchange & MSME MINISTRY JOIN HANDS FOR INTEGRATION OF THE UDYAM PORTAL WITH TReDS



Left to Right: Dr. Ishita G Tripathi, Additional Development Commissioner, Ministry of MSME, Amit Sachdev, COO M1xchange

M1xchange, TReDS Platform (Trade Receivable Discounting System) has signed an MoU with the Ministry of MSME to expand the reach of TReDS and make the onboarding journey of MSMEs faster and simpler.

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# M1xchange In News

## NEARLY 13 LAKH MSMES IN TN TO BENEFIT FROM TReDS

Nearly 13 lakh MSMEs in Tamil Nadu will benefit from adopting a collateral-free working capital on the M1xchange TReDS platform, India's first and leading Trade Receivable Discounting System (TReDS).

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**Telangana Today**

## M1xchange AIMS TO TAP MSMES IN TELANGANA FOR ITS TReDS PLATFORM

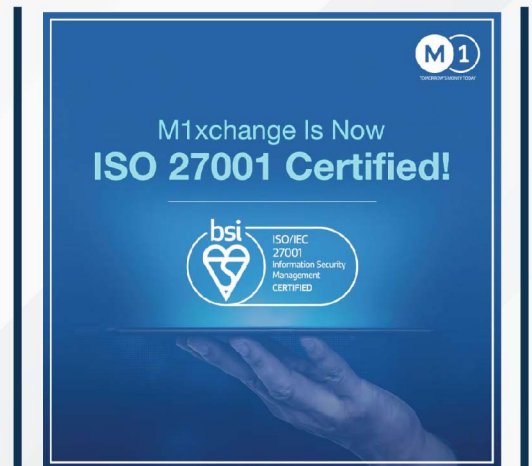
Bill discounting platform M1xchange said it would tap the MSME segment in Telangana and Andhra Pradesh for its 'Trade Receivable by M1xchange' product. TReDS is a mechanism to facilitate the discounting of invoices for MSMEs from corporate buyers through multiple financiers.

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## M1xchange CERTIFIED WITH ISO 27001

ISO 27001 certification is a testimony of our endeavor to comply with business, legal, contractual and regulatory requirements and bringing the best in information security to constantly keep evolving with the security standards. This also helps in improvement of structure and focus.

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# M1xchange In News

## Event Participation

Mr. Sundeep Mohindru, CEO-M1xchange, shared his expertise on effective financial solutions for MSMEs at FIBAC 2022. He spoke on how the banking industry enables small enterprises



RBI's Familiarization Event was an excellent opportunity to reach corporates and MSMEs who had not yet signed up for TReDS and help them understand how they can optimize their working capital. We at M1xchange take pride in revolutionizing supply chain financing and strengthening the incredible Indian economy.

Mr. Sundeep Mohindru, CEO-M1xchange, shared his insights on how digital lending through TReDS can empower MSMEs to make wise funding decisions quickly and cost-effectively at FICCI-CMSME: Annual MSME Summit 2022 held at FICCI- Federation House.



Mr. Sundeep Mohindru, CEO-M1xchange, was an esteemed panel member for the conference organized by the Indian Chamber of Commerce (Western Region) on Simplifying the Supply Chain for MSMEs. The conference brought together industry experts to discuss innovative strategies that simplify supply chain operations for MSMEs and optimize their working capital needs to accelerate business growth globally.



# Inside M1xchange

## Quality Month Celebration

Traditionally November is celebrated as a quality month in Mynd group of companies across all locations. This is a testimony of their commitment to information security awareness & process excellence.

As we move towards digital transformation in all walks of life, the potential risks & threats to businesses, data security by cyber-attacks, and potential frauds also increase. Information security awareness is an evolving part that focuses on raising consciousness regarding the potential risks of the rapidly evolving forms of information and the rapidly changing threats to that information that target human behavior.



Mynd group companies are lean & mean organizations, where service excellence is the prime driver & management continuously looks forward to furthering evolving processes for finer deliveries at optimum costs.

The activities like What's the Good Word, Spot Quiz, and an online quiz were organized with the intent of maximum engagement of employees with a fun quotient embedded.

The month's highlight was an awareness session on cyber security & digital frauds by experts from RBI & its information security division ReBIT.



## GOVT TAKING STEPS TO MAKE INDIAN MSMEs STRONGER & GLOBALLY COMPETITIVE

There are 6.3 crores micro, small and medium enterprises (MSMEs) in the country that provide 11 crore jobs.

MSMEs contribute around 30 percent to our GDP and have a share of 50 percent of the income generated from total exports.

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## AMID GLOBAL ECONOMIC SLOWDOWN, HOW MSME SECTOR DRIVES INDIA'S GROWTH STORY



The government to create more accessible working capital. Banks have to be kinder to MSMEs. Many MSMEs are under-marketed and do not use technology optimally, so marketing education and technology education would be excellent handholding for MSMEs.

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## MAKE IN ODISHA CONCLAVE: GOVT SIGNS MOU WITH BSE, NSE TO FACILITATE MSME LISTING IN THE STOCK MARKET

To enable MSMEs to access capital markets, Odisha has signed MOUs with BSE Ltd (formerly Bombay Stock Exchange) and NSE Ltd National Stock Exchange) for facilitating the listing of medium and small enterprises (MSMEs). Under the aegis of the MOUs, BSE and NSE shall provide handholding to MSMEs to impart training and education required for listing and improving financial credibility.



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## MSMES HOLD THE KEY TO A \$5 TRILLION ECONOMY

India's ambitious target of expanding its economy to \$5 trillion in the next three years will depend to a large extent on the ability of policymakers to unleash the animal spirits of micro, small, and medium enterprises (MSME), which play a pivotal role in employment generation and sustainable development.

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# TReDS Benefits

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