

August 7, 2023

The Secretary  
**BSE Limited**  
Pheeroze Jeejeebhoy Towers  
Dalal Street, Fort  
Mumbai - 400 001  
Scrip Code: 531595

The Secretary  
**National Stock Exchange of India Limited**  
Exchange Plaza, 5<sup>th</sup> Floor  
Plot No- 'C' Block, G Block  
Bandra-Kurla Complex, Bandra (East)  
Mumbai – 400 051  
Scrip Code: CGCL

**Sub: Investor Presentation Q1FY24**

Dear Sir / Madam,

Pursuant to Regulation 30 of SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015 and further to our letter dated August 2, 2023, intimating Earning Conference Call scheduled on August 8, 2023, we are attaching herewith presentation titled “Q1FY24 Earnings Presentation”.

You are requested to take the same on record for dissemination to the stakeholders.

Thanking you,

Yours faithfully,  
*for* **Capri Global Capital Limited**

**Yashesh Bhatt**  
**Company Secretary & Compliance Officer**  
**Membership No: A20491**

Encl.: As Above



**Capri Global Capital Limited**

(CIN: L65921MH1994PLC173469)

502, Tower - A, Peninsula Business Park, Senapati Bapat Marg, Lower Parel, Mumbai, Maharashtra - 400013

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Resilient.  
Ready.**

Q1FY24 Earnings Presentation  
7<sup>th</sup> August 2023



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# Business Performance

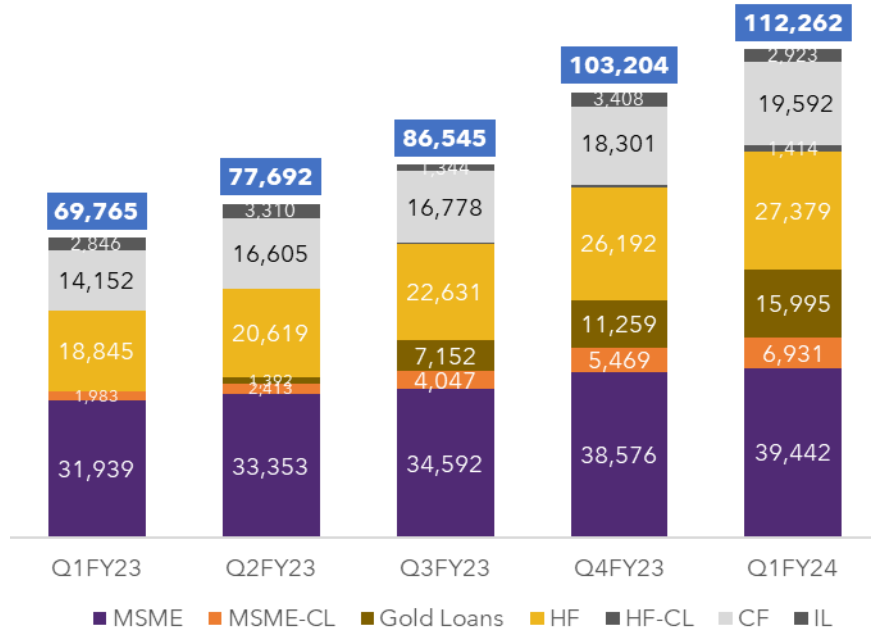
## Key Highlights : A Sound Beginning to FY24

- ❑ Core earnings improve on back of improving loan yields - NII up 77% YoY / 26% QoQ, spreads improve 51bps YoY / 35bps QoQ to 7.0%.
- ❑ Operating leverage improving with rising topline contribution from Gold Loan business and stronger core income; C/I ratio at 66.0% vs. 68.2% in Q4FY23. Adj. for GL, C/I ratio at ~50%.
- ❑ Cons. PAT at Rs636mn (38% YoY / -2% QoQ) after absorbing negative charge of Rs229mn\* on GL business.
- ❑ AUM sustained strong momentum in a seasonally weak disbursal quarter; disbursals touched Rs26,869mn (128% YoY, -5% QoQ) while Cons. AUM increased to Rs112,262mn (61% YoY, 9% QoQ).
- ❑ Gold Loan disbursals constituted 51% of consolidated disbursals during Q1FY24. Exclusive Gold Loan branches increased to 680 in Q1FY24 from 562 in Q4FY23.
- ❑ Car loan originations touched Rs19,402mn (2.1x YoY, 6% QoQ), net fee contribution from the business at Rs316mn in Q1FY24.
- ❑ CGCL CAR at 37.2% (39.9% in Q4FY23); LT credit rating affirmed at CARE A+ (Stable) for both CGCL and CGHFL.
- ❑ Branch count at 849 (6.9x YoY, 15% QoQ), group staff count at 9,760 (up 2.4x YoY, 8% QoQ).

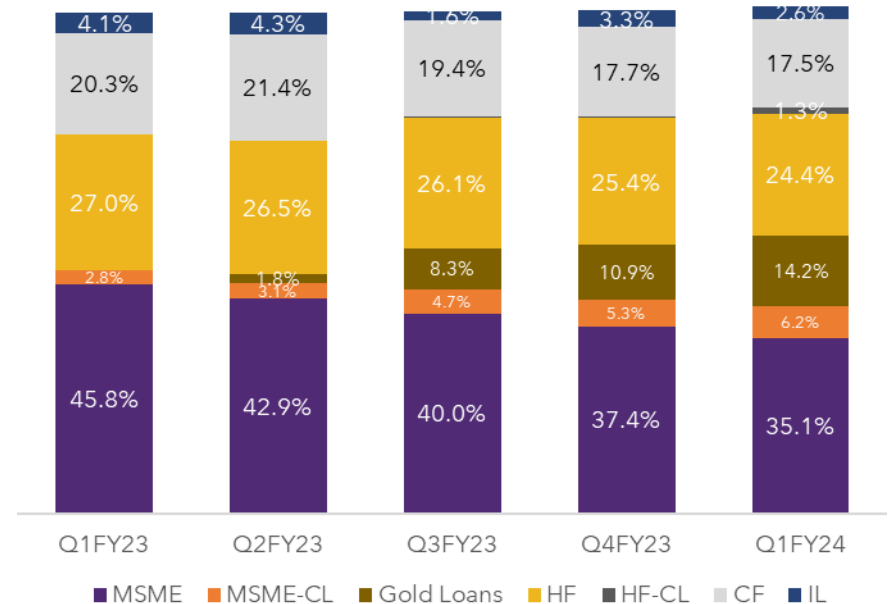
\*Estimated net loss on Gold Loan business; Q1FY24 net profit would be ~Rs865mn excl. this impact.

# Business Update : Consolidated AUM Up 61% YoY

## AUM Segmental Break Up (₹ Mn)\*



## Composition of AUM (%)\*

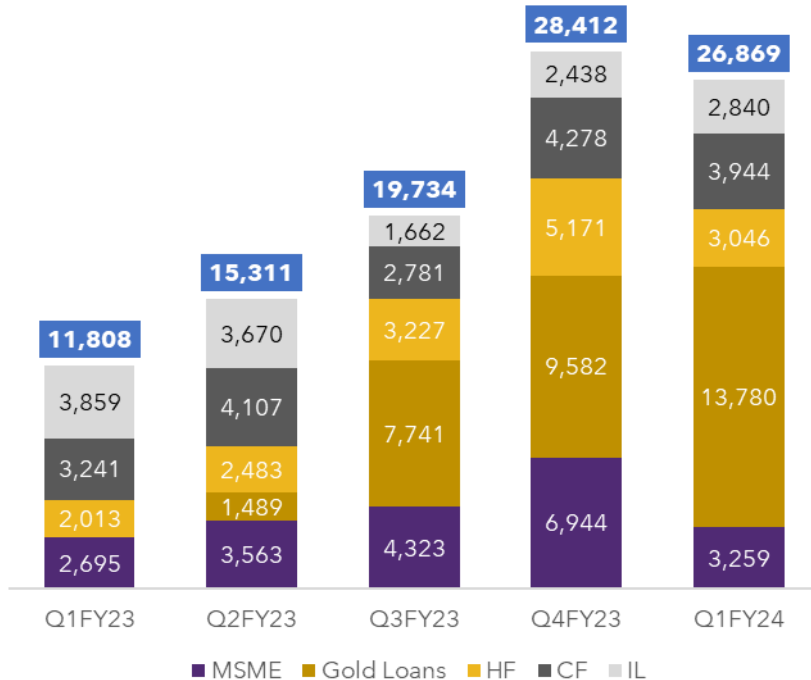


- MSME-CL and HF-CL relates to off-balance sheet AUM comprising co-lending portfolio in MSME and HF respectively.
- CGHFL concluded a maiden, direct assignment transaction of Rs569mn with a leading HFC during the quarter at a competitive rate. The same is not part of HF AUM above.

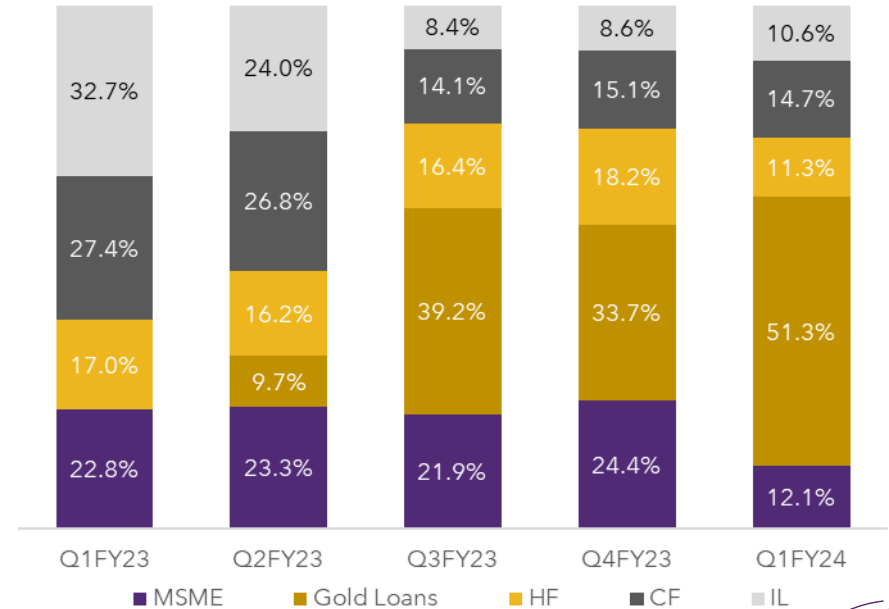
\* As at the end of indicated period.

# Disbursals : Seasonal Softness In Non-Gold Segments

Segmental Disbursals (₹ Mn)



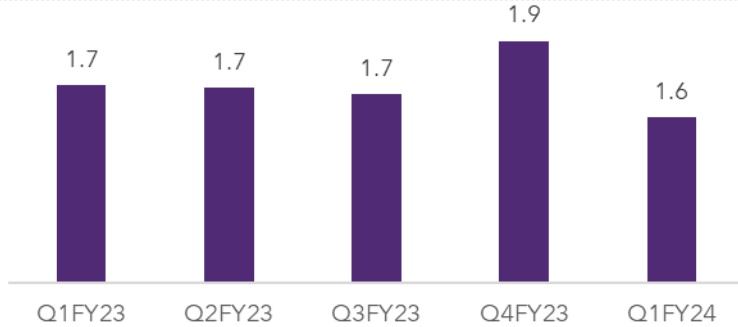
Composition of Segmental Disbursals (%)



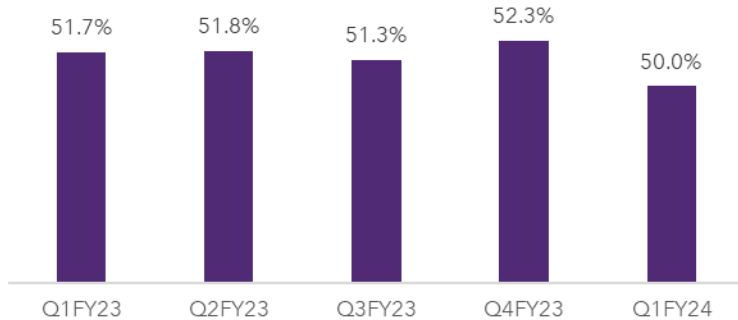
**Note:** MSME disbursals between Q1FY23-Q3FY23 and Housing Finance disbursals between Q1FY23-Q3FY23 have been re-stated to include co-lending disbursals.

# MSME Business Update

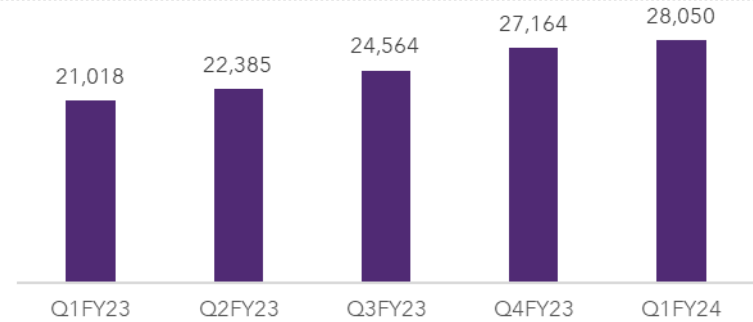
## ATS (Incremental Disbursals) (₹ Mn)



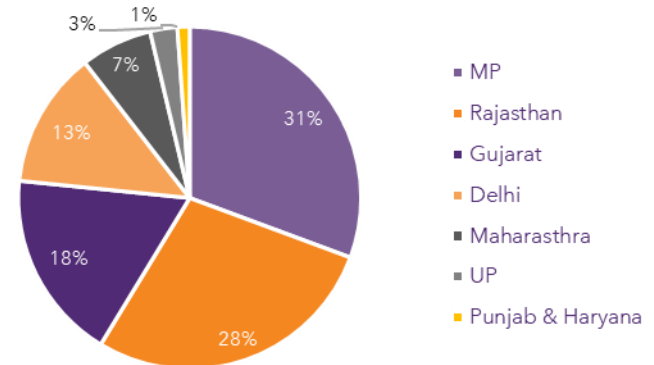
## Loan to Value (%) (Incremental Disbursals)



## Live Accounts\*



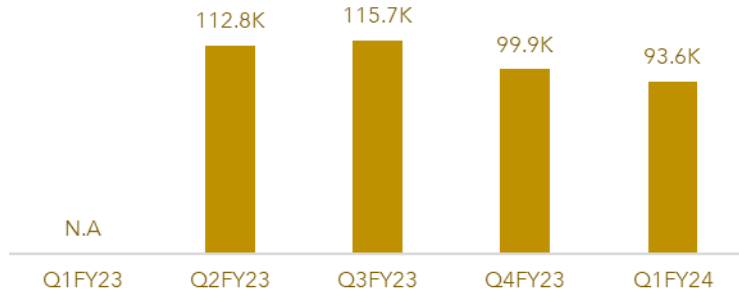
## Geographical Distribution (Value-Wise)^



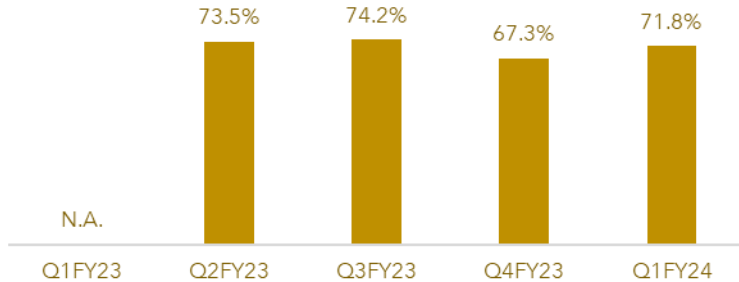
\* As at the end of period indicated ^ As at June 30, 2023

# Gold Loan Business Update

## ATS (On Portfolio) (₹ '000)

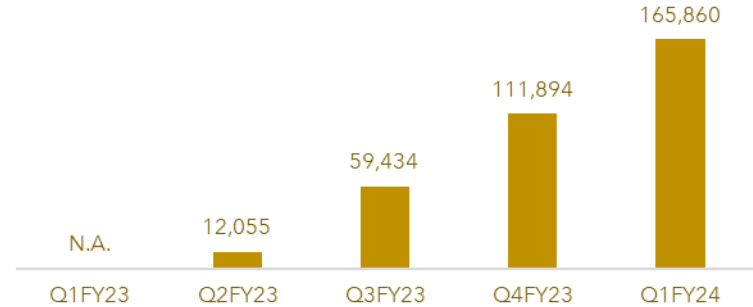


## Loan to Value (%) (Incremental Disbursals)

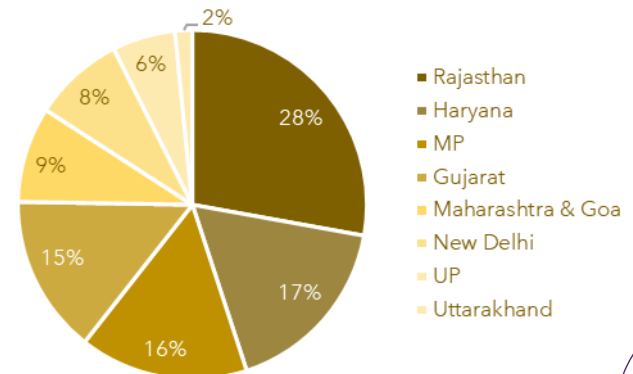


N.A. - not applicable (Gold Loan business was launched in Q2FY23), \* As at the end of period indicated, ^As at June 30, 2023

## Live Accounts\*



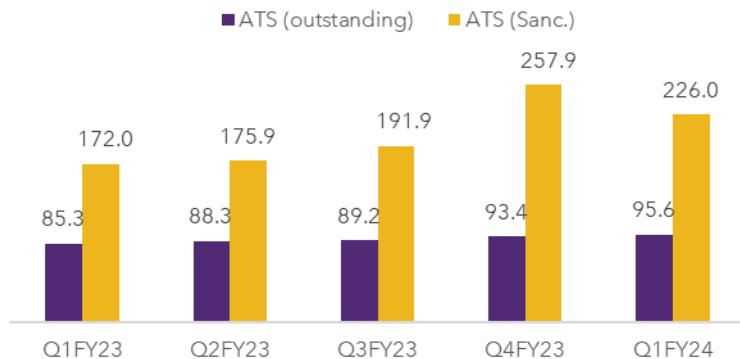
## Geographical Distribution (Value-Wise)^



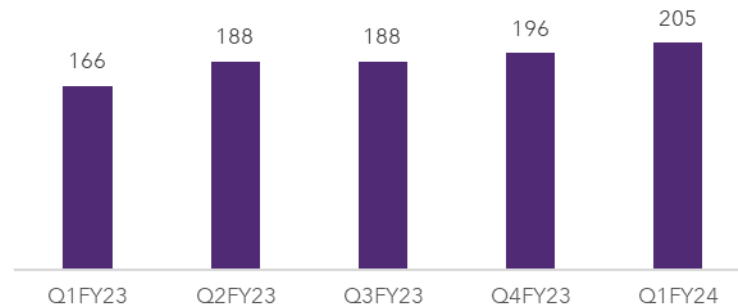


# Construction Finance Business Update

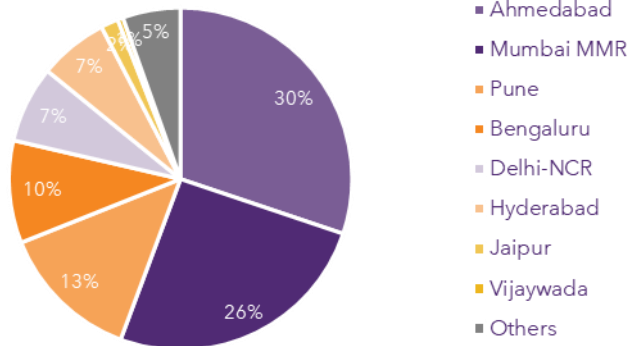
## Average Ticket Size (₹ Mn)



## Live Accounts\*



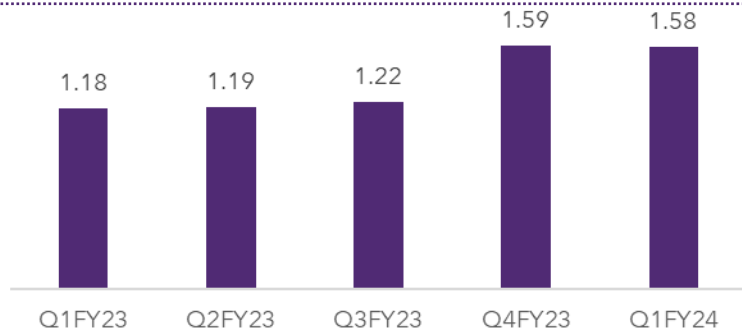
## Geographical Distribution (Value-Wise)\*



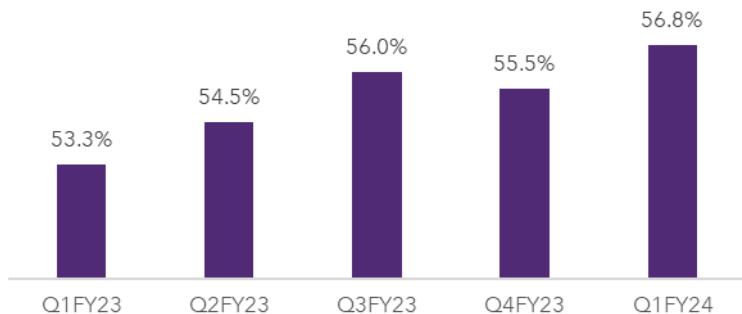
\* As at June 30, 2023

# Housing Finance Business Update

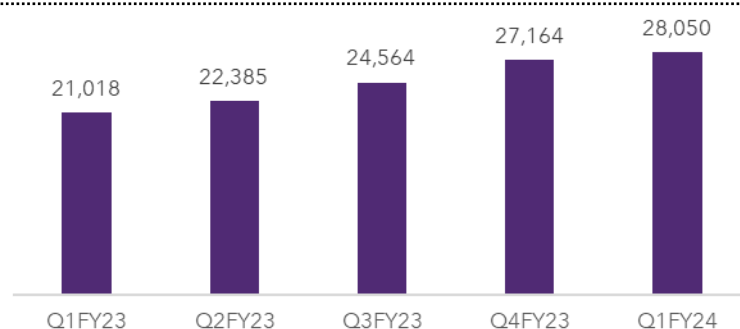
## Average Ticket Size (₹ Mn) (Incremental Disbursals)



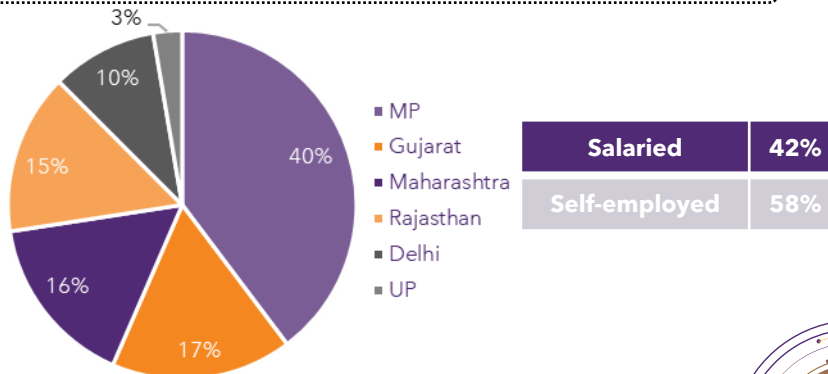
## Loan to Value (%) (Incremental Disbursals)



## Live Accounts\*



## Geographical Distribution (Value-Wise)\*



<b>Salaried</b>	<b>42%</b>
<b>Self-employed</b>	<b>58%</b>

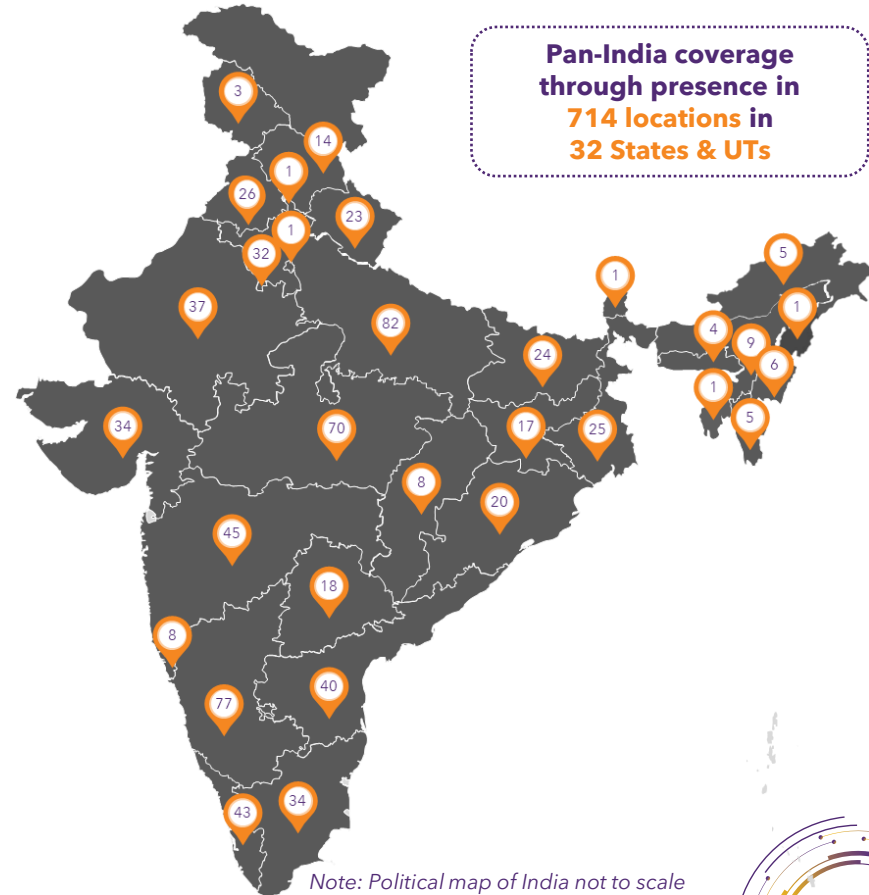
\* As at June 30, 2023

# Car Loan Distribution: Pan-India Distributor

## Partner Banks



Pan-India coverage through presence in **714 locations** in **32 States & UTs**



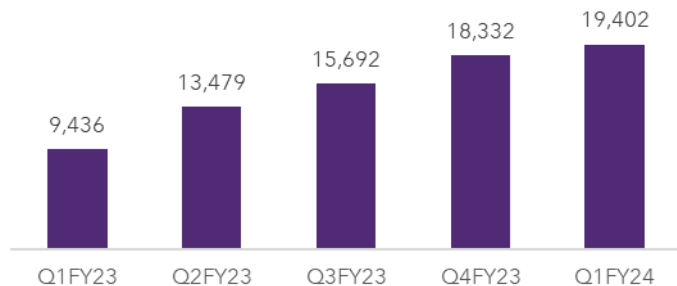
## Total Locations (Branches + Feet-on-Street)

Q1FY23	Q2FY23	Q3FY23	Q4FY23	Q1FY24
279	322	322	450	714

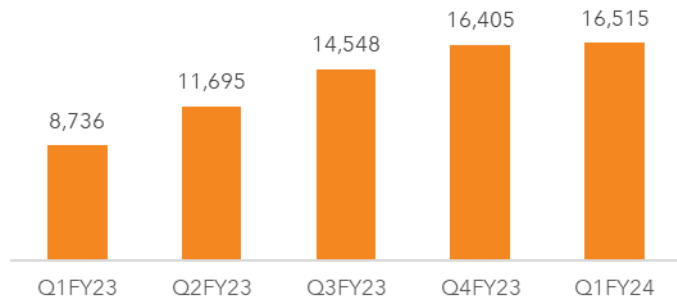
Note: Political map of India not to scale

# Car Loan Origination - Strong Growth Performance

## Consistently Rising Loan Originations (₹ Mn)^

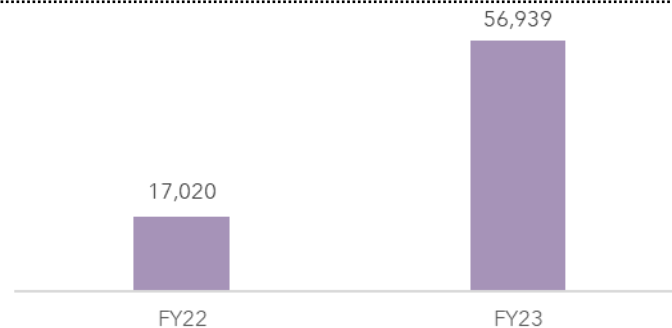


## Loan Originations By Volume (Nos.)^

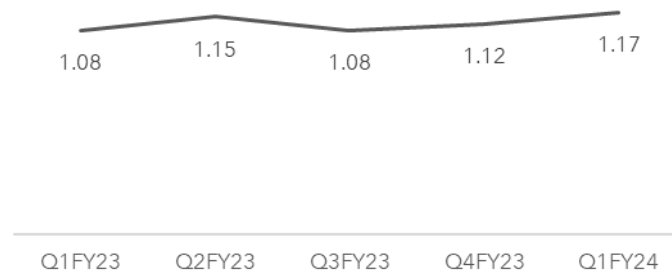


^Provisional data pertaining to FY23 quarters has been re-stated.

## Loan Originations Full Year Basis (₹ Mn)



## Average Ticket Size (₹ Mn) \*



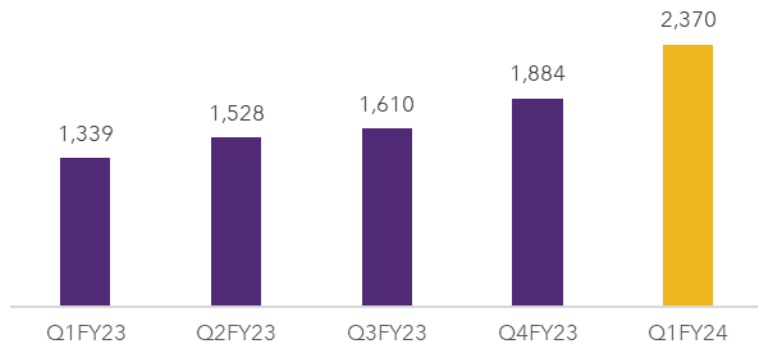
\* ATS = Originations by Value / Originations by Volume During Quarter



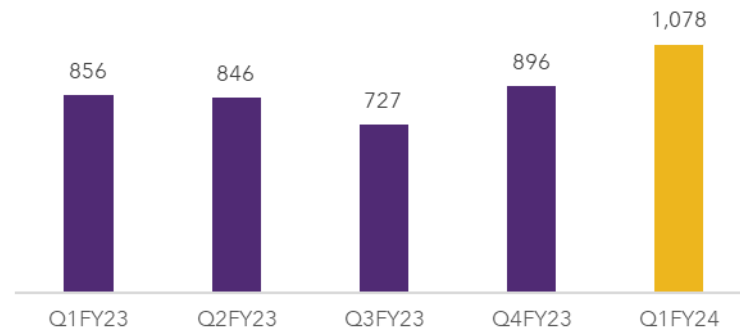
# Earnings Performance

# Performance Matrix : Core Earnings Strong

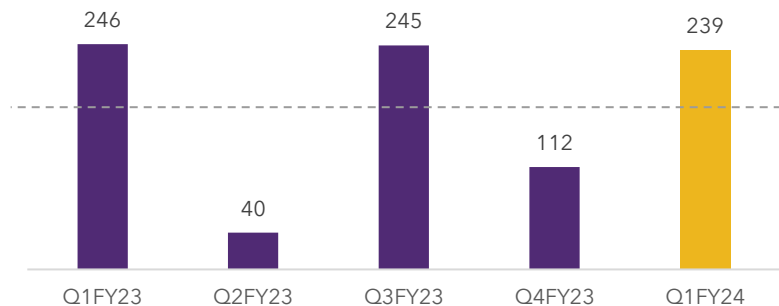
## NII (₹ Mn)



## Operating Profit (₹ Mn)

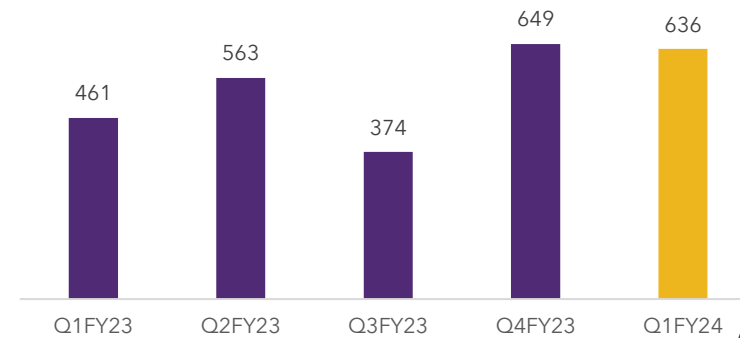


## Credit Costs (₹ Mn)



Avg. credit cost  
Rs176mn in  
trailing 5  
quarters

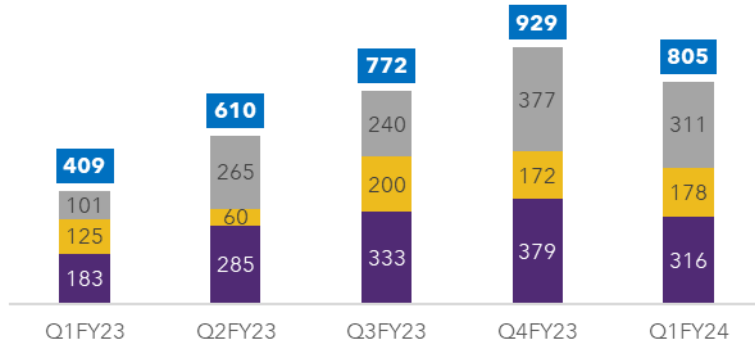
## PAT (₹ Mn)



# Non-Interest Income : Marginal Dip But Healthy Overall

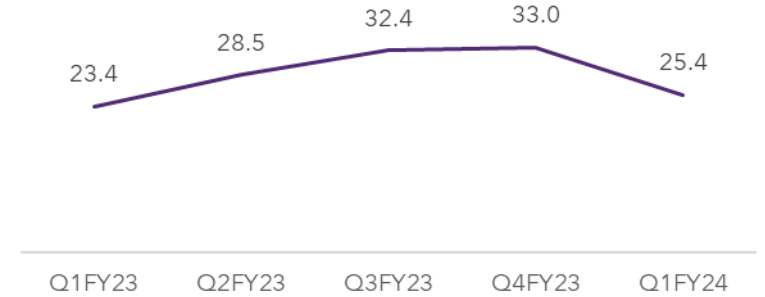
## Net Non-Interest Income (₹ Mn)\*

■ Net Car Loan Fees ■ Co-Lending Income ■ Other Non-interest Income



\*Net Non-Interest Income = Total Income less Interest Income less Fee and Commission Expense less Net loss on fair value changes (if any)

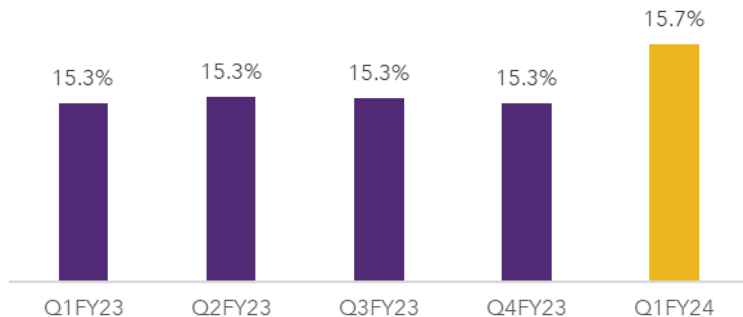
## Non-Interest Income / Net Income (%)



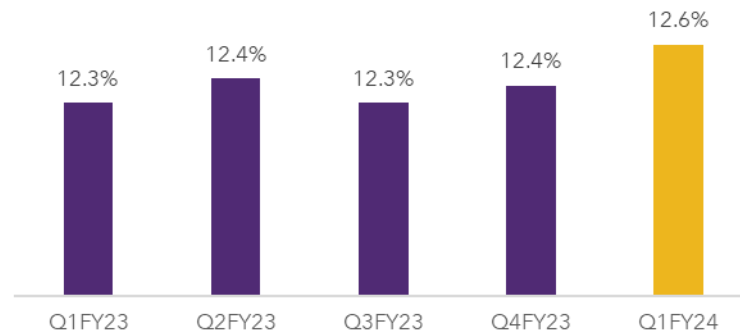
- Share of non-interest income to net income, although lower than in Q4FY23 was above Q1FY23 level.
- Non-interest income expected to pick-up driven by car loan distribution fees as well as retail fees in MSME and Housing as disbursements pick-up in Q2 and H2FY24.

# Loan Yields : Yields Up Across Loan Segments

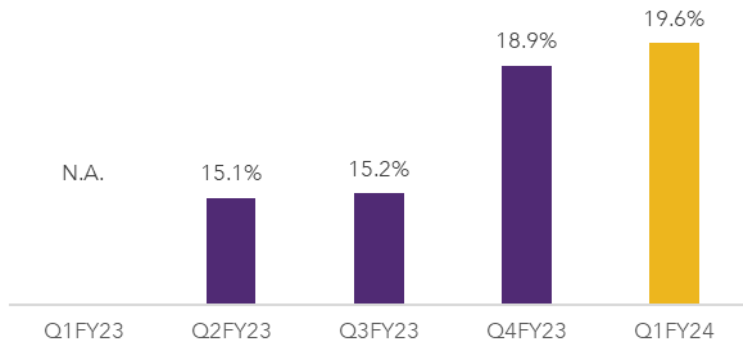
## MSME (%)



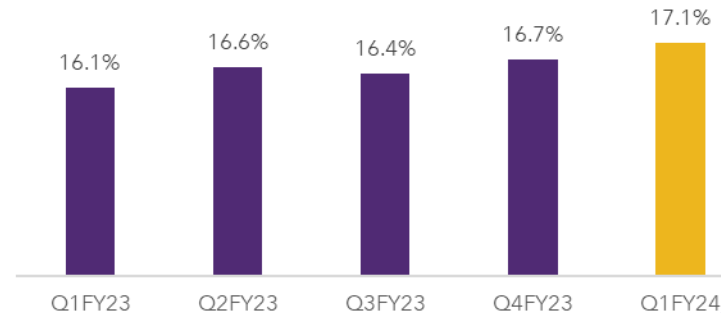
## Housing Finance



## Gold Loans (%)



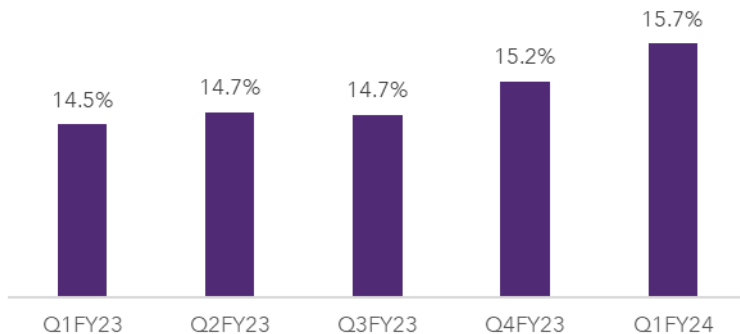
## Construction Finance (%)



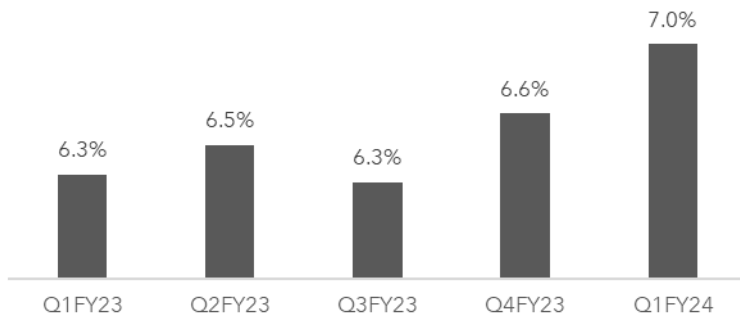


# Key Ratios : Spreads In Upward Trajectory

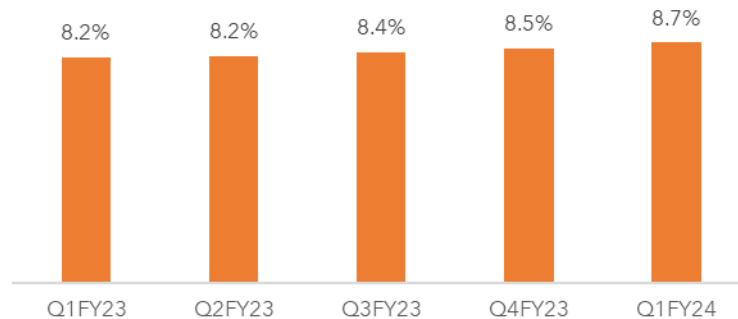
### Yield on Advances (Wtd. Avg.) (%)



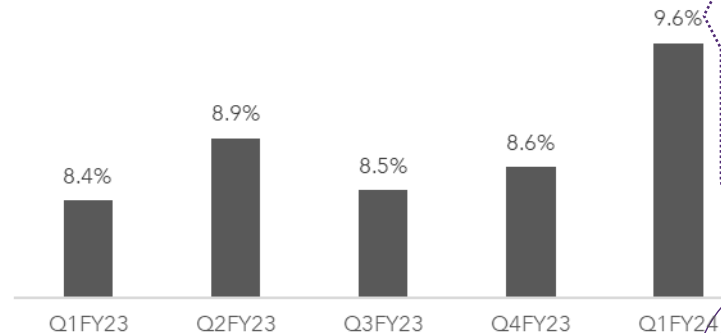
### Spreads (YoA - CoF) (%)



### Cost of Funds (Wtd. Avg.) (%)



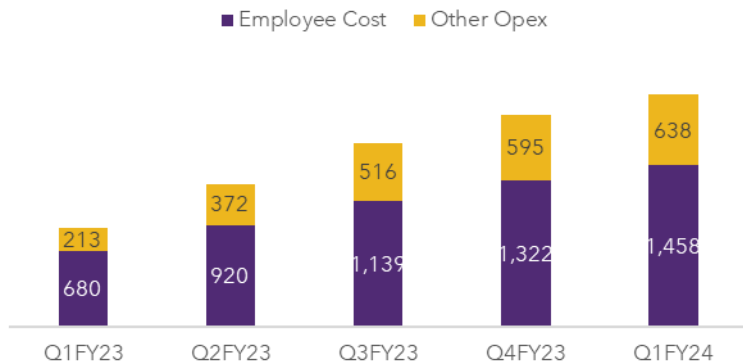
### Net Interest Margin (%)



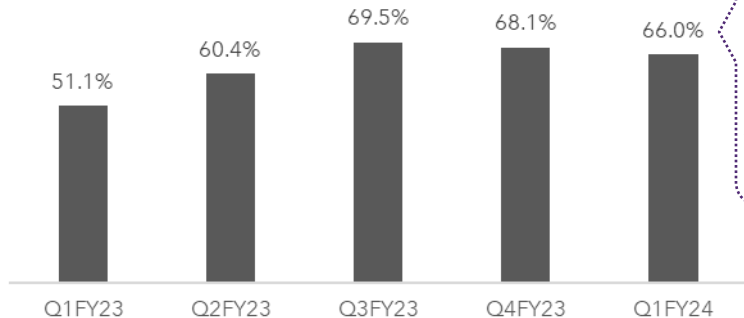
NIM expansion partially aided by the substantial equity funding of Q1FY24 balance sheet

# Operating Expenses : Opex Ratios Softening

## Operating Expenses (₹ Mn)

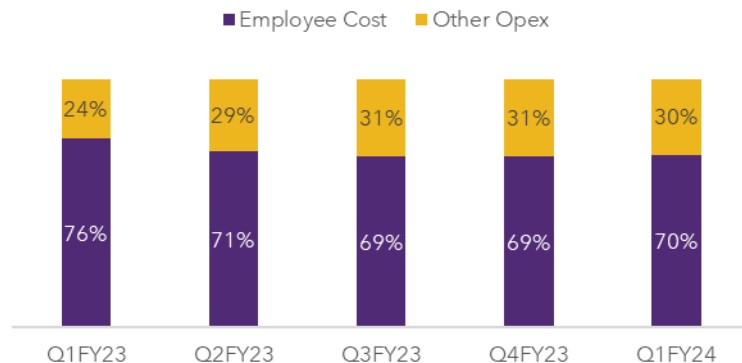


## Cost-Income (%): Showing Steady Decline

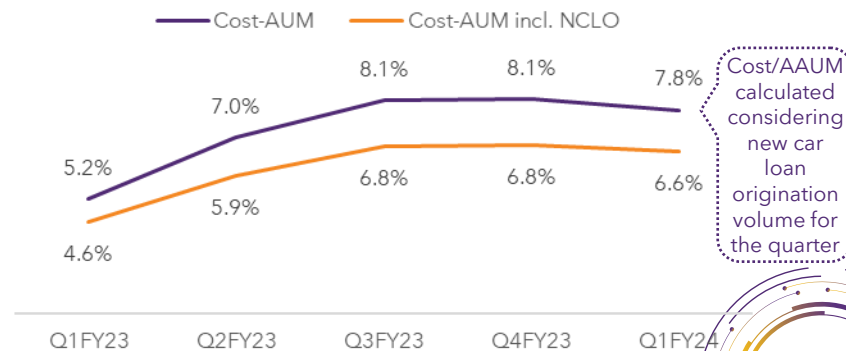


Adjusted for the Gold Loan vertical income and opex, the C/I ratio was ~50% in Q1FY24

## Operating Expenses Composition (%)



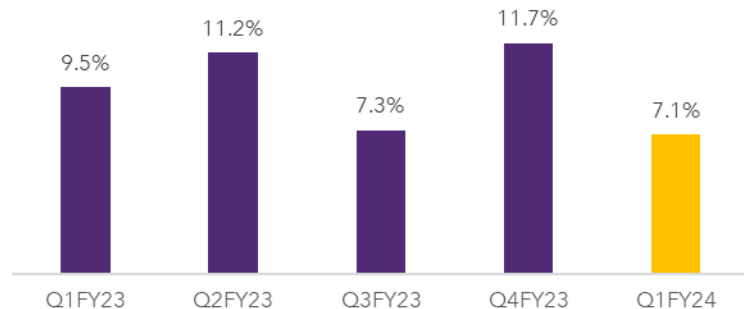
## Cost / AAUM (%) (annualized)



Cost/AAUM calculated considering new car loan origination volume for the quarter

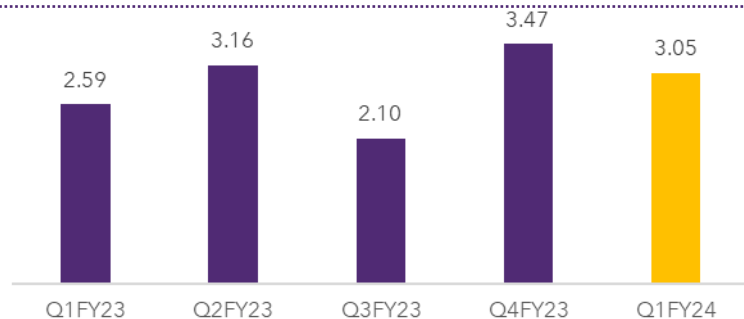
# Key Ratios : Return Ratios Muted Due To Recent Equity Dilution

## Annualized Return on Equity (%)\*



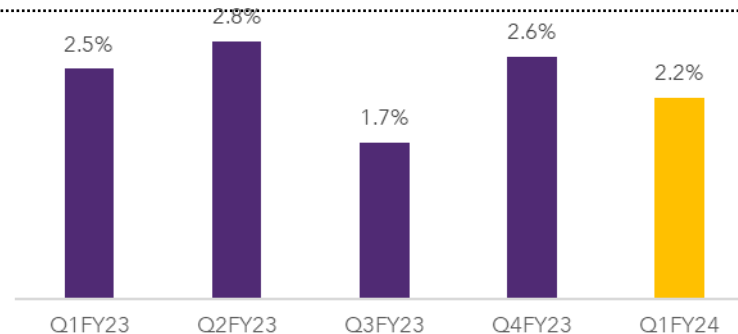
\* Q4FY23 RoE computed after applying suitable weightage to fresh equity raised

## EPS (Diluted) (₹) (Not Annualized)\*

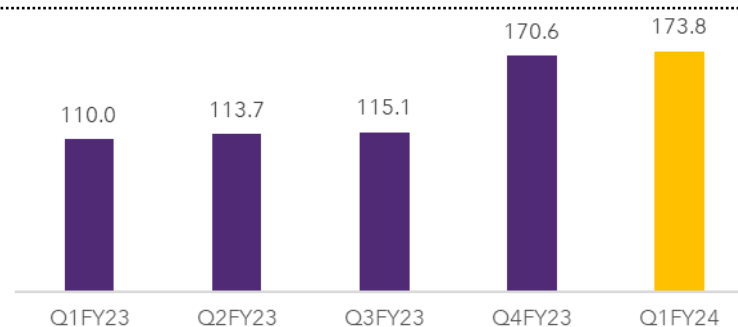


\* Q4FY23 EPS was based on weighted average equity shares, Q1FY24 EPS is fully diluted.

## Annualized Return on Assets (%)



## Book Value Per Share (₹)\*



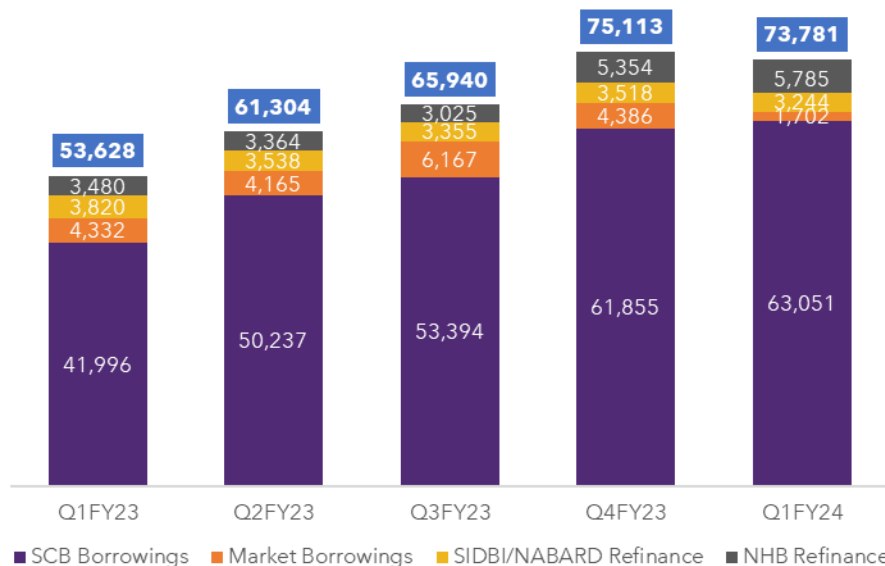
\* Deferred tax assets deducted from Network before computing BVPS.



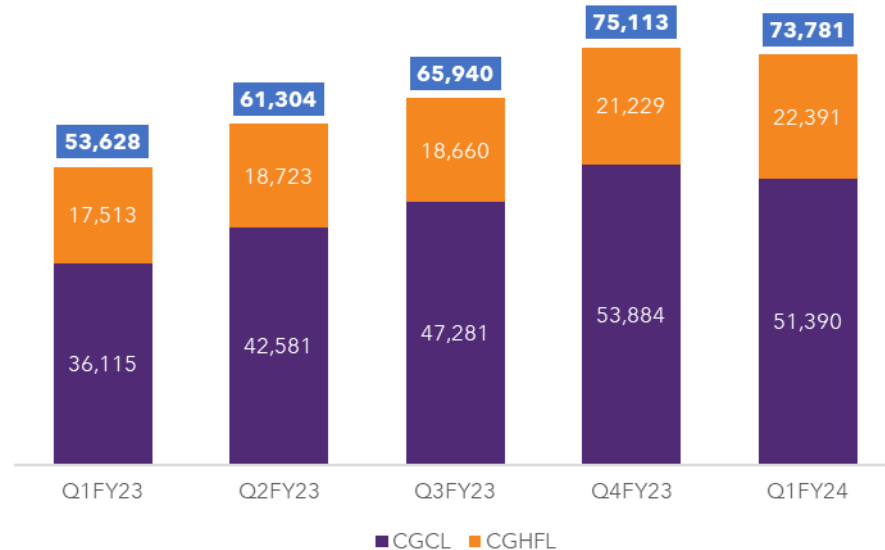
# Liabilities & Liquidity Position Update

# Liability Mix : Borrowings Dip On Back of Repayments

## Diversified Funding Profile (₹ Mn)



## Consolidated Borrowings Break-up (₹ Mn)



- Borrowings declined sequentially due to scheduled repayment of NCDs.
- Outstanding NCDs have declined from ₹ 4,386mn in Q4FY23 to ₹ 1,702mn in Q1FY24.
- Balance sheet was well-funded owing to equity raise in Q4FY23, which supported incremental asset growth in Q1FY24

\* In INR Millions as at the end of period indicated.

# Liquidity Position : Comfortable Liquidity Position\*

₹ Mn except stated

Particulars	CGCL (Standalone)	CGHFL	Consolidated
Limits Sanctioned	73,900	31,000	104,900
Limits Availed	72,557	30,988	103,545
<b>Un-Drawn</b>	<b>1,343</b>	<b>13</b>	<b>1,355</b>
Repaid	20,865	8,563	29,427
Outstanding	51,693	22,425	74,117
<b>Total no. of relationship maintained</b>	<b>21</b>	<b>14</b>	
<b>Limits Sanctioned in FY23</b>	<b>1,250</b>	<b>1,500</b>	<b>2,750</b>

- CGCL has active borrowing relationship with 21 Financial Institutions across PSU, Private Sector Banks, Foreign Banks, Mutual funds, Life Insurance companies and Public Sector Financial Institutions.

As at June 30, 2023

**NOTE:** The consolidated outstanding borrowings above (Rs74,117mn) includes unamortised processing fees. This value is higher than the borrowings appearing in Balance Sheet (Rs73,781mn, see Slide 20), where the unamortised processing fees are treated as an asset and netted off from outstanding borrowings.

# Liquidity Position : Proactive Liability Management

₹ Mn except stated

Particulars	CGCL (Standalone)	CGHFL	Consolidated
Dues during Q1FY24	5,331	830	6,161
Payment made as per Schedule (A)	5,331	830	6,161
Prepayments made for the quarter (B)	0	0	0
<b>Total repayments/prepayments (A+B)</b>	<b>5,331</b>	<b>830</b>	<b>6,161</b>
Balance Payment for Q1FY24	0	0	0
Additional prepayments beyond Q1FY24 (C)	0	69	69
<b>Total Repayments / Prepayments (A+B+C)</b>	<b>5,331</b>	<b>899</b>	<b>6,230</b>



# Asset Quality



# Asset Quality : Improvement Continues

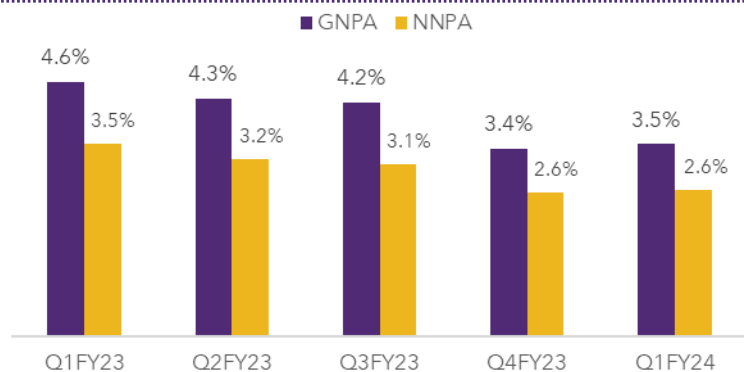
INR Mn except stated

ECL Analysis As Per IndAS (INR Mn)	Q1FY24	Q4FY23	Q3FY23	Q2FY23	Q1FY23
Stage 1 & 2 - Gross	103,339	95,985	80,588	73,508	65,953
Stage 1 & 2 - ECL Provisions	1,379	1,258	1,234	1,248	1,260
Stage 1 & 2 - Net	101,959	94,727	79,354	72,260	64,693
Stage 1 & 2 - ECL Provisions %	1.33%	1.31%	1.53%	1.70%	1.91%
Stage 3 - Gross	1,992	1,704	1,911	1,780	1,840
Stage 3 - ECL Provisions	553	526	557	510	508
Stage 3 - Net (net of aggregate ECL prov.)	1,439	1,178	1,354	1,270	1,331
Stage 3 - ECL Provisions %	27.8%	30.9%	29.1%	28.6%	27.6%
<b>Total ECL Provisions</b>	<b>1,845</b>	<b>1,723</b>	<b>1,747</b>	<b>1,749</b>	<b>1,769</b>
Stage 3 % - Gross NPA	1.9%	1.7%	2.3%	2.4%	2.7%
Stage 3 % - Net NPA	1.4%	1.2%	1.7%	1.7%	2.0%
Provision Coverage Ratio %	92.6%	101.1%	91.4%	98.3%	96.2%
Restructured Assets	1,590	1,597	1,772	1,943	2,053
Restructured Assets (%)	1.5%	1.6%	2.1%	2.6%	3.0%
Prov. on Restr. Assets	342	331	390	412	426
Prov. on Restr. Assets (%)	21.5%	20.7%	22.0%	21.2%	20.8%

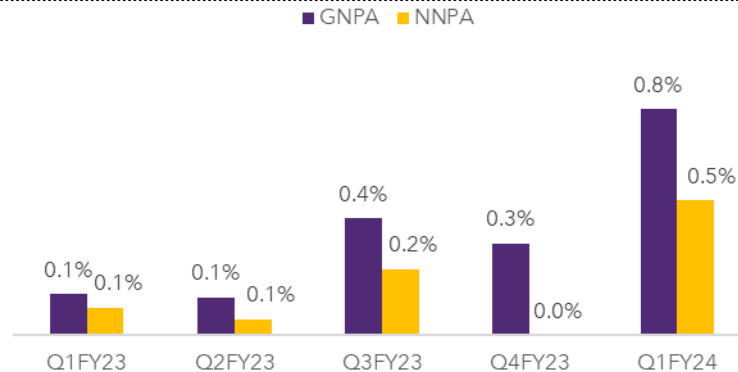
- Std. restructured assets: MSME Rs1,134mn (2.9% of MSME AUM), Housing Rs 129mn (0.5% of Housing AUM), CF & IL - NIL.
- Standard restructured assets were Rs1,315mn (1.4% of AUM) in Q4FY23.

# Segmental NPAs : Asset Quality In Improvement Trajectory

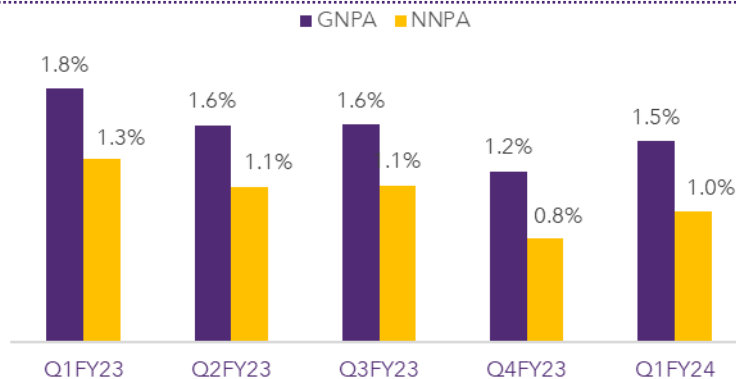
## MSME<sup>^</sup>



## Construction Finance & IL<sup>^</sup>



## Housing Finance<sup>^</sup>



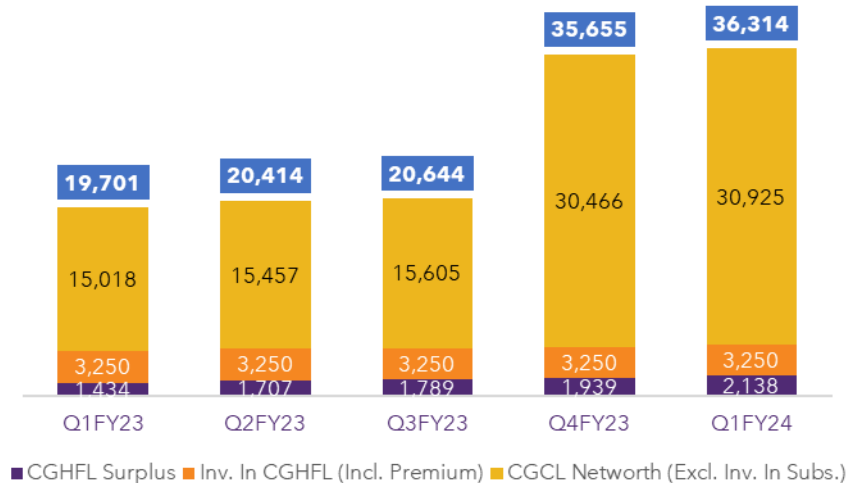
<sup>^</sup>NNPAs computed with Stage-3 ECL provisions compared to earlier representation computed with aggregate ECL provisions till Q3FY23.



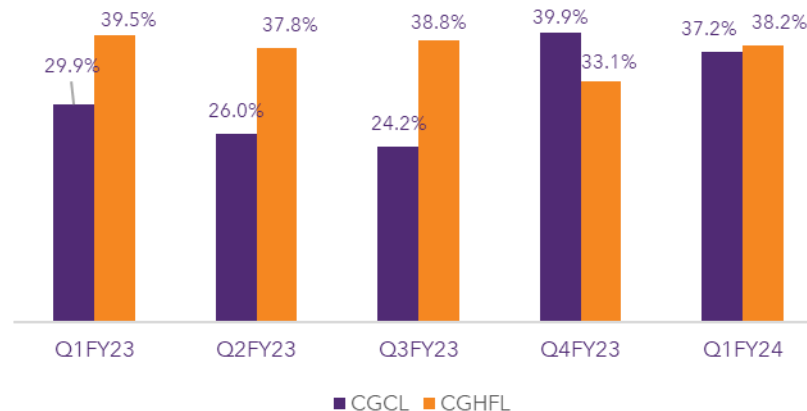
# Capital Adequacy

# Well Capitalized For Medium Term Growth

## Consolidated Network (₹ Mn)



## Capital Adequacy (%)



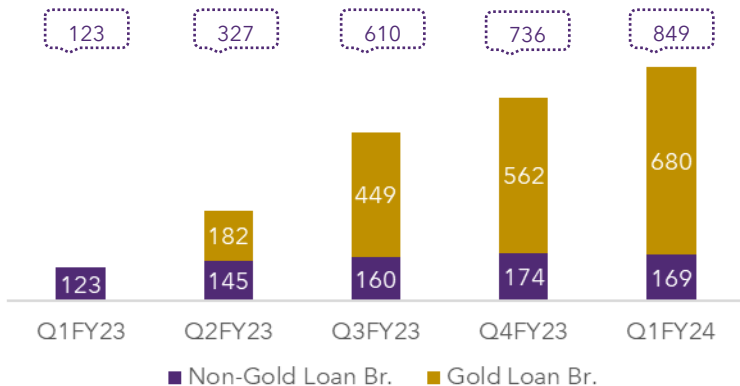
- CGCL raised Rs14.4bn equity capital through a Rights Issue in Mar'23. The equity was fully deployed during Q1FY24. The Company is well capitalised for medium term growth.
- The Board of Directors of CGCL has approved an equity investment of up to Rs4bn in its wholly owned subsidiary CGHFL.
- The strong capital adequacy of CGCL and CGHFL positions both the companies well to access fresh lines of credit to fund growth.



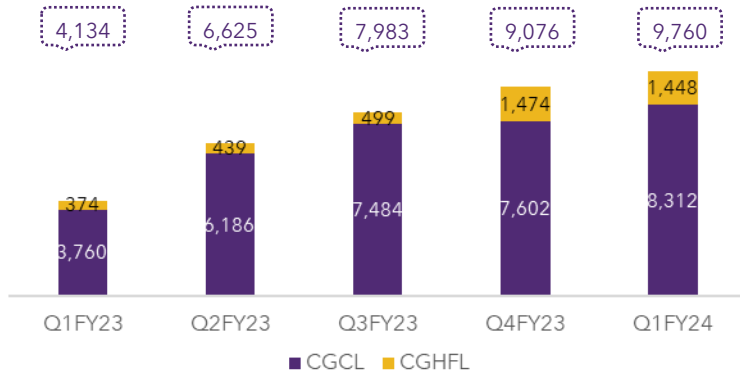
# Network

# Network: Presence In Major Growth Centres

## Branch Addition Has Continued



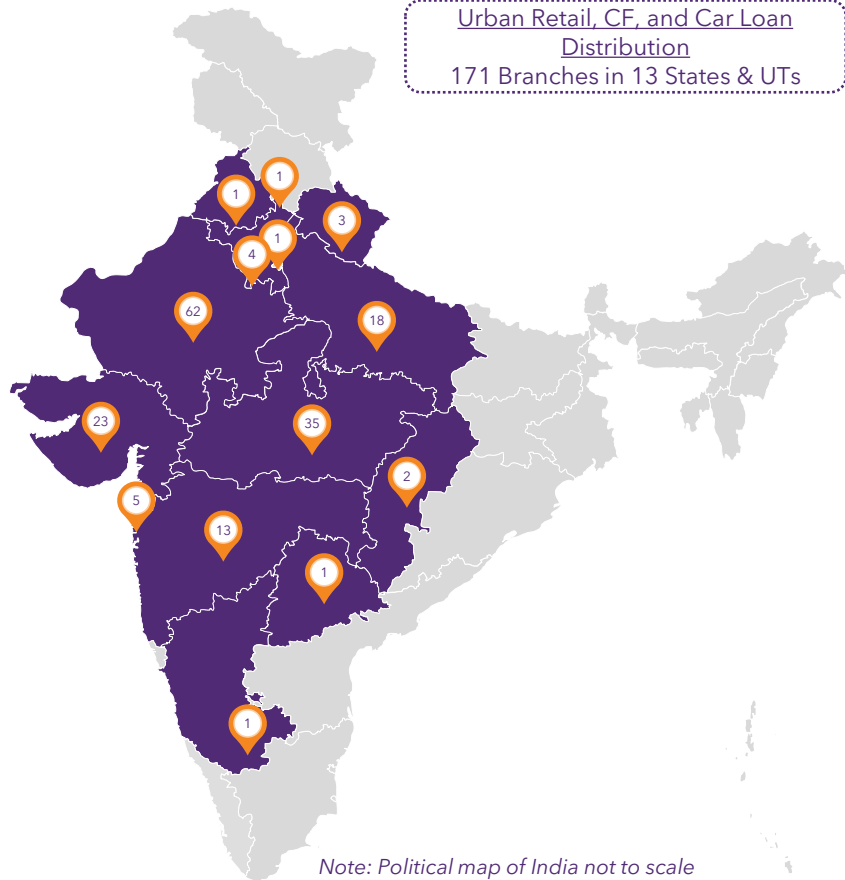
## Headcount Addition To Support Branch Expansion



- ❑ Network expansion led by addition of Gold Loan branches continued taking total branch count to 849 in Q1FY24 compared to 736 branches in Q4FY23 and 123 branches in Q1FY23.
- ❑ Network of non-Gold Loan businesses declined by a net 5 branches to 169 branches. This was due to consolidation of car loan branches into a single branch in Pune during Q1FY24.
- ❑ Urban Retail business (MSME and Housing) operated through 168 branches in 12 States and UTs compared to 162 branches in 12 States and UTs in Q4FY23.
- ❑ Gold Loan network expanded to 680 branches across 10 states and UTs by end Q1FY24 from 562 branches across 9 States and UTs in Q4FY23. The vertical commenced operations in Goa through 3 branches in Q1FY24.
- ❑ Construction Finance continued to have 3 dedicated branches - Bengaluru, Hyderabad, and Ahmedabad (added in Q4FY23).
- ❑ Car Loan distribution expanded presence to 714 locations from 450 in Q4FY23. However, the branch presence was consolidated into a single branch at Pune while maintaining presence in all the erstwhile branch locations.
- ❑ In addition, the Company has a dedicated tech centre in Gurugram (not counted as a branch).

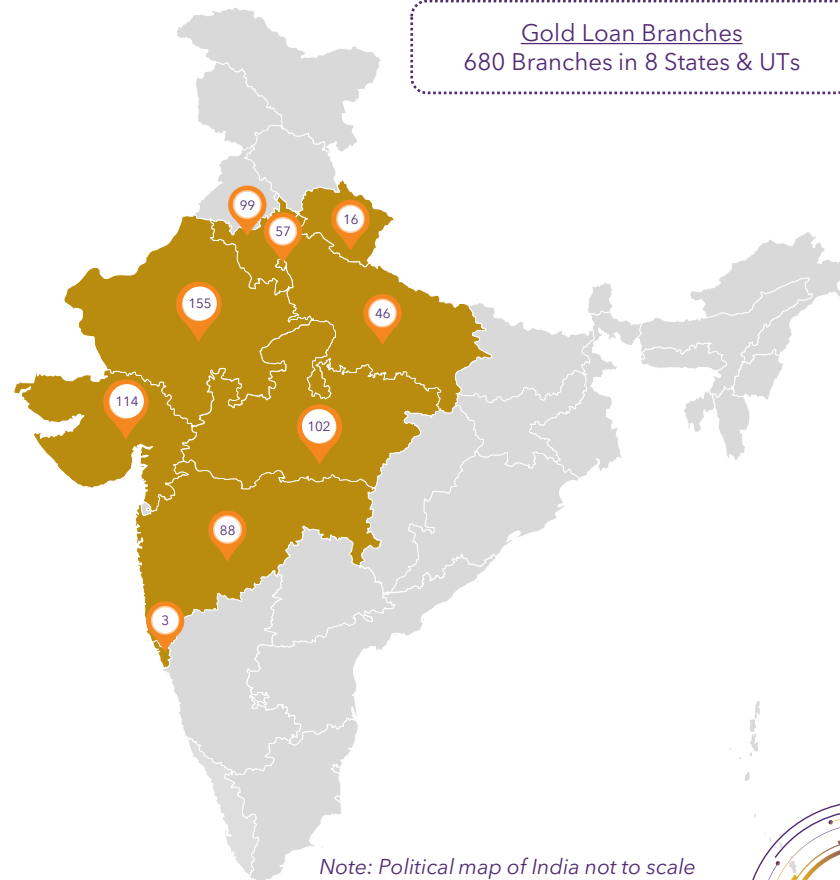
# Network: Presence In Major Growth Centres

Urban Retail, CF, and Car Loan  
Distribution  
171 Branches in 13 States & UTs



Note: Political map of India not to scale

Gold Loan Branches  
680 Branches in 8 States & UTs



Note: Political map of India not to scale



# Financials



# CGCL Cons. Inc. Statement : Quarterly Comparison

₹ Mn except stated

Particulars	Q1FY24	Q1FY23	Y-o-Y (%)	Q4FY23	Q-o-Q (%)
Interest earned	4,134	2,361	75%	3,521	17%
Interest expended	1,765	1,021	73%	1,637	8%
<b>Net interest income</b>	<b>2,370</b>	<b>1,339</b>	<b>77%</b>	<b>1,884</b>	<b>26%</b>
<b>Non-interest income</b>	<b>805</b>	<b>409</b>	<b>97%</b>	<b>929</b>	<b>-13%</b>
Net car loan fees	316	183		379	
Co-lending income	178	125		172	
Other core income	311	101		377	
<b>Total income</b>	<b>3,175</b>	<b>1,749</b>	<b>82%</b>	<b>2,813</b>	<b>13%</b>
<b>Operating expenses</b>	<b>2,096</b>	<b>893</b>	<b>135%</b>	<b>1,917</b>	<b>9%</b>
Employee cost	1,458	680		1,322	
Other operating expenses	638	213		595	
<b>Operating profit</b>	<b>1,078</b>	<b>856</b>	<b>26%</b>	<b>896</b>	<b>20%</b>
Total provisions	239	246	-3%	112	114%
ECL provisions	121	(32)		56	
Write-offs	118	277		55	
<b>Profit before tax</b>	<b>839</b>	<b>610</b>	<b>38%</b>	<b>784</b>	<b>7%</b>
Tax	203	149		135	
Implied tax rate	24.2%	24.4%		17.3%	
<b>Profit after tax</b>	<b>636</b>	<b>461</b>	<b>38%</b>	<b>649</b>	<b>-2%</b>
EPS (diluted) (Rs.) (not annualised)	3.05	2.59		3.47	

# CGCL Consolidated Balance Sheet\*

₹ Mn except stated

Particulars (INR Mn)	Q1FY24	Q1FY23	YoY (%)	Q4FY23	QoQ (%)
Paid-up equity	412	351	17.3%	412	0.0%
Reserves and surplus	35,901	19,350	85.5%	35,242	1.9%
<b>Networth</b>	<b>36,314</b>	<b>19,701</b>	<b>84.3%</b>	<b>35,655</b>	<b>1.8%</b>
Bank borrowings and refinance	72,079	49,296	46.2%	70,727	1.9%
NCDs	1,702	4,332	-60.7%	4,386	-61.2%
Other liabilities and provisions	4,241	2,300	84.4%	7,179	-40.9%
<b>Total shareholders' equity &amp; liabilities</b>	<b>114,336</b>	<b>75,629</b>	<b>51.2%</b>	<b>117,946</b>	<b>-3.1%</b>
Cash and bank balances	4,798	4,912	-2.3%	15,103	-68.2%
Investments	701	3,226	-78.3%	2,150	-67.4%
Assets under financing activities	102,164	65,262	56.5%	94,754	7.8%
Other assets	6,673	2,229	199.3%	5,939	12.3%
<b>Total assets</b>	<b>114,336</b>	<b>75,629</b>	<b>51.2%</b>	<b>117,946</b>	<b>-3.1%</b>

\* Q1FY24 and Q1FY23 balance sheets were not subject to audit review.

# CGCL Consolidated Income Statement : Annual Comparison

₹ Mn except stated

Profit and Loss A/c	FY19	FY20	FY21	FY22	FY23
Interest income	5,307	6,700	6,735	8,396	11,673
Interest expenses	2,071	2,828	2,887	3,308	5,311
<b>Net interest income</b>	<b>3,236</b>	<b>3,872</b>	<b>3,848</b>	<b>5,087</b>	<b>6,362</b>
<b>Other income</b>	<b>586</b>	<b>433</b>	<b>636</b>	<b>1,231</b>	<b>2,719</b>
Fees	558	399	626	1,103	2,703
Other income	27	34	11	128	17
<b>Net income</b>	<b>3,822</b>	<b>4,305</b>	<b>4,484</b>	<b>6,319</b>	<b>9,081</b>
<b>Operating expenses</b>	<b>1,790</b>	<b>1,732</b>	<b>1,520</b>	<b>2,536</b>	<b>5,756</b>
Employee expenses	1,175	1,188	994	1,746	4,061
Other expenses	614	544	526	790	1,696
<b>Operating profit</b>	<b>2,032</b>	<b>2,573</b>	<b>2,964</b>	<b>3,783</b>	<b>3,325</b>
Provisions	165	353	607	1,057	642
ECL provisions	99	299	545	618	71
Write-offs	67	54	62	439	570
<b>Profit before tax</b>	<b>1,867</b>	<b>2,220</b>	<b>2,357</b>	<b>2,726</b>	<b>2,683</b>
Taxes	510	607	588	676	636
Tax rate (%)	27.3%	27.4%	24.9%	24.8%	23.7%
<b>Profit after tax</b>	<b>1,357</b>	<b>1,612</b>	<b>1,770</b>	<b>2,050</b>	<b>2,047</b>
<i>Earnings per share (Diluted) (Rs.)</i>	<i>7.7</i>	<i>9.2</i>	<i>10.0</i>	<i>11.6</i>	<i>10.9</i>

New businesses contributing to robust non-interest income

Net Income CAGR of 24% FY19-FY23

Net profit flat in FY23 despite major expansion opex during the year.

# CGCL Consolidated Balance Sheet : Annual Comparison\*

₹ Mn except stated

Balance Sheet	FY19	FY20	FY21	FY22	FY23
<b>Liabilities</b>					
Paid-up equity	350	350	351	351	412
Reserves	13,477	15,042	16,822	18,873	35,242
<b>Networth</b>	<b>13,827</b>	<b>15,392</b>	<b>17,173</b>	<b>19,225</b>	<b>35,655</b>
Borrowings	27,687	28,366	37,689	48,084	75,113
Other liabilities	1,256	657	3,269	4,219	7,179
<b>Total liabilities</b>	<b>42,770</b>	<b>44,415</b>	<b>58,131</b>	<b>71,528</b>	<b>117,946</b>
<b>Assets</b>					
Cash and equivalents	1,691	742	2,242	3,531	15,103
Investments	93	3,607	8,075	3,775	2,150
Loans	40,222	39,288	46,863	62,708	94,754
Other assets	764	777	951	1,514	5,939
<b>Total assets</b>	<b>42,770</b>	<b>44,415</b>	<b>58,131</b>	<b>71,528</b>	<b>117,946</b>

Ample leverage room to continue delivering robust growth.

~2.8x growth in balance sheet in 4 years.

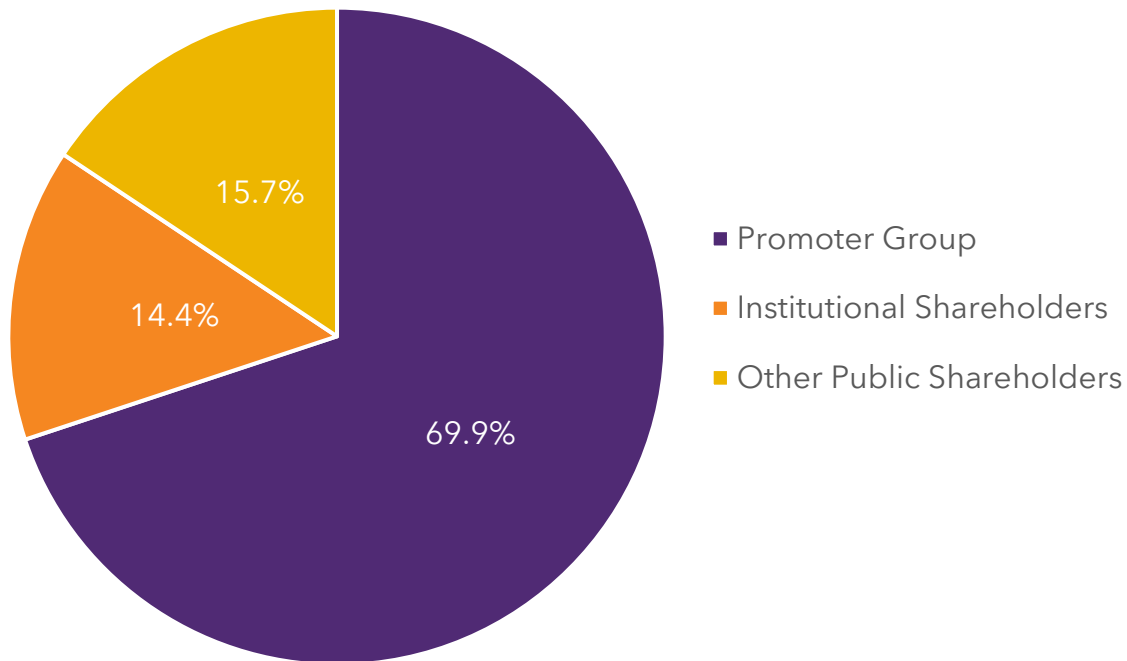
~2.4x growth in loan book in 4 years.

\* As at the end of periods indicated.

# CGCL Consolidated Earnings : Du Pont Analysis

RoA Tree (%)	FY19	FY20	FY21	FY22	FY23
Interest income	14.6	15.4	13.1	13.0	12.3
Interest expenses	5.7	6.5	5.6	5.1	5.6
<b>Net interest income</b>	<b>8.9</b>	<b>8.9</b>	<b>7.5</b>	<b>7.8</b>	<b>6.7</b>
<b>Other income</b>	<b>1.6</b>	<b>1.0</b>	<b>1.2</b>	<b>1.9</b>	<b>2.9</b>
Fees	1.5	0.9	1.2	1.7	2.9
Other income	0.1	0.1	0.0	0.2	0.0
<b>Net income</b>	<b>10.5</b>	<b>9.9</b>	<b>8.7</b>	<b>9.7</b>	<b>9.6</b>
<b>Operating expenses</b>	<b>4.9</b>	<b>4.0</b>	<b>3.0</b>	<b>3.9</b>	<b>6.1</b>
Employee expenses	3.2	2.7	1.9	2.7	4.3
Other expenses	1.7	1.2	1.0	1.2	1.8
<b>Operating profit</b>	<b>5.6</b>	<b>5.9</b>	<b>5.8</b>	<b>5.8</b>	<b>3.5</b>
Provisions	0.5	0.8	1.2	1.6	0.7
ECL provisions	0.3	0.7	1.1	1.0	0.1
Write-offs	0.2	0.1	0.1	0.7	0.6
<b>Profit before tax</b>	<b>5.2</b>	<b>5.1</b>	<b>4.6</b>	<b>4.2</b>	<b>2.8</b>
Taxes	1.4	1.4	1.1	1.0	0.7
<b>Profit after tax (RoA)</b>	<b>3.7</b>	<b>3.7</b>	<b>3.5</b>	<b>3.2</b>	<b>2.1</b>

# Shareholding



Shareholding as of Jun'23

- **Market capitalization<sup>1</sup>** : ₹ 161.4bn | US\$ 1.95bn<sup>2</sup>
- **Cons. Networth<sup>3</sup> (Q1FY24)** : ₹ 36.3bn
- **Paid-up Equity** : ₹ 412.3mn
- **FV** : ₹ 2
- **Dividend Per Share (FY23)** : ₹ 0.50

1. Average of market capitalization on BSE and NSE on 4<sup>th</sup> August '23.
2. 1 US\$ = ₹ 82.80
3. Not adjusted for DTAs; ₹ 35.8bn after adjusting for DTAs; CGCL raised ₹ 14.4bn in Mar'23 through Rights Issue.
4. AMFI classifies CGCL as a small cap company based on six monthly average market capitalization (Jun'23 rank 285).
5. CGCL is part of NIFTY Smallcap 250 index.



# Leadership

# Board of Directors & Corporate Governance

## Independent Board Guides Executive Management



### **Rajesh Sharma, MD & CFO**

Founder & Promoter with over 2.5 decades of experience, Chartered Accountant



### **Ajit Mohan Sharan, Independent Director**

IAS - Batch 1979 with over 3 decades of experience in varied aspects of public administration



### **Bhagyam Ramani, Independent Director**

Ex- GM and Director of General Insurance Corporation; 3+ decades of experience, MA (Economics Hons.)



### **Mukesh Kacker, Independent Director**

EX- IAS Officer, Jt. Secy (GOI) with over 3 decades of experience, MA (Public Policy), MA (Political Science)



### **Beni Prasad Rauka, Independent Director**

Group CFO- Advanced Enzyme Technologies; over 2.5+ decades of experience, CA &CS



### **Desh Raj Dogra, Independent Director**

EX- CEO and MD of CARE ratings with over 4 decades of experience in financial sector and credit administration

## Strong Corporate Governance



### **Audit Committee**

Oversees Company's financial reporting and financial information disclosure process



### **Nomination and Remuneration Committee**

Formulates and ensures adherence to policies regarding appointment of BoD and senior managerial personnel



### **Stakeholders' Relationship Committee**

Oversees redressal of security holders' and investors' complaints and effective exercise of stakeholders' rights



### **CSR Committee**

Formulates and monitors implementation of CSR policy as specified in the Companies Act



### **Risk Management Committee**

Formulates and reviews policy on operational, IT, and people risk



# Leadership Team

## Retail



### **Amar Rajpurohit (Business Head - MSME & Housing - Sales/Product)**

Ex-AU Financiers, Gruh Finance, DHFL with over 17 years of work experience, B.A., LLB

**Vintage with CGCL: 5Y 4M**



### **Munish Jain (Business Head - Home Loans)**

Ex-Shriram Housing, GE Money Housing Finance, DHFL with over 20 years of work experience; MBA

**Vintage with CGCL: 4Y 6M**



### **Ravish Gupta (Business Head - Gold Loans)**

Ex-IIFL Finance, GE Money, HDFC Bank with 20 years of work experience, BCA., MDP (IIM-K, IIM-B)

**Vintage with CGCL: 1Y 8M**



### **Magesh Iyer (Chief Operating Officer)**

Ex - InCred Finance, Reliance Capital, ICICI Bank with over 20 years of experience, B. Com, PGDBA

**Appointed in Dec'22**



### **Prasanna Kumar Singh (Group Collections Head)**

Ex-Bajaj Finance and PNB Housing with over two decades' experience; LLB, MBA

**Vintage with CGCL: 2Y 4M**

## Retail



### **Bhupinder Singh (Head - Legal Litigation)**

More than a decade experience with various NBFCs in providing legal advice

**Vintage with CGCL: 4Y 1M**

## Risk Management



### **Sanjeev Srivastava (Chief Risk Officer)**

Ex-IIFL Finance, GE Money, ICICI Bank; over 24 years' exp.; CA

**Appointed in Aug'23**



### **Bhavesh Prajapati (Group Head - Credit, Risk & Policy)**

Ex-Aadhaar Housing Finance, IDFC Ltd, DHFL with over 20 years of experience; MBA-ICFAI

**Vintage with CGCL: 5Y 1M**

## Construction Finance & Indirect Lending



### **Bhaskarla Kesav Kumar (Associate Director - Monitoring)**

Ex AGM and Unit Head of Corporate Relationships with SBI

**Vintage with CGCL: 8Y 6M**



### **Vijay Kumar Gattani (Associate Director - Credit)**

Ex-ICICI Bank, Head of Credit & Policy- ICICI HFC with over 15 years of experience, CA

**Vintage with CGCL: 7Y 11M.**

## Corporate Functions



### **Ashok Agarwal (Director - Legal & Compliance)**

Previously practicing CA with over 26 years of experience, CA and CS

**Vintage with CGCL: 15Y 7M**



### **Suresh Gattani (Associate Director - Treasury Operations)**

Ex-Aditya Birla, two decades plus experience in accounts, finance, taxation and corporate planning

**Vintage with CGCL: 17Y 4M**



### **Vinay Surana (Head - Treasury)**

Ex-Founding Member, Axis Bank debt syndication with over 15 years of experience, CA

**Vintage with CGCL: 15Y**



### **Yashesh Bhatt (Vice President - Compliance & Secretarial)**

Previously associated with L&T Fin. Serv., Tata Hsg, M&M, RIL; 15 years of work exp; CS, LLB, MFM-JBIMS

**Vintage with CGCL: 1Y 9M**

# Accolades



**CAPRI GLOBAL**  
GREAT PLACE TO WORK - CERTIFIED™  
Building and Sustaining High-Trust, High-Performance Culture™



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