

May 28, 2021

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, 5th Floor
Plot No- 'C' Block, G Block
Bandra-Kurla Complex, Bandra (East)
Mumbai – 400 051
Scrip Code: CGCL

Ref.: Our Letter dated May 28, 2021 forwarding Earning Presentation

Sub.: Revised Earnings Presentation Q4FY21 & FY21

Dear Sir and Madam,

Further to our above referred letter forwarding Earnings Presentation, we would like to furnish the revised presentation titled “Q4FY21 & FY21 Earnings Presentation” as there was some typo error in the earlier document .

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

Thanking you,

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

(Harish Agrawal)
Senior Vice President & Company Secretary

Encl.: As Above



CAPRI GLOBAL
CAPITAL LIMITED

**Responsible.
Resilient.
Ready.**

Q4FY21 & FY21 Earnings Presentation

27th May 2021

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Q4FY21 and FY21 Key Highlights

Executive Summary : Key Highlights



Consolidated Profit After Tax Rs1.77bn (10%YoY) and Rs271mn (-23%YoY) in FY21 / Q4FY21 respectively.



Robust disbursal growth during Q4FY21 of 2.4x YoY in core products viz. MSME, Construction Finance, and Affordable Housing, AUM growth at 20%YoY.



Well-funded balance sheet with a strong capital adequacy ratio of 37.7%; multiple borrowing relationships with 24 leading banks and financial institutions.



Gross Stage 3 ratio at 3.3% and Net Stage 3 at 0.9%; restructured loans at Rs1.84bn or 3.8% of AUM, restructured loans concentrated in MSME.



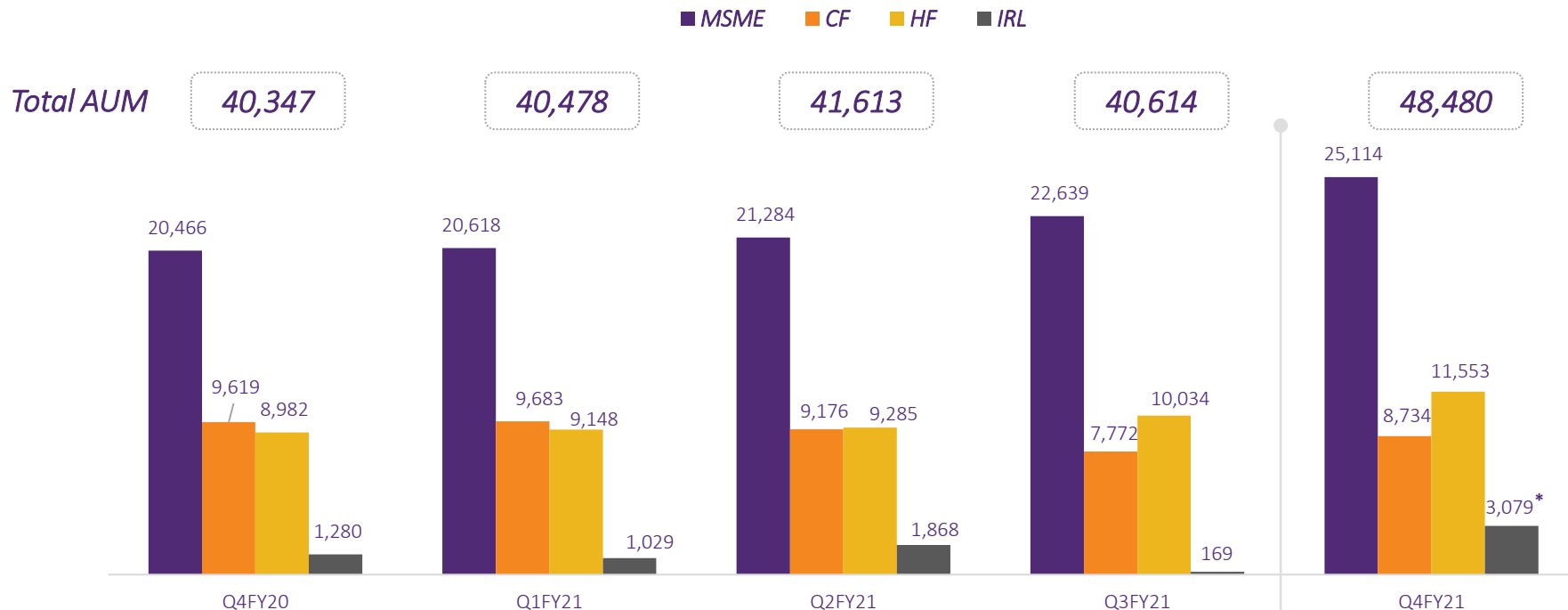
Operate from 85 branches, group staff count at 1,900+



Way forward: H1FY22 challenging, H2FY22 likely to offer better operating environment, growth likely to be back ended like in FY21.

Business Update : AUM Back on Growth Path

AUM Segmental Break Up (INR Mn)



* IRL AUM for Q4FY21 includes INR 2,570 Mn of short term deployment maturing in <6 months

Disbursals – Strong Bounce Tracking Improved Scenario

Segmental Disbursals (INR Mn)

■ MSME ■ CF ■ HF ■ IRL

Total Disbursements

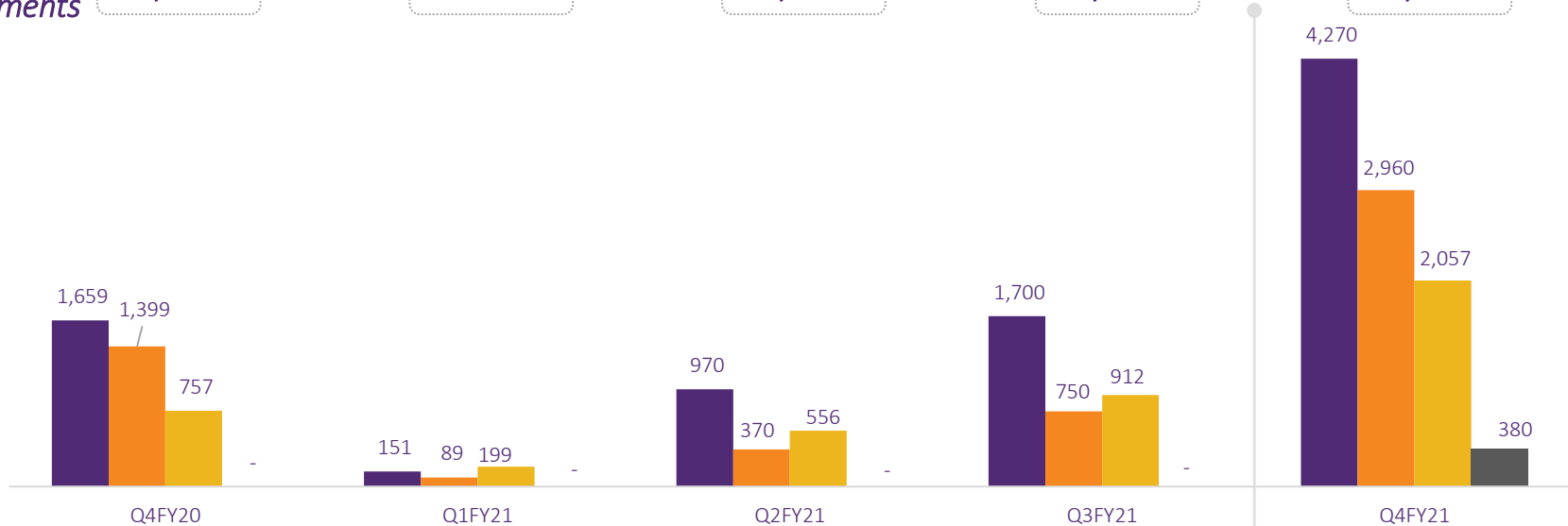
3,815

439

1,896

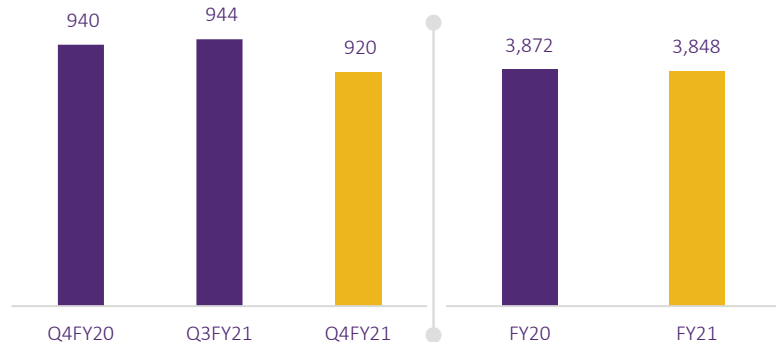
3,362

9,667

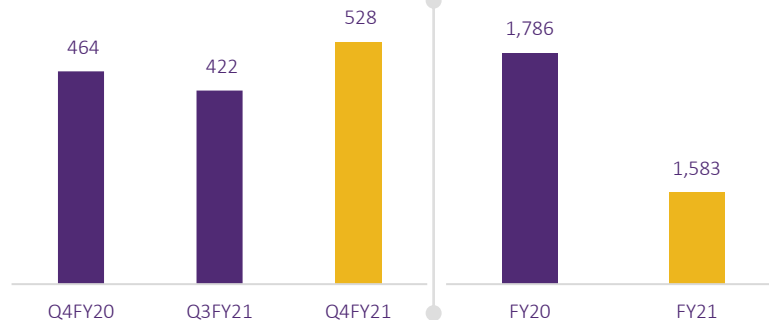


Performance Matrix : Healthy Core Earnings Performance

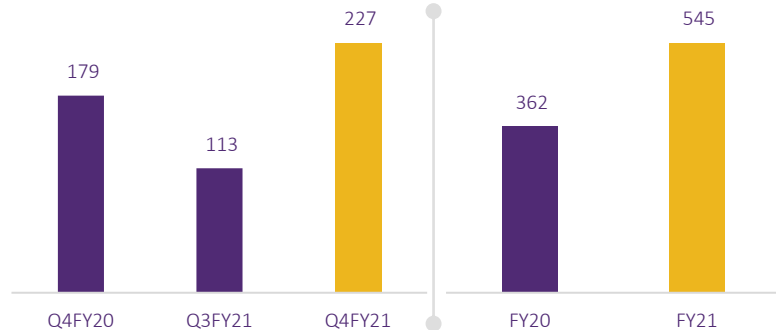
NII (INR Mn)



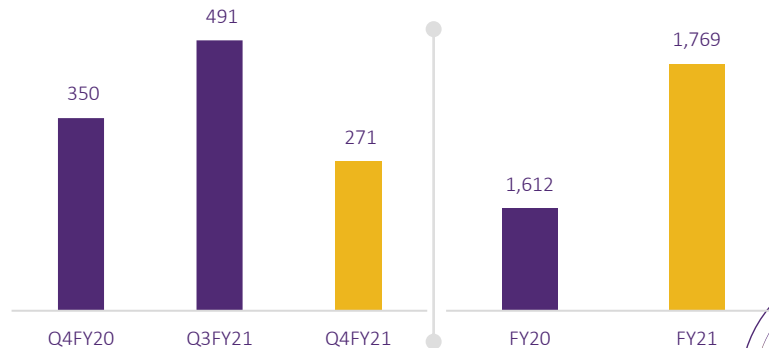
Opex (INR Mn)



Provisions (INR Mn)

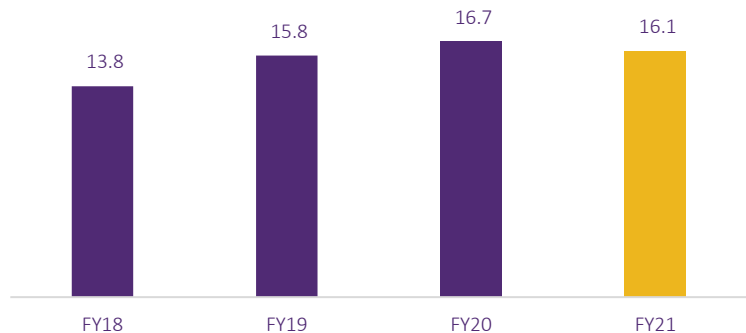


PAT (INR Mn)

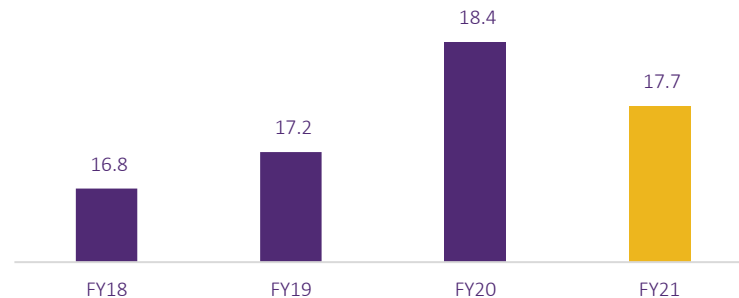


Key Ratios : Segmental Yields

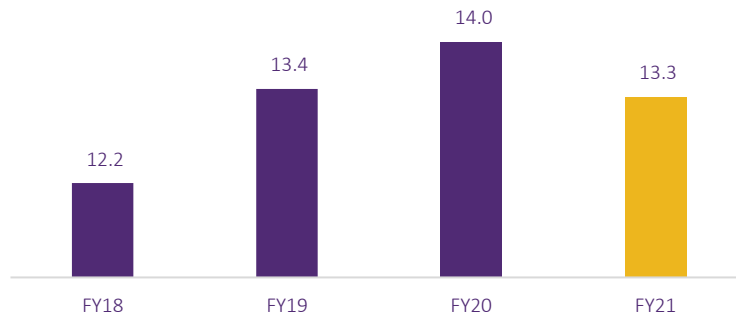
MSME



Construction Finance

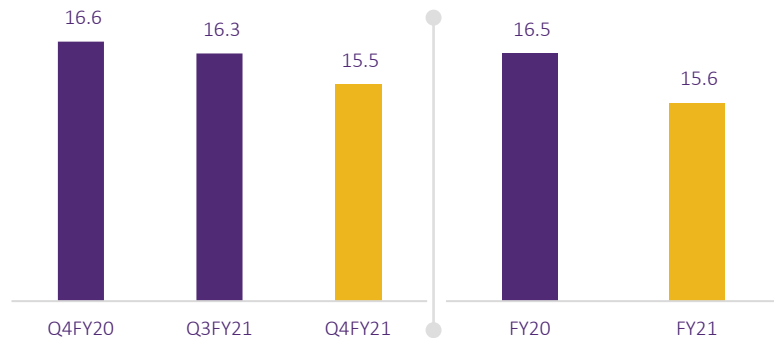


Housing Finance

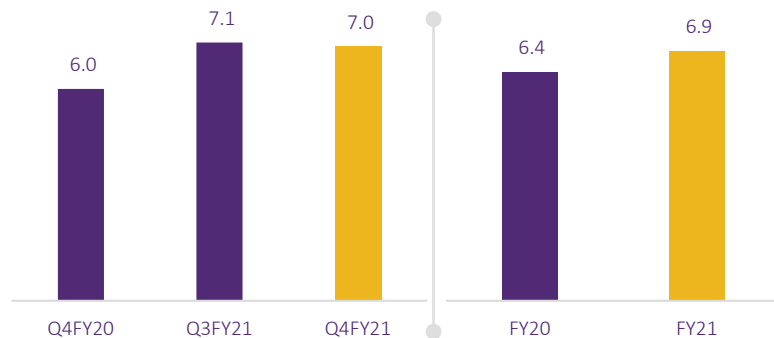


Key Ratios : Spreads Stable

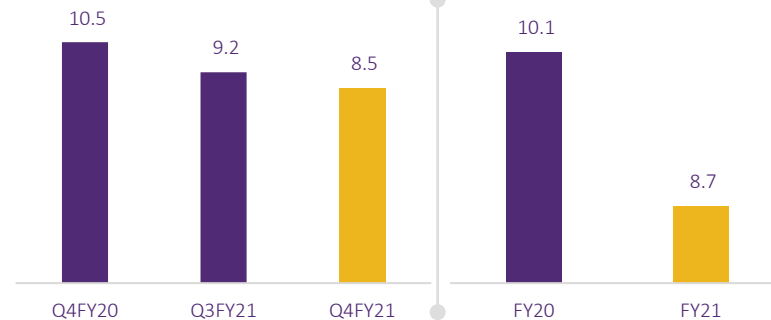
Yield on Advances (%)



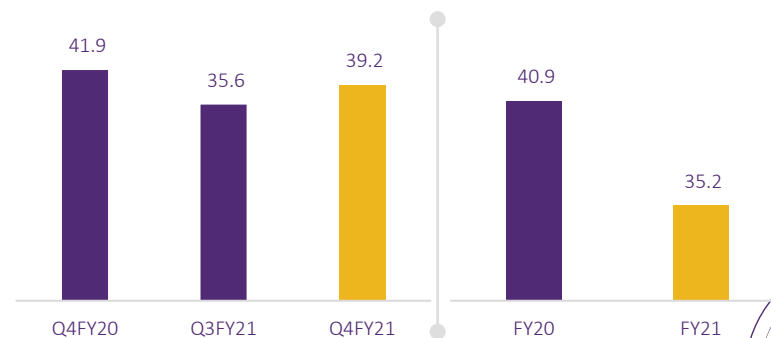
Spread (%)



Cost of Funds (%)

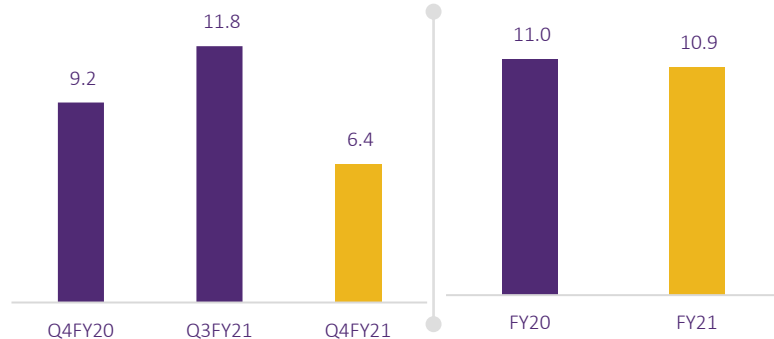


Cost-Income (%)

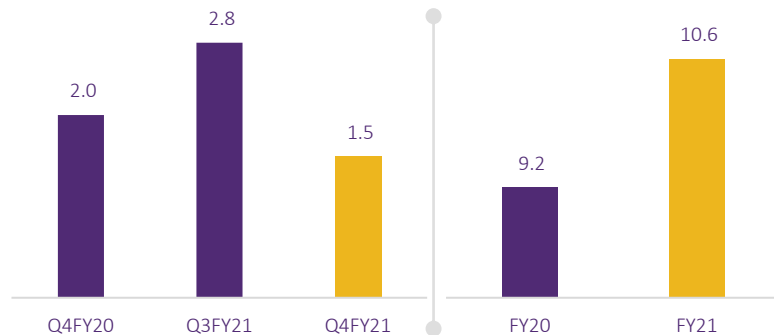


Key Ratios : Profitable Growth

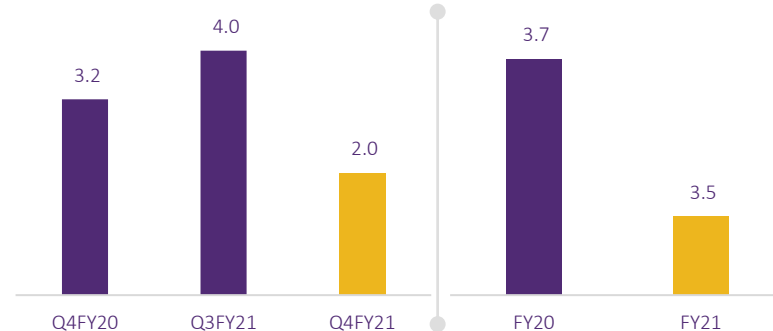
Annualized Return on Equity (%)



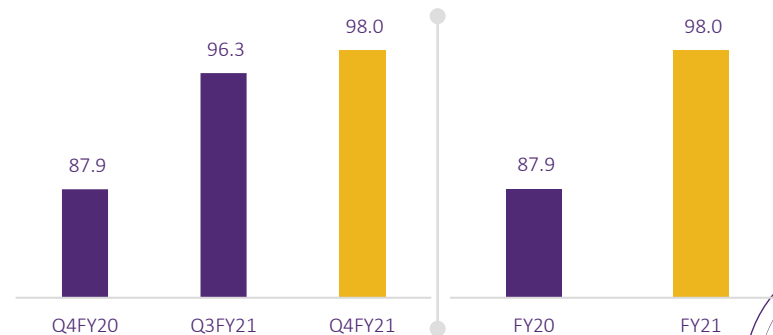
EPS (INR)



Annualized Return on Assets (%)



Book Value Per Share (INR)

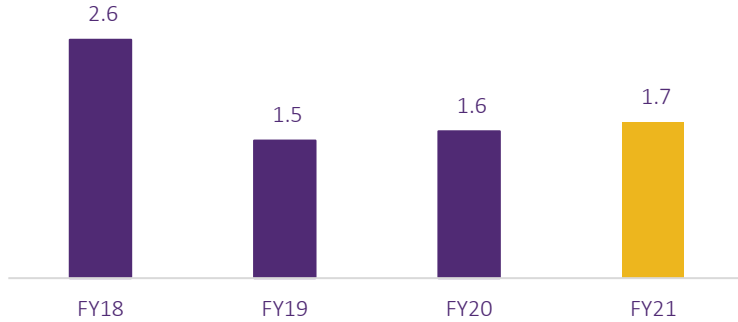




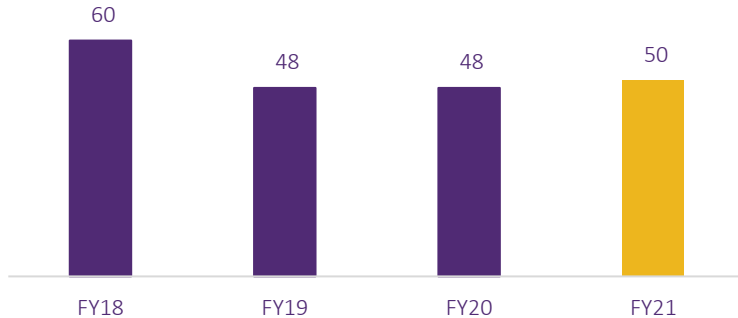
Business Vertical & Asset Quality Update

MSME Business Update

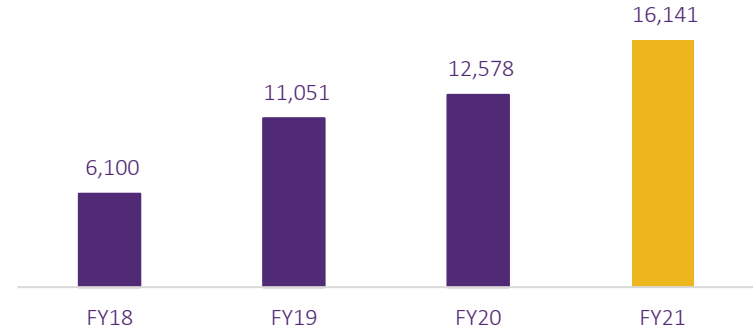
Average Ticket Size (INR Mn)



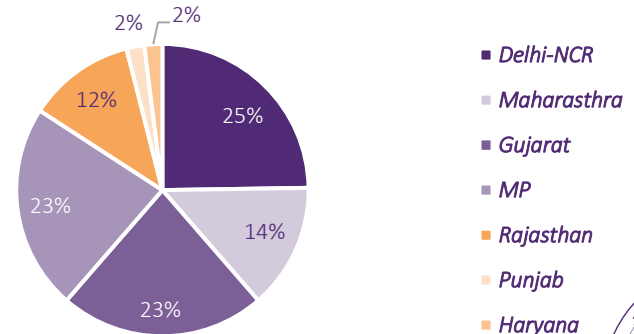
Loan to Value (%)



Live Accounts

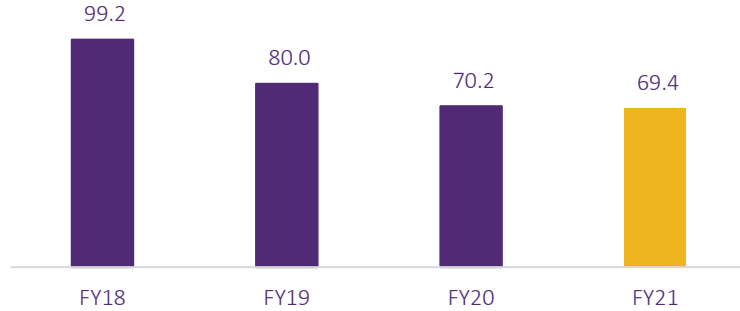


Geographical Distribution (Value-Wise)

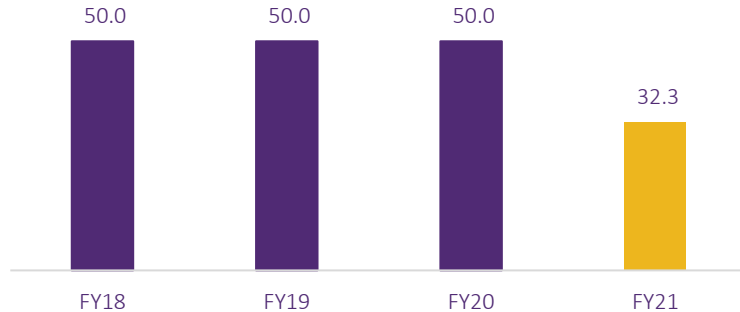


Construction Finance Business Update

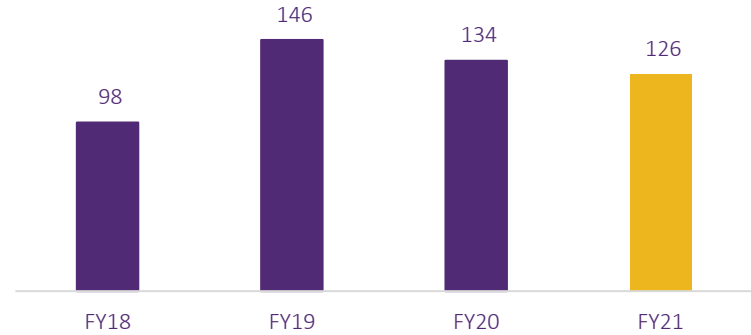
Average Ticket Size (INR Mn)



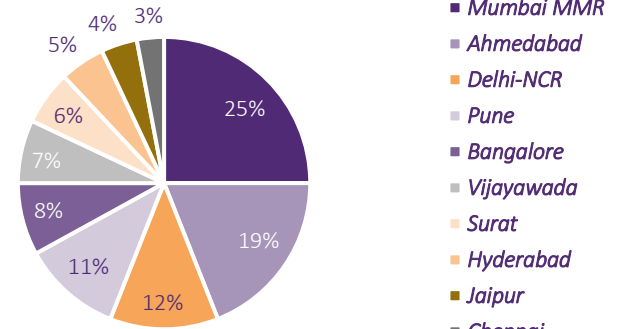
LTV (%)



No. of Projects

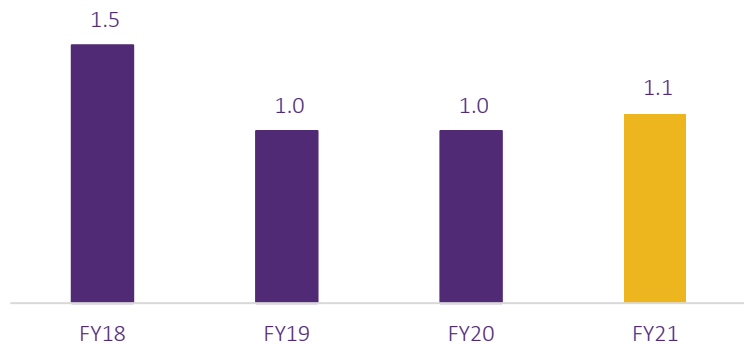


Geographical Distribution (Value-Wise)

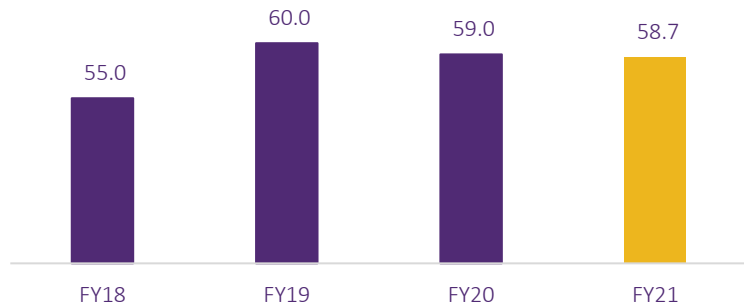


Housing Finance Business Update

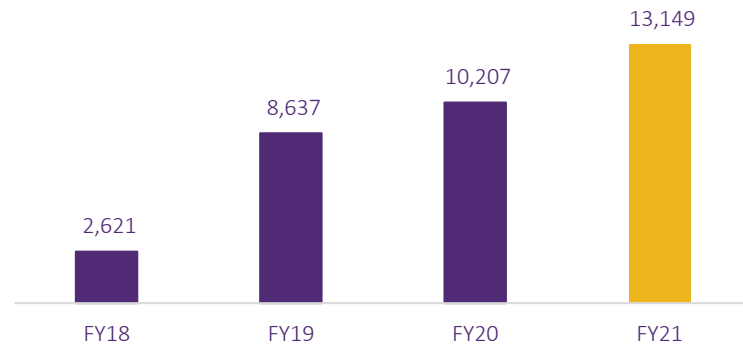
Average Ticket Size (INR Mn)



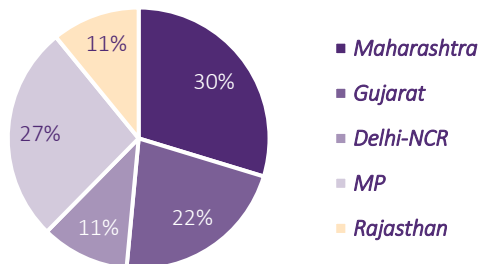
Loan to Value (%)



Live Accounts



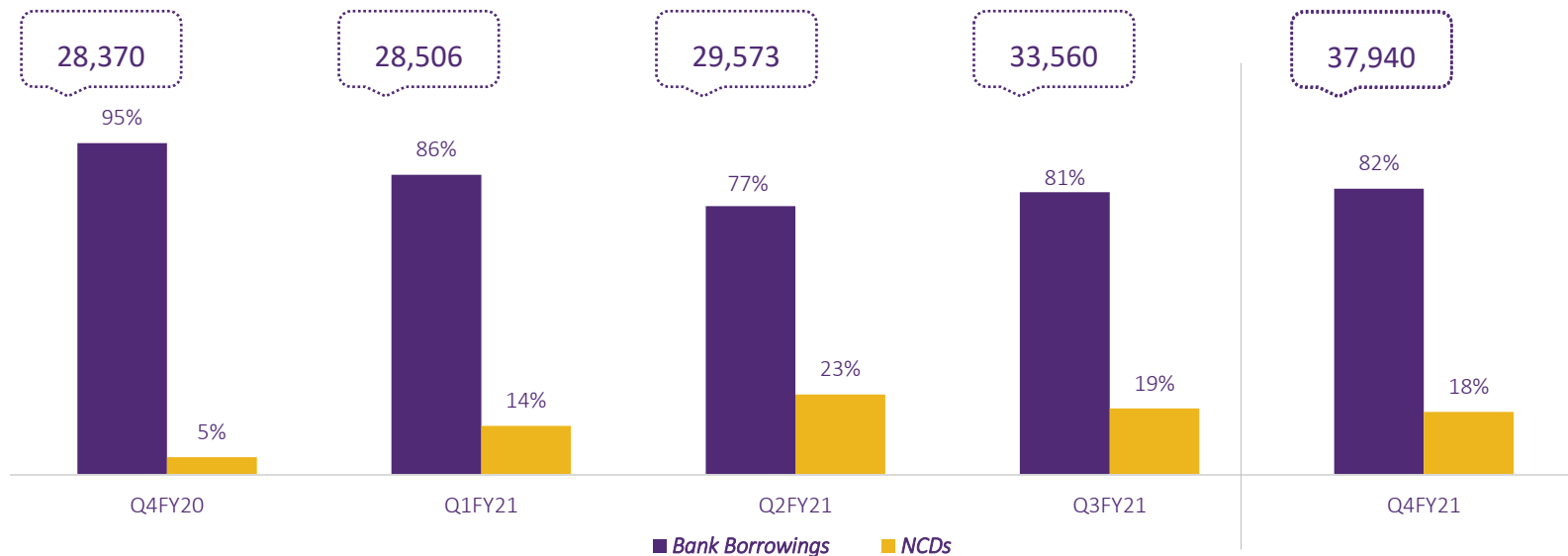
Geographical Distribution (Value-Wise)



| | |
|----------------------|------------|
| Salaried | 45% |
| Self-employed | 55% |

Liability Mix : Bank Borrowings Key Source Funds

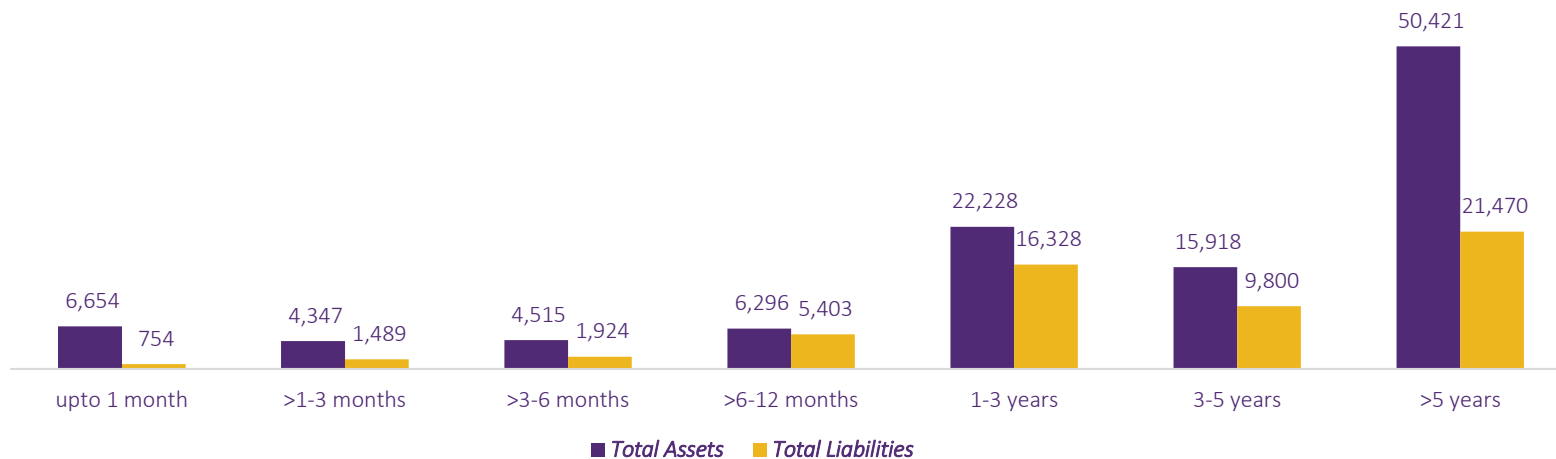
Total Borrowings (INR Mn) and Borrowing Mix



- Nil exposure to short-term money market signifies no probability of default
- CGCL's prudence in having higher share of long-term borrowings resulted in positive ALM across buckets on cumulative basis
- Maintained credit ratings of A+ (CARE Ratings) and AA- (BWR Ratings) amid peer downgrades specially for Construction Finance lenders.

Asset-Liability Split : Maturity Buckets Are Well Balanced

Asset-Liability Mix (INR Mn); Ensuring Optically Matched Balance Sheet



| Particulars (INR Mn) | Ending | ■ Total Assets ■ Total Liabilities | | | | | | |
|-----------------------------|--------|------------------------------------|-------------|-------------|--------------|-----------|-----------|----------|
| | | up to 1 month | >1-3 months | >3-6 months | >6-12 months | 1-3 years | 3-5 years | >5 years |
| Cumulative Inflow - Outflow | Mar'21 | 5,900 | 8,758 | 11,349 | 12,241 | 18,141 | 24,259 | 53,210 |

The Company has not availed moratorium from any of its lenders

Asset Quality : Stage Analysis As per IND-AS

All amount in INR Mn except stated

| ECL Analysis as per INDAS | Q4FY21 | Q3FY21 | Q4FY20 |
|--------------------------------|--------|--------|--------|
| Stage 1 & 2 - Gross | 46,870 | 39,515 | 39,398 |
| Stage 1 & 2 – ECL Provisions | 730 | 603 | 345 |
| Stage 1 & 2 - Net | 46,140 | 38,912 | 39,053 |
| Stage 1 & 2 – ECL Provisions % | 1.6% | 1.5% | 0.88% |
| Stage 3 - Gross | 1,613 | 825 | 952 |
| Stage 3 – ECL Provisions | 450 | 345 | 295 |
| Stage 3 – Net | 1,163 | 480 | 312 |
| Stage 3 – ECL Provisions % | 27.8% | 41.8% | 31.0% |
| Stage 3 % - GNPA | 3.3% | 2.1% | 2.4% |
| Stage 3 % - NNPA | 0.9% | - | 0.8% |

o Std. restructured assets: MSME Rs1,820mn (7.2% of MSME AUM), Housing Rs20mn (17bps of Housing AUM), CF & IRL - NIL

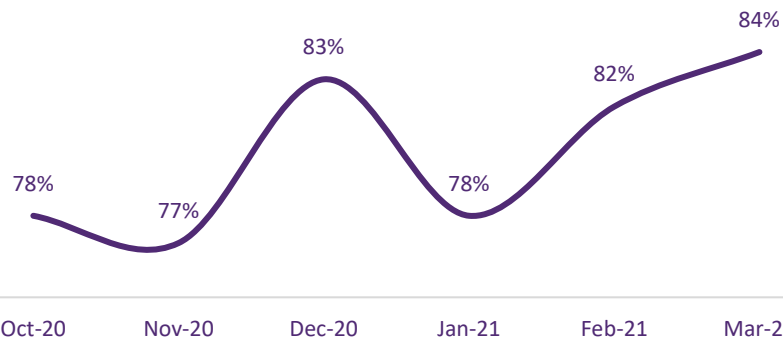
NPA Analysis : Short Term Challenges

| CGCL (Consolidated) (INR MN) | FY18 | FY19 | FY20 | FY21 |
|---------------------------------|-------|-------|-------|-------|
| GNPA | 440 | 561 | 952 | 1,609 |
| NNPA | 386 | 445 | 312 | 434 |
| Provisions | 54 | 116 | 640 | 1,175 |
| Gross NPA% | 1.7% | 1.5% | 2.4% | 3.3% |
| Net NPA% | 1.4% | 0.5% | 0.8% | 0.9% |
| Coverage Ratio | 12.3% | 20.7% | 67.2% | 73.1% |

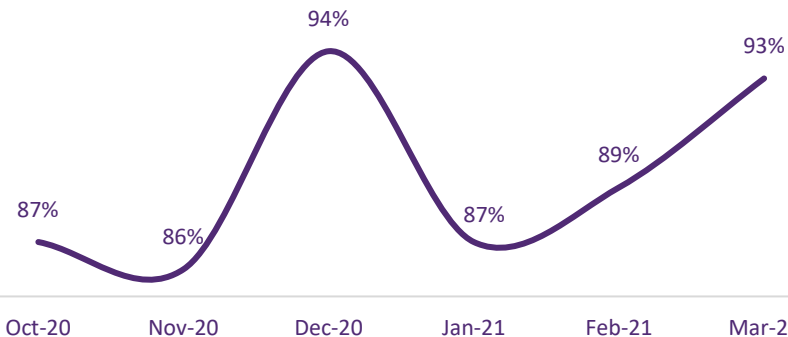
| GNPA Product Segment wise – FY21 | | |
|----------------------------------|-------------|-------------|
| Product Segment | GNPA % | NNPA % |
| MSME | 5.5% | 1.9% |
| Construction Finance | 0.2% | - |
| Housing Finance | 1.8% | 0.4% |
| Total (Consolidated) | 3.3% | 0.9% |

Collection Efficiency : Sizeable Improvement in EMI Servicing

MSME Collection Efficiency (by POS)



Housing Finance Collection Efficiency (by POS)



MSME: Slow Reversion to Normalcy

- MSME portfolio showed a steady and improving trend in collections during Q4FY21.
- However there remain challenges in getting back to normalcy in collections.

Housing Finance: Steady Improvement

- Affordable housing continued to show a steady improvement in collection efficiency after a dip initially in Q4FY21.
- The portfolio has continued to hold steady in Q1FY22.

Liquidity Position : Continue to Maintain Adequate Buffer

| Particulars (INR Mn) | CGCL (Standalone) | CGHFL | Consolidated |
|--------------------------------------|-------------------|--------------|---------------|
| Limits Sanctioned | 37,150 | 17,650 | 54,800 |
| Limits Availed | 33,200 | 13,710 | 46,910 |
| Un-Drawn | 3,950 | 3,940 | 7,890 |
| Repaid | 6,923 | 2,052 | 8,976 |
| Outstanding | 26,277 | 11,658 | 37,935 |
| Total no. of relationship maintained | 16 | 12 | |
| Limits Sanctioned in FY21 | 13,250 | 9,700 | 22,950 |

- CGCL has relationship with 24 Financial Institutions across PSU, Private Sector Banks, Foreign Banks, Mutual funds, Life Insurance companies and Public sector Financial Institutions.
- 7 new relationship with lenders were established in past 15 months.
- The company is looking to diversify its source of funds.

Liquidity Position : Repayment of High-Cost Loans

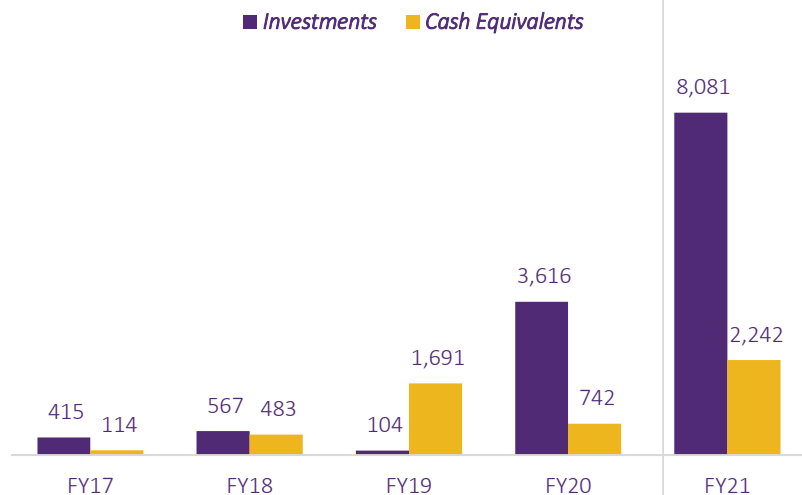
| Particulars (INR Mn) | CGCL (Standalone) | CGHFL | Consolidated |
|---|-------------------|--------------|---------------|
| Dues during FY2020-21 | 6,004 | 1,446 | 7,450 |
| Payment made as per Schedule (A) | 1,989 | 704 | 2,693 |
| Prepayments made for the year (B) | 4,016 | 742 | 4,757 |
| Total repayments/prepayments (A+B) | 6,004 | 1,446 | 7,450 |
| Balance Payment for FY2020-21 | - | - | - |
| Additional prepayments beyond FY2020-21 (C) | 1,830 | 948 | 2,779 |
| Total Repayments / Prepayments (A+B+C) | 7,834 | 2,394 | 10,228 |

The company initiated discussions with banks for revision of interest rates downwards and worked on strategy to bring the overall cost of funds down by ~1.4%

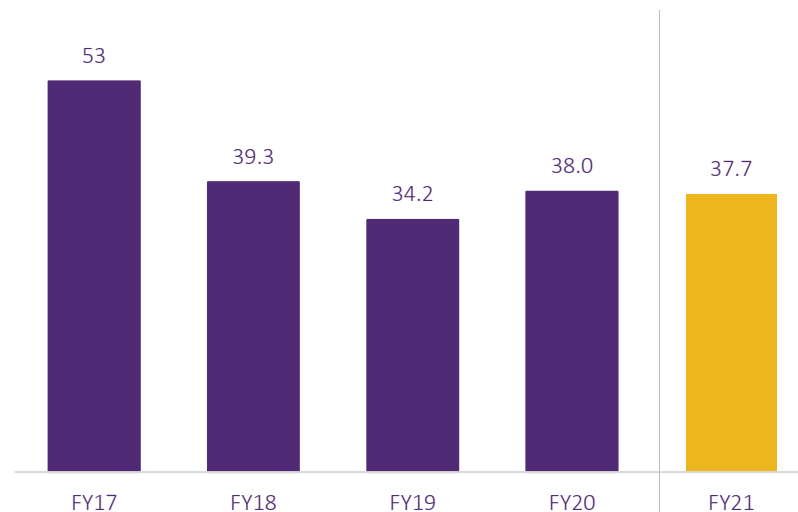
On the back of strong liquidity, the Company has not sought any moratorium from any of its lenders . In fact, the Company has made advanced payments due during FY22, including repayments.

Well Capitalized Business Model: Aid to Expansion

Current Assets (INR Mn)



Capital Adequacy (%)



Adequate cash position on balance sheet

+

Strong capital adequacy to support future growth

+

Undrawn credit lines of INR 7.89 Bn including the unutilized CC limit

=

Comfortable liquidity position to protect against liquidity crunch & support future growth

Capital Adequacy Standalone Numbers ; From FY18 nos. as per IND-AS

CGCL Consolidated Income Statement : Quarterly Comparison

| Particulars (INR Mn) | Q4FY21 | Q4FY20 | Y-o-Y(%) | Q3FY21 | Q-o-Q(%) |
|----------------------------|--------------|--------------|--------------|--------------|--------------|
| Interest earned | 1,675 | 1,654 | 1% | 1,673 | 0% |
| Interest expended | 755 | 713 | 6% | 729 | 4% |
| Net interest income | 920 | 940 | (2%) | 944 | (3%) |
| Non-interest income | 194 | 167 | 16% | 242 | (20%) |
| - Other Operating Income | 192 | 166 | 16% | 235 | (18%) |
| - Other Income | 2 | 1 | 100% | 7 | (71%) |
| Total Income | 1,114 | 1,107 | 1% | 1,186 | (6%) |
| Operating expense | 528 | 434 | 22% | 423 | 25% |
| - Employee cost | 313 | 263 | 19% | 268 | 17% |
| - Depreciation | 37 | 28 | 32% | 23 | 61% |
| - Others | 178 | 143 | 24% | 132 | 35% |
| Operating Profit | 586 | 673 | (13%) | 763 | (23%) |
| Total provisions | 227 | 179 | 27% | 113 | 101% |
| PBT | 359 | 494 | (27%) | 650 | (45%) |
| Tax | 88 | 144 | (39%) | 159 | (45%) |
| PAT | 271 | 350 | (23%) | 491 | (45%) |

CGCL Consolidated Income Statement : Full Year Comparison

| Particulars (INR Mn) | FY21 | FY20 | Y-o-Y(%) |
|----------------------------|--------------|--------------|--------------|
| Interest earned | 6,735 | 6,700 | 0% |
| Interest expended | 2,887 | 2,828 | 2% |
| Net interest income | 3,848 | 3,872 | (1%) |
| Non-interest income | 637 | 495 | 29% |
| - Other Operating Income | 626 | 461 | 36% |
| - Other Income | 11 | 34 | (68%) |
| Total Income | 4,484 | 4,367 | 3% |
| Operating expense | 1,583 | 1,786 | (11%) |
| - Employee cost | 994 | 1,188 | (16%) |
| - Depreciation | 105 | 108 | (3%) |
| - Others | 484 | 490 | (1%) |
| Operating Profit | 2,901 | 2,581 | 12% |
| Total provisions | 545 | 362 | 51% |
| PBT | 2,357 | 2,220 | 6% |
| Tax | 588 | 607 | (3%) |
| PAT | 1,770 | 1,612 | 10% |

CGCL Consolidated Balance Sheet : Quarterly Comparison

| Particulars (INR Mn) | Q4FY21 | Q4FY20 | Y-o-Y (%) | Q3FY21 | Q-o-Q (%) |
|---|---------------|---------------|------------|---------------|------------|
| Share Capital | 340 | 350 | (3%) | 350 | (3%) |
| Reserves and Surplus | 16,833 | 15,042 | 12% | 16,536 | 2% |
| Net Worth | 17,173 | 15,392 | 12% | 16,886 | 2% |
| Borrowings | 37,688 | 28,366 | 33% | 33,670 | 12% |
| Other Liabilities and Provisions | 3,269 | 657 | 398% | 1,016 | 222% |
| Total liabilities & stockholders' equity | 58,131 | 44,415 | 31% | 51,572 | 13% |
| Net Block | 272 | 317 | (14%) | 279 | (3%) |
| Investments | 8,081 | 3,616 | 123% | 10,998 | (27%) |
| Asset under financing activities | 46,863 | 39,288 | 19% | 38,990 | 20% |
| Deferred Tax Assets | 258 | 152 | 70% | 193 | 34% |
| Cash and bank balances | 2,242 | 742 | 202% | 721 | 211% |
| Other Assets | 415 | 299 | 39% | 391 | 6% |
| Total assets | 58,131 | 44,415 | 31% | 51,572 | 13% |

CGHFL Income Statement : Quarterly Comparison

| Particulars (INR Mn) | Q4FY21 | Q4FY20 | Y-o-Y(%) | Q3FY21 | Q-o-Q(%) |
|----------------------------|------------|------------|-------------|------------|-------------|
| Interest earned | 378 | 336 | 13% | 348 | 9% |
| Interest expended | 206 | 183 | 13% | 203 | 1% |
| Net interest income | 173 | 154 | 12% | 146 | 18% |
| Non-interest income | 76 | 34 | 124% | 83 | (8%) |
| - Other Operating Income | 71 | 19 | 274% | 75 | (5%) |
| - Other Income | 5 | 5 | - | 8 | (38%) |
| Total Income | 249 | 188 | 32% | 229 | 9% |
| Operating expense | 91 | 92 | (1%) | 92 | (1%) |
| - Employee cost | 48 | 43 | 12% | 49 | (1%) |
| - Depreciation | 9 | 6 | 50% | 4 | 125% |
| - Others | 34 | 43 | (21%) | 38 | (11%) |
| Operating Profit | 158 | 96 | 63% | 137 | 15% |
| Total provisions | 27 | 15 | 80% | 23 | 17% |
| PBT | 132 | 81 | 63% | 114 | 16% |
| Tax | 28 | 20 | 40% | 21 | 33% |
| PAT | 104 | 61 | 70% | 93 | 12% |

CGHFL Income Statement : Full Year Comparison

| Particulars (INR Mn) | FY21 | FY20 | Y-o-Y(%) |
|----------------------------|------------|------------|--------------|
| Interest earned | 1,391 | 1,265 | 10% |
| Interest expended | 802 | 668 | 20% |
| Net interest income | 590 | 597 | (1%) |
| Non-interest income | 245 | 130 | 88% |
| - Other Operating Income | 226 | 114 | 98% |
| - Other Income | 19 | 16 | 19% |
| Total Income | 834 | 726 | 15% |
| Operating expense | 317 | 360 | (12%) |
| - Employee cost | 168 | 212 | (21%) |
| - Depreciation | 20 | 23 | (13%) |
| - Others | 129 | 125 | 3% |
| Operating Profit | 517 | 366 | 41% |
| Total provisions | 90 | 54 | 67% |
| PBT | 428 | 312 | 37% |
| Tax | 93 | 68 | 37% |
| PAT | 335 | 243 | 38% |

CGHFL Balance Sheet : Full Year Comparison

| Particulars (INR Mn) | FY21 | FY20 | Y-o-Y (%) |
|---|---------------|---------------|------------|
| Share Capital | 607 | 607 | 0% |
| Reserves and Surplus | 2,043 | 1,708 | 20% |
| Net Worth | 2,658 | 2,315 | 15% |
| Borrowings | 11,557 | 7,743 | 49% |
| Other Liabilities and Provisions | 575 | 86 | 568% |
| Total liabilities & stockholders' equity | 14,782 | 10,145 | 46% |
| Investments | 2,812 | 1,121 | 150% |
| Asset under financing activities | 11,221 | 8,742 | 28% |
| Non-Financial Assets | 123 | 79 | 61% |
| Cash and bank balances | 603 | 196 | 208% |
| Other Financial Assets | 23 | 7 | 229% |
| Total assets | 14,782 | 10,145 | 46% |



Way Forward In FY22...

Way Forward In FY22...



H1FY22 shall be one of managing P&L challenges while H2FY22 is likely to present better growth opportunities.



Credit costs to remain elevated during H1FY22. Lockdowns have hurt small businesses and it is likely to show up in earnings.



CGCL has amongst the strongest capital adequacy ratios, a healthy core operating profit, and multiple liability relationships to fund its growth.



We remain confident of the growth opportunities over medium term.





Leadership

Board of Directors & Strong Corporate Governance



Rajesh Sharma, Managing Director
Founder & Promoter with over 2.5 decades of experience, Chartered Accountant



Beni Prasad Rauka, Independent Director
Group CFO- Advanced Enzyme Technologies; over 2.5+ decades of experience, CA &CS



Ajit 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.)



Desh Raj Dogra, Independent Director
EX- CEO and MD of CARE ratings with over 4 decades of experience



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



Ajay Kumar Relan, Independent Director
Founder CX Partners & Citi Bank N.A. in India; 4+ decades of experience, BA (Eco), MBA

Corporate Governance Philosophy

- Good Board Practices
- Control Environment
- Transparent Disclosure
- Well-defined shareholder right
- Board Commitment
- Employee Empowerment
- Equitable treatment to all the stakeholders

Auditors & Advisors

Deloitte.



CAPRIGLOBAL

Leadership Team Across Business Verticals

MSME/Housing Finance



Amar Rajpurohit (Business Head – MSME & Home Loan) Ex-AU Financiers India Ltd, Gruh Finance, DHFL with over 17 years of work experience, B.A., LLB.



Prasanna Kumar Singh (Group Collections Head) More than two decades of experience with various BFSI institutions



Bhavesh Prajapati (Head – Credit, Risk & Policy) Ex-Aadhar Housing Finance, IDFC Ltd, DHFL with over 20 years of experience; MBA- ICFAI



Hemant Dave (Operations Head) Ex - Kotak Mahindra Bank, A. F. Ferguson with over 23 years of experience, Chartered Accountant



Bhupinder Singh (Head – Legal Litigation) More than a decade experience with various NBFCs in providing legal advice

Construction Finance



Surender Kumar Sangar (Head – CF) Ex-MD – Tourism Finance Corporation of India and GM Union Bank of India with over 40 years of experience, BCom, CAIIB



Bhaskarla Kesav Kumar (Associate Director – Monitoring) Ex AGM and Unit Head of Corporate Relationships with SBI



Vijay Kumar Gattani (Senior Vice President – Credit) Ex-ICICI Bank, Head of Credit & Policy- ICICI HFC with over 15 years of experience, CA

Corporate Functions



Raj Ahuja (ED & Group CFO) More than three decades of experience and associated with organizations like Yes bank, Reliance Jio, Paytm, Amex etc.



Ashok Agarwal (Associate Director – Accounts, Legal & Compliance) Previously practicing CA with over 26 years of experience, CA and CS



Harish Kumar Agarwal (Senior VP – Company Secretary) Previously working as an advocate with more than two decades of experience



Suresh Gattani (Associate Director Finance) Ex-Aditya Birla, two decades plus experience in accounts, finance, taxation and corporate planning



Vinay Surana (Head – Treasury) Ex-Founding Member, Axis Bank debt syndication with over 15 years of experience, CA

CAPRI GLOBAL
CAPITAL LIMITED

Thank you

For further information, please get in touch with:

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