

May 23, 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 Q4FY23

Dear Sir / Madam,

Pursuant to Regulation 30 of SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015 and further to our letter dated May 15, 2023, intimating Earning Conference Call scheduled on May 23, 2023, we are attaching herewith presentation titled "Q4FY23 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

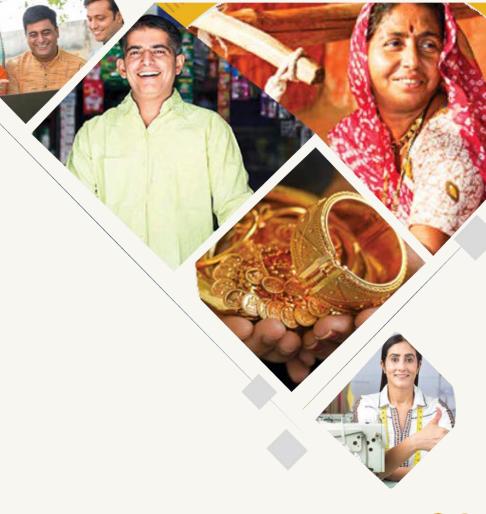
Yashesh Bhatt Company Secretary & Compliance Officer Membership No: A20491

Encl.: As Above



Responsible. Resilient. Ready.

Q4FY23 Earnings Presentation 22<sup>nd</sup> May 2023







### **Disclaimer**

This presentation and the accompanying slides (the "Presentation"), which have been prepared by Capri Global Capital Limited (the "Company"), have been prepared solely for information purposes only and does not constitute any offer or invitation, directly or indirectly, in any manner, or inducement to sell or issue, or any solicitation of any offer to purchase or subscribe for any securities of the Company in any jurisdiction and no part of it shall form the basis of or be relied upon in connection with any contract or commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation is not a prospectus, disclosure document, a statement in lieu of a prospectus, an offering circular, an advertisement or an offer document under the Companies Act, 2013, and the rules made thereunder, as amended, the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2018, as amended, or any other applicable law in India.

This Presentation should not be considered as a recommendation that any investor should subscribe for or purchase any securities of the Company or its subsidiary (collectively, the "Group") and should not be used as a basis for any investment decision.

The information contained in this Presentation is only current as of its date and has not been independently verified. The Group will not update you in the event the information in the Presentation becomes stale. Moreover, both express or implied representation or warranty is made as to, and no reliance should be placed on, the truth, accuracy, fairness, reasonableness or completeness of the information presented or contained in this Presentation and nothing in this Presentation shall be relied upon as a promise or representation in this respect, whether as to the past or the future.

None of the Group or any of its affiliates, advisers or representatives accept any liability whatsoever for any loss howsoever arising from any information presented or contained in this Presentation. Furthermore, no person is authorized to give any information or make any representation which is not contained in, or is inconsistent with, this Presentation. Any such extraneous or inconsistent information or representation. If given or made, should not be relied upon as having been authorized by or on behalf of the Group.

This Presentation is being given solely for your information and for your use, and may not be copied, reproduced or redistributed to any other person in any manner. The distribution of this Presentation in certain jurisdictions may be restricted by law. Accordingly, any persons in possession of this Presentation should inform themselves about and observe any such restrictions.

This Presentation is not a complete description of the Company. Certain statements in the Presentation may contain statements regarding the Company's market opportunity and business prospects that are individually and collectively forward-looking statements. All forward-looking statements are based on judgments derived from the information available to the Company at this time. Such forward-looking statements are subject to risks, uncertainties and assumptions that could cause actual results to differ materially from those contemplated by the relevant forward-looking statement. Any opinion, estimate or projection herein constitutes a judgment as of the date of this Presentation, and there can be no assurance that future results or events will be consistent with any such opinion, estimate or projection. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third-party statements and projections. Given these uncertainties and other factors, viewers of this Presentation are cautioned not to place undue reliance on these forward-looking statements. All information contained in this Presentation has been prepared solely by the Company based on information and data which the Company considers reliable. This Presentation may not be all inclusive and may not contain all of the information that you may consider material.

The distribution of this document in certain jurisdictions may be restricted by law and persons into whose possession this Presentation comes should inform themselves about, and observe, any such restrictions.





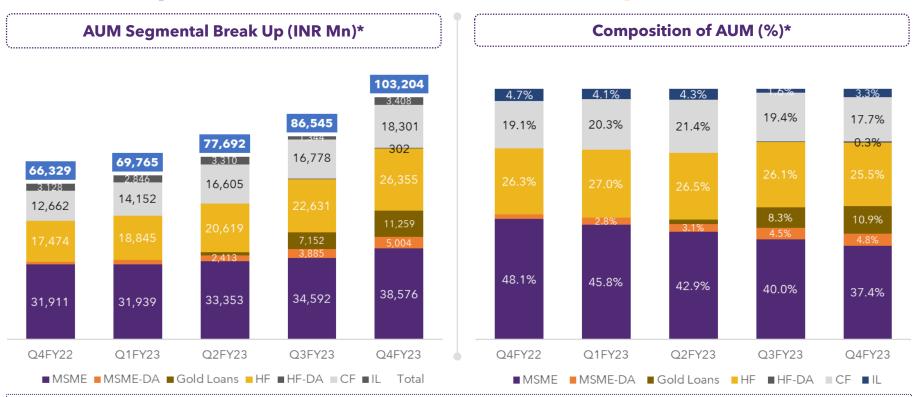
## **Business Performance**



## **Executive Summary: Robust All-Round Performance**

- ☐ Strong rebound in profitability; Q4FY23 Cons. Net Profit at Rs649mn (55% YoY, 73% QoQ).
- FY23 Cons. Net Profit flat at Rs2,047mn despite absorbing negative charge of Rs1,614mn on Gold Loan business.
- Business sustained strong momentum, Cons. disbursals touched Rs28,110mn (87% YoY, 55% QoQ) led by retail segments. Cons. AUM crossed Rs103,204mn (56% YoY, 19% QoQ).
- ☐ Gold Loan disbursals constituted 34% of consolidated disbursals during Q4FY23. Exclusive Gold Loan branches increased to 562 in Q4FY23 from 449 in Q3FY23.
- □ Car loan originations touched Rs20,324mn (2.7x YoY, 20% QoQ), net fee contribution from the business at Rs379mn / Rs1,179mn in Q4FY23 / FY23 respectively.
- □ Successfully concluded Rs14.4bn Rights Issue in Mar'23; CGCL CAR stands improved to 39.9% (24.2% in Q3FY23); shall support medium term growth aspirations.
- ☐ Gross Stage 3 ratio declined to 1.59% (-81bps YoY, -73bps QoQ); standard restructured assets declined to 93bps of AUM (-224bps YoY, -83bps QoQ).
- □ Branch count increased to 736 (6.3x YoY, 1.2x QoQ), group staff count at 9,076 (up 2.8x YoY, 1.1x QoQ).

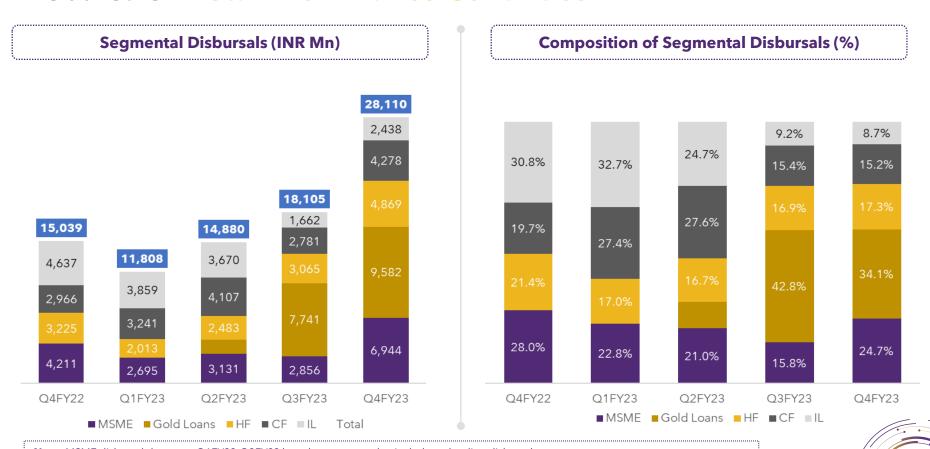
## **Business Update: AUM Crosses Rs100bn, Up 56% YoY**



MSME-DA and HF-DA relates to off-balance sheet AUM comprising Direct Assignment (co-lending portfolio) in MSME and HF respectively.

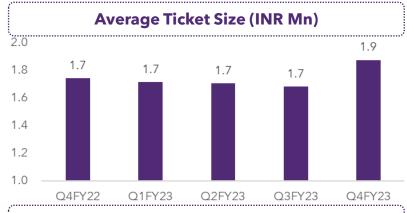
<sup>\*</sup> As at the end of period indicated.

### **Disbursals: Retail Dominance Continues**

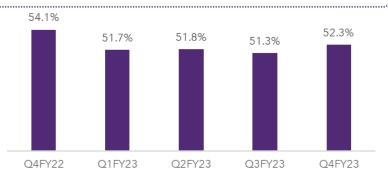


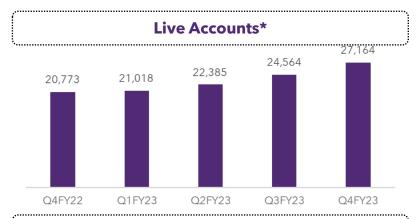
Note: MSME disbursals between Q1FY23-Q3FY23 have been re-stated to include co-lending disbursals.

## **MSME Business Update**

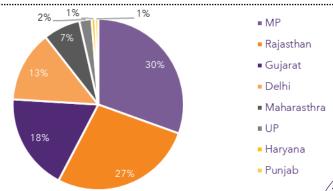


### Loan to Value (%) (Incremental Disbursals)





### **Geographical Distribution (Value-Wise)^**



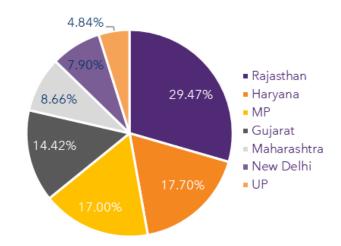
<sup>\*</sup> As at the end of period indicated ^ As at December 31, 2022

## **Gold Loan Business Update**

### **Rapid Rollout In 8 States & UTs**

- ☐ Gold Loan business continued to scale-up rapidly after the launch in Aug'22 through 108 branches across 5 states and UTs.
- ☐ The network expanded to 562 exclusive branches in Q4FY23 from 182 in Q2FY23 and 449 in Q3FY23.
- □ State-of-the-art and spacious branches with an average area of 600-800 square feet. All branches secured by Aldriven security systems, gold jewellery secured in vaults with SRD doors.
- □ Disbursals increased to Rs9,582mn in Q4FY23 from Rs7,741mn in Q3FY23 and Rs1,489mn in Q2FY23 and achieved a closing AUM of Rs11,259mn in Q4FY23.
- ☐ Average portfolio yield of 18.9%, LTV at disbursal 67.3%.
- ☐ Assessed value of gold in custody Rs15,978mn (based on average spot rate for 22K gold).

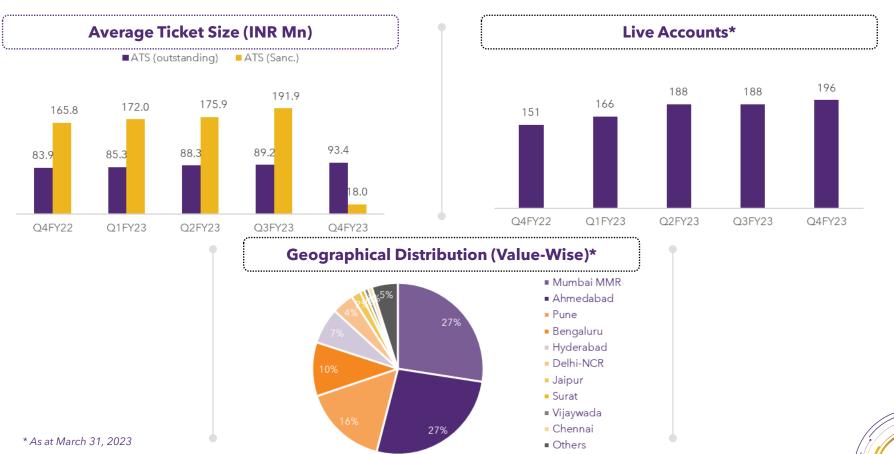
### Geographical Distribution (Value-Wise)\*



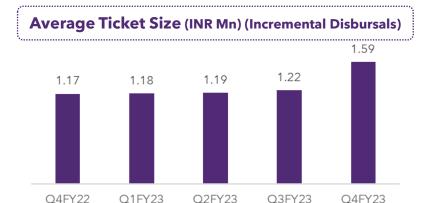




## **Construction Finance Business Update**

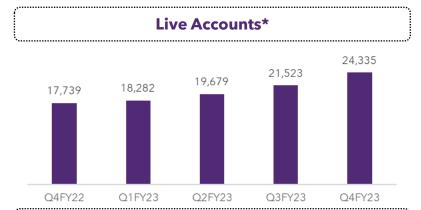


## **Housing Finance Business Update**

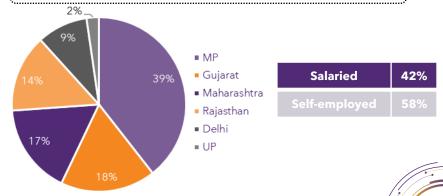


### Loan to Value (%) (Incremental Disbursals)









\* As at March 31, 2023

### **Car Loan Distribution: Leading Car Loan Originator In India**

### Partner Banks















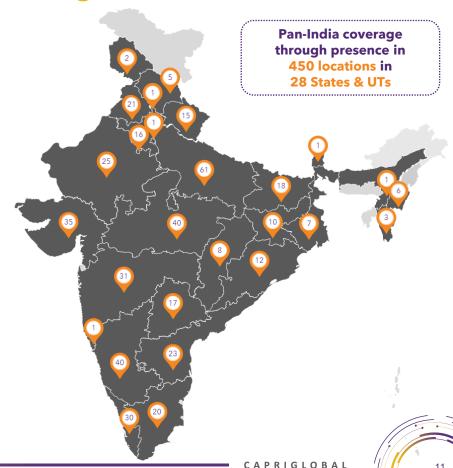


#### 9 Exclusive Branches At

Amritsar, Jalandhar, Chandigarh, Lucknow, Patna, Kolkata, Hyderabad, Bengaluru, and Surat

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

Q4FY22	Q1FY23	Q2FY23	Q3FY23	Q4FY23
213	279	322	322	450



### **Car Loan Origination - Strong Growth Performance**

### **Consistently Rising Loan Originations (INR Mn)**



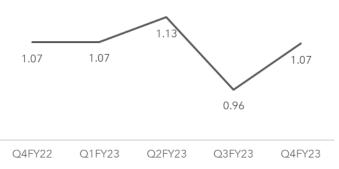
### **Loan Originations By Volume (Nos.)**



### Loan Originations Full Year Basis (INR Mn)



### Average Ticket Size (INR Mn) \*



<sup>\*</sup> ATS = Originations by Value / Originations by Volume During Quarter

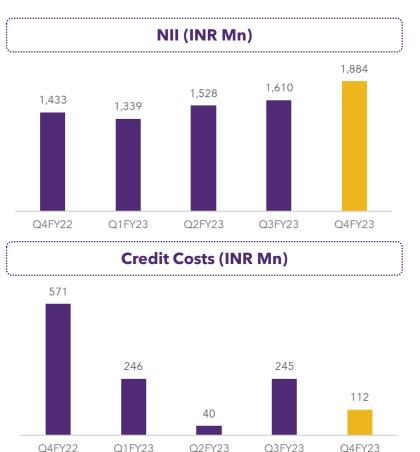
CAPRIGLOBAL

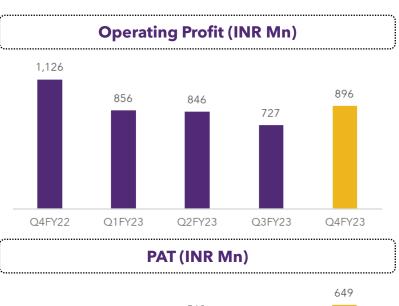


## **Earnings Performance**



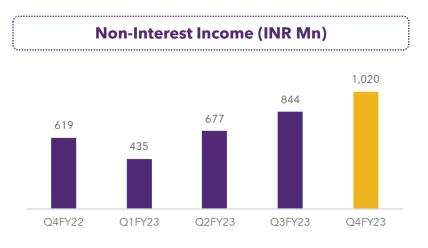
## **Performance Matrix: Core Earnings Strong**

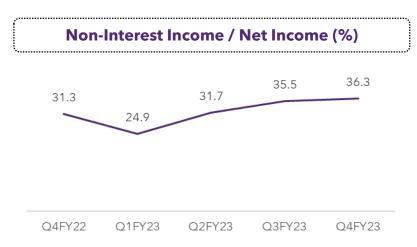






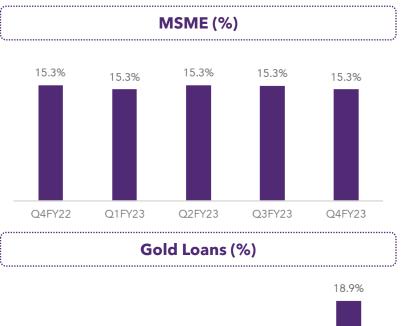
## **Non-Interest Income: Important Contributor to Core Income**

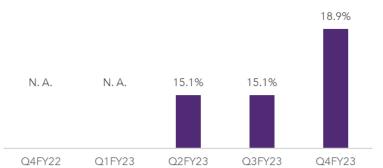


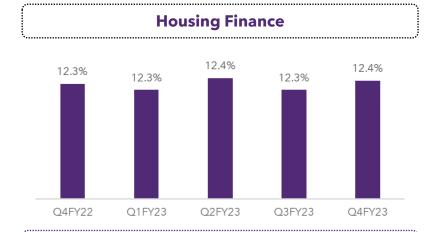


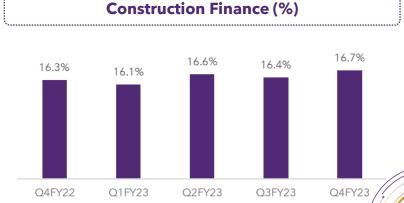
- o CGCL's non-interest income has become an important contributor to the Company's net income. The share of non-interest income in net income was 36.3%.
- o Fees from the car loan origination business and co-lending income are two main drivers of this income. Both these businesses were launched in the last two years and have scaled up fast.
- cGCL earned Rs379mn / Rs1,179mn in net fees from the car loan origination business in Q4FY23 / FY23 respectively. The corresponding income in Q4FY22 / FY22 was Rs123mn / Rs276mn respectively.
- o CGCL booked Rs557mn through co-lending business in FY23 compared to Rs170mn in FY22.

## Loan Yields: GL Yields Moving Up

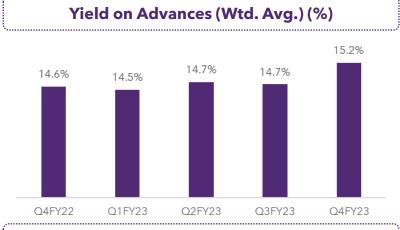








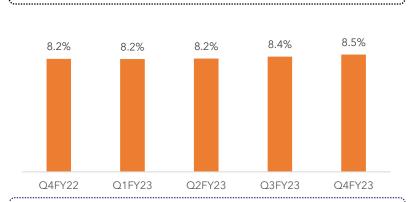
## **Key Ratios : Spreads Improve**



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





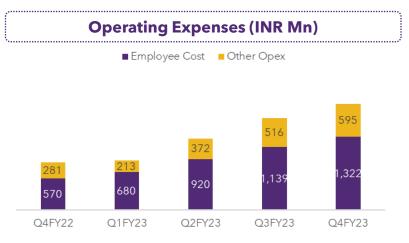


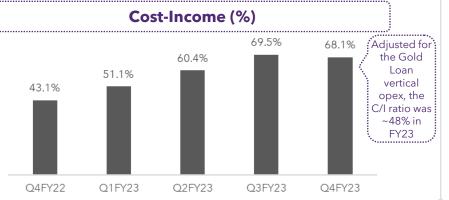
### **Net Interest Margin (%)**

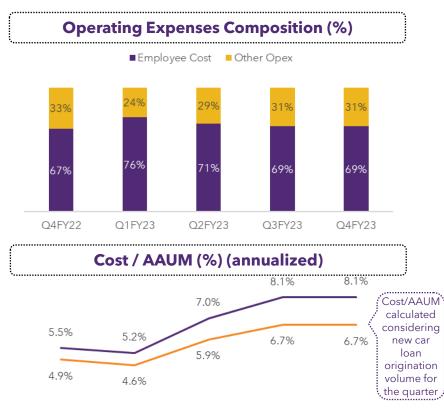


CAPRIGLOBAL

## **Operating Expenses : Opex Ratios Flat Sequentially**







Q2FY23

Cost-AUM —— Cost-AUM incl. NCLO

O.3FY23

CAPRIGLOBAL

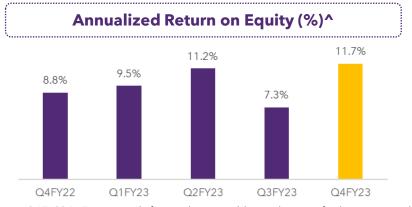
Q4FY23

Q4FY22

Q1FY23

18

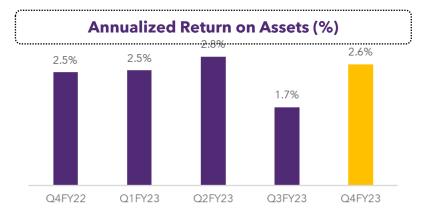
## **Key Ratios: Improvement In Return Ratios**



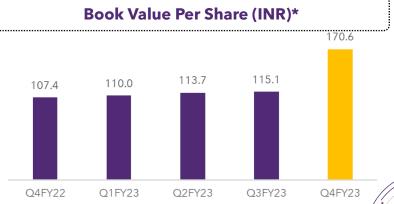
 $<sup>\</sup>star$  Q4FY23 RoE computed after applying suitable weightage to fresh equity raised

### **EPS (Diluted) (INR) (Not Annualized)**





.....



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

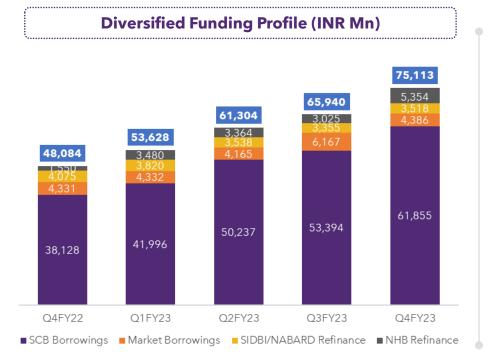
CAPRIGLOBAL



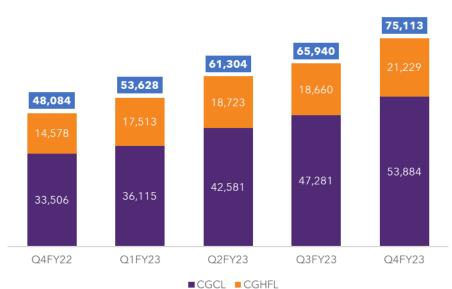
# **Liabilities & Liquidity Position Update**



## **Liability Mix: Well Funded Balance Sheet\***



### **Consolidated Borrowings Break-up (INR Mn)**





<sup>\*</sup> In INR Millions as at the end of period indicated.

## **Liquidity Position: Comfortable Liquidity Position\***

INR Mn except stated

Particulars	CGCL (Standalone)	CGHFL	Consolidated
Limits Sanctioned	73,750	29,500	103,250
Limits Availed	70,644	29,000	99,644
Un-Drawn	3,107	500	3,607
Repaid	16,634	7,664	24,298
Outstanding	54,010	21,336	75,346
Total no. of relationship maintained	21	14	
Limits Sanctioned in FY23	30,600	8,600	39,200

o 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.



## **Liquidity Position: Proactive Liability Management**

INR Mn except stated

Particulars	CGCL (Standalone)	CGHFL	Consolidated
Dues during Q4FY23	2,362	700	3,062
Payment made as per Schedule (A)	2,362	700	3,062
Prepayments made for the quarter (B)	0	0	0
Total repayments/prepayments (A+B)	2,362	700	3,062
Balance Payment for Q4FY23	0	0	0
Additional prepayments beyond Q4FY23 (C)	1,000	283	1,283
Total Repayments / Prepayments (A+B+C)	3,362	983	4,345



## **Asset Quality**



## **Asset Quality: Improvement Continues**

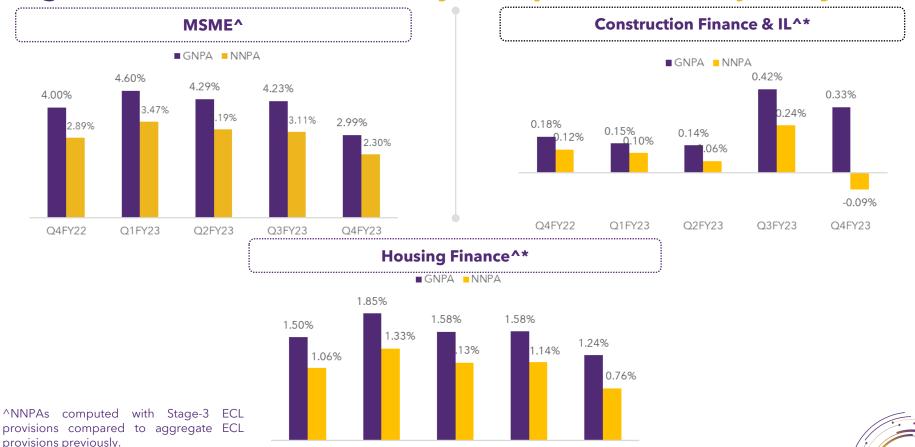
INR Mn except stated

					II VIII CACCPL StateC
ECL Analysis As Per IndAS (INR Mn)	Q4FY23	Q3FY23	Q2FY23	Q1FY23	Q4FY22
Stage 1 & 2 - Gross	96,181	80,588	73,508	65,953	63,627
Stage 1 & 2 - ECL Provisions	1,348	1,234	1,248	1,260	1,325
Stage 1 & 2 - Net	94,832	79,354	72,260	64,693	62,303
Stage 1 & 2 - ECL Provisions %	1.40%	1.53%	1.70%	1.91%	2.08%
Stage 3 - Gross	1,552	1,911	1,780	1,840	1,562
Stage 3 - ECL Provisions	499	557	510	508	476
Stage 3 - Net (net of aggregate ECL prov.)	1,053	1,354	1,270	1,331	1,086
Stage 3 - ECL Provisions %	32.2%	29.1%	28.6%	27.6%	30.5%
Total ECL Provisions	1,786	1,747	1,749	1,769	1,801
Stage 3 % - Gross NPA	1.59%	2.32%	2.36%	2.71%	2.40%
Stage 3 % - Net NPA	1.10%	1.68%	1.73%	2.02%	1.71%
Provision Coverage Ratio %	115.1%	91.4%	98.3%	96.2%	115.3%
Restructured Assets	1,066	1,772	1,943	2,053	2,161
Restructured Assets (%)	1.1%	2.1%	2.6%	3.0%	3.3%
Prov. on Restr. Assets	265	390	412	426	475
Prov. on Restr. Assets (%)	24.8%	22.0%	21.2%	20.8%	22.0%

- o Std. restructured assets: MSME Rs 809mn (2.1% of MSME AUM), Housing Rs 105mn (0.4% of Housing AUM), CF & IRL NIL.
- o Standard restructured assets were Rs1,454mn (1.8% of AUM) in Q3FY23.

CAPRIGLOBAL

## **Segmental NPAs: Asset Quality In Improvement Trajectory**



Q2FY23

Q3FY23

Q4FY23

Q4FY22

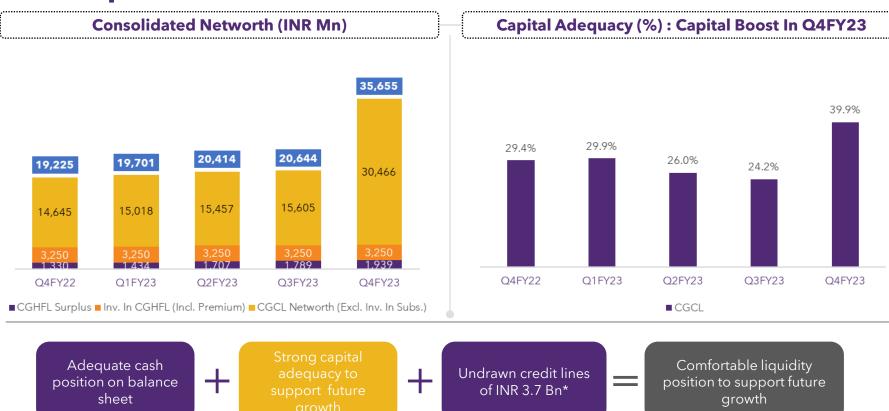
Q1FY23



## **Capital Adequacy**



## **Well Capitalized For Medium Term Growth**



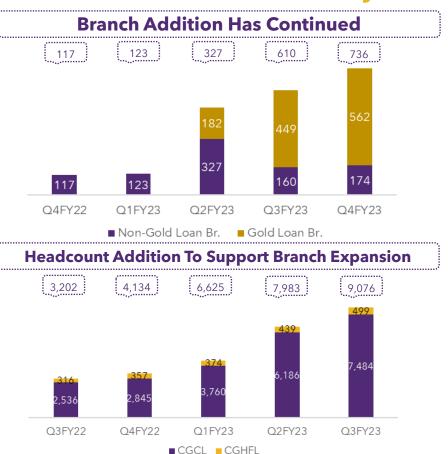
\* As at March 31, 2023



## **Network**

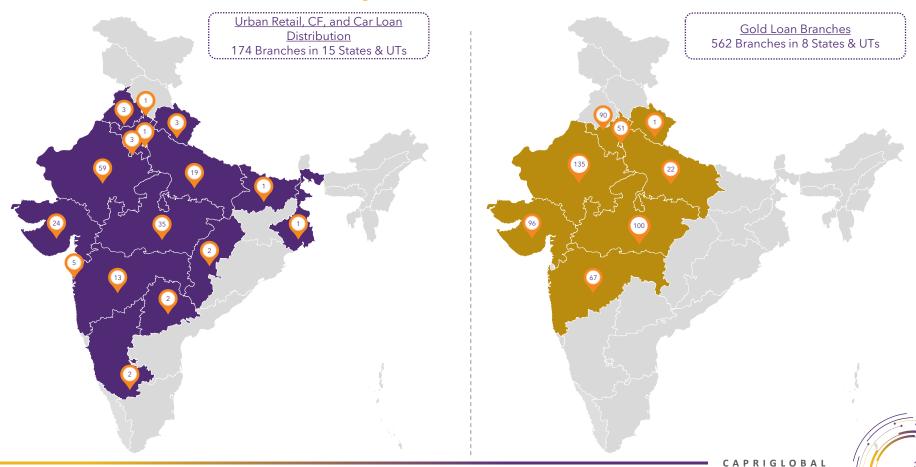


## **Network: Presence In Major Growth Centres**



- □ Network expansion led by addition of Gold Loan branches continued taking total branch count to 736 in Q4FY23 compared to 610 branches in Q3FY23 and 117 branches in Q4FY22.
- □ Network of non-Gold Loan businesses expanded by 14 branches to touch 174 branches. The businesses have a presence in 14 States and UTs.
- ☐ Urban Retail business (MSME and Housing) operated through 174 branches in 12 States and UTs.
- ☐ Gold Loan network expanded to 562 branches across 9 states and UTs by end Q4FY23.
- ☐ Construction Finance had 3 dedicated branches Bengaluru, Hyderabad, and Ahmedabad (new).
- ☐ Car Loan distribution had 9 dedicated branches including Amritsar, Chandigarh, Lucknow, Patna, Kolkata, Hyderabad, Bengaluru, and Surat. During the quarter, a branch was opened at Jalandhar.
- ☐ In addition, the Company has a dedicated tech centre in Gurugram (not counted as a branch).

## **Network: Presence In Major Growth Centres**





## **Financials**



## **CGCL Cons. Inc. Statement : Quarterly Comparison**

INR Mn except stated

Particulars	Q4FY23	Q4FY22	Y-o-Y (%)	Q3FY23	Q-o-Q (%)
Interest earned	3,521	2,348	50.0%	3,004	17.2%
Interest expended	1,637	916	78.8%	1,394	17.4%
Net interest income	1,884	1,433	31.5%	1,610	17.0%
Non-interest income	929	544	70.6%	772	20.3%
Core operating income	927	536		772	
Other income	2	8		0	
Total income	2,813	1,977	42.3%	2,382	18.1%
Operating expenses	1,917	851	125.2%	1,655	15.8%
Employee cost	1,322	570	132.0%	1,139	16.1%
Other operating expenses	595	281	111.4%	516	15.3%
Operating profit	896	1,126	-20.4%	727	23.2%
Total provisions	112	571	-80.4%	245	-54.3%
ECL provisions	56	341		57	
Write-offs	55	230		188	
Profit before tax	784	555	41.3%	482	62.6%
Tax	135	137		108	
Implied tax rate	17.3%	24.7%		22.4%	
Profit after tax	649	418	55.4%	374	73.4%
EPS (diluted) (Rs.) (not annualised)	3.47	2.35		2.10	PRIGLOBAL

### **CGCL Consolidated Balance Sheet**

INR Mn except stated

			INIT WIII except stated		
Particulars (INR Mn)	Q4FY23	Q4FY22	YoY (%)		
Paid-up equity Reserves and surplus	412 35,242	351 18,873	17.4% 86.7%		
Networth	35,655	19,225	85.5%		
Bank borrowings and refinance	70,727	43,753	61.6%		
NCDs	4,386	4,331	1.3%		
Other liabilities and provisions	7,179	4,219	70.1%		
Total shareholders' equity & liabilities	117,946	71,528	64.9%		
Cash and bank balances	15,103	3,531	327.7%		
Investments	2,150	3,775	-43.0%		
Assets under financing activities	94,754	62,708	51.1%		
Other assets	5,939	1,514	292.4%		
Total assets	117,946	71,528	64.9%		

## **CGCL Consolidated Income Statement: Annual Comparison**

INR Mn except stated

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

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\***

INR Mn except stated

				In except stated
FY19	FY20	FY21	FY22	FY23
350 13.477	350 15.042	351 16.822	351 18 873	412 35,242
				35,655
27,687	28,366	37,689	48,084	75,113
1,256	657	3,269	4,219	7,179
42,770	44,415	58,131	71,528	117,946
1,691	742	2,242	3,531	15,103
93	3,607	8,075	3,775	2,150
40,222	39,288	46,863	62,708	94,754
764	777	951	1,514	5,939
42,770	44,415	58,131	71,528	117,946
	13,477  13,827  27,687  1,256  42,770  1,691  93  40,222  764	350 350 15,042  13,477 15,042  13,827 15,392  27,687 28,366 1,256 657  42,770 44,415  1,691 742 93 3,607 40,222 39,288 764 777	350 350 351 16,822  13,477 15,042 16,822  13,827 15,392 17,173  27,687 28,366 37,689  1,256 657 3,269  42,770 44,415 58,131  1,691 742 2,242  93 3,607 8,075  40,222 39,288 46,863  764 777 951	350       350       351       351         13,477       15,042       16,822       18,873         13,827       15,392       17,173       19,225         27,687       28,366       37,689       48,084         1,256       657       3,269       4,219         42,770       44,415       58,131       71,528         1,691       742       2,242       3,531         93       3,607       8,075       3,775         40,222       39,288       46,863       62,708         764       777       951       1,514

Ample leverage room to continue delivering robust growth.

~2.8x growth in balance sheet in 4 years.

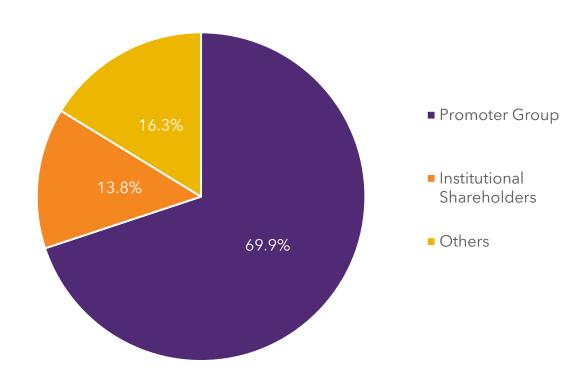
~2.4x growth in loan book in 4 years.



## **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
Net interest income	8.9	8.9	7.5	7.8	6.7
Other income	1.6	1.0	1.2	1.9	2.9
Fees	1.5	0.9	1.2	1.7	2.9
Other income	0.1	0.1	0.0	0.2	0.0
Net income	10.5	9.9	8.7	9.7	9.6
Operating expenses	4.9	4.0	3.0	3.9	6.1
Employee expenses	3.2	2.7	1.9	2.7	4.3
Other expenses	1.7	1.2	1.0	1.2	1.8
Operating profit	5.6	5.9	5.8	5.8	3.5
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
Profit before tax	5.2	5.1	4.6	4.2	2.8
Taxes	1.4	1.4	1.1	1.0	0.7
Profit after tax (RoA)	3.7	3.7	3.5	3.2	2.1

## **Shareholding**



- Market capitalization¹:
   ₹ 139.3bn | US\$ 1.68bn²
- Cons. Networth³
   (Q4FY23): ₹ 35.7bn
- Paid-up Equity:₹ 412.3mn
- o **FV:**₹2
- Dividend Per Share (FY23): ₹ 0.50
- Average of market capitalization on BSE and NSE on 22<sup>nd</sup> May'23.
- 2. 1 US\$ = ₹ 82.80
- Not adjusted for DTAs; CGCL raised
   ₹ 14.4bn in Mar'23 through Rights Issue.



## Leadership



## **Board of Directors & Corporate Governance**

### **Independent Board Guiding 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

### And Following Superior Governance Standards...



#### **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

CAPRIGLOBAL

## **Stable 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 1M



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 3M



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 6M



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

Vintage with CGCL: 4Y 11M



Magesh Iyer (Chief Operating Officer) Ex - InCred Finance, Reliance Capital, ICICI Bank with over 20 years of experience, B. Com, PGDBA

Vintage with CGCL: 5M

#### Retail



Prasanna Kumar Singh (Group Collections Head) Ex-Bajaj Finance and PNB Housing with over two decades' experience; LLB, MBA Vintage with CGCL: 2Y 1M



Bhupinder Singh (Head - Legal Litigation) More than a decade experience with various NBFCs in providing legal advice Vintage with CGCL: 3Y 11M

#### **Construction Finance**



Bhaskarla Kesav Kumar (Associate Director - Monitoring) Ex AGM and Unit Head of Corporate Relationships with SBI Vintage with CGCL: 8Y 4M



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 8M.

#### Technology



Rahul Agarwal (Chief Technology Officer) Ex-Policy Bazaar, Lava International, IndiaHomes.com with over 17 years of exp., M. Tech (IIT-D) Vintage with CGCL: 1Y 10M

### **Digital Lending**



Hardit Singh Lamba (Head - Digital Partnerships) Ex-Indifi Technologies, ZipLoan, TVS Credit with over 18 years of exp; DU, AIMA alumnus Vintage with CGCL: 7M

#### **Corporate Functions**



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

Vintage with CGCL: 15Y 4M



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

Vintage with CGCL: 17Y 1M



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

Vintage with CGCL: 14Y 10M



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 7M

### **Accolades**







Building and Sustaing High-Trust, High-Performance Culture™





## Thank you

For further information, please contact:

Ravikant Bhat <u>ravikant.bhat@capriglobal.in</u> T: +91 72089 52880

Sheetal Khanduja sheetal@GoIndiaAdvisors.com M:+91 97693 64166 Rajat Gupta <u>rajat@GoIndiaAdvisors.com</u> M: +91 99718 97739

