

November 6, 2020

Corporate Relationship Department

BSE Limited

Pheeroze Jeejeebhoy Towers
Dalal Street, Fort,
Mumbai 400 001

Listing Department

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: 531595

Scrip Code: CGCL

Sub.: Q2 FY21 Earnings Presentation

Dear Sir/ Ma'am,

Please find enclosed herewith the Investor's Presentation of Capri Global Capital Limited for the announcement of the Financial Results for the quarter and half year ended September 30, 2020, i.e. Earning Presentation for Q2FY21.

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

Thanking you,

Yours faithfully,

for **Capri Global Capital Limited**

Rajesh Sharma
Managing Director
DIN: 00020037

Encl.: a/a

Capri Global Capital Limited

(CIN: L65921MH1994PLC173469)

Regd. Off: 502, Tower A, Peninsula Business Park, Lower Parel, Mumbai – 400013.

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CAPRI GLOBAL
CAPITAL LIMITED

**Responsible.
Resilient.
Ready.**

Q2FY21 Earnings Presentation

06th November 2021

Disclaimer

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Capri Global Capital: Banking The Unbanked

A diversified Non-Banking Financial Company (NBFC) with presence across high growth segments like MSME, Construction Finance, Affordable Housing and Indirect Retail Lending segments

Promoted by first generation entrepreneur, Mr. Rajesh Sharma, Capri Global Capital Limited (CGCL) is listed on both BSE and NSE and is part of NIFTY Smallcap 100 Index

Strong focus on MSMEs - the key growth drivers of the economy; having active relationships with ~13,050 businesses ending September 2020 across several states in India ranging from retail outlets to small manufacturing units to traders

Affordable Housing Finance business, aligned with the Government's Flagship scheme under the 'Housing For All by 2022' - mission 'Pradhan Mantri Awas Yojana (PMAY)', has already empowered ~10,350 families to realize the dream of owning their own home

Committed workforce of over 1,425 employees with a branch presence at 78 locations in 8 states majorly across North and West India

Strong governance and risk-control framework with scrutiny at multiple levels

- Statutory Auditor : Deloitte Haskins & Sells LLP
- Internal Auditor : Grant Thornton

Executive Summary: Building a Stronger Institution



Expanding Business Verticals

- Ventured into MSME lending

2011

2013

2016

2017

2020

Journey Begins

- Raised Capital of INR 4.45 Bn
- Started Construction Finance Business



Widening Outreach

- Branch network expanded to 5 states
- AUM crosses INR 10 Bn
- Secured Care A+ rating



Gaining Momentum

- Forayed into Housing Finance
- Branch network jumps to 66; Workforce count of 1,350



Credibility

- AUM crosses INR 40 Bn
- Branch network jumps to 78 across 8 States

COVID Update: Robust Performance Amidst the Uncertainty



What makes us well placed to tide over the COVID pandemic?

01

Well Capitalised and Strong Liquidity Position

The company is well capitalised with CRAR at 41.6% and liquidity buffer of INR 14.5 Bn including unutilized bank lines. In fact the company has made a prepayment of INR 6.4 Bn in H1 FY21 to reduce the overall cost of funds.

02

Better than Expected Revival in Disbursements

Loan disbursements in Q2FY21 stood at INR 5,192 Mn, against INR 1,994 Mn in Q2FY20. The improvement in disbursements was aided by strong traction in MSME and affordable housing finance

03

Significant Pickup in Collections

Supported by uptick in collections and adequate provision coverage ratio, the company has not made any additional COVID-19 related provisions during the quarter.

04

Operating Expense Management

Razor sharp focus on cost management and improvement in employee productivity assisted in bringing down Opex in Q2FY21 by 27% YoY

05

100% secure book with Low LTV across our business verticals

MSME LTV at 48%, CF at 40-50% and Housing Finance at 59% with focus on granular and retail loans.

Collection Efficiency: **Continues to be Strong**

Business Segments	No Amount paid	Partial EMI paid	At least one EMI paid	At least two EMI paid	At least three EMI paid	At least four EMI paid	At least five EMI paid	At least six EMI paid	Seven or more EMI paid
MSME	6.20%	1.20%	92.60%	82.8%	71.0%	60.7%	52.8%	44.3%	34.5%
HL									
- Salaried	0.80%	0.10%	99.10%	95.8%	88.8%	81.8%	75.2%	68.0%	56.3%
- Non-Salaried	2.50%	1.00%	96.50%	90.2%	80.2%	71.1%	62.1%	53.9%	41.8%
Total HL	1.70%	0.60%	97.70%	92.8%	84.3%	76.2%	68.3%	60.6%	48.7%

Collections have improved further with gradual reopening of economy and concerned field efforts of our team

Note : as on 30th September 2020

Collection Efficiency: Sizeable Improvement in EMI Servicing

INR Mn

MSME	May-20		June-20		July-20		Aug-20		Sept-20	
	Count	POS	Count	POS	Count	POS	Count	POS	Count	POS
Total Customers	12,096	20,640	12,040	20,620	12,003	20,100	12,326	20,340	13,057	21,284
EMI paid for current or previous month	7,453	10,720	8,678	12,680	8,425	12,240	8,829	12,780	10,865	17,290
Collection Efficiency (%)	62%	52%	72%	62%	70%	61%	72%	63%	83%	81%

Housing Loans	May-20		June-20		July-20		Aug-20		Sept-20	
	Count	POS	Count	POS	Count	POS	Count	POS	Count	POS
Total Customers	9,659	9,040	9,614	9,150	9,589	9,080	9,766	9,280	10,350	9,285
EMI paid for current or previous month	7,281	6,470	7,664	6,940	7,330	6,650	7,396	6,760	9,189	8,760
Collection Efficiency (%)	75%	72%	80%	76%	76%	73%	76%	73%	89%	94%

Collection Efficiency: EMI Servicing Almost at Pre-Covid Level

INR Mn

Construction Finance	May-20		June-20		July-20		Aug-20		Sept-20	
	Count	POS	Count	POS	Count	POS	Count	POS	Count	POS
Total Customers	132	9,755	131	9,686	125	9,561	126	9,492	123	9,176
EMI paid for current or previous month	57	3,197	85	5,259	71	4,405	73	4,256	111	8,408
Collection Efficiency (%)	43%	33%	65%	54%	57%	46%	58%	45%	90%	92%

Indirect Retail	May-20		June-20		July-20		Aug-20		Sept-20	
	Count	POS	Count	POS	Count	POS	Count	POS	Count	POS
Total Customers	9	315	9	1,029	9	1,285	10	1,615	10	1,868
EMI paid for current or previous month	6	179	8	993	8	1,250	9	1,579	10	1,868
No Obligation	3	136	1	36	1	36	1	36	0	0
Collection Efficiency (%)	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Q2FY21 Review: Well Positioned for Post Covid World



Managing liquidity for tackling through COVID 19

- Addition of **new lines of INR 13.0 Bn in H1FY21**; undrawn lines of INR 9.0 Bn; share of bank borrowings at 87%.
- Enough liquidity with a **healthy Capital Adequacy of 41.62%** and **Cash & Equivalents of INR 5.5 Bn** to sail through any headwinds and grow for the remaining financial year.



Focusing on operating efficiencies

- **Optimised Operational structure** by implementing hub and spoke model resulting in significant efficiency.
- **Optimised and realigned the branch network** driving efficiencies.
- **Identifying areas which are discretionary** in nature and curtailing those expenses.



Adoption of Technological Initiatives

- Digitalising our internal processes considerably as a future-focused financial services provider.
- Undertook various digitalisation initiatives towards **automation of HR, customer onboarding and credit decisions**.
- Focus on servicing customers via digital medium in every avenue possible through a **self service portal**.

Liquidity Position: Continue to Maintain Adequate Buffer

Particulars (INR Mn)	CGCL (Standalone)	CGHFL	Consolidated
Limits Sanctioned	46,950	15,350	62,300
Limits Availed	41,250	12,100	53,350
Un-Drawn	5,700	3,250	8,950
Repaid	20,844	2,930	23,774
Outstanding	20,406	9,169	29,575
Total no. of relationship maintained	23	11	24
Limits Sanctioned in H1FY21	8,000	5,000	13,000

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 also diversifying its source of funds from Term loans to NCDs, ECBs and securitization.

Liquidity Position: Repayment of High-Cost Loans

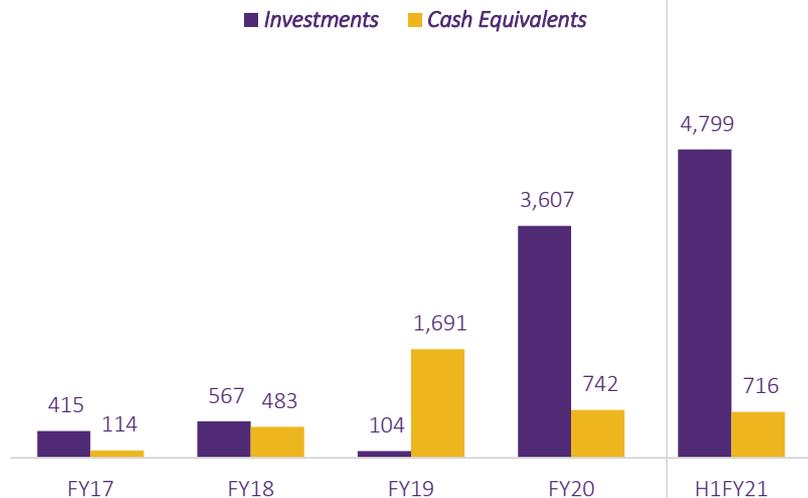
Particulars (INR Mn)	CGCL (Standalone)	CGHFL	Consolidated
Dues during FY2020-21	6,004	1,446	7,450
Payment made as per Schedule (A)	1,748	460	2,208
Prepayments made for the year (B)	3,875	710	4,585
Total repayments/prepayments (A+B)	5,623	1,170	6,794
Balance Payment for FY2020-21	381	275	656
Additional prepayments beyond FY2020-21 (C)	1,084	690	1,774
Total Repayments / Prepayments (A+B+C)	6,708	1,860	8,568

The company has initiated discussions with banks for revision of interest rates downwards and working on strategy to bring to overall cost of fund down by ~0.75%

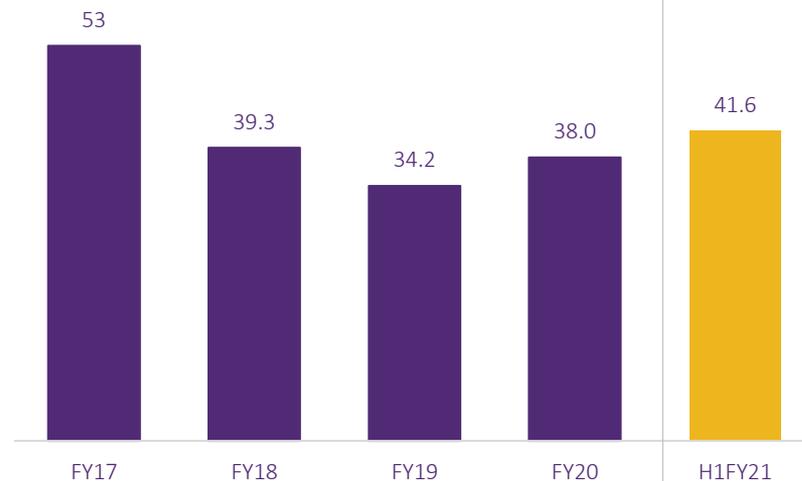
On the back of strong liquidity, the Company has not sought any moratorium from any of its lenders . In fact, the Company has made payments of 91% of amounts due during FY21, including repayments.

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 9.2 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

Operating Efficiency: Adopting Low-Cost Hub & Spoke Model



Area Managers

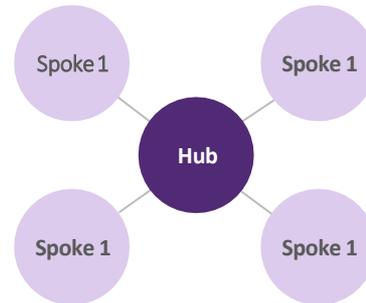
- Sales and Credit
- Operations
- FCU, Legal, Technical and Collections
- Spoke branch functions



- Branch Manager
- Relationship
- Mangers (DSTs)
- Credit Resource
- Direct connect with customers

Benefits of Hub & Spoke Model

- Enables low-cost penetration into underserved markets
- Decentralized model optimizes turn around times
- Benefit from economies of scale and uniformity in operations
- Cost efficient, technology driven hub-and-spoke model is helpful in optimizing turn around times



Q2FY21
Region / Hubs: 20
Spokes: 58

Digitised Workflow & Analytics Driven Underwriting



Mobility Applications

• Sales Application

- ✓ Paperless origination
- ✓ TATs
- ✓ OCR capabilities for enhanced FTR's leading to Increased Productivity
- ✓ Reduced Compressed manual intervention
- ✓ Location intelligence using Geo Tagging & Route mapping capabilities

• Collections Application

- ✓ Real Time Status updates
- ✓ E- Receipting
- ✓ Location intelligence using Geo Tagging & Route mapping capabilities



Verification & Screening Tools

Disbursement with minimal or no manual intervention reducing overall TAT with the implementation of :

- ✓ Video KYC
- ✓ Digital KYC
- ✓ ID card verification
- ✓ Customer & Business document verifications
- ✓ Face Biometrics

Automated workflows using built in Credit risk scoring, automated Bureau & Fraud checks



Digitisation & Score carding

Digital, cloud based application which unifies origination & management of loan end to end

Credit Risk Classification (CRC) Scorecard

- ✓ Risk based pricing
- ✓ Customised application scorecard with configurable rules
- ✓ Uses multiple variables like income, qualification, customer profile, property type, bureau data etc.
- ✓ Resultant score eases assessment process of loan applicants, fast tracks leads as well as prioritising PDs
- ✓ Eliminates manual pricing (ROI) preventing revenue leakage



Bureau Scrubs

Regular bureau scrubs enables assessment of CAPRI customers with other lending institutions

- ✓ credit performance
- ✓ repayment behavior
- ✓ delinquency check

Provides EWS triggers and determine further actionable which helps

- ✓ maintain the portfolio quality
- ✓ retain exiting customers
- ✓ determine Upsell opportunities
- ✓ reduce turnover of good customers
- ✓ monitor customer behaviour, assets and product offerings



Digital Payments Infrastructure & Technology Initiatives

Evolved e-payment solutions for both disbursements & collections

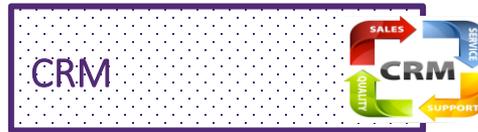
- **Mandate registration prior to disbursement has reduced the no of NPDC cases**
 - ✓ NACH enabled at all the branches
 - ✓ Direct debit mandate
 - ✓ eNACH
- **Host -to-host integration** with sponsor banks for **direct and instant disbursement** to customers
 - ✓ IMPS
 - ✓ RTGS
 - ✓ NEFT
- **Digital payment capabilities**
 - ✓ Wallets
 - ✓ UPI
 - ✓ Internet banking
 - ✓ Credit Cards etc
- All agents are equipped with digital payment modes on the field with **real time realization of payments**



Customer Relationship through self service portal & effective communication modes

With management principles built around customer centricity and customer delight, the following tools help better the customer experience

- **CRM software** –caters to single view of all customer transactions and communications across multiple lines of business and applications
- **Reduced customer service TATs and complaints**
- Increased and better reach to customers through :
 - ✓ SMS,
 - ✓ Emails &
 - ✓ WhatsApp
- **Customer self service portal** to access online
 - ✓ interest certificates,
 - ✓ new loan application,
 - ✓ repayments,
 - ✓ Online requests, SOA etc



Capri Learning Application

- Mobile Application for Employee Communication, Engagement & Training
- **Centrally disseminated & cured data, available uniformly across all regions with increased accessibility to online learning modules**
 - ✓ Policy guidelines and changes
 - ✓ Latest loan product updates,
 - ✓ Intimation about regulations and lending norm changes
- Skilled & well-trained staff who are better equipped to attend to the needs of Capri's customers





Q2FY21 Performance and Analysis

Capri Global Capital: **Serving the Underserved**

Q2FY21 Overview

INR 41.6 Bn

Total AUM
(consolidated)

INR 610 Mn

PAT

INR 16.4 Bn

Net Worth

Our Geographic Expanse

78

Branches

8

States/Union
Territories

1,425

Team Size

Our Achievements

13,050+

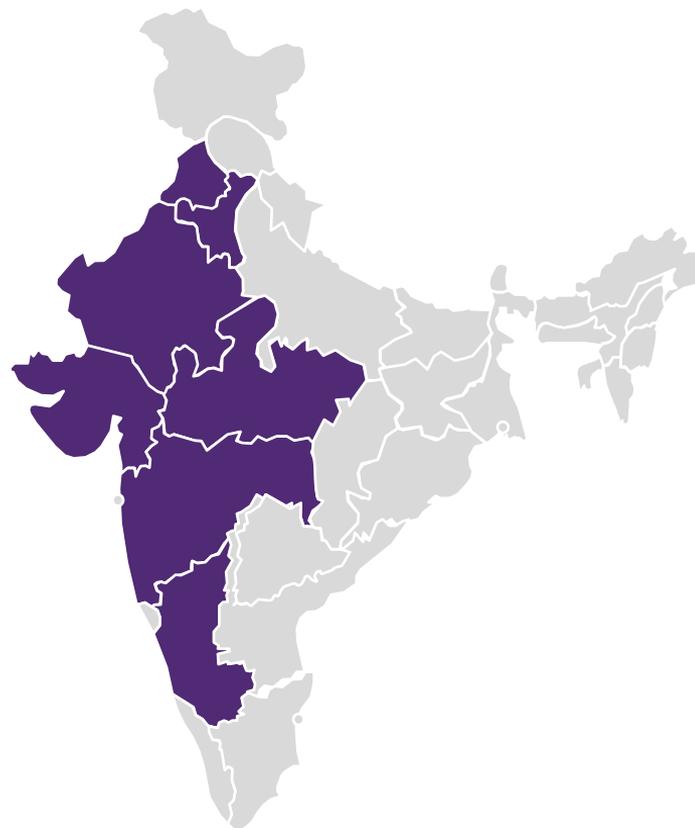
Businesses
Financed

10,350

Families
Empowered

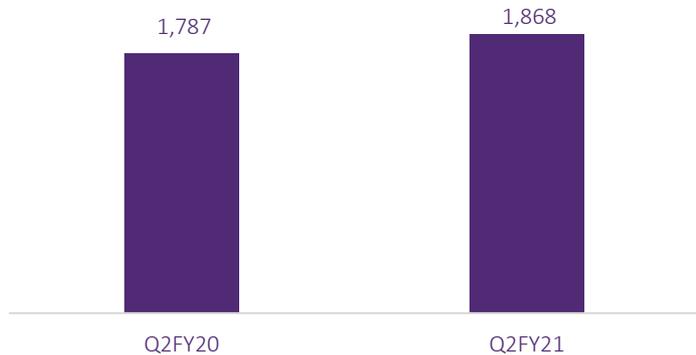
23,500+

Live Accounts

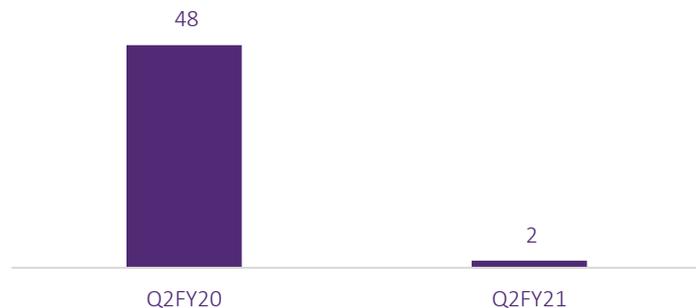


Q2FY21: At a Glance...

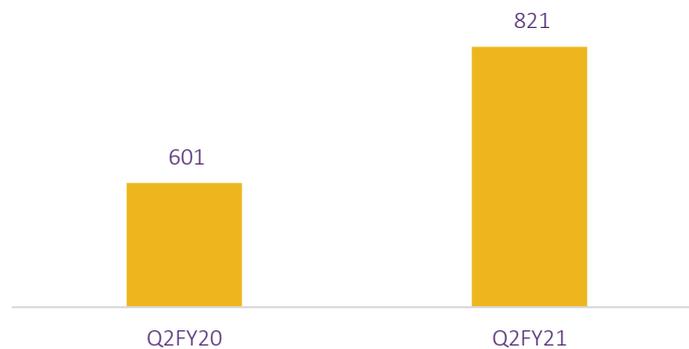
Revenue from Operations (INR Mn)



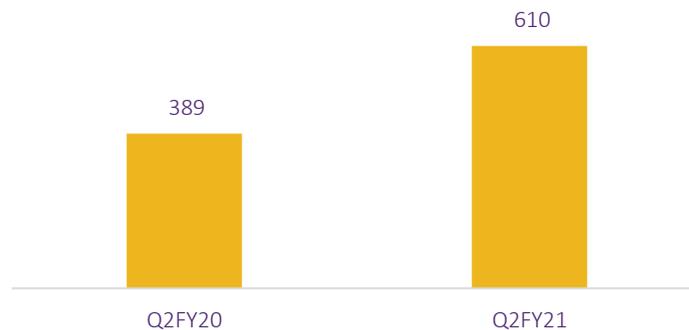
Credit Costs (INR Mn)



Pre-Provision Operating Profit (INR Mn)



PAT (INR Mn)

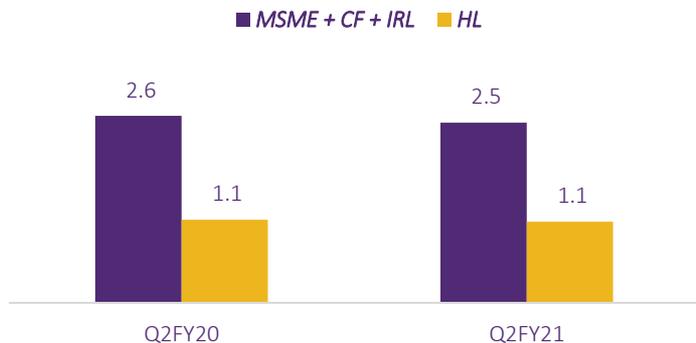


Q2FY21: At a Glance...

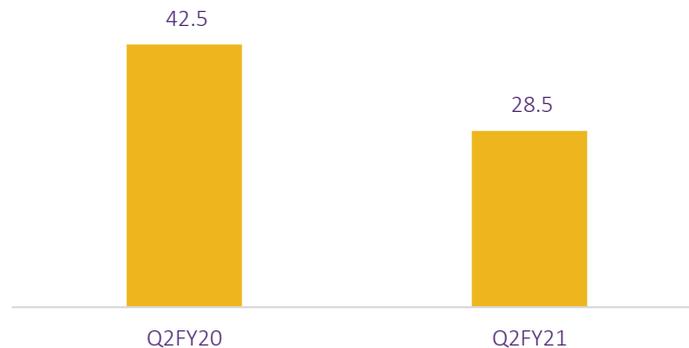
Capital Adequacy (%)



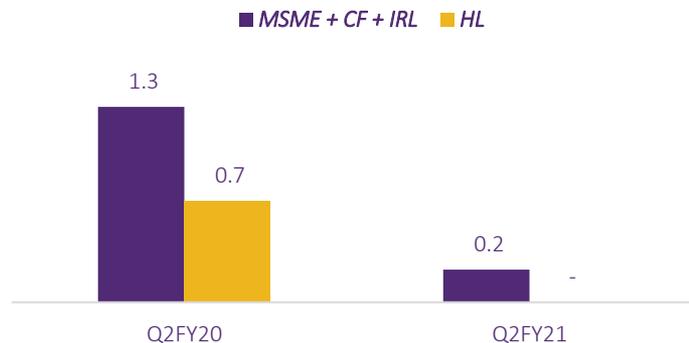
Gross NPA (%)



Cost-Income (%)



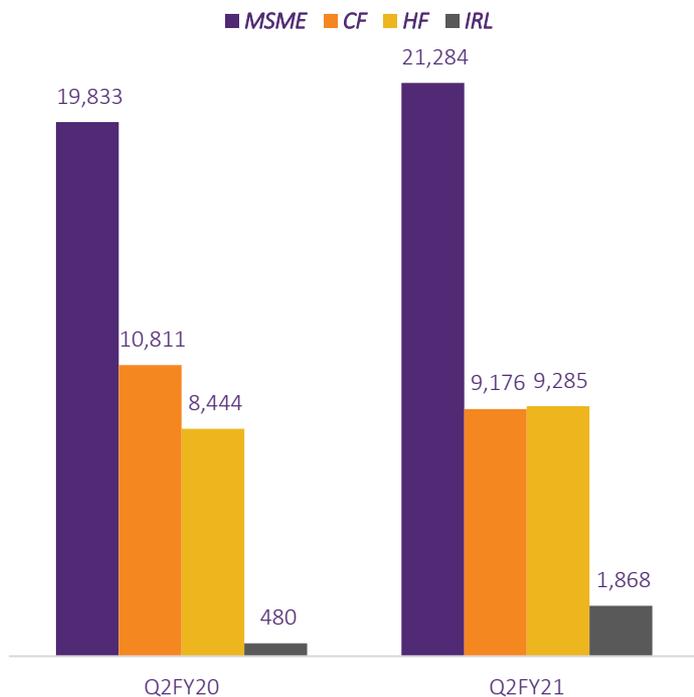
Net NPA (%)



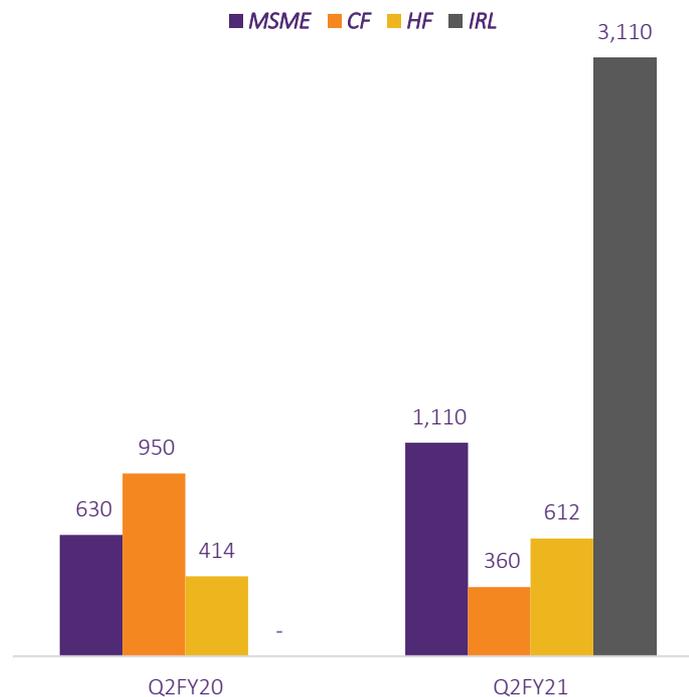
* Excess provision provided in HL, Capital Adequacy is on standalone basis

Q2FY21: Key Highlights

AUM Segmental Break Up (INR Mn)



Disbursals (INR Mn)



Asset-Liability Split: **Consistent Mix**

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

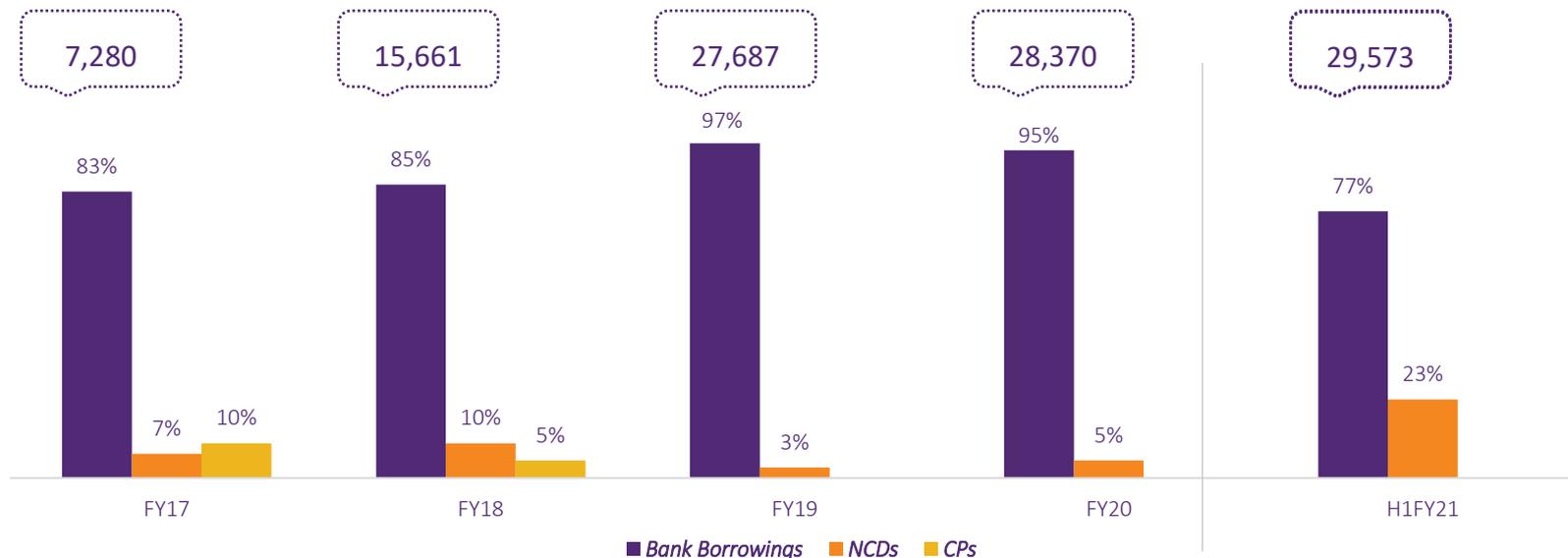


Particulars (INR Mn)	Ending	up to 1 month	>1-3 months	>3-6 months	>6-12 months	1-3 years	3-5 years	>5 years
Cumulative Inflow - outflow	Sept'20	3,395	6,395	8,986	13,087	20,590	24,948	18,398

The Company has not availed moratorium from any of its lenders

Liability Mix: The Low-Cost Benefit

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.

Stable Asset Quality: Stage Analysis As per IND-AS

All amount in INR Mn except stated

ECL Analysis as per INDAS	Q2FY21	Q1FY21	Q4FY20
Stage 1 & 2 - Gross	40,711	39,533	39,398
Stage 1 & 2 – ECL Provisions	320	346	345
Stage 1 & 2 - Net	40,391	39,187	39,053
Stage 1 & 2 – ECL Provisions %	0.79%	0.87%	0.88%
Stage 3 - Gross	902	943	952
Stage 3 – ECL Provisions	532	498	295
Stage 3 – Net	60	100	312
Stage 3 % - GNPA	2.18%	2.33%	2.36%
Stage 3 % - NNPA	0.12%	0.25%	0.79%

NPA Analysis: Prudent Lending Practices

CGCL (Standalone) (INR MN)	FY17	FY18	FY19	FY20
NPA Recognition Norms	120 DPD	90 DPD	90 DPD	90 DPD
GNPA	178	439	560	843
NNPA	152	374	202	278
Provisions	26	64	358	566
Total Assets	19,646	28,239	33,106	31,366
Gross NPA%	0.98%	1.68%	1.69%	2.69%
Net NPA%	0.84%	1.44%	0.62%	0.90%
Coverage Ratio	81%	53%	64%	67%
Gross NPAs (Adjusted to 90 DPD)	1.99%	1.68%	1.69%	2.69%

GNPA Product Segment wise – H1FY21		
Product Segment	GNPA %	NNPA %
MSME	3.67%	0.32%
Construction Finance	0.18%	-
Housing Finance	1.11%	-
Total (Consolidated)	2.18%	0.12%



Annexure: About CGCL & Industry Scenario

Business Overview: Diversified Portfolio

MSME

Product portfolio: Business loan against residential, commercial or industrial properties

Ticket size: INR 0.5-7.5 Mn, with average ticket size of INR 1.5 Mn

Tenor: Average tenor of 5-6 years

Security: First and exclusive charge on collateral property with clean and marketable title

~48%

Average LTV

100%

Self-origination
Loan Model

Housing Finance

Product portfolio: Home loans for – Purchase of residential units; Construction & extension renovation of homes – Plot purchase and home equity loans

Ticket size: INR 0.2-5 Mn
(Average ticket size of INR 1.1 Mn)

Average tenor: Average tenor of about 7-8 years

Security: First and exclusive charge on mortgage property with clean and marketable title

~59%

Average LTV

100%

Self-origination
Loan Model

Construction Finance

Product portfolio: Construction-linked loans to small and mid-sized real estate developers

Ticket size: INR 70-250 Mn, with average ticket size outstanding of INR 74.7 Mn

Average tenor: Average tenor of 3-4 Years

Security: Exclusive lending with escrow mechanism, secured against cash flow of 2.5x.

~2 times

Asset Cover

100%

Self-origination
Loan Model

Indirect Lending

Product portfolio: Financing to other NBFCs engaged in

- Auto -Finance
- MSME Lending and Microfinance
- Fintech based NBFCs

Ticket size: INR 50-500 Mn ticket size range

Average tenor: Average tenor of 1-3 Years

Security: Hypothecation of receivables with 1 to 1.2X cover

1-1.2 X

Asset Cover

100%

Self-origination
Loan Model

CGCL Advantage: What Sets Us Apart

01

Focus on SENP Borrower

- Strong focus on self employed non-professional borrower; carved out a niche in this segment.
- Similarity in profiles enables efficient and faster underwriting.
- Personal Discussion based Touch and Feel Model, rely on customized assessments which can not be replicated by digital lending.

02

Own sourcing Model; no Dependence on DSAs

- 100% sourcing is done by regularly trained in-house Direct Sales Team (DSTs) or Feet on Street (FOS) staff; also generates cross sell opportunities for insurance.
- DSAs prone to influence customers to Balance Transfer with other lenders in pursuit of repeat commission; In Direct Sourcing model of the company, this is eliminated.

03

Adequate Liquidity

- Positive ALM in <1 Year, 1-5 Years and >5 years.
- Adequate credit lines available from banks.

04

Multi Layered Credit Approach

- Customized underwriting approach basis the customer's profile; Credit team personally spends time with customer to understand business dynamics and derive cashflows.
- In house Legal, Technical and Fraud Control Units as well as empaneled vendors for conducting due diligence and eliminate fraud risks.

05

In House Collection model

- Own Collection team ensures full focus on delinquent accounts.
- Separate Litigation division under its Legal vertical which handles the recovery efforts from legal side.
- Given that all the loans are secured, in distress cases the Collection team facilitates sale of property as well for recovery.

06

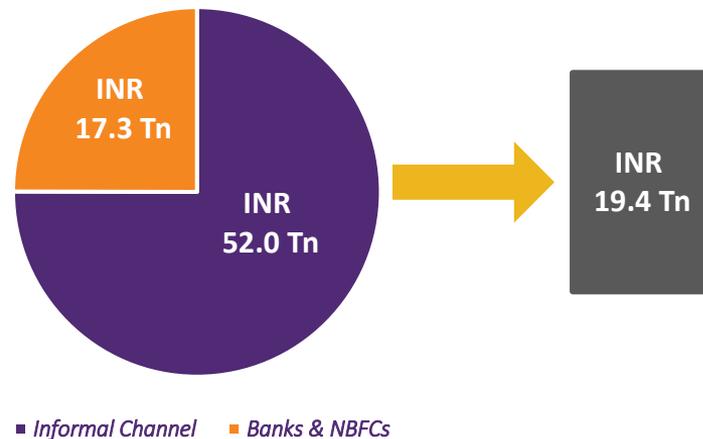
Retail Focused Model

- Small ticket size retail focussed lending across MSME, housing and construction finance.
- Strong focus on asset quality and onboarding only quality portfolio.

MSME Lending: A Huge Unexplored Opportunity

	FY13	FY19
MSME Systemic Credit (INR)	8.7 Tn	17.3 Tn
Non-Banks Market Share	11%	21%

MSME – Huge Addressable Credit Gap



- MSMEs account for ~35% of total credit exposure in India, with majority of it parked with the private and public sector banks. NBFCs have also played a significant role in recent years. There is an immense opportunity to expand presence, even as leading NBFCs continue to independently secure their market share.
- Banks face issues in financing MSMEs due to high NPAs, high processing times, higher cost and capital challenges. Low servicing cost for NBFC's; better penetration than banks as NBFC's outreach is higher.
- Lack of formal avenues for financing ensures low penetration from banks; NBFCs offer higher loan eligibility with shorter TAT.

Note- Addressable Credit Gap of INR 19.4 Tn refers to tappable portion out of INR 52 Tn of Informal Channel lending to MSME
Source Crisil Report and IFC

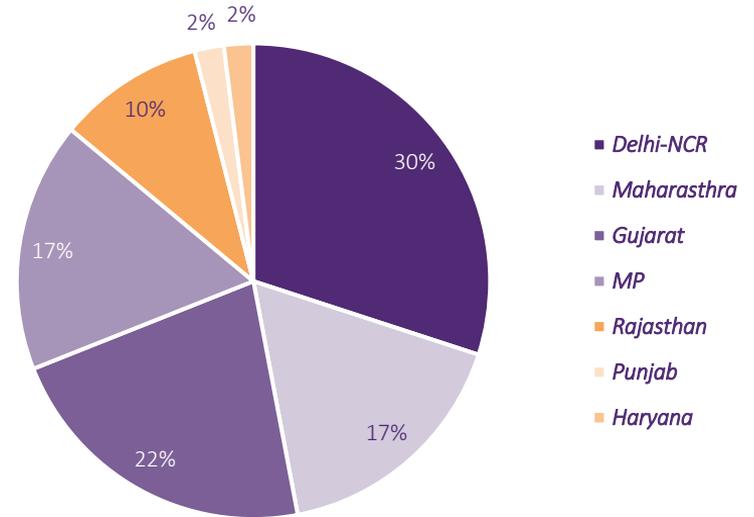
MSME: Small Loans, Big Opportunity



Focus Area

- Self Employed Individuals – Provision stores, retail outlets, handicrafts etc
- Small enterprises with inadequate income documentation proof; Sourced directly
- In-house sourcing team – 78 Branches; 100% Direct Sourcing vs 55% in FY18.

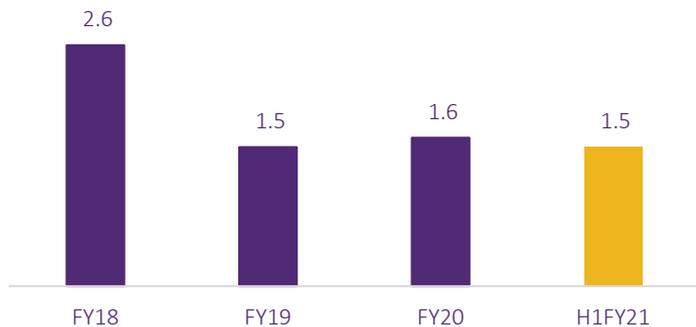
Lending Portfolio by Geography (Value wise)



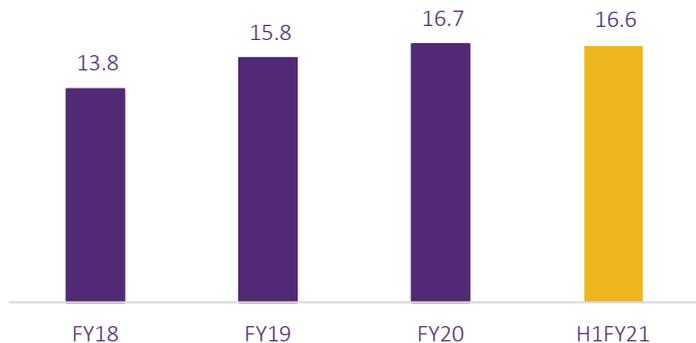
AUM	Disbursements	Avg. Ticket Size	Customers
INR 21,284 Mn	INR 1,110 Mn	INR 1.5 Mn	13,057

MSME: CGCL's Growth Driver

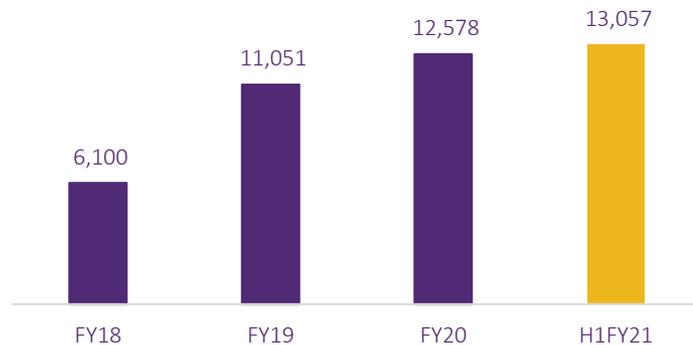
Average Ticket Size (INR Mn)



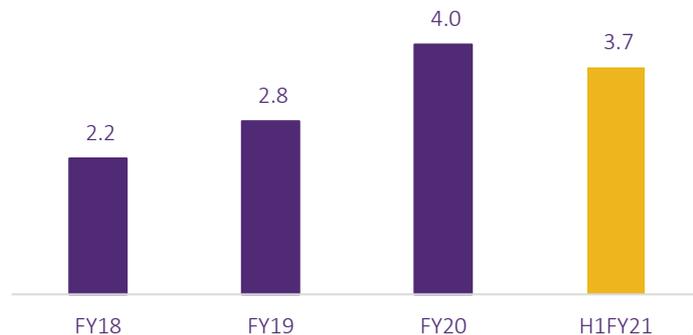
Portfolio Yield (%)



Live Accounts



GNPA (%)

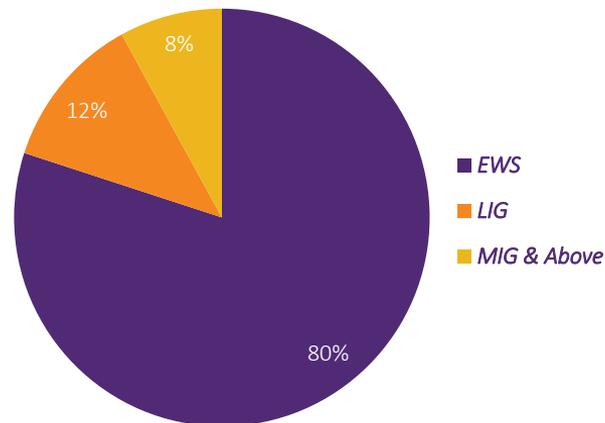


Affordable Housing: Large Demand & Low Formal Financing

Ramp-up Expected in Indian Mortgage Market
(Loan Assets in INR Tn)



Housing Shortage – Socio Economic Group Wise



- Under penetrated mortgage market, rising urbanization coupled with increase in housing demand is leading to mortgage market expansion; Urban Housing shortage pegged to reach 34.1 million units by 2022
- 90%+ of the shortage corresponds to Lower Income Group (LIG) & Economically Weaker Sections (EWS)
- In 2015, the Government of India launched the “Housing for all by 2022” scheme with Pradhan Mantri Awas Yojana (PMAY)
- **Capri Global Housing Finance entered an MOU with NHB as a Primary Lending Institution (PLI) to facilitate subsidy to its qualifying borrowers under the CLSS**

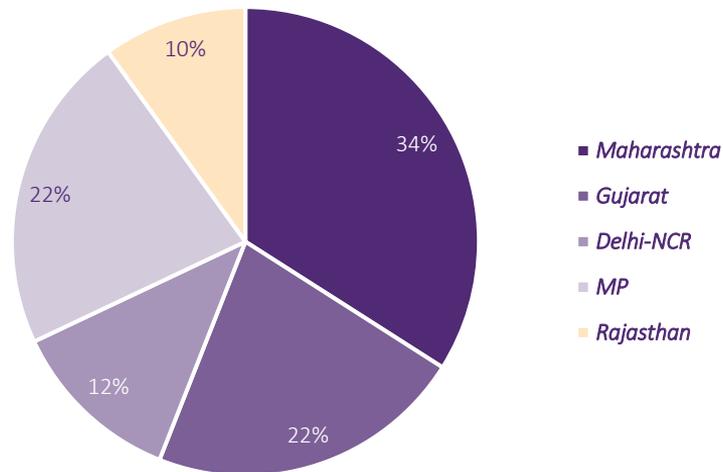
Note : EWS- Economic Weaker Section; LIG- Lower Income Group and M&HIG- Medium & High-Income Group
Source: ICRA, NHB, ICICI Securities Reports, RNCOS

Housing Finance: Capitalising on Affordable Housing Opportunity

Focus Area

- Serves middle and lower middle income population in Tier 2 and 3 cities
- Ventured in 2016 through its subsidiary – Capri Global Housing Finance Limited
- Targeting existing customers via cross-selling within the MSME segment

Lending Portfolio by Geography (Value wise)



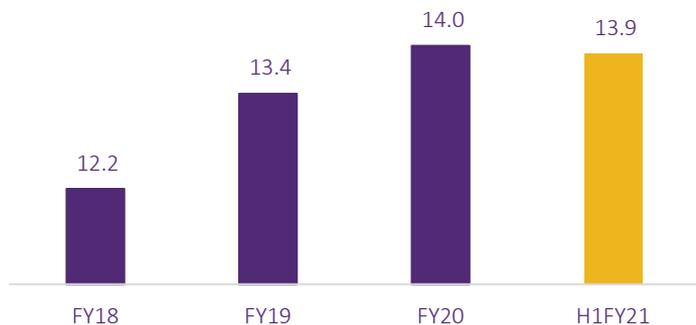
AUM	Disbursements	Avg. Ticket Size	Customers
INR 9,285 Mn	INR 612 Mn	INR 1.1 Mn	10,350

Housing Finance: Exponential Growth Potential

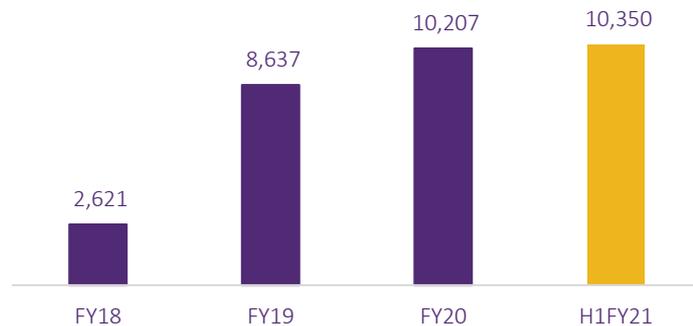
Average Ticket Size (INR Mn)



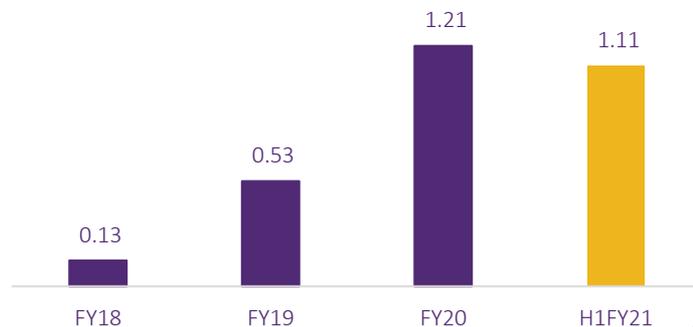
Portfolio Yield (%)



Live Accounts

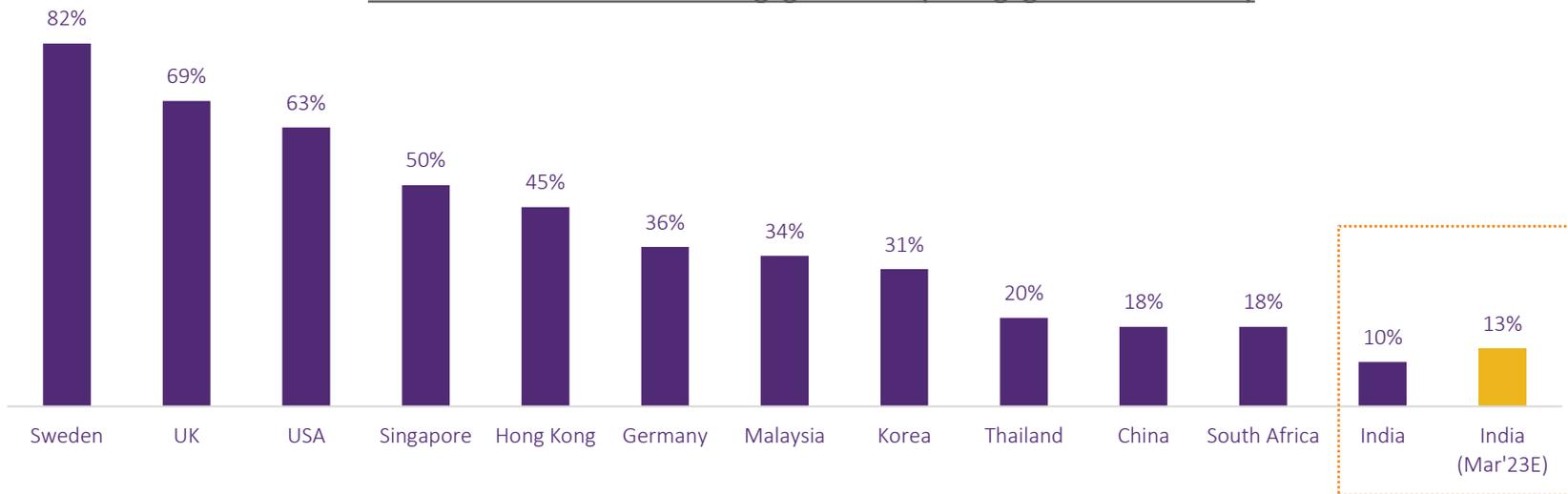


GNPA (%)



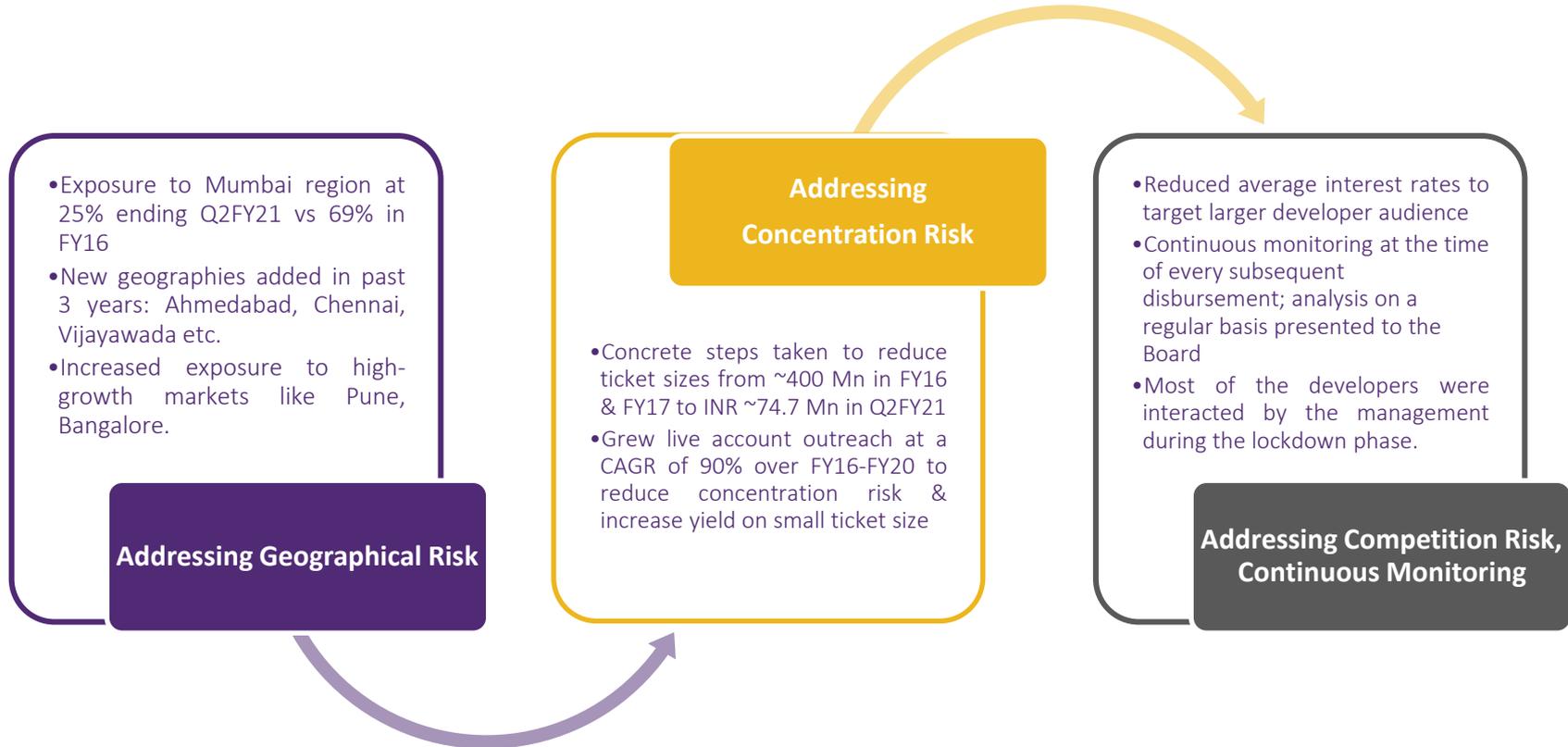
Urban Construction Finance: Significant Scope of Growth

Under Penetrated Indian Mortgage Market (Mortgage to GDP ratio %)



- 66% of India's population is aged below 35 years, increasing demand for newer homes
- Urbanization in Indian population expanded to see exponential growth which will lead to increase in urban housing demand; Currently 34% resides in cities which is expected to increase over 45% in next 10 years.
- CLSS Scheme for new home owners reduces effective interest rates for MIG & LIG groups, effectively reducing monthly EMIs
- 100% tax exemption on affordable housing construction projects for developers along with faster building permissions from regulatory authorities

Construction Finance: The Retail Way

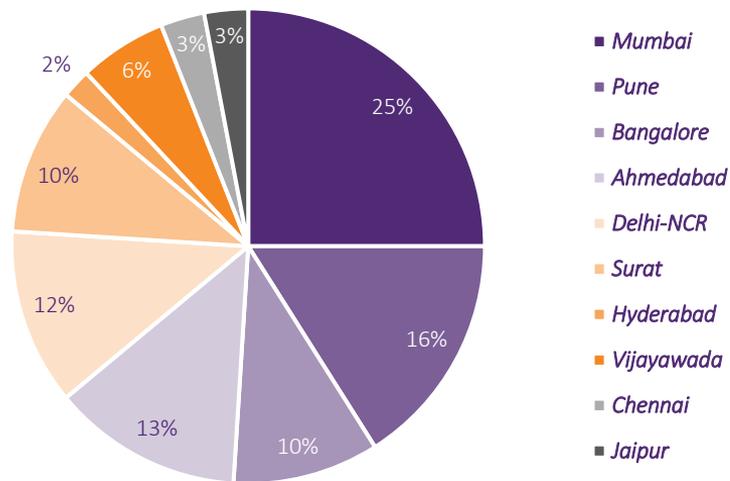


Construction Finance: Building a Sustainable Future

Focus Area

- Construction linked loans to small and midsize real estate developers
- Comprehensive framework for project selection and credit appraisal
- Competitive rates for high quality, multi-family real estate projects

Lending Portfolio by Geography (Value wise)



AUM	Disbursements	Avg. Ticket Size	No. of Projects
INR 9,176 Mn	INR 360 Mn	INR 74.7 Mn	123

Construction Finance: High Yield, Low Risk

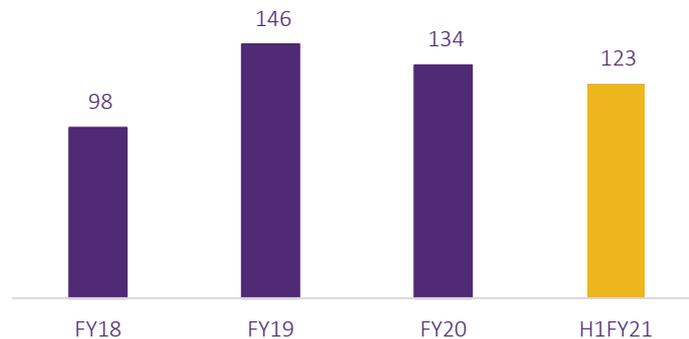
Average Ticket Size (INR Mn)



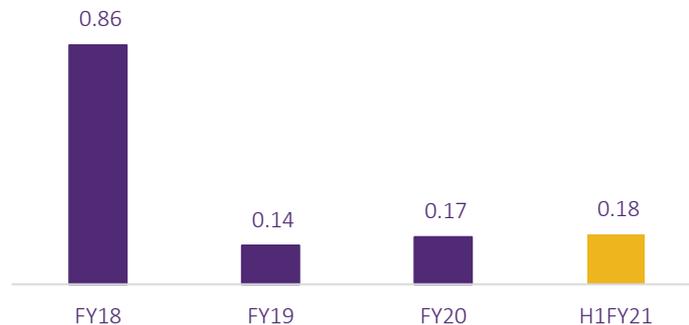
Portfolio Yield (%)



No. of Projects



GNPA (%)



Indirect Lending: Unique Product Offering

Focus Area

Borrower Profile: Lending to NBFCs with net worth over INR 500 Mn

Ticket Size: INR 50-500mn, with average ticket size of INR ~115 Mn

Average Tenor: 1-3 Years

Security: Secured through hypothecation of receivables and/or personal guarantee of promoters/ corporate guarantee

Newly launched segment started in 2018

Quick Facts

INR 1,868 Mn

AUM

10

Customer Outreach

-

Gross NPAs

1.2x

Hypothecation of Receivables

100%

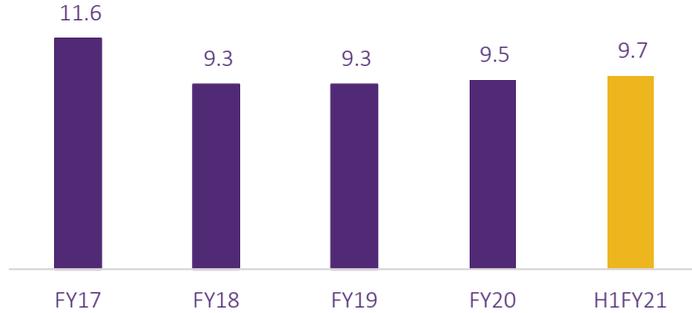
Self-origination Loan Model

10.2%

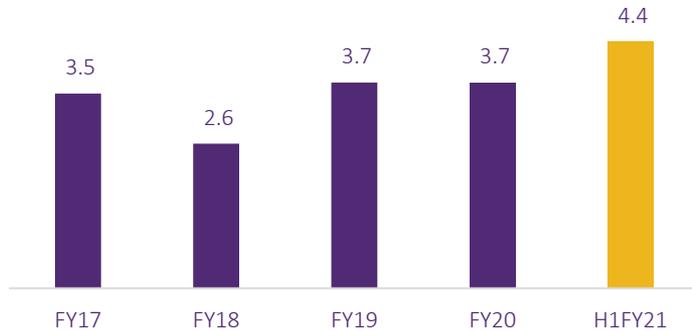
Portfolio Yield

Over The Years...

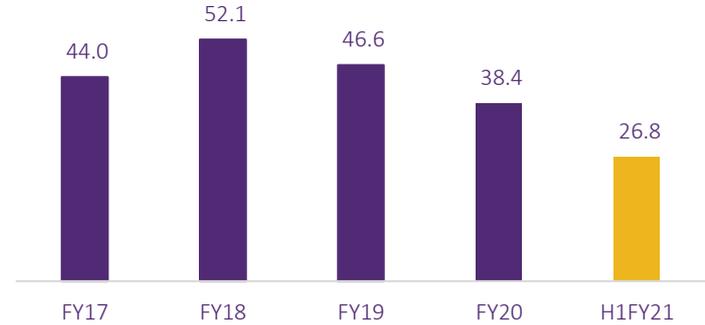
NIMS (%)



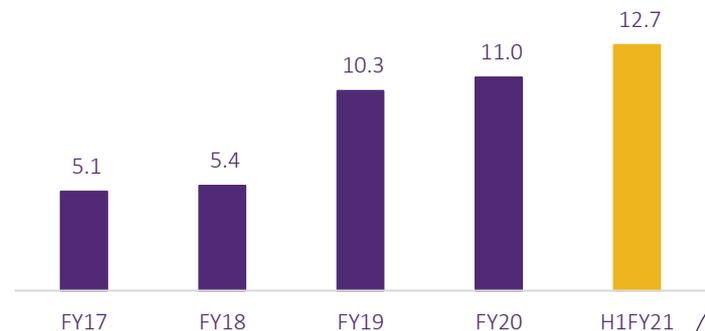
Return on Average Assets (%)



Cost-Income (%)

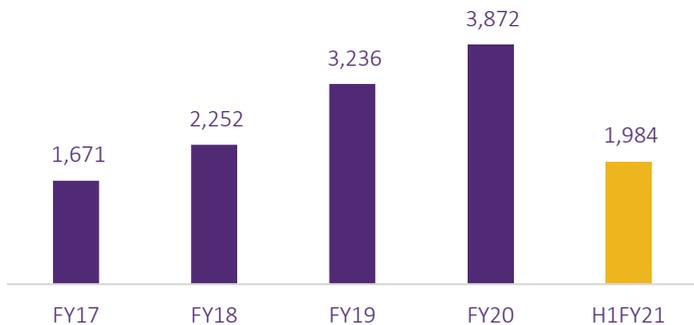


Return on Average Equity (%)

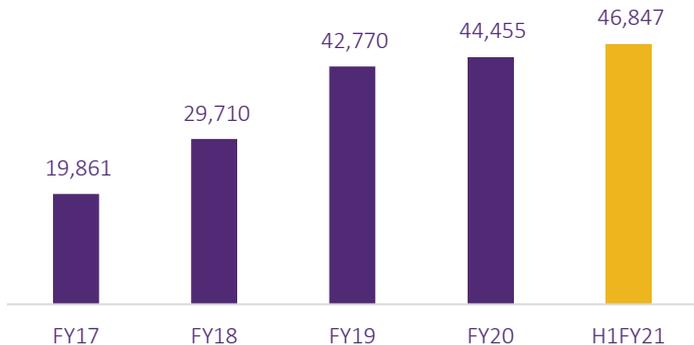


Over The Years...

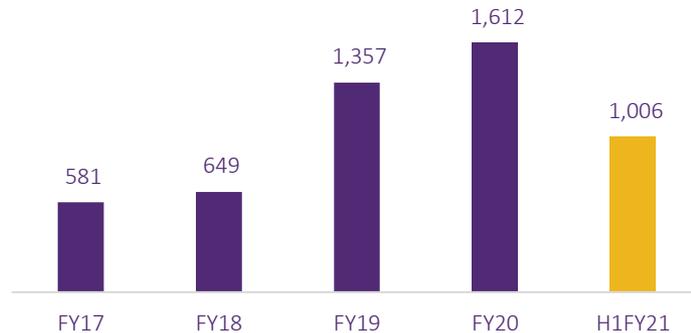
NII (INR Mn)



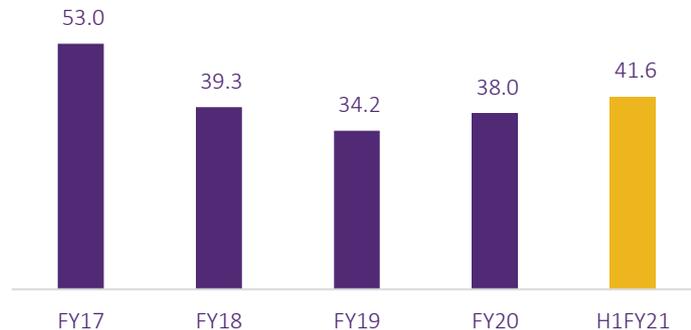
Total Assets (INR Mn)



PAT (INR Mn)

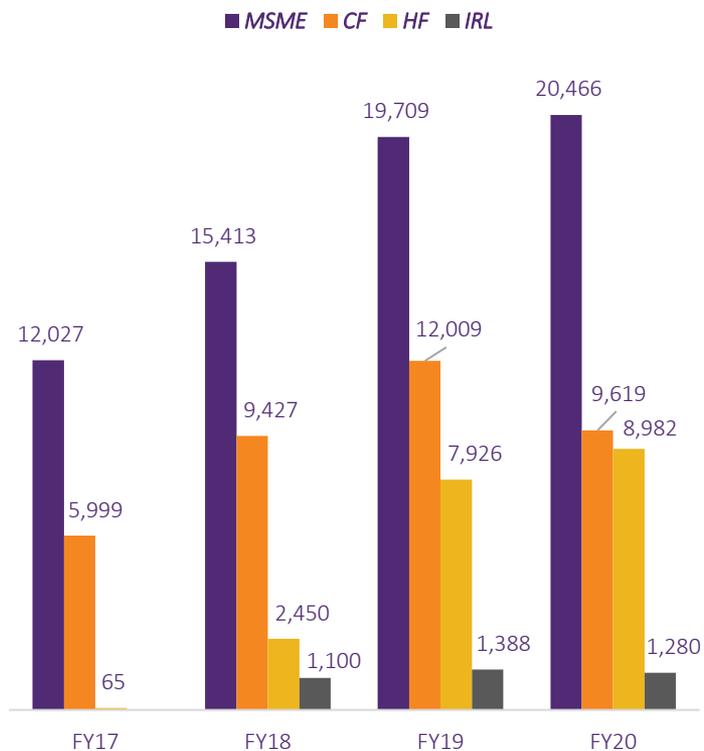


Capital Adequacy (%)

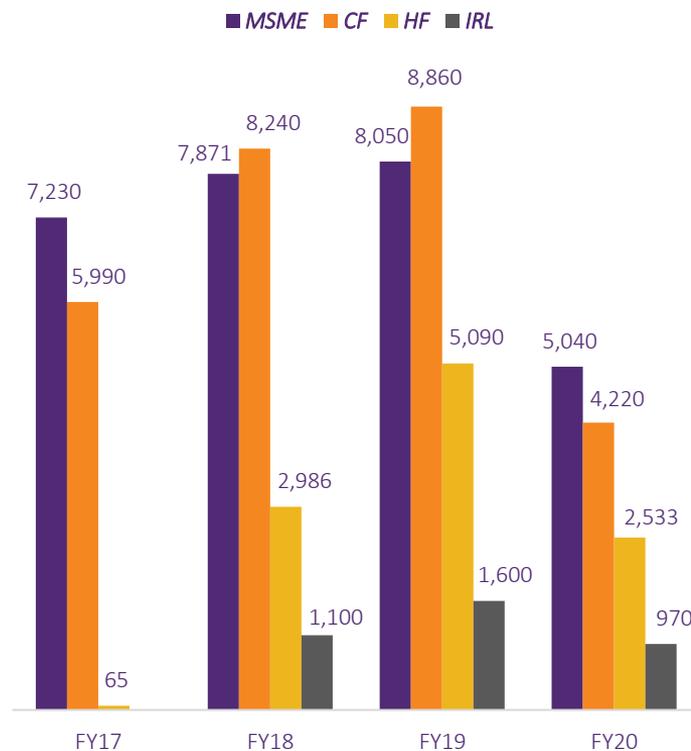


Over The Years...

AUM Segmental Break Up (INR Mn)



Disbursals (INR Mn)



Income Statement: Quarterly Comparison

Particulars (INR Mn)	Q2FY21	Q2FY20	Y-o-Y(%)	Q1FY21	Q-o-Q(%)
Interest earned	1,743	1,724	1%	1,644	6%
Interest expended	688	712	-3%	715	-4%
Net interest income	1,054	1,012	4%	929	13%
Non-interest income	126	80	58%	74	70%
- Fee and Commission income	4	5	-20%	-	-
- Other Income	122	75	63%	74	65%
Total Income	1,180	1,092	8%	1,003	18%
Operating expense	359	491	-27%	273	32%
- Employee cost	243	307	-21%	170	43%
- Depreciation	23	27	-16%	23	-2%
- Others	94	157	-40%	80	17%
Operating Profit	821	601	37%	731	12%
Total provisions	2	48	-97%	203	-99%
PBT	820	553	48%	528	55%
Tax	210	164	28%	131	60%
PAT	610	389	57%	396	54%

Income Statement: Half Year Comparison

Particulars (INR Mn)	H1FY21	H1FY20	Y-o-Y(%)
Interest earned	3,387	3,360	1%
Interest expanded	1,403	1,412	-1%
Net interest income	1,983	1,948	2%
Non-interest income	200	185	8%
- Fee and Commission income	4	20	-97%
- Other Income	196	165	19%
Total Income	2,183	2,133	2%
Operating expense	632	958	-34%
- Employee cost	413	645	-36%
- Depreciation	46	52	-12%
- Others	174	261	-33%
Operating Profit	1,552	1,175	32%
Total provisions	205	85	141%
PBT	1,348	1,090	24%
Tax	341	324	5%
PAT	1,006	766	31%

Balance Sheet

Particulars (INR Mn)	Q2FY21	Q2FY20	Y-o-Y (%)	Q1FY21	Q-o-Q (%)
Share Capital	350	350	0%	350	0%
Reserves and Surplus	16,033	14,181	13%	15,443	4%
Net Worth	16,383	14,531	13%	15,793	4%
Borrowings	29,573	26,995	10%	28,506	4%
Other Liabilities and Provisions	890	563	58%	776	15%
Total liabilities & stockholders' equity	46,847	42,090	11%	45,075	4%
Net Block	299	93	221%	304	-2%
Investments	4,799	1,407	241%	2,348	104%
Asset under financing activities	40,469	38,637	5%	39,335	3%
Deferred Tax Assets	173	188	-8%	188	-8%
Cash and bank balances	716	1,229	-42%	2,557	-72%
Other Assets	391	534	-27%	343	14%
Total assets	46,847	42,090	11%	45,075	4%

Leadership Team



Surender Sangar

Head – Construction Finance

Ex-MD – Tourism Finance Corporation of India and GM-Union Bank of India with over 39 years of experience
B.Com, CAIIB



Amar Rajpurohit

Business Head (MSME & HL)

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



Hemant Dave

Head of Operations

Ex - Kotak Mahindra Bank, A. F. Ferguson with over 23 years of experience, Chartered Accountant



Ashok Agrawal

Head –Tax & Compliance

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



Bhavesh Prajapati

Head – Credit, Risk & Policy

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



Vijay Gattani

Senior Vice President - Credit

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



Vinay Surana

Head - Treasury

Ex-Founding Member, Axis Bank debt syndication with over 14 years of experience, CA

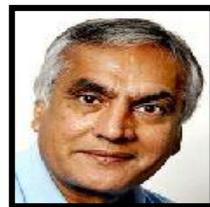
Board of Directors



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



Ajit Sharan, Independent Director
IAS - Batch 1979 with over 3 decades of experience in varied aspects of public administration



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



Jayesh Doshi, Whole Time Director
Ex-Whole Time Director & Group CFO of Dalmia Bharat Ltd. with over 3 decades of experience, CA & LLB



Bhagyam Ramani, Independent Director
Ex- GM and Director of General Insurance Corporation with over 3 decades of experience, MA (Economics Hons.)



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



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

Key Partnerships

Lenders



Auditors & Advisors



CAPRI GLOBAL
CAPITAL LIMITED

Thank you

For further information, please get in touch with:

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