

November 25, 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

Sub: Corporate Presentation November 2021

Dear Sir/Madam,

Pursuant to Regulation 30 of SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015 we are forwarding herewith presentation titled "Corporate Presentation November 2021".

You are requested to take the same on record.

Thanking you,

Yours faithfully,
for Capri Global Capital Limited

Yashesh Pankaj Bhatt
Vice President & Company Secretary
Membership No.: ACS 20491



Encl.: As Above

Capri Global Capital Limited

(CIN: L65921MH1994PLC173469)

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

☎ +9122 4088 8100/4354 8200 ✉ contact@capriglobal.in 🌐 www.capriglobal.in



CAPRI GLOBAL
CAPITAL LIMITED

**Responsible.
Resilient.
Ready.**

**CORPORATE PRESENTATION
NOVEMBER 2021**

Disclaimer

This presentation is for information purposes only and does not constitute an offer, solicitation or advertisement with respect to the purchase or sale of any security of Capri Global Capital Limited (the “Company”) and no part of it shall form the basis of or be relied upon in connection with any contract or commitment whatsoever. This presentation is not a complete description of the Company. Certain statements in the presentation contain words or phrases that are forward looking statements. All 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. All information contained in this presentation has been prepared solely by the Company. No information contained herein has been independently verified by anyone else. No representation or warranty (express or implied) of any nature is made nor is any responsibility or liability of any kind accepted with respect to the truthfulness, completeness or accuracy of any information, projection, representation or warranty (expressed or implied) or omissions in this presentation. Neither the Company nor anyone else accepts any liability whatsoever for any loss, howsoever, arising from any use or reliance on this presentation or its contents or otherwise arising in connection therewith. 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.



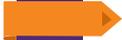
Capri Global Capital: Banking The Unbanked



A Non-Banking Financial Company (NBFC) with presence across high growth segments like MSME, Affordable Housing, Construction Finance, and Indirect 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; over 23,000 businesses financed up to September 2021 across ten 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 over 16,000 families to realize the dream of owning their own home



Committed workforce of over 2,400 employees with a branch presence at 99 locations in 10 states majorly across North and West India

Executive Summary: Our Journey



Expanding Business Verticals

- Ventured into MSME lending

2011

2013

2016



Housing Finance entry

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

2017



2021

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



Expanded Scale

- AUM crossed ~INR 50 Bn
- Commenced third party distribution of car loan products
- Branch network jumps to 99 across 10 States
- Workforce count of 2400+

Capri Global Capital: Brief Overview

Financial Highlights

INR 52.7 Bn
Total AUM
(consolidated)

INR 525 Mn Q2FY22
INR 984 Mn H1FY22
INR 1,769 Mn FY21

INR 18.1 Bn
Net Worth

PAT

Geographic Expanse (Q2FY22)

99
Branches

10
States/Union
Territories

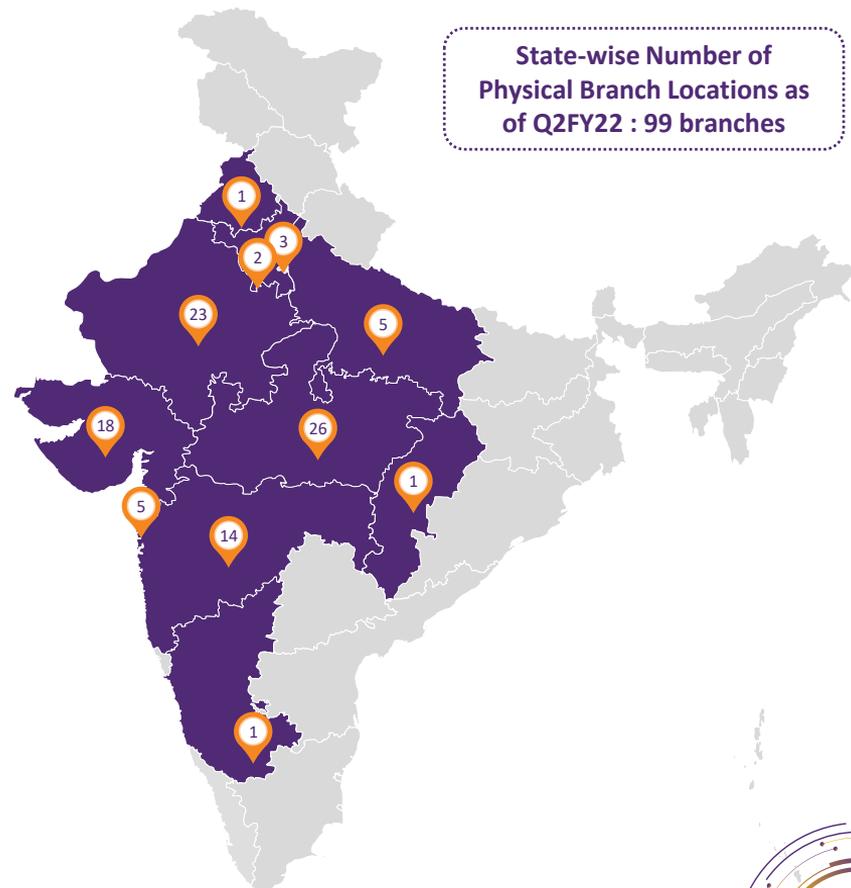
2,494
Team Size

Customer Base (Q2FY22)

23,000+
Businesses
Financed

16,000+
Families
Empowered

31,400+
Live Accounts



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 1.7 Mn

Tenor: Average tenor of 4-6 years

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

~50%

Average LTV

100%

Self-origination
Loan Model

51% of AUM

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 8 years

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

~59%

Average LTV

100%

Self-origination
Loan Model

25% of AUM

Construction Finance

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

Ticket size: INR 70-270 Mn, with average ticket size outstanding of INR 70.1 Mn

Average tenor: Average tenor of 3-5 Years

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

~2 times

Asset Cover

100%

Self-origination
Loan Model

18% of AUM

Indirect Lending

Product portfolio: Financing to other NBFCs engaged in

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

Ticket size: INR 30-1,000 Mn at sanction and ATS Rs50mn on outstanding basis.

Average tenor: Average tenor of 2-4 Years

Security: Hypothecation of receivables with 1 to 1.2X cover

1-1.2 X

Asset Cover

100%

Self-origination
Loan Model

6% of AUM*

* incl. short term deployment aggregating ~3.3% of total AUM

CGCL Advantage: What Sets Us Apart

01

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.

02

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.

03

Own Sourcing Model

- 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; DST model of CGCL eliminates this.

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.

06

Adequate Liquidity

- Positive ALM in <1 Year, 1-5 Years and >5 years.
- Adequate credit lines available from banks.
- Well-capitalized for medium term growth.

Assessing Cashflows
(ability to pay)

Primary Property as Collateral
(ensuring intention)

A High Yielding Secured Urban
Retail Portfolio

Operating Efficiency: Adopting Low-Cost Hub & Spoke Model



Hub

Area Managers

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

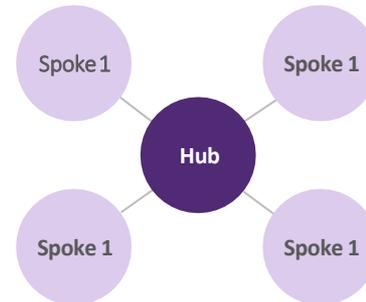


Spoke

- 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



Q2FY22
Region / Hubs: 20
Spokes: 79

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**



Integrated 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

CRM



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

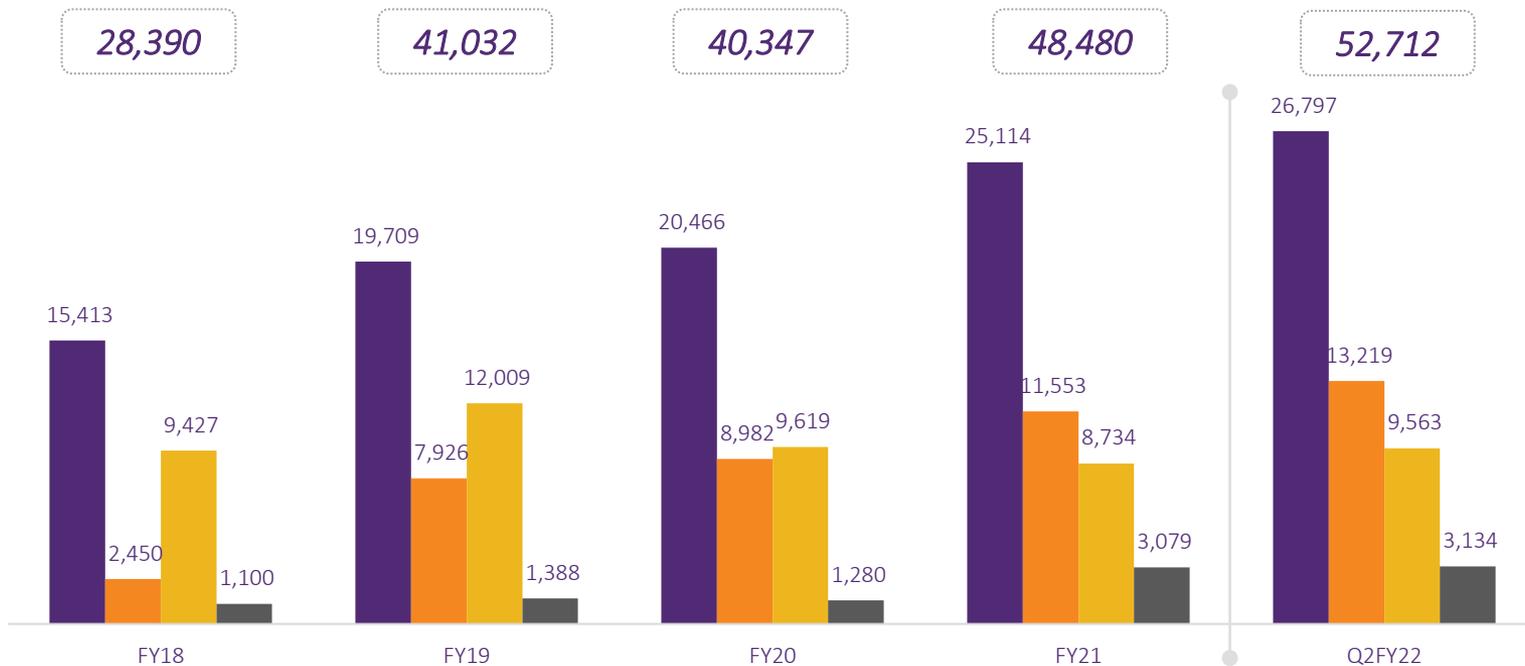
CapriPedia



AUM : Growth Rebounding

AUM Segmental Break Up (INR Mn)

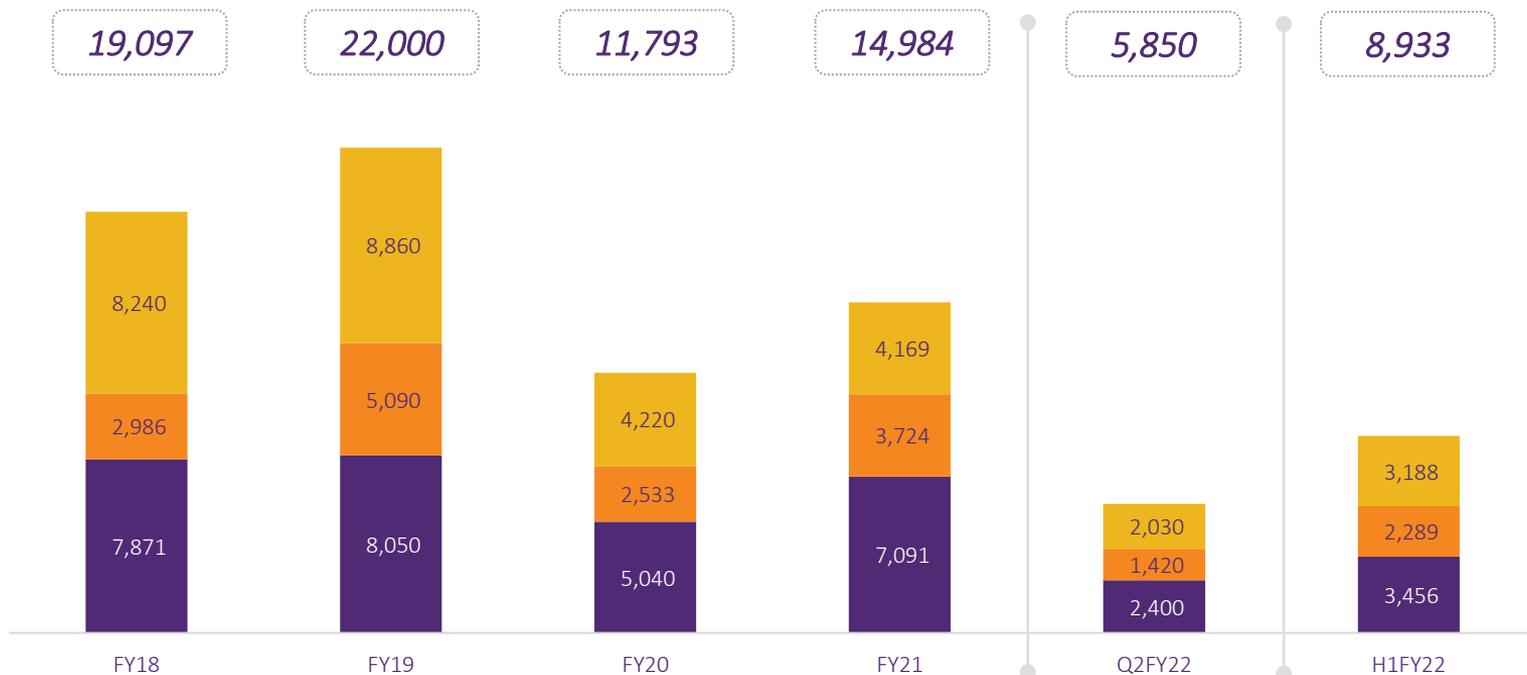
■ MSME ■ HF ■ CF ■ IL



Disbursals : Strong Pick-up Post Second Lockdown

Disbursals (INR Mn)

■ MSME ■ HF ■ CF





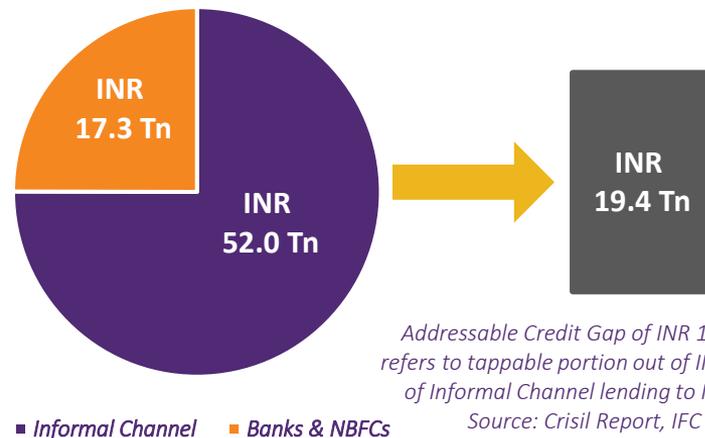
BUSINESS SEGMENTS

MSME Lending: A Huge Unexplored Opportunity

	FY16	FY21
MSME Systemic Credit (INR)	9.6 Tn	19.2 Tn
Non-Banks Market Share	8%	10.4%

Source: SIDBI MSME Pulse Reports

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.
- MSME Pulse Reports indicate stronger asset quality in Rs1-5mn sub-segment of MSME. CGCL focuses on Rs1-2mn ticket sizes.

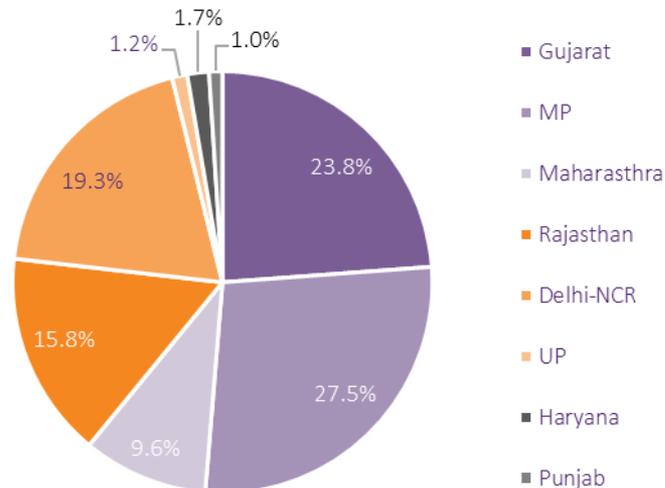
MSME: Small Loans, Big Opportunity



Focus Area

- Self Employed Individuals – Provision stores, retail outlets, handicrafts etc.
- Small enterprises with inadequate income documentation proof; Sourced directly.
- In-house sourcing team – 99 Branches; 100% Direct Sourcing vs 55% in FY18.

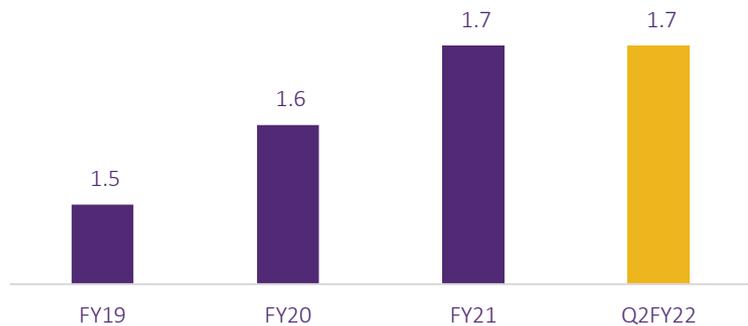
Geographical Distribution (Value-Wise)



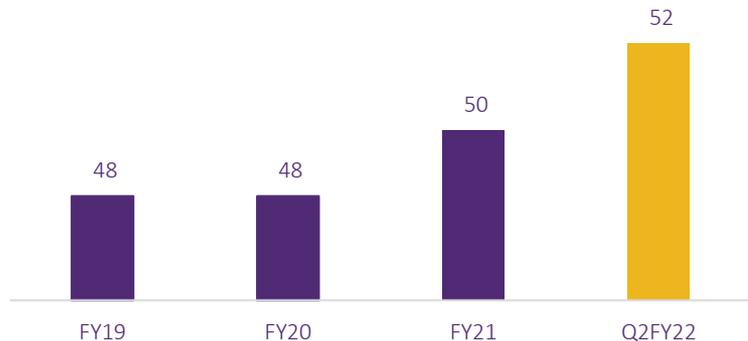
AUM	Disbursements	Avg. Ticket Size (Q2FY22)	Customers
INR 26,797 Mn / 26% YoY Q2FY22	INR2,400 Mn / 2.5x YoY Q2FY22	INR 1.6 Mn On Loan Book	+23,000 businesses financed
INR 25,114 Mn / 20% YoY FY21	INR7,091 Mn / 41% YoY FY21	INR 1.7 Mn On Disbursement	17,135 active customers

MSME: CGCL's Growth Driver

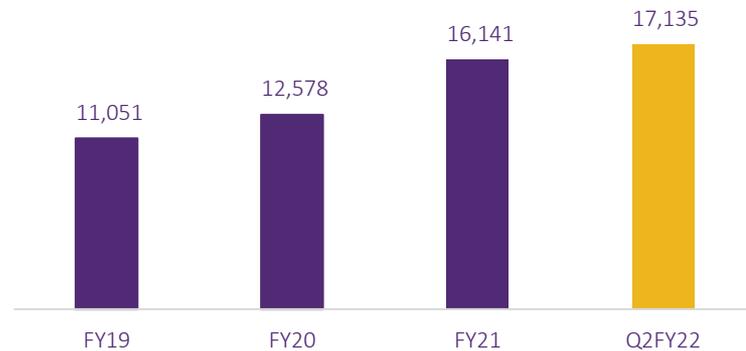
Average Ticket Size (INR Mn)



Loan to Value (%)



Live Accounts

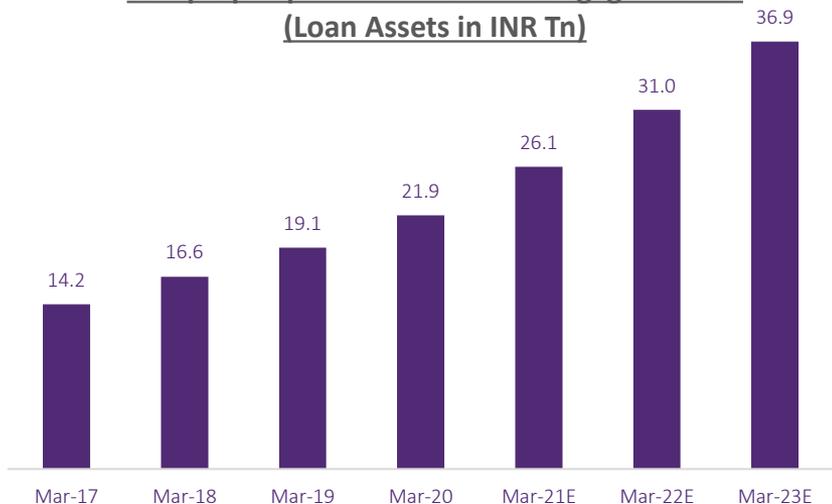


Loan Yields (%)

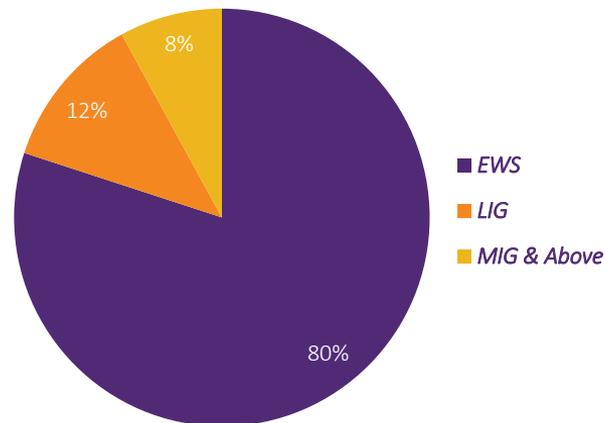


Affordable Housing: Large Demand & Low Formal Financing

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



Housing Shortage – Socio Economic Group Wise



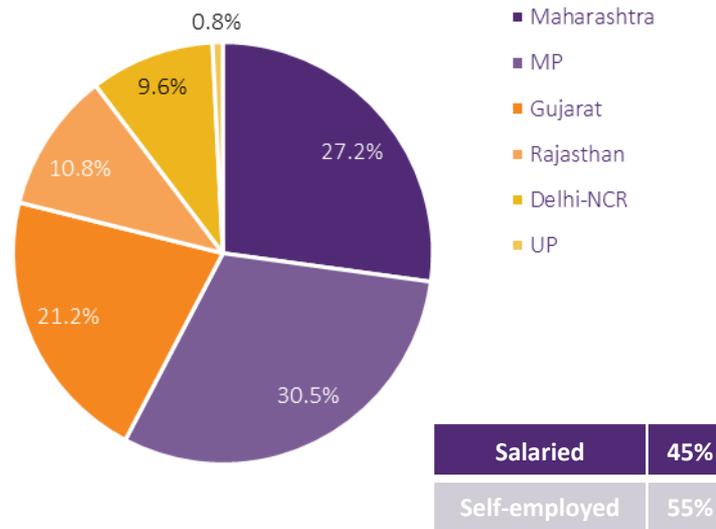
- Under penetrated mortgage market, rising urbanization coupled with increase in housing demand is leading to mortgage market expansion; Urban Housing shortage pegged to reach 34.1 million units by 2022
- 90%+ of the shortage corresponds to Lower Income Group (LIG) & Economically Weaker Sections (EWS)
- In 2015, the Government of India launched the “Housing for all by 2022” scheme with Pradhan Mantri Awas Yojana (PMAY)
- Capri Global Housing Finance signed 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

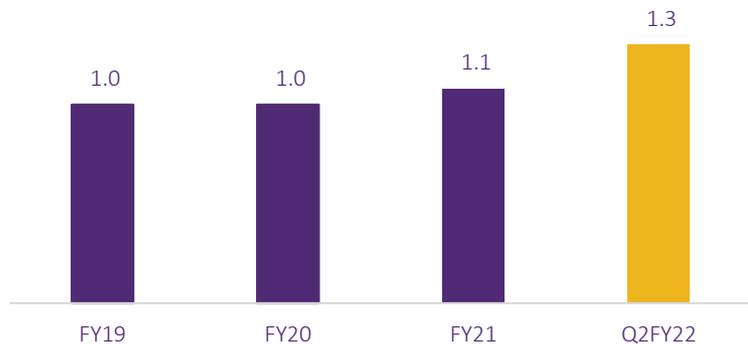
- Serves middle and lower middle income population in Tier 2 and 3 cities
- Ventured in 2016 through its subsidiary – Capri Global Housing Finance Limited
- Targeting existing customers via cross-selling within the MSME segment



AUM	Disbursements	Avg. Ticket Size (Q2FY22)	Customers
INR 13,219 Mn / 44% YoY Q2FY22	INR 1,420 Mn / 2.6x YoY Q2FY22	INR 0.9 Mn On Loan Book	16,000+ families empowered
INR 11,552 Mn / 29% YoY FY21	INR 3,724 Mn / 47% YoY FY21	INR 1.3 Mn On Disbursement	14,154 active customers

Housing Finance: Exponential Growth Potential

Average Ticket Size (INR Mn)



Loan to Value (%)



Live Accounts



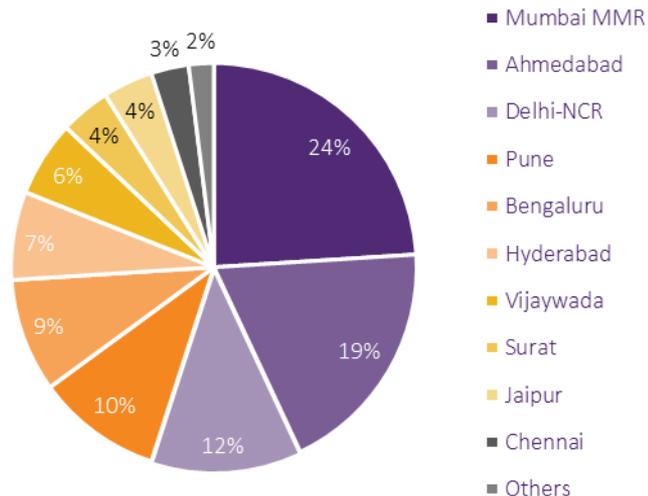
Loan Yields (%)



Construction Finance: Building a Sustainable Future

Focus Area

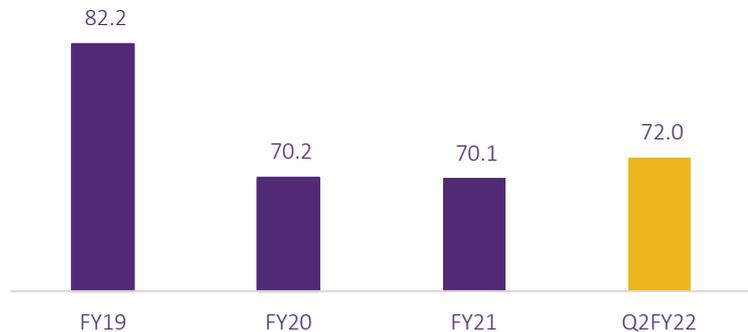
- Construction linked loans to small and midsize real estate developers
- Comprehensive framework for project selection and credit appraisal
- Competitive rates for high quality, multi-family real estate projects



AUM	Disbursements	Avg. Ticket Size	No. of Projects
INR 9,563 Mn / 4% YoY Q2FY22 ----- INR 8,734 Mn / -9% YoY FY21	INR 2,030 MN/ 5.5x YoY Q2FY22 ----- INR 4,169 MN / -1% YoY FY21	INR 72 Mn On Loan Book ----- INR 158 Mn On Sanction	133

Construction Finance: High Yield, Well Managed Risks

Average Ticket Size (INR Mn)



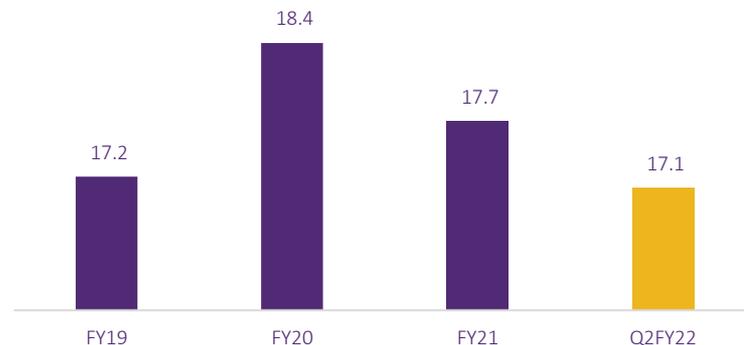
No. of Projects



LTV (%)



Loan Yields (%)

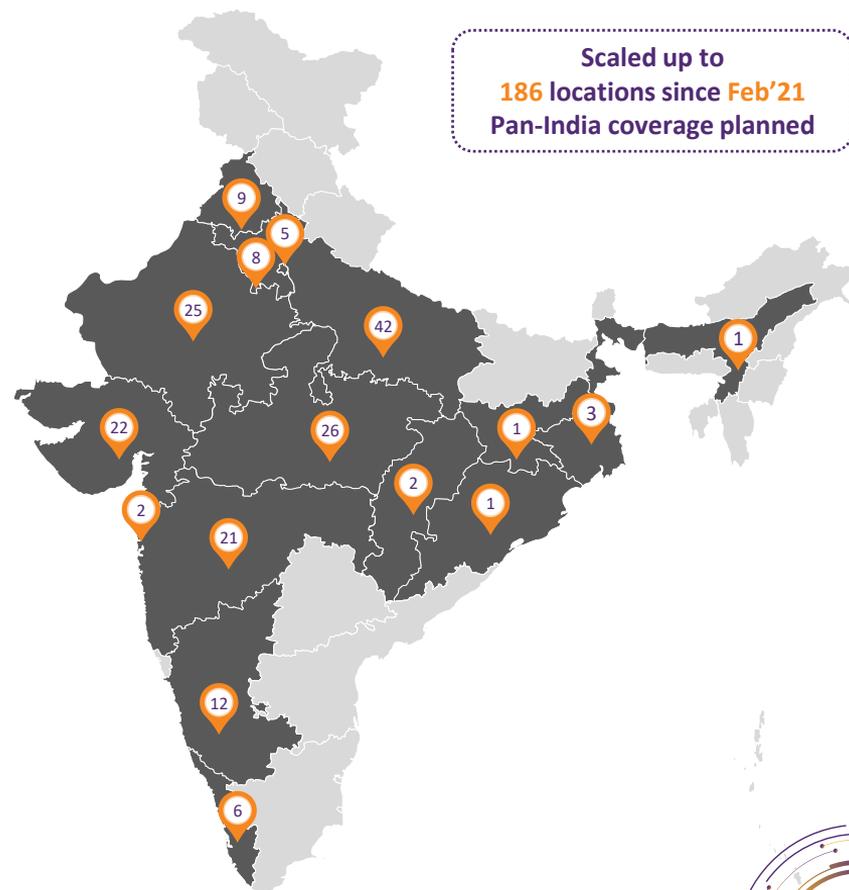
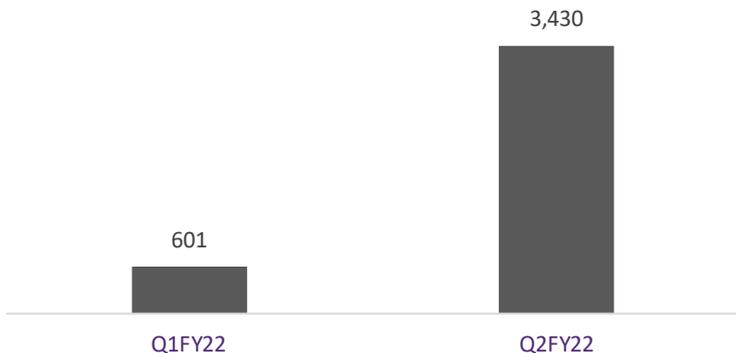


Car Loan Distribution: Robust Fee Potential

Team Expansion To Continue

- Tie-ups with commercial banks to distribute their new car loan products for a fee consideration. Current tie-ups with IOB, YES, and UNIONBANK. More tie-ups in offing.
- Balance sheet light model.
- Team size of 300+ as of Q2FY22.

Robust Distribution Volume (INR Mn)



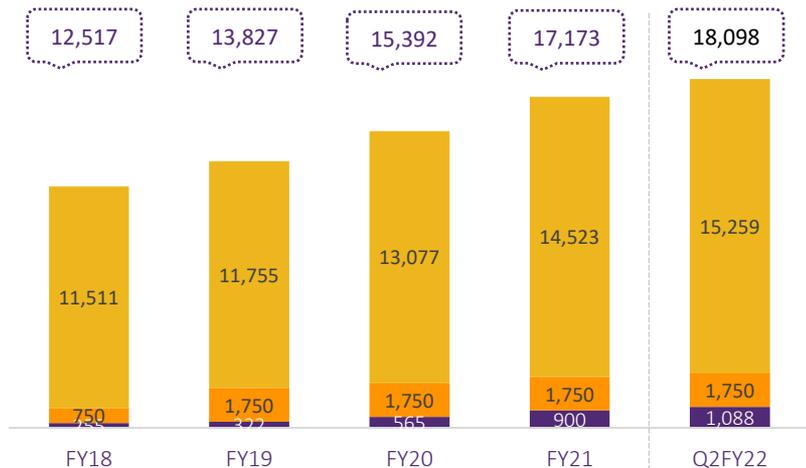


CAPITAL AND LIQUIDITY

Well Capitalized For Medium Term Growth

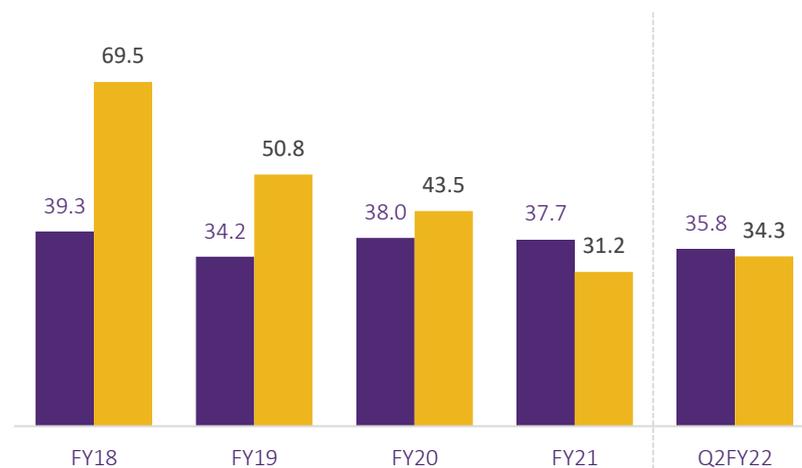
Consolidated Networkw (INR Mn)

■ CGHFL Surplus ■ Inv. In CGHFL (incl. premium) ■ CGCL Network (excl. inv. in subs.)



Capital Adequacy (%)

■ CGCL ■ CGHFL



Adequate cash position on balance sheet

+

Strong capital adequacy to support future growth

+

Undrawn credit lines of INR 3.5 Bn including the unutilized CC limit

=

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

Liquidity Position : Continue to Maintain Adequate Buffer

Particulars (INR Mn)	CGCL (Standalone)	CGHFL	Consolidated
Limits Sanctioned	34,650	18,650	53,300
Limits Availed	34,156	15,600	49,756
Un-Drawn	494	3,050	3,544
Repaid	7,313	3,690	11,003
Outstanding	26,843	11,910	38,753
Total no. of relationship maintained	17	12	
Limits Sanctioned in FY22	1,000	1,000	2,000

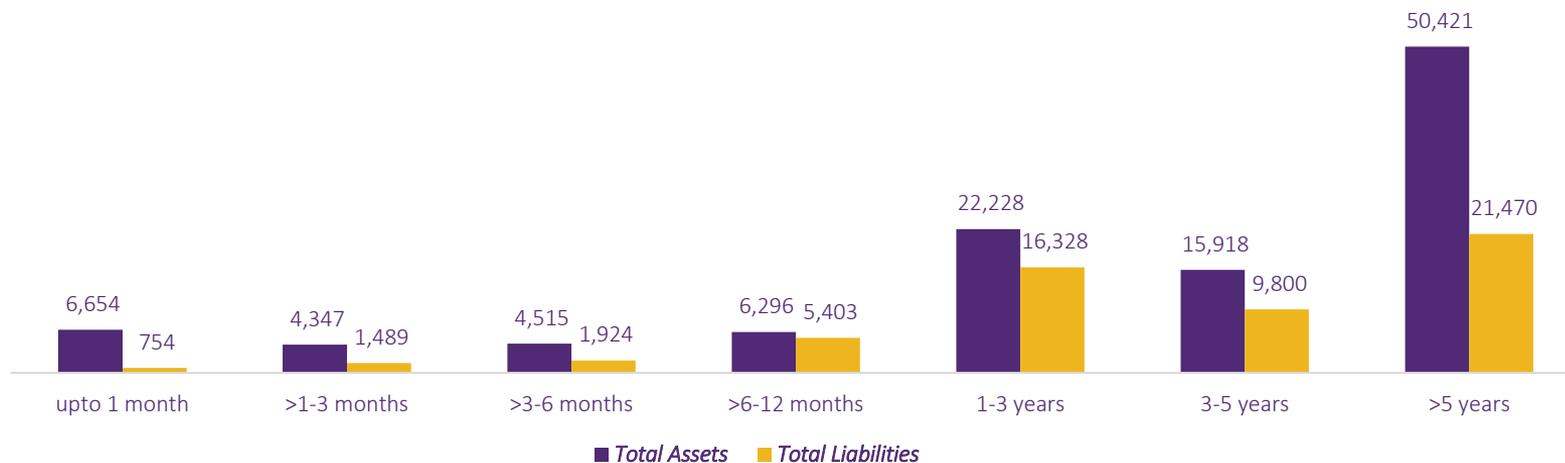
- CGCL has active borrowing relationship with 17 Financial Institutions across PSU, Private Sector Banks, Foreign Banks, Mutual funds, Life Insurance companies and Public sector Financial Institutions.
- The company shall be looking to further diversify its source of funds.

Liquidity Position : Repayment of High-Cost Loans

Particulars (INR Mn)	CGCL (Standalone)	CGHFL	Consolidated
Dues during FY2021-22 (exc. Prepayments made in FY22)	6,483	2,369	8,852
Payment made as per schedule (A)	877	221	1,098
Prepayments made for the year (B)	2,768	1,362	4,130
Total repayments/prepayments (A+B)	3,645	1,582	5,228
Balance Payment for FY2021-22	2,838	786	3,624
Additional prepayments beyond FY2021-22 (C)	0	56	56
Total Repayments / Prepayments (A+B+C)	3,645	1,638	5,283

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	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							

Have consistently remained cautious about short-term asset & liability mismatches by ensuring optimally matched Balance Sheets

* as of Q4FY21

Asset-Liability Position : Well-Balanced for Short Term*

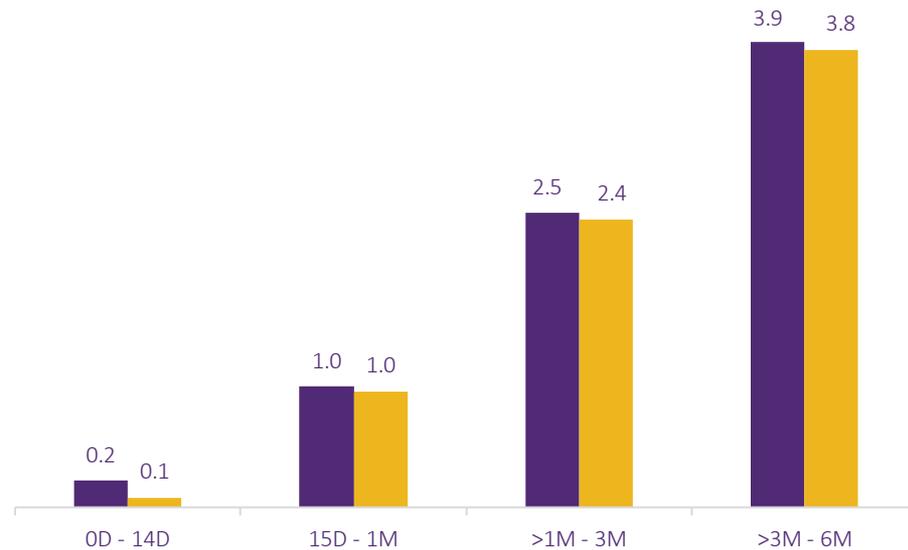
ALM Position : CGCL (Standalone)

■ Inflows ■ Outflows



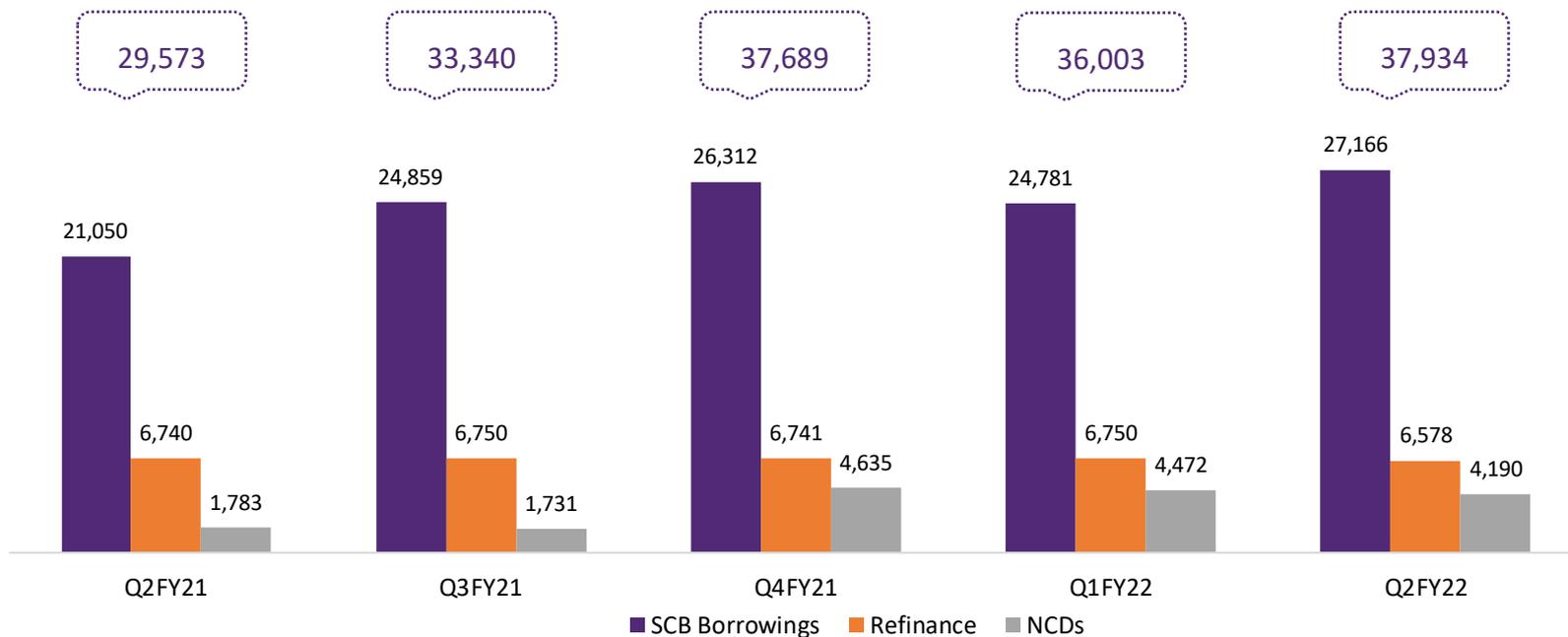
ALM Position : CGHFL

■ Inflows ■ Outflows



*for H2FY22

Liability Mix : Steady Diversification In Borrowings



- Nil exposure to short-term money market instruments.
- CGCL's prudence in having higher share of long-term borrowings resulted in positive ALM across buckets on cumulative basis



ASSET QUALITY

Asset Quality : Consolidated Stage Analysis As per IND-AS

INR Mn except stated

ECL Analysis As Per IndAS	Q2FY22	Q1FY22	Q4FY21	Q3FY21	Q2FY21
Stage 1 & 2 - Gross	51,006	47,693	46,870	39,515	40,711
Stage 1 & 2 - ECL Provisions	918	823	730	603	320
Stage 1 & 2 - Net	50,089	46,870	46,140	38,912	40,391
Stage 1 & 2 - ECL Provisions %	1.80%	1.72%	1.56%	1.53%	0.79%
Stage 3 – Gross	1,715	1,702	1,613	825	902
Stage 3 – ECL Provisions	487	485	450	345	532
Stage 3 – Net	1,228	1,217	1,163	480	370
Stage 3 – ECL Provisions %	28.4%	28.5%	27.8%	41.8%	59.0%
Total ECL Provisions	1,404	1,308	1,180	948	852
Stage 3 % – Gross NPA	3.25%	3.45%	3.32%	2.10%	2.18%
Stage 3 % – Net NPA	0.61%	0.81%	0.91%	Negative	0.12%
Provision Coverage Ratio %	81.9%	76.4%	73.1%	114.9%	94.5%
Restructured Assets	2,312	2,038	1,843	1,100	0
Restructured Assets (%)	4.4%	4.1%	3.8%	2.7%	0.0%
Prov. on Restr. Assets	295	252	230	110	0
Prov. on Restr. Assets (%)	12.8%	12.3%	12.5%	10.0%	-

- Std. restructured assets: MSME Rs 2,115mn (7.9% of MSME AUM), Housing Rs 136mn (1% of Housing AUM), CF & IRL – NIL
- Overall restructured assets 4.4% of AUM in Q2FY22.

NPA Analysis : Short Term Headwinds

CGCL (Consolidated) (INR MN)	FY18	FY19	FY20	FY21
GNPA	434	561	952	1,609
NNPA	185	445	312	434
Provisions	250	116	640	1,175
Gross NPA%	1.5%	1.5%	2.4%	3.3%
Net NPA%	0.7%	0.5%	0.8%	0.9%
Coverage Ratio*	57.5%	63.9%	67.2%	73.1%

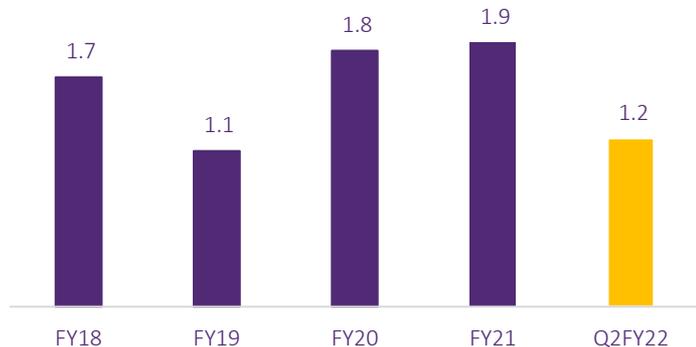
GNPA Product Segment wise – Q2FY22		
Product Segment	GNPA %	NNPA %
MSME	5.2%	1.2%
Construction Finance	0.2%	-
Housing Finance	1.8%	-
Total (Consolidated)	3.3%	0.6%

- MSME Stage 2 at 11% (11.7% in Q1FY22), Housing Finance Stage 2 at 9.5% (10.4% in Q1FY22) and Construction Finance Stage 2 at 4.1% (3.2% in Q1FY22).

* Coverage ratio is computed considering aggregate ECL provisions.

Asset Quality : Net NPAs* Improving

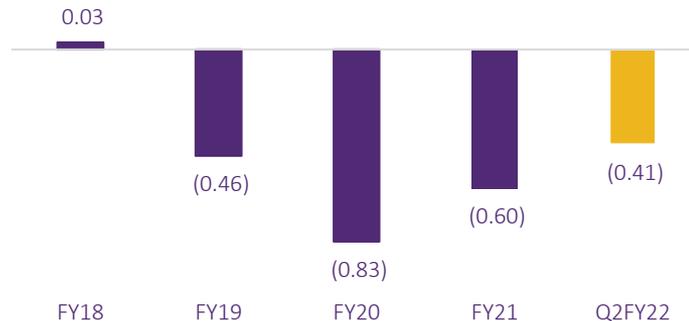
MSME (%)



Housing Finance (%)



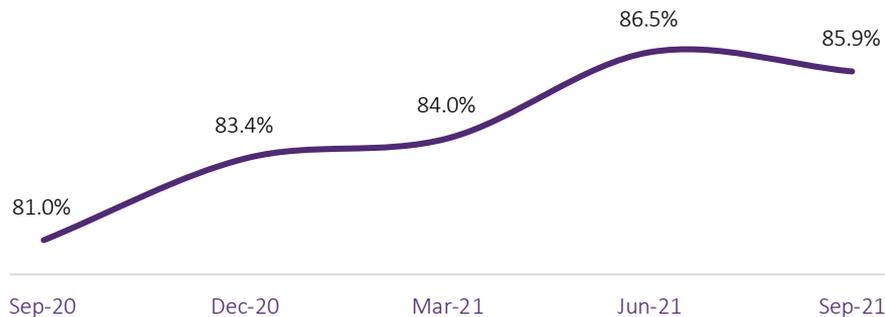
Construction Finance (%)



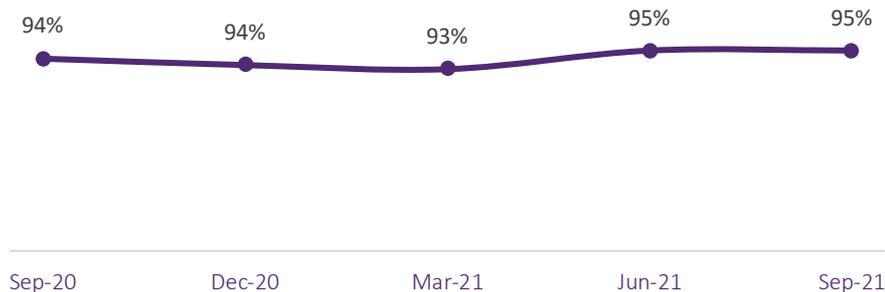
*Net NPAs arrived at after considering aggregate ECL provisions.

Collection Efficiency : Performance in EMI Servicing Continues

MSME Collection Efficiency (by POS)



Housing Finance Collection Efficiency (by POS)



MSME: Slow Reversion to Normalcy

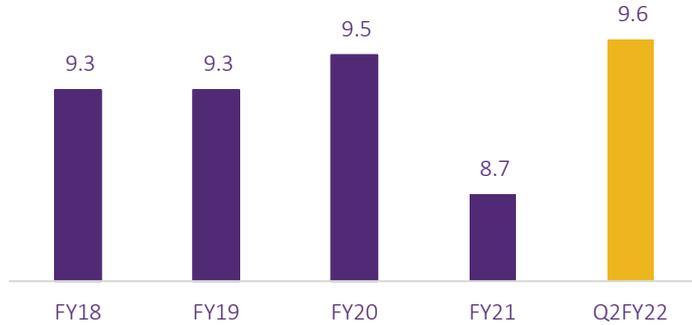
- MSME portfolio consistently showed a slight dip over Q1FY22 collection efficiency.
- There are short term challenges in getting back to normalcy in collections.

Housing Finance: Steady Improvement

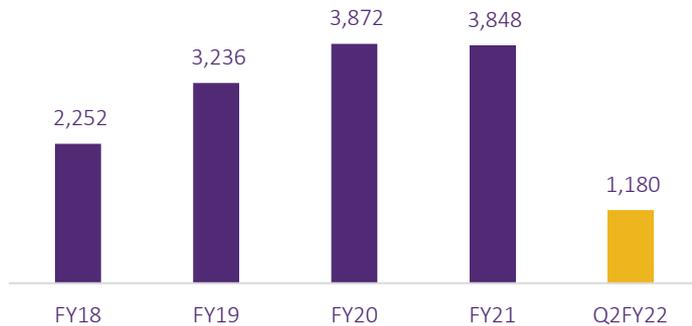
- Collection efficiency in Affordable Housing was stable in Q2FY22.

Over The Years...

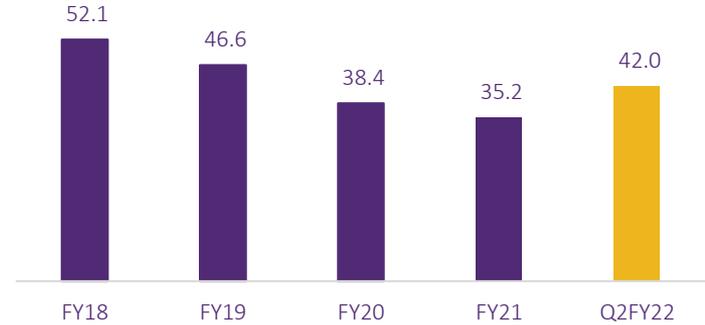
NIM (%) : Rebound In NIMs With Decline In Excess Liquidity



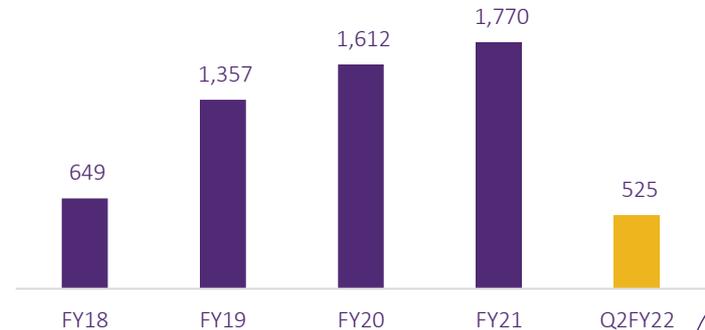
NII (INR Mn)



Cost-Income (%) : Short Term Bump

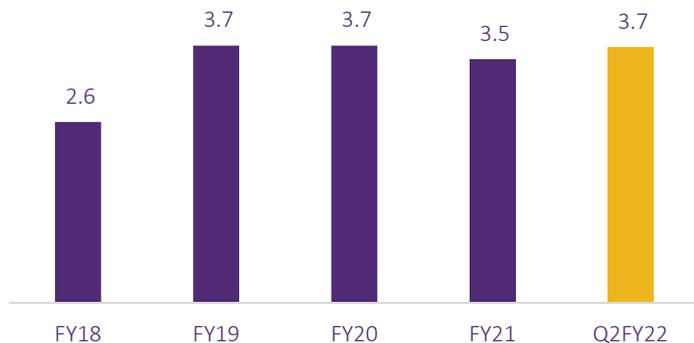


PAT (INR Mn)

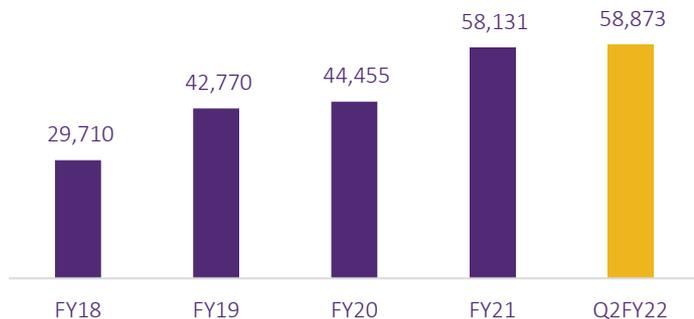


Over The Years...

Return on Average Assets (%) : Stable In A Challenging Year



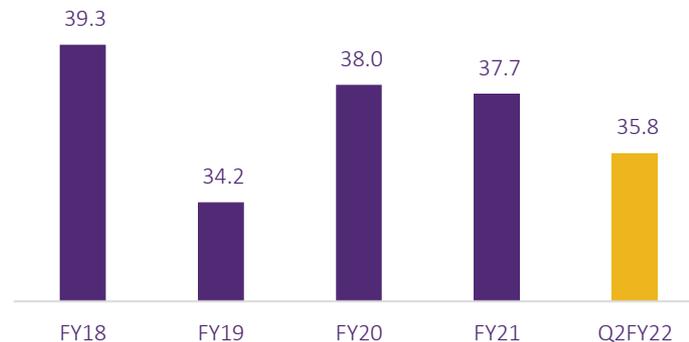
Total Assets (INR Mn)



Return on Average Equity (%) : Stable In A Challenging Year



Capital Adequacy (%) (Standalone)



CGCL Consolidated Income Statement : Quarterly Comparison

Particulars (INR Mn)	Q2FY22	Q2FY21	Y-o-Y (%)	Q1FY22	Q-o-Q (%)
Interest earned	1,980	1,743	13.6%	1,875	5.6%
Interest expended	799	688	16.1%	771	3.6%
Net interest income	1,180	1,054	12.0%	1,104	7.0%
Non-interest income	217	126	72.4%	124	76.0%
Core operating income	159	81	96.6%	92	72.7%
Other income	58	45		32	
Total income	1,398	1,180	18.4%	1,227	13.9%
Operating expenses	587	356	64.9%	439	33.8%
Employee cost	424	243	74.5%	323	31.1%
Other operating expenses	163	113	44.3%	116	41.2%
Operating profit	811	825	-1.7%	789	2.8%
Total provisions	107	5		182	
ECL provisions	92	3		131	
Write-offs	15	2		51	
Profit before tax	704	820	-14.1%	606	16.2%
Tax	180	210		147	
Implied tax rate	25.5%	25.6%		24.2%	
Profit after tax	525	610	-14.0%	459	14.2%
EPS (diluted) (Rs.)	2.97	3.46		2.60	

CGCL Consolidated Balance Sheet : Quarterly Comparison*

Particulars (INR Mn)	Q2FY22	Q2FY21	Y-o-Y (%)	Q1FY22	Q-o-Q (%)
Paid-up equity	351	350	0.1%	351	0.0%
Reserves and surplus	17,747	16,033	10.7%	17,286	2.7%
Networth	18,098	16,383	10.5%	17,637	2.6%
Bank borrowings and refinance	31,356	22,833	37.3%	29,253	7.2%
NCDs	6,578	6,740	-2.4%	6,750	-2.5%
Other liabilities and provisions	2,840	890	219.2%	1,718	65.4%
Total shareholders' equity and liabilities	58,873	46,847	25.7%	55,357	6.4%
Cash and bank balances	1,367	716	90.9%	1,094	24.9%
Investments	5,702	4,799	18.8%	5,668	0.6%
Assets under financing activities	50,735	40,469	25.4%	47,674	6.4%
Other assets	1,069	863	23.9%	921	16.1%
Total assets	58,873	46,847	25.7%	55,357	6.4%

* Q1FY22 balance sheet was not subject to audit review.

CGHFL Income Statement : Quarterly Comparison

Particulars (INR Mn)	Q2FY22	Q2FY21	Y-o-Y (%)	Q1FY22	Q-o-Q (%)
Interest earned	437	345	26.5%	395	10.5%
Interest expended	228	201	13.6%	212	7.7%
Net interest income	209	145	44.4%	184	13.8%
Non-interest income	64	61	4.2%	41	55.8%
Core operating income	21	11	99.3%	6	272.8%
Other income	43	51	-15.8%	35	20.7%
Total income	273	206	32.4%	225	21.4%
Operating expenses	93	83	12.2%	73	26.4%
Employee cost	53	46	14.6%	44	19.5%
Other operating expenses	40	37	9.2%	29	36.5%
Operating profit	180	123	46.0%	151	19.0%
Total provisions	42	2		52	
ECL provisions	42	2		52	
Write-offs	0	0		0	
Profit before tax	138	121	13.6%	100	38.3%
Tax	28	31		19	
Implied tax rate	20.2%	25.2%		19.2%	
Profit after tax	110	91	21.1%	81	36.4%
EPS (diluted) (Rs.)	1.81	1.50		1.33	

CGHFL Balance Sheet : Quarterly Comparison*

Particulars (INR Mn)	Q2FY22	Q2FY21	Y-o-Y (%)	Q1FY22	Q-o-Q (%)
Paid-up equity	607	607	0.0%	607	0.0%
Reserves and surplus	2,231	1,753	27.3%	2,123	5.1%
Networth	2,838	2,360	20.3%	2,730	4.0%
Borrowings	12,202	8,955	36.3%	10,650	14.6%
Other liabilities and provisions	216	135	60.1%	354	-38.9%
Total shareholders' equity and liabilities	15,257	11,450	33.2%	13,734	11.1%
Cash and bank balances	353	1,422	-75.1%	324	9.2%
Investments	1,931	982	96.6%	1,489	29.7%
Assets under financing activities	12,768	8,924	43.1%	11,780	8.4%
Other financial assets	25	31	-18.3%	15	68.0%
Other non-financial assets	179	91	96.8%	126	41.8%
Total assets	15,257	11,450	33.2%	13,734	11.1%

* Q1FY22 balance sheet was not subject to audit review.

CGCL Consolidated Income Statement : Annual Comparison

Profit and Loss A/c (INR Mn)	FY17	FY18	FY19	FY20	FY21
Interest income	2,021	3,219	5,307	6,700	6,735
Interest expenses	380	967	2,071	2,828	2,887
Net interest income	1,641	2,252	3,236	3,872	3,848
Other income	330	210	586	433	636
Fees	137	195	558	399	626
Other income	194	15	27	34	11
Net income	1,971	2,462	3,822	4,305	4,484
Operating expenses	878	1,285	1,790	1,732	1,520
Employee expenses	546	813	1,175	1,188	994
Other expenses	332	471	614	544	526
Operating profit	1,093	1,178	2,032	2,573	2,964
Provisions	137	95	165	353	607
ECL provisions	137	69	99	299	545
Write-offs	0	26	67	54	62
Profit before tax	955	1,082	1,867	2,220	2,357
Taxes	374	433	510	607	588
Tax rate (%)	39.2%	40.0%	27.3%	27.4%	24.9%
Profit after tax	581	649	1,357	1,612	1,770
<i>Earnings per share (Diluted) (Rs.)</i>	<i>3.32</i>	<i>3.70</i>	<i>7.70</i>	<i>9.15</i>	<i>10.03</i>

PAT CAGR of 32%
FY17-FY21

* FY17 reporting as per IGAAP, FY18 onwards reporting as per Ind-AS.

CGCL Consolidated Balance Sheet : Annual Comparison

Balance Sheet (INR Mn)	FY17	FY18	FY19	FY20	FY21
Liabilities					
Paid-up equity	350	350	350	350	351
Reserves	11,256	12,166	13,477	15,042	16,822
Networth	11,607	12,517	13,827	15,392	17,173
Borrowings	5,795	15,661	27,687	28,366	37,689
Other liabilities	2,459	1,533	1,256	657	3,269
Total liabilities	19,861	29,711	42,770	44,415	58,131
Assets					
Cash and equivalents	114	483	1,691	742	2,242
Investments	681	556	93	3,607	8,075
Loans	18,096	27,974	40,222	39,288	46,863
Other assets	970	698	764	777	951
Total assets	19,861	29,711	42,770	44,415	58,131

Low leverage offers robust growth runway over medium term.

~3x growth in balance sheet in 4 years.

~2.6x growth in loan book in 4 years.

* FY17 reporting as per IGAAP, FY18 onwards reporting as per Ind-AS.

CGCL Consolidated Earnings : Du Pont Analysis

RoA Tree (%)	FY17	FY18	FY19	FY20	FY21
Interest income	12.2	13.0	14.6	15.4	13.1
Interest expenses	2.3	3.9	5.7	6.5	5.6
Net interest income	9.9	9.1	8.9	8.9	7.5
Other income	2.0	0.8	1.6	1.0	1.2
Fees	0.8	0.8	1.5	0.9	1.2
Other income	1.2	0.1	0.1	0.1	0.0
Net income	11.9	9.9	10.5	9.9	8.7
Operating expenses	5.3	5.2	4.9	4.0	3.0
Employee expenses	3.3	3.3	3.2	2.7	1.9
Other expenses	2.0	1.9	1.7	1.2	1.0
Operating profit	6.6	4.8	5.6	5.9	5.8
Provisions	0.8	0.4	0.5	0.8	1.2
ECL provisions	0.8	0.3	0.3	0.7	1.1
Write-offs	0.0	0.1	0.2	0.1	0.1
Profit before tax	5.8	4.4	5.2	5.1	4.6
Taxes	2.3	1.7	1.4	1.4	1.1
Profit after tax (RoA)	3.5	2.6	3.7	3.7	3.5

RoAs averaged
3.5% FY17-FY21.

* FY17 reporting as per IGAAP, FY18 onwards reporting as per Ind-AS.



Way Forward...

Way Forward : FY22E and Beyond



AUM growth has picked up momentum and we expect it to sustain in H2FY22, expect full year growth at +20% YoY. CGCL well poised to deliver a 22-27% CAGR FY22E-FY27E in AUM growth.



Although asset quality warrants caution due to restructured portfolio, we expect risks to be temporary due to secured portfolio and subsequently recede.



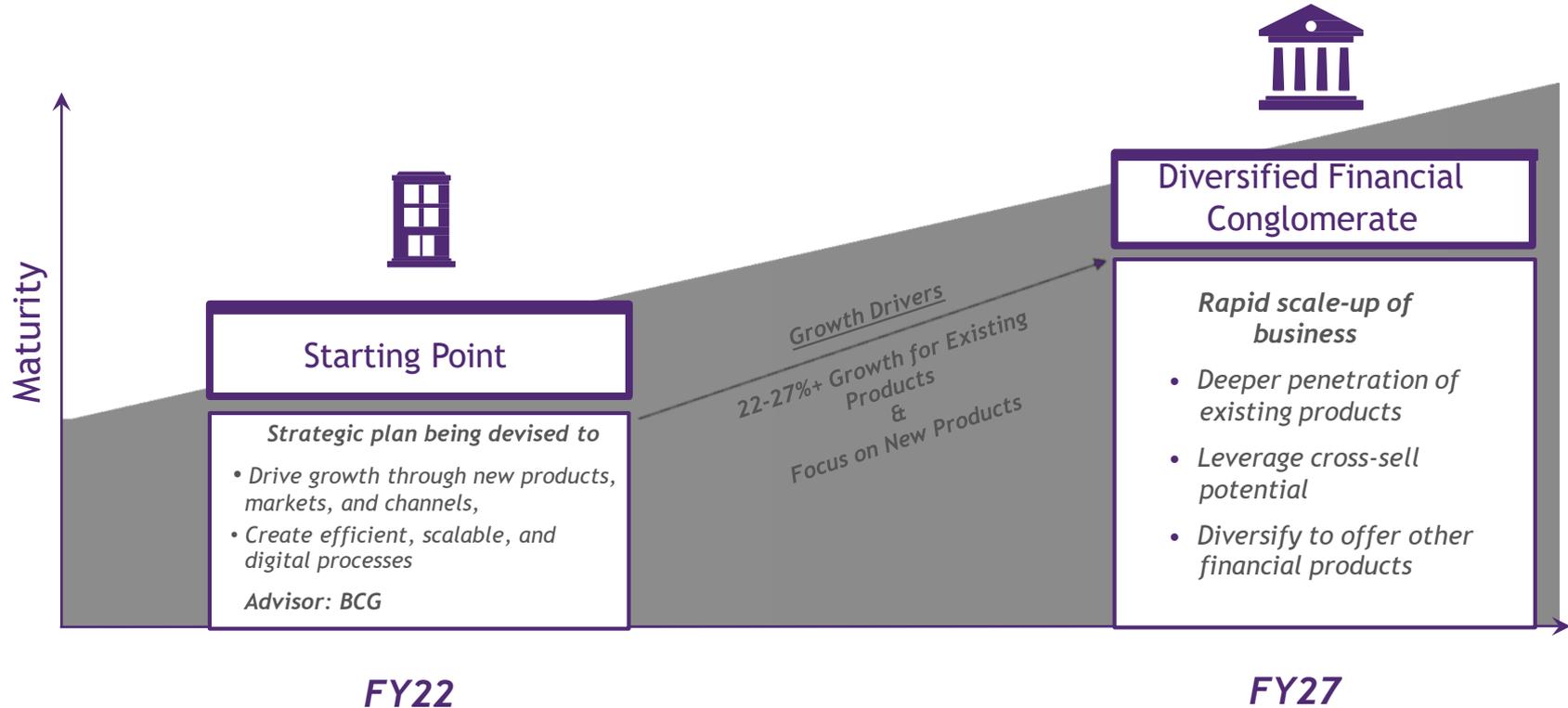
While credit costs have trended lower at 119bps (annualized) in H1FY22, our P&L is well positioned to absorb higher level if need be. Maintain Q4FY22 exit credit cost guidance of 120bps.



Shall continue to expand physical presence and employee base, in-line with growth requirements, target of doubling the branch network in next five years.



Medium Term Vision – Scale And Profitability





Leadership

Board of Directors & Strong Corporate Governance



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



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



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)

Corporate Governance Philosophy

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

Stable Leadership Team

MSME/Housing Finance



Amar Rajpurohit (Business Head – MSME & Home Loan) Ex-AU Financiers, Gruh Finance, DHFL with over 17 years of work experience, B.A., LLB
Vintage with CGCL: 3.5 years



Prasanna Kumar Singh (Group Collections Head) More than two decades of experience with various BFSI institutions; LLB, MBA
Vintage with CGCL: 7 months



Bhavesh Prajapati (Head – Credit, Risk & Policy) Ex-Aadhar Housing Finance, IDFC Ltd, DHFL with over 20 years of experience; MBA- ICFAI
Vintage with CGCL: 3 years



Hemant Dave (Head - Operations) Ex - Kotak Mahindra Bank, A. F. Ferguson with over 23 years of experience, CA;
Vintage with CGCL: 8.5 years



Bhupinder Singh (Head – Legal Litigation) More than a decade experience with various NBFCs in providing legal advice
Vintage with CGCL: 2 years

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
Vintage with CGCL: 5.5 years



Bhaskarla Kesav Kumar (Associate Director – Monitoring) Ex AGM and Unit Head of Corporate Relationships with SBI
Vintage with CGCL: 6.5 years



Vijay Kumar Gattani (Senior Vice President – Credit) Ex-ICICI Bank, Head of Credit & Policy- ICICI HFC with over 15 years of experience, CA
Vintage with CGCL: 6 years.

Technology



Rahul Agarwal (Chief Technology Officer) Ex-Policy Bazaar, Lava International, IndiaHomes.com with over 17 years of experience, M. Tech (IIT-D)
Vintage with CGCL: 4 months

Corporate Functions



Ashok Agarwal (Associate Director – Accounts, Legal & Compliance) Previously practicing CA with over 26 years of experience, CA and CS
Vintage with CGCL: 13.5 years



Suresh Gattani (Associate Director Finance) Ex-Aditya Birla, two decades plus experience in accounts, finance, taxation and corporate planning
Vintage with CGCL 15.5 years



Vinay Surana (Head – Treasury) Ex-Founding Member, Axis Bank debt syndication with over 15 years of experience, CA
Vintage with CGCL: 13 years.



Yashesh Bhatt (VP - Compliance & Secretarial, CS) Previously associated with L&T Fin. Serv., Tata Hsg, M&M, RIL; 15 years of work exp; CS, LLB, MFM-JBIMS
Vintage with CGCL: 1 month

Key Partnerships

Lenders



State Bank of India



CAPRI GLOBAL
CAPITAL LIMITED

Thank you

For further information, please get in touch with:

Ravikant Bhat
ravikant.bhat@capriglobal.in
T: +91 72089 52880

Rajat Gupta
rajat@GoIndiaAdvisors.com
M: +91 9971897739

Sheetal Khanduja
sheetal@GoIndiaAdvisors.com
M: +91 97693 64166