

May 15, 2024

National Stock Exchange of India Limited Exchange Plaza, C-1, Block-G, Bandra Kurla Complex, Bandra (E), Mumbai - 400051 NSE Symbol: CSLFINANCE	BSE Limited Corporate Relationship Department Phiroze, Jeejeebhoy Towers, Dalal Street, Mumbai-400001 BSE Scrip Code: 530067
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Dear Sir / Ma'am,

Sub: Investor Presentation

Please find enclosed herewith the Copy of the Investor Presentation of the Company highlighting the performance and recent developments of the Company for the quarter and year ended March 31, 2024.

The Investor Update are also being disseminated on Company's website at www.csloffinance.in

This is for your kind information and record.

Thanking you,

Yours Faithfully,

For **CSL Finance Limited**

Rohit Gupta
Managing Director
(DIN: 00045077)

Encl: A/a



Q4 & FY24







Investor Presentation

FY24 Performance

- ➔ CSL Finance at a Glance
- ➔ FY24 - Financial Performance
- ➔ FY24 - Operational Performance

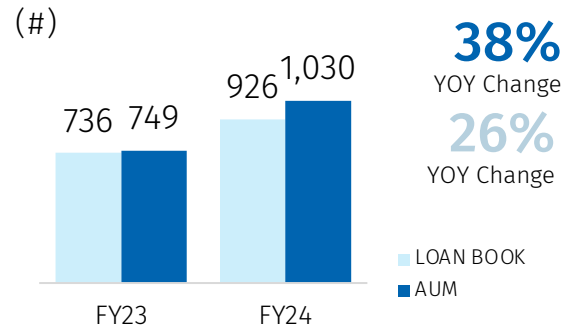


CSL Finance At A Glance

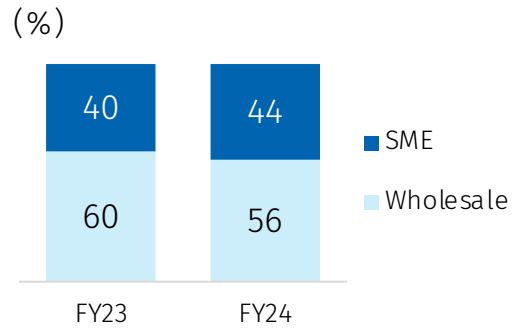
 Scale of Operations	 Distribution	 Loan Book Granularization	 Asset Quality	 Liability Profile	 Profitability
₹ 926 Crore Up 26% in FY24 Loan Book	29 Branches	99% Secured Loan Book	0.44% GNPA	23 Active Lender Relationships	₹ 120 Crore Up 38% in FY24 Net Interest Income
₹ 1,030 Crore Up 38% in FY24 Asset Under Management	421 Team Strength	44% SME Retail 56% Wholesale Loan Book Mix	0.25% NNPA	51% Capital Adequacy Ratio	₹ 63 Crore Up 39% in FY24 Net Profits
₹ 473 Crore Up 30% in FY24 Net Worth	7 States Present In (Clustered expansion strategy)	₹ 12 Lakh Average SME Ticket Size	270% Provision Coverage Ratio	~18% Fixed-rate yields on SME Portfolio	13.33% ROE
₹ 1,052 Crore Up 39% in FY24 Disbursements		₹ 12 Crore Average Wholesale Ticket Size		~17% Fixed-rate yields on Wholesale Portfolio	
	100% In-house sourcing & collections	2,814 Active SME Loan Accounts		1.06 Leverage Ratio	7.18% ROA
		71 Active Wholesale Loan Accounts			

FY24 - FINANCIAL PERFORMANCE

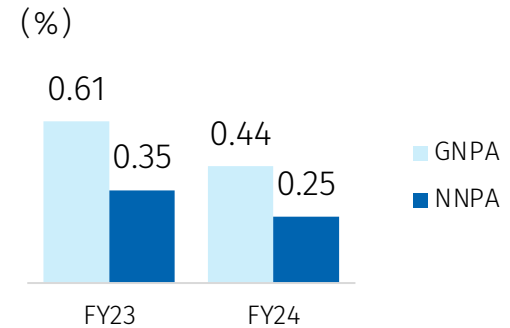
LOAN BOOK & AUM GROWTH



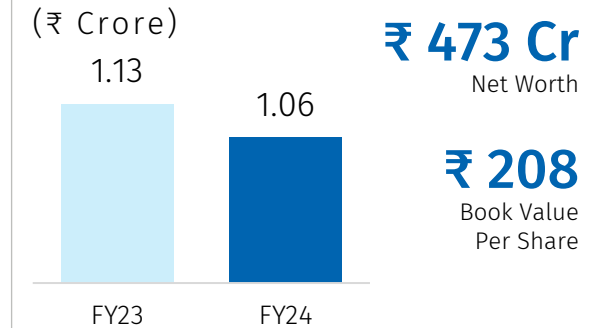
RATIONALISATION OF AUM-MIX IN FAVOUR OF SME VERTICAL



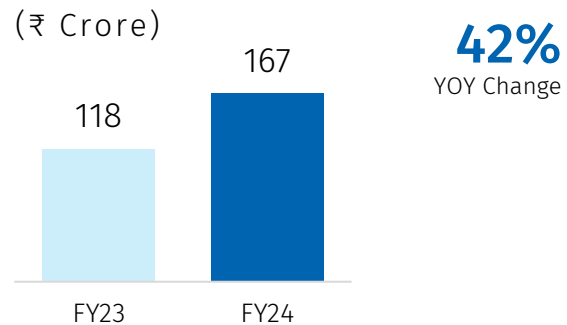
SUPERIOR & IMPROVING ASSET QUALITY



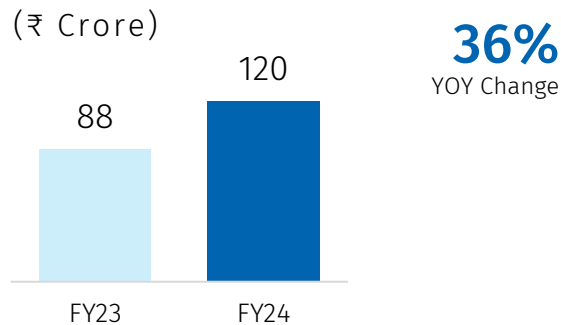
COMFORTABLE LEVERAGE: FURTHER HEADROOM TO GROW



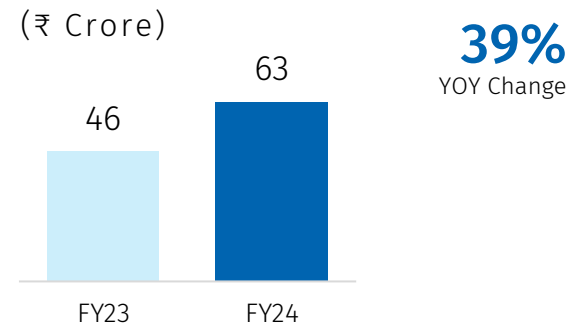
TOTAL INCOME GROWTH



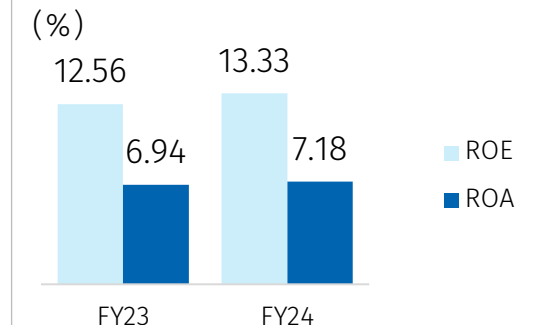
NET INTEREST INCOME GROWTH



PAT GROWTH

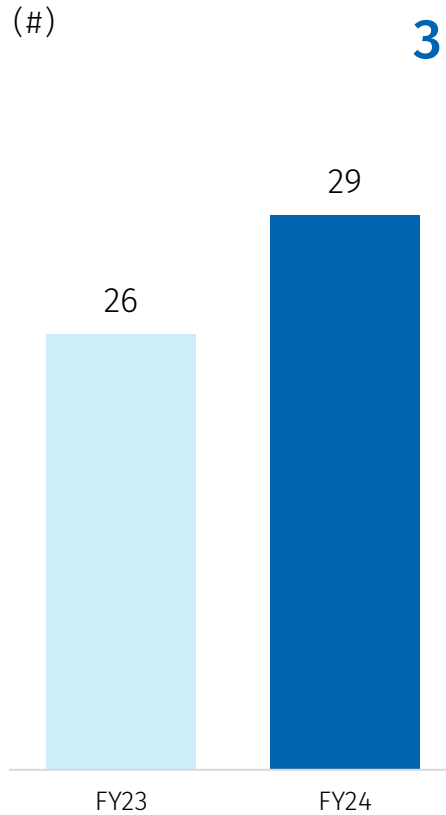


SUPERIOR CAPITAL RETURN RATIOS ROA & ROE

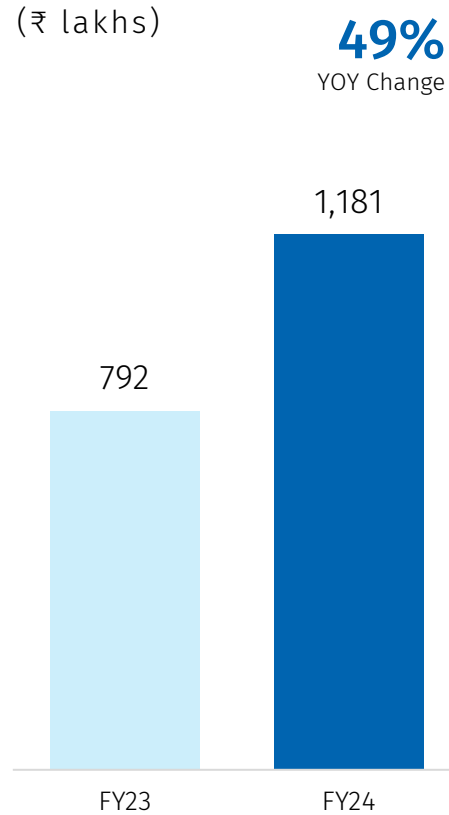


FY24 - OPERATIONAL PERFORMANCE

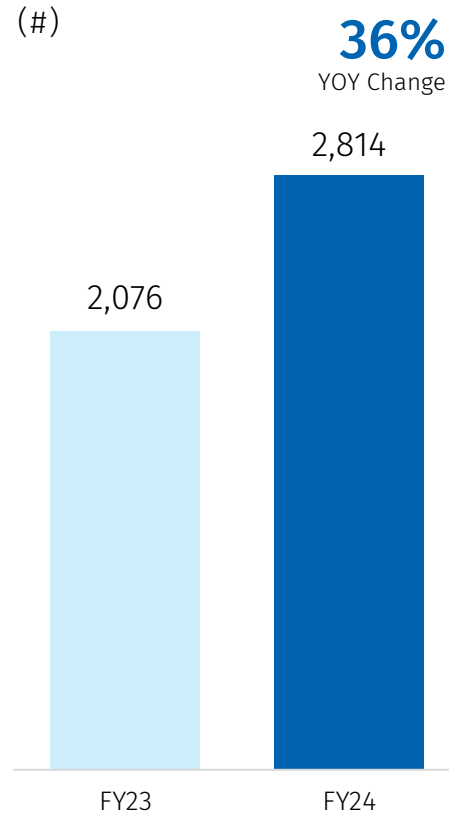
BRANCH NETWORK



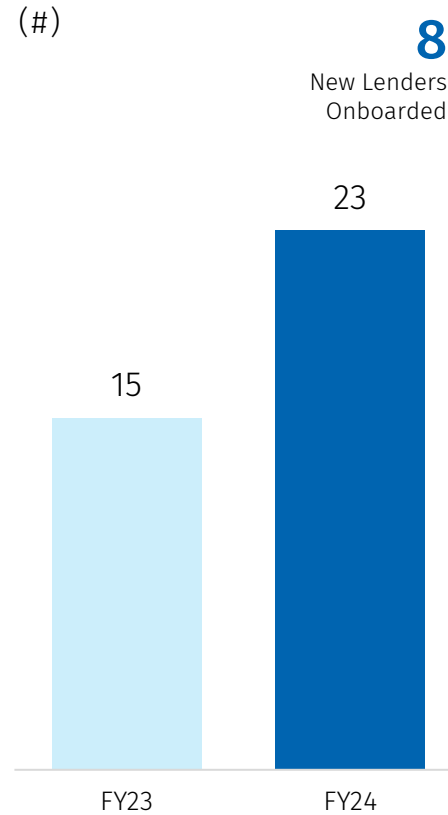
AUM PER BRANCH: SME (Excluding MSL)



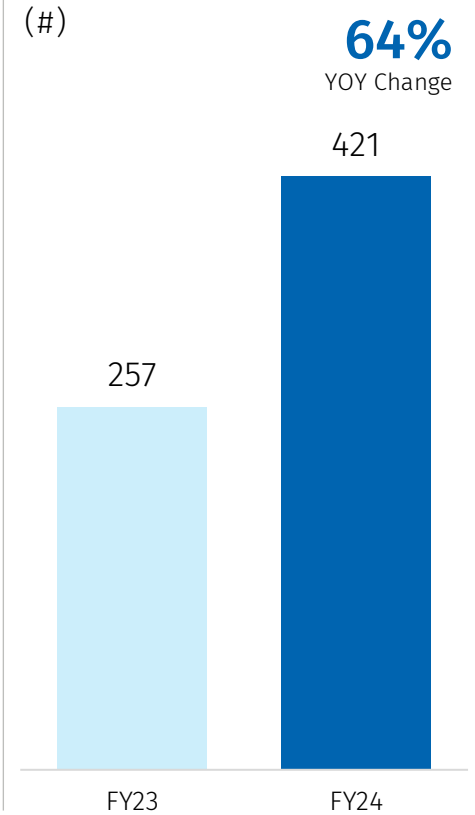
LOAN ACCOUNTS: SME (Excluding MSL)



LENDING PARTNERS



TEAM STRENGTH

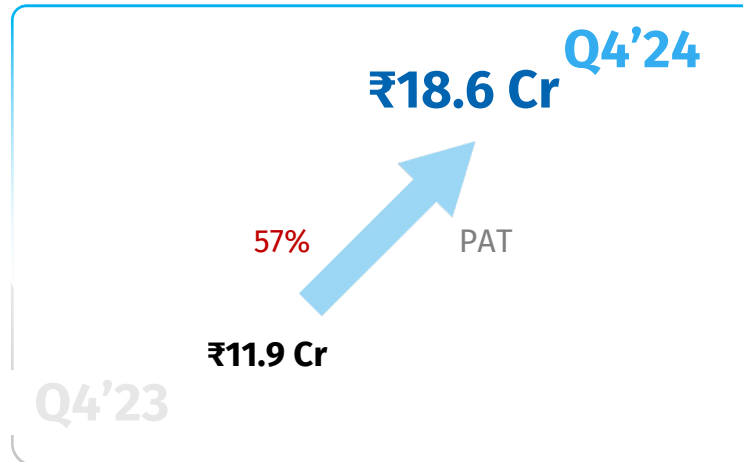
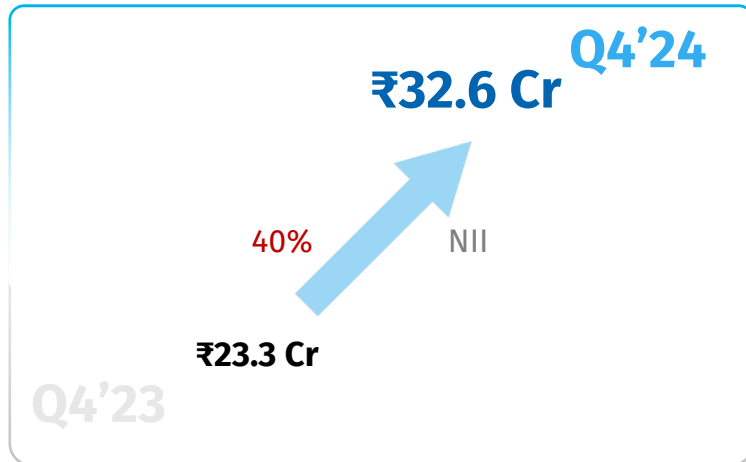
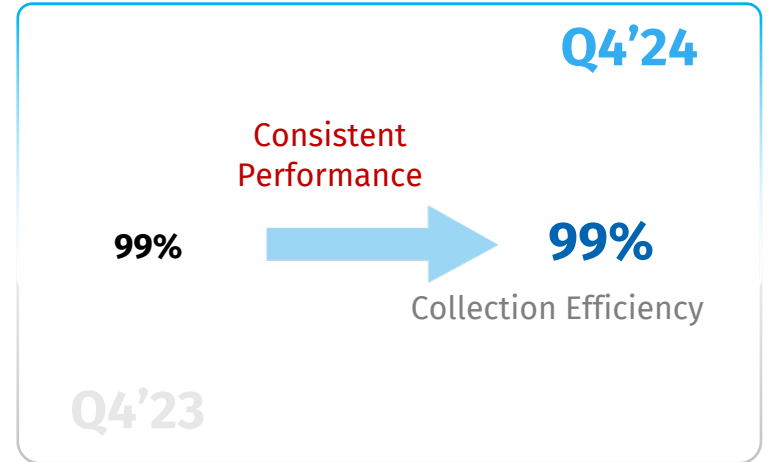
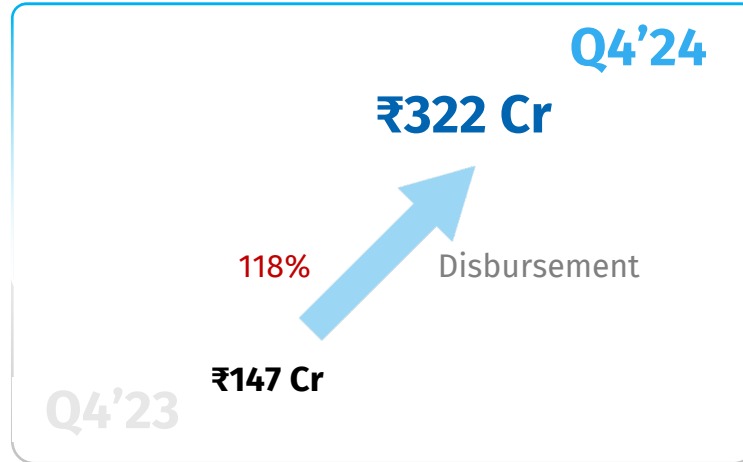
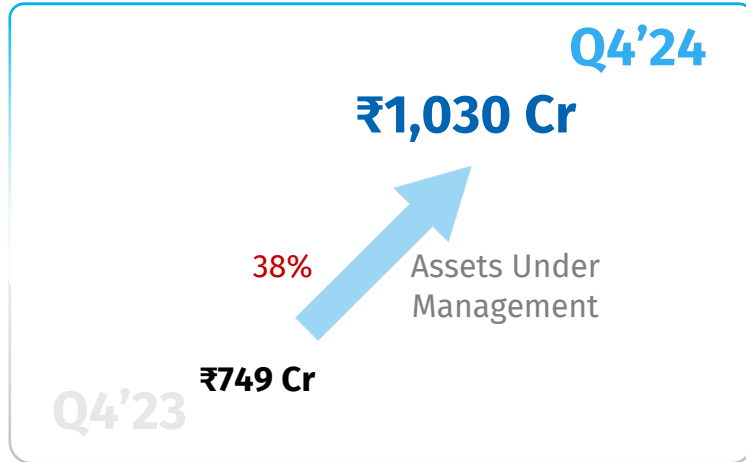


Quarterly Business Update

- ➔ Loan Book Size
- ➔ Asset Quality
- ➔ Asset Quality: Stage Analysis
- ➔ P&L Highlights
- ➔ Treasury Update
- ➔ Quarterly Financial Snapshot
- ➔ Operational Updates
- ➔ Lending Partners



Business Growth YoY

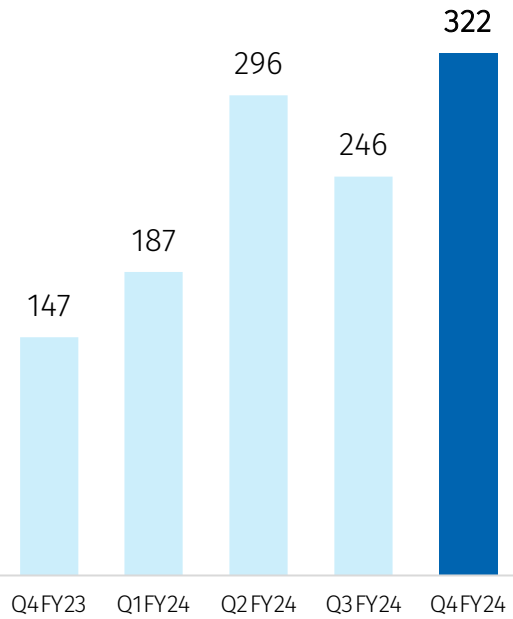


Note: AUM for Q4FY24 includes off-book AUM of ₹ 104 crore & ₹ 14 crore Q4FY23.

Loan Book Size

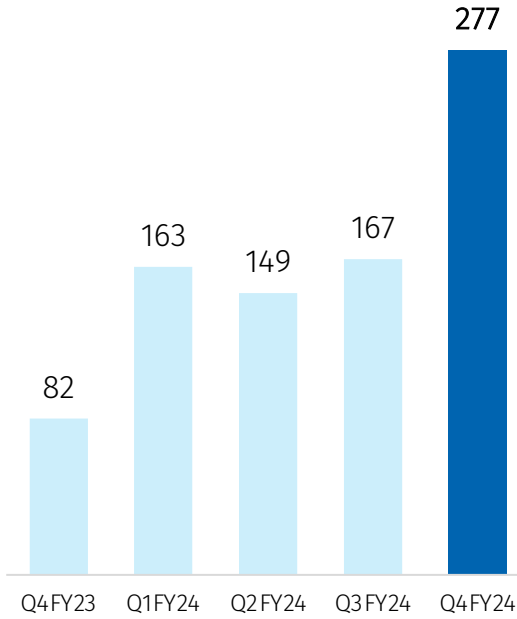
DISBURSEMENTS

(₹ crore) **119%** **31%**
YOY Change QOQ Change



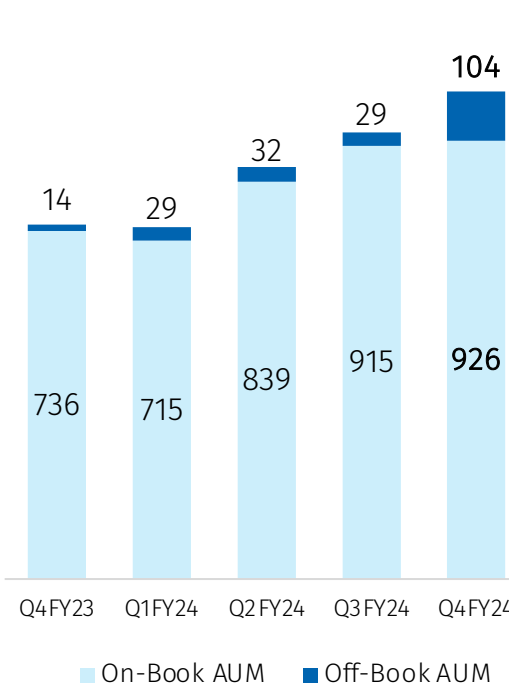
COLLECTIONS

(₹ crore) **236%** **66%**
YOY Change QOQ Change

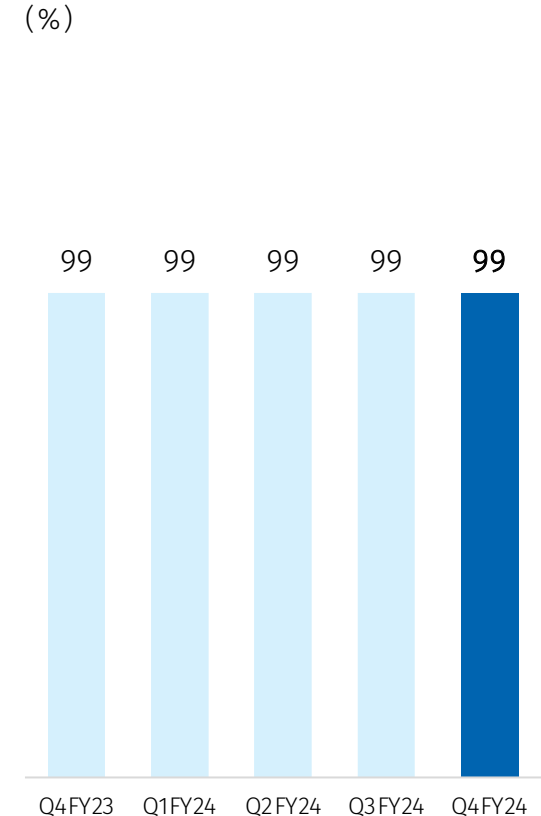


LOAN BOOK

(₹ crore) **38%** **9%**
YOY Change QOQ Change



COLLECTION EFFICIENCY



Note: Disbursement lower in Q3 due to lumpiness in Wholesale book. SME Retail disbursements remain robust.

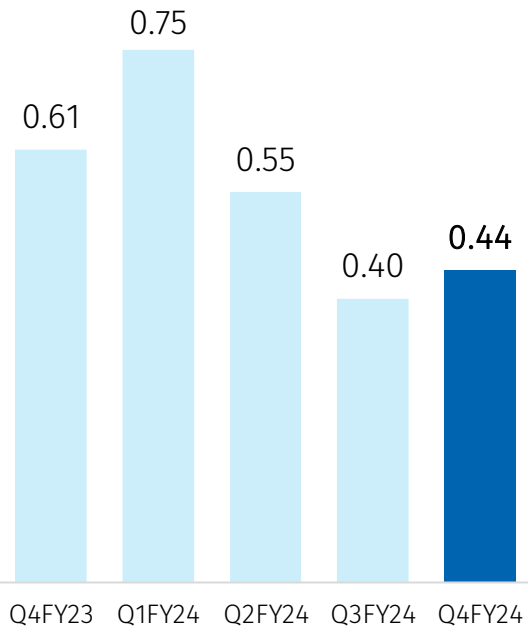
Note: YOY & QOQ change for Total AUM

Asset Quality

GROSS NPA

(%)

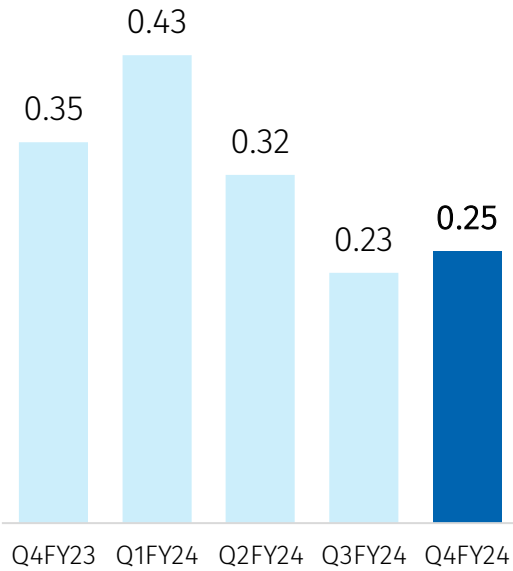
-17 BPS **4 BPS**
 YOY Change QOQ Change



NET NPA

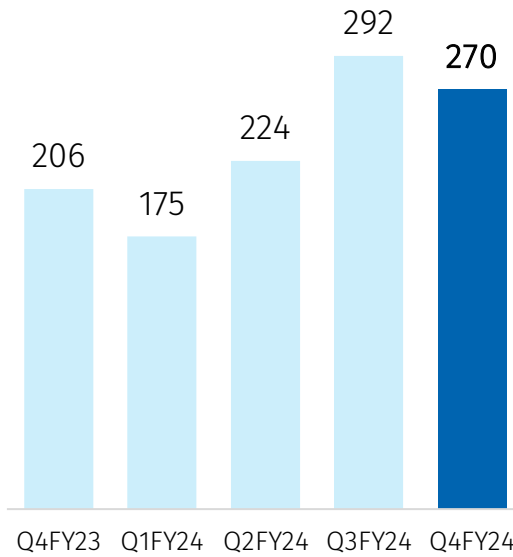
(%)

-10 BPS **2 BPS**
 YOY Change QOQ Change



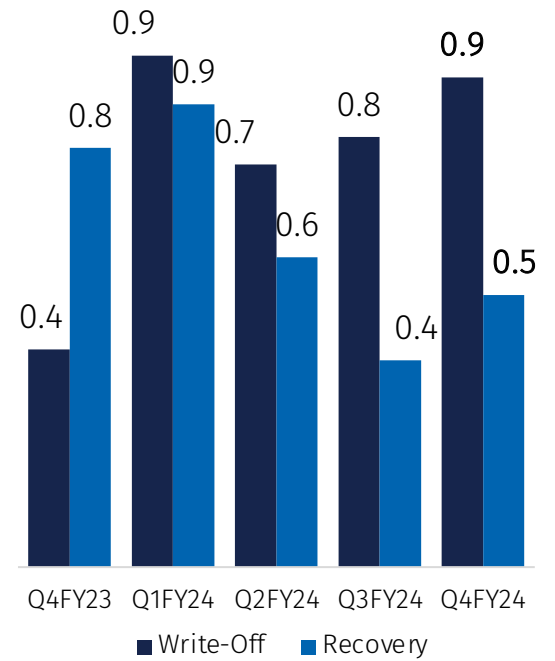
PROVISION COVERAGE RATIO

(%)



WRITE-OFFS & RECOVERIES

(₹ crore)



Asset Quality: Stage Analysis

CLASSIFICATION OF ASSETS BASIS THE ECL COMPUTATION AS PER IND-AS:

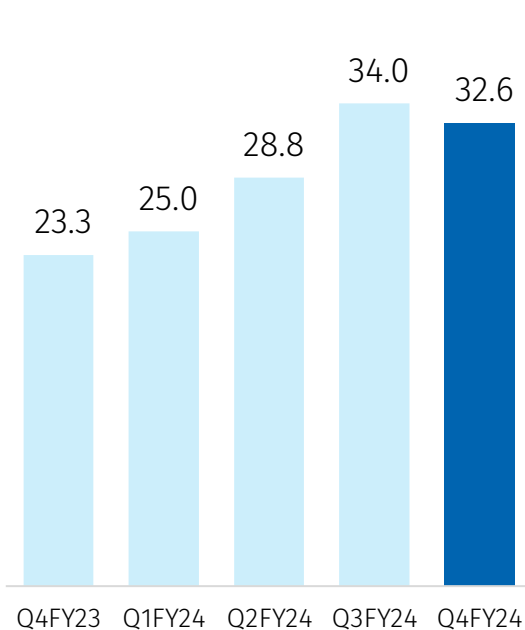
PARTICULARS	Q4FY23	Q3FY24	Q4FY24
Gross Stage 3 (GNPA)	4.47	3.67	4.06
% portfolio in Stage 3	0.61%	0.40%	0.44%
ECL provision Stage 3	1.92	1.60	1.75
Net Stage 3	2.55	2.07	2.31
ECL Provision % Stage 3	42.93%	43.59%	43.11%
Gross Stage 1 & 2	727.92	906.77	916.64
% portfolio in Stage 1 & 2	99.39%	99.60%	99.56%
ECL provision Stage 1 & 2	7.29	9.10	9.20
Net Stage 1& 2	720.63	897.67	906.94
ECL provision % Stage 1 & 2	1.00%	1.00%	1.00%
Total Assets	732.39	910.44	920.21
% portfolio	100%	100%	100%
ECL Provision	9.21	10.71	10.96
Net Stage	723.18	899.74	909.25
TOTAL ECL Provision %	1.26%	1.18%	1.19%
Provision Coverage Ratio	205.79%	291.55%	269.57%
NET NPA (Only Stage 3 Provision)	0.35%	0.23%	0.25%

P&L Highlights

NET INTEREST INCOME

(₹ crore)

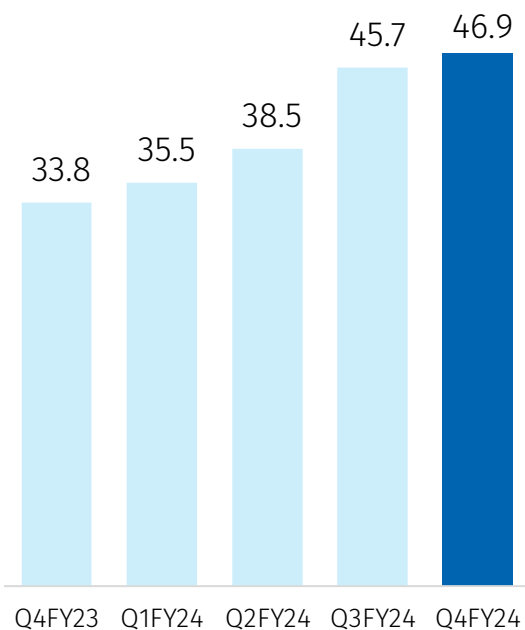
40% **-4%**
YOY Change QOQ Change



TOTAL INCOME

(₹ crore)

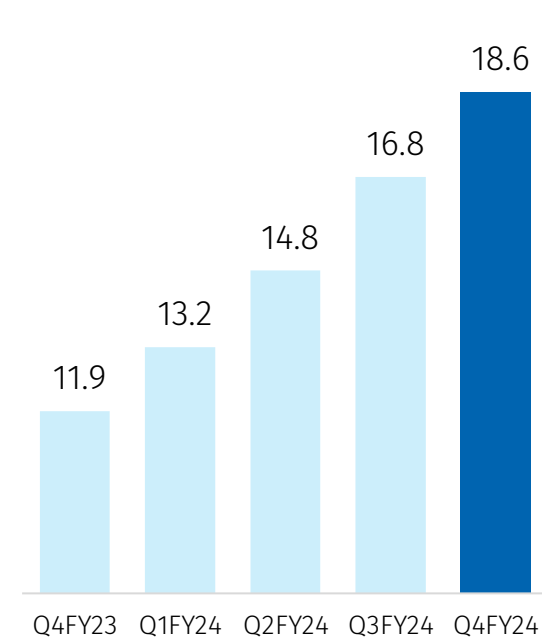
39% **3%**
YOY Change QOQ Change



PROFIT AFTER TAX

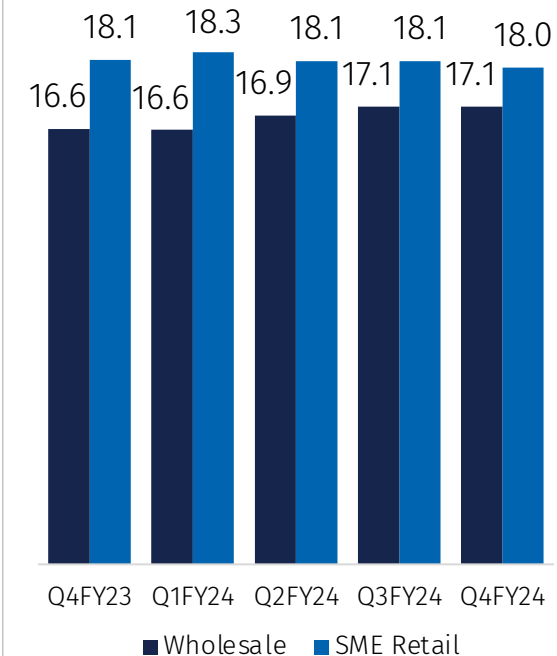
(₹ crore)

57% **11%**
YOY Change QOQ Change



YIELDS

(%)

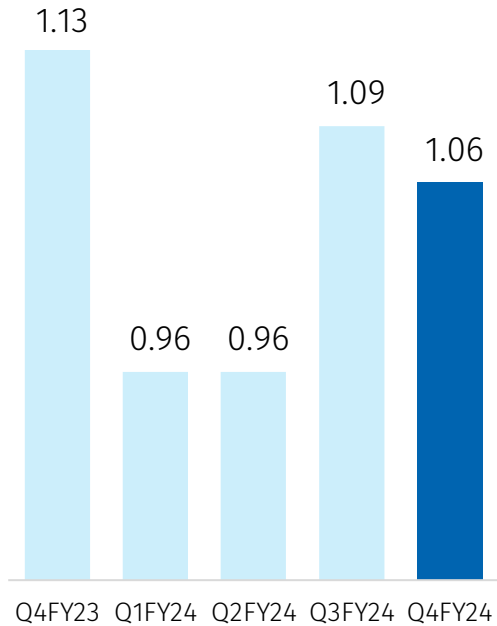


Note: Net Interest Income (NII) = Interest Income + Fees & Commission Income – Finance Costs

Treasury Update

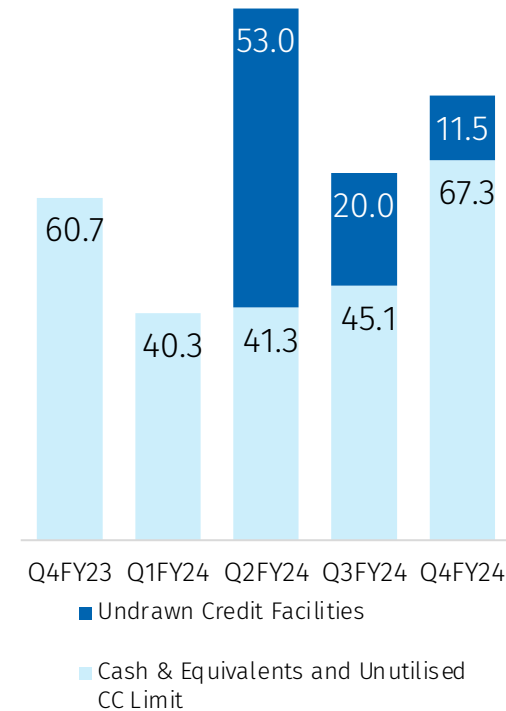
LEVERAGE

(Time)

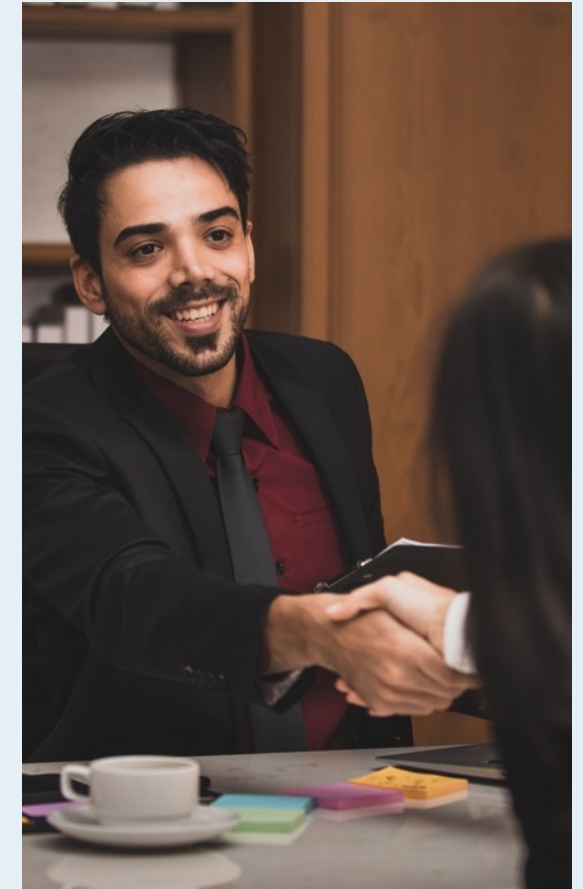


LIQUIDITY

(₹ crore)



- 1 The Company has adequate liquidity of ₹ 67.3 crore & ₹ 11.5 crore as undrawn Credit facilities as on 31st March 2024
- 2 The Company has positive ALM across the buckets
- 3 Credit Rating for the Company has been upgraded to A- | Stable from Acuite Ratings Research from erstwhile BBB+ | Stable from India Ratings & Research
- 4 The Leverage Ratio is at a comfortable 1.06x as on 31st March 2024 with total outstanding borrowings of ₹ 503.22 crore



Quarterly Financial Snapshot

(₹ crore)

PARTICULARS	Q4FY23	Q3FY24	Q4FY24
Disbursements	259.62	245.89	321.71
Revenue	33.75	45.65	46.92
Interest Income	30.90	39.46	49.06
PBT	16.21	23.76	23.39
PAT	11.85	16.77	18.57
Bad debts written off	0.40	0.79	0.93
Bad debts recovered	0.76	0.38	0.53
Loans and Advances (before ECL provision)	735.61	914.53	920.21
Net Worth	362.40	456.31	472.92
Total Liabilities	416.25	509.72	510.51
Borrowings	408.06	496.34	503.22
Gross NPA (%)	0.61%	0.40%	0.44%
Net NPA (%)	0.35%	0.23%	0.25%
Debt to Equity Ratio	1.13	1.09	1.06
CAR	49.88%	48.42%	51.30%
ROA	6.94%	7.28%	7.61%
ROE	12.56%	14.66%	15.96%
Book Value per share	174.79	203.39	207.58

Operational Updates

NET INTEREST INCOME & PROFITABILITY

- Total Income has witnessed a 3% growth QOQ while NII has witnessed a margin decrease of 4% on account of higher liquidity and negative interest carry associated with it.
- Many sanctions came in towards the end of the quarter, and couldn't be deployed immediately, thus the higher liquidity.
- Profitability improved during the quarter, PAT registered a growth of 11% QOQ and 57% YOY.
- Yields have remained robust in both verticals. Majority of the portfolio has been repriced as per the prevalent interest rates over the last FY.

LENDING PARTNERS

- CSL Finance has added 2 new lending partners this quarter and received additional sanctions from many existing lenders. New lenders onboarded are DCB Bank & India Overseas Bank.
- Total sanctions received of ~₹50 Cr in Q4.
- New credit rating will come in effect from the new FY and is expected to help us access more funds at competitive terms.
- Total lending partners at year end are 23 up from 15 a year ago.

TEAM STRENGTH

- Net headcount addition of 11 people in Q4 & 164 in FY24. Further hiring is expected with branch addition in coming FY.



LOAN BOOK

- AUM has shown robust growth of 9% QoQ and 38% YoY, reaching ₹1,030 Cr. Loan Book has reached ₹926 Cr as of FY24.
- We have delivered on our AUM target of ₹1,000 Cr for FY24. Good portion of our incremental growth has been driven by our SME Retail vertical.
- Disbursement has remained robust throughout the year, despite some natural lumpiness in the Wholesale segment. On an annual basis, CSL has made cumulative disbursements of ₹ 1,052 Cr, registering a 39% growth over PY.
- The SME Retail: Wholesale mix stands at 44:56 in FY24, a shift of 4% in favour of SME Retail over FY23.
- Going forward, more thrust will be towards SME Retail & Suvridha Loans, and Wholesale vertical will make disbursements out of its own collections & profits.
- Focus of Wholesale vertical going forward will be on off-book AUM generation via Co-lending, Direct Assignment and Down-sell models.
- Collection efficiency in both the verticals remains robust.

PROVISIONING

- CSL Finance is prudently provisioning flat 1% of its loan book as opposed to 0.4% i.e. the regulatory requirement.
- The Company is following a conservative accounting policy and has a PCR of 270%.



IMPROVING BRANCH PRODUCTIVITY

- Improving employee and branch level efficiency remains an ongoing activity and a key area of focus, with extensive training and migration programs already undertaken and planned for the coming year as well.
- AUM per branch has improved significantly in FY24, aiding brand-level profitability and overall profit contribution from SME Retail vertical.
- Subject to market conditions, we are looking at a total branch count of ~50 by the end of FY25.

DEVELOPING A FEE BASED INCOME

- The Company is working towards growing its off-book AUM, in both Wholesale & SME Retail, through Direct Assignment (DA) & Co-Lending structures to generate a sustainable fee-based income.
- So far, a total of ₹104 Cr off-book AUM has been accumulated by the Company.
- Off-book AUM and subsequently fee-based income are expected to increase in the coming year as well.
- The Company can generate an annual fee income of up to 2% of the AUM under Direct Assignment and Co-Lending, without any recourse.

OUTLOOK

- Outlook for the Company remains robust, with an AUM aspiration of 1,350-1,450 Cr for FY25, subject to conducive macro environment (fund-raise & general)
- AUM-mix target of 55:45 SME Retail: Wholesale.

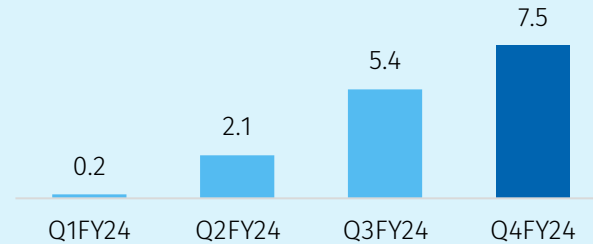
New Product Updates: Suvidha Loans (1/2)

Overview

Company has undertaken the pilot launch of a new product i.e. Suvidha Loans: an inventory financing product for the steel fabricators of APL Apollo - India's largest structural steel tube company under an exclusive agreement.

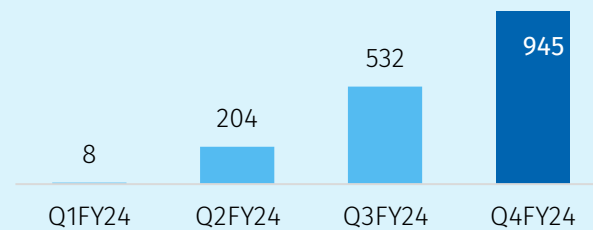
LOAN BOOK

(₹ Crore)



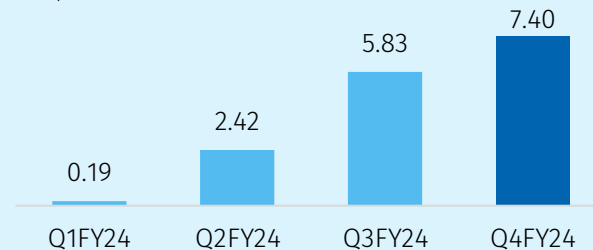
NO. OF DISBURSEMENT

(#)



DISBURSEMENT

(₹ Crore)



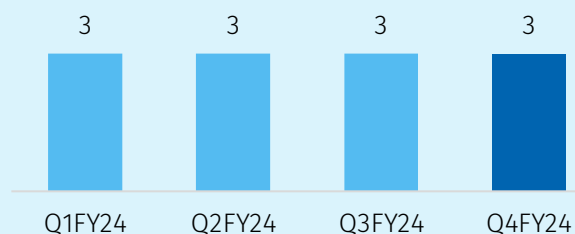
Updates of on-ground execution

- Roll-out of the new dedicated loan origination & disbursement platform for Suvidha Loans has been delayed on account of the significant complexities in developing & implementing this unique and one-of-its-kind platform
- That said, CSL Finance is in the final stages of concluding this task and expects the roll-out to happen Q2FY25
- Given the unique nature of this product, being a combination of personal & supply-chain product with a subvention clause, there is no readily available loan platform for Suvidha Loans.
- Without a robust system in place, it is almost impossible to scale such a product with micro ticket sizes and the need for a fast TAT.
- Given the nature of this product, quicker TAT is a necessity. The Company is working towards optimizing TAT from current <48 hours to <24 hours and <6 hours ultimately. New platform will accelerate this process.
- Further, due to the festive month of Ramadan, we witnessed a slowdown in both disbursements & collections in Q4.
- The Company is implementing learnings in its systems & processes from all the on-ground feedback & data collected in the initial run of this product.
- Scale-up will happen exponentially, once said systems are in place.

New Product Updates: Suvidha Loans (2/2)

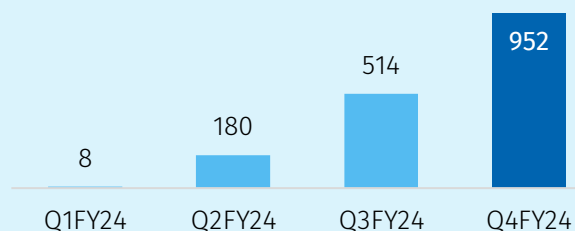
AVERAGE TENURE

(Month)



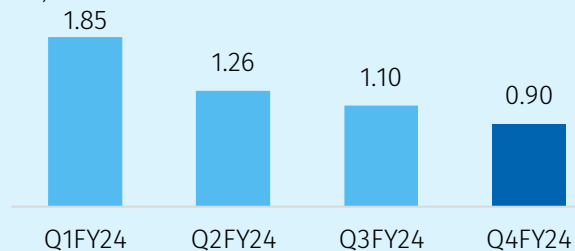
ACTIVE ACCOUNTS

(#)



AVERAGE TICKET SIZE

(₹ Lakh)



Outlook

- Focus on collection in current quarter (Q1) to accelerate market feedback & learnings
- Keeping a prudent approach, we are re-engineering our system and product and then we will roll out this product again
- Q1 will be soft for Suvidha Loan Book on account of focus on collections
- End of Q1 – beta launch of new platform
- Q2 – complete launch of new platform
- Increasing fleet-on-street for Suvidha Loans in the Southern & Western markets – a new territory for the Company & a big market for this product will be explored once the stability of this product is seen in existing geographies



Lending Partners

Banks & SFBs



NBFC



5Y Financial Snapshot

(₹ crore)

PARTICULARS	FY20	FY21	FY22	FY23	FY24
Disbursements	270.10	433.32	491.10	758.72	1,052.04
Revenue	60.85	61.67	74.62	117.54	166.58
Interest Income	58.42	59.18	67.66	108.54	153.72
PBT	31.74	39.36	44.98	61.47	85.60
PAT	22.47	27.53	33.68	45.52	63.36
Bad debts written off	0.26	3.88	1.45	0.94	3.40
Bad debts recovered	0.15	0.10	2.33	2.42	2.34
Loans and Advances	310.96	329.55	516.95	735.61	920.21
Net Worth	232.55	259.20	321.68	362.40	472.92
Total Liabilities	99.92	88.33	210.68	416.25	510.51
Borrowings	95.92	82.60	204.16	408.06	503.22
Gross NPA	0.69%	2.11%	1.73%	0.61%	0.44%
Net NPA	0.24%	1.19%	0.96%	0.35%	0.25%
Debt to Equity Ratio	0.41	0.32	0.63	1.13	1.06
CAR	73.16%	81.50%	63.82%	49.88%	51.30%
ROA	6.76%	7.92%	8.45%	6.94%	7.18%
ROE	9.66%	11.20%	12.48%	12.56%	13.33%
Book Value per share	125.65	140.05	155.06	174.79	207.58

About CSL Finance

- ➔ Introduction & Snapshot
- ➔ Wholesale
- ➔ Business Verticals & Products
- ➔ SME Retail



Introduction

CSL Finance Limited is a Non-Banking Finance Company registered with the Reserve Bank of India and listed on the NSE and BSE.

The Company is a one-stop destination for Small and Medium-Sized Enterprises (SMEs) and real estate and non-real estate corporates to avail a variety of secured loan products. CSL's experienced and dynamic team aims to fulfil every entrepreneur's dreams by bridging the gap between their dreams and their financial needs to grow their business.



₹1,030 Crore
AUM

A- Stable
Credit Rating Upgraded

99%
Secured loan book

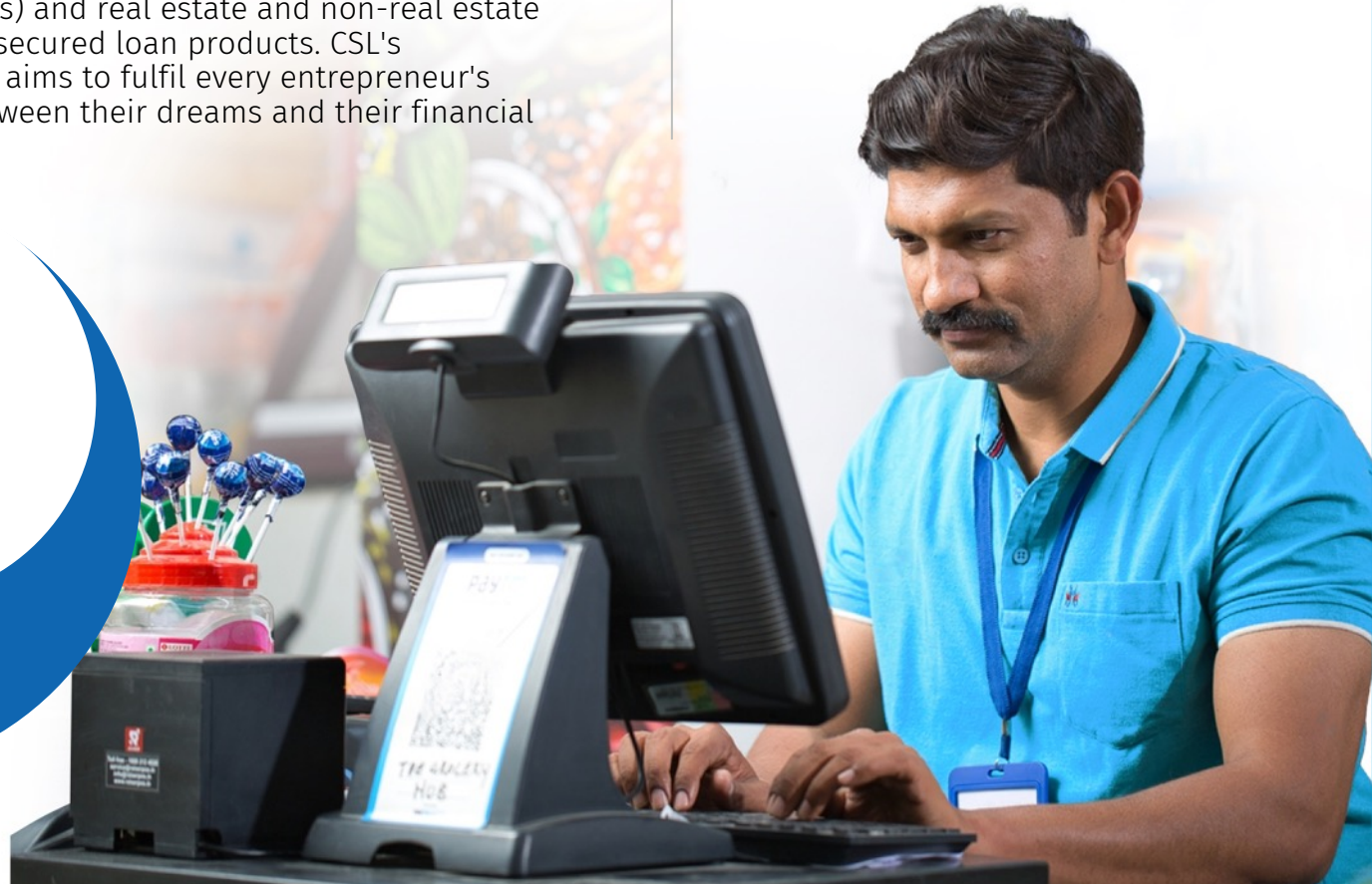
51%
Superior CAR

16%
ROE

₹473 Cr
Net Worth

421
Team Strength

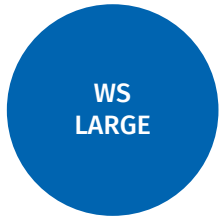
As of Q4FY24



Business Verticals & Products



Wholesale



WS
LARGE

Structured loans for Mid Income/ Affordable Group Housing Projects

₹333 crore
Loan Book

31
Active Accounts

₹17 crore
Average Ticket Size



WS
SMALL

Construction loan given against single plotted projects

₹151 crore
Loan Book

36
Active Accounts

₹7 crore
Average Ticket Size



WS
OTHER
TERM
LOAN

Loan against SORP/SOCP properties and Loan against securities & deposits which are highly liquid

₹34 crore
Loan Book

5
Active Accounts

₹10 crore
Average Ticket Size



SME Retail



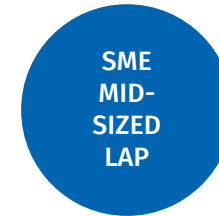
SME
RETAIL

Micro/Small Loans to Kirana Stores, Traders, Schools, and other boutique shops and merchants backed by owned properties as collateral, small ticket loans

₹345 crore
AUM

2,814
Active Accounts

₹12 lakh
Average Ticket Size



SME
MID-SIZED
LAP

Loan against properties for business expansion or working capital finance

₹88 crore
AUM

55
Active Accounts

₹2.7 crore
Average Ticket Size



SME Fabricator Loan



SME
FABRICATOR
LOAN

Purchase invoice based unsecured loan product, with quick disbursement within 24-48 hours and varied repayment types

₹7.5 crore
AUM

952
Active Accounts

₹0.9 lakh
Average Ticket Size

WHOLE-SALE

Niche, focused, real estate wholesale book

Focused on secured lending book (100% of the book)

Built on in-depth expertise of NCR and all its micro-markets

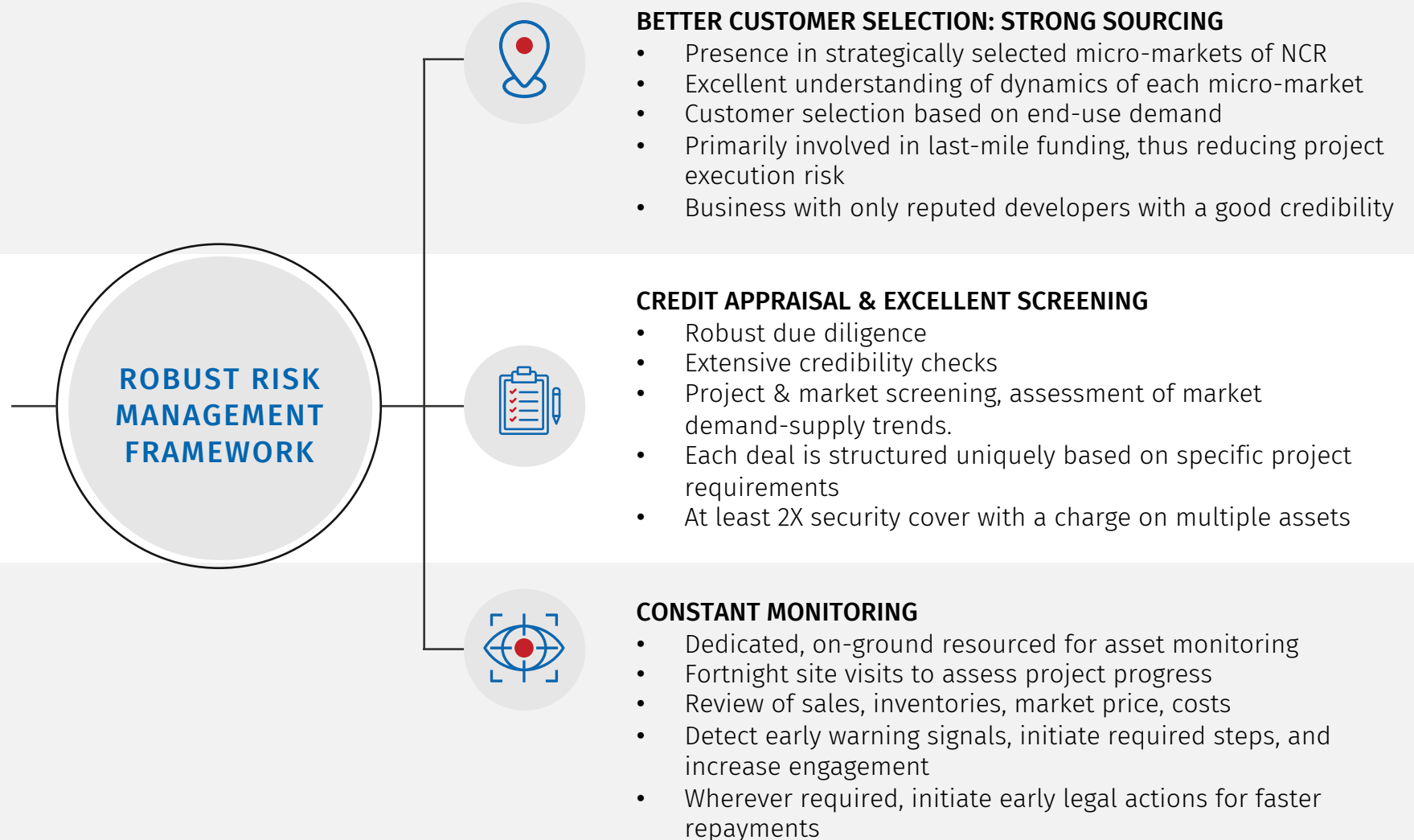
Strength in affordable housing segment

Robust collection framework via escrow accounts

BUSINESS VERTICAL



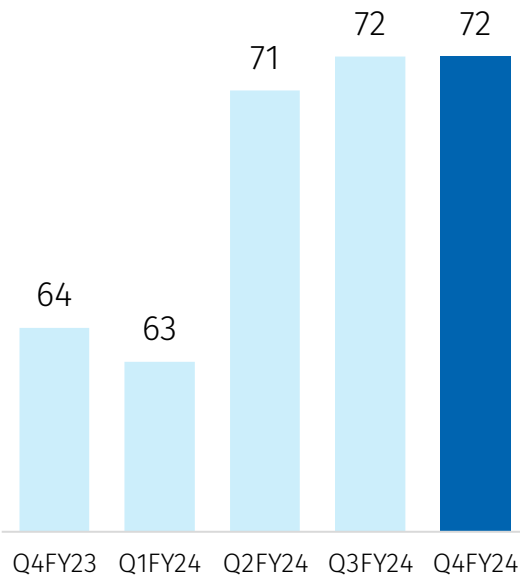
Wholesale (1/2)



Wholesale (2/2)

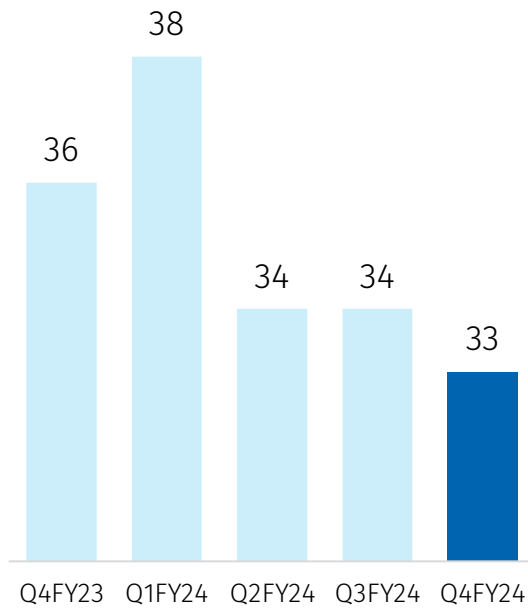
ACTIVE ACCOUNTS

(#)



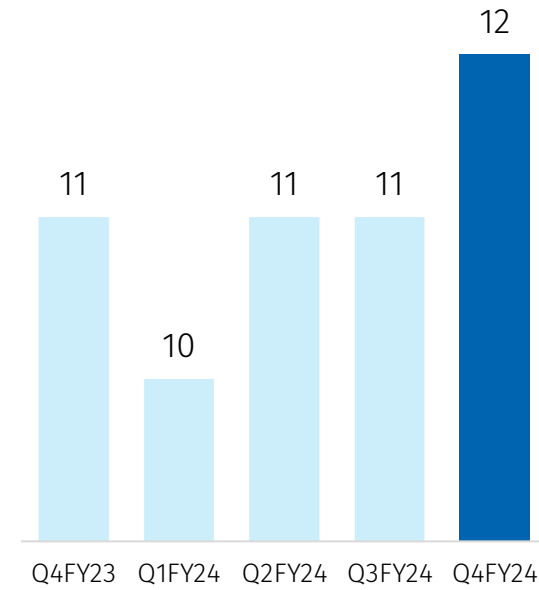
AVERAGE LOAN-TO-VALUE

(%)



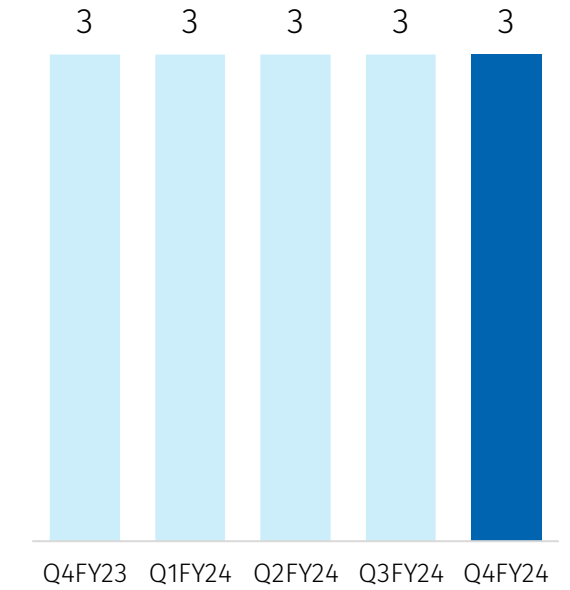
AVERAGE TICKET SIZE

(₹ crore)



AVERAGE TENURE

(Year)



Wholesale Large: Affordable Group Housing

37%

Contribution to
Wholesale
loan book

Salient Features

- ① Approved projects under the Affordable Housing Policy of Haryana Government
- ② Time-linked payment
- ③ Committed Receivables are 3x of existing POS
- ④ Average ticket size of units is under ₹25 Lakhs

SOLD (%)	CASES (#)	SANCTION (₹ CR)	POS AS ON 31.03.24	AUM (%)	POS AS PER REPAYMENT SCHEDULE	PRE-PAYMENT RECEIVED	ACCOUNT CONDUCT	AVERAGE TICKET SIZE
100%	9	143.09	87.83	45%	130.18	42.35	Satisfactory	< 25 Lakhs
80% to 100%	2	50.00	15.03	8%	48.63	33.60	Satisfactory	< 25 Lakhs
< 50%	6	96.00	90.83	47%	90.83	0.00	Satisfactory	< 25 Lakhs
	17	289.09	193.69	100%	269.64	75.95		

Wholesale Large: Mid-Income Group Housing

24%

Contribution to
Wholesale
loan book

Salient Features

- ① Last-mile funded Mid-Income Group Housing projects
- ② Located in NCR region
- ③ Committed Receivables are 3x of existing POS
- ④ Average ticket size of units is under ₹60 Lakhs

COMPLETION (%)	CASES (#)	SANCTION (₹ CR)	POS AS ON 31.03.24	AUM (%)	POS AS PER REPAYMENT SCHEDULE	PRE-PAYMENT RECEIVED	ACCOUNT CONDUCT	AVERAGE TICKET SIZE
100% (Completed)	5	55.00	16.07	12%	21.69	5.62	Satisfactory	< 60 Lakhs
90% to 100% (Nearing Completion)	0	0.00	0.00	0%	0.00	0.00	Satisfactory	< 60 Lakhs
> 70%	5	99.00	49.42	36%	75.03	25.61	Satisfactory	< 60 Lakhs
< 50%	4	90.00	73.67	52%	78.63	4.96	Satisfactory	< 60 Lakhs
	14	244.00	139.16	100%	175.35	36.19		

Wholesale Small: Small Builders

29%

Contribution to
Wholesale
loan book



Salient Features

- ① Tenure of these loans is under 36 months
- ② Small Builder Floors are G+4 floor structure buildings
- ③ Located in South Delhi & Gurugram micro-markets of NCR region
- ④ Risk of non-completion of projects is minimal
- ⑤ Construction cost is a small part of these projects
- ⑥ Feedback loop is fast and demand-supply corrects quickly
- ⑦ Regulatory compliances are minimal as these projects don't fall under RERA compliances

COMPLETION (%)	CASES (#)	SANCTION (₹ CR)	POS AS ON 31.03.24	AUM (%)	POS AS PER REPAYMENT SCHEDULE	PRE-PAYMENT RECEIVED	ACCOUNT CONDUCT
Completed (100%)	5	27.85	10.40	7%	20.52	10.12	Satisfactory
More than 70%	13	73.96	36.09	24%	63.12	27.03	Satisfactory
50% to 70%	5	30.35	23.37	15%	25.41	2.05	Satisfactory
Less than 50%	12	98.30	80.94	54%	82.03	1.09	Satisfactory
	35	230.46	150.79	100%	191.08	40.29	

SME RETAIL

BUSINESS VERTICAL

Target market:
Unbanked & underserved

Using alternative data instead of
conventional scorecards to underwrite loans

Swift loans and ease of application

Small & flexible ticket sizes

Focused on secured lending book (99%)

Quality collateral (85% is SORP & 9% is SOCP)

Promoting financial inclusion (63% AUM
from non-Urban locations)

Achieving efficiency through digital
transformation

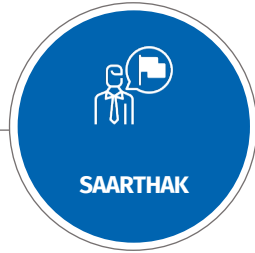


SME Retail (1/5)

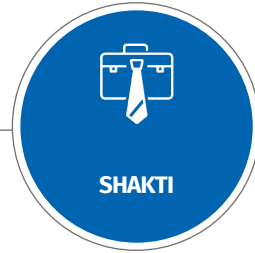
PRODUCTS



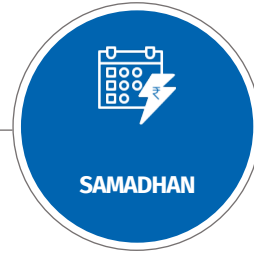
JYOTI



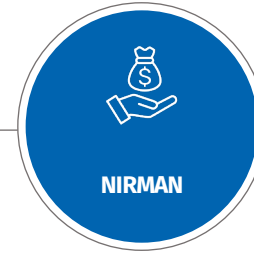
SAARTHAK



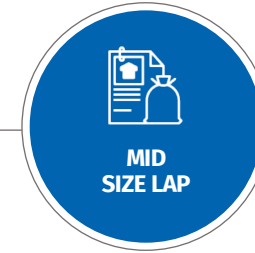
SHAKTI



SAMADHAN



NIRMAN



MID
SIZE LAP



FABRICATOR
LOAN

Loan Amount

₹2-7.5
Lakhs

₹5-10
Lakhs

₹7.5- 25
Lakhs

₹25-50
Lakhs

₹35-50
Lakhs

₹1-5
Crores

₹0.5-5
Lakhs

TENOR (In Years)

3-4

5-6

7

7-8

7

2-3

45-90 Days

Target Customer

Small farmers, house-wives etc, to open small business

Salaried professionals who are unable to procure funds from banks because of non-availability in their area

Small entrepreneur, traders, manufacturers etc, as a working capital loan to improve or multiply its business

Immediate working capital requirement to support client's urgent business needs at mid-level

Balance Transfer of LAP along with top-up for semi-skilled or skilled self-employed, proprietorship or partnership firms for working capital purposes

Loan against properties for business expansion or working capital loans

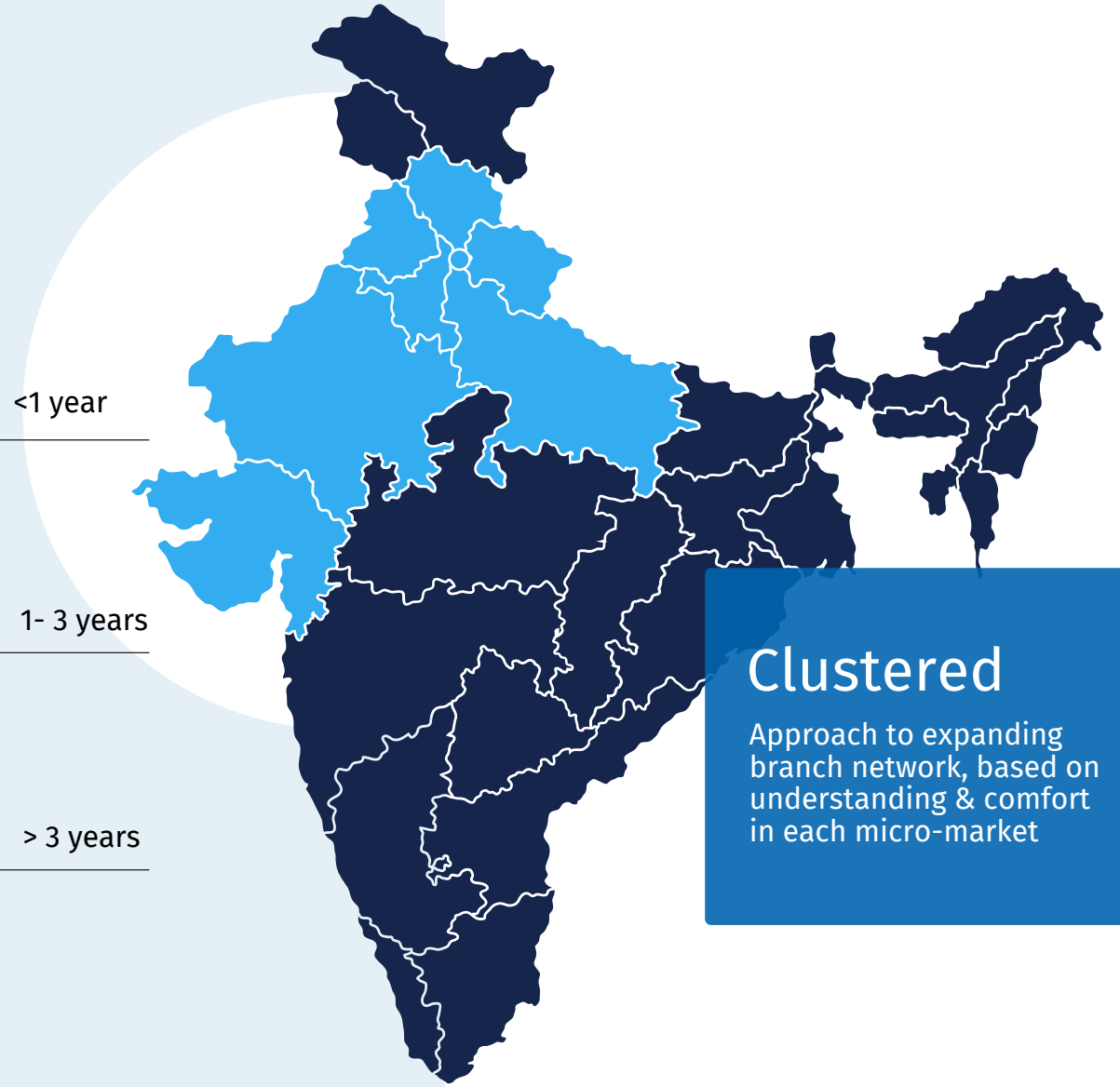
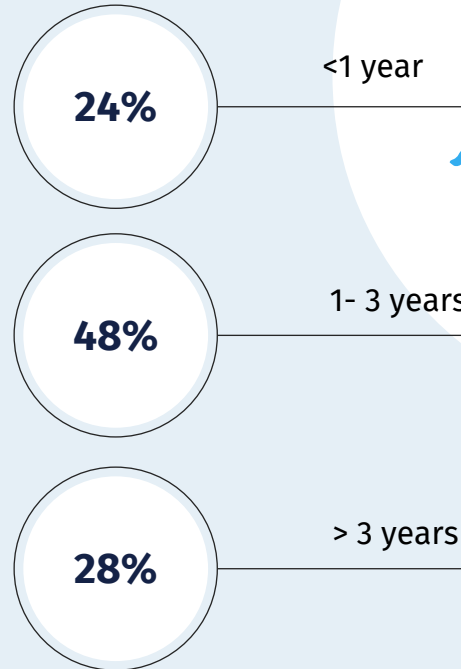
Purchase invoice based unsecured loan product, with quick disbursement within 24-48 hours and varied repayment types

SME Retail (2/5)

PRESENCE

● 31%	● 25%
8 Branches Rajasthan	7 Branches Gujarat
● 12%	● 12%
3 Branches Punjab	5 Branches Haryana
● 2%	● 7%
1 Branch New Delhi	2 Branches Uttarakhand
● 11%	29 Branches Total Branch Network
3 Branches Uttar Pradesh	

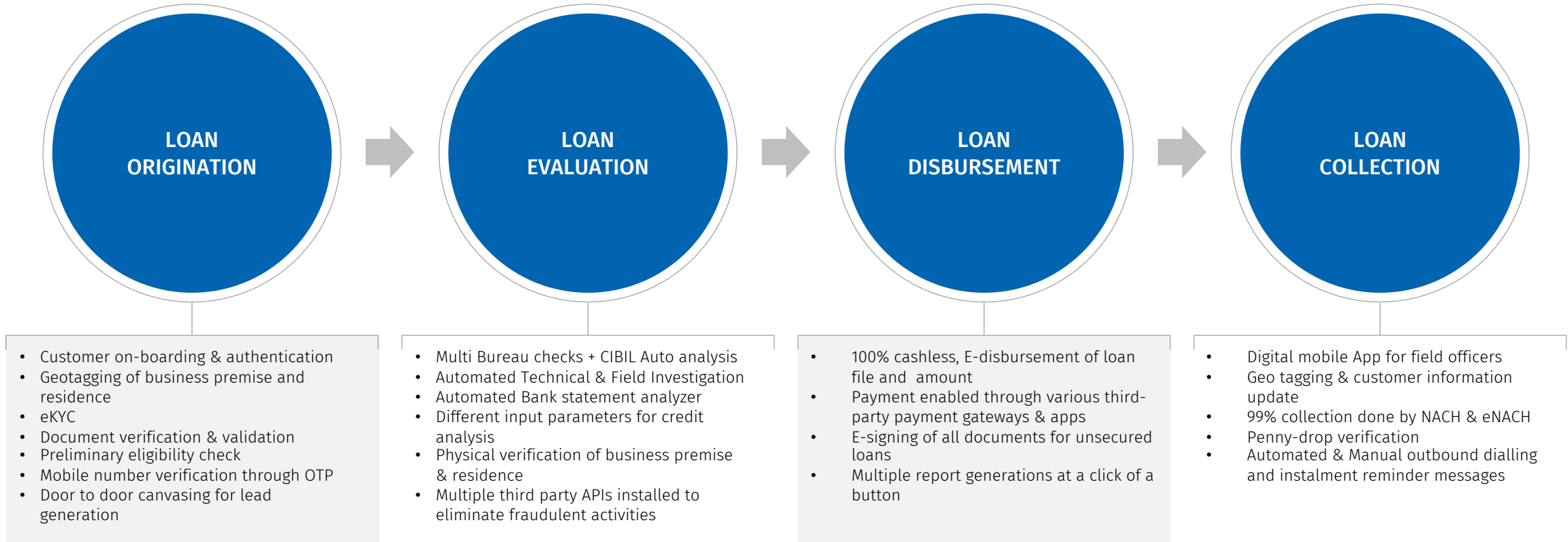
BRANCH AGEING



Clustered
 Approach to expanding branch network, based on understanding & comfort in each micro-market

SME Retail (3/5)

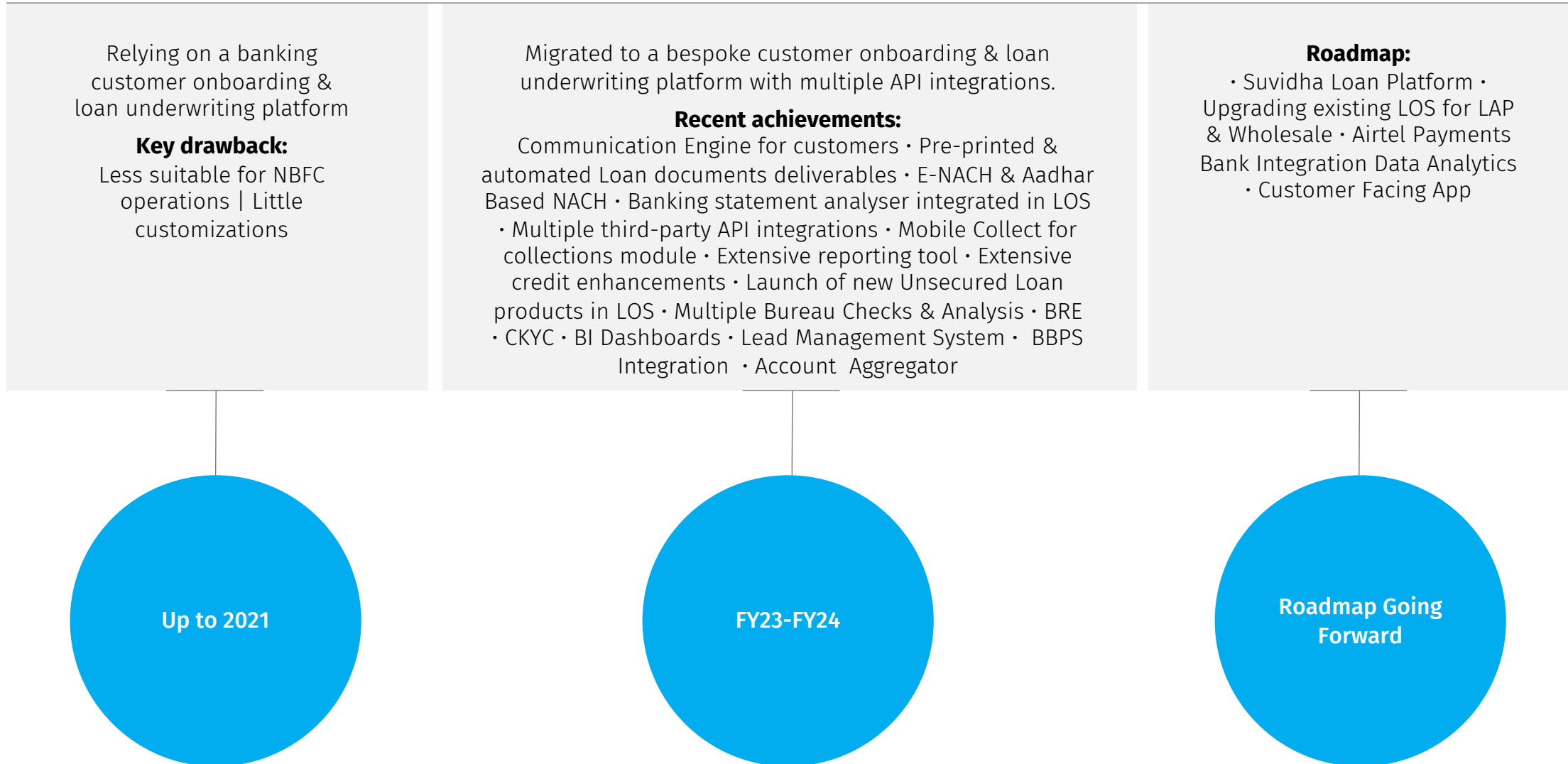
AUTOMATING WORKFLOW TO IMPROVE EFFICIENCY



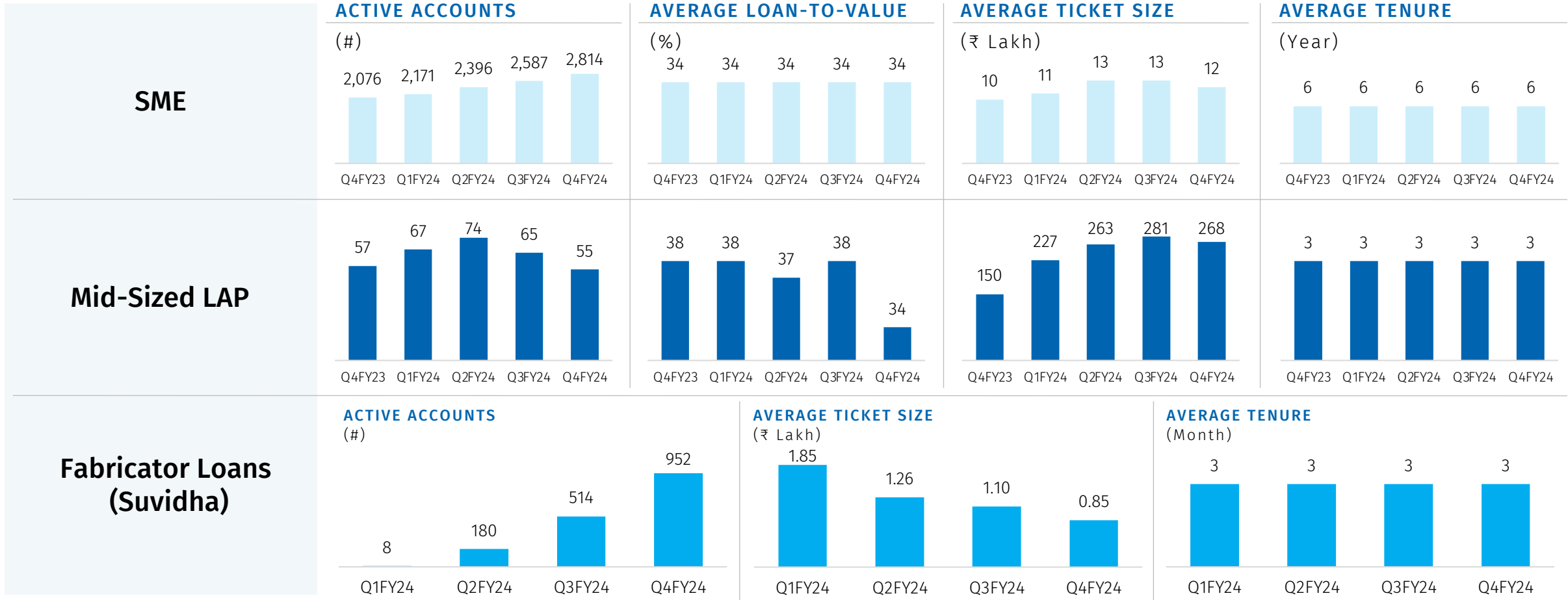
OTHER INITIATIVES

- Continuous enhancements in credit decisioning module
- Extensive efforts on Training & Development for the adaptability of this new technology
- Implementing BRE for automating deviations as per policies

SME Retail (4/5)



SME Retail (5/5)



Note – From Q4FY22 onwards, the Company has reclassified Mid Sized LAP in SME Retail, from earlier Wholesale.

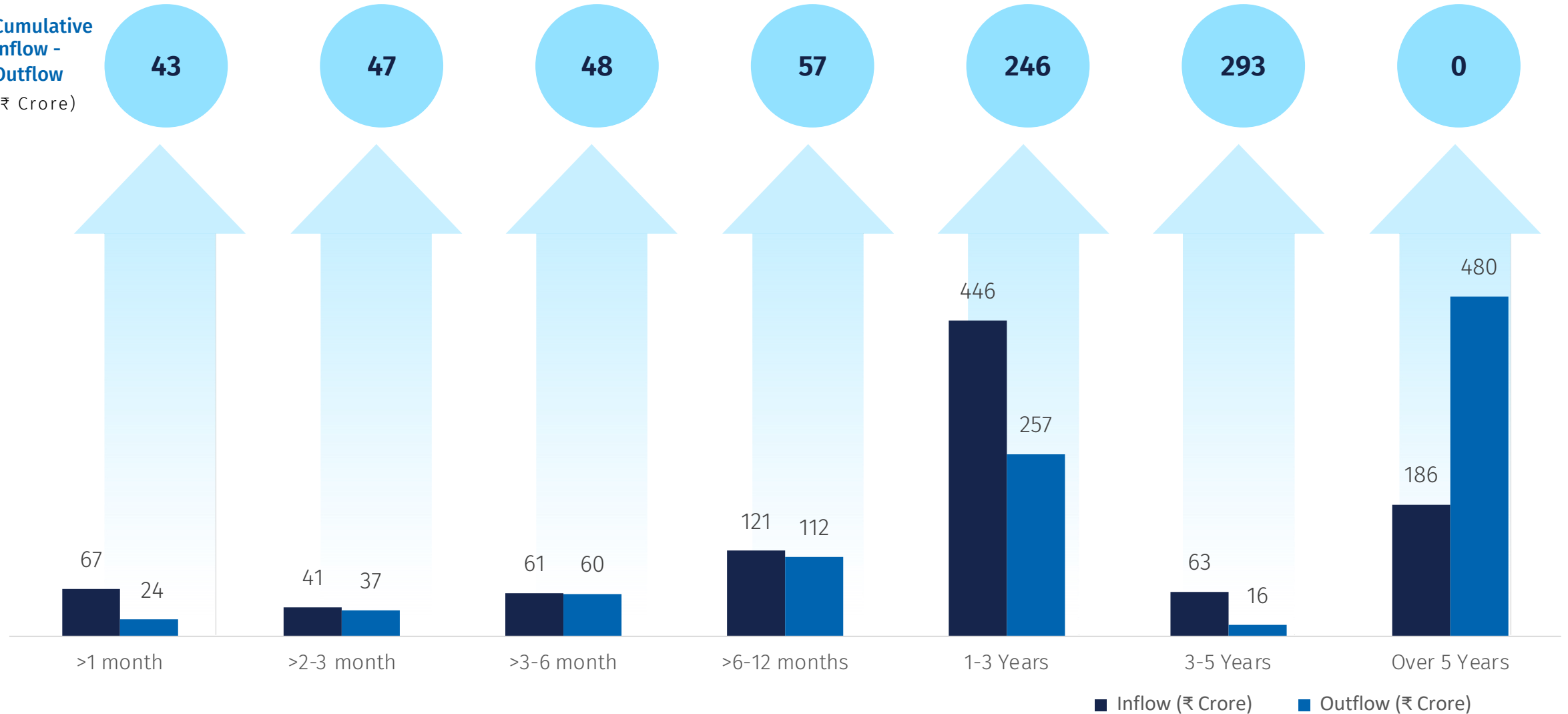
Prudent Risk Management

- ➔ Well Managed ALM
- ➔ Conservative Leverage Standards



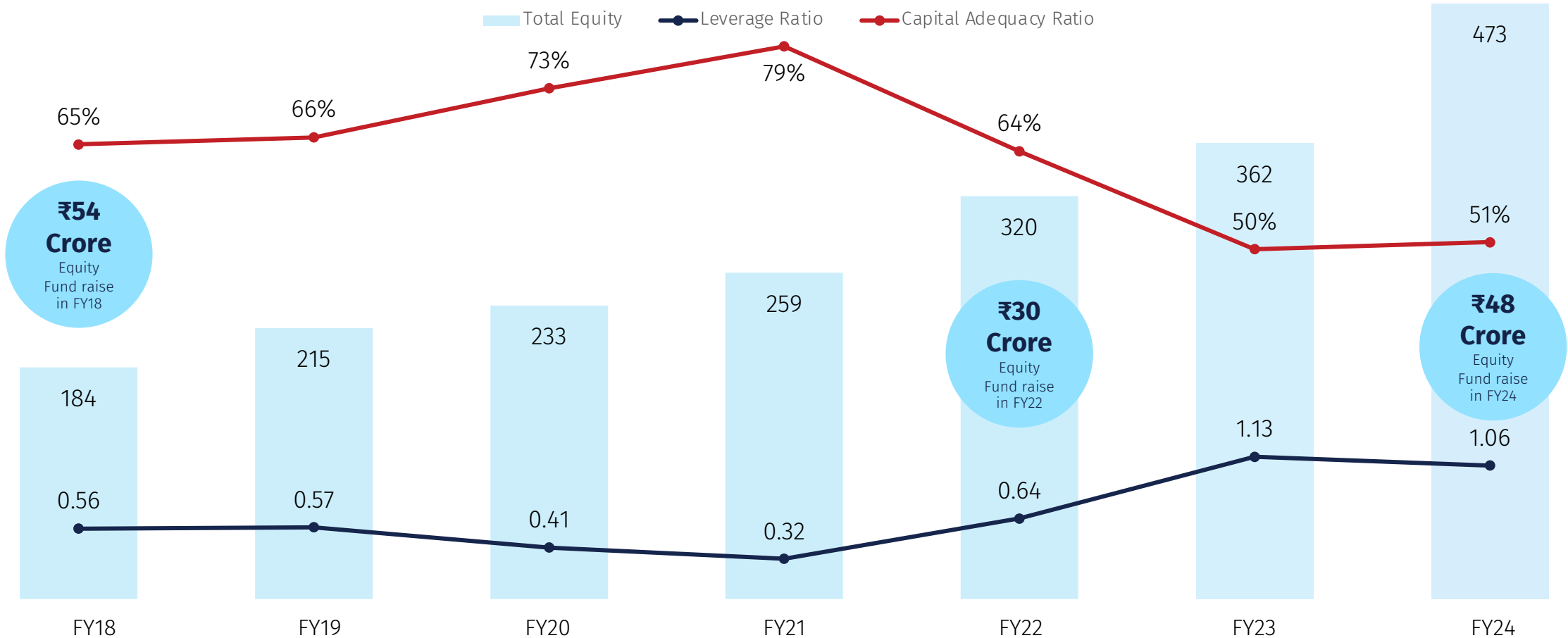
Well Managed ALM

Cumulative
Inflow -
Outflow
(₹ Crore)



Conservative Leverage Standards

CONSERVATIVE LEVERAGE THRESHOLD
1.5-2X in Wholesale & <4X in SME Retail



Leadership

➔ Board of Directors

➔ Leadership Team



Board of Directors

Rohit Gupta
Managing
Director



Mr Rohit Gupta has over nearly 3 decades of experience in merchant banking, corporate finance, financial restructuring, project finance, capital markets and structured lending. He has advised several small/mid-size organizations to develop and execute turnaround and growth strategies and helped them raise equity and debt through various instruments to fuel their growth. He is passionate about innovative and structured lending models and is the prime driving force behind the structured lending model of the Company. In addition, he has steered the Company to certain niche market segments and has envisioned Company's foray into SME lending. He is a qualified Chartered Accountant.

Rachita Gupta
Whole-time
Director



Ms Rachita is a commerce graduate and has done her Masters of Business Finance from Warwick Business School, UK. She started her career with EY and has experience in Analytics, Data Management, Digital Marketing & Corporate Branding. She played a vital role in the rollout of the Retail lending segment of the company. In addition, she has been a critical person in driving the various MIS reports and setting up the Marketing and CSR dept of CSL.

Ashok Kathuria
Director



Mr Kathuria has been associated with the Company since its inception. He has served the Company as a Director since 2005 and has experience managing back-end operations, documents processing, liasoning and administration across various projects and assignments. He has handled various assignments single-handedly and led his work in a way that is highly appreciable.

Parmod Bindal
Independent
Director



Mr Parmod Bindal has been a Chartered Accountant in practice for the last 32 years. He has vast experience in the fields of Bank Audits, Income Tax and Indirect Taxes, including GST, Statutory Audit, Internal Audit, Tax Audit, Companies Act, Stock Audit, etcetera. He has also served as the Independent Director of the Steel Authority of India from 2015 to 2019.

Subhash Chand Kwatra
Independent Director



Mr Chander Subhash Kwatra has done his MBA with specialization in Finance from IGNOU, New Delhi. He is a Post Graduate of Mathematical Statistics from Delhi University and is a certified Associate of the Indian Institute of Bankers (CAIIB). He has a rich and vast experience of over 35 years in the banking industry. He joined Punjab and Sind Bank as a probationary officer in 1983 and retired as the Bank's Chief Financial Officer in 2018.

Ayussh Mittal
Independent
Director



Mr Mittal manages the day-to-day operations of various professional advisory firms. Having spent more than five years in capital and forex markets, he is actively involved in algorithmic software trading of forex in Singapore and other countries. He also has experience in taxation, corporate litigation and corporate restructuring. He is a qualified Chartered Accountant.

Management Team

● Work Experience ● Years at CSL

Rohit Gupta
Managing Director



29+ 19+

Rachita Gupta
Whole-time Director



9+ 8+

Ex – Ernst & Young

Amit Ranjan
Chief Operating Officer



20+ 4+

Ex – Karvy Financials, Save Financial Services, HSBC Bank, ICICI Bank, Deutsche Bank

Naresh Varshney
Chief Financial Officer



36+ 13+

Ex – RR Finance Consultants, Centrum Capital & Unicorn

Amit Kaul
President – IT



33+

Ex – SBI Global Factors, IFCI Factors, Bibby Financial Services

Atul Agrawal
President – Finance & Treasury



21+

Ex - Paisalo Digital, SMC Finance

Chandan Kumar
Wholesale Credit Head



17+ 6+

Ex – PNB Housing, HDFC, SIB

Prashant Kumar
ZCM SME



18+

Ex – ICICI Bank, Axis Bank, DHFL

Neeraj Bhati
ZCM SME



15+

Ex - Edelweiss Housing Finance, Indusind Bank, RBL Finserve and Muthoot Finance

Nikhil Singh
VP Business Operations & Business Analytics



19+ 3+

Ex - ICICI Bank, HDFC Bank, Ziploan, Eduvanz and Save Financial Services

S.B. Tiwari
Chief Manager Accounts



26+ 21+

Shalini Aggarwal
VP Finance



9+ 5+

Saurabh Priyadarshini
Head Legal



11+ 3+

Hariom Kumar
AVP HR



18+ 6+

Ex – Ujjivan Financial Services

Preeti Gupta
Company Secretary



9+ 3+

Strategy

- ➔ Strategic Priorities
- ➔ Key Takeaways



Strategic Priorities

Rationalisation of portfolio

- The Company aims to rationalise its portfolio in favour of SME Retail vertical, to de-risk itself from being present in only one business vertical, achieve more granularity in the loan book, and have better access to funds.
- SME Retail: Wholesale portfolio has already reached 44:56 in FY24. It is expected to move further in favour of SME Retail.
- Going forward SME Retail vertical will remain the key growth driver for the Company.

Optimising branch performance

- The Company is working towards growing its SME Retail loan book, and AUM per branch, AUM per employee, to achieve better branch-level profitability.
- Branch reorganisation & new openings are happening in a clustered manner to achieve better results.
- Company is planning new branch on strategic geographies within its existing clusters.
- Locations strategically placed on Mumbai-Delhi Expressway, Delhi-Uttaranchal Belt, Delhi-Punjab GT Road Belt are expected to be bustling with economic activity. CSL plans to tapping these Tier-2 & Tier-3 locations with its branch expansion.
- Subject to market conditions, the Company aims to take total count to ~50 branches by end of FY25.

Leveraging technology to strengthen operations

- The Company is working towards strengthening its customer onboarding & loan origination through multiple API integrations
- Integration of various modules & functions is a continuous process

Focusing on adding competencies

- CSL is working on adding another secured loan product under 5 lakh category with higher IRR potential
- CSL has recently added its first unsecured loan product for steel fabricators in association with APL Apollo Group.
- The Company is working towards deploying a 2nd version for its Suvidha Loan product - a dedicated platform for its unsecured fabricator loans
- Once the platform is stabilised, the Company will be rolling out dedicated branches & fleet-on-street for this product in Western & Southern markets to grow this product significantly

Credit rating upgrade

- Credit Rating for the Company has been upgraded to A- | Stable from Acuite Ratings Research from erstwhile BBB+ | Stable from India Ratings & Research
- The crucial A rating will help company access more capital at competitive terms, and thus aid AUM growth & profitability

Key Takeaways

01

Well Capitalised

CSL is a well-capitalised lender with a superior Capital Adequacy Ratio.

02

A- STABLE: Rated

CSL's credit rating has recently upgraded to A- Stable, this will help CSL access more capital and at competitive terms. It will also open doors to a new set of lenders.

03

Geared for Growth

With a significant headroom to grow leverage ratio, and a conducive external environment the Company is geared for further AUM growth.

04

Growing mix of SME Retail: Wholesale

Growing mix of SME Retail, will help optimise the overall cost-to-income ratio of the Company and improve profitability.

05

Strong Risk Management DNA

The Company puts risk management at the foremost. It also follows conservative provisioning standards i.e. 1% of AUM against regulatory requirement of 0.4%.

Safe Harbour

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GET IN TOUCH

PREETI GUPTA

Company Secretary

CSL Finance Limited
investor@cslfinance.in



SAYAM POKHARNA

Investor Relations Advisor
TIL Advisors Private Limited
sayam@theinvestmentlab.in