

August 5, 2024

The Secretary **BSE Limited**Pheeroze Jeejeebhoy Towers

Dalal Street, Fort

Mumbai - 400 001

Scrip Code: 531595

The Secretary

National Stock Exchange of India Limited

Exchange Plaza, 5<sup>th</sup> Floor

Plot No- 'C' Block, G Block

Bandra-Kurla Complex, Bandra (East)

Mumbai – 400 051

Scrip Code: CGCL

Sub: Investor Presentation Q1FY25

Dear Sir / Madam,

Pursuant to Regulation 30 of SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015 and further to our letter dated July 31, 2024, intimating Earning Conference Call scheduled on August 6, 2024, we are attaching herewith presentation titled "Q1FY25 Earnings Presentation".

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

Thanking you,

Yours faithfully, for Capri Global Capital Limited

Yashesh Bhatt Company Secretary & Compliance Officer Membership No: A20491

Encl.: As Above





# **Business Performance**

## **Key Business Highlights**

#### Consolidated

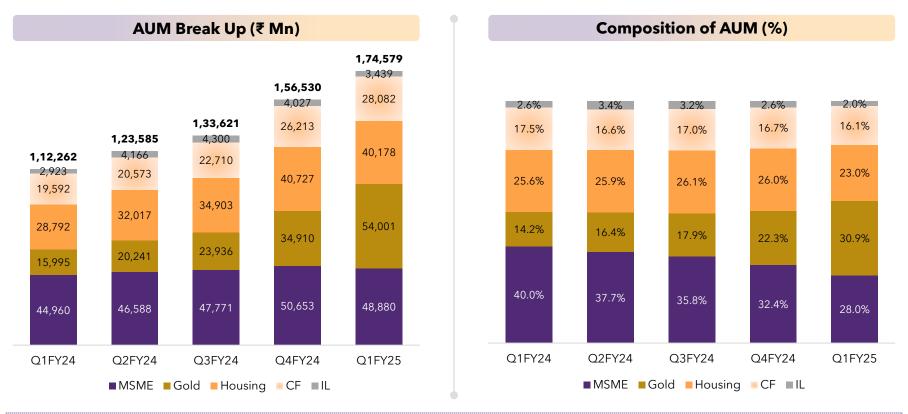


Capri Global Capital Limited continued the strong growth momentum reaching Rs174,579mn AUM, increasing 56% YoY. Disbursals touched Rs56,197mn increasing 109% YoY during Q1FY25. Retail AUM continues to be above 80% of total AUM. Housing & Gold loan drive business momentum with 40% YoY and 238% YoY growth, respectively. Launched Micro Lap **segment**, focusing on secured and granular loans with ticket sizes below INR 0.5 million. Co-Lending AUM reached Rs28,601mn in Q1FY25, up by 56% QoQ, now comprising 16.4% of total AUM. Car loan distribution reached Rs24,277mn in Q1FY25, up by 36% YoY, with the net fee contribution from the business at Rs246mn in Q1FY25. Core earnings momentum remains healthy with expansion in yields and spreads. NII up 27% YoY / 18% QoQ, while Net Income was up 29% YoY / 11% QoQ. C/I ratio improved in Q1FY25 to 64.6% vs. 70.5% in Q4FY24 on account of improvement in branch & employee productivity and stabilization of Gold Loan business. PAT for the Q1FY25 stood at Rs757mn a **strong growth of 19% YoY**. In-line with our earlier guidance, Gold loan business has started delivering operating profits. Increased geographical presence with branch count 968 (+86 YoY/+33 QoQ); staff count at 10,092 (up 3% YoY).

## **Business Update**

Consolidated AUM Up 56% YoY



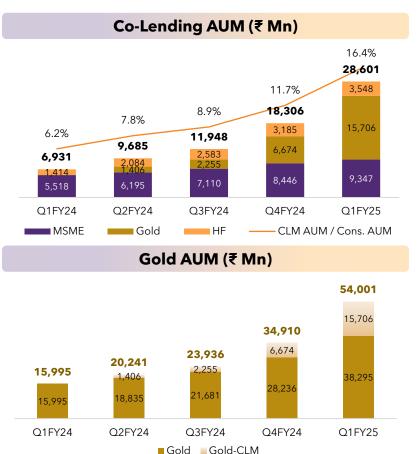


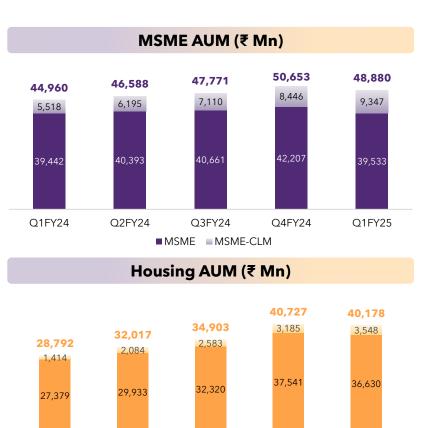
MSME, Gold, and Housing AUM values are inclusive of co-lending and Directly Assigned AUM. Refer next slide for further details.

#### **Retail AUM**

#### Rising Share Of Co-Lending AUM







Q3FY24

Housing Housing-CLM

Q4FY24

Q1FY24

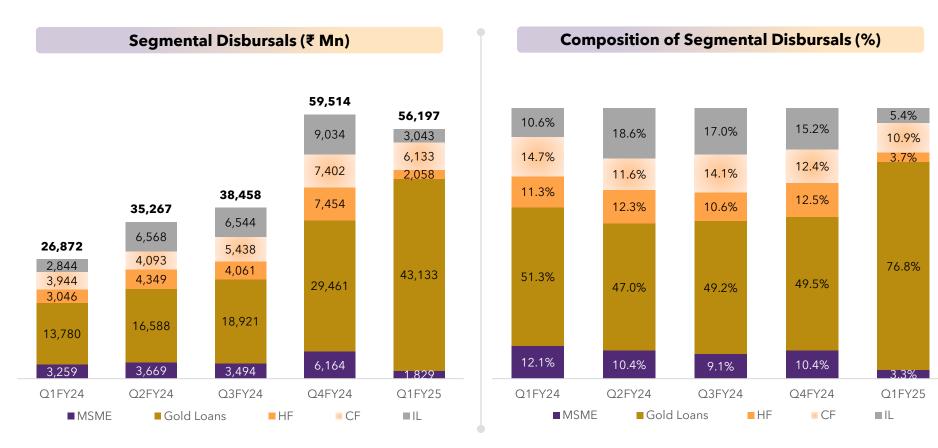
Q2FY24

Q1FY25

#### **Disbursals**



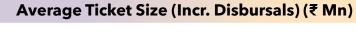




#### **MSME Loan**

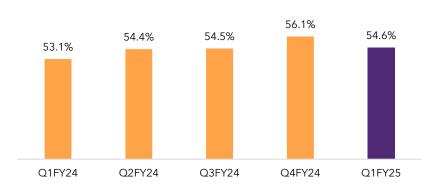
#### Business Update

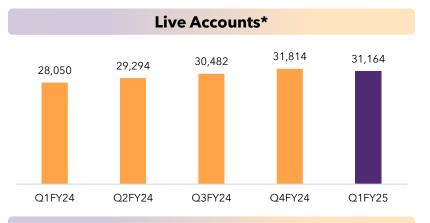




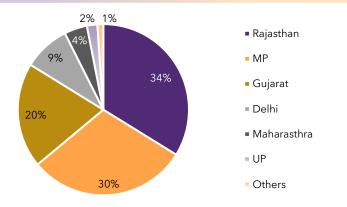


#### **Loan to Value (%) (Incremental Disbursals)**





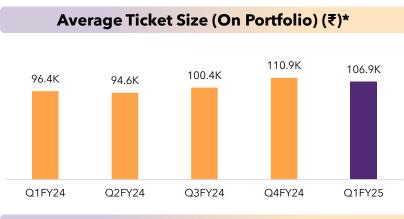
#### **Geographical Distribution (Value-Wise)\***



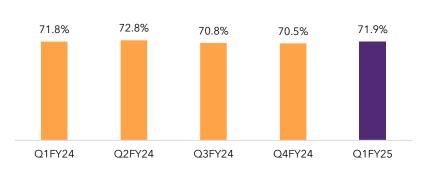
#### **Gold Loan**

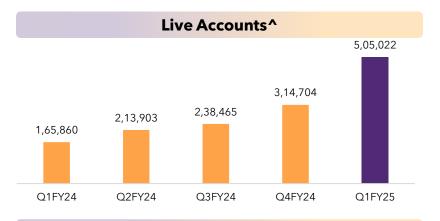
#### Business Update



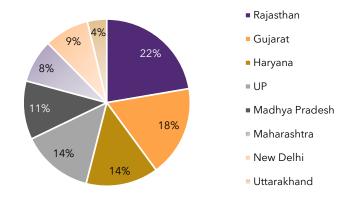


#### **Loan to Value (%) (Incremental Disbursals)**





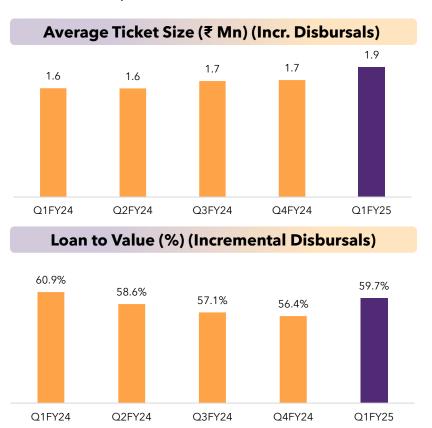
#### Geographical Distribution (Value-Wise)^

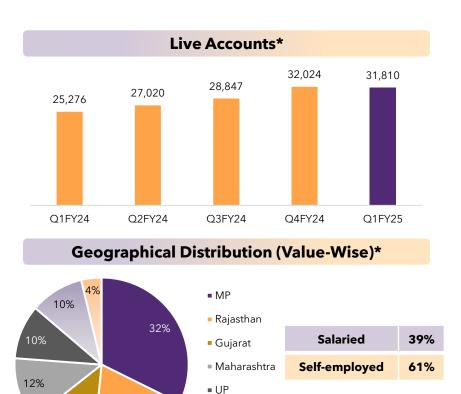


# **Housing Finance**

Business Update







Delhi

Others

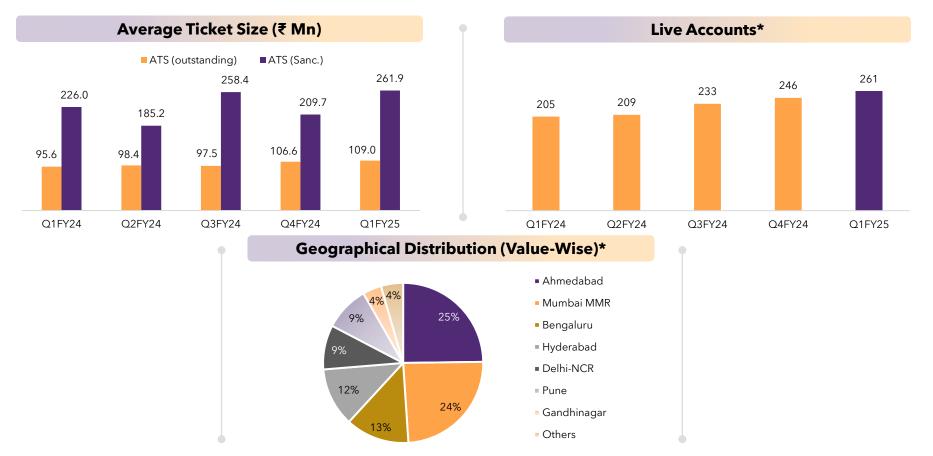
19%

13%

#### **Construction Finance**

#### Business Update





#### **Car Loan Distribution**

Pan-India Presence



#### **Partner Banks**

















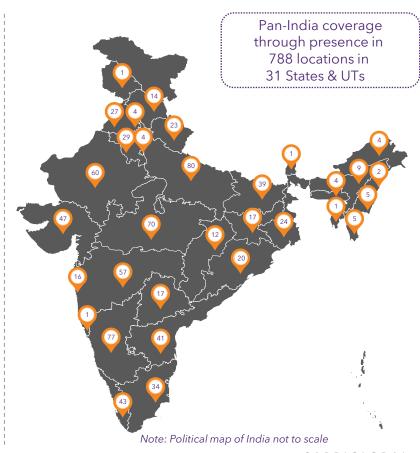




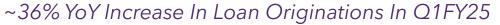


#### **Total Locations (Branches + Feet-on-Street)**

Q1FY24	Q2FY24	Q3FY24	Q4FY24	Q1FY25
714	714	714	788	788

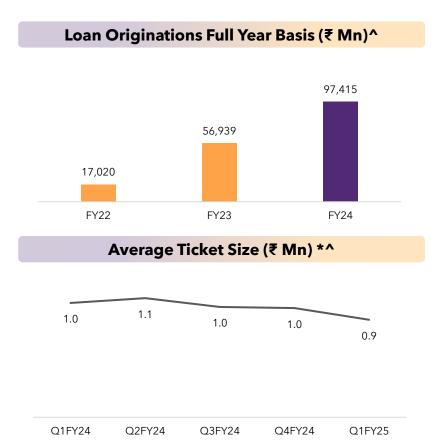


# **Car Loan Origination**









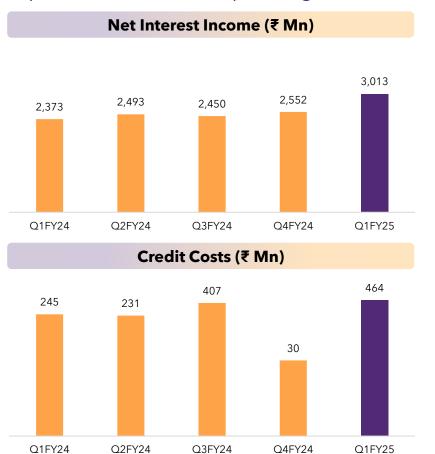


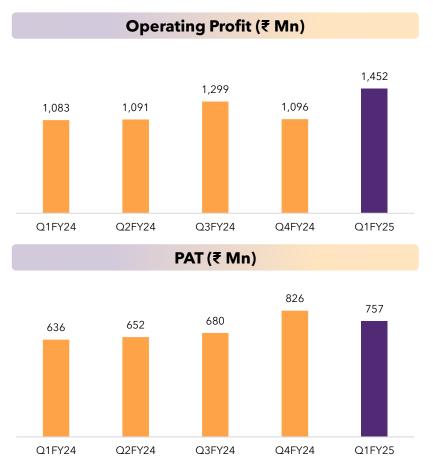
# **Earnings Performance**

#### **Performance Matrix**

Improvement in NII & Operating Profit



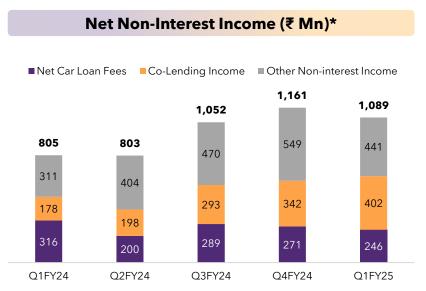




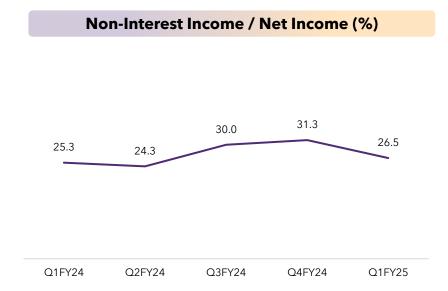
#### Non-Interest Income



#### Sustained Momentum in Car & Co-Lending Fees



<sup>\*</sup>Net Non-Interest Income = Total Income less Interest Income less Fee and Commission Expense less Net loss on fair value changes (if any)



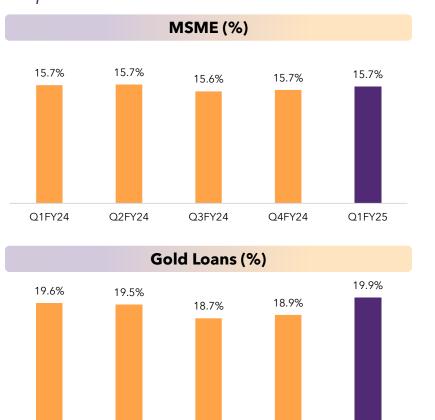
- CGCL's incorporated wholly-owned subsidiary 'Capri Loans Car Platforms Pvt. Ltd.' became operational during Q3FY24 and has begun accruing income. The car loan origination business shall in due course move fully to this subsidiary.
- During Q3FY24, CGCL received a composite insurance distribution license from insurance regulator IRDAI. Insurance distribution shall emerge as an important fee contributor in FY25E.

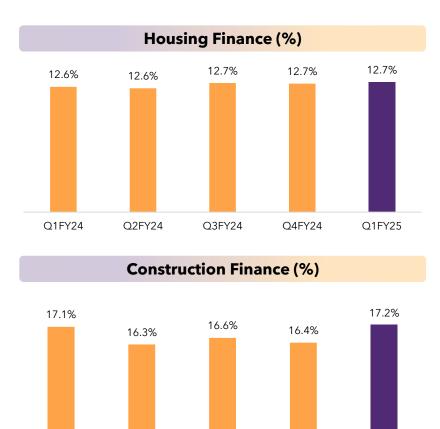
#### **Loan Yields**

Q1FY24

#### Improvement in Yields







Q3FY24

Q3FY24

Q4FY24

Q1FY25

Q1FY24

Q2FY24

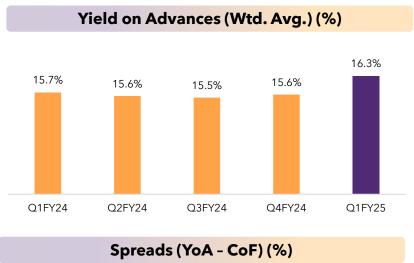
Q2FY24

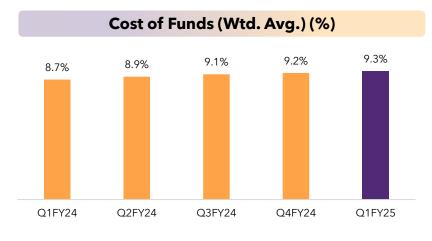
Q4FY24

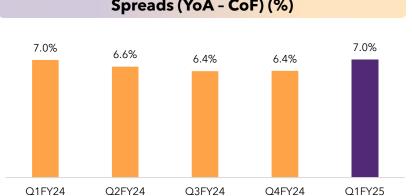
## **Key Ratios**









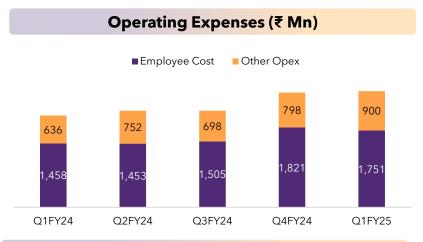


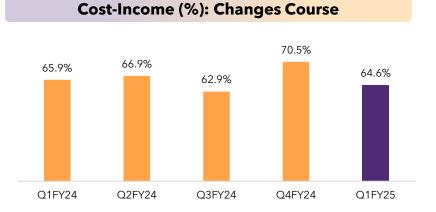


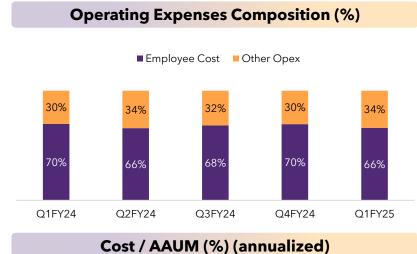
## **Operating Expenses**

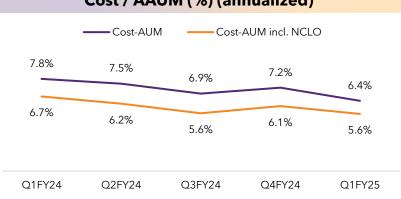
Improvement in Cost/AUM YoY Basis





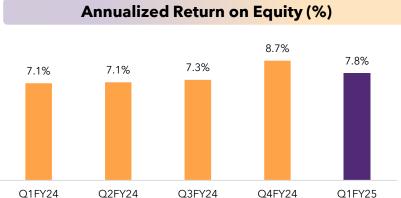


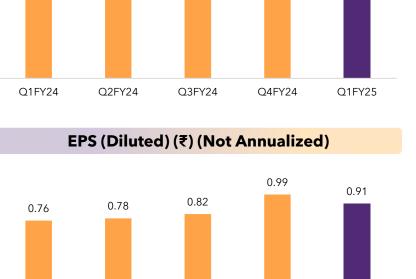




## **Key Ratios**



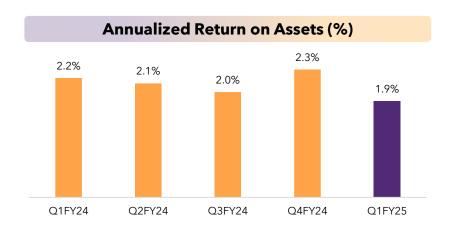




Q3FY24

Q4FY24

Q1FY25





Q2FY24

Q1FY24

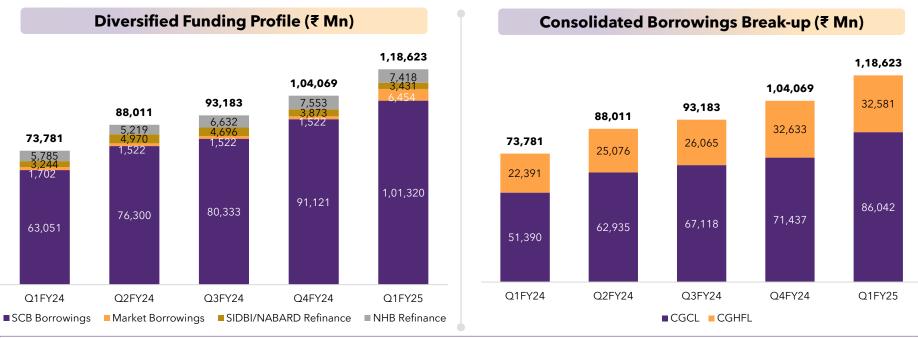


# **Liabilities & Liquidity Position Update**

# **Liability Mix**

#### Increase Led by Bank & Market Borrowings





- $\square$  CGCL's Board had approved raising of funds up to Rs20,000mn by way of equity/NCDs/other instruments.
- ☐ Company continues to have access to strong credit lines to support its rapid Loan Book growth.
- ☐ Additionally, Company has undrawn Co-Lending limits.
- ☐ Market Borrowings include NCD and CPs.

## **Liquidity Position**



₹ Mn except stated

Particulars	CGCL (Standalone)	CGHFL	Consolidated
Limits Sanctioned	143,600	50,992	194,592
Limits Availed	139,650	48,638	188,287
Un-Drawn	3,950	2,354	6,304
Repaid	58,914	16,041	74,955
Outstanding	80,736	32,597	113,333
Total no. of relationship maintained	21	17	23
Limits Sanctioned in Q1FY25	11,500	-	11,500

□ CGCL has active borrowing relationship with 23 Financial Institutions across PSU, Private Sector Banks, Life Insurance companies and Public Sector Financial Institutions.

☐ Additionally, Company has issued Commercial Papers of Rs5,000mn.

As at the end of Q1FY25

**NOTE:** The consolidated outstanding borrowings above will be different from the borrowings appearing in Balance Sheet (Rs118,623mn, see Slide 21), due to accounting treatment for processing fees and other IND AS adjustments.



# **Asset Quality**

## **Asset Quality**

#### Maintained Adequate PCR



₹ Mn excent stated

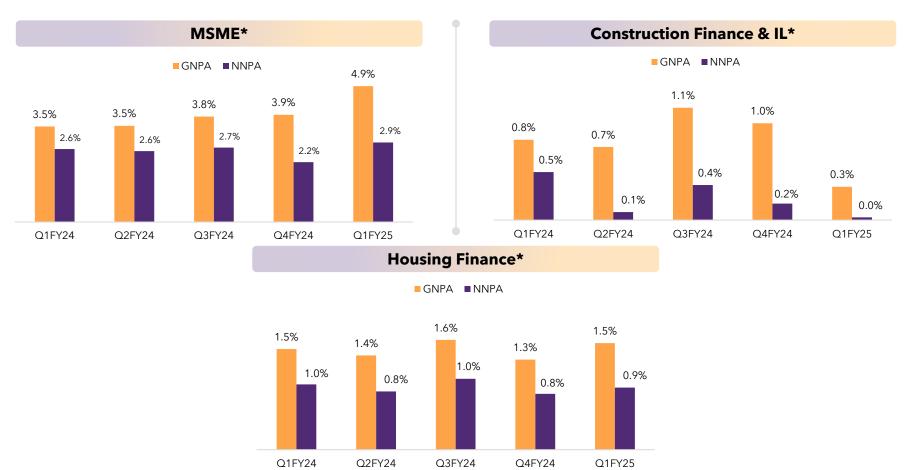
					₹ Mn except stated
ECL Analysis As Per IndAS	Q1FY25	Q4FY24	Q3FY24	Q2FY24	Q1FY24
Stage 1 & 2 - Gross	143,070	135,567	119,112	111,708	103,339
Stage 1 & 2 - ECL Provisions	1,437	1,364	1,688	1,472	1,379
Stage 1 & 2 - Net	141,633	134,202	117,424	110,236	101,959
Stage 1 & 2 - ECL Provisions %	1.00%	1.01%	1.42%	1.32%	1.33%
Stage 3 - Gross	2,875	2,652	2,553	2,193	1,992
Stage 3 - ECL Provisions	1,235	1,202	885	707	553
Stage 3 - Net NPA	1,639	1,450	1,668	1,486	1,439
Stage 3 - ECL Provisions %	43.0%	45.3%	34.7%	32.2%	27.8%
Total ECL Provisions	2,672	2,567	2,442	2,074	1,845
Stage 3 % - Gross NPA	2.0%	1.9%	2.1%	1.9%	1.9%
Stage 3 % - Net NPA	1.1%	1.1%	1.4%	1.3%	1.4%
PCR % (incl. aggregate ECL Prov.)	92.9%	96.8%	95.6%	94.6%	92.6%
Restructured Assets	1,262	1,386	1,526	1,596	1,590
Restructured Assets (%)	0.9%	1.0%	1.3%	1.4%	1.5%
Prov. on Restr. Assets	379	394	446	379	342
Prov. on Restr. Assets (%)	30.0%	28.4%	29.2%	23.7%	21.5%

Std. restructured assets: MSME Rs698mn (2% of MSME AUM), Housing Rs68mn (0.2% of Housing AUM), CF & IL - NIL.

Standard restructured assets were Rs766mn (0.44% of on book consolidated AUM) in Q1FY25 (MSME + Housing).

## **Segmental NPAs**



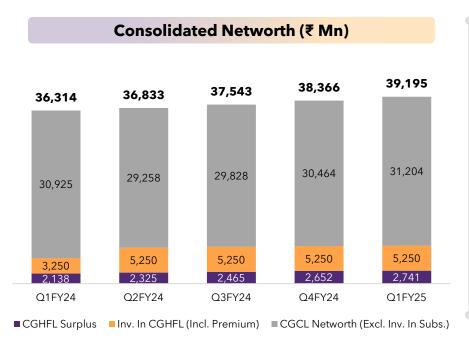


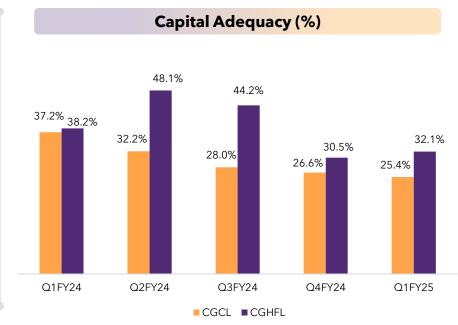


# **Capital Adequacy**

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







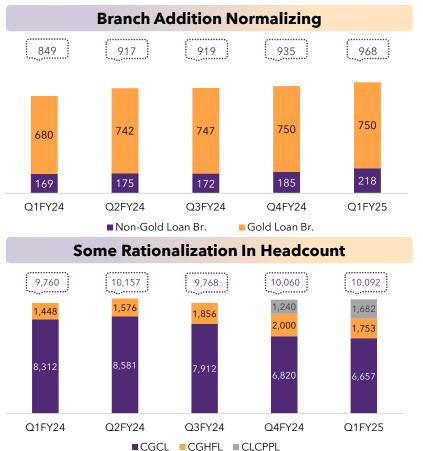
- ☐ During Q2FY24, CGCL infused Rs2bn in its wholly-owned subsidiary CGHFL.
- The strong capital adequacy of CGCL and CGHFL positions both the companies well to access fresh lines of credit to fund growth.



# Network

#### **Network**

#### Rationalizing & Stabilizing



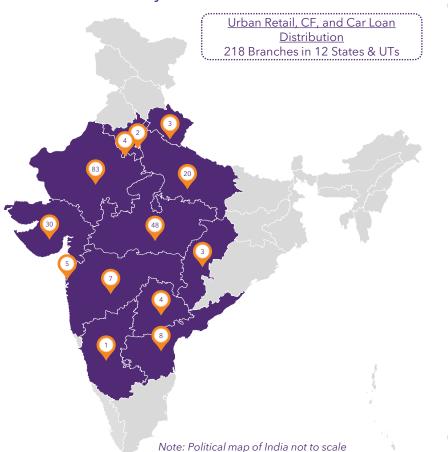


- □ Increased branch network with a net addition of 33 branches during Q1FY25. Total branch network stood at 968 branches vs. 935 branches in Q4FY24.
- ☐ Urban Retail business (MSME and Housing) operated through 214 branches in 12 States and UTs.
- ☐ Gold Loan network stood at 750 branches across 9 states and UTs by end of Q1FY25.
- ☐ Construction Finance continued to have 3 dedicated branches Bengaluru, Hyderabad, and Ahmedabad.
- ☐ Car Loan distribution locations stood at 788 in Q1FY25. The branch presence was consolidated into a single branch at Pune.
- ☐ In addition, the Company has a dedicated tech centre in Gurugram (not counted as a branch).

### **Network**

### Presence In Major Growth Centres









# **Financials**

## **CGCL Consolidated Income Statement**

# CÁPRI

## Quarterly Comparison

Q1FY25	Q1FY24	Y-o-Y (%)	Q4FY24	Q-o-Q (%)
5,724	4,137	38%	4,977	15%
2,711	1,767	53%	2,425	12%
3,013	2,370	27%	2,552	18%
1,089	805	35%	1,161	(6%)
246	316		271	
402	178		342	
441	311		549	
4,102	3,175	29%	3,714	10%
2,650	2,094	27%	2,618	1%
1,751	1,458		1,821	
900	636		798	
1,452	1,081	34%	1,096	33%
464	242	90%	30	1428%
136	123		(64)	
328	118		94	
988	839	18%	1,065	(7%)
231	203		239	
23.4%	24.2%		22.5%	
757	636	19%	826	(8%)
0.91	0.76		0.99	
	5,724 2,711  3,013  1,089 246 402 441  4,102  2,650 1,751 900  1,452  464 136 328  988 231 23.4%	5,724       4,137         2,711       1,767         3,013       2,370         1,089       805         246       316         402       178         441       311         4,102       3,175         2,650       2,094         1,751       1,458         900       636         1,452       1,081         464       242         136       123         328       118         988       839         231       203         23.4%       24.2%	5,724       4,137       38%         2,711       1,767       53%         3,013       2,370       27%         1,089       805       35%         246       316       402       178         441       311       311         4,102       3,175       29%         2,650       2,094       27%         1,751       1,458       900         636       34%         464       242       90%         136       123         328       118         988       839       18%         231       203         23.4%       24.2%         757       636       19%	5,724       4,137       38%       4,977         2,711       1,767       53%       2,425         3,013       2,370       27%       2,552         1,089       805       35%       1,161         246       316       271         402       178       342         441       311       549         4,102       3,175       29%       3,714         2,650       2,094       27%       2,618         1,751       1,458       1,821         900       636       798         1,452       1,081       34%       1,096         464       242       90%       30         136       123       (64)         328       118       94         988       839       18%       1,065         231       203       239         23.4%       24.2%       22.5%         757       636       19%       826

₹ Mn except stated

### **CGCL Consolidated Balance Sheet**





Particulars (INR Mn)	Q1FY25	Q1FY24	YoY (%)	Q4FY24	QoQ (%)
Paid-up equity	825	412	100%	100% 825	-
Reserves and surplus	38,370	35,901	7%	37,541	2%
Networth	39,195	36,314	7.9%	38,366	2%
Bank borrowings and refinance	112,168	72,079	56%	102,547	9%
Market borrowings	6,454	1,702	279%	1,522	324%
Other liabilities and provisions	5,907	4,241	39%	9,062	(35%)
Total shareholders' equity & liabilities	163,724	114,336	43%	151,497	8.1%
Cash and bank balances	12,446	4,798	159%	6,746	84%
Investments	775	701	11%	2,162	(64%)
Assets under financing activities	141,827	102,164	39%	134,212	6%
Other assets	8,676	6,673	30%	8,377	4%
Total assets	163,724	114,336	43.2%	151,497	8.1%

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

#### **CGCL Consolidated Income Statement**

#### Annual Comparison



Profit and Loss A/c	FY20	FY21	FY22	FY23	FY24	₹ Mn except stated
Interest income	6,700	6,735	8,396	11,678	18,228	
Interest expenses	2,828	2,887	3,308	5,317	8,359	
Net interest income	3,872	3,848	5,087	6,361	9,869	New businesses contributing to
Other income	433	636	1,231	2,719	3,821	robust non- interest income
Fees	399	626	1,103	1,179	1,076	interest medine
Other income	34	11	128	1,540	2,745	Net Income CAGR
Net income	4,305	4,484	6,319	9,080	13,689	of 34% FY20-FY24
Operating expenses	1,732	1,520	2,536	5,750	9,120	
Employee expenses	1,188	994	1,746	4,061	6,237	
Other expenses	544	526	790	1,690	2,883	
Operating profit	2,573	2,964	3,783	3,330	4,569	
Provisions	353	607	1,057	647	913	
ECL provisions	299	545	618	77	713	
Write-offs	54	62	439	570	199	
Profit before tax	2,220	2,357	2,726	2,683	3,656	
Taxes	607	588	676	636	862	
Tax rate (%)	27.4%	24.9%	24.8%	23.7%	23.6%	EPS from FY23 taken post Stock-
Profit after tax	1,612	1,770	2,050	2,047	2,794	Split
EPS (Diluted) (Rs.)	9.2	10.0	11.1	2.5	3.4	`\

### **CGCL Consolidated Balance Sheet**

### Annual Comparison\*



Balance Sheet	FY20	FY21	FY22	FY23	FY24	₹ Mn except stated
Liabilities						
Paid-up equity	350	351	351	412	825	
Reserves	15,042	16,822	18,873	35,242	37,541	
Networth	15,392	17,173	19,225	35,655	38,366	Ample leverage room
Borrowings	28,366	37,689	48,084	75,113	104,069	to continue delivering
Other liabilities	697	3,269	4,219	7,246	9,062	robust growth.
Total liabilities	44,455	58,131	71,528	118,013	151,497	~3.4x growth in
Assets						in 4 years.
Cash and equivalents	742	2,242	3,531	15,100	6,746	
Investments	3,607	8,075	3,775	2,155	2,162	,
Loans	39,333	46,863	62,708	94,816	134,212	~3.4x growth in loan book in 4
Other assets	773	951	1,514	5,942	8,377	years.
Total assets	44,455	58,131	71,528	118,013	151,497	

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

# **CGCL Consolidated Earnings**

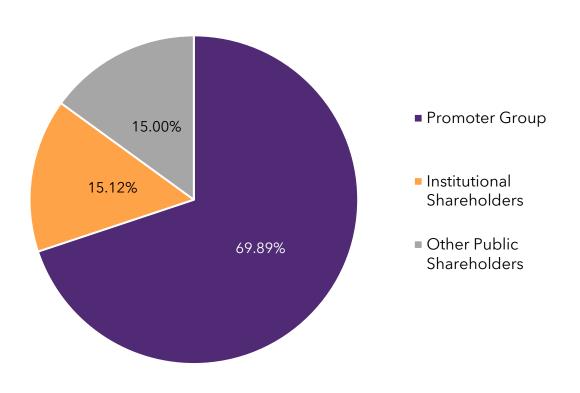




RoA Tree (%)	FY20	FY21	FY22	FY23	FY24
Interest income	15.4	13.1	13.0	13.6	13.5
Interest expenses	6.5	5.6	5.1	6.2	6.2
Net interest income	8.9	7.5	7.8	7.4	7.3
Other income	1.0	1.2	1.9	3.2	2.8
Fees	0.9	1.2	1.7	1.4	0.8
Other income	0.1	0.0	0.2	1.8	2.0
Net income	9.9	8.7	9.7	10.6	10.2
Operating expenses	4.0	3.0	3.9	6.7	6.8
Employee expenses	2.7	1.9	2.7	4.7	4.6
Other expenses	1.2	1.0	1.2	2.0	2.1
Operating profit	5.9	5.8	5.8	3.9	3.4
Provisions	0.8	1.2	1.6	0.7	0.7
ECL provisions	0.7	1.1	1.0	0.6	0.5
Write-offs	0.1	0.1	0.7	0.1	0.1
Profit before tax	5.1	4.6	4.2	3.1	2.7
Taxes	1.4	1.1	1.0	0.7	0.6
Profit after tax (RoA)	3.7	3.4	3.2	2.4	2.1

## **Shareholding**





- Market capitalization¹:
  ₹ 177bn | US\$ 2.1bn²
- **Cons. Networth³ (Q1FY25):** ₹ 39.2bn
- ☐ Paid-up Equity: ₹824.9mn
- **□ FV**<sup>4</sup>: ₹ 1

#### Note:

- 1. Market capitalization NSE on 28th June'24.
- 2. 1 US\$ = ₹83.37
- 3. Not adjusted for DTAs; ₹ 38.4bn after adjusting for DTAs;
- 4. On March 5 '24 share split from Rs2/- face value to Re1/- face value.
- 5. On March 5 '24, Company gave a 1:1 bonus issue.
- AMFI classifies CGCL as a small cap company based on six monthly average market capitalization (Dec'23 rank 306).
- 7. CGCL is part of NIFTY Smallcap 250 index.



# Leadership

#### **Board of Directors**

#### Independent Board Guides Executive Management





#### Lingam Venkata Prabhakar, **Chairman & Independent Director**

Ex-MD & CEO Canara Bank and ex-ED Punjab National Bank; rich experience in banking and finance, AMCs, insurance companies; M.Sc. (Agri), CAIIB



#### Rajesh Sharma, Managing Director

Founder & Promoter with over 2.5 decades of experience; Chartered Accountant



#### Ajit Mohan Sharan, **Independent Director**

IAS - Batch 1979 with over 3 decades of experience in varied aspects of public administration



#### Desh Raj Dogra, **Independent Director**

Ex- CEO and MD of CARE ratings with over 4 decades of experience in financial sector & credit administration



#### Nupur Mukherjee, **Independent Director**

Ex Global MD at SCB and Barclays; responsible for critical technological practices; associated with top Indian tech companies in the past, expertise in datadriven, cloud, AI and ESG.



#### Shishir Priyadarshi, **Independent Director**

Ex-IAS officer from UP cadre; distinguished service with Union and State govt. in economic, finance & infrastructure; MA (Economics, UK) and M. Sc ( Nuclear Physics, DU)



#### Subramanian Ranganathan, **Independent Director**

Ex- Citicorp, Bank of America Merrill Lynch, Edelweiss Group; over 4 decades experience in finance and management; CA, CS, CWA, LL.B

# **Leadership Team (1/2)**

### Experienced Senior Management



#### **Retail Business**



Ravish Gupta (Business Head - Gold Loans) Ex-IIFL Finance, GE Money, HDFC Bank with 20Y of experience; BCA., MDP (IIM-K, IIM-B) Vintage with CGCL: 2Y 7M



Magesh lyer (Chief operating Officer) Ex-Incred Finance, Reliance Capital, ICICI Bank with over 20Y of exp.; B.Com, PGDBA Vintage with CGCL: 1Y 7M





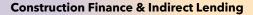
Sanjeev Srivastava (Chief Risk Officer) Ex-IIFL Finance, GE Money, ICICI Bank; with over 24Y exp.; CA Appointed in Aug'23



Amar Rajpurohit (Business Head - MSME) Ex-AU Financiers, Gruh Finance, DHFL with over 17 years of work experience; B.A., LLB Vintage with CGCL: 6Y 3M



Prasanna Kumar Singh (Group Collections Head) Ex-Bajaj Finance & PNB HF with over 20Y experience; LLB, MBA Vintage with CGCL: 3Y 2M





Bhaskarla Keshav Kumar (Associate Director - Monitoring) Ex-AGM & Unit Head of Corporate Relationships with SBI Vintage with CGCL: 9Y 5M



Munish Jain (Business Head - Home Loans) Ex-Shriram Housing, GE Money Housing Finance, DHFL with over 20Y of work exp., MBA Vintage with CGCL: 5Y 5M



Bhupinder Singh (Head - Legal Litigation) More than a decade experience with various NBFCs in providing legal advice. Vintage with CGCL: 5Y



Vijay Kumar Gattani (Associate Director - Credit) Ex-Goldman Sachs, ICICI Bank, ICICI Home Finance with over 15 years of experience; CA Vintage with CGCL: 8Y 10M

## **Leadership Team (2/2)**

#### Experienced Senior Management

#### **Corporate Functions**



Divya (Director - Business Strategy) Ex-Viteos Capital Market and XL Dynamics with over 24Y of exp: GMP (Harvard Business School), Master's Degree (USF) Vintage with CGCL: 12Y 6M

Partha Chakraborti

Appointed in Oct'23

CWA

(Chief Financial Officer)

Ex-R R Kabel, Hafele India, IFB

Industries with over 27Y exp.; CA,



Vivek Jain (Chief Human Resources Officer) Ex- Kotak Mahindra Bank, Genpact and Lupin with over 25Y of exp.; MBA (IMI, New Delhi) Appointed in Feb'24



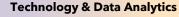
**Vinay Surana** (Head - Treasury) Ex-Founding Member, Axis Bank debt syndication team with over 15Y of experience, CA





Yashesh Bhatt JBIMS

Vintage with CGCL: 18Y 3M





Tarun Aggarwal (Group Chief Technology Officer) Ex-Paytm, spearheaded many OpenAl initiatives, over 20Y exp.; PGD-BM (IMT Ghaziabad), B.Tech-Appointed in Jul'24



Varun Malhotra (Chief Technology Officer) Ex-BYJU's, Policy Bazaar, Lava International, over 17Y exp.; M.Tech (BITS, Pilani) Vintage with CGCL: 2Y 7M



Satish Shimpi (Chief Compliance Officer) Ex-Bajaj Finance, Bandhan Bank, IndusInd Bank, Bank of India; PGD in Banking & Ins., CAIB, Certified Compliance Officer, PLAM (IIM-C) Appointed in Dec'23



(Company Secretary) Ex-L&T Fin., TATA hsq, M&M, RIL with over 17Y exp.; CS, LLB, MFM-Vintage with CGCL: 2Y 8M



**Piyush Dangaich** (Chief Data Science and Analytics Officer) Ex-BRIDGEi2i, Fractal Analytics and Saarthi.ai with over 10Y exp.; B. Tech (IIT, Roorkee) Vintage with CGCL: 1Y 8M

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# Thank You

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