

October 31, 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, 5th Floor

Plot No- 'C' Block, G Block

Bandra-Kurla Complex, Bandra (East)

Mumbai – 400 051

Scrip Code: CGCL

Sub: Revised Investor Presentation Q2FY25

Dear Sir / Madam,

Pursuant to Regulation 30 of SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015 and further to our letter dated October 21, 2024, intimating Earning Conference Call scheduled on October 30, 2024, we are attaching herewith revised presentation titled "CGCL Q2FY25 Investor 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 Highlights

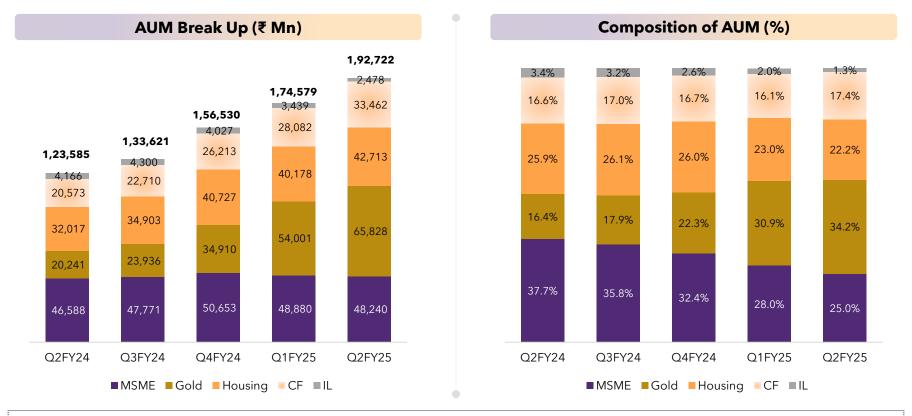




Business Update





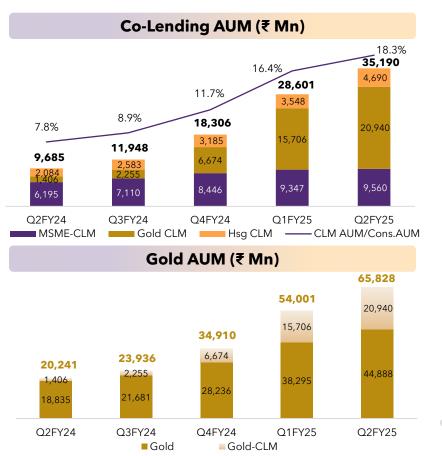


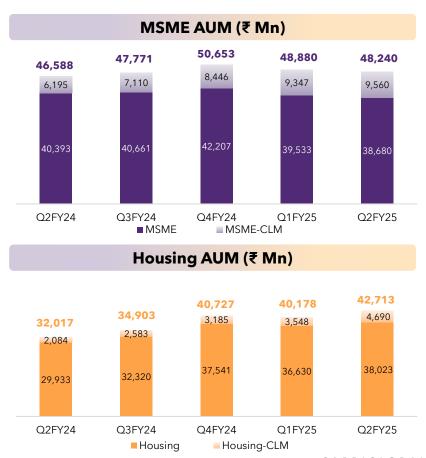
MSME, Gold, and Housing AUM values are inclusive of co-lending and Directly Assigned AUM. Refer next slide for further details.

Retail AUM

Rising Share Of Co-Lending AUM



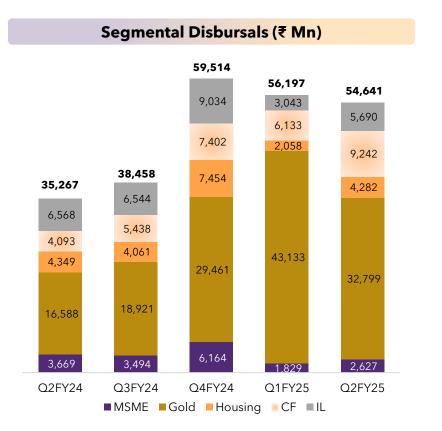


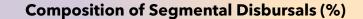


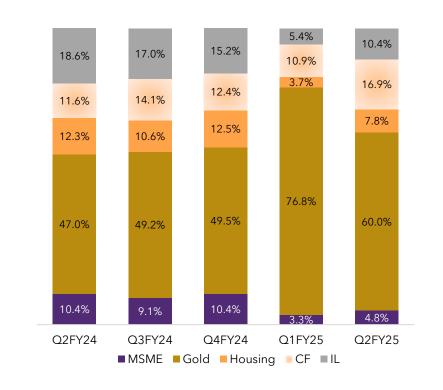
Disbursals







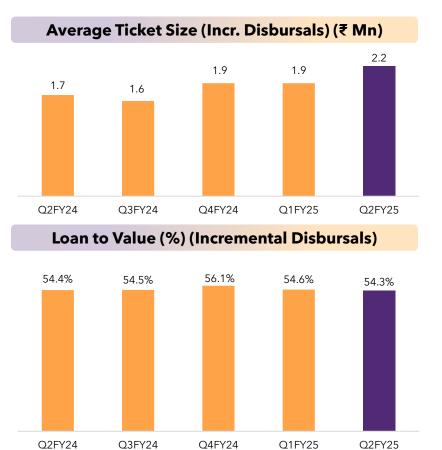


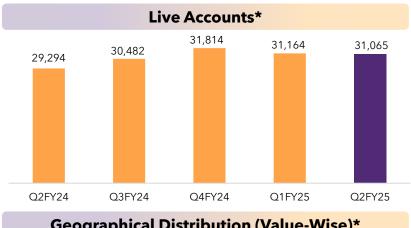


MSME Business Update

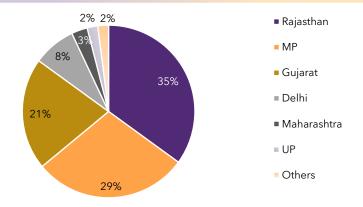
Well-Diversified Book by Geography







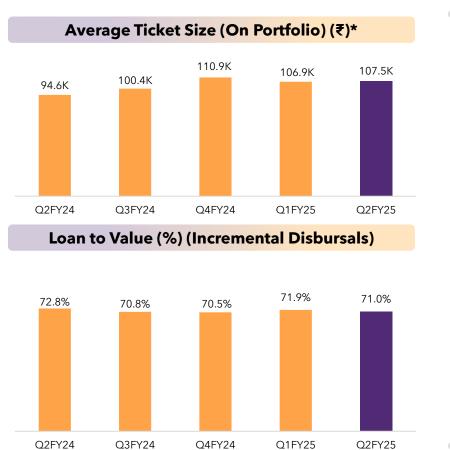
Geographical Distribution (Value-Wise)*

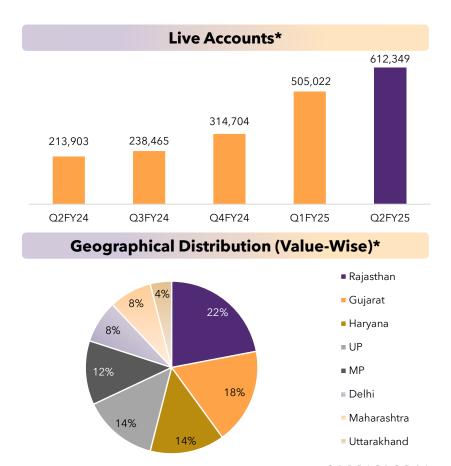


Gold Loan Business Update

Strong Growth of 21% QoQ in Live Accounts



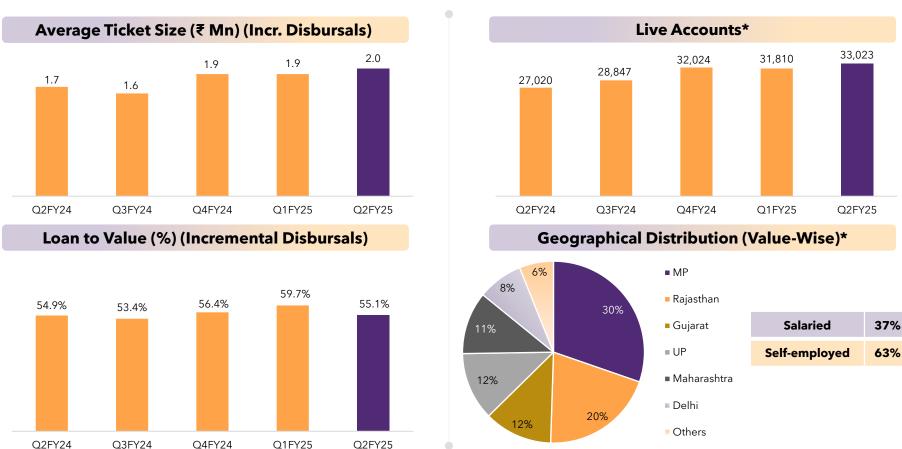




Housing Finance Business Update



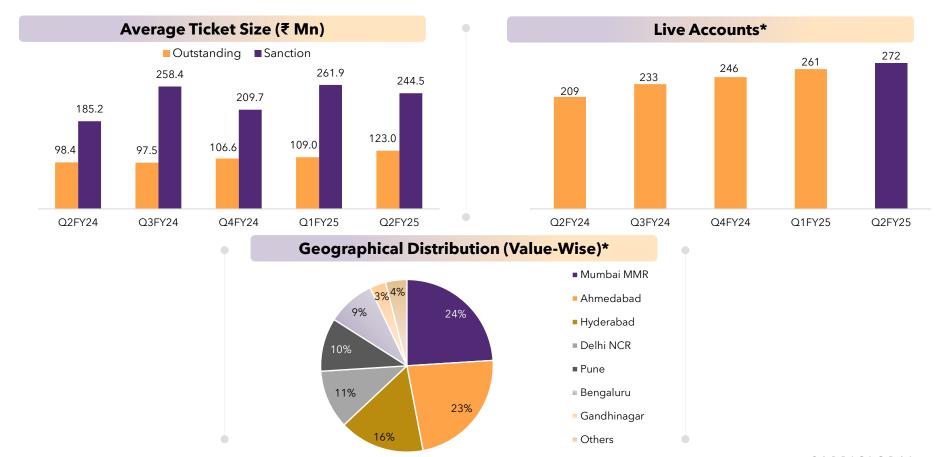
Well-Diversified Book by Geography with Focus on Self-Employed



Construction Finance Business Update







Car Loan Distribution

Pan-India Presence



Partner Banks



















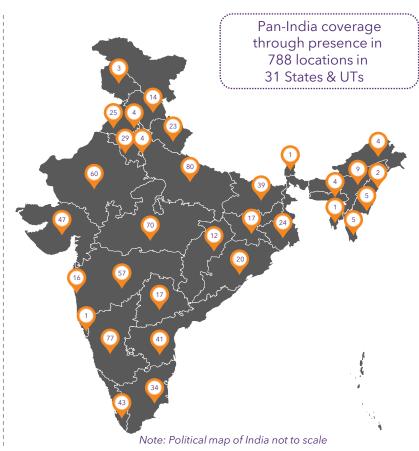


mahindra FINANCE



Total Locations (Branches + Feet-on-Street)

Q2FY24	Q3FY24	Q4FY24	Q1FY25	Q2FY25
714	714	788	788	788

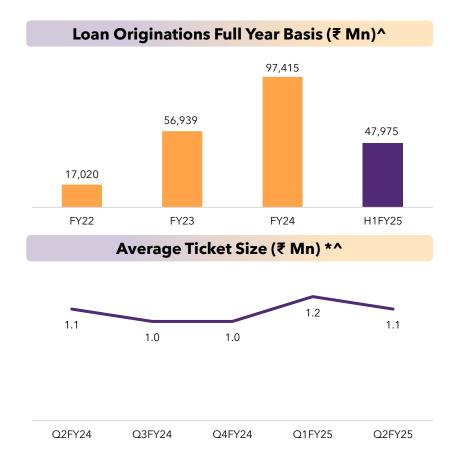


Car Loan Origination









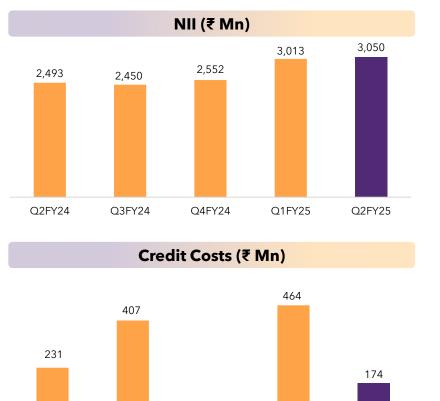


Earnings Performance

Performance Matrix







30

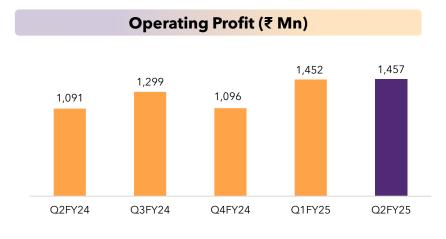
Q4FY24

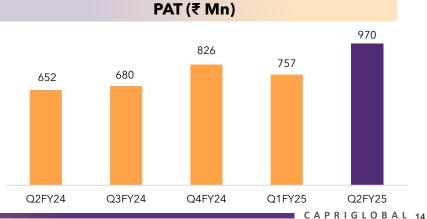
Q1FY25

Q2FY25

Q2FY24

Q3FY24

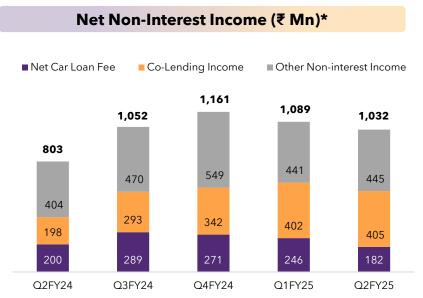




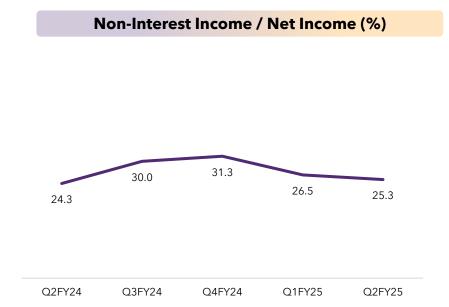
Non-Interest Income



Sustained Momentum in Co-Lending Fees; Steady Share of Non-interest Income





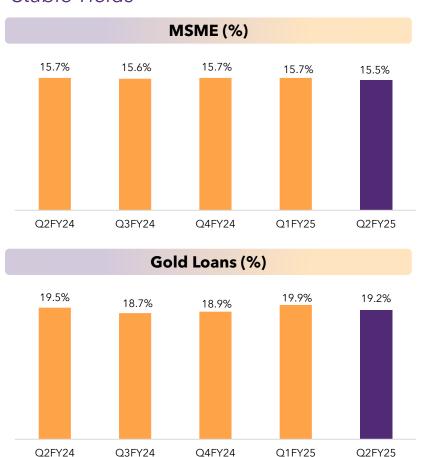


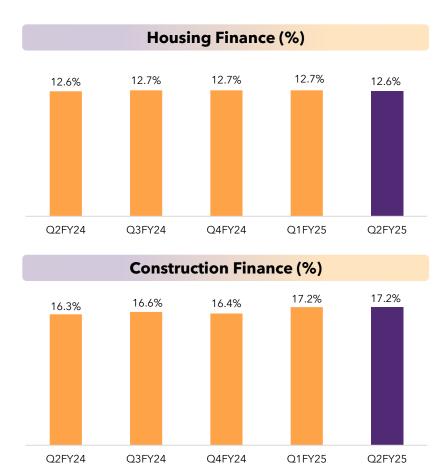
- ☐ Car Loan origination business now completely moved to 100% subsidiary 'Capri Loans Car Platforms Pvt. Ltd.'
- During Q3FY24, CGCL received a composite insurance distribution license from insurance regulator IRDAI. Distribution partnership with 18 insurance companies (Life Insurance 9, General Insurance 5, Health Insurance 4).

Loan Yields

Stable Yields



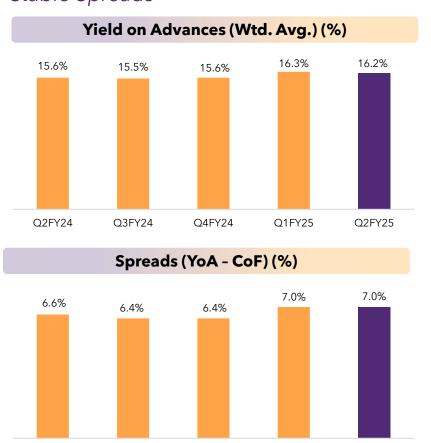




Key Ratios

Stable Spreads

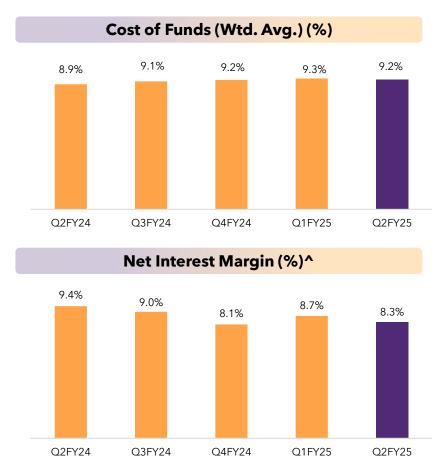




Q4FY24

Q1FY25

Q2FY25

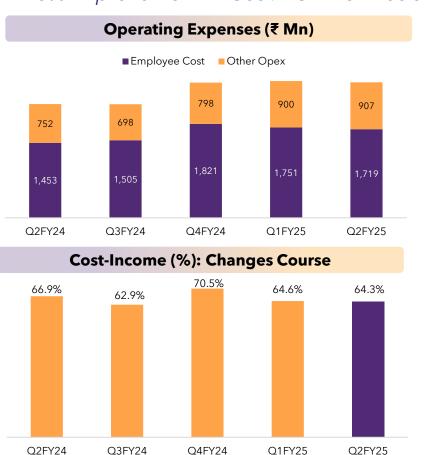


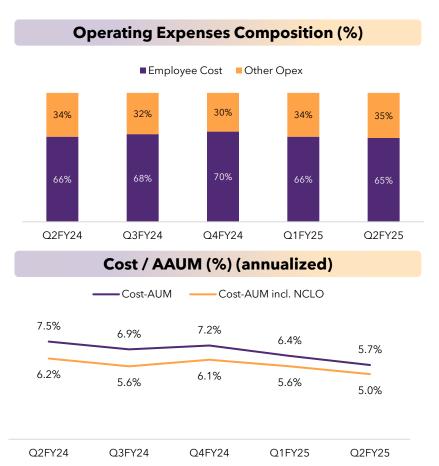
Q2FY24

Operating Expenses

~1.8% Improvement in Cost/AUM YoY Basis



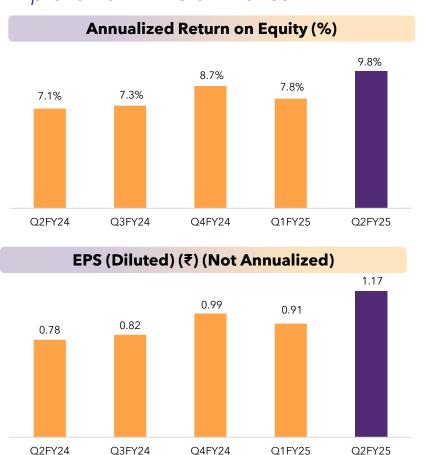


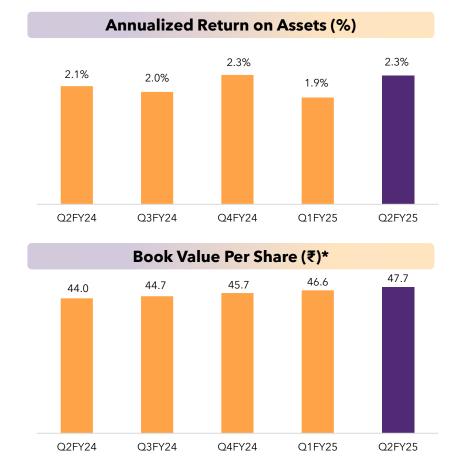


Key Ratios

Improvement in Return Ratios







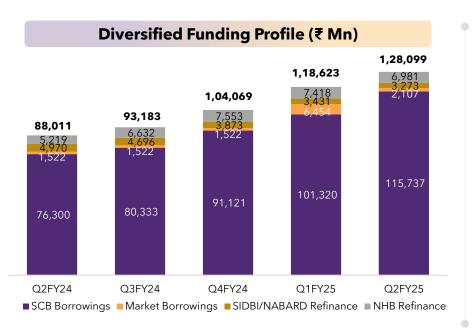


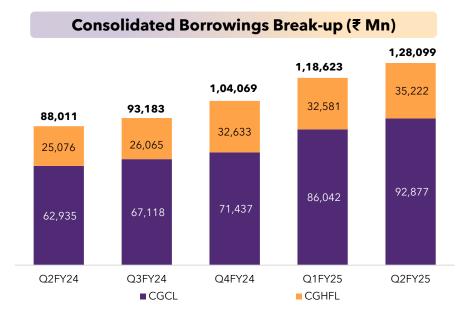
Liabilities & Liquidity Position Update

Liability Mix

Increase led by Bank Borrowings







- ☐ CGCL's Board has approved raising of funds up to Rs10,000mn by way of NCDs.
- ☐ Additionally, Company has undrawn Co-Lending limits.
- ☐ Market Borrowings include NCD and CPs.

Liquidity Position

Comfortable Liquidity Position



₹ Mn except stated

Particulars	CGCL (Standalone)	CGHFL	Consolidated
Limits Sanctioned	167,840	56,809	224,649
Limits Availed	155,765	53,138	208,902
Un-Drawn	12,075	3,672	15,747
Repaid	63,649	17,764	81,412
Outstanding	92,116	35,374	127,490
Total no. of relationship maintained	21	17	23
Limits Sanctioned in Q2FY25	37,500	7,000	44,500

- □ CGCL has active borrowing relationship with 23 Financial Institutions across PSU, Private Sector Banks, Life Insurance companies and Public Sector Financial Institutions.
- ☐ Company continues to have access to strong credit lines to support its rapid Loan Book growth.

As at the end of Q2FY25

NOTE: The consolidated outstanding borrowings above will be different from the borrowings appearing in Balance Sheet (Rs128,099mn, see Slide 21), due to accounting treatment for processing fees and other IND AS adjustments.



Asset Quality

Asset Quality

Maintained Adequate PCR



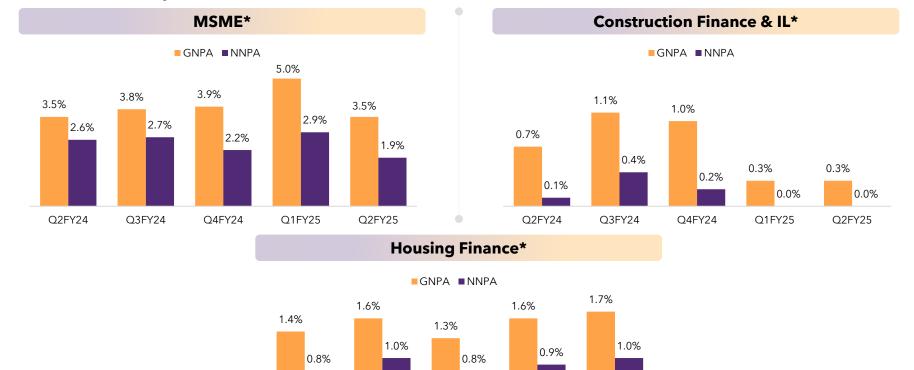
₹ Mn except stated

ECL Analysis As Per IndAS	Q2FY25	Q1FY25	Q4FY24	Q3FY24	Q2FY24
Stage 1 & 2 - Gross	154,945	143,070	135,567	119,112	111,673
Stage 1 & 2 - ECL Provisions	1,488	1,437	1,364	1,688	1,472
Stage 1 & 2 - Net	153,457	141,633	134,202	117,424	110,201
Stage 1 & 2 - ECL Provisions %	0.96%	1.00%	1.01%	1.42%	1.32%
Stage 3 - Gross	2,588	2,875	2,652	2,554	2,227
Stage 3 - ECL Provisions	1,039	1,235	1,202	909	730
Stage 3 - Net NPA	1,549	1,639	1,450	1,645	1,497
Stage 3 - ECL Provisions %	40.1%	43.0%	45.3%	35.6%	32.8%
Total ECL Provisions	2,527	2,672	2,567	2,597	2,202
Stage 3 % - Gross NPA	1.6%	2.0%	1.9%	2.1%	1.9%
Stage 3 % - Net NPA	1.0%	1.1%	1.1%	1.4%	1.3%
PCR % (incl. aggregate ECL Prov.)	97.63%	92.9%	96.8%	101.7%	98.9%
Restructured Assets	1,128	1,262	1,386	1,526	1,596
Restructured Assets (%)	0.7%	0.9%	1.0%	1.3%	1.4%
Prov. on Restr. Assets	305	379	394	446	379
Prov. on Restr. Assets (%)	27.0%	30.0%	28.4%	29.2%	23.7%

Segmental NPAs

Asset Quality Under Control





Q4FY24

Q1FY25

Q2FY25

Q2FY24

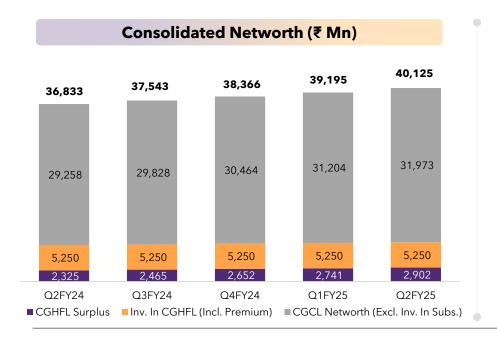
Q3FY24

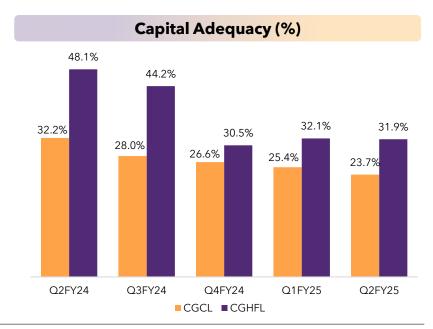


Capital Adequacy

Well Capitalized For Medium Term Growth







- Both CGCL and CGHFL are well capitalised to support growth in the medium term.
- \square CGCL's Board had approved raising of funds up to Rs20,000mn by way of equity/other instruments.

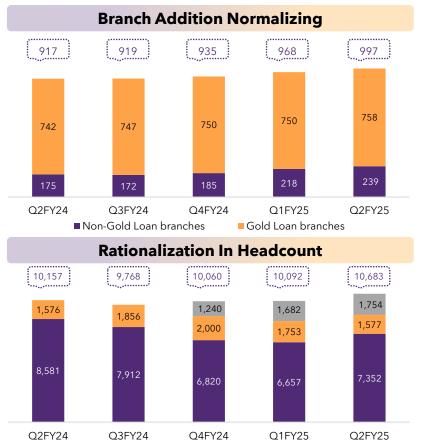


Network

Network

Rationalizing & Stabilizing

Q3FY24



Q4FY24

■CGCL ■CGHFL ■CLCPPL

Q1FY25

Q2FY25

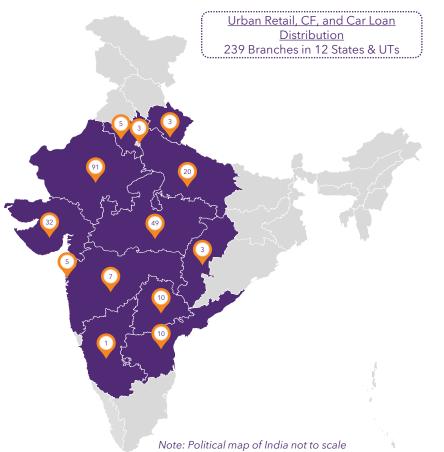


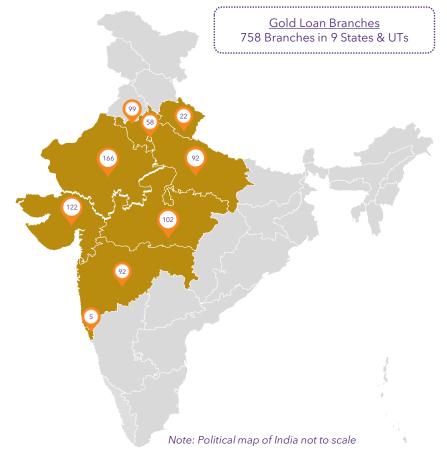
- □ Increased branch network with a net addition of 29 branches during Q2FY25. Total branch network stood at 997 branches vs. 968 branches in O1FY25.
- ☐ Urban Retail business (MSME and Housing) operated through 234 branches in 11 States and UTs.
- ☐ Gold Loan network increased to 758 branches across 9 states and UTs by end of Q2FY25.
- ☐ Construction Finance continued to have 3 dedicated branches - Bengaluru, Hyderabad, and Ahmedabad.
- □ Car Loan distribution locations stood at 788 in Q2FY25. 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

Contiguous Expansion; Presence in Major Centres









Financials

CGCL Consolidated Income Statement

CAPRI

₹ Mn except stated

Quarterly Comparison

Particulars	Q2FY25	Q2FY24	Y-o-Y (%)	Q1FY25	Q-o-Q (%)
Interest earned	6,155	4,452	38%	5,724	8%
Interest expended	3,105	1,958	59%	2,711	15%
Net interest income	3,050	2,493	22%	3,013	1%
Non-interest income	1,033	803	29%	1,089	(5%)
Net car loan fees	182	200		246	
Co-lending income	405	198		402	
Other core income	445	404		441	
Total income	4,083	3,296	24%	4,102	0%
Operating expenses	2,626	2,205	19%	2,650	(1%)
Employee cost	1,719	1,453		1,751	
Other operating expenses	907	752		900	
Operating profit	1,457	1,091	34%	1,452	0%
Total provisions	174	231	(24%)	464	(62%)
ECL provisions	125	262		136	
Write-offs	49	(31)		328	
Profit before tax	1,283	860	49%	988	30%
Tax	313	208		231	
Implied tax rate	24.4%	24.2%		23.4%	
Profit after tax	970	652	49%	757	28%
EPS (diluted) (Rs.) (not annualised)	1.17	0.79		0.91	

,

CGCL Consolidated Balance Sheet

Quarterly Comparison



Particulars (INR Mn)	Q2FY25	Q2FY24	YoY (%)	Q1FY25	QoQ (%)
Paid-up equity	825	412	100.1%	825	-
Reserves and surplus	39,300	36,420	7.9%	38,370	2.4%
Networth	40,125	36,833	8.9%	39,195	2.4%
Bank borrowings and refinance	125,992	86,489	45.7%	112,168	12.3%
Market borrowings	2,107	1,522	38.4%	6,454	(67.4%)
Other liabilities and provisions	6,369	6,278	1.5%	5,907	7.8%
Fotal shareholders' equity & liabilities	174,592	131,121	33.2%	163,724	6.6%
Cash and bank balances	10,863	10,823	0.4%	12,446	(12.7%)
Investments	1,732	2,390	(27.5%)	775	123.6%
Assets under financing activities	153,310	110,210	39.1%	141,827	8.1%
Other assets	8,687	7,699	12.8%	8,676	0.1%
Total assets	174,592	131,121	43.2%	163,724	6.6%

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	, interese income
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 to continue
Borrowings	28,366	37,689	48,084	75,113	104,069	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 balance sheet
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	

CGCL Consolidated Earnings

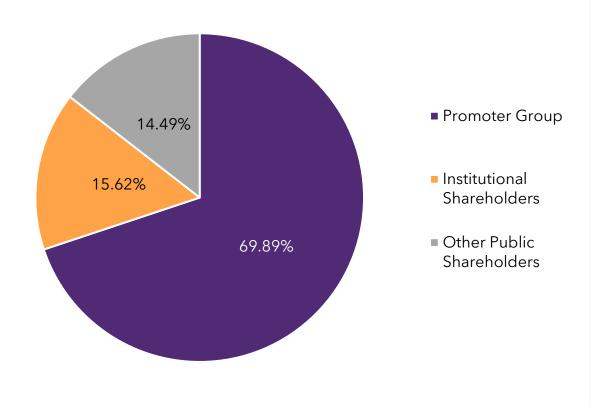




RoA Tree (%)	FY20	FY21	FY22	FY23	FY24
Interest income	15.4	13.1	13.0	13.6	13.5
Interest expenses	6.5	5.6	5.1	6.2	6.2
Net interest income	8.9	7.5	7.8	7.4	7.3
Other income	1.0	1.2	1.9	3.2	2.8
Fees	0.9	1.2	1.7	1.4	0.8
Other income	0.1	0.0	0.2	1.8	2.0
Net income	9.9	8.7	9.7	10.6	10.2
Operating expenses	4.0	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:
 ₹ 171bn | US\$ 2.0bn²
- Cons. Networth³ (Q2FY25):
 ₹ 40.1bn
- ☐ Paid-up Equity: ₹824.9mn
- **□ FV**⁴: ₹ 1

Note:

- 1. Market capitalization NSE on 30th September'24.
- 2. 1 US\$ = ₹ 83.83.
- 3. Not adjusted for DTAs; ₹ 39.3bn 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.
- 6. AMFI classifies CGCL as a small cap company based on six monthly average market capitalization (June'24 rank 312).
- 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

Experienced Team with Vintage



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 10M



Prasanna Kumar Singh (Group Collections Head) Ex-Bajaj Finance & PNB HF with over 20Y experience; LLB, MBA Vintage with CGCL: 3Y 5M



Vijay Kumar Gattani (Director - Credit - CF) Ex-Goldman Sachs, ICICI Bank, ICICI Home Finance with over 15 vears of experience: CA Vintage with CGCL: 9Y 1M

Construction Finance & Indirect Lending



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 6M



Magesh Iyer (Chief operating Officer) Ex-Incred Finance. Reliance Capital, ICICI Bank with over 20Y of exp.; B.Com, PGDBA Vintage with CGCL: 1Y 10M



Bhaskarla Keshav Kumar (Director - Monitoring - CF) Ex-AGM & Unit Head of Corporate Relationships with SBI Vintage with CGCL: 9Y 8M



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 8M



Bhupinder Singh (Head - Legal Litigation) More than a decade experience with various NBFCs in providing legal advice. Vintage with CGCL: 5Y 3M

Risk Management



Sanjeev Srivastava (Chief Risk Officer) Ex-IIFL Finance, GE Money, ICICI Bank; with over 24Y exp.; CA Vintage with CGCL: 1Y 2M

Leadership Team

Experienced Team with Vintage



Technology & Data Analytics

Appointed in Jul'24



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



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 9M

Corporate Functions



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



Varun Malhotra (Chief Technology Officer) Ex-BYJU's, Policy Bazaar, Lava International, over 17Y exp.; M.Tech (BITS, Pilani) Vintage with CGCL: 2Y 10M



Partha Chakraborti (Chief Financial Officer) Ex-R R Kabel, Hafele India, IFB Industries with over 27Y exp.; CA, Appointed in Oct'23



Vinay Surana (Head - Treasury) Ex-Founding Member, Axis Bank debt syndication team with over 15Y of experience, CA Vintage with CGCL: 16Y 2M



(Associate Director - Treasury Operations) Ex-Aditya Birla, over 2 decades of exp in accounts, finance, taxation and corporate planning

Vintage with CGCL: 18Y 6M

Suresh Gattani

Yashesh Bhatt



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 11M



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 hsg, M&M, RIL with over 17Y exp.; CS, LLB, MFM-**JBIMS** Vintage with CGCL: 2Y 11M

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