

June 21, 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: Investor Presentation - Analyst Meet

Dear Sir / Madam,

Pursuant to Regulation 30 of SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015 and further to our letter dated June 18, 2024, intimating Analyst Meet scheduled on June 21, 2024, we are attaching herewith presentation titled "Corporate 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

Capri Global Capital Limited

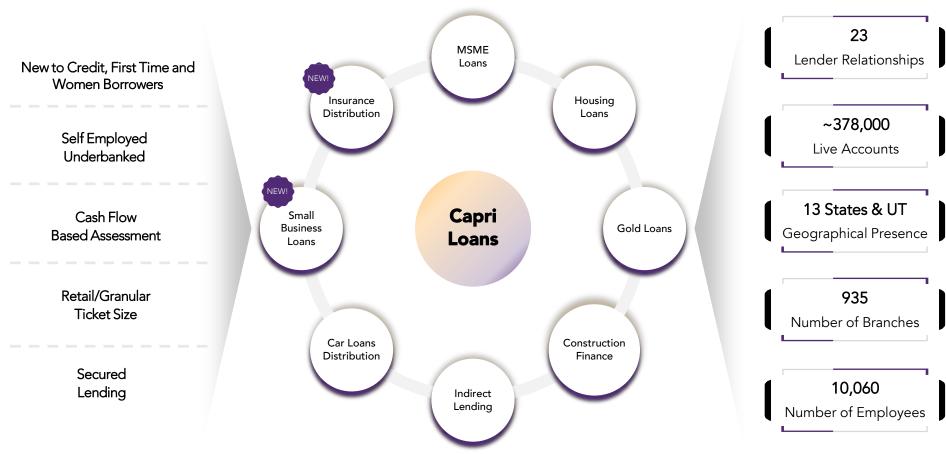
Encl.: As Above



Capri Global Capital Limited

Emerging As a Financial Powerhouse





Bridging Financial Gaps: Transforming Lives

~37x Loan-Book Growth in Past 12 Years



2011

Raised 4.5 Bn equity capital and started Construction Finance Business

2013

Ventured into fully secured MSME Lendina

2017

Forayed into Housing Finance business vertical

2021

Commenced third party distribution of New Car Loans

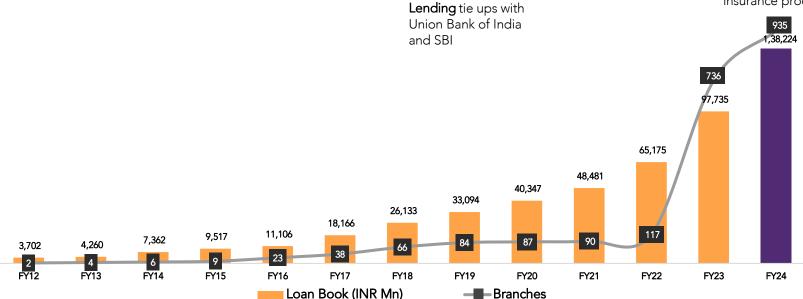
Announced Co-

2022

Gold Loans business launched in Aug'22

2023

Raised Rs 1.44 Bn Equity by way of Rights Issue; IRDA license for distribution of insurance products



NOTE: The sudden rise in number of branches from FY22 to FY23 is due to start of gold loan business; gold loan branches in FY23 were 562 & in FY24 are 750

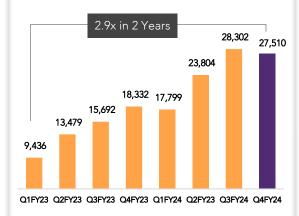
Superior Execution Prowess

Rapid Scaling and Operational Proficiency



<u>Launched Car Loan</u> Distribution in Jan 2021

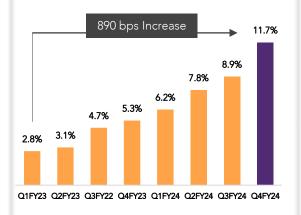
Car Loan Originations (INR Mn)



In 2.5 Years, we have become one of the largest player in this segment

Started Co-Lending Loan Distribution in Nov 2021

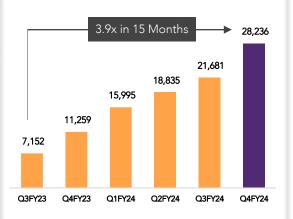
Co-Lending AUM (% of Overall AUM)



Began partnerships with 2 banks v/s 8 banks ending Q4FY24

Launched Gold Loan Business in Aug 2022

Gold Loan Book (INR Mn)



Expanded from 108 exclusive gold loan branches to 750 branches ending Q4FY24

Complementary Asset Light Income Streams

Co-Lending, Distribution and Cross-Selling





Car Loan Distribution

- o Gross Fee Income of **INR 1.6 Bn** generated in FY24
- o Pan-India coverage through presence in 788 locations in 32 states & UTs

Diversifying Income Streams through **Asset Light Businesses**



Co-Lending Mechanism

- o Spread Income of **INR 0.8 Bn** generated in FY24
- o Streamlined co-lending through integration with **8 partner banks**

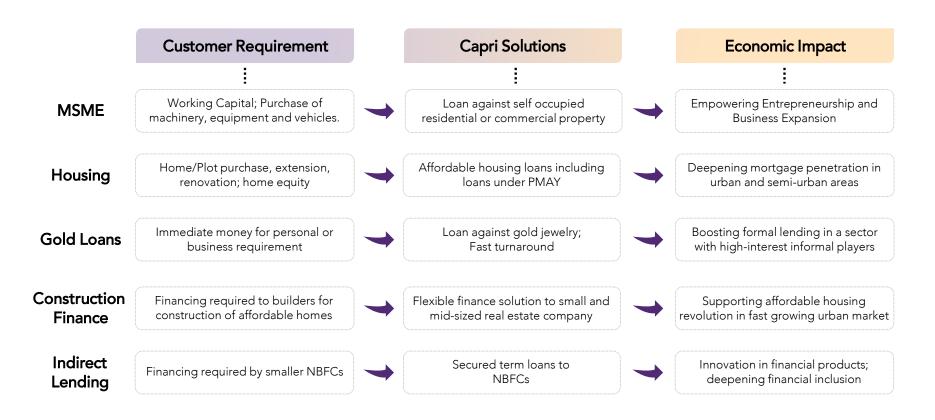
Cross Selling

- o Launched Insurance recently targeting **INR 1 Bn gross fee income** over next 3 years
- o Cross selling distribution to existing MSME/Housing/Gold Loan customers

Empowering Financial Inclusion and The Underserved







Underwriting Excellence

Navigating Risk With Precision and Expertise



Login to Sanction ~37%

Prudent Lending Practices and Risk Management





115 bps - Long Term Credit Cost

Proactive Approach to Manage Credit Risks

Strong Safety of Margin

MSME	Housing	Gold	CF
53%	52%	71%	1.5x







Healthy asset quality (Net NPA)

MSME	Housing	Gold	CF
2.1%	0.8%	0.8%	0.2%

Secured Lending

In-house Sourcing and Collection





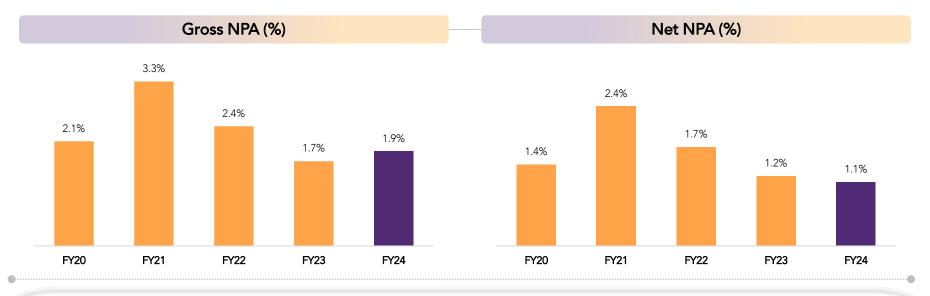
No Maturity Risks

ALM Matched Across All Buckets

Commitment to Prudent Risk Practices







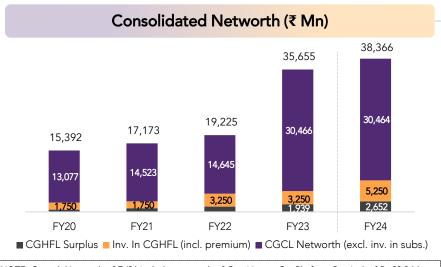
- ✓ Approval rate guided by conservative policy parameters to have predictable portfolio quality
- ✓ Regularly tracking early warning signals
- ✓ Well Managed Asset Quality

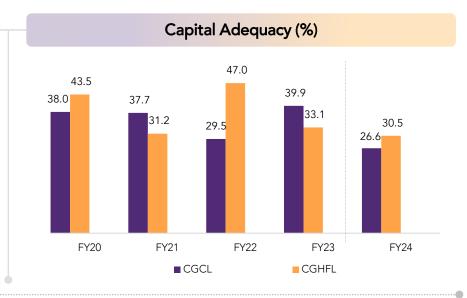
- √ ~99% Average Collection Efficiency post COVID
- ✓ Credit Cost at 0.7% in FY24
- ✓ Stage 3 stabilised, back to Pre-COVID levels

Strong and Well Funded Balance Sheet









NOTE: Consol. Networth of FY24 includes networth of Capri Loans Car Platform Pvt. Ltd. of Rs 99.8 Mn

Strong Capital Adequacy

Adequate Liquidity

Access To New Credit Lines

Rating Upgrades

Accelerated Growth

Diversified Funding Sources

Technology Led, Digital First Approach

Driving Efficiency Through Innovation



Sales Mobility Application

Application for new loan logins

Capri Business Partner

An alternate leads channel live on Play store, >21K connectors live

In-House Car Loan Leads App

Works seamlessly with multiple banks





In-House LOS

'Swarnim' LOS for Gold Loan business launched in Aug'23

Built Own OCR and KYC Engine

Datawarehouse

'Single source of truth', data project to enable business insights through data repository

Cross-Sell Analytics

To identify cross-selling opportunities for other products





Entire Tech Footprint Cloud Based

Loan Management System

Migration to <u>Oracle FLEXCUBE</u> from legacy system for all retail products by Mar'24, Gold Loans already live since Aug'23

Customer Service App

Live on Play store as Capri Loans application to serve customers better

Overall Productivity Enhancement







Acquisition

Pragati- Sales App: EKYC & E-Signing; Increasing sales productivity by 25%

Capri Business Partner: 1,500 active partners; 9,000+ Leads Disbursed till date; 700Cr+ Disbursed Amount

Capri Loans App: Self-assisted onboarding via App and WhatsApp ChatBot



Process

Loan Xpress: Improve FTR by 20%; Increase Credit Efficiency by 50%; Decrease in Credit Processing Cost by 30%

Cost Optimization: Reduce per file login cost by from Rs. 8000 to Rs. 4000 (i.e. by 50%)

Scale-up in Co-Lending Model: Conversion Ratio rose from ~7% in Q3FY22 to ~80% ending Q4FY24 with the help of in-house Business Rule Engine



Collection

Significant Improvement in Collection Efficiency: Overall collection efficiency stood at 99%

Optimization of Feet-on-Street: Optimizing by introduction of data model and enhancing tele-calling setup

Betterment in Cases Resolved: 100% rise in total cases resolved



Incentive Gamification Tool: Incentives distributed using an Incentivized Scorecard developed in the Collection Dashboard

Pro-Active Culture: 100% increase in charges collection

Technology

Building Support Infra for Capri 2.0



Key Technology Enablers

In-House Tech Team



Artificial Intelligence



Machine Learning



Data Analytics



Key Outcomes

Entire Tech Footprint Cloud Based

Built Own OCR and KYC Engine

Built Own Data Analytics Platform

In Near Future

Cross-Sell Analytics

To identify crossselling opportunities for other products

CLM Analytics Model

Seamless and end-toend model for colending mechanism

DSA Platform

To create an alternate leads channel across all businesses

Built Own Car Loan Leads App

Works seamlessly with multiple banks

Datawarehouse

'Single source of truth', data project to enable business insights through data repository

Customer Service App

A new app to serve customers better

In-House Key Business Critical Platforms

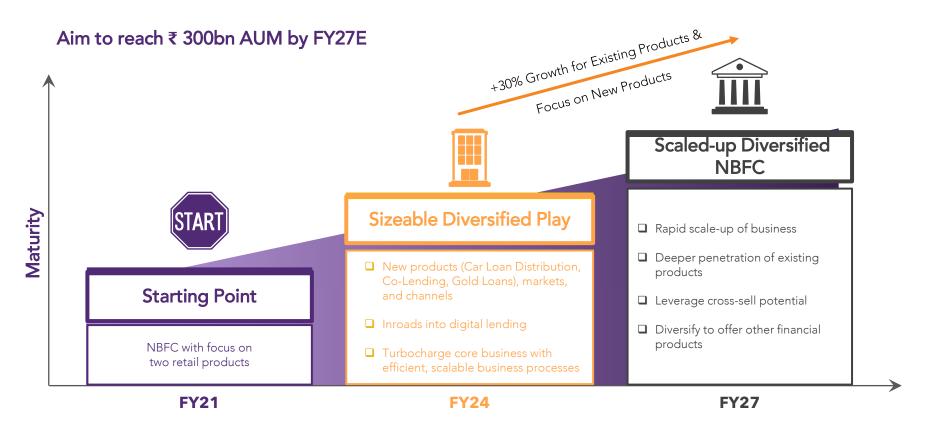
ChatBot on WhatsApp

Leverages GenAl as a future initiative

Outlook for Future...

Charting Our Course of Success





Strategic Priorities

Our Path Ahead...



AUM Growth With Focus on ROE Expansion

Strategic Priorities



Increasing Asset Light
Income Stream



Digital Focus



Diversification to New Financial Products



Operating Leverage for Cost Saving



Deeper Penetration of Existing Verticals



Branch Expansion with Expanded Geo Footprint

ESG at Core

To Grow Responsibly...



Environmental Stewardship

Integration of UPI payments from top providers into CGCL system.

OCR Based Documentation, Video KYC and Digital Signatures

50 %

Loan Process Digitized from Origination to Disbursal using Sales Mobility App

Social Responsibility

Significant Women Borrowers serving as Primary Applicants

16.5 %

New to Credit MSME Disbursals

13.5%

New to Credit Housing Disbursals

Corporate Governance

Occupational Health and Safety

Equal Opportunity and No Discrimination

Anti-Bribery, Anti Corruption

Transparency Tax

And Various CSR Initiatives

Continue To Serve The Underprivileged











1,14,256

Health Initiatives

33,647

Women Empowerment & Livelihood

19,523

23,527

315

Education Initiatives

Sustainable Environment

Animal Welfare



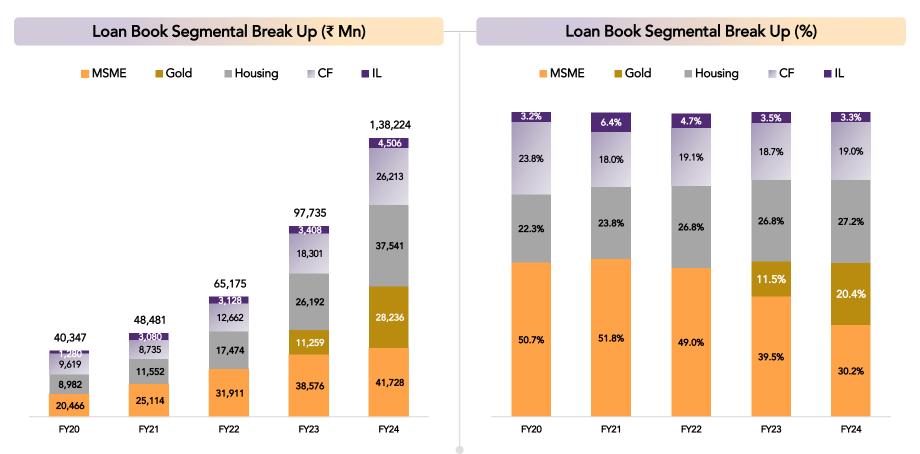


Business Verticals

Diversified Business Verticals



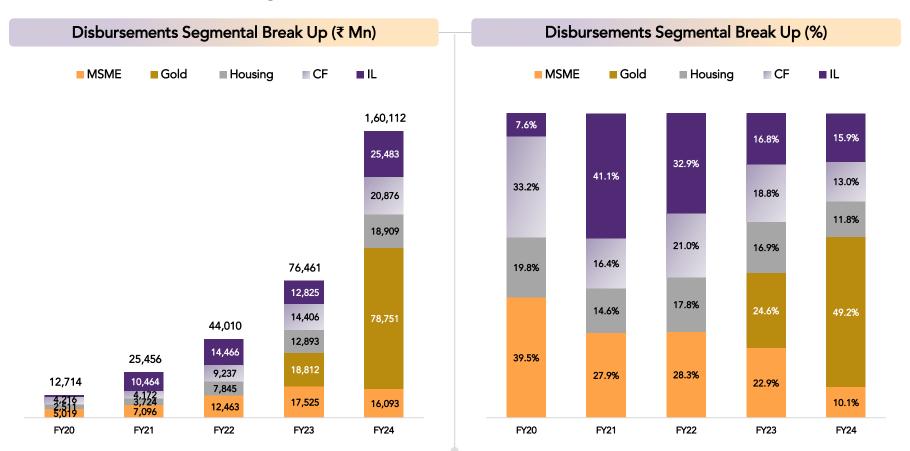




Superior Pace of Disbursement

New Growth Drivers Adding Momentum...

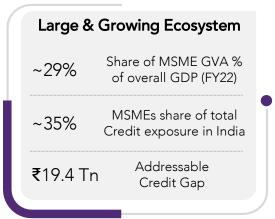




MSME Lending

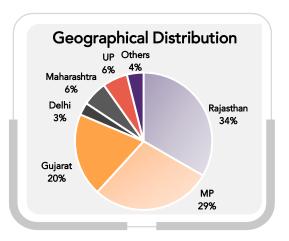
Small Loans, Big Opportunity

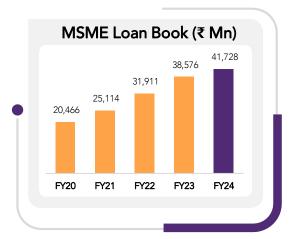




Source: IFC, pib.gov.in

Note: Addressable Credit Gap of INR 19.4 Tn refers to tappable portion out of INR 52 Tn of Informal Channel lending to MSME





Key Statistics

31,814

Live Accounts

15.7 %

Portfolio Yield

INR 1.3 Mn

Average Ticket Size

3.9 %

GNPA

52 %

Portfolio LTV

9

States/UTs Present

NOTE: All numbers mentioned above for FY24



Our Impact: MSME Finance

"From 4 wheels to 4 rooms: Championing breakfast for locals in Madhya Pradesh"

In the hope of orchestrating a better future for his grandchildren, Rajendra Malvia partnered with Capri Global to expand his snacks business from a cart to a restaurant.

Location: Madhya Pradesh

Business: Grocery Store & Restaurant

Annual Income: ~INR 0.6 Mn per annum

Loan Amount: INR 1.8 Mn

Sales: ~INR 20,000 / Day

Sales increased by 2x

Product Offering: 8 to 10 Products

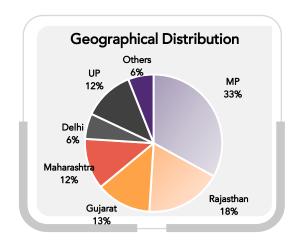
Products Offering Expanded by 2x

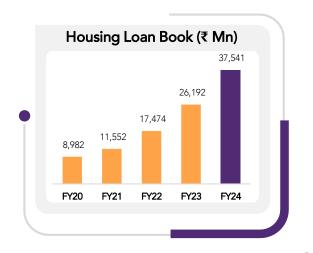
Affordable Housing

Capitalizing on the Huge Demand Outlook









Source: National Housing Bank

32,024INR 1.2 Mn52 %Live AccountsAverage Ticket SizePortfolio LTV12.7 %1.3 %9Portfolio YieldGNPAStates/UTs Present

Key Statistics

Our Impact: Housing Finance

"Building a house of dreams"

Mamta Thakur, a headmistress in a government school, is teaching a lesson about financial independence and stability to all the single mothers around her through leading by example. Capri Global has been her partner of choice in materializing her house of dreams.

Location: Madhya Pradesh Annual

Income: ~INR 0.4 Mn

Loan Amount: INR 0.8 Mn

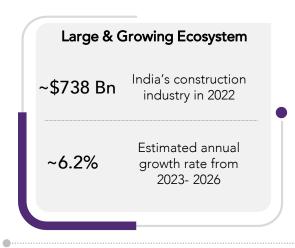
Transformation: With the help of the loan amount, Mamta constructed a 1 BHK on the plot. Currently, the rooms in her new apartment are more spacious as compared to her rented apartment. She fondly says that the balcony has been the highlight of her new house, becoming a space for her and her kids to reflect and rejoice.

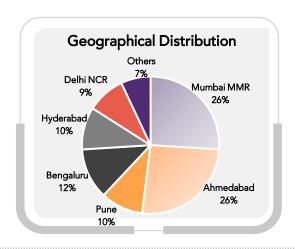


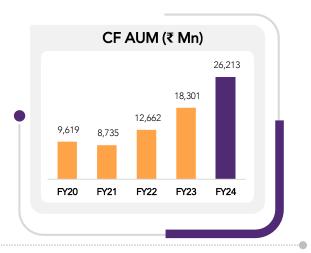
Construction Finance

Building a Sustainable Future









Key Statistics

246
Live Accounts
16.4 %

Portfolio Yield

INR 106.6 Mn

Average Ticket Size

1.0 %

GNPA

1.5x

Asset Cover

13

Cities Present

Our Impact: Construction Finance

"Scaling up against all odds"

Arvind dreamed big and emerged bigger and found Capri Global holding his hand on the way. With strong fundamentals and a market presence, Arvind entrusted Capri Global with his business expansion

Location: Delhi NCR (Faridabad)

Focus: Residential Accommodation

Years of Existence: 15

Number of Projects Completed: 4

Loan Amount: INR 40 Mn

Transformation: After establishing his presence in the market, Arvind approached Capri Global for a business expansion loan. Capri Global enabled him to purchase 8 plots together for the first time and reach a scale that he had never seen before.



Car Loan Distribution

Growing At Superior Pace

CAPRI LOANS

Key Statistics

INR 1.6 Bn

INR 1.0 Mn

Gross Fee Income Generated In FY24 Average Ticket Size (Q4FY24)

788

32

Total Locations

States/UTs Presence

Partner Banks





















PAN India Presence Note: Political map of India not to scale

Note: Car Loan Distribution will be housed under Capri Loans Car Platform Private Limited

Co-Lending Focus

Huge Growth Opportunity





















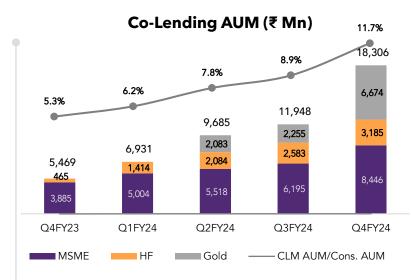
Co-originating loans in the MSME, Affordable Housing and Gold Loan segment with partner banks based on RBI's colending mechanism

Spread and loan service fee from CLPs on the cooriginated loans.

An additional opportunity at achieving scale while conserving capital

Credit costs to be shared proportionately with CLPs.

RoE accretive as scale is achieved.



- ✓ CGCL retains a minimum 20-30% of co-originated loans on its balance sheet while the co-lending partners (CLPs) retain the balance.
- ✓ Exploring tie-ups for co-lending in gold loan segment.
- ✓ Co-origination income constituted 8% of net income
 in FY24.

Insurance

Newly Ventured Space





License Approval

IRDAI Composite License Secured for Life, Non-Life, and Health Insurance Distribution since Dec '23



Strategic Partnerships

Tied with 11 Insurance companies (5 Life Insurance, 4 Health Insurance and 2 General Insurance)





Customized Solutions

Offering Tailored Insurance Solutions for Small Businesses and Individuals with High Financial Vulnerability to Diverse Risks



Significant cross-selling potential as Capri's customer base is expected to more than treble and cross 1Mn by FY27E





Unleashing Growth Potential

Targeting INR 1Bn Gross Fee Income from insurance distribution between FY25-FY27

Enhancing Return Ratios

Potential to improve marginal ROE by 1.5% to 2%

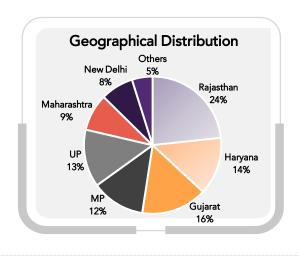


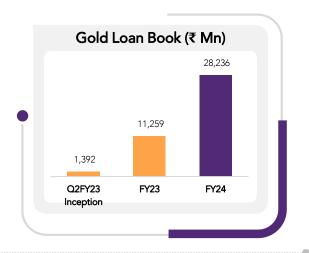
Gold Loans

Scaling Fast, Significant Opportunity for Organized Players







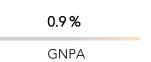


Source: Various Company and Industry Research Reports

Key Statistics

	314,704	
	Live Accounts	
	18.9 %	
NOTE: All	Portfolio Yield numbers mentioned above for FY24	













Appendix: Financial Performance

Financial Performance

Steady Growth Over The Years

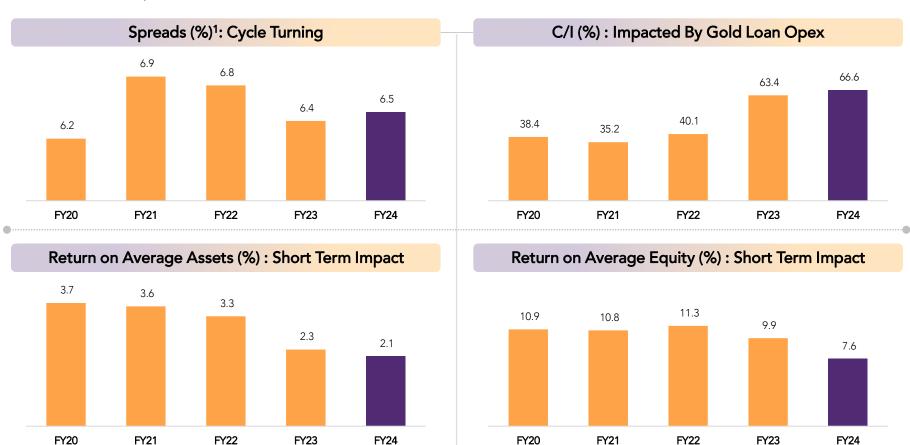




Key Ratios

Consistent Improvement





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	
Other income	433	636	1,231	2,719	3,821	New businesses contributing to robust
Fees	399	626	1,103	1,179	1,076	non-interest income
Other income	34	11	128	1,540	2,745	
Net income	4,305	4,484	6,319	9,080	13,689	Net Income CAGR of 34% from 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%	
Profit after tax	1,612	1,770	2,050	2,047	2,794	FY23 & FY24 EPS is considering the effect
Earnings per share (Diluted) (Rs.)	9.2	10.0	11.1	2.5	3.4	post Stock-Split

CGCL Consolidated Balance Sheet

Annual Comparison



Total assets	44,455	58,131	71,528	1,18,013	1,51,497		
Other assets	773	951	1,514	5,942	8,377	years.	
Loans	39,333	46,863	62,708	94,816	1,34,212	~3.4x growth in loan book in 4	
Investments	3,607	8,075	3,775	2,155	2,162	24	
Cash and equivalents	742	2,242	3,531	15,100	6,746		
Assets						in 4 years.	
Total liabilities	44,455	58,131	71,528	1,18,013	1,51,497	~3.4x growth in balance sheet	
Other liabilities	697	3,269	4,219	7,246	9,062		
Borrowings	28,366	37,689	48,084	75,113	1,04,069	growth.	
Networth	15,392	17,173	19,225	35,655	38,366	room to continue delivering robust	
Paid-up equity Reserves	350 15,042	351 16,822	351 18,873	412 35,242	825 37,541	Ample leverage	
Liabilities							
Balance Sheet	FY20	FY21	FY22	FY23	FY24	₹ Mn except stated	

CGCL Consolidated Earnings

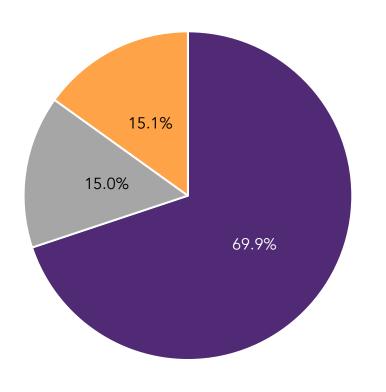
Du Pont Analysis



ROA Tree (%)	FY20	FY21	FY22	FY23	FY24
Interest income	15.4	13.1	13.0	12.3	13.5
Interest expenses	6.5	5.6	5.1	5.6	6.2
Net interest income	8.9	7.5	7.8	6.7	7.3
Other income	1.0	1.2	1.9	2.9	2.8
Fees	0.9	1.2	1.7	1.2	0.8
Other income	0.1	0.0	0.2	1.6	2.0
Net income	9.9	8.7	9.7	9.6	10.2
Operating expenses	4.0	3.0	3.9	6.1	6.8
Employee expenses	2.7	1.9	2.7	4.3	4.6
Other expenses	1.2	1.0	1.2	1.8	2.1
Operating profit	5.9	5.8	5.8	3.5	3.4
Provisions	0.8	1.2	1.6	0.7	0.7
ECL provisions	0.7	1.1	1.0	0.1	0.5
Write-offs	0.1	0.1	0.7	0.6	0.1
Profit before tax	5.1	4.6	4.2	2.8	2.7
Taxes	1.4	1.1	1.0	0.7	0.6
Profit after tax (RoA)	3.7	3.4	3.2	2.2	2.1

Shareholding





■ Promoter Group

- Institutional Shareholders
- Other PublicShareholders

Market capitalization¹:
₹ 166bn | US\$ 1.99bn²

Cons. Networth³ (Q4FY24):
₹ 38.4bn

☐ Paid-up Equity: ₹824.9mn

□ FV⁴:₹1

□ Dividend Per Share (proposed)

: ₹ 0.15

Note:

- 1. Market capitalization NSE on 31st March'24.
- 2. 1 US\$ = ₹83.42
- 3. Not adjusted for DTAs; ₹ 37.7bn after adjusting for DTAs;
- 4. On March 5 '24 share split from Rs2/- face value to Re1/-face value.
- 5. On March 5th '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.

Board Of Directors





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



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

Rajesh Sharma,



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



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 data-driven, cloud, AI and ESG.

Nupur Mukherjee,



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



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 6M



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

Vintage with CGCL: 5Y

Risk Management



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

Technology & Data Analytics



Satish Shimpi (Chief Compliance Officer) Ex-Baiai Finance, Bandhan Bank, IndusInd Bank, Bank of India; PGD in Banking & Ins., CAIB, Certified Compliance Officer, PLAM (IIM-C) Appointed in Dec'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 2M



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



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



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



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



Construction Finance & **Indirect Lending**



(Director - Business Strategy) Francisco, GMP (HBS)



Vinav Surana (Head - Treasury) Ex-Founding Member, Axis Bank debt syndication team with over 15Y of experience, CA Vintage with CGCL: 15Y 11M

Suresh Gattani



Magesh Iyer (Chief operating Officer) Ex-Incred Finance, Reliance Capital, ICICI Bank with over 20Y of exp.: B.Com. PGDBA Vintage with CGCL: 1Y 6M



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



Ex-Viteos Capital Market and XL Dynamics with over 24Y of exp; Master's Degree (University of San Vintage with CGCL: 11Y 7M



(Associate Director - Treasury Operations) Ex-Aditya Birla, over 2 decades of exp in accounts, finance, taxation and corporate planning Vintage with CGCL: 18Y 2M



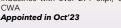
Prasanna Kumar Singh (Group Collections Head) Ex-Baiai Finance & PNB HF with over 20Y experience; LLB, MBA Vintage with CGCL: 3Y 1M



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 9M



Partha Chakraborti (Chief Financial Officer) Ex-R R Kabel, Hafele India, IFB Industries with over 27Y exp.: CA. CWA





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

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