



CSFB.2024-2025/343

October 24, 2024

BSE Limited
Listing Compliance
Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai 400 001
Maharashtra

National Stock Exchange of India Limited The Listing Department, Exchange Plaza, Bandra Kurla Complex, Mumbai - 400 051 Maharashtra

Scrip Code: 544120, 951995 & 953739 Symbol: CAPITALSFB

Sub: Investor Presentation on Un- audited Financial Results of Capital Small Finance Bank Limited for the Quarter and Half Year ended on September 30, 2024

Ref: Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

In continuation to outcome of board meeting held on October 24, 2024 regarding un - audited financial results of Capital Small Finance Bank Limited ("the Bank") for the Quarter and half year ended on September 30, 2024, we submit herewith the Investor Presentation on the same.

The Investor Presentation may also be accessed on the website of the Bank at the link: https://www.capitalbank.co.in/investors/financial-results

This is for your information and records.

Thanking You,

For and on behalf of Capital Small Finance Bank Limited

Amit Sharma Company Secretary and Compliance Officer Membership No. F10888



Capital Small Finance Bank

Investor Presentation Q2FY25

Safe Harbour

This presentation and the accompanying slides (the "Presentation"), which have been prepared by **Capital Small Finance Bank Limited (the "Company"),** have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

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This presentation contains certain forward-looking statements concerning the Company's future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and abroad, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, our ability to manage government policies and actions regulations, interest and other fiscal costs generally prevailing in the economy. The Company does not undertake to make any announcement in case any of these forward-looking statements become materially incorrect in future or update any forward-looking statements made from time to time by or on behalf of the Company.



Experience of over 2 decades in the Banking Industry*



Diversified Credit Portfolio with Zero direct Microfinance Exposure

Advances: INR 6,718 Cr +15% YoY

- Diversified Loan book with Zero direct Microfinance Exposure
- 99.8% secured loans
- Average Ticket Size (ATS) of INR 15.0 lakhs
- Loan book mix across Agricultural, Mortgage, MSME and Others



Embracing Retail Liability Strategy

Deposits: INR 7,780 cr +11% YoY

- Retail focused liability franchise with retail-deposit share of 93.7%
- High CASA ratio resulting into lower Cost of Deposit
- High Rollover ratio of ~90% depicting a stable deposit base



Consistent Profitability Growth

PAT: INR 33 cr +37% YoY

- Demonstrated and sustained improvements in return metrics
- ROA 1.4%
- Consistently increasing NIM, consequent to accelerating CD ratio



Robust Asset Quality

GNPA 2.6%; NNPA 1.3%

- One of the lowest write-offs in the Banking industry with zero NPA sell-off
- Credit Cost of 0.2%
- Strong underwriting capabilities, visibility of borrower cash-flow, primary banking approach; key contributor to low credit cost



Targeted towards Middleincome customer segment

7.5 Lakhs+ customers

- Focus on primary banking relationship
- Providing a holistic range of product suite across all branches and one-stopshop for all the financial needs of the customers
- Emphasis on rural and semi-urban areas

Key Highlights Q2FY25





Gross Advances

INR 6,718 crores

As of September 2024

- +15% YoY
- +5% QoQ
- +9% YTD^



Deposits

INR 7,780 crores

As of September 2024

- +11% YoY
- +4% YTD^



Disbursement

INR 591 crores (Q2FY25)

+9% YoY +33% YTD*



Profit After Tax

INR 33 crores (Q2FY25) INR 24 crores (Q2FY24)

- +37% YoY
- +11% QoQ
- +17% YTD*



ROA

1.4% (Q2FY25) 1.1% (Q2FY24)



Asset Quality

2.6%/1.3% (Q2FY25) 2.7%/1.4% (Q2FY24)

GNPA/NNPA



CASA Ratio

37.1%



Retail Deposit Ratio

93.7%



ROE

10.8%



26.3%

Core CRAR 22.2%



Collection Efficiency

97.1% (Q2FY25)



Branch Network

180 branches

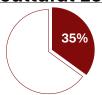
across 5 states And 2 Union Territory

Diversified Advance Portfolio.....



AUM of Rs 1,209 Cr

Agricultural Loans



Kisan Credit Card

• Agricultural Term Loan

Mortgage Loans



Housing Loan

MSME & Trading Loans



Working Capital facility

(CC / OD/WCTL)

Project Financing

Machinery Loans

- Term loans to NBFCs
- Term Loans to MFIs

Corporate loans:

Personal Loans

Other Loans

Gold Loans

Auto Loans

Rs. 2.340 crores

as of September 2024

Rs. 2,223 Crore (Q1FY25) Rs. 2,267 Crore (Q2FY24)

Rs. 1,794 crores

as of September 2024

Loan Against Property

Rs. 1,729 Crore (Q1FY25) Rs. 1,529 Crore (Q2FY24)

Rs. 1,374 crores

as of September 2024

Rs. 1,312 Crore (Q1FY25) Rs. 1,172 Crore (Q2FY24)

Rs. 725 crores

as of September 2024

Rs. 665 Crore (Q1FY25) Rs. 483 Crore (Q2FY24)

Rs. 485 crores

Consumption & other loans:

as of September 2024

Rs. 462 Crore (Q1FY25) Rs. 415 Crore (Q2FY24)

Rs 1.24 Mn

Rs. 1.24 Mn (Q1FY25) Rs. 1.24 Mn (Q2FY24)

Rs 1.22 Mn

Rs. 1.20 Mn (Q1FY25) Rs. 1.15 Mn (Q2FY24)

Rs 2.01 Mn

Rs. 1.97 Mn (Q1FY25) Rs. 1.85 Mn (Q2FY24)

Rs 205.37 Mn

Rs. 187.88 Mn (Q1FY25) Rs. 158.18 Mn (Q2FY24)

Rs 0.77 Mn

Rs. 0.76 Mn (Q1FY25) Rs. 0.68 Mn (Q2FY24)

1.77%

(1.69% Q1FY25) (1.38% Q2FY24)

0.84%

(0.95% Q1FY25) (0.67% Q2FY24)

2.10%

(2.33% Q1FY25) (3.18% Q2FY24)

10.71%

(10.69% Q1FY25)

NIL

(NIL Q1FY25) (NIL Q2FY24)

11.14%

(11.13% Q1FY25)

0.33%

(0.38% Q1FY25) (0.34% Q2FY24)

9.69%

(9.68% Q1FY25)

Interest

EGAN/

Gross

Advances

Yield

NNPA

12.49%

(12.42% Q1FY25)

11.78%

(11.79% Q1FY25)



Focus on middleincome customer segment



Emphasis on secured lending with 99%+ secured



Endeavour to be a full suite banker for the customer

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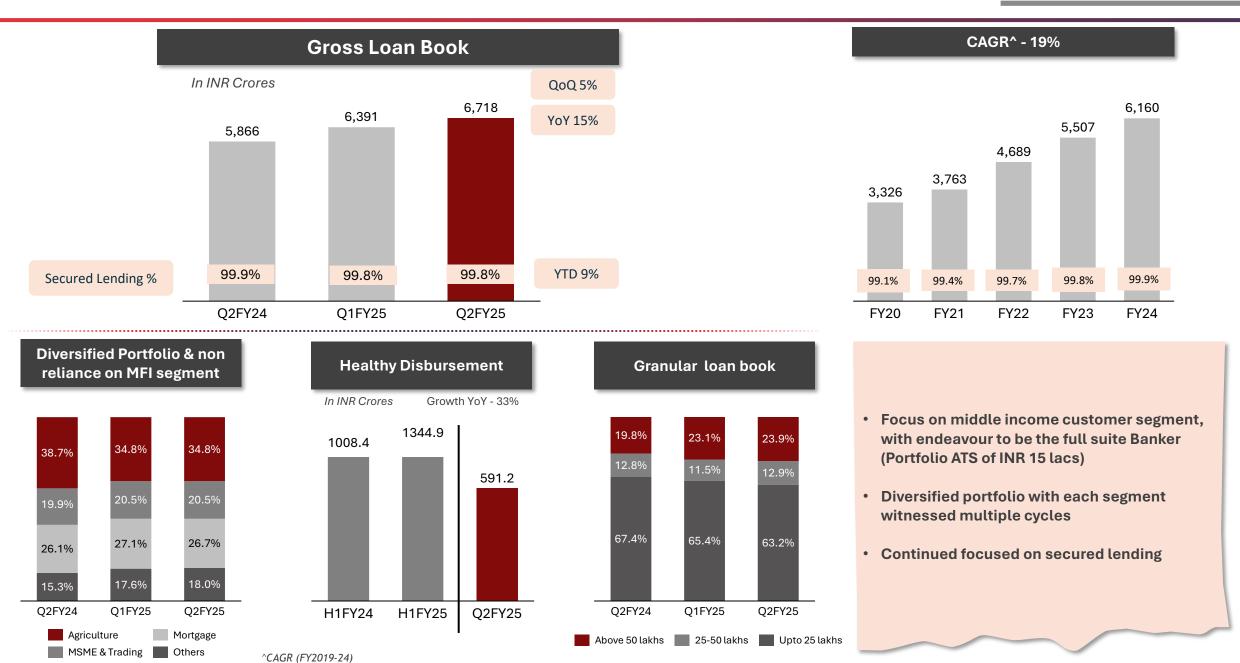
Granular loan book portfolio ATS of Rs. 0.15 Cr



Data as of September 2024

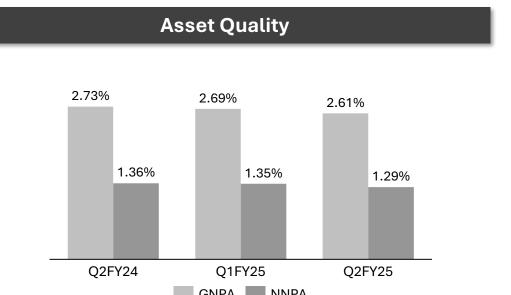
.Secured Advance Portfolio



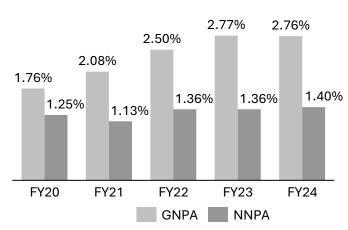


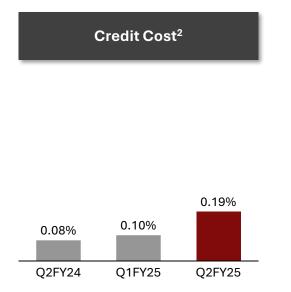
Industry Leading Asset Quality signifying underwriting strength

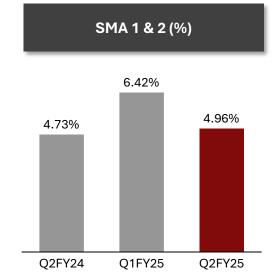












NPA Table (INR Crores)	Q2FY24	Q1FY25	Q2FY25
Opening NPAs	154.9	170.2	171.9
Additions	24.8	16.3	21.8
Upgradations & Recovery	19.3	14.6	18.3
Write offs	0.0	0.0	0.1
Closing NPAs	160.4	171.9	175.3

- Focus on secured products with strong underwriting capabilities resulting in one of the lowest NPAs
- Being PRIMARY BANKER, better visibility of borrowers' cash flow: follow conservative LTV approach
- Emphasis on collection and resolutions even for sticky loans – close to ZERO write-offs and NIL NPA sell-off

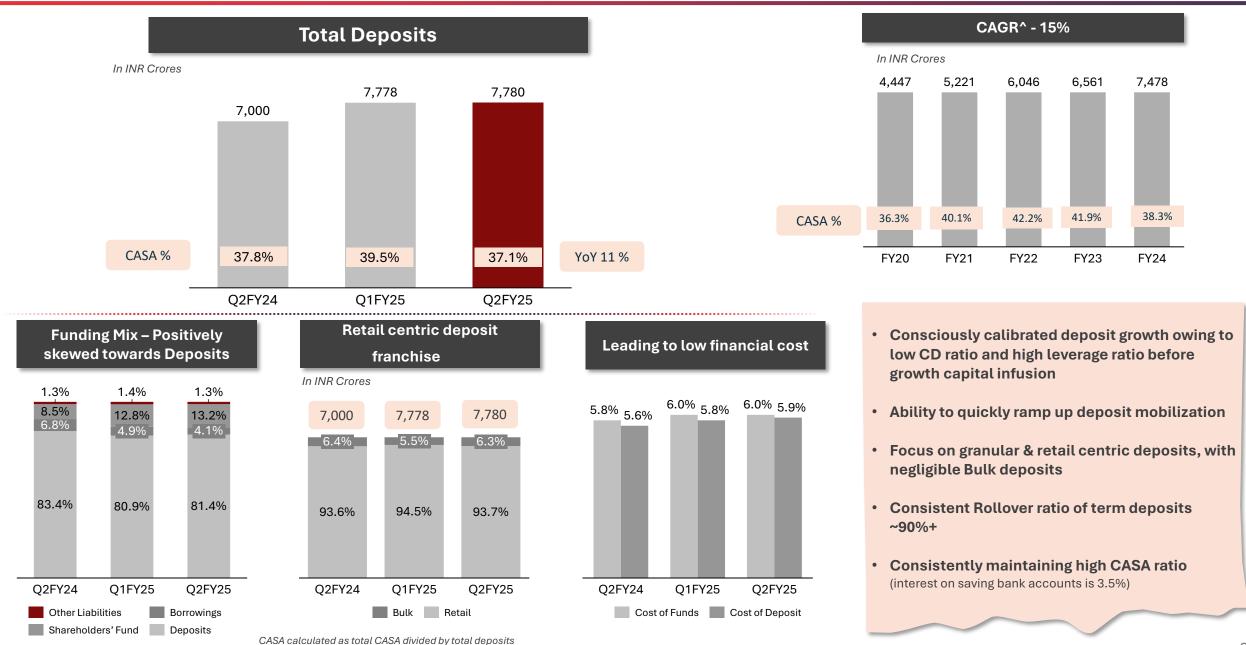
^{1.} Write offs includes technical write offs

Credit cost includes write offs, provisions for expected loan losses on standard assets; and recoveries from non – performing assets (NPAs)

Retail Focused Liability Franchise with High Share of CASA

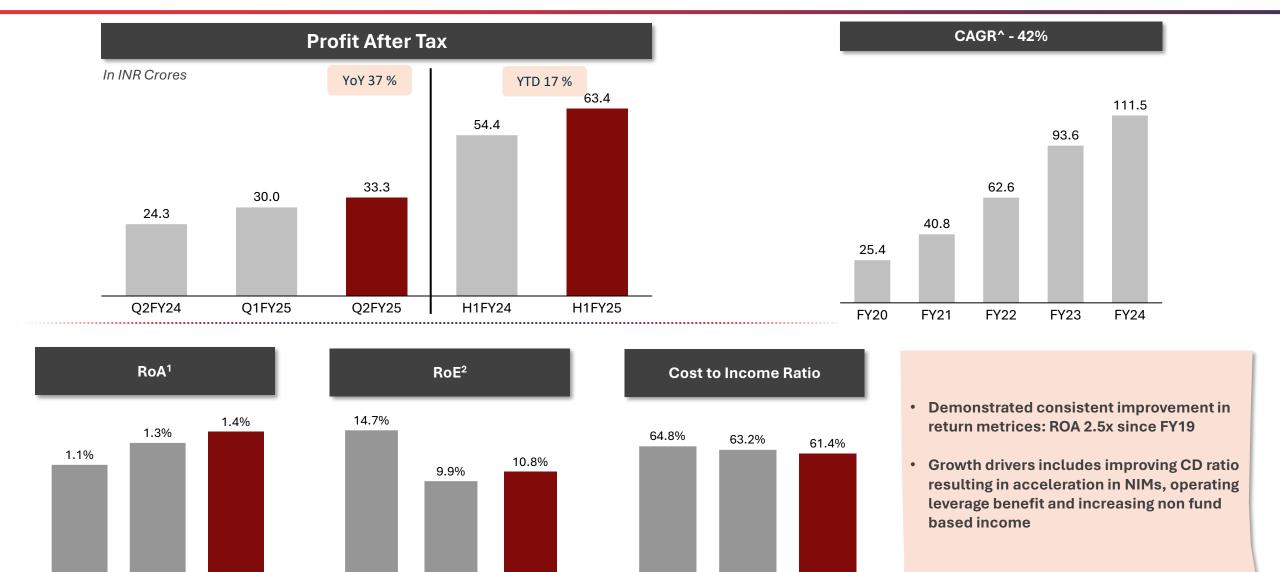
^CAGR (FY2019-24)





Consistently Improving Profitability





Q2FY24

Q2FY25

Q1FY25

1. ROA is calculated as % to Avg Assets

Q2FY24

Q1FY25

Q2FY25

2. ROE is calculated as % of Avg Equity

Q2FY25

Q2FY24

Q1FY25

.....And Return Ratios

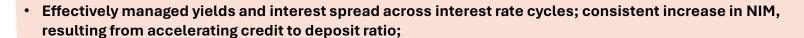


Key Business Parameters	Q2FY24	Q1FY25	Q2FY25
Credit to deposit ratio (Avg) (%)	79.1	79.6	82.4
Credit to deposit ratio Outstanding	83.8	78.1	86.4
Yield on Advances %	11.2	11.2	11.3
Cost of Deposits %	5.6	5.8	5.9
Cost to Income ratio	64.8	63.2	61.4

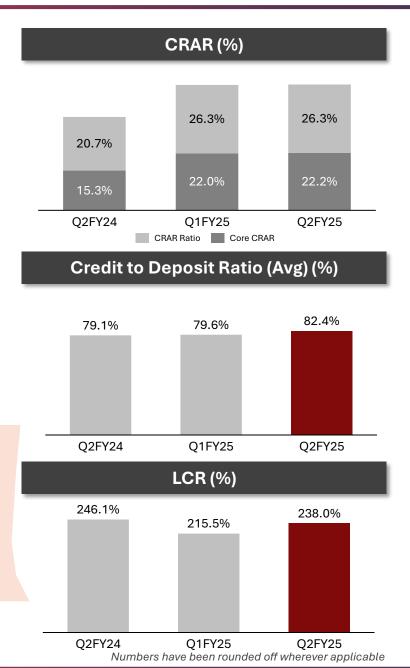
Return Ratios %	Q2FY24	Q1FY25	Q2FY25
Net Interest Margin	4.0	4.2	4.2
Non-Interest Income	0.8	0.7	1.1
Operating Margin	1.7	1.8	2.1
Credit Cost	0.1	0.1	0.2
RoA	1.1	1.3	1.4
RoAA	1.7	2.0	2.1

FY22	FY23	FY24
70.6	78.0	79.0
77.5	83.9	82.4
10.9	10.8	11.1
5.0	4.9	5.6
63.4	60	62.5

FY22	FY23	FY24
3.8	4.2	3.9
0.8	0.6	0.8
1.7	2.0	1.8
0.4	0.3	0.1
0.9	1.2	1.3
1.6	1.9	2.0



- Focus on retail deposit coupled with strong CASA resulting in one of the lowest cost of deposit;
- Benefit of operating leverage with continuous increase in proportion of matured branches, steady NIMs and low credit cost leads to strong growth in profitability.



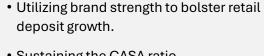
^{1.} Non-Interest Income = Total Income - Interest Earned

ROA is calculated as % of Avg Assets

^{3.} ROAA is calculated as % of Avg Advances

Strategic Focus and Outlook for FY25

- Targeting existing segments MSME & Trading, Mortgages, and Agriculture.
- Capitalizing on anticipated tailwinds in middle-income segments.
- Continuing expansion within the secured loan portfolio.



- Sustaining the CASA ratio
- Focus on deepening existing customer relationships

Organically Elevate our grow Liability **Secured** franchise Loan Book **Primary** Banker to **Key Focus Areas** our customers **Operational Expanding** and Profitability **Brand** Metrics Outreach

Key Outcomes

Growth in Advance

Increase in CD ratio to improve NIM

Improvement in profitability and ROA

- · Scaling up new branch opening
- Extending presence into contiguous states and intensifying penetration in current markets
- Strengthening customer engagement through digital channels and increasing the share of cashless transactions

- Accelerating the credit-to-deposit ratio to enhance Net Interest Margin (NIM)
- · Improving operating efficiency through scaling & increasing proportion of matured branch mix
- Leveraging bancassurance channel partners to expedite cross-selling opportunities



Company Overview

2016

Small Finance Bank

Conversion to India's First Small Finance Bank in April 2016

2019 - 2020

Total business of the Bank crossed ₹6,000 crores

Equity of ₹134 crores raised through private placement

2022

Net Profit of the Bank zoomed to ₹63 crores registering a growth of 53.42% over previous FY

2024

Successfully listed on NSE and BSE on 14th February 2024 and raised Rs. 523 crores including a Fresh Issue of Rs. 450 crores Net Profit cross Rs. 100 crores

















2000 - 2015

Local Area Bank

Incorporation of the Bank.
Started operations as a local area bank in Jalandhar,
Kapurthala and Hoshiarpur and expanded its operations into Ludhiana and Amritsar, thereby extending its outreach to a total of five districts.

2017 - 2018

Equity of ₹65 crores raised through private placement

The total number of branches of the Bank crossed 100

2021

The total number of customers of the Bank reached ~6 lacs Total business of the Bank crossed ₹8,900 crores

2023

Net Profit of the Bank crossed Rs. 93 crores registering a growth of 50% over the previous FY with total business crossing Rs. 12,000 crores mark. Share of Digital Transactions in non-cash transactions increased to 81%

SARVJIT SINGH SAMRAPROMOTER, MANAGING DIRECTOR & CEO



36+ years of experience across banking & financial industry across various roles.
Associated with the Bank since inception Instrumental in the conversion of Bank to a Small Finance Bank.

ASEEM MAHAJAN CHIEF FINANCIAL OFFICER



Associated with the Bank since 2012 across various domains including accounting, finance, treasury & fund management, budgeting & forecasting, capital raising and others. Member of ICAL

RICHA MAHAJAN CHIEF COMPLIANCE OFFICER



Associated with the Bank for 21+ years
Served as the Head of Audit & Internal control
from 2011 to 2021, and presently serving as
Chief Compliance Officer since 2021.
Member of ICAL.

MUNISH JAIN EXECUTIVE DIRECTOR



23+ years of experience in the banking sector across finance, compliance, treasury and strategic roles.

Member of ICAI & ICSI Associated with the Bank since 2000

SANTOSH KUMAR DHAWAN HEAD OF CREDIT DEPARTMENT



Associated with the Bank for 22+ years across various roles in retail credit, branch banking, Head of Credit.

Serving as Head of Credit since 2017.

Previously associated with PNB.

RAGHAV AGGARWAL CHIEF RISK OFFICER



Associated with the Bank since 2015 across various roles in credit sanctioning & monitoring. Serving as Chief Risk Officer since 2020. Member of ICAL.



NAVIN KUMAR MAINI PART TIME CHAIRMAN & NON-EXECUTIVE INDEPENDENT DIRECTOR

- 40+ years of experience in the banking industry
- Previously associated with SIDBI as Deputy Managing Director, IDBI Bank & United Commercial Bank



MANAGING DIRECTOR & CEO

- 36+ years of experience across banking & financial industry
- Associated with the Bank since inception
- Instrumental in the conversion of Bank to a Small Finance Bank



MUNISH JAIN EXECUTIVE DIRECTOR

- ~23+ years of experience in the banking sector across finance, compliance, treasury and strategic roles
- Member of ICAI & ICSI



DINESH GUPTA NON-EXECUTIVE DIRECTOR

- ~3+ decades of experience in the field of finance, taxation, corporate & commercial laws, corporate restructuring
- Practicing Company Secretary



SRINATH SRINIVASAN NON-EXECUTIVE DIRECTOR

- CEO of OIJIF & is a nominee director of the fund on the Bank's board
- Previously worked with Rand Merchant Bank as country head for PE business



MAHESH PARASURAMAN NON-EXECUTIVE DIRECTOR

- Partner at Amicus Capital & nominee director on the Bank's board
- 2+ decades of experience across Carlyle India, EY & Arthur Andersen
- Member of ICAI & ICMAI



BALBIR SINGH NON-EXECUTIVE DIRECTOR

- ~Nominee Director of SIDBI on the Bank's board
- Presently serving as the General Manager & Regional In-charge of SIDBI's Chandigarh Office



NAGESWARA RAO YALAMANCHILI INDEPENDENT DIRECTOR

- Served as Executive Director in Bank of Maharashtra and Vijaya Bank
- Also served as Officer on Special Duty and Whole-time
- Director at Syndicate Bank



GURPREET SINGH CHUG INDEPENDENT DIRECTOR

- Serving as the Managing Director of Pioneer Assurance Consultants
- Holds Bachelor's Degree in Law & qualified practitioner from Insurance Institute of India



RACHNA DIKSHIT INDEPENDENT DIRECTOR

- Served as Chief General Manager at the RBI
- Certified associate of the Indian Institute of Bankers



KAMALDEEP SINGH SANGHA INDEPENDENT DIRECTOR

- ~Retired IAS Officer
- Served as Managing Director of Punjab State Co-operative Bank, Punjab State Co-operative Milk Producer's Federation Ltd. as well as MILKFED



SUKHEN PAL BABUTA INDEPENDENT DIRECTOR

- Practicing Chartered Accountant since 1987
- Associate Member of ICAI and registered professional with IBBI
- Has previously served as Director of Punjab & Sind Bank



SHAM SINGH BAINS INDEPENDENT DIRECTOR

• Extensive experience in the agriculture sector

Providing a wide Range of Products and Services



Comprehensive bouquet of Services under one-roof









Loan Portfolio

Agricultural

Kisan Credit Card Agricultural Term Loan

MSME & Trading

CC/OD/WCTL Project Loan Machinery Loans

Mortgage

Housing, Loan-against-property

Others

Gold loans, Auto loans Consumer durable loans, Personal loans, Corporate loans

Deposit Portfolio

Savings Account

Capital Savings A/c Capital Super Savings A/c

Current Account

Capital plus Current A/c Capital flexi A/c

Term Deposits

Short-Term Deposit
Cumulative Deposit
Monthly Interest Deposit
Tax Saver Accounts

NRE/NRO Accounts

Fee-based Products

Insurance Products

Forex Services

Money Transfer Services

Safe Deposit Lockers

3-in-1 Demat & Trading Account

Other Services

Branches

ATMs

ATM cum Debit Cards

Internet Banking

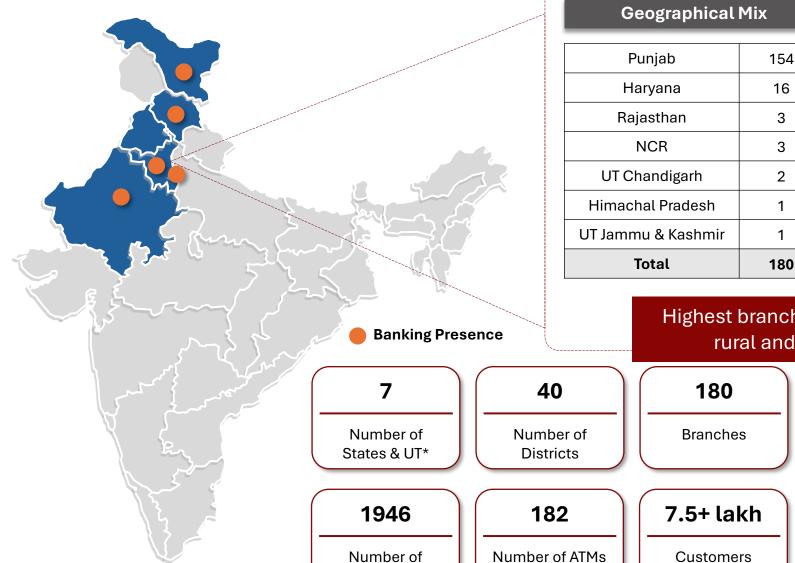
Mobile Banking (Capital Mobile+)

Mobile Passbook (Capital Mobile Connect)

Deep-understanding of middle-income customer segment with more than 2 decades of experience

..with an Increasing presence to enhance accessibility





Employees

Punjab	154
Haryana	16
Rajasthan	3
NCR	3
UT Chandigarh	2
Himachal Pradesh	1
UT Jammu & Kashmir	1
Total	180

Rural-Urban Mix

Rural Areas	41.1%
Semi-Urban Areas	33.9%
Urban Areas	25.0%
Total	100.0%

Highest branch concentration towards rural and semi-urban areas

Expansion Plan

- Enhanced branch outreach by scaling up new branch opening
- Expanding outreach to the contiguous states
- Transforming Haryana into our growth frontier
- Deep penetration in existing markets

Our 'Strengths' built over 20 years by focusing on our customers



Retail focused liability franchise with high CASA share



- High CASA¹ ratio 37.1% with 93.7% retail deposits
- Low Cost of funds at 6.0% in Q2FY25
- Low concentration risk with top 20 depositors accounting for only 6.7%

O2 Consistent track record of growth with operational and profitability metrics



- ROA² at 1.4%, ROE³ at 10.8% as of September 2024
- Consistent CASA above 37% since FY19
- CAGR FY19-FY24 for PAT 42%; Advances 19%; Deposits 15%

Professional and Experienced Leadership Team

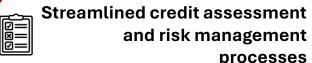


- MD & CEO, Sarvjit Singh Samra brings over 30 years of experience
- · Supported by seasoned executive team
- Diverse Board of Directors with industry experts
- Corporate Governance recognized through various awards
- Backed by marquee institutional investors
 - 1. CASA calculated as total CASA divided by total deposits
 - 2. ROA is calculated as % of Avg Assets
 - 3. ROE is calculated as % of Avg Equity

Customer centric approach and deep understanding of target customers

04

- Serving financial needs of middle-income segment with special emphasis on rural and semi-urban areas
- Deep customer engagement through Relationship Banking Approach
- Branch-led acquisition strategy



05

- Well defined credit assessment matrix based on risk profile of the borrower
- Cash-flow based lending with conservation LTV
- Committee approach for large value exposures
- GNPA at 2.6% and NNPA at 1.3%



Secured and diversified advances portfolio

06

- Well-diversified loan portfolio with 35% towards Agricultural, 27% towards Mortgages, 20% for MSME, 7% for consumer lending and 11% for NBFC lending
- One of the most diversified portfolio with book size in multiple asset classes as of FY24



Personalised Data-Driven Processes

- Leverage technology and data analytics for scalability and profitable growth
- Improve collection efficiency through data driven early warning systems
- Cross selling opportunities and effective customer engagement through analytics



Digital Initiatives

Transforming Customer Experience

- Deepening customer engagement through digital channels
- Analysing data driven insights to offer customised solutions
- Developing alternate digital channels

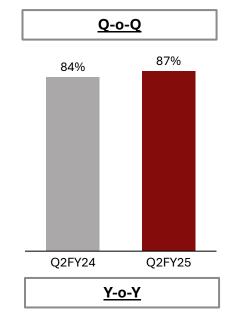


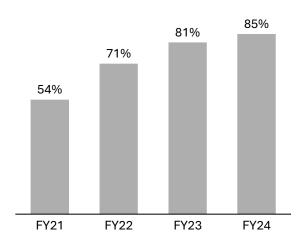


Empowering Ourselves with Technology

- Increasing cashless banking
- · Automating operation
- Improving collections through warning systems
- Targeting and monitoring customers through data

Share of Digital Transactions in non-cash Transactions







Assets and Liabilities Overview

Our Robust Credit Assessment and Risk Management Practices

...have led to Industry leading Asset Quality

Dedicated customer relationship team to maintain healthy customer engagement

\$\$\frac{1}{2}\$\$

Well-defined credit assessment matrix based on risk profile of the borrowers



Secured lending primarily for productive purposes with conservative LTV

Risk
Management
framework
developed
over two
decades of
operational
experience
and customer
engagement

Engagement

Assessment Matrix

Conservative LTV

Committee approach

Independent reviews

Primary Banker



Committee approach is followed to oversee larger exposures (Rs. 125 lakhs and above) in addition to a dedicated monitoring team



By following the Principle of four eyes, robust credit assessment through multiple levels of independent review is conducted

Better visibility of borrower cash flows by targeting to be the 'Primary Banker'

2.6%

GNPA as of Sep-24

1.3%

NNPA as of Sep-24

0.2%

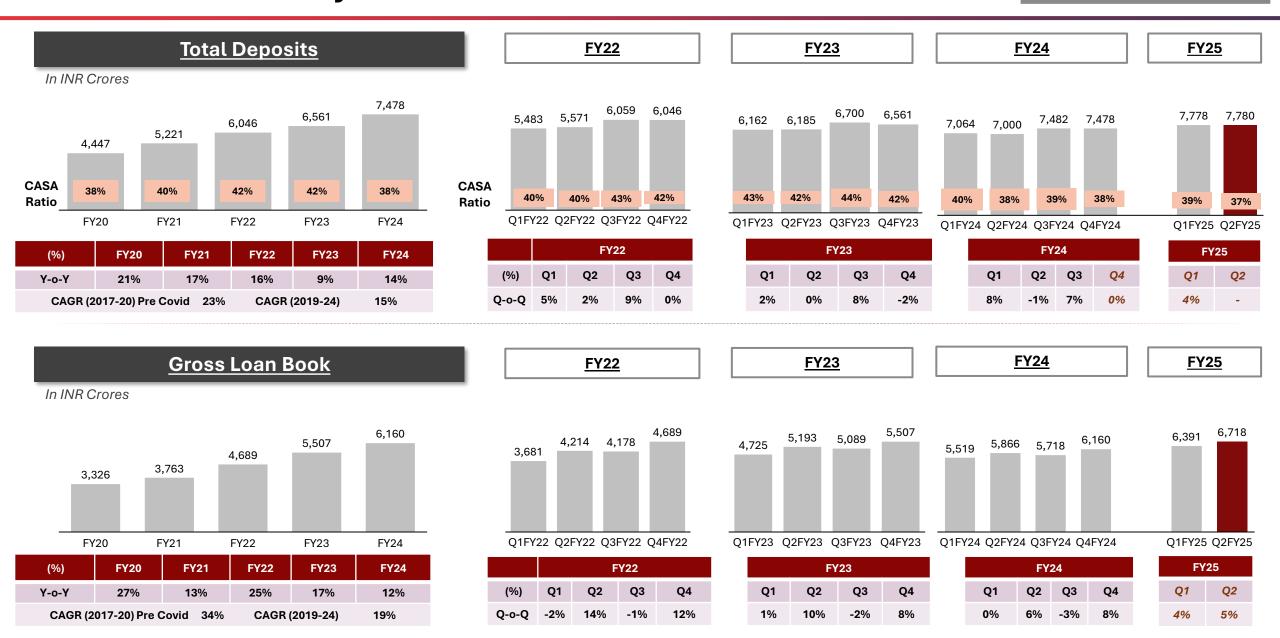
Credit Cost for Q2FY25

~Zero write-offs

One of the most secured Asset Portfolio in the Lending Industry

Retail-focused Liability Franchise & Diversified Advance Book







Annexures

Statement of Assets and Liabilities



Particulars (INR Cr)	FY22	FY23	FY24	CAGR%	Q2FY24	Q2FY25	YoY ² (%)	Q1FY25
Capital & Liabilities								
Shareholders Funds	516	611	1,197	37%	712	1,266	78%	1,234
Deposits	6,046	6,561	7,478	15%	7,000	7,780	11%	7,778
Borrowings	498	721	472		573	390		466
Other Liabilities and Provisions	93	98	148		106	125		134
Total	7,154	7,991	9,295		8,391	9,561		9,612

Assets								
Cash and Balances with RBI (Balances with Banks & Money at call & short notice)	1,019	881	1,321		853	974		1,257
Investments	1,357	1,489	1,706		1,549	1,751		1,762
Advances	4,635	5,429	6,075	19%	5,784	6,629	15%	6,304
Fixed Assets	84	83	84		81	84		82
Other Assets	59	110	110		124	124		207
Total	7,154	7,991	9,295		8,391	9,561		9,612

^{1.}CAGR (calculated from 2019-24) 2.YoY (calculated Q2FY25 over Q2FY24)

Statement of Profit and Loss



Particulars (INR Cr)	FY22	FY23	FY24	CAGR%	Q2FY24	Q2FY25	YoY ² (%)	Q1FY25
Interest Earned	578	676	794		197	224		218
Interest expended	323	354	449		113	123		119
Net Interest Income (NII)	255	322	345	21%	84	101	20%	99
Other Income	54	50	67		17	26		17
Net Total Income	310	372	412	20%	101	127	26%	116
Operating expenses	196	223	258		66	78		73
Pre- Provision Operating Profit	113	149	154		35	48	40%	43
Provisions & Contingencies	51	55	43		11	15		13
Profit/loss for the period	63	94	112	42%	24	33	37%	30

Earnings per equity share						
Basic (Rs)	18.41	27.35	30.65	6.85	7.41	6.66
Diluted (Rs)	18.22	27.21	30.45	6.80	7.35	6.62

^{1.}CAGR (calculated from 2019-24)
2. YoY (calculated Q2FY25 over Q2FY24)

THANK YOU!

Company: Capital Small Finance Bank Limited



CIN: L65110PB1999PLC022634

Mr. Sahil Vijay / Ms. Bharti Babutta

investorrelations@capitalbank.co.in

Website: www.capitalbank.co.in

Investor Relation Advisors: Strategic Growth Advisors Pvt. Ltd.



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