



Capri Global Capital Corporate Presentation

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Capri Global Capital Limited – Fast Growing NBFC with 49% AuM CAGR¹

Overview

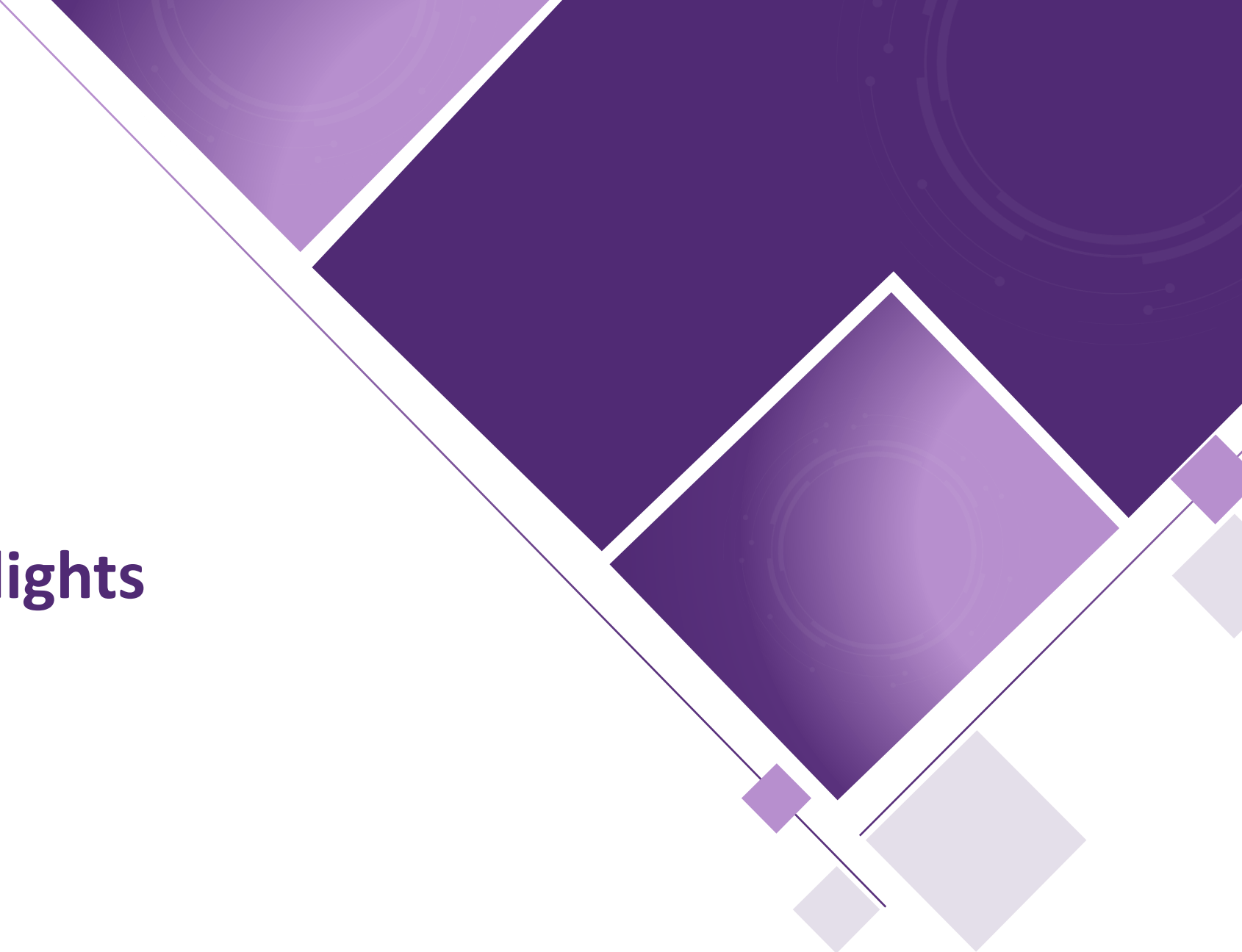
- Retail focused & Granular Portfolio
- Secured & Diversified Loan book
- Catering Unbanked and Underserved segment
- Self Employed & Salaried customers
- Semi-Urban & Rural presence- Tier 2/3/4 cities
- Pan India operations
- Advanced in house developed tech and data science capabilities
- Completely in-house data driven collections process

Our Offerings



Our Growth

	FY23		FY25
AUM (₹ mn)	1,03,204.76	2.21x	2,28,601.98
Customers	141,692	3.86x	546,606
Branches	736	1.51x	1,111
Employees	9,076	1.26x	11,410
PAT (₹ mn)	2,046.54	2.34x	4,785.33
Net-worth (₹ mn)	35,654.66	1.21x	43,040.97

The top right corner of the slide features a series of overlapping purple geometric shapes, including squares and diamonds, in various shades of purple. Some shapes have thin white outlines. Faint, concentric circular patterns are visible in the background of some of the darker purple areas.

1 Positioning Highlights

1

Capri Global has Proven Track Record of Execution and Scaling Businesses in a Disciplined Way

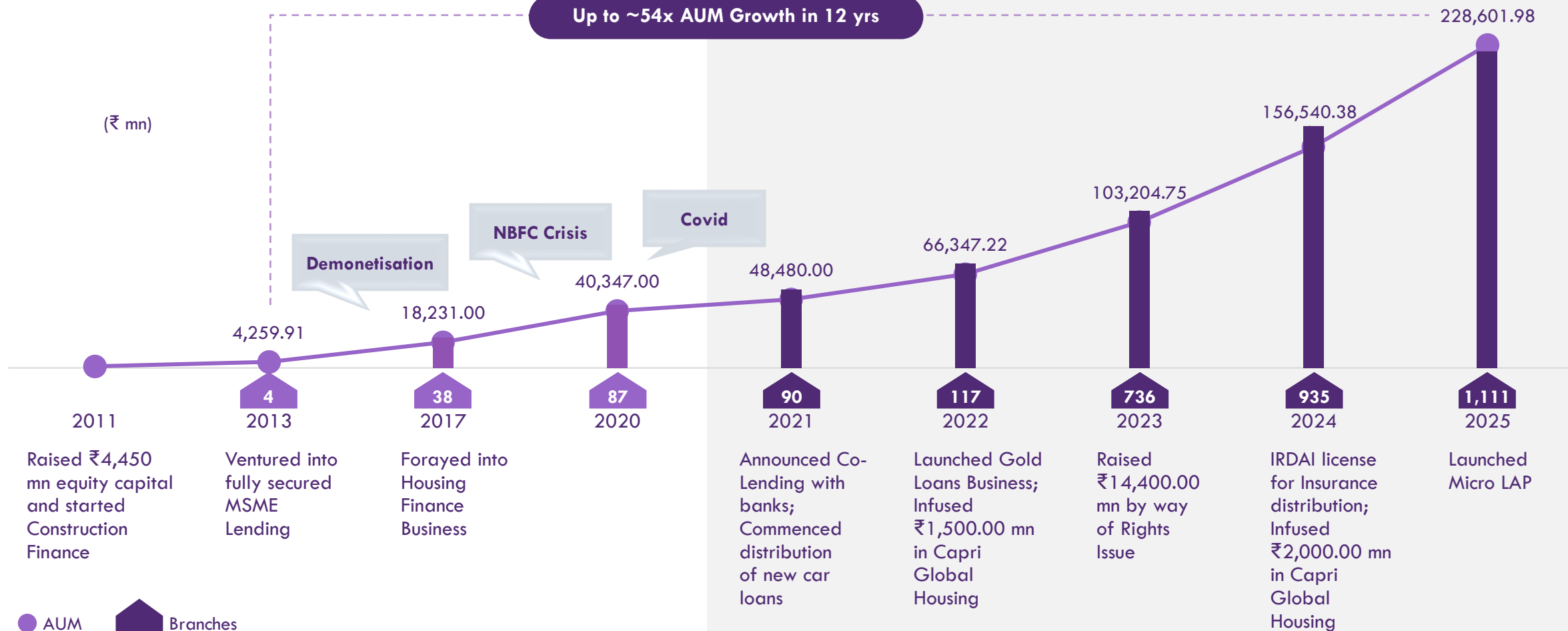


Long Vintage Makes Business Model Resilient through Macro Events

CAPRI 1.0: Establishing the Bedrock of a MultiFold Growth

CAPRI 2.0: Cementing Leadership through Tech

Up to ~54x AUM Growth in 12 yrs



1

Capri Global has Proven Track Record of Execution and Scaling Businesses in a Disciplined Way...



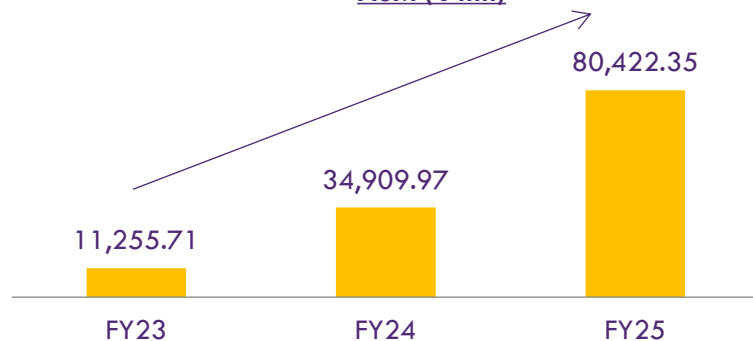
Launched, Built and Scaled 4 New Businesses in Last 5 Years

Recent Lending Businesses

Gold Loan

Launched in Aug'22

AuM (₹ mn)



Micro LAP

Launched in Q2FY25

₹3,547.24 mn

AUM

84

Branches

646

Employees

8.5K+

Customers

803

Branches

454K+

Customers

5,067

Employees

10

States

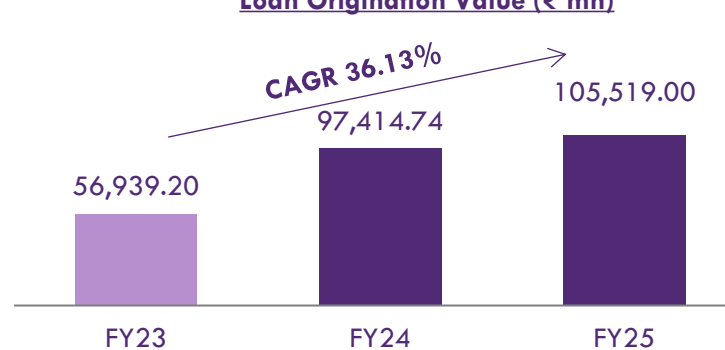
Reached AuM per branch of INR 100.15 million within ~2.5 years of launch

Recent Fee Businesses

Car Loan Origination

Launched in Feb'21

Loan Origination Value (₹ mn)



12

Partner Banks & financial institutions

1,579

Employees

₹2,407.21 mn

Gross Fee Income (FY25)

814

Locations in 31 States & UTs

Amongst the large non-dealer third party distributor

Insurance Distribution

Launched in Dec'23

18 Partnerships

Life:

9

General:

5

Health:

4

₹ 1,289.42 mn

Total Premium (FY25)

~406K

Policies Generated

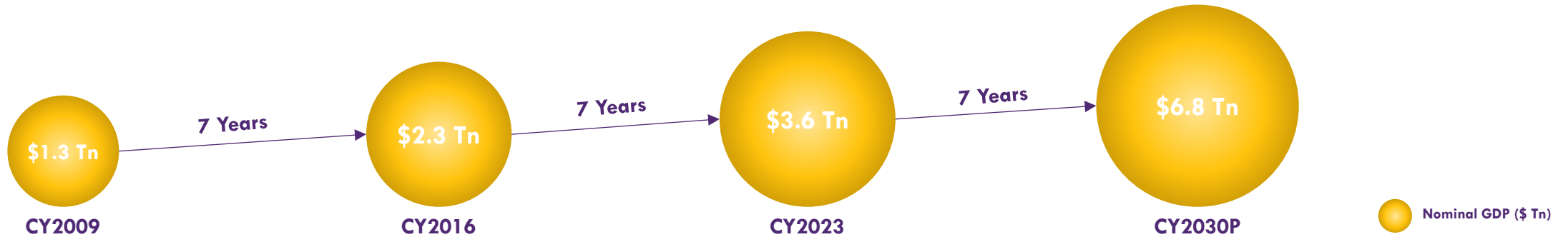
(As of Mar'25)

All data points as of Mar'25

India Offers Massive Opportunity for Credit Growth – Favorable Macro and Monetization of Household Savings to Lead the Way

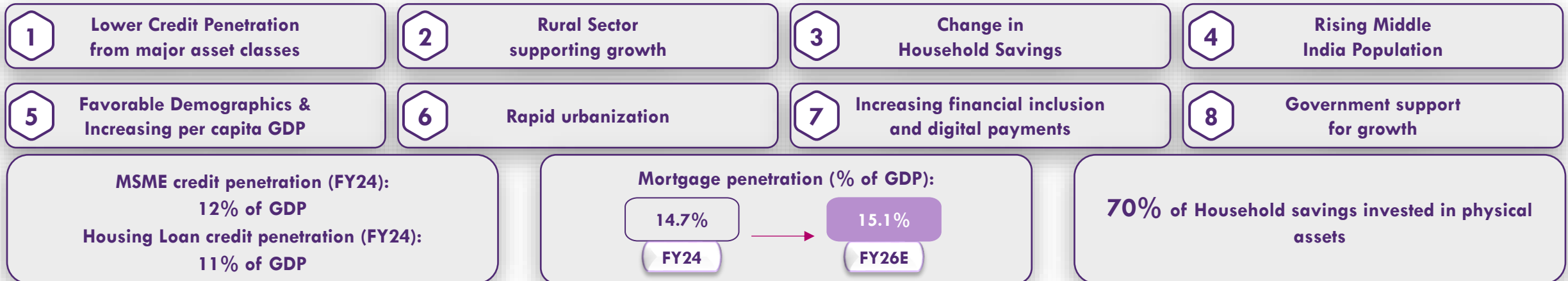
India's Golden Age | 3rd Largest Economy by 2030, "Developed" Aspiration by 2047

India's GDP to Increase by \$3.1 Trn in 7 Years from CY23 to CY30P, ~2.4 times of Increase from CY2016 to CY2023



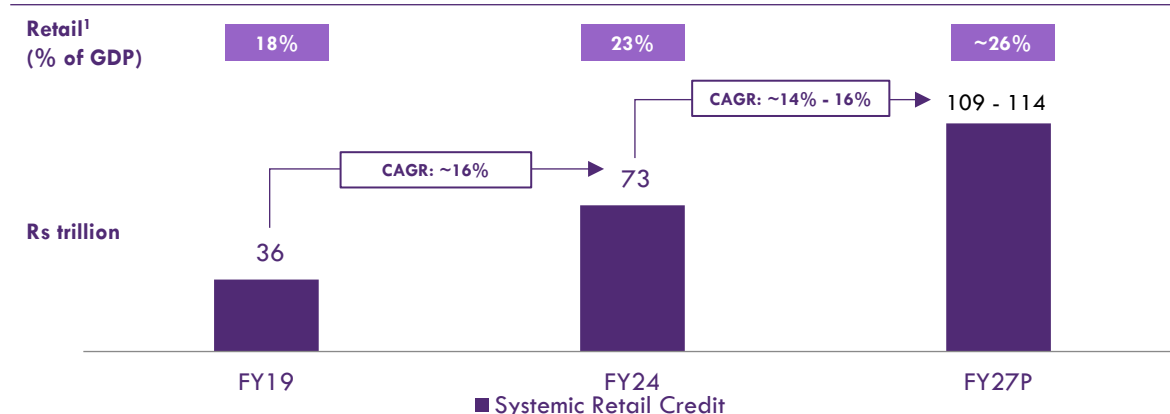
Note: IMF World Economic Outlook (April 2025), CRISIL Intelligence

Structural trends that will drive India's GDP and define "India of the future"

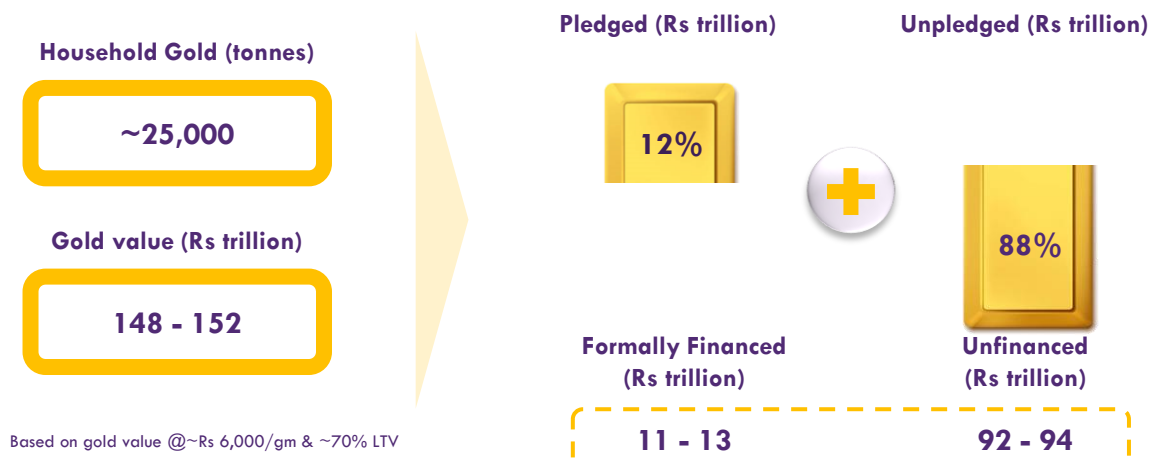


Capri Global is a Retail Focused Secured Lender – >80% Retail and 100% Secured Book

Retail credit to grow on a faster pace compared to overall credit



Gold Loan - large unfinanced household stock of gold

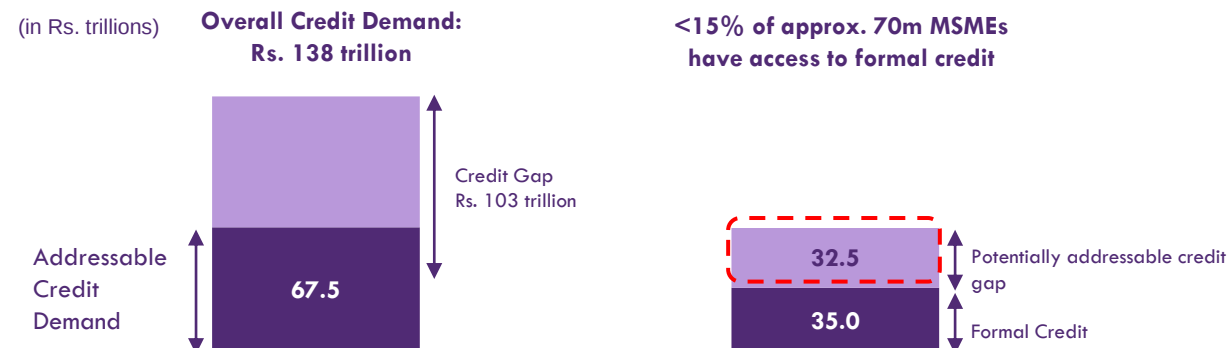


Based on gold value @~Rs 6,000/gm & ~70% LTV

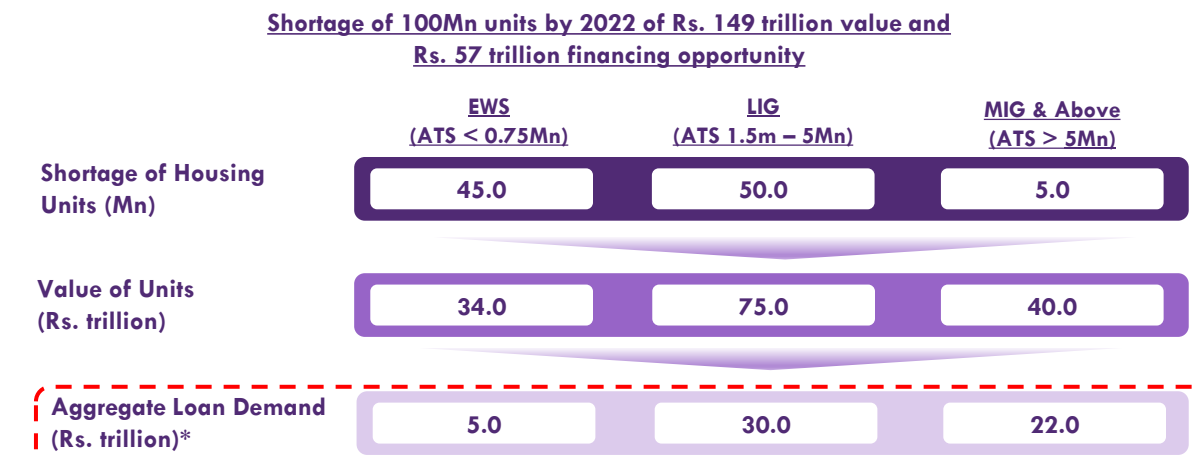
Source: RBI data, CRISIL Reports

Note: 1) Retail Credit includes small ticket loans for asset classes such as Housing finance, Vehicle Financing, Gold Loans, Education Loans, Consumer Durables, Personal loans, credit cards and microfinance

MSME Loan remains underpenetrated with significant credit gap



Home Loan – Large unmet demand



Based on an assumption of *40%-85% credit penetration and 40-65% Loan-to-Value (LTV) ratios applied at various loan thresholds

2 NBFCs have Unique Strengths To Address the Credit Gap and Grow Strongly

Unique Proposition to cater to the “Aspiring” and T2/T3 segment



Rural Reach – Access to geographies outside the ambit of Bank’s customer segment



High Touch Model – Strong ownership of customers through regular interactions



Understanding of Micro Markets – Nuances of the geography & services business

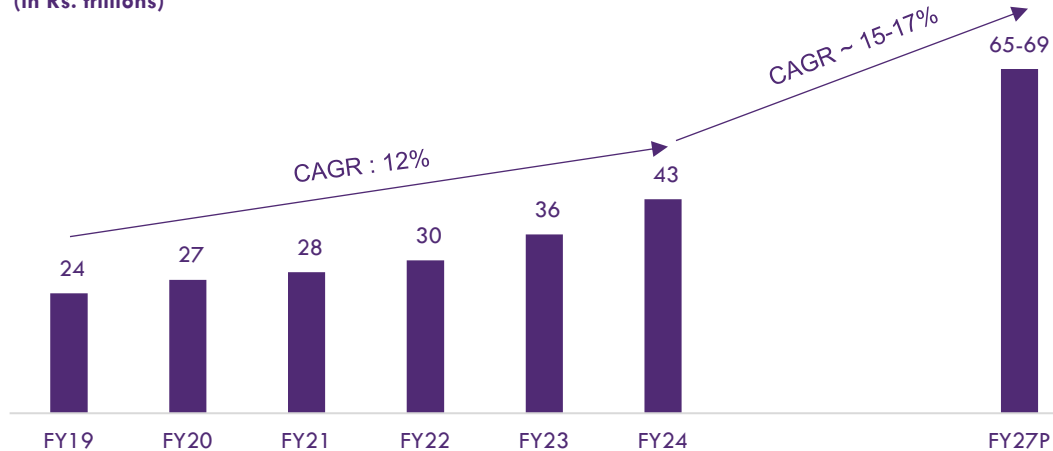


Specialized Underwriting – Assessment of informal income & SORP/SOCP

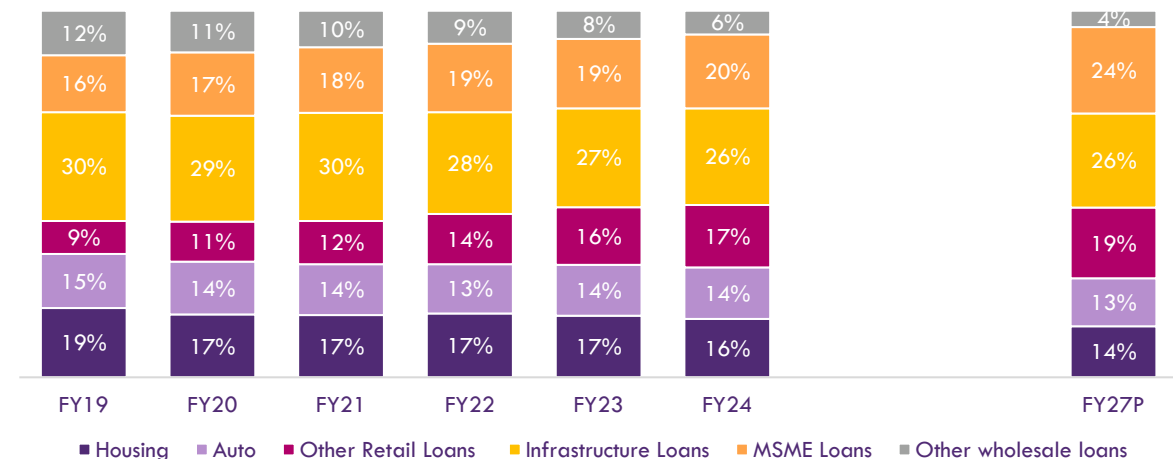
Note: Aspirers include Rs. 0.5-1m per annum income bracket

NBFC credit to grow at 15-17% between FY24 and FY27

(in Rs. trillions)



Distribution of NBFC Credit across asset classes



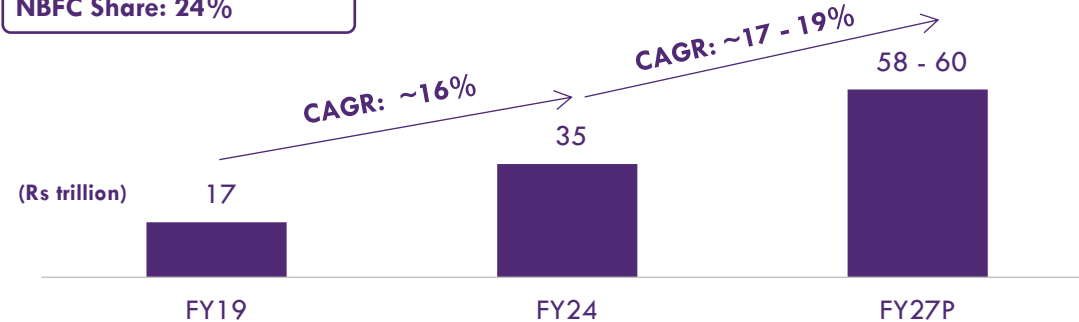
Capri Global's Focus Segments – MSME Loan, Housing Loan, Micro Lap & Gold Loans have Strong Growth Opportunity

Capri Global is focussing on providing loans in high growth segments to underbanked & underserved customers



Industry MSME Loan

NBFC Share: 24%

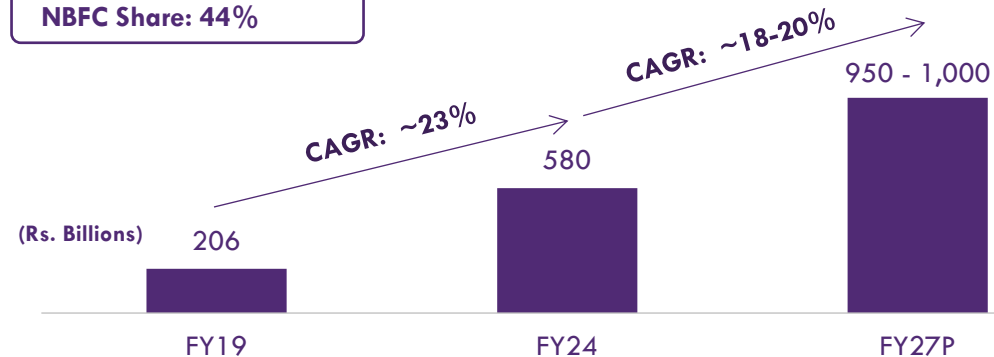


Secured MSME Loan - Rs. 9.8 trillion in FY24 to Rs. 16.0 trillion in FY27P (CAGR of 16-18%)
NBFC Market share: 37%



Industry Micro LAP Loan (<Rs 0.5mn)

NBFC Share: 44%

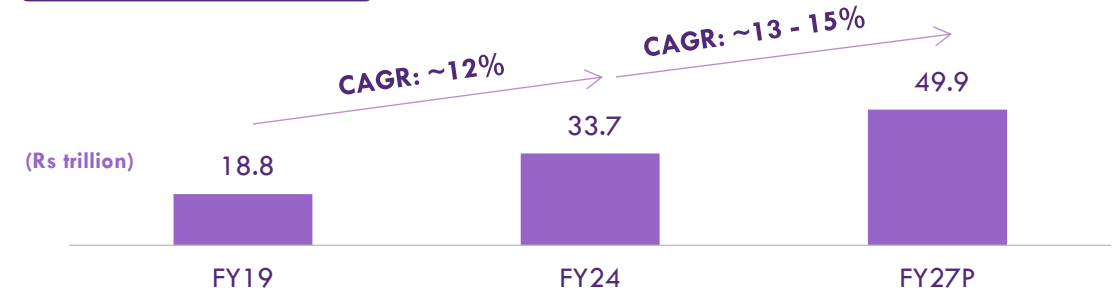


Potential Market expected to be Rs 22 trillion



Industry Housing Loan

HFC Share: 20%

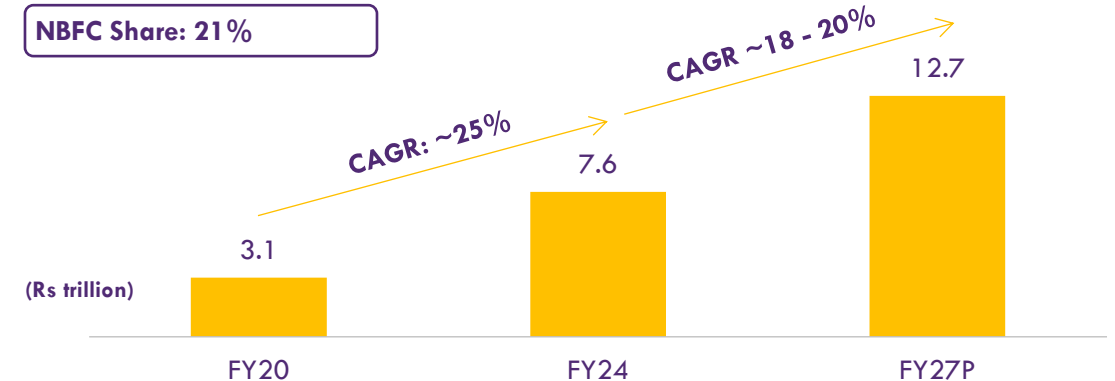


Affordable Housing Loans (ATS <2.0 Mn): Rs. 7.8 trillion in FY24, Rs. 9.6 trillion in FY27 comprising 23% market share of overall Housing Loan segment



Industry Gold Loan

NBFC Share: 21%



Note: includes agriculture lending by banks with gold as collateral and excludes priority sector gold loans given by financiers

4 Capri Global has Established Expertise in Each of the Business Segments

MSME & Housing Loans



Deep understanding of sector specific nuances and focus on SENP customers with assessed income



Hybrid sourcing model with mix of in-house sales and business partners for balancing **growth** versus **opex**



Hub and Spoke branch model for deeper penetration into high growth areas / states



End-to-end tech enabled loan processing, underwriting and customer engagement



Data Science & AI backed 100% in-house collection processes

Gold Loan



Superior execution capability – Reached average **AuM per branch of INR 100.15 million** within ~2.5 years of launch



Hassle free digital loan journey for valuation, disbursal, collection and customer service – 100% paperless



State of the art branches equipped with advanced **AI powered security system**



Faster TAT (<30 mins) with Relationship Manager approach - high **repeat customers** of 54.56%

Construction Finance



Niche expertise - deep knowledge of the regional markets with vintage of **10+ years; Faster TAT**



Granular portfolio - focus on projects with **smaller ticket size** and shorter tenure (~2.6 years)



Security cushion - exclusive lender with **construction linked disbursal** and collections through **escrow mechanism**



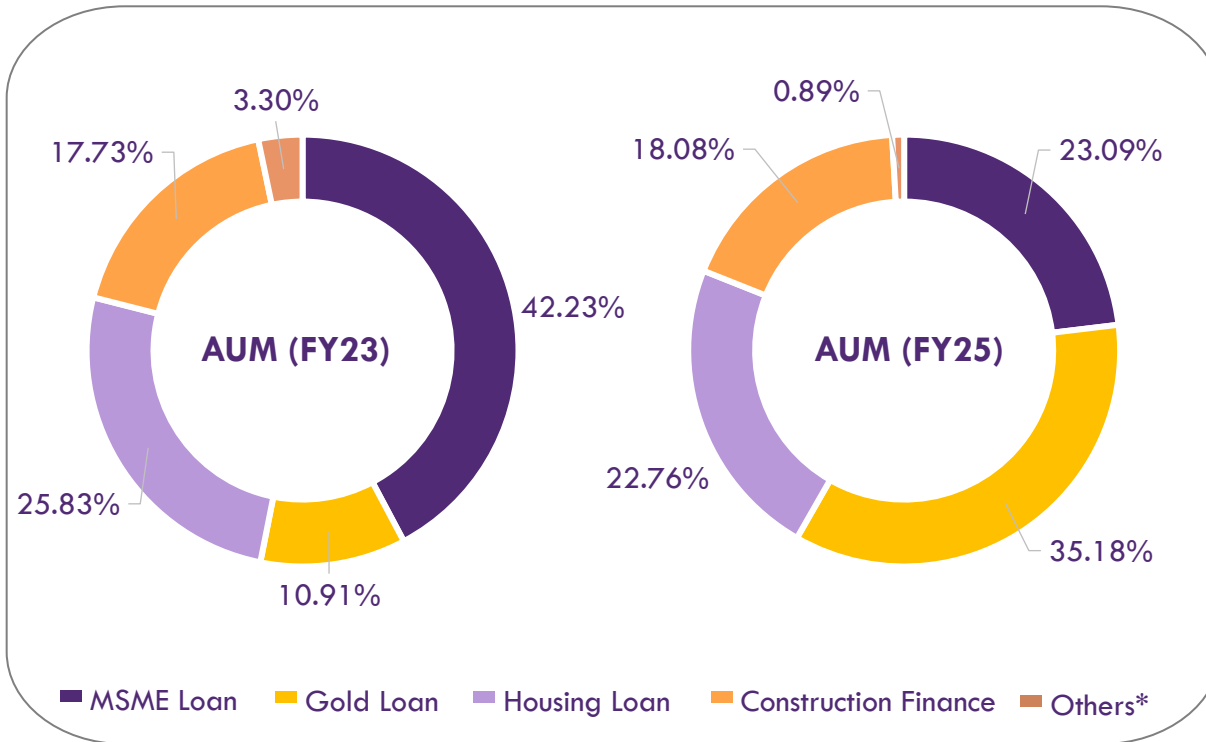
Superior asset quality - multi layered credit approval process governed by Board



Stringent controls with a dedicated monitoring team of 37 members[^]

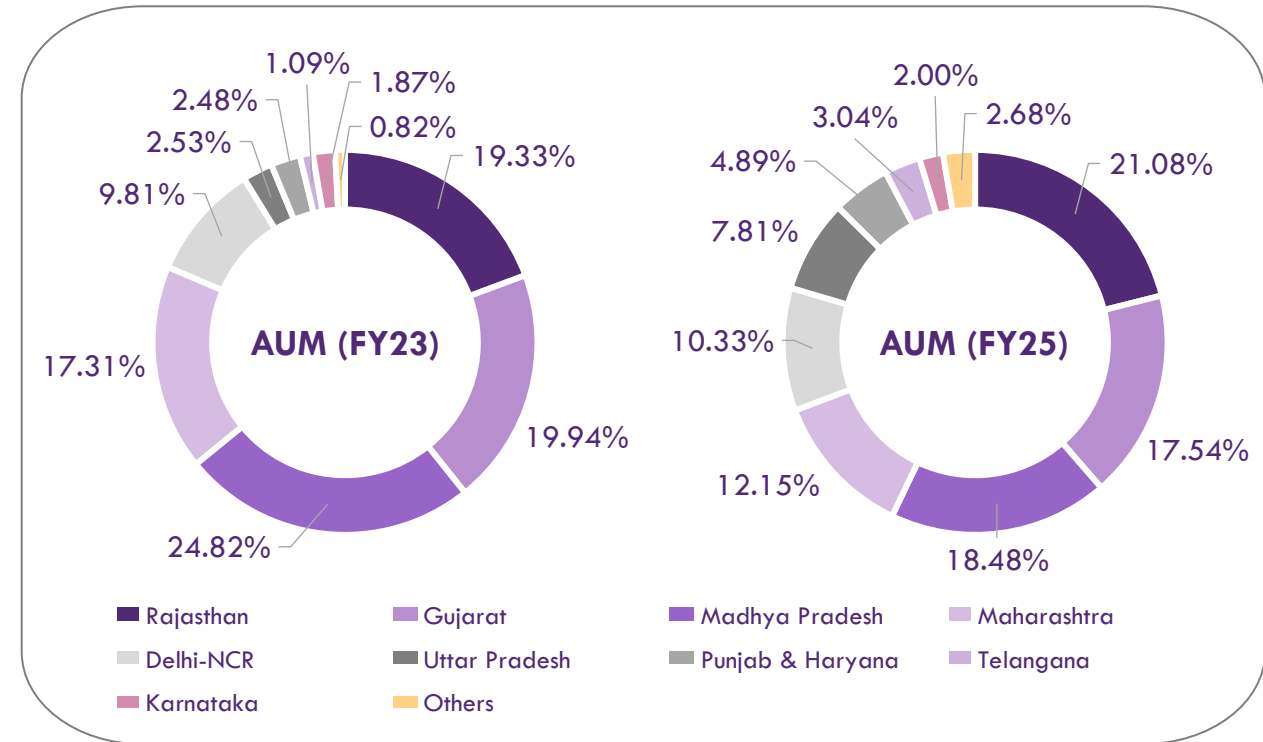
No Product >35% and No State >25%

Product Diversification – Entering into New Segments



Note: *Others include Indirect Lending, Small Business Loans and Employee loans

Geographical Diversification – Entering into New Markets[#]

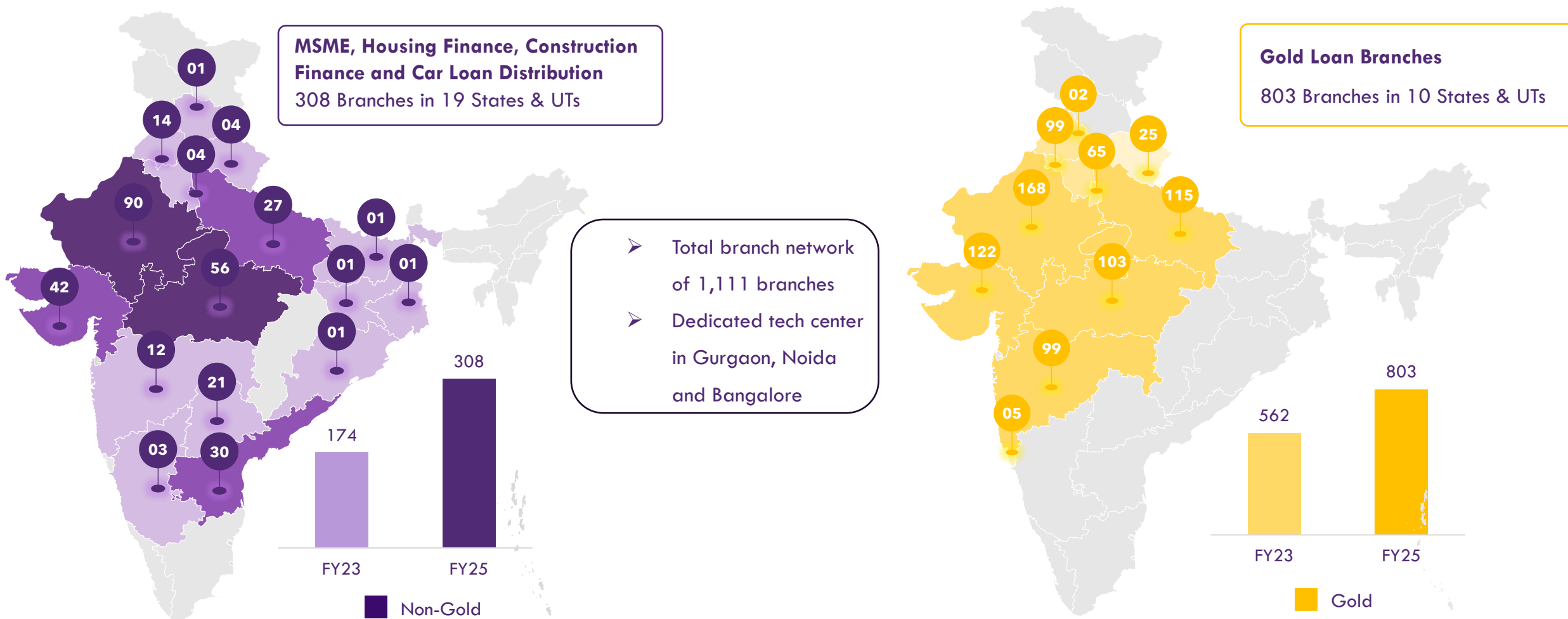


Note: [#]Includes MSME Loans, Micro LAP, Housing Loans, Gold Loans and Construction Finance AUM

Capri Global's product and geographical diversification provides hedge against macroeconomic cycles leading to sustainable business model

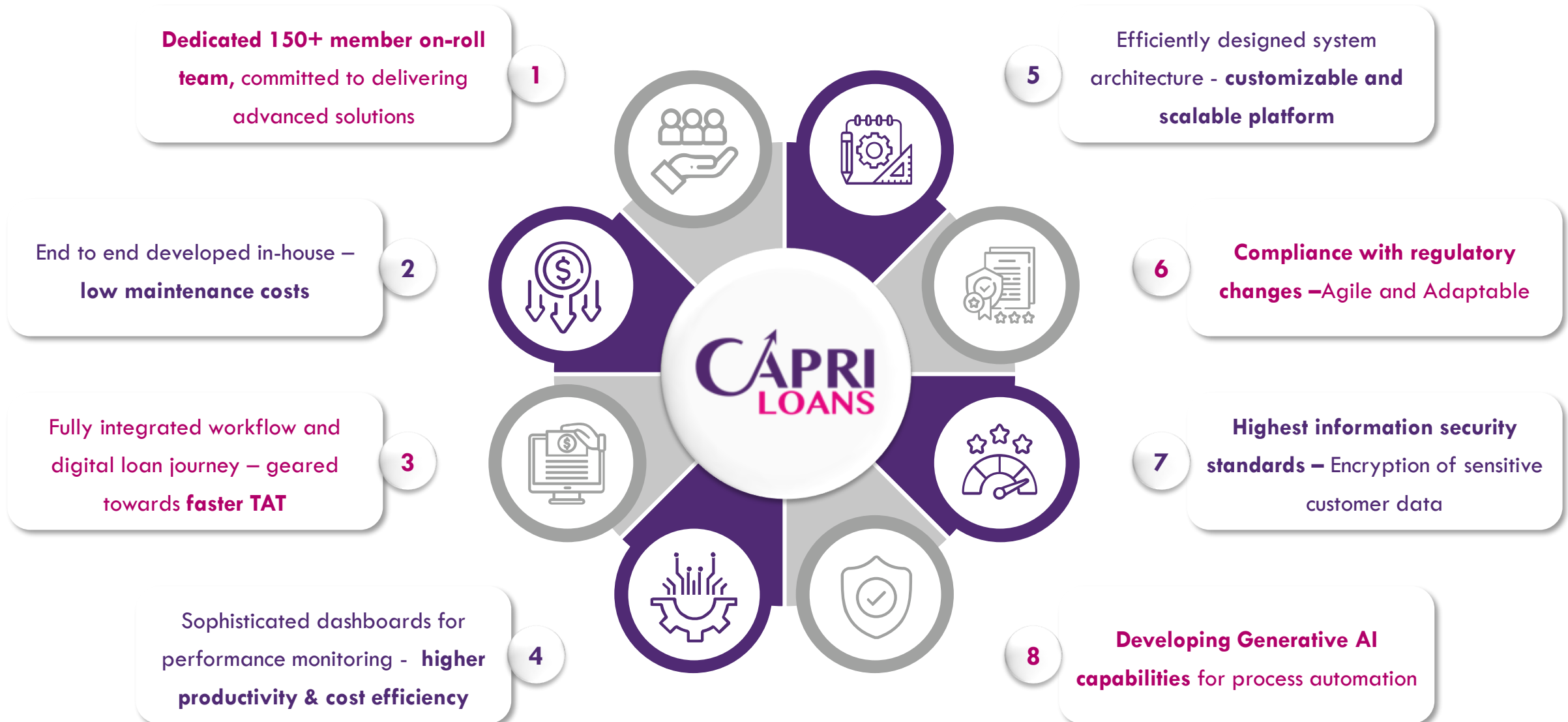
6 ...Delivered through Extensive Branch Network

Significant Investments in Branch Expansion - Rapidly Growing with Deeper Penetration across States

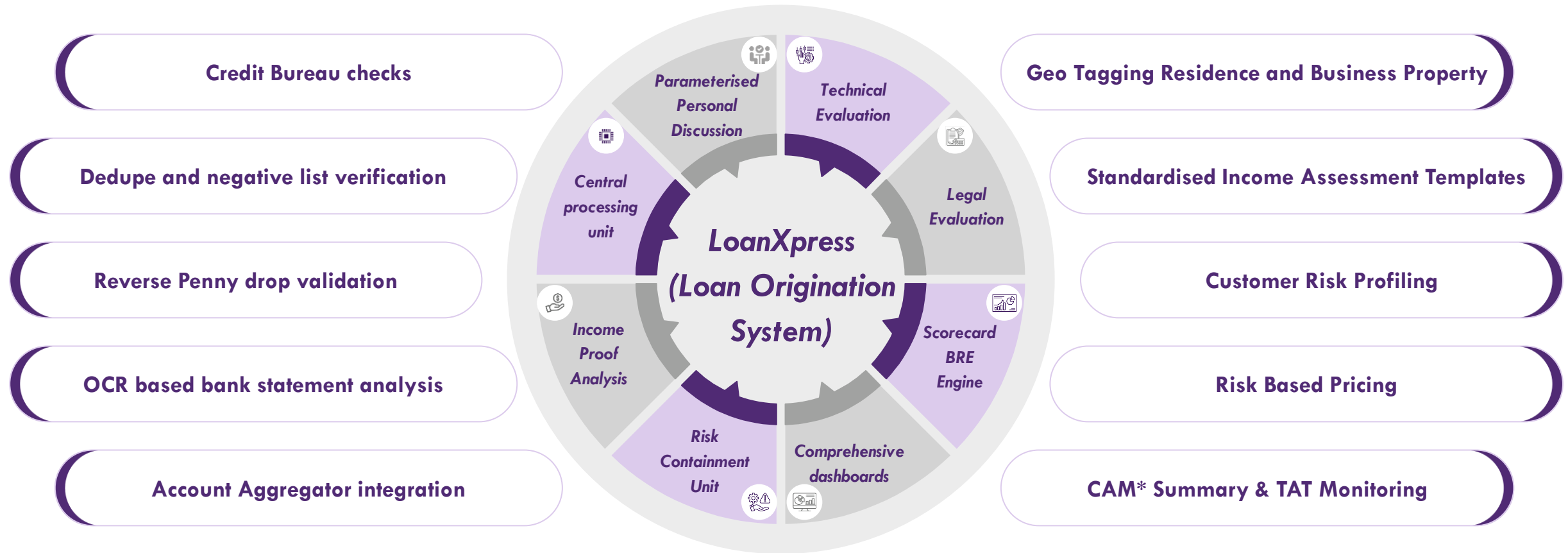


Significant upside through economies of scale and productivity improvement from existing deployed network capacity

Significant Investment in Advanced Technology and Data Analytics Capabilities



Capri Global is Following a Comprehensive Credit Assessment Approach for MSME & Housing Loans



An in-house developed Loan Origination System for end-to-end loan processing encompassing verification, credit decisioning, commercial approvals and loan disbursement for unified underwriting process

A proprietary LOS (Swarnim) for digital loan processing, disbursal, collection and customer experience

➤ **100% digital journey** enabling faster loan approvals

➤ **OTP-Based E-Sign** to simplify documentation and reduce onboarding time

➤ **No cash disbursement** (for amounts >₹20k)

➤ **Disbursal TAT ~30 minutes** for improved customer satisfaction

➤ **Maker checker approach** to loan approval

➤ **Dedicated relationship manager** for smooth and faster customer onboarding process

➤ **Transparent process** through live CCTV recording of gold evaluation by certified gold valuers

➤ **Customer live photo** capture, geotagging and scheme selection

➤ **Bank account disbursement** through reverse penny drop validation

➤ **UPI-based disbursement** up to ₹1 Lakh instantly into accounts

➤ **Click-to-Call feature** to connect with customers for intimation about slab change, DPD, tenure expiry via single click

➤ **Collection dashboard** to track payment, tenure expiry and overdue account

➤ **Capri Loans App / WhatsApp chatbot** – vernacular KFS & MITC, Interest due reminders and apply top up loans

Capri Global has Adopted a Disciplined and Data Analytics Driven Approach to Collections...

Customised channel wise collection strategy basis past customer behavior

PRE-BOUNCE STRATEGY

- ✓ **ML based EWS model** for customer risk profiling, bounce rate & NPA prediction
- ✓ **AI based automated bot calling**
- ✓ **Pre-EMI reminders** through Whatsapp / SMS

POST-BOUNCE STRATEGY

- ✓ **Sloppy payer model** – roll back and roll forward prediction
- ✓ **Analytics engine** for prediction on honoring Promise to Pay
- ✓ **DPD Bucketwise collection channel strategy**

POST DELINQUENCY – FIELD & LEGAL PROCESS

- ✓ **NPA recovery model** – propensity to pay
- ✓ **Automated legal escalation** with TAT tracking
- ✓ **'Legal-like-letters'** and tele-calling for high-risk pre-delinquent accounts

DIGITAL AND ANALYTICS TOOLS

- ✓ **Live collections dashboards and mobile app** for real time tracking
- ✓ **Incentive gamification** - performance driven leaderboard
- ✓ **Call Center Analytics** - Gen AI powered speech to text conversion

Higher Collection Efficiency

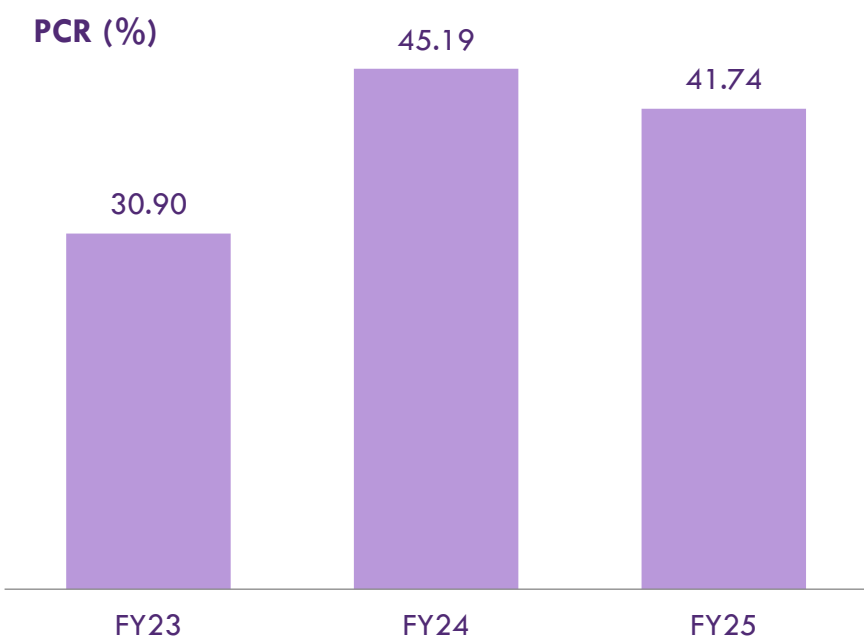
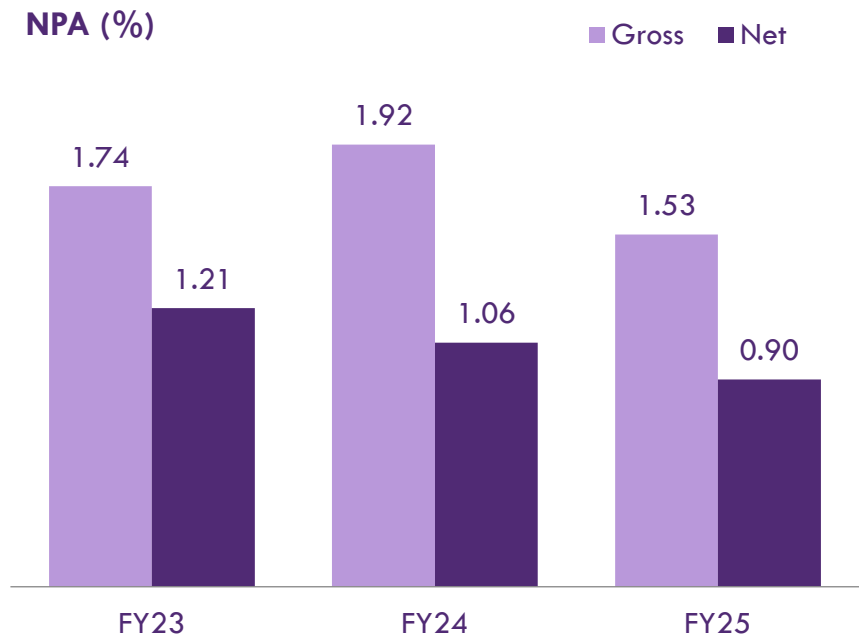
Improved Resolution Rates

Higher NPA Recovery

Reduced Collection Cost

... Backed by Prudent Risk Management

Improving Asset Quality and Adequate Provisioning



99.88%
Secured loans
(FY25)
(Collateral cushion)

~31%*
Login to Sanction ratio
(FY25)
(Superior Customer Selection)

*For MSME Loan, Housing Loan

99.86%
Robust Collections
Efficiency
(In house collections)

Healthy Asset Quality (GNPA/NNPA/PCR)

3.95%%/2.05%/49.11%

MSME Loan

1.39%/0.86%/38.76%

Housing Loan

0.81%/0.69%/15.74%

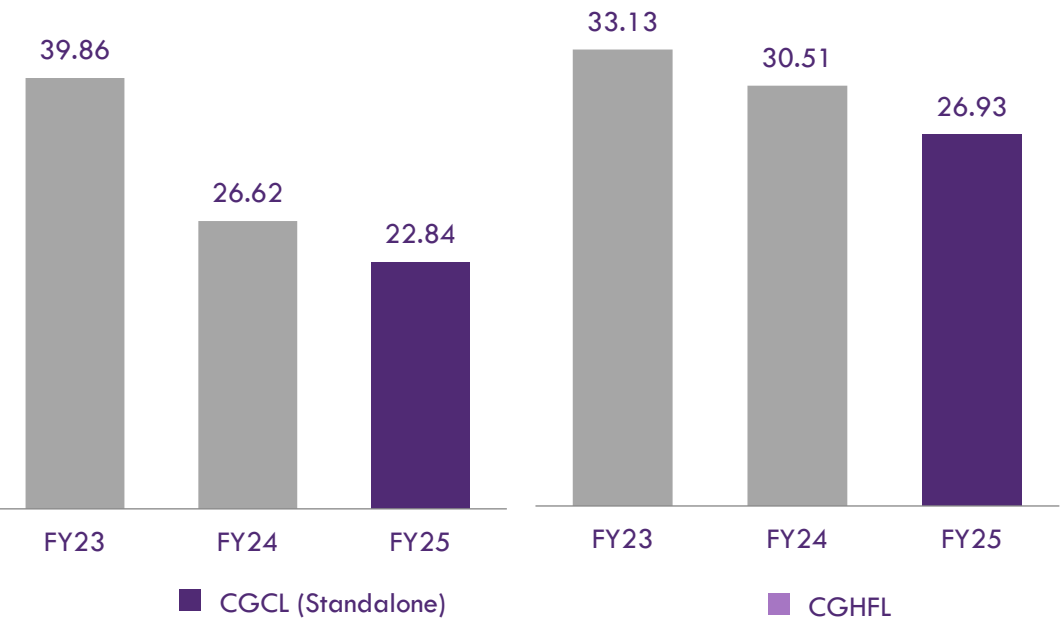
Gold Loan

0.18%/0.09%/50.05%

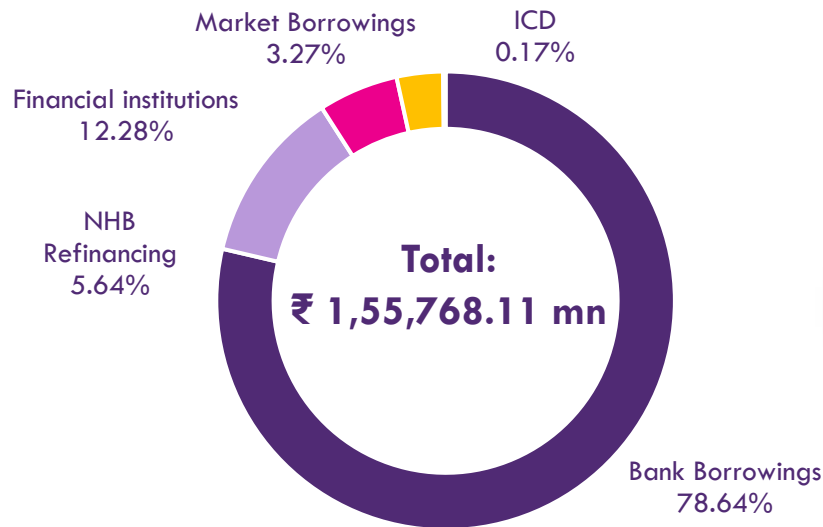
Construction Finance

Note: *For MSME Loan, Housing Loan

Capital Adequacy - CRAR (%)



Borrowings (₹ mn) (FY25)



ALM

No
Maturity risk
(Cumulative net inflow for all buckets)



Relationship with 21 Financial Institutions across Public Sector Financial Institutions, Private Sector Banks and Life Insurance companies

Incremental credit sanctioned of ₹76,250 mn and liquidity of ₹18,277 mn through cash and cash equivalents and undrawn credit lines for FY25

Additional Funding Source & High RoE Accretion

1

CGCL retains 20-30% while co-lending partners (CLPs) retain the balance

2

CGCL earns spread and loan servicing fee on the co-lending loans

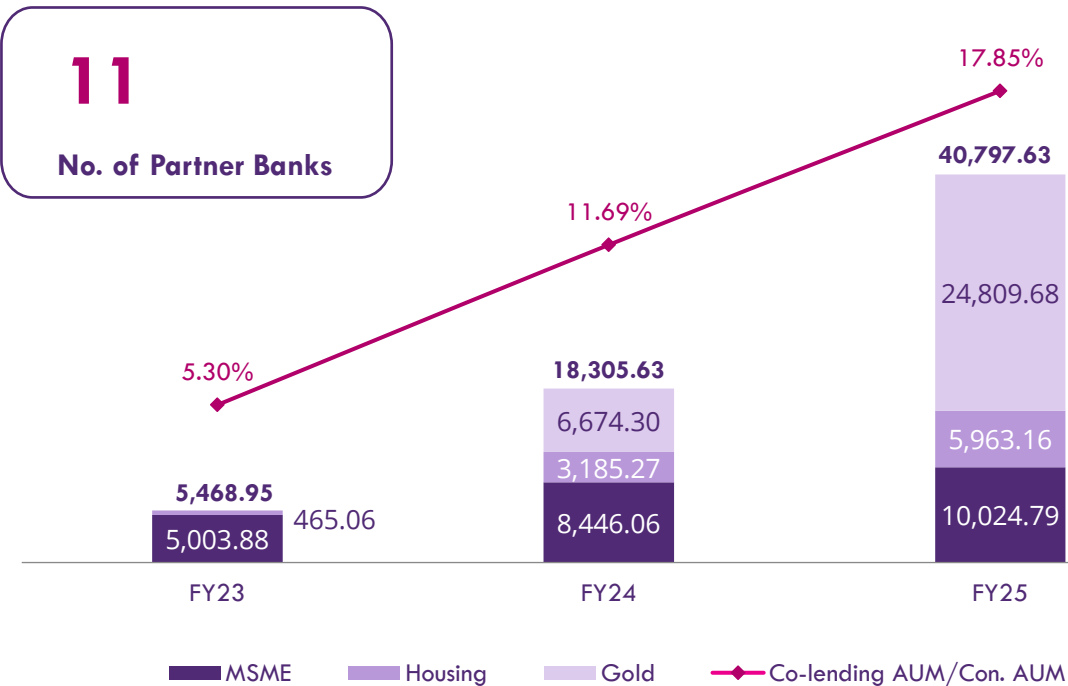
3

Additional source of funds while conserving capital and boost RoE

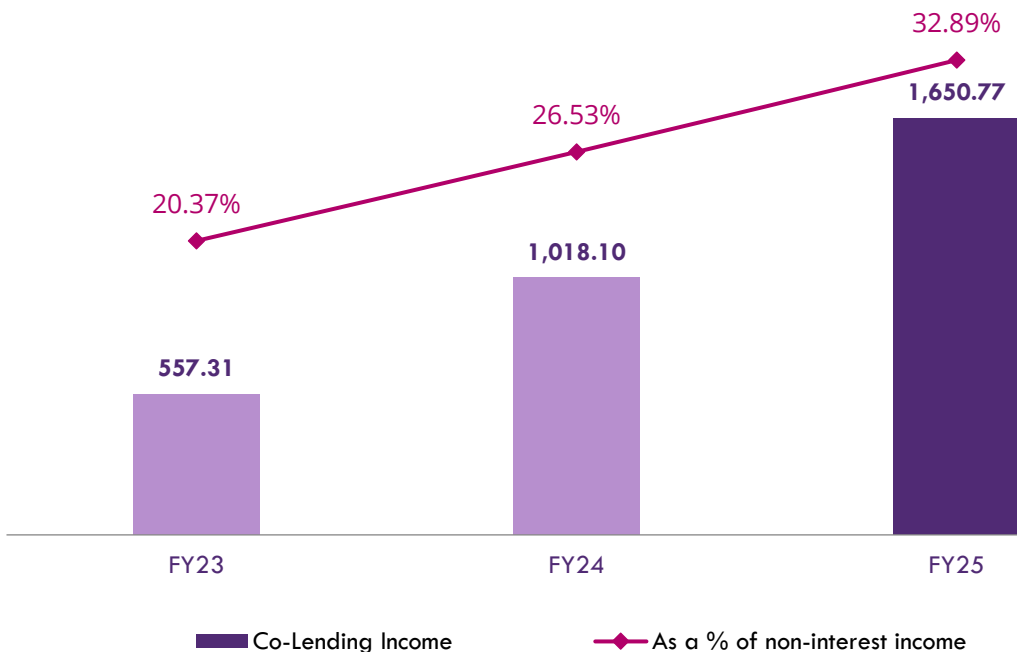
4

Diversification of borrowings

Co-Lending AUM (₹ mn) (% of overall)



Co-lending income^ (₹ mn) (% of non-interest income)



Note: ^Net gain on derecognition of financial instruments

13 Capri Global has Strong Corporate Governance

Distinguished and Qualified Board Comprised Majorly of Independent 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

Rajesh Sharma



Managing Director

Promoter & MD

Around 25 years of experience in finance sector, CA

Ajit Mohan Sharan



Independent Director

IAS - Batch 1979

Over 3 decades of experience in varied aspects of public administration

Desh Raj Dogra



Independent Director

Ex - CEO and MD of CARE Ratings

Experience in financial sector & credit administration, MBA, CAIIB

Nupur Mukherjee



Independent Director

Ex Global Head, Data Technologies at Standard Chartered Bank and Barclays

Expertise in data-driven, cloud, AI and ESG, PMP, BCom, CIMA

Shishir Priyadarshi



Independent Director

Ex-IAS officer from UP cadre; Director World Trade Organization

MA (Economics, UK) and M. Sc (Physics, DU)

Subramanian Ranganathan



Independent Director

Ex- Citicorp, Edelweiss Group

Experience in finance and management, CA, CS, CWA, LL.B

6 Independent Directors with expertise in Banking, Finance, Risk Management, IT and Public Policy

9 board committees to ensure oversight – Risk, Credit, Asset Liability, Info Security, Audit, CSR, ESG, Stakeholder relationship, Nomination & Remuneration

Proven Track Record of Scaling Businesses

RETAIL BUSINESS

**Ravish Gupta**

Business Head — Gold Loans

Ex-IIFL, GE Money, HDFC Bank, BCA
Capri vintage: 3Y 3M**Abhishek Sinha**

Chief Business Officer — MSME & ML

Ex – Bajaj Housing, Bajaj Finance, Tata Capital, Tata Motor, ICICI Bank, ACC Ltd.
Capri vintage: 1M**Munish Jain**

Business Head — Home Loans

Ex-Shriram Housing, GE Money, DHFL, MBA
Capri vintage: 6Y 2M

CONSTRUCTION FINANCE & INDIRECT LENDING

**Vijay Kumar Gattani**

Director – Credit – CF

Ex-Goldman Sachs, ICICI Bank, CA
Capri vintage: 9Y 6M**Bhaskarla Keshav Kumar**

Director – Monitoring – CF

Ex-AGM, SBI
Capri vintage: 10Y 2M

FEE BASED BUSINESS

**Sanjay Manglani**

Head - Insurance

Ex-SBI GI, SMC Insurance, Religare, MBA
Capri vintage: 2Y 1 Months**Amit Setia**

Head – Business Alliances – Car Loans

Ex-Reliance Capital, Dhanlaxmi Bank, MBA
Capri vintage: 4Y 2M

TECHNOLOGY & DATA ANALYTICS

**Tarun Aggarwal**

Group Chief Technology Officer

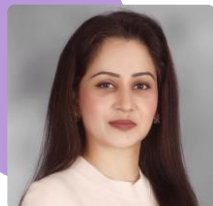
Ex-Paytm, Adobe System, Quad Analytix, Expedia, PGDBM (IMT Ghazibad)
Capri vintage: 9M**Piyush Dangaich**

Chief Data Science & Analytics Officer

Ex-Accenture, Fractal Analytics & Saarthi.ai, B. Tech (IIT, Roorkee)
Capri vintage: 2Y 5M

Proven Track Record of Scaling Businesses

CORPORATE FUNCTIONS

**Divya Sutar**

Director — Business Strategy

GMP (Harvard Business School), Master's Degree (USF)

Capri vintage: 12Y 5M**Partha Chakraborti**

Chief Financial Officer

Ex-R R Kabel, Hafele India, CA, CWA

Capri vintage: 1Y 6M**Vinay Surana**

Head — Treasury

Ex-Axis Bank, CA

Capri vintage: 7Y 2M**Magesh Iyer**

Chief Operating Officer

Ex-Incred Finance, Reliance Commercial Finance, ICICI Bank, B.Com, PGDBA

Capri vintage: 2Y 3M**Yashesh Bhatt**

Company Secretary & Compliance

Ex-L&T Fin., TATA Housing, M&M, CS, LLB, MFM-JBIMS

Capri vintage: 3Y 5M**Sanjeev Srivastava**

Chief Risk Officer

Ex-IIFL Finance, CA

Capri vintage: 1Y 8M**Bhupinder Singh**

Head — Legal Litigation

Ex-DHFL, Deutsche PostBank, BA, LLB

Capri vintage: 5Y 9M**Hardik Doshi**

Head – Corp Fin & Investor Relations

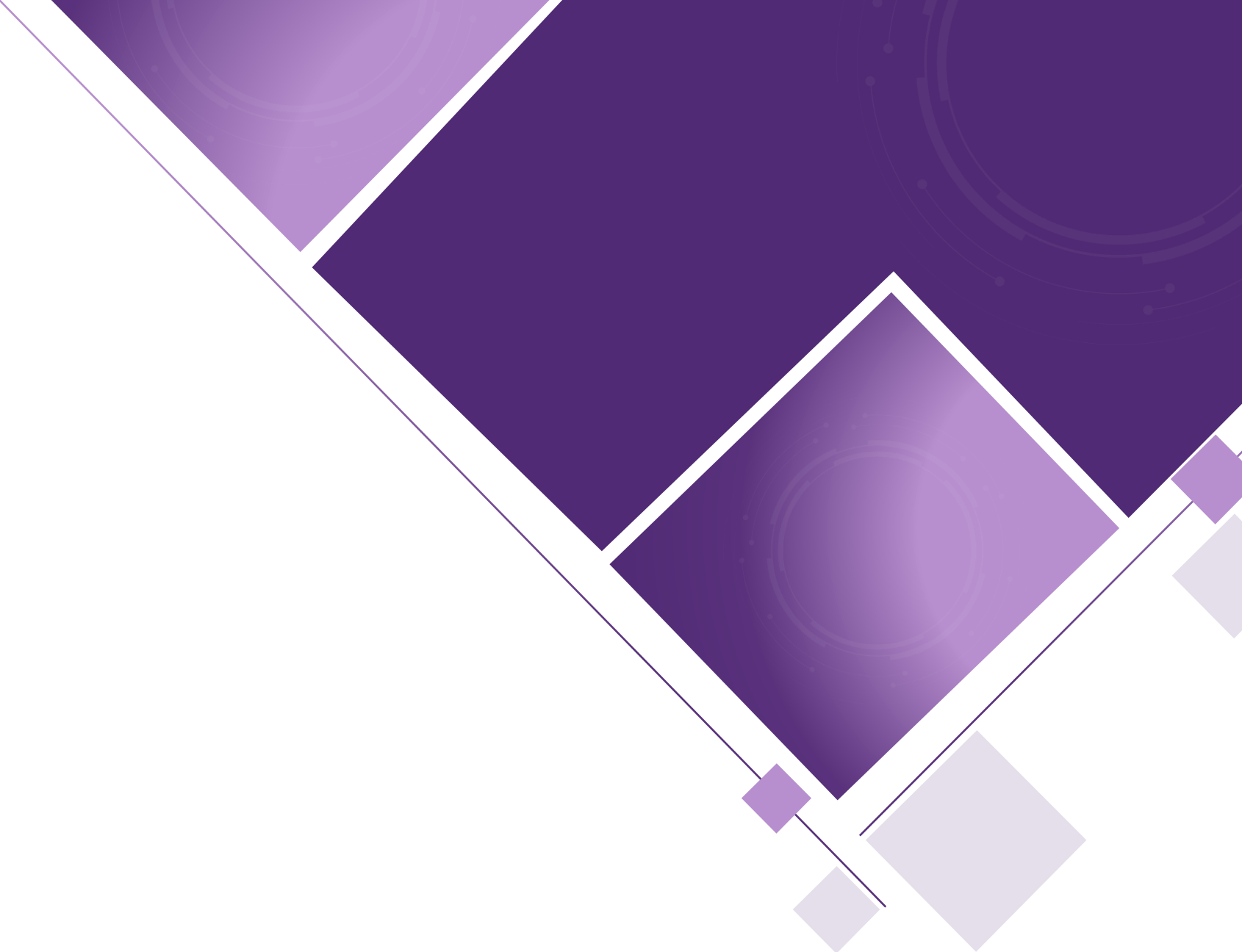
Ex- Kotak IB, Deutsche Bank, MBA - Finance

Capri vintage: 8M**Abhishek Yadav**

Chief Compliance Officer

Ex- ANZ Bank, L&T Fin, Yes Bank, Axis Bank, Kotak Bank, B.Com, CS

Capri vintage: 3M



2 Key Strategies

Way Ahead: Strategic Initiatives to Drive Scale...

Key initiatives



Diversify our Product Offerings

- **Offer customized products** to address customers' needs in underserved markets with high growth potential
- **Focus on revenue diversification** and margin expansion



Geographic Expansion and Deepening our Presence

- **Open new branches** in existing and newer states to expand retail lending segments
- **Deepen presence** through increasing customer base and branch productivity



Leverage Technology and Analytics for Operational Excellence

- **Use Generative AI** to drive cost efficiency, employee productivity and customer experience
- **Leverage data science and analytics** capabilities for actionable customer insights



Leverage customer base to drive fee income and cross-selling

- **Cross-sell loan products** to large and rapidly growing customer base
- **Increase insurance penetration**

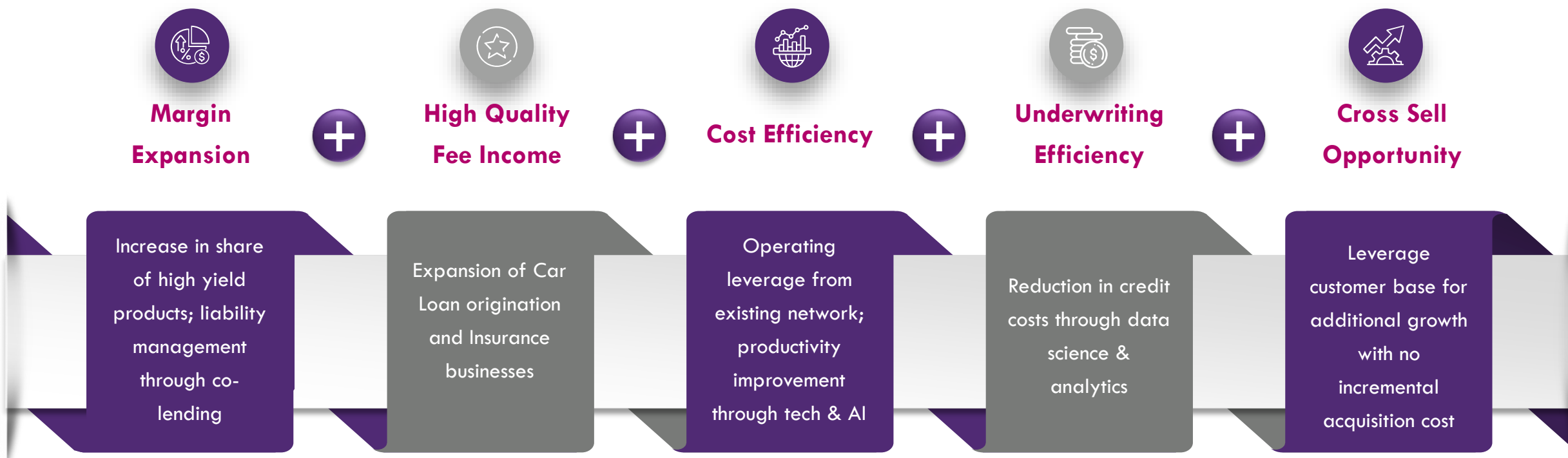


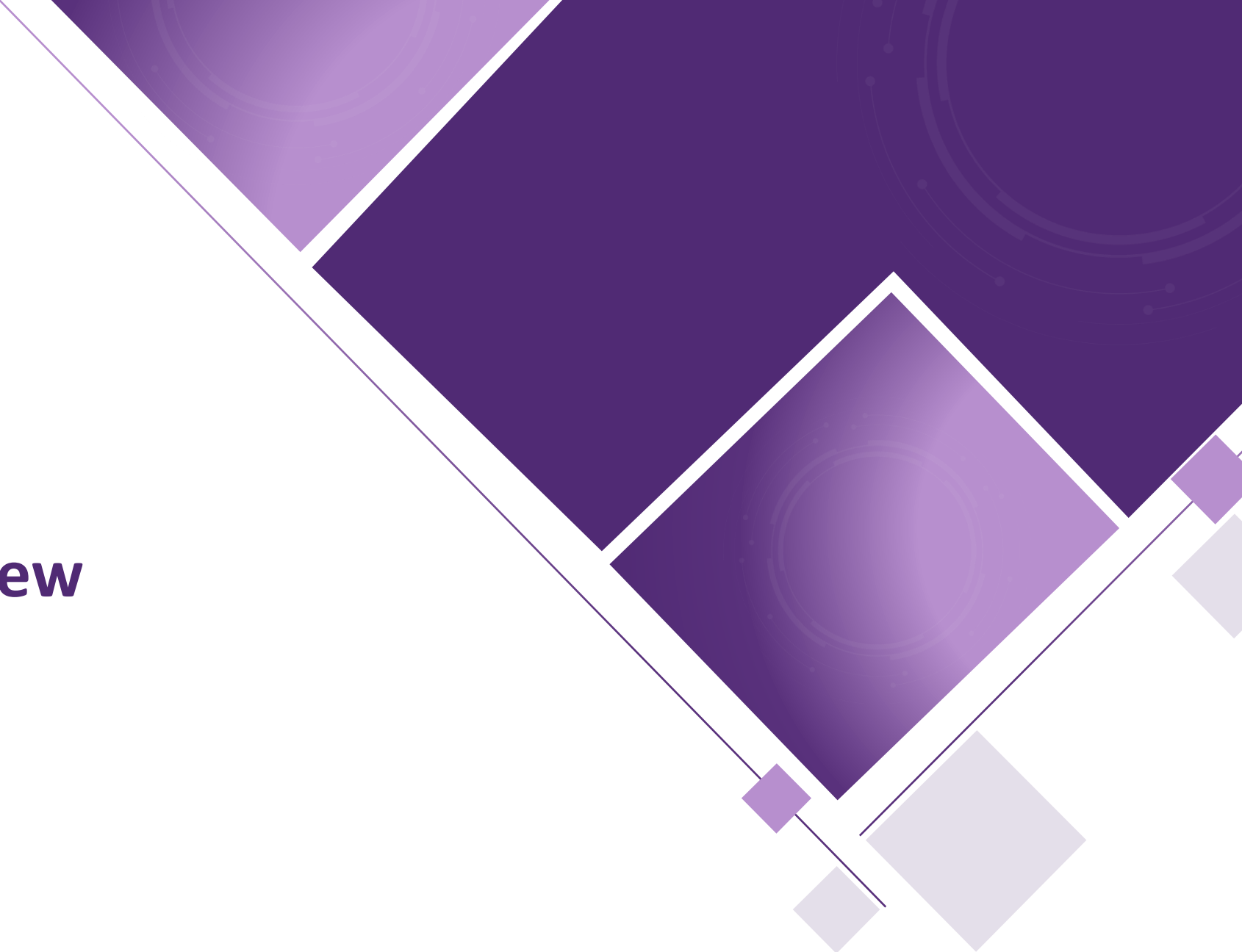
Diversify borrowings for effective liability management

- **Diversify funding mix** through other sources of borrowings e.g NCD, ECB to reduce CoF
- Strengthen and **grow co-lending partnerships**

... and Deliver Sustainable Returns...

Key levers for RoE expansion





3 Company Overview

Capri Global - Key Highlights



Retail Focused: Retail secured lending has massive under penetration and large credit gap; Retail NBFCs better placed; >80% Retail and 100% Secured loan book



Huge Market Opportunity: Focus Segments MSME loans, Micro LAP, Affordable Housing loans and Gold loans offer strong growth opportunities; Fast-growing NBFC with 49% AuM CAGR from 2023 to date*



Track Record of Execution Excellence: Launched, built and scaled 4 new products in last 5 years – Lending - Gold Loans, Micro Lap, Fee Income - Car Loan Origination, Insurance Distribution



Established Expertise in each of the business segments – MSME Loans, Housing Loans, Gold Loans & Construction Finance



Diversified Business: Well-diversified by product & geography, No Product >35% and No Geography >25%



Extensive Network: 1,111 branches operational, positioning the company to capitalize on market opportunities with improving profitability through economies of scale

Note: *Among top 20 listed NBFCs/HFCs (>US\$1bn market cap); All data as of 31-Mar-2025

Capri Global - Key Highlights



Technology Edge: Dedicated tech center with 131 engineers and 22 data scientists, developing advanced tech and data analytics platform; Complete Suite of In-house developed applications for end-to-end digital process



Robust Credit Underwriting and Disciplined Collections: Comprehensive assessment approach with data analytics and tech driven process; 100% in-house collections



Stable Asset Quality: long vintage makes business model resilient through macro events; Low GNPA with adequate provisioning. High collection efficiency



Effective Liability Franchise: 21 lenders and 11 co-lending partners (18% AuM), no ALM mismatch, adequate liquidity, 8.5% NIM and 6.9% Spread



Strong Corporate Governance & Experience Management Team – Distinguished and Independent Board; Stable Leadership Team

Capri Global – One Snap View

Retail-Focused, Secured, High Growth, Well-Diversified & Tech-Enabled NBFC

Scale of Operations



₹ 2,28,601.98 mn
AUM in FY25
46.03% YoY



₹1,85,177.63 mn
Gross Loans in FY25
35.42% YoY



₹252,723.84 mn /
₹159,791.69 mn
Disbursement in
FY25 / FY24
58.16% YoY / 106.25% YoY



₹43,040.97 mn
FY25 Net Worth

Distribution[^]



1,111
Number of Branches



11,410
Number of Employees



19 States & UTs
Geographical Presence



100% In-House
Collection

Granular Book



99.88%
Secured Lending



₹1.32 mn MSME
₹1.39 mn Housing
₹0.13 mn Gold
Portfolio ATS



51.67% MSME
57.32% Housing
64.69% Gold Loans
Portfolio LTV



546,606
No. of customers

Asset Quality



1.53%
Gross NPA



0.90%
Net NPA



0.56% / 0.68%
FY25 / FY24
Provisions / Avg. Total Assets



41.74%
Provision Coverage

Liability Profile



21
Lender Relationships



₹155,768.11 mn
Borrowings in
FY25



3.70x | 22.84%[^]
D/E | CRAR[^] in
FY25

CRISIL: A1+
CARE: A1+
Infomercials: AA (Positive)
Acuite: AA (Stable)



6.85% / 6.81%
Loan spreads in
FY25 / FY24



26.90% / 27.35%
Non-interest income as % of
total income in
FY25 / FY24



₹4,785.33 mn /
₹2,794.06 mn
PAT in FY25 / FY24
71.27% YoY / 36.53% YoY



2.66% / 11.76%
RoAA / RoAE in FY25

Note: All data as of Mar'25 / FY25 except specified

[^]as at Mar'25

[^]standalone

MSME Loans | Retail Focused with Granular and Secured Loan Book

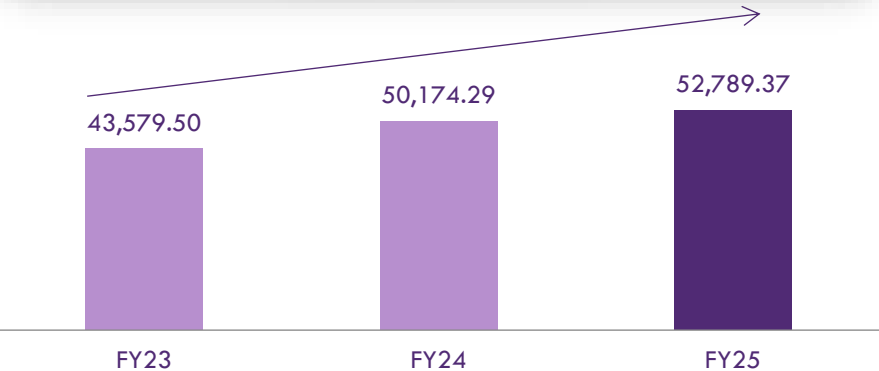
Transforming Business
Loans with advanced
technology



WHO ARE OUR CUSTOMERS?

- Self Employed Non-Professional (SENP) and underserved e.g. Provision stores, retail outlets, manufacturing workshops etc.
- Focus on Tier 2, 3, 4 Cities
- 49.91% of our customers' family income is less than ₹1 million
- 89.08% customers are with assessed income proof
- 97.13 is SENP and 2.87% is salaried

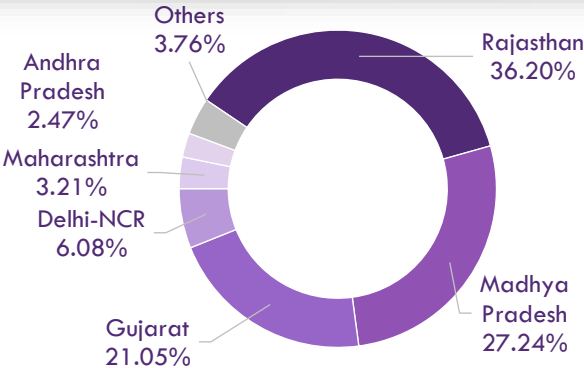
MSME AUM (₹ mn)



WHAT OUR CUSTOMERS NEED?

- Working capital, purchase of equipment and vehicles
- Faster TAT and minimum business disruption for loan process
- Customized solutions

Geographical Distribution



KEY STATISTICS

40K+

No. of customers

₹1.32 mn

Portfolio ATS

51.67%

Portfolio LTV

15.37%

Portfolio Yield

10

States/UTs Present

Offering Affordable Housing Loans with advanced technology



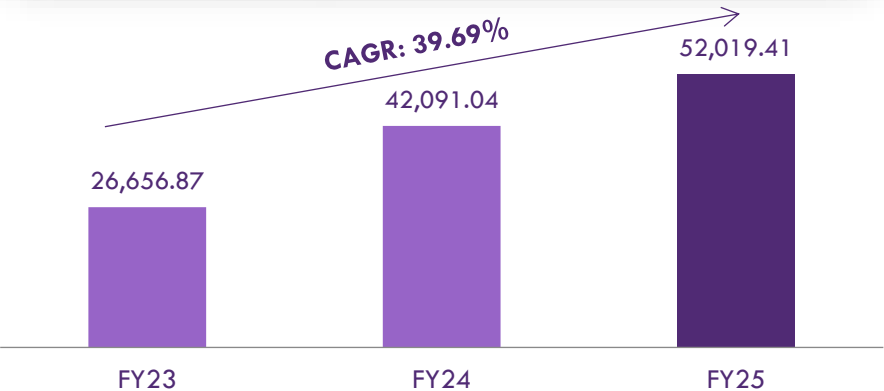
WHO ARE OUR CUSTOMERS?

- Underserved – SENP & formal salaried customers
- Majorly First-time home buyers located in Tier 2 and 3 cities
- 60.62% of our customers' family income is less than ₹1 million
- 62.38% customers with assessed income proof
- 68.48% is SENP and 31.52% is salaried

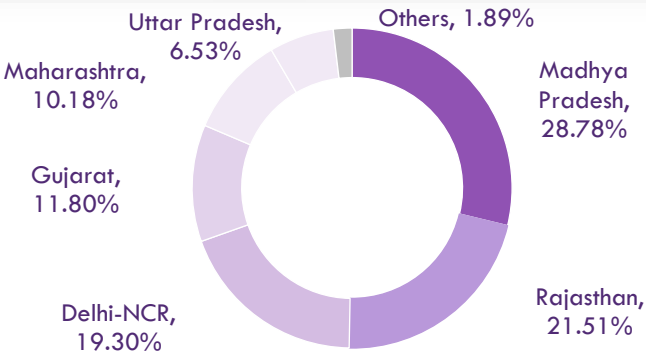
WHAT OUR CUSTOMERS NEED?

- Home/Plot purchase, extension, renovation, Home equity
- Faster TAT and minimum business disruption for loan process
- Customized solutions

Housing Finance AUM (₹ mn)



Geographical Distribution



KEY STATISTICS

36K+

No. of customers

₹1.39 mn

Portfolio ATS

57.32%

Portfolio LTV

12.73%

Portfolio Yield

7

States/UTs Present

Gold Loans | Retail Focused with Granular and Secured Loan Book

Led by end-to-end digital journey

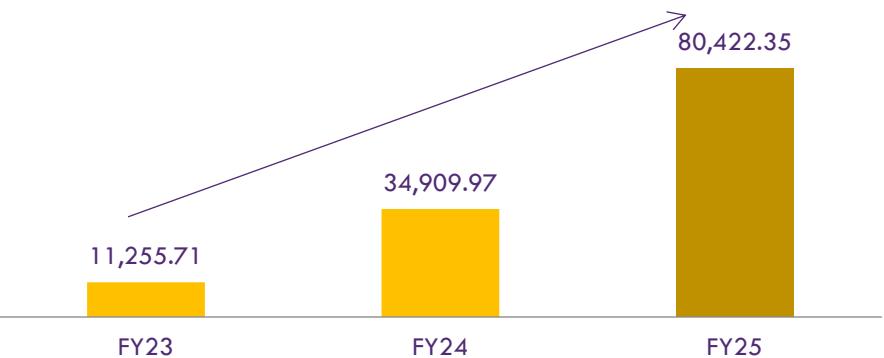
WHO ARE OUR CUSTOMERS?

- Small business owners, Salaried individuals, Women entrepreneurs & Small and marginal farmers
- 46.35% of the customer with <₹75K disbursement amount
- 87.23% of the customers' family income is less than ₹0.5 million

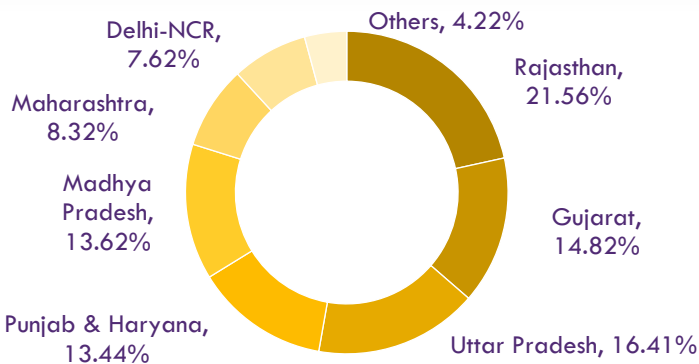
WHAT OUR CUSTOMERS NEED?

- Transparent, timely and hassle-free customer experience
- Medical exigency, short term financial requirements, business expansion, seasonal business working capital requirements
- Safety and security of pledge jewellery

Gold Loan AUM (₹ mn)



Geographical Distribution



KEY STATISTICS

454K+

No. of customers

₹0.13 mn

Portfolio ATS

64.69%

Portfolio LTV

19.91%

Portfolio Yield

10

States/UTs Present

Led by deep underwriting knowledge of segment and low opex

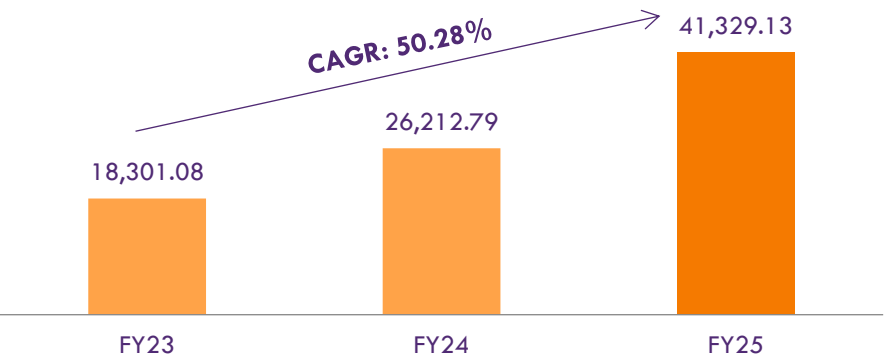
WHO ARE OUR CUSTOMERS?

- Small & mid-sized real estate developers in Metro and Tier 1 cities
- Large developers, looking for tailored solutions and faster turnaround

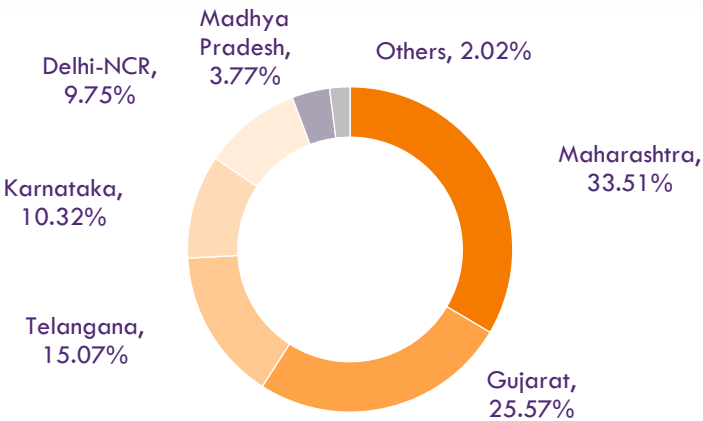
WHAT OUR CUSTOMERS NEED?

- Financing required by builders for construction of affordable homes
- Flexible and construction linked financing options

Construction Finance AUM (₹ mn)



Geographical Distribution



KEY STATISTICS

282

Live Accounts

₹146.56 mn

Portfolio ATS

>1.50x

Asset cover

17.49%

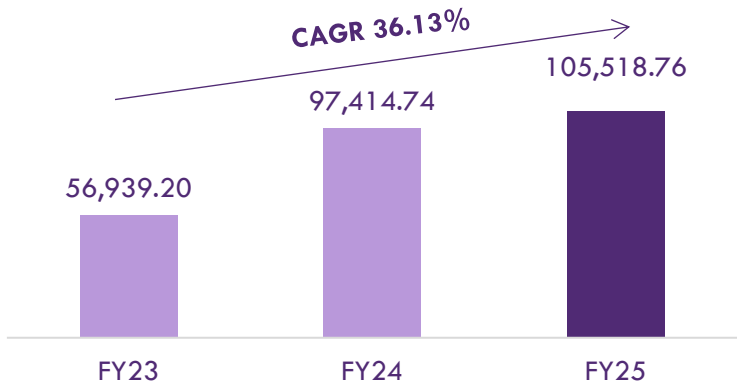
Portfolio Yield

10

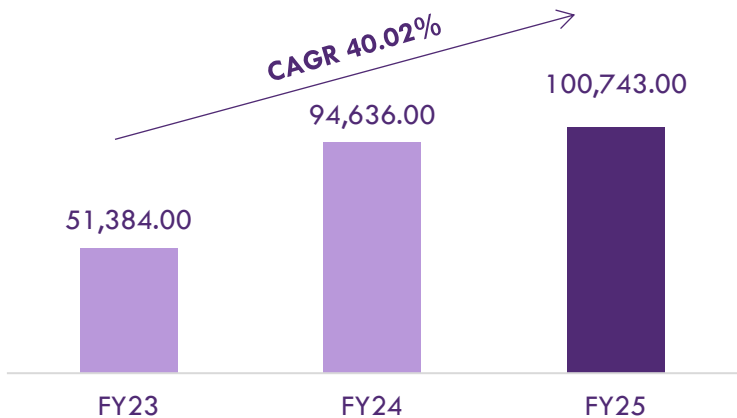
States

Car Loan Origination | Complementary Asset Light Income Streams

Rising Loan Originations (₹ mn)



Loan Originations By Volume (Nos.)



12

Partner Banks & financial institutions

₹2407.21 mn

Gross fee income (FY25)

₹963.04 mn

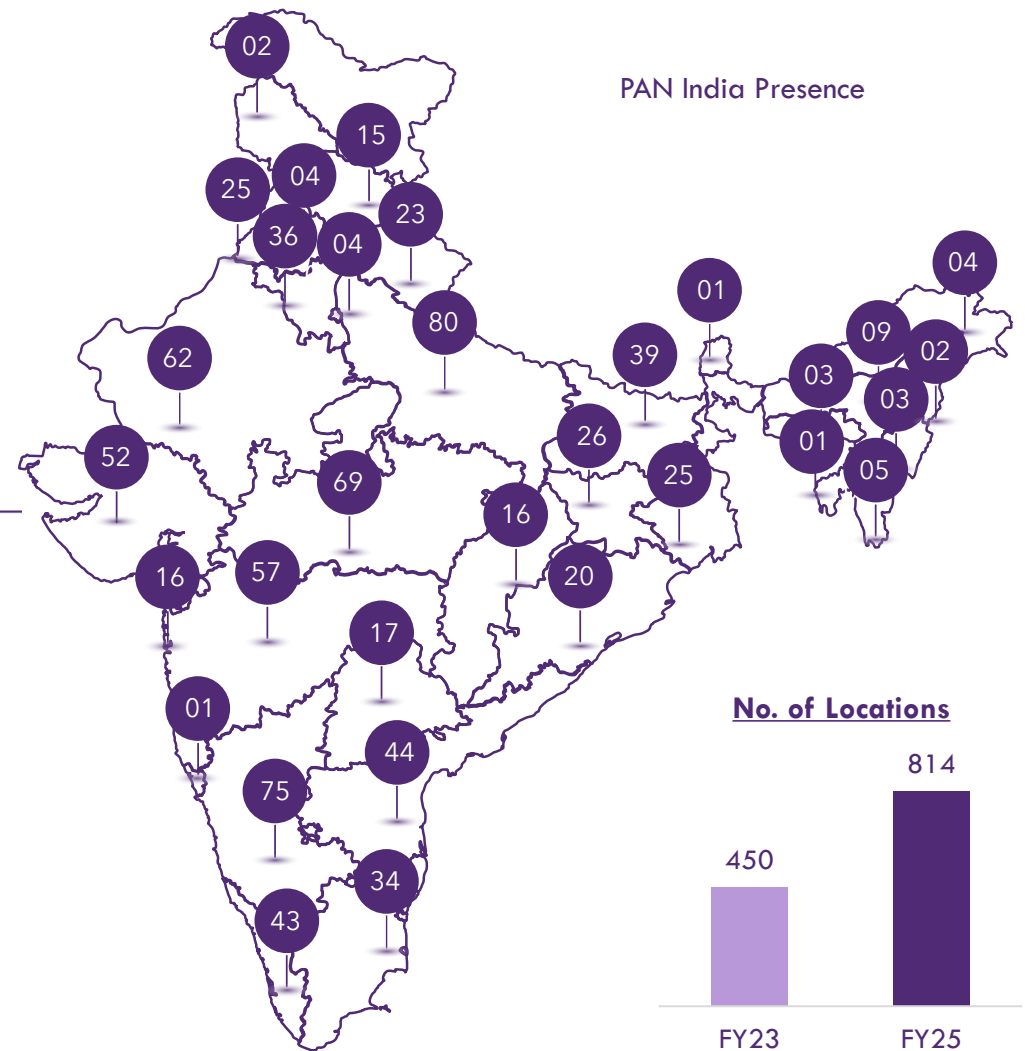
Net fee income (FY25)

₹1.05 mn

Average Ticket Size (FY25)

814

Locations in 31 States & UTs



Strategic Partnerships with 18 Insurance Companies

9

Life Insurance Companies

- Life Insurance
- Credit Life Cover
- Term Plan

5

General Insurance Companies

- Property Cover
- Private Car & 2 Wheeler

4

Health Insurance Companies

- Retail & Group Health
- Hospi Daily Cash
- CI & PA*
- EMI Protect

*CI: Critical Illness; PA: Personal Accident

Policies | Key Statistics

Cross Sell 84.70%

Direct 15.30%

Gold 81.33%

Housing 8.82%

MSME 7.26%

Car Loan 1.86%

Others 0.73%

Health 89.99%

Life 5.97%

General 4.04%

₹ 1,289.42 mn

Total Premium (FY25)

*By policy count

Digital Innovation & Service Excellence

- ✓ Real Time Policy Issuance through digital consent
- ✓ Policy Buy & Compare portal for sales team with multiple product offering
- ✓ Digital customer on-boarding journey
- ✓ Dedicated claims desk - pre & post service
- ✓ Insurance Ki Pathashalla – insurance product and process education initiative

Customer Sourcing and On-Boarding

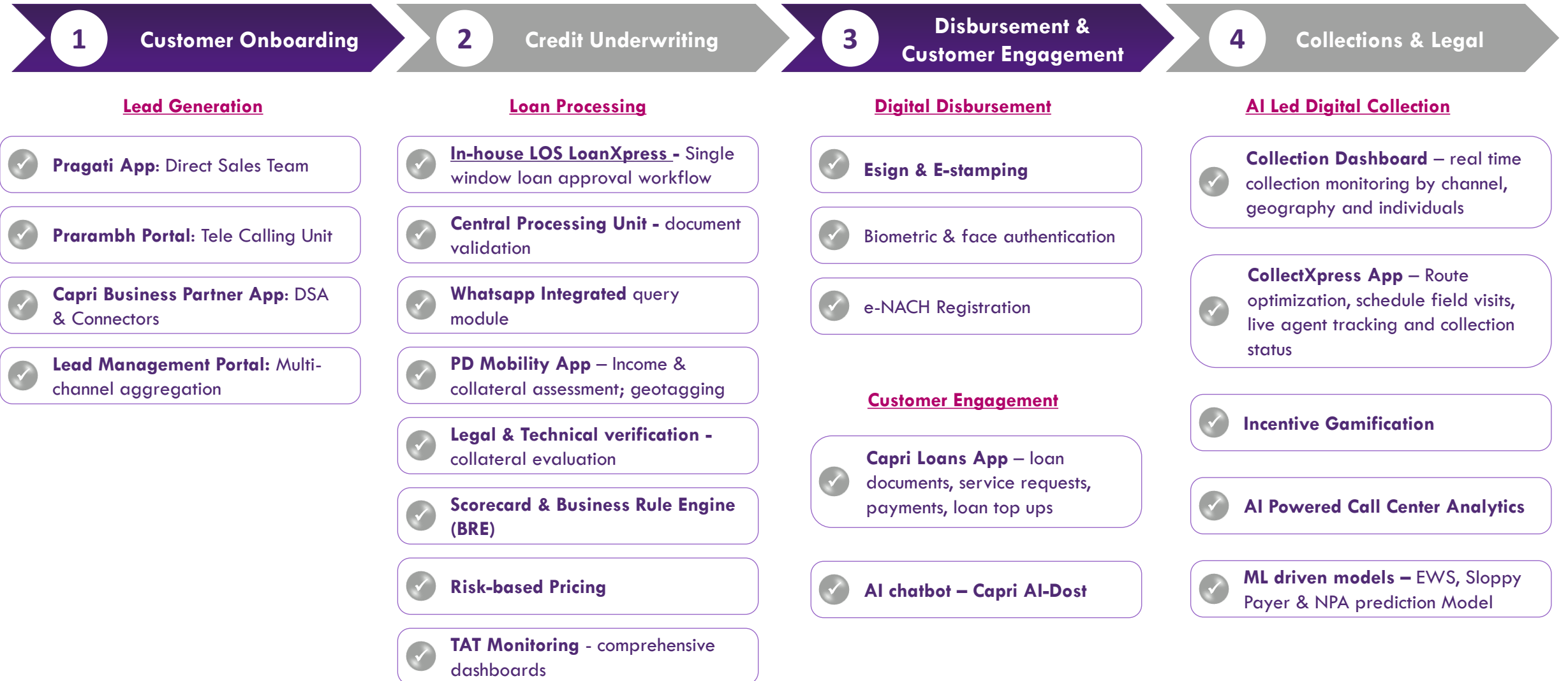
- ✓ Insurance Product offering to Loan customers as embedded product
- ✓ Cross-Selling of Health and Motor Insurance for penetration in tier II, III, IV cities and rural area
- ✓ Suitable product offerings WhatsApp links with 2-click buying journey

37



4 Technology and Data Science

Complete Suite of In-house Developed Applications for End-to-end Digital Journey of MSME and Housing Loans

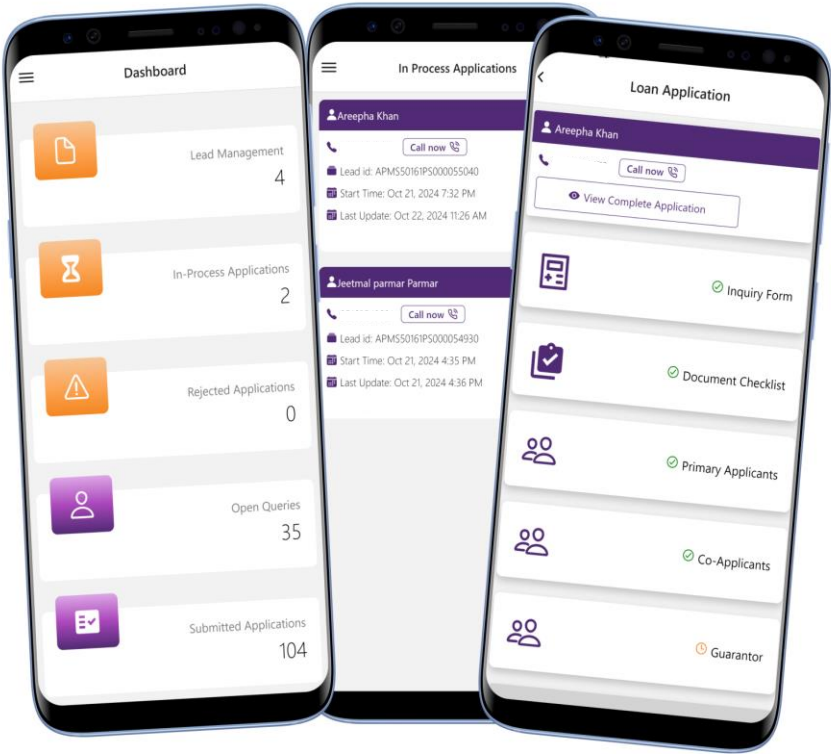


1. Customer Onboarding

Pragati Mobile App

A digital customer on-boarding app empowering direct sales executives to collect customer documents electronically and smooth application login process

- Digital document collection** - high-accuracy OCR for upload of KYC, income, property and business documents
- Efficient application fees collection** - QR Code-based system driving higher realization rates
- BRE-driven CIBIL gating** with advanced screening features
- Improvement in First Time Right (FTR)**, resulting in faster TAT and enhanced sales productivity



95K+
Logins
(from Apr-24 to Mar-25)

~6%
Upfront Filtering Rate

1. Customer Onboarding

Capri Business Partner App

A digital platform enabling seamless end-to-end engagement with Capri Business Partners

- **Real-time updates** on lead qualification and loan progress
- **Live status tracking** of loan progress and easy document upload
- **Automated invoicing** - one-day incentive payment cycle post-disbursement
- **Enhanced activation rates** with pivot towards direct engagement model

78K+

Registrations[#]

17K+

Leads Disbursed[#]

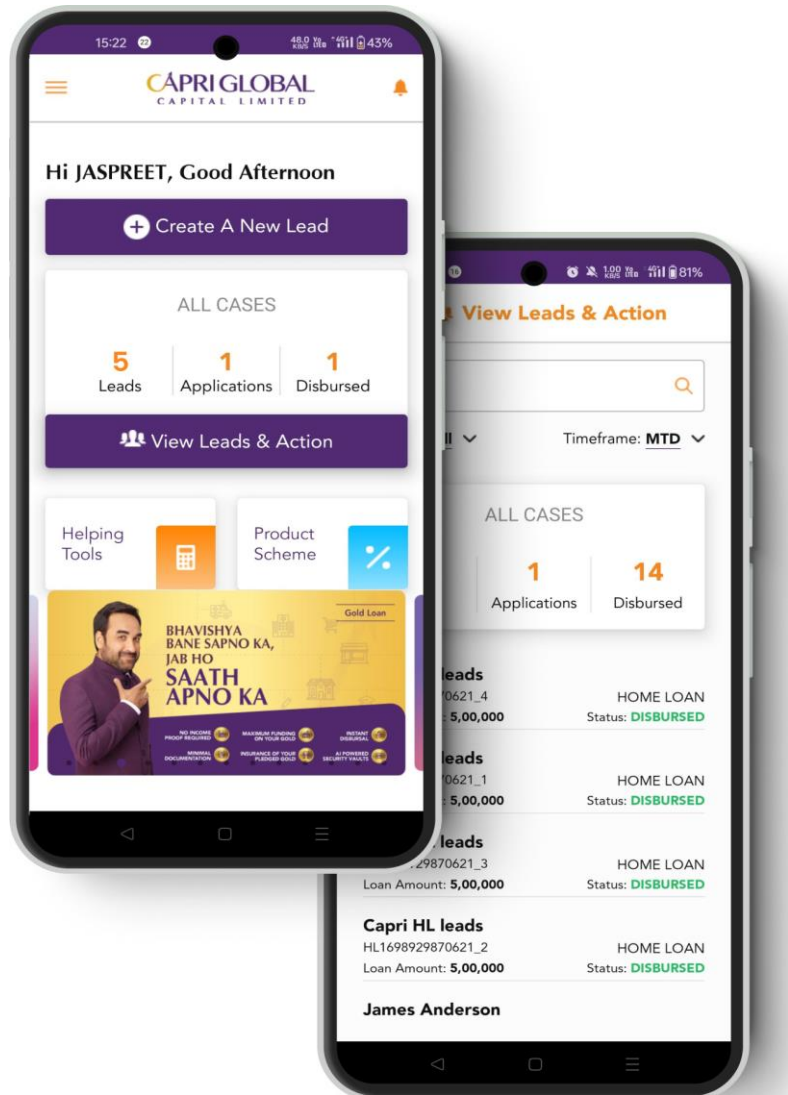
₹7k+ mn

Disbursed Amount[#]

~16%

Activation Rate[#]

*Activation rate is defined as No. of CBP with lead generated / total CBP registered; # from 30-Aug-2022 to 31-Mar-2025



2. Credit Underwriting

Central Processing Unit

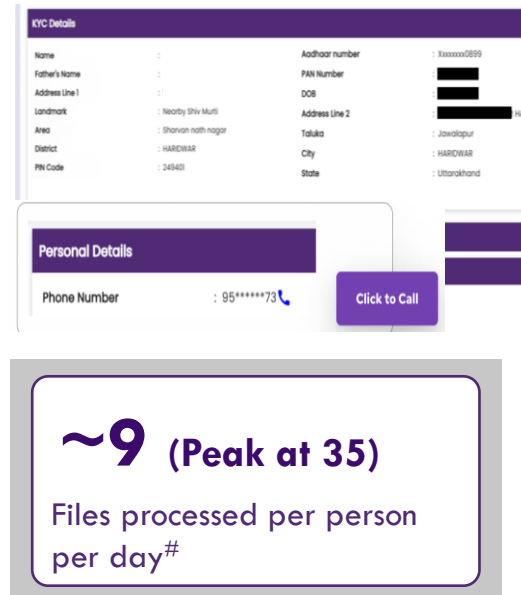
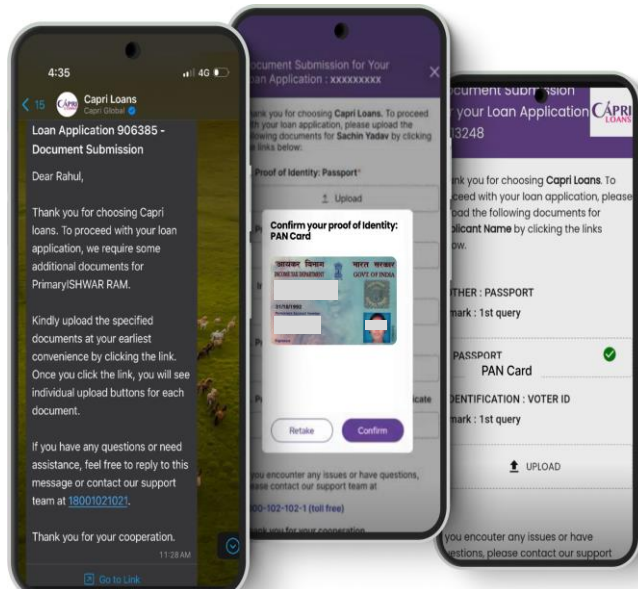
A centralized unit for quality and non-discrepancy checks



Integrated query module for customers to upload additional documents securely via WhatsApp links



Click-to-Call facility for direct customer contact without Relationship Managers (RMs) dependency



Personal Discussion Mobility App

An app designed for personal discussions (PD) and property verification



Route mapping for on-site verification



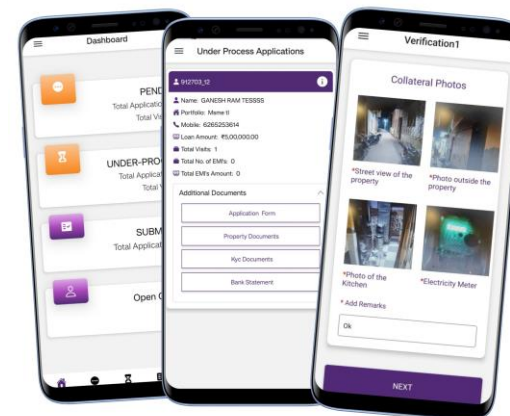
Live photo capture with geo-tagging - Residence & Business Collateral Verification



Standardized credit questionnaire for harmonized underwriting practices



PD case summary & status tracking



81K+
Applications
processed#

310
Applications
processed per day#

from Apr-24 to Mar-25

An in-house developed technical app ensuring uniformity and accuracy in collateral evaluation

Historical transaction data for trends in property values

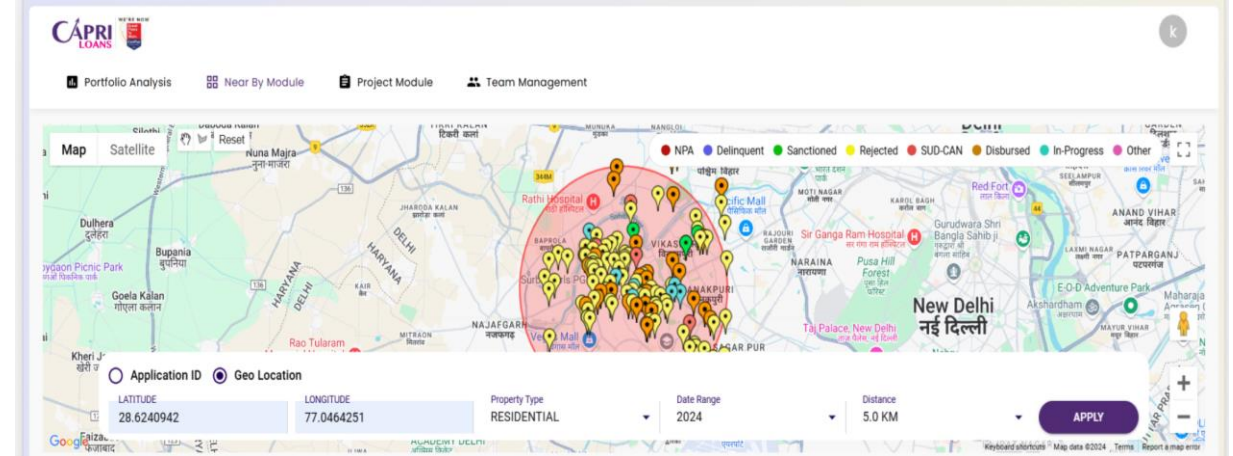
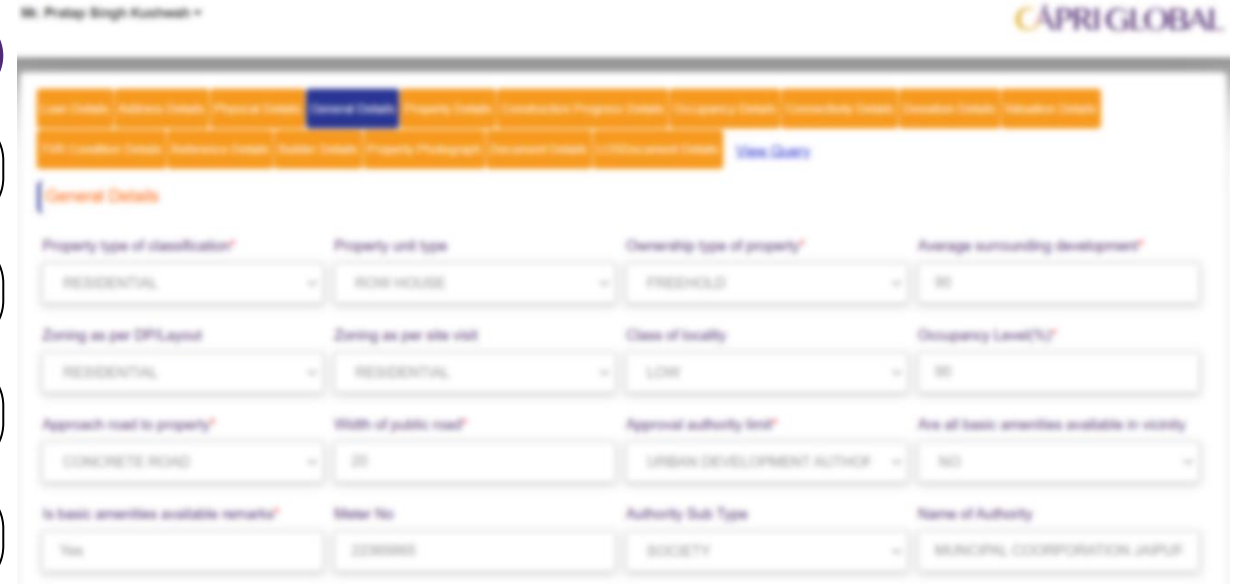
Insights from property registration data

Delinquency trend mapping for funded and non-funded properties

Local insights through broker network tailored to regional contexts

TAT (Mar-25)

No of technical per day
(Apr-24 to Mar-25)



2. Credit Underwriting

Risk-Based Pricing

A BRE and scorecard-driven approach ensuring commercial approvals aligned with customer risk profile

- **CapriScore** based on customer demographic, bureau score and application parameters, collateral quality
- **Customer categorization** by risk profile
- **System recommended commercial parameters** (yield, fees) based on customer risk profile
- **Branch-specific targets** for informed commercial decisions
- **Defined authority matrix** for deviations and waiver approvals



2. Credit Underwriting

Comprehensive Dashboards – CAM Summary



Consolidated summary of Credit Appraisal Memorandum(CAM)



Effective credit decisioning through single view of customer profile and loan parameters



No email communication – all queries, legal reports, technical reports, property photographs available on single screen



Automated system deviations and defined approval matrix

Focus on TAT Improvement



Focused approach to **monitor region-wise, branchwise and process stage wise TAT** from login to disbursement



Automated notifications to individuals and supervisors for delayed TATs ensuring timely resolutions



50-60% improvement in TAT in last 8 months



3. Disbursement and Customer Engagement

E-sign

A fully digital process offering a seamless customer experience for loan sanction and disbursement

- **E-Stamp and E-Sign digital sanction documents**
- **Biometric & face authentication** using Aadhar
- **Vernacular Key Fact Sheet (KFS)** for critical information
- **Digital disbursement and loan repayments** e-NACH

>95%

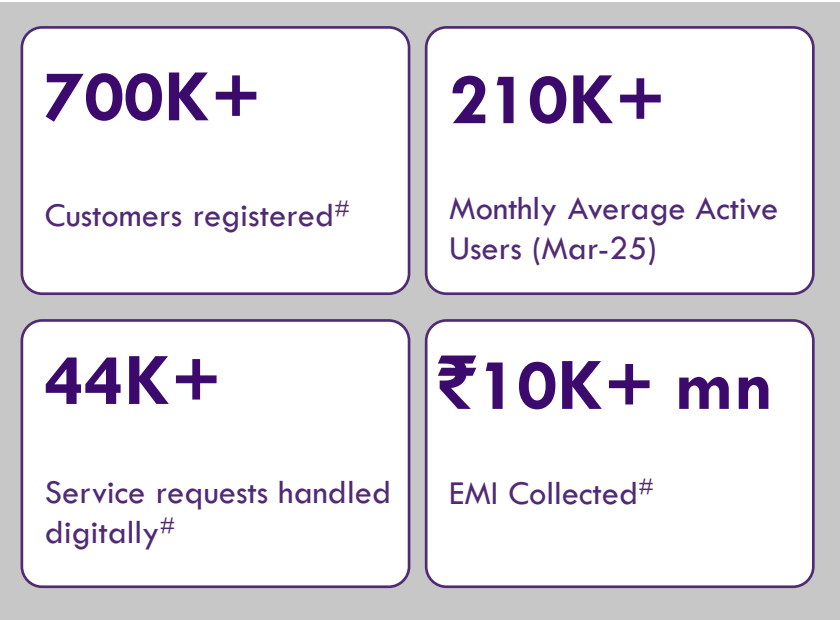
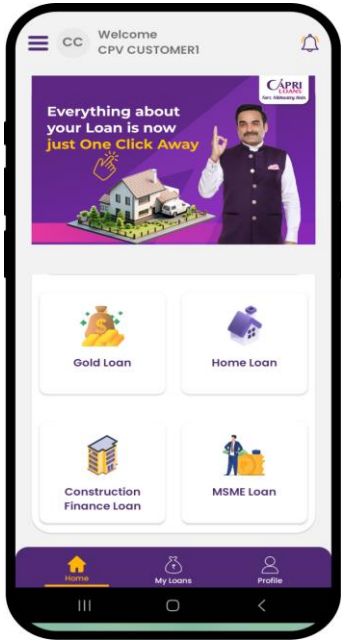
Disbursements done through e-sign to eligible customers in Mar-25



Capri Loans App

A digital and secure platform designed for customer engagement and payments

- Easy access to loan details and documents
- **Multiple Payment Modes**
- Raise service requests digitally
- **Apply top-up loans**



[#] from Nov-23 to 31-Mar-2025

4. Collections | Disciplined And Data Analytics Driven Approach

Collection Dashboard

A state-of-the-art dashboard offering real-time analysis and visibility into field collection progress

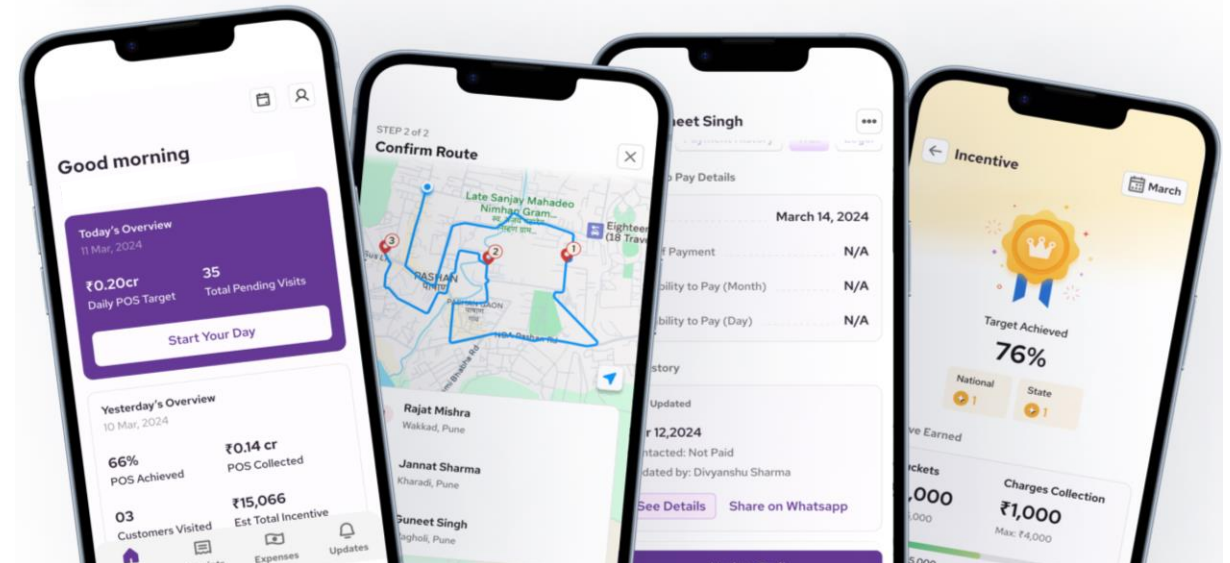
- **Performance monitoring:** DPD wise, channel-wise, geography-wise and individual-wise performance tracking for proactive action
- **Target tracking:** comparison of collections targets versus fulfilment
- **Incentive gamification** to boost agent performance



CollectXpress App

A digital app designed to enhance productivity of field collection agents

- **Route map optimization** to maximize collection staff customer visits
- **Real-time tracking** of field agent location and collection status for effective supervision
- **Payment insights** on historical customer payment trends, including Promise-to-Pay (PTP) status



5. Underwriting Gold Loans Through Technology

End-to-end Digital Process

A proprietary LOS (Swarnim) that digitizes and streamlines loan processing, customer experience and risk management

➤ **100% digital journey** enabling faster loan approvals

➤ **OTP-Based E-Sign** to simplify documentation and reduce onboarding time

➤ **No cash disbursement** (for amounts >₹20k)

➤ **Disbursal TAT ~30 minutes** for improved customer satisfaction

➤ **Maker checker approach** to loan approval



5. Underwriting Gold Loans Through Technology

End-to-end Digital Process

Digital Disbursement and Collection



Dedicated relationship manager for smooth and faster customer onboarding process



Transparent process through live CCTV recording of gold evaluation by certified gold valuers



Customer live photo capture, geotagging and scheme selection



Bank account disbursement through reverse penny drop validation



UPI-based disbursement up to ₹1 Lakh instantly into accounts



Click-to-Call feature to connect with customers for intimation about slab change, DPD, tenure expiry via single click



Collection dashboard to track payment status, tenure expiries and overdue accounts



Capri Loans App / WhatsApp chatbot – vernacular KFS & MITC, Interest due reminders and apply top up loans

The screenshot displays the Capri Loans digital process flow, divided into two main sections: Onboarding and Disbursement.

Onboarding Flow (Steps A-H):

- A: KYC Documents
- B: Personal Information
- C: Employment Information
- D: Occupation Address
- E: Nominee Details
- F: Relationship Manager
- G: Bank Details
- H: Send OTP

Verification & Payment Section:

- Verify with:** Includes a "Verify" button and a note: "We'll debit ₹1 from your account to verify the details. We'll refund this once the verification is complete."
- Add details manually:** Includes a field for "Add your account number, IFSC code manually" and an "Add" button.
- Payment:** A QR code for UPI payment of ₹1.00 is shown, with a timer at 00:03:38.

Disbursement Flow (Steps 1-10):

- 1: Applied Loan Amount
- 2: Collateral Details
- 3: Consolidated Collateral Details
- 4: Gold Information
- 5: Scheme Selection
- 6: Fee Information
- 7: Fund Transfer
- 8: Net Disbursement To Customer
- 9: Additional Gold Information
- 10: Customer & Loan Details

Net Disbursement To Customer Form:

- Net Disbursement To Customer (in Rs):** 49,587
- Disbursement Mode:** UPI (dropdown menu)
- Online Disbursement (in Rs):** 49,587
- UPI ID:** (empty field)
- Buttons:** BACK, Verify, Next

Customer Management Section:

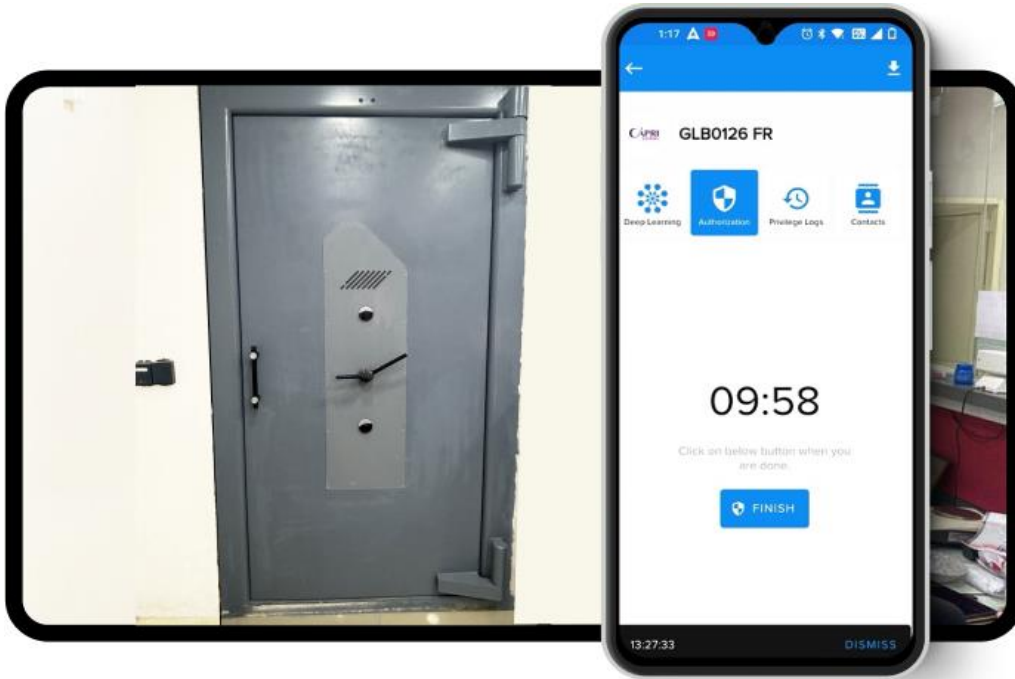
- + Slab change calling**
- Tenure Expiry**
- | LAN | Customer Name | Tenure Expiry Date |
|------------------|----------------|--------------------|
| L30100002442884 | YOGENDRA SINGH | 2024-12-15 |
| L30100001556442 | MAINA DEVI | 2024-10-31 |
| L301000010117627 | YOGENDRA SINGH | 2024-12-15 |
- + Schedule Calling**

5. Underwriting Gold Loans Through Technology

State-of-the-Art Branches Equipped with AI Powered Security Systems

Digital Security: Strong Room Managed by High Tech AI System

- Access linked with 3 Door Interlock System
- AI Facial recognition system
- Concretized strong room for additional security



Branch Security: 3 Layers

- Access to main channel gate lock post verification by security guard
- Round the clock e-surveillance; 6 CCTVs for live visuals; 4 panic switches



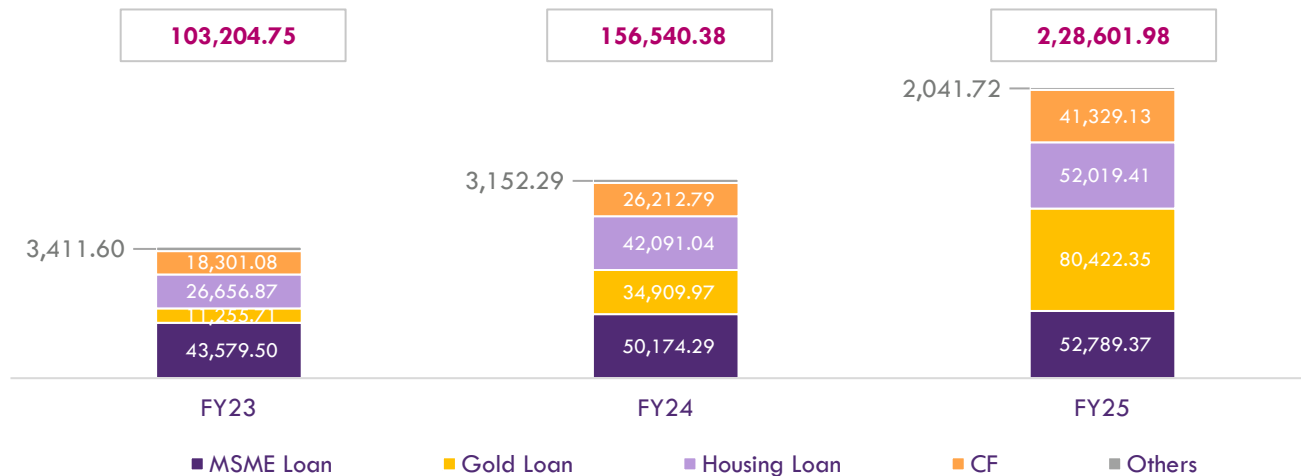


5 Financial Performance

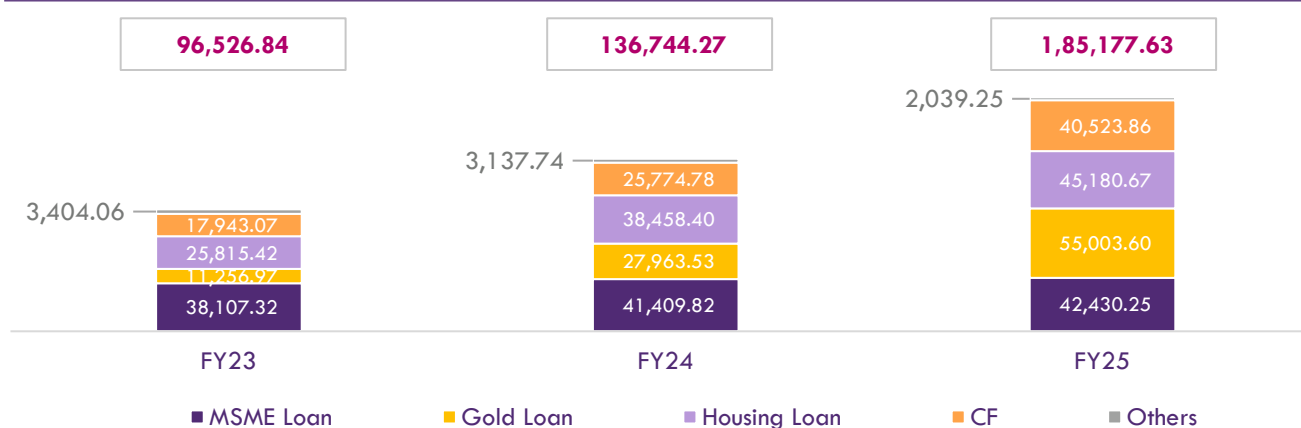
AUM and Loan Growth

Consolidated AUM Up 46.03% YoY

AUM Break Up (₹ mn)



Gross Loans Break Up (₹ mn)



AUM Growth and Co-lending Share (%)

Product	CAGR (%) (FY23-FY25)	Co-lending AuM as a % of Segment AuM (%) (FY25)
 MSME Loan	10.06%	18.99%
 Gold Loan	167.30%	30.85%
 Housing Loan	39.69%	11.46%
 Construction Finance	50.28%	NA
Total	48.83%	17.85%

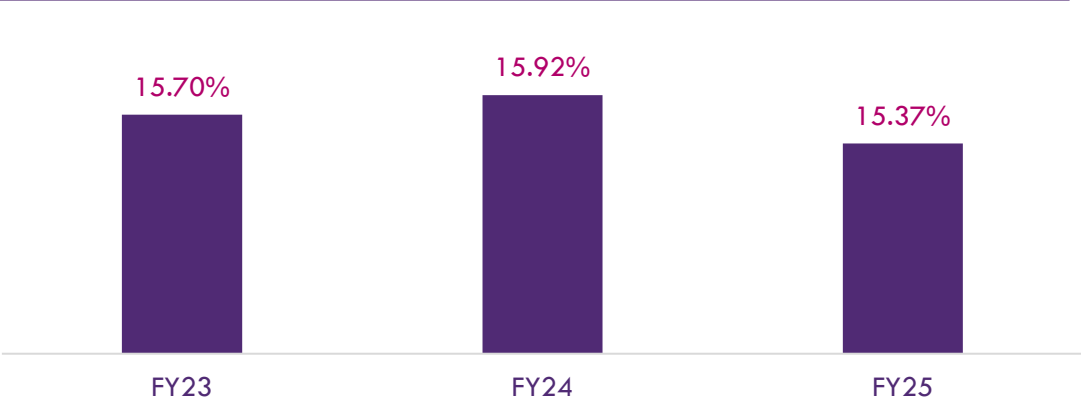
Note:

- MSME AUM includes Micro LAP and Solar Loans
- MSME, Gold, and Housing AUM values are inclusive of co-lending and directly assigned AUM
- Others include Indirect Lending, Small Business Loans and Employee Loans

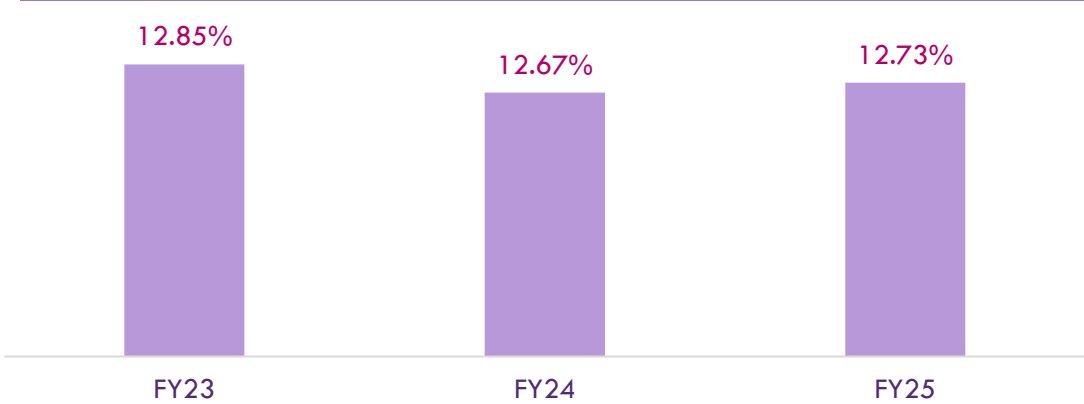
Segment Wise Loan Yields

Higher Yields

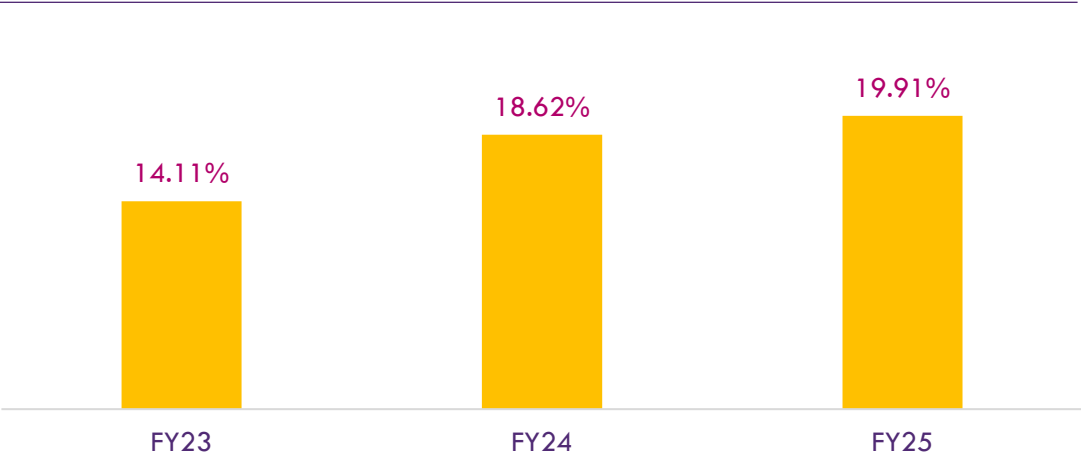
MSME (%)



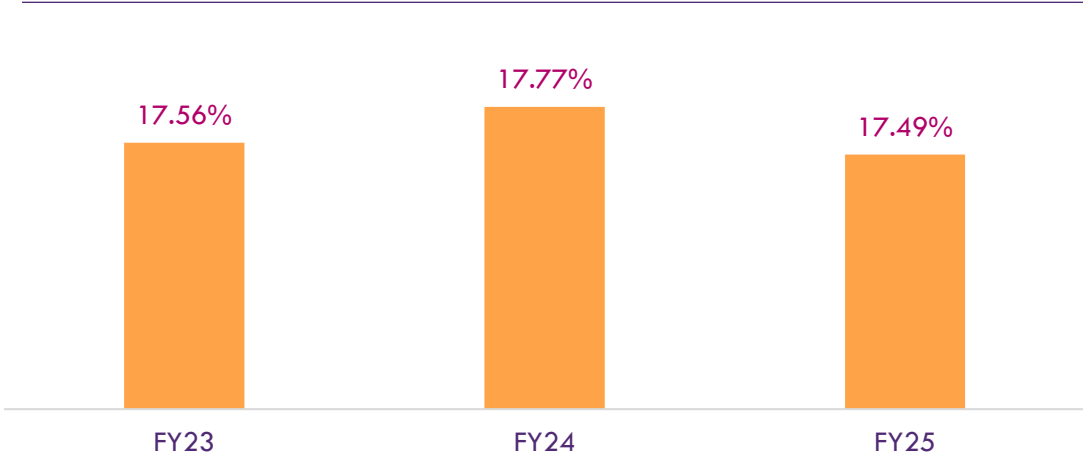
Housing Finance (%)



Gold Loans (%)



Construction Finance (%)

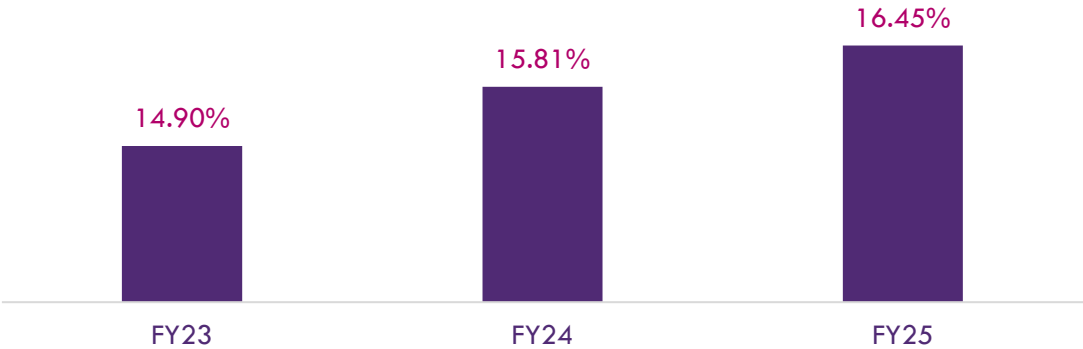


Note: Interest income is calculated including Ind As adjustments; Weighted average yield on average balance of opening, mid year, closing balance of net loans

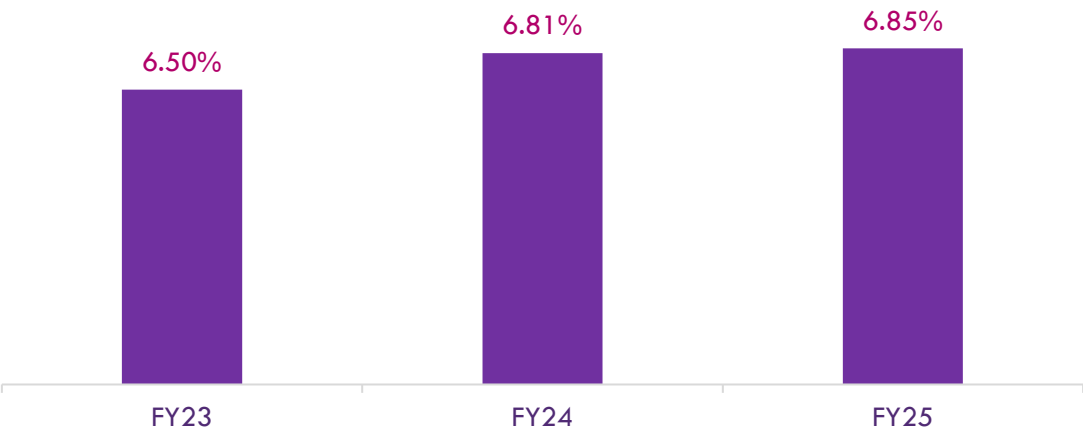
Loan Yields & Margins

Higher spreads and margins

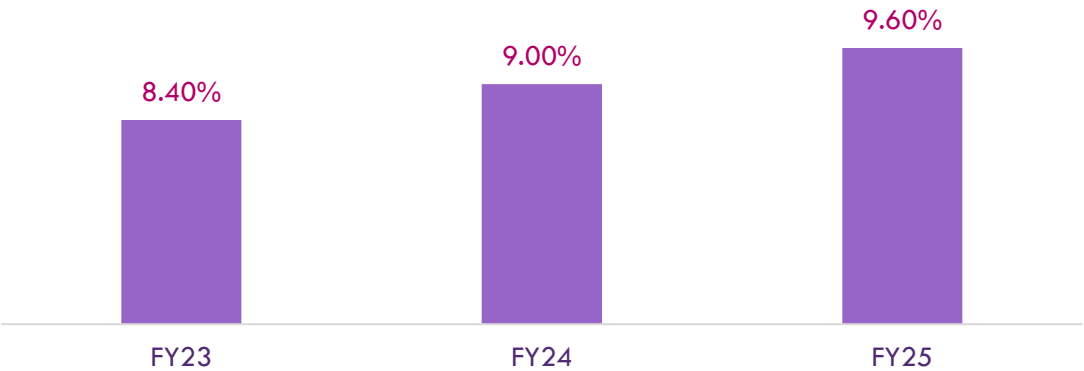
Yield on Loans (%)^{*}



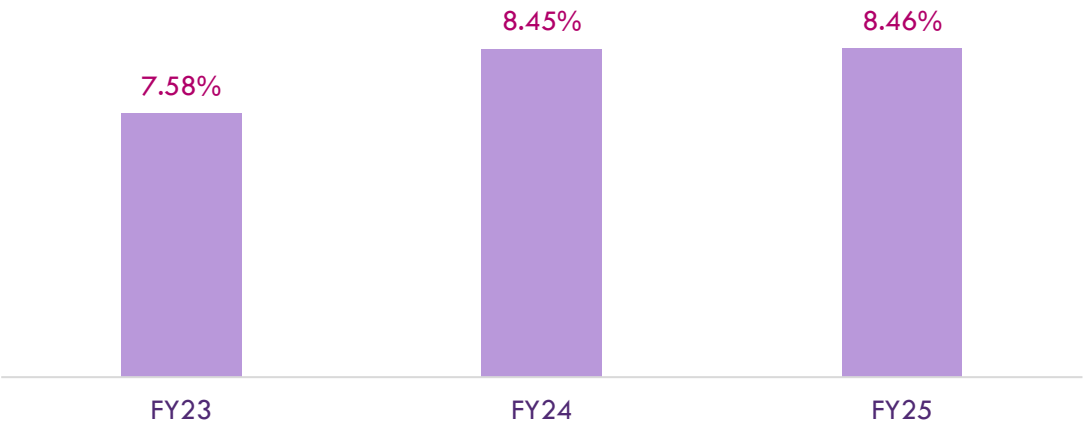
Spread on Loans (%)



Cost of Funds (%)^{*}



Net Interest Margin (%)[^]

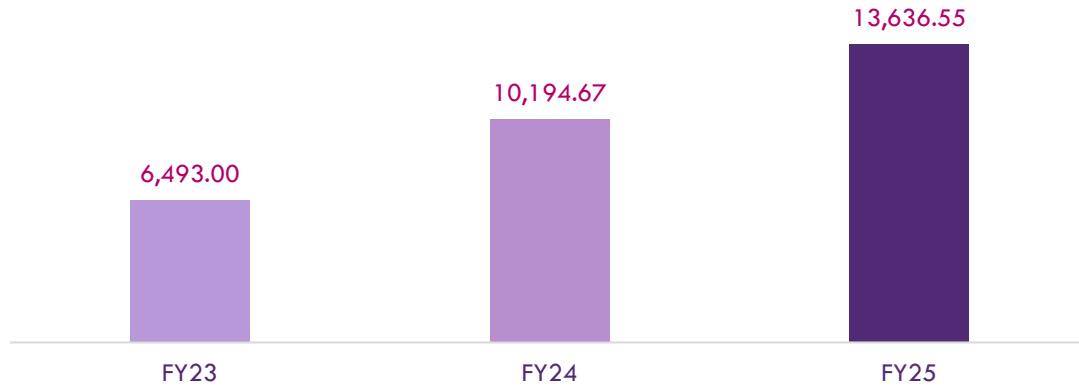


[^]NIM is calculated as Net Interest Income to Average Total Interest-Earning Assets

Financial Highlights

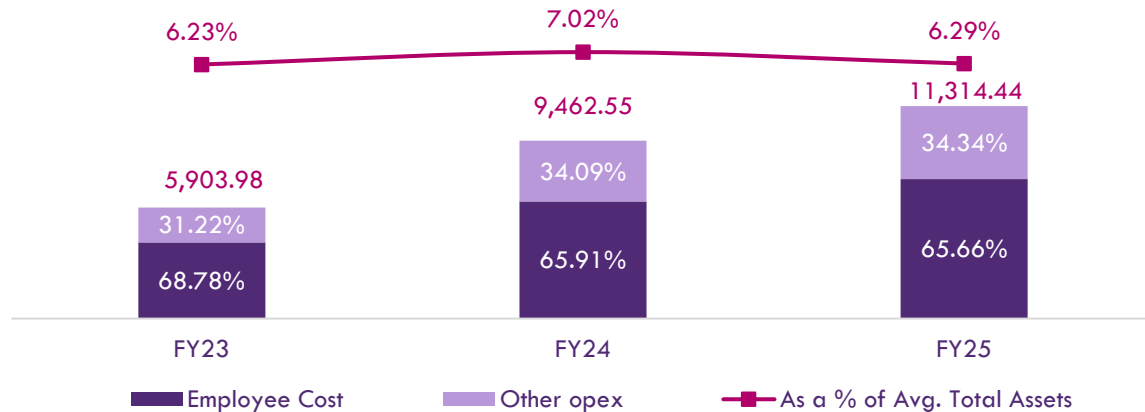
High share of non-interest income

Net Interest Income (₹ mn)^



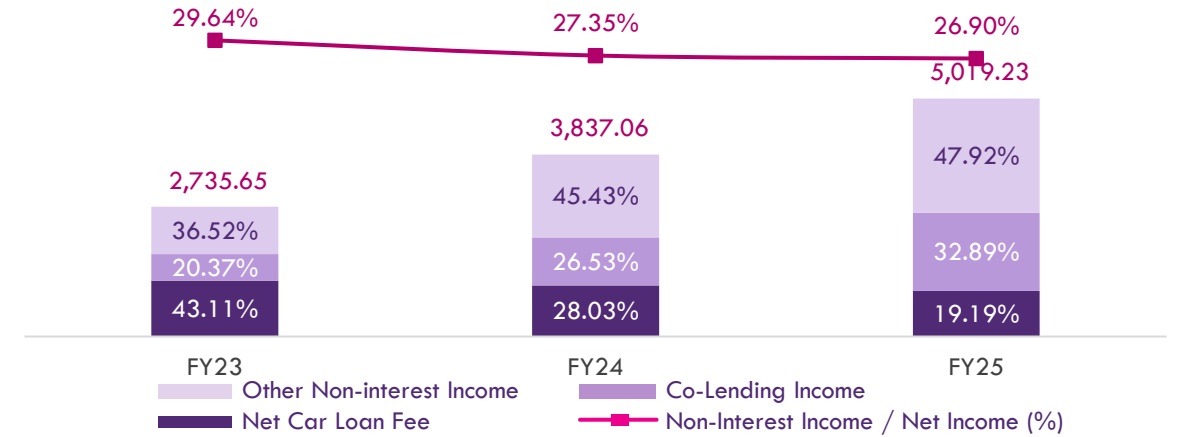
^Interest income less interest on security deposit, Interest expense is finance costs less interest on lease liability

Operating Expense (₹ mn)*



*Excluding Car Loan Origination (CLO) Commission Expense and including interest on lease liability

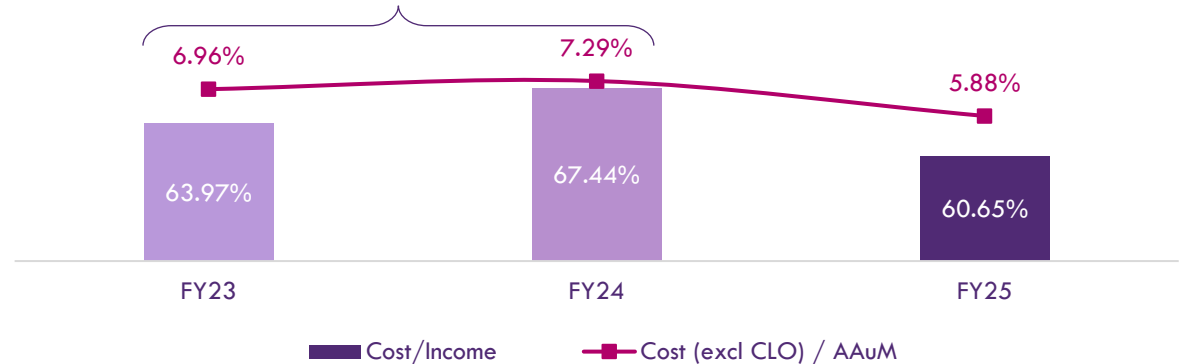
Non-Interest Income# (₹ mn)



Adjusted for Car Loan Origination (CLO) Commission Expense and including interest on security deposit

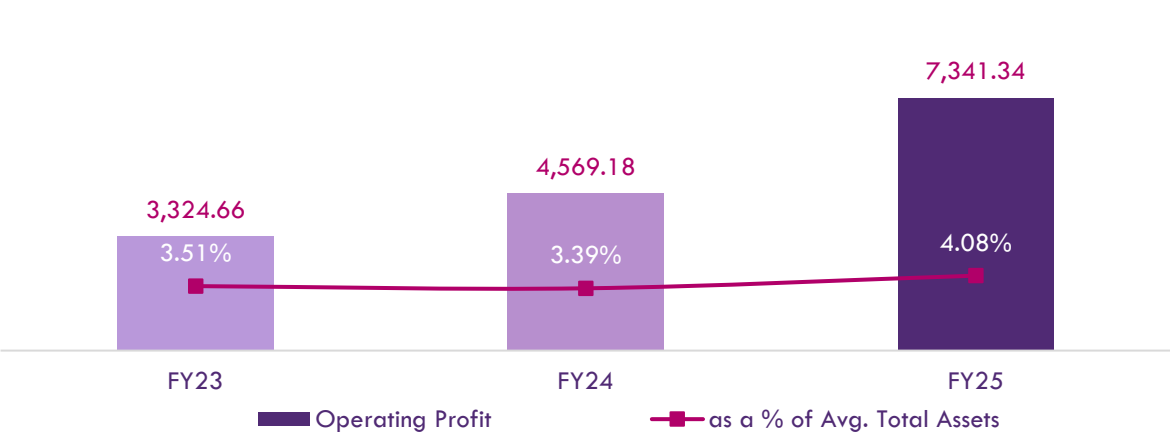
Cost-Income (%)*

Increased due to significant investment in Technology, Branches and Employees

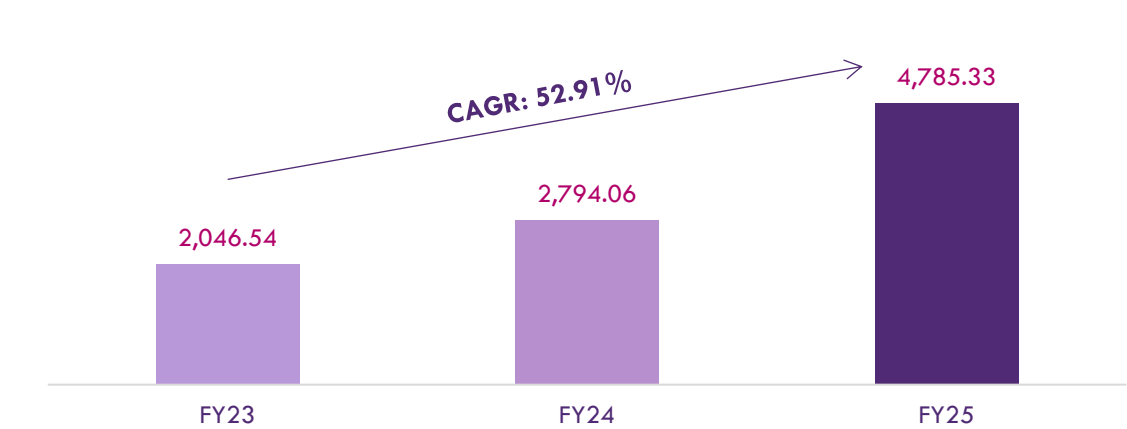


Declining credit costs and improving return profile

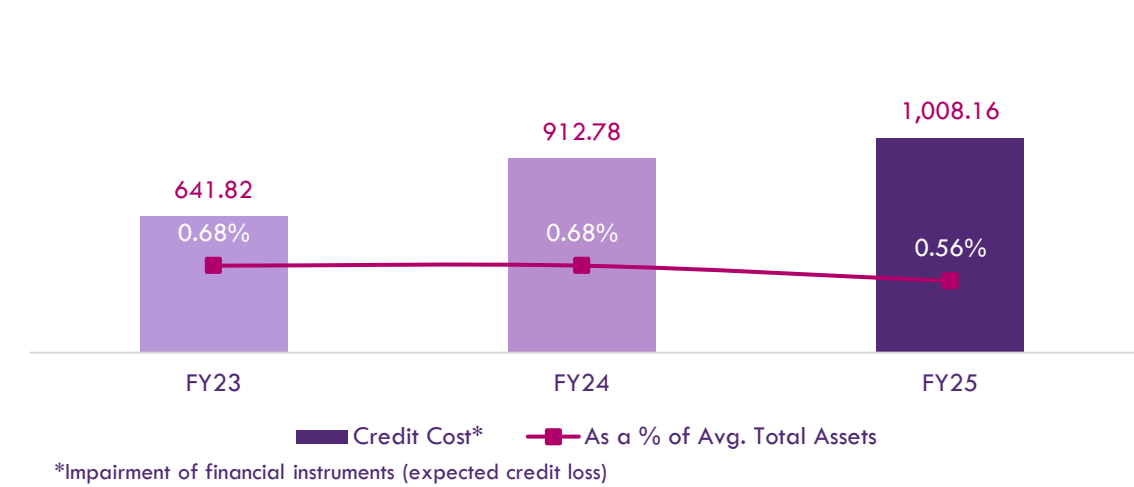
Operating Profit (₹ mn)



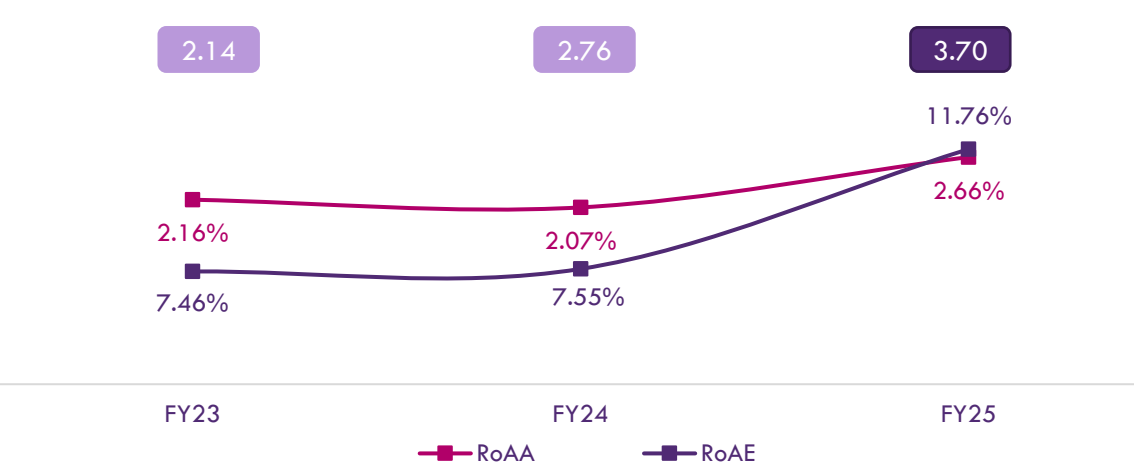
Profit After Tax (₹ mn)



Credit Costs* (₹ mn)



D/E (x) | RoAA (%) | RoAE (%)



Consolidated Income Statement

₹ mn except stated

Particulars (INR Mn)	FY23	FY24	FY25
Interest earned	11,656.56	18,211.43	26,044.96
Interest expended	5,163.56	8,016.76	12,408.41
Net interest income	6,493.00	10,194.67	13,636.55
Non-interest income	2,735.65	3,837.06	5,019.23
Net car loan origination fees ^{\$}	1,179.30	1,075.68	963.04
Co-lending income [^]	557.31	1,018.10	1,650.77
Other Non-interest income [*]	999.04	1,743.28	2,405.42
Net total income	9,228.65	14,031.73	18,655.78
Operating expenses	5,903.98	9,462.55	11,314.44
Employee cost	4,060.78	6,236.92	7,429.62
Other operating expenses [#]	1,843.20	3,225.63	3,884.82
Operating profit	3,324.66	4,569.18	7,341.34
Total Credit Cost	641.82	912.78	1008.16
Profit before tax	2,682.84	3,656.40	6,333.18
Tax	636.30	862.34	1,547.85
Profit after tax	2,046.54	2,794.06	4,785.33

Note: [^]Net gain on derecognition of financial instruments; ^{*}Includes net gain on fair value change, insurance income, application fees, other operating income and other income; ^{\$}Commission income on car loan sourcing minus fee and commission expense; [#]Includes depreciation, other expense and interest on lease liability

Consolidated Balance Sheet

₹ mn except stated

Particulars (INR Mn)	FY23	FY24	FY25
Paid-up equity	412.31	824.94	825.12
Reserves and surplus	35,242.35	37,540.77	42,215.85
Total Equity	35,654.66	38,365.71	43,040.97
Debt securities	4,386.14	1,521.65	5,086.57
Borrowings (Other than debt securities)	70,726.65	102,547.48	1,50,681.54
Other liabilities and provisions*	7,178.70	9,062.13	9,504.03
Total Liabilities and Equity	1,17,946.15	1,51,496.97	2,08,313.11
Cash and bank balances	15,102.80	6,746.21	15,312.05
Investments	2,150.41	2,162.29	1,604.17
Assets under financing activities	94,753.52	1,34,211.83	1,82,515.02
Other assets^	5,939.42	8,376.64	8,881.87
Total assets	1,17,946.15	1,51,496.97	2,08,313.11

Note: ^Includes derivative financial instruments, receivables, other financial assets & non-financial assets; *Includes derivative financial instruments, payables, other financial liabilities, non-financial liabilities

DuPont Analysis

Particulars (In Percentages %)	FY23	FY24	FY25
Interest income	12.30%	13.52%	14.48%
Interest expenses	5.45%	5.95%	6.90%
Net Interest Income (A)	6.85%	7.57%	7.58%
Non-Interest Income (net of fee and commission) (B)	2.89%	2.85%	2.79%
Net income (C) = (A) + (B)	9.74%	10.42%	10.37%
Operating expense (excluding fee and commission) (D)	6.23%	7.02%	6.29%
Of which:			
Employee expenses	4.29%	4.63%	4.13%
Other expenses	1.95%	2.39%	2.16%
Operating profit (E) = (C) – (D)	3.51%	3.39%	4.08%
Provisions (F)	0.68%	0.68%	0.56%
Of which:			
ECL provisions	0.08%	0.53%	0.35%
Write-offs	0.60%	0.15%	0.21%
Profit before tax (G) = (E) – (F)	2.83%	2.71%	3.52%
Less:			
Taxes	0.67%	0.64%	0.86%
Profit after tax (RoAA)	2.16%	2.07%	2.66%

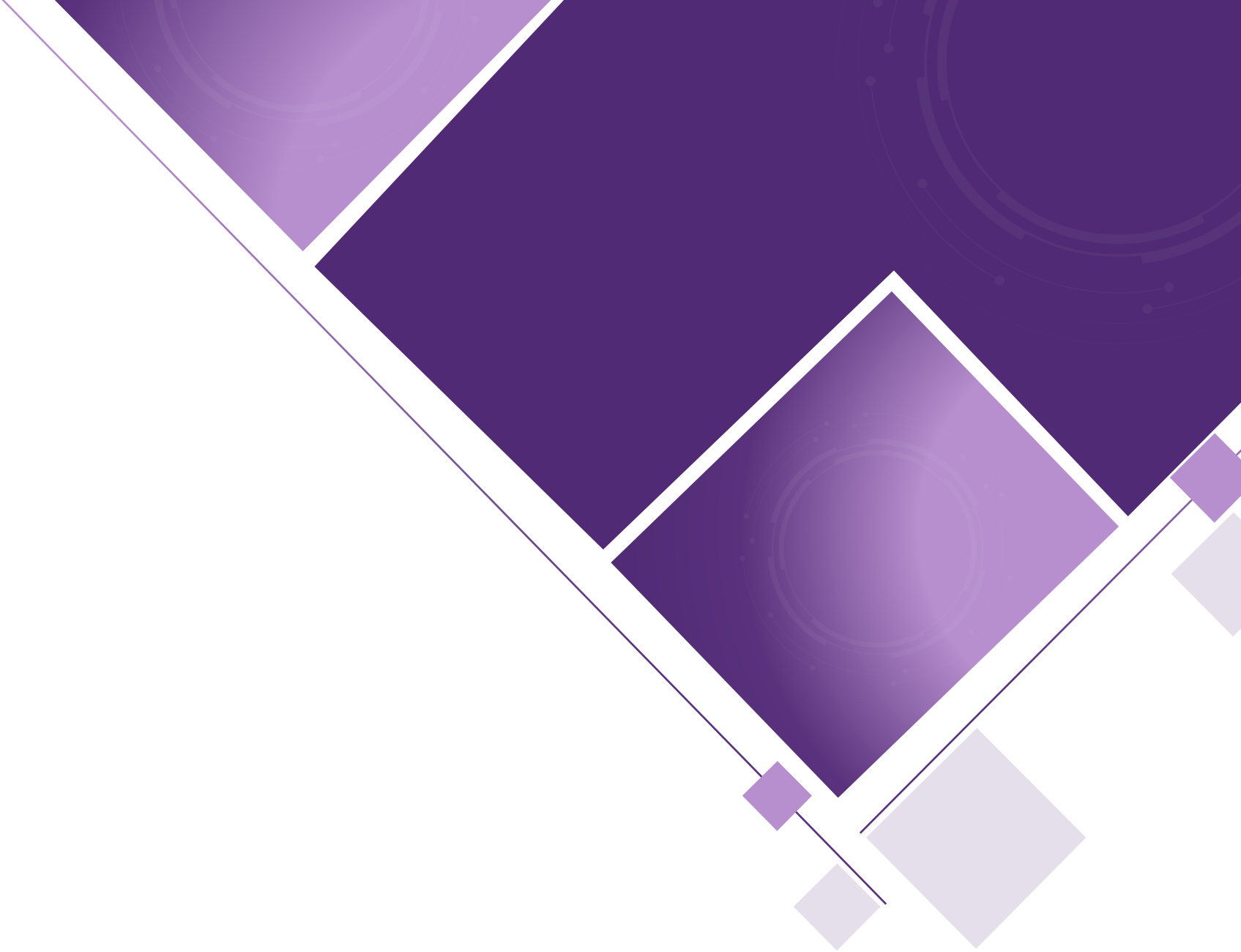
Maintained Adequate PCR

₹ mn except stated

ECL Analysis As Per IndAS	FY23	FY24	FY25
Stage 1 & 2 - Gross	96,028.41	1,35,566.59	1,84,917.21
Stage 1 & 2 - ECL Provisions	1,268.04	1,364.39	1,481.22
Stage 1 & 2 - Net	94,760.36	1,34,202.20	1,83,435.99
Stage 1 & 2 - ECL Provisions %	1.32%	1.01%	0.80%
Stage 3 – Gross	1,703.96	2,660.81	2,866.98
Stage 3 – ECL Provisions	526.45	1,202.45	1,196.74
Stage 3 – Net NPA	1,177.51	1,458.36	1,670.24
Stage 3 – ECL Provisions %	30.90%	45.19%	41.74%
Total ECL Provisions	1,794.50	2,566.84	2,677.96
Stage 3 % – Gross NPA	1.74%	1.92%	1.53%
Stage 3 % – Net NPA	1.21%	1.06%	0.90%
Restructured Assets	1,598.13	1,514.51	935.33
Restructured Assets (%)	1.64%	1.10%	0.50%
Provision on Restructured Assets	331.46	516.51	275.32
Provision on Restructured Assets (%)	20.74%	34.10%	29.44%

Note: On consolidated basis

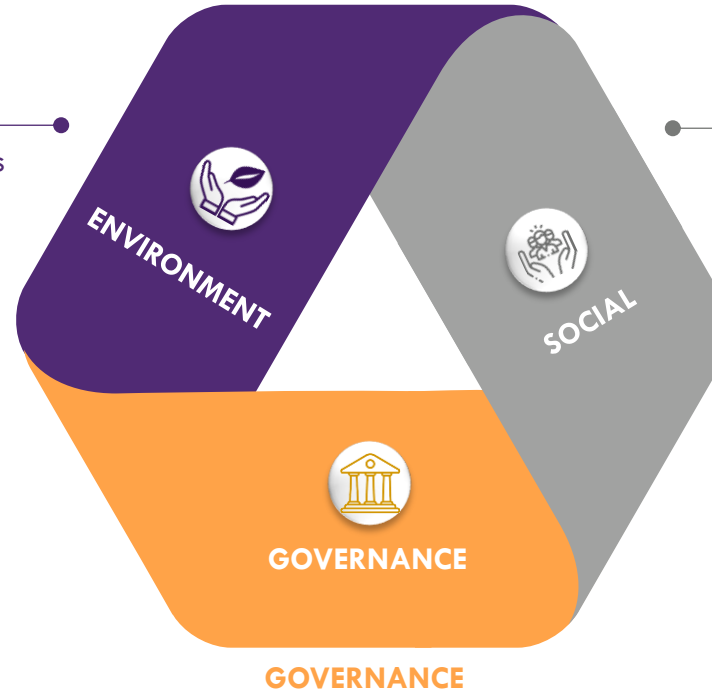
6 ESG



ENVIRONMENT, SOCIAL, GOVERNANCE (ESG)

ENVIRONMENT

- **E-waste** is responsibly disposed through authorized recyclers
- Continued investment in **digital transformation** to improve accessibility
- Reduction of operational carbon footprint
- Commitment to align business practices with **UN Sustainable Development Goals (SDGs)**



SOCIAL

- **Training on ESG principles** for Capri Group Employees
- **Workplace Inclusion, Health, and Safety:** Committed to fostering an equitable and inclusive environment thereby prioritising employee well-being through robust **health, safety, and wellness initiatives**
- **Skill Development:** Regional-level training programmes and digital literacy initiatives

- **Steering Committee:** Dedicated to advancing the company's ESG agenda by ensuring compliance, enhancing transparency, and integrating ESG strategies into business operations
- **Transparency and Reporting:** Adherence to GRI standards and SEBI's BRSR requirements, ensuring accountability and robust disclosures
- **Suppliers Code of Conduct:** Suppliers to comply with ESG standards, including adherence to relevant laws, protection of human rights, and business integrity
- **Anti Corruption and Anti Bribery:** a zero-tolerance stance towards bribery and corruption
- **6 out of 7** board members are **Independent Directors** including one woman director

S&P Global Corporate Sustainability Assessment (CSA)

CGCL achieved an impressive score of 49 in its maiden application, exceeding the industry average of 30



Why This Matters

- ❖ The **S&P Global CSA** - respected benchmark for ESG practices, assessing risks and opportunities
- ❖ Capri Global's performance reflects leadership in ethics, inclusion, and transparency in disclosures



What this Represents

- ❖ **Drives environmental, societal and governance as priorities**
- ❖ Strengthening ESG framework showcases **sustainability as a core principle**
- ❖ Highlights efforts in **creating sustainable value** for all stakeholders

Score: 75

(99th Percentile)

Financial Inclusion

Score: 58

(Industry average: 32)

Labour Practices

Score: 76

(Industry average: 40)

Business Ethics

Score: 79

(94th Percentile)

Tax Strategy

79% disclosure rate
for CSA-required
information reflecting very
high data availability

Corporate Governance Framework

Board of Directors



CRO
Operational Risk Committee



HIA
Internal Audit



CCO
Compliance



BUSINESS HEAD
Credit Policy Committee



6 Independent Board of Directors including one woman Director



Separate Chairman and Managing Director

Zero Disciplinary Actions

For Corruption and Complaints related to Conflict of Interest against Directors or KMPs*

Zero Customer Complaints Pending

We had 17 complaints pending as of 31st March 2025 which were subsequently resolved by 30th April 2025

Training & Awareness Programs

On ESG Principles conducted for Board of Directors and KMPs

Note: As on 31-Mar-25

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Thank You!



Our Vision

To create an inclusive & transformative credit ecosystem, with equal & fair access to capital for people & businesses and help them fulfil their potential.

Our Mission

Our mission is to empower more people and businesses with our versatile loan offerings. We believe in building pathways of prosperity for all towards a brighter & inclusive financial future. We aim to foster progress by bridging the gap between aspirations and opportunities with a new-age platform that helps deliver diverse financial goals.

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