

January 29, 2023

The Secretary  
**BSE Limited**  
Pheeroze Jeejeebhoy Towers  
Dalal Street, Fort  
Mumbai - 400 001  
Scrip Code: 531595

The Secretary  
**National Stock Exchange of India Limited**  
Exchange Plaza, 5<sup>th</sup> Floor  
Plot No- 'C' Block, G Block  
Bandra-Kurla Complex, Bandra (East)  
Mumbai – 400 051  
Scrip Code: CGCL

**Sub: Earnings Presentation Q3FY23**

Dear Sir / Madam,

Pursuant to Regulation 30 of SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015 and further to our letter dated January 25, 2023, intimating Earning Conference Call scheduled on January 30, 2023, we are attaching herewith presentation titled “CGCL Q3FY23 Earnings Presentation”.

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

Thanking you,

Yours faithfully,  
*for* **Capri Global Capital Limited**

**Yashesh Bhatt**  
Company Secretary & Compliance Officer  
Membership No: A20491

Encl.: As Above



**Capri Global Capital Limited**

(CIN: L65921MH1994PLC173469)

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Resilient.  
Ready.**

Q3FY23 Earnings Presentation  
28<sup>th</sup> January 2023

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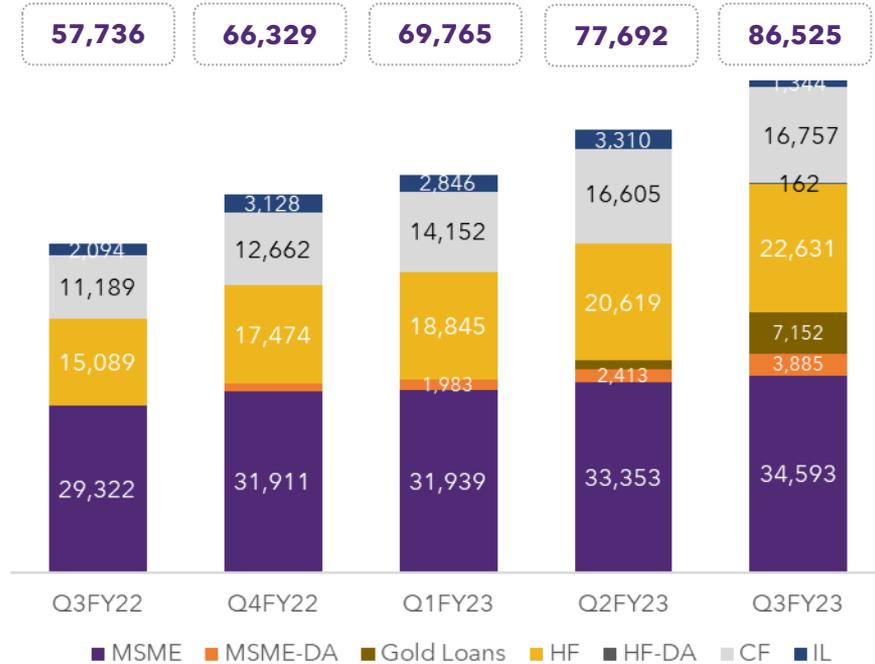
# Business Performance

## Executive Summary : Key Highlights

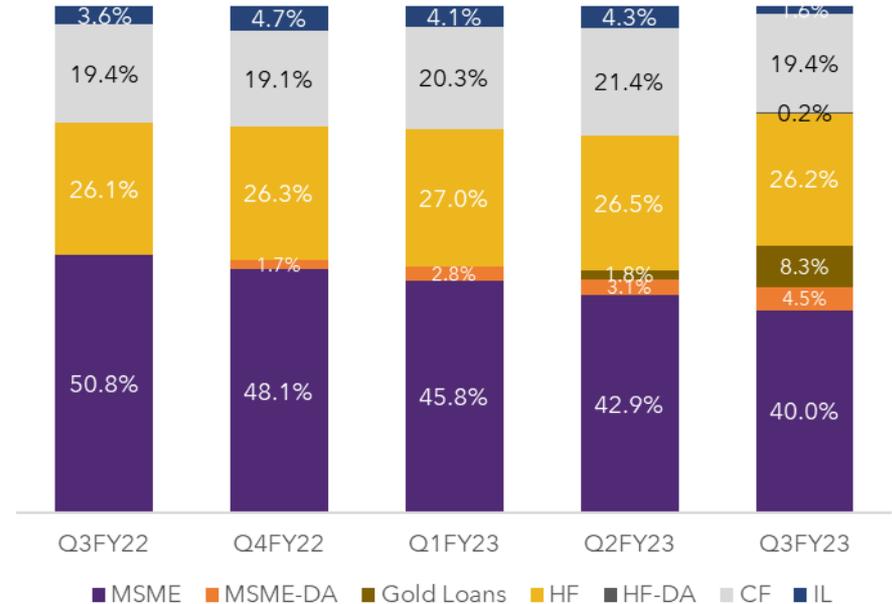
- ❑ Cons. disbursements touched Rs18,105mn (43% YoY, 22% QoQ) led by a strong momentum in retail segments. Cons. AUM touched Rs86,525mn (50% YoY, 11% QoQ).
- ❑ Gold Loan disbursements constituted 43% of consolidated disbursements during Q3FY23. Live Gold Loan branches increased to 449 in Q3FY23 from 182 in Q2FY23.
- ❑ Car loan distribution franchise kept up the strong momentum; loan originations touched Rs16,920mn (3.1x YoY, 24% QoQ), net fee contribution at Rs333mn in Q3FY23.
- ❑ Cons. Net Profit at Rs374mn (-42% YoY, -33% QoQ) was subdued due to adverse cost-income ratio on account of aggressive organic expansion underway.
- ❑ Strong and well-funded balance sheet, CGCL CAR at 24.2%, CGHFL CAR at 38.8%.
- ❑ Gross Stage 3 ratio declined to 2.32% (-67bps YoY, -4bps QoQ); standard restructured assets declined to 1.8% of AUM (-210bps YoY, -49bps QoQ); collection efficiency at 101%.
- ❑ Branch count increased to 609 (5.7x YoY, 1.9x QoQ), group staff count at 7,983 (up 2.8x YoY, 20% QoQ).

# Business Update : Strong Growth Continues

## AUM Segmental Break Up (INR Mn)\*



## Composition of AUM (%)\*



○ MSME-DA and HF-DA relates to off-balance sheet AUM comprising Direct Assignment (co-lending portfolio) in MSME and HF respectively.

\* As at the end of period indicated.

# Disbursals : Share of Retail Disbursals Overtakes Wholesale

Segmental Disbursals (INR Mn)

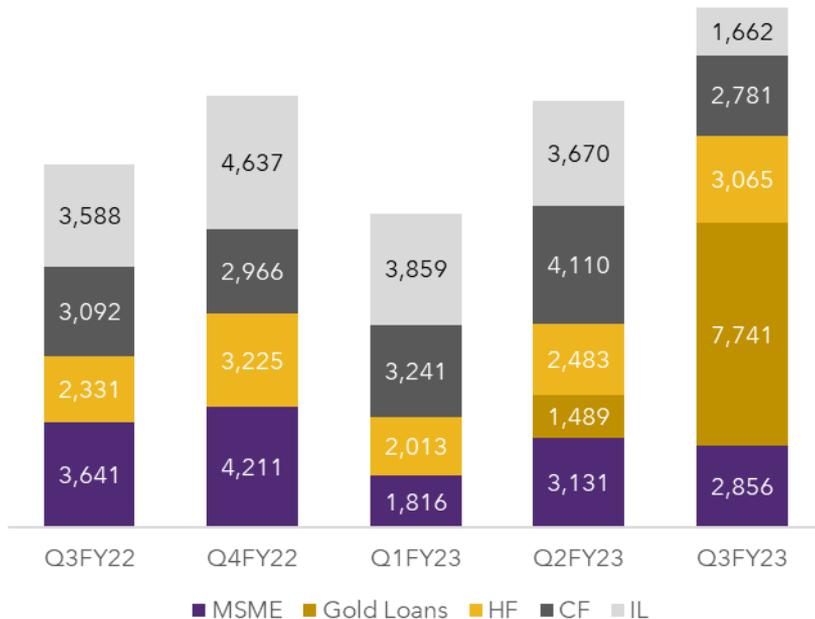
12,652

15,039

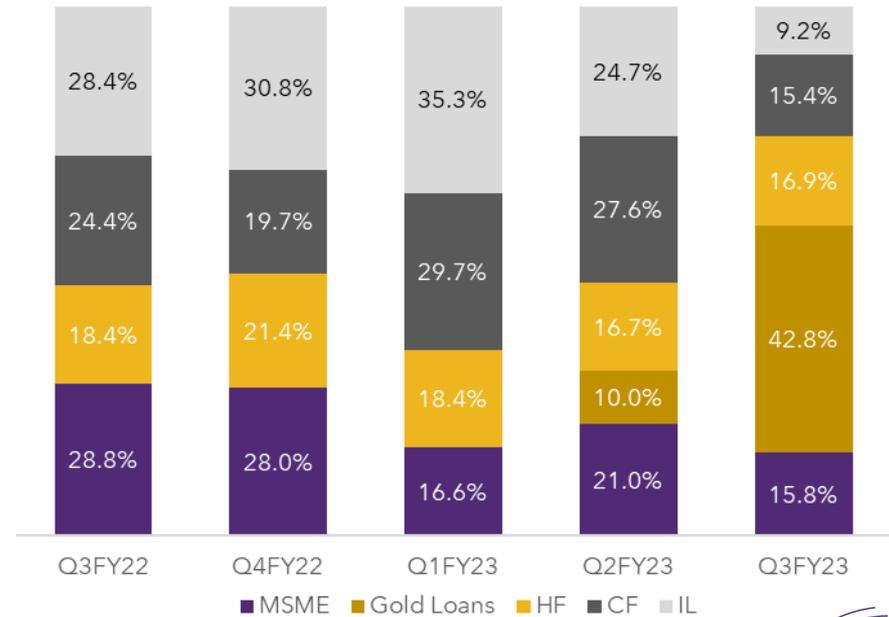
10,933

14,860

18,105



Composition of Segmental Disbursals (%)



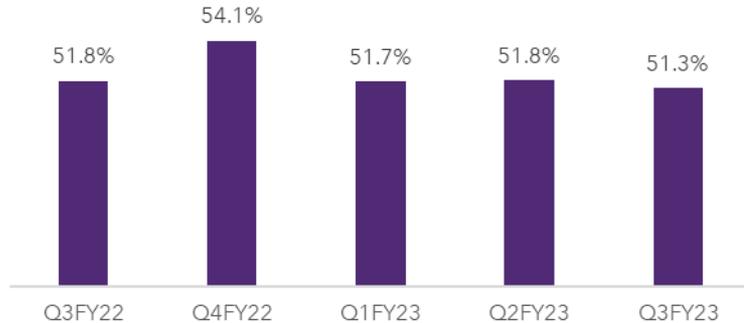
**Note:** Indirect Lending disbursals that we previously excluded from this graph, have now been included. Previous quarter data is suitably adjusted.

# MSME Business Update

## Average Ticket Size (INR Mn)

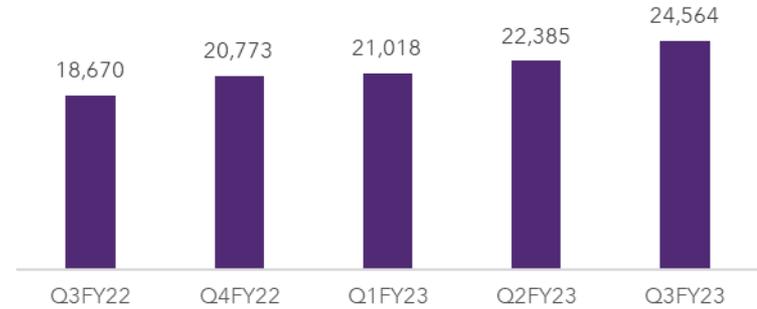


## Loan to Value (%) (Incremental Disbursals)

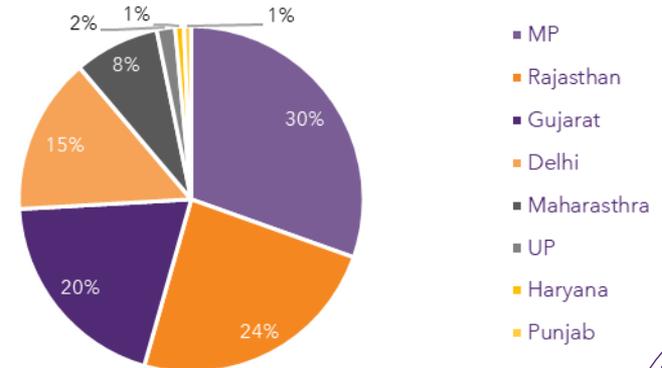


\* As at the end of period indicated ^ As at December 31, 2022

## Live Accounts\*



## Geographical Distribution (Value-Wise)^

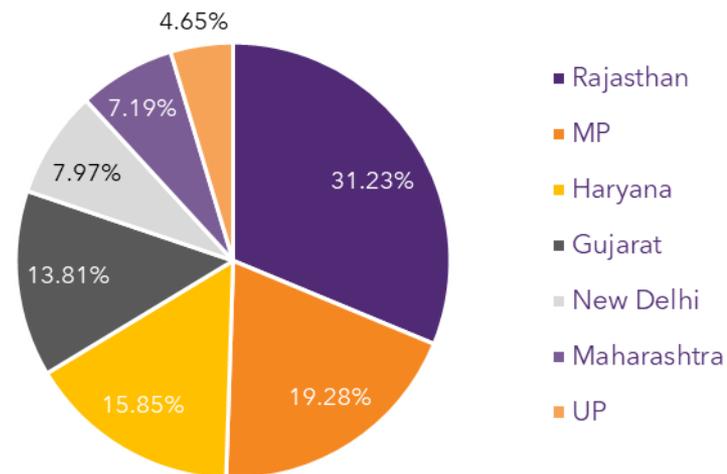


# Gold Loan Business Update

## Rapid Rollout In 7 States & UTs

- ❑ Gold Loan business continued to scale-up rapidly after the launch in Aug'22 through 108 branches across 5 states and UTs.
- ❑ The network expanded to 449 exclusive branches in Q3FY23 from 182 exclusive branches across 7 states and UTs at end Q2FY23.
- ❑ State-of-the-art and spacious branches with an average area of 600-800 square feet. All branches secured by AI-driven security systems, gold jewellery secured in vaults with SRD doors.
- ❑ Disbursals increased to Rs7,741mn in Q3FY23 from Rs1,480mn and achieved a closing AUM of Rs7,152mn over Rs1,392mn in Q2FY23.
- ❑ Average disbursal yield of 15.22%, LTV at disbursal 74.2%.
- ❑ Assessed value of gold in custody Rs9,530mn (based on average spot rate for 22K gold).

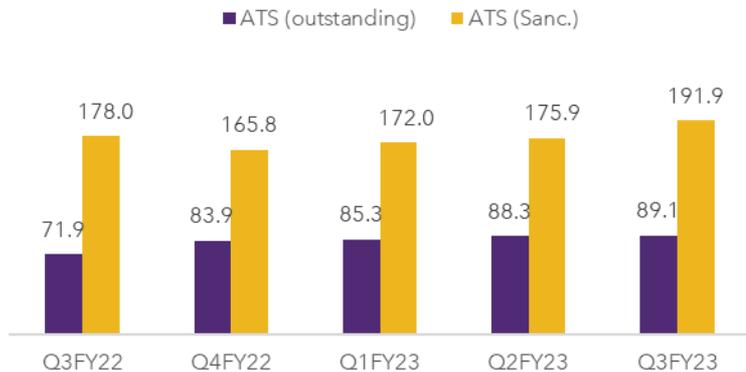
## Geographical Distribution (Value-Wise)\*



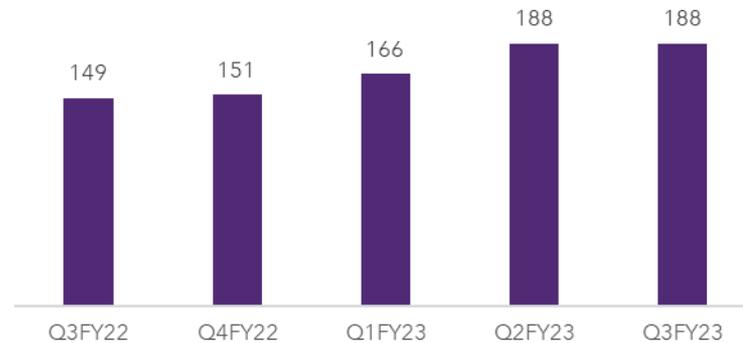
\* As at December 31, 2022

# Construction Finance Business Update

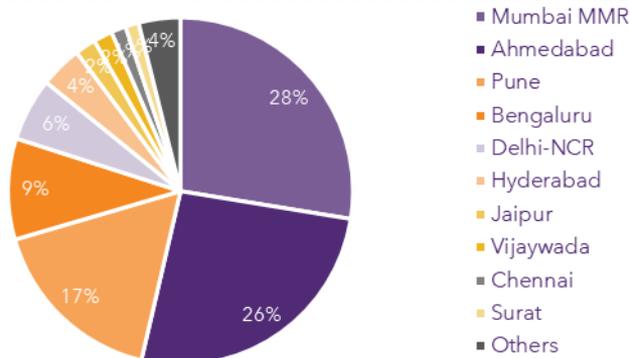
## Average Ticket Size (INR Mn)



## Live Accounts\*



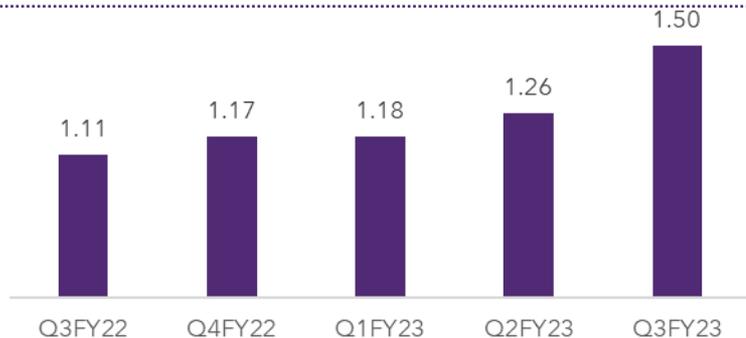
## Geographical Distribution (Value-Wise)\*



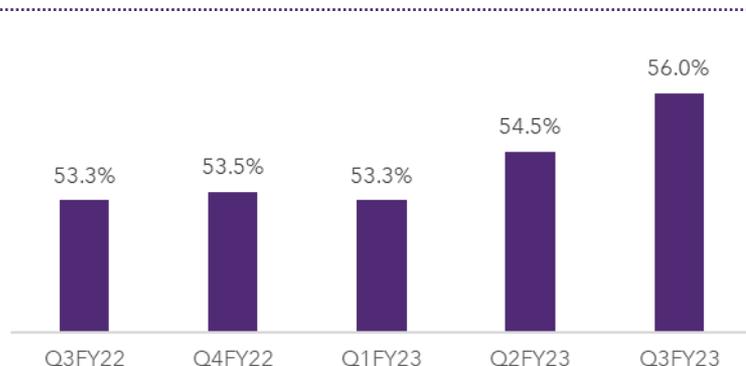
\* As at December 31, 2022

# Housing Finance Business Update

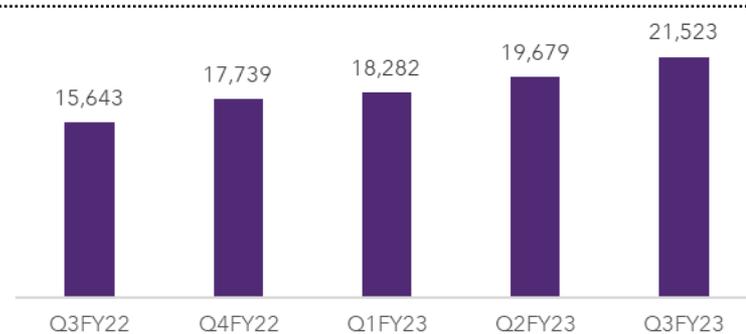
## Average Ticket Size (INR Mn) (Incremental Disbursals)



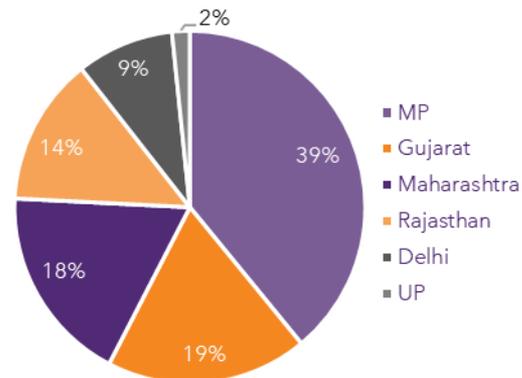
## Loan to Value (%) (Incremental Disbursals)



## Live Accounts\*



## Geographical Distribution (Value-Wise)\*



<b>Salaried</b>	<b>43%</b>
<b>Self-employed</b>	<b>57%</b>

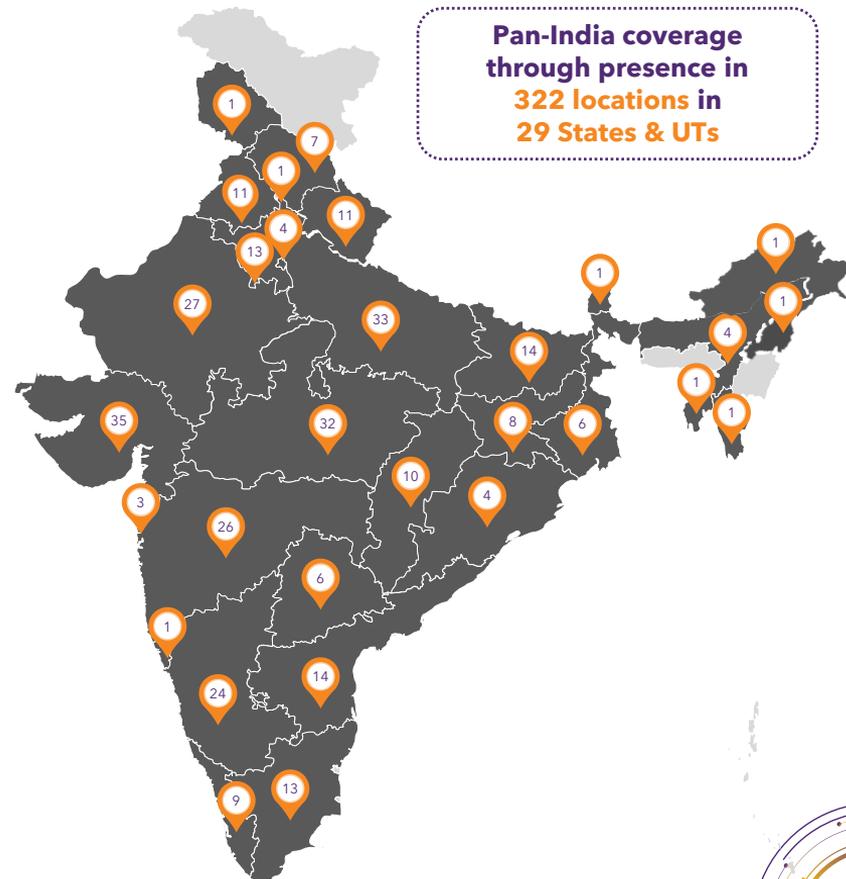
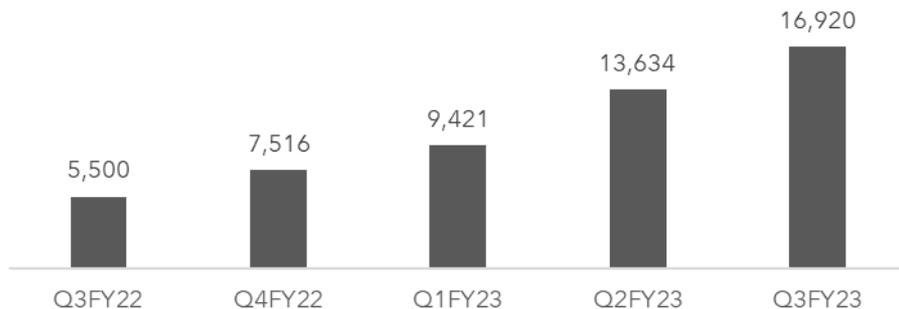
\* As at September 30, 2022

# Car Loan Distribution: Momentum Continues

## Pan-India Distribution Footprint

- Distributing new car loan products of Union Bank of India, Bank of Baroda, HDFC Bank, IOB, Yes Bank, and Bank of India.
- Asset light model; branch presence in six locations, feet-on-street presence in 322 locations.
- Cumulative origination volume Rs57bn since inception.
- Generated net fee income of Rs333mn / Rs800mn in Q3FY23 / 9MFY23 respectively.

## Robust Distribution Volume (INR Mn)

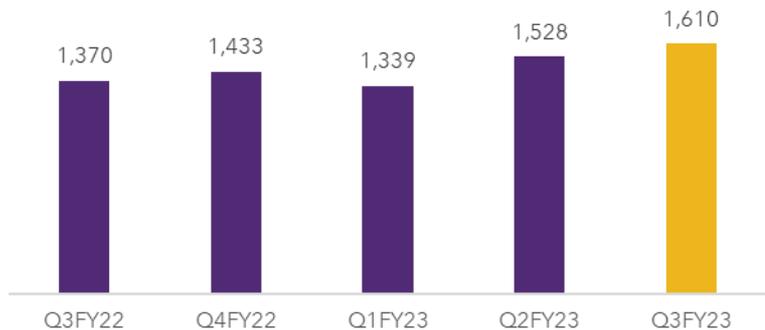




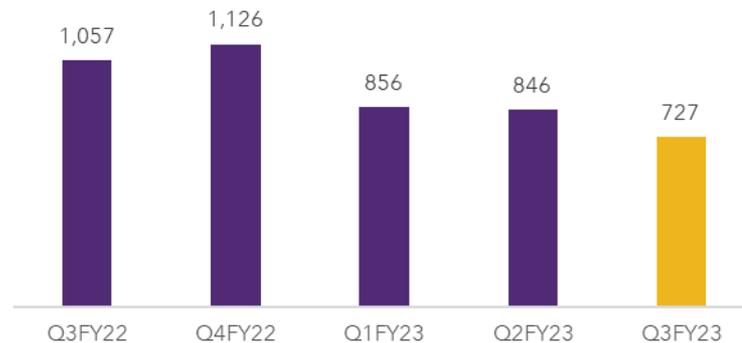
# Earnings Performance

# Performance Matrix : Impact of Expansion On Profitability

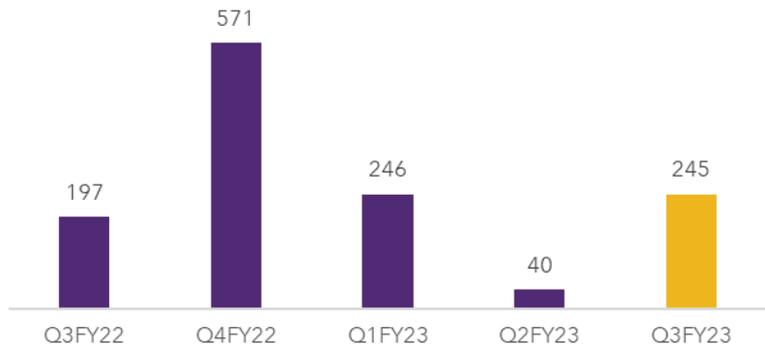
## NII (INR Mn)



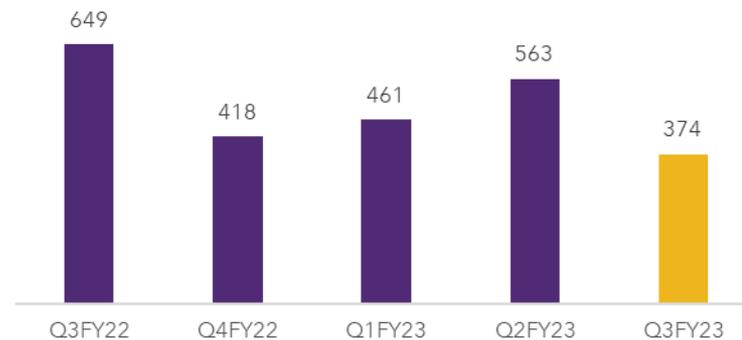
## Operating Profit (INR Mn)



## Credit Costs (INR Mn)

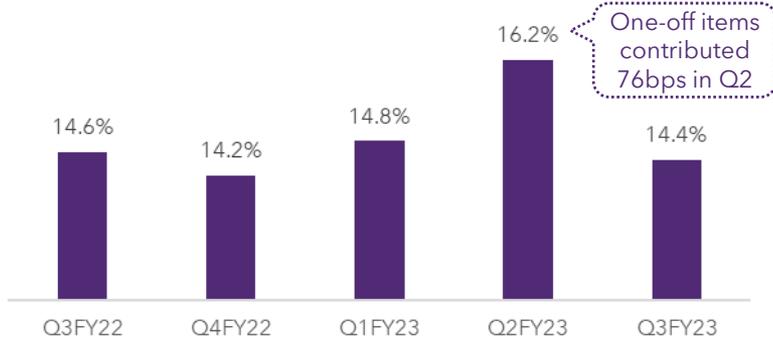


## PAT (INR Mn)

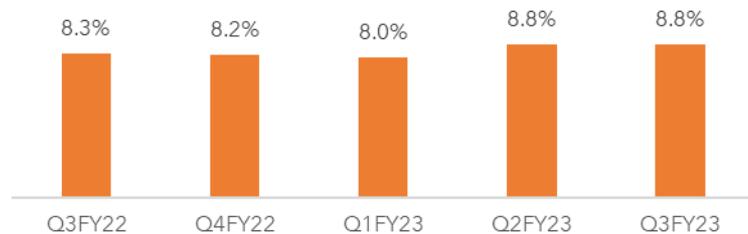


# Key Ratios : Adjusted NIMs Improved QoQ

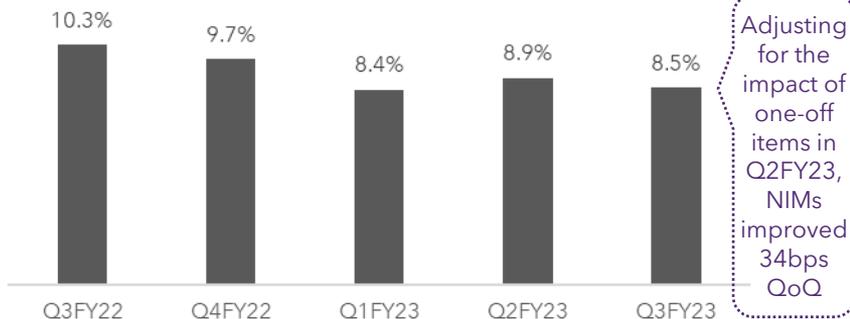
## Yield on Advances (%)



## Cost of Funds (%)



## Net Interest Margin (%)



### Note:

- We have changed YoA and CoF calculation methodology to bring it in-line with the formula used in our rights issue disclosures.
- Instead of weighted yields and weighted borrowing costs, we have computed average yields and average borrowing costs, due to which, some volatility in the YoA and CoF movement may be seen.

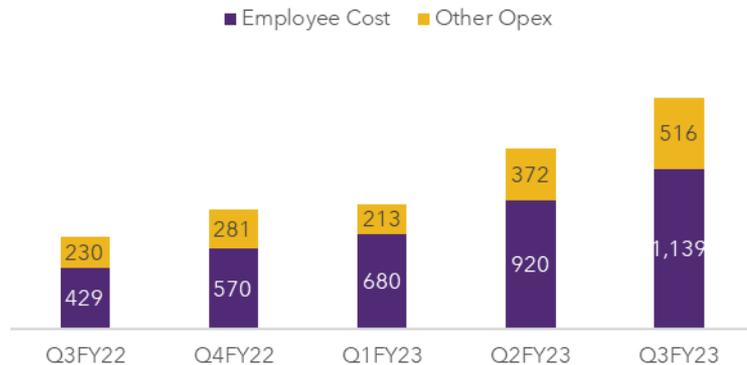
$$\text{YoA} = \text{Interest Income} / \text{Average Net Advances} * 100$$

$$\text{CoF} = \text{Interest Expense} / \text{Average Borrowings} * 100.$$

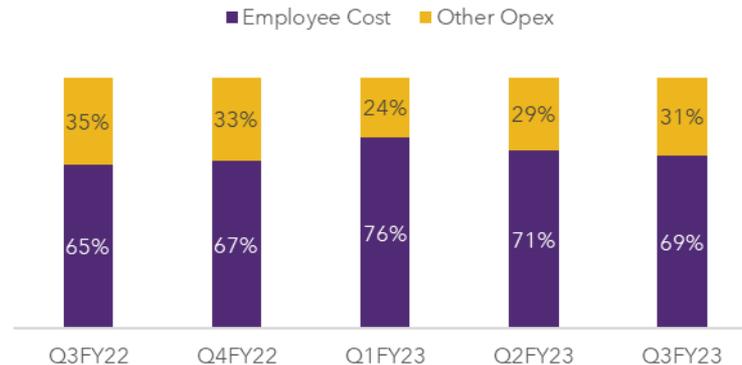
- Average balance sheet aggregates are sequential averages.
- Net Interest Margin has been computed on average net advances.
- NIM computed on Average AUM was 7.8% in Q3FY23, 8.3% in Q2FY23, and 9.9% in Q3FY22.

# Operating Expenses : Opex Up On Branch Rollout

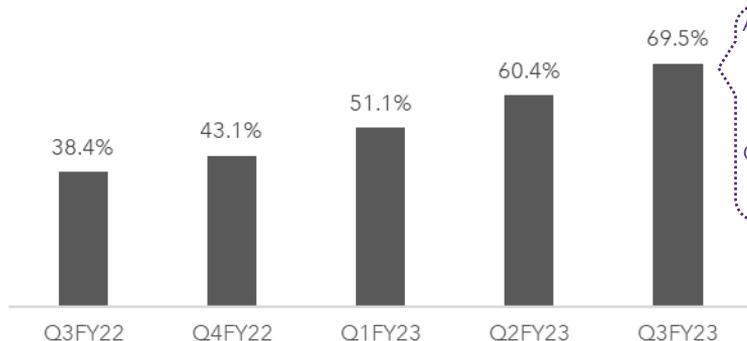
## Operating Expenses (INR Mn)



## Operating Expenses Composition (%)

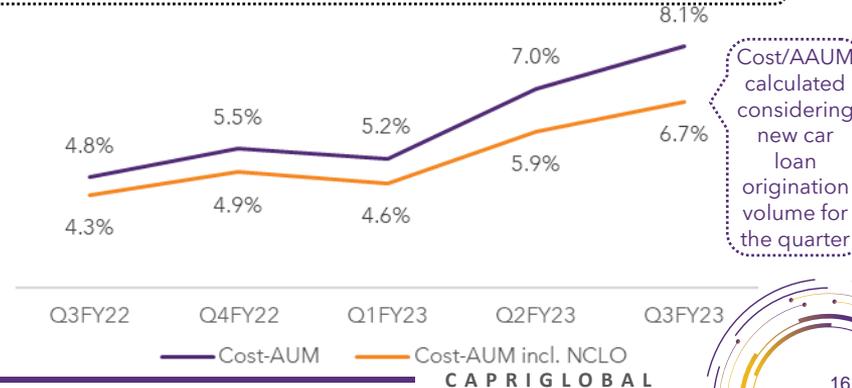


## Cost-Income (%)



Adjusted for the Gold Loan vertical opex, the C/I ratio was ~47% in 9MFY23

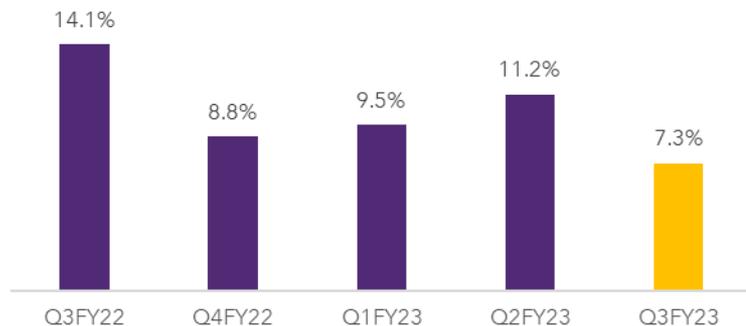
## Cost / AAUM (%) (annualized)



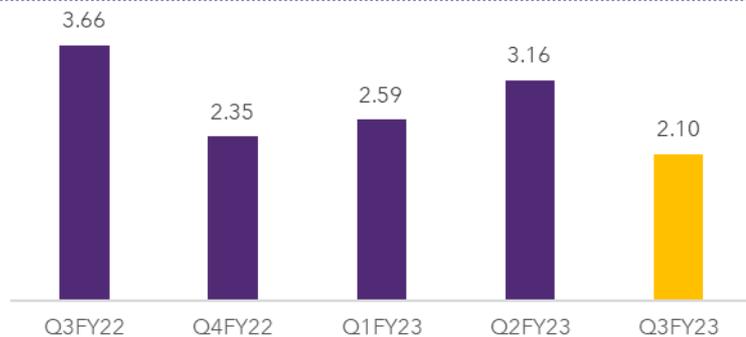
Cost/AAUM calculated considering new car loan origination volume for the quarter

# Key Ratios : Return Ratios Impacted

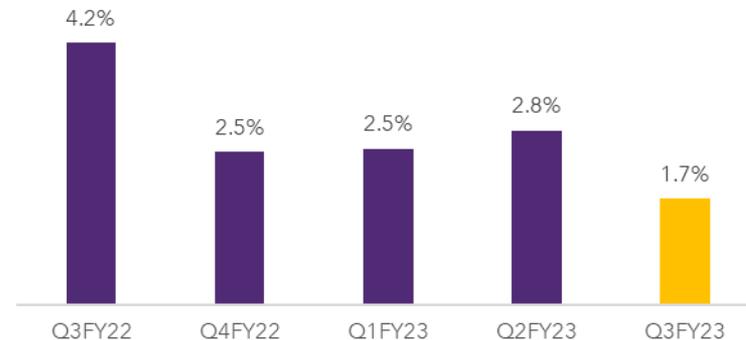
## Annualized Return on Equity (%)



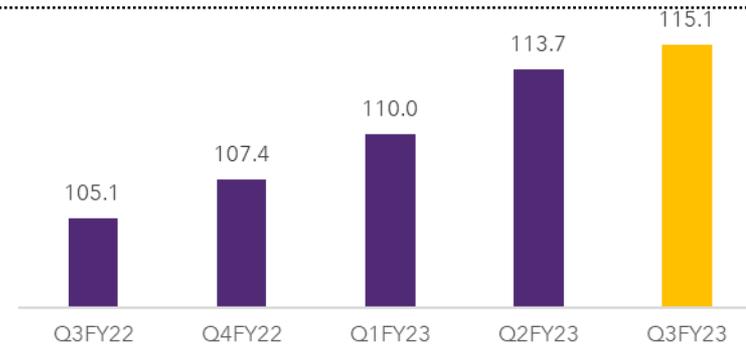
## EPS (Diluted) (INR) (Not Annualized)



## Annualized Return on Assets (%)



## Book Value Per Share (INR)\*

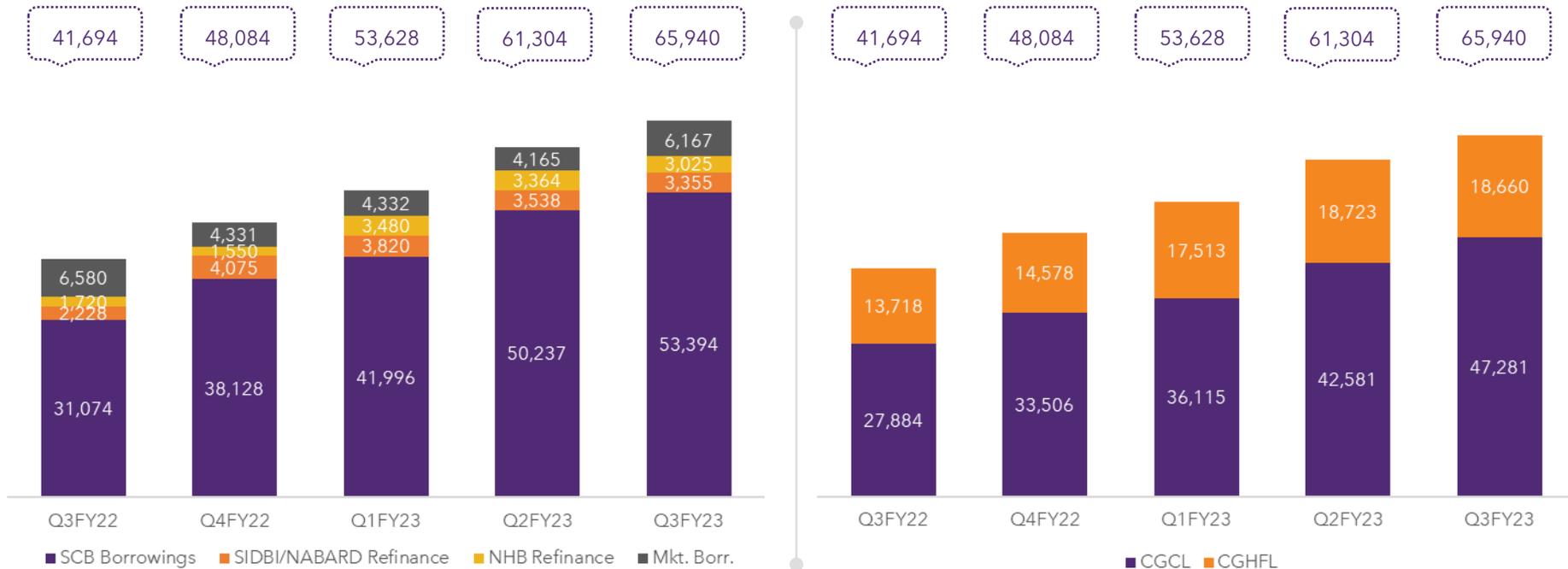


\* Deferred tax assets deducted from Networth before computing BVPS.



# Liabilities & Liquidity Position Update

# Liability Mix : Well Funded Balance Sheet\*



\* In INR Millions as at the end of period indicated.

# Liquidity Position : Comfortable Liquidity Position\*

INR Mn except stated

Particulars	CGCL (Standalone)	CGHFL	Consolidated
Limits Sanctioned	61,550	29,400	90,950
Limits Availed	58,297	25,400	83,697
<b>Un-Drawn</b>	<b>3,253</b>	<b>4,000</b>	<b>7,253</b>
Repaid	13,271	6,682	19,953
Outstanding	45,026	18,718	63,744
<b>Total no. of relationship maintained</b>	<b>19</b>	<b>13</b>	
<b>Limits Sanctioned in FY23</b>	<b>15,400</b>	<b>8,500</b>	<b>23,900</b>

- CGCL has active borrowing relationship with 21 Financial Institutions across PSU, Private Sector Banks, Foreign Banks, Mutual funds, Life Insurance companies and Public Sector Financial Institutions.

\* As at December 31, 2022

# Liquidity Position : Proactive Liability Management

INR Mn except stated

Particulars	CGCL (Standalone)	CGHFL	Consolidated
Dues during Q3FY23	1,955	969	2,924
Payment made as per Schedule (A)	1,955	969	2,924
Prepayments made for the quarter (B)	0	0	0
<b>Total repayments/prepayments (A+B)</b>	<b>1,955</b>	<b>969</b>	<b>2,924</b>
Balance Payment for Q3FY23	0	0	0
Additional prepayments beyond Q3FY23 (C)	0	54	54
<b>Total Repayments / Prepayments (A+B+C)</b>	<b>1,955</b>	<b>1,023</b>	<b>2,978</b>



# Asset Quality and Collection Efficiency

# Asset Quality : Stage 3 + Restr. Asset Pool Declining

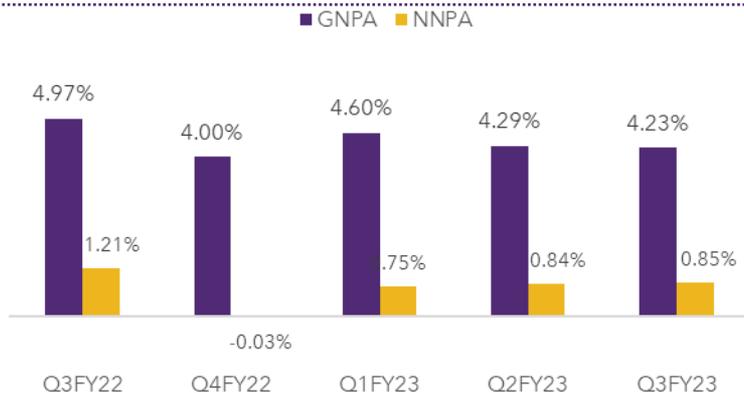
INR Mn except stated

ECL Analysis As Per IndAS (INR Mn)	Q3FY23	Q2FY23	Q1FY23	Q4FY22	Q3FY22
Stage 1 & 2 - Gross	80,587	73,508	65,953	63,627	55,988
Stage 1 & 2 - ECL Provisions	1,234	1,248	1,260	1,325	944
Stage 1 & 2 - Net	79,353	72,260	64,693	62,303	55,044
Stage 1 & 2 - ECL Provisions %	1.53%	1.70%	1.91%	2.08%	1.69%
Stage 3 - Gross	1,911	1,780	1,840	1,562	1,724
Stage 3 - ECL Provisions	557	510	508	476	515
Stage 3 - Net (net of aggregate ECL prov.)	1,354	1,270	1,331	1,086	1,208
Stage 3 - ECL Provisions %	29.1%	28.6%	27.6%	30.5%	29.9%
<b>Total ECL Provisions</b>	<b>1,747</b>	<b>1,749</b>	<b>1,769</b>	<b>1,801</b>	<b>1,459</b>
Stage 3 % - Gross NPA	2.32%	2.36%	2.71%	2.40%	2.99%
Stage 3 % - Net NPA	0.20%	0.04%	0.11%	-0.38%	0.47%
Provision Coverage Ratio %	91.4%	98.3%	96.2%	115.3%	84.6%
Restructured Assets	1,772	1,943	2,053	2,161	2,287
Restructured Assets (%)	2.1%	2.6%	3.0%	3.3%	4.0%
Prov. on Restr. Assets	390	412	426	475	295
Prov. on Restr. Assets (%)	22.0%	21.2%	20.8%	22.0%	12.9%

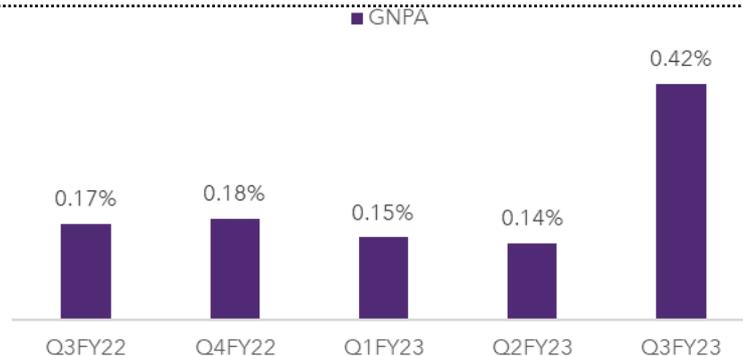
- Std. restructured assets: MSME Rs 1,334mn (3.9% of MSME AUM), Housing Rs 120mn (0.5% of Housing AUM), CF & IRL - NIL.
- Standard restructured assets Rs1,454mn (1.8% of AUM) in Q3FY23.

# Segmental NPAs : Asset Quality In Improvement Trajectory

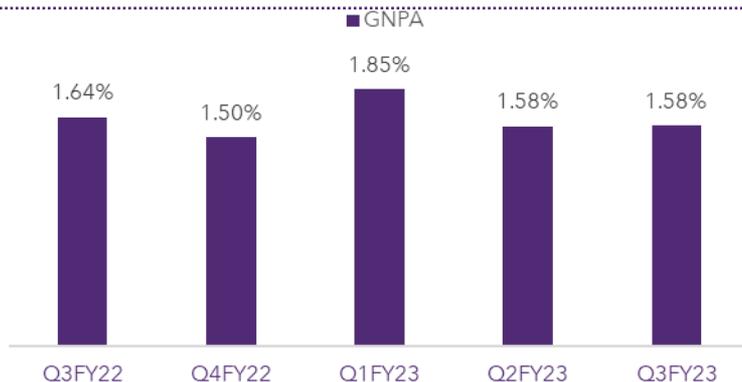
## MSME<sup>^</sup>



## Construction Finance & IL<sup>^\*</sup>



## Housing Finance<sup>^\*</sup>

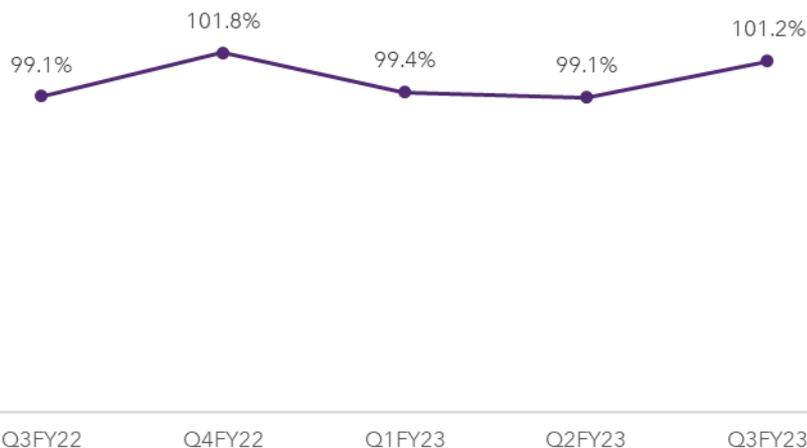


<sup>^</sup>Aggregate ECL provisions considered for computing NNPA's.

<sup>\*</sup> Net NPAs in CF&IL and HF negligible in Q3FY23, negative in previous quarters.

# Collection Efficiency : High and Stable

## Consolidated Collection Efficiency



\* Data till Q2FY23 excludes Gold Loan collection efficiency. The business was launched in Aug'22 and was yet to undergo a full quarter of operations as of 30<sup>th</sup> Sep'22. Q3FY23 was first full quarter of operations for the Gold Loan business.

## Stable Collection Efficiency

- High and stable collection efficiency reflects consistently healthy resolution rates overall.
- The collection efficiency within retail segment is marginally lower than the overall collection efficiency.
- The collection efficiency within the wholesale segments of Indirect Lending and Construction Finance was close to or higher (Indirect Lending) than the overall collection efficiency.

### Note:

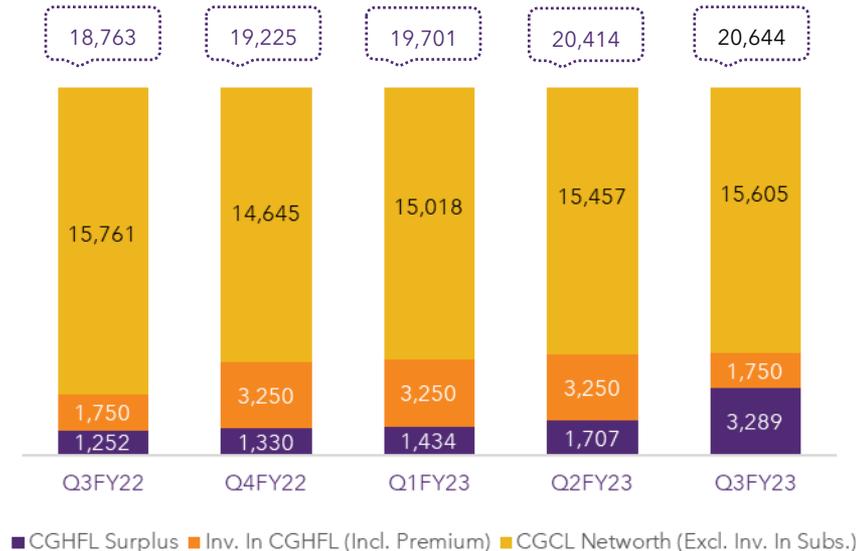
- In-line with the reporting methodology being followed widely, we have shifted from reporting collection efficiency based on POS previously to one based on billing from Q3FY22.
- Collection Efficiency = (Total Collections excl. Foreclosures and Prepayments) / Total Billings for the Period \* 100



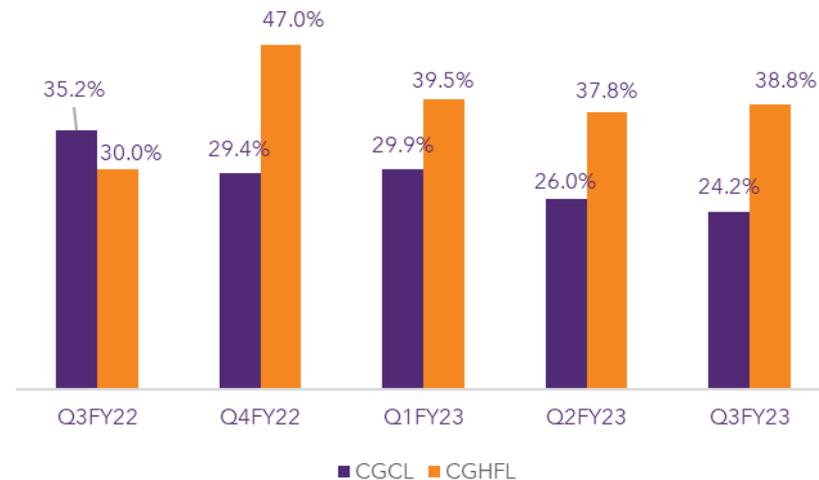
# Capital Adequacy

# Well Capitalized Balance Sheet: Aid to Expansion

Consolidated Network (INR Mn)



Capital Adequacy (%) : Leveraging Capital Fast



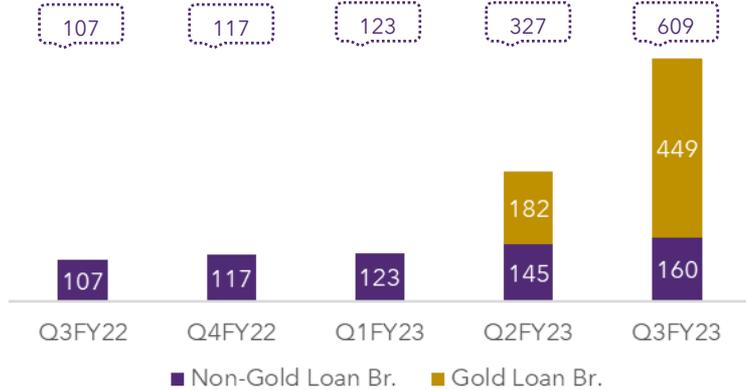
\* As at December 31, 2022



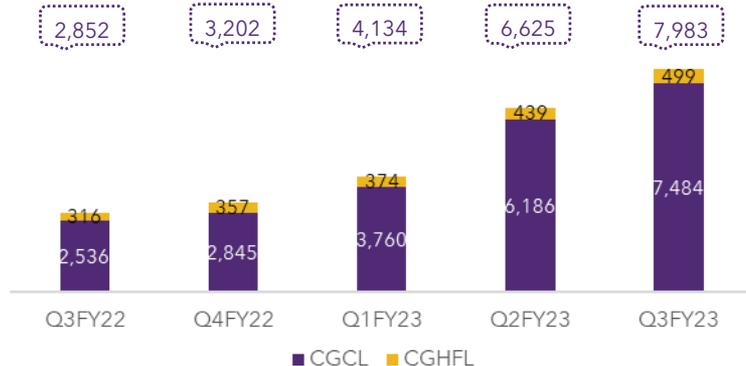
# Network and Financials

# Network: Presence In Major Growth Centres

## Branch Addition Has Continued



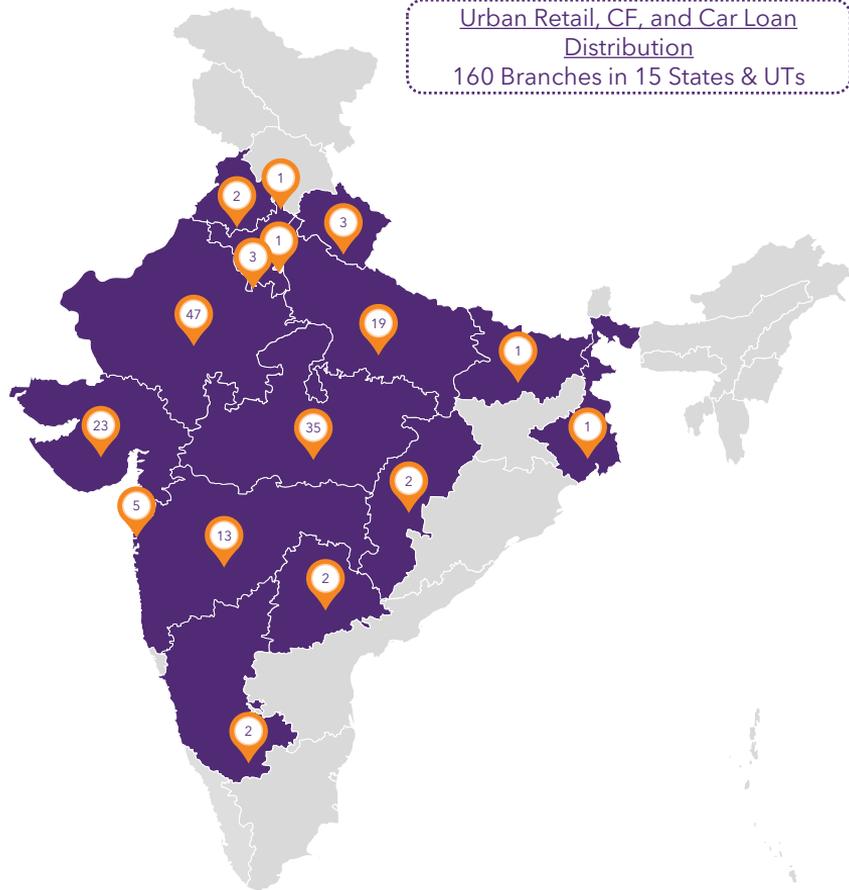
## Headcount Addition To Support Branch Expansion



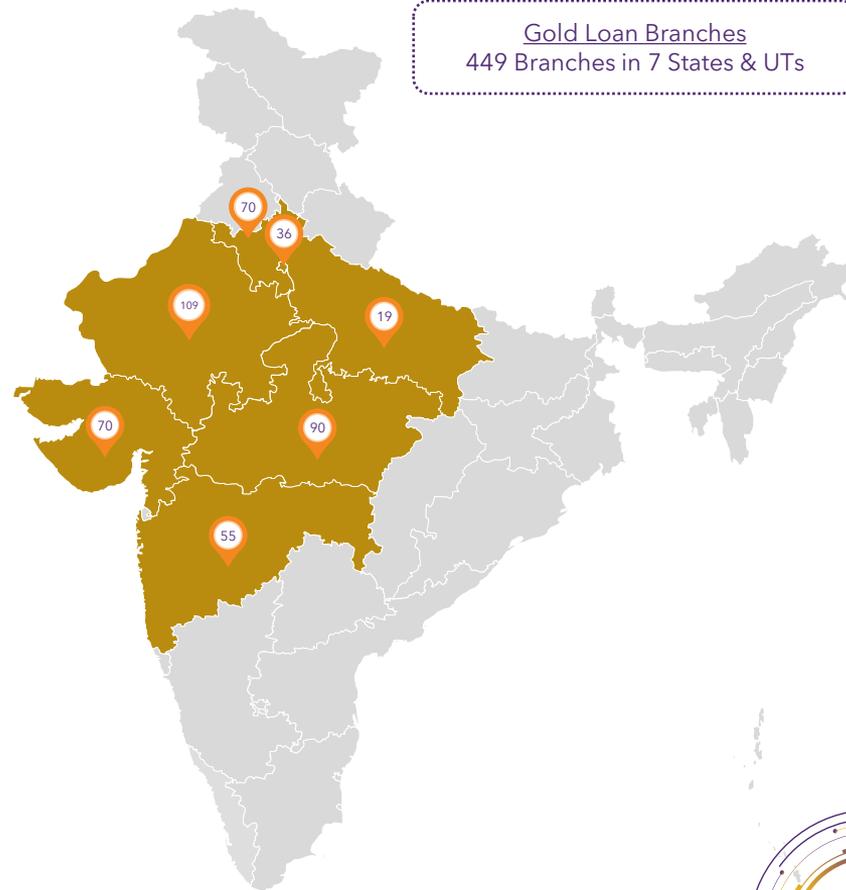
- With the launch of Gold Loan business in Aug'22, branch network expanded 1.9x over Q2FY23 to touch 609 branches.
- Network of non-Gold Loan businesses expanded by 15 branches to touch 160 branches. The businesses now have a presence in 15 States and UTs.
- Urban Retail business operated through 152 branches in 12 States and UTs. The vertical added one new state (Patna / Bihar) to operations.
- Gold Loan network expanded to 449 branches across 7 states and UTs by end Q3FY23.
- Construction Finance had 2 dedicated branches - Bengaluru and Hyderabad.
- Car Loan distribution had 6 dedicated branches - Chandigarh, Lucknow, Kolkata, Hyderabad, Bengaluru, and Surat.
- In addition, the Company has a dedicated tech centre in Gurugram (not counted as a branch).

# Network: Presence In Major Growth Centres

Urban Retail, CF, and Car Loan  
Distribution  
160 Branches in 15 States & UTs



Gold Loan Branches  
449 Branches in 7 States & UTs



# CGCL Cons. Inc. Statement : Quarterly Comparison

INR Mn except stated

Particulars	Q3FY23	Q3FY22	Y-o-Y (%)	Q2FY23	Q-o-Q (%)
Interest earned	32	31			
Interest expended	3,004	2,192	37.0%	2,787	7.8%
	1,394	822	69.6%	1,258	10.8%
<b>Net interest income</b>	<b>1,610</b>	<b>1,370</b>	<b>17.5%</b>	<b>1,398</b>	<b>15.1%</b>
<b>Non-interest income</b>	<b>772</b>	<b>346</b>	<b>123.1%</b>	<b>610</b>	<b>26.6%</b>
Core operating income	772	317		601	
Other income	0	29		8	
<b>Total income</b>	<b>2,382</b>	<b>1,716</b>	<b>38.8%</b>	<b>2,008</b>	<b>18.6%</b>
<b>Operating expenses</b>	<b>1,655</b>	<b>659</b>	<b>151.1%</b>	<b>1,292</b>	<b>28.1%</b>
Employee cost	1,139	429	165.2%	920	23.8%
Other operating expenses	516	230	124.7%	372	38.6%
<b>Operating profit</b>	<b>727</b>	<b>1,057</b>	<b>-31.2%</b>	<b>716</b>	<b>1.5%</b>
Total provisions	245	197	24.3%	40	510.3%
ECL provisions	57	55		(10)	
Write-offs	188	142		50	
<b>Profit before tax</b>	<b>482</b>	<b>861</b>	<b>-43.9%</b>	<b>676</b>	<b>-28.6%</b>
Tax	108	212		244	
Implied tax rate	22.4%	24.6%		36.0%	
<b>Profit after tax</b>	<b>374</b>	<b>649</b>	<b>-42.3%</b>	<b>433</b>	<b>-13.5%</b>
EPS (diluted) (Rs.) (not annualised)	2.10	3.66		3.16	

# CGCL Consolidated Balance Sheet

INR Mn except stated

Particulars (INR Mn)	Q3FY23	Q4FY22	YTD (%)
Paid-up equity	352	351	0.1%
Reserves and surplus	20,293	18,873	7.5%
<b>Networth</b>	<b>20,644</b>	<b>19,225</b>	<b>7.4%</b>
Bank borrowings and refinance	60,775	43,753	38.9%
NCDs	5,166	4,331	19.3%
Other liabilities and provisions	4,351	4,219	3.1%
<b>Total shareholders' equity &amp; liabilities</b>	<b>90,935</b>	<b>71,528</b>	<b>27.1%</b>
Cash and bank balances	4,283	3,531	21.3%
Investments	1,226	3,775	-67.5%
Assets under financing activities	79,708	62,708	27.1%
Other assets	5,719	1,514	277.8%
<b>Total assets</b>	<b>90,935</b>	<b>71,528</b>	<b>27.1%</b>

# CGCL Consolidated Income Statement : Annual Comparison

INR Mn except stated

Profit and Loss A/c	FY18	FY19	FY20	FY21	FY22
Interest income	9	15	10	14	19
Interest expenses	3,219	5,307	6,700	6,735	8,396
<b>Net interest income</b>	<b>2,252</b>	<b>3,236</b>	<b>3,872</b>	<b>3,848</b>	<b>5,087</b>
<b>Other income</b>	<b>210</b>	<b>586</b>	<b>433</b>	<b>636</b>	<b>1,231</b>
Fees	195	558	399	626	1,103
Other income	15	27	34	11	128
<b>Net income</b>	<b>2,462</b>	<b>3,822</b>	<b>4,305</b>	<b>4,484</b>	<b>6,319</b>
<b>Operating expenses</b>	<b>1,285</b>	<b>1,790</b>	<b>1,732</b>	<b>1,520</b>	<b>2,536</b>
Employee expenses	813	1,175	1,188	994	1,746
Other expenses	471	614	544	526	790
<b>Operating profit</b>	<b>1,178</b>	<b>2,032</b>	<b>2,573</b>	<b>2,964</b>	<b>3,783</b>
Provisions	95	165	353	607	1,057
ECL provisions	69	99	299	545	618
Write-offs	26	67	54	62	439
<b>Profit before tax</b>	<b>1,082</b>	<b>1,867</b>	<b>2,220</b>	<b>2,357</b>	<b>2,726</b>
Taxes	433	510	607	588	676
Tax rate (%)	40.0%	27.3%	27.4%	24.9%	24.8%
<b>Profit after tax</b>	<b>649</b>	<b>1,357</b>	<b>1,612</b>	<b>1,770</b>	<b>2,050</b>
<i>Earnings per share (Diluted) (Rs.)</i>	<i>3.7</i>	<i>7.7</i>	<i>9.2</i>	<i>10.0</i>	<i>11.6</i>

PAT CAGR of 33%  
FY18-FY22

# CGCL Consolidated Balance Sheet : Annual Comparison\*

INR Mn except stated

Balance Sheet	FY18	FY19	FY20	FY21	FY22
<b>Liabilities</b>					
Paid-up equity	350	350	350	351	351
Reserves	12,166	13,477	15,042	16,822	18,873
<b>Networth</b>	<b>12,517</b>	<b>13,827</b>	<b>15,392</b>	<b>17,173</b>	<b>19,225</b>
Borrowings	15,661	27,687	28,366	37,689	48,084
Other liabilities	1,533	1,256	657	3,269	4,219
<b>Total liabilities</b>	<b>29,711</b>	<b>42,770</b>	<b>44,415</b>	<b>58,131</b>	<b>71,528</b>
<b>Assets</b>					
Cash and equivalents	624	1,691	742	2,242	3,531
Investments	556	93	3,607	8,075	3,775
Loans	27,974	40,222	39,288	46,863	62,708
Other assets	557	764	777	951	1,514
<b>Total assets</b>	<b>29,711</b>	<b>42,770</b>	<b>44,415</b>	<b>58,131</b>	<b>71,528</b>

Ample leverage room to continue delivering robust growth.

~2.4x growth in balance sheet in 4 years.

~2.2x growth in loan book in 4 years.

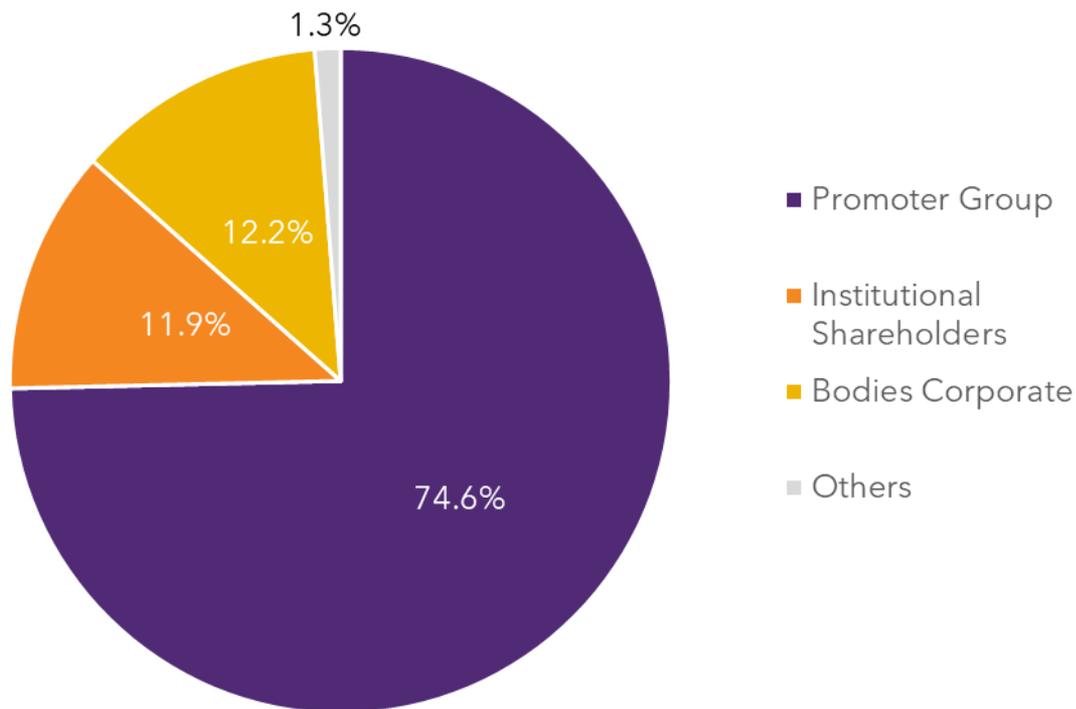
\* As at the end of periods indicated.

# CGCL Consolidated Earnings : Du Pont Analysis

RoA Tree (%)	FY18	FY19	FY20	FY21	FY22
Interest income	13.0	14.6	15.4	13.1	13.0
Interest expenses	3.9	5.7	6.5	5.6	5.1
<b>Net interest income</b>	<b>9.1</b>	<b>8.9</b>	<b>8.9</b>	<b>7.5</b>	<b>7.8</b>
<b>Other income</b>	<b>0.8</b>	<b>1.6</b>	<b>1.0</b>	<b>1.2</b>	<b>1.9</b>
Fees	0.8	1.5	0.9	1.2	1.7
Other income	0.1	0.1	0.1	0.0	0.2
<b>Net income</b>	<b>9.9</b>	<b>10.5</b>	<b>9.9</b>	<b>8.7</b>	<b>9.7</b>
<b>Operating expenses</b>	<b>5.2</b>	<b>4.9</b>	<b>4.0</b>	<b>3.0</b>	<b>3.9</b>
Employee expenses	3.3	3.2	2.7	1.9	2.7
Other expenses	1.9	1.7	1.2	1.0	1.2
<b>Operating profit</b>	<b>4.8</b>	<b>5.6</b>	<b>5.9</b>	<b>5.8</b>	<b>5.8</b>
Provisions	0.4	0.5	0.8	1.2	1.6
ECL provisions	0.3	0.3	0.7	1.1	1.0
Write-offs	0.1	0.2	0.1	0.1	0.7
<b>Profit before tax</b>	<b>4.4</b>	<b>5.2</b>	<b>5.1</b>	<b>4.6</b>	<b>4.2</b>
Taxes	1.7	1.4	1.4	1.1	1.0
<b>Profit after tax (RoA)</b>	<b>2.6</b>	<b>3.7</b>	<b>3.7</b>	<b>3.5</b>	<b>3.2</b>

RoAs averaged  
3.3% FY18-FY22.

# Shareholding



- **Market capitalization<sup>^</sup>** : Rs133bn | US\$ 1.63bn
- **Cons. Networth\* (Q3FY23)** : Rs20.6bn
- **Paid-up Equity** : Rs351.7mn
- **FV** : Rs2
- **Dividend Per Share (FY22)** : Rs0.50

<sup>^</sup> Average of market capitalization on BSE and NSE as of 28<sup>th</sup> Jan'23

\* Not adjusted for DTAs

1 US\$ = ₹ 81.54



# Leadership

# Board of Directors & Strong Corporate Governance



## **Rajesh Sharma, MD & CFO**

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



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

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



## **Beni Prasad Rauka, Independent Director**

Group CFO- Advanced Enzyme Technologies; over 2.5+ decades of experience, CA & CS



## **Bhagyam Ramani, Independent Director**

Ex- GM and Director of General Insurance Corporation; 3+ decades of experience, MA (Economics Hons.)



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

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



## **Mukesh Kacker, Independent Director**

EX- IAS Officer, Jt. Secy (GOI) with over 3 decades of experience, MA (Public Policy), MA (Political Science)

## **Corporate Governance Philosophy**

- Good Board Practices
- Control Environment
- Transparent Disclosure
- Well-defined shareholder rights
- Board Commitment
- Employee Empowerment
- Equitable treatment to all the stakeholders

# Stable Leadership Team

## Urban Retail



**Amar Rajpurohit (Business Head - MSME & Housing - Sales/Product)** Ex-AU Financiers, Gruh Finance, DHFL with over 17 years of work experience, B.A., LLB  
**Vintage with CGCL: 4Y 10M**



**Ravish Gupta (Business Head - Gold Loans)** Ex-IIFL Finance, Ex-Money, HDFC Bank with 20 years of work experience, BCA., MDP (IIM-K, IIM-B)  
**Vintage with CGCL: 1Y 2M**



**Bhavesh Prajapati (Group Head - Credit, Risk & Policy)** Ex-Aadhar Housing Finance, IDFC Ltd, DHFL with over 20 years of experience; MBA- ICFAI  
**Vintage with CGCL: 4Y 7M**



**Prasanna Kumar Singh (Group Collections Head)** Ex-Bajaj Finance and PNB Housing with over two decades' experience; LLB, MBA  
**Vintage with CGCL: 1Y 9M**



**Bhupinder Singh (Head - Legal Litigation)** More than a decade experience with various NBFCs in providing legal advice  
**Vintage with CGCL: 3Y 7M**

## Urban Retail



**Magesh Iyer (Chief Operating Officer)** Ex - InCred Finance, Reliance Capital, ICICI Bank with over 20 years of experience, B. Com, PGDBA  
**Vintage with CGCL: 1M**

## Construction Finance



**Bhaskarla Kesav Kumar (Associate Director - Monitoring)** Ex AGM and Unit Head of Corporate Relationships with SBI  
**Vintage with CGCL: 8Y**



**Vijay Kumar Gattani (Associate Director - Credit)** Ex-ICICI Bank, Head of Credit & Policy- ICICI HFC with over 15 years of experience, CA  
**Vintage with CGCL: 7Y 5M.**

## Technology / Digital Initiatives



**Rahul Agarwal (Chief Technology Officer)** Ex-Policy Bazaar, Lava International, IndiaHomes.com with over 17 years of exp., M. Tech (IIT-D)  
**Vintage with CGCL: 1Y 6M**



**Hardit Singh Lamba (Head - Digital Partnerships)** Ex-Indifi Technologies, ZipLoan, TVS Credit with over 18 years of exp; DU, AIMA alumnus  
**Vintage with CGCL: 3M**

## Corporate Functions



**Ashok Agarwal (Director - Legal & Compliance)** Previously practicing CA with over 26 years of experience, CA and CS  
**Vintage with CGCL: 15Y**



**Suresh Gattani (Associate Director - Treasury Operations)** Ex-Aditya Birla, two decades plus experience in accounts, finance, taxation and corporate planning  
**Vintage with CGCL: 16Y 10M**



**Vinay Surana (Head - Treasury)** Ex-Founding Member, Axis Bank debt syndication with over 15 years of experience, CA  
**Vintage with CGCL: 14Y 6M**



**Yashesh Bhatt (Vice President - Compliance & Secretarial)** Previously associated with L&T Fin. Serv., Tata Hsg, M&M, RIL; 15 years of work exp; CS, LLB, MFM-JBIMS  
**Vintage with CGCL: 1Y 3M**

# Accolades



**CAPRI GLOBAL**  
GREAT PLACE TO WORK - CERTIFIED™  
Building and Sustaining High-Trust, High-Performance Culture™





**Thank you**

**For further information, please contact:**

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