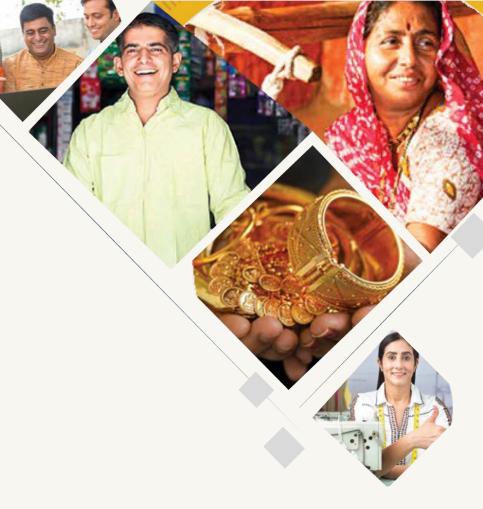


Responsible. Resilient. Ready.

Q1FY24 Earnings Presentation 7<sup>th</sup> August 2023





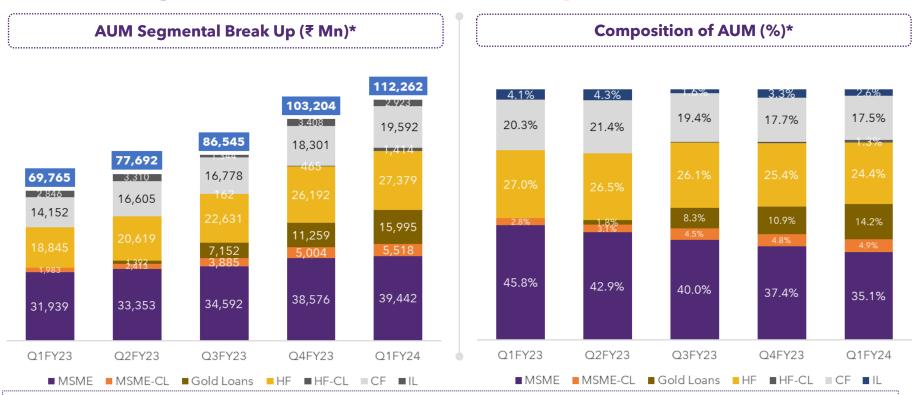
# **Business Performance**



# **Key Highlights: A Sound Beginning to FY24**

- □ Core earnings improve on back of improving loan yields NII up 77% YoY / 26% QoQ, spreads improve 66bps YoY / 35bps QoQ to 7.0%.
- □ Operating leverage improving with rising topline contribution from Gold Loan business and stronger core income; C/I ratio at 66.0% vs. 68.2% in Q4FY23. Adj. for GL, C/I ratio at ~50%.
- □ Cons. PAT at Rs636mn (38% YoY / -2% QoQ) after absorbing negative charge of Rs229mn\* on GL business.
- AUM sustained strong momentum in a seasonally weak disbursal quarter; disbursals touched Rs26,869mn (128% YoY, -5% QoQ) while Cons. AUM increased to Rs112,262mn (61% YoY, 9% QoQ).
- ☐ Gold Loan disbursals constituted 51% of consolidated disbursals during Q1FY24. Exclusive Gold Loan branches increased to 680 in Q1FY24 from 562 in Q4FY23.
- □ Car loan originations touched Rs19,402mn (2.1x YoY, 6% QoQ), net fee contribution from the business at Rs316mn in Q1FY24.
- □ CGCL CAR at 37.2% (39.9% in Q4FY23); LT credit rating affirmed at CARE A+ (Stable) for both CGCL and CGHFL.
- □ Branch count at 849 (6.9x YoY, 15% QoQ), group staff count at 9,760 (up 2.4x YoY, 8% QoQ).

# **Business Update: Consolidated AUM Up 61% YoY**

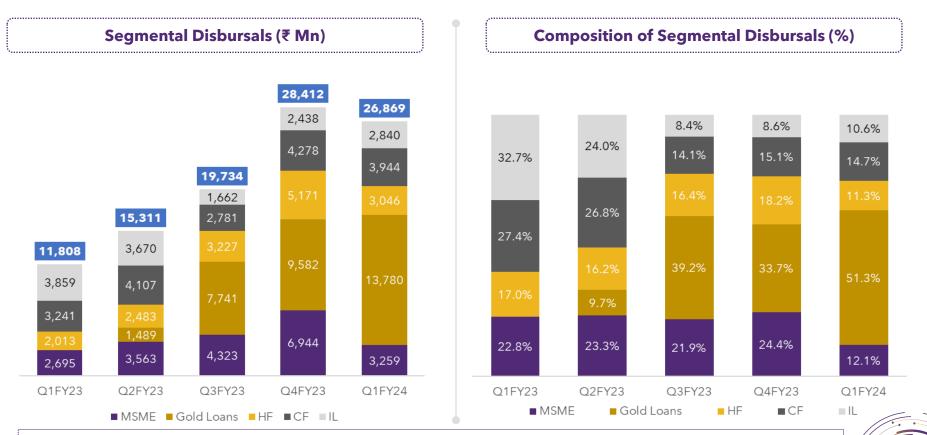


- MSME-CL and HF-CL relates to off-balance sheet AUM comprising co-lending portfolio in MSME and HF respectively.
- o CGHFL concluded a maiden, direct assignment transaction of Rs569mn with a leading HFC during the quarter at a competitive rate. The same is not part of HF AUM above.

\* As at the end of indicated period.

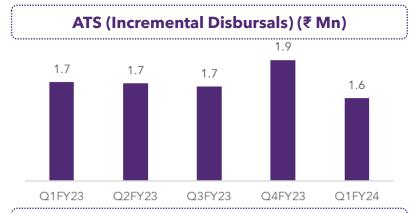
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# **Disbursals: Seasonal Softness In Non-Gold Segments**



Note: MSME disbursals between Q1FY23-Q3FY23 and Housing Finance disbursals between Q1FY23-Q3FY23 have been re-stated to include co-lending disbursals.

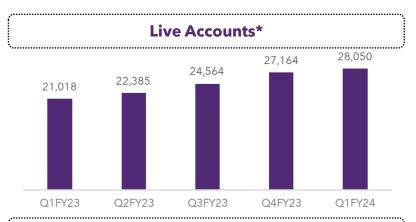
### **MSME Business Update**



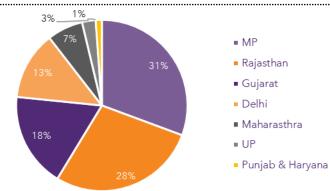
#### Loan to Value (%) (Incremental Disbursals)



<sup>\*</sup> As at the end of period indicated  $\land$  As at June 30, 2023

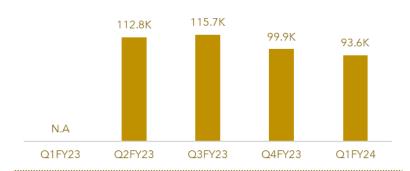


#### **Geographical Distribution (Value-Wise)^**



# **Gold Loan Business Update**

#### ATS (On Portfolio) (₹ '000)



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

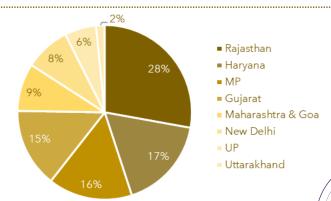


N.A. - not applicable (Gold Loan business was launched in Q2FY23), \* As at the end of period indicated, ^As at June 30, 2023

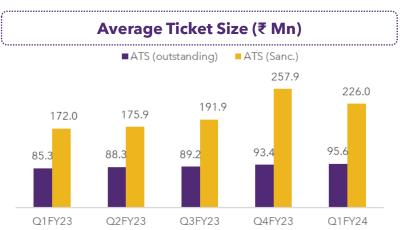
#### Live Accounts\*

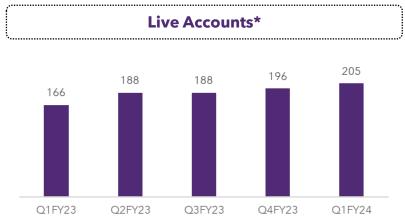


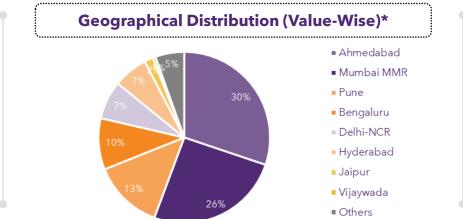
#### **Geographical Distribution (Value-Wise)^**



# **Construction Finance Business Update**

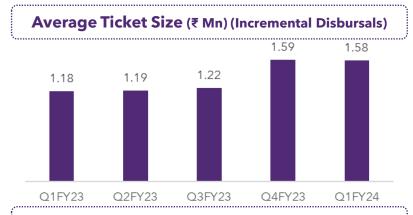




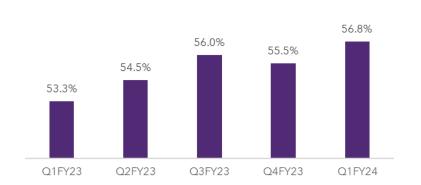


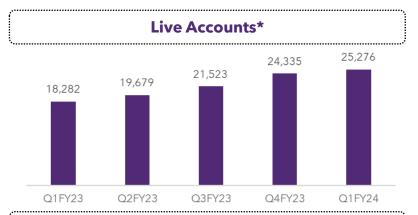
\* As at June 30, 2023

# **Housing Finance Business Update**

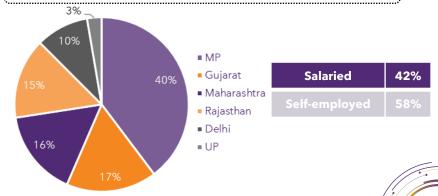


#### Loan to Value (%) (Incremental Disbursals)









### **Car Loan Distribution: Pan-India Distributor**

#### **Partner Banks**











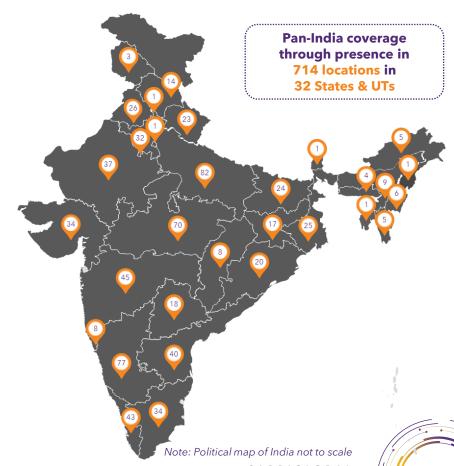






#### Total Locations (Branches + Feet-on-Street)

Q1FY23	Q2FY23	Q3FY23	Q4FY23	Q1FY24
279	322	322	450	714



### **Car Loan Origination - Strong Growth Performance**

#### **Consistently Rising Loan Originations (₹ Mn)^**

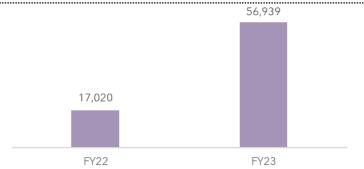


#### Loan Originations By Volume (Nos.)^

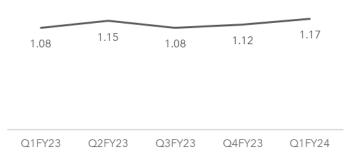


^Provisional data pertaining to FY23 quarters has been re-stated.





#### Average Ticket Size (₹ Mn) \*



 ${\rm *ATS} = Originations\,by\,Value\,/\,Originations\,by\,Volume\,During\,Quarter$ 





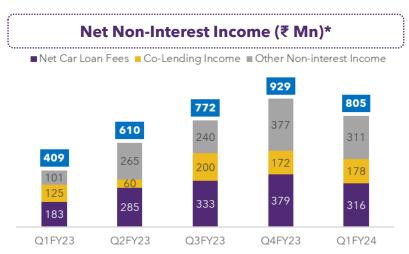
# **Earnings Performance**

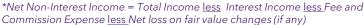


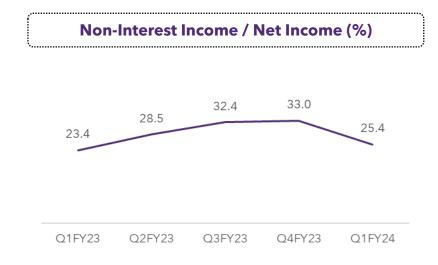
# **Performance Matrix: Core Earnings Strong**



# Non-Interest Income: Marginal Dip But Healthy Overall

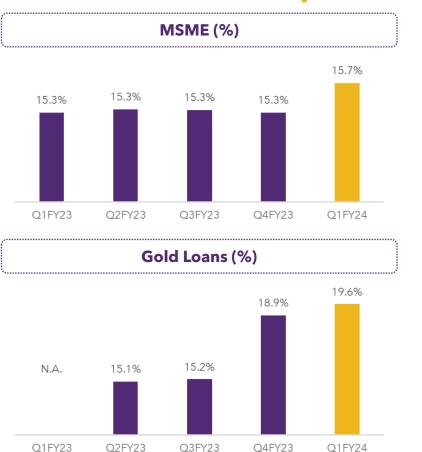


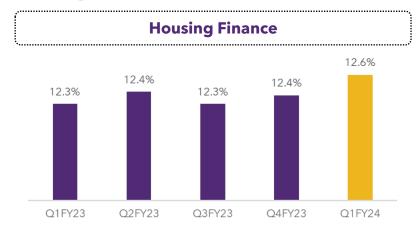


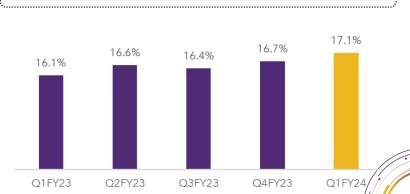


- o Share of non-interest income to net income, although lower than in Q4FY23 was above Q1FY23 level.
- Non-interest income expected to pick-up driven by car loan distribution fees as well as retail fees in MSME and Housing as disbursals pick-up in Q2 and H2FY24.

# **Loan Yields: Yields Up Across Loan Segments**

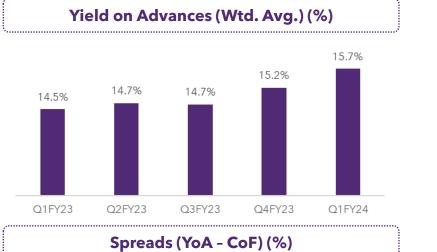






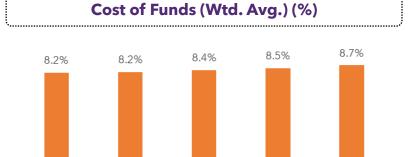
**Construction Finance (%)** 

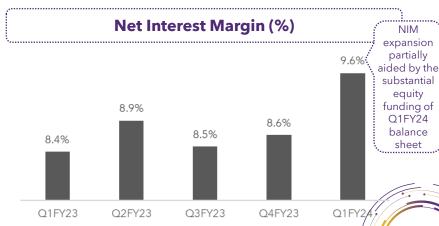
# **Key Ratios: Spreads In Upward Trajectory**











Q3FY23

Q1FY23

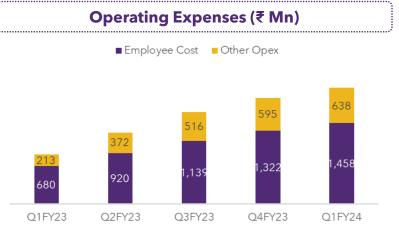
Q2FY23

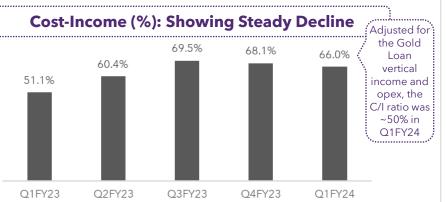
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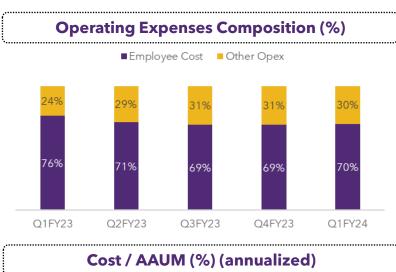
Q4FY23

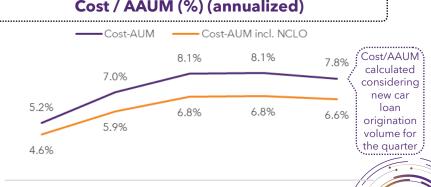
Q1FY24

# **Operating Expenses: Opex Ratios Softening**







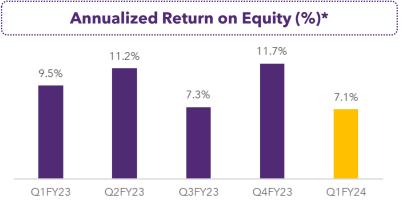


Q1FY23

Q2FY23

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# **Key Ratios: Return Ratios Muted Due To Recent Equity Dilution**

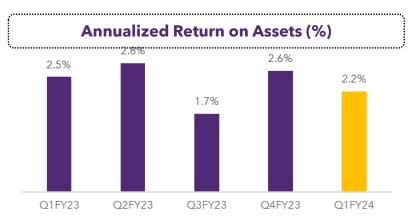


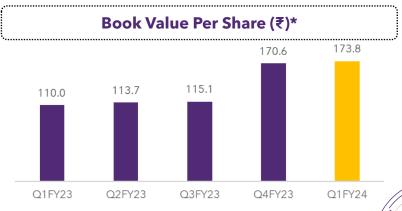
\* Q4FY23 RoE computed after applying suitable weightage to fresh equity raised

#### **EPS (Diluted) (₹) (Not Annualized)\***



\*Q4FY23 EPS was based on weighted average equity shares, Q1FY24 EPS is fully diluted.





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

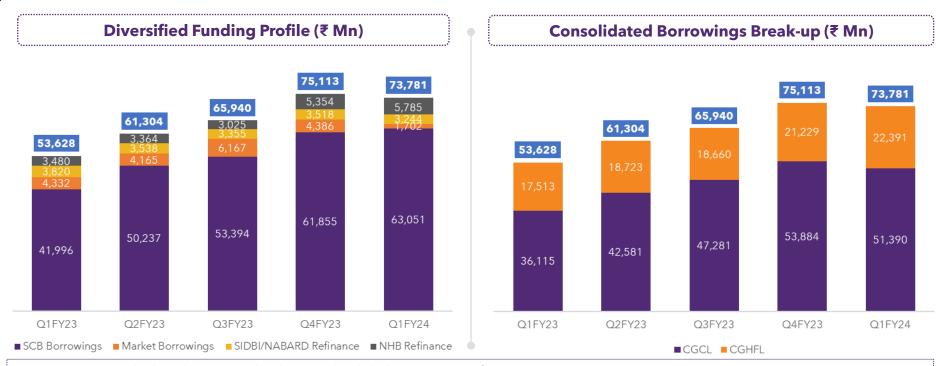
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# **Liabilities & Liquidity Position Update**



# **Liability Mix: Borrowings Dip On Back of Repayments**



- o Borrowings declined sequentially due to scheduled repayment of NCDs.
- o Outstanding NCDs have declined from ₹ 4,386mn in Q4FY23 to ₹ 1,702mn in Q1FY24.
- o Balance sheet was well-funded owing to equity raise in Q4FY23, which supported incremental asset growth in Q1FY24

<sup>\*</sup> In INR Millions as at the end of period indicated.

### **Liquidity Position : Comfortable Liquidity Position\***

₹ Mn except stated

Particulars	CGCL (Standalone)	CGHFL	Consolidated
Limits Sanctioned	73,900	31,000	104,900
Limits Availed	72,557	30,988	103,545
Un-Drawn	1,343	13	1,355
Repaid	20,865	8,563	29,427
Outstanding	51,693	22,425	74,117
Total no. of relationship maintained	21	14	
Limits Sanctioned in FY23	1,250	1,500	2,750

o 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 June 30, 2023

**NOTE:** The consolidated outstanding borrowings above (Rs74,117mn) includes unamortised processing fees. This value is higher than the borrowings appearing in Balance Sheet (Rs73,781mn, see Slide 20), where the unamortised processing fees are treated as an asset and netted off from outstanding borrowings.



# **Liquidity Position: Proactive Liability Management**

₹ Mn except stated

Particulars	CGCL (Standalone)	CGHFL	Consolidated
Dues during Q1FY24	5,331	830	6,161
Payment made as per Schedule (A)	5,331	830	6,161
Prepayments made for the quarter (B)	0	0	0
Total repayments/prepayments (A+B)	5,331	830	6,161
Balance Payment for Q1FY24	0	0	0
Additional prepayments beyond Q1FY24 (C)	0	69	69
Total Repayments / Prepayments (A+B+C)	5,331	899	6,230



# **Asset Quality**



# **Asset Quality: Improvement Continues**

INR Mn except stated

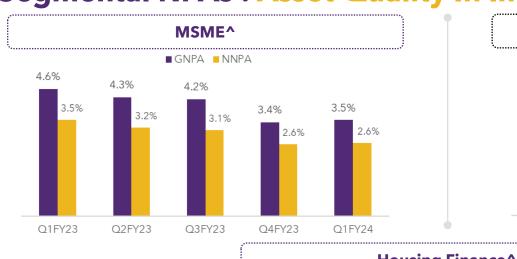
					iivit iviii except stated
ECL Analysis As Per IndAS (INR Mn)	Q1FY24	Q4FY23	Q3FY23	Q2FY23	Q1FY23
Stage 1 & 2 - Gross	103,339	95,985	80,588	73,508	65,953
Stage 1 & 2 - ECL Provisions	1,379	1,258	1,234	1,248	1,260
Stage 1 & 2 - Net	101,959	94,727	79,354	72,260	64,693
Stage 1 & 2 - ECL Provisions %	1.33%	1.31%	1.53%	1.70%	1.91%
Stage 3 - Gross	1,992	1,704	1,911	1,780	1,840
Stage 3 - ECL Provisions	553	526	557	510	508
Stage 3 - Net NPA	1,439	1,178	1,354	1,270	1,331
Stage 3 - ECL Provisions %	27.8%	30.9%	29.1%	28.6%	27.6%
Total ECL Provisions	1,845	1,723	1,747	1,749	1,769
Stage 3 % - Gross NPA	1.9%	1.7%	2.3%	2.4%	2.7%
Stage 3 % - Net NPA	1.4%	1.2%	1.7%	1.7%	2.0%
PCR % (incl. agg. ECL Prov.)	92.6%	101.1%	91.4%	98.3%	96.2%
Restructured Assets	1,590	1,597	1,772	1,943	2,053
Restructured Assets (%)	1.5%	1.6%	2.1%	2.6%	3.0%
Prov. on Restr. Assets	342	331	390	412	426
Prov. on Restr. Assets (%)	21.5%	20.7%	22.0%	21.2%	20.8%

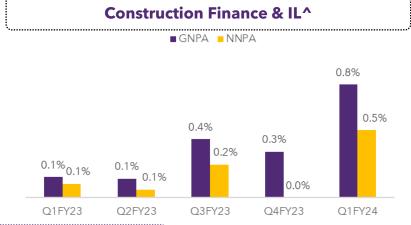
o Std. restructured assets: MSME Rs1,134mn (2.9% of MSME AUM), Housing Rs 129mn (0.5% of Housing AUM), CF & IL - NIL.

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o Standard restructured assets were Rs1,315mn (1.4% of AUM) in Q4FY23.

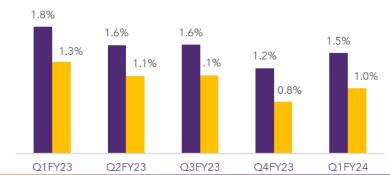
# **Segmental NPAs: Asset Quality In Improvement Trajectory**





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

■GNPA ■NNPA



^NNPAs computed with Stage-3 ECL provisions compared to earlier representation computed with aggregate ECL provisions till Q3FY23.

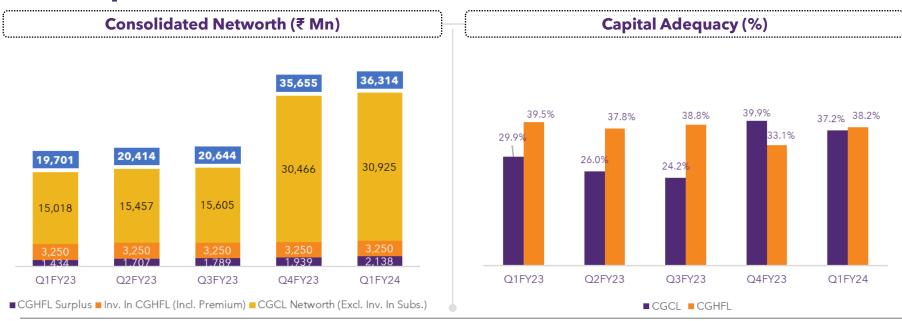




# **Capital Adequacy**



# **Well Capitalized For Medium Term Growth**



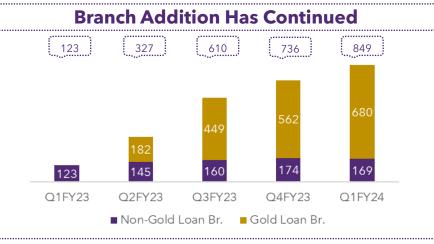
- o CGCL raised Rs14.4bn equity capital through a Rights Issue in Mar'23. The equity was fully deployed during Q1FY24. The Company is well capitalised for medium term growth.
- o The Board of Directors of CGCL has approved an equity investment of up to Rs4bn in its wholly owned subsidiary CGHFL.
- o The strong capital adequacy of CGCL and CGHFL positions both the companies well to access fresh lines of credit to fund growth.



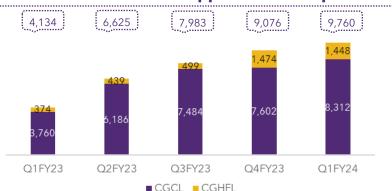
# **Network**



# **Network: Presence In Major Growth Centres**



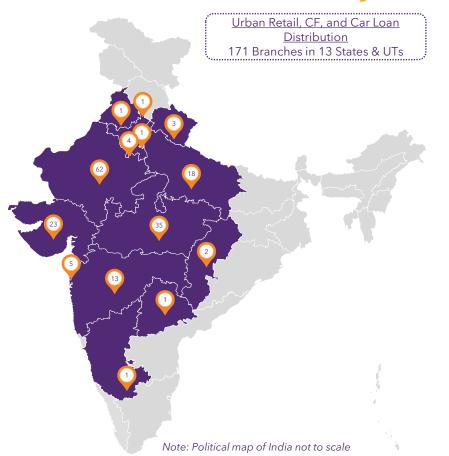
#### **Headcount Addition To Support Branch Expansion**

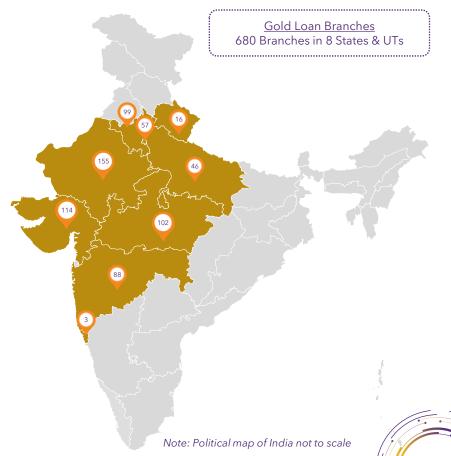


- □ Network expansion led by addition of Gold Loan branches continued taking total branch count to 849 in Q1FY24 compared to 736 branches in Q4FY23 and 123 branches in Q1FY23.
- □ Network of non-Gold Loan businesses declined by a net 5 branches to 169 branches. This was due to consolidation of car loan branches into a single branch in Pune during Q1FY24.
- ☐ Urban Retail business (MSME and Housing) operated through 168 branches in 12 States and UTs compared to 162 branches in 12 States and UTs in Q4FY23.
- ☐ Gold Loan network expanded to 680 branches across 10 states and UTs by end Q1FY24 from 562 branches across 9 States and UTs in Q4FY23. The vertical commenced operations in Goa through 3 branches in Q1FY24.
- ☐ Construction Finance continued to have 3 dedicated branches Bengaluru, Hyderabad, and Ahmedabad (added in Q4FY23).
- ☐ Car Loan distribution expanded presence to 714 locations from 450 in Q4FY23. However, the branch presence was consolidated into a single branch at Pune while maintaining presence in all the erstwhile branch locations.
- ☐ In addition, the Company has a dedicated tech centre in Gurugram (not counted as a branch).

re in

# **Network: Presence In Major Growth Centres**







# **Financials**



# **CGCL Cons. Inc. Statement : Quarterly Comparison**

₹ Mn except stated

4,134	2,361	7 - 0/	0.00	
	2,001	75%	3,521	17%
1,765	1,021	73%	1,637	8%
2,370	1,339	77%	1,884	26%
805	409	97%	929	-13%
316	183		379	
178	125		172	
311	101		377	
3,175	1,749	82%	2,813	13%
2,096	893	135%	1,917	9%
1,458	680		1,322	
638	213		595	
1,078	856	26%	896	20%
239	246	-3%	112	114%
121			56	
118	277		55	
839	610	38%	784	7%
203	149		135	
24.2%	24.4%		17.3%	
636	461	38%	649	-2%
3.05	2.59		3.47	
	2,370  805 316 178 311  3,175  2,096 1,458 638  1,078  239 121 118  839 203 24.2%  636	2,370     1,339       805     409       316     183       178     125       311     101       3,175     1,749       2,096     893       1,458     680       638     213       1,078     856       239     246       121     (32)       118     277       839     610       203     149       24.2%     24.4%       636     461	2,370       1,339       77%         805       409       97%         316       183         178       125         311       101         3,175       1,749       82%         2,096       893       135%         1,458       680         638       213         1,078       856       26%         239       246       -3%         121       (32)       118         277       24.2%       24.4%         636       461       38%	2,370         1,339         77%         1,884           805         409         97%         929           316         183         379           178         125         172           311         101         377           3,175         1,749         82%         2,813           2,096         893         135%         1,917           1,458         680         1,322           638         213         595           1,078         856         26%         896           239         246         -3%         112           121         (32)         56           118         277         55           839         610         38%         784           203         149         135           24.2%         24.4%         17.3%           636         461         38%         649

### **CGCL Consolidated Balance Sheet\***

₹ Mn except stated

				V IVIII except stated	
Particulars (INR Mn)	Q1FY24	Q1FY23	YoY (%)	Q4FY23	QoQ (%)
Paid-up equity Reserves and surplus	412 35,901	351 19,350	17.3% 85.5%	412 35,242	0.0% 1.9%
Networth	36,314	19,701	84.3%	35,655	1.8%
Bank borrowings and refinance	72,079	49,296	46.2%	70,727	1.9%
NCDs	1,702	4,332	-60.7%	4,386	-61.2%
Other liabilities and provisions	4,241	2,300	84.4%	7,179	-40.9%
Total shareholders' equity & liabilities	114,336	75,629	51.2%	117,946	-3.1%
Cash and bank balances	4,798	4,912	-2.3%	15,103	-68.2%
Investments	701	3,226	-78.3%	2,150	-67.4%
Assets under financing activities	102,164	65,262	56.5%	94,754	7.8%
Other assets	6,673	2,229	199.3%	5,939	12.3%
Total assets	114,336	75,629	51.2%	117,946	-3.1%

<sup>\*</sup> Q1FY24 and Q1FY23 balance sheets were not subject to audit review.

# **CGCL Consolidated Income Statement: Annual Comparison**

₹ Mn except stated

				V IVIII E	except stated
Profit and Loss A/c	FY19	FY20	FY21	FY22	FY23
Interest income	5,307	6,700	6,735	8,396	11,673
Interest expenses	2,071	2,828	2,887	3,308	5,311
Net interest income	3,236	3,872	3,848	5,087	6,362
Other income	586	433	636	1,231	2,719
Fees	558	399	626	1,103	2,703
Other income	27	34	11	128	17
Net income	3,822	4,305	4,484	6,319	9,081
Operating expenses	1,790	1,732	1,520	2,536	5,756
Employee expenses	1,175	1,188	994	1,746	4,061
Other expenses	614	544	526	790	1,696
Operating profit	2,032	2,573	2,964	3,783	3,325
Provisions	165	353	607	1,057	642
ECL provisions	99	299	545	618	71
Write-offs	67	54	62	439	570
Profit before tax	1,867	2,220	2,357	2,726	2,683
Taxes	510	607	588	676	636
Tax rate (%)	27.3%	27.4%	24.9%	24.8%	23.7%
Profit after tax	1,357	1,612	1,770	2,050	2,047
Earnings per share (Diluted) (Rs.)	7.7	9.2	10.0	11.6	10.9

New businesses contributing to robust noninterest income

Net Income CAGR of 24% FY19-FY23

Net profit flat in FY23 despite major expansion opex during the year.

# **CGCL Consolidated Balance Sheet: Annual Comparison\***

Total assets	42,770	44,415	58,131	71,528	117,946
Other assets	764	777	951	1,514	5,939
Loans	40,222	39,288	46,863	62,708	94,754
Investments	93	3,607	8,075	3,775	2,150
Cash and equivalents	1,691	742	2,242	3,531	15,103
Assets					
Total liabilities	42,770	44,415	58,131	71,528	117,946
Other liabilities	1,256	657	3,269	4,219	7,179
Borrowings	27,687	28,366	37,689	48,084	75,113
Networth	13,827	15,392	17,173	19,225	35,655
Paid-up equity Reserves	350 13,477	350 15,042	351 16,822	351 18,873	412 35,242
Liabilities					
Balance Sheet	FY19	FY20	FY21	FY22	FY23
					except stated

Ample leverage room to continue delivering robust growth.

~2.8x growth in balance sheet in 4 years.

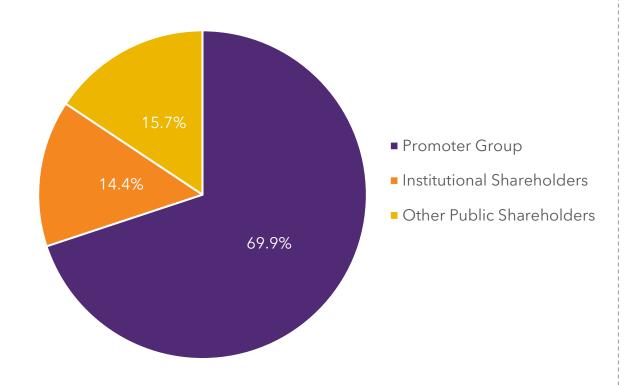
~2.4x growth in loan book in 4 vears.

<sup>\*</sup> As at the end of periods indicated. CAPRIGLOBAL

# **CGCL Consolidated Earnings : Du Pont Analysis**

RoA Tree (%)	FY19	FY20	FY21	FY22	FY23
Interest income	14.6	15.4	13.1	13.0	12.3
Interest expenses	5.7	6.5	5.6	5.1	5.6
Net interest income	8.9	8.9	7.5	7.8	6.7
Other income	1.6	1.0	1.2	1.9	2.9
Fees	1.5	0.9	1.2	1.7	2.9
Other income	0.1	0.1	0.0	0.2	0.0
Net income	10.5	9.9	8.7	9.7	9.6
Operating expenses	4.9	4.0	3.0	3.9	6.1
Employee expenses	3.2	2.7	1.9	2.7	4.3
Other expenses	1.7	1.2	1.0	1.2	1.8
Operating profit	5.6	5.9	5.8	5.8	3.5
Provisions	0.5	0.8	1.2	1.6	0.7
ECL provisions	0.3	0.7	1.1	1.0	0.1
Write-offs	0.2	0.1	0.1	0.7	0.6
Profit before tax	5.2	5.1	4.6	4.2	2.8
Taxes	1.4	1.4	1.1	1.0	0.7
Profit after tax (RoA)	3.7	3.7	3.5	3.2	2.1

# **Shareholding**



- Market capitalization¹:
   ₹ 161.4bn | US\$ 1.95bn²
- Cons. Networth³
   (Q1FY24): ₹ 36.3bn
- Paid-up Equity:₹ 412.3mn
- o **FV:**₹2
- Dividend Per Share (FY23): ₹ 0.50
- Average of market capitalization on BSE and NSE on 4<sup>th</sup> August '23.
- 2. 1 US\$ = ₹ 82.80
- Not adjusted for DTAs; ₹ 35.8bn after adjusting for DTAs; CGCL raised ₹ 14.4bn in Mar'23 through Rights Issue.
- 4. AMFI classifies CGCL as a small cap company based on six monthly average market capitalization (Jun'23 rank 285).
- 5. CGCL is part of NIFTY Smallcap 250 index.



# Leadership



# **Board of Directors & Corporate Governance**

#### **Independent Board Guides Executive Management**



Rajesh Sharma, MD & CFO Founder & Promoter with over 2.5 decades of experience, Chartered Accountant



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

Ajit Mohan Sharan, Independent



Bhagyam Ramani, Independent Director

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



Mukesh Kacker, Independent
Director

EV JAS Officer, It Specy (GOI) with

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



Beni Prasad Rauka, Independent Director

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



Desh Raj Dogra, Independent Director

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

#### **Strong Corporate Governance**



#### **Audit Committee**

Oversees Company's financial reporting and financial information disclosure process



# Nomination and Remuneration Committee

Formulates and ensures adherence to policies regarding appointment of BoD and senior managerial personnel



#### Stakeholders' Relationship Committee

Oversees redressal of security holders' and investors' complaints and effective exercise of stakeholders' rights



#### **CSR Committee**

Formulates and monitors implementation of CSR policy as specified in the Companies Act



### Risk Management Committee

Formulates and reviews policy on operational, IT, and people risk

# **Leadership Team**

#### 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: 5Y 4M



Munish Jain (Business Head -Home Loans) Ex-Shriram Housing, GE Money Housing Finance, DHFL with over 20 years of work experience; MBA

Vintage with CGCL: 4Y 6M



Ravish Gupta (Business Head -Gold Loans) Ex-IIFL Finance, GE Money, HDFC Bank with 20 years of work experience, BCA., MDP (IIM-K, IIM-B)

Vintage with CGCL: 1Y 8M



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

**Appointed in Dec'22** 



Prasanna Kumar Singh (Group Collections Head) Ex-Bajaj Finance and PNB Housing with over two decades' experience; LLB, MBA Vintage with CGCL: 2Y 4M

#### Retail



Bhupinder Singh (Head - Legal Litigation) More than a decade experience with various NBFCs in providing legal advice Vintage with CGCL: 4Y 1M

#### **Risk Management**



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



Bhavesh Prajapati (Group Head -Credit, Risk & Policy) Ex-Aadhaar Housing Finance, IDFC Ltd, DHFL with over 20 years of experience; MBA-ICFAI

Vintage with CGCL: 5Y 1M

#### **Construction Finance & Indirect Lending**



Bhaskarla Kesav Kumar (Associate Director - Monitoring) Ex AGM and Unit Head of Corporate Relationships with SBI Vintage with CGCL: 8Y 6M



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 11M.

#### **Corporate Functions**



Ashok Agarwal (Director - Legal & Compliance) Previously practicing CA with over 26 years of experience, CA and CS

Vintage with CGCL: 15Y 7M



Suresh Gattani (Associate Director - Treasury Operations) Ex-Aditya Birla, two decades plus experience in accounts, finance, taxation and corporate planning

Vintage with CGCL: 17Y 4M



Vinay Surana (Head - Treasury) Ex-Founding Member, Axis Bank debt syndication with over 15 years of experience, CA

Vintage with CGCL: 15Y



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 9M

### **Accolades**









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# Thank you

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