



November 14, 2017

National Stock Exchange of India Limited
Exchange Plaza Bandra Kurla Complex
Bandra East Mumbai-400051
Symbol-CAPTRUST

Department of Corporate Services
Bombay Stock Exchange Limited
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai – 400001
Scrip Code-511505

Dear Sir,

Sub: Investor Presentation

We are hereby enclosing Investor Presentation of the Company for the quarter ending 30th September, 2017.

This is for your information.

Thanking you,

Yours faithfully,

For Capital Trust Limited

Vinod Raina
Head – Compliances.

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Email:- cs@capital-trust.com



Capital Trust

INVESTOR PRESENTATION Q2 FY18

Enriching Lives



Empowering Enterprises

INDIA
SME 100
Awards
Celebrating SME Achievers of 2015-16



CONTENTS

	SLIDE NO.		
 COMPANY OVERVIEW	2		
	4	QUARTER UPDATES	
 BUSINESS MODEL	6		
	11	OPERATING MODEL	
 RECOVERY UPDATE	16		
	22	FINANCIALS	
 PARTNERS	27		

COMPANY OVERVIEW



ABOUT THE COMPANY

BACKGROUND

- Incorporated in 1985
- Promoted by prominent bankers including former Governor RBI, Chief Justice of India
- Initial Business was advisory to foreign banks
- Listed on BSE (in 1985) and NSE (in 2016)
- Started providing Micro loans in 2008

As on 30.09.2017

AUM:
Rs. 662 Crores

Clients:
1.70 Lakhs

Branches:
182

Employees:
1715

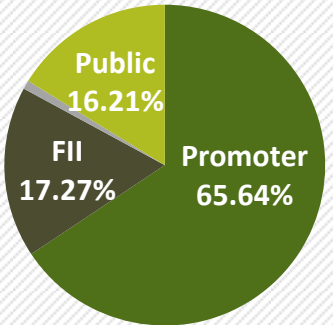
Bank Borrowings:
Rs. 515 Crores

Profit / Loss:
Rs. 4.5 Crores

CTL: +5.6
CTM: -1.1

Net Worth:
Rs. 211 Crores

Credit Rating:
BBB+



QUARTER UPDATES

Highlights

- Awarded **one of the top 400 Small Cap Companies in India** by Dalal Street Journal
- MD** awarded **10 Most Admired Financial Leaders to Watch in 2017** by InsightSuccess
- Disbursed **Rs. 200 Crores**
- Added **29,061 new clients**
- Started operations in **Bihar and Odisha**
- Opened **19 new branches**
- Added **126 (net) new employees**
- Additional **Borrowing of Rs. 125 Crores**

BUSINESS MODEL



UNIQUE BUSINESS MODEL

Capital Trust Microfinance

Capital Trust Limited

Banks and large NBFCs

MFIs
(Rs. 15K – Rs. 1Lac)

MISSING MIDDLE
(Rs. 1Lac – Rs. 10Lacs)

ASSET FINANCING
(Rs 10Lacs onwards)



Rs. 1.05Lac loan
Footwear Business (Saharanpur)



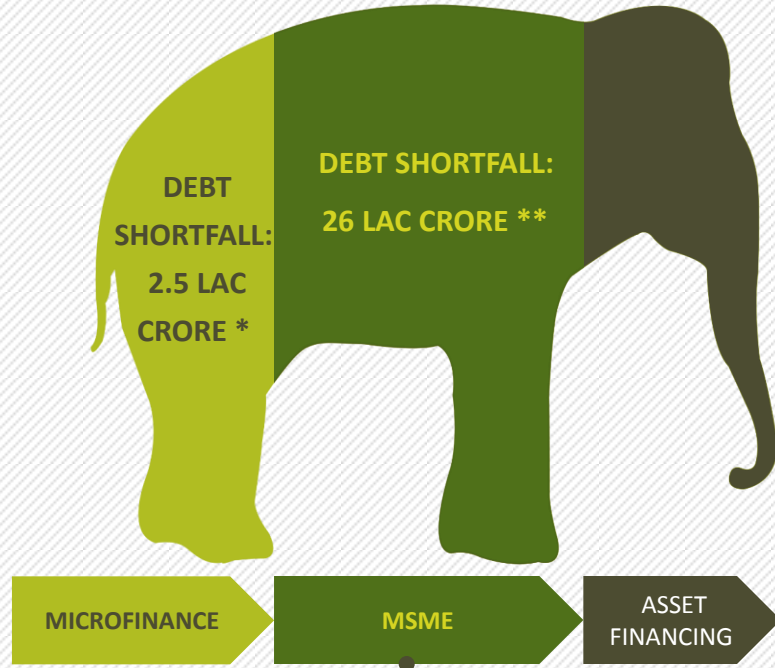
Rs. 2Lac loan
Yarn Production (Hapur)



Rs. 3Lac loan
Cloth Store (Bareilly)



Rs. 5Lac loan
Handloom Business (Hathras)



MSME SECTOR

94% of India's 2.65 Crore MSME's are **unregistered**, hence don't have access to traditional banking

8% of all Microfinance clients graduate to the next economic level each year but do not have access to traditional forms of funding (Mfin)

* Axis Securities Microfinance Report 2016
 ** IFC Report on Indian MSMEs (2015)



WHO

Typically family-run organizations that employ 1 - 10 people



WHY

MFIs not allowed to provide loans in this ticket size by RBI

Lack of comprehensive formal documentation of accounts, income and business transactions



WHY US

Methods and products designed to meet the customer requirement

Timely credit; feet-on-street model with transparent policies



LOAN PRODUCTS

MICROFINANCE INDUSTRY

- Loans from Rs. 15,000 – Rs. 35,000
- Tenure: 24 months
- Joint Liability
- Interest Rate: 25%

MSME INDUSTRY

Micro-Enterprise Loan

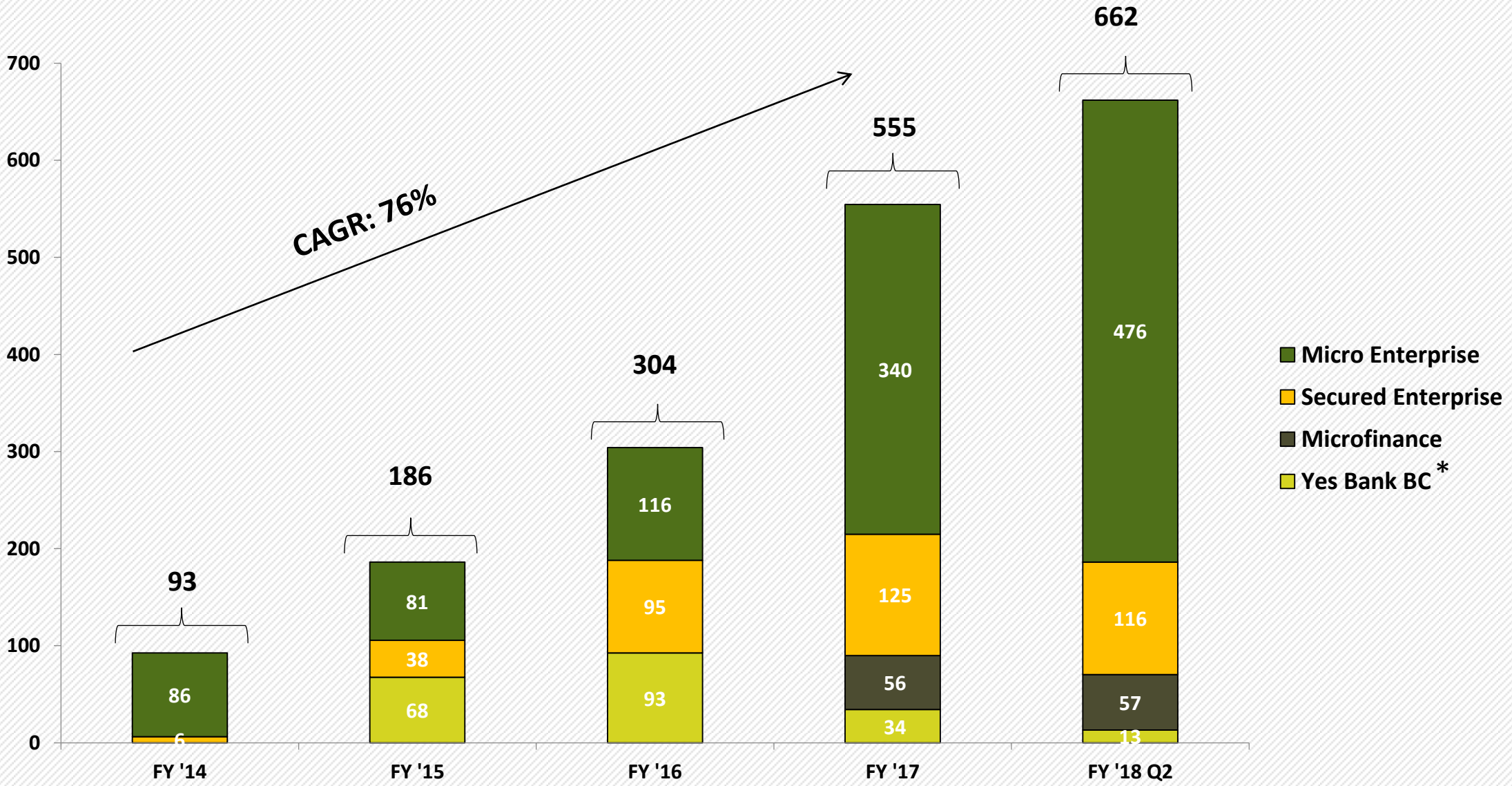
- Loans of Rs. 1,05,000
- Tenure: 36 months
- Joint Liability
- Interest Rate: 26%

Secured-Enterprise Loan

- Loans from Rs. 1,00,000 – Rs. 10,00,000
- Tenure: 36 – 48 months
- Secured by original property documents of client
- Interest Rate: 28% - 30%



PRODUCT UPDATE



* Microfinance Loan as a Business Correspondent

OPERATING MODEL



GEOGRAPHICAL PRESENCE

Existing States
Proposed States

PUNJAB
Branches: 38
Portfolio: 142 Crores

DELHI
Branches: 6
Portfolio: 16 Crores

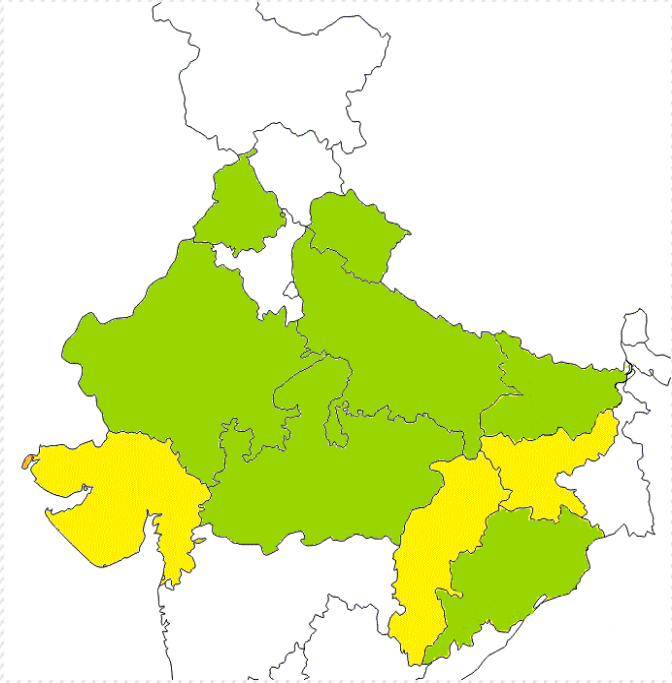
RAJASTHAN
Branches: 25
Portfolio: 68 Crores

UTTARAKHAND
Branches: 23
Portfolio: 61 Crores

MADHYA PRADESH
Branches: 22
Portfolio: 53 Crores

UTTAR PRADESH
Branches: 59
Portfolio: 320 Crores

GUJARAT



BIHAR
Branches: 5
Portfolio: 2 Crores

CHHATTISGARH

JHARKHAND

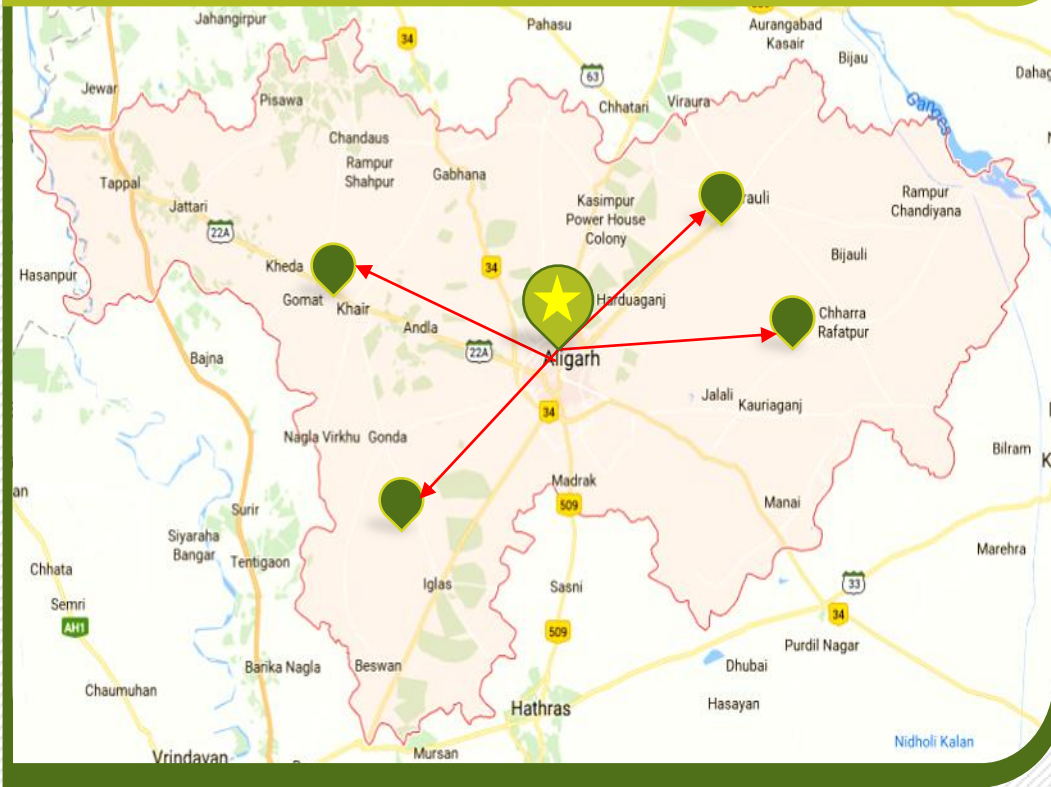
ODISHA
Branches: 4
Portfolio: 0.5 Crores



BRANCH NETWORK

HUB-AND-SPOKE MODEL

ALIGARH DISTRICT



DISTRICT LEVEL BRANCH



BLOCK LEVEL BRANCH

DISTRICT OFFICES

Aligarh



Bijnor



Khanpur

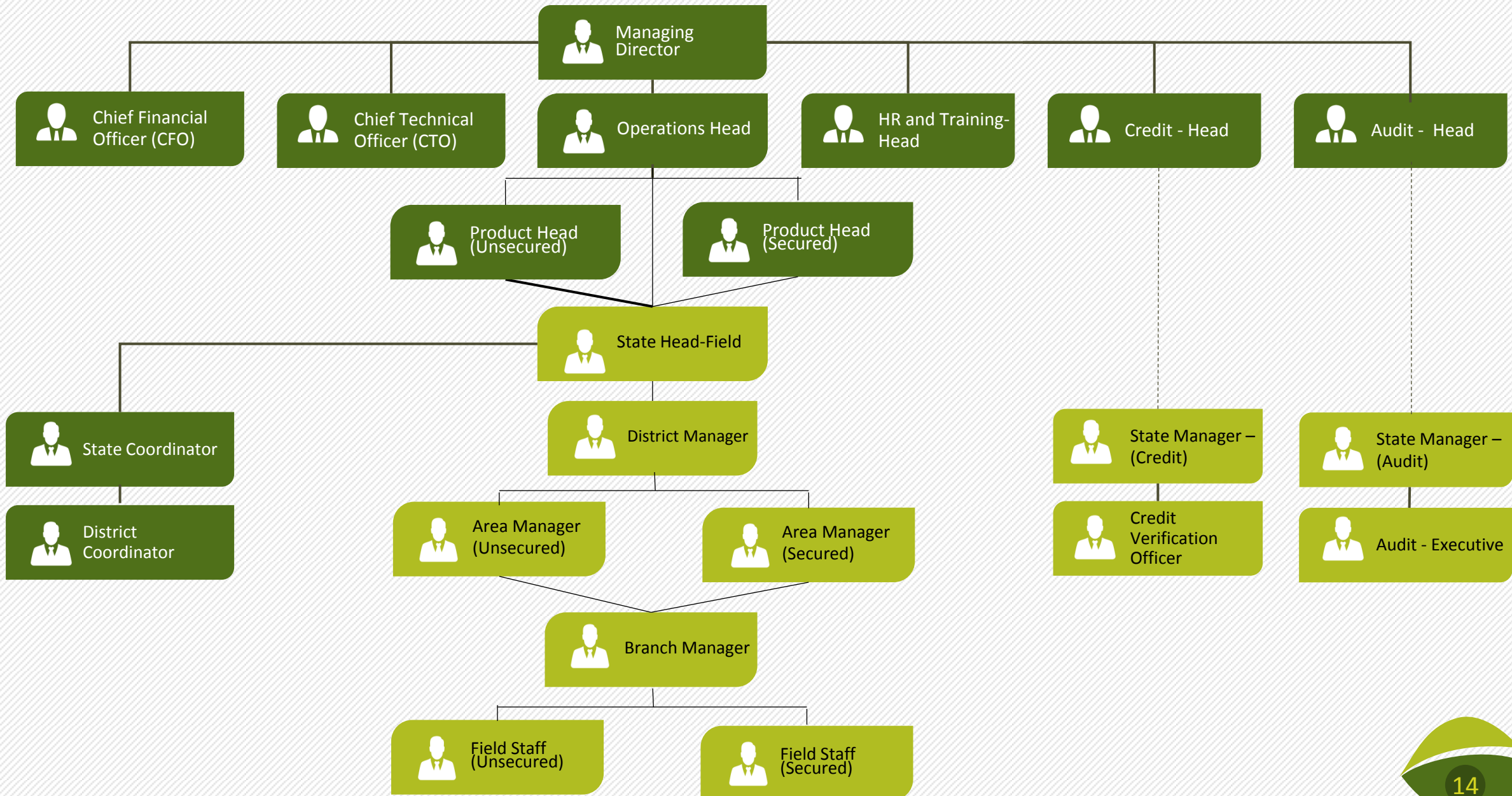


Sehore





ORGANIZATIONAL STRUCTURE





Cashless Disbursement for all products since April 2015



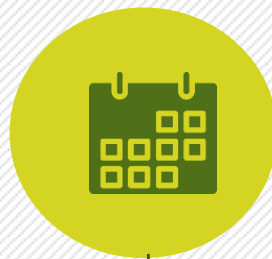
Staff empowered with smartphones with access to customized mobile application



Client on-boarding and in-principle approval from scanning of client's Aadhar card



Information available to staff for collections on real-time basis at remotest location in country



Paperless Audit and closing of EOD cashbook branch-wise at 6PM



One of the most technologically advanced NBFCs in this sector

RECOVERY UPDATE



CHAIN OF EVENTS

Received negligible repayments in UP, bordering branches of UKH

Even if client has paid 100% of installments since, reflecting as a NPA due to lagging installments of Nov, Dec, Jan, Feb

Demonitisation

UP Farm Loan Waiver Rumors

UP Election Results

Cow Slaughter Ban

GST Filing Date

8 Nov Dec Jan Feb Mar Apr May Jun Jul Aug Sep

AUM: 477Cr
 UP AUM: 342Cr
 % of AUM in UP: 72

Company decision to **focus on recovery** and **not restructure / give top up loans to any client**

15 January:
MP, RJ, PUN back to 100% collection efficiency

11 March:
Cash released back in system in UP.

Company decision to **make the client active** and not force on lagging installments

15 June:
UP collection efficiency at 95%.

Disbursements at pre-demonitisation levels.

Started operations in new states of **Bihar and Odisha**

AUM: 662Cr
 UP AUM: 320Cr
 % of AUM in UP: 48

Highest ever disbursement in a month (79C).

**UP collection efficiency at 96%.
 Company collection efficiency at 98.4%**

426 Crores of new loans disbursed with collection efficiency of 99.13% (January onwards)

STATEWISE COLLECTION EFFICIENCY

Rajasthan



Portfolio: 68 Crores

Sep '17
100%

Madhya Pradesh



Portfolio: 53 Crores

Sep '17
100%

Punjab



Portfolio: 142 Crores

Sep '17
100%

Uttar Pradesh



Portfolio: 320 Crores

Sep '17
96%

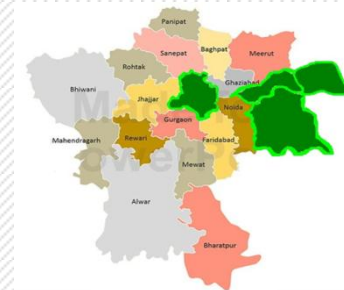
Uttarakhand



Portfolio: 61 Crores

Sep '17
93%

Delhi



Portfolio: 16 Crores

Sep '17
85%

Company-wide



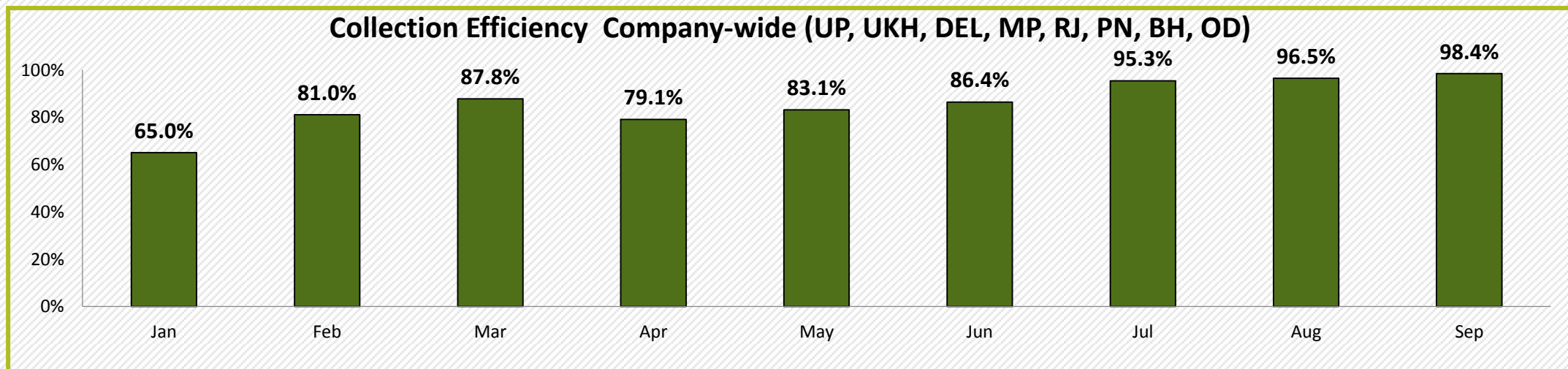
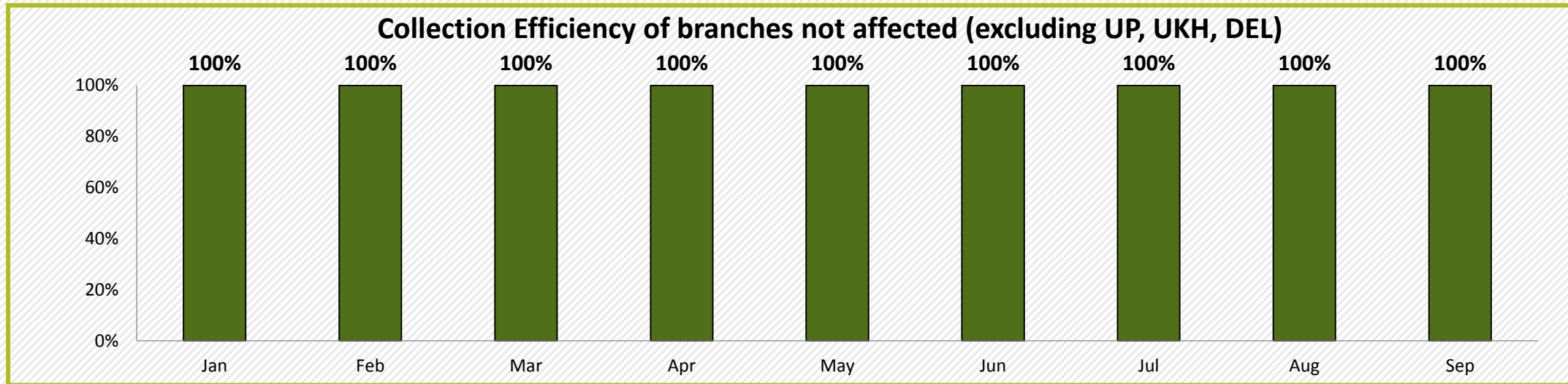
Portfolio: 662 Crores

Sep '17
98.4%



CUMULATIVE MONTHLY COLLECTION

Our collection efficiency in **MP, RJ, PUN, BIH, OD** has been **100% since January**. On including the branches affected by demonitisation, our collection efficiency has **reached pre-demonitisation levels of 98.4%**

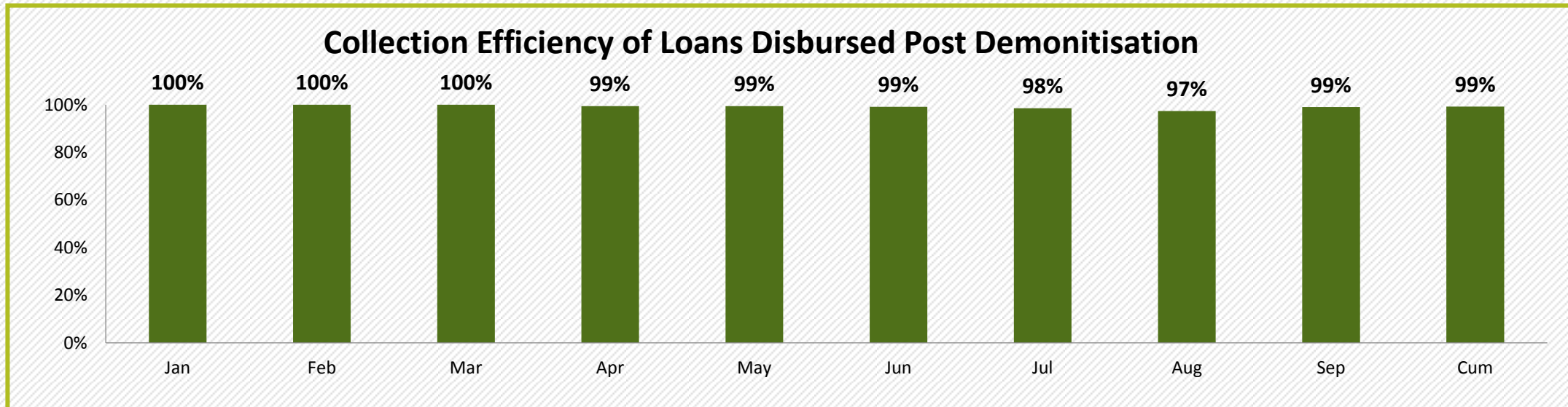
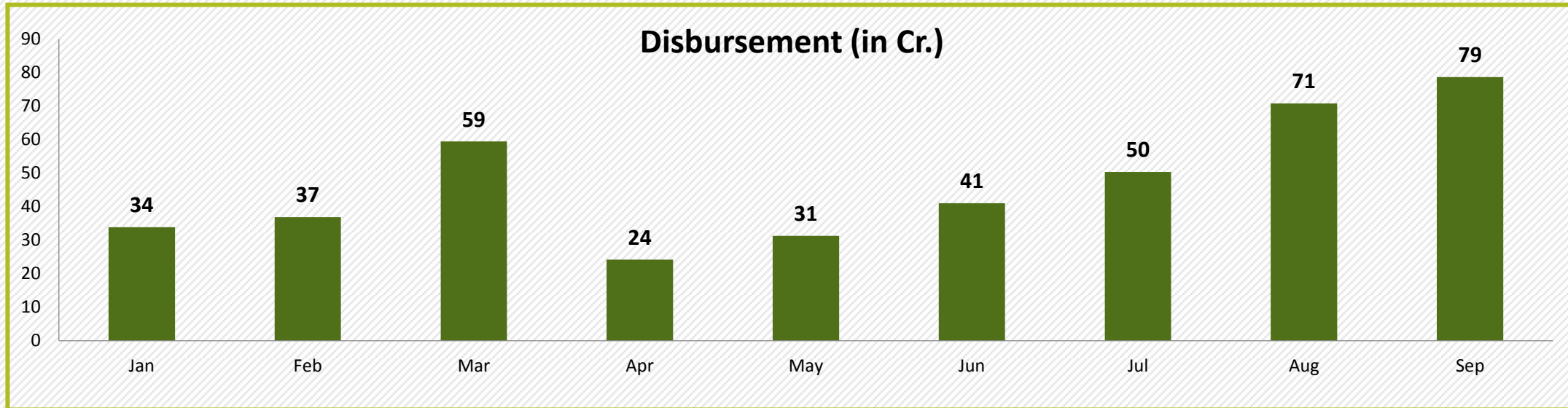




DISBURSEMENT & COLLECTION OF LOANS DISBURSED POST DEMONITISATION

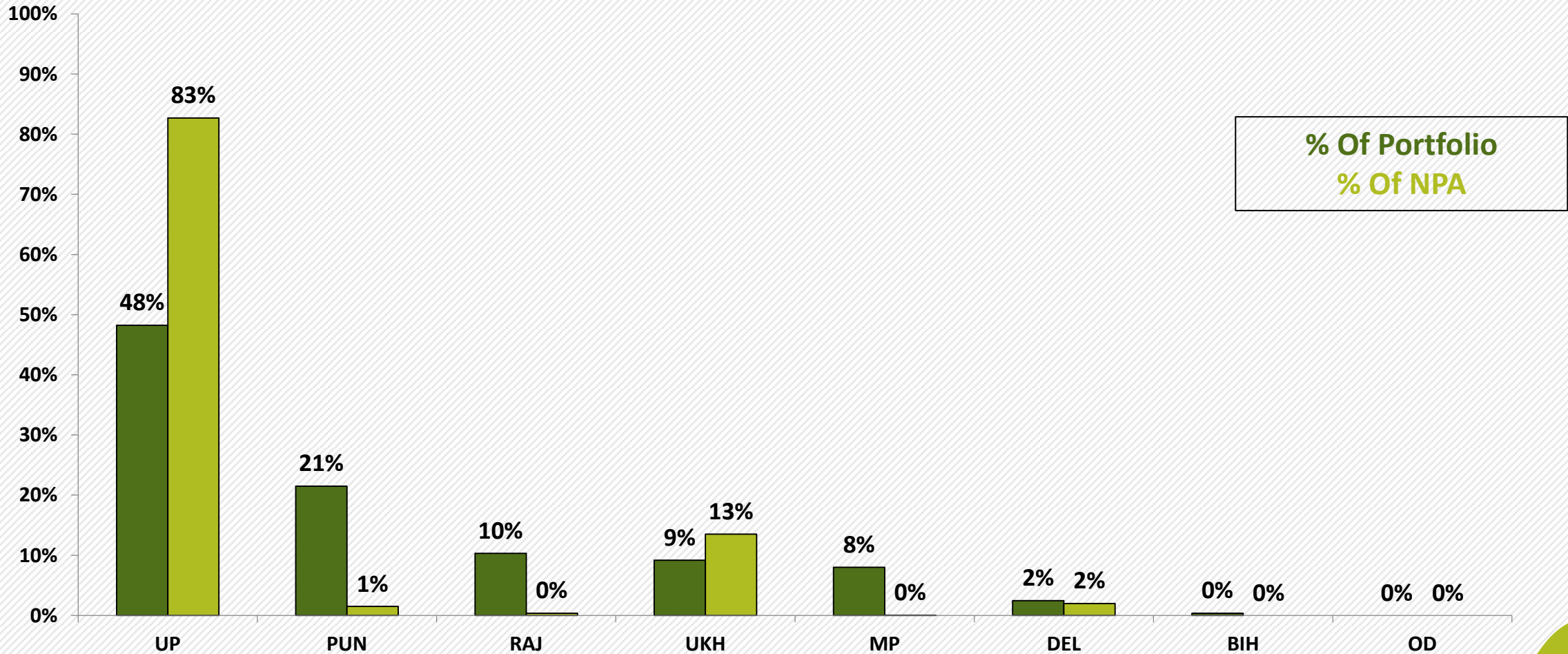
Since January 2017:

Capital Trust has disbursed **Rs. 426 Crores**. The collection efficiency of these new loans is **99.13%**



STATE-WISE PORTFOLIO AND NPA

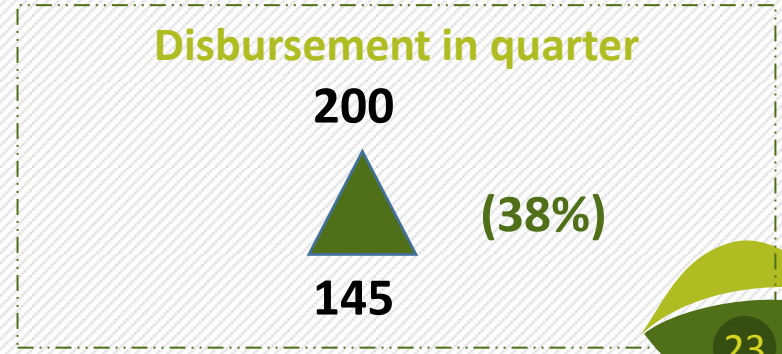
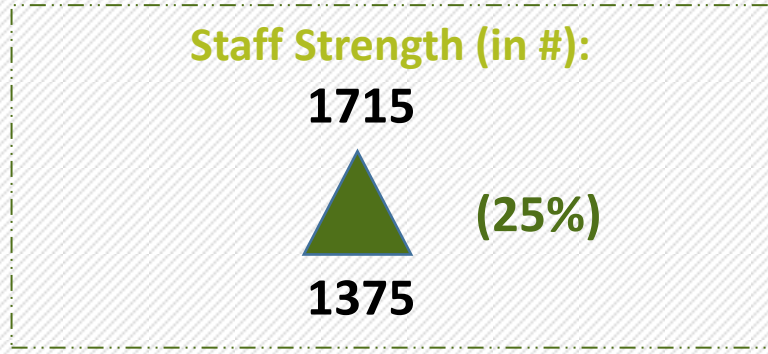
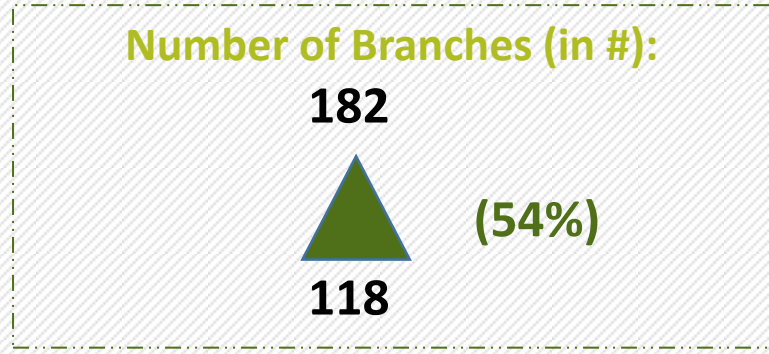
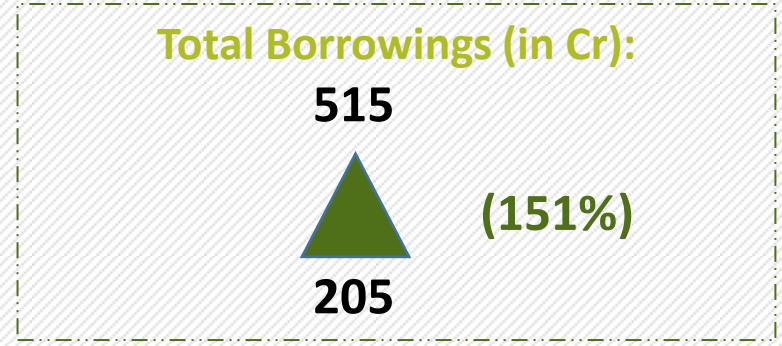
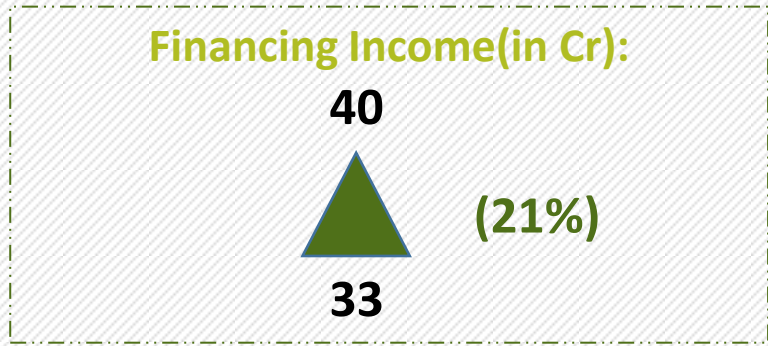
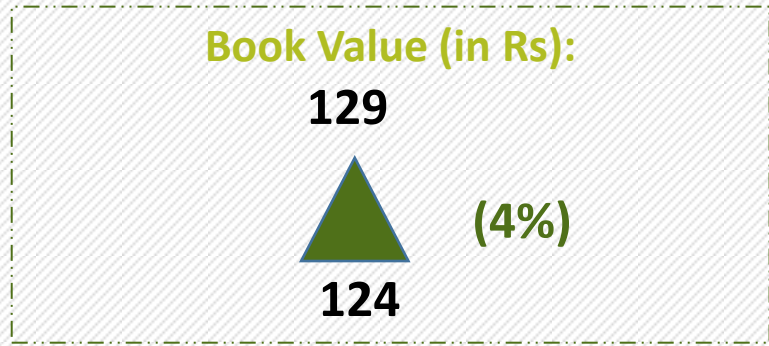
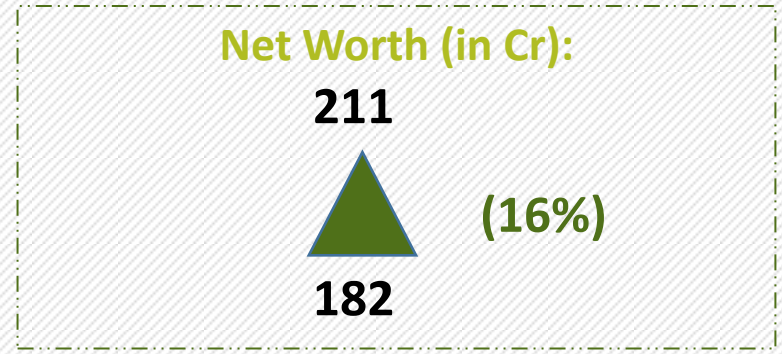
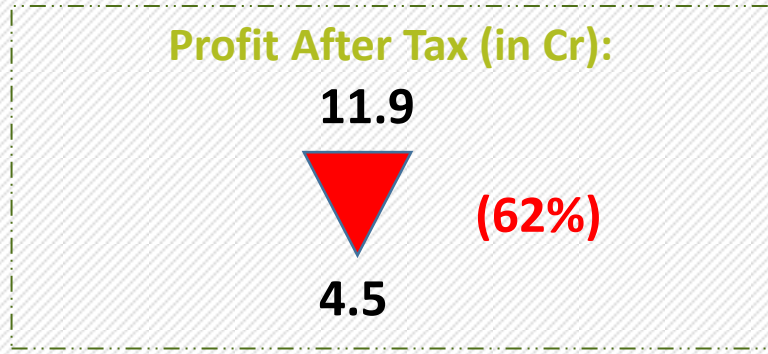
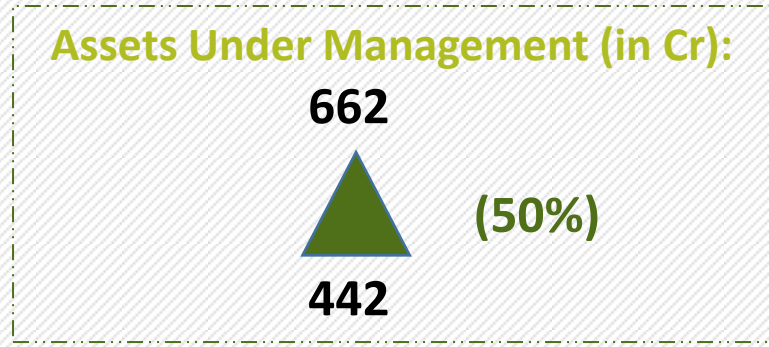
The company has been **reducing its exposure in Uttar Pradesh** as it was worst affected by the advent of demonitisation. From **74% of the portfolio as on 8 Nov, 2016**, UP contributes to **48% of the portfolio as on Q2 FY18**. The portfolio in UP is responsible for 83% of the company NPA



FINANCIALS



YEAR-OVER-YEAR GROWTH (Q2 FY18 vs Q2 FY17)

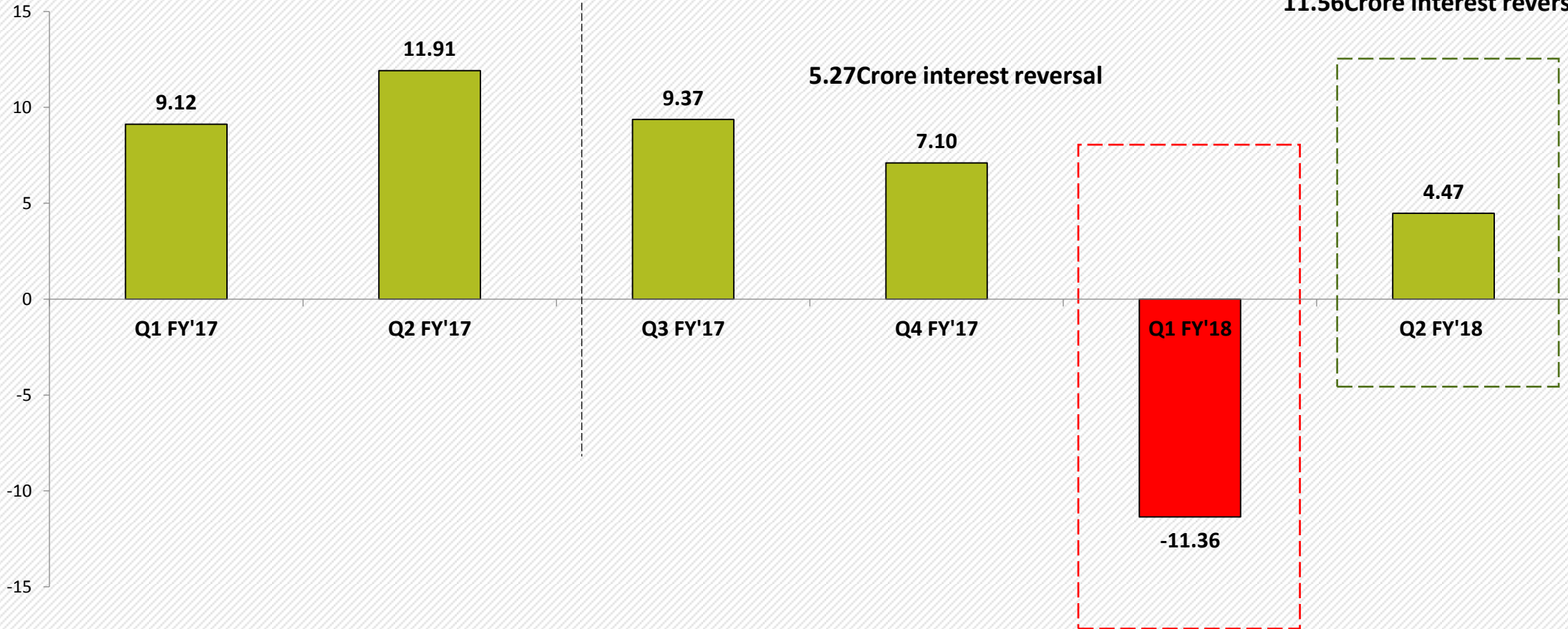




PROFIT AFTER TAX PERFORMANCE

RETURN TO PROFABILITY →

Demonitisation



11.56Crore interest reversal

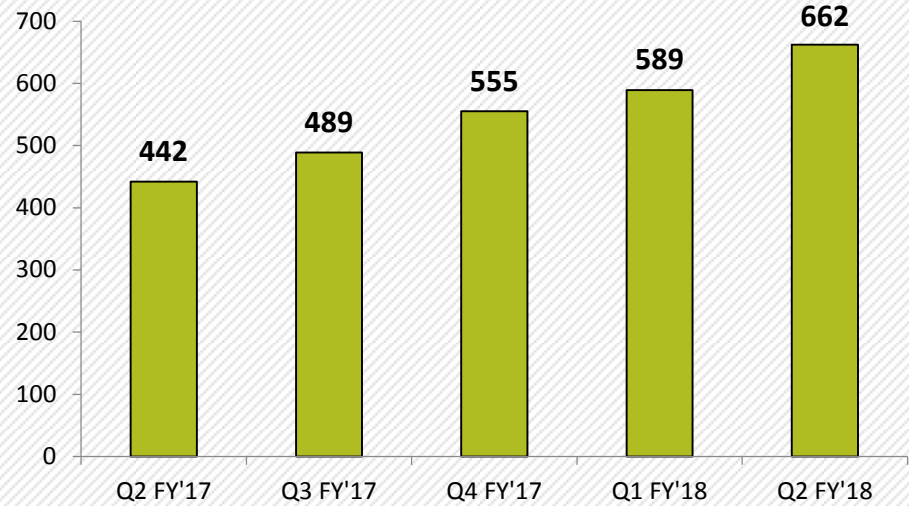
5.27Crore interest reversal

32Crore provision made

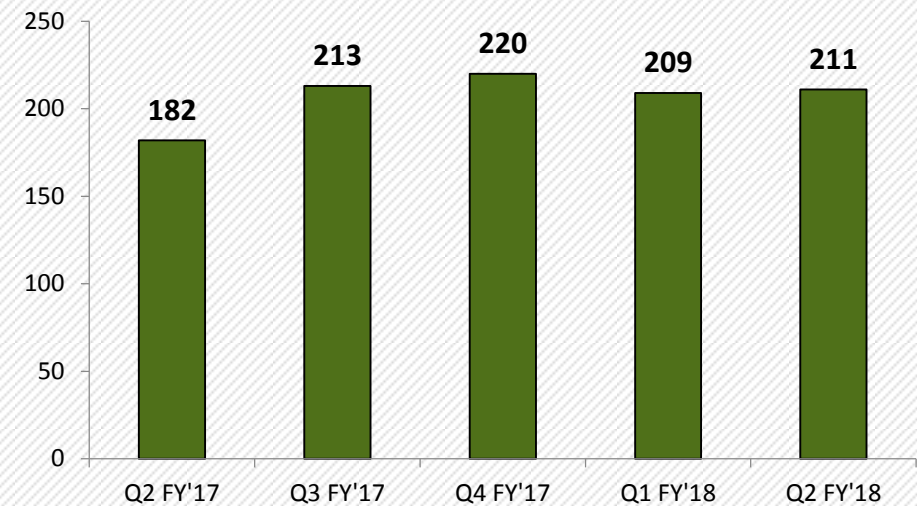


GROWTH ANALYTICS

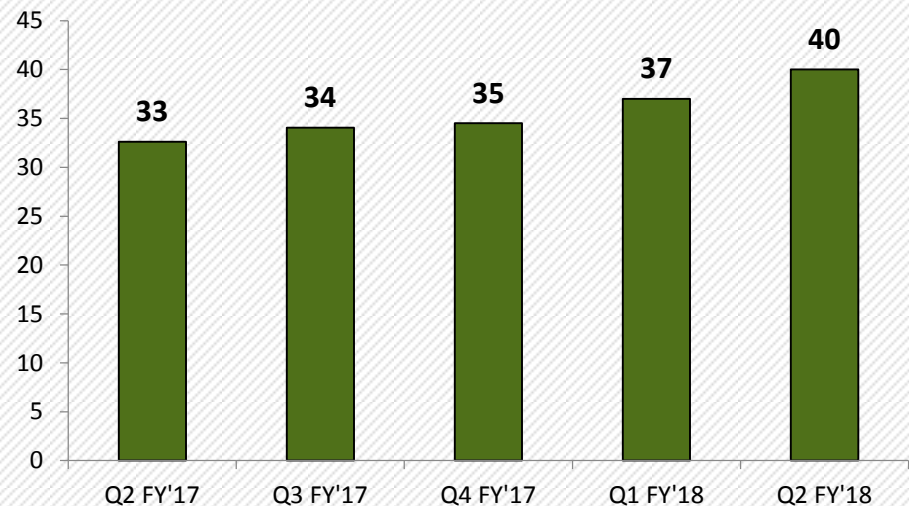
ASSETS UNDER MANAGEMENT (CR.)



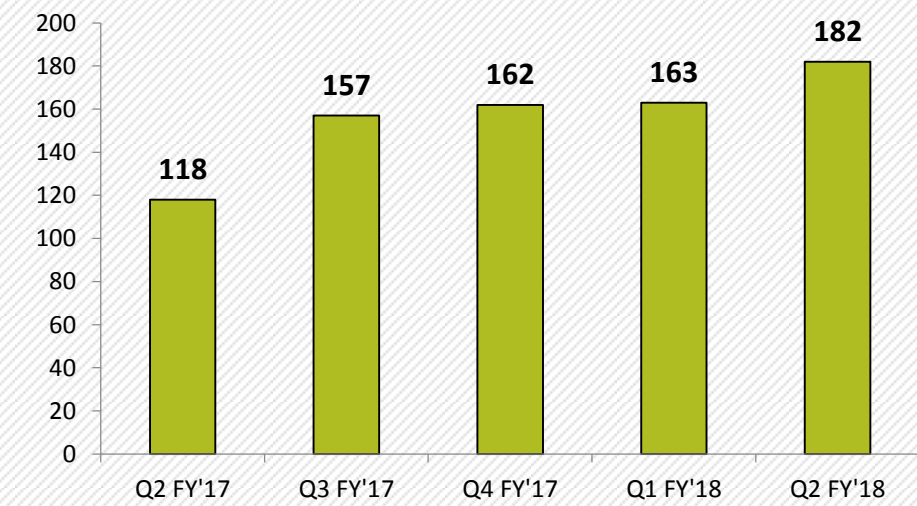
NET WORTH (CR.)



FINANCING INCOME (CR.)



BRANCHES





KEY FINANCIALS AND RATIOS

Line Item / Ratio	Q2 FY17	Q2 FY18	(YoY)	Q2 FY17	Q2 FY18	(QoQ)
Total Income	32.6	39.5	21%	37.0	39.5	7%
Total Expense (excluding tax)	14.0	32.6	134%	54.1	32.6	-40%
Profit / (loss) after tax	11.9	4.5	-62%	-11.4	4.5	139%
Net Worth	181.9	210.6	16%	209.0	210.6	1%

Micro-Enterprise Loan	224.3	475.7	112%	381.2	475.7	25%
Secured Enterprise Loan	117.2	116.0	-1%	125.2	116.0	-7%
Microfinance Loan	100.4	70.3**	-30%	82.6	70.3**	-15%
Total Assets Under Management (AUM)	441.8	661.9	50%	589.0	661.9	12%

Net Interest Margin	18.6%	11.5%*	-38%	13.3%	11.5%*	-13%
Operating Cost to AUM Ratio	6.8%	8.4%*	23%	6.8%	8.4%*	23%
Earnings Per Share (Diluted) (Rs.)	26.35	10.92	-59%	-0.28	10.92	4031%
Book Value Per Share (Rs.)	124.03	128.7	4%	127.8	128.7	1%
Return on Assets	9.9%	3.1%*	-69%	-6.8%	3.1%*	145%
Return on Equity	23.1%	8.3%*	-64%	-21.7%	8.3%*	138%
Cost of Borrowing	14.8%	13.5%	-9%	13.8%	13.5%	-2%
Capital Adequacy Ratio	61.4%	36.3%	-41%	39.1%	36.3%	-7%

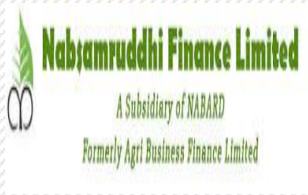
*Values Annualized

**Includes BC portfolio of 13Cr

PARTNERS



PARTNERS



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