

CFL/LS/095/2017-18

May 10, 2017

BSE Limited

Phiroze Jeejeebhoy Towers, Dalal Street, Fort,

Mumbai - 400 001.

Tel No.: 022 - 2272 2039/ 37/3121

BSE- Scrip Code: 532938

National Stock Exchange of India Limited

Exchange Plaza,

Bandra Kurla Complex, Bandra (East)

Mumbai - 400 051.

Tel No.: 022 - 2659 8237/38

NSE - Symbol - CAPF

Sub.: Investor Presentation for the quarter and financial year ended March 31, 2017

Dear Sir / Madam,

Please find enclosed a copy of Investor Presentation for the quarter and financial year ended March 31, 2017.

Please take the above on record and acknowledge receipt of the same.

FIRS

Thanking you,

Yours faithfully,

For Capital First Limited

Satish Gaikwad

Head - Legal, Compliance & Company Secretary

Recoence

Encl.: As above













CORPORATE PRESENTATION

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Glossary



AUM: Asset Under Management

Bn : Billion

CAR : Capital Adequacy Ratio

CCPS: Compulsorily Convertible Preference Shares

CFL: Capital First Limited

DII : Domestic Institutional Investor

FII : Foreign Institutional Investor

FPI: Foreign Portfolio Investor

HFC: Housing Finance Company

MSME: Micro, Small and Medium Enterprises

NBFC: Non-Banking Finance Companies

NCD : Non-Convertible Debentures

NHB: National Housing Bank

Mn : Million

NPA : Non Performing Assets

OPEX: Operating Expenditure

PAT: Profit After Tax

PBT: Profit Before Tax

QIP: Qualified Institutional Placement

RBI: Reserve Bank of India

Note: For purposes of this presentation, the exchange rate used for converting Rs to \$ has been assumed as 65 unless specified.



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Agenda

Capital First - Overview

- Capital First Ltd, listed in BSE and NSE, is a leading Indian Financial Institution specialising in providing debt financing to MSMEs and consumers in India.
- The founding theme of Capital First is that financing India's 50 million MSMEs and its emerging middle class, with a differentiated model, based on new technologies provides a large and unique opportunity.
- Capital First was founded in 2012 through a Management Buyout of an existing listed NBFC, and equity backing by a leading global private equity; in the process the company got new shareholders, reconstituted a new board, started new business lines, and created a new brand and entity called Capital First.
- Unlike traditional models of financing, Capital First has successfully created new models to finance MSMEs and Indian consumers, in the hitherto unbanked and under-penetrated segments. The Company uses a differentiated model, based on new technologies and deep analytics.
- With this differentiated approach, Capital First has financed over 3.5 million customers in more than 220 locations across India and built loan assets of Rs 198.24 Bn (USD 3.05 bn) as on March 31st, 2017, with 93% of its loan assets in the Consumer & MSME financing space.
- Capital First has maintained its asset quality sustainably over the years. The Gross and Net NPA of the Company is 0.95% and 0.30% respective as of 31 March 2017.



Company's Vision



To be a leading financial services provider- admired and respected for high corporate governance, ethics and values.



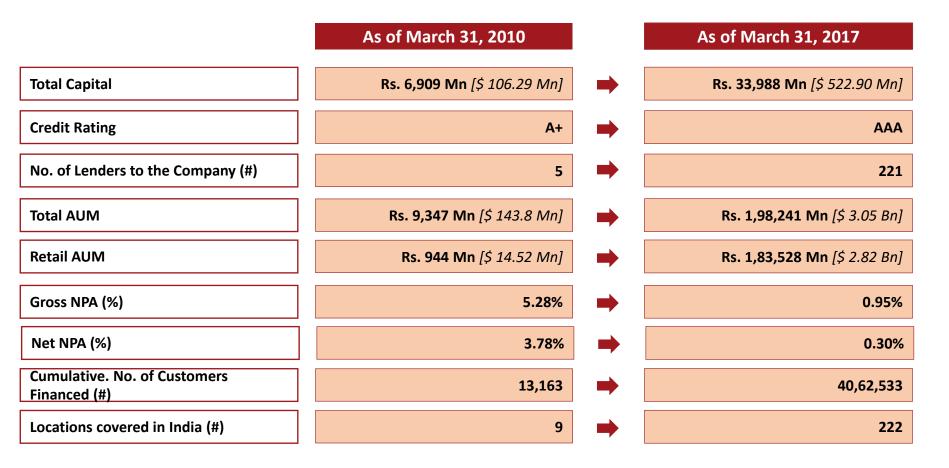
To primarily support the growth of MSMEs in India with debt capital through technology enabled platforms and processes



To finance the aspirations of the Indian Consumers using new-age analytics and technology solutions



Capital First- A transformed company in the last 7 years



..... With a strong foundation, the company is well set for growth in the coming years.



Strong Financial and Operating Parameters



Rs. 9.35 bn

\$ 0.14 bn

Wholesale

NBFC+

broking

subsidiary

10%

28%

Merged

subsidiary

NBFC with

two-wheeler

parent

Launched

financing

72%

Launched

durable

financing

Launched

Gold Loan

business

business

Divested

Forex

business with

credit scoring

3

Rs. 160.41 bn

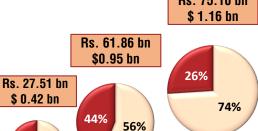


Rs. 198.24 bn \$ 3.05 bn

Capital First has transformed from a Wholesale Lending NBFC to a strong Retail Lending NBFC in the last 7 years...

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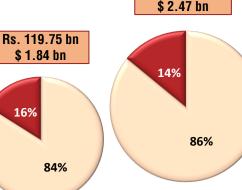






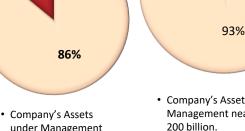


- subsidiary acquired HFC license from NHB
- · Closed Broking **Business**





- · Number of customers financed since inception crossed 1.0 million.
- Capital First raised Rs. 3,000 million of primary equity capital through QIP
- Total Capital (Tier1+Tier2) at Rs. 22.39 billion (post dividend) as of 31 March 2015
- Closed Gold Loan business



- under Management crossed Rs. 160.00 billion mark successfully.
- · Number of customers financed since inception crossed 2.25 million.
- Total Capital (Tier1+Tier2) at Rs. 27.39 billion as of 31 Mar, 2016
- Capital First Housing Loan Book crossed Rs. 3.99 billion



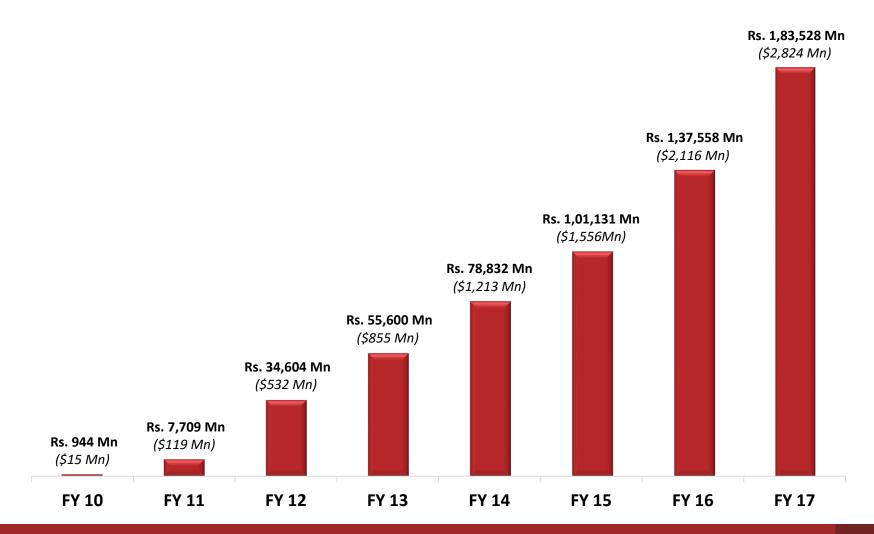
- · Number of customers financed since inception crossed 4.0 million
- Total Capital (Tier1+Tier2) at Rs. 33.99 billion as of 31 Mar, 2017.
- · Capital First Housing Loan Book crossed Rs. 6.12 billion

FY10 FY11 FY12 FY13 FY14 FY15 FY16 FY17





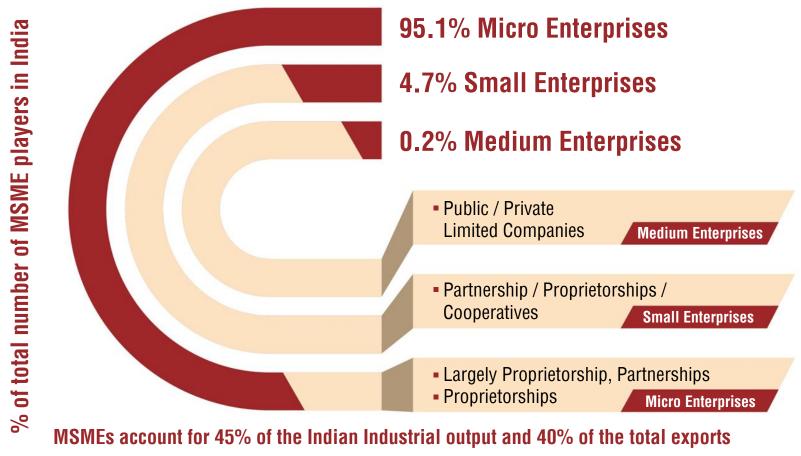
.....And emerged as a significant player in the Indian Retail Financial Services within 7 years of launch with Retail Loan Book crossing Rs. 183.53 bn (USD 2.82 Billion)





There exists a large opportunity to finance the MSME Segment in India

Micro, Small and Medium enterprises form a large part of the Indian Economy. They generate employment and act as a catalyst for socio-economic transformation in India. There are more than 29 million MSME enterprises across India employing more than 69 million people



Source: "Micro, Small and Medium Enterprise Finance in India – A Research Study on Needs, Gaps and Way Forward" by IFC, Nov 2012



MSME sector, especially the unorganized micro and small enterprises, lack in support from the existing ecosystem, especially financing...

Some of the key challenges faced by MSMEs in India are as mentioned below:

Challenges faced by the MSME sector

Absence of adequate and timely supply of finance for working capital

- High cost of credit
- Collateral Requirements
- Limited Access to Equity Capital
- Limited ability for expansion and modernization
- Lack of proper transportation and warehouse
- Squeezed by larger customers (principals) on delayed payment terms

Opportunity

- Total viable & addressable debt demand in MSME sector is Rs. 26 trillion out of which immediately addressable is Rs. 9.9 trillion
- Total viable & addressable working capital and capex demand is Rs. 9.9 trillion out of which short term i.e. < 1 year is Rs. 6 trillion

Solution offered by Capital First

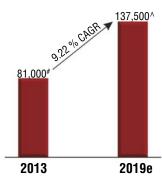
- Customised credit assessment and operations processes to meet the needs of the MSME segment against the security of property or cash flow of the customers
- Provide debt finance products to MSMEs and developing processes tailored to the MSME and consumer segment

Source: "Micro, Small and Medium Enterprise Finance in India – A Research Study on Needs, Gaps and Way Forward" by IFC, Nov 2012



The Indian Consumer financing market is a huge and growing opportunity.

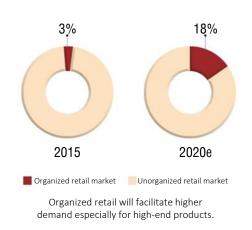
Rise in per capita income (Rs.)



Increase in disposable income to drive affordability for higher valued consumer durables

Replacement cycle of consumer products has reduced from **9-10** years 4-5 years

Rise in organized retail



Two wheeler industry



16.5 million

No of two wheelers sold in FY16

3.01% (Y-0-Y)

Growth in two wheelers sales for FY16

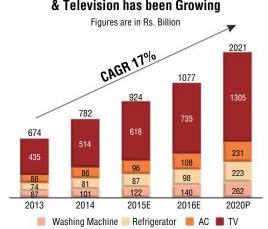
Urbanization and greater brand awareness

Urban Population to Rise

31% (2030e)(2011)

Urban consumers have started to perceive consumer durables as lifestyle products and are open to pay increased prices for branded products.

The market for white goods* & Television has been Growing



Note: #1USD = Rs. 54 (for March 2013), ^1USD = Rs. 62.5 (as on April 2015)

Source: MOSPI, EY study on Indian electronics and consumer durables April 2015, SIAM data



CFL has emerged as a Specialized Player in financing MSMEs by offering different products for their various financing needs

Typical Loan Ticket Size From CFL

Typical Customer Profile

Rs. 1.0 Mn - Rs. 20.0 Mn

To Small and Medium Entrepreneurs financing based on customised cash flow analysis and references from the SME's customers, vendors, suppliers.

Rs. 100K - Rs. 1.0 Mn

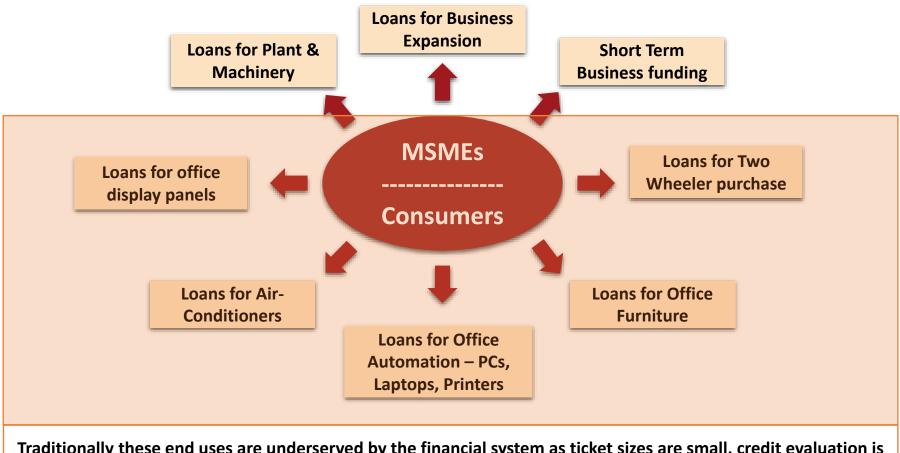
To Small Entrepreneurs/ partnership firms in need of immediate funds, for say, purchase of additional inventory for an unexpected large order.

Rs. 15K - Rs. 100K

To Micro business owners and consumers for purchase of office PC, office furniture, Tablets, Two-Wheeler, etc.



CFL provides financing to select segments that are traditionally underserved by the existing financing system



Traditionally these end uses are underserved by the financial system as ticket sizes are small, credit evaluation is difficult, collections is difficult, and business is often unviable owing to huge operating and credit costs.



Key Product Offerings

	Products	Key Features	Average Loan Ticket Size (Rs.)	Average Loan Tenor (Months)	Average Loan to Value Ratio (%)	Challenges
MSME Loans		 CFL provides long term loans to MSMEs after proper evaluation of cash flows. Backed by collateral of residential or commercial property. Monthly amortizing products with no moratorium. CFL also provides unsecured short tenure working capital loans to the MSMEs. 	7,400,000 (\$ 114,000)	60*	45%	Evaluation of cash flows is a key challenge for credit appraisal of MSMEs
Two Wheeler Loans		CFL provides financing to salaried segment as well as self employed individuals like small traders, shop keepers for purchase of new two-wheelers.	53,000 (\$815)	24	72%	High collection cost as the collection efforts required are significant due to small ticket size and large number of customers running into millions. Operating expenditure is also very high.
Consumer Durable Loans		■ CFL provides financing to salaried and self- employed customers for purchasing of LCD/LED panels, Laptops, Air-conditioners and other such white good products. They are also availed by small entrepreneurs for official purposes.	22,000 (\$338)	12	77%	High collection cost as the collection efforts required are significant due to small ticket size and large number of customers running into millions. Operating expenditure is also very high.

Note: All the loan product related figures are for the period FY17

* On actuarial basis



CFL is structured with inherent checks and balances for effective risk management

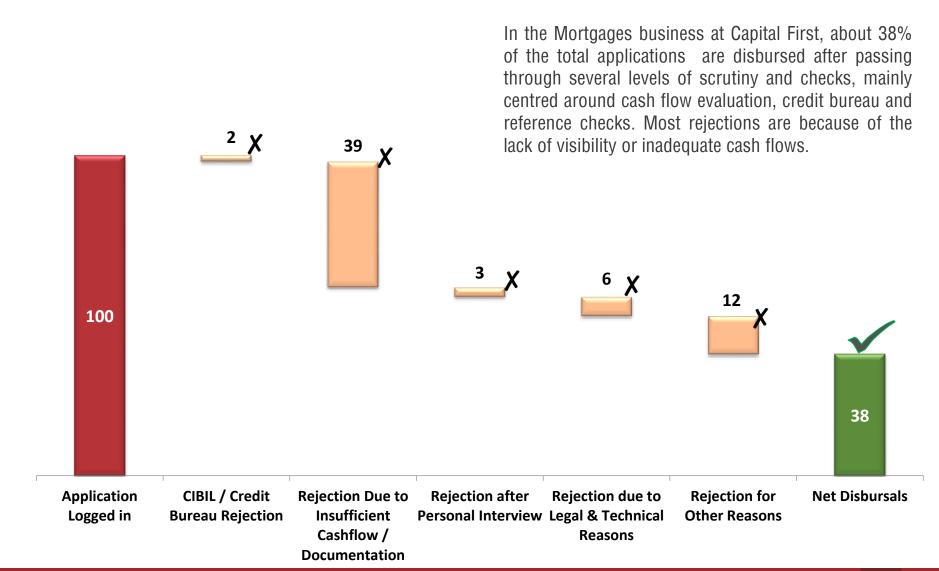


Sales, credit, operations and collections are independent of each other, with independent reporting lines for checks and balances in the system



Rigorous Credit Underwriting Process helps in maintaining high asset quality

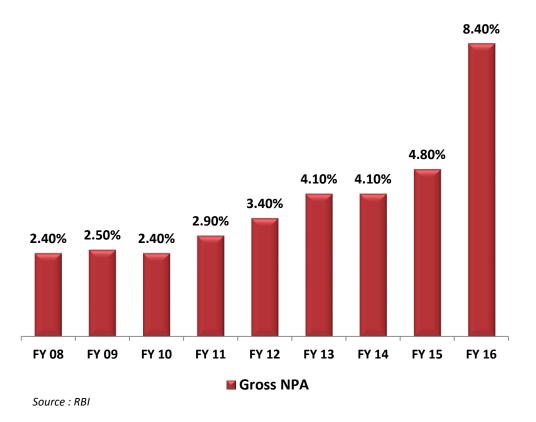
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CFL's Asset Quality is among one of the best in the Indian Financial Services Industry, even during difficult macro-economic periods.

NPA Trends for the Banks in India



SNumbers above represent weighted averages based on respective loan book for the top 10 listed banks and NBFCs in India, ranked by assets based on the published financials.



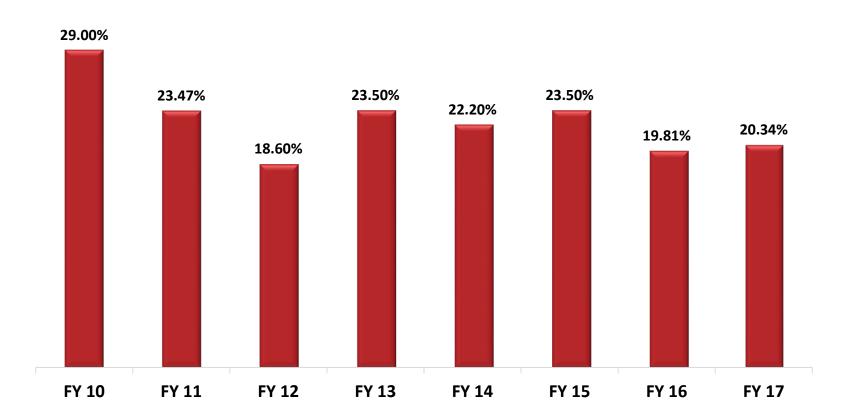






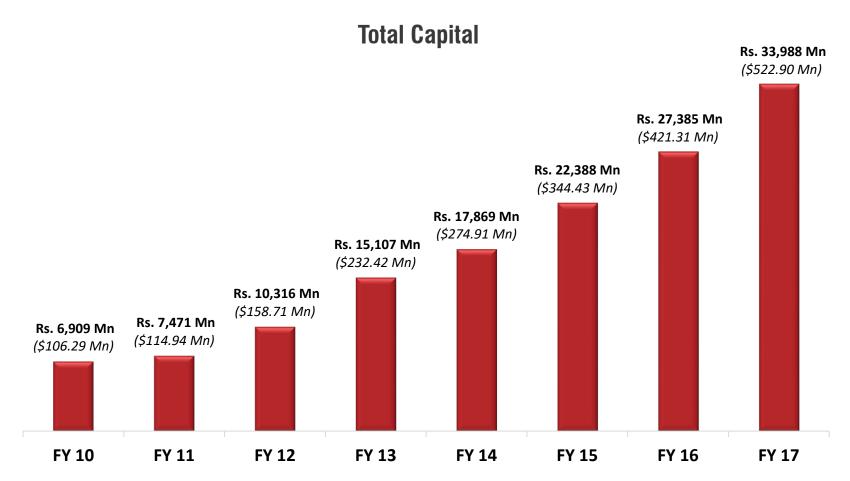
CFL has maintained a Capital Adequacy significantly higher than regulatory requirements over the years.

Capital Adequacy Ratio (CAR)





Total Capital of the Company has grown consistently and significantly over the years to Rs. 33.99 Bn



Note: Capital includes Networth, Perpetual Debt and Sub-Debt

Executive Chairman, Capital First.



Mr. V. Vaidyanathan founded Capital First Ltd by first acquiring an equity stake in an existing NBFC, changing the business model, and then executing a Management Buyout by securing an equity backing of Rs. 8.10 billion in 2012 from PE Warburg Pincus which included (a) buyout of majority and minority shareholders through Open Offer to public; (b) Fresh capital raise of Rs. 1.00 billion into the company; (c) Reconstitution of the Board of Directors (d) Change of business from wholesale to retail lending; (e) Creation of a new brand "Capital First". Post the buyout he holds shares and options totalling 10.7% of the equity of the company on a fully diluted basis.

He believes that financing India's 50 million MSMEs and India's emerging middle class, with a differentiated model based on new technology platforms, offers a unique opportunity in India. As part of this belief, on acquiring control of the management, he exited legacy businesses of Real estate financing, Foreign Exchange, Broking, Wealth management, Investment management and instead transformed the company into a large retail financing institution with operations in 222 locations across India. Between March 2010 to March 2017, he has grown the retail financing book from Rs. 0.94 billion (\$14 Mn) to Rs. 183.53 billion (\$2.82 Bn) ,has grown the Equity Capital from Rs. 6.90 billion (\$106 Mn) to Rs. 33.99 billion (\$523 Mn) ,reduced Gross NPA from 5.36% to 0.95%, got the long term credit rating upgraded 4 notches from A+ to AAA. The market cap of the company has increased from Rs. 7.90 billion (\$122 Mn) in March 2010 to Rs. 76.00 billion (\$1.17 Bn) in March 2017.

He joined ICICI Limited in early 2000 when it was a Domestic Financial Institution (DFI) and the retail businesses he built helped the transition of ICICI from a DFI to a Universal Bank. He built the Retail Banking Business for ICICI Limited since its inception, and grew ICICI Bank to 1400 Bank branches in 800 cities, 25 million customers, a vast CASA and retail deposit base, branch, internet and digital banking, built a retail loan book of over Rs. 1.35 trillion (\$20 Bn) in Mortgages, Auto loans, Commercial Vehicles, Credit Cards, Personal Loans. He also built the SME business and managed the Rural Banking Business. These businesses helped the conversion of the institution to a universal bank renowned for retail banking.

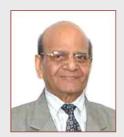
He was earlier the MD and CEO of ICICI Prudential Life Insurance Co (2009) and an Executive Director on the Board of ICICI Bank (2006). He was also the Chairman of ICICI Home Finance Co. Ltd (2006), and served on the Board of CIBIL- India's first Credit Bureau (2005), and SMERA- SIDBI's Credit Rating Agency(2005). He started his career with Citibank India in 1990 and worked there till 2000 in consumer banking.

During his career, he and his organization have received a large number of domestic and international awards including the prestigious CNBC Asia Innovative company of the year IBLA-2017, Economic Times Most Promising Business Leaders of Asia Asian Business Leaders Conclave 2016, Malaysia, 'Outstanding Entrepreneur Award' in Asia Pacific Entrepreneurship Awards 2016, Greatest Corporate Leaders of India- 2014, Business Today – India's Most Valuable Companies 2016 & 2015, Economic Times 500 India's Future Ready Companies 2016, Fortune India's Next 500 Companies 2016, Dun & Bradstreet India's Top 500 Companies & Corporates 2016 & 2015, "India's most trusted financial brand – 2016" by WCRC Leaders Asia, "Best Retail bank in Asia 2001", "Excellence in Retail Banking Award" 2002, "Best Retail Bank in India 2003, 2004, and 2005" from the Asian Banker, "Most Innovative Bank" 2007, "Leaders under 40" from Business Today in 2009, and was nominated "Retail Banker of the Year" by EFMA Europe for 2008. He is an alumnus of Birla Institute of Technology and Harvard Business School and is a regular contributor on Financial and Banking matters in India and international forums.

He is a regular marathoner and has run 23 marathons and half marathons. He lives in Mumbai with his family of father, wife and three children.

6

Eminent Board of Directors



N.C. Singhal Independent Director

Former Vice Chairman & Managing Director of SCICI Ltd. (Since merged with ICICI Ltd.)

He holds Post graduate qualifications in Economics, Statistics and Administration and was awarded the united Nations Development Programme Fellowship for Advanced Studies in the field of Project Formulation and Evaluation, in Moscow and St. Petersburg.

He has 55 years of experience in Corporate sector.



Hemang Raja Independent Director

Former Managing Director & CEO of IL&FS Investsmart Itd.

He has served on the executive committee of the Board of the National Stock Exchange of India Limited and also served as a member of the Corporate governance Committee of the BSE Limited.

He is an MBA from Abilene Christian university, Texas, with a major emphasis on finance and an Alumni of Oxford university, UK.

He has a vast experience of over 35 years in financial services.



M S Sundara Rajan Independent Director

Former Chairman & Managing Director of Indian Bank.

He is a Post graduate in Economics from university of Madras with specialisation in Mathematical Economics. National Income and Social Accounting.

He has a total experience of over 39 years in the Banking Industry.



Dr. Brinda Jagirdar Independent Director

Former Chief Economist of State Bank of India.

She is an independent consulting Economist with specialisation in areas relating to the Indian economy and financial intermediation.

She is a Ph.D in Economics. university of Mumbai, M.S. in Economics from the university of California at Davis, USA, MA in Economics from Gokhale Institute of Politics and Economics, Pune and BA in Economics from Fergusson College, Pune.

She has over 35 years of experience in banking industry.



Dinesh Kanabar Independent Director

Former Deputy CEO of KPMG in India and Chairman of its Tax practice. Presently, he is the CEO of Dhruva Advisors LLP. He has handled some of the biggest tax controversies in India and has advised on complex structures for both inbound and outbound investments.

He is a Fellow Member of the ICAI.

He has over 25 years of experience advising some of the largest multinationals in India.

6

Eminent Board of Directors



Vishal Mahadevia Non-Executive Director

He is the Managing Director & Co-Head, Warburg Pincus India Private Ltd.

Previously, he has worked with Greenbriar Equity group, Three Cities Research, Inc., and McKinsey & Company.

He is a B.S. in Economics with a concentration in finance and a B.S. in Electrical Engineering from the university of Pennsylvania.

He has 21 years of experience in Corporate sector across the globe



Narendra Ostawal Non-Executive Director

He is the Managing Director of Warburg Pincus India Private Limited.

Earlier, he has worked with 3i India Private Limited (part of 3i group PLC, UK) and McKinsey & Company.

He holds a Chartered Accountancy degree from ICAI and an MBA from IIM, Bangalore.

He has 13 years of experience in consulting and private equity segment.



Apul Nayyar **Executive Director**

He is an Executive Director responsible for Retail and SME businesses at Capital First Limited.

Previously, he has worked in leadership positions across companies like India Infoline(IIFL), Merrill Lynch and Citigroup.

Apul is a qualified Chartered Accountant. He has successfully concluded Global Program for Management Development (GPMD) from Ross School of Business, Michigan, USA.

He has more than 18 years of experience in the Financial Services Industry.



Nihal Desai **Executive Director**

He is an Executive Director responsible for Risk, IT and Operations at Capital First Limited

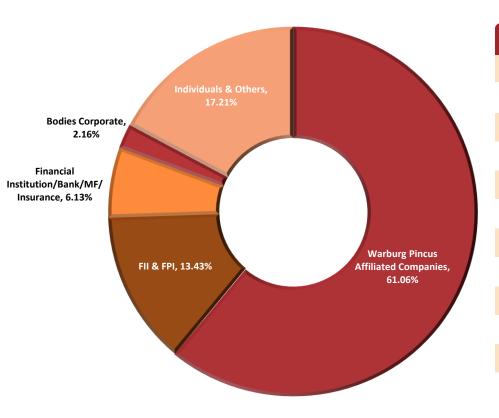
He has also worked with Serco India as Managing Director and developed new markets for its core and new BPO business.

With an Engineering degree in Computer Science and Post Graduate degree in management, he has been part of numerous management trainings from institutes like Wharton and IIM-Ahmedabad.

He has more than 20 years of work experience in the Financial Services domain.



Reputed marquee FIIs and DIIs have invested in CFL



Key Shareholders

Warburg Pincus, through its affiliate entities

V. Vaidyanathan

GIC, Sovereign Wealth Fund, Singapore & Affiliates

Government Pension Fund Global, Norway

Goldman Sachs Asset Management

Birla Asset Management

HDFC Standard Life Insurance

One North Capital, Singapore

Jupiter Asset Management

Canara HSBC Oriental Bank of Commerce Life Insurance

Ashburton Limited

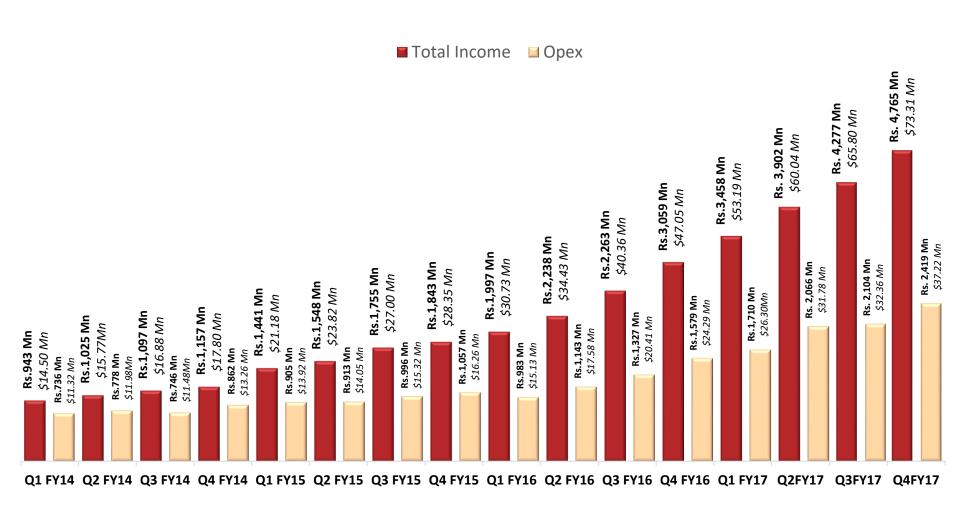
DNB (Den Norske Bank, Norway) Asset Management

Total # of shares as of 31 March 2017: 9,74,22,069

Book Value per Share: Rs. 236 (\$3.64)

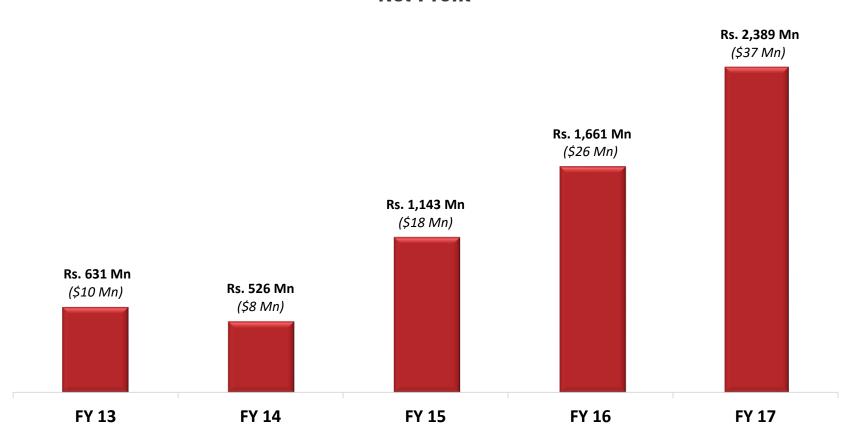
Income growth has continued to outpace growth in Operating Expenses, resulting in increasing operating leverage over the years...

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...Resulting in consistent increase in profits

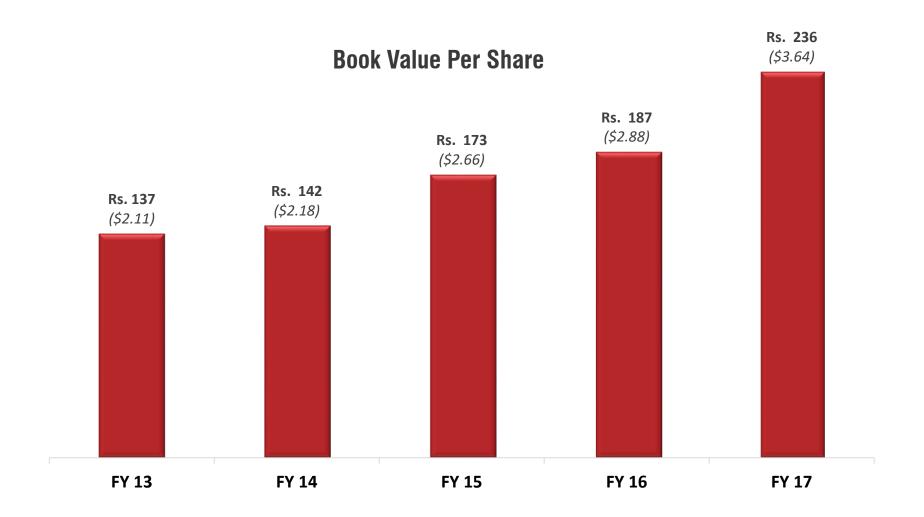
Net Profit





Book Value per share for the Company has increased every year accordingly...

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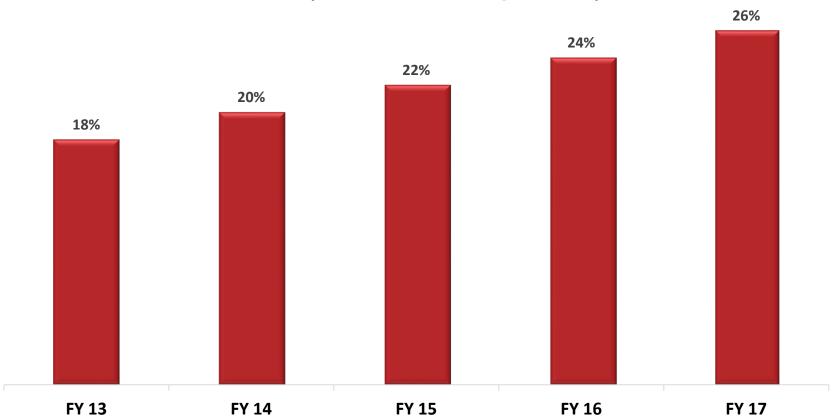
The Market Cap of the Company has grown steadily over the years...

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The Company has been a dividend paying Company throughout...

Dividend (as % of face value per share)





Consolidated Profit & Loss

Corresponding quarter (Q4-FY17 vs. Q4-FY16)

Particulars	Q4-FY17	Q4-FY16	% Change
Interest Income	6,549	5,075	29%
Less: Interest Expense	2,804	2,524	11%
Net Interest Income (NII)	3,745	2,551	47%
Fee & Other Income	1,020	508	101%
Total Income	4,765	3,059	56%
Opex	2,149	1,579	53%
Provision	1,264	766	65%
PBT	1,082	714	52%
Tax	374	239	56%
PAT	708	475	49%

1 OVERVIEW OF THE COMPANY

2 CHANGING ASSET COMPOSITION

PRODUCT OFFERING CREDIT PROCESSES

CAPITAL POSITION

5

BOARD OF DIRECTORS

SHAREHOLDING Pattern 8 FINANCIAL RESULTS



Consolidated Profit & Loss

Corresponding Year (FY17 vs. FY16)

		gu	. co a. c c a co opec ca
Particulars	FY17	FY16	% Change
Interest Income	24,615	17,153	43%
Less: Interest Expense	11,607	8,973	29%
Net Interest Income (NII)	13,008	8,181	59%
Fee & Other Income	3,395	1,737	95%
Total Income	16,403	9,918	65%
Opex	8,299	5,032	65%
Provision	4,530	2,365	92%
PBT	3,574	2,521	42%
Tax	1,185	860	38%
PAT	2,389	1,661	44%

1 OVERVIEW OF THE COMPANY

2 CHANGING ASSET COMPOSITION

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BOARD OF DIRECTORS

SHAREHOLDING Pattern 8 FINANCIAL RESULTS



Consolidated Profit & Loss

	_	FY	14			FY15 FY16			FY17							
Particulars	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Interest Income	2,212	2,408	2,581	2,660	3,047	3,234	3,470	3,489	3,590	3,966	4,522	5,075	5,539	6,112	6,415	6,549
Less: Interest Expense	1,481	1,587	1,668	1,732	1,895	1,928	2,046	2,008	1,986	2,116	2,346	2,524	2,760	2,961	3,082	2,804
Net Interest Income (NII)	731	794	913	928	1,152	1,306	1,424	1,481	1,603	1,850	2,176	2,551	2,779	3,151	3,333	3,745
Fee & Other Income	212	203	184	229	290	242	331	362	394	388	447	508	679	751	944	1,020
Total Income	943	1,024	1,098	1,157	1,441	1,548	1,755	1,843	1,997	2,238	2,623	3,059	3,458	3,902	4,277	4,765
Opex	736	777	746	862	905	913	996	1,057	983	1,143	1,327	1,579	1,710	2,066	2,104	2,149
Provision	133	132	183	62	212	218	306	318	508	471	619	766	995	1,031	1,239	1,264
PBT	74	115	169	233	325	417	453	468	506	624	677	714	753	805	934	1,082
Tax	19	43	68	-66	116	146	154	103\$	175	213	232	239	261	229	320	374
PAT	55	72	101	299	208	271	299	365	331	410	445	475	492	576	614	708

Consolidated Balance Sheet

Particulars	As on Mar 31, 2017	As on Mar 31, 2016
SOURCES OF FUNDS		
Net worth	23,038	17,035
Loan funds	1,41,081	119,549
Total	1,64,119	136,584
APPLICATION OF FUNDS		
Fixed Assets	646	292
Deferred Tax Asset (net)	722	546
Investments	437	416
Current Assets, Loans & Advances		
Loan Book	1,50,914	126,666
Other current assets and advances	23,858	17,330
Less: Current liabilities and provisions	(12,458)	(8,666)
Net current assets	1,62,313	135,329
Total	1,64,119	136,584

Thank You



INVESTOR CONTACT

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