

February 04, 2019

To,

BSE LIMITED	NATIONAL STOCK EXCHANGE OF
P J Towers	INDIA LIMITED
Dalal Street, Fort,	Listing Department
Mumbai 400 001	Exchange Plaza, 5th Floor,
	Bandra-Kurla Complex,
	Bandra (East),
	Mumbai – 400 051
Company Code No.: 531595	Company Code: CGCL

Dear Sir / Madam,

Sub: Disclosure under Regulation 30 (6) read with Para A of Part A of Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ('SEBI Listing Regulations 2015') - Earnings Presentation

We are enclosing herewith a copy of the "Q3 Earning Presentation & Liquidity Update" Presentation for your reference and the same is uploaded on the Company's website www.capriglobal.in.

We request you to kindly take the same on record.

Thanking you,

Yours faithfully,
For CAPRI GLOBAL CAPITAL LIMITED

(HARISH AGRAWAL)
SENIOR VICE PRESIDENT & COMPANY SECRETARY

Encl.: as above





# **Fulfilling Dreams,**Uplifting Lives

Q3 Earnings Presentation & Liquidity Update

04 February, 2019

### Disclaimer

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# Capri Global Capital: An Introduction

- A diversified Non-Banking Financial Company (NBFC) with presence across high growth segments like MSME, Construction Finance, Affordable Housing and Indirect Retail Lending segments
- Promoted by first generation entrepreneur, Mr. Rajesh Sharma, Capri Global Capital Limited (CGCL) is **listed** on BSE and NSE
- Strong focus on MSMEs the key growth drivers of the economy; have financed about 9,000 businesses across several states in India ranging from restaurants to small manufacturing units to traders to private schools
- Affordable Housing Finance business, aligned with the Government's Flagship scheme under the 'Housing For All by 2022' mission 'Pradhan Mantri Awas Yojna (PMAY)', has already empowered about 6,000 families to realise the dream of owning their own home
- Committed workforce of over 1,850+ employees with a branch presence at **82 locations in 8 states** majorly across North and West India
- Strong governance and risk-control framework with scrutiny at multiple levels
  - ☐ Statutory Auditor : **Deloitte Haskins & Sells LLP**
  - ☐ Internal Auditor: EY

# Capri Global Capital: Banking the Unbanked

#### 9MFY19 At A Glance

Total AUM<sup>\*</sup>

INR 36.82 billion

MSME AUM

INR 18.22 billion

CF + IRL AUM

INR 12.45 billion

HL AUM

INR 6.15 billion

Total Disbursements

INR 17.4 billion

PAI

INR 0.86 billion

Net Worth

INR 13.44 billion

As on 31st Dec'18

\*Total AUM includes Housing Finance AUM; Employees & Branches as on date

14,500+

**Live Accounts** 

1,850+

**Employees** 

8

States

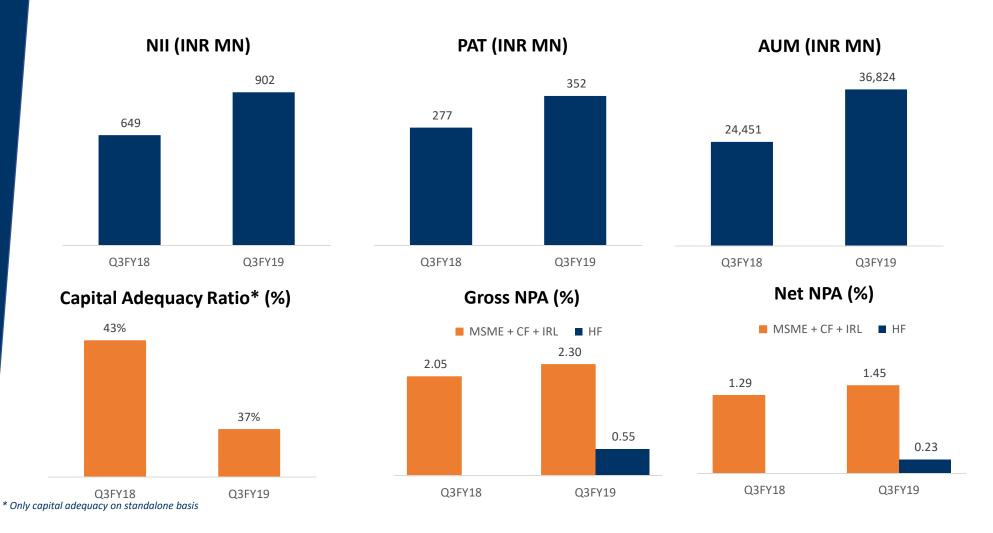
82

Branches

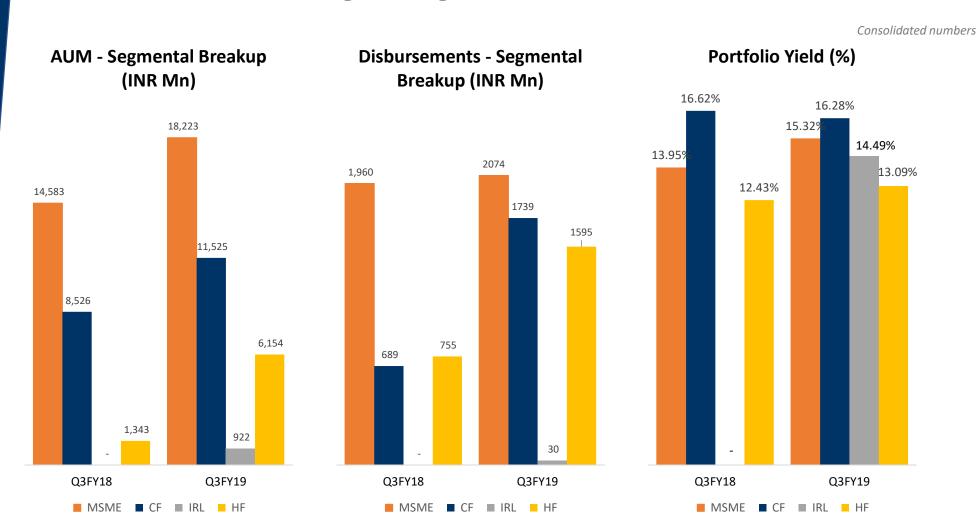


# Q3FY19: At a glance..

Consolidated numbers



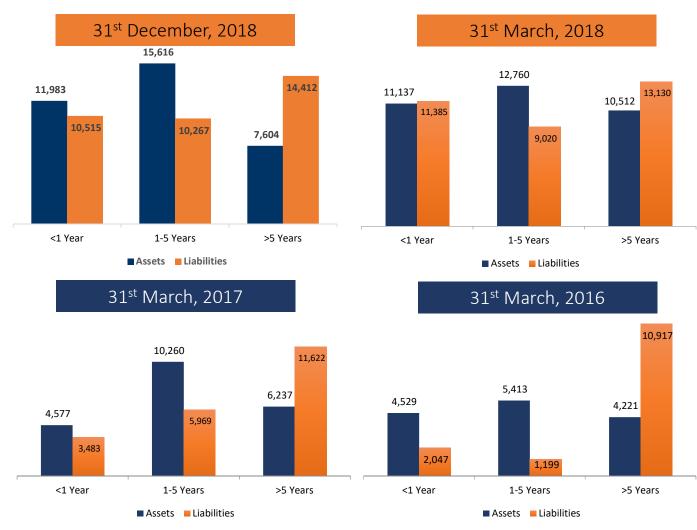
# Q3FY19: MSME Lending Aiding Robust Disbursals



### **Asset-Liability Split: Consistent Mix**

#### All amounts in INR Mn

- ❖ Have consistently remained cautious about short-term asset & liability mismatches by ensuring optimally matched Balance Sheets
- Negligible probability of any defaults on future repayments
- Well-protected against any liquidity crunch in case of possible regulatory tightening



Consolidated Numbers

# Q3FY19: Performance Summary

All amounts in INR Mn except stated

Particulars	Q3FY18	Q3FY19	Y-o-Y (%)	Q2FY19	Q-o-Q (%)
Net Interest Income (NII)	648.6	901.7	39.0%	747.9	20.5%
Interest Expense	281.5	602.6	114.0%	468.6	28.5%
Net Interest Margin (NIM)%	11.2%	10.1%	(1.1)%	9.1%	1%
PAT	277.2	352.0	26.9%	245.3	43.4%
Annualized RoE (%)	9.0%	10.6%	1.6%	7.7%	2.9%
Return on Average Assets (%)	4.9%	3.7%	(0.8)%	2.9%	0.8%

Consolidated Numbers

# **9MFY19:** Performance Summary

All amounts in INR Mn except stated

Particulars	9MFY18	9MFY19	Y-o-Y (%)
Interest Income	2,336.6	3,706.5	58.6%
Interest Expense	655.7	1,447.1	120%
Net Interest Margin (NII)	1,680.9	2,259.3	34.4%
PAT	551.2	867.8	57.4%
Annualized RoE (%)	8.6%	8.9%	0.3%
Return on Average Assets (%)	4.7%	3.3%	(1.4)%

# Stable Asset Quality: Stage Analysis As per IND-AS

All amounts in INR Mn except stated

Provision Analysis as per INDAS	Q3FY18	Q3FY19	Q2FY19
Stage 3 - Gross	474.17	739.69	554.26
Stage 3 – ECL Provisions	57.63	107.99	72.34
Stage 3 – Net	416.54	631.70	481.91
Stage 3 – Coverage Ratio	12.15%	14.60%	13.05%
Stage 1 & 2 - Gross	29,240.37	43,857.12	41,844.06
Stage 1 & 2 – ECL Provisions	122.42	179.25	159.65
Stage 1 & 2 – Net	29,117.95	43,677.87	41,684.41
Stage 1 & 2 – ECL Provisions %	0.42%	0.41%	0.38%
Stage 3 % - Gross	1.94%	2.01%	1.31%
Stage 3 % - Net	1.21%	1.24%	1.14%

**Consolidated Numbers** 

Stage 3 Exposure includes ECL on non-funded exposure

### The CGCL Advantage: Optimal Mix of Borrowings & Lending

Competitive Advantage

**Tightening Liquidity** 

**Retail Lending** 

Higher borrowing costs
>> Declining NIMs

**Industry Scenario** 

As global & domestic liquidity tightens, high reliance on short-term borrowings could prove detrimental

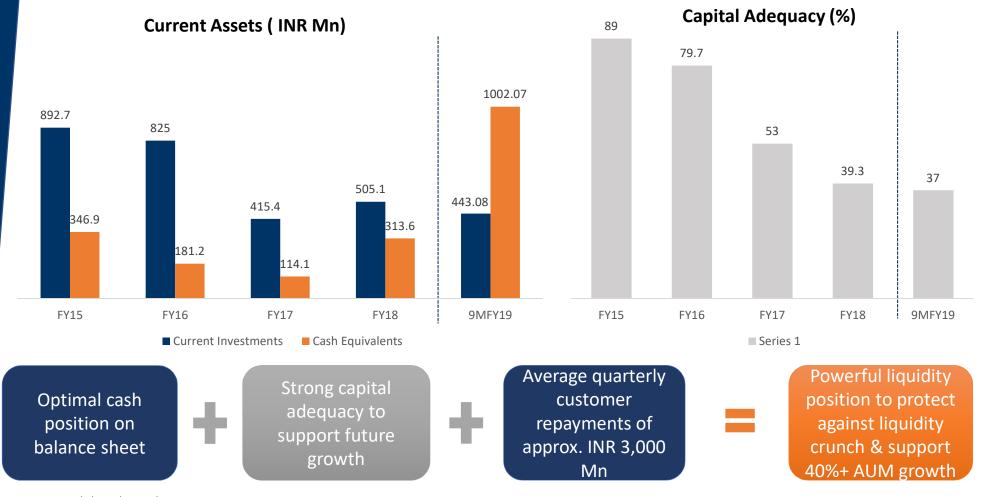
Retail loans are amortized on a monthly basis; thus, cash flows in ALM can be projected correctly Liquidity mgmt measures from RBI could force NBFCs to increase long-term borrowings, thus increasing COF & reducing NIMs

The CGCL Advantage

<10% exposure to shortterm money market borrowings 100% small-ticket retail loans in MSME, Housing Finance segments

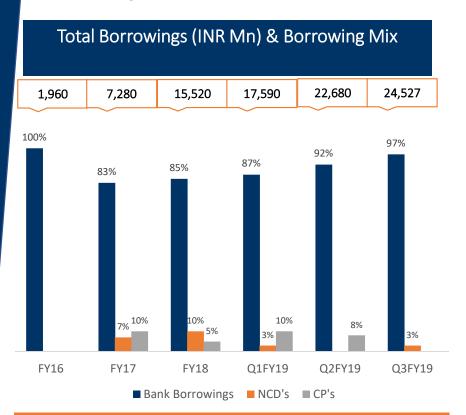
Borrowing mix skewed in favour of banks & thus, NIMs to be sustained & gradually improved

# **CGCL:** Strong Liquidity Position



Consolidated Numbers

### Liability Mix: The Low Cost Benefit

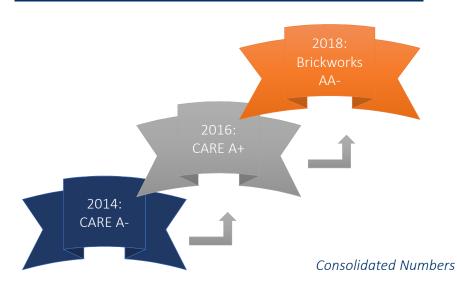


Market borrowings like CPs & NCDs contribute to <10% of CGCL's total borrowing mix, and hence, risk of bond defaults/liquidity crunch are negligible

# Higher Share of Bank Borrowing >> Lower Overall Cost of Borrowing

- Low exposure to short-term money market signifies low probability of default
- CGCL's prudence in higher borrowing share from banks has reduced cost of borrowing to ~9%

### **Credit ratings**



# Adequate Financing for Future Growth

Numbers of Lenders	20
Total amount sanctioned from banks	31,900 Mn
Total outstanding amount on CGCL's books	23,677 Mn
% of total sanctioned amount still undrawn from banks	9.8%

Undrawn limits on Banks (as on 31st December, 2018)



INR 1,065 Mn



**INR 300 Mn** 





**INR 250 Mn** 

INR 1500 Mn

Consolidated Numbers

### Judicious Approach to Lending >> Mindful & Stable Growth Guidance

- Turned cautious on low yielding Indirect Lending Segment & large-ticket Construction Finance
- Focus on direct sourcing & cross-selling in MSME as well as housing finance segments

Under-achieved
Construction Finance
disbursal target by ~ 10%

~31% of total loan book

MSME growth on track, disbursals to grow at a faster pace in coming quarters

~50% of total loan book

Indirect Retail Lending
Disbursements lower due
to our cautious approach
for this quarter

<1% of total loan book

Affordable Housing
Finance disbursal
continues to grow at a
significant pace

~17% of total loan book

Disbursements in 65%+ of total loan book on track >> CGCL's target of 40-50% annual AUM growth, maintained

#### **FY19 GUIDANCE**

Total AUM target at INR 42,000 Mn

Aim to grow loan book at a pace of 40-50% every year

Segment	Projected Yield
MSME	15.5 %
Construction Finance	16.0 %
Indirect Retail Lending	14.0 %
Housing Finance	13.0 %

### Capri Global Capital In a Nutshell

- An upcoming Diversified NBFC with presence across high growths segments like MSME, Construction Finance, Affordable Housing and Indirect Lending
- Promoted by first generation entrepreneur, Mr. Rajesh Sharma; Company has a JV with Capri Investment Group. – a Chicago based investment management firm
- Strong focus on MSME; have financed over 9,000 businesses across several states in India ranging from restaurants to small manufacturing units to traders to private schools
- Committed workforce of over 1,850+ employees with a branch presence at 82 locations in 8 states majorly across North and West India

#### **OUR MISSION**

'Our mission is to shape this future and create a **solid social impact** through our flexible and intuitive loan products. We aim at delivering credit to a wider spectrum of small and medium enterprises with limited credit history.'

#### **OUR BUSINESS MODEL**

- Small-ticket, retail-focused segments: MSME financing, construction financing & affordable housing finance
- Growth Driver: MSME lending, backed by 100% secured assets (already grown 7x in 4 years)

#### **OUR 5-YEAR VISION**

- To achieve a total AUM of INR 250,000 Million & maintain 40-50% loan book growth p.a.
- To expand to a branch network of 235 branches from the current 80+ branches within India

#### **DUE-DILIGENCE & GOVERNANCE**

- Statutory auditor: Deloitte Haskins & Sells LLP
- Robust 4-step risk control mechanism with scrutiny at multiple levels
- Application-to-disbursal ratio of 35%
- Gross NPAs at only 2.01%

### **Small Loans:** Niche Capabilities

#### **MSME**

#### ~ 50 % of AUM

- Focus on Tier II & III cities; Customer outreach: ~9,000
- Loan-to-Value: 48 %
- Ticket size: INR 1.4 Mn with avg loan tenure of 4-5 years
- Key markets: NCR, Gujarat & Maharashtra
- Portfolio Yield: 15.32 %
- GNPA: 3.78 %

### Construction Finance

### ~31% of AUM

- Project outreach:144
- Key markets:
   Mumbai, Pune,
   Ahmedabad,
   Surat, Bangalore,
   and Hyderabad
- Ticket size: INR 80 Mn with avg tenure of 4-5 years
- Portfolio Yield: 16.28 %
- GNPA: 0.15 %

### Housing Finance

### ~ 17 % of AUM

- Affordable housing customers in Tier II
   & III cities
- Customer outreach: 5,900+
- Key markets: Maharashtra, Gujarat & NCR
- Ticket Size: 1 Mn
- Portfolio Yield: 13.09 %
- GNPA: 0.55 %

#### Indirect Lending

### <1% of AUM

- NBFC Outreach:
- Financing to other smaller NBFCs in MSME and MFI
- Over 100 NBFCs and MFIs with the book size up to INR 5 Bn
- Portfolio Yield: 14.49 %
- GNPA: Nil

Launched 2012

Launched 2010

Launched 2016

Launched 2018



### MSME Lending: A Huge Unexplored Opportunity

### The NBFC Advantage in MSME Funding

- Lack of formal avenues for financing ensures low penetration from banks
- Banks face issues in financing MSMEs due to high NPAs, high processing times and capital challenges
- NBFCs offer higher loan eligibility with shorter turnaround times
- Capital and lending norms for NBFCs are more lenient as compared to banks allowing them greater penetration in smaller towns and villages

MSME credit to grow at 12-14% over 5 years: ICRA

Non-bank share in MSME credit pie should expand to 22-23% by March 2022 vs 16% in March 2017: ICRA

SIDBI targeting total lending of ~INR 1.4 trillion in FY19, up 30% YoY

CRISIL pegs overall credit demand of MSMEs in India at INR 45 Trillion over the medium term

New avenue for sourcing of loans opened up via online channels

# MSME: Small Loans, Big Opportunity

Focus Area

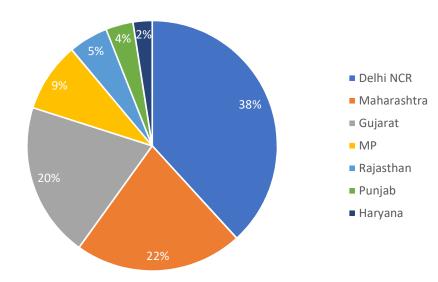


- Self Employed Individuals Provision stores, retail outlets, handicrafts etc
- Ticket Size: INR 5L-50 L
- In-house sourcing team –
   80 Branches/loan centres



- Small enterprises with formal income documentation; Sourced directly
- Ticket Size: INR 1.4 Mn

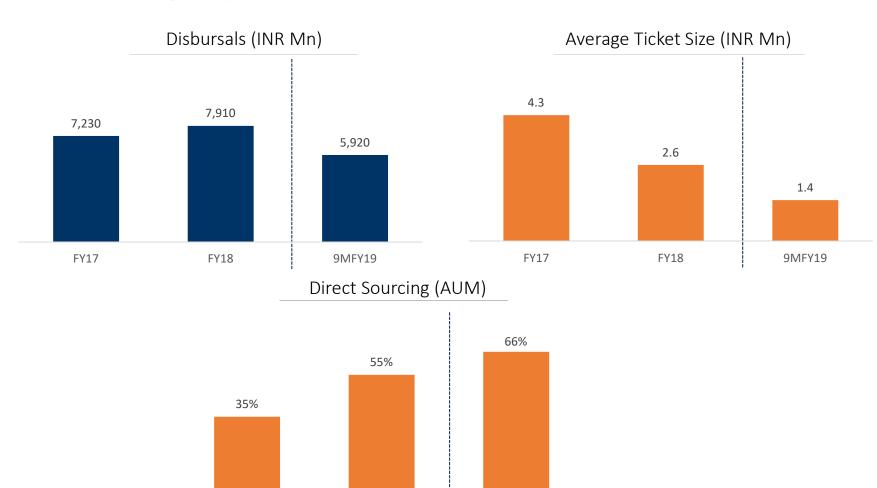
### MSME Assets by Geography



AUM	Disbursements	Avg. Ticket Size	Client Base
INR 1,822 Mn	INR 5,920 Mn	INR 1.4 Mn	9,000+

# **MSME:** Enabling Superior Growth

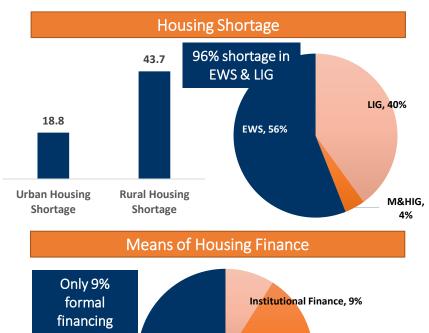
FY17

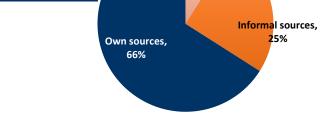


9MFY19

FY18

### Affordable Housing: Large Demand & Low Formal Financing





- \*Affordable housing loans (as per RBI):
  - o Metros Loans up to INR 50 Lacs (house value of INR 65 Lacs)
  - o Non Metros INR 40 Lacs (house value of INR 50 Lacs

Source Report of the technical urban group (TG-12) on urban housing shortage (2012-17), Ministry of Housing and Urban Poverty Alleviation, Ministry of Rural development, CLSA

Urban Housing shortage pegged to reach 34.1 million units by 2022

95%+ of the shortage corresponds to Lower Income Group (LIG) & Economically Weaker Sections (EWS)

In 2015, the Government of India launched the "Housing for all by 2022" scheme with Pradhan Mantri Awas Yojna (PMAY)

PMAY introduced a Credit Linked Subsidy Scheme (CLSS) to offer interest subsidies for loans up to INR 18 lakhs

Industry experts peg the housing finance demand in India at US\$ 1.2 trillion over FY18-24

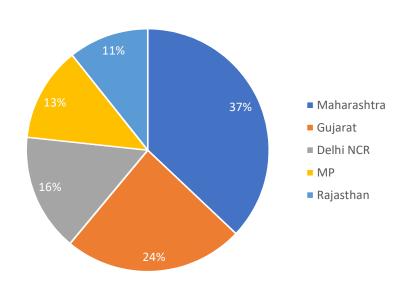
Capri Global Housing Finance entered into an MOU with the NHB as a Primary Lending Institution (PLI) to facilitate subsidy to its qualifying borrowers under the CLSS

### Housing Finance: Capitalising on Affordable Housing Opportunity

#### Focus Area

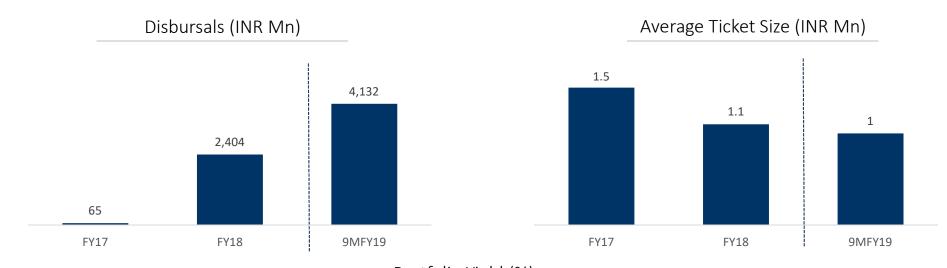
- Serves middle and lower middle income population in Tier 2 and 3 cities
- Ventures in 2016 through its subsidiary
   Capri Global Housing Finance Limited
- Targeting existing customers via crossselling within the MSME segment

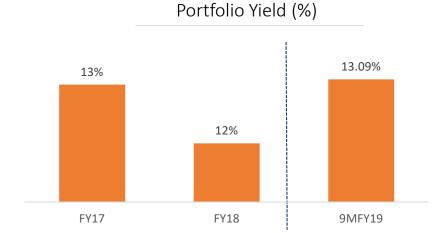
### HF Lending Portfolio by Geography



AUM	Disbursements	Avg. Ticket Size	Customers
INR 6,154 Mn	INR 4,132 Mn	INR 1 Mn	5,900+

# Housing Finance: Exponential Growth Potential





Note: FY18 was the 1st full year of operation.

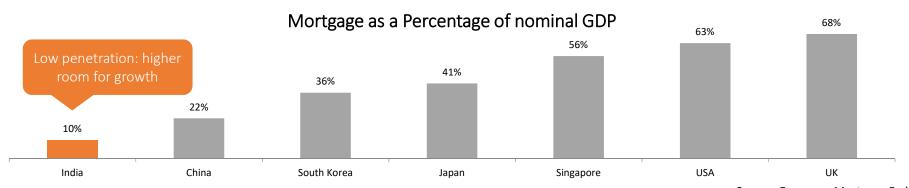
### **Urban Construction Finance: Significant Scope of Growth**

# Recent Government Initiatives to promote affordable housing construction

- 100% tax exemption on affordable housing construction projects for developers
- Faster building permissions from regulatory authorities
- RERA: higher accountability for both developers & customers
- Infrastructure status awarded to affordable housing development, making institutional credit availability easier

### Demand Drivers for Growth in Indian Mortgage Market

- 66% of India's population is aged below 35 years, increasing demand for newer homes
- Urban housing demand expected to see exponential growth: Currently 32% of India's population reside in cities; expected to increase to 50%+ by 2030
- CLSS Scheme for new home owners reduces effective interest rates for MIG & LIG groups, effectively reducing monthly EMIs



Source: European Mortgage Federation

### **Construction Finance: The Retail Way**

- Exposure to Mumbai region at 37% in FY18 vs 69% in FY16
- 6 new geographies added in 2 years: Ahmedabad, Chennai, Vijaywada, etc
- Increased exposure to high-growth markets like Pune, Bangalore

Addressing Geographical Risk

# Addressing Concentration

- Concrete steps taken to reduce ticket sizes from ~400 Mn in FY16 & FY17 to ~100-150 Mn in FY18
- Grew live account outreach at a CAGR of 50% over FY15-FY18 to reduce concentration risk & increase yield on small ticket size

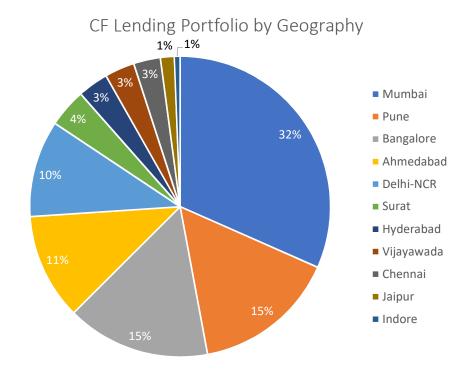
- Reduced average interest rates to 14-16% from 18-20% to target larger developer audience
- Aim to specialise in small ticket construction loans, which is a very low competition market

Addressing Competition

# Construction Finance: Building a Sustainable Future

#### Focus Area

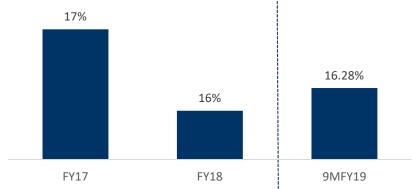
- Construction linked loans to small and midsize real estate developers
- Comprehensive framework for project selection and credit appraisal
- Competitive rates for high quality, multifamily real estate projects



AUM	Disbursements	Avg. Ticket Size	No. of Projects
INR 11,525 Mn	INR 6,334 Mn	INR 80 Mn	144

# Construction Finance: High Yield, Low Risk





# **Indirect Retail Lending: Unique Product Offering**

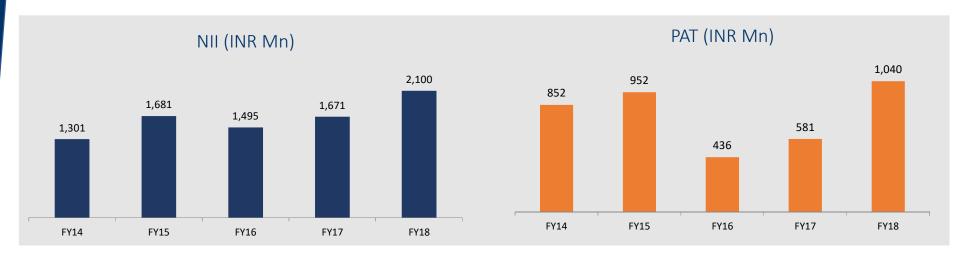
### Focus Area

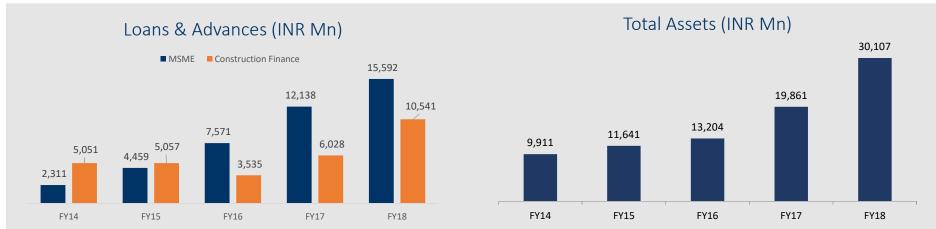
- Lending to small NBFCs engaged in
   MSME Lending and Microfinance
   Two Wheelers and Commercial Vehicles finance
- Hypothecation of receivables 1 to 1.2X cover
- Portfolio yield between 11% to 15%
- Average Tenure: 1-3 Years
- Gross NPAs: Nil
- New segment, launched only in 2018

AUM	Disbursements
INR 922 Mn	INR 995 Mn

Ticket Size Range	Customers
INR 50-250 Mn	12

# Strong Focus on MSME: 7x in 4 years





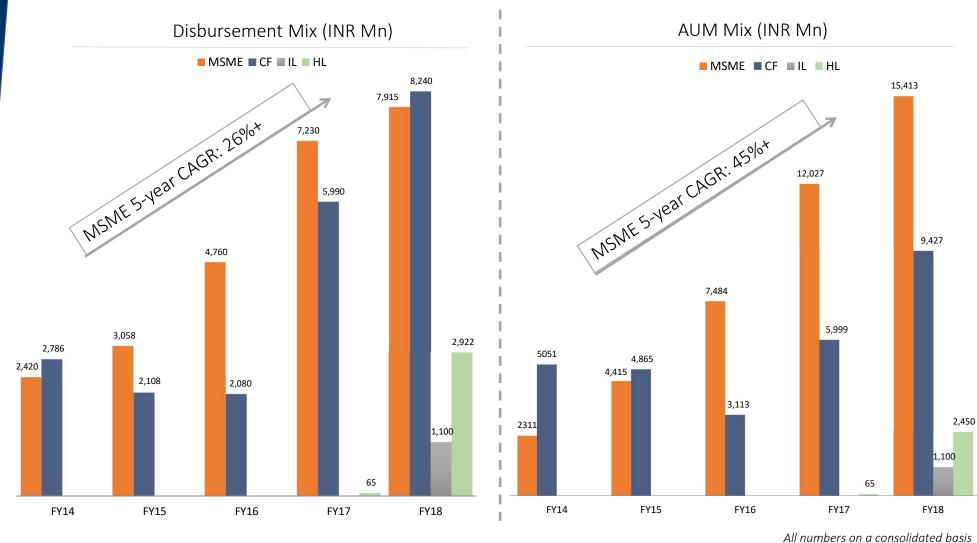
Consolidated Numbers

# Moving Towards Higher Growth

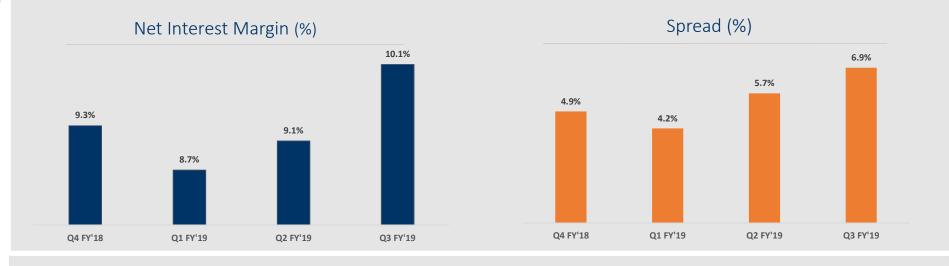


Consolidated Numbers. Including Housing Finance

### **Prudent Asset Mix**



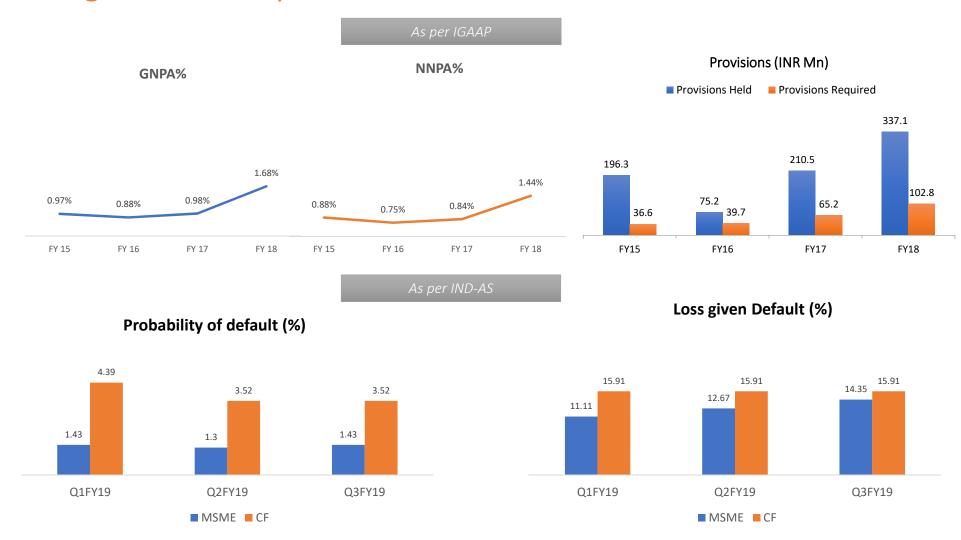
# Q-o-Q Performance





Consolidated Numbers.

# **Strong Asset Quality**



# NPA Analysis: Prudent Lending Practises

CGCL (Standalone) (INR MN)	FY16	FY17	FY18
NPA Recognition Norms	150 DPD	120 DPD	90 DPD
GNPA	97	178	439
NNPA	83	152	374
Provisions	14	26	64
Total Assets	13,039	19,646	28,239
Gross NPA%	0.88%	0.98%	1.68%
Net NPA%	0.75%	0.84%	1.44%
Coverage Ratio	36%	81%	53%
Gross NPAs (Adjusted to 90 DPD)	2.55%	1.99%	1.68%

### **GNPA Product Segment wise - FY18**

Product Segment	GNPA %	NNPA %	Coverage Ratio
MSME	2.23%	1.93%	53.43%
Construction Finance	0.86%	0.69%	53.43%
Housing Finance	0.12%	Nil	15%
Indirect Lending	Nil	Nil	Nil
Total	1.68%	1.44%	53.42%

Improved asset quality levels as Gross NPAs at 90 DPD declined to 1.69% as on March 31st, 2018 from 2.55% as on March 31st, 2016

# **Income Statement**

INR Mn	FY17	FY18	9MFY19(as per IND-AS)
Total interest earned	2051.6	3128.1	3810.5
Total interest expended	379.9	1,020.4	1447.1
Net interest income	1671.7	2107.7	2363.4
Non-interest income	299.2	818.9	303.5
- loan processing fees	105.3	335.4	*
- Profit on sale of investments	81.6	241.9	35.4
- others	112.3	241.5	268.1
Total Income	1970.9	2926.5	2666.9
Operating expense	878.4	1325.7	1332.5
- employee cost	546.1	812.5	897.8
- Depreciation	43.0	62.2	49.9
- Others	289.3	451.0	384.8
Operating Profit	1092.5	1600.8	1334.4
Total provisions	137.2	159.4	129.2
РВТ	955.3	1441.4	1205.2
Tax	374.1	400.8	337.4
PAT	581.2	1040.7	867.8

<sup>\*</sup> Loan processing fees included In interest earned as per INDAS

# **Balance Sheet**

INR Mn	FY17	FY18	H1FY19(as per IND-AS)
Share Capital	350.3	350.3	350.3
Reserves and Surplus	11,256.3	12,235.7	12,668.9
Networth	11,606.5	12,586.0	13,019.2
Borrowings	7,278.6	15,742.7	23,858.6
Current liabilities and provisions	794.8	1,529.5	239.6
Other Non Current Liabilities and provisions	181.4	249.2	33.5
Total liabilities & stockholders' equity	19,861.2	30,107.5	37,150.9
Net Block	128.9	143.3	174.5
Investments	680.8	516.1	1,302.7
Asset under financing activities	18,464.3	28,663.7	34,095.1
Deferred tax assets	25.9	103.4	167.4
Cash and bank balances	114.1	313.7	707.9
Other Current assets	329.9	367.3	350.5
Other Non Current assets	117.3		352.8
Total assets	19,861.2	30,107.5	37,150.9

# Leadership Team



Surender Sangar Head – Construction Finance

Ex-MD – Tourism Finance Corporation of India and GM- Union Bank of India Over 38 years of experience B.Com, CAIIB



Vikas Sharma
Business Head (MSME & HL)

Ex - Kotak Mahindra Bank, Dhanlaxmi Bank, Reliance Capital Over 18 years of experience PGDBA, B.Com



Vijay Gattani Senior Vice President - Credit

Ex-ICICI Bank, Head of Credit & Policy- ICICI HFC

Over 13 years of experience

Chartered Accountant



Hemant Dave Head of Operations

Ex - Kotak Mahindra Bank, A. F. Ferguson Over 22 years of experience Chartered Accountant



Kumanan Rajagopal Head – Business Development

Ex-ICICI Bank, Amex 20+ years of experience MBA



Vinay Surana Head - Treasury

Ex-Founding Member ,Axis Bank debt syndication Over 13 years of experience Chartered Accountant - Rank



Ashok Agrawal
Head – A/C, Fin, Tax &
Compliance

Previously practicing CA Over 25 years of experience CA and CS



Bhavesh Prajapati Head – Credit, Risk, Policy: HF

Ex-Aadhar Housing Finance, IDFC Ltd, DHFL MBA, ICFAI

### **Board of Directors**



Quintin E. Primo III
Non-Executive Chairman
Co-founder & CEO of Capri
Investment Group, Chicago
Over 3 decades of experience
MBA & BS (Finance)



Rajesh Sharma
Managing Director
Founder & promoter
Over 23 years of experience
Chartered Accountant



T. R. Bajalia
Independent Director
Ex-DMD – SIDBI,
Ex- ED - IDBI Bank
40+ years of experience
BA (Eco), CAIIB



Bhagyam Ramani

Independent Director

Ex- GM and Director of General
Insurance Corporation

Over 3 decades of experience
MA (Economics Hons.)



Ajay Kumar Relan Independent Director

Founder CX Partners & Citi Bank N.A. in India, Over 4 decades of experience BA (Eco), MBA



Mukesh Kacker Independent Director

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



Beni Prasad Rauka Independent Director

Group CFO- Advanced Enzyme Technologies 25+ years of experience CA &CS

# **Key Partnerships**

### Lenders



















































### **Auditors & Advisors**

Deloitte.





# Thank You

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