



CAPITAL INDIA

Rediscover Business

Tuesday, November 12, 2019

Ref. No.: CIFL/BSE-41/2019-20

To,
The Manager – Listing,
BSE Limited,
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai- 400001

Ref: Scrip Code – BSE -530879

Sub.: Submission of Corporate Presentation in compliance with Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015


Dear Sir/ Madam,

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("Listing Regulations"), we would like to submit the corporate presentation of Capital India Finance Limited presented in the meeting of the Board of Directors held on November 12, 2019.

Kindly take the aforesaid on your record and oblige.

Thanking you,
Yours sincerely,

For Capital India Finance Limited



Rachit Malhotra
Company Secretary & Compliance Officer
Membership No.: A39894

Encl: As above.

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Corporate Presentation

Disclaimer



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This presentation contains certain statements of future expectations and other forward-looking statements, including those relating to the Group's general business plans and strategy, its future financial conditions, growth prospects and future developments in its sectors and its competitive and regulatory environment. In addition to statements which are forward looking by reason of context, the words such as 'may', 'will', 'should', 'expects', 'plans', 'intends', 'anticipates', 'believes', 'estimates', 'predicts', 'potential' 'continue' and similar expressions identify forward- looking statements. All forward-looking statements are subject to risks, uncertainties and assumptions that could cause actual results, performances or events to differ materially from the results contemplated by the such statements. The factors which may affect the results contemplated by the forward-looking statements could include, inter alia future changes or developments in (i) the Group's business, (ii) the Group's regulatory and competitive environment, (iii) the information technology service sector, and (iv) the political, economic, legal and social conditions in India. Given the risks, uncertainties and other factors, viewers of this presentation are cautioned not to place undue reliance on these forward-looking statements.

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About Us

[Overview](#)

[Our History](#)

[Group Structure](#)

Overview



- Capital India, with over two decades of experience, focuses on empowering individuals, Indian enterprises and corporates, with bespoke financial solutions
- We provide an array of financial services and funding solutions while serving the underserved populace

Our Focus and Business approach

Value creation for our customers and shareholders

01

Customized financing and payment solutions

02

Partner with new age businesses and entrepreneurs

03

Build relationships with customers and participate in their growth story

04

BSE Listed

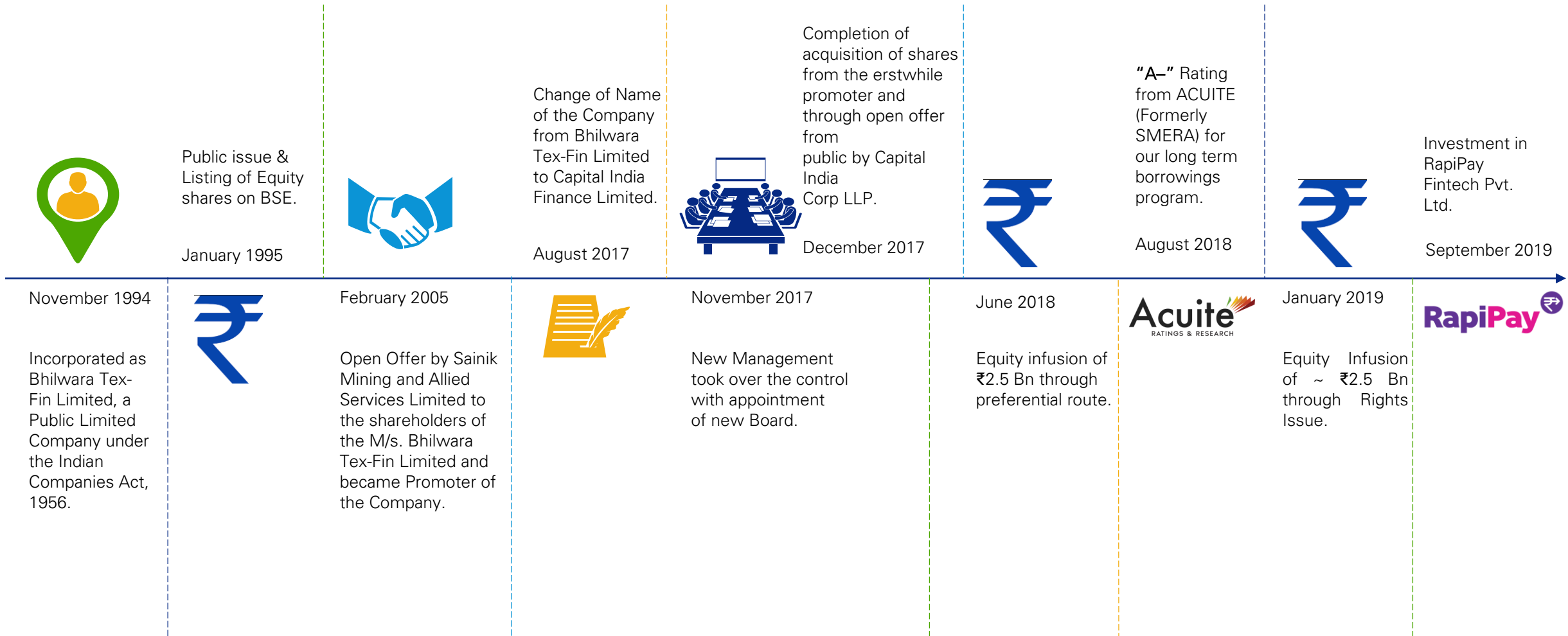
₹5.1 Bn*
Loan Book

Acuite A-
Rating
for debt up to ₹5 Bn

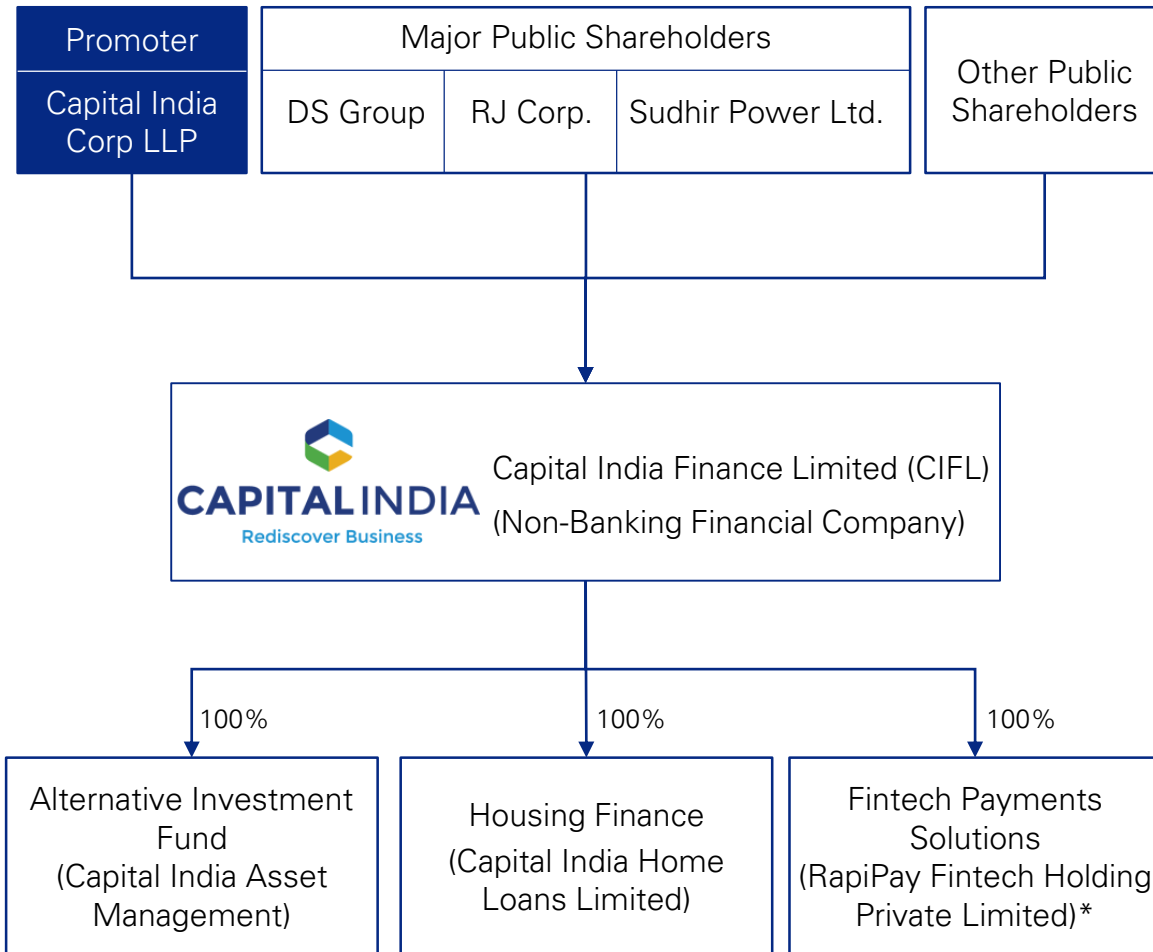
₹5.2 Bn*
Net Worth

**as on 30th September 2019*

Our History



Group Structure



*owns majority stake in RapiPay Fintech Private Limited

Capital India Corp LLP

- Capital India Corp LLP is promoted by Mr. and Mrs. Narvar. Mr. Narvar has rich experience in Construction and infrastructure sector in India
- Under his leadership Trident Realty group has delivered real estate projects of 2.5 Mn sq. ft. area in NCR, and 7 Mn sq. ft. of Residential and Commercial Space in Mumbai through the group company Sahyog Homes Limited

RJ Corp.

- RJ Corp, led by Mr. Ravi Kant Jaipuria, is a diversified business conglomerate with thriving businesses in beverages, fast-food restaurants, retail, ice-cream, dairy products, healthcare and education. RJ Corp group has a turnover of over \$1.4 Bn
- Varun Beverages and Devyani International are some of the jewels of RJ Corp which have been recognized players in their respective markets

Dharampal Satyapal Group

- Dharampal Satyapal Group (DS Group) is a conglomerate with presence in diverse industry sectors
- DS Group has strong presence in high growth sectors such as F&B which includes Spices, Beverages, Confectionary, Dairy, Mouth Fresheners, Hospitality, Tobacco, Packaging and Agro forestry. It owns several popular brands in food sector such as Catch, Passpass, Rajnigandha and Pulse

Sudhir Power Ltd.

- Sudhir Power is a renowned name for three decades in Power Generation sector and has been providing complete turnkey electrical solutions, right from Generation and Distribution to Electrification
- It has a revenue of over ₹1.5 Bn Sudhir power has significant collaborations, and license agreements with select industry giants, including Cummins for Generators, Schneider for Packaged Sub Stations and HT Panels



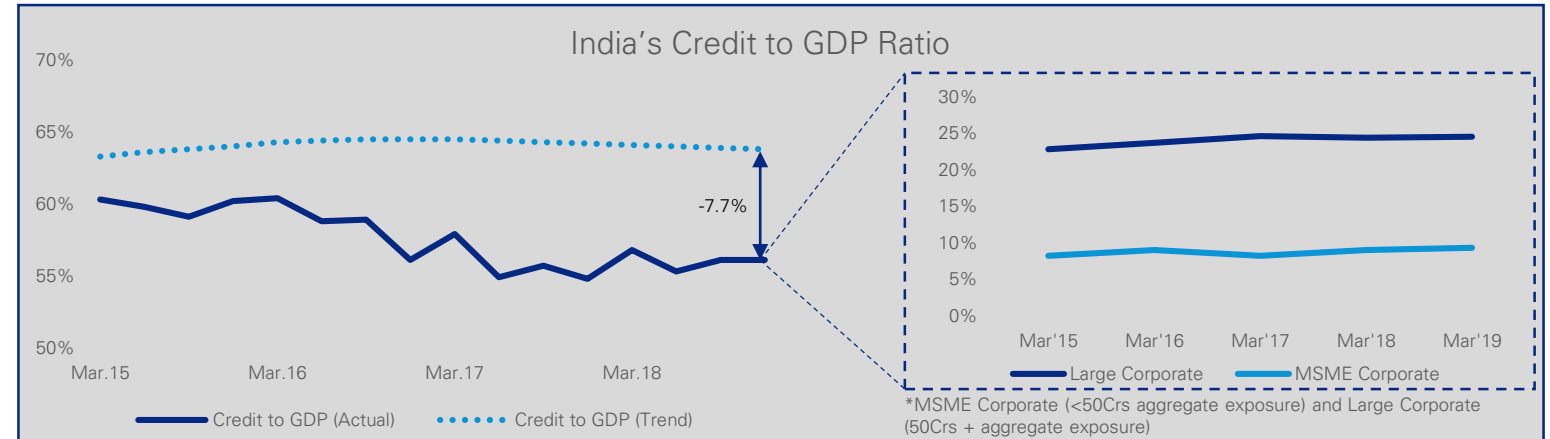
Market Overview and Opportunity

Business Finance
Urban Infrastructure
Housing Finance

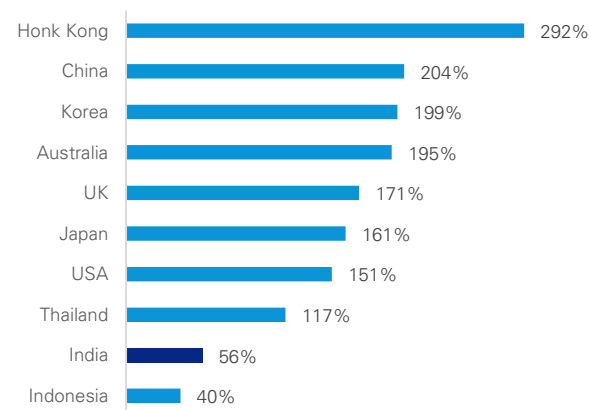
Business Finance



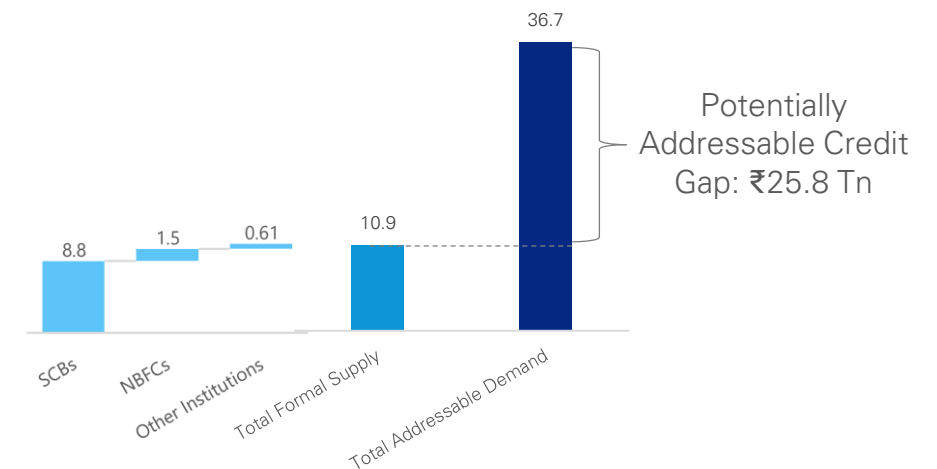
- India's Credit to GDP ratio has been diverging below its trend levels
- With the Government's aim of making India a \$5 trillion economy by 2025, the outstanding credit would need to double in absolute terms to even match the existing Credit to GDP trend level (of 65%)
- This will translate to an incremental credit flow of \$1.7 Tn into the economy over next 5 years, of which Large Corporates would need c.\$400 Bn and the MSME c.\$125 Bn
- As an NBFC, we believe we have an important role to play in nation building
- Our understanding of businesses and their credit needs gives us an edge and makes us the perfect platform for delivering credit in their high-growth potential businesses



Corporate Debt Levels (% of GDP) in India is Low



Potentially Addressable Credit Gap in the MSME Sector (₹ Tn)



Source: RBI Annual Report 2019, BIS, CIBIL – SIDBI MSME Pulse July 2019, IFC Report (Financing India's MSMEs)

Urban Infrastructure



“India will experience the largest wave of urbanization in the world in the next two decades. It is a challenge, but also a huge responsibility and opportunity” – Prime Minister of India, 31st May 2018

- At current rate of growth, urban population in India is estimated to reach a staggering 575 Mn by 2030
- Forming just about 1.5 - 1.7% of the country's GDP compared with the Asia's average of 5.7%, urban infrastructure grossly falls short of estimated funding requirements*
- Central Government has recently constituted a high-level task force to identify infrastructure projects for ₹100 Tn (about \$1.4 Tn) worth investment to be made by 2024-25 as India aims to become a \$5 Tn economy
- This, in comparison is 27% more than what India spent on infrastructure (\$1.1 Tn) during last decade
- Public financing continues to be the principal mode of financing urban infrastructure while the private sector participation remains meagre and needs to go up

<p><u>Real Estate</u></p> <ul style="list-style-type: none">▪ With rising working capital needs post GST & RERA, developers are seeking government's intervention to inject liquidity in the sector while banks continue to shy away▪ Recent announcement of fund injection may not be able to address needs of all	<p><u>Healthcare</u></p> <ul style="list-style-type: none">▪ With creation of World's largest healthcare scheme, government's intention to provide for public health is undoubtful▪ However, with availability of just 0.9 hospital beds per 1,000 people, there is need of huge investment in healthcare
<p><u>Hospitality</u></p> <ul style="list-style-type: none">▪ India's growing disposable income and estimated urbanization provide ample opportunities in this space▪ For hospitality properties such as hotels and resorts, financing can be a complex and time-consuming process	<p><u>Education</u></p> <ul style="list-style-type: none">▪ India's education sector is expected to reach \$101.1 Bn in FY19▪ The issue of financing of physical infrastructure is of utmost importance to the growth and development of education in India

CAPITAL INDIA
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Capital India is poised to deal with the complex financing needs of businesses and contribute to the growth of nation owing to rich experience of its management in these sectors

*As per Urban Development Background Note - Apr'18, Ministry of Finance, includes urban water supply, wastewater disposal services, solid waste management, roads and other ancillary infrastructure
Source: Ministry Of Housing And Urban Affairs (Annual Report 2018-19), Urban Development Background Note - Ministry of Finance, IEBF, World Bank

Housing Finance



At ₹11.8 Tn, home loans made up 52.4% of total outstanding bank advances as of Jun'19. To meet the current investment shortfall, credit flow from NBFCs will need to go up.

NBFC credit penetration as % of respective GDPs		Mortgage to GDP Ratio	
	UK: 264%		China: 20%
	USA: 74%		Thailand: 17%
	Japan: 130%		Malaysia: 34%
	India: 13%		India: 9%
India has abysmal credit penetration		India has relatively low ratio in the region	

- The current estimate of the housing shortage in urban areas is around 10 Mn units. Investment of ₹120 Tn required to address the housing shortage
- Most of the housing shortage lies in the Economically Weaker Section (EWS) and Lower Income Group (LIG) segment
- As of July 2019, 8.36 Mn houses have been sanctioned under the “Housing for All” initiative and the y-o-y growth of housing loans was at 18.9%
- The housing finance space as a result of ongoing slowdown in the real estate sector is expected to emerge as a mature market with serious players left in the business
- With many HFCs slowing disbursements to the sector owing to tight liquidity, Capital India Home Loans (CIHL) is placed in a favorable position to enter this space in its next growth phase and become a market leader
- With our superior customer servicing coupled with an effective recovery mechanism, we aim to build a quality portfolio of housing loans through our offerings

Source: RBI, CIBIL Research

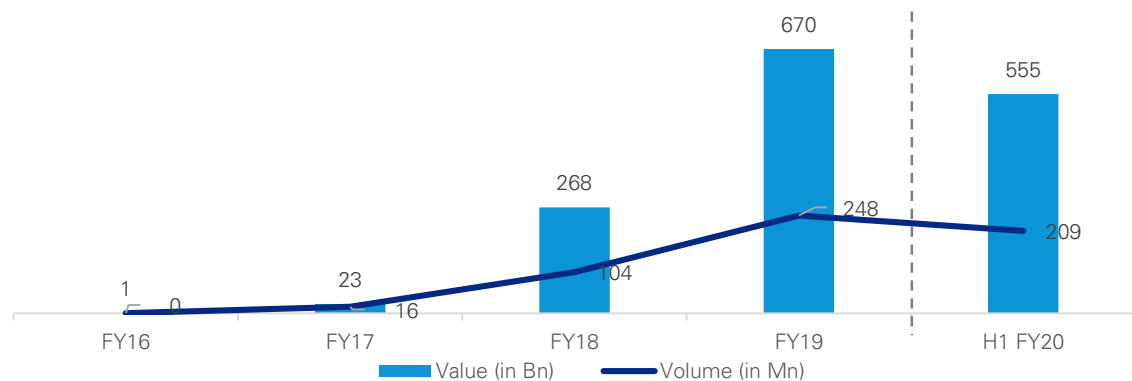
FinTech - Payments



FinTech is a dynamic segment of the financial services sector that is gaining significant momentum and disrupting the traditional financial services value chain. New FinTech companies and market activity are reconstituting the competitive landscape, blurring the identity of a player in the financial services sector.

Aadhar enabled Payment System (AePS) boom:

- The payment channel developed by NPCI in 2015 works as cash points for rural bank customers where they can withdraw cash from their Aadhar linked bank accounts simply by scanning their fingerprints at biometric compatible point of sale (POS) devices
- Owing the very low ATM penetration rate of 18% in rural India, AePS is proving to be instrumental in financial inclusion
- AePS penetration at 800 Mn customers vs 80 Mn of UPI



Source: RBI, CIFL Research, NPCI, Nielson

- The Business Correspondent (BC or Agent) model is an innovative solution that developing nations have come out with to drive the financial inclusion for the underbanked
- In India, as per Nielson report, of the 120 Mn migrant workers, more than 80% are from inadequately connected rural areas and they account for 80% of the country's domestic remittances
- The BC model brings the transaction touch-point closer to this set of customers that is available even at non-banking hours
- A remitter can transfer upto ₹5,000 per transaction with a monthly cap of ₹ 25,000, thus making Domestic Money Transfer (DMT) a ₹400 Bn annual opportunity
- RapiPay has positioned itself among few players with pan India presence through its agents



Group Insights

Our Strategy

Risk Philosophy

Capital India Finance Limited

Capital India Home Loans Limited

RapiPay Fintech Private Limited

Consolidated Financials

Our Strategy



Long term partnerships

Act as a long term and active financing partner with an entrepreneurial mindset. Partnering promoters and local businesses with financing solutions that align interests and enable the business achieve its strategic growth objectives.

Supporting the growth of India's underserved populace through financing solutions

There exists a sizable underserved populace, the financing needs of which are unmet through traditional financial institutions. We intend to bridge this gap, with customized financing solutions for the strata.

Continuous assessment & appraisals

Focus on continuous asset monitoring, rigorous risk assessment and constant appraisals to detect and act early on warning signs. Use technology innovations to build systems & processes with limited human-led assumptions and decision making.

Leveraging technology to achieve the best results

Focus on unlocking value through V-I-T-A-L (Value-creation, Innovation, Technology, Acceleration and Leadership) IT and systems.

Risk Philosophy



Risk Management

Our well-defined Risk Management Framework lays down the processes, policies and governance standards for successful management of risk across all functions. It includes periodic reporting to the Board & Risk Management Committee (RMC) about the risks faced by the company and remedial measures taken.

Leveraging Technology

We have implemented an enterprise wide loan management system – OmniFin which aids our decision-making by acting as the single platform for operational support. The Fintech arm has inhouse team of developers who have designed a customised CMS portal for credit processing and monitoring.



Dedicated credit and constant monitoring team to review and approve lending cases and RapiPay agents' credit



Risk team to continuously assess business performance, detect and prevent anomalies



Constant appraisal of cases to detect and act on early warning signals while also analysing the the velocity of funds



Regular and periodic site visits to assess the progress. Automated AI based KYC authentication



Monthly performance review with regard to sales, revenue, inventory, receivables, collections and various costs



Computation of Collateral cover on a monthly basis to provide adequate time for remedial measures

Credit monitoring

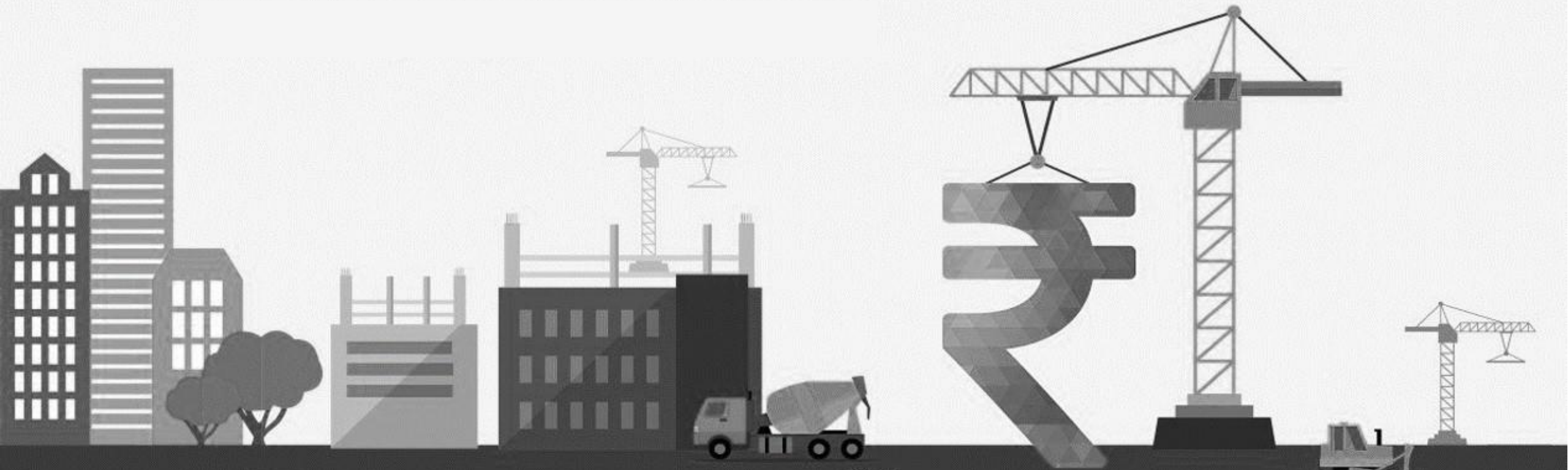
Business progress tracking

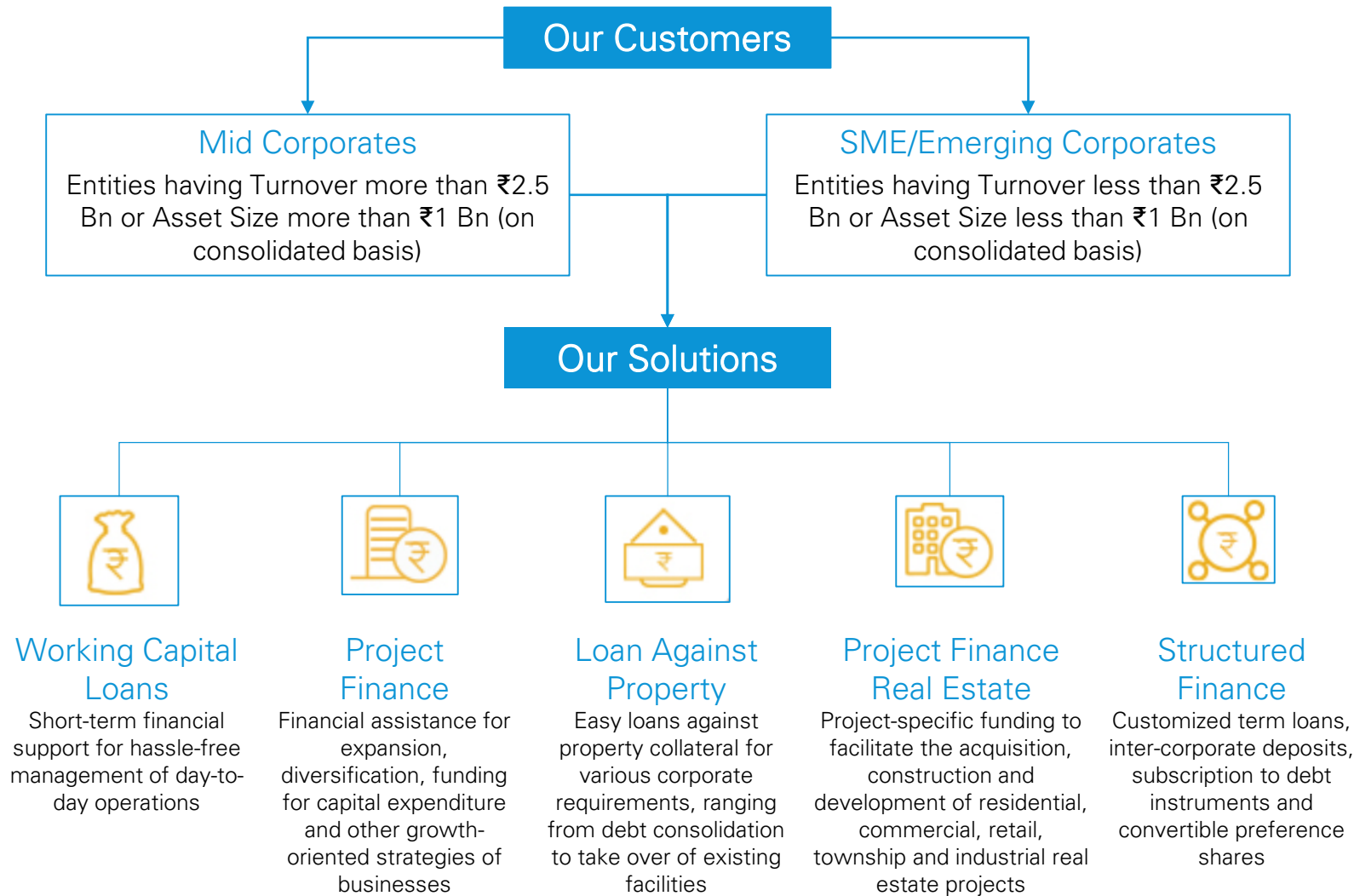
Constant review of transactions

Capital India Finance Limited (CIFL)

Rediscover Business

CIFL is an India-focused, integrated financial services platform. We partner new-age, local businesses with high-energy entrepreneurs through customized financial solutions.





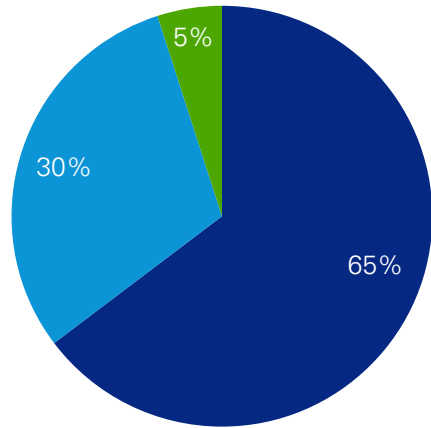
Advantage Capital India Finance Limited

- Dedicated senior management team, with significant experience in the banking, financial services, consultancy and infrastructure sectors
- Minimum exposure to risk, as the business is based on secured, fully collateralized and cash flow based funding
- Enterprise-wide loan management system
- Localized, tailored approach to finance
- Addressing customer's problems through deep professional understanding and trusted relationships

CIFL Lending Book*

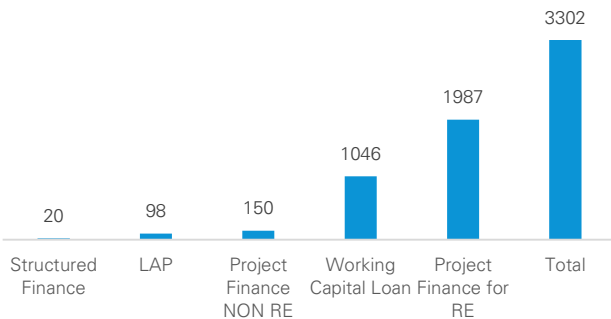


Customer Segments

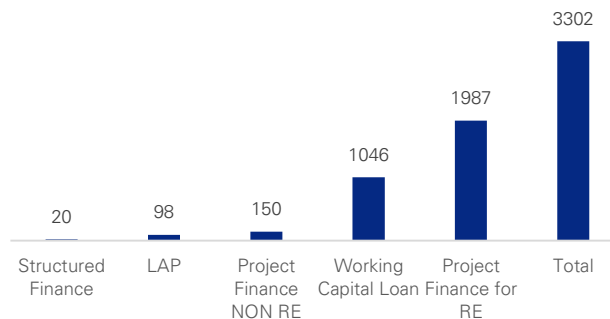


■ Mid Corporates ■ SME/Emerging Corporates ■ Others

SME/Emerging Corporates Book – across products (₹ Mn)



Mid-Corporates Book – across products (₹ Mn)



*All figures as on 30th September 2019

₹5.1 Bn
Book Size

₹111 Mn
Average Ticket Size

0%
NPAs

37.6 Months
Wt. Average Tenure

₹12.5 Bn
Cumulative Disbursal
From Jan'18 to Sep'19

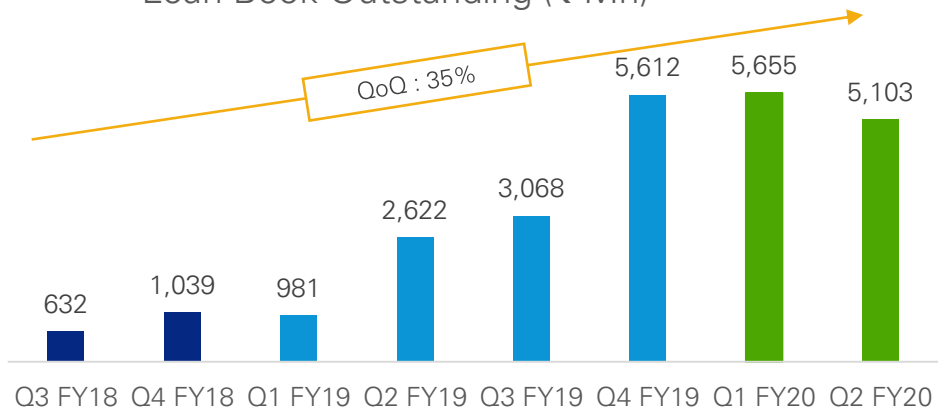
- We are building a healthy and sustainable loan book focusing on our vision to provide financing towards growth
- With strict control measures, we are prudent in our approach of monitoring our loan book

CIFL Performance

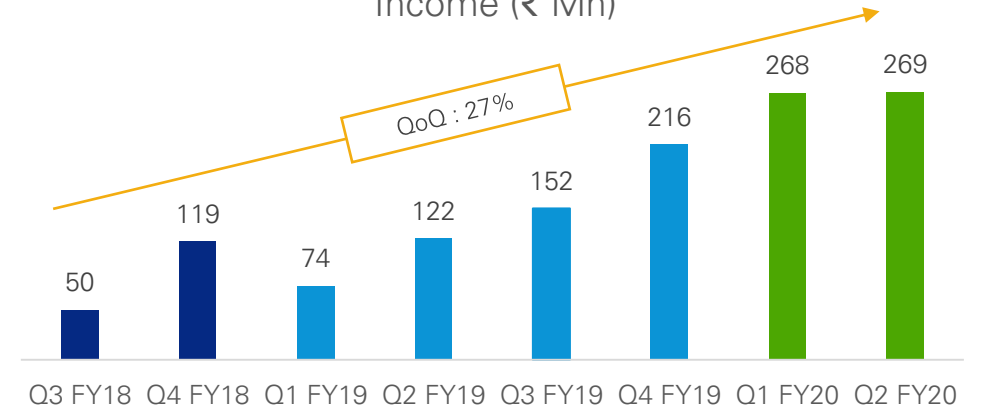


- Post change in control and management takeover in November 2017, Capital India has focussed on establishing robust processes and growing businesses
- Coupled with healthy growth in loan book, we have been able to focus on generating sustainable profitability
- CRAR of CIFL as on 30th September 2019 stood at 79.57%

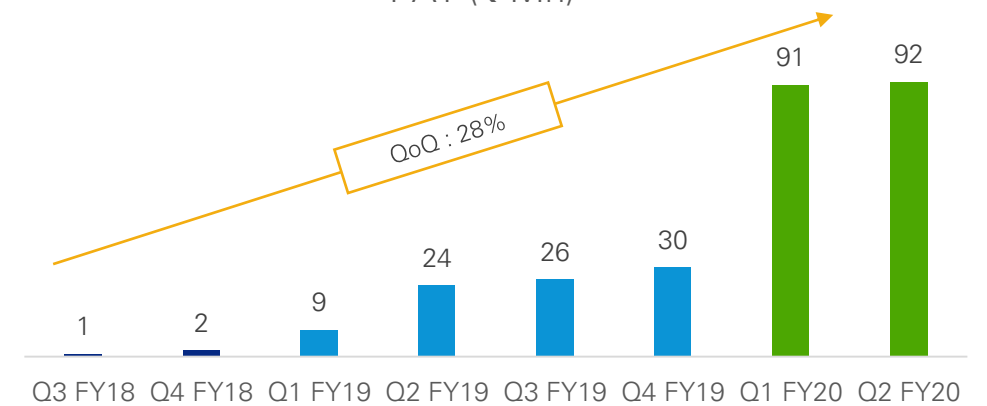
Loan Book Outstanding (₹ Mn)



Income (₹ Mn)



PAT (₹ Mn)



Capital India Home Loans (CIHL)

घर आपका साथ हमारा

Capital India Home Loans is a wholly owned subsidiary of Capital India Finance Limited. Our focus is on offering seamless loan solutions to home buyers in India. Leveraging technology, we make the process of taking loans simple, fast and transparent.





Home Loans

- Customized home loan solutions to meet every customer's exact need, through flexible EMIs and competitive interest rates



Home Extension Loans

- Easy and timely loans with door-step documentation, to expand houses - be it a children's room or a bigger kitchen



Loan Against Property

- Quick and easy credit against residential or commercial property to fulfil any requirement – be it children's education, marriage or emergency medical bills



Pradhan Mantri Awas Yojana - CLSS

- An initiative to make housing loans affordable to middle- and lower-income groups



Home Improvement Loans

- Convenient loans at affordable rates of interest, to renovate, repair or upgrade houses



Home Loan Balance Transfer

- Quick and simple process to switch home loan from an existing partner to CIHL



NRI Home Loans

- Attractive interest rates, minimized paperwork, technology-enabled swift approvals and
- Step-by-step assistance for NRIs looking to buy a house in India

Advantage Capital India Home Loans

- Skilled and dedicated senior management team, with decades of experience in retail lending
- Advanced technology to make the loan process faster, easier and simpler
- Core values of integrity, innovation, transparency and accountability enable us to be the home loan provider of choice for our clients



CIHL Target Segment



Individual



HUF



Proprietorship
Firms



Partnership
Firms



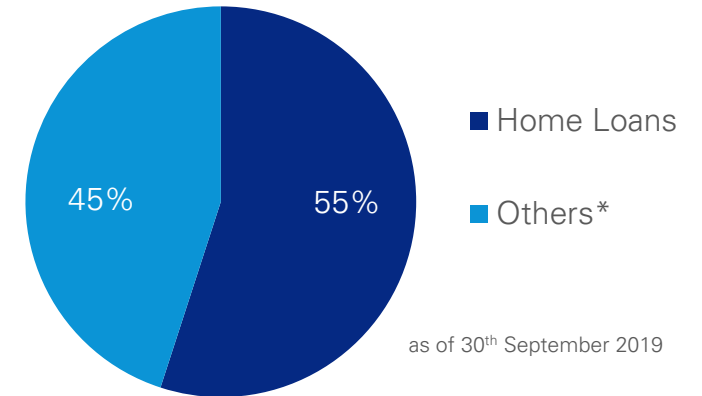
Private/ Public
Limited Companies & LLP



Trust &
Societies

- CIHL provides customized home loans to meet the specific requirements of its customers
- We ensure a delightful home buying experience through attractive interest rates, superior customer service and expert guidance at customer's doorstep
- We're a new age Housing Finance Company (HFC) focused on disruption through technology, transparency and trust
- We have multilevel approval process and a robust credit policy in place, which ensures credit risk is understood, measured and monitored
- We also follow a detailed process on valuation of all properties we finance

Loan Book: ₹334 Mn



*Others include Lease Rental Discounting, Loan Against Property, Consumer Loan and Structured Finance

Product Programs:

- Normal Income Program
- Banking Surrogate Program
- Balance Transfer Program
- Liquid Income Program
- Credit Linked Subsidy Scheme (CLSS) – Pradhan Mantri Awas Yojana (PMAY)



RapiPay is a customer centric Fintech company providing an array of transactional services to the underbanked via a country wide network of “RapiPay Saathi”.

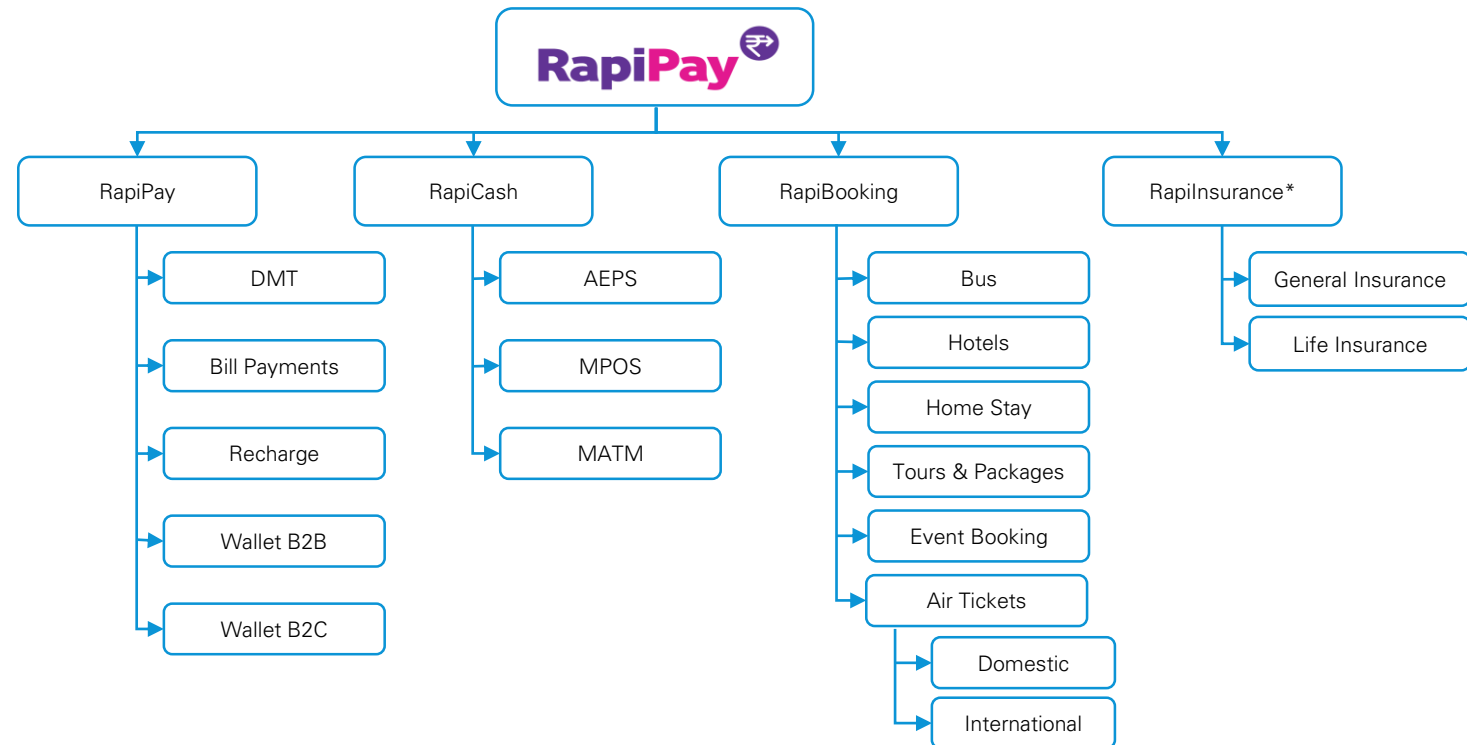




RapiPay Fintech Private Limited, operates on an **Assisted mode (B2B)** via a **Franchised Retail Network of Distributors and Retailers** across India, providing services to the unbanked and underserved section of India.

RapiPay holds a PPI (Pre-Paid Instrument) License from RBI. It provides money transfer services across country. RapiCash vertical is enabling people get cash in the areas where normal banking channels are scant.

- RapiPay has the fast-growing franchised retail network that facilitates convenient and secure financial transactions for consumers towards payments for various utilities, bank account transactions and domestic money remittance
- We intend to build RapiPay a leading player in fintech payment space through our vision of providing financial services to the unserved



**To be launched soon*

CIFL Financials* (Standalone)



Income Statement

Particulars (in ₹ Mn)	Year Ended		Half Year
	Mar-18	Mar-19	Sep'19
Income			
Revenue from operations	257	537	527
Other income	-	26	10
Total Income	257	563	537
Expenses			
Employee benefit expenses	32	173	125
Finance costs	104	78	67
Depreciation & amortization costs	4	29	39
Other expenses	52	119	36
Total expenses	191	399	266
PBT	66	164	271
One time exceptional item	18	-	-
Provision for standard assets	1	18	23
Tax	17	44	65
PAT	30	102	183

Balance Sheet

Particulars (in ₹ Mn)	Year Ended		Half Year
	Mar-18	Mar-19	Sep'19
Share capital	35	777	777
Reserves and surplus	34	4,372	4,506
Net Worth	69	5,149	5,284
Borrowings	70	1,323	1,071
Interest accrued but not due	6	21	21
Trade payables	6	10	23
Provisions	5	54	105
Other liabilities	139	69	214
Total	1,545	6,625	6,718
Fixed assets	107	143	134
Right of use assets	-	-	102
Investment in subsidiaries	150	401	745
Investment in other securities	-	53	101
Loans and advances	1,039	5,560	5,103
Interest receivable	14	99	176
Trade receivables	3	-	-
Cash and bank balance	168	262	256
Other assets	64	109	102
Total	1,545	6,625	6,718

*Mar'18 and Mar'19 numbers are prepared according to IGAAP while Sep'19 numbers are as per IndAS

CIFL Financials* (Consolidated)



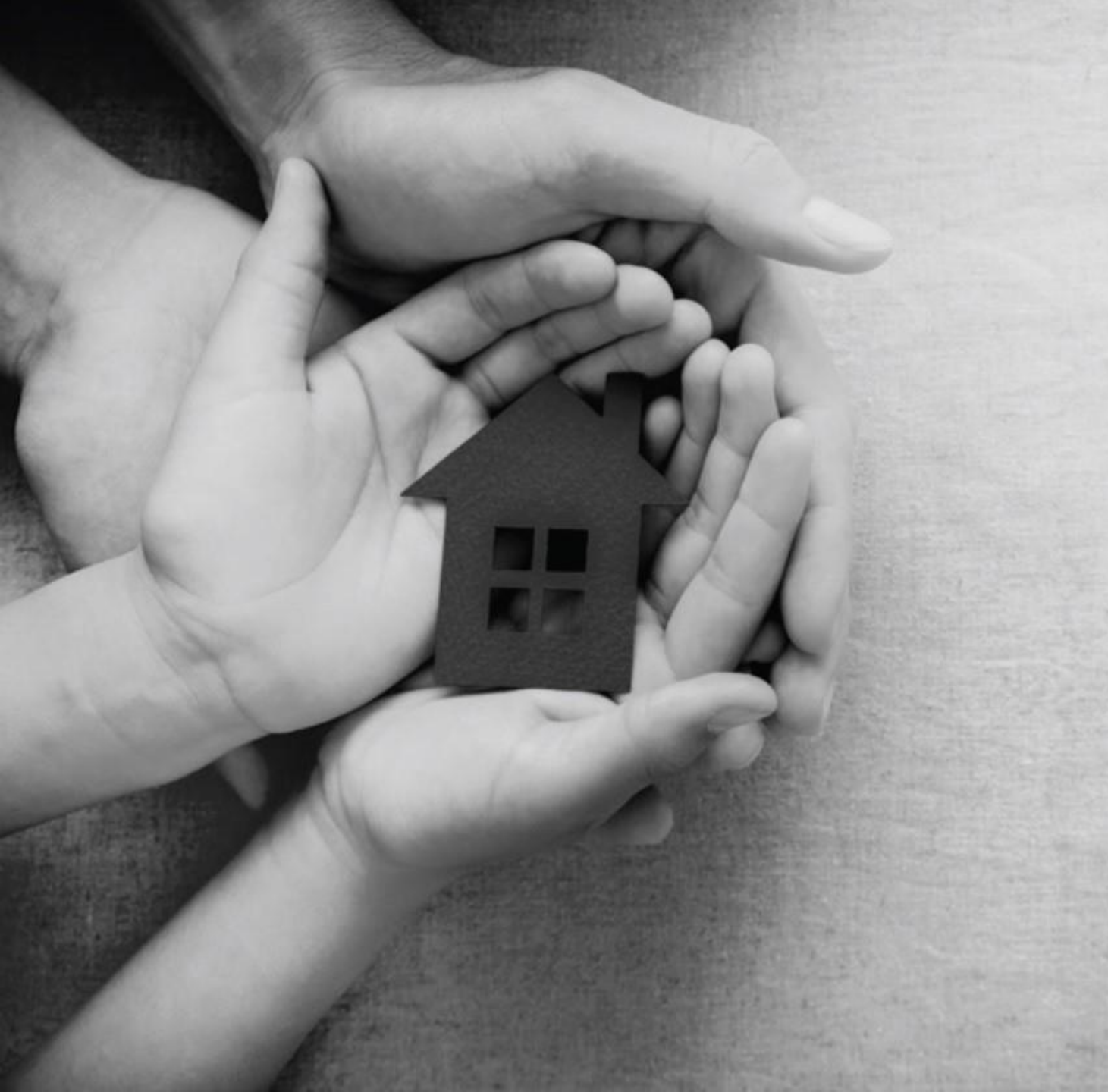
Income Statement

Particulars (in ₹ Mn)	Year Ended		Half Year
	Mar-18	Mar-19	Sep'19
Income			
Revenue from operations	261	565	544
Other income	-	29	33
Total Income	261	594	577
Expenses			
Employee benefit expenses	35	218	171
Finance costs	104	78	72
Depreciation & amortization costs	4	31	54
Other expenses	54	148	48
Total expenses	197	474	345
PBT	64	120	232
One time exceptional item	18	-	-
Provision for standard assets	1	18	37
Tax	17	43	63
PAT	28	59	132

Balance Sheet

Particulars (in ₹ Mn)	Year Ended		Half Year
	Mar-18	Mar-19	Sep'19
Share capital	35	777	777
Reserves and surplus	32	4,327	4,416
Net Worth	67	5,104	5,193
Non-Controlling Interest	-	-	31
Borrowings	70	1,323	1,082
Interest accrued but not due	6	21	21
Trade payables	6	12	40
Provisions	5	62	116
Other liabilities	1,389	72	595
Total	1,543	6,594	7,077
Fixed assets	107	174	233
Right of use assets	-	-	239
Investment in other securities	-	53	264
Goodwill	-	-	55
Loans and advances	1,039	5,604	5,440
Interest receivable	14	100	178
Trade receivables	3	-	31
Cash and bank balance	319	353	467
Other assets	61	126	170
Total	1,543	6,594	7,077

* Mar'18 and Mar'19 numbers are prepared according to IGAAP while Sep'19 numbers are as per IndAS



Our Leadership

Our BoD – Independent Directors
Our Management Team

Our Board of Directors – Independent Directors



Vinod Kumar Somani | Chairman & Independent Director

- Mr. Vinod Kumar Somani is a fellow member of the Institute of Chartered Accountants of India and a senior partner with M/s KG Somani & Co., Chartered Accountants, since 1986. He has been auditing the accounts of Nationalized Banks, Insurance Companies, Government and Public Sector Companies. He has a sound knowledge of Finance, Companies Act and Tax Laws
- Since M/s KG Somani & Co. was registered under the SEBI Merchant Banker Category IV, he is well versed with Merchant Banking activities. He was a member of the MOU Task Force and Expert Panel of the Task Force on the Memorandum of Understanding of Central Public Sector Enterprises



Yogendra Pal Singh | Independent Director

- Mr. Yogendra Pal Singh had joined the Indian Police Service in 1981. He held several positions in the police force in Uttar Pradesh in executive policing, vigilance, police training and armed police. He served at the Central Bureau of Investigation in the fields of Special Crime and Anti-corruption, for nine years, as DIG (Special Crime) and Joint Director (Mumbai and Delhi Anti-corruption zones) respectively
- He has also served at the International Cricket Council, Dubai in the capacity of General Manager and Head of Anti-corruption, between June 2011 and March 2017

Our Management Team



Keshav Porwal | MD – CIFL

- Keshav Porwal is responsible for formulating the organization’s overall growth strategy and guiding its evolution into a reputed financial services institution. With almost two decades of experience in the finance and real estate sector, Keshav is an industry veteran. He has successfully closed large, complex real estate transactions involving leading developers across the country as well as PE investments. Keshav has been associated with leading banks including Société Générale, ABN AMRO and ICICI Bank
- He is a qualified Chartered Accountant from the Institute of Chartered Accountants of India and a Bachelor of Science graduate from Kanpur University. He is a member of the Institute of Chartered Accountants of India and is a Bachelor of Science from Kanpur University



Amit Kulshreshtha | CEO – CIFL

- Amit Kulshreshtha is responsible for leading the company’s business-building efforts, identifying growth opportunities and nurturing talent at the organization. With a career spanning over two decades, Amit is an experienced industry leader in the financial services sector. His expertise includes M&A, structured finance, equity fundraising, project financing & development and management consulting. With a career spanning over two decades, Amit is an experienced industry veteran in the financial services sector. In past, Amit has led a large part of the Investment Banking practice at YES Bank, and has been associated with CRISIL, Reliance Energy, Tata Unisys and World Bank
- He holds an LLB from Government Law College, Mumbai University, PGDM from the IIM Kozhikode and a B.Tech from the IIT (Banaras Hindu University), Varanasi



Vineet Saxena | CEO – CIHL

- Vineet Saxena is responsible for building the company’s home loans and consumer finance businesses. An astute banker and finance professional, Vineet brings two and a half decades of experience in commercial and retail lending functions. Having built the retail finance portfolio for one of the largest banks in India, he is well-versed with the credit needs of retail consumers. In the past, he has worked with ICICI Bank, Barclays Bank, GE Capital TFS, ABN Amro Bank, Religare Finvest Ltd. and StarAgri Finance Ltd.
- He holds an MBA in Marketing & Finance from Lucknow University and a Bachelor of Engineering in Electronics from the University of Pune

Thank You