

#### January 30, 2023

National Stock Exchange of India Limited	BSE Limited
Exchange Plaza,	Corporate Relationship Department
C-1, Block-G, Bandra Kurla Complex,	Phiroze, Jeejeebhoy Towers
Bandra (E), Mumbai – 400051	Dalal Street, Mumbai-400001
NSE Symbol: CSLFINANCE	BSE Scrip Code: 530067

Dear Sir/Ma'am,

#### Sub: Investor Presentation

Please find enclosed herewith the Copy of the Investor Presentation of the Company highlighting the performance and recent developments of the company for the quarter and nine months ended December 31, 2022.

The Investor Update are also being disseminated on Company's website at www.cslfinance.in

This is for your kind information and records.

Thanking you,

Yours Faithfully, For **CSL Finance Limited** 

Rohit Gupta Managing Director (DIN: 00045077)

**Encl:** As above



## Q3FY23 Investor Presentation





# Inside the document



CSL FINANCE LIMITED

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# Quarterly Business Update

Loan Book Size

Treasury Update

Asset Quality



**Quarterly Financial Snapshot** 

Asset Quality: Stage Analysis 🌔 **Operational Updates** 

P&L Highlights

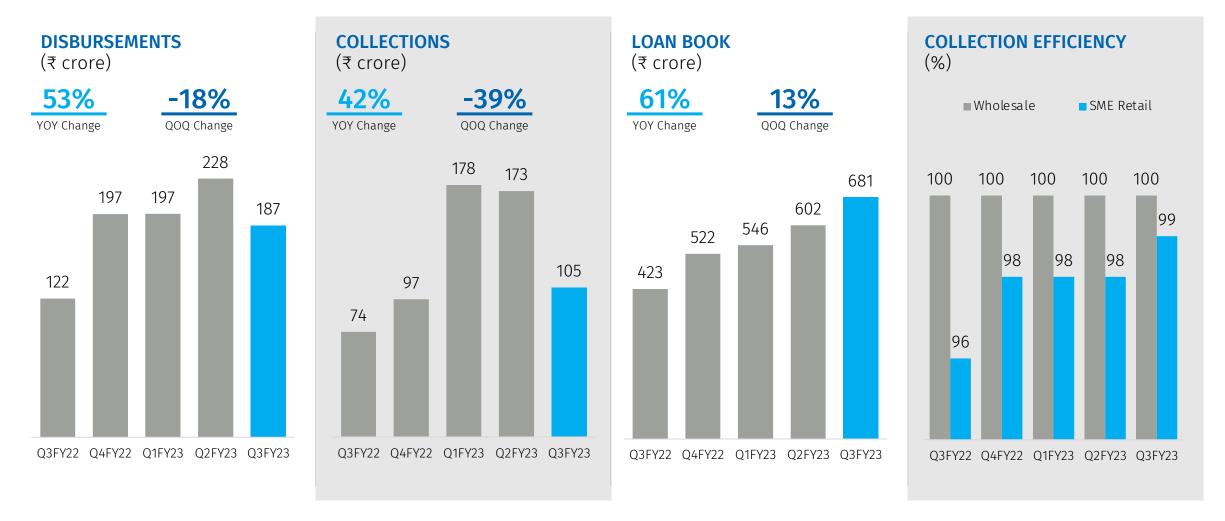


**Lending Partners** 

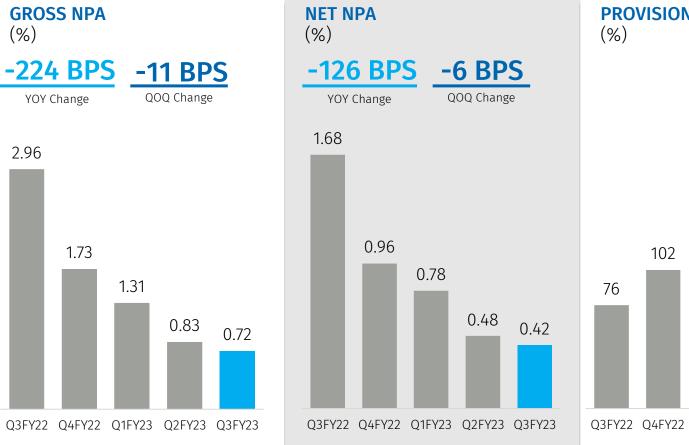
CSL FINANCE LIMITED



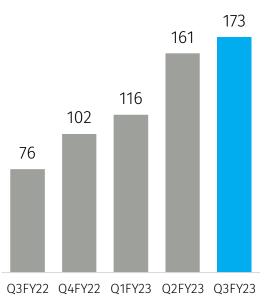
### Loan Book Size



### **Asset Quality**



PROVISIONAL COVERAGE RATIO

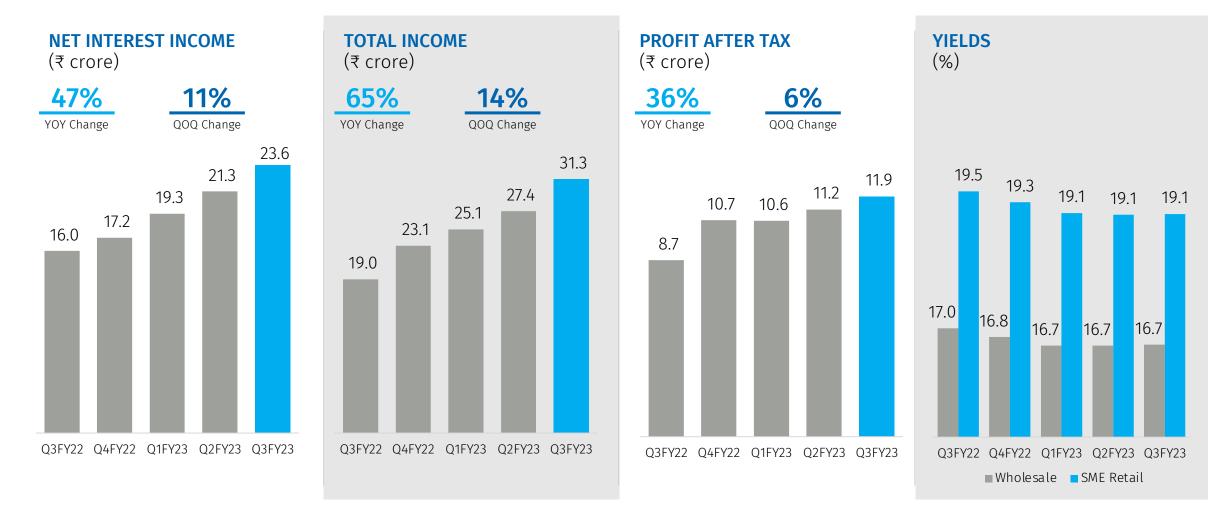


### **Asset Quality: Stage Analysis**

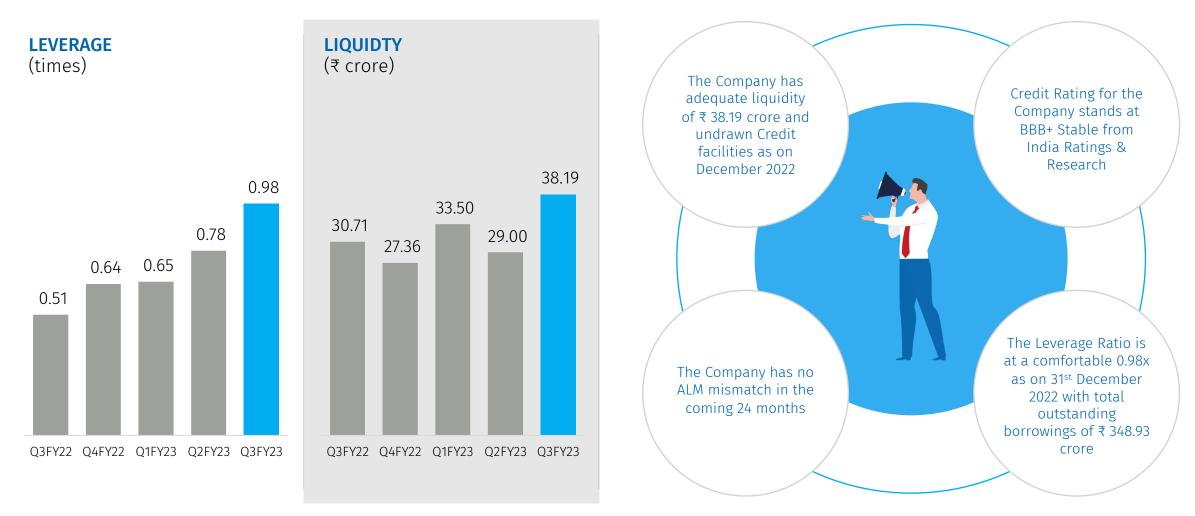
#### CLASSIFICATION OF ASSETS BASIS THE ECL COMPUTATION AS PER IND-AS:

PARTICULARS	Q3FY22	Q2FY23	Q3FY23
Gross Stage 3 (GNPA)	12.38	4.96	4.89
% portfolio in Stage 3	2.96%	0.83%	0.72%
ECL provision Stage 3	5.34	2.09	2.07
Net Stage 3	7.05	2.86	2.82
ECL Provision % Stage 3	43.11%	42.22%	42.33%
Gross Stage 1 & 2	406.51	589.97	672.59
% portfolio in Stage 1 & 2	97.04%	99.17%	99.28%
ECL provision Stage 1 & 2	4.08	5.92	6.37
Net Stage 1& 2	402.43	584.07	666.22
ECL provision % Stage 1 & 2	1.00%	1.00%	0.95%
Total Assets	418.89	594.95	677.48
% portfolio	100%	100%	100%
ECL Provision	9.42	8.01	8.44
Net Stage	409.47	586.94	669.04
TOTAL ECL Provision %	2.25%	1.35%	1.25%
Provision Coverage Ratio	76.04%	161.60%	172.60%
NET NPA ( Only Stage 3 Provision)	1.68%	0.48%	0.42%

### **P&L Highlights**



### **Treasury Update**



### **Quarterly Financial Snapshot**

(₹ crore)

PARTICULARS	Q3FY22	Q2FY23	Q3FY23
Disbursements	122.20	227.60	186.57
Revenue	18.95	27.40	31.29
Interest Income	16.81	25.39	28.63
PBT	11.85	15.05	15.86
PAT	8.71	11.20	11.90
Bad debts written off	0.05	0.51	0.93
Bad debts recovered	0.27	0.62	0.24
Loans and Advances	421.08	601.79	677.55
Net Worth	280.18	338.37	350.42
Total Liabilities	149.56	269.93	356.78
Borrowings	110.60	262.78	348.93
Gross NPA	2.96%	0.83%	0.72%
Net NPA	1.68%	0.48%	0.42%
Debt to Equity Ratio	0.39	0.78	1.00
CAR	66.89%	57.65%	51.72%
ROA	8.07%	7.66%	6.84%
ROE	12.38%	12.91%	12.83%
Book Value per share	151.38	166.65	172.58

**BUSINESS VERTICAL** 



#### **NET INTEREST INCOME & PROFITABILITY**

- Net Interest Income has grown, albeit lesser than Total Income due to the:
  - 1. Increase in cost of borrowings due to higher repo rates
  - 2. Nonetheless, the Company has maintained reasonable yields on the overall portfolio
- PAT has grown 6% QoQ, and NII has recorded 11% growth QoQ.
  - During the quarter the Company has recorded higher provisioning expenses on account of:
    - 1. Loan book growth (maintaining 1% of AUM as provision coverage as opposed to the regulatory requirement of 0.25%)
    - 2. Proactive provisioning of certain doubtful accounts
- The Company is passing on higher borrowing costs to new customers and is also implementing floating interest rates (15-17% in the current context) in some of the new accounts on the Wholesale portfolio side, to efficiently pass-on the change in borrowing costs.

#### LOAN BOOK

- Loan Book has registered a 13% increase QoQ and 61% increase YoY, with an AUM of ₹ 681 crores as of Q3FY23. Loan Book growth has been healthy in both verticals. Loan Book as of 9MFY23 stands 31% higher than FY22.
- As intended, Loan Book growth has been higher on the SME Retail front which recorded an increase of 17% QoQ and stood at ₹ 260 crores. Response from Rajasthan and Gujarat markets has been impressive, and the Company plans to continue expansion in these markets.
- The Wholesale portfolio has also recorded growth of 11% QoQ, as opposed to flattish growth in H1FY23. Collections were abnormally high in H1FY23 in the Wholesale portfolio on account of few loans being taken over and more collections due to project completions. However, this is expected to average out in the coming few quarters.
- The Company has started moving towards floating rates in its Wholesale book, it is either acquiring new accounts at floating rates or onboarding them at higher fixed rates which should lead to improvement in Wholesale yields to the tune of 100-250 BPS in the coming 2-3 quarters.
- CSL's presence in different NCR micro-markets has improved this year & the Company is also pursuing longer tenure loan accounts in its Wholesale portfolio.
- As of Q3FY23, the AUM mix comprises 38% SME Retail and 62% Wholesale portfolio.
- Going forward, the base of operational costs will remain similar as the Company possesses the required team strength to scale up to a loan book of ₹ 1,000 crores.

#### **LENDING PARTNERS & LEVERAGE**

- CSL Finance onboarded two new lenders during the quarter, namely, AU Small Finance Bank & Tourism Finance Corporation of India, taking total lending partners to 12 compared to 6 as of FY22.
- With new lenders onboarded the Company has increased its leverage ratio to 0.98X in Q3FY23, compared to 0.78X in Q2FY23 and 0.64X in FY22.

Operational Updates



### **5Y Financial Snapshot**

(₹ crore)

PARTICULARS	FY18	FY19	FY20	FY21	FY22
Disbursements	387.46	346.19	270.10	433.32	491.10
Revenue	41.46	59.70	60.85	61.67	74.62
Interest Income	39.51	54.97	58.42	59.18	67.66
PBT	25.78	34.06	31.74	39.36	44.98
PAT	18.07	25.15	22.47	27.53	33.68
Bad debts written off	0.41	0.10	0.26	3.88	1.45
Bad debts recovered	-	0.20	0.15	0.10	2.33
Loans and Advances	281.94	323.51	310.96	329.55	516.95
Net Worth	183.83	214.76	232.55	259.20	321.68
Total Liabilities	102.20	121.99	99.92	88.33	210.68
Borrowings	102.20	121.99	95.92	82.60	204.16
Gross NPA	-	0.12%	0.69%	2.11%	1.73%
Net NPA	-	0.10%	0.24%	1.19%	0.96%
Debt to Equity Ratio	0.56	0.57	0.41	0.32	0.63
CAR	65.00%	66.00%	73.16%	81.50%	63.82%
ROA	7.12%	7.63%	6.76%	7.92%	8.45%
ROE	12.11%	13.27%	9.66%	11.20%	12.48%
Book Value per share	308.88	381.33	125.65	140.05	155.06

Note – ROE & ROA for Q4FY22 have been calculated on a weighted-average basis, since there was a substantial change in Equity during the quarter.

### About CSL Finance

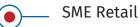


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Introduction & Snapshot









CSL FINANCE LIMITED

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### Introduction

**SNAPSHOT** 

**BBB+** 

Rated

CSL Finance Limited is a Non-Banking Finance Company registered with the Reserve Bank of India and listed on the NSE and BSE.

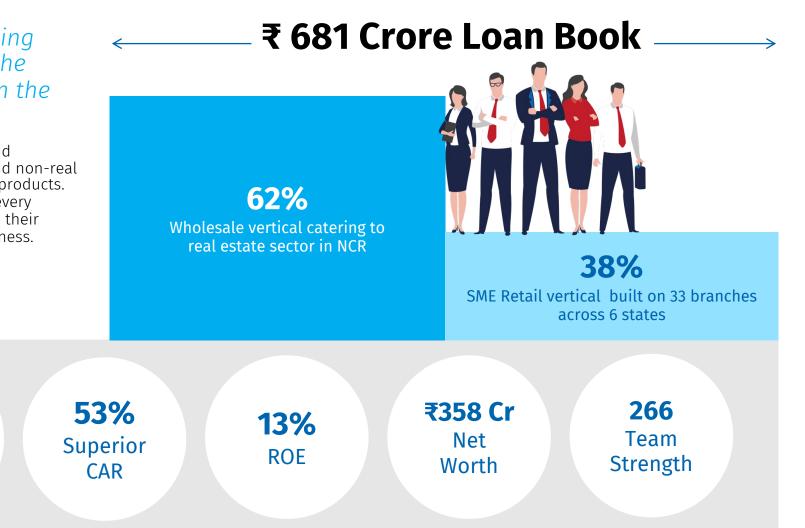
The Company is a one-stop destination for Small and Medium-Sized Enterprises (SMEs) and real estate and non-real estate corporates to avail a variety of secured loan products. CSL's experienced and dynamic team aims to fulfil every entrepreneur's dreams by bridging the gap between their dreams and their financial needs to grow their business.

99%

Secured

loan

book



### **Business Verticals & Products**





SIZE

TICKET



SME RETAIL

Micro/Small Loans to Kirana Stores, Traders, Schools, and other boutique shops and merchants backed by owned properties as collateral, small ticket loans SME MID-SIZED LAP

Loan against properties for business expansion or working capital finance

#### ₹9 lakh

₹2 crore

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Note – From Q4FY22 onwards, the Company has reclassified Mid Sized Lap in SME Retail, from earlier Wholesale.

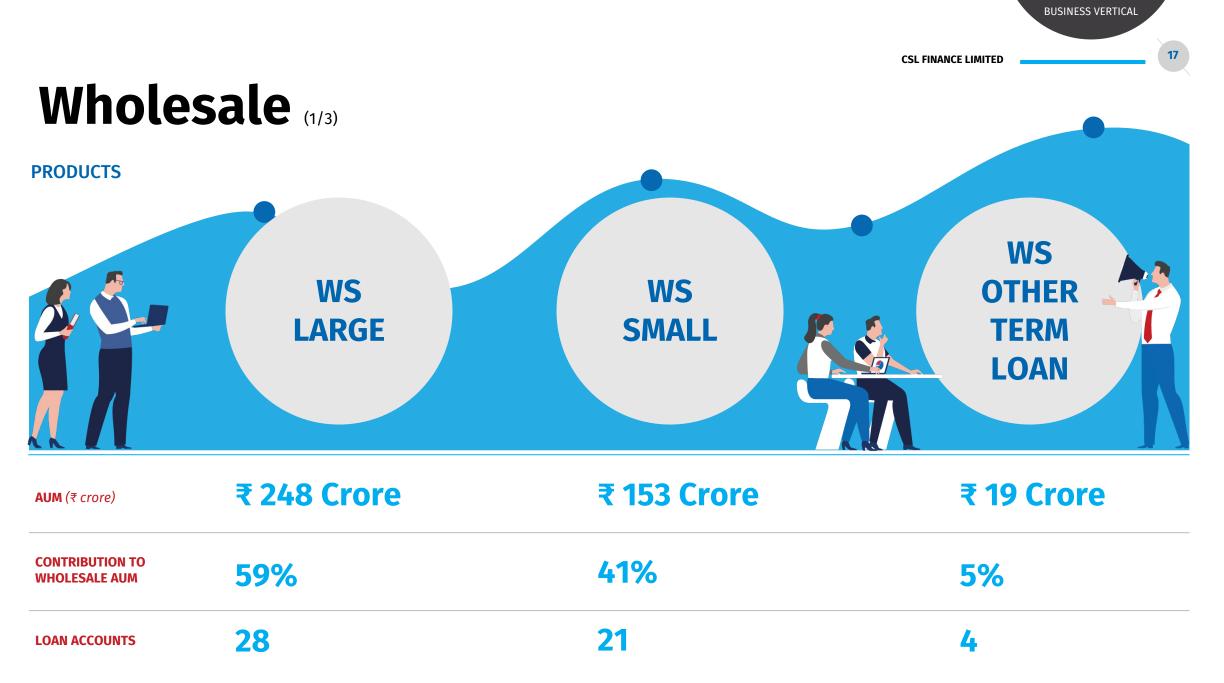
Niche, focused, real estate wholesale book

STREET, STREET

Focused on secured lending book (100% of the book)

Built on in-depth expertise of NCR and all its micro-markets

Strength in affordable housing segment



As at 31<sup>st</sup> December 2022



#### • • ٠ Wholesale **ROBUST RISK** ٠ MANAGEMENT (2/3)FRAMEWORK ٠ ٠

#### BETTER CUSTOMER SELECTION: STRONG SOURCING

- Presence in strategically selected micro-markets of NCR
- Excellent understanding of dynamics of each micro-market
- Customer selection based on end-use demand
- Primarily involved in last-mile funding, thus reducing project execution risk
- Business with only reputed developers with a good credibility

#### **CREDIT APPRAISAL & EXCELLENT SCREENING**

- Robust due diligence
- Extensive credibility checks
- Project & market screening, assessment of market demand-supply trends.
- Each deal is structured uniquely based on specific project requirements
- At least 2X security cover with a charge on multiple assets

#### CONSTANT MONITORING

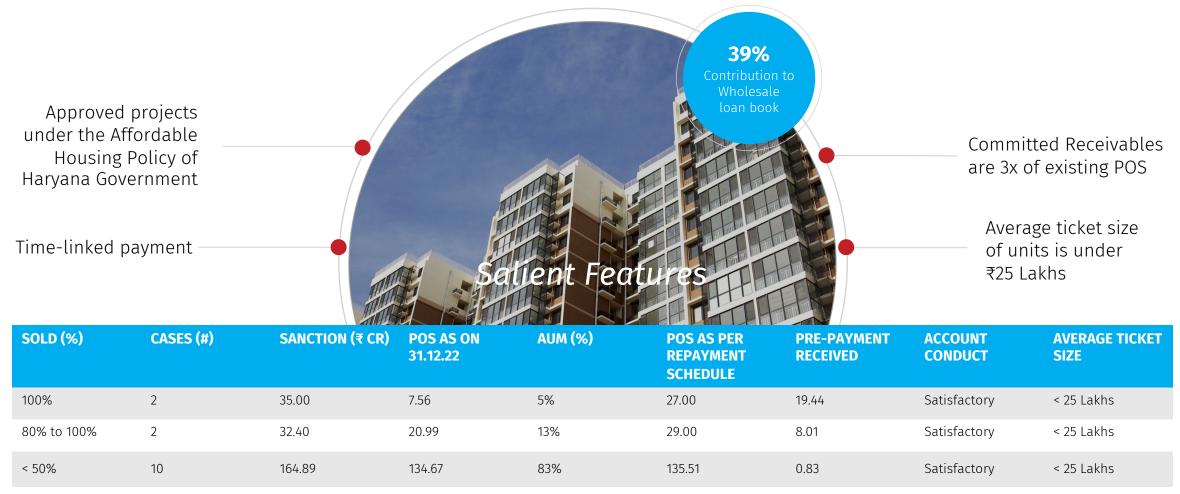
- Dedicated, on-ground resourced for asset monitoring
- Fortnight site visits to assess project progress
- Review of sales, inventories, market price, costs
- Detect early warning signals, initiate required steps, and increase engagement
- Wherever required, initiate early legal actions for faster repayments



### Wholesale (1/3)



### Wholesale Large: Affordable Group Housing



100%

191.51

28.28

14

232.29

163.23

**BUSINESS VERTICAL** 

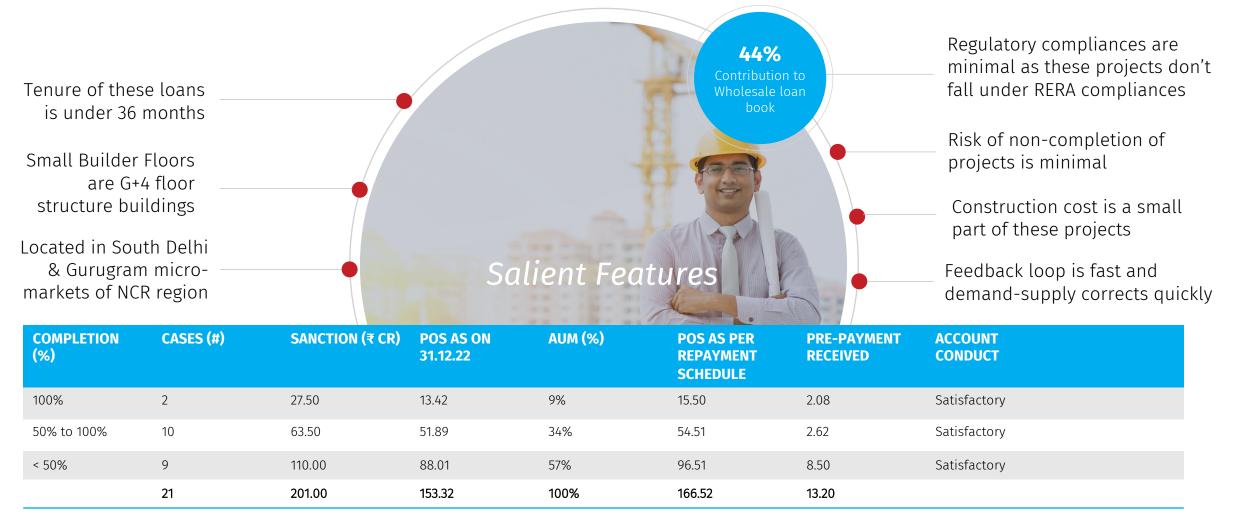
### Wholesale Large: Mid-Income Group Housing



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**BUSINESS VERTICAL** 

### **Wholesale Small: Small Builders**



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**BUSINESS VERTICAL** 

**BUSINESS VERTICAL** 

#### Target market: Unbanked & underserved

Using alternative data instead of conventional scorecards

Swift loans and ease of application

SME

Small & flexible ticket sizes

Achieving efficiency through digital transformation

Focused on secured lending book (99%)

**O** HV

AM



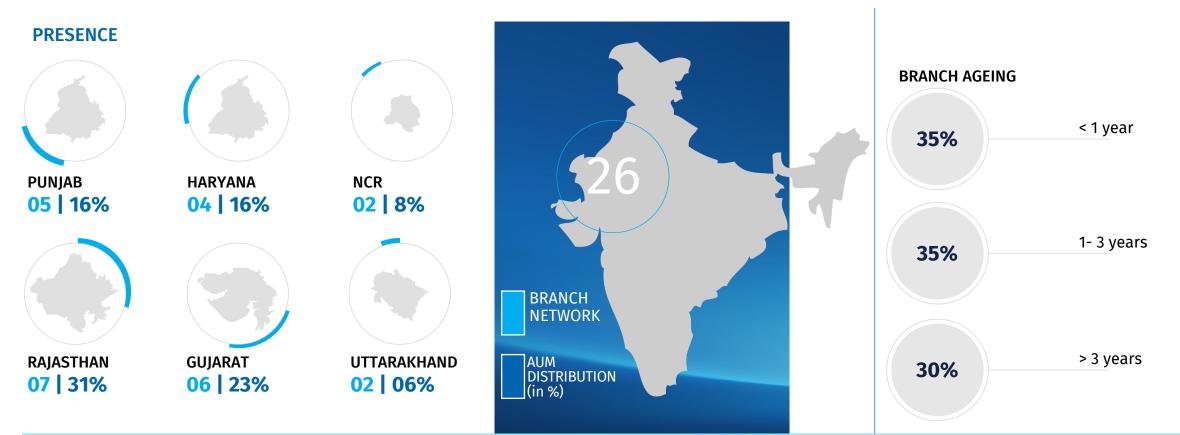
### SME Retail (1/5)

PRODUCTS

	JYOTI	SHAKTI	SAMADHAN	SAARTHAK	MID SIZE LAP
LOAN AMOUNT	₹2-7.5 Lakhs	₹7.5- 25 Lakhs	₹25-50 Lakhs	₹5-10 Lakhs	₹1-5 Crores
<b>TENOR</b> (in years)	3-4	7	7-8	5-6	2-3
TARGET CUSTOMER	Small farmers, house-wives etc, to open small business	Small entrepreneur, traders, manufacturers etc, as a working capital loan to improve or multiply its business	Immediate working capital requirement to support client's urgent business needs at mid-level	Salaried professionals who are unable to procure funds from banks because of non- availability in their area	Loan against properties for business expansion or working capital loans



### SME Retail (2/5)



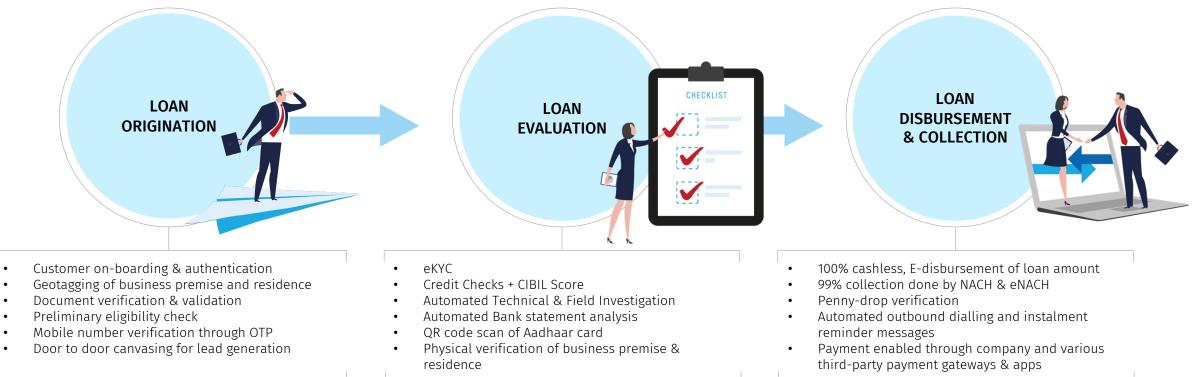
#### Clustered

Approach to expanding branch network, based on understanding & comfort in each micro-market



### SME Retail (3/5)

#### AUTOMATING WORKFLOW TO IMPROVE EFFICIENCY



#### **OTHER INITIATIVES**

• Multiple report generations at a click of a button

• Extensive efforts on Training & Development for the adaptability of this new technology

Continuous enhancements in credit decisioning module

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**BUSINESS VERTICAL** 

### SME Retail (4/5)

#### **TECHNOLOGY INITIATIVES ROADMAP**



Completed: Full integrations with Collections Module and various third-party APIs

#### **APRIL 2022**

Migrated to a bespoke customer onboarding & loan underwriting platform with multiple API integrations

#### Q4FY23

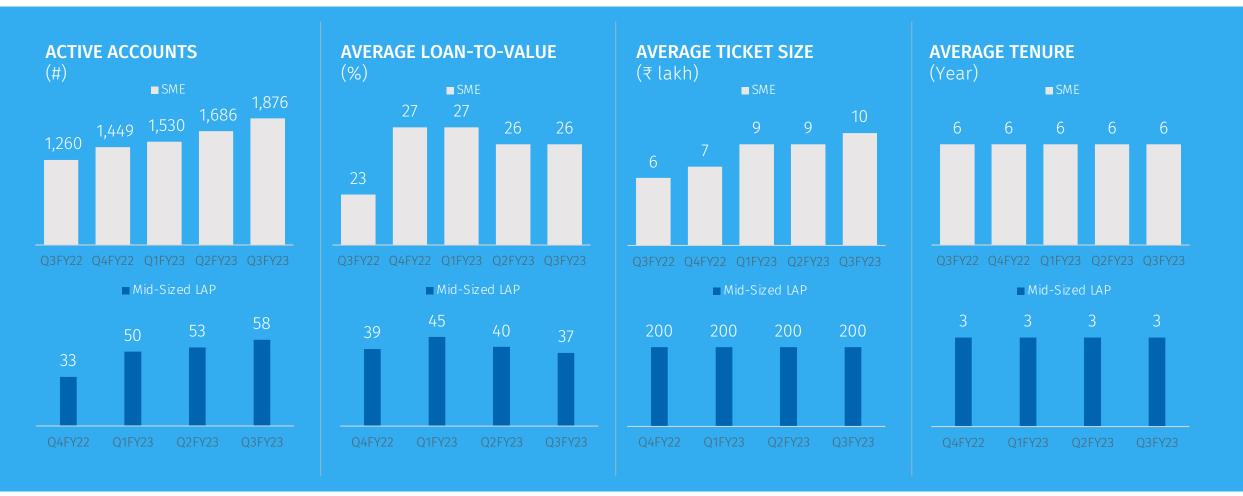
- Full integrations with Document Management System
- Working on building a credit rule engine

#### **FOCUS AREAS**

- Automating underwriting enhancing underwriting with more credit validations & checks so deviations can be captured at an early stage
- Reducing physical onboarding of an account. It will still involve human intervention, but the process will become more efficient with technologies – a lot of things come upon one platform.
- Reducing turn-around-time



### SME Retail (5/5)



Note - From Q4FY22 onwards, the Company has reclassified Mid Sized LAP in SME Retail, from earlier Wholesale.

### Prudent Risk Management

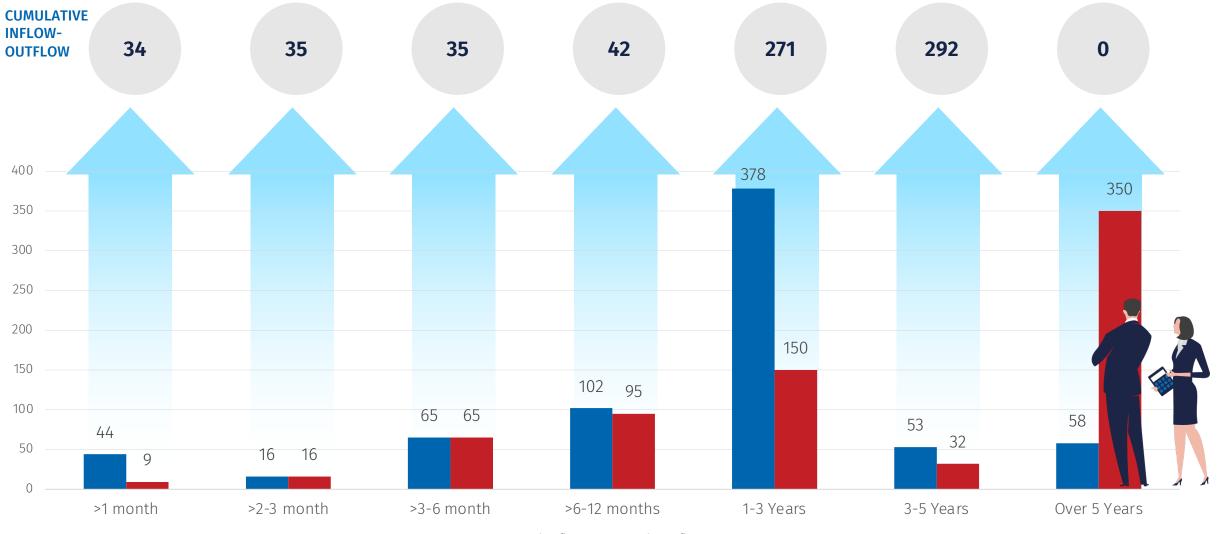
• Well Managed ALM

Conservative Leverage Standards



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### Well Managed ALM

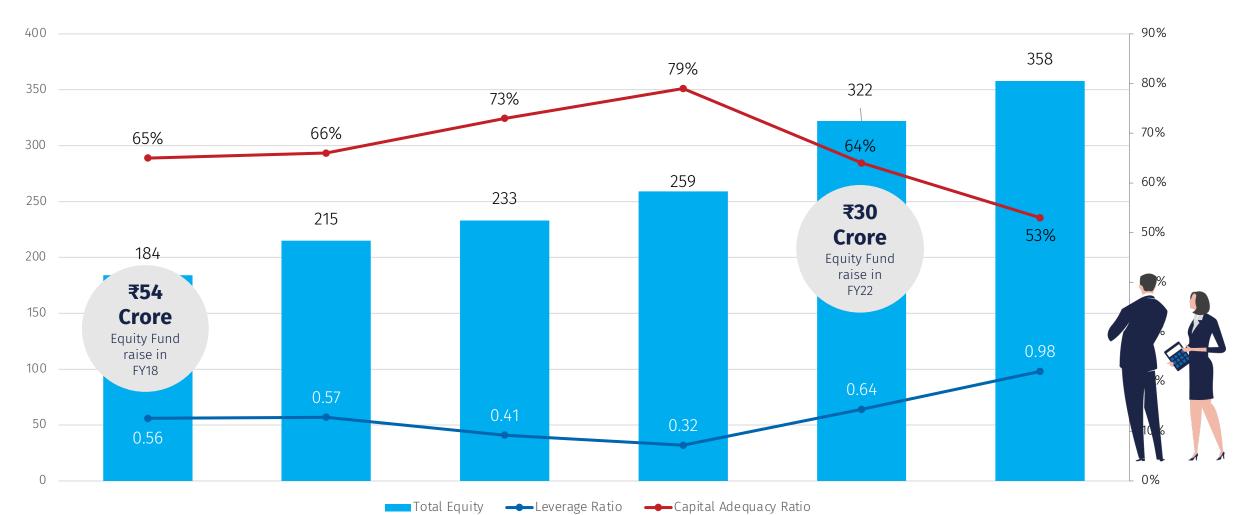


■ Total Inflow ■ Total Outflow

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### **Conservative Leverage Standards**

**CONSERVATIVE LEVERAGE THRESHOLD OF 1.5X** 



### Leadership



Leadership Team



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### **Board of Directors**



Mr Rohit Gupta has over two decades of experience in merchant banking, corporate finance, financial restructuring, project finance, capital markets and structured lending. He has advised several small/mid-size organizations to develop and execute turnaround and growth strategies and helped them raise equity and debt through various instruments to fuel their growth. He is passionate about innovative and structured lending models and is the prime driving force behind the structured lending model of the Company. In addition, he has steered the Company to certain niche market segments and has envisioned Company's foray into SME lending. He is a qualified Chartered Accountant.



Mr Kathuria has been associated with the Company since its inception. He has served the Company as a Director since 2005 and has experience managing back-end operations, documents processing, liasoning and administration across various projects and assignments. He has handled various assignments single-handedly and led his work in a way that is highly appreciable.



Ms Rachita is a commerce graduate and has done her Masters of Business Finance from Warwick Business School, UK. She started her career with EY and has experience in Analytics, Data Management, Digital Marketing & Corporate Branding. She played a vital role in the rollout of the Retail lending segment of the company. In addition, she has been a critical person in driving the various MIS reports and setting up the Marketing and CSR dept of CSL.



Mr Parmod Bindal has been a Chartered Accountant in practice for the last 32 years. He has vast experience in the fields of Bank Audits, Income Tax and Indirect Taxes, including GST, Statutory Audit, Internal Audit, Tax Audit, Companies Act, Stock Audit, etcetera. He has also served as the Independent Director of the Steel Authority of India from 2015 to 2019.



Mr Mittal manages the day-to-day operations of various professional advisory firms. Having spent more than five years in capital and forex markets, he is actively involved in algorithmic software trading of forex in Singapore and other countries. He also has experience in taxation, corporate litigation and corporate restructuring. He is a qualified Chartered Accountant.



Mr Chander Subhash Kwatra has done his MBA with specialization in Finance from IGNOU, New Delhi. He is a Post Graduate of Mathematical Statistics from Delhi University and is a certified Associate of the Indian Institute of Bankers (CAIIB). He has a rich and vast experience of over 35 years in the banking industry. He joined Punjab and Sind Bank as a probationary officer in 1983 and retired as the Bank's Chief Financial Officer in 2018.

Work Experience

5+

### **Management Team**





**ROHIT GUPTA** MANAGING DIRECTOR

> 27+ 16+



NARESH VARSHNEY CHIEF FINANCIAL OFFICER

7+ 25+

Centrum Capital & Unicorn

SHALINI AGGARWAL

2+

**VP FINANCE** 

6+



**NIKHIL SINGH VP OPERATIONS** 



Ex - ICICI Bank, HDFC Bank, Ziploan, Eduvanz and Save **Financial Services** 

1+



Ex – RR Finance Consultants.



**AMIT RANJAN** CHIEF **OPERATING OFFICER** 



Ex – Karvy Financials, Save Financial Services, HSBC Bank, ICICI Bank. Deutsche Bank



**SAURABH** PRIYADARSHINI SR MANAGER LEGAL





**CHANDAN KUMAR** 

Ex – PNB Housing, HDFC, SIB

WHOLESALE

10+

**CREDIT HEAD** 

**PREETI GUPTA** COMPANY SECRETARY



4+



6+

Ex – Ernst & Young



**RANJAN BANERJEE** ZONAL CREDIT HEAD SME



Ex - TATA Capital, Hinduja Leyland Finance, Shriram City Union Finance



HARIOM KUMAR SR MANAGER HR



S.B. TIWARI **CHIEF MANAGER** ACCOUNTS

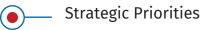


Ex – Ujjivan Financial Services

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Years at CSL

Strategy





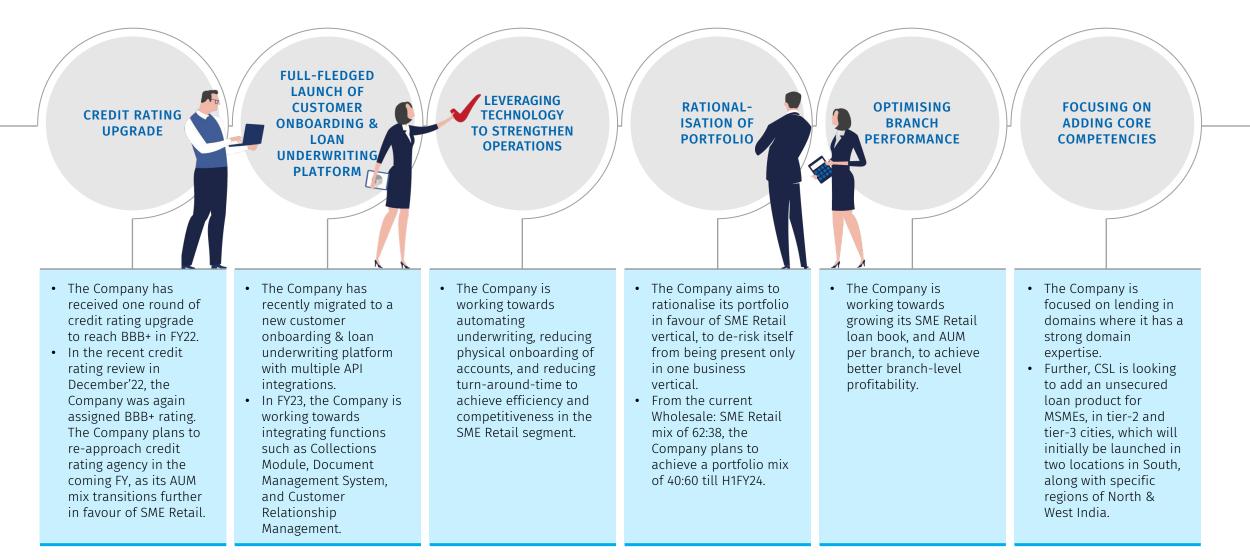


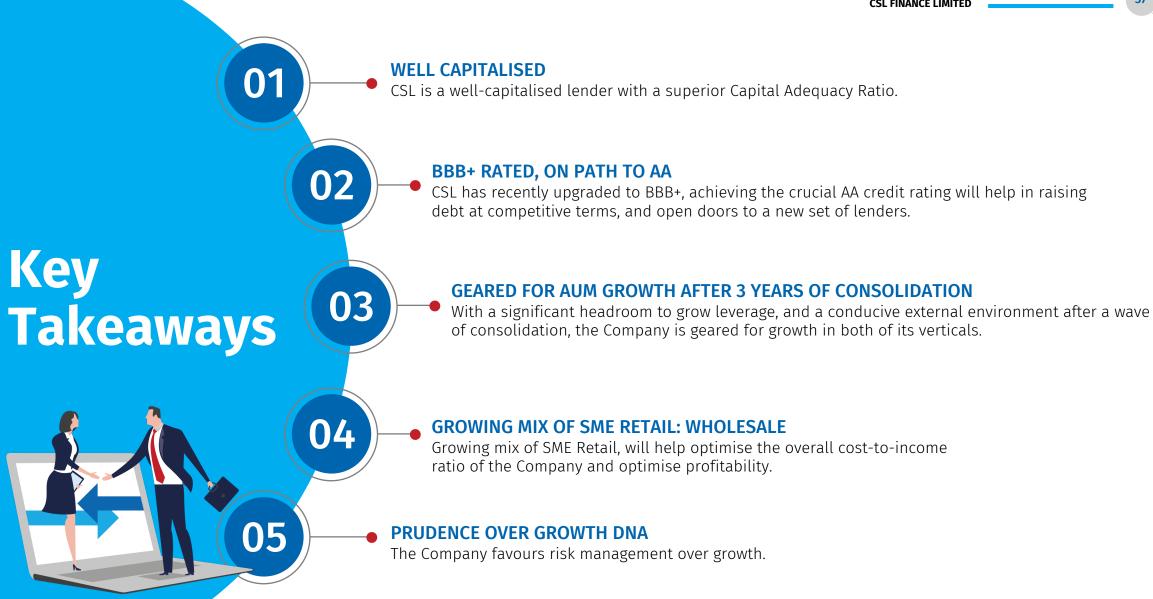
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### **Strategic Priorities**





### Safe Harbour

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#### **GET IN TOUCH**

#### PREETI GUPTA

Company Secretary

CSL Finance Limited investor@cslfinance.in

### ADVISORS

SAYAM POKHARNA Investor Relations Advisor TIL Advisors Private Limited sayam@theinvestmentlab.in