

November 23, 2023

The Secretary
BSE Limited
Pheeroze Jeejeebhoy Towers
Dalal Street, Fort
Mumbai - 400 001
Scrip Code: 531595

The Secretary
National Stock Exchange of India Limited
Exchange Plaza, 5th Floor
Plot No- 'C' Block, G Block
Bandra-Kurla Complex, Bandra (East)
Mumbai – 400 051
Scrip Code: CGCL

Sub: Investor Presentation - Analyst Meet

Dear Sir / Madam,

Pursuant to Regulation 30 of SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015 and further to our letter dated November 20, 2023, intimating Analyst Meet scheduled on November 23, 2023, we are attaching herewith presentation titled “ICICI Securities India Financials Conference”.

You are requested to take the same on record for dissemination to the stakeholders.

Thanking you,

Yours faithfully,
for **Capri Global Capital Limited**

Yashesh Bhatt
Company Secretary & Compliance Officer
Membership No: A20491

Encl.: As Above



Capri Global Capital Limited

(CIN: L65921MH1994PLC173469)

502, Tower - A, Peninsula Business Park, Senapati Bapat Marg, Lower Parel, Mumbai, Maharashtra - 400013

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CAPRI LOANS

**ICICI Securities India Financials Conference
23rd November 2023**

Investor Presentation

Follow us:   

Capri Global : Profitable Lending With Social Impact

01

A NBFC with presence across high growth segments like MSME, Affordable Housing, Construction Finance segments, Car Loan distribution; forayed into Gold Loans in Aug'22.

02

Promoted by first generation entrepreneur, Mr. Rajesh Sharma, CGCL is listed on BSE and NSE; part of **NIFTY Small cap 250 Index**.

03

917 branches in 14 States & UTs across North and West India; over **10,150 employees** as of Sep'23.

04

Consolidated **AUM CAGR of 26%** and average **Consolidated RoAs of 3.2% FY19-23**. AUM growth at 59% YoY in Sep'23.

05

Addition of new products creating foundation for a strong and sustainable growth.

06

AUM target of Rs300bn and earnings target of **mid-teen RoE** over medium term.

07

ESG: Capri's loans to new-to-credit customers and women borrowers are creating a social impact through financial empowerment.

Capri Global: Our Journey



FY 2011

Raised 4.5 Bn equity capital and **started Construction Finance Business**



FY 2013

Ventured into fully secured **MSME Lending**



FY 2017

Forayed into **Housing Finance** business vertical



FY 2022

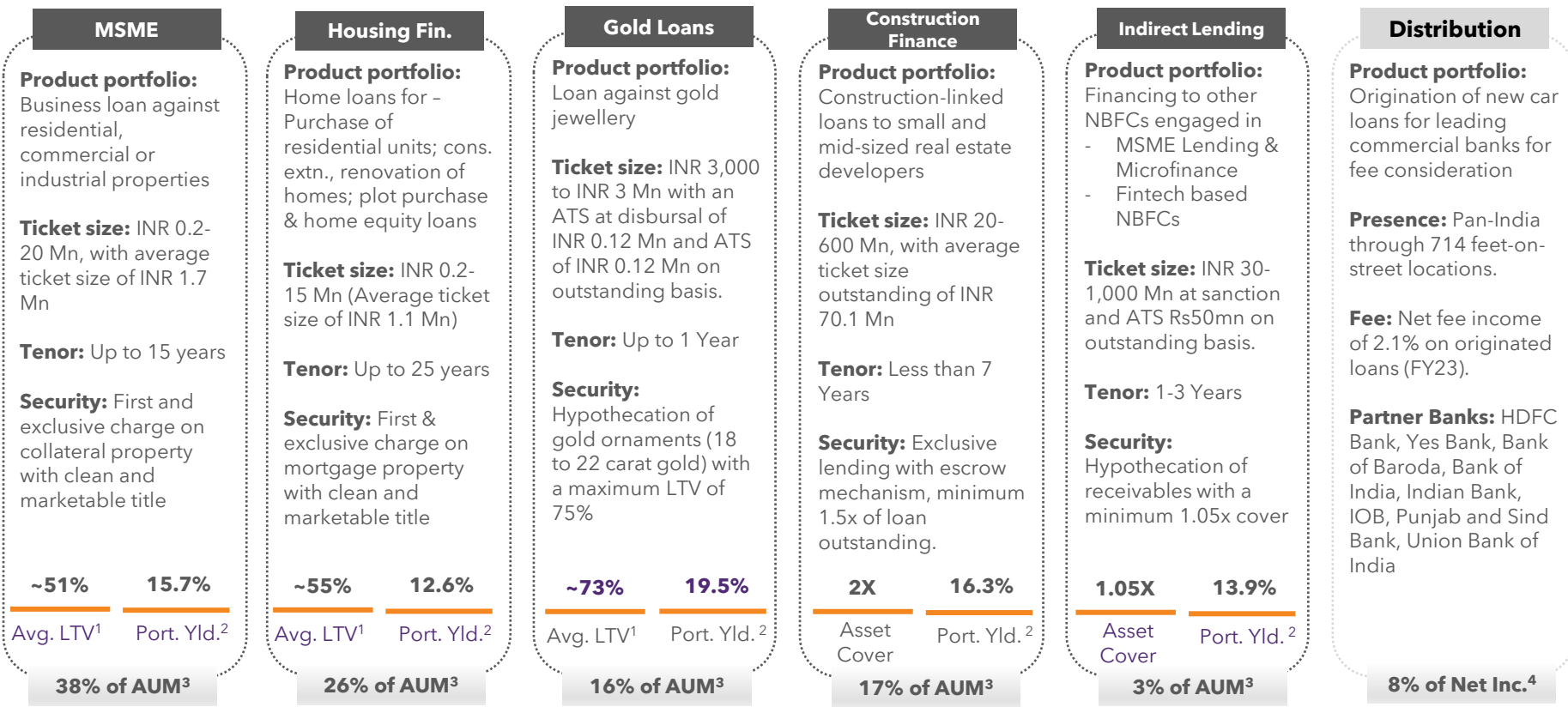
Commenced **third party distribution of new car loans in Jan'21**; announced **co-lending tie-up** with SBI & Union Bank in **FY22**.



FY 2023

Launched **Gold Loans in Aug'22**, raised **₹ 14.4bn** equity through Rights Issue in **Mar'23**

Business Overview: Diversified Product Profile



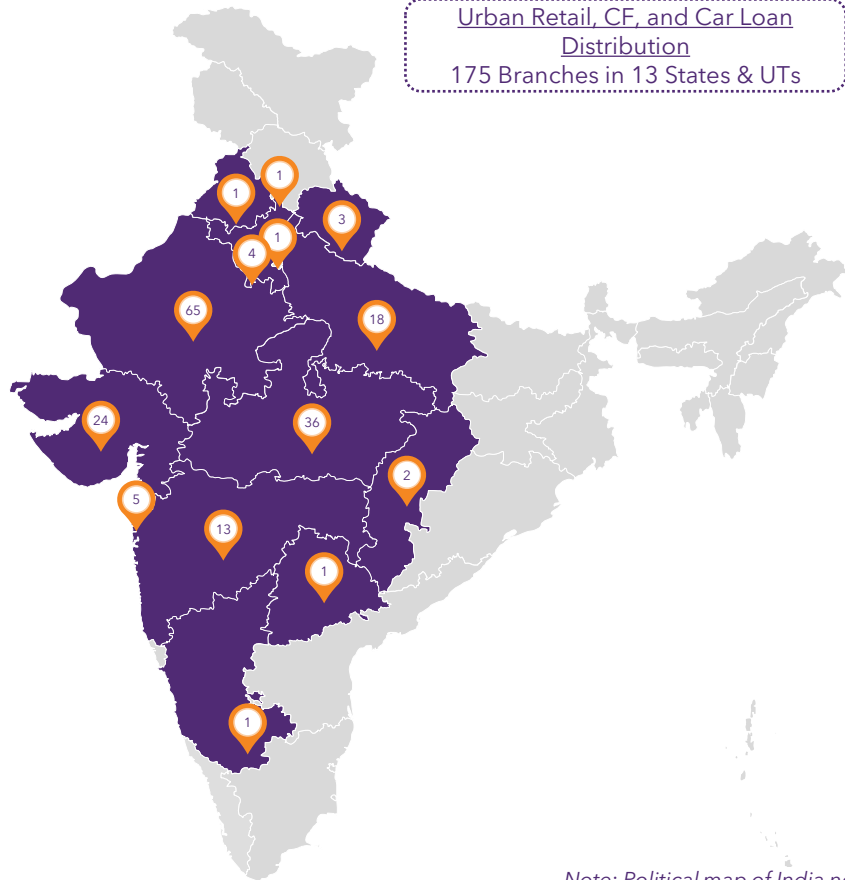
LENDING BUSINESS

FEE BUSINESS

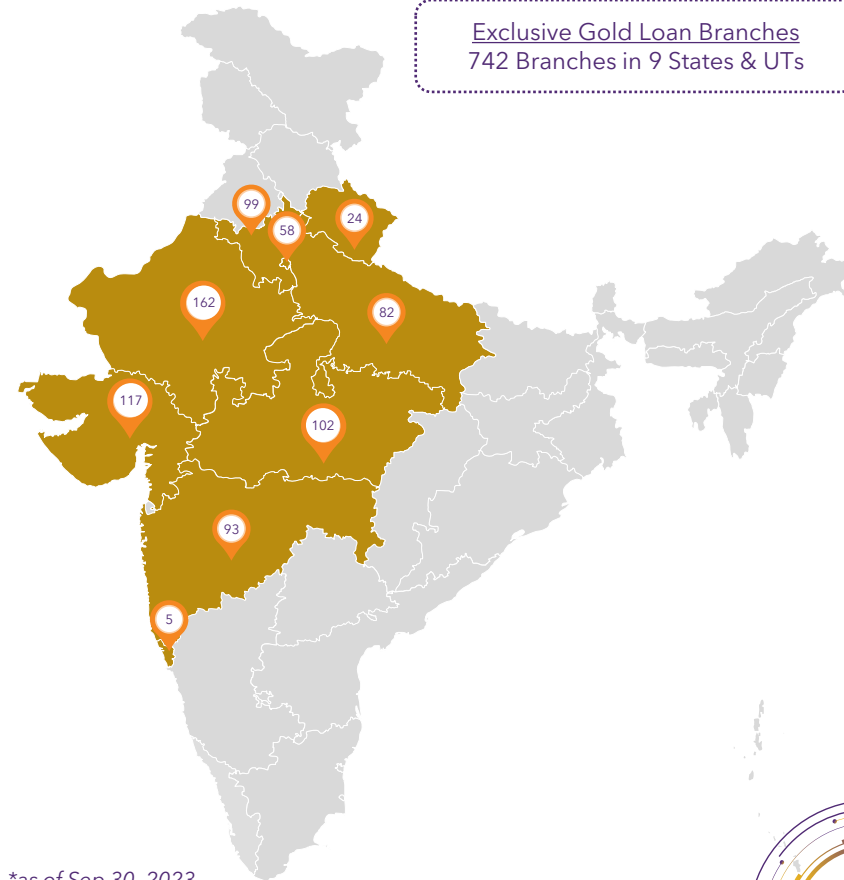
NOTE: 1. LTV for Q2FY24; 2. For Q2FY24, values rounded-off; 3. Including 5.0% in MSME, 1.7% in Housing, and 1.1% in Gold under Co-Lending Mechanism; 4. Car loan origination fees were 8% of net income in H1FY24 / 13% in FY23.

Lending Business: Footprint In Major Growth Centres*

Urban Retail, CF, and Car Loan
Distribution
175 Branches in 13 States & UTs



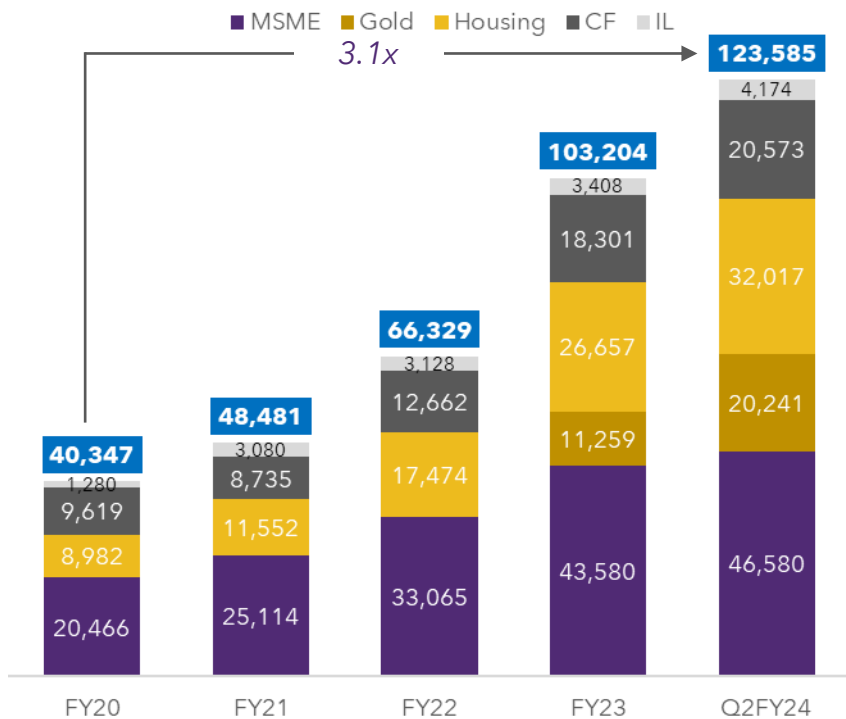
Exclusive Gold Loan Branches
742 Branches in 9 States & UTs



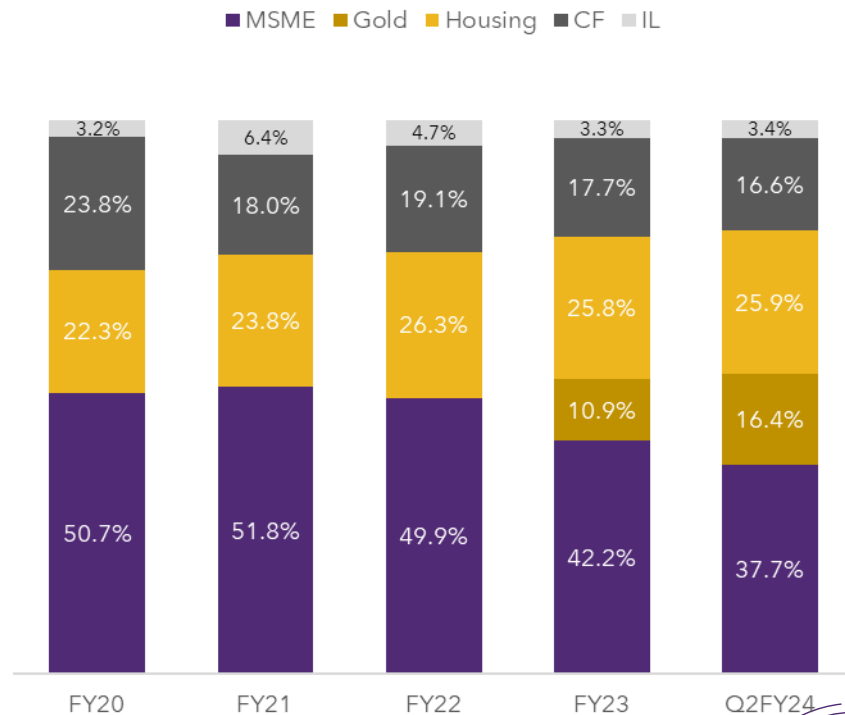
Note: Political map of India not to scale, *as of Sep 30, 2023

Diversified AUM: Strong and Sustained Momentum

AUM Segmental Break Up (₹ Mn)

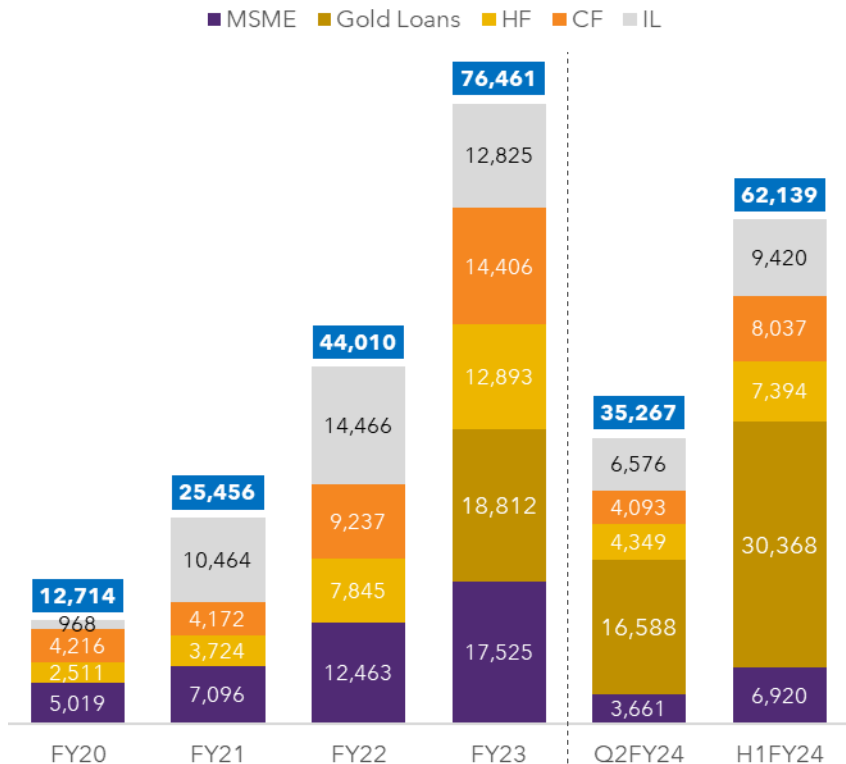


AUM Segmental Break Up (%)

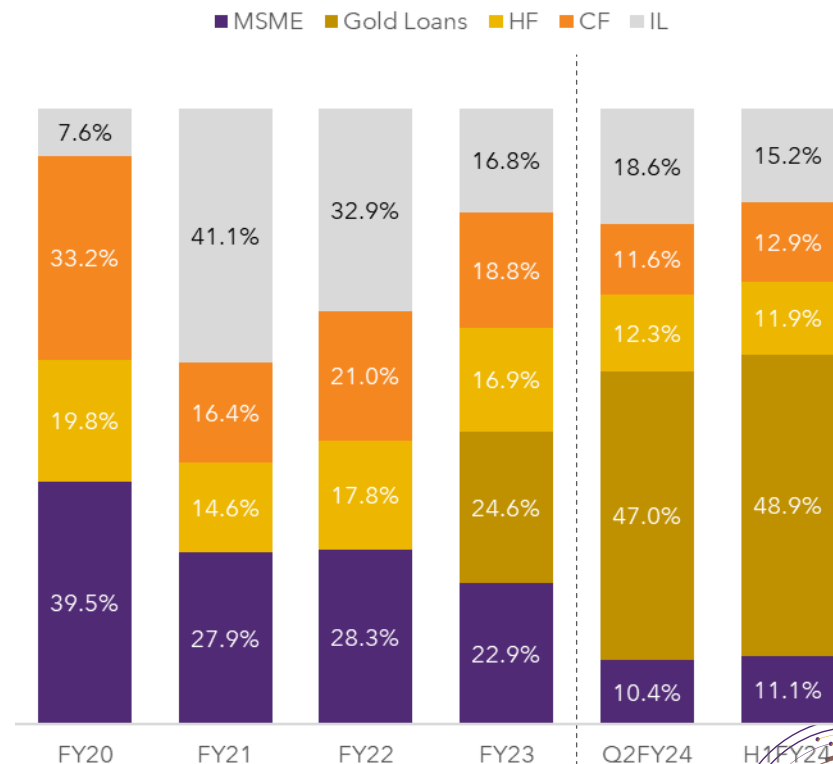


Disbursals: New Growth Drivers Adding Momentum

Disbursals Segmental Break Up (₹ Mn)

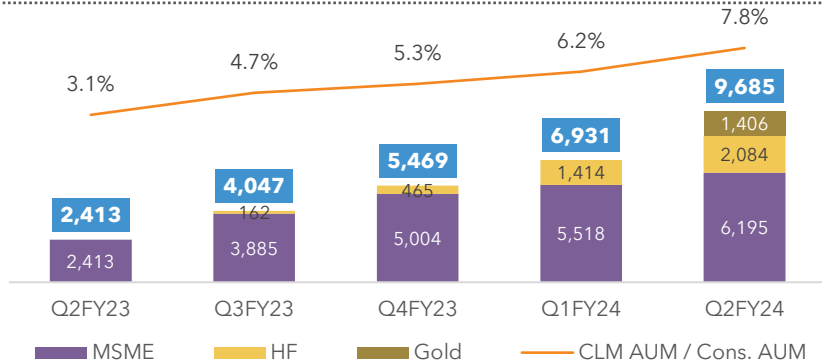


Disbursals Segmental Break Up (%)

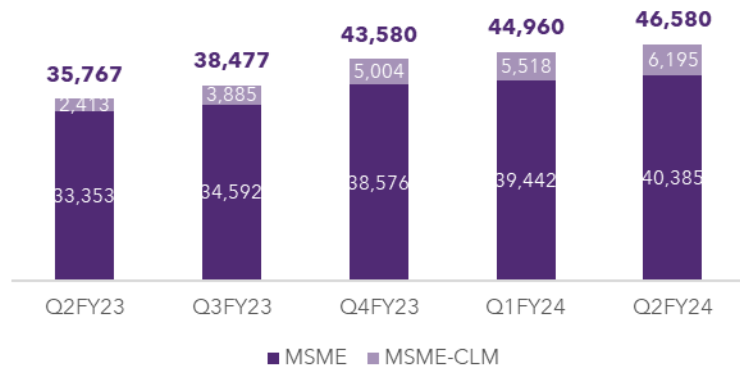


Retail AUM : Rising Share Of Co-Lending AUM

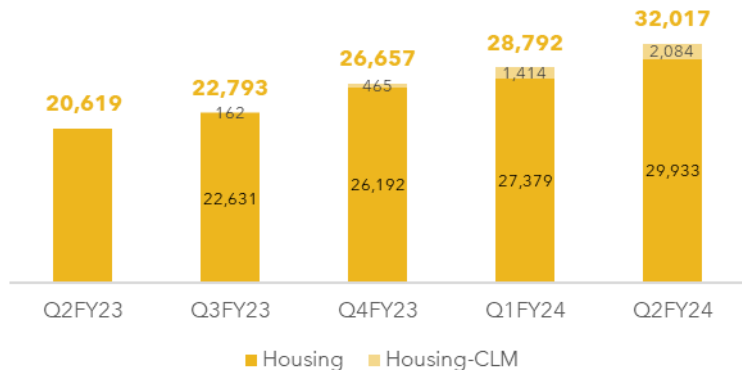
Co-Lending AUM (₹ Mn)



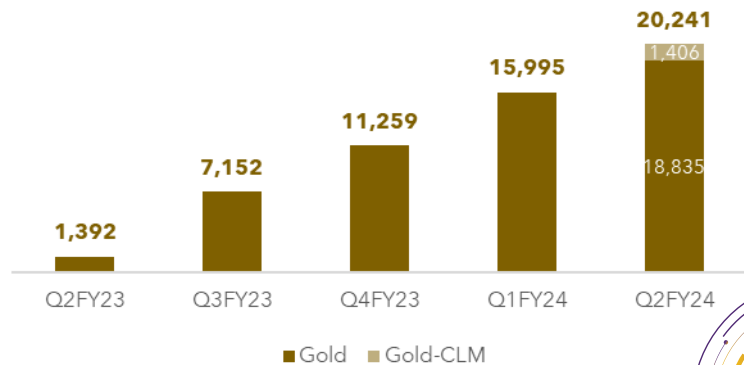
MSME AUM (₹ Mn)



Housing AUM (₹ Mn)



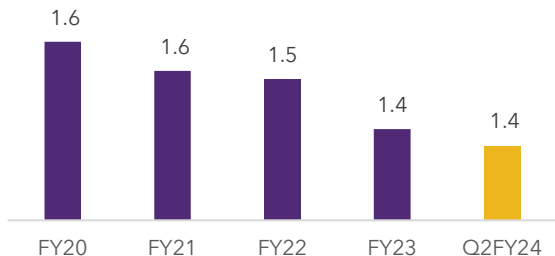
Gold AUM (₹ Mn)



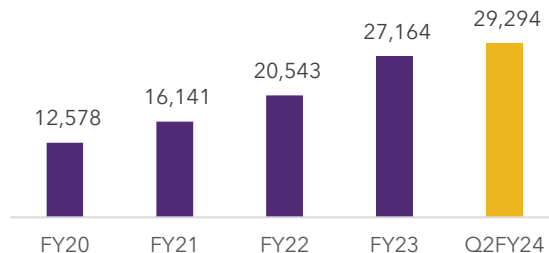
* As at the end of indicated period.

MSME: Fully Secured Business Loans

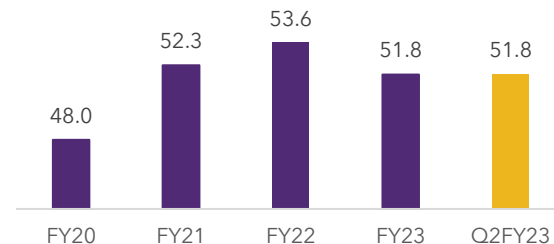
Average Ticket Size (On Portfolio)
(₹Mn)



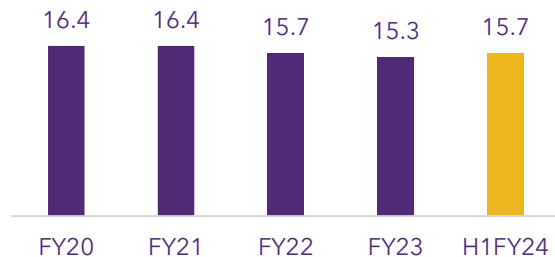
Live Accounts (Nos.)



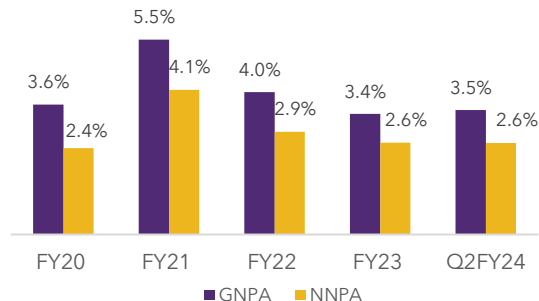
Loan to Value (%)



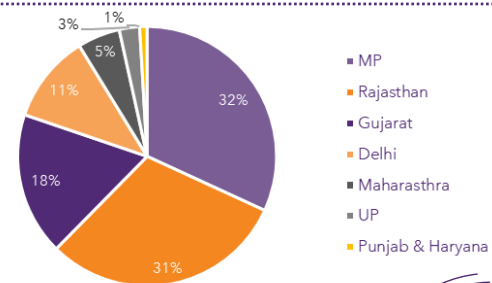
Wtd. Avg. YoA (%)



Asset Quality



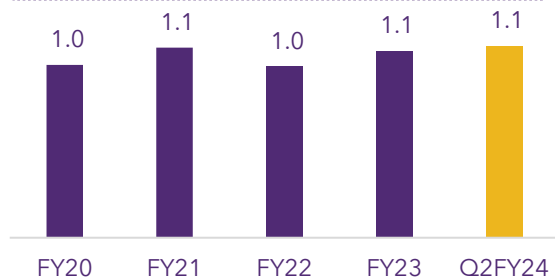
Geographic Distribution (Value-wise)^



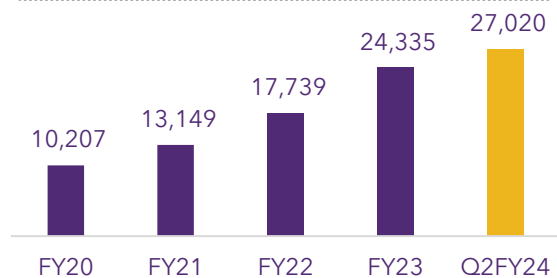
^ As at September 30, 2023

Housing Finance: Sustaining Growth Through Affordable Hsg.

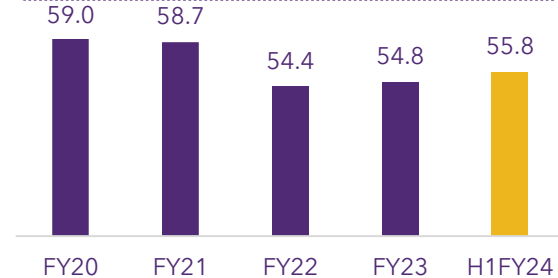
Average Ticket Size (On Portfolio)
(₹ Mn)



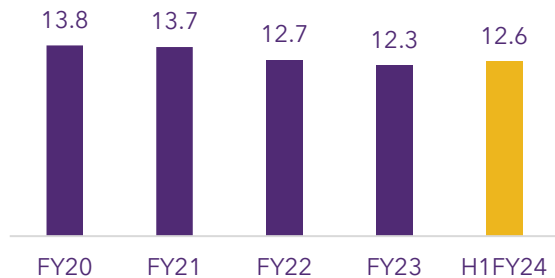
Live Accounts (Nos.)



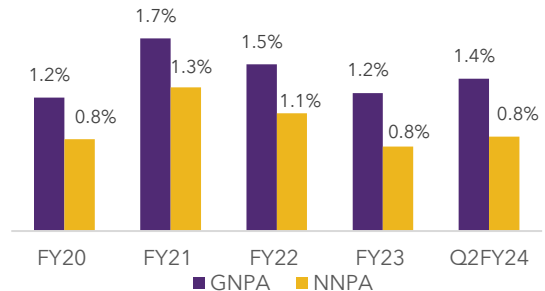
Loan to Value (Incremental) (%)



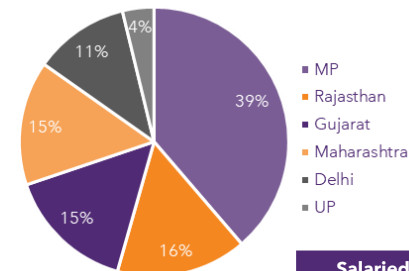
Wtd. Avg. YoA (%)



Asset Quality



Geographic Distribution (Value-wise)^

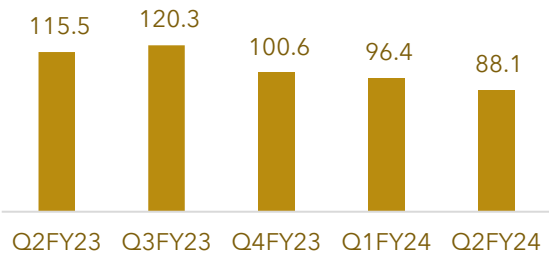


Salaried	41%
Self-employed	59%

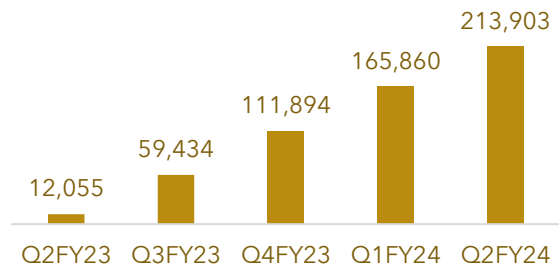
^ As at September 30, 2023

Gold Loans : Rapid Scale-Up In 1 Year Of Operations

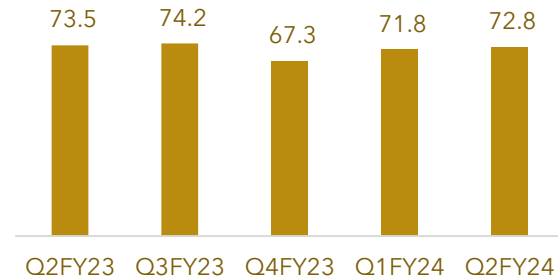
Average Ticket Size (On Portfolio)
(₹ '000)



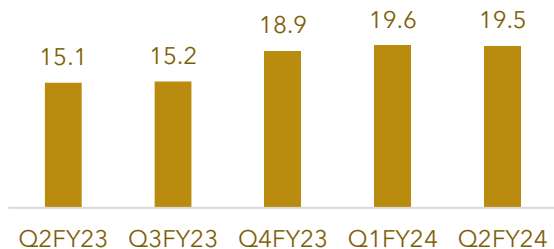
Live Accounts (Nos.)*



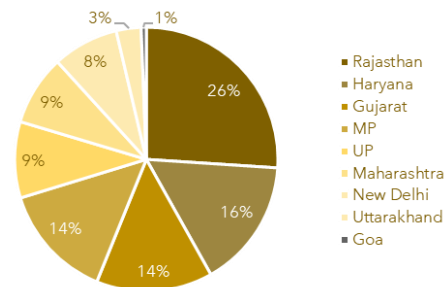
Loan to Value (%) (Incremental Disbursals)



Yield on Advances (%)



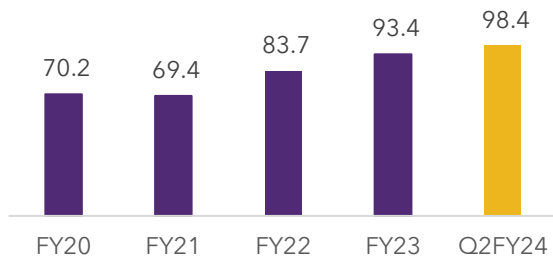
Geographic Distribution (Value-wise)^



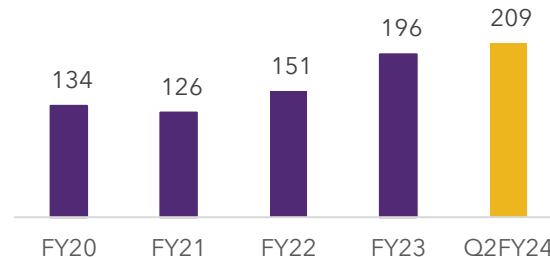
^ As at September 30, 2023

Construction Finance: Focus On Niche, Small Ticket Loans

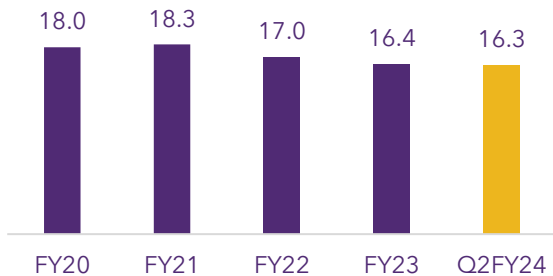
Average Ticket Size (On Portfolio)
(₹ Mn)



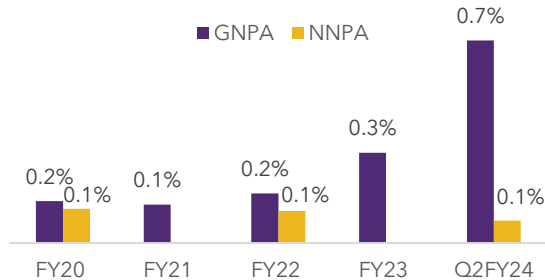
No. of Accounts



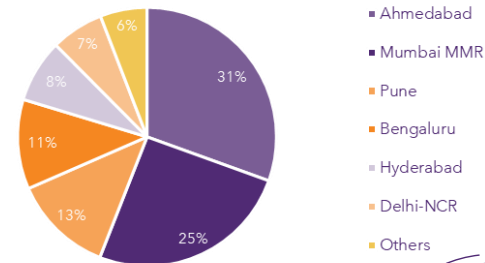
Wtd. Avg. YoA (%)



Asset Quality



Geographic Distribution (Value-wise)^



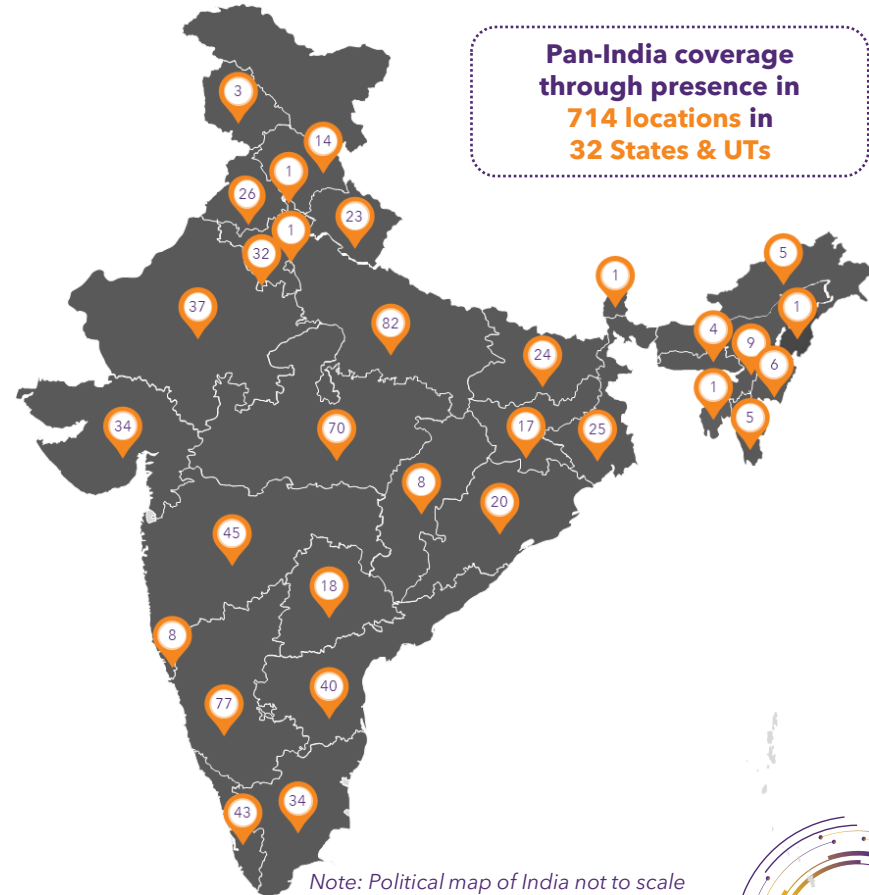
^ As at September 30, 2023

Car Loan Distribution: Pan-India Distributor

Partner Banks



Pan-India coverage through presence in **714 locations** in **32 States & UTs**



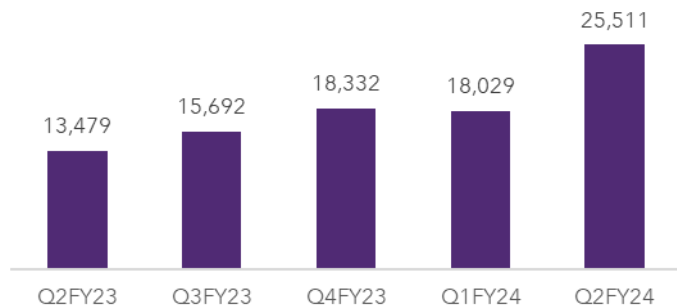
Total Locations (Branches + Feet-on-Street)

Q2FY23	Q3FY23	Q4FY23	Q1FY24	Q2FY24
322	322	450	714	714

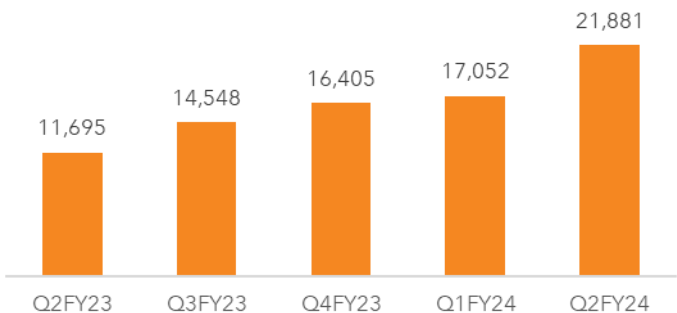
Note: Political map of India not to scale

Car Loan Origination: On Track To Cross Rs100bn In Originations In FY24

Consistently Rising Loan Originations (₹ Mn)^

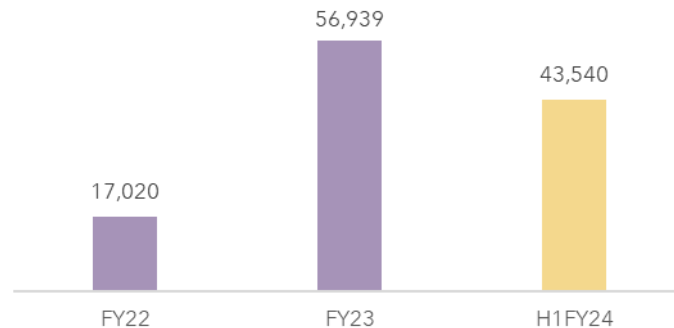


Loan Originations By Volume (Nos.)^

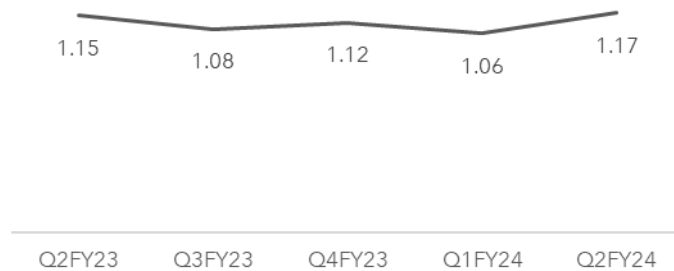


^Provisional data pertaining to previous quarters has been re-stated.

Loan Originations (₹ Mn)



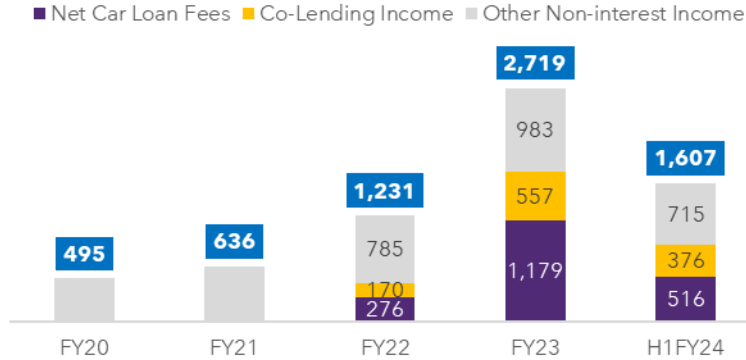
Average Ticket Size (₹ Mn) *



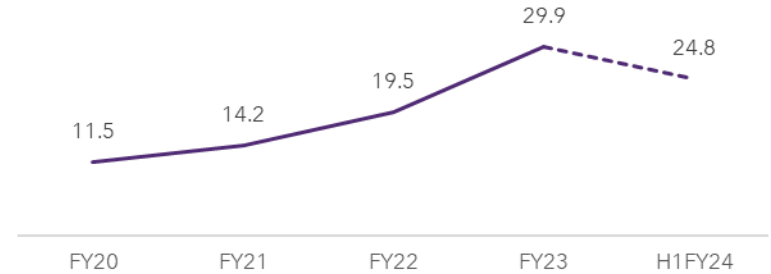
*ATS = Originations by Value / Originations by Volume During Quarter

Non-Interest Income : New Streams Strengthening Net Income

Net Non-Interest Income (₹ Mn)*



Non-Interest Income / Net Income (%)



- Share of CGCL's non-spread income in net-income has increased from **11.5% in FY20 to 29.9% in FY23**.
- In a short span of two years, CGCL has emerged as a top distributor of car loans in the country.
- CGCL's ability to deliver scale shall be a key driver to its future fee income as new products get added to its wide distribution franchise.

NPA Analysis: In Improvement Trajectory

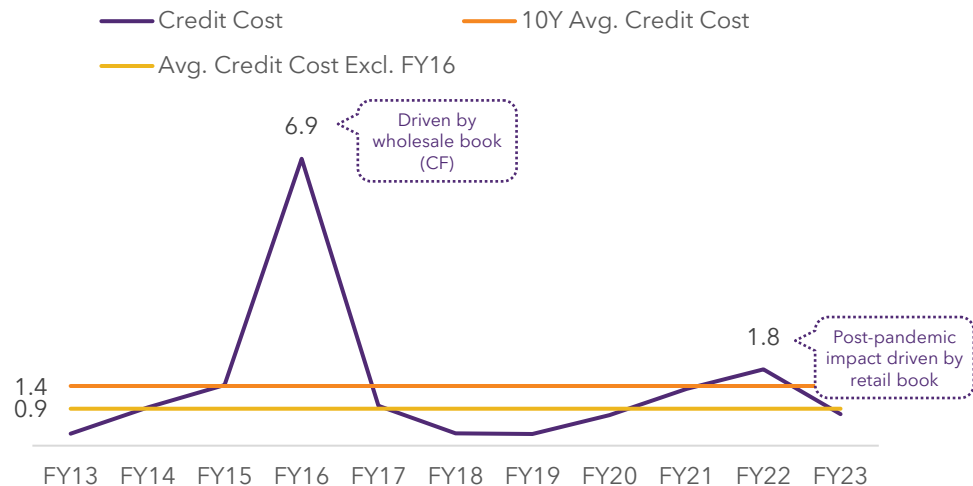
₹ Mn except stated otherwise

ECL Analysis As Per IndAS	FY20	FY21	FY22	FY23	Q2FY24
Stage 1 & 2 - Gross	39,151	45,411	63,627	95,985	111,708
Stage 1 & 2 - ECL Provisions	308	581	1,231	1,258	1,472
Stage 1 & 2 - Net	38,843	44,830	62,396	94,727	110,236
Stage 1 & 2 - ECL Provisions %	0.8%	1.28%	1.93%	1.31%	1.32%
Stage 3 - Gross	858	1,608	1,562	1,704	2,193
Stage 3 - ECL Provisions	294	464	476	526	707
Stage 3 - Net (net of aggregate ECL prov.)	565	1,145	1,086	1,178	1,486
Stage 3 - ECL Provisions %	34.2%	28.8%	30.5%	30.9%	32.2%
Total ECL Provisions	602	1,144	1,707	1,723	2,074
Stage 3 % - Gross NPA	2.1%	3.3%	2.4%	1.7%	1.9%
Stage 3 % - Net NPA	1.4%	2.4%	1.7%	1.2%	1.3%
PCR % (incl. aggregate ECL Prov.)	70.1%	71.1%	109.3%	101.1%	94.6%
Restructured Assets	-	1,841	2,161	1,597	1,596
Restructured Assets (%)	-	3.9%	3.3%	1.6%	1.4%
Prov. on Restr. Assets	-	100	412	331	379
Prov. on Restr. Assets (%)	-	5.4%	19.1%	20.7%	23.7%

□ FY23: Std. restructured assets: MSME Rs 1,210mn (3.1% of MSME AUM), Housing Rs 105mn (0.4% of Housing AUM), CF & IRL - NIL.

□ FY22: Std. restructured assets: MSME Rs 1,938mn (6.1% of MSME AUM), Housing Rs 131mn (0.8% of Housing AUM), CF & IRL - NIL.

Credit Cost : Towards Normalisation

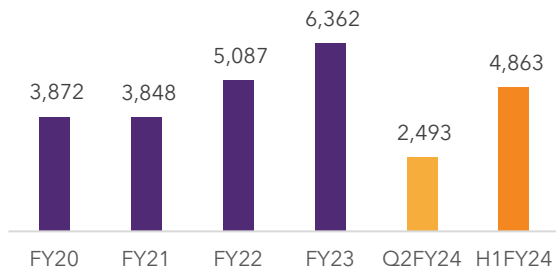


Credit Cost Manageable

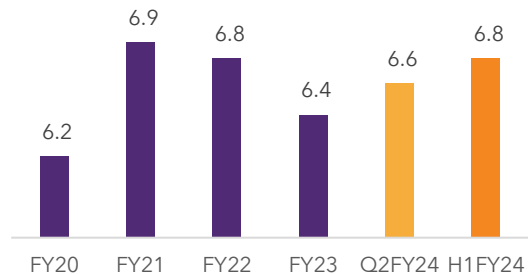
- ❑ Average credit cost between FY13-FY23 at 144bps.
- ❑ CGCL had one major credit event in FY16 which has bumped up the average credit cost.
- ❑ Excluding the FY16 credit cost increase, the average credit cost declines to 89bps.
- ❑ **The credit cost for five-year period between FY18-FY23 is noted at 88bps. This is despite the post-pandemic bump up of 184bps in FY22.**

Healthy Financial Performance Over The Years...

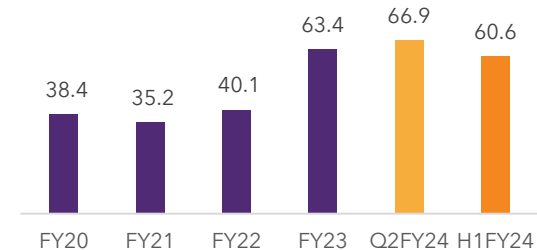
NII (₹ Mn)



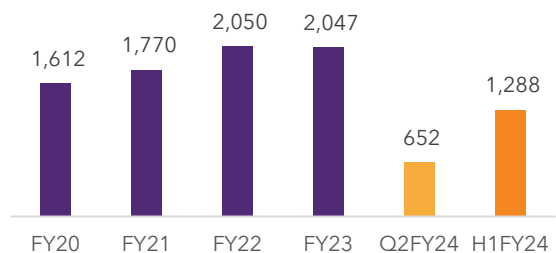
Spreads (%)¹: Cycle Turning



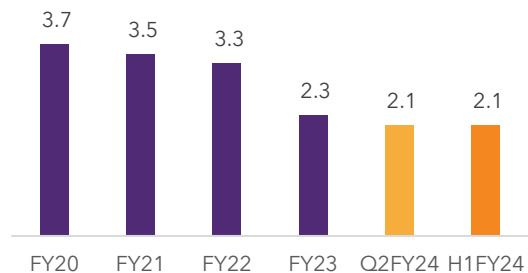
C/I (%) : Impacted By Gold Loan Opex; Adj. C/I Ratio 51% in Q2FY24



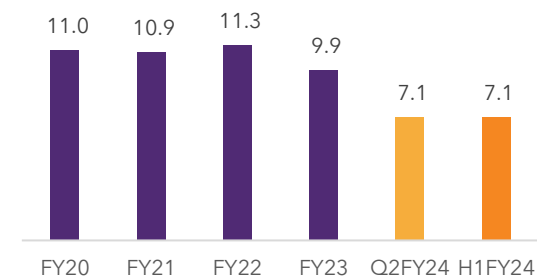
PAT (₹ Mn)²



Return on Average Assets (%) : Short Term Impact



Return on Average Equity (%) : Short Term Impact



1. Annual spreads are calculated as difference of Average of Quarterly Wtd. YoA over Avg. of Quarterly Wtd. CoF

2. Adjusted for the impact of Gold Loan business, FY23 / Q2FY24 net profit would have risen 39% YoY / 53% YoY to ₹ 2,840 Mn / ₹ 861 Mn



PATH AHEAD & GROWTH DRIVERS

Capri 2.0 | Scale And Profitability

Medium Term Targets (FY27E)

- ✓ Aim to reach ₹ 300bn AUM
- ✓ Mid-teen RoE

driven by:

- Better spreads
- Robust fee franchise
- Stable credit costs
- Break-even & positive RoE in Gold Loan business

Maturity



Starting Point

NBFC with focus on two retail products

FY21

Sizeable diversified play

- ❑ New products (Car Loan Distribution, Co-Lending, Gold Loans), markets, and channels
- ❑ Inroads into digital lending
- ❑ Turbocharge core business with efficient, scalable business processes

FY23

Scaled-up Diversified NBFC

- ❑ Rapid scale-up of business
- ❑ Deeper penetration of existing products
- ❑ Leverage cross-sell potential
- ❑ Diversify to offer other financial products

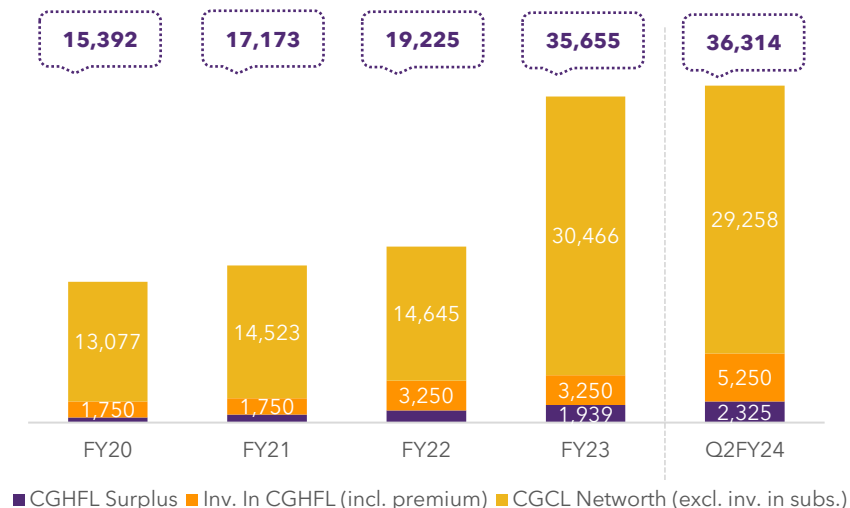
FY27

+30% Growth for Existing Products &
Focus on New Products

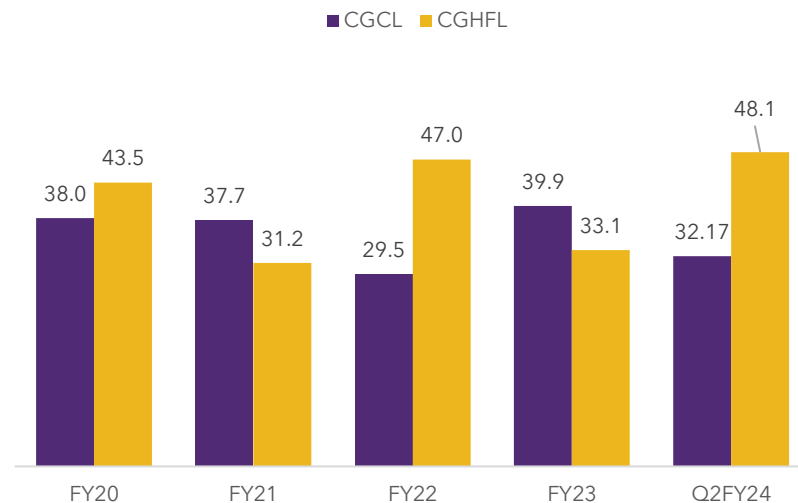


Well Capitalized For Medium Term Growth

Consolidated Network (₹ Mn)



Capital Adequacy (%)*



- CGCL raised Rs14.4bn equity capital through a Rights Issue in Mar'23. The equity was fully deployed during Q1FY24. The Company is well capitalised for medium term growth.
- During Q2FY24, CGCL infused Rs2bn in its wholly-owned subsidiary CGHFL.
- The strong capital adequacy of CGCL and CGHFL positions both the companies well to access fresh lines of credit to fund growth.

Sustaining Growth: Ensuring Underwriting Quality In Retail

Business Origination

- **Fully in-house origination.** Direct Sales Team (DST) originates new lending proposals
- Doorstep meeting with customers and document collection

Credit Underwriting

- Bureau check
- **Customised underwriting basis evaluation of customer cash flow through formal / informal records**
- Mandatory meeting with customer
- Field investigation (FI)

FCU, Legal, Technical

- Fraud Check of documents and customer profile
- Hunter database (Experian) check
- Title search of property
- Property paper verification
- Property valuation

Operations

- Pre-disbursal checks
- Centralised disbursements (RTGS/NEFT)
- Centralised banking / management of repayments
- File storage and digitization through vendors

Customer Service

- Mandatory welcome call to new customers
- Customer grievance redressal
- SMS / telecall reminders for EMIs

Avoiding Adverse Selection Risk - Key Funnel

- ❑ Lending templatised and localised - similar businesses have localised underwriting parameters for different geographies.
- ❑ Consistent in maintaining underwriting standards:
 - **Growth driven by volumes and not ATS inflation** - Between FY18-FY23, live customer relationships have grown at 43% CAGR while AUM has grown at 31% CAGR.
 - **Lending 100% secured**, over 85% collateral comprises Self Occupied Residential Property, balance is Self Occupied Commercial Property.
 - Consistently maintained **average LTV below 60%** on incremental disbursements.
 - **Disbursal / Login ratio at ~24%** (value terms) highlights both conservative underwriting as well as the difficult nature of MSME business.

Technology: Building Support Infra for Capri 2.0

Key Technology Enablers

In-House Tech Team



Artificial Intelligence



Machine Learning



Data Analytics



IT Capex
₹500mn IT capex budgeted in FY24

Origination

Sales Mobility Application
Application for new loan logins

Capri Business Partner
An alternate leads channel live on Playstore, >21K connectors live

In-House Car Loan Leads App
Works seamlessly with multiple banks

Underwriting

In-House LOS
'Swarnim' LOS for Gold Loan business launched in Aug'23

Built Own OCR and KYC Engine

Datawarehouse
'Single source of truth', data project to enable business insights through data repository

Post-Disbursal

Customer Service App
Live on Playstore as Capri Loans application to serve customers better

Cross-Sell Analytics
To identify cross-selling opportunities for other products

Data Management

Entire Tech Footprint Cloud Based

Loan Management System
*Migration to **Oracle FLEXCUBE** from legacy system for all retail products by Mar'24, Gold Loans already live since Aug'23*

In-House Data Analytics Platform

Data Science & Analytics: Building Support Infra for Capri 2.0

Our Goal

Reliability On
Data

Last Mile
Delivery

Data and AI
Augmented
Decisioning

Sales & Partnership

X/Up-sell and Retention

>250 Cr. of retention.
>20Cr. New Disbursements

Co-lending Engine

1000 Cr. of successful partnership
1 day TAT for new partner onboarding

RM Incentive Gamification

Seamless daily review
Healthy Competitive Environment

Process Efficiency

Realtime Application and TAT Tracking

Login-Disbursal TAT: 15 -> 10 days
Login-Realization TAT: 45 -> 30 days

Data Quality Surveillance

Capri under few HFCs with record of
submitting data to NHB on a timely basis

KPI Control Tower

To enable faster Insight, RCA and Action

Risk and Collections

Delinquency Prediction Model

Dramatic improvement in Tele-Calling
allocation and performance

NPA Recovery Prediction Model

Faster and higher recovery/Legal process
initiation

ML based UW Scorecard

>10,000 INR expected to be saved per
rejected application

Collections: Leveraging Digital & Analytical Capabilities

Extensive leverage of strong Digital and Analytical capabilities for Collections

- 1 Artificial Intelligence Based Bot Calling to Customers
- 2 State-of-the-Art Tele-calling Set-up With Automated Calling
- 3 Incentive Gamification Tool for Collections Employees
- 4 Live Collections Analytics Dashboard Across Hierarchy
- 5 Machine Learning Models for Bounce & NPA Prediction
- 6 Analytics-led Customer Risk Profiling and Action Strategy
- 7 Industry-First Legal System with automated processes

Collections: Strengthened Engine With 3 Strategic Pillars



Best-in-class Customer Engagement Quality

- ❑ Trainings for courtesy & problem-solving led communications
- ❑ Live monitoring of customer discussions with on-roll trainers



Culture of Proactive Collections Action

- ❑ Monthly tracking of contacts made, invalid repayment accounts and customer outreach programs for information update
- ❑ Penalty collection drives focused on high-risk defaulters
- ❑ Emphasis on EMI reminders for non-delinquent accounts



Industry-First Post Delinquency processes

- ❑ Automated legal process with TAT tracking and escalations
- ❑ Legal-like-letters and Legal tele-calling action for high-risk pre-NPA delinquent accounts
- ❑ Legal trainings to enable collections managers to act as legal managers, in context of secured lending group



FINANCIALS

CGCL Consolidated Income Statement : Annual Comparison

₹ Mn except stated

Profit and Loss A/c	FY19	FY20	FY21	FY22	FY23
Interest income	5,307	6,700	6,735	8,396	11,673
Interest expenses	2,071	2,828	2,887	3,308	5,311
Net interest income	3,236	3,872	3,848	5,087	6,362
Other income	586	433	636	1,231	2,719
Fees	558	399	626	1,103	2,703
Other income	27	34	11	128	17
Net income	3,822	4,305	4,484	6,319	9,081
Operating expenses	1,790	1,732	1,520	2,536	5,756
Employee expenses	1,175	1,188	994	1,746	4,061
Other expenses	614	544	526	790	1,696
Operating profit	2,032	2,573	2,964	3,783	3,325
Provisions	165	353	607	1,057	642
ECL provisions	99	299	545	618	71
Write-offs	67	54	62	439	570
Profit before tax	1,867	2,220	2,357	2,726	2,683
Taxes	510	607	588	676	636
Tax rate (%)	27.3%	27.4%	24.9%	24.8%	23.7%
Profit after tax	1,357	1,612	1,770	2,050	2,047
<i>Earnings per share (Diluted) (Rs.)</i>	<i>7.7</i>	<i>9.2</i>	<i>10.0</i>	<i>11.6</i>	<i>10.9</i>

New businesses contributing to robust non-interest income

Net Income CAGR of 24% FY19-FY23

Net profit flat in FY23 despite major expansion opex during the year.

CGCL Consolidated Balance Sheet : Annual Comparison*

₹ Mn except stated

Balance Sheet	FY19	FY20	FY21	FY22	FY23
Liabilities					
Paid-up equity	350	350	351	351	412
Reserves	13,477	15,042	16,822	18,873	35,242
Networth	13,827	15,392	17,173	19,225	35,655
Borrowings	27,687	28,366	37,689	48,084	75,113
Other liabilities	1,256	657	3,269	4,219	7,179
Total liabilities	42,770	44,415	58,131	71,528	117,946
Assets					
Cash and equivalents	1,691	742	2,242	3,531	15,103
Investments	93	3,607	8,075	3,775	2,150
Loans	40,222	39,288	46,863	62,708	94,754
Other assets	764	777	951	1,514	5,939
Total assets	42,770	44,415	58,131	71,528	117,946

Ample leverage room to continue delivering robust growth.

~2.8x growth in balance sheet in 4 years.

~2.4x growth in loan book in 4 years.

* As at the end of periods indicated.

CGCL Consolidated Earnings : Du Pont Analysis

RoA Tree (%)	FY19	FY20	FY21	FY22	FY23
Interest income	14.6	15.4	13.1	13.0	12.3
Interest expenses	5.7	6.5	5.6	5.1	5.6
Net interest income	8.9	8.9	7.5	7.8	6.7
Other income	1.6	1.0	1.2	1.9	2.9
Fees	1.5	0.9	1.2	1.7	2.9
Other income	0.1	0.1	0.0	0.2	0.0
Net income	10.5	9.9	8.7	9.7	9.6
Operating expenses	4.9	4.0	3.0	3.9	6.1
Employee expenses	3.2	2.7	1.9	2.7	4.3
Other expenses	1.7	1.2	1.0	1.2	1.8
Operating profit	5.6	5.9	5.8	5.8	3.5
Provisions	0.5	0.8	1.2	1.6	0.7
ECL provisions	0.3	0.7	1.1	1.0	0.1
Write-offs	0.2	0.1	0.1	0.7	0.6
Profit before tax	5.2	5.1	4.6	4.2	2.8
Taxes	1.4	1.4	1.1	1.0	0.7
Profit after tax (RoA)	3.7	3.7	3.5	3.2	2.1

CGCL Cons. Inc. Statement : Quarterly Comparison

₹ Mn except stated

Particulars	Q2FY24	Q2FY23	Y-o-Y (%)	Q1FY24	Q-o-Q (%)
Interest earned	4,452	2,787	60%	4,134	8%
Interest expended	1,958	1,258	56%	1,765	11%
Net interest income	2,493	1,528	63%	2,370	5%
Non-interest income	803	610	32%	805	0%
Net car loan fees	200	285		316	
Co-lending income	198	60		178	
Other core income	404	265		311	
Total income	3,296	2,138	54%	3,175	4%
Operating expenses	2,205	1,292	71%	2,096	5%
Employee cost	1,453	920		1,458	
Other operating expenses	752	372		638	
Operating profit	1,091	846	29%	1,078	1%
Total provisions	231	40	477%	239	-3%
ECL provisions	262	(10)		121	
Write-offs	(31)	50		118	
Profit before tax	860	806	7%	839	3%
Tax	208	244		203	
Implied tax rate	24.2%	30.2%		24.2%	
Profit after tax	652	563	16%	636	3%
EPS (diluted) (Rs.) (not annualised)	3.13	3.16		3.05	

CGCL Consolidated Balance Sheet*

₹ Mn except stated

Particulars (INR Mn)	Q2FY24	Q2FY23	YoY (%)	Q1FY24	QoQ (%)
Paid-up equity	412	351	17.3%	412	0.0%
Reserves and surplus	36,420	20,062	81.5%	35,901	1.4%
Networth	36,833	20,414	80.4%	36,314	1.4%
Bank borrowings and refinance	86,489	57,139	51.4%	72,079	20.0%
NCDs	1,522	4,165	-63.5%	1,702	-10.6%
Other liabilities and provisions	6,278	3,272	91.9%	4,241	48.0%
Total shareholders' equity & liabilities	131,121	84,990	54.3%	114,336	14.7%
Cash and bank balances	10,823	4,395	146.3%	4,798	125.6%
Investments	2,390	4,204	-43.2%	701	241.0%
Assets under financing activities	110,210	72,645	51.7%	102,164	7.9%
Other assets	7,699	3,747	105.5%	6,673	15.4%
Total assets	131,121	84,990	54.3%	114,336	14.7%

* Q1FY24 balance sheet was not subject to audit review.



Leadership Team

Board of Directors & Corporate Governance

Independent Board Guides Executive Management



Ajit Mohan Sharan, Independent Director

IAS - Batch 1979 with over 3 decades of experience in varied aspects of public administration



Beni Prasad Rauka, Independent Director

Group CFO- Advanced Enzyme Technologies; over 2.5+ decades of experience; CA &CS



Rajesh Sharma, Managing Director

Founder & Promoter with over 2.5 decades of experience; Chartered Accountant



Bhagyam Ramani, Independent Director

Ex- GM and Director of General Insurance Corporation; 3+ decades of experience; MA (Economics Hons.)



Desh Raj Dogra, Independent Director

EX- CEO and MD of CARE ratings with over 4 decades of experience in financial sector and credit administration



Mukesh Kacker, Independent Director

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



Subramanian Ranganathan, Additional Independent Director

Ex- Citicorp, Bank of America Merrill Lynch, Edelweiss Group; over 4 decades experience in finance and management; CA, CS, CWA, LL.B

Strong Corporate Governance



Audit Committee

Oversees Company's financial reporting and financial information disclosure process



Nomination and Remuneration Committee

Formulates and ensures adherence to policies regarding appointment of BoD and senior managerial personnel



Stakeholders' Relationship Committee

Oversees redressal of security holders' and investors' complaints and effective exercise of stakeholders' rights



CSR Committee

Formulates and monitors implementation of CSR policy as specified in the Companies Act



Risk Management Committee

Formulates and reviews policy on operational, IT, and people risk

Leadership Team

Retail



Amar Rajpurohit (Business Head - MSME) Ex-AU Financiers, Gruh Finance, DHFL with over 17 years of work experience, B.A., LLB
Vintage with CGCL: 5Y 4M



Munish Jain (Business Head - Home Loans) Ex-Shriram Housing, GE Money Housing Finance, DHFL with over 20y of work exp; MBA
Vintage with CGCL: 4Y 6M



Ravish Gupta (Business Head - Gold Loans) Ex-IIFL Finance, GE Money, HDFC Bank with 20Y of exp., BCA., MDP (IIM-K, IIM-B)
Vintage with CGCL: 1Y 8M



Magesh Iyer (Chief Operating Officer) Ex - InCred Finance, Reliance Capital, ICICI Bank with over 20Y of exp., B. Com, PGDBA
Appointed in Dec'22



Prasanna Kumar Singh (Group Collections Head) Ex-Bajaj Finance and PNB Housing with over 20Y experience; LLB, MBA
Vintage with CGCL: 2Y 4M



Bhupinder Singh (Head - Legal Litigation) More than a decade experience with various NBFCs in providing legal advice
Vintage with CGCL: 4Y 1M

Risk Management & Underwriting



Sanjeev Srivastava (Chief Risk Officer) Ex-IIFL Finance, GE Money, ICICI Bank; over 24 years' exp.; CA
Appointed in Aug'23



Bhavesh Prajapati (Head - Credit, Risk & Policy) Ex-Aadhaar Hsg. Fin., IDFC Ltd, DHFL with over 20 years of exp.; MBA-ICFAI
Vintage with CGCL: 5Y 1M

Construction Finance & Indirect Lending



Bhaskarla Kesav Kumar (Associate Director - Monitoring) Ex-AGM & Unit Head of Corporate Relationships with SBI
Vintage with CGCL: 8Y 6M



Vijay Kumar Gattani (Associate Director - Credit) Ex-ICICI Bank, Head of Credit & Policy- ICICI HFC with over 15 years of exp., CA
Vintage with CGCL: 7Y 11M.

Technology



Varun Malhotra (Chief Technology Officer) Ex-BYJU's, Policy Bazaar, Lava International, over 17Y exp.; M.Tech (BITS Pilani)
Vintage with CGCL: 1Y 11M.

Corporate Functions



Partha Chakraborti (Chief Financial Officer) Ex-R R Kabel, Hafele India, IFB Industries.; over 27yrs' exp.; CA & CWA
Appointed in Oct'23



Vinay Surana (Head - Treasury) Ex-Founding Member, Axis Bank debt syndication team with over 15 years of experience, CA
Vintage with CGCL: 15Y

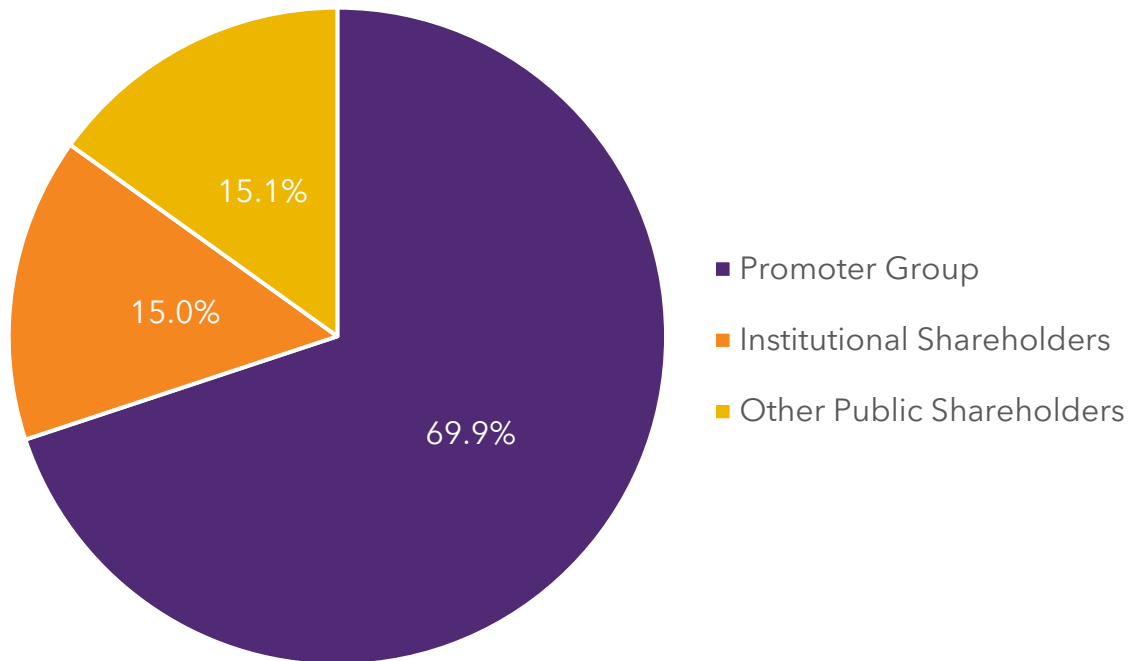


Suresh Gattani (Associate Director - Treasury Operations) Ex-Aditya Birla, two decades plus experience in accounts, finance, taxation and corporate planning
Vintage with CGCL: 17Y 4M



Yashesh Bhatt (Vice President - Compliance & Secretarial) Previously associated with L&T Fin. Serv., Tata Hsg, M&M, RIL; 17Y work exp; CS, LLB, MFM-JBIMS
Vintage with CGCL: 1Y 9M

Shareholding



Shareholding as of Sep'23

- **Market capitalization¹** : ₹ 157.7bn | US\$ 1.89bn²
- **Cons. Networth³ (Q2FY24)** : ₹ 36.9bn
- **Paid-up Equity** : ₹ 412.3mn
- **FV** : ₹ 2
- **Dividend Per Share (FY23)** : ₹ 0.50

1. Average of market capitalization on BSE and NSE on 31st October '23.
2. 1 US\$ = ₹ 83.27
3. Not adjusted for DTAs; ₹ 36.3bn after adjusting for DTAs; CGCL raised ₹ 14.4bn in Mar'23 through Rights Issue.
4. AMFI classifies CGCL as a small cap company based on six monthly average market capitalization (Jun'23 rank 285).
5. CGCL is part of NIFTY Smallcap 250 index.

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