

February 9, 2026

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, 5<sup>th</sup> Floor  
Plot No- 'C' Block, G Block  
Bandra-Kurla Complex, Bandra (East)  
Mumbai – 400 051  
Scrip Code: CGCL

**Sub: Corporate Presentation**

Dear Sir / Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed the presentation titled “CGCL – Corporate Presentation February 2026”.

Further, in compliance with Regulation 46(2)(o) of the Listing Regulations, the enclosed presentation titled “Corporate Presentation”, proposed to be used during the upcoming investor meetings/calls, is also being uploaded on the Company’s website at [www.capri loans.in](http://www.capri loans.in).

We confirm that no unpublished price sensitive information will be shared during such meetings/calls.

Date of occurrence of event/information: February 9, 2026  
Time of occurrence: 04:18 P.M.

You are requested to take the above information on record and acknowledge compliance under the applicable provisions of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Thanking you,

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

A handwritten signature in blue ink that reads "Bhatt 10" with a horizontal line underneath.

**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

+9122 4088 8100/4354 8200 | [contact@capriglobal.in](mailto:contact@capriglobal.in) | [www.capri loans.in](http://www.capri loans.in)



# Capri Global Capital Corporate Presentation

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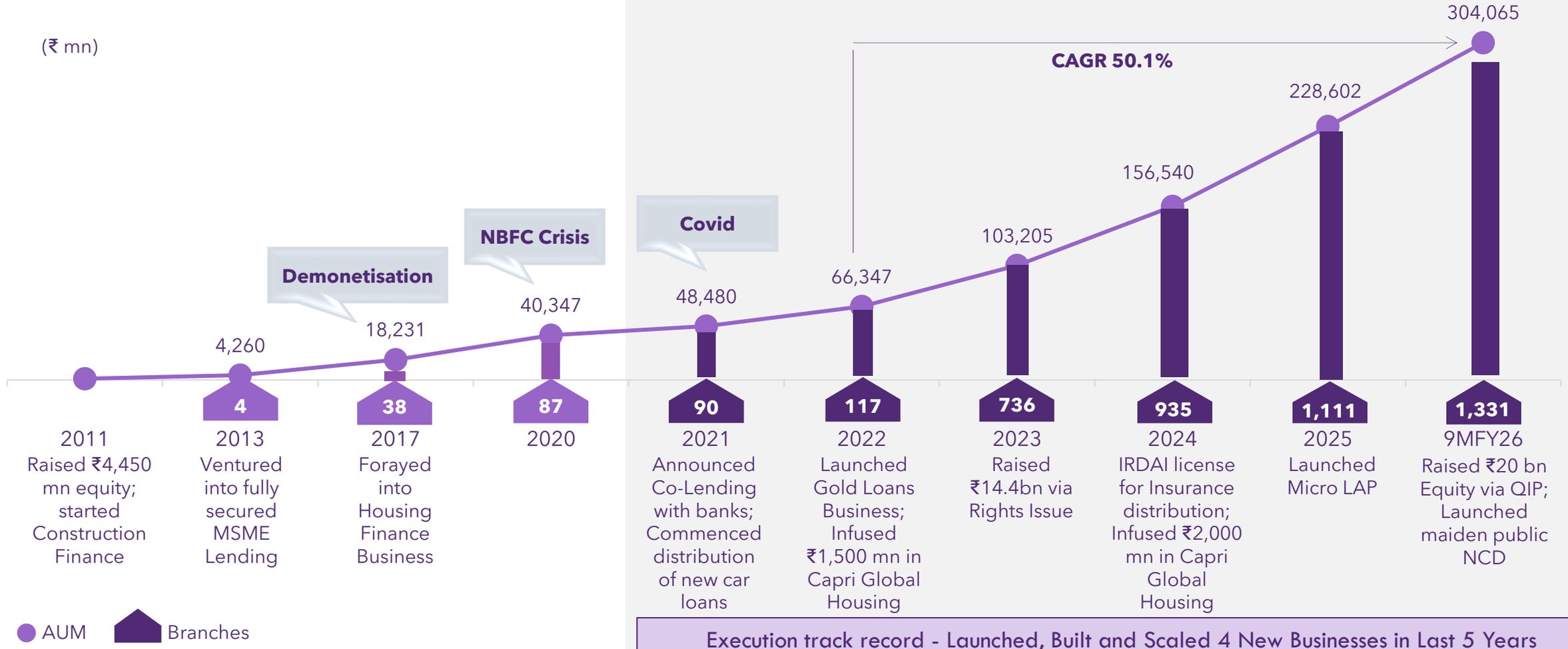


# Capri Global Capital - Journey

## Long Vintage with Resilient Business Model through Macro Events

### CAPRI 1.0: Establishing the Bedrock of a Multifold Growth

### CAPRI 2.0: Cementing Leadership through Tech



## Key Highlights

- **Retail focused** & Granular Portfolio
- **Fully Secured & Diversified** Loan book
- Catering **Unbanked and Underserved** segment
- Self Employed & Salaried customers
- **Semi-Urban & Rural presence-** Tier 2/3/4 cities
- Advanced **in house developed tech** and data science capabilities
- Completely **in-house data driven collections** process

## Product Offerings



# Capri Global Capital at a Glance

Retail-Focused, Secured, High Growth, Well-Diversified & Tech-Enabled NBFC

## Scale of Operations



**₹304,065 mn**  
AUM  
47.1% YoY



**₹108,788 mn**  
Disbursement (Q3FY26)  
86.8% YoY



**21 States & UTs**  
Geographical  
Presence

## Distribution



**1,331**  
Number of  
Branches



**13,066**  
Number of  
Employees



**626,161**  
No. of customers

## Liability Profile



**30+**  
Lender  
Relationships



**₹194,212 mn**  
Borrowings



**2.8x | 30.3%<sup>^</sup>**  
D/E | CRAR<sup>^</sup>

## Asset Quality



**1.18% / 0.67%**  
GNPA / NNPA



**0.4%<sup>#</sup>**  
Provisions / Avg.  
Assets



**43.6%**  
Provision  
Coverage

## Profitability



**7.0% / 9.1%**  
Loan spreads / NIM



**32.0%**  
Non-interest income as  
% of total income

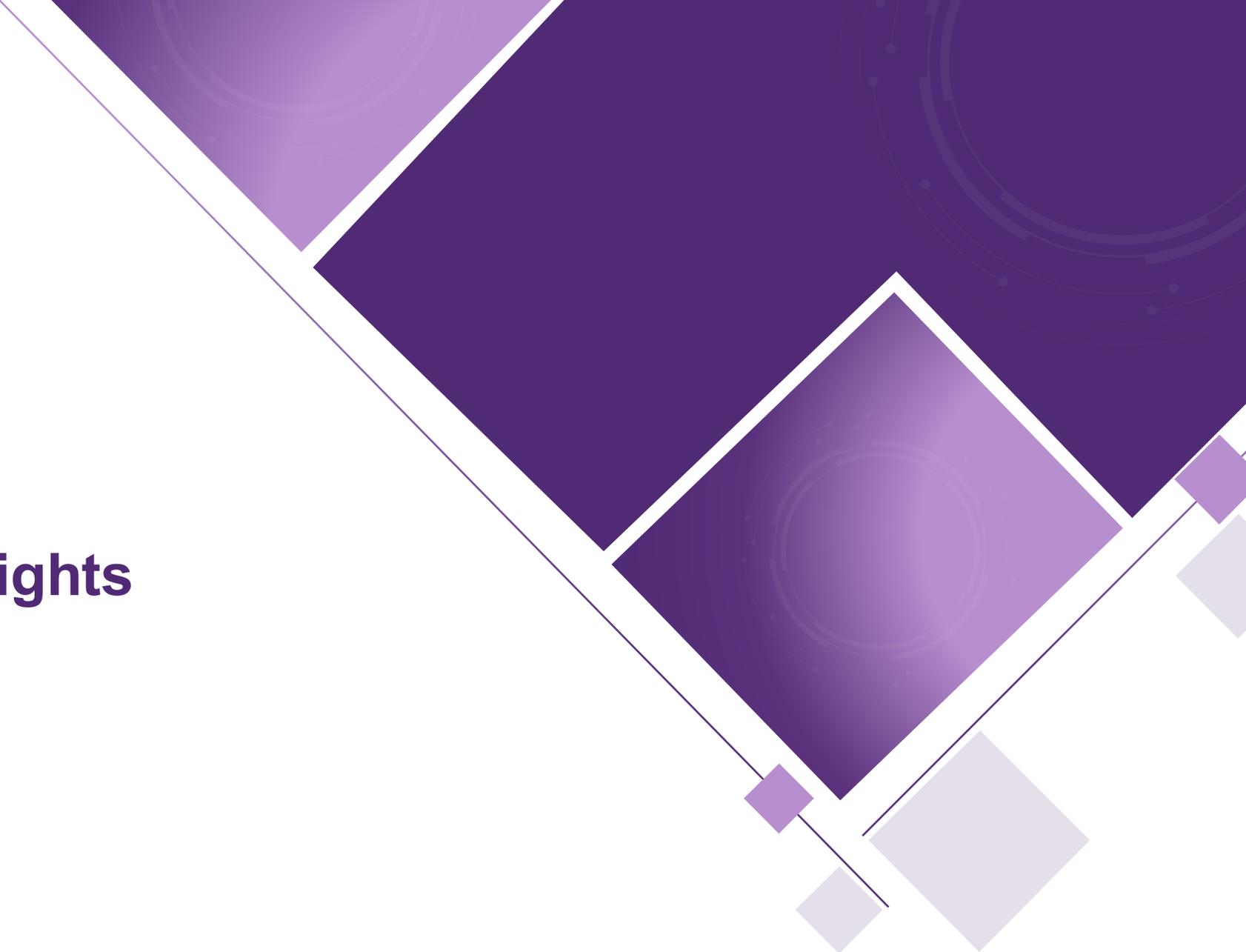


**4.0% / 15.0%<sup>\*#</sup>**  
RoAA / RoAE

<sup>^</sup>standalone

<sup>#</sup>annualised

<sup>\*</sup>Post-Money for QIP of ₹20bn done in June-25



# 1 Positioning Highlights

# 1 Capri Global has Significant Potential to Scale and Grow

Track record of execution and scaling business – fast growing NBFC with 50% AUM CAGR

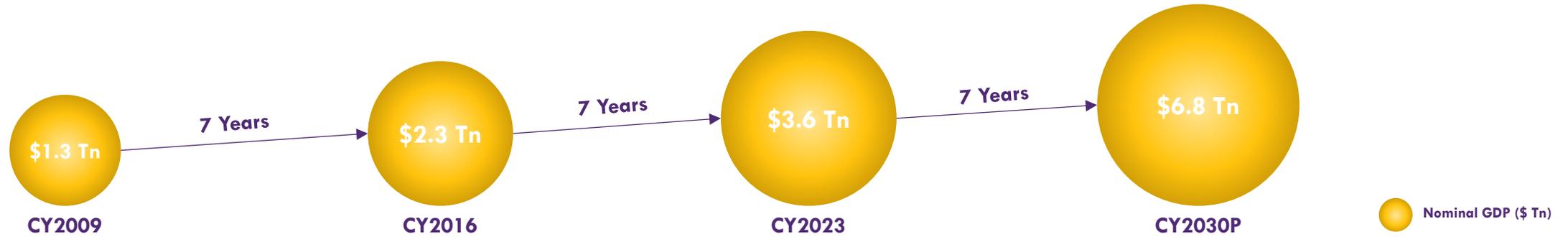
	FY22		9MFY26
AUM (₹ mn)	66,347	4.6x →	304,065
Customers	38,675	16.2x →	626,161
Branches	117	11.4x →	1,331
Employees	3,202	4.1x →	13,066
PAT (₹ mn)	2,050	3.3x →	6,663 / 4,785 <sup>^</sup>
Networth (₹ mn)	19,225	3.6x →	69,272

# Favorable Macro and Monetization of Household Savings to Lead the Retail Credit Growth



India's Golden Age | 3rd Largest Economy by 2030, "Developed" Aspiration by 2047

India's GDP to Increase by \$3.1 Trn in 7 Years from CY23 to CY30P, ~2.4 times of Increase from CY2016 to CY2023



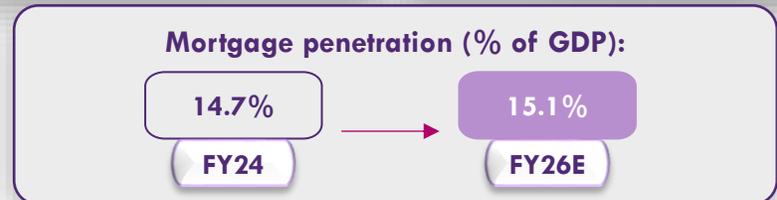
Note: IMF World Economic Outlook (April 2025), CRISIL Intelligence

## Structural trends that will drive India's GDP and define "India of the future"

- 1 Lower Credit Penetration from major asset classes
- 2 Rural Sector supporting growth
- 3 Change in Household Savings
- 4 Rising Middle India Population
- 5 Favorable Demographics & Increasing per capita GDP
- 6 Rapid urbanization
- 7 Increasing financial inclusion and digital payments
- 8 Government support for growth

**MSME credit penetration (FY24):**  
12% of GDP

**Housing Loan credit penetration (FY24):**  
11% of GDP

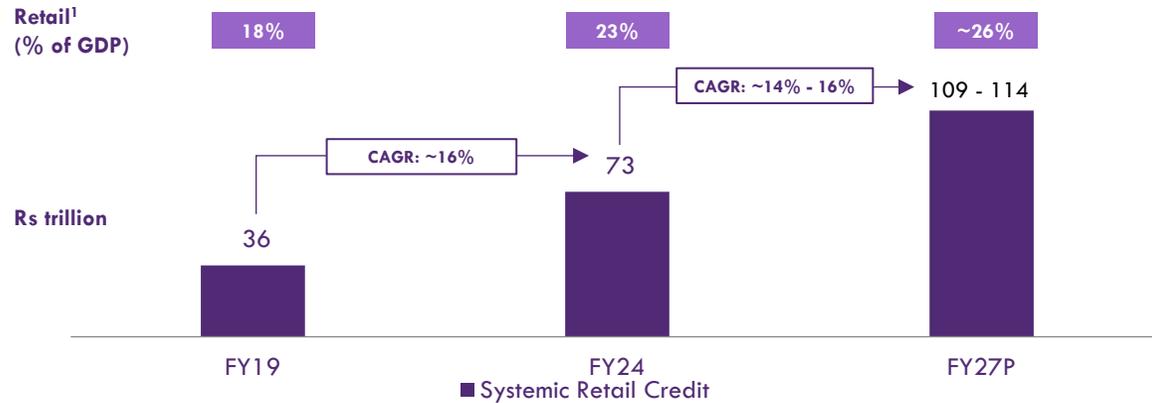


**70% of Household savings invested in physical assets**

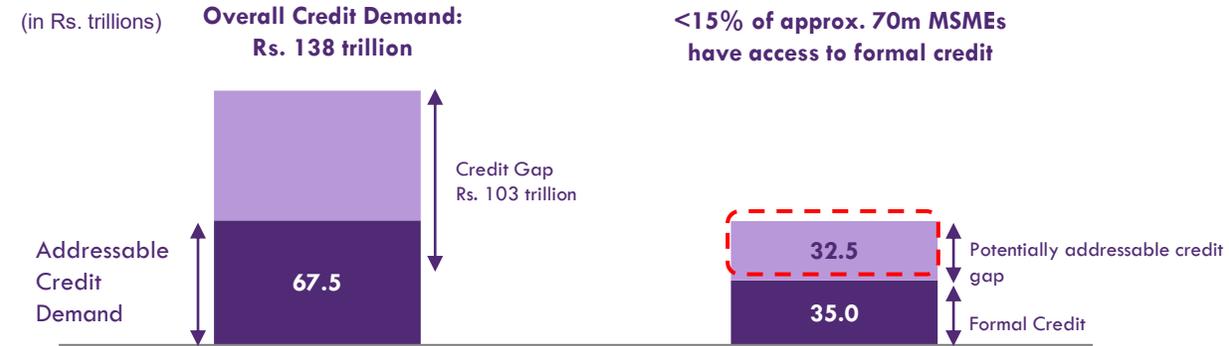
# Massive Market Opportunity - Retail Secured Lending Has Significant Under penetration and Credit Gap

Capri Global is a Retail Focused Secured Lender – >80% Retail and 100% Secured Book

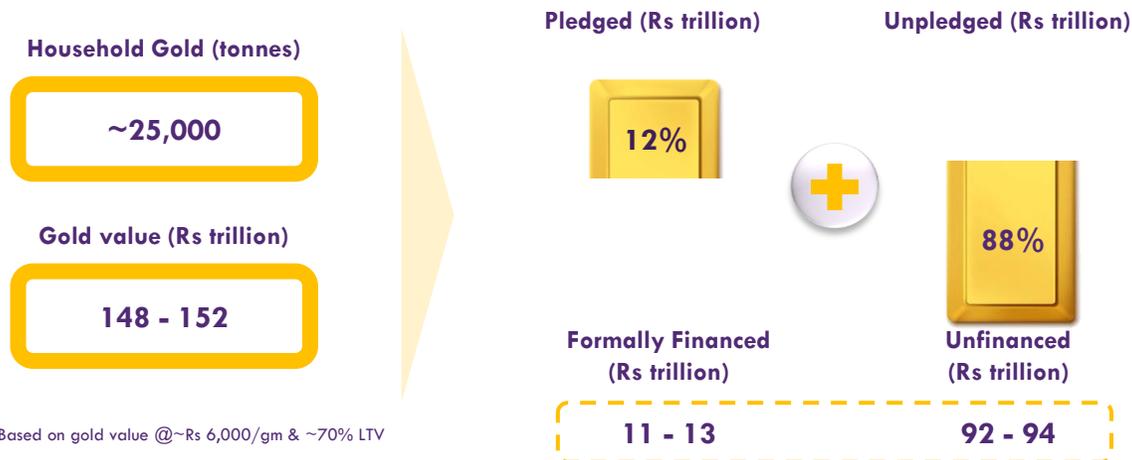
## Retail credit to grow on a faster pace compared to overall credit



## MSME Loan remains underpenetrated with significant credit gap



## Gold Loan - large unfinanced household stock of gold

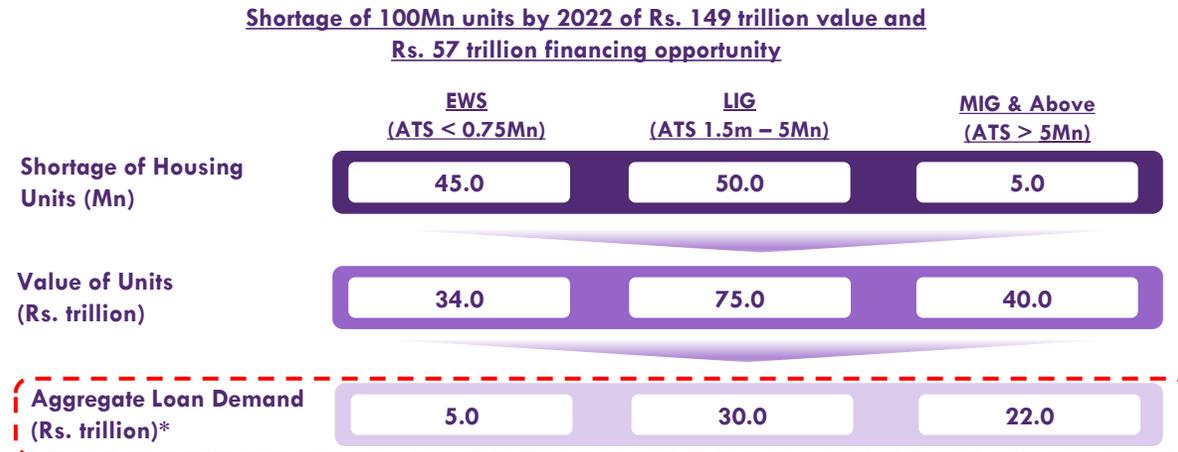


Based on gold value @~Rs 6,000/gm & ~70% LTV

Source: RBI data, CRISIL Reports

Note: 1) Retail Credit includes small ticket loans for asset classes such as Housing finance, Vehicle Financing, Gold Loans, Education Loans, Consumer Durables, Personal loans, credit cards and microfinance

## Home Loan – Large unmet demand



Based on an assumption of \*40%-85% credit penetration and 40-65% Loan-to-Value (LTV) ratios applied at various loan thresholds

## 2 NBFCs Well Placed with Unique Strengths to Grow Strongly

### Unique Proposition to cater to the “Aspiring” and T2/T3 segment

**Rural Reach** – Access to geographies outside the ambit of Bank’s customer segment

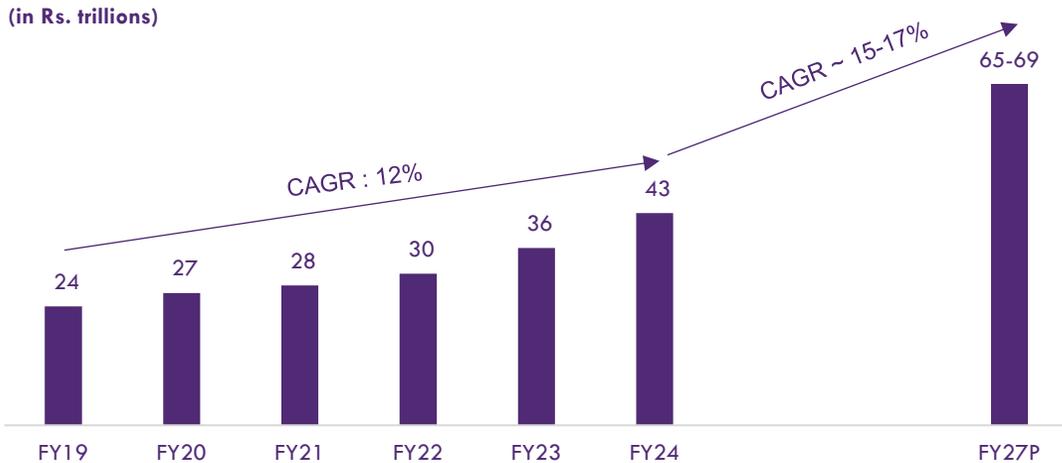
**High Touch Model** – Strong ownership of customers through regular interactions

**Understanding of Micro Markets** – Nuances of the geography & services business

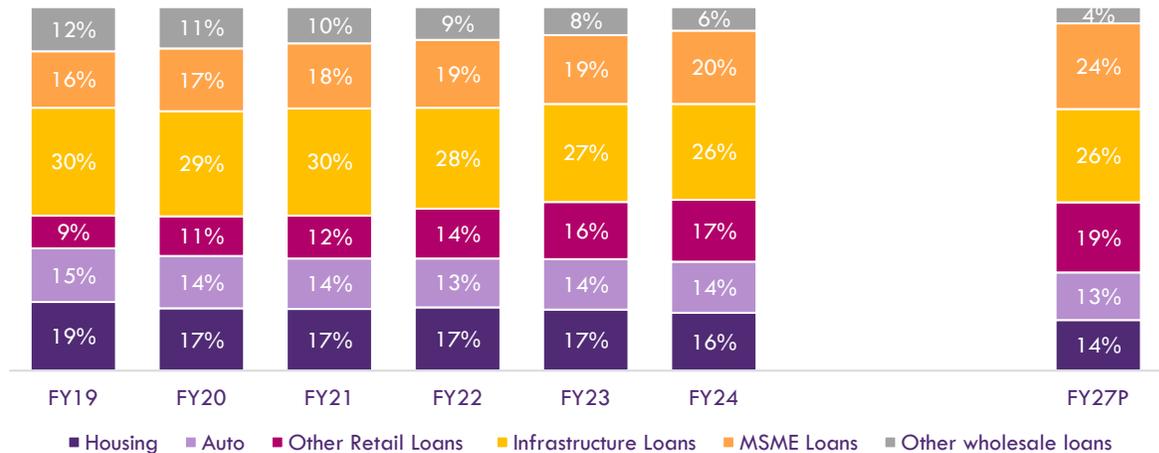
**Specialized Underwriting** – Assessment of informal income & SORP/SOCP

Note: Aspirers include Rs. 0.5-1m per annum income bracket

### NBFC credit to grow at 15-17% between FY24 and FY27



### Distribution of NBFC Credit across asset classes



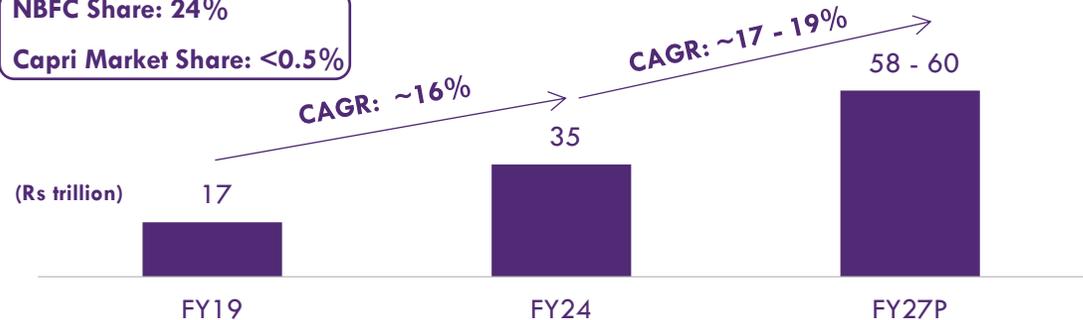
# Capri Global's Focus Segments have Strong Growth Opportunity

Capri Global is focussing on providing loans in high growth segments to underbanked & underserved customers



## Industry MSME Loan

NBFC Share: 24%  
Capri Market Share: <0.5%

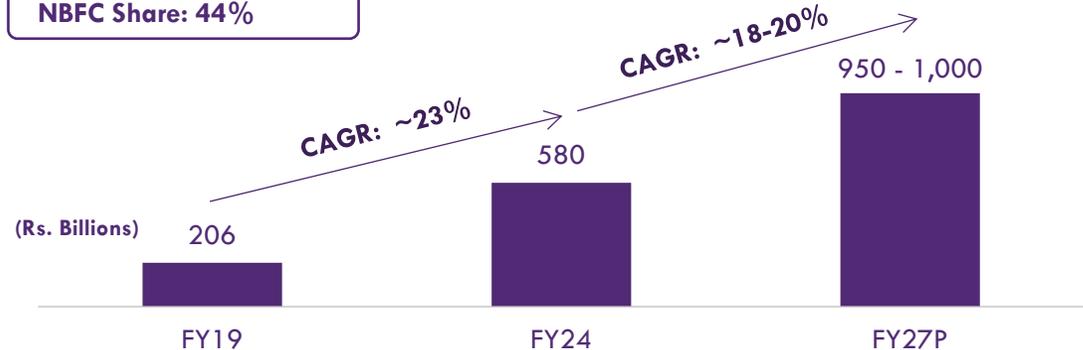


Secured MSME Loan - Rs. 9.8 trillion in FY24 to Rs. 16.0 trillion in FY27P (CAGR of 16-18%)  
NBFC Market share: 37%



## Industry Micro LAP Loan (<Rs 0.5mn)

NBFC Share: 44%

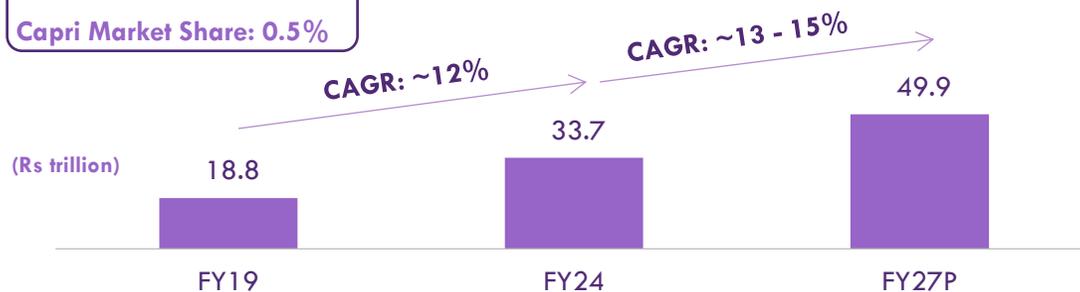


Potential Market expected to be Rs 22 trillion



## Industry Housing Loan

HFC Share: 20%  
Capri Market Share: 0.5%

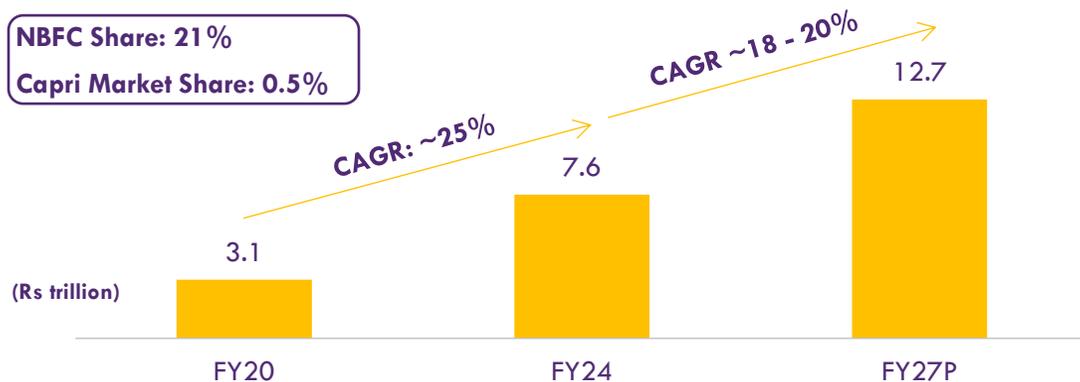


Affordable Housing Loans (ATS <2.0 Mn): Rs. 7.8 trillion in FY24, Rs. 9.6 trillion in FY27 comprising 23% market share of overall Housing Loan segment



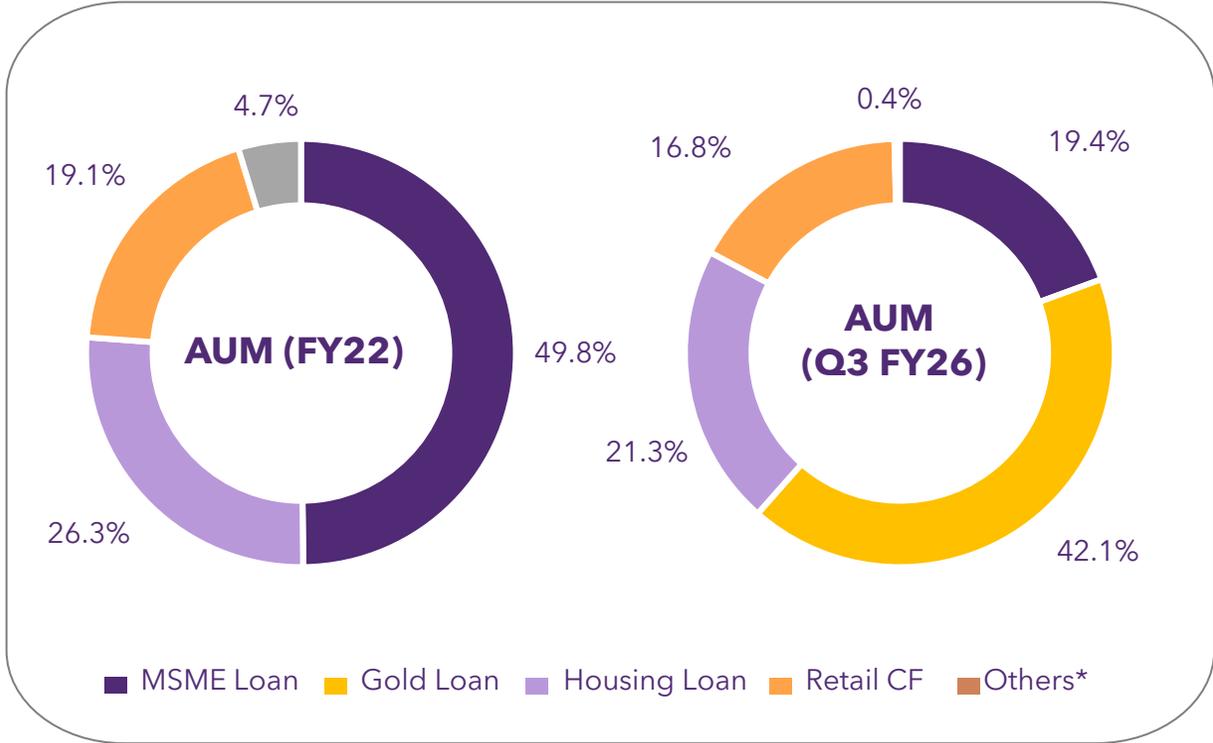
## Industry Gold Loan

NBFC Share: 21%  
Capri Market Share: 0.5%



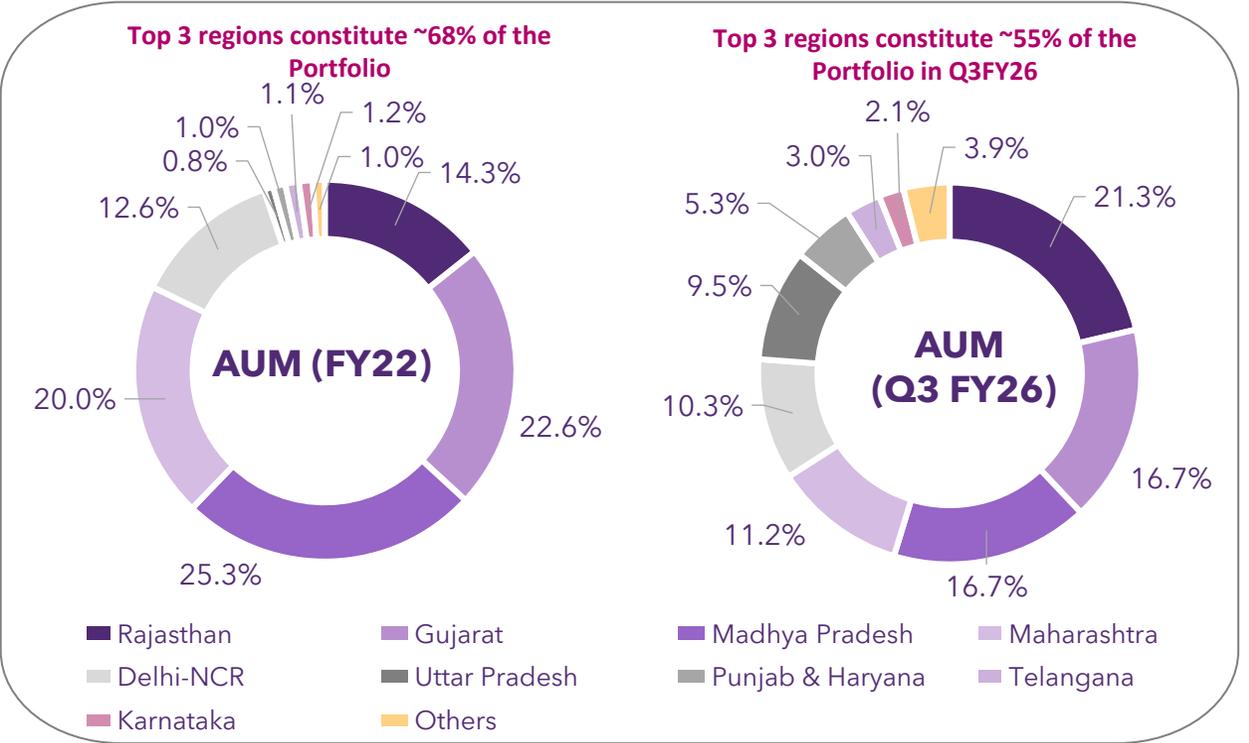
Note: includes agriculture lending by banks with gold as collateral and excludes priority sector gold loans given by financiers

## Product Diversification - Entering into New Segments



Note: \*Others include Indirect Lending, Small Business Loans and Employee loans

## Geographical Diversification - Entering into New Markets#

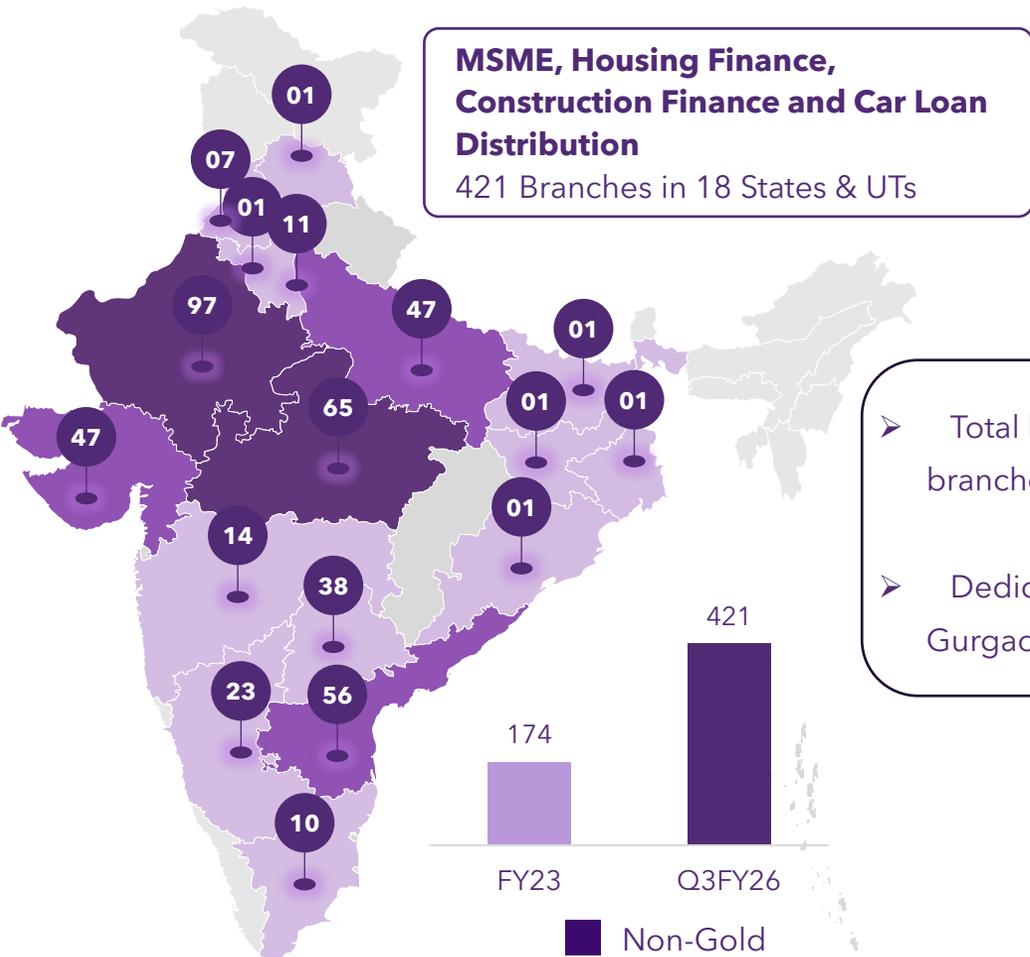


Note: #Includes MSME Loans, Solar, Micro LAP, Housing Loans, Gold Loans and Retail Construction Finance

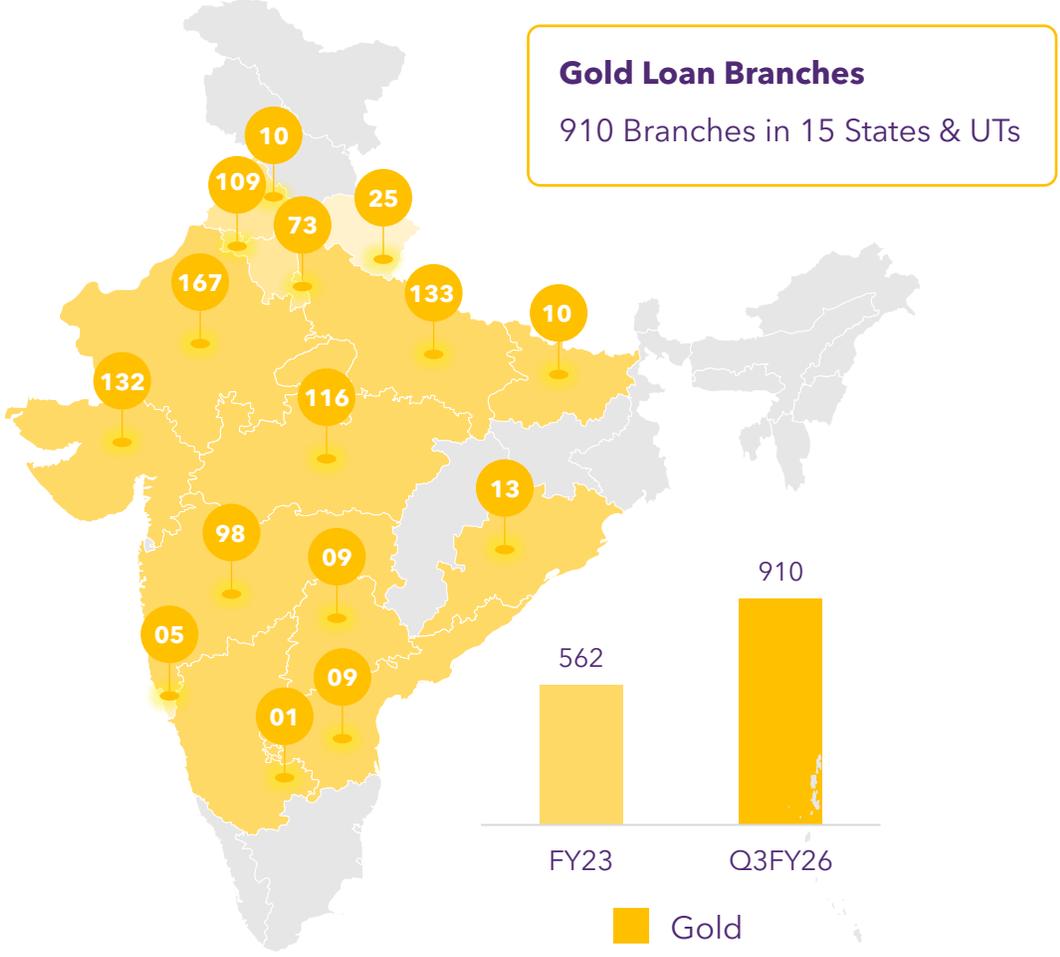
**Capri Global's product and geographical diversification provides hedge against macroeconomic cycles leading to sustainable business model**

# ...Delivered through Extensive Branch Network

Significant Investments in Branch Expansion - Rapidly Growing with Deeper Penetration across States



- Total branch network of 1,331 branches
- Dedicated tech center in Gurgaon, Noida and Bangalore



Significant upside through economies of scale and productivity improvement from existing deployed network capacity

# 6 Gold Loans | Retail Focused with Granular and Secured Loan Book

Led by end-to-end digital journey

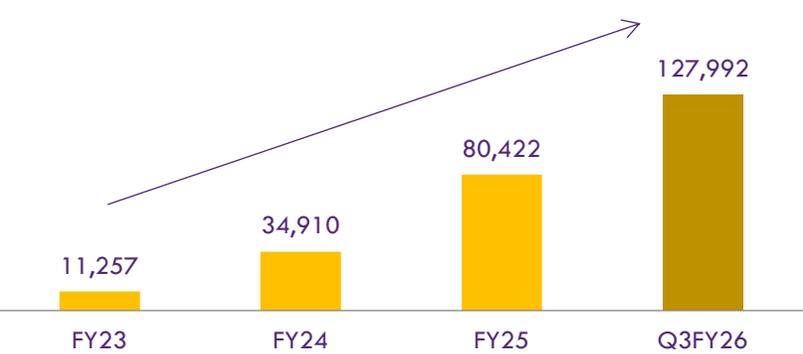
## WHO ARE OUR CUSTOMERS?

- Small business owners, Salaried individuals, Women entrepreneurs & Small and marginal farmers
- 46.4% of the customer with <₹75K disbursement amount
- 87.2% of the customers' family income is less than ₹0.5 million

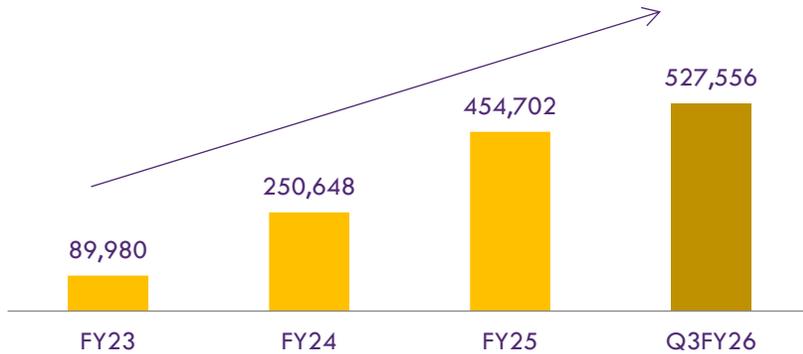
## WHAT OUR CUSTOMERS NEED?

- Transparent, timely and hassle-free customer experience
- Medical exigency, short term financial requirements, business expansion, seasonal business working capital requirements
- Safety and security of pledge jewellery

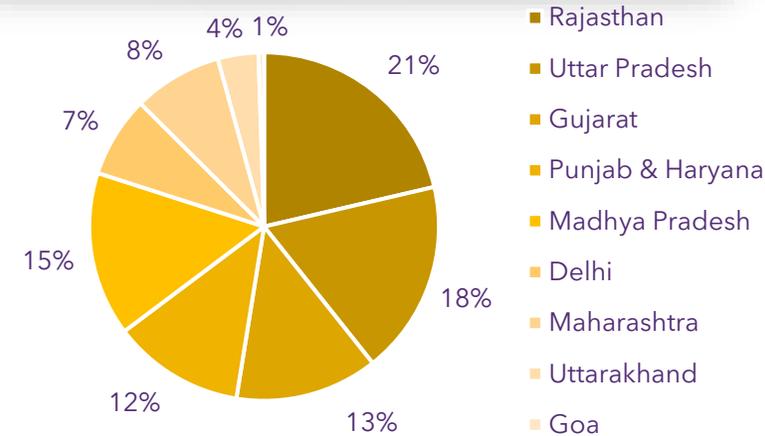
AUM (₹ mn)



No. of customers (#)



Geographical Distribution



## KEY STATISTICS

**528K+**  
No. of customers

**₹0.14 mn**  
Portfolio ATS

**60.5%**  
Portfolio LTV

**17.8%**  
Portfolio Yield

**15**  
States/UTs Present

**5,397**  
Employees

\*All data points as of 31-Dec-25 or for Q3FY26

# Gold Loan - Key Highlights



- 01** Superior execution capability – fastest amongst peers to reach average AUM per branch of INR 141 million within ~3 years of launch
- 02** Hassle free digital loan journey for valuation, disbursal, multiple repayment modes and customer service – 100% paperless; proprietary LOS
- 03** State of the art branches equipped with advanced AI powered security systems
- 04** Faster TAT (<30 mins) with Relationship Manager approach - high repeat customers of 55%
- 05** Robust multi audit process for fraud prevention

# 6 MSME Loans | Retail Focused with Granular and Secured Loan Book

Transforming Business Loans with advanced technology

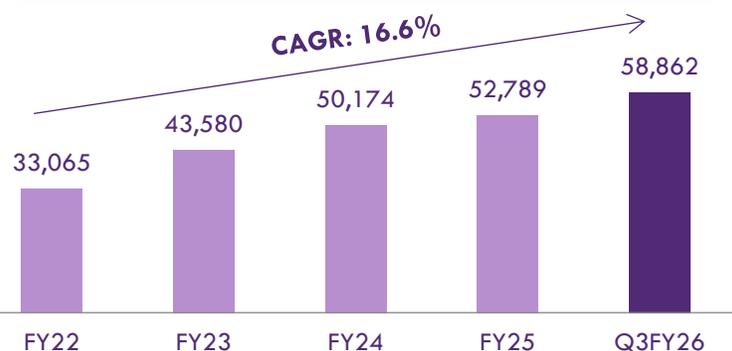
## WHO ARE OUR CUSTOMERS?

- Self Employed Non-Professional (SENP) and underserved e.g. Provision stores, retail outlets, manufacturing workshops etc.
- Focus on Tier 2, 3, 4 Cities
- 49.9% of our customers' family income is less than ₹1 million
- 89.1% customers are with assessed income proof
- 97% is SENP and 3% is salaried

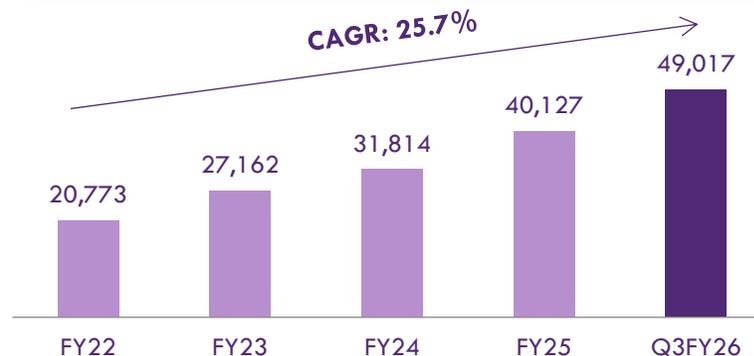
## WHAT OUR CUSTOMERS NEED?

- Working capital, purchase of equipment and vehicles
- Faster TAT and minimum business disruption for loan process
- Customized solutions

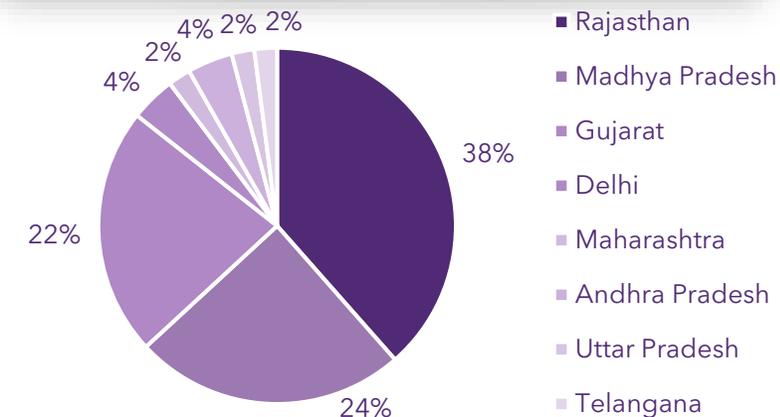
### AUM (₹ mn)



### No. of customers (#)



### Geographical Distribution



## KEY STATISTICS

**49K+**

No. of customers

**₹1.50 mn**

Portfolio ATS

**51.8%**

Portfolio LTV

**16.8%**

Portfolio Yield

**11**

States/UTs Present

**3,295**

Employees

# MSME Loan - Key Highlights



- 01 Long Vintage of more than 10 years
- 02 Deep understanding of sector specific nuances and focus on SENP customers with assessed income
- 03 Hybrid sourcing model with mix of in-house sales and business partners for balancing growth versus opex
- 04 Hub and Spoke branch model for deeper penetration into high growth areas / states
- 05 End-to-end tech enabled loan processing, underwriting and customer engagement
- 06 Data Science & AI backed 100% in-house collection processes

Offering Affordable Housing Loans with advanced technology

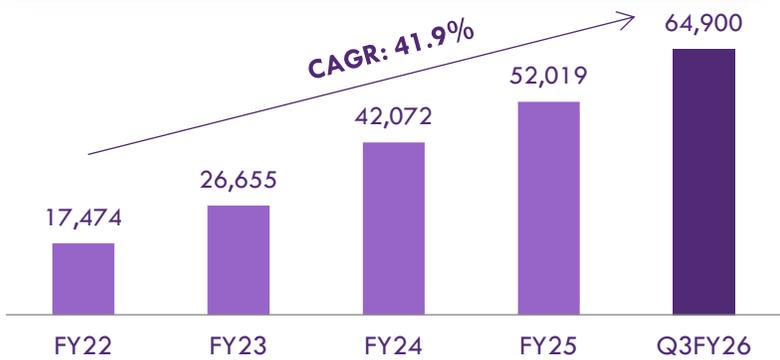
### WHO ARE OUR CUSTOMERS?

- Underserved – SENP & formal salaried customers
- Majorly First-time home buyers located in Tier 2 and 3 cities
- 60.6% of our customers' family income is less than ₹1 million
- 62.4% customers with assessed income proof
- 72.0% is SENP and 28.0% is salaried

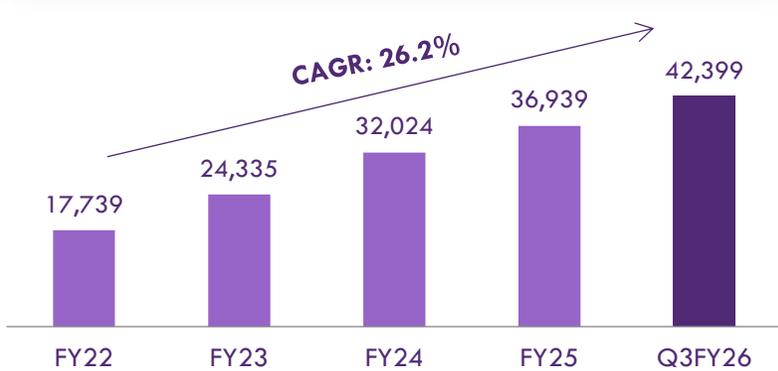
### WHAT OUR CUSTOMERS NEED?

- Home/Plot purchase, extension, renovation, Home equity
- Faster TAT and minimum business disruption for loan process
- Customized solutions

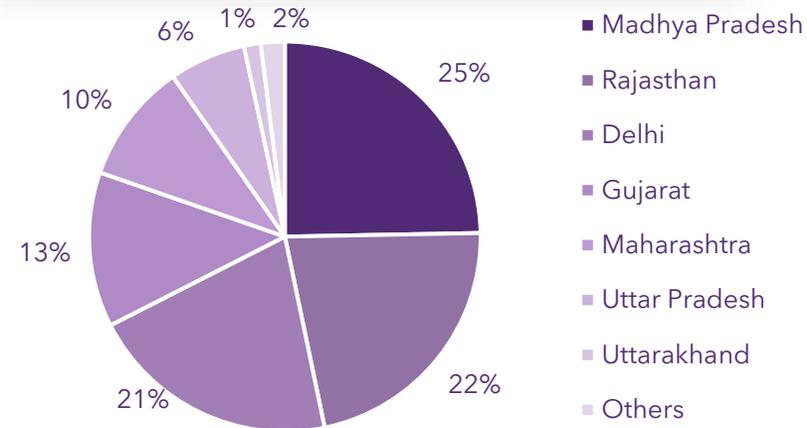
### AUM (₹ mn)



### No. of customers (#)



### Geographical Distribution



### KEY STATISTICS

**42K+**  
No. of customers

**₹1.46 mn**  
Portfolio ATS

**57.5%**  
Portfolio LTV

**13.2%**  
Portfolio Yield

**9**  
States/UTs Present

**2,174**  
Employees

\*All data points as of 31-Dec-25 or for Q3FY26

High yield segment with low opex

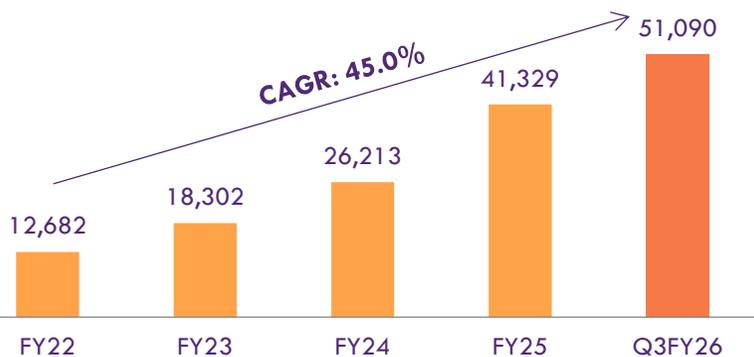
WHO ARE OUR CUSTOMERS?

- Small & mid-sized real estate developers in Metro and Tier 1 cities
- Large developers, looking for tailored solutions and faster turnaround

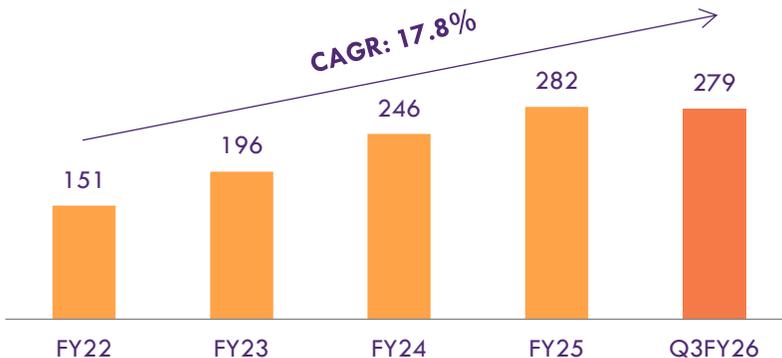
WHAT OUR CUSTOMERS NEED?

- Financing required by builders for construction of affordable homes
- Flexible and construction linked financing options

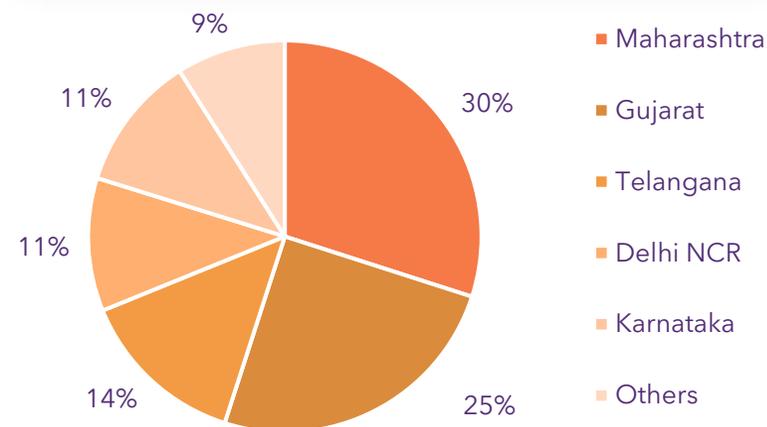
AUM (₹ mn)



No. of live accounts (#)



Geographical Distribution



KEY STATISTICS

**279**  
Live Accounts

**₹182 mn**  
Portfolio ATS

**>2.0x**  
Asset cover

**17.6%**  
Portfolio Yield

**11**  
States

**94**  
Employees

\*All data points as of 31-Dec-25 or for Q3FY26

# Retail Construction Finance – Key Highlights



01

**Niche expertise** - deep knowledge of the regional markets with vintage of 10+ years; **Faster TAT**

02

**Granular portfolio** - focus on projects with **smaller ticket size** and shorter tenure (~2.6 years)

03

**Security cushion** - exclusive lender with **construction linked disbursal** and collections through **escrow mechanism**

04

**Superior asset quality** – robust multi layered credit approval process governed by Board; low GNPA and high recovery

05

**Stringent controls** with a dedicated monitoring team of 45+ members

06

**High quality and stable team with long vintage**

# 6 Insurance Distribution | Complementary Asset Light Income Streams

## Strategic Partnerships with 20 Insurance Companies

9

### Life Insurance Companies

- Life Insurance
- Credit Life Cover
- Term Plan

7

### General Insurance Companies

- Property Cover
- Private Car & 2-Wheeler

4

### Health Insurance Companies

- Retail & Group Health
- Hospi Daily Cash
- CI & PA\*
- EMI Protect

\*CI: Critical Illness; PA: Personal Accident

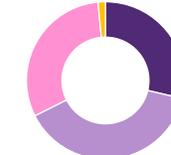
## Digital Innovation & Service Excellence

- ✓ Real Time Policy Issuance through digital consent
- ✓ Policy Buy & Compare portal for sales team with multiple product offering
- ✓ Digital customer on-boarding journey
- ✓ Dedicated claims desk - pre & post service
- ✓ Insurance Ki Pathashalla - insurance product and process education initiative

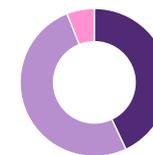
## Policies | Key Statistics



Cross Sell 21%  
Direct 79%



Gold 29%  
Housing 39%  
MSME 31%  
Car Loan 2%



Health 43%  
Life 51%  
General 6%

**₹ 1,641 mn**  
**Total Premium (9MFY26)**

\*By premium

## Customer Sourcing and On-Boarding

- ✓ Insurance Product offering to Loan customers as embedded product
- ✓ Cross-Selling of Health and Motor Insurance for penetration in tier II, III, IV cities and rural area
- ✓ Suitable product offerings WhatsApp links with 2-click buying journey

# 6 Car Loan Origination | Complementary Asset Light Income Streams

Amongst the large non-dealer third party distributor

## Partner Banks & Financial Institutions



14

Partner Banks & financial institutions

821

Locations in 31 States & UTs

10,000+

DSAs & Connectors

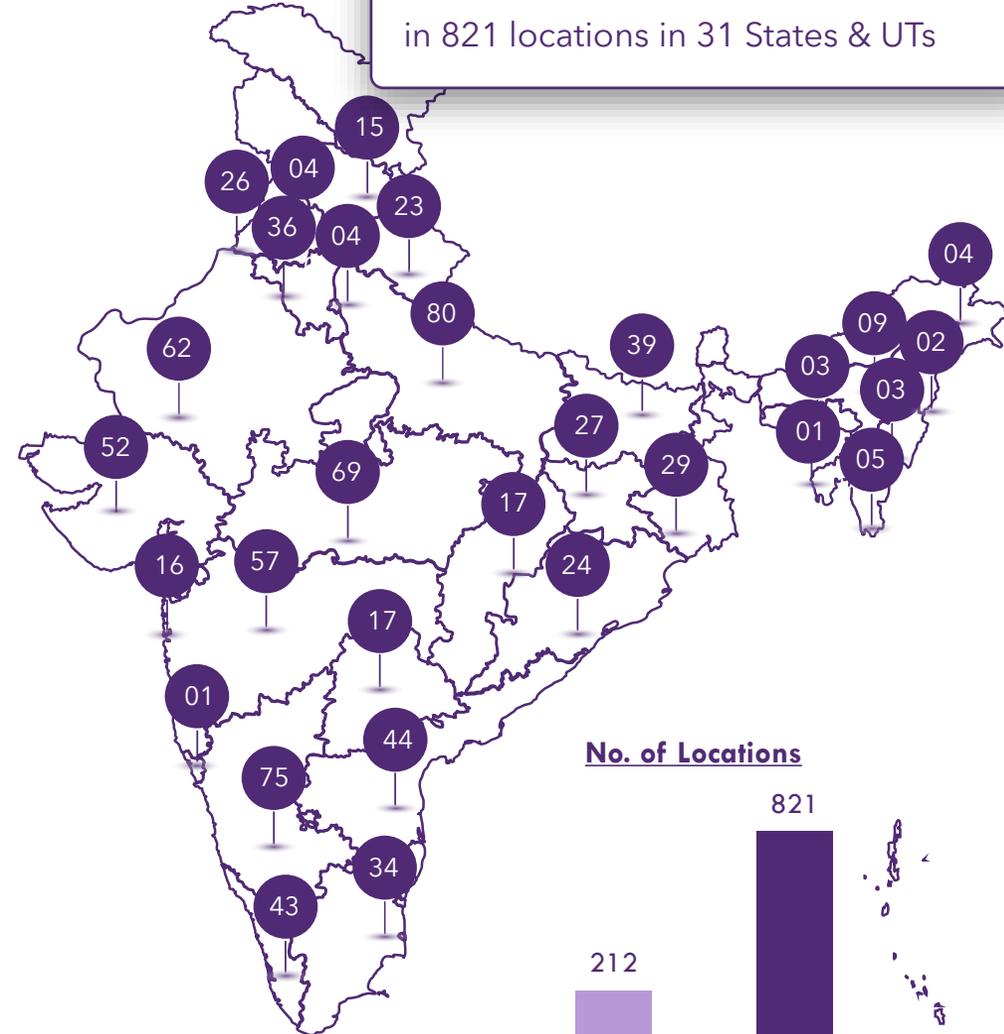
1,464

Employees

₹963 mn

Net fee income (FY25)

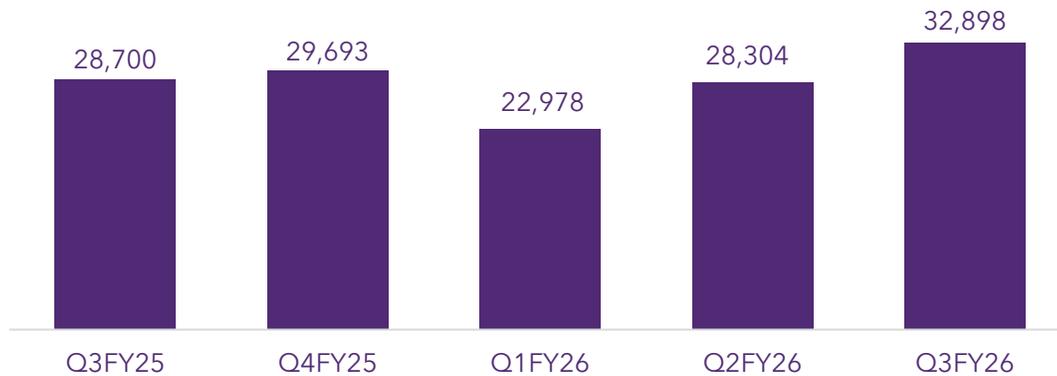
Pan-India coverage through presence in 821 locations in 31 States & UTs



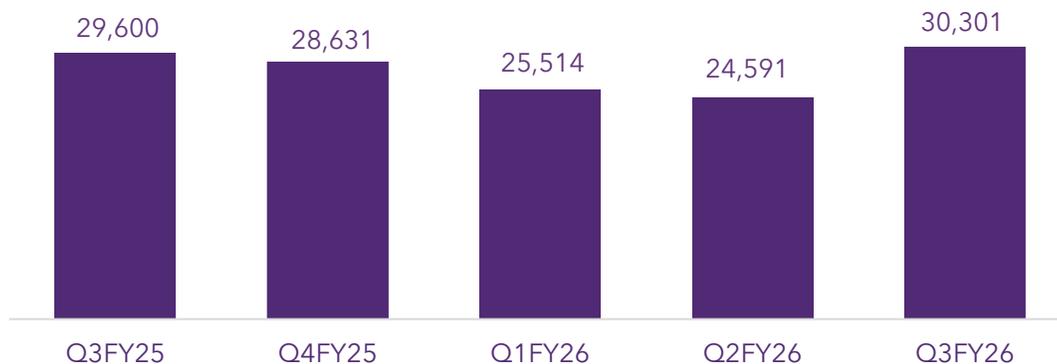
# 6 Car Loan Origination | Complementary Asset Light Income Streams

15% YoY Increase in the Value of Loan Originations

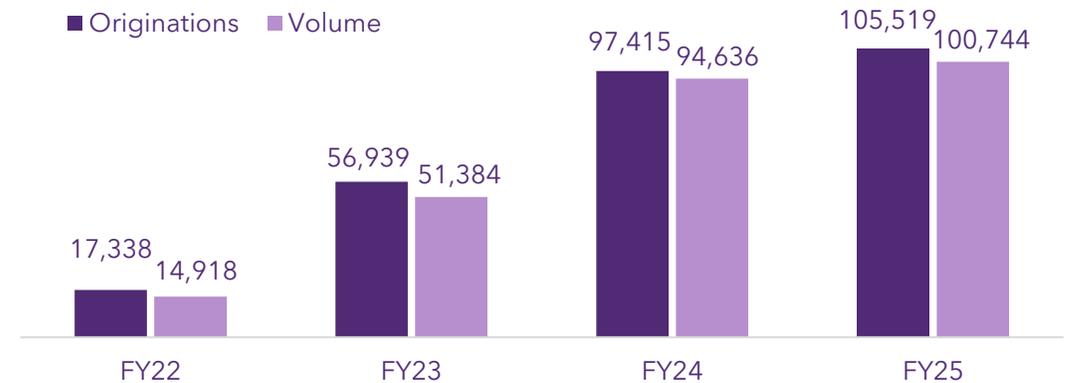
## Consistently Rising Loan Originations (₹ mn)^



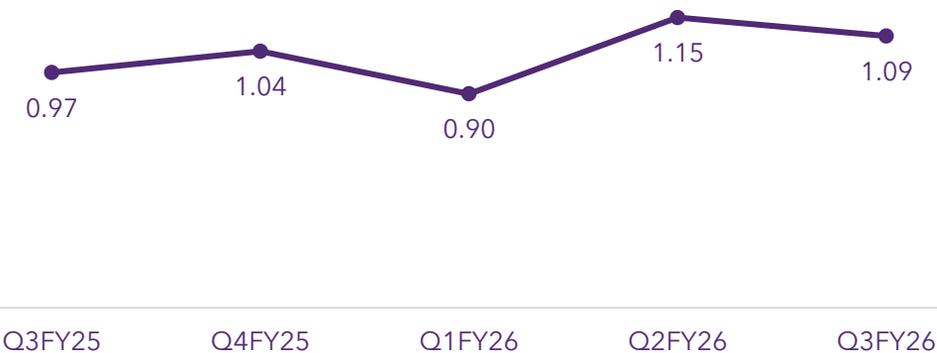
## Loan Originations By Volume (Nos.)^



## Loan Originations (₹ mn) and Volume Full Year Basis (Nos.)^

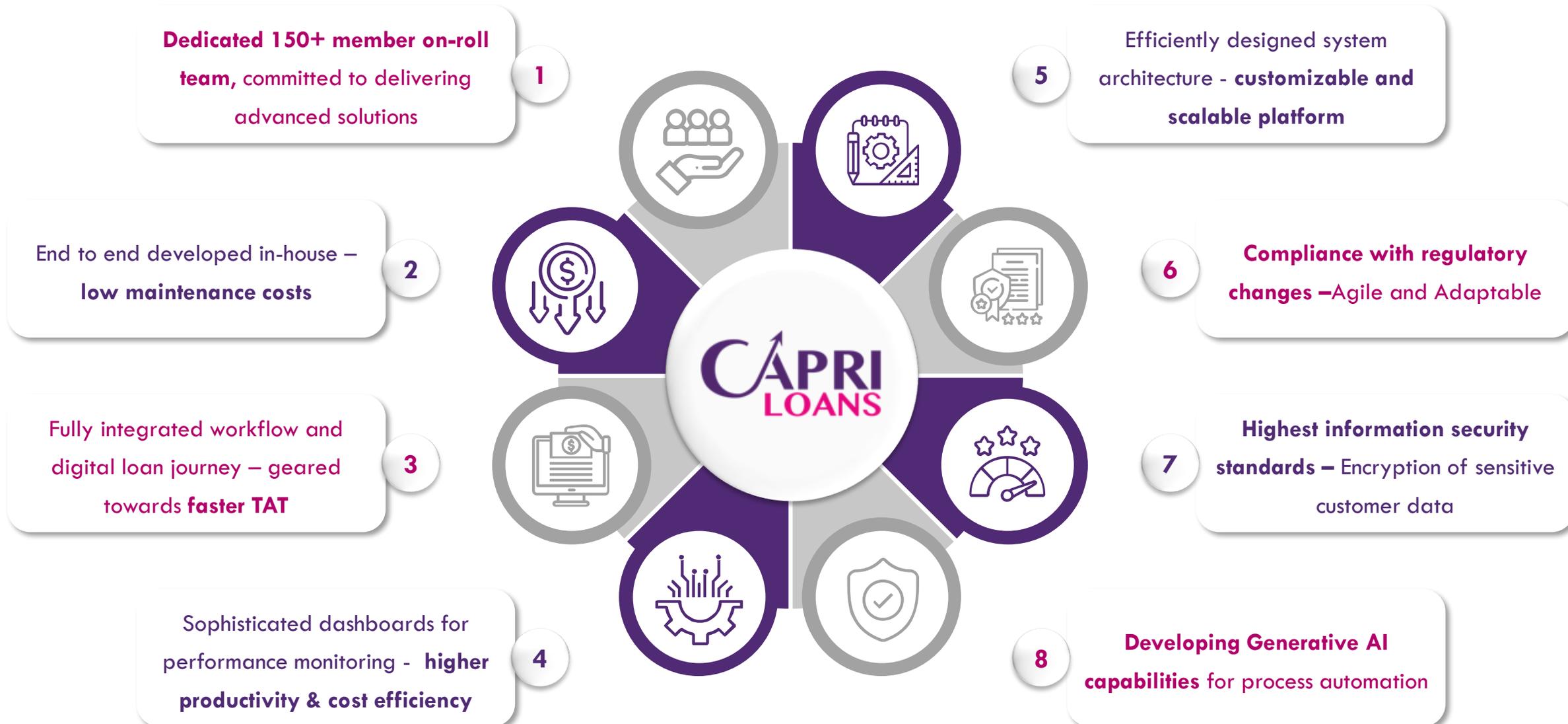


## Average Ticket Size (₹ mn) \*^



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

## Significant Investment in Advanced Technology and Data Analytics Capabilities



# 7 Complete Suite of Applications for End-to-end Digital Journey of Mortgage Loans



## 1 Customer Onboarding

### Lead Generation

- ✓ **Spark Mobility App:** Direct Sales Team
- ✓ **Leado Portal:** Tele Calling Unit
- ✓ **Capri Business Partner App:** DSA & Connectors
- ✓ **Lead Management Portal:** Multi-channel aggregation

## 2 Credit Underwriting

### Loan Processing

- ✓ **In-house Orion LOS** - Single window loan approval workflow
- ✓ **Central Processing Unit** - document validation
- ✓ **Whatsapp Integrated** query module
- ✓ **Athena App** – Income & collateral assessment; geotagging
- ✓ **Technical verification - - Daedalus App** for collateral evaluation
- ✓ **Sentinel 3.0 - Scorecard & Business Rule Engine (BRE)**
- ✓ **Risk-based Pricing**
- ✓ **TAT Monitoring** - comprehensive dashboards

## 3 Disbursement & Customer Engagement

### Digital Disbursement

- ✓ **Esign & E-stamping**
- ✓ Biometric & face authentication
- ✓ e-NACH Registration

### Customer Engagement

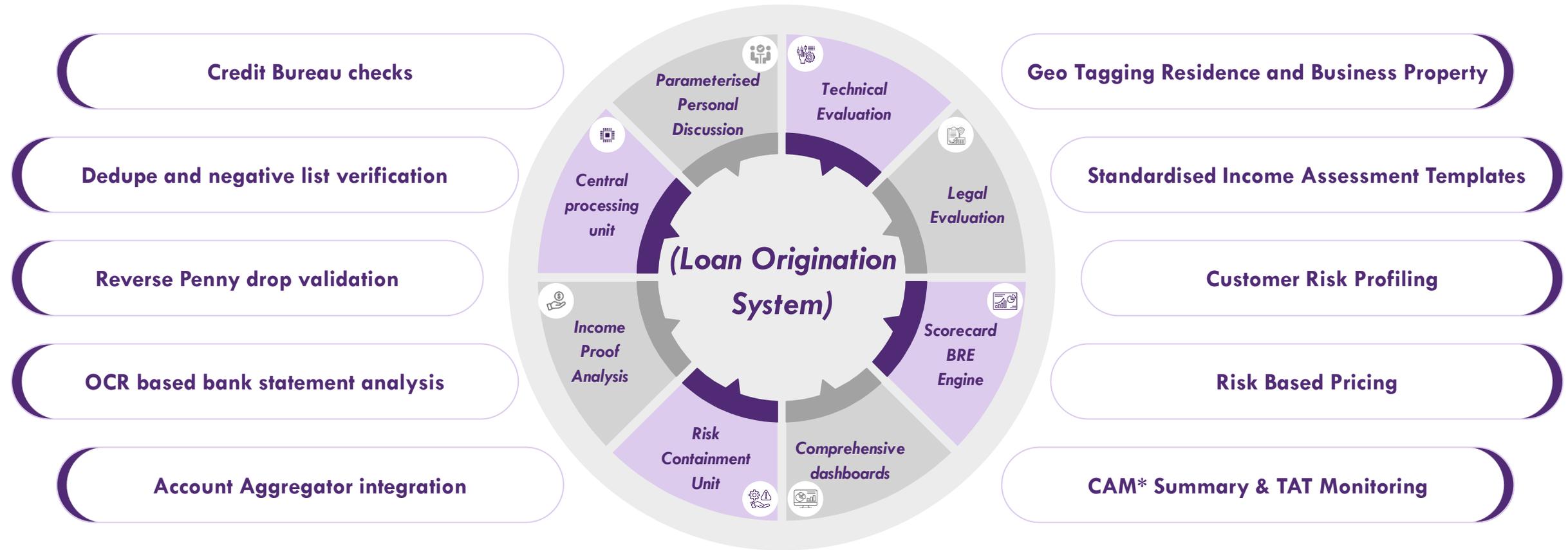
- ✓ **Capri Loans App** – loan documents, service requests, payments, loan top ups
- ✓ **AI chatbot – Capri AI-Dost**

## 4 Collections & Legal

### AI Led Digital Collection

- ✓ **Pegasus Collection Dashboard** – real time collection monitoring by channel, geography and individuals
- ✓ **Pegasus App** – Route optimization, schedule field visits, live agent tracking and collection status
- ✓ **Incentive Gamification**
- ✓ **AI Powered Call Center Analytics**
- ✓ **ML driven models** – EWS, Sloppy Payer & NPA prediction Model

# 7 Comprehensive Credit Assessment Approach

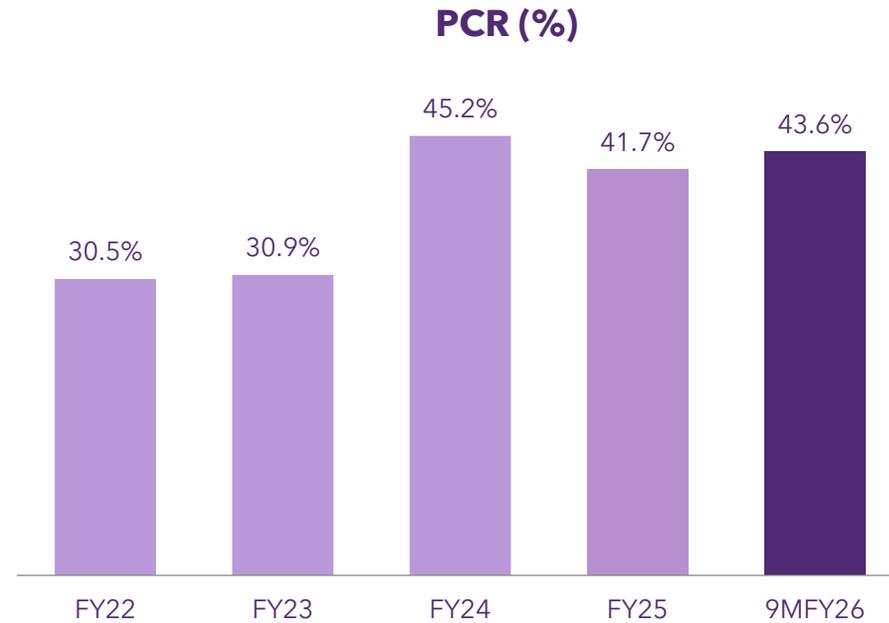
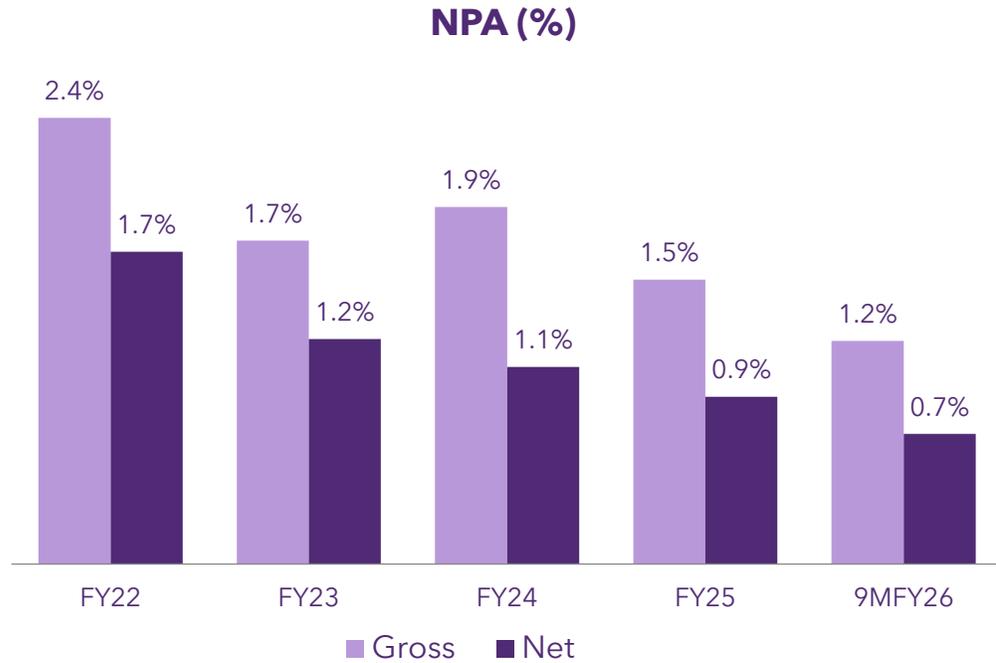


An in-house developed Loan Origination System for end-to-end loan processing encompassing verification, credit decisioning, commercial approvals and loan disbursement for unified underwriting process

\* Credit Appraisal Memorandum

# 8 Prudent Provisioning and Healthy Asset Quality

## Healthy Asset Quality and Adequate Provisioning



**~31%<sup>^</sup>**  
**Login to Sanction ratio**  
 (Superior Customer Selection)

**99.9%**  
**Secured loans**  
 (Collateral cushion)

**>98.0%**  
**Robust Collections Efficiency**  
 (In house collections)

### Healthy Asset Quality (GNPA/NNPA/PCR)

**3.0% / 1.5% / 50.1%**

MSME Loan

**1.4% / 0.9% / 35.3%**

Housing Loan

**0.5% / 0.4% / 24.4%**

Gold Loan

**0.3% / 0.2% / 50.0%**

Construction Finance

Note: For 3QFY26

<sup>^</sup>For MSME Loan, Housing Loan

# 9 Collections | Disciplined And Data Analytics Driven Approach

Customised channel wise collection strategy basis past customer behavior; 100% managed in-house

## PRE-BOUNCE STRATEGY

- ✓ **ML based EWS model** for customer risk profiling, bounce rate & NPA prediction
- ✓ **AI based automated bot calling**
- ✓ **Pre-EMI reminders** through Whatsapp / SMS

## POST-BOUNCE STRATEGY

- ✓ **Sloppy payer model** – roll back and roll forward prediction
- ✓ **Analytics engine** for prediction on honoring Promise to Pay
- ✓ **DPD Bucketwise collection channel strategy**

## POST DELINQUENCY – FIELD & LEGAL PROCESS

- ✓ **NPA recovery model** – propensity to pay
- ✓ **Automated legal escalation** with TAT tracking
- ✓ **'Legal-like-letters'** and tele-calling for high-risk pre-delinquent accounts

## DIGITAL AND ANALYTICS TOOLS

- ✓ **Live collections dashboards and mobile app** for real time tracking
- ✓ **Incentive gamification** - performance driven leaderboard
- ✓ **Call Center Analytics** - Gen AI powered speech to text conversion

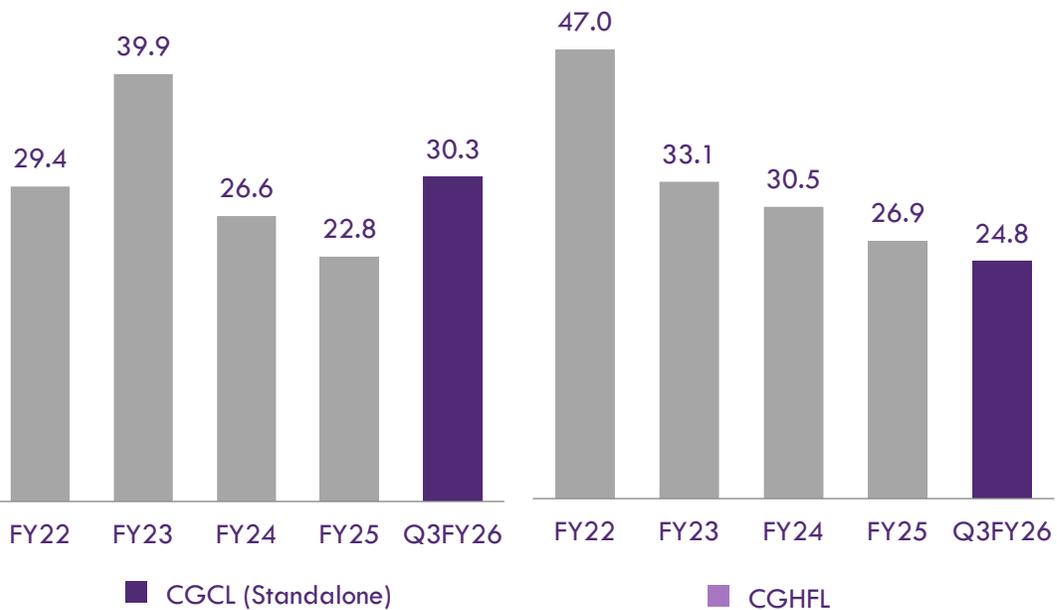
Higher Collection Efficiency

Improved Resolution Rates

Higher NPA Recovery

Reduced Collection Cost

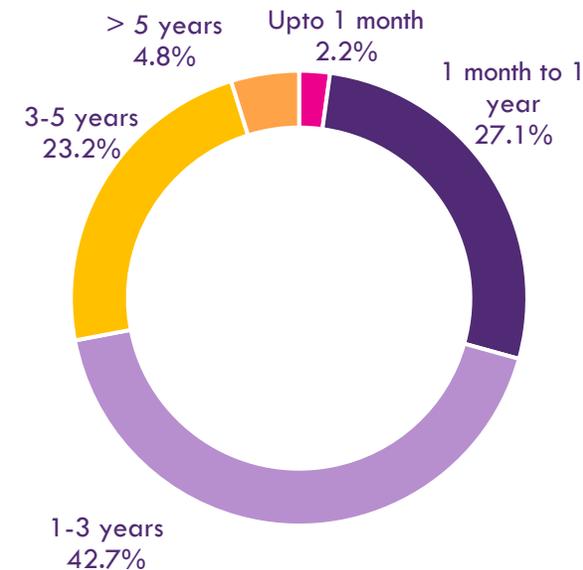
**Capital Adequacy - CRAR (%)**



**Borrowings (Q3FY26)**



**Maturity Profile**



**Access to New Credit Lines**



**Adequate Liquidity**



**Potential Rating Upgrades**

Strengthened Capital Adequacy through infusion of ₹20bn equity capital in Q1FY26 via QIP  
 Raised ₹13,850 mn through market borrowings in 9MFY26; market borrowings comprised NCDs and CPs  
 New bank sanctions for 9MFY26 stood at ₹68,600 mn on a consolidated basis  
 Relationship with 32 Lenders across Public & Private Sector Banks and Financial Institutions; Added 11 new lenders in 9MFY26

## Additional Funding Source & High RoE Accretion

1

CGCL retains 20-30% while co-lending partners (CLPs) retain the balance

2

CGCL earns spread and loan servicing fee on the co-lending loans

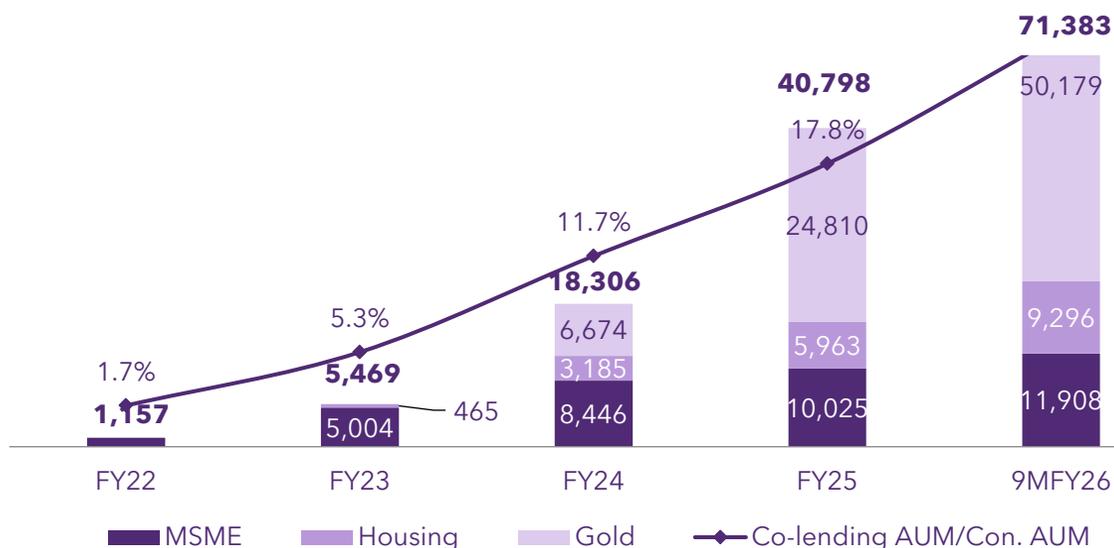
3

Additional source of funds while conserving capital and boost RoE

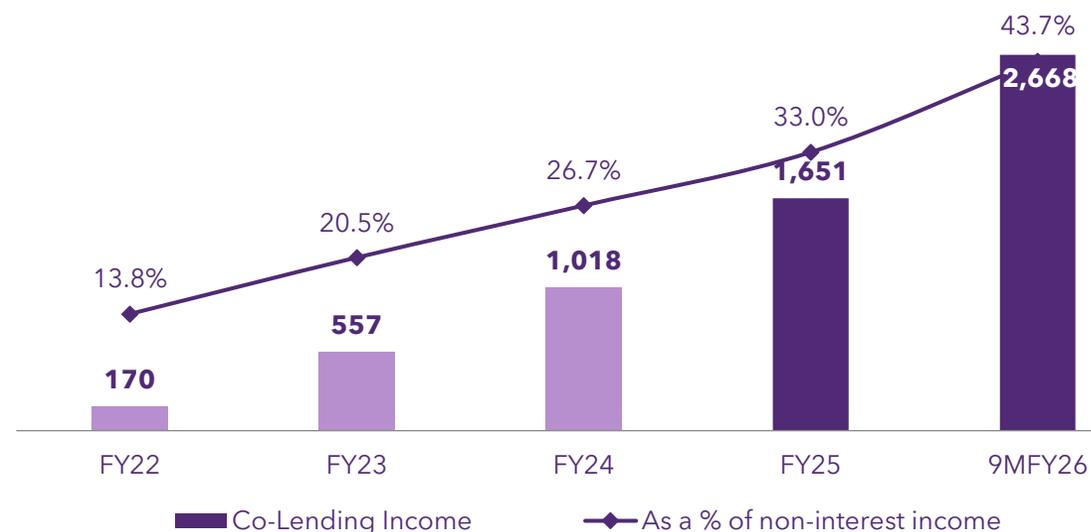
4

Diversification of borrowings

**Co-Lending AUM (₹ mn) (% of overall)**



**Co-lending income^ (₹ mn) (% of non-interest income)**



## 11 Partner Banks



Note: ^Net gain on derecognition of financial instruments

# 11 Capri Global has Strong Corporate Governance

Distinguished and Qualified Board Comprised Majorly of Independent Directors

**Lingam Venkata Prabhakar**



**Chairman & Independent Director**

Ex-MD & CEO Canara Bank and ex-ED Punjab National Bank;

Rich experience in banking and finance, AMCs, insurance companies; M.Sc. (Agri), CAIIB

**Rajesh Sharma**



**Managing Director**

Promoter & MD

Around 25 years of experience in finance sector, CA

**Ajit Mohan Sharan**



**Independent Director**

IAS - Batch 1979

Over 3 decades of experience in varied aspects of public administration

**Nupur Mukherjee**



**Independent Director**

Ex Global Head, Data Technologies at Standard Chartered Bank and Barclays

Expertise in data-driven, cloud, AI and ESG, PMP, BCom, CIMA

**Shishir Priyadarshi**



**Independent Director**

Ex-IAS officer from UP cadre; Director World Trade Organization

MA (Economics, UK) and M. Sc (Physics, DU)

**Subramanian Ranganathan**



**Independent Director**

Ex- Citicorp, Edelweiss Group

Experience in finance and management, CA, CS, CWA, LL.B

5 Independent Directors with expertise in Banking, Finance, Risk Management, IT and Public Policy

9 board committees to ensure oversight – Risk, Credit, Asset Liability, Info Security, Audit, CSR, ESG, Stakeholder relationship, Nomination & Remuneration

## CORPORATE FUNCTIONS

**Divya Sutar**

Executive Director – Strategy

GMP (Harvard Business School),  
Master's Degree (USF)**Work Experience: 23+ yrs****Kishore Lodha**

Chief Financial Officer

Ex-UGRO Finance, Hinduja Finance,  
SREI Infra Finance; CA**Work Experience: 24+ yrs****Sanjeev Srivastava**

Chief Risk Officer

Ex-IIFL Finance, CA

**Work Experience: 20+ yrs****Tarun Aggarwal**

Group Chief Technology Officer

Ex-Paytm, Adobe System, Quad  
Analytix, Expedia, PGDBM (IMT)**Work Experience: 20+ yrs****Vinay Surana**

Head – Treasury

Ex-Axis Bank, CA

**Work Experience: 17+ yrs****Abhishek Yadav**

Chief Compliance Officer

Ex- ANZ Bank, L&T Fin, Yes Bank, Axis  
Bank, Kotak Bank, B.Com, CS**Work Experience: 23+ yrs****Varun Malhotra**

Chief Technology Officer

Ex-BYJU's, Policy Bazaar, Affle

**Work Experience: 17+ yrs****Yashesh Bhatt**

Company Secretary &amp; Compliance

Ex-L&T Fin., TATA Housing, M&M, CS,  
LLB, MFM-JBIMS**Work Experience: 20+ yrs****Zoheb Sheikh**

Head – Internal Audit

Ex-Kotak Mahindra Bank, Reliance  
Securities**Work Experience: 20+ yrs**

### RETAIL BUSINESS



#### Ravish Gupta

Chief Business Officer – Gold

Ex-IIFL, GE Money, HDFC Bank, BCA

**Work Experience: 20+ yrs**



#### Abhishek Sinha

Chief Business Officer – MSME & ML

Ex Bajaj Housing Finance Ltd., Bajaj Finance Ltd., Tata Capital Ltd.

**Work Experience: 22+ yrs**



#### Munish Jain

Chief Business Officer – HL

Ex-Shriram Housing, GE Money, DHFL, MBA

**Work Experience: 20+ yrs**

### RETAIL CONSTRUCTION FINANCE



#### Vijay Kumar Gattani

Director - Credit - CF

Ex-Goldman Sachs, ICICI Bank, CA

**Work Experience: 21+ yrs**



#### Bhaskarla Keshav Kumar

Director - Monitoring - CF

Ex-AGM, SBI

**Work Experience: 40+ yrs**

### COLLECTIONS



#### Sameer Juneja

Head - Collections

Ex-Edelweiss ARC, Bajaj Housing, Indiabulls Housing, ICICI Bank, B.Sc

**Work Experience: 29+ yrs**

### FEE BASED BUSINESS



#### Rohit Chugh

Head - Insurance

Ex- Star Health, SBI GI, Tata AIG, MBA

**Work Experience: 27+ yrs**



#### Amit Setia

Chief Business Officer – Car Loan Distribution

Ex-Reliance Capital, Dhanlaxmi Bank, MBA

**Work Experience: 20+ yrs**



#### Ajay Manglunia

ED - Fixed Income Markets

Ex- JM Financial, Edelweiss, InCred; CA

**Work Experience: 30+ yrs**

# Capri Global - Summary Highlights



**Retail Focused:** Retail secured lending has massive under penetration and large credit gap; Retail NBFCs better placed; >80% Retail and 100% Secured loan book; **16.4% Yields, 7.0% Spread and 9.1% NIM** for the quarter



**Huge Market Opportunity:** Focus Segments MSME loans, Micro LAP, Affordable Housing loans and Gold loans offer strong growth opportunities; Fast-growing NBFC with **51% AUM CAGR from 2022-2025\***



**Track Record of Execution Excellence:** Launched, built and scaled 4 new products in last 5 years – Lending - Gold Loans, Micro Lap, Fee Income - Car Loan Origination, Insurance Distribution



**Diversified Business mix:** Well-diversified by both product & geography



**Extensive Network:** Wider geographical reach with 1,331 branches operational, well placed to capitalize on market opportunities and improve profitability through economies of scale



**Technology Edge:** Dedicated tech center with **150+ engineers and data scientists**, developing advanced tech and data analytics platform; Complete Suite of In-house developed applications for end-to-end digital process



**Robust Credit Underwriting with Deep Expertise** - Comprehensive assessment approach enabled through in-house tech applications



**Disciplined Collections:** Leveraging AI & data analytics for real time monitoring and process efficiency; **100% in-house**



**Healthy Asset Quality:** long vintage with business model resilient through macro events; GNPA amongst industry top quartile. Adequate provisioning. High collection efficiency.



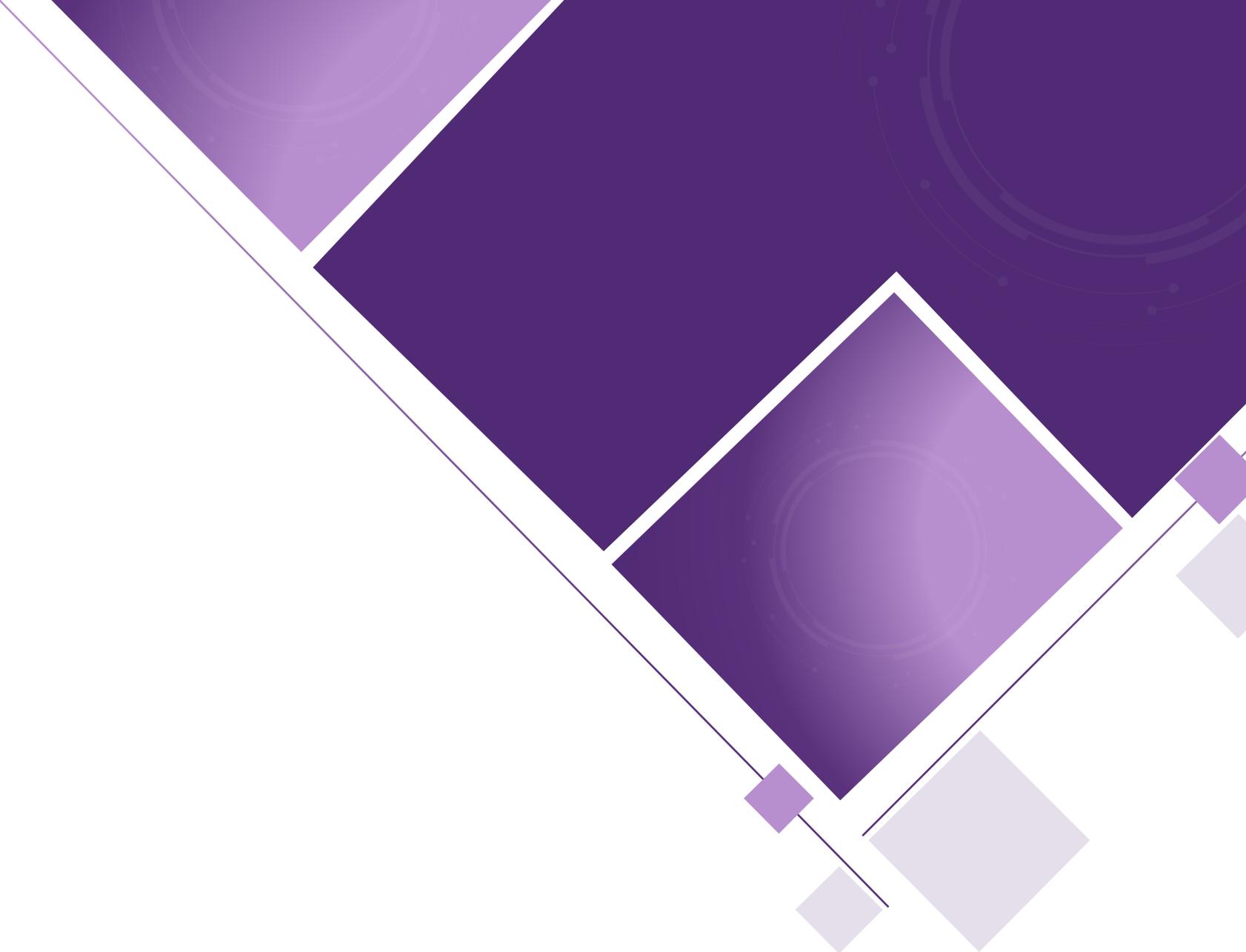
**Efficient Liability Franchise:** 30+ lenders and 11 co-lending partners (23% AUM), no ALM mismatch, adequate liquidity



**Strong Corporate Governance & Experience Management** – Distinguished and Independent Board; Stable Management Team



**Growth Targets & Sustainable Returns:** Diversified mix with **₹550 bn AUM, 16.0-18.0% RoAE and 4.0% - 4.5% RoAA** by FY28



## **2** Key Strategies

# Way Ahead: Strategic Initiatives to Drive Scale...

## Key initiatives



### Diversify our Product Offerings

- Offer customized products to underserved high growth markets and focus on revenue diversification
- Scale and expand product suite



### Geographic Expansion and Deepening our Presence

- Open new branches in existing and new states to expand across Telangana, Karnataka, TN, AP, Orissa, UP
- Deepen presence through expanded branch network – 750-800 new branches over next 3 years.



### Leverage Technology & Analytics for Operational Excellence

- Leverage tech & data science leadership – implement Agentic AI tools for efficiency, productivity, CX
- Increase sales productivity across MSME/HL/Gold



### Leverage customer base to drive fee income and cross-selling

- Cross-sell loan products to large and rapidly growing customer base
- Scale existing verticals to increase fee income – Insurance, Car Loan distribution and other new verticals



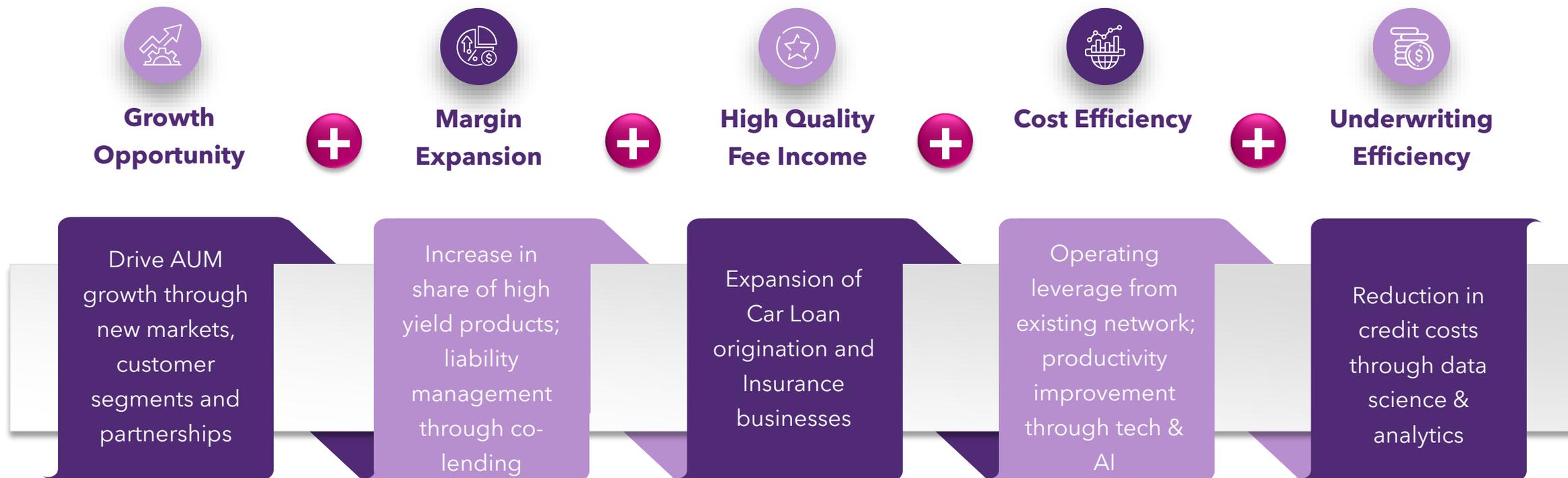
### Diversify borrowings for effective liability management

- Diversification of borrowings – raise NCD/CP; widen lender base; reduce cost of funds
- Strengthen and grow co-lending partnerships

Capri Global's target is ₹550 bn AUM by FY28 and ₹1,000 bn+ by FY32 growing at 25% - 30% CAGR

# ... and Deliver Sustainable Returns...

## Key levers for RoE expansion



**Capri Global's target is to deliver 16.0-18.0% RoAE and 4.0% - 4.5% RoAA by FY28**



## **3 Quarterly Financial Performance**

# Performance Highlights – Q3FY26

(In ₹ mn unless stated otherwise)

	Q3FY26	Q3FY25	YoY	Q2FY26	QoQ
<b>AUM</b>	304,065	206,726	<b>47%</b>	270,401	<b>12 %</b>
<b>Net Interest Income</b>	5,103	3,453	<b>48%</b>	4,795	<b>6%</b>
<b>Non Interest Income</b>	2,404	1,074	<b>124%</b>	2,034	<b>18%</b>
<b>Operating Expenses</b>	3,873	2,636	<b>47%</b>	3,377	<b>15%</b>
<b>Operating Profit</b>	3,634	1,892	<b>92%</b>	3,453	<b>5%</b>
<b>PAT</b>	2,554	1,281	<b>99%</b>	2,360	<b>8%</b>
<b>Cost-Income Ratio (%)</b>	<b>51.6%</b>	58.2%	<b>662 bps</b>	49.4%	<b>215 bps</b>
<b>NNPA (%)</b>	0.7%	1.0%	<b>35 bps</b>	0.7%	<b>7 bps</b>
<b>ROAE (%)</b>	15.0%	12.6%	<b>244 bps</b>	14.4%	<b>63 bps</b>
<b>ROAA (%)</b>	4.0%	2.8%	<b>113 bps</b>	4.0%	<b>1 bps</b>

# Performance Highlights – 9MFY26

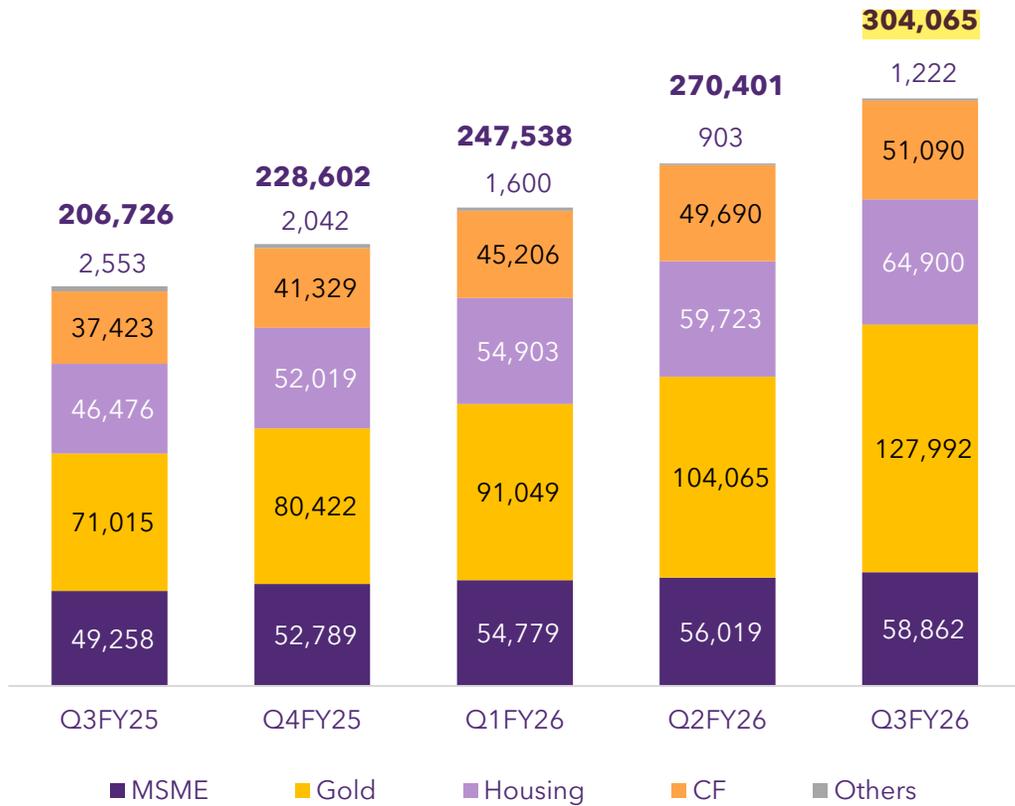
(In ₹ mn unless stated otherwise)

	9MFY26	9MFY25	YoY
<b>AUM</b>	304,065	206,726	47%
<b>Net Interest Income</b>	14,054	9,508	48%
<b>Non Interest Income</b>	6,099	3,196	91%
<b>Operating Expenses</b>	9,952	7,903	26%
<b>Operating Profit</b>	10,201	4,801	112%
<b>PAT</b>	6,663	3,008	122%
<b>Cost-Income Ratio (%)</b>	49.4%	62.2%	1,282 bps
<b>NNPA (%)</b>	0.7%	1.0%	35 bps
<b>ROAE (%)</b>	15.8%	10.1%	575 bps
<b>ROAA (%)</b>	3.7%	2.4%	134 bps

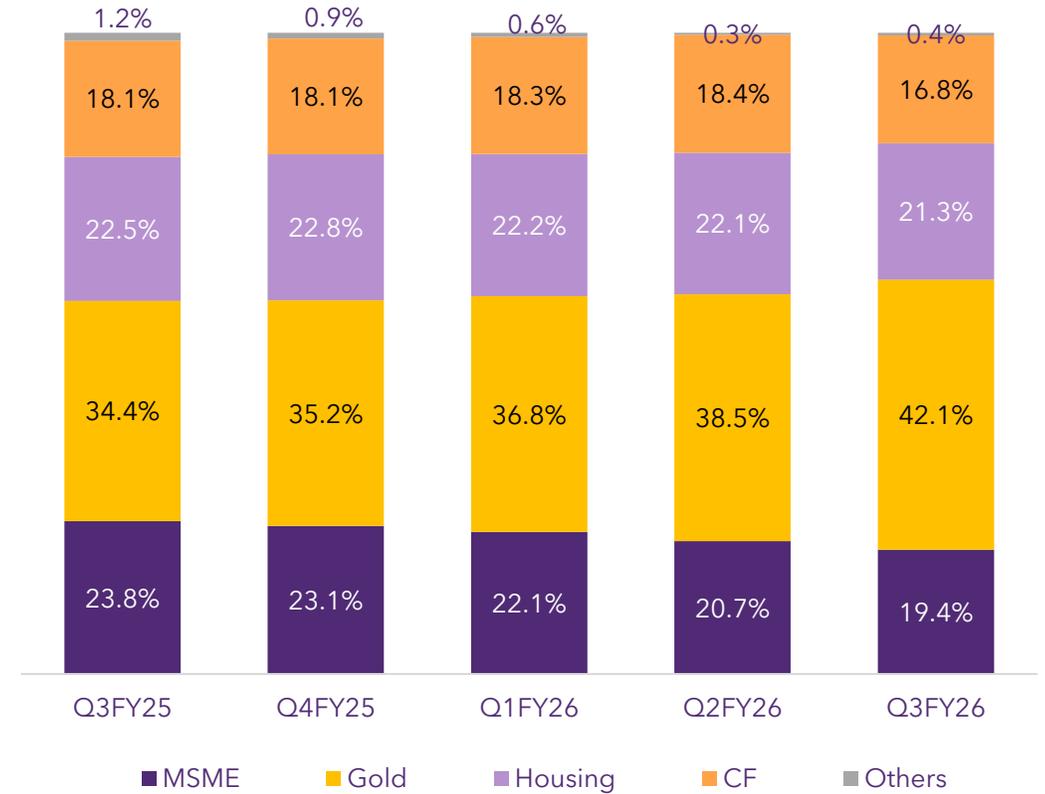
# Business Update

Consolidated AUM Up 47% YoY

## AUM Break Up (₹ mn)



## Composition of AUM (%)



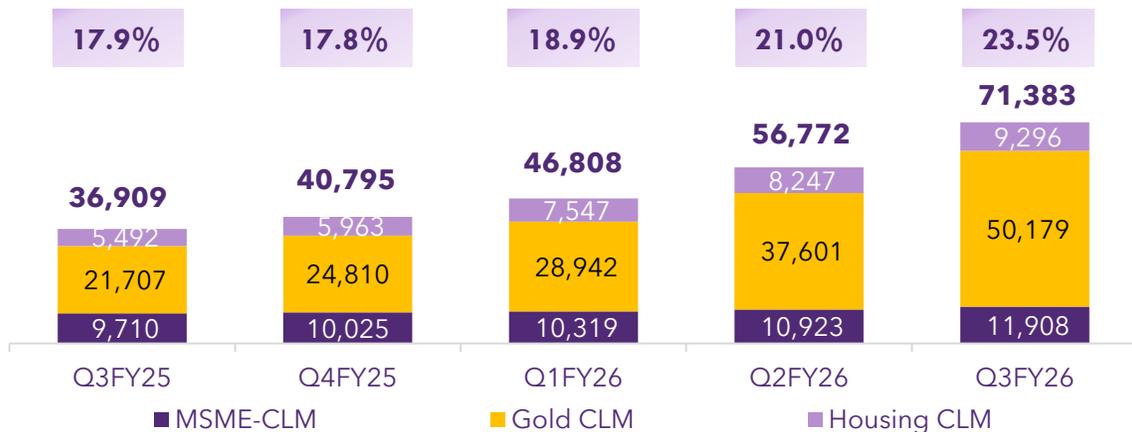
• MSME, Gold, and Housing AUM values are inclusive of co-lending and Directly Assigned AUM. Refer next slide for further details.

# Retail AUM

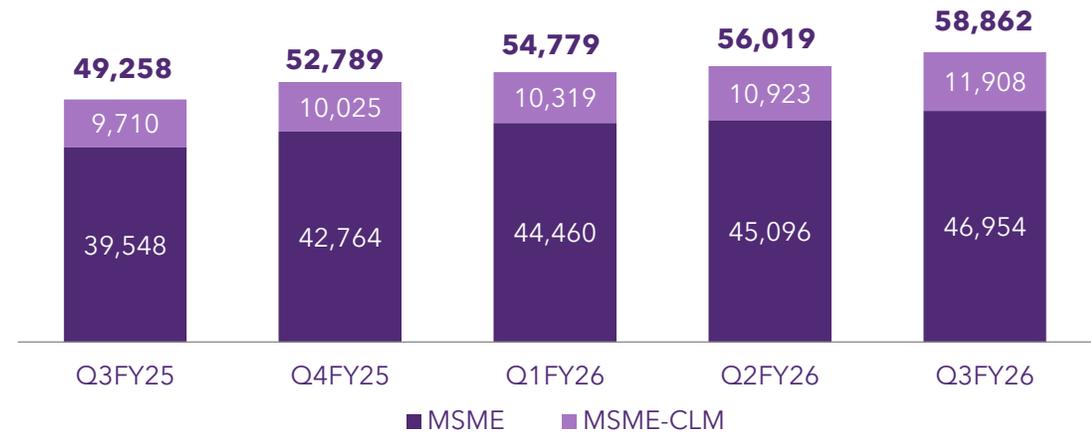
Co-Lending AUM showing Steady Growth

## Co-Lending AUM (₹ mn)

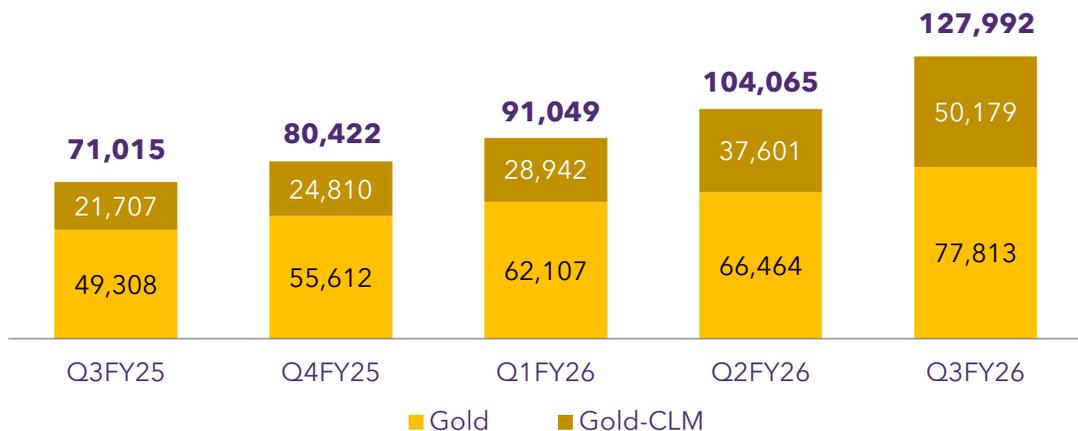
CLM AUM/Cons.AUM



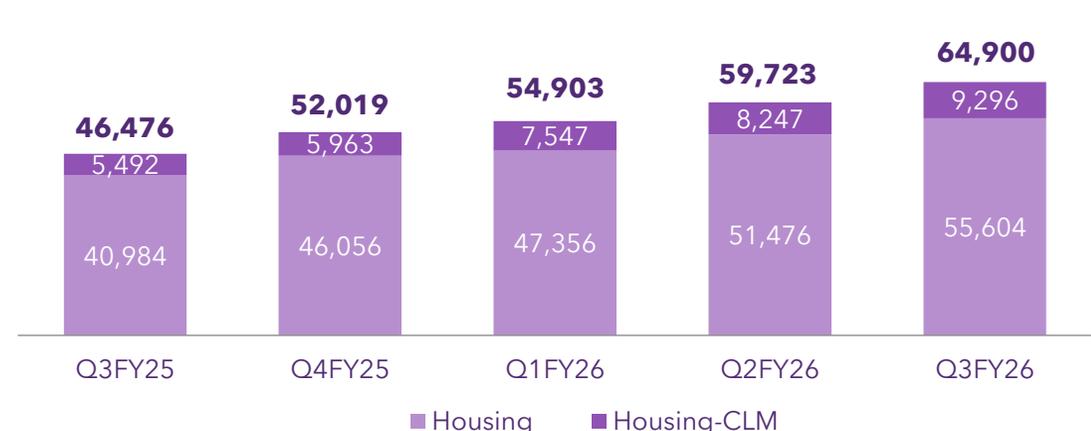
## MSME AUM (₹ mn)



## Gold AUM (₹ mn)



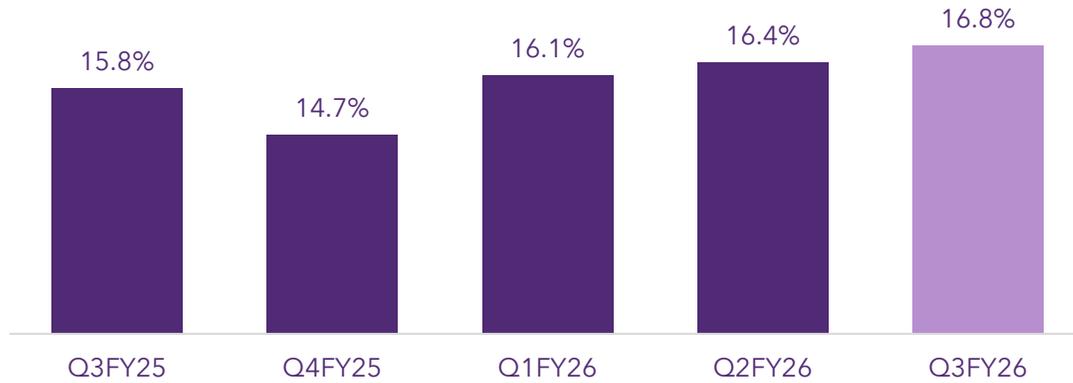
## Housing AUM (₹ mn)



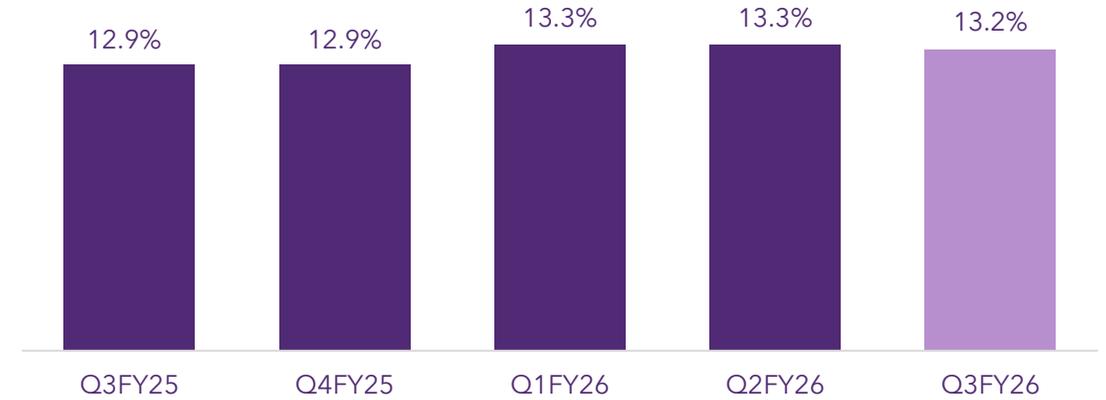
# Segmental Yields

Robust Yields Sustained Alongside AUM Growth

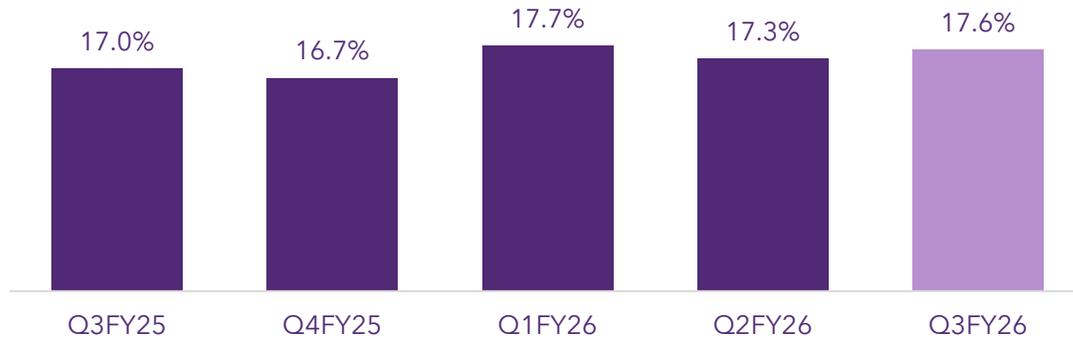
## MSME (%)\*



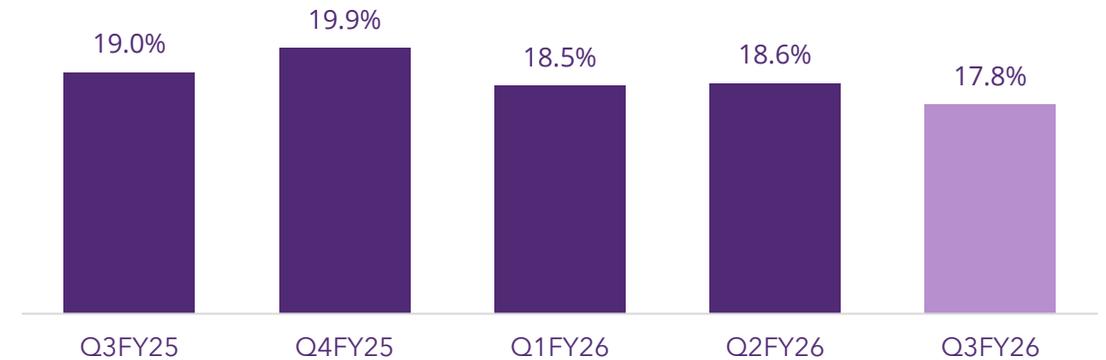
## Housing Finance (%)\*



## Construction Finance (%)\*



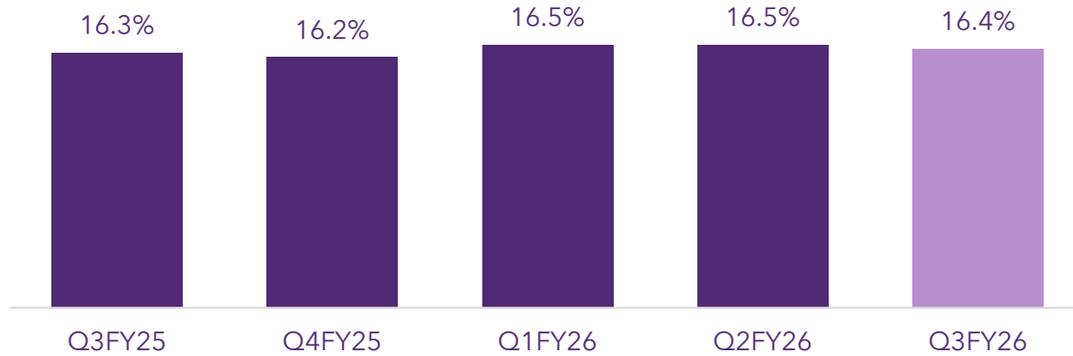
## Gold Loans (%)\*



Note: \*Yield calculated as interest income including INDAS adjustments for processing fee, commission and other charges divided by four-month average of outstanding loans

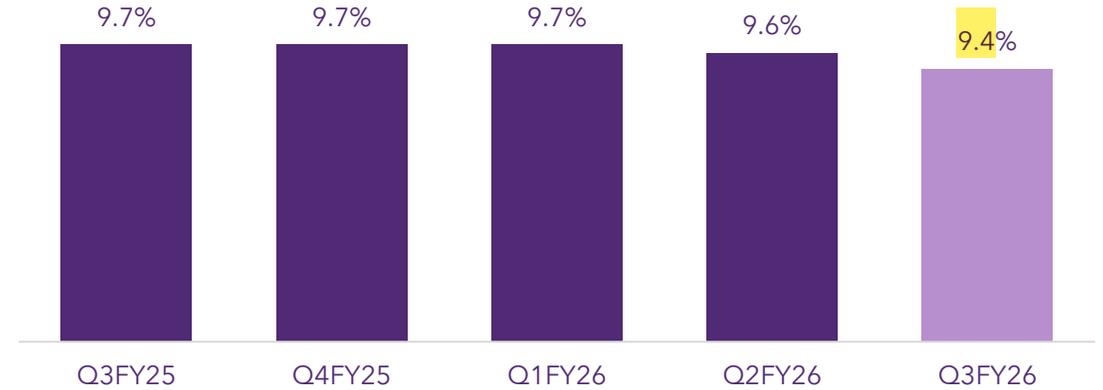
# Loan Yields and Margins

## Yield on Net Advances (%)



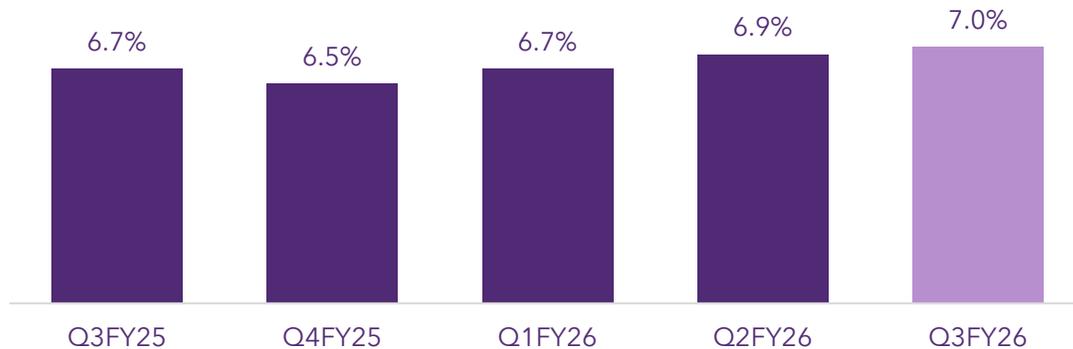
Note: Yield calculated as interest income including INDAS adjustments for processing fee, commission and other charges divided by four-month average of outstanding loans

## Cost of Borrowings (%)<sup>1</sup>

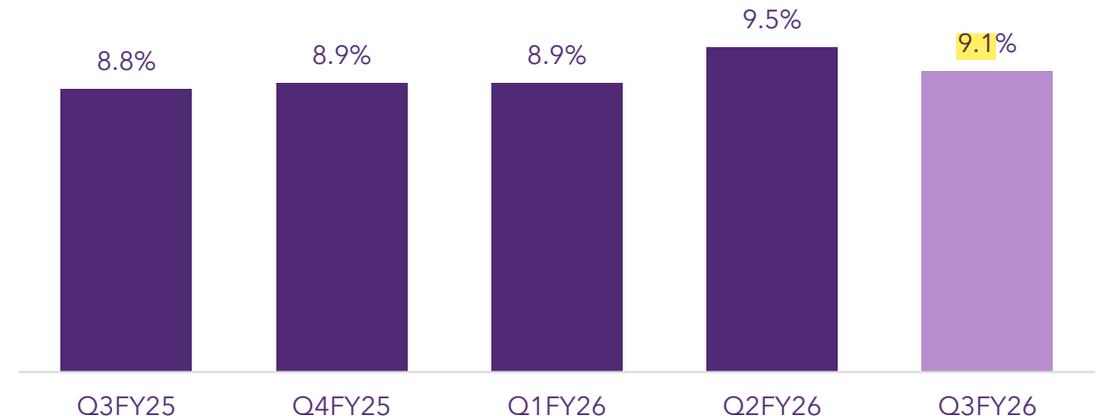


Note: Calculated as (Interest Expense including processing fee divided by monthly average of borrowings)

## Spreads (YoA - CoB) (%)



## Net Interest Margin (%)<sup>2</sup>

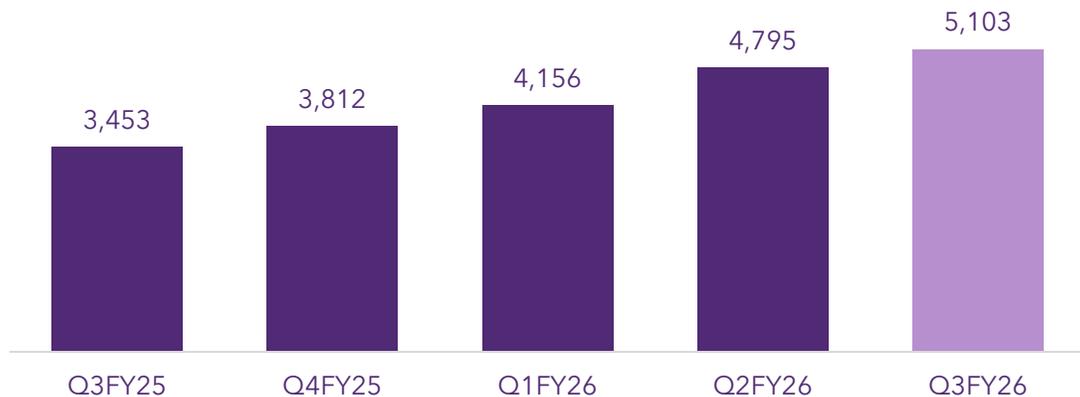


Note: Calculated using Net Interest Income / Avg. Interest Earning Assets

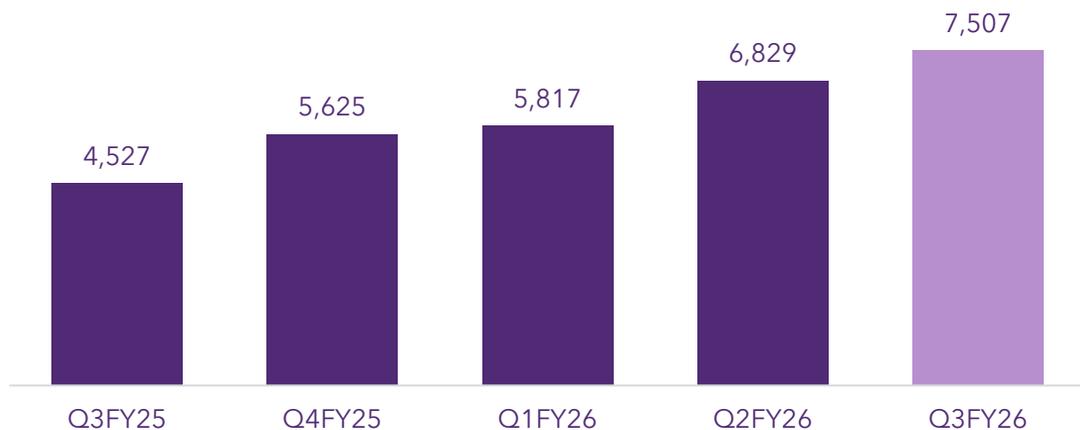
# Financial Highlights

Total Income grew 66% YoY; Momentum Picks in Fee Income

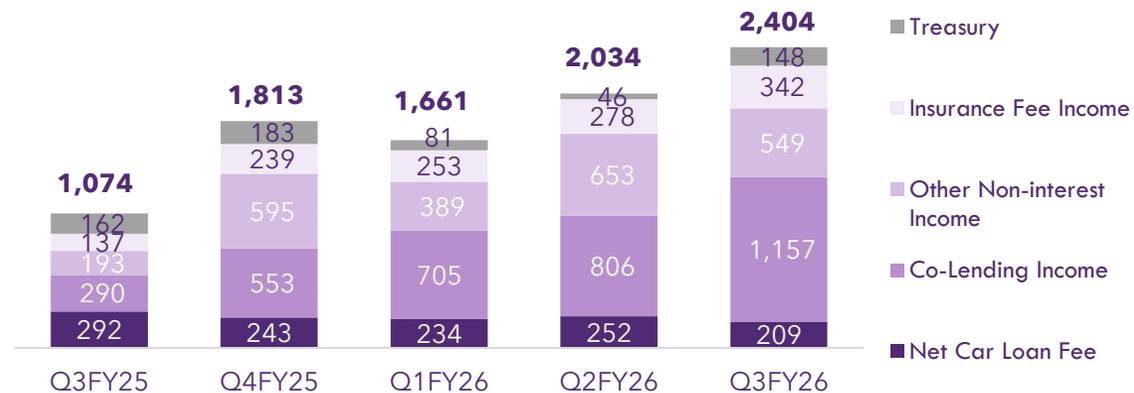
## Net Interest Income (₹ mn)



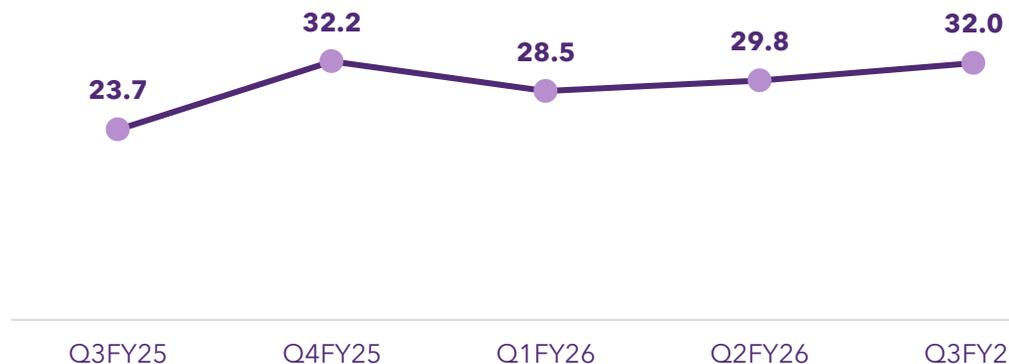
## Net Total Income (₹ mn)



## Non-Interest Income (₹ mn)



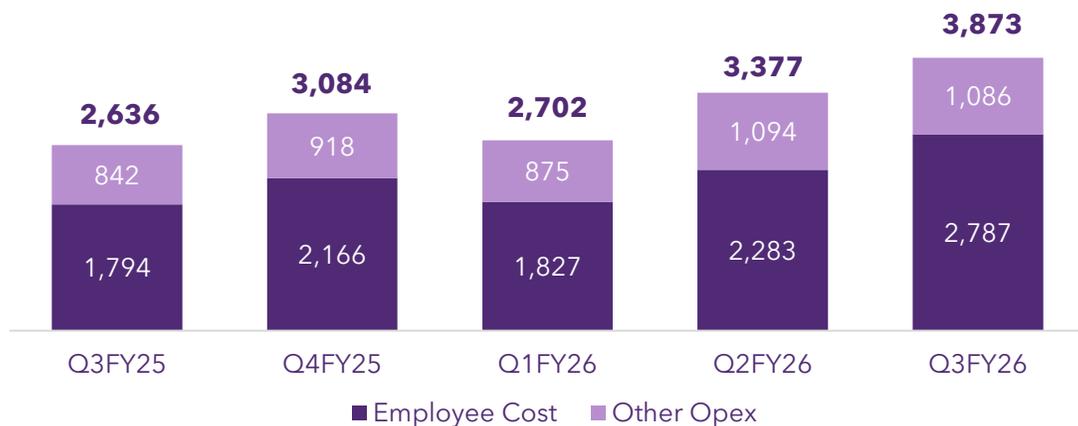
## Non-Interest Income / Net Income (%)



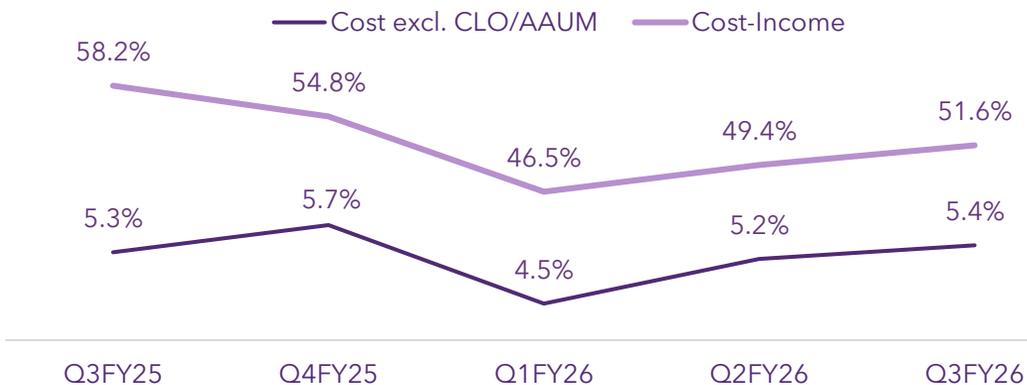
# Financial Highlights

Profitable Growth Backed by Improved Cost Ratios and Credit Discipline

## Operating Expenses (₹ mn)

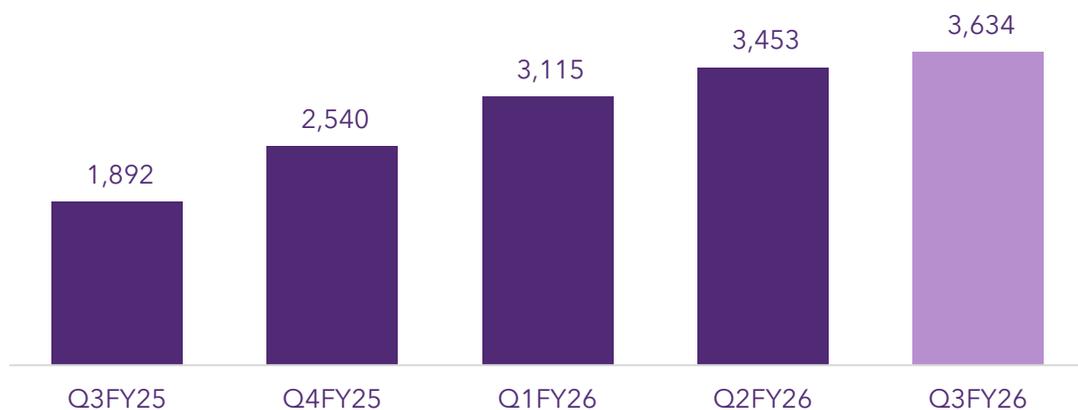


## Cost-Income (%) & Cost / AAUM excl. CLO (%)\*

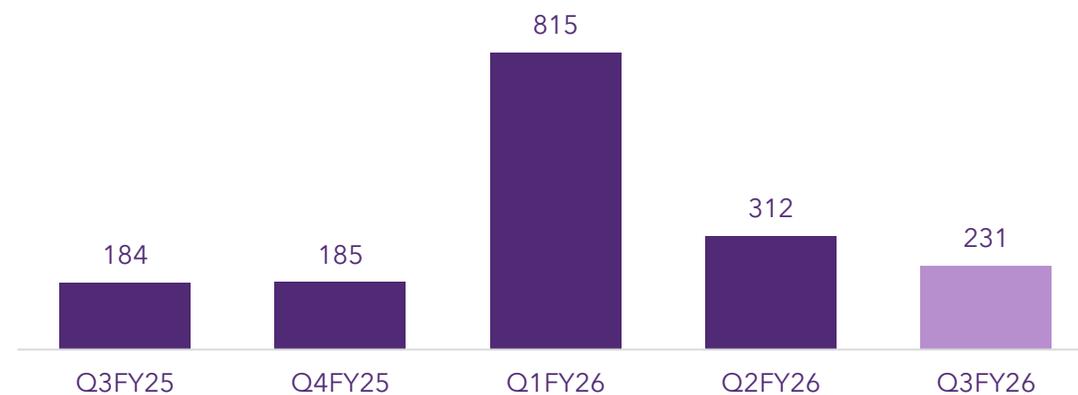


\*Annualised

## Operating Profit (₹ mn)



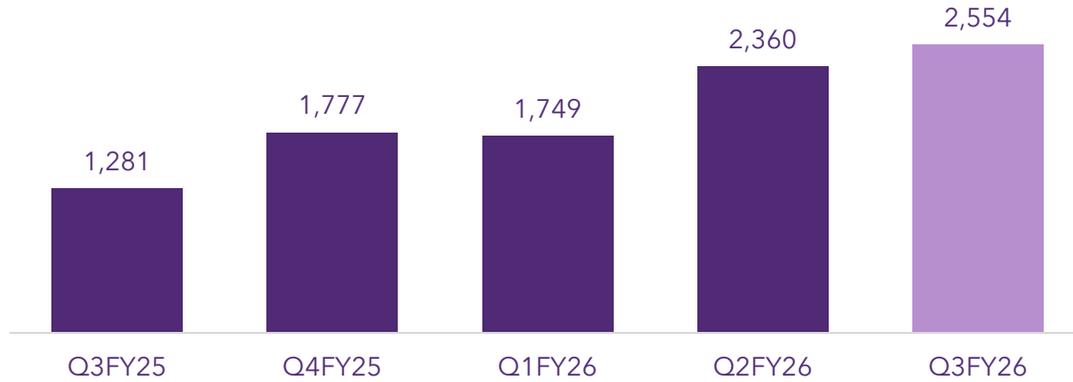
## Credit Costs (₹ mn)



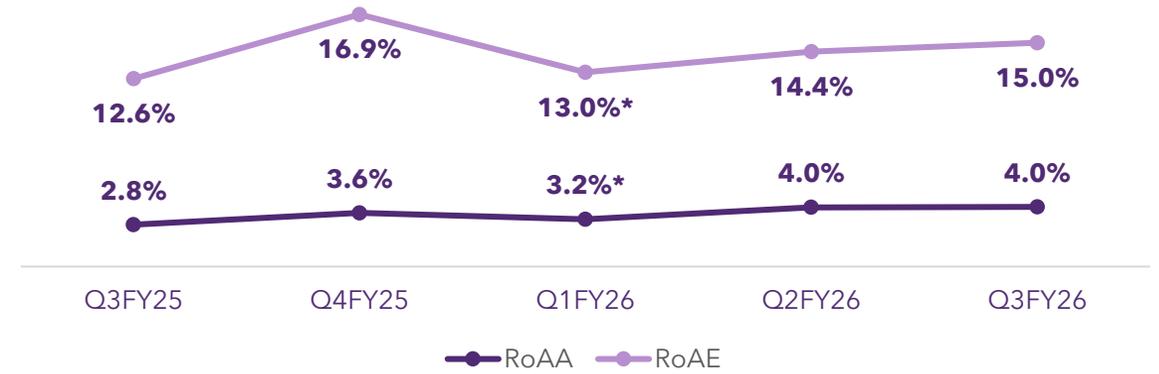
# Profitability and Key Ratios

PAT rises 99% YoY

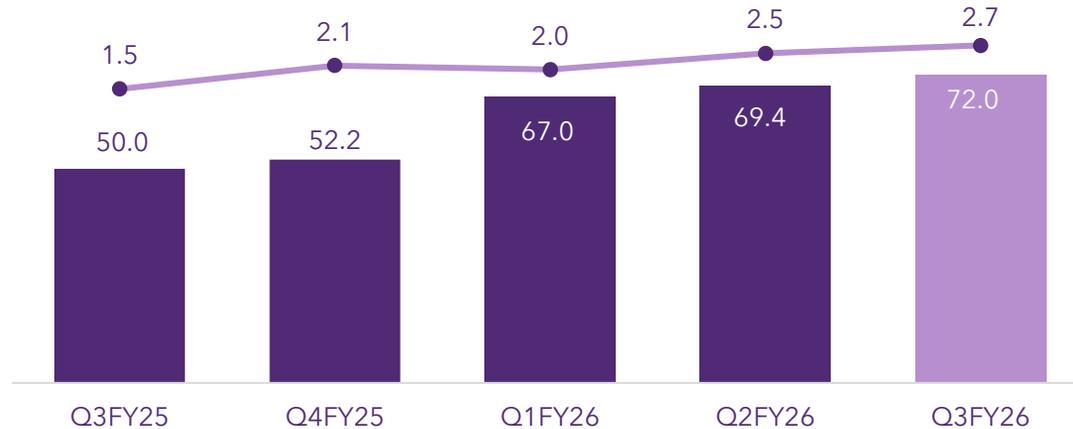
## PAT (₹ mn)



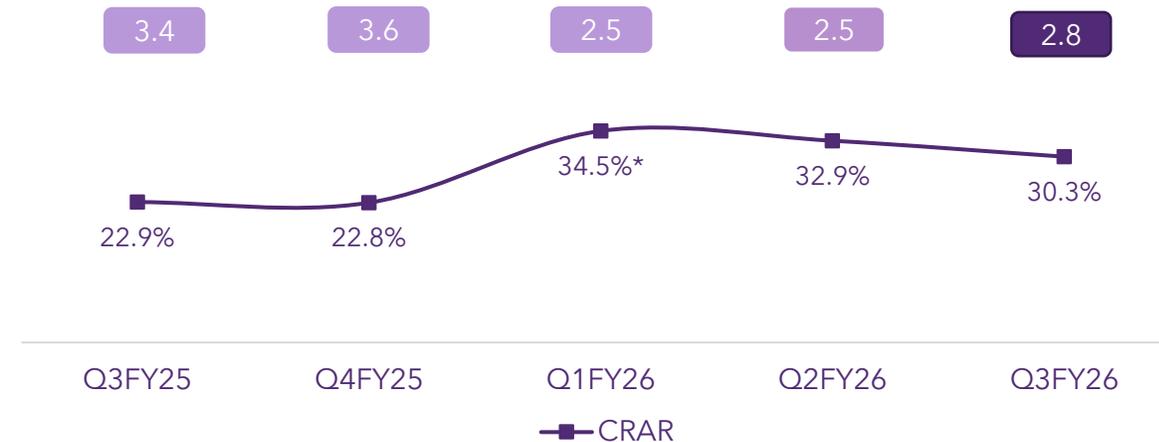
## RoAA / RoAE (% annualized)



## Earnings per Share and Book Value per Share (₹)



## D/E (x) | CRAR

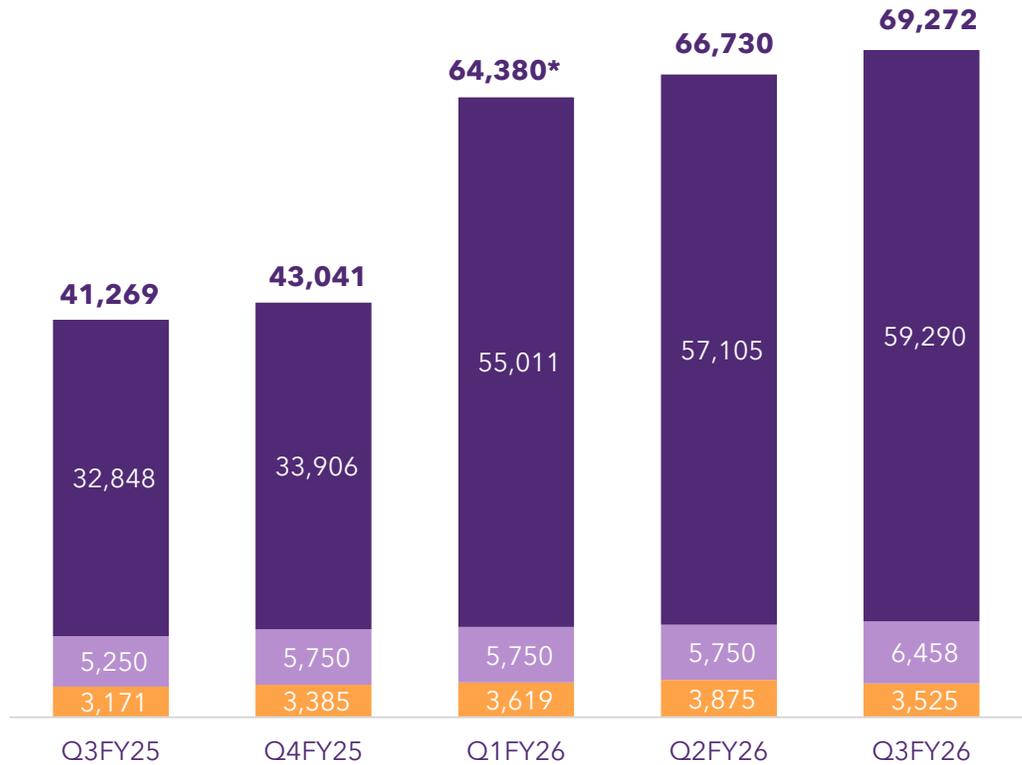


\*Post equity capital infusion of Rs20 bn in Q1FY26

# Robust Capital Position

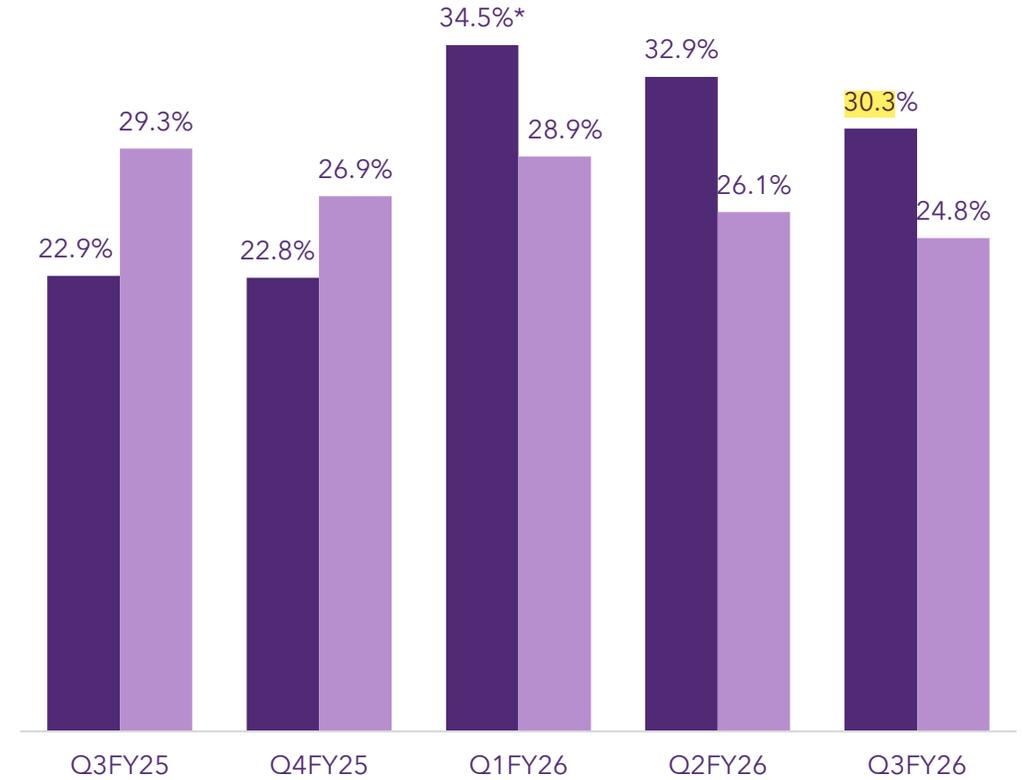
Well Capitalized for Medium Term Growth

## Consolidated Network (₹ mn)



■ Subsidiaries Surplus ■ Inv. In Subsidiary ■ CGCL Network (Excl. Inv. In Subs.)

## Capital Adequacy (%)

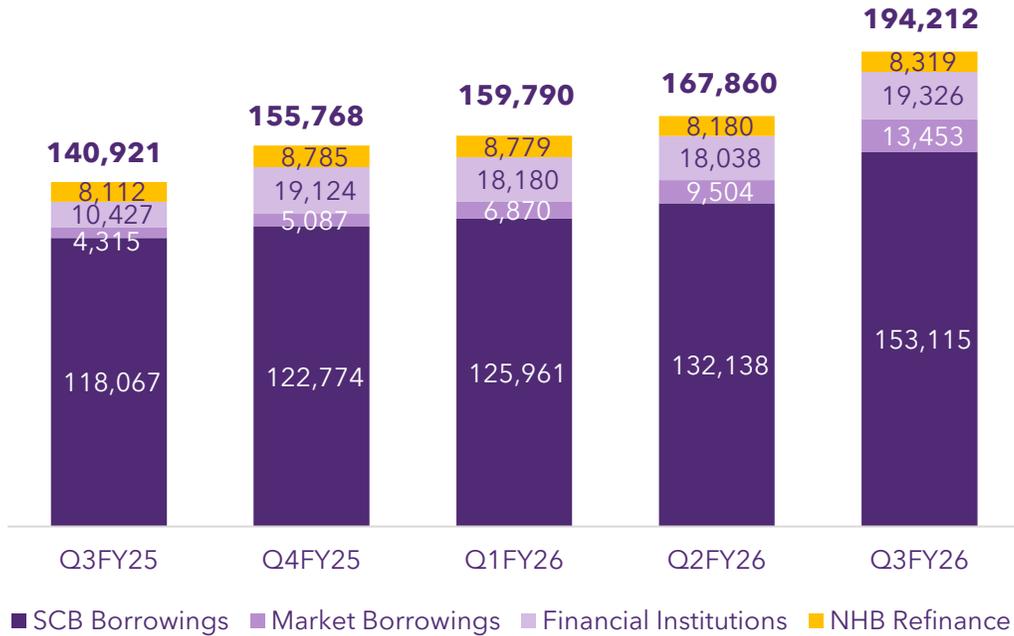


■ CGCL ■ CGHFL

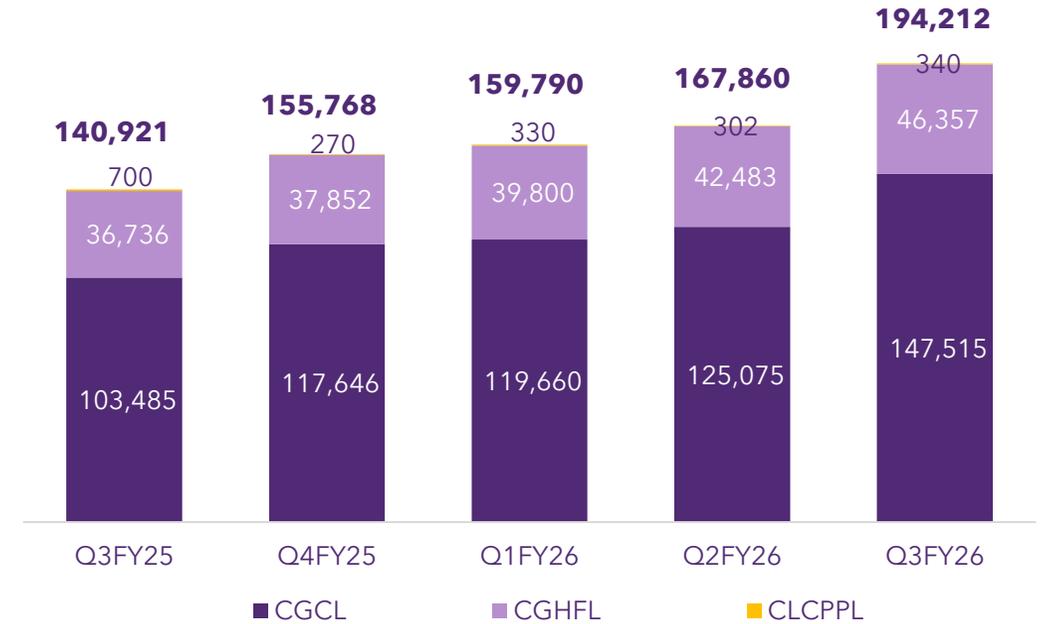
# Liability Mix

Increase led by Bank Borrowings

## Diversified Funding Profile (₹ mn)



## Consolidated Borrowings Break-up (₹ mn)

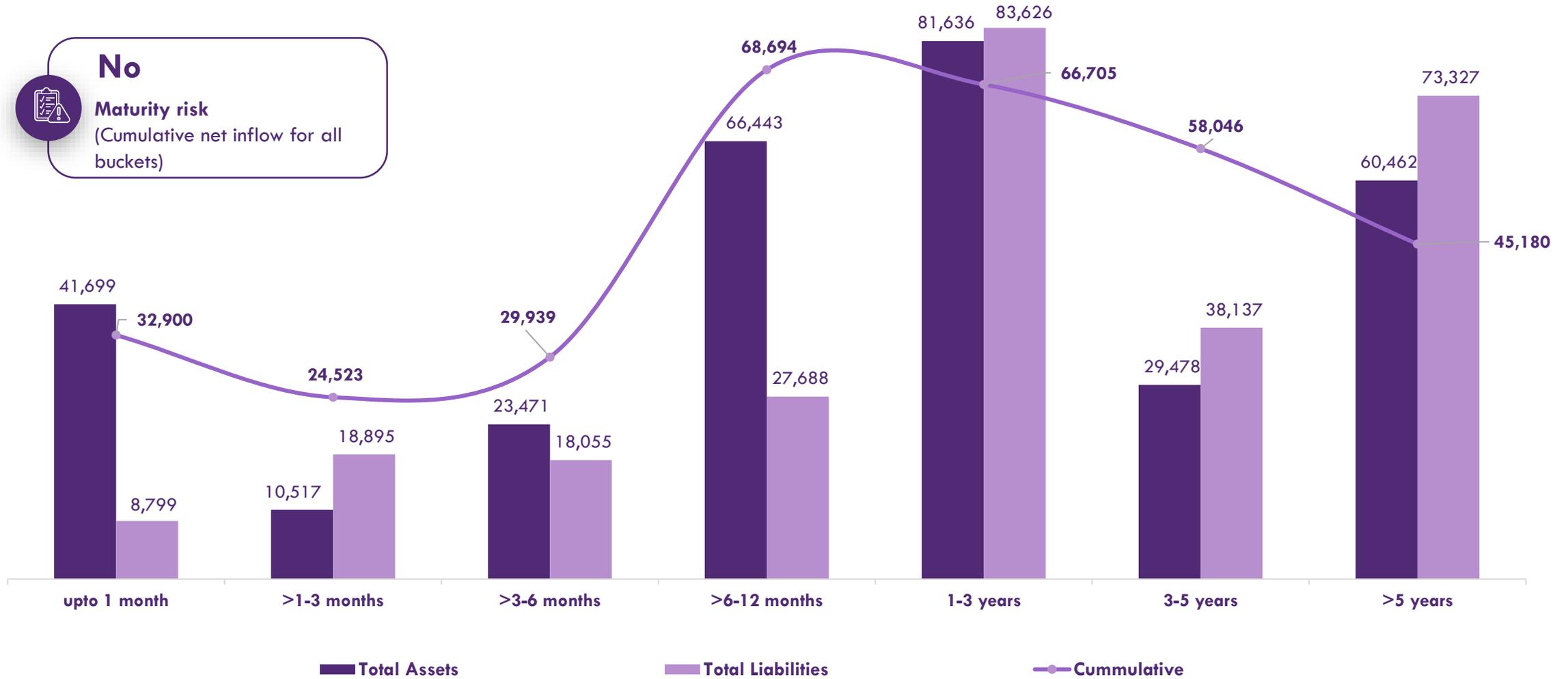


- Raised ₹6,350 mn through NCDs and CPs in Q3FY26; market borrowings comprised NCDs and CPs.
- Added 6 new bank lenders in Q3FY26 and 11 new lenders in 9MFY26.
- New sanctions for FYTD stood at ₹68,600 mn on a consolidated basis.

# Asset-Liability Position

All amount in ₹ million

**No**  
**Maturity risk**  
 (Cumulative net inflow for all buckets)



# Liquid and Overnight funds

## Comfortable Liquidity Position

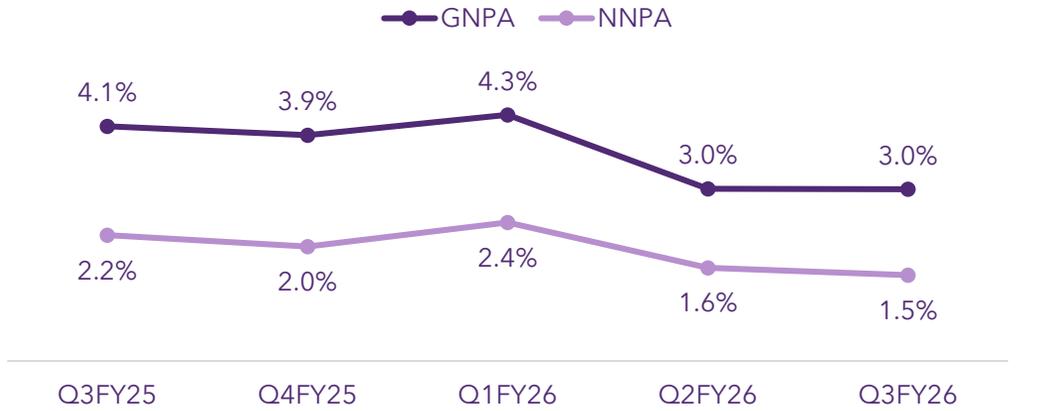
Particulars (₹ mn) (31 <sup>st</sup> Dec 2025)	CGCL (Standalone)	CGHFL	Consolidated
Cash and Bank Balances	20,764	1,425	22,188
Investment in fixed deposits	600	-	600
Investment in Mutual Funds or corporate bonds	11,493	-	11,493
Undrawn Bank Lines	2,963	5,500	8,463
<b>Net Available cash or cash equivalents</b>	<b>35,819</b>	<b>6,925</b>	<b>42,744</b>

- Total current liquidity of Rs 42,744 mn in cash and bank balances, investments and undrawn credit lines across CGCL and CGHFL.

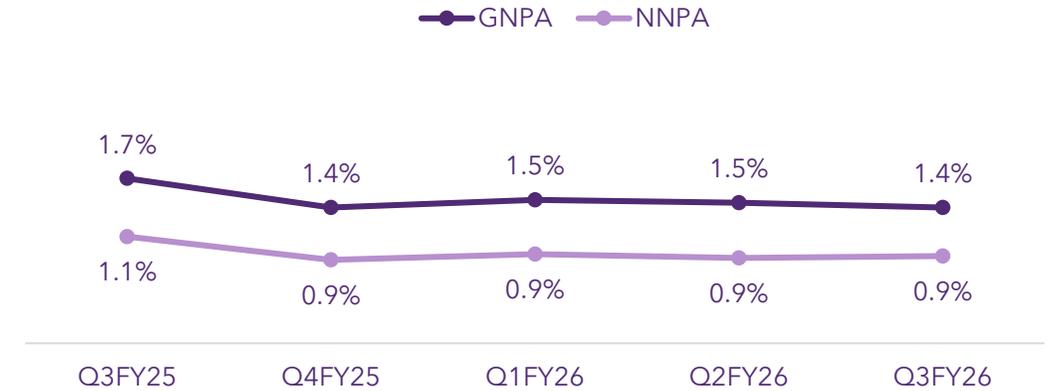
# Segmental NPAs

Disciplined Underwriting Driving Sustained Improvement in Asset Quality

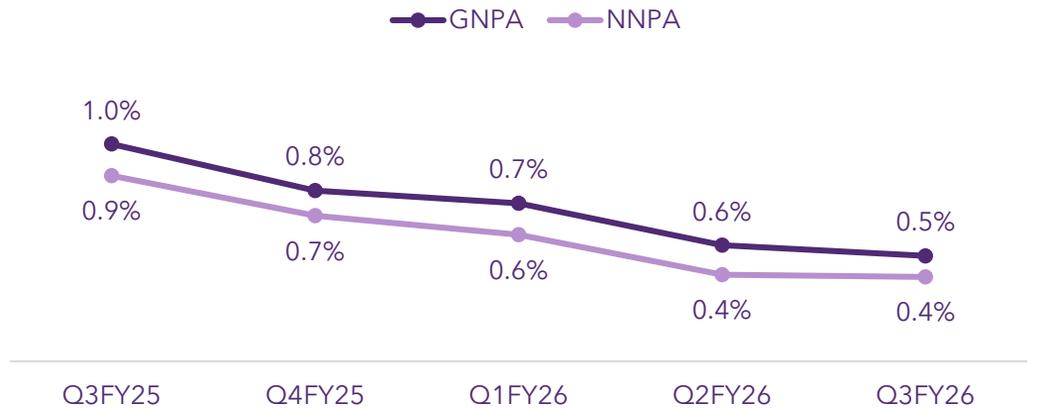
## MSME Loan



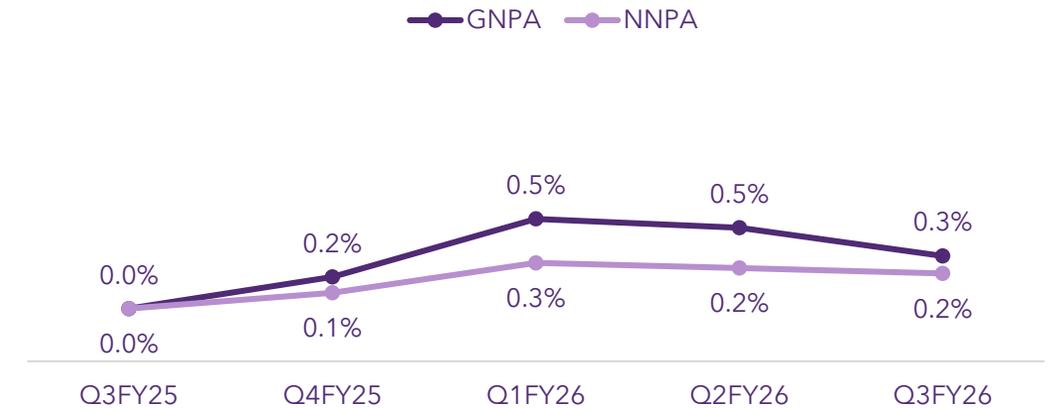
## Housing Finance



## Gold Loan



## Construction Finance



## Adequate Provisioning Coverage

₹ mn except stated

ECL Analysis As Per IndAS	Q3FY26	Q2FY26	Q1FY26	Q4FY25	Q3FY25
<b>Stage 1 - Gross</b>	<b>220,712</b>	<b>202,607</b>	<b>189,118</b>	<b>175,797</b>	<b>156,044</b>
Stage 1 - ECL Provisions	1,054	1,067	1,013	779	674
Stage 1 - Net	219,657	201,540	188,106	175,019	155,370
<b>Stage 1 - ECL Provisions %</b>	<b>0.5%</b>	<b>0.5%</b>	<b>0.5%</b>	<b>0.4%</b>	<b>0.4%</b>
<b>Stage 2 - Gross</b>	<b>9,213</b>	<b>8,258</b>	<b>8,228</b>	<b>9,120</b>	<b>10,937</b>
Stage 2 - ECL Provisions	905	919	835	703	868
Stage 2 - Net	8,308	7,338	7,393	8,417	10,069
<b>Stage 2 - ECL Provisions %</b>	<b>9.8%</b>	<b>11.1%</b>	<b>10.1%</b>	<b>7.7%</b>	<b>7.9%</b>
<b>Stage 3 - Gross</b>	<b>2,753</b>	<b>2,741</b>	<b>3,355</b>	<b>2,867</b>	<b>2,840</b>
Stage 3 - ECL Provisions	1,199	1,174	1,375	1,197	1,119
Stage 3 - Net NPA	1,554	1,567	1,981	1,670	1,721
<b>Stage 3 - ECL Provisions %</b>	<b>43.6%</b>	<b>42.8%</b>	<b>41.0%</b>	<b>41.7%</b>	<b>39.4%</b>
<b>Total - Gross</b>	<b>232,678</b>	<b>213,606</b>	<b>200,702</b>	<b>187,784</b>	<b>169,822</b>
<b>Total ECL Provisions</b>	<b>3,158</b>	<b>3,161</b>	<b>3,222</b>	<b>2,678</b>	<b>2,661</b>
<b>Stage 3 % - Gross NPA</b>	<b>1.2%</b>	<b>1.3%</b>	<b>1.7%</b>	<b>1.5%</b>	<b>1.7%</b>
<b>Stage 3 % - Net NPA</b>	<b>0.7%</b>	<b>0.7%</b>	<b>1.0%</b>	<b>0.9%</b>	<b>1.0%</b>

# Consolidated Balance Sheet

## Quarterly Comparison

₹ mn except stated

Particulars	Q3FY26	Q3FY25	YoY (%)	Q2FY26	QoQ (%)
Paid-up Equity	962	825	17%	962	0%
Reserves and Surplus	68,310	40,444	69%	65,769	4%
<b>Total Equity</b>	<b>69,272</b>	<b>41,269</b>	<b>68%</b>	<b>66,730</b>	<b>4%</b>
Bank Borrowings	180,760	136,433	32%	158,356	14%
Debt Securities	13,453	4,315	212%	9,504	42%
Other Liabilities and Provisions	10,253	7,738	32%	9,545	7%
<b>Total Equity &amp; Liabilities</b>	<b>273,737</b>	<b>189,756</b>	<b>44%</b>	<b>244,135</b>	<b>12%</b>
Cash and Bank Balances	23,855	13,451	77%	18,436	29%
Investments	12,138	1,847	557%	7,460	63%
Assets under Financing Activities	227,291	165,205	38%	208,216	9%
Other Assets	10,452	9,253	13%	10,024	4%
<b>Total Assets</b>	<b>273,737</b>	<b>189,756</b>	<b>44%</b>	<b>244,135</b>	<b>12%</b>

# Consolidated Income Statement

## Quarterly and Nine Month Comparison

Particulars	Q3FY26	Q3FY25	Y-o-Y (%)	Q2FY26	Q-o-Q (%)	9MFY26	9MFY25	YoY (%)
Interest earned	9,416	6,783	39%	8,854	6%	26,366	18,663	41%
Interest expense	4,314	3,330	30%	4,059	6%	12,312	9,155	34%
<b>Net interest income</b>	<b>5,103</b>	<b>3,453</b>	<b>48%</b>	<b>4,795</b>	6%	<b>14,054</b>	<b>9,508</b>	<b>48%</b>
Net car loan fees	209	292	(28%)	252	(17%)	695	720	(4%)
Co-lending income	1,157	309	274%	806	43%	2,668	1,079	147%
Insurance distribution	342	137	150%	278	23%	872	389	124%
Other operating income	697	336	107%	698	(0.2%)	1,865	1,007	85%
<b>Non-interest income</b>	<b>2,404</b>	<b>1,074</b>	<b>124%</b>	<b>2,034</b>	<b>18%</b>	<b>6,099</b>	<b>3,196</b>	<b>91%</b>
<b>Total income</b>	<b>7,507</b>	<b>4,528</b>	<b>66%</b>	<b>6,829</b>	<b>10%</b>	<b>20,154</b>	<b>12,704</b>	<b>59%</b>
Employee cost	2,787	1,794	55%	2,283	22%	6,897	5,263	31%
Other expenses	1,086	842	29%	1,094	(1%)	3,056	2,639	16%
<b>Operating expenses</b>	<b>3,873</b>	<b>2,636</b>	<b>47%</b>	<b>3,377</b>	<b>15%</b>	<b>9,952</b>	<b>7,903</b>	<b>26%</b>
<b>Operating profit</b>	<b>3,634</b>	<b>1,892</b>	<b>92%</b>	<b>3,453</b>	<b>5%</b>	<b>10,201</b>	<b>4,801</b>	<b>112%</b>
ECL provisions	145	108	35%	289	(50%)	1,148	403	185%
Write-offs	86	77	12%	23	282%	210	420	(50%)
<b>Total provisions</b>	<b>231</b>	<b>184</b>	<b>25%</b>	<b>312</b>	<b>(26%)</b>	<b>1,357</b>	<b>823</b>	<b>65%</b>
<b>Profit before tax</b>	<b>3,403</b>	<b>1,707</b>	<b>99%</b>	<b>3,141</b>	<b>8%</b>	<b>8,844</b>	<b>3,978</b>	<b>122%</b>
Tax	848	426	99%	781	9%	2,180	970	125%
Implied tax rate	24.9%	25.0%	(0.1%)	24.9%	-	24.7%	24.4%	0.3%
<b>Profit after tax</b>	<b>2,554</b>	<b>1,281</b>	<b>99%</b>	<b>2,360</b>	<b>8%</b>	<b>6,663</b>	<b>3,008</b>	<b>122%</b>

# RoAA Tree

Calculated as % of Average Assets (%)	Q3FY25	Q4FY25	Q1FY26	Q2FY26	Q3FY26	9MFY25	9MFY26
Interest income	14.9%	14.9%	14.7%	14.8%	14.5%	14.6%	14.6%
Interest expenses	7.3%	7.2%	7.1%	6.8%	6.7%	7.2%	6.8%
<b>Net interest income</b>	<b>7.6%</b>	<b>7.7%</b>	<b>7.5%</b>	<b>8.0%</b>	<b>7.9%</b>	<b>7.4%</b>	<b>7.8%</b>
Net Car Loan Fee	0.6%	0.5%	0.4%	0.4%	0.3%	0.6%	0.4%
Co-lending Income	0.7%	1.1%	1.3%	1.4%	1.8%	0.8%	1.5%
Insurance distribution	0.3%	0.5%	0.5%	0.5%	0.5%	0.3%	0.5%
Other income	0.7%	1.6%	0.9%	1.2%	1.1%	0.8%	1.0%
<b>Non-interest income</b>	<b>2.4%</b>	<b>3.6%</b>	<b>3.0%</b>	<b>3.4%</b>	<b>3.7%</b>	<b>2.5%</b>	<b>3.4%</b>
<b>Net total income</b>	<b>9.9%</b>	<b>11.3%</b>	<b>10.5%</b>	<b>11.5%</b>	<b>11.6%</b>	<b>9.9%</b>	<b>11.1%</b>
Employee expenses	3.9%	4.4%	3.3%	3.8%	4.3%	4.1%	3.8%
Other expenses	1.3%	1.3%	1.1%	1.4%	1.2%	1.5%	1.3%
D&A	0.6%	0.6%	0.4%	0.4%	0.4%	0.6%	0.4%
<b>Operating expenses</b>	<b>5.8%</b>	<b>6.2%</b>	<b>4.9%</b>	<b>5.7%</b>	<b>6.0%</b>	<b>6.2%</b>	<b>5.5%</b>
<b>Operating profit</b>	<b>4.2%</b>	<b>5.1%</b>	<b>5.6%</b>	<b>5.8%</b>	<b>5.6%</b>	<b>3.8%</b>	<b>5.6%</b>
ECL provisions	0.2%	0.5%	1.3%	0.5%	0.2%	0.3%	0.6%
Write-offs	0.2%	-0.1%	0.2%	0.0%	0.1%	0.3%	0.1%
<b>Total Provisions</b>	<b>0.4%</b>	<b>0.4%</b>	<b>1.5%</b>	<b>0.5%</b>	<b>0.4%</b>	<b>0.6%</b>	<b>0.8%</b>
<b>Profit before tax</b>	<b>3.7%</b>	<b>4.7%</b>	<b>4.2%</b>	<b>5.3%</b>	<b>5.3%</b>	<b>3.1%</b>	<b>4.9%</b>
<b>Profit after tax (RoAA)</b>	<b>2.8%</b>	<b>3.6%</b>	<b>3.2%</b>	<b>4.0%</b>	<b>4.0%</b>	<b>2.4%</b>	<b>3.7%</b>

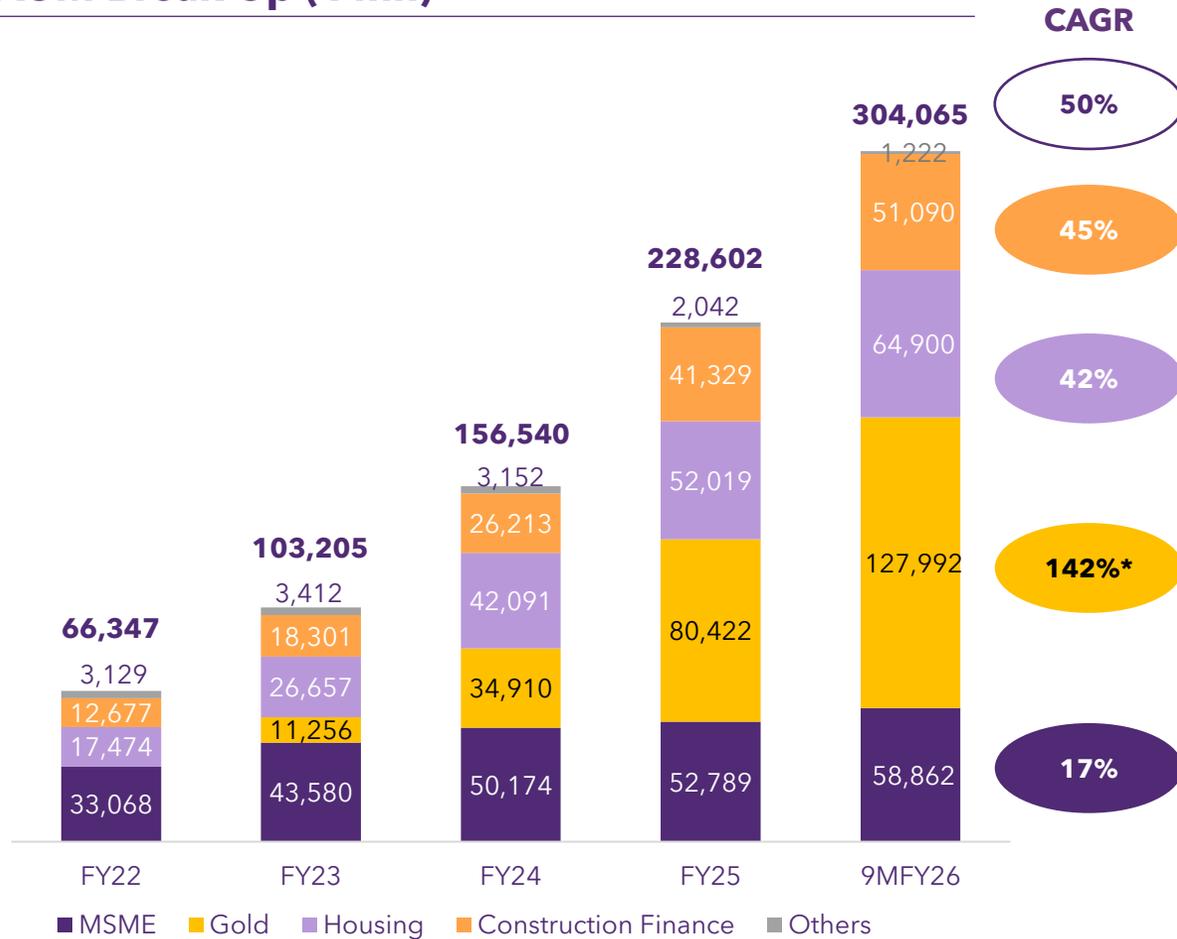


## **4** Yearly Financial Performance

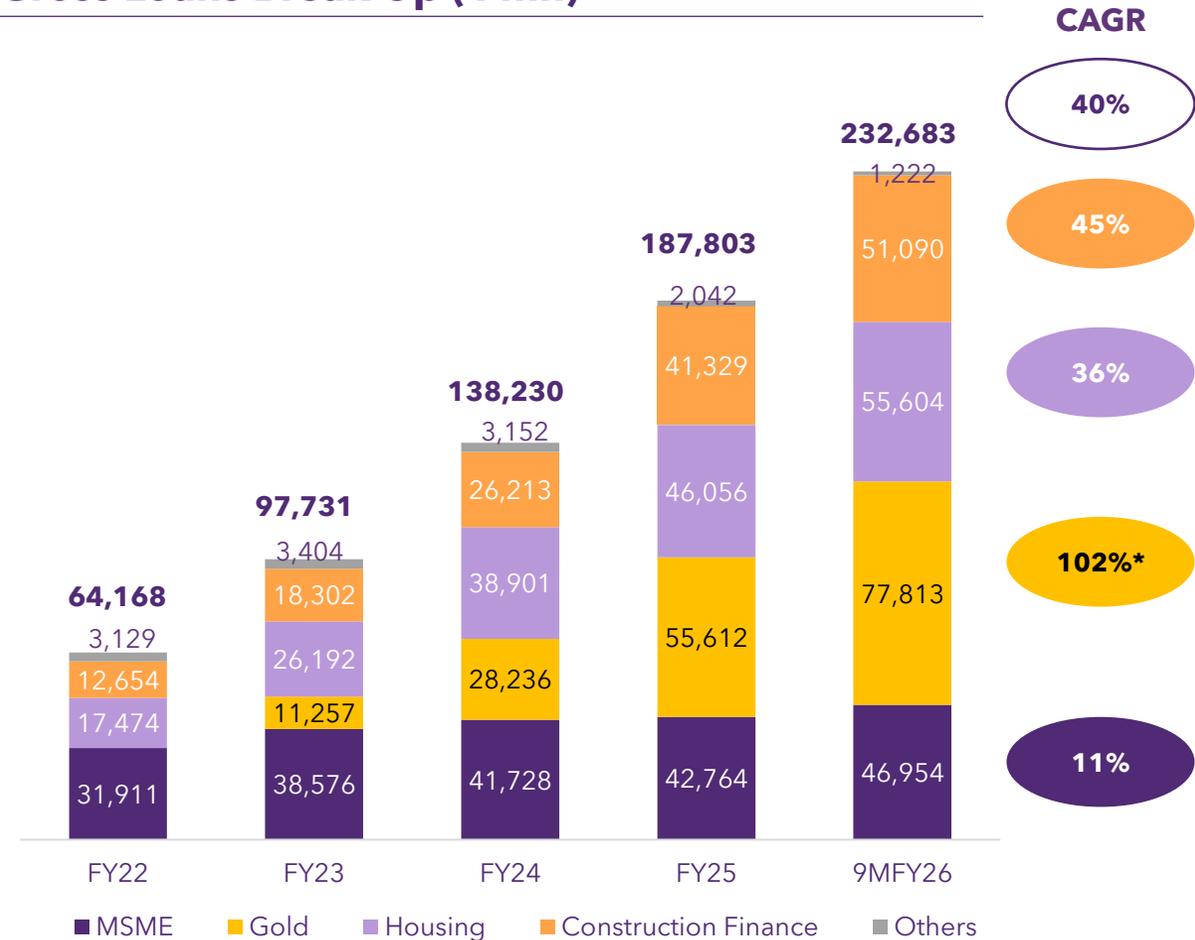
# AUM and Loan Growth

Consolidated AUM Up 50% CAGR FY22-9MFY26

## AUM Break Up (₹ mn)



## Gross Loans Break Up (₹ mn)



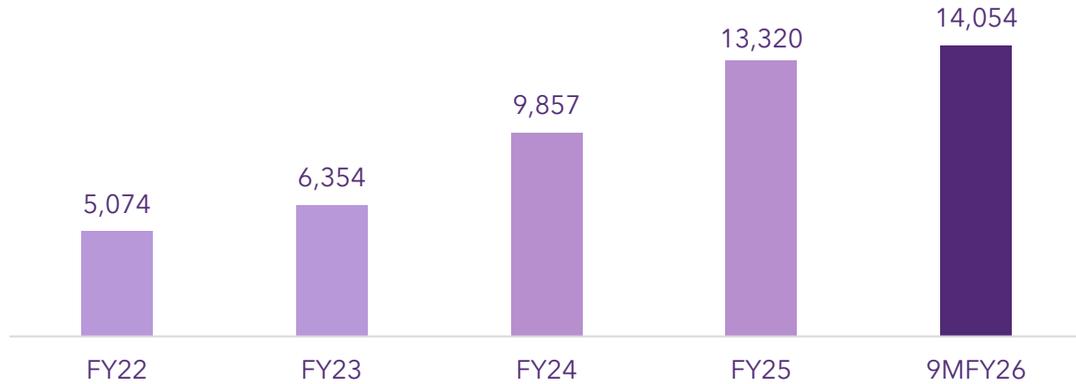
Note: \*CAGR FY23-9MFY26

MSME AUM includes MSME, Micro LAP and Solar Loans; MSME, Gold, and Housing AUM values are inclusive of co-lending and directly assigned AUM; Others include Indirect Lending, Small Business Loans and Employee Loans

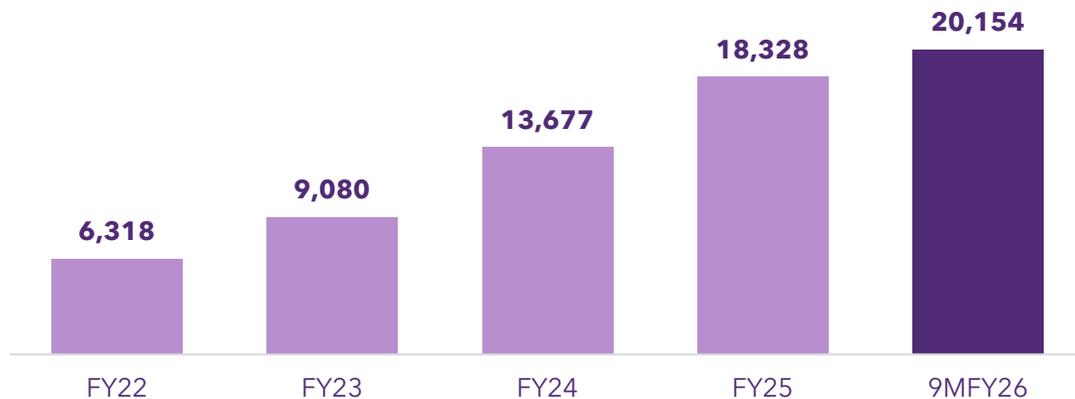
# Financial Highlights

High share of non-interest income

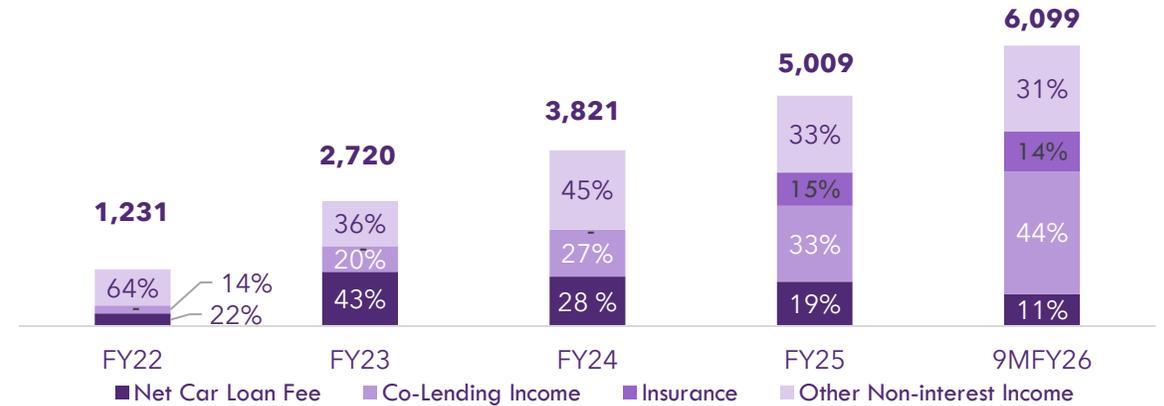
## Net Interest Income (₹ mn)



## Net Total Income (₹ mn)

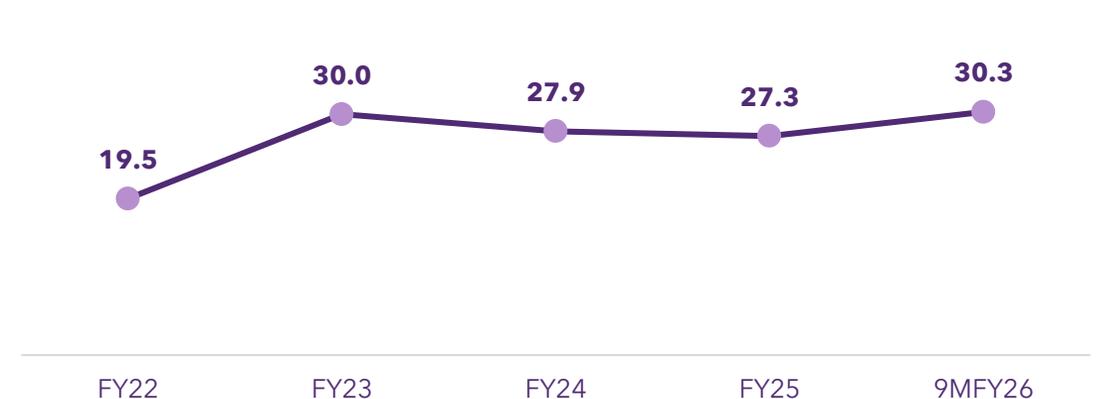


## Non-Interest Income^ (₹ mn)



^Adjusted for Car Loan Origination (CLO) Commission Expense

## Non-Interest Income / Net Income (%)

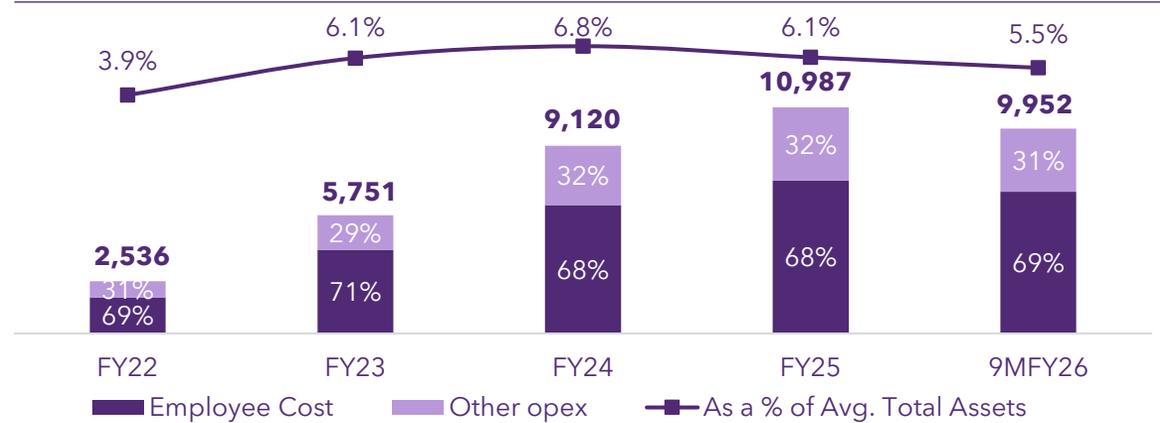


\*Excluding Car Loan Origination (CLO) Commission Expense

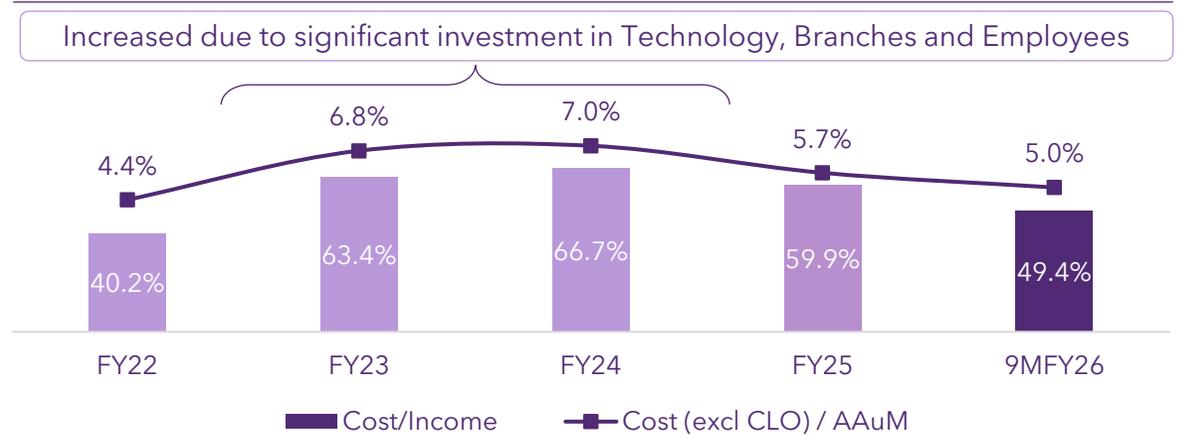
# Financial Highlights

## Improving Operating Efficiency

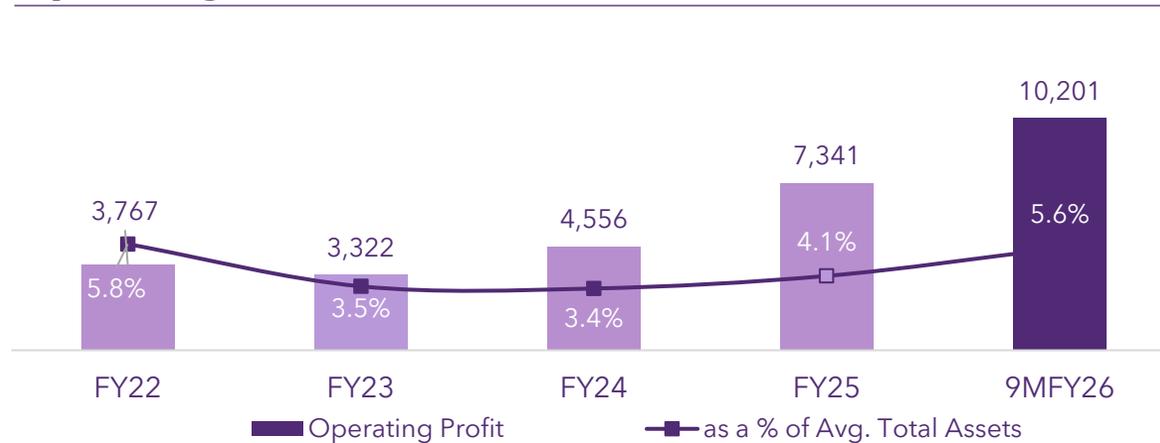
### Operating Expense (₹ mn)\*



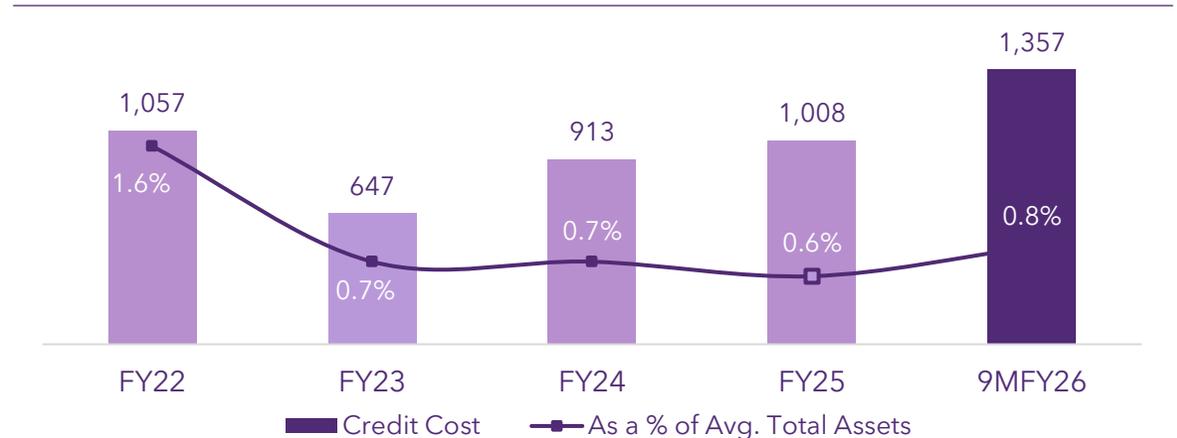
### Cost-Income (%)\*



### Operating Profit (₹ mn)



### Credit Costs\* (₹ mn)

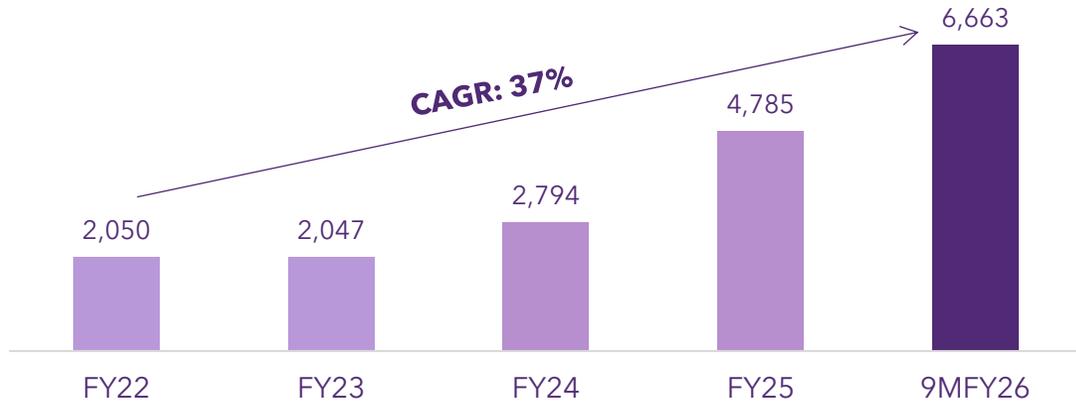


\*Impairment of financial instruments (expected credit loss)

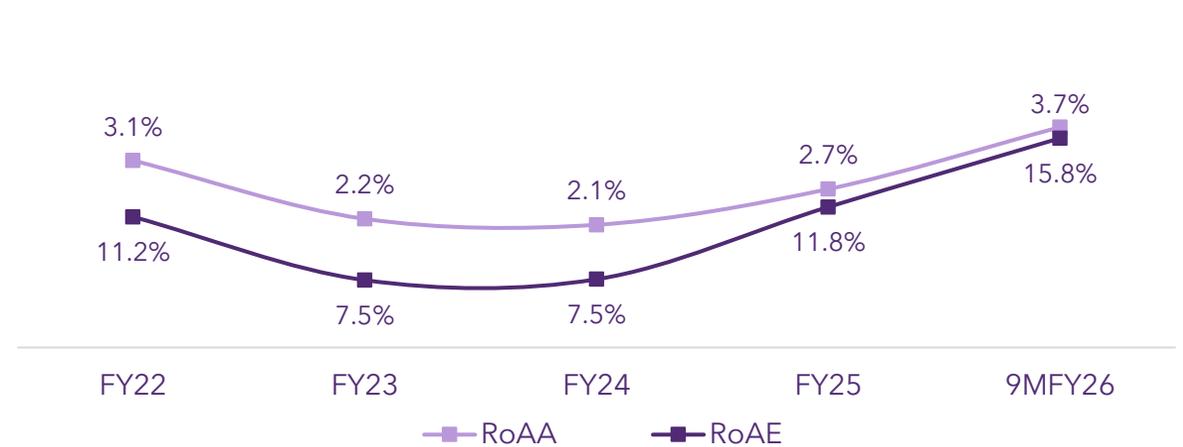
# Financial Highlights

## Improving Return Metrics

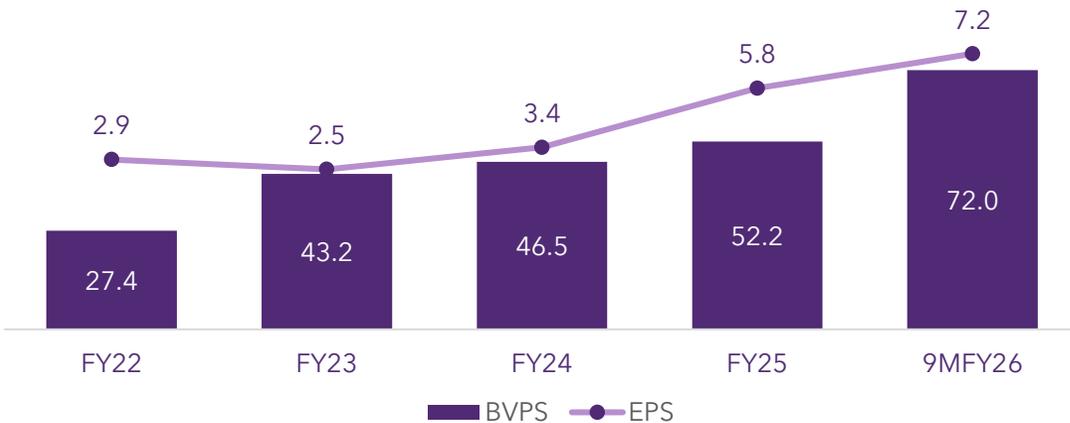
### Profit After Tax (₹ mn)



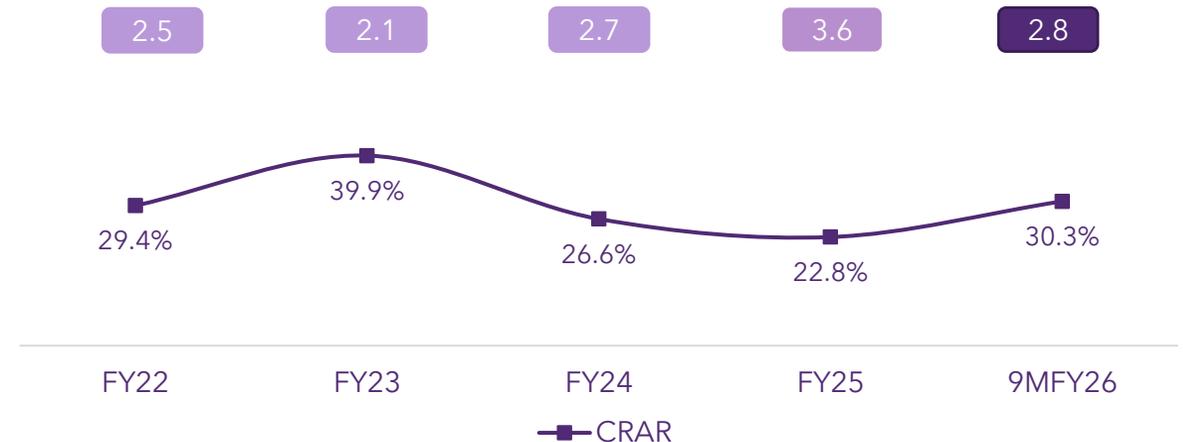
### RoAA (%) | RoAE (%)



### Earnings per Share and Book Value per Share (₹)

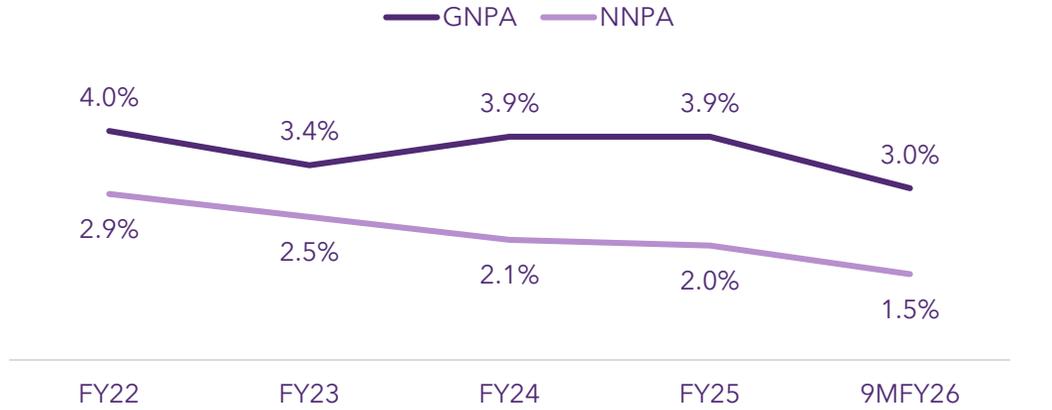


### D/E (x) | CRAR

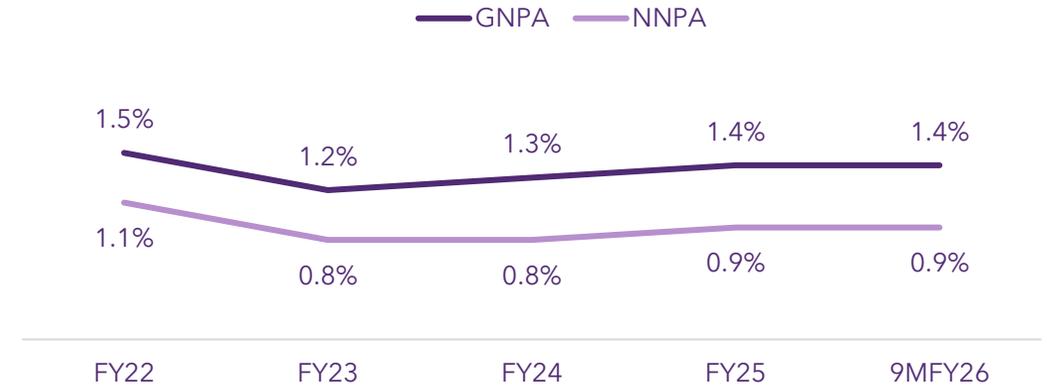


# Segmental NPAs

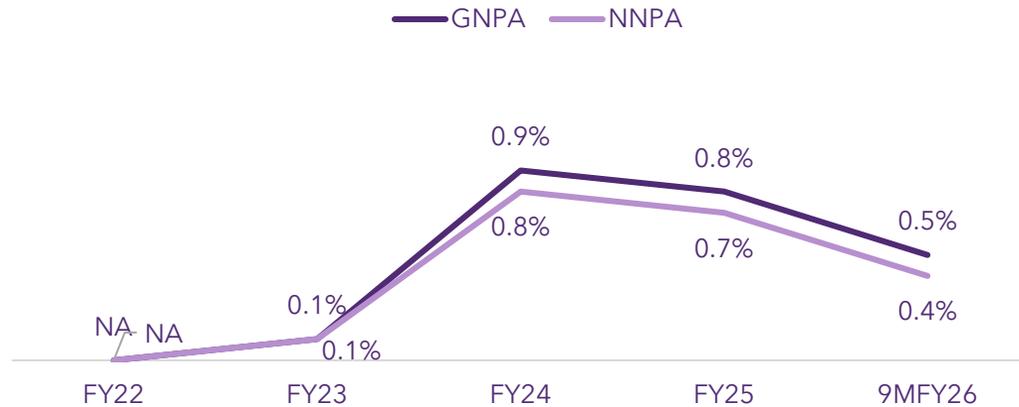
## MSME Loan



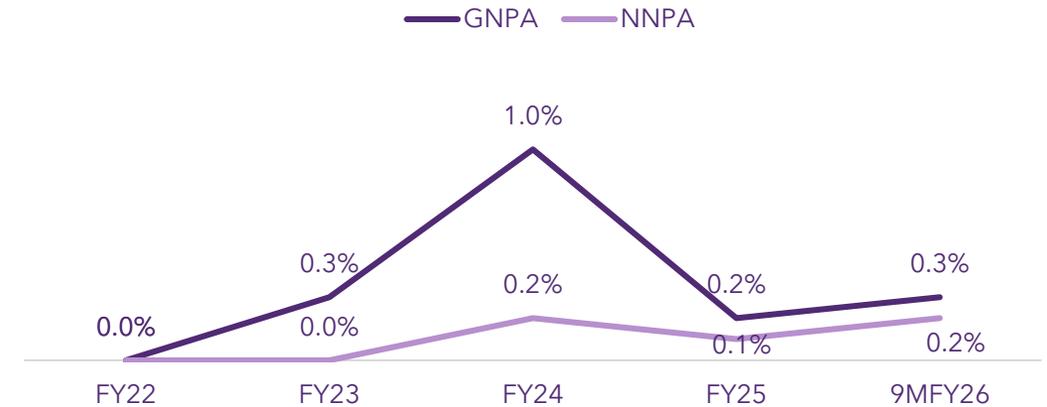
## Housing Finance



## Gold Loan



## Retail Construction Finance



# Asset Quality

## Adequate Provisioning Coverage

₹ mn except stated

ECL Analysis As Per IndAS	FY22	FY23	FY24	FY25	9MFY26
<b>Stage 1 - Gross</b>	<b>57,255</b>	<b>90,920</b>	<b>129,580</b>	<b>1,75,797</b>	<b>220,712</b>
Stage 1 - ECL Provisions	377	461	619	779	1,054
Stage 1 - Net	56,877	90,459	128,961	1,75,019	219,657
<b>Stage 1 - ECL Provisions %</b>	<b>0.7%</b>	<b>0.5%</b>	<b>0.5%</b>	<b>0.4%</b>	<b>0.5%</b>
<b>Stage 2 - Gross</b>	<b>6,373</b>	<b>5,108</b>	<b>5,987</b>	<b>9,120</b>	<b>9,213</b>
Stage 2 - ECL Provisions	854	807	746	703	905
Stage 2 - Net	5,519	4,301	5,241	8,417	8,308
<b>Stage 2 - ECL Provisions %</b>	<b>13.4%</b>	<b>15.8%</b>	<b>12.5%</b>	<b>7.7%</b>	<b>9.8%</b>
<b>Stage 3 - Gross</b>	<b>1,562</b>	<b>1,704</b>	<b>2,661</b>	<b>2,867</b>	<b>2,753</b>
Stage 3 - ECL Provisions	476	526	1,202	1,197	1,199
Stage 3 - Net NPA	1,086	1,178	1,458	1,670	1,554
<b>Stage 3 - ECL Provisions %</b>	<b>30.5%</b>	<b>30.9%</b>	<b>45.2%</b>	<b>41.7%</b>	<b>43.6%</b>
<b>Total - Gross</b>	<b>65,189</b>	<b>97,732</b>	<b>138,227</b>	<b>187,784</b>	<b>232,678</b>
<b>Total ECL Provisions</b>	<b>1,707</b>	<b>1,794</b>	<b>2,567</b>	<b>2,678</b>	<b>3,158</b>
<b>Stage 3 % - Gross NPA</b>	<b>2.4%</b>	<b>1.7%</b>	<b>1.9%</b>	<b>1.5%</b>	<b>1.2%</b>
<b>Stage 3 % - Net NPA</b>	<b>1.7%</b>	<b>1.2%</b>	<b>1.1%</b>	<b>0.9%</b>	<b>0.7%</b>

# Consolidated Balance Sheet

## Yearly Comparison

All figures in ₹ mn except stated otherwise

Balance Sheet	FY21	FY22	FY23	FY24	FY25	FY21-25 CAGR
<b>Liabilities</b>						
Paid-up equity	351	351	412	825	825	
Reserves	16,822	18,873	35,242	37,541	42,216	
<b>Total Equity</b>	<b>17,173</b>	<b>19,225</b>	<b>35,655</b>	<b>38,366</b>	<b>43,041</b>	<b>25.8%</b>
Borrowings	37,689	48,084	75,113	104,069	155,768	42.6%
Other liabilities	3,269	4,219	7,246	9,062	9,504	
<b>Total liabilities</b>	<b>58,131</b>	<b>71,528</b>	<b>118,013</b>	<b>151,497</b>	<b>208,313</b>	<b>37.6%</b>
<b>Assets</b>						
Cash and equivalents	2,242	3,531	15,100	6,746	15,312	
Investments	8,075	3,775	2,155	2,162	1,604	
Loans	46,863	62,708	94,816	134,212	182,515	40.5%
Other assets	951	1,514	5,942	8,377	8,882	
<b>Total assets</b>	<b>58,131</b>	<b>71,528</b>	<b>118,013</b>	<b>151,497</b>	<b>208,313</b>	<b>37.6%</b>

# Consolidated Income Statement

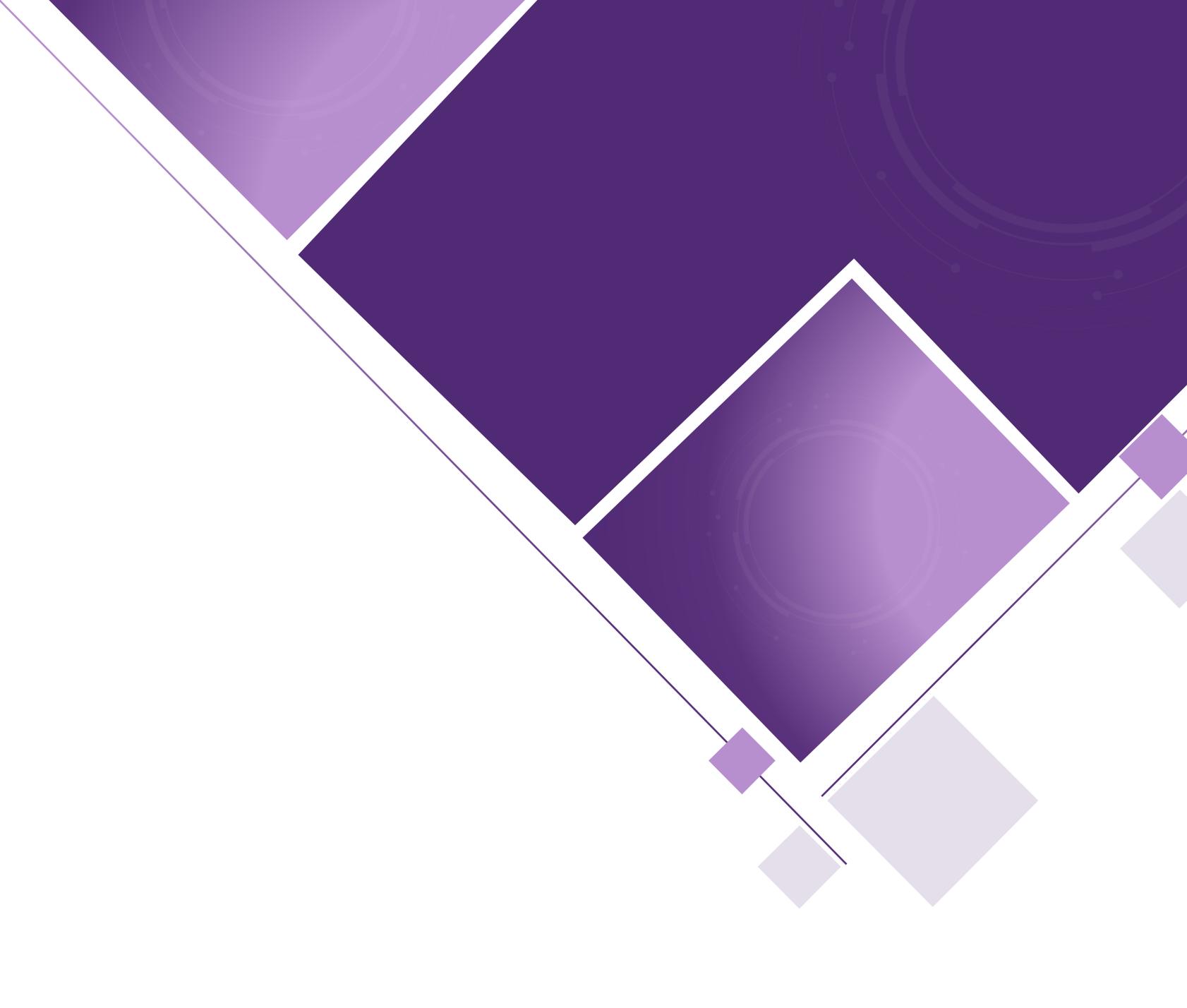
## Yearly Comparison

All figures in ₹ mn except stated otherwise

Profit and Loss A/c	FY21	FY22	FY23	FY24	FY25	FY21-25 CAGR
Interest income	6,735	8,396	11,678	18,229	26,055	
Interest expenses	2,887	3,308	5,317	8,372	12,736	
<b>Net interest income</b>	<b>3,848</b>	<b>5,087</b>	<b>6,361</b>	<b>9,857</b>	<b>13,320</b>	<b>36.4%</b>
Net Car Loan Fee	-	276	1,179	1,076	963	
Co-lending Income	-	170	557	1,018	1,633	
Insurance distribution	-	-	-	-	628	
Other operating income	636	785	983	1,727	1,785	
<b>Non interest income</b>	<b>636</b>	<b>1,231</b>	<b>2,719</b>	<b>3,821</b>	<b>5,009</b>	<b>67.5%</b>
<b>Net income</b>	<b>4,484</b>	<b>6,318</b>	<b>9,080</b>	<b>13,677</b>	<b>18,328</b>	<b>42.2%</b>
Employee expenses	994	1,746	4,061	6,237	7,430	
Other expenses	526	790	1,690	2,870	3,557	
<b>Operating expenses</b>	<b>1,520</b>	<b>2,536</b>	<b>5,750</b>	<b>9,107</b>	<b>10,987</b>	<b>64.0%</b>
<b>Operating profit</b>	<b>2,964</b>	<b>3,783</b>	<b>3,330</b>	<b>4,570</b>	<b>7,341</b>	<b>25.4%</b>
ECL provisions	545	618	77	713	635	
Write-offs	62	439	570	199	373	
<b>Total Provisions</b>	<b>607</b>	<b>1,057</b>	<b>647</b>	<b>913</b>	<b>1,008</b>	<b>13.5%</b>
<b>Profit before tax</b>	<b>2,357</b>	<b>2,726</b>	<b>2,683</b>	<b>3,656</b>	<b>6,333</b>	<b>28.0%</b>
Tax	588	676	636	862	1,548	
Implied Tax rate (%)	24.9%	24.8%	23.7%	23.6%	24.4%	
<b>Profit after tax</b>	<b>1,770</b>	<b>2,050</b>	<b>2,047</b>	<b>2,794</b>	<b>4,785</b>	<b>28.2%</b>

# RoAA Tree

Calculated as % of Average Assets (%)	FY21	FY22	FY23	FY24	FY25
Interest income	13.1%	13.0%	12.3%	13.5%	14.5%
Interest expenses	5.6%	5.1%	5.6%	6.2%	7.1%
<b>Net interest income</b>	<b>7.5%</b>	<b>7.8%</b>	<b>6.7%</b>	<b>7.3%</b>	<b>7.4%</b>
Net Car Loan Fee	-	0.4%	1.2%	0.8%	0.5%
Co-lending Income	-	0.3%	0.6%	0.7%	0.9%
Insurance distribution	-	-	-	-	0.3%
Other operating income	1.2%	1.2%	1.0%	1.3%	1.0%
<b>Non-interest income</b>	<b>1.2%</b>	<b>1.9%</b>	<b>2.9%</b>	<b>2.8%</b>	<b>2.8%</b>
<b>Net income</b>	<b>8.7%</b>	<b>9.7%</b>	<b>9.6%</b>	<b>10.1%</b>	<b>10.2%</b>
Employee expenses	1.9%	2.7%	4.3%	4.6%	4.1%
Other expenses	1.0%	1.2%	1.8%	2.1%	2.0%
<b>Operating expenses</b>	<b>3.0%</b>	<b>3.9%</b>	<b>6.1%</b>	<b>6.8%</b>	<b>6.1%</b>
<b>Operating profit</b>	<b>5.8%</b>	<b>5.8%</b>	<b>3.5%</b>	<b>3.4%</b>	<b>4.1%</b>
ECL provisions	1.1%	1.0%	0.1%	0.5%	0.3%
Write-offs	0.1%	0.7%	0.6%	0.1%	0.2%
<b>Provisions</b>	<b>1.2%</b>	<b>1.6%</b>	<b>0.7%</b>	<b>0.7%</b>	<b>0.6%</b>
<b>Profit before tax</b>	<b>4.6%</b>	<b>4.2%</b>	<b>2.8%</b>	<b>2.7%</b>	<b>3.5%</b>
Tax	1.1%	1.0%	0.6%	0.6%	0.9%
<b>Profit after tax (RoAA)</b>	<b>3.4%</b>	<b>3.1%</b>	<b>2.2%</b>	<b>2.1%</b>	<b>2.7%</b>



**5 ESG**



- Environment Management System-like processes for monitoring energy, water, waste, and emissions with measurable targets.
- Focus on energy efficiency, digital-first services, and climate risk management
- Baseline assessment of Scope 3 financed emissions (FY2024-25 onwards) with improved Scope 1 and 2 tracking (Initiated in FY2023-24)
- Targeting 5% annual reduction in energy use and readiness for TCFD and CDP disclosures

## Environmental Stewardship



- Expanding financial access for underserved communities, women, and first-time borrowers
- Purpose-driven products such as gold loans, MSME, Affordable Housing and micro-LAP for livelihood support
- Capri Foundation initiatives in education, healthcare, digital literacy, and rural empowerment
- Employee wellbeing through health, wellness, skills training, and safety policy
- Goal to reach over 2,00,000 women beneficiaries by 2030 under CSR initiatives

## Social Empowerment



- Strong governance foundation with Top Management-level ESG Steering Committee chaired by the Managing Director
- Robust policies on ethics, equality, human rights, safety, ABAC, whistleblower and data privacy
- AI-enabled cyber and data protection systems to safeguard customer information
- ESG-linked evaluations for senior management and supplier accountability
- Integration of ESG KPIs in leadership goals with compliance to SEBI BRSR, GRI, and NGRBC

## Governance Excellence

# Our Focus Sustainable Development Goals Compass



# ESG Snapshot & Ratings for FY25

## Environmental (E)

- 23% Reduction** of E-Waste Compared To FY2023-24
- ~500+Kg** of waste Recycled and Reused
- 15,300 KL** of water Harvesting Capacity created through Desilting, check Dams and Bunds
- ₹6.8 Crore** Government Investments Supported 1,924 Households and created 225 Hectares of Water Harvesting Capacity
- 2.61 Lac Pages** saved by MSME and Housing Business Through Digital Initiatives

## Social (S)

- 15,519** Beneficiaries Reached Including 13,287 Women
- Zero** fatalities in our operations
- 100 Training Sessions** Conducted be befitting 8,179 individuals across 80 villages
- 681 SHGs Formed** for Community Strengthening and Institution Building
- 1,20,000 Women** Impacted through our livelihood development program

## Governance (G)

- 100%** DEI training for senior management
- 5 out of 6** Independent Directors
- Zero cases** of Discrimination and Harassment
- Zero Cases** of Money Laundering, Insider Trading and Conflict of Interest
- Zero Cases** of Cybersecurity Breaches or Threats

Name of the ESG Rating Provider	Ratings
SES ESG Research Private Limited	75 (B+)
NSE Sustainability Ratings & Analytics Limited	69
CRISIL ESG Ratings & Analytics Limited	64 (Strong)
Sustainalytics ESG Risk Rating	19.7 (Low Risk)
Standard & Poor's (S&P) Dow Jones Sustainability Indices (DJSI) Corporate Sustainability Assessment (Only NBFC to qualify for S&P CSA Yearbook)	71 (Industry Average 30)

# S&P Global Corporate Sustainability Assessment (CSA)

CGCL achieved an impressive score of 71 highest in the NBFC sector, exceeding the industry average of 30



## Why This Matters



- ❖ The **S&P Global CSA** - respected benchmark for ESG practices, assessing risks and opportunities
- ❖ Capri Global's performance reflects leadership in ethics, inclusion, and transparency in disclosures

## What this Represents



- ❖ **Drives environmental, societal and governance as priorities**
- ❖ Strengthening ESG framework showcases **sustainability as a core principle**
- ❖ Highlights efforts in **creating sustainable value** for all stakeholders

**Score: 100**

(industry avg. 10)

**Financial Inclusion**

**Score: 100**

(Industry avg: 20)

**Human Rights**

**Score: 100**

(Industry avg: 23)

**Customer Relations**

**Score: 91**

Industry avg. 32

**Privacy Protection**

**93%** disclosure rate  
for CSA-required  
information reflecting very  
high data availability

## Board of Directors



♂ ♂ ♂ ♂ ♂ ♂ ♀  
**5 Independent Board of Directors** including one woman Director

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Separate Chairman and Managing Director

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**Zero Disciplinary Actions**  
 For Corruption and Complaints related to Conflict of Interest against Directors or KMPs\*

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**Zero Customer Complaints Pending**  
 We had 17 complaints pending as of 31<sup>st</sup> March 2025 which were subsequently resolved by 30<sup>th</sup> April 2025

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**Training & Awareness Programs**  
 On ESG Principles conducted for Board of Directors and KMPs

Note: As on 31-Mar-25



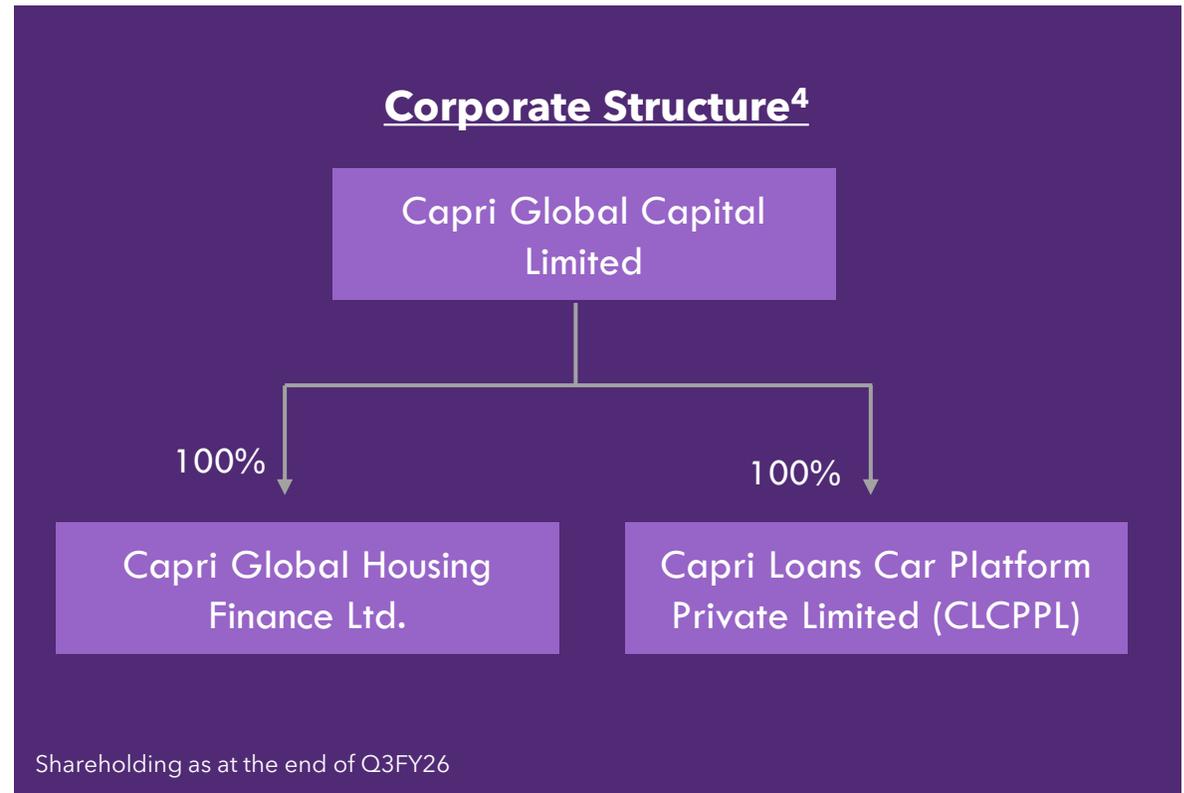
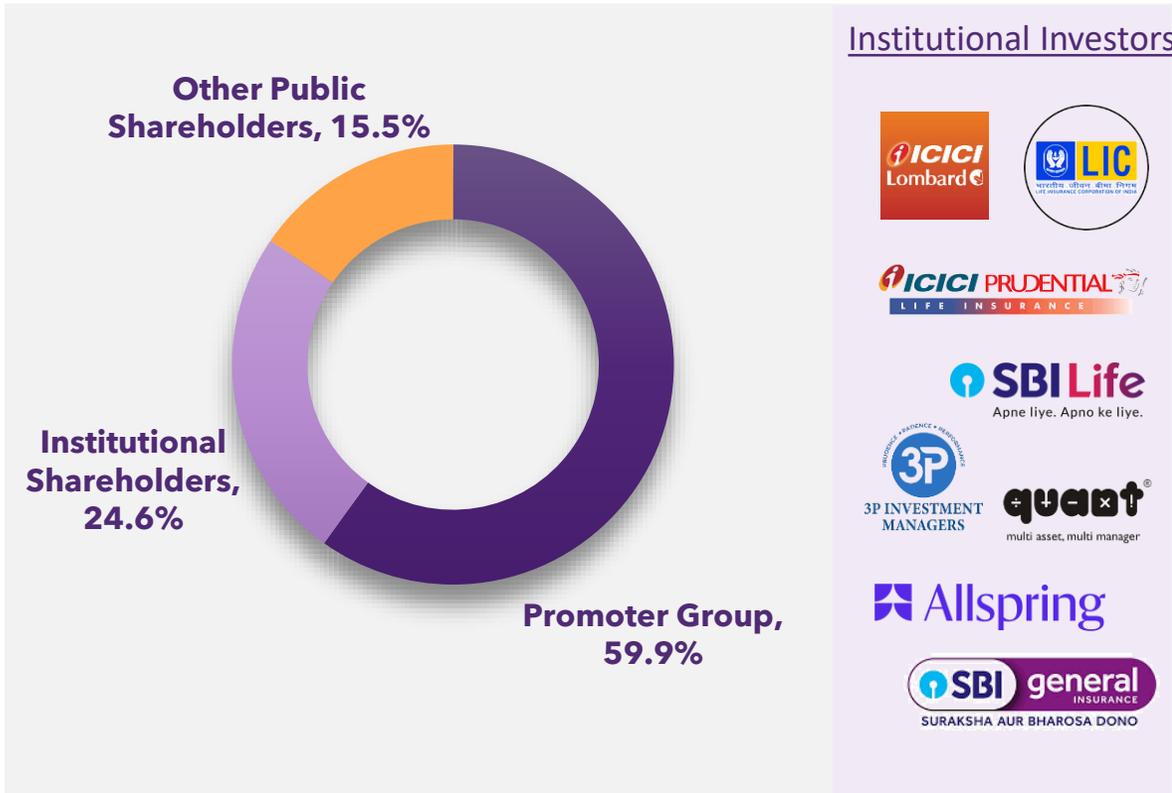
- **Strategic Vision:** Deploying capital to uplift underserved communities through impactful, scalable interventions.
- **Proven Model:** Need-based, multi-stakeholder approach with strong M&E governance, enabling replication and sustainability.
- **High Impact: Over 1 million** lives impacted across livelihoods, education, health, and rural infrastructure development.
- **Key Outcomes:** Women empowerment, sustainable Livelihood, improved education, maternal health, and green practices.

Lives Positively Impacted :  
**1,024,287**

Capri's CSR strategy stands at the intersection of purpose and performance, delivering social value through impactful, well-governed investments. Our approach is structured yet agile. It is built on identifying real needs, aligning stakeholders, and designing scalable interventions under robust monitoring and evaluation frameworks. This ensures that each initiative creates measurable and replicable change.

# Shareholding

## Ownership Structure & Capital Position



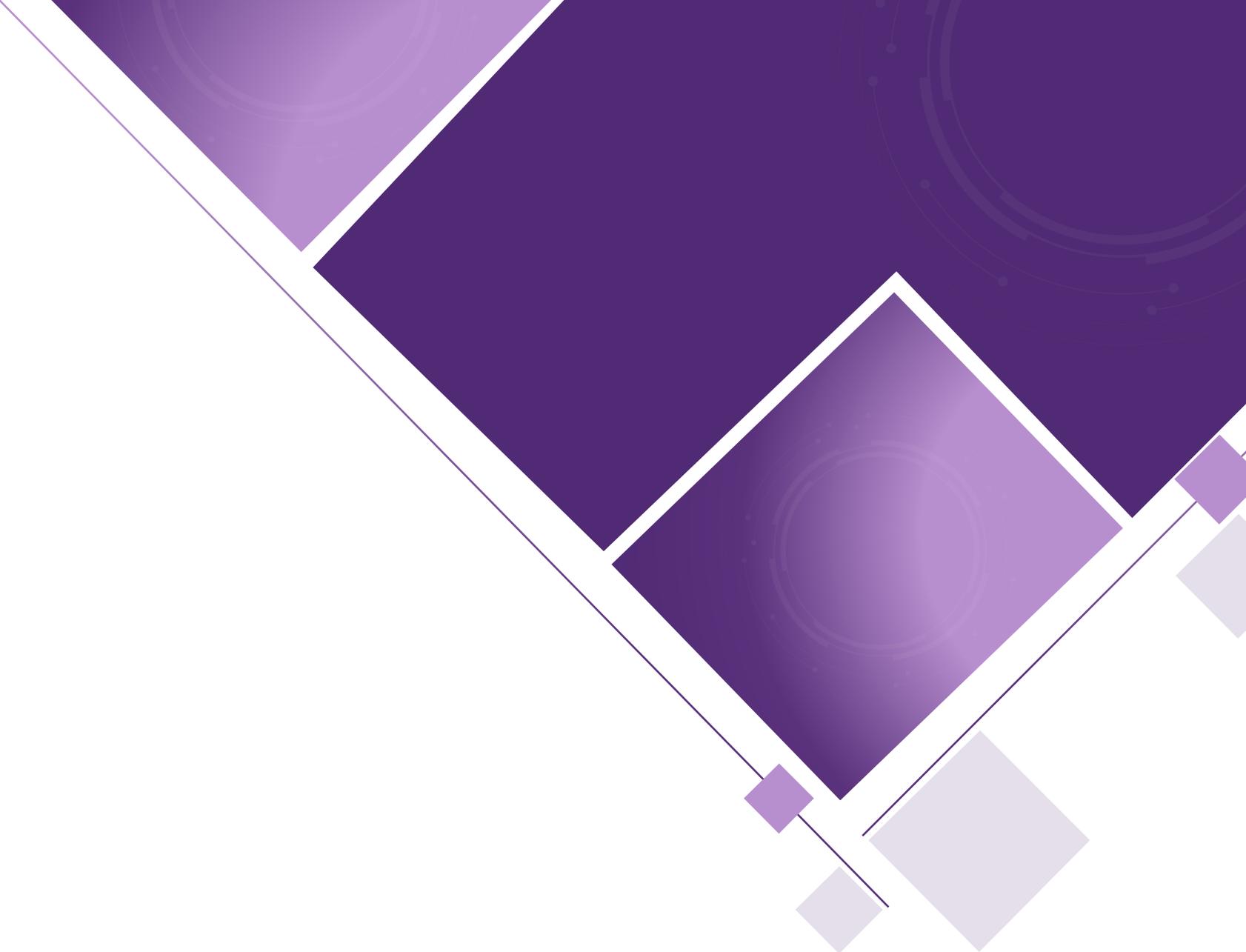
**₹ 176bn**  
US\$ 2.0bn<sup>2</sup>  
Market capitalisation<sup>1</sup>

**₹ 69.3bn**  
Cons. Net worth<sup>3</sup> (Q3FY26)

**₹ 961.6mn**  
Paid-up Equity

**₹ 1**  
Face Value

# 6 Annexure



# Awards and Recognition



"Best Brands – 2024" award at the ET Now Best Brands Conclave 2024



"Best BFSI Brands" by the Economic Times in 2021



Most promising Leader of Asia in 2020 - 21



Company of the Year (2018) – Zee Business Dare to dream award



The Economics Times – Best BFSI Brands 2019



India's Most Inspirational Leader by White Page India – 2019



India's Most Admired Financial Service Company by White Page India – 2019



"Great Place to Work" - Awarded for 3 consecutive years



Best CSR initiative in Non-Banking Sector

# Building the Brand Capri Loans

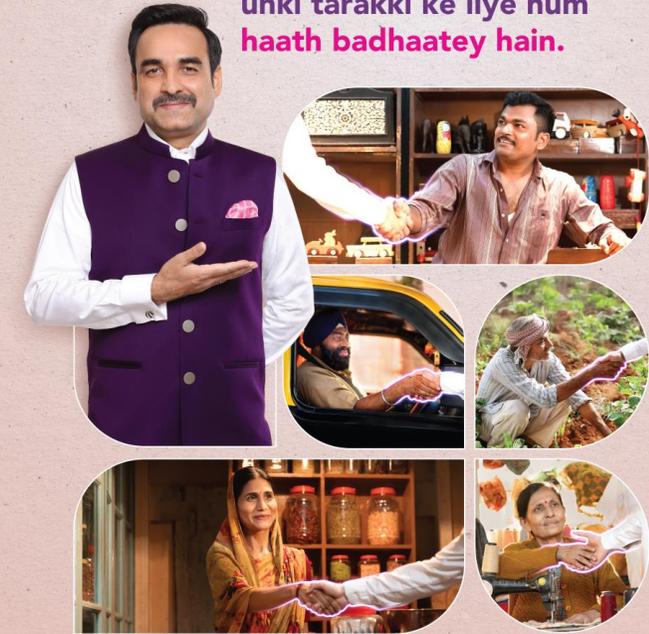
## #TarrakiKeHaath

We launched our latest Brand campaign with Pankaj Tripathi to create strong awareness and recall for the brand and establish its position as a brand that is focused on making a difference on the ground while being inclusive. Campaign is being promoted through a 360 degree Media plan to reach our target audience across our markets and has been well received.

## Campaign Delivery

- TV ads focusing on top Hindi NEWS channels, Movie channels and Cable TV. Reaching estimated 65 Million + viewers
- Print ads in leading publications across our key states, with a reach of over 56 Million
- Digital Media promotions across Social Media, OTT, News and Utility Apps, delivering reach of over 30 mn
- Over 30 mn views received on our social media handles (YouTube, LinkedIn, Facebook, Instagram)
- Social Media influencers used for granular reach of the campaign
- Branch level visibility created through collaterals across all branches
- Cinema and On-ground visibility activities part of plan for future deployment
- Campaign covered across leading advertising media like ET Brand Equity, AFAQs, Ad Gully

Jo haath desh chalayey hain,  
unki tarakki ke liye hum  
haath badhaatey hain.



#TarrakiKeHaath

19 States and UTs | 1100+ Branches | 11,400+ Employees | 7,20,000+ Customer accounts



Tarakki Ke  
Haath

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## **Our Vision**

To create an inclusive & transformative credit ecosystem, with equal & fair access to capital for people & businesses and help them fulfil their potential.

## **Our Mission**

Our mission is to empower more people and businesses with our versatile loan offerings. We believe in building pathways of prosperity for all towards a brighter & inclusive financial future. We aim to foster progress by bridging the gap between aspirations and opportunities with a new-age platform that helps deliver diverse financial goals.

Hardik Doshi

[hardik.doshi@capriglobal.in](mailto:hardik.doshi@capriglobal.in)

M: +91 81083 45011