



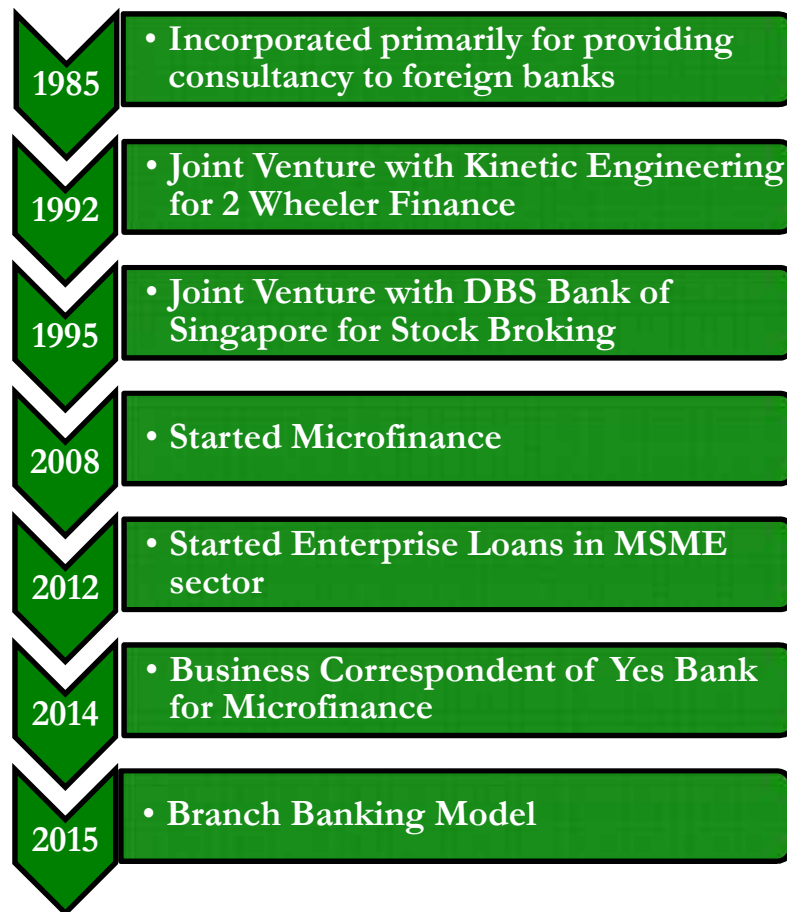
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Company Overview



A Non-Banking Finance Company

Mission and Vision: Capital Trust aims to empower micro and small enterprises which are excluded from the mainstream banking sector



~ Listed on the Bombay Stock Exchange

~ Initial promoters include:

Mr. K.R. Puri (former Governor RBI)

Justice H.S. Beg (former Chief Justice of India)

~ Mr. R.K. Kaul (former Deputy Governor RBI)

- Chairman from 1987 to 2001

~ Mr. S.D. Verma (former Chairman Allahabad Bank)

- Chairman from 2001 to 2005

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EMPOWERING ENTERPRISES

CAPITAL TRUST LIMITED

Missing Middle

- Focuses on financing the untapped market of micro and small enterprises in rural and semi-urban areas
- Caters to the unfinanced sector which is not covered either by banks or larger asset finance companies
- Assesses ground level income of clients before providing

Branch Banking

- Follows the Branch Banking Model
- All clients live within 15kms from the branch where they have obtained the loan

Range of Loan Amounts

- Provides loans from Rs. 20,000 – Rs. 5,00,000
- Amongst the only companies in the country that can provide loans in this range

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Small Financing Bank License



In November 2014, RBI invited applications for Small Finance Banks

On January 31 2015, Capital Trust Limited applied for a Small Finance Bank License

- CTL currently meets all business and geographic requirements required for a Small Finance Bank
- All of CTL's loans fall into the Priority Sector
- CTL will also, after conversion of stock warrants, meet capital promoter holding requirements

We still have to receive a response from RBI on our application

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Company Products Overview



Enterprise Loans

- Loans from Rs. 75,000 – Rs. 5,00,000

Vehicle Loans

Two-Wheelers

- Loans from Rs. 30,000 – Rs. 50,000

Small Commercial Vehicles

- Loans from Rs. 1,00,000 – Rs. 3,00,000

Microfinance Loans (Yes Bank BC)

- Loans from Rs. 15,000 – Rs. 35,000

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Enterprise Loans



- ~ 94% of the 28.5 million enterprises in India are not served by either the banking industry or MFIs
- ~ Credit requirements are too small for banks and too large for MFIs, causing a credit gap for micro and small enterprises at 73% of total demand
- ~ 8% of microfinance borrowers graduate to the next income level each year
- ~ CTL aims to empower this missing middle by providing them with the necessary working capital



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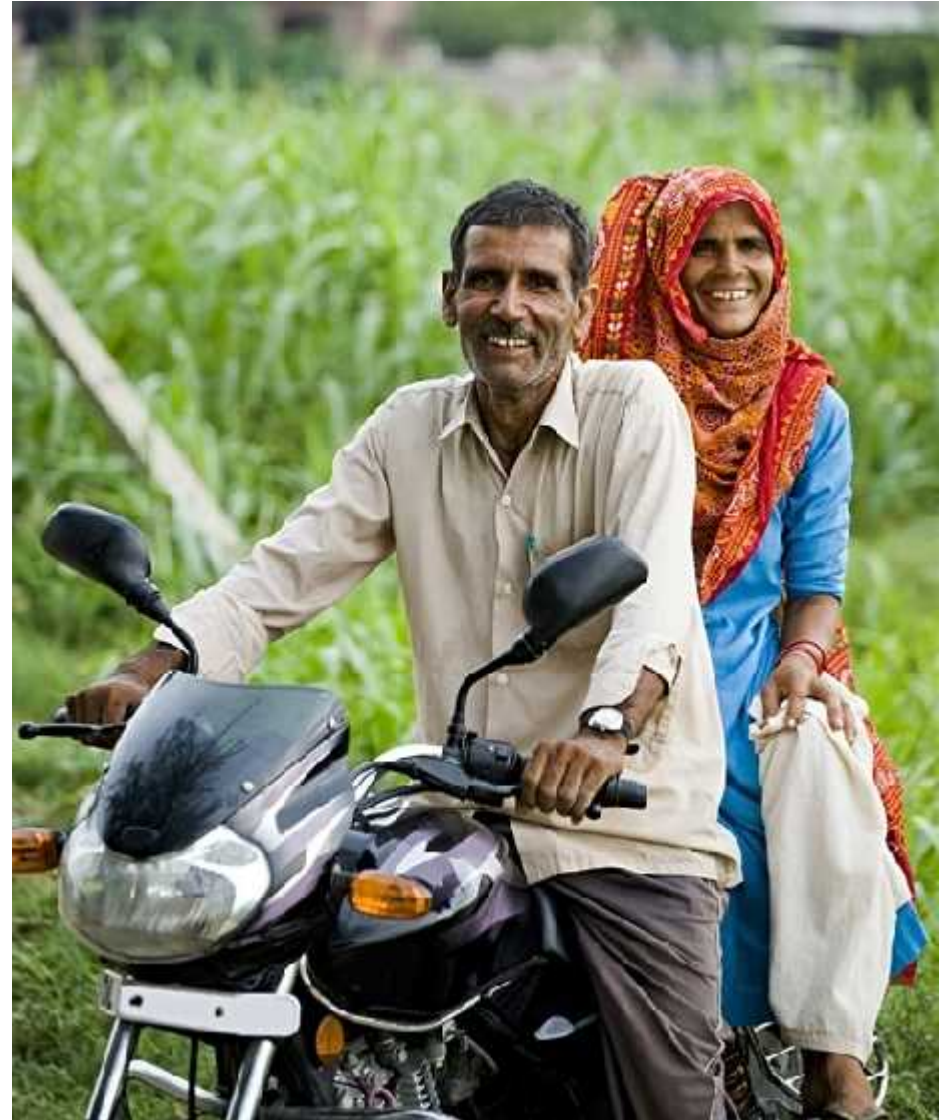
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Vehicle Loans

Beginning from May 2015

- Capital Trust Limited, has recently started vehicle loans for
 - Two Wheelers
 - Small Commercial Vehicles
- Our target market is rural and semi-urban areas
- We shall leverage our existing branch network by offering this product to our 2,50,000 current and past borrowers



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Microfinance Loans

Capital Trust Limited re-started the Microfinance business in 2014



Centre Meeting Process

- ~ Business Correspondent model assures bank finance on tap
- ~ Credit risk limited to 7.5%
- ~ Provides a yield of approximately 11-12% p.a. on portfolio
- ~ Self Help Group
- ~ 2 year loan product with monthly repayment

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Classification of Loans



Following is a list of the top portfolios that our clients use their loans for (As of June '15)

	Purpose Classification Name	Portfolio	
		Total	%
1	Dairy And Livestock	77.66	37.60
2	Services	39.87	19.30
3	Retail	36.2	17.53
4	Manufacturing	20.63	9.99
5	Trading	18.92	9.16
6	Food	10.14	4.91
7	Agriculture	2.24	1.08
8	Two-Wheeler	0.82	0.40
9	Home Improvement	0.08	0.04

*All amounts in Crores

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Underwriting Process



	Eligibility	Credit Appraisal	Repayment
Enterprise Loans	- Property documents on larger loans - Monthly disposable income minimum 2 * EMI - Monthly Sales = Loan Amount 3 years running business	- Credit Bureau Check for credit history and active loans - Telephonic verification from HO - Physical verification	- Post dated cheques or fortnightly cash repayment at branch - Loan Utilization Check by Audit team
Vehicle (VEL)	30% down payment	- Telephonic and physical verification from HO - Credit Bureau Check for credit history and active loans	Post dated cheques

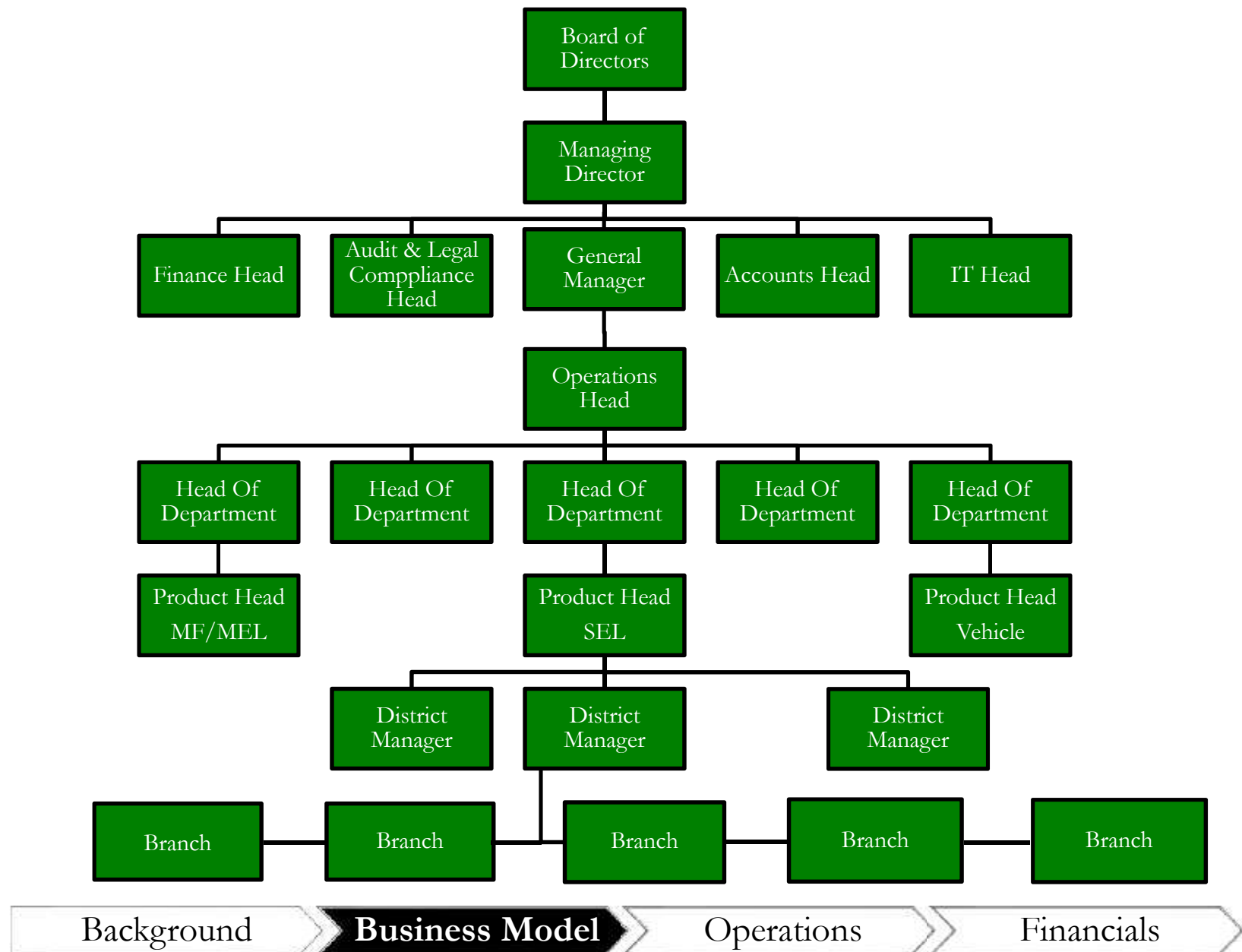
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Organizational Structure



Branch Level Organizational Structure

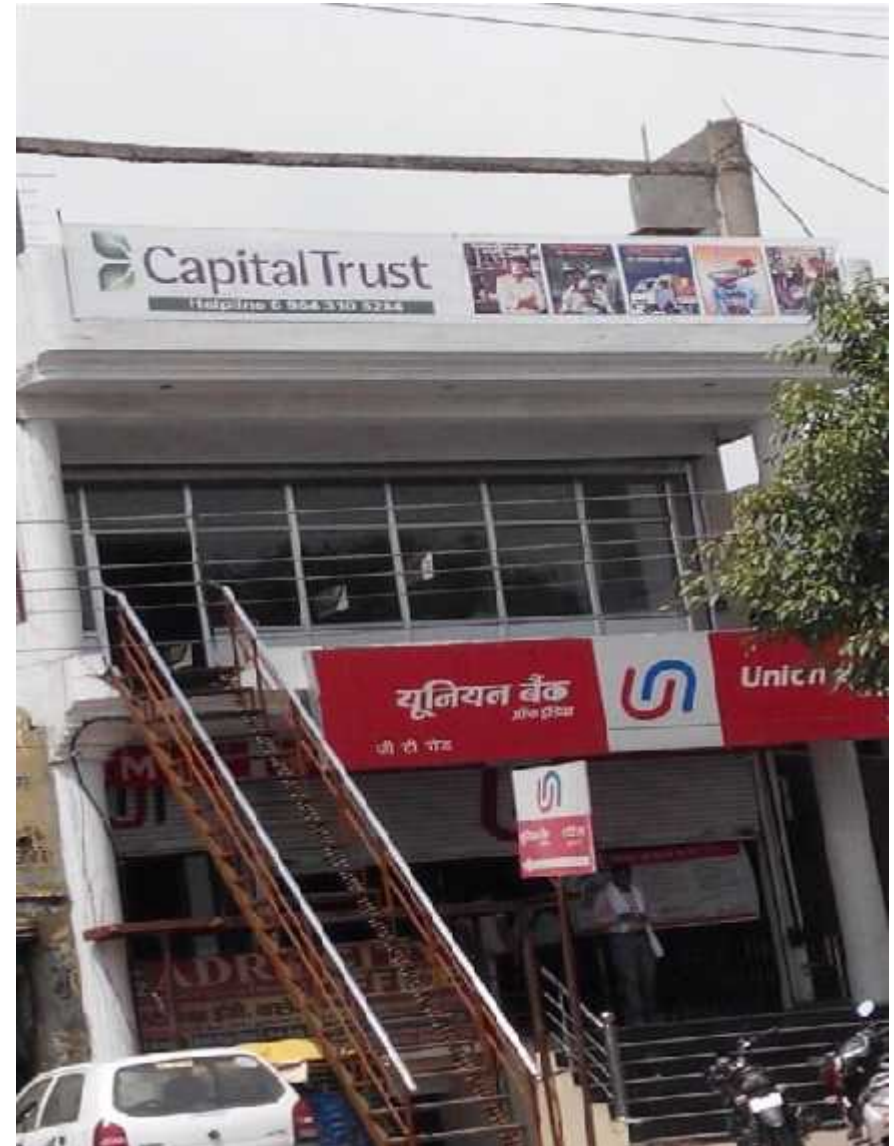


District Level Branch (15 – 20 persons)

1. District Manager
2. Branch Manager
3. Area Manager MEL
4. Area Manager SEL
5. Area Manager VEL
6. MIS Officer
7. Field Staff (5-15)

Block Level Branch (4-8 persons)

1. Branch Manager
2. Centre Manager (3-6)
3. Field Officer (1-2)
4. Field Executive (1-2)



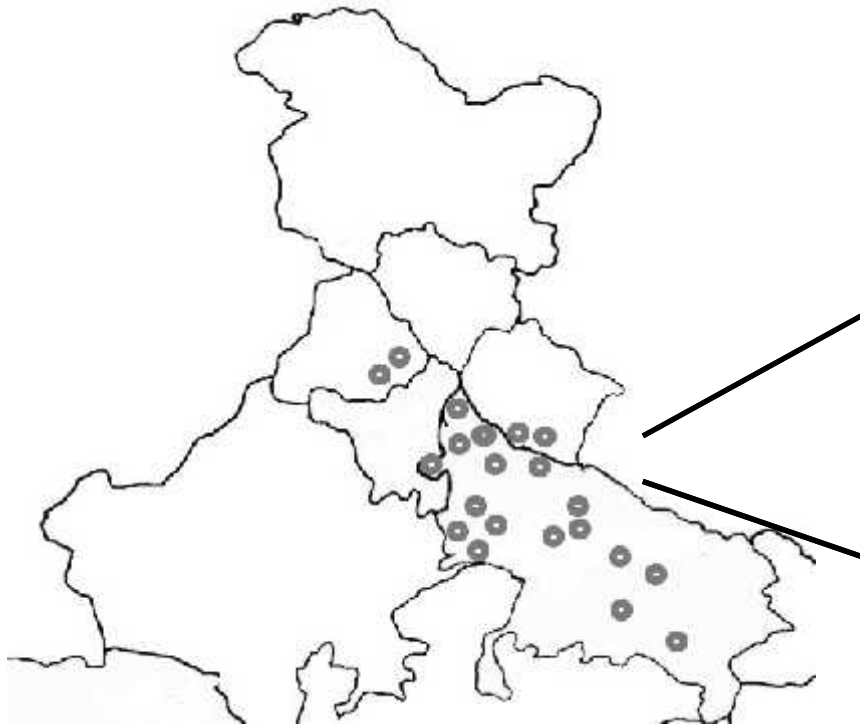
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Branch Network



- Currently have 77 branches operating in 16 effective districts
- All branches are within 250kms. of Delhi
- All clients are within 15kms. of every branch
- One high street branch at district headquarters

Districts:

Agra, Aligarh, Amroha, Badaun, Bijnor, Bareilly, Bulandshahar, Delhi, Hapur, Haridwar, Hathras, Mathura, Moradabad, Punjab, Khurja, Saharanpur



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Capital Trust Limited extensively uses IT in its operations and has an in-house IT department

- The in-house system for MIS Operations and reporting is called Micap
 - Developed in 2004, Micap mirrors all the data on the cloud and operates on an online real time basis
 - All transaction documents, inter-company interaction is stored online and is backed up
- CTL systems work on Java j2E frontend with SQL server software
- District level branches are fully automated with laptop, printer, cameras, etc. and Block level branches use Tablets to enter data directly into the company's web server

Portfolio Analysis



Capital Trust Limited's Gross Assets Under Management (AUM) increased over 120% in both the last two financial years

	Mar ' 13	Mar ' 14	Mar ' 15
Own	17.39	50.05	71.17
Managed	24.47	42.53	133.02
Gross AUM *	41.86	92.58	204.19
Change	-	121.16 %	120.56 %

*All amounts in Crores

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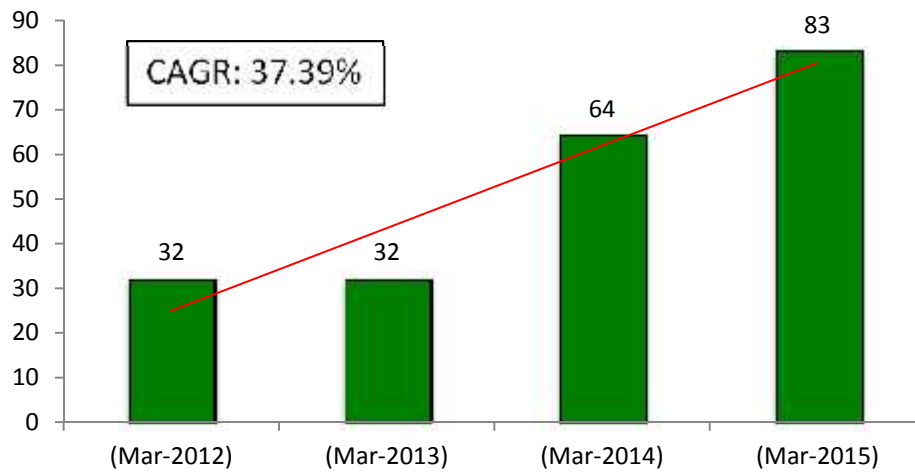
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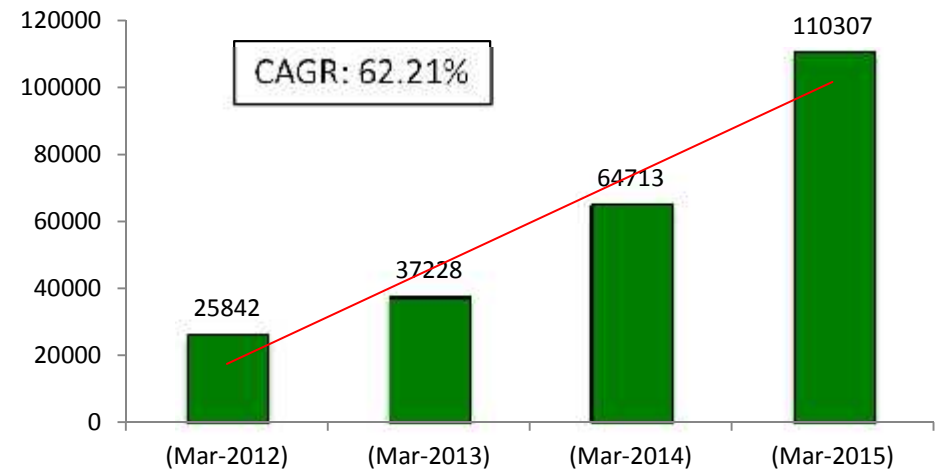
Operational Snapshot



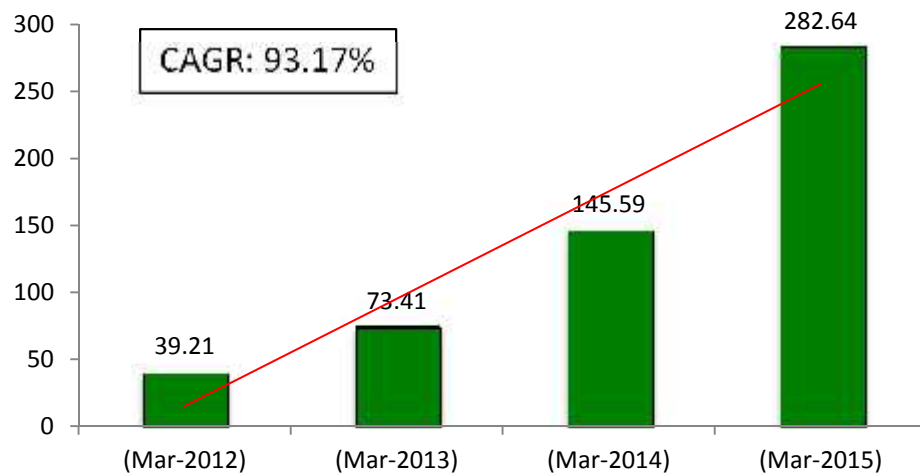
No of Branches



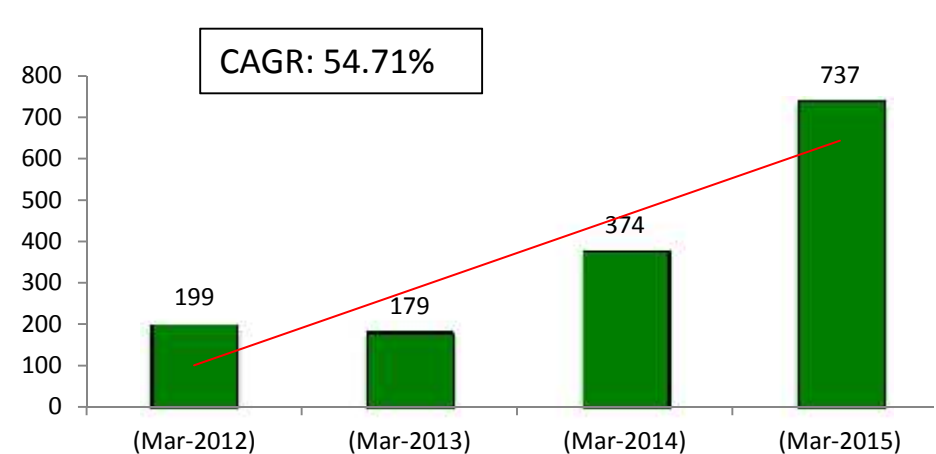
No of Borrowers



Disbursed Amt. (Cr)



Staff Strength



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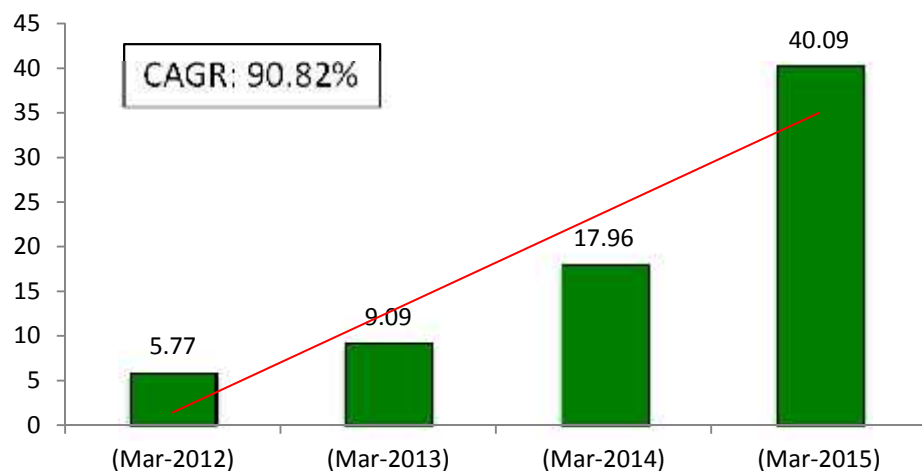
Operations

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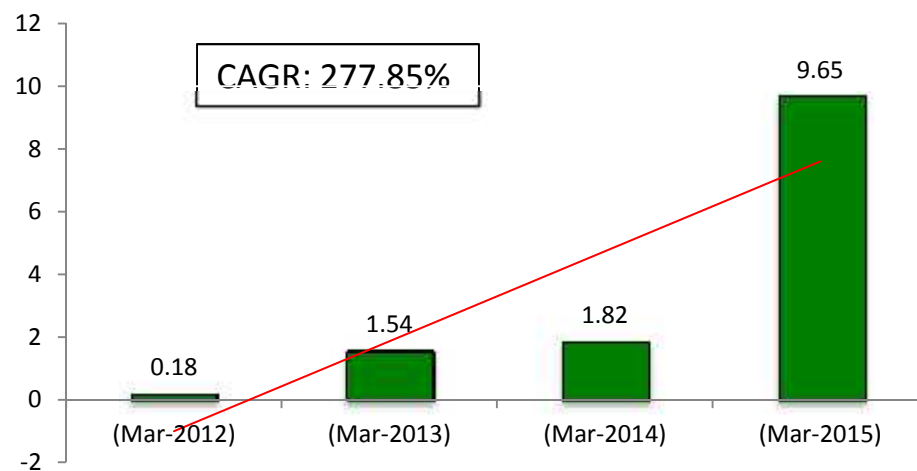
Financial Snapshot



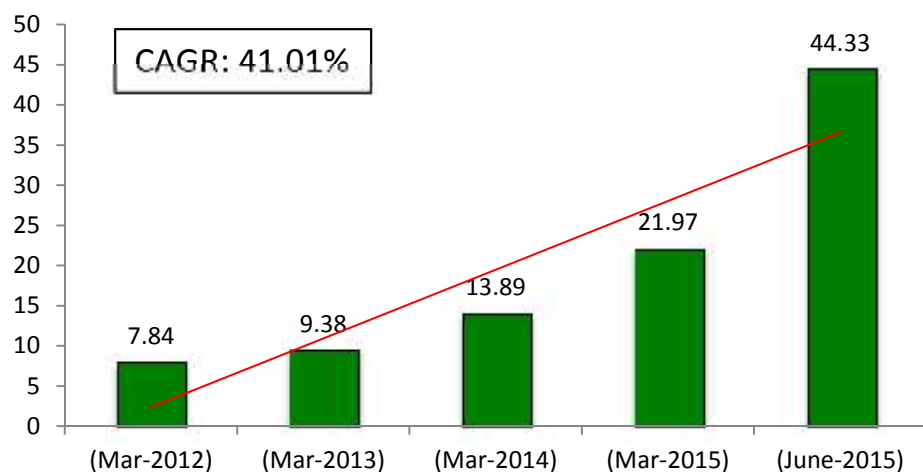
Financing Income (Cr)



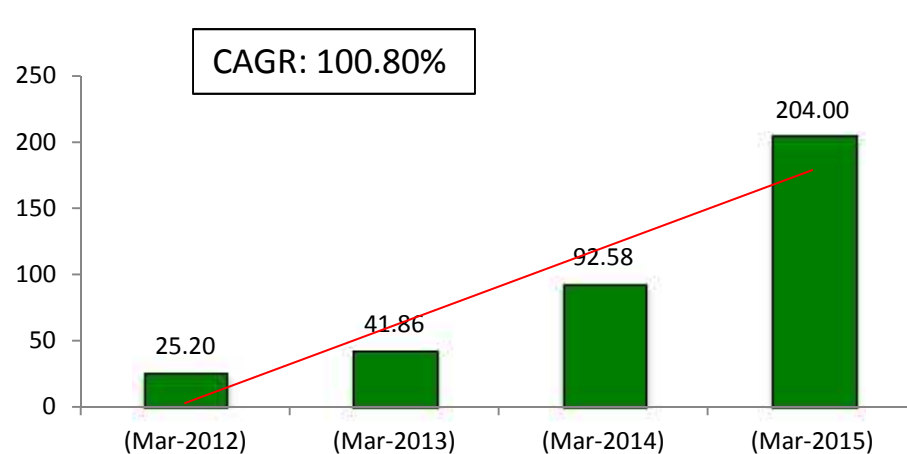
Profit After Tax (Cr)



Net Worth (Cr)



AUM (Cr)



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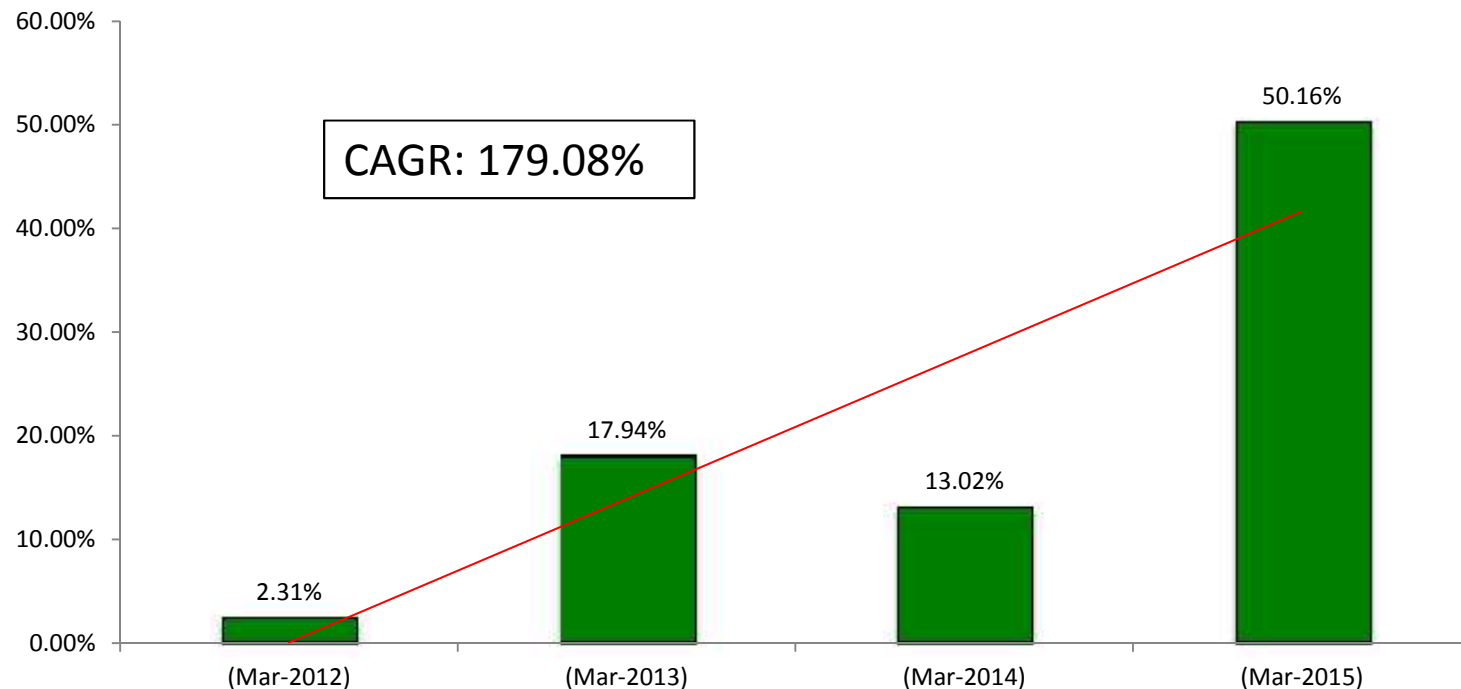
Financials

Financial Snapshot



Capital Trust Limited's current net worth* is Rs. 44.33 Cr. It's capital adequacy increased from 21.20% on 31st March 2015 to approximately 55% as of today

Return on Net Worth



* Net worth on 31st June + Amount received for application from allotments

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Key Financial Figures



	FY '15
Net Interest Margin	11.65%
Operating Cost Ratio	7.14%
Return on Average Assets	6.49%
Return on Equity	50.16%
Net Non Performing Assets	0.52%
Gross Non Performing Assets	0.63%
Capital Adequacy Ratio	21.09%

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Consolidated Profit & Loss Statements



Line Item	FY ' 13	FY ' 14	FY' 15
Revenue from operations	8.99	17.67	37.98
Other Income	0.09	0.29	2.11
Total income	9.09	17.96	40.09
Employee benefits expense	(2.76)	(4.46)	(6.47)
Other expense	(1.55)	(3.69)	(4.77)
Total expense	(4.22)	(8.15)	(11.24)
Profit before Depr, Interest & Tax	4.86	9.81	28.85
Depreciation & Amortization Expense	(0.07)	(0.07)	(0.11)
Finance cost	(3.25)	(6.79)	(14.15)
Profit / (loss) before tax	1.54	2.95	14.59
Tax expense	-	(1.13)	(4.94)
Profit / (loss) after tax	1.54	1.82	9.65

*All amounts in Crores

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Consolidated Balance Sheet Statements



Line Item	FY ' 13	FY ' 14	FY' 15
Non-Current Assets	0.46	0.84	23.57
Current Assets	29.42	68.70	100.31
Total Assets	29.88	69.54	123.88
Non-Current Liabilities	0.36	0.44	6.16
Current Liabilities	20.14	55.21	95.75
Total Liabilities	20.50	55.65	101.91
Share Capital	7.50	10.50	10.50
Reserves and Surplus	1.88	3.39	11.47
Total Shareholders Equity	9.38	13.89	21.97
Total Liabilities + Shareholders Equity	29.88	69.54	123.88

*All amounts in Crores

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Consolidated Profit & Loss Statements



Line Item	1 st Quarter '13	1 st Quarter '14	1 st Quarter '15
Revenue from operations	3.25	8.01	11.86
Other Income	0.04	0.08	0.25
Total income	3.29	8.09	12.11
Employee benefits expense	(1.01)	(1.11)	(2.34)
Other expense	(0.59)	(1.32)	(1.19)
Total expense	(1.60)	(2.43)	(3.48)
Profit before Depr, Interest & Tax	1.69	5.66	8.63
Depreciation & Amortization Expense	(0.02)	(0.03)	(0.04)
Finance cost	(1.26)	(3.28)	(3.32)
Profit / (loss) before tax	0.41	2.35	5.26
Tax expense	-	(0.76)	(1.70)
Profit / (loss) after tax	0.41	1.59	3.56

*All amounts in Crores

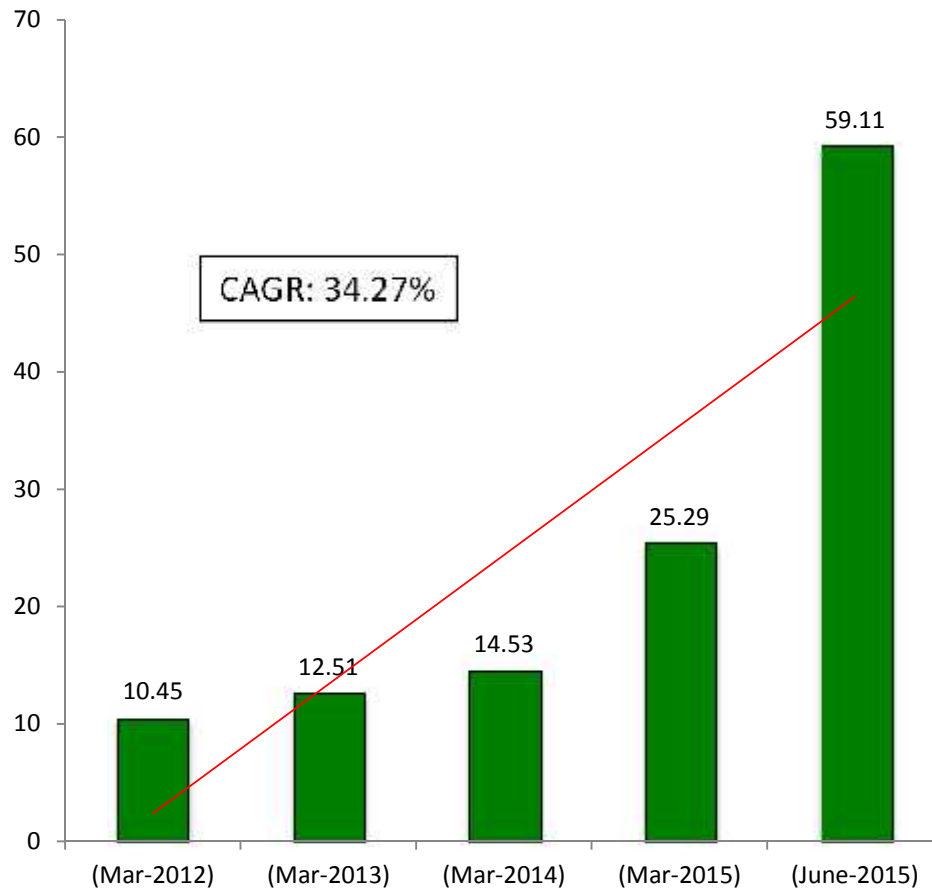
Background

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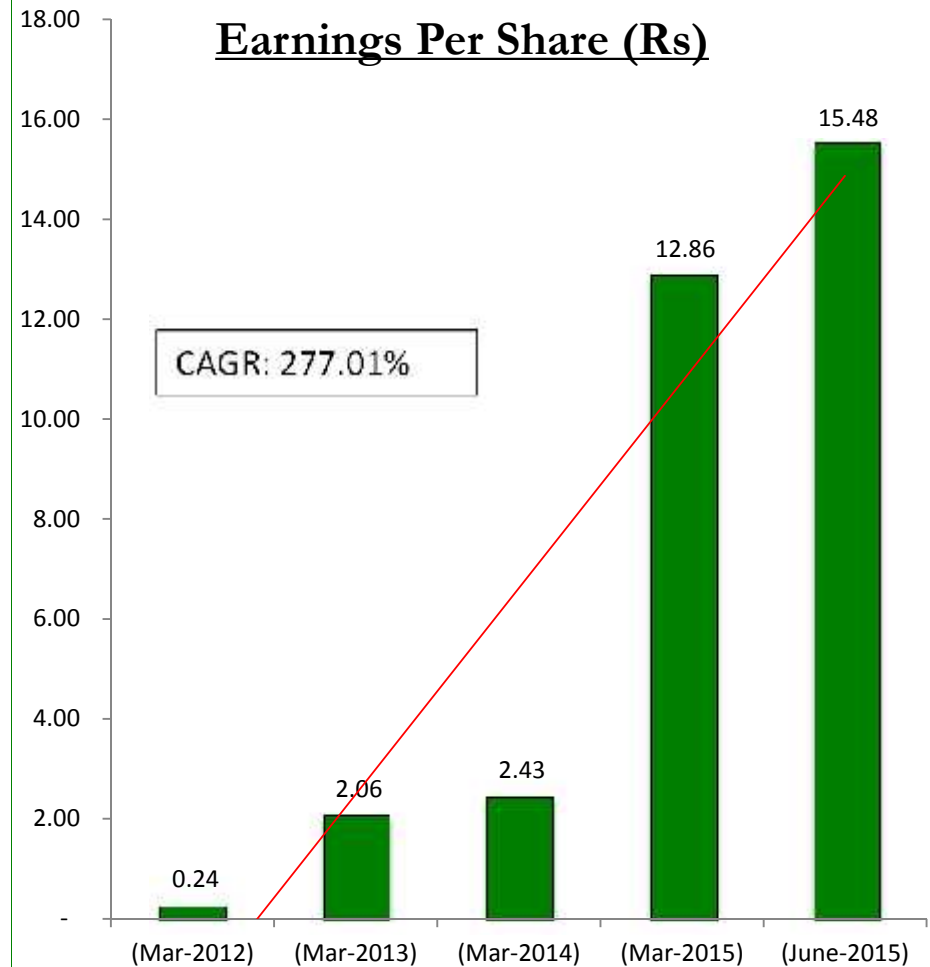
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Book Value Per Share (Rs)



Earnings Per Share (Rs)



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Shareholding Pattern



	As on 31 st March (Pre-Conversion of Warrants)		On Conversion	Total	Sale of shares by promoter	Final Shareholding (Post-Conversion of Warrants)	
Promoter	54.04	72.05%	75.00	129.04	- 16.54	112.5	75%
Public	20.96	27.95%	0.00	20.96	+ 16.54	37.5	25%
Total	75.00	100%	75.00	150.00	0	150	100%

*All amounts in Lacs

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- The company will leverage its infrastructure to expand its business
- Our current markets offer enough opportunities to grow our portfolio several times
- Both our branch network and capital structure is adequate for four to five times growth
- We are now building banking and other debt financing partnerships

THANK YOU