

January 29, 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, 5th Floor
Plot No- 'C' Block, G Block
Bandra-Kurla Complex, Bandra (East)
Mumbai – 400 051
Scrip Code: CGCL

Sub: Investor Presentation Q3FY26

Dear Sir / Madam,

Pursuant to Regulation 30 and any other applicable provisions of SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015 and further to our letter dated January 20, 2026, intimating Earning Conference Call scheduled on February 02, 2026, we are attaching herewith the presentation titled "Q3FY26 Earnings Presentation".

The said intimations was received by the Company on January 29, 2026 at 10.29 p.m. (IST).

This intimation is also being uploaded on the Company's website at www.capriloads.in.

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

Thanking you,

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

A handwritten signature in blue ink, appearing to read "Bhatt" followed by a flourish.

Yashesh Bhatt
Company Secretary & Compliance Officer
Membership No: A20491

Encl.: As Above



Capri Global Capital Limited

(CIN: L65921MH1994PLC173469)

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

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Farz Nibhaatey Hain

Q3FY26 Earnings Presentation

29th January 2026



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- 2 Quarterly Financial Performance
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Performance Highlights

(In ₹ mn unless stated otherwise)

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

Performance Highlights

(In ₹ mn unless stated otherwise)

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

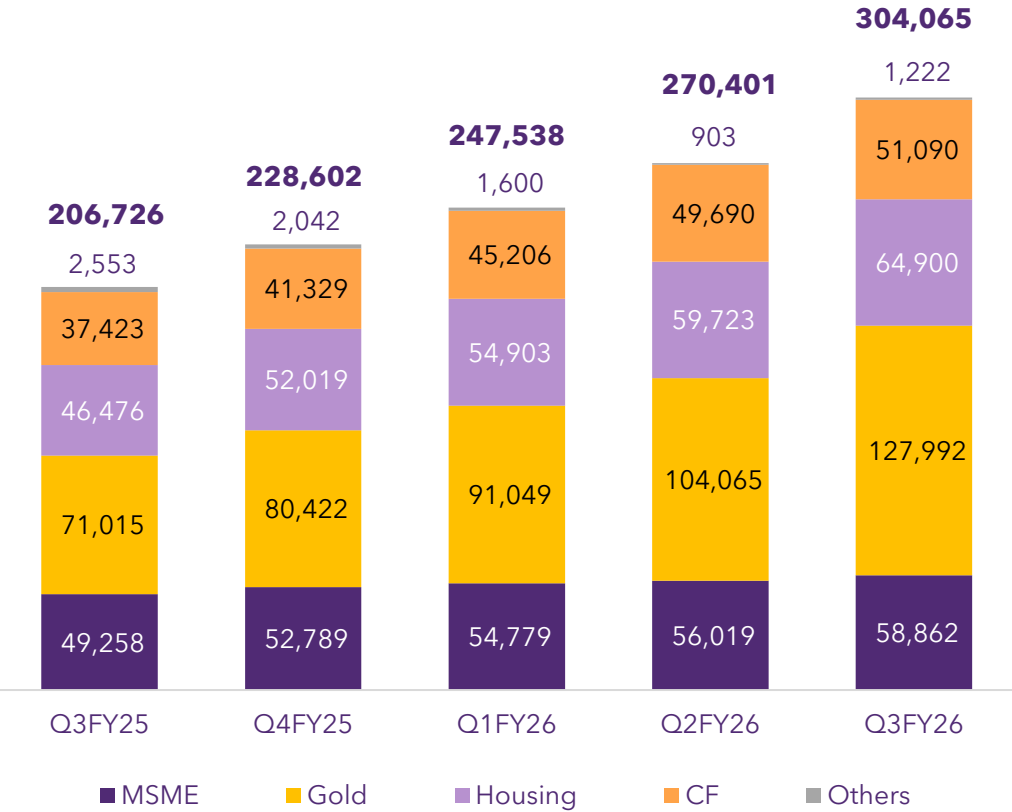


1 Business Updates

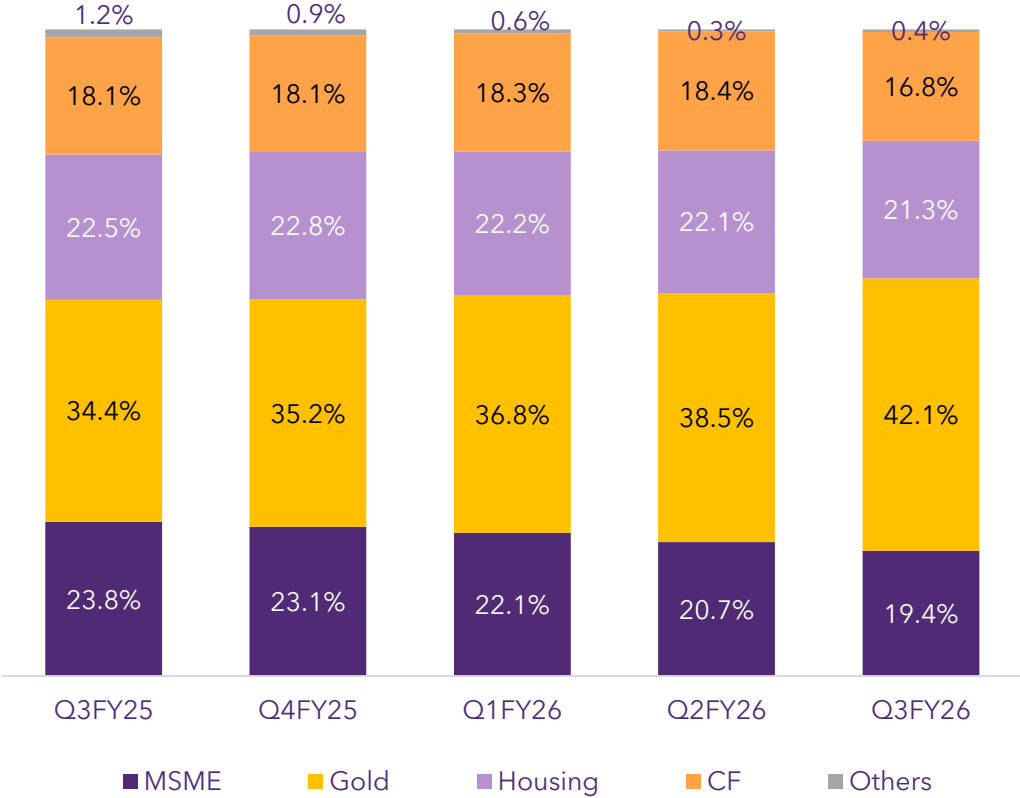
Business Update

Consolidated AUM Up 47% YoY

AUM Break Up (₹ mn)



Composition of AUM (%)



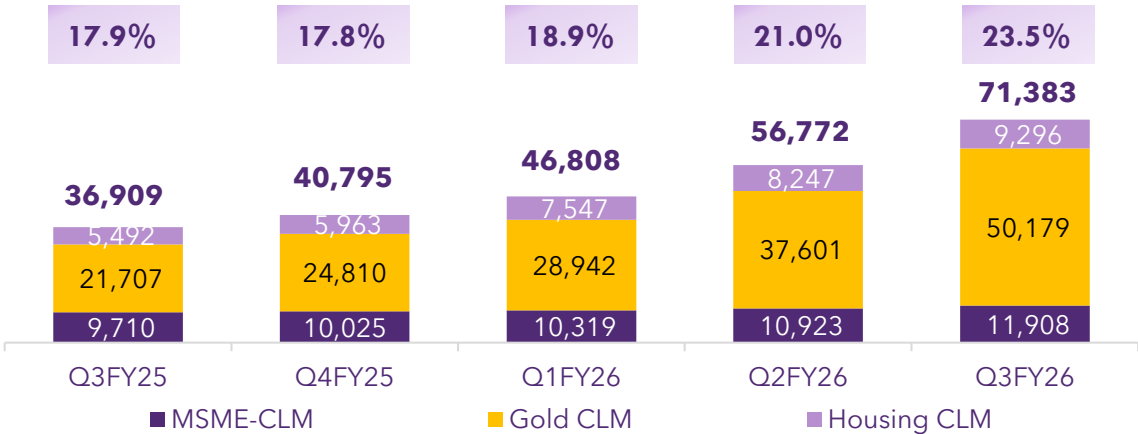
- MSME, Gold, and Housing AUM values are inclusive of co-lending and Directly Assigned AUM. Refer next slide for further details.

Retail AUM

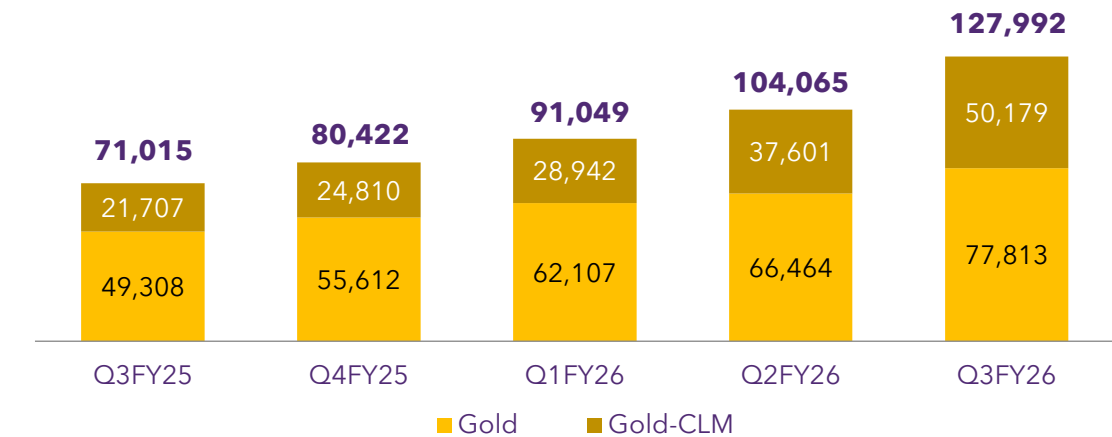
Co-Lending AUM showing Steady Growth

Co-Lending AUM (₹ mn)

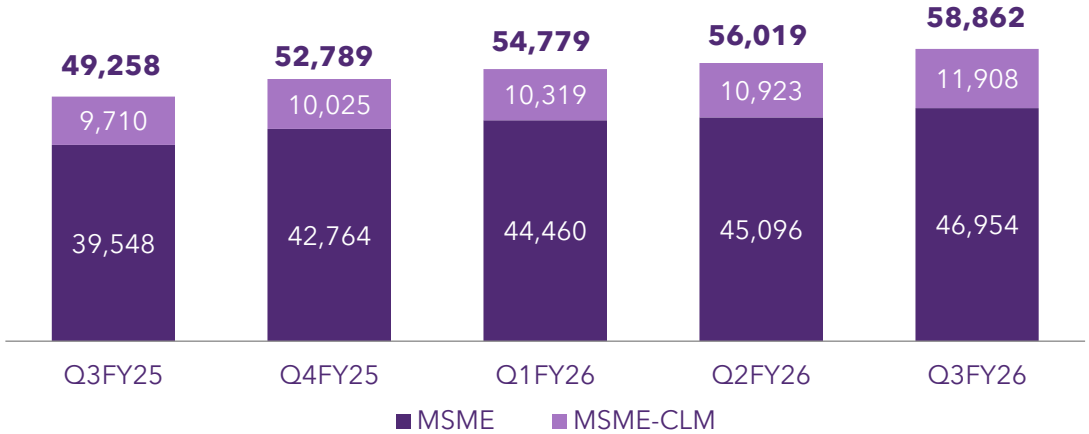
CLM AUM/Cons.AUM



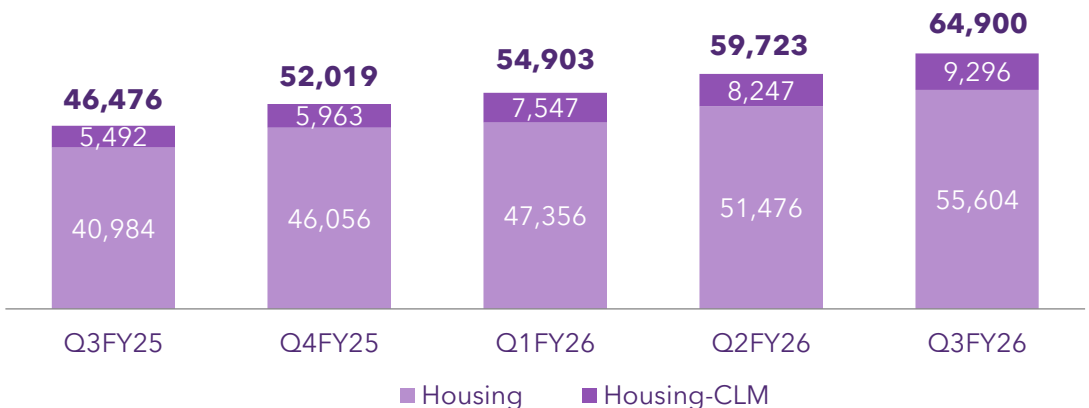
Gold AUM (₹ mn)



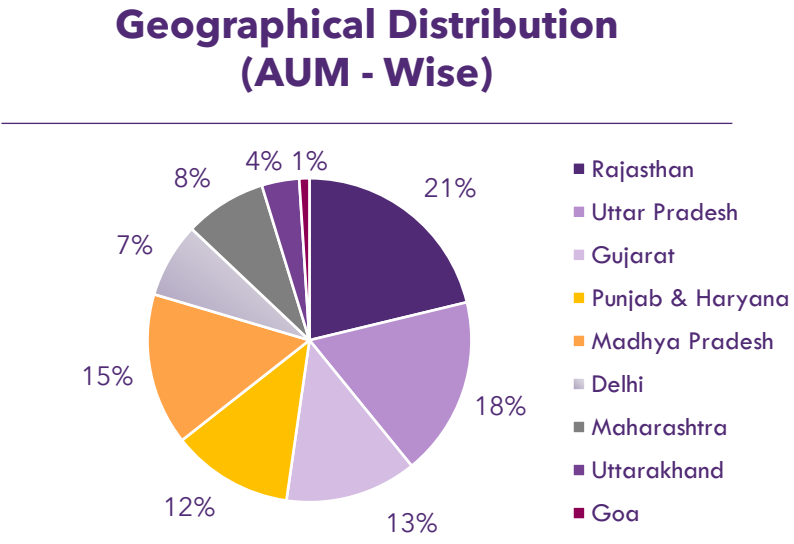
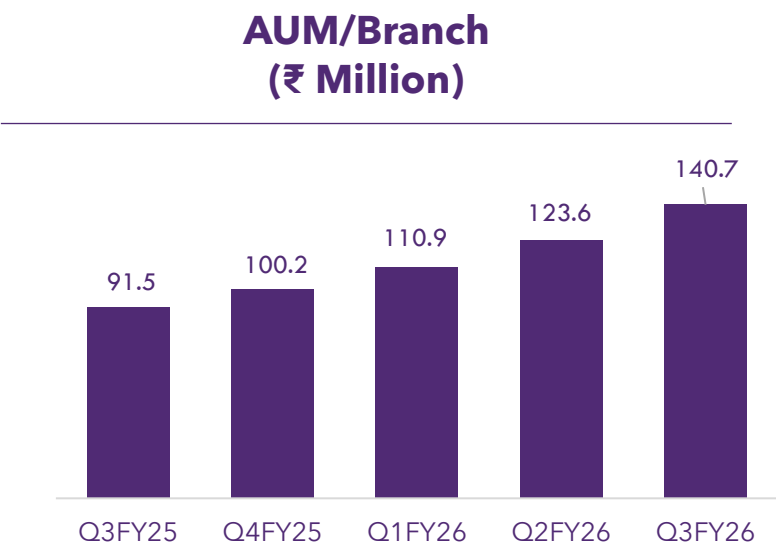
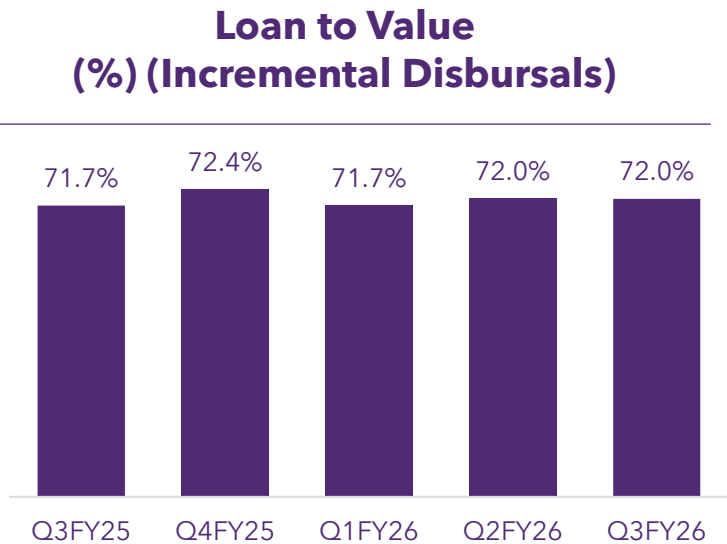
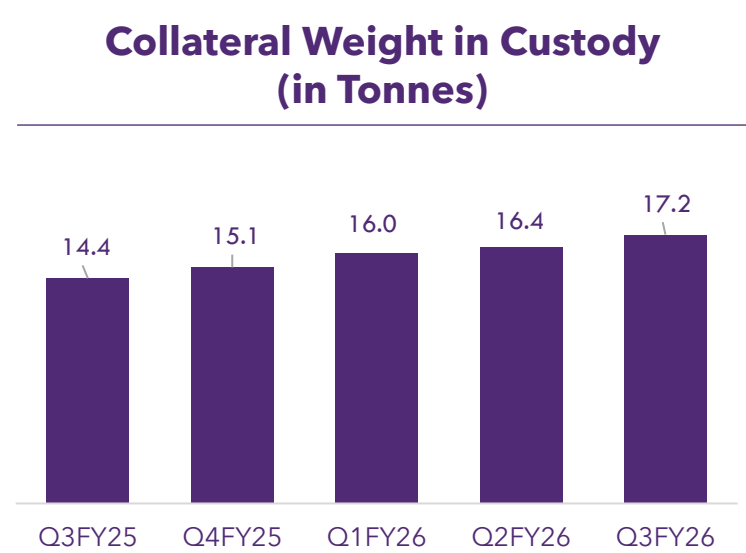
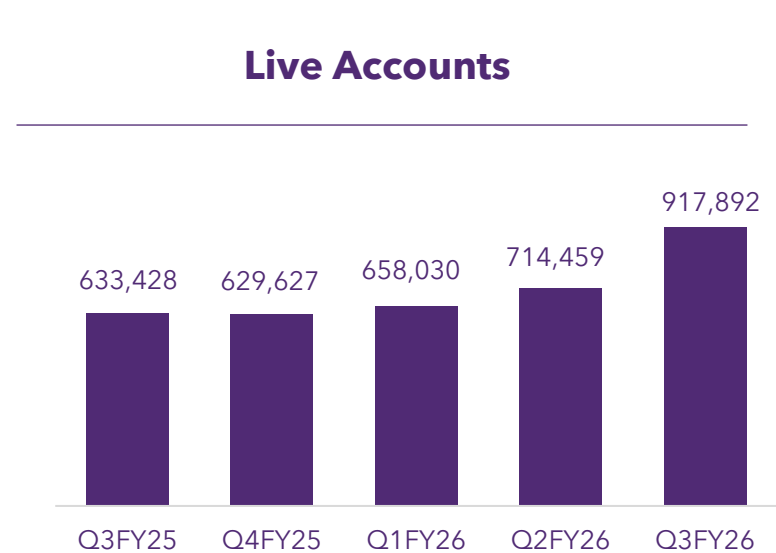
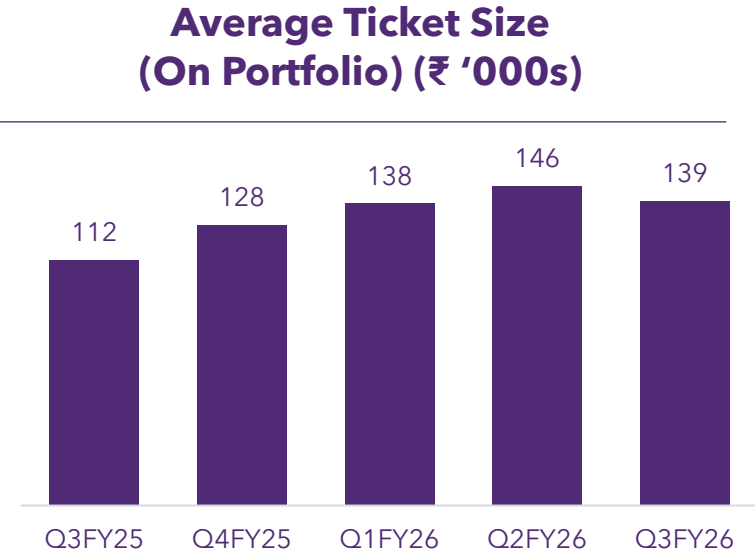
MSME AUM (₹ mn)



Housing AUM (₹ mn)

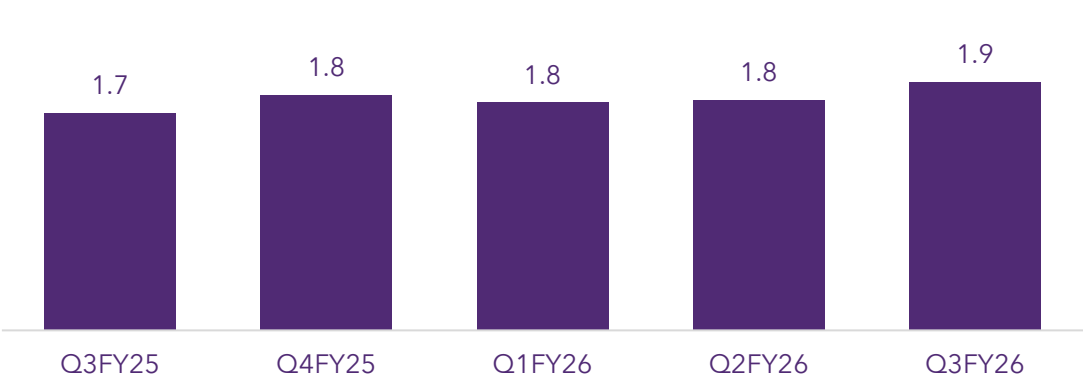


Strong Customer Acquisition Momentum Driving Portfolio Growth

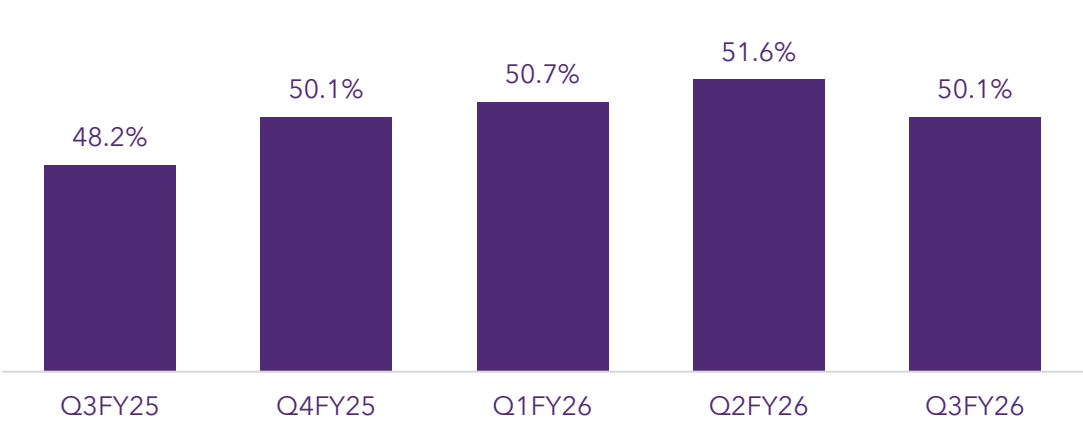


Well-Diversified Book by Geography

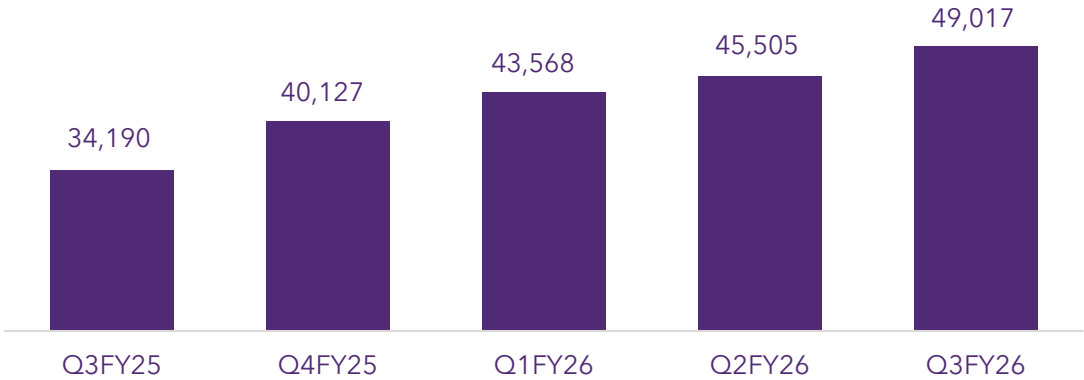
Average Ticket Size (Incr. Disbursals) (₹ mn)



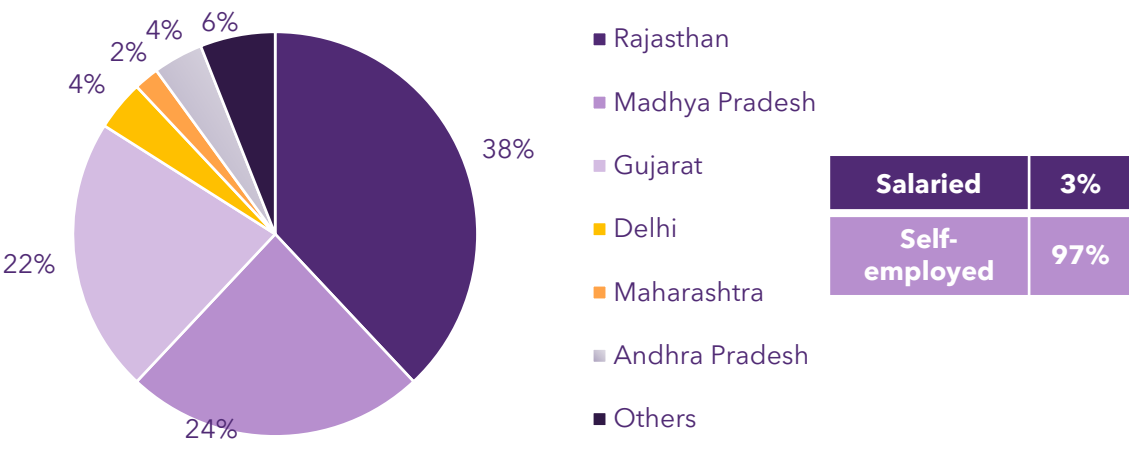
Loan to Value (%) (Incremental Disbursals)



Live Accounts

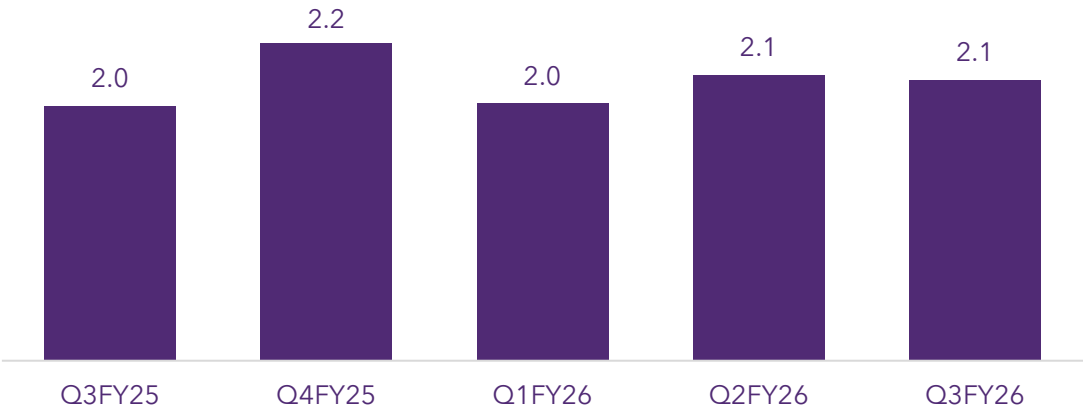


Geographical Distribution (AUM-Wise)

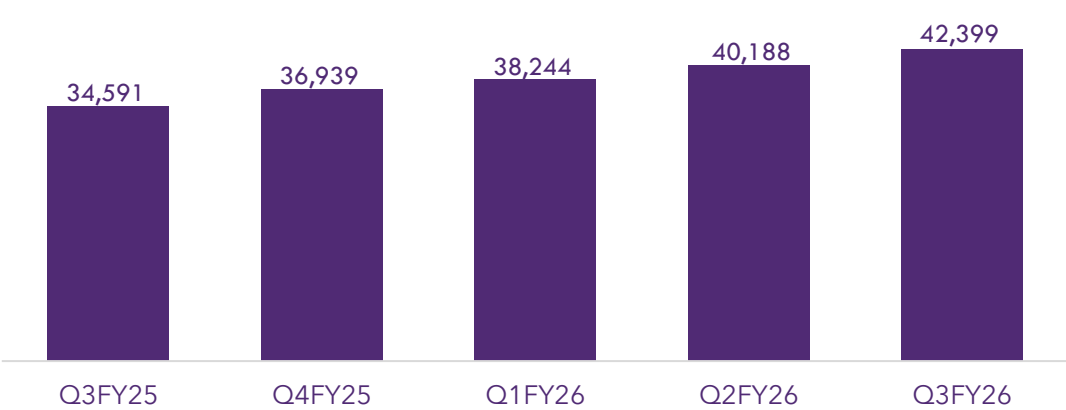


Expanding Customer Base with a Diversified and a Self-Employed Led Portfolio

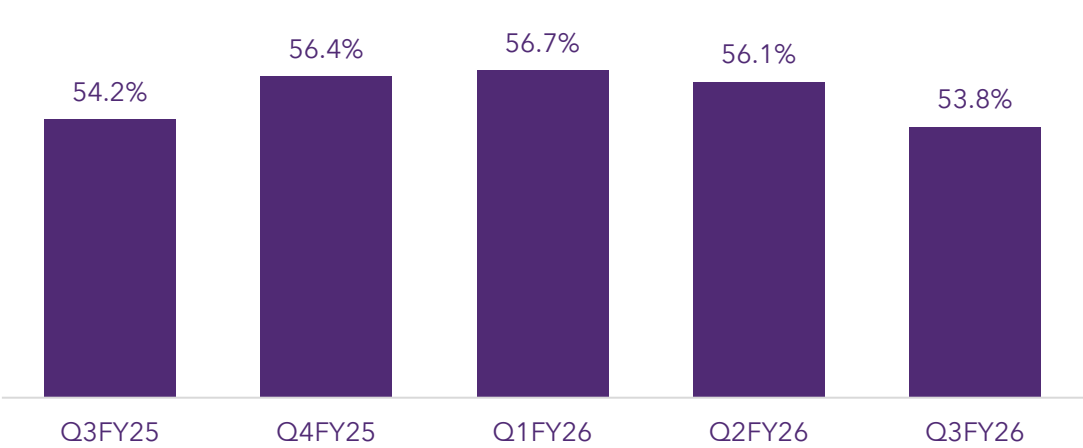
Average Ticket Size (Incr. Disbursals) (₹ mn)



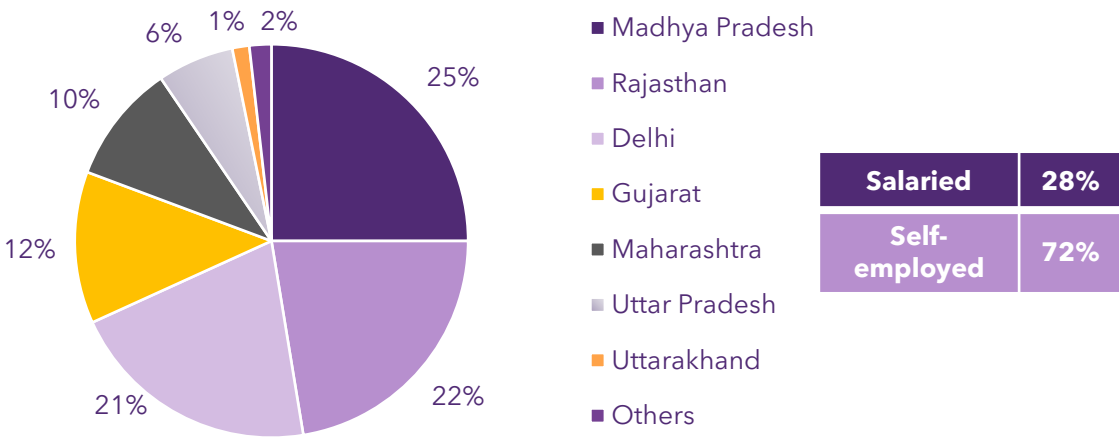
Live Accounts



Loan to Value (%) (Incremental Disbursals)

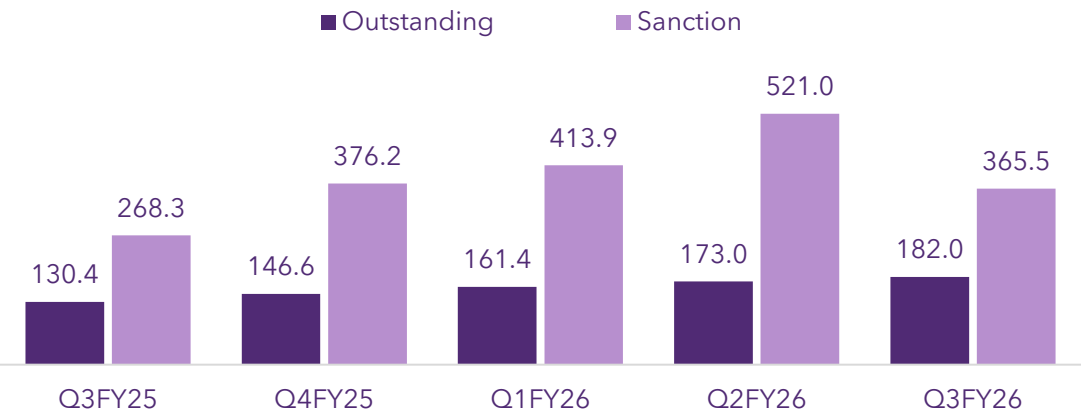


Geographical Distribution (AUM-Wise)

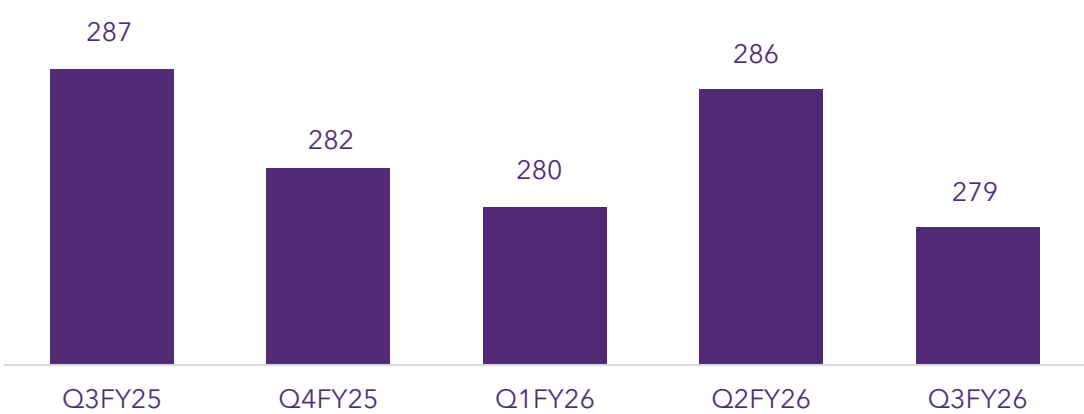


Strong Pipeline of New Accounts; AUM Growth of 37% YoY

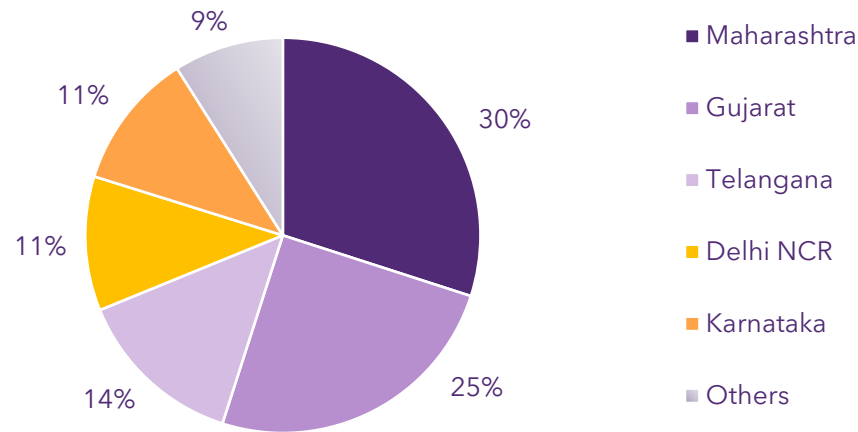
Average Ticket Size (₹ mn)



Live Accounts



Geographical Distribution (AUM-Wise)



Insurance Distribution - Asset Light Income Stream

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

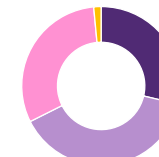
Digital Innovation & Service Excellence

- ✓ 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

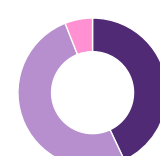
Policies | Key Statistics



Cross Sell 21%
Direct 79%



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



Health 43%
Life 51%
General 6%



Total Premium
(9MFY26)

*By premium

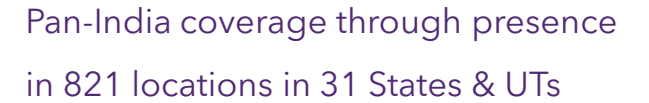
Customer Sourcing and On-Boarding

- ✓ 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

Partner Banks & Financial Institutions



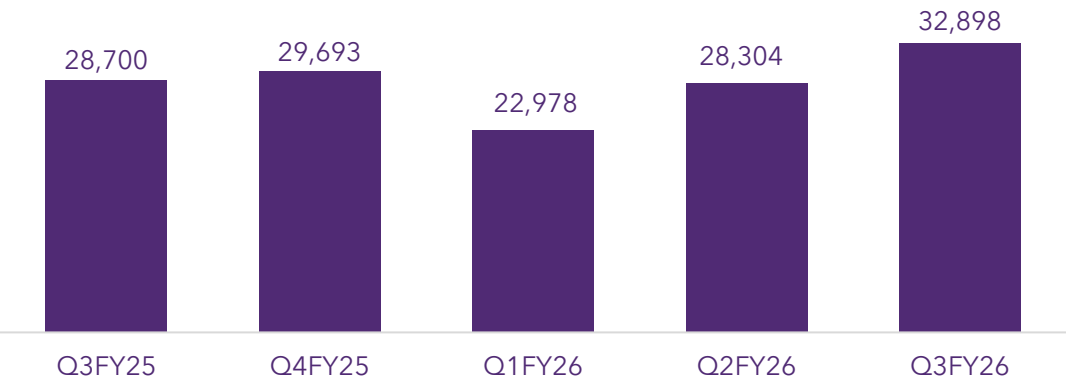
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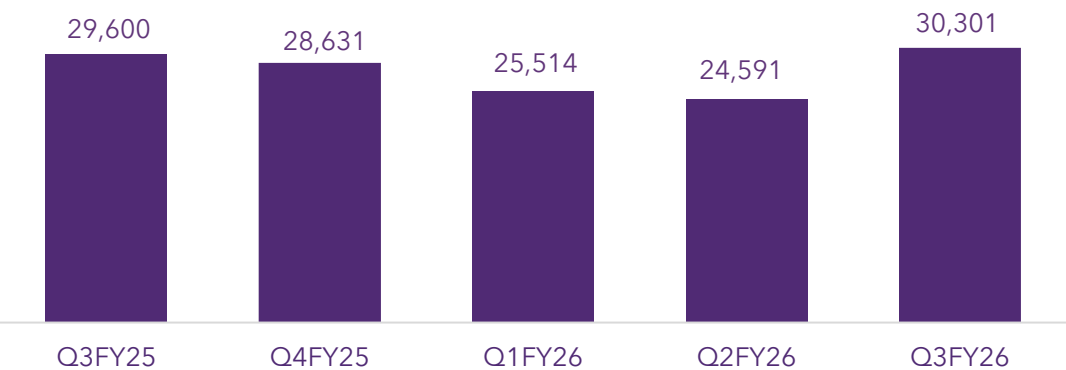
Car Loan Origination

15% YoY Increase in the Value of Loan Originations

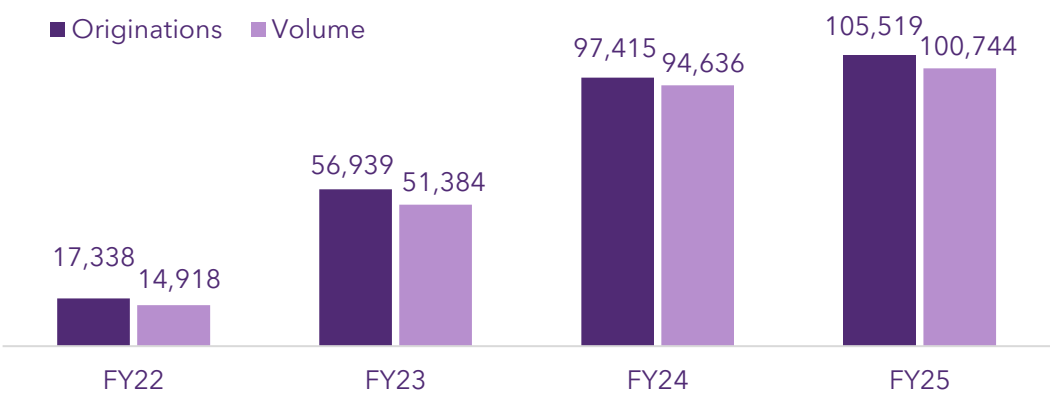
Consistently Rising Loan Originations (₹ mn)^



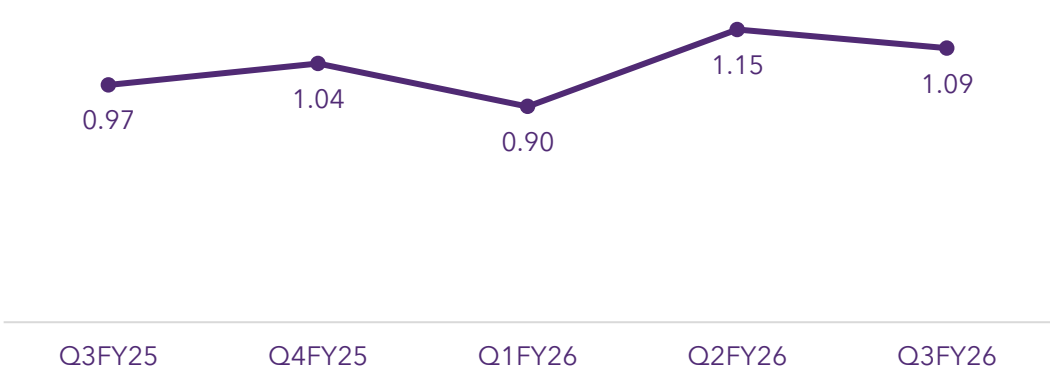
Loan Originations By Volume (Nos.)^



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



Average Ticket Size (₹ mn) *^

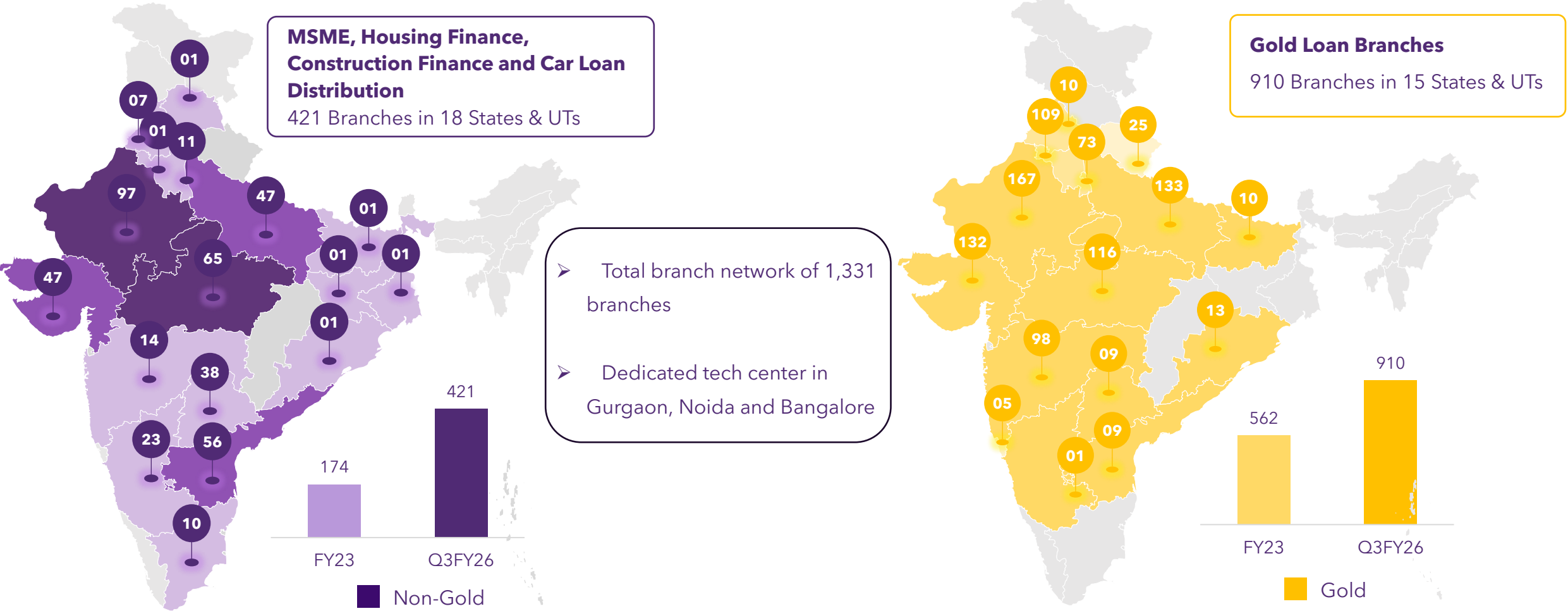


* ATS = Originations by Value / Originations by Volume During Quarter

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

Branch Network

Widening Reach, Strengthening Presence Nationwide

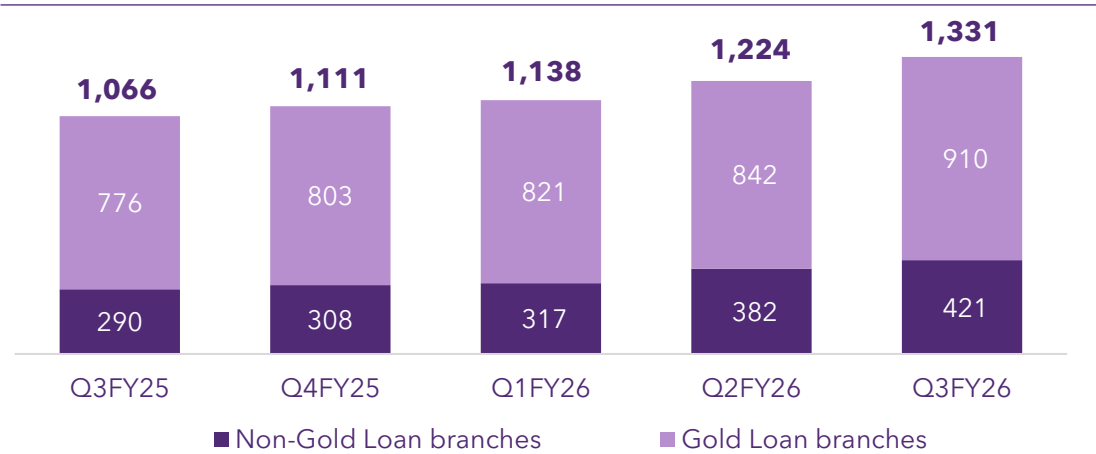


Significant upside through economies of scale and productivity improvement from existing deployed network capacity

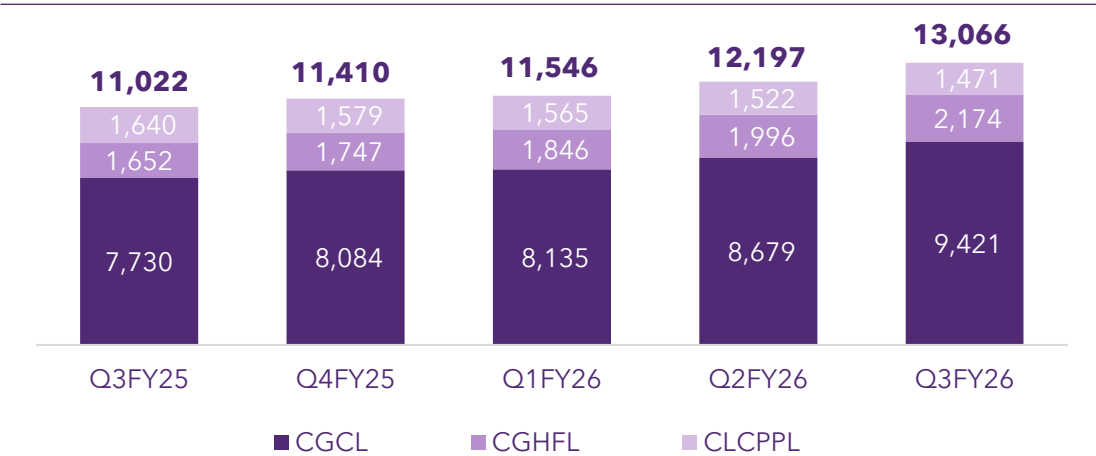
Network

Expanding Footprint to Accelerate Customer Acquisition

Steady Growth in Branch Additions



Modest Increase in Employee Base



- Increased branch network with a net addition of 107 branches during Q3FY26. Total branch network stood at 1,331 branches vs. 1,224 branches in Q2FY26.
- Mortgage Finance business (MSME, Micro LAP and Housing) operated through 399 branches in 11 States and UTs.
- Gold Loan network increased to 910 branches across 15 states and UTs by end of Q3FY26.
- Construction Finance continued to have 3 dedicated branches – Bengaluru, Hyderabad, and Ahmedabad.
- Car Loan distribution locations stood at 821 as of Dec’25. The branch presence was consolidated into 19 branches.
- In addition, the Company has dedicated tech centers in Gurugram, Bengaluru & Noida (not counted as branches).

^Branch data excluding HO & Support Offices

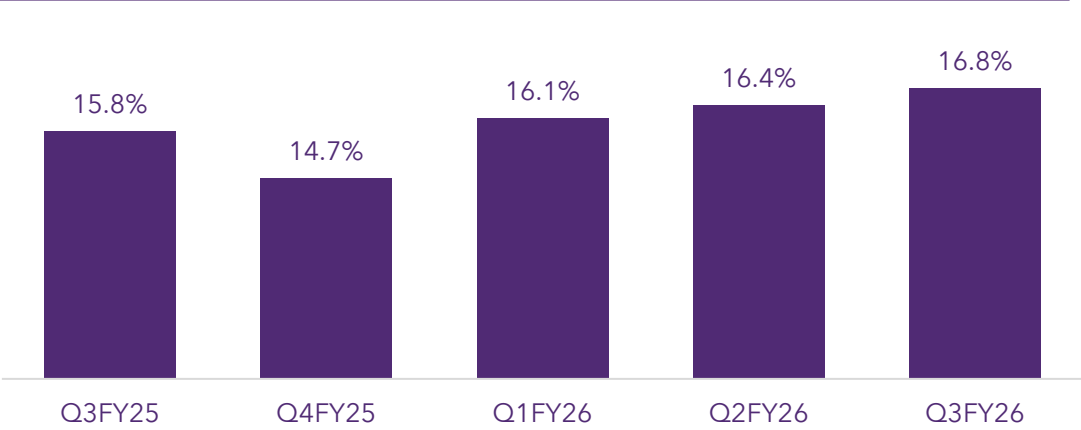


2 Quarterly Financial Performance

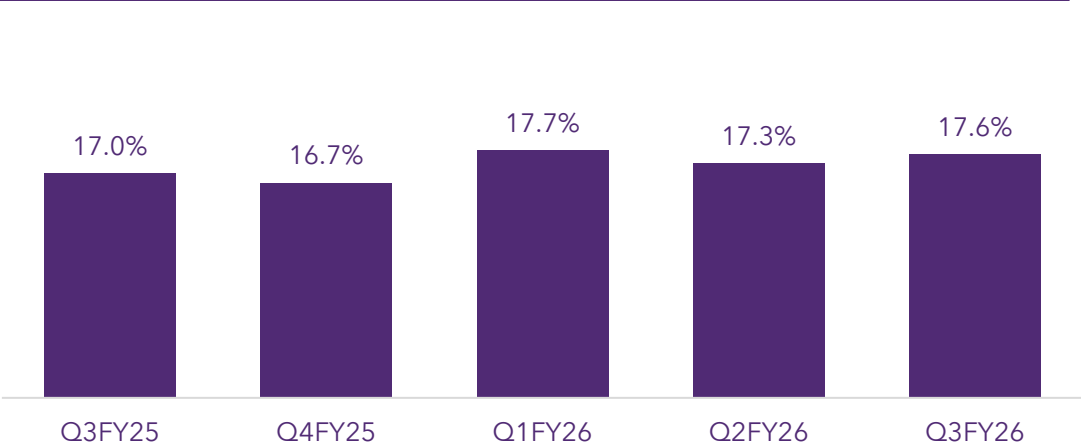
Segmental Yields

Robust Yields Sustained Alongside AUM Growth

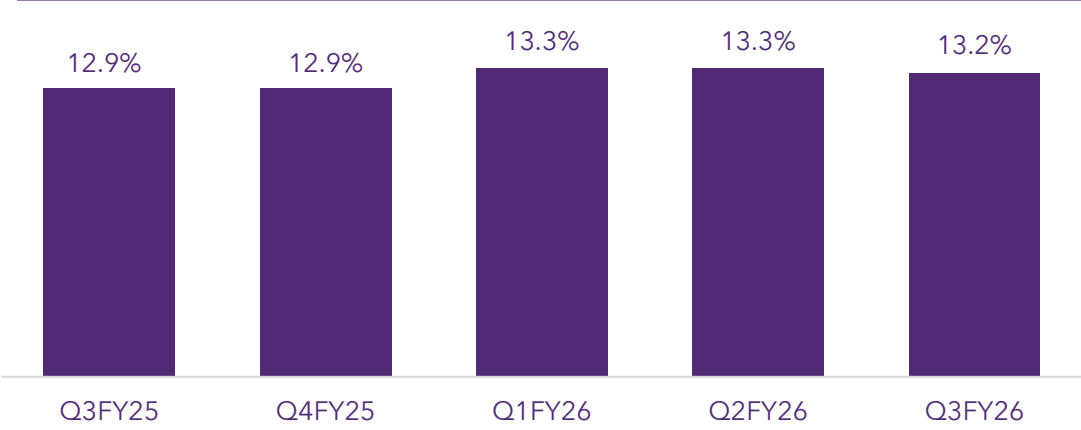
MSME (%)*



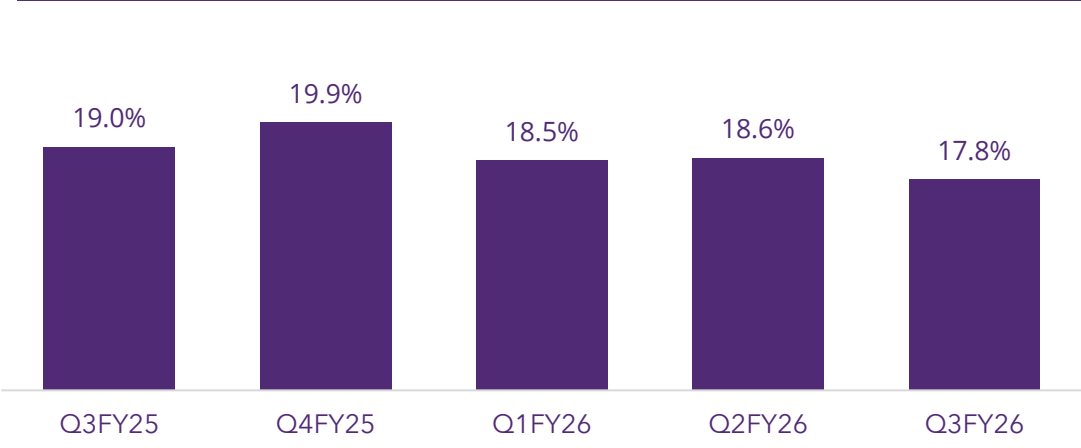
Construction Finance (%)*



Housing Finance (%)*

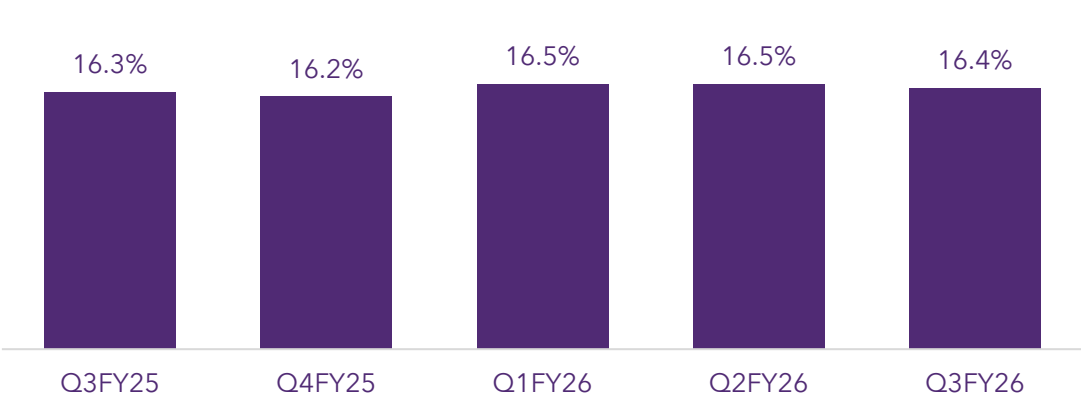


Gold Loans (%)*



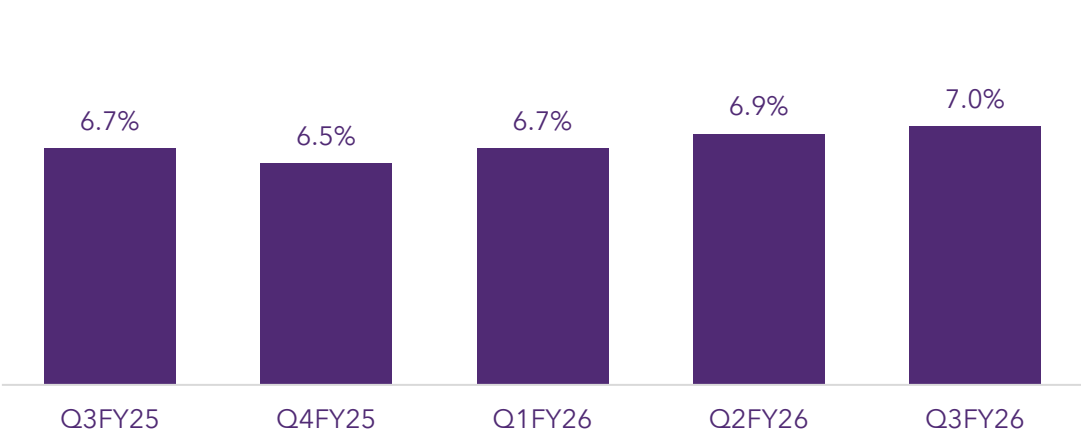
Note: *Yield calculated as interest income including INDAS adjustments for processing fee, commission and other charges divided by four-month average of outstanding loans

Yield on Net Advances (%)

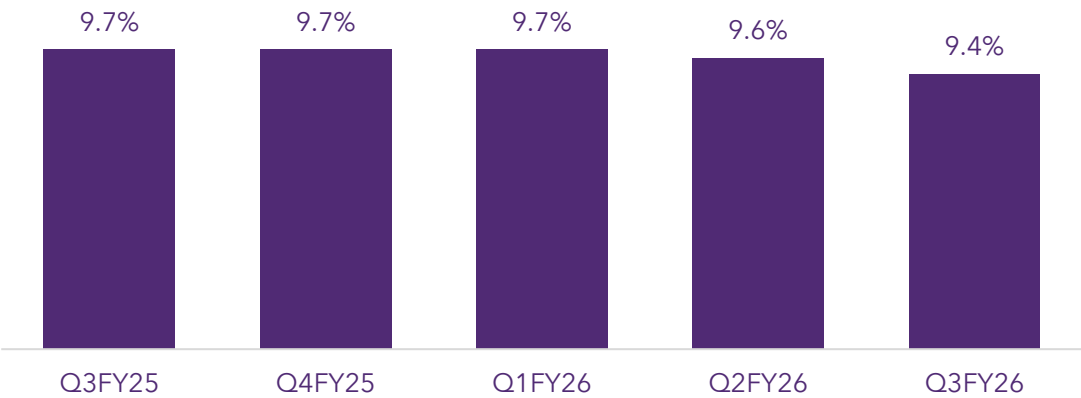


Note: Yield calculated as interest income including INDAS adjustments for processing fee, commission and other charges divided by four-month average of outstanding loans

Spreads (YoA - CoB) (%)

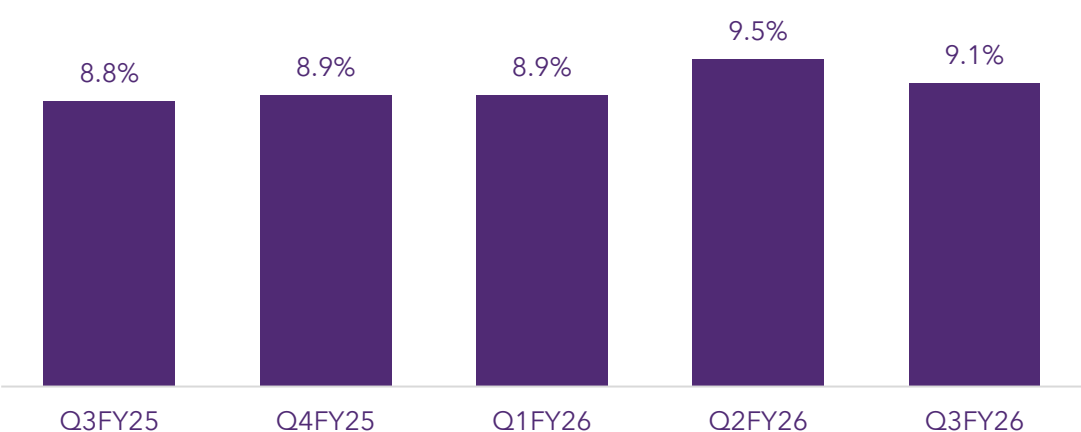


Cost of Borrowings (%)¹



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

Net Interest Margin (%)²



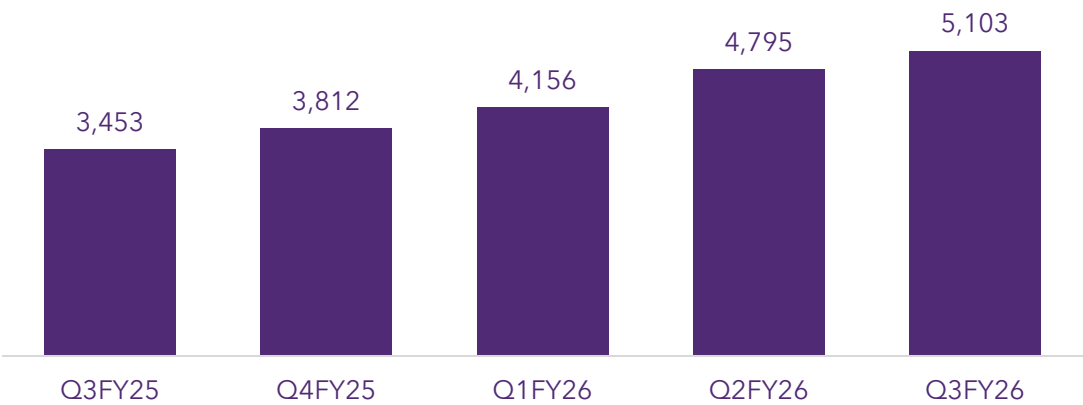
Note: Calculated using Net Interest Income / Avg. Interest Earning Assets

Note: 1. Borrowings include Debt Securities; 2. Net Interest Income excludes Int. Expense on Lease Liabilities, Interest Earning Assets include Bank Balances excluding Cash, Net Advances and Investments

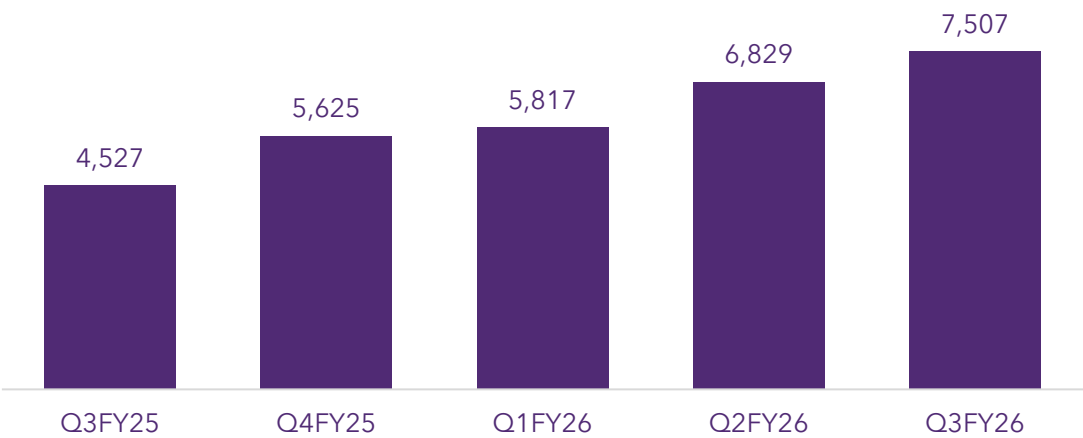
Financial Highlights

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

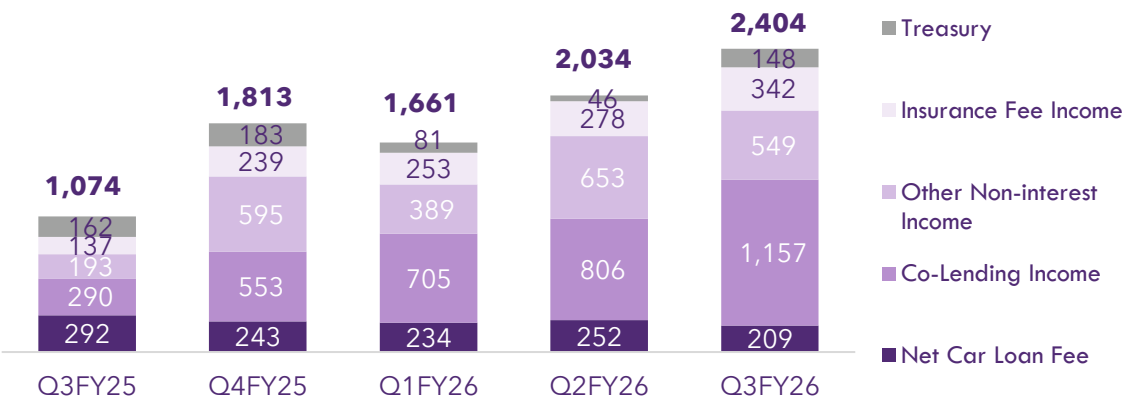
Net Interest Income (₹ mn)



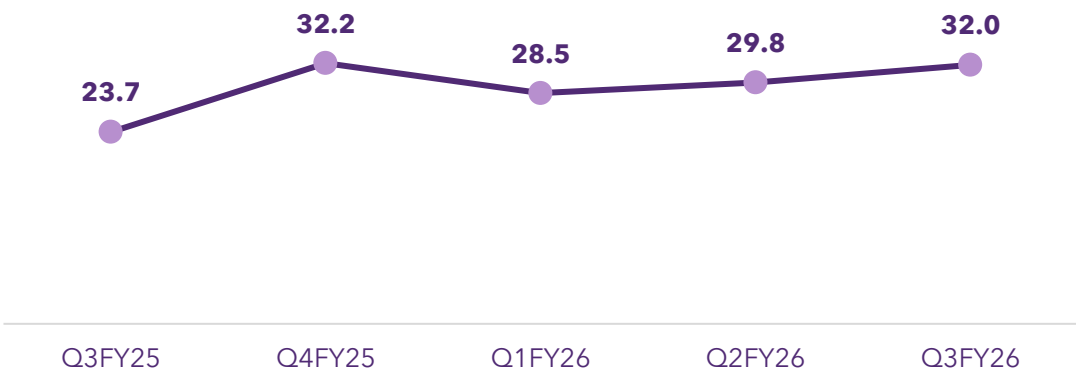
Net Total Income (₹ mn)



Non-Interest Income (₹ mn)



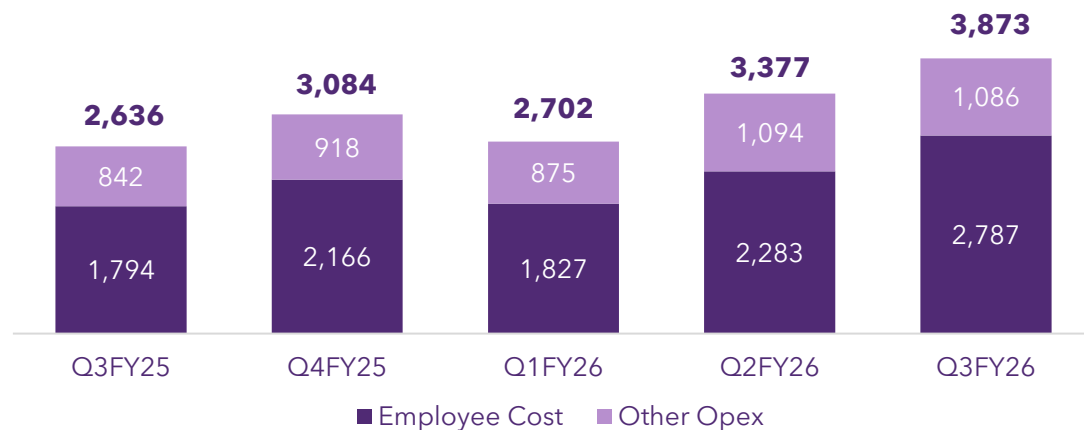
Non-Interest Income / Net Income (%)



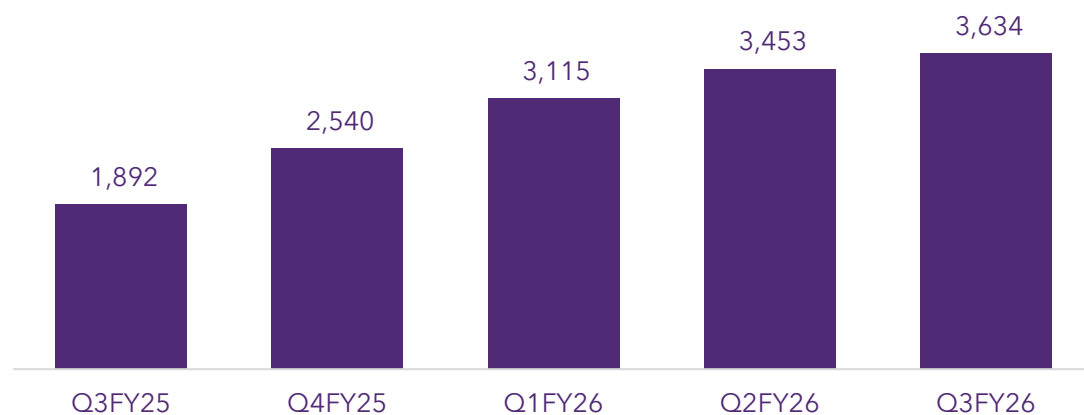
Financial Highlights

Profitable Growth Backed by Improved Cost Ratios and Credit Discipline

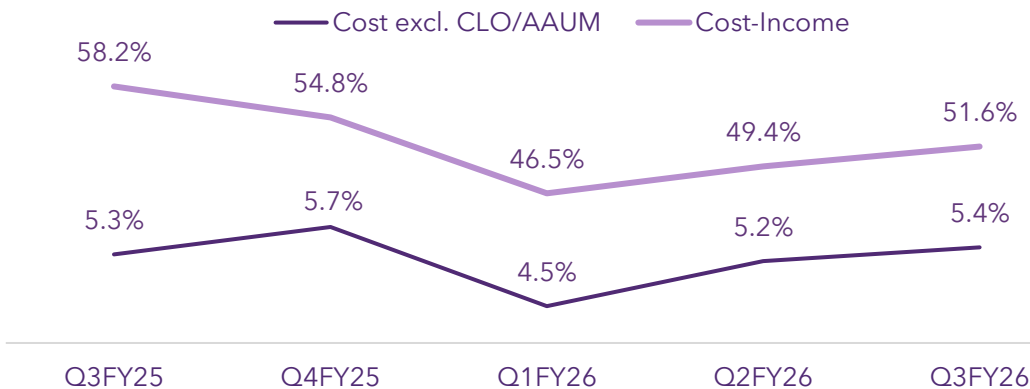
Operating Expenses (₹ mn)



Operating Profit (₹ mn)

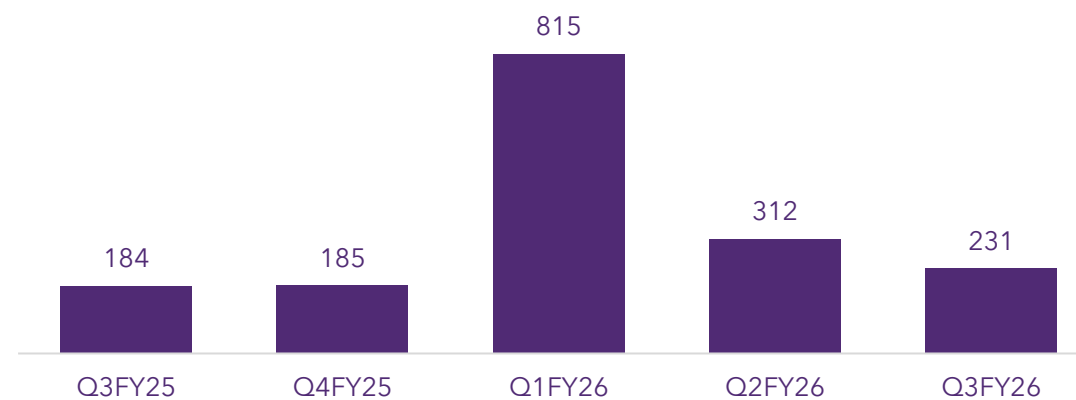


Cost-Income (%) & Cost / AAUM excl. CLO (%)*



*Annualised

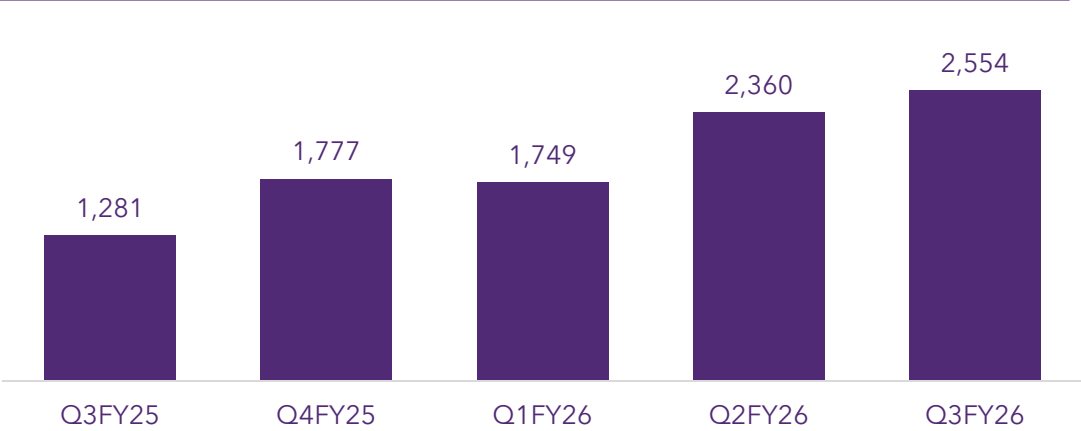
Credit Costs (₹ mn)



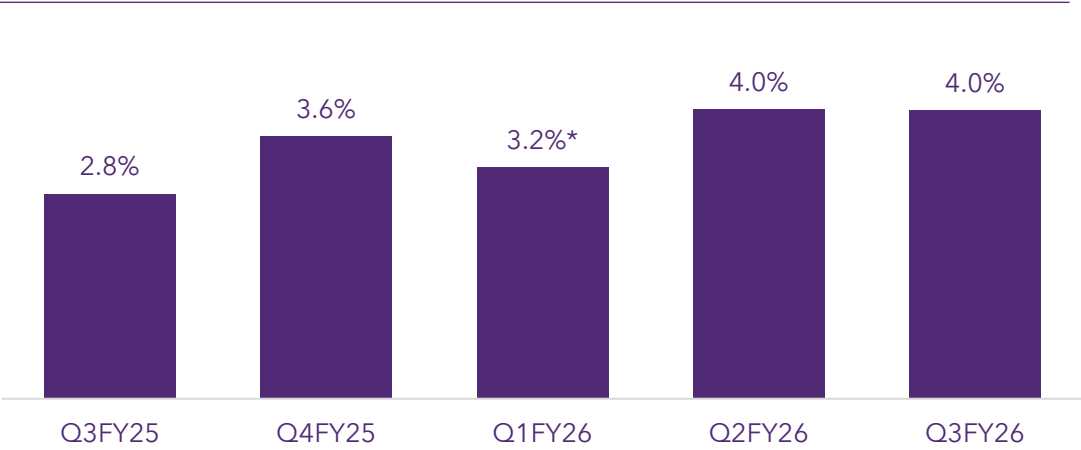
Profitability and Key Ratios

PAT rises 99% YoY

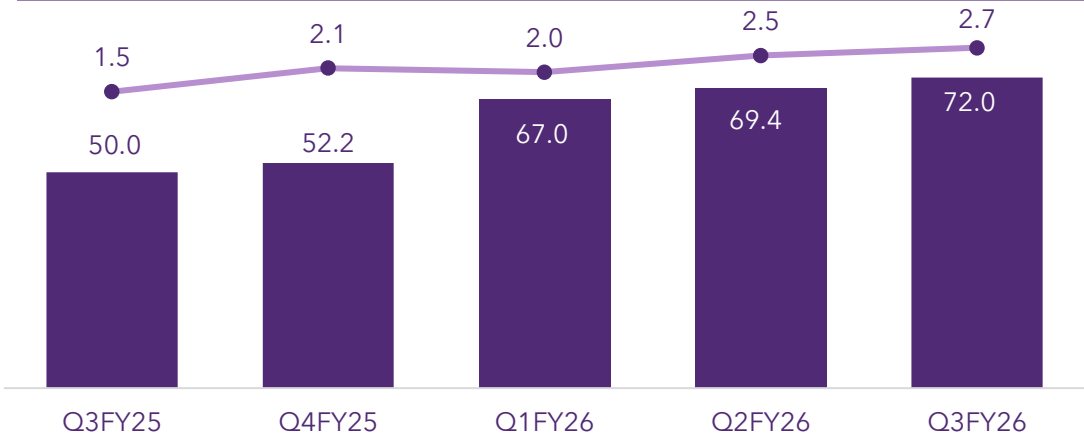
PAT (₹ mn)



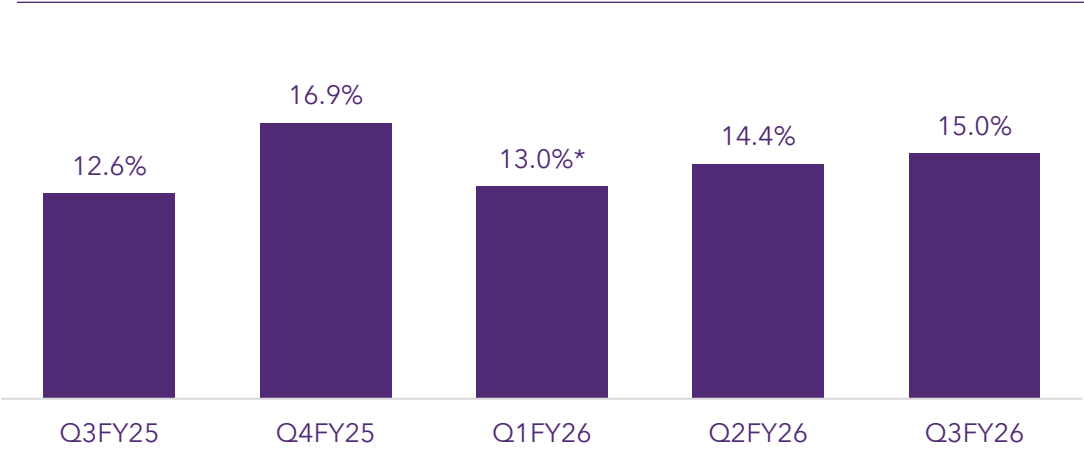
Return on Avg. Assets (% annualized)



Earnings per Share and Book Value per Share (₹)



Return on Avg. Equity (% annualized)

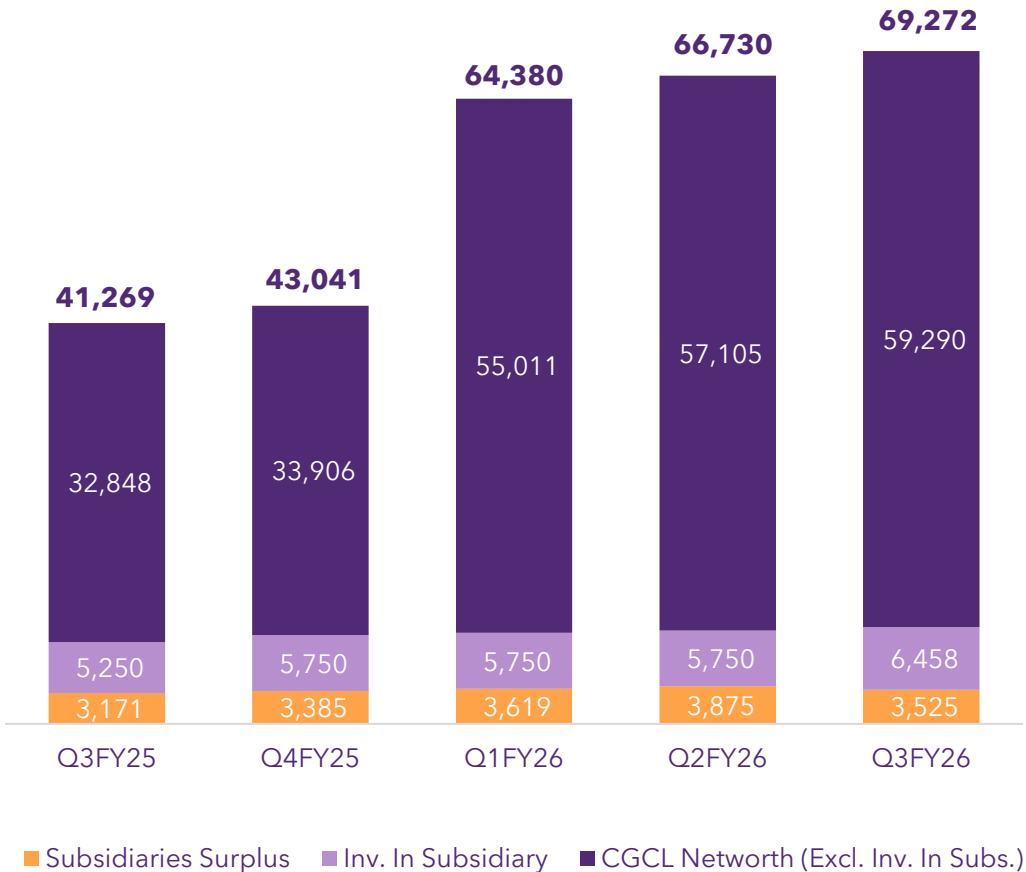


*Post equity capital infusion of ₹20 bn in Q1FY26

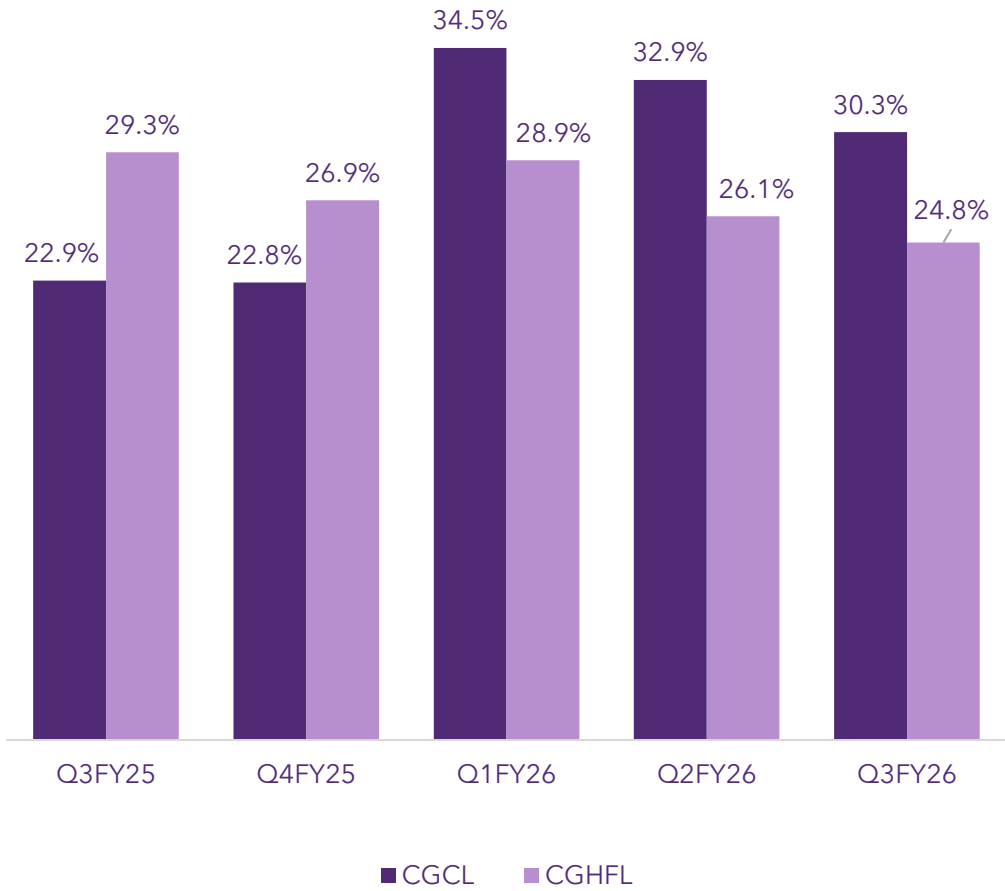
Robust Capital Position

Well Capitalized for Medium Term Growth

Consolidated Network (₹ mn)



Capital Adequacy (%)

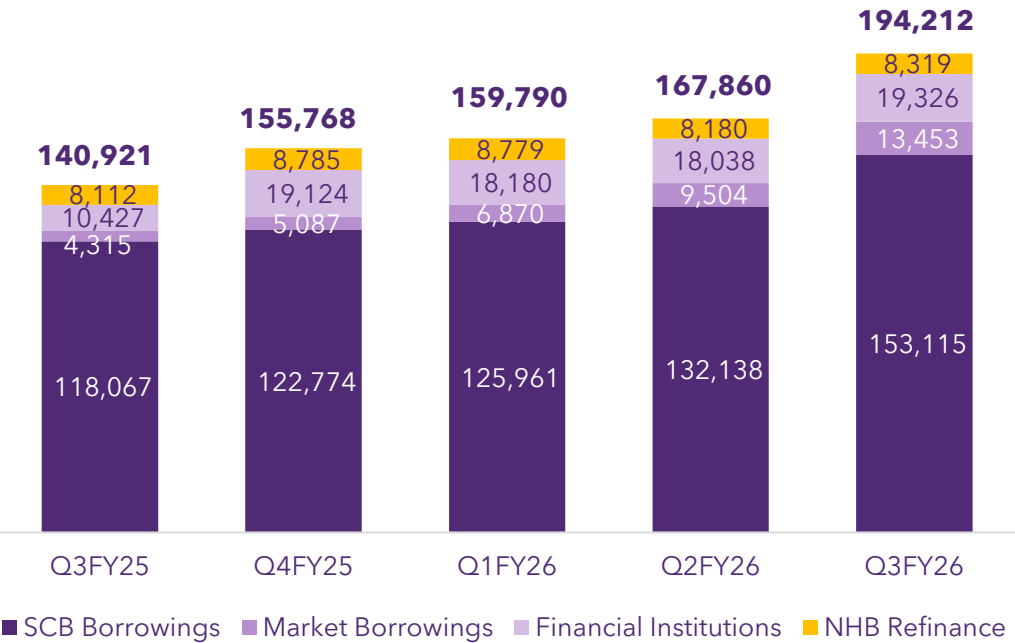


Note - Post equity capital infusion of ₹20 bn in Q1FY26

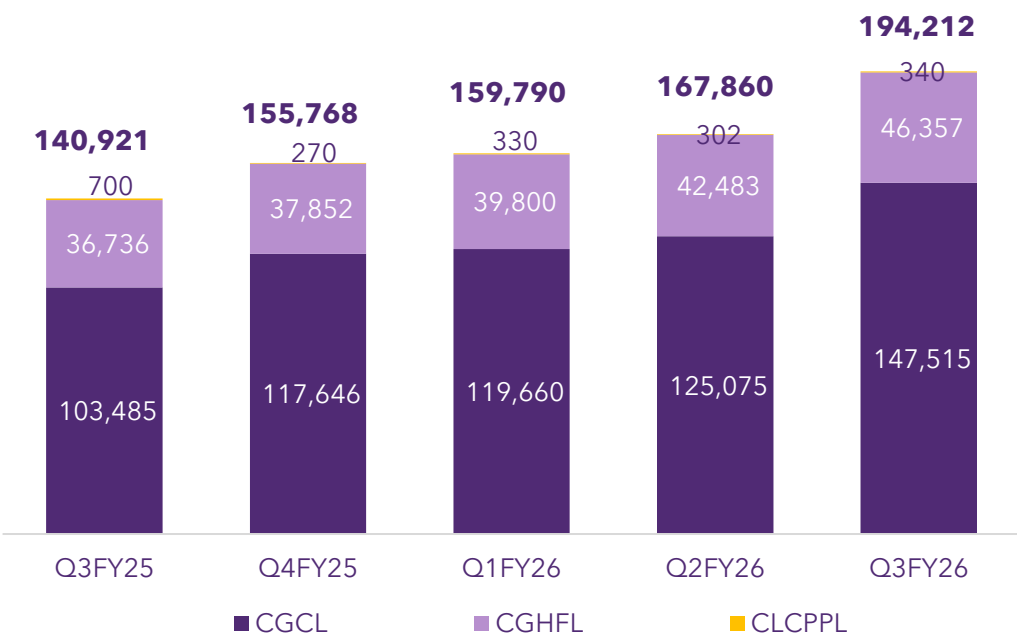
Liability Mix

Increase led by Bank Borrowings

Diversified Funding Profile (₹ mn)



Consolidated Borrowings Break-up (₹ mn)

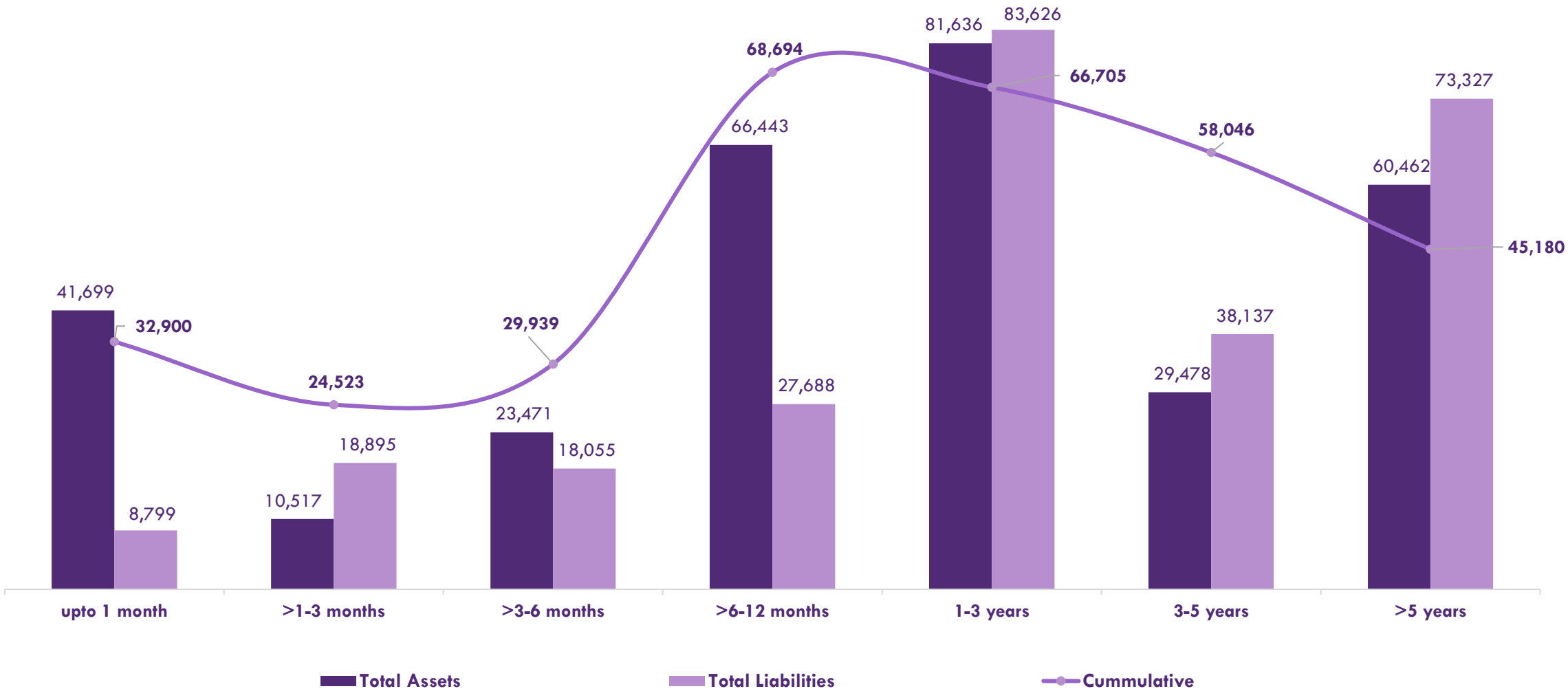


- Raised ₹6,350 mn through NCDs and CPs in Q3FY26; market borrowings comprised NCDs and CPs.
- Added 6 new bank lenders in Q3FY26 and 11 new lenders in 9MFY26.
- New bank sanctions for FYTD stood at ₹68,600 mn on a consolidated basis.

Asset-Liability Position

Cumulative Surplus Across Buckets

All amount in ₹ million



Liquid and Overnight funds

Comfortable Liquidity Position

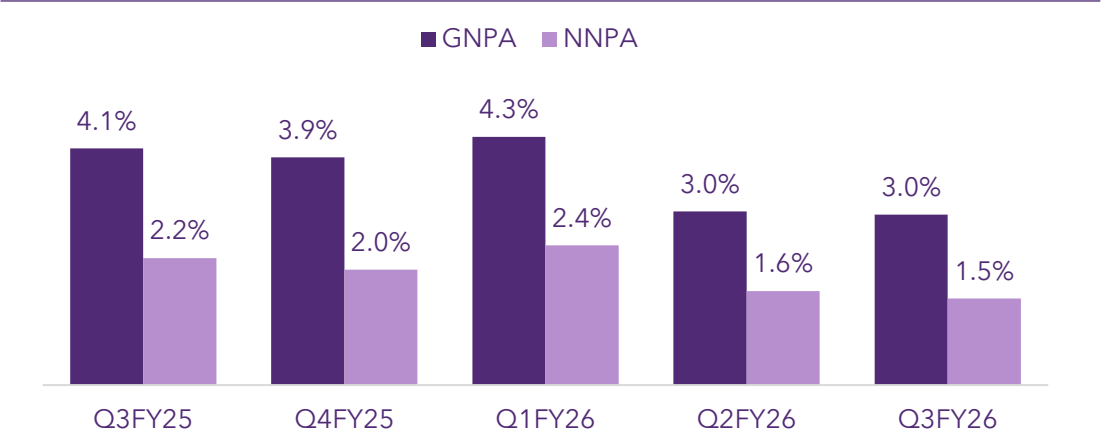
Particulars (₹ mn) (31 st Dec 2025)	CGCL (Standalone)	CGHFL	Consolidated
Cash and Bank Balances	20,764	1,425	22,188
Investment in fixed deposits	600	-	600
Investment in Mutual Funds or corporate bonds	11,493	-	11,493
Undrawn Bank Lines	2,963	5,500	8,463
Net Available cash or cash equivalents	35,819	6,925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

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

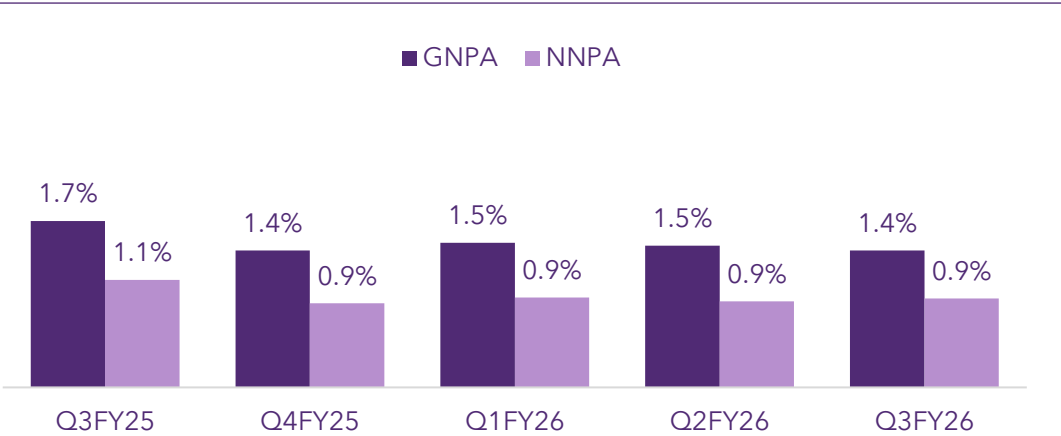
Segmental NPAs

Disciplined Underwriting Driving Sustained Improvement in Asset Quality

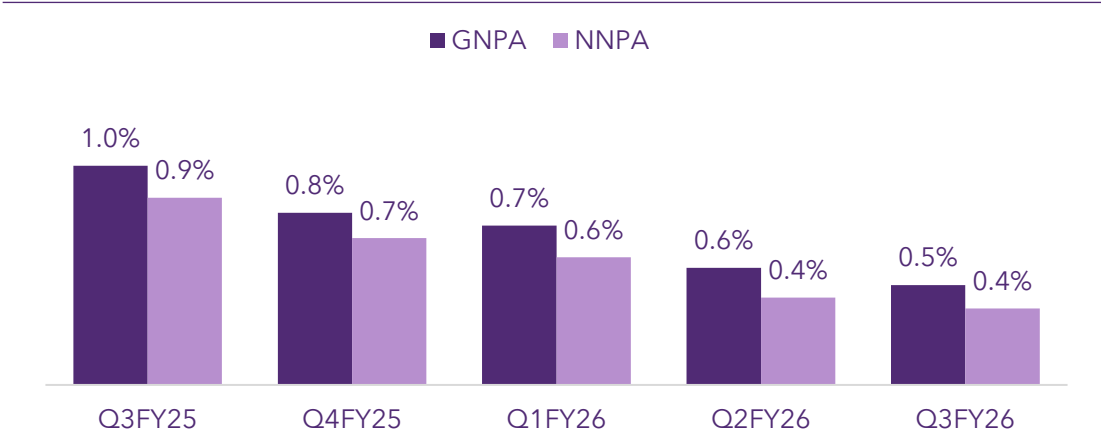
MSME



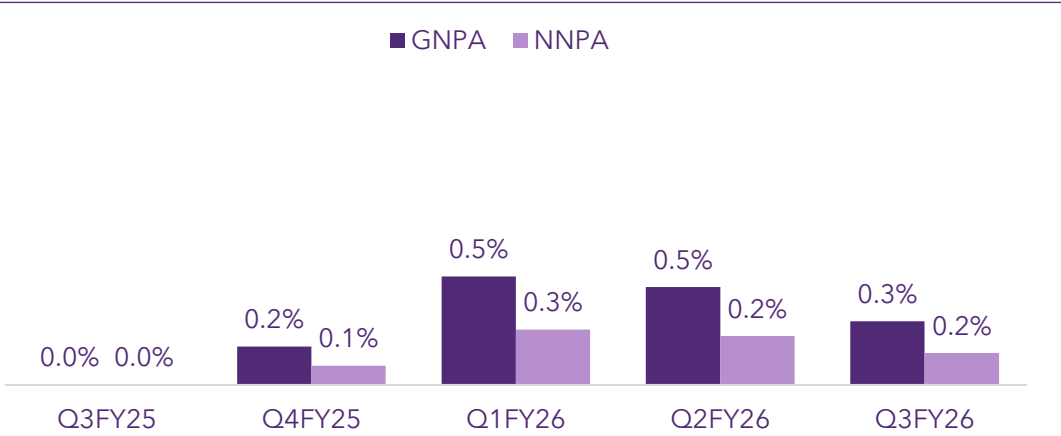
Housing Finance



Gold Loan



Construction Finance



Asset Quality

Adequate Provision Coverage

₹ mn except stated

ECL Analysis As Per IndAS	Q3FY26	Q2FY26	Q1FY26	Q4FY25	Q3FY25
Stage 1 - Gross	220,712	202,607	189,118	175,797	156,044
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
Stage 1 - ECL Provisions %	0.5%	0.5%	0.5%	0.4%	0.4%
Stage 2 - Gross	9,213	8,258	8,228	9,120	10,937
Stage 2 - ECL Provisions	905	919	835	703	868
Stage 2 - Net	8,308	7,338	7,393	8,417	10,069
Stage 2 - ECL Provisions %	9.8%	11.1%	10.1%	7.7%	7.9%
Stage 3 – Gross	2,753	2,741	3,355	2,867	2,840
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
Stage 3 – ECL Provisions %	43.6%	42.8%	41.0%	41.7%	39.4%
Total - Gross	232,678	213,606	200,702	187,784	169,822
Total ECL Provisions	3,158	3,161	3,222	2,678	2,661
Stage 3 % – Gross NPA	1.2%	1.3%	1.7%	1.5%	1.7%
Stage 3 % – Net NPA	0.7%	0.7%	1.0%	0.9%	1.0%

Consolidated Income Statement

Quarterly Comparison

₹ mn except stated

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%
Net interest income	5,103	3,453	48%	4,795	6%	14,054	9,508	48%
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%
Non-interest income	2,404	1,074	124%	2,034	18%	6,099	3,196	91%
Total income	7,507	4,528	66%	6,829	10%	20,154	12,704	59%
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%
Operating expenses	3,873	2,636	47%	3,377	15%	9,952	7,903	26%
Operating profit	3,634	1,892	92%	3,453	5%	10,201	4,801	112%
ECL provisions	145	108	35%	289	(50%)	1,148	403	185%
Write-offs	86	77	12%	23	282%	210	420	(50%)
Total provisions	231	184	25%	312	(26%)	1,357	823	65%
Profit before tax	3,403	1,707	99%	3,141	8%	8,844	3,978	122%
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%
Profit after tax	2,554	1,281	99%	2,360	8%	6,663	3,008	122%

RoAA Tree

Quarterly Comparison

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%
Net interest income	7.6%	7.7%	7.5%	8.0%	7.9%	7.4%	7.8%
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%
Non-interest income	2.4%	3.6%	3.0%	3.4%	3.7%	2.5%	3.4%
Net total income	9.9%	11.3%	10.5%	11.5%	11.6%	9.9%	11.1%
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%
Operating expenses	5.8%	6.2%	4.9%	5.7%	6.0%	6.2%	5.5%
Operating profit	4.2%	5.1%	5.6%	5.8%	5.6%	3.8%	5.6%
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%
Total Provisions	0.4%	0.4%	1.5%	0.5%	0.4%	0.6%	0.8%
Profit before tax	3.7%	4.7%	4.2%	5.3%	5.3%	3.1%	4.9%
Profit after tax (RoAA)	2.8%	3.6%	3.2%	4.0%	4.0%	2.4%	3.7%

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%
Total Equity	69,272	41,269	68%	66,730	4%
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%
Total Equity & Liabilities	273,737	189,756	44%	244,135	12%
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%
Total Assets	273,737	189,756	44%	244,135	12%



3 Strategic Outlook

Key Initiatives to Accelerate Growth

Focus on dedicated strategic initiatives to drive scale



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



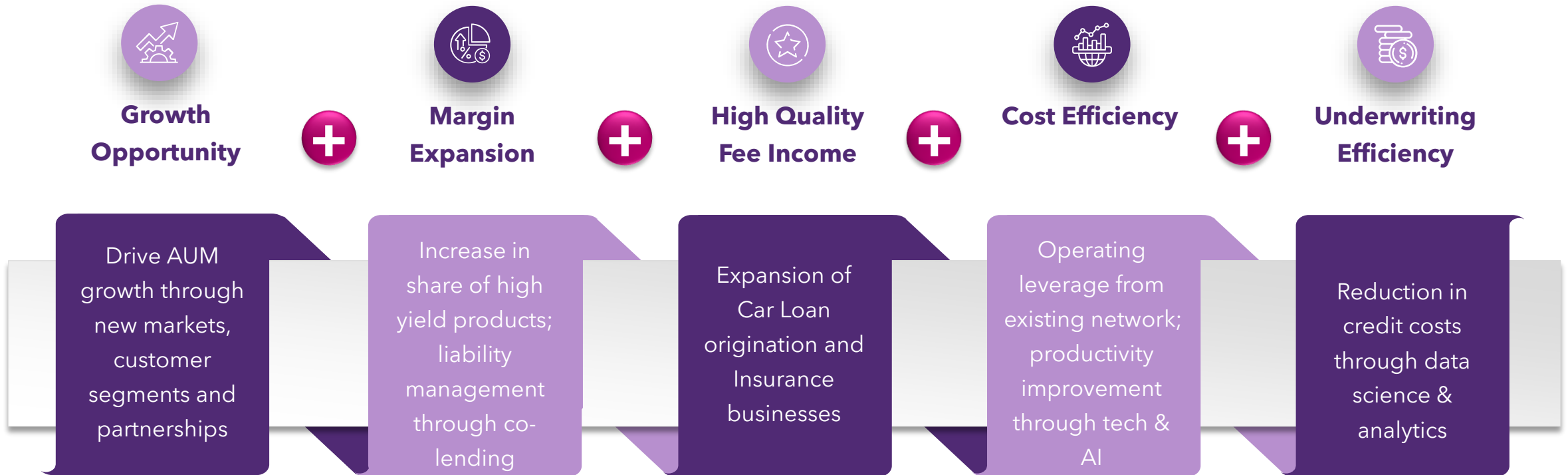
Diversify borrowings for effective liability management

- **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



4 Board & Management

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 30 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

Desh Raj Dogra



Independent Director

Ex - CEO and MD of CARE Ratings

Experience in financial sector & credit administration, MBA, CAIIB

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

6 Independent Board of 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

Experienced and Stable Management Team (1/2)

Proven Track Record of Scaling Businesses

CORPORATE FUNCTIONS



Divya Sutar

Director – Business 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 Technical Officer

Ex-BYJU's, Policy Bazaar, Affle

Work Experience: 17+ yrs



Yashesh Bhatt

Company Secretary & 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

Experienced and Stable Management Team (2/2)

Proven Track Record of Scaling Businesses

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

Business Head – Home Loans

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

Head – Business Alliances – Car Loans

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



5 ESG

Pillars of Our 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

Governance (G)

Zero Cases of Cybersecurity Breaches or Threats

Our SDG Compass



Corporate Social Responsibility



- **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.

Corporate Governance Framework

Board of Directors



CRO
Operational Risk Committee



HIA
Internal Audit



CCO
Compliance



BUSINESS HEAD
Credit Policy Committee



6 Independent Board of Directors
including one woman Director



Separate Chairman and Managing Director

Zero Disciplinary Actions

For Corruption and Complaints related to Conflict of Interest against Directors or KMPs*

Zero Customer Complaints Pending

We had 17 complaints pending as of 31st March 2025 which were subsequently resolved by 30th April 2025

Training & Awareness Programs

On ESG Principles conducted for Board of Directors and KMPs

Note: As on 30-June-25

Shareholding

₹ 176bn

US\$ 2.0bn²
Market capitalisation¹

₹ 69.3bn

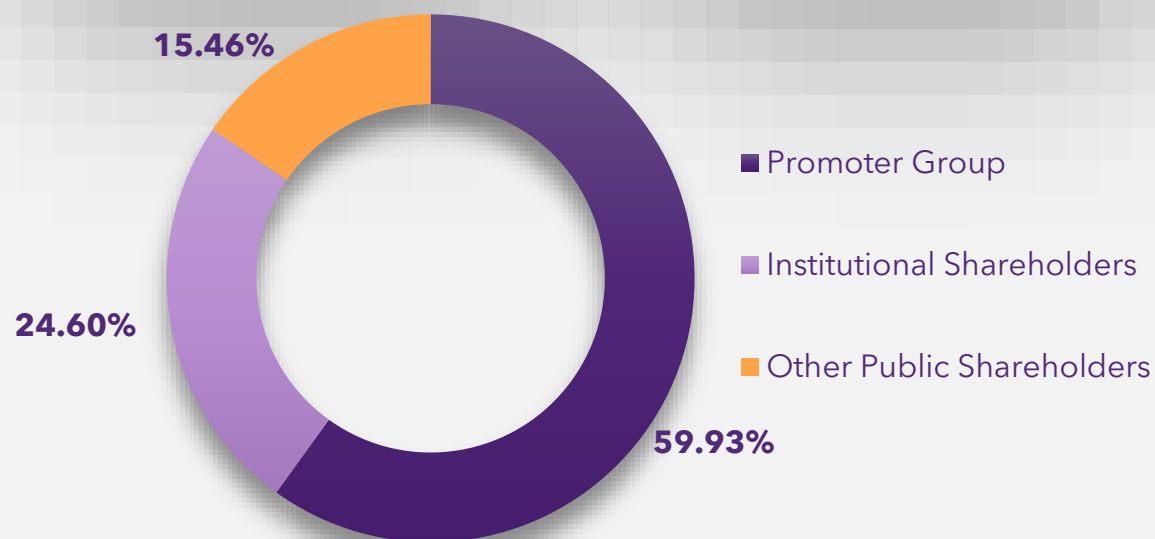
Cons. Net worth³ (Q3FY26)

₹ 961.6mn

Paid-up Equity

₹ 1

Face Value



NOTES

1. Market capitalization NSE on 31st Dec'25.
2. 1 US\$ = ₹ 90.0
3. Not adjusted for DTAs.
4. AMFI classifies CGCL as a small cap company based on six monthly average market capitalization (Dec'25 rank 380).
5. CGCL is part of NIFTY Smallcap 250 index.

Shareholding as at the end of Q3FY26

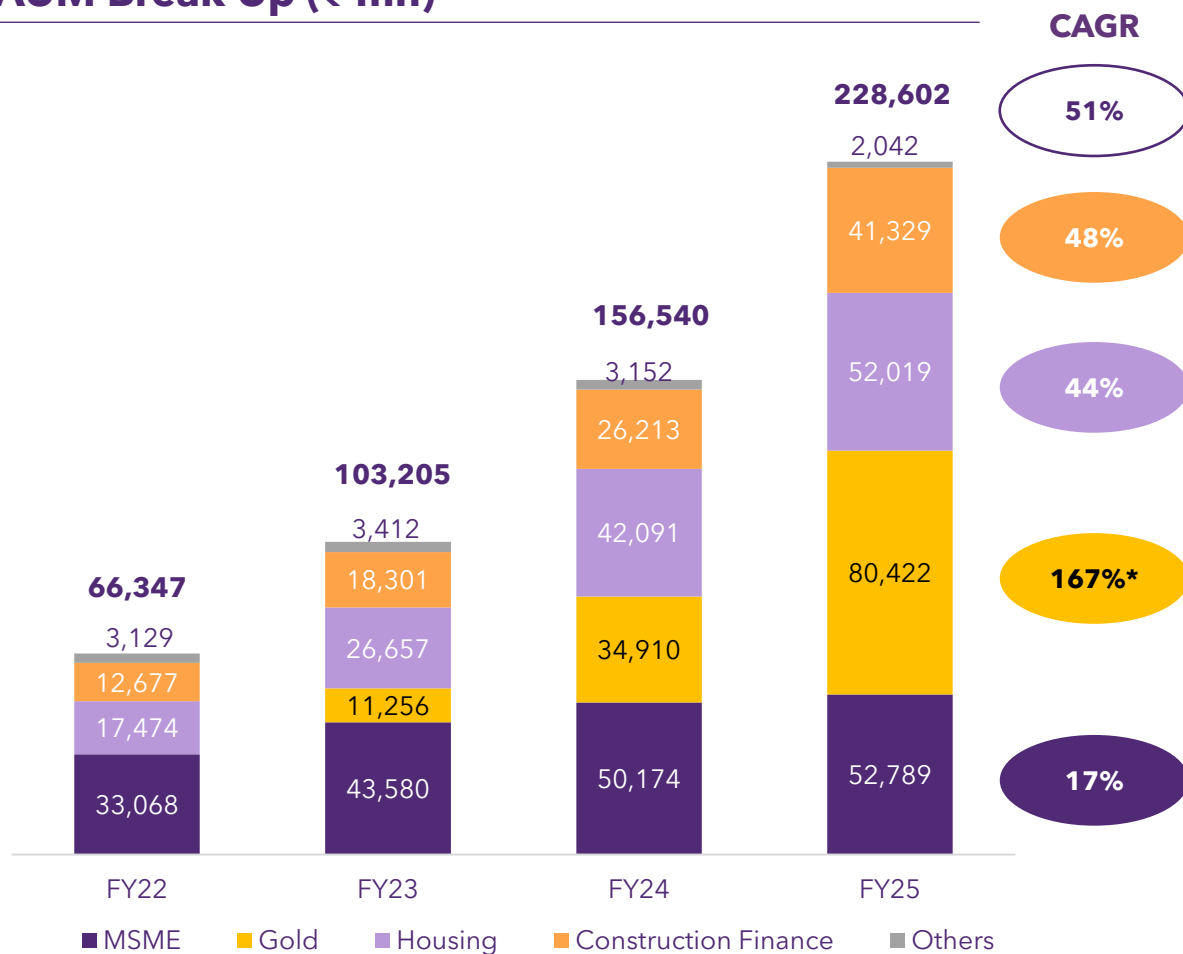


6 Yearly Financial Performance

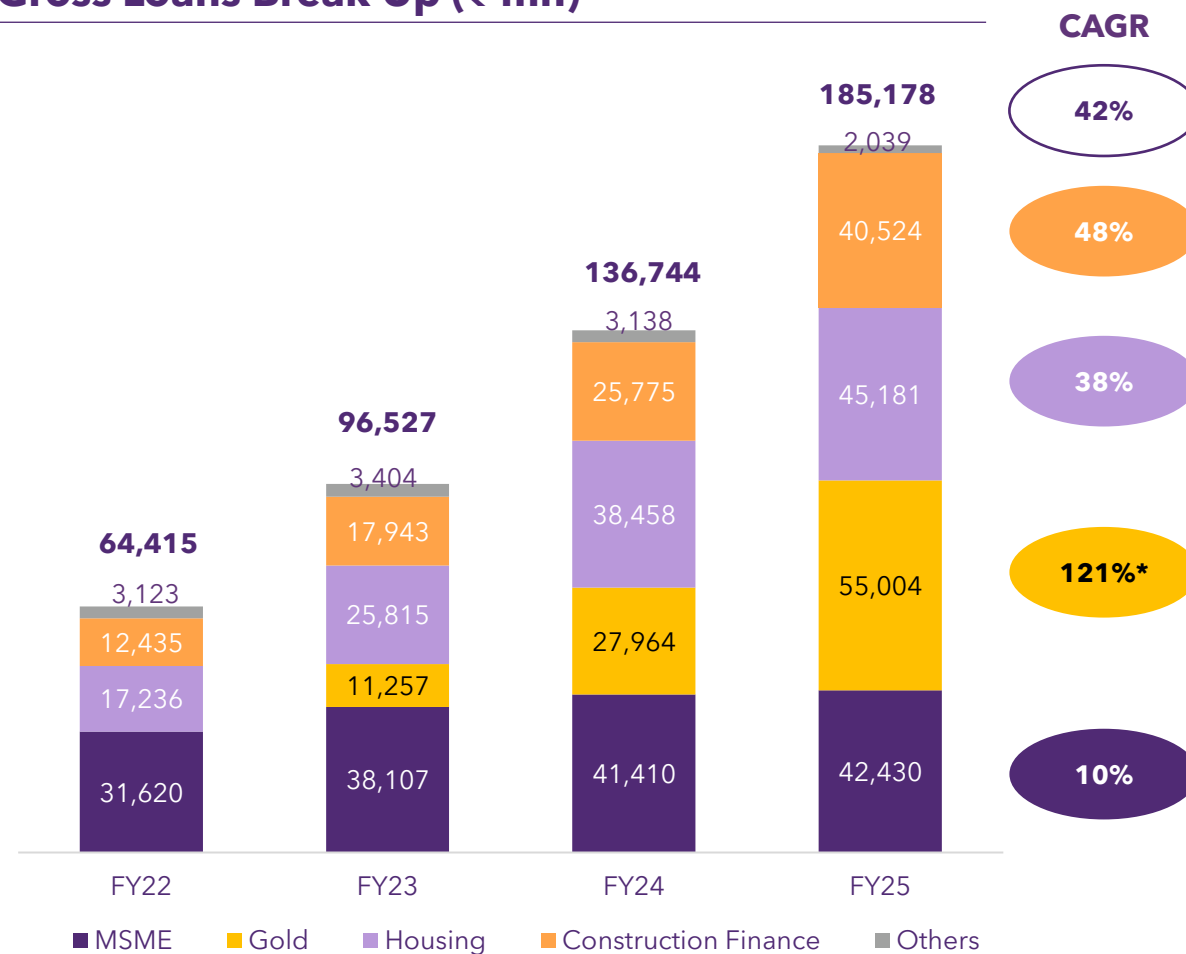
AUM and Loan Growth

Consolidated AUM Up 51% CAGR FY22-25

AUM Break Up (₹ mn)



Gross Loans Break Up (₹ mn)



Note: *CAGR FY23-25

MSME AUM includes 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

Co-lending

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

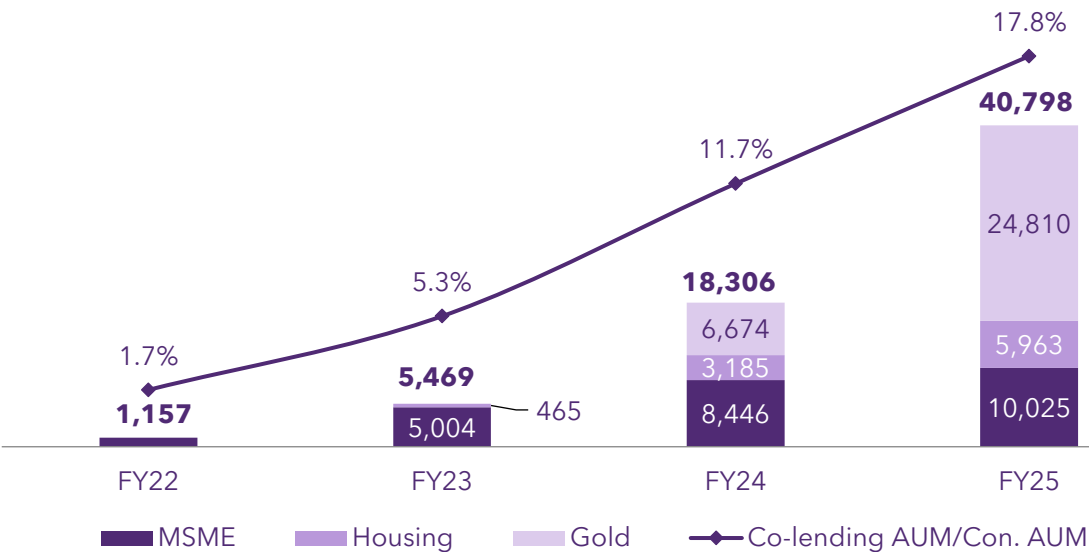
3

Additional source of funds while conserving capital and boost RoE

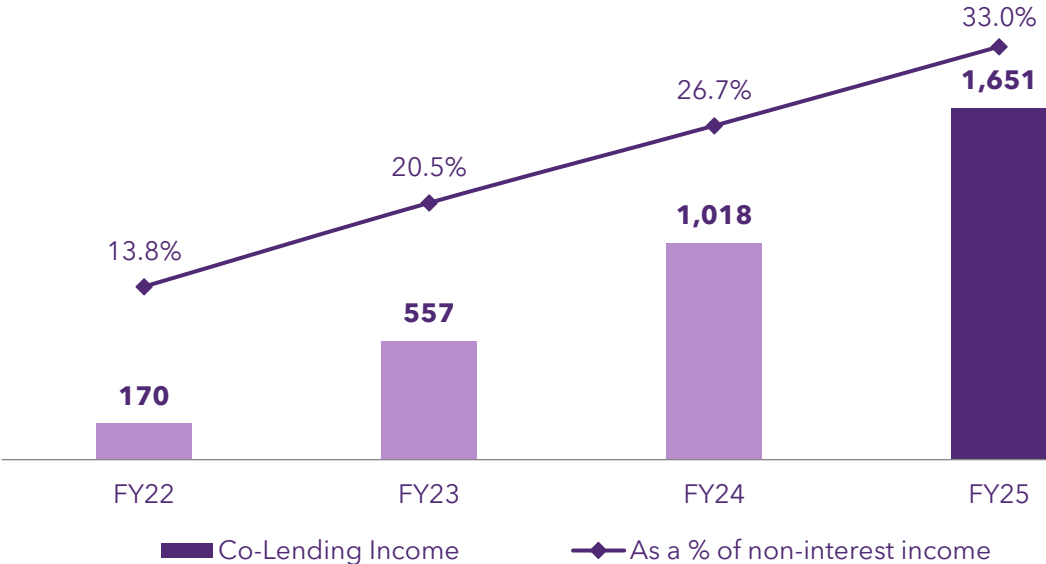
4

Diversification of borrowings

Co-Lending AUM (₹ mn) (% of overall)



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



11 Partner Banks

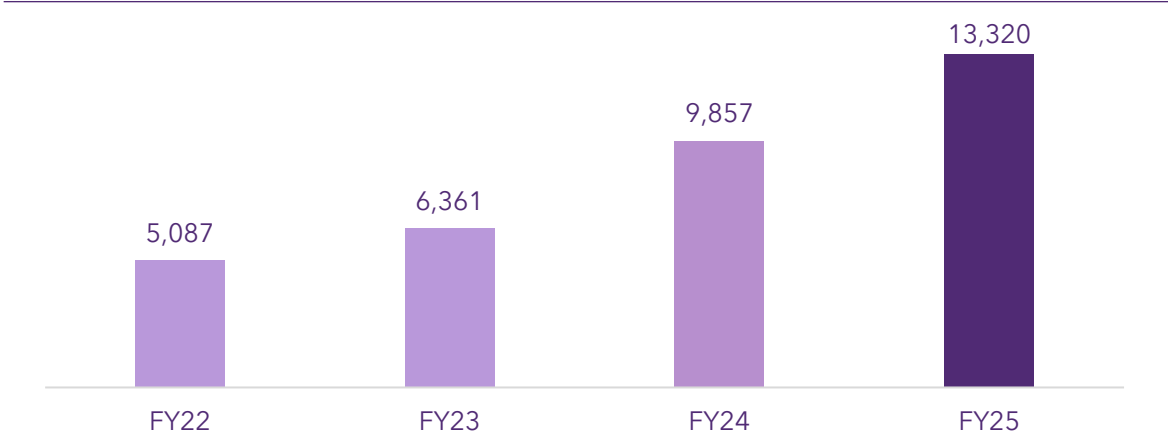


Note: ^Net gain on derecognition of financial instruments

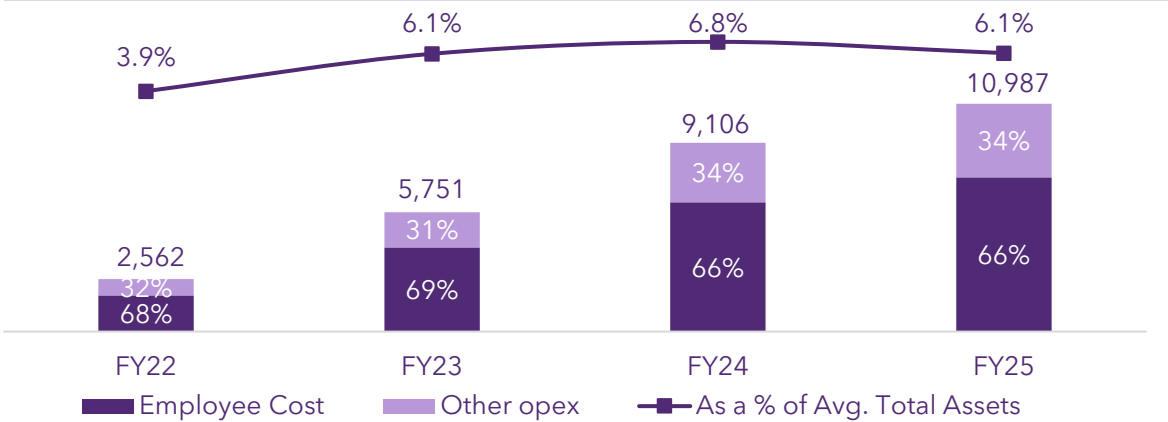
Financial Highlights

High share of non-interest income

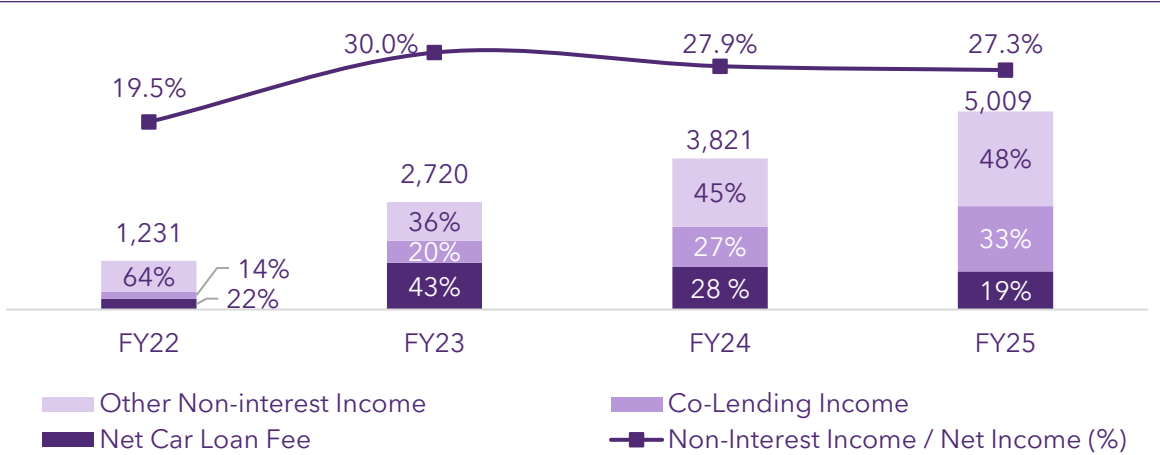
Net Interest Income (₹ mn)



Operating Expense (₹ mn)*

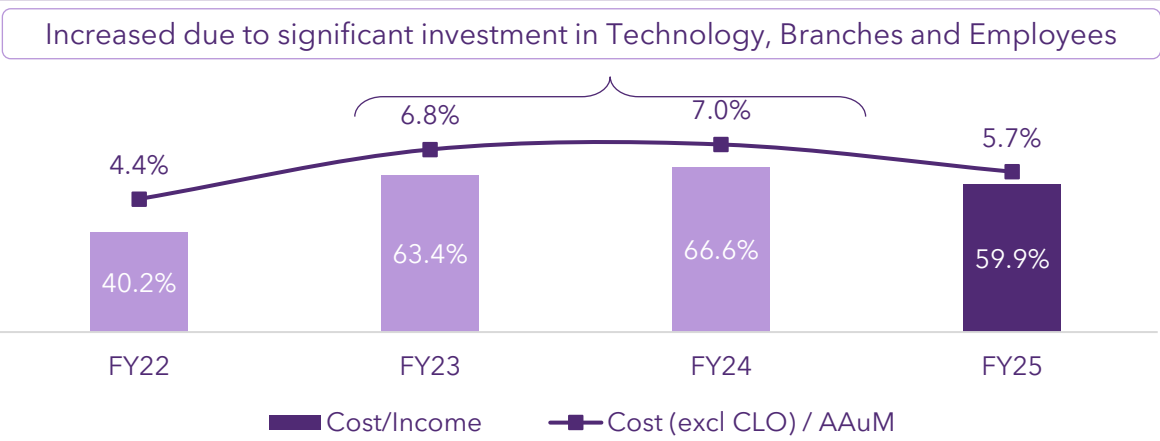


Non-Interest Income^ (₹ mn)



^Adjusted for Car Loan Origination (CLO) Commission Expense

Cost-Income (%)*

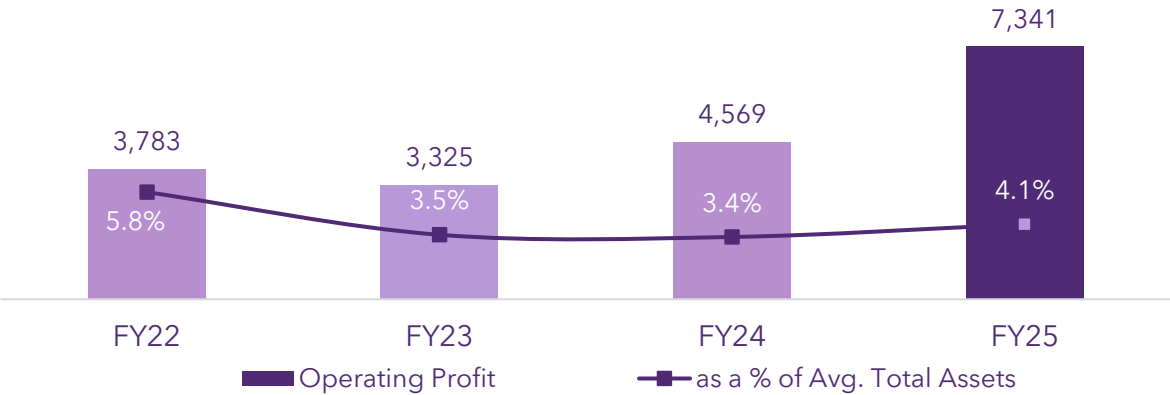


*Excluding Car Loan Origination (CLO) Commission Expense

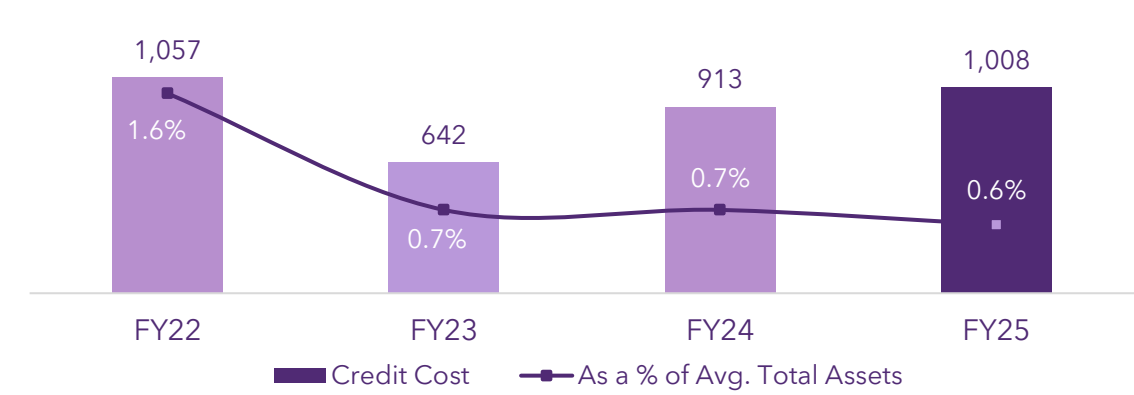
Financial Highlights

Improving Return Metrics

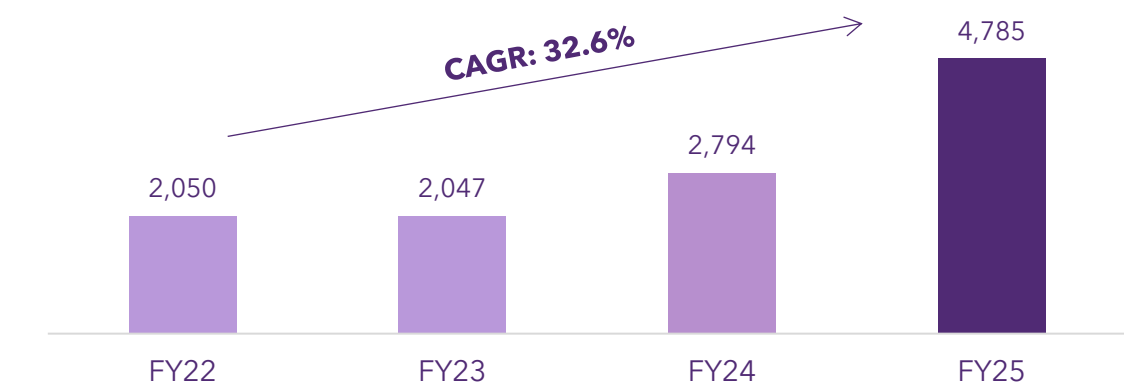
Operating Profit (₹ mn)



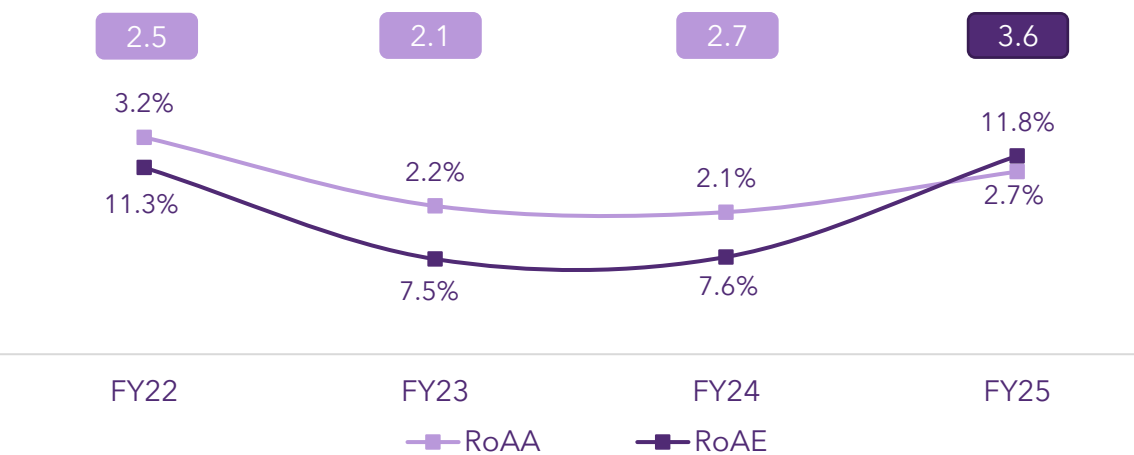
Credit Costs* (₹ mn)



Profit After Tax (₹ mn)



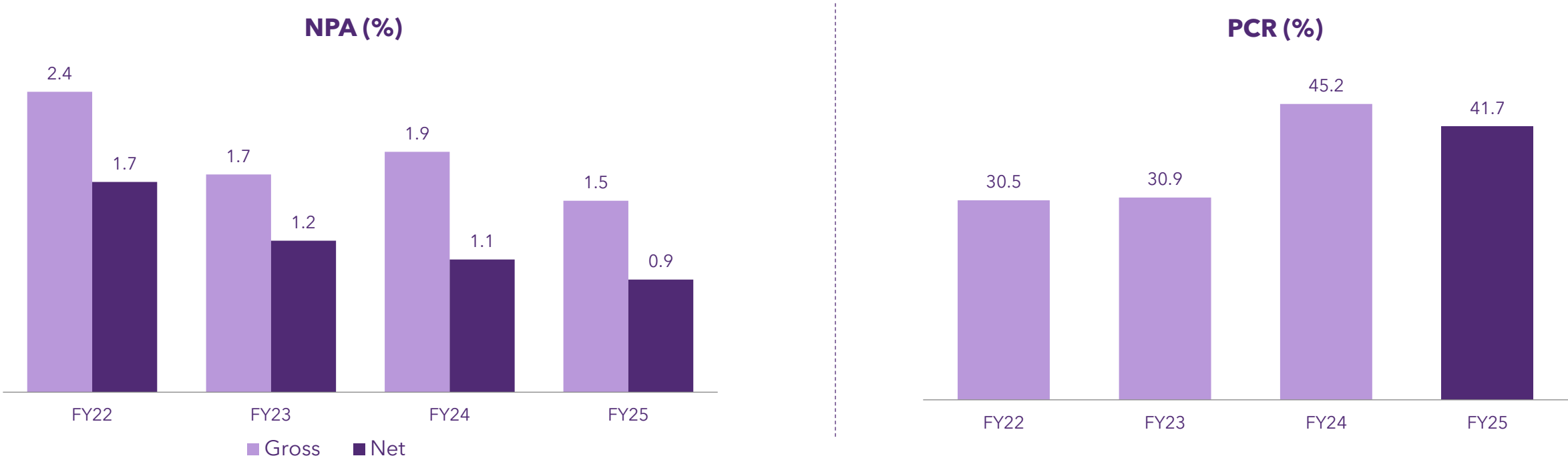
D/E (x) | RoAA (%) | RoAE (%)



Note: *Impairment of financial instruments (expected credit loss)

Prudent Risk Management

Healthy Asset Quality and Adequate Provisioning



Healthy Asset Quality (GNPA/NNPA/PCR)

3.9% / 2.0% / 49.1%

MSME Loan

1.4% / 0.9% / 36.8%

Housing Loan

0.8% / 0.7% / 15.7%

Gold Loan

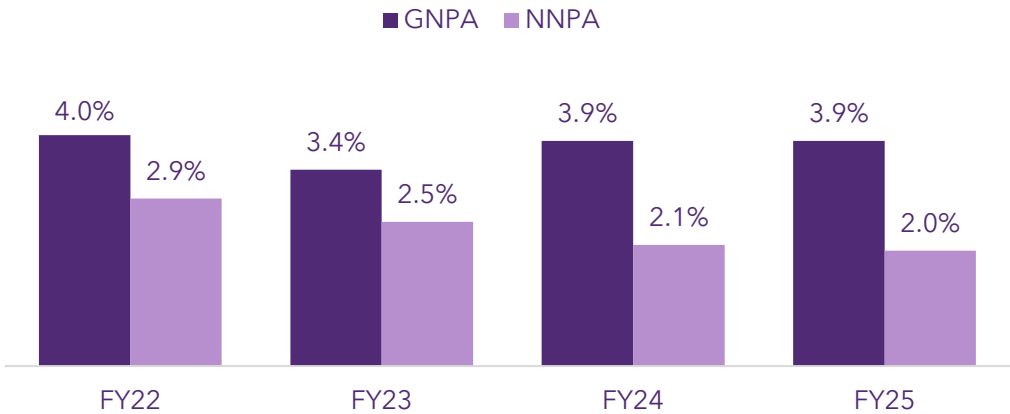
0.2% / 0.1% / 50.0%

Construction Finance

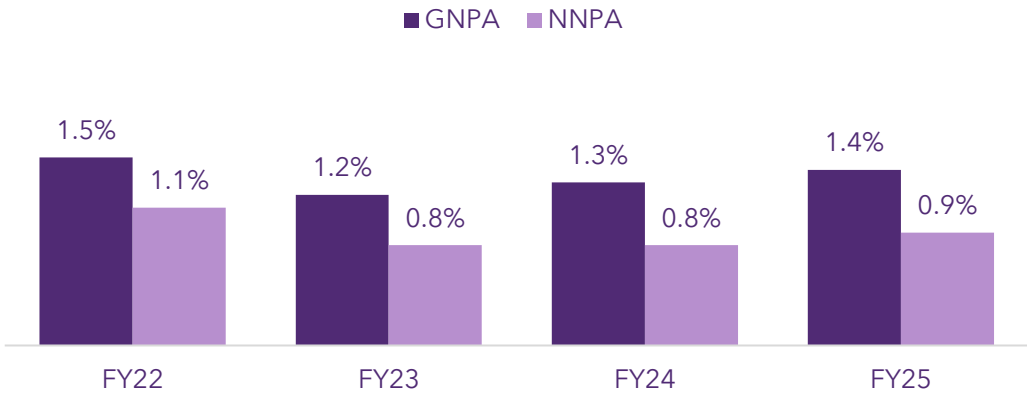
Note: For FY25

Segmental NPAs

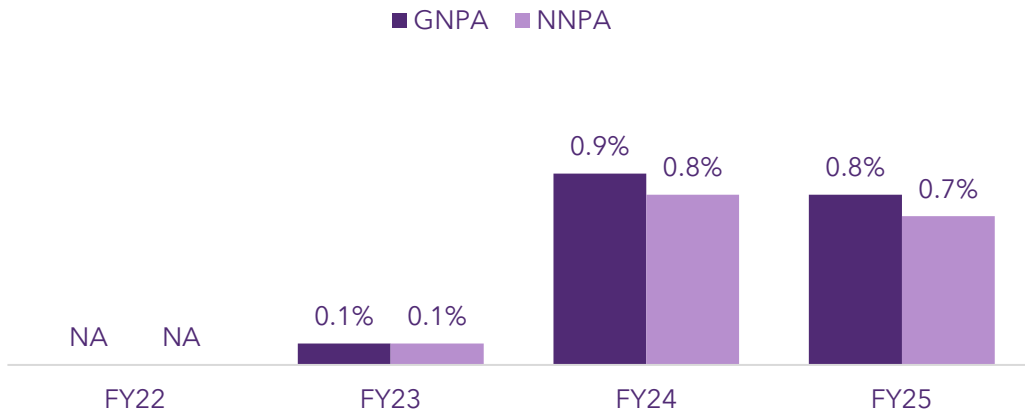
MSME Loan



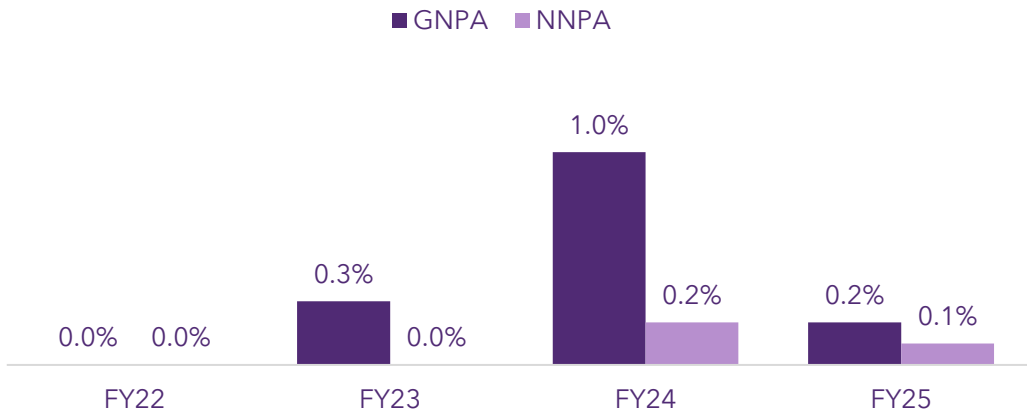
Housing Finance



Gold Loan



Construction Finance



Asset Quality

Maintained Adequate PCR

₹ mn except stated

ECL Analysis As Per IndAS	FY22	FY23	FY24	FY25
Stage 1 & 2 - Gross	63,627	96,028	135,567	184,917
Stage 1 & 2 - ECL Provisions	1,231	1,268	1,364	1,481
Stage 1 & 2 - Net	62,396	94,760	134,202	183,436
Stage 1 & 2 - ECL Provisions %	1.93%	1.32%	1.01%	0.80%
Stage 3 - Gross	1,562	1,704	2,661	2,867
Stage 3 - ECL Provisions	476	526	1,202	1,197
Stage 3 - Net NPA	1,086	1,178	1,458	1,670
Stage 3 - ECL Provisions %	30.5%	30.9%	45.2%	41.7%
Total ECL Provisions	1,707	1,794	2,567	2,678
Stage 3 % - Gross NPA	2.4%	1.7%	1.9%	1.5%
Stage 3 % - Net NPA	1.7%	1.2%	1.1%	0.9%
Restructured Assets	2,161	1,598	1,515	935
Restructured Assets (%)	3.3%	1.6%	1.1%	0.5%
Provision on Restructured Assets	475	331	517	275
Provision on Restructured Assets (%)	22.0%	20.7%	34.1%	29.4%

Note: On consolidated basis

Consolidated Income Statement

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	
Net interest income	3,848	5,087	6,361	9,857	13,320	36.4%
Other income	636	1,231	2,719	3,821	5,009	67.5%
Net Car Loan Fee	-	276	1,179	1,076	963	
Co-lending Income	-	170	557	1,018	1,651	
Other income	636	785	983	1,727	2,395	
Net income	4,484	6,318	9,080	13,677	18,328	42.2%
Operating expenses	1,520	2,536	5,750	9,107	10,987	64.0%
Employee expenses	994	1,746	4,061	6,237	7,430	
Other expenses	526	790	1,690	2,870	3,557	
Operating profit	2,964	3,783	3,330	4,570	7,341	25.4%
Provisions	607	1,057	647	913	1,008	13.5%
ECL provisions	545	618	77	713	635	
Write-offs	62	439	570	199	373	
Profit before tax	2,357	2,726	2,683	3,656	6,333	28.0%
Taxes	588	676	636	862	1,548	
Tax rate (%)	24.9%	24.8%	23.7%	23.6%	24.4%	
Profit after tax	1,770	2,050	2,047	2,794	4,785	28.2%

Consolidated Balance Sheet

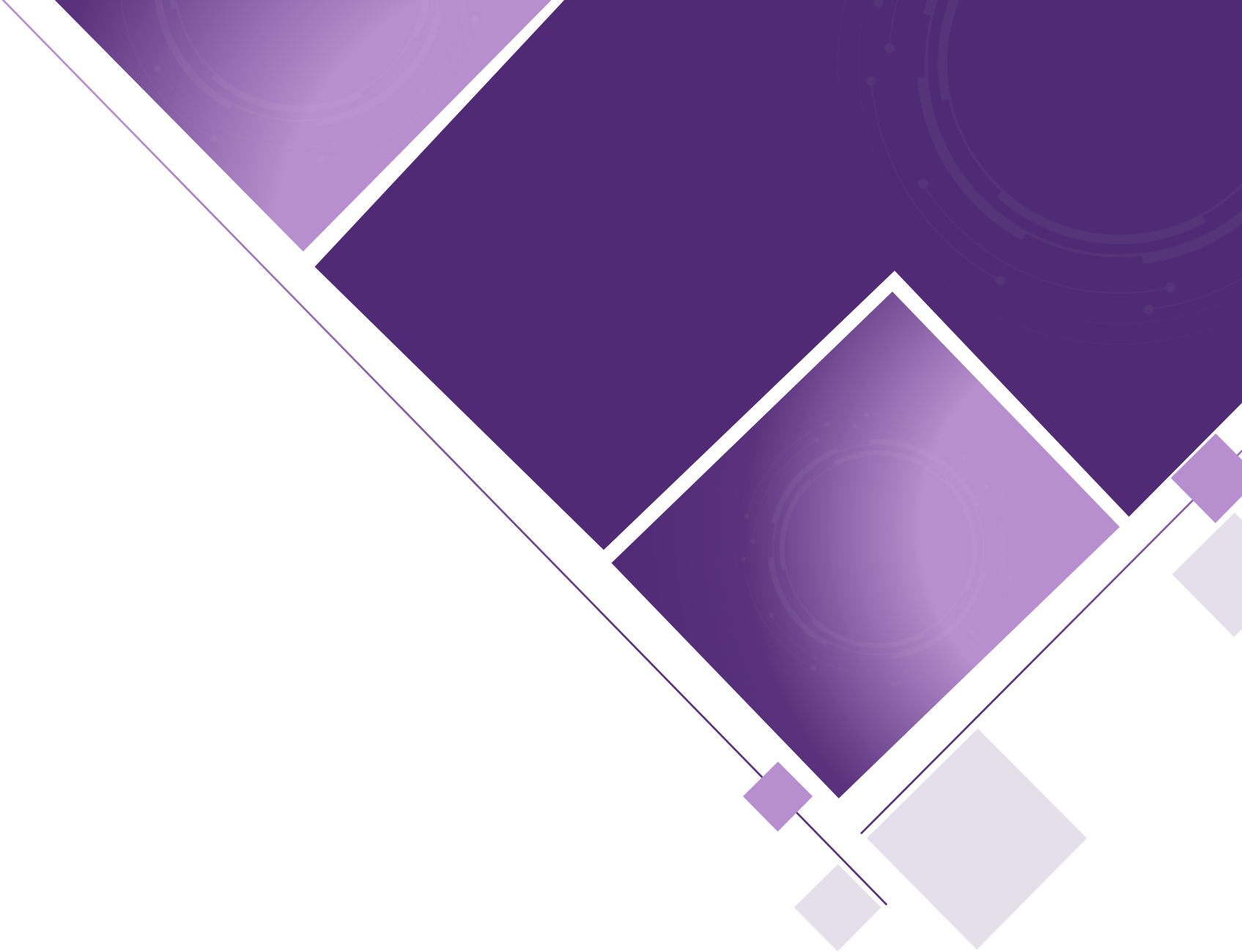
All figures in ₹ mn except stated otherwise

Balance Sheet	FY21	FY22	FY23	FY24	FY25	FY21-25 CAGR
Liabilities						
Paid-up equity	351	351	412	825	825	
Reserves	16,822	18,873	35,242	37,541	42,216	
Networth	17,173	19,225	35,655	38,366	43,041	25.8%
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	
Total liabilities	58,131	71,528	118,013	151,497	208,313	37.6%
Assets						
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	
Total assets	58,131	71,528	118,013	151,497	208,313	37.6%

RoAA Tree

RoAA Tree (%)	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
Net interest income	7.5	7.8	6.7	7.3	7.4
Other Income	1.2	1.9	2.9	2.8	2.8
Net Car Loan Fee	-	0.4	1.2	0.8	0.5
Co-lending Income	-	0.3	0.6	0.8	0.9
Other income	1.2	1.2	1.0	1.3	1.3
Net income	8.7	9.7	9.6	10.2	10.2
Operating expenses	3.0	3.9	6.1	6.8	6.1
Employee expenses	1.9	2.7	4.3	4.6	4.1
Other expenses	1.0	1.2	1.8	2.1	2.0
Operating profit	5.8	5.8	3.5	3.4	4.1
Provisions	1.2	1.6	0.7	0.7	0.6
ECL provisions	1.1	1.0	0.6	0.5	0.4
Write-offs	0.1	0.7	0.1	0.1	0.2
Profit before tax	4.6	4.2	2.8	2.7	3.5
Tax	1.1	1.0	0.6	0.6	0.9
Profit after tax (RoAA)	3.4	3.2	2.2	2.1	2.7

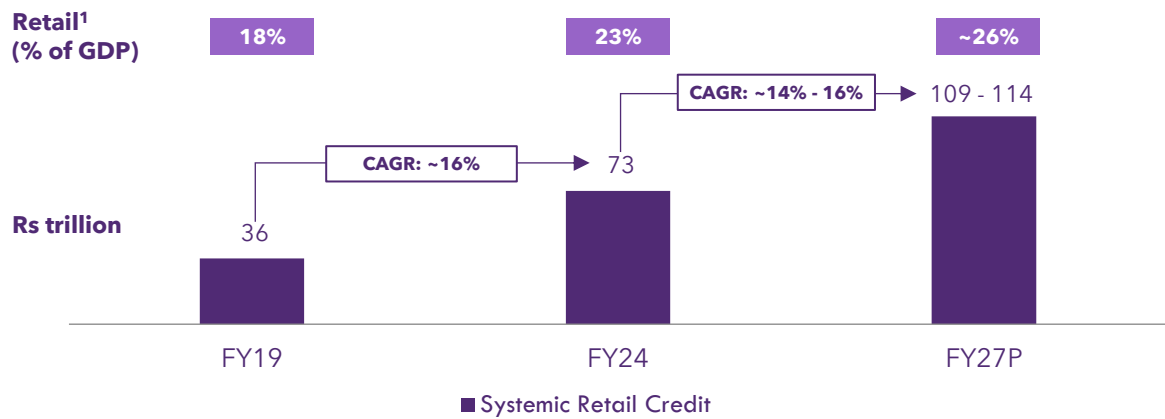
7 Annexure



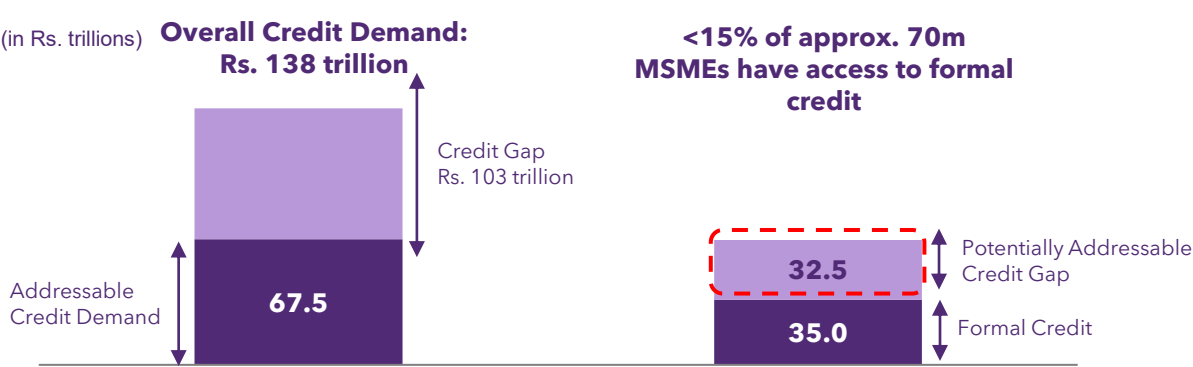
Retail Secured Lending Has Massive Under Penetration

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

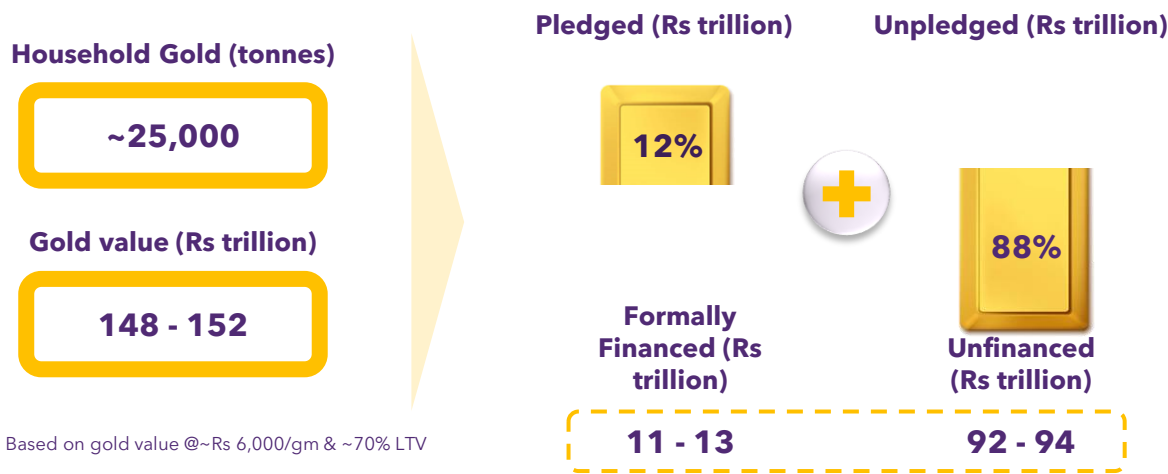
Retail credit to grow on a faster pace compared to overall credit



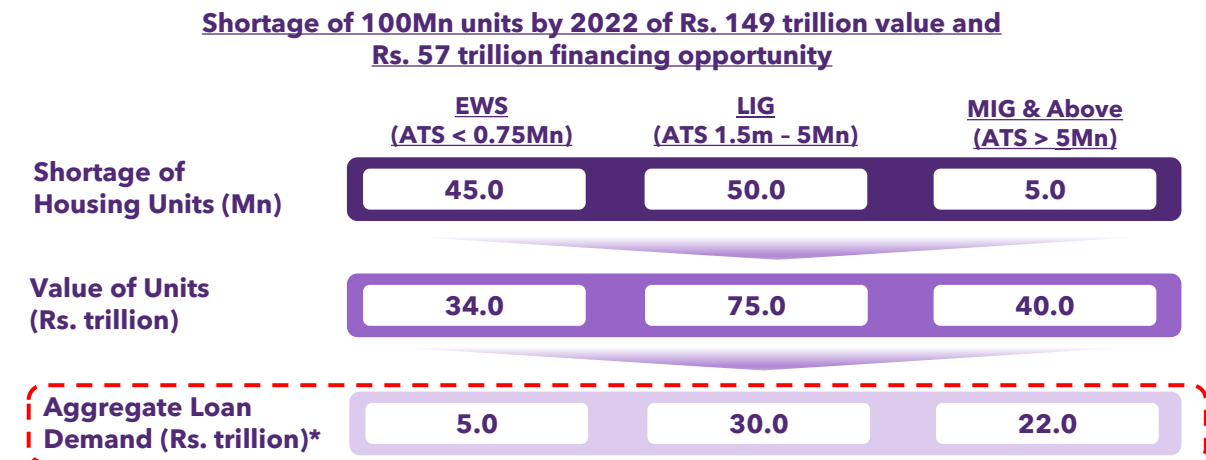
MSME Loan remains underpenetrated with significant credit gap



Gold Loan - large unfinanced household stock of gold




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

NBFCs Well Positioned to Address the Credit Gap and 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



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



High Touch Model – Strong ownership of customers through regular interactions

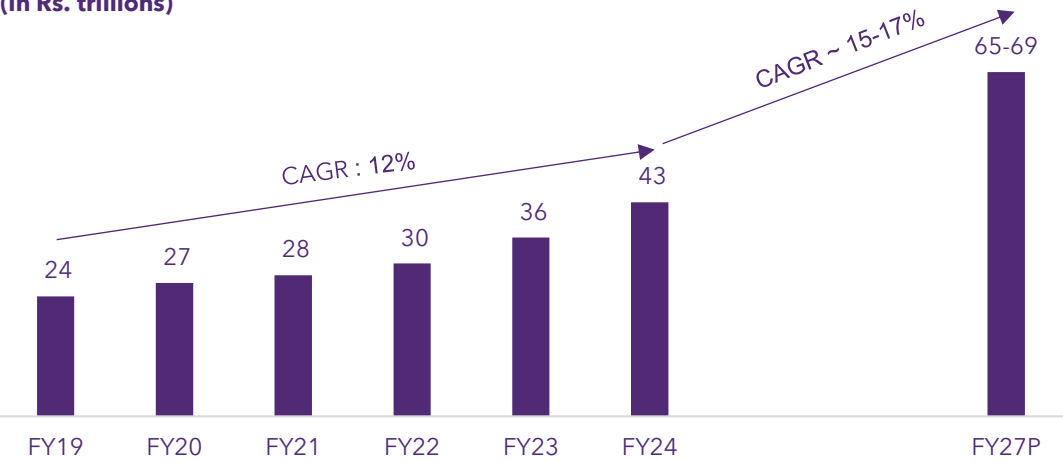


Specialized Underwriting – Assessment of informal income & SORP/SOCP

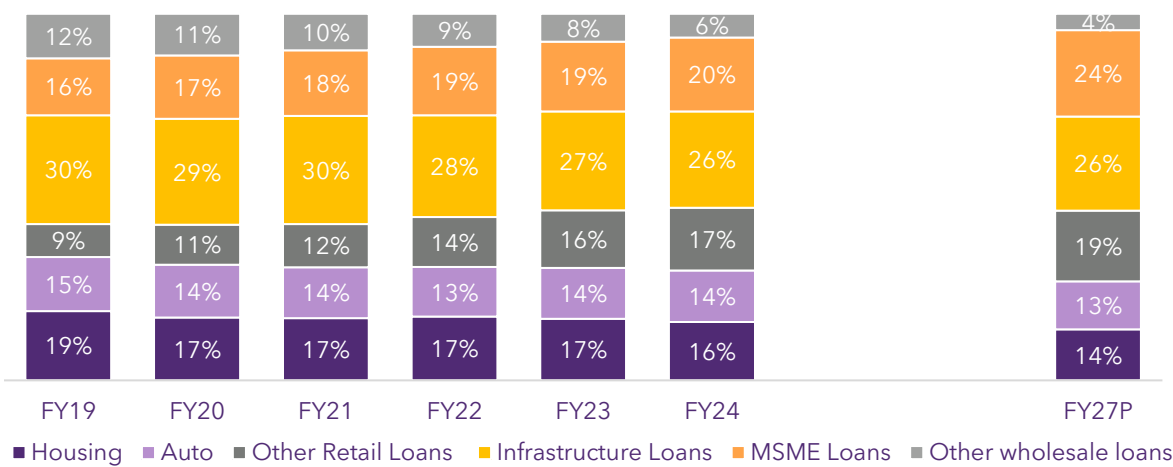
Note: Aspirers include Rs. 0.5-1m per annum income bracket

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

(in Rs. trillions)



Distribution of NBFC Credit across asset classes



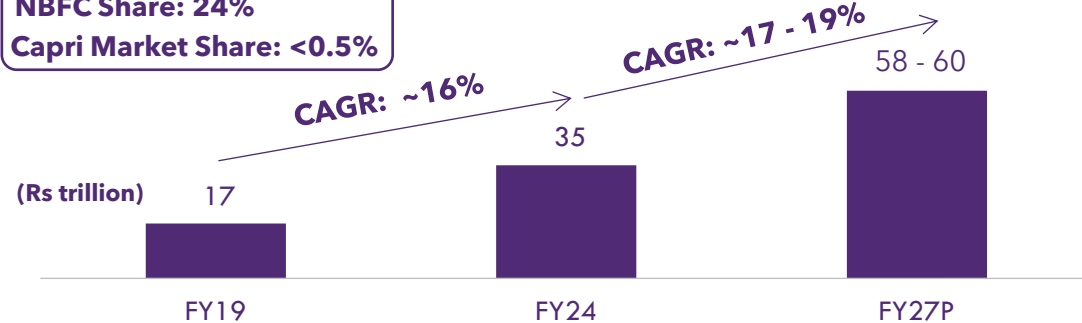
Significant Growth Opportunity in the Focus Segments

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%

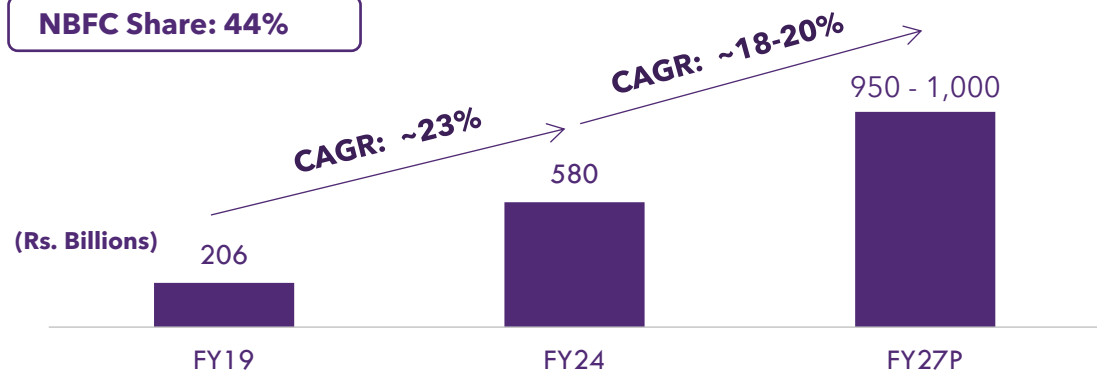


Secured MSME Loan - Rs. 9.8 trillion in FY24 to Rs. 16.0 trillion in FY27P (CAGR of 16-18%)
NBFC Market share: 37%



Industry Micro LAP Loan (<Rs 0.5mn)

NBFC Share: 44%

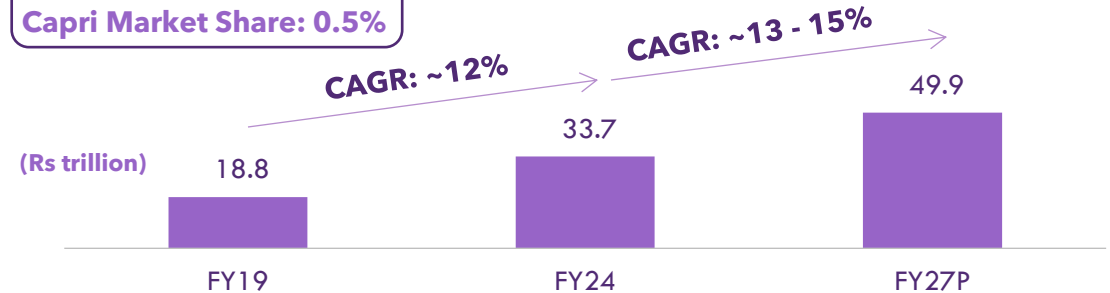


Potential Market expected to be Rs 22 trillion



Industry Housing Loan

HFC Share: 20%
Capri Market Share: 0.5%

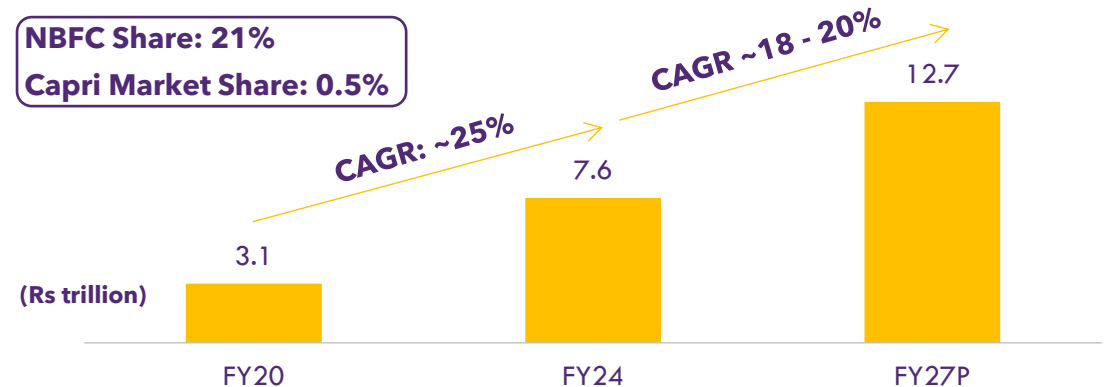


Affordable Housing Loans (ATS <2.0 Mn): Rs. 7.8 trillion in FY24, Rs. 9.6 trillion in FY27 comprising 23% market share of overall Housing Loan segment



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

Building the Brand Capri Loans

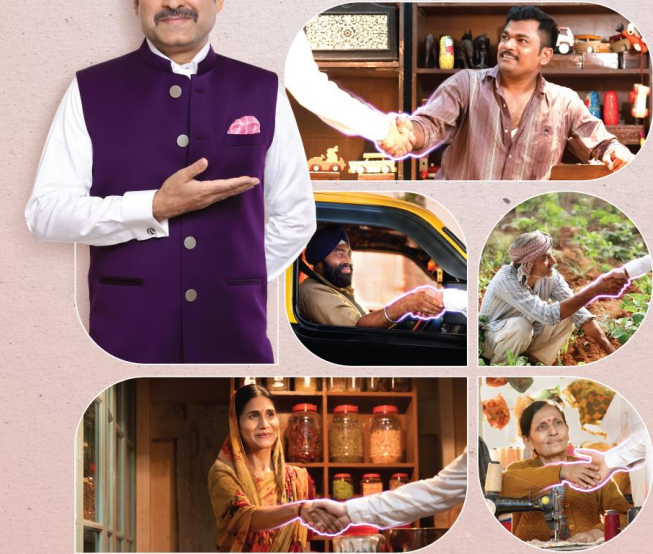
#TarrakiKeHaath

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*

Awards



"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

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Thank You!

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