



CAPITALINDIA

Rediscover Business

Corporate Presentation

Disclaimer



This presentation is not a prospectus, a statement in lieu of a prospectus, an offering circular / memorandum, an advertisement, an offer, an invitation to offer or an offer document in terms of the Companies Act, 2013, the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2009, as amended from time to time, or any other applicable law in India. This presentation does not constitute or form part of, and should not be construed as, directly or indirectly, any offer or invitation or inducement to sell or issue any securities or an offer / solicitation of any offer, to purchase or sell any securities.

This presentation should not be considered as a recommendation that any person should subscribe or purchase any securities of this Company, its subsidiaries and / or the promoter companies/entities of this Company (collectively, the "Group") and should not be used as a basis for any investment decision. The information contained in this presentation is only current as of its date, unless specified otherwise, and has not been independently verified. Please note that, you will not be updated in the event the information in the presentation becomes stale. You must make your own assessment of the relevance, accuracy and adequacy of the information contained in this presentation and make such independent investigation as you may consider necessary or appropriate for such purpose. Moreover, no express or implied representation or warranty is made as to, and no reliance should be placed on, the accuracy, fairness or completeness of the information presented or contained in this presentation. Further, past performance is not necessarily indicative of future results.

Any opinions expressed in this presentation or the contents of this presentation are subject to change without notice. The presentation should not be construed as legal, tax, investment or other advice. None of the Group or any of its affiliates, advisers or representatives accepts any liability whatsoever for any loss howsoever arising from any information presented or contained in this presentation. Furthermore, no person is authorized to give any information or make any representation which is not contained in, or is inconsistent with, this presentation. Any such extraneous or inconsistent information or representation, if given or made, should not be relied upon as having been authorized by or on behalf of the Group.

The distribution of this presentation in certain jurisdictions may be restricted by law. Accordingly, any persons in possession of this presentation should inform themselves about and observe any such restrictions.

This presentation contains certain statements of future expectations and other forward-looking statements, including those relating to the Group's general business plans and strategy, its future financial conditions, growth prospects and future developments in its sectors and its competitive and regulatory environment. In addition to statements which are forward looking by reason of context, the words such as 'may', 'will', 'should', 'expects', 'plans', 'intends', 'anticipates', 'believes', 'estimates', 'predicts', 'potential' 'continue' and similar expressions identify forward- looking statements. All forward-looking statements are subject to risks, uncertainties and assumptions that could cause actual results, performances or events to differ materially from the results contemplated by the such statements. The factors which may affect the results contemplated by the forward-looking statements could include, inter alia future changes or developments in (i) the Group's business, (ii) the Group's regulatory and competitive environment, (iii) the information technology service sector, and (iv) the political, economic, legal and social conditions in India. Given the risks, uncertainties and other factors, viewers of this presentation are cautioned not to place undue reliance on these forward-looking statements.



Contents

01 | About Us

Overview.....	5
Our History.....	6
Group Structure.....	7

03 | Group Insights

Our Strategy.....	14
Risk Philosophy.....	15
Capital India Finance Limited.....	16
Capital India Home Loans Limited.....	20
RapiPay.....	24
CIFL Financials.....	32

Business Finance.....	9
Urban Infrastructure.....	10
Housing Finance.....	11
FinTech – Payments.....	12

02 | Market Overview and Opportunities

Our Board of Directors.....	36
Our Management Team.....	37

04 | Our Team



About Us

[Overview](#)

[Our History](#)

[Group Structure](#)



Overview

- Capital India, with over two decades of experience, focuses on empowering individuals, Indian enterprises and corporates, with bespoke financial solutions
- We provide an array of financial services and funding solutions while serving the underserved populace

Our Focus and Business approach

Value creation for our customers and shareholders

01

Customized financing and payment solutions

02

Partner with new age businesses and entrepreneurs

03

Build relationships with customers and participate in their growth story

04

BSE Listed

₹4.9 Bn*
Loan Book

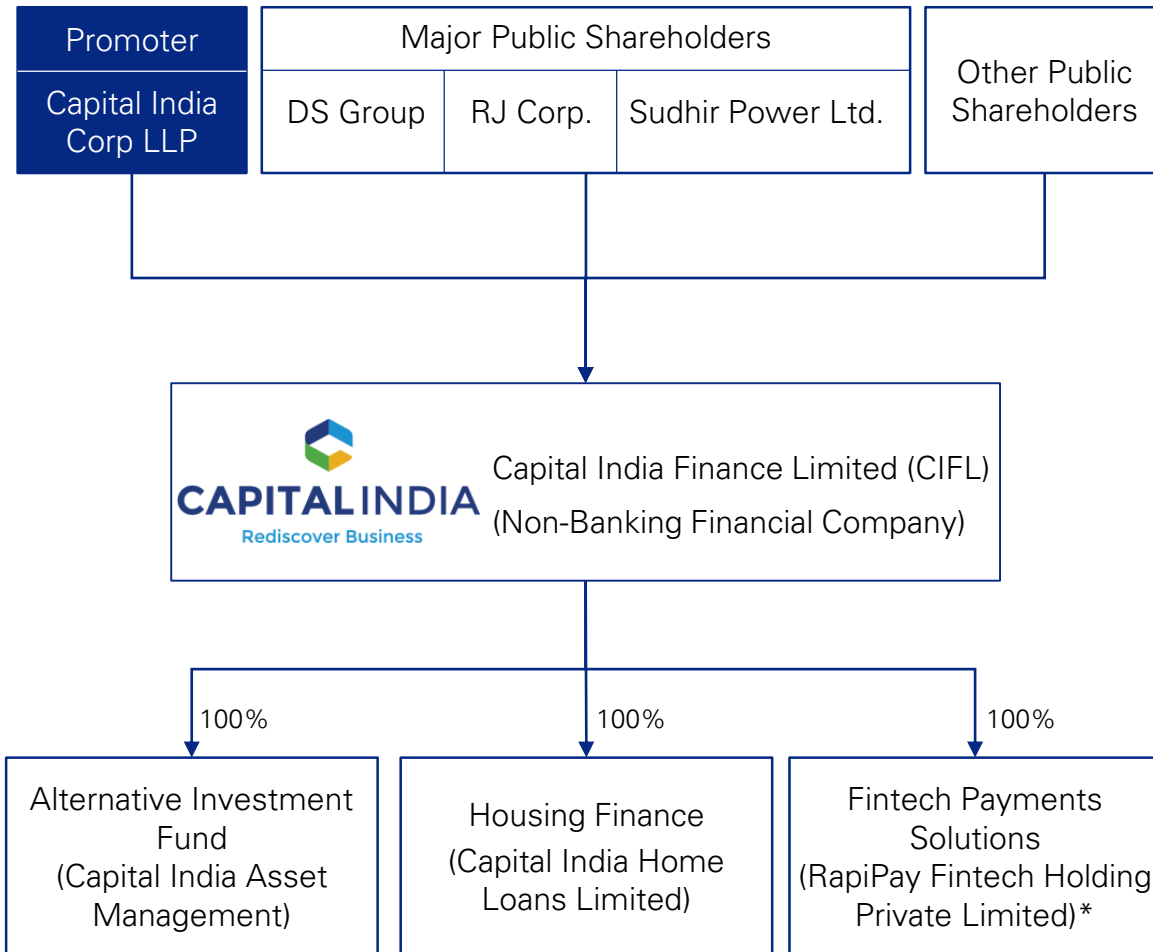
Acuite A-
Rating
for debt up to ₹5 Bn

₹5.2 Bn*
Net Worth

**as on 31st December 2019*



Group Structure



*owns majority stake in RapiPay Fintech Private Limited

Capital India Corp LLP

- Capital India Corp LLP is promoted by Mr. and Mrs. Narvar. Mr. Narvar has rich experience in Construction and infrastructure sector in India
- Under his leadership Trident Realty group has delivered real estate projects of 2.5 Mn sq. ft. area in NCR, and 7 Mn sq. ft. of Residential and Commercial Space in Mumbai through the group company Sahyog Homes Limited

RJ Corp.

- RJ Corp, led by Mr. Ravi Kant Jaipuria, is a diversified business conglomerate with thriving businesses in beverages, fast-food restaurants, retail, ice-cream, dairy products, healthcare and education. RJ Corp group has a turnover of over \$1.4 Bn
- Varun Beverages and Devyani International are some of the jewels of RJ Corp which have been recognized players in their respective markets

Dharampal Satyapal Group












- Dharampal Satyapal Group (DS Group) is a conglomerate with presence in diverse industry sectors
- DS Group has strong presence in high growth sectors such as F&B which includes Spices, Beverages, Confectionary, Dairy, Mouth Fresheners, Hospitality, Tobacco, Packaging and Agro forestry. It owns several popular brands in food sector such as Catch, Passpass, Rajnigandha and Pulse

Sudhir Power Ltd.

- Sudhir Power is a renowned name for three decades in Power Generation sector and has been providing complete turnkey electrical solutions, right from Generation and Distribution to Electrification
- It has a revenue of over ₹1.5 Bn Sudhir power has significant collaborations, and license agreements with select industry giants, including Cummins for Generators, Schneider for Packaged Sub Stations and HT Panels

Our History



 <p>Public issue & Listing of Equity shares on BSE.</p> <p>January 1995</p>	 <p>Change of Name of the Company from Bhilwara Tex-Fin Limited to Capital India Finance Limited.</p> <p>August 2017</p>	 <p>Completion of acquisition of shares from the erstwhile promoter and through open offer from public by Capital India Corp LLP.</p> <p>December 2017</p>	 <p>“A-” Rating from ACUITE (Formerly SMERA) for our long term borrowings program.</p> <p>August 2018</p>	 <p>Received Housing Finance Company (HFC) license from RBI for subsidiary Capital India Home Loans.</p> <p>February 2019</p>	 <p>Approval from SEBI for CAT II AIF (New India Opportunity Fund)</p> <p>October 2019</p>
<p>November 1994</p>  <p>Incorporated as Bhilwara Tex-Fin Limited, a Public Limited Company under the Indian Companies Act, 1956.</p>	<p>February 2005</p>  <p>Open Offer by Sainik Mining and Allied Services Limited to the shareholders of the M/s. Bhilwara Tex-Fin Limited and became Promoter of the Company.</p>	<p>November 2017</p> <p>New Management took over the control with appointment of new Board.</p>	<p>June 2018</p> <p>Equity infusion of ₹2.5 Bn through preferential route.</p>	 <p>January 2019</p> <p>Equity Infusion of ~ ₹2.5 Bn through Rights Issue.</p> 	<p>September 2019</p> <p>Investment in RapiPay Fintech Pvt. Ltd.</p> 



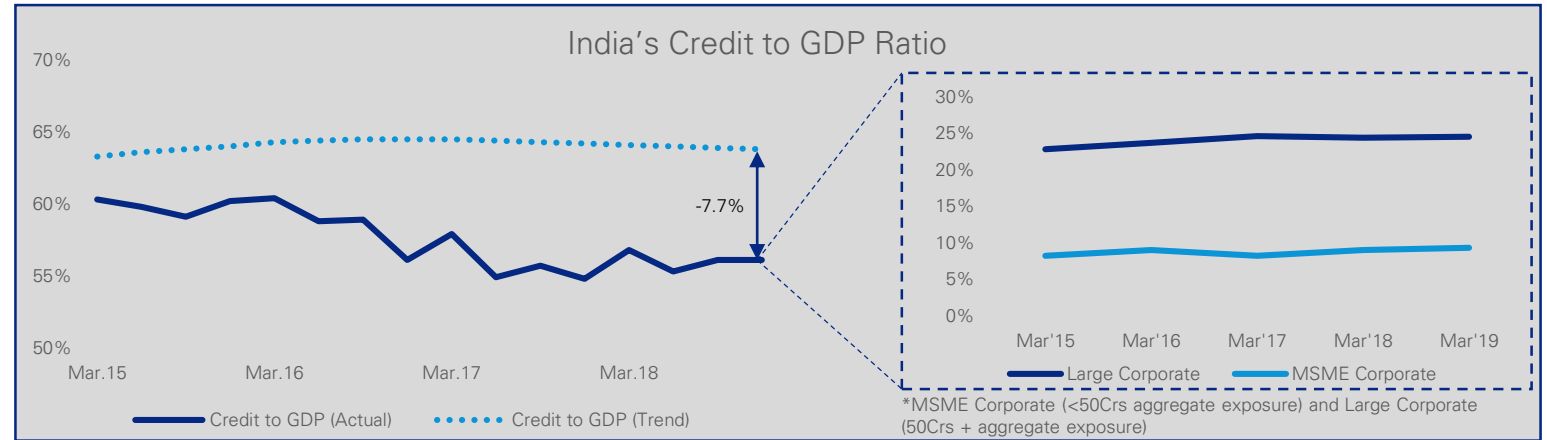
Market Overview and Opportunity

Business Finance
Urban Infrastructure
Housing Finance

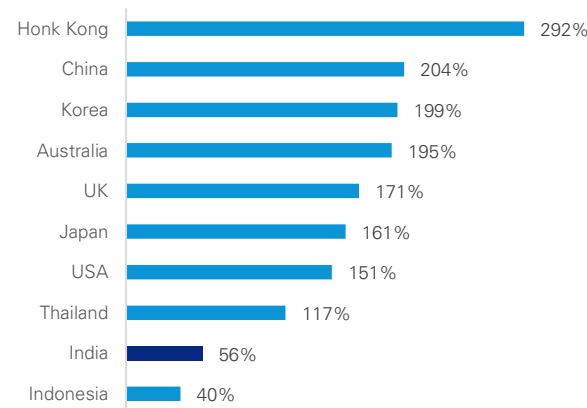
Business Finance



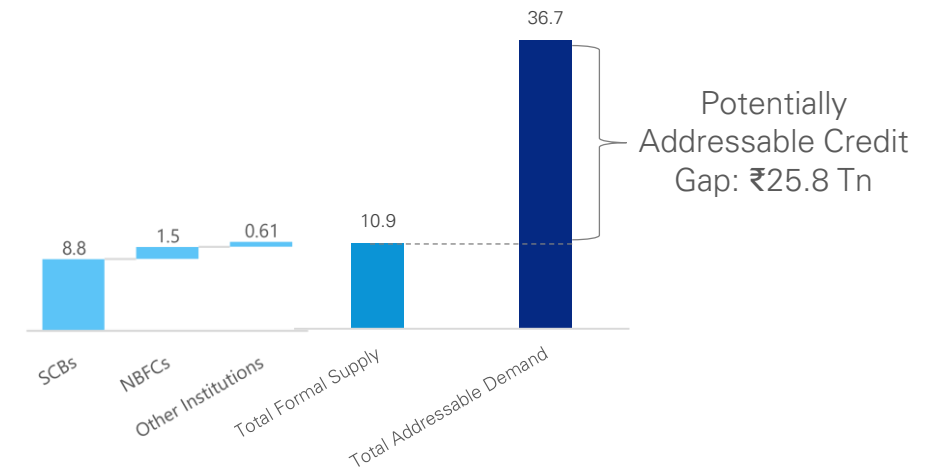
- India's Credit to GDP ratio has been diverging below its trend levels
- With the Government's aim of making India a \$5 trillion economy by 2025, the outstanding credit would need to double in absolute terms to even match the existing Credit to GDP trend level (of 65%)
- This will translate to an incremental credit flow of \$1.7 Tn into the economy over next 5 years, of which Large Corporates would need c.\$400 Bn and the MSME c.\$125 Bn
- As an NBFC, we believe we have an important role to play in nation building
- Our understanding of businesses and their credit needs gives us an edge and makes us the perfect platform for delivering credit in their high-growth potential businesses



Corporate Debt Levels (% of GDP) in India is Low



Potentially Addressable Credit Gap in the MSME Sector (₹ Tn)



Source: RBI Annual Report 2019, BIS, CIBIL – SIDBI MSME Pulse July 2019, IFC Report (Financing India's MSMEs)

Urban Infrastructure



“India will experience the largest wave of urbanization in the world in the next two decades. It is a challenge, but also a huge responsibility and opportunity” – Prime Minister of India, 31st May 2018

- At current rate of growth, urban population in India is estimated to reach a staggering 575 Mn by 2030
- Forming just about 1.5 - 1.7% of the country's GDP compared with the Asia's average of 5.7%, urban infrastructure grossly falls short of estimated funding requirements*
- Central Government has identified infrastructure projects for ₹102 Tn (about \$1.4 Tn) worth investment to be made by 2024-25 as India aims to become a \$5 Tn economy
- This, in comparison is 27% more than what India spent on infrastructure (\$1.1 Tn) during last decade
- Public financing continues to be the principal mode of financing urban infrastructure while the private sector participation remains meagre and needs to go up

<p><u>Real Estate</u></p> <ul style="list-style-type: none"> With rising working capital needs post GST & RERA, developers are seeking government's intervention to inject liquidity in the sector while banks continue to shy away Recent announcement of fund injection may not be able to address needs of all 	<p><u>Healthcare</u></p> <ul style="list-style-type: none"> With creation of World's largest healthcare scheme, government's intention to provide for public health is undoubtful However, with availability of just 0.9 hospital beds per 1,000 people, there is need of huge investment in healthcare
<p><u>Hospitality</u></p> <ul style="list-style-type: none"> India's growing disposable income and estimated urbanization provide ample opportunities in this space For hospitality properties such as hotels and resorts, financing can be a complex and time-consuming process 	<p><u>Education</u></p> <ul style="list-style-type: none"> India's education sector is expected to reach \$101.1 Bn in FY19 The issue of financing of physical infrastructure is of utmost importance to the growth and development of education in India

CAPITAL INDIA
Rediscover Business









Capital India is poised to deal with the complex financing needs of businesses and contribute to the growth of nation owing to rich experience of its management in these sectors

*As per Urban Development Background Note - Apr'18, Ministry of Finance, includes urban water supply, wastewater disposal services, solid waste management, roads and other ancillary infrastructure
Source: Ministry Of Housing And Urban Affairs (Annual Report 2018-19), Urban Development Background Note - Ministry of Finance, IEBF, World Bank



Housing Finance

At ₹11.8 Tn, home loans made up 52.4% of total outstanding bank advances as of Jun'19. To meet the current investment shortfall, credit flow from NBFCs will need to go up.

NBFC credit penetration <i>as % of respective GDPs</i>		Mortgage to GDP Ratio	
	UK: 264%		China: 20%
	USA: 74%		Thailand: 17%
	Japan: 130%		Malaysia: 34%
	India: 13%		India: 9%
India has abysmal credit penetration		India has relatively low ratio in the region	

- The current estimate of the housing shortage in urban areas is around 10 Mn units. Investment of ₹120 Tn required to address the housing shortage
- Most of the housing shortage lies in the Economically Weaker Section (EWS) and Lower Income Group (LIG) segment
- As of July 2019, 8.36 Mn houses have been sanctioned under the “Housing for All” initiative and the y-o-y growth of housing loans was at 18.9%
- The housing finance space as a result of ongoing slowdown in the real estate sector is expected to emerge as a mature market with serious players left in the business
- With many HFCs slowing disbursements to the sector owing to tight liquidity, Capital India Home Loans (CIHL) is placed in a favorable position to enter this space in its next growth phase and become a market leader
- With our superior customer servicing coupled with an effective recovery mechanism, we aim to build a quality portfolio of housing loans through our offerings

Source: RBI, CIBIL Research



FinTech - Payments

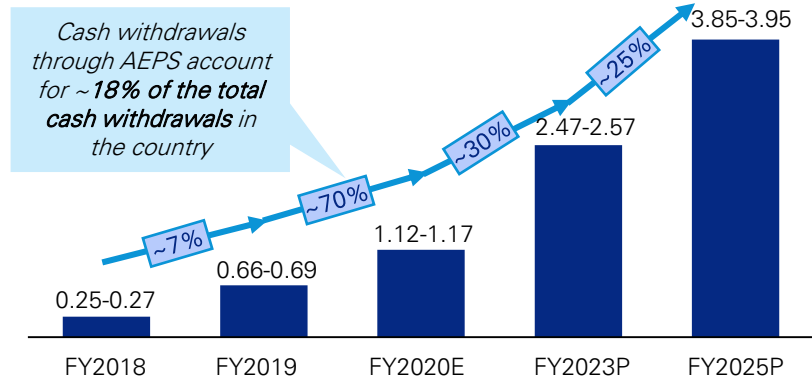
FinTech is a dynamic segment of the financial services sector that is gaining significant momentum and disrupting the traditional financial services value chain. New FinTech companies and market activity are reconstituting the competitive landscape, blurring the identity of a player in the financial services sector.

Aadhar enabled Payment System (AePS) boom:

- The payment channel developed by NPCI in 2015 works as cash points for rural bank customers where they can withdraw cash from their Aadhar linked bank accounts simply by scanning their fingerprints at biometric compatible point of sale (POS) devices
- Owing the very low ATM penetration rate of 18% in rural India, AePS is proving to be instrumental in financial inclusion
- AePS penetration at 800 Mn customers vs 80 Mn of UPI

Aadhar Enabled Payment Systems (AEPS) market (under B2B2C model), GMV (₹ tn)

Source: Numbers for FY2018-20 are basis retail payment statistics on NPCI platform; FY2023-25 is estimated basis inputs received via market conversation



Source: RBI, CIFL Research, NPCI, Nielson

- The Business Correspondent (BC or Agent) model is an innovative solution that developing nations have come out with to drive the financial inclusion for the underbanked
- In India, as per Nielson report, of the 120 Mn migrant workers, more than 80% are from inadequately connected rural areas and they account for 80% of the country's domestic remittances
- The BC model brings the transaction touch-point closer to this set of customers that is available even at non-banking hours
- A remitter can transfer upto ₹5,000 per transaction with a monthly cap of ₹ 25,000, thus making Domestic Money Transfer (DMT) a ₹400 Bn annual opportunity
- RapiPay has positioned itself among few players with pan India presence through its agents



Group Insights

Our Strategy

Risk Philosophy

Capital India Finance Limited

Capital India Home Loans Limited

RapiPay Fintech Private Limited

Consolidated Financials

Our Strategy



Long term partnerships

Act as a long term and active financing partner with an entrepreneurial mindset. Partnering promoters and local businesses with financing solutions that align interests and enable the business achieve its strategic growth objectives.

Supporting the growth of India's underserved populace through financing solutions

There exists a sizable underserved populace, the financing needs of which are unmet through traditional financial institutions. We intend to bridge this gap, with customized financing solutions for the strata.

Continuous assessment & appraisals

Focus on continuous asset monitoring, rigorous risk assessment and constant appraisals to detect and act early on warning signs. Use technology innovations to build systems & processes with limited human-led assumptions and decision making.

Leveraging technology to achieve the best results

Focus on unlocking value through V-I-T-A-L (Value-creation, Innovation, Technology, Acceleration and Leadership) IT and systems.



Risk Philosophy

Risk Management

Our well-defined Risk Management Framework lays down the processes, policies and governance standards for successful management of risk across all functions. It includes periodic reporting to the Board & Risk Management Committee (RMC) about the risks faced by the company and remedial measures taken.

Leveraging Technology

We have implemented an enterprise wide loan management system – OmniFin which aids our decision-making by acting as the single platform for operational support. The Fintech arm has inhouse team of developers who have designed a customised CMS portal for credit processing and monitoring.



Dedicated credit and constant monitoring team to review and approve lending cases and RapiPay agents' credit



Risk team to continuously assess business performance, detect and prevent anomalies



Constant appraisal of cases to detect and act on early warning signals while also analysing the the velocity of funds



Regular and periodic site visits to assess the progress. Automated AI based KYC authentication



Monthly performance review with regard to sales, revenue, inventory, receivables, collections and various costs



Computation of Collateral cover on a monthly basis to provide adequate time for remedial measures

Credit monitoring

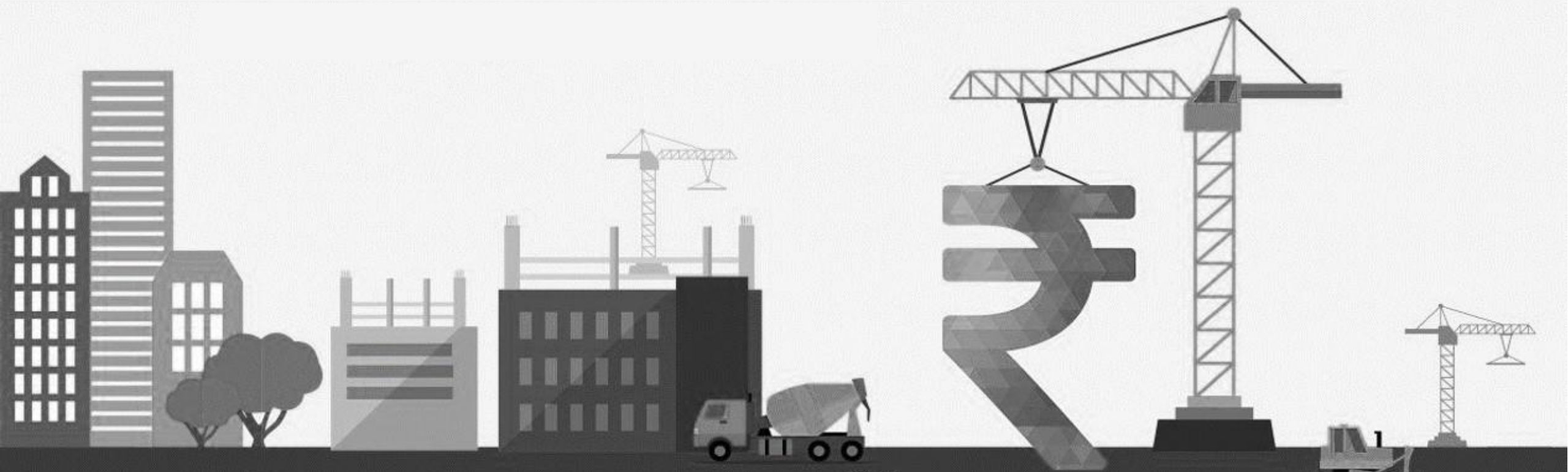
Business progress tracking

Constant review of transactions

Capital India Finance Limited (CIFL)

Rediscover Business

CIFL is an India-focused, integrated financial services platform. We partner new-age, local businesses with high-energy entrepreneurs through customized financial solutions.



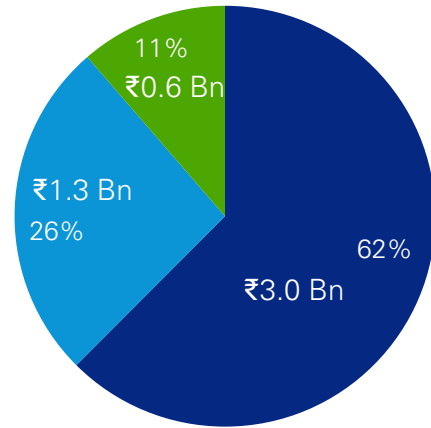


- ### Advantage Capital India Finance Limited
- Dedicated senior management team, with significant experience in the banking, financial services, consultancy and infrastructure sectors
 - Minimum exposure to risk, as the business is based on secured, fully collateralized and cash flow based funding
 - Enterprise-wide loan management system
 - Localized, tailored approach to finance
 - Addressing customer's problems through deep professional understanding and trusted relationships

CIFL Lending Book*



Customer Segments



■ Mid Corporates ■ SME/Emerging Corporates ■ Others

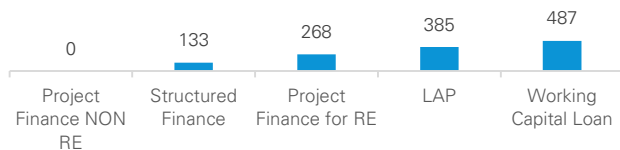
₹162 Mn
Average Ticket Size

₹4.9 Bn
Book Size

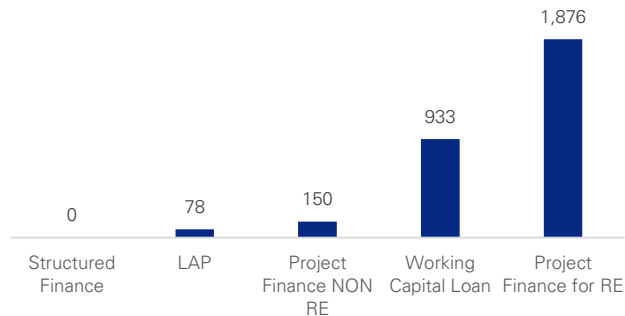
43.6 Months
Wt. Average Tenure

₹12.9 Bn
Cumulative Disbursal
From Jan'18 to Dec'19

SME/Emerging Corporates Book – across products (₹ Mn)



Mid-Corporates Book – across products (₹ Mn)



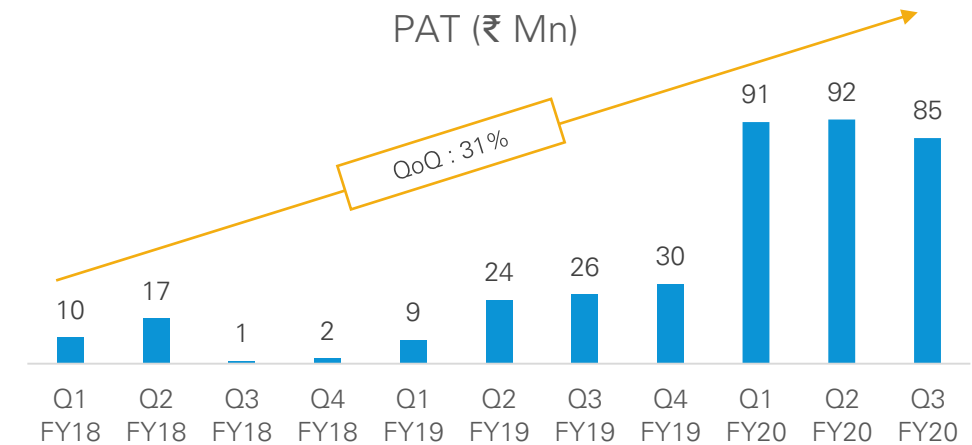
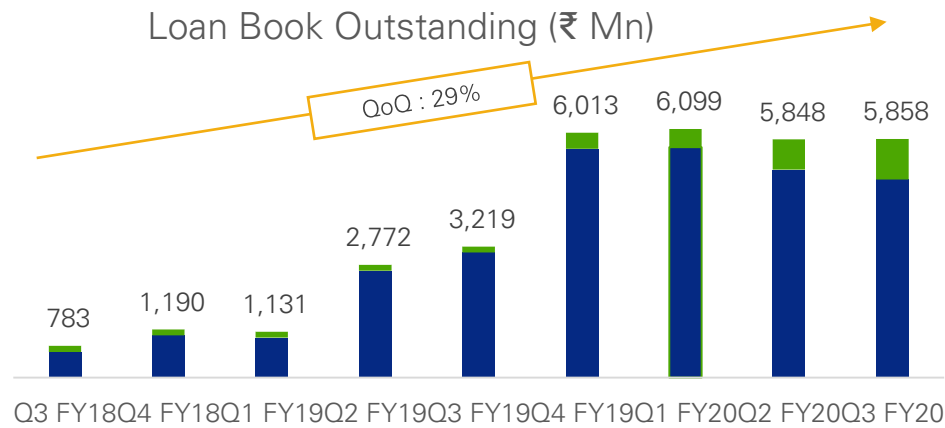
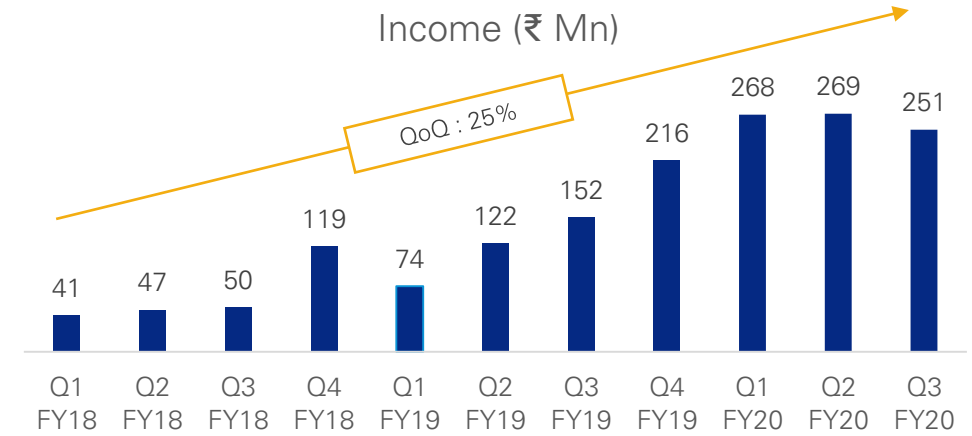
- We are building a healthy and sustainable loan book focusing on our vision to provide financing towards growth
- With strict control measures, we are prudent in our approach of monitoring our loan book

*All figures as on 31st December 2019

CIFL Performance



- Post change in control and management takeover in November 2017, Capital India has focussed on establishing robust processes and growing businesses
- We have signed *MoU with Union Bank of India under Co-origination Model for Lending to Priority Sector* as per RBI defined model
- CRAR of CIFL as on 31st December 2019 stood at 83.18%



Capital India Home Loans (CIHL)

घर आपका साथ हमारा

Capital India Home Loans is a wholly owned subsidiary of Capital India Finance Limited. Our focus is on offering seamless loan solutions to home buyers in India. Leveraging technology, we make the process of taking loans simple, fast and transparent.





Home Loans

- Customized home loan solutions to meet every customer's exact need, through flexible EMIs and competitive interest rates



Home Extension Loans

- Easy and timely loans with door-step documentation, to expand houses - be it a children's room or a bigger kitchen



Loan Against Property

- Quick and easy credit against residential or commercial property to fulfil any requirement – be it children's education, marriage or emergency medical bills



Pradhan Mantri Awas Yojana - CLSS

- An initiative to make housing loans affordable to middle- and lower-income groups



Home Improvement Loans

- Convenient loans at affordable rates of interest, to renovate, repair or upgrade houses



Home Loan Balance Transfer

- Quick and simple process to switch home loan from an existing partner to CIHL



NRI Home Loans

- Attractive interest rates, minimized paperwork, technology-enabled swift approvals and
- Step-by-step assistance for NRIs looking to buy a house in India

Advantage Capital India Home Loans

- Skilled and dedicated senior management team, with decades of experience in retail lending
- Advanced technology to make the loan process faster, easier and simpler
- Core values of integrity, innovation, transparency and accountability enable us to be the home loan provider of choice for our clients



CIHL Target Segment



Individual



HUF



Proprietorship Firms



Partnership Firms



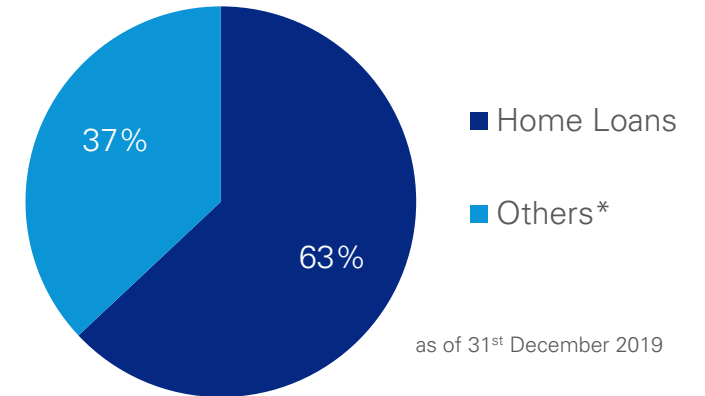
Private/ Public Limited Companies & LLP



Trust & Societies

- CIHL provides customized home loans to meet the specific requirements of its customers
- We ensure a delightful home buying experience through attractive interest rates, superior customer service and expert guidance at customer's doorstep
- We're a new age Housing Finance Company (HFC) focused on disruption through technology, transparency and trust
- We have multilevel approval process and a robust credit policy in place, which ensures credit risk is understood, measured and monitored
- We also follow a detailed process on valuation of all properties we finance

Loan Book: ₹465 Mn



as of 31st December 2019

*Others include Lease Rental Discounting, Loan Against Property, Consumer Loan and Structured Finance

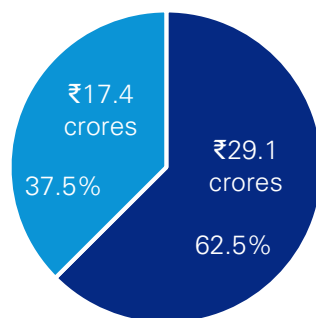
Product Programs:

- Normal Income Program
- Banking Surrogate Program
- Balance Transfer Program
- Liquid Income Program
- Credit Linked Subsidy Scheme (CLSS) – Pradhan Mantri Awas Yojana (PMAY)

CIHL Book Overview (as on 31st Dec 2019)

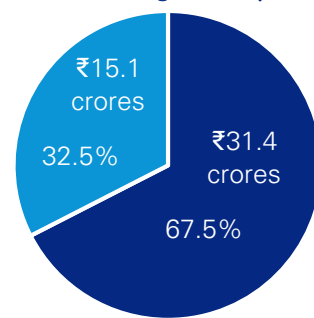


POS Product Split



■ Home Loans ■ Others*

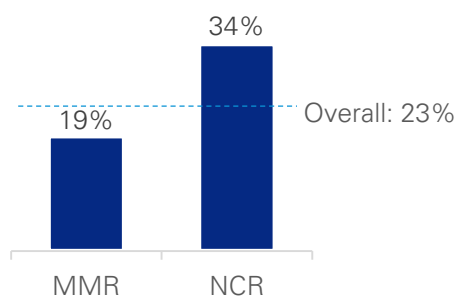
POS Regional Split



■ MMR ■ NCR

*Other include Lease Rental Discounting, Loan Against Property, Consumer Loan, Unsecured Loans, and Structured Finance

Rejection Ratio



NIL delinquencies were reported for the Q3 FY20

Weighted IRR

Weighted IRR
Portfolio Yield – 12.00%
Home Loans - 10.66%
Others – 13.76%

Till date

- Sanctions - ₹62.97 crores
- Disbursements - ₹57.78 crores
- AUM - ₹51.44 crores
- Book - ₹46.5 crores

For Q3 FY20

- 336 Logins
 - ₹24.4 crores Request Amount
 - Home Loans disbursement - ₹12.18 crores
 - Others Disbursement - ₹8.95 crores
- Direct Assignment with Manibhavnam, of appx. ₹4 crores; 49 Home Loan with average loan size of ₹8 Lacs and yield of 12.25%

Tie-up Partner	Nature of tie-up	Number of Disbursement	Amount Disbursed (in Lakhs)
		till 31 st Dec	till 31 st Dec
Kaabil Finance	Rural finance/LAP focused NBFC	3	10.49
SME Corner	BC for small ticket LAP	1	10.00
GrayQuest	Onward lending of Education Loans	178	131.87
HomeVille	Small ticket unsecured loans	37	119.78
UGrow	MSME secured & unsecured Loans	1	200.00
FinTree	Co-Lending for POS Receivables	1	7.25



RapiPay is a customer centric Fintech company providing an array of transactional services to the underbanked via a country wide network of "RapiPay Saathi".

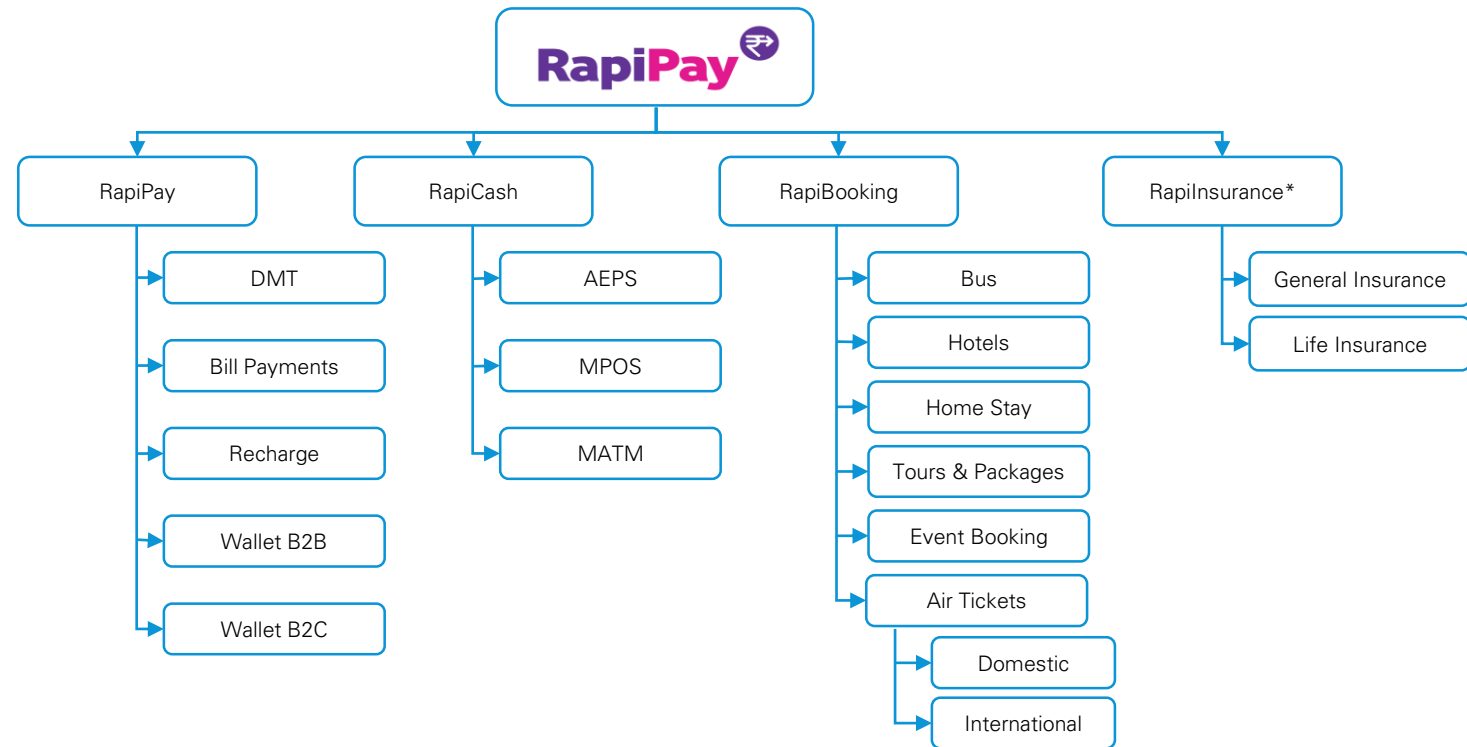




RapiPay Fintech Private Limited, operates on an **Assisted mode (B2B)** via a **Franchised Retail Network of Distributors and Retailers** across India, providing services to the unbanked and underserved section of India.

RapiPay holds a PPI (Pre-Paid Instrument) License from RBI. It provides money transfer services across country. RapiCash vertical is enabling people get cash in the areas where normal banking channels are scant.

- RapiPay has the fast-growing franchised retail network that facilitates convenient and secure financial transactions for consumers towards payments for various utilities, bank account transactions and domestic money remittance
- We intend to build RapiPay a leading player in fintech payment space through our vision of providing financial services to the unserved



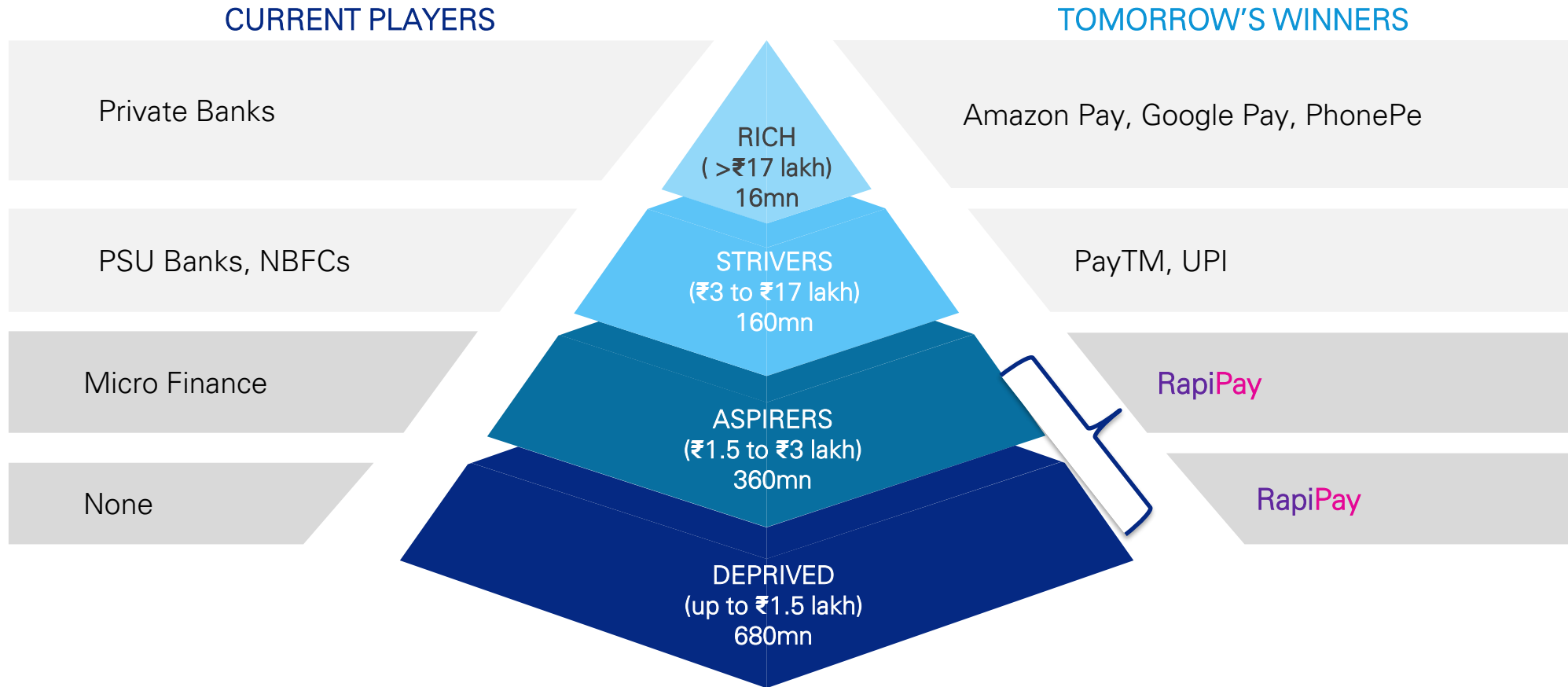
**To be launched soon*

Vision



Building the largest network of "RapiPay Saathis" – competent and equipped with technology – to provide retail financial services via one-stop payments solution platform to its end customers, in a manner that is simple and secure.

Target Segment



In-House Technology Stack



B2B Agent Network



B2C



Web



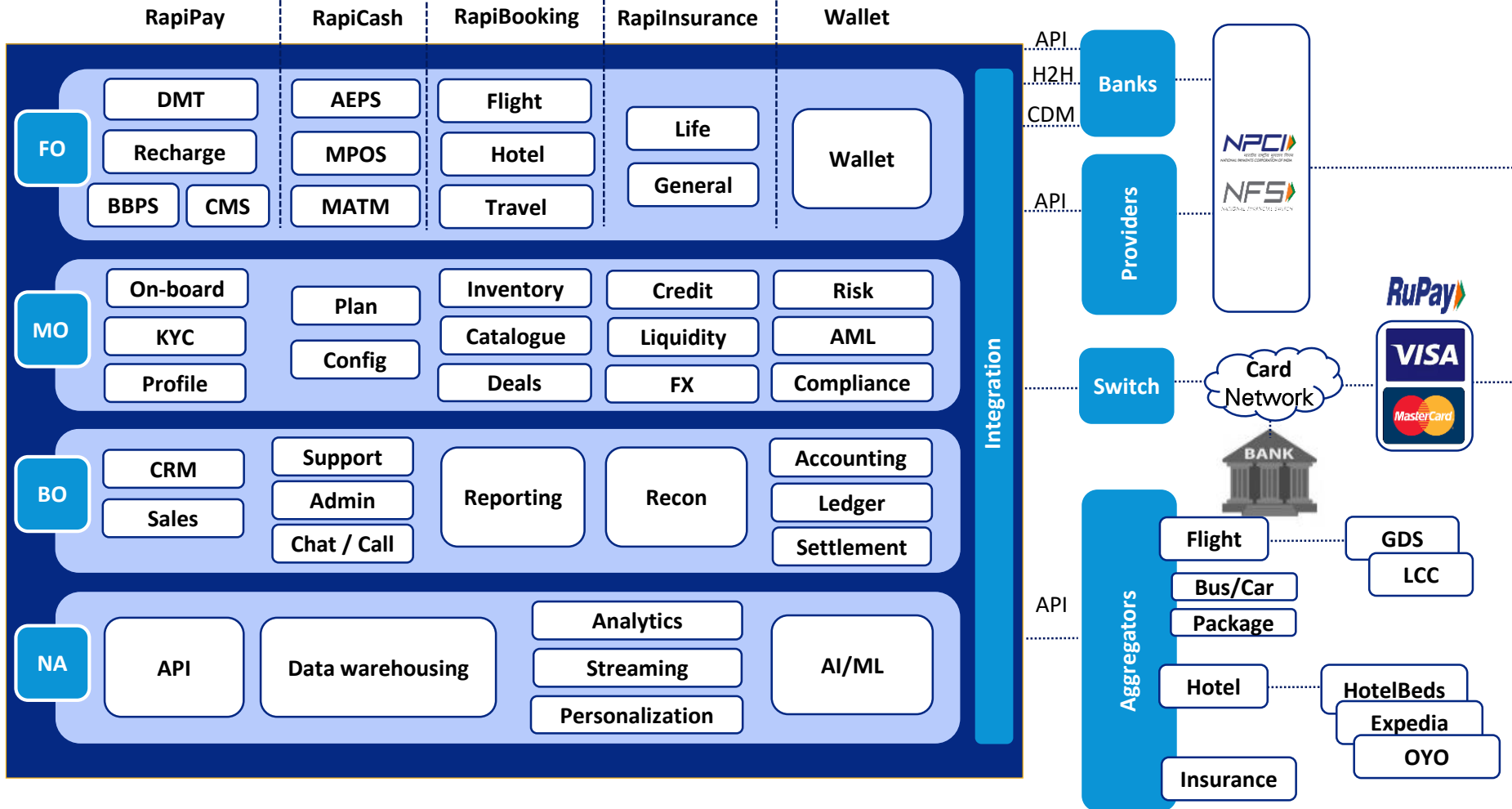
Mobiles



Embedded Devices



API





Value Proposition

We have PAN India network of Captive Agent Base whom we call 'RapiPay Saathis'.



Our RapiPay Saathis are our partners in business. They enable the transactional nature of our business through their outlet while we help them earn additional revenue by providing our services.

Creating a new retail channel: Thinking beyond telecom shops.



Today, 90% of the remittance business is driven by telecom (mobile recharge) shops while the cash-out options are scarce. **With the extensive retail network of our partners, DS Group and RJ Corp, we are aiming to bring our services to more than 7 lakhs retail touch points untapped for CICO services.**

Our low-cost cash-out device works both as an MATM as well as MPoS.



Our device is a unique tool we empower our agents with. The **low cost device is less than half the price of what is available in the market today.** Moreover, our rental model **enables agents to make easy monthly payments rather than an upfront investment.**

Core Team



Yogendra Kashyap | MD & CEO

- Yogendra Kashyap, a technocrat, has around three decades of experience in Technology and Start-up environment. He has a knack for technology and understands the remittance business. He is an entrepreneur and was involved into numerous Govt. of India's technology enabled initiatives before venturing into Digital wallet and Money remittance business
- He was also a part of implementation of SCOSTA (Smart Card Operating System for Transport Application) in Maharashtra



Ankit Lahoti | COO

- Ankit has more than a decade of work experience in financial services industry and is responsible for institutional partnerships, finance, process improvements and sales and marketing strategy. He has worked with companies such as Morgan Stanley, HSBC and India Infoline.
- Ankit is an IT engineer from University of Mumbai, MBA from Melbourne Business School and has completed CFA level 2 from CFA Institute USA



Bhagwat Bhaskar | CTO

- Bhagwat has over two decades of experience with more than a decade of work experience in financial services industry and is responsible for entire technology platform, infrastructure, new business technology implementation. He is a technologist with experience in back office systems and payment hub architecture overhauls and high transaction next-generation payment products development. He has worked with companies such as Standard Chartered Bank, Royal Bank of Scotland, Fidelity International Services(FIS)
- Bhagwat is an IT engineer from Delhi University, and is a certified PMP and CSM professional



Senior Management Team



Sharad Kacker | Head, RapiBooking

- Sharad ha 28+ years of multifunctional experience in overall management of the Travel Business Operations, business strategy and planning. A keen planner, strategist and implementer with expertise in devising policies & plans for improving business performance, streamlining operations, and achieving overall organizational growth
- Expertise in identifying and developing strategic business alliances to achieve consistent growth and profitability. He possess rich hands on experience in overall management of internet marketing related operations and carrying out in-depth analysis of statistical and analytical data for search engine optimization and web promotion



Anshu Joshi | Head, RapiCash

- Senior Sales and Business Development professional with experience of over 19 years in business planning & execution, project management, channel & distribution management and organizational growth in IT and Banking sectors
- He specializes in digital payment space with expertise in merchant acquisition strategy, cards ,unsecured lending, digital wallets, alliances and partnership



Sumit Choudhary | CFO

- Sumit has fifteen years of work experience in financial services industry. He has worked with companies such as EY, RBS and Mazars in past. He is responsible for financial and management reporting, compliance and tax functions
- He is a Chartered Accountant from Institute of Chartered Accountants of India (ICAI) and a Commerce graduate from Delhi University

CIFL Financials

- Standalone
- Consolidated





CIFL Financials* (Standalone)

Income Statement

Particulars (in ₹ Mn)	Year	Quarter	
	FY19	Q3'FY19	Q3'FY20
Income			
Revenue from operations	537	152	251
Other income	26	-	-
Total Income	563	152	251
Expenses			
Employee benefit expenses	173	37	63
Finance costs	78	33	28
Depreciation & amortization costs	29	19	19
Other expenses	119	18	11
Total expenses	399	107	121
PBT	164	45	130
Impairment of financial assets	18	-6	15
Tax	44	16	30
PAT	102	35	85

Balance Sheet

Particulars (in ₹ Mn)	As at		
	31-Mar-19	31-Dec-18	31-Dec-19
Share capital	777	432	777
Reserves and surplus	4,372	2,169	4,593
Net Worth	5,149	2,601	5,370
Borrowings	1,323	1,324	905
Interest accrued but not due	21	18	20
Trade payables	10	10	16
Provisions	54	25	108
Other liabilities	68	157	154
Total	6,625	4,135	6,573
Fixed assets	143	148	127
Right of use assets	-	134	90
Investment in subsidiaries	401	151	995
Investment in other securities	53	-	-
Loans and advances	5,560	3,068	4,864
Interest receivable	99	101	197
Cash and bank balance	262	447	190
Other assets	107	86	110
Total	6,625	4,135	6,573

*Mar'19 figures are prepared as per IGAAP while Dec'18 & Dec'19 figures are as per Ind AS



CIFL Financials* (Consolidated)

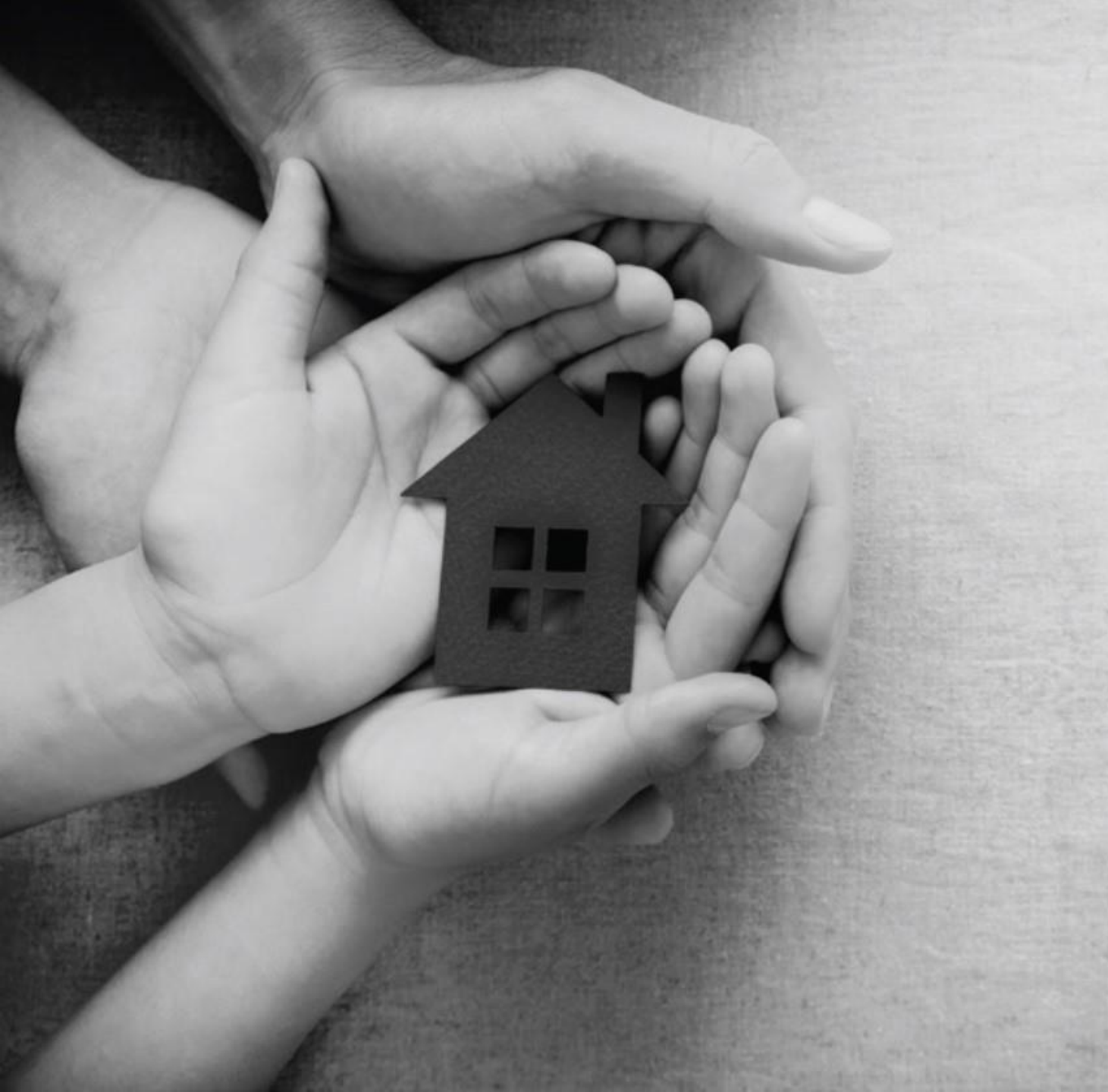
Income Statement

Particulars (in ₹ Mn)	Year	Quarter	
	FY19	Q3'FY19	Q3'FY20
Income			
Revenue from operations	565	154	291
Other income	29	0	0
Total Income	594	154	291
Expenses			
Employee benefit expenses	218	48	115
Finance costs	78	35	42
Depreciation & amortization costs	31	20	32
Other expenses	147	19	33
Total expenses	474	122	222
PBT	120	32	69
Impairment of financial assets	18	-6	16
Tax	43	16	29
PAT	59	22	24
Owners of the Company	59	22	42
Non-controlling interest	-	-	-18

*Mar'19 figures are prepared as per IGAAP while Dec'18 & Dec'19 figures are as per Ind AS

Balance Sheet

Particulars (in ₹ Mn)	As at		
	31-Mar-19	31-Dec-18	31-Dec-19
Share capital	777	432	777
Reserves and surplus	4,327	2,144	4,460
Net Worth	5,104	2,576	5,237
Non-Controlling Interest	-	-	33
Borrowings	1,323	1,324	939
Interest accrued but not due	21	18	21
Trade payables	12	7	30
Provisions	62	27	120
Other liabilities	72	201	595
Total	6,594	4,153	6,975
Fixed assets	174	159	228
Right of use assets	-	178	221
Investment in other securities	237	3	256
Goodwill	-	-	55
Loans and advances	5,604	3,068	5,329
Interest receivable	100	107	200
Trade receivables	-	-	44
Cash and bank balance	353	557	444
Other assets	126	81	198
Total	6,594	4,153	6,975



Our Leadership

Our BoD – Independent Directors
Our Management Team



Our Board of Directors – Independent Directors



Vinod Kumar Somani | Chairman & Independent Director

- Mr. Vinod Kumar Somani is a fellow member of the Institute of Chartered Accountants of India and a senior partner with M/s KG Somani & Co., Chartered Accountants, since 1986. He has been auditing the accounts of Nationalized Banks, Insurance Companies, Government and Public Sector Companies. He has a sound knowledge of Finance, Companies Act and Tax Laws
- Since M/s KG Somani & Co. was registered under the SEBI Merchant Banker Category IV, he is well versed with Merchant Banking activities. He was a member of the MOU Task Force and Expert Panel of the Task Force on the Memorandum of Understanding of Central Public Sector Enterprises



Yogendra Pal Singh | Independent Director

- Mr. Yogendra Pal Singh had joined the Indian Police Service in 1981. He held several positions in the police force in Uttar Pradesh in executive policing, vigilance, police training and armed police. He served at the Central Bureau of Investigation in the fields of Special Crime and Anti-corruption, for nine years, as DIG (Special Crime) and Joint Director (Mumbai and Delhi Anti-corruption zones) respectively
- He has also served at the International Cricket Council, Dubai in the capacity of General Manager and Head of Anti-corruption, between June 2011 and March 2017

Our Management Team



Keshav Porwal | MD – CIFL

- Keshav Porwal is responsible for formulating the organization’s overall growth strategy and guiding its evolution into a reputed financial services institution. With almost two decades of experience in the finance and real estate sector, Keshav is an industry veteran. He has successfully closed large, complex real estate transactions involving leading developers across the country as well as PE investments. Keshav has been associated with leading banks including Société Générale, ABN AMRO and ICICI Bank
- He is a qualified Chartered Accountant from the Institute of Chartered Accountants of India and a Bachelor of Science graduate from Kanpur University. He is a member of the Institute of Chartered Accountants of India and is a Bachelor of Science from Kanpur University



Amit Kulshreshtha | CEO – CIFL

- Amit Kulshreshtha is responsible for leading the company’s business-building efforts, identifying growth opportunities and nurturing talent at the organization. With a career spanning over two decades, Amit is an experienced industry leader in the financial services sector. His expertise includes M&A, structured finance, equity fundraising, project financing & development and management consulting. With a career spanning over two decades, Amit is an experienced industry veteran in the financial services sector. In past, Amit has led a large part of the Investment Banking practice at YES Bank, and has been associated with CRISIL, Reliance Energy, Tata Unisys and World Bank
- He holds an LLB from Government Law College, Mumbai University, PGDM from the IIM Kozhikode and a B.Tech from the IIT (Banaras Hindu University), Varanasi



Vineet Saxena | CEO – CIHL

- Vineet Saxena is responsible for building the company’s home loans and consumer finance businesses. An astute banker and finance professional, Vineet brings two and a half decades of experience in commercial and retail lending functions. Having built the retail finance portfolio for one of the largest banks in India, he is well-versed with the credit needs of retail consumers. In the past, he has worked with ICICI Bank, Barclays Bank, GE Capital TFS, ABN Amro Bank, Religare Finvest Ltd. and StarAgri Finance Ltd.
- He holds an MBA in Marketing & Finance from Lucknow University and a Bachelor of Engineering in Electronics from the University of Pune

Thank You