

July 23, 2021

Listing Department  
National Stock Exchange of India Ltd.  
Exchange Plaza, 5<sup>th</sup> floor  
Plot No. C/1, G Block  
Bandra-Kurla Complex  
Bandra (East)  
Mumbai 400 051

Listing Department  
BSE Limited  
P J Towers  
Dalal Street  
Mumbai 400 001

Dear Sirs,

**Sub.: Corporate Presentation Q2 2021**

We are enclosing herewith our corporate presentation updated with the Q2 FY 2021 Financial Results. This presentation will be published on the Company's website - [www.crisil.com](http://www.crisil.com) shortly.

Kindly take this communication on record.

Yours faithfully,  
For CRISIL Limited

Minal Bhosale  
Company Secretary  
ACS 12999

Encl.: a/a

**CRISIL Limited**

Corporate Identity Number: L67120MH1987PLC042363

# Q2 2021 Analyst Presentation

July 2021



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# Agenda



## 1. CRISIL Overview



## 2. Business Environment



## 3. Financial Performance



## 4. Segment Performance



## 5. Thought Leadership




## 6. Corporate Social Responsibility

# CRISIL is a leading global analytics company driven by its mission of making markets function better

 Ratings

 Benchmarking Insights

 Research Services

 Risk Solutions

 Market Insights & Analytics

Empowering decision-making with cutting-edge  
**#Analytics**

**#Global** footprint

**#Innovation**  
to drive growth

**#Agile**  
to market needs

# Agenda



1. CRISIL Overview



2. **Business Environment**



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# Domestic macros impacted by second wave; Developed economies drive global growth



India

Indicator	FY2019	FY2020	FY2021	FY2022F
GDP (y-o-y %)	6.5	4.2	-7.3	9.5
10 year G-sec yield (% , March)	7.5	6.2	6.2	6.5
Fiscal deficit (% of GDP)	3.4	4.6	9.5@	6.8#
Exchange rate (Re/\$, March avg.)	69.5	74.4	72.8	75.0
CPI Inflation (%)	3.4	4.8	6.2	5.3
Gross NPA (%)	9.1	8.2	~7.5*	~8.0-9.0*
Repo Rate (% , March-end)	6.25	4.40	4.00	4.25
Gross Bank Credit Growth (%)	11.0	6.0	~5.0	~9.0-10.0



Global

Indicator	CY2018	CY2019	CY2020	CY2021F
World GDP (y-o-y %)	3.6	2.9	-3.4	5.9
United States of America (y-o-y %)	2.9	2.3	-3.5	6.7
Eurozone (Euro Area-19) (y-o-y %)	1.9	1.2	-6.7	4.4
China GDP (y-o-y %)	6.6	6.1	2.3	8.3

Note: F=forecast; # Budget estimate; @ Revised Estimate

Source: NSO, RBI, CRISIL, S&P Global Economics and Oxford Economics

\* Excluding restructured accounts

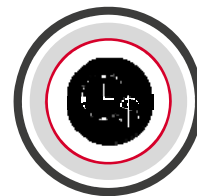
# Key business trends



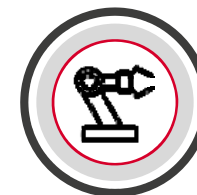
**Economic revival**



**Buoyant capital markets**



**Financial and credit stress**



**AI/ML adoption**



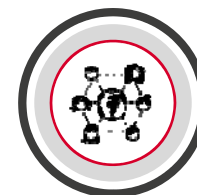
**Accelerated digital transformation**



**Emphasis on social and sustainable practices**



**Increasing focus on non-financial risk**



**Remote working and distributed model**



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1. CRISIL Overview



2. Business Environment



**3. Financial Performance**



4. Segment Performance



5. Thought Leadership

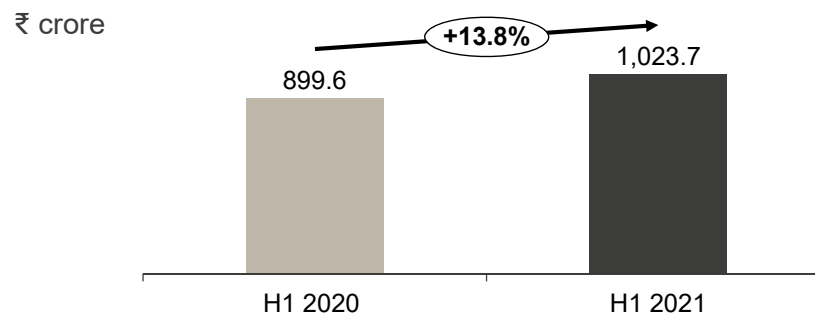
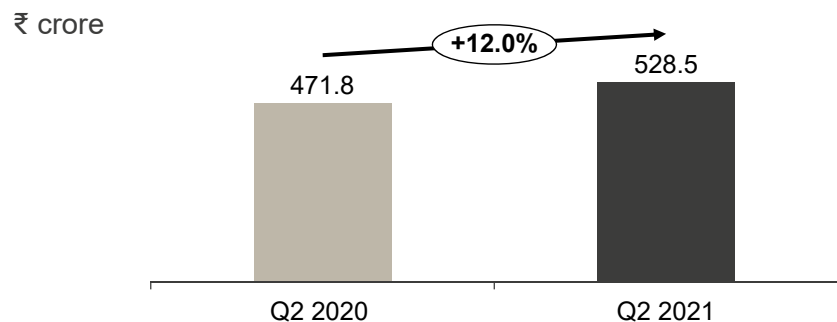


6. Corporate Social Responsibility

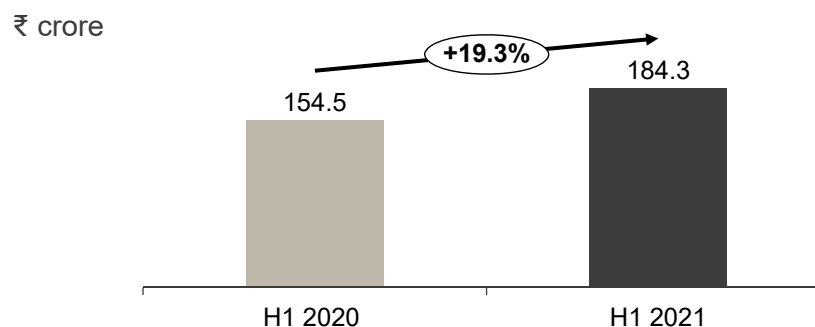
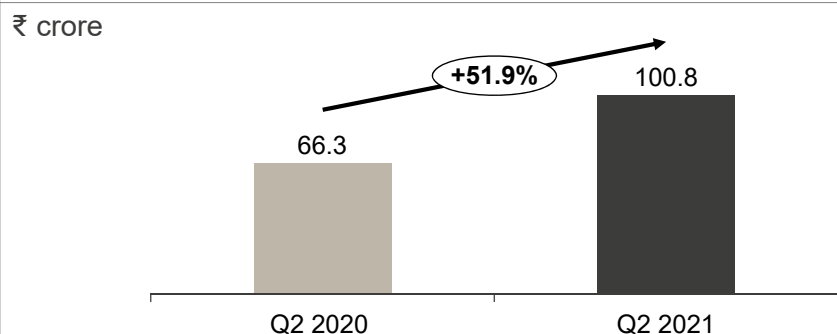


# Q2 2021 income from operations at ₹528.5 cr.; PAT at ₹100.8 cr.

## Income from Operations



## Profit After Tax



Note:  
1. Numbers rounded off

# CRISIL's commitment to ESG

## LEADING THE CHANGE

CRISIL's  
commitment to ESG



We are committed to upholding the highest standards of corporate governance



We integrate environmental, social and governance (ESG) factors in our offerings



Our ESG research, data, insights, assessments and solutions empower customers and stakeholders to make decisions with conviction, and contribute to sustainable progress globally

# Agenda



1. CRISIL Overview



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3. Financial Performance



4. Segment Performance - Ratings

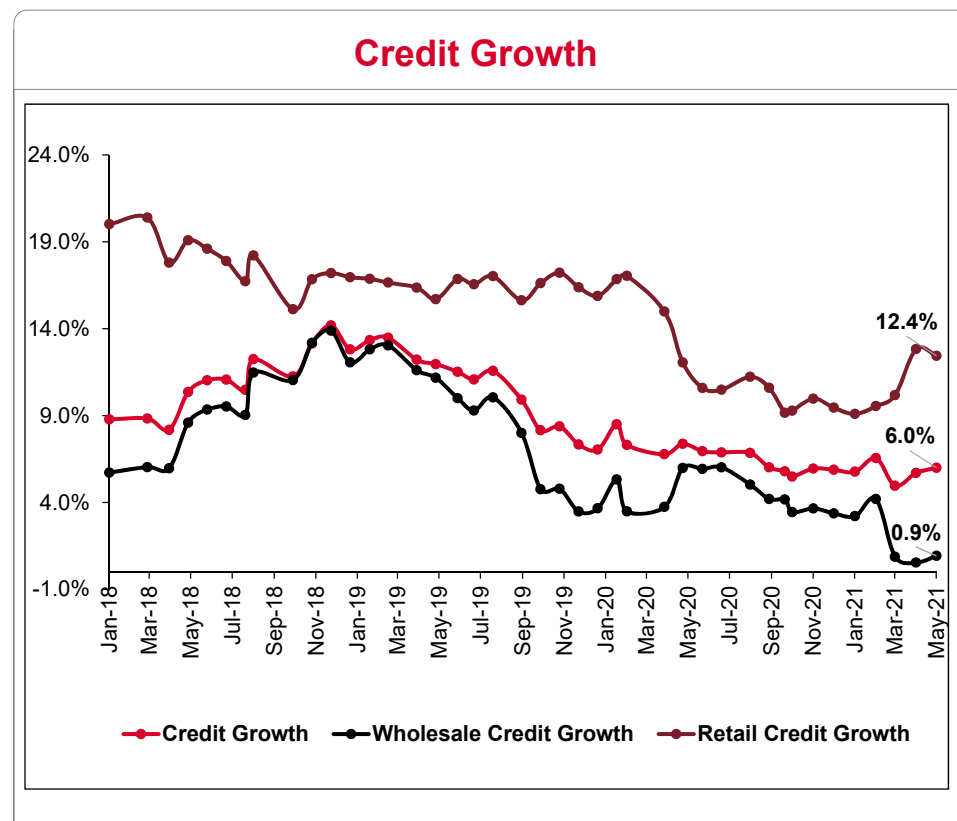
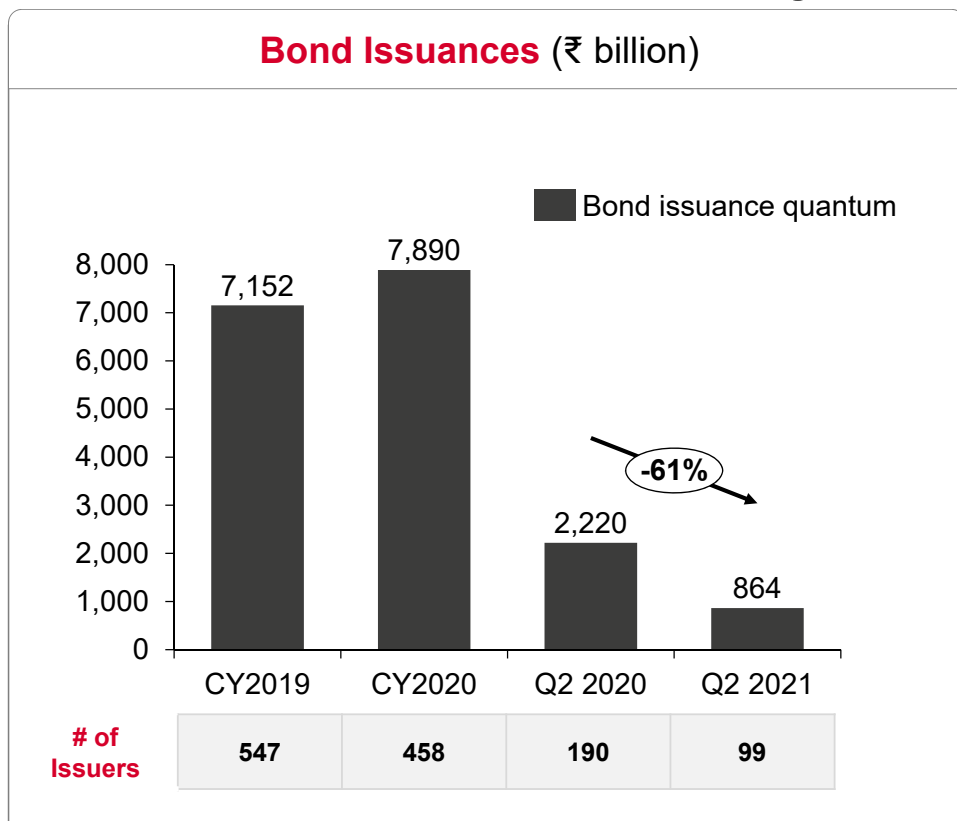


5. Thought Leadership



6. Corporate Social Responsibility

# Significant dip in bond market activity and bank credit growth remains muted impacted by the pandemic



Source: RBI, SEBI, Ministry of Finance, Prime Database, CRISIL  
 CY represents the calendar year (Jan-Dec period);

# Ratings: Q2 2021 highlights



## Financials

Particulars (₹ cr)	Q2 2020	Q2 2021
Income from Operations	144.1	136.6
Segment Profits	59.3	52.0
Margin	41.2%	38.1%

Particulars (₹ cr)	H1 2020	H1 2021
Income from Operations	277.3	285.5
Segment Profits	116.8	122.3
Margin	42.1%	42.8%

Note: Numbers rounded off



## Business update

- Ratings business continued to hold its leading position in the corporate bond market and added new clients during the quarter despite the challenging credit landscape
- Further, on the new products front, the Ratings business saw traction across stressed assets and structured finance
- The Global Analytical Centre continued to scale up coverage in analytical and strategic support



## Innovation and franchise

- Continued focus on franchise activities with over 30 press releases published and several webinars covering steel, power, stressed assets, dairy, sugar, real estate, renewable energy etc.
- Continued publishing key opinion pieces. Some notable ones were 'Half of CRISIL-rated mid-sized cos eligible for restructuring 2.0', 'RBI liquidity window can augment healthcare infra,' 'Second wave and rural vulnerability high-base effect to slow domestic tractor volume growth to 3-5%'

# Agenda



1. CRISIL Overview



2. Business Environment



3. Financial Performance



4. Segment Performance - Research

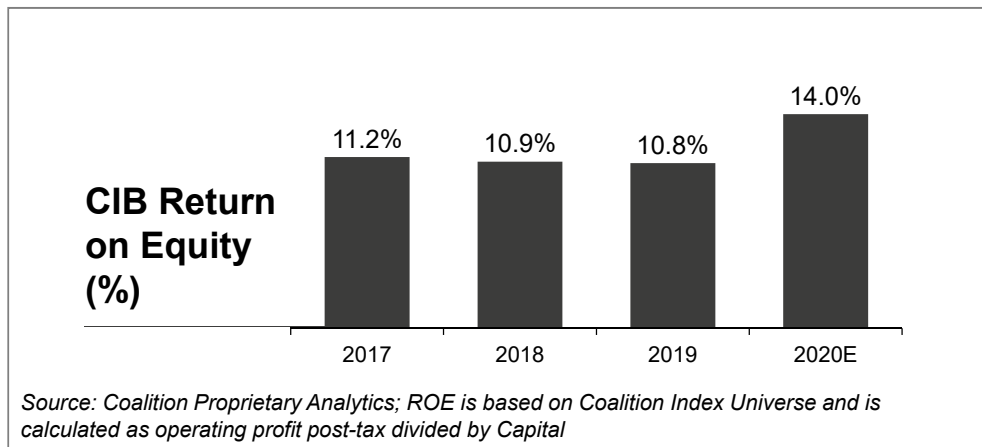
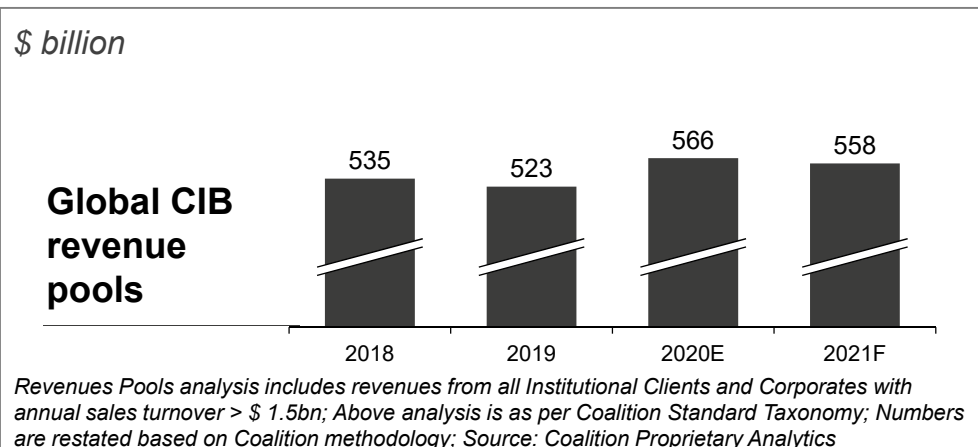
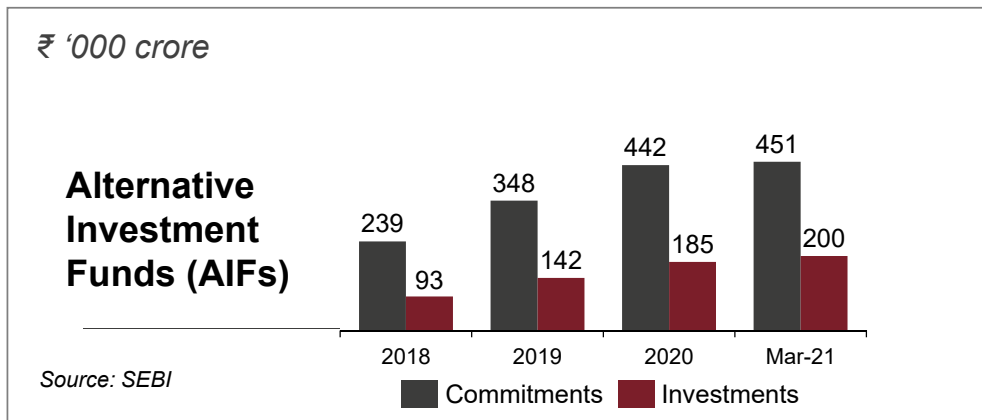
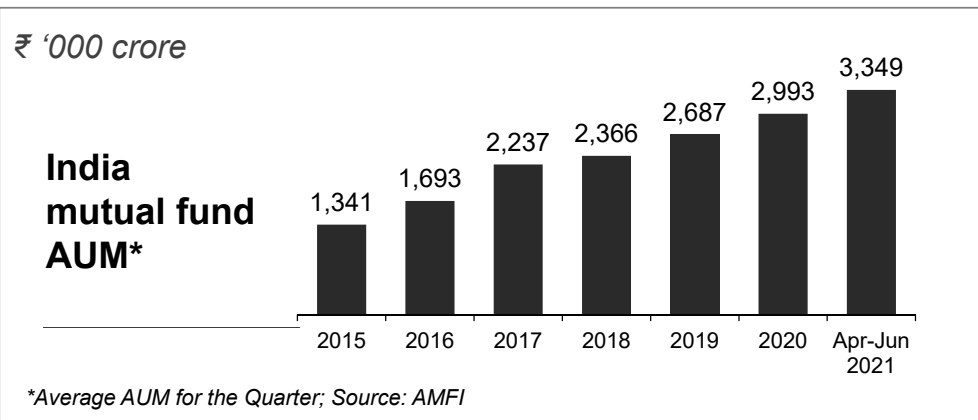


5. Thought Leadership



6. Corporate Social Responsibility

# Indian Capital market remains buoyant; Globally, performance of CIB industry is normalising





# Evolving regulations present opportunities

## USA: Maturing

- CCAR
- DFAST
- FRTB
- IBOR
- CECL
- UMR (Phase V and VI)

## Europe: Tightening

- EBA/PRA Stress Testing
- BASEL III
- FRTB
- TRIM
- IBOR
- UMR (Phase V and VI)

## Asia: Nascent

- IFRS9
- IBOR
- Stress Testing

CCAR: Comprehensive Capital Analysis and Review  
DFAST: Dodd-Frank Act Stress Tests  
CECL: Current Expect Credit Loss  
EBA: European Banking Authority  
MiFID: Markets in Financial Instruments Directive  
UMR: Uncleared Margin Rules

PRA: Prudential Regulation Authority  
TRIM: Targeted Review of Internal Models  
IFRS: International Financial Reporting Standards  
IBOR: Interbank Lending Rate  
FRTB: Fundamental Review of Trade Book

# Research: Q2 2021 highlights



## Financials

Particulars (₹ cr)	Q2 2020	Q2 2021
Income from Operations	295.7	355.4
Segment Profits	46.7	79.9
Margin	15.8%	22.5%

Particulars (₹ cr)	H1 2020	H1 2021
Income from Operations	560.1	667.7
Segment Profits	102.4	133.1
Margin	18.3%	19.9%

Note:

1. Numbers rounded off



## Business update

- The Research segment had a strong quarter, growing its revenue by 20.2%, with all businesses in the segment delivering growth for the quarter. The segment during the quarter also witnessed margin expansion of over 670 bps
- Global Research & Risk Solutions (GR&RS) saw good growth across risk analytics and buy-side research
- Growth in Coalition-Greenwich was aided by client adds in CIB space and increased traction for commercial banking analytics
- India Research grew on account of continued demand for data, capital market-related insights and new products launched in funds and fixed-income. The business also launched Environmental, Social, Governance (ESG) scores for 225 Indian corporates across 18 sectors, which was well received by the market.



## Innovation and franchise

- Hosted inaugural CRISIL India ESG Leadership Summit engaging with 900+ clients from 600+ organizations
- Launched joint wealth management programme in association with National Institute of Securities Markets (NISM), SEBI
- Released white papers on topical areas such as Sustainable Finance Disclosure Regulation (SFDR), ESG Reporting Standards, climate risk and stress testing
- Coalition Greenwich hosted multiple webinars on market structure trends, transaction banking and released several opinion pieces on VOC and market structures

VOC – Voice of Customer

# Agenda



1. CRISIL Overview



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4. Segment Performance - Advisory



5. Thought Leadership



6. Corporate Social Responsibility

# Advisory: Q2 2021 highlights



## Financials

Particulars (₹ cr)	Q2 2020	Q2 2021
Income from Operations	32.0	36.5
Segment Profits	0.3	4.4
Margin	0.9%	12.1%

Particulars (₹ cr)	H1 2020	H1 2021
Income from Operations	62.2	70.5
Segment Profits	1.0	7.0
Margin	1.6%	9.9%

Note: Numbers rounded off



## Business update

- The advisory segment witnessed robust revenue growth of 14.0% during the quarter from new wins and pipeline conversion
- Our proprietary technology platforms in the Business Intelligence and Risk Solutions business continued to garner interest from clients



## Innovation and franchise

- Participated in the S&P Global Ratings' panel discussion on the topic - 'India and South East Asia: New Funding Structures and Credit Risks – The Growing Role of Project Finance and Project Bonds'
- Participated in a roundtable discussion on 'Accelerating a Sustainable and Inclusive COVID-19 recovery' covering trends in Infrastructure financing in emerging markets, success factors and role of Infra Funds, and PPP project bankability

# Risks



Prolonged impact of Covid-19 pandemic and delay in economic revival



Evolving regulatory environment



Information security and cyber-related risks



Adverse currency movement



Intense competition



Reputation risk

# Agenda



1. CRISIL Overview



2. Business Environment



3. Financial Performance



4. Segment Performance



5. Franchise and thought Leadership



6. Corporate Social Responsibility



# A 'TRUSTED' voice in Media



## Media

**Credit quality unscathed, outlook on the mend**

**Unemployment rate at 9.35% for the week ended June 20**

**Recovery to intensify in H2 FY22**

**GDP Growth Forecast For FY22 at 11%, With Downwards Risk**

**Measure 'free' power to encourage it. Build transport subsidy regime and meter all electricity consumption in apr. as first**

**CRISIL Ratings**

**CRISIL Analysts**



## Reports

**Emerging trends and opportunities in roads and highways sector**

**Little traction in scrappage policy**

**DeRisk: The personalisation clarion-call for insurers**

**Building the next-gen risk and trading platforms**

**Steel exports riding on rich realisations**

**Resilient roads**

**Second shock amid clawback**

**CRISIL Global Research & Risk Solutions**



## Webinars & Events

**CRISIL webinar on Renewables: Recharging renewables**

**Building Next-Generation Risk and Trading Platforms**

**CRISIL ESG webinar on the ABC of ESG: Opportunities and the need for speed**

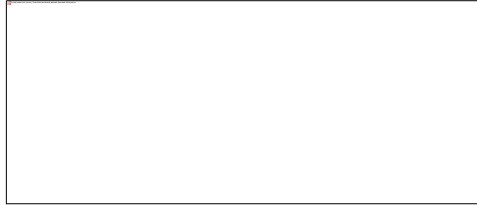
**CRISIL webinar on the steel sector: Solid metal**

**CRISIL webinar on the convergence in reporting standards**



## ESG Summit

Hosted the inaugural CRISIL India ESG Leadership Summit in June 2021



**CRISIL analysis and scores**

**ESG**

**CRISIL ESG Leadership Summit**

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# Agenda



1. CRISIL Overview



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3. Financial Performance



4. Segment Performance



5. Thought Leadership



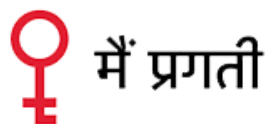
6. Corporate Social Responsibility





# Creating sustained social impact through CSR initiatives

Furthering CRISIL's ESG agenda by driving inclusive growth and conserving the environment



A CRISIL Programme



**MoneyWise**  
Centre for Financial Literacy

## Financial capability building of rural women in Assam, Rajasthan, Haryana and Maharashtra

- Mein Pragati expanded its outreach through 1,036 trained Sakhis in 1,789 villages of Assam and Rajasthan
  - Over 56,000 linkages facilitated to formal banking & social welfare schemes
- Through RBI-CFL pilot, over 15,000 beneficiaries provided handholding support through the GramSahay helpline
- Under GramShakti Certification, 720+ new users on-boarded – taking cumulative user base to 2,700+



## Promoting environment conservation, disaster relief and larger social consciousness among employees

- Over 500 CRISILites engaged through virtual volunteering initiatives which covered mentoring the field teams and teaching children from rural communities
- Undertook Project 'Oxygen For All' – to enable purchase and deployment of oxygen concentrators and cylinders



# About CRISIL

CRISIL is a leading, agile and innovative global analytics company driven by its mission of making markets function better.

It is India's foremost provider of ratings, data, research, analytics and solutions with a strong track record of growth, culture of innovation, and global footprint.

It has delivered independent opinions, actionable insights, and efficient solutions to over 100,000 customers through businesses that operate from India, the US, the UK, Argentina, Poland, China, Hong Kong and Singapore.

It is majority owned by S&P Global Inc, a leading provider of transparent and independent ratings, benchmarks, analytics and data to the capital and commodity markets worldwide.

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Last updated: May 2018

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