



Q3FY17

CORPORATE PRESENTATION

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AUM	:	Asset Under Management
Bn	:	Billion
CAR	:	Capital Adequacy Ratio
CCPS	:	Compulsorily Convertible Preference Shares
CFL	:	Capital First Limited
DII	:	Domestic Institutional Investor
FII	:	Foreign Institutional Investor
FPI	:	Foreign Portfolio Investor
HFC	:	Housing Finance Company
MSME	:	Micro, Small and Medium Enterprises
NBFC	:	Non-Banking Finance Companies
NCD	:	Non-Convertible Debentures
NHB	:	National Housing Bank
Mn	:	Million
NPA	:	Non Performing Assets
OPEX	:	Operating Expenditure
PAT	:	Profit After Tax
PBT	:	Profit Before Tax
QIP	:	Qualified Institutional Placement
RBI	:	Reserve Bank of India

Note: For purposes of this presentation, the exchange rate used for converting Rs to \$ has been assumed as 67 unless specified.

Agenda

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Company's Vision



To be a leading financial services provider- admired and respected for high corporate governance, ethics and values.



To primarily support the growth of MSMEs in India with debt capital through technology enabled platforms and processes



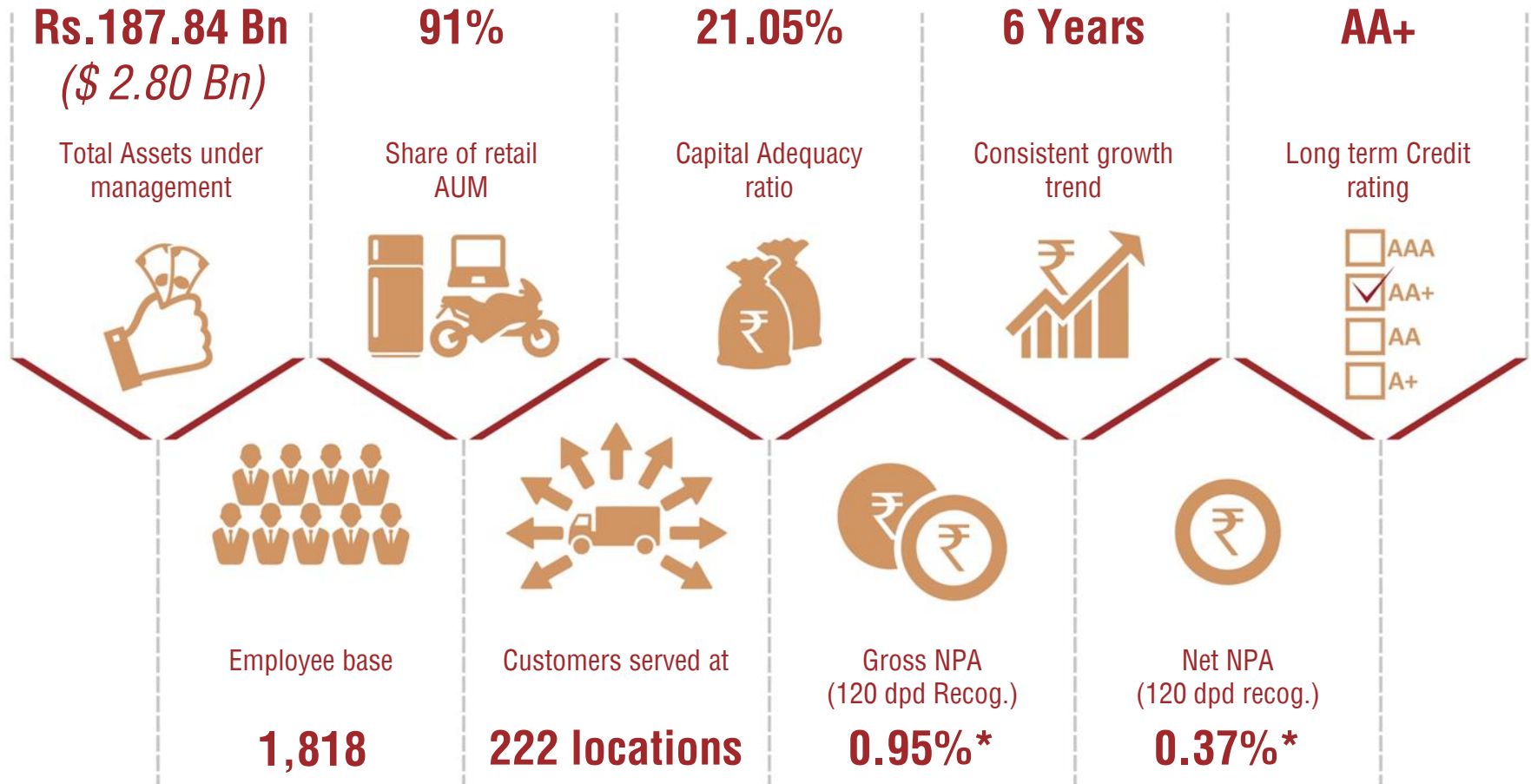
To finance the aspirations of the Indian Consumers using new-age analytics and technology solutions

Capital First- A transformed company in the last 6 years

	As of March 31, 2010		As of Dec. 31, 2016
Total Capital	Rs. 6,909 Mn [<i>\$ 103.12 Mn</i>]	➔	Rs. 33,273 Mn [<i>\$ 496.61 Mn</i>]
Credit Rating	A+	➔	AA+
No. of Lenders to the Company (#)	5	➔	228
Total AUM	Rs. 9,347 Mn [<i>\$ 139.51 Mn</i>]	➔	Rs. 1,87,835 Mn [<i>\$ 2803.51 Mn</i>]
Retail AUM	Rs. 944 Mn [<i>\$ 14.09 Mn</i>]	➔	Rs. 1,70,154 Mn [<i>\$ 2539.61 Mn</i>]
Gross NPA (%), Net NPA (%)	5.28%, 3.78%	➔	0.95%, 0.37%
Cumulative. No. of Customers Financed (#)	13,163	➔	34,88,867
Locations covered in India (#)	9	➔	222

..... With a strong foundation, the company is well set for growth in the coming years.

Strong Financial and Operating Parameters



*The Company has not opted for 90 days relaxation extended by RBI for recognition of loan accounts as NPA.

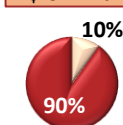
Capital First has transformed from a Wholesale Lending NBFC to a strong Retail Lending NBFC in the last 7 years..

Retails loans

Real Estate & Corporate Loans

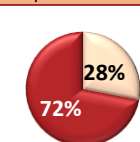
Total AUM

Rs. 9.35 bn
\$ 0.14 bn



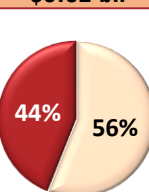
- Wholesale NBFC + broking subsidiary

Rs. 27.51 bn
\$ 0.41 bn



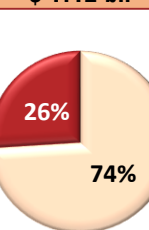
- Launched durable financing business with credit scoring
- Launched Gold Loan business
- Divested Forex business

Rs. 61.86 bn
\$ 0.92 bn



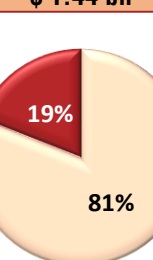
- Merged subsidiary NBFC with parent
- Launched two-wheeler financing

Rs. 75.10 bn
\$ 1.12 bn



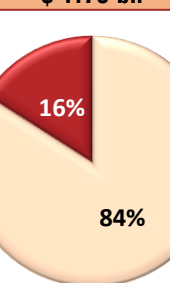
- Capital First is founded by way of buyout of existing shareholders including 26% minority shareholders (through open offer) with investment of Rs. 8.10 billion from Warburg Pincus (Sep 12)

Rs. 96.79 bn
\$ 1.44 bn



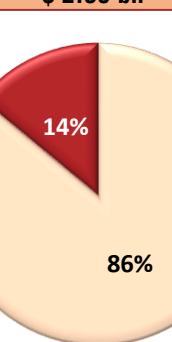
- Company raised Rs. 1.78 billion as fresh equity from Warburg Pincus (Rs. 1.28 bn) and HDFC Standard Life (Rs. 0.50 bn)
- Company's subsidiary acquired HFC license from NHB
- Closed Broking Business

Rs. 119.75 bn
\$ 1.79 bn



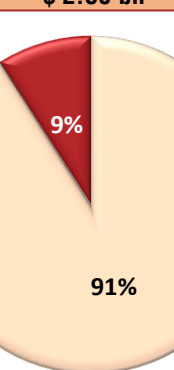
- Company's Assets under Management reached Rs. ~120.00 billion.
- Number of customers financed since inception crossed 1.0 million.
- Capital First raised Rs. 3,000 million of primary equity capital through QIP
- Total Capital (Tier1+Tier2) at Rs. 22.39 billion (post dividend) as of 31 March 2015
- Closed Gold Loan business

Rs. 160.41 bn
\$ 2.39 bn



- Company's Assets under Management crossed Rs. 160.00 billion mark successfully.
- Number of customers financed since inception crossed 2.25 million.
- Total Capital (Tier1+Tier2) at Rs. 27,385 billion as of 31 Mar, 2016
- Capital First Housing Loan Book crossed Rs. 3.99 billion

Rs. 187.84 bn
\$ 2.80 bn



- Company's Assets under Management crossed Rs. 187 billion mark successfully.
- Number of customers financed since inception crossed 3.4 million
- Total Capital (Tier1+Tier2) at Rs. 33.27 billion as of 31 Dec, 2016.
- Capital First Housing Loan Book crossed Rs. 6.04 billion

FY10

FY11

FY12

FY13

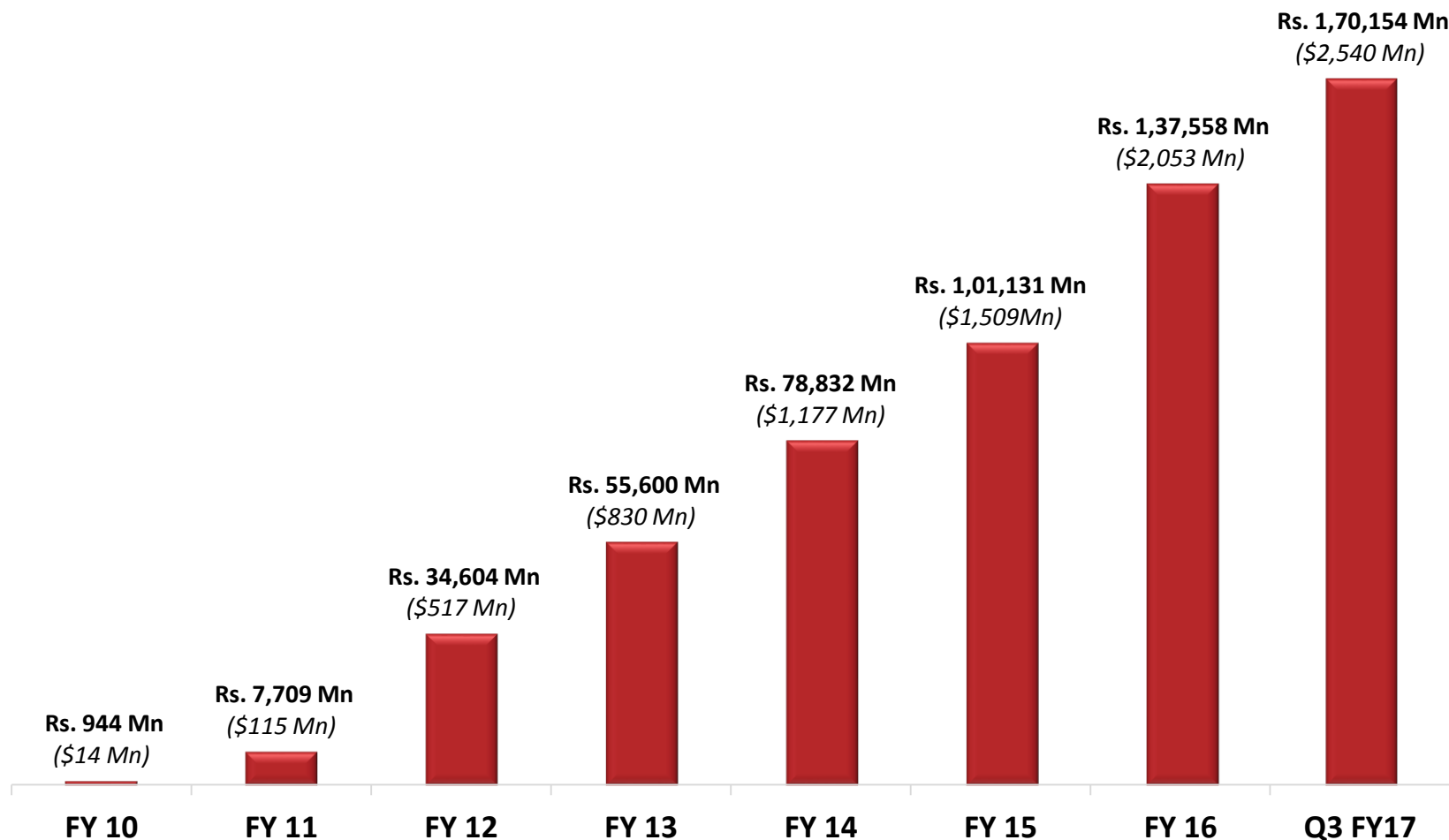
FY14

FY15

FY16

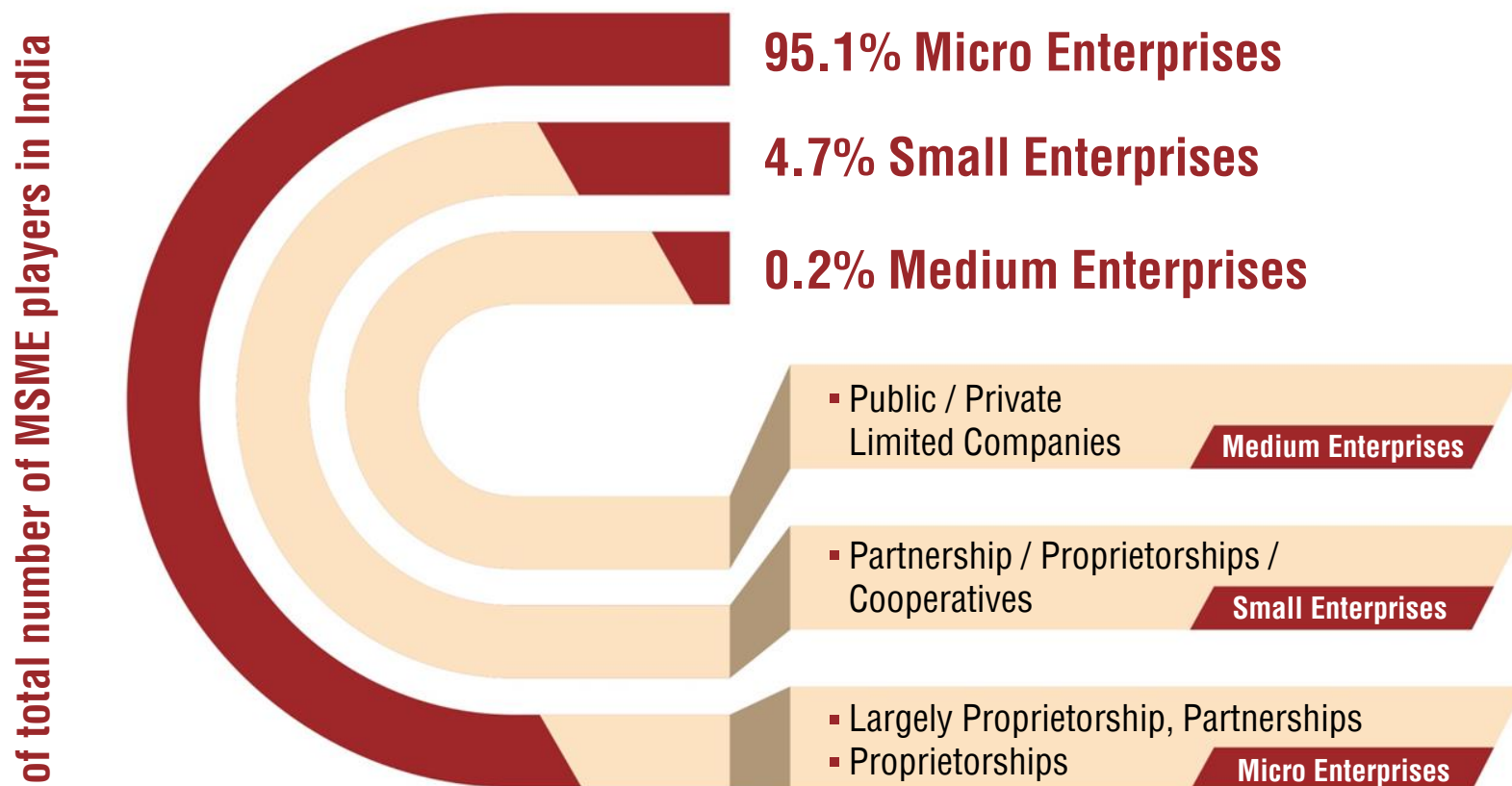
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.....And emerged as a significant player in the Indian Retail Financial Services within 7 years of launch with Retail Loan Book crossing Rs. 170.15 bn (USD 2.54 Billion)



There exists a large opportunity to finance the MSME Segment in India

Micro, Small and Medium enterprises form a large part of the Indian Economy. They generate employment and act as a catalyst for socio-economic transformation in India. There are more than 29 million MSME enterprises across India employing more than 69 million people



MSMEs account for 45% of the Indian Industrial output and 40% of the total exports

Source: "Micro, Small and Medium Enterprise Finance in India – A Research Study on Needs, Gaps and Way Forward" by IFC, Nov 2012

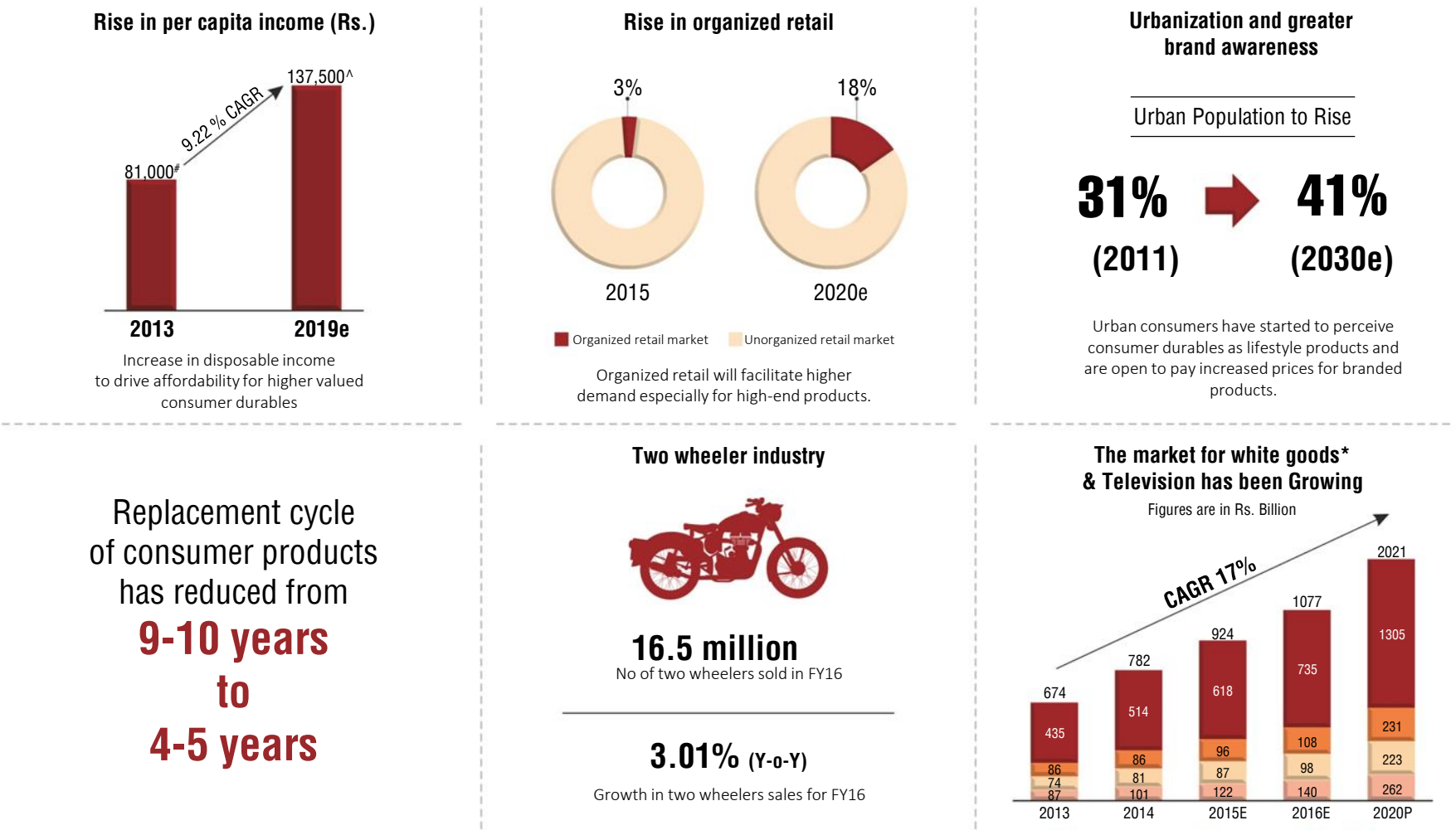
MSME sector, especially the unorganized micro and small enterprises, lack in support from the existing ecosystem, especially financing...

Some of the key challenges faced by MSMEs in India are as mentioned below:

Challenges faced by the MSME sector	Opportunity	Solution offered by Capital First
<ul style="list-style-type: none"> Absence of adequate and timely supply of finance for working capital High cost of credit Collateral Requirements Limited Access to Equity Capital Limited ability for expansion and modernization Lack of proper transportation and warehouse Squeezed by larger customers (principals) on delayed payment terms 	<ul style="list-style-type: none"> Total viable & addressable debt demand in MSME sector is Rs. 26 trillion out of which immediately addressable is Rs. 9.9 trillion Total viable & addressable working capital and capex demand is Rs. 9.9 trillion out of which short term i.e. < 1 year is Rs. 6 trillion 	<ul style="list-style-type: none"> Customised credit assessment and operations processes to meet the needs of the MSME segment against the security of property or cash flow of the customers Provide debt finance products to MSMEs and developing processes tailored to the MSME and consumer segment

Source: "Micro, Small and Medium Enterprise Finance in India – A Research Study on Needs, Gaps and Way Forward" by IFC, Nov 2012

The Indian Consumer financing market is a huge and growing opportunity.



Note: #1USD = Rs. 54 (for March 2013), ^1USD = Rs. 62.5 (as on April 2015) Source: MOSPI, EY study on Indian electronics and consumer durables April 2015, SIAM data

CFL has emerged as a Specialized Player in financing MSMEs by offering different products for their various financing needs

Typical Loan Ticket Size From CFL

Rs. 1.0 Mn - Rs. 20.0 Mn

To Small and Medium Entrepreneurs financing based on customised cash flow analysis and references from the SME's customers, vendors, suppliers.

Rs. 100K - Rs. 1.0 Mn

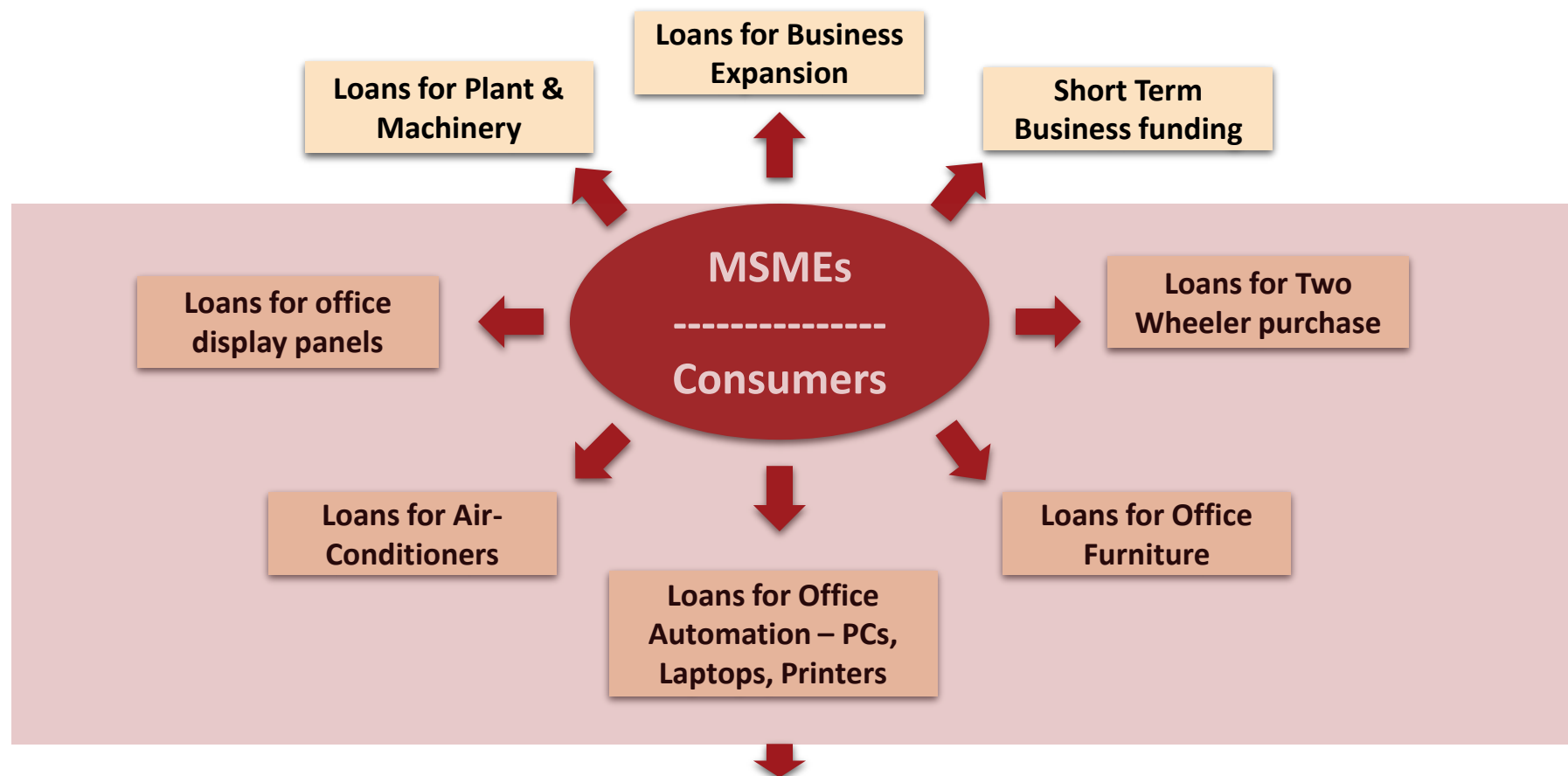
To Small Entrepreneurs/ partnership firms in need of immediate funds, for say, purchase of additional inventory for an unexpected large order.

Rs. 15K - Rs. 100K

To Micro business owners and consumers for purchase of office PC, office furniture, Tablets, Two-Wheeler, etc.




Typical Customer Profile

CFL provides financing to select segments that are traditionally underserved by the existing financing system



Traditionally these end uses are underserved by the financial system as ticket sizes are small, credit evaluation is difficult, collections is difficult, and business is often unviable owing to huge operating and credit costs.

Key Product Offerings

	Products	Key Features	Average Loan Ticket Size (Rs.)	Average Loan Tenor (Months)	Average Loan to Value Ratio (%)	Challenges
MSME Loans		<ul style="list-style-type: none"> ■ CFL provides long term loans to MSMEs after proper evaluation of cash flows. ■ Backed by collateral of residential or commercial property. ■ Monthly amortizing products with no moratorium. ■ CFL also provides unsecured short tenure working capital loans to the MSMEs. 	7,400,000 (\$ 110,000)	60*	45%	Evaluation of cash flows is a key challenge for credit appraisal of MSMEs
Two Wheeler Loans		<ul style="list-style-type: none"> ■ CFL provides financing to salaried segment as well as self employed individuals like small traders, shop keepers for purchase of new two-wheelers. 	53,000 (\$790)	24	72%	High collection cost as the collection efforts required are significant due to small ticket size and large number of customers running into millions. Operating expenditure is also very high.
Consumer Durable Loans		<ul style="list-style-type: none"> ■ CFL provides financing to salaried and self-employed customers for purchasing of LCD/LED panels, Laptops, Air-conditioners and other such white good products. They are also availed by small entrepreneurs for official purposes. 	22,000 (\$330)	12	77%	High collection cost as the collection efforts required are significant due to small ticket size and large number of customers running into millions. Operating expenditure is also very high.

Note: All the loan product related figures are for the period 9M FY17

* On actuarial basis

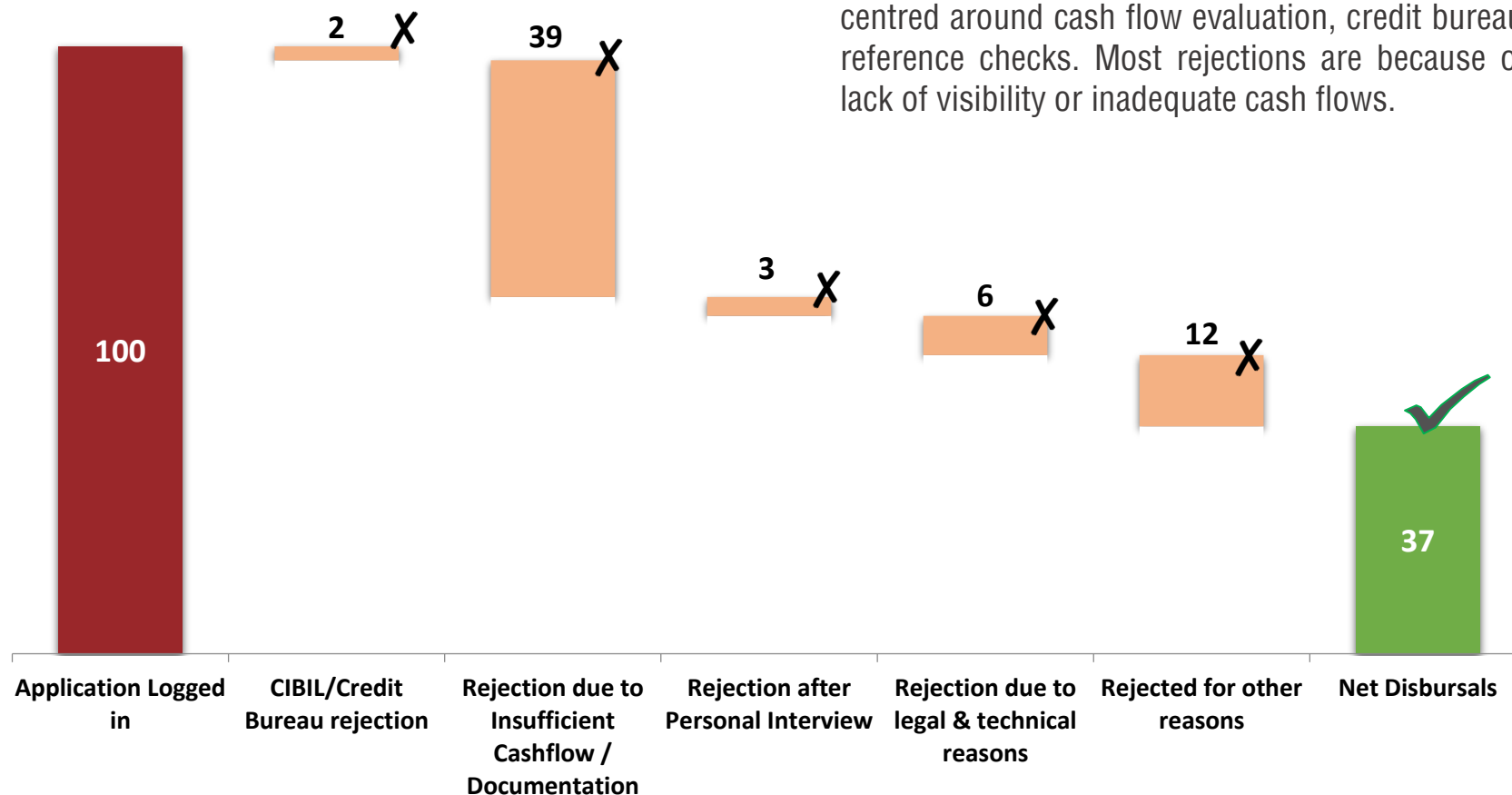
CFL is structured with inherent checks and balances for effective risk management



Sales, credit, operations and collections are independent of each other, with independent reporting lines for checks and balances in the system

Rigorous Credit Underwriting Process helps in maintaining high asset quality

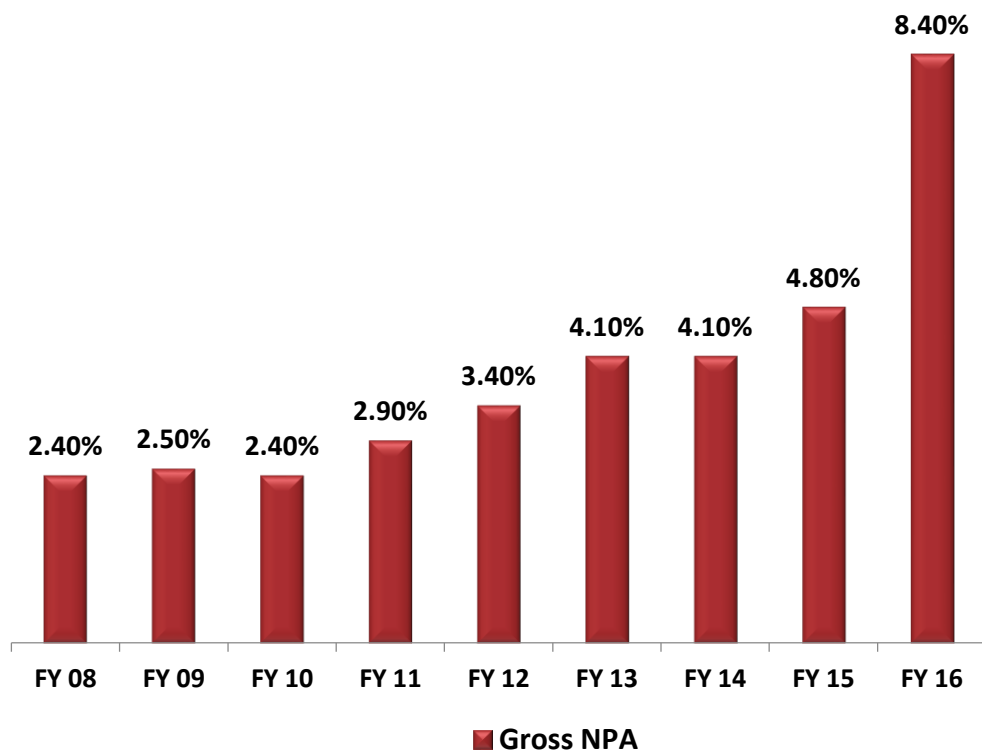
In the Mortgages business at Capital First, about 37% of the total applications are disbursed after passing through several levels of scrutiny and checks, mainly centred around cash flow evaluation, credit bureau and reference checks. Most rejections are because of the lack of visibility or inadequate cash flows.



Note: The data is for the period October, 2012 to September, 2014

CFL's Asset Quality is among one of the best in the Indian Financial Services Industry, even during difficult macro-economic periods.

NPA Trends for the Banks in India



*\$Numbers above represent weighted averages based on respective loan book for the top 10 listed banks and NBFCs in India, ranked by assets based on the published financials.
Source : RBI*

Avg. NPA Levels for top 10 Banks in India^{\$} (as of 31 Dec. 2016 @90 dpd NPA Recognition)

Gross NPA
6.87%

Net NPA
3.94%

Avg. NPA Levels for top 10 NBFCs in India^{\$} (as of 31 Dec. 2016 @120 dpd NPA Recognition)

Gross NPA
4.30%

Net NPA
2.01%

NPA Levels for Capital First Limited (as of 31 Dec. 2016 @120 dpd NPA Recognition)

Gross NPA
0.95%*

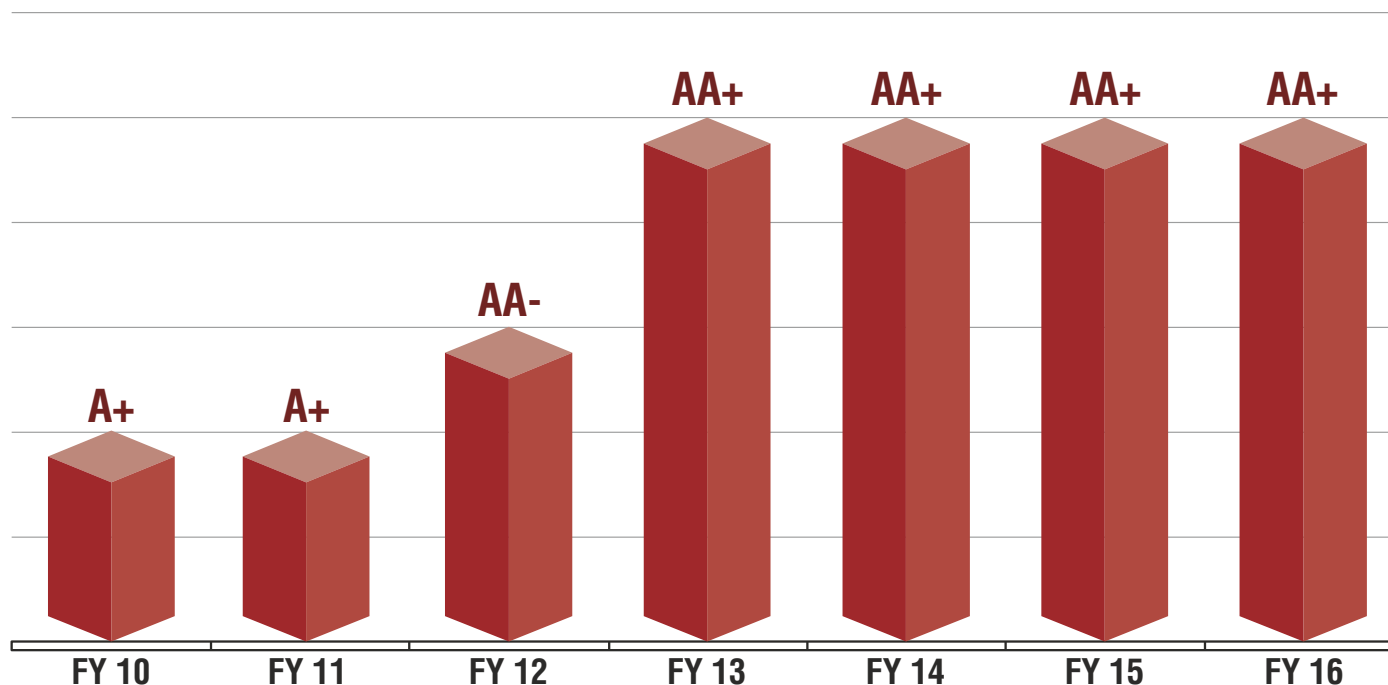
Net NPA
0.37%*

*The Company has not opted for 90 days relaxation extended by RBI for recognition of loan accounts as NPA.

The company has a long term credit rating at AA+, which is achieved by very select finance companies and banks in India.

Long term Credit Rating

(Bank Facilities, NCD & Subordinated Debt)

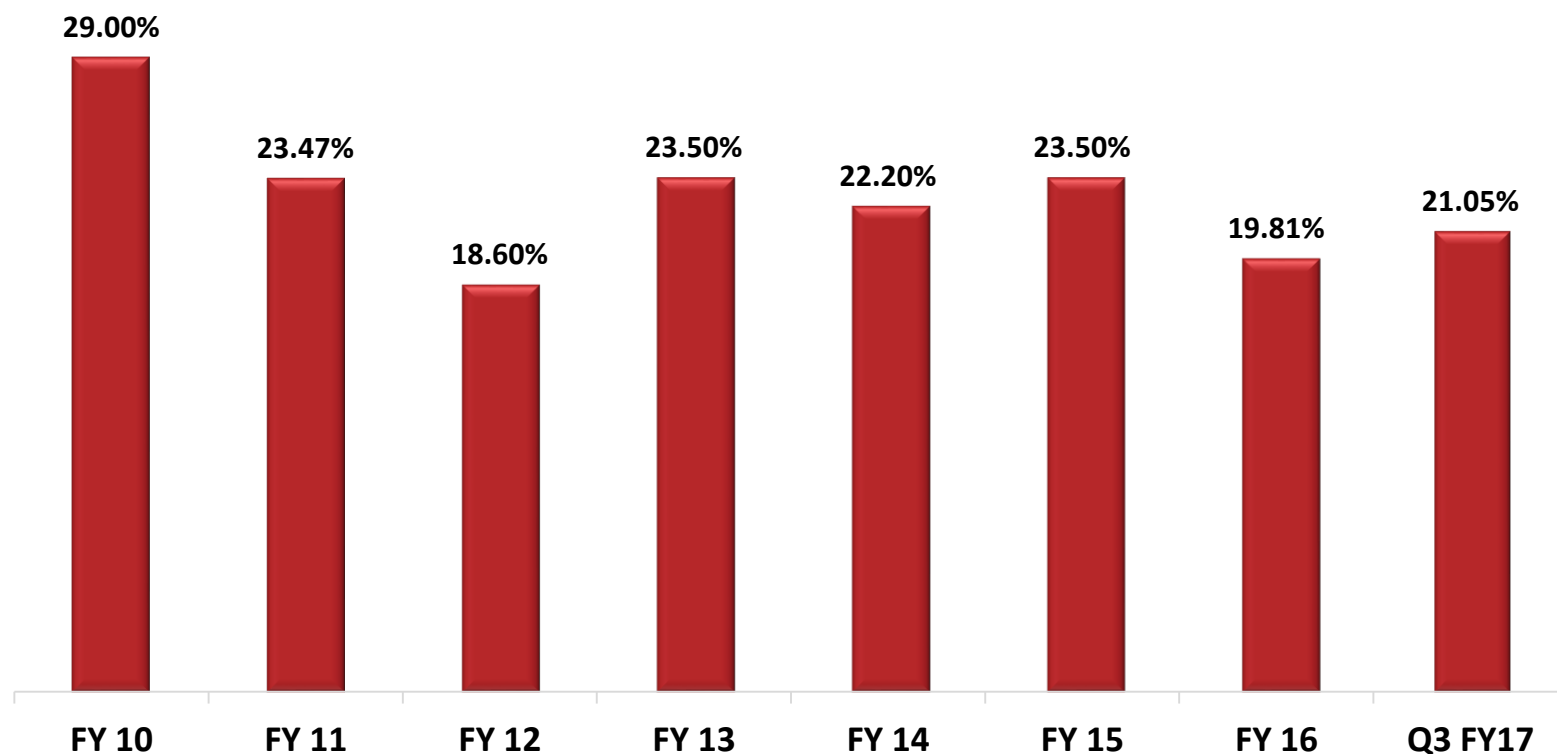


The long term credit rating of the company is AA+ for Bank Facilities, NCD & Subordinated Debt, which recognizes its comfortable capitalization levels, strong business model, comfortable asset quality parameters, healthy liquidity position, experienced management team, strong promoters and reputed institutional shareholders.

The short term credit rating of the company is A1+ (Highest)

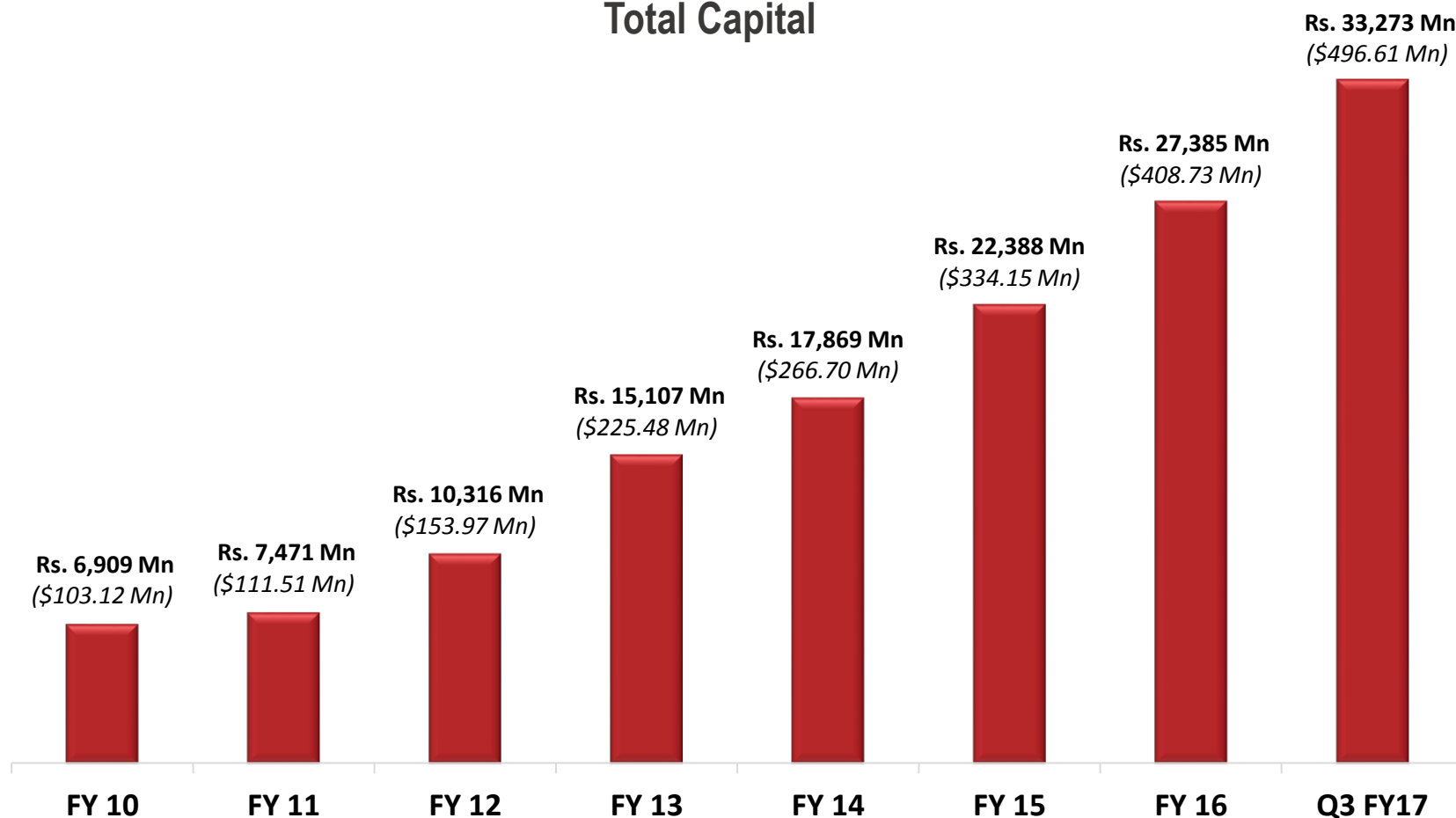
CFL has maintained a Capital Adequacy significantly higher than regulatory requirements over the years.

Capital Adequacy Ratio (CAR)



Total Capital of the Company has grown consistently and significantly over the years to Rs. 33.27 Bn

Total Capital



Note: Capital includes Networth, Perpetual Debt and Sub-Debt

Executive Chairman, Capital First.



Mr. V. Vaidyanathan founded Capital First Ltd by first acquiring an equity stake in an existing NBFC and then securing an equity backing of Rs. 8.10 billion in 2012 from reputed PE Warburg Pincus resulting in buyout of other majority shareholders. As part of the process all key constituents of the company was changed: (a) The majority and minority shareholding was changed through buyout and Open Offer to public; (b) Fresh capital of Rs. 1.00 billion was infused into the company; (c) The Board of Directors was reconstituted; (d) The business of the company was changed from wholesale to retail lending; (e) A new brand Capital First was created. Post the buyout, he holds shares and options totaling 13% of the equity of the company on a fully diluted basis through personal holdings and related entities.

He believes that financing India's 30 million MSMEs and India's emerging middle class, with a differentiated model, based on new technology platforms, offers a unique opportunity in India. As part of this belief, he converted the existing NBFC, which was into wholesale financing business (90% of book) in March 2010, into a retail finance institution (91% of book), and expanded retail operations to 222 locations across India within 6 years. During this period, he has grown the total loan book from Rs. 9.35 billion to Rs. 187.84 billion as of 31st December 2016, of which retail financing grew from Rs. 0.94 billion to Rs. 170.15 billion, has grown the capital (T1+T2) from Rs. 6.90 billion to Rs. 33.27 billion (31 Dec 2016), reduced the NPA from 5.36% to about 0.95%, got the long term credit rating upgraded thrice from A+ to AA+ and exited legacy businesses like forex, broking, wealth management and investment management. (Rs. 1.00 billion = USD 14.93 million @ 1 USD= Rs. 67)

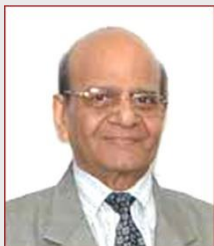
He joined ICICI Limited in early 2000 when it was a Domestic Financial Institution (DFI) and the retail businesses he built helped the transition of ICICI from a DFI to a Universal Bank. He launched the Retail Banking Business for ICICI Limited in 2000, and grew ICICI Bank to 1400 Bank branches in 800 cities, 25 million customers, a vast CASA and retail deposit base, branch, internet and digital banking, and built a retail loan book of over Rs. 1.35 trillion in Mortgages, Auto loans, Commercial Vehicles, Credit Cards and Personal Loans. He also built the ICICI Bank's SME business and managed the Rural Banking Business. These businesses helped the conversion of the institution to a universal bank renowned for retail banking.

He was appointed as MD and CEO of ICICI Personal Financial Services at 32, Executive Director on the Board of ICICI Bank at the age of 38 and became the MD and CEO of ICICI Prudential Life Insurance Co at 41. He was also the Chairman of ICICI Home Finance Co. Ltd, and served on the Board of ICICI Lombard General Insurance Company, CIBIL- India's first Credit Bureau, and SMERA- SIDBI's Credit Rating Agency. He started his career with Citibank India in 1990 and worked there till 2000 in retail banking.

During his career, he and his organization have received a large number of domestic and international awards including Economic Times Most Promising Business Leaders of Asia Asian Business Leaders Conclave 2016, Malaysia, 'Outstanding Entrepreneur Award' in Asia Pacific Entrepreneurship Awards 2016, Greatest Corporate Leaders of India- 2014, Business Today – India's Most Valuable Companies 2016 & 2015, Economic Times 500 India's Future Ready Companies 2016, Fortune India's Next 500 Companies 2016, Dun & Bradstreet India's Top 500 Companies & Corporates 2016 & 2015, "India's most trusted financial brand – 2016" by WCRC Leaders Asia, "Best Retail bank in Asia 2001", "Excellence in Retail Banking Award" 2002, "Best Retail Bank in India 2003, 2004, and 2005" from the Asian Banker, "Most Innovative Bank" 2007, "Leaders under 40" from Business Today in 2009, and was nominated "Retail Banker of the Year" by EFMA Europe for 2008.

He is an alumnus of Birla Institute of Technology and Harvard Business School and is a regular contributor on Financial and Banking matters in India and international forums. He is a regular marathoner and has run 7 marathons and 15 half marathons. He lives in Mumbai with his family of father, wife and three children.

Eminent Board of Directors



N.C. Singhal
Independent Director

Former Vice Chairman & Managing Director of SCICI Ltd. (Since merged with ICICI Ltd.)

He holds Post graduate qualifications in Economics, Statistics and Administration and was awarded the United Nations Development Programme Fellowship for Advanced Studies in the field of Project Formulation and Evaluation, in Moscow and St. Petersburg.

He has 55 years of experience in Corporate sector.



Hemang Raja
Independent Director

Former Managing Director & CEO of IL&FS Investsmart Ltd.

He has served on the executive committee of the Board of the National Stock Exchange of India Limited and also served as a member of the Corporate governance Committee of the BSE Limited.

He is an MBA from Abilene Christian University, Texas, with a major emphasis on finance and an Alumni of Oxford University, UK.

He has a vast experience of over 35 years in financial services.



M S Sundara Rajan
Independent Director

Former Chairman & Managing Director of Indian Bank.

He is a Post graduate in Economics from University of Madras with specialisation in Mathematical Economics, National Income and Social Accounting.

He has a total experience of over 39 years in the Banking Industry.



Dr. Brinda Jagirdar
Independent Director

Former Chief Economist of State Bank of India.

She is an independent consulting Economist with specialisation in areas relating to the Indian economy and financial intermediation.

She is a Ph.D in Economics, University of Mumbai, M.S. in Economics from the University of California at Davis, USA, MA in Economics from Gokhale Institute of Politics and Economics, Pune and BA in Economics from Fergusson College, Pune.

She has over 35 years of experience in banking industry.



Dinesh Kanabar
Independent Director

Former Deputy CEO of KPMG in India and Chairman of its Tax practice. Presently, he is the CEO of Dhruva Advisors LLP. He has handled some of the biggest tax controversies in India and has advised on complex structures for both inbound and outbound investments.

He is a Fellow Member of the ICAI.

He has over 25 years of experience advising some of the largest multinationals in India.

Eminent Board of Directors



Vishal Mahadevia
Non-Executive Director

He is the Managing Director & Co-Head, Warburg Pincus India Private Ltd.

Previously, he has worked with Greenbriar Equity group, Three Cities Research, Inc., and McKinsey & Company.

He is a B.S. in Economics with a concentration in finance and a B.S. in Electrical Engineering from the university of Pennsylvania.

He has 21 years of experience in Corporate sector across the globe



Narendra Ostawal
Non-Executive Director

He is the Managing Director of Warburg Pincus India Private Limited.

Earlier, he has worked with 3i India Private Limited (part of 3i group PLC, UK) and McKinsey & Company.

He holds a Chartered Accountancy degree from ICAI and an MBA from IIM, Bangalore.

He has 13 years of experience in consulting and private equity segment.



Apul Nayyar
Executive Director

He is an Executive Director responsible for Retail and SME businesses at Capital First Limited.

Previously, he has worked in leadership positions across companies like India Infoline(IIFL), Merrill Lynch and Citigroup.

Apul is a qualified Chartered Accountant. He has successfully concluded Global Program for Management Development (GPMD) from Ross School of Business, Michigan, USA.

He has more than 18 years of experience in the Financial Services Industry.



Nihal Desai
Executive Director

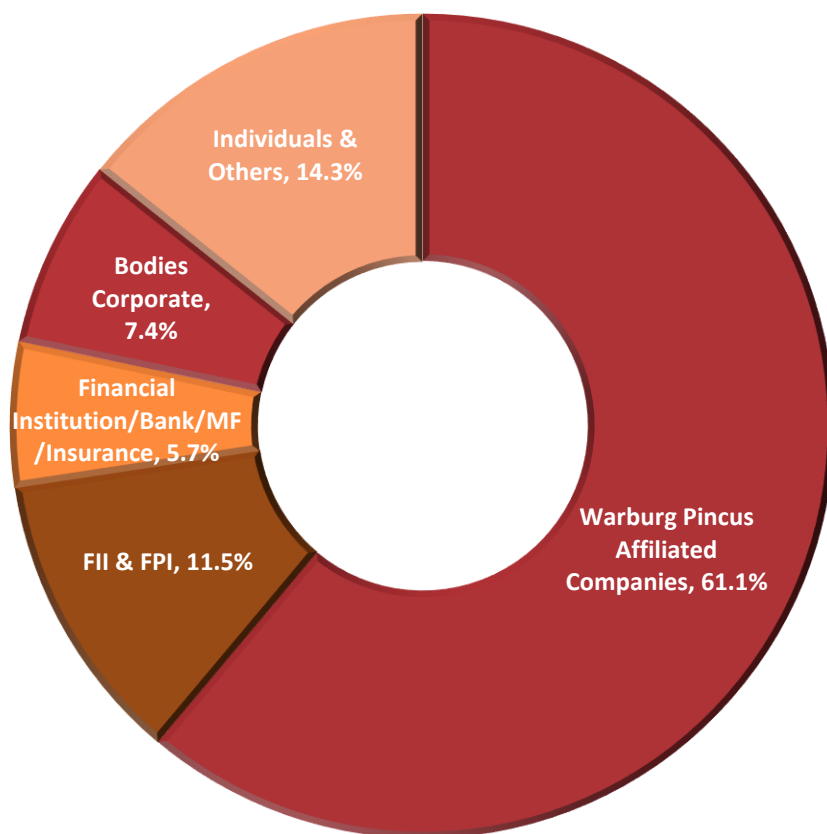
He is an Executive Director responsible for Risk, IT and Operations at Capital First Limited.

He has also worked with Serco India as Managing Director and developed new markets for its core and new BPO business.

With an Engineering degree in Computer Science and Post Graduate degree in management, he has been part of numerous management trainings from institutes like Wharton and IIM-Ahmedabad.

He has more than 20 years of work experience in the Financial Services domain.

Reputed marquee FIIs and DIIs have invested in CFL



Key Shareholders

Warburg Pincus, through its affiliate entities

V. Vaidyanathan & Related Entities

Government of Singapore & affiliated Companies

Canara HSBC Oriental Bank of Commerce Life Insurance

Birla Asset Management

HDFC Standard Life Insurance Company

One North Capital

Goldman Sachs Asset Management

Government Pension Fund Global

Jupiter Asset Management

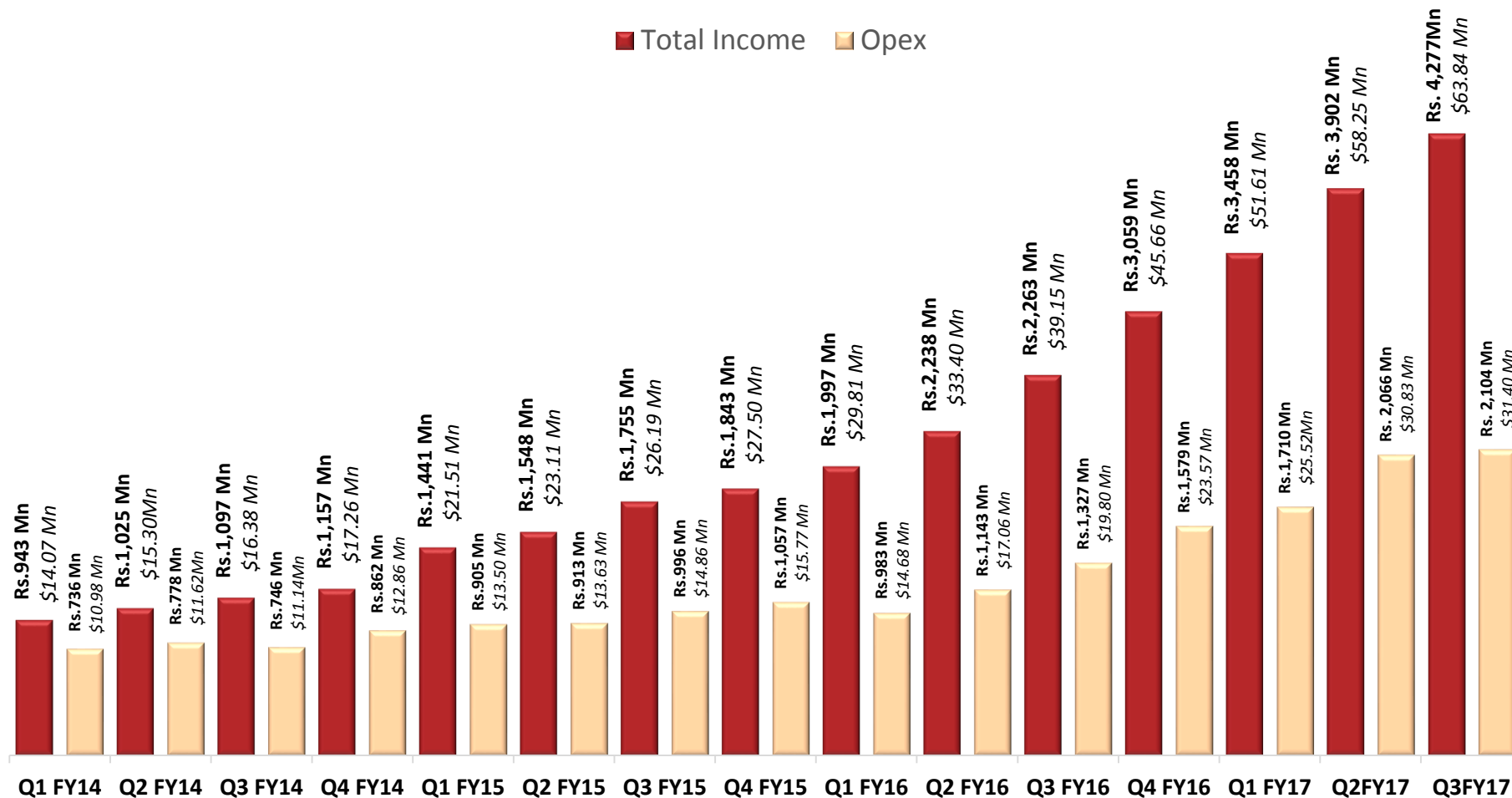
Ashburton Limited

Ashmore SICAV

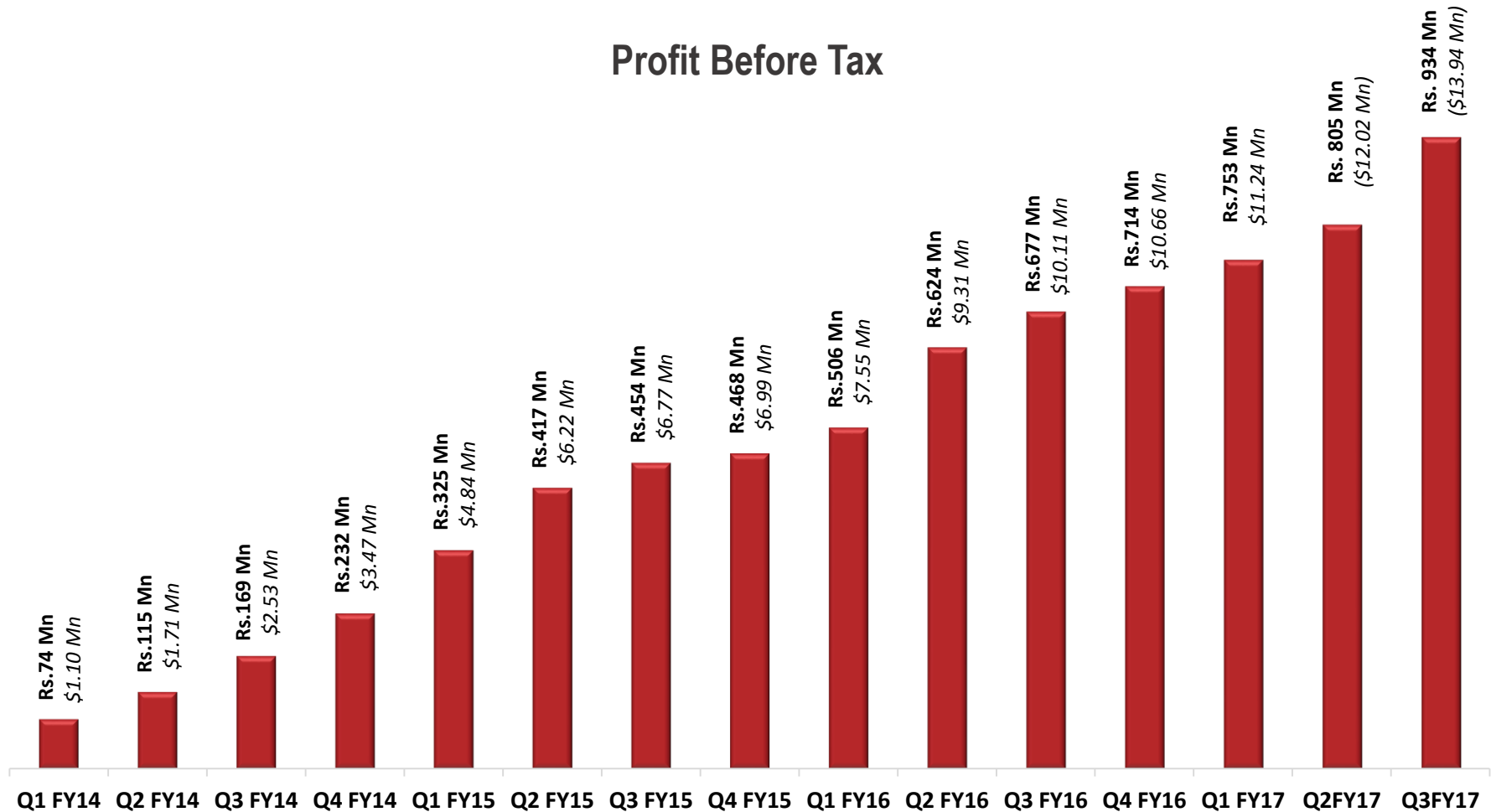
Total # of shares as of 31 December 2016: 9,73,78,319

Book Value per Share: Rs. 229 (\$3.42)

Income growth has continued to outpace growth in Operating Expenses, resulting in increasing operating leverage over the years...



...Resulting in consistent increase in profits
(Q3 FY17 - highest ever profit in the history of the company)



Consolidated Profit & Loss

Corresponding quarter (Q3-FY17 vs. Q3-FY16)

All figures are in Rs. Mn unless specified

Particulars	Q3-FY17	Q3-FY16	% Change
Interest Income	6,415	4,522	42%
Less: Interest Expense	3,082	2,346	31%
Net Interest Income (NII)	3,333	2,176	53%
Fee & Other Income	944	447	111%
Total Income	4,277	2,623	63%
Opex	2,104	1,327	59%
Provision	1,239	619	100%
PBT	934	677	38%
Tax	320	232	38%
PAT	614	445	38%

Consolidated Profit & Loss

Corresponding 9 Months (9M-FY17 vs. 9M-FY16)

All figures are in Rs. Mn unless specified

Particulars	9M-FY17	9M-FY16	% Change
Interest Income	18,067	12,078	50%
Less: Interest Expense	8,803	6,449	37%
Net Interest Income (NII)	9,264	5,629	65%
Fee & Other Income	2,374	1,229	93%
Total Income	11,638	6,858	70%
Opex	5,880	3,453	70%
Provision	3,266	1,599	104%
PBT	2,492	1,806	38%
Tax	810	620	31%
PAT	1,682	1,186	42%

Consolidated Profit & Loss

All figures are in Rs. Mn unless specified

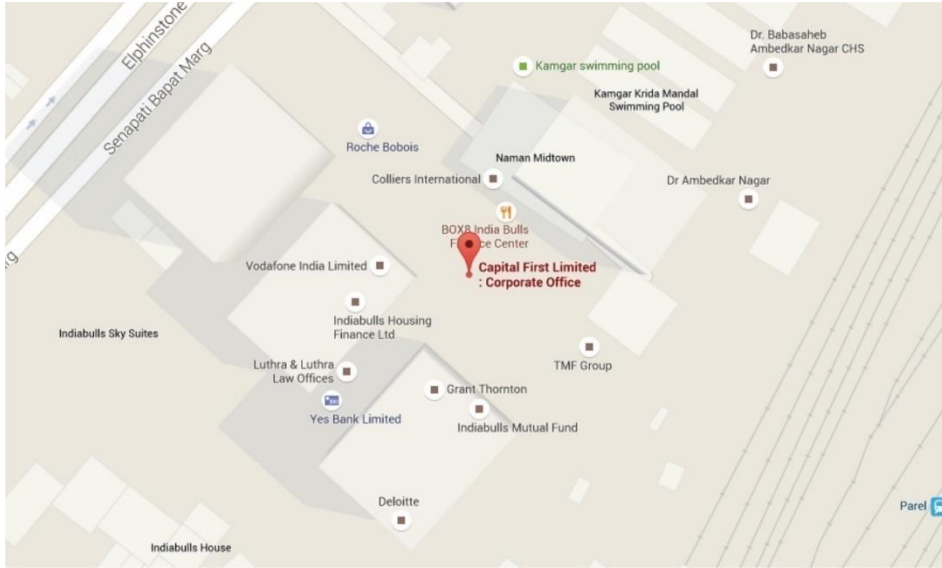
Particulars	FY14			FY15				FY16				FY17		
	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3
Interest Income	2,408	2,581	2,660	3,047	3,234	3,470	3,489	3,590	3,966	4,522	5,075	5,539	6,112	6,415
Less: Interest Expense	1,587	1,668	1,732	1,895	1,928	2,046	2,008	1,986	2,116	2,346	2,524	2,760	2,961	3,082
Net Interest Income (NII)	794	913	928	1,152	1,306	1,424	1,481	1,603	1,850	2,176	2,551	2,779	3,151	3,333
Fee & Other Income	203	184	229	290	242	331	362	394	388	447	508	679	751	944
Total Income	1,024	1,098	1,157	1,441	1,548	1,755	1,843	1,997	2,238	2,623	3,059	3,458	3,902	4,277
Opex	777	746	862	905	913	996	1,057	983	1,143	1,327	1,579	1,710	2,066	2,104
Provision	132	183	62	212	218	306	318	508	471	619	766	995	1,031	1,239
PBT	115	169	233	325	417	453	468	506	624	677	714	753	805	934
Tax	43	68	-66	116	146	154	103	175	213	232	239	261	229	320
PAT	72	101	299	208	271	299	365	331	410	445	475	492	576	614

Consolidated Balance Sheet

All figures are in Rs. Mn unless specified

Particulars	As on Dec 31, 2016	As on Mar 31, 2016
SOURCES OF FUNDS		
Net worth	22,323	17,035
Loan funds	1,37,047	119,549
Total	1,59,370	136,584
APPLICATION OF FUNDS		
Fixed Assets	445	292
Deferred Tax Asset (net)	706	546
Investments	427	416
Current Assets, Loans & Advances		
Loan Book	1,44,660	126,666
Other current assets and advances	24,420	17,330
<i>Less: Current liabilities and provisions</i>	<i>(11,288)</i>	<i>(8,666)</i>
Net current assets	1,57,791	135,329
Total	1,59,370	136,584

Thank You



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