



# CAPITALINDIA

Rediscover Business

# Overview



Empowering India With Bespoke Financial Solutions

- Providing an array of financial services and funding solutions to Small and Medium Enterprises providing SME – Secured and Unsecured loans, also providing Equipment and Supply Chain financing

SME Focused

₹5.9 Bn\*  
Loan Book

Acute A-  
Rating  
for debt up to ₹5 Bn

₹5.6 Bn\*  
Net Worth

## Our Focus and Business approach

01 Value creation for our customers and shareholders

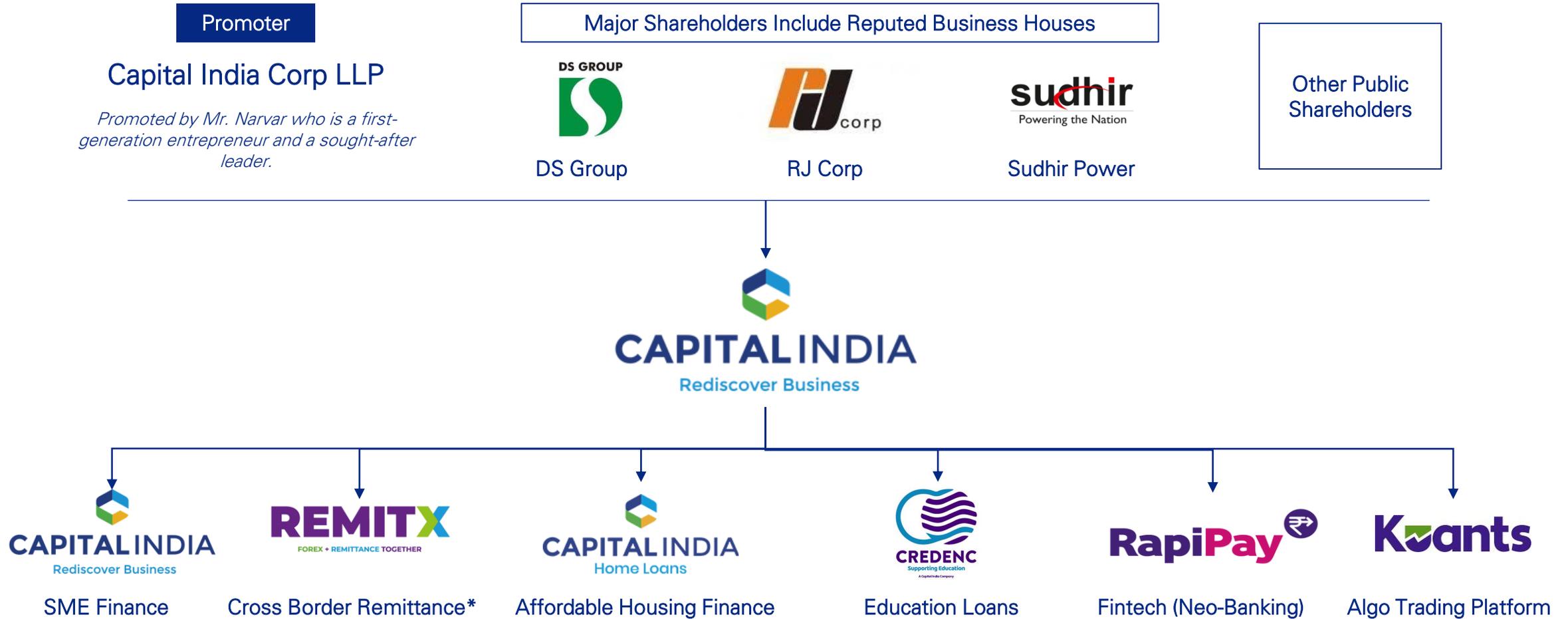
02 Customized financing and payment solutions

03 Partner with new age businesses and entrepreneurs

04 Build relationships with customers and participate in their growth story

\*Standalone Figures; as on 30<sup>th</sup> June 2021

# Group Structure



\*CIFL is the first listed NBFC to get AD II license from RBI  
In addition, we are also in process to launch our own digital lending platform "RapiMoney"

# Our Journey



Incorporated as Bhilwara Tex-Fin Limited.

Public issue & Listing of Equity shares on BSE.

Take over by Sainik Mining and Allied Services Limited.

Acquisition by Capital India Corp LLP, change of name to Capital India Finance Ltd.

1994 – 2017



“A–” Rating from ACUITE (Formerly SMERA) for our long-term borrowings program.

August 2018



Received Housing Finance Company (HFC) license from RBI for subsidiary Capital India Home Loans.

February 2019



Investment in RapiPay Fintech Pvt. Ltd.

September 2019



Received Authorised Dealer – Cetagory II (ADII) license from RBI.

September 2020



Algorithm Based Trading Platform

August 2021



June 2018

Equity infusion of ₹2.5Bn through preferential route.



January 2019

Equity Infusion of ~ ₹2.5 Bn through Rights Issue.



August 2019

Rating reaffirmed.



October 2019

Approval from SEBI for CAT II AIF (New India Opportunity Fund).



July 2021

A leading education lending platform

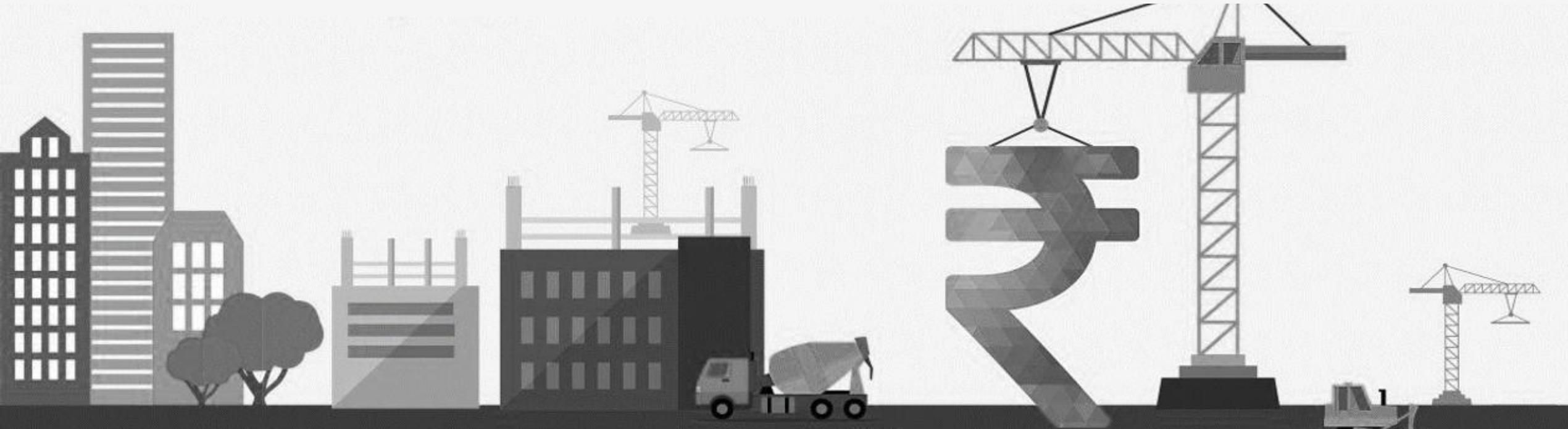


# Capital India Finance Limited (CIFL)

## Our NBFC

### Rediscover Business

CIFL is an India-focused, integrated financial services platform. We partner small and medium businesses with customized finance solutions, providing financing that serves the latent yet burgeoning demand which is unmet by conventional lenders.



# CIFL Overview



Capital India Finance Ltd (CIFL) is a Systemically Important Non-Deposit Taking NBFC (NBFC-ND-SI), providing sector specific tailored loan products to SMEs

We believe, India's growing economy requires tailor-made financing opportunities to millions of small businesses, traders and self-employed, who may not have ready access to traditional financial channels

We provide bespoke financial solutions to Small and Medium Enterprises (SMEs) for their growth and working capital requirements

## Our Offerings



### SME Secured

- Convenient loans against collateral
- We ensure quick turn around, attractive interest rates and seamless disbursements and customer experience



### Supply Chain Finance

- Capital to support the credit cycle of the entire value chain at favorable interest rates
- Loans are digitally processed, with minimal documentation and hassle-free onboarding process



### SME Unsecured

- Loans for working capital or growth capital requirements of SMEs
- Our digital loan processing ensures faster approvals and disbursements



### Equipment Finance

- Funds for purchase or/and upgrade of machinery and equipment.
- These loans can be availed for purchase of new or refurbished machinery/equipment at competitive interest rates



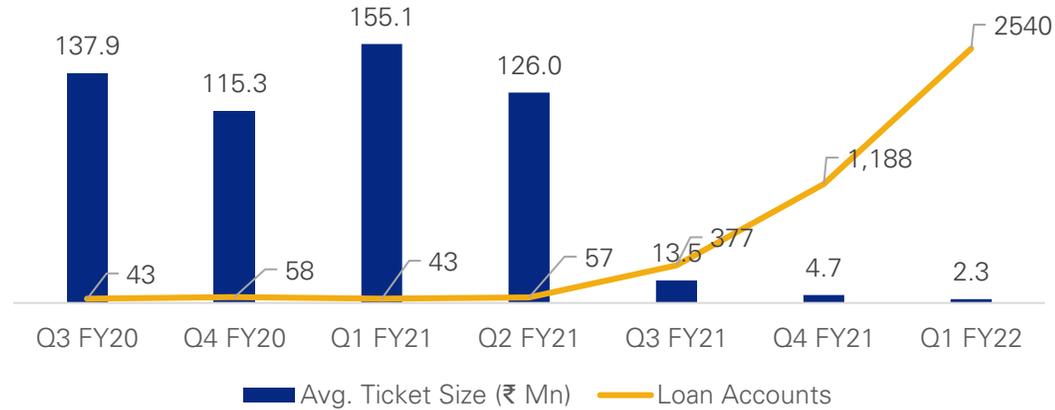
# CIFL Loan Book Overview\*

**₹5.9 Bn**  
Book Size

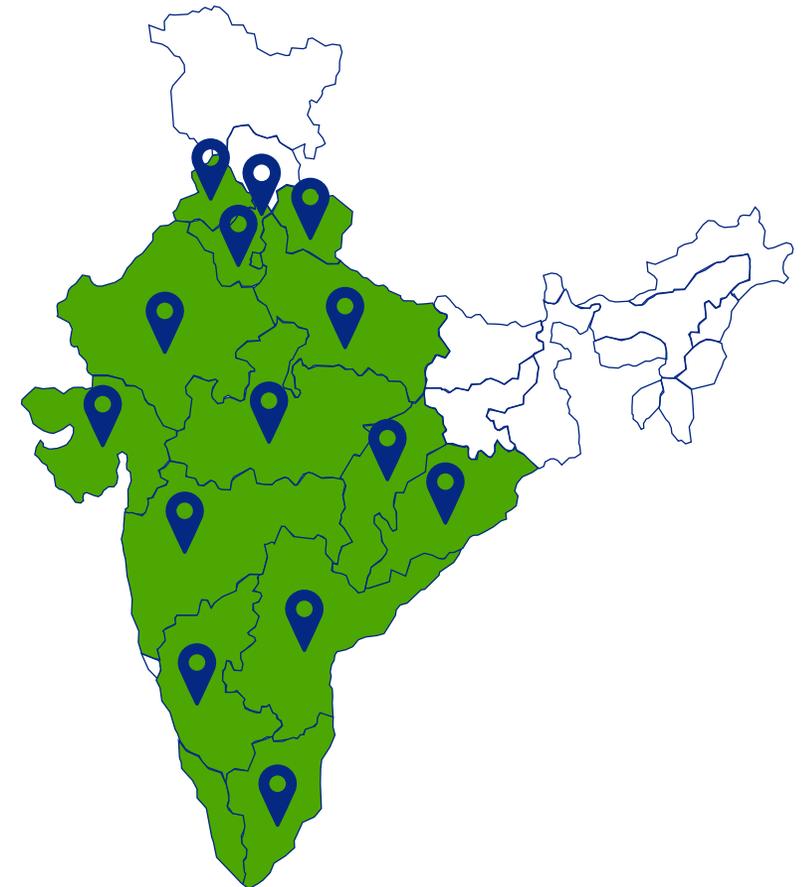
**₹19.7 Bn**  
Cumulative Disbursal  
Since Jan'18

**39 Months**  
Wt. Average Tenure

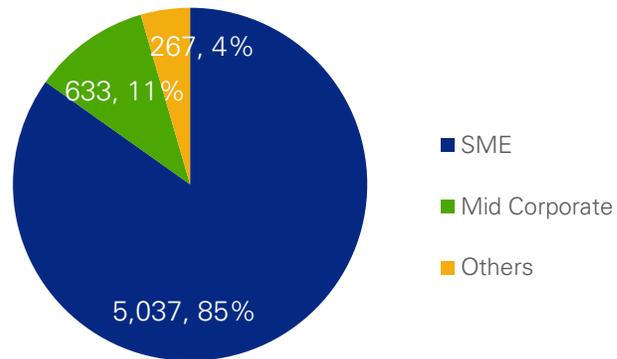
Shift Towards A More Granular Book



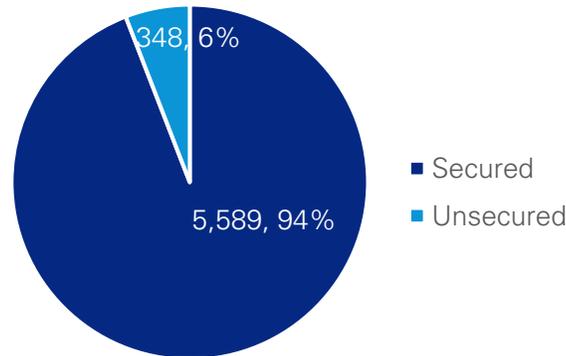
Geographical Spread



Book Break-up Across Segments (₹ Mn)



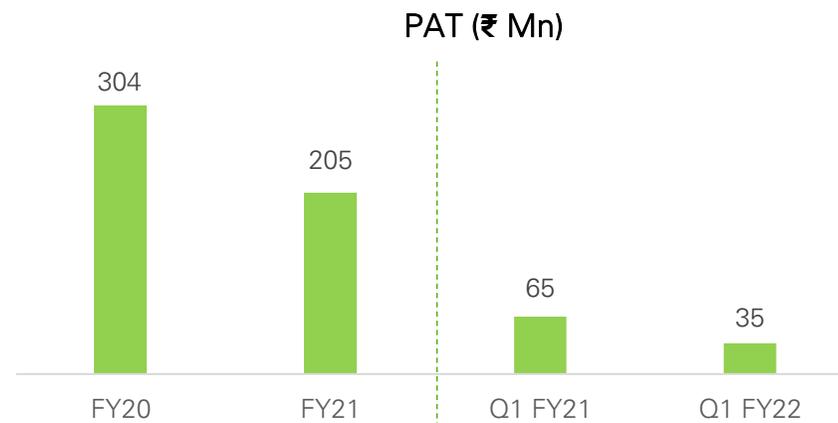
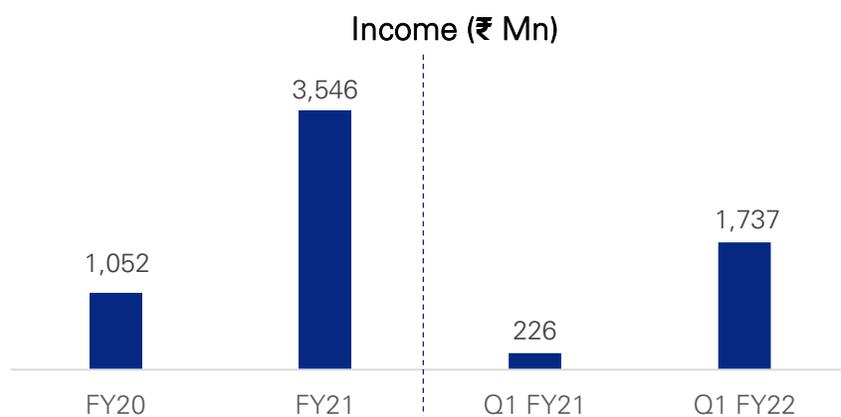
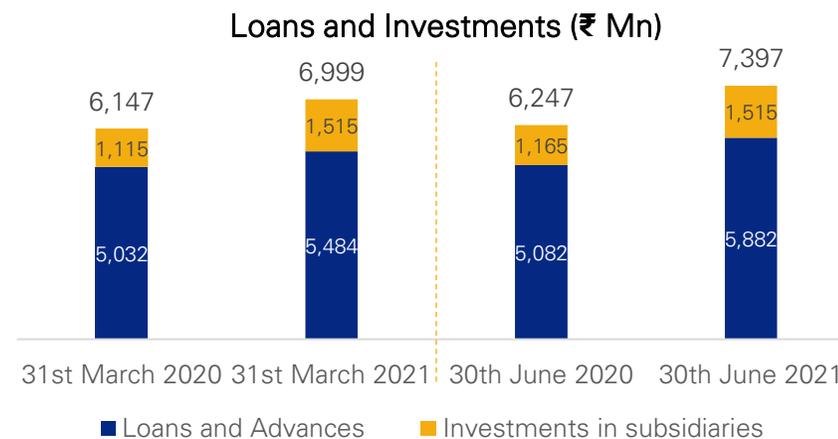
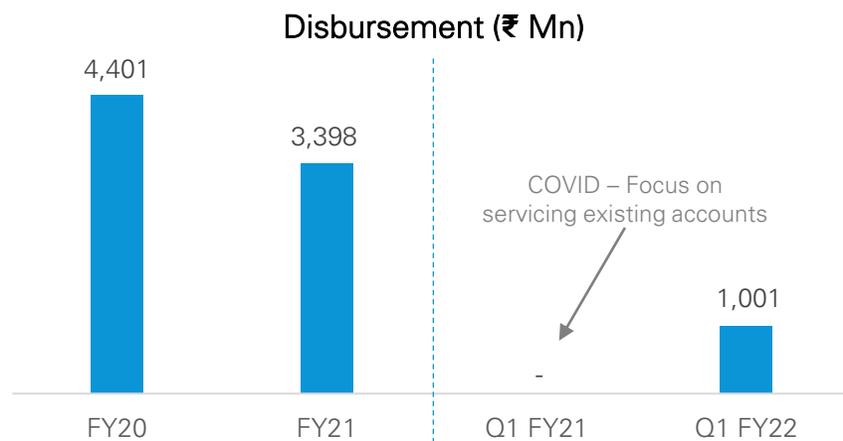
Secured vs Unsecured (₹ Mn)



>2x Security on secured portfolio

\*All figures as on 30<sup>th</sup> June 2021

# CIFL Performance



Capital adequacy remain strong at **60%**

# Capital India Home Loans (CIHL)

## Our HFC

घर आपका साथ हमारा

CIHL 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.



# CIHL Overview



- CIHL started its operations in Mar'19 as a subsidiary of CIFL
- CIHL is a new-age housing finance company, providing home loans in the affordable housing segment
- It caters to the emerging urban population in metro and tier 1 cities with semi-formal incomes; largely unattended by large HFCs/Banks



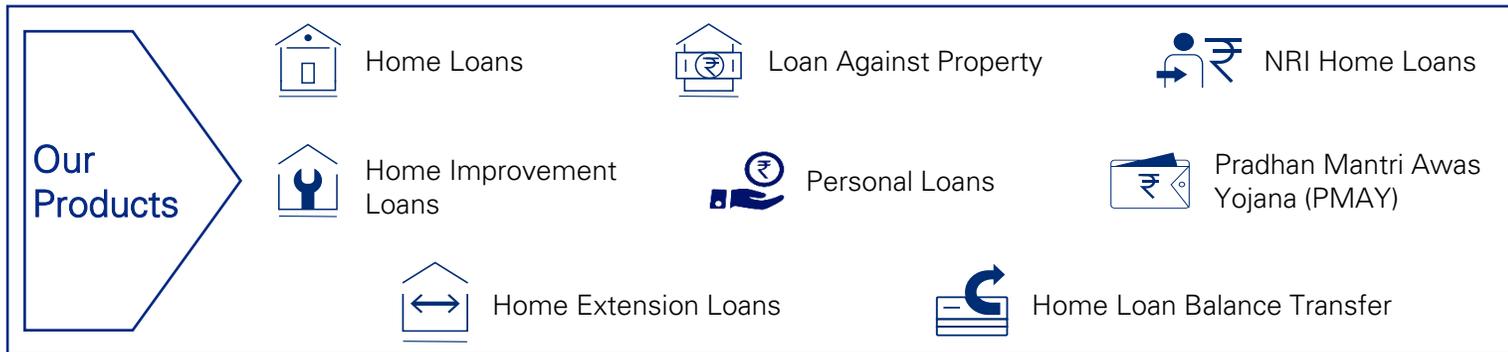
12 Locations

Delhi, Mumbai (Andheri, Kalyan, Virar, Panvel), Jaipur, Noida, Nashik, Panipat, Ambala, Jodhpur and Karnal



6,000+

Customers Served



# CIHL Supports Customer In Urban Areas With Semi-Formal Incomes; Largely Unattended By Large HFCs/Banks



## Our Customers

- Salaried and Self-employed individuals
- First time home buyers
- Limited or no credit history
- Semi-formal income



## Their Requirement

- Home loan requirement primarily in the ₹0.5 – 2.0 mn range
- Access to formal housing finance
- Minimal disruption to daily work routine



## Challenges They Face

- Documentation requirement of traditional lenders
- Time consuming loan sanction process
- Dealing with middlemen

## Our Value Proposition

- ✓ Understanding Customer Needs – Well Educated and Trained RMs
- ✓ Accessing Semi-Formal Income – Documents such as insurance policies used for evaluation
- ✓ Transparent Process – Digital access to loan documentation and easy prepayment options
- ✓ Minimal Disruption to Daily Customer Routine – Home visits coupled with paperless process
- ✓ Consistent Underwriting Process – Resulting in lower Turn Around Time

# Adoption of Technology and Strict Risk Assessment and Evaluation During Entire Loan Cycle





## OmniFin Loan Management System

API Integrations

In House Data Management



- Customer profiling
- Financial analysis of customers bank account and income






- Instant PAN verification
- System integrated CIBIL check and verification

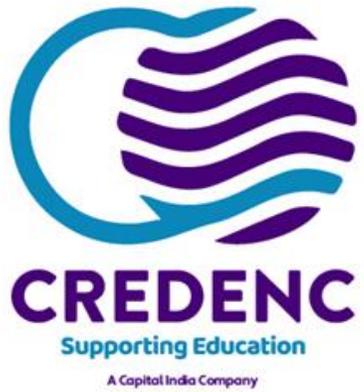



- dMACQ document management system
- Hosting at Netmagic Public Cloud Mumbai
- Elastic Scale up model to support increased load

Comprehensive Underwriting, Monitoring And Collection Process

<ul style="list-style-type: none"> <li>▪ Evolving operating model competent to evaluate income &amp; repayment capability of non-salaried individuals</li> <li>▪ Employee driven appraisal systems and recovery</li> </ul>	<ul style="list-style-type: none"> <li>▪ Proprietary Credit scoring system; data from field visits to residence &amp; workplace and personal interviews</li> <li>▪ In-house technical team to underwrite values of collateral</li> <li>▪ Technical verification to assess marketability and compliance to local byelaw</li> <li>▪ Legal assessment to determine free, clear and marketable title</li> </ul>	<ul style="list-style-type: none"> <li>▪ 100% NACH / PDCs collection</li> <li>▪ Dedicated Collection Executives at each of the branches</li> <li>▪ Branch manager also responsible for collections</li> </ul>
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# Our Education Lending Platform



# Overview



Credenc is a unique platform to **finance meritorious students for their college expenses by underwriting their employability**, rather than the means available to their families.

Credenc has its **own proprietary future income prediction model** which ensures the best students of our country are not starved for funds for their higher education.



**Education Loan**

**Single Window Platform**



**Refinance Your loan**

**Fully Digital – No Branch Visits**

**End to End Support**

## Supporting Students In Entire Education Journey Through Bouquet of Products

### Loans



**Large Ticket Domestic –Study in India**



**Large Ticket International –Study Abroad**



**Short Ticket Domestic - Specialized and Online Courses**

### Supplementary Offerings



**Loans for Laptops and Other Educational Accessories**



**Student Cards and Savings Account**

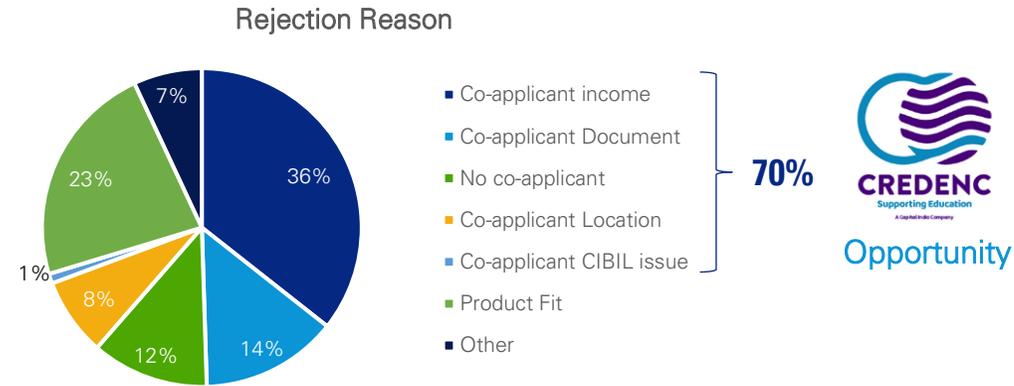


**Learning and Internship Portal**

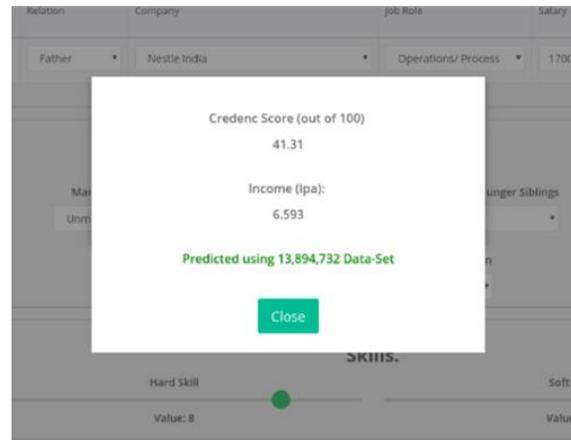
# Credenc Has Bridged The Gap Between Deserving Students and Institutes By Addressing Both Ends



70%+ Rejection Are Because Of Co-applicant Income And Documents



We are looking to unlock this huge segment by lending basis student potential and not their parent's profile & income



**Credenc Future Income Prediction Model**

**Distribution to 2,000+ Institutes across the country**



Education Loan > Education Loans

Calculators

FAQ

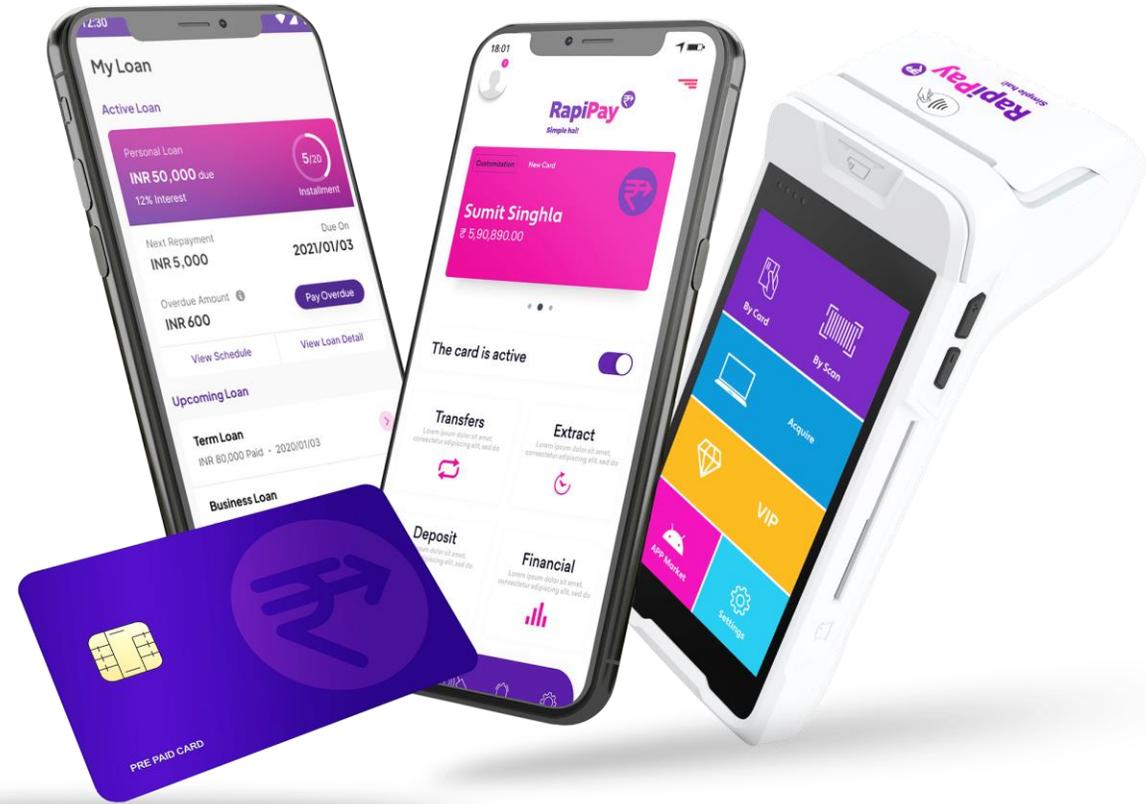
**Benefits:**

O.P. Jindal Global University has tied up with Credenc to help students avail education loans easily from a number of banks and NBFCs. The education loans for the students of O. P. Jindal Global University are offered based on the credit history of the co-applicant and academic performance of the applicant.

## Our Fintech Venture

**RapiPay**   
**Simple hai!**

RapiPay is a customer centric Fintech company providing an array of financial services to the underbanked via a country wide network of “Direct Business Outlets”.



# RapiPay Overview



- RapiPay is one of the fastest growing FinTech players in India, providing Neo Banking services to the masses
- RapiPay has pan-India retail agent network of Direct Business Outlets (“DBOs”)



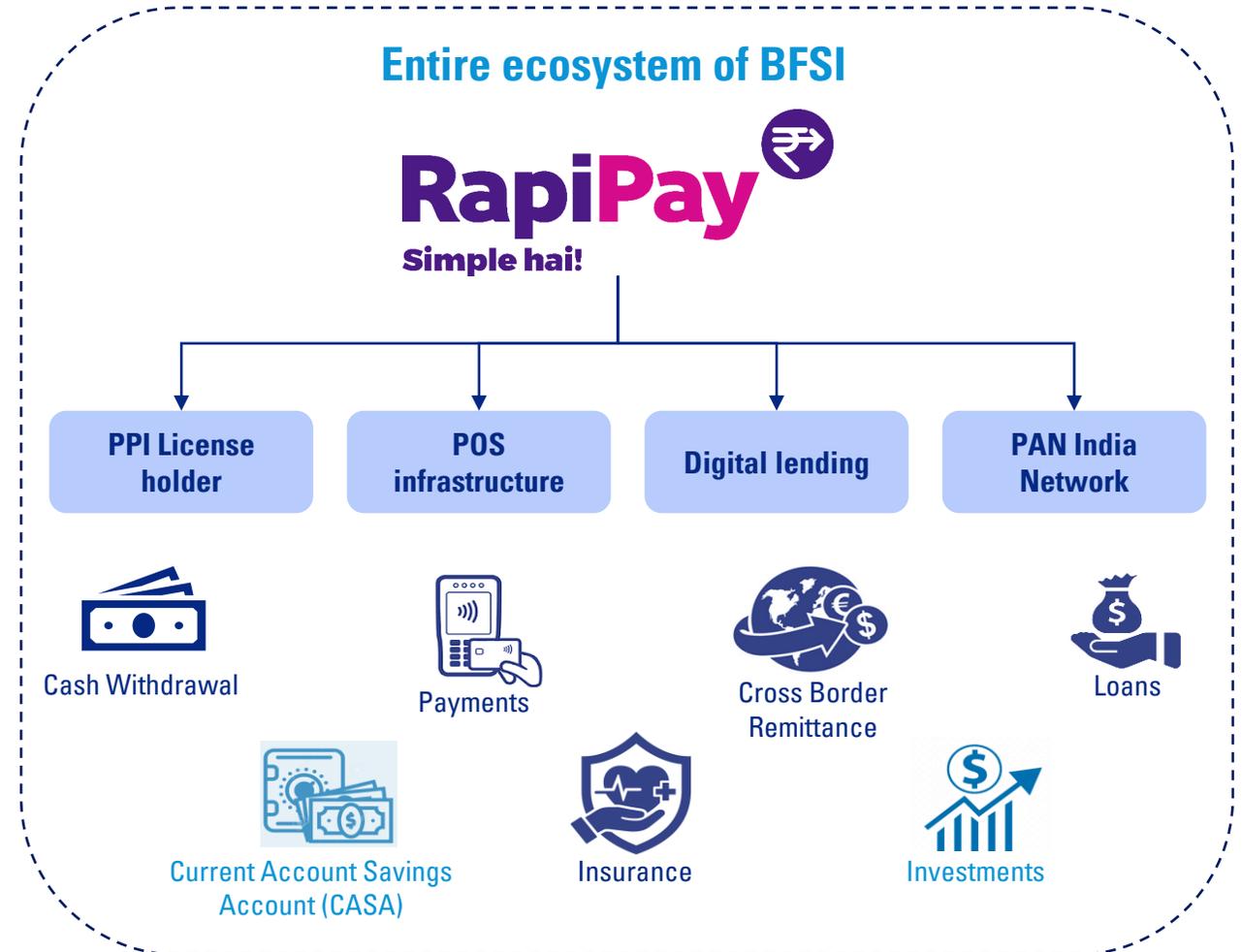
**30 Million+**  
End Customers



**2,50,000+**  
Direct Business Outlets



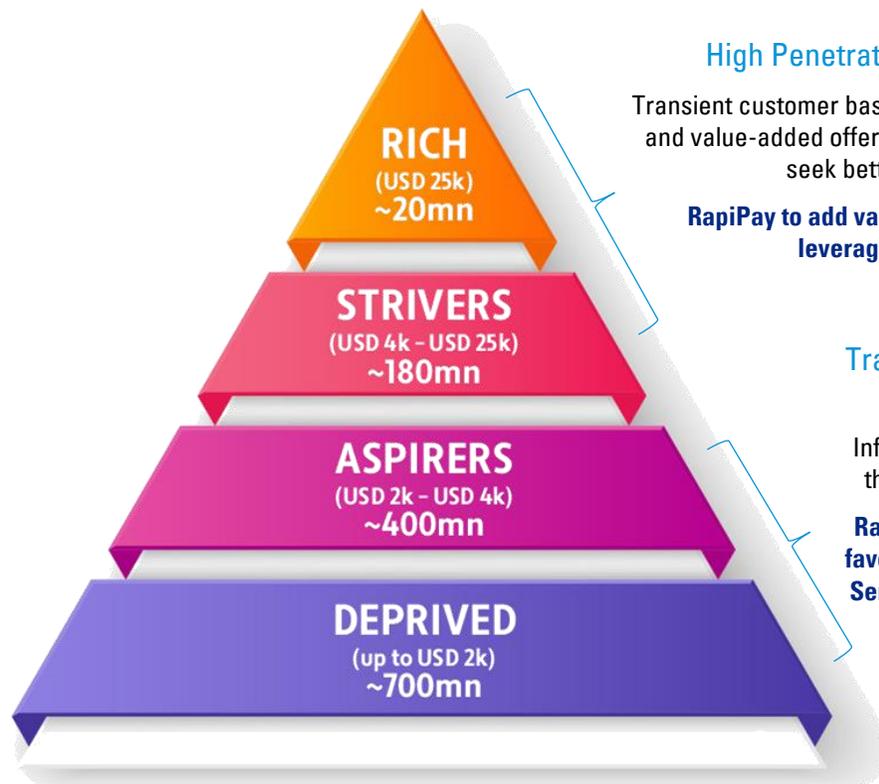
**₹1.5 Billion+**  
Daily Transaction Volume



# With Its Product Offerings, RapiPay Is Poised To Provide Banking Solutions To Every Strata Of The Society



## RapiPay Aims To Touch Lives Of 800 Million People



India's Demography Pyramid (#Households) As Per Annual Income

### High Penetration Rate For Tech Products

Transient customer base which desires a rich user experience and value-added offerings; generally less price sensitive but seek better consumer experience

**RapiPay to add value in offering integrated services leveraging its tech capabilities**

### Traditionally Underserved, Prefer Assisted Mode

Infrastructurally uneconomical for banks to serve these customers owing to high acquisition cost

**RapiPay with its growing distribution network is favorably placed to offer entire Banking, Financial Services and Insurance (BFSI) services through a single outlet (DBO)**



Cash Withdrawal



Payments



Digital Loans



Cross Border Remittance



Insurance



Student Neo Banking



CASA



Debit & Prepaid Cards



Investments

# RapiPay's Best In Class Proprietary Tech Platform Uses Robust Data Sets And AI/ML To Automate And Improve The Entire Transaction Cycle And Allow Significant Scalability Benefits

## Only Indian Fintech Utilising AI For Entire Process

### AI / ML

- Live Photograph / KYC<sup>1</sup> Onboarding
- Fraud Detection and Prevention
- Automated Cost-Effective Customer Support
- Data Lakes Creation and Collection
- Algorithm Creation Building

### Extensive Data Sets & Algorithms

- 50 TB on Customers Data
- AI Powered Business Intelligence Tool
- Panda Library used for data manipulation and analysis
- Synchronous replicas to 5 servers
- IMPS<sup>2</sup>, NEFT<sup>3</sup> and Informative Behavioral Data Points vs UPI<sup>4</sup>

## Fully Automated Advanced IT Platform (SQL, Python, Kong)

### Consumer/DBO Onboarding

AI based Facial Recognition, Aadhar and PAN authentication from NSDL for quick eKYC. Customizable UI for Mobile, Web and Embedded devices.

### Data Analytics

Automated credit processing, consumer profiling, Fraud Analytics, Ledger, Data Recon and real time settlement.

### CRM / MIS

Live MIS and CRM dashboards, product level analysis.

## RapiPay Benefits

- ✓ Processing 2,000 Transactions/Sec
- 👤 2 Minute Onboarding via eKYC
- 🔄 Auto Settlement / Dispute Handling
- ☁️ Private Cloud Infrastructure meeting **Auto-Scalability / High Availability** and Country Localization guidelines
- 🔗 Exclusive API / VPN and H2H Connectivity with multiple Banks / Payment Switches
- 🔒 Best in Class Data Encryption
- 📊 Structured Usable **Metadata**
- 🧠 **Multi Armed Bandits** Algorithms Leading to Higher Transaction Success Rate
- 🕒 **Lowest** Latency in Region
- 🤖 Automated Help Desk
- 📄 Accept Payments from All Modes

## Integrations



<sup>1</sup> Know Your Customer

<sup>2</sup> Immediate Payment Service

<sup>3</sup> National Electronic Fund Transfer

<sup>4</sup> Unified Payments Interface



## Our Forex Division

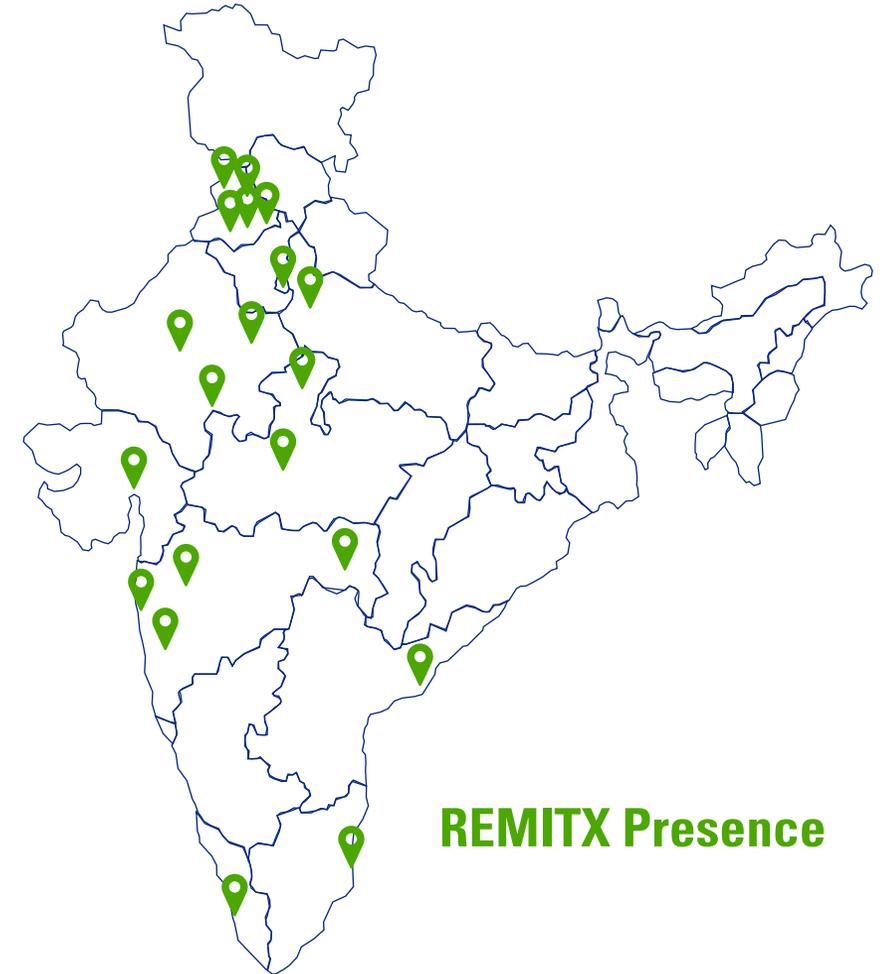
**REMITX**

**FOREX + REMITTANCE TOGETHER**



# REMITX Overview

- A new business line of Capital India Finance Limited (CIFL), REMITX is an integrated Foreign Exchange Service Provider offering comprehensive forex solutions to various customer segments in India
- CIFL, under the brand name of REMITX, holds AD II license from RBI to conduct foreign exchange business
- Led by industry's successful leaders, REMITX echoes the CIFL group's commitment to provide innovative financial services leveraging technology
- The Focus Of REMITX Is To Provide End To End B2C Forex Solutions Leveraging Technology



**REMITX Presence**

	<b>Branches</b>	New Delhi, Mumbai, Jalandhar, Ludhiana, Agra, Chennai, Nasik, Nagpur, Ahmedabad, Patiala, Chandigarh, Bhopal, Gwalior, Visakhapatnam, Kapurthala, Ajmer, Amritsar, Pune, Kota, Jaipur and Ernakulam
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# REMITX Positioning

- REMITX envisions widespread presence across all major markets in India in coming years

Target segments:

## Retail Consumers

Through wide branch network

## Corporate Houses

Through Strategic Tie-ups

## Overseas Education

Through customized student solutions

## Banks

Through Empanelment

## Tour Operators

Through strategic tie-ups

## Money Changers

Through wholesale channels

*Technology enabled seamless transaction focus ,To Help Our Clients Avail Quicker Forex Solutions*



# Product Offerings



## Blocked Account

- Mandate by Govt of Germany to open Blocked Account by every non-European traveler going to Germany.
- REMITX has exclusive tie-up with Eco-Escrow Pan India & Non-EU countries to facilitate opening of Blocked Account.



## Send Money Abroad

- Comprehensive and seamless outward remittance process to send money abroad.
- Remittance towards Education, Medical Treatments, Business Travel, VISA Fees, MICE etc.



## Foreign Currency Notes

- Buying and selling foreign currency bank notes
- Trained and skilled staff to identify and provide genuine currency notes



## Foreign Currency Demand Draft

- REMITX offers Foreign currency Demand Drafts.
- Hassle-free process for issuance of Demand Drafts.



## Foreign Currency Prepaid Card

- Multi-currency Forex prepaid cards.
- Conveniently accepted at millions of Merchants and ATMs for POS and Cash withdrawal.



## Student Travel Insurance

- Travel insurance covering Medical Exigencies, Flight cancellations, loss of baggage, theft etc..
- Team of experts offer best consultation in selection of right policy customized to travelers' needs

## CIFL Financials

- Standalone
- Consolidated



# CIFL Financials (Standalone)



## Income Statement

Particulars (in ₹ Mn)	Year	Quarter	
	FY21	Q1'FY21	Q1'FY22
<b>Income</b>			
Revenue from operations	3,546	226	1,737
Other income	-	-	0.01
<b>Total Income</b>	<b>3,546</b>	<b>226</b>	<b>1,737</b>
<b>Expenses</b>			
Employee benefit expenses	277	62	90
Finance costs	190	32	67
Purchases of Stock-in-trade	2,611	-	1,464
Depreciation & amortization costs	93	22	26
Other expenses	92	12	34
<b>Total expenses</b>	<b>3,264</b>	<b>128</b>	<b>1,680</b>
Operating profit	282	98	56
Impairment of financial assets	-10	11	11
Tax	88	22	11
<b>PAT</b>	<b>205</b>	<b>65</b>	<b>35</b>
Other Comprehensive Income	2	-	-
<b>Total Comprehensive Income</b>	<b>207</b>	<b>65</b>	<b>35</b>

## Balance Sheet

Particulars (in ₹ Mn)	As at		
	31-Mar-21	30-Jun-20	30-Jun-21
Share capital	777	777	777
Reserves and surplus	4,814	4,685	4,850
<b>Net Worth</b>	<b>5,591</b>	<b>5,462</b>	<b>5,627</b>
Borrowings	2,194	1,459	3,011
Interest accrued but not due	-	13	-
Trade payables	12	8	16
Provisions	51	218	30
Other liabilities	267	169	238
<b>Total</b>	<b>8,116</b>	<b>7,328</b>	<b>8,922</b>
Property plant and equipment	134	128	127
Right of use assets	151	104	135
Investment in subsidiaries	1,515	1,165	1,515
Investment in other securities	-	350	86
Loans and advances	5,484	5,082	5,882
Cash and bank balance	653	225	967
Other assets	180	274	210
<b>Total</b>	<b>8,116</b>	<b>7,328</b>	<b>8,922</b>

# CIFL Financials (Consolidated)



## Income Statement

Particulars (in ₹ Mn)	Year	Quarter	
	FY21	Q1'FY21	Q1'FY22
<b>Income</b>			
Revenue from operations	5,795	277	2,532
Other income	-	-	-
<b>Total Income</b>	<b>5,795</b>	<b>277</b>	<b>2,532</b>
<b>Expenses</b>			
Employee benefit expenses	554	108	184
Finance costs	243	38	90
Depreciation & amortization costs	147	34	44
Purchases of Stock-in-trade	2,685	-	1,466
Other expenses	2,020	24	736
<b>Total expenses</b>	<b>5,647</b>	<b>204</b>	<b>2,520</b>
Operating profit	148	73	13
Impairment of financial assets	0	12	16
Tax	87	20	9
<b>PAT</b>	<b>61</b>	<b>41</b>	<b>-12</b>
Other Comprehensive Income	3	0	-
<b>Total Comprehensive Income</b>	<b>64</b>	<b>41</b>	<b>-12</b>
Owners of the Company	99	47	13
Non-controlling interest	-35	-6	-25

## Balance Sheet

Particulars (in ₹ Mn)	As at		
	31-Mar-21	30-Jun-20	30-Jun-21
Share capital	777	777	777
Reserves and surplus	4,851	4,483	4,859
<b>Net Worth</b>	<b>5,629</b>	<b>5,260</b>	<b>5,637</b>
Non-Controlling Interest	337	49	327
Borrowings	2,891	1,612	3,810
Interest accrued but not due	0	7	0
Trade payables	41	34	36
Provisions	80	239	47
Other liabilities	1,457	732	1,391
<b>Total Equity and Liabilities</b>	<b>10,435</b>	<b>7,932</b>	<b>11,249</b>
Property plant and equipment	279	231	318
Right of use assets	280	211	257
Investment in other securities	0	423	223
Goodwill	55	55	55
Loans and advances	6,847	5,903	7,323
Trade receivables	68	4	67
Cash and bank balance	2,280	594	2,672
Other assets	625	511	334
<b>Total Assets</b>	<b>10,435</b>	<b>7,932</b>	<b>11,249</b>

# Our Leadership

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[Our Board](#)

[Our Management Team](#)



# Our Board



- Our Board includes some of the extremely reputed persons in the Industry with extensive exposure to Indian financial ecosystem



Ex. Chairman, NABARD

Carried out some major first of its kind institutional development initiatives under his leadership at various Government Institutes.

Dr. Harsh Kumar Bhanwala  
Executive Chairman



THE DELHI STATE  
COOPERATIVE  
BANK LIMITED



Deposit Insurance and  
Credit Guarantee  
Corporation



>20 years of experience in the finance and real estate sector

Have successfully closed real estate transactions involving leading developers.

Keshav Porwal  
Managing Director



## Independent Directors



Vinod Kumar Somani  
Chartered Accountant

KG SOMANI & CO.



Yogendra Pal Singh  
IPS (1981 Batch)



International  
Cricket Council



Rachna Dixit  
Ex. Regional Director RBI



Subhash Chander Kalia  
Ex. ED – Union Bank of India



# Management Team



- Our Board includes some of the extremely reputed persons in the Industry with extensive exposure to Indian financial ecosystem



>25 years of experience in commercial and retail lending functions.



Vineet Saxena  
MD (CIHL), CEO (CIFL)



30 years of experience in Technology and nurturing new businesses.



Yogendra Kashyap  
MD – RapiPay



25+ years' experience in managing large retail assets and branch banking franchise



Nipun Jain  
CEO - RapiPay



>25 years of experience in foreign exchange business.



Ravindra Menon  
CEO - REMITX



20+ years' experience in setting up Finance Operations



Sharad Agrawal  
CEO - RapiMoney



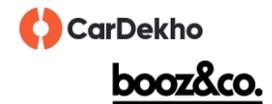
Ex-Entrepreneur and Management Consultant



Mayank Batheja  
Director – Credenc



Ex-Entrepreneur and Management Consultant



Avinash Kumar  
Director - Credenc

**Thank You**