

Ref. No.: CIFL/SE/2025-26/15

Monday, May 26, 2025

The Manager-Listing  
**BSE Limited**  
Phiroze Jeejeebhoy Towers,  
Dalal Street, Mumbai - 400 001

The Manager-Listing  
**National Stock Exchange of India Limited**  
Exchange Plaza, Bandra Kurla Complex,  
Bandra (E) Mumbai - 400 051

BSE Scrip Code: 530879

NSE Symbol: CIFL

**Sub.: Investor Presentation by Capital India Finance Limited – Disclosure pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015**

Dear Sir/ Madam,

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, we, Capital India Finance Limited ("**Company**"), would like to submit herewith a copy of the Investor Presentation of the Company.

The said presentation provides an overview of the business operations of the Company and its group entities and highlights key aspects including financial performance.

The said Investor Presentation shall also be available on the website of the Company, <https://capitalindia.com/>.

Kindly take the same on record and oblige.

Thanking You  
For **Capital India Finance Limited**

**Sulabh Kaushal**  
Chief Compliance Officer & Company Secretary  
M. No.: ACS 34674

Encl.: as above

Corporate office :  
Level - 20, Birla Aurora,  
Dr. Annie Besant Road,  
Worli, Mumbai,  
Maharashtra – 400030

P : +91 22 45036000  
E : [info@capitalindia.com](mailto:info@capitalindia.com)  
CIN No: L74899DL1994PLC128577  
(Capital India Finance Limited)

Registered office :  
701, 7th Floor, Aggarwal Corporate Tower,  
Plot No 23, District Centre,  
Rajendra Place, New Delhi- 110008.

P : +91 11 6914 6000  
W : [www.capitalindia.com](http://www.capitalindia.com)





**CAPITALINDIA**





Rediscover Business

**Investor Presentation  
May 2025**

**CAPITAL INDIA FINANCE LIMITED**

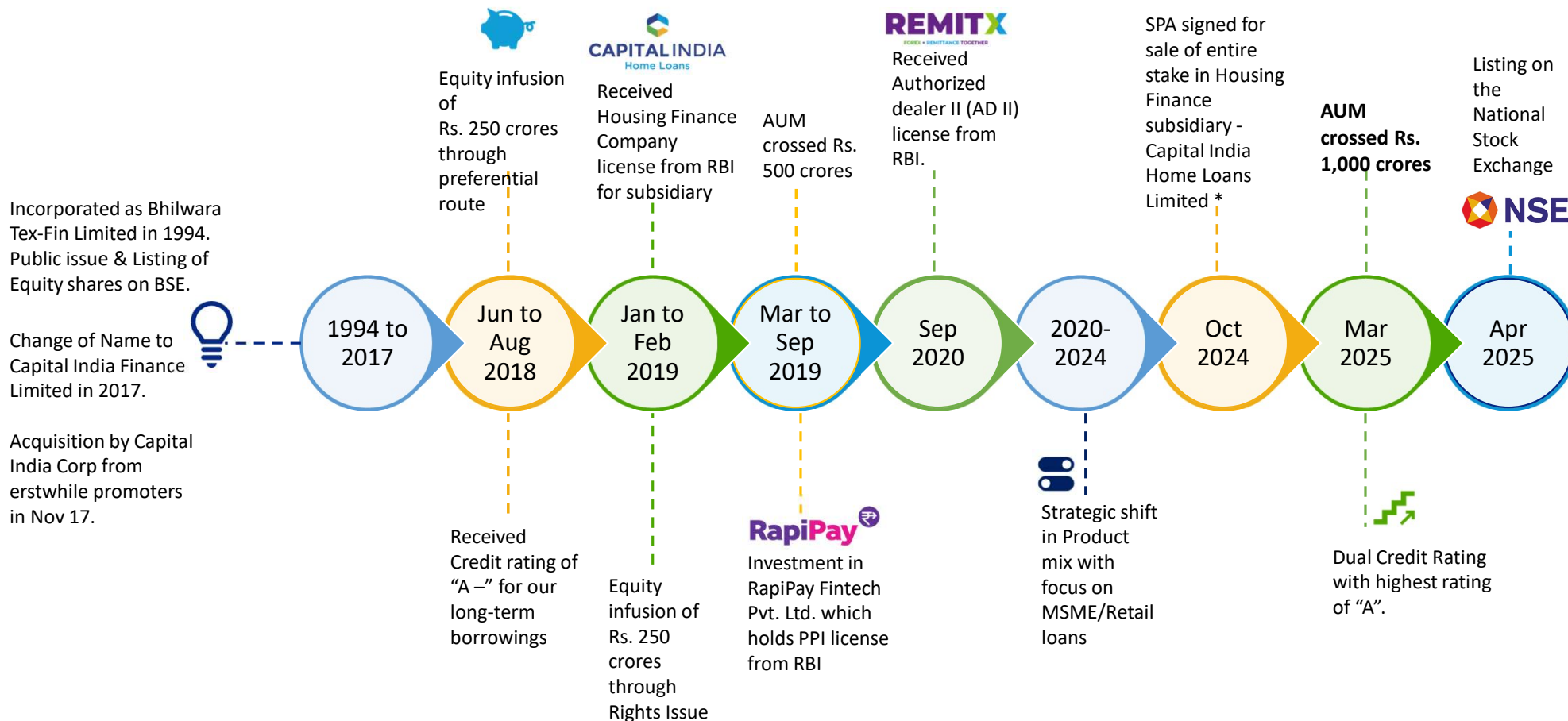
# Capital India – Full Stack Financial Services Play



	Entity Type	Nature of Business	Key strengths
	<b>Middle Layer NBFC</b> Listed on NSE   BSE	<b>Lending Business</b> Focus on MSME secured lending	<ul style="list-style-type: none"> <li>✓ Established distribution franchise (29 branches, 7 states)</li> <li>✓ Experienced management team</li> <li>✓ Diversified loan product mix</li> <li>✓ Diversified borrowing franchise</li> </ul>
	<b>AD II License</b> (Part of CIFL)	<b>Forex Remittances</b> Fee based income	<ul style="list-style-type: none"> <li>✓ CIFL is the 1<sup>st</sup> NBFC to get AD II license from RBI</li> <li>✓ Fee based business with low capital requirement</li> <li>✓ Distribution across 38 locations, 17 states</li> </ul>
	<b>Housing Finance Co.</b> (Subsidiary of CIFL)	<b>Lending Business</b> Focus on Affordable housing	<ul style="list-style-type: none"> <li>✓ Established distribution franchise (27 branches, 10 states)</li> <li>✓ Experienced independent management team</li> <li>✓ Unique franchise established in a specific market segment between Prime &amp; Affordable housing space</li> </ul>
	<b>PPI License</b> (52.5% owned by CIFL)	<b>Full stack Tech enabled Neo Bank</b> New age fintech	<ul style="list-style-type: none"> <li>✓ Catering to B2C and B2B</li> <li>✓ <b>Phygital presence</b> through &gt; 700K DBO's</li> <li>✓ Presence in &gt;17000 Pin code in India</li> <li>✓ 70 Mn + unique customers reach</li> </ul>

CIFL - Capital India Finance Limited, DBO – Direct Business Outlet

# Our Journey



SPA – Share Purchase Agreement.

\* Prior approval from RBI for change in control/ownership received in May 2025

# Group Structure



## Promoters (72.95%)

Capital India Corp Pvt Ltd  
(Registered as Core Investment Company 'CIC' with RBI)

Promoted by  
Mr. Sumit Kumar Narvar  
a first-generation entrepreneur

## Other Shareholders (27.05%)

DS GROUP



DS Group

sudhir

Powering the Nation

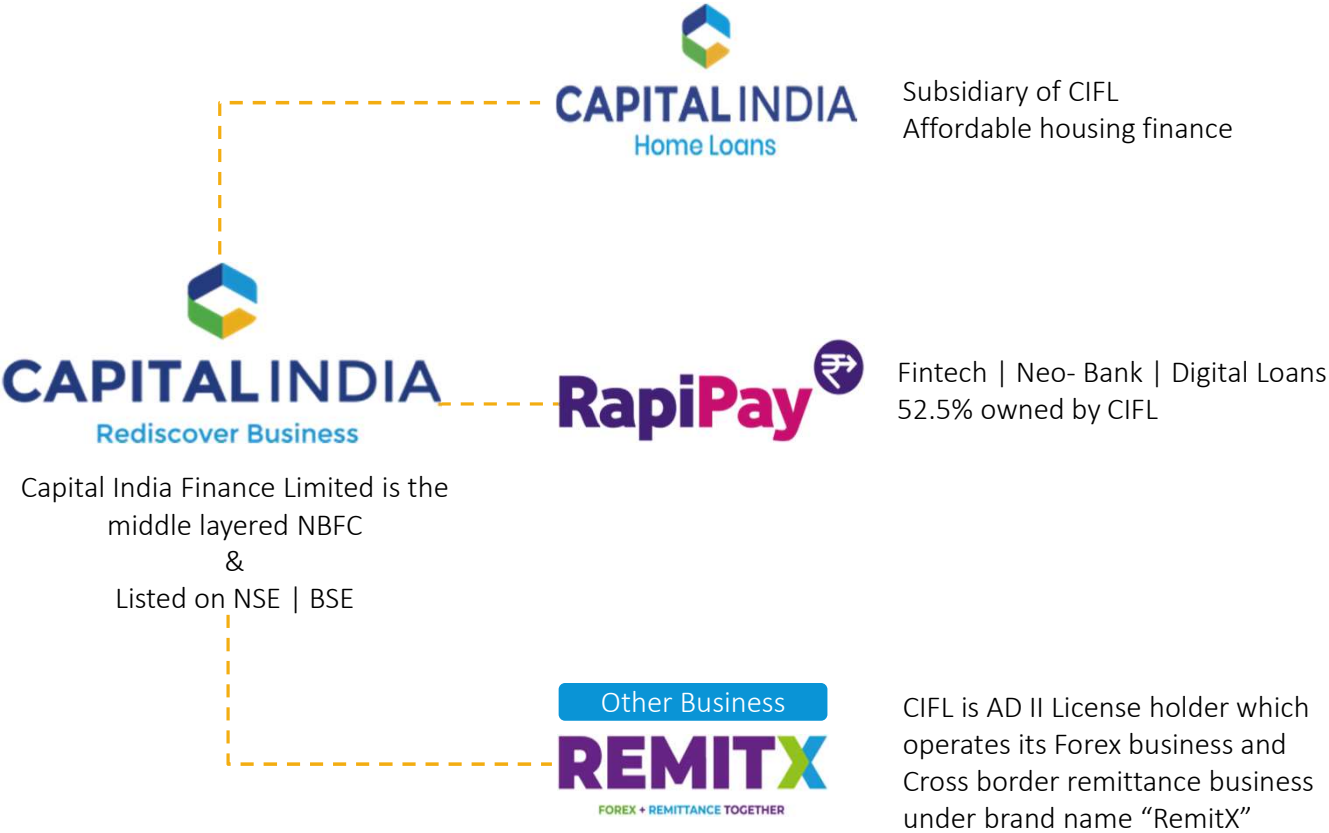
Sudhir Power



RJ Corp



Public  
Shareholders



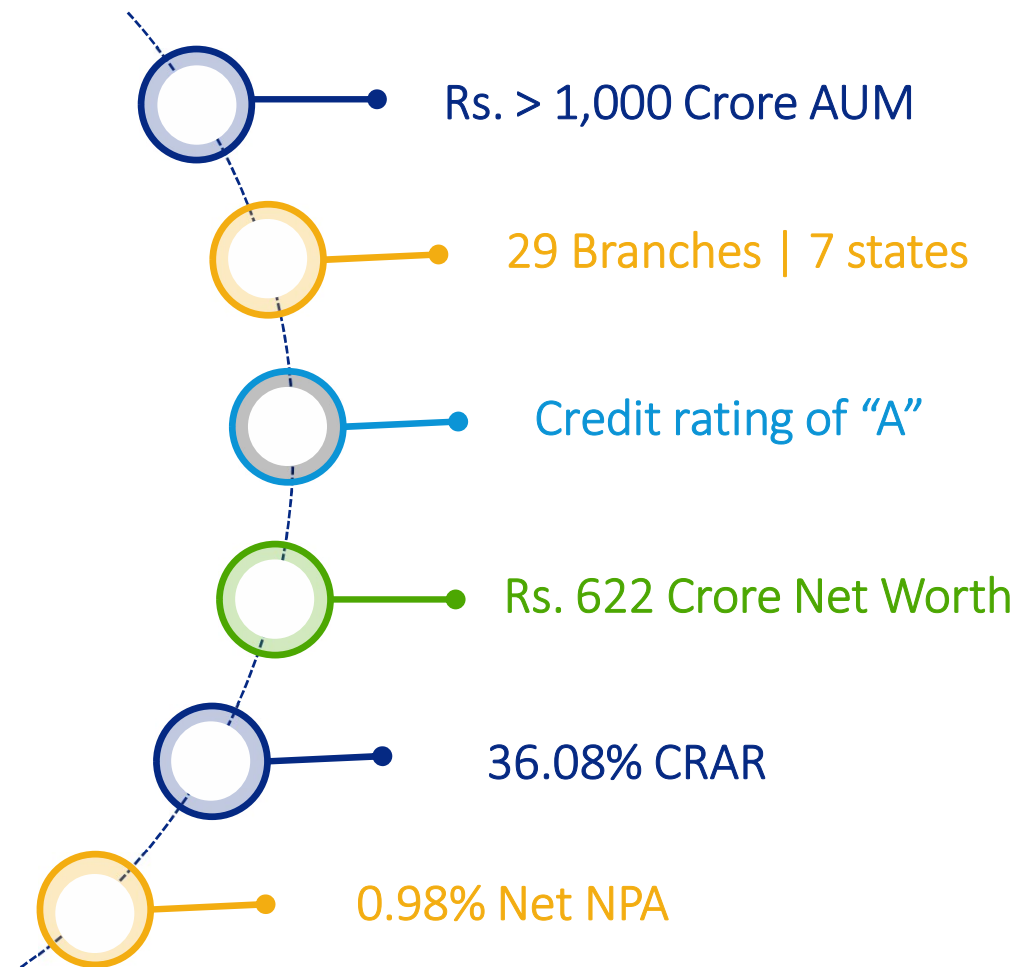
Note: In Oct 24, Capital India Finance Limited has entered into share purchase agreement for sale of entire stake in Capital India Home Loans Ltd. Prior approval from RBI for change in control/ownership received in May 2025

# Overview of Lending Business



**CAPITAL INDIA**

Credit institution that provides bespoke financial solutions to Micro, Small and Medium Enterprises (MSMEs) for their growth and working capital requirements





# Product Offering



## MSME Secured Business Loans

Convenient loans against property

Prime LAP: ATS : Rs. 70-75 lacs

Affordable LAP: ATS : Rs. 8-10 lacs



## Short Term Business Loans

Sourced through "Rapipay" -  
Tech enabled underwriting  
under Phygital model.



## Home Loans

Funded through "Capital India  
Home Loans" to affordable  
housing segment



## Forex Services

Buy / Sale of Foreign Currency,  
Prepaid FX cards, Student  
remittances, MTSS etc.



## Product Specs



Average Ticket Size

### Prime LAP<sup>\*</sup>

Rs. 70 - 75 lacs



Yield Range

12-15% p.a.



Average Tenor

60 months



Average LTV

~ 48%

### Affordable LAP<sup>\*</sup>

Rs. 8-10 lacs

16-21% p.a.

48 months

~ 39%



<sup>\*</sup> End use driven - Business purpose loans



# Distinguished Board of Directors



Fellow member of ICAI & senior partner  
with M/s KG Somani & Co. since 1986  
Auditor to Nationalised Banks, Insurance  
Companies, Government and Public  
Sector Companies

KG SOMANI & CO.

Vinod Kumar Somani  
Non Executive Chairman



>27 years of experience in the BFSI  
sector, have worked with private  
and foreign banks across retail and  
corporate lending space.



Keshav Porwal  
Managing Director



Yogendra Pal Singh  
Independent Director  
IPS (Retd.)



Rashmi Fauzdar  
Independent Woman Director  
Ex. Regional Director RBI



Jyuthika Jivani  
Independent Woman Director  
Ex. Regional Director RBI



General Dalbir Singh Suhag (Retd.)  
Independent Director  
Former Chief of Army Staff  
(COAS)

# Experienced Management Team



**Pinank Shah**  
**Chief Executive Officer**

>22 years of experience  
in financial services.



**Vikas Srivastava**  
**Chief Financial Officer**

>22 years of experience in banking &  
financial services.



**MS Walia**  
**Chief Operating Officer**

>30 years of exp. in building large distribution  
frameworks for financial services businesses



**Chetan Bafna**  
**Chief Credit Officer**

>20 years of experience in  
retail lending to MSME



**Sulabh Kaushal**  
**Chief Compliance Officer  
& Company Secretary**

>13 years of experience in legal,  
secretarial, compliance & governance



**Subhendu Bhanja**  
**Chief of Service Delivery**

> 20 years of exp. in NBFC / HFC  
sector having expertise in LMS &  
Operations



**Srinivas Vasuki Nidumolu**  
**Chief Technology Officer**

>20 years of experience in IT  
especially in Fintech & e-commerce  
domains

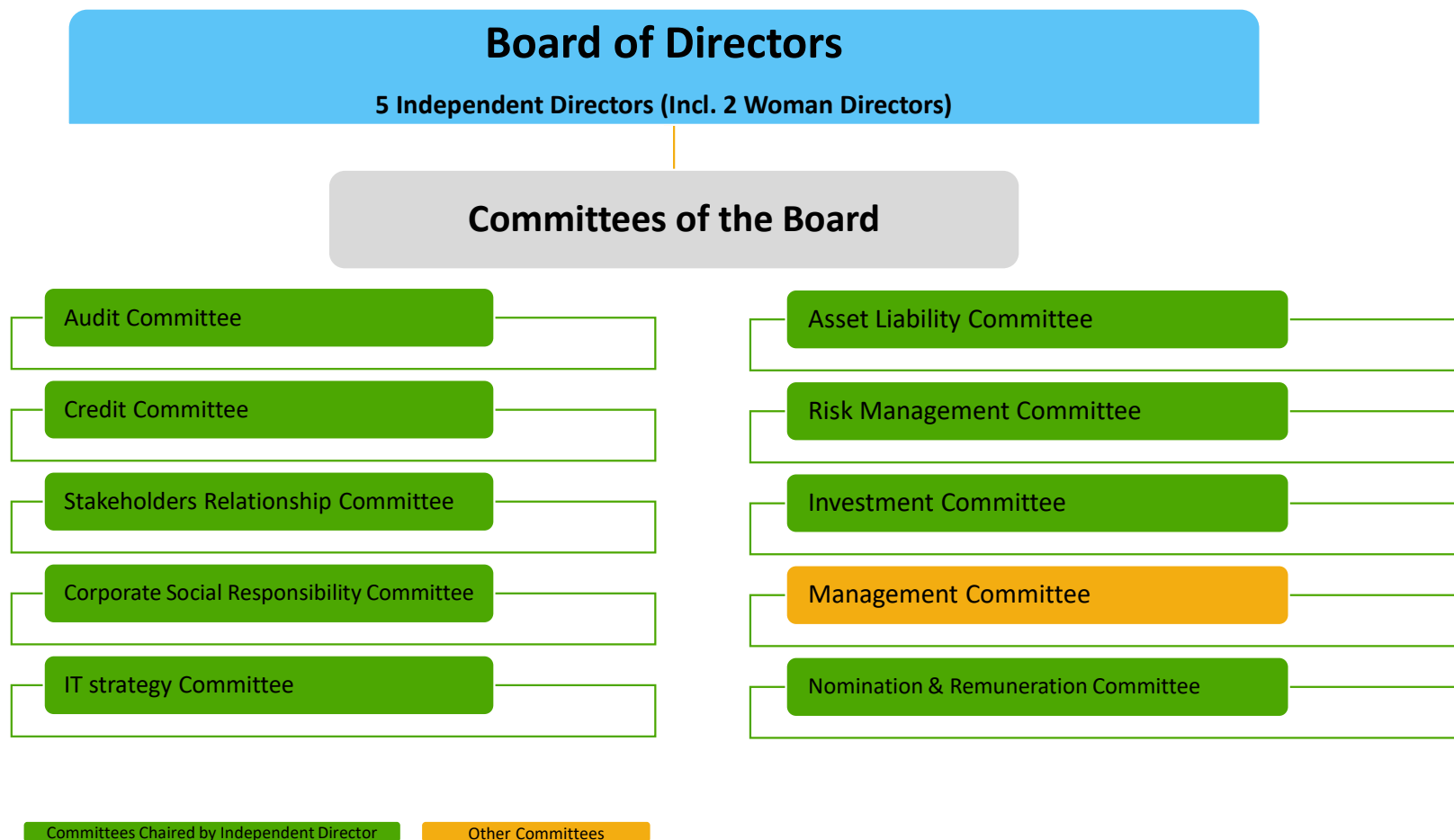


**Navin Mishra**  
**Chief Human Resource Officer**

> 20 years of experience in  
HR domain across BFSI and  
fintech sector



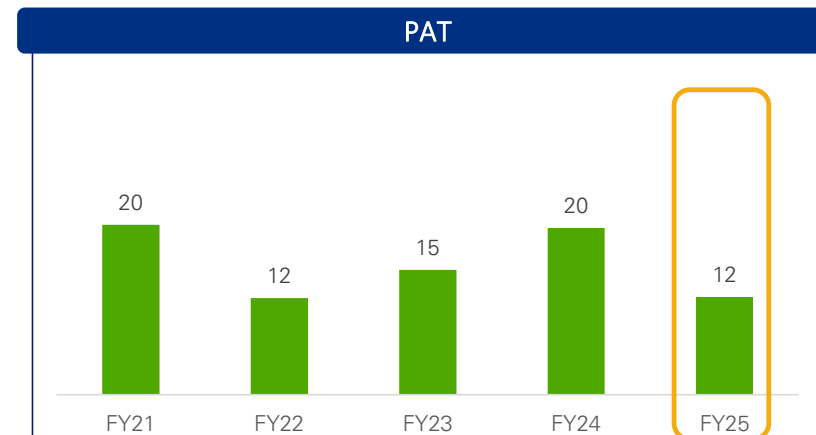
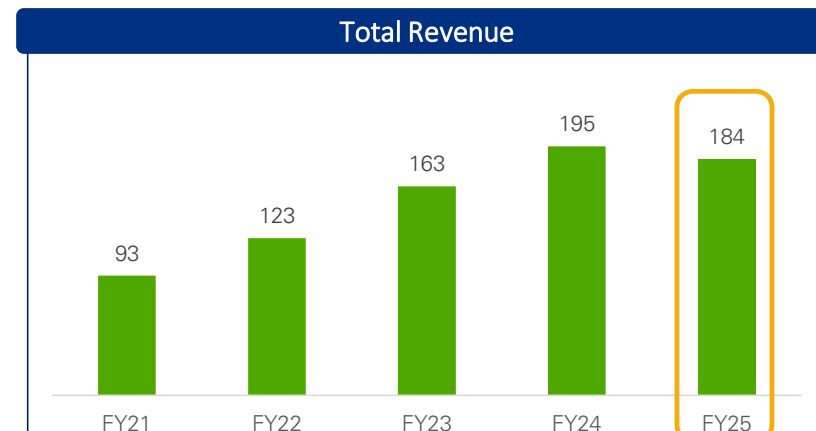
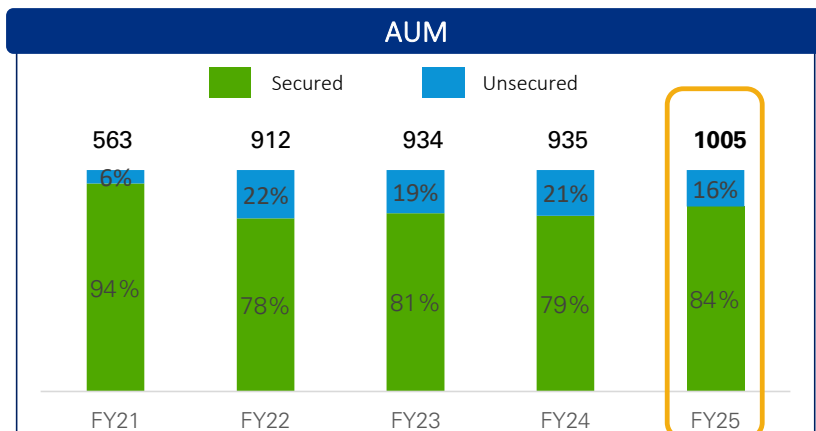
# Strong Governance Framework



# Performance Snapshot



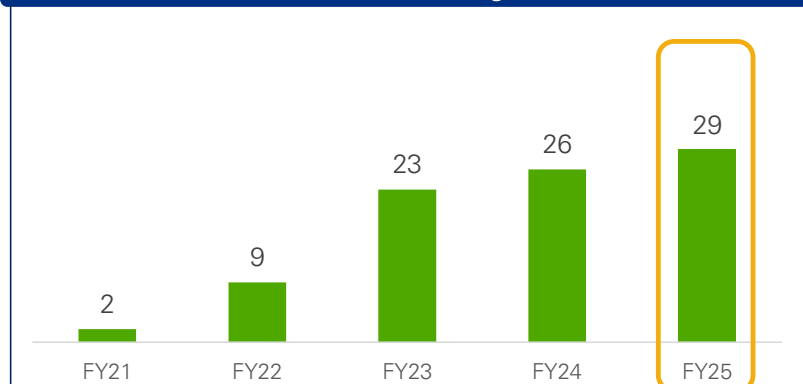
Rs. in Crores



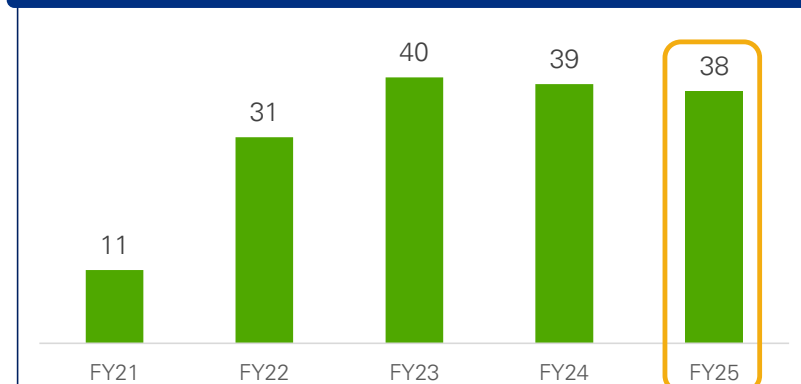
# Operational Snapshot



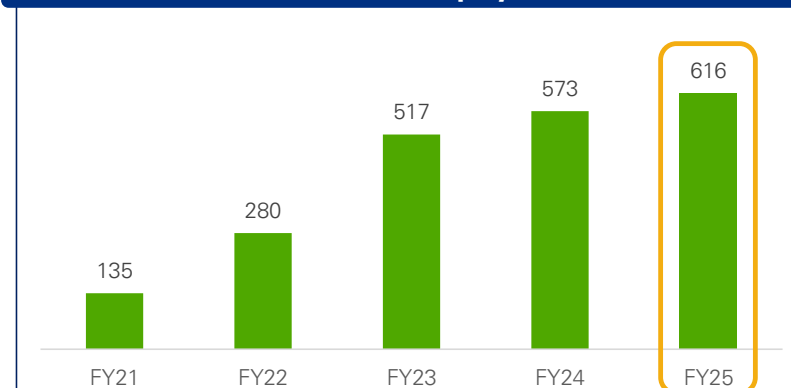
**No. of Branches (Lending business)**



**No. of Branches (Forex business)**



**Total No. of Employees**



# Borrowing Franchise



## Diversified Funding Base

### Public Sector Lenders



### Private Sector Lenders



Total Fund raised (FY 24-25) – Rs. 450 crores

Healthy borrowing franchise with diverse lender base of **21** lenders with a mix of PSU, Private banks, SFBs and NBFCs

**6** New lenders added in FY 24-25

Support from existing lenders demonstrates trust / long term partnership / enhanced credibility.

Lower gearing of 1.06 times (as on 31<sup>st</sup> Mar 25)

## **Forex Business – RemitX**

# Overview



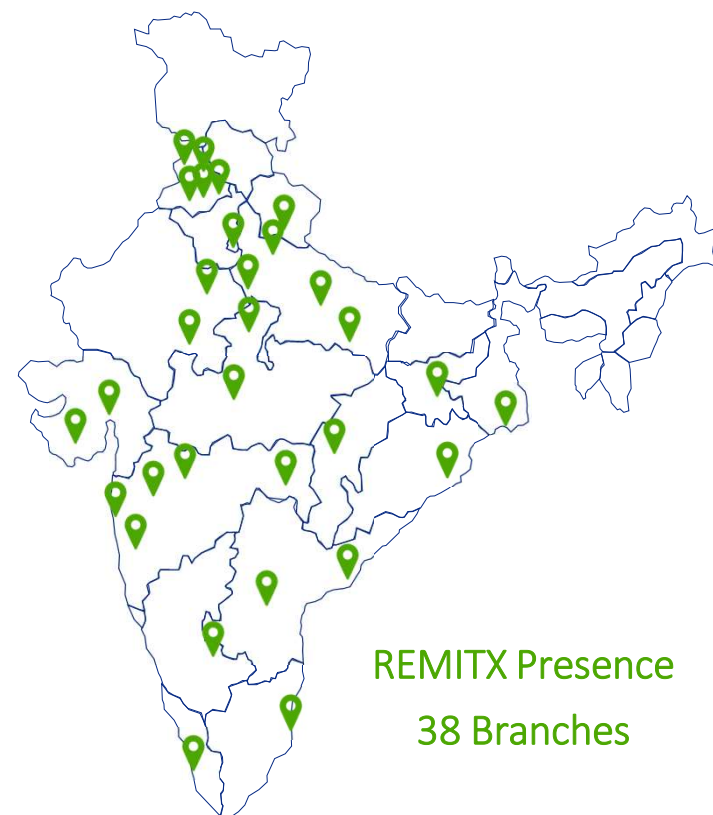
- Capital India has AD II license and operates its Foreign Exchange business under brand name of **REMITX**  
FOREX • REMITTANCE TOGETHER
- REMITX is an integrated Foreign Exchange Service Provider offering comprehensive forex solutions to various customer segments in India
- Led by industry's successful leaders, REMITX echoes the CIFL group's commitment to provide innovative financial services leveraging technology in the foreign exchange space

## FOCUS AREA

**Student Segment** - Enhanced focus on this segment, catering students going abroad for their studies for their school fee and maintenance exp.

**Tour Remittances Segment** - Remittances for MICE, Leisure travel segment under LRS, Pilgrimage travels etc.

**Corporate Travel Segment** - Serving corporates with potential of international travel, especially SME segment'. Tie-ups with GOI sponsored associations, business federations and sports bodies.







**RapiPay**   
Simple hai!

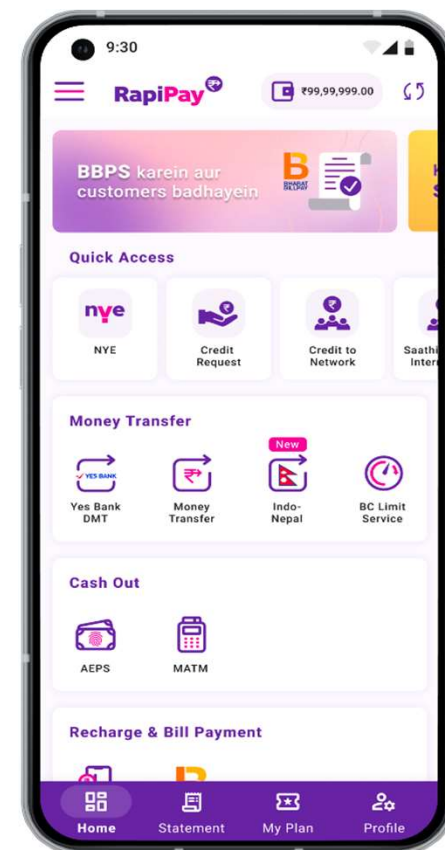
**nve**  
BEYOND BANKING

Fintech | Neo Bank | Digital Loans

# RapiPay offers Banking as a Service



- ❑ Addresses the financial needs of consumers under single umbrella:
  - Phygital unsecured business loans for merchants.
  - CICO services – DMT, AEPS, mATM, other auxiliary services like BBPS, mobile recharges, Insurance, Cash management services.
  - Digital banking as a service (NYE) –PPI Card and wallet.
  - Digital payments solutions (NYE) –QR, Soundbox.
  
- ❑ RapiPay works on a phygital model through its various touch points:
  - **~760K DBOs** and **40k merchants** onboarded in RapiPay ecosystem, covering 95% (~17,500) pin codes in the country.
  - **~70+ Mn unique customers** served.
  - **~200K micro-ATM/POS/PPI cards** deployed.
  - **~800 Cr** cumulative loans sourced.
  - **~ 70K PPI cards** issued
  - **7 regional offices** in all metro cities



\*DBO – Direct Business Outlets. Small retail outlets providing the last mile business correspondence services

# NYE- Digital Banking App

The app provides a Wallet, Prepaid Card, UPI, Money Transfer, CASA, Loans (for DBOs and Merchants), Merchant dashboard (QR and POS transactions), Mutual Funds and Digital Gold facilities.



## Prepaid Instruments



NYE Wallet



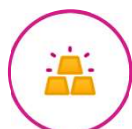
NYE Prepaid Card

Our NYE Prepaid Card and account offer seamless online and offline payments with a guaranteed 1% cashback on all spending. Use NYE Prepaid for shopping, travel, bill payments, and more.

## Investment

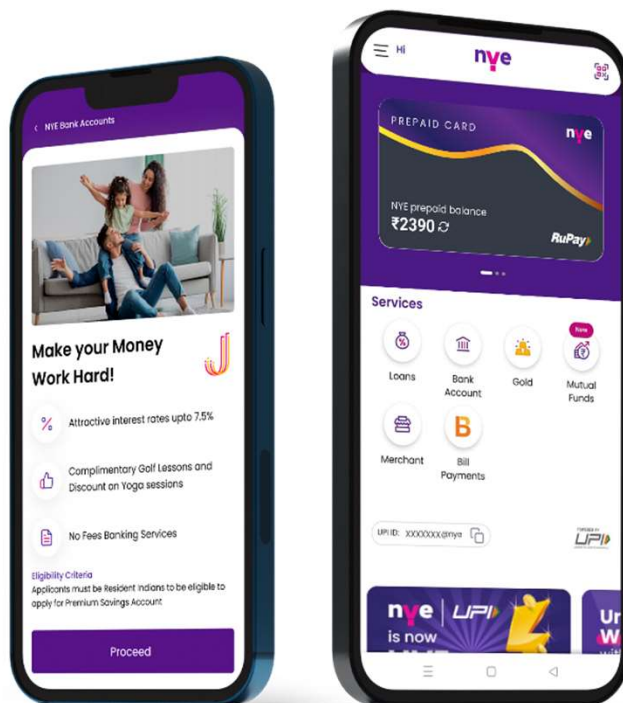


Mutual Funds  
Go live next quarter



Digital Gold

We believe in the power of smart savings. Whether you're planning for the short term or the long haul, our mutual funds and digital gold options on the NYE app make investing easy.



## Banking



Savings A/c



Current A/c

NYE is offering savings and current accounts to its customers in collaboration with JANA BANK. It offers top-notch features to meet your business and personal savings goals.

## Unified Payments Interface



UPI

NYE UPI offers lightning-fast, secure payments. Effortlessly make payments with a single tap using the scan and pay feature for quicker, safer transactions.

# Digital Lending – Business Loans

RapiPay's digital lending platform caters to the credit needs of Indian masses.

Fully digital platform – Entire process from onboarding to disbursement happens in a convenient and intuitive manner.



## Loan Sourcing:

- 100% organic leads.
- ~500+ feet on street providing a personal touch and recognition.
- Lending to NTC profiles only within DBO network.
- Udyam Profile Mandatory
- Alternate assessment using data analytics in addition to traditional credit assessment mechanism
- Borrower's Profile:
  - Small merchants with bank inflow of minimum ₹1 lakh
  - Targeting primarily Tier I, II, III cities.
  - Avoiding blacklisted pin codes based on historical analytics.
  - Ticket size range of ₹0.75–5 Lakhs with average ticket size of ₹1.1 Lakh
  - Credit score of 700 and above

## Two-Pronged collection Strategy:

### **Technology Infrastructure To Track and enhance collectability:**

- eNACH, PPI Wallet, QR, UPI mandate.
- Live Reporting and Reconciliations helps in taking timely actions on collections.
- Inhouse developed and maintained LOS/LMS module.
- Inhouse eKYC by having AUA/KUA KYC license.
- Other lending tech tools: DIGIO, FINBIT, SHERLOCK, CIBIL, AWS, Quick sight, etc.
- Data lake and analysis to build alternate credit model.

### **Utilisation of manpower for physical reach :**

- Digital collection supplemented by our phygital presence.
- Using the feet on street we are also doing the additional background verification and in person onboarding.
- In house collection DRA certified agents for efficient collection in initial recovery buckets.

# Serving the Unbanked and Underserved through CICO



## Problem

People from rural / Suburban India face a lot of financial problems:

Low ATM penetration, creating problem in cash withdrawal

+

Low Bank Branch penetration creating problem with cash transfer

+

Daily Wage Migrants Labourers face issue with money transfers during banking hours leading to loss of wages

+

Financial illiteracy to use mobile banking

## Solution

RapiPay partnered with DBOs across India and created a digital platform to provide cash transfer/withdrawal and other services leading to mass reach out

### Services in CICO are:

#### DMT

Provides Money Transfer services to end customer at the RapiPay DBO

#### AEPS

Provides cash withdrawal services at the RapiPay DBO via biometric information from Aadhar accounts

#### mATM

Provides cash withdrawal services at the RapiPay DBO via devices working as ATMs

## RapiPay's Impact



~760K DBOs

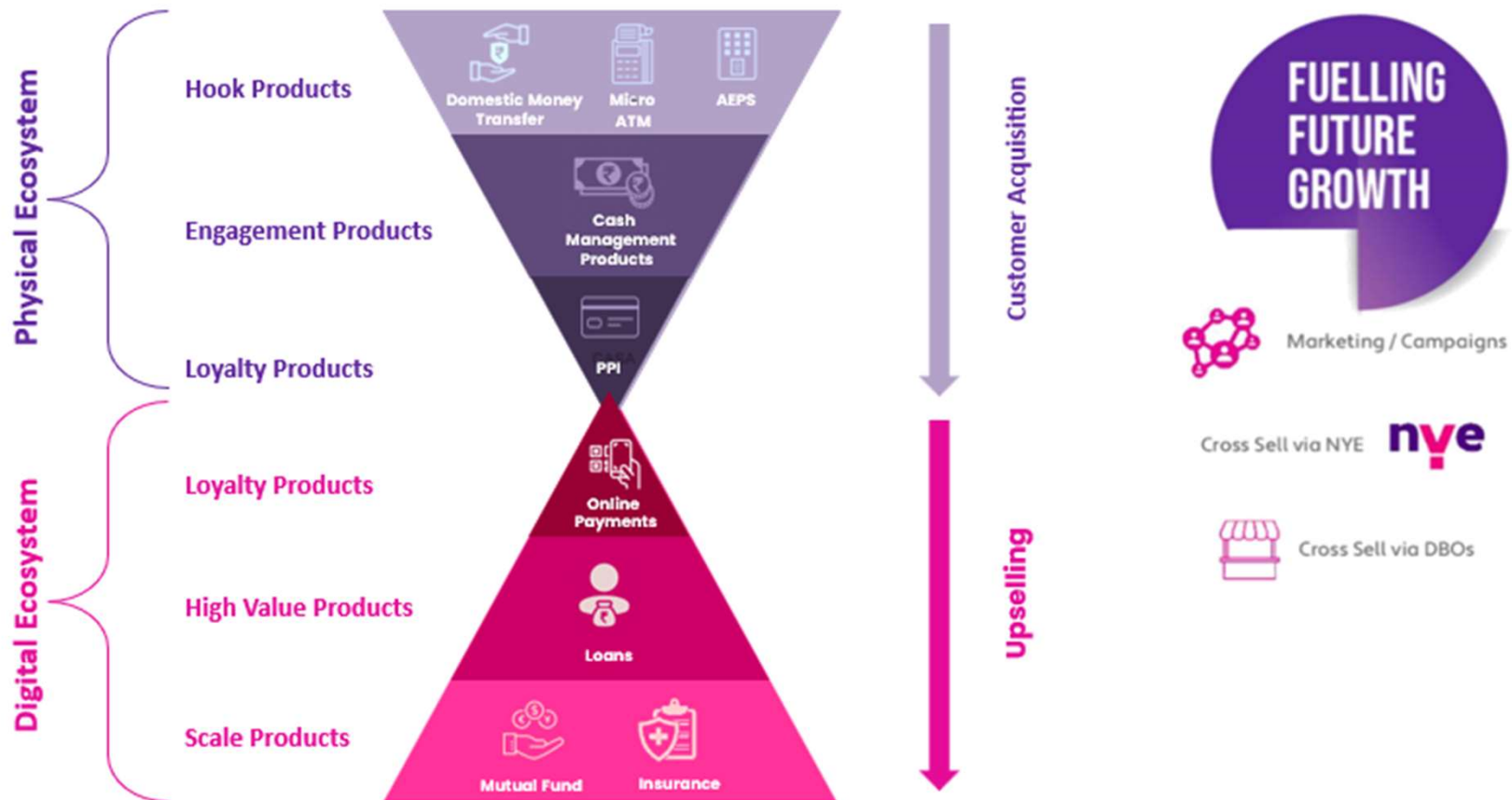


~70mn+ Customers



17,500+ Pin Codes Covered

# Customer Acquisition Strategy Harnessing Phygital Ecosystem Advantage



# **Corporate Social Responsibility**



# Corporate Social Responsibility



Company carries out its Corporate Social Responsibility through its group's CSR foundation [ATULYA Foundation.](#)

## Rural Development: Street Lighting

**Impact :** Improved safety and enabled evening mobility for rural communities.



## Rural Development: Solar Panels in Schools

**Impact :** Ensured reliable power for uninterrupted learning in schools.



## Health & Hygiene: Screening Camps

**Impact :** Promoted early detection of cervical, breast, and oral cancer with health check-ups.



## Livelihood: SHG

**Impact :** Created job opportunities and equipped communities with skill training





**Igniting Growth. Driven by Passion.**

**Thank You**

[www.capitalindia.com](http://www.capitalindia.com)

## Disclaimer / Safe Harbor

---



This document may contain statements that are “forward-looking” in nature, which reflect the current expectations and assumptions of the management of Capital India Finance Limited (CIN: L74899DL1994PLC128577). Such forward-looking statements are subject to various known and unknown risks, uncertainties, and other factors that could cause actual results, performance, or achievements of the Company to differ materially from those expressed or implied herein. These risks and uncertainties include, without limitation, changes in domestic and international economic and political conditions, fluctuations in interest rates and capital markets, the impact of regulatory changes, governmental policies, the general state of the Indian economy, and the Company’s ability to successfully implement its strategic initiatives. The Company undertakes no obligation to revise or update any forward-looking statements, whether as a result of new information, future events, or otherwise, except as may be required under applicable law. This document does not constitute or form part of, and should not be construed as, an offer, invitation, or recommendation to subscribe to, purchase, or sell any securities or financial instruments issued by Capital India Finance Limited, its subsidiaries, or its associate companies, nor shall it or any part of it form the basis of or be relied upon in connection with any contract or commitment whatsoever.