



CAPITALINDIA
Rediscover Business



CAPITAL INDIA FINANCE LTD
FY26 Investor Presentation



Business Verticals

Successfully pivoted into a diversified, resilient and highly scalable financial ecosystem



Middle Layer NBFC
Listed on NSE | BSE

Lending Business

Focus on MSME secured lending

- ✓ Growing distribution franchise (46 branches, 9 states).
- ✓ Diversified loan product mix.
- ✓ Diversified borrowing franchise.



Capital light & fee-based income engine.



Prepaid Payment Instrument License

Full Stack Tech enabled Neo Bank

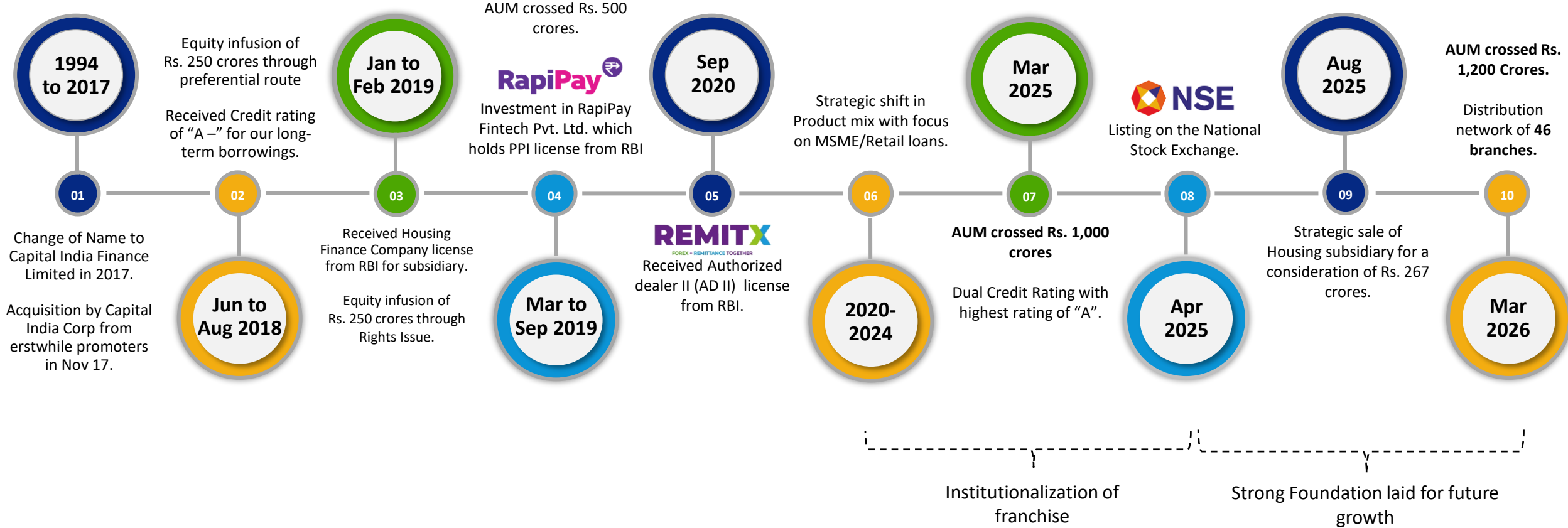
Neo-banking & BaaS via RapiPay & NYE

- ✓ Catering to B2C and B2B.
- ✓ Phygital Presence through > 770K DBO's.
- ✓ Presence in > 17000 pin codes PAN India.
- ✓ 100 Mn + unique customers reach.

Our Journey



Incorporated as Bhilwara Tex-Fin Limited in 1994. Public issue & Listing of Equity shares on BSE.



Group Structure



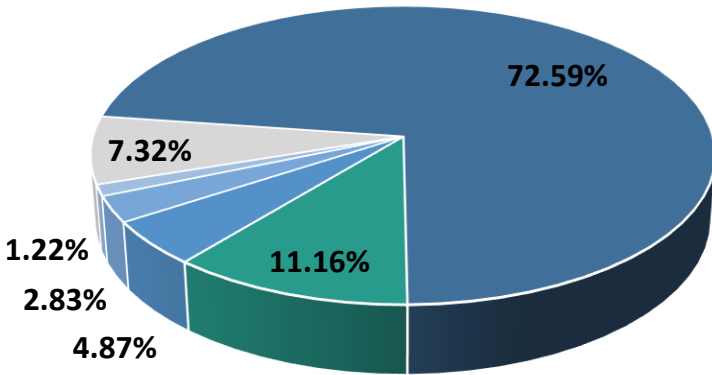
Promoter

Capital India Corp Pvt Ltd

(Registered as Core Investment Company 'CIC' with RBI)

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

Shareholders



■ Promoter

■ RJ Corp 

■ Sudhir Power

■ DS Group

■ DLF 

■ Public Shareholders




CAPITAL INDIA

Rediscover Business

CIFL - middle layer NBFC
Listed on NSE | BSE

Fintech Subsidiary

RapiPay 

Fintech | Neo- Bank | Digital Loans
52.5% owned by CIFL

Business vertical

REMITX
FOREX + REMITTANCE TOGETHER

CIFL has an AD II License - operates its Forex and Cross border remittance business under the brand "RemitX".

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.

Vinod Kumar Somani
Non Executive
Chairman

KG SOMANI & CO.



>34 years of experience in Banking with extensive expertise in MSME and Agri financing, credit and risk management, policy formulation and regulatory engagement.

Surender Rana
Executive
Vice 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)



Strong Governance Framework



Committees Chaired by Independent Director

Other Committees

Experienced Management Team



Pinank Shah
Chief Executive Officer

>23 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.



Mohit Sirpurkar
Head Risk & Policy

>23 years of experience in risk management with Banks and NBFCs.



Sulabh Kaushal
Chief Compliance Officer & Company Secretary

>15 years of experience in legal, secretarial, compliance & governance.



Dilbag Dahiya
Head Collections

> 25 years extensive experience and expertise in collection / recoveries.



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.










Lending Business





Overview of Lending Business

-  **Rs. 1,227 Crore AUM**
22% YoY Growth
-  **46 Branches | 9 States**
Strong and expanding presence
-  **Credit Rating of "A"**
Reflects adequate degree of safety
-  **Net Worth Rs. 669 Crore**
CRAR: 40.99%
-  **1.32% Net NPA**
Healthy asset quality



Capital India Finance Limited (CIFL) is a credit institution that provides bespoke financial solutions to Micro, Small and Medium Enterprises (MSMEs) for their growth and working capital requirements.

OUR PRODUCTS

- Average Ticket Size
- Yield Range
- Average Tenor
- Average LTV

Prime LAP*

Rs. 70 - 75 lacs

13%-15% p.a.

~ 60 months

~ 48%

Affordable LAP*

Rs. 8-10 lacs

17%-24% p.a.

~ 48 months

~ 39%

* End use driven - Business purpose loans



Diversified Funding sources | Demonstrated ability to raise funds.
Sufficient Liquidity to empower future growth.

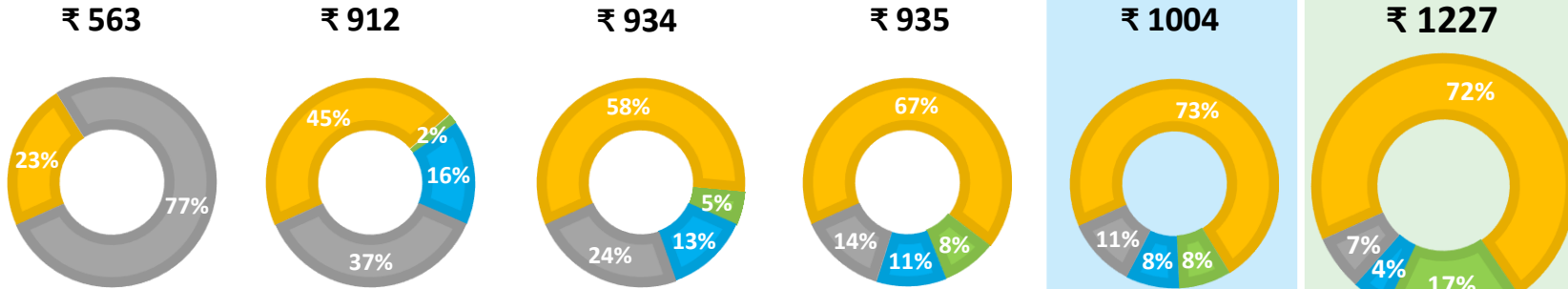
Key Highlights



■ MSME LAP ■ MSME Unsecured ■ Education ■ Others



AUM
(INR in Crores)



▲ **22% YoY**
AUM growth



Disbursement
(INR in Crores)



▲ **62% YoY**
Disb. growth



Lending Branches
(Count)



+ 17
New Branches



No. of Employees
(Count)



+ 278
Team Scaled up

FY21

FY22

FY23

FY24

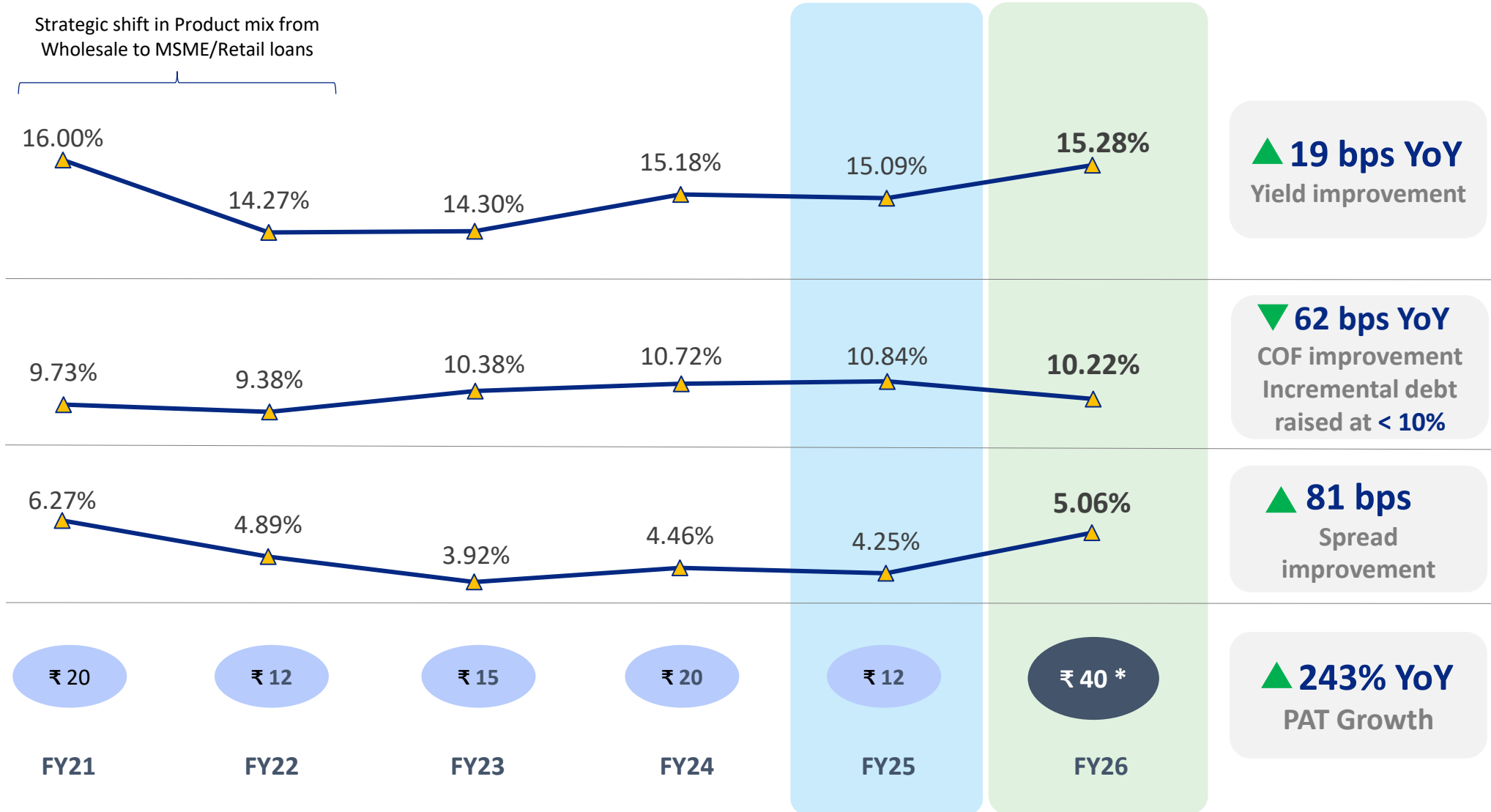
FY25

FY26

Key Highlights



- Net Portfolio Yield (%)
- Wgt. Avg. Cost of Funds (%)
- Spread (%)
- PAT (INR in Crores)

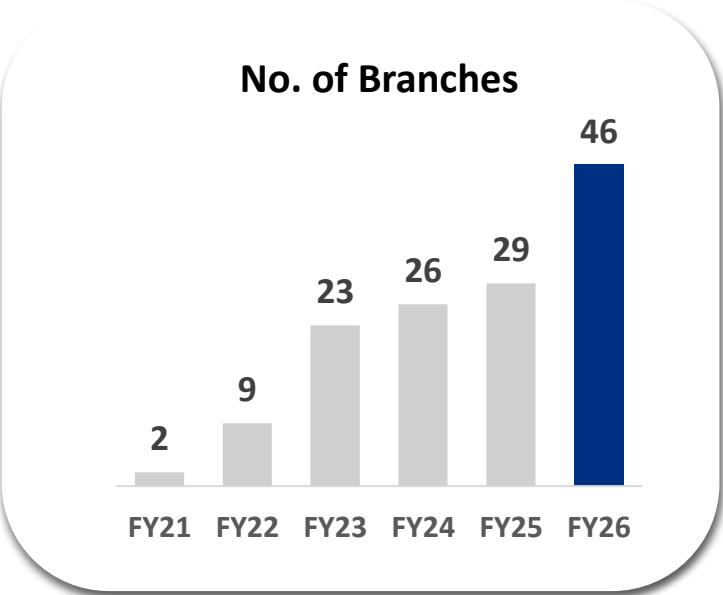
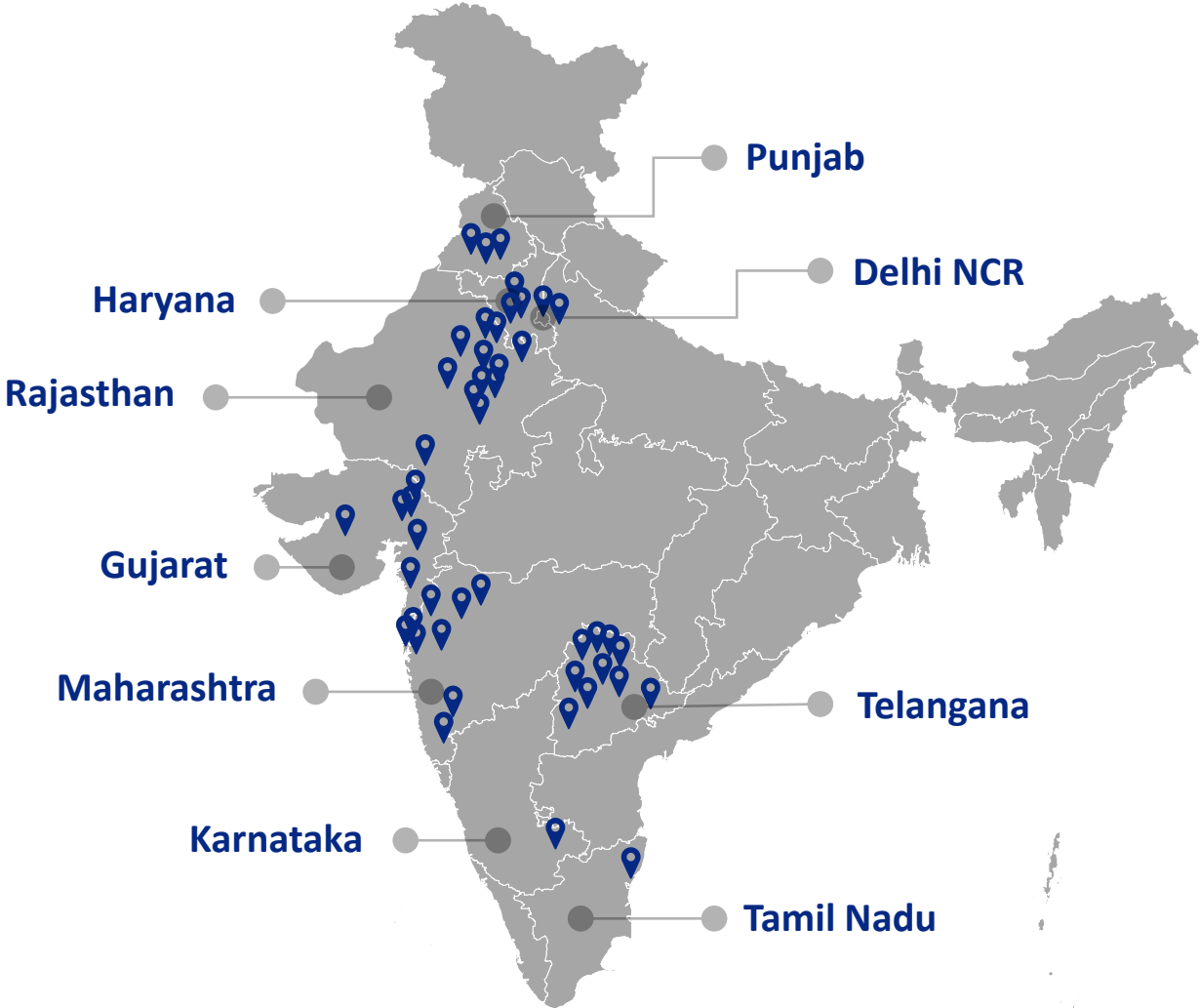


* Includes exception item

Lending – Branch Network



9 States : 46 Branches



Diversified Borrowing Franchise



Public Sector Lenders



Private Sector Lenders



Total Funds raised FY 26 : Rs. 618 Crores | Outstanding Debt : Rs. 938 Crores

Healthy borrowing franchise with diverse lender base of **23** lenders with a mix of PSBs, Private banks, SFBs and NBFCs.

Added **4** new lenders during FY 26.

Raised **NCDs** in FY26
Diversification to Debt Capital Market.

Low gearing of 1.39 times.
Long runway for future growth.

Tech driven lending lifecycle



The Lending Journey

1. Digital Intake (Supported by AI)

Upload via secure DMS with instant automated KYC and CIBIL report verification. Advanced AI Inputs – Voice scan, Face Match, Speech-to-data etc.

2. Hybrid Appraisal

Advanced scoring combined with detailed residence and workplace verification visits.

3. Multi-Layered Verification

Execution of parallel tracks for RCU checks, legal assessment and technical valuations.

4. Final Underwriting

Consolidation of field data and financial analysis for informed sanction decisions.

5. Loan Management & Collection

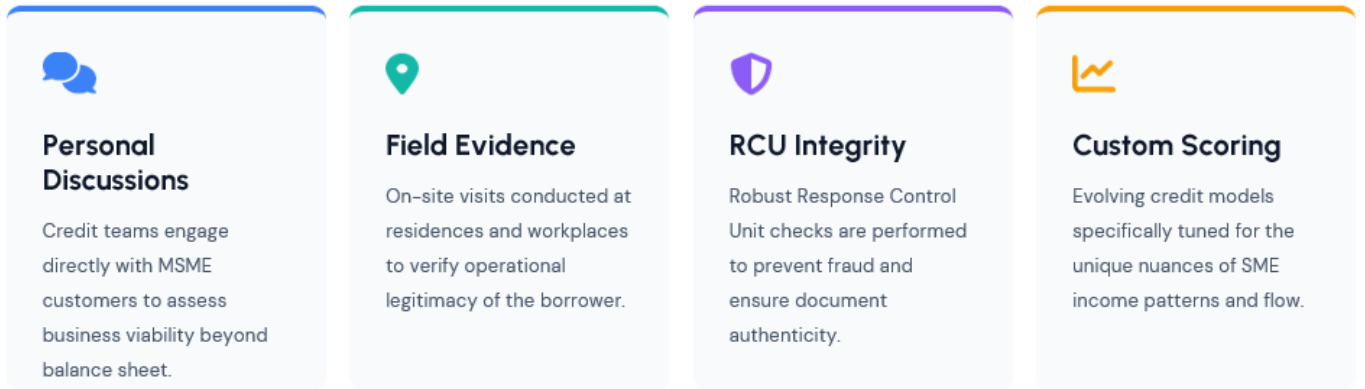
Lending management platform driven final disbursement and ongoing lifecycle management and Collection.

Low-Cost High-Impact tech stack

CIFL continues to adopt a focused and cost-efficient technology strategy, leveraging digital tools and automation to improve sourcing, underwriting, collections, and customer servicing.

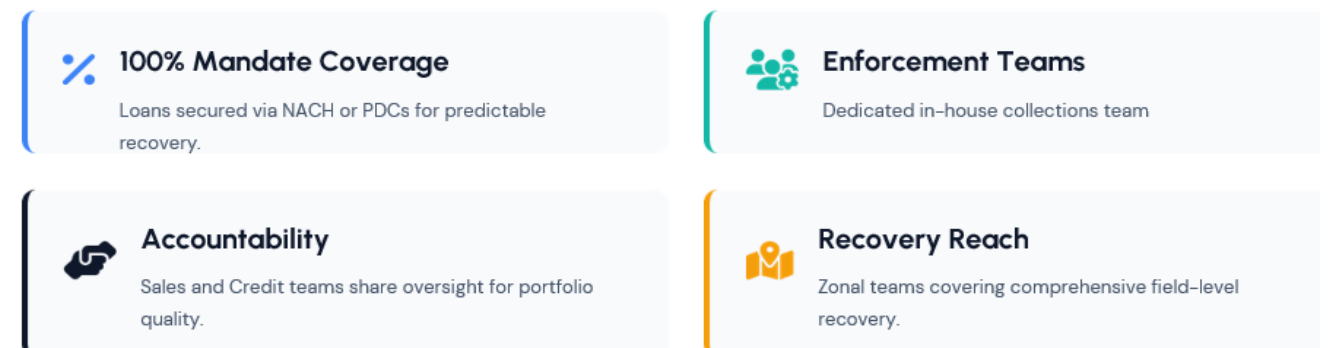
Deep-Dive Credit (Human Intelligence + Artificial Intelligence)

Human-centric credit assessments combined with Advance technology, enable us to accurately evaluate repayment capability for small businesses.



Loan Repayment & Collection

Our collection architecture ensures rigorous discipline and transparency across the loan lifecycle via automated mandates and specialized teams.



Roadmap for Future Growth



Phase completed



Roadmap for future

Transformation Complete

Successful run-off of non-core wholesale assets, rotating capital into a highly granular, resilient MSME portfolio

Growth Ready

Backed by 46 Branches, 'A' credit rating, healthy CRAR and established regulatory compliance — CIFL is positioned for sustainable growth

Accelerate Secured MSME Lending



- Continue focus on secured MSME products.
- Increase share of granular retail MSME portfolio.
- Deepen presence in existing markets while selectively entering new states.

Technology & Digital Transformation



Enhance automation & process improvement across:

- Customer on boarding.
- Credit underwriting.
- Collections.
- Risk monitoring.

Improve Profitability & Operating Leverage



- Absorb front-loaded expansion costs through scale.
- Improve productivity & cost-to-income ratio.

Summary Financial Statements - Standalone



INR in Crores

Profit & Loss Statement

Particulars	For the Year ended	
	31 st Mar 25	31 st Mar 26
Income		
Interest income	162.00	186.09
Fees & Commission Income	18.39	16.81
Other income	25.75	26.77
Gain on sale of Housing subsidiary	-	97.92
Total Income	206.14	327.59
Expenses		
Finance costs	70.68	82.44
Employee benefits expense	64.21	83.75
Other operating expenses	54.33	80.08
Credit cost	4.04	35.91
Profit Before Tax	12.88	45.41
Tax expenses	1.10	5.05
Profit After Tax	11.78	40.36

Balance Sheet

Particulars	As on	
	31 st Mar 25	31 st Mar 26
Assets		
Cash and Bank Balances	160.48	255.13
Investments in Debt Mutual Funds	53.70	197.04
Investments Others*	176.43	34.43
Loan Assets	898.84	1126.88
Fixed Assets	9.59	7.30
Other Financial & Non-Financial Assets	67.65	90.41
Total Assets	1366.69	1711.19
Equity & Liabilities		
Equity & Reserves	621.54	669.32
Debt securities	-	51.05
Borrowings (Other than debt securities)	659.40	879.82
Other Financial & Non-Financial Liabilities	85.75	111.00
Total Equity & Liabilities	1366.69	1711.19

* Investments Others: FY 25 - Subsidiaries Rs. 176.43 crs; FY 2026 – Subsidiaries Rs. 21.43 crs and Security Receipts Rs. 13.00 crs.



RupiPay 
Simple hai!

nve
BEYOND BANKING

Business Loans | Digital Banking | Payments

A Full Suite Of Services in Digital lending, Payments and Investment space

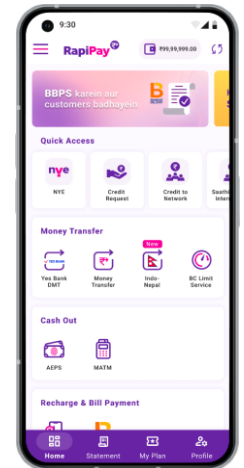
Digital Lending
Unsecured business loans

Digital Banking
Complete digital onboarding for CASA



CICO
Cash withdrawal,
Cash deposit,
Mini statement,
Balance enquiry

Investments
Mutual Funds



RapiPay Ecosystem

Payments
QR, POS, PPI Card

- **Fully digital Lending platform** - Entire process from onboarding to disbursement happens in a convenient and intuitive manner.
- Alternate assessment using data analytics and machine learning
- Mandatory **Udyam registered profile for MSME** unsecured business loans.
- **500+ feet on street** providing a personal touch and recognition.
- **100% digital collection** via UPI mandate, eNACH, PPI Wallet, QR.
- Inhouse developed and maintained LOS/LMS module.

- **~730K DBOs** and **60k merchants** onboarded in RapiPay ecosystem, covering 95% (17,500) pin codes in the country.
- **~100+ Mn unique customers** served.
- **~200K micro-ATM/POS/PPI cards** deployed.
- **~100K PPI cards** issued.
- **AMFI Registration** and **RIA code** obtained.



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

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