

# Corporate Presentation

## Updated for 1Q 2018 results

April 2018



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# Agenda

- **Executive summary**
- Financial highlights
- Segment performance
- Thought Leadership

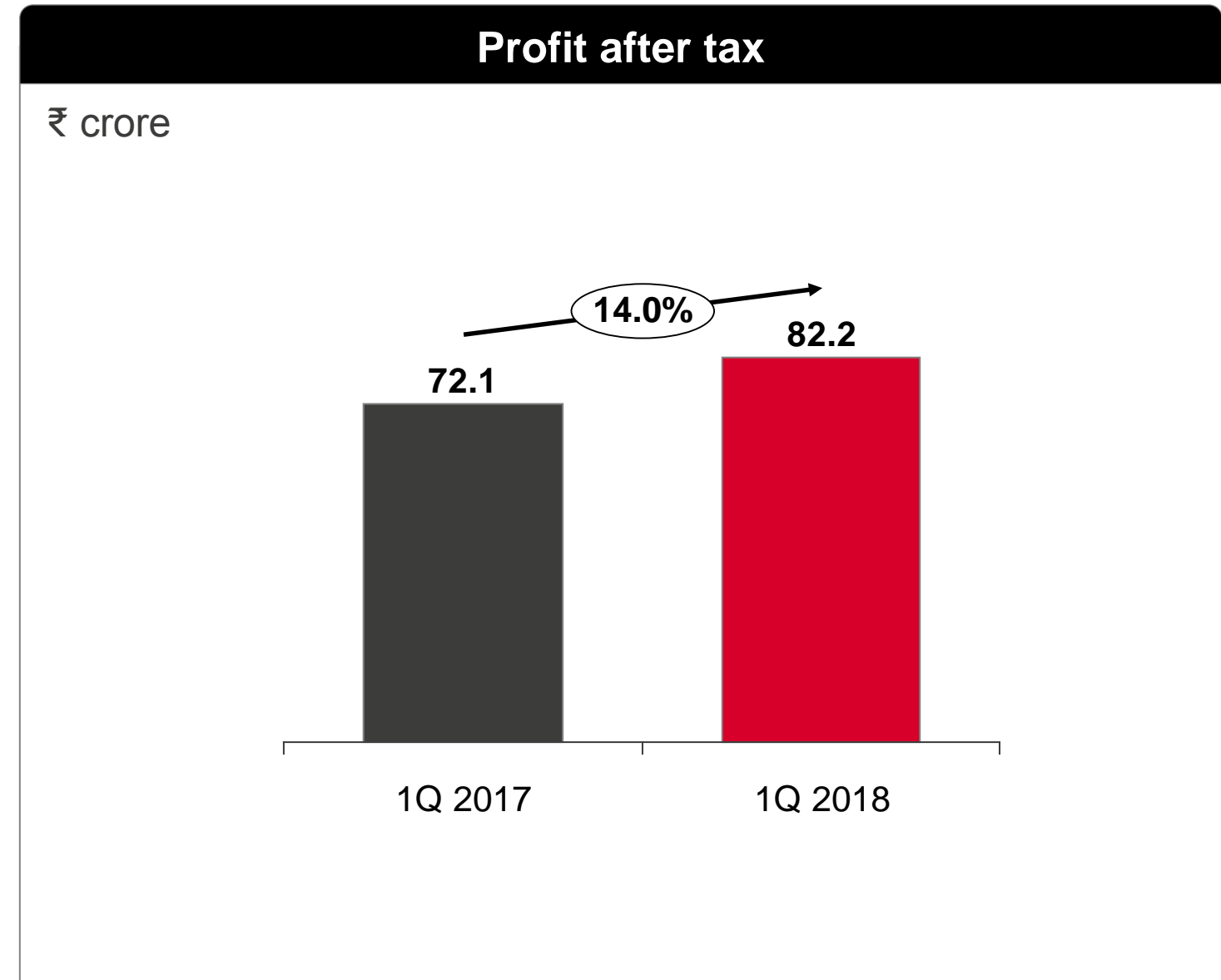
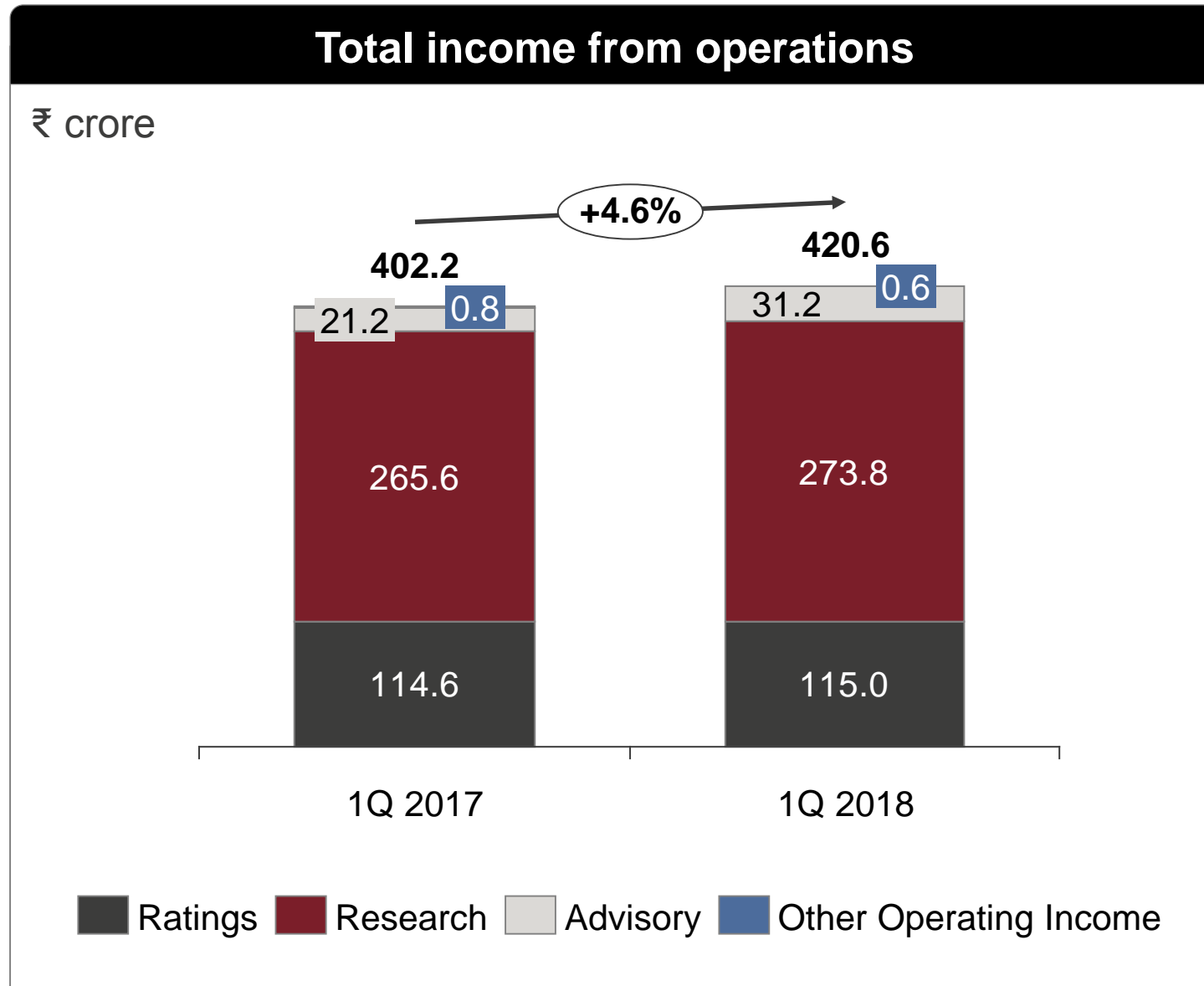
# Executive summary

- CRISIL's total income from operations grew by 4.6% yoy to ₹ 420.6 cr for the three months ended March 31, 2018; PAT grew by 14.0% yoy to ₹ 82.2 cr in the same period
- The company's Board of Directors has declared an interim dividend of ₹ 6 per share for the financial year ending December 31, 2018
- During the quarter, tech-enabled products and analytics contributed to the revenues, in addition to the traditional businesses
- Developed new and independent benchmarks
  - Launched CRISIL Credit Assessment Score (CCAS), an assessment score for micro and small enterprises (MSEs)
  - Launched CriSidEx, India's first sentiment index for MSEs
  - Released the latest report on CRISIL Inclusix, India's unique financial inclusion index
- Completed the acquisition of Pragmatix Services Pvt Ltd (Pragmatix), a solution provider in the 'data to intelligence' lifecycle to clients primarily in the BFSI

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# Quarterly income grew by 4.6%; PAT by 14.0%



Note: Numbers rounded off

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# Ratings: 1Q 2018 highlights

## Update

### Financial update

- Bank loan ratings revenues grew due to good credit offtake offset by decline in corporate bond issuances due to persistent high yields
- Segment profit grew by 26.4% to ₹ 38.3 cr on account of greater efficiencies and cost control

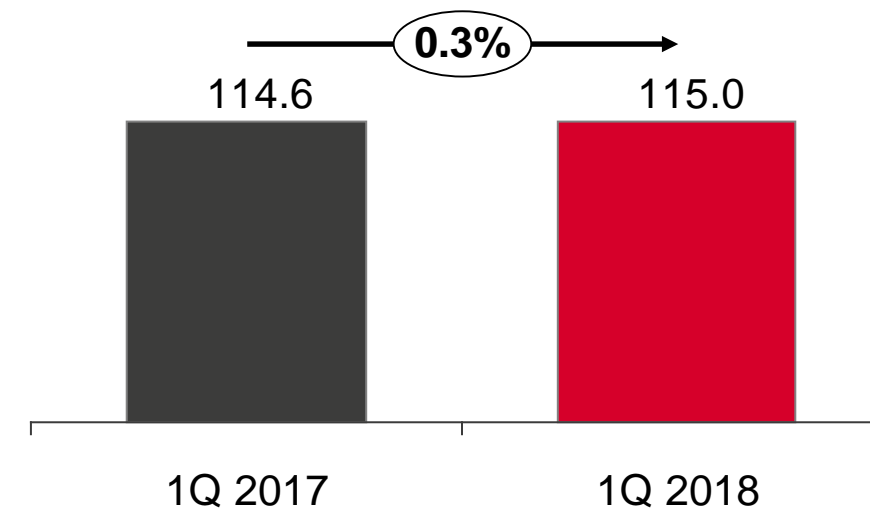
### Continued focus on driving innovation

- Launched smefirst.com and CRISIL Credit Assessment Scores (CCAS)
- Launched CriSidEx, India's first sentiment index for micro and small enterprises (MSEs) in collaboration with Small Industries Development Bank of India (SIDBI)

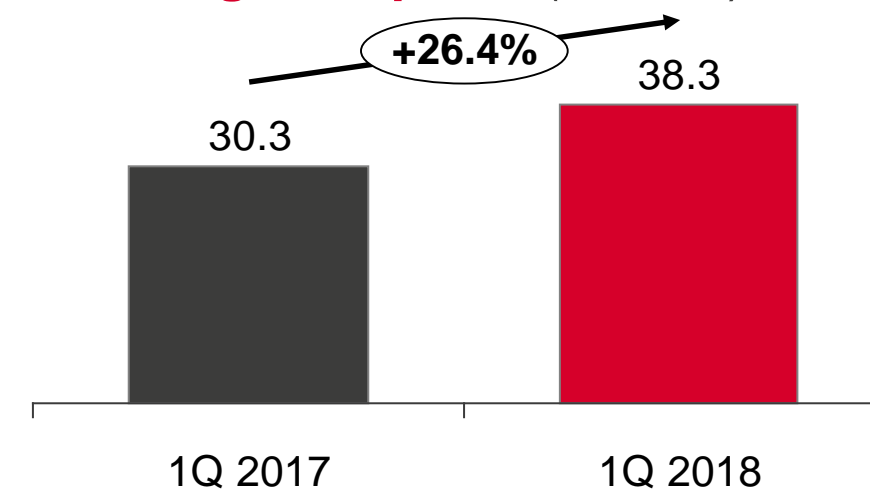
### Recognized as leader in analytical excellence

- Published several opinion articles such as '[Outlook on public sector banks](#)', '[New stressed assets resolution framework](#)', amongst others

### Revenue (₹ crore)



### Segment profit (₹ crore)





# Research: 1Q 2018 highlights

## Update

### Financial update

- Revenues grew with client wins across domestic and global markets
- Global Research and Analytics (GR&A) continued to capture opportunities arising from serving the emerging regulatory needs

### Gained traction across new launches

- Quantix, the cross-sector data analytics platform for the Indian market added new clients in the last quarter
- GR&A leveraged tech-enabled platforms SPARC and SMART to expand its client base
- Launched 14 new debt and hybrid indices for the Indian market

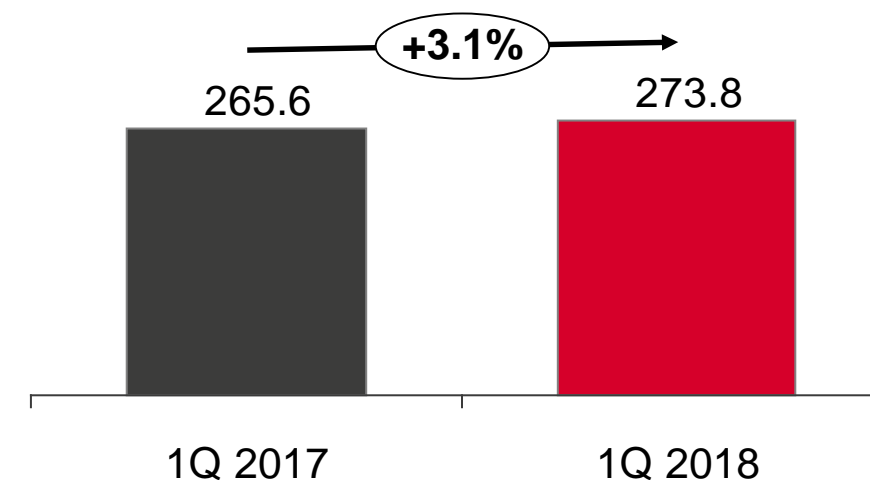
### Leading voice in the market

- Hosted the 3<sup>rd</sup> edition of annual flagship seminar – India Outlook 2018 titled '[The FouRs of Growth](#)'
- Released whitepapers on the topical issues such as [Brexit](#) and [FRTB revisions](#); launched [microsite on CECL capabilities](#)

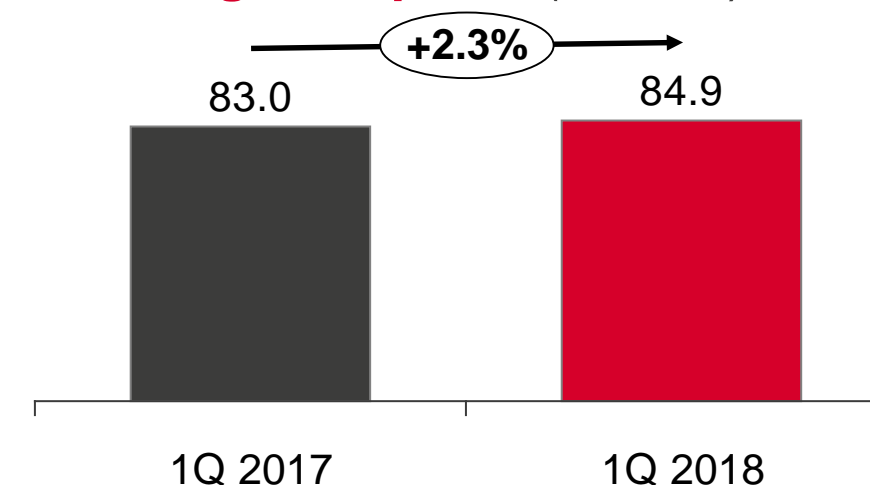
SPARC: Shared Platform for Assessing Risk of Counterparties  
CECL: Current Expected Credit Loss

SMART: Simple, Modular, Analytics & Research Toolkit  
FRTB: Fundamental Review of Trading Book

### Revenue (₹ crore)



### Segment profit (₹ crore)



# Advisory: 1Q 2018 highlights

## Update

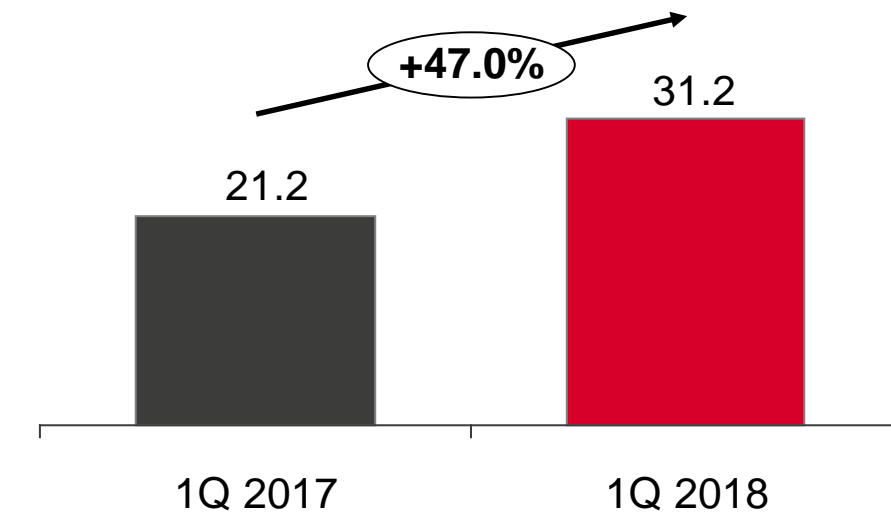
### Financial update

- Revenues grew with execution of existing mandates, particularly in the infrastructure advisory business
- Platform and solution offerings in areas of risk and business intelligence led to new client wins
- Increased outreach in South-East Asia
- Revenues include Pragmatix financials

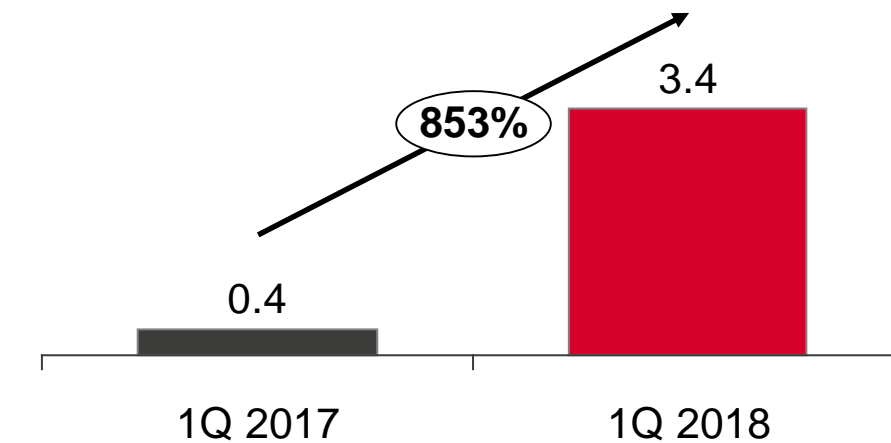
### Deepened stakeholder engagement

- Participation in multiple events like 'UP Investors Summit' and 'Advantage Assam: Global Investors Summit'
- Improved presence through several articles and interviews with leading media houses

### Revenue (₹ crore)



### Segment profit (₹ crore)



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- **Thought Leadership**

# Leading provider of independent opinion

## Events



Ashu Suyash, MD & CEO, CRISIL and Honourable Finance Minister, Mr. Arun Jaitley with other dignitaries at the **launch of CriSidEx**, - India's first MSME sentiment index



Ashu Suyash, MD & CEO, CRISIL and Honourable Finance Minister, Mr. Arun Jaitley with other dignitaries at the **4th PFRDA Pension conference**

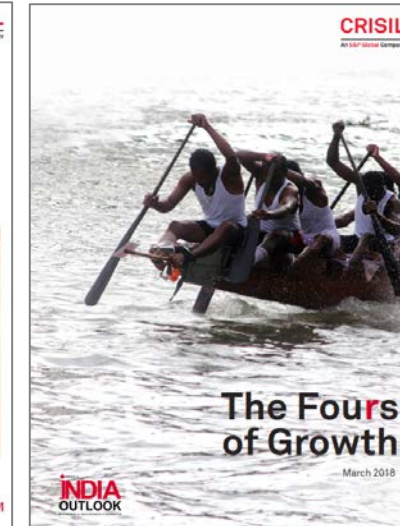


Ashu Suyash, MD & CEO, CRISIL delivering the key note address at the **Trust India Debt Capital Market Summit**



CRISIL Research participates at The **8th Annual CFO100 Conference** and Felicitation Ceremony

## Reports



PFRDA: Pension Fund Regulatory and Development Authority

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*For further information contact: [investors@crisil.com](mailto:investors@crisil.com)*