

April 18, 2018

Listing Department BSE Limited P J Towers Dalal Street Mumbai 400 001 National Stock Exchange of India Ltd. Exchange Plaza, 5<sup>th</sup> floor Plot No. C/1, G Block Bandra-Kurla Complex Bandra (East) Mumbai 400 051

**Dear Sirs** 

Sub.: Corporate Presentation - Updated with Unaudited Financial Results for Q1 2018

We are enclosing herewith our corporate presentation updated with the Unaudited Financial Results for Q1 2018. This presentation will be published on the Company's website – <a href="www.crisil.com">www.crisil.com</a> shortly.

Kindly take this communication on record.

Yours sincerely, For CRISIL Limited

Minal Bhosale Company Secretary ACS 12999

Encl.: a/a

# **Corporate Presentation**

# Updated for 1Q 2018 results





### **Disclaimer / Safe Harbor**

This presentation has been prepared solely as a concise update of Company's quarterly results. By reading the presentation slides, you agree to be bound by the following limitations: (a) CRISIL Ltd. ("CRISIL" or "Company") cannot give assurance to the correctness of forward looking statements. These forward-looking information and statements can generally be identified by the fact that they do not relate only to historical or current facts. Forward-looking statements sometimes use terminology such as "targets", "believes", "expects", "aims", "assumes", "intends", "plans", "seeks", "will", "may", "anticipates", "would", "could", "continues", "estimate", "milestone" or other words of similar meaning and similar expressions or the negatives thereof; (b) By their nature, forward-looking information and statements involve known and unknown risks, uncertainties and other important factors that could cause the actual results, performance or achievements of the Company to differ materially from any future results, performance or achievements that may be expressed or implied by the forward-looking information and statements in this presentation. Should one or more of these risks or uncertainties materialize, or should any underlying assumptions prove to be incorrect, the Company's actual financial condition or results of operations could differ materially from that or those described herein as anticipated, believed, estimated or expected; c) Given the aforementioned uncertainties, prospective or present investors are cautioned not to place undue reliance on any of these forward-looking statements; d) No part of this presentation, nor the fact of its distribution, should form the basis of, or be relied on in connection with, any contract or commitment or investments decision whatsoever. Investor/prospective advisors must be sought on specific situation from well-informed legal, investment, tax, financial, and management professionals; e) This presentation and its contents are confidential and must not be distributed, published or reproduced. This presentation does not constitute a recommendation regarding the securities of the Company.`



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



### **Executive summary**

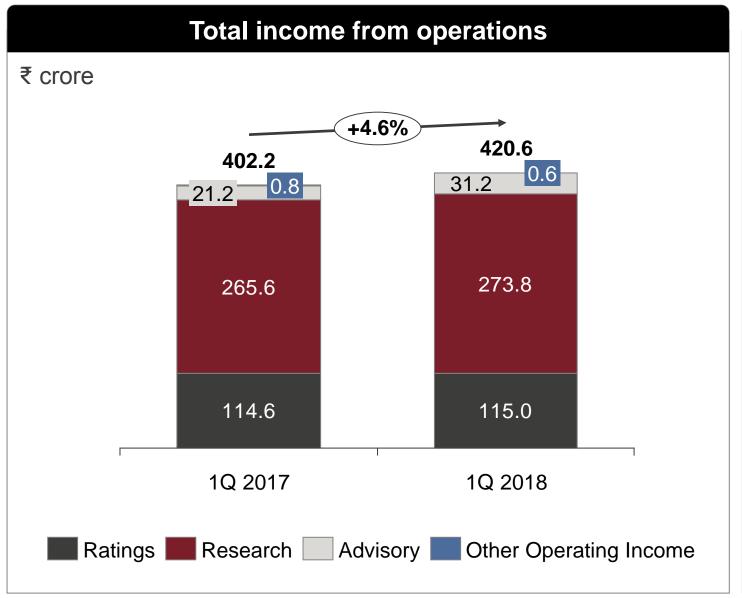
- CRISIL's total income from operations grew by 4.6% yoy to ₹ 420.6 cr for the three months ended March 31, 2018; PAT grew by 14.0% yoy to ₹ 82.2 cr in the same period
- The company's Board of Directors has declared an interim dividend of ₹ 6 per share for the financial year ending December 31, 2018
- 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

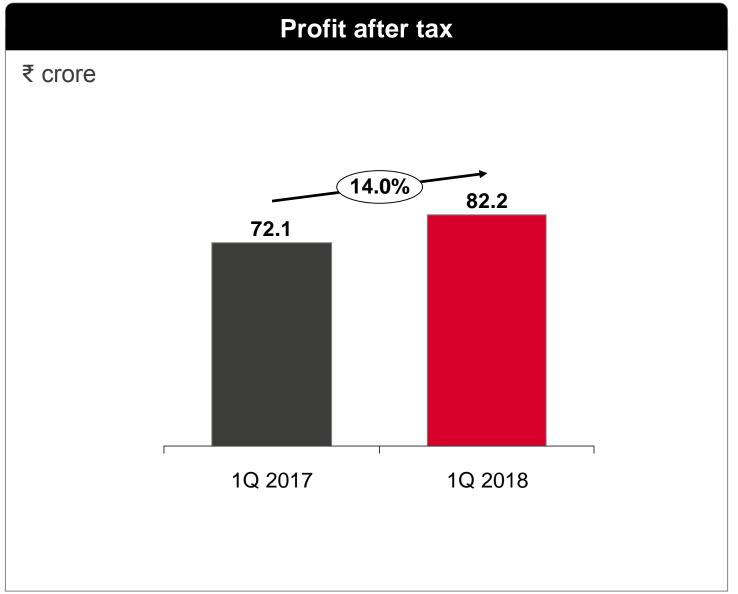


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# Quarterly income grew by 4.6%; PAT by 14.0%





Note: Numbers rounded off



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### Ratings: 1Q 2018 highlights

#### **Update**

#### **Financial update**

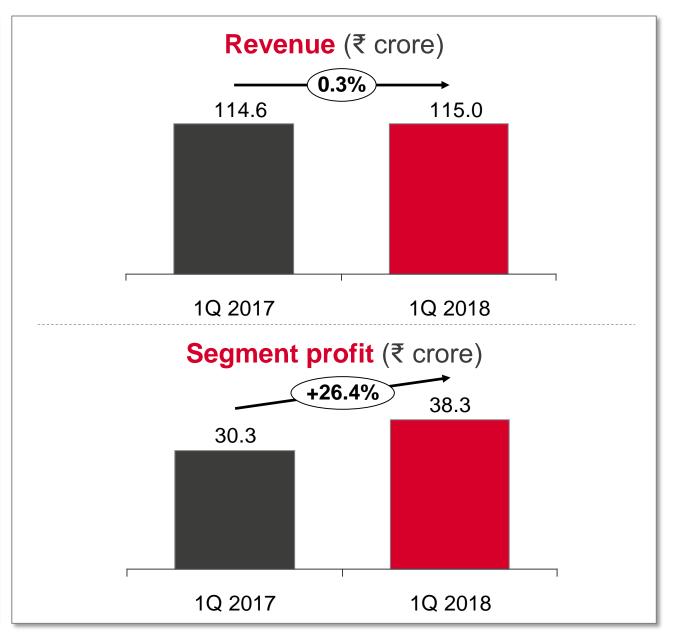
- Bank loan ratings revenues grew due to good credit offtake offset by decline in corporate bond issuances due to persistent high yields
- Segment profit grew by 26.4% to ₹ 38.3 cr on account of greater efficiencies and cost control

#### **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 '<u>Outlook on public sector</u>
 <u>banks</u>', '<u>New stressed assets resolution framework</u>', amongst others





### Research: 1Q 2018 highlights

#### **Update**

#### **Financial update**

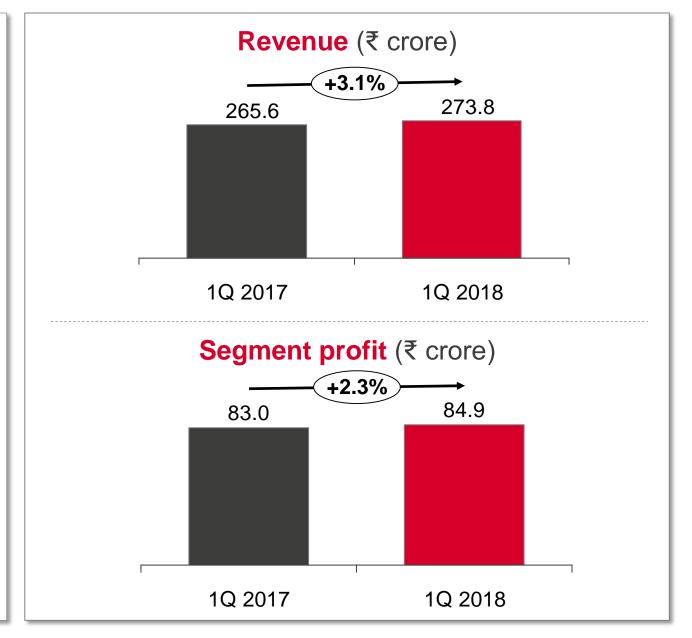
- Revenues grew with client wins across domestic and global markets
- Global Research and Analytics (GR&A) continued to capture opportunities arising from serving the emerging regulatory needs

#### 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 <u>Brexit</u> and <u>FRTB revisions</u>; launched <u>microsite on CECL capabilities</u>



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



### Advisory: 1Q 2018 highlights

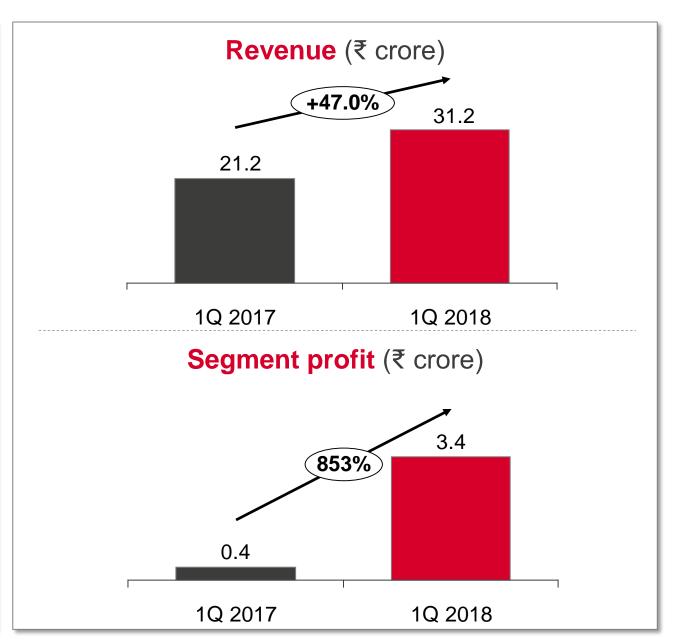
#### **Update**

#### **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





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### 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



### **About CRISIL**

CRISIL is a leading agile and innovative, global analytics company driven by its mission of making markets function better.

We are India's foremost provider of ratings, data, research, analytics and solutions. A strong track record of growth, culture of innovation and global footprint sets us apart. We have delivered independent opinions, actionable insights, and efficient solutions to over 1,00,000 customers. Our businesses operate from India, the US, the UK, Argentina, Poland, China, Hong Kong and Singapore.

CRISIL is majority owned by S&P Global Inc., a leading provider of transparent and independent ratings, benchmarks, analytics and data to the capital and commodity markets worldwide.

For further information contact: investors @crisil.com

