Corporate Presentation
Updated for 1Q 2018 results
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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
Agenda

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Quarterly income grew by 4.6%; PAT by 14.0%

**Total income from operations**

<table>
<thead>
<tr>
<th>₹ crore</th>
<th>1Q 2017</th>
<th>402.2</th>
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<tbody>
<tr>
<td></td>
<td>114.6</td>
<td>265.6</td>
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<tr>
<td></td>
<td>21.2</td>
<td>0.8</td>
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+4.6%

<table>
<thead>
<tr>
<th>₹ crore</th>
<th>1Q 2018</th>
<th>420.6</th>
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<tr>
<td></td>
<td>115.0</td>
<td>273.8</td>
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<td></td>
<td>31.2</td>
<td>0.6</td>
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**Profit after tax**

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<tr>
<th>₹ crore</th>
<th>1Q 2017</th>
<th>72.1</th>
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<table>
<thead>
<tr>
<th>₹ crore</th>
<th>1Q 2018</th>
<th>82.2</th>
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Note: Numbers rounded off
Agenda

- Executive summary
- Financial highlights
- **Segment performance**
- Thought Leadership
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
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 3rd 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

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<thead>
<tr>
<th>Segment</th>
<th>1Q 2017</th>
<th>1Q 2018</th>
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<tbody>
<tr>
<td>Revenue (₹ crore)</td>
<td>265.6</td>
<td>273.8</td>
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<td>+3.1%</td>
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<table>
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<tr>
<th>Segment</th>
<th>1Q 2017</th>
<th>1Q 2018</th>
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<tr>
<td>Segment profit (₹ crore)</td>
<td>83.0</td>
<td>84.9</td>
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<td>+2.3%</td>
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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

### Revenue (₹ crore)

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<th>1Q 2017</th>
<th>1Q 2018</th>
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<tr>
<td></td>
<td>21.2</td>
<td>31.2</td>
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$+47.0\%$

### Segment profit (₹ crore)

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<th>1Q 2017</th>
<th>1Q 2018</th>
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<tr>
<td></td>
<td>0.4</td>
<td>3.4</td>
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$853\%$
Agenda

- Executive summary
- Financial highlights
- Segment performance
- Thought Leadership
<table>
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<tr>
<th>Events</th>
<th>Reports</th>
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<tr>
<td>Ashu Suyash, MD &amp; CEO, CRISIL and Honourable Finance Minister, Mr. Arun Jaitley with other dignitaries at the launch of CriSidEx, - India’s first MSME sentiment index</td>
<td><strong>Features</strong></td>
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<tr>
<td>Ashu Suyash, MD &amp; CEO, CRISIL and Honourable Finance Minister, Mr. Arun Jaitley with other dignitaries at the 4th PFRDA Pension conference</td>
<td><strong>ARC of change</strong></td>
</tr>
<tr>
<td>Ashu Suyash, MD &amp; CEO, CRISIL delivering the key note address at the Trust India Debt Capital Market Summit</td>
<td>As asset reconstruction companies set to be a part of multi-platform stressed-asset play</td>
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<td>CRISIL Research participates at The 8th Annual CFO100 Conference and Felicitation Ceremony</td>
<td><strong>The changing shape of FRTB regulation</strong></td>
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<td><strong>Brexit gauge</strong></td>
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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