

October 23, 2020

Listing Department
National Stock Exchange of India Ltd.
Exchange Plaza, 5th floor
Plot No. C/1, G Block
Bandra-Kurla Complex
Bandra (East)
Mumbai 400 051

Listing Department
BSE Limited
P J Towers
Dalal Street
Mumbai 400 001

Dear Sirs,

Sub.: **Corporate Presentation Q3 2020**

We are enclosing herewith our corporate presentation updated with the Q3 FY 2020 Financial Results. This presentation will be published on the Company's website - www.crisil.com shortly.

Kindly take this communication on record.

Yours faithfully,
For CRISIL Limited



Minal Bhosale
Company Secretary
ACS 12999

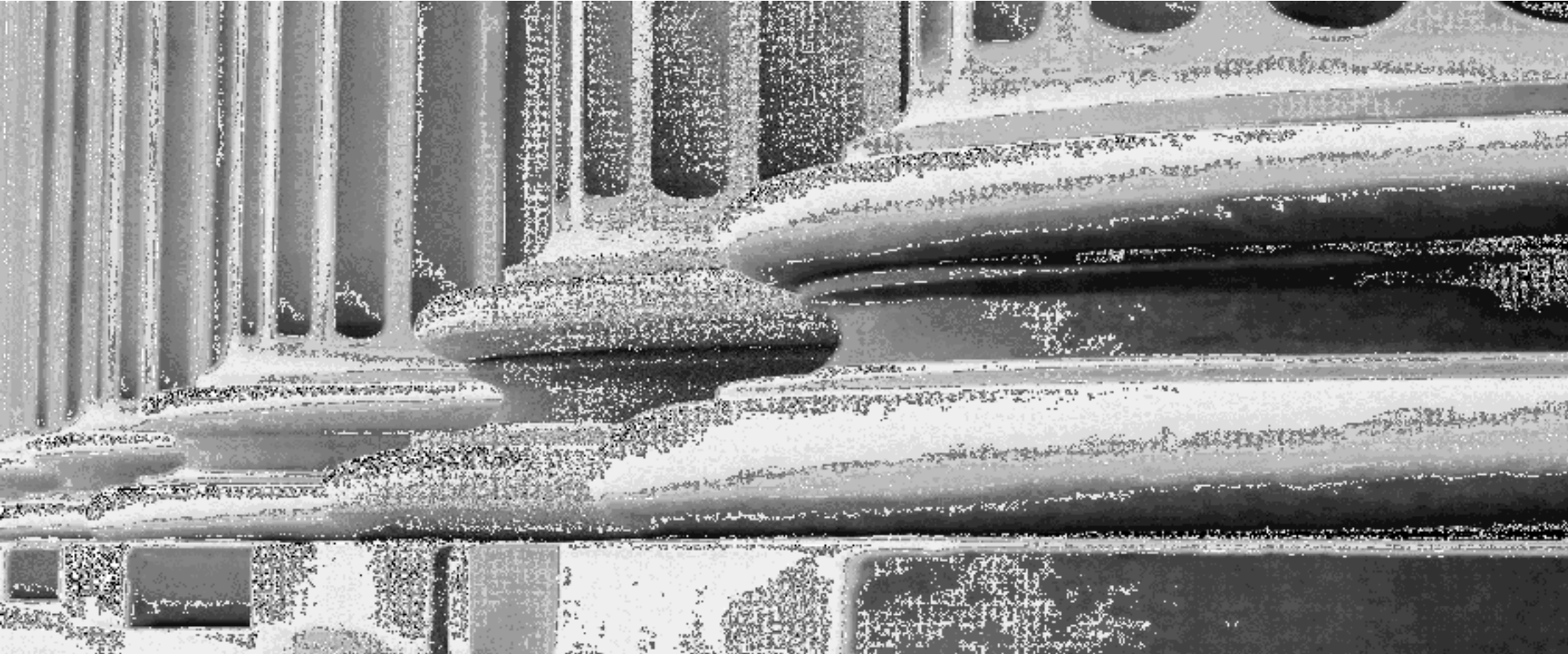
Encl.: a/a

CRISIL Limited

Corporate Identity Number: L67120MH1987PLC042363

Q3 2020 Analyst presentation

October 2020



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1. CRISIL Overview



2. Business Environment



3. Financial Performance



4. Segment Performance



5. Thought Leadership



6. Corporate Social Responsibility

CRISIL, a leading global analytics company

#Agile
to market needs

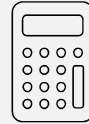
Unleashing
#Innovation

Defining
#Global best
standards

Empowering decision-
making
with cutting-edge
#Analytics

33,000+

Ratings for large
and mid-scale
corporates and
Financial institutions



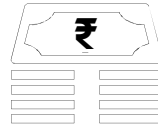
\$1.88 Trillion
of Indian debt
securities valued
by us



Graded and assessed
Over **150,000**
micro, small and
medium enterprises
(MSMEs) in India



90% of
India's banking
industry by
asset base
are our clients



Our Risk Models
widely used to
assess **100+**
sectors in India
and Emerging markets



300+
Global banks and
asset managers
are our customers



Coalition Index
referenced in over
100+ investor
relations
presentations by
leading global banks



3,700+
employees



Presence across
10+ countries
and **15+** locations



The CRISIL logo is displayed in a large, bold, red, sans-serif font. A thin black horizontal line is positioned directly below the letters.

CRISIL

An **S&P Global** Company

is now

Great Place to Work™ -

Certified

The Great Place to Work logo consists of the words "Great Place To Work" in a white, sans-serif font, stacked vertically on a solid red rectangular background. A registered trademark symbol (®) is located at the end of the word "Work".

Great
Place
To
Work®

The word "Certified" is written in a white, sans-serif font on a dark blue background that is shaped like a downward-pointing chevron.

Certified

SEP 2020–AUG 2021

INDIA

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Economies across the globe to witness severe recession



India

Indicator	FY2018	FY2019	FY2020	FY2021 ^f
Real GDP (y-o-y %)	7.0	6.1	4.2	-9.0
Investments (y-o-y %)	7.2	9.8	-2.8	-15.6
10 year G-sec yield (% , March)	7.6	7.5	6.2	6.3
Fiscal deficit (% of GDP)	3.5	3.4	3.8#	↑
Exchange rate (Re/\$, March avg.)	65.0	69.5	74.4	74
CPI Inflation (%)	3.6	3.4	4.8	5.6
Gross NPA (%)	11.6	9.4	8.5	11.5
Repo Rate (% , March-end)	6.00	6.25	4.40	3.75
Bank Credit Growth (%)	7.4	11.0	6	0-1



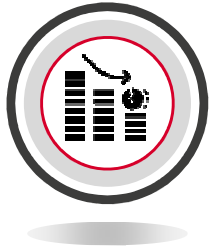
Global

Indicator	CY2017	CY2018	CY2019	CY2020 ^f
World GDP (y-o-y %)	3.8	3.6	2.8	-4.1
United States of America (y-o-y %)	2.3	2.9	2.2	-4.0
Eurozone (Euro Area-19) (y-o-y %)	2.5	1.9	1.3	-7.4
China GDP (y-o-y %)	6.9	6.6	6.1	2.1

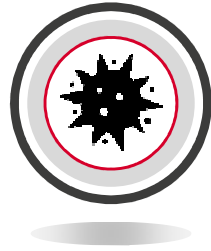
Note: ^f=forecast; #Revised estimate

Source: NSO, RBI, CRISIL, S&P Global Economics and Oxford Economics

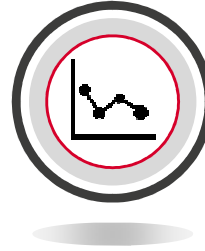
Pandemic has intensified trends that were already underway



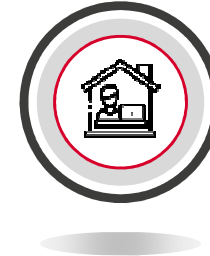
Economic downturn



Heightened risk averseness



Increased market volatility



Financial and credit stress



Digital transformation



Focus on social and sustainable practices



Emergence and need for assessment of new risks



Remote working and distributed model

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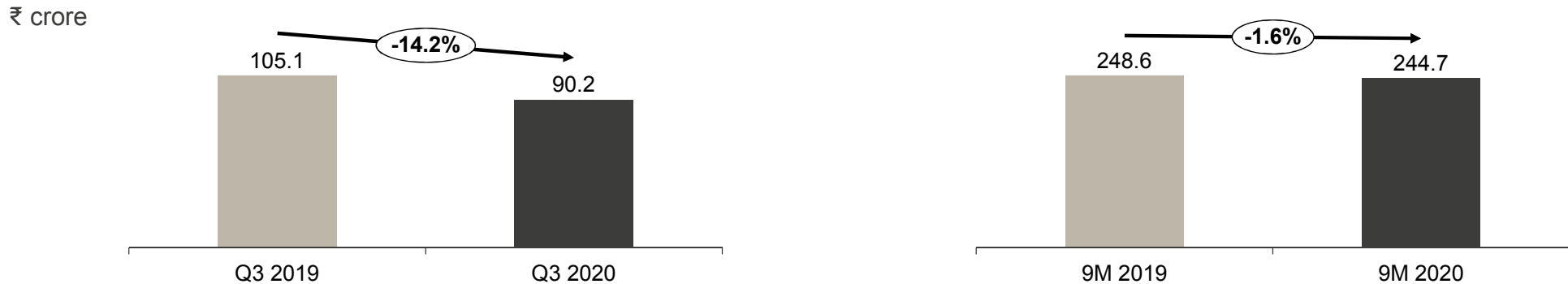
Q3 2020 income from operations at ₹485.0 cr.; PAT at ₹90.2 cr.

Income from Operations[#]



[#] Excluding Greenwich Associates, consolidated income from operations for Q3 2020 was higher by 0.3% y-o-y and for 9M 2020, it was higher by 1.0% y-o-y

Profit After Tax[@]



[@] Excluding Greenwich Associates, PAT for Q3 2020 was higher 5.1% y-o-y and for 9M 2020, it was higher by 18.5% y-o-y

Continued proactive response to Covid-19 pandemic

Maintained 'People first' and tech driven approach



People

- Launched 'CRISIL Care' for doctor consultations, hospitalisation
- Continued employee support through medical expert sessions and wellness sessions
- Digital learning courses/ webinars on pertinent themes



Operations

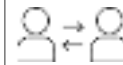
- Full continuity of business as the pandemic unfolded
- Periodic assessment of WFH status for all locations
- Continued high stakeholder connect



Technology and Information Security

- 99%+ workforce continues to work remotely
- Remote support for hardware, software and query resolution
- Continuous assessment of info sec measures & mechanisms

Leading independent voice



Customer engagement

- High impact research papers, analysis and thought papers on emerging trends



Thought leadership

- High impact webinars on key global and Indian themes



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4. Segment Performance - Ratings



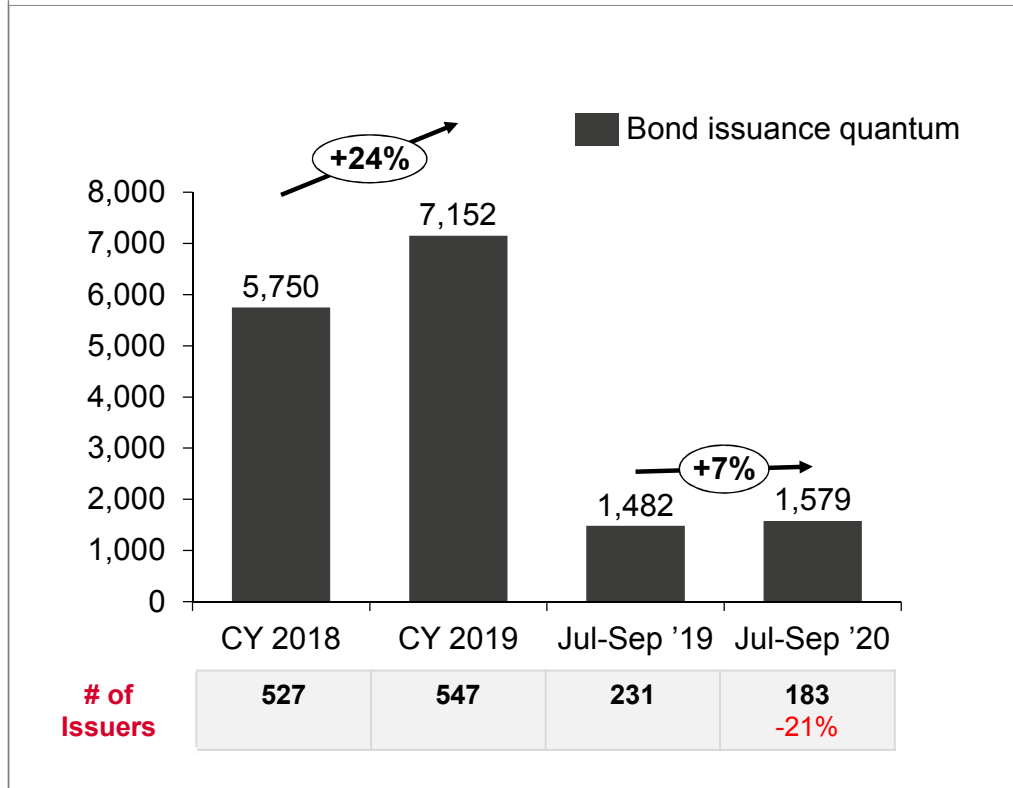
5. Thought Leadership



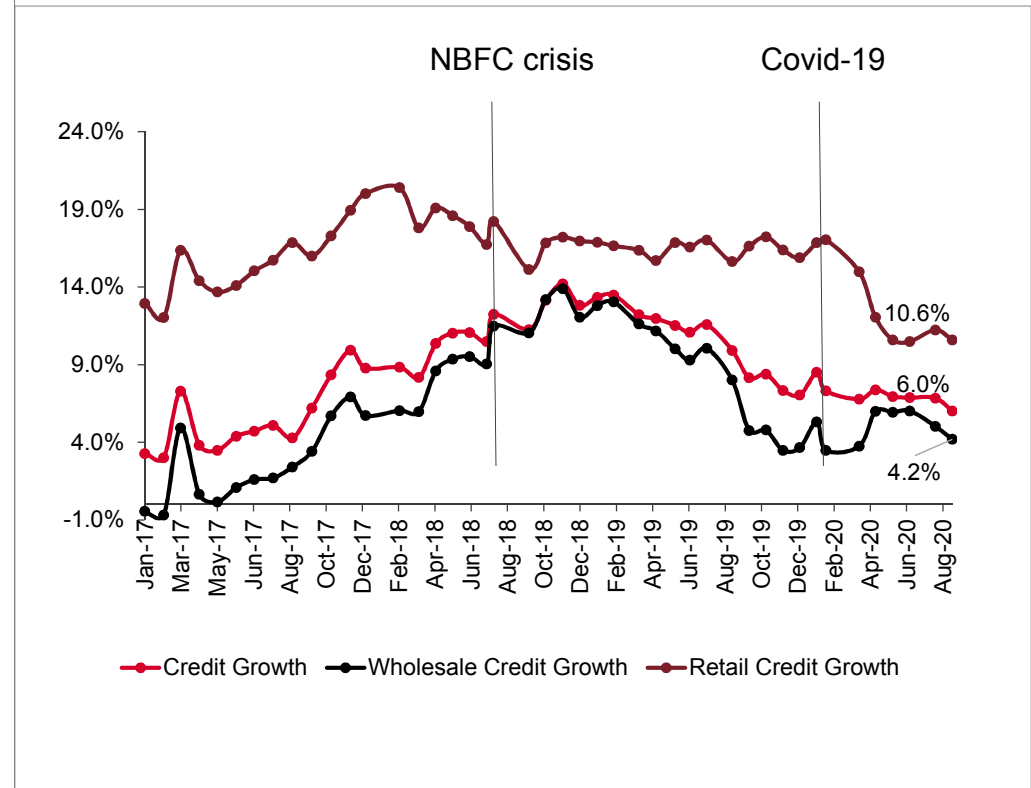
6. Corporate Social Responsibility

Capital markets issuers declined materially by 21% during the quarter, while systemic credit growth remains subdued

Bond Issuance Quantum (₹ billion)



Credit Growth (%)



Source: RBI, SEBI, Ministry of Finance, Prime Database, CRISIL

Ratings: Q3 2020 highlights



Financials

Particulars (₹ cr)	Q3 2020	Q3 2019
Income from Operations	137.1	142.8
Segment Profits	51.9	61.2
Margin	37.9%	42.9%

Particulars (₹ cr)	9M 2020	9M 2019
Income from Operations	414.4	403.3
Segment Profits	168.7	156.9
Margin	40.7%	38.9%

Note: Numbers rounded off to first decimal



Business update

- Despite the weak environment, subdued business sentiment and sharp decline in capital markets issuers by 21% during the quarter, CRISIL Ratings strengthened its leading position in the corporate bond market
- GAC increased its coverage for S&P Global Ratings, including support for key initiatives such as ESG evaluations, and inferencing impact of Covid-19
- Overall, given the slackness, the segment de-grew 4% during the third quarter



Innovation and franchise

- Published over 25 press releases on topical matters and hosted nine webinars on key sectors such as Steel, Cement, Fertilisers, Real Estate, Pharmaceuticals, Renewables, Telecom, Gold Jewellery Retailers, and Hospital sector
- CRISIL Ratings introduced monthly e-newsletter – ‘CRISIL Analytica’ to provide value added services to more than 30,000 stakeholders in the form of timely and relevant content

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4. Segment Performance - Research



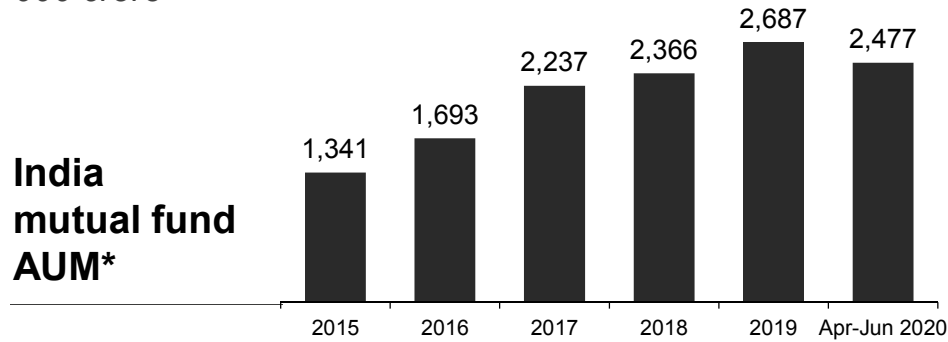
5. Thought Leadership



6. Corporate Social Responsibility

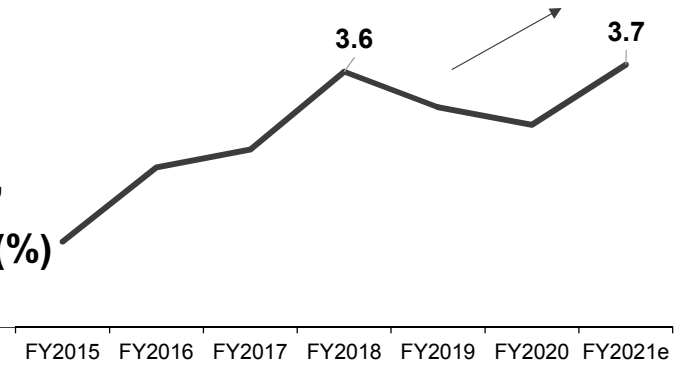
Indian MF AUM subdued, banking costs increase due to provisions; Globally, CIB RoE under pressure

₹ '000 crore



*Average AUM for the Quarter; Source: AMFI

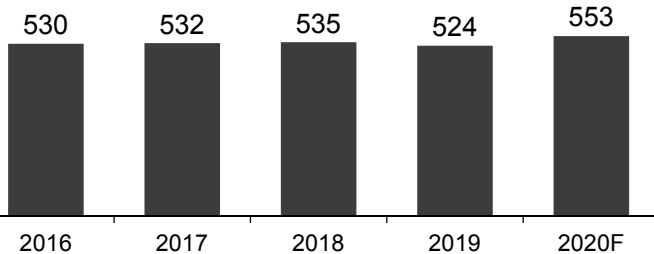
Indian Banks' Credit Costs (%)



Credit cost as a % of average gross advances; Source: S&P Global Ratings

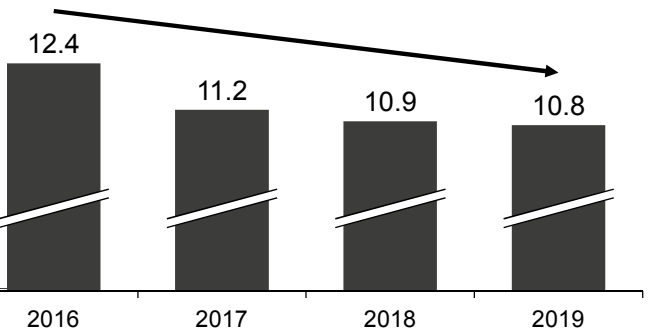
\$ billion

Global CIB revenue pools



Source: Coalition Proprietary data

CIB Return on Equity (%)



Source: Coalition Proprietary data; ROE calculated based on Coalition Index Universe

Research: Q3 2020 highlights



Financials

Particulars (₹ cr)	Q3 2020	Q3 2019
Income from Operations	315.8	258.7
Segment Profits	35.5	60.3
Margin	11.2%	23.3%

Particulars (₹ cr)	9M 2020	9M 2019
Income from Operations	875.9	755.6
Segment Profits	137.9	171.8
Margin	15.7%	23%

- Excluding Greenwich, the Research segment revenue grew by 3.5% during the quarter ended September 2020

Note:

1. Numbers rounded off to first decimal



Business update

- Growth in the Research segment was led by Global Research & Analytics business, which saw strong demand for risk and transformation services; Fundamental research saw a tepid performance because of anticipated sell-side restructuring
- Coalition saw delays in client conversions given the impact of the pandemic across global financial services. The business continues to invest in new products and analytics to meet the needs of new clients
- The integration of Greenwich is on track and focus is on client renewals and new mandates



Innovation and franchise

- CRISIL Research partnered with a large bank for hosting "SME Knowledge Series" – an exclusive series of eight sectoral webinars for SME clients of the bank; hosted a webinar on Agriculture sector titled "Silver lining in the dark clouds"
- Hosted virtual roundtables on the theme of "The Covid-19 impact on Global Markets" with panelists from Greenwich Associates, Oliver Wyman and S&P Global Ratings
- Published white papers in varied areas such as stress testing, climate risk, ESG, capital adequacy, credit risk and low-default portfolios

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4. Segment Performance - Advisory



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Advisory: Q3 2020 highlights



Financials

Particulars (₹ cr)	Q3 2020	Q3 2019
Income from Operations	32.1	34.3
Segment Profits	2.6	4.8
Margin	8.1%	13.9%

Particulars (₹ cr)	9M 2020	9M 2019
Income from Operations	94.3	108.5
Segment Profits	3.6	10.2
Margin	3.9%	9.4%

Note: Numbers rounded off to first decimal
PPP: Public Private Partnership



Business update

- Growth in the Advisory segment was muted given across-the-board reduction in infrastructure spends
- Few risk platform implementation delays as banks in India deferred milestones, given the impact of Covid-19
- Demand for our risk assessment models and early warning signals remains strong
- Overall, the segment saw 6.4% de-growth during the quarter



Innovation and franchise

- Hosted multiple webinars during the quarter. Some of key ones are mentioned below:
 - PPP project screening tool (PST)
 - Project Finance and PPP Financial Modelling
 - Contract Development and Management for Urban and Climate PPP Projects

Risks



Prolonged impact of Covid-19 pandemic



Global recession and sharp slowdown in India



Uncertain regulatory environment



Information security and cyber-related risks



Adverse currency movement



Intense competition



Reputation risk

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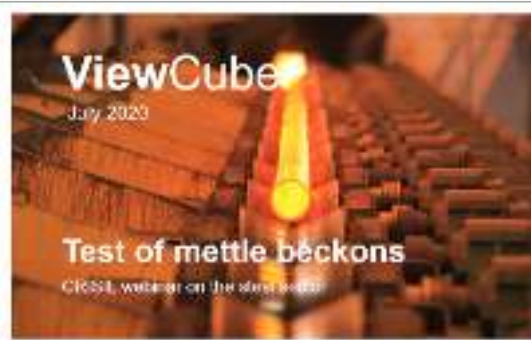
5. Franchise and thought Leadership



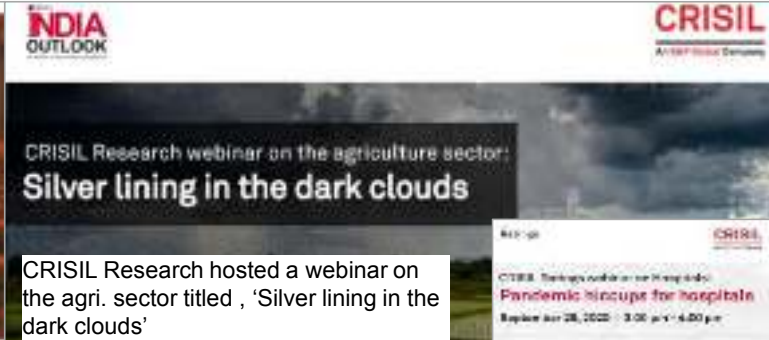
6. Corporate Social Responsibility



Leading provider of independent opinion and research



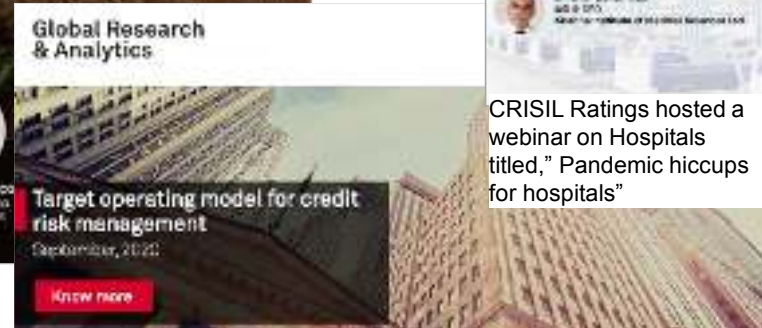
Viewcube on Steel - "Test of mettle beckons"



CRISIL Research hosted a webinar on the agri. sector titled, 'Silver lining in the dark clouds'



CRISIL GR&A, together with S&P Global Trucost and Greenwich Associates, hosted a webinar titled, 'ESG best practices for Emerging Markets'.



CRISIL GR&A and Greenwich Associates (now a part of CRISIL), co-hosted a credit risk roundtable on Target Operating Model for Credit Risk Management.



CRISIL Ratings hosted a webinar on Hospitals titled, "Pandemic hiccups for hospitals"



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6. Corporate Social Responsibility

Our CSR efforts continue to drive sustained social impact



Financial capability building through Mein Pragati and MoneyWise CFL

- Provided last-mile financial inclusion services in over 1,150 villages in Assam and Rajasthan through 850+ Sakhis – our trained community cadre
 - 200 new Sakhis on-boarded in Assam
 - Facilitated behaviour shift from cash to digital - over 1,700 digital transactions
- Gram Sahay helpline set up during Q2 continues to support rural communities
 - 50,000+ calls, 5,000+ linkage applications facilitated to banking and govt schemes



Promoting environment conservation and larger social consciousness amongst CRISIL employees

- Completed largest plantation project along with partners
 - 25,000 trees planter in Mumbai Metropolitan Region
 - 6,000 mangrove plantations in Sundarbans Delta, a UNESCO world heritage site
- Overall 8 virtual knowledge sessions held with regards to environment protection and social leadership – with ~599 employees participating



About CRISIL

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

It is India's foremost provider of ratings, data, research, analytics and solutions with a strong track record of growth, culture of innovation, and global footprint.

It has delivered independent opinions, actionable insights, and efficient solutions to over 100,000 customers through businesses that operate from India, the US, the UK, Argentina, Poland, China, Hong Kong and Singapore.

It 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.

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Last updated: May 2018

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