



Cholamandalam Investment and Finance Company Limited

36th Annual General Meeting

31st July 2014

Executive Summary FY14 vs FY13



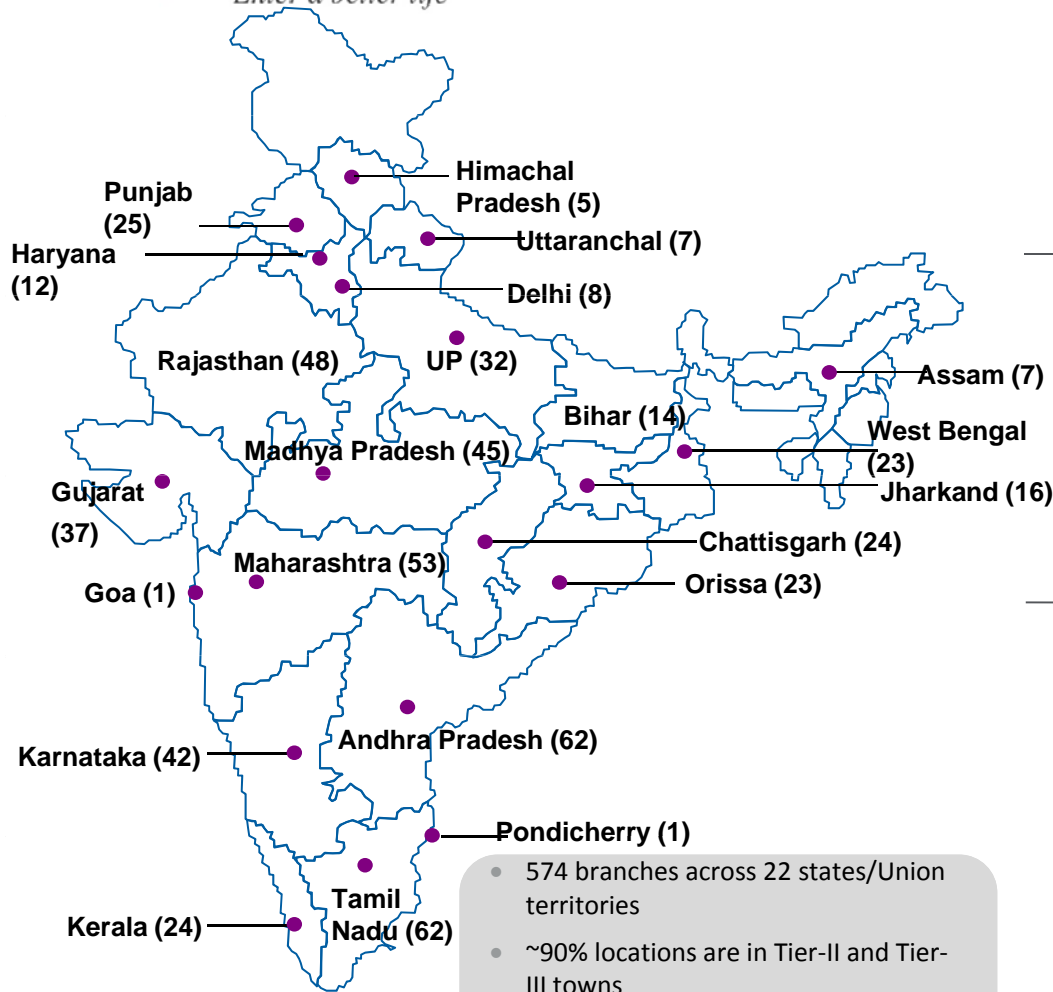
- Disbursements grew from Rs 12118 Cr. to Rs. 13114 Cr. – 8% Growth
- Assets Under Management grew by 22% to Rs.23253 Cr. compared to Rs. 18998 Cr. as on March 13
- Profit before tax has grown from Rs.450.8 Cr. to Rs.550.2 Cr. – Growth of 22%
- Retained Asset Financing Company (AFC) status as per RBI guidelines
- Increased branch presence across the country from 518 to 574 as on March 14.
- Capital Adequacy Ratio (CAR) stood at 17.23% as against regulatory requirement of 15%.
- Dividend to Shareholders – 35%

Key Initiatives FY14



- **Strengthening our core:** Hi-per drive initiative for Collections, Branch automation, centralised credit scoring system for automation of assessment, expanding branch network
- **Focusing on technology, people and process:** Business Intelligence for Finance, Mobile Platform Enhancements, Workflow Automation, Reduction / elimination of process steps, Centralised call centre, Chola Composite Risk Index
- **Encouraging innovation:** Commenced planning for the tab initiative
- **Investing in people:** New training centres opened in Delhi and Pune; Capability building to support hi-per drive in VF, field-level workforce training and competency-based behavioural training (44359 training man days)
- **Identifying potential growth avenues:** Introduction of Construction Equipment Financing, Successful completion of Rural Financing Pilot

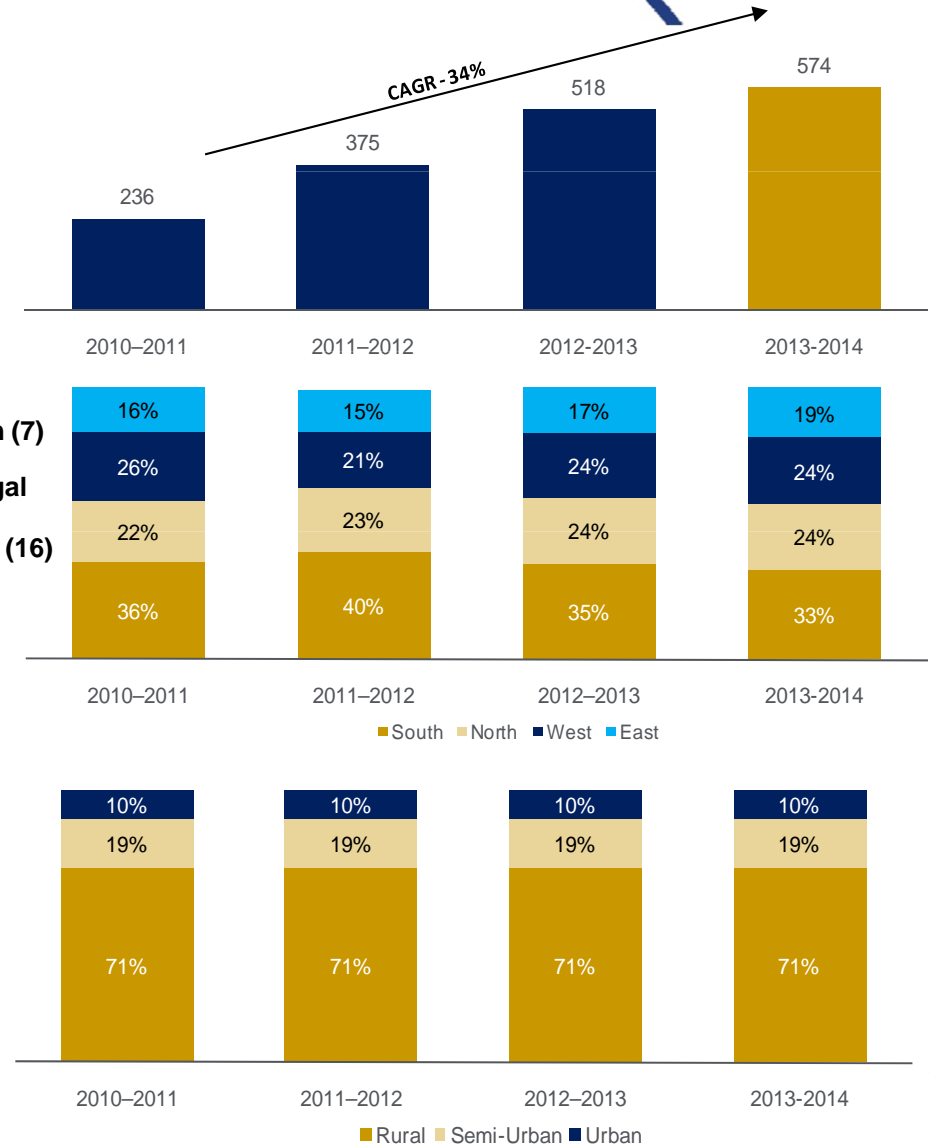
Strong Geographical Presence

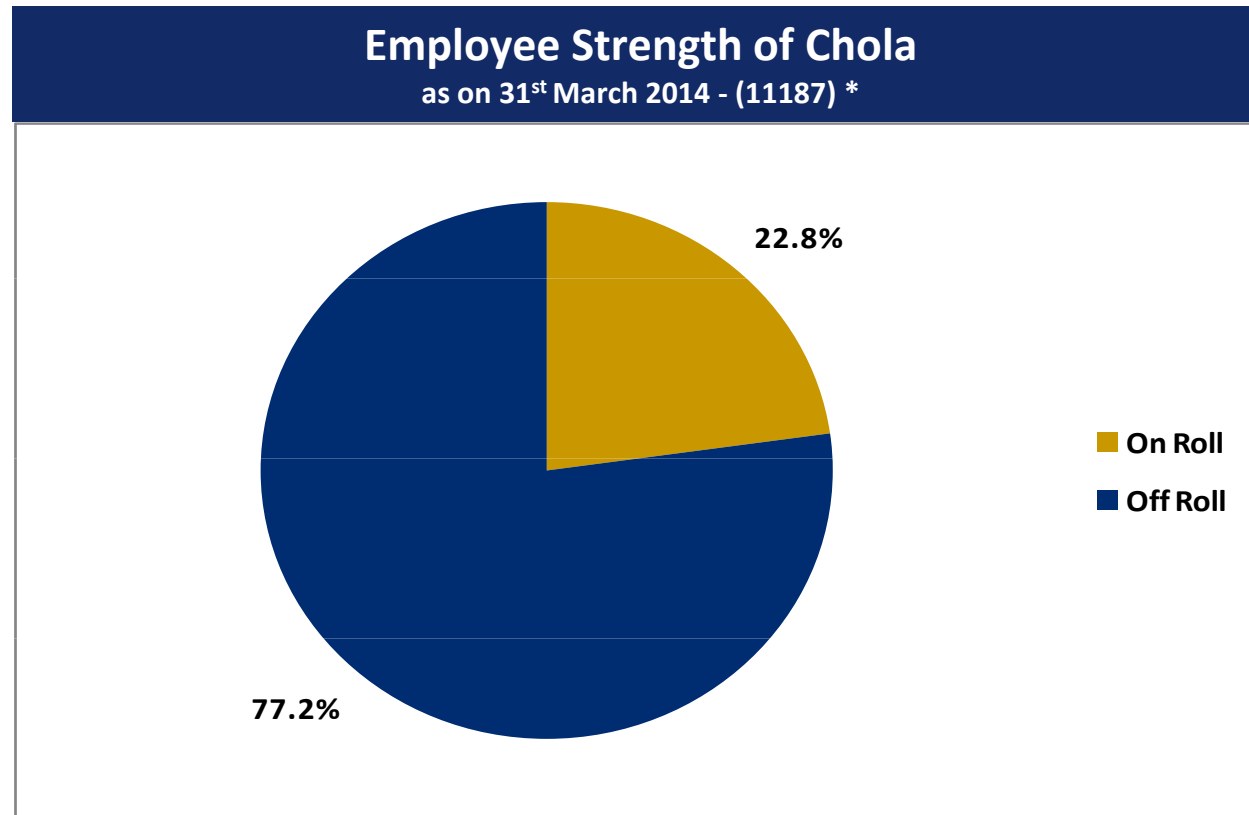


Note: Figures in brackets represents no. of branches as on Mar 31, 2014.

- 574 branches across 22 states/Union territories
- ~90% locations are in Tier-II and Tier-III towns
- Strong in South, North and West regions and growing presence in East

Rapid Growth in Branch Network





On roll employees includes 177 professionals (CA,CS, ICWA, Lawyers and engineers) and 448 MBAs

Access to 11100 + trained manpower directly and indirectly

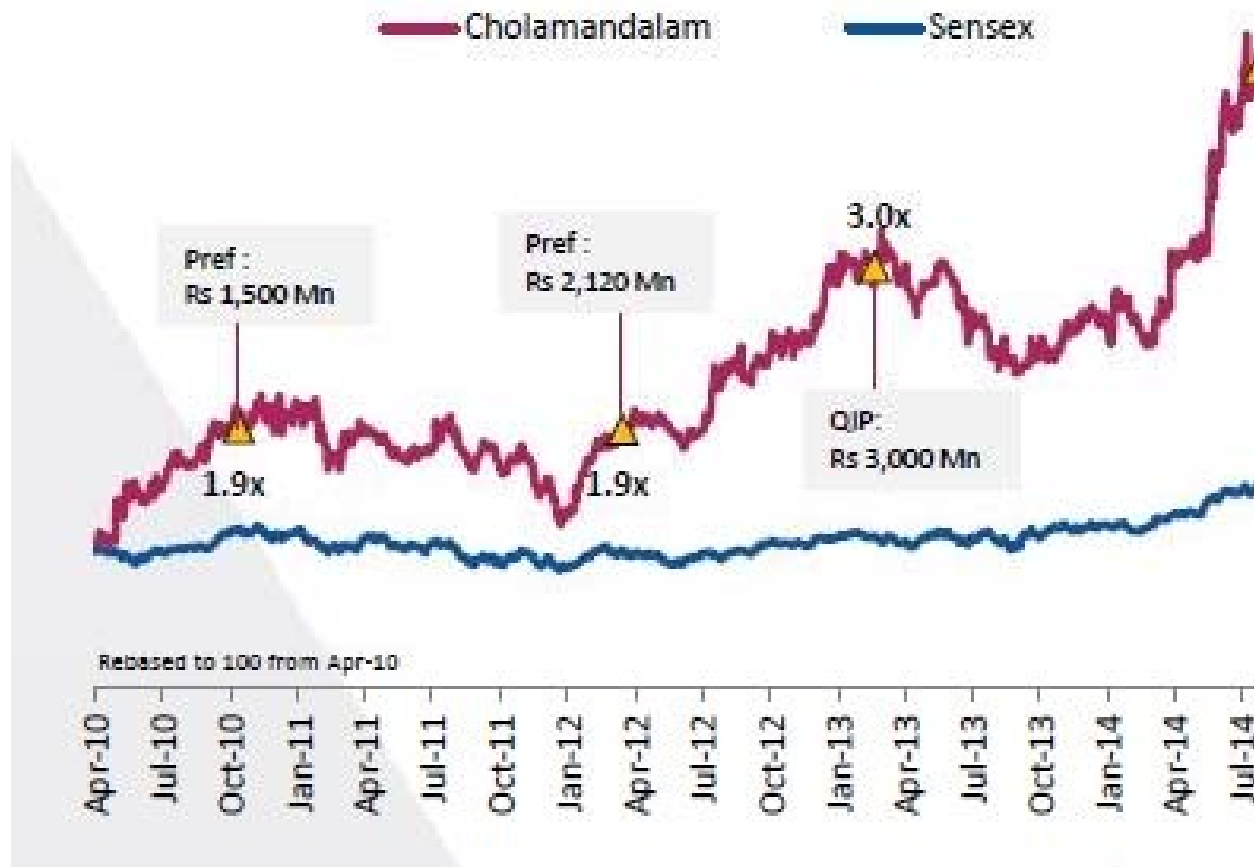
Key Highlights – Shareholders



We have consistently outperformed the market



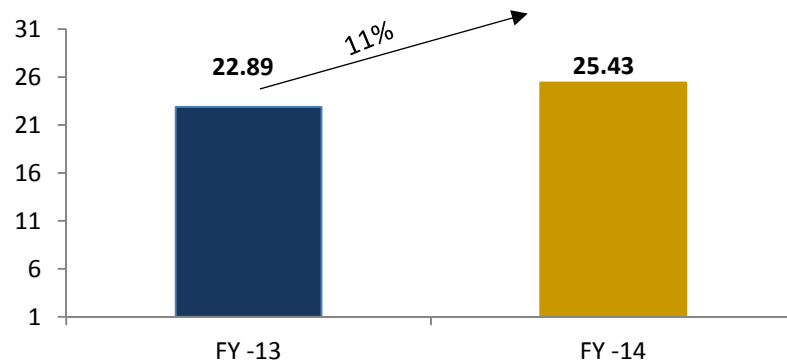
Share Price Performance



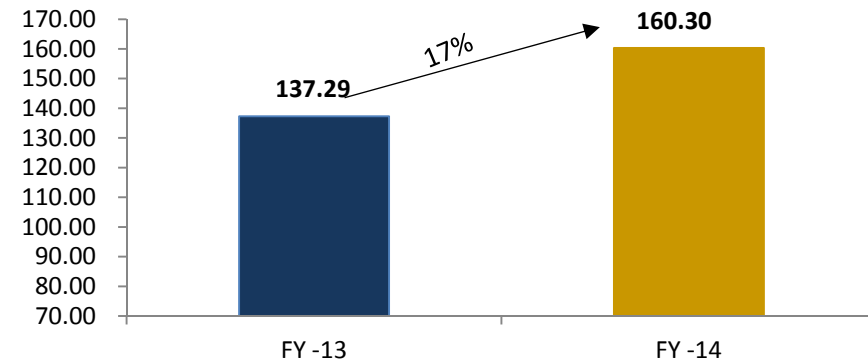
Key Highlights – Shareholders



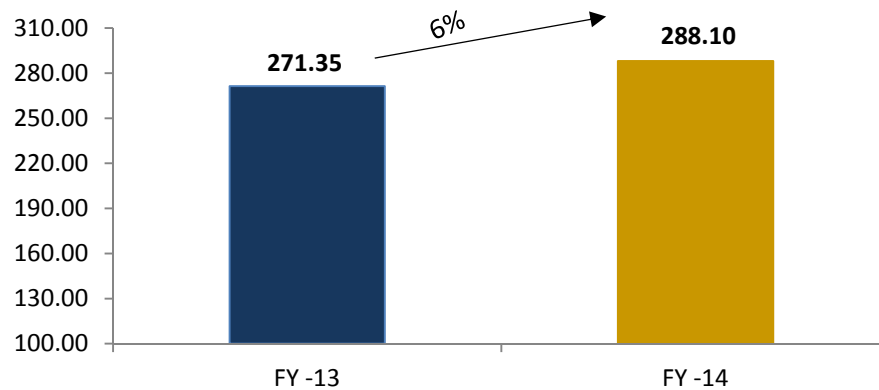
Earning Per Share in Rs.



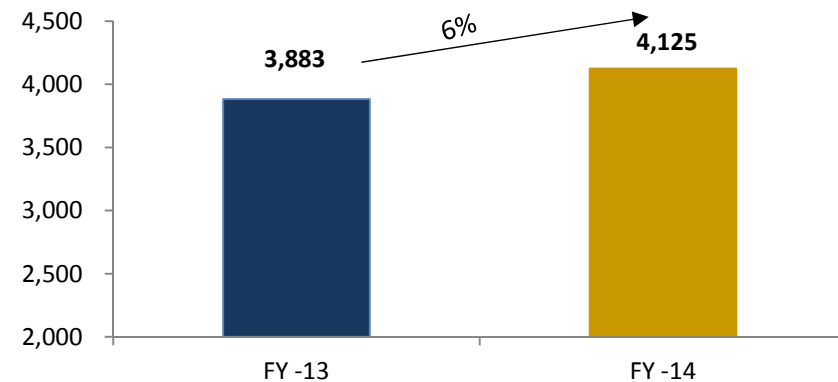
Book Value Per Share in Rs.



Market Price Per Share in Rs.



Market Capitalisation in Cr.



Share price and market capitalisation is based on share price as on 31st March 14 and 31st March `13. **Market price as on 30th July 14: Rs. 414.40**

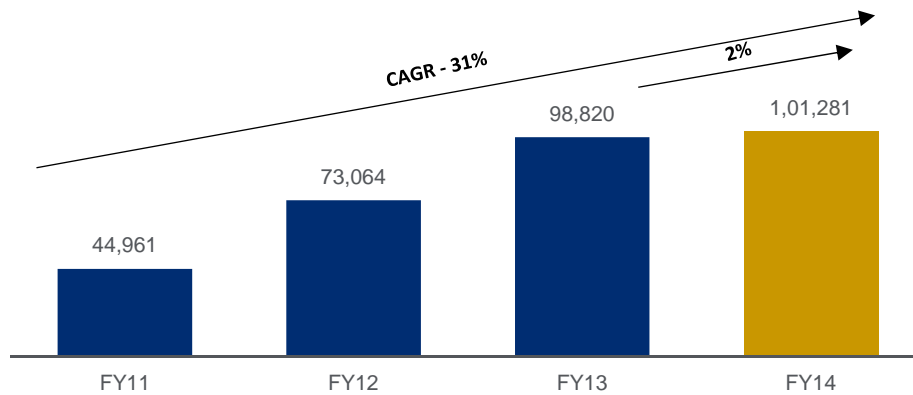


Asset Class	Description	Assets* as on Mar 31st, 2014	
		Managed#	Own
		(INR in mn)	
Vehicle Finance (Financing since 1990)	<ul style="list-style-type: none"> Vehicle financing for NEW and USED HCVs, LCVs, SCVs, MLCVs, MUVs, Tractors and Cars 	17064 (73.4%)	14179 (74.0%)
Home Equity (Financing since 2005)	<ul style="list-style-type: none"> Loans against residential property to self employed individuals 	5860 (25.2%)	4659 (24.3%)
Others	<ul style="list-style-type: none"> Business Finance Funding, MSME, Gold Loans and Home Loans 	329 (1.4%)	329 (1.7%)
Total		23253	19167

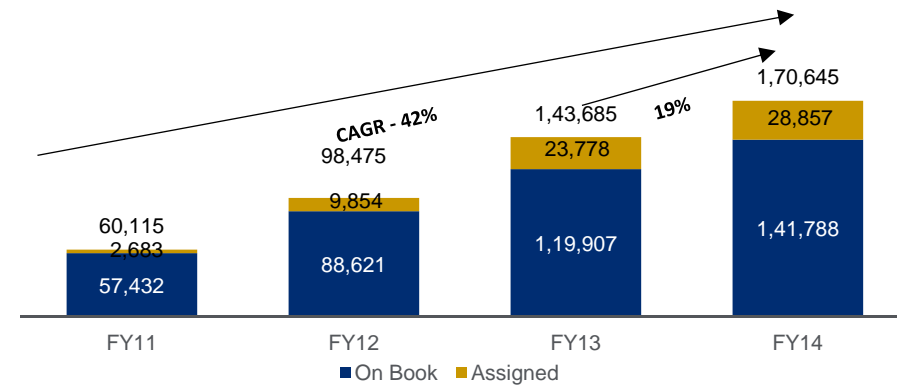
Key Highlights – Vehicle Finance



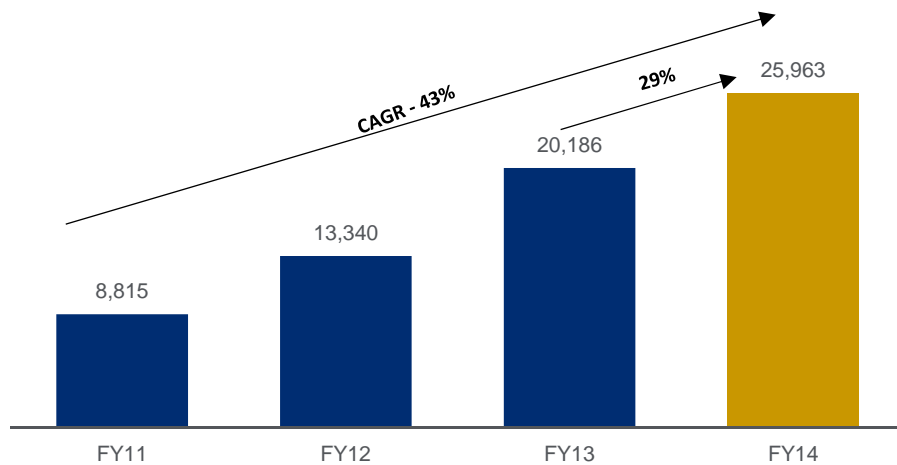
Disbursements



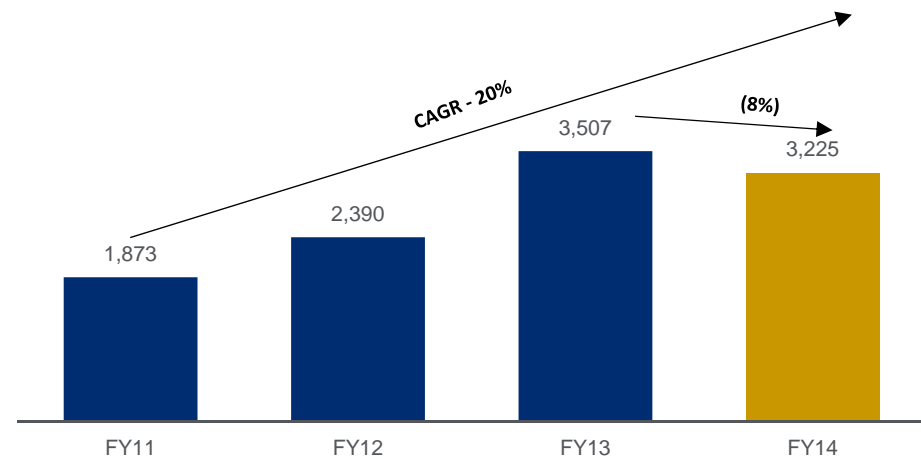
AUM



Income



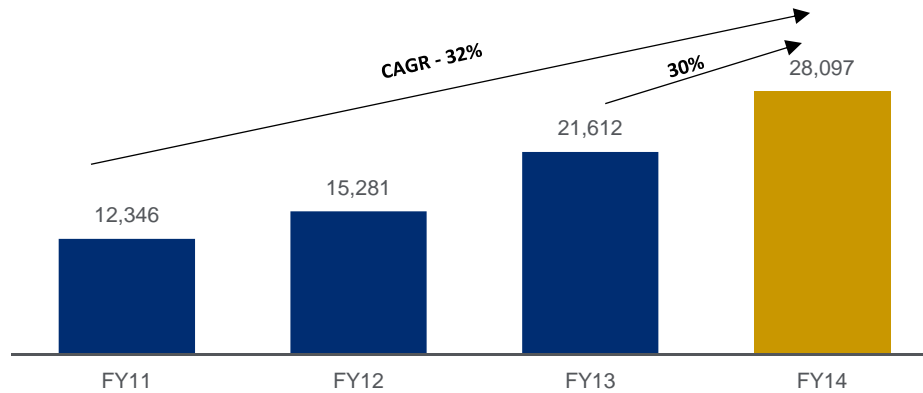
Profit Before Tax



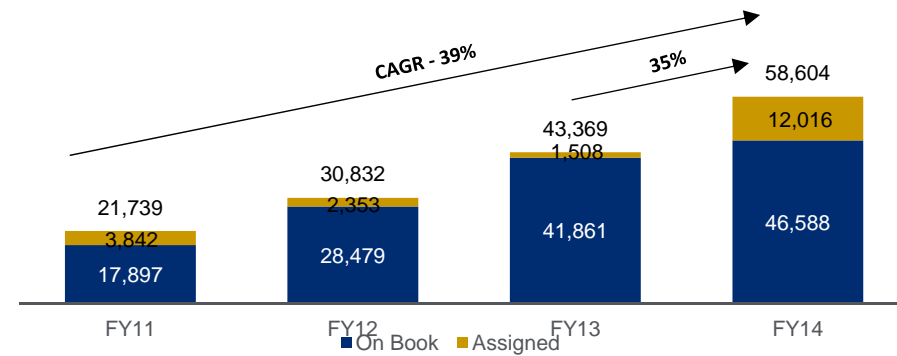
Key Highlights – Home Equity



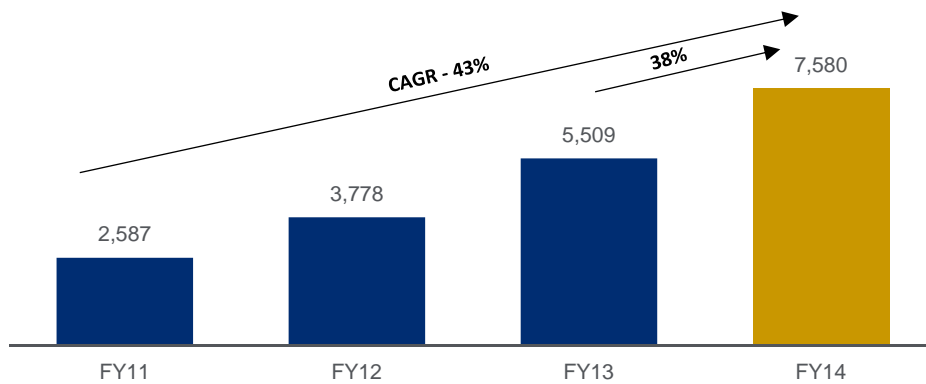
Disbursements



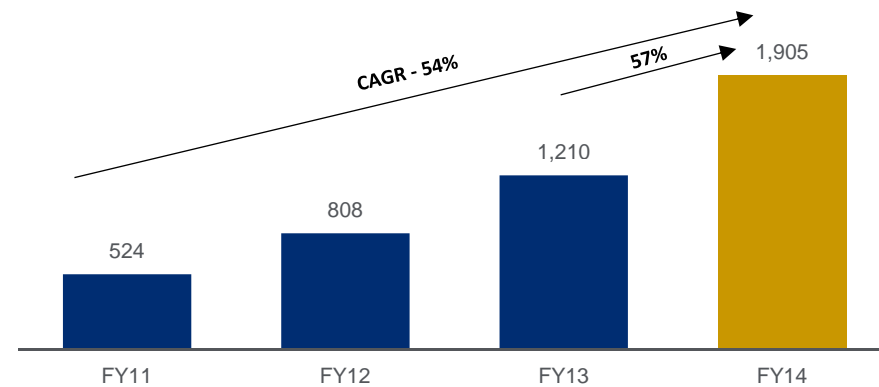
AUM



Income



Profit Before Tax



Consolidated Financials



Rs in Cr.

Profit & Loss Account	Mar-14	Mar-13	Growth %
Income	3,280	2,572	28%
Finance Costs	(1,769)	(1,410)	25%
Operating Expenses	(673)	(586)	15%
Provision & Loan Losses	(283)	(123)	130%
Profit Before Exceptional Items	554	452	23%
Exceptional Items	-	-	
Profit Before Tax	554	452	23%
Taxes	186	144	29%
Profit After Tax	368	308	20%

Balance Sheet	Mar-14	Mar-13	Growth %
Business Assets	19,428	16,694	16%
Other Assets	2,116	1,535	38%
Total	21,544	18,229	18%
Networth	2,287	1,953	17%
Borrowings	18,075	15,269	18%
Other Liabilities	1,182	1,007	17%
Total	21,544	18,229	18%



Financial Results

Q1 of FY 15

31st July 2014

Q1 Financial Results



Particulars	Q – 1 – FY 14	Q – 1 – FY 15	Growth
Disbursements in Cr.	3,278	3,188	-3%
Profit Before Tax in Cr.	138.13	141.03	2%
Profit After Tax in Cr.	91.18	93.10	2%
ROTA – PBT / Avg Assets - %	3.08%	2.73%	-11%
Capital Adequacy Ratio - %	17.84%	18.05%	
Investor Related Ratios :			
Earning Per Share in Rs.	25.55	26.07	2%
Market Price Per Share in Rs.	240.01	387.1	61%
Market Capitalisation in Cr.	3,436	5,549	62%
Return on Equity - %	18.09%	15.94%	-12%



Thank You

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31st July 2014