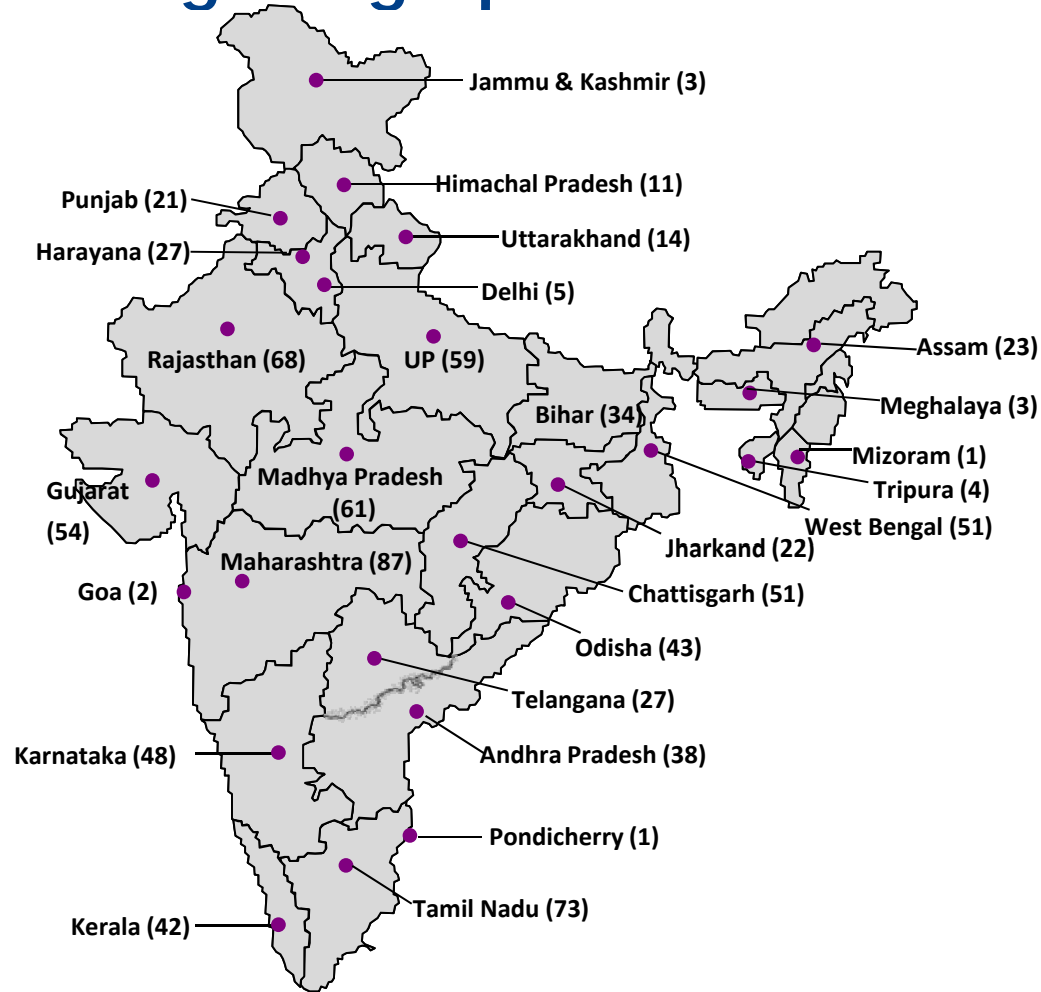


Cholamandalam Investment and Finance Company Limited

40th Annual General Meeting

26th July 2018

Strong Geographical Presence



- 873 branches across 27 states/Union territories: 868 VF, 148 HE (143 co-located with VF) and 127 HL (co-located with VF).
- 79% locations are in Tier-III, Tier-IV, Tier V and Tier-VI towns
- Strong Pan India presence



40 years of OPERATION

- Asset Financing Company

- Non- Deposit Accepting

- Business Verticals

- Vehicle Finance

- Home Equity

- Home Loans



Note: Figures in brackets represents no. of branches as on 31st Mar, 2018

Highlights FY18

Disbursements

- Higher at Rs. 25,114 Cr. compared to Rs. 18,591 Cr. in FY 17, registering a growth of 35%

PAT

- Grew by 36% and was at Rs. 974 Cr.
- For the first time, the PAT ROTA crossed the 3% mark.

AUM

- Grew by 25% at Rs. 42,879 Cr. compared to Rs. 34,167 Cr. in FY 17.

Branch Expansion

- We have added 170 branches during the year, taking the overall branches to 873.

ROE

- Moved up to 20.69% as against 18.07%

Dividend

- From 55% to 65%

Highlights FY18

GNPA

- At the end of FY 18 declined to 2.9% compared to 4.7% at the end of FY 17.

NNPA

- Was lower at 1.7% at the end of FY 18 compared to 3.2% at the end of FY 17.

PCR

- Improved to 43.5% in FY 18 as compared to 31.6% in FY 17.

CREDIT RATING

- CRISIL, ICRA, India Rating and CARE have upgraded long-term debt rating from AA to **AA+**

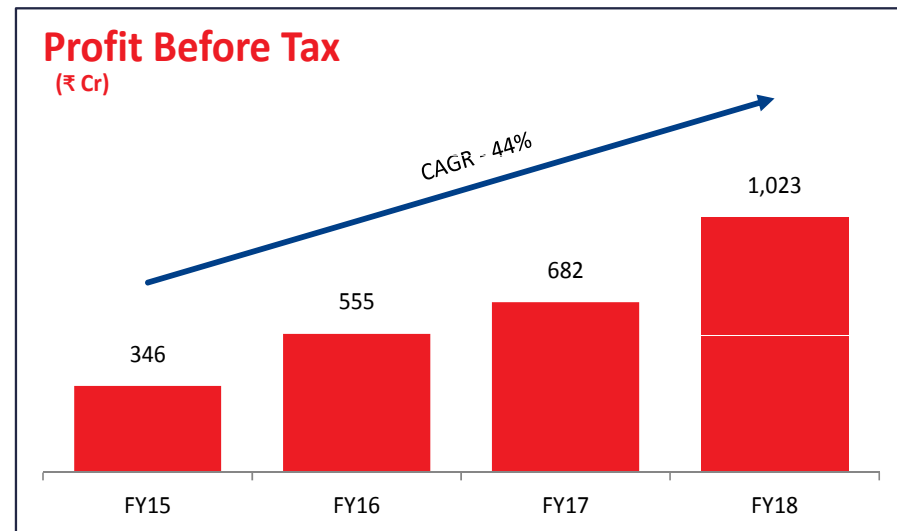
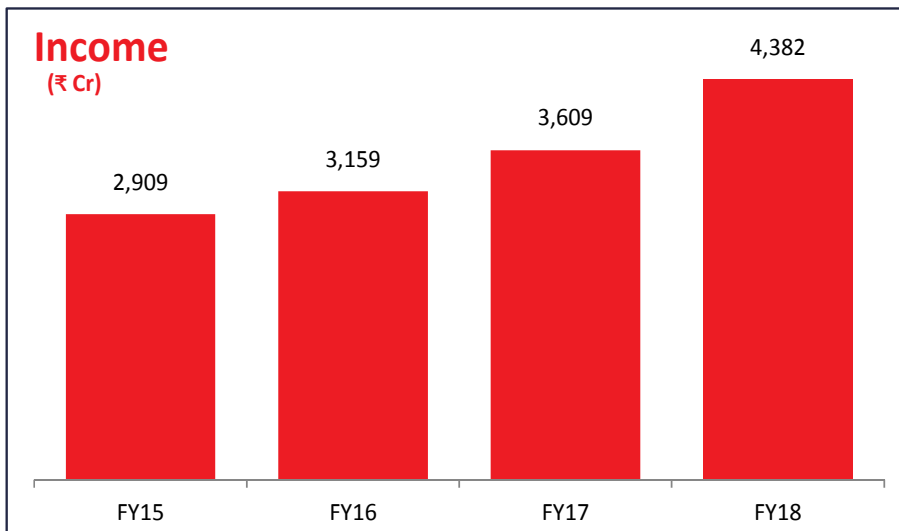
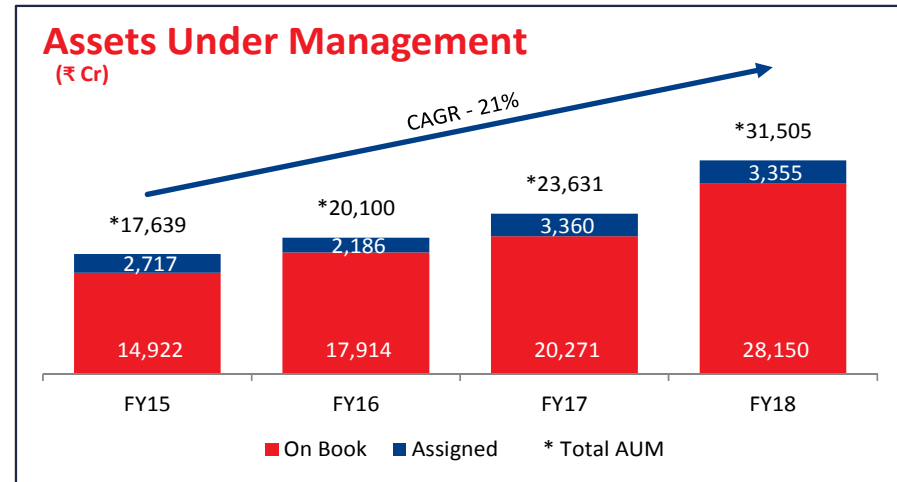
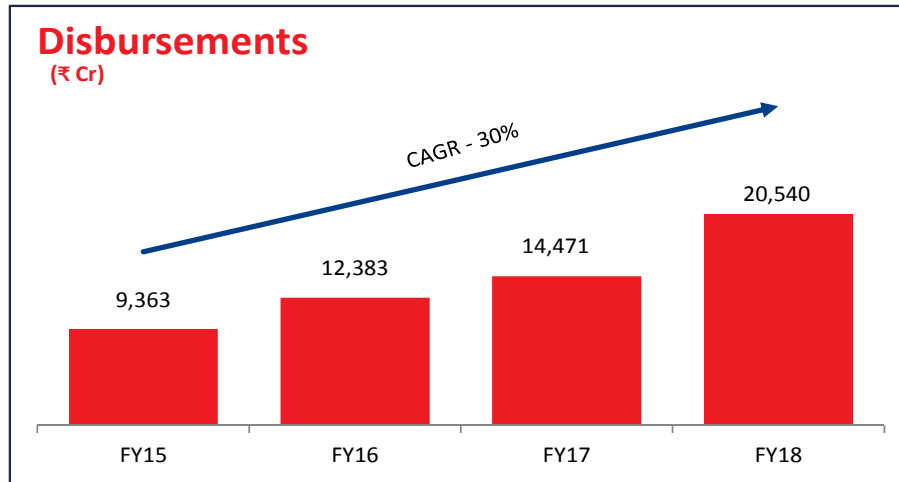
Standalone Financials

Rs in Cr

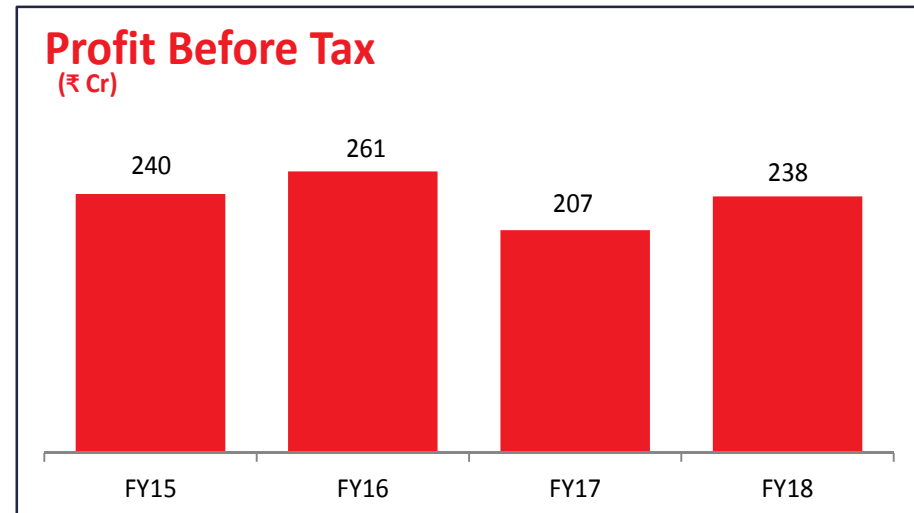
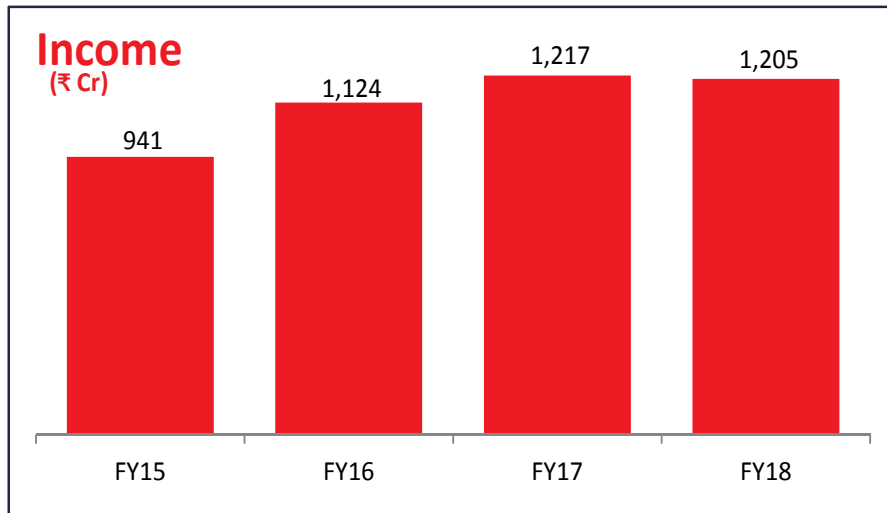
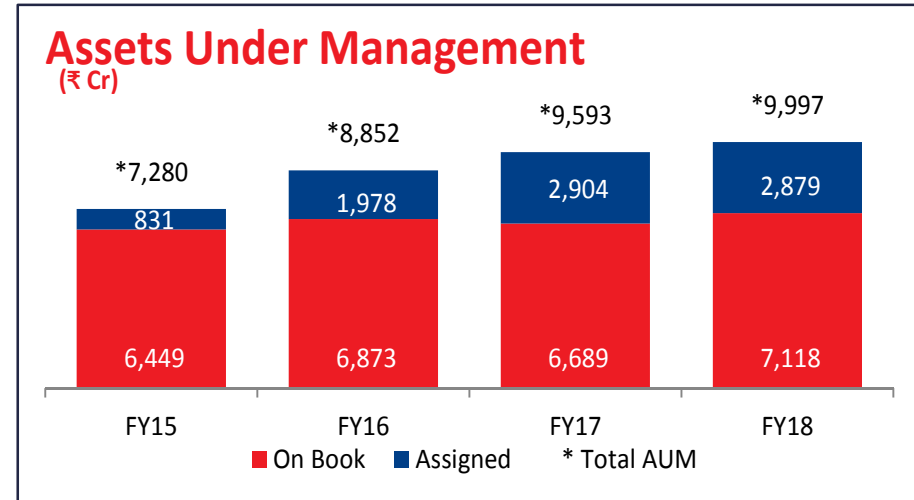
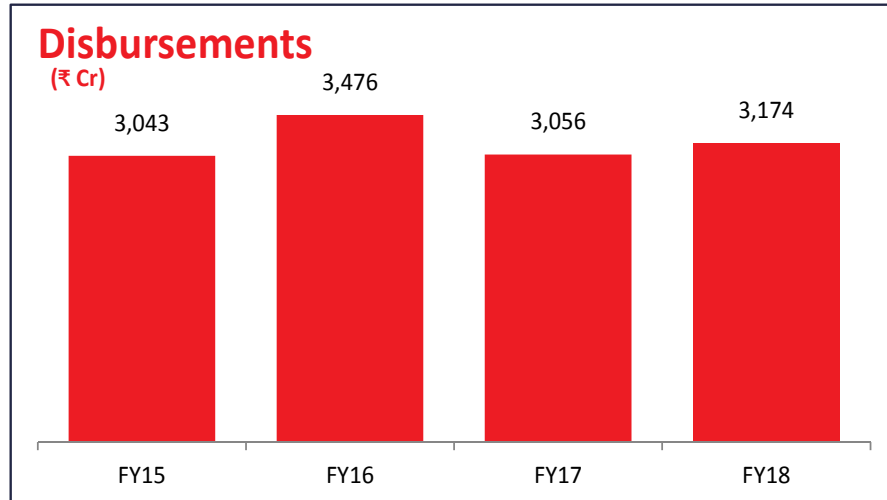
Profit & Loss Account	Mar-18	Mar-17	Growth%
Income	5,426	4,660	16.4%
Finance Costs	(2,308)	(2,231)	3.5%
Operating Expenses & Losses	(1,635)	(1,324)	23.5%
Profit Before Tax	1,483	1,106	34.2%
Taxes	(509)	(387)	31.6%
Profit After Tax	974	719	35.5%

Balance Sheet	Mar-18	Mar-17	Growth%
Business Assets	37,201	28,415	30.9%
Other Assets	2,303	2,180	5.7%
Total	39,505	30,595	29.1%
Networth	5,150	4,285	20.2%
Borrowings	31,902	24,109	32.3%
Other Liabilities	2,452	2,201	11.4%
Total	39,505	30,595	29.1%

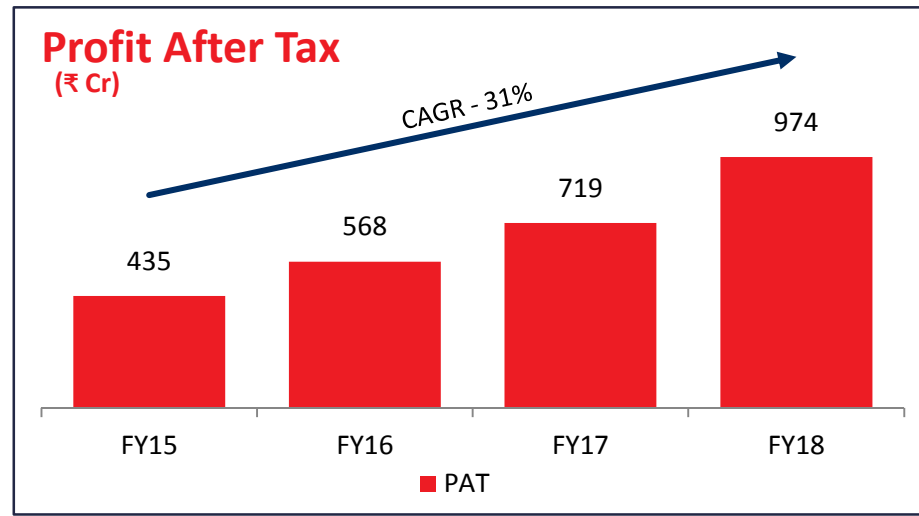
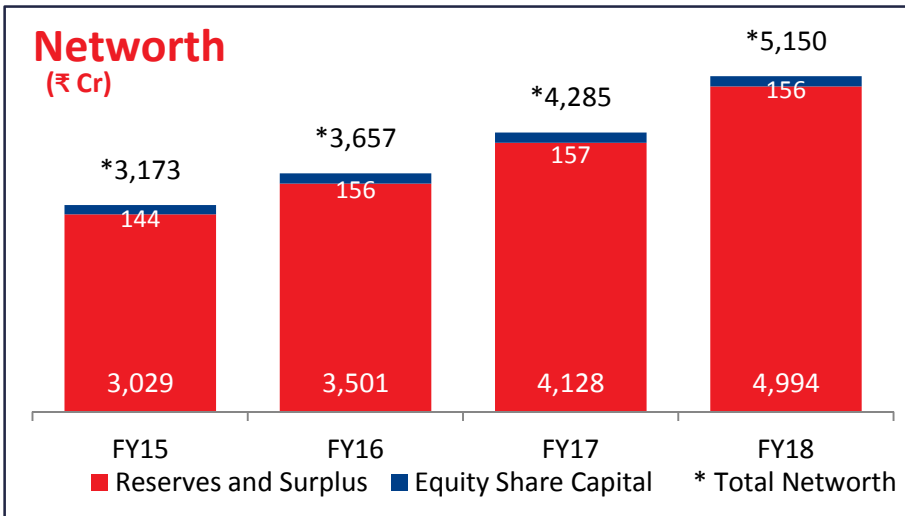
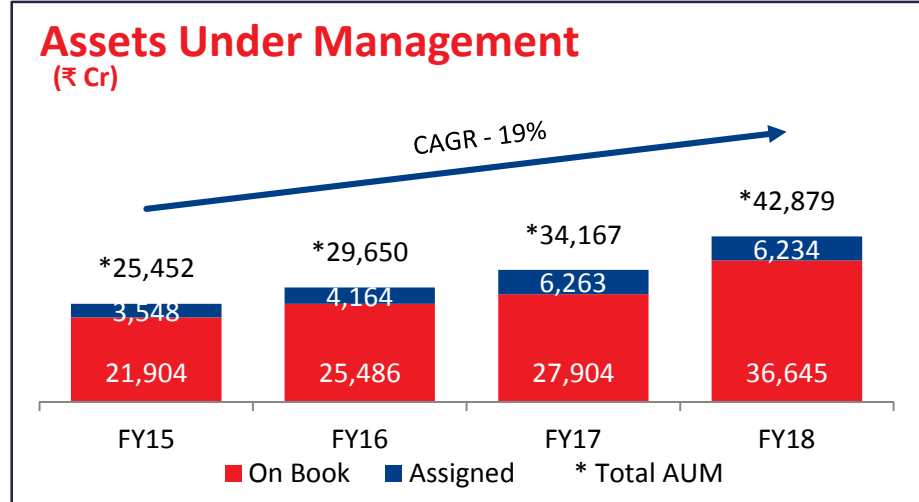
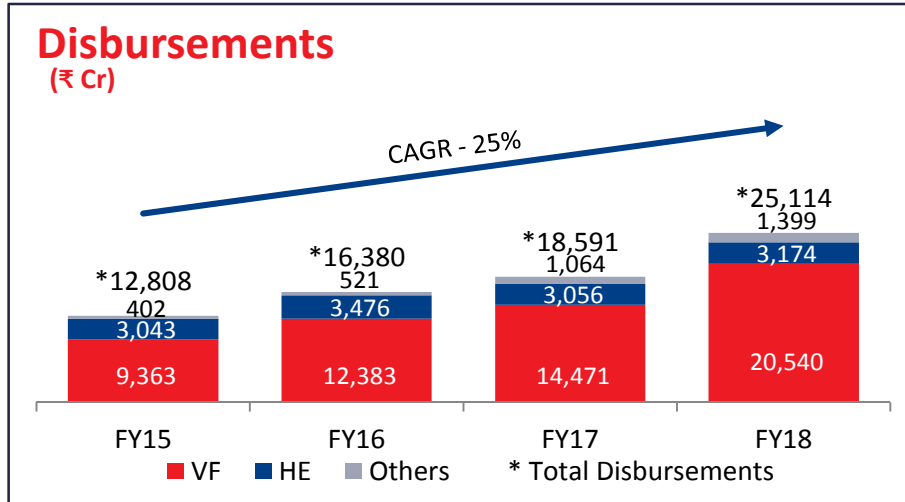
Vehicle Finance - Financial Summary FY 18



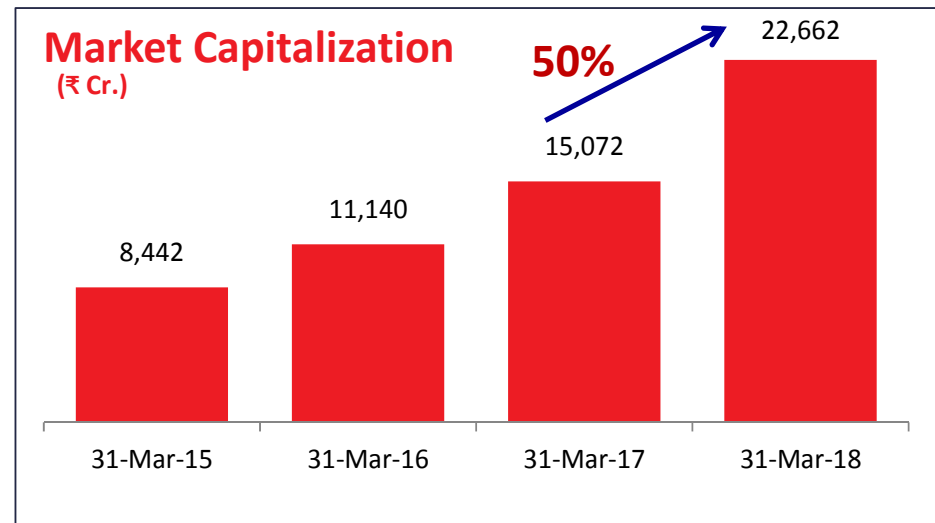
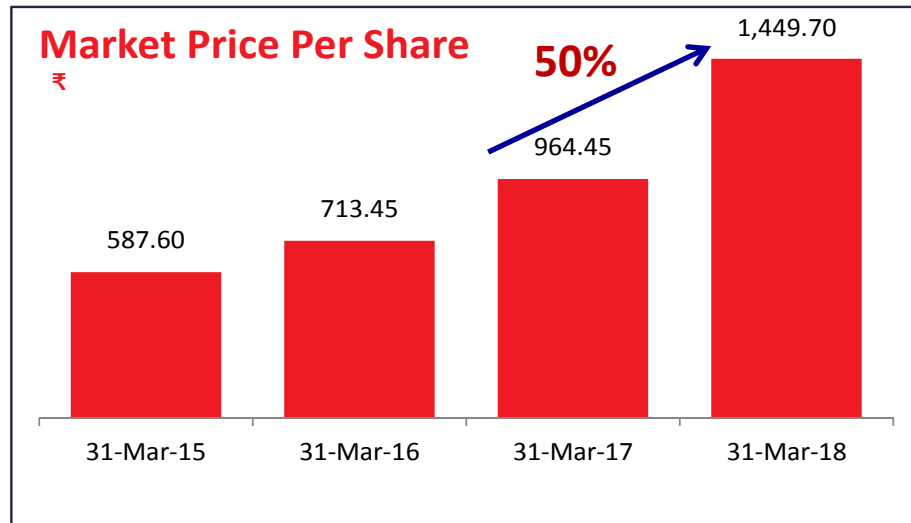
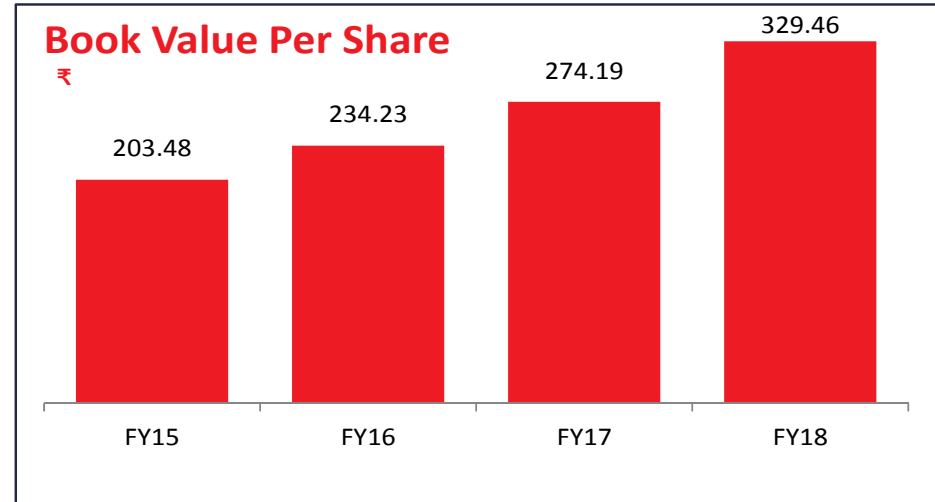
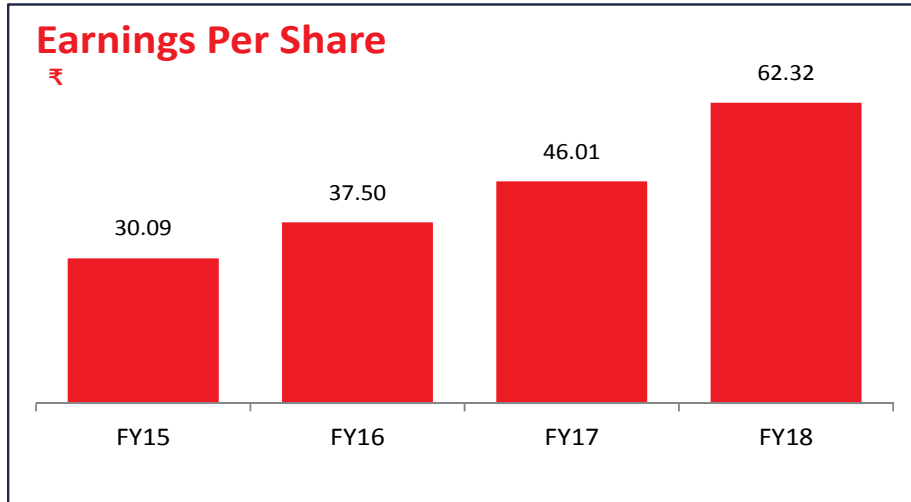
Home Equity - Financial Summary FY 18



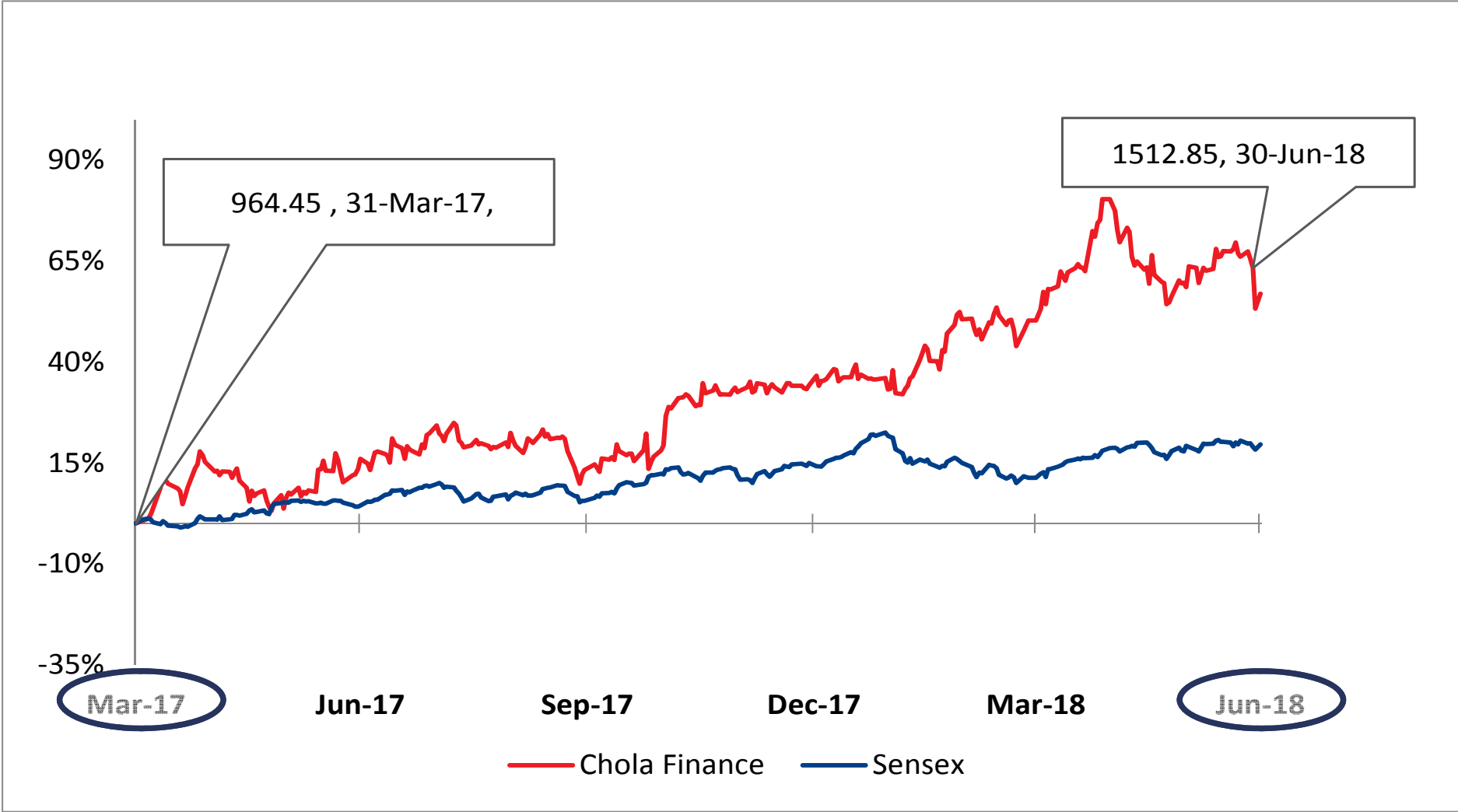
Chola – Financial Summary FY 18



Key Data - Shareholders



Chola Finance – Share Price Movement





Financial Results

Q1 FY19



Q1 Financial Results (IND AS)

Particulars	Q1 FY19	Q1 FY18	Growth
Disbursements in Cr.	7,014.35	4,852.98	44.5%
Profit Before Tax in Cr.	438.78	324.20	35.3%
Profit After Tax in Cr.	285.25	209.69	36.0%
Earnings Per Share in Rs.	73.2	53.8	36.0%
Market Price Per Share in Rs.	1,512.85	1,118.95	35.2%
Market Capitalisation in Cr.	23,647	17,496	35.2%
Return on Equity - %	21.8%	19.1%	13.9%

- Highest ever Disbursements in Q1
- Highest ever Profit Before Tax in Q1

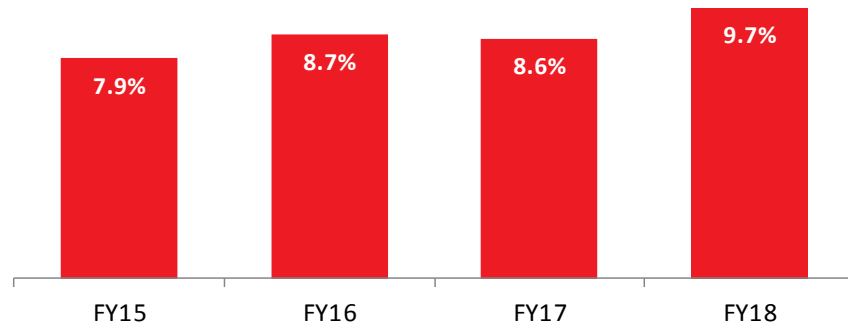
Reconciliation – IGAAP and IND AS

Rs in Cr.

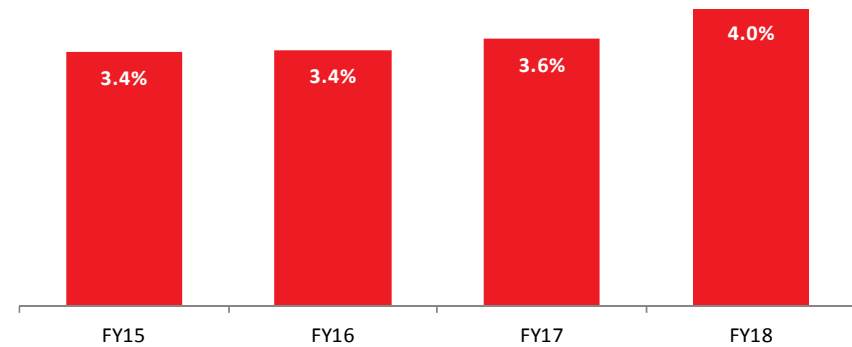
Particulars	Q1	Q1	Full Year
	FY19	FY18	FY18
Profit before tax as per IGAAP	402.47	318.13	1,483.31
<u>Adjustments as per IND AS - (charge) / Benefit</u>			
Adoption of Effective Interest Rate (EIR) for amortisation of income and expenses - financial assets at amortised cost	(18.63)	(1.28)	(17.72)
Adoption of EIR for amortisation of expenses - financial liabilities at amortised cost	(0.11)	(0.00)	(0.28)
Upfront gains on De-recognition of financial assets and subsequent fair value adjustments	36.09	(8.03)	(56.28)
Expected Credit Loss (ECL)	20.12	17.18	28.65
Adoption of Ind AS 115 on revenue from contracts with customers	1.53	-	(28.47)
Fair valuation of stock options as per Ind AS 102	(1.63)	(2.49)	(8.47)
Actuarial loss on employee defined benefit plan recognised in 'Other Comprehensive Income' as per Ind AS 19	(1.06)	0.69	(0.66)
Total Adjustment - (Charge) / benefit	36.31	6.07	(83.22)
Profit before tax as per Ind AS	438.78	324.20	1,400.09
Tax Expenses (including Current and deferred tax)	(153.53)	(114.52)	(483.32)
Profit after tax as per Ind AS	285.25	209.68	916.77

Chola – Financial Summary FY 18

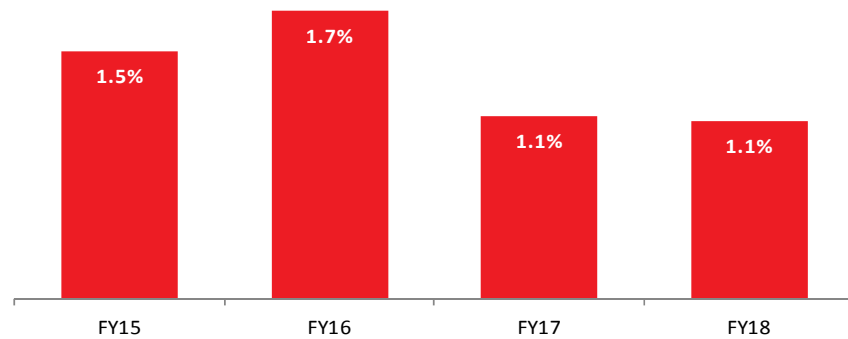
Net Income Margin (A)
(Operating Income - Finance Charges)



Expense Ratio (B)



Losses and Provisions (C)



ROTA (PBT) (D) = (A) - (B) - (C)

