

# Cholamandalam Investment and Finance Company Limited

Corporate Presentation

August 2023



*BETTER*  
**LIVES**  
*BETTER*  
**NATION**

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**I****Brief Snapshot****2****About Cholamandalam Investment and Finance  
Company Limited (CIFCL) – Key Highlights****3****Strategies****4****Annexure**

# Brief Snapshot

About Cholamandalam Investment and Finance Company Limited – Key Highlights

Strategies

Annexure

Sustained growth at scale	Multi-pronged distribution strategy	Maintaining healthy asset quality	Consistently delivering robust shareholder returns
			
<b>INR 1,14,795.62 Cr</b> Business AUM	<b>1,204 / 48,127</b> Branches/ Employees*	<b>3.06%</b> Gross Stage 3	<b>INR 726.01 Cr</b> PAT
<b>INR 20,014.52 Cr</b> Disbursement	<b>29 / 5</b> States / Union Territories	<b>1.67%</b> Net Stage 3	<b>7.33%</b> NIM
<b>23.35%</b> AUM CAGR (FY21-FY23)	<b>10+ Fintech partnerships, D2C App, Gaadibazaar</b> Omni-Channel Presence	<b>45.40%</b> Stage 3 PCR	<b>3.33% &amp; 19.90%</b> RoA-PBT & RoE^

\*Includes both on-roll & off-roll; ^Annualised; Stage 3 is 90 DPD; GNPA – 4.30% & NNPA – 2.82% as per RBI (Q1 FY24); RoA-PBT = PBT/Avg. of opening & closing of total assets; RoE = PAT/Avg. of opening and closing networth; NIM – Net interest income/Avg. of opening and closing total assets; All financials in this document are on standalone basis except consolidated financials in the annexure

## FY 1979 - 2010

## FY 2011 - 2015

## FY 2016 - 2021

## FY 2022- 2024

### Consistently Added Products <sup>(2)</sup>

- Commercial Vehicle Finance
- Equipment Leasing
- Loans Against Property (LAP)

- Tractor Financing
- Home Loan (HL)
- Construction Equipment Loans (CE)
- 2-Wheeler Loan (2W)

- Gaadi Bazaar dealer platform

- Consumer & Small Enterprise Loan (CSEL)
- Secured Business & Personal Loan (SBPL)
- SME<sup>(1)</sup> Loans (SME)

### Scaling up in Size AUM

As on March 31, 2010  
Rs. 6,850.65 Cr

As on March 31, 2015  
Rs. 25,452.50 Cr

As on March 31, 2021  
Rs. 69,996.38 Cr

As on June 30, 2023  
Rs. 1,14,795.62 Cr

### Strengthening Distribution - No. of branches

As on March 31, 2010  
171

As on March 31, 2015  
534

As on March 31, 2021  
1,137

As on June 30, 2023  
1,204

### Augmenting Funding Base

- FY1995 - IPO
- FY08- Rights Issue of Approx. Rs 200 Cr
- FY09- Warrant of Approx. Rs. 135 Cr & Pref of Rs 300 Cr
- Total Borrowings\* (As on March 31, 2010) – Rs. 5,414.90 Cr

- FY11–Pref – Approx. Rs 250 Cr
- FY12 –Pref– Rs 212 Cr
- FY13- QIP – Approx. Rs 300 Cr
- Total Borrowings\* (As on March 31, 2015) – Rs. 19,475.24 Cr

- FY20- QIP – Rs 900 Cr
- FY20 – Pref – Rs 300 Cr
- Total Borrowings<sup>^</sup> (As on March 31, 2021) – Rs. 63,729.99 Cr

- Total Borrowings<sup>^</sup> (As on June 30, 2023) – Rs.1,08,140.09 Cr

<sup>^</sup>Total Borrowings = Debt securities + Borrowings (other than debt securities) + sub-ordinate liabilities; \*Total Borrowings = Long-term borrowings + short-term borrowings + current maturities of long-term borrowings; (1) Small and Medium Enterprises; (2) Products highlighted were launched by CIFCL during each of the periods mentioned above

Brief Snapshot

# About Cholamandalam Investment and Finance Company Limited – Key Highlights

Strategies

Annexure



***Pan-India Geographical Presence***

***Granular Retail Franchise with Well Diversified Portfolio mix***

***Track Record of Consistent Financial Performance***

***Robust underwriting & Strong Asset Quality***



***Strong Management Team Backed by an Experienced Board***

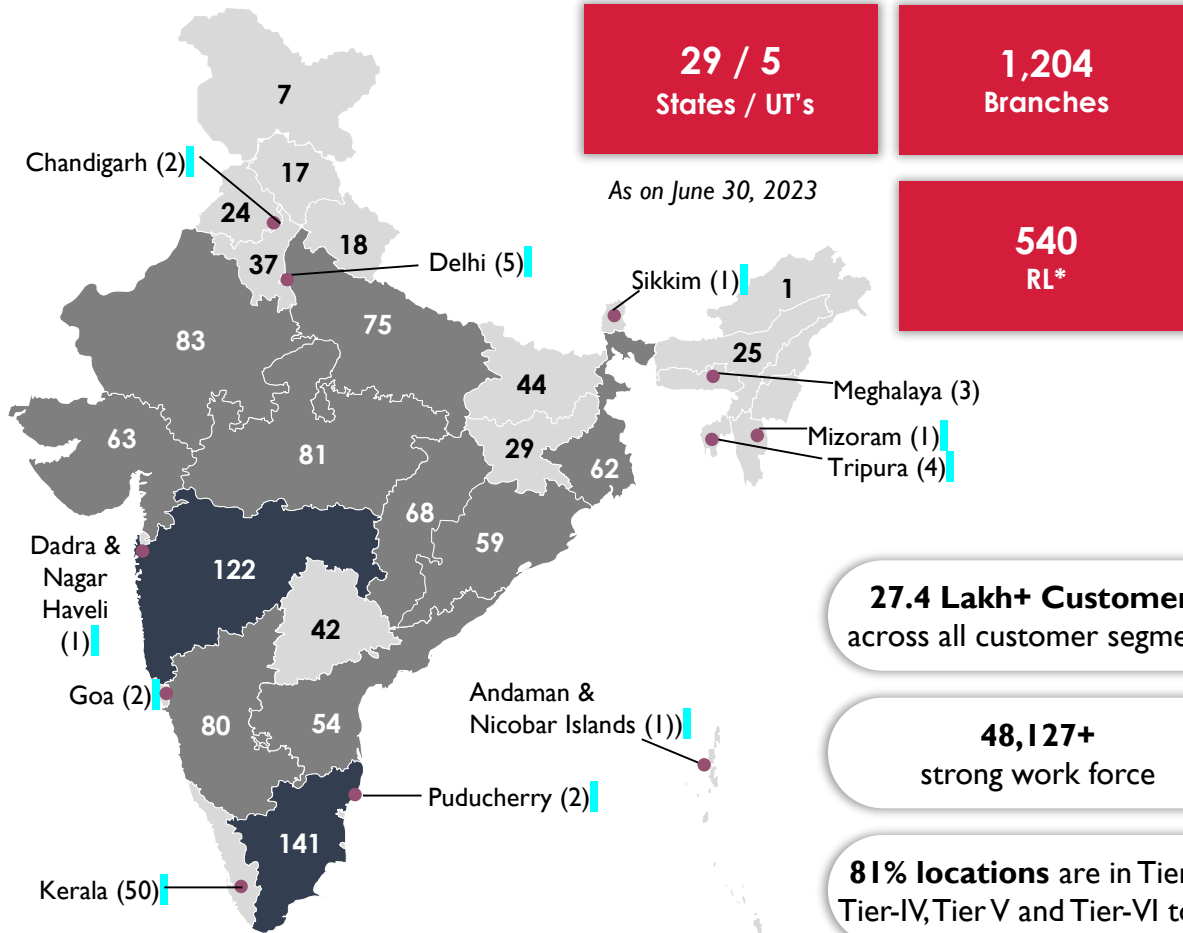
***Environmental, Social & Governance as a Core Principle***

***Clear Technology Focus driving Efficiencies***

***Strong Liability Franchise***

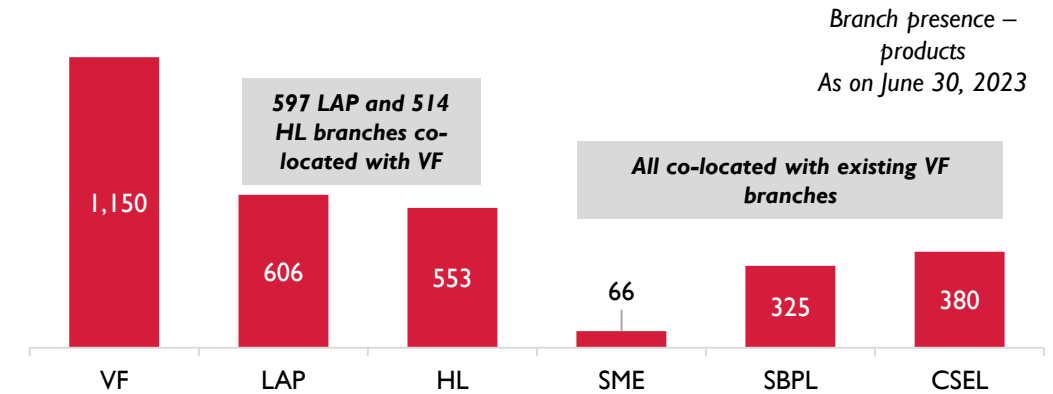


## Well distributed Pan-India Branch presence

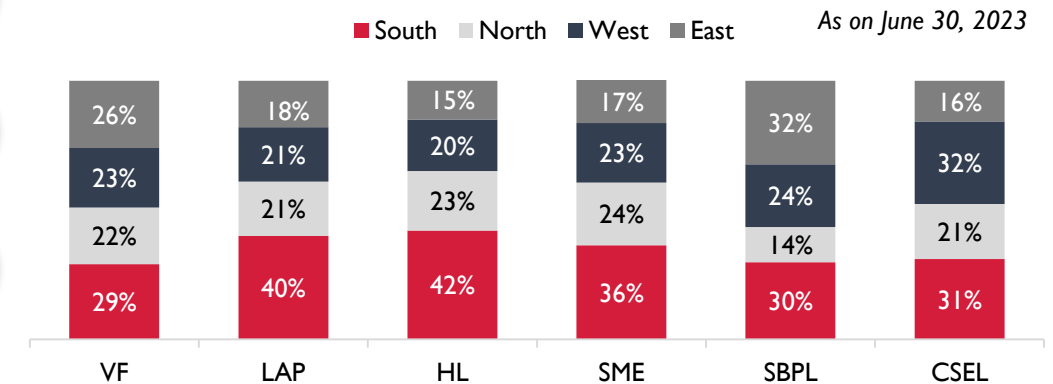


## Strong Distribution Strength across Products

Leveraging Existing Pan India Presence – expanding product suite across existing branches

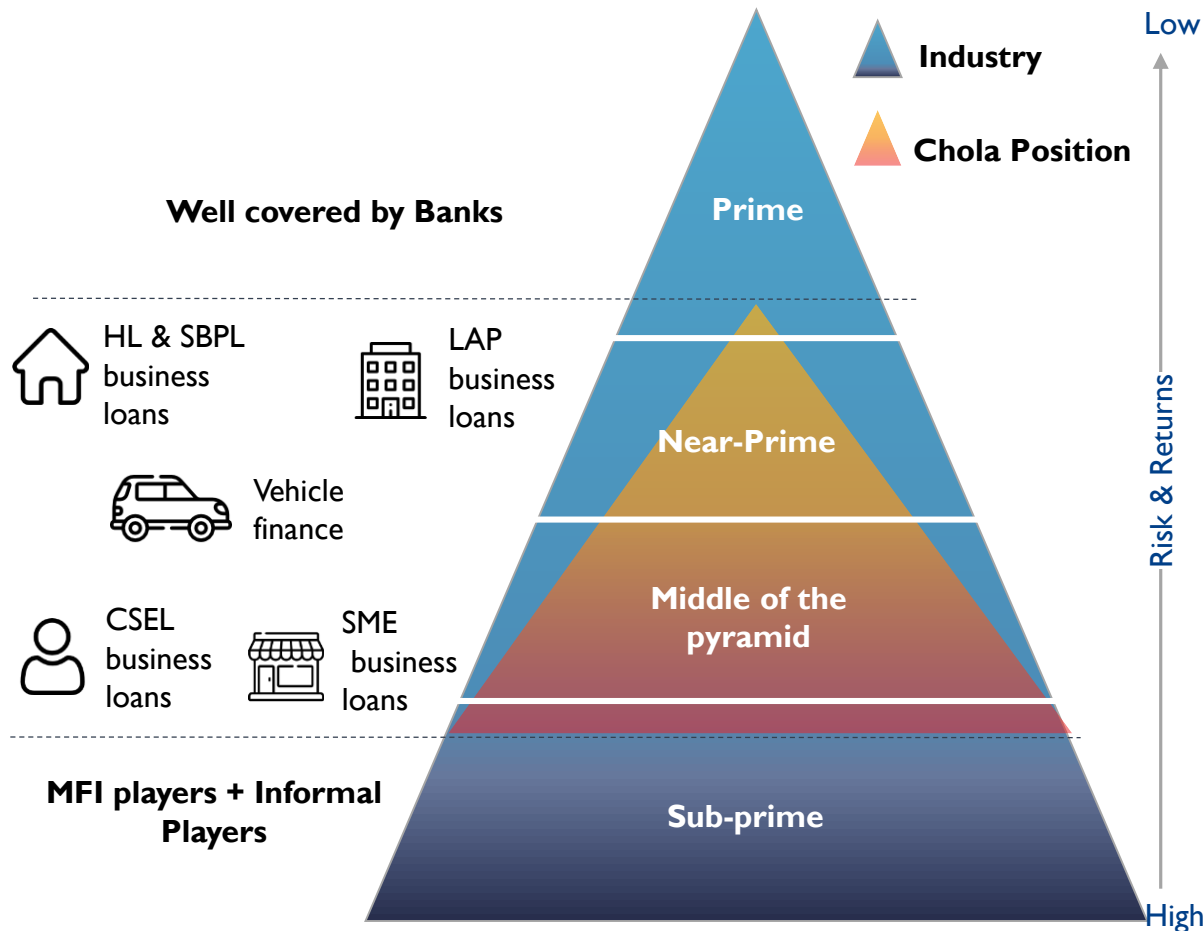


## Diversified Geographic Presence across Products

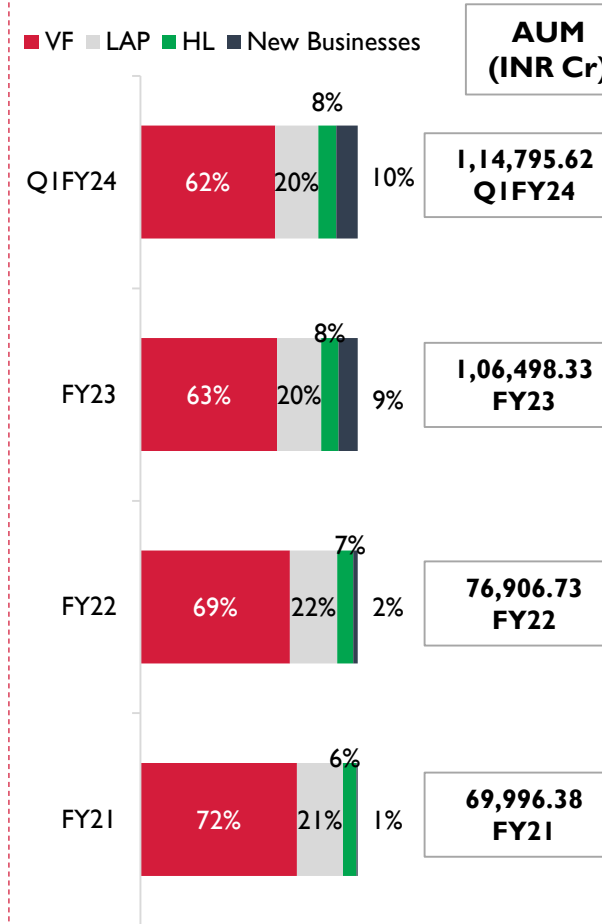


# Granular Retail Franchise with well Diversified Portfolio mix

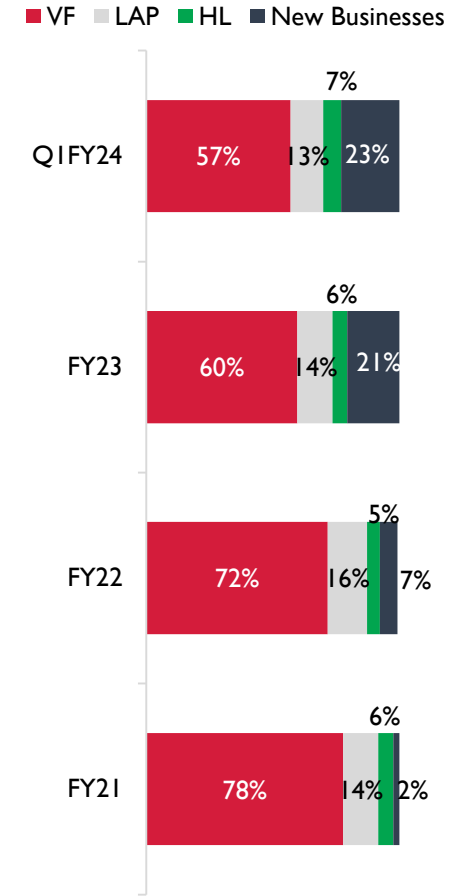
## Clear focus on Middle India – Comprehensive product proposition



## Progressively diversifying product mix (% of AUM)



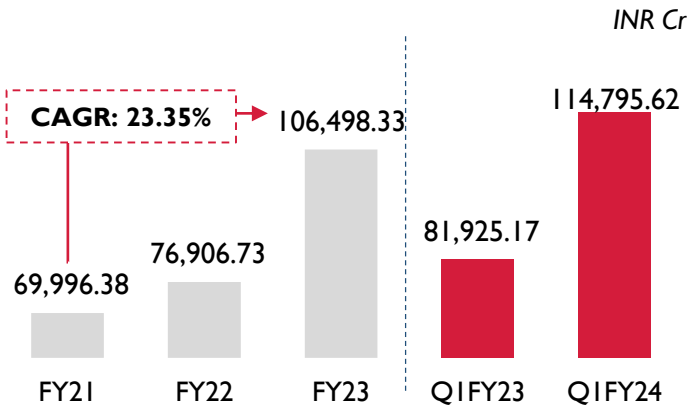
## Disbursement Mix



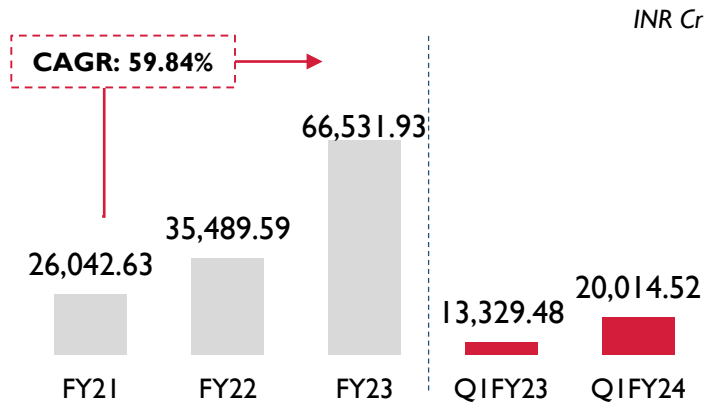
New Businesses includes Consumer & Small Enterprise Loan (CSEL); Secured Business & Personal Loan (SBPL) and SME Loan (SME) Business

Note: Percentages rounded to whole numbers for ease of reference, may not add up to 100% due to rounding

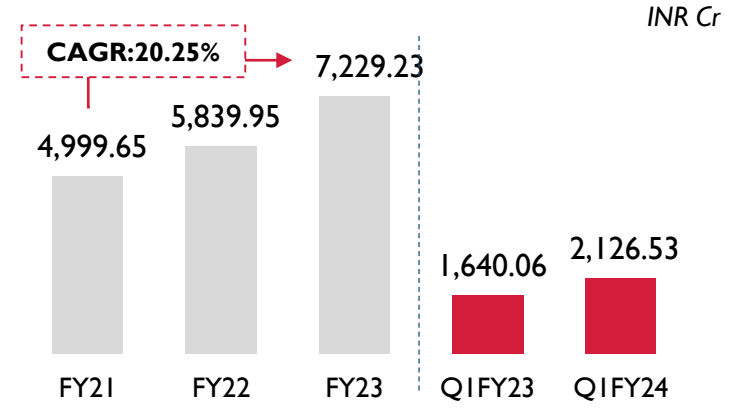
## Assets Under Management



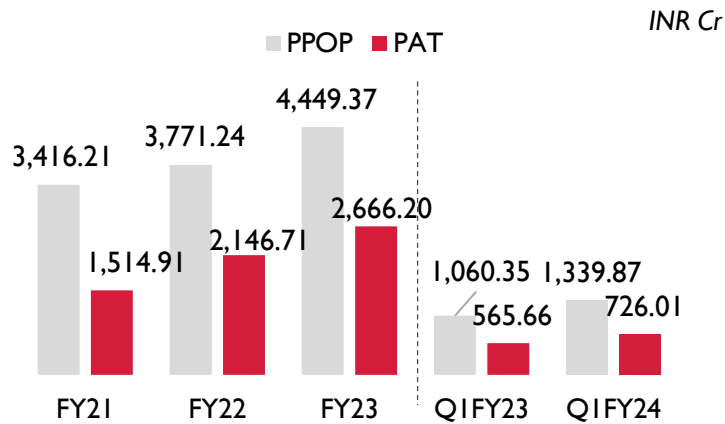
## Disbursement



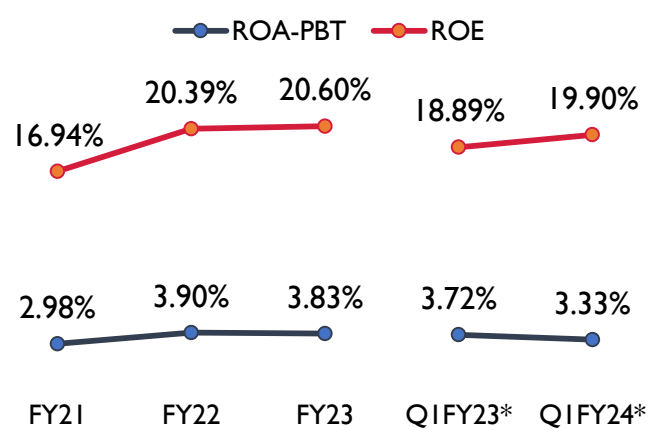
## Net Income



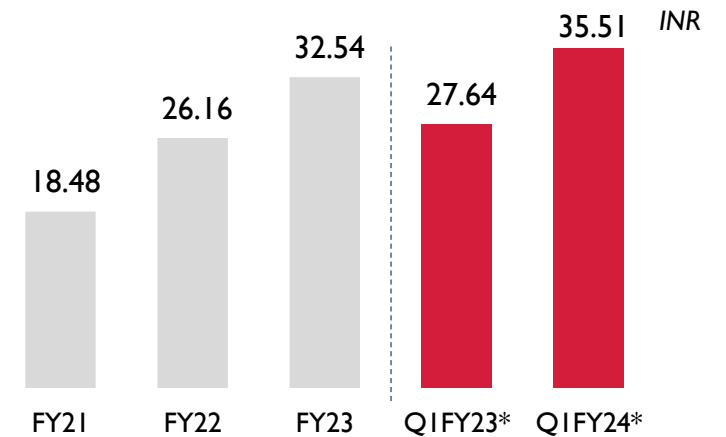
## Profitability Metrics



## Return Metrics






## Earnings per Share

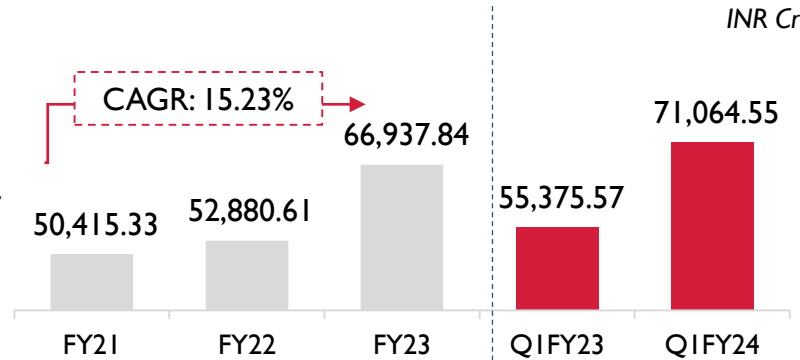


# Vehicle Finance - Delivering growth amidst competitive intensity

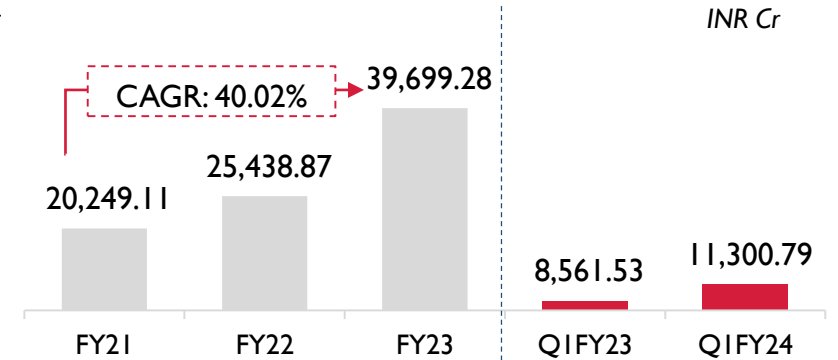
## Focus Areas

-  Focus continues to be on retail customers especially in smaller towns and rural areas
-  Caters to SRTOs, Medium Operators (middle of the pyramid), FTU through new CVs, used CVs
-  Within PV segment, focus on Agri, Asset & Commercial

## AUM Growth

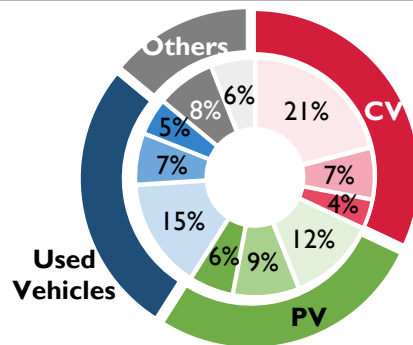


## Disbursement Growth



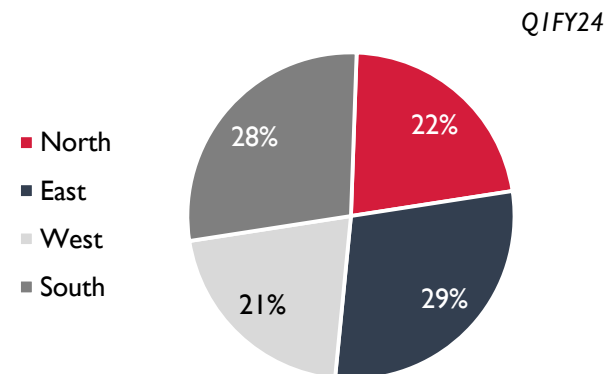
## Product & geographic diversification at play

### Segmental AUM split

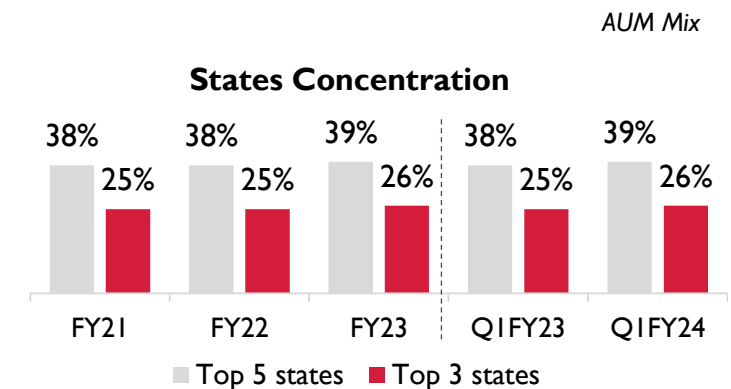


No single segment contributes more than ~25%

### Regionally diversified portfolio (AUM mix)



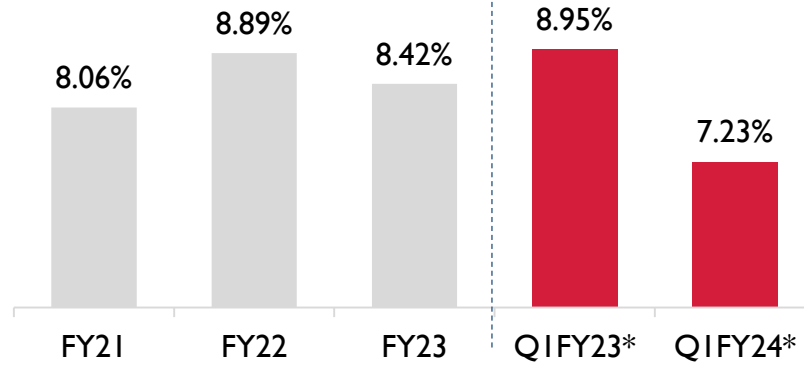
### Top state concentration is less than 12%



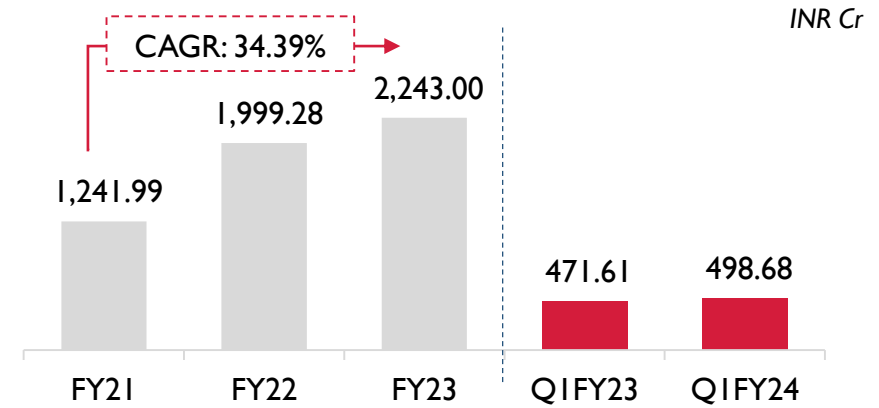
- LCV
- Car
- Used CV
- Tractor
- HCV
- MUV
- Used PV
- CE
- Mini LCV & 3W
- 2 Wheeler
- Used Tractor, CE & Others

Note: Percentages rounded to whole numbers for ease of reference; SRTO – Small Road Transport Operators, FTU – First Time Users

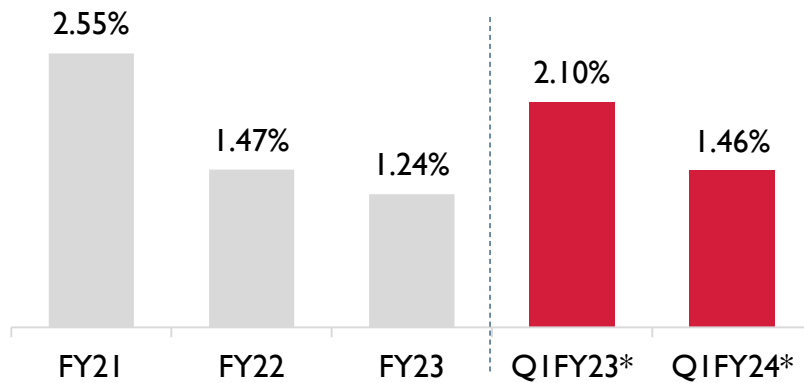
## Net Interest Margin



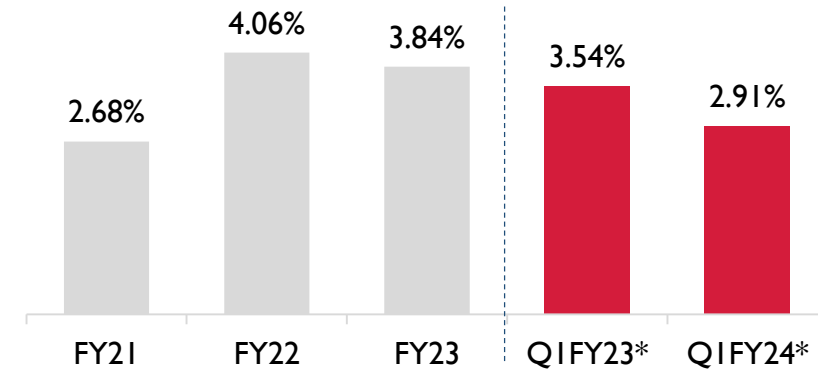
## Profit Before Tax



## Losses & Provisions



## RoA – PBT



# LAP - Phygital model focused on capitalizing existing network

## Focus Areas

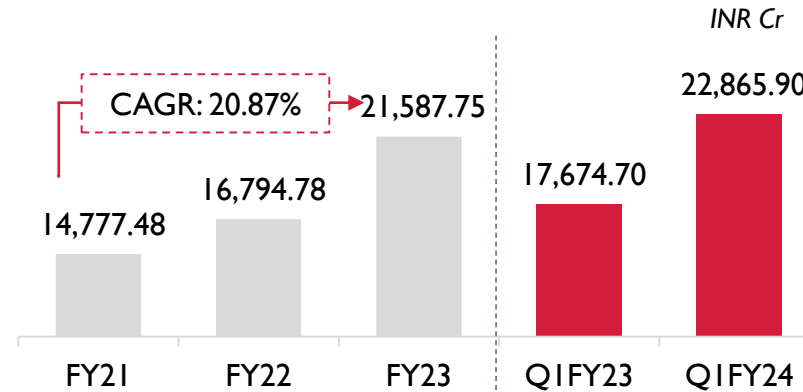


Over 80% of the book is financed against Self-Occupied residential property as collateral

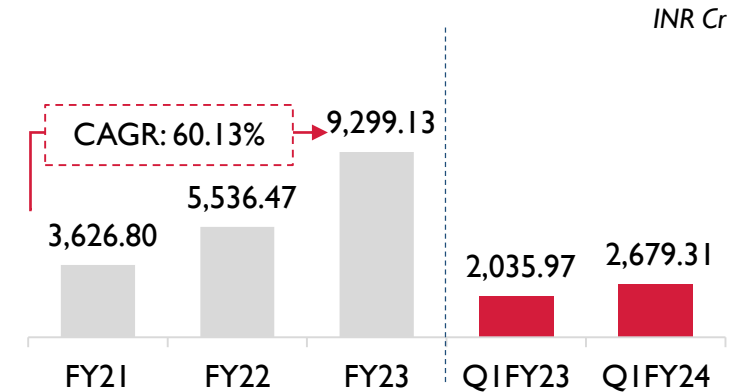


Operates from 606 locations<sup>(1)</sup> (incl. co-located branches). Added 363 locations since FY21<sup>(1)</sup>

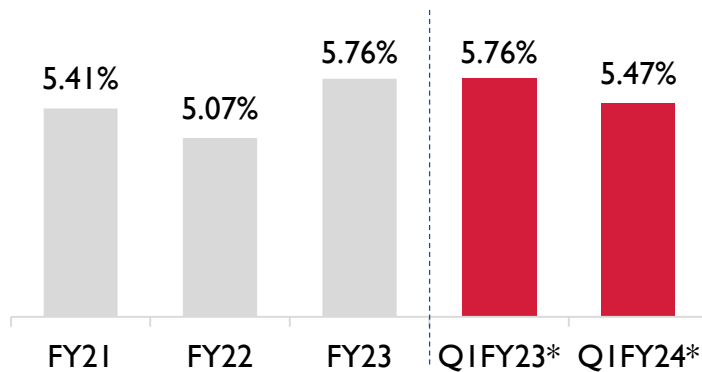
## AUM Growth



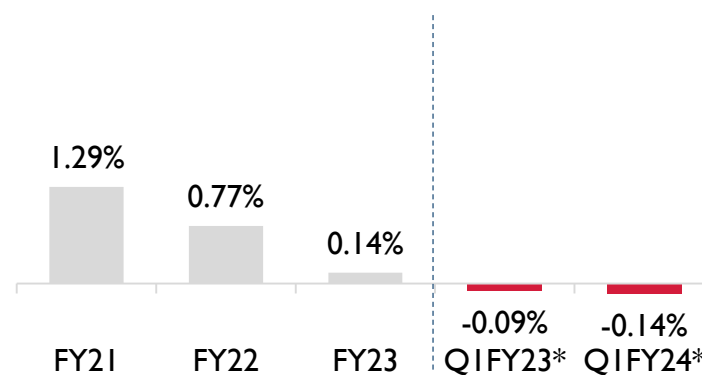
## Disbursement Growth



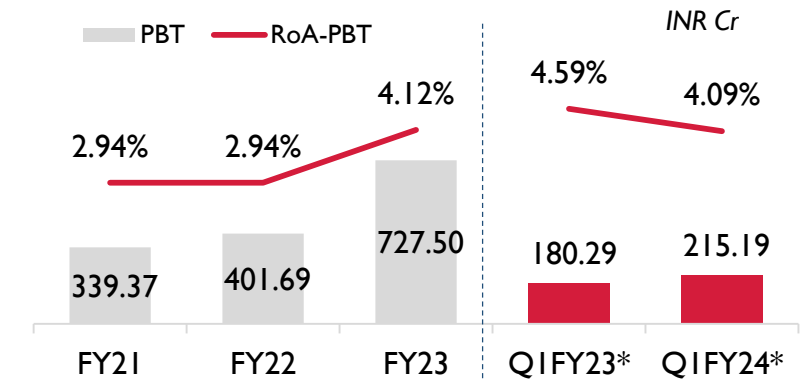
## Net Interest Margin



## Losses & Provisions



## PBT & RoA – PBT



# Home Loans: Focus on higher yielding segment of affordable housing

## Focus Areas

## AUM Growth

## Disbursement Growth

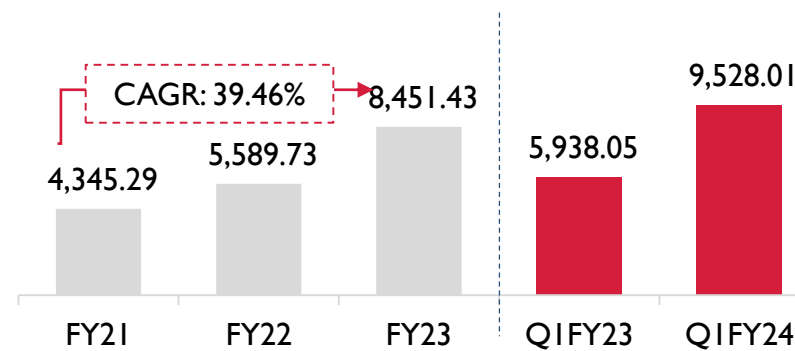


Operates from 553 locations<sup>(1)</sup> (incl. co-located branches). Added 385 locations since FY21<sup>(1)</sup>

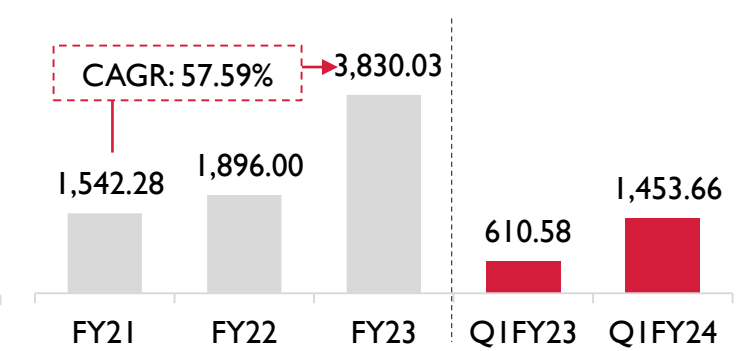


Focused on providing Home Loans under affordable segment

INR Cr



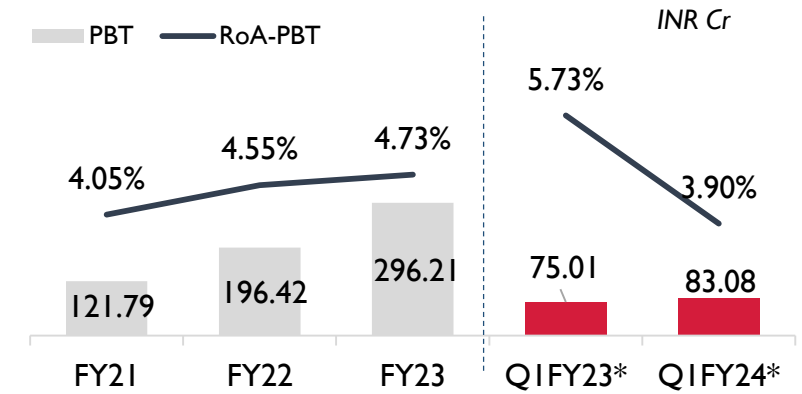
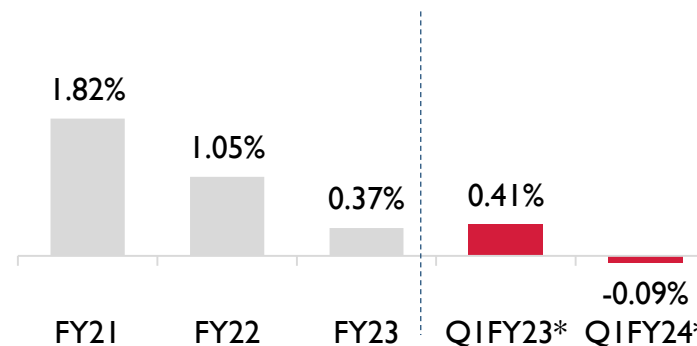
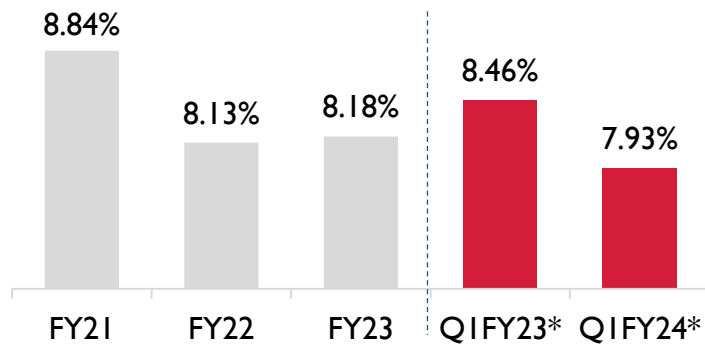
INR Cr



## Net Interest Margin

## Losses & Provisions

## PBT & RoA – PBT






Note: All financials are from On-book; NIM – Net interest income/Avg. of opening and closing total assets; Losses & Provision – Provision & Impairment on Loans/Avg. of opening and closing total assets; RoA – PBT = PBT/Avg of open & closing total assets <sup>(1)</sup> As on June 30, 2023 \*annualized by multiplying with - #days in the year/ #days in the quarter(366/91)






# New Businesses: Focus on addressing MSME & Consumer Finance needs of Middle India



## Small & Medium Enterprise Loans

-  Offers SME loans for working capital & capex requirements
-  Operates through 66 locations (co-located)\*
-  Offers equipment finance, term loans and invoice discounting

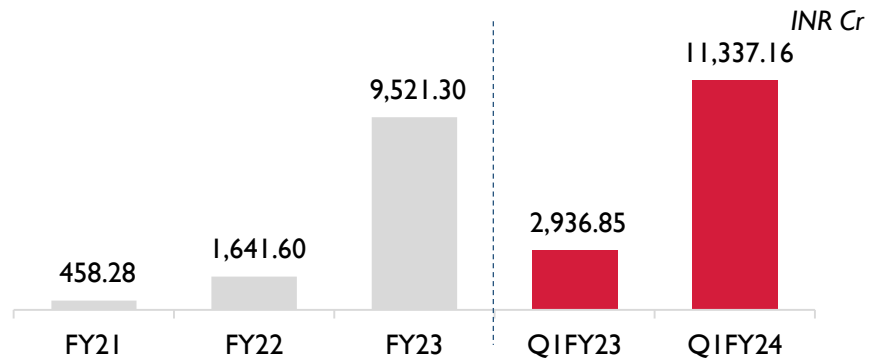
## Consumer and Small Enterprise Loans

-  Offers unsecured loans to self-employed and professionals
-  Operates through 380 locations (co-located)\*
-  Personal loans, professional loans & business loans

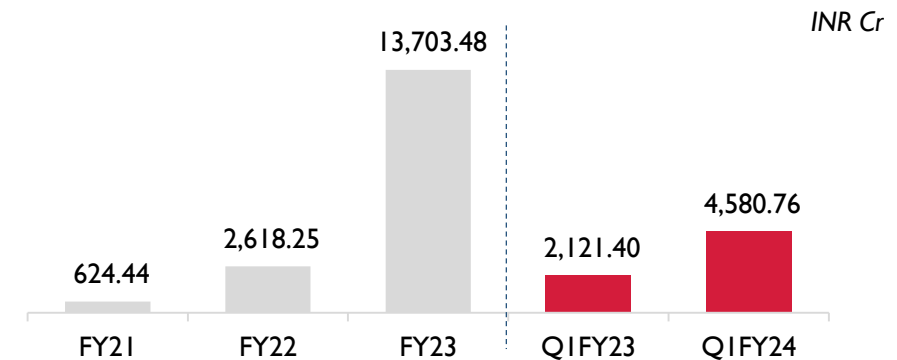
## Secured Business and Personal Loan

-  Present in 325 locations (co-located) spread across 10 states\*
-  Self-occupied residential property or commercial-cum-residential property as collateral

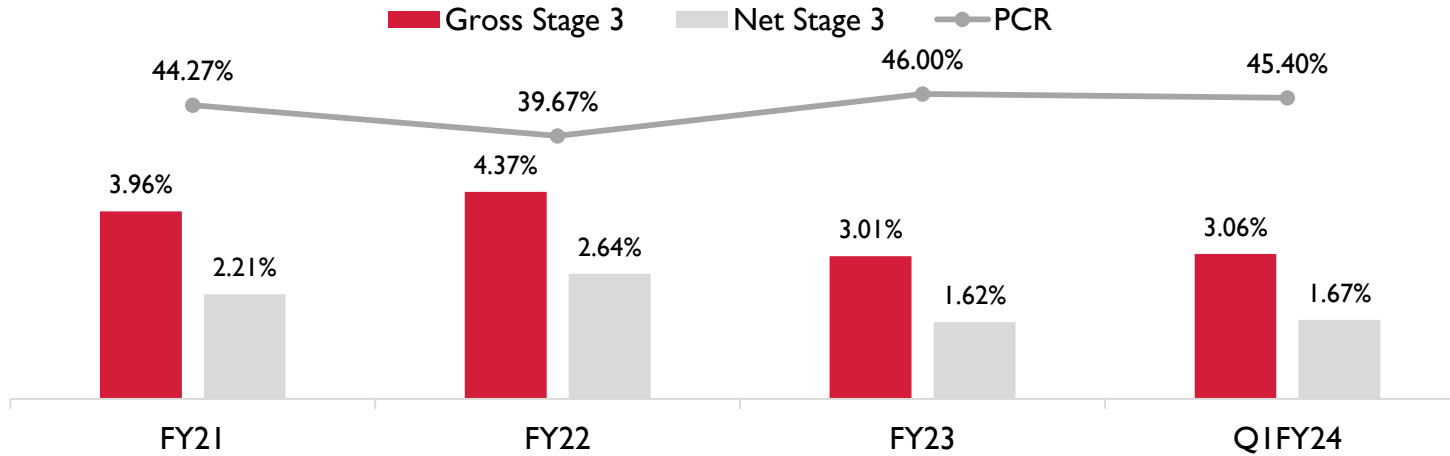
## AUM Growth



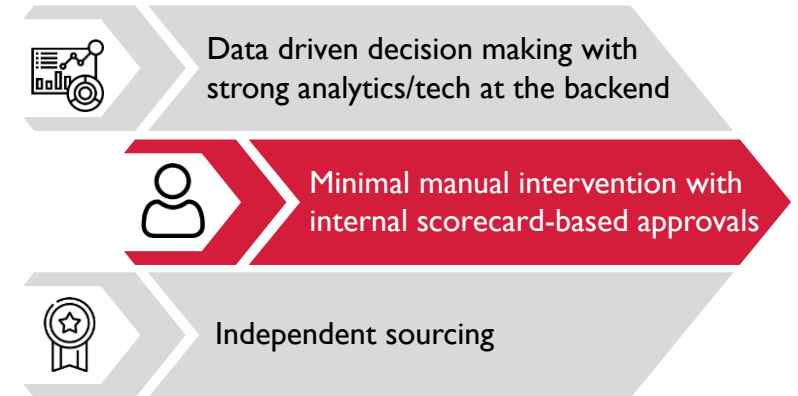
## Disbursement Growth



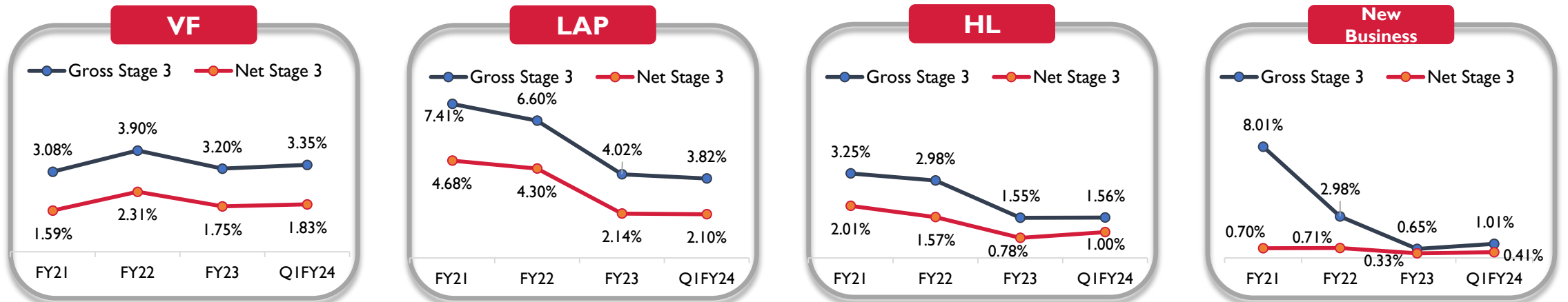
## Robust Asset Quality



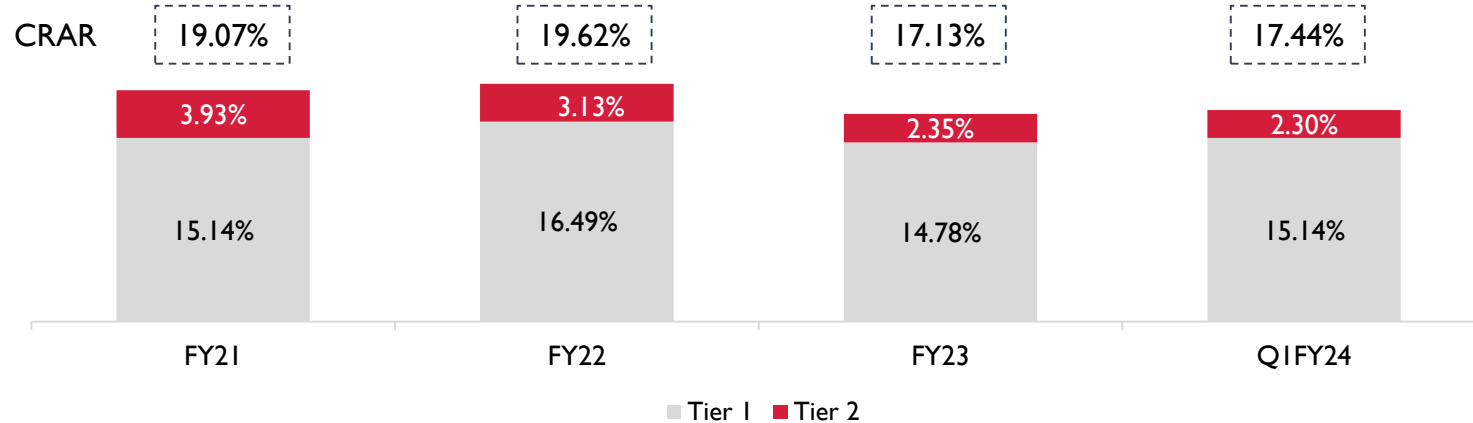
## Data – led underwriting practices



## Product Wise Asset Quality



## Capital Adequacy



## Credit Rating (As of June 30, 2023)

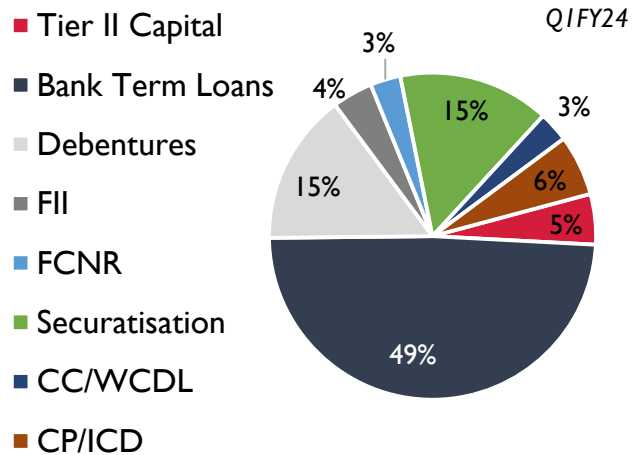
**ICRA Limited**

**India Ratings  
& Research**

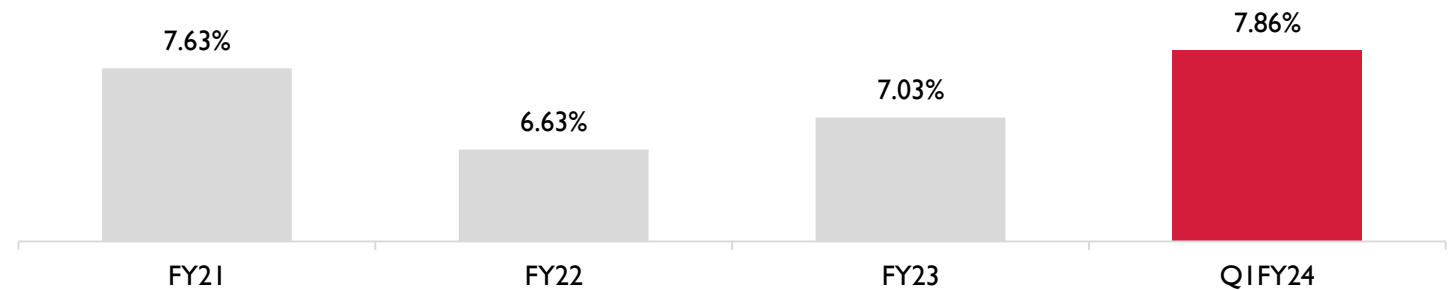
**CARE Edge  
Rating**

AA+/Stable

## Borrowing Mix – Instrument type\*



## Cost of Funds as % of Avg. Borrowings



## Diverse Loan Management Systems

Multiple Loan Management Systems



Customized LMS Systems for each business line has resulted in greater flexibility & adaptability and thus increasing efficiency

CIFCL works with multiple tech vendors to meet its diverse and customized requirements

## Digital Platform for Vehicle Ecosystem

Gaadi Bazaar



Gaadi Bazaar has facilitated transparent Repo auctioning and sale process and digital collections

## Digital Lending Partnerships

10+ fintech partnerships



Partnerships have delivered 1/3<sup>rd</sup> of CSEL business in FY23

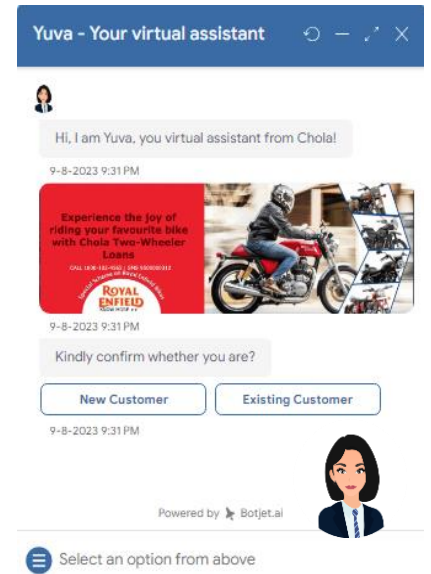
## User friendly apps with chatbot assistant

Chola One app



Through API integrations with business applications, the platform has optimized customer experience

Yuva chatbot



# Driving Efficiency & Performance through Technology Focussed Approach

## DEPLOYING KEY SYSTEMS

CIFCL has deployed key tech systems such as LMS, CMS & DMS across its businesses



## DATA DRIVEN UNDERWRITING

CIFCL uses digital platforms and data analytics for underwriting customers which enabled underwriting financial segments, geographies, and various loan products effectively



## LEVERAGED RPA

Increased robotic process automation (RPA) for processes spanning banking, payments, & payouts in the Finance & Operations functions, automating repetitive manual tasks and minimizing manual intervention



## BIG DATA REPOSITORY

CIFCL is in the process of developing a big data repository which will improve decision making, customer engagement and offering of new products and providing seamless data services to customers



## PREDICTIVE MODELLING

Reliance on artificial intelligence and analytical platforms to build predictive models across credit, sales, collections and risk functions



## CHOLA COMPOSITE RISK INDEX

In house developed risk monitoring tool 'Chola Composite Risk Index' to measures the movement of critical risks which helps maintain low NPAs



## AUTOMATED DASHBOARDS

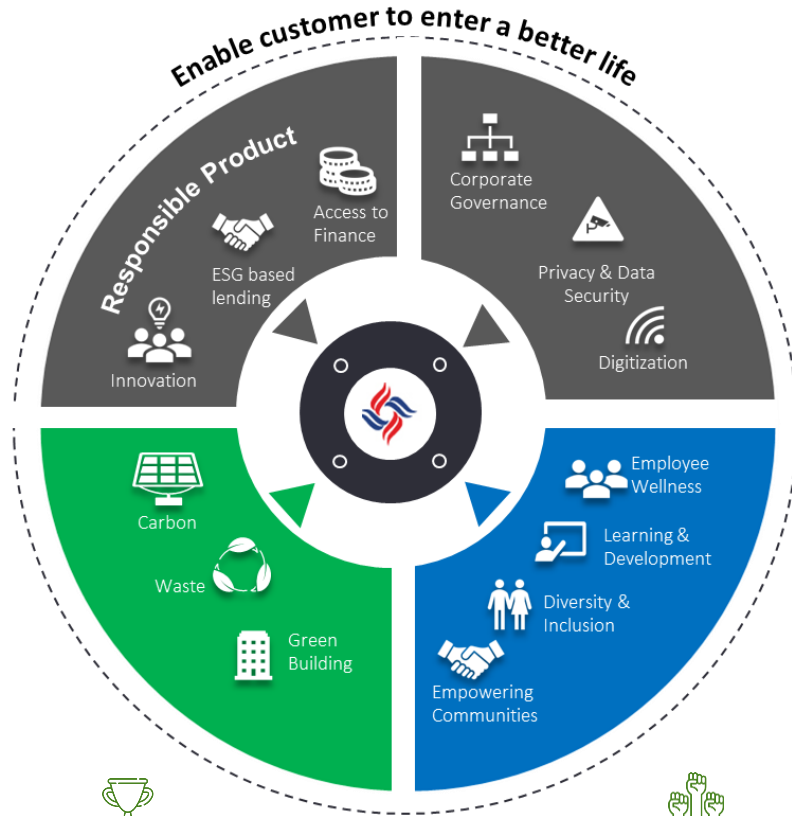
Deployed automated dashboards, which help review portfolios and support decision making thereby minimizing manual intervention



## CONTINUED INITIATIVES ON CYBERSECURITY

CIFCL prioritises secure software development practices, enhance technology infrastructure and regularly engages with cyber security experts





**Responsiveness - HUDCO award** as 'Best Performance Primary Lending Institution' under PMAY.

**Human Rights - Workplace safety and healthy environment with nil adverse report.**

**Ethical Business - 80 Training Programmes** for employees across grades covering **fair practices and Ethical behavior practices**

Targets	Achievements
EV loan disbursements increase by 5% Y-o-Y from 2023-25	EV loan disbursements were INR 114.22 crore in FY23 as against INR 13.03 crore in FY22
Information Security Management System (ISMS) – ISO 27001 certification by FY25	This is underway and in progress for completion ahead of the timeline.

Rating agency	Category	Rating
CRISIL	ESG Rating – 2022	Strong category <sup>1</sup>
FTSE Russell	FTSE4Good Index	Certificate of membership

## Financial Inclusion



**226 branches** operate in under banked districts



New to credit constituted 50+% of total VF disbursements & over 30% of total SBPL disbursements in FY 23



## CSR



In FY23, Rs. 43.6 Cr was spent on 34 projects benefitting more than 10.79 Lakh beneficiaries while in FY22, Rs. 36.4 Cr was spent on 57 projects benefitting more than 3.50 Lakh beneficiaries along with improving financial literacy among borrowing community





**Mr. Vellayan Subbiah**

*Chairman & Non-Executive Director*

- Has over 25 years of experience in the varied fields of consulting, technology, projects, financial services and engineering in different positions across different industries
- Was the Managing Director of Tube Investments of India Limited (TII) from August, 2017 to March, 2022. Currently, Executive Vice Chairman of TII effective 1 April, 2022.
- Chairman of CG Power and Industrial Solutions Limited and a Director on the Boards of various other companies including SRF Limited and Cholamandalam Financial Holdings Limited.



**Mr. Ravindra Kumar Kundu**

*Executive Director*

- 35+ years of exp. across Auto and Finance sectors
- Chairman of Payswiff Technologies
- On Boards of Cholamandalam Securities Limited and Cholamandalam Home Finance Limited



**Mr. M. A. M. Arunachalam**

*Non-Executive Director – Non-Independent Director*

- Executive Chairman of Tube Investments of India
- Serves on the Boards of CG Power and Industrial Solutions Limited, Great Cycles and Creative Cycles
- Chairman of Shanthi Gears Limited, Parry Enterprises India Limited, Cholamandalam Home Finance Limited



**Mr. N. Ramesh Rajan**

*Non-Executive - Independent Director*

- 40+ years of exp. in audit and finance
- Chairman of Indo National Limited and in Boards of TTK Healthcare, Rane limited, Rane Engine Valve Limited and Kinenco Limited



**Mr. Anand Kumar**

*Non- Executive - Independent Director*

- 30+ years of exp. In investments, M&A and Leveraged Finance
- Ex: Standard Chartered, Morgan Stanley
- Co-founder and Partner of Gateway Partners, an investment firm focused on growth capital and strategic opportunities across global markets



**Mr. Rohan Verma**

*Non-Executive - Independent Director*

- 10+ years of experience in the technology sector
- CEO & Executive Director of MapmyIndia, Founder of Infidreams
- Serves on the board of Kogo Tech Labs Private Limited



**Ms. Bhama Krishnamurthy**

*Non- Executive - Independent Director*

- 35+ years of exp. in finance
- Serves on the boards of Five Star Business Finance Limited, Muthoot Microfin Limited, Network18 Media & Investments Ltd.



Brief Snapshot

About Cholamandalam Investment and Finance Company Limited – Key Highlights

# Strategies

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Annexure

## Auto Ecosystem

E2E ecosystem covering OEMs, dealers, brokers, customers and mechanics focusing on services across vehicle lifecycle

### Financial Services

- Lending: Vehicle Finance ✓
- Protection (LI, Motor Insurance, HI) ✓
- Vehicle Leasing ✗
- Payment solutions ✗
- Investment & WM (Broking, MF) ✗

### Value Added Services

- Used Vehicle Selling Platform ✓
- Repossessed Vehicle Selling Platform ✓

## SME Ecosystem

One-stop shop for SMEs for all their needs: Financial services (e.g. loans, insurance, Payment solutions)

### Financial Services

- Lending Products
  - Loan Against Property ✓
  - SME loans ✓
  - Unsecured Business Loan ✓
  - Secured Business Loan ✓
  - Loan Against Share ✓
  - Lease Rental Discounting ✓
- Equipment Leasing ✓
- Protection (Property, Inventory, Employees' Life & Health Insurance) ✓
- Payment solutions ✗

### Value Added Services

- Vendor management for manufacturing SMEs ✗

## Consumer Ecosystem

Financial services marketplace for consumers across lending, protection, payments, banking and investments

### Financial Services

- Lending Products
  - Home loan ✓
  - Unsecured Personal Loan ✓
  - Secured Personal Loan ✓
  - Personal Loans through Fintech Partnerships ✓
  - Consumer Durable Loan ✓
  - Gold Loan ✗
- Protection (LI, HI, Travel) ✓
- Investment & WM (Broking, MF, Bonds) ✓
- Payment solutions ✗

### Value Added Services

- Free credit report ✗
- Tax planning for salaried ✗

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Brief Snapshot

About Cholamandalam Investment and Finance Company Limited – Key Highlights

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# Consolidated & Standalone Profit & Loss Statement

Profit & Loss statement (INR Cr)	Consolidated				Standalone			
	FY21	FY22	FY23	Q1FY24	FY21	FY22	FY23	Q1FY24
Interest Income	9,224.77	9,567.35	12,082.58	3,850.84	9,224.16	9,566.81	12,082.18	3,849.17
Fee Income	269.39	472.54	650.70	191.88	206.85	383.74	524.37	141.81
Net gain on fair value change on financial instruments	4.87	16.11	69.73	29.15	4.63	12.99	69.40	29.15
Sale of Services	80.37	84.75	81.09	10.19	80.37	84.75	81.09	10.19
<b>Total Revenue from Operations</b>	<b>9,579.40</b>	<b>10,140.75</b>	<b>12,884.10</b>	<b>4,082.06</b>	<b>9,516.01</b>	<b>10,048.29</b>	<b>12,757.04</b>	<b>4,030.32</b>
Other income	60.32	91.06	221.49	88.73	59.55	90.48	220.94	103.30
<b>Total Income</b>	<b>9,639.72</b>	<b>10,231.81</b>	<b>13,105.59</b>	<b>4,170.79</b>	<b>9,575.56</b>	<b>10,138.77</b>	<b>12,977.98</b>	<b>4,133.62</b>
Finance costs	4,575.54	4,297.66	5,748.03	2,006.20	4,575.91	4,298.82	5,748.75	2,007.09
Impairment of financial instruments	1,378.05	880.34	849.71	372.36	1,377.77	880.30	849.68	372.34
Employee benefits expense	791.01	957.20	1,360.37	371.14	748.53	894.53	1,265.68	327.86
Depreciation and amortisation expense	102.30	100.63	121.09	38.58	98.30	97.35	118.88	38.01
Other expenses	744.92	1,088.38	1,411.80	426.70	736.61	1,076.83	1,395.30	420.79
<b>Total expenses</b>	<b>7,591.82</b>	<b>7,324.21</b>	<b>9,491.00</b>	<b>3,214.98</b>	<b>7,537.12</b>	<b>7,247.83</b>	<b>9,378.29</b>	<b>3,166.09</b>
Share of profit/(loss) from associate/joint Venture	(0.53)	(5.38)	(11.82)	(3.44)	-	-	-	-
<b>Profit before tax</b>	<b>2,047.37</b>	<b>2,902.22</b>	<b>3,602.77</b>	<b>952.37</b>	<b>2,038.44</b>	<b>2,890.94</b>	<b>3,599.69</b>	<b>967.53</b>
Total Tax expense	526.51	748.71	937.92	242.43	523.53	744.23	933.49	241.52
<b>Profit for the period/year</b>	<b>1,520.86</b>	<b>2,153.51</b>	<b>2,664.85</b>	<b>709.94</b>	<b>1,514.91</b>	<b>2,146.71</b>	<b>2,666.20</b>	<b>726.01</b>

# Standalone Balance Sheet

Particulars (INR Cr)	Standalone		
	FY21	FY22	FY23
Cash and Cash equivalents	1,447.85	2,657.88	910.29
Bank Balance other than above	3,784.03	1,562.20	2,051.13
Derivative financial instruments	45.87	186.53	272.86
Receivables	66.43	128.01	191.06
Loans	65,839.34	74,149.21	1,04,748.32
Investments	1,618.82	2,076.16	3,620.02
Other Financial Assets	536.37	320.88	273.77
<b>Total Financial Assets</b>	<b>73,338.71</b>	<b>81,080.87</b>	<b>1,12,067.45</b>
Current Tax Assets (Net)	146.15	250.71	267.06
Deferred Tax Assets (Net)	763.80	671.43	608.50
Investment Property	0.13	0.13	0.13
Property, Plant and Equipment	203.02	239.89	372.17
Capital Work in Progress	-	23.03	35.74
Intangible Assets Under Development	9.82	13.95	24.60
Other Intangible Assets	16.45	14.55	26.43
Other Non-Financial Assets	70.34	68.79	105.43
<b>Total Non-Financial Assets</b>	<b>1,209.71</b>	<b>1,282.48</b>	<b>1,440.06</b>
Assets Classified as held for Sale – Investment	-	-	8.00
<b>Total Assets</b>	<b>74,548.42</b>	<b>82,363.35</b>	<b>1,13,515.51</b>

Particulars (INR Cr)	Standalone		
	FY21	FY22	FY23
Derivative financial instruments	127.42	169.56	134.27
Payables	595.06	802.80	1,188.02
Debt Securities	12,357.67	13,321.10	19,682.41
Borrowings (Other than Debt Securities)	47,182.26	52,004.52	73,186.19
Subordinated Liabilities	4,190.06	3,847.88	4,487.46
Other Financial Liabilities	338.04	333.43	354.11
<b>Total Financial Liabilities</b>	<b>64,790.51</b>	<b>70,479.29</b>	<b>99,032.46</b>
Current tax Liabilities (Net)	42.25	-	-
Deferred tax Liabilities (Net)	-	-	-
Provisions	109.58	118.27	140.88
Other non-financial liabilities	45.77	58.11	46.12
<b>Total Non-Financial Liabilities</b>	<b>197.60</b>	<b>176.38</b>	<b>187.00</b>
Equity Share Capital	164.07	164.28	164.48
Other Equity	9,396.24	11,543.40	14,131.57
<b>Total Equity</b>	<b>9,560.31</b>	<b>11,707.68</b>	<b>14,296.05</b>
<b>Total Liabilities and Equity</b>	<b>74,548.42</b>	<b>82,363.35</b>	<b>1,13,515.51</b>

# Consolidated Balance Sheet

Particulars (INR Cr)	Consolidated		
	FY21	FY22	FY23
Cash and Cash equivalents	1,480.36	2,698.84	911.85
Bank Balance other than above	3,799.41	1,603.00	2,095.25
Derivative financial instruments	45.87	186.53	272.86
Receivables	98.71	160.95	202.34
Loans	65,839.34	74,144.71	1,04,809.65
Investments	1,583.49	2,055.05	3,561.87
Other Financial Assets	568.04	335.22	298.62
<b>Total Financial Assets</b>	<b>73,415.22</b>	<b>81,184.30</b>	<b>1,12,152.44</b>
Current Tax Assets (Net)	147.67	252.00	270.10
Deferred Tax Assets (Net)	768.97	674.91	611.49
Investment Property	0.13	0.13	0.13
Property, Plant and Equipment	208.26	242.15	374.69
Capital Work in Progress	-	23.03	35.74
Intangible Assets Under Development	9.91	14.32	24.76
Other Intangible Assets	19.20	16.32	27.86
Other Non-Financial Assets	74.80	71.52	107.12
<b>Total Non-Financial Assets</b>	<b>1,228.94</b>	<b>1,294.38</b>	<b>1,451.89</b>
Assets Classified as held for Sale – Investment	-	-	22.57
<b>Total Assets</b>	<b>74,644.16</b>	<b>82,478.68</b>	<b>1,13,626.90</b>

Particulars (INR Cr)	Consolidated		
	FY21	FY22	FY23
Derivative financial instruments	127.42	169.56	134.27
Payables	641.37	847.59	1,235.82
Debt Securities	12,357.67	13,321.10	19,682.41
Borrowings (Other than Debt Securities)	47,182.26	52,004.52	73,186.19
Subordinated Liabilities	4,190.06	3,847.88	4,488.90
Other Financial Liabilities	345.92	339.52	363.41
<b>Total Financial Liabilities</b>	<b>64,844.70</b>	<b>70,530.17</b>	<b>99,091.00</b>
Current tax Liabilities (Net)	42.25	-	-
Deferred tax Liabilities (Net)	-	0.65	-
Provisions	110.45	119.68	142.22
Other non-financial liabilities	46.96	59.18	47.58
<b>Total Non-Financial Liabilities</b>	<b>199.66</b>	<b>179.51</b>	<b>189.80</b>
Equity Share Capital	164.07	164.28	164.48
Other Equity	9,435.73	11,604.72	14,181.62
<b>Total Equity</b>	<b>9,599.80</b>	<b>11,769.00</b>	<b>14,346.10</b>
<b>Total Liabilities and Equity</b>	<b>74,644.16</b>	<b>82,478.68</b>	<b>1,13,626.90</b>

# Glossary of Terms

Abbreviation	Full Form
2W	2-Wheeler Loans
3W	Three-Wheeler
API	Application Programming Interface
AUM	Assets Under Management
CC	Cash Credit
CE	Construction Equipment
CIFCL	Cholamandalam Investment and Finance Company Limited
CMS	Customer Management System
CP	Commercial Paper
CSEL	Consumer & Small Enterprise Loan
CV	Commercial Vehicle
D2C	Direct to Consumer
DMS	Document Management System
ESG	Environmental, Social & Governance
EV	Electric Vehicle
FCNR	Foreign Currency Non-Resident Account
FII	Foreign Institutional Investor
HCV	Heavy Commercial Vehicle
HI	Health Insurance
HL	Home Loan
ICD	Inter Corporate Deposits
IPO	Initial Public Offering
ISMS	Information Security Management System

Abbreviation	Full Form
LAP	Loans Against Property
LCV	Light Commercial Vehicle
LI	Life Insurance
LMS	Loan Management System
MF	Mutual Funds
MUV	Multi Utility Vehicle
NPA	Non-Performing Assets
PAT	Profit After Tax
PBT	Profit Before Tax
PCR	Provision Coverage Ratio
PPoP	Pre-Provisioning Operating Profit
Pref	Preferential Issue
PV	Passenger Vehicle
RL	Resident Locations
RoA	Return on Assets
RoE	Return on Equity
RPA	Robotic Process Automation
SBPL	Secured Business & Personal Loan
SME	Small & Medium Enterprises
UT	Union Territory
VF	Vehicle Finance
WCDL	Working Capital Demand Loan
WM	Wealth Management



THANK YOU