

CHOLAMANDALAM INVESTMENT AND FINANCE COMPANY LIMITED (CIFCL)

AUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED AND YEAR ENDED

31st MARCH 2024

Key Financial Results (Q4 and FY 23-24):

- Disbursements at ₹ 24,784 Cr for the quarter (Up by 18%) and ₹ 88,725 Cr for FY 23-24 (Up by 33% YoY)
- Total AUM at ₹ 1,53,718 Cr (Up by 36% YoY)
- Net Income for the quarter was at ₹ 2,913 Cr (Up 41% YoY) and ₹ 9,986 Cr for FY 23-24 (Up 38% YoY)
- PAT at ₹ 1,058 Cr for the quarter (Up by 24%) and ₹ 3,423 Cr for FY 23-24 (Up by 28% YoY)

Chennai, April 30th, 2024: The Board of Directors of CIFCL today approved the audited financial results for the quarter and year ended 31st March 2024.

Highlights Q4 FY 24:

Chola has delivered best-ever disbursals, collections, and profitability in Q4 FY24. Chola clocked a disbursement volume of 24,784 crs in Q4. Vehicle finance disbursements grew by 6% aided by a steady growth. Loan Against Property business grew by 55% and Home Loans grew by 24% driven by geographical expansion into Tier 3 and 4 locations. Disbursement growth in the other businesses were at 24%.

Performance Highlights:

Particulars	<i>Rs in Cr.</i>					
	Q4 FY 23	Q4 FY 24	Growth (Y-o-Y)	FY 23	FY 24	Growth (Y-o-Y)
Disbursements	21,020	24,784	18%	66,532	88,725	33%
AUM	1,12,782	1,53,718	36%	1,12,782	1,53,718	36%
Total Income	3,794	5,492	45%	12,978	19,216	48%
Finance Cost	-1,734	-2,579	49%	-5,749	-9,231	61%
Net Income	2,060	2,913	41%	7,229	9,986	38%
Total Expenses	-787	-1,285	63%	-2,780	-4,082	47%
Loan Losses	-114	-191	67%	-850	-1,322	55%
Profit Before Tax	1,159	1,437	24%	3,599	4,582	27%
Profit After Tax	852	1,058	24%	2,666	3,423	28%

- Aggregate disbursements in Q4 FY 24 were at ₹ 24,784 Cr as against ₹ 21,020 Cr in Q4 FY 23 with a growth of 18%. Disbursements for FY 23-24 were at ₹ 88,725 Cr as against ₹ 66,532 Cr in the previous year, registering a growth of 33% Y-o-Y.
- Vehicle Finance (VF) disbursements were at ₹ 12,962 Cr in Q4 FY 24 as against ₹ 12,190 Cr in Q4 FY23, registering a growth of 6%. Disbursements for FY 23-24 were at ₹ 48,348 Cr as against ₹ 39,699 Cr in the previous year, reporting a growth of 22% Y-o-Y.
- Loan Against Property (LAP) business disbursed ₹ 4,273 Cr in Q4 FY 24, as against ₹ 2,762 Cr in Q4 FY23, with a growth rate of 55%. Disbursements for FY 23-24 were at ₹ 13,554 Cr as against ₹ 9,299 Cr in the previous year, registering a growth of 46% Y-o-Y.
- Home Loan business disbursed ₹ 1,747 Cr in Q4 FY 24, as against ₹ 1,405 Cr in Q4 FY23 registering a growth of 24%. Disbursements for FY 23-24 were at ₹ 6,362 Cr as against ₹ 3,830 Cr in the previous year, registering a growth of 66% Y-o-Y.
- Small and Medium Enterprises Loan (SME) business disbursed ₹ 2,136 Cr in Q4 FY 24, registering 2% growth over ₹ 2,104 Cr in Q4 FY23. Disbursements for FY 23-24 were at ₹ 8,106 Cr, registering 27% growth over ₹ 6,388 Cr in FY 23-24.
- Consumer and Small Enterprise Loans (CSEL) disbursed ₹ 3,301 Cr in Q4 FY 24, as against ₹ 2,364 Cr in Q4 FY23 registering a growth of 40%. Disbursements for FY 23-24 were at ₹ 11,281 Cr, registering 64% growth over ₹ 6,865 Cr in FY 23-24.
- Secured Business and Personal Loan (SBPL) disbursed ₹ 366 Cr in Q4 FY 24, as against ₹ 196 Cr in Q4 FY23 registering a growth of 87%. Disbursements for FY 23-24 were at ₹ 1,074 Cr, registering 138% growth over ₹ 451 Cr in FY 23-24.
- Assets under management as of 31st March 2024, stood at ₹ 1,53,718 Cr as compared to ₹ 1,12,782 Cr as of 31st March 2023, clocking a growth of 36% Y-O-Y.
- PBT Growth in Q4 was at 24% and for FY 23-24 was at 27%.
- PBT-ROA for Q4 FY 24 was at 3.9% and for FY 23-24 was at 3.4%.
- ROE for FY 23-24 was maintained at 20.6% compared to the previous year.
- The Company continues to hold a strong liquidity position with ₹ 7899 Cr as cash balance as of the end of Mar'2024 (including Rs 1500 cr each invested in Gsec / TBill & Rs 765 Cr invested in Strips shown under investments), with a total liquidity position of ₹ 8315 Cr (including undrawn sanctioned lines). The ALM is comfortable with no negative cumulative mismatches across all time buckets as per Regulatory norms.
- Consolidated Profit Before Tax (PBT) for Q4 FY 24 was at ₹ 1,428 Cr as against ₹ 1,163 Cr in Q4 FY 23 registering a growth of 23% and for FY 23-24 was at 4,605 Cr as against 3,615 Cr in FY 22-23 with a growth of 27%.

Asset Quality:

Stage 3 levels representing 90+ dues reduced to 2.48% as of March 24 from 2.82% as of the end of December 23. GNPA % as per RBI norms reduced to 3.54% as of March 24 as against 3.92% on December 23. NNPA as per RBI norms has also dropped to 2.32% as of March 24 against 2.56% on December 23. NNPA is below the threshold of 6% prescribed by RBI as the threshold for PCA.

The details of the stagewise assets and provisions are given in the Annexure.

Capital Adequacy:

The Capital Adequacy Ratio (CAR) of the company as of 31st March 2024, was at 18.57% as against the regulatory requirement of 15%. Tier-I Capital was at 15.10% and Tier-II Capital was at 3.47%.

Dividend

The Board of Directors of the company has recommended a final dividend of ₹ 0.70 per share (35%) on the equity shares of the company, subject to the approval of the members of the company at the ensuing Annual General Meeting. This is in addition to the interim dividend of ₹ 1.30 per share (65%) for the financial year 2023-24 declared by the company on 25th January 2024.

Others

The Board of Directors of Cholamandalam Home Finance Ltd(wholly owned subsidiary) have approved an Equity infusion of Rs. 25 Cr. in Cholamandalam Securities Ltd (wholly owned subsidiary), subject to the approval of regulators.

Annexure

Stage wise ECL Summary

Stage wise Summary - Mar 24

Particulars	Asset Rs in Cr	Total Provn Rs in Cr	NNPA Rs in Cr
Stage 1A	1,39,769	529	1,39,240
Stage 1B	309	12	297
Total Stage 1	1,40,078	541	1,39,537
Stage 2A	1,971	161	1,810
Stage 2B	1,251	126	1,125
Total Stage 2	3,222	286	2,935
Stage 3	3,645	1,693	1,952
Total Stage 3	3,645	1,693	1,952
Total	1,46,945	2,521	1,44,424
NPA as per RBI (incl Sec)	5,205	1,831	3,374
NNPA RBI %			2.32%

Stage wise Summary - Dec 23

Particulars	Asset Rs in Cr	Total Provn Rs in Cr	NNPA Rs in Cr
Stage 1A	1,27,032	544	1,26,488
Stage 1B	250	12	238
Total Stage 1	1,27,282	555	1,26,726
Stage 2A	2,905	275	2,630
Stage 2B	1,239	153	1,085
Total Stage 2	4,144	428	3,716
Stage 3	3,811	1,720	2,091
Total Stage 3	3,811	1,720	2,091
Total	1,35,236	2,704	1,32,532
NPA as per RBI (incl Sec)	5,299	1,885	3,414
NNPA RBI %			2.56%

Stage wise Summary - Mar 24

Particulars	Asset %	Total Provn PCR (%)	NNPA %
Stage 1A	95.12%	0.38%	94.76%
Stage 1B	0.21%	3.95%	0.20%
Total Stage 1	95.33%	0.39%	94.96%
Stage 2A	1.34%	8.15%	1.23%
Stage 2B	0.85%	10.05%	0.77%
Total Stage 2	2.19%	8.89%	2.00%
Stage 3	2.48%	46.45%	1.33%
Total Stage 3	2.48%	46.45%	1.33%
Total	100.00%	1.72%	98.28%
NPA as per RBI (incl Sec)	3.54%	35.18%	2.30%
NNPA RBI %			2.32%

Stage wise Summary - Dec 23

Particulars	Asset %	Total Provn PCR (%)	NNPA %
Stage 1A	93.93%	0.43%	93.53%
Stage 1B	0.18%	4.65%	0.18%
Total Stage 1	94.12%	0.44%	93.71%
Stage 2A	2.15%	9.46%	1.95%
Stage 2B	0.92%	12.38%	0.80%
Total Stage 2	3.06%	10.33%	2.75%
Stage 3	2.82%	45.15%	1.55%
Total Stage 3	2.82%	45.15%	1.55%
Total	100.00%	2.00%	98.00%
NPA as per RBI (incl Sec)	3.92%	35.58%	2.52%
NNPA RBI %			2.56%

Asset Classification:

STAGE_1A	Represents assets (i) which had never touched NPA and (ii) which had been an NPA in the past but had been normalised and currently in the 0-30 days - Hence no more an NPA as per RBI norms
STAGE_1B	Represents assets which had been an NPA in the past but yet to be fully normalised though it has moved to stage 1 currently - Hence an NPA as per current RBI norms
STAGE_2A	Represents assets (i) which had never touched NPA and (ii) which had been an NPA in the past but had been normalised post that and now in 31-90 days DPD - Hence no more an NPA as per RBI norms
STAGE_2B	Represents assets which had been an NPA in the past but yet to be fully normalised though it has moved to stage 2 currently - Hence an NPA as per current RBI norms
STAGE_3	Represents assets which continues to be a NPA as on the closing date - Hence an NPA as per current RBI norms

Rs in Cr.

Particulars	Dec-22	Mar-23	Jun-23	Sep-23	Dec-23	Mar-24
Gross Assets - Stage 1 & 2	92,526	1,03,856	1,12,185	1,21,860	1,31,425	1,43,300
Gross Assets - Stage 3	3,367	3,222	3,546	3,719	3,811	3,645
Stage 3 Assets to Total Gross Assets	3.51%	3.01%	3.06%	2.96%	2.82%	2.48%
Coverage Ratio (%) - Stage 3	40.96%	46.00%	45.40%	47.32%	45.15%	46.45%

About Cholamandalam

Cholamandalam Investment and Finance Company Limited (Chola), incorporated in 1978 as the financial services arm of the Murugappa Group. Chola commenced business as an equipment financing company and has today emerged as a comprehensive financial services provider offering vehicle finance, home loans, home equity loans, SME loans, investment advisory services, stock broking and a variety of other financial services to customers.

Chola operates from 1387 branches across India with assets under management above INR 153718 Crores.

The mission of Chola is to enable customers enter a better life. Chola has a growing clientele of over 28 lakh happy customers across the nation. Ever since its inception and all through its growth, the company has kept a clear sight of its values. The basic tenet of these values is a strict adherence to ethics and a responsibility to all those who come within its corporate ambit - customers, shareholders, employees and society.

For more details, please visit www.cholamandalam.com

About Murugappa Group

A 123-year-old conglomerate with presence across India and the world, the INR 742 billion Murugappa Group has diverse businesses in agriculture, engineering, financial services and more.

The Group has 9 listed companies under its umbrella — Carborundum Universal Limited, CG Power & Industrial Solutions Limited, Cholamandalam Financial Holdings Limited, Cholamandalam Investment & Finance Company Limited, Cholamandalam MS General Insurance Company Limited, Coromandel International Limited, EID Parry (India) Limited, Shanthi Gears Limited, Tube Investments of India Limited and Wendt India Limited. Brands such as Ajax, Hercules, BSA, Montra, Montra Electric, Mach City, Gromor, Paramfos, Parry's are part of the Group's illustrious stable.

Abrasives, technical ceramics, electro minerals, electric vehicles, auto components, fans, transformers, signalling equipment for railways, bicycles, fertilisers, sugar, tea and several other products make up the Group's business interests.

Guided by the five lights — integrity, passion, quality, respect and responsibility — and a culture of professionalism, the Group has a workforce of over 73,000 employees.

For more information, see www.murugappa.com

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