

Cholamandalam Investment and Finance Company Limited

39th Annual General Meeting

27th July 2017

Key Highlights FY17

Disbursements	<ul style="list-style-type: none">• From Rs. 16,380 Cr. to Rs. 18,591 Cr. a growth of 13% YoY.
PBT	<ul style="list-style-type: none">• From Rs. 870.77Cr. to Rs. 1105.58 Cr. a growth of 27% YoY.
AUM	<ul style="list-style-type: none">• From Rs. 29,650 Cr. to Rs. 34,167 Cr. a growth of 15% YoY.
NPA recognition	<ul style="list-style-type: none">• Additional GNPA recognition at 3 months overdues ahead of one year as per RBI regulation
Branch Expansion	<ul style="list-style-type: none">• Added 169 branches in Tier III, IV, V and VI cities – Total Branches at 703
CRAR	<ul style="list-style-type: none">• Stood at 18.64% as against regulatory requirement of 15%
New Initiatives	<ul style="list-style-type: none">• Launch of Trip Loan, Gaadi Bazaar and CFA
Dividend	<ul style="list-style-type: none">• From 45% to 55%

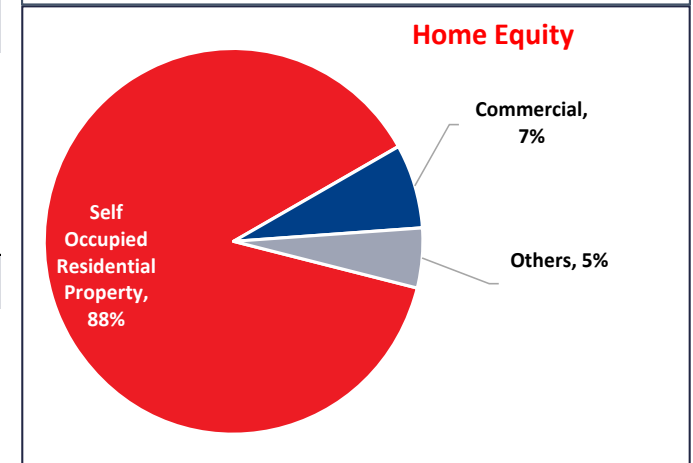
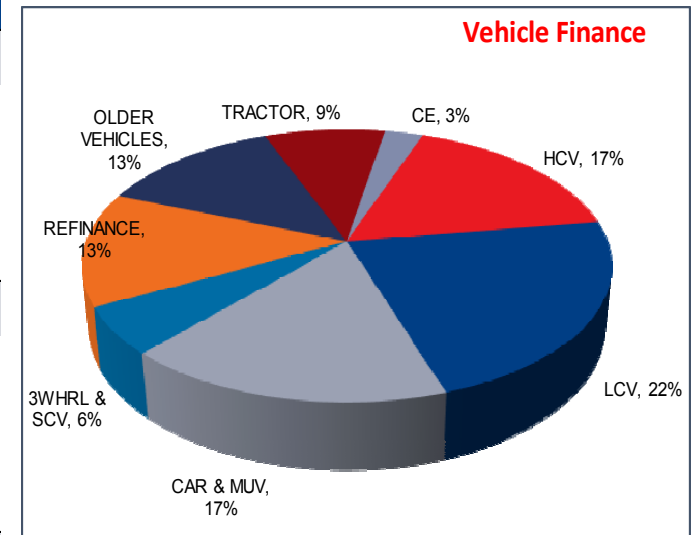
Corporate Overview

Business Segments Overview

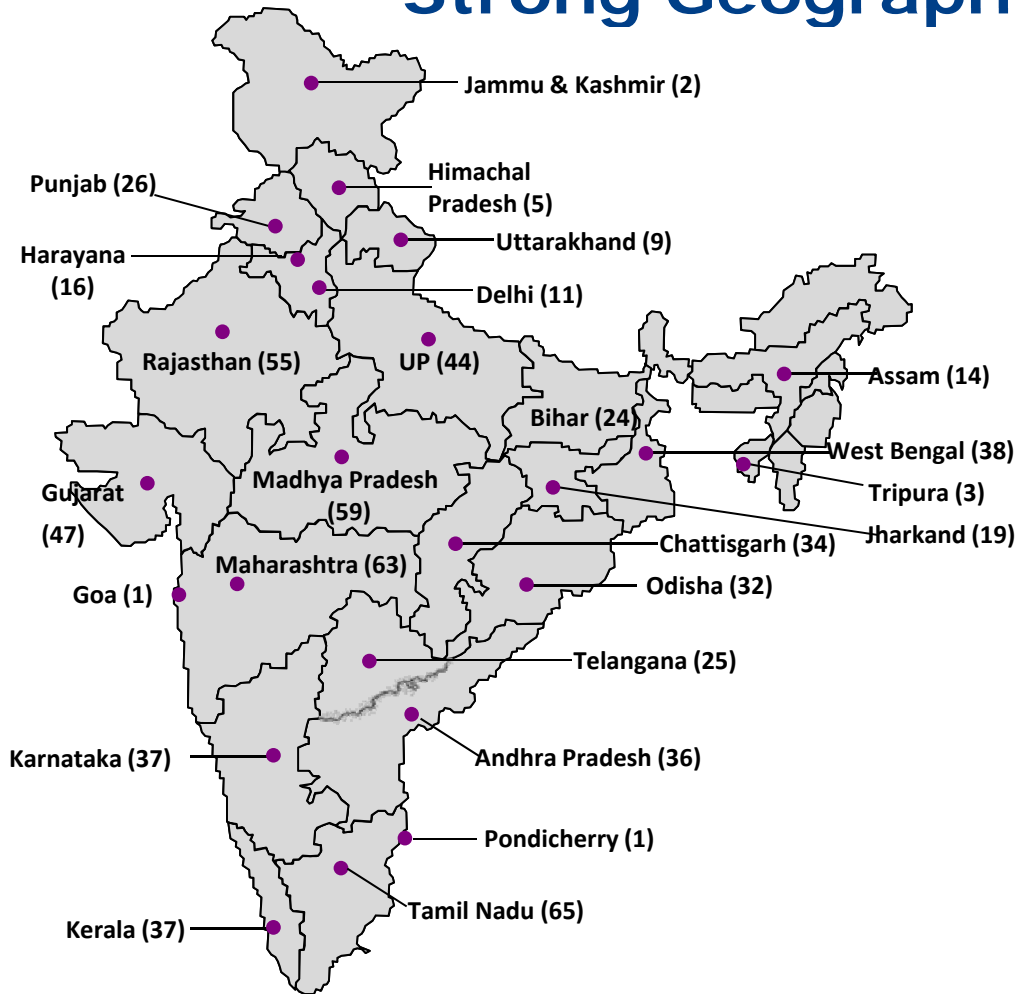
AUM * (₹ Cr.)	FY14	FY15	FY16	FY17	YoY Growth
Vehicle Finance					
On Book	14,179	14,922	17,914	20,271	13%
Assigned	2,886	2,717	2,186	3,360	54%
Managed Assets	17,064	17,639	20,100	23,631	18%
<i>% of Total</i>	<i>73%</i>	<i>69%</i>	<i>68%</i>	<i>69%</i>	
Home Equity					
On Book	4,659	6,449	6,873	6,689	-3%
Assigned	1,202	831	1,978	2,904	47%
Managed Assets	5,860	7,280	8,852	9,593	8%
<i>% of Total</i>	<i>25%</i>	<i>29%</i>	<i>30%</i>	<i>28%</i>	
Others					
On Book	329	534	698	944	35%
Assigned	-	-	-	-	0%
Managed Assets	329	534	698	944	35%
<i>% of Total</i>	<i>1%</i>	<i>2%</i>	<i>2%</i>	<i>3%</i>	
Total					
On Book	19,166	21,904	25,486	27,904	9%
Assigned	4,087	3,548	4,164	6,263	50%
Managed Assets	23,253	25,452	29,650	34,167	15%

* Assets are net of provisions.

Portfolio Breakup



Strong Geographical Presence

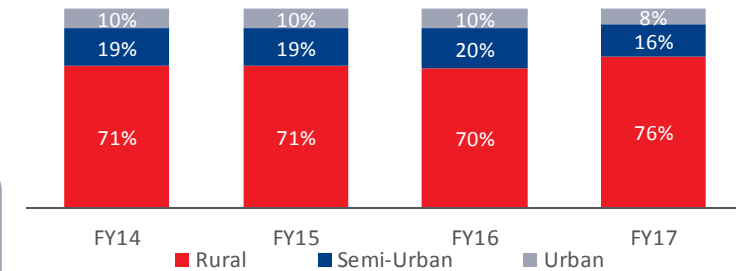
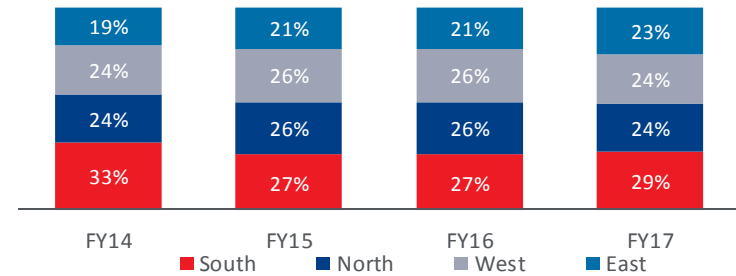
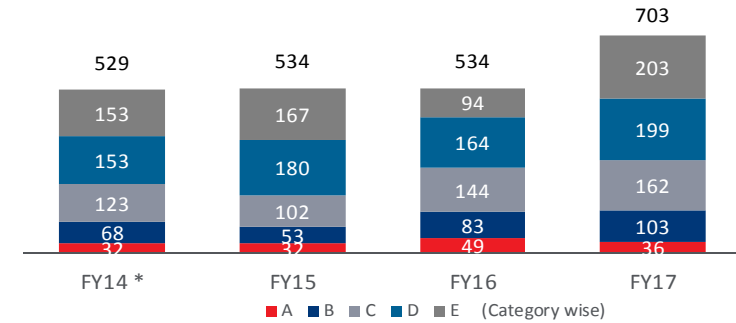


- 703 branches across 25 states/Union territories: 698 VF and 123 HE (118 co-located with VF).
- 86% locations are in Tier-III, Tier-IV, Tier V and Tier-VI towns
- Strong Pan India presence

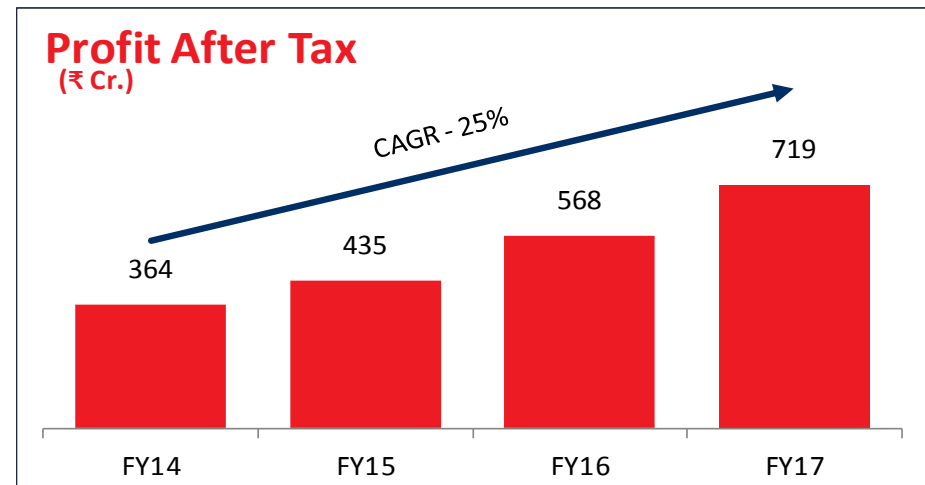
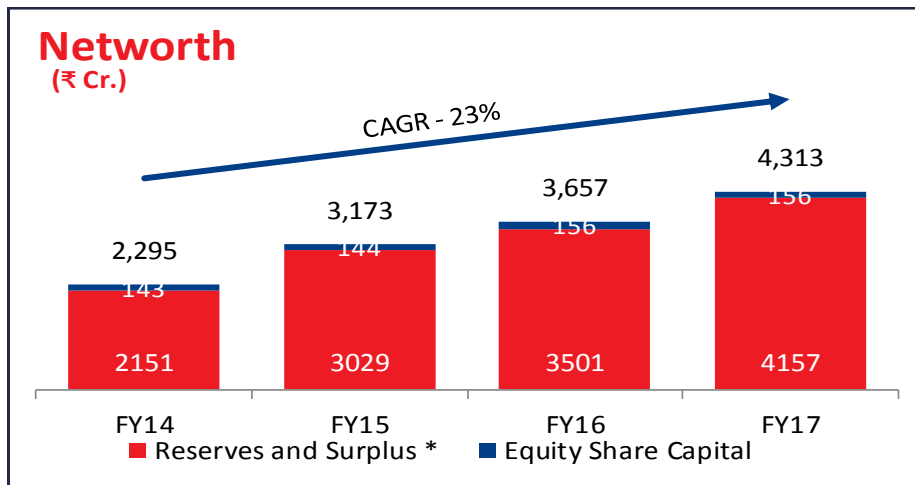
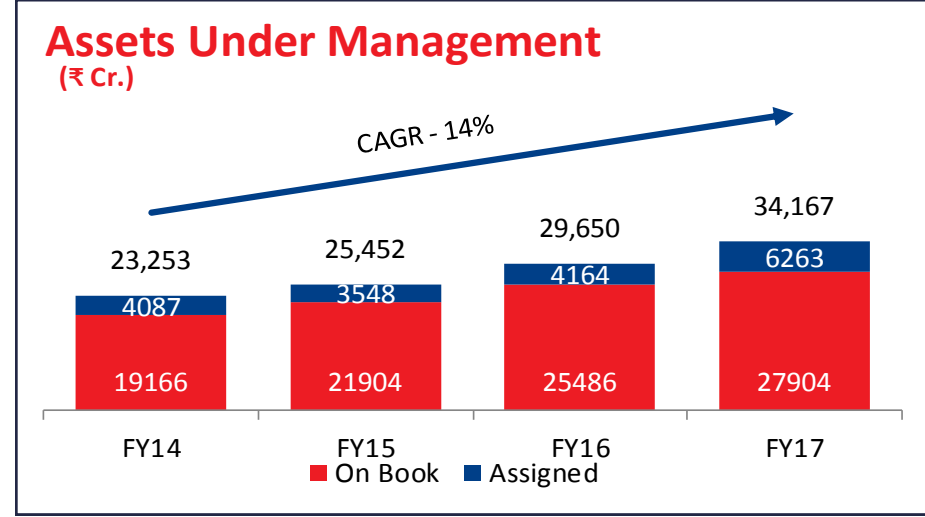
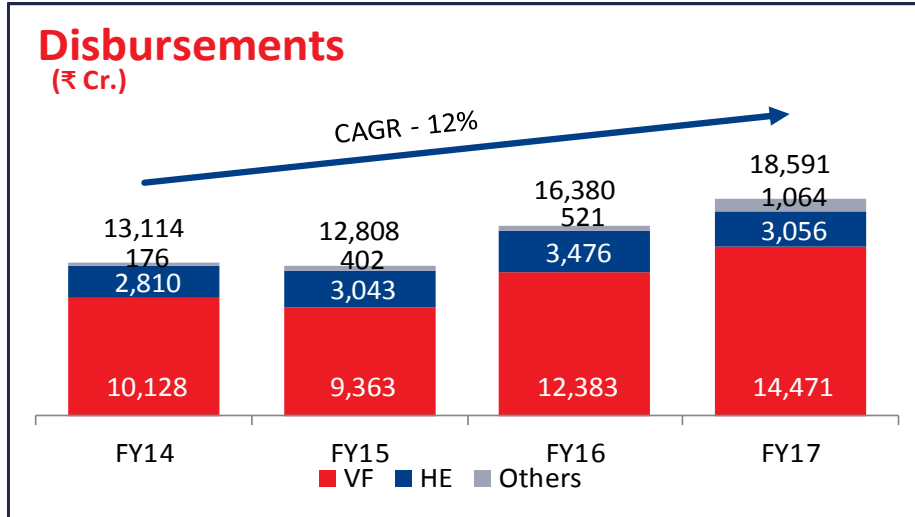


Note: Figures in brackets represents no. of branches as on 31st Mar, 2017.
 * 45 Gold loan branches not considered in FY 2014.

Branch Network



Chola - Financial Summary



Note: PAT is after considering additional provisions as follows:

- Provision for Loan Loss -
- Standard Asset Provision -
- Addl Provision (for 3 months overdue) -

*Includes CCPS in FY15

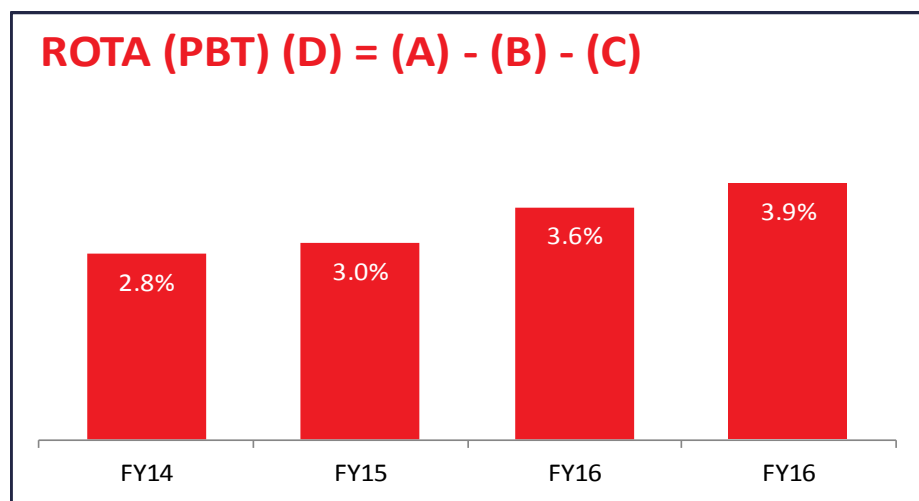
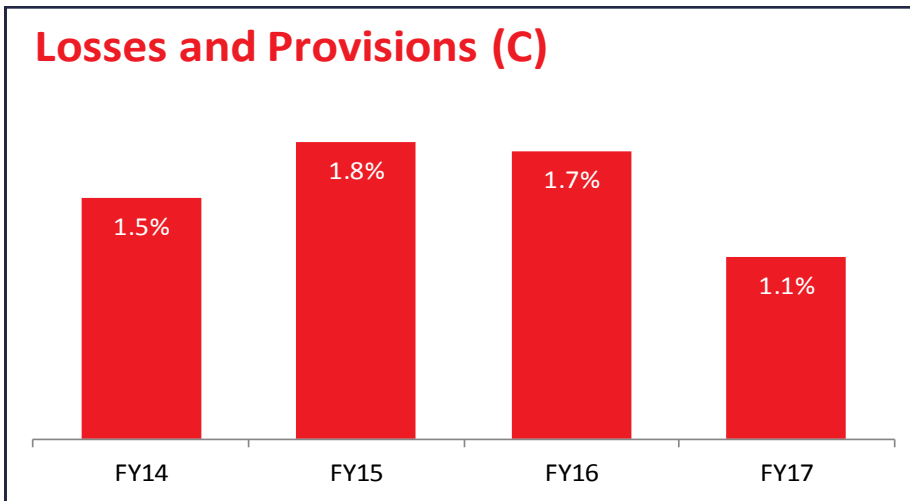
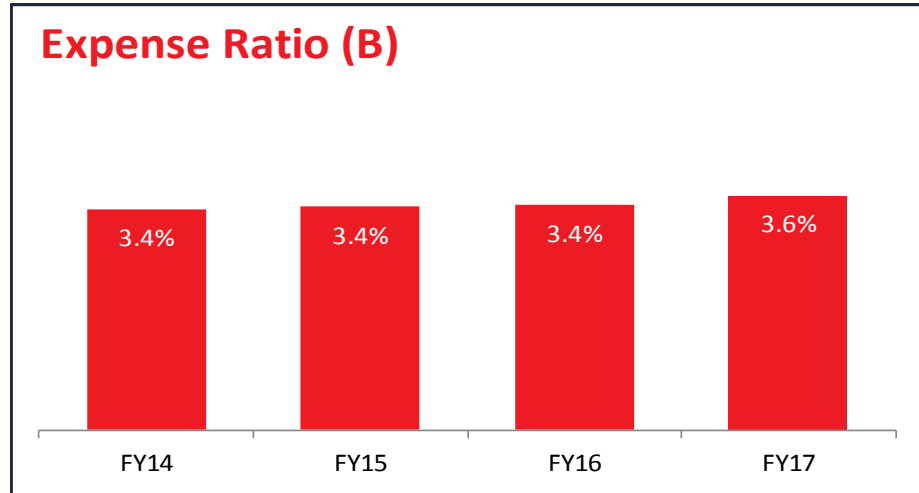
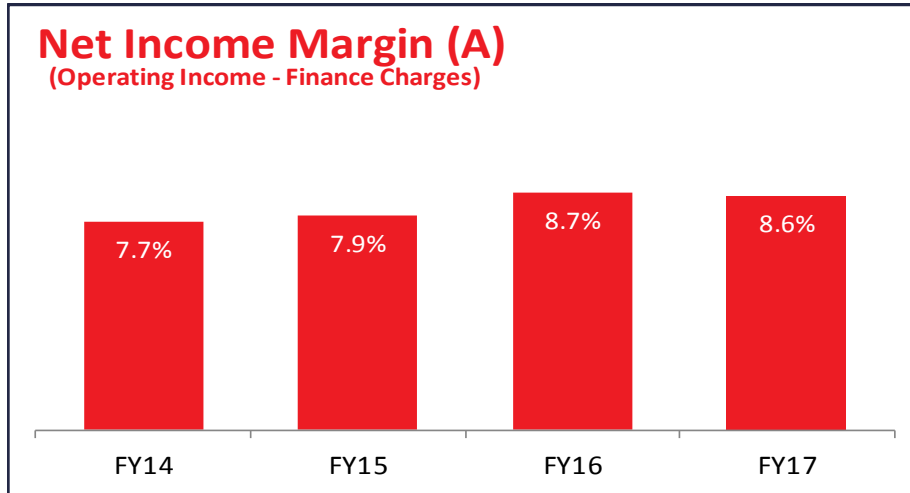
FY14
6 months+
0.25%
-

FY15
5 months+
0.30%
-

FY16
4 months+
0.35%
54 Cr.

FY17
3 months
0.40%
-

Chola - Financial Summary (Cont'd)

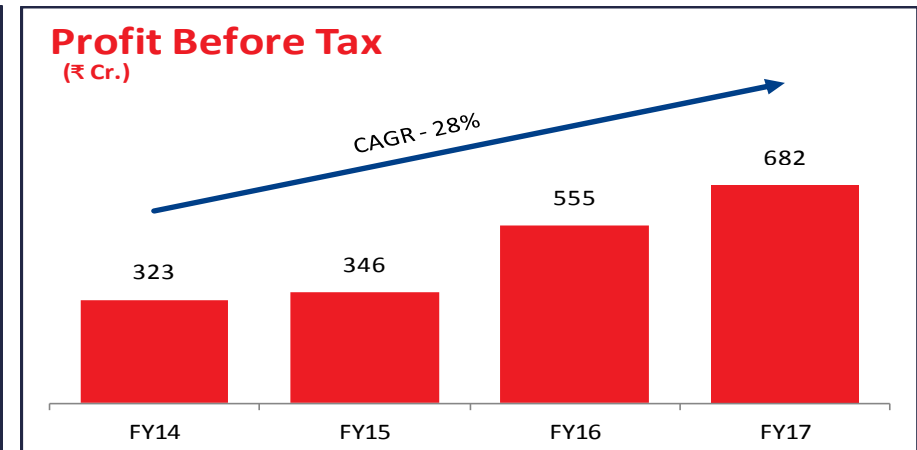
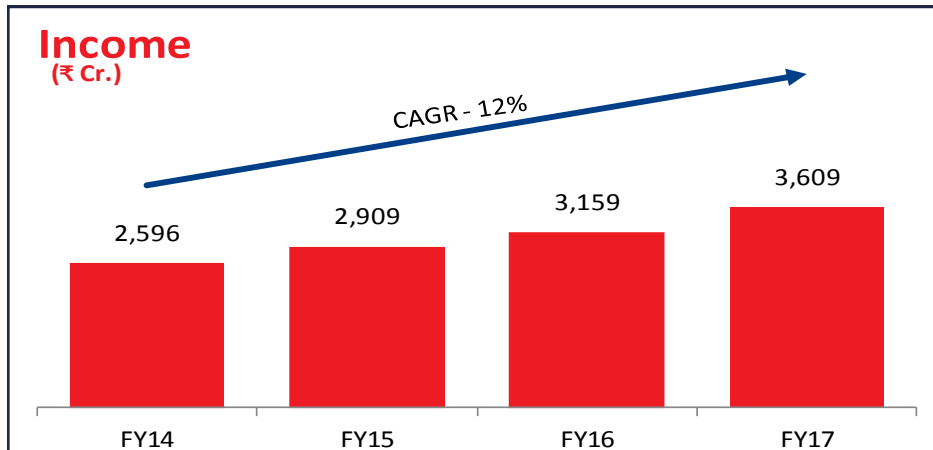
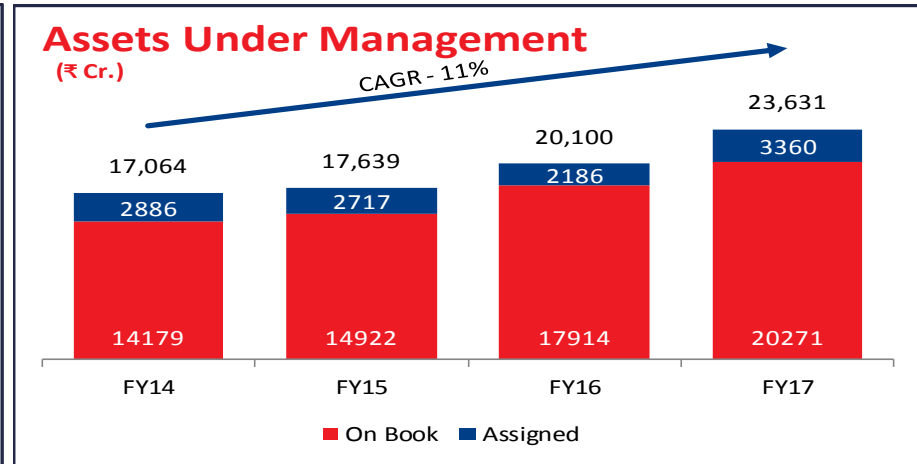
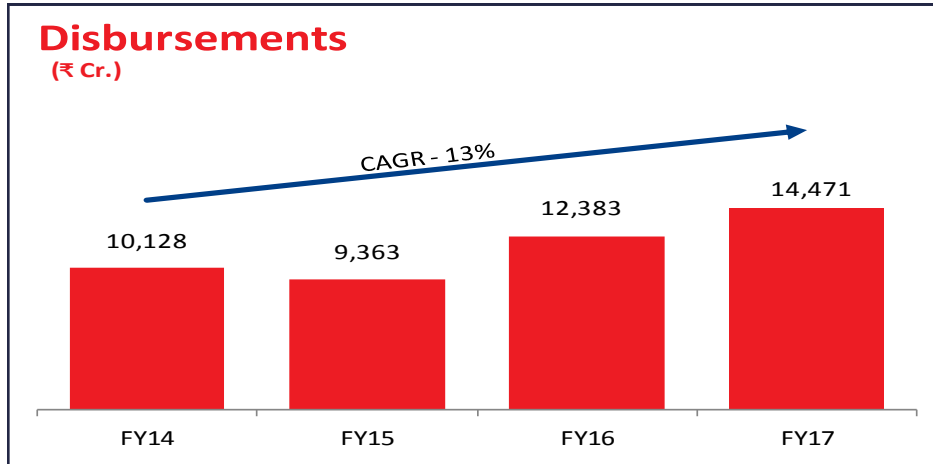


Note: PAT is after considering additional provisions as follows:

	FY14	FY15	FY16	FY17
• Provision for Loan Loss -	6 months+	5 months+	4 months+	3 months+
• Standard Asset Provision -	0.25%	0.30%	0.35%	0.40%
• Addl Provision (for 3 months overdue) -	-	-	54 Cr.	-



Vehicle Finance - Financial Summary

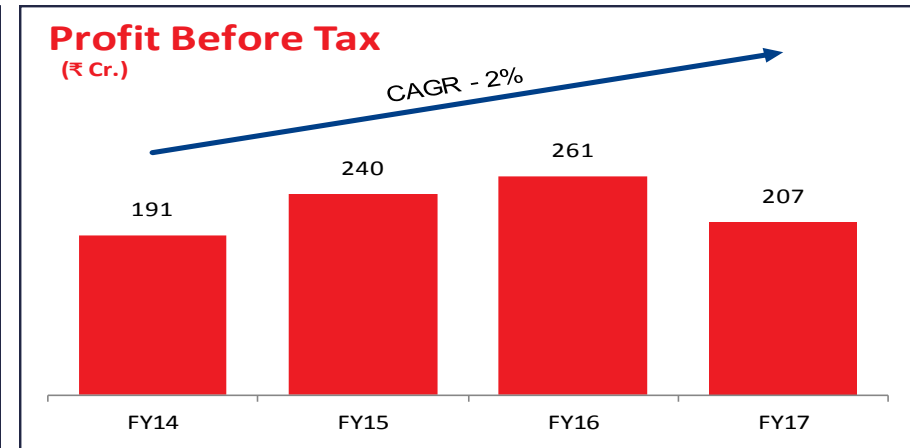
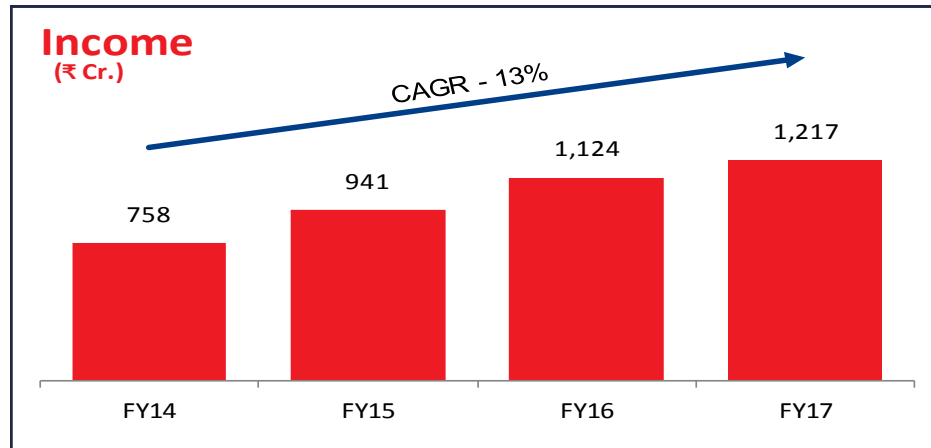
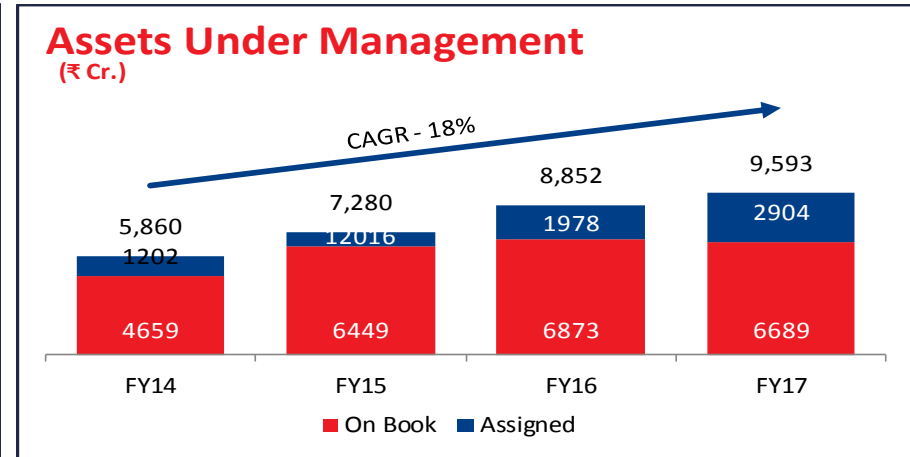
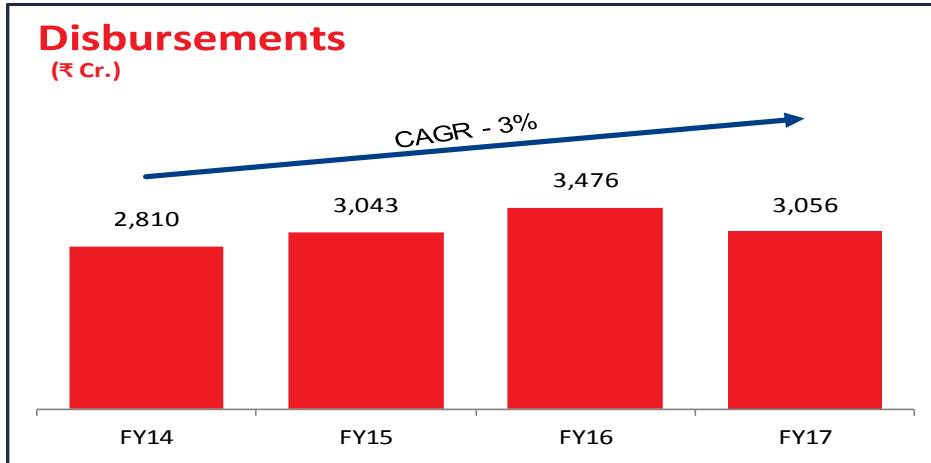


Note: PBT is after considering additional provisions as follows:

	FY14	FY15	FY16	FY17
• Provision for Loan Loss -	6 months+	5 months+	4 months+	3 months+
• Standard Asset Provision -	0.25%	0.30%	0.35%	0.40%

AUM is Net of provisions.

Home Equity - Financial Summary



Note: PBT is after considering additional provisions as follows:

	FY14	FY15	FY16	FY17
• Provision for Loan Loss -	6 months+	5 months+	4 months+	3 months+
• Standard Asset Provision -	0.25%	0.30%	0.35%	0.40%

AUM is Net of provisions.

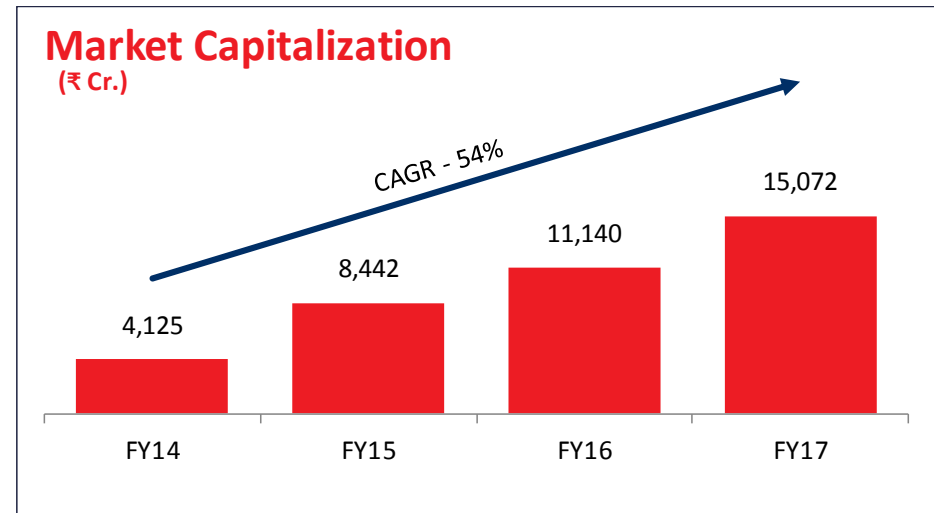
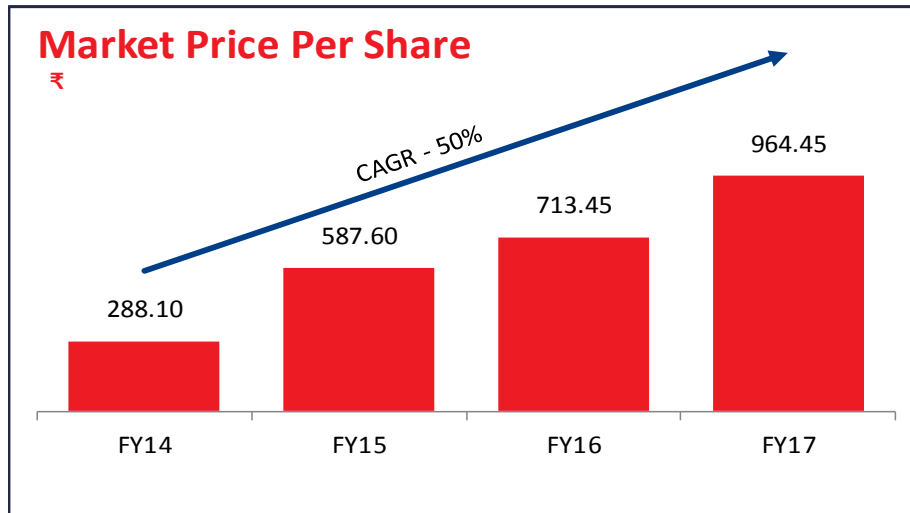
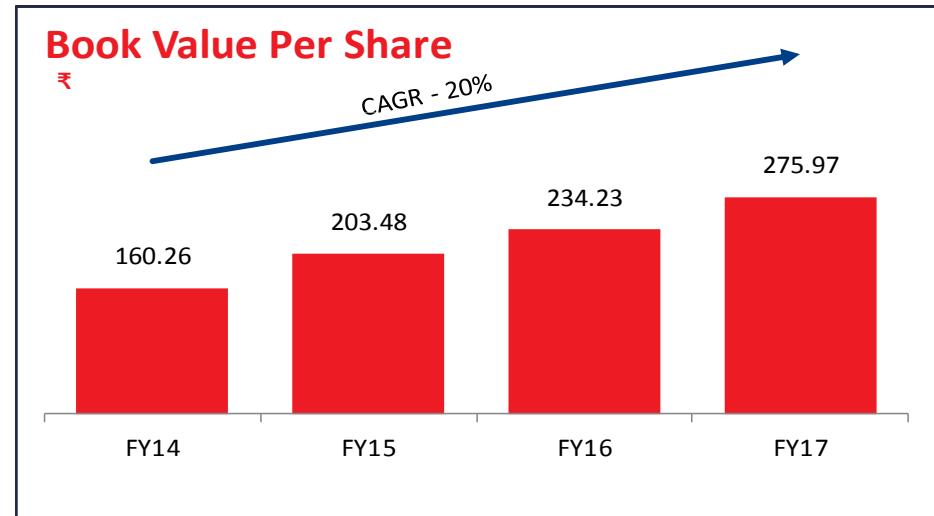
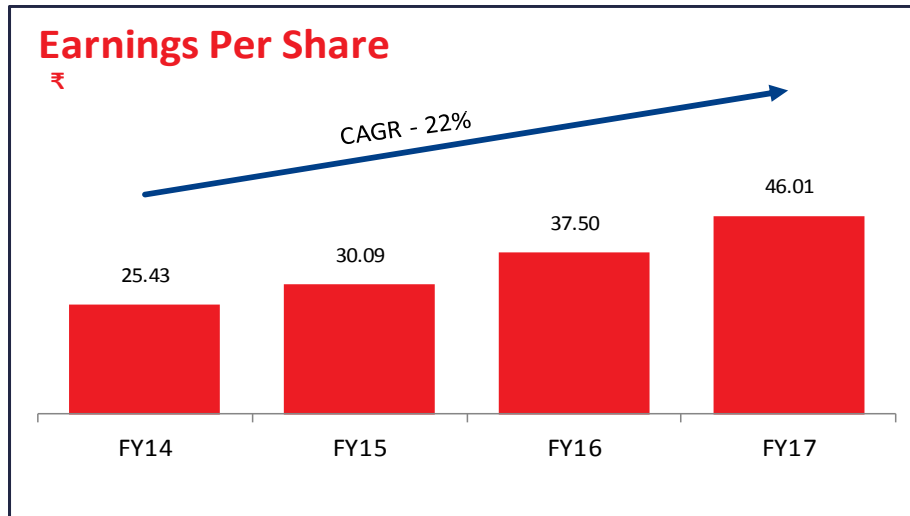
Standalone Financials

Rs in Cr

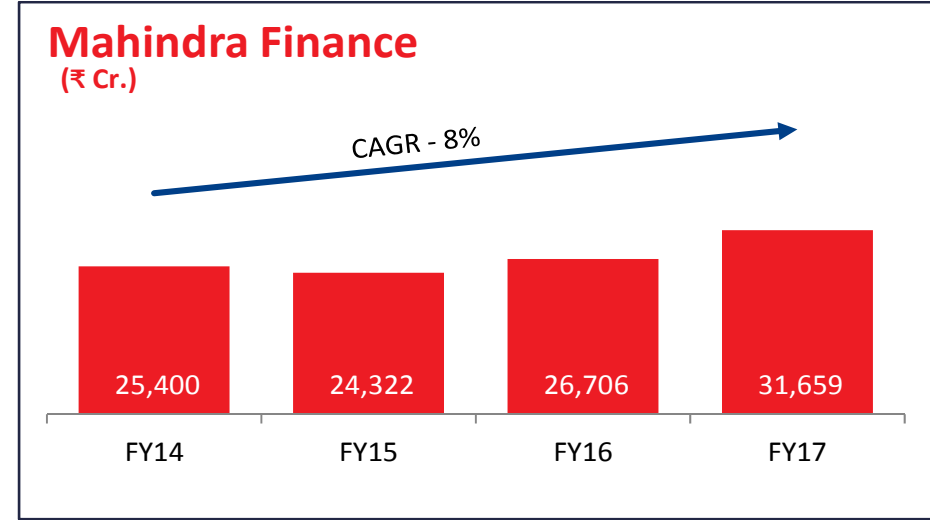
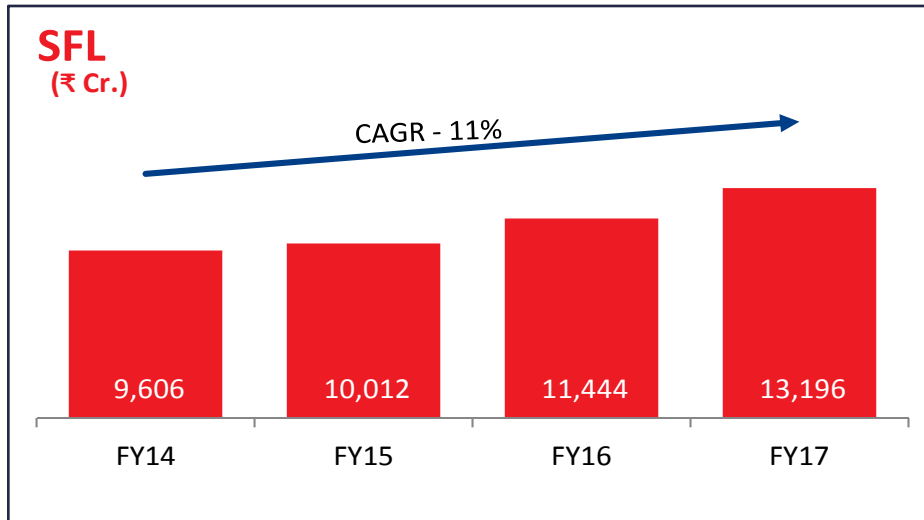
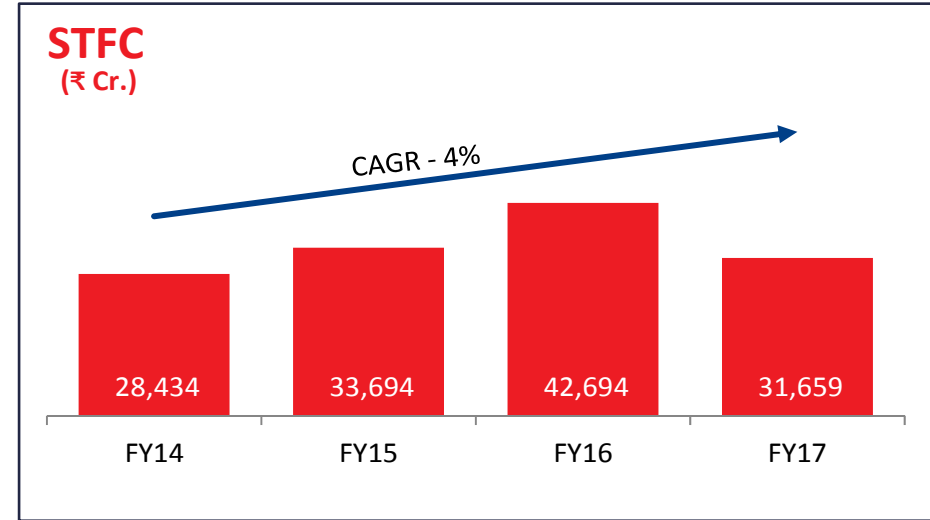
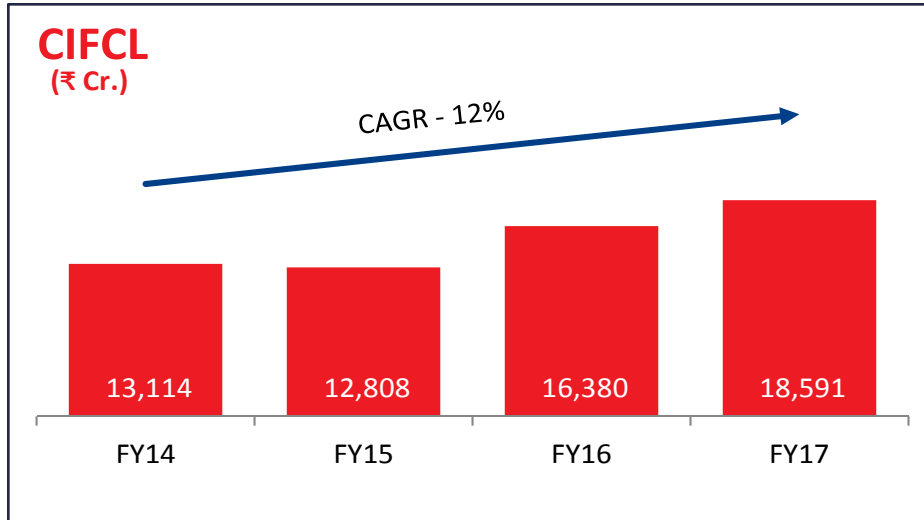
Profit & Loss Account	Mar-17	Mar-16	Growth%
Income	4,660	4,194	11.1%
Finance Costs	(2,231)	(2,051)	8.8%
Operating Expenses & Losses	(1,324)	(1,272)	4.1%
Profit Before Tax	1,106	871	27.0%
Taxes	(387)	(302)	28.0%
Profit After Tax	719	568	26.4%

Balance Sheet	Mar-17	Mar-16	Growth%
Business Assets	28,415	25,910	9.7%
Other Assets	2,306	1,978	16.6%
Total	30,721	27,888	10.2%
Networth	4,313	3,695	16.7%
Borrowings	24,207	22,576	7.2%
Other Liabilities	2,202	1,617	36.1%
Total	30,721	27,888	10.2%

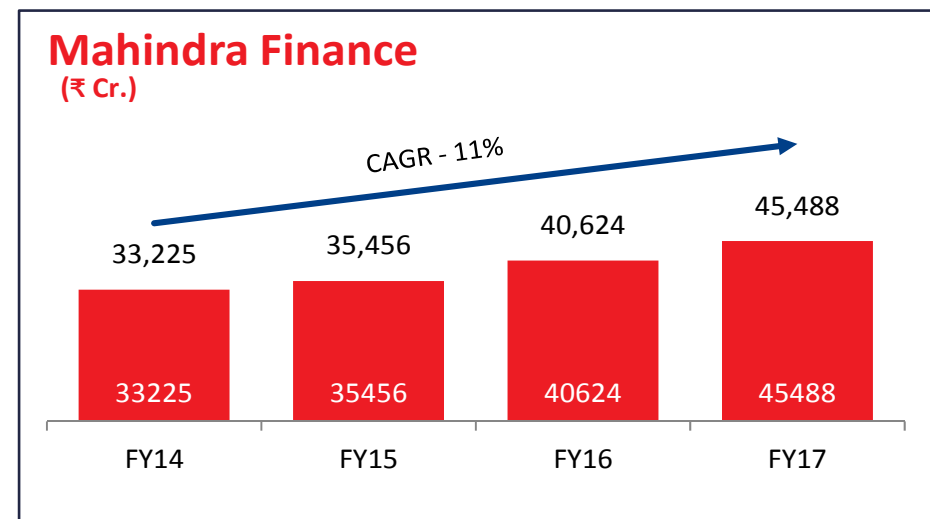
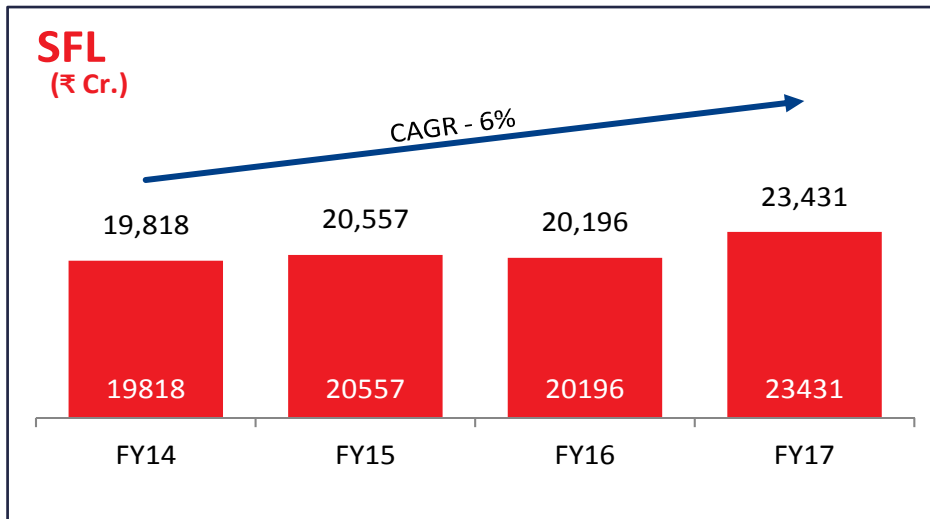
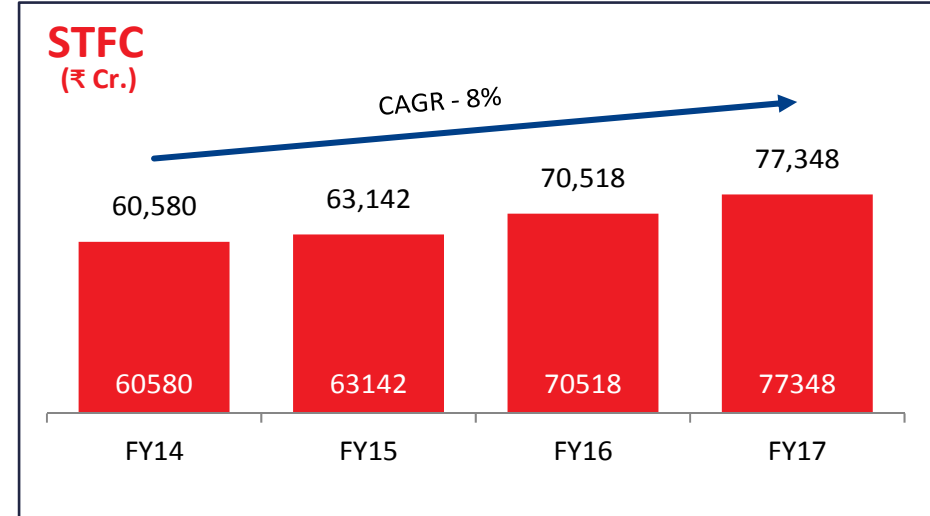
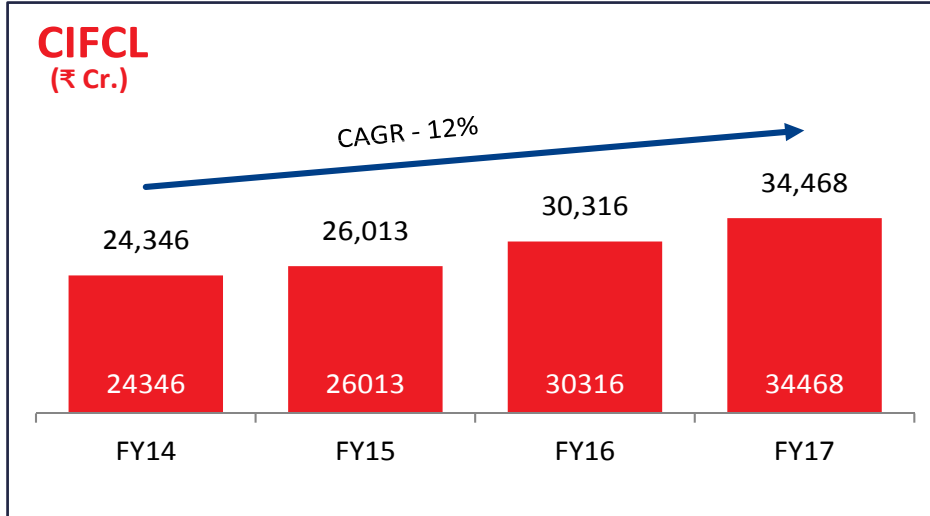
Key Highlights - Shareholders



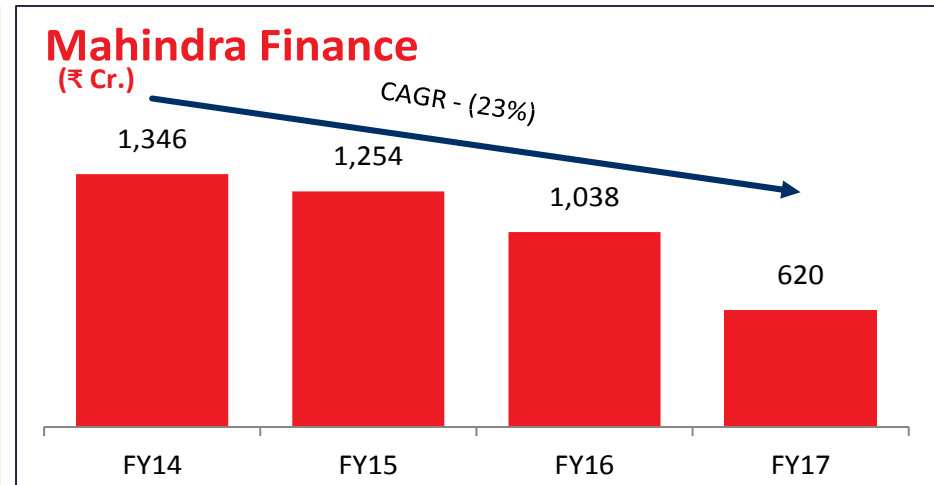
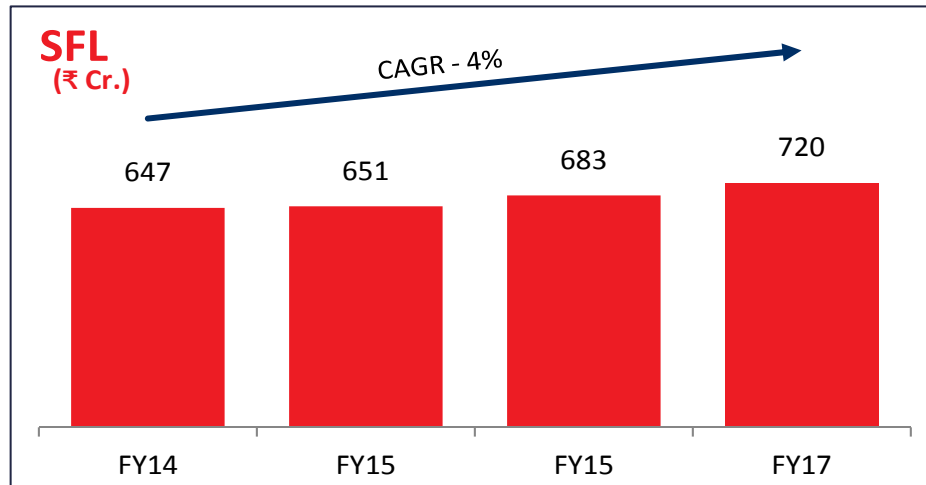
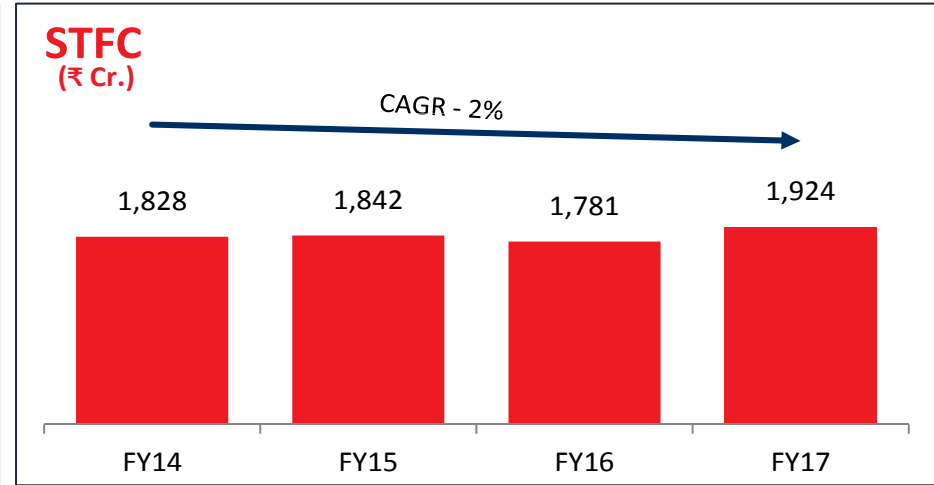
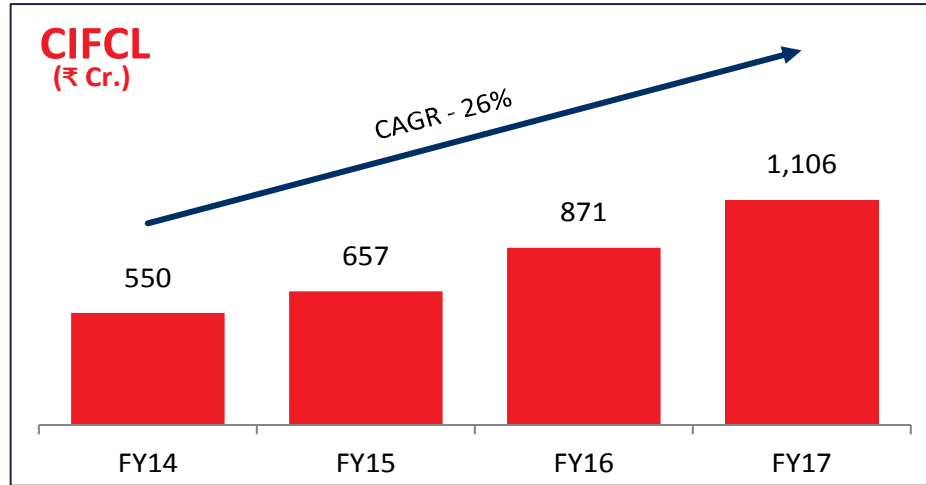
Peer Comparison - Disbursements



Peer Comparison - Managed Assets

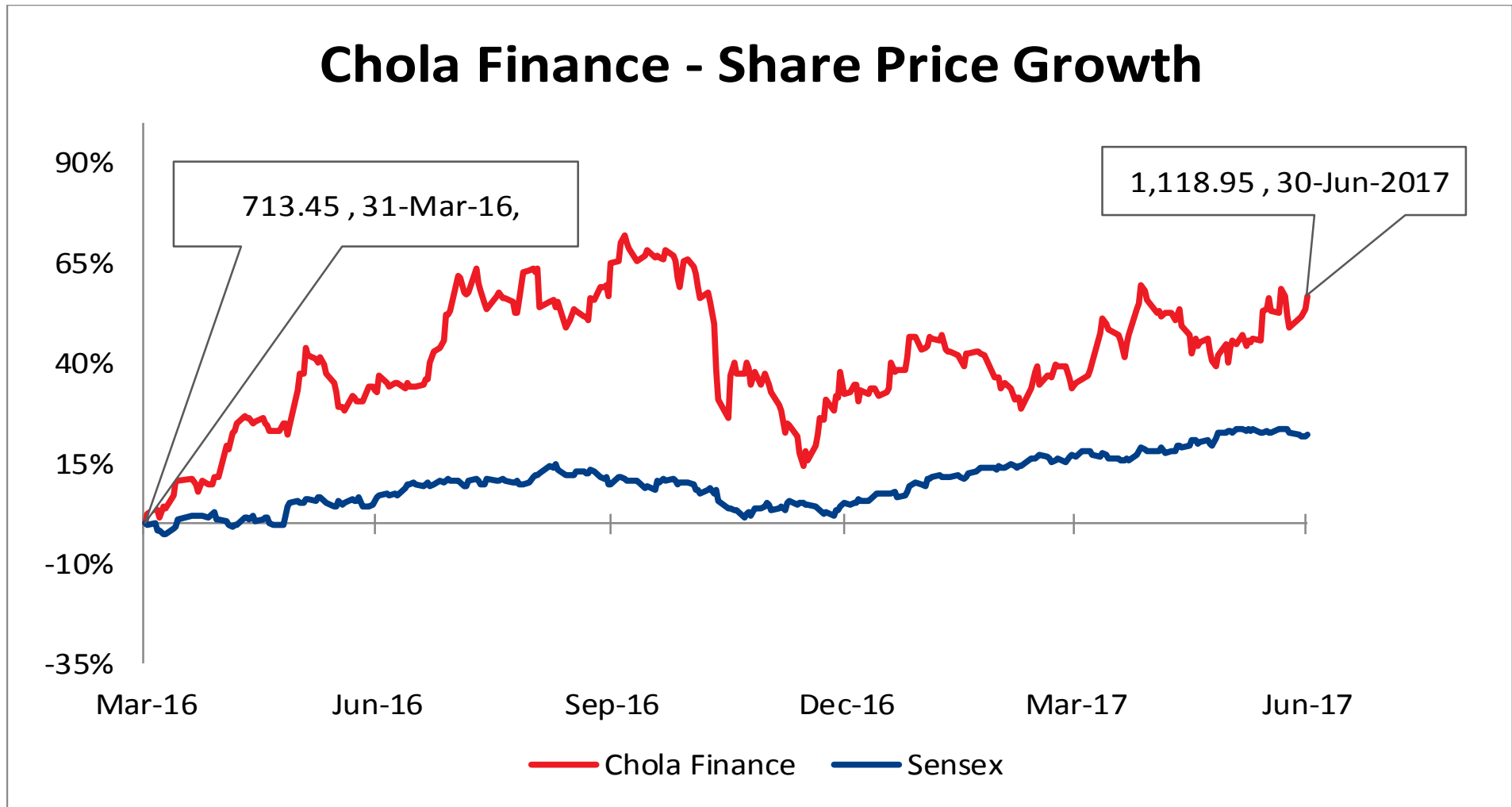


Peer Comparison - Profit Before Tax



Key Highlights - Shareholders

Chola Finance - Share Price Growth





Financial Results

Q1 FY17



Q1 Financial Results

Particulars	Q1 FY18	Q1 FY17	Growth
Disbursements in Cr.	4,852.98	4,560.78	6.4%
Profit Before Tax in Cr.	318.13	253.70	25.4%
Profit After Tax in Cr.	206.58	165.73	24.6%
ROTA-PBT / Avg Assets - %	4.4%	3.8%	15.2%
Capital Adequacy Ratio - %	19.4%	18.7%	
Investor Related Ratios:			
Earnings Per Share in Rs.	53.0	42.6	24.6%
Market Price Per Share in Rs.	1,118.95	946.20	18.3%
Market Capitalisation in Cr.	17,496	14,779	18.4%
Return on Equity - %	18.8%	17.8%	5.5%



Thank You

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