

Cholamandalam Investment and Finance Company Limited

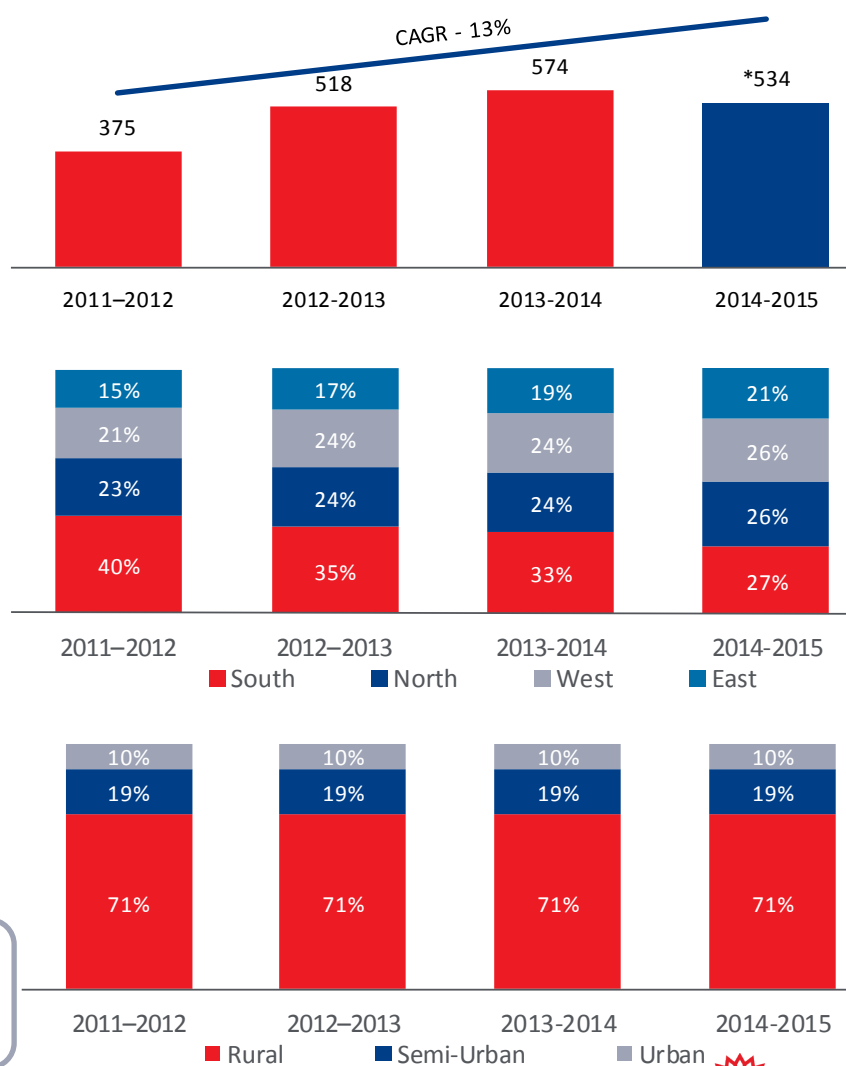
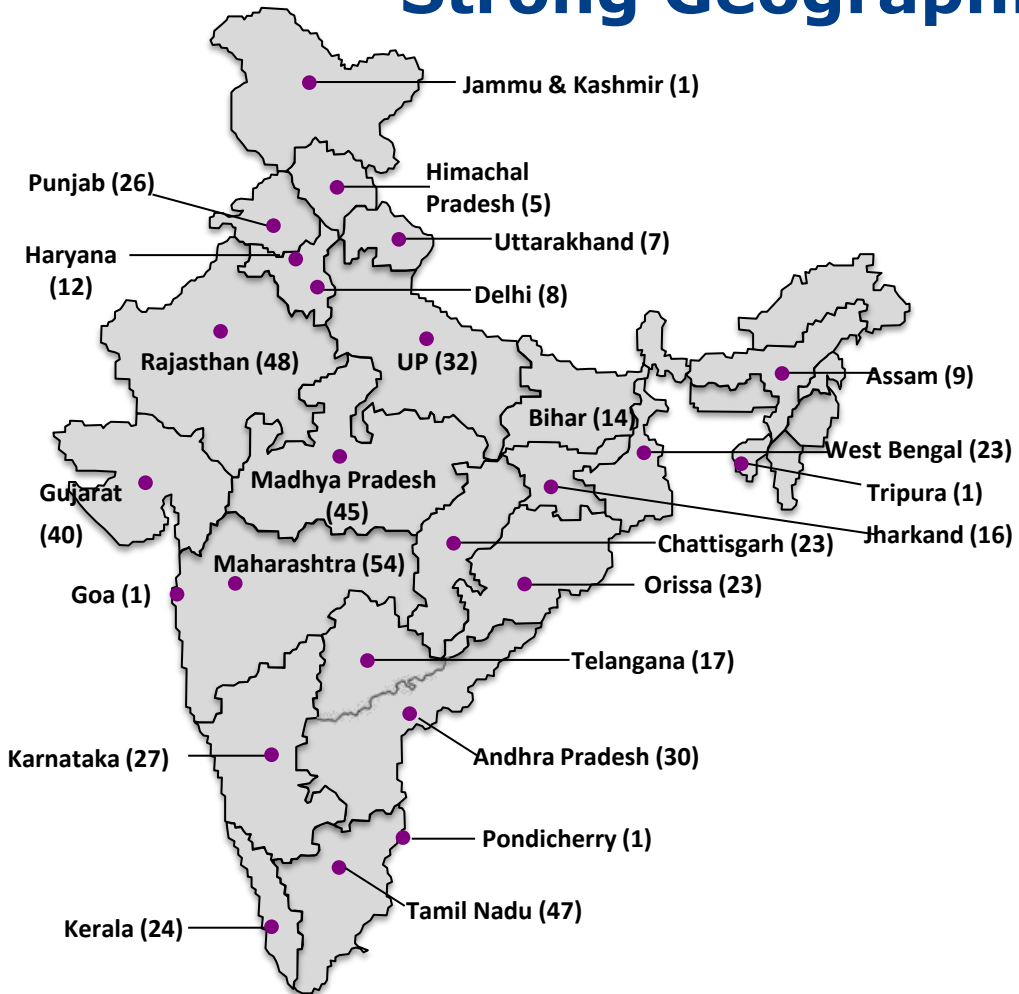
37th Annual General Meeting

31st July 2015

Key Highlights FY15

- Assets Under Management grew by 9% to Rs.25452 Cr. compared to Rs. 23253 Cr. as on March 14
- Disbursements were at Rs. 12808 Cr, compared to Rs. 13114 Cr. In the previous year – a marginal drop of 2%, given our cautious approach to lending
- Profit before tax has grown from Rs.550.2 Cr. to Rs.657.2 Cr. – Growth of 19%
- Raised capital amounting to Rs. 500 Cr as Compulsorily Convertible Preference Shares at Rs 407 per share
- Accelerated provisioning to 5 months overdue and accelerated standard asset provisioning @ 0.30%, one year ahead of RBI's mandate
- Retained Asset Financing Company (AFC) status as per RBI guidelines
- Capital Adequacy Ratio (CAR) stood at 21.24% as against regulatory requirement of 15%.
- India Ratings upgraded rating of sub debt from AA- to AA. In June 2015, CRISIL upgraded rating from AA- to AA.
- Dividend to Shareholders – 35%

Strong Geographical Presence



- 534 branches across 25 states/Union territories
- 90% locations are in Tier-II, Tier-III and Tier-IV towns
- Strong PAN India presence

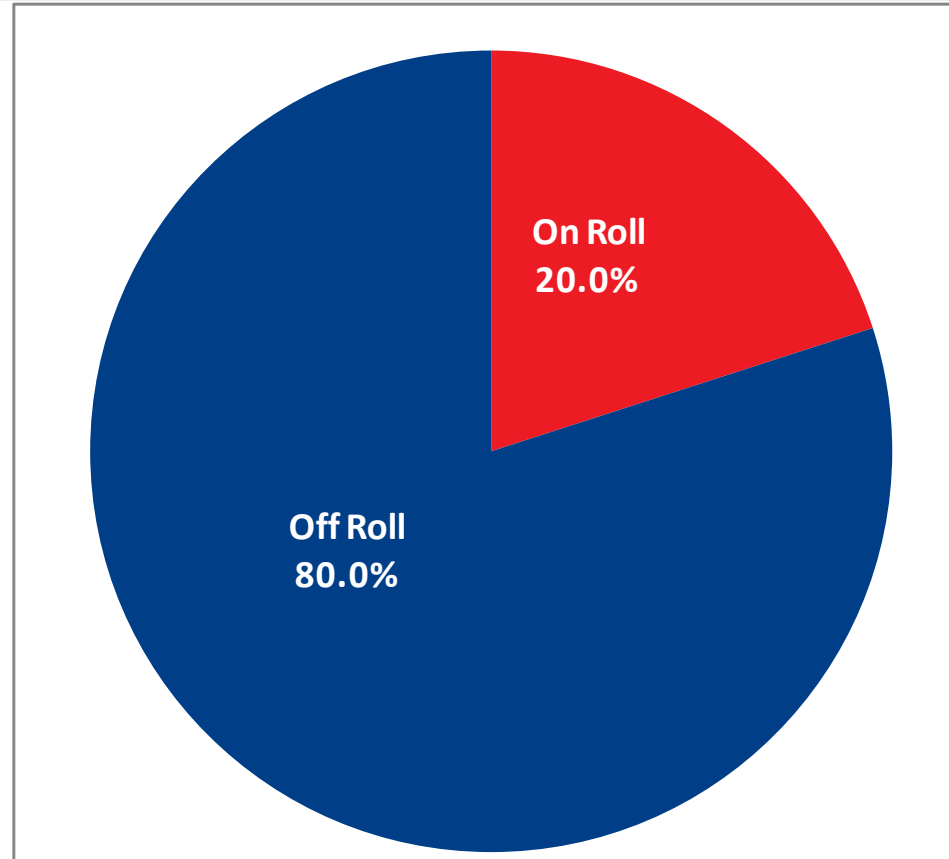


Note: Figures in brackets represents no. of branches as on 31st Mar, 2015. * 45 Gold loan branches have been closed in FY15.

Human Resources

Employee Strength of Chola

as on 31st March 2015 - (13090) *

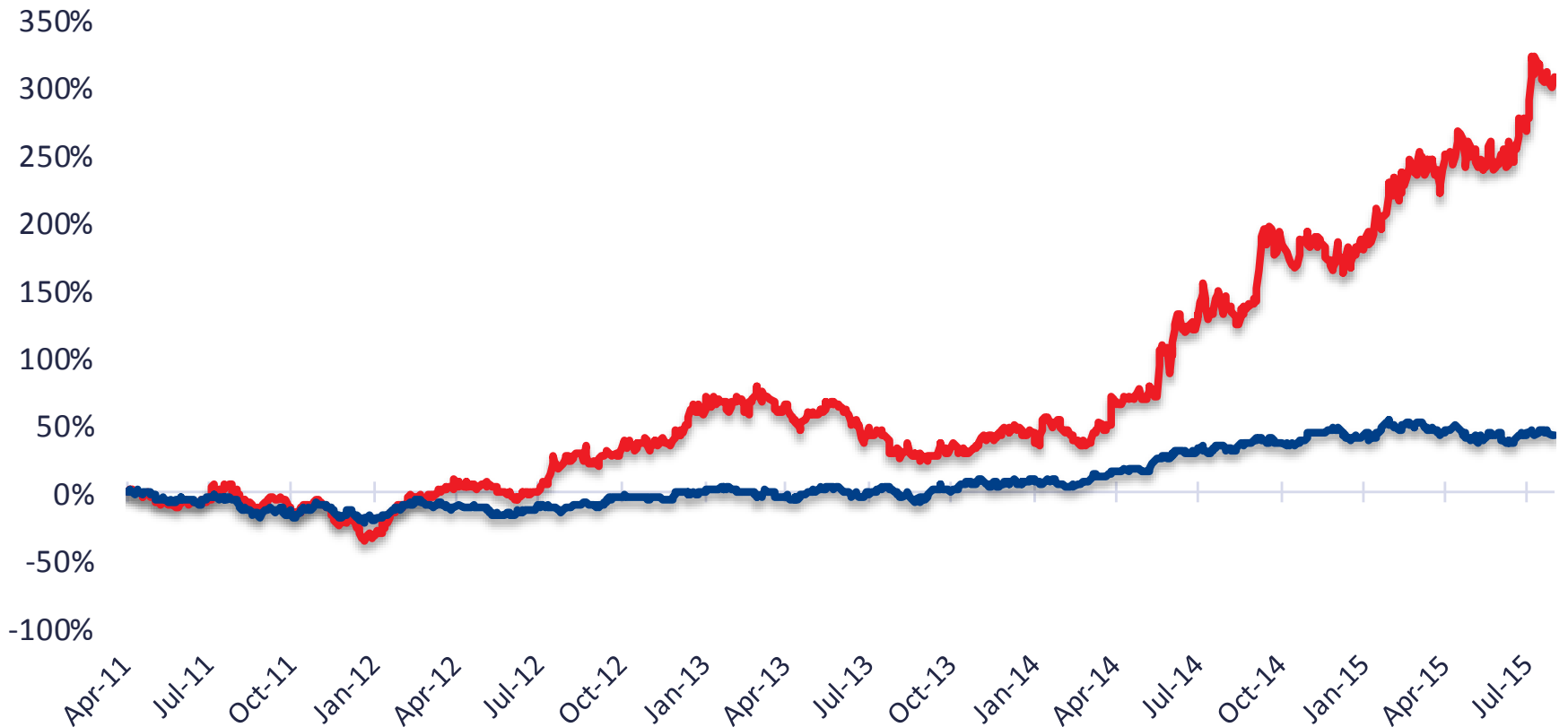


We have 2621 on roll employees which includes 236 professionals (CA,CS, ICWA, Lawyers and engineers) and 496 MBAs

* Access to 13000 + trained manpower directly and indirectly

Key Highlights - Shareholders

Chola Finance - Share Price Growth

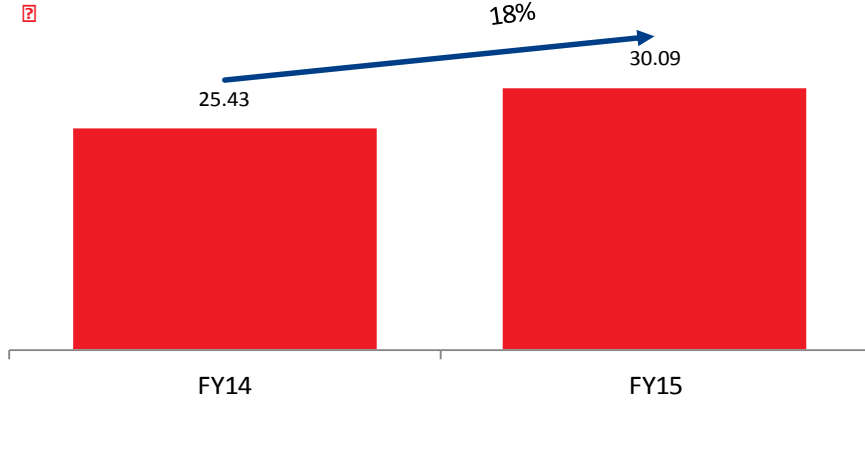


Note: Rebased to 100 from Apr-11

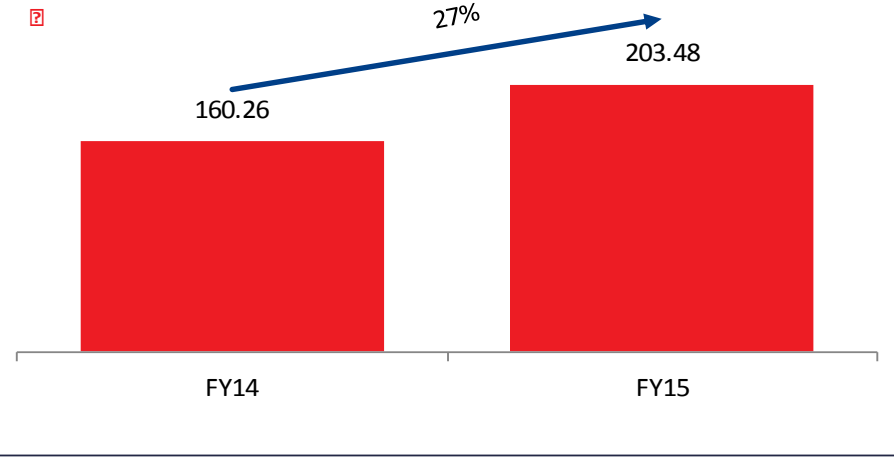
— Chola Finance — Sensex

Key Highlights - Shareholders

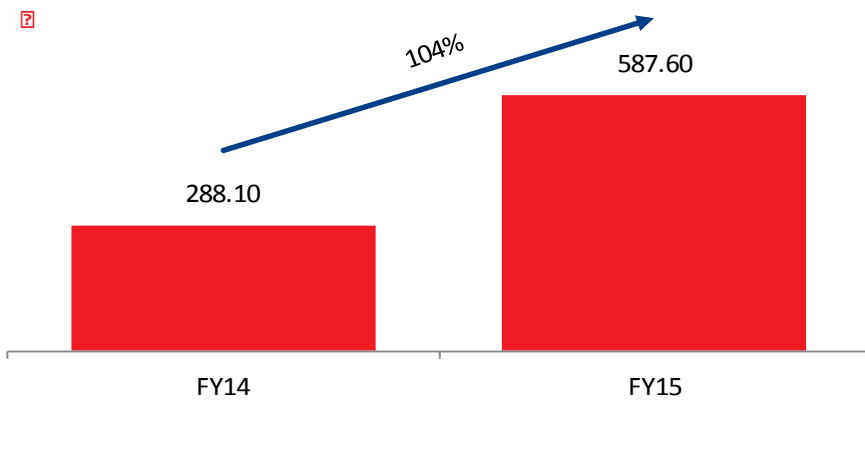
Earnings Per Share



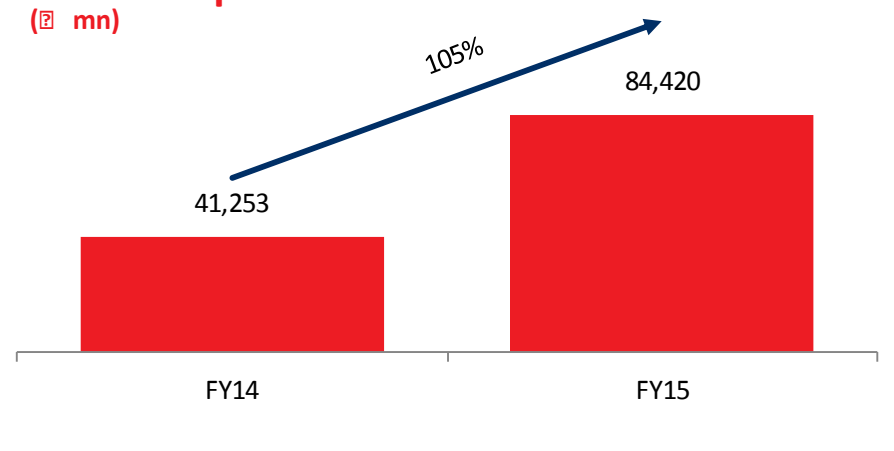
Book Value Per Share



Market Price Per Share



Market Capitalization



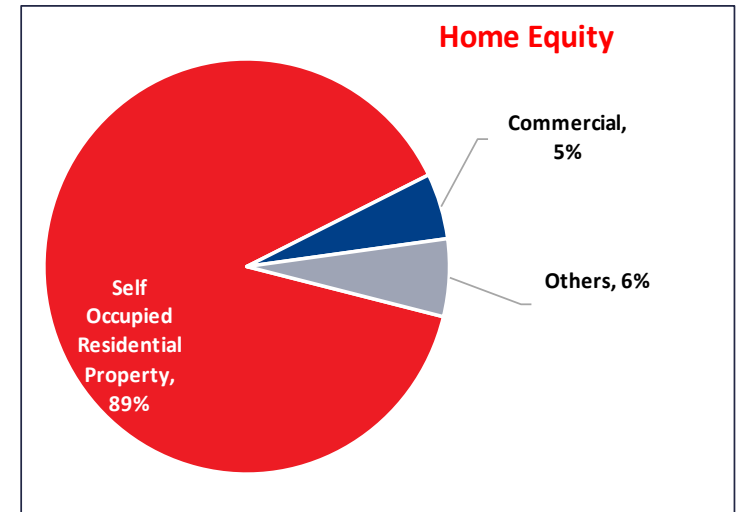
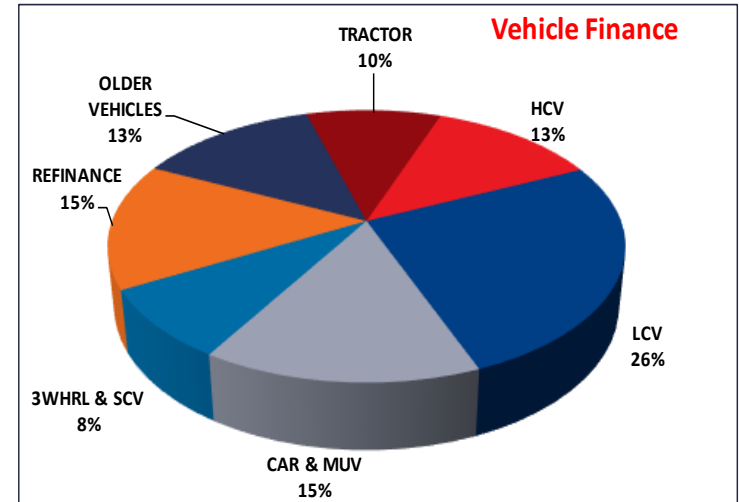
Corporate Overview

Business Segments Overview

AUM * (₹ mn)	FY12	FY13	FY14	FY15	YoY Growth
Vehicle Finance					
On Book	88,621	1,19,907	1,41,787	1,49,215	5%
Assigned	9,854	23,778	28,857	27,171	-6%
Managed Assets	98,475	1,43,685	1,70,645	1,76,386	3%
<i>% of Total</i>	<i>73%</i>	<i>76%</i>	<i>73%</i>	<i>69%</i>	
Home Equity					
On Book	28,479	41,861	46,588	64,487	38%
Assigned	2,353	1,508	12,016	8,312	-31%
Managed Assets	30,832	43,369	58,604	72,799	24%
<i>% of Total</i>	<i>23%</i>	<i>23%</i>	<i>25%</i>	<i>29%</i>	
Others					
On Book	5,393	2,927	3,285	5,340	63%
Assigned	-	-	-	-	0%
Managed Assets	5,393	2,927	3,285	5,340	63%
<i>% of Total</i>	<i>4%</i>	<i>1%</i>	<i>2%</i>	<i>2%</i>	
Total					
On Book	1,22,492	1,64,695	1,91,661	2,19,043	14%
Assigned	12,208	25,287	40,874	35,482	-13%
Managed Assets	1,34,700	1,89,981	2,32,534	2,54,525	9%

* Assets are net of provisions.

Portfolio Breakup

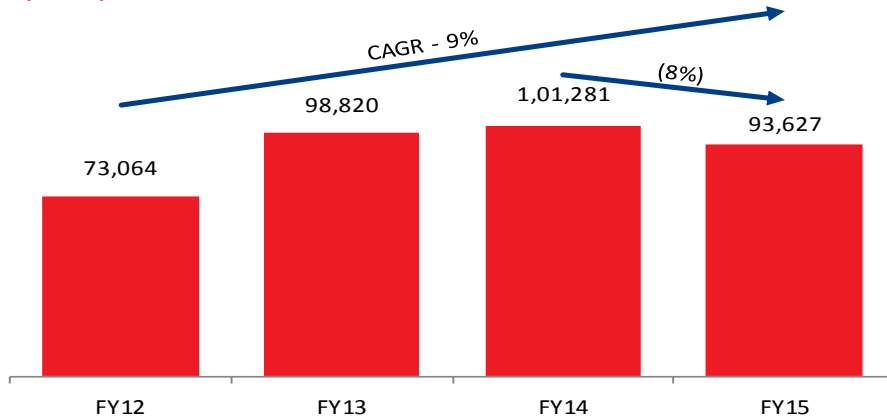


Vehicle Finance - Financial Summary

Maintaining a healthy growth in income and AUM while coping with a sustained slowdown in the CV segment

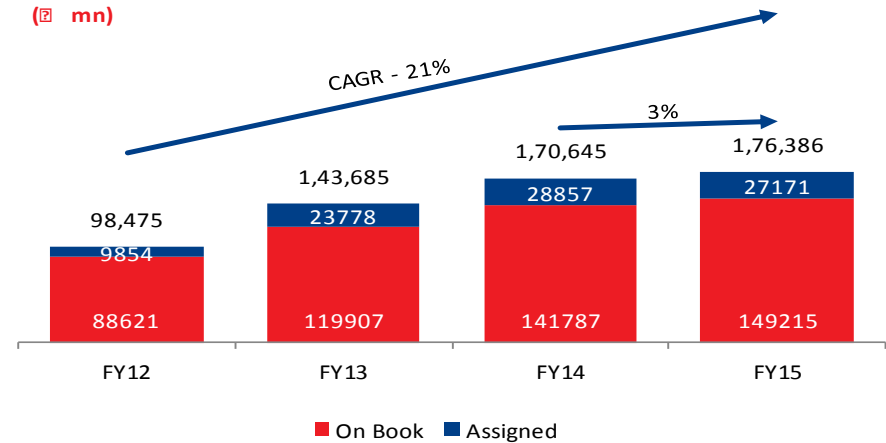
Disbursements

(₹ mn)



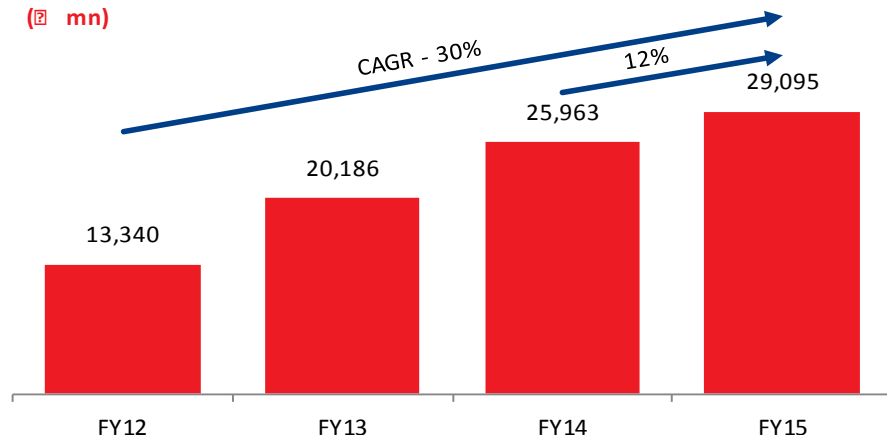
Assets Under Management

(₹ mn)



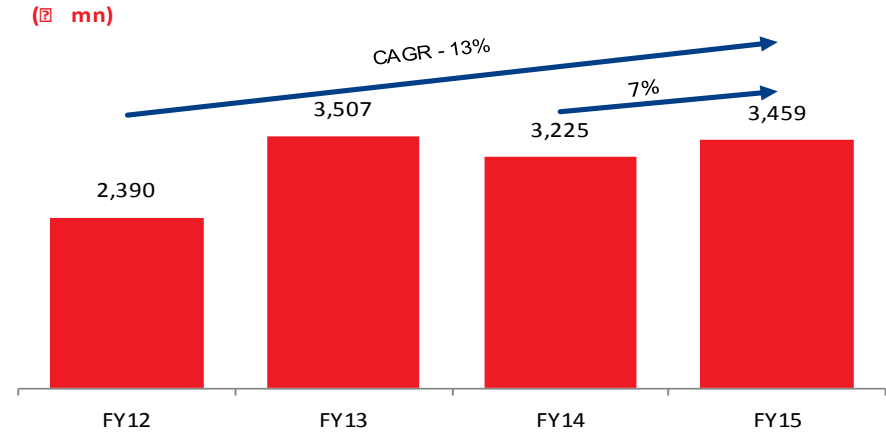
Income

(₹ mn)



Profit Before Tax

(₹ mn)

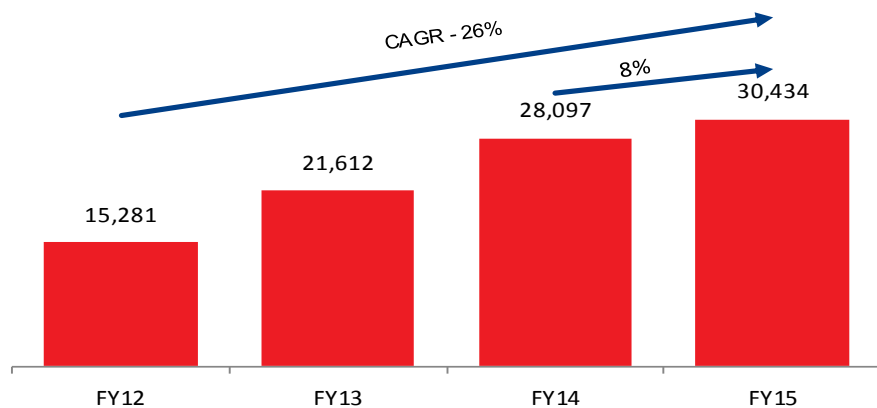


Note: Income & PBT for FY15 are after considering accelerated provisioning of 5 months overdue and accelerated standard asset provisioning @ 0.30%
AUM is Net of provisions.

Home Equity - Financial Summary

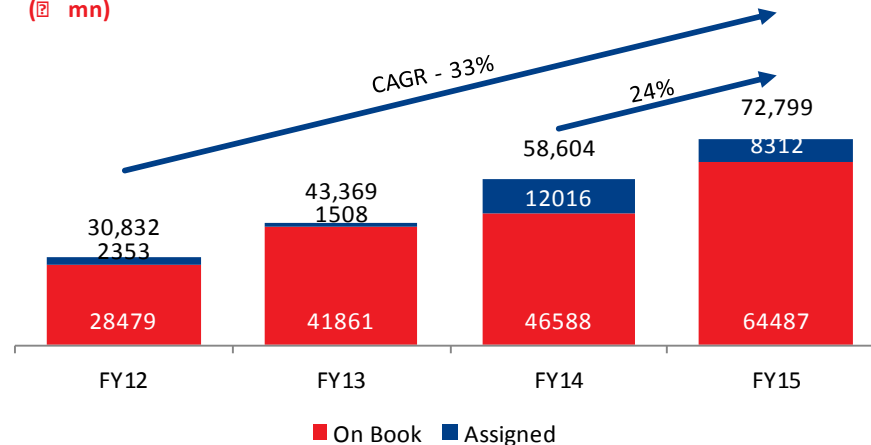
Disbursements

(₹ mn)



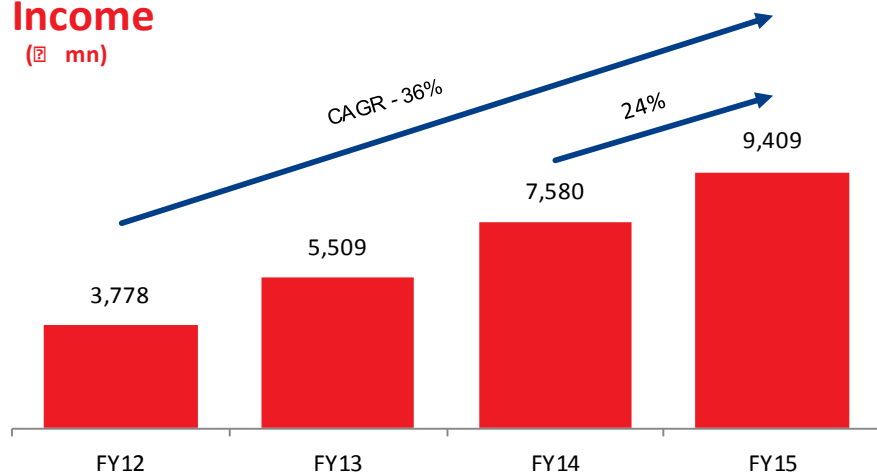
Assets Under Management

(₹ mn)



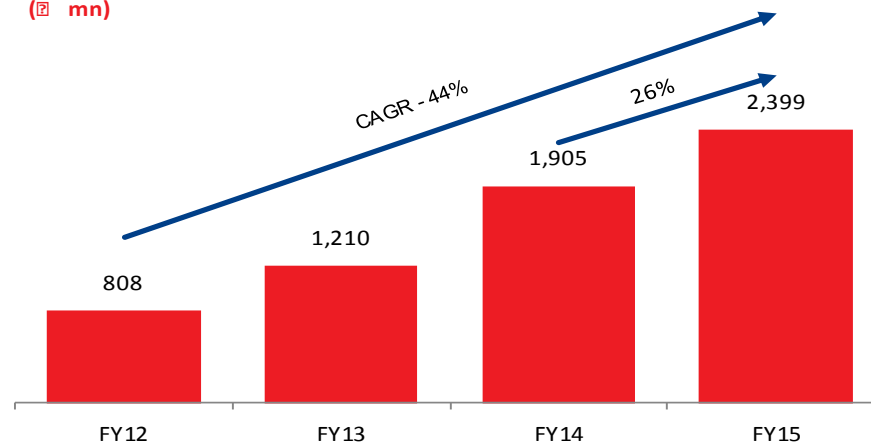
Income

(₹ mn)



Profit Before Tax

(₹ mn)



Consolidated Financials

Rs in Cr

Profit & Loss Account	Mar-15	Mar-14	Growth%
Income	3,715	3,280	13.3%
Finance Costs	(1,958)	(1,769)	10.7%
Operating Expenses	(1,091)	(957)	14.1%
Profit Before Exceptional Items	666	554	20.2%
Exceptional Items	-	-	0.0%
Profit Before Tax	666	554	20.2%
Taxes	(222)	(186)	19.3%
Profit After Tax	444	368	20.6%

Balance Sheet	Mar-15	Mar-14	Growth%
Business Assets	22,184	19,428	14.2%
Other Assets	1,684	2,116	-20.4%
Total	23,868	21,544	10.8%
Networth	3,174	2,304	37.8%
Borrowings	19,450	18,075	7.6%
Other Liabilities	1,243	1,165	6.7%
Total	23,868	21,544	10.8%



Financial Results

Q1 FY16

Q1 Financial Results

Particulars	Q1 FY16	Q1 FY15	Growth
Disbursements in Cr.	3,507.52	3,188.39	10.0%
Profit Before Tax in Cr.	170.52	141.03	20.9%
Profit After Tax in Cr.	110.25	93.10	18.4%
ROTA-PBT / Avg Assets - %	2.9%	2.7%	7.2%
Capital Adequacy Ratio - %	20.6%	18.1%	
Investor Related Ratios:			
Earnings Per Share in Rs.	30.4	26.1	16.8%
Market Price Per Share in Rs.	631.65	387.05	63.2%
Market Capitalisation in Cr.	9,080	5,549	63.6%
Return on Equity - %	13.7%	16.0%	-14.3%

Drop in RoE on account of capital infusion of Rs. 500 Cr in Sep-14



Thank You

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