

Cholamandalam Investment and Finance Company Limited

38th Annual General Meeting

29th July 2016

Key Highlights FY16

- Assets Under Management grew by 16% to Rs.29650 Cr. from Rs. 25452 Cr. as on March 15
- Disbursements were at Rs. 16380 Cr, compared to Rs. 12808 Cr. in the previous year – Growth of 28%
- Profit before tax has grown to Rs.870.77 Cr. from Rs.657.22 Cr. – Growth of 32%
- Accelerated provisioning to 4 months overdue and accelerated standard asset provisioning @ 0.35%, one year ahead of RBI's mandate.
- An one-time additional provision created for Rs 54.80 Cr. against the standard assets.
- Asset Financing Company (AFC) status has been retained as per RBI guidelines.
- Capital Adequacy Ratio (CAR) stood at 19.68% as against regulatory requirement of 15%.
- CRISIL Ratings upgraded rating of sub debt from AA-/Positive to AA/Stable
- Dividend to Shareholders – 45%

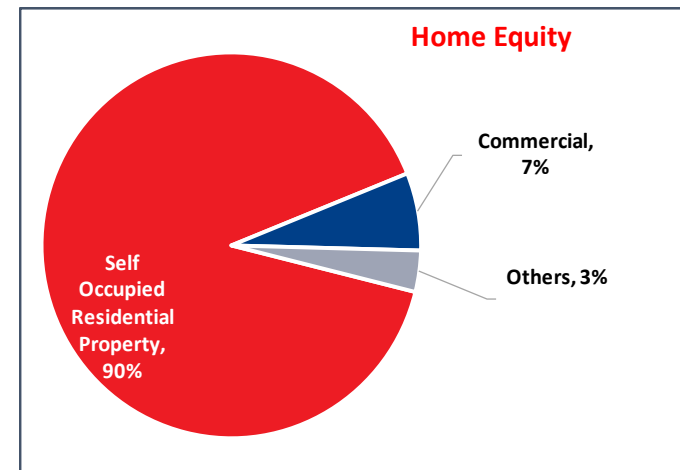
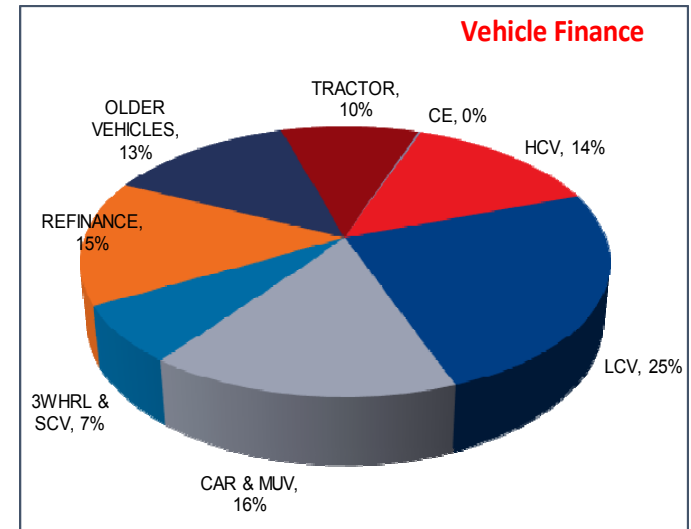
Corporate Overview

Business Segments Overview

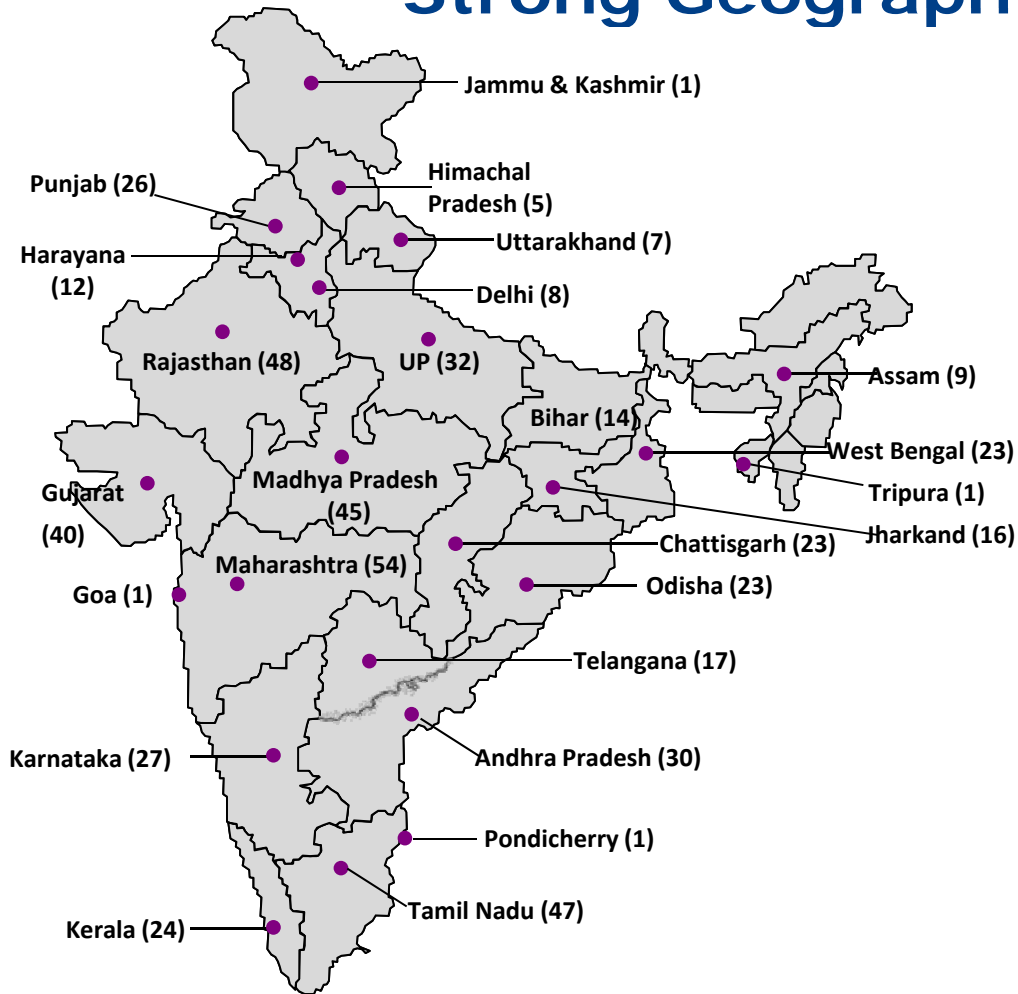
AUM * (₹ Cr.)	FY13	FY14	FY15	FY16	YoY Growth
Vehicle Finance					
On Book	11,991	14,179	14,922	17,914	20%
Assigned	2,378	2,886	2,717	2,186	-20%
Managed Assets	14,369	17,064	17,639	20,100	14%
<i>% of Total</i>	<i>76%</i>	<i>73%</i>	<i>69%</i>	<i>68%</i>	
Home Equity					
On Book	4,186	4,659	6,449	6,873	7%
Assigned	151	1,202	831	1,978	138%
Managed Assets	4,337	5,860	7,280	8,852	22%
<i>% of Total</i>	<i>23%</i>	<i>25%</i>	<i>29%</i>	<i>30%</i>	
Others					
On Book	293	329	534	698	31%
Assigned	0	-	-	-	0%
Managed Assets	293	329	534	698	31%
<i>% of Total</i>	<i>2%</i>	<i>1%</i>	<i>2%</i>	<i>2%</i>	
Total					
On Book	16,469	19,166	21,904	25,486	16%
Assigned	2,529	4,087	3,548	4,164	17%
Managed Assets	18,998	23,253	25,452	29,650	16%

* Assets are net of provisions.

Portfolio Breakup

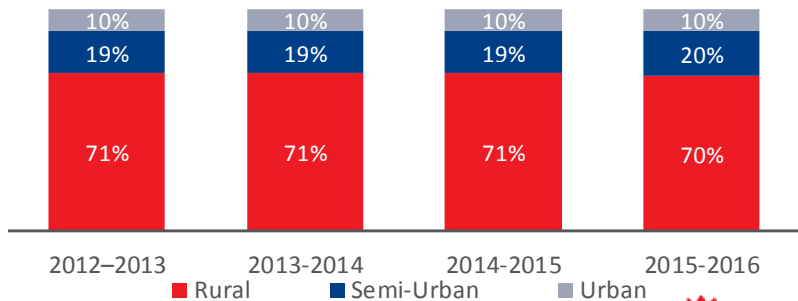
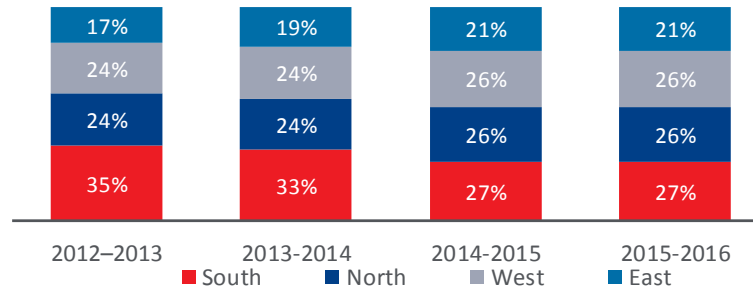
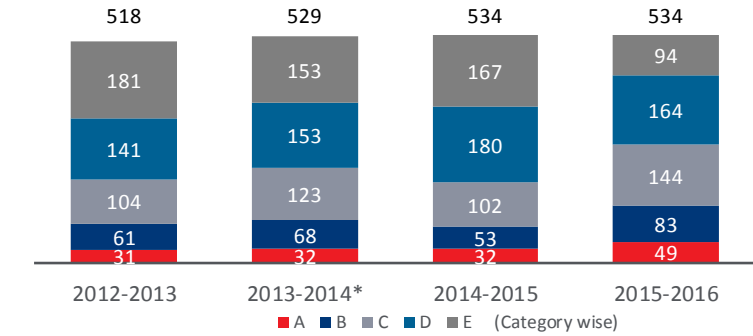


Strong Geographical Presence



- 534 branches across 25 states/Union territories: 529 VF and 92 HE (87 co-located with VF & HE).
- 90% locations are in Tier-II, Tier-III and Tier-IV towns
- Strong Pan India presence

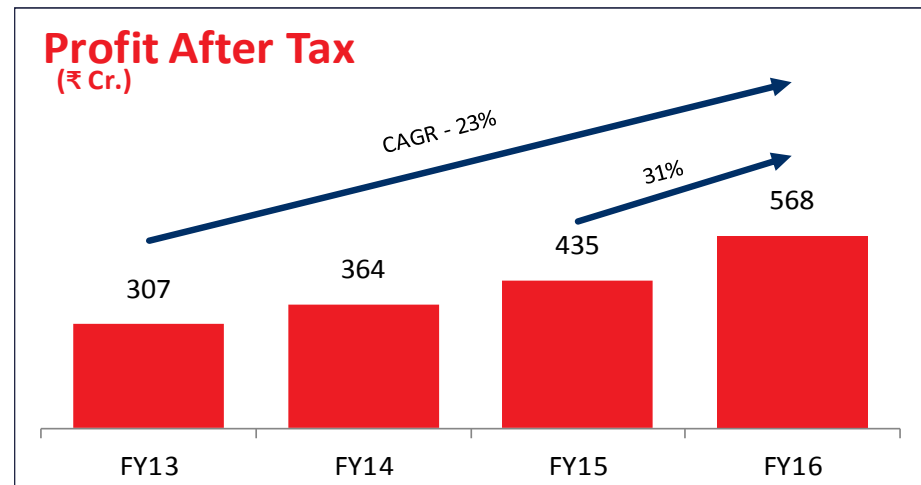
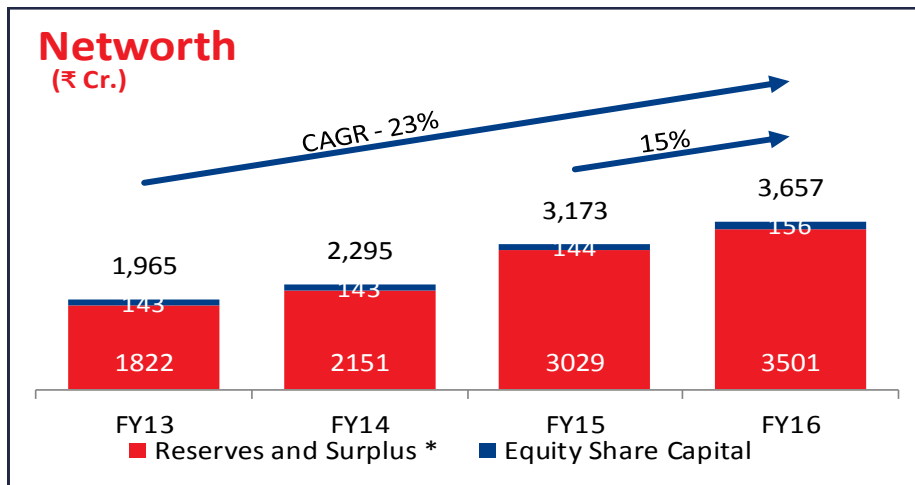
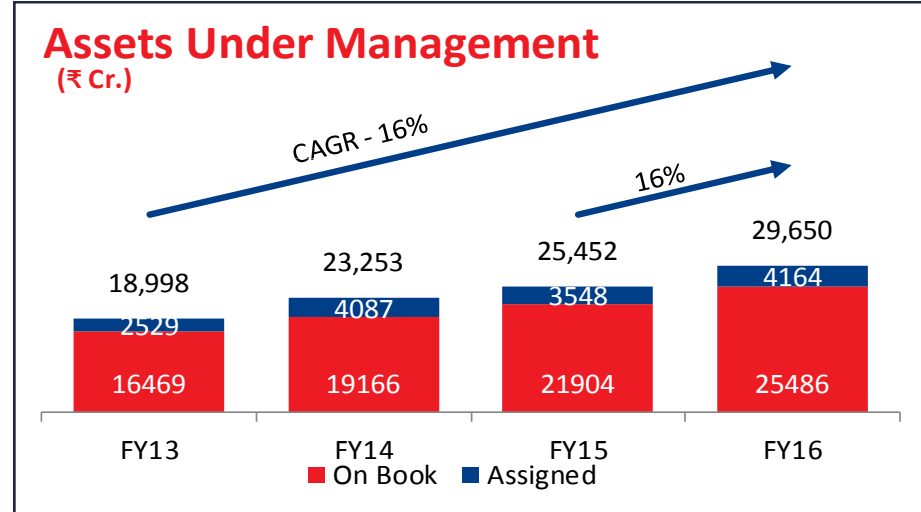
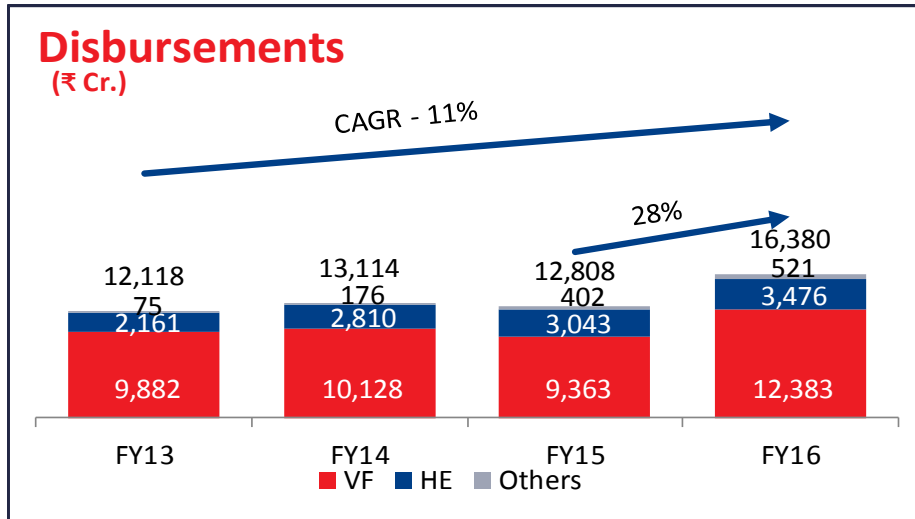
Branch Network



Note: Figures in brackets represents no. of branches as on 31st Mar, 2016.

* 45 Gold loan branches not considered in FY 2014.

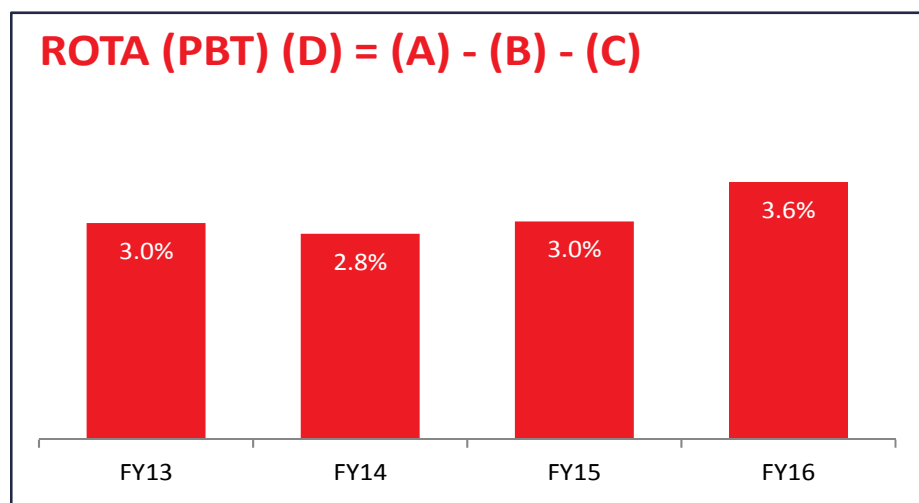
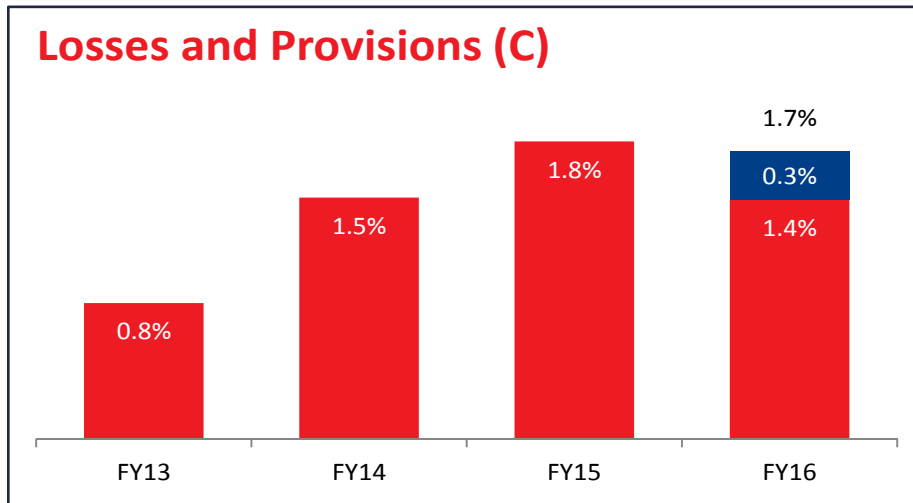
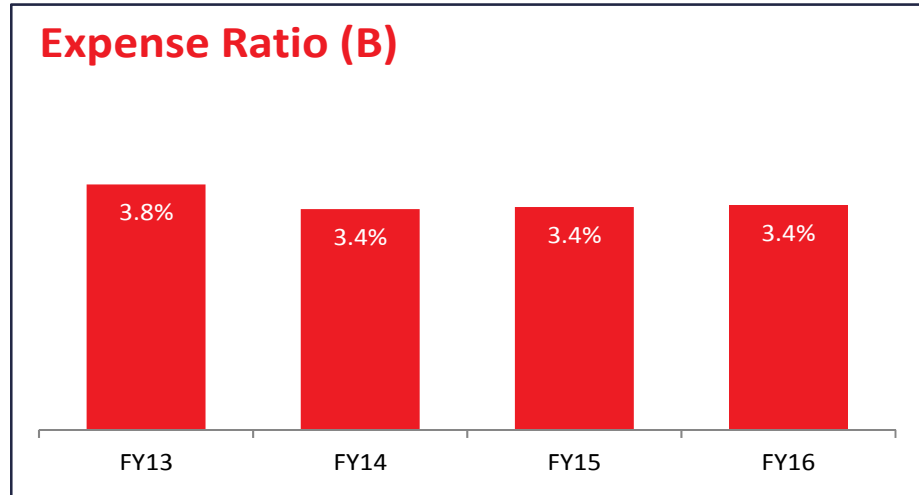
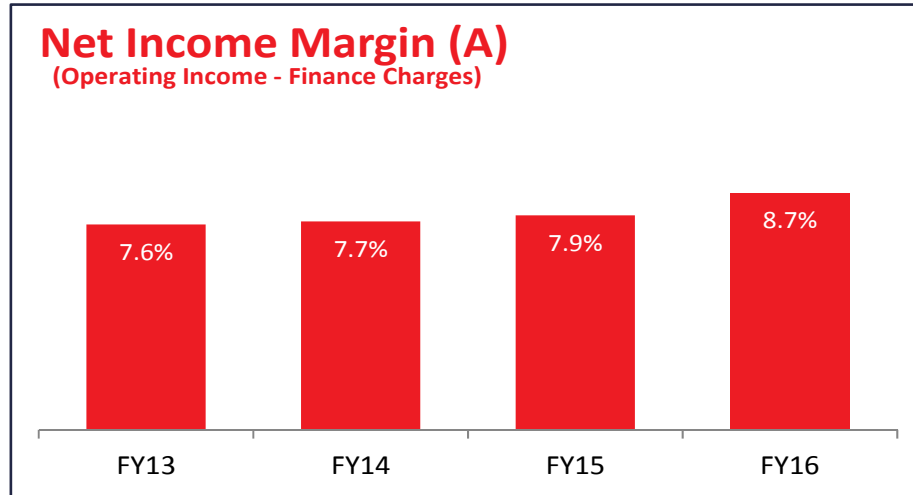
Chola - Financial Summary



Note: PAT is after considering accelerated provisioning as follows:


	FY15	FY16
• Provision for Loan Loss -	5 months+	4 months+
• Standard Asset Provision -	0.30%	0.35%
• Accelerated Provision -	-	54 Cr.

Chola - Financial Summary (Cont'd)



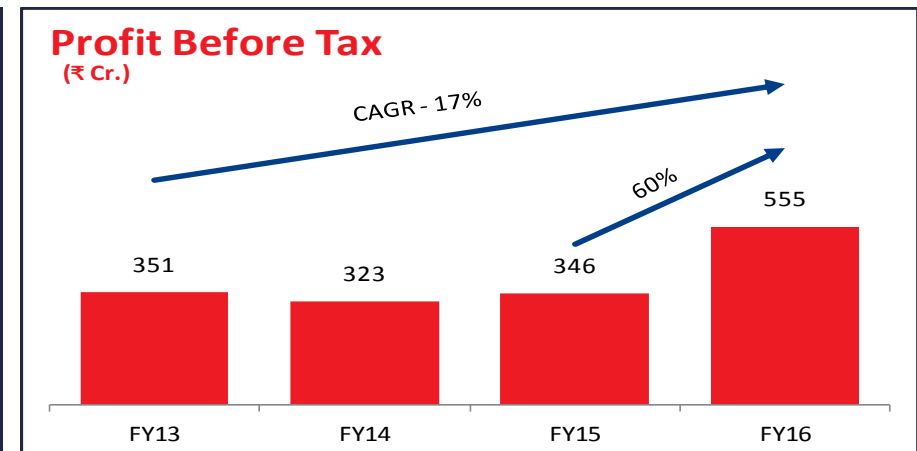
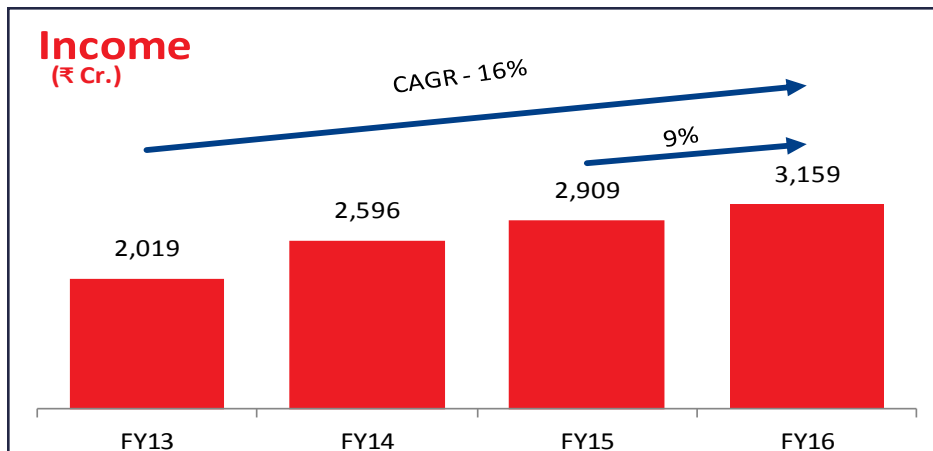
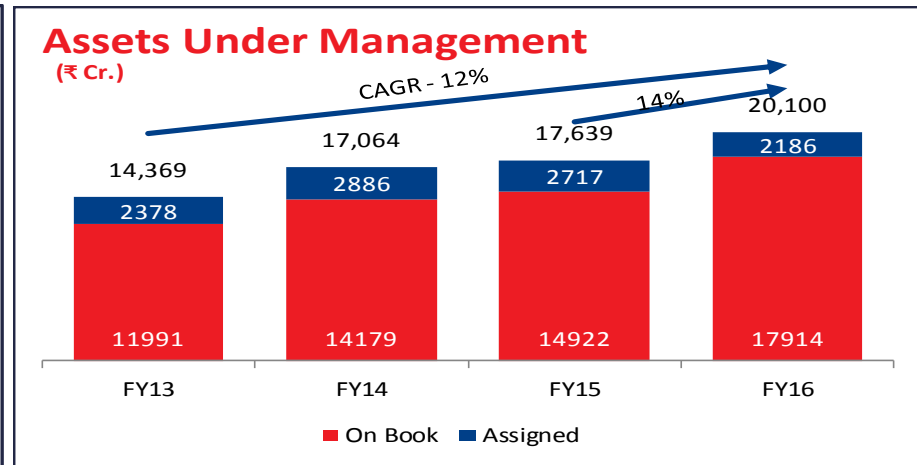
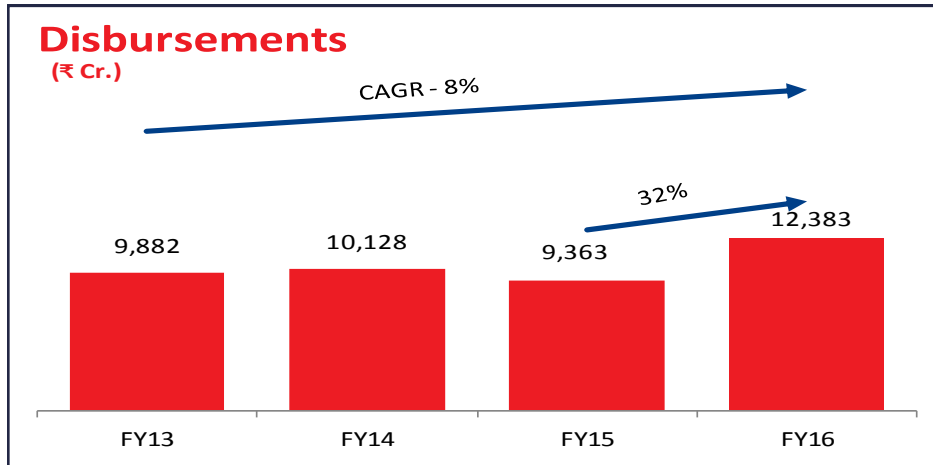
Note: Losses & Provisions & ROTA are after considering accelerated provisioning as follows:

	FY15	FY16
• Provision for Loan Loss -	5 months+	4 months+
• Standard Asset Provision -	0.30%	0.35%
• Accelerated Provision -	-	54 Cr.

 Indicates Accelerated NPA Provision for less than 5 months overdue & incremental Standard assets Provision (>0.3%)

Vehicle Finance - Financial Summary

Maintaining a healthy growth in Disbursement and PBT while coping with a sustained slowdown in the SCV segment

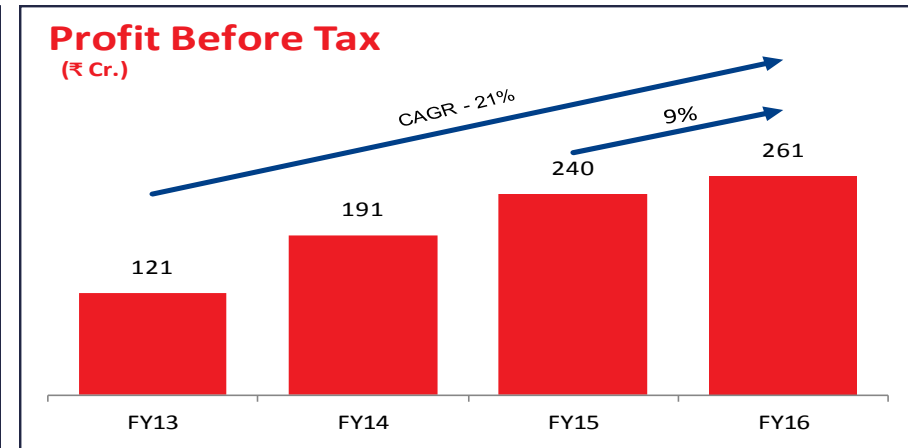
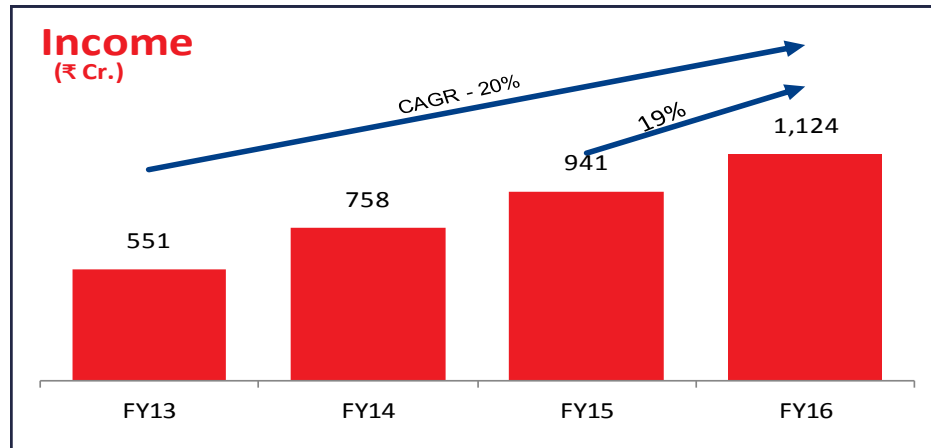
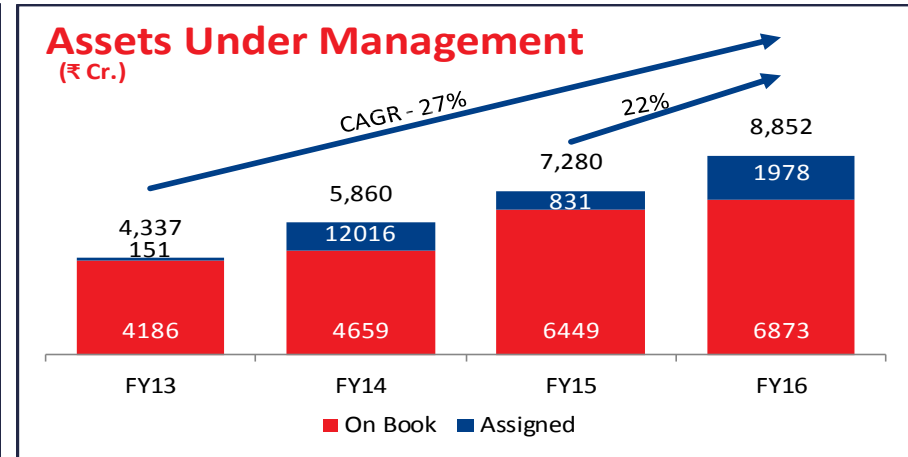
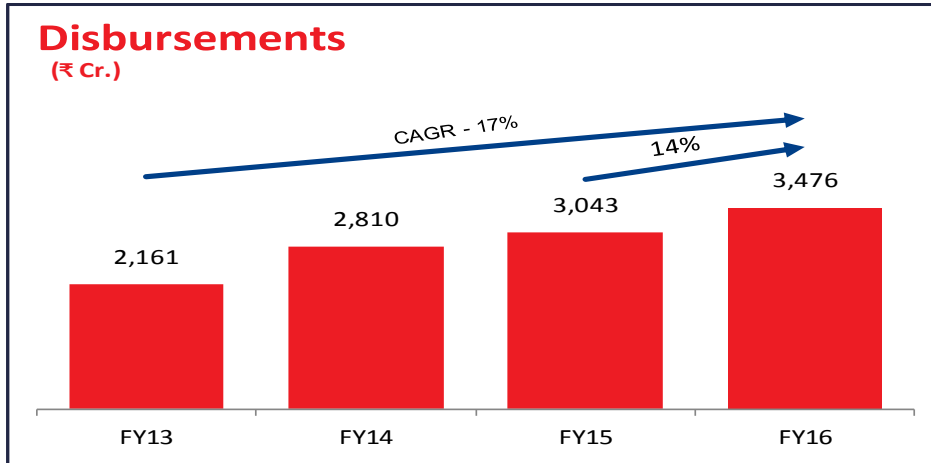


Note: PBT is after considering accelerated provisioning as follows:

	FY15	FY16
• Provision for Loan Loss -	5 months+	4 months+
• Standard Asset Provision -	0.30%	0.35%

AUM is Net of provisions.

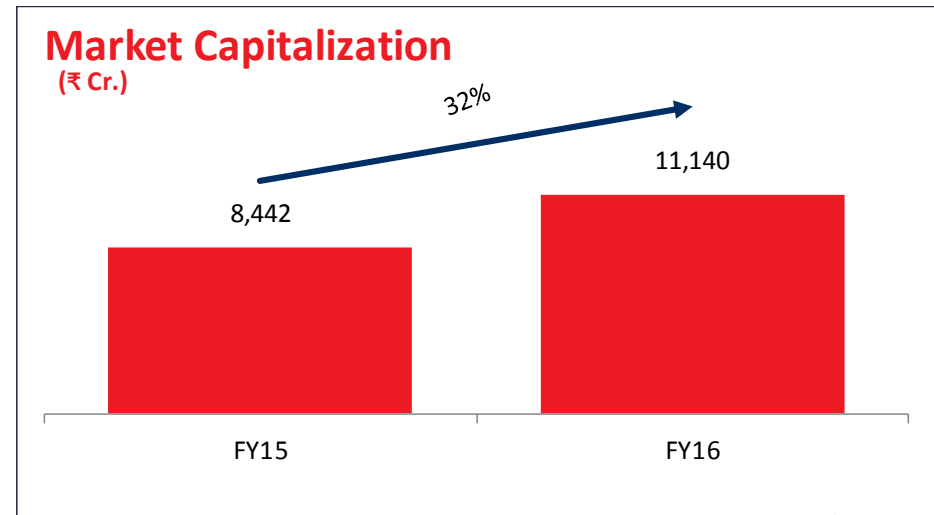
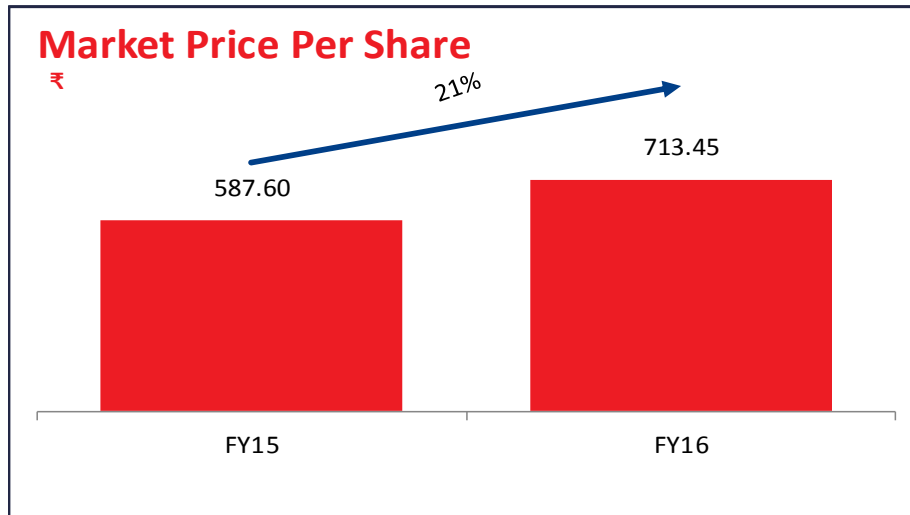
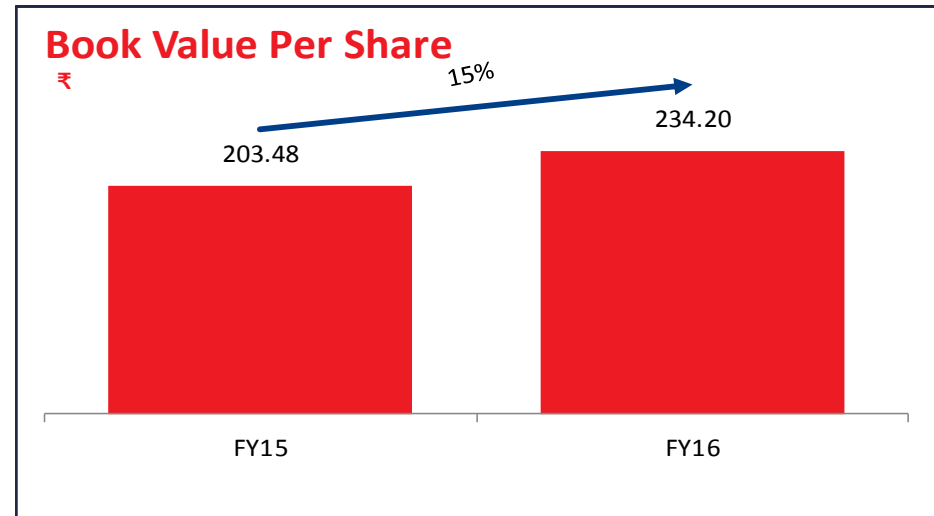
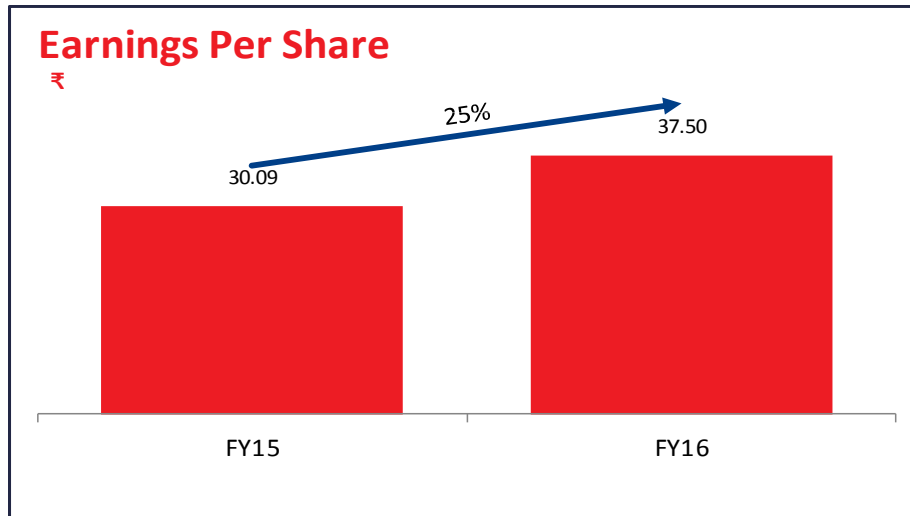
Home Equity - Financial Summary



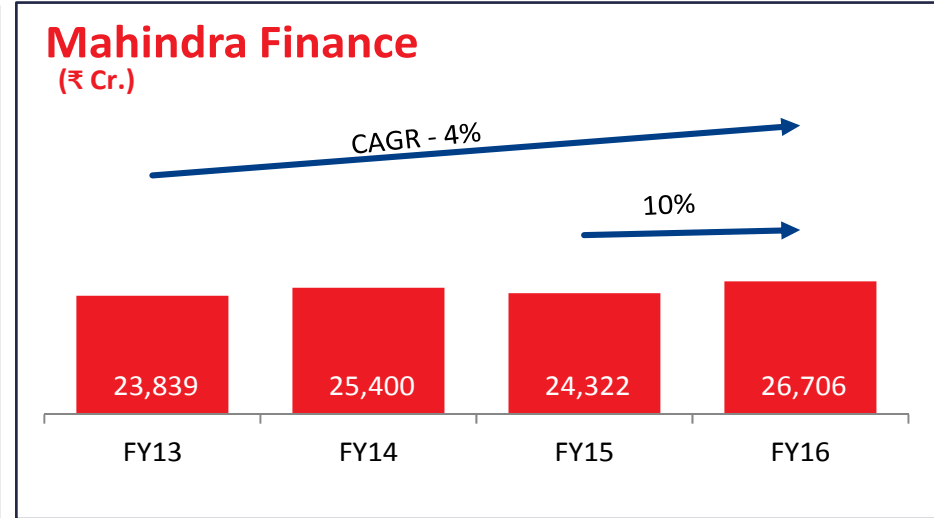
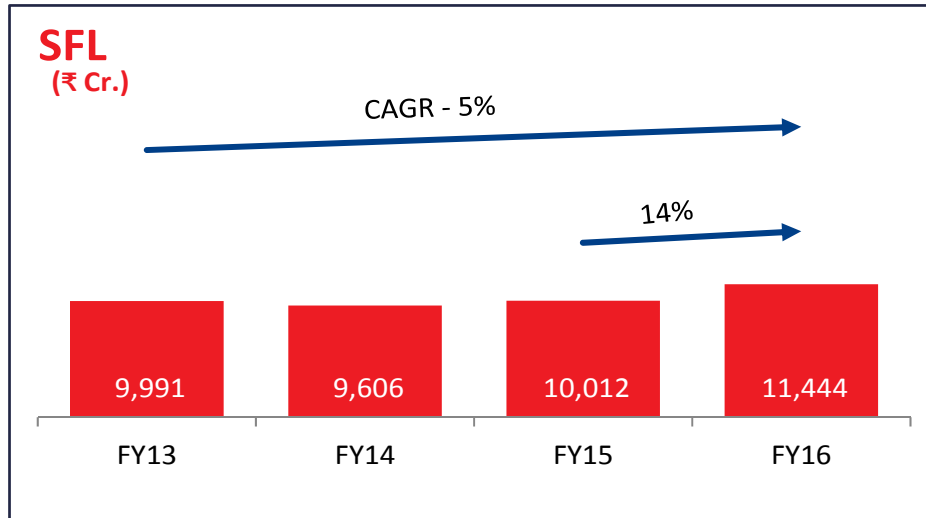
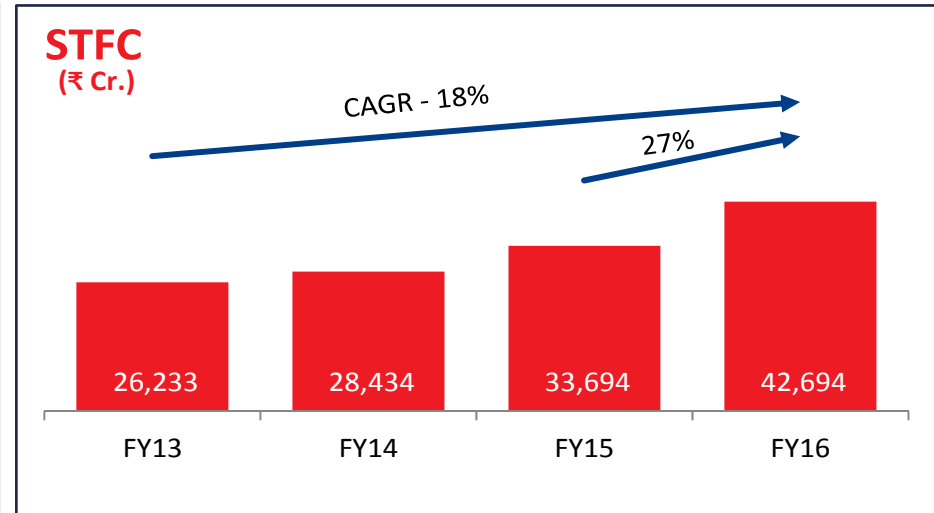
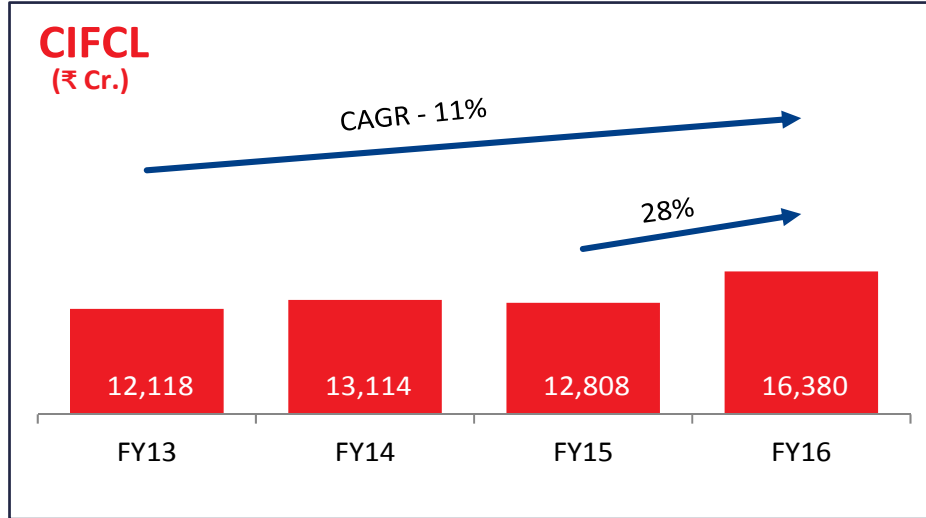
Note: PBT is after considering accelerated provisioning as follows:

- | | | |
|------------------------------|-------------|-------------|
| | <u>FY15</u> | <u>FY16</u> |
| • Provision for Loan Loss - | 5 months+ | 4 months+ |
| • Standard Asset Provision - | 0.30% | 0.35% |

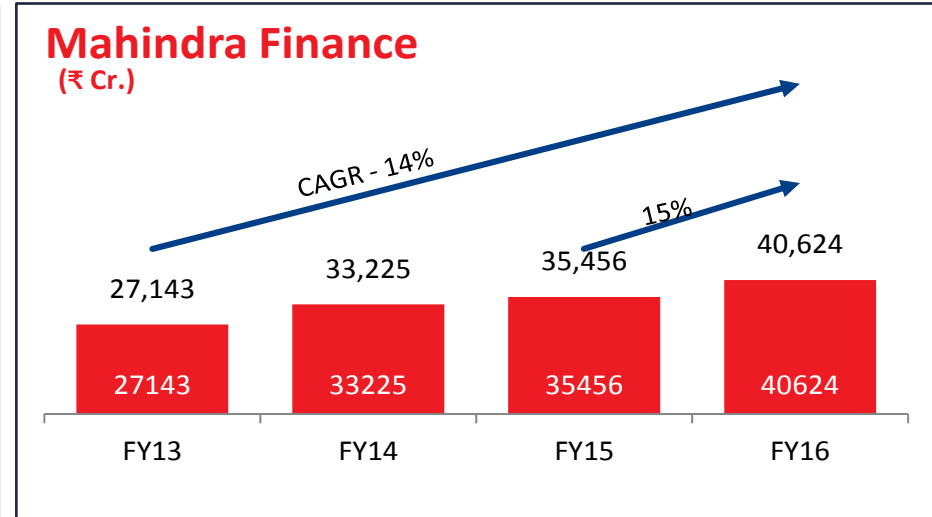
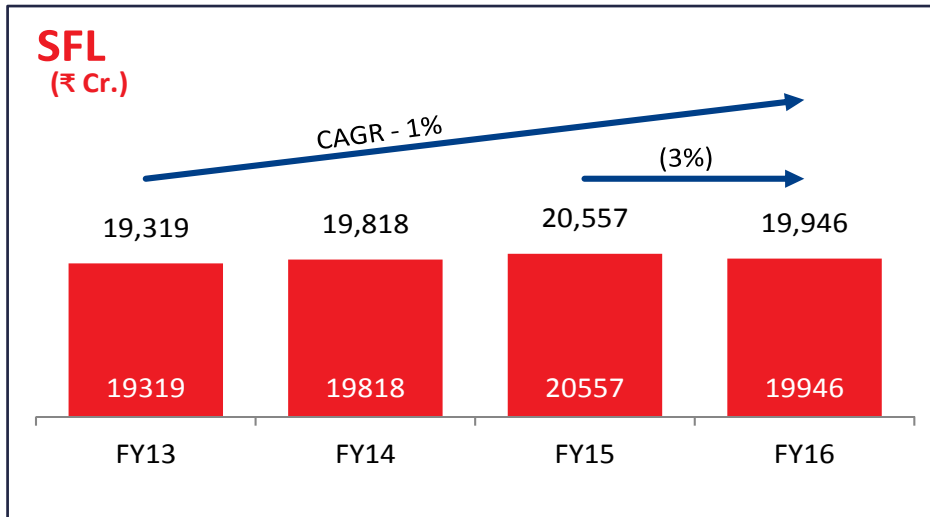
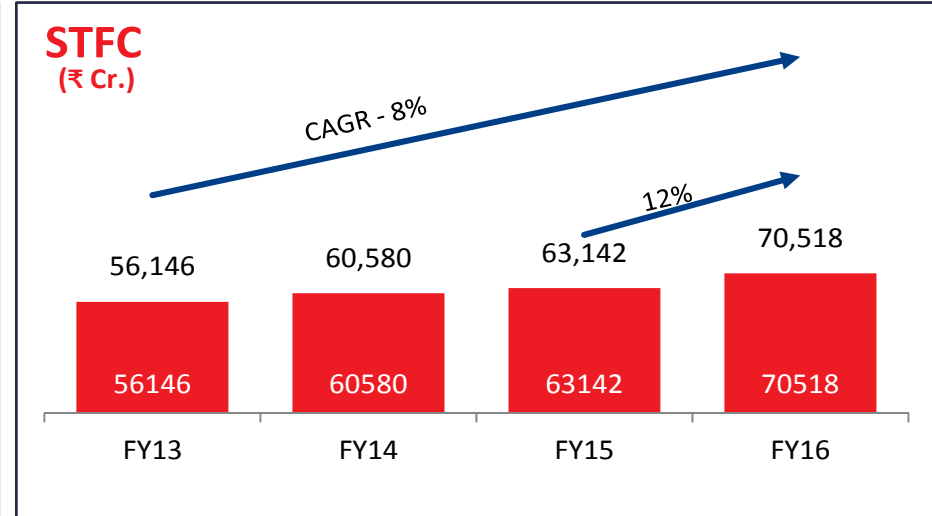
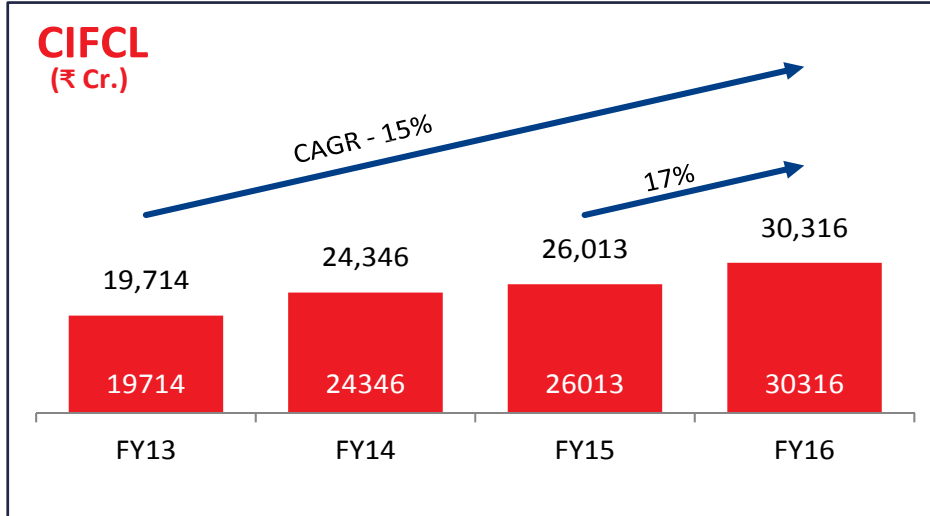
Key Highlights - Shareholders



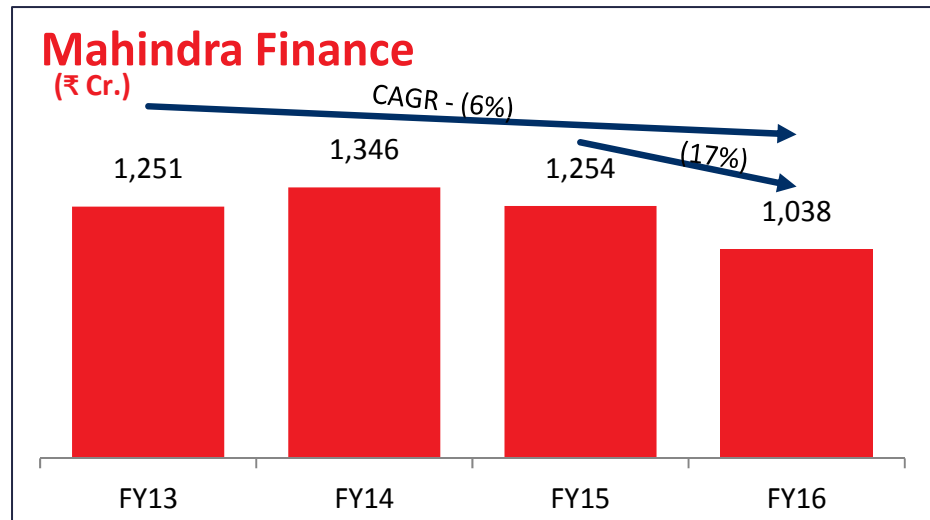
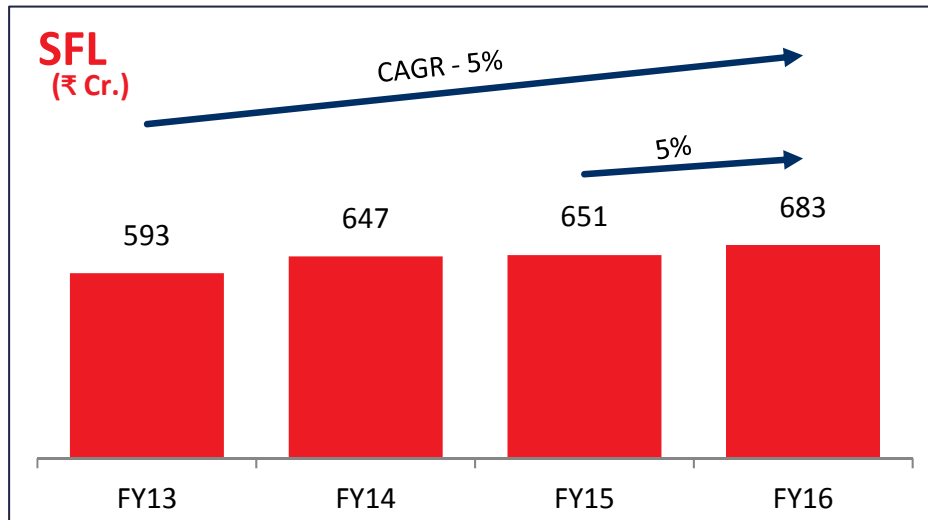
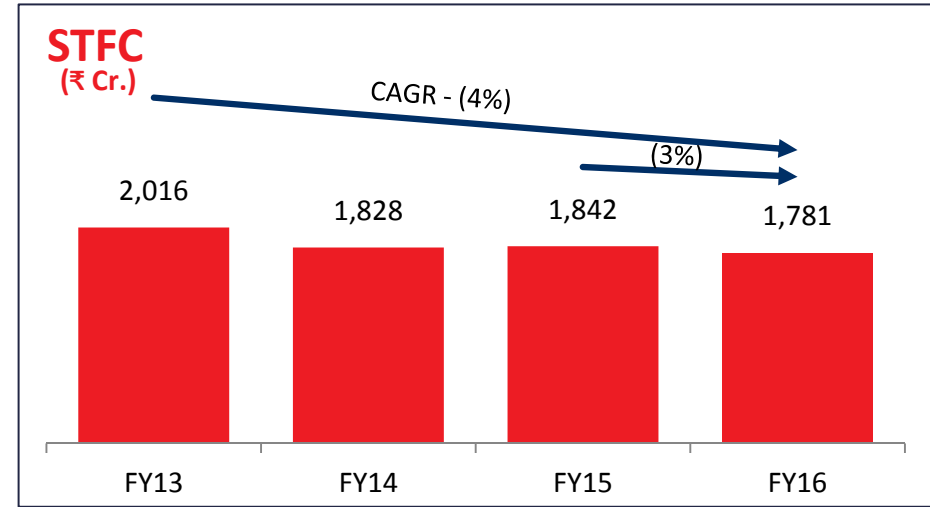
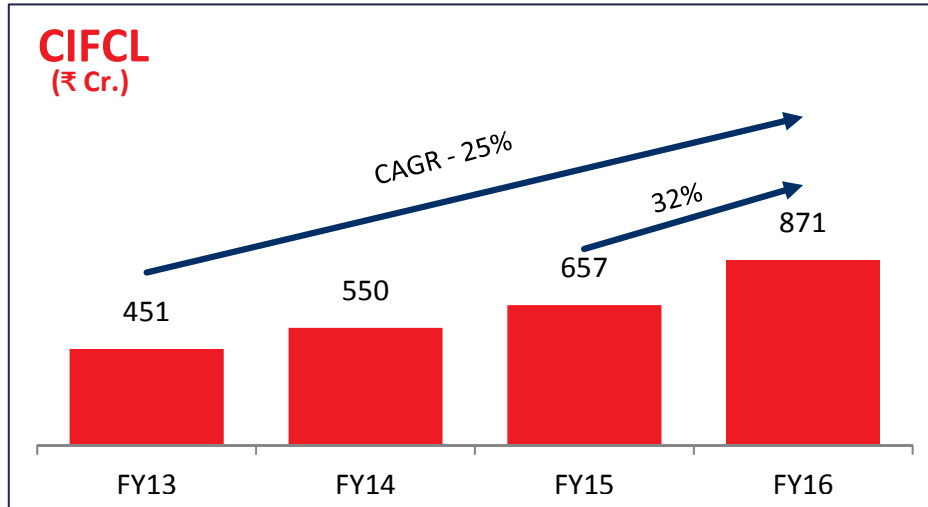
Peer Comparison - Disbursements



Peer Comparison - Managed Assets

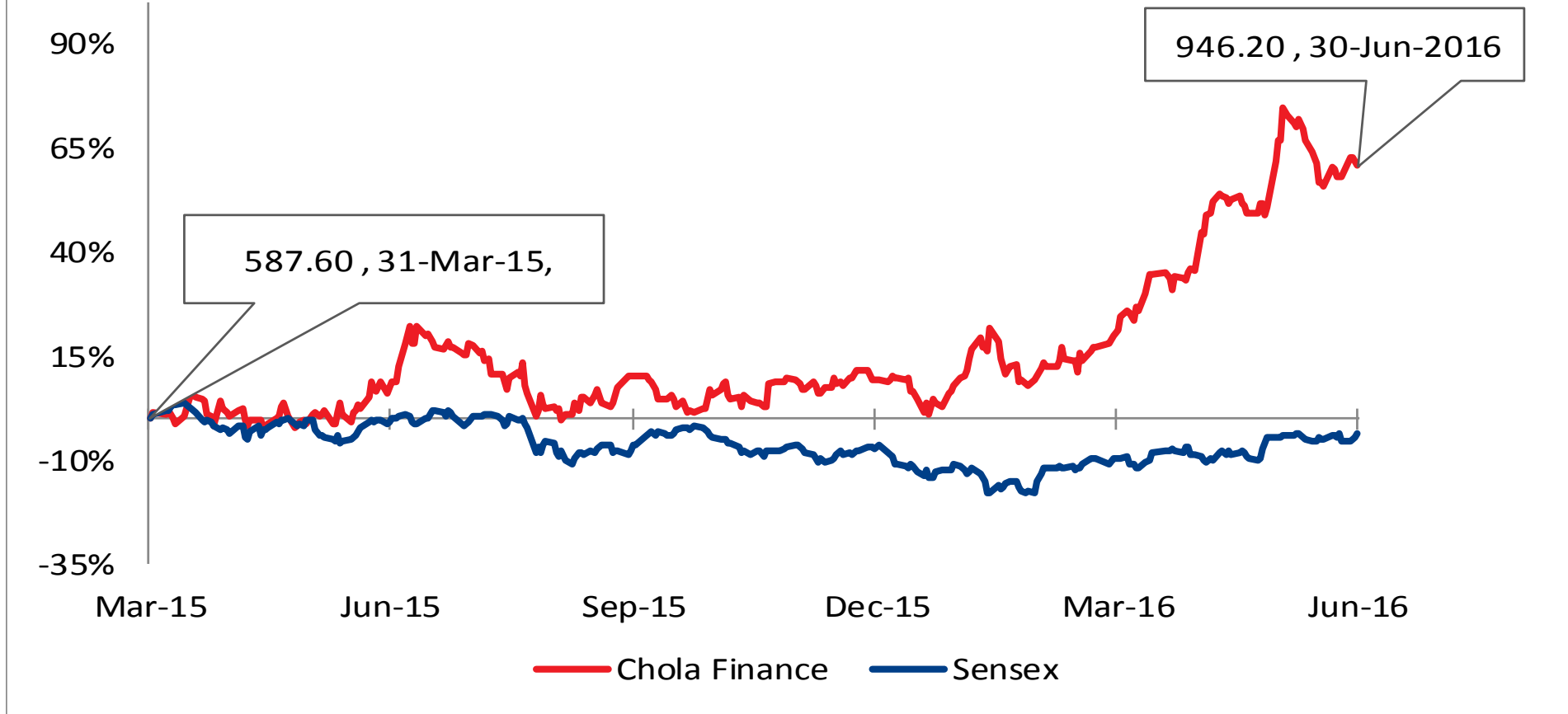


Peer Comparison - Profit Before Tax



Key Highlights - Shareholders

Chola Finance - Share Price Growth





Financial Results

Q1 FY17



Q1 Financial Results

Particulars	Q1 FY17	Q1 FY16	Growth
Disbursements in Cr.	4,560.78	3,507.52	30.0%
Profit Before Tax in Cr.	253.70	170.52	48.8%
Profit After Tax in Cr.	165.73	110.25	50.3%
ROTA-PBT / Avg Assets - %	3.8%	2.9%	28.6%
Capital Adequacy Ratio - %	18.7%	20.6%	
Investor Related Ratios:			
Earnings Per Share in Rs.	42.6	30.4	39.9%
Market Price Per Share in Rs.	946.20	631.65	49.8%
Market Capitalisation in Cr.	14,779	9,080	62.8%
Return on Equity - %	17.8%	13.7%	30.0%



Thank You

Q & A follows

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