

TI FINANCIAL HOLDINGS LIMITED (TIFHL)

Corporate Presentation – FY18

SPIRIT OF MURUGAPPA



The five lights
The values, principles and beliefs that have always guided us and continue to show the way forward.

Integrity
We value professional and personal integrity above all else. We achieve our goals by being honest and straightforward with all our stakeholders. We earn trust with every action, every minute of every day.

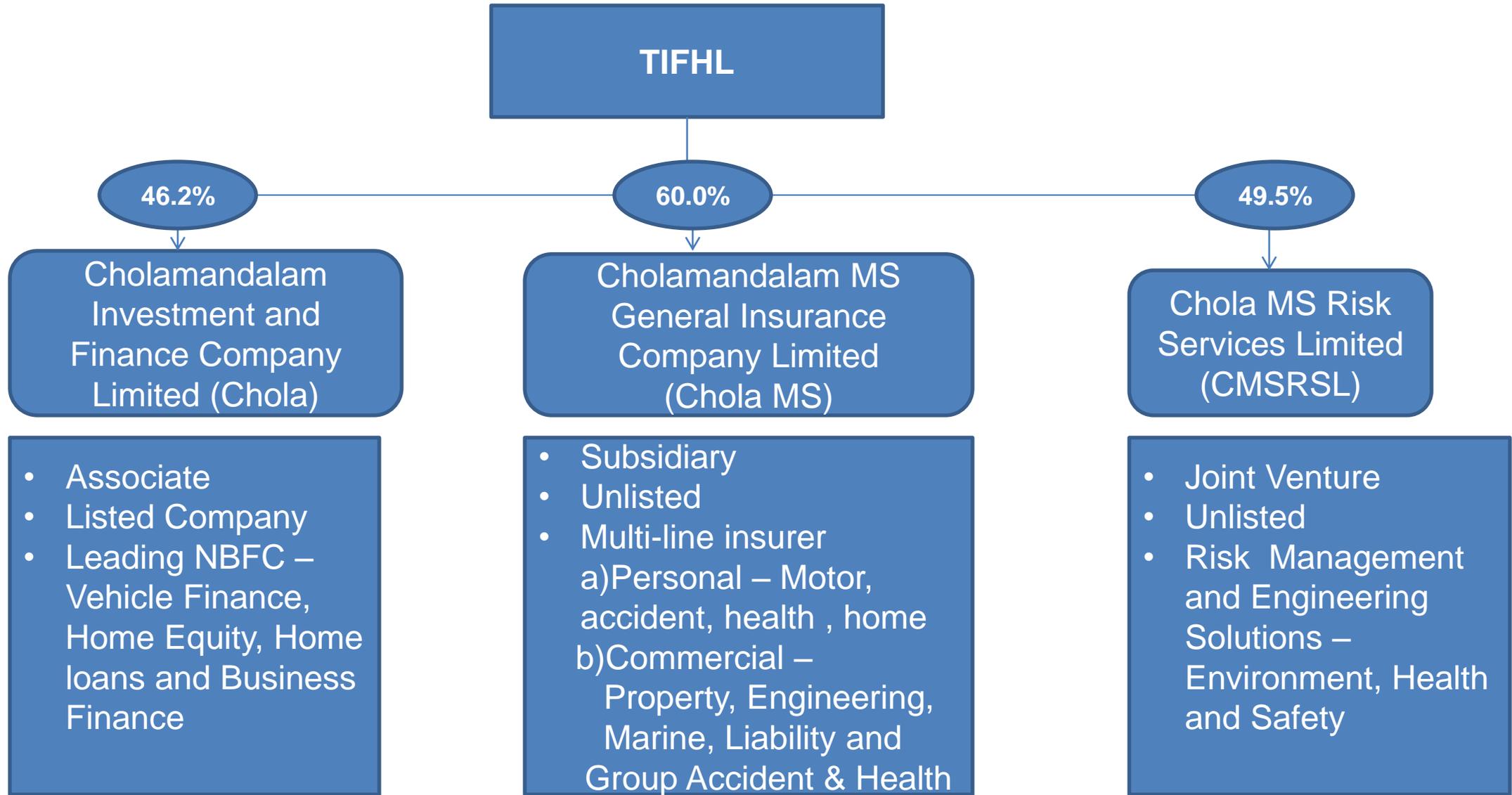
Passion
We play to win. We have a healthy desire to stretch, to achieve personal goals and accelerate business growth. We strive constantly to improve and be energetic in everything that we do.

Quality
We take ownership of our work. We unfailingly meet high standards of quality in both what we do and the way we do it. We take pride in excellence.

Respect
We respect the dignity of every individual. We are open and transparent with each other. We inspire and enable people to achieve high standards and challenging goals. We provide everyone equal opportunities to progress and grow.

Responsibility
We are responsible corporate citizens. We believe we can help make a difference to our environment and change lives for the better. We will do this in a manner that benefits our size and also reflects our humility.

“The fundamental principle of economic activity is that no man you transact with will lose, then you shall not.”



Performance Highlights -Consolidated

FY 18

FY 17

Revenue(In Cr)

₹3,345

24%

₹2,688

Profit after tax (In Cr)

₹599

32%

₹455

Networth (In Cr)

₹3,333

21%

₹2,764

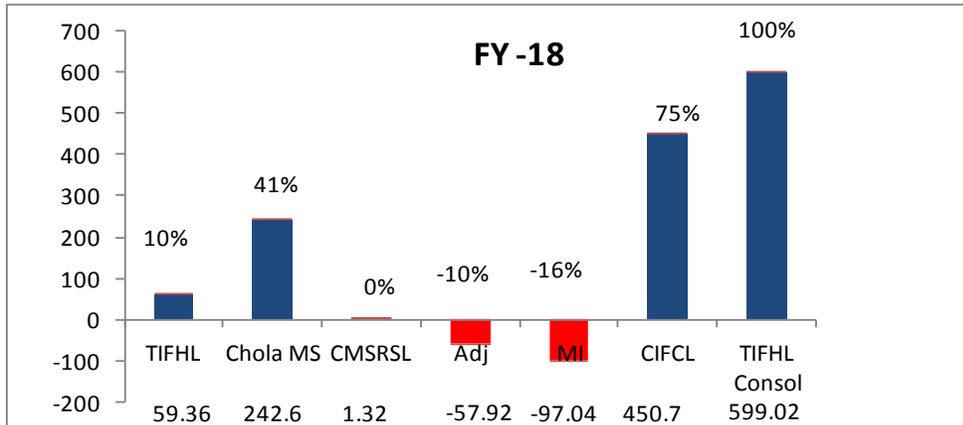
EPS ₹

₹31.95

32%

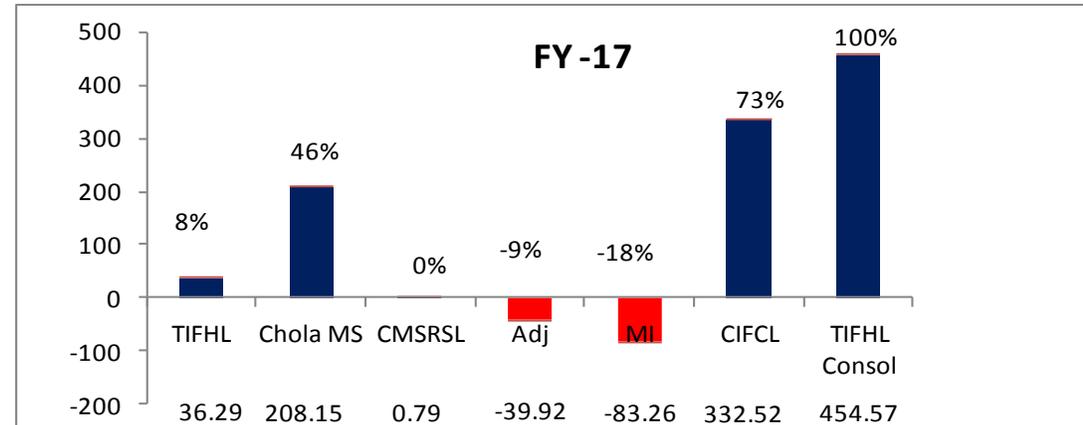
₹24.26

Consolidated profit after tax (In Cr.)



Adj – Inter -company adjustments

MI - Minority Interest



Financial Performance & Metrics

TIFHL – Standalone

Particulars (in Cr)	FY 18	FY 17
Income	64.64	40.07
Expenses	3.23	3.78
Profit Before Tax	61.41	36.29
Tax Expense	2.05	-
Profit After Tax	59.36	36.29

Balance Sheet (In Cr)	As at March 31, 2018	As at March 31, 2017
Networth	1,017.38	968.70
Current Liabilities	3.00	2.47
Total Equity and Liabilities	1,020.38	971.17
Investments and Bank deposits	1,017.75	913.70
Other Assets	2.63	57.47
Total Assets	1,020.38	971.17

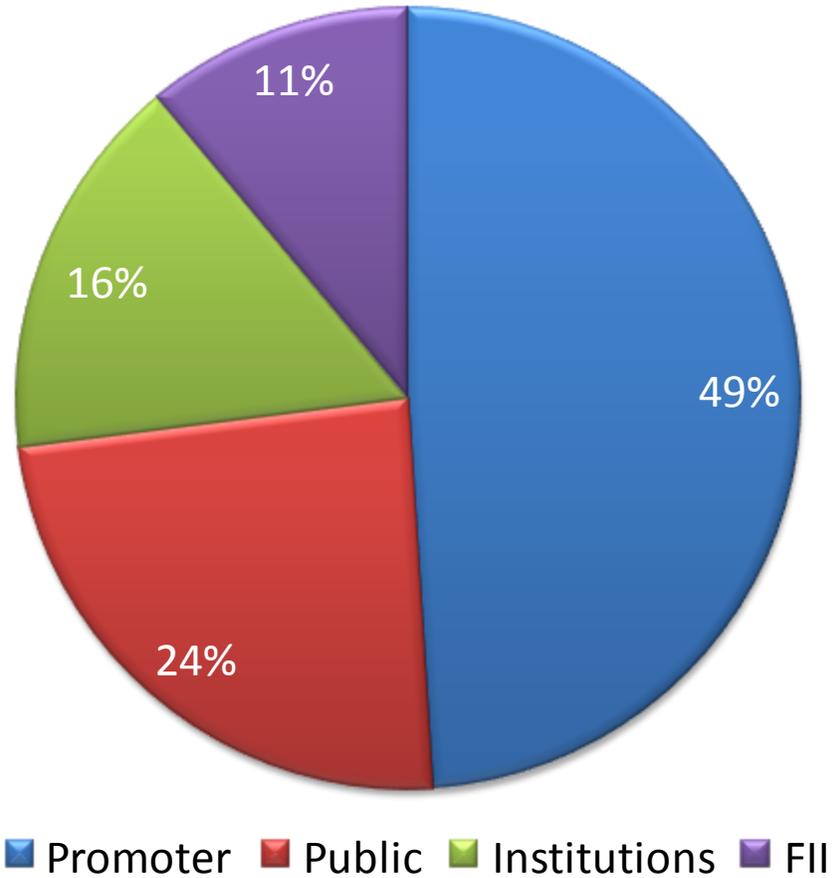
Chola	FY 18	FY 17	Growth
Disbursement (Cr)	25,114	18,591	35%
AUM (Cr)	42,879	34,167	26%
No. of Branches	873	703	

Chola MS	FY 18	FY 17	Growth
GWP (Cr)	4,103	3,135	31%
Investment Portfolio (Cr)	6,256	4,525	38%
No of physical touch points including SMO	481	396	

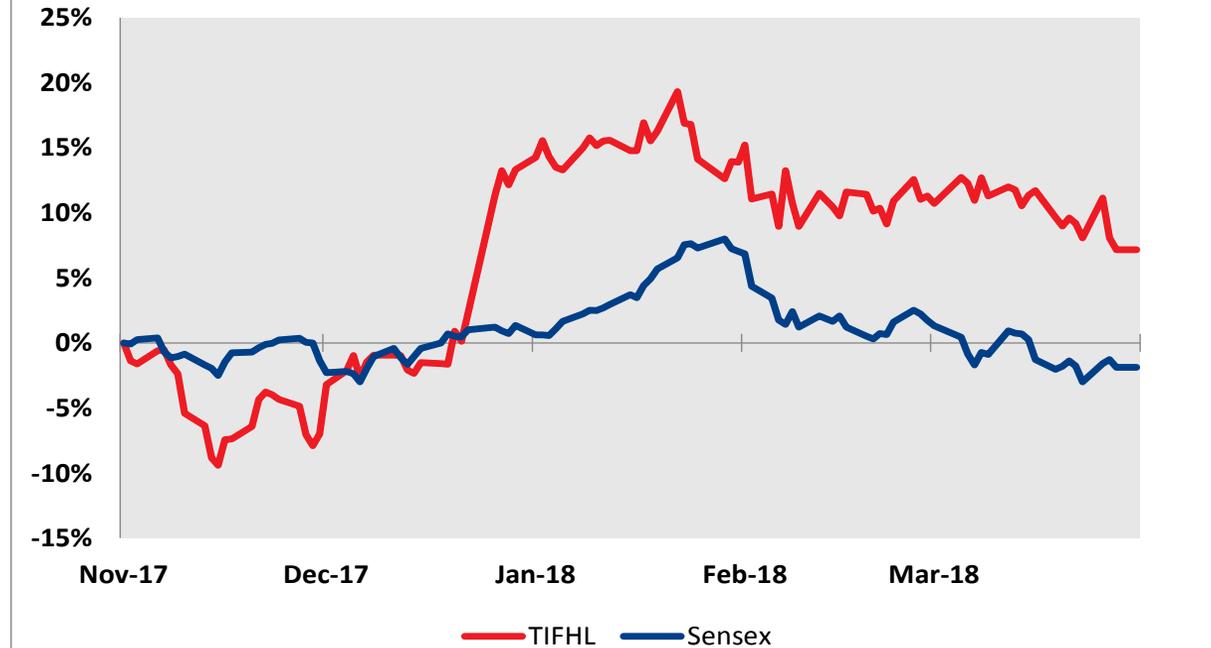
CMSRSL	FY 18	FY 17	Growth
Revenue (Cr)	56	37	51%
PAT (Cr)	2.6	1.6	63%
Networth (Cr)	18	16	14%

Shareholding pattern & Share price movement

Shareholding Pattern



Share Price Growth



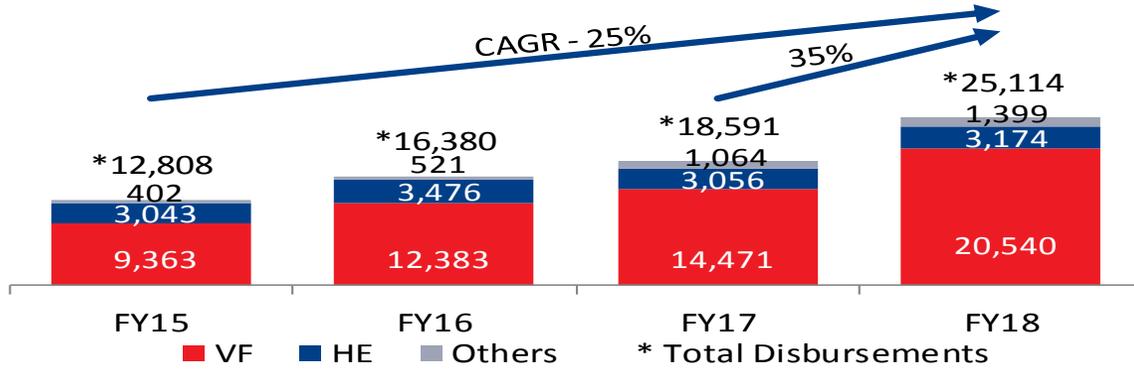
	Nov-17	Dec-17	Jan-18	Feb-18	Mar-18
TIFHL (₹ / Share)	563.45	679.55	690.00	674.35	649.25
BSE Sensex	33,149.35	33,848.03	35,965.02	34,184.04	32,968.68

Cholamandalam Investment and Finance Company Limited

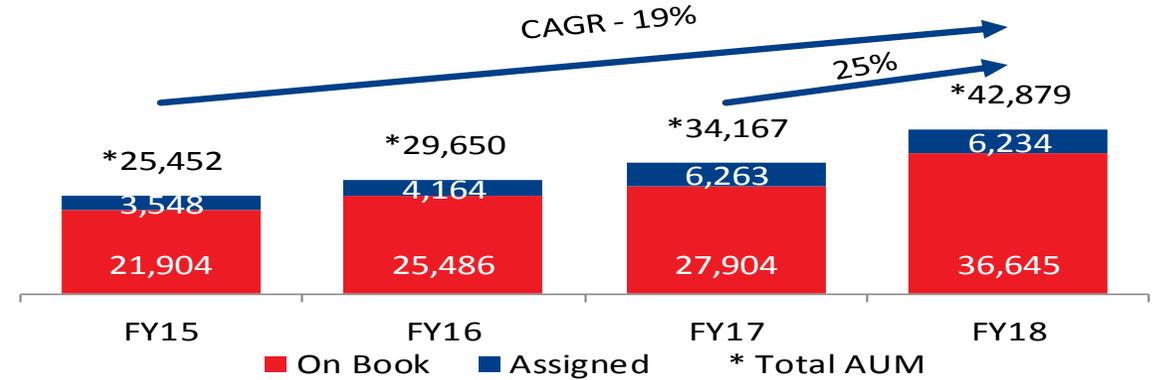


Chola – 4 Year Financial Summary

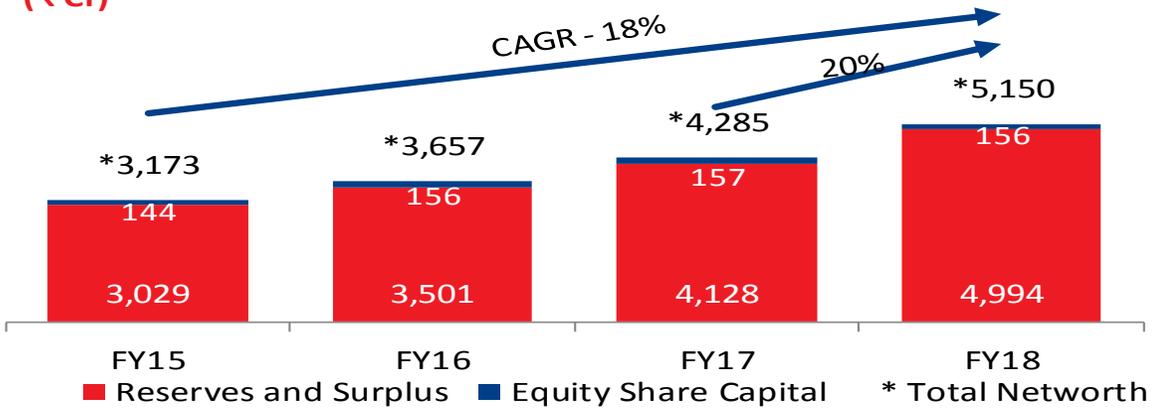
Disbursements (₹ Cr)



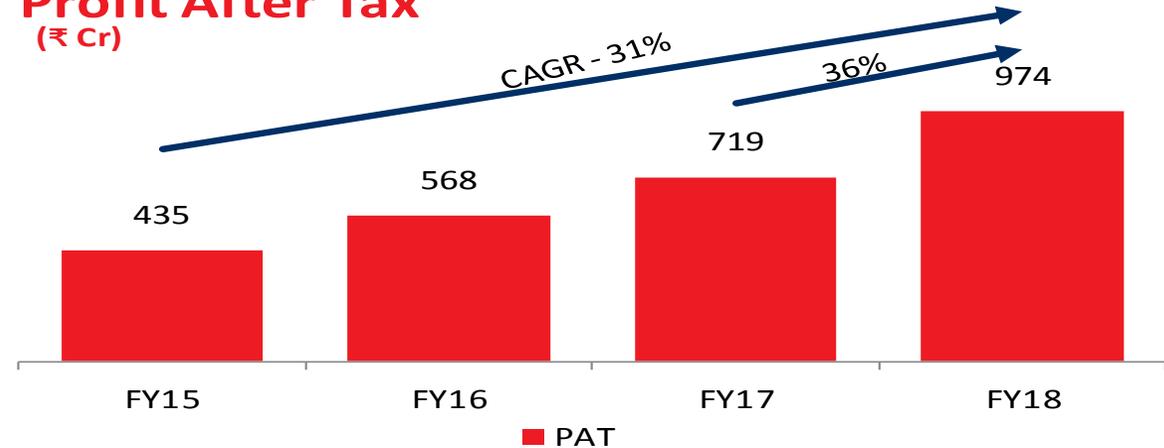
Assets Under Management (₹ Cr)



Networth (₹ Cr)



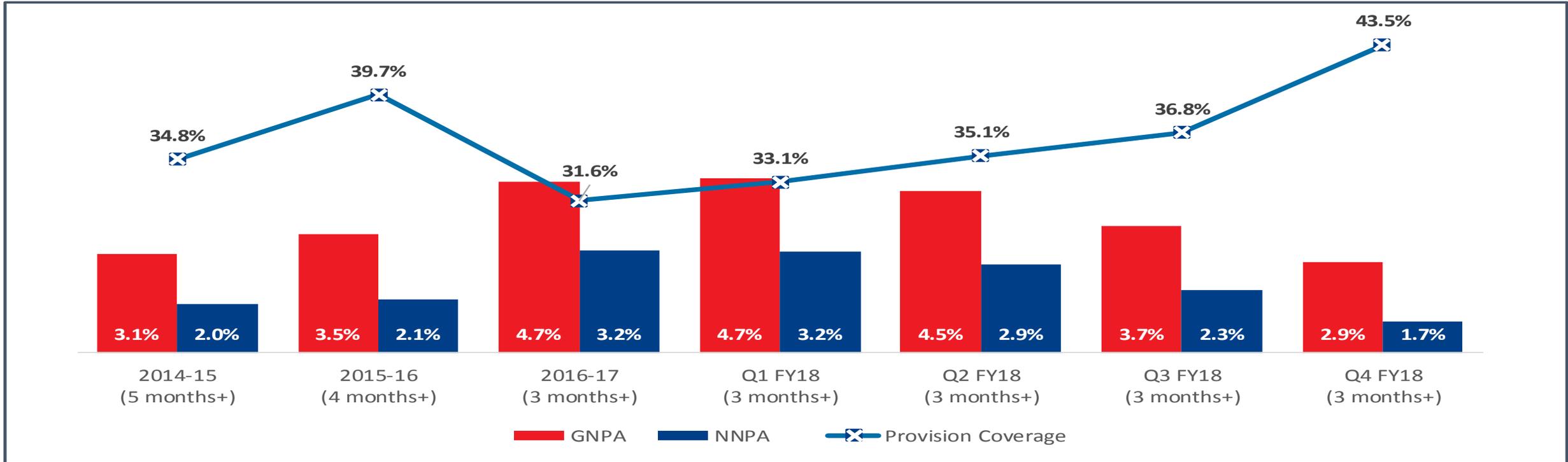
Profit After Tax (₹ Cr)



Note: PAT is after considering additional provisions as follows:

	FY15	FY16	FY17	FY18
• Provision for Loan Loss -	5 months+	4 months+	3 months	3 months
• Standard Asset Provision -	0.30%	0.35%	0.40%	0.40%

ASSET QUALITY



Highlights – FY18

Disbursements

Disbursement for FY18 stood at Rs. 25,114 Cr, a growth of **35% YoY**.

PAT

PAT for FY18 stood at Rs. 974 Cr, a growth of **35% YoY**.

RoE

Return on equity at **20.78%** in FY18, a growth of 15% YoY.

AUM

Total assets under management has crossed **Rs 42,900 Cr**

Rating

India Ratings and CARE have upgraded long-term debt rating from AA to **AA+**

Awards and Recognitions

CII award for “**Top 26 Innovative Organizations**”
Company with Great Managers – 2017 by People Business and Times Group
The Golden Tigers Award for Excellence in CSR by World CSR Congress
National award for Excellence in CSR by World Federation of CSR Professionals
Featured in **ASSOCHAM 9th Global and CSR Sustainability Compendium-16-17**



Vehicle Finance



Vehicle Finance - Key Differentiators



Quicker Turn Around Time – (TAT)

Reputation as a long term and stable player in the market

Strong dealer and manufacturer relationship

Good penetration in Tier II and Tier III towns

In house sales and collection team which is highly experienced and stable

Low employee turnover

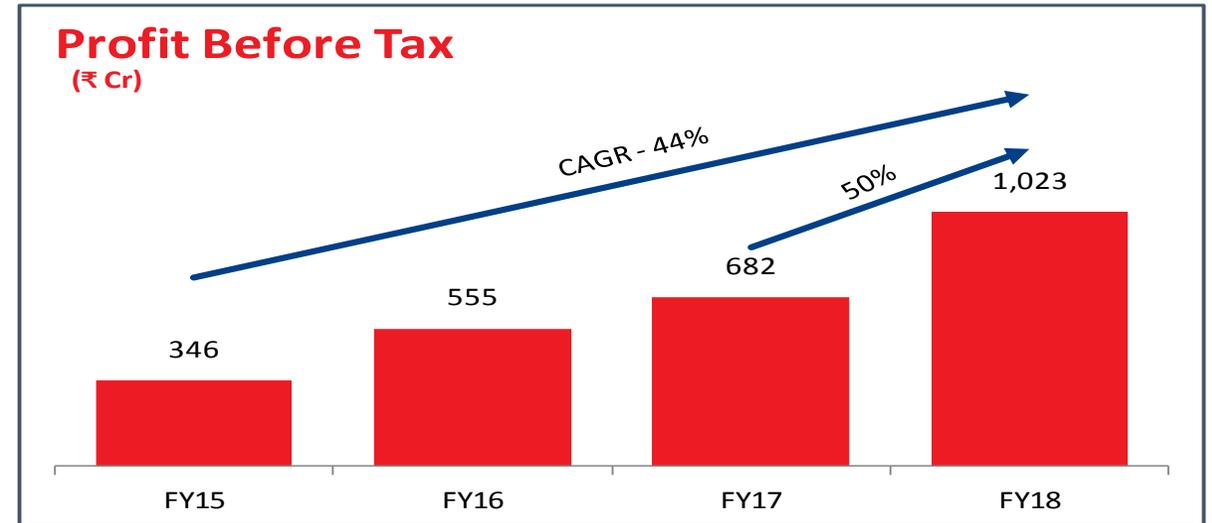
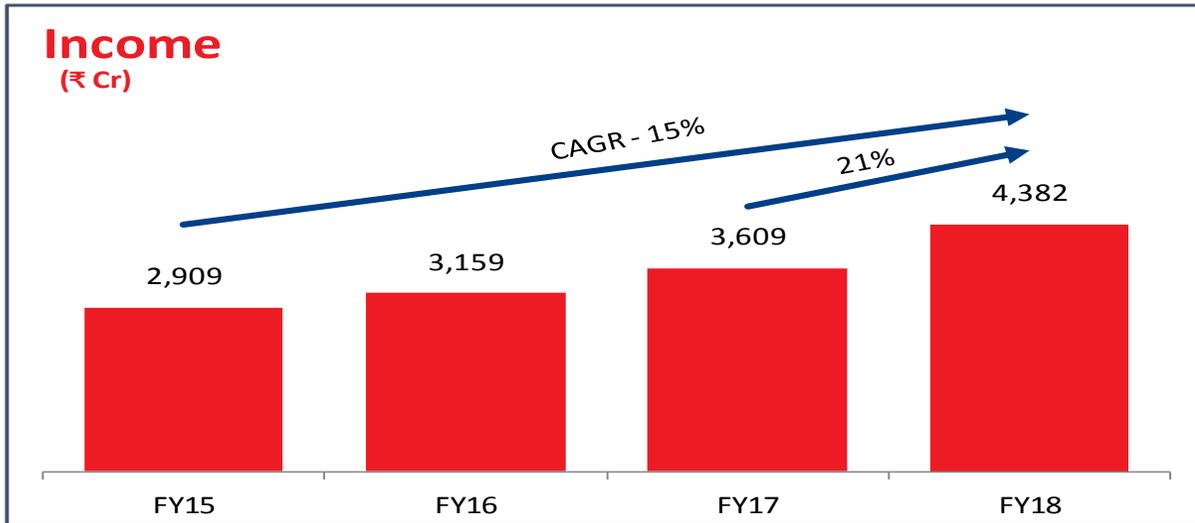
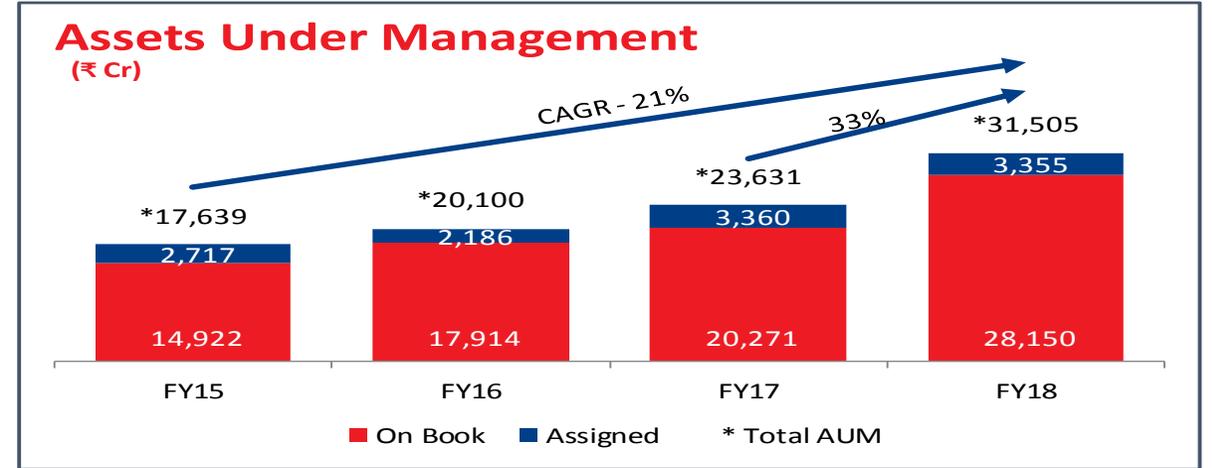
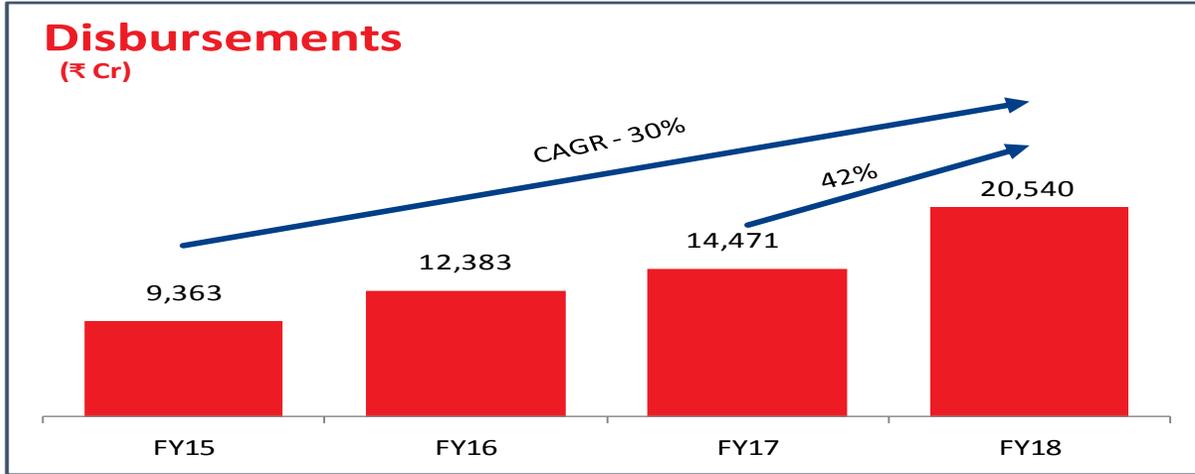
Good internal control processes

Customised products offered for our target customers

Strong collection management



Vehicle Finance - Financial Summary FY18



Note: PBT is after considering additional provisions as follows:

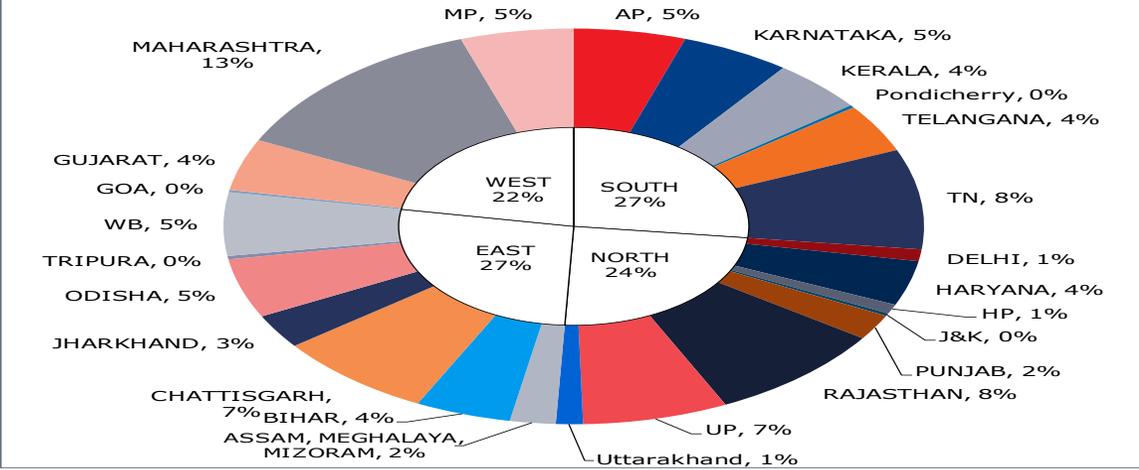
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AUM is Net of provisions.

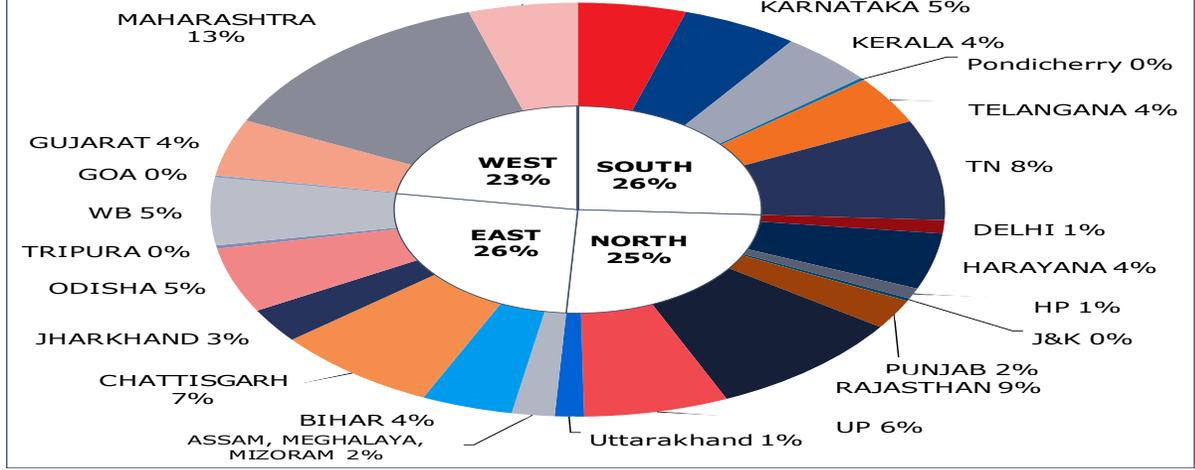
Vehicle Finance - Disbursement / Portfolio Mix – FY18

Well diversified across geography & product segments

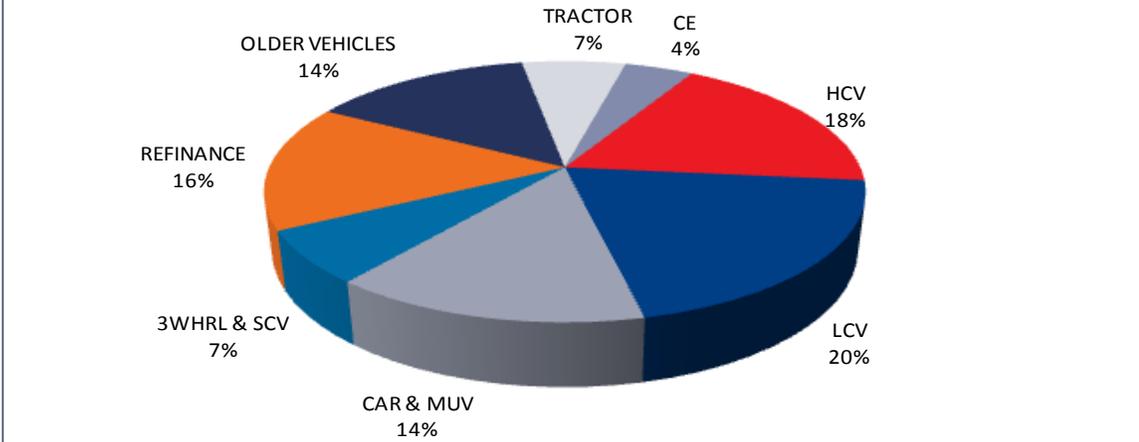
Disbursements - State wise



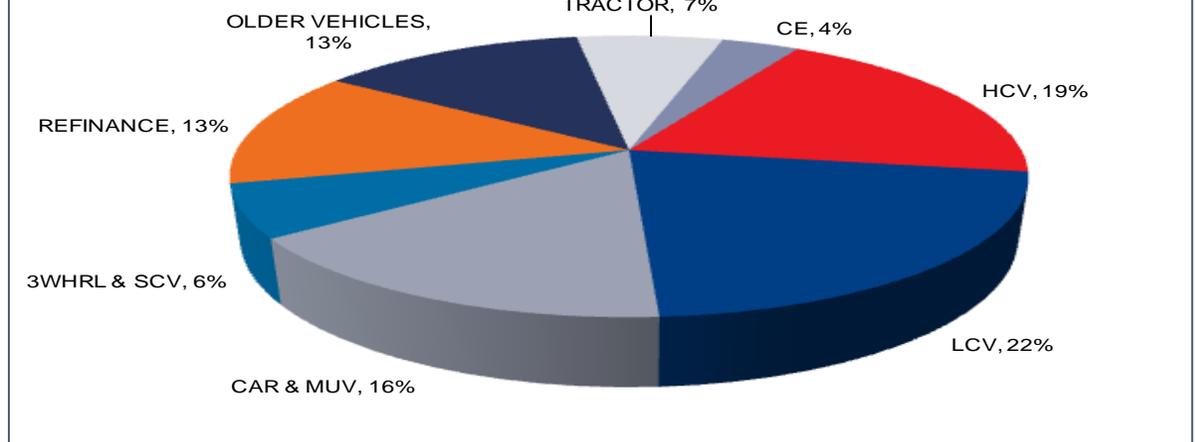
Portfolio – State wise



Disbursements - Product wise



Portfolio – Product wise





Home Equity



Home Equity - Key Differentiators

Process Differentiator

- One of the best turnaround times in the industry
- Personalised service to customers through direct interaction with each customer



Pricing

- Fee Income adequate to cover origination & credit cost
- Leverage cross sell opportunities for additional income
- Effective cost management



Underwriting Strategy

- Personal visit by credit manager on every case
- Assess both collateral and repayment capacity to ensure credit quality

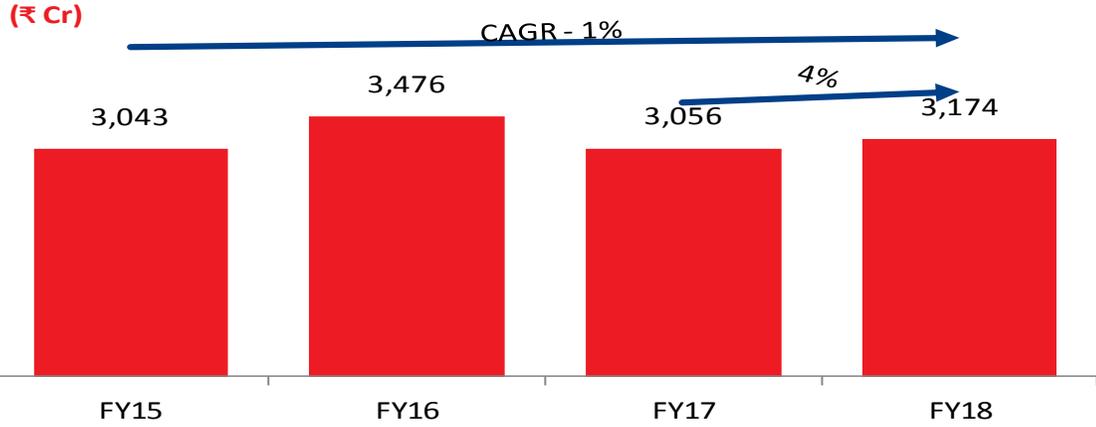
Structure

- Separate verticals for sales, credit & collections to drive focus
- Convergence of verticals at very senior levels
- Each vertical has independent targets vis-à-vis their functions

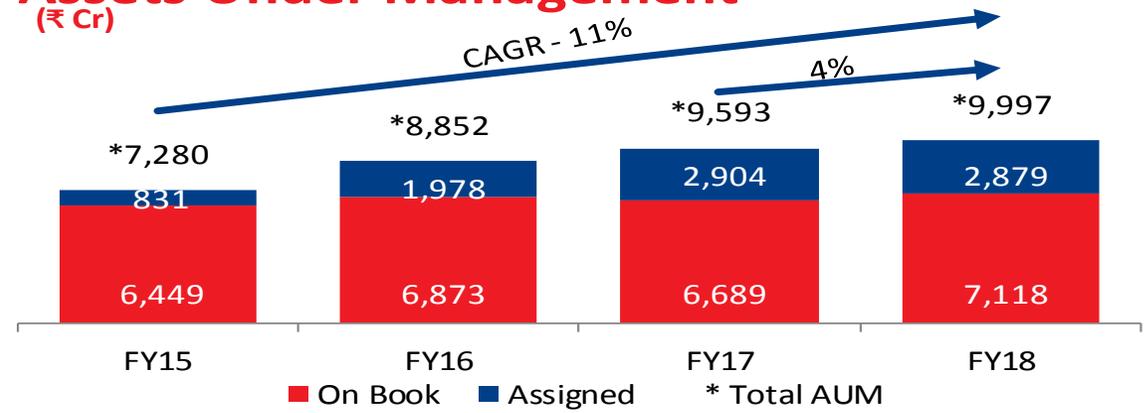


Home Equity - Financial Summary FY18

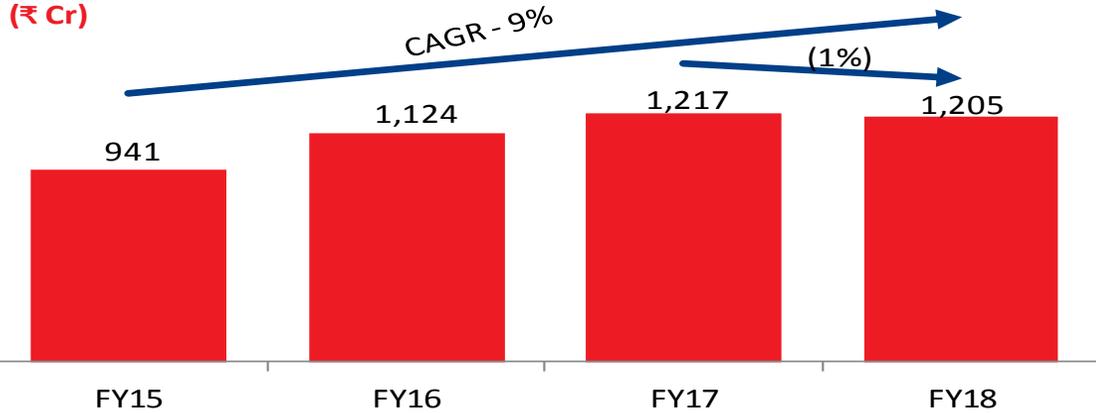
Disbursements



Assets Under Management



Income



Profit Before Tax



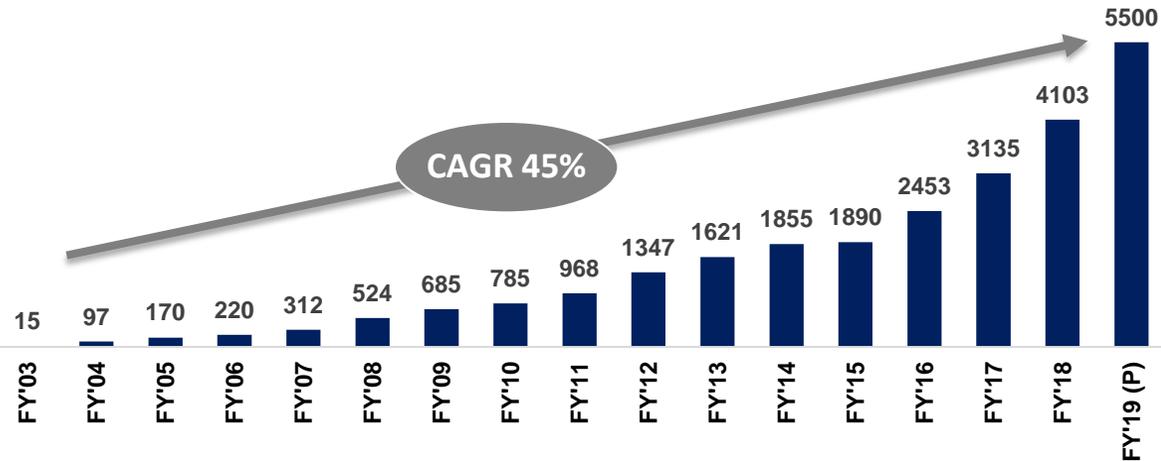
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Cholamandalam MS General Insurance Company Limited



Our GWP Since Inception (INR Crs)



Vision & Mission

- **Vision:** We will be the preferred choice for our clients, business partners and employees through core values of trust and transparency aided by technology
- **Mission:** To bring “peace of mind” to our clients by protecting them from financial risks

Key Growth Enablers

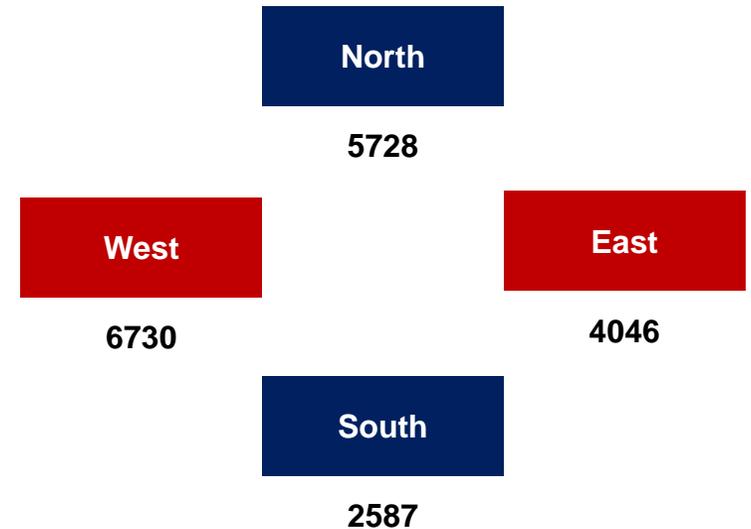
- **Pan India Presence**
 - 91 Chola MS Offices across 25 States & 82 Cities
 - 390 Chola Insurance Express outlets in TN, AP, Telangana, Karnataka, Gujarat, Maharashtra & West Bengal
- **Multi Channel Distribution**
 - 8 Banks, 2 Small Finance Banks, 5 NBFCs , 3 HFCs, 11 OEMs, 30000+ Agency Force and Government Programs
- **‘Retail’ pursued as dominant growth strategy and contributes 94% of volumes**
 - Higher customer stickiness
 - Higher retention resulting in growth in investment book
 - Bancassurance relationships further disperses the risks and protects from single large losses

Strength In Distribution Partnerships

BFSI	Banks	
	NBFCs	
	Cooperative / Garmin Bank / SFCs	
	HFCs	
	Small Financial banks	
OEMs	CV	
	PV	
	Tractors	
Digital		

Serving ~19,000 branches of 5 PSU Banks
Pan India -
Central Bank, Bank Of Baroda, Dena Bank,
Oriental Bank of Commerce & Union Bank of
India

Zone Wise No of branches serviced
across 5 PSU Banks

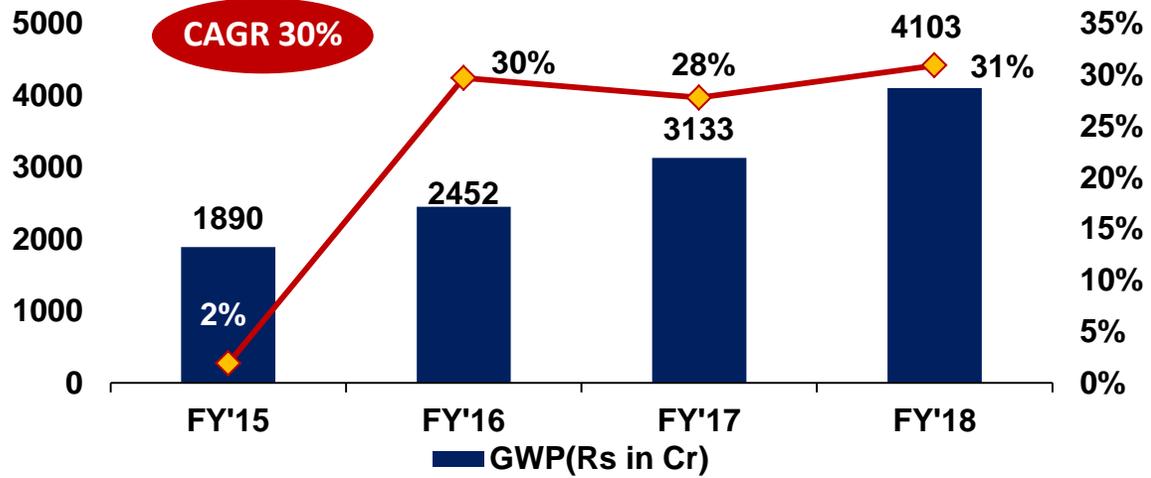


Highlights of FY 18

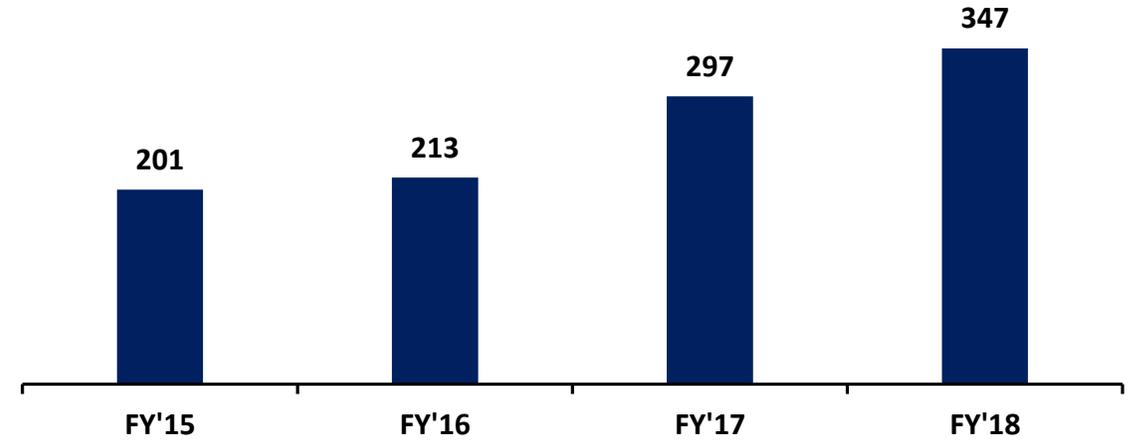
Gross Written Premiums	Stood at Rs. 4103 Crores; growth of 30.9%
Net Earned Premiums	Rs. 2824 Crores; growth of 25%
CoR (%) – IRDA Method	Improved to 100.79% (from 101.25%: PY)
Investment Income	Growth of 16.2% to Rs. 489 Crores
PBT	Growth of 16.7% to Rs. 347 Crores
Investment Corpus	Crossed Rs. 6300 crores; growth of 30.1%
RoE	20.5% (without any capital infusion over the past 5 years)
Rating	Credit Rating AA/Stable by ICRA for non-convertible debentures
Awards & Recognition	<ul style="list-style-type: none"> • Golden Peacock Award for Risk Management 2017 • Best Corporate Social Responsibility Practices Award • Pride of Tamil Nadu Award for BFSI Sector • Dream companies to work for in Private Insurance sector

Key Financial Indicators

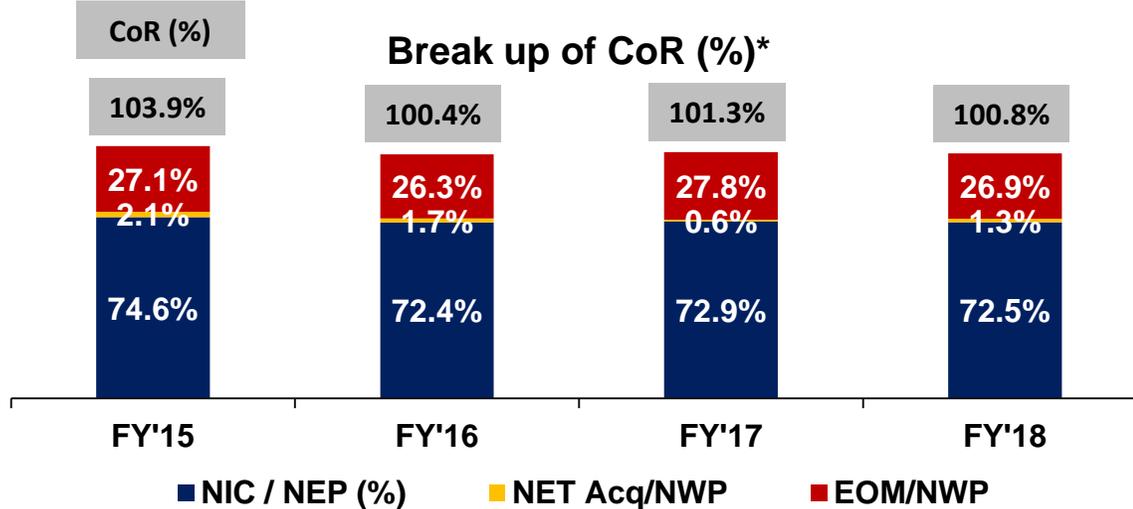
Gross Written Premium



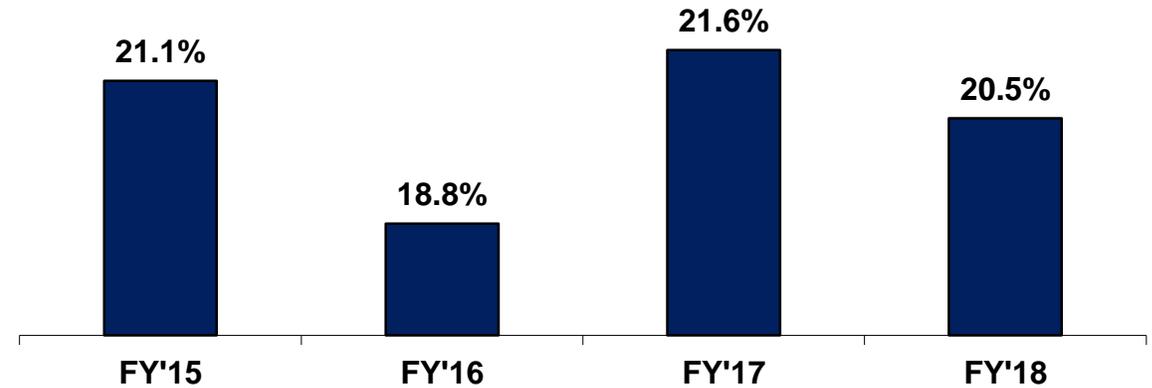
Profit Before Tax (Rs Cr)



Break up of CoR (%)*



Return on Equity (%)



Contact Us

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