

November 8, 2022

**The Manager**  
**Listing Department**  
**National Stock Exchange of India Ltd**  
**Exchange Plaza, 5th Floor**  
**Plot No.C-1, Block G**  
**Bandra-Kurla Complex**  
**Bandra (E)**  
**Mumbai 400 051**

**The Secretary**  
**BSE Limited,**  
**25<sup>th</sup> Floor, Phiroze Jeejeebhoy Towers,**  
**Dalal Street, Fort,**  
**Mumbai 400 001**

**Symbol : CHOLAHLDNG**

**Scrip Code : 504973**

Dear Sir / Madam,

**Sub: Presentation to Analyst / Investor**

This is further to our letter dated November 7, 2022 on the analyst / investor call scheduled on November 9, 2022.

Pursuant to Regulation 30(2) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, a copy of the presentation which will be shared with the analyst / investors is enclosed. The same is made available on the Company's website [www.cholafhl.com](http://www.cholafhl.com)

We request you to kindly take the information on record.

Thanking you,

Yours faithfully,  
for **Cholamandalam Financial Holdings Limited**

**E Krithika**  
**Company Secretary**

**Encl: As above**



**Chola**

*Financial Holdings*

**CHOLAMANDALAM FINANCIAL HOLDINGS LIMITED**

**CORPORATE PRESENTATION – Q2-FY23**



**murugappa**

# Murugappa Group in a Nutshell



Years of Existence



Consolidated Turnover (FY22)



Group Market cap (as on 30<sup>th</sup> Sep 2022)



Sectors



Businesses



Listed Companies



Geographical Presence

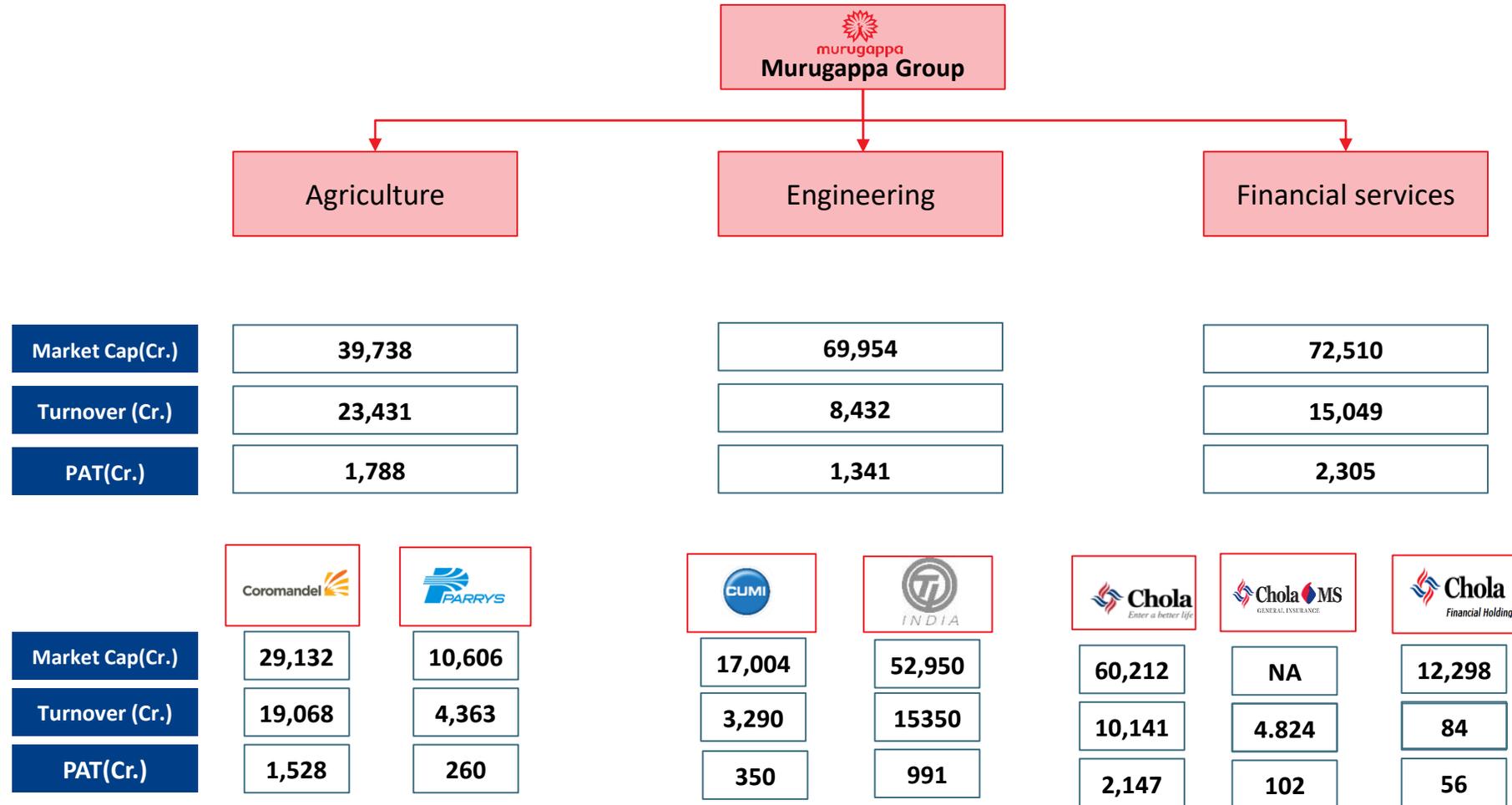


Manufacturing Locations



Work force

# Murugappa Group Overview



Note: Market Capitalization of Financial services incl. Chola Investments and Chola Financial Holdings. Financial Performance are of FY 21-22. Market data as on 30<sup>th</sup> Sep 2022. Source: BSE

# 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.

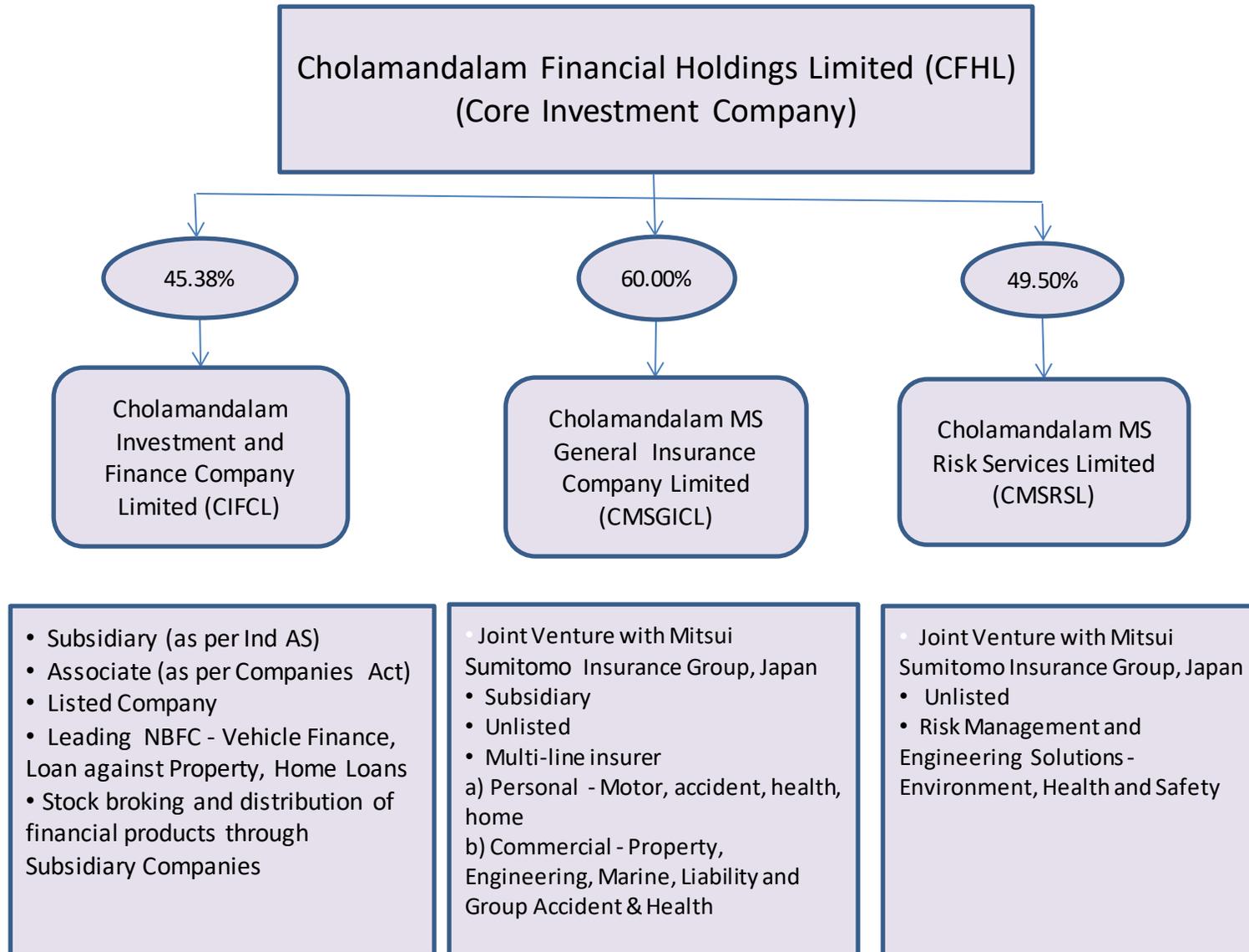
**Passion**  
We play to win. We have a healthy desire to stretch, to achieve personal goals and accelerate business growth. We strive constantly to improve and be energetic in everything that we do.

**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.

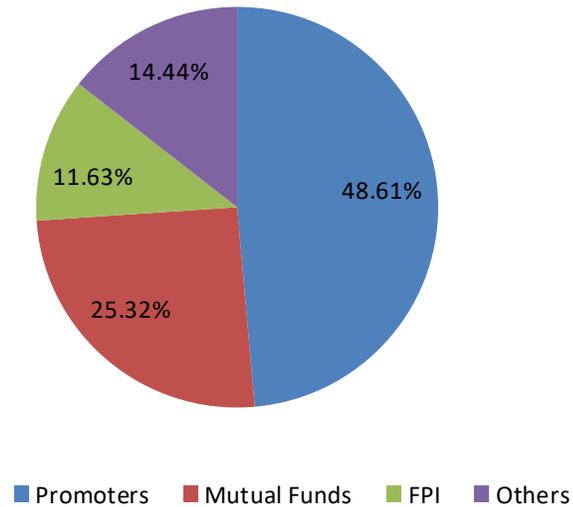
**Responsibility**  
We are responsible corporate citizens. We believe we can help make a difference to our environment and change lives for the better. We will do this in a manner that benefits our size and also reflects our humility.

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



# Shareholding pattern

Shareholding Pattern  
as of September 30, 2022



## Institutional Holders (More than 1%)

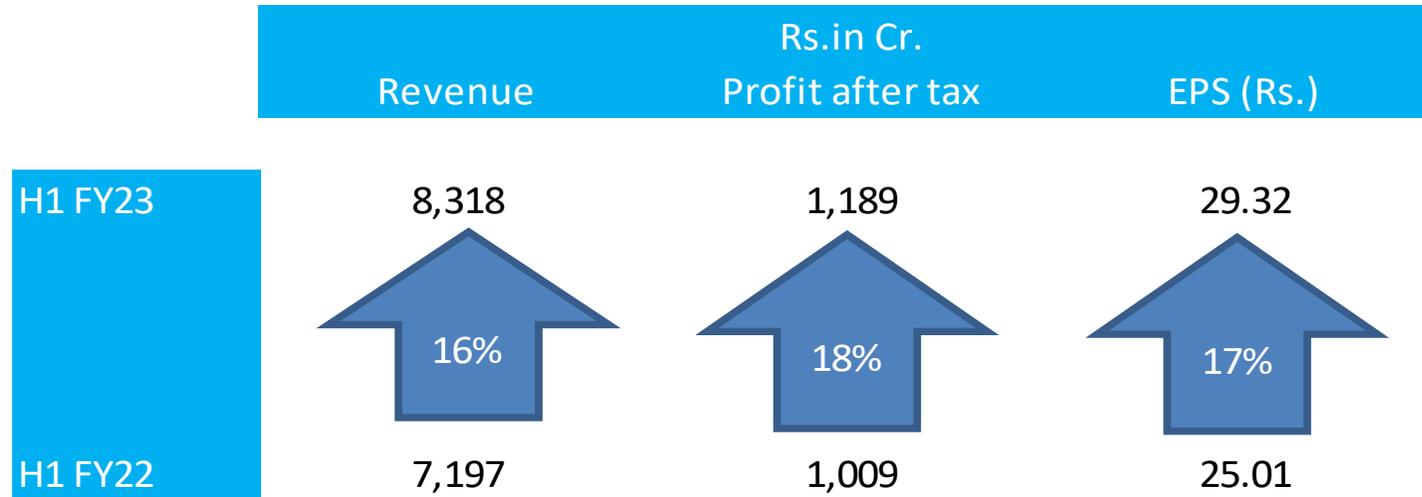
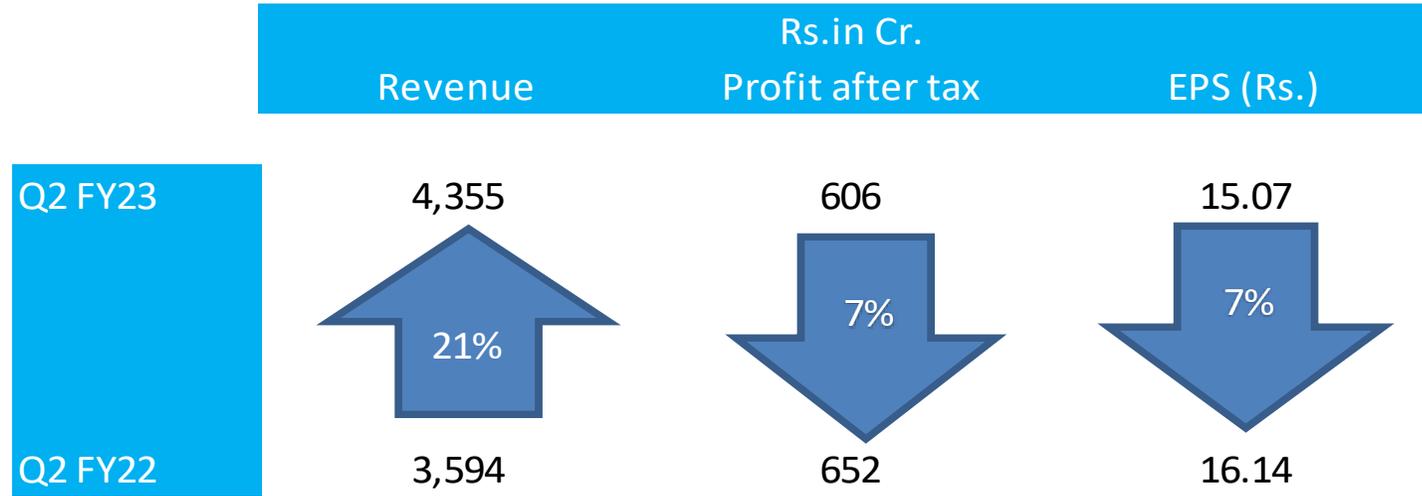
### Top Domestic Institutional Holdings

- \* ICICI Mutul Fund
- \* Aditya Birla Mutul Fund
- \* HDFC Mutul Fund
- \* Nippon India Mutual Fund
- \* Sundaram Mutul Fund

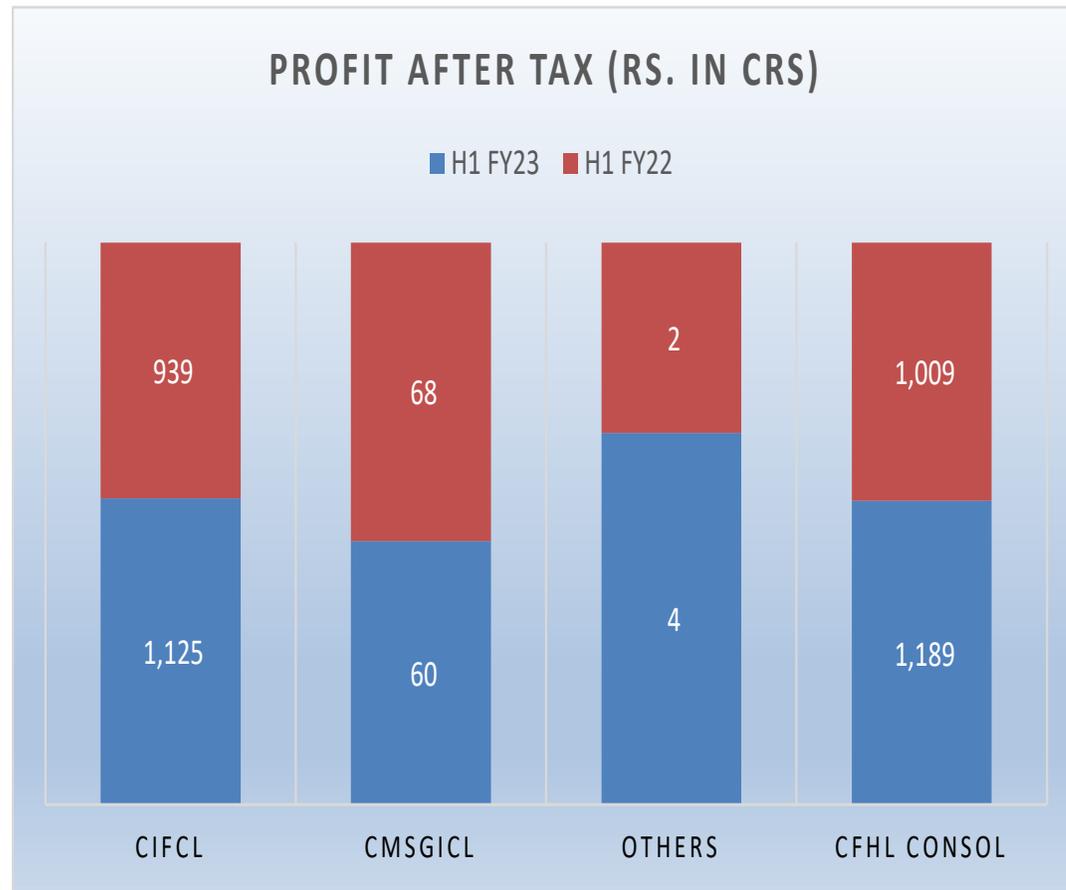
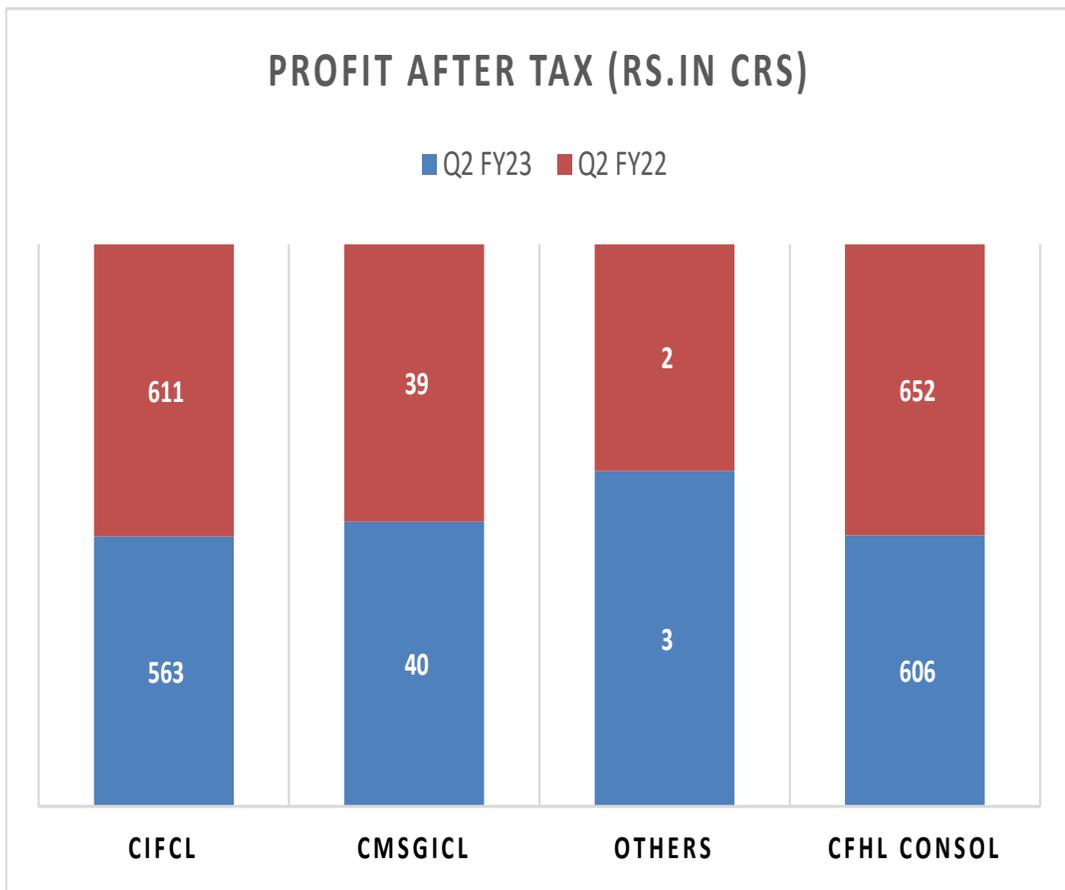
### Top Foreign Institutional Holdings

FIRST SENTIER INVESTORS ICVC - STEWART INVESTORS I  
Toyota Tusho Corporation

# Performance Highlights - Consolidated



# Performance Highlights – Consolidated



# Financial Performance & Metrics

| CFHL - Standalone       | H1 FY23 | H1 FY22 |
|-------------------------|---------|---------|
| Particulars (Rs. in Cr) |         |         |
| Income                  | 31      | 30      |
| Expenses                | 5       | 6       |
| Profit Before Tax       | 26      | 24      |
| Tax Expense             | 4       | 4       |
| Profit After Tax        | 22      | 20      |

| CFHL - Standalone             | As of       | As of       |
|-------------------------------|-------------|-------------|
| Balance Sheet (Rs. in Cr)     | 30-Sep-2022 | 31-Mar-2022 |
| Networth                      | 1,200       | 1,187       |
| Other Liabilities             | 106         | 103         |
| Total Equity and Liabilities  | 1,306       | 1,290       |
| Investments and Bank deposits | 1,305       | 1,290       |
| Other Assets                  | 0           | 0           |
| Total Assets                  | 1,306       | 1,290       |

| CIFCL                     | H1 FY23     | H1 FY22     |
|---------------------------|-------------|-------------|
| Disbursements (Rs. in Cr) | 27,953      | 12,341      |
|                           | As of       | As of       |
|                           | 30-Sep-2022 | 31-Mar-2022 |
| AUM (Rs. in Cr)           | 91,841      | 82,904      |
| No.of Branches            | 1,151       | 1,145       |

| CMSGICL                                   | H1 FY23     | H1 FY22     |
|---|-------------|-------------|
| GWP (Rs. in Cr)                           | 2,918       | 2,300       |
|   | As of       | As of       |
|   | 30-Sep-2022 | 31-Mar-2022 |
| Investment Portfolio (Rs. in Cr)          | 12,773      | 11,356      |
| No of physical touch points including SMO | 505         | 565         |

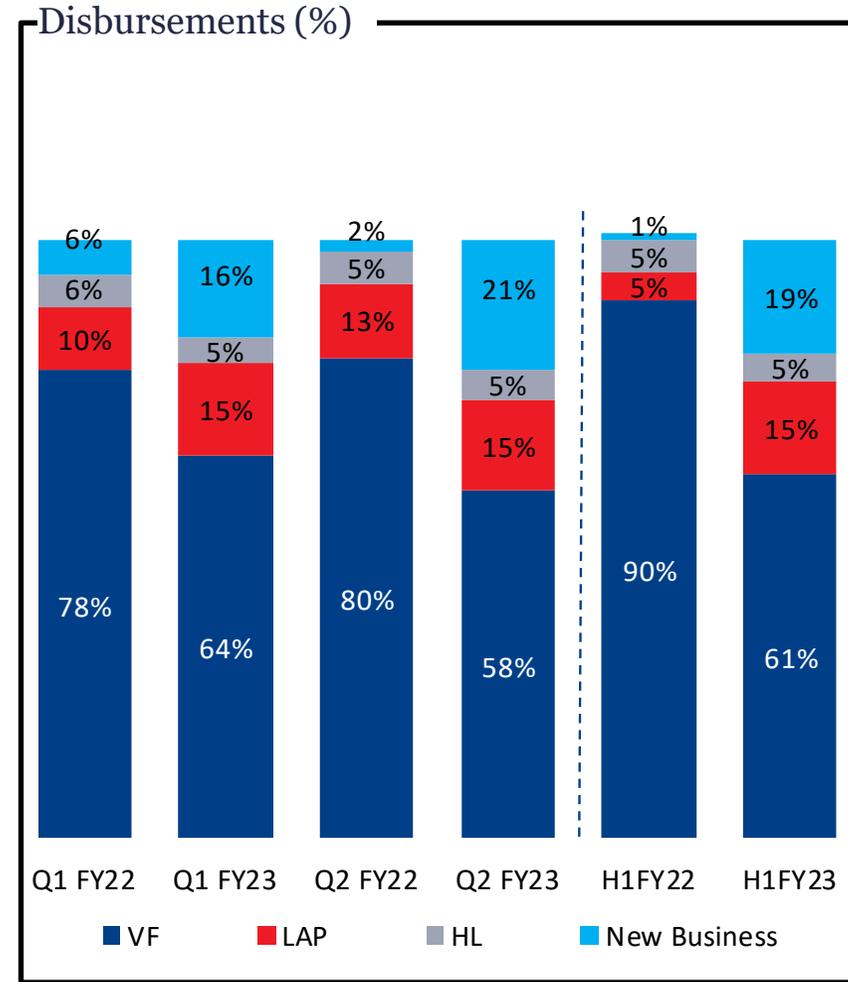
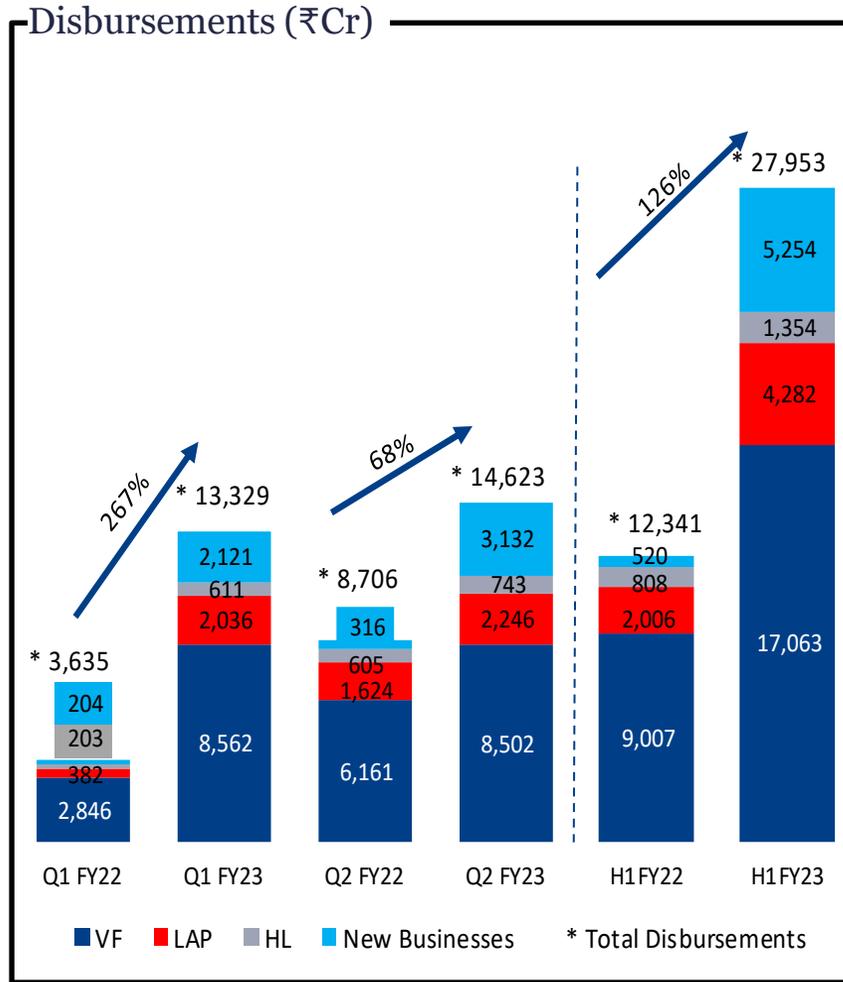
| CMSRSL               | H1 FY23     | H1 FY22     |
|----------------------|-------------|-------------|
| Revenue (Rs. in Cr)  | 31          | 25          |
| PAT (Rs. in Cr)      | 3           | 2           |
|                      | As of       | As of       |
|                      | 30-Sep-2022 | 31-Mar-2022 |
| Networth (Rs. in Cr) | 33          | 31          |

## Regulatory Ratios of CFHL

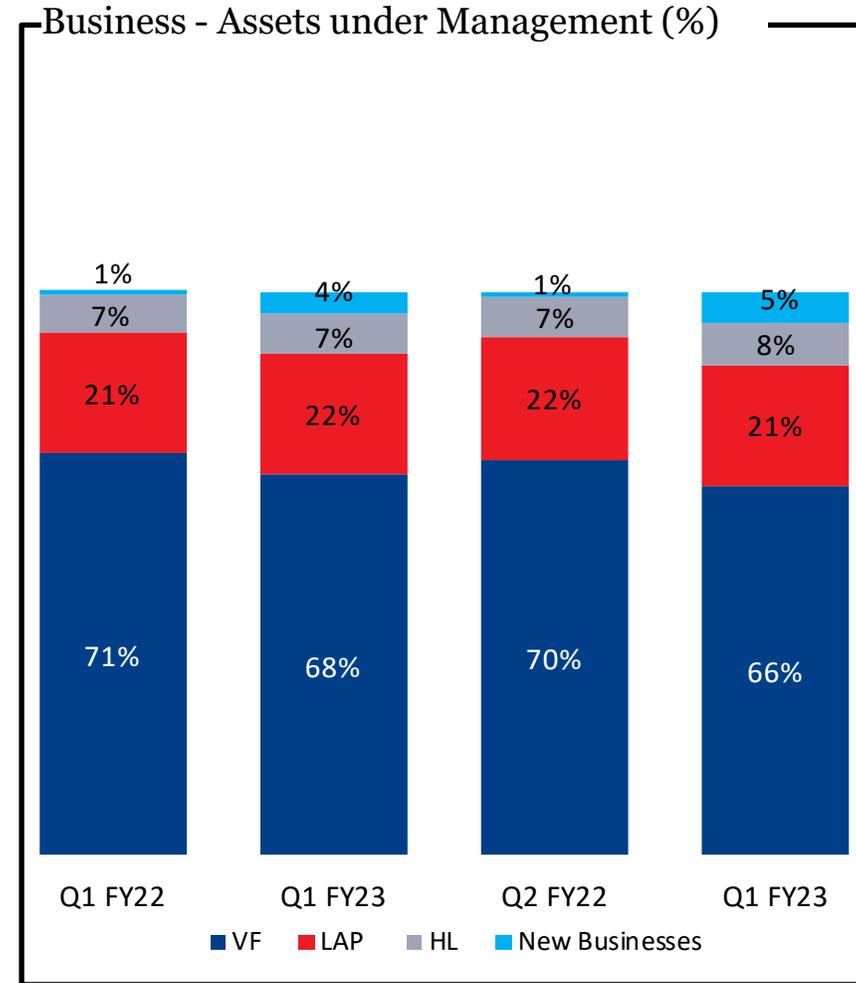
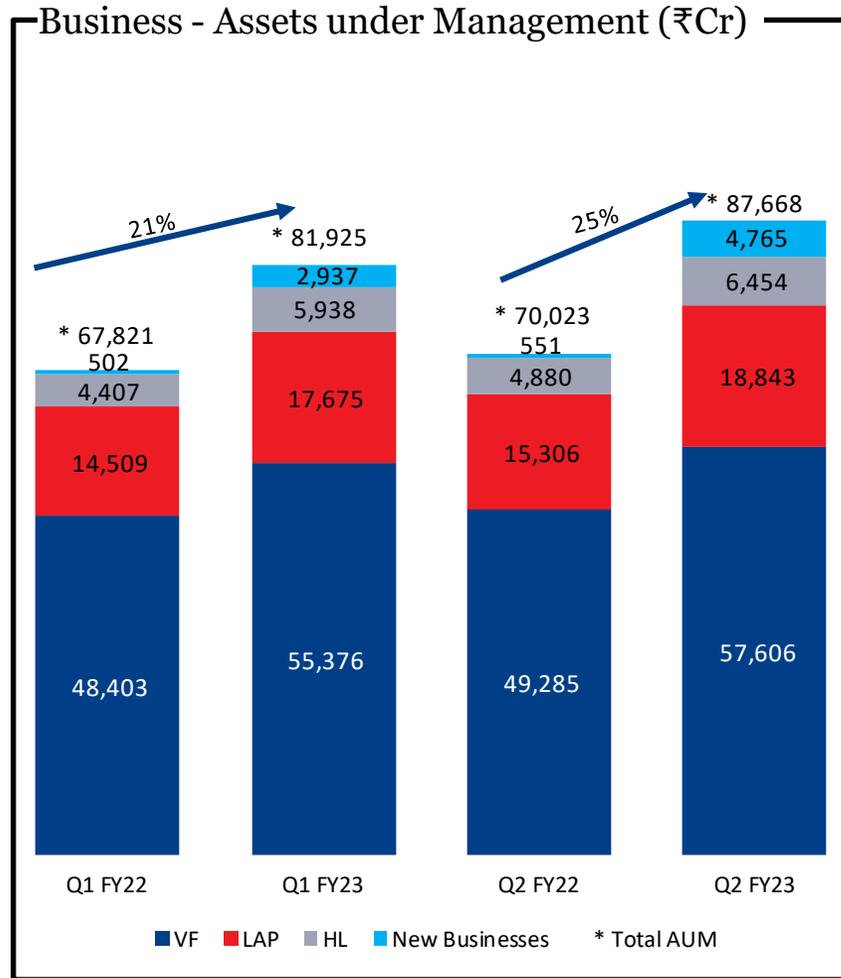
| Particulars   | Rs Crs                         |                         |
|---|--------------------------------|-------------------------|
|   | As of<br>September 30,<br>2022 | As of<br>March 31, 2022 |
| Owned Funds (A)                                       | 1,199.75                       | 1,187.17                |
| Adjusted Networth (B)                                 | 13,851.02                      | 12,072.90               |
| Risk Weighed Assets ( C)                              | 1,281.26                       | 1,280.57                |
| Outside Liabilities (D)                               | 105.74                         | 103.73                  |
| Net assets (E)  | 1,280.38                       | 1,279.89                |
| Investment in equity shares of group companies<br>(F) | 1,280.36                       | 1,279.84                |
| Capital Ratio (B / C)                                 | 1081.05%                       | 942.78%                 |
| Regulatory minimum                                    | 30.00%                         | 30.00%                  |
| Leverage Ratio (D / B)                                | 0.01                           | 0.01                    |
| Regulatory maximum                                    | 2.50                           | 2.50                    |
| Investment in group companies (F / E)                 | 99.998%                        | 99.996%                 |
| Regulatory minimum                                    | 90.00%                         | 90.00%                  |

# Cholamandalam Investment and Finance Company Limited

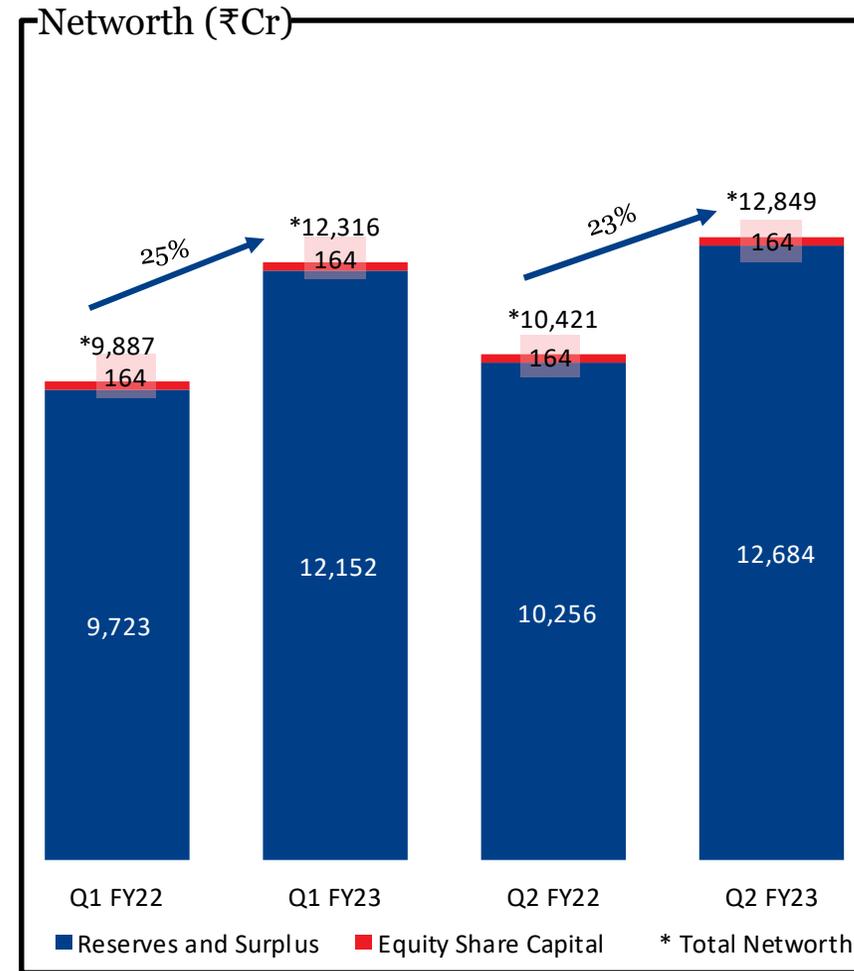
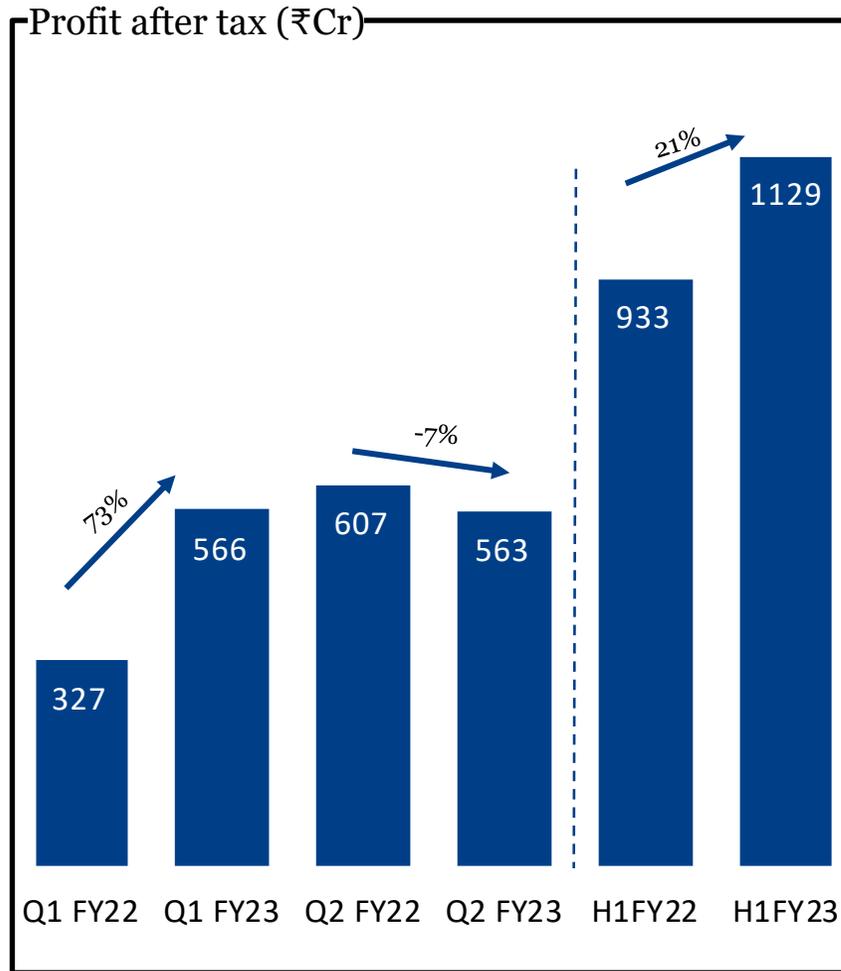
# Disbursements



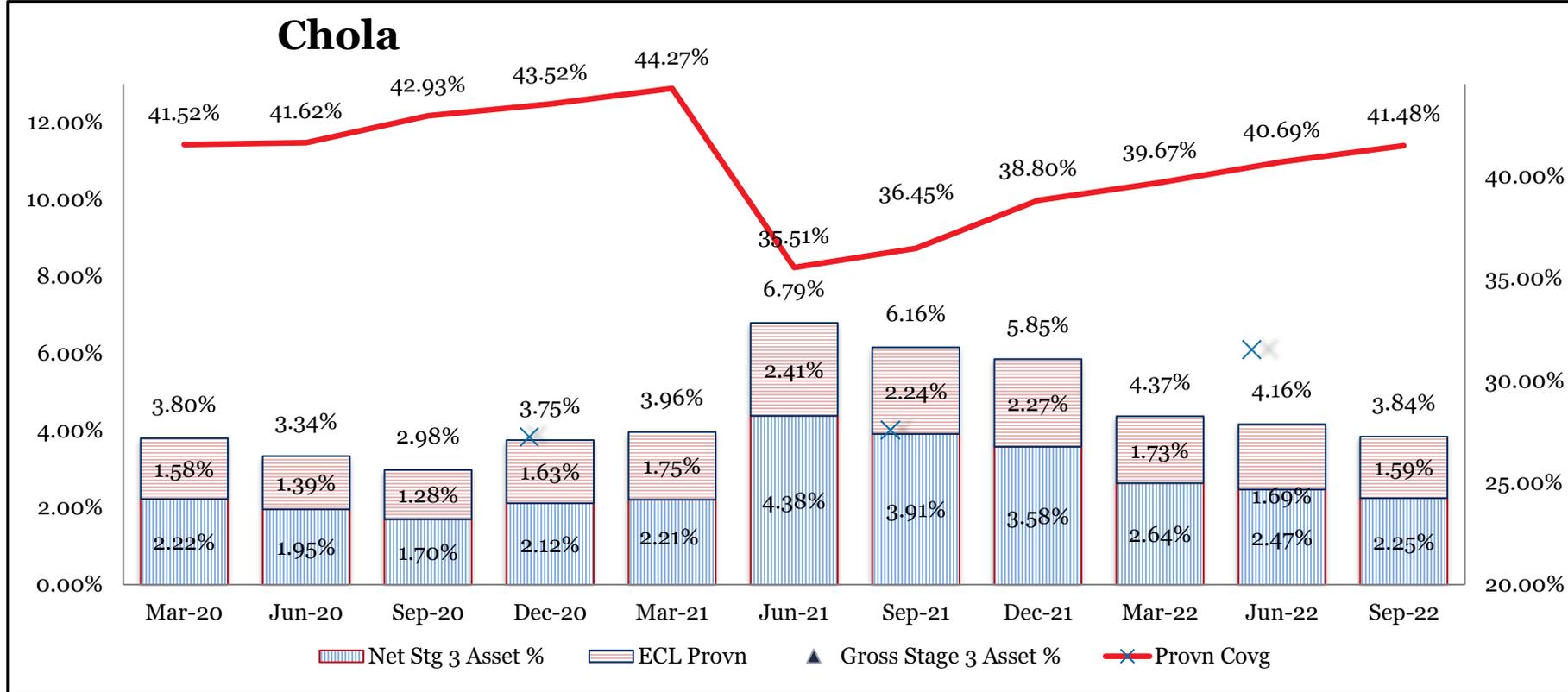
# Assets Under Management



# Profitability and Net worth



# Chola –Stage 3 Assets Trend



As per revised RBI norms GNPA% & NNPA% as of Sep'22 is at 5.84% and 4.07% respectively.

# Vehicle Finance



# Vehicle Finance: H1 FY23 Performance

## Disbursements

- Disbursements grew by 89% in H1FY23 to Rs.17,063 crores as compared to Rs.9,007 crores in H1FY22.

## Assets under management

- AUM have grown by 17% YoY.

## Loss and provisions

- Loan losses improved to 1.9% in H1FY23 as compared to 2.1% in H1FY22.

## Profit before tax

- PBT grew by 12% at Rs.948 crores in H1FY23 as compared to Rs.849 crores in H1FY22.

## Sector outlook – Vehicle Finance business (1/3)

### Sector Outlook

- The Light commercial vehicle segment had a growth of 46% in Q2 FY'23 & 70% in H1 FY'23. This segment is witnessing healthy demand from e-commerce as well as from agriculture and its allied sectors along with replacement demand.
- The Small commercial vehicle segment had a growth of 17% in Q2 FY'23 & 51% in H1 FY'23. This segment is expected to grow in the coming quarters due to its nature of deployment in last mile connectivity, improvement in road infrastructure and increasing logistic services.
- The Heavy commercial vehicle segment had a growth of 53% in Q2 FY'23 & 87% in H1 FY'23. The recovery in macroeconomic environment and improved freight availability will aid growth in this segment during the year.

### Chola's Position

- Increased demand for Light commercial vehicle will help us garner higher volumes, however we will be cautious since the rainfall has been uneven and there has been significant deficit of rainfall in some of the states and excess rainfall (flooding) in some parts.
- Uptick in demand for Small commercial vehicles will help us improve our disbursements combined with our vigilant approach to financing, based on vehicle viability and earning capacity. We are cautious in this segment due to significant increase in vehicle prices and lower EMI affordability (Operator viability).
- Our exposure in this segment is 7% at a portfolio level. We will continue to keep a close watch on this segment for further improvement in market conditions. We are trading cautiously in this segment due to uneven freight availability (capacity utilisation), freight charges and higher cost of operation.

## Sector outlook – Vehicle Finance business (2/3)

### Sector Outlook

- The Passenger vehicle (Car & MUV) segment had a growth of 38% in Q2 FY'23 & 39% in H1 FY'23. This segment is poised for an all time high sales this fiscal aided by improved consumer sentiments, festive demand and easing of semiconductor supply.
- The Two-wheeler industry had a growth of 13% in Q2 FY'23 & 28% in H1 FY'23. Healthy rural cash flow, festival season coupled with OEM offers will help this segment to grow in coming quarters.
- Used vehicle business has contributed to 28% of our disbursement volumes and this segment is expected to grow even further.

### Chola's Position

- Our focus continues to be on retail customers especially in smaller towns and rural areas. We will continue to focus this segment in line with market trends.
- The company intends to maintain its focus on two-wheeler financing with a clear eye for credit underwriting to maintain portfolio performance.
- We are one of the key financiers in this segment and will continue to maintain a cautious approach along with a razor-sharp focus on collections.

## Sector outlook – Vehicle Finance business (3/3)

### Sector Outlook

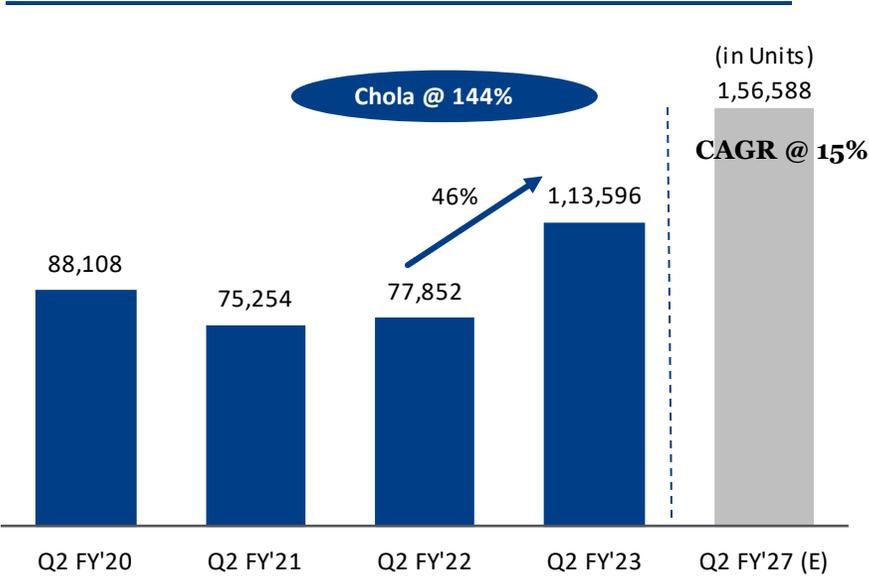
- The Construction Equipment segment had a growth of 8% in Q2 FY'23 & 30% in H1 FY'23. The volumes are expected to pickup in coming quarters supported by improvement in construction, mining activities and increased spend on infrastructure.
- The Tractor industry had a growth of 5% in Q2 FY'23 & 11% in H1 FY'23. Expectation of strong rabi harvest and improved cash flow on account of healthy crop procurement will aid growth in this segment.

### Chola's Position

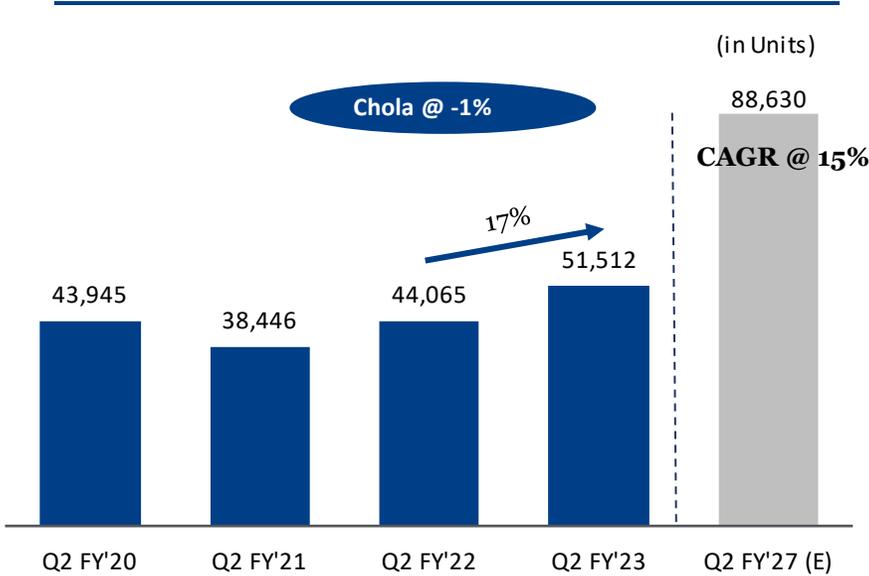
- Our exposure in this segment is around 6% at a portfolio level and our focus will be on building a quality book. We are cautious in this segment with a keen watch on viability and deployment.
- We will approach this segment with a close watch on portfolio considering various external factors like uneven rainfall, crop loss and irregular cash flows.

# Auto Industry Outlook

Trend in Domestic LCV Sales



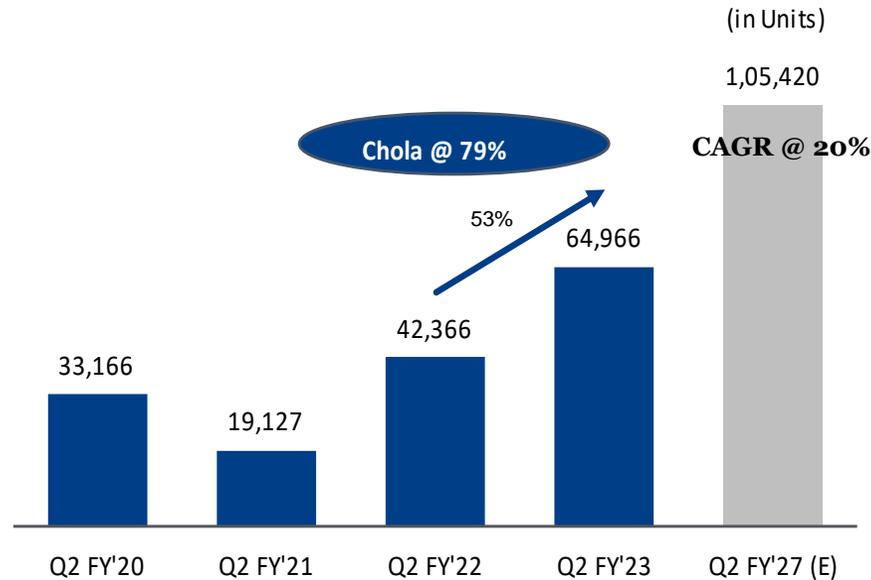
Trend in Domestic SCV Sales



- Replacement demand, increasing last-mile transport requirements, and recovery in the macroeconomic environment.
- Stronger demand from Consumption-driven sectors and E-commerce focused logistic companies.
- Demand for Pickups will increase in the long term due to higher flexibility in usage of sub-one-tonne vehicles.
- Bus Sales to be supported by growing urban population, demand from schools/ corporates and increased inter-city travel due to higher vaccination coverage and reduced impact of COVID-19.

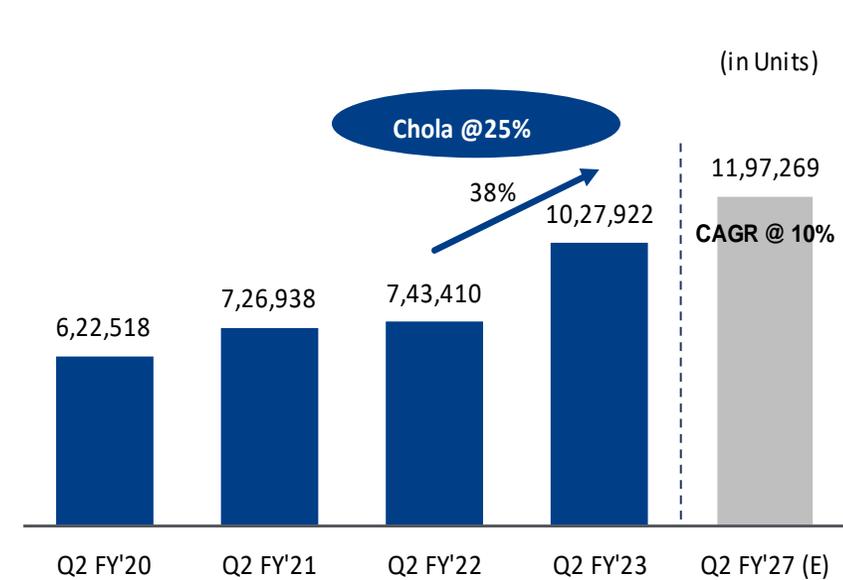
# Auto Industry Outlook

## Trend in Domestic HCV Sales



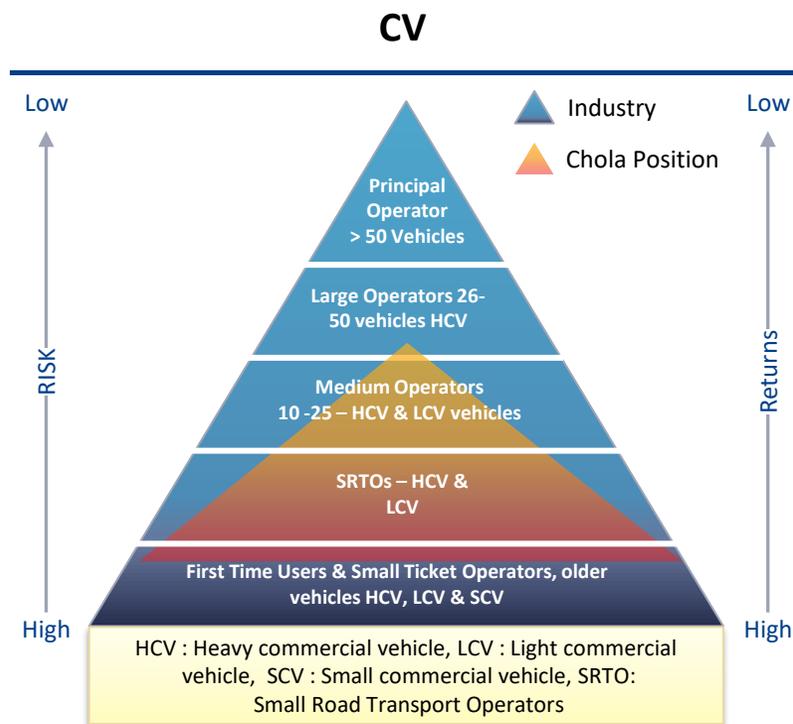
- Improved industrial activity, steady agricultural output, rebound of economic activity and the government's focus on infrastructure will aid growth.
- Pick up in construction and mining activities over the long term would drive demand.

## Trend in Domestic Car & MUV Sales

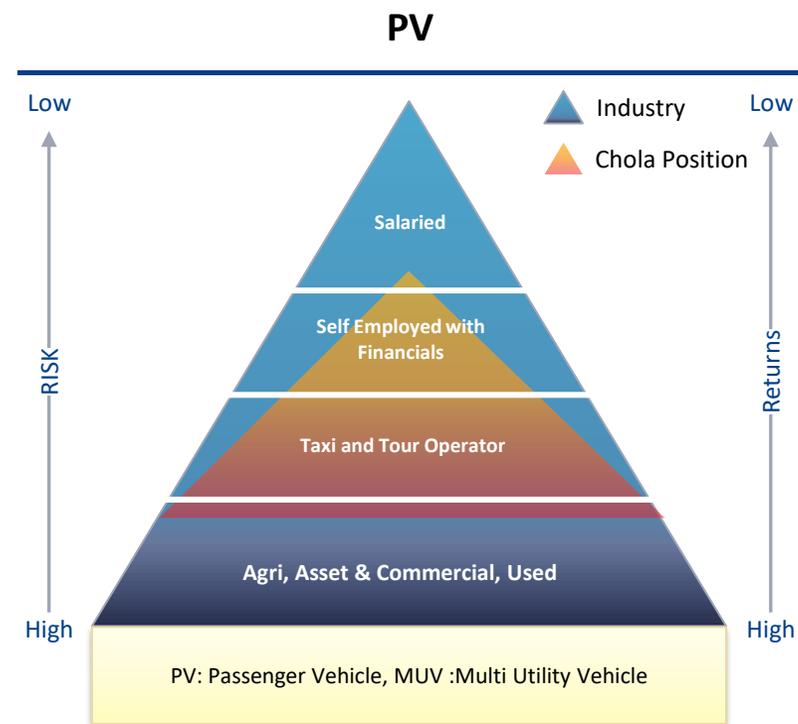


- Higher Income, lower penetration and lower cost of capital to boost long term demand.
- Improvement in semiconductor supplies and materialisation of pent-up demand.

# Vehicle Finance—Business Model & Positioning

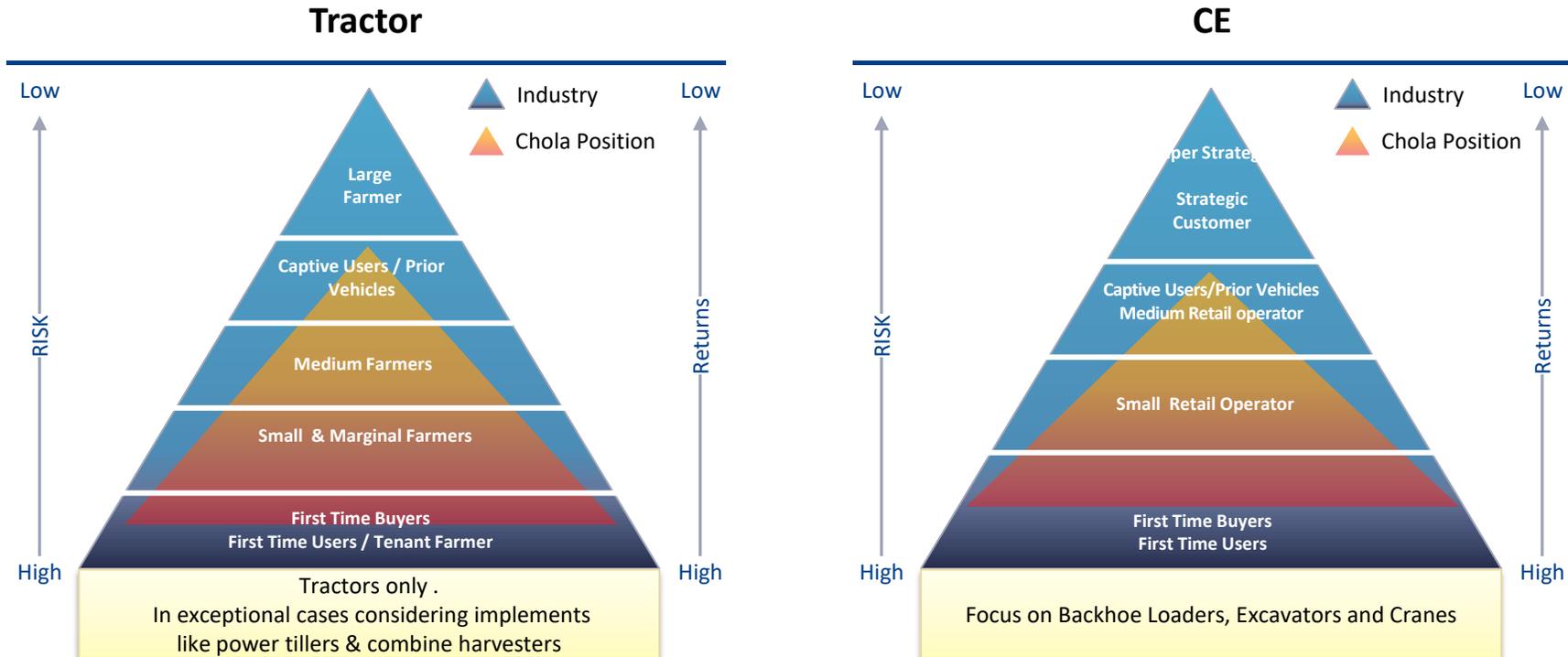


- ~65% of disbursements are to micro & small enterprises and agri -based customer segment
- Chola positioning-
  - Middle of the pyramid through New CVs, Used CVs
  - Top of the Bottom of the pyramid through SCV & older CVs Shubh



- ~ 66% of disbursements are to Chola Existing, Agri & Commercial usage customers
- ~ 34% disbursements are to Self Employed with financials
- Chola positioning-
  - Middle of the pyramid is into Agri, Asset & Commercial

# Vehicle Finance—Business Model & Positioning



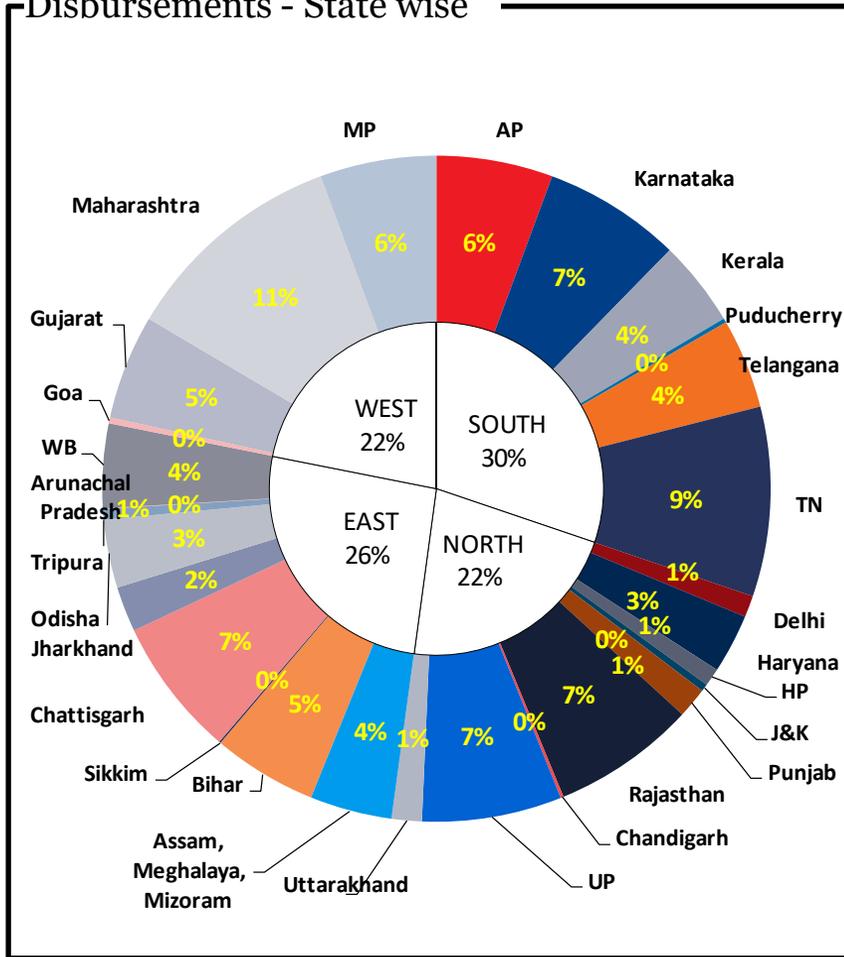
- ~65% of disbursements are to agri -based customer segment
- Application -
  - Agri usage
  - Commercial usage
  - Agri and Commercial usage
- New & Used

- ~ 69% of disbursements are to retail customer segment
- Application –
  - Captive
  - Hiring
- New & Used

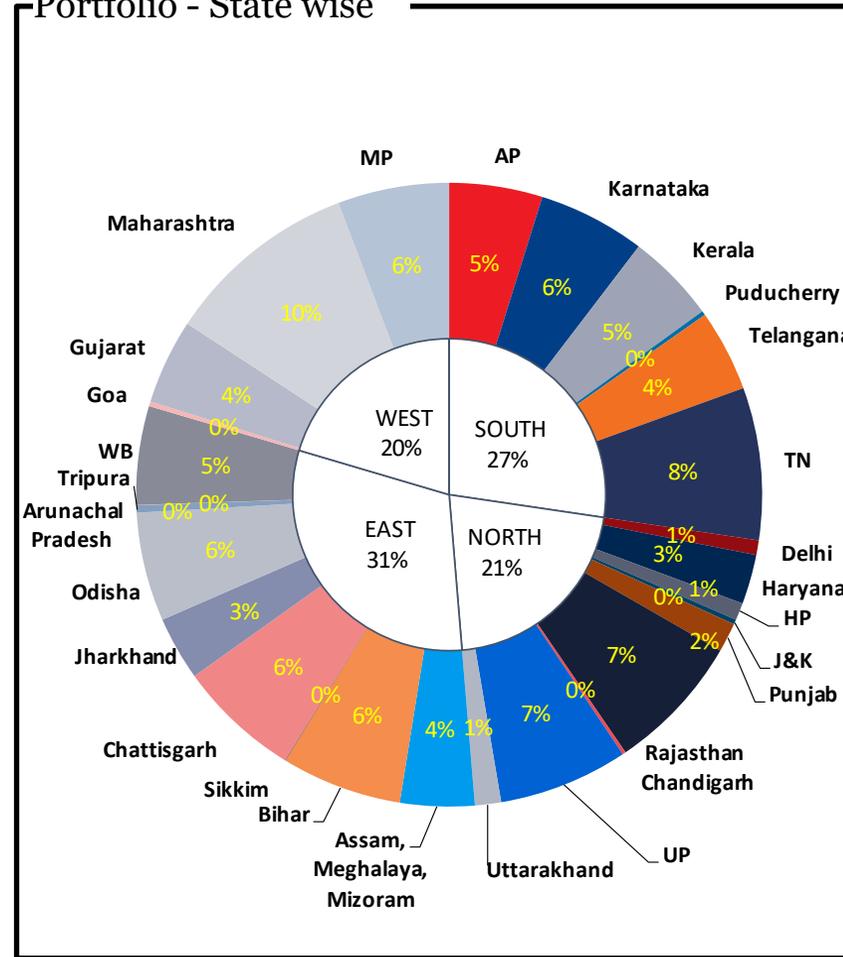
# Vehicle Finance - Disbursement/Portfolio Mix – Q2FY23

Well diversified across geography

Disbursements - State wise



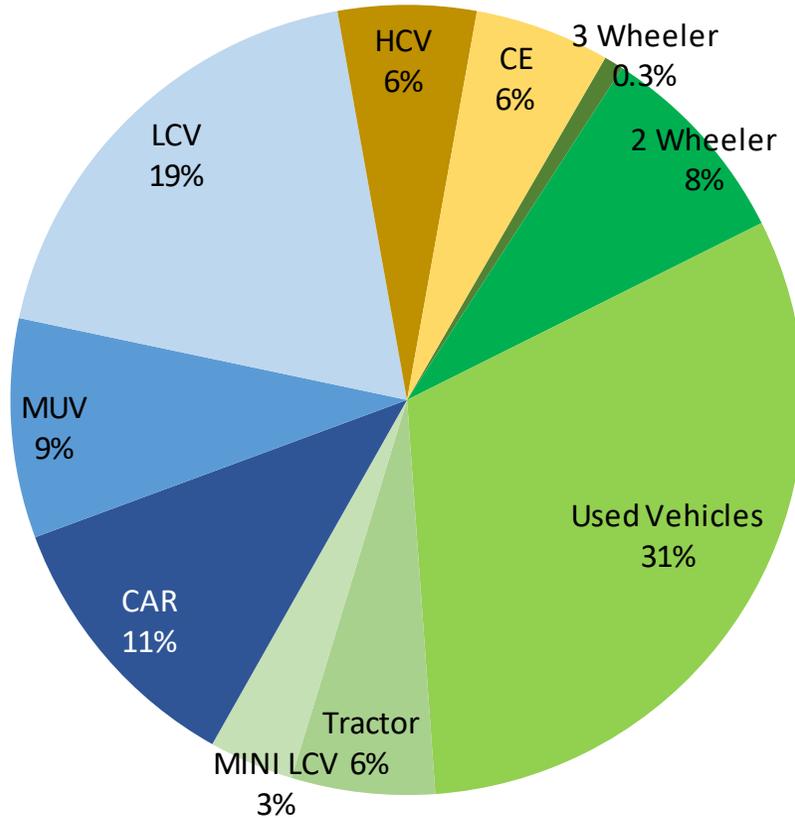
Portfolio - State wise



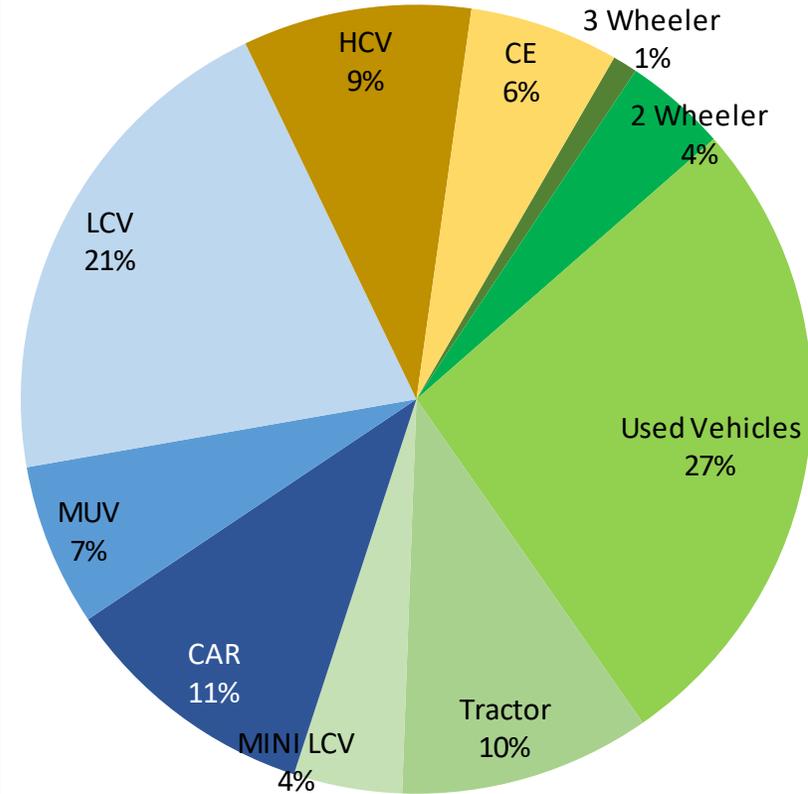
# Vehicle Finance - Disbursement/Portfolio Mix – Q2FY23

Well diversified product segments

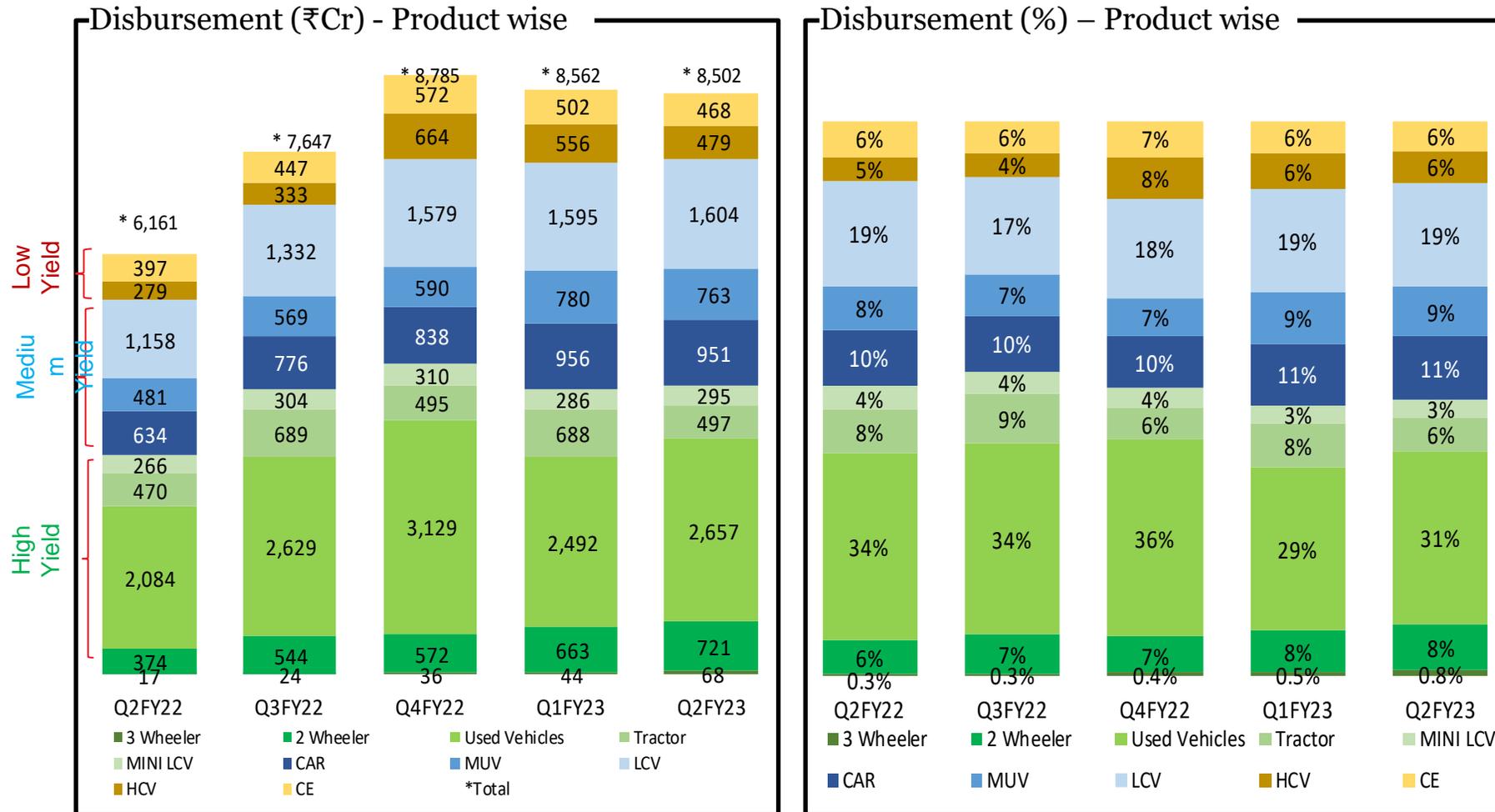
Disbursements (₹Cr) - Product wise



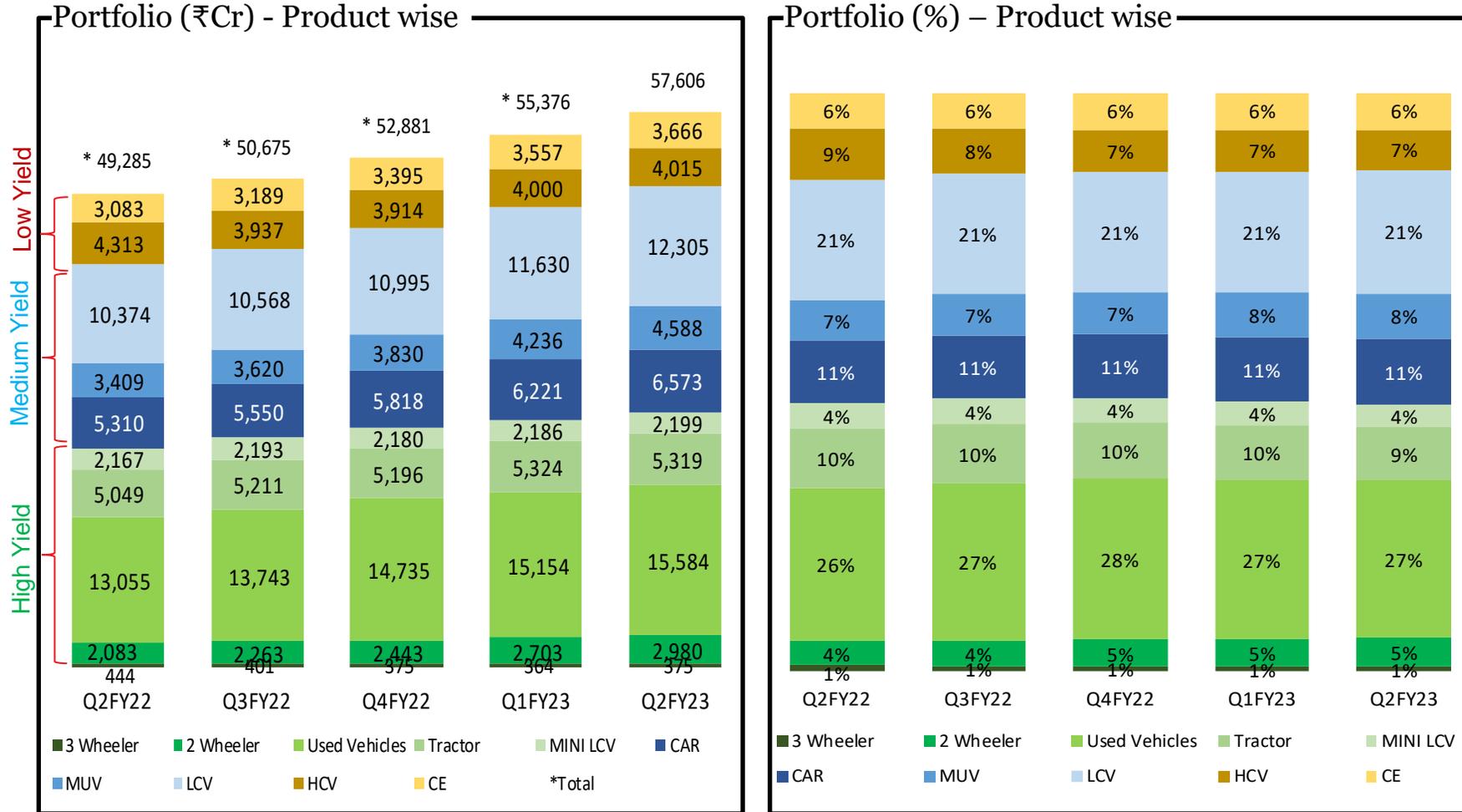
Portfolio (₹Cr) - Product wise



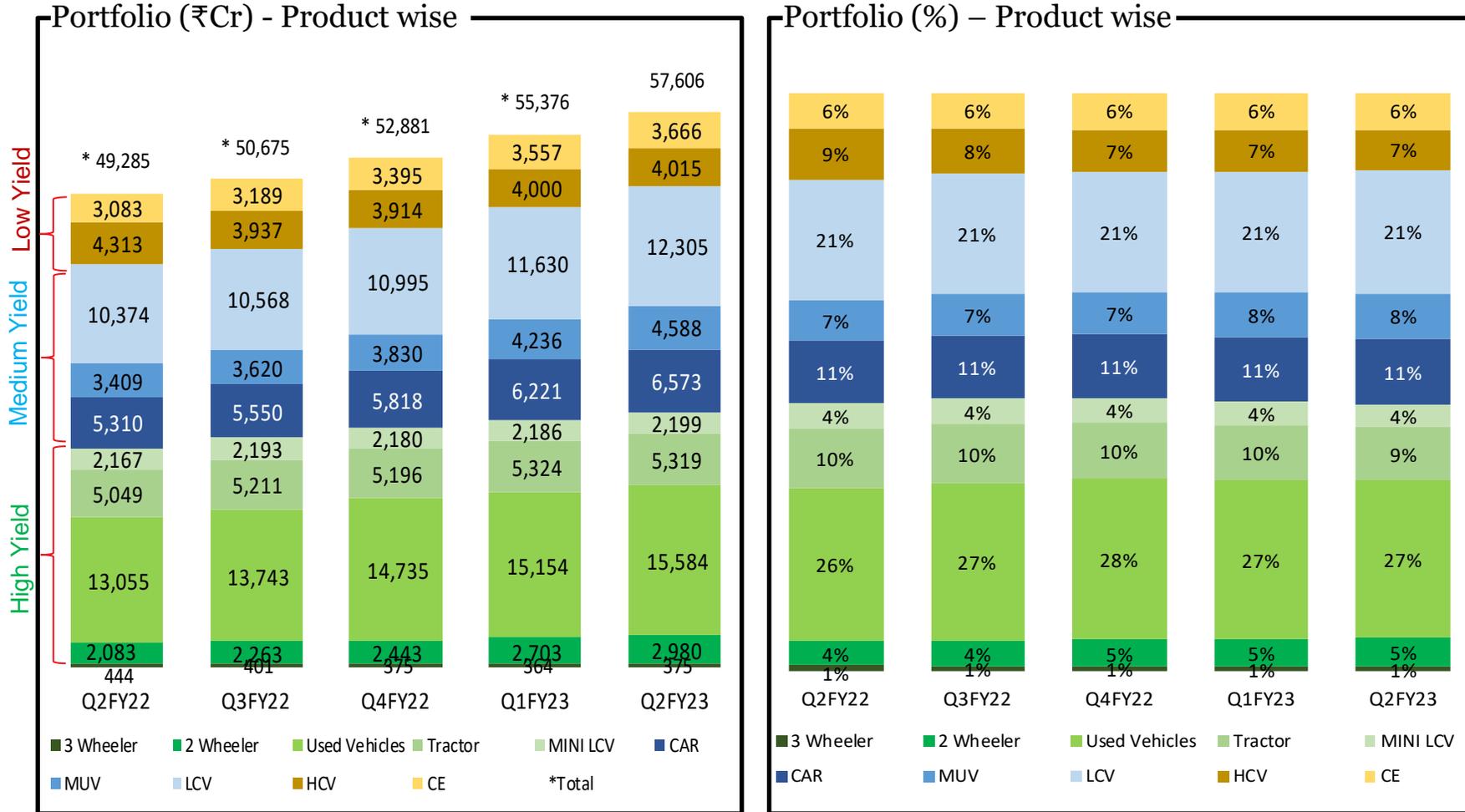
# Vehicle Finance - Disbursement Mix – Quarter-wise



# Vehicle Finance - Portfolio Mix – Quarter-wise

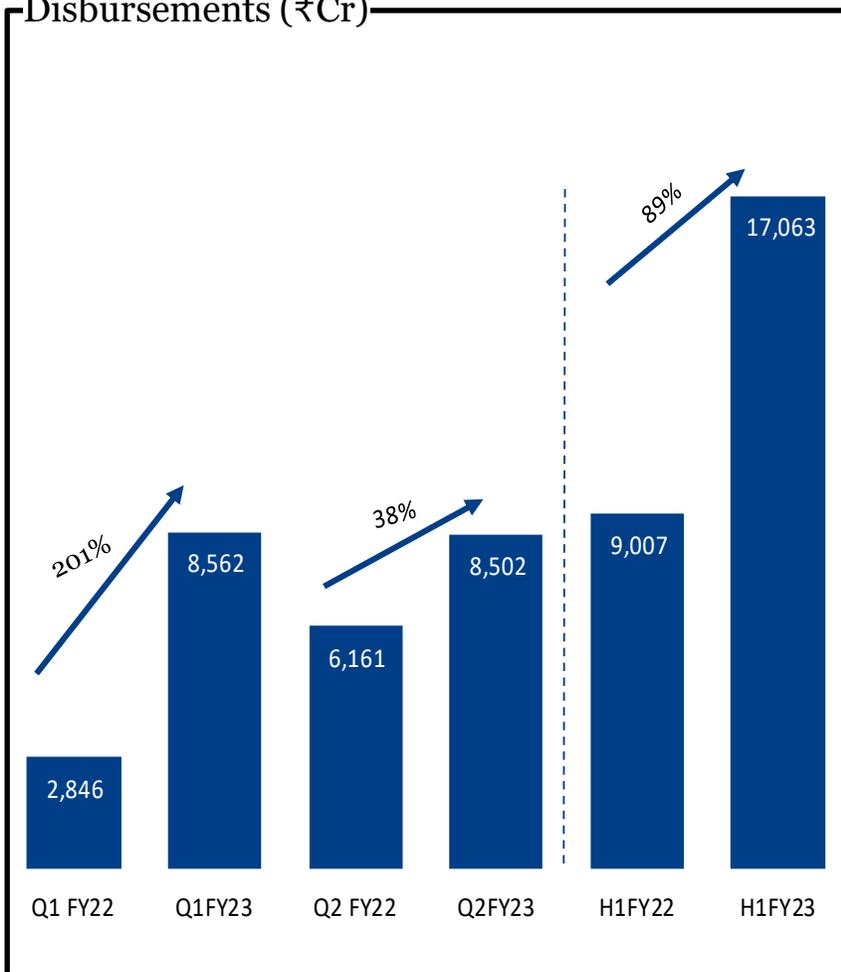


# Vehicle Finance - Portfolio Mix – Quarter-wise

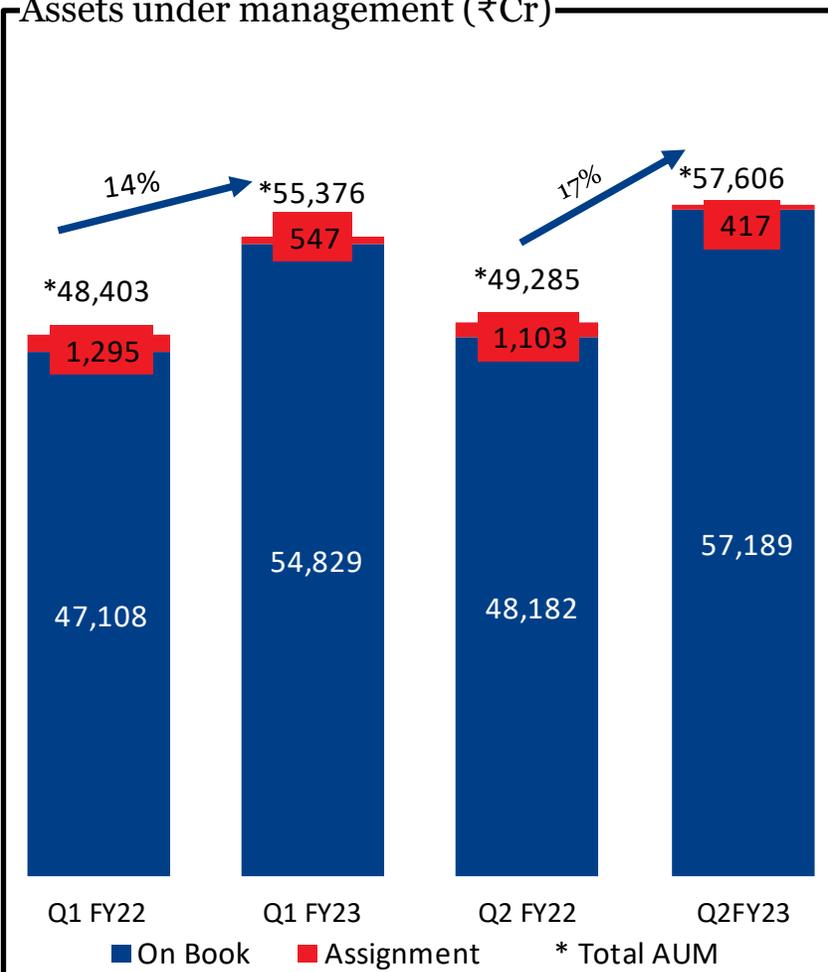


## Vehicle Finance - Disbursements and Asset Under Management

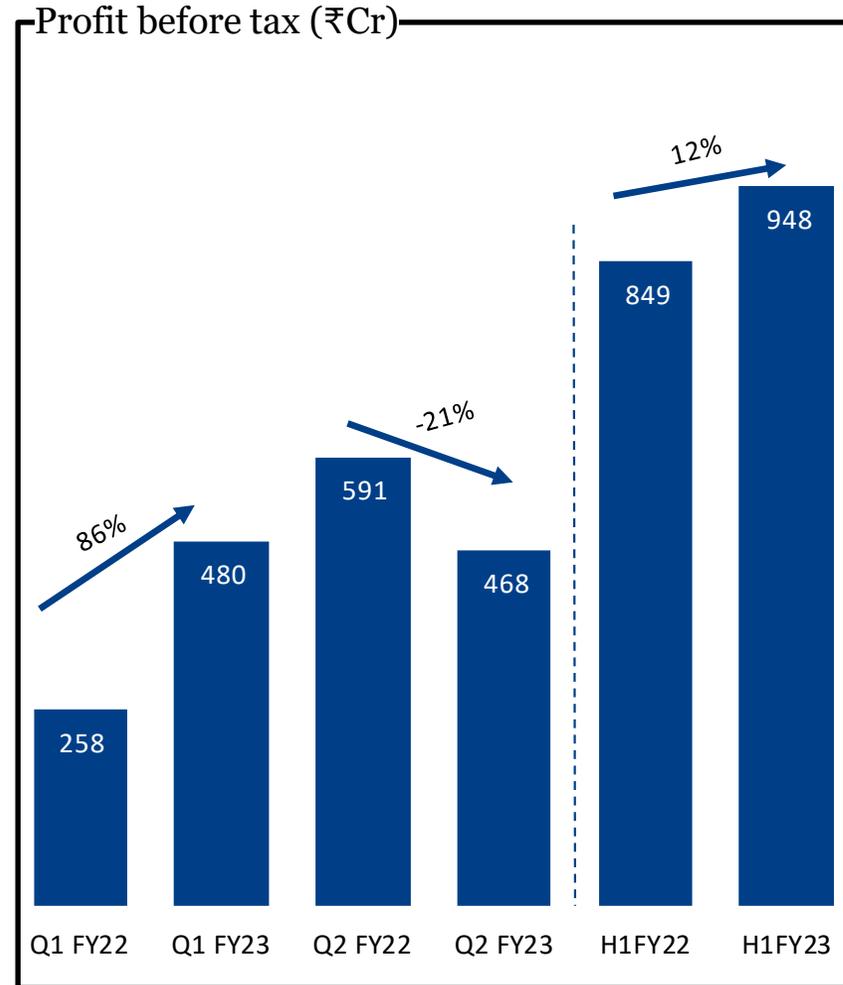
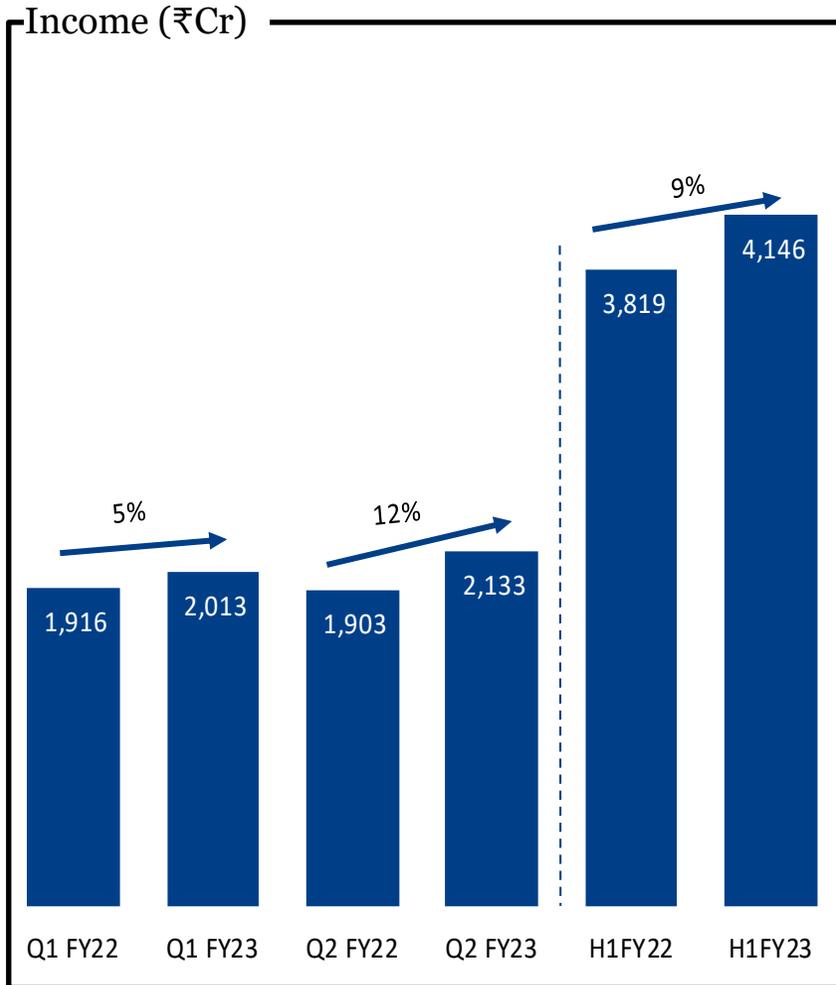
Disbursements (₹Cr)



Assets under management (₹Cr)



# Vehicle Finance - Income and Profit before tax



# Loan Against Property



## Loan Against Property – H1 FY23 Performance

### Disbursements

- Disbursements grew by 117% in H1FY23 at Rs.4,612 crores as compared to Rs.2,122 crores in H1FY22.

### Asset under management

- AUM have grown by 26% YoY.

### Loss and provisions

- Loan losses improved to -0.03% in H1FY23 from 1.0% in H1FY22.

### Profit before tax

- PBT grew by 102% at Rs.394 crores in H1FY23 as compared to Rs.195 crores in H1FY22.

## Loan Against Property: Industry outlook

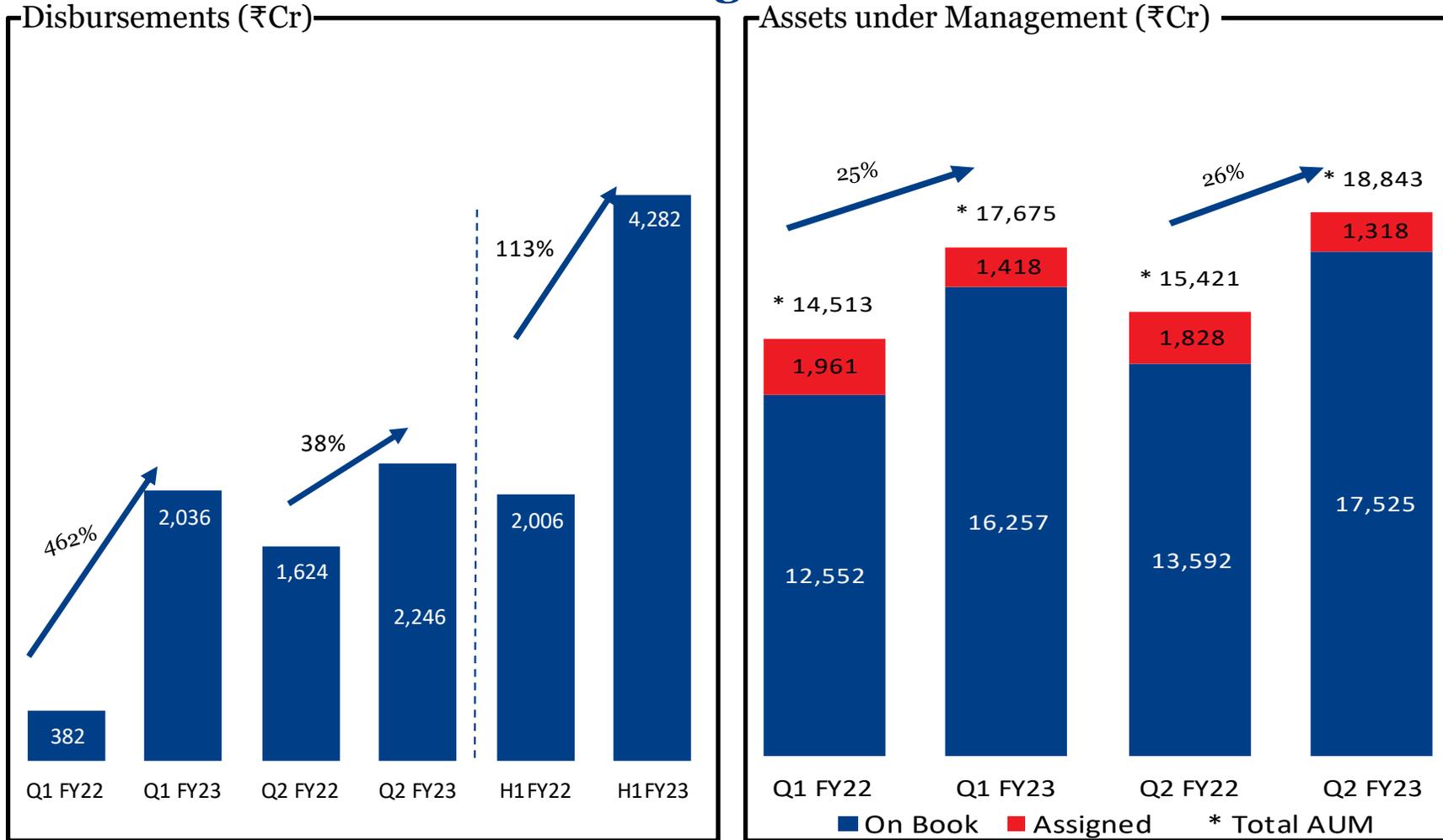
### Sector Outlook

- The sector witnessed improvement in the disbursements post pandemic. Disbursements would further pick-up because of the festive season to a certain extent. Low-ticket LAP would perform better than high-ticket LAP as the former is linked to essential services; services sector would perform better than manufacturing sector.
- The LAP segment has witnessed a considerable reduction in GNPA's. The recovery is expected to continue going forward across segments with an estimated reduction of 30-40 bps in FY 2023. Further moderate Loan to Value(LTV) and rising property prices would produce some comfort on credit risk front.
- In the large, growth of NBFCs in LAP Business is closely linked to economic activities and is expected to grow at 5%-7% in FY 2023, as the business normalize further in the second half of this FY.

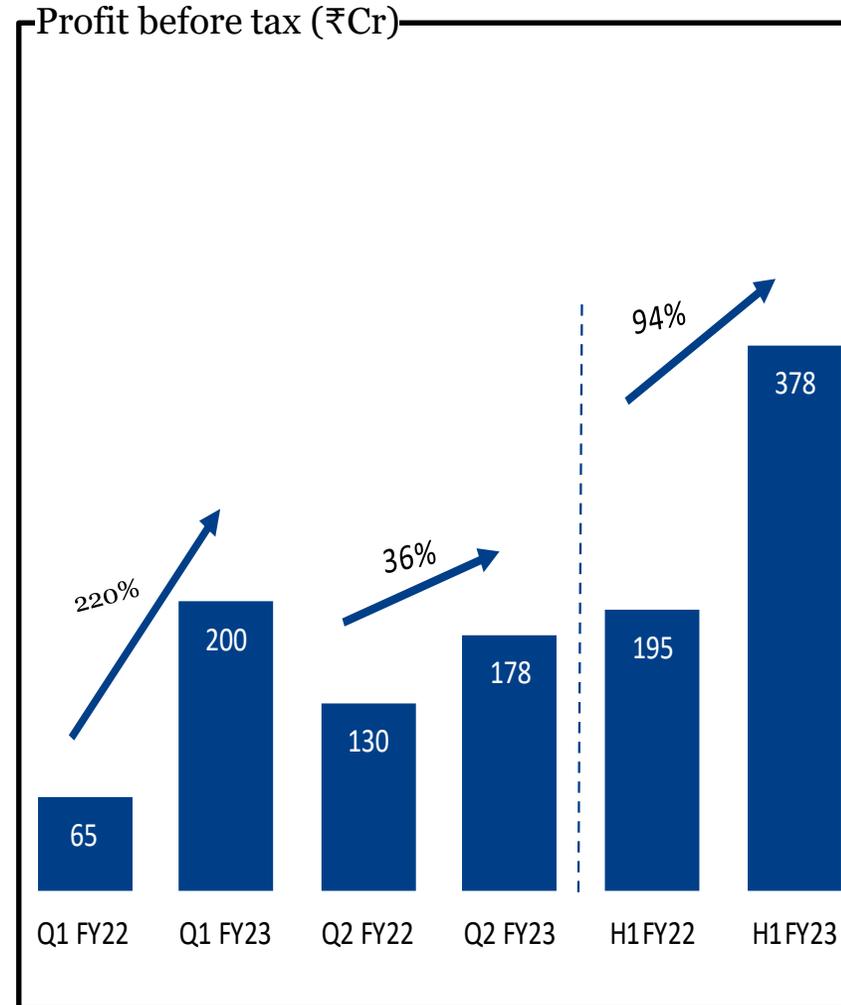
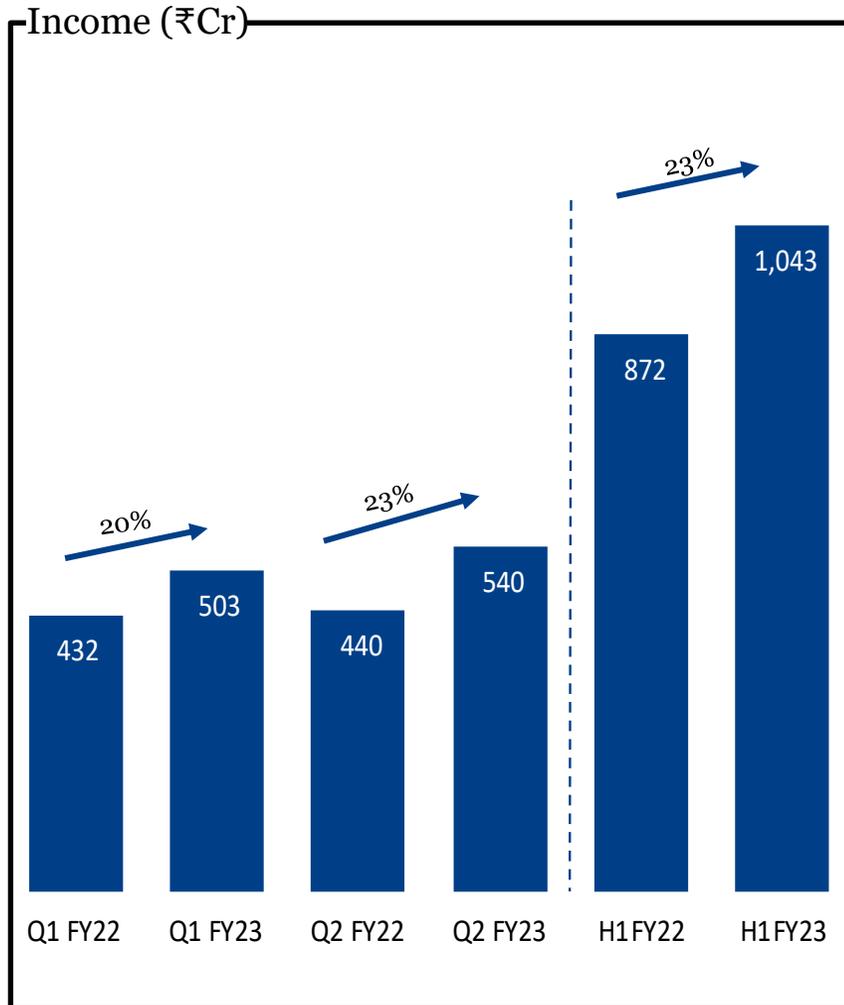
### Chola's Position

- Chola's LAP business has witnessed strong growth in disbursements during H1 in line with the industry trend, capitalizing on the demand. Business performance is expected to continue as we enter into second half of the FY 23.
- Chola's LAP book asset quality has shown steady improvement. Consistent improvement in collection efficiency has resulted in stage3 reduction and lower net credit loss. Business expect further reduction in stage3 in H2 FY23.
- Chola's LAP team is currently focusing on increasing its market share backed by consistent collections performance. The expansion plan is happening in-line with focus on Tier-3 & Tier-4 areas in Q2.

## Loan Against Property - Disbursements and Asset Under Management



# Loan Against Property – Income and Profit before tax



# Home Loans



## Home Loans – H1 FY23 Performance

### Disbursements

- Disbursements grew by 48% in H1FY23 at Rs.1,354 crores as compared to Rs.808 crores in H1FY22.

### Asset under management

- AUM have grown by 32% YoY.

### Loss and provisions

- Loan losses improved to 0.4% in H1FY23 from 1.3% in H1FY22.

### Profit before tax

- PBT grew by 71% at Rs.158 crores in H1FY23 as compared to Rs.93 crores in H1FY22.

Note: Home Loans includes Affordable LAP

# Home Loans - Industry outlook

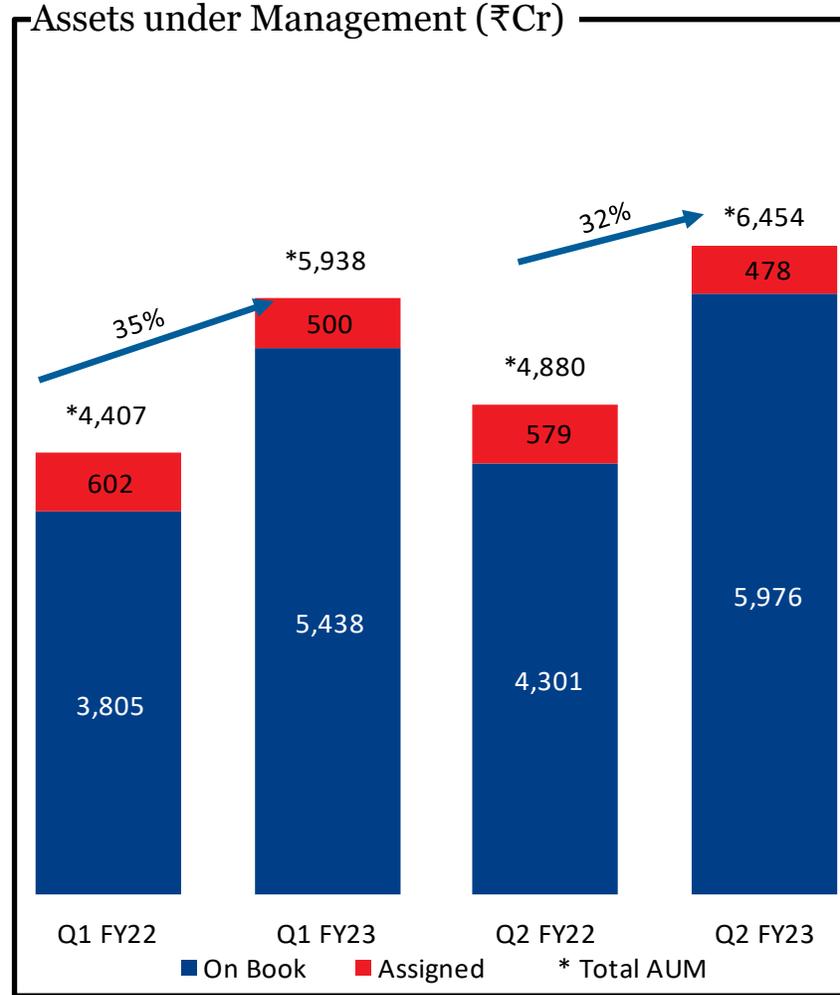
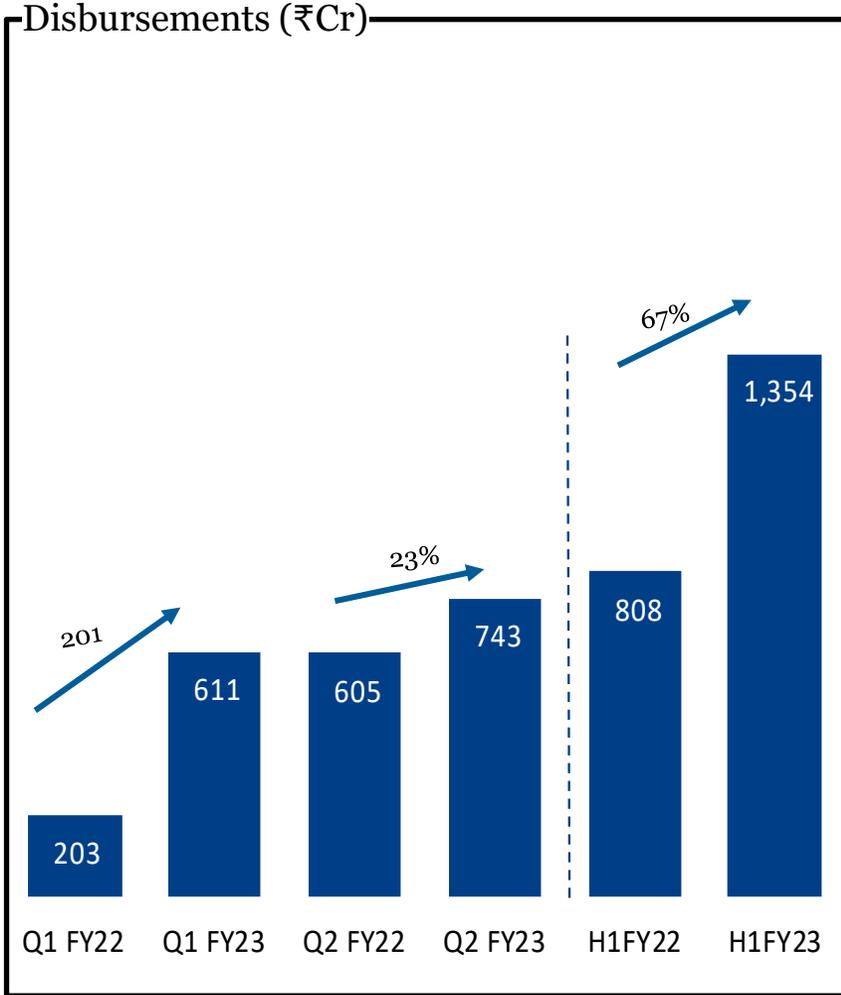
## Sector Outlook

- Demand remained robust in Q2 FY23 and Affordable HFC growth is expected to be 17-20% in FY23.
- Despite recovery analysts expect asset quality metrics to remain volatile, given the vulnerable borrower profile, especially of self-employed borrowers and impact of restructured accounts. However, overall GNPA is expected to reduce further.
- Healthy provision cover is expected to provide a cushion to absorb the losses on the identified asset quality stress

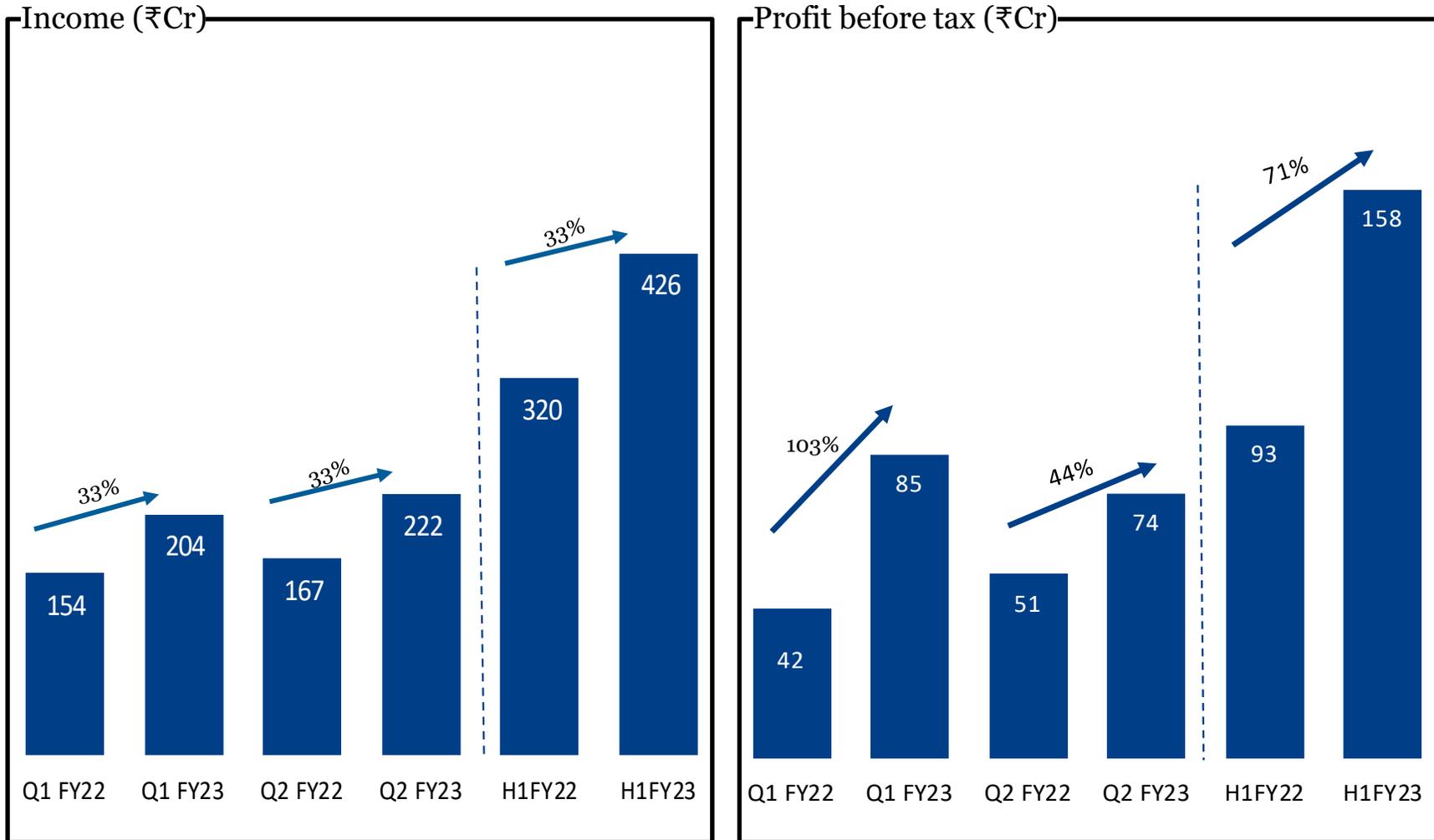
## Chola's Position

- Chola has significantly expanded its geographical footprint especially in the North, East & West Zones while continuing to deepen its footprint in the South.
- Chola is focusing on improving asset quality through analytics driven underwriting and improving operational efficiencies through process improvements .
- Chola continues to focus on improving its resolution of NPAs through SARFAESI and arbitration as well as maintain healthy early bucket efficiencies through a dedicated feet on street team.

# Home Loans - Disbursements and Asset Under Management



## Home Loans - Income and Profit before tax

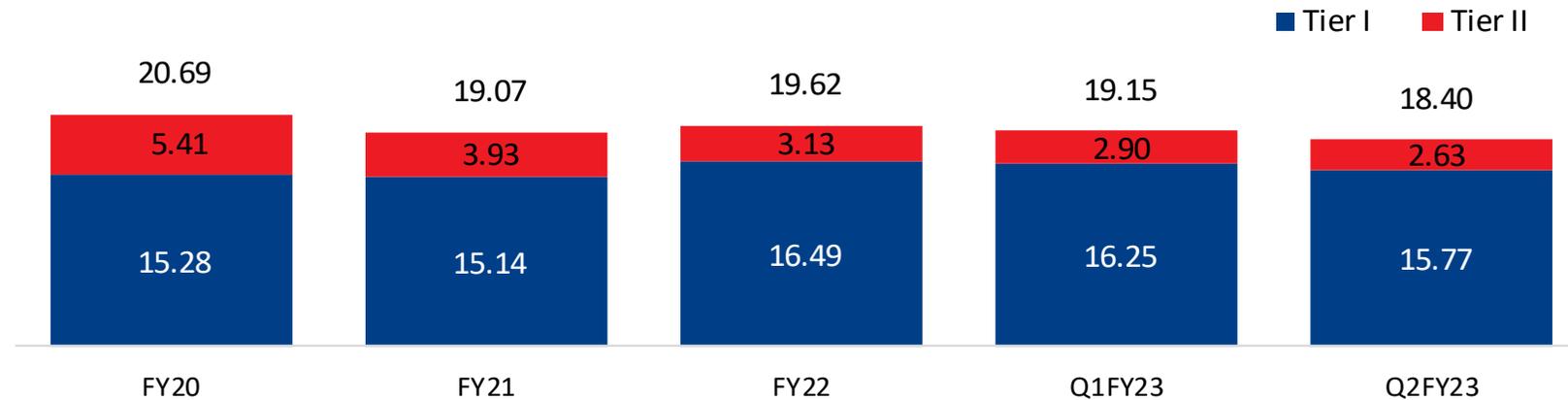


# Funding Profile



# CAR and Credit Rating

Capital Adequacy Ratio (CAR) – As per RBI guideline



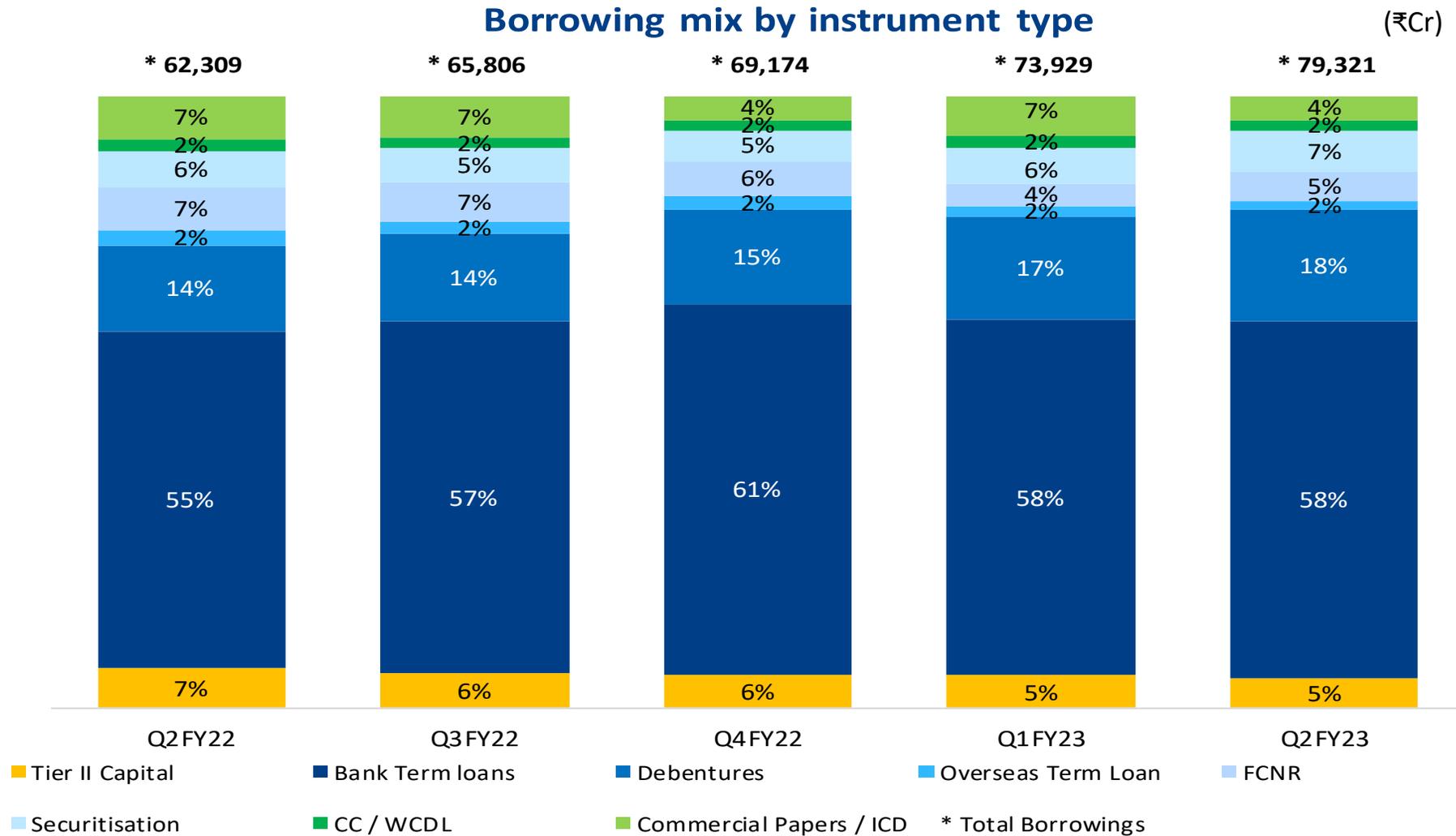
Minimum CAR Stipulated by RBI is 15% & for Tier I is 10%

## Credit Rating

| Loan type  | India ratings          | Care                  | ICRA              | Crisil              |
|------------|------------------------|-----------------------|-------------------|---------------------|
| ST CP/WCDL | -                      | CARE A1+ <sup>^</sup> | [ICRA] A1+        | [CRISIL] A1+        |
| LT NCD/CC  | IND AA + (ind) stable* | -                     | [ICRA] AA+        | -                   |
| Tier II SD | IND AA + (ind) stable  | CARE AA+              | [ICRA] AA+/Stable | [CRISIL] AA+/Stable |
| Tier I PDI | IND AA (ind)           | CARE AA               | [ICRA] AA/Stable  | -                   |

<sup>^</sup> CP Rating  
\* NCD Rating

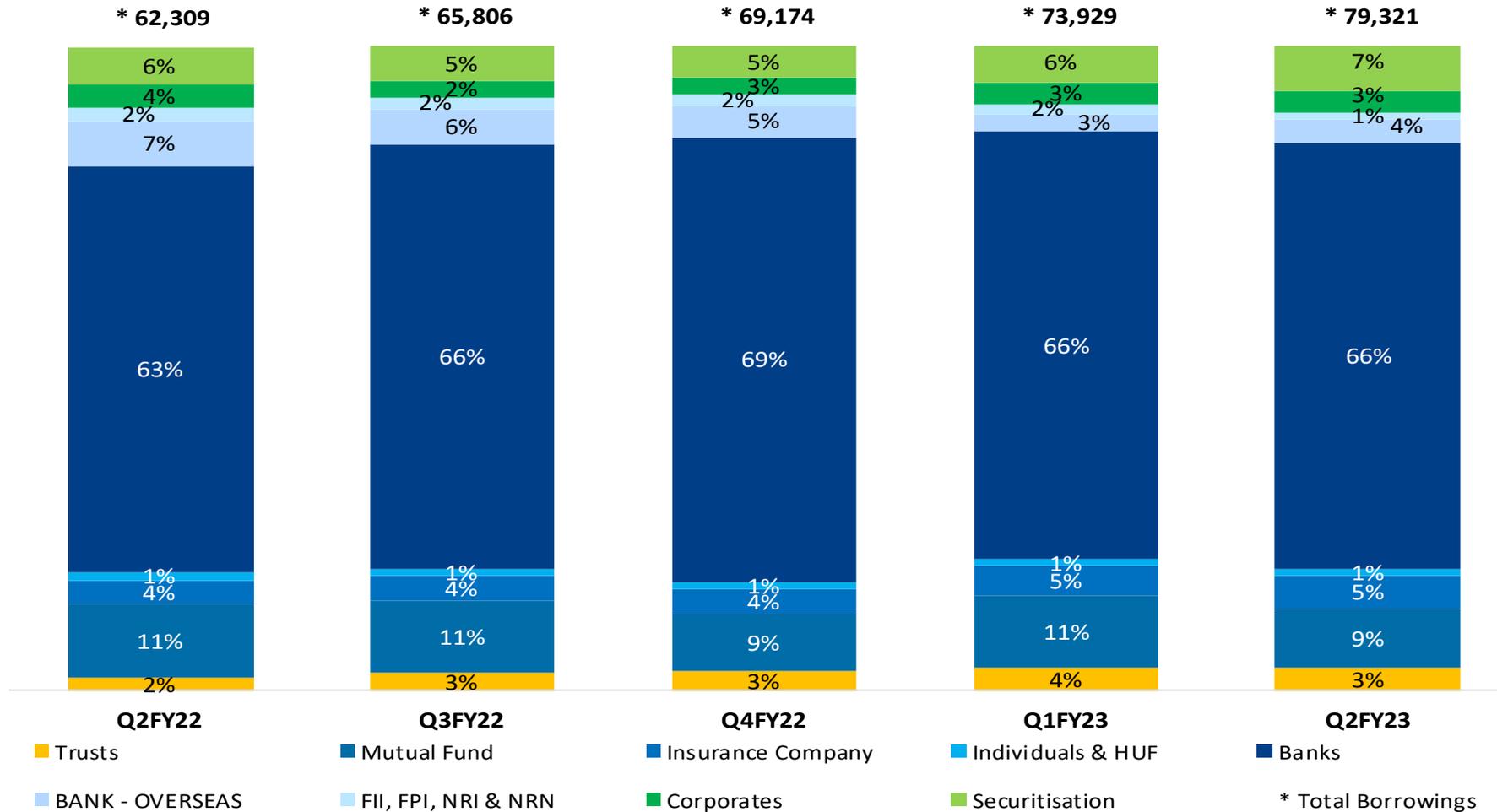
# Diversified Borrowings Profile (I/II)



# Diversified Borrowings Profile (I/II)

Borrowing mix by investor type

(₹Cr)



# ALM Statement as of 30<sup>th</sup> Sep 2022 (As per IND AS)

(₹Cr)

| ALM snapshot as on 30th Sep 2022     |                 |                 |                  |                  |                  |                  |                  |                  |                  |
|--------------------------------------|-----------------|-----------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| Particulars                          | 1 m             | >1 to 2m        | >2 to 3m         | >3 to 6m         | >6m to 1 yr      | >1 to 3 yr       | >3 to 5 yr       | >5 yr            | Total            |
| Cash & Bank Balances                 | 2,418.08        | -               | 819.21           | 100.93           | 94.74            | -                | -                | 1,408.35         | 4,841.31         |
| Advances                             | 2,955.01        | 2,773.24        | 2,943.24         | 8,340.25         | 14,847.77        | 43,056.70        | 5,409.88         | 8,045.39         | 88,371.48        |
| Trade Receivable & Others            | 113.94          | 135.19          | 13.85            | 56.75            | 105.55           | 498.29           | 382.67           | 1,924.64         | 3,230.88         |
| <b>Total Inflows (A)</b>             | <b>5,487.02</b> | <b>2,908.43</b> | <b>3,776.30</b>  | <b>8,497.93</b>  | <b>15,048.06</b> | <b>43,555.00</b> | <b>5,792.55</b>  | <b>11,378.38</b> | <b>96,443.66</b> |
| <b>Cumulative Total Inflows (B)</b>  | <b>5,487.02</b> | <b>8,395.45</b> | <b>12,171.75</b> | <b>20,669.68</b> | <b>35,717.74</b> | <b>79,272.74</b> | <b>85,065.28</b> | <b>96,443.66</b> |                  |
| Borrowin Repayment-Bank & Others     | 1,633.74        | 1,045.28        | 2,799.14         | 4,304.57         | 9,453.43         | 26,551.07        | 12,131.08        | 487.26           | 58,405.56        |
| Borrowin Repayment- Market           | 1,571.95        | 1,178.70        | 922.63           | 2,356.56         | 2,396.48         | 7,594.87         | 3,028.30         | 2,385.15         | 21,434.64        |
| Capital Reserves and Surplus         | -               | -               | -                | -                | -                | -                | -                | 13,079.95        | 13,079.95        |
| Other Outflows                       | 2,185.37        | 84.46           | 49.32            | 249.35           | 543.73           | 182.12           | 100.30           | 128.86           | 3,523.50         |
| <b>Total Outflows (C)</b>            | <b>5,391.06</b> | <b>2,308.43</b> | <b>3,771.09</b>  | <b>6,910.48</b>  | <b>12,393.64</b> | <b>34,328.06</b> | <b>15,259.68</b> | <b>16,081.21</b> | <b>96,443.66</b> |
| <b>Cumulative Total Outflows (D)</b> | <b>5,391.06</b> | <b>7,699.49</b> | <b>11,470.58</b> | <b>18,381.06</b> | <b>30,774.70</b> | <b>65,102.77</b> | <b>80,362.45</b> | <b>96,443.66</b> |                  |
| E. GAP (A - C)                       | 95.97           | 600.00          | 5.20             | 1,587.45         | 2,654.41         | 9,226.94         | (9,467.14)       | (4,702.83)       |                  |
| <b>F.Cumulative GAP (B - D)</b>      | <b>95.97</b>    | <b>695.96</b>   | <b>701.17</b>    | <b>2,288.62</b>  | <b>4,943.03</b>  | <b>14,169.97</b> | <b>4,702.83</b>  | <b>0.00</b>      |                  |
| <b>Cumulative GAP as % (F/D)</b>     | <b>1.78%</b>    | <b>9.04%</b>    | <b>6.11%</b>     | <b>12.45%</b>    | <b>16.06%</b>    | <b>21.77%</b>    | <b>5.85%</b>     | <b>0.00%</b>     |                  |

Note: Behavioural ALM.

Advances and maturities include the securitization inflows and outflows respectively

# Cholamandalam MS General Insurance Company Limited

*Financial data in this section is as per IGAAP*

# Chola MS General Insurance: Brief Overview

## Murugappa Group

- Murugappa Group - India's leading business conglomerate
- Founded in 1900, Headquartered in Chennai, the INR 547 Billion Murugappa Group is one of India's leading business conglomerates
- Diversified presence in 3 sectors - Agriculture, Engineering, Financial Services
  - 29 businesses
  - Market leaders in served segments
  - Renowned Brands
  - 50000+ employees



60%



40%

**2764**

H1 FY'23  
GWP (INR Cr)



**12%**

GWP CAGR  
(2016-22)



**98**

H1 FY'23  
PBT (INR Cr)



**297 Lacs**

# of Live  
Customers



**52 Lacs**

Policies sold in  
H1 FY'23



Financial data as per  
standalone IGAAP

## Mitsui Sumitomo Insurance, Japan

- Mitsui Sumitomo Insurance - part of MS&AD – one of the largest insurance group in the world.
- Mitsui Sumitomo Insurance is a part of MS&AD, ranked No: 8 globally with NWP of USD 49 Bn.
  - S&P Credit Rating of A+
  - Asset Under Management USD 18 Bn (MS&AD)
  - Spread across 47 countries and regions
  - Acquisition of Amlin Plc, Number 2 Lloyd's underwriter with Reinsurance business and Europe operations, for US\$5.3Bn
  - Acquired First Capital Insurance, Singapore for US\$ 1.6 Bn

## Key Financial Parameters (Rs. Crs)

| Particulars – In Rs. Cr                         | FY'20   | FY'21   | FY'22   | Q2 FY'22 | Q2 FY'23 | H1 FY'22 | H1 FY'23 |
|---|---------|---------|---------|----------|----------|----------|----------|
| Gross Written Premium                           | 4398    | 4388    | 4824    | 1222     | 1474     | 2122     | 2764     |
| Growth  | -0.7%   | -0.20%  | 9.90%   | 11.96%   | 20.64%   | 8.78%    | 30.25%   |
| NWP   | 3409    | 3357    | 3572    | 913      | 1097     | 1569     | 2029     |
| NEP   | 3437    | 3202    | 3437    | 854      | 980      | 1692     | 1901     |
| U/W Results                                     | -247    | -287    | -433    | -132     | -168     | -232     | -310     |
| Investment income (Net)                         | 502     | 662     | 539     | 152      | 215      | 290      | 409      |
| PBT   | 255     | 375*    | 106*    | 21**     | 47^      | 58**     | 98       |
| PAT   | 149     | 282     | 77      | 16       | 35       | 44       | 73       |
| Networth  | 1603    | 1885    | 1962    | 1928     | 2035     | 1928     | 2035     |
| Investment portfolio                            | 9078    | 11061   | 12534   | 11652    | 13368    | 11652    | 13368    |
| Solvency Ratio (x)                              | 1.58    | 2.08    | 1.95    | 1.77     | 2.13     | 1.77     | 2.13#    |
| Earnings per Share (Rs.)                        | 5.00    | 9.43    | 2.58    | 0.52     | 1.17     | 1.46     | 2.44     |
| Book value per Share (Rs.)                      | 53.64   | 63.07   | 65.65   | 64.53    | 68.09    | 64.53    | 68.09    |
| RONW (%) – Not Annualized                       | 9.32%   | 14.95%  | 3.93%   | 0.80%    | 1.71%    | 2.26%    | 3.59%    |
| Investment Corpus to Networth (x)               | 5.7     | 5.9     | 6.4     | 6.0      | 6.6      | 6.0      | 6.6      |
| CoR % (on NWP)                                  | 107.50% | 107.30% | 111.00% | 112.50%  | 112.39%  | 116.75%  | 113.54%  |
| *Impact of IRDAI order on DAC (opening balance) |         | 0       | 263     | 66       | NA       | 134      | NA       |

\*PBT impacted by Covid claims and IRDAI order on DAC

\*\* PBT negatively impacted by Covid Claims & DAC and positively impacted by lockdown benefit in motor TP & OD claims

^Q2 FY'23 includes : Rs 47 Crs of inflation linked Motor TP provisioning; Rs 28 Crs of sourcing cost on growth in Long Term premium; Rs 47 Crs of sourcing cost on growth in annual premium

# Relief secured by ITAT decision reduces disallowance in Solvency workings arising from income tax related contested contingent liabilities

# LOB Wise - Quarterly Growth Trends

| Particulars    | Months   | Fire  | Other Comml Lines | Motor | Health | PA      | Crop    | Others | Total  |
|----------------|----------|-------|-------------------|-------|--------|---------|---------|--------|--------|
| Industry       | Q1 FY'23 | 12.8% | 28.1%             | 27.5% | 19.6%  | -5.5%   | 135.0%  | 28.1%  | 22.3%  |
|                | Jul'22   | 8.4%  | 31.0%             | 12.4% | 18.2%  | 154.7%  | 24.2%   | 6.5%   | 19.1%  |
|                | Aug'22   | 13.5% | 31.4%             | 12.1% | 7.2%   | -33.6%  | 5.0%    | 29.9%  | 9.0%   |
|                | Sep'22   | 4.2%  | 17.5%             | 13.3% | 7.3%   | -20.9%  | -31.6%  | 21.0%  | -0.4%  |
|                | Q2 FY'23 | 8.5%  | 26.4%             | 12.6% | 11.3%  | 9.4%    | -9.5%   | 17.2%  | 8.7%   |
|                | H1 FY'23 | 11.1% | 27.4%             | 18.9% | 15.3%  | 2.6%    | -1.8%   | 22.5%  | 14.7%  |
| Private sector | Q1 FY'23 | 17.7% | 36.8%             | 36.4% | 27.6%  | 37.5%   | 129.8%  | 45.8%  | 33.0%  |
|                | Jul'22   | 14.0% | 37.3%             | 18.2% | -6.4%  | 37.7%   | 24.6%   | 24.2%  | 15.2%  |
|                | Aug'22   | 23.1% | 38.0%             | 15.1% | 15.4%  | -13.6%  | 4.3%    | 26.6%  | 12.8%  |
|                | Sep'22   | 5.5%  | 26.9%             | 17.2% | 55.0%  | 3.7%    | -20.4%  | 18.3%  | 9.7%   |
|                | Q2 FY'23 | 13.6% | 34.1%             | 16.8% | 17.8%  | 7.7%    | -2.3%   | 22.8%  | 12.5%  |
|                | H1 FY'23 | 16.1% | 35.6%             | 24.9% | 22.3%  | 19.5%   | 5.5%    | 33.5%  | 20.8%  |
| Public sector  | Q1 FY'23 | 5.6%  | 15.3%             | 10.0% | 15.4%  | -41.9%  | -578.7% | 13.2%  | 10.2%  |
|                | Jul'22   | -1.2% | 21.7%             | -0.1% | 35.6%  | 1117.4% | -60.4%  | -5.2%  | 25.1%  |
|                | Aug'22   | 1.1%  | 23.0%             | 5.2%  | 1.3%   | -56.5%  | -100.1% | 33.7%  | 1.8%   |
|                | Sep'22   | 2.2%  | 6.0%              | 5.2%  | -13.1% | -42.9%  | -74.8%  | 24.9%  | -14.3% |
|                | Q2 FY'23 | 0.5%  | 16.5%             | 3.5%  | 7.4%   | 11.7%   | -74.2%  | 11.9%  | 2.9%   |
|                | H1 FY'23 | 3.7%  | 15.8%             | 6.3%  | 11.3%  | -16.1%  | -72.1%  | 12.5%  | 6.4%   |
| SAHI           | Q1 FY'23 |       |                   |       | 27.1%  | 49.5%   |         |        | 27.8%  |
|                | Jul'22   |       |                   |       | 23.4%  | 9.2%    |         |        | 23.0%  |
|                | Aug'22   |       |                   |       | 28.3%  | 4.2%    |         |        | 27.5%  |
|                | Sep'22   |       |                   |       | 24.8%  | 5.7%    |         |        | 24.0%  |
|                | Q2 FY'23 |       |                   |       | 25.4%  | 6.4%    |         |        | 24.8%  |
|                | H1 FY'23 |       |                   |       | 26.2%  | 23.9%   |         |        | 26.1%  |
| Chola MS       | Q1 FY'23 | 49.6% | 24.4%             | 37.9% | 52.9%  | 71.4%   |         | 217.3% | 43.3%  |
|                | Jul'22   | 23.2% | 45.3%             | 17.6% | 39.9%  | 23.4%   |         | 24.1%  | 21.4%  |
|                | Aug'22   | 43.0% | 26.0%             | 12.9% | 30.9%  | -0.9%   |         | 42.8%  | 17.0%  |
|                | Sep'22   | 46.7% | 37.9%             | 21.1% | 22.4%  | 10.7%   |         | 10.5%  | 23.5%  |
|                | Q2 FY'23 | 36.5% | 37.0%             | 17.2% | 31.0%  | 9.7%    |         | 23.7%  | 20.6%  |
|                | H1 FY'23 | 43.1% | 30.6%             | 25.6% | 40.9%  | 34.3%   |         | 74.1%  | 30.2%  |

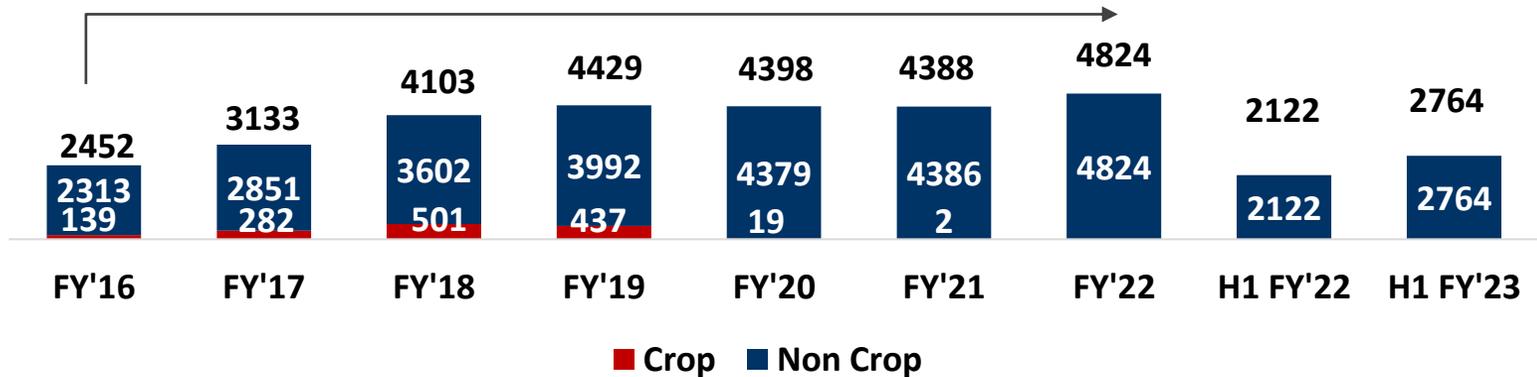
## In Q2, Chola MS

- Overall growth higher than industry & Pvt. Players @ 20.6%
- Motor, Fire & Health lines : Higher than industry & Private Sector players
- SAHI players growth steady @ 25%

# Among the Top ranked GI Players supported by strong growth

## Solid GWP growth over years

(CAGR FY2016 - FY 2022 = 11.9% (With Crop); 13.0% (Without Crop))

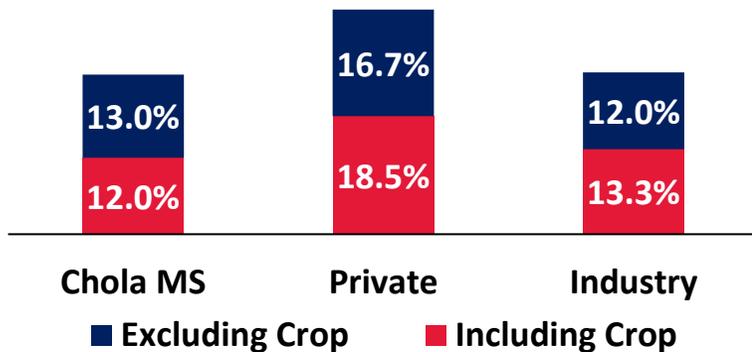


H1 FY'23  
**Growing Market Share**

**5.3%**  
Market share in Motor Insurance

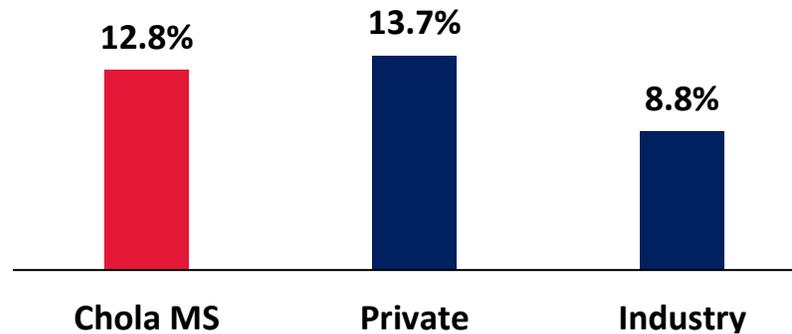
## Growth vis-à-vis peers / industry

GWP CAGR (FY 2016 - FY 2022)



## Amongst the fastest growing Motor GWP

Motor GWP CAGR (FY 2016 - FY 2022)

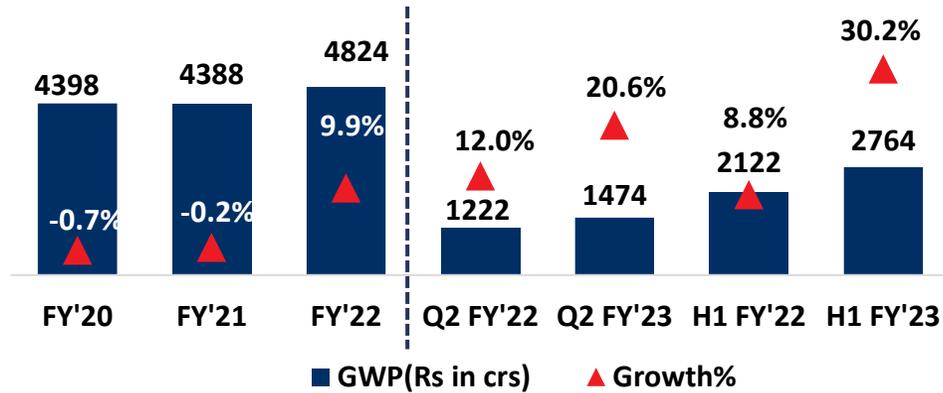


**4.7%**  
Market share in PA

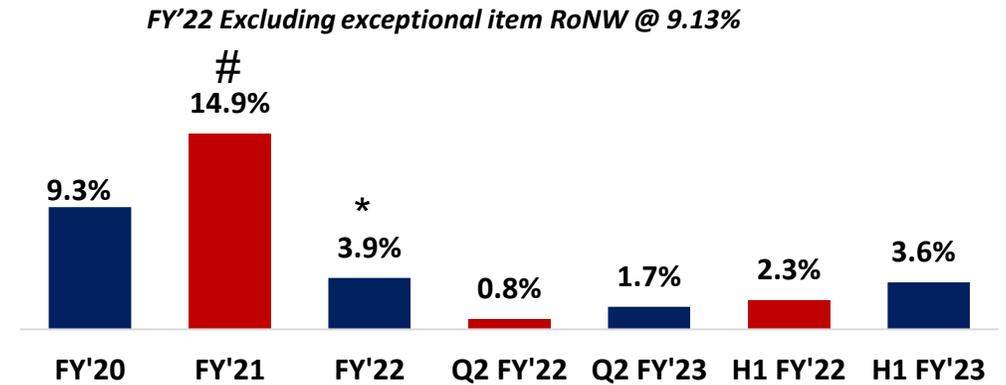
**43.1%**  
Growth in Fire Insurance

# Key Financial Indicators

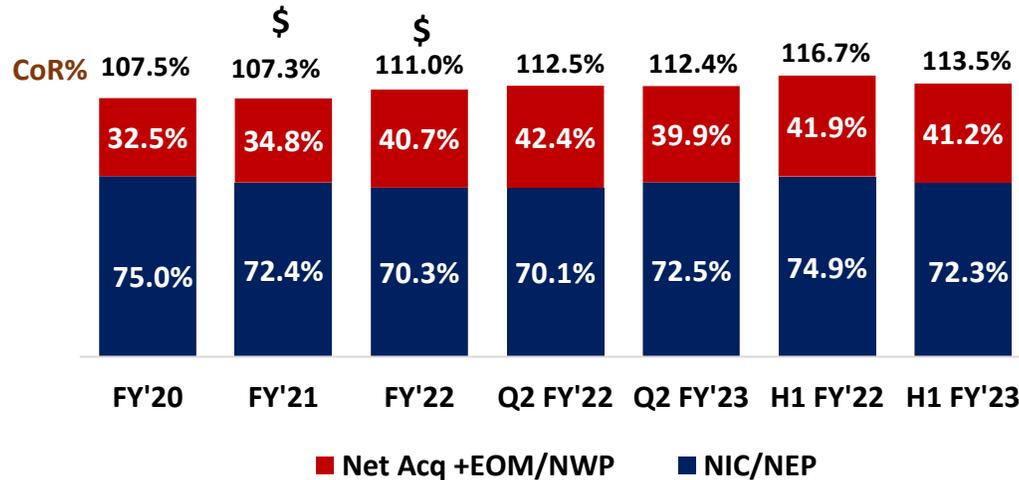
## GWP (INR Cr) and Growth (%)



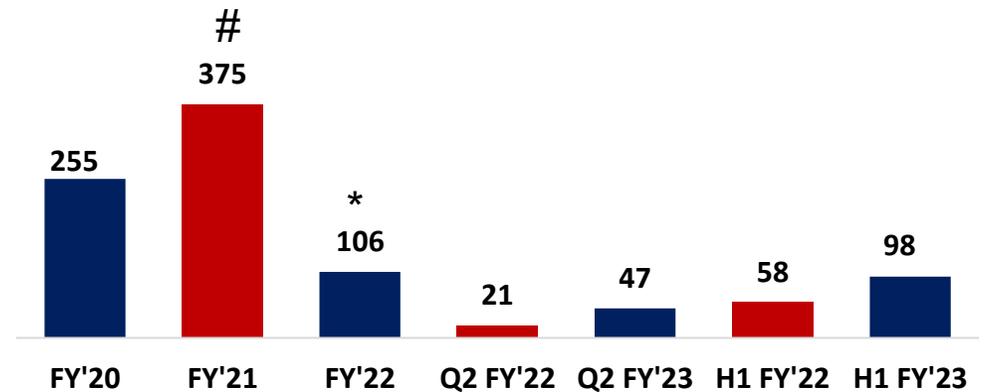
## Return on Net Worth(%)



## Break up of CoR(%)



## Profit Before Tax (Rs. Crs)



\* PBT impacted by Covid claims and IRDAI order on DAC

# PBT impacted by Covid Claims

\$ CoR-impact by Covid Claims FY '21 – 4.50%; FY'22 – 5.90%

Q2 CoR reduces to 112.4% from 114.9% in Q1

## Constantly improving operating metrics

| Particulars                         |            | 2018-19 | 2019-20 | 2020-21 | 2021-22 | H1 2021-22 | H1 2022-23 |
|-------------------------------------|------------|---------|---------|---------|---------|------------|------------|
| Number of Customers (Live Customer) | No in Lacs | 100     | 141     | 165     | 254     | 220        | 297        |
| Number of policies issued           | No in Lacs | 29      | 45      | 63      | 99      | 39         | 52         |
| Market Presence(Branch + CIE + VO)  | No's       | 559     | 645     | 593     | 638     | 630        | 635        |
| PSB Branches*                       | No's       | 19000+  | 41000+  | 37000+  | 34000+  | 32000+     | 33000+     |
| Motor OD Claims Settlement          | %          | 95%     | 94%     | 94%     | 93%     | 84%        | 86%        |
| Compromised TP settlement           | No's       | 10955   | 9958    | 6516    | 10365   | 5166       | 3563       |
| Network Garages                     | No's       | 6000+   | 8600+   | 10000+  | 12600+  | 11000+     | 13500+     |
| Network Hospitals                   | No's       | 8000+   | 9000+   | 9500+   | 10000+  | 9500+      | 10500+     |
| Complaints Disposal Ratio%          | %          | 100%    | 100%    | 100%    | 100%    | 100%       | 100%       |

\* Reduction arising from merger of bank branches

## Loss Ratio (%)

| Line of Business                | FY2020       | FY2021       | FY'22        | Q2 FY'22     | Q2 FY'23     | H1 FY'22     | H1 FY'23     |
|---------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Motor OD                        | 61.9%        | 57.0%        | 69.8%        | 69.4%        | 70.5%^       | 63.1%        | 73.0%        |
| Motor TP                        | 90.7%        | 79.7%        | 63.4%*       | 61.1%*       | 76.5%        | 61.4%*       | 77.0%        |
| Motor Total                     | 83.0%        | 74.3%        | 65.1%        | 63.2%        | 74.9%        | 61.8%        | 76.0%        |
| Health, Travel & PA             | 40.8%        | 77.2%        | 117.1%       | 122.7%       | 71.4%        | 155.7%       | 63.4%        |
| Health, Travel & PA (w/o Covid) | 40.8%        | 46.9%        | 73.2%        | 78.0%        | 71.4%        | 78.6%        | 63.4%        |
| Fire                            | 42.3%        | 33.8%        | 33.5%        | 33.6%        | 56.6%        | 45.2%        | 59.4%        |
| Marine                          | 57.6%        | 73.5%        | 61.9%        | 95.3%        | 92.9%        | 82.5%        | 81.0%        |
| Engineering                     | 50.7%        | 64.6%        | 28.5%        | 44.7%        | 32.3%        | 33.7%        | 38.8%        |
| <b>Total</b>                    | <b>75.0%</b> | <b>72.4%</b> | <b>70.3%</b> | <b>70.1%</b> | <b>72.5%</b> | <b>74.9%</b> | <b>72.3%</b> |
| <b>Total (w/o Covid)</b>        | <b>75.0%</b> | <b>67.7%</b> | <b>64.5%</b> | <b>63.9%</b> | <b>72.5%</b> | <b>63.3%</b> | <b>72.3%</b> |

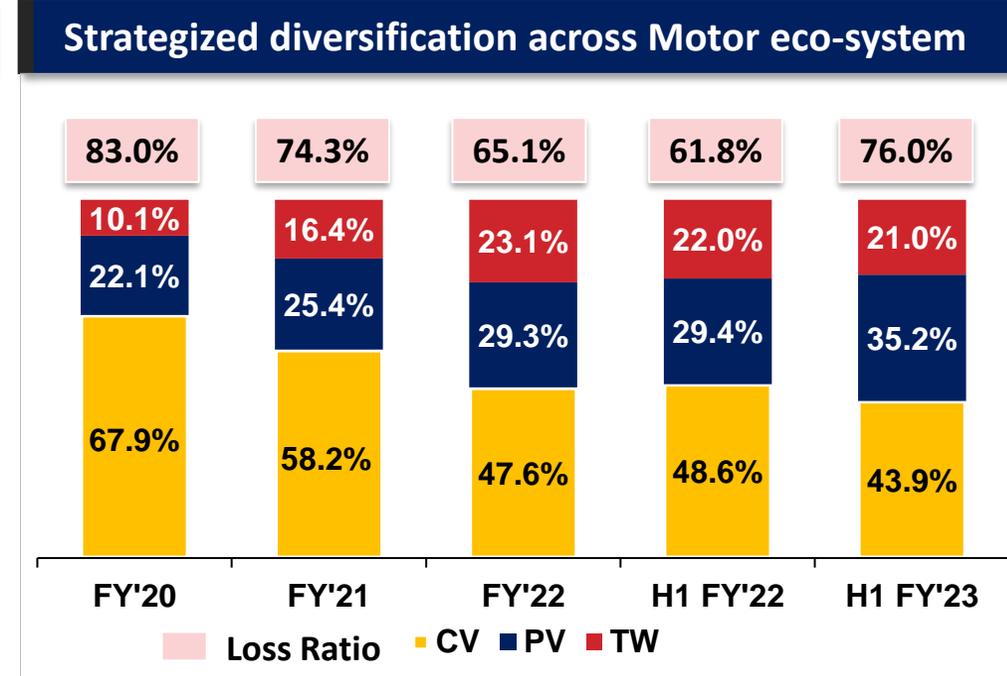
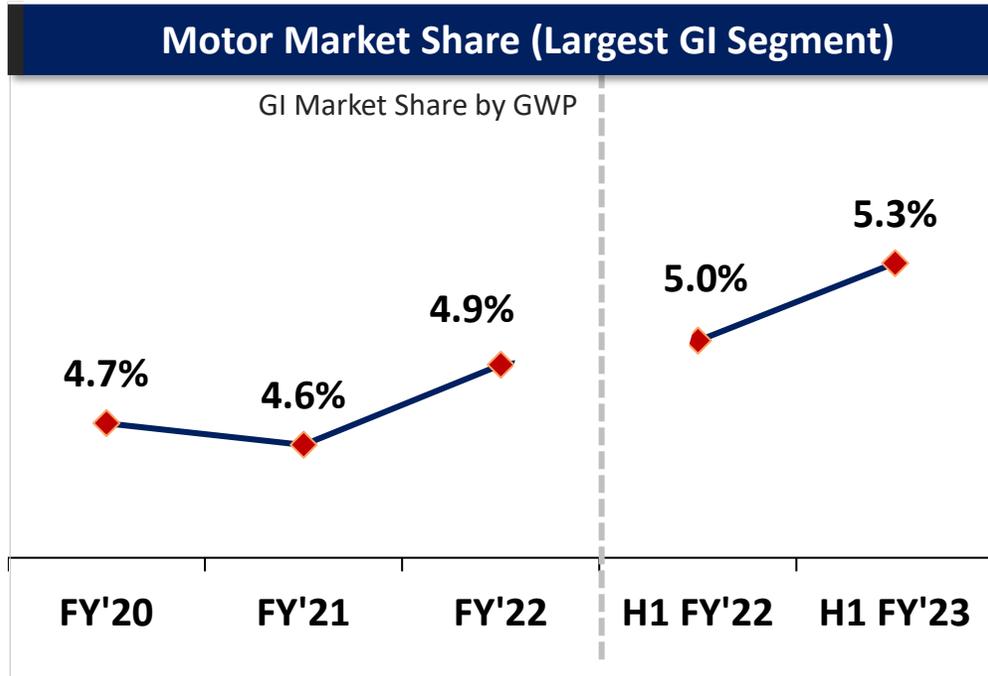
- \* Includes lockdown benefit
- ^ OD LR reduces to 70.5% from 75.8% in Q1

## Investment Book Overview (Rs. Crs)

| Catogery                         | Sep-20       | Sep-21       | Sep-22       | Sep-20        | Sep-21        | Sep-22        |
|----------------------------------|--------------|--------------|--------------|---------------|---------------|---------------|
| C Govt Sec                       | 3350         | 4040         | 5856         | 32.5%         | 34.8%         | 43.9%         |
| S Govt Sec                       | 3881         | 3320         | 3094         | 37.6%         | 28.6%         | 23.2%         |
| Housing sector                   | 866          | 1102         | 1864         | 8.4%          | 9.5%          | 14.0%         |
| Infra sector                     | 596          | 1269         | 1548         | 5.8%          | 10.9%         | 11.6%         |
| Approved - Other Corp Bonds      | 506          | 201          | 385          | 4.9%          | 1.7%          | 2.9%          |
| Other Inv - Other Corp Bonds     | 408          | 37           | 0            | 4.0%          | 0.3%          | 0.0%          |
| Equity                           | 98           | 102          | 185          | 0.9%          | 0.9%          | 1.4%          |
| AIF                              | 13           | 5            | 30           | 0.1%          | 0.0%          | 0.2%          |
| Mutual Funds/TREPs               | 135          | 99           | 140          | 1.3%          | 0.8%          | 1.0%          |
| Investment Property              | 29           | 31           | 29           | 0.3%          | 0.3%          | 0.2%          |
| Bank Deposits                    | 437          | 1408         | 214          | 4.2%          | 12.1%         | 1.6%          |
| <b>Grand Total</b>               | <b>10317</b> | <b>11613</b> | <b>13343</b> | <b>100.0%</b> | <b>100.0%</b> | <b>100.0%</b> |
| Yield with profit on sale        |              |              |              | 7.2%          | 6.8%          | 6.5%          |
| Yield without profit on sale     |              |              |              | 6.6%          | 6.3%          | 6.3%          |
| Investment book / NW             |              |              |              | 5.6           | 6.0           | 6.6           |
| Investment book / GWP annualized |              |              |              | 1.3           | 1.4           | 1.2           |

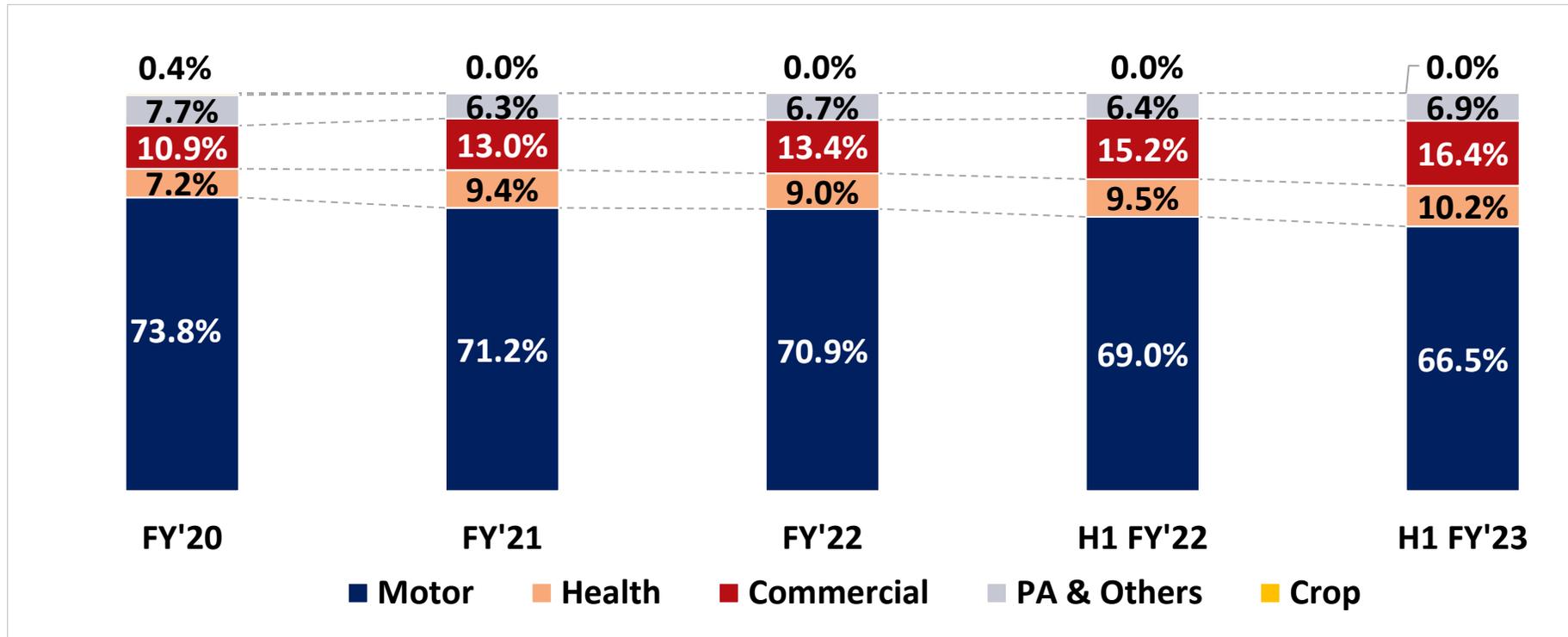
- Exposure to securities rated less than AA: NIL
- MTM deficit as at Sep 2022: Debt @ Rs. 430 Crs; Unrealized gain in Equity @ Rs. 24 Crs
- Over 90% of Investments in Infra are in PSUs / Infra Bonds of private Sector Banks
- Incremental deployment of fresh and maturing investments @ 7.6% yield in Q2 (7.25% in Q1)

# Dominance in Motor, Diversification Underway



- ~8% Market share in new TWs
- ~9% Market share in new Tractors
- PV share improved to 35% due to new tieup
- CV composition in H1 @ 44% – should go back to sub 50% levels

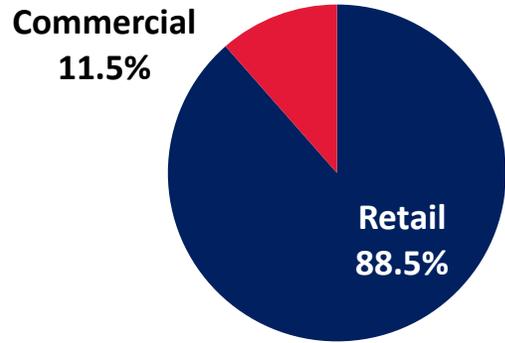
## Dominance in Motor, Gaining Prominence in Other Segment



- Focus on Commercial business (including SME business) has helped raise the share of top line to 16%
- Health mix improved to ~10% while PA & others increased to 6.9%

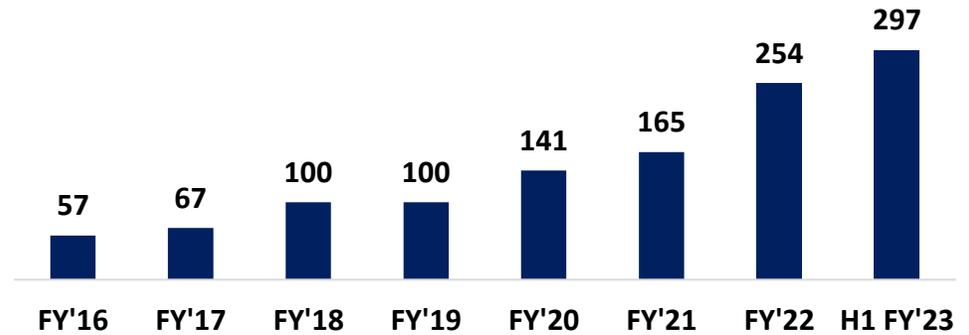
# Retail Focused Diversified Operations

## Retail dominated business mix



## Granular book aided by increasing dispersed customer base

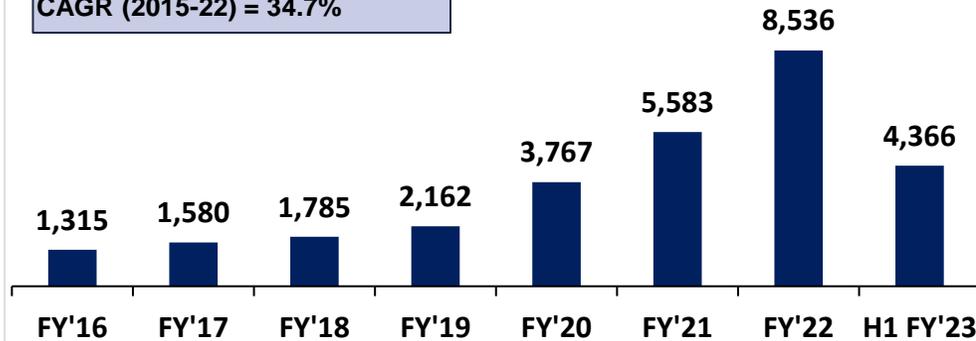
Customers (#) in Lacs



## Significant growth in retail oriented policies

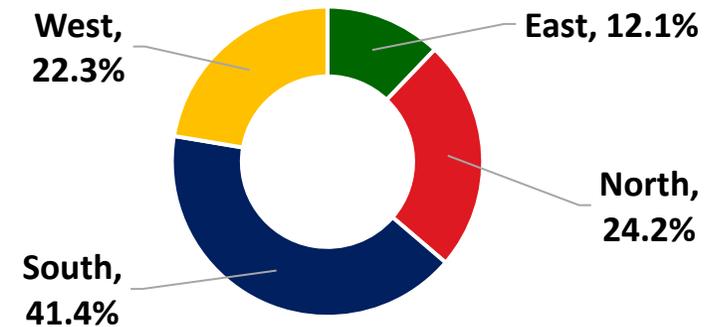
# of Retail Policies (Motor, Retail Health, PA and travel) (000's)

CAGR (2015-22) = 34.7%



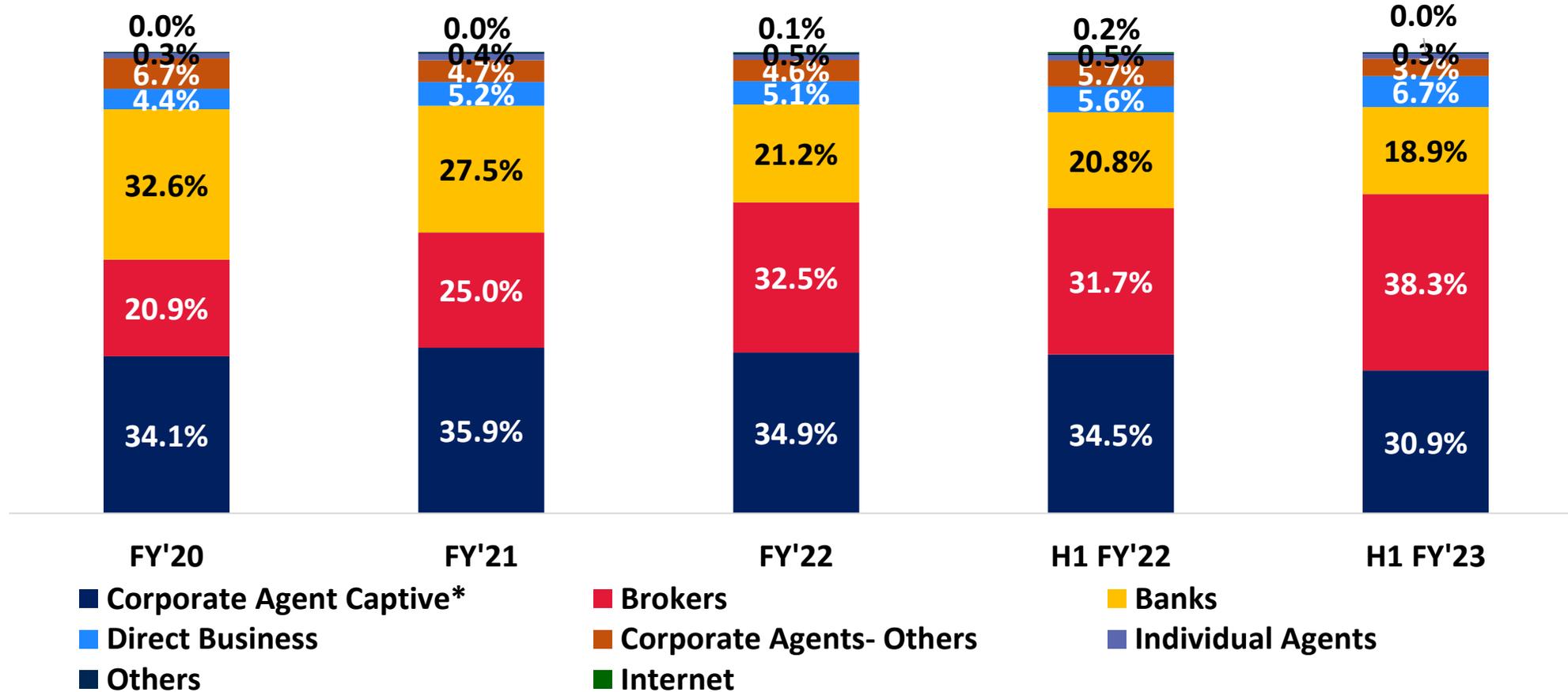
## Geographic Presence – Mix %

Mix %



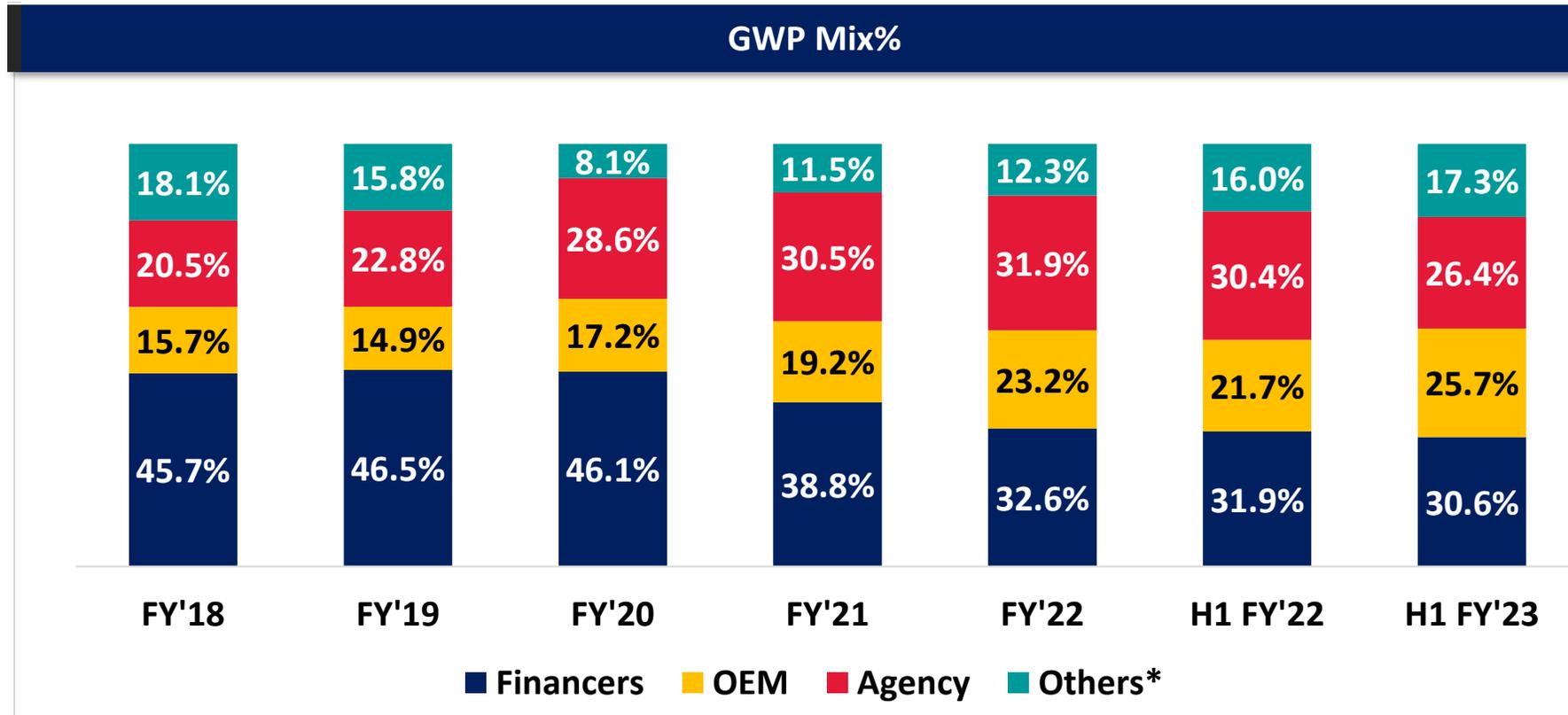
## Multi-channel model ensures lesser concentration & diversified revenue Stream

### Channel wise Mix%



\*Chola Finance + Coromandel+ CIE

## Volume Growth despite Stress in Financier Partners



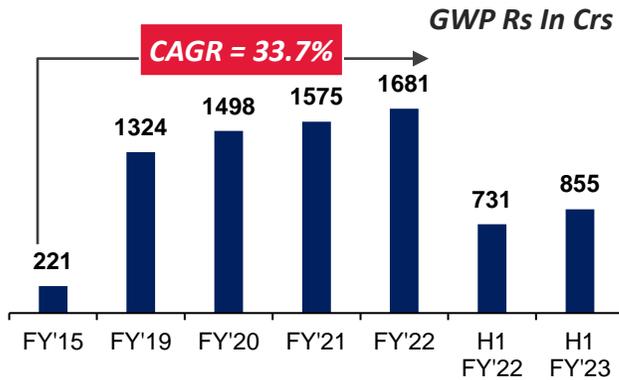
- Volumes from financiers has bottomed out

\* Others includes crop (upto FY19), large commercial business and digital partners

# Balanced Revenue Mix: Stable in-house + Growth Channels

## Captive Channel (CIE + Chola Finance + Coromandel)

30.9% of  
H1 FY'23 GWP



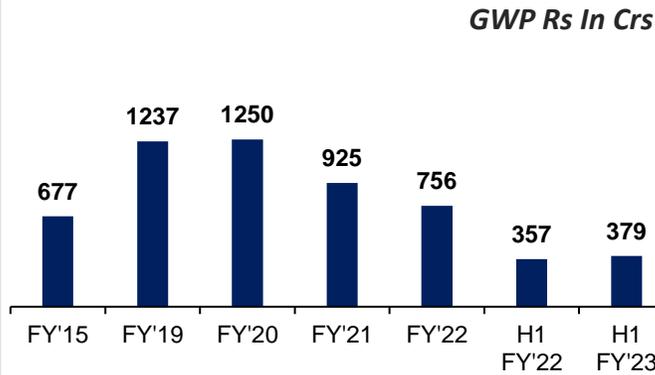
Chola Finance synergies (1000+ branches) to drive CV business

MGC Store synergies (650+ stores) drive small ticket size insurance

354 'CIEs' to generate substantial business (4x since FY15)

## Long Lasting Channel (IBL + Toyota)

13.7% of H1 FY'23 GWP

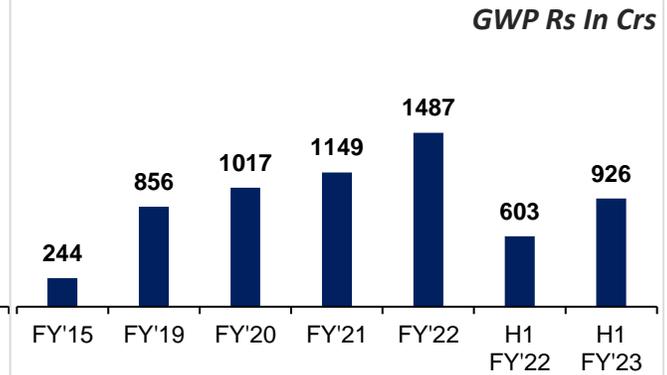


IndusInd Bank: 12 years' of relationship. Partnership renewed till 2023

Healthy CAGR in Toyota Channel @ 11.3%

## Other Tied Channels (PSU Banca, NBFC, OEM)

33.5% of H1 FY'23 GWP



Access to 33k PSU Bank branches Pan India

Entry into Maruti / RE OEM dealerships and access to NBFCs / SFBs (Equitas, AUF, Indostar, HLFS)

Channels acquired in the last 24 months contribute 15% of topline

# Tech Enablers across the value chain



## Channels (Products & Services)

- ~94% of monthly policy issuance is through system integrated channels
- **API** based integration capabilities for major products



## Platforms (Scale, User Experience)

- Introduced **Phoenix** as new microservices based platform for transactions at **scale & speed**
- End to End **digitized agent onboarding** platform for distribution scaleup
- Health sourcing platform with product recommendation, UW rules, renewals, & portability journeys included
- UW rule engine for Motor and Health products



## Service Improvement (Productivity, Ease of use)

- **RPA bots** enabling 25+ processes in finance, Claims & Operations with **100K+ transactions** each month
- **Self Service Enablers** – Joshu, Renewals Voice Bot (Industry First)
- **Industry leading adoption of LVS** (Live Video Streaming) for motor claims at **90%+ overall**
- Launch of **Tune-in** app for health customers
- **AI based** motor damage assessment capabilities
- **DIY Endorsement** portal launched

## Glimpse of new Tech & Digital Capabilities across the value chain (1/2)

|             | Distribution Build   | Sales Fulfilment  | Underwriting   |
|-------------|--|---|--|
| Assets      |  <p>End to End Digital Onboarding of agents (Prospecting, lead, COP, Onboarding, Training etc.)</p> |  <p>Health Policy Issuance<br/><b>Phoenix</b><br/>Motor Issuance</p>  <p>SME Commercial Policy Issuance<br/><b>API</b><br/>Cattle Policy Issuance<br/></p> | <p><b>Tailor</b><br/>Health Rules Engine (UW &amp; Fraud)<br/><b>Tele UW</b></p> <p><b>UW OCR</b><br/>Health Pre Policy Medical Digitization<br/>Tele UW capabilities</p>                                |
| Tech Levers | Mobile App, OCR, Workflow, Bank Verification, Learning Content, Cloud  | Mobile App, Seamless Journey, Product Recommendation Engine, Cross Sell and Up Sell capabilities, STP & NSTP Workflows, Payment Integration, Instant Policy Issuance  | Parameterized Rules Engine, Fraud Analytics Model, AI driven advanced OCR for digitization, Tele Consulting and associated Workflows   |
| Benefits    | <p><b>100%</b></p> <p>Digital Onboarding of Agents</p>   | <p><b>100%</b></p> <p>Policy Issuance Digitally</p> <p><b>2 Min</b></p> <p>Instant Policy Issuance</p>  | <p><b>~75%</b></p> <p>STP issuance for Health (including Tele UW &amp; Rule Engine decisions)</p> <p><b>100%</b></p> <p>Digitization of Pre Policy medical check records for UW decision improvement</p> |

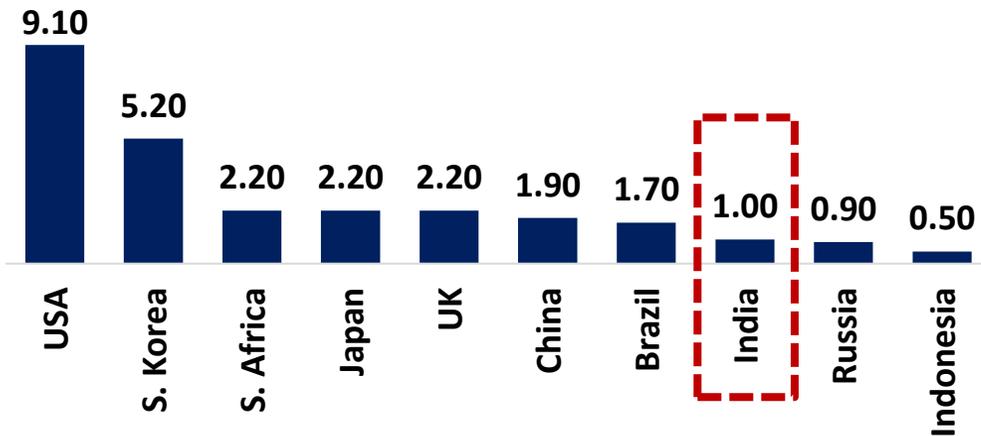
# Glimpse of new Tech & Digital Capabilities across the value chain

(2/2)

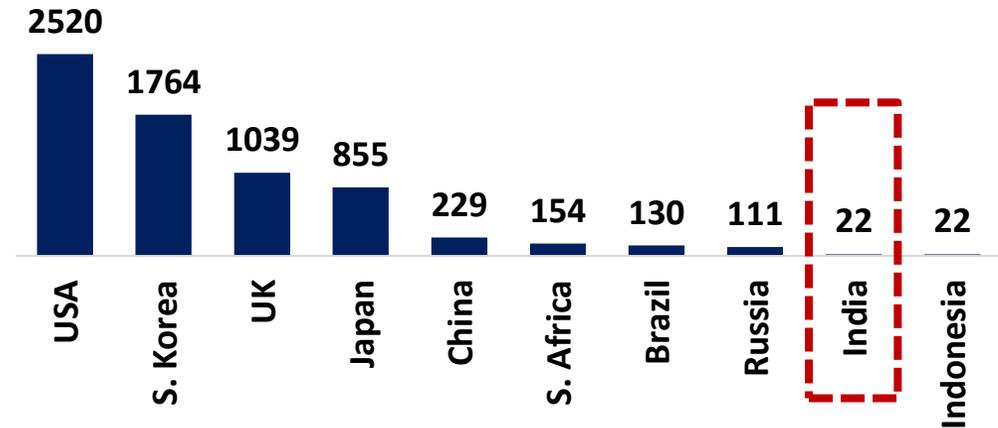
|             | Claims  | Renewals  | Operations & Servicing   |
|-------------|---|---|--|
| Assets      |  <p><b>Provider Portal</b><br/>Health Claim Workflow</p> <p>AI based Motor Claim Adjudication</p> <p>Health Claim Digitization</p> |  <p><b>NRLMS</b><br/>Renewal Lead Management &amp; Lead Propensity Scoring</p> <p>Voice Bot for renewals</p> | <p>RPA for Claims, Finance, Operations</p> <p>AI based proctoring for new hires</p> <p><b>Joshu</b> Self Service Chatbot for customers</p>                 |
| Tech Levers | <p>Analytical Models for Risk scoring &amp; fraud indicators, Provider-payer integration workflows, AI based OCR for Health Claims, AI based Motor damage assessment model for cars and SUVs</p>                    | <p>Voice bot driven renewals, 2 Click renewals, Advanced lead propensity driven lead scoring model</p>  | <p>RPA Bots to automate manual repetitive processes, AI based proctoring for new hires, AI powered chatbot for customer service</p>                        |
| Benefits    | <p><b>87%+</b> Improved digitization of Health Claims for Analytics</p> <p>Accuracy of AI based Motor damage assessment model</p> <p>Reduced TAT for Health Claims discharge</p>                                    | <p><b>100%</b> Automated fulfilment of renewals via bot</p> <p>Improved persistency with lead prioritization &amp; propensity scoring</p>   | <p><b>24x7</b> Query resolution using chatbot</p> <p><b>100K+</b> Successful monthly RPA transactions</p> <p>Monthly Self Service Sessions via Chatbot</p> |

# Indian General Insurance: - Large addressable market

Significantly underpenetrated Premium as a % GDP (CY21) (US\$)



Non-Life Insurance Density (Premium per capital) (CY21) (US\$)



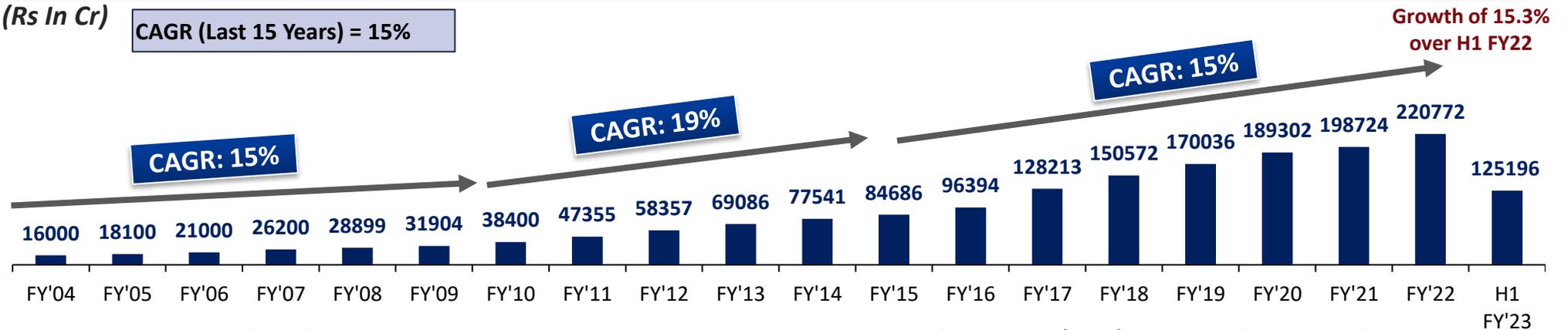
- India is the 4th largest non-life insurance market in Asia and 14th largest globally
- Operates under a “cash before cover” model
- Density & Penetration low in India compared to other countries
- Increase in penetration can happen with growth of personal lines, product enrichment, catering to rural masses, innovative selling and bright long term outlook for growth
- Every 0.25% increase in penetration can increase industry GWP by Rs. 600 Bn

# Industry has Witnessed Strong Growth Over the last 15 Years

General Insurance Gross Premium has grown >10x over the last 15 years

(Rs In Cr)

CAGR (Last 15 Years) = 15%



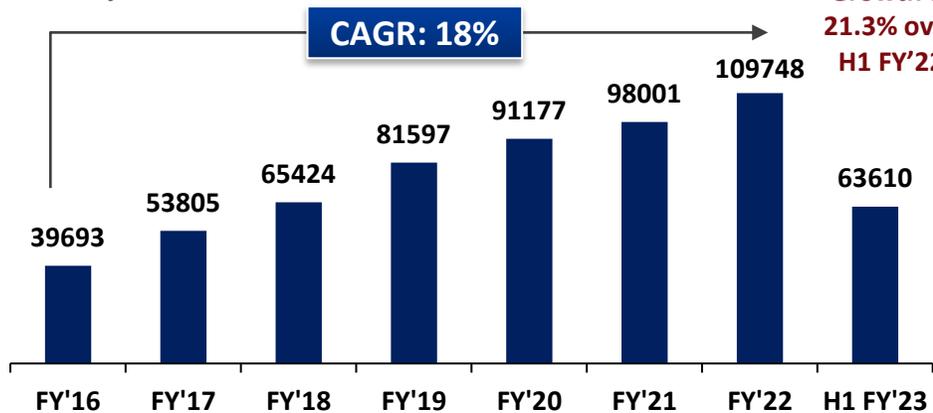
Source: IRDA; data includes public general insurers, private general insurers, standalone health insurers (SAHI) and specialized general insurers

## Private GI Players have grown at a faster pace

(Rs In Cr)

CAGR: 18%

Growth of 21.3% over H1 FY'22

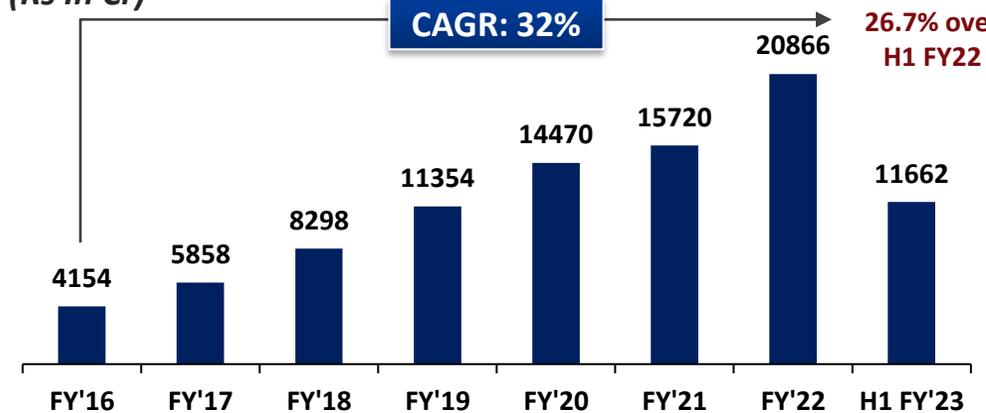


## Robust growth for SAHI Players driven by Retail

(Rs In Cr)

CAGR: 32%

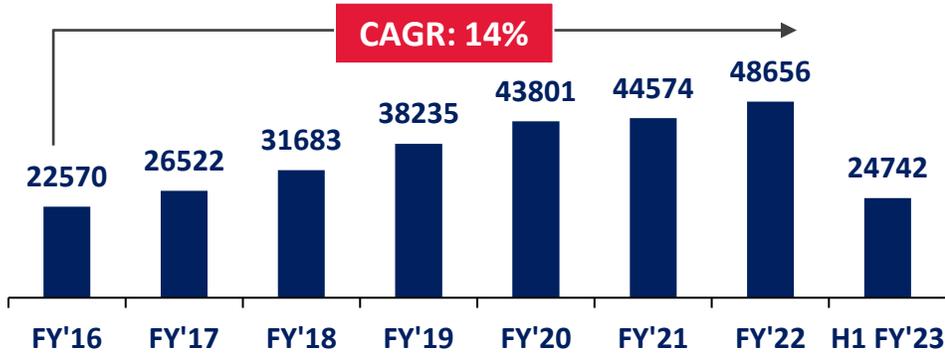
Growth of 26.7% over H1 FY'22



## Motor & Retail Health are the Largest GI Segment and Continue to Grow at Steady Pace

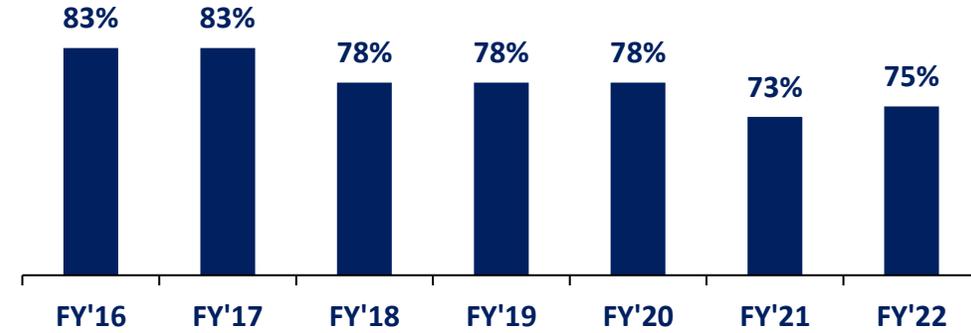
**Motor accounts for 39.6% share of the overall GWP for Private General Insurers (single largest segment)**

(Private Motor Insurance – GWP Rs in Crs)



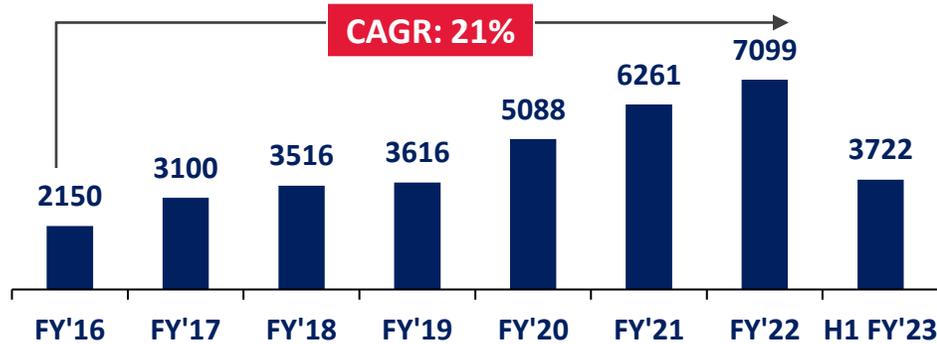
**Motor Claim ratio**

(Private Motor Insurance – Claims Ratio)



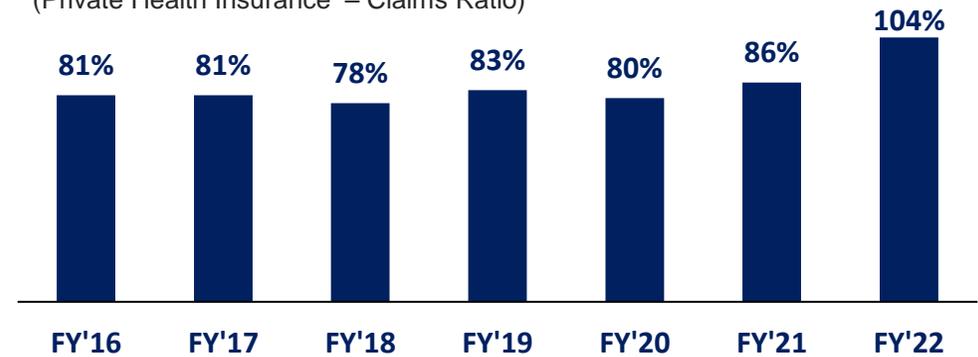
**Retail Health (7.1%\* share of overall GWP) is the fastest growing segment**

(Private Retail Health Insurance – GWP Rs in Crs)



**Health Claim Ratio**

(Private Health Insurance – Claims Ratio)



\* Excluding SAHI Companies

## Industry Growth – H1 FY'23

| INSURER(Rs. in Cr)          | Addressable Market Share |                      |             |              |             | Preferred lines - Chola MS             |                      |
|-----------------------------|--------------------------|----------------------|-------------|--------------|-------------|--|----------------------|
|                             | GWP Rs in Cr             | Growth over H1 FY'22 | Crop        | Group Health | Govt Health | Industry Ex -Crop, Group & Govt Health | Growth over H1 FY'22 |
| ICICI-Lombard               | 10555                    | 22.6%                | 799         | 1963         | 0           | 7793                                   | 17.1%                |
| HDFC ERGO                   | 8002                     | 22.6%                | 1721        | 702          | 0           | 5579                                   | 24.9%                |
| Bajaj Allianz               | 7831                     | 4.7%                 | 1613        | 1029         | 193         | 4997                                   | 13.1%                |
| Tata-AIG                    | 5953                     | 36.3%                | 2           | 665          | 0           | 5286                                   | 33.7%                |
| Reliance                    | 5659                     | 11.6%                | 2118        | 568          | 75          | 2898                                   | 10.8%                |
| SBI General                 | 4987                     | 20.8%                | 1526        | 636          | 0           | 2825                                   | 26.5%                |
| IFFCO-Tokio                 | 4548                     | 4.2%                 | 325         | 952          | 213         | 3058                                   | 8.7%                 |
| Go Digit                    | 2966                     | 66.6%                | 0           | 327          | 0           | 2639                                   | 74.7%                |
| <b>Chola MS</b>             | <b>2764</b>              | <b>30.2%</b>         | <b>0</b>    | <b>67</b>    | <b>-4</b>   | <b>2701</b>                            | <b>31.3%</b>         |
| Universal Sampo             | 2081                     | 32.5%                | 627         | 131          | 0           | 1324                                   | 47.7%                |
| Future Generali             | 1921                     | 5.7%                 | 340         | 212          | 0           | 1369                                   | 7.1%                 |
| Royal Sundaram              | 1550                     | 14.6%                | 0           | 131          | 0           | 1419                                   | 12.9%                |
| Magma HDI                   | 1132                     | 64.1%                | 0           | 74           | 0           | 1058                                   | 61.4%                |
| Shriram                     | 991                      | 27.0%                | 0           | 0            | 0           | 991                                    | 27.0%                |
| Liberty Videocon            | 909                      | 31.8%                | 0           | 143          | 0           | 766                                    | 30.2%                |
| Acko                        | 706                      | 70.3%                | 0           | 359          | 0           | 347                                    | 49.4%                |
| Kotak Mahindra              | 500                      | 80.1%                | 0           | 130          | 0           | 370                                    | 69.8%                |
| Edelweiss                   | 269                      | 74.7%                | 0           | 66           | 0           | 203                                    | 112.4%               |
| Raheja QBE                  | 248                      | 33.3%                | 0           | 5            | 0           | 243                                    | 31.8%                |
| Coco By Navi                | 37                       | 1.9%                 | 0           | 3            | 0           | 34                                     | 14.7%                |
| <b>PRIVATE TOTAL</b>        | <b>63610</b>             | <b>21.3%</b>         | <b>9069</b> | <b>8164</b>  | <b>476</b>  | <b>45900</b>                           | <b>24.2%</b>         |
| New India                   | 17373                    | 2.9%                 | 13          | 6357         | 1038        | 9966                                   | 1.3%                 |
| United India                | 8785                     | 15.2%                | 233         | 1856         | 1269        | 5427                                   | 6.4%                 |
| Oriental                    | 8002                     | 12.4%                | 0           | 2576         | 1034        | 4393                                   | 5.5%                 |
| National                    | 6852                     | -0.5%                | 4           | 1577         | 371         | 4900                                   | 7.1%                 |
| <b>PUBLIC TOTAL</b>         | <b>41013</b>             | <b>6.5%</b>          | <b>251</b>  | <b>12365</b> | <b>3712</b> | <b>24686</b>                           | <b>4.2%</b>          |
| <b>GEN. INSURER'S TOTAL</b> | <b>104622</b>            | <b>15.0%</b>         | <b>9320</b> | <b>20528</b> | <b>4188</b> | <b>70586</b>                           | <b>16.4%</b>         |

## Industry Landscape – GWP Growth for Private GI Players (5 Yr CAGR)

| Insurers                   | H1 FY'23<br>GWP (Rs in<br>Cr) | Growth<br>over H1<br>FY'22 | Market<br>Share | Last 5<br>years<br>GWP<br>CAGR | Motor Mix<br>% | Heath +<br>PA Mix% | Crop Mix%   | Fire Mix%    | Others      |
|----------------------------|-------------------------------|----------------------------|-----------------|--------------------------------|----------------|--------------------|-------------|--------------|-------------|
| ICICI-Lombard              | 10555                         | 22.6%                      | 10.1%           | 17.3%                          | 35.1%          | 25.6%              | 7.6%        | 16.5%        | 15.2%       |
| Bajaj Allianz              | 7831                          | 4.7%                       | 7.5%            | 18.6%                          | 29.6%          | 22.2%              | 20.6%       | 14.9%        | 12.7%       |
| HDFC ERGO                  | 8002                          | 22.6%                      | 7.6%            | 28.5%                          | 25.5%          | 31.9%              | 21.5%       | 12.5%        | 8.6%        |
| Tata-AIG                   | 5953                          | 36.3%                      | 5.7%            | 27.6%                          | 45.3%          | 19.7%              | 0.0%        | 17.9%        | 17.0%       |
| Reliance                   | 5659                          | 11.6%                      | 5.4%            | 27.5%                          | 28.9%          | 15.1%              | 37.4%       | 12.5%        | 6.1%        |
| SBI General                | 4987                          | 20.8%                      | 4.8%            | 20.0%                          | 22.7%          | 26.7%              | 30.6%       | 16.1%        | 3.9%        |
| IFFCO-Tokio                | 4548                          | 4.2%                       | 4.3%            | 32.9%                          | 37.1%          | 29.2%              | 7.1%        | 12.9%        | 13.8%       |
| Go Digit                   | 2966                          | 66.6%                      | 2.8%            | NA                             | 56.7%          | 14.1%              | 0.0%        | 7.5%         | 21.7%       |
| <b>Chola MS</b>            | <b>2764</b>                   | <b>30.2%</b>               | <b>2.6%</b>     | <b>14.5%</b>                   | <b>66.5%</b>   | <b>15.8%</b>       | <b>0.0%</b> | <b>12.9%</b> | <b>4.9%</b> |
| Future Generali            | 1921                          | 5.7%                       | 1.8%            | 21.6%                          | 37.9%          | 17.0%              | 17.7%       | 13.5%        | 13.9%       |
| Universal Sampo            | 2081                          | 32.5%                      | 2.0%            | 15.2%                          | 47.8%          | 12.5%              | 30.1%       | 6.4%         | 3.1%        |
| Royal Sundaram             | 1550                          | 14.6%                      | 1.5%            | 26.0%                          | 67.2%          | 16.5%              | 0.0%        | 11.6%        | 4.6%        |
| Magma HDI                  | 1132                          | 64.1%                      | 1.1%            | 0.5%                           | 75.8%          | 8.4%               | 0.0%        | 12.3%        | 3.4%        |
| Shriram                    | 991                           | 27.0%                      | 0.9%            | 33.8%                          | 92.8%          | 1.7%               | 0.0%        | 3.6%         | 1.8%        |
| Liberty Videocon           | 909                           | 31.8%                      | 0.9%            | 30.1%                          | 63.5%          | 19.8%              | 0.0%        | 6.0%         | 10.6%       |
| Acko                       | 706                           | 70.3%                      | 0.7%            | NA                             | 40.8%          | 51.5%              | 0.0%        | 0.0%         | 7.7%        |
| Kotak Mahindra             | 500                           | 80.1%                      | 0.5%            | 188.4%                         | 46.2%          | 40.4%              | 0.0%        | 7.3%         | 6.1%        |
| Raheja QBE                 | 248                           | 33.3%                      | 0.2%            | 67.2%                          | 77.3%          | 2.5%               | 0.0%        | 5.6%         | 14.6%       |
| Edelweiss                  | 269                           | 74.7%                      | 0.3%            | NA                             | 57.0%          | 31.9%              | 0.0%        | 4.1%         | 7.0%        |
| Coco By Navi               | 37                            | 1.9%                       | 0.0%            | NA                             | 46.6%          | 53.2%              | 0.0%        | 0.2%         | 0.0%        |
| Average of top 10 Insurers |                               |                            |                 | 23.2%                          | 38.5%          | 21.7%              | 14.3%       | 13.7%        | 11.8%       |

## Favorable Regulations Aiding Growth

Amendment to Acts expected to improve profitability and growth across segments

### Working well

#### Mandatory Long term Third Party Insurance



- ▶ 3 years for Cars, 5 years for 2W
- ▶ Expands premium coverage, client stickiness
- ▶ Increases float income

#### Amendments to the Motor Vehicle Act



- ▶ Claim initiation time cut to 6 months, shortening the long tail of claims
- ▶ ~10x increase in penalties for non-compliance of traffic rules

#### Regulatory Amendments



- ▶ Use & File across product lines
- ▶ Innovation – Sandbox / PAYD / PHYD

### Requiring Tweaks

#### Crop Insurance



- ▶ PMFBY financially supports farmers
- ▶ Minimal premium up-to 2% by farmers & balance by State & Central Govt.

#### Introduction of MISP guidelines



- ▶ Motor dealers as insurance intermediaries
- ▶ Shifting of bargaining power to OEM / Dealer

#### TP Premium Pricing



- ▶ 15% CAGR in Motor TP premium rates over the last 7 years
- ▶ Marginal increase effective June 22 after 3 years

### Impending

#### Single Limit for Expense of Management



- ▶ Fungible EOM limits across LOBs
- ▶ Fungible EOM limits across intermediaries

#### Regulatory Amendments



- ▶ Tier 2 limits revised
- ▶ De-tariff of product wordings of all lines

## Contact us

**Our registered  
office**

Cholamandalam Financial Holdings Limited (CFHL),  
Dare House, No. 234, NSC Bose Road, Parrys,  
Chennai 600001.

Land Line: 044-40907638

<http://www.cholafhl.com>

**Email-ID**

**Krithika E - Company Secretary**—[krithikae@cfhl.murugappa.com](mailto:krithikae@cfhl.murugappa.com)

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**murugappa**