

EXPANDING HORIZONS

Exploring, Engaging & Empowering



CORPORATE PRESENTATION - March 2023

Cholamandalam Investment and Finance Company Limited

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Murugappa Group Overview



Murugappa Group in a Nutshell



Years of
Existence



Consolidated
Turnover
(FY22)



Group Market
cap (as on 31st
Mar 2023)



Sectors



Businesses



Listed
Companies



Geographical
Presence



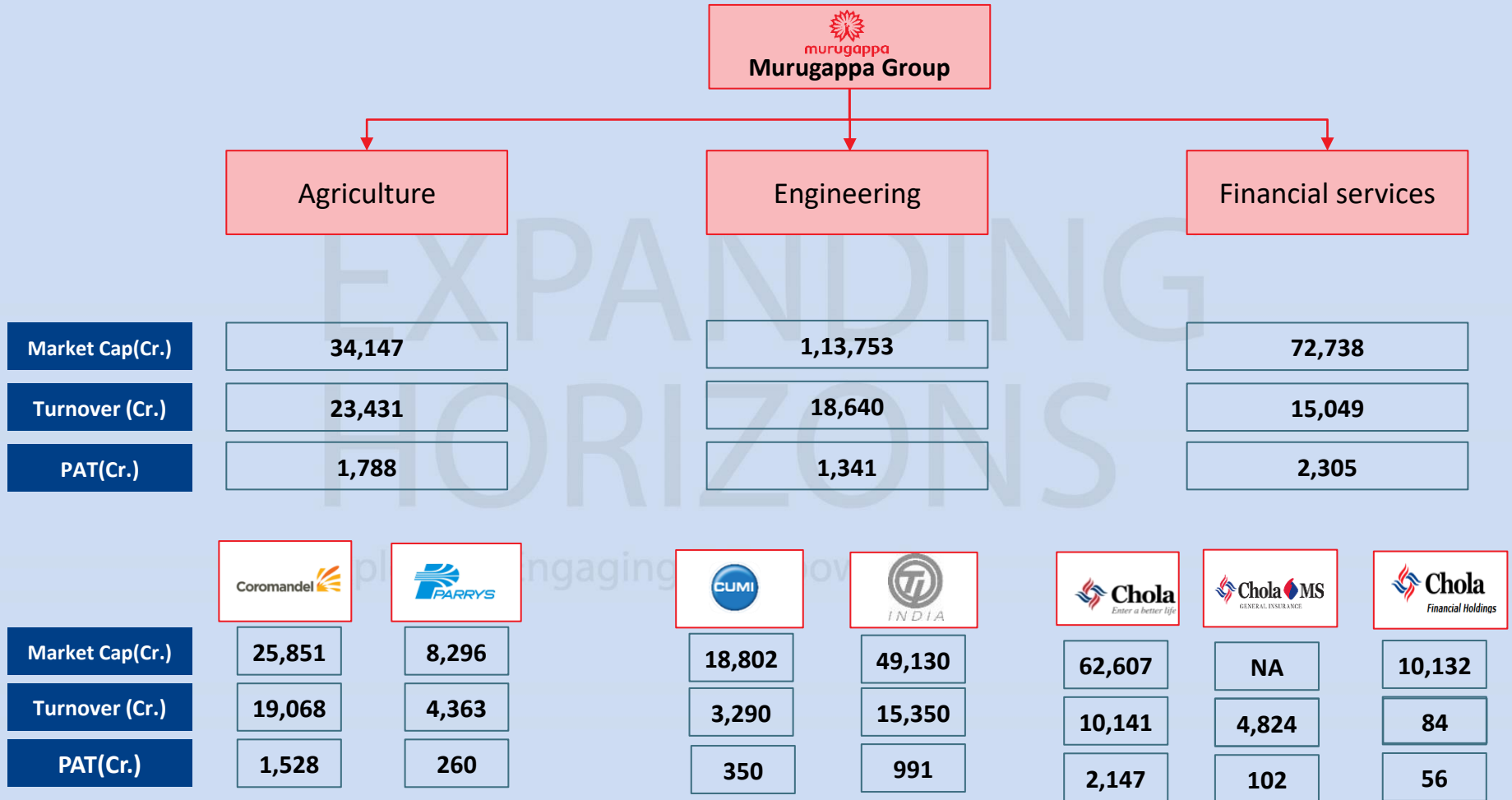
Manufacturing
Locations



Work force

EXPANDING
HORIZONS
Exploring, Engaging & Empowering

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 31st Mar 2023. Source: BSE

Corporate Overview



SPIRIT OF MURUGAPPA



The diagram features a central glowing orb with five radiating beams of light, each labeled with a value: Integrity, Passion, Quality, Respect, and Responsibility. The text 'The five lights' is prominently displayed in the center, with a subtitle below it: '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 unflinchingly 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.”

Cholamandalam Investment & Finance Company Limited



25.1 lakh + customers

Helping customers enter better life

2 lakh customers in year 2000 to 25.1 lakh plus customers till date



44,922 employees

Experienced team to serve more customers

200 plus employees in year 2000 to 44,000+ employees today



Rs. 1.12 lakh Cr. Total AUM

Healthy ROA of 3.8%

PAT – 10 CAGR of 25% from FY14 to FY23



Rs. 62+k Cr. market cap

Rapid market cap growth

From Rs. 840 Cr. in year 2008 to Rs. 62K Cr. in 2023



1191 branches

Strong geographical presence

Across 29 states/Union Territories 80% presence across tier III—VI towns



Diversified product portfolio

- Presence across Vehicle Finance loans, Loan Against Property, Home Loans, Consumer loans, Personal loans, SME Loans, Stock broking & distribution of financial products.



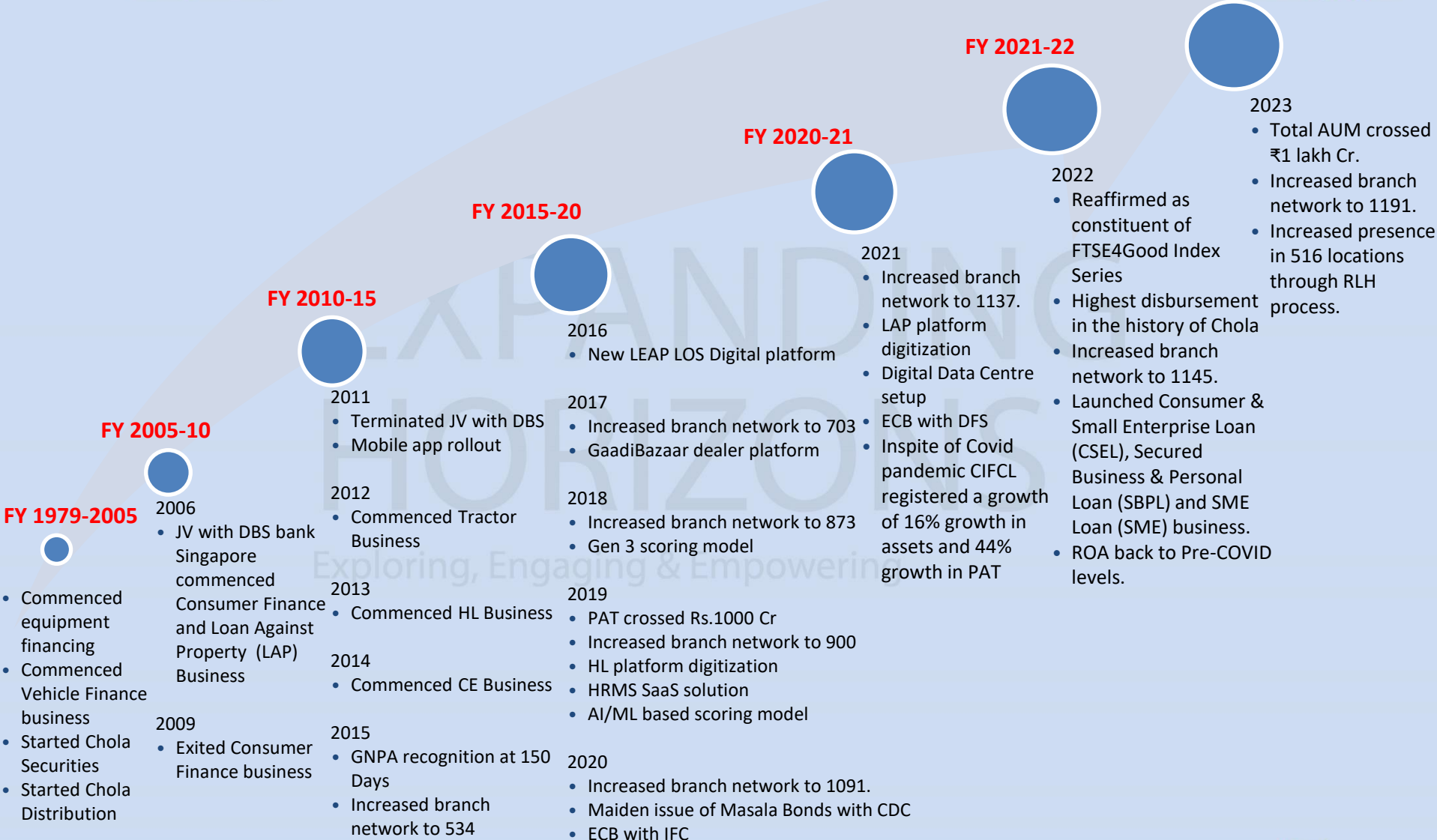
Highly experienced management

- Highly experienced management team with unrivaled industry experience
- Significant synergies with Murugappa group, deriving operational and financial benefits

Our journey so far



FY 2022-23 **murugappa**



Particulars	Q4FY23 Vs Q4FY22	FY23 Vs FY22
Disbursement	Highest ever disbursement of Rs.21,020 Cr, a growth of 65%.	Highest ever disbursement of Rs.66,532, a growth of 87%
PBT	At Rs.1,159 Cr, a growth of 25%	At Rs.3,600 Cr, a growth of 25%
PBT - ROTA	At 4.4%	At 3.8%
Return on Equity	At 24.9% as compared to 24.6%	At 20.6% as compared to 20.4%
Cost of Funds	At 7.5% as compared to 6.4%	At 7% as compared to 6.6%
Business AUM	At Rs. 1,06,498 Cr in FY23 registering a growth of 38% as compared to FY22	
Credit Quality	Strong collections resulted Stage 3 reduction to 3.01% in Mar23 from 4.37% in Mar22.	
GNPA	As per RBI IRAC norms stood at 4.63% in Mar23 as against 6.82% in Mar22 and NNPA at 3.11% in Mar23 against 4.85% in Mar22.	
Treasury	Comfortable ALM and liquidity position Capital adequacy ratio stood at 17.13%. Tier I at 14.78%..	

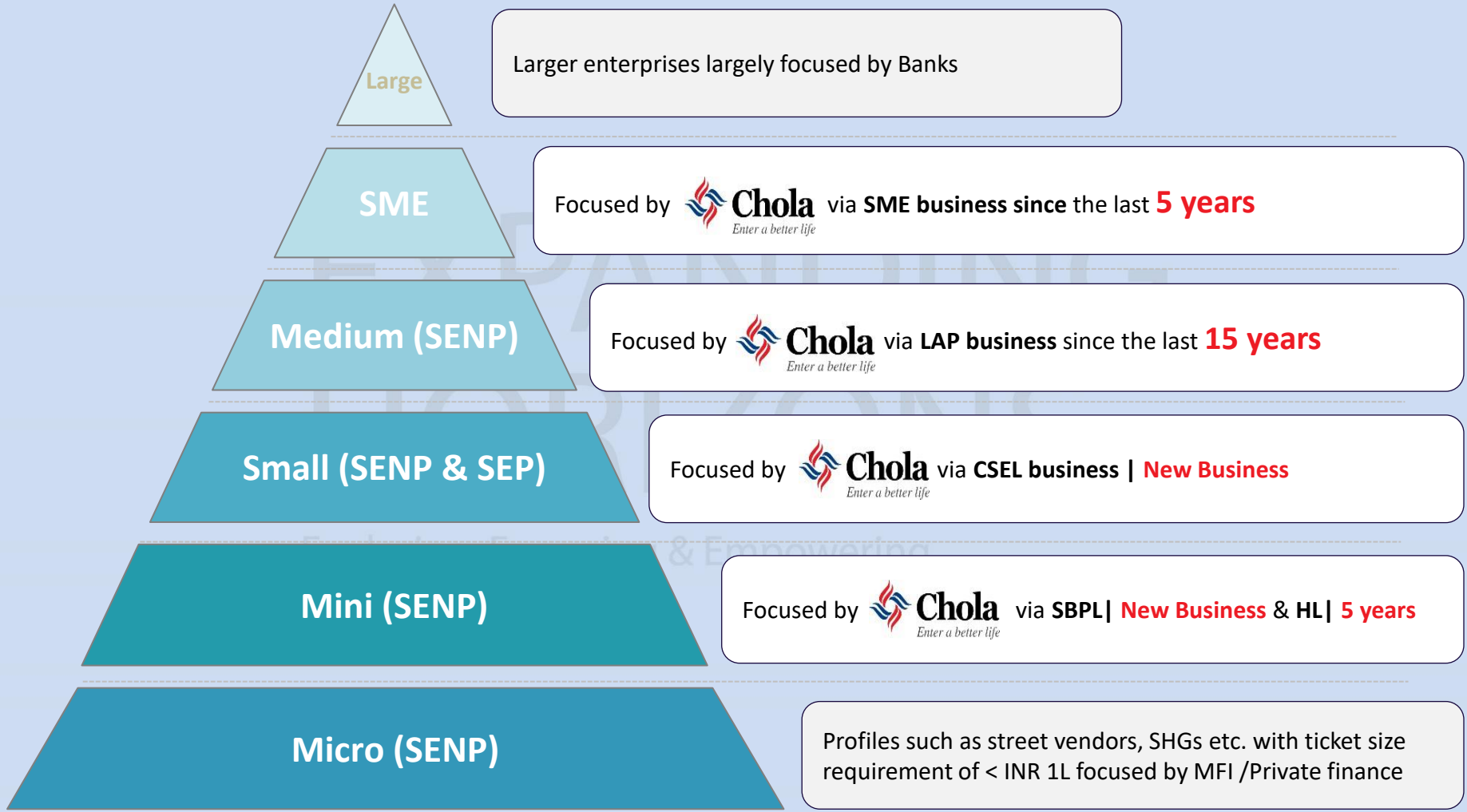
Particulars	Q4FY23 Vs Q4FY22	FY23 Vs FY22
VEHICLE FINANCE Overview	<ul style="list-style-type: none"> Well-diversified product portfolio spread across 1133 branches PAN India Focused on financing of Commercial, Passenger, Two-wheelers, Tractors and Construction Equipment in both New and Used Vehicles. Our focus continues to be on retail customers especially in smaller towns and rural areas 	
Disbursement	Disbursement of Rs.12,190 Cr, a growth of 39%.	Disbursement of Rs.39,699 Cr, a growth of 56%.
PBT	PBT at Rs.734 Cr, a growth of 7%	PBT at Rs.2,272 Cr, a growth of 11%
LOAN AGAINST PROPERTY Overview	<ul style="list-style-type: none"> Focused on financing of Loans against Property to SME customers for their business needs and operates out of 587 branches PAN India. Over 82% of the book is financed against Self-Occupied residential property as collateral. 	
Disbursement	Disbursement of Rs.2,762 Cr, a growth of 48%.	Disbursement of Rs. 9,299 Cr, a growth of 68%.
PBT	PBT at Rs.195 Cr, a growth of 13%	PBT at Rs.759 Cr, a growth of 62%
HOME LOAN Overview	<ul style="list-style-type: none"> Focused on providing Home Loans under affordable segment with presence across 499 branches PAN India. 89% of assets are in tier 2,3,4 cities and suburbs of tier 1 cities 	
Disbursement	Disbursement of Rs.1,405 Cr, a growth of 156%.	Disbursement of Rs. 3,830 Cr, a growth of 102%.
PBT	PBT at Rs.98 Cr, a growth of 37%	PBT at Rs.321 Cr, a growth of 45%

Particulars	Highlights
NEW BUSINESS	<ul style="list-style-type: none"> ▪ CSEL - Offers Personal Loans, Professional Loans & Business Loans to salaried, self-employed professionals and micro & small businesses through traditional DSA/DST model, partnerships and FinTech's. – present in 352 locations (co-located) and have acquired over 4.5 lakh as on Mar23. ▪ SBPL - Offers secured business loan against self-occupied residential property or commercial-cum-residential property as collateral – present in 171 locations (co-located) spread across 10 states as on Mar23. ▪ SME – The product suite includes Supply chain financing, Term loans for capex, Loan against shares, Funding on hypothecation of machinery for specific industries. Servicing out of 54 (co-located) locations with business growth both through traditional and Fintech partnerships.

Particulars	VF	LAP	HL	Chola
No of Employees	33087	2926	4401	44922
No of Branches	1133	587	499	1191
No of Customers	1939786	40987	55125	2517444

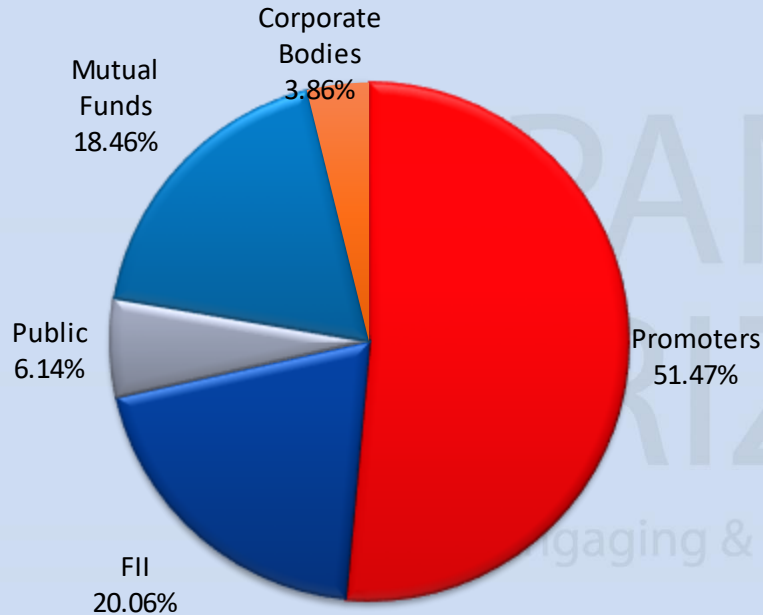
577 LAP & 457 HL branches are co-located with VF

Ecosystem Play in the MSME Sector



Shareholding

Shareholding Pattern



- Promoters' share holding of 51.47% includes
 - Cholamandalam Financial Holdings Limited – 45.36%,
 - Ambadi Investments Limited – 4.10%
 - Others - 2.01%

Institutional Holders (More than 1%)

Top Domestic Institutional Holding

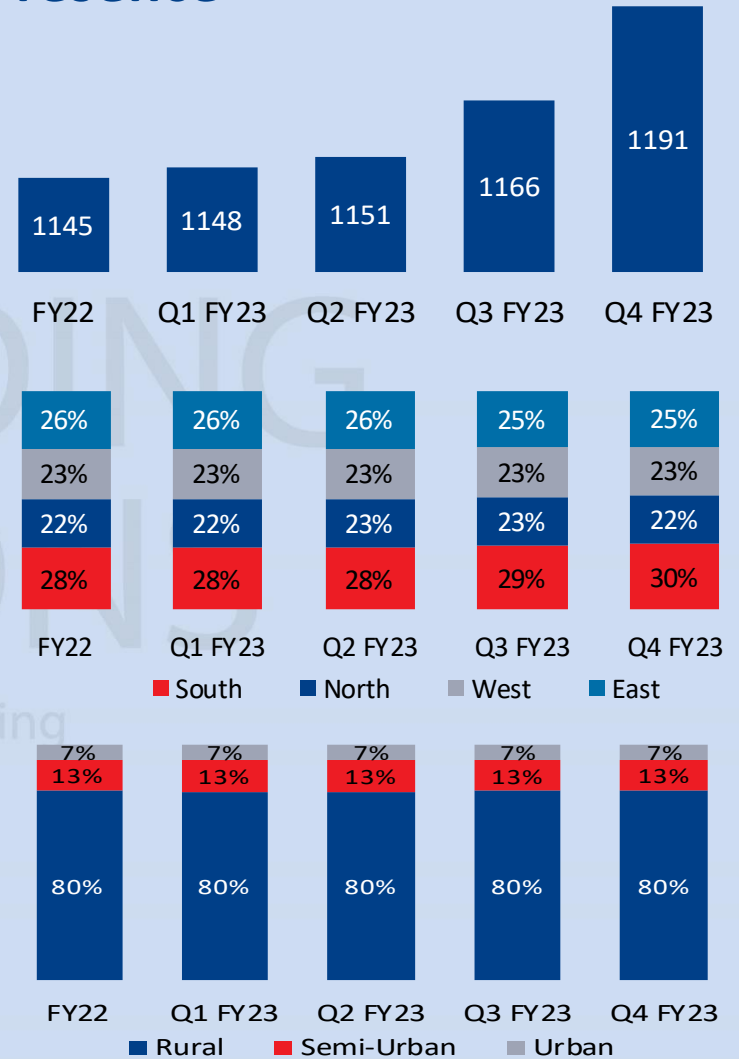
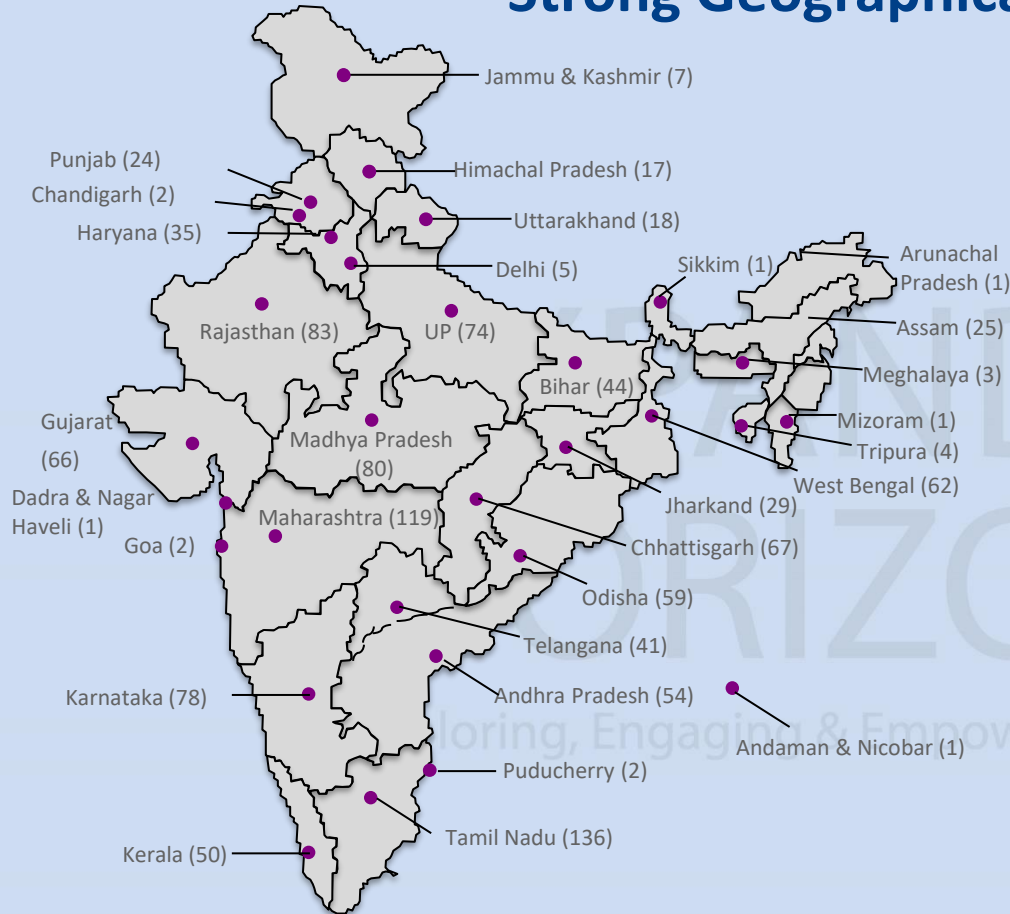
- Axis Mutual Fund
- HDFC Mutual Fund
- SBI Mutual Fund
- Birla Sun Life Mutual Fund
- Canara Robeco Mutual Fund

Top Foreign Institutional Holding

- Capital World
- Vanguard
- Blackrock
- WhiteOak Capital

Note: As on 17th April 2023

Strong Geographical Presence



- 1191 branches across 29 states/Union territories: 1133 VF, 587 LAP (577 co-located with VF), 499 HL (457 co-located with VF), 352 CSEL, 171 SBPL, 54 SME (all co-located with VF) & 6 locations for Head office Functions and Operations in Tamil Nadu
- 80% locations are in Tier-III, Tier-IV, Tier V and Tier-VI towns

Note: Figures in brackets represents total no. of branches as on 31st Mar 2023.

Financial Performance

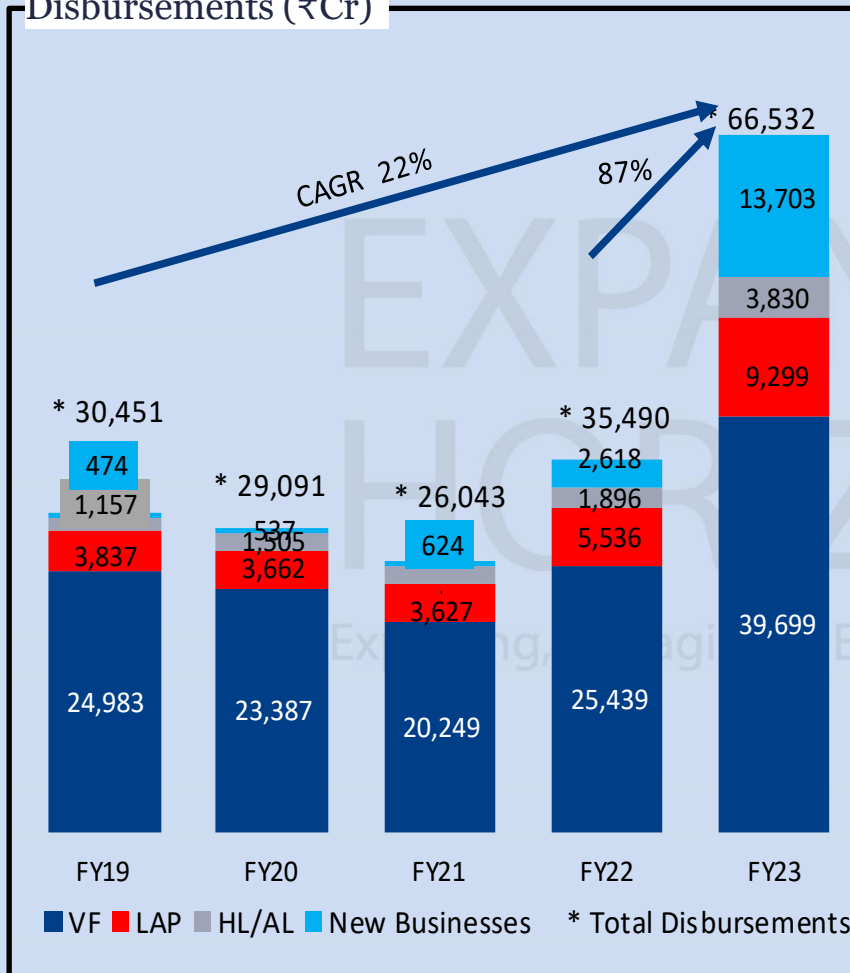


Financial Snapshot — 10 Years

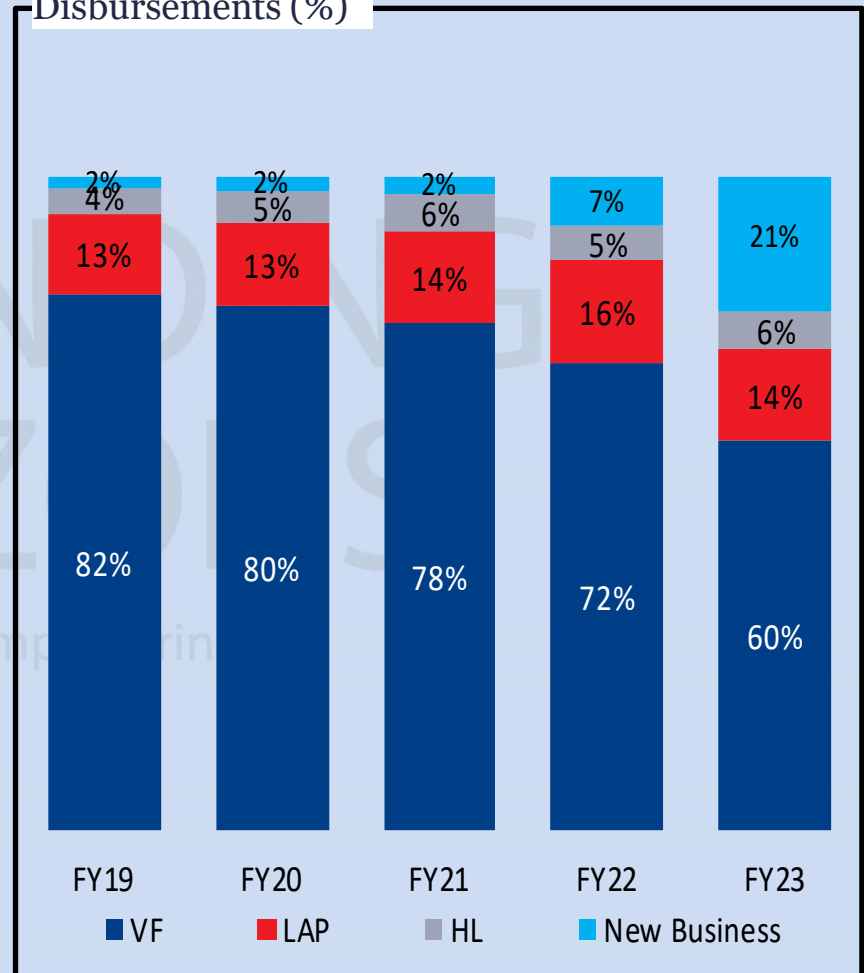
Financials Snapshot	FY14	FY15	FY16	FY17	FY18	FY19	FY20	FY21	FY22	FY23	YoY	CAGR (5 years)	CAGR (10 years)
	IGAAP	IGAAP	IGAAP	IGAAP	INDAS	INDAS	INDAS	INDAS	INDAS	INDAS			
Disbursements	13,114	12,808	16,380	18,591	25,114	30,451	29,091	26,043	35,490	66,532	87%	22%	20%
Assets under management	23,253	25,452	29,650	34,167	42,924	54,279	60,549	69,996	76,907	1,06,498	38%	18%	18%
Total Income	3,263	3,691	4,194	4,660	5,529	7,049	8,715	9,576	10,139	12,978	28%	16%	17%
Interest expenses	1,771	1,960	2,051	2,231	2,659	3,589	4,592	4,576	4,299	5,749	34%	13%	14%
Net Income	1,492	1,731	2,143	2,430	2,870	3,460	4,123	5,000	5,840	7,229	24%	20%	19%
Operating Expenses	658	749	845	1,013	1,115	1,270	1,578	1,583	2,069	2,780	34%	22%	17%
Operating Profit Before Loan Losses	834	982	1,298	1,416	1,754	2,190	2,545	3,416	3,771	4,449	18%	19%	20%
Loan Losses & Provision	283	325	427	311	353	367	959	1,378	880	850	-3%	23%	13%
Profit before tax	550	657	871	1,106	1,401	1,823	1,586	2,038	2,891	3,600	25%	19%	23%
Profit after tax	364	435	568	719	918	1,186	1,052	1,515	2,147	2,666	24%	22%	25%
Ratios													
Net Income to assets (%)	7.7	6.9	7.7	7.5	7.7	7.0	6.9	7.3	7.9	7.7			
Expense to assets (%)	3.4	3.0	3.0	3.1	3.0	2.6	2.6	2.3	2.8	3.0			
Losses and provisions (%)	1.5	1.3	1.5	1.0	0.9	0.7	1.6	2.0	1.2	0.9			
Return on assets (PBT) (%)	2.8	2.6	3.1	3.4	3.7	3.7	2.7	3.0	3.9	3.8			
Cost to Net Income (%)	44.1	43.3	39.4	41.7	41.4	38.9	36.7	38.3	31.7	35.4			
Networth	2295	*3173	3657	4285	5098	6176	*8172	9560	11708	14296			
Tier I	10.5	13.0	13.3	13.6	13.2	12.6	15.3	15.1	16.5	14.8			
CAR (%)	17.2	*21.2	19.7	18.6	18.4	17.4	*20.68	19.1	19.6	17.1			
Return on equity (%)	17.1	15.8	16.7	18.1	19.6	20.9	15.2	16.9	20.4	20.6			
Earnings per share (Basic)	5.1	6.0	7.5	9.2	11.8	15.2	13.4	18.5	26.2	32.5			
Dividend	35%	35%	45%	55%	65%	65%	85%	100%	100%	100%			
Market Capitalisation	4125	8423	11140	15072	22667	22624	12535	45824	58978	62607			
GNPA (%)	1.9	3.1	3.5	4.7	3.4	2.7	3.8	4.0	6.8	4.6			
NNPA (%)	0.7	2.0	2.1	3.2	2.2	1.7	2.2	2.2	4.7	3.1			
NPA Recognition	6month	5month	4month	3month	3month	3month	3month	3month	3month	3month			
Branch Network	574	534	534	703	873	900	1091	1137	1145	1191			

Disbursements

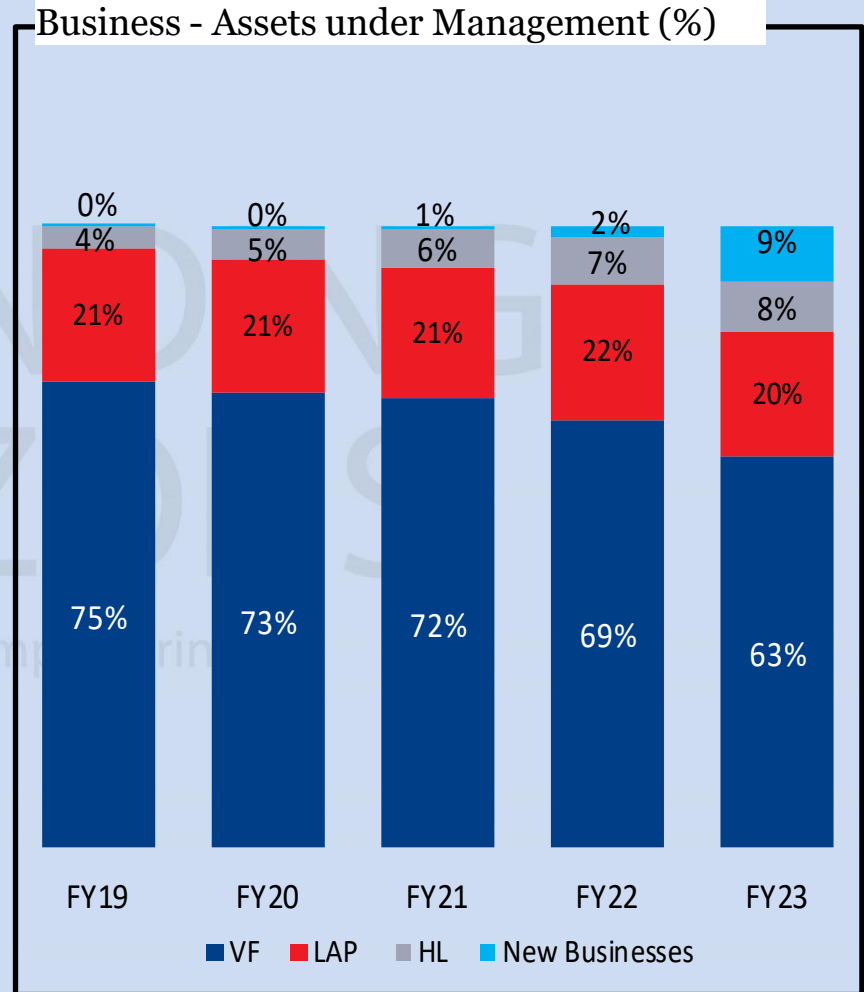
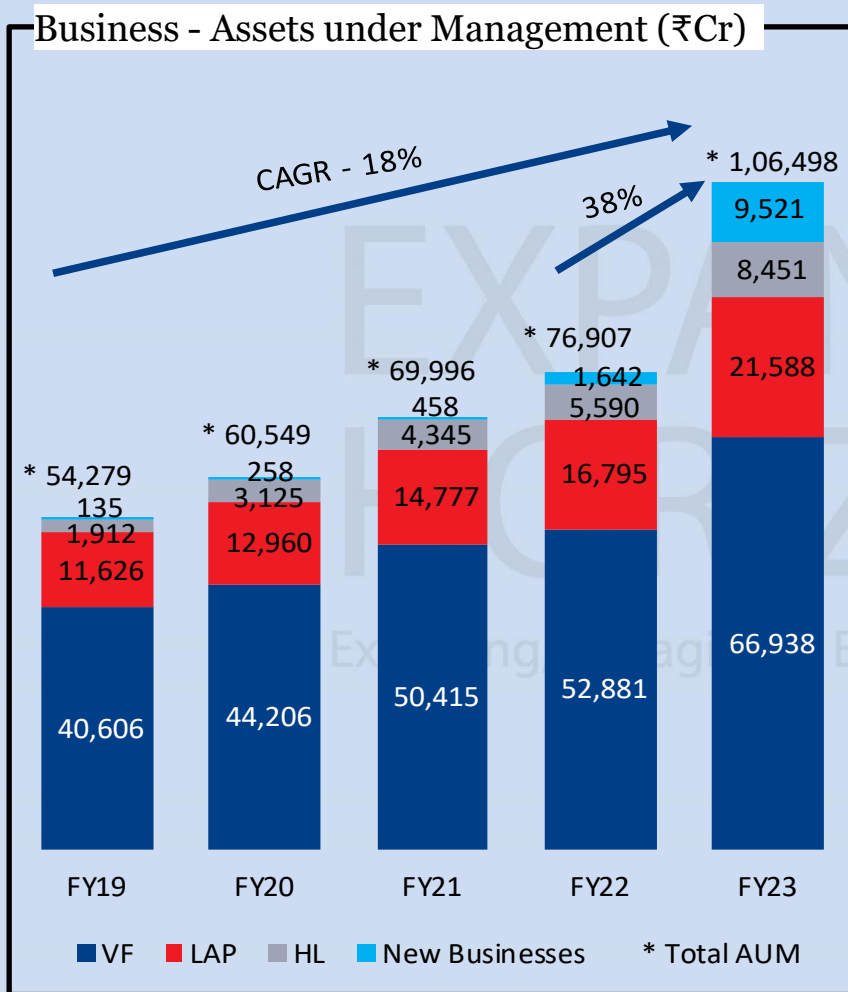
Disbursements (₹Cr)



Disbursements (%)

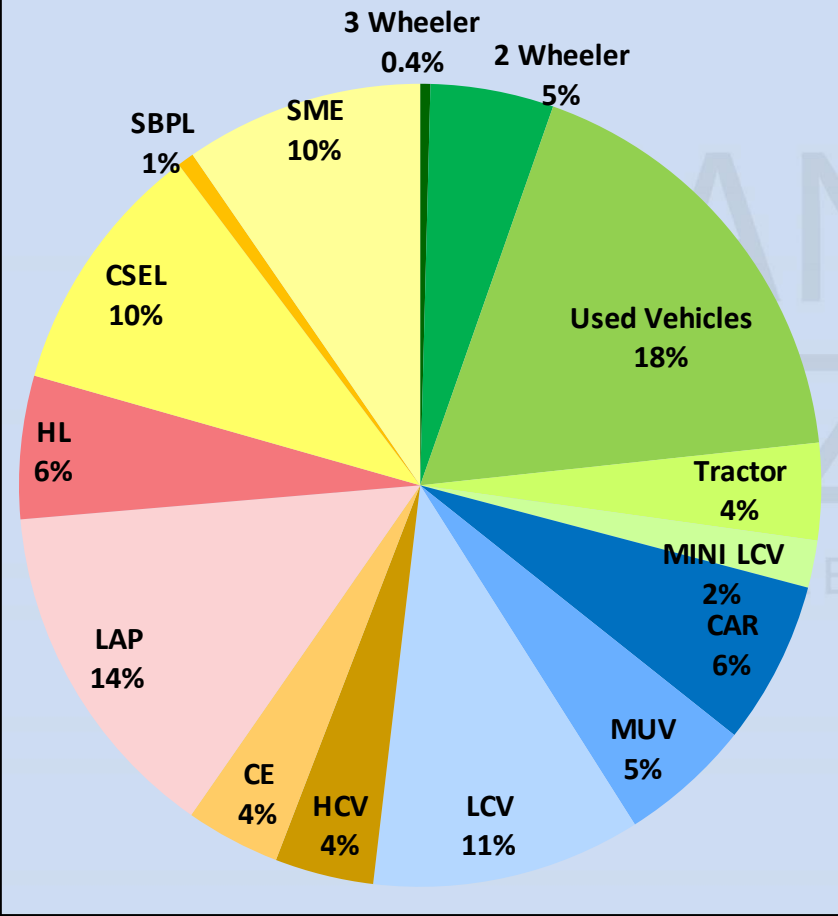


Assets Under Management

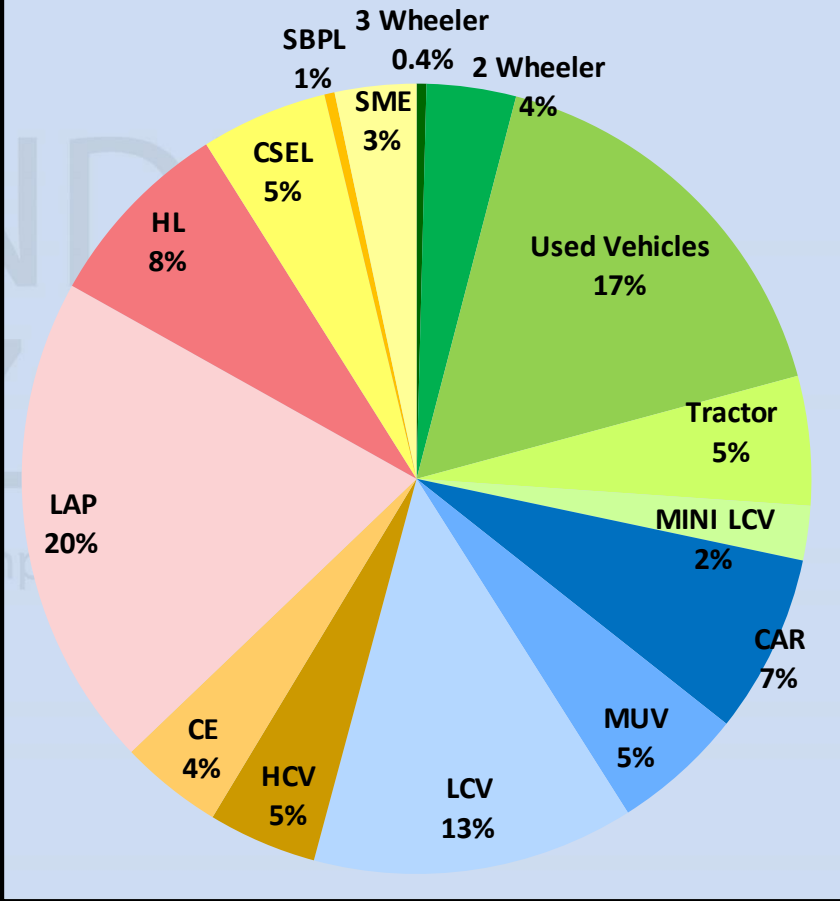


Well diversified product segments

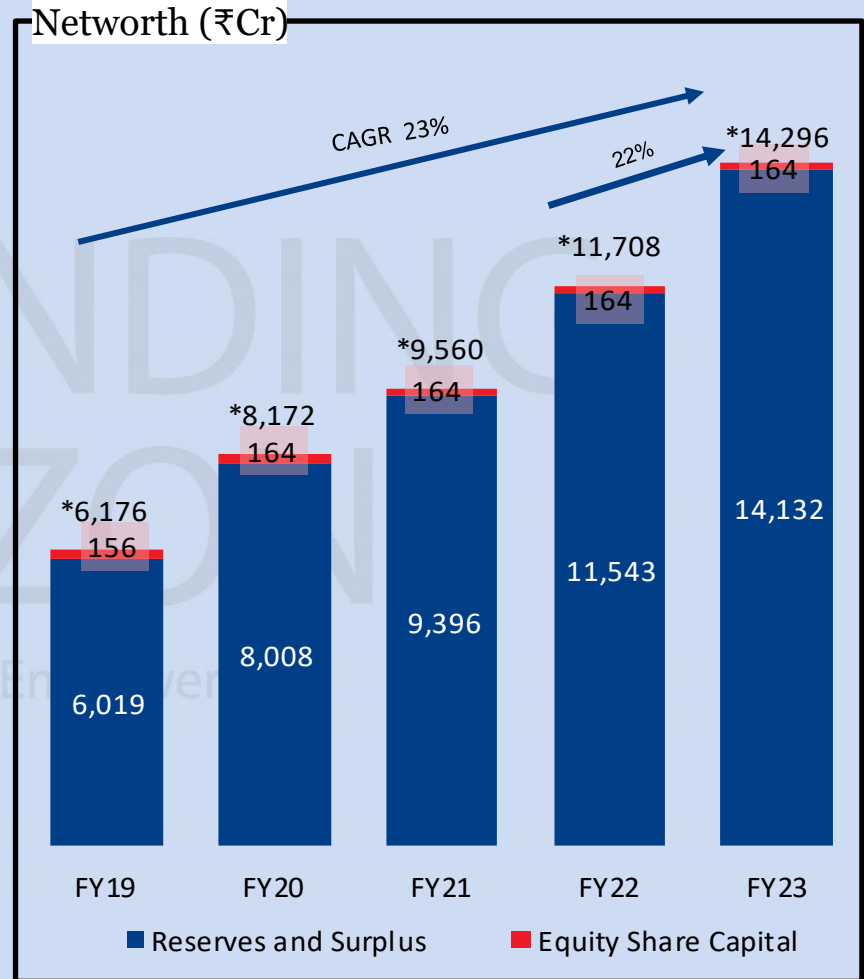
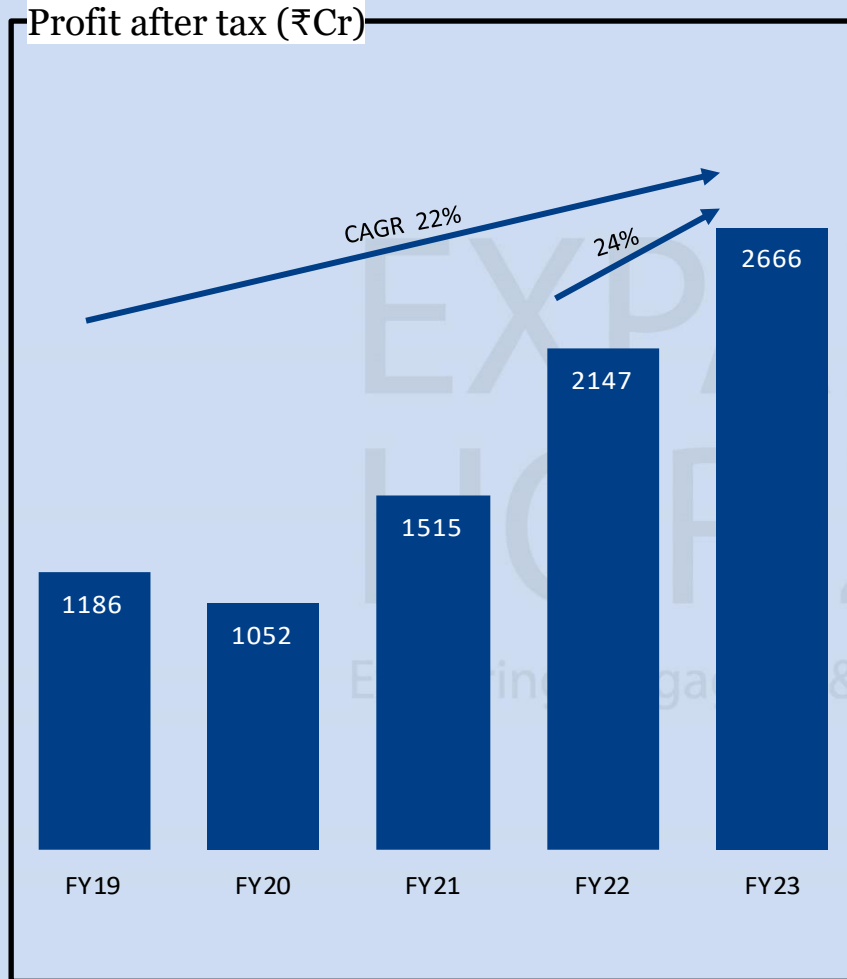
Disbursements (%) - Product wise



Portfolio (%) - Product wise

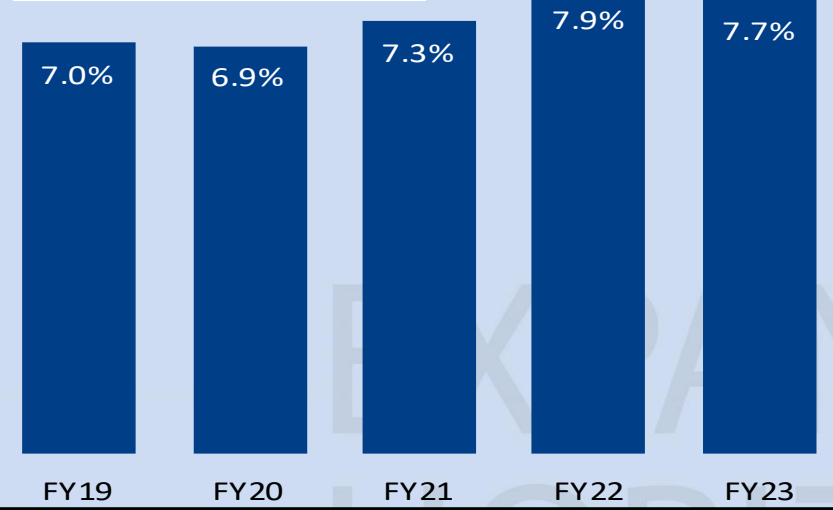


Profitability and Net worth

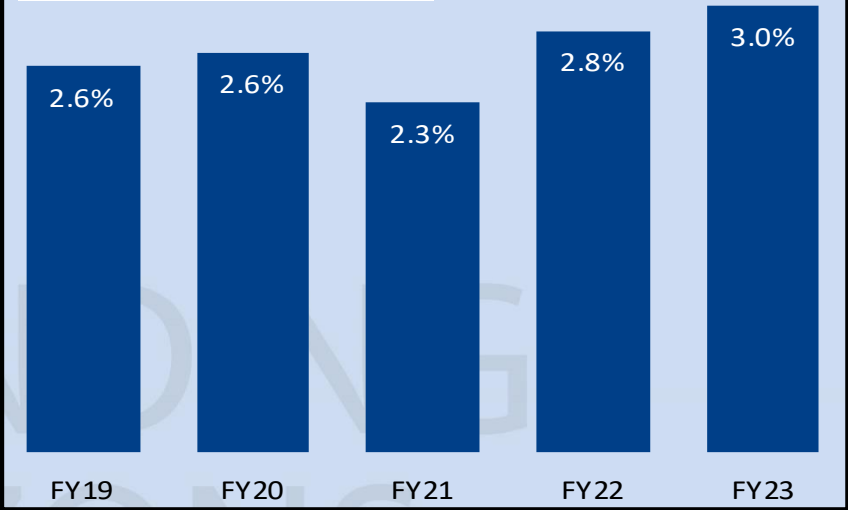


Asset Ratios

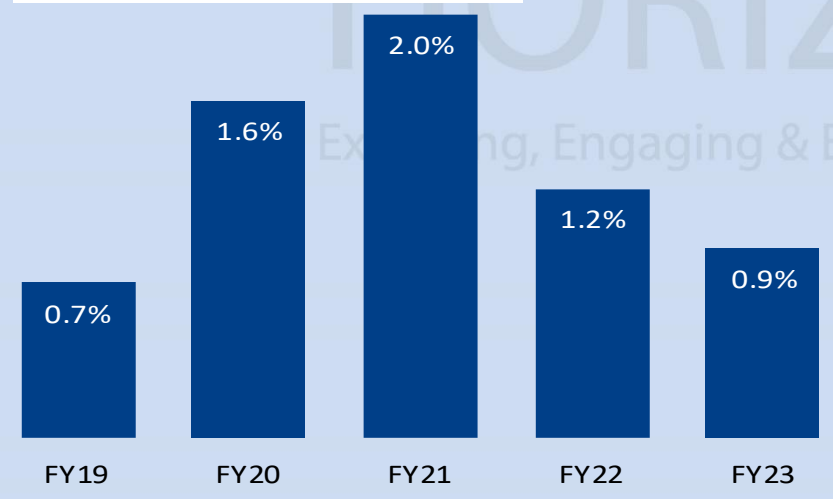
Net Income Margin (%)



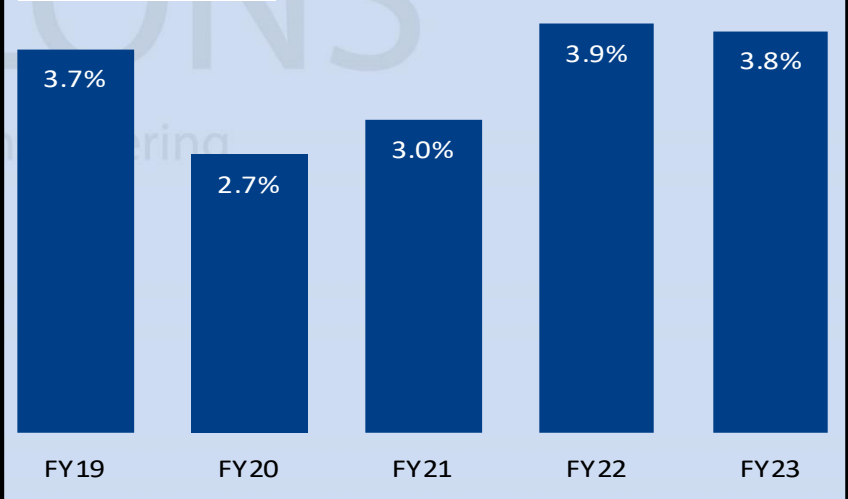
Expenses Ratio (%)



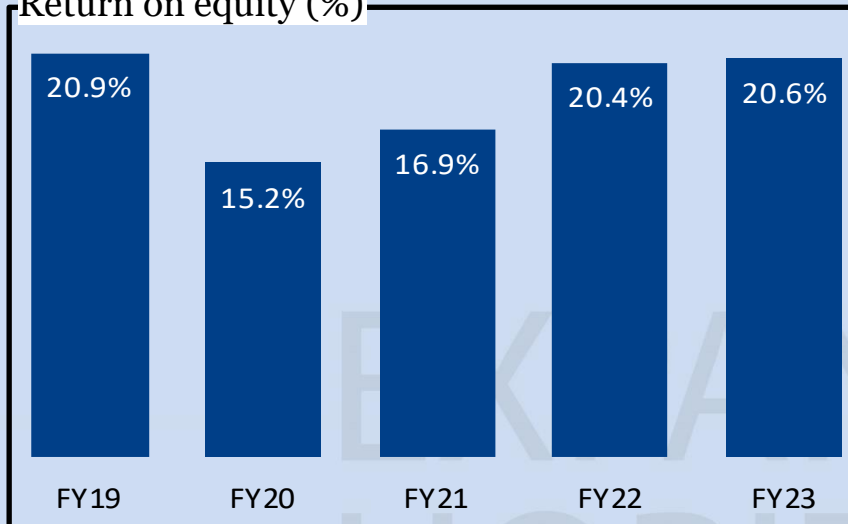
Loan Losses & Provisions (%)



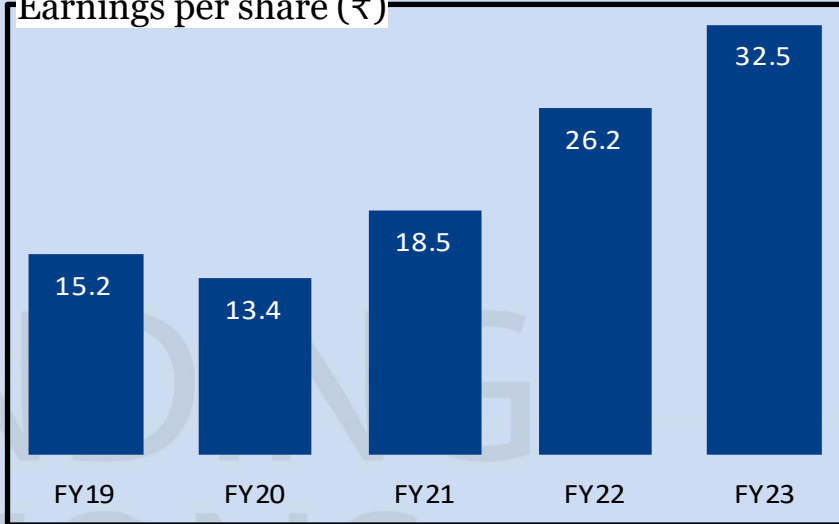
ROA - PBT (%)



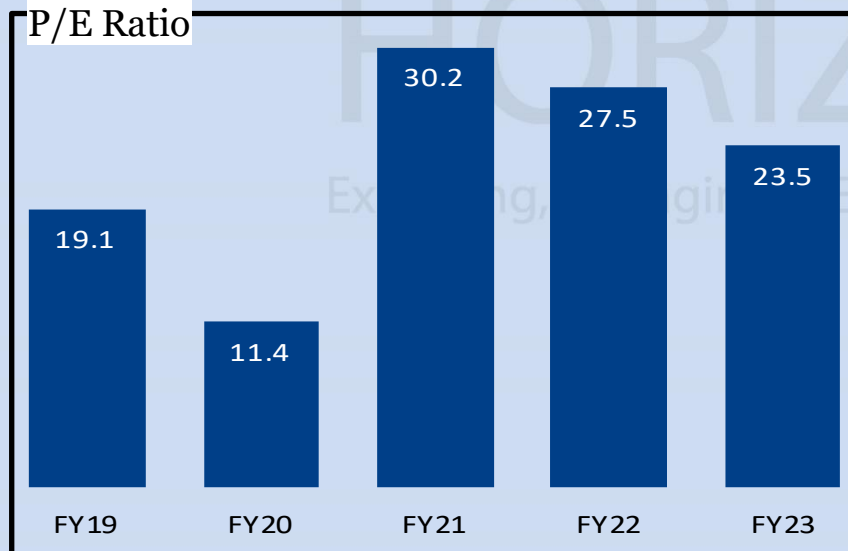
Return on equity (%)



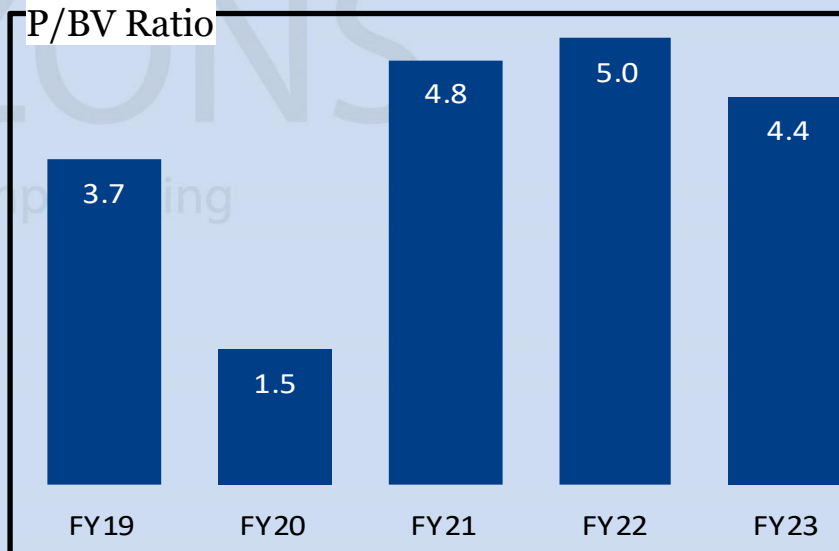
Earnings per share (₹)



P/E Ratio



P/BV Ratio



Profit and Loss Statement (As per IND AS)

₹ Cr

Particulars	Q1 FY22	Q1 FY23	Q2 FY22	Q2 FY23	Q3 FY22	Q3 FY23	Q4FY22	Q4FY23	Growth % Q4-o-Q4	FY22	FY23	Growth % (YTD) Y-o-Y
Disbursements	3,635	13,329	8,706	14,623	10,430	17,559	12,718	21,020	65%	35,490	66,532	87%
Closing Assets - Managed	75,763	86,703	75,063	91,841	79,161	1,03,789	82,904	1,12,782	36%	82,904	1,12,782	36%
Operating Income	2,478	2,771	2,481	3,038	2,547	3,375	2,632	3,794	44%	10,139	12,978	28%
Finance Charges	1,104	1,131	1,078	1,340	1,046	1,543	1,071	1,734	62%	4,299	5,749	34%
Net Income	1,374	1,640	1,403	1,697	1,501	1,832	1,561	2,060	32%	5,840	7,229	24%
Expenses	371	580	518	661	532	752	649	787	21%	2,069	2,780	34%
Net Credit Losses	563	299	69	278	265	159	-17	114	-770%	880	850	-3%
PBT	441	762	817	758	704	921	929	1,159	25%	2,891	3,600	25%
PAT	327	566	607	563	524	684	690	853	24%	2,147	2,666	24%
Asset Ratios												
Income	13.8%	13.5%	13.7%	13.6%	13.9%	14.0%	13.7%	14.4%		13.7%	13.8%	
Cost of Funds	6.1%	5.5%	5.9%	6.0%	5.7%	6.4%	5.6%	6.6%		5.8%	6.1%	
Net Income Margin	7.7%	8.0%	7.7%	7.6%	8.2%	7.6%	8.1%	7.8%		7.9%	7.7%	
Expense	2.1%	2.8%	2.9%	3.0%	2.9%	3.1%	3.4%	3.0%		2.8%	3.0%	
Losses & Provisions	3.1%	1.5%	0.4%	1.2%	1.4%	0.7%	-0.1%	0.4%		1.2%	0.9%	
ROA-PBT	2.5%	3.7%	4.5%	3.4%	3.8%	3.8%	4.8%	4.4%		3.9%	3.8%	
ROA-PAT	1.8%	2.8%	3.3%	2.5%	2.9%	2.8%	3.6%	3.2%		2.9%	2.8%	
Gross - Stage 3	4,545	3,408	4,271	3,375	4,244	3,367	3,343	3,222		3,343	3,222	
ECL Provisions - Stage 3	1,614	1,387	1,557	1,400	1,647	1,379	1,326	1,482		1,326	1,482	
Coverage Ratio - Stage 3	35.5%	40.7%	36.5%	41.5%	38.8%	41.0%	39.7%	46.0%		39.7%	46.0%	
Cost to Net Income	27.0%	35.3%	36.9%	38.9%	35.4%	41.1%	41.5%	38.2%		35.4%	38.5%	

Balance Sheet (As per IND AS)

₹ Cr

Particulars	Mar21	Mar22	Mar23
ASSETS			
Financial Assets	73,365	81,081	1,12,075
Cash and Bank balance	5,232	4,220	2,961
Derivative financial instruments	46	187	273
Receivables	66	128	191
Loans	65,839	74,149	1,04,748
Investments	1,619	2,076	3,628
Other Financial Assets	563	321	274
Non- Financial Assets	1,183	1,282	1,440
Current tax assets (Net)	146	251	267
Deferred tax assets (Net)	764	671	609
Property, Plant and Equipment	203	240	372
Capital work in progress	-	23	36
Intangible assets	26	29	51
Other Non-Financial Assets	44	69	106
TOTAL	74,548	82,363	1,13,516
EQUITY AND LIABILITIES			
Financial Liabilities	64,791	70,479	99,032
Derivative financial instruments	127	170	134
Trade Payables - Others	236	81	123
Other Payables - Others	205	722	1,065
Borrowings	63,730	69,174	97,356
Other Financial Liabilities	492	333	354
Non-Financial Liabilities	198	176	187
Shareholder's fund	9,560	11,708	14,296
TOTAL	74,548	82,363	1,13,516

Stagewise Assets & Provision Summary

₹ Cr

Particulars	Mar-22	Mar-22	Mar-22	Mar23	Mar23	Mar23	Mar-22	Mar-22	Mar-22	Mar23	Mar23	Mar23
	Normal	Mgt	Total	Normal	Mgt	Total	Normal	Mgt	Total	Normal	Mgt	Total
	INR Cr	Overlay	INR Cr	INR Cr	Overlay	INR Cr	% to GA	% to GA	% to GA	% to GA	% to GA	% to GA
Gross Assets	76,478		76,478	1,07,077		1,07,077	100.0%		100.0%	100.0%		100.0%
Stage 1	67,318		67,318	99,913		99,913	88.02%		88.02%	93.31%		93.31%
Stage 2	5,817		5,817	3,943		3,943	7.61%		7.61%	3.68%		3.68%
Stage 3	3,343		3,343	3,222		3,222	4.37%		4.37%	3.01%		3.01%
Provision	1,829	500	2,329	2,329	-	2,329	2.39%	0.65%	3.04%	2.17%	-	2.17%
Stage 1	343	-	343	445		445	0.51%	-	0.51%	0.45%		0.45%
Stage 2	615	45	660	402		402	10.57%	0.77%	11.34%	10.20%		10.20%
Stage 3	871	455	1,326	1,482		1,482	26.05%	13.62%	39.67%	46.00%		46.00%
Net Assets	74,649		74,149	1,04,748		1,04,748	97.61%		96.96%	97.83%		97.83%
Stage 1	66,975		66,975	99,468		99,468	87.57%		87.57%	92.89%		92.89%
Stage 2	5,202		5,158	3,541		3,541	6.80%		6.74%	3.31%		3.31%
Stage 3	2,472		2,017	1,740		1,740	3.23%		2.64%	1.62%		1.62%

Particulars		Asset	Normal	Mgmt	Total	NNPA	Asset	Normal	Mgmt	Total	NNPA
			Model	Overlay	Provn			Model	Overlay	Provn	
		Rs in Cr						%			
Stage 1A	(A)	99,641	431	-	431	99,210	93.06%	0.43%	-	0.43%	92.65%
Stage 1B	(B)	272	13	-	13	258	0.25%	4.93%	-	4.93%	0.24%
Total Stage 1	(C)	99,913	445	-	445	99,468	93.31%	0.45%	-	0.45%	92.89%
Stage 2A	(D)	2,483	225	-	225	2,258	2.32%	9.07%	-	9.07%	2.11%
Stage 2B	(E)	1,460	177	-	177	1,283	1.36%	12.13%	-	12.13%	1.20%
Total Stage 2	(F)	3,943	402	-	402	3,541	3.68%	10.20%	-	10.20%	3.31%
Total Stage 3	(G)	3,222	1,482	-	1,482	1,740	3.01%	46.00%	-	46.00%	1.62%
Total	(C + F + G)	1,07,077	2,329	-	2,329	1,04,748	100.00%	2.17%	-	2.17%	97.83%
NPA as per RBI (incl Sec)	(B + E + G)	4,953	1,672	-	1,672	3,281	4.63%	33.77%	-	33.77%	3.06%
NNPA% - RBI: Net NPA / (Asset - provisions for GNPA)											3.11%

Addition of Stage 1B, Stage 2B and Stage 3 will be the GNPA% and NNPA % as per RBI norms with INDAS values.

We carry additional provision of Rs.655 Cr under INDAS over IRAC

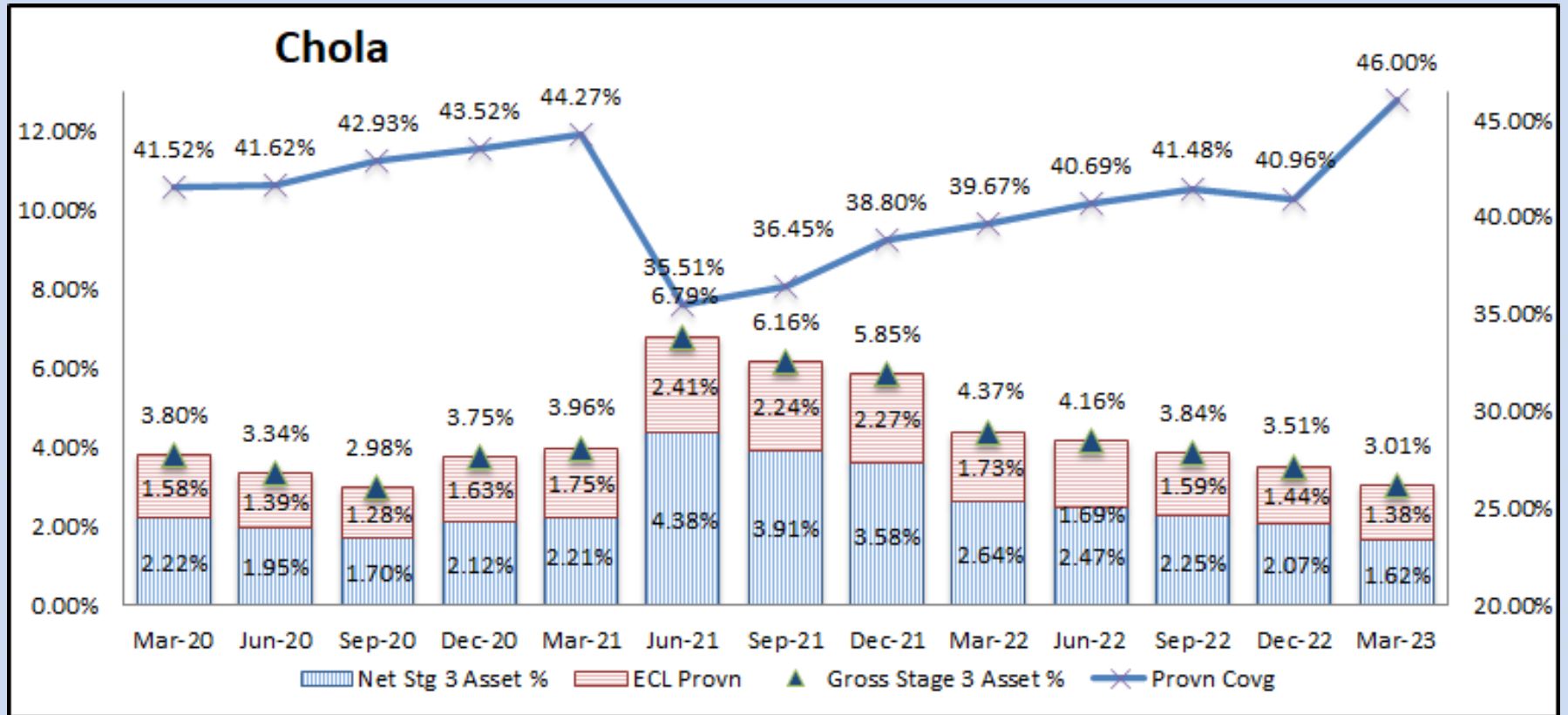
Asset Classification:

STAGE_1A	Represents assets (i) which had never touched NPA and (ii) which had been an NPA in the past but had been normalised and currently in the 0-30 days - Hence no more an NPA as per RBI norms
STAGE_1B	Represents assets which had been an NPA in the past but yet to be fully normalised though it has moved to stage 1 currently - Hence an NPA as per current RBI norms
STAGE_2A	Represents assets (i) which had never touched NPA and (ii) which had been an NPA in the past but had been normalised post that and now in 31-90 days DPD - Hence no more an NPA as per RBI norms
STAGE_2B	Represents assets which had been an NPA in the past but yet to be fully normalised though it has moved to stage 2 currently - Hence an NPA as per current RBI norms
STAGE_3	Represents assets which continues to be a NPA as on the closing date - Hence an NPA as per current RBI norms

Stage 3 Assets Product-wise

Asset Class	Closing Asset	Gross Stage 3	Stage 3 Asset %	ECL Provision	Provision Coverage	Net Stage 3	Net Stage 3%
Mar23	1,07,077	3,222	3.01%	1,482	46.00%	1,740	1.62%
VF	68,322	2,189	3.20%	995	45.44%	1,195	1.75%
LAP	20,995	844	4.02%	394	46.71%	449	2.14%
HL	8,142	126	1.55%	62	49.27%	64	0.78%
Others	9,618	63	0.65%	31	49.40%	32	0.33%
Dec22	95,893	3,367	3.51%	1,379	40.96%	1,988	2.07%
VF	62,634	2,274	3.63%	949	41.74%	1,325	2.12%
LAP	19,296	918	4.76%	345	37.61%	573	2.97%
HL	6,957	137	1.97%	68	49.44%	69	0.99%
Others	7,006	38	0.54%	17	44.73%	21	0.30%

As per revised RBI norms GNPA% & NNPA% as of Mar23 is at 4.63% and 3.11% respectively.



As per revised RBI norms GNPA% & NNPA% as of Mar23 is at 4.63% and 3.11% respectively.

Business Overview



Vehicle Finance



Vehicle Finance: Q4FY23 & FY23 Performance

Disbursements

- Disbursements grew by 39% in Q4FY23 to Rs.12,190 Cr as compared to Rs.8,785 Cr in Q4FY22 and by 56% to Rs.39,699 Cr in FY23 as compared to Rs.25,439 Cr in FY22.

Assets under management

- AUM have grown by 27% YoY.

Loss and provisions

- Loan losses at 0.4% in Q4FY23 as compared to 0.04% and dropped to 1.2% in FY23 from 1.4% in FY22.

Profit before tax

- PBT grew by 7% in Q4FY23 to Rs.734 Cr as compared to at Rs.685 Cr in Q4FY22 and by 11% in FY23 to Rs.2,272 Cr in FY23 as compared to Rs.2,054 Cr in FY22.

Sector Outlook

- The Light commercial vehicle segment had a growth of 13% in Q4 FY'23 & 35% in FY'23. The segment is expected to have stable growth due to increase in private consumption, replacement demand and expected growth in agriculture and allied sectors.
- The Small commercial vehicle segment had a de-growth of 12% in Q4 FY'23 but has grown at 14% in FY'23. Growth in this segment is dependent on freight demand for essential goods and last mile transportation needs.
- The Heavy commercial vehicle segment had a growth of 24% in Q4 FY'23 & 50% in FY'23. The segment is in an upswing with improved economic environment, pick-up in mining, infrastructure development, construction activities and healthy fleet demand.

Chola's Position

- Increased demand for Light commercial vehicle will help us in increased share of volumes, however we will be cautious in this segment considering uneven (deficit/excess) rainfall in most parts of the country.
- Increased demand for Small commercial vehicles will help us improve our disbursements combined with our vigilant approach to financing. We are cautious in this segment due to 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 and are treading cautiously in this segment due to inflationary concerns and higher fuel prices

Sector Outlook

- The Passenger vehicle (Car & MUV) segment had a growth of 11% in Q4 FY'23 & an all-time high sale with 27% growth in FY'23 by strong underlying demand, easing of semiconductor supply and improvement in sale of utility vehicles due to shift in customer preferences. Steady demand is expected in FY'24 with double digit growth.
- The Two-wheeler industry had a growth of 7% in Q4 FY'23 & 17% growth in FY'23 with improved demand sentiments over the previous year but yet to surpass pre-covid levels of growth. This segment is expected to grow by 9 to 10% in FY'24 with expectation of improved rural demand.
- Used vehicle business has contributed to 30% of our disbursement volumes and this segment is expected to grow even further with increase in prices of new vehicles.

Chola's Position

- Our focus continues to be on retail customers especially in smaller towns and rural areas. We will continue our 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 there by maintaining portfolio quality.
- We are one of the key financiers in this segment and will continue to maintain a cautious approach with razor-sharp focus on collections.

Sector Outlook

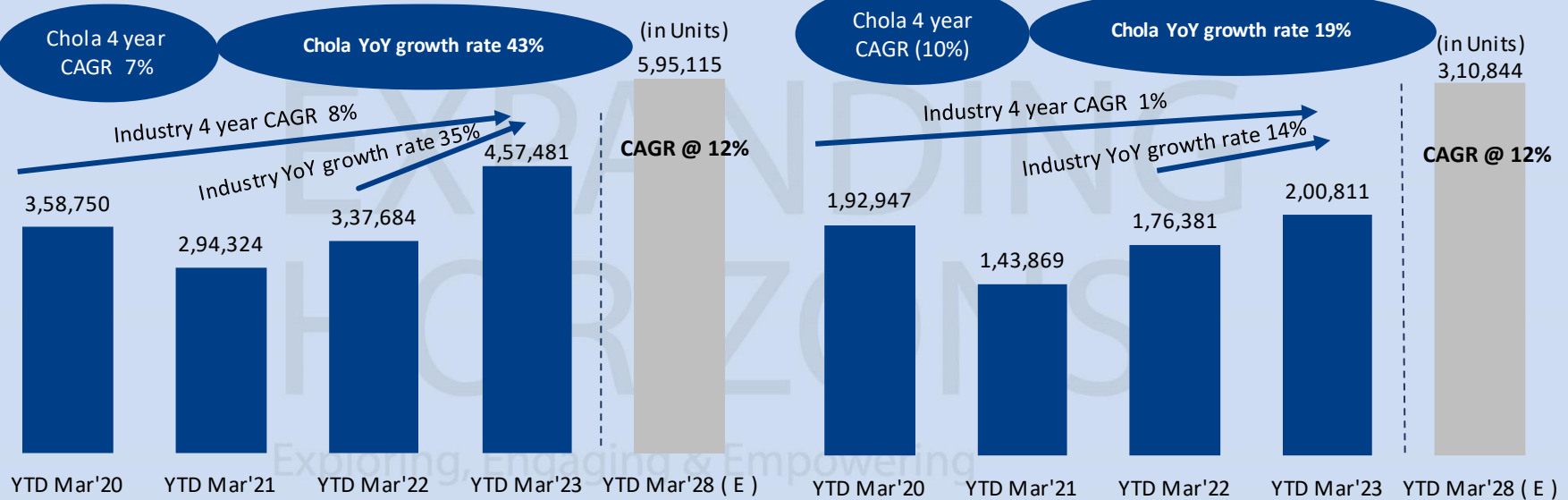
- The Construction Equipment segment had a growth of 21% in Q4 FY'23 & 26% in FY'23 supported by improvement in the overall macroeconomic environment, a strong revival in construction activities and thrust on completion of infrastructure projects. Healthy volume pickup with the run up to elections augur well for this segment in FY'24.
- The Tractor industry had a growth of 19% in Q4 FY'23 & 12% growth in FY'23 supported by strong demand during the festive season, favourable monsoon and stable farm cash flows. However, we expect moderation in demand in FY'24 with single digit growth considering the all-time high volumes in FY'23.

Chola's Position

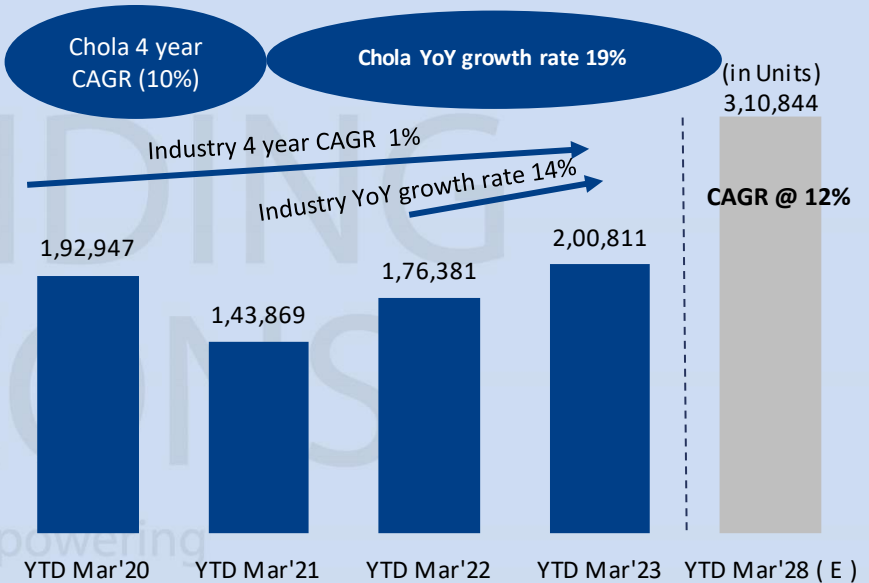
- Our exposure in this segment is around 7% at a portfolio level and our focus will be on building a quality book.
- We will approach this segment with a close watch on portfolio considering various external factors like uneven rainfall, crop loss and irregular farm cash flows.

Auto Industry Outlook

Trend in Domestic LCV Sales



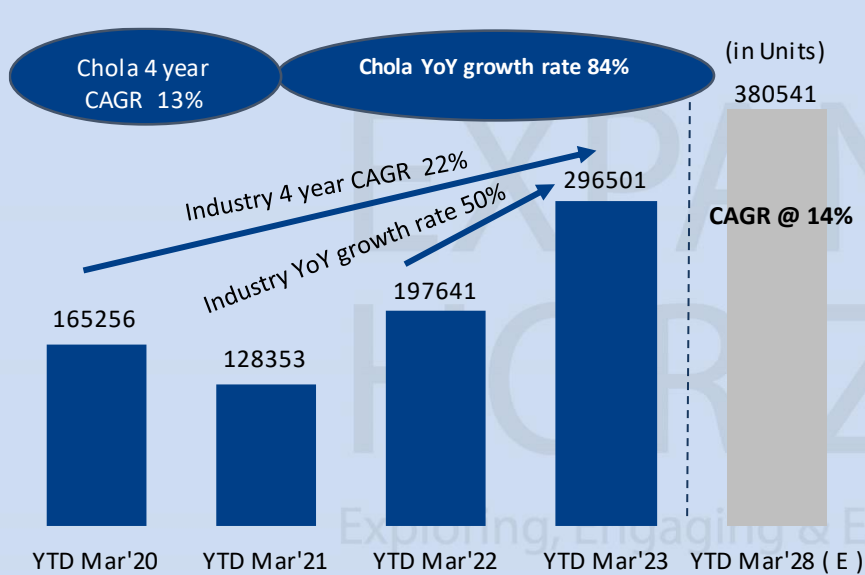
Trend in Domestic SCV Sales



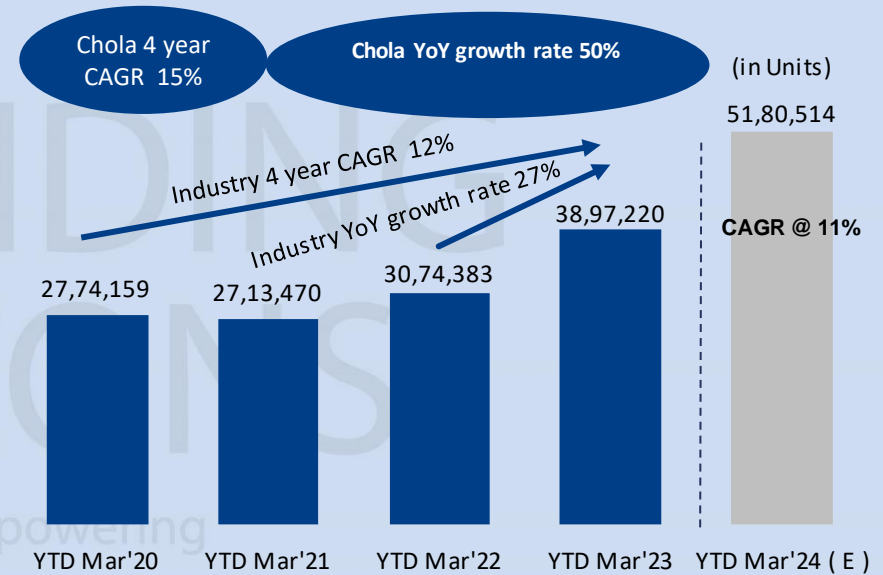
- Replacement demand, last-mile transport requirements and positive macroeconomic environment.
- Stronger demand from consumption driven sectors and E-commerce based companies.
- Demand for Pickups to increase in the long term due to higher flexibility in usage over sub one tonne vehicles.
- Bus Sales to be supported by growing urban population, demand from schools/ corporates and increased inter-city travel.

Auto Industry Outlook

Trend in Domestic HCV Sales



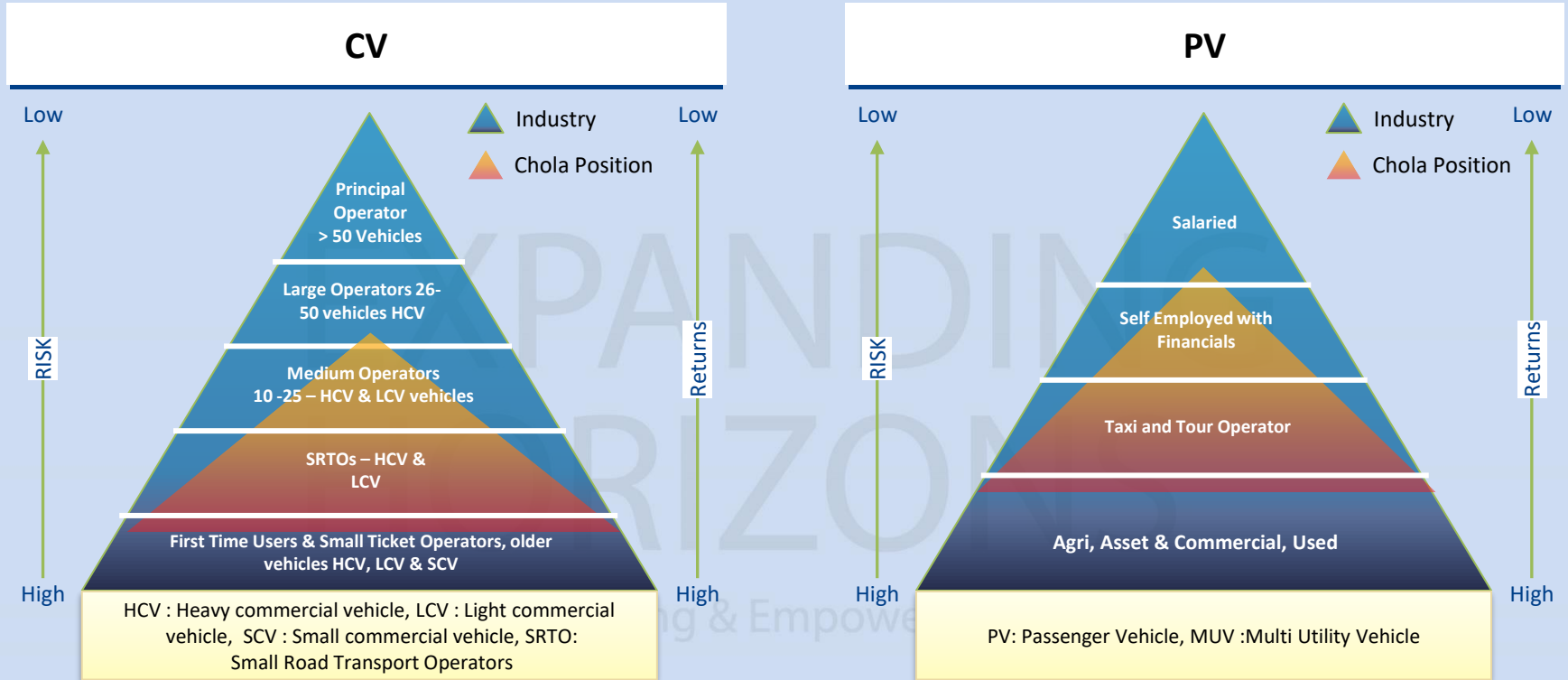
Trend in Domestic Car & MUV Sales



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

- Higher disposable income and introduction of newer models to aid long term demand.
- Increase in rural demand and growing penetration in tier III, tier IV towns will back stable growth.

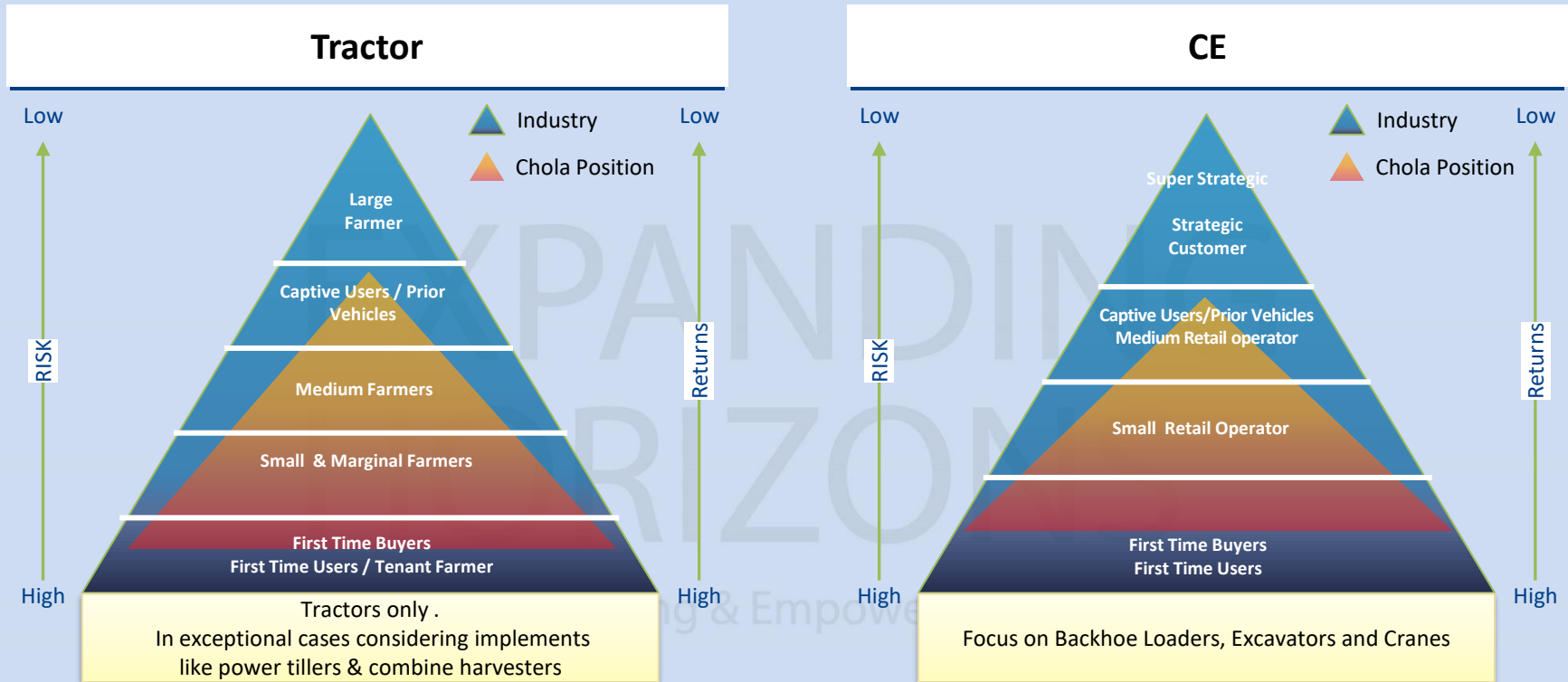
Vehicle Finance—Business Model & Positioning



- ~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



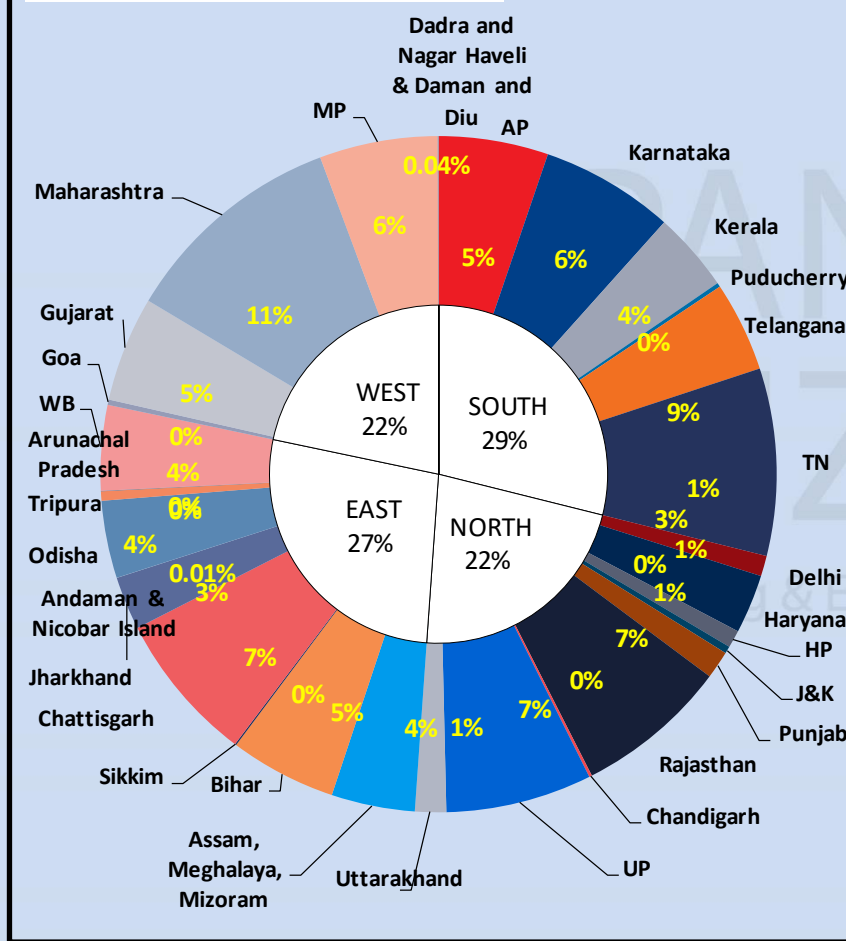
- ~65% of disbursements are to agri -based customer segment
- Application -
 - Agri usage
 - Commercial usage
 - Agri and Commercial usage
- New & Used

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

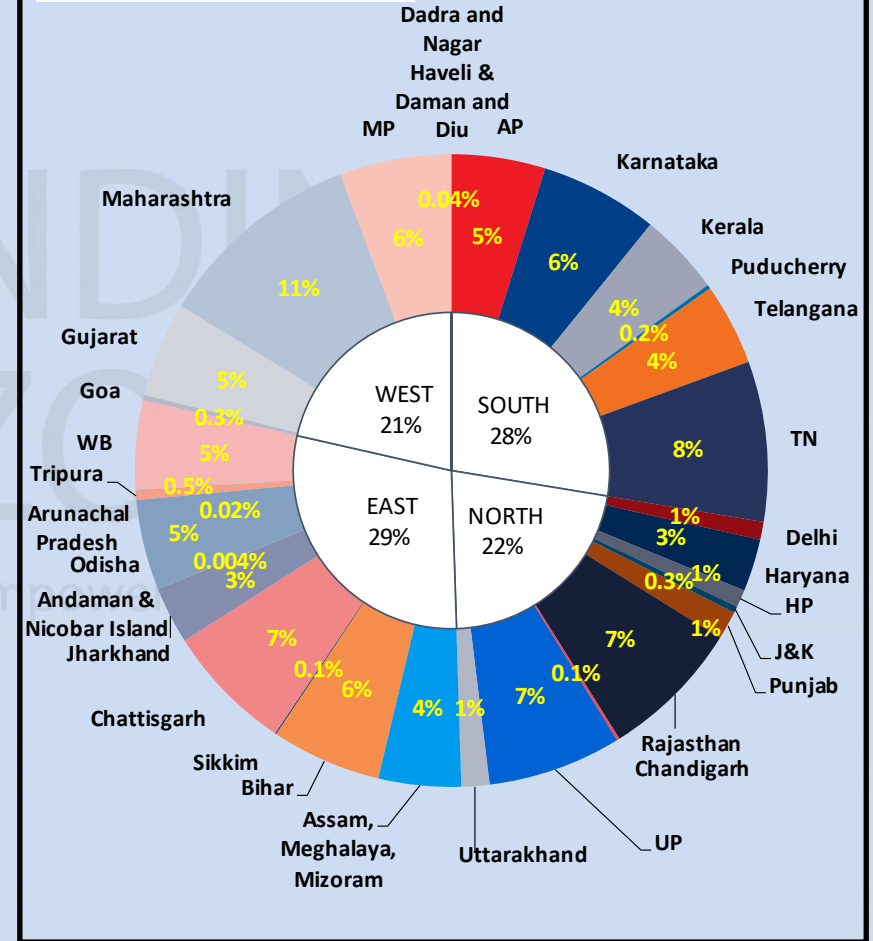
Vehicle Finance - Disbursement/Portfolio Mix – Q4FY23

Well diversified across geography

Disbursements - State wise

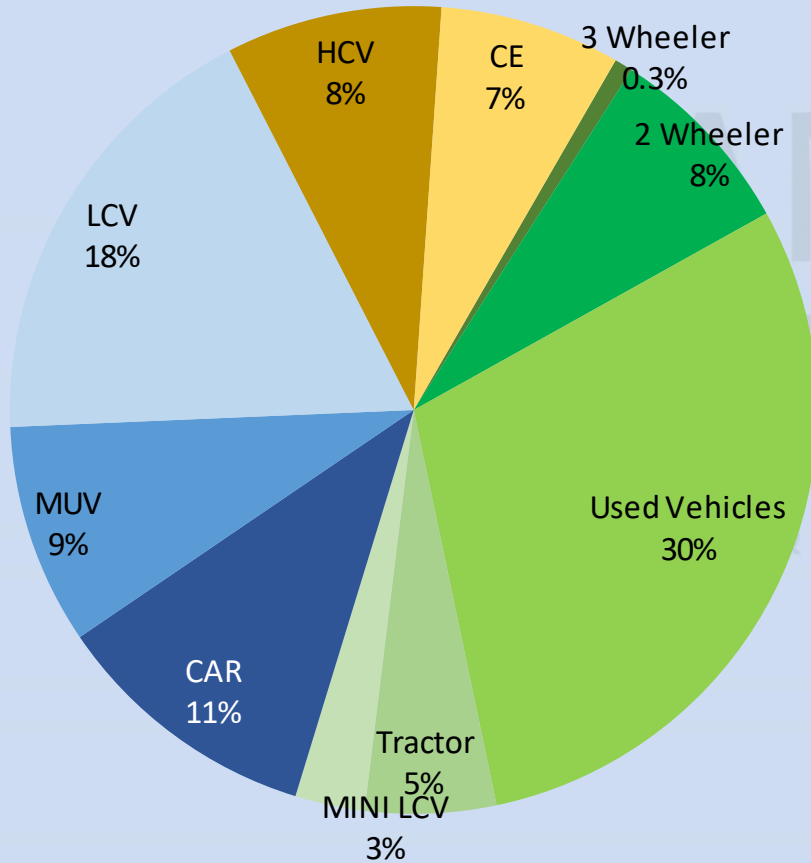


Portfolio - State wise

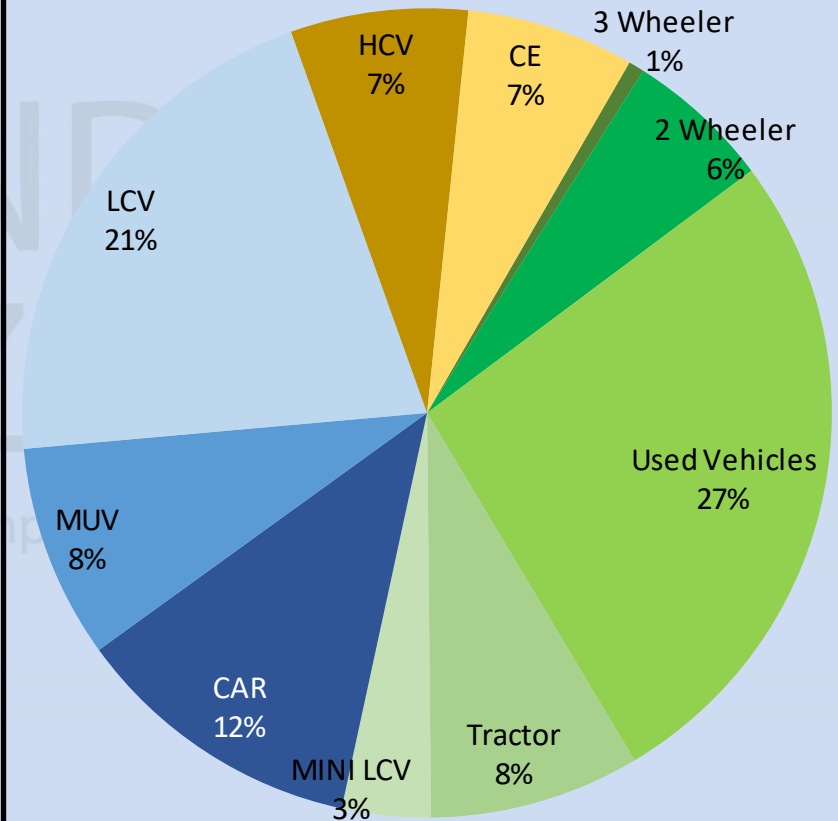


Well diversified product segments

Disbursements (%) - Product wise

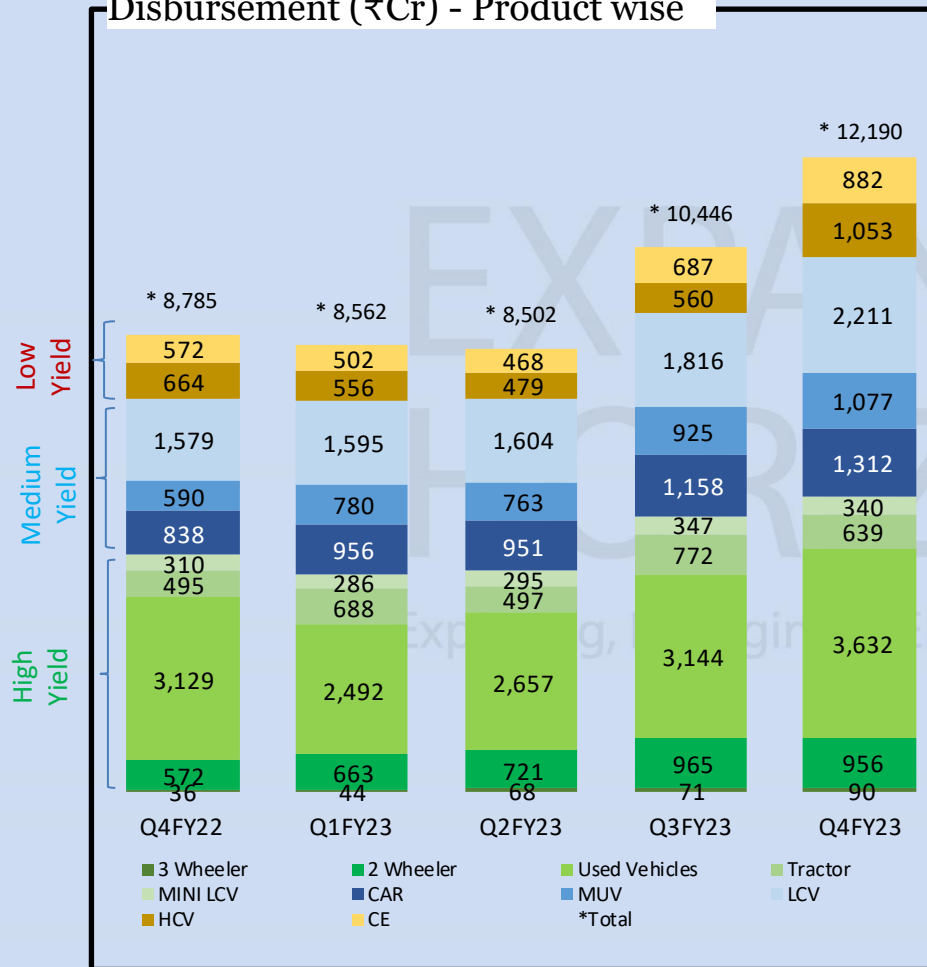


Portfolio (%) - Product wise

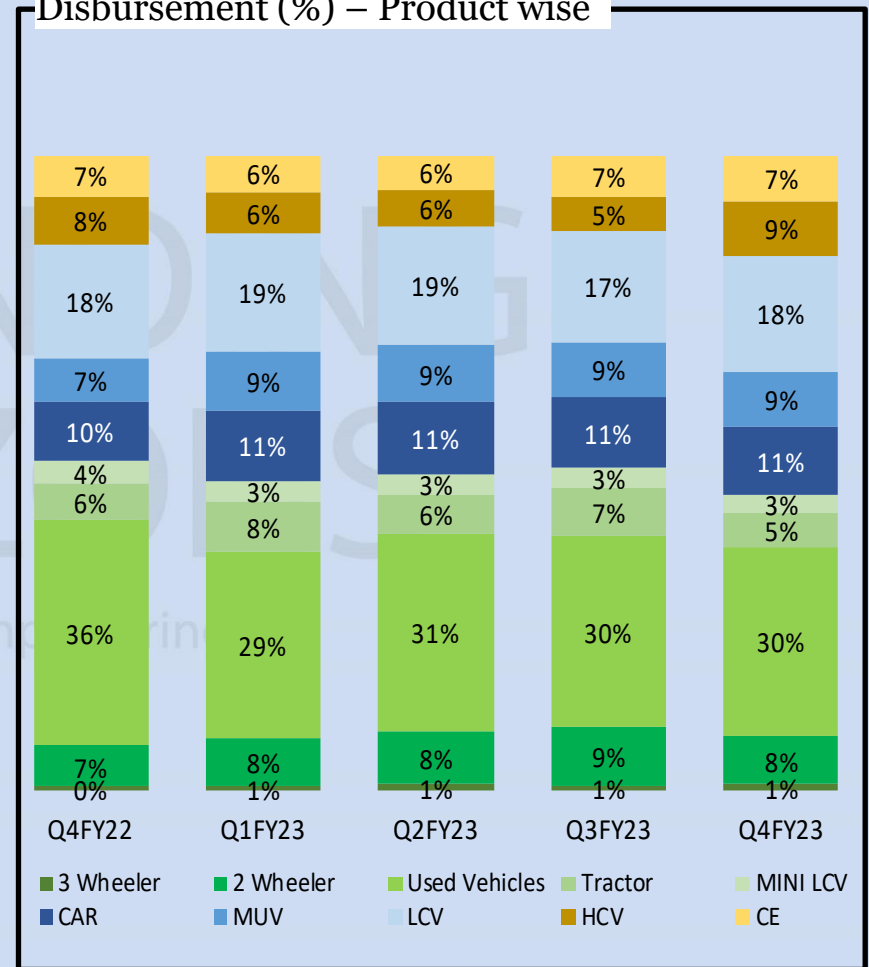


Vehicle Finance - Disbursement Mix – Quarter-wise

Disbursement (₹Cr) - Product wise

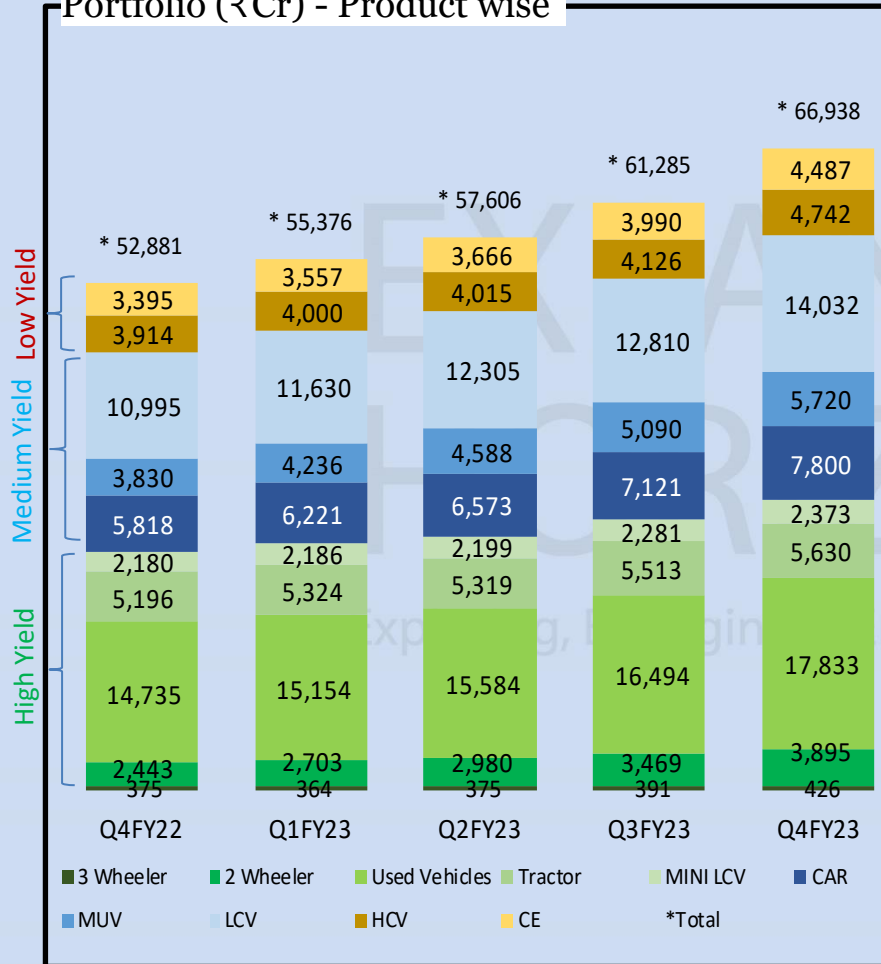


Disbursement (%) – Product wise

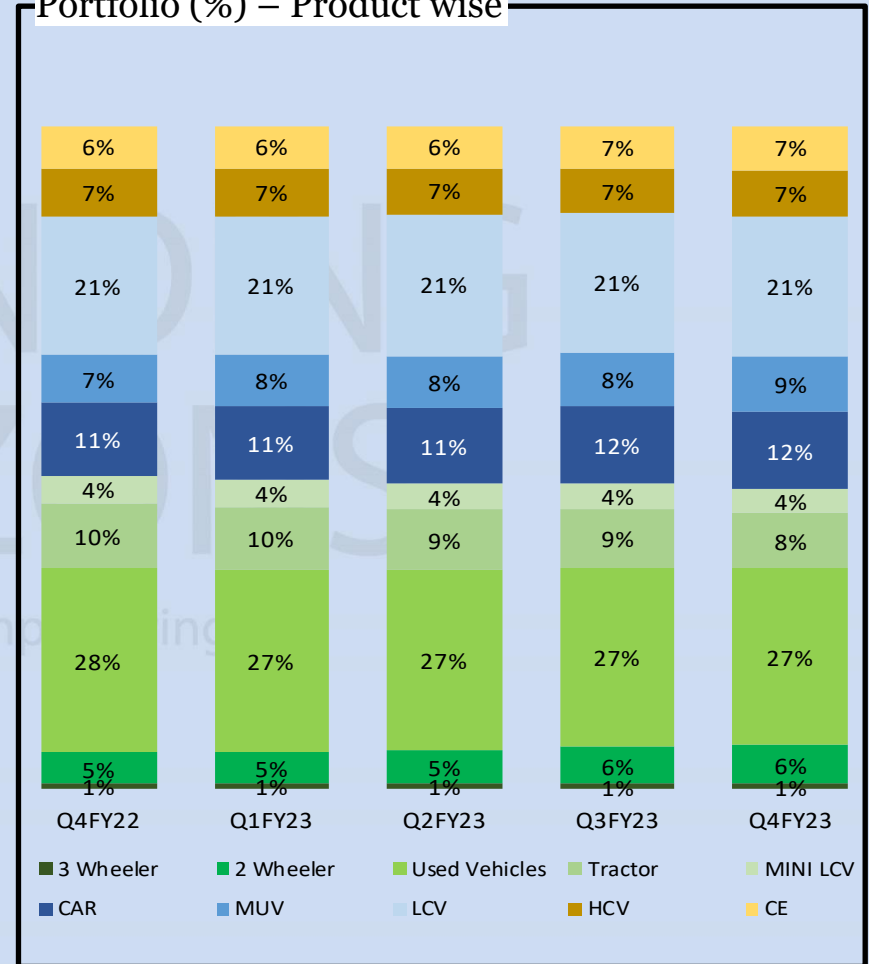


Vehicle Finance - Portfolio Mix – Quarter-wise

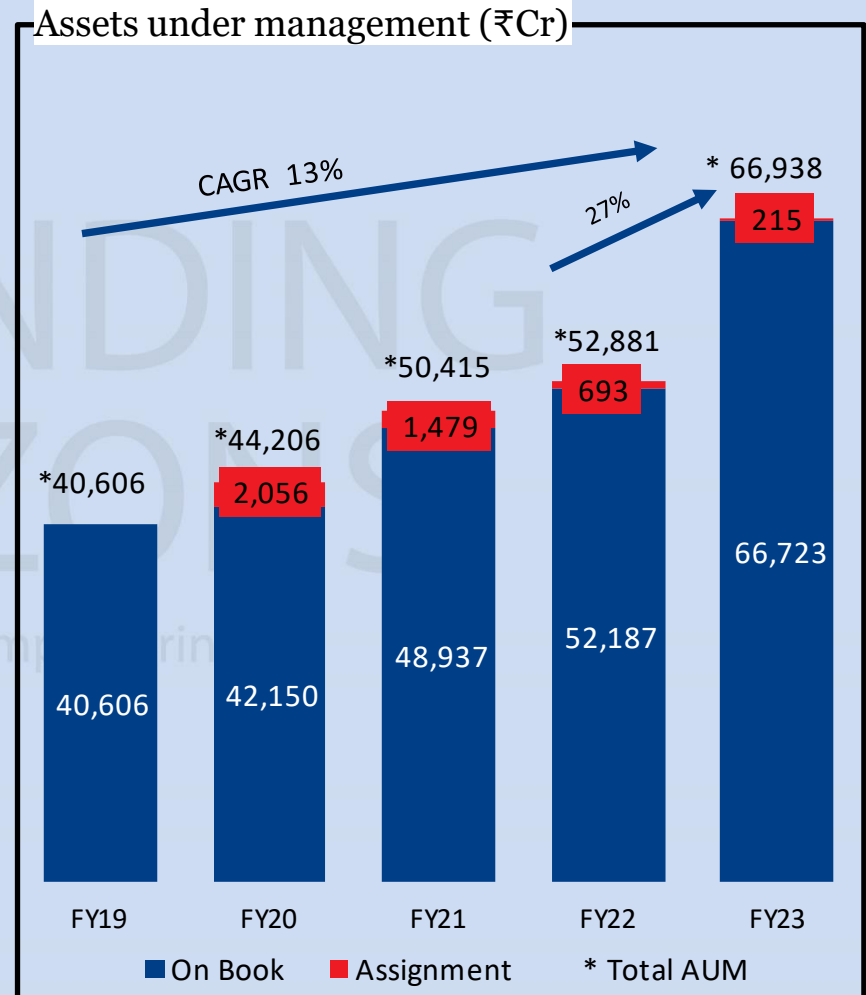
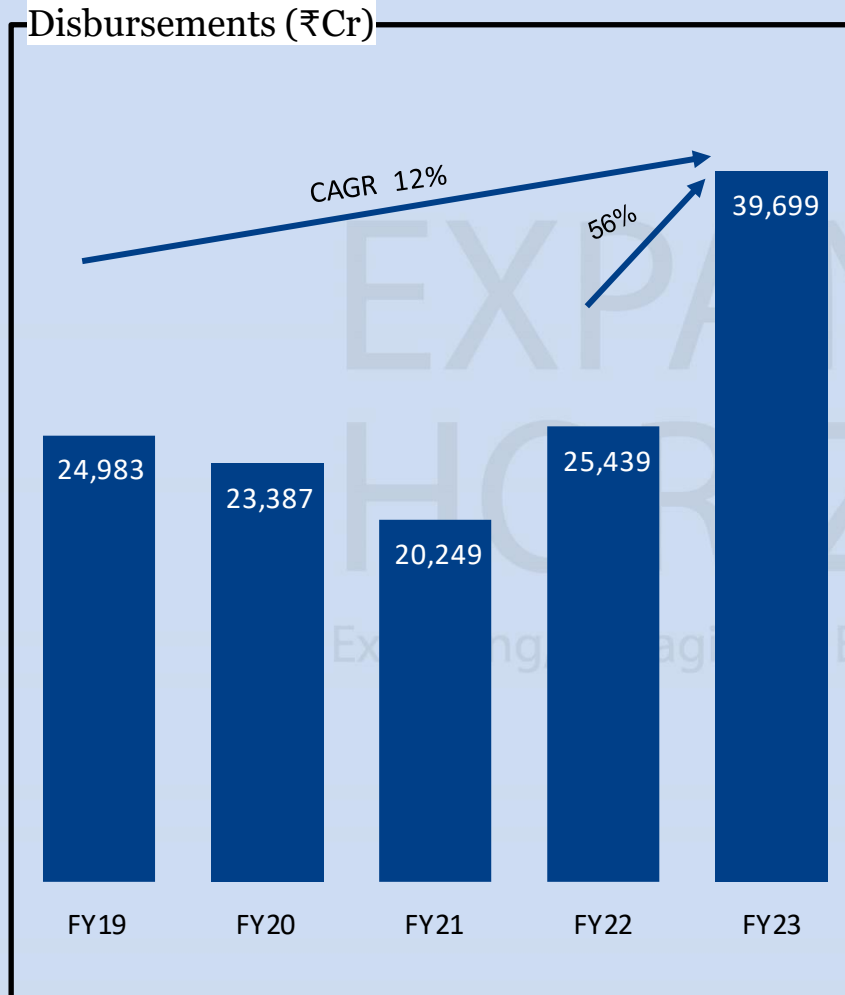
Portfolio (₹Cr) - Product wise



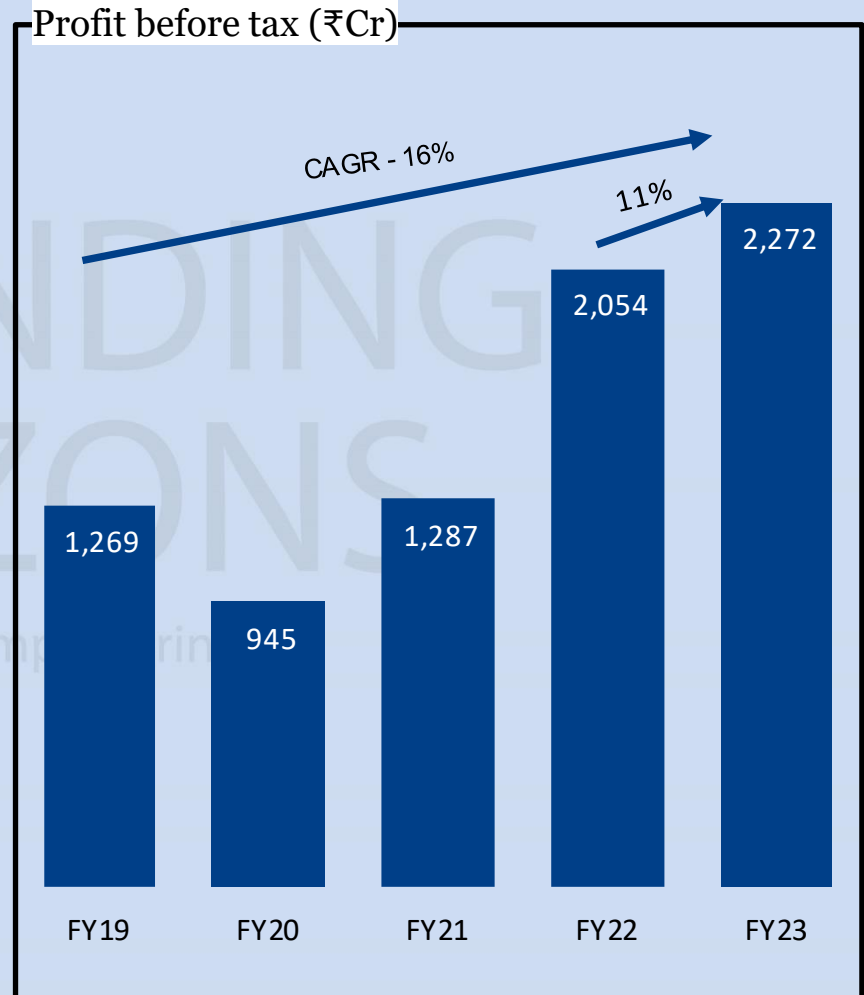
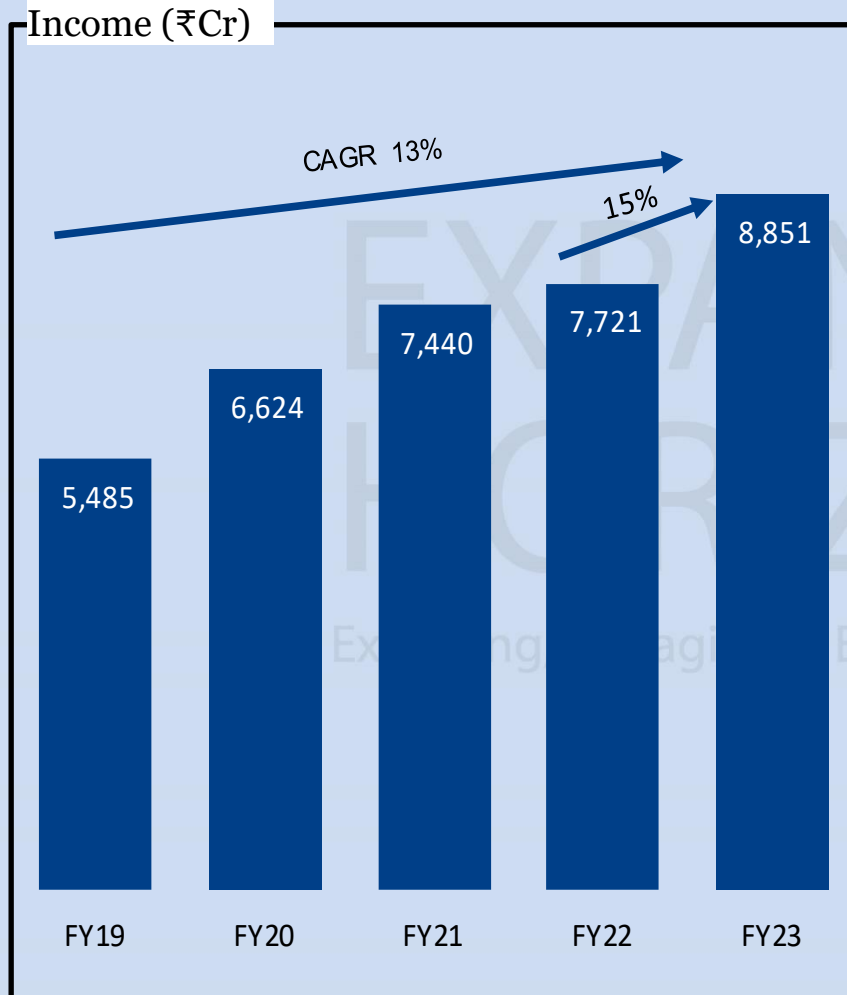
Portfolio (%) – Product wise



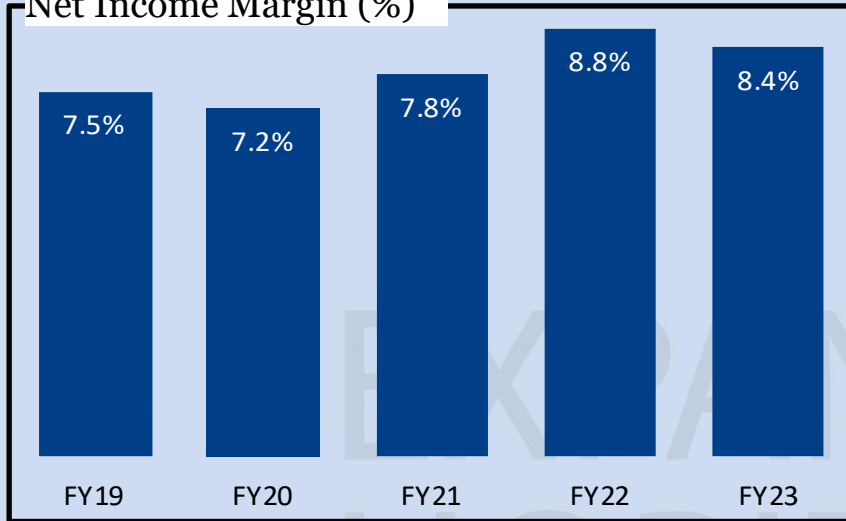
Vehicle Finance - Disbursements and Asset Under Management



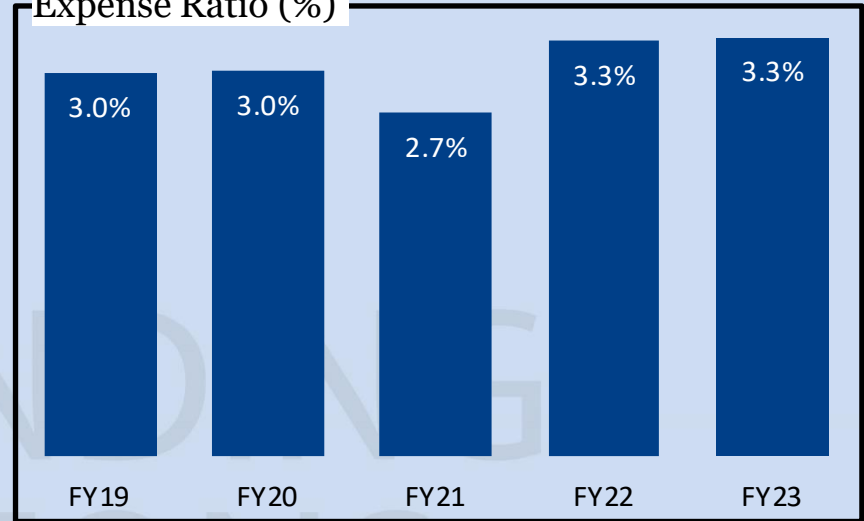
Vehicle Finance - Income and Profit before tax



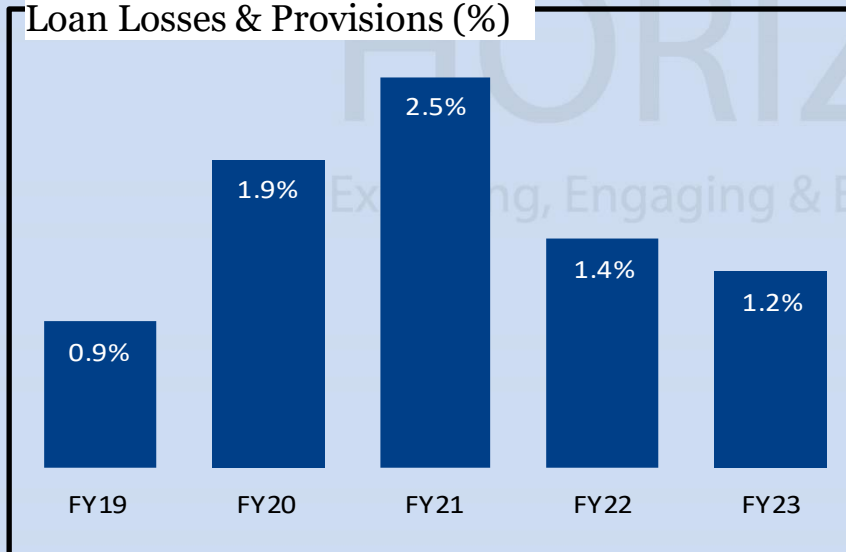
Net Income Margin (%)



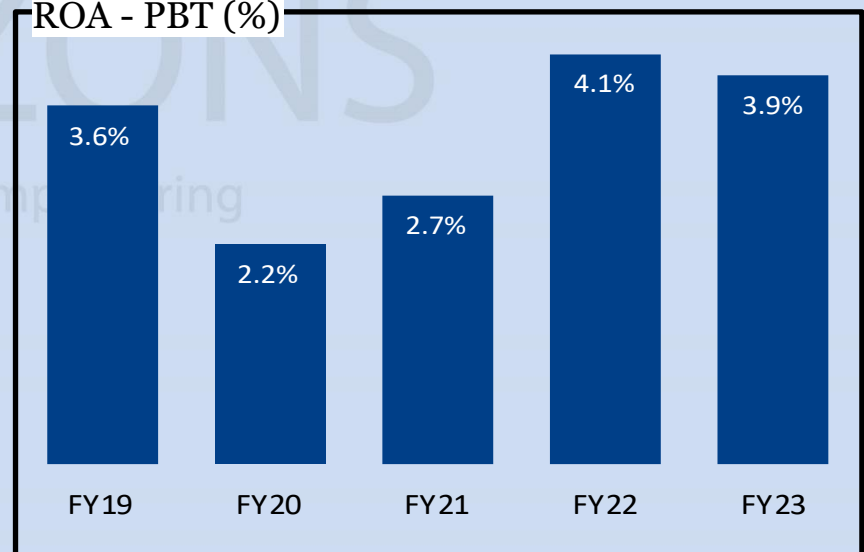
Expense Ratio (%)



Loan Losses & Provisions (%)



ROA - PBT (%)



Profit and Loss Statement - Vehicle Finance (Managed)

₹ Cr

Particulars	Q1 FY22	Q1 FY23	Q2 FY22	Q2 FY23	Q3 FY22	Q3 FY23	Q4FY22	Q4FY23	Growth % Q4-o-Q4	FY22	FY23	Growth % (YTD) Y-o-Y
Disbursements	2,846	8,562	6,161	8,502	7,647	10,446	8,785	12,190	39%	25,439	39,699	56%
Closing Assets - Managed	48,403	55,376	49,285	57,606	50,675	61,285	52,881	66,938	27%	52,881	66,938	27%
Operating Income	1,916	2,013	1,903	2,133	1,938	2,257	1,963	2,448	25%	7,721	8,851	15%
Finance Charges	875	811	828	928	810	1,036	777	1,130	45%	3,290	3,906	19%
Net Income	1,041	1,202	1,075	1,205	1,128	1,221	1,187	1,318	11%	4,431	4,945	12%
Expenses	315	442	427	477	415	512	496	519	4%	1,654	1,950	18%
Net Credit Losses	468	280	57	260	192	118	5	65	1124%	723	723	0%
PBT	258	480	591	468	521	590	685	734	7%	2,054	2,272	11%
Asset Ratios												
Income	15.6%	14.9%	15.5%	15.0%	15.4%	15.1%	15.4%	15.5%		15.3%	15.0%	
Cost of Funds	7.1%	6.0%	6.7%	6.5%	6.4%	6.9%	6.1%	7.1%		6.5%	6.6%	
Net Income Margin	8.5%	8.9%	8.7%	8.5%	9.0%	8.1%	9.3%	8.3%		8.8%	8.4%	
Expense	2.6%	3.3%	3.5%	3.3%	3.3%	3.4%	3.9%	3.3%		3.3%	3.3%	
Losses & Provisions	3.8%	2.1%	0.5%	1.8%	1.5%	0.8%	0.04%	0.4%		1.4%	1.2%	
ROA-PBT	2.1%	3.6%	4.8%	3.3%	4.1%	3.9%	5.4%	4.6%		4.1%	3.9%	
Cost to Net Income	30.3%	36.8%	39.7%	39.6%	36.8%	42.0%	41.8%	39.4%		37.3%	39.4%	

Profit and Loss Statement - Vehicle Finance (On Book)

₹ Cr

Particulars	Q1 FY22	Q1 FY23	Q2 FY22	Q2 FY23	Q3 FY22	Q3 FY23	Q4FY22	Q4 FY23	Growth % Q4-o-Q4	FY22	FY23	Growth % (YTD) Y-o-Y
Disbursements	2,846	8,562	6,161	8,502	7,647	10,446	8,785	12,190	39%	25,439	39,699	56%
Closing Assets (On B/S)	47,108	54,829	48,182	57,189	49,785	60,980	52,187	66,723	28%	52,187	66,723	28%
Operating Income	1,876	1,992	1,865	2,116	1,905	2,242	1,933	2,436	26%	7,578	8,786	16%
Finance Charges	847	798	804	889	790	1,058	761	1,125	48%	3,202	3,870	21%
Net Income	1,028	1,194	1,062	1,227	1,114	1,184	1,172	1,311	12%	4,376	4,916	12%
Expenses	315	442	427	477	415	512	496	519	4%	1,654	1,950	18%
Net Credit Losses	468	280	57	260	192	118	5	65	1124%	723	723	0%
PBT	245	472	577	490	507	554	670	728	9%	1,999	2,243	12%
Asset Ratios												
Income	15.7%	14.9%	15.5%	15.0%	15.4%	15.1%	15.4%	15.5%		15.4%	15.0%	
Cost of Funds	7.1%	6.0%	6.7%	6.3%	6.4%	7.1%	6.1%	7.1%		6.5%	6.6%	
Net Income Margin	8.6%	8.9%	8.8%	8.7%	9.0%	7.9%	9.3%	8.3%		8.9%	8.4%	
Expense	2.6%	3.3%	3.6%	3.4%	3.4%	3.4%	3.9%	3.3%		3.4%	3.3%	
Losses & Provisions	3.9%	2.1%	0.5%	1.8%	1.6%	0.8%	0.04%	0.4%		1.5%	1.2%	
ROA-PBT	2.0%	3.5%	4.8%	3.5%	4.1%	3.7%	5.3%	4.6%		4.1%	3.8%	
Cost to Net Income	30.7%	37.1%	40.2%	38.8%	37.3%	43.3%	42.4%	39.6%		37.8%	39.7%	

Loan Against Property



Loan Against Property – Q4FY23 & FY23 Performance

Disbursements

- Disbursements grew by 48% in Q4FY23 to Rs.2,762 Cr as compared to Rs.1,870 Cr in Q4FY22 and by 68% to Rs.9,299 Cr in FY23 as compared to Rs.5,536 Cr in FY22.

Asset under management

- AUM grew by 29% YoY.

Loss and provisions

- Loan losses at 0.5% in Q4FY23 as compared to -0.6% and dropped to 0.1% in FY23 from 0.7% in FY22.

Profit before tax

- PBT grew by 13% in Q4FY23 to Rs.195 Cr as compared to at Rs.173 Cr in Q4FY22 and by 62% in FY23 to Rs.759 Cr in FY23 as compared to Rs.469 Cr in FY22.

Sector Outlook

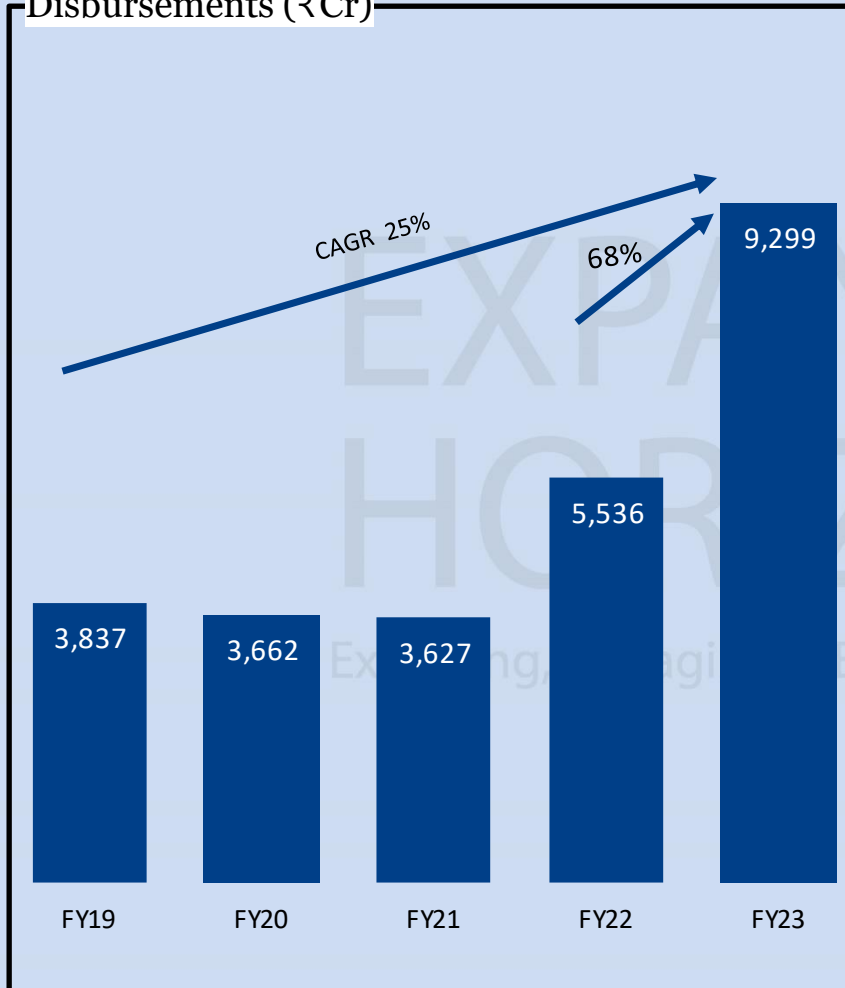
- CRISIL expects MSME LAP segment to grow at 6-8% in FY23, driven by improving economic conditions and the mild impact of the third pandemic wave, assisting in normalization of business activities followed by 9-11% growth in fiscal 2024.*
- At an aggregate level (GNPA and restructuring), CRISIL Research expects stressed assets in the NBFC's MSME segment to be in range of 7-9% in fiscal 2023.
- India Ratings and Research (Ind-Ra) opines that there would be some pressure on net interest margins due to an 80-100bp rise in funding costs in FY23. Some NBFCs would be able to pass on the increase to borrowers in small-ticket LAP, microfinance loans, etc owing to the dynamics of segment and competitive landscape. However, NBFCs in extremely competitive segments such as big-ticket LAP and housing loans may have to absorb some part of the rise in funding cost, thus affecting their margins. **

Chola's Position

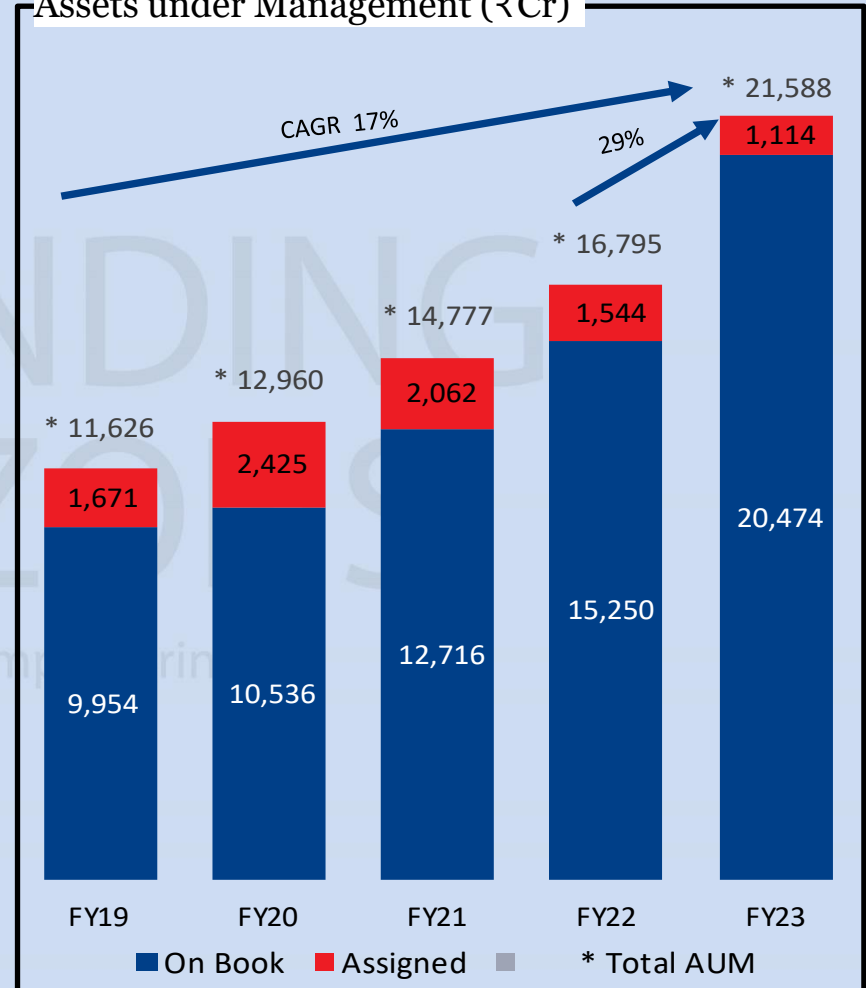
- Chola's LAP team is currently focusing on increasing its market share backed by consistent disbursement growth and collections performance. Our focus continues to be on retail customers especially in smaller towns and rural areas.
- Chola LAP team has strengthened collection & legal process, The asset quality of the LAP has shown steady improvement and stage 3 book has come down with consistent improvement in collection efficiency.
- Chola's LAP business has lent loans to customers with floating rate of interest, staggered portfolio rate hike has helped business to mitigate impact in margin. Chola's LAP business is further focusing on increasing contribution of product with high yield to maintain margins.

Loan Against Property - Disbursements and Asset Under Management

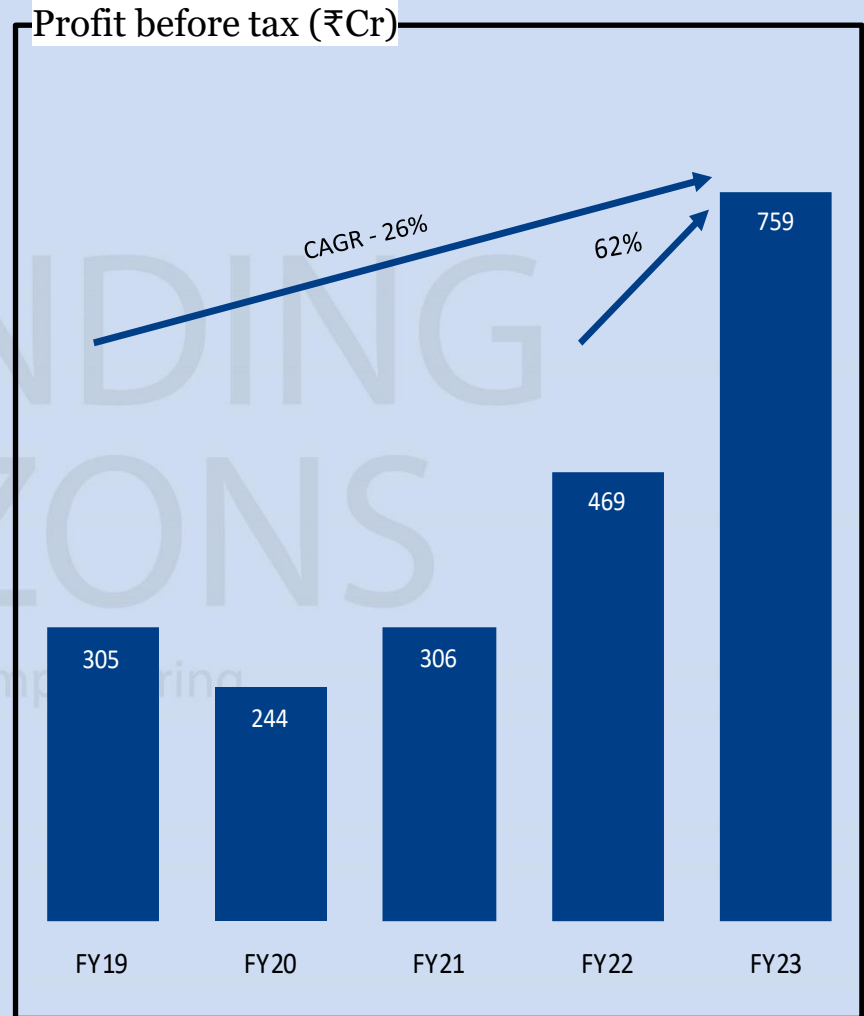
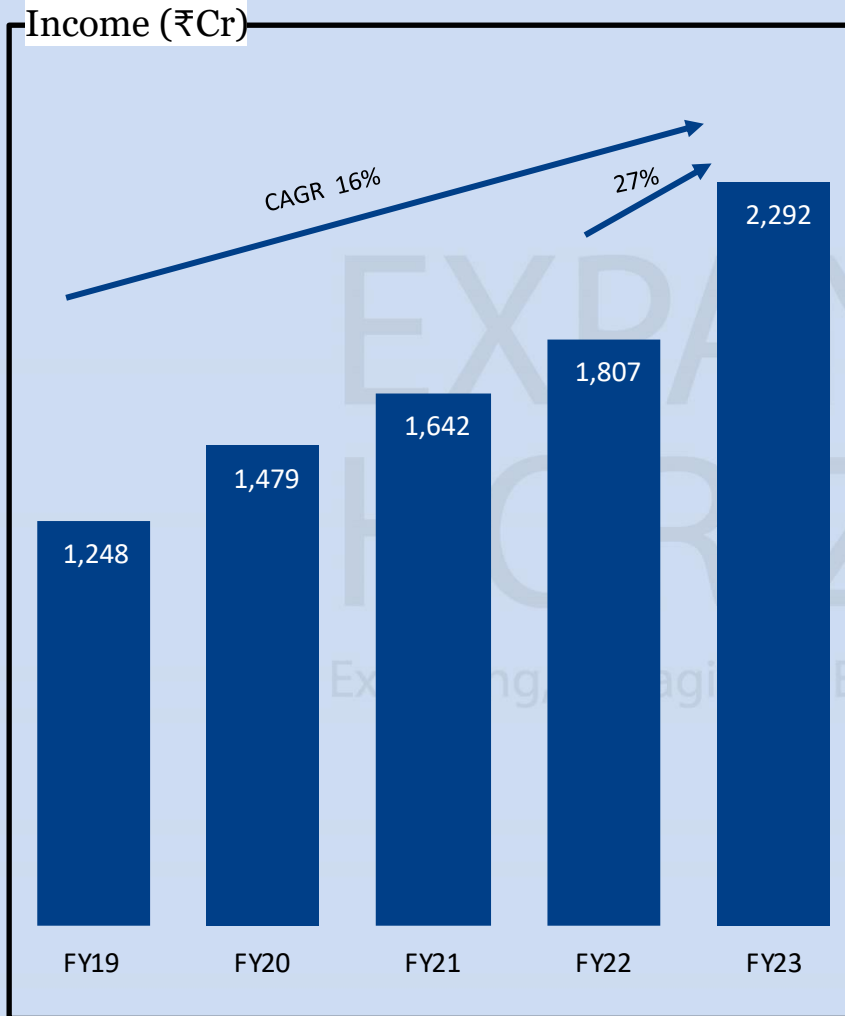
Disbursements (₹Cr)



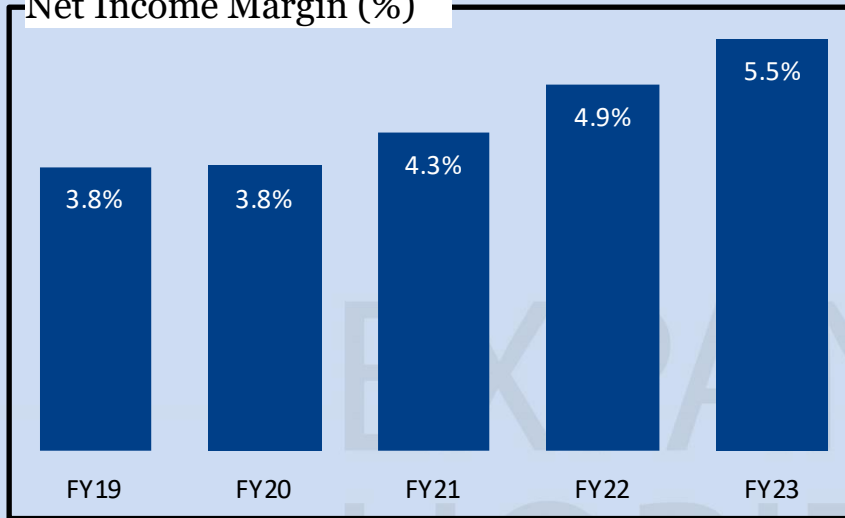
Assets under Management (₹Cr)



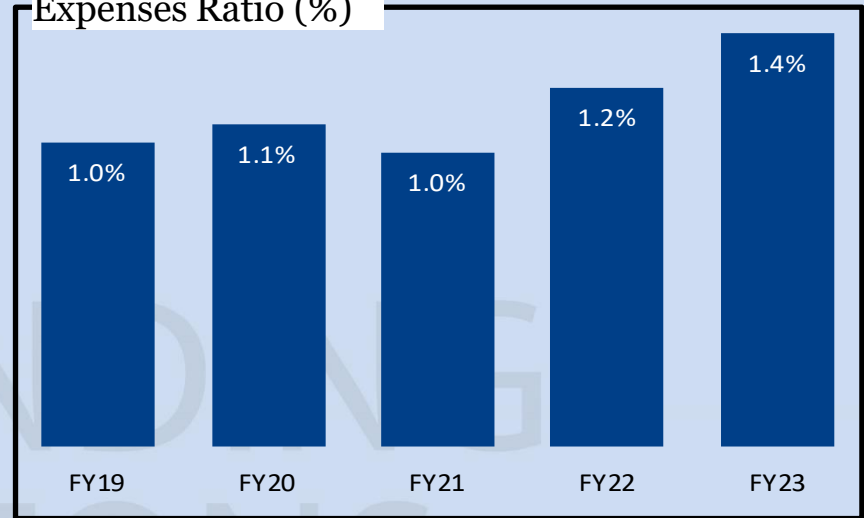
Loan Against Property – Income and Profit before tax



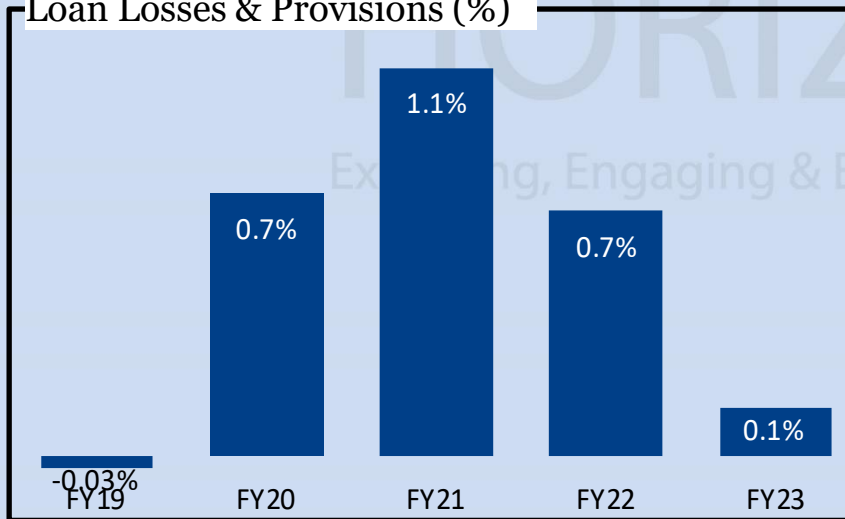
Net Income Margin (%)



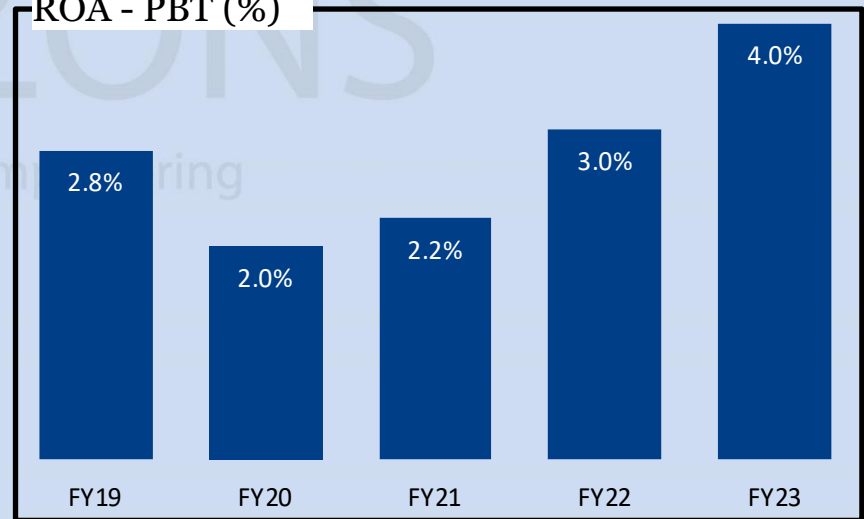
Expenses Ratio (%)



Loan Losses & Provisions (%)



ROA - PBT (%)



Profit and Loss Statement - Loan Against Property (Managed)

₹ Cr

Particulars	Q1 FY22	Q1 FY23	Q2 FY22	Q2 FY23	Q3 FY22	Q3 FY23	Q4FY22	Q4FY23	Growth % Q4-o-Q4	FY22	FY23	Growth % (YTD) Y-o-Y
Disbursements	382	2,036	1,624	2,246	1,661	2,255	1,870	2,762	48%	5,536	9,299	68%
Closing Assets - Managed	14,509	17,675	15,306	18,843	16,002	19,997	16,795	21,588	29%	16,795	21,588	29%
Operating Income	432	503	440	540	463	597	472	652	38%	1,807	2,292	27%
Finance Charges	261	257	261	298	263	331	262	358	37%	1,047	1,243	19%
Net Income	171	246	179	242	200	266	210	294	40%	760	1,048	38%
Expenses	31	49	47	65	46	74	63	76	20%	187	264	41%
Net Credit Losses	76	-4	2	(0.5)	53	6	-26	23	-190%	105	25	-76%
PBT	65	200	130	178	101	186	173	195	13%	469	759	62%
Asset Ratios												
Income	11.8%	11.7%	11.7%	11.7%	11.7%	12.2%	11.7%	12.7%		11.7%	12.1%	
Cost of Funds	7.2%	6.0%	6.9%	6.5%	6.7%	6.8%	6.5%	7.0%		6.8%	6.6%	
Net Income Margin	4.7%	5.7%	4.8%	5.3%	5.1%	5.4%	5.2%	5.7%		4.9%	5.5%	
Expense	0.8%	1.2%	1.3%	1.4%	1.2%	1.5%	1.6%	1.5%		1.2%	1.4%	
Losses & Provisions	2.1%	-0.1%	0.04%	-0.01%	1.4%	0.1%	-0.6%	0.5%		0.7%	0.1%	
ROA-PBT	1.8%	4.7%	3.5%	3.9%	2.6%	3.8%	4.3%	3.8%		3.0%	4.0%	
Cost to Net Income	17.9%	20.1%	26.3%	26.7%	22.8%	27.7%	30.2%	25.9%		24.6%	25.2%	

Profit and Loss Statement - Loan Against Property (On Book)

₹ Cr

Particulars	Q1 FY22	Q1 FY23	Q2 FY22	Q2 FY23	Q3 FY22	Q3 FY23	Q4FY22	Q4FY23	Growth % Q4-o-Q4	FY22	FY23	Growth % (YTD) Y-o-Y
Disbursements	382	2,036	1,624	2,246	1,661	2,255	1,870	2,762	48%	5,536	9,299	68%
Closing Assets (On B/S)	12,552	16,257	13,477	17,525	14,322	18,792	15,571	20,474	31%	15,250	20,474	34%
Operating Income	378	453	384	497	409	575	422	627	49%	1,593	2,151	35%
Finance Charges	221	227	222	249	227	325	229	333	45%	900	1,134	26%
Net Income	158	226	162	248	181	249	192	294	53%	693	1,017	47%
Expenses	31	49	47	65	46	74	63	76	20%	187	264	41%
Net Credit Losses	76	-4	2	(1)	54	6	-26	23	-189%	105	25	-76%
PBT	51	180	113	184	82	169	155	194	25%	402	728	81%
Asset Ratios												
Income	12.0%	11.5%	11.7%	11.7%	11.7%	12.6%	11.6%	12.9%		11.7%	12.2%	
Cost of Funds	7.0%	5.8%	6.8%	5.8%	6.5%	7.1%	6.3%	6.9%		6.6%	6.4%	
Net Income Margin	5.0%	5.8%	4.9%	5.8%	5.2%	5.4%	5.3%	6.1%		5.1%	5.8%	
Expense	1.0%	1.3%	1.4%	1.5%	1.3%	1.6%	1.7%	1.6%		1.4%	1.5%	
Losses & Provisions	2.4%	-0.1%	0.0%	0.0%	1.5%	0.1%	-0.7%	0.5%		0.8%	0.1%	
ROA-PBT	1.6%	4.6%	3.4%	4.3%	2.3%	3.7%	4.3%	4.0%		2.9%	4.1%	
Cost to Net Income	19.4%	21.9%	29.1%	26.1%	25.2%	29.5%	33.0%	26.0%		26.9%	26.0%	

Home Loans



Home Loans – Q4FY23 & FY23 Performance

Disbursements

- Disbursements grew by 156% in Q4FY23 to Rs.1,405 Cr as compared to Rs.549 Cr in Q4FY22 and by 102% to Rs.3,830 Cr in FY23 as compared to Rs.1,896 Cr in FY22

Asset under management

- AUM have grown by 51% YoY.

Loss and provisions

- Loan losses dropped to -0.3% in Q4FY23 from 0.05% of Q4FY22 and to 0.3% in FY23 from 0.9% of FY22.

Profit before tax

- PBT grew by 37% to Rs.98 Cr in Q4FY23 as compared to Rs.71 Cr in Q4FY22 and by 45% to Rs.321 Cr in FY23 as compared to Rs.222 Cr in FY22.

Sector Outlook

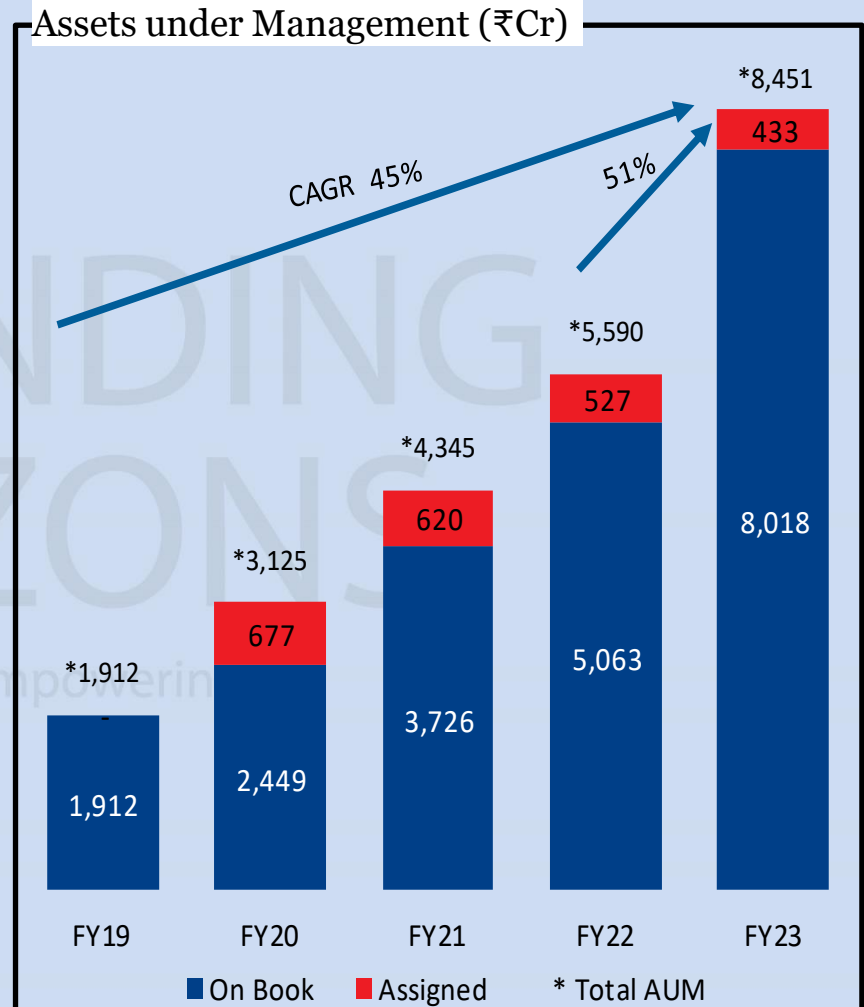
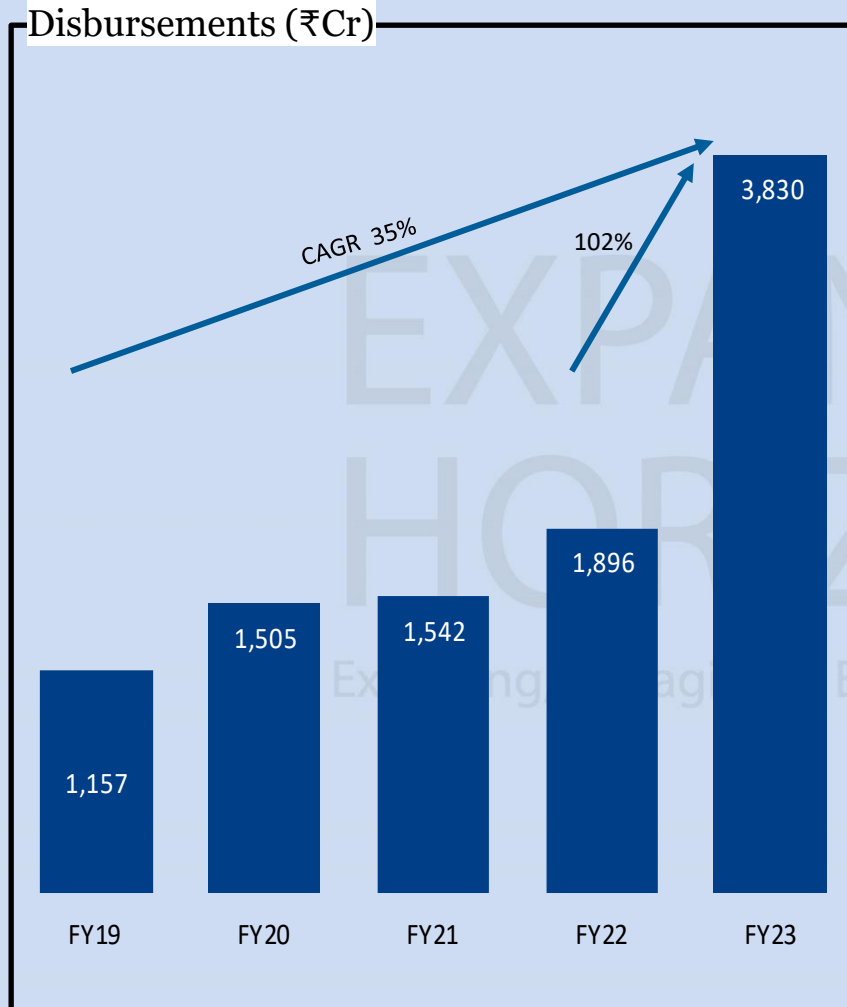
- Demand remained robust in Q4FY23 and Affordable HFC growth is expected to be between 18 - 22% in FY24.
- GNPA's are expected to further improve 30 bps in FY24 to 2.2 – 2.5% while GNPA's in Affordable Housing are expected to improve to 2.8% - 3.0% supported by book growth and controlled fresh slippages
- The impact of rising interest rates on funding costs is expected to further increase the pressure on the net interest margins (NIMs). However, it is expected to be somewhat offset by the upward revision in yields.

Chola's Position

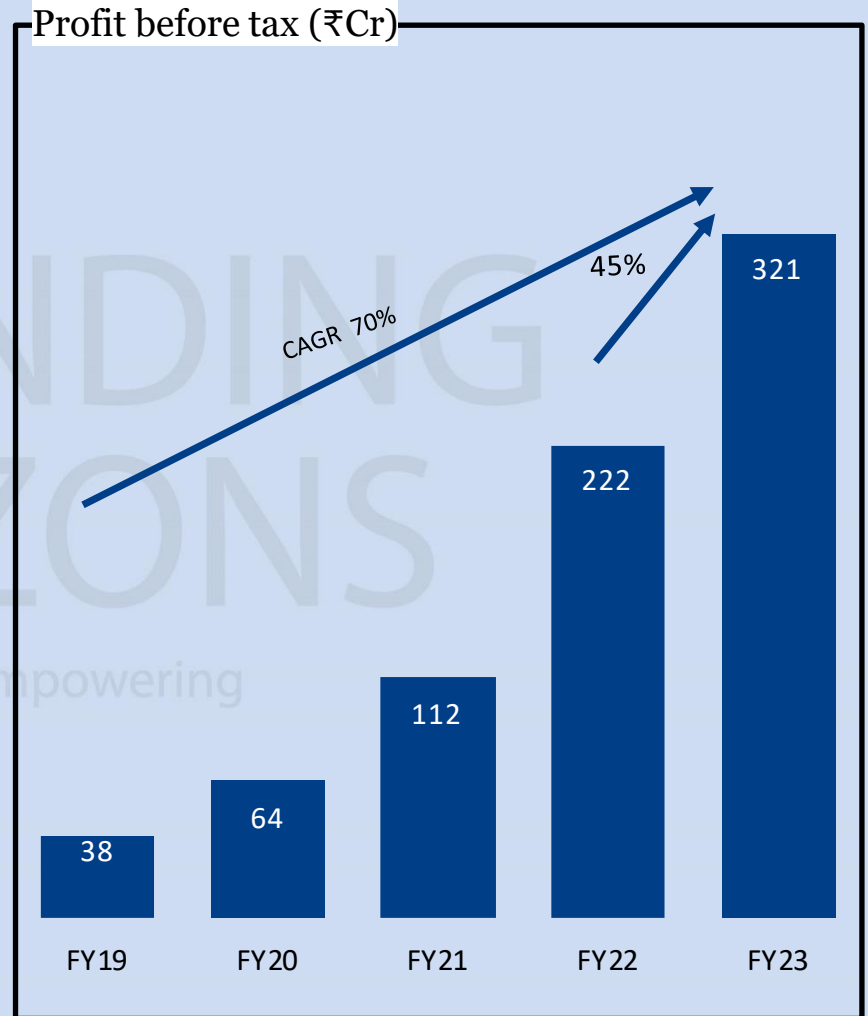
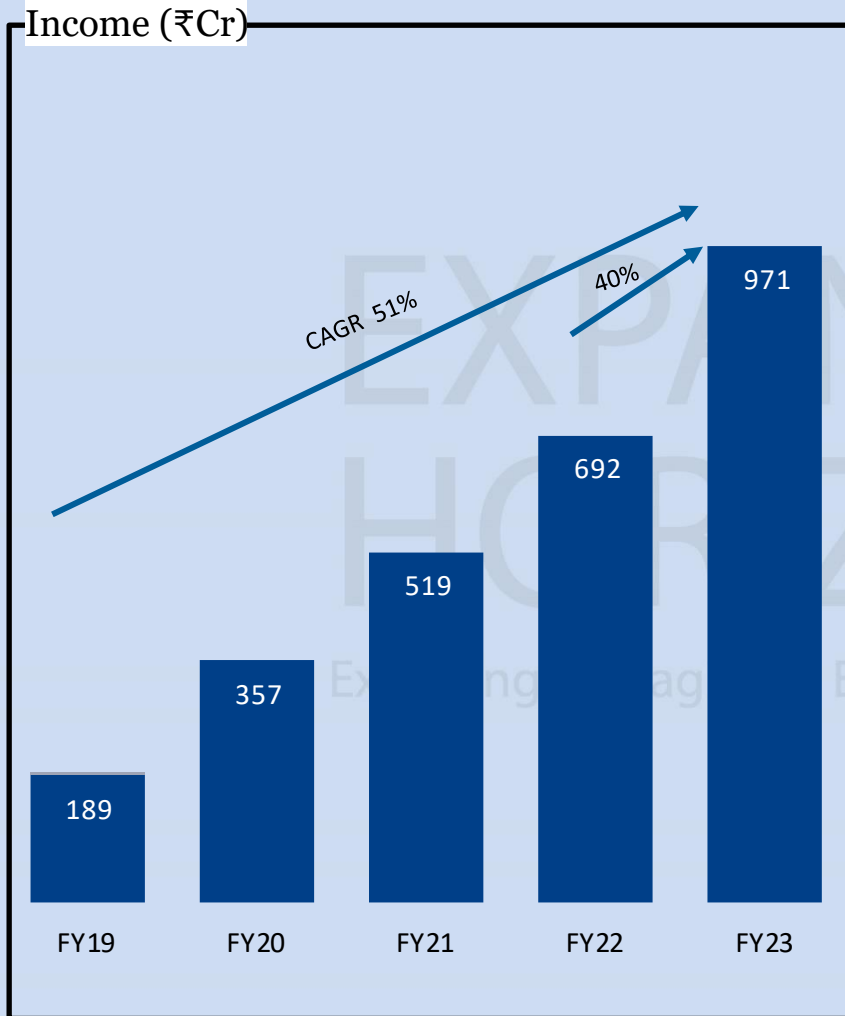
- Chola continues to expand its geographical footprint in the North, East & West Zones while continuing to deepen its footprint in the South.
- Chola is focusing on improving asset quality through analytics driven underwriting, improved touchpoints for collections and appropriate legal recovery processes
- Chola is focusing on process improvements to improve efficiencies across all functions to continue to protect margins.

EXPANDING
HORIZONS
Exploring, Engaging & Empowering

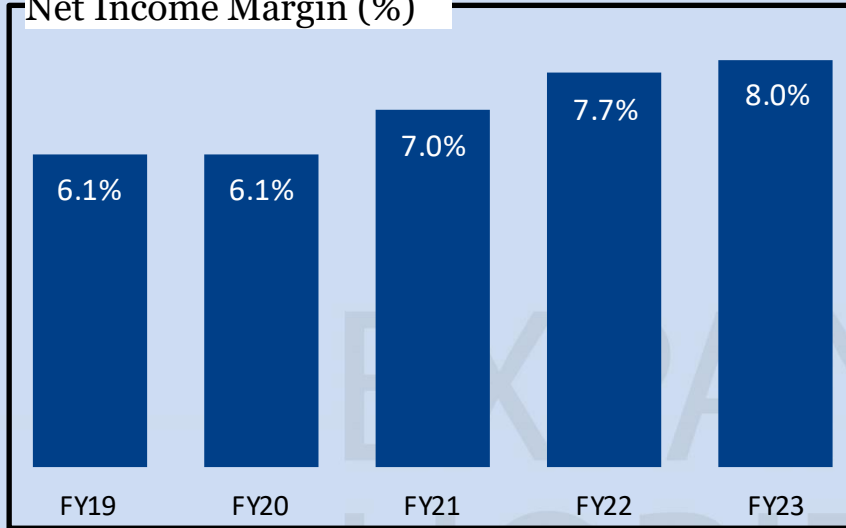
Home Loans - Disbursements and Asset Under Management



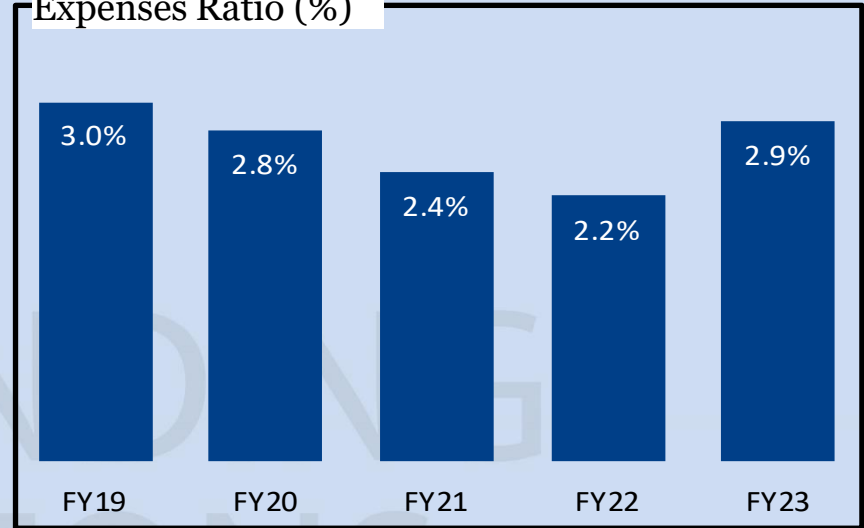
Home Loans - Income and Profit before tax



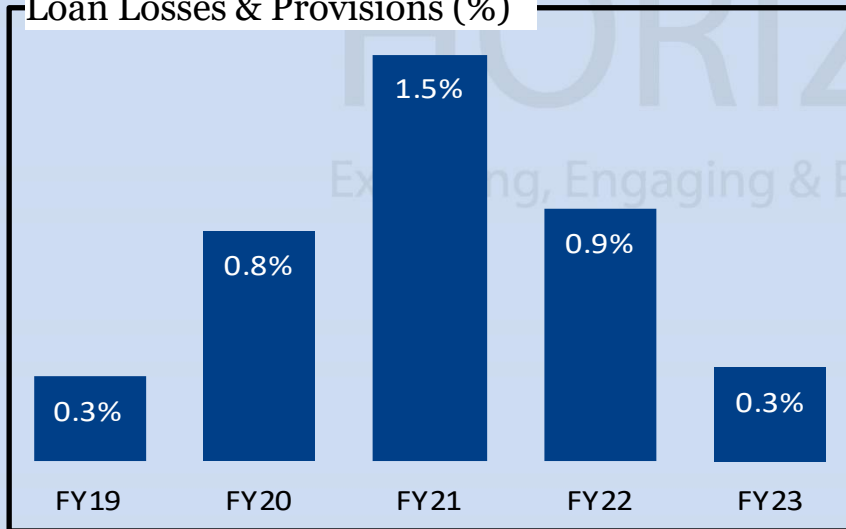
Net Income Margin (%)



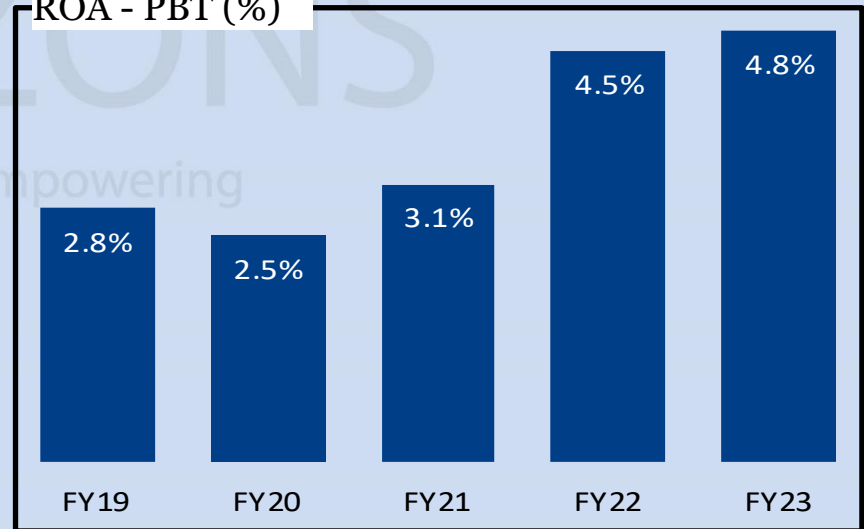
Expenses Ratio (%)



Loan Losses & Provisions (%)



ROA - PBT (%)



Profit and Loss Statement - Home Loans (Managed)

₹ Cr

Particulars	Q1 FY22	Q1 FY23	Q2 FY22	Q2 FY23	Q3 FY22	Q3 FY23	Q4FY22	Q4FY23	Growth % Q4-o-Q4	FY22	FY23	Growth % (YTD) Y-o-Y
Disbursements	203	611	605	743	539	1,072	549	1,405	156%	1,896	3,830	102%
Closing Assets - Managed	4,407	5,938	4,880	6,454	5,255	7,278	5,590	8,451	51%	5,590	8,451	51%
Operating Income	154	204	167	222	181	254	190	290	53%	692	971	40%
Finance Charges	74	84	77	99	81	116	84	135	61%	315	433	38%
Net Income	80	120	90	123	100	139	107	156	46%	377	537	43%
Expenses	18	30	29	42	28	58	35	63	82%	110	193	76%
Net Credit Losses	20	5.40	9	7	15	16	0.63	-6	-991%	45	23	-49%
PBT	42	85	51	74	58	64	71	98	37%	222	321	45%
Asset Ratios												
Income	14.1%	14.2%	14.2%	14.2%	14.2%	14.7%	14.2%	15.0%		14.1%	14.4%	
Cost of Funds	6.8%	5.9%	6.6%	6.3%	6.3%	6.7%	6.3%	6.9%		6.4%	6.4%	
Net Income Margin	7.3%	8.4%	7.7%	7.9%	7.9%	8.0%	8.0%	8.0%		7.7%	8.0%	
Expense	1.6%	2.1%	2.5%	2.7%	2.2%	3.4%	2.6%	3.2%		2.2%	2.9%	
Losses & Provisions	1.9%	0.4%	0.8%	0.5%	1.2%	0.9%	0.05%	-0.3%		0.9%	0.3%	
ROA-PBT	3.8%	5.9%	4.4%	4.7%	4.5%	3.7%	5.3%	5.1%		4.5%	4.8%	
Cost to Net Income	22.4%	25.2%	32.7%	34.1%	27.7%	42.1%	32.4%	40.4%		29.1%	36.0%	

Profit and Loss Statement - Home Loans (On Book)

₹ Cr

Particulars	Q1 FY22	Q1 FY23	Q2 FY22	Q2 FY23	Q3 FY22	Q3 FY23	Q4FY22	Q4FY23	Growth % Q4-o-Q4	FY22	FY23	Growth % Y-o-Y
Disbursements	203	611	605	743	539	1,072	549	1,405	156%	1,896	3,830	102%
Closing Assets (On B/S)	3,805	5,438	4,301	5,976	4,702	6,822	5,063	8,018	58%	5,063	8,018	58%
Operating Income	136	185	148	205	164	239	174	278	60%	621	907	46%
Finance Charges	62	74	65	85	70	110	73	125	72%	270	395	46%
Net Income	74	111	83	120	94	129	101	152	51%	351	512	46%
Expenses	18	30	29	42	28	58	35	63	81%	110	193	76%
Net Credit Losses	20	5	9	7	15	16	1	(6)	-991%	45	23	-49%
PBT	35	75	44	71	52	55	65	95	46%	196	296	51%
Asset Ratios												
Income	14.4%	14.1%	14.4%	14.3%	14.5%	14.8%	15.3%	15.2%		14.8%	14.5%	
Cost of Funds	6.6%	5.7%	6.4%	5.9%	6.1%	6.8%	6.4%	6.9%		6.4%	6.3%	
Net Income Margin	7.8%	8.5%	8.1%	8.3%	8.3%	8.0%	8.8%	8.3%		8.4%	8.2%	
Expense	1.9%	2.3%	2.9%	2.9%	2.4%	3.6%	3.0%	3.4%		2.6%	3.1%	
Losses & Provisions	2.2%	0.4%	0.9%	0.5%	1.3%	1.0%	0.1%	-0.3%		1.1%	0.4%	
ROA-PBT	3.8%	5.7%	4.3%	4.9%	4.5%	3.4%	5.8%	5.2%		4.7%	4.7%	
Cost to Net Income	24.3%	27.4%	35.5%	34.8%	29.4%	45.1%	34.3%	41.1%		31.2%	37.7%	

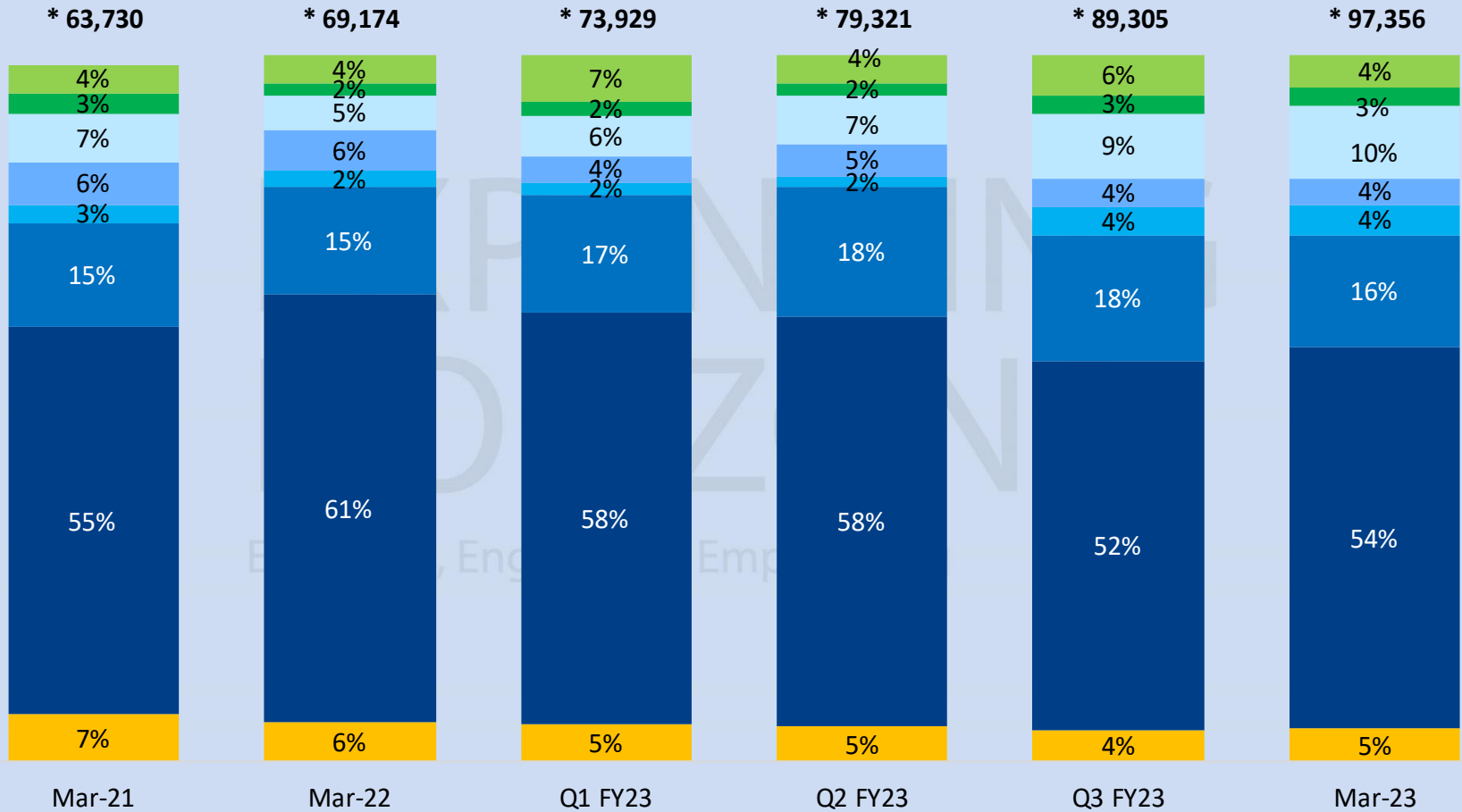
Funding Profile



Diversified Borrowings Profile (I/II)

Borrowing mix by instrument type

(₹Cr)

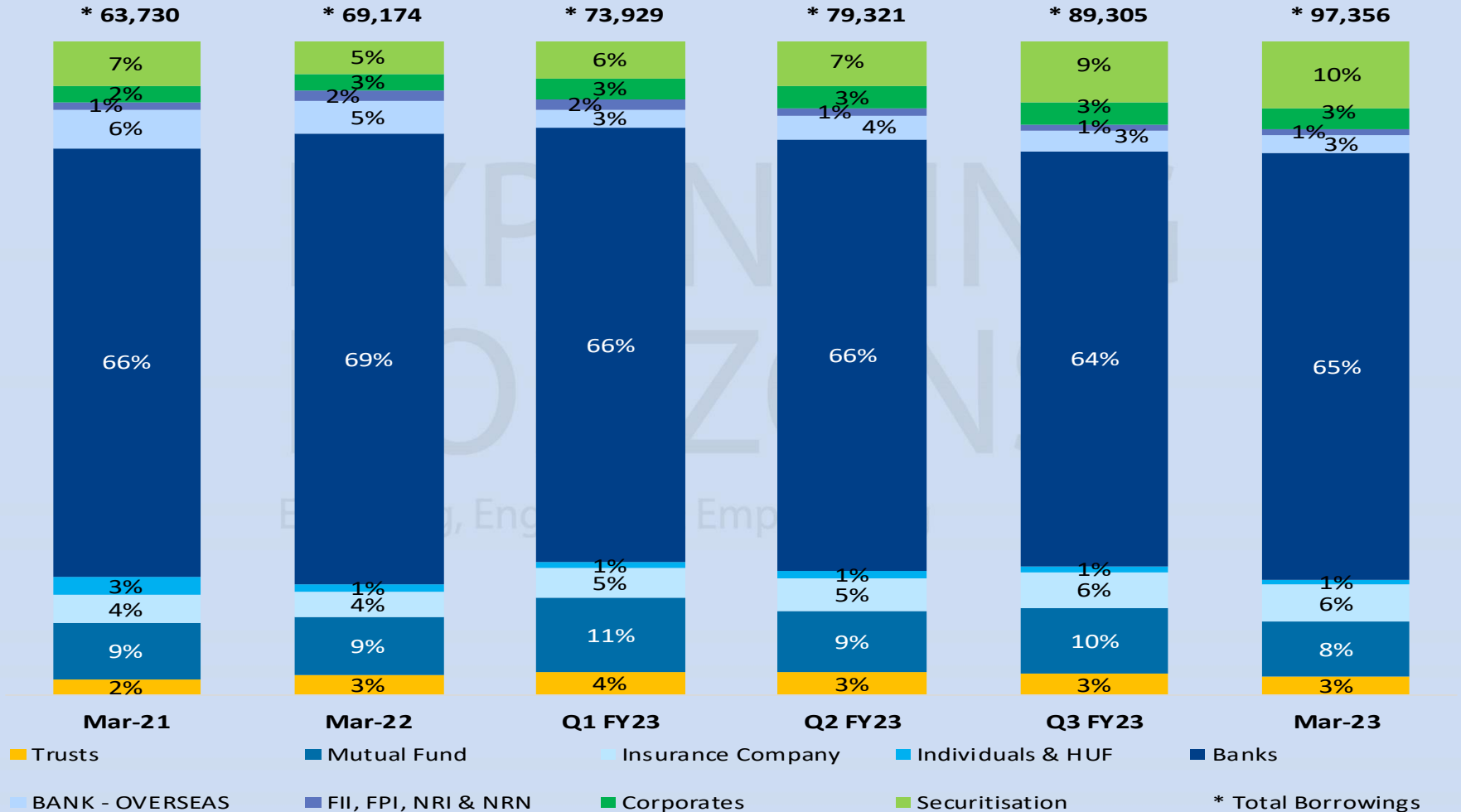


■ Tier II Capital
 ■ Bank Term loans
 ■ Debtentures
 ■ FII
 ■ FCNR
 ■ Securitisation
 ■ CC / WCDL
 ■ Commercial Papers / ICD
 * Total Borrowings

Diversified Borrowings Profile (I/II)

Borrowing mix by investor type

(₹Cr)



ALM Statement as of 31st Mar 2023 (As per IND AS)

(₹Cr)

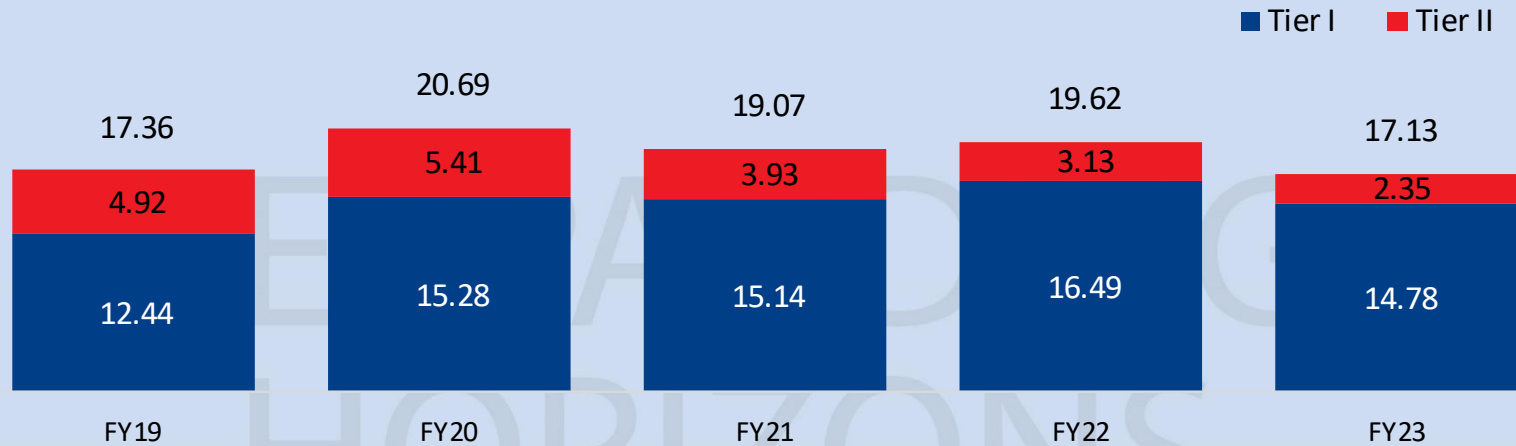
ALM snapshot as on 31st Mar 2023									
Particulars	1 m	>1 to 2m	>2 to 3m	>3 to 6m	>6m to 1 yr	>1 to 3 yr	>3 to 5 yr	>5 yr	Total
Cash & Bank Balances	3,144.63	1,475.00	5.96	270.76	88.61	-	-	57.28	5,042.24
Advances	5,486.40	3,817.06	2,945.95	9,728.19	15,883.17	43,204.03	13,589.24	14,964.70	1,09,618.75
Trade Receivable & Others	118.77	132.07	12.21	35.25	56.62	916.08	512.24	1,941.71	3,724.94
Total Inflows (A)	8,749.80	5,424.13	2,964.12	10,034.21	16,028.40	44,120.11	14,101.48	16,963.69	1,18,385.93
Cumulative Total Inflows (B)	8,749.80	14,173.92	17,138.04	27,172.25	43,200.64	87,320.76	1,01,422.24	1,18,385.93	
Borrowin Repayment-Bank & Others	3,388.08	1,553.51	2,391.88	7,248.50	10,500.04	35,665.58	11,749.52	429.14	72,926.26
Borrowin Repayment- Market	2,002.70	3,622.72	24.93	2,222.70	3,321.75	9,535.82	2,747.97	2,741.29	26,219.88
Capital Reserves and Surplus	-	-	-	-	-	-	-	14,555.97	14,555.97
Other Outflows	3,085.65	243.63	59.52	560.18	347.09	167.66	136.42	83.67	4,683.83
Total Outflows (C)	8,476.43	5,419.86	2,476.33	10,031.39	14,168.87	45,369.06	14,633.91	17,810.07	1,18,385.93
Cumulative Total Outflows (D)	8,476.43	13,896.29	16,372.62	26,404.02	40,572.88	85,941.94	1,00,575.86	1,18,385.93	
E. GAP (A - C)	273.37	4.27	487.79	2.81	1,859.53	(1,248.95)	(532.43)	(846.38)	
F.Cumulative GAP (B - D)	273.37	277.63	765.42	768.23	2,627.76	1,378.81	846.38	0.00	
Cumulative GAP as % (F/D)	3.23%	2.00%	4.67%	2.91%	6.48%	1.60%	0.84%	0.00%	

a) Borrowing Repayments-Bank & Others includes Rs. 1890.66 Crs of Cheques Issued & Not Presented

b) Other Outflows in 1st bucket includes Rs. 2056.74 Crs of Undrawn disbursements out of total Rs. 2820.44 Crs of (Contingent Liabilities)

c) Advances includes Rs. 2050 Crs (1m bucket) inflows of market borrowings closed in Apr23

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+^	[ICRA] A1+	[CRISIL] A1+
LT NCD/CC	IND AA + (ind) stable	CARE AA+/Stable	[ICRA] AA+/Stable	-
NCD (Public Issue)	IND AA+/ Stable	-	[ICRA] AA+/Stable	-
Tier II SD	IND AA+/ Stable	CARE AA+/Stable	[ICRA] AA+/Stable	-
Tier I PDI	IND AA/ Stable	CARE AA /Stable	[ICRA] AA/Stable	-

Series	I	II	III*	IV	V	VI
Frequency of Interest Payment	Annual	Cumulative	Annual	Cumulative	Annual	Cumulative
Minimum Application	₹ 10,000 (10 NCDs) across all series					
In Multiples of thereafter (₹)	₹ 1,000 (1 NCD)					
Face Value/ Issue Price of NCDs (₹/ NCD)	₹ 1,000					
Tenor	22 months	22 months	37 months	37 months	60 months	60 months
Coupon (% per annum) for NCD Holders in all Categories of Investors	8.25%	NA	8.30%	NA	8.40%	NA
Effective Yield (% per annum) for NCD Holders in all Categories of Investors	8.26%	8.25%	8.30%	8.30%	8.39%	8.40%
Mode of Interest Payment	Through various modes available					
Redemption Amount (₹ / NCD) on Maturity for NCD Holders in all Categories of Investors	₹ 1,000	₹ 1,156.64	₹ 1,000	₹ 1,279.15	₹ 1,000	₹ 1,497.40
Maturity / Redemption Date (from the Deemed Date of Allotment)	22 months	22 months	37 months	37 months	60 months	60 months
Put and Call Option	Not Applicable					

Categorywise

Category	Issue size(Cr)	Total	Oversubscrip tion (C-B)	No of times
Institution	200	710.31	510.31	3.55x
Corporate	250	1311.3	1061.27	5.25x
HNI	250	257.85	7.85	1.03x
Retail	300	306.97	6.97	1.02x
Total	1000	2586.4	1586.4	2.59x

Sectorwise

Series	Total
22 MONTHS ANNUAL	971.2
22 MONTHS CUMULATIVE	44.92
37 MONTHS ANNUAL	519.51
37 MONTHS CUMULATIVE	9.53
60 MONTHS ANNUAL	1027.23
60 MONTHS CUMULATIVE	14
Total	2586.39

Data as on 27th April 2023

Consolidated Financials



Consolidated Profit & Loss

(₹Cr)

Particulars	Q1	Q1	Q2	Q2	Q3	Q3	Q4	Q4	Growth % Q4-o-Q4	FY22	FY23	Growth % Y-o-Y
	FY22	FY23	FY22	FY23	FY22	FY23	FY22	FY23				
Income	2,493	2,796	2,497	3,067	2,557	3,408	2,685	3,835	43%	10,232	13,106	28%
Expenses	2,049	2,032	1,675	2,305	1,847	2,482	1,752	2,672	52%	7,324	9,491	30%
PBT	444	764	821	762	710	926	932	1,163	25%	2,908	3,615	24%
PAT	329	562	610	563	528	685	692	855	24%	2,158	2,665	23%



Environmental
Social
Governance

ENVIROMENT



SOCIAL

ESG

GOVERNANCE

Awards & Accolades

FY21

- **FTSE Russell** - Included in FTSE4 Good Index series

FY22

- **FTSE Russell** - Reaffirmed as constituent of FTSE4Good Index Series in June 2021.

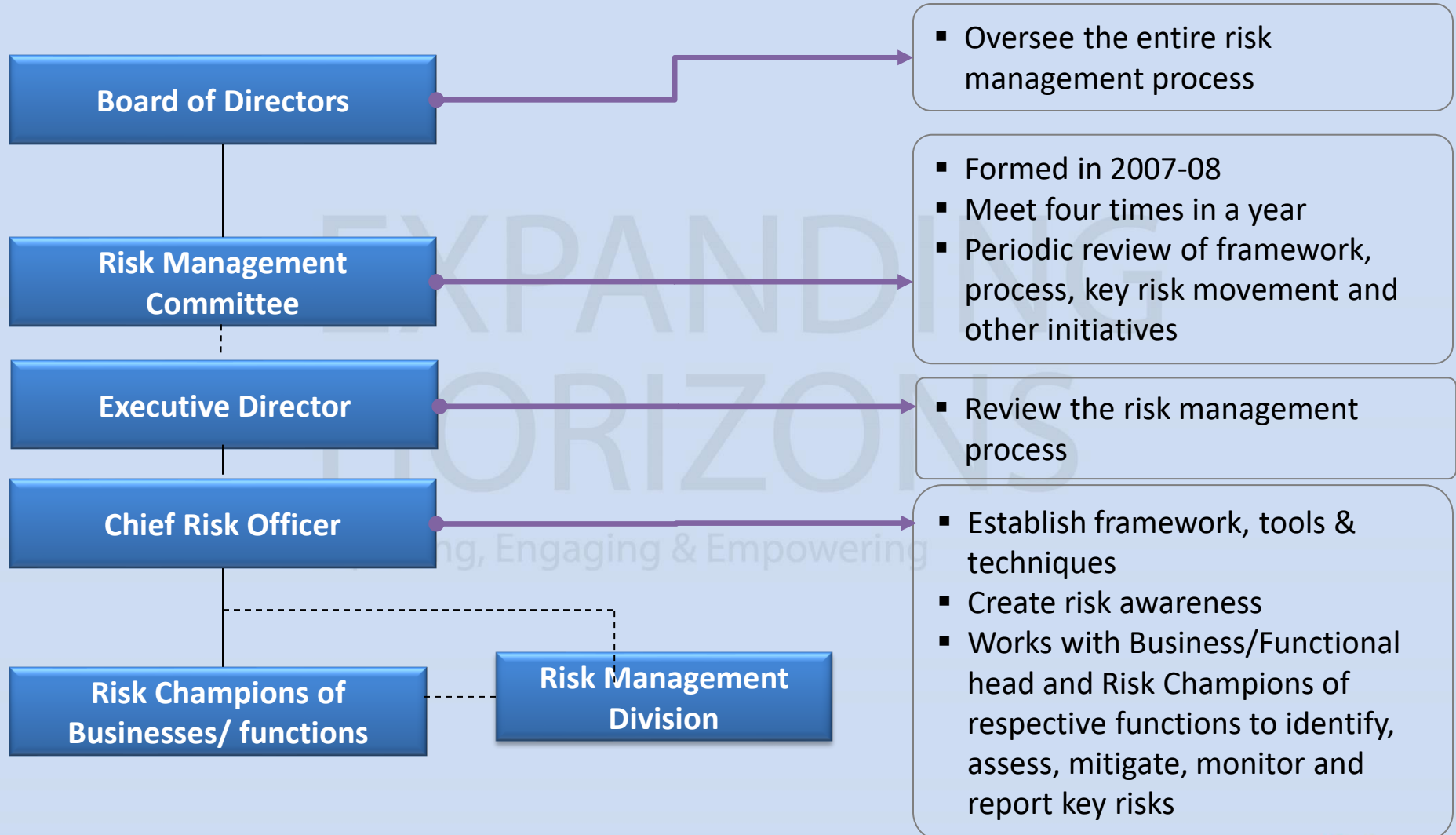
FY 23

- **FTSE Russell** - Reaffirmed as constituent of FTSE4Good Index Series in June 2022.
- **CRISIL ESG rating** – STRONG

Risk Management



Risk Governance Structure

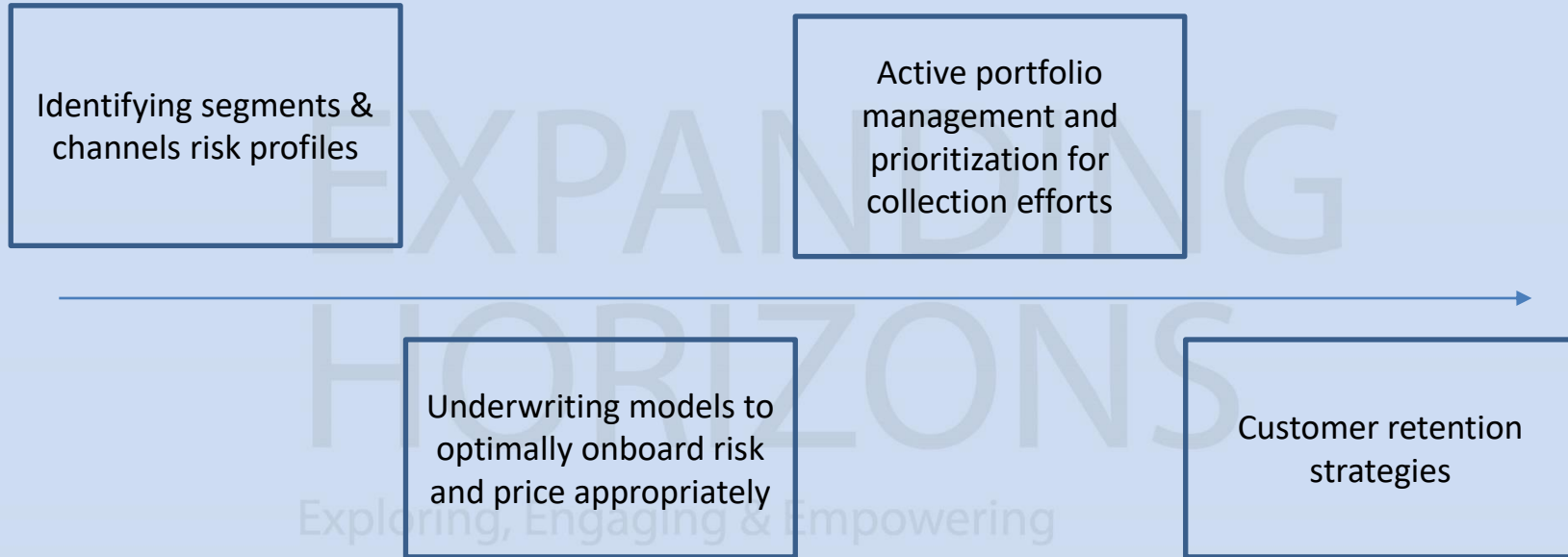


Key Functions of Risk Management Division

- Identify key risks in each function/business
- Assess the risks in terms of probability of occurrence and their impact
- Identify mitigation/ risk controls put in place by respective process champions
- Identify key risk indicators to measure and monitor residual risk. Breach in key risks against thresholds are highlighted to risk champions to take appropriate mitigation strategies
- For each function/business, the Risk Index monitors the level and direction of risk. Composite Risk Index tracks the level and direction of risks at an enterprise level.

ERM as Value Centre in Business Processes

- ERM works with business teams on the overall customer life cycle management



- ERM team actively engages with the product teams for assessing risk reward trade-offs and other initiatives

ERM as Value Centre in Corporate Processes

- Periodic engagement with internal audit team to incorporate key observations on process failures identified by IA team which will be considered as part of risk review process. ERM also gives risk based inputs to internal audit team to plan and prioritize their audits
- Actively participates and provides inputs to Asset Liability support group which monitors company's liquidity position
- Actively involved in risk assessment of IT and Cyber Security and its mitigation strategies
- Developing a framework for ESG implementation in the organization
- Develop and manage business continuity plan for all critical corporate functions across the organization

Information Technology



Technology Infrastructure

Provide resilient & scalable environment

- Drive increased adoption of hybrid cloud solutions and adopt cloud-native design for new business solutions
- Transition to revamped network infrastructure to support diverse application and collaboration workload
- Establish FinOps for optimal infrastructure utilization along with improved performance management
- Augmented asset and service management solution to handle all lifecycle events of technology assets

Digital Engagement & Application Platform

Deliver seamless digital experience for all

- Rollout of new cloud-native design based direct to customer App for 100% digital personal loan disbursement
- Rapid system integration for online partnerships by deployment of composable APIs across different customer journey stages
- Launch of new scalable and configurable Originations solution for Home Loan business
- Increased robotic automation for processes like BRS and payment reconciliation in the Finance & Operations functions

Security & Governance

Embed cyber security & technology governance

- Engage with domain experts for Cyber Security assessment across IT environment
- Drive cyber security and data handling awareness across organization's employee and customer base
- Enhanced automation for user lifecycle management with respect to user accounts and application access
- Establish cadence and governance process for review of third-party partners & service providers
- Develop and manage a clear electronic asset disposal policy and appropriate handling of e-waste

People & Innovation

Drive innovation & build new capabilities

- Ensure ongoing compliance with RBI master directions, across infrastructure, applications, network, service management and security
- Improve employee engagement & productivity through deployment of collaboration tools and automated reports
- Deploy enhanced bots and engagement of customers using online, voice, WhatsApp, and marketing automation channels
- Focus on technical, functional, behavioral, and leadership skill development for improved readiness within Digital Technology function

Contact us

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