



The Secretary National Stock Exchange of India Limited Capital Market – Listing Exchange Plaza, 5<sup>th</sup> Floor, Plot No. C/1, G Block, Bandra-Kurla Complex, Bandra (E), Mumbai 400 051 The Secretary BSE Ltd. 25<sup>th</sup> Floor, Phiroze Jeejeebhoy Towers Dalal Street, Fort Mumbai 400 001

#### NSDL / CDSL / NSE-WDM / BSE-F Class

Dear Sirs,

# Sub: Intimation on the outcome of the Board Meeting held on 23<sup>rd</sup> April 2018 and disclosure under Regulation 30 of SEBI Listing Regulations

Kindly refer our letters dated 3<sup>rd</sup> April 2018 and 16<sup>th</sup> April 2018, intimating you of the convening of the meeting of the Board of Directors to *interalia* consider Audited financial results for the year ended 31<sup>st</sup> March 2018 including recommendation of final dividend for FY 17-18 and issue of non-convertible debentures (NCDs) for approval of the shareholders, respectively.

In this regard, we wish to inform you that the Board of Directors at their meeting held today have approved the following:

#### **1.** Audited financial results:

Audited financial results (Standalone and Consolidated) for the year ended 31<sup>st</sup> March 2018. In this regard, we enclose a copy of the following as prescribed under Regulation 33 of the Listing Regulations:

- (i) The detailed format of the audited financial results being submitted as per the listing regulations. The said results will be uploaded online on the stock exchange website. The financial results will also be published as per the format prescribed in the listing regulations;
- (ii) Auditor's report from the statutory auditors, M/s. S.R.Batliboi and Associates LLP;
- (iii) Declaration under Regulation 33(3)(d) of the Listing Regulations;
- (iv) Disclosure under Regulation 52(4) of the Listing Regulations;
- (v) Certificate from Debenture Trustees under Regulation 52(5) of the Listing Regulations and
- (vi) Press release with regard to the above financial results being released for publication.

Contd...2

#### Cholamandalam Investment and Finance Company Ltd.

Dare House, 2, N.S.C. Bose Road, Parrys, Chennai 600001, India. Tel : 91.44.30007172 / Fax : 91.44.25346464 Website : www.cholamandalam.com CIN – L65993TN1978PLC007576







#### 2. Schedule of Annual general meeting (AGM) & Book closure:

40<sup>th</sup> AGM of the Company is scheduled to be held on Thursday, the 26<sup>th</sup> July 2018 and the Register of Members will be closed from Friday, the 20<sup>th</sup> July 2018 to Thursday, the 26<sup>th</sup> July, 2018 (both days inclusive).

#### 3. Recommendation of final dividend / AGM date:

Recommendation of final dividend @ 20% being Rs.2/- per equity share for the year ended 31<sup>st</sup> March 2018 out of the profits of the Company. The dividend will be paid within 7 days from the date of annual general meeting (i.e. on or before 2<sup>nd</sup> August, 2018), if approved by the shareholders at the ensuing 40<sup>th</sup> Annual General Meeting (AGM).

#### 4. Increase of borrowing limits:

Recommendation for increase in overall borrowing limits from Rs.40,000 crores to Rs.60,000 crores including issuance of Secured Non Convertible Debentures / Unsecured Non Convertible Debentures up to Rs.18,000 crores by way of private placement, within the overall borrowing limits of the Company for approval of the shareholders at the ensuing AGM.

#### Schedule of Analysts / investors call:

Pursuant to Regulation 30(2) of the Listing Regulations, details of the schedule of Analyst / Investors call in connection with the audited financial results (Standalone and Consolidated) for the year ended 31<sup>st</sup> March 2018 is enclosed as an annexure. Any subsequent changes in the schedule will be posted on the website of the Company, <u>www.cholamandalam.com</u>.

The meeting of Board of Directors commenced at 12.20 p.m. and concluded at 2.35 p.m.

Kindly take the above information on record and acknowledge receipt.

Thanking you,

Yours faithfully, For Cholamandalam Investment and Finance Company Limited

P Sujatha Company Secretary

Encl.: As above







The Secretary National Stock Exchange of India Limited Capital Market – Listing Exchange Plaza, 5<sup>th</sup> Floor, Plot No. C/1, G Block, Bandra-Kurla Complex, Bandra (E), Mumbai 400 051 The Secretary BSE Ltd. 25<sup>th</sup> Floor, Phiroze Jeejeebhoy Towers Dalal Street, Fort Mumbai 400 001

#### ATTN.: LISTING DEPARTMENT

| Security<br>Code*                 | Type of security & paid-up value | Book Closure   | Purpose   |
|-----------------------------------|----------------------------------|--|---|
| NSE –<br>CHOLAFIN<br>BSE – 511243 | Equity shares of<br>Rs.10/- each | 20 <sup>th</sup> July 2018 to, the<br>26 <sup>th</sup> July, 2018<br>(both days inclusive) | To comply with the Listing Regulations<br>– Closure of Register of Members for<br>the purpose of Annual General<br>Meeting and for recommendation of<br>final dividend @ Rs.2/- per equity<br>share for the year ended 31 <sup>st</sup> March<br>2018 |

For Cholamandalam Investment and Finance Company Limited

P Sujatha Company Secretary







Annexure

Conferences / Road shows / Investor Meetings / Con Call in connection with the audited financial results (Standalone and Consolidated) for the year ended 31<sup>st</sup> March 2018:

| Date           | Organised by                      | Place                     |  |  |
|----------------|-----------------------------------|---------------------------|--|--|
| 24-April -2018 | Kotak Institutional Equities      | Earnings Call at 10 a.m.  |  |  |
|                | India Infoline Ltd                | Investors Meeting, Mumbai |  |  |
|                | Aditya Birla Sun Life Mutual Fund |                           |  |  |
| 25-April -2018 | India Infoline Ltd                |                           |  |  |



## S.R. BATLIBOI & ASSOCIATES LLP

Chartered Accountants

6th & 7th Floor- "A" Block Tidel Park, (Module 601, 701 & 702) No. 4, Rajiv Gandhi Salai, Taramani Chennai-600 113, India Tel : +91 44 6654 8100 Fax : +91 44 2254 0120

Auditor's Report on Quarterly and Year to Date Standalone and Consolidated Financial Results of the Company Pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

#### То

#### Board of Directors of Cholamandalam Investment and Finance Company Limited

- 1. We have audited the accompanying statement of quarterly standalone and consolidated financial results of Cholamandalam Investment and Finance Company Limited ('the Company') comprising its subsidiaries (together, 'the Group') for the quarter ended March 31, 2018 and the standalone and consolidated financial results for the year ended March 31, 2018 (hereinafter referred to as the 'Statement'), attached herewith, being submitted by the Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, read with SEBI Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016 (herein referred to as the 'Regulation'). The quarterly standalone and consolidated financial results in respect of the quarter ended March 31, 2018 are the derived figures between the audited figures in respect of the year ended March 31, 2018 and the published year-to-date figures up to December 31, 2017, being the date of the end of the third quarter of the current financial year, which were subject to limited review.
- 2. The Statement is the responsibility of the Company's management and have been approved by the Board of Directors of the Company, and have been prepared on the basis of the standalone and consolidated financial results for the nine-month period ended December 31, 2017, and the audited annual standalone and consolidated financial statements as at and for the year ended March 31, 2018.
- 3. Our responsibility is to express an opinion on these standalone and consolidated financial results based on our review of the standalone and consolidated financial results for the nine-month period ended December 31, 2017 which was prepared in accordance with the recognition and measurement principles laid down in Accounting Standard (AS) 25 Interim Financial Reporting, specified under Section 133 of the Companies Act 2013 (the 'Act') read with relevant rules issued thereunder and other accounting principles generally accepted in India; our audit of the annual standalone and consolidated financial statements as at and for the year ended March 31, 2018; and the relevant requirements of the Regulation.
- 4. We conducted our audit in accordance with the auditing standards generally accepted in India. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial results are free of material misstatement(s). An audit includes examining, on a test basis, evidence supporting the amounts disclosed as financial results. An audit also includes assessing the accounting principles used and significant estimates made by management. We believe that our audit provides a reasonable basis for our opinion.
- 5. In our opinion and to the best of our information and according to the explanations given to us, and based on the consideration of the reports of other auditors as referred to in Paragraph 6 below:
  - i. The Consolidated financial results includes the quarterly and year to date financial results of the following entities:

| Company                                     | Relationship |
|---|--------------|
| Cholamandalam Distribution Services Limited | Subsidiary   |
| Cholamandalam Securities Limited            | Subsidiary   |
| White Data Systems India Private Limited    | Subsidiary   |

- ii. The Statement is presented in accordance with the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 read with SEBI Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016, in this regard; and
- iii. The statement gives a true and fair view of the net profit and other financial information for the quarter ended March 31, 2018 and for the year ended March 31, 2018.



## S.R. BATLIBOI & ASSOCIATES LLP

Chartered Accountants

- 6. In respect of the consolidated financial results of the Group included in the Statement, we did not audit the financial statements and other financial information, in respect of 2 subsidiaries, whose financial statements include total assets of Rs. 8,298.92 lakhs and net assets of Rs. 5,795.08 lakhs as at March 31, 2018, total revenues of Rs. 2,030.64 lakhs and Rs 5,679.50 for the quarter and the year ended on that date respectively and profit after tax (excluding minority interest) of Rs.125.61 lakhs and Rs. 229.43 lakhs for the quarter and the year ended on that date respectively. These financial statements and other financial information have been audited by other auditors, which financial statements, other financial information and auditor's reports have been furnished to us by the management. Our opinion, in so far as it relates to the affairs of such subsidiaries is based solely on the report of other auditors. Our opinion is not modified in respect of this matter.
- 7. Without modifying our opinion, we report that the comparative financial information for the corresponding quarter and for the year ended March 31, 2017 included in these standalone and consolidated financial results, are based on the previously issued standalone and consolidated financial results prepared in accordance with the recognition and measurement principles, specified under Section 133 of the Companies Act, 2013, read with relevant rules issued thereunder and other accounting principles generally accepted in India and audited by the predecessor auditor whose report for the year ended March 31, 2017 dated April 28, 2017 expressed an unmodified opinion on those standalone and consolidated financial statements.
- 8. Further, read with Paragraph 1 above, we report that the figures for the quarter ended March 31, 2018 represent the derived figures between the audited figures in respect of the financial year ended March 31, 2018 and the published year-to-date figures up to December 31, 2017, being the date of the end of the third quarter of the current financial year, as required under Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 read with SEBI Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016.

For S.R. BATLIBOI & ASSOCIATES LLP Chartered Accountants ICAI Firm Registration Number: 101049W/E300004

per Subramanian Suresh Partner Membership No.: 083673

Place: Chennai Date: April 23, 2018



#### CHOLAMANDALAM INVESTMENT AND FINANCE COMPANY LIMITED CIN - L65993TN1978PLC007576 Registered Office : DARE HOUSE, 2, NSC Bose Road, Chennai - 600 001. Statement of Standalone and Consolidated Audited Financial Results for the quarter and year ended March 31, 2018

|          | Part I   |                |              | Standalone     |            |            |                | ·····        | Consolidated                           |            | ₹ lakh            |
|----------|--|----------------|--------------|----------------|------------|------------|----------------|--------------|--|------------|-------------------|
|          |  | Audited        | Unaudited    | Unaudited      | Aud        | ited       | Audited        | Unaudited    | Unaudited                              | Aud        | ited              |
|          |  | Three months   | Preceding    | Corresponding  | Year ended | Year ended | Three months   | Preceding    | Corresponding                          | Year ended | Year ended        |
|          | Particulars  | ended          | three months | three months   | 31.03.2018 | 31.03.2017 | ended          | three months | three months                           | 31.03.2018 | 31.03.2017        |
|          | Farticulars  | 31.03.2018     | ended        | ended          |            |            | 31.03.2018     | ended        | ended                                  |            |                   |
|          |  | (Refer Note 7) | 31.12.2017   | 31.03.2017     |            |            | (Refer Note 7) | 31.12.2017   | 31.03.2017                             |            |                   |
|          |  |                |              | (Refer Note 7) |            |            |                |              | (Refer Note 7)                         |            |                   |
|          |  | 1              | 2            | 3              | 4          | 5          | 6              | 7            | 8                                      | 9          | 10                |
|          | Revenue from operations                                    | 1,51,137       | 1,38,325     | 1,21,328       | 5,42,533   | 4,65,956   | 1,53,675       | 1,40,433     | 1,22,234                               | 5,50,064   | 4,69,34           |
| <u>.</u> | Other income   | 23             | 8            | 15             | 44         | 79         | 25             |              | 215                                    | 62         | 33                |
| <b>.</b> | Total Revenue (1+2)  | 1,51,160       | 1,38,333     | 1,21,343       | 5,42,577   | 4,66,035   | 1,53,700       | 1,40,440     | 1,22,449                               | 5,50,126   | 4,69,68           |
|          | Expenses   |                |              |                |            |            |                |              |  |            |                   |
|          | a) Finance costs   | 61,988         |              | 54,755         | 2,30,785   | 2,23,080   | 61,922         | 58,959       | 54,683                                 | 2,30,521   | 2,22,79           |
|          | b) Business origination outsourcing                        | 8,412          | 6,824        | 4,139          | 26,086     | 17,842     | 8,506          |              | 4,232                                  | 26,518     | 18,17             |
|          | <ul><li>c) Employees benefits expense</li></ul>            | 15,495         | 12,810       | 12,148         | 52,766     | 40,265     | 15,882         | -            | 12,475                                 | 54,158     | 41,40             |
|          | d) Other expenses  | 12,527         | 11,386       | 10,122         | 45,132     | 39,416     | 14,429         |              | 10,651                                 | 50,491     | 41,06             |
|          | <ul><li>e) Depreciation and amortisation expense</li></ul> | 1,492          | 1,346        | 1,134          | 4,968      | 3,811      | 1,525          |              | -                                      | 5,086      | 3, <del>9</del> 0 |
|          | f) Provisions and loan losses                              | 7,367          | 9,021        | 5,285          | 34,509     | 31,063     | 7,828          | 9,020        | 5,315                                  | 34,976     | 31,59             |
|          | Total expenses   | 1,07,281       | 1,00,413     | 87,583         | 3,94,246   | 3,55,477   | 1,10,092       | 1,02,428     | 88,516                                 | 4,01,750   | 3,58,94           |
|          | Profit before exceptional and extraordinary                | 43,879         | 37,920       | 33,760         | 1,48,331   | 1,10,558   | 43,608         | 38,012       | 33,933                                 | 1,48,376   | 1,10,74           |
|          | Items and tax (3-4)  | 45,675         | 57,520       | 33,700         | 1,40,551   | 1,10,550   | 43,000         | 50,012       | 33,333                                 | 1,40,570   | 1,10,74           |
|          | Exceptional items  | -              |              | -              | -          | -          | -              | -            | -                                      | -          | -                 |
|          | Profit before extraordinary items and tax                  | 43,879         | 37,920       | 33,760         | 1,48,331   | 1,10,558   | 43,608         | 38,012       | 33,933                                 | 1,48,376   | 1,10,74           |
|          | (5-6)  | 43,073         | 57,520       | 55,700         | 1,40,551   | 1,10,550   | 45,000         | 50,012       | 33,333                                 | 1,40,570   | 1,10,74           |
|          | Extraordinary Items  | -              | -            | -              | -          | -          | -              | -            | -                                      | -          | -                 |
|          | Profit before Tax (7-8)                                    | 43,879         | 37,920       | 33,760         | 1,48,331   | 1,10,558   | 43,608         | 38,012       | 33,933                                 | 1,48,376   | 1,10,74           |
| ).       | Tax expense  |                |              |                |            |            |                |              |  |            |                   |
|          | - Current tax - Current year                               | 12,508         | 14,817       | 12,537         | 53,359     | 41,805     | 12,538         | 14,872       | 12,559                                 | 53,533     | 42,003            |
|          | - Prior years  | -              | -            | -              | -          | 245        | (88)           | (1)          | -                                      | (89)       | 247               |
|          | - Deferred tax   | 2,262          | (1,817)      | (732)          | (2,440)    | (3,366)    | 2,249          | (1,831)      | (679)                                  | (2,448)    | (3,299            |
|          | Tax expense  | 14,770         | 13,000       | 11,805         | 50,919     | 38,684     | 14,699         | 13,040       | 11,880                                 | 50,996     | 38,951            |
| L.       | Profit for the Period from continuing                      | 29,109         | 24,920       | 21,955         | 97,412     | 71,874     | 28,909         | 24,972       | 22,053                                 | 97,380     | 71,792            |
|          | operations (9-10)  | 25,105         | 24,520       | 21,333         | 57,412     | 11,014     | 20,505         | 24,572       | 22,033                                 | 57,500     | 11,152            |
| 2.       | Profit / (Loss) from discontinuing operations              | -              | -            | -              | -          | -          | -              | -            | -                                      | -          | -                 |
| 3.       | Tax expense of discontinuing operations                    | -              | -            | -              | -          | -          | -              | -            | -                                      | -          | -                 |
| ι.       | Profit / (Loss) from discontinuing operations              |                | -            |                |            |            |                |              | -                                      |            |                   |
|          | (after tax) (12-13)  | -              | -            | -              | -          | -          | -              | -            | -                                      | -          | -                 |
|          | Profit for the period / year (11+14)                       | 29,109         | 24,920       | 21,955         | 97,412     | 71,874     | 28,909         | 24,972       | 22,053                                 | 97,380     | 71,79             |
|          | Minority interest  | -              | -            | -              | -          | -          | (54)           | (47)         | (64)                                   | (162)      | (151              |
|          | Net Profit after taxes and minority interest               | 20,400         | 24.020       | 24.055         | 07 41 2    | 71 074     | 20.002         | 25,019       | 22.447                                 | 97,542     | 71.04             |
|          | (15-16)  | 29,109         | 24,920       | 21,955         | 97,412     | 71,874     | 28,963         | 25,019       | 22,117                                 | 97,542     | 71,94             |
|          | Paid-up equity share capital (₹ 10/- per share)            | 15,640         | 15,637       | 15,634         | 15,640     | 15,634     | 15,640         | 15,637       | 15,634                                 | 15,640     | 15,63             |
|          | Reserve excluding Revaluation Reserves as                  |                |              |                | 4 00 292   | 4 13 959   |                |              |  | 5,00,811   | A 1 A 1 F         |
|          | shown in the Balance Sheet of previous year                |                |              |                | 4,99,382   | 4,12,858   |                |              |  | 5,00,811   | 4,14,15           |
|          | Earnings per Share (EPS) - not annualised-                 |                |              |                |            |            |                |              | TION DI                                |            |                   |
|          | before and after extraordinary items (₹)                   |                |              |                |            |            |                |              | OI&ASSOC PO                            |            |                   |
|          | a) Basic   | 18.62          | 15.94        | 14.05          | 62.32      | 46.01      | 18.53          | 15.01        | ~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~ | 62.41      | 46.05             |
|          | b) Diluted   | 18.60          | 15.94        | 14.04          | 62.26      | 45.99      | 18.51          | 14.00        | AV. 15kms                              | 62.35      | 46.03             |

Notes: Statement of Assets and Liabilities as at March 31, 2018 is given below. 1.

|   |            | Standalone<br>Audited |            |            |  |
|---|------------|-----------------------|------------|------------|--|
|   |            | 1                     |            | lited      |  |
| Particulars   | As at      | As at                 | As at      | As at      |  |
|   | 31.03.2018 | 31.03.2017            | 31.03.2018 | 31.03.2017 |  |
| A. EOUITY AND LIABILITIES<br>1. Shareholders' funds |            |                       |            |            |  |
| (a) Share capital                                   | 15,640     | 15,634                | 15,640     | 15,634     |  |
| (b) Reserves and surplus                            | 4,99,382   | 4,12,840              | 5,00,811   | 4,14,139   |  |
| (c) Money received against share warrants           | 1,55,562   |                       | -          |            |  |
| Sub-total - Shareholders' funds                     | 5,15,022   | 4,28,474              | 5,16,451   | 4,29,773   |  |
| 2. Share application money pending allotment        |            | 18                    |            | 18         |  |
| 3. Minority interest                                | <u>-</u>   |                       | 38         | 200        |  |
| 4. Non-current liabilities                          |            |                       |            | 200        |  |
| (a) Long-term borrowings                            | 20,54,516  | 15,10,457             | 20,54,516  | 15,10,457  |  |
| (b) Deferred tax liabilities (net)                  | 20,34,310  | -                     |            | -          |  |
| (c) Other long-term liabilities                     | 12,972     | 19,619                | 12,972     | 19,619     |  |
| (d) Long-term provisions                            | 65,558     | 58,621                | 65,554     | 58,621     |  |
| Sub-total - Non-current liabilities                 | 21,33,046  | 15,88,697             | 21,33,042  | 15,88,697  |  |
| 5. Current liabilities                              | 21,35,040  | 13,00,037             | 21,33,042  | 13,00,057  |  |
| (a) Short-term borrowings                           | 3,68,237   | 3,26,896              | 3,68,237   | 3,23,046   |  |
| (b) Trade payables                                  | 36,062     | 27,513                | 40,386     | 29,869     |  |
| (c) Current maturities of Long-term borrowings      | 7,67,474   | 5,73,556              | 7,67,474   | 5,73,556   |  |
| (d) Other current liabilities                       | 1,19,740   | 1,05,682              | 1,20,280   | 1,05,964   |  |
| (e) Short-term provisions                           | 10,876     | 8,644                 | 10,929     | 8,700      |  |
| Sub-total - Current liabilities                     | 13,02,389  | 10,42,291             | 13,07,306  | 10,41,135  |  |
| TOTAL - EQUITY AND LIABILITIES                      | 39,50,457  | 30,59,480             | 39,56,837  | 30,59,823  |  |
| B. ASSETS   |            | 30,55,100             | 03,00,000, | 00,00,020  |  |
| 1. Non-current assets                               |            |                       |            |            |  |
| (a) Fixed assets                                    | 16,076     | 14,004                | 16,344     | 14,272     |  |
| (b) Goodwill on consolidation                       | -          | -                     | 701        | 701        |  |
| (c) Non-current investments                         | 23,827     | 19,248                | 17,516     | 13,436     |  |
| (d) Deferred tax assets (net)                       | 33,955     | 31,516                | 33,986     | 31,538     |  |
| (e) Receivable under Financing Activity             | 25,98,947  | 19,93,544             | 25,98,019  | 19,93,544  |  |
| (f) Long-term loans and advances                    | 18,232     | 11,724                | 19,054     | 12,390     |  |
| (g) Trade Receivables                               | -          |                       | 1          | 1          |  |
| (h) Other non-current assets                        | 52,405     | 52,997                | 53,218     | 52,997     |  |
| Sub-total - Non-current assets                      | 27,43,442  | 21,23,033             | 27,38,839  | 21,18,879  |  |
| 2. Current assets                                   |            |                       |            |            |  |
| (a) Current investments                             | 8,072      | 4,610                 | 8,168      | 4,775      |  |
| (b) Inventories                                     |            | -                     | -,         | -          |  |
| (c) Trade receivables                               |            | _                     | 3,062      | 2,184      |  |
| (d) Cash and cash equivalents                       | 39,251     | 47,064                | 44,821     | 49,376     |  |
| (e) Receivable under Financing Activity             | 11,21,168  | 8,47,904              | 11,21,168  | 8,47,637   |  |
| (f) Short-term loans and advances                   | 2,973      | 5,110                 | 5,153      | 4,995      |  |
| (g) Other current assets                            | 35,551     | 31,759                | 35,626     | 31,977     |  |
| Sub-total - Current assets                          | 12,07,015  | 9,36,447              | 12,17,998  | 9,40,944   |  |
| TOTAL - ASSETS                                      | 39,50,457  | 30,59,480             | 39,56,837  | 30,59,823  |  |



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#### CHOLAMANDALAM INVESTMENT AND FINANCE COMPANY LIMITED

Notes (cont..)

- 2. The above Statment of Standalone and Consolidated Audited Financial Results for the quarter and year ended March 31, 2018 have been reviewed by the Audit Committee and approved by the Board at its meeting held on April 23, 2018.
- 3. 25,817 options were exercised during the three months ended March 31, 2018. The total outstanding employee stock options as at March 31, 2018 is 6,49,807.
- 4. The Board of Directors of the Company have recommended a final dividend of 20% being ₹ 2/- per share, agreegating to ₹ 3,126.63 lakhs, on the equity shares of the Company, for the year ended March 31, 2018.
- 5. The listed Non Convertible Debentures of the Company aggregating to ₹ 11,609 crores as on March 31, 2018 are secured by exclusive charge on identified standard receivables of the Company and also by a subservient charge over certain immovable properties. The total asset cover is above hundred percent of the principal amount of the said debentures.
- 6. Segment Reporting: The Company is primarily engaged in the business of financing. All the activities of the Company revolve around the main business in India. As such there are no separate reportable segments as per Accounting Standard (AS) 17 "Segment Reporting" in respect of the Company. The Segment Reporting in respect of the Consolidated Results is given in Appendix 1.
- 7. The figures of last quarter (columns 1,3,6 & 8) are the balancing figure between the audited figures in respect of the full financial years (columns 4,5,9 & 10) and the published unaudited year-to-date figures upto the third quarter of the repsective financial years which were subjected to limited review.
- 8. Prior period figures have been regrouped wherever necessary to conform to the current period presentation.

On behalf of the Board of Directors

Executive Vice Chairman & Managing Director

N Srinivasan

Place : Chennai Date : April 23, 2018

visit us at www.cholamandalam.com



#### CHOLAMANDALAM INVESTMENT AND FINANCE COMPANY LIMITED CIN - L65993TN1978PLC007576 Registered Office : DARE HOUSE, 2, NSC Bose Road, Chennai - 600 001.

Appendix 1

### Segment wise Revenue, Results and Capital Employed for consolidated audited financial results under Regulation 33 of the Listing Regulations, 2015

|   | ₹ lakhs                          |   |   |                          |                          |  |  |  |
|---|----------------------------------|---|---|--------------------------|--------------------------|--|--|--|
|   | Audited                          | Unaudited                                     | Unaudited   | Audit                    | ed                       |  |  |  |
| Particulars   | Three months<br>ended 31.03.2018 | Preceding three<br>months ended<br>31.12.2017 | Corresponding<br>three months<br>ended 31.03.2017 | Year ended<br>31.03.2018 | Year ended<br>31.03.2017 |  |  |  |
|   | 1                                | 2   | 3   | 4                        | 5                        |  |  |  |
| Segment Revenue   |                                  |   |   |                          |                          |  |  |  |
| Financing   | 1,51,137                         | 1,38,325                                      | 1,21,328  | 5,42,533                 | 4,65,95                  |  |  |  |
| Others  | 2,686                            | 2,266   | 988   | 8,021                    | 3,72                     |  |  |  |
| Total   | 1,53,823                         | 1,40,591                                      | 1,22,316  | 5,50,554                 | 4,69,67                  |  |  |  |
| Less: Inter-Segment revenue                                     | (148)                            | (158)   | (82)  | (490)                    | (33                      |  |  |  |
| Net Revenue   | 1,53,675                         | 1,40,433                                      | 1,22,234  | 5,50,064                 | 4,69,34                  |  |  |  |
| Segment Results (Profit before tax)                             |                                  |   |   |                          |                          |  |  |  |
| Financing   | 43,401                           | 37,914  | 33,239  | 1,47,840                 | 1,09,97                  |  |  |  |
| Others  | 181                              | 91  | (21)  | 473                      | 42                       |  |  |  |
| Total   | 43,582                           | 38,005  | 33,218  | 1,48,313                 | 1,10,40                  |  |  |  |
| Add: Other unallocable income net of unallocable<br>expenditure | 26                               | 7   | 715   | 63                       | 33                       |  |  |  |
| Net Profit before Tax   | 43,608                           | 38,012  | 33,933  | 1,48,376                 | 1,10,74                  |  |  |  |
| Segment Assets  |                                  |   |   |                          |                          |  |  |  |
| Financing   | 38,92,318                        | 35,01,606                                     | 30,09,338   | 38,92,318                | 30,09,33                 |  |  |  |
| Others  | 12,306                           | 7,888   | 6,225   | 12,306                   | 6,22                     |  |  |  |
| Other Unallocable assets  | 52,213                           | 48,174  | 44,260  | 52,213                   | 44,26                    |  |  |  |
| Total   | 39,56,837                        | 35,57,668                                     | 30,59,823   | 39,56,837                | 30,59,82                 |  |  |  |
| Segment Liabilities   |                                  |   |   |                          |                          |  |  |  |
| Financing   | 34,35,432                        | 30,59,583                                     | 26,27,137   | 34,35,432                | 26,27,13                 |  |  |  |
| Others  | 4,916                            | 3,601   | 2,695   | 4,916                    | 2,69                     |  |  |  |
| Other Unallocable liabilities                                   | 38                               | 92  | 200   | 38                       | 20                       |  |  |  |
| Total   | 34,40,386                        | 30,63,276                                     | 26,30,032   | 34,40,386                | 26,30,03                 |  |  |  |
| Capital Employed (Segment Assets - Segment Liabilities)         |                                  |   |   |                          |                          |  |  |  |
| Financing   | 4,56,886                         | 4,42,023                                      | 3,82,205  | 4,56,886                 | 3,82,20                  |  |  |  |
| Others  | 7,390                            | 4,287   | 3,530   | 7,390                    | 3,5:                     |  |  |  |
| Other Unallocable assets minus liabilities                      | 52,175                           | 48,082  | 44,056  | 52,175                   | 44,0                     |  |  |  |
| Total   | 5,16,451                         | 4,94,392                                      | 4,29,791  | 5,16,451                 | 4,29,79                  |  |  |  |

#### Note:

Management of the Company has identified the above reportable segments. Segment information for the previous periods has been restated/regrouped/re-classified wherever necessary, to conform to the current period presentation.

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On behalf of the Board of Directors

N Srinivasan

Executive Vice Chairman & Managing Director

Piace : Chennai Date : April 23, 2018

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#### CHOLAMANDALAM INVESTMENT AND FINANCE COMPANY LIMITED CIN - L65993TN1978PLC007576

#### Registered Office : DARE HOUSE, 2, NSC Bose Road, Chennai - 600 001.

Extract of the detailed format of Standalone and Consolidated Financial Results for the quarter and year ended March 31, 2018

|   |                           |            | Standalone    |                  |            |              |            | Consolidated  |            | ₹ lakhs    |
|---|---------------------------|------------|---------------|------------------|------------|--------------|------------|---------------|------------|------------|
|   | Audited Unaudited Audited |            |               |                  | Audited    |              |            |               |            |            |
|   | Three months              | Preceding  | Corresponding | Year ended       | Year ended | Three months | Preceding  | Corresponding | Year ended | Year ended |
|   | ended                     | three      | three months  | 31.03.2018       | 31.03.2017 | ended        | three      | three months  | 31.03.2018 | 31.03.2017 |
| Particulars   | 31.03.2018                | months     | ended         |                  |            | 31.03.2018   | months     | ended         |            |            |
|   |                           | ended      | 31.03.2017    |                  |            |              | ended      | 31.03.2017    |            | I          |
|   |                           | 31.12.2017 |               | 2<br>2<br>2<br>2 |            |              | 31.12.2017 |               |            | I          |
|   | 1                         | 2          | 3             | 4                | 5          | 6            | 7          | 8             | 9          | 10         |
| Total income from operations  | 1,51,137                  | 1,38,325   | 1,21,328      | 5,42,533         | 4,65,956   | 1,53,675     | 1,40,433   | 1,22,234      | 5,50,064   | 4,69,348   |
| Net Profit from ordinary activities before tax                                | 43,879                    | 37,920     | 33,760        | 1,48,331         | 1,10,558   | 43,608       | 38,012     | 33,933        | 1,48,376   | 1,10,743   |
| Net Profit from ordinary activities before tax (after<br>Extraordinary items) | 43,879                    | 37,920     | 33,760        | 1,48,331         | 1,10,558   | 43,608       | 38,012     | 33,933        | 1,48,376   | 1,10,743   |
| Net Profit from ordinary activities after tax                                 | 29,109                    | 24,920     | 21,955        | 97,412           | 71,874     | 28,963       | 25,019     | 22,117        | 97,542     | 71,943     |
| Net Profit from ordinary activities after tax (after<br>Extraordinary items)  | 29,109                    | 24,920     | 21,955        | 97,412           | 71,874     | 28,963       | 25,019     | 22,117        | 97,542     | 71,943     |
| Equity Share Capital  | 15,640                    | 15,637     | 15,634        | 15,640           | 15,634     | 15,640       | 15,637     | 15,634        | 15,640     | 15,634     |
| Reserves (excluding Revaluation Reserves as shown in the Balance Sheet)       |                           |            |               | 4,99,382         | 4,12,858   |              |            |               | 5,00,811   | 4,14,157   |
| Earnings per Share (EPS) - not annualised- before and                         |                           |            |               |                  |            |              |            |               |            |            |
| after extraordinary items (of ₹ 10 each)                                      |                           |            |               |                  |            |              |            |               |            |            |
| a) Basic  | 18.62                     | 15.94      | 14.05         | 62.32            | 46.01      | 18.53        | 16.01      | 14.15         | 62.41      | 46.05      |
| b) Diluted  | 18.60                     | 15.94      | 14.04         | 62.26            | 45.99      | 18.51        | 16.00      | 14.15         | 62.35      | 46.03      |

Note: The full format of the Standalone and Consolidated Financial Results for the three months and year ended March 31, 2018 is available on the Stock Exchange websites, www.nseindia.com and www.bseindia.com and also on the Company's website www.cholamandalam.com.

For Cholamandalam Investment and Finance Company Limited

Place : Chennai Date : April 23, 2018

visit us at www.cholamandalam.com

N Srinivasan Executive Vice Chairman & Managing Director





The Secretary National Stock Exchange of India Limited Capital Market – Listing Exchange Plaza, 5<sup>th</sup> Floor, Plot No. C/1, G Block, Bandra-Kurla Complex, Bandra (E), Mumbai 400 051 The Secretary BSE Ltd. 25<sup>th</sup> Floor, Phiroze Jeejeebhoy Towers Dalal Street, Fort Mumbai 400 001

Dear Sirs,

Sub: Declaration in respect of unmodified opinion on Audited Financial Statements for the Financial Year ended 31<sup>st</sup> March, 2018

In terms of SEBI Circular CIR/CFD/CMD/56/2016 dated May 27, 2016, we hereby declare and confirm that the Statutory Auditors of the Company, M/s. S R Batliboi & Associates LLP, Chartered Accountants have issued an unmodified audit report on Standalone and Consolidated Financial Results of the Company for the financial year ended 31<sup>st</sup> March, 2018.

Kindly take this communication on record.

Yours faithfully For Cholamandalam Investment and Financial Company Limited

at

P Sujatha Company Secretary







Listing Department Wholesale Debt Market Segment National Stock Exchange of India Limited Exchange Plaza, 5<sup>th</sup> Floor, Plot No. C/1, G Block, Bandra-Kurla Complex, Bandra (E), Mumbai 400 051 Dear Sir, The Secretary Dept. of Corporate Services, BSE F-class BSE Ltd., 1<sup>st</sup> Floor, P.J. Towers Dalal Street, Fort Mumbai 400 001

Sub: Disclosure under Regulation 52 of the SEBI (Listing Obligation and Disclosure Requirements) Regulations, 2015 ("SEBI (LODR)")

As Required under Regulation 52(4) of the SEBI (LODR), we provide the following details:

#### 1. Credit Rating and changes in credit rating:

| <b>Rating Agency</b> | Туре     | Rating                          |
|----------------------|----------|---------------------------------|
| ICRA                 | NCD / SD | [ICRA]AA with Positive Outlook  |
|                      | PD       | [ICRA]AA- with Positive Outlook |
| CRISIL               | SD       | [CRISIL]AA / Stable             |
| CARE                 | SD       | CARE AA+ with stable outlook    |
|                      | PD       | CARE AA with stable outlook     |
| INDIA Ratings        | NCD / SD | IND AA+ with Stable Outlook     |
|                      | PD       | IND AA with Stable Outlook      |

NCD - Non Convertible Debentures, SD - Subordinated Debt, PD – Perpetual Debt

#### 2. Debt Equity Ratio: 6.25

3. Previous due date for the payment of interest / Principal for the Non Convertible Debt Securities and whether the same has been paid or not:

Principal/ Interest payments paid during the period  $1^{st}$  September 2017 to  $31^{st}$  March 2018 are enclosed vide Annexure – 1

Contd...2

#### **Cholamandalam Investment and Finance Company Ltd.** Dare House, 2, N.S.C. Bose Road, Parrys, Chennai 600001, India. Tel : 91.44.30007172 / Fax : 91.44.25346464 Website : www.cholamandalam.com

CIN - L65993TN1978PLC007576

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4. Next due date for the payment of interest / Principal for the Non Convertible Debt Securities and the redemption amount:

Principal / Interest payments dues during the period  $1^{st}$  April 2018 to  $30^{th}$  September 2018 are enclosed vide Annexure -2

- 5. Outstanding Redeemable Preference Shares : Nil
- 6. Capital Redemption Reserve/Debenture Redemption Reserve (DRR):

As per companies (Share capital and Debentures) Rules, 2014 read with the companies Act 2013, DRR is not required to be created for issue of privately placed debentures by Non-Banking Finance Companies registered with Reserve Bank of India under section 45 IA of the RBI (Amendment) Act 1997.

- 7. Net Worth as of 31st March 2018:Rs.515,022.18 lakhs (Share capital + Reserves + Share application pending allotment)
- 8. Net profit after tax for the year ended 31<sup>st</sup> March 2018: Rs.97,412.13 lakhs
- 9. Earnings per share for the year ended 31<sup>st</sup> March 2018: Rs.62.32 (Basic) & Rs.62.26 (Diluted)

Further, we enclose the Noting certificates from the Debenture Trustees, IDBI Trusteeship Services Limited and Catalyst Trusteeship Limited pursuant to Regulation 52(5) of the SEBI (Listing Obligations and Disclosure Requirements) Regulation, 2015.

Thanking you,

Yours faithfully For Cholamandalam Investment and Finance Company Limited

P Sujathá Company Secretary

Encl: As above

#### Cholamandalam Investment and Finance Company Ltd.

Dare House, 2, N.S.C. Bose Road, Parrys, Chennai 600001, India. Tel : 91.44.30007172 / Fax : 91.44.25346464 Website : www.cholamandalam.com CIN – L65993TN1978PLC007576



|              |            |            | Annexure - 1  |                      |                      |                |
|--------------|------------|------------|---------------|----------------------|----------------------|----------------|
|              | <b>.</b> . | ISSUE SIZE | D.4           | Principal / Interest | Coloren              | Daid / Un Date |
| ISIN NO      | Series     | Rs in Cr   | Maturity date | Due date             | Category             | Paid / Un Paid |
| NE121A08MY6  | SD33       | 15.00      | 29-Sep-23     | 3-Oct-17             | Interest             | Paid           |
| NE121A08LV4  | PDI 1      | 150.00     | 12-Oct-20     | 11-Oct-17            | Interest             | Paid           |
| NE121A07MU6  | NCD        | 150.00     | 27-Sep-19     | 13-Oct-17            | Interest             | Paid           |
| INE121A07IK5 | NCD        | 11.00      | 19-Oct-17     | 19-Oct-17            | Principal + Interest | Paid           |
| NE121A08MZ3  | PDI 16     | 24.50      | 23-Oct-23     | 23-Oct-17            | Interest             | Paid           |
| INE121A07MV4 | NCD        | 100.00     | 24-Oct-19     | 25-Oct-17            | Interest             | Paid           |
| INE121A07MW2 | NCD        | 100.00     | 25-Oct-19     | 26-Oct-17            | Interest             | Paid           |
| INE121A07MX0 | NCD        | 100.00     | 24-Oct-19     | 26-Oct-17            | Interest             | Paid           |
| INE121A08NW8 | SD46       | 50.00      | 27-Oct-23     | 27-Oct-17            | Interest             | Paid           |
| INE121A07MY8 | NCD        | 100.00     | 24-Oct-19     | 27-Oct-17            | Interest             | Paid           |
| INE121A08NA4 | SD34       | 15.00      | 30-Oct-20     | 30-Oct-17            | Interest             | Paid           |
| INE121A08NB2 | PDI 16 A   | 50.00      | 30-Oct-23     | 30-Oct-17            | Interest             | Paid           |
| INE121A08NX6 | SD47       | 50.00      | 09-Nov-23     | 9-Nov-17             | Interest             | Paid           |
| NE121A08NY4  | SD48       | 10.00      | 10-Nov-26     | 9-Nov-17             | Interest             | Paid           |
| INE121A07IQ2 | NCD        | 130.00     | 14-Nov-17     | 14-Nov-17            | Principal + Interest | Paid           |
| INE121A07MZ5 | NCD        | 25.00      | 13-Nov-26     | 15-Nov-17            | Interest             | Paid           |
| INE121A08NZ1 | SD49       | 15.00      | 16-Nov-23     | 16-Nov-17            | Interest             | Paid           |
| INE121A07LB8 | NCD        | 100.00     | 20-Nov-17     | 20-Nov-17            | Principal + Interest | Paid           |
| INE121A08MC2 | SD23       | 75.00      | 21-Nov-17     | 21-Nov-17            | Principal + Interest | Paid           |
| INE121A08OA2 | SD50       | 50.00      | 23-Nov-23     | 23-Nov-17            | Interest             | Paid           |
| INE121A08OB0 | SD51       | 100.00     | 24-Nov-23     | 24-Nov-17            | Interest             | Paid           |
| INE121A07NB4 | NCD        | 105.00     | 22-Nov-19     | 24-Nov-17            | Interest             | Paid           |
| INE121A07LC6 | NCD        | 15.00      | 27-Nov-17     | 27-Nov-17            | Principal + Interest | Paid           |
| INE121A07LD4 | NCD        | 15.00      | 27-Nov-18     | 27-Nov-17            | Interest             | Paid           |
| INE121A07LE2 | NCD        | 70.00      | 27-Nov-19     | 27-Nov-17            | Interest             | Paid           |
| INE121A08NV0 | SD45       | 315.00     | 28-Nov-21     | 28-Nov-17            | Interest             | Paid           |
| INE121A07NC2 | NCD        | 100.00     | 28-Nov-19     | 28-Nov-17            | Interest             | Paid           |
| INE121A07ND0 | NCD        | 150.00     | 30-Nov-18     | 30-Nov-17            | Interest             | Paid           |
| INE121A08MR0 | SD29       | 25.00      | 05-Dec-22     | 5-Dec-17             | Interest             | Paid           |
| INE121A08MD0 | PDI 5      | 75.00      | 07-Dec-21     | 7-Dec-17             | Interest             | Paid           |
| INE121A08MS8 | PDI 13     | 120.00     | 13-Dec-22     | 13-Dec-17            | Interest             | Paid           |
| INE121A07IG3 | NCD        | 11.00      | 13-Dec-17     | 13-Dec-17            | Principal + Interest | Paid           |
| INE121A08MT6 | PDI 14     | 25.00      | 14-Dec-22     | 14-Dec-17            | Interest             | Paid           |
| INE121A08ME8 | PDI 6      | 100.00     | 27-Dec-21     | 26-Dec-17            | Interest             | Paid           |
| INE121A08NC0 | PDI 16 B   | 12.00      | 26-Dec-23     | 26-Dec-17            | Interest             | Paid           |
| INE121A07GA0 | NCD        | 250.00     | 26-Dec-17     | 26-Dec-17            | Principal + Interest | Paid           |
| INE121A08ND8 | PDI 16 C   | 65.00      | 27-Dec-23     | 27-Dec-17            | Interest             | Paid           |
| INE121A08NE6 | PDI 16 D   | 26.10      | 27-Dec-23     | 27-Dec-17            | Interest             | Paid           |
| INE121A08MU4 | SD30       | 35.00      | 28-Dec-22     | 28-Dec-17            | Interest             | Paid           |
| INE121A08LW2 | PDI 2      | 101.05     | 29-Jun-21     | 29-Dec-17            | Interest             | Paid           |
| INE121A07NE8 | NCD        | 200.00     | 28-Dec-18     | 2-Jan-18             | Interest             | Paid           |
| INE121A08MF5 | PDI 7      | 35.00      | 06-Jan-22     | 8-Jan-18             | Interest             | Paid           |
| INE121A08MV2 | SD31       | 50.00      | 05-Dec-19     | 11-Jan-18            | Interest             | Paid           |
| INE121A08LY8 | PDI 3      | 20.65      | 22-Jul-21     | 22-Jan-18            | Interest             | Paid           |
| INE121A08NF3 | PDI 16 E   | 5.00       | 23-Jan-24     | 23-Jan-18            | Interest             | Paid           |
| INE121A08NG1 | SD35       | 25.00      | 30-Jan-24     | 30-Jan-18            | Interest             | Paid           |
| INE121A08MW0 | PDI 15     | 30.00      | 07-Feb-23     | 7-Feb-18             | Interest             | Paid           |
| INE121A07NF5 | NCD        | 170.00     | 08-Feb-19     | 12-Feb-18            | Interest             | Paid           |
| INE121A07NG3 | NCD        | 150.00     | 14-Feb-19     | 14-Feb-18            | Interest             | Paid           |
| INE121A08MB4 | PDI 4      | 16.00      | 18-Aug-21     | 19-Feb-18            | Interest             | Paid           |
| INE121A08MX8 | SD32       | 25.00      | 05-Dec-19     | 20-Feb-18            | Interest             | Paid           |
| INE121A07NH1 | NCD        | 200.00     | 20-Feb-20     | 20-Feb-18            | Interest             | Paid           |
| INE121A07LQ6 | NCD        | 50.00      | 11-Mar-19     | 20-Feb-18            | Principal + Interest | Paid           |
| INE121A08NH9 | SD36       | 20.00      | 23-Feb-24     | 26-Feb-18            | Interest             | Paid           |
| INE121A08NK3 | SD37       | 10.00      | 24-Feb-21     | 26-Feb-18            | Interest (65)        |                |

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|              |          |                        | Annexure - 1  |                                  |                      |                |
|--------------|----------|------------------------|---------------|----------------------------------|----------------------|----------------|
| ISIN NO      | Series   | ISSUE SIZE<br>Rs in Cr | Maturity date | Principal / Interest<br>Due date | Category             | Paid / Un Paid |
| INE121A08NJ5 | PDI 16 F | 25.00                  | 23-Feb-24     | 26-Feb-18                        | Interest             | Paid           |
| INE121A07NO7 | NCD      | 150.00                 | 26-Feb-19     | 26-Feb-18                        | Interest             | Paid           |
| INE121A07ME0 | NCD      | 325.00                 | 28-Feb-18     | 28-Feb-18                        | Principal + Interest | Paid           |
| INE121A08MG3 | PDI 8    | 10.00                  | 01-Mar-22     | 1-Mar-18                         | Interest             | Paid           |
| INE121A07NJ7 | NCD      | 50.00                  | 16-Apr-20     | 8-Mar-18                         | Interest             | Paid           |
| INE121A07IW0 | NCD      | 100.00                 | 09-Mar-18     | 9-Mar-18                         | Principal + Interest | Paid           |
| INE121A07NK5 | NCD      | 50.00                  | 28-Feb-19     | 14-Mar-18                        | Interest             | Paid           |
| INE121A07IZ3 | NCD      | 100.00                 | 15-Mar-18     | 15-Mar-18                        | Principal + Interest | Paid           |
| INE121A07JI7 | NCD      | 25.00                  | 15-Mar-18     | 15-Mar-18                        | Principal + Interest | Paid           |
| INE121A07KD6 | NCD      | 10.00                  | 15-Mar-18     | 15-Mar-18                        | Principal + Interest | Paid           |
| INE121A07LJ1 | NCD      | 30.00                  | 20-Mar-18     | 20-Mar-18                        | Principal + Interest | Paid           |
| INE121A07LP8 | NCD      | 50.00                  | 20-Mar-18     | 20-Mar-18                        | Principal + Interest | Paid           |
| INE121A07NA6 | NCD      | 100.00                 | 20-Mar-19     | 20-Mar-18                        | Interest             | Paid           |
| INE121A07NL3 | NCD      | 500.00                 | 20-Mar-19     | 20-Mar-18                        | Interest             | Paid           |
| INE121A07JE6 | NCD      | 150.00                 | 23-Mar-18     | 23-Mar-18                        | Principal + Interest | Paid           |
| INE121A08NL1 | SD38     | 25.00                  | 26-Mar-24     | 26-Mar-18                        | Interest             | Paid           |
| INE121A08NM9 | SD39     | 10.00                  | 26-Mar-21     | 26-Mar-18                        | Interest             | Paid           |
| INE121A07MK7 | NCD      | 25.00                  | 27-Mar-18     | 27-Mar-18                        | Principal + Interest | Paid           |
| INE121A07MM3 | NCD      | 40.00                  | 27-Mar-18     | 27-Mar-18                        | Principal + Interest | Paid           |
| INE121A07MN1 | NCD      | 300.00                 | 27-Mar-18     | 27-Mar-18                        | Principal + Interest | Paid           |
| INE121A07MT8 | NCD      | 350.00                 | 27-Mar-18     | 27-Mar-18                        | Principal + Interest | Paid           |



|              |              |            | Annexure - 2  |                      |                              |
|--------------|--------------|------------|---------------|----------------------|------------------------------|
|              |              | ISSUE SIZE |               | Principal / Interest |                              |
| ISIN NO      | Series       | Rs in Cr   | Maturity date | Due date             | Category                     |
| NE121A07LG7  | 471          | 30.00      | 29-Mar-19     | 2-Apr-18             | Interest                     |
| NE121A07LI3  | 473          | 50.00      | 4-Apr-19      | 4-Apr-18             | Interest                     |
| NE121A07NM1  | 529          | 150.00     | 5-Jun-20      | 5-Apr-18             | Interest                     |
| NE121A07JA4  | 413          | 30.00      | 9-Apr-18      | 9-Apr-18             | Principal + Interest         |
| NE121A07LK9  | 475          | 25.00      | 5-Apr-19      | 9-Apr-18             | Interest                     |
| NE121A07JH9  | 420          | 10.00      | 17-Apr-18     | 17-Apr-18            | Principal + Interest         |
| NE121A07LM5  | 477          | 10.00      | 5-Apr-19      | 18-Apr-18            | Interest                     |
| NE121A07LO1  | 479          | 5.00       | 17-Apr-20     | 18-Apr-18            | Interest                     |
| NE121A07JF3  | 418          | 25.00      | 20-Apr-18     | 20-Apr-18            | Principal + Interest         |
| NE121A08NN7  | SD40         | 25.00      | 25-Apr-24     | 25-Apr-18            | Interest                     |
| NE121A07NN9  | 530          | 175.00     | 25-Oct-19     | 26-Apr-18            | Interest                     |
| NE121A07NP4  | 532          | 25.00      | 26-Apr-19     | 26-Apr-18            | Interest                     |
| NE121A07JS6  | 431          | 6.00       | 30-Apr-18     | 30-Apr-18            | Principal + Interest         |
| NE121A08LS0  | SD17         | 100.00     | 28-Apr-20     | 2-May-18             | Interest                     |
| NE121A08LT8  | SD18         | 11.50      | 6-May-20      | 7-May-18             | Interest                     |
| NE121A08MH1  | SD24         | 100.00     | 7-May-19      | 7-May-18             | Interest                     |
| NE121A07GW4  | 363          | 10.00      | 7-May-18      | 7-May-18             | Principal + Interest         |
| NE121A07LQ6  | 481          | 50.00      | 11-Mar-19     | 10-May-18            | Interest                     |
| NE121A07LR4  | 482          | 50.00      | 11-May-18     | 11-May-18            | Principal + Interest         |
| NE121A07GQ6  | 357          | 50.00      | 16-May-18     | 16-May-18            | Principal + Interest         |
| NE121A07LS2  | 483          | 25.00      | 17-May-19     | 17-May-18            | Interest                     |
| NE121A08MI9  | SD25         | 50.00      | 17-May-19     | 18-May-18            | <ul> <li>Interest</li> </ul> |
| NE121A07LU8  | 485          | 200.00     | 18-May-18     | 18-May-18            | Principal + Interest         |
| NE121A08LJ9  | SD10         | 10.00      | 21-Nov-18     | 21-May-18            | Interest                     |
| NE121A08NO5  | SD41         | 5.00       | 20-May-24     | 21-May-18            | Interest                     |
| NE121A07GX2  | 364          | 40.00      | 21-May-18     | 21-May-18            | Principal + Interest         |
| NE121A07LT0  | 484          | 500.00     | 20-May-19     | 21-May-18            | Interest                     |
| NE121A07GZ7  | 366          | 50.00      | 23-May-18     | 23-May-18            | Principal + Interest         |
| NE121A07KC8  | 441          | 30.00      | 25-May-18     | 25-May-18            | Principal + Interest         |
| NE121A07KE4  | 443          | 18.00      | 25-May-18     | 25-May-18            | Principal + Interest         |
| NE121A07NQ2  | 533          | 200.00     | 25-Feb-20     | 25-May-18            | Interest                     |
| NE121A07NR0  | 534          | 10.00      | 25-May-20     | 25-May-18            | Interest                     |
| NE121A08NV0  | SD45         | 315.00     | 28-Nov-21     | 28-May-18            | Interest                     |
| NE121A07NT6  | 536          | 70.00      | 26-May-20     | 28-May-18            | Interest                     |
| NE121A08NP2  | SD42         | 100.00     | 28-May-21     | 30-May-18            | Interest                     |
| NE121A07LX2  | 488          | 160.00     | 30-May-18     | 30-May-18            | Principal + Interest         |
| NE121A07LV6  | 486          | 195.00     | 30-May-18     | 30-May-18            | Principal + Interest         |
| NE121A07LZ7  | 490          | 250.00     | 30-May-18     | 30-May-18            | Principal + Interest         |
| NE121A07MC4  | 493          | 100.00     | 30-May-18     | 30-May-18            | Principal + Interest         |
| NE121A07NU4  | 537          | 100.00     | 30-May-19     | 30-May-18            | Interest                     |
| NE121A08LK7  | SD11         | 1.00       | 1-Jun-18      | 1-Jun-18             | Principal + Interest         |
| NE121A08LK7  | SD12         | 0.50       | 1-Jun-18      | 1-Jun-18             | Principal + Interest         |
| NE121A07LW4  | 487          | 50.00      | 31-May-19     | 1-Jun-18             | Interest                     |
| NE121A07LY0  | 489          | 225.00     | 3-Jun-19      | 4-Jun-18             | Interest                     |
| NE121A07MA8  | 491          | 420.00     | 5-Jun-18      | 5-Jun-18             | Principal + Interest         |
| NE121A08MD0  | PDI 5        | 75.00      | 7-Dec-21      | 7-Jun-18             | Interest                     |
| NE121A08MJ7  | SD26         | 50.00      | 7-Jun-19      | 8-Jun-18             | Interest                     |
| NE121A07MB6  | 492          | 40.00      | 5-Jun-19      | 11-Jun-18            | Interest                     |
| NE121A07MB0  | 492<br>SD43  | 15.00      | 11-Jun-24     | 11-Jun-18            | Interest                     |
| NE121A080C8  | SD43<br>SD52 | 125.00     | 15-Jun-27     | 15-Jun-18            | Interest                     |
| NE121A000000 | 496          | 120.00     | 15-Jun-18     | 15-Jun-18            | Principal + Interest         |
| NE121A07MP7  | 490<br>SD44  | 100.00     | 18-Jun-21     | 18-Jun-18            | Interest                     |



| Annexure - 2 |         |            |               |                      |                      |  |  |  |  |
|--------------|---------|------------|---------------|----------------------|----------------------|--|--|--|--|
|              |         | ISSUE SIZE |               | Principal / Interest |                      |  |  |  |  |
| ISIN NO      | Series  | Rs in Cr   | Maturity date | Due date             | Category             |  |  |  |  |
| INE121A08OD6 | SD53    | 50.00      | 18-Jun-27     | 20-Jun-18            | Interest             |  |  |  |  |
| NE121A07LL7  | 476     | 25.00      | 20-Jun-18     | 20-Jun-18            | Principal + Interest |  |  |  |  |
| INE121A08NC0 | PDI 16B | 12.00      | 26-Dec-23     | 25-Jun-18            | Interest             |  |  |  |  |
| NE121A08MK5  | SD27    | 20.00      | 26-Jun-19     | 26-Jun-18            | Interest             |  |  |  |  |
| NE121A08NS6  | PDI 17  | 25.00      | 27-Jun-24     | 27-Jun-18            | Interest             |  |  |  |  |
| NE121A08NE6  | PDI 16D | 26.10      | 27-Dec-23     | 27-Jun-18            | Interest             |  |  |  |  |
| NE121A08OE4  | SD54    | 75.00      | 28-Jun-27     | 28-Jun-18            | Interest             |  |  |  |  |
| NE121A08LW2  | PDI 2   | 101.05     | 29-Jun-21     | 29-Jun-18            | Interest             |  |  |  |  |
| NE121A08LX0  | SD20    | 60.50      | 2-Jul-18      | 2-Jul-18             | Principal + Interest |  |  |  |  |
| NE121A08LU6  | SD19    | 50.00      | 6-Jul-20      | 6-Jul-18             | Interest             |  |  |  |  |
| NE121A08MF5  | PDI 7   | 35.00      | 6-Jan-22      | 6-Jul-18             | Interest             |  |  |  |  |
| NE121A08NT4  | PDI 18  | 17.40      | 9-Jul-24      | 9-Jul-18             | Interest             |  |  |  |  |
| NE121A07KP0  | 454     | 10.00      | 10-Jul-18     | 10-Jul-18            | Principal + Interest |  |  |  |  |
| NE121A07HX0  | 384     | 10.00      | 28-Jun-19     | 18-Jul-18            | Interest             |  |  |  |  |
| NE121A07HY8  | 385     | 30.00      | 18-Jul-19     | 18-Jul-18            | Interest             |  |  |  |  |
| NE121A08LY8  | PDI 3   | 20.65      | 22-Jul-21     | 22-Jul-18            | Interest             |  |  |  |  |
| NE121A07KZ9  | 464     | 15.00      | 27-Jul-18     | 27-Jul-18            | Principal + Interest |  |  |  |  |
| NE121A07NW0  | 539     | 500.00     | 26-Jul-19     | 30-Jul-18            | Interest             |  |  |  |  |
| NE121A07NW0  | 541     | 200.00     | 26-Jul-19     | 30-Jul-18            | Interest             |  |  |  |  |
| NE121A08LZ5  | SD21    | 64.30      | 1-Aug-18      | 1-Aug-18             | Principal + Interest |  |  |  |  |
| NE121A08ML3  | PDI 9   | 50.00      | 8-Aug-22      | 6-Aug-18             | Interest             |  |  |  |  |
| NE121A07IB4  | 388     | 75.00      | 2-Aug-19      | 6-Aug-18             | Interest             |  |  |  |  |
| NE121A07NX8  | 540     | 325.00     | 8-Aug-19      | 8-Aug-18             | Interest             |  |  |  |  |
| NE121A08MA6  | SD22    | 25.20      | 9-Aug-18      | 9-Aug-18             | Principal + Interest |  |  |  |  |
| NE121A07KR6  | 456     | 50.00      | 10-Jul-18     | 10-Aug-18            | Principal + Interest |  |  |  |  |
| INE121A08MB4 | PDI 4   | 16.00      | 18-Aug-21     | 20-Aug-18            | Interest             |  |  |  |  |
| NE121A07NY6  | 542     | 150.00     | 22-Aug-19     | 22-Aug-18            | Interest             |  |  |  |  |
| NE121A08MM1  | PDI 10  | 50.00      | 22-Aug-22     | 23-Aug-18            | Interest             |  |  |  |  |
| NE121A07MG5  | 497     | 300.00     | 17-Sep-18     | 23-Aug-18            | Interest             |  |  |  |  |
| NE121A08NU2  | PDI 19  | 25.00      | 27-Aug-24     | 27-Aug-18            | Interest             |  |  |  |  |
| NE121A08OF1  | SD55    | 150.00     | 30-Aug-27     | 30-Aug-18            | Interest             |  |  |  |  |
| NE121A08MG3  | PDI 8   | 10.00      | 1-Mar-22      | 3-Sep-18             | Interest             |  |  |  |  |
| NE121A07HA8  | 367     | 200.00     | 3-Sep-18      | 3-Sep-18             | Principal + Interest |  |  |  |  |
| NE121A07MI1  | 499     | 250.00     | 2-Sep-19      | 3-Sep-18             | Interest             |  |  |  |  |
| NE121A08MN9  | SD28    | 25.00      | 5-Sep-18      | 5-Sep-18             | Principal + Interest |  |  |  |  |
| NE121A07MJ9  | 500     | 100.00     | 7-Sep-18      | 7-Sep-18             | Principal + Interest |  |  |  |  |
| NE121A07KX4  | 462     | 25.00      | 14-Sep-18     | 14-Sep-18            | Principal + Interest |  |  |  |  |
| NE121A07MG5  | 497     | 300.00     | 17-Sep-18     | 17-Sep-18            | Principal + Interest |  |  |  |  |
| NE121A070G1  | 551     | 200.00     | 19-Sep-19     | 19-Sep-18            | Interest             |  |  |  |  |
| NE121A08MO7  | PDI 11  | 18.00      | 20-Sep-22     | 21-Sep-18            | Interest             |  |  |  |  |
| NE121A08MQ2  | PDI 12  | 25.00      | 26-Sep-22     | 25-Sep-18            | Interest             |  |  |  |  |
| NE121A07MO9  | 505     | 35.00      | 26-Sep-19     | 28-Sep-18            | Interest             |  |  |  |  |
| NE121A07MP6  | 506     | 15.00      | 28-Sep-18     | 28-Sep-18            | Principal + Interest |  |  |  |  |
| NE121A07MQ4  | 507     | 5.00       | 29-Mar-22     | 28-Sep-18            | Interest             |  |  |  |  |
| NE121A07MR2  | 508     | 200.00     | 27-Sep-19     | 28-Sep-18            | Interest             |  |  |  |  |



IDBI Trusteeship Services Ltd

CIN: U65991MH2001GOI131154

# IDBI trustee

No. 671/ITSL/OPR/2018-19

Date: April 23, 2018

Cholamandalam Investment & Finance Company Ltd. Dare House New No.2 (Old No. 234), NSC Bose Road Chennai -600 001

Dear Sir/s

### CERTIFICATE FOR RECEIPT AND NOTING OF INFORMATION

[Pursuant to Regulation 52(5) of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015]

We, IDBI Trusteeship Service Limited ("Debenture Trustee") hereby confirm that we have received and noted the information, as specified under regulation 52(4) of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulation, 2015 ("Regulations"), provided to us by Cholamandalam Investment and Finance Company Limited ("the Company") for the financial year ended March 31, 2018.

This Certificate is being issued pursuant to the requirements of Regulation 52(5) of the aforesaid Regulations, for onward submission to Stock Exchange(s) by the Company.

For IDBI Trusteeship Services Limited

Authorised Signatory



#### CERTIFICATE FOR RECEIPT AND NOTING OF INFORMATION

[Pursuant to Regulation 52(5) of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015]

We, **Catalyst Trusteeship Limited** ("**Debenture Trustee**") hereby confirm that we have received and noted (without independent verification thereof) the information, as specified under regulation 52(4) of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("**Regulations**"), provided to us by **Cholamandalam Investment and Finance Company Limited** ("the **Company**") for the Half year ended on March 31, 2018.

This Certificate is being issued pursuant to the requirements of Regulation 52(5) of the aforesaid Regulations, for onward submission to Stock Exchange(s) by the Company.

For Catalyst Trusteeship Limited (Formerly GDA Trusteeship Limited)

Mookhale Authorized Signatory

Date: April 23, 2018



### CHOLAMANDALAM INVESTMENT AND FINANCE COMPANY LIMITED (CHOLA) AUDITED FINANCIAL RESULTS FOR THE QUARTER AND FOR THE YEAR ENDED 31<sup>st</sup> MARCH 2018

### FY18: Disbursements grew by 35% and PAT grew by 36% over FY17

### Q4: Disbursements grew by 54% and PAT grew by 33% over Q4 FY17

**Chennai, April 23, 2018:** The Board of Directors of Cholamandalam Investment and Finance Company Limited today approved its audited financial results for the quarter and for the year ended 31<sup>st</sup> March 2018.

Rs in Cr

#### **Highlights**:

#### **Q4 Performance:**

|                         |           |       |        |                   |          |           | n cr.    |  |
|-------------------------|-----------|-------|--------|-------------------|----------|-----------|----------|--|
|                         | Q4        | Q4    | Growth |                   | Q4       | Q4        | Growth   |  |
| Disbursements           | FY 18     | FY 17 | (YoY)  |                   | FY 18    | FY 17     | (YoY)    |  |
| Vehicle Finance         | 6,820     | 4,407 | . ,    | Total Income      | 1,511.60 | 1,213.43  | 24.6%    |  |
|                         | ,         | ,     |        | PAT               | 291.09   | 219.55    | 32.6%    |  |
| Home Equity             | 806       | 544   | 48.1%  | EPS - In Rs       | 18.6     | 14.1      | 32.5%    |  |
| Others                  | 381       | 262   | 45.6%  | ROTA - PBT*       | 5.0%     | 4.7%      |          |  |
| Total                   | 8,007     | 5,213 | 53.6%  | <b>ROE -</b> In % | 23.6%    | 21.2%     |          |  |
| *As % of average assets |           |       |        |                   |          |           |          |  |
| Disbursements gr        | ew by 54% | 1     | PAT §  | rew by 33%        | ROTA – P | BT improv | ed to 5% |  |

- Aggregate disbursements for the quarter were at ₹8,007 Cr as against ₹5,213 Cr in Q4 of FY17, registering a growth of 54%, riding on the growth in CV industry.
- Vehicle Finance business disbursed ₹6,820 Crs as against ₹4,407 Cr. in Q4 of FY17 clocking a growth of 55% YoY. HCV and LCV continued to show strong growth, complemented by Used vehicles. The Vehicle finance business has recorded the highest disbursement volume during the quarter.
- Home Equity business disbursed ₹806 Crs as against ₹544 Crs in Q4 FY 17, registering a growth of 48% YoY, getting back to normalcy.
- Assets under management grew by 25% at Rs 42,879 Crores compared to the last financial year, which stood at Rs 34,167 Crores
- The PBT-ROTA for Q4 FY18 improved to 5.0% as against 4.7% in Q4 FY17.

#### FY17-18 Performance:

| Disbursements   | FY 18  | FY 17  | Growth<br>(YoY) |  |
|-----------------|--------|--------|-----------------|--|
| Vehicle Finance | 20,540 | 14,471 | 41.9%           |  |
| Home Equity     | 3,174  | 3,056  | 3.9%            |  |
| Others          | 1,399  | 1,064  | 31.5%           |  |
| Total           | 25,114 | 18,591 | 35.1%           |  |

|              | Rs in Cr. |          |               |  |  |
|--------------|-----------|----------|---------------|--|--|
|              | FY 18     | FY 17    | Growth<br>YoY |  |  |
| Total Income | 5,425.77  | 4,660.35 | 16.4%         |  |  |
| ΡΑΤ          | 974.12    | 718.74   | 35.5%         |  |  |
| EPS - In Rs  | 62.3      | 46.0     | 35.4%         |  |  |
| ROTA - PBT*  | 4.6%      | 3.9%     |               |  |  |
| ROE - In %   | 20.8%     | 18.1%    |               |  |  |

\*As a % of average assets

| Disbursements up by 55% PAT grew by 56% KOTA – PBT improved to 4.6% | Disbursements up by 35% | î | PAT grew by 36% 🕇 | ROTA – PBT improved to 4.6% 🕇 |
|---|-------------------------|---|-------------------|-------------------------------|
|---|-------------------------|---|-------------------|-------------------------------|

• Aggregate disbursements for the year are closed at ₹25,114 Cr with a growth of 35%, led by stellar performance in Vehicle Finance business division, registering a 42% growth over FY17.

• The PBT-ROTA for FY18 improved to 4.6% as against 3.9% in FY17 due to better product mix and reduction of net credit losses and lower cost of funds.

#### GNPA, NNPA and Provision Coverage Ratio

|             | VF    |       |        | HE    |       |        | Overall |       |        |
|-------------|-------|-------|--------|-------|-------|--------|---------|-------|--------|
| Particulars | GNPA  | NNPA  | PCR    | GNPA  | NNPA  | PCR    | GNPA    | NNPA  | PCR    |
| Mar-17      | 4.18% | 2.82% | 32.72% | 5.77% | 4.04% | 30.00% | 4.66%   | 3.19% | 31.64% |
| Mar-18      | 2.04% | 1.13% | 44.47% | 5.36% | 3.21% | 40.20% | 2.94%   | 1.66% | 43.48% |

#### Capital Adequacy:

The Capital Adequacy Ratio (CAR) of the company as on  $31^{st}$  March 2018, was at 18.4% (Tier I – 13.3% and Tier II -5.1%) as against the regulatory requirement of 15%.

#### Final Dividend:

The Board of Directors of the Company declared a Final dividend of 20% being ₹ 2 per share on the equity shares of the Company, for the year ending March 31, 2018. The overall dividend declared for the year ended March 31, 2018 is ₹ 6.5 per share on the equity share which is 65%.

#### **Subsidiaries Performance:**

The subsidiaries Cholamandalam Securities Limited (CSEC), Cholamandalam Distribution Services Limited (CDSL) and White Data System India Private Limited\_(WDSI) together made a profit after tax of ₹ 3.60 Cr in Q4 FY18, as against ₹ 0.97 Cr in the same quarter last year. On a full year basis, the subsidiaries made a profit after tax of ₹ 5.22 Cr, as against Rs. 4.18 Cr in FY17.

#### **Consolidated Results:**

The consolidated profit after tax for Q4 FY18 is ₹290.13 Cr. as against ₹220.53 Cr. in Q4 of FY17, registering a growth of 32%.