

Cholamandalam Investment and Finance Company Limited

34th Annual General Meeting

July 30th 2012

Executive Summary – FY -12 Vs FY - 11

- Disbursements grew from Rs.5731 Cr. to Rs.8889 Cr. – Growth of 55%
- Balance Sheet size has grown from Rs. 9678 Cr. to Rs.13423 Cr. (crossing Rs.10,000 Cr. mark) – Growth of 39%
- Profit before Tax have grown from Rs.100.11 Cr. to Rs.290.11 Cr. – Growth of 190%
- Achieved Asset Financing Company (AFC) status as per RBI guidelines
- ICRA upgraded its long term credit rating from [ICRA] AA – to [ICRA] AA
- Capital infusion of Rs.212 Cr. by private equity investors
- Capital Adequacy Ratio (CAR) stood at 18.08% compared to 16.67%
- Launch of Tractor Loans and Gold Loans
- Reduction in GNPA % to Total Assets from 2.61% to 0.80%
- Return on Equity (PAT) enhanced from 6.70% to 13.86%
- Dividend to Shareholders – 25% compared to 15% in PY

Rs in Cr.

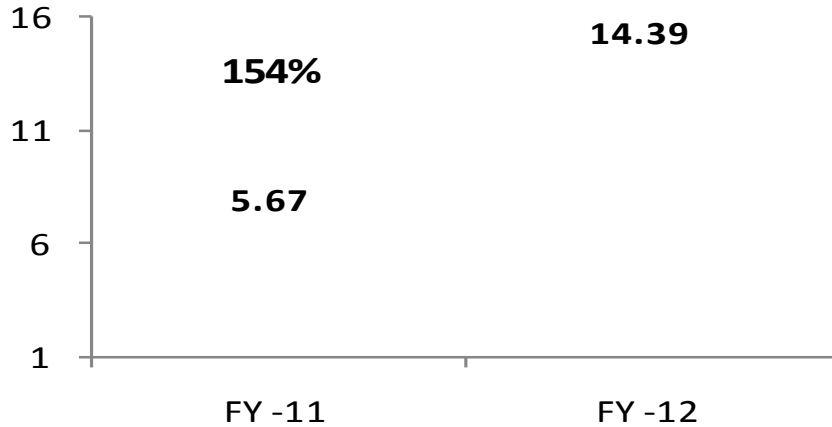
Profit & Loss Account	Mar-12	Mar-11
Income	1,766.60	1,201.83
Expenses		
Finance Costs	988.18	568.25
Salary Cost	110.37	89.69
Operating Exp	326.42	244.27
Provision & Loan Losses	18.06	175.52
Total Expenses	1,443.03	1,077.73
Profit Before Exceptional Items	323.57	124.10
Less : Exceptional Items	33.46	23.99
Profit Before Tax	290.11	100.11
Taxes	117.56	37.93
Profit After Tax	172.55	62.18

Rs in Cr.

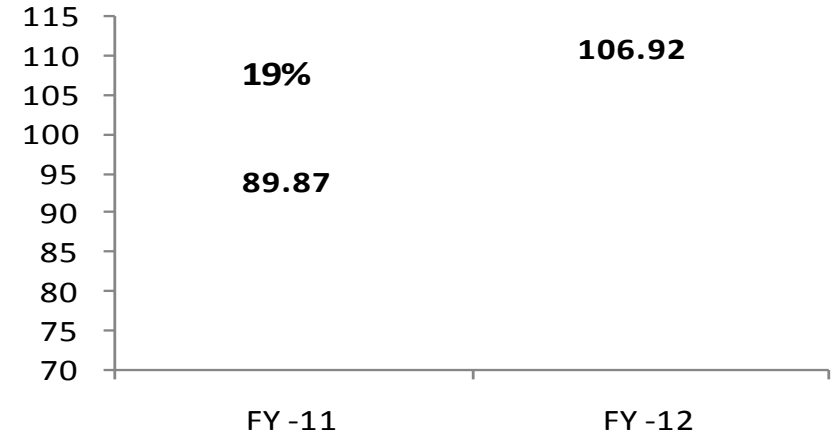
Balance Sheet	Mar-12	Mar-11
Shareholders Funds	1,417.28	1,071.99
Borrowings	11,444.10	7,948.90
Other Liabilities	561.22	657.36
Sources of Funds	13,422.60	9,678.25
Business Assets	12,241.00	7,904.00
Other Assets	1,181.60	1,774.25
Application of Funds	13,422.60	9,678.25

Key Highlights – Shareholders

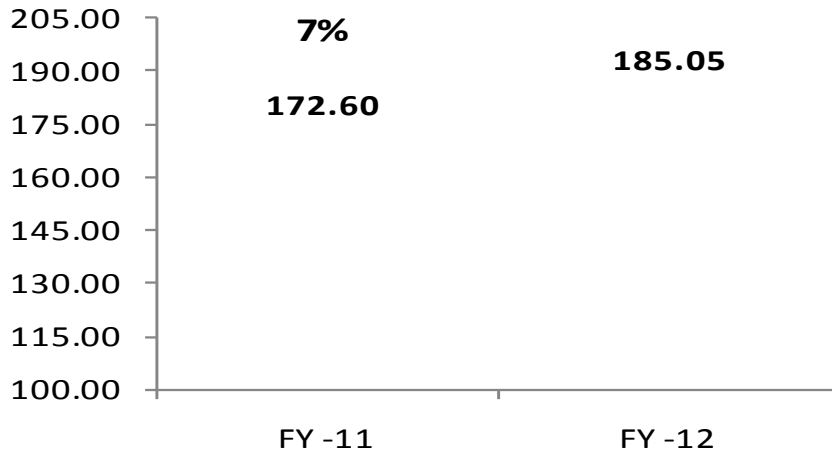
Earning Per Share in Rs.



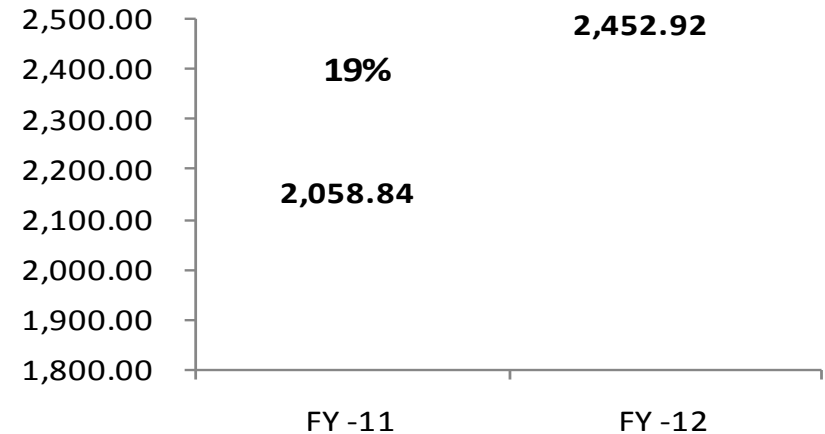
Book Value Per Share in Rs.



Market Price* Per Share in Rs.



Market Capitalisation* in Cr.



* Share price as on 31st March 2012

Business Lines

Asset Class		Description	Assets* as at 31 Mar '12	
			Managed # Rs Cr.	Own Cr.
Vehicle Finance		→ Provides vehicle financing for NEW and USED HCVs, LCVs, SCVs, MLCVs, MUVs , Tractors and Cars	9841 (73.1%)	8855 (72.3%)
Home Equity		→ Provides loans against residential property to self employed individuals	3083 (22.9%)	2848 (23.3%)
Business Finance		→ Provides loans against collateral of equity shares, commercial/ residential property and combination of current assets and shares	491 (3.6%)	491 (4.0%)
Gold Loans		→ Provides loan against Gold Jewels	42 (0.3%)	42 (0.3%)
Personal Loans		→ Disbursements discontinued since October 2008 and currently only collection activities are continued.	5 (0.05%)	5 (0.05%)
Total			13462	12241

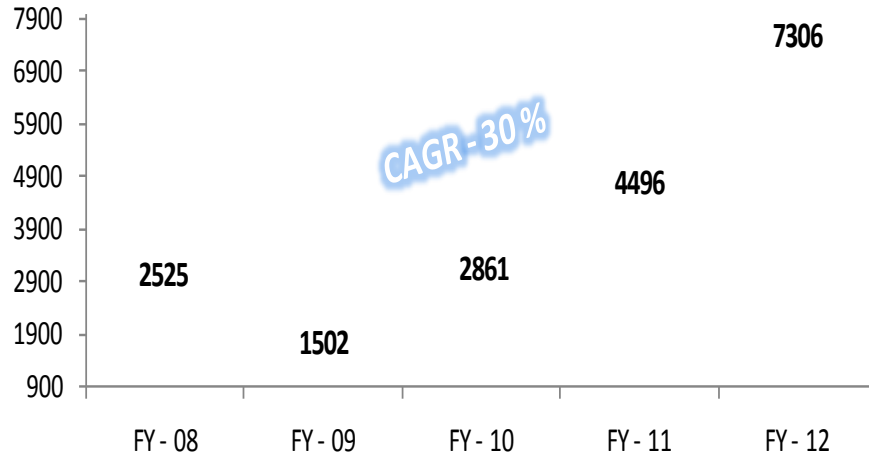
*Assets are net of provisions

#Managed assets refers to Own assets + off balance sheet items which have been securitized / sold on a bilateral assignment basis.

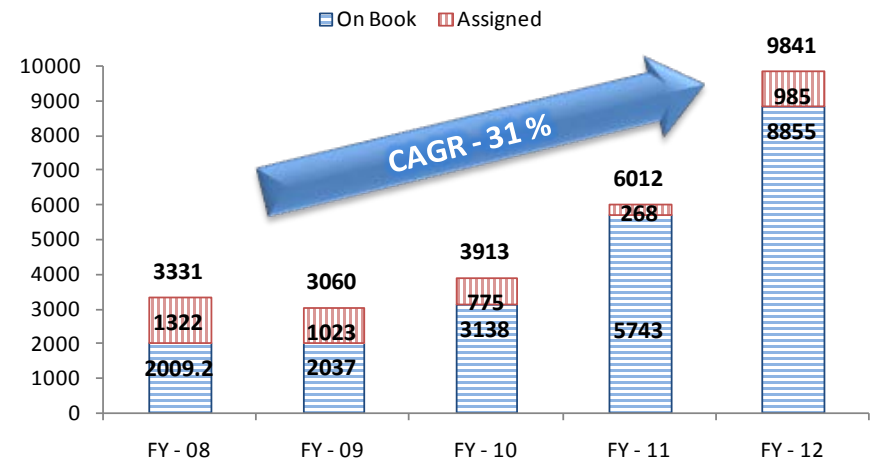
Key Highlights – Vehicle Finance

Rs in Cr.

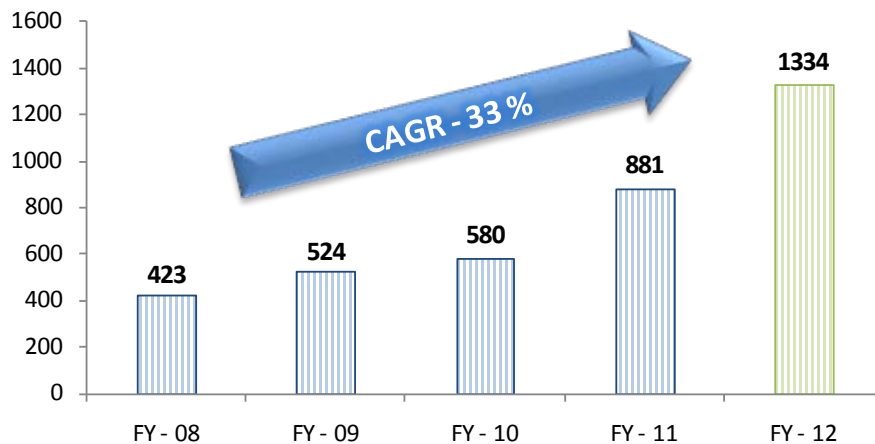
Disbursements



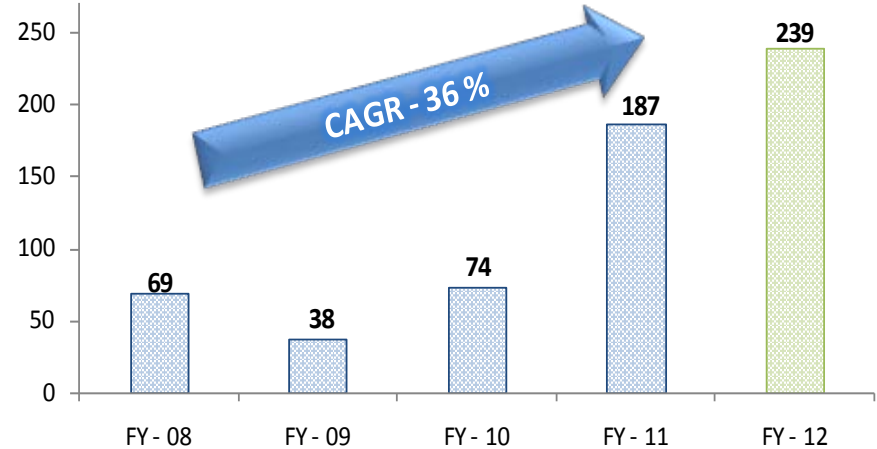
AUM



Income



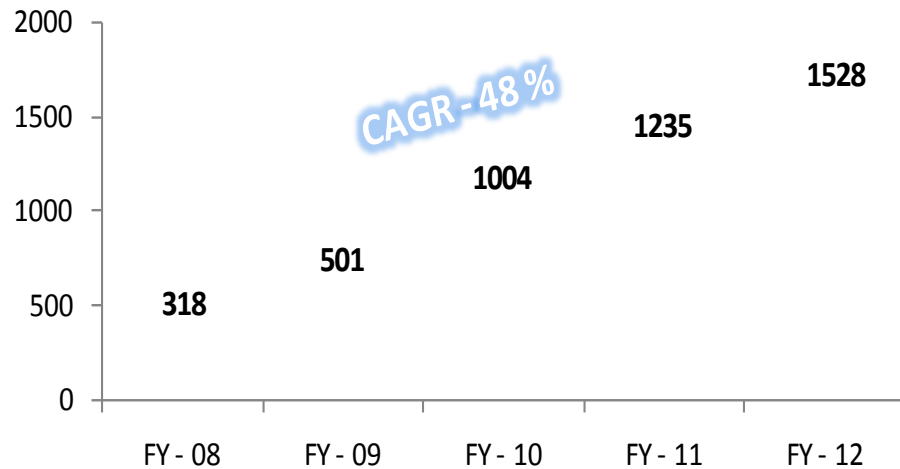
Profit Before Tax



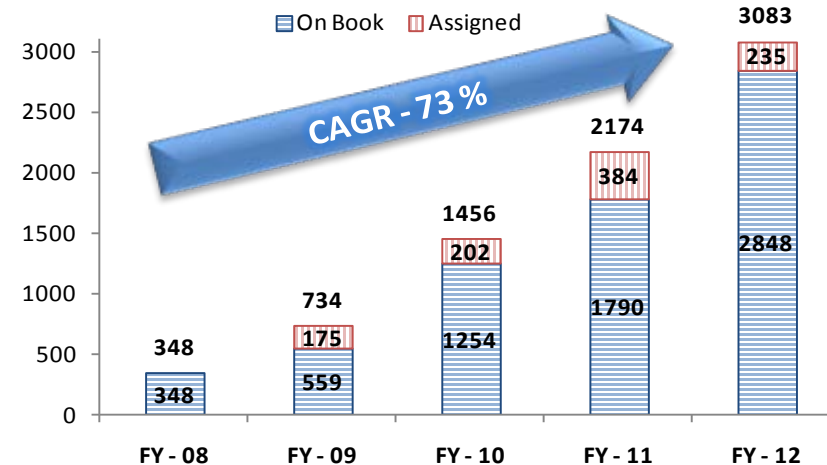
Key Highlights – Home Equity

Rs in Cr.

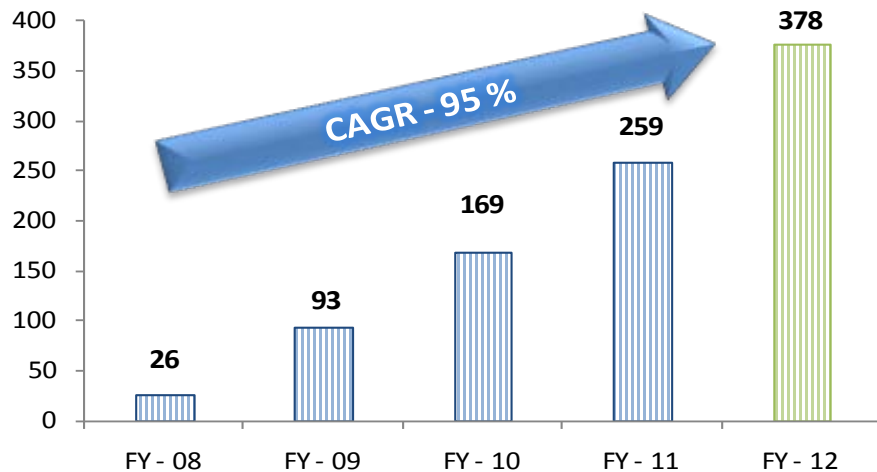
Disbursements



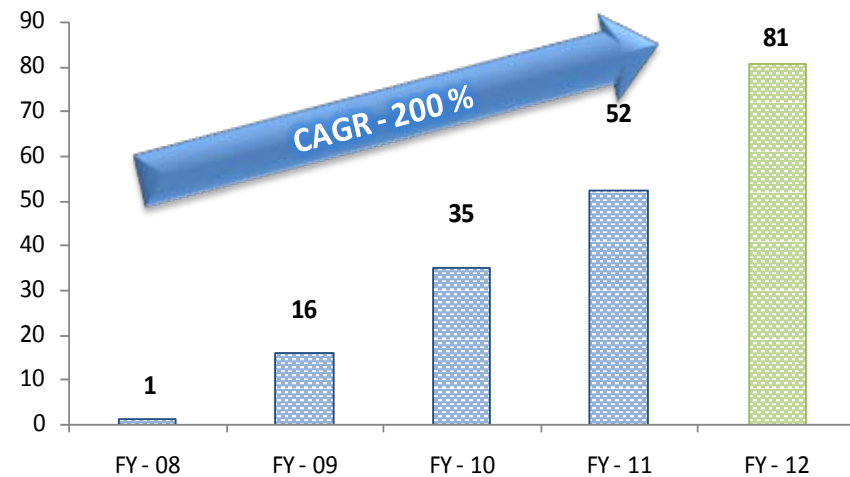
AUM



Income

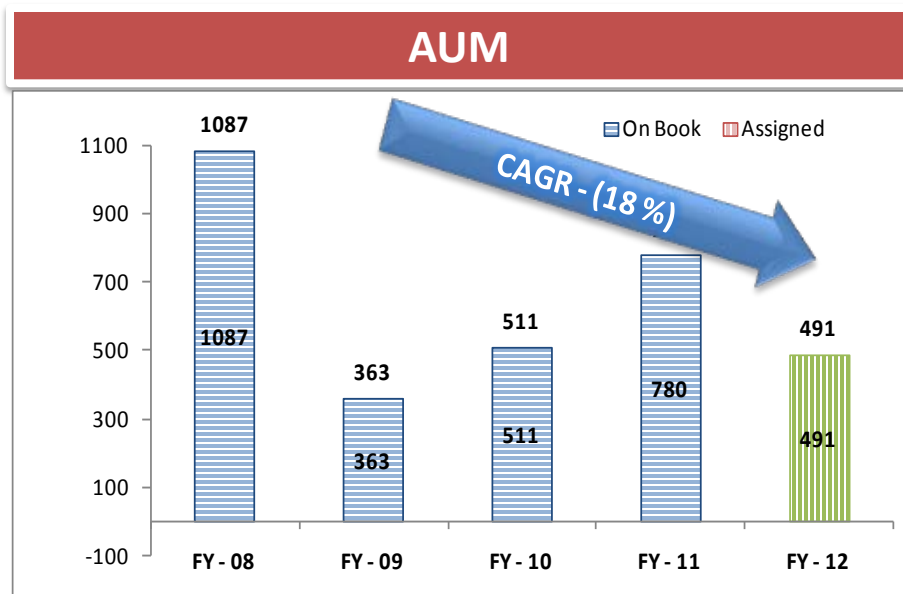


Profit Before Tax

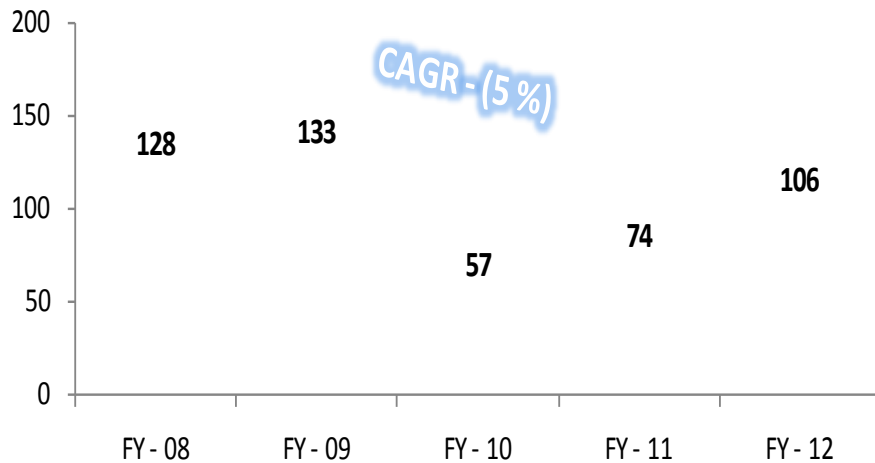


Key Highlights – Business Finance

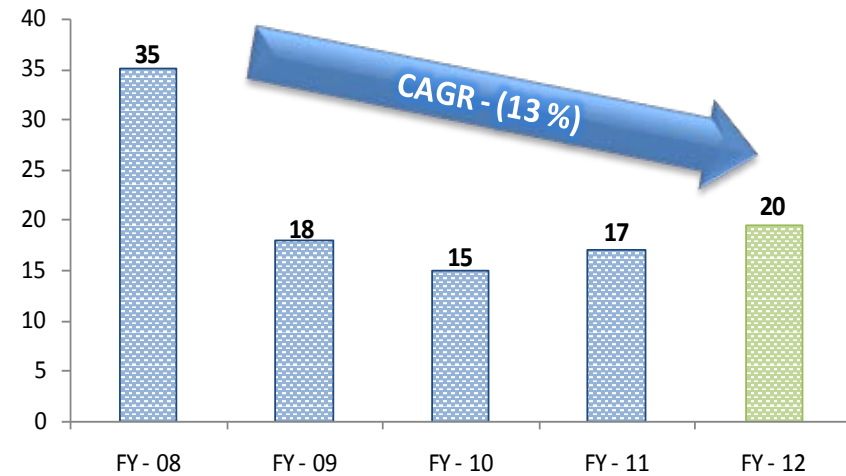
Rs in Cr.



Income



Profit Before Tax



Rs in Cr.

Profit & Loss Account	Mar-12	Mar-11
Income	1,783.94	1,222.72
Expenses		
Finance Costs	990.02	574.71
Salary Cost	119.19	96.55
Operating Exp	337.45	251.50
Provision & Loan Losses	77.96	177.22
Total Expenses	1,524.62	1,099.98
Profit Before Exceptional Items	259.32	122.74
Less : Exceptional Items	(30.00)	-
Profit Before Tax	289.32	122.74
Taxes	120.33	38.16
Profit After Tax	168.99	84.58

Rs in Cr.

Balance Sheet	Mar-12	Mar-11
Shareholders Funds	1,403.73	1,061.98
Borrowings	11,444.10	7,948.90
Other Liabilities	641.10	738.50
Sources of Funds	13,488.93	9,749.38
Business Assets	12,309.95	7,980.24
Other Assets	1,178.98	1,769.14
Application of Funds	13,488.93	9,749.38

Financial Results – Q -1 of FY 13

Q – 1 – Financial Results

Particulars	Q – 1 – FY 12	Q – 1 – FY 13	Growth
Disbursements in Cr.	1672	2535	52%
Profit Before Tax in Cr.	62.70	102.89	64%
Profit After Tax in Cr.	37.88	69.65	84%
ROTA – PAT / Avg Assets - %	1.64%	2.10%	27%
Capital Adequacy Ratio - %	16.77%	18.41%	10%
Investor Related Ratios :			
Earning Per Share in Rs.	12.68	21.00	66%
Market Price Per Share in Rs.	160.80	171.10	6%
Market Capitalisation in Cr.	1918	2268	18%
Return on Equity - %	13.93%	19.24%	38%

Thank You