

Cholamandalam Investment and Finance Company Limited

35th Annual General Meeting

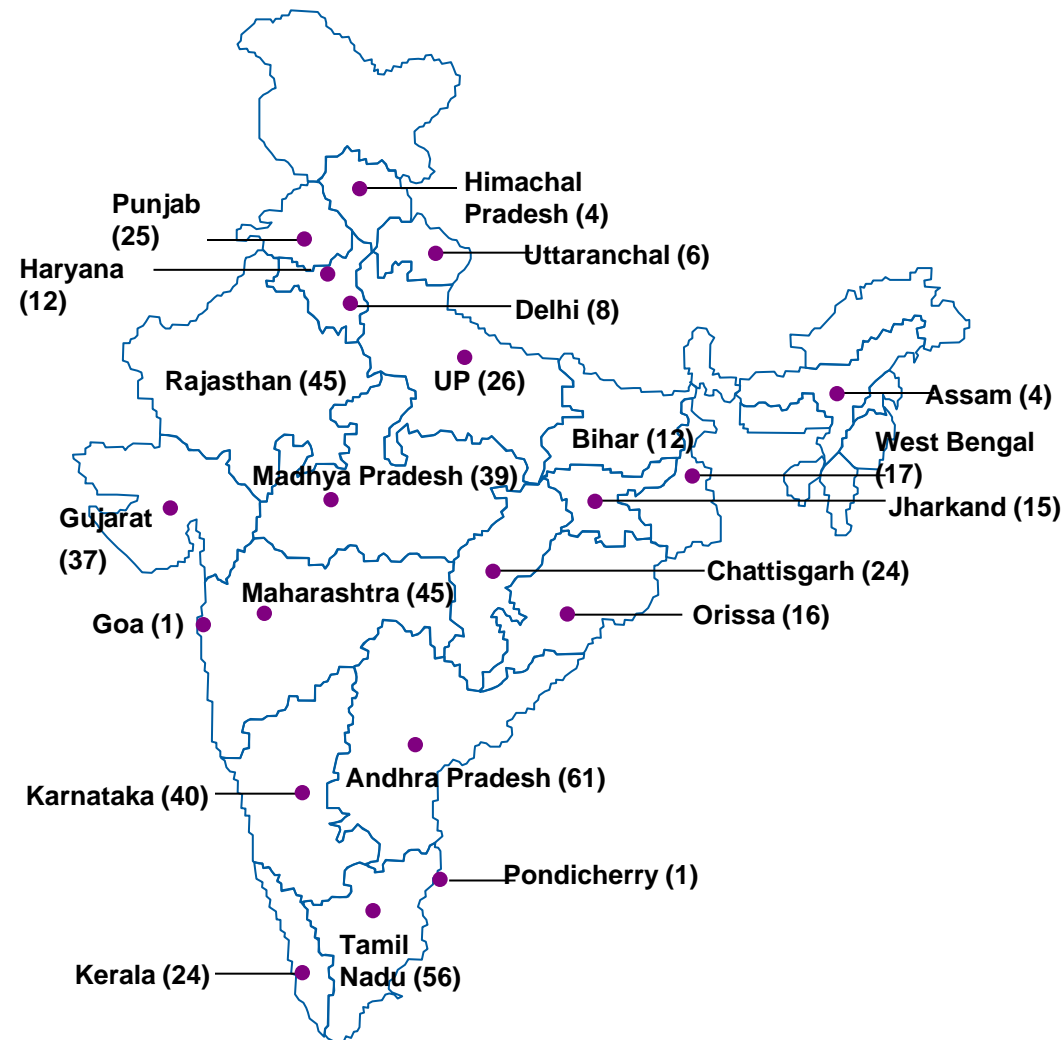
July 31st 2013

Executive Summary – FY -13 Vs FY - 12

- Disbursements grew from Rs.8889 Cr. to Rs.12118 Cr. – 36% Growth
- Assets Under Management grew by 41% to Rs.18999 Cr. compared to Rs. 13470 Cr. as on March 12
- Profit before tax have grown from Rs.290.11 Cr. to Rs.450.80 Cr. – Growth of 55%
- Retained Asset Financing Company (AFC) status as per RBI guidelines
- Increased branch presence across the country from 375 to 518 as on March 13.
- Capital infusion of Rs.300 Cr. through Qualified Institutional Placement
- Capital Adequacy Ratio (CAR) stood at 19.04% as against regulatory requirement of 15%.
- Launch of Home Loans and MSME Loans
- Dividend to Shareholders – 35% compared to 25% in PY

- Launch of Learning Centre in Chennai to train the managers.
- Several employee engagement programs like connect forums, dialogue with HR Head and hire assimilation.
- Mobile based applications was launched to improve sales / collection productivity of our field staff.
- MIS applications are being developed to analyse branch / product / sub product profitability.
- Operations have implemented several initiatives to enhance customer delight such as launch of customer service module to service walk in customers, responses to queries via SMS, customer meets at various towns, etc.
- Risk Management team is focusing on comprehensive integrated risk management framework which includes risk based pricing and structured risk assessment process.

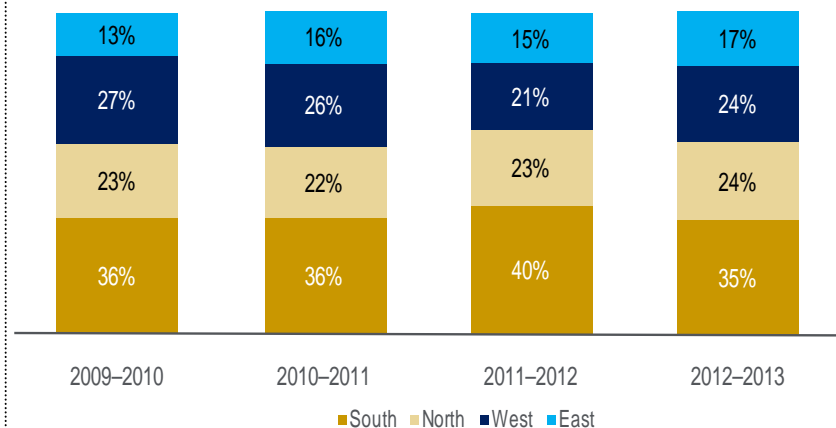
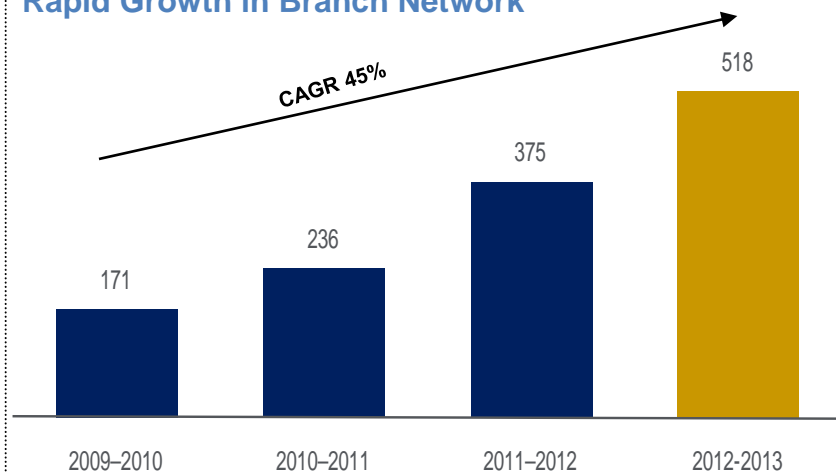
Strong Geographical Presence



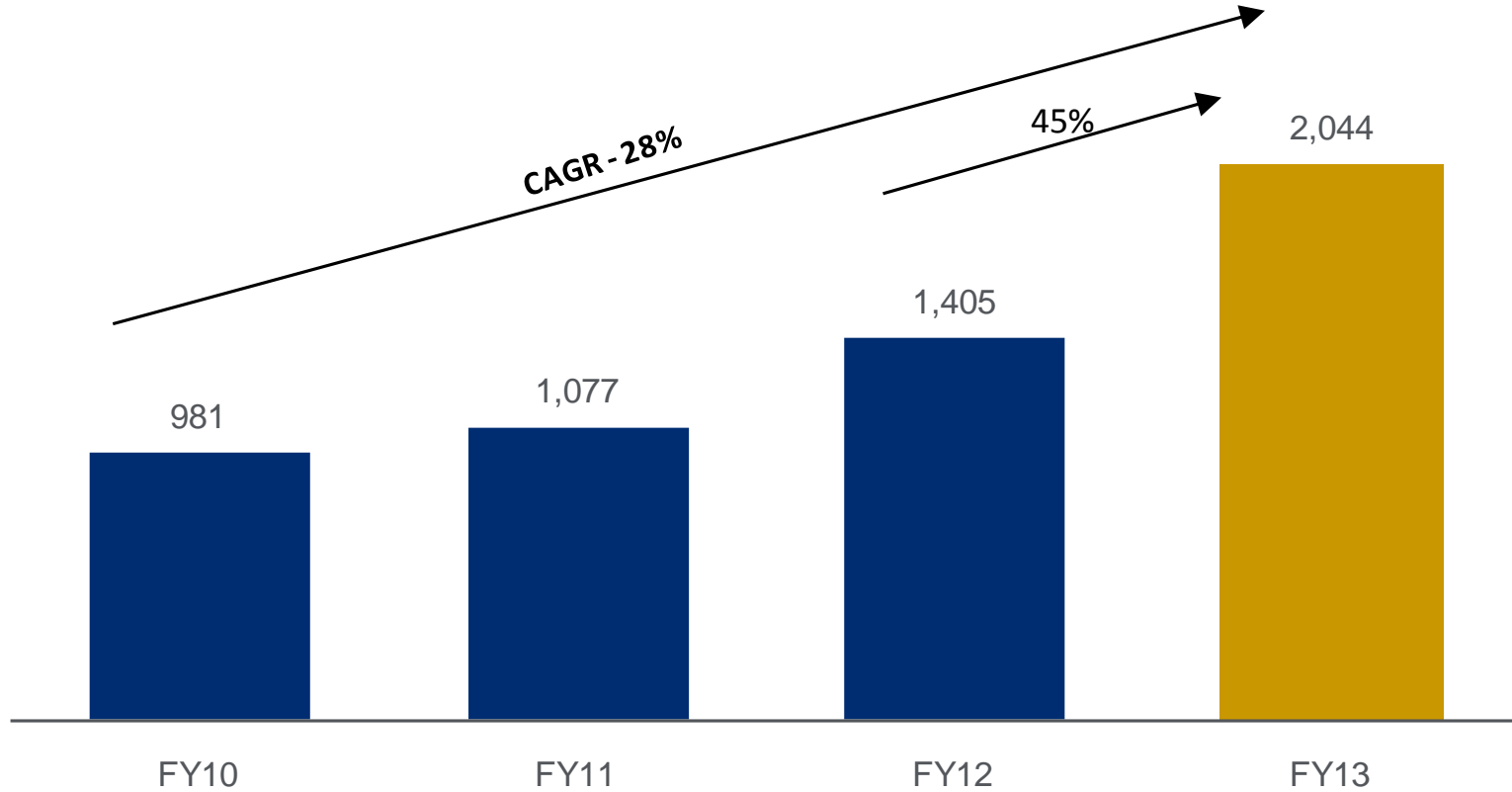
- 518 branches across 22 states/Union territories
- ~90% locations are in Tier-II and Tier-III cities
- Strong in South, North and West regions and growing presence in East

Note: Figures in brackets represents no. of branches as on March 31, 2013.

Rapid Growth in Branch Network



All Home Equity branches are co-located with Vehicle Finance branches



Employees include 170 professionals (CA,CS, ICWA, Lawyers and engineers) and 415 MBAs as on Mar-13

8,814 Man-days of training during 2012-13

- Strengthen our Core
- Focus on technology, people and process
- Encourage Innovation
- Invest in People
- Identify potential growth avenues

Financial – Highlights

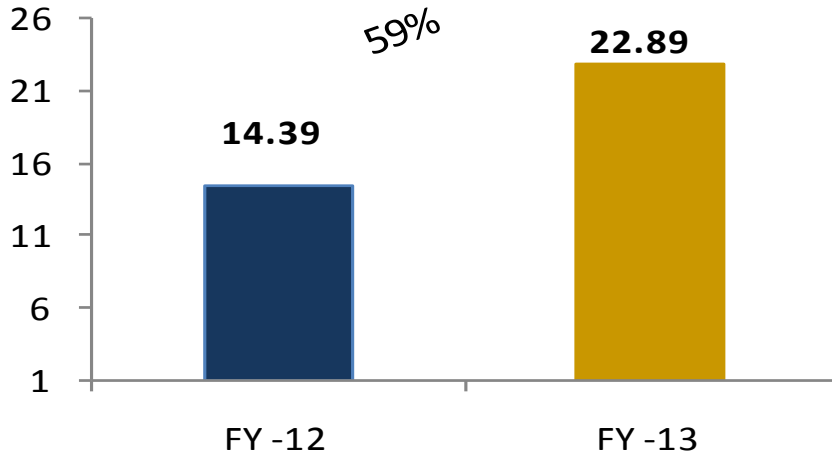
Rs in Cr.

Profit & Loss Account	Mar-13	Mar-12	Growth %
Income	2,556	1,788	43%
Finance Costs	(1,411)	(988)	43%
Operating Expenses	(570)	(437)	30%
Provision & Loan Losses	(124)	(40)	213%
Profit Before Exceptional Items	451	324	39%
Exceptional Items	-	(33)	
Profit Before Tax	451	290	55%
Taxes	144	118	23%
Profit After Tax	307	173	78%

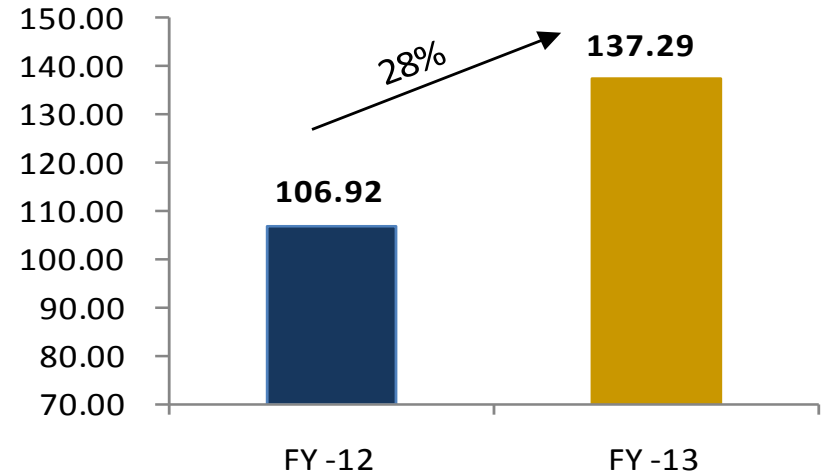
Balance Sheet	Mar-13	Mar-12	Growth %
Business Assets	16,627	12,330	35%
Other Assets	1,557	1,100	42%
Total	18,184	13,430	35%
Networth	1,965	1,417	39%
Borrowings	15,289	11,444	34%
Other Liabilities	930	569	63%
Total	18,184	13,430	35%
Off - Balance Sheet Assets	2,529	1,221	107%
Total Assets under Management	20,713	14,651	41%

Key Highlights – Shareholders

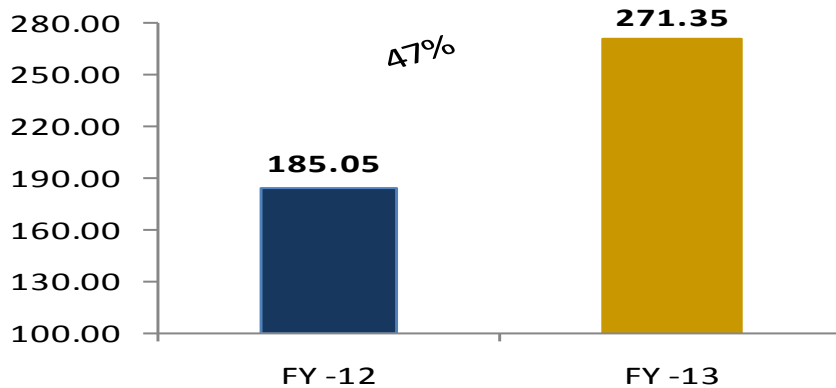
Earning Per Share in Rs.



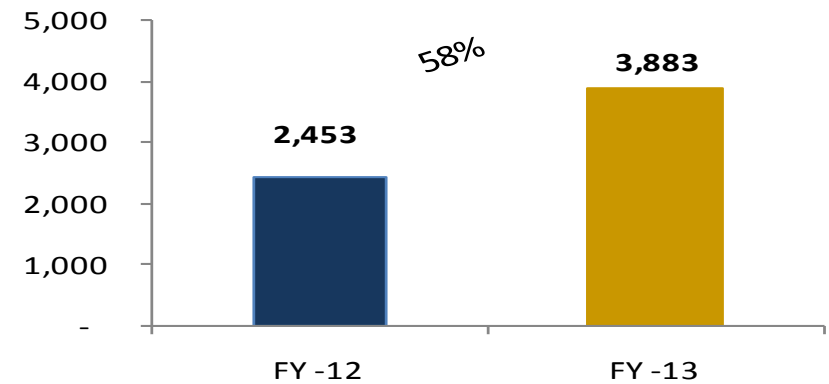
Book Value Per Share in Rs.



Market Price Per Share in Rs.



Market Capitalisation in Cr.



Share price and market capitalisation is based on share price as on 31st March 13 and 31st March `12

Business Lines

Asset Class	Description	Assets ¹ as at March 31st, 2013	
		Managed ²	Own
Vehicle Finance (Financing since 1990)	<ul style="list-style-type: none"> Vehicle financing for NEW and USED HCVs, LCVs, SCVs, MLCVs, MUVs, Tractors and Cars 	14,369 (76%)	11,991 (73%)
Home Equity (Financing since 2005)	<ul style="list-style-type: none"> Loans against residential property to self employed individuals 	4,337 (23%)	4,186 (25%)
Others	<ul style="list-style-type: none"> Business Finance Funding, Gold Loans and Home Loans 	293 (1%)	293 (2%)
Total		18,999	16,470

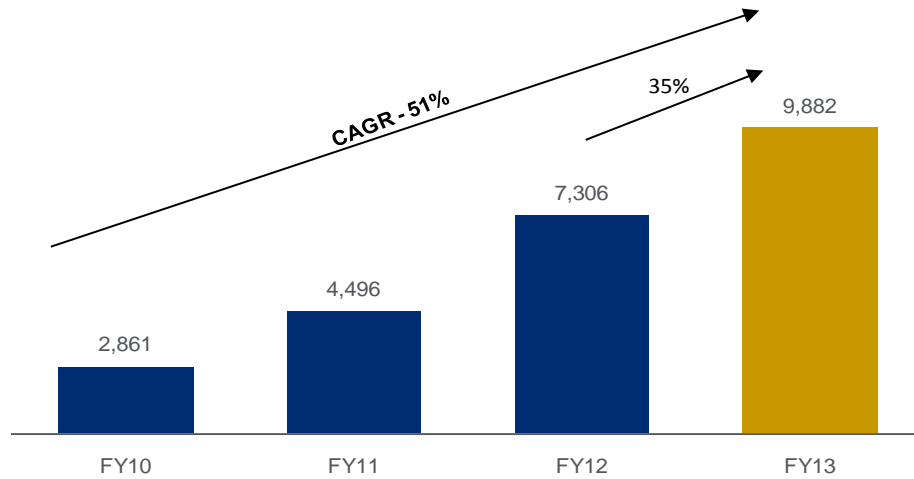
1. Assets are net of provisions.

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

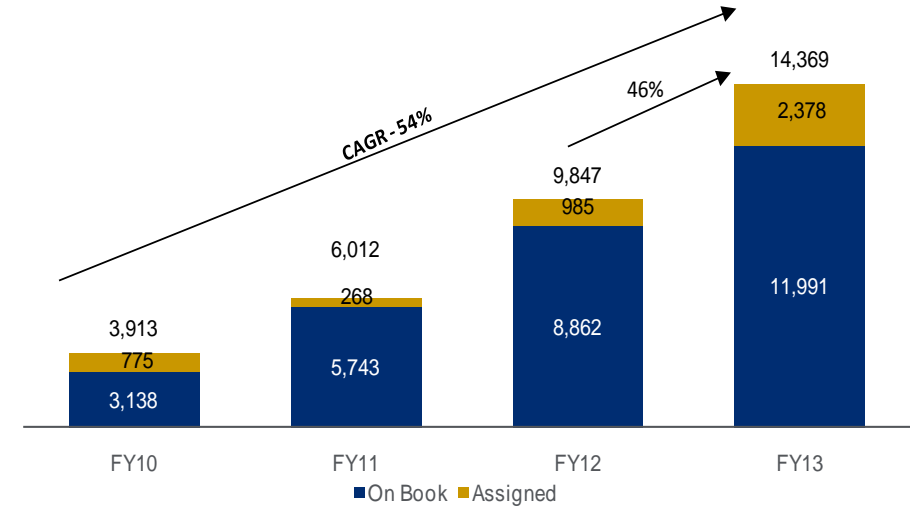
Key Highlights – Vehicle Finance

Rs in Cr.

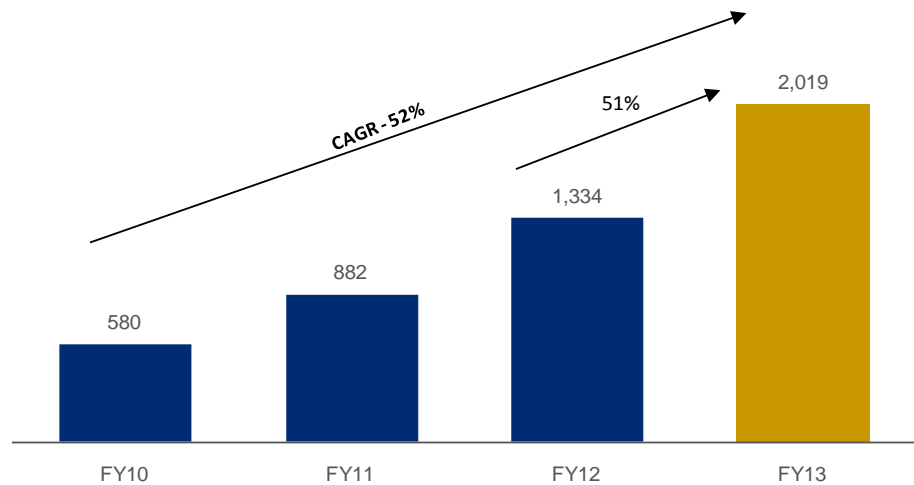
Disbursements



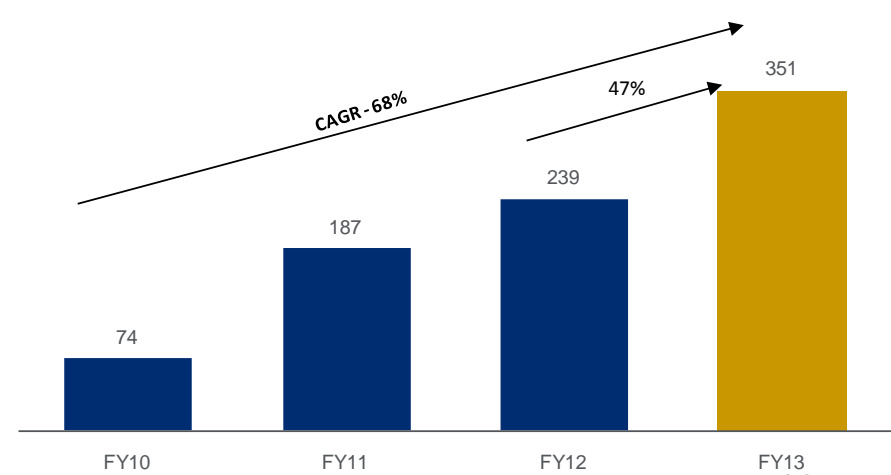
AUM



Income



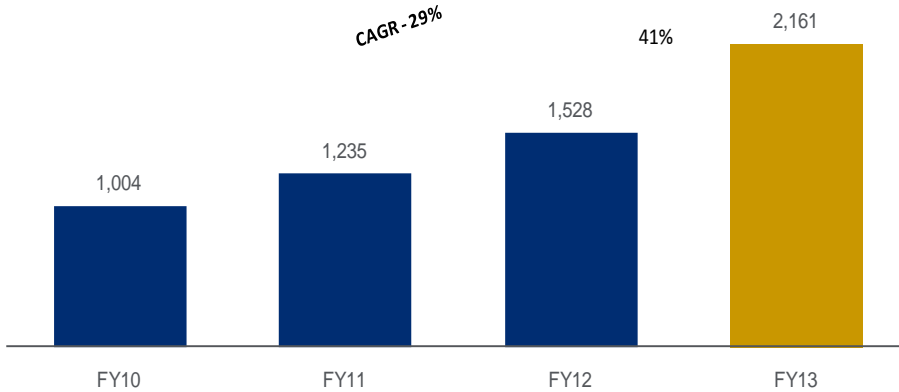
Profit Before Tax



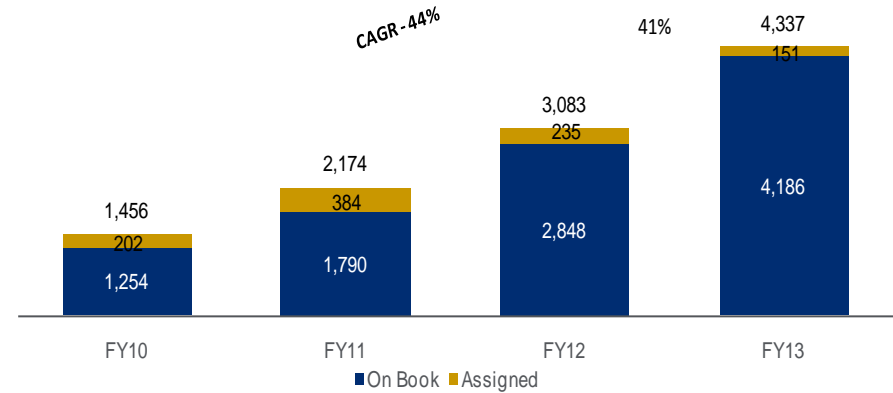
Key Highlights – Home Equity

Rs in Cr.

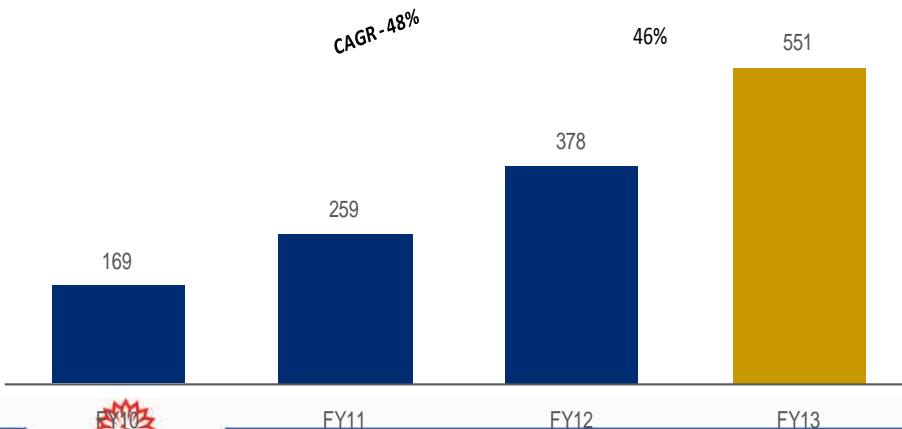
Disbursements



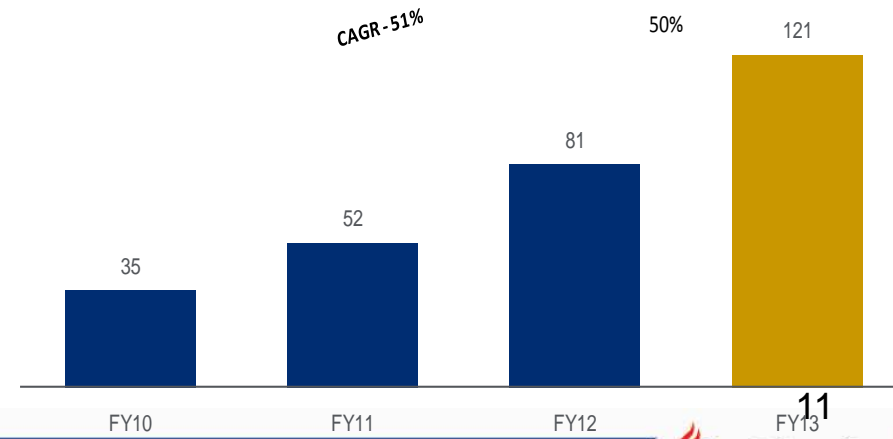
AUM



Income



Profit Before Tax



Rs in Cr.

Profit & Loss Account	Mar-13	Mar-12	Growth %
Income	2,572	1,806	42%
Finance Costs	(1,410)	(990)	42%
Operating Expenses	(586)	(457)	28%
Provision & Loan Losses	(123)	(100)	24%
Profit Before Exceptional Items	452	259	74%
Exceptional Items	-	30	
Profit Before Tax	452	289	56%
Taxes	144	120	20%
Profit After Tax	308	169	82%

Balance Sheet	Mar-13	Mar-12	Growth %
Business Assets	16,694	12,399	35%
Other Assets	1,535	1,098	40%
Total	18,229	13,497	35%
Networth	1,953	1,404	39%
Borrowings	15,269	11,444	33%
Other Liabilities	1,007	649	55%
Total	18,229	13,497	35%

Financial Results – Q -1 of FY 14

Q – 1 – Financial Results

Particulars	Q – 1 – FY 13	Q – 1 – FY 14	Growth
Disbursements in Cr.	2535	3278	29%
Profit Before Tax in Cr.	102.89	138.13	34%
Profit After Tax in Cr.	69.65	91.18	31%
ROTA – PBT / Avg Assets - %	3.10%	3.08%	
Capital Adequacy Ratio - %	18.41%	17.84%	
Investor Related Ratios :			
Annualised Earning Per Share in Rs.	21.06	25.55	21%
Market Price Per Share in Rs.	171.10	240.01	40%
Market Capitalisation in Cr.	2268	3436	51%

Share price and market capitalisation is based on share price as on 30th June 2013

Thank You