

Cholamandalam Investment and Finance Company Limited "Financing your Assets...since 1978"

Corporate Presentation – September 2014





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Corporate Overview







Company's Highlights



Positioning

 Established in 1978, one of India's leading NBFC's, focused in the rural and semi-urban sector with a market capitalisation of INR 71bn¹

2 Exceptional Lineage

A part of the INR 243 bn
 Murugappa Group – founded in
 1900, one of India's leading
 business conglomerates with 28
 businesses including 10 listed
 companies and workforce of 32000
 employees

6 Management

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



Robust Sector Growth

 Presence across vehicle finance, business finance, home equity loans, stock broking and distribution of financial products

5

Robust Operating Profile

- Total Assets under Management of INR 273 bn as of Sep 2014 with Net NPA of 1.4% and a healthy RoA of 1.8%
- Operating income CAGR of 35% over FY12-14



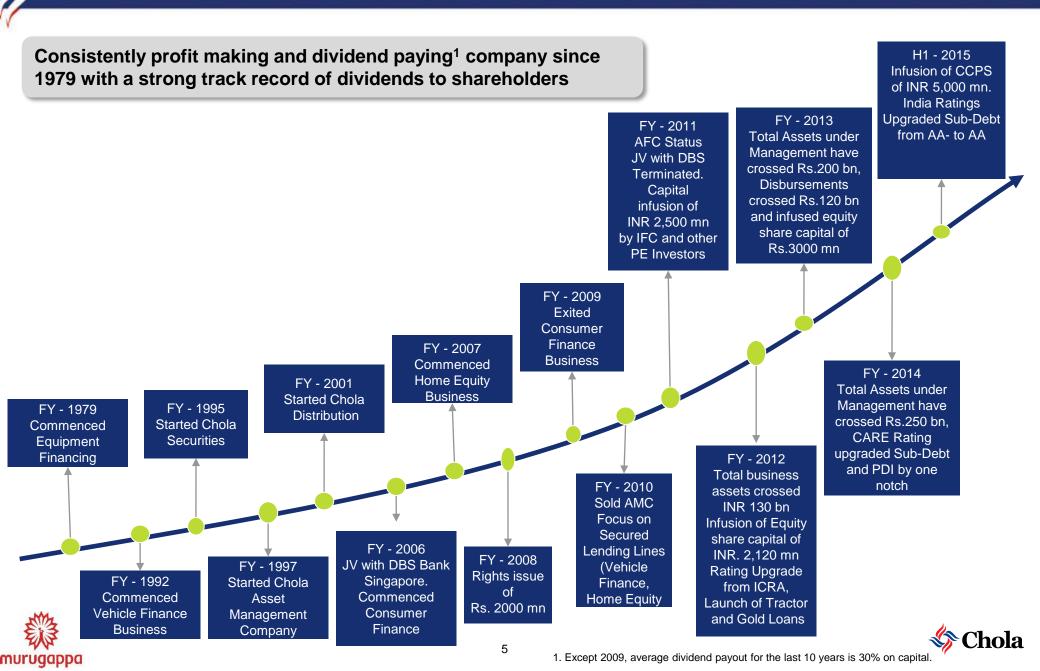
Diversified Footprint

- Operates from 579 branches across 23 states and 90% presence across Tier II and III towns
- One of the leading NBFCs in rural / semi urban areas





Journey So Far ...





Major Companies – Murugappa Group

Company Name	Market Capitalization	Description
Coromandel	• INR 87,266 mn (US\$1,416 mn)	Coromandel International Limited is the leading phosphatic fertilizer company in India, with a production capacity 2.9 mn tonnes of phosphatic fertilizers
Chola	• INR 71,376 mn (US\$1,158 mn)	 Cholamandalam Investment and Finance Company Limited is a Non Banking Finance Company and one of the leading financial provider for vehicle finance, business finance, home equity loans, stock broking & distribution of financial products
INDIA	• INR 61,103mn (US\$992 mn)	Tube Investments of India Limited offers wide range of engineering products such as, Steel tubes, chains, car door frames, etc. apart from e-scooters, fitness equipment and cycles
PARRYS	• INR 40,314 mn (US\$654 mn)	EID Parry (India) Limited offers wide range of agro products such as sugar, microalgal health supplements and bio products, with a capacity to crush 32,500 tones of cane per day (TCD)
CUMI	• INR 37,359mn (US\$606 mn)	Carborundum Universal Limited is a pioneer in coated and bonded abrasives, super refractories, electro minerals and industrial ceramics. The Company currently has presence in Australia, South Africa, Russia, Canada and Middle East.
Chola MS GENERAL INSURANCE	Unlisted	Cholamandalam MS General Insurance Company Limited is a JV of Murugappa Group with Mitsui Sumitomo Insurance Group of Japan, (5 th largest insurer across the globe)

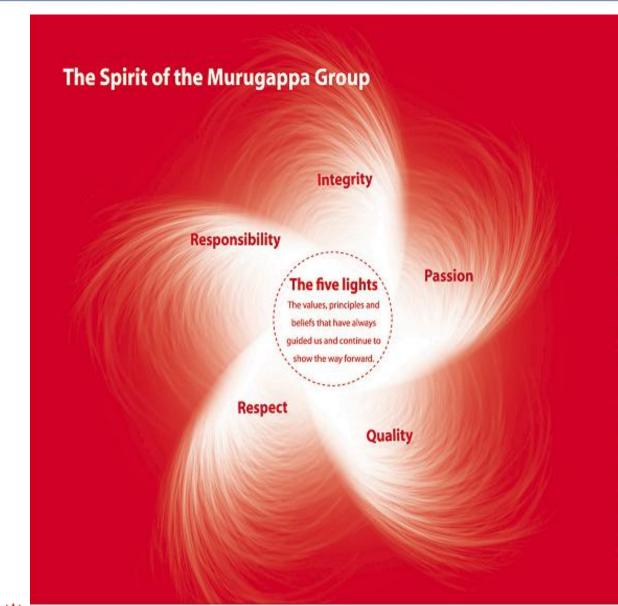
Note: Market data as on Sep 30, 2014. Source: BSE Sensex and Conversion Rate of 1USD = Rs.61.6135 as on Sep 30, 2014 Source; RBI





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Strong Corporate Governance



INTEGRITY

We value professional and personal integrity above all else. We achieve our goals by being honest and straightforward with all our stakeholders. We earn trust with every action, every minute of every day.

PASSION

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

QUALITY

We take ownership of our work. We unfailingly meet high standards of quality in both what we do and the way we do it. We take pride in excellence.

RESPECT

We respect the dignity of every individual. We are open and transparent with each other. We inspire and enable people to achieve high standards and challenging goals. We provide everyone equal opportunities to progress and grow.

RESPONSIBILITY

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



Management – Board Level



Mr. MBN Rao - Chairman

- Over 41 years of varied experience in the entire gamut of banking, finance, economics, technology, human resource, marketing, treasury and administration
- Former Chairman and Managing Director of Canara Bank and Indian Bank
- He is a graduate in agriculture, an associate of the Chartered Institute of Bankers, London, Certified Associate of the Indian Institute of Banking and Finance.
- He is on the boards of various companies including EID Parry India Limited and Madras Cements Ltd.
- He also served as a member of various committees constituted by RBI, Ministry of Finance Government of India, SEBI and National Institute
 of Bank Management



Mr. N Srinivasan, Vice Chairman and Mentor Director

- He has over 30 years of experience in the areas of corporate finance, legal, projects and general management
- He is a director on the boards of Tube Investments of India Ltd., Cholamandalam MS General Insurance Company Ltd. and certain other Murugappa Group companies
- He is a member of the Institute of Chartered Accountants of India and the Institute of Company Secretaries of India



Mr. Vellayan Subbiah, Managing Director

- He was the Managing Director of Laser words, Chennai between January 2007 and August 2010
- He is a director on the boards of SRF Ltd and certain other Murugappa Group Companies.
- His professional experience includes 6 years at McKinsey and Company, Chicago and associations with 24/7 Customer Inc. Las Gatos and The Carlyle Group, San Francisco
- He holds a degree of Bachelor of Technology in Civil Engineering from IIT Madras and a Masters in Business Administration from the University of Michigan



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Mr. L. Ram Kumar - Non - Executive Director

- He is a Cost Accountant and a MBA from IIM, Ahmedabad.
- He is the Managing Director of Tube Investments of India Ltd.
- He has a varied experience in developing long term strategies, restructuring, setting up green field projects and building a customer oriented organization.



Management – Board Level



Mr. Indresh Narain - Non - Executive Director

- He is a banker with wide experience at regional and head office level in personal and corporate banking, wealth management, currency markets, asset recovery, corporate finance and human resources
- He retired as Head of Compliance & Legal, HSBC India
- He was a member of the Assets & Liabilities Committee (ALCO), the Apex Management Committee, Corporate Governance and Audit committee of HSBC, India
- He is a director on the boards of Dhanuka Agritech Ltd and PineBridge Investments Trustee Company (India) Pvt Ltd. and in the board of governors of Indian Public Schools Society.



Mr. Nalin Mansukhlal Shah - Non - Executive Director

- He is a member of the Institute of Chartered Accountants in England & Wales
- He was the Audit partner in S.B.Billimoria & Co, (affiliate of Deloitte Haskins & Sells), and served as a member of various prestigious committees including Accounting Standard Board, of the Institute of Chartered Accountants of India and a member of the Institute's Expert Advisory Committee, Technical Reviewer for the Financial Reporting Board of the Institute.
- He was a member Corporate Laws Committee of Bombay Chamber of Commerce and Industry.
- He has a varied experience in PSUs, Financial Services and banking industry from his audit background.
- He is a director of Eimco-Elecon (India) Ltd., Artson Engineering Ltd. (a subsidiary of Tata Projects Ltd.) and Development Credit Bank Ltd.



Mr. V. Srinivasa Rangan - Non - Executive Director

- He is a graduate in Commerce, Grad. Cost and Works Accountants of India and an Associate member of the Institute of Chartered Accountants of India
- He is an Executive Director at HDFC Ltd and has been associated with the company since 1986. He is Director on the Boards of Hindustan Oil Exploration Company Ltd and several other companies in HDFC Group.
- He was conferred the "Best CFO in the Financial Sector for 2010" by "The Institute of Chartered Accountants of India".



Ms. L. Bharati Rao - Non - Executive Director

- She is a post graduate in Economics and Certified Associate of the Indian Institute of Banking & Finance.
- She joined SBI in 1972 and has handled several roles in the bank including project finance, foreign officers and credit and risk management.
- She was Deputy Managing Director holding concurrent charge of SBI's few Associate Banks and Non-Banking subsidiaries and an advisor for mergers and acquisitions.
- She is on the Boards of various companies including Vijaya Bank, SBI Captial Markets Ltd., SBICAP Ventures Ltd., SBICAP Securities Ltd., SBI Global Factors Limited and Suzlon Energy Ltd.

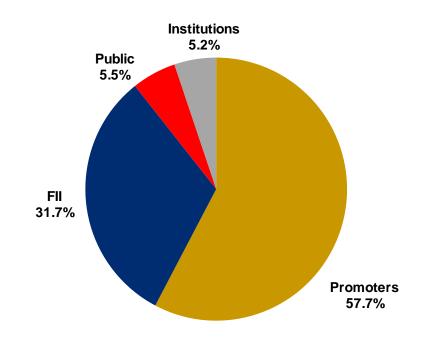
Corporate Overview

Business Segments Overview

Asset Class	Description	Assets* as on Sep 30th, 2014		
		Managed#	Own	
	• Vahiala financing for	(INR in mn)		
Vehicle Finance (Financing since 1990)	Vehicle financing for NEW and USED HCVs, LCVs, SCVs, MLCVs, MUVs, Tractors and Cars	174,678 (71.4%)	152,264 (71.8%)	
Home Equity (Financing since 2005)	 Loans against residential property to self employed individuals 	64,864 (26.5%)	54,781 (25.8%)	
Others	 Business Finance Funding, MSME, Gold Loans and Home Loans 	5,143 (2.1%)	5,143 (2.4%)	
	244,685	212,188		

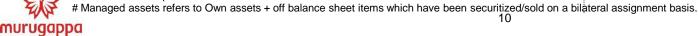
Shareholding Pattern

(as of Sep 2014)



Promoters share holding of 57.7% includes Tube Investments – 50.3%, Ambadi Enterprises – 5.0% and Others -2.4%

^{*} Assets are net of provisions.

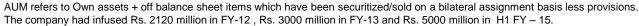




Corporate Overview

Summary Financials

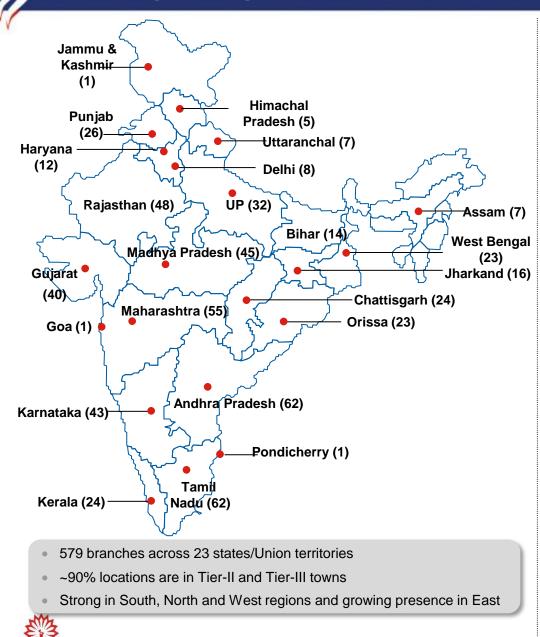
	FY12	FY13	FY14	H1 FY14	H1 FY15	YoY
Disbursements (INR mn)						Growth
Vehicle Finance	73,064	98,820	1,01,281	47,463	45,088	-5%
Home Equity	15,281	21,612	28,097	13,366	14,324	7%
Gold	541	591	-	-	618	
MSME	_	132	1,371	105	1,747	
Home Loans	_	28	393	124	391	215%
Total	88,886	1,21,183	1,31,142	61,058	62,168	2%
AUM (INR mn)						
On Book	1,22,492	1,64,695	1,91,661	1,91,558	2,12,188	11%
Assigned	12,208	25,287	40,874	17,516	32,497	86%
Total	1,34,700	1,89,981	2,32,534	2,09,074	2,44,685	17%
Networth (INR mn)						
Share Capital	1,326	1,432	1,433	1,432	6,436	349%
Reserves and Surplus	12,847	18,216	21,514	19,365	23,440	21%
Total	14,173	19,648	22,947	20,797	29,876	44%
Net Income (INR mn)						
PAT	1,725	3,065	3,640	1,811	1,882	4%
Net Income Margin	7.4%	7.6%	7.7%	7.7%	7.6%	
Ratios						
Expense Ratio	4.1%	3.8%	3.4%	3.4%	3.4%	
Losses and Provisions	0.4%	0.8%	1.5%	1.4%	1.6%	
ROTA (PBT)	2.7%	3.0%	2.8%	2.9%	2.7%	
Investor Ratios						
Earnings Per share (Rs)	14.4	22.9	25.4	25.2	26.2	4%
Book value per share (Rs)	106.9	137.3	160.3	151.6	191.7	26%
Market price per share (Rs)	185.1	271.4	288.1	224.5	497.2	122%
Market capitalisation (In Mn)	24,529	38,832	41,253	32,131	71,376	122%



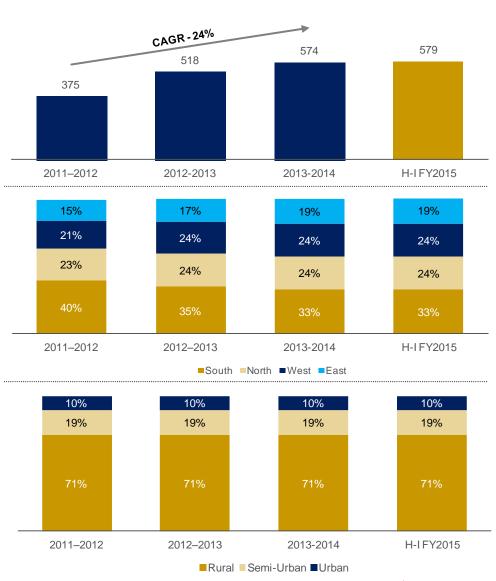
Market price and Market Capitalisation based on share price as on 30th Sep 2014



Strong Geographical Presence

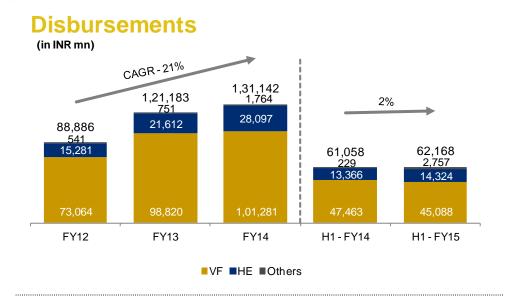


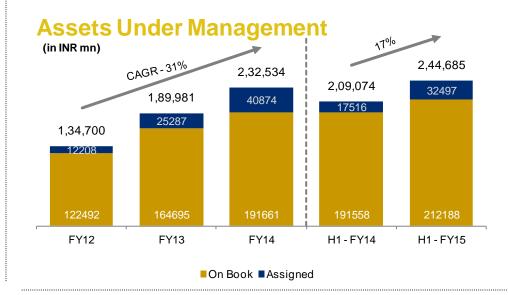
Rapid Growth in Branch Network

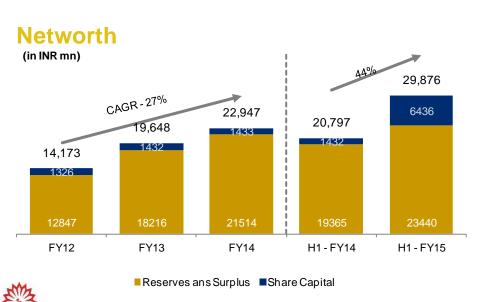


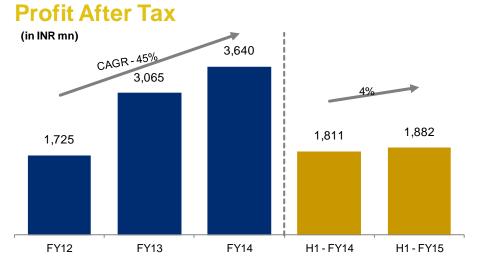


Chola | Financial Summary









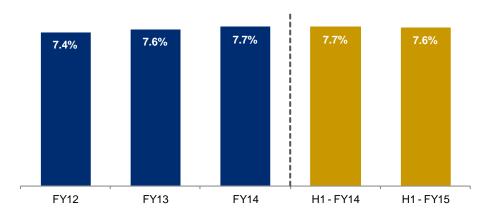


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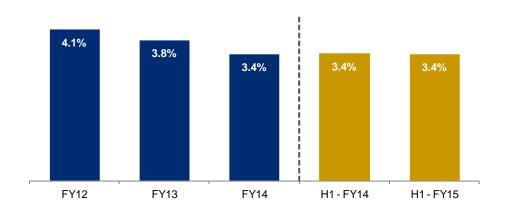
Chola | Financial Summary (Cont'd)

Net Income Margin (A)

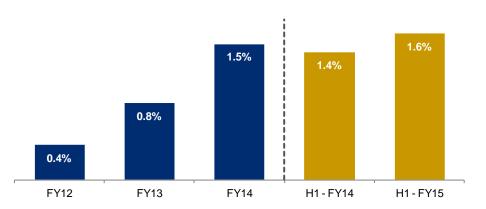
(Operating Income - Finance Charges)



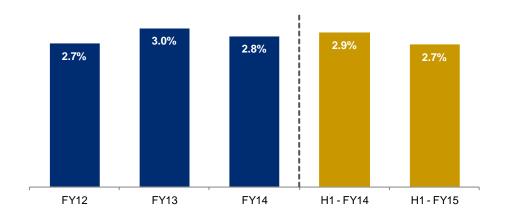
Expense Ratio (B)



Losses and Provisions (C)



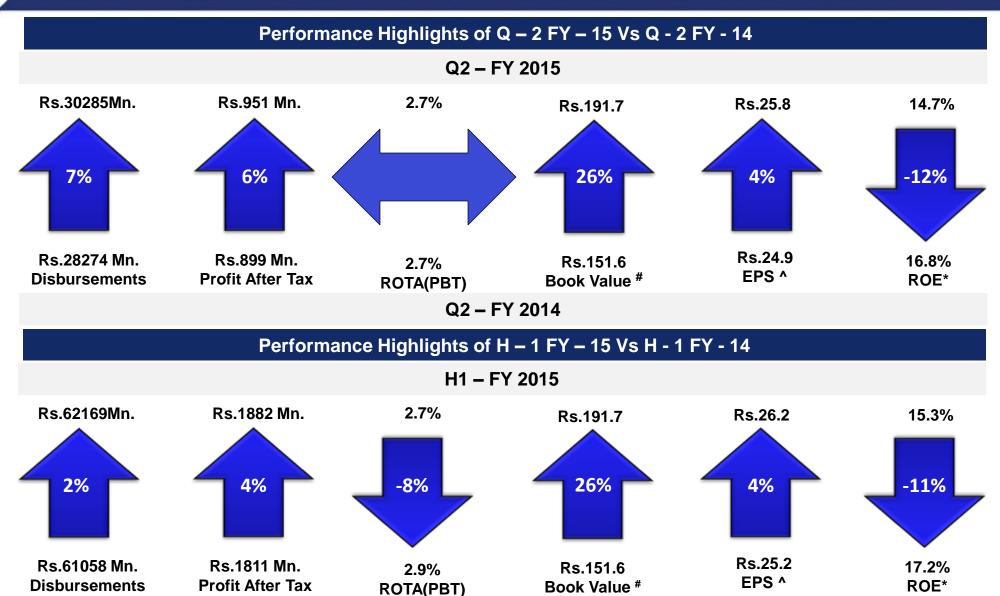
ROTA(PBT)(D) = (A) - (B) - (C)





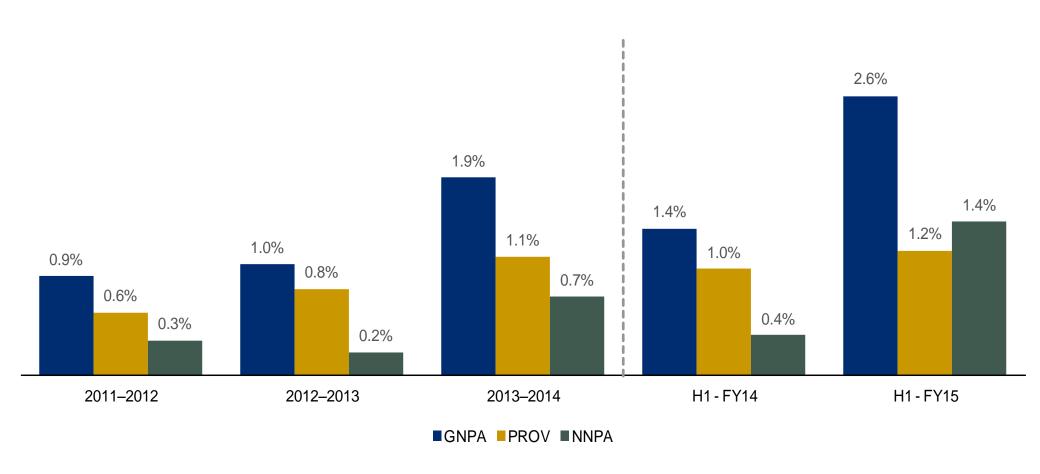


Q1 & YTD Sep-14 - Update



H1 - FY 2014

Portfolio Performance



Company applies provisioning rates which are higher than RBI stipulated rates. As on 30th Sept 2014, If RBI rates are applied the provision % would be 0.7% against which the company carries a provision of 1.2%.





Update: H1 FY 2015

AFC Status

Asset Finance Company status retained

Rating

India Ratings has upgraded our subordinated debt from IND AA- (ind) to IND AA(ind)

PAT

PAT has increased by 4% compared to H1 FY 2014

Infusion

Infusion of Compulsorily Convertible Preference Share Capital of INR 5,000 mn

Disbursements

Disbursements for H1 FY 2015 - Rs.621 bn.

Branch Expansion

Expanded presence to 579 branches from 574 in Mar 14

RoE

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Return on equity 15.3% in H1 FY -15 compared to 17.2% in H1 FY -14 (lower due to Capital Infusion)





Business Overview











Vehicle Finance

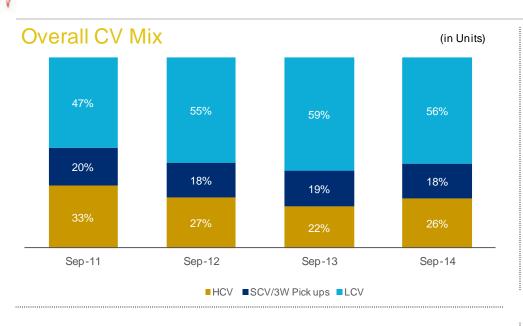


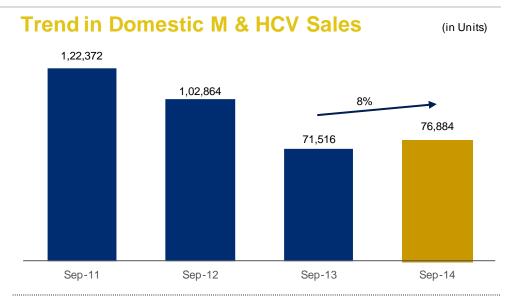




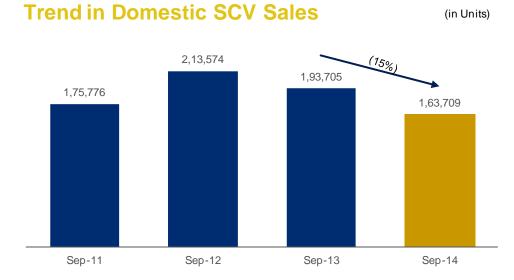


Vehicle Finance | Industry





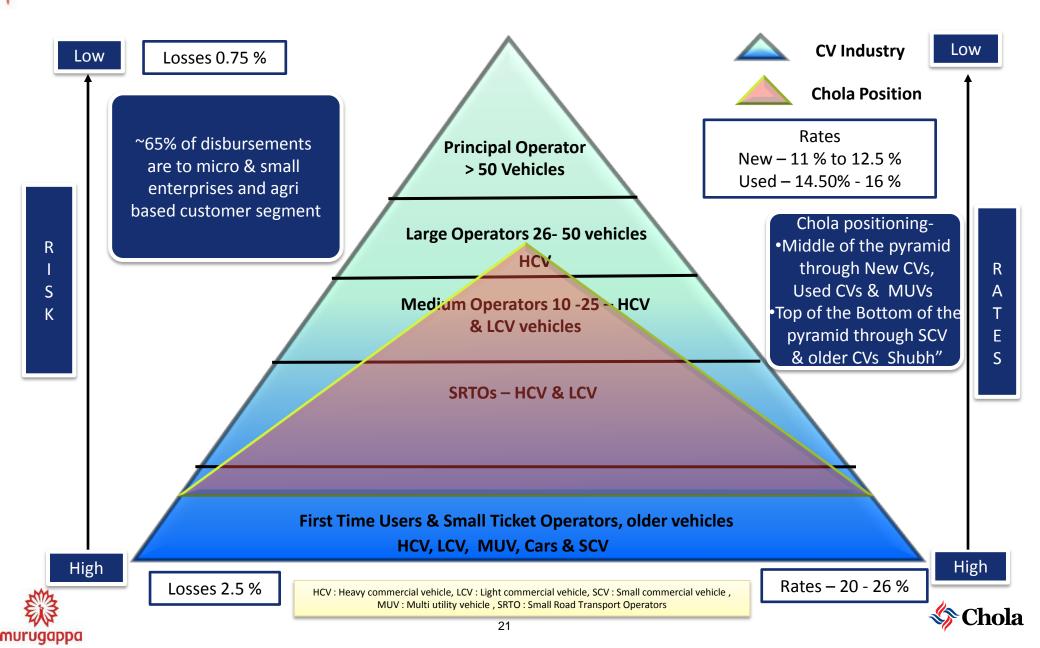








Vehicle Finance – Business Model & Positioning



Vehicle Finance | Key Differentiators











Quicker Turn Around Time – (TAT)

Reputation as a long term and stable player in the market

Strong dealer and manufacturer relationship

Good penetration in Tier II and Tier III towns

In house sales and collection team which is highly experienced and stable

Low employee turnover

Good internal control processes

Customized products offered for our target customers

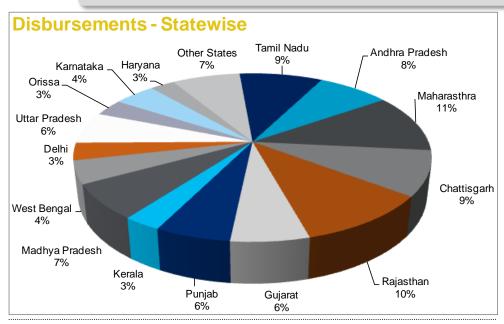
Strong collection management

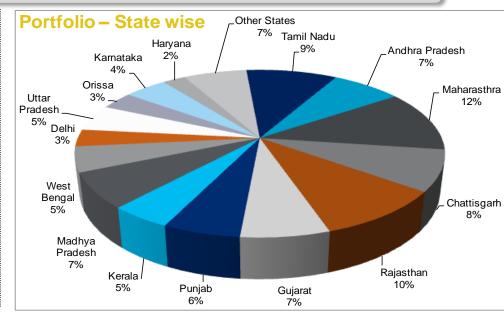


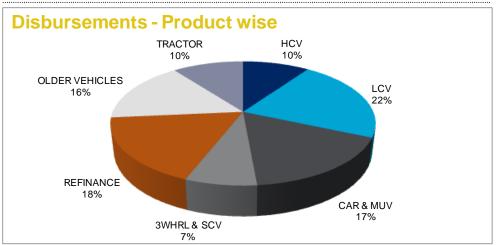


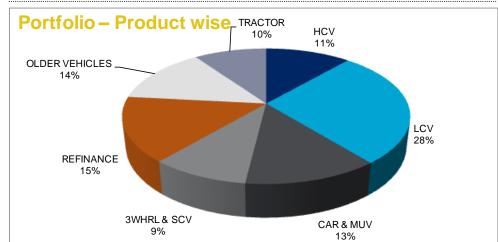
Vehicle Finance | Disbursement / Portfolio Mix – YTD Sep-14

Well diversified across geography & product segments







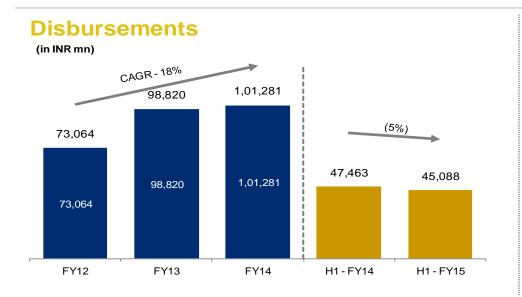


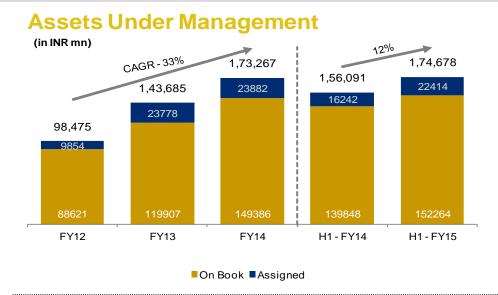


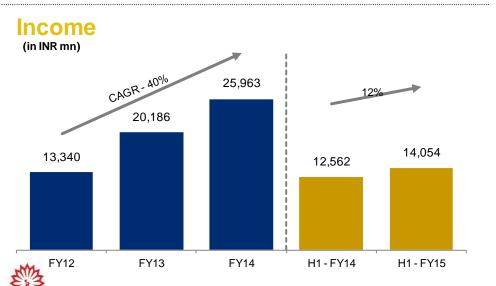


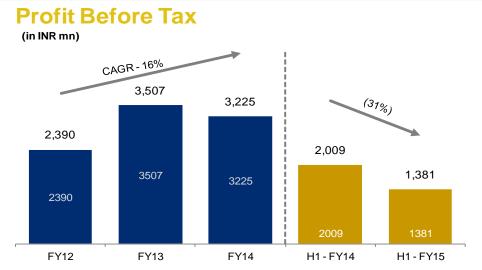
Vehicle Finance | Financial Summary

Maintaining a healthy growth in income and AUM while coping with a sustained slowdown in the CV segment









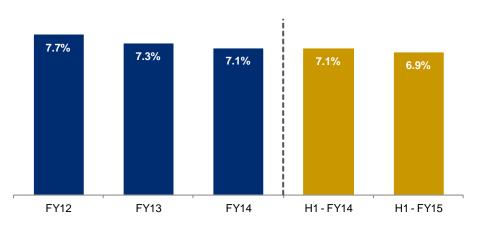


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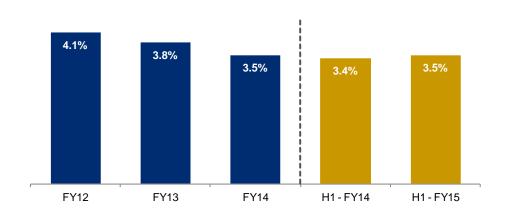
Vehicle Finance | Financial Summary (Cont'd)

Net Income Margin (A)

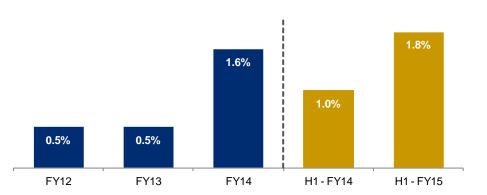
(Operating Income - Finance Charges)



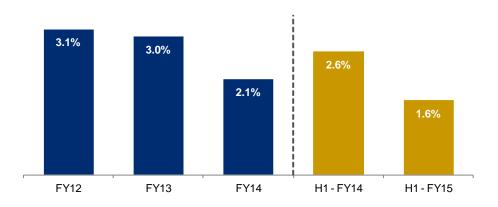
Expense Ratio (B)



Losses and Provisions (C)



ROTA(PBT)(D) = (A) - (B) - (C)











Home Equity









Home Equity | Overview



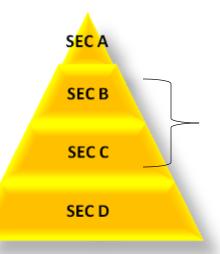
Asset Class

- Self Occupied Residential Property
- Long tenor loans serviced across 75 locations PAN India



Major Players

- ICICI Bank
- HDFC Bank
- Bajaj Finance
- PSU Banks



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Customer Segment

- Clear focus on the middle socio economic class of B & C
- Self Employed individual constitutes the customer base
- Focus further refined to Self Employed non professional in such segments



Home Equity | Key Differentiators

Process Differentiator

- One of the best turnaround times in the industry
- Personalized service to customers through direct interaction with each customer



Pricing

- Pricing to maintain net interest margin
- Recover business origination and credit cost from upfront Fee Income
- Generate surplus fee income
- Effective cost management

Underwriting Strategy

- Personal visit by credit manager on every case
- Assess both collateral and repayment capacity to ensure credit quality



Structure

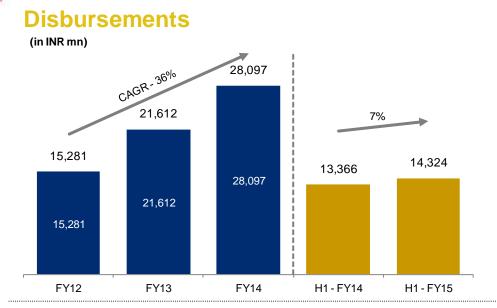
- Separate verticals for sales, credit & collections
- Convergence of verticals at very senior levels
- Each vertical has independent targets vis-à-vis their functions

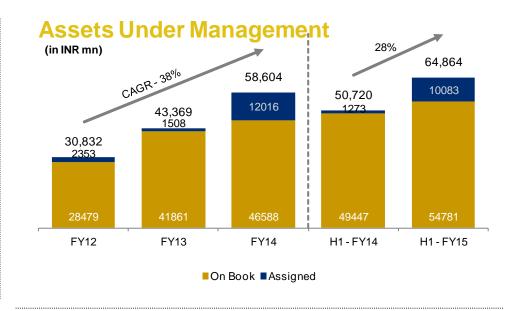


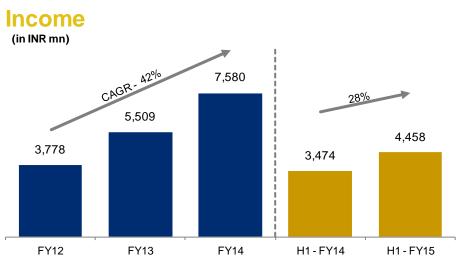


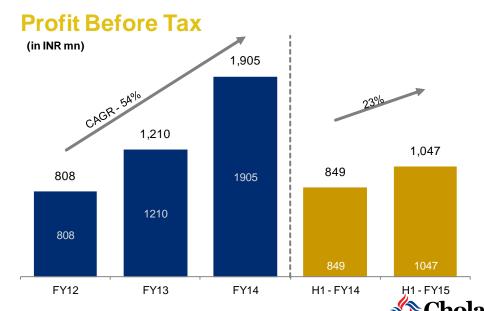


Home Equity | Financial Summary





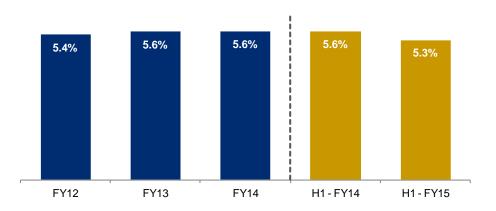




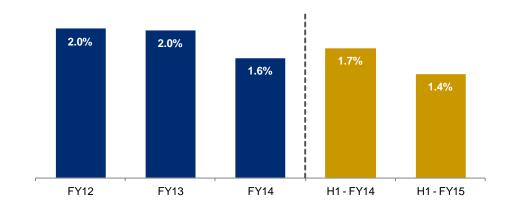
Home Equity | Financial Summary (Cont'd)

Net Income Margin (A)

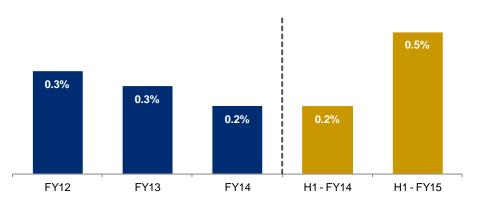
(Operating Income - Finance Charges)



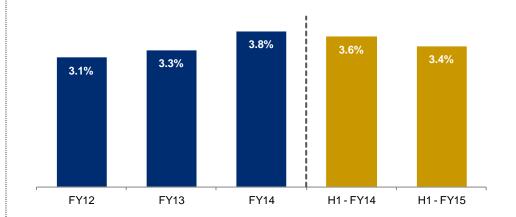
Expense Ratio (B)



Losses and Provisions (C)



ROTA(PBT)(D) = (A) - (B) - (C)









Funding Profile

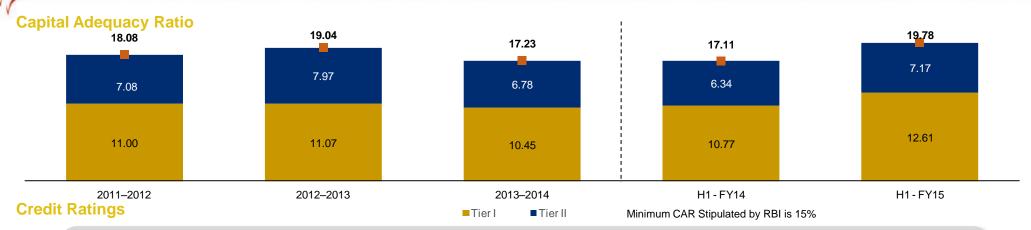








CAR, Credit Rating and ALM Statement



- Credit Ratings
 - The Company carries a credit rating of [ICRA] A1+ and [CRISIL] A1+ for Short Term Instruments
 - For long term instruments (NCD's) rated with [ICRA] AA / Stable and CARE AA
 - For Subordinated debt, the Company is rated with [ICRA] AA / Stable, India Ratings IND AA (ind) Stable and CARE AA
 - For Perpetual Debt, the Company is rated with [ICRA] AA / Stable and CARE AA-

ALM Statement as of September 2014

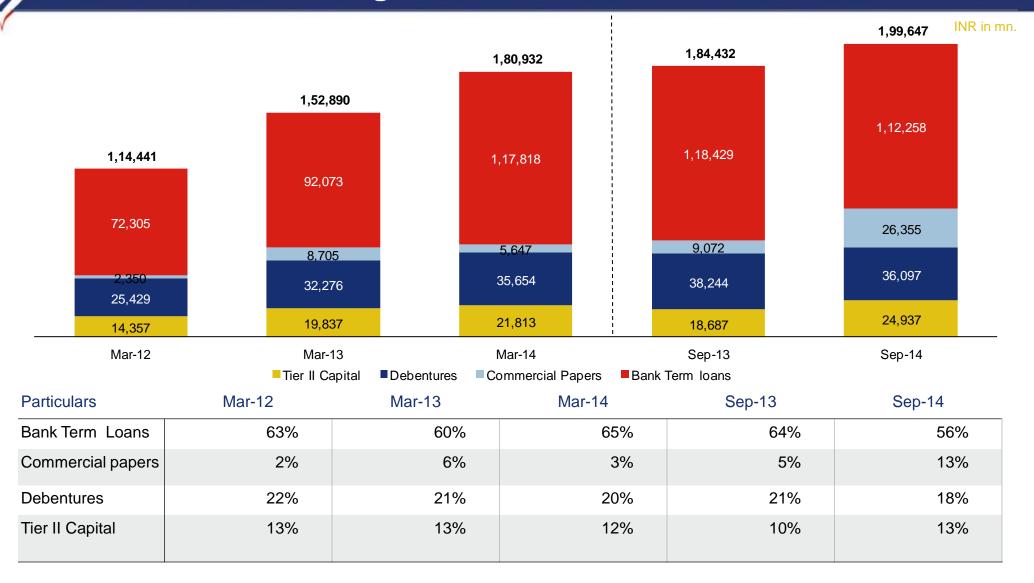
INR in Mn.

Time Buckets	Outflows	Inflows	Mismatch	Cum Mismatch	
1–14 Days	3,954	5,640	1,686	1,686	
15–30/31 Days	11,860	12,394	534	2,220	
Over 1–2 Months	7,445	8,185	740	2,960	
Over 2–3 Months	7,836	8,066	230	3,190	
Over 3–6 Months	19,997	20,544	547	3,737	
Over 6 Months to 1 Year	37,055	45,869	8,814	12,551	
Over 1–3 Years	88,634	83,571	(5,063)	7,488	
Over 3–5 Years	12,648	19,870	7,222	14,711	
Over 5 Years	48,162	33,452	(14,711)	-	
Total	2,37,591	2,37,591			





Diversified Borrowings Profile



- Consistent investment grade rating of debt instruments since inception
- Long term relationships with banks ensured continued lending
- A consortium of 23 banks with approved limits of 3JNR 34,850 mn







Business Enablers



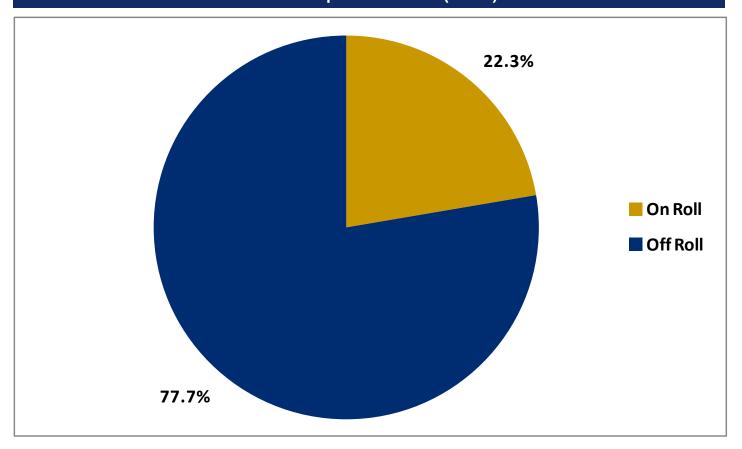






Human Resources





On roll employees includes 208 professionals (CA,CS, ICWA, Lawyers and engineers) and 484 MBAs





Technology

Overview:

 The company deploys a hybrid resource model that optimizes use of vendor platforms and resources and at the same time allows us to retain control over technology function

 Robust disaster recovery setup implemented for all our business critical applications.

Applications:

 Enterprise-wide business applications used across the company (Finnone, NLADS, My Fin, Oracle Financials – Central GL system interfaced to all the subsystems). Business applications are supported by Ideal Finance and other sub-systems

Applications (Cont'd)

- Solution for cross sell business/lead management initiatives through TeleSmart
 - Branch workflow automation through Flologic
 - CRM solution towards better customer service and lead management capability

Technology Optimization Initiatives

 Implementation of mobile application based solutions for improving productivity of sales and collections team





Risk Management

Risk Management Committee (RMC):

- RMC comprises Chairman, Vice-Chairman, an Independent Director and the Managing Director besides the senior management as members.
- Meets at least 4 times in a year and oversees the overall risk management frame work, the annual charter and implementation of various risk management initiatives.
- RMC minutes and risk management processes are shared with the Board on periodic basis

Risk Management:

- Established Risk Management Framework
- Comprehensive Risk registers have been prepared for all units identifying risks with mitigants and KRI triggers
- Institutionalized formal Risk reporting framework-top risks being reviewed by RMC (quarterly) and Sr. Management (monthly) to understand the level of risk and act upon suitably.
- Credit appraisal process includes detailed risk assessment of the borrowers. Post sanction monitoring helps to identify portfolio trends and implement necessary policy changes

Risk Management (contd..)

- ALCO meets every month to discuss treasury operations related risk exposures within the financial risk management framework of the Company
 - Operational risk is managed through comprehensive internal control and systems.
 - Robust Disaster Recovery Plan in place and is periodically tested.
 - Implemented a Business Continuity
 Framework to ensure the maintenance on recovery of operations when confronted with adverse events

Internal Control Systems (Cont'd)

- DOAs and SOPs for all business and functions are in place, Strong IT security system and Audit to ensure Information security
- In-house and independent internal audit team carry out comprehensive audit of HO &
- branches with a preapproved plan and audit schedule to evaluate the extent of SOP compliance to locate gaps
- An independent fraud control unit ensures robust mechanism of fraud control and detection supported by a disciplinary committee reporting to Audit Committee and Board







Financial Performance









Profit and Loss Account

INR in mn.

Particulars	31.03.2012 (FY12)	31.03.2013 (FY13)	31.03.2014 (FY14)	H 1 -FY 14	H 1 -FY 15
Disbursements	88,886	1,21,183	1,31,142	61,058	62,169
Operating Income	17,882	25,557	32,628	15,705	17,885
Finance Charges	9,882	14,110	17,711	8,468	9,745
Net Income Margin	8,000	11,447	14,918	7,238	8,140
Expenses	4,368	5,696	6,582	3,215	3,619
Loan Losses and Std Assets Prov	397	1,243	2,833	1,292	1,669
Profit Before Exceptional Items	3,236	4,508	5,502	2,731	2,851
Exceptional Items	335				
Profit Before Tax	2,901	4,508	5,502	2,731	2,851
Taxes	1,176	1,443	1,862	919	969
Profit After Tax	1,725	3,065	3,640	1,811	1,882
Key Ratios					
Over all NIM	7.4%	7.6%	7.7%	7.7%	7.6%
Optg Exp to Income	24.4%	22.3%	20.2%	20.5%	20.2%
ROTA-PBT	2.7%	3.0%	2.8%	2.9%	2.7%
ROTA-PAT	1.6%	2.0%	1.9%	1.9%	1.8%

Note: Exceptional Items for 2011–12 is on account of impairment provision created on investments made in Cholamandalam Factoring Limited, and Cholamandalam Securities Limited.





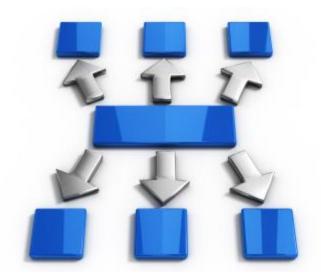
Balance Sheet

murugappa

INR in mn.

			THE CONTRACTOR OF THE CONTRACT	
Mar-12	Mar-13	Mar-14	Sep-13	Sep-14
14,173	19,648	22,947	21,698	29,878
72,269	84,354	99,761	1,03,182	1,19,658
47,861	77,847	92,760	90,827	91,326
1,34,303	1,81,848	2,15,468	2,15,707	2,40,863
532	707	729	701	717
577	744	661	640	626
511	689	1,296	1,075	1,562
83,429	1,14,736	1,30,790	1,31,632	1,43,371
4,096	5,116	6,839	4,055	5,495
89,145	1,21,991	1,40,316	1,38,103	1,51,771
40	1,501	163	128	127
2,584	3,890	8,008	9,869	9,514
39,870	51,523	63,491	62,038	71,737
2,664	2,943	3,490	5,570	7,713
45,158	59,857	75,152	77,605	89,092
1,34,303	1,81,848	2,15,468	2,15,707	2,40,863
12,208	25,287	40,874	17,516	32,497
1,46,510	2,07,135	2,56,342	2,33,223	2,73,360
	14,173 72,269 47,861 1,34,303 532 577 511 83,429 4,096 89,145 40 2,584 39,870 2,664 45,158 1,34,303 12,208	14,173 19,648 72,269 84,354 47,861 77,847 1,34,303 1,81,848 532 707 577 744 511 689 83,429 1,14,736 4,096 5,116 89,145 1,21,991 40 1,501 2,584 3,890 39,870 51,523 2,664 2,943 45,158 59,857 1,34,303 1,81,848 12,208 25,287	14,173 19,648 22,947 72,269 84,354 99,761 47,861 77,847 92,760 1,34,303 1,81,848 2,15,468 532 707 729 577 744 661 511 689 1,296 83,429 1,14,736 1,30,790 4,096 5,116 6,839 89,145 1,21,991 1,40,316 40 1,501 163 2,584 3,890 8,008 39,870 51,523 63,491 2,664 2,943 3,490 45,158 59,857 75,152 1,34,303 1,81,848 2,15,468 12,208 25,287 40,874	14,173 19,648 22,947 21,698 72,269 84,354 99,761 1,03,182 47,861 77,847 92,760 90,827 1,34,303 1,81,848 2,15,468 2,15,707 532 707 729 701 577 744 661 640 511 689 1,296 1,075 83,429 1,14,736 1,30,790 1,31,632 4,096 5,116 6,839 4,055 89,145 1,21,991 1,40,316 1,38,103 40 1,501 163 128 2,584 3,890 8,008 9,869 39,870 51,523 63,491 62,038 2,664 2,943 3,490 5,570 45,158 59,857 75,152 77,605 1,34,303 1,81,848 2,15,468 2,15,707 12,208 25,287 40,874 17,516





Wealth Management



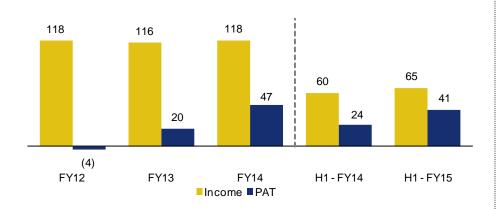




Wealth Management

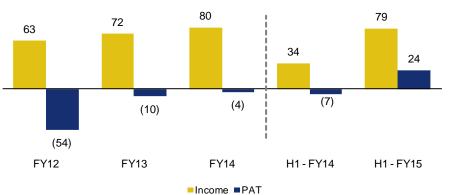
Cholamandalam Distribution Services

Income and PAT—INR in mn.



Cholamandalam Securities

Income and PAT—INR in mn.



- Wealth management services for mass affluent and affluent customer segments.
- Retail Distribution of a wide range of products Investments, Life Insurance, General Insurance, Home loan & mortgage products.
- Has national presence, with 9 offices across the country

- Broking services to HNIs and Institutional Investors
- Presence across 11 metro's and mini metro's





Contact Us

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Thank You



