

Cholamandalam Investment and Finance Company (CIFIC IN)

Q4FY26 Result Update

May 04, 2026

 Estimate Change | Target | Reco.

Change in Estimates

	Current		Previous	
	FY27E	FY28E	FY27E	FY28E
Rating	BUY		BUY	
Target Price	1,950		1,800	
NII (INR. mn)	170,625	206,723	171,483	204,947
% Chng.	(0.5)	0.9		
PPoP (INR mn)	129,548	156,336	124,761	149,595
% Chng.	3.8	4.5		
EPS (INR)	80.7	97.7	77.0	94.5
% Chng.	4.8	3.4		

Key Data

CHLA.NS | CIFIC IN

BSE Code	511243
NSE Code	CHOLAFIN
52-W High / Low	INR 1,831 / INR 1,299
Face Value	2
Sensex / Nifty	77,269 / 24,119
Market Cap	INR 1,397 bn / \$ 14,696 mn
Shares Outstanding	852.32 mn
3M Avg. Daily Value	INR 3,410.69 mn

Shareholding Pattern (%)

Promoters	49.25
FII's	24.87
Mutual Funds	14.98
Domestic Institutions	4.93
Public & Others	5.97
Promoter's Pledge (INR bn)	-

Stock Performance (%)

	1M	3M	6M	12M
Absolute	20.9	(5.7)	(6.1)	10.2
Relative	14.7	2.2	1.4	14.8

Key Financials - Standalone

Y/e Mar	FY25	FY26	FY27E	FY28E
NII (INR mn)	112,293	139,984	170,625	206,723
NIM (%)	6.9	7.0	7.0	7.0
PPoP (INR mn)	82,311	104,965	129,548	156,336
PAT (INR mn)	42,585	52,196	68,816	83,361
EPS (INR)	50.6	61.2	80.7	97.8
Gr. (%)	21.6	21.0	31.8	21.1
DPS (INR)	2.0	2.0	2.6	3.2
Yield (%)	0.1	0.1	0.2	0.2
RoAE (%)	19.7	19.3	20.5	20.5
RoAA (%)	2.4	2.3	2.5	2.6
P/BV (x)	5.8	4.6	3.8	3.1
P/ABV (x)	7.3	5.2	4.3	3.6
PE (x)	32.4	26.8	20.3	16.8
CAR (%)	19.8	19.2	19.0	19.0

Strong growth with improving asset quality

Quick Pointers

- Expect 22% AUM growth in FY27E with ramp-up in VF and new business loans
- NIM to be range-bound in FY27E
- Credit cost and opex to see improvement in FY27E

Q4 disbursements saw YoY growth of 25% with a pick-up across segments, resulting in AUM growth of 21% YoY. Factoring in sustained momentum, we build in AUM growth of ~22%/ 21% in FY27/ FY28E. We expect NIM (calc.) to be stable at ~7%, and higher incremental yield to compensate for a rise in CoF. Opex ratio is likely to see improvement led by productivity gains. Asset quality improved QoQ and credit cost stood at 1.6%, with further moderation expected in H1FY27. We build in credit cost of 1.6%/1.5% for FY27/FY28E supported by recovery in VF and CSEL segments. We increase our estimates given the positive outlook on growth, credit cost and opex improvement with FY28E P/ABV multiple of 3.8x (vs. 3.7x earlier). Retain 'BUY' with TP of INR1,950.

Ramp-up in Q4 disbursements; expect 22% growth in FY27E: Q4 disbursements grew 25% YoY to INR329.1bn with VF/ LAP/ new business growing at 26%/ 5%/ 58% YoY, while HL de-grew by 4% YoY. Vehicle finance continues to see robust demand and the company expects to grow the book by ~18% in FY27 led by market share gains. New business loan disbursements reported strong uptick in growth due to ramp-up in gold loans following a granular customer acquisition strategy. While CIFIC is seeing strong traction across all segments, disbursements in the HL/LAP segment saw weak growth (-4%/ 5%) on account of procedural delays (documentation/ lien marking) in southern regions due to elections. However, the company expects to see recovery in FY27 with AUM growth of 25% driven by improved productivity of new branches. Q4 AUM grew 21% YoY /6% QoQ to INR2,243.3bn with 18%-26% YoY growth across VF/ HL & LAP and new business verticals. CIFIC has guided for 20%-23% AUM growth in FY27E; we build in 22%/ 21% YoY growth for FY27/FY28E.

Quarter Summary

Y/e Mar	Q4'26E	Q4'26A	% Var.	Q4'25A	YoY gr. (%)
NII (INR mn)	38,303	38,551	0.6	30,557	26.2
PPoP (INR mn)	28,261	29,838	5.6	23,315	28.0
Margin (%)	7.2	7.3	9 bps	6.9	41 bps
PAT (INR mn)	14,585	16,407	12.5	12,667	29.5

Source: Company, PL

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NIM improves, opex remains elevated: NII grew by 26% YoY/8% QoQ to INR38.6bn. Reported yield improved to 15.0% (+30bps QoQ), while CoF declined by 10bps QoQ to 6.6%. Consequently, reported NIM improved by 40bps QoQ to 8.4%. The company expects it to be range-bound at (~8%) in FY27, with higher yield from new businesses offset by a rise in CoF. We expect FY27E NIM (calc.) to be at FY26 levels (7%) in, in line with guidance. Opex costs remain elevated (opex/ AUM ratio at 3.2%) due to CGTMSE related payment (INR380mn) and continuous expansion in new verticals (gold loans). The company plans to add ~300 new gold loan branches and unlock another ~100 branches for VF in FY27. We expect the high opex spend in new businesses to be offset by an improvement in productivity. The conversion of CCDs amounting to INR3bn in Oct'25 and INR10.6bn in Jan'26, resulted in a boost in Tier 1 capital (Tier 1 ratio at 14.73% as of Mar'26). Remaining conversion of INR6.3bn is likely to happen by H1FY27, further augmenting capital.

Expect credit cost to moderate in FY27: Asset quality improved in Q4 with GS3/NS3 at 3.05%/ 1.61% vs. 3.36%/ 1.91% in Q3. CIFC maintains PCR of 47%, while total provisions stood at ~2% of gross advances. The management has created an overlay of INR2bn as a prudent measure against the West Asia war. However, it expects the impact of fuel price hikes on CIFC to be limited, given the relatively smaller share of HCV and large fleet operator in its portfolio. Moreover, the trend of early defaults in Apr'26 indicates a positive trend compared to Apr'24/25 levels. Credit cost improved to 1.6% in Q4 (pre-overlay), and the company expects it to improve to 1.5% in FY27 with recovery in VF and CSEL segments. We build in credit cost of 1.6%/1.5% in FY27/ FY28E.

Exhibit 1: Q4FY26 Result Overview (INR mn)

Y/e March	Q4FY26	Q4FY25	YoY gr. (%)	Q4FY26E	% Var	Q3FY26	QoQ gr. (%)	FY26	FY25	YoY gr. (%)
NII	38,551	30,557	26.2	38,303	0.6	35,808	7.7	139,984	112,293	24.7
Spread (%) (calc)	7.3	6.9	41bps	7.2	9bps	7.2	12bps	7.0	6.9	13bps
Other Income	9,340	7,027	32.9	8,408	11.1	7,616	22.6	30,722	23,406	31.3
Net Revenue	47,892	37,584	27.4	46,712	2.5	43,423	10.3	170,706	135,699	25.8
Opex	18,054	14,269	26.5	18,451	(2.2)	16,991	6.3	65,742	53,388	23.1
PPOP	29,838	23,315	28.0	28,261	5.6	26,432	12.9	104,965	82,311	27.5
Provisions	8,464	6,253	35.4	8,814	(4.0)	9,103	(7.0)	35,358	24,943	41.8
PBT	21,374	17,062	25.3	19,447	9.9	17,329	23.3	69,607	57,368	21.3
Tax	4,967	4,395	13.0	4,862	2.2	4,452	11.5	17,411	14,783	17.8
ETR (%)	23.2	25.8		25.0		25.7		25.0	25.8	
PAT	16,407	12,667	29.5	14,585	12.5	12,877	27.4	52,196	42,585	22.6
Business Metrics										
AUM	2,243,340	1,847,460	21.4	2,248,425	(0.2)	2,107,220	6.5	2,243,340	1,847,460	21.4
Borrowings	2,108,666	1,749,461	20.5	2,098,530	0.5	1,978,100	6.6	2,108,666	1,749,461	20.5
Asset Quality Metrics										
GNPA (%)	3.05	2.81	-24bps	NA	NA	3.36	31bps	3.05	2.81	-24bps
NNPA (%)	1.61	1.54	-7bps	NA	NA	1.91	30bps	1.61	1.54	-7bps
PCR (%)	47.3	45.3	202bps	NA	NA	43.0	426bps	47.29	45.27	202bps

Source: Company, PL

Exhibit 2: Change in Estimates

(INR mn)	Revised Estimate		Earlier Estimate		% Revision	
	FY27E	FY28E	FY27E	FY28E	FY27E	FY28E
Net interest income	170,625	206,723	171,483	204,947	-0.5%	0.9%
Operating profit	129,548	156,336	124,761	149,595	3.8%	4.5%
Profit after tax	68,816	83,361	63,354	77,788	8.6%	7.2%
ABVPS (INR)	397	482	379	459	4.8%	5.1%

Source: PL

Q4FY26 Conference Call Highlights

Growth

- The management highlighted that vehicle finance showed better YoY performance in Apr'26, despite the ongoing geopolitical disruptions.
- Home loans recorded slower growth in Q4 on account of delay in documentation and lien-marking procedures in southern states due to elections. However, Q1FY27 is expected to be better, and the segment is likely to see disbursement growth of 12-15% and AUM growth of 25% in FY27.
- The company follows a granular customer acquisition strategy for gold loans to onboard more retail customers. The average ticket size of gold loans stood at INR0.2mn in FY26.
- The company has guided for AUM growth of ~20% in the CSEL portfolio with RoA of 3%+.
- The management has guided for disbursement growth of 15-20% in the VF portfolio and AUM growth of 18% in FY27.
- The company expects SME and SBPL segments to grow ~30% YoY in FY27.
- The management has guided for overall AUM growth of 20-23% in FY27.

Operating profitability

- Reported yield improved by 30bps to 15%, while CoF improved by 10bps to 6.6% in Q4FY26.
- The company expects NIM to be maintained at similar levels, and higher incremental yield to compensate for a rise in CoF.
- The company expects conversion of remaining CCDs by H1FY27, amounting to INR6.3bn.
- The credit rating of CIFC is expected to be AA+ in the near term.
- Opex was elevated due to payment made toward Credit Guarantee Fund Trust for Micro and Small Enterprises (CGTMSE) scheme amounting INR380mn and Gold Loan branch expansion. Expect 3-3.1% Opex to AUM in FY27.
- The company aims to add 300+ gold loan branches in FY27 and ~100 VF branches by H1FY27.

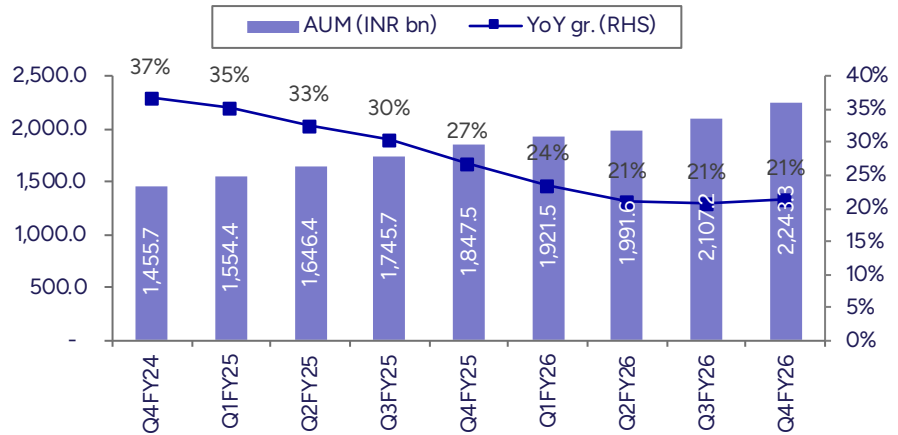
Asset quality

- During the quarter, the company recorded an additional overlay of INR2bn toward macroeconomic disruptions.
- The company is focusing on improving its underwriting tools using GenAI to keep credit cost across segments under control.
- The company estimates credit cost to be at 1.5% in FY27.

Other highlights

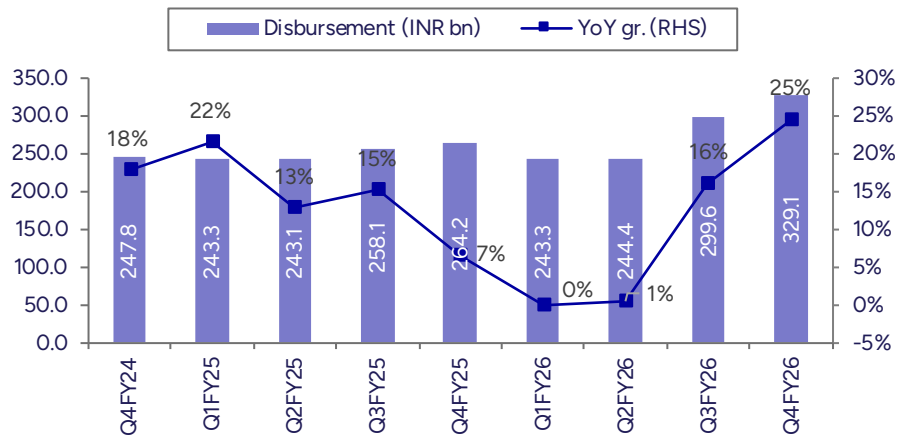
- The Board has recommended a final dividend of INR0.7 per share for FY26 in addition to INR1.3 per share of interim dividend declared in Jan'26.

Exhibit 3: AUM saw healthy growth of 21% to INR2,243.3bn



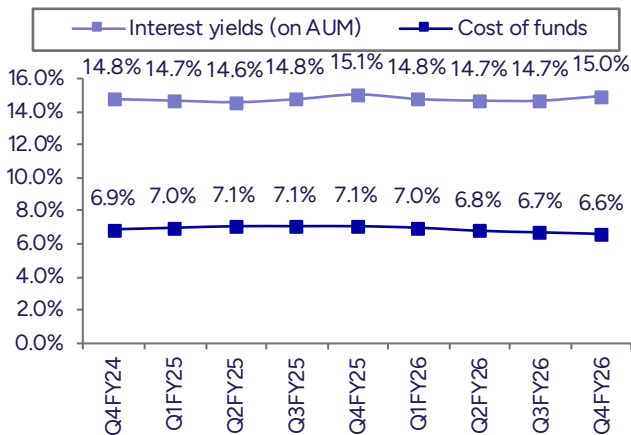
Source: Company, PL

Exhibit 4: Disbursement growth robust at 25%, at INR329.1bn in Q4



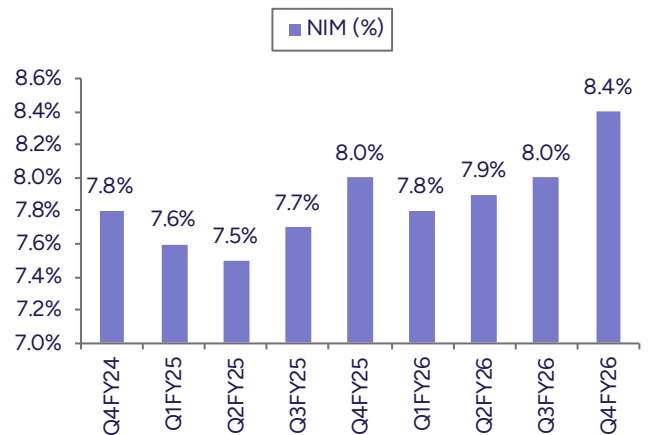
Source: Company, PL

Exhibit 5: Reported yield and CoF see improvement in Q4...



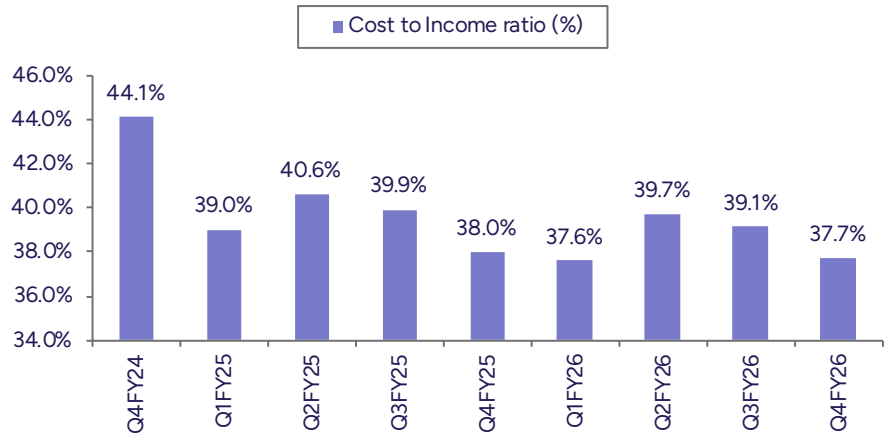
Source: Company, PL

Exhibit 6: ...resulting in reported NIM expansion by ~40bps



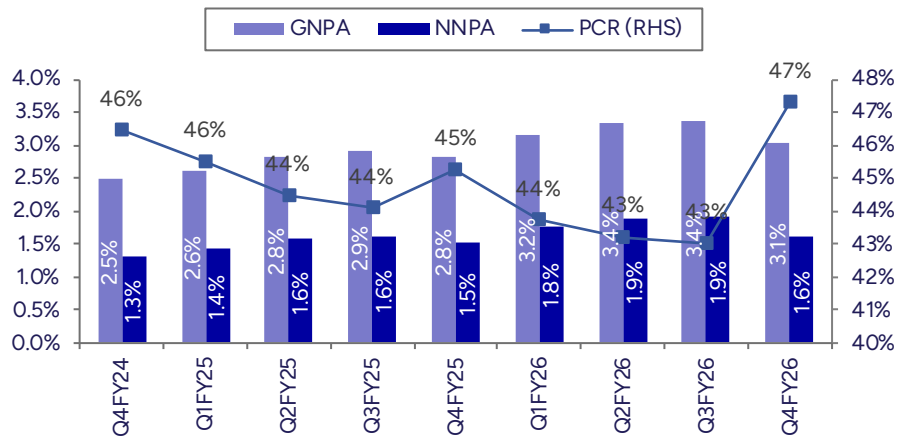
Source: Company, PL

Exhibit 7: Opex ratio sees sequential improvement



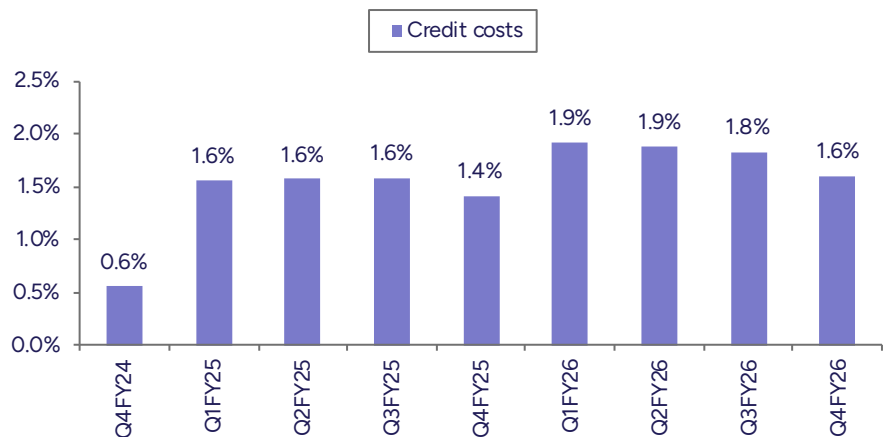
Source: Company, PL

Exhibit 8: Headline asset quality improves during the quarter



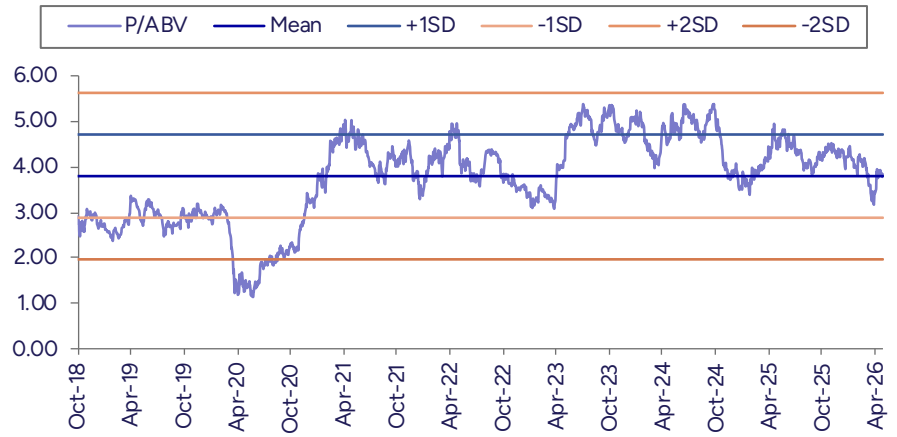
Source: Company, PL

Exhibit 9: Credit cost eases in Q4, to moderate further in FY27



Source: Company, PL

Exhibit 10: One-year forward P/ABV of CIFIC trades at 3.9x



Source: Company, PL

Quarterly Financials

Y/e Mar	Q1FY25	Q2FY25	Q3FY25	Q4FY25	Q1FY26	Q2FY26	Q3FY26	Q4FY26
Income statement (INR mn)								
Interest earned	53,695	57,680	61,587	64,180	66,501	68,942	72,238	76,046
Interest expended	27,957	30,551	32,718	33,623	34,663	35,155	36,430	37,494
Net interest income	25,738	27,128	28,869	30,557	31,838	33,787	35,808	38,551
Other income	4,595	5,248	6,537	7,027	6,807	6,959	7,616	9,340
Total income	58,290	62,928	68,124	71,207	73,308	75,901	79,854	85,386
Operating expenses	11,834	13,155	14,130	14,269	14,528	16,169	16,991	18,054
Employees	6,835	7,947	8,807	9,218	9,243	10,632	10,827	10,826
Others	5,000	5,209	5,324	5,051	5,285	5,537	6,165	7,227
Operating profit	18,499	19,221	21,276	23,315	24,117	24,578	26,432	29,838
Provisions	5,814	6,235	6,640	6,253	8,821	8,970	9,103	8,464
Profit before tax	12,685	12,986	14,636	17,062	15,296	15,608	17,329	21,374
Tax	3,263	3,355	3,771	4,395	3,937	4,054	4,452	4,967
Profit after tax	9,422	9,631	10,865	12,667	11,359	11,553	12,877	16,407
Balance sheet (INR mn)								
AUM	1,554,420	1,646,420	1,745,670	1,847,460	1,921,480	1,991,590	2,107,220	2,243,340
<i>AUM growth (%)</i>	35.4	32.5	30.5	26.9	23.6	21.0	20.7	21.4
Disbursements	243,320	243,140	258,060	264,170	243,250	244,420	299,620	329,130
<i>Disbursal growth (%)</i>	21.6	12.9	15.3	6.6	-	0.5	16.1	24.6
Borrowings	1,499,020	1,577,940	1,670,760	1,749,461	1,813,040	1,875,148	1,978,100	2,108,666
<i>Borrowings growth (%)</i>	38.6	32.1	35.7	30.1	20.9	18.8	18.4	20.5
Debt / Equity (x)	7.3	7.4	7.4	7.4	7.3	7.2	7.2	6.9
Assets / Equity (x)	8.4	8.5	8.5	8.5	8.5	8.4	8.3	8.1
Capital ratios (%)								
Total CAR	18.0	20.0	19.8	19.8	20.0	20.0	19.2	19.2
Tier-1	15.0	15.0	14.9	14.4	14.3	14.6	14.2	14.7
Tier-2	3.4	4.5	4.8	5.3	5.7	5.4	5.0	4.5
Profitability ratios (%)								
Yield on AUM	14.4	14.5	14.6	14.5	14.4	14.4	14.5	14.4
Cost of funds	7.9	7.9	8.1	7.9	7.8	7.6	7.6	7.3
NIM	6.9	6.8	6.9	6.9	6.9	7.1	7.2	7.3
Spread	6.5	6.6	6.6	6.6	6.6	6.8	6.9	7.1
Cost / Income	39.0	40.6	39.9	38.0	37.6	39.7	39.1	37.7
Opex / AUM	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7
RoA	2.3	2.2	2.3	2.6	2.2	2.2	2.3	2.8
RoE	19.3	18.5	19.8	22.0	18.7	18.2	19.2	22.3
Asset quality ratios (%)								
GNPA	2.6	2.8	2.9	2.8	3.2	3.4	3.4	3.1
NNPA	1.4	1.6	1.6	1.5	1.8	1.9	1.9	1.6
Provision coverage	46.0	44.5	45.0	45.3	43.7	43.2	43.0	47.3
Credit costs	1.6	1.6	1.6	1.4	1.9	1.9	1.8	1.6

Source: Company, PL

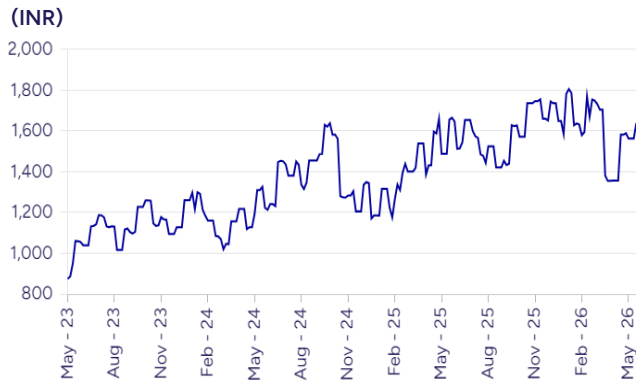
Financials

Y/e Mar	FY25	FY26	FY27E	FY28E
Profit & Loss (INR mn)				
Interest income	237,142	283,726	340,805	414,205
Interest expense	124,849	143,742	170,180	207,482
NII	112,293	139,984	170,625	206,723
Other income	23,406	30,722	40,023	46,925
Total income	260,548	314,448	380,828	461,130
Operating expenses	53,388	65,742	81,099	97,312
Employee	32,805	41,528	56,770	68,118
Others	20,583	24,214	24,330	29,194
PPOP	82,311	104,965	129,548	156,336
Provisions	24,943	35,358	37,794	45,188
PBT	57,368	69,607	91,754	111,148
Tax	14,783	17,411	22,939	27,787
PAT	42,585	52,196	68,816	83,361
Growth ratios (%)				
AUM	26.9	21.4	21.5	20.8
Borrowings	30.1	20.5	20.6	20.2
NII	34.0	24.7	21.9	21.2
Opex	30.8	23.1	23.4	20.0
PPoP	39.4	27.5	23.4	20.7
Provisions	88.7	41.8	6.9	19.6
PAT	24.4	22.6	31.8	21.1
Profitability ratios (%)				
Yield on AUM	14.5	14.2	14.1	14.1
Cost of funds	8.1	7.5	7.3	7.4
NIM	6.9	7.0	7.0	7.0
Spread	6.5	6.8	6.7	6.6
Other Income/Assets	1.3	1.4	1.5	1.4
Cost/Income	39.3	38.5	39.0	38.4
Opex/Assets	3.0	2.9	3.0	3.0
Tax Rate	25.8	25.0	25.0	25.0
RoA	2.4	2.3	2.5	2.6
RoE	19.7	19.3	20.5	20.5
DuPont analysis (%)				
Interest income	13.2	12.7	12.6	12.7
Interest expense	7.0	6.4	6.3	6.4
NII	6.3	6.3	6.3	6.3
Other income	1.3	1.4	1.5	1.4
Total income	7.6	7.6	7.8	7.8
Operating expenses	3.0	2.9	3.0	3.0
Employee	1.8	1.9	2.1	2.1
Others	1.1	1.1	0.9	0.9
PPOP	4.6	4.7	4.8	4.8
Provisions	1.4	1.6	1.4	1.4
PBT	3.2	3.1	3.4	3.4
Tax	0.8	0.8	0.8	0.9
PAT	2.4	2.3	2.5	2.6

Source: Company, PL

Y/e Mar	FY25	FY26	FY27E	FY28E
Balance sheet (INR mn)				
Cash & Bank	94,007	146,114	80,105	96,752
Loans	1,819,299	2,175,712	2,670,179	3,225,062
Investments	63,904	66,381	93,456	112,877
Fixed Assets	17,827	18,953	19,723	20,524
Other Assets	21,439	43,539	93,721	103,066
Total Assets	2,016,476	2,450,699	2,957,185	3,558,281
Borrowings	1,749,461	2,108,666	2,543,028	3,056,931
Other Liabilities & Provisions	30,741	37,993	45,775	55,025
Total Liabilities	1,780,202	2,146,658	2,588,803	3,111,955
Share capital	1,683	1,705	1,705	1,705
Other equity	234,592	302,335	366,678	444,621
Total equity	236,274	304,040	368,383	446,325
Total Liabilities & Equity	2,016,476	2,450,699	2,957,185	3,558,281
Balance Sheet ratios (%)				
Debt/Equity	7.4	6.9	6.9	6.8
Assets/Equity	8.5	8.1	8.0	8.0
Cash/Borrowings	0.4	0.5	0.2	0.2
CRAR	19.8	19.2	19.0	19.0
Asset quality (%)				
GNPA (INR mn)	52,130	67,670	84,465	98,726
NNPA (INR mn)	48,589	35,670	46,456	54,300
GNPA	2.8	3.1	3.1	3.0
NNPA	1.5	1.6	1.8	1.8
PCR	45.3	47.3	45.0	45.0
Credit Cost	1.5	1.8	1.6	1.5
Per share (Rs)				
EPS	50.6	61.2	80.7	97.8
BVPS	280.9	356.7	432.2	523.6
ABVPS	223.1	314.8	377.7	459.9
Valuation (x)				
P/E	32.4	26.8	20.3	16.8
P/ABV	7.3	5.2	4.3	3.6
P/BV	5.8	4.6	3.8	3.1

Source: Company, PL

Price Chart

Recommendation History

No.	Date	Rating	TP (INR)	Share Price (INR)
1	09-Apr-26	BUY	1800	1554.3
2	02-Feb-26	BUY	1850	1594
3	08-Jan-26	Accumulate	1850	1787
4	02-Jan-26	Accumulate	1850	1724
5	07-Nov-25	Hold	1725	1704
6	07-Oct-25	Hold	1550	1632
7	01-Aug-25	Hold	1500	1423
8	08-Jul-25	Hold	1575	1514
9	29-Apr-25	Hold	1575	1526
10	04-May-23	Hold	900	950

Analyst Coverage Universe

Sr. No.	Company Name	Rating	TP (INR)	Share Price (INR)
1	AAVAS Financiers	BUY	1500	1209
2	Bajaj Finance	BUY	1100	930
3	Can Fin Homes	BUY	1075	915
4	Cholamandalam Investment and Finance Company	BUY	1800	1554
5	HDFC Life Insurance Company	Buy	835	632
6	Home First Finance Company India	BUY	1250	1060
7	ICICI Prudential Life Insurance Company	Buy	700	547
8	LIC Housing Finance	HOLD	550	530
9	Mahindra & Mahindra Financial Services	Accumulate	325	294
10	Max Financial Services	BUY	2040	1491
11	SBI Life Insurance Company	Buy	2200	1885
12	Shriram Finance	BUY	1200	1011
13	Sundaram Finance	ACCUMULATE	5500	4887

PL's Recommendation Nomenclature (Absolute Performance)

BUY	: > 15%
Accumulate	: 5% to 15%
Hold	: +5% to -5%
Reduce	: -5% to -15%
Sell	: < -15%
Not Rated (NR)	: No specific call on the stock
Under Review (UR)	: Rating likely to change shortly

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