



Service



Discipline



Prudence



Fair play



Honesty

# PERFORMANCE HIGHLIGHTS 2016-17



**SUNDARAM FINANCE**  
*Enduring values. New age thinking.*



Integrity



Humility



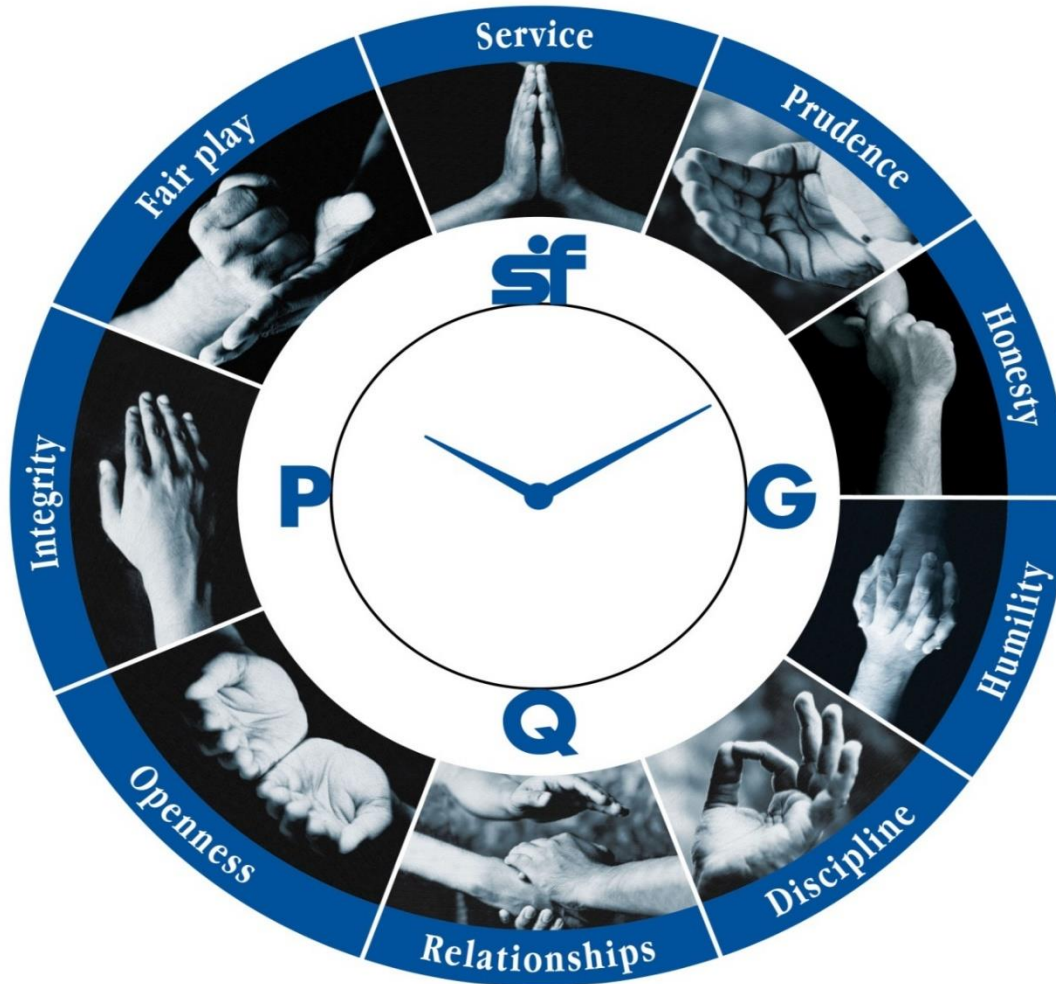
Openness



Relationships



# Sundaram Ring of Excellence



**G**rowth

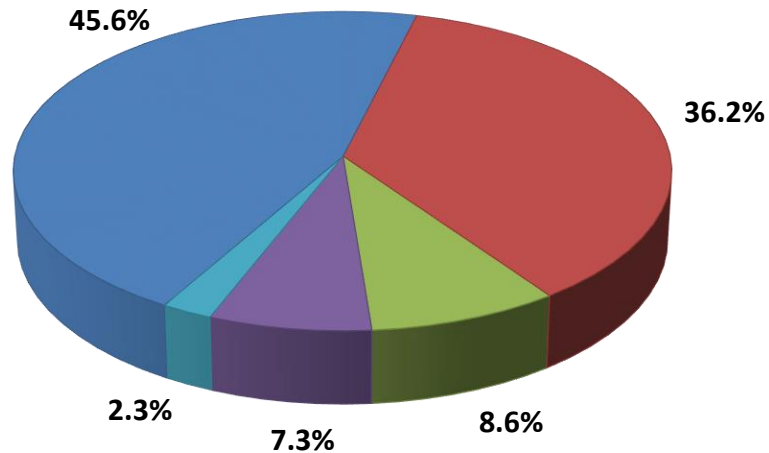
**Q**uality

**P**rofitability

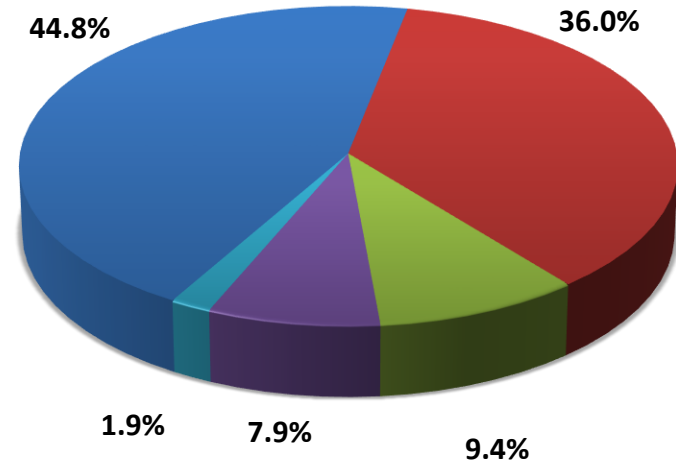
# Shareholding Pattern



31-Mar-16



31-Mar-17



■ Public ■ Promoters ■ Mutual Funds ■ FII / FPIs and NRIs ■ Banks, Financial Institutions & Insurance Companies

# Highlights

- Disbursements for Q4 (Jan – Mar 17) up by 19% to ₹ 3465 Cr. compared to Q4 of previous year.
- Net profit for Q4 (Jan – Mar 17) up by 14% to 139 Cr. compared to Q4 of previous year.
  
- Disbursements for the full year 2016-17 up by 15% to ₹ 13196 Cr.
- Net Profit for the full year 2016-17 up by 4% to ₹ 495 Cr.
- Net Profit for full year 2016-17 up by 11% after adjusting for one time profit on sale of shares in 2015 - 16.
  
- Asset Under Management up by 16% at ₹ 20735 Cr.
- The Gross and Net NPA based on 3 months norms, were at 1.54% and 0.55% respectively compared to 2.08% & 0.92% in the previous year.
  
- Capital Adequacy Ratio at 17.9%, Tier-I being 14.4%.
- Dividend for the year 115%.



# Highlights

- The Board of Directors, at its meeting held on 25<sup>th</sup> Nov 2016, approved the scheme of amalgamation for the merger of Sundaram Infotech Solutions Limited, a wholly owned Subsidiary, with the Company, effective 1<sup>st</sup> Apr 2016.
- The Board of Directors, at its meeting held on 17<sup>th</sup> Feb 2017, approved a Composite Scheme of arrangement and amalgamation between the Company and four of its Subsidiaries, namely, Sundaram Finance Holdings Limited, Sundaram BPO India Limited, Sundaram Insurance Broking Services Limited and Infreight Logistics Solutions Limited, effective 1<sup>st</sup> Apr 2016.
- Upon the Composite Scheme coming into effect, all Shareholders of Sundaram Finance Limited (SFL) will be offered 1 (One) equity share of ₹ 5/- each of Sundaram Finance Holdings Limited, for every 1 (One) share held in SFL on the record date, which would be announced later.

# Financial Summary

₹ in Crore

Year	Paid-up Capital	Networth	Disbursements	Receivables Under Management	PAT	Dividend %	Market Capitalisation #
2006-07	27.78	878	4446	7327	100.47	105	1099
2007-08	27.78	1043	5180	8925	212.54	150	1602
2008-09	* 55.55	1153	4614	9204	150.73	65	917
2009-10	55.55	1316	5926	10219	226.75	100	2096
2010-11	55.55	1530	7592	12354	295.23	140	2722
2011-12	55.55	1789	9433	15540	355.45	155	3645
2012-13	* 111.10	2087	9991	17645	410.11	90	5265
2013-14	111.10	2405	9719	18158	442.51	100	7359
2014-15	111.10	2978	10012	18734	454.14	105	16859
2015-16	111.10	3313	11444	20699	477.28	110	14450
2016-17	111.10	3746	13196	24036	495.35	115	17940

\* Increase in Capital by way of 1:1 bonus issue.

# As on 31<sup>st</sup> March of respective year.



₹ in Crore

# Profit & Loss Statement

Particulars	Q4 2015-16	Q4 2016-17	2015-16	2016-17
Revenue from Operations	566.95	594.87	2252.79	2301.61
Other income	37.10	30.37	162.63	101.49
<b>Total Revenue</b>	<b>604.05</b>	<b>625.24</b>	<b>2415.42</b>	<b>2403.10</b>
Finance Costs	299.90	283.25	1217.74	1164.52
Operating Expenses	106.42	119.24	433.39	456.90
Provisions and Write Off	29.67	20.19	79.74	55.17
Provision against Standard Assets	(3.40)	0.32	1.32	6.30
Profit Before Tax	171.46	202.24	683.23	720.21
<b>Profit After Tax</b>	<b>122.11</b>	<b>139.25</b>	<b>477.28</b>	<b>495.35</b>

Revenue from Operations is net of depreciation on Operating lease.

Other income for 2015-16 includes ₹ 40.65 Cr. on sale of equity shares.

# Balance Sheet

₹ in Crore

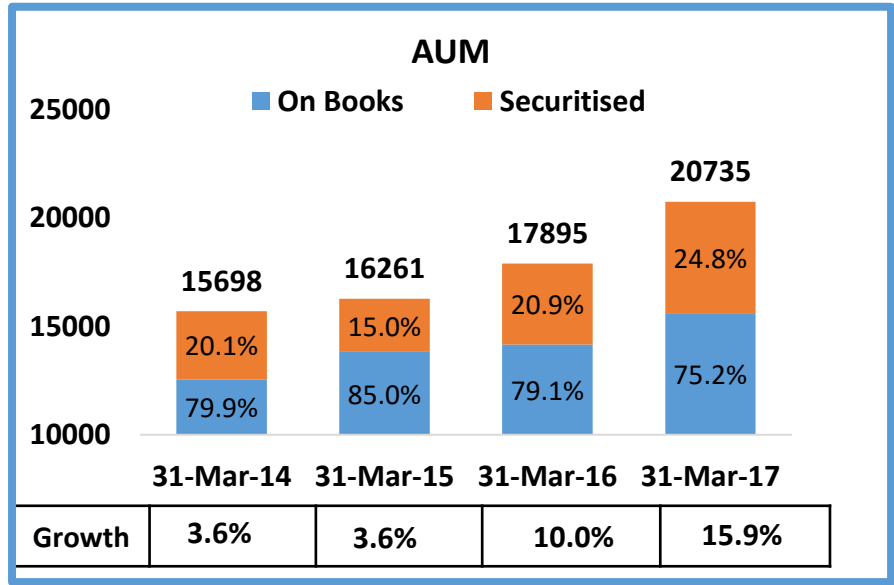
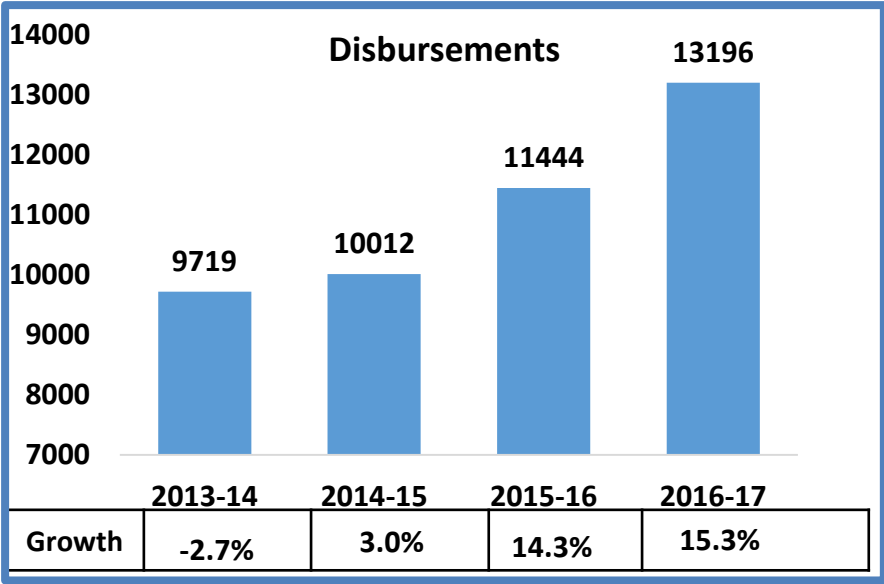
Particulars	31-Dec-15	31-Dec-16	31-Mar-16	31-Mar-17
<b>EQUITY &amp; LIABILITIES</b>				
Share Holders Funds	3334.67	3670.20	3312.63	3745.63
Non-current liabilities	6326.47	5893.13	5109.94	6315.01
Current liabilities	9034.41	9484.17	8969.99	9106.83
<b>Total - EQUITY &amp; LIABILITIES</b>	<b>18695.55</b>	<b>19047.50</b>	<b>17392.56</b>	<b>19167.47</b>
<b>ASSETS</b>				
Non-current assets	10248.18	10867.99	9822.75	11140.22
Current assets	8447.37	8179.51	7569.81	8027.25
<b>Total - ASSETS</b>	<b>18695.55</b>	<b>19047.50</b>	<b>17392.56</b>	<b>19167.47</b>



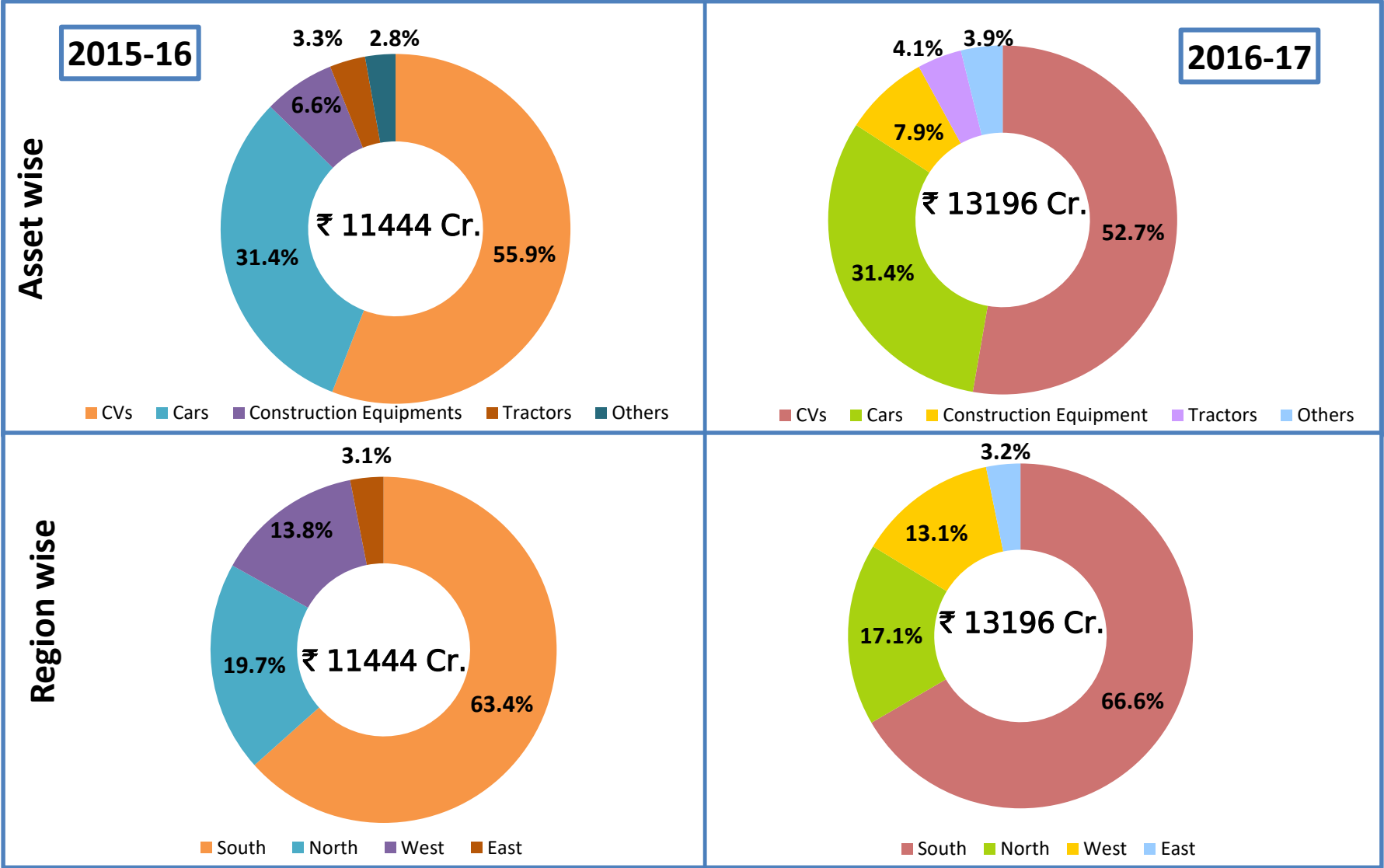


# Disbursements and AUM

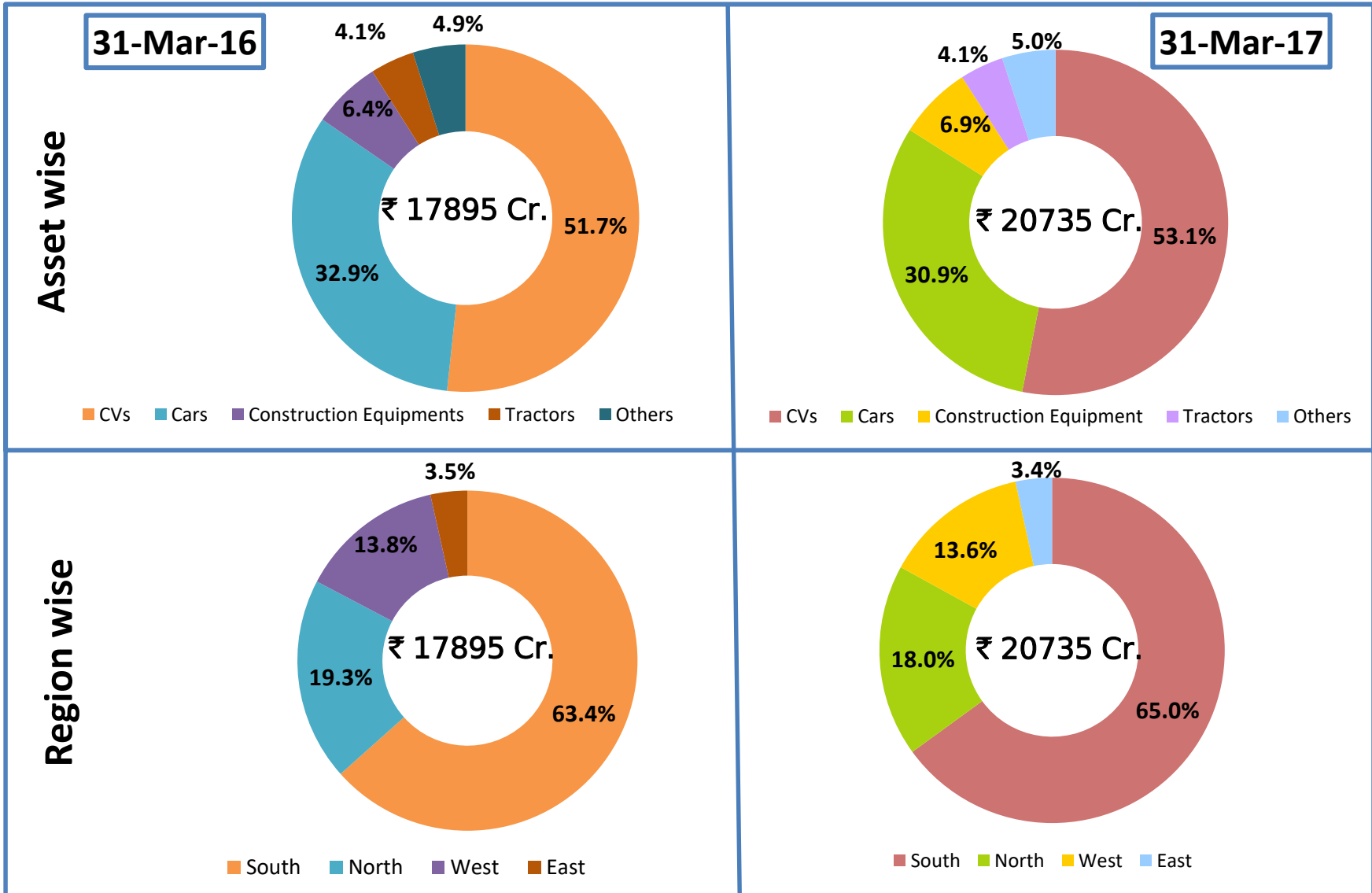
₹ in Crore



# Disbursements

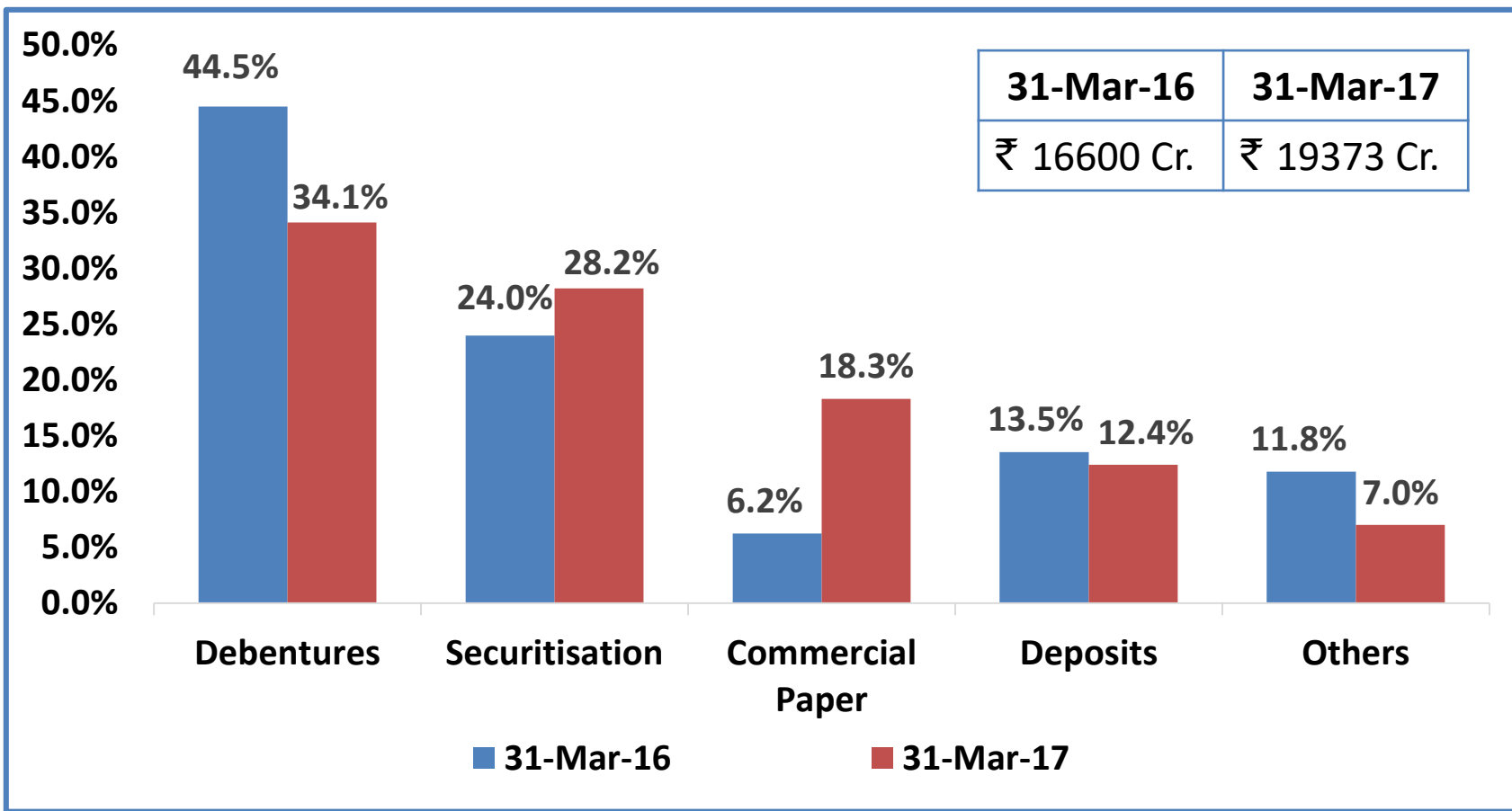


# AUM





# Funding Mix

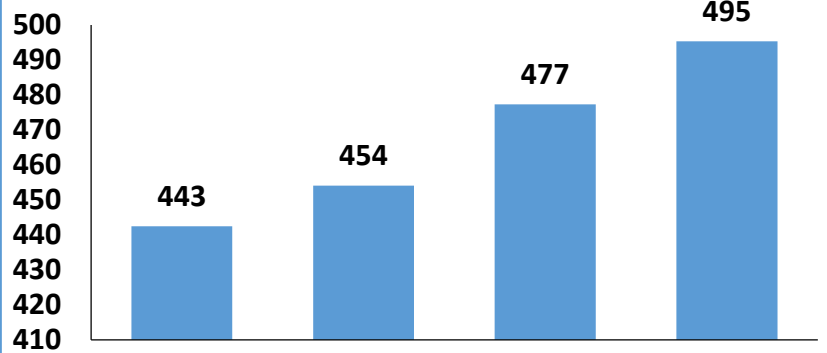




# Key Ratios

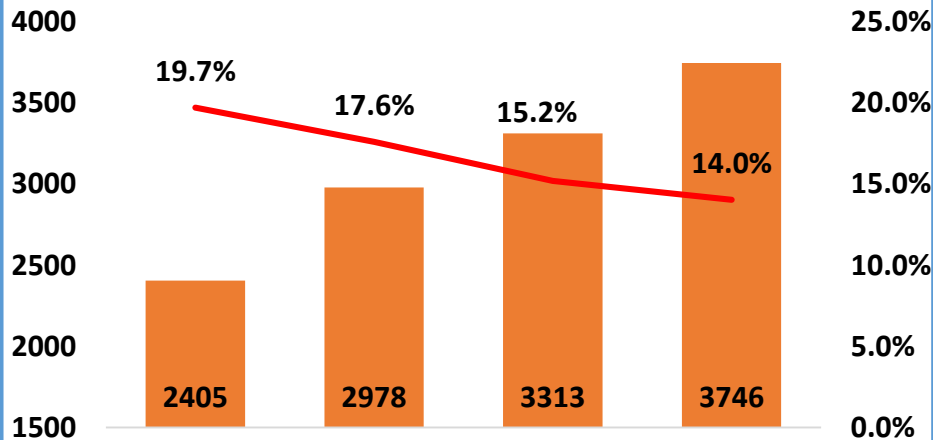
₹ in Crore

### PAT



	2013-14	2014-15	2015-16	2016-17
Growth	7.9%	2.6%	5.1%	3.8%
EPS (₹)	39.83	40.88	42.96	44.58

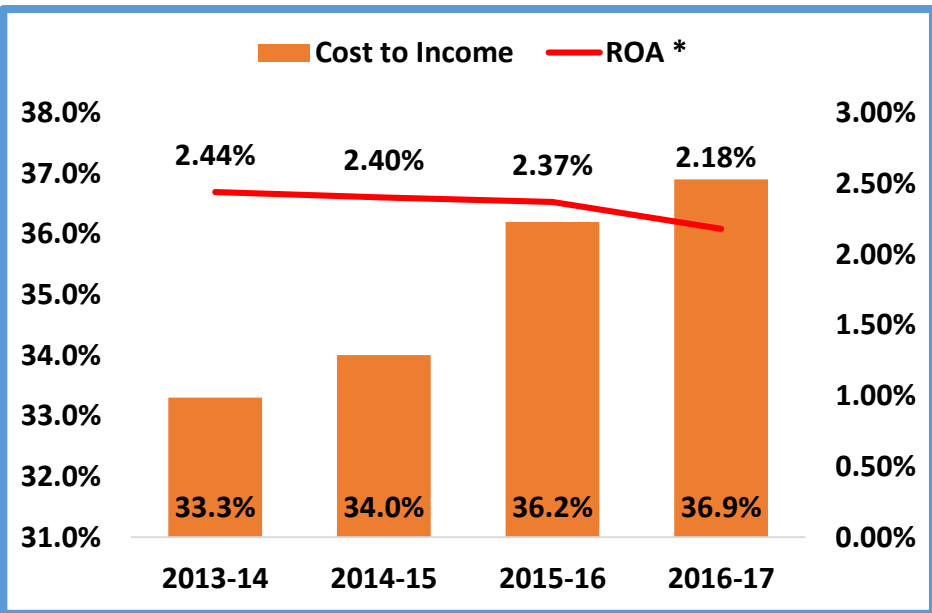
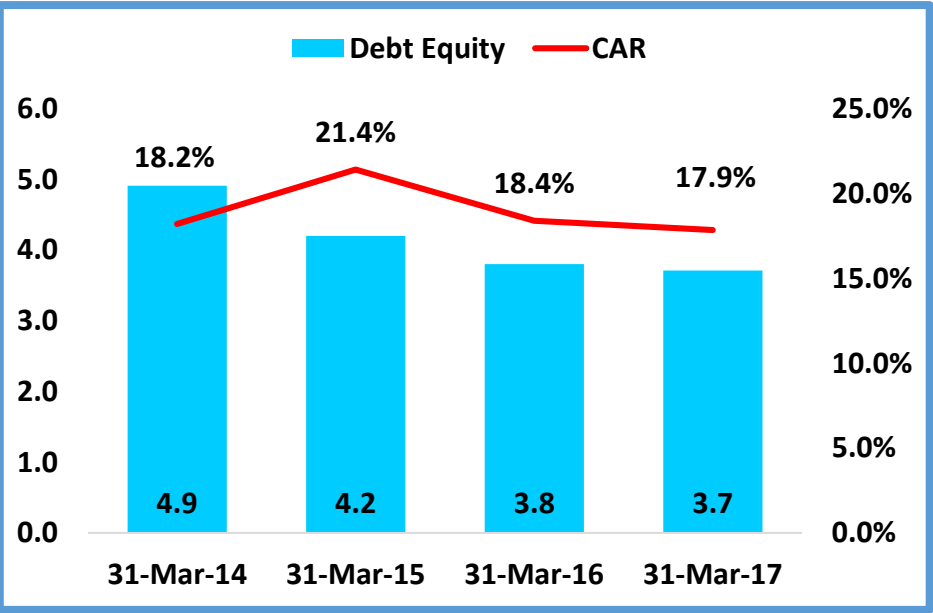
### Net worth ROE



Year	Book Value (₹)
31-Mar-14	216.46
31-Mar-15	268.04
31-Mar-16	298.16
31-Mar-17	337.13



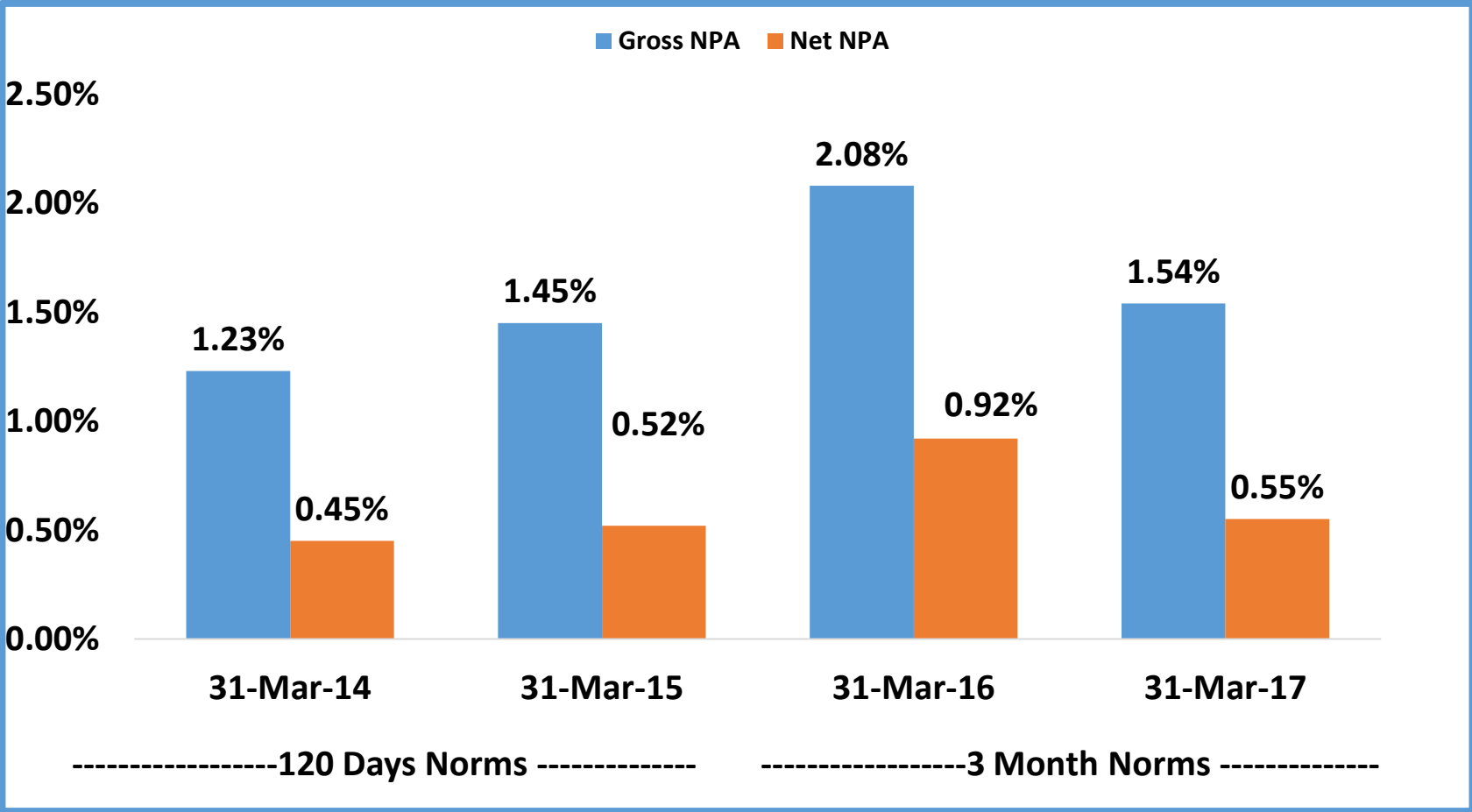
# Key Ratios



\* Assets includes securitised / assigned portfolio



# Portfolio Health





# Credit Ratings

<b>Instrument</b>	<b>ICRA</b>	<b>CRISIL</b>	<b>INDIA RATINGS</b>
Deposits	AAA (Stable)	AAA (Stable)	
Debentures	AA+ (Positive)	AA+ (Stable)	
Subordinated Debentures	AA+ (Positive)	AA+ (Stable)	AA+ (Stable)
Long Term Loans	AA+ (Positive)		AA+ (Stable)
Working Capital Facilities	AA+ (Positive)		
Short Term Debt / CPs	A1+	A1+	
Short Term Loans			A1+

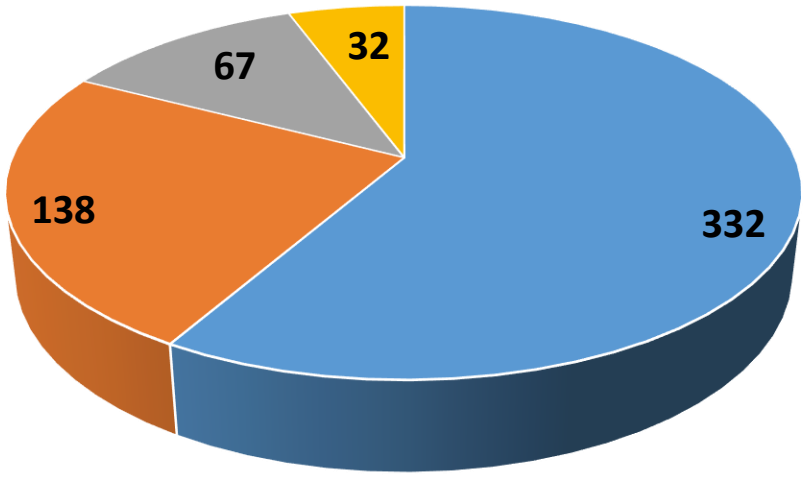


# Branch Network



**31-Mar-16**

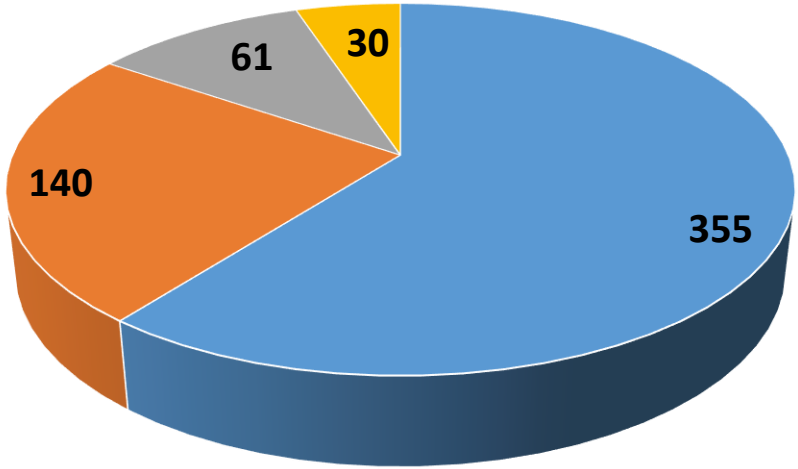
No. of Branches : 569



No. of Employees : 3465

**31-Mar-17**

No. of Branches : 586



No. of Employees : 3689

■ South ■ North ■ West ■ East



# Subsidiaries & Associates

## Subsidiaries

Royal Sundaram General Insurance Co. Limited

Sundaram BNP Paribas Home Finance Limited

Sundaram Asset Management Company Limited

Sundaram Asset Management Singapore Pte Limited

Sundaram Trustee Company Limited

Sundaram BNP Paribas Fund Services Limited

Sundaram Business Services Limited

Sundaram BPO India Limited

Sundaram Infotech Solutions Limited

LGF Services Limited

Sundaram Finance Holdings Limited

Sundaram Insurance Broking Services Limited

Infreight Logistics Solutions Limited

## Associates

Axles India Limited

Turbo Energy Private Limited

Transenergy Limited

Sundaram Dynacast Private Limited

Sundaram Hydraulics Limited

Flometallic India Private Limited

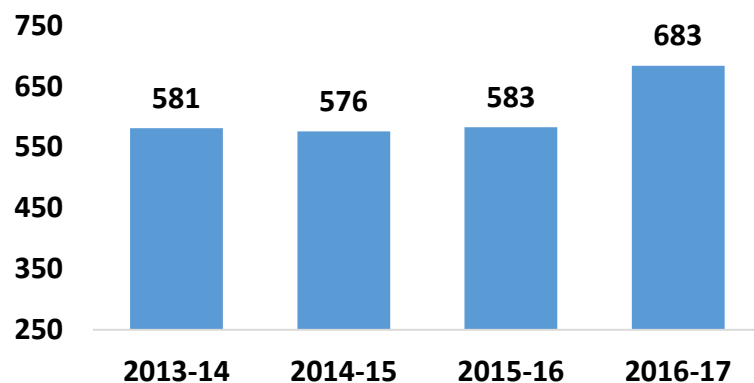
Dunes Oman LLC (FZC)

# Consolidated Results

₹ in Crore

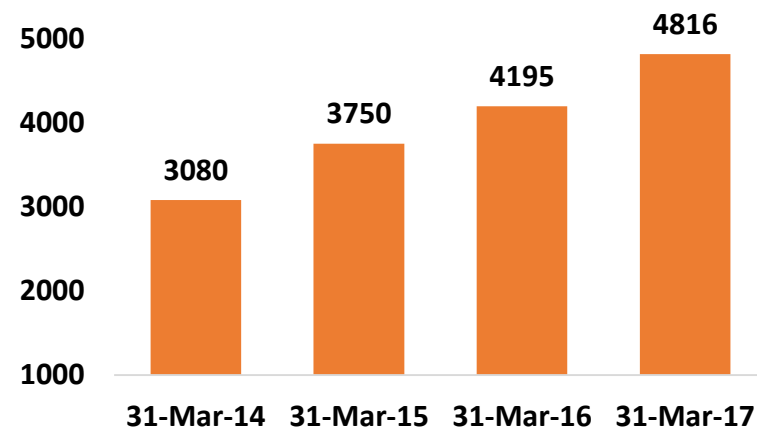


## PAT



Growth	3.0%	-0.9%	1.2%	17.2%
EPS (₹)	52.30	51.83	52.49	61.52

## Net Worth



Book Value (₹)	277.24	337.50	377.54	433.47
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# Consolidated Results

₹ in Crore

Name of the entity	31-Mar-16		31-Mar-17	
	Share In		Share In	
	Net worth	Profit / (Loss)	Net worth	Profit / (Loss)
<b>Sundaram Finance Ltd.</b>	<b>3312.62</b>	<b>477.28</b>	<b>3745.63</b>	<b>495.35</b>
<b>Subsidiaries:</b>				
Sundaram BNP Paribas Home Finance Ltd.	438.27	76.51	515.25	76.98
Royal Sundaram General Insurance Co. Ltd.	435.04	20.44	490.49	32.67
Sundaram Asset Management Company Ltd.	134.12	4.42	164.85	30.73
Others	53.55	(8.00)	77.75	(0.90)
	<b>1060.98</b>	<b>93.37</b>	<b>1248.34</b>	<b>139.48</b>
<b>Associates:</b>				
Turbo Energy Private Ltd.	285.21	37.34	328.43	44.36
Dunes Oman LLC (FZC)	93.43	27.59	96.97	28.30
Flometallic India Private Ltd.	42.37	7.44	49.95	11.99
Others	43.66	6.93	47.62	6.57
	<b>464.67</b>	<b>79.30</b>	<b>522.97</b>	<b>91.22</b>
<b>Adjustments on consolidation</b>	<b>(643.62)</b>	<b>(66.78)</b>	<b>(700.92)</b>	<b>(42.57)</b>
<b>Total</b>	<b>4194.65</b>	<b>583.17</b>	<b>4816.02</b>	<b>683.48</b>

# Sundaram BNP Paribas Home Finance

₹ in Crore

Particulars	31-Mar-15	31-Mar-16	31-Mar-17
Disbursements	1939	1743	1831
-Housing	70%	68%	63%
-Non-Housing	30%	32%	27%
AUM	7486	7510	7663
-Housing	68%	69%	69%
-Non-Housing	32%	31%	31%
PAT	146	153	154
EPS (₹)	14.46	15.08	15.17
Net worth	765	875	1028
Book Value (₹)	75.53	86.40	101.57
Gross NPA	2.46%	2.82%	2.94%
Net NPA	0.75%	0.98%	0.98%
CAR	20.41%	23.94%	24.78%
Branches	108	108	110
Employees	702	695	722

# Royal Sundaram

₹ in Crore



Particulars	31-Mar-15	31-Mar-16	31-Mar-17
Gross Written Premium	1573	1703	2205
PAT	22	27	43
Net worth	550	571	648
Combined Operating Ratio	113%	112%	111%
Employees	1655	1669	1794

# Sundaram Asset Management

₹ in Crore

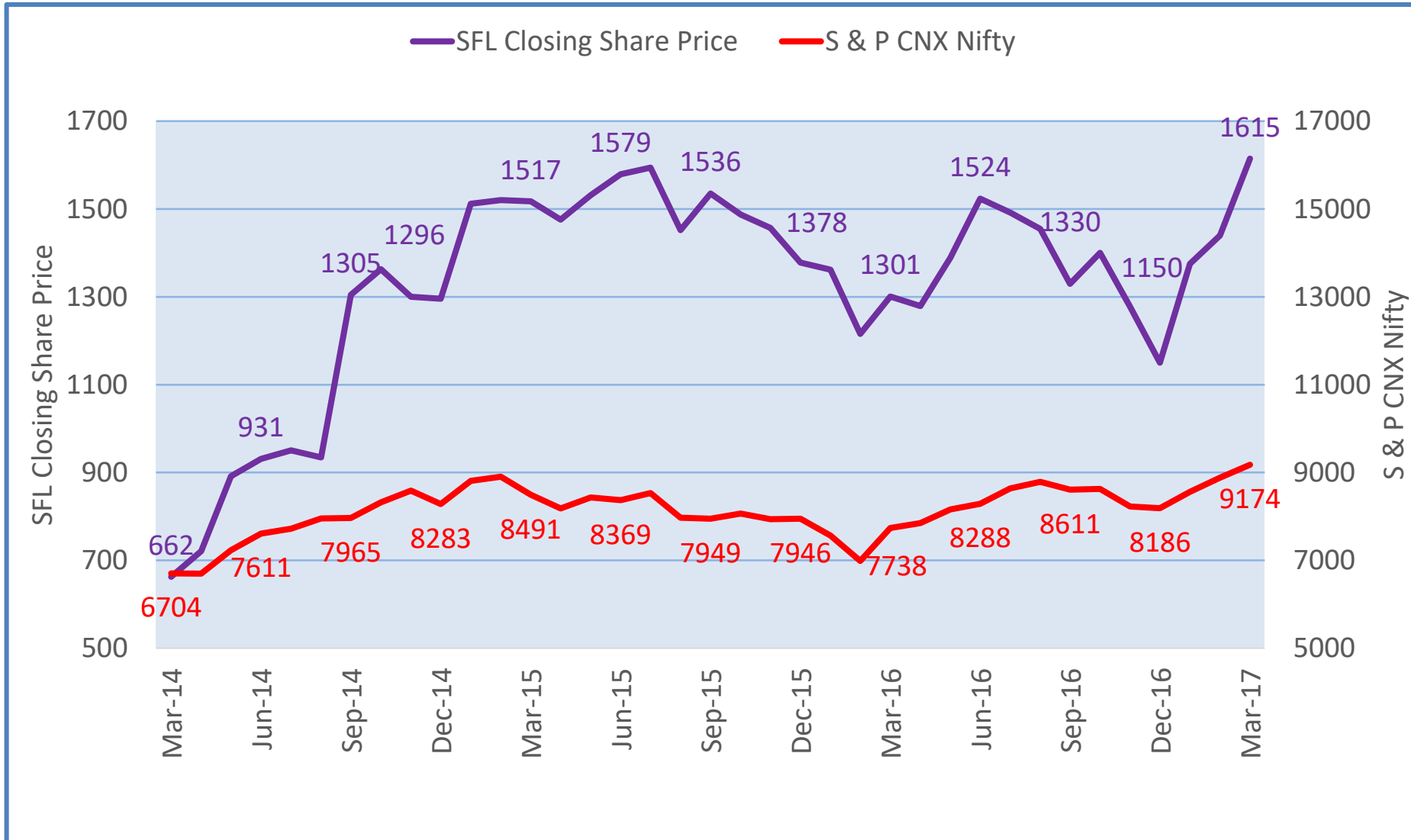


Particulars	31-Mar-15	31-Mar-16	31-Mar-17
Average AUM	20267	23336	28312
-Equity	37%	42%	39%
-Debt	63%	58%	61%
PAT	22	* 4	31
Net worth	134	134	165
Employees	274	284	306
Retail Investors	8,91,734	9,32,882	9,91,752

\* Provided ₹10 Cr. towards diminution in the value of investment in the subsidiary company Sundaram Asset Management Singapore Pte Limited.

# Share Price Movement

In ₹







# Board of Directors

Name of the Director	Expertise	Qualification
Sri S Viji Chairman	Has over 5 decades of experience in Banking, Finance, Insurance and Automotive Component Manufacturing Industry. He is the Chairman of Sundaram BNP Paribas Home Finance Limited and Managing Director of Brakes India Private Limited.	B.Com, ACA, MBA (University of Michigan, USA)
Sri S Ram	Has over 5 decades of work experience in Vehicle and Component Industry . He is the Chairman of Wheels India Ltd., Axles India Ltd and India Motor Parts & Accessories Ltd.	BE (Mechanical), MS (Production Engineering) (Birmingham University, UK)
Sri N Venkataramani	4 decades of experience in General Management, Automobiles and Tractors. He is the Managing Director of India Pistons Limited and Chairman of George Oakes Limited and IP Rings Limited.	BSc (Honours in Maths), BSc (Honours in Engineering), (University of London), MSc (Engineering), (University of London), Fellow of the Institution of Mechanical Engineering, (UK)
Sri P N Venkatachalam	Has nearly 4 decades of experience in Banking, Finance and Capital Markets. Formerly Managing Director of State Bank of India.	MA (Economics), CAIIB
Sri S Mahalingam	4 decades of experience in Finance and Information Technology. Formerly Chief Financial Officer and Executive Director of Tata Consultancy Services.	B.Com (Honours), FCA
Sri S Prasad	Has more than a decade experience in industry as finance professional and more than 3 decades as a practicing CA.	FCA



# Board of Directors

Name of the Director	Expertise	Qualification
Sri S Ravindran	4 decades of experience in Finance and Engineering. He is a Whole Time Director of Turbo Energy Private Limited.	B.Com, ACA
Ms Shobhana Ramachandhran	3 decades of experience in General Management and automobile industry. She is the Managing Director of TVS Srichakra Limited.	MA (English Literature)
Sri Rajiv C. Lochan	Has two decades of experience in the field of management especially in the areas of finance, social sector, and public health. He is the Managing Director and CEO of Kasturi & Sons Limited	B.Tech. (IIT), MS (MIT), MBA (Columbia Business School)
Sri T T Srinivasaraghavan Managing Director	Has nearly 4 decades of experience in Banking and Financial Services. Has held various operational roles in the Company and brings to bear in-depth knowledge of automotive financing. He is the Managing Director of the Company since 2003.	B.Com, MBA (Gannon University, Pennsylvania)
Sri Harsha Viji Deputy Managing Director	Has more than a decade experience in areas of specialisation particularly, strategy formulation, joint venture negotiations, new business development etc. He is the Managing Director of Sundaram Asset Management Company Limited.	B.Com, ACA MBA (Ann Arbor, Michigan)
Sri A N Raju Director (Operations)	3 decades of experience in the Automobile, Engineering and Financial Sector.	BSc (Engineering), MBA



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