



SHRIRAM

Commercial Vehicle Finance

GETS YOU GOING



Shriram Transport Finance Company Ltd

Corporate Presentation – March 2017

Company Overview



Business Model/Competitive Strengths



Market Dynamics & Growth Strategy



Organizational Structure



Performance Track Record



Recent Performance – Q4 FY17



COMPANY OVERVIEW



Leading player in organized high yield pre-owned CV financing segment

Diversified Portfolio – PCV's, Construction Equipment, Tractor Financing, Automall

Over **1.45 mn** customers

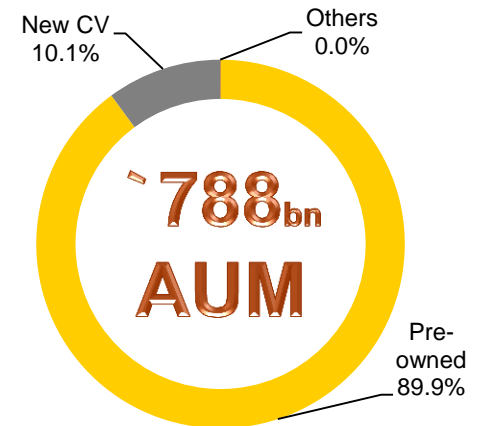
Large network of **918** Branch offices and **854** rural centres

Tie up with over **500** Private Financiers

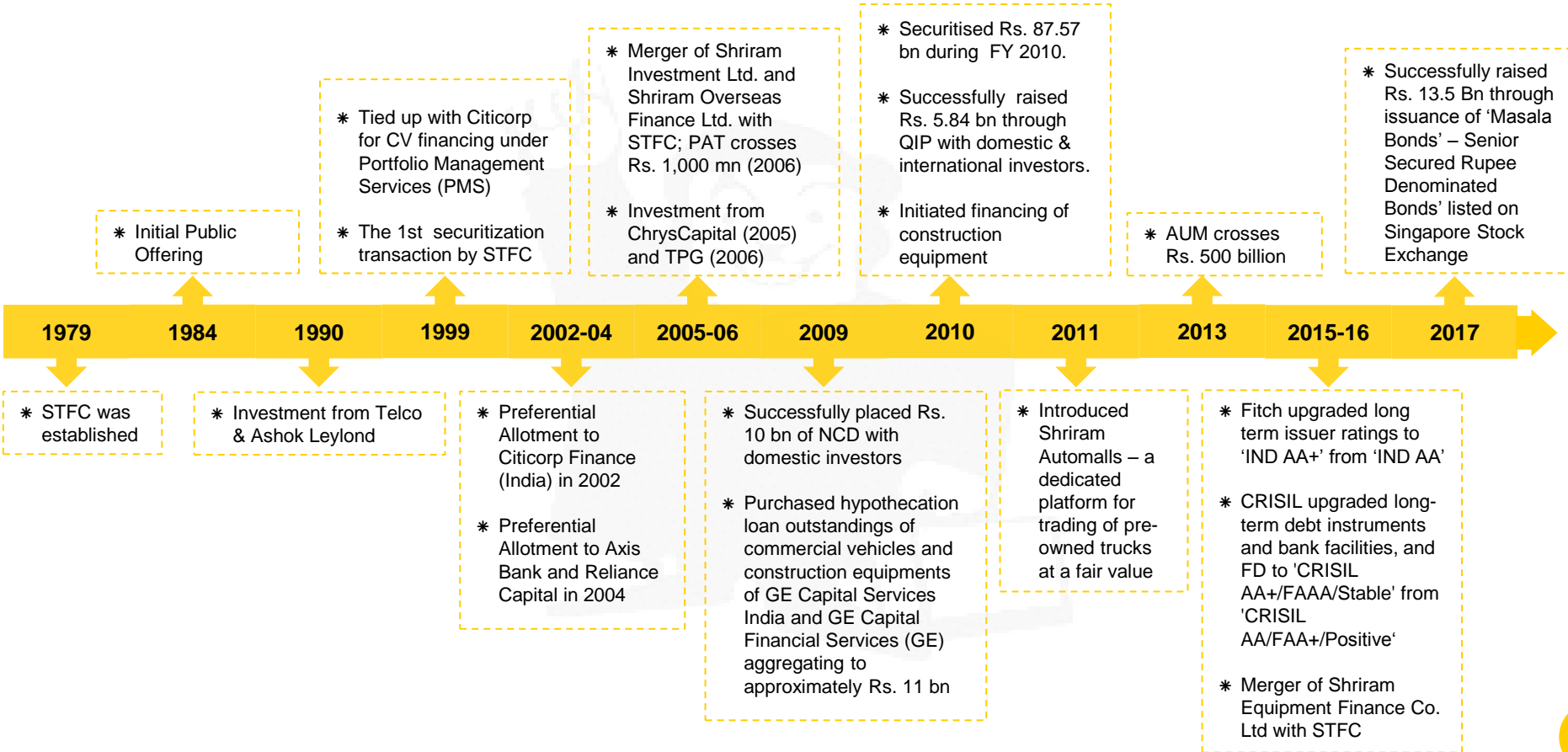
18,885 Employees including **10,678** Field officers

Market Capitalization of ~ **Rs. 245 billion**

FII holding of **52.96%**



Corporate History



BUSINESS MODEL / COMPETITIVE STRENGTHS



Strategic Presence In High Yield Used CV Segment

CV Financing Business Model

Pre-Owned

New

Age of Truck

1 2 3 4 5 6 7 8 9 10 11 12

Lending Rates

15-16%

18-24%

14-16%

Target Segment

* Small truck owners (less than 5 trucks) with underdeveloped banking habits

* Existing customer base upgrading to new trucks

Performance

* AUM of approximately Rs. 708.11 bn at the end of Q4 FY17

* AUM of approximately Rs. 79.19 bn at the end of Q4 F17

Vehicles Sold
(Industry Data)

	FY09	FY10	FY11	FY12	FY13	FY14	FY15	FY16	FY17
LCV	200,699	287,777	361,846	460,831	524,887	432,233	382,206	383,307	411,703
MHCV	183,495	244,944	323,059	348,701	268,263	200,618	232,755	302,397	302,529
Total	384,194	532,721	684,905	809,532	793,150	632,851	614,961	685,704	714,232

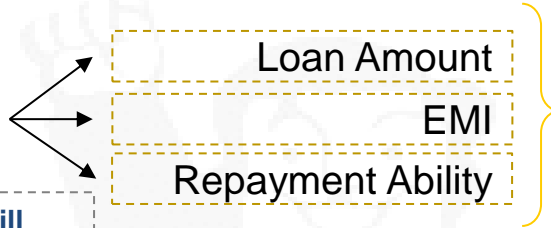
Valuation Expertise & Relationship Based Model

Knowledge Driven Valuation Model

Critical Success Factor



STFC has right mix of scale and skill
Awareness of load structure / business mix



Vehicle Assessment

Old CVs 60-70% LTV Ratio

New CVs 75-80% LTV Ratio

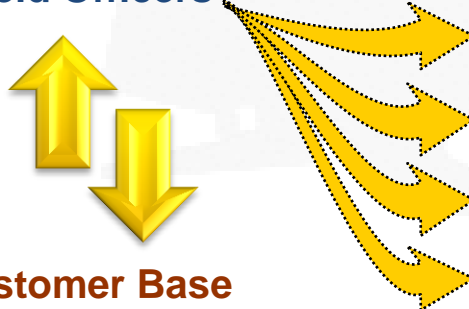
Relationship Based Recovery Model

Field Officers

Compulsory monthly visits
Managing large cash collections

Small Truck Operators
Underdeveloped banking habits

Customer Base



Loan Origination

Inspection & Valuation

Financing

Collection / Repossession

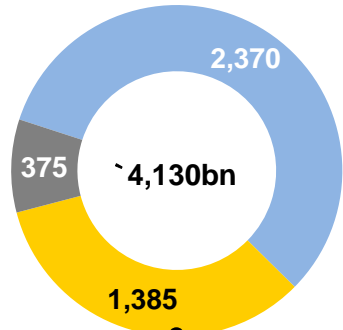
**Well-aligned
incentives
structure**

MARKET DYNAMICS & GROWTH STRATEGY

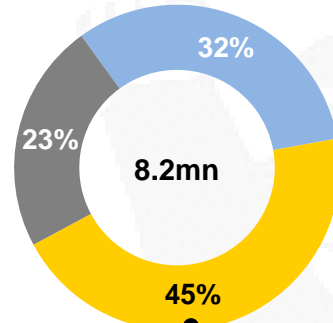


Strong Industry Potential – Commercial Vehicles

Market Potential (Rs. bn)



Trucks (mn)

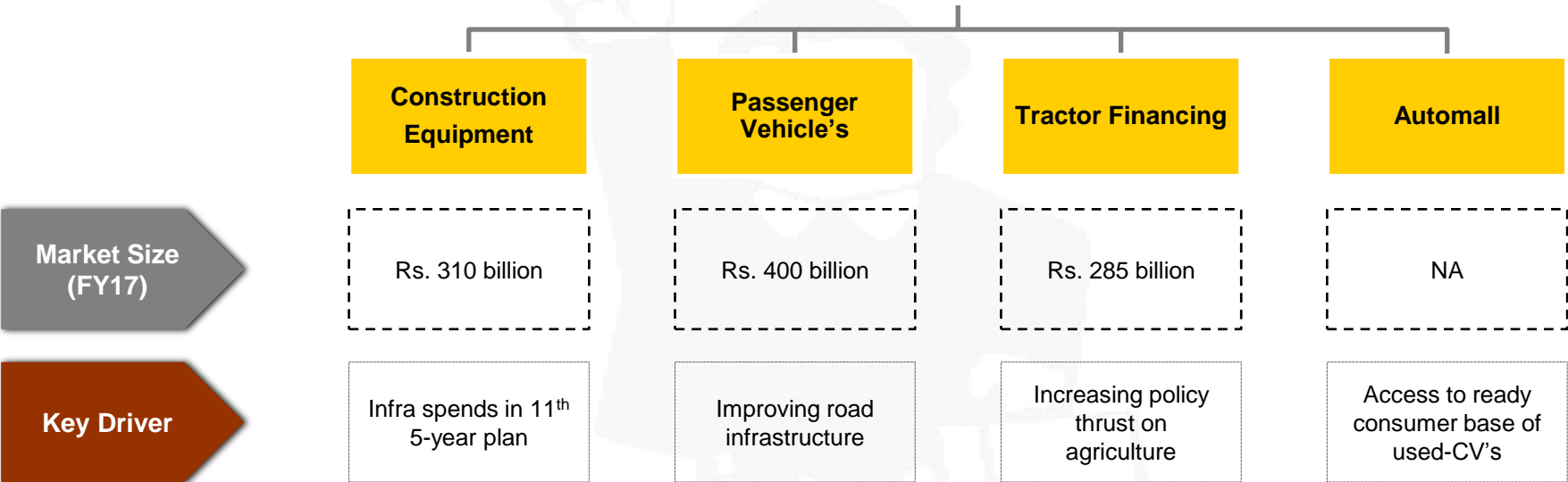


**STFC TARGET SEGMENT
LARGEST ORGANIZED
PLAYER**

■ 0-4 years ■ 5-10 years ■ 10+ years

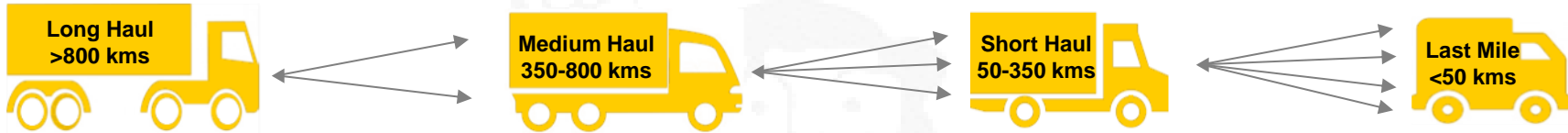
- * Market for second hand truck financing is under penetrated with 60-65% of the market with private financiers who charge high interest rates
- * Stringent traffic regulations in major cities limiting movement of higher tonnage vehicles
- * Financing amount of Rs. 1,350 bn to be triggered through replacement demand for 1.35 mn new as well as pre-owned trucks
- * Stricter emission norms and legislative pressure on banning trucks > 15 years to trigger replacement demand
- * Freight capacity expected to grow at 1.25x GDP growth going forward
- * STFC to benefit from exponential growth for cargo LCV's with increased penetration into rural areas

Portfolio



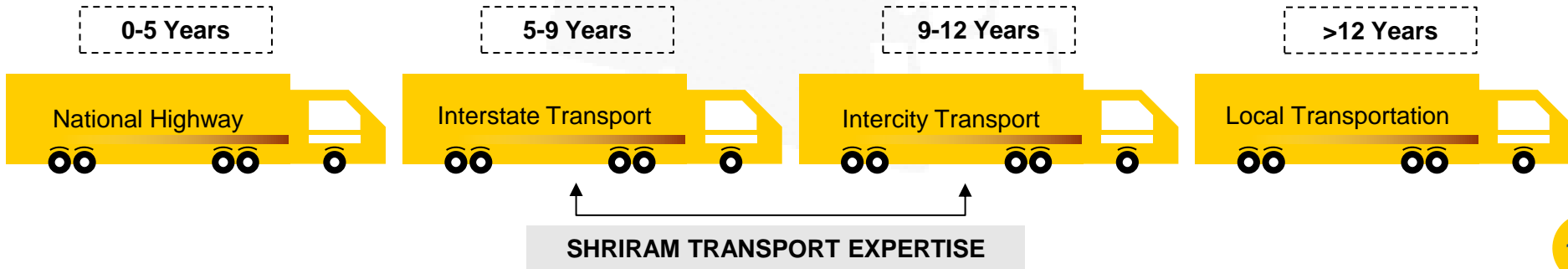
Transportation Model – Multiple Financing Opportunities

Hub and Spoke Transportation Model

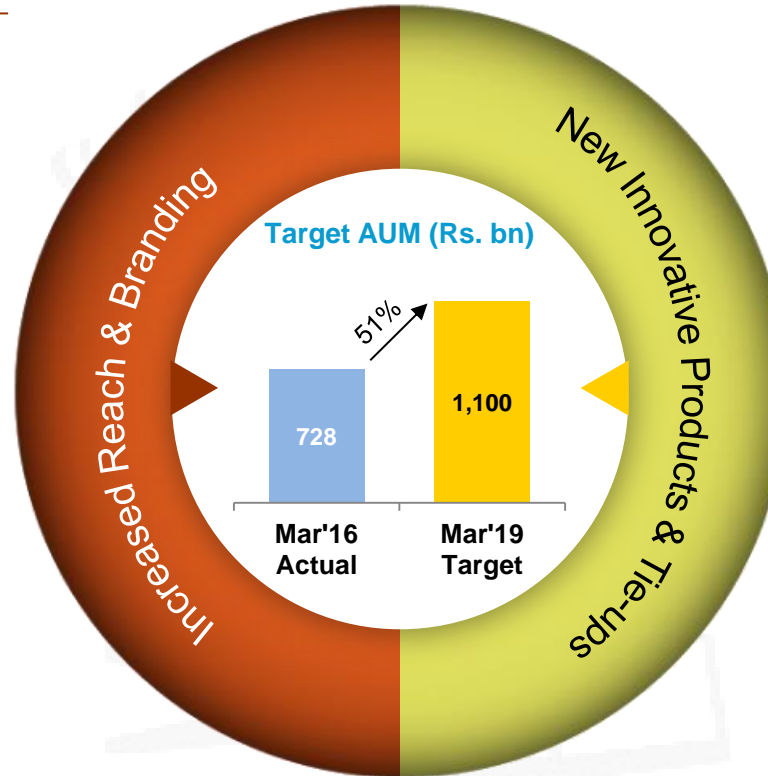


Load re-distributed from few large hubs in major regions of the country to large number of touch points in the hinterland

CV Life Cycle: Multiple Financing Opportunities



- * Strengthening presence and expanding reach
- * Increase penetration into rural and urban centres
- * Build partnerships with private financiers in the unorganized market to leverage their local know-how to enhance market share



- * Introduction of top-up products like finance for tyres, working capital and engine replacement
- * Economies of scale - incremental cost of new products is low
- * Opex to AUM low at 1.8%

CONSERVATIVE APPROACH IN LIGHT OF CHALLENGING MACROECONOMIC CONDITIONS

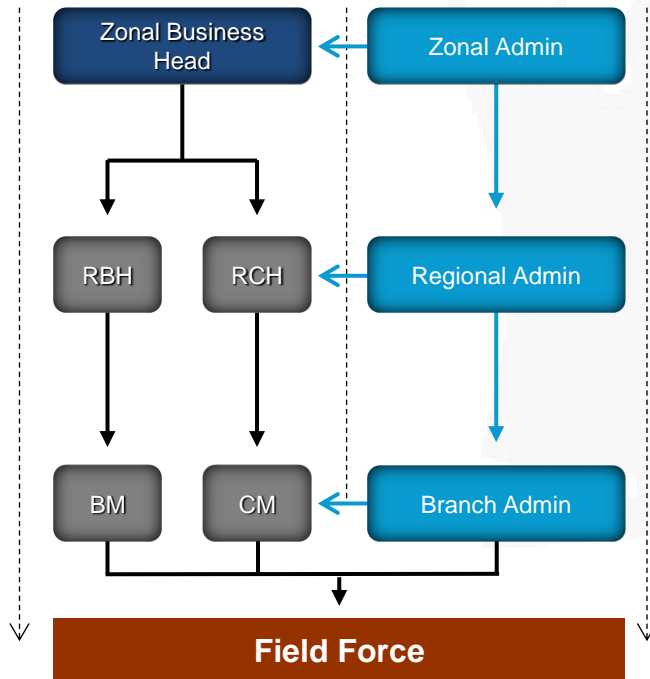
AUM expected to grow to ~Rs. 1,100 billion by end of FY19

ORGANIZATIONAL STRUCTURE, MANAGEMENT TEAM & BOARD OF DIRECTOR'S



Organizational Framework Aligned to Mitigate Credit Risk

Tri-Vertical Structure Credit, Admin and Products

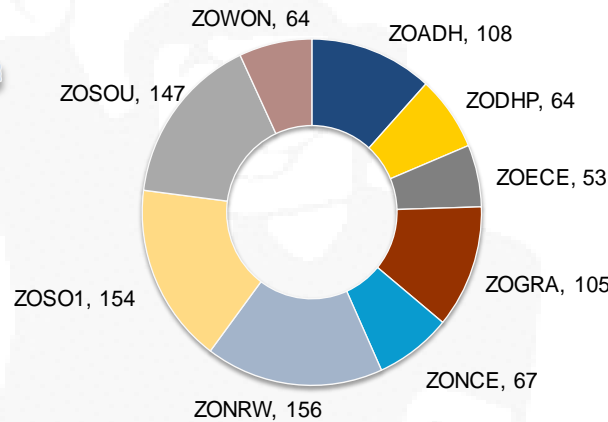


Focus on

- * Marketing and sales of existing products
- * Extensive training and development of product executives
- * Development of new products
- * Ensuring quality appraisals
- * Branch administration

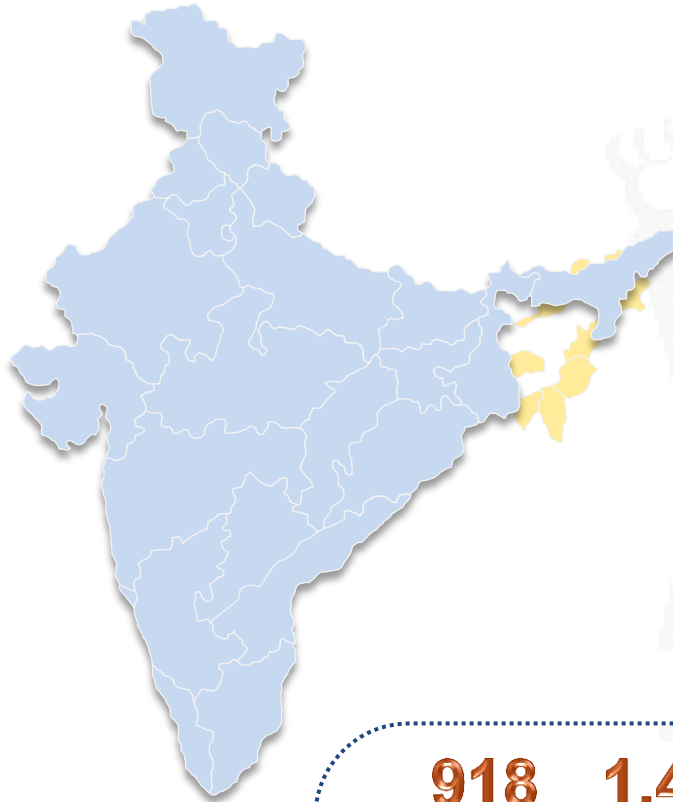
Well-entrenched Pan India Network

Regional Split of Branches



ABBREVIATIONS

Zone	Zone Name
ZOADH	HYDERABAD ZONE
ZODHP	NORTH II - DELHI ZONE
ZOECE	EAST CENTRAL ZONE
ZOGRA	WEST II - AHMEBABAD ZONE
ZONCE	NORTH I - LUCKNOW ZONE
ZONRW	WEST I - MUMBAI ZONE
ZOSO1	SOUTH I - CHENNAI ZONE
ZOSOU	SOUTH II - BANGALORE ZONE
ZOWON	EAST - CALCUTTA ZONE



Branch Network

918

Branch Offices

1.45mn

Customers

18,885

Employees

10,678

Field Officers

500

Private Financiers

854

Rural Centres

Professional Management Team with Vast Industry Experience

Umesh Revankar MD & CEO

- Joined as an Executive Trainee in 1987. He has been associated with Shriram Group for over 28 years and has shouldered various responsibilities and worked in several key roles of business operations.
- Holds a degree in MBA Finance.

Parag Sharma Executive Director & CFO

- Over 26 years experience in finance industry.
- Joined in 1995 and now heads the Finance function, a qualified Cost Accountant.

S. Sunder Executive Director Accounts & Admin

- Over 26 years experience in finance industry.
- Joined in 1995 and now heads the Accounts and Administration function, a qualified Cost Accountant.

Sanjay K Mundra Sr. Vice President Investor and Media Relations

- Over 23 years experience in the finance Industry.
- Joined in 2007, a qualified Company Secretary.

Board of Directors

Subramanian Lakshminarayanan Chairman

- Member of Indian Administrative Service (IAS – retired).
- Served at senior positions in the Ministry of Home Affairs, Ministry of Communication & IT etc.

Umesh Revankar MD & CEO

- Joined as an Executive Trainee in 1987. He has been associated with Shriram Group for over 28 years and has shouldered various responsibilities and worked in several key roles of business operations.
- Holds a degree in MBA Finance.

S Sridhar Director

- Former Chairman & Managing Director of Central Bank of India, with nearly four decades of experience in commercial and development banking out of which 13 years were at the CEO/Board level.
- Currently, he serves as an Independent Director on the Boards of various companies, and also as a consultant to financial services companies.

Amitabh Chaudhry Director

- Over two decades of experience in financial services, MBA from IIM Ahmedabad & B. Tech from BITS, Pilani.
- Holds directorship in HDFC Standard Life Insurance Co. Ltd., HDFC Pension Management Co. Ltd., Manipal Global Education Services Pvt. Ltd, Manipl Education Americas, LLC, HDFC Credila Financial Services Private Limited and HDFC International Life and Re Company Ltd.

D V Ravi Director

- Joined CV Finance business of Shriram Group in 1992 as Head of Investment Servicing.
- Currently serves as Managing Director of Shriram Capital Ltd.
- Spearheaded several successful M&A's for TAKE.
- Started his career in Strategy and Finance in 1987 with Karnataka Oil Seeds Federation, Bangalore.
- Commerce graduate from University of Bangalore and holds PG Diploma in Management from the Institute of Rural Management, Anand (IRMA).

Board of Directors (Contd.)

Mrs Kishori Udeshi Director

- Holds degree in MA in Economics. First women Deputy Governor of RBI and also on the Board of SEBI, NABARD & EXIM Bank.
- Holds directorship in HSBC Asset Management (India) Pvt. Ltd, ION Exchange (India) Ltd., HALDYN Glass Ltd., Thomas Cook (India) Ltd., Elantas Beck India Ltd., Shriram Automall India Limited and SOTC Travel Services Pvt. Ltd.

Puneet Bhatia Director

- MD of TPG Capital and country Head – India for TPG’s Asian Business.
- Former Chief executive of the Private Equity Group for GE Capital India.
- Holds a degree in Commerce and an MBA from IIM, Calcutta.

Sumatiprasad M Bafna Director

- Has extensive experience in the automobile industry.
- He currently serves on the Board of Directors of Bafna Aviation Pvt. Ltd., Bafna Motors (Mumbai) Pvt. Ltd., Isuta Electronics (India) Ltd, Bafna Motors (Ratnagiri) Pvt Ltd, Kishor Transport Services Pvt. Ltd. etc.

Gerrit Lodewyk Van Heerde Director

- Chief Financial Officer of Sanlam Emerging Markets.
- Has 24 years of experience in the financial services industry and has represented Sanlam at various other boards.

PERFORMANCE TRACK RECORD



Strong Financial Track Record

P&L Metrics (Rs. mn)	FY12	FY13	FY14	FY15	FY16	FY17
Interest Income	36,659.4	44,970.5	62,865.1	77,779.0	95,300.1	98,013.0
Securitization income	20,075.2	18,057.1	12,796.3	7,379.1	6,653.2	9,292.8
Total Interest Income	56,734.6	63,027.6	75,661.4	85,158.1	101,953.3	107,305.8
Less: Interest Expenses	24,473.3	28,491.5	38,981.8	44,028.7	50,743.8	52,094.0
Net Interest Income	32,261.3	34,536.1	36,679.6	41,129.4	51,209.5	55,211.8
Other income	1,344.8	1,942.2	1,502.1	754.0	761.6	758.3
Profit After Tax	12,574.5	13,606.2	12,642.1	12,378.1	11,782.0	12,573.4
EPS (Rs.)	55.59	59.98	55.72	54.56	51.93	55.42
Cost to income Ratio (%)	20.62%	20.88%	24.12%	23.46%	23.79%	21.15%
NIM (% on AUM)	7.51%	7.46%	6.68%	6.61%	7.27%	7.16%

Note: The standalone financials for FY16 include the performance of erstwhile wholly owned subsidiary Shriram Equipment Finance Co. Ltd. which has been amalgamated with STFC - the Appointed date being April 1, 2015. Hence, the numbers are not strictly comparable with the standalone financials for earlier periods.

Strong Financial Track Record

Balance Sheet Metrics (Rs. mn)	FY12	FY13	FY14	FY15	FY16	FY17
- On Books	219,922.6	314,568.3	364,877.6	492,271.4	618,783.7	654,628.7
- Off Books	182,261.4	182,321.8	166,284.3	98,811.4	108,822.3	132,980.6
Total AUM	402,184.0	496,890.1	531,161.9	591,082.8	727,606.0	787,609.3
- New	90,857.0	95,269.0	62,499.0	46,802.0	75,715.1	79,188.7
- Used	310,424.0	398,279.0	465,540.0	537,421.0	651,348.4	708,110.1
- Others	903.0	3,342.1	3,122.9	6,859.8	542.5	310.5
Total AUM	402,184.0	496,890.1	531,161.9	591,082.8	727,606.0	787,609.3
Securitisation done	83,461.0	87,843.0	106,795.0	44,814.0	89,917.5	112,142.0
Networth	59,528.1	71,593.7	82,295.7	92,010.7	101,317.8	112,921.6
Book Value (Rs.)	263.05	315.58	362.72	405.54	446.56	497.71
Interest Coverage Ratio (x)	2.41	2.31	1.99	1.96	2.03	2.08
ROA (%)	3.75%	3.61%	2.64%	2.28%	1.86%	1.76%
ROE (%)	22.82%	20.53%	16.20%	14.03%	11.99%	11.61%
CRAR (%)	22.26%	20.74%	23.37%	20.52%	17.56%	16.94%

Note: The standalone financials for FY16 include the performance of erstwhile wholly owned subsidiary Shriram Equipment Finance Co. Ltd. which has been amalgamated with STFC - the Appointed date being April 1, 2015. Hence, the numbers are not strictly comparable with the standalone financials for earlier periods.

Healthy Asset Quality

Particulars (Rs. mn)	FY12	FY13	FY14	FY15	FY16	FY17
Gross NPA	6,937.9	10,253.7	14,505.0	18,941.4	38,702.4	54,084.4
Net NPA	977.3	2,416.4	3,029.1	3,791.2	11,437.0	16,590.0
Gross NPA (%)	3.06%	3.20%	3.86%	3.80%	6.18%	8.16%
Net NPA (%)	0.44%	0.77%	0.83%	0.79%	1.91%	2.65%
Coverage Ratio (%)	85.91%	76.43%	79.12%	79.98%	70.45%	69.33%

- * Client and truck-wise exposure limits
- * Substituted formal credit evaluation tools, such as IT returns and bank statements, with personal understanding of the customers' proposed business model
- * Field officers responsible for loans they originate
- * Relationship based model
 - Focused on earning capacity of asset
- * Assets are easy to repossess with immediate liquidity
 - Asset backed lending with adequate cover
 - Repossession last resort

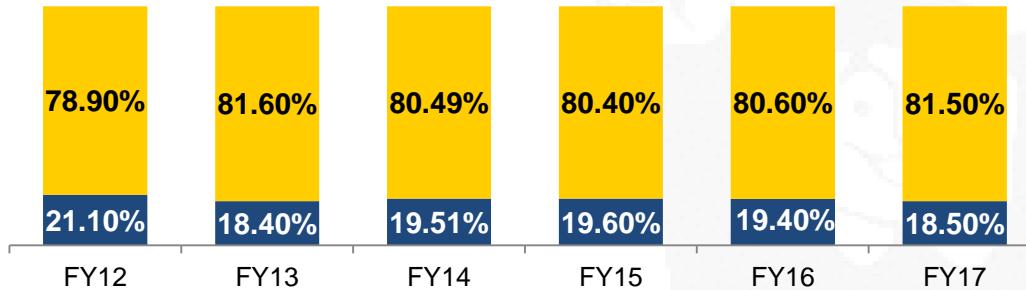
- * NPA recognition on a 150 dpd basis upto Q3 FY17
- * Have transitioned to NPA recognition on a 120 dpd basis from Q4 FY17
- * Pursuant to the amalgamation of Shriram Equipment Finance Co. Ltd. – NPA (on 150 dpd basis) of Rs. 8.94 billion have been included in the standalone financials (for FY16)
- * Coverage ratio maintained at ~70% despite transitioning to 120 dpd recognition

Note: The standalone financials for FY16 include the performance of erstwhile wholly owned subsidiary Shriram Equipment Finance Co. Ltd. which has been amalgamated with STFC - the Appointed date being April 1, 2015. Hence, the numbers are not strictly comparable with the standalone financials for earlier periods.

Access to Low Cost Funds

Funding Mix as % of Overall Liabilities

■ Retail ■ Banks/Institutions

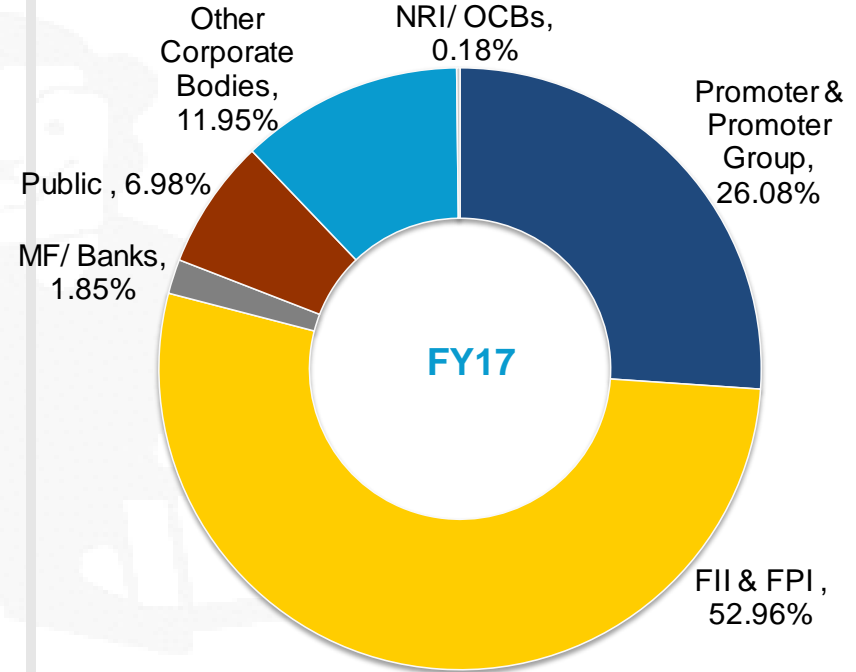
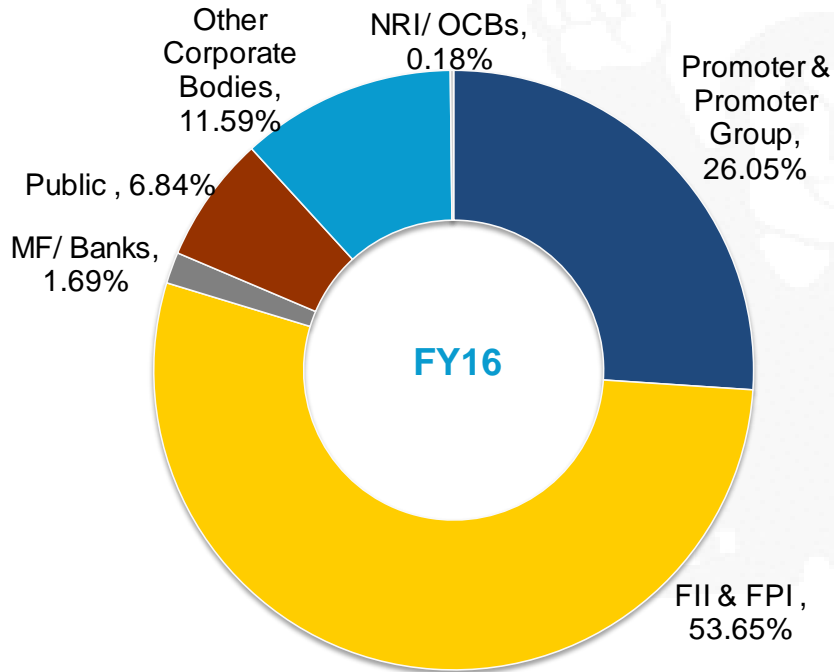


- * Strategic mix of retail deposits and institutional funding matched favorably with deployment
- * Access to fixed rate long term loans of 3 - 5 years due to strong relationships with public, private sector, foreign banks and institutions
- * Securitization of loan book at regular intervals to fund new originations and maintain growth momentum
 - Securitized assets portfolio stands at Rs. 132.98 bn at the end of Q4 FY17
- * Conservative recognition of income on account of amortization of securitization income over the tenor of the agreements

Credit Rating Agency	Instruments	Ratings
CARE	NCD's	CARE AA+
CARE	Subordinated Debt	CARE AA+
CRISIL	Fixed Deposit	CRISIL FAAA/ Stable
CRISIL	Subordinated Debt	CRISIL AA+/ Stable
CRISIL	NCD's	CRISIL AA+/ Stable
CRISIL	Bank Loan Short Term	CRISIL A1+
CRISIL	Bank Loan Long Term	CRISIL AA+/ Stable
CRISIL	Short Term Debt	CRISIL A1+
ICRA	Fixed Deposit	MAA+/ Stable
India Ratings	NCD's	IND AA+/ Stable
India Ratings	Subordinated Debt	IND AA+/ Stable
FITCH	Long Term Issuer Default Rating	BB+/ Stable
FITCH	Short Term Issuer Default Rating	B
S&P	Long Term Issuer Credit Rating	BB+/ Stable
S&P	Short Term Issuer Credit Rating	B
S&P	Offshore Rupee Denominated Bonds	BB+

Shareholding Pattern as on Mar 31, 2017 vs Mar 31, 2016

No. of shares outstanding: 226.88mn

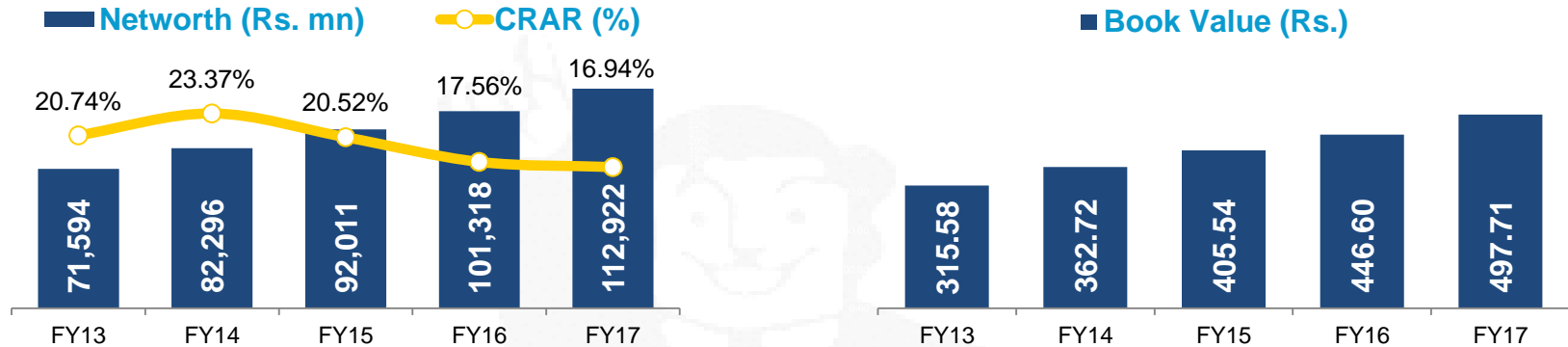


Has Attracted Strong Interest from Quality Investors

- * Consistent track record and high growth potential has attracted reputed institutional and private equity investors to infuse growth capital
- * Last fund raising: Allotted 11.658 mn equity shares at Rs. 500.80 per share to Qualified Institutional Buyers (QIB) for an aggregate sum of Rs. 5.84 bn resulting in a dilution of around 5.20% to 45 marquee global as well as domestic funds and insurers, which included 22 existing investors and the rest, new investors on January 28, 2010

Key Shareholders	Current Shareholding (Mn Shares)	%
Shriram Capital Limited	59.17	26.08
Piramal Enterprises Limited	22.60	9.96
Sanlam Life Insurance Limited	6.76	2.98
Centaura Investments (Mauritius) Pte Limited	4.32	1.90
New World Fund Inc	4.26	1.88
Vanguard Emerging Markets Stock Index Fund	2.89	1.27
Oppenheimer International Small Company Fund	2.85	1.26
Stichting Depository Apg Emerging Markets Equity Pool	2.62	1.15
Government Of Singapore	2.47	1.09
Platinum Asia Fund	2.41	1.06
Smallcap World Fund, Inc	2.04	0.90
Public & Others	114.49	50.47
Total	226.88	100.00

Well-Capitalized Balance Sheet



* Capital Adequacy Ratio at 16.94% as on March 31, 2017 vs 15% mandated by RBI

Note: The standalone financials for FY16 include the erstwhile wholly owned subsidiary Shriram Equipment Finance Co. Ltd. which has been amalgamated with STFC - the Appointed date being April 1, 2015. Hence, the numbers are not strictly comparable with the standalone financials for earlier periods.

RECENT PERFORMANCE



Performance Highlights – Q4 FY17 vs Q4 FY16

Total Income	-7.4% ↓	Q4 FY17	Rs 27,123.1 mn
		Q4 FY16	Rs 29,302.0 mn
Net Interest Income*	-3.2% ↓	Q4 FY17	Rs 14,086.9 mn
		Q4 FY16	Rs 14,559.6 mn
* including Securitisation Income			
PAT	4.0% ↑	Q4 FY17	Rs 1,496.3 mn
		Q4 FY16	Rs 1,439.2 mn
EPS	4.0% ↑	Q4 FY17	Rs 6.60
		Q4 FY16	Rs 6.34

* Cost to income ratio at 19.35% in Q4 FY17 as compared to 25.34% in Q4 FY16

* Employee strength at 18,885 (including 10,678 field executives) in Q4 FY17 against 15,993 in Q3 FY17

Performance Highlights – FY17 vs FY16

Total Income	5.2% ↑	FY17	Rs 108,306.1 mn
		FY16	Rs 102,934.8 mn
Net Interest Income*	7.8% ↑	FY17	Rs 55,211.8 mn
		FY16	Rs 51,209.5 mn
* including Securitisation Income			
PAT	6.7% ↑	FY17	Rs 12,573.4 mn
		FY16	Rs 11,782.0 mn
EPS	6.7% ↑	FY17	Rs 55.42
		FY16	Rs 51.93

* Cost to income ratio at 21.15% in FY17 as compared to 23.79% in FY16

Performance Highlights – Q4 FY17 vs Q4 FY16

AUM	8.3% ↑	Q4 FY17	Rs 787,609.3 mn
		Q4 FY16	Rs 727,606.0 mn
GNPA	39.7% ↑	Q4 FY17	Rs 54,084.4 mn
		Q4 FY16	Rs 38,702.4 mn
NNPA	45.1% ↑	Q4 FY17	Rs 16,590.0 mn
		Q4 FY16	Rs 11,437.0 mn
Book Value	11.4% ↑	Q4 FY17	Rs 497.7
		Q4 FY16	Rs 446.6

* In accordance with regulations, shifted NPA recognition norms to 120 days in Q4FY17 from 150 days earlier.

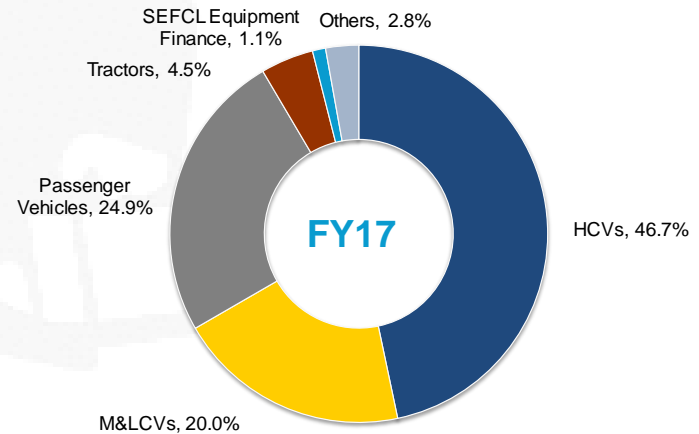
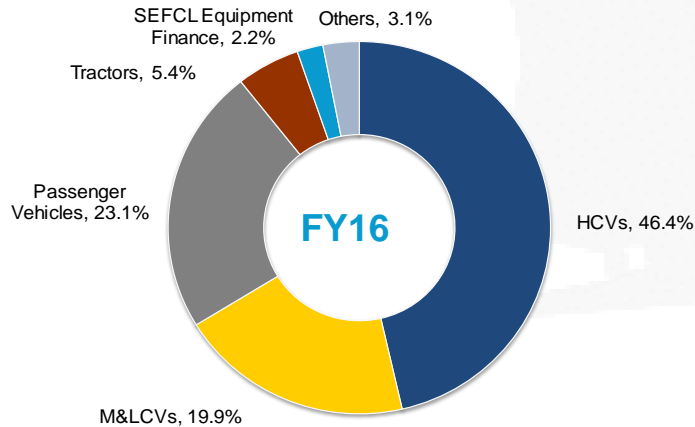
* Coverage ratio at 69.33% in FY17 as compared to 70.45% in FY16

* CRAR at 16.94% as of FY17 compared to 17.56% as of FY16.

AUM Break-up

Particulars (Rs. mn)	Q4 FY16	Q1 FY17	Q2 FY17	Q3 FY17	Q4 FY17	YoY (%)	QoQ (%)	FY16	FY17	YoY (%)
- On Books	618,783.7	639,619.6	636,887.6	642,706.6	654,628.7	5.79%	1.85%	618,783.7	654,628.7	5.79%
- Off Books	108,822.3	108,465.0	116,338.2	120,107.0	132,980.6	22.20%	10.72%	108,822.3	132,980.6	22.20%
Total AUM	727,606.0	748,084.6	753,225.8	762,813.6	787,609.3	8.25%	3.25%	727,606.0	787,609.3	8.25%
- New	75,715.1	80,381.2	76,013.6	75,401.0	79,188.7	4.59%	5.02%	75,715.1	79,188.7	4.59%
- Used	651,348.4	667,342.0	676,853.5	687,173.6	708,110.1	8.71%	3.05%	651,348.4	708,110.1	8.71%
- Others	542.5	361.4	358.7	239.0	310.5	-42.76%	29.92%	542.5	310.5	-42.76%
Total AUM	727,606.0	748,084.6	753,225.8	762,813.6	787,609.3	8.25%	3.25%	727,606.0	787,609.3	8.25%

Segment-wise Break up



NPA Analysis

Particulars (Rs. mn)	Q4 FY16	Q1 FY17	Q2 FY17	Q3 FY17	Q4 FY17	YoY (%)	QoQ (%)	FY16	FY17	YoY (%)
Gross NPA	38,702.4	41,259.0	42,420.3	43,062.4	54,084.4	39.74%	25.60%	38,702.4	54,084.4	39.74%
Net NPA	11,437.0	12,202.3	12,518.3	10,577.2	16,590.0	45.06%	56.85%	11,437.0	16,590.0	45.06%
Gross NPA (%)	6.18%	6.38%	6.58%	6.62%	8.16%	32.04%	23.26%	6.18%	8.16%	32.04%
Net NPA (%)	1.91%	1.97%	2.04%	1.71%	2.65%	38.74%	54.97%	1.91%	2.65%	38.74%
Coverage Ratio (%)	70.45%	70.43%	70.49%	75.44%	69.33%	-1.60%	-8.10%	70.45%	69.33%	-1.60%

- * NPA recognition on 150 dpd basis maintained from Q4FY16 upto Q3FY17 & transitioned to 120 dpd basis in Q4 FY17
- * Provision Coverage Ratio (PCR) on 120 dpd at 69.33% in Q4FY17 as against 70.45% on 150 dpd in Q4FY16

P&L Statement

Particulars (Rs. mn)	Q4 FY16	Q1 FY17	Q2 FY17	Q3 FY17	Q4 FY17	YoY (%)	QoQ (%)	FY16	FY17	YoY (%)
Interest income	27,206.6	24,763.6	24,626.3	24,437.9	24,185.2	-11.11%	-1.03%	95,300.1	98,013.0	2.85%
Interest expended	14,473.9	13,165.2	13,358.4	12,824.9	12,745.5	-11.94%	-0.62%	50,743.8	52,094.0	2.66%
Net interest income	12,732.7	11,598.4	11,267.9	11,613.0	11,439.7	-10.15%	-1.49%	44,556.3	45,919.0	3.06%
Income from securitisation	1,896.3	1,941.0	2,340.1	2,553.4	2,697.5	42.25%	5.64%	6,869.4	9,532.0	38.76%
Less : Securitisation expenses	69.4	65.5	78.1	45.3	50.3	-27.52%	11.04%	216.2	239.2	10.64%
Income from securitisation (net)	1,826.9	1,875.5	2,262.0	2,508.1	2,647.2	44.90%	5.55%	6,653.2	9,292.8	39.67%
Net interest income (incl. sec)	14,559.6	13,473.9	13,529.9	14,121.1	14,086.9	-3.25%	-0.24%	51,209.5	55,211.8	7.82%
Other fee based income	31.0	12.3	15.5	18.2	19.2	-38.06%	5.49%	95.3	65.2	-31.58%
Operating income	14,590.6	13,486.2	13,545.4	14,139.3	14,106.1	-3.32%	-0.23%	51,304.8	55,277.0	7.74%
Operating expenditure	3,895.7	3,340.9	3,138.0	2,905.4	2,903.4	-25.47%	-0.07%	13,088.9	12,287.7	-6.12%
Core operating profit *	10,694.9	10,145.3	10,407.4	11,233.9	11,202.7	4.75%	-0.28%	38,215.9	42,989.3	12.49%
Other income	166.2	154.6	153.1	164.4	221.0	32.97%	34.43%	666.3	693.1	4.02%
Operating profit	10,861.1	10,299.9	10,560.5	11,398.3	11,423.7	5.18%	0.22%	38,882.2	43,682.4	12.35%
Provisions for bad debts	8,403.9	4,549.5	4,631.9	6,089.5	8,804.9	4.77%	44.59%	20,568.9	24,075.8	17.05%
Provisions against standard assets	285.0	53.9	-11.1	15.5	309.1	8.46%	1894.19%	499.0	367.4	-26.37%
PBT	2,172.2	5,696.5	5,939.7	5,293.3	2,309.7	6.33%	-56.37%	17,814.3	19,239.2	8.00%
Tax	733.0	1,955.5	2,063.2	1,833.7	813.4	10.97%	-55.64%	6,032.3	6,665.8	10.50%
PAT	1,439.2	3,741.0	3,876.5	3,459.6	1,496.3	3.97%	-56.75%	11,782.0	12,573.4	6.72%
EPS (Rs)	6.34	16.49	17.08	15.25	6.60	4.02%	-56.75%	51.93	55.42	6.72%
Tier I CRAR %	14.71%	14.83%	15.28%	15.44%	15.20%	3.33%	-1.55%	14.71%	15.20%	3.33%
Tier II CRAR %	2.85%	2.54%	2.16%	2.11%	1.74%	-39.00%	-17.54%	2.85%	1.74%	-38.95%
Total CRAR %	17.56%	17.37%	17.44%	17.55%	16.94%	-3.54%	-3.48%	17.56%	16.94%	-3.53%
Book Value (Rs)	446.56	463.21	480.44	490.99	497.71	11.45%	1.37%	446.56	497.71	11.45%

*Before Provisions & Contingencies

Balance Sheet

Particulars (Rs. mn)	Mar-16	Jun-16	Sep-16	Dec-16	Mar-17	YoY (%)
Liabilities						
<u>Shareholder funds</u>						
(a) Share capital	2,269.1	2,269.1	2,269.1	2,269.1	2,269.1	0.00%
(b) Reserves and surplus	99,272.1	103,013.0	106,889.6	109,256.9	110,753.2	11.57%
<u>Non-current liabilities</u>						
(a) Long-term borrowings	302,696.7	301,511.6	319,743.1	314,445.0	337,001.8	11.33%
(b) Other long term liabilities	11,635.1	11,524.5	11,863.1	12,389.1	13,108.6	12.66%
(c) Long term provisions	28,427.2	30,273.3	31,129.9	33,706.6	38,939.4	36.98%
<u>Current liabilities</u>						
(a) Short-term borrowings	33,303.5	52,505.9	37,164.9	52,985.6	49,831.4	49.63%
(b) Trade payables	15,113.7	16,167.4	15,613.6	15,662.9	17,321.3	14.61%
(c) Other current liabilities	181,819.7	179,762.3	185,476.8	169,776.5	170,906.7	-6.00%
(d) Short-term provisions	5,096.0	6,117.3	4,796.2	5,456.5	3,971.6	-22.06%
Total	679,633.1	703,144.4	714,946.3	715,948.2	744,103.1	9.49%
Assets						
<u>Non-current assets</u>						
(a) Fixed assets						
(i) Property, plant and equipment	996.1	971.6	921.3	867.1	821.7	-17.51%
(ii) Intangible assets	14.5	15.6	14.3	12.8	16.1	11.03%
(b) Non-current investments	12,521.7	13,182.0	14,114.9	14,490.9	14,971.4	19.56%
(c) Deferred tax assets (net)	3,077.0	3,133.5	3,227.0	3,392.8	3,622.8	17.74%
(d) Long term loans and advances	430,101.9	451,021.9	456,643.7	455,570.9	473,088.8	9.99%
(e) Other non-current assets	138.8	183.5	547.4	103.9	751.5	441.43%
<u>Current assets</u>						
(a) Current investments	1,040.0	40.0	2,500.0	0.0	522.1	-49.80%
(b) Cash and bank balances	23,638.6	26,608.9	35,028.9	31,345.7	44,406.9	87.86%
(c) Short-term loans and advances	207,598.7	207,359.3	201,372.2	209,474.7	205,313.1	-1.10%
(d) Other current assets	505.8	628.1	576.6	689.4	588.7	16.39%
Total	679,633.1	703,144.4	714,946.3	715,948.2	744,103.1	9.49%

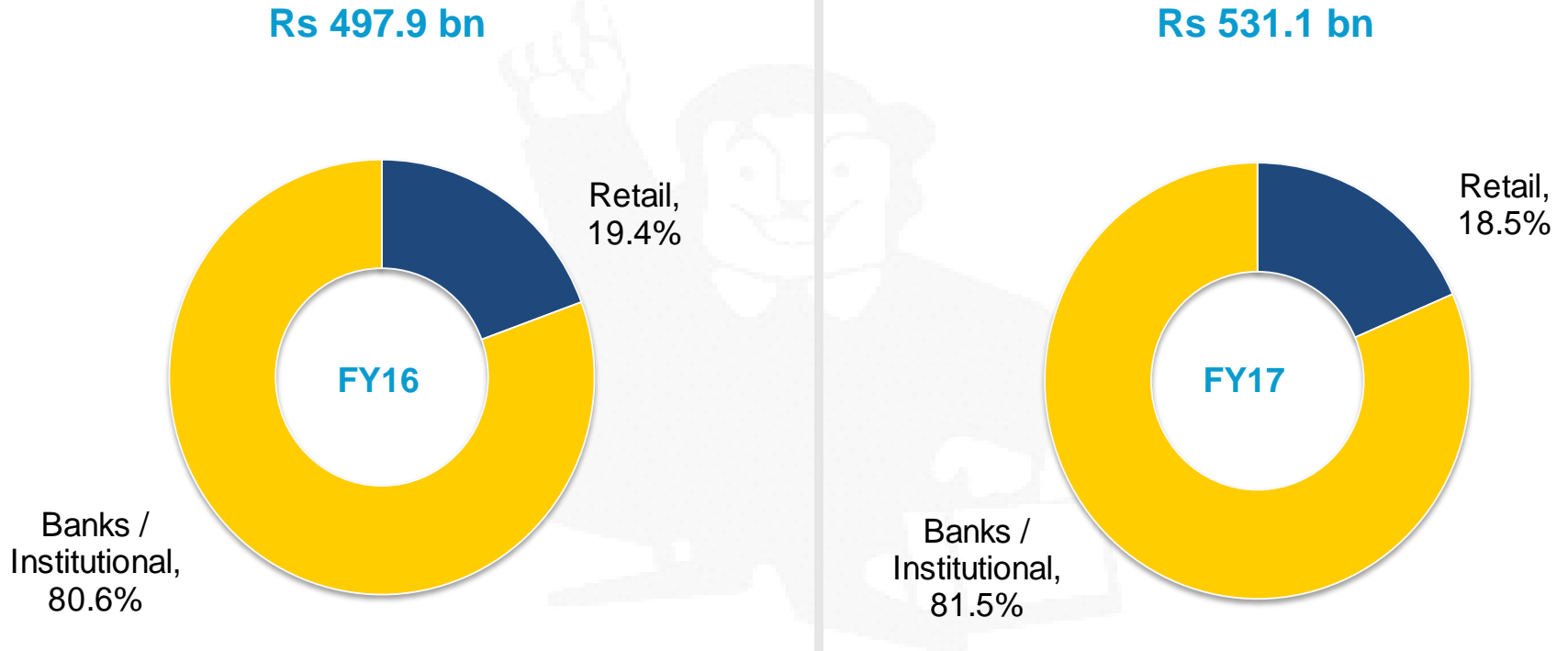
Key Metrics – Q4 FY17

P&L Metrics (Rs. mn)	Q4 FY16	Q1 FY17	Q2 FY17	Q3 FY17	Q4 FY17	YoY (%)	QoQ (%)	FY16	FY17	YoY (%)
Interest Income	27,206.6	24,763.6	24,626.3	24,437.9	24,185.2	-11.11%	-1.03%	95,300.1	98,013.0	2.85%
Securitisation Income	1,826.9	1,875.5	2,262.0	2,508.1	2,647.2	44.90%	5.55%	6,653.2	9,292.8	39.67%
Total Interest Income	29,033.5	26,639.1	26,888.3	26,946.0	26,832.4	-7.58%	-0.42%	101,953.3	107,305.8	5.25%
Less: Interest Expenses	14,473.9	13,165.2	13,358.4	12,824.9	12,745.5	-11.94%	-0.62%	50,743.8	52,094.0	2.66%
Net Interest Income	14,559.6	13,473.9	13,529.9	14,121.1	14,086.9	-3.25%	-0.24%	51,209.5	55,211.8	7.82%
Other Income	197.2	166.9	168.6	182.6	240.2	21.81%	31.54%	761.6	758.3	-0.43%
Profit After Tax	1,439.2	3,741.0	3,876.5	3,459.6	1,496.3	3.97%	-56.75%	11,782.0	12,573.4	6.72%
EPS (Rs.)	6.34	16.49	17.08	15.25	6.60	4.02%	-56.75%	51.93	55.42	6.72%
Cost to income Ratio (%)	25.34%	23.56%	22.31%	19.54%	19.35%	-23.64%	-0.97%	23.79%	21.15%	-11.09%
NIM (on AUM)	7.71%	7.35%	7.14%	7.17%	6.97%	-9.55%	-2.73%	7.27%	7.16%	-1.52%

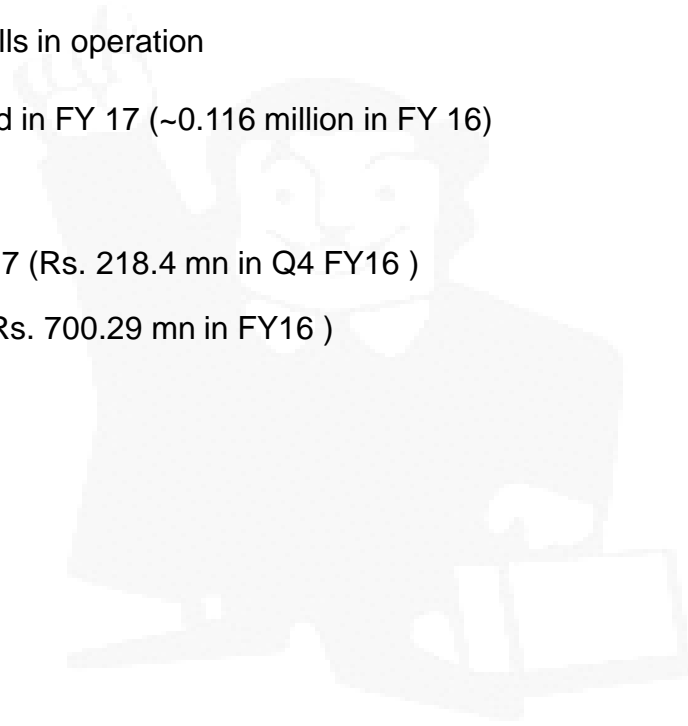
Key Metrics – Q4 FY17

Balance Sheet Metrics (Rs. mn)	Q4 FY16	Q1 FY17	Q2 FY17	Q3 FY17	Q4 FY17	YoY (%)	QoQ (%)	FY16	FY17	YoY (%)
Networth	101,317.8	105,094.1	109,003.4	111,398.0	112,921.6	11.45%	1.37%	101,317.8	112,921.6	11.45%
Book Value (Rs.)	446.56	463.21	480.44	490.99	497.71	11.45%	1.37%	446.56	497.71	11.45%
Securitisation done	46,199	21,619	28,963	26,008	35,552	-23.05%	36.70%	89,918	112,142	24.72%
Interest Coverage (x)	2.02	2.04	2.03	2.12	2.13	5.45%	0.47%	2.03	2.08	2.46%
ROA (%)	0.86%	2.15%	2.17%	1.92%	0.81%	-5.81%	-57.81%	1.86%	1.76%	-5.38%
ROE (%)	5.67%	14.47%	14.46%	12.54%	5.33%	-6.00%	-57.50%	11.99%	11.61%	-3.17%
CRAR (%)	17.56%	17.37%	17.44%	17.55%	16.94%	-3.53%	-3.48%	17.56%	16.94%	-3.53%

Borrowing Profile as on Mar 31, 2017 vs Mar 31, 2016



- * Shriram Automall India Limited.
 - AUTOMALL - 67 Automalls in operation
 - ~0.135 million assets sold in FY 17 (~0.116 million in FY 16)
- * Fees Income earned
 - Rs. 200.57 mn in Q4 FY17 (Rs. 218.4 mn in Q4 FY16)
 - Rs. 756.20 mn in FY17 (Rs. 700.29 mn in FY16)



P&L Statement - Subsidiary - Shriram Automall India Limited

Particulars (Rs. mn)	FY16	FY17	YoY (%)
Income			
Revenue from operations	745.3	803.1	7.75%
Other income	11.8	25.3	114.14%
Total	757.1	828.4	9.41%
Expenditure			
Employees Benefit expense	346.6	349.8	0.91%
Finance cost	0.5	0.4	-21.37%
Depreciation and amortisation	13.2	9.7	-26.84%
Other expenses	318.3	327.3	2.84%
Total	678.6	687.2	1.26%
Profit/(Loss) before taxation	78.5	141.2	79.99%
Provision for taxation			
Current tax	23.0	58.7	155.56%
Deferred tax liability / (Asset)	1.3	-0.4	-128.92%
Total tax expense / (income)	24.3	58.3	140.33%
Profit/(Loss) after tax from continuing operations	54.2	82.9	52.98%
Earnings/(Loss) per share			
Basic & Diluted (Rs.)	1.81	2.76	52.70%
Nominal Value of Share (Rs.)	10.00	10.00	0.00%

Balance Sheet - Subsidiary - Shriram Automall India Limited

Particulars (Rs. mn)	31-Mar-16	31-Mar-17
Liabilities		
<u>Shareholder funds</u>		
(a) Share capital	300.0	300.0
(b) Reserves and surplus	213.7	297.0
<u>Current liabilities</u>		
(a) Short-term borrowings	0.9	0.0
(b) Trade payables	270.5	373.5
(c) Other current liabilities	17.2	8.3
(d) Short-term provisions	25.9	37.7
Total	828.2	1,016.5
Assets		
<u>Non-current assets</u>		
(a) Fixed assets		
(i) Tangible assets	509.2	502.9
(ii) Intangible assets	1.3	1.6
(b) Non Current Investments	10.4	24.8
(c) Deferred tax assets (net)	11.7	12.1
(d) Long term loans and advances	30.8	31.6
(e) Other assets	0.2	0.7
<u>Current assets</u>		
(a) Trade receivables	101.0	86.8
(b) Current investments	131.1	1.0
(c) Cash and bank balances	16.9	46.3
(d) Short-term loans and advances	15.0	301.0
(e) Other current assets	0.6	7.7
Total	828.2	1,016.5

**For any Investor Relations
queries please contact**

Sanjay K. Mundra
Shriram Transport Finance Co. Ltd
Email: smundra@stfc.in
Tel. No. +91-22-4095 9507

About Shriram Transport Finance Co. Ltd.

Shriram Transport Finance Co Ltd. is the largest asset financing NBFC with Assets on Balance sheet of Rs. 65,462.57 crore and off Balance sheet assets of Rs. 13,298.06 crore. The company is a leader in organized financing of pre-owned trucks with strategic presence in 5-10 year old trucks. It has a pan-India presence with a network of 918 branches, and employs 18,885 employees including 10,678 field officers. The company has built a strong customer base of approx. 1.45 mn. Over the past 38 years, it has developed strong competencies in the areas of loan origination, valuation of pre-owned trucks and collection. It has a vertically integrated business model and offers a number of products which include: Pre-owned CV financing, New CV financing and other loans like accidental repair loans, tyre loans and working capital finance, etc. For more information please visit www.stfc.in

Forward Looking Statement

Certain statements in this document with words or phrases such as “will”, “should”, etc., and similar expressions or variation of these expressions or those concerning our future prospects are forward looking statements. Actual results may differ materially from those suggested by the forward looking statements due to a number of risks or uncertainties associated with the expectations. These risks and uncertainties include, but are not limited to, our ability to successfully implement our strategy and changes in government policies. The company may, from time to time, make additional written and oral forward looking statements, including statements contained in the company’s filings with the stock exchanges and our reports to shareholders. The company does not undertake to update any forward-looking statements that may be made from time to time by or on behalf of the company.



SHRIRAM

Commercial Vehicle Finance

GETS YOU GOING

Thank You