



Investor Presentation

March 2016

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CIN: L35921TN1949PLC002905

1. About Murugappa Group
2. Tube Investments of India Limited
3. Business Divisional Performance
4. Company Financials

-----Disclaimer-----

This presentation contains forward-looking statements which may be identified by their use of words like “plans,” “expects,” “will,” “anticipates,” “believes,” “intends,” “projects,” “estimates” or other words of similar meaning. All statements that address expectations or projections about the future, including, but not limited to, statements about the strategy for growth, product development, market position, expenditures, and financial results, are forward-looking statements.

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INR 269 Billion Conglomerate

One of the largest family promoted, professionally managed, diversified business groups...



Philosophy – “The fundamental principle of economic activity is that no man you transact with will lose; then you shall not.”



FERTILISERS



SUGAR



TEA



PESTICIDES



ABRASIVES



REFRACTORIES



INDUSTRIAL CERAMICS



CUTTING TOOLS



BICYCLES



CHAINS



STEEL TUBES / STRIPS



GEAR SYSTEMS



METAL FORMING



FINANCIAL SERVICES



INSURANCE



CONSTRUCTION



WATER



NUTRACEUTICALS



PACKAGING



POWER GENERATION



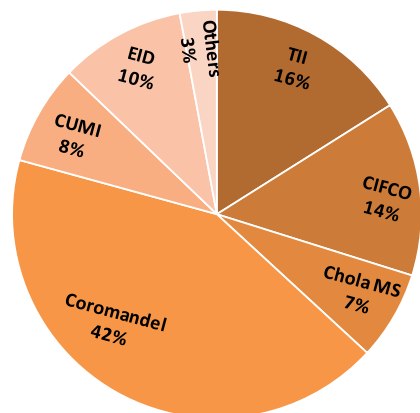
HOME FURNISHINGS



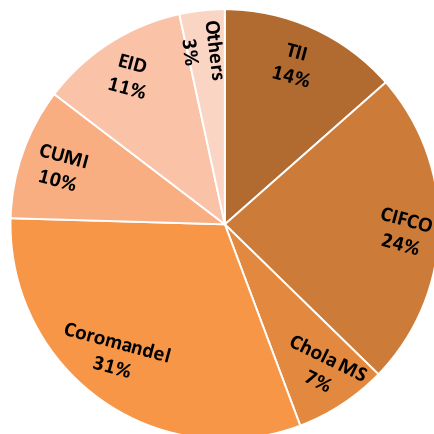
IT INFRA MANAGEMENT



Gross Sales Share



EBITDA Share



Company Name	Market Capitalization	Description
	₹ 84,420 mn (US\$ 1,349 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
	₹ 78,172 mn (US\$ 1,249 mn)	Coromandel International Limited is the leading phosphatic fertilizer company in India, with a production capacity 3.2 mn tonnes of phosphatic fertilizers
	₹ 68,431 mn (US\$ 1,093 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
	₹ 35,420 mn (US\$ 566 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.
	₹ 30,926 mn (US\$ 494 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 34,750 tones of cane per day (TCD)
	Unlisted	Cholamandalam MS General Insurance Company Limited is a JV of Murugappa Group with Mitsui Sumitomo Insurance Group of Japan, (5th largest insurance group across the globe)



TII (Consolidated) represent 37% of Gross Sales and 42% of EBITDA of Murugappa Group

Tube Investments of India Limited

TII- A Conglomerate



1949 – Set up TI Cycles
(BSA & Hercules Brands)



1960 – Incorporated TIDC



1978 – Promoted
Financial Services



2001 – Promoted General
Insurance Co.



2012 – Acquired Shanthi Gears



2014 – Promoted
TI Tsubamex,

1949

1955

1960

1965

1978

1985

2001

2010

2012

2014



1955 – Incorporated Tube Products



1965 – Set up TI Metal Forming



1985 – Indigenously
manufactured 100 cc bike chain



2010 – Acquired Sedis, France



2014 – Large Diameter Tube Plant

Manufacturing

- Manufacturers of
 - Tubes, Strips, & Tubular Components
 - Bicycles & Fitness Products,
 - Chains for Automobile sector & Industrial applications,
 - Doorframe & Channels
 - Industrial Gears
 - Designing & Manufacturing of Dies
- 23 Manufacturing Locations
- Suppliers to all major automotive OEM's in India
- Focus on Quality & Operational excellence

Financial Services

Financing

- 534 branches across 25 states /Union Territories
- 90% presence across Tier II, Tier III & Tier IV towns

General Insurance

- 105 branches and over 9000 agents across the country.

Key Financials (Consolidated)

₹ Cr.	2014-15	2013-14	Growth
Revenue	9,698	8,834	10%
EBITDA	1,234	1,044	18%
PBIT	1,112	914	22%
Net Profit	424	311	36%

₹ Cr.	YTD Dec '15 *	YTD Dec '14	Growth
Revenue	6,280	7,330	-14%
EBITDA	731	910	-20%
PBIT	637	799	-20%
Net Profit	313	277	13%

*Revenue, EBITDA and PBIT of YTD Dec '15 includes CIFCL financials upto Aug '15 only as CIFCL ceased to be a subsidiary w.e.f. 2nd September, 2015. However, Net Profit includes entire 9 months Net Profit of CIFCL.

Largest Supplier of
precision tubes (CDW)

One of the Largest bicycle
producers in India

Major player in
automotive and industrial
chains, Fine blanked
components

Preferred supplier for
metal formed door frames

Directors



Mr. M. M. Murugappan
Chairman



Mr. L. Ramkumar
Managing Director



Mr. N. Srinivasan



Mr. S. Sandilya



Mr. Pradeep V.
Bhide



Mr. C.K. Sharma



Mr. Hemant
Nerurkar



Ms. Madhu
Dubhashi

Leadership Team



Mr. Kalyan K.
Paul



Mr. Arun
Alagappan



Mr. P.
Ramachandran



Mr. K. R.
Srinivasan



Mr. R.
Narayanan



Mr. R.
Netarajan

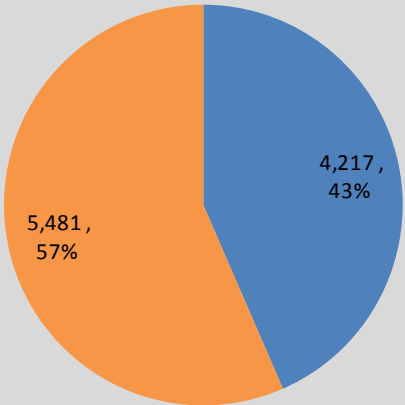


Mr. N. Prasad

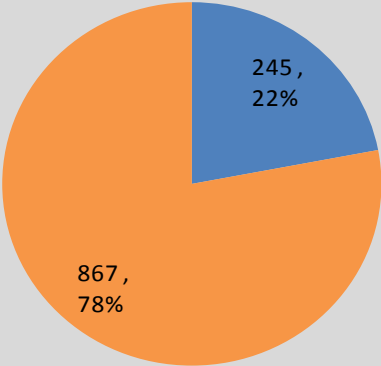
Revenue and Profit Composition – FY 2014-15



TII Revenue - 9698 Crs.

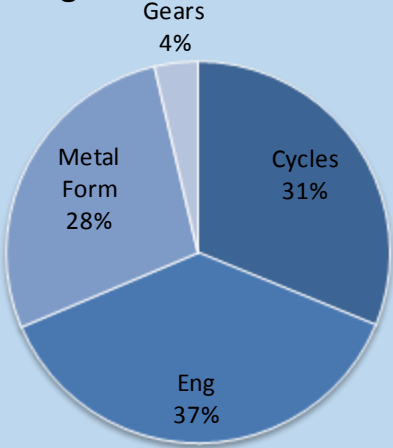


PBIT - 1112 Crs.

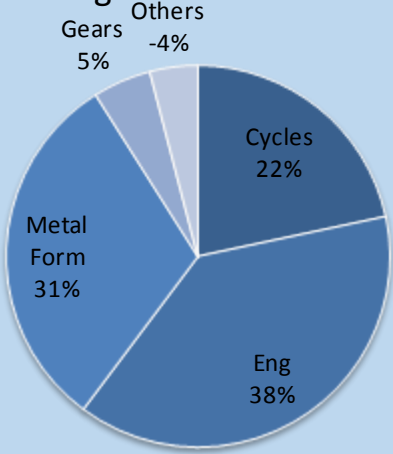


■ Manufacturing ■ Financial Services

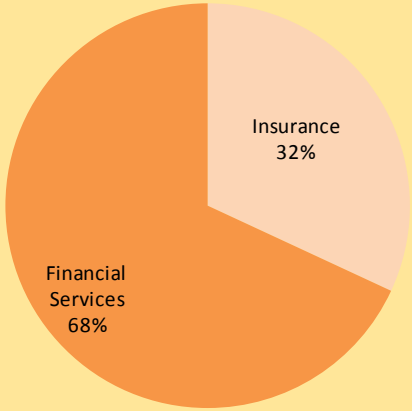
Mfg Revenue - 4217 Crs



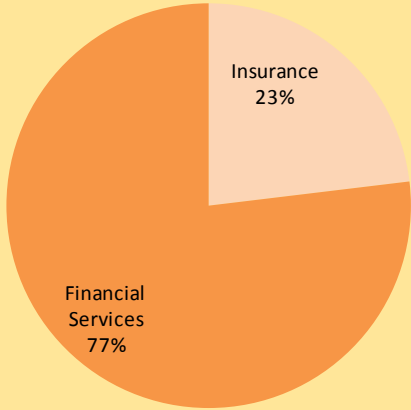
Mfg Profit - 245 Crs



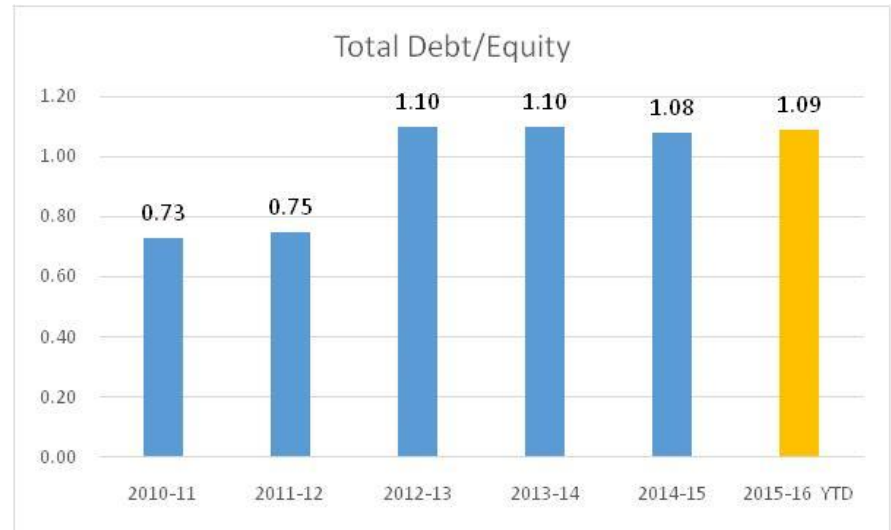
FS Revenue - 5481 Crs



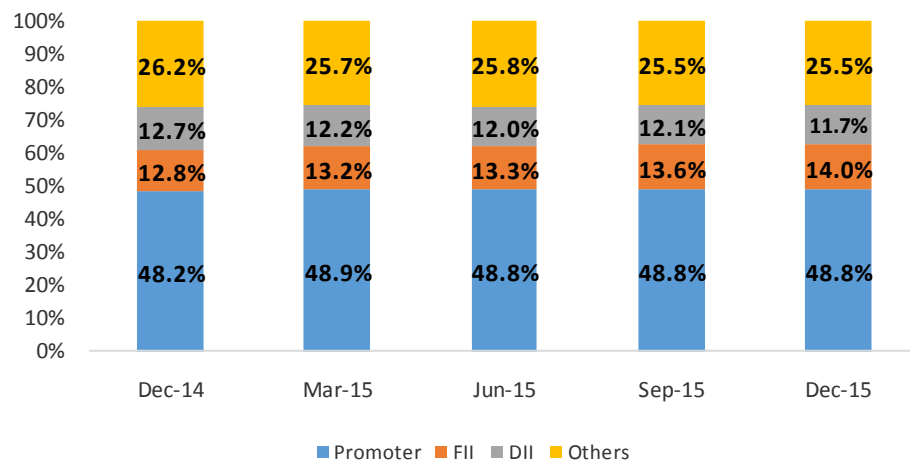
FS Profit - 867 Crs



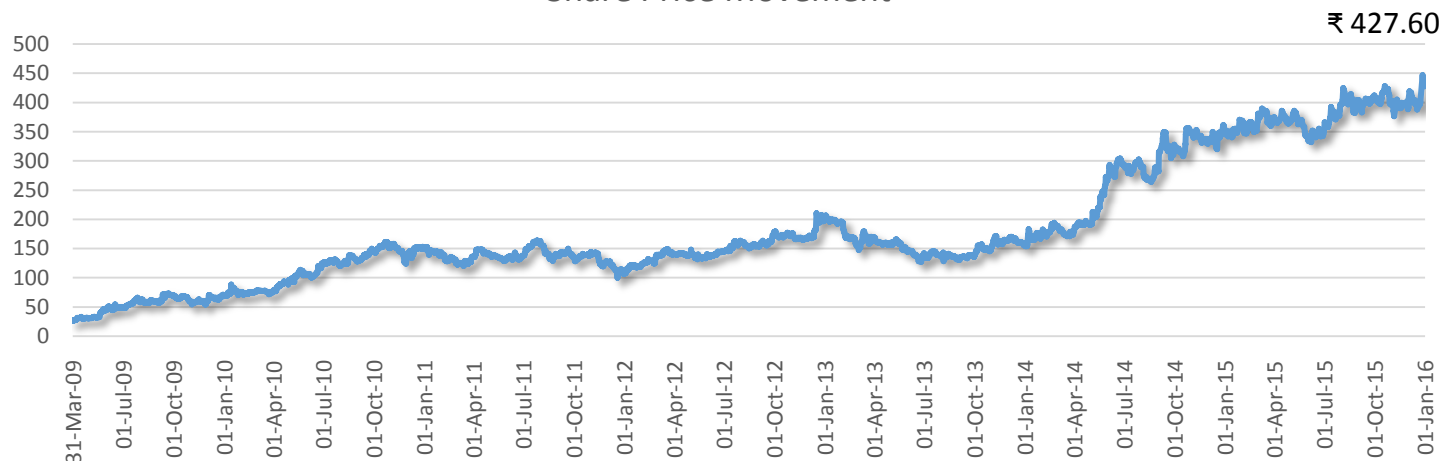
- Credit Rating
 - CRISIL AA for long term
 - CRISIL A1+ for short term
- Standalone Balance Sheet
 - Total Debt / Equity – 1.09
 - Long term Debt / Equity – 0.80
- Financial Services
 - Capital adequacy ratio – 20.10%
(Stipulated limit – 15%)
- General Insurance
 - Solvency ratio – 1.61



Shareholding Pattern



Share Price Movement



Uninterrupted dividend history for 62 years
Dividend payout policy ~25-30% of profits



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Pioneers in Selling Cycling... not just cycles

Industry- FY15

- Institutional Sales driving large volumes in the industry
- Growth in Fancy & Premium segments while Standards are in decline in Trade

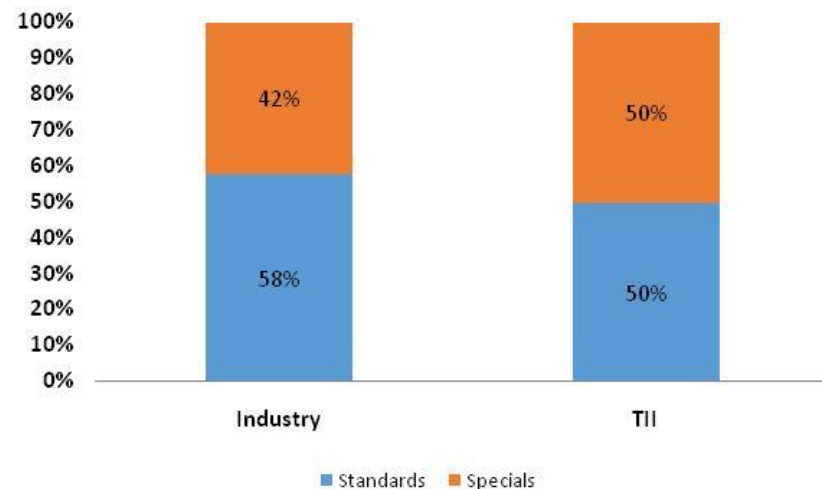
Business Drivers

- Large dealer network across India – over 10,000 touch points across India
- Expansive Retail Formats in Urban (BSA Stores), Rural (RHB), Lifestyle (Track& Trail): around 660 stores
- Multi Locational Servicing Centers
- Continuous New product development
- Extensive BTL & ATL activities
- Focus on Exports
- State of the Art manufacturing facilities for Alloy and Carbon

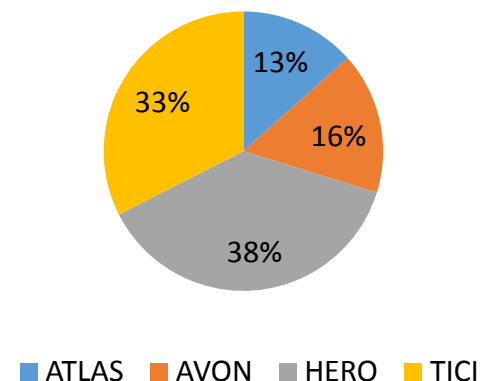
Capital Expenditure

₹ 30 Cr.
YTD Dec '15

₹ 20 Cr.
2014-15



Market Share - YTD Dec '15



Brand equity

- Our flagship brands “BSA” and “HERCULES” were recognised for excellence at the World brand Congress in Singapore.

Super / Mass Premium Lifestyle Cycles

- During the year, Super premium and Mass Premium MTB cycles had registered an overall growth of 95 % and 12% respectively.

Pioneer in Retail Formats

- BSA Go, BSA Hercules Store, Track & Trial Lounge

Selling Cycling not Just Cycles

- Organised close to 1200 events all over the country participation of more than 2.2 Lakhs individuals

Multi Location Servicing

- Large dealer and service network with more than 10,000 touch points through out the country

Pioneer in New Product Development

- 40 new Products developed during the year

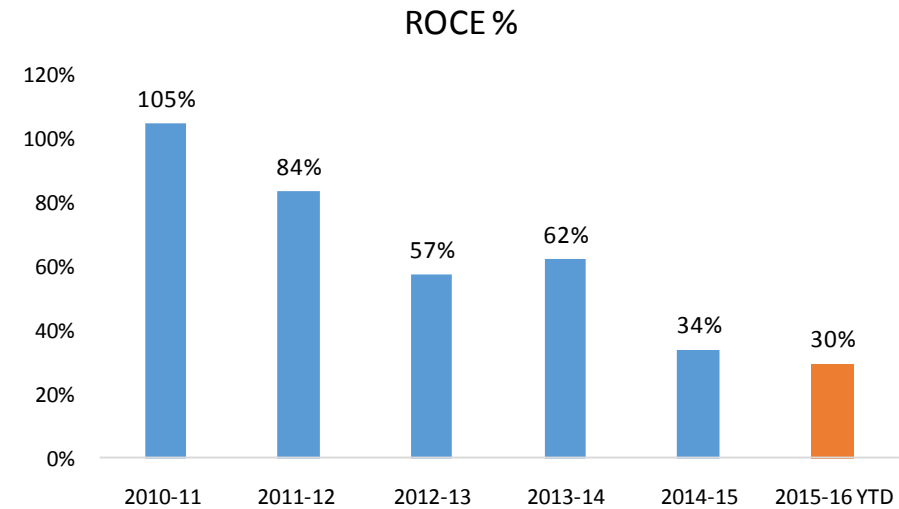
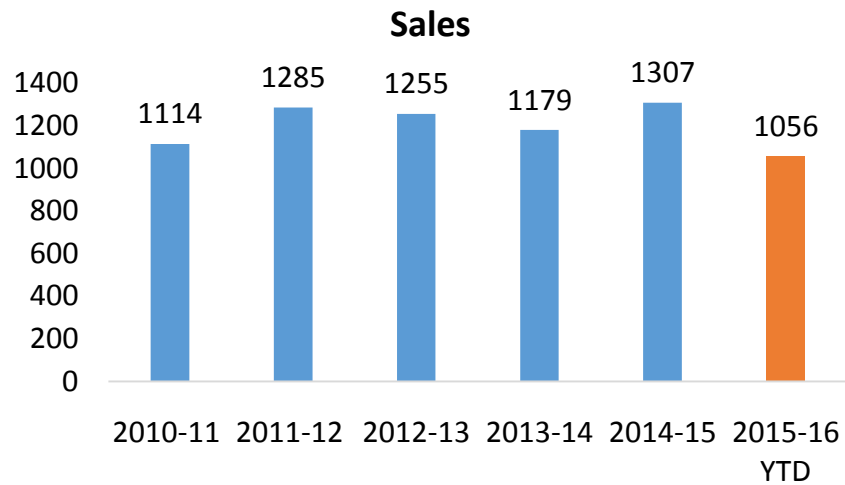


- Ladybird Vogue wins CII Design Excellence award
- BSA Lady Bird wins the Brand Revitalization Award at the Global Marketing Excellence Awards by CMO Asia
- Achieved 50% Growth Over Last Year in Super Premium Segment
- 5 Models Launched (Toonz 12, 14 , TZ110, Rhino Shox and Lady Bird Bliss)
- Obtained additional Order from West Bengal Govt
- New Urban adult segment “City Bike” a hit

■ Marketing Events

- Organized Sales Melas, Service Camps, Mechanic trainings, College Sales & displays all over India
- Around 264 BTL activities conducted YTD Dec ‘15





figures in ₹ Crores

Particulars	2014-15	2013-14	% Growth
Volumes			
Cycles (Lac nos)	40	38	6%
Net Sales (incl. Inter Unit)	1307	1179	11%
EBITDA	65	46	41%
	5%	4%	
PBIT (Before Exceptional Item)	58	38	50%
	4%	3%	
APPLICATION OF FUNDS			
Net Fixed Assets (Incl. CWIP)	59	46	
Net Working Capital	111	16	
Total Capital Employed	170	62	
Sales/NWC	11.7	74.8	
ROCE%	34%	62%	

figures in ₹ Crores

Particulars	2015-16 Q3	2014-15 Q3	% Growth	2015-16 YTD	2014-15 YTD	% Growth
Volumes						
Cycles (Lac nos)	9	10	-11%	32	31	2%
Net Sales (incl. Inter Unit)	285	317	-10%	1056	1018	4%
EBITDA	11	14	-20%	65	50	29%
	4%	4%		6%	5%	
PBIT (Before Exceptional Item)	9	12	-25%	59	45	31%
	3%	4%		6%	4%	
APPLICATION OF FUNDS						
Net Fixed Assets (Incl. CWIP)	97	55		97	55	
Net Working Capital	169	63		169	63	
Total Capital Employed	266	119		266	119	
Sales/NWC	6.7	20.0		8.3	21.4	
ROCE%	13%	40%		30%	50%	



Leader in CDW tubes for the Automotive industry

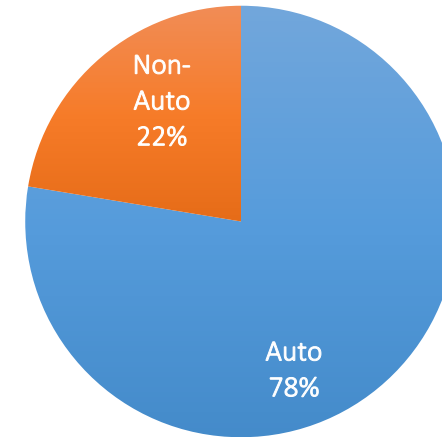
■ Industry

- Tubes: Significant Player in safety critical applications
- 2 wheelers: Leader in Front Forks in India
- 4 wheelers: Leader in many critical applications such as side impact beam, steering columns etc.
- CRSS: Niche player in specialized products
- Tubular Components: Value added products

■ Business Drivers

- Manage High Variety demand in Tubes and strips effectively
- High Focus on Value Addition Products
- New Facility for Non-Auto Segment
- Focus on internal efficiencies

Business Mix



Capital Expenditure

₹ 24 Cr.
YTD Dec '15

₹ 87 Cr.
2014-15

CDW Tube

- Market leader in High Quality & Safety critical CDW Tubes for 2W and 4W applications

Multi Location

- Plants at 4 different locations, well placed in all the regions

Gearing for Non-Auto

- Large-dia plant gave a significant foray into Non Auto segment

CRSS

- Continued focus on special grades

Value Added Products

- Tubular components including Steering column, side impact beam etc.



- **Domestic**

- Large Dia Volumes ramped up
- NPD % to Sales – 13% for Tubes and 11% for CRSS

- **Exports**

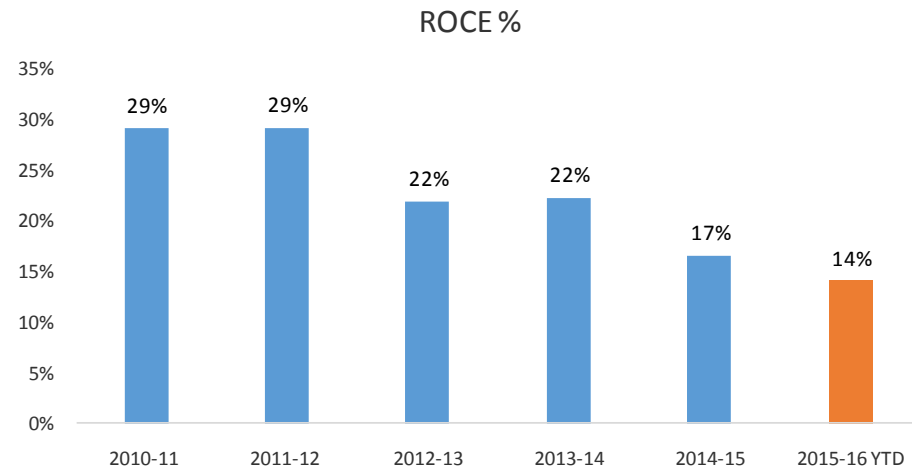
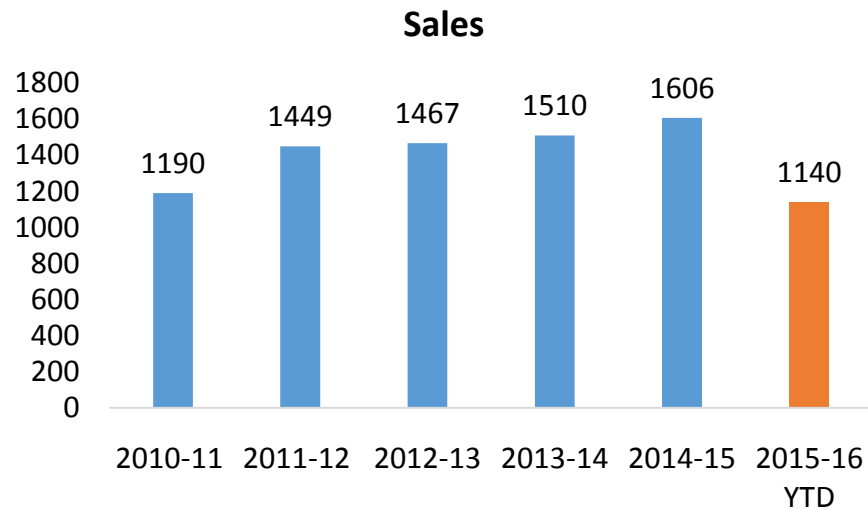
- Ramp up in TFF Export Volume
- New program for Drive line Tubing launched
- ZF Sachs, Italy placed Trial order for Value added TFF parts

- **Operations**

- Cost Competitiveness Program yielded good result
- Operational Excellence Initiatives done at all locations and reduced Customer rejections and In-plant rejections
- Recognition received from Customer Wipro for “Consistency in Improvements towards Quality” during their annual supplier quality meet.

Key Financial Trends

figures in ₹ Crores



ROCE is calculated based on end figures

figures in ₹ Crores

Particulars	2014-15	2013-14	% Growth
Strips: (Volumes Tonnes)	56628	55529	2%
Domestic	55869	54986	2%
Exports	759	544	40%
Tubes: (Volumes Tonnes)	154088	145681	6%
Domestic	143025	135967	5%
Exports	11062	9714	14%
Large Dia Tubes: (Volumes Tonnes)	856		
Net Sales (incl. Inter Unit)	1606	1510	6%
EBITDA	150	170	-12%
	9%	11%	
PBIT (Before Exceptional Item)	103	136	-24%
	6%	9%	
APPLICATION OF FUNDS			
Net Fixed Assets (Incl. CWIP)	465	416	
Net Working Capital	154	193	
Total Capital Employed	620	609	
Sales/NWC	10.4	7.8	
ROCE%	17%	22%	

Key Financials 2015-16

figures in ₹ Crores

Particulars	2015-16 Q3	2014-15 Q3	% Growth	2015-16 YTD	2014-15 YTD	% Growth
Strips: (Volumes Tonnes)	12804	13671	-6%	39002	44238	-12%
Domestic	12700	13469	-6%	38682	43768	-12%
Exports	104	202	-48%	320	470	-32%
Tubes: (Volumes Tonnes)	37424	37170	1%	114686	117582	-2%
Domestic	34947	34695	1%	107320	109441	-2%
Exports	2477	2474	0%	7367	8141	-10%
Large Dia Tubes: (Volumes Tonnes)	3115	123		9018	123	
Net Sales (incl. Inter Unit)	373	389	-4%	1140	1229	-7%
EBITDA	39	31	25%	111	112	-1%
	10%	8%		10%	9%	
PBIT (Before Exceptional Item)	24	19	25%	67	79	-15%
	6%	5%		6%	6%	
APPLICATION OF FUNDS						
Net Fixed Assets (Incl. CWIP)	446	463		446	463	
Net Working Capital	188	203		188	203	
Total Capital Employed	635	666		635	666	
Sales/NWC	7.9	7.7		8.1	8.1	
ROCE%	15%	11%		14%	16%	

PRECISION
VALUE ADDED
SHEET METAL
FORMED
COMPONENTS



POWER TRANSMISSION CHAINS
AND FINE BLANKED COMPONENTS



Precision Value added Components

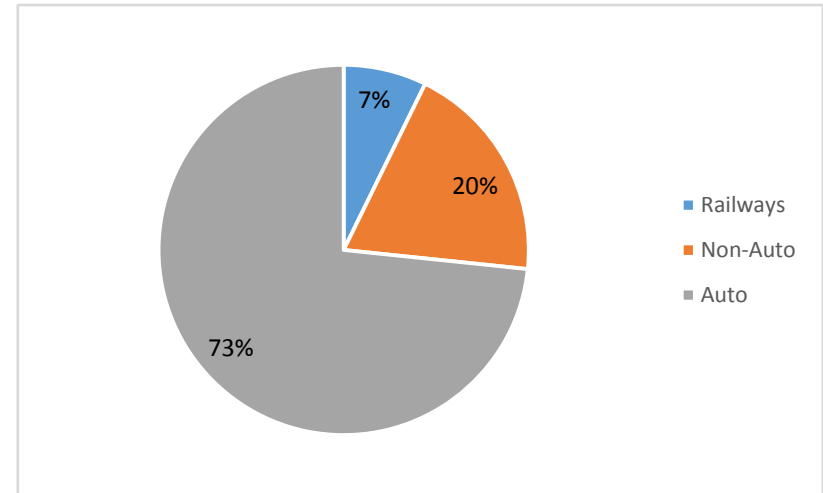
■ Industry

- Growth in 2W Scooters by 10%, but decline in motor cycles by 3% in YTD Dec '15
- Passenger car industry grew by 7% YTD Dec '15 compared to same period last year and Commercial vehicle industry grown by 10%
- Slow to moderate growth in Europe & US
- Railways: ICF increased the production of Stainless steel coaches

■ Business Drivers

- Factories located closer to customer locations
- Strong “DIAMOND” brand
- High quality products - Customer end rejections well below the customer targets
- Leveraging Acquisitions – SEDIS Synergies
- Increasing Portfolio for Fine Blanking
- Expand applications for Industrial Segment

Business Mix



Capital Expenditure

₹ 13 Cr.
YTD Dec '15

₹ 26 Cr.
2014-15

Segment Leader

- Market leader in Drive chain and Cam chain in OEM segment

Multi Location

- Strategically located plants near leading OEMs

Brand Equity

- Strong brand equity - “Diamond and Rombo” brands

Quality

- PPM less than customer target

Customers

- Catering to major 2W OEMs and Tier 1 Auto customers; IC OEMs in Domestic & Exports; Large dealership network in Auto and IC

Critical application

- Fine blanking, motor casings

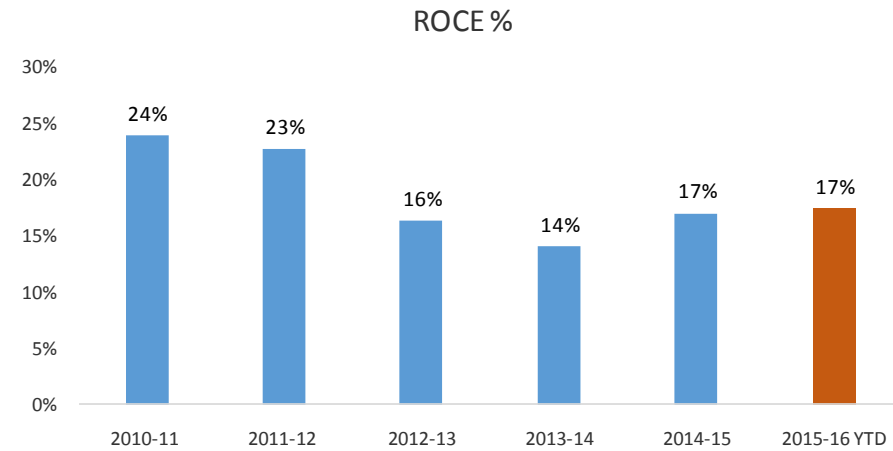
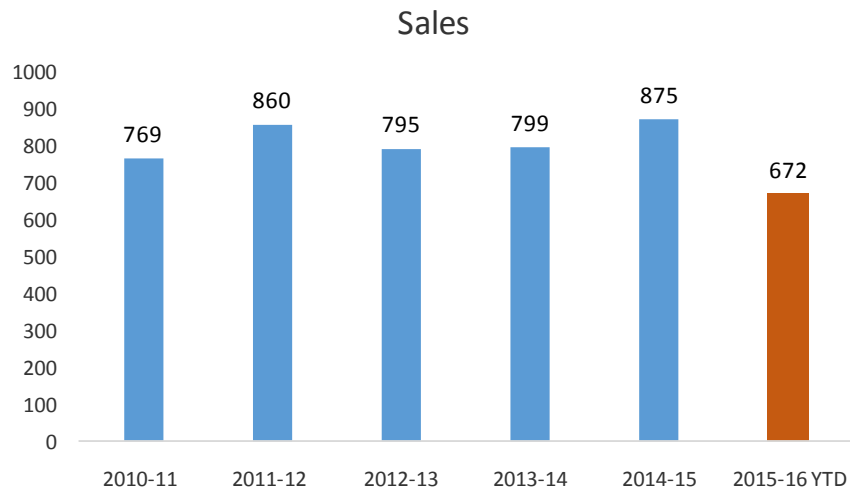


Representative list not exhaustive

- Award received from Lear for “ Excellence in Part Development” for seat recliner localization development
- Market Leadership in Chains across segments
 - Improved Market Share in both Drive & Cam Chains vis-à-vis same period last year
 - Industrial Chains: Repeat Orders from international distributors and orders received in new segments
 - Expanding reach of Aftermarket Portfolio providing an impressive growth
 - Initiative: Free Special Service camps for Flood Affected vehicles in Chennai
- New customers addition for Fine Blanked Components and seeing growth of new product sales in domestic
- Leadership position in Doorframe & Channels business



figures in ₹ Crores



ROCE is calculated based on end figures

figures in ₹ Crores

Particulars	2014-15	2013-14	% Growth
Doorframes (Lakh Sets)	7	8	-15%
Sections for railway wagons (Sets)	1542	987	56%
Coach-side/End wall (Sets)	43	16	169%
Chains:			
Domestic (Lac ESS feet)	791	715	11%
Exports (Lac ESS feet)	72	70	3%
Net Sales (incl. Inter Unit)	875	799	10%
EBITDA	116	99	18%
	13%	12%	
PBIT (Before Exceptional Item)	81	67	21%
	9%	8%	
APPLICATION OF FUNDS			
Net Fixed Assets (Incl. CWIP)	315	325	
Investments	61	61	
Net Working Capital	100	92	
Total Capital Employed	477	478	
Sales/NWC	8.7	8.7	
ROCE%	17%	14%	

Key Financials 2015-16

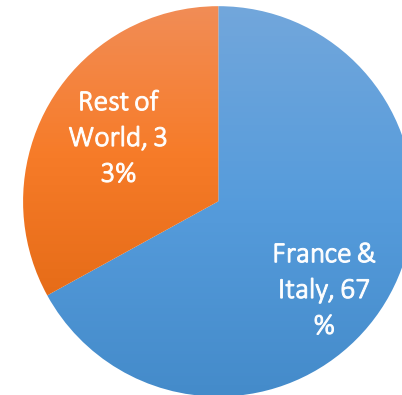
figures in ₹ Crores

Particulars	2015-16 Q3	2014-15 Q3	% Growth	2015-16 YTD	2014-15 YTD	% Growth
Doorframes (Lakh Sets)	2	2	3%	5	5	-8%
Sections for railway wagons (Sets)	549	426	29%	831	902	-8%
Coach-Side/End wall	28	12	133%	74	23	222%
Chains:						
Domestic (Lac ESS feet)	215	199	8%	608	593	2%
Exports (Lac ESS feet)	20	18	10%	55	53	4%
Net Sales (incl. Inter Unit)	243	226	8%	672	651	3%
EBITDA	33	29	13%	90	84	7%
	13%	13%		13%	13%	
PBIT (Before Exceptional Item)	23	19	18%	61	56	9%
	9%	9%		9%	9%	
APPLICATION OF FUNDS						
Net Fixed Assets (Incl. CWIP)	300	319		300	319	
Investments	61	61		61	61	
Net Working Capital	105	94		105	94	
Total Capital Employed	466	474		466	474	
Sales/NWC	9.2	9.6		8.5	9.2	
ROCE%	19%	16%		17%	16%	



- F C 10 – Holding company of Sedis
 - Two plants in France
 - Five global patents
 - Leader in special and engineering class chains
- Range of industries catered to
 - Waste Treatment / Car / escalator / textiles / food processing / packaging / cement / sugar / paper / water treatment / lumber / dams / amusement park / Oil Platforms
- Leader in France
- Present in around 100 countries
 - Around 200 distributors
 - Around 400 sale points

Sales Mix Y '14



Key Products



Leaf & Roller Chains



Conveyor Chains



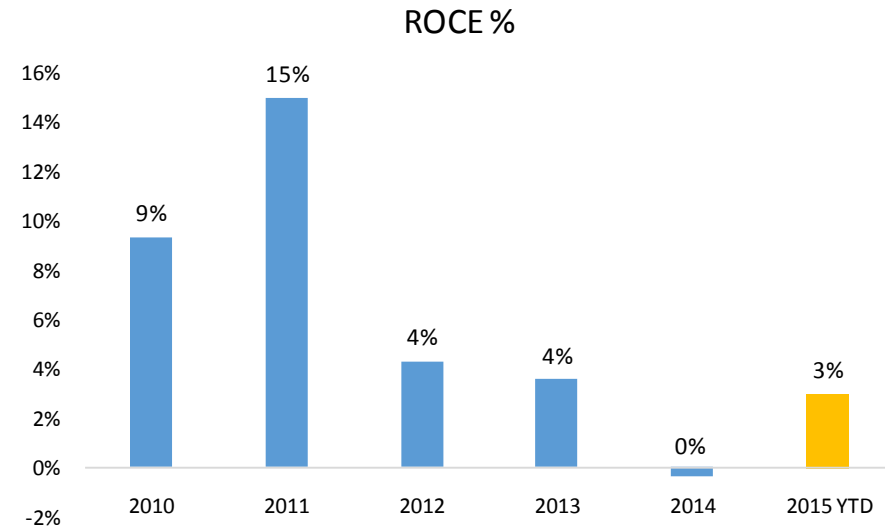
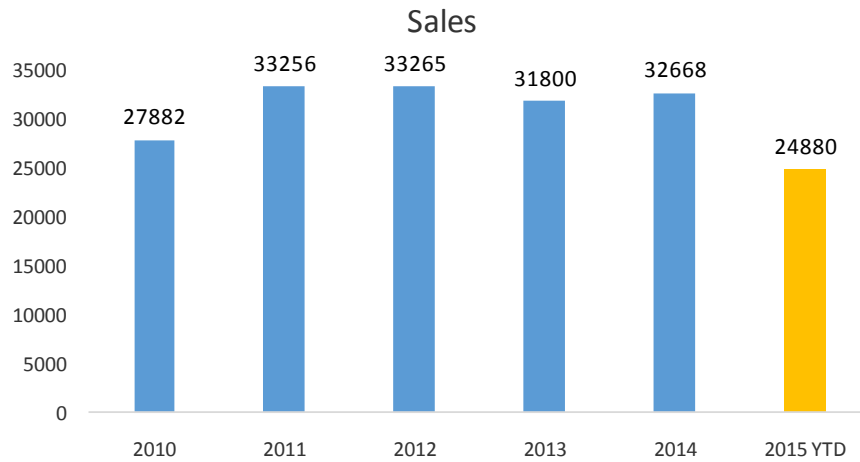
Agricultural Chains



Sprockets & Wheels

Key Financial Trends

figures in K Euro



ROCE is calculated based on end figures

figures in K Euro

Particulars	2014	2013
Net Sales	32668	31800
EBITDA	1193	1398
	4%	4%
PBT	-380	229
	-1%	1%
PAT	-26	348
	0%	1%
APPLICATION OF FUNDS		
Net Fixed Assets (Incl. CWIP)	6459	5693
Net Working Capital	6465	6437
Goodwill on Consolidation	721	866
Total Capital Employed	13646	12996
Sales/NWC	5.1	4.9
ROCE%	0%	4%

figures in K Euro

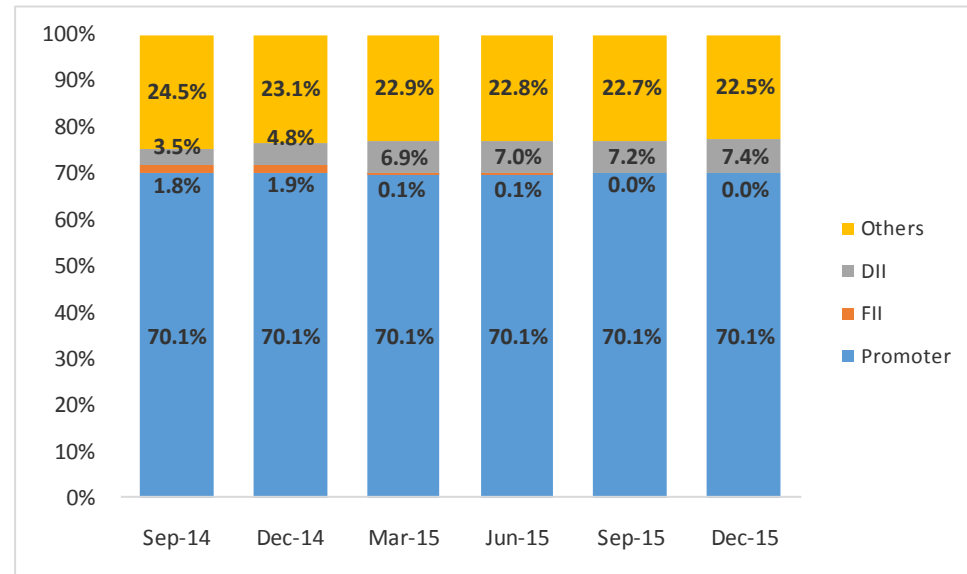
Particulars	2015 - Q3	2014 - Q3	2015 YTD	2014 YTD
Net Sales	7294	7715	24880	24785
EBITDA	-44	116	1089	895
	-1%	2%	4%	4%
PBT	-233	-160	-0.27	-221
	-3%	-2%	0%	-1%
PAT	-193	-68	90	-44
	-3%	-1%	0%	0%
APPLICATION OF FUNDS				
Net Fixed Assets (Incl. CWIP)	6541	6351	6541	6351
Net Working Capital	9337	6819	9337	6819
Goodwill on Consolidation	613	758	613	758
Total Capital Employed	16491	13928	16491	13928
Sales/NWC	3.1	4.5	3.6	4.8
ROCE%	-3%	-3%	3%	0%



Shanthi Gears (SGL) - Strong Brand in Industrial Gears

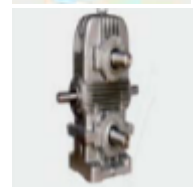
- Began operations in 1969 at Coimbatore
- Leader in custom-made gears & loose gears
- ~70% of revenues come from customized products
- Fully integrated operations with in-house
 - R&D team
 - Design and engineering capabilities
 - Foundry, Fabrication and forging unit
 - Comprehensive Heat treatment facilities
 - Tool room for manufacturing hobs, cutters

Shareholding Pattern



Key Products

- Gears & Pinions
- Gear assemblies
- Gear boxes
- Worm Spares
- Geared motors
- Service & Repair



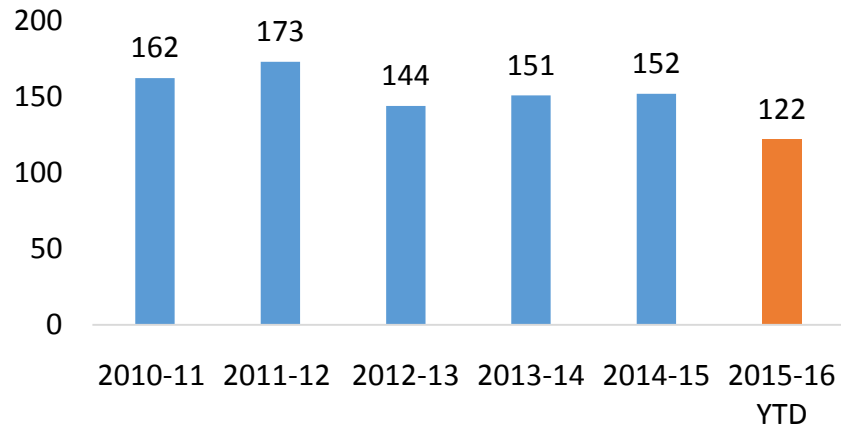
TII holds 70.12% stake in the company

- Increased enquiry activities from repeat customers and railways
- Focus continues on high contribution orders
- Focus on Capacity Enhancement and Cost
- Initiatives in place to renew business from old customers and business development for both domestic and exports
- New ELITE series of Helical Standard gearboxes E-Catalogue released, with optimal design for higher rating capacity and less weight

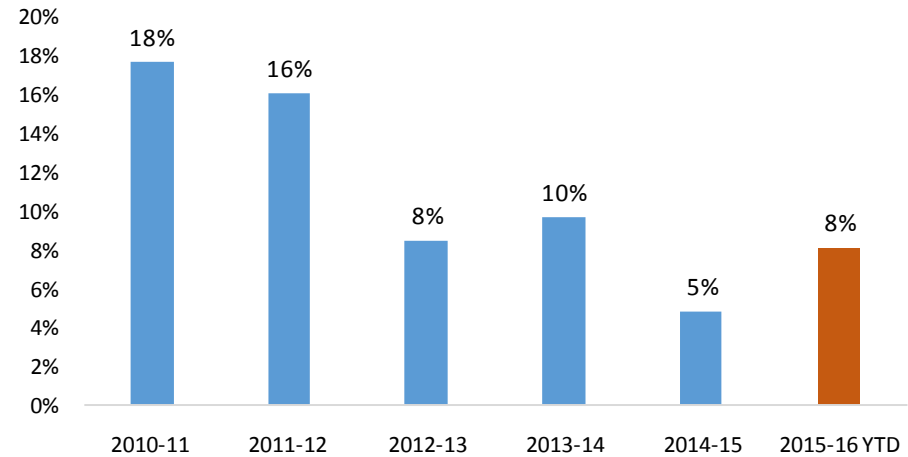


figures in ₹ Crores

Sales



ROCE %



ROCE is calculated based on end figures

Key Financials 2014-15

figures in ₹ Crores

Particulars	2014-15	2013-14	% Growth
Net Sales	152	151	1%
EBITDA	18	42	-56%
	12%	28%	
PBIT	13	26	-49%
	9%	17%	
PBT			
PAT	9	18	-49%
	6%	12%	
APPLICATION OF FUNDS			
Net Fixed Assets (Incl. CWIP)	85	99	
Investments	16	50	
Net Working Capital	171	120	
Total Capital Employed	272	269	
Sales/NWC	0.9	1.3	
ROCE%	5%	10%	

Key Financials 2015-16

figures in ₹ Crores

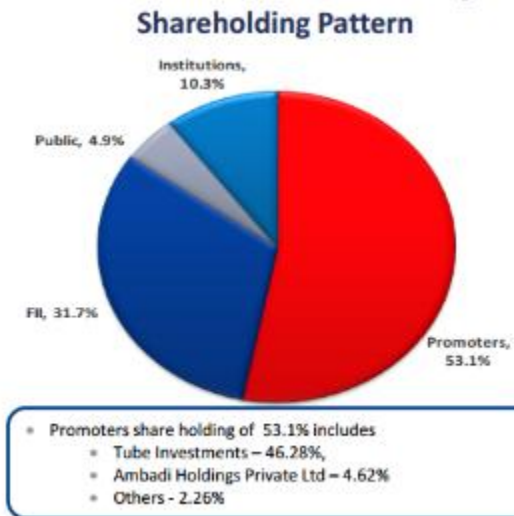
Particulars	2015-16 Q3	2014-15 Q3	%Growth	2015-16 YTD	2014-15 YTD	% Growth
Net Sales	43	42	1%	122	113	7%
EBITDA	8	6	26%	23	15	57%
	19%	15%		19%	13%	
PBIT	6	5	23%	17	10	76%
	15%	12%		14%	9%	
PBT	6	5	23%	17	10	76%
	15%	12%		14%	9%	
PAT	5	4	37%	13	8	64%
	12%	9%		11%	7%	
APPLICATION OF FUNDS						
Net Fixed Assets (Incl. CWIP)	75	89		75	89	
Investments	64	25		64	25	
Net Working Capital	144	161		144	161	
Total Capital Employed	282	275		282	275	
Sales/NWC	1.2	1.1		1.1	0.9	
ROCE%	9%	7%		8%	5%	



Cholamandalam Investment and Finance Company Ltd.
(CIFCL)

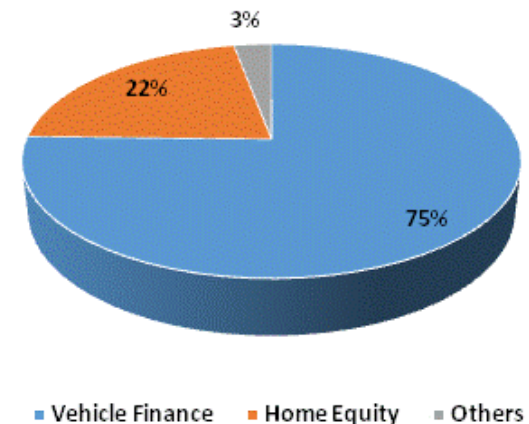
Financing your Assets...since 1978

Shareholding Pattern



- Established in 1978, one of India's leading NBFC's, focused in the rural and semi-urban sector with a market capitalization of INR 102 bn
- Presence across vehicle finance, business finance, home equity loans, stock broking and distribution of financial products
- Operates from 534 branches across 25 states and 90% presence across Tier II, Tier III and IV towns
- One of the leading NBFCs in rural / semi urban areas

Disbursements - YTD Dec'15



Positioning

- Founded in 1978, India's leading NBFC, Focused in Rural and semi urban sector with Market cap of INR 102 bn

Exceptional Lineage

- Part of the INR 269 bn Murugappa Group – founded in 1900, one of India's leading business conglomerate

Robust Sector Growth

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

Diversified Footprint

- Operates across 534 branches in 25 states and 90% presence in Tier II, Tier III and IV towns

Robust Operating Profile

- Total AUM of INR 280 Bn. with healthy ROTA of 3.2%

Management

- Highly experienced management team with unrivalled industry experience

CIFCL – Standalone Performance

	Disbursements	Profit after Tax	ROTA (PBT)	Book Value [#]	EPS [^]	ROE [*]
Q3-FY16	₹ 4260 Cr.	₹ 146 Cr.	3.6%	₹ 227.6	₹ 37.1	16.7
Q3-FY15	₹ 3082 Cr.	₹ 111 Cr.	3.0%	₹ 198.8	₹ 30.4	17.2
	38%	31%	23%	14%	22%	-3%
	Disbursements	Profit after Tax	ROTA (PBT)	Book Value [#]	EPS [^]	ROE [*]
YTD Dec 15	₹ 11439 Cr.	₹ 376 Cr.	3.2%	₹ 227.6	₹ 33.4	14.9
YTD Dec 14	₹ 9299 Cr.	₹ 300 Cr.	2.8%	₹ 198.8	₹ 27.5	16.2
	23%	26%	14%	14%	21%	-8%

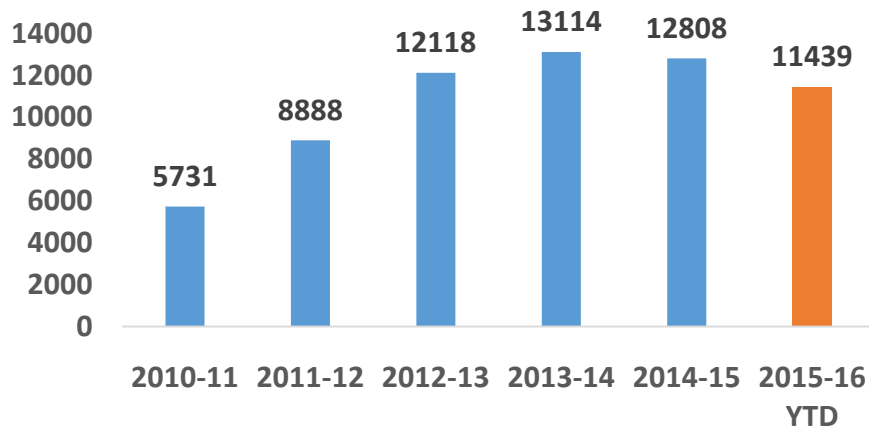
[^] EPS is annualised

^{*}ROE is calculated on Profit after Tax; drop is due to Capital Infusion

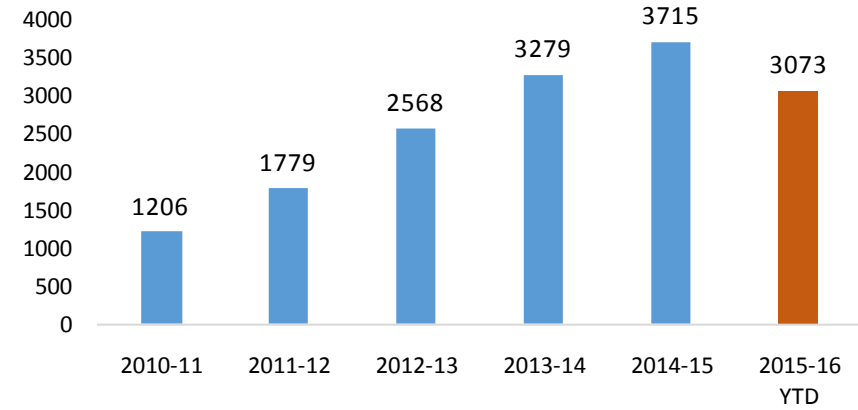
Key Financial Trends

figures in ₹ Crores

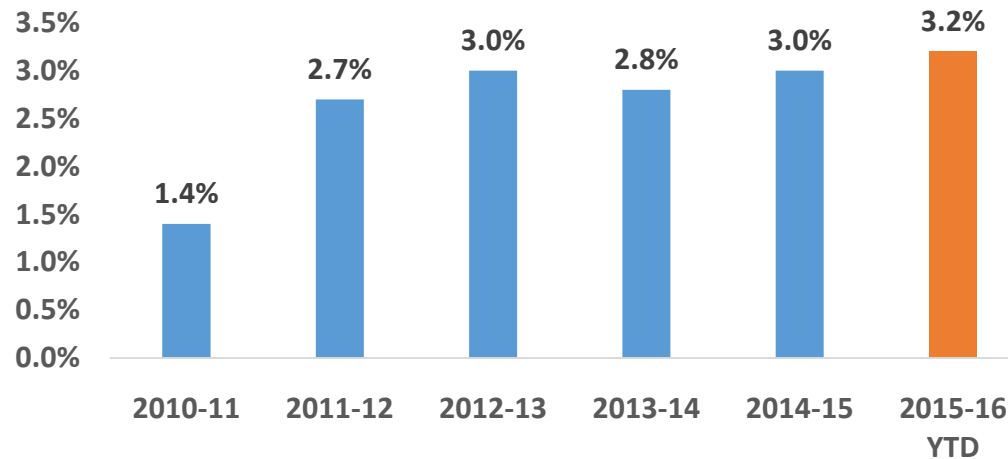
Disbursements



Total Income



ROTA (PBT)



figures in ₹ Crores

Particulars	FY		
	2014-15	2013-14	% Growth
Disbursement	12808	13114	-2%
Total Income from Operations	3715	3279	13%
	29%	25%	
PBT	666	554	20%
	5%	4%	
PAT	444	368	21%
	3%	3%	
ROTA (PBT)	3%	3%	
Capital Adequacy Ratio	21%	17%	

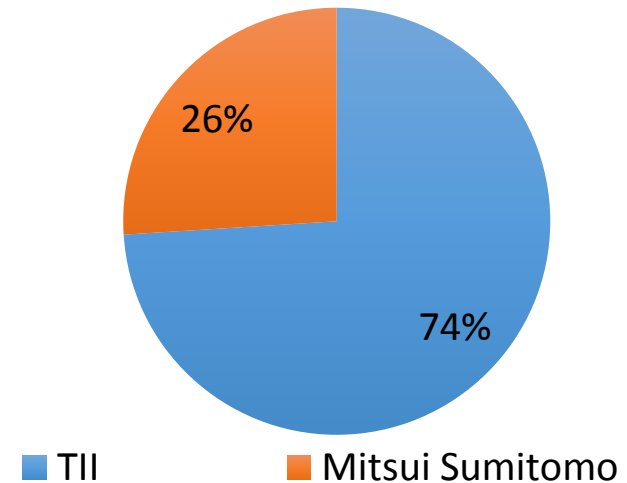
figures in ₹ Crores

Particulars	2015-16 Q3	2014-15 Q3	%Growth	2015-16 YTD	2014-15 YTD	% Growth
Disbursements	4260	3082	38%	11439	9299	23%
Total Income from Operations	1060	970	9%	3073	2771	11%
PBT	224	171	31%	581	462	26%
	21%	18%		19%	17%	
PAT	148	113	31%	381	308	24%
ROTA% (PBT)	3.6%	3.0%		3.2%	2.8%	
Capital Adequacy Ratio (%)	20.10	20.96		20.10	20.96	



- Among the fastest growing general insurance companies in India
- 7th largest private general insurance company in India
- Product basket comprises accident, engineering, health, liability, marine, motor, property, travel and rural insurance for individuals, SMEs and corporates
- Leading insurer for Japanese / Korean business interests in India

Share Holding



₹ Crore	YTD Dec'15	FY14-15
GWP (inc RI Accept)	1706	1896
PAT	92	137

Strong Distribution
Partners

Robust Underwriting
Capability and
operating efficiencies

Tailor Made Products

Strong Chola
Synergies

High Rural
Penetration

State of the Art
Technology

- GWP - growth of 23% over YTD Dec '15
- Motor and Fire Products show significant growth over PY
- Significant growth in Partnership and Proprietary channels (30% and 35% over PY respectively)
- The performance of Partnership and Government segments achieve targets above plan

figures in ₹ Crores

Particulars	FY		
	2014-15	2013-14	% Growth
G W Premium (incl.RI accept)	1896	1872	1%
Net Written Premium	1482	1431	4%
PBT	201	102	98%
PAT	137	70	96%
Total Investment	3165	2328	
Combined ratio (CoR%)	104%	101%	
Investment Yield %	10.06%	9.30%	

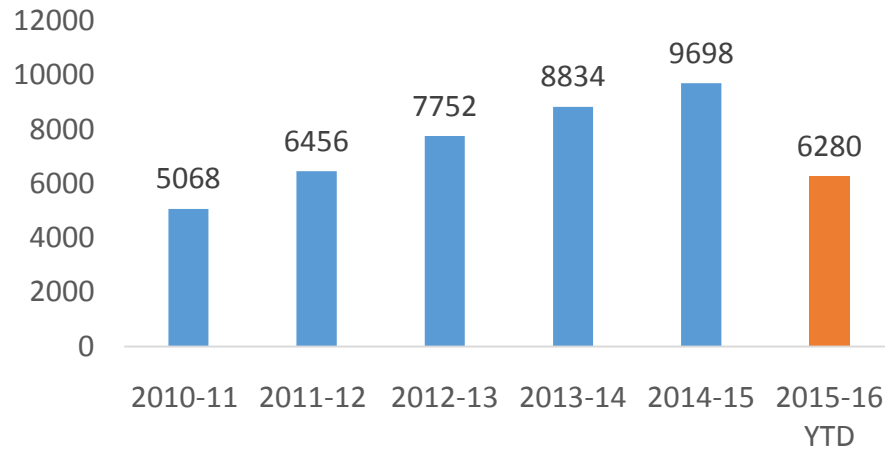
figures in ₹ Crores

Particulars	2015-16 Q3	2014-15 Q3	% Growth	2015-16 YTD	2014-15 YTD	% Growth
Gross Written Premium (Ind. RI Accept)	614	407	51%	1706	1384	23%
Net Written Premium	539	361	49%	1426	1126	27%
PBT	52	57	-8%	138	157	-12%
PAT	34	39	-12%	92	107	-14%
Total Investment	3724	3098	20%	3724	3098	20%
Combined Ratio (CoR%) - Excl IMTPIP	106%	103%		107%	102%	
Investment Yield %	9.03%	9.54%		9.53%	9.64%	

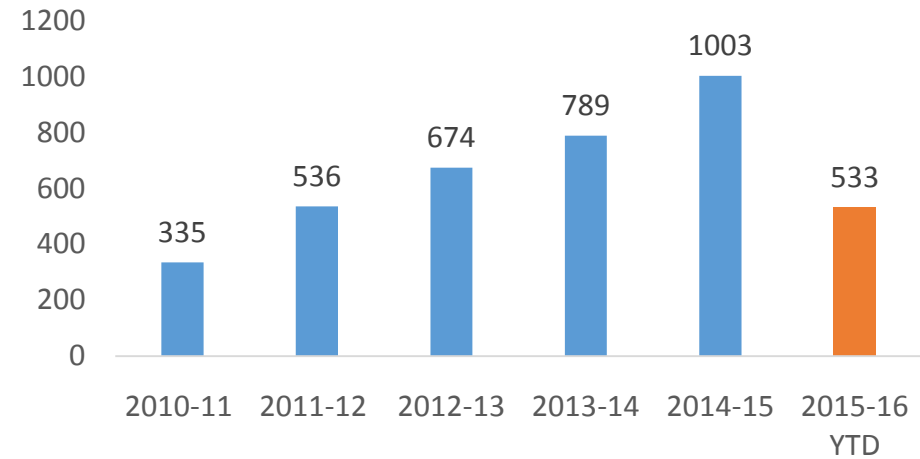
Company Financials

Consolidated Performance Trends

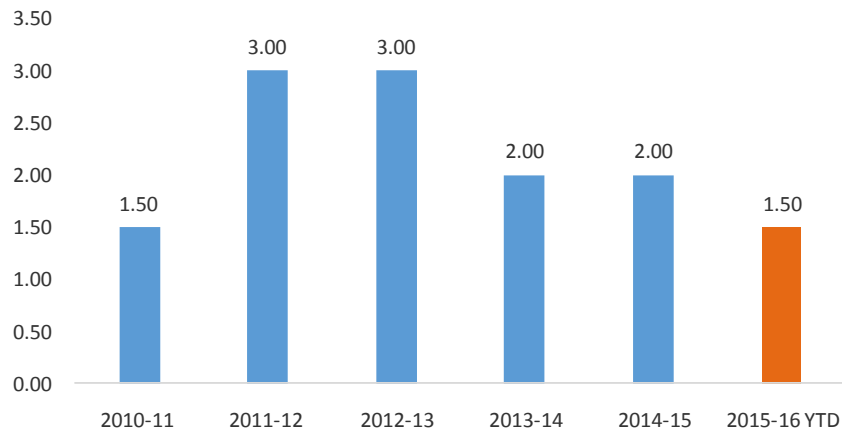
Total Income



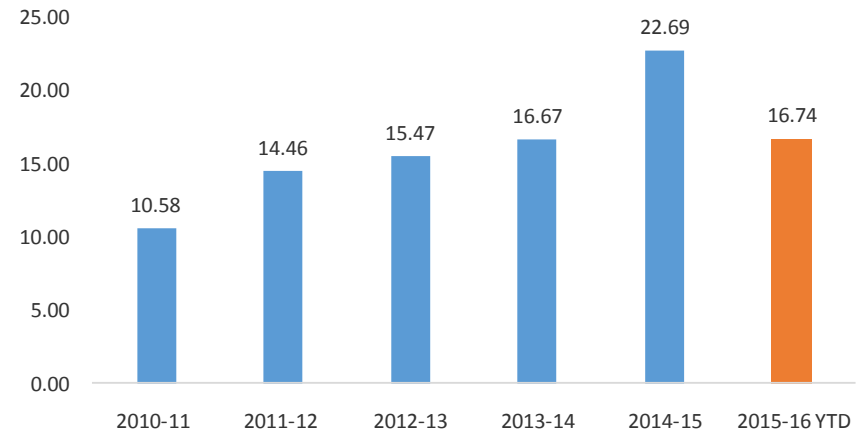
PBT



Dividend Per Share - In ₹



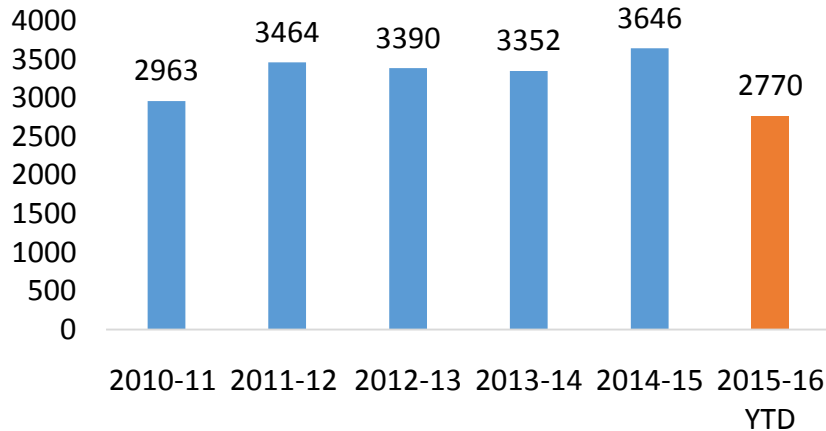
Earnings Per Share (Basic)- In ₹



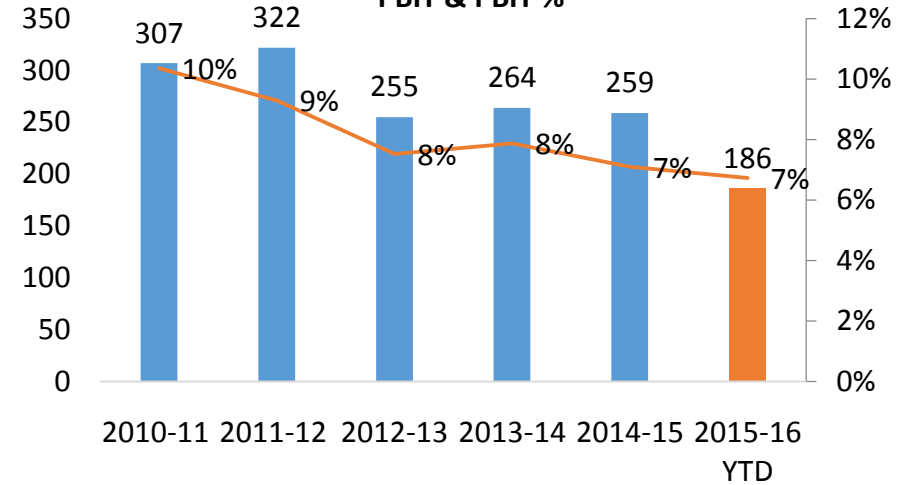
Standalone Performance Trends

figures in ₹ Crores

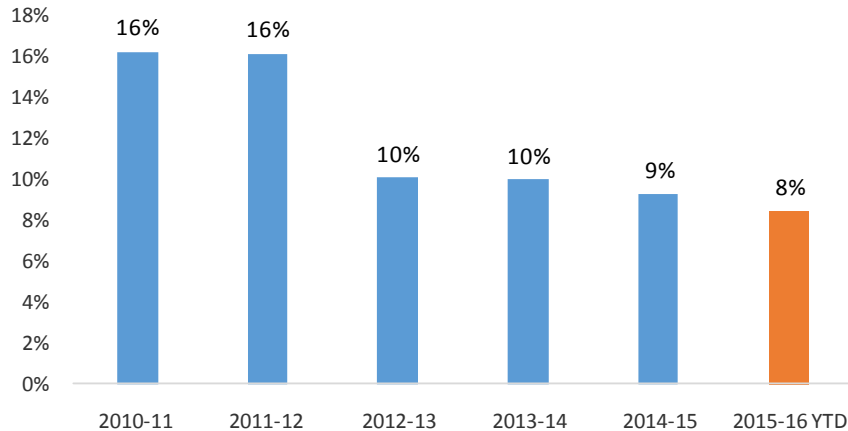
Sales



PBIT & PBIT %

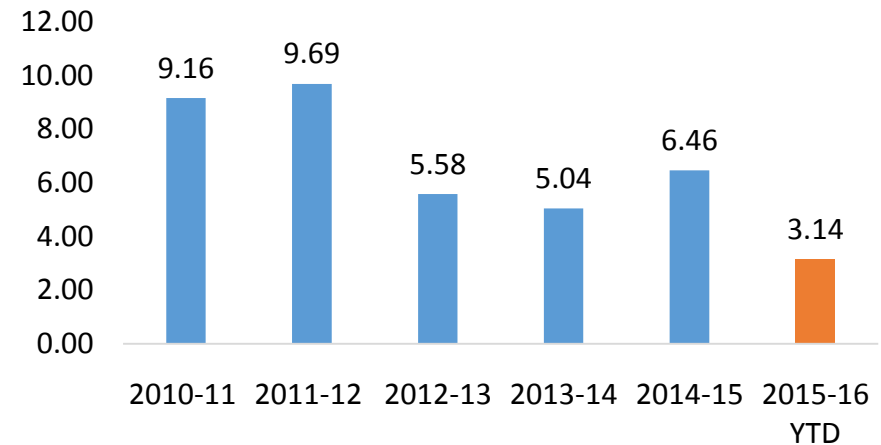


ROCE%



ROCE is calculated based on end figures

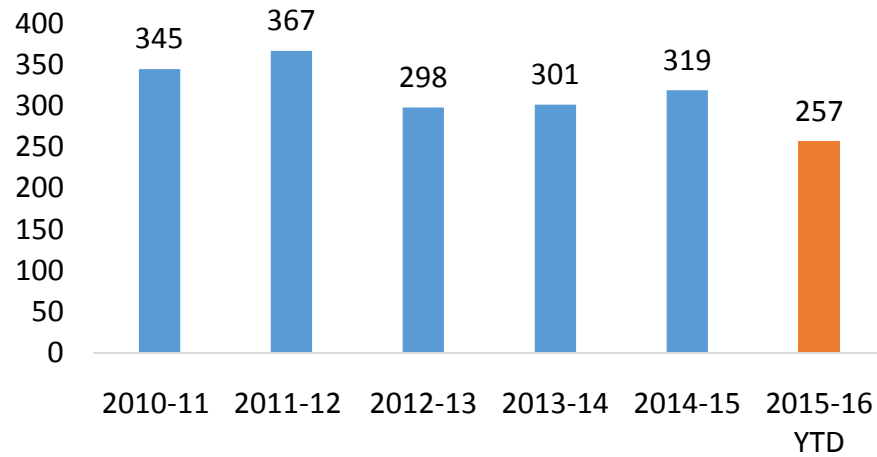
Earnings Per Share (Basic)- In ₹



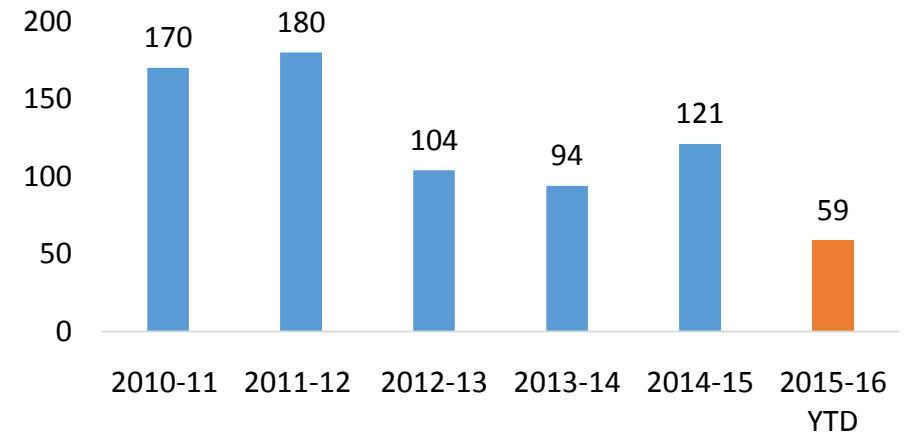
Standalone Performance Trends

figures in ₹ Crores

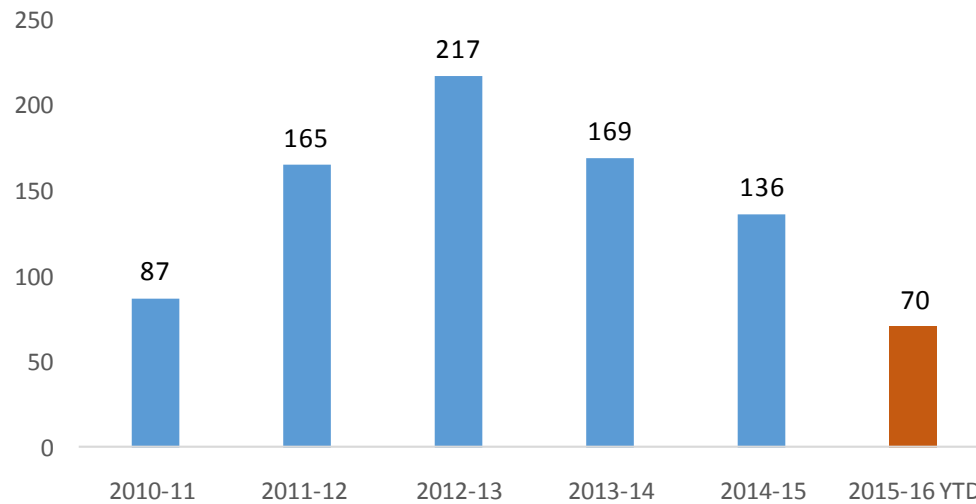
EBITDA



PAT



Capex



Key Financials FY 2014-15

figures in ₹ Crores

Particulars	Standalone		Consolidated	
	2014-15	2013-14	2014-15	2013-14
Net Sales / Income from Operations	3646	3352	9160	8370
<i>Growth %</i>	9%	-1%	9%	14%
Total Income from Operations (Net)	3828	3526	9698	8834
<i>Growth %</i>	9%	-1%	10%	14%
EBITDA	319	301	1234	1044
<i>% to Sales</i>	9%	9%	13%	12%
PBIT Before Exceptional Item	259	264	1112	914
<i>% to Sales</i>	7%	8%	12%	11%
PBIT After Exceptional Item	293	264	1146	914
<i>% to Sales</i>	8%	8%	13%	11%
Profit Before Tax	155	141	1003	789
<i>% to Sales</i>	4%	4%	11%	9%
Profit After Tax (before Minority Interest)	121	94	684	518
<i>% to Sales</i>	3%	3%	7%	6%
Net Profit	121	94	424	311
<i>% to Sales</i>	3%	3%	5%	4%

figures in ₹ Crores

Particulars	Standalone		Consolidated	
	2014-15	2013-14	2014-15	2013-14
EQUITY AND LIABILITIES				
Shareholders' Funds				
(a) Share Capital	37	37	37	37
(b) Reserves and Surplus	1283	1201	2290	1914
Minority Interest	0	0	1604	1364
Preference shares issued by a subsidiary outside the Group	0	0	500	0
Non-Current Liabilities				
(a) Long Term Borrowings	781	638	13196	10461
(b) Deferred Tax Liabilities (Net)	57	52	61	58
(c) Other Long Term Liabilities	0	0	1089	1258
(d) Long Term Provisions	0	0	325	306
	838	690	14670	12083
Current Liabilities				
(a) Short Term Borrowings	340	303	3050	3485
(b) Trade Payables	626	585	876	859
(c) Other Current Liabilities	395	517	7226	7537
(d) Short Term Provisions	44	42	110	80
	1405	1446	11261	11961
TOTAL	3563	3375	30362	27359

figures in ₹ Crores

Particulars	Standalone		Consolidated	
	2014-15	2013-14	2014-15	2013-14
ASSETS				
Non-Current Assets				
(a) Fixed Assets	941	891	1206	1167
(b) Goodwill on Consolidation	0	0	354	352
(c) Non-Current Investments	1523	1506	2314	1869
(d) Deferred Tax Assets (Net)	0	0	206	131
(e) Long Term Loans and Advances	53	65	238	225
(f) Receivable under Financing Activity	0	0	15468	13351
(g) Other Non-Current Assets	0	0	610	614
	2516	2462	20397	17709
Current Assets				
(a) Current Investments	0	0	351	247
(b) Inventories	468	370	614	495
(c) Trade Receivables	478	446	634	614
(d) Cash and Cash Equivalents	26	30	1060	1230
(e) Short Term Loans and Advances	75	67	144	553
(f) Receivable under Financing Activity	0	0	6716	6077
(g) Other Current Assets	0	0	447	434
	1047	913	9965	9650
TOTAL	3563	3375	30362	27359

Particulars	Standalone		Consolidated	
	2015-16 Q3	2014-15 Q3	2015-16 Q3	2014-15 Q3
Net Sales / Income from Operations	868	898	1391	2328
<i>Growth %</i>	-3%	9%	-40%	10%
Total Income from Operations (Net)	902	942	1509	2469
<i>Growth %</i>	-4%	8%	-39%	11%
EBITDA	80	72	129	319
<i>% to Sales</i>	9%	8%	9%	14%
PBIT Before Exceptional Item	53	47	108	279
<i>% to Sales</i>	6%	5%	8%	12%
PBIT After Exceptional Item	54	35	109	267
<i>% to Sales</i>	6%	4%	8%	11%
Profit Before Tax	21	-0.9	75	230
<i>% to Sales</i>	2%	0%	5%	10%
Profit After Tax (before Minority Interest)	16	-0.4	53	154
<i>% to Sales</i>	2%	0%	4%	7%
Net Profit	16	-0.4	112	87
<i>% to Sales</i>	2%	0%	8%	4%

Particulars	Standalone		Consolidated	
	2015-16 YTD	2014-15 YTD	2015-16 YTD	2014-15 YTD
Net Sales / Income from Operations	2770	2790	5905	6915
<i>Growth %</i>	-1%	11%	-15%	11%
Total Income from Operations (Net)	2878	2924	6280	7330
<i>Growth %</i>	-2%	11%	-14%	12%
EBITDA	257	237	731	910
<i>% to Sales</i>	9%	8%	12%	13%
PBIT Before Exceptional Item	186	178	637	799
<i>% to Sales</i>	7%	6%	11%	12%
PBIT After Exceptional Item	188	167	638	788
<i>% to Sales</i>	7%	6%	11%	11%
Profit Before Tax	85	62	533	682
<i>% to Sales</i>	3%	2%	9%	10%
Profit After Tax (before Minority Interest)	59	44	356	460
<i>% to Sales</i>	2%	2%	6%	7%
Net Profit	59	44	313	277
<i>% to Sales</i>	2%	2%	5%	4%



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