



Service



Discipline



Prudence



Fair play



Honesty

PERFORMANCE HIGHLIGHTS

2017-18



SUNDARAM FINANCE
Enduring values. New age thinking.



Integrity



Humility



Openness



Relationships

Sundaram Ring of Excellence



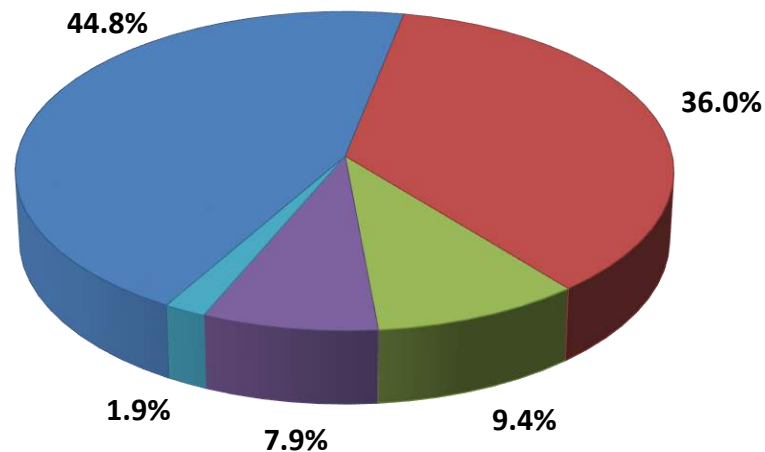
Growth

Quality

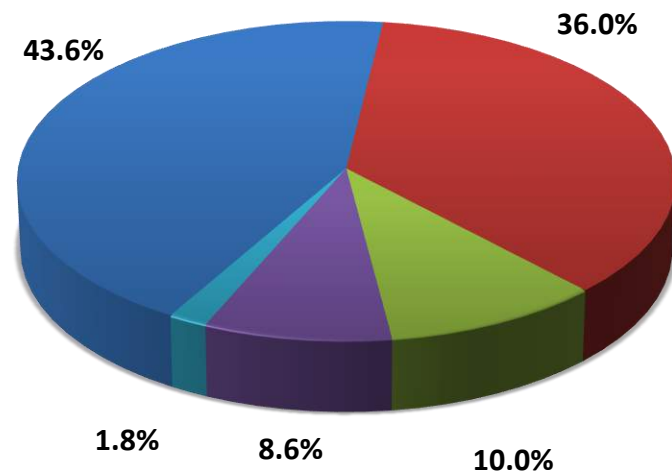
Profitability

Shareholding Pattern

31-Mar-17



31-Mar-18



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

Highlights

The National Company Law Tribunal Division Bench, Chennai approved the composite scheme of Arrangement and Amalgamation, “Scheme” between the company and its subsidiaries, in Jan 2018. As per the “Scheme” the shared services businesses as well as the non-core investments in various companies were transferred to Sundaram Finance Holdings Limited (SFHL). All shareholders of Sundaram Finance Limited have been allotted shares in SFHL, in the ratio of 1:1. SFHL shares have been listed on NSE.

The results for the financial year 31-Mar-2018 reflect the impact of the “Scheme”, as set out below.

A net amount of ₹ 201.84 Cr. towards transfer of assets and liabilities as of 1st Apr 2016, has been reduced from the Reserves.

A net amount of ₹ 36.74 Cr. towards transfer of profits for the financial year 2016-17 has been reduced from the Reserves.

In view of the “Scheme”, the net profit figures for the quarter and year ended 31-Mar-2018 including consolidated figures, are not comparable with that of the previous year.

Highlights



- Disbursements for the year 2017-18 were up by 18.5% to ₹ 15632 Cr.
- Net Profit for the year after considering the effects of demerger was ₹ 533 Cr. as against ₹ 461 Cr. (adjusted net profit on demerger) in the previous year, registering a growth of 15.7% on a like to like to basis.
- Assets Under Management up by 19.3% at ₹ 24734 Cr.
- The Gross and Net NPA based on 3 months norms, were at 1.29% and 0.50% respectively compared to 1.54% & 0.55% in the previous year.
- Capital Adequacy Ratio at 17.6%, Tier-I at 12.2%.
- Dividend for the year 120%.
- During the year, the Long term borrowing ratings of the Company were upgraded to AAA (STABLE OUTLOOK) by ICRA and CRISIL.

Financial Summary

₹ in Crore

Year	Paid-up Capital	Networth	Disbursements	Receivables Under Management	PAT	Dividend %	Market Capitalisation #
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
2017-18	111.10	3971	15632	28648	532.95	120	18634

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

As on 31st March of respective year.

** Adjusted for demerger - ₹ 460.57 Cr.

Profit & Loss Statement

₹ in Crore

Particulars	Q4 2016-17	Q4 2017-18	2016-17	2017-18 *
Revenue from Operations	586.50	689.27	2269.58	2575.32
Other income	30.37	20.20	101.49	78.05
Total Revenue	616.87	709.47	2371.07	2653.37
Finance Costs	283.25	356.72	1164.52	1282.60
Operating Expenses	110.87	143.69	424.87	501.38
Provisions and Write Off	20.19	4.47	55.17	47.37
Provision against Standard Assets	0.32	6.78	6.30	15.23
Profit Before Tax	202.24	197.81	720.21	806.79
Profit After Tax	139.25	129.57	** 495.35	532.95

Revenue from Operations is net of depreciation on Operating lease.

* In view of the "Scheme", the net profit figures for the quarter and year ended 31-Mar-2018 are not comparable with those of the previous period.

** Adjusted for demerger - ₹ 460.57 Cr.



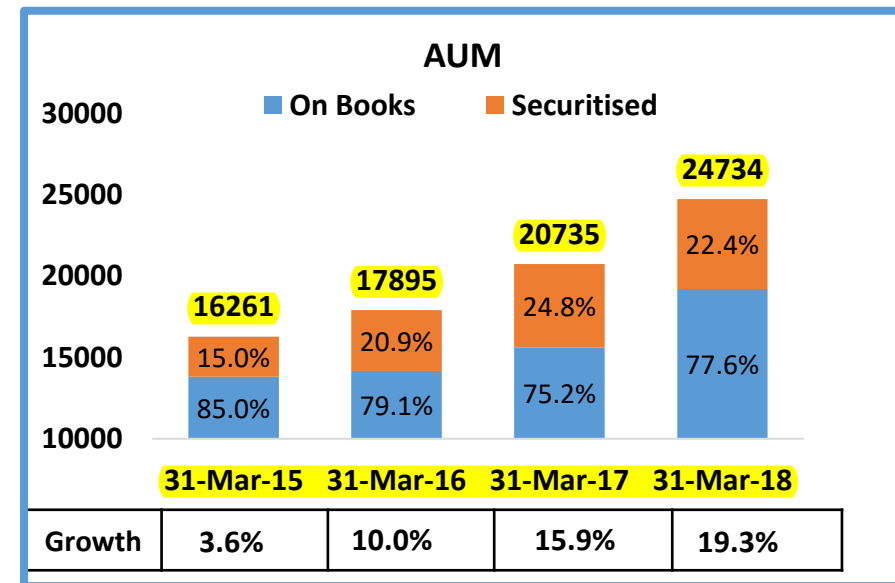
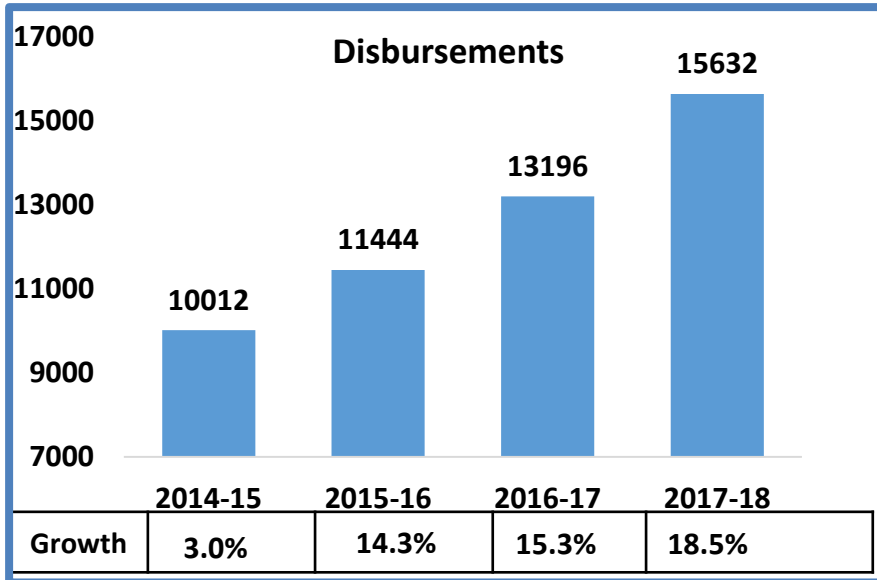
Balance Sheet

₹ in Crore

Particulars	31-Mar-16	31-Mar-17	31-Mar-18
EQUITY & LIABILITIES			
Share Holders Funds	3312.63	3745.63	3970.85
Non-current liabilities	5109.94	6315.01	9235.27
Current liabilities	8969.99	9106.83	10240.78
Total - EQUITY & LIABILITIES	17392.56	19167.47	23446.90
ASSETS			
Non-current assets	9822.75	11140.22	13830.44
Current assets	7569.81	8027.25	9616.46
Total - ASSETS	17392.56	19167.47	23446.90

Disbursements and AUM

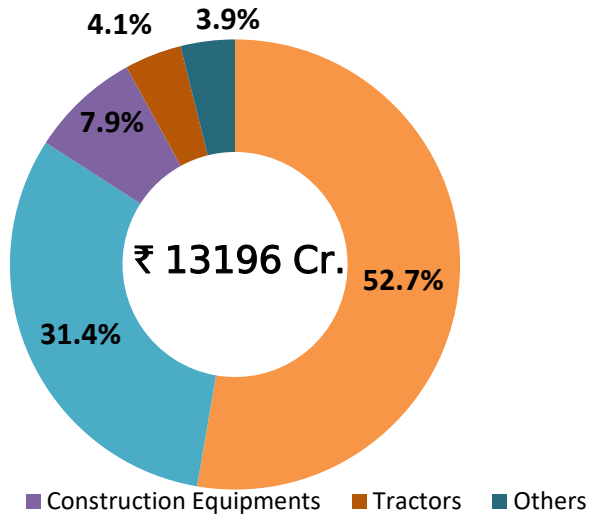
₹ in Crore



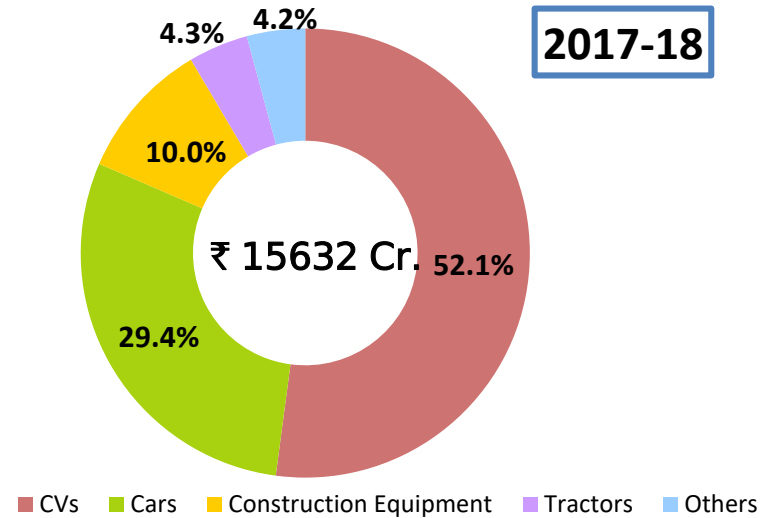
Disbursements

Asset wise

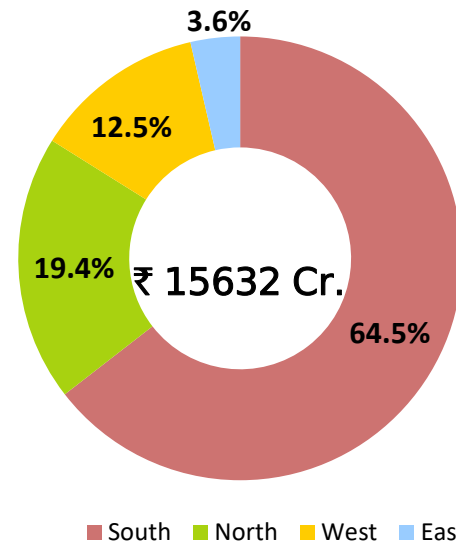
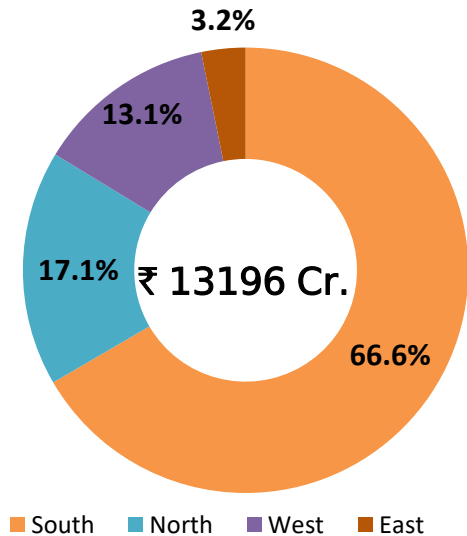
2016-17



2017-18



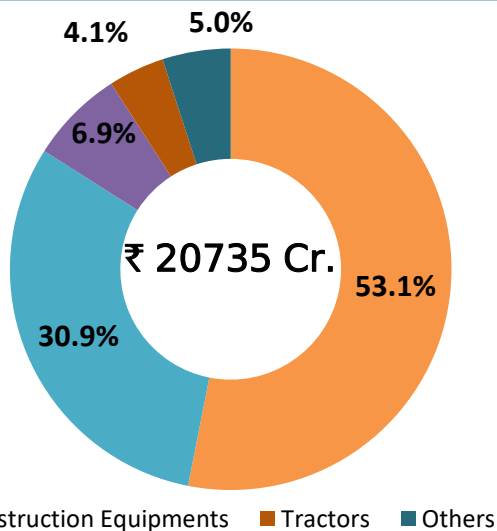
Region wise



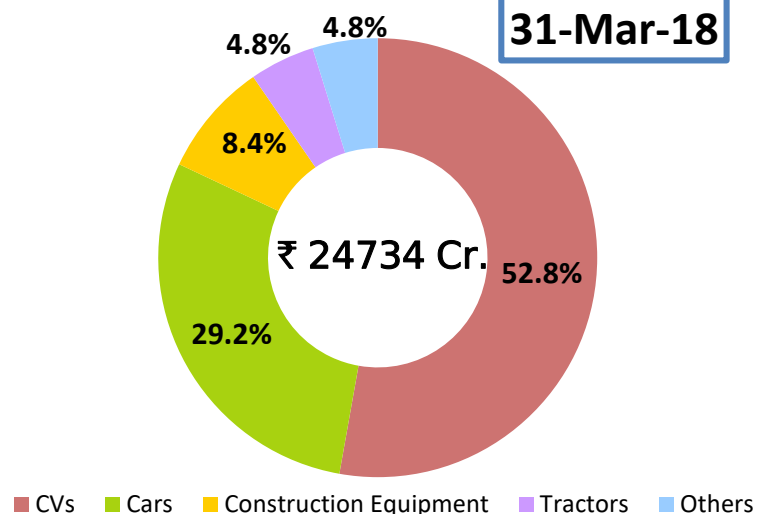
AUM

Asset wise

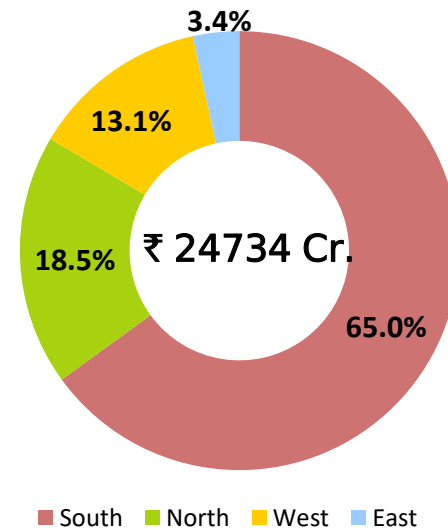
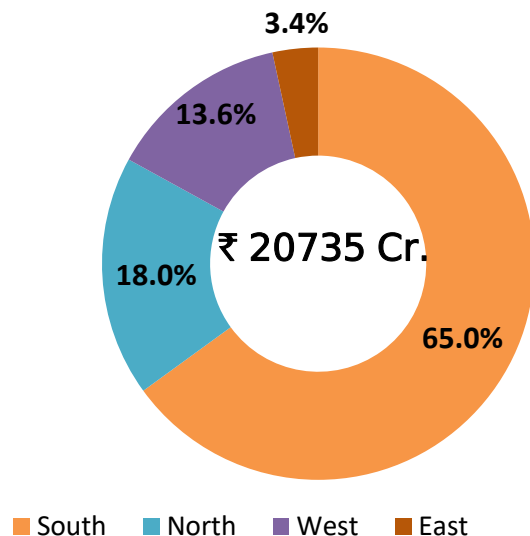
31-Mar-17



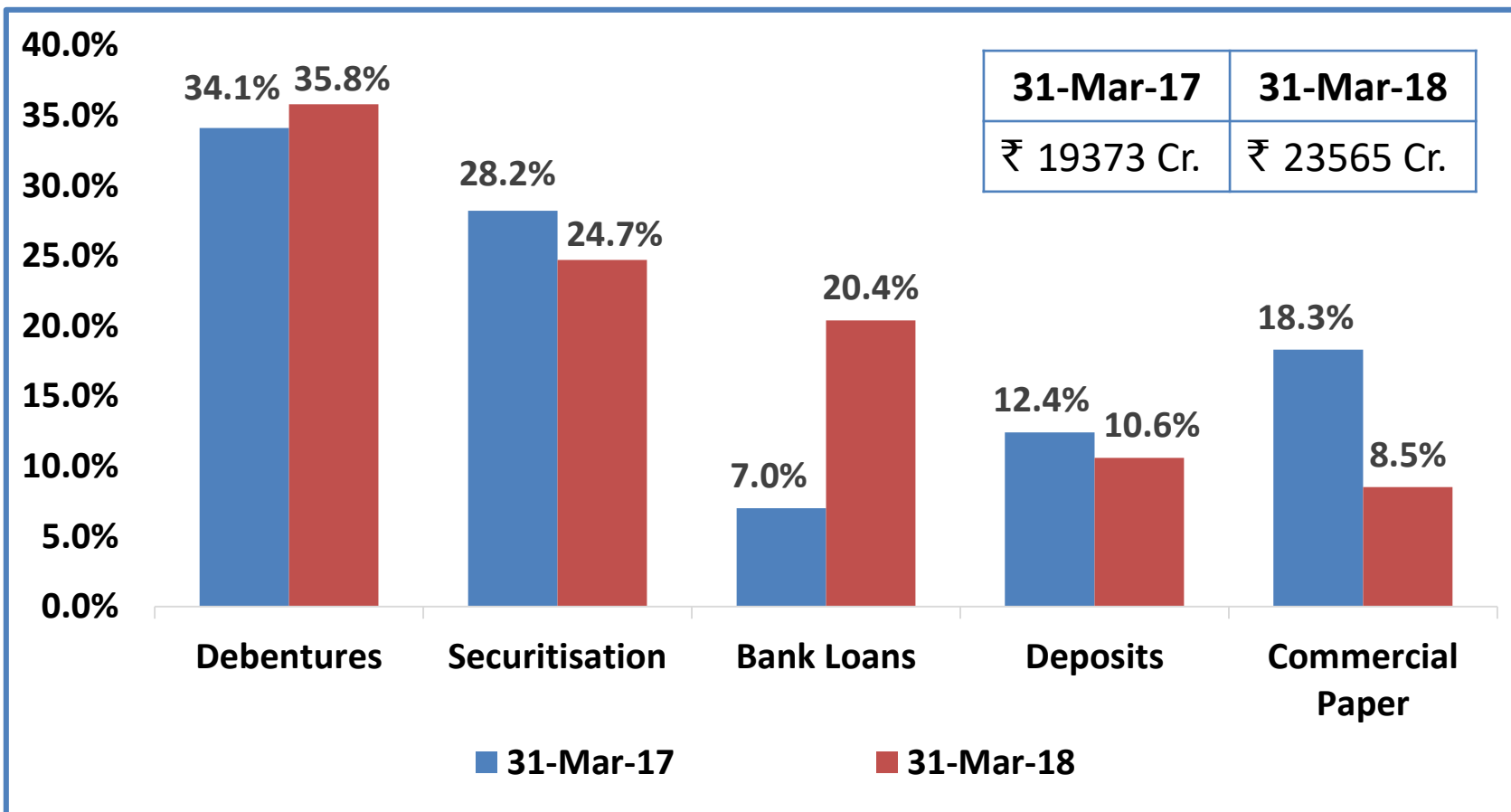
31-Mar-18



Region wise

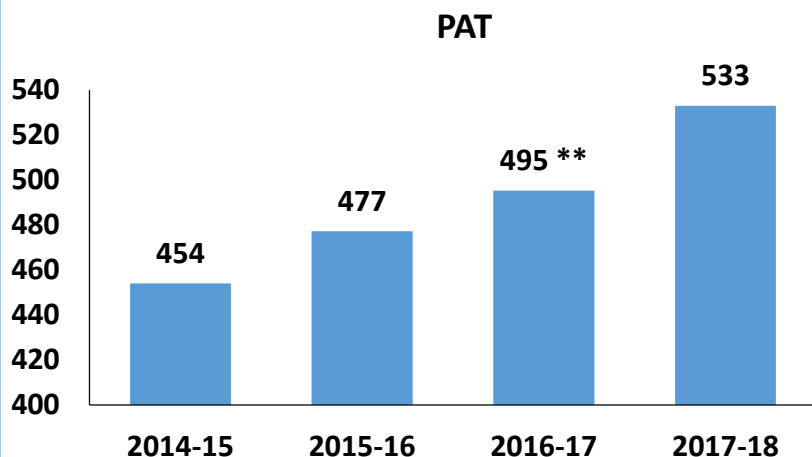


Funding Mix



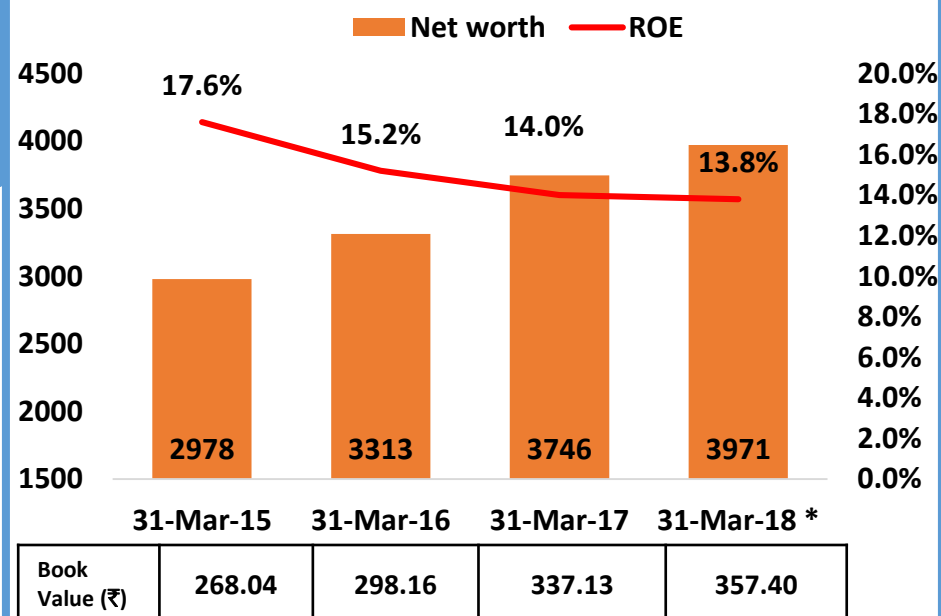
Key Ratios

₹ in Crore



EPS (₹)	40.88	42.96	44.58	47.97
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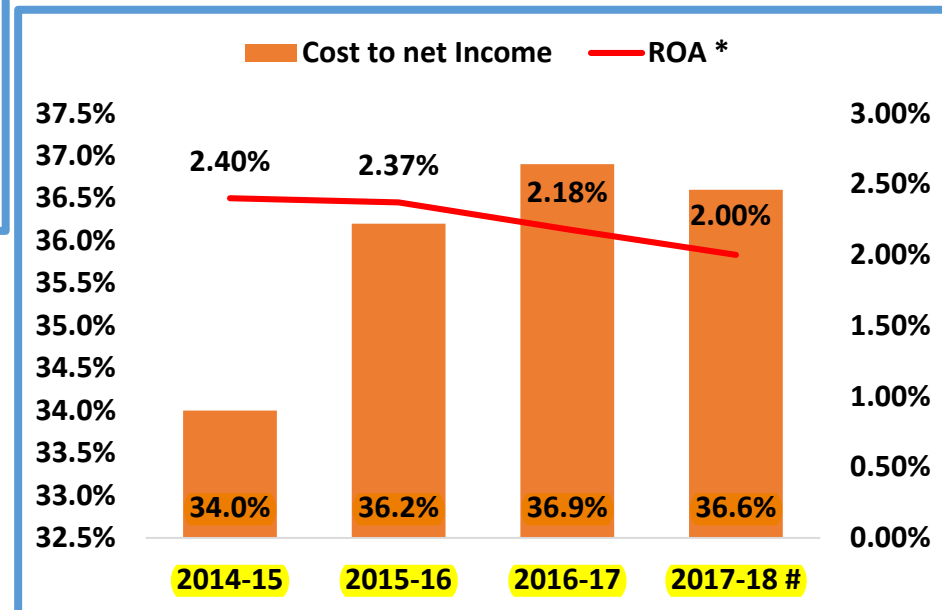
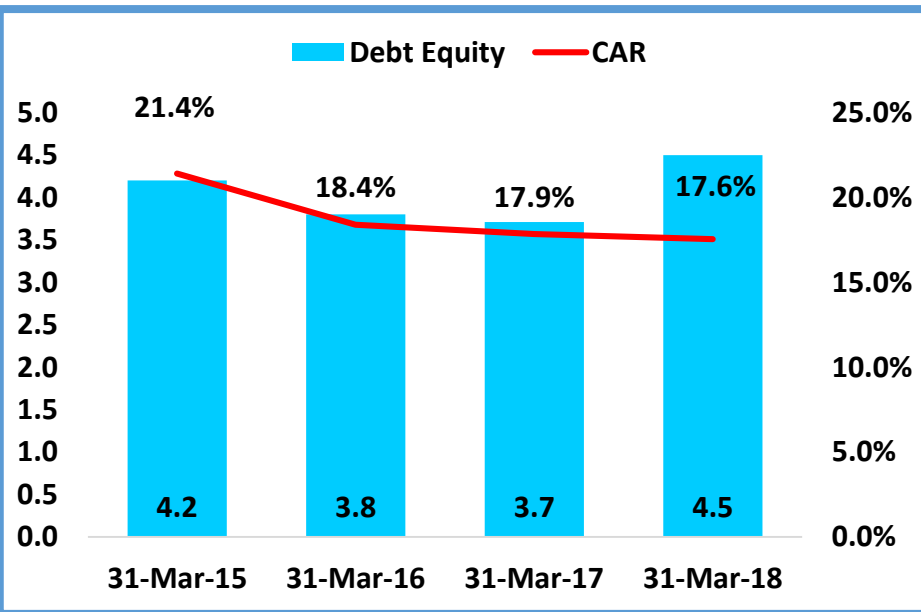
** Adjusted for demerger - ₹ 460.57 Cr.



Book Value (₹)	268.04	298.16	337.13	357.40
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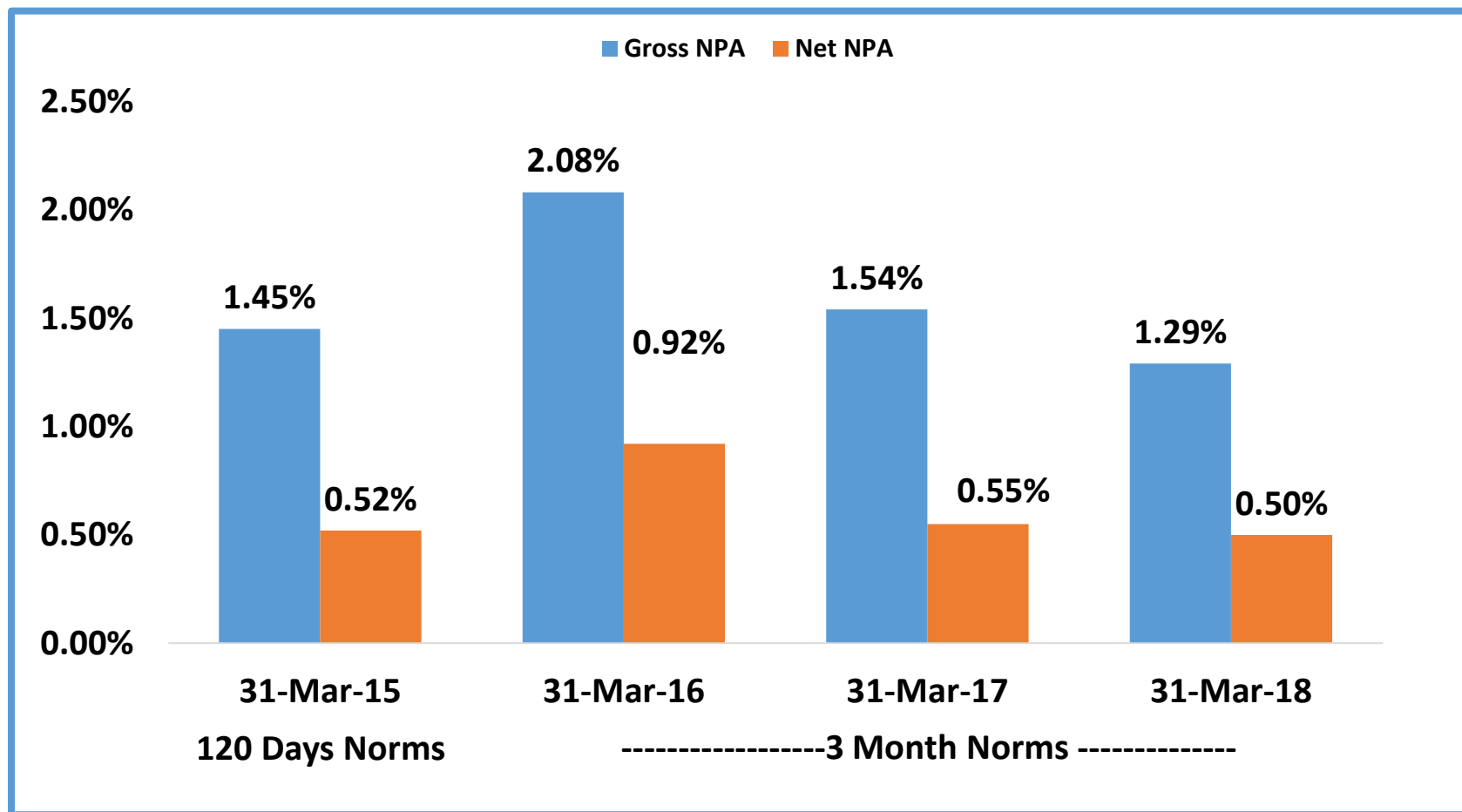
* Post Demerger

Key Ratios



* Assets includes securitised / assigned portfolio
Post Demerger

Portfolio Health



Credit Ratings

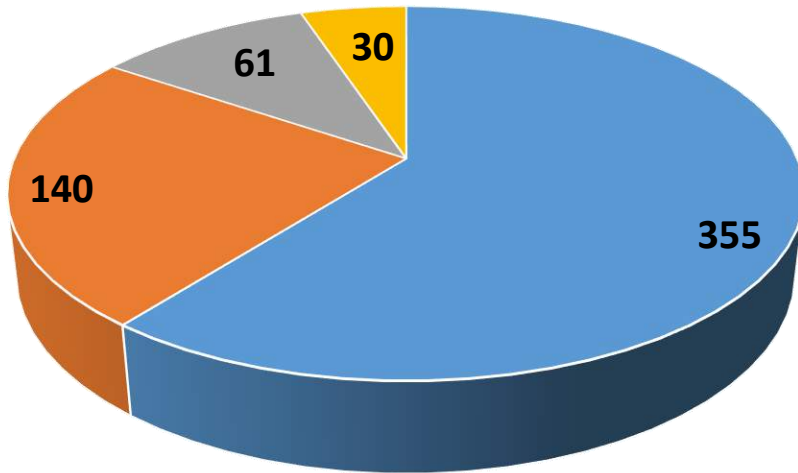


Instrument	ICRA	CRISIL	INDIA RATINGS
Deposits	AAA (Stable)	AAA (Stable)	
Debentures	AAA (Stable)	AAA (Stable)	
Subordinated Debentures	AAA (Stable)	AAA (Stable)	AA+ (Stable)
Long Term Loans	AAA (Stable)	AAA (Stable)	
Working Capital Facilities	AAA (Stable)		
Short Term Debt / CPs	A1+	A1+	
Short Term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

Branch Network

31-Mar-17

No. of Branches : 586

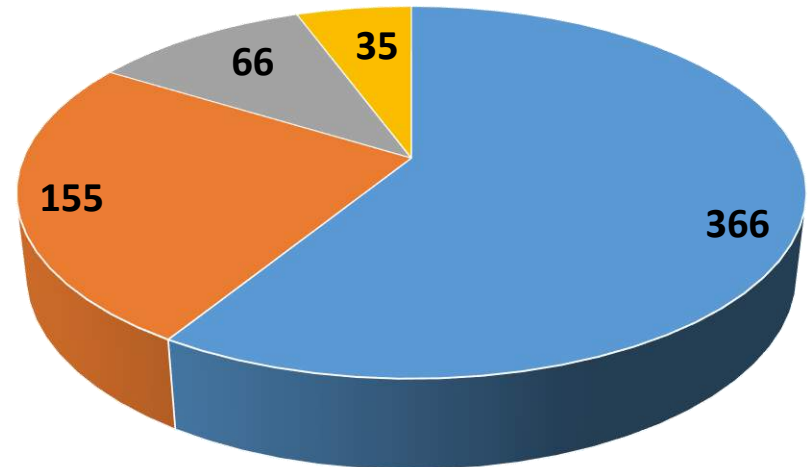


No. of Employees : 3689

■ South ■ North ■ West ■ East

31-Mar-18

No. of Branches : 622



No. of Employees : 3880



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 Alternate Assets Limited

Sundaram BNP Paribas Fund Services Limited

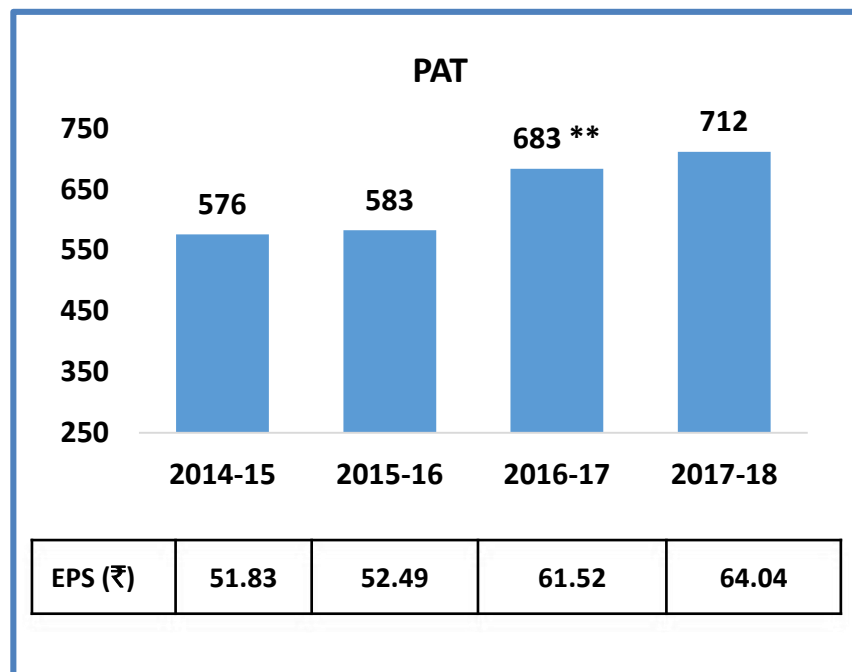
LGF Services Limited

Associate

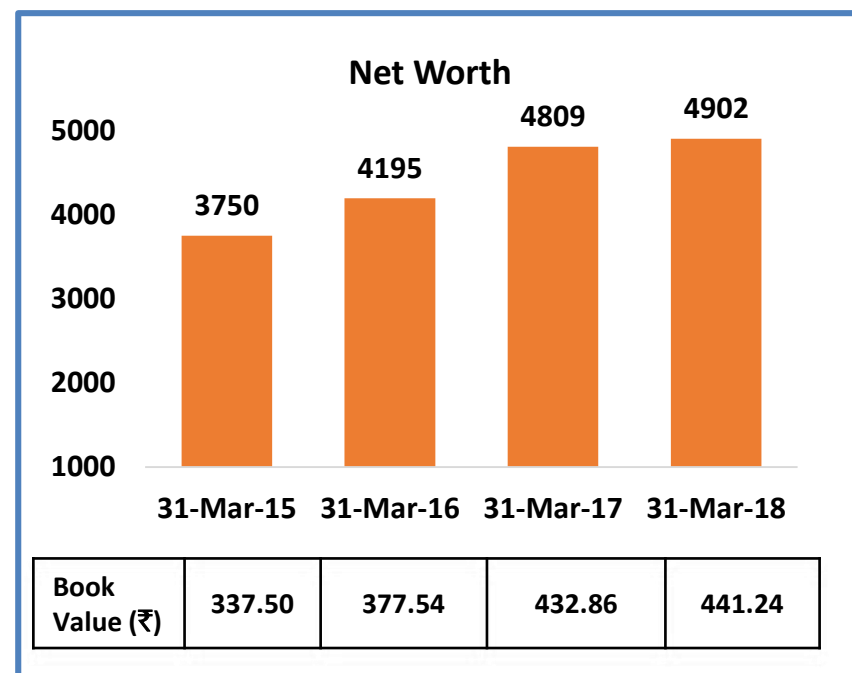
Sundaram Finance Holdings Limited

Consolidated Results

₹ in Crore



** Adjusted for demerger - ₹ 612.43 Cr.



Consolidated Results

₹ in Crore

Name of the entity	Share In Net worth		Share In Profit / (Loss)	
	31-Mar-17	31-Mar-18	2016-17	2017-18
Sundaram Finance Ltd.	3745.63	3970.85	495.35	532.95
Subsidiaries:				
Sundaram BNP Paribas Home Finance Ltd.	515.25	562.20	76.98	68.33
Royal Sundaram General Insurance Co. Ltd.	490.49	777.62	32.67	63.22
Sundaram Asset Management Company Ltd.	164.85	194.66	30.73	38.24
Others	77.75	34.39	(0.90)	5.52
	1248.34	1568.87	139.48	175.31
Associates:				
Sundaram Finance Holdings Ltd.		220.66		32.94
Turbo Energy Private Ltd.	328.16		44.36	
Dunes Oman LLC (FZC)	96.97		28.30	
Flometallic India Private Ltd.	49.63		11.99	
Others	41.40		6.57	
	516.16	220.66	91.22	32.94
Adjustments on consolidation	(700.92)	(858.04)	(42.57)	(29.66)
Total	4809.21	4902.34	683.48	711.54

Sundaram BNP Paribas Home Finance

₹ in Crore

Particulars	31-Mar-16	31-Mar-17	31-Mar-18
Disbursements	1743	1831	2626
-Housing	68%	63%	63%
-Non-Housing	32%	37%	37%
AUM	7510	7663	8358
-Housing	69%	69%	69%
-Non-Housing	31%	31%	31%
PAT	153	154	136
EPS (₹)	15.08	15.17	13.47
Net worth	875	1028	1122
Book Value (₹)	86.40	101.57	110.83
Gross NPA	2.82%	2.94%	3.27%
Net NPA	0.98%	0.98%	1.09%
CAR	23.94%	24.78%	24.28%
Branches	108	110	112
Employees	695	722	746



Particulars	31-Mar-16	31-Mar-17	31-Mar-18
Gross Written Premium	1703	2205	2643
PAT	27	43	83
Net worth	571	648	1024
Combined Operating Ratio	112%	111%	109%
Employees	1669	1794	1955

Sundaram Asset Management

₹ in Crore

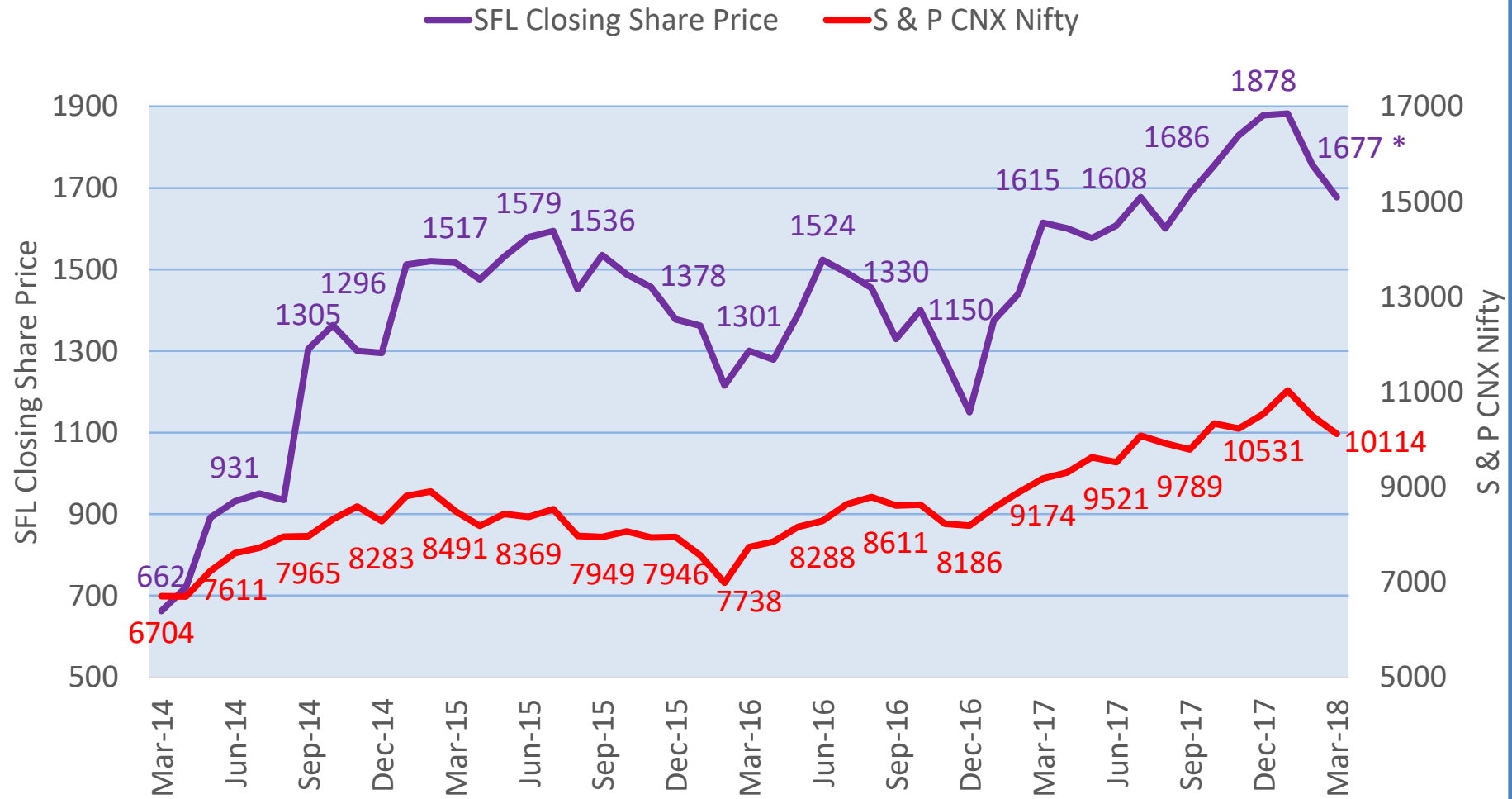


Particulars	31-Mar-16	31-Mar-17	31-Mar-18
Average AUM	23336	28312	35982
-Equity	42%	39%	51%
-Debt	58%	61%	49%
PAT	* 4	31	38
Net worth	134	165	210
Employees	284	306	328
Retail Investors	9,32,882	9,91,752	11,22,438

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

Share Price Movement

In ₹



* Share price movement after 1st Feb 2018 is post demerger

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

Key Managerial Personnel



Name	Expertise	Qualification
Sri M. Ramaswamy Chief Financial Officer	He has over 30 years of experience in the Company. He is the Chief Financial Officer of the Company from Sep 2011. He is responsible for the Treasury Management, Financial Planning & Accounting, Taxation and Regulatory Compliance. He is a member of the Risk Management Committee and Asset Liability Management of the Company and Chairman of Asset Liability Management Committee of Sundaram BNP Paribas Home Finance Limited.	B.Sc. (Statistics), ACA
Sri P. Viswanathan Company Secretary & Compliance Officer	He has over 40 years of experience in the Company/Group. He became the Company Secretary and Compliance Officer of the Company from Sep 2011. He is responsible for statutory compliance in respect of all laws and regulations applicable to the Company, including Company Law, SEBI and RBI. He liaisons with the Board Members in connection with all Board related actions in the Company. He is the Chairman of the Expert Committee on Company law of Madras Chamber of Commerce and Industry and is a Committee Member of Finance Companies Association of India.	B.Com, FCS



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Shri M Ramaswamy
Chief Financial Officer
Sundaram Finance Limited
21, Patullos Road
Chennai – 600002
Phone(D) : 044 – 28881341
Mail : m.ramaswamy@sundaramfinance.in

Shri P Viswanathan
Secretary & Compliance Officer
Sundaram Finance Limited
21, Patullos Road
Chennai – 600002
Phone(D) : 044 – 28881207
Mail : pv@sundaramfinance.in