INDIA

Tube Investments of India Ltd.
Dare House, 234, N.S.C. Bose Road, Chennai 600 001, India
Tel: 91.44.4217 7770-5 Fax: 91.44.4211 0404
Website: www.tiindia.com CIN:L35921TN1949PLC002905

10th August, 2016

National Stock Exchange of India Ltd.
Exchange Plaza, 5th Floor
Plot No.C/1, G Block
Bandra-Kurla Complex
Bandra (E)
Mumbai 400 051

BSE Ltd.
1st Floor
New Trading Ring, Rotunda Building
P J Towers, Dalal Street
Fort
Mumbai 400 001

Dear Sirs,

Sub: Investor Presentation templates – Q1 unaudited financial results & Ind AS

We forward herewith the Investor Presentation templates prepared with regard to the first quarter (FY2016-17) unaudited financial results of the Company and the impact of Ind AS, for use during the Company's meetings with analysts or institutional investors, as and when scheduled.

Kindly take the presentations on record. The same is also uploaded in our Company's website.

Thanking you,

Yours faithfully,
For TUBE INVESTMENTS OF INDIA LTD

S SURESH
COMPANY SECRETARY

Encl:

murugappa

Investor Presentation

August 2016

Stock Codes: BSE: 504973 NSE: TUBEINVEST Bloomberg: TI IN / TI IB Reuters: TUBE.NS / TUBE.BO
CIN: L35921TN1949PLC002905

murugappa

Tube Investment of India Limited

Contents

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.

Forward-looking statements are based on certain assumptions and expectations of future events. The companies referred to in this presentation cannot guarantee that these assumptions and expectations are accurate or will be realized. The actual results, performance or achievements, could thus differ materially from those projected in any such forward-looking statements. These companies assume no responsibility to publicly amend, modify or revise any forward looking statements, on the basis of any subsequent developments, information or events, or otherwise.

Murugappa Group

INR 295 Billion Conglomerate

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

The Philosophy we cherish

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

- Arthashastra

Genesis and early years of growth

1900 – 1915

A. M. Murugappa lays the foundation of the Group by establishing a money-lending and banking business, with Ramanathan Chettiar in Burma, under the name A. M. M. Rm. Firm.

1915 - 1934

The Company diversifies into textiles, rubber plantation, insurance and stock broking. Expands businesses to Malaya, Vietnam and Ceylon.

1935 - 1949

Just before the Japanese invasion of Burma in World War II, the Company strategically moves its assets back to India. Invests in steel furniture and emery paper.

1950 - 1980

New companies TI of India and CUMI are established. Company enters the Financial Services sector with Cholamandalam Investment & Finance Co.

Decades of Growth

1981 – 1990

New acquisitions take place demonstrating the Company's capability to turn around businesses. Existing Companies and new acquisitions are consolidated and the Muruguppa Group is formed.

1991 – 2000

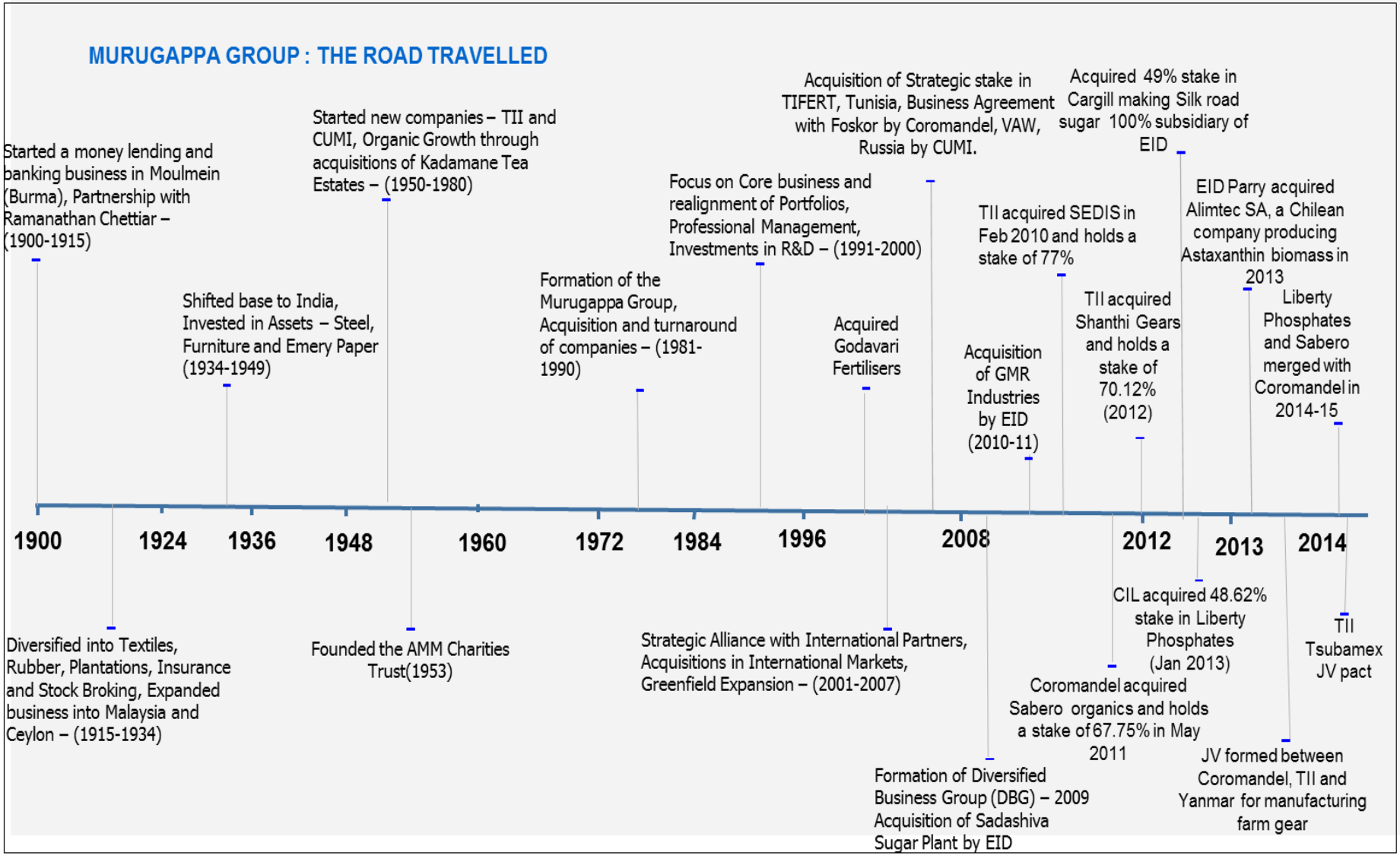
The Group is restructured where core businesses are streamlined and portfolios are realigned. It takes on an aggressive growth path while driving into the domestic market.

2001 Onwards

The Group continues to increase its global presence through joint-ventures with leading international firms. Its domestic capacity is on the rise through new product launches, newer acquisitions and Green-field projects.

The future holds the promise of significant opportunities, challenges, achievements and growth. And the Murugappa Group is poised to embrace it all with the zeal and positive energy that has come to be synonymous with the Group!

History – From Acorn to Oak



Murugappa Group Today

Major Group Companies

Coromandel International Ltd.

- Leading manufacture of wide range of Fertilizers, Pesticides & Specialty Nutrients
- Fully integrated fertilizer complex
- Second Largest producer of phosphatic fertilizers India

E.I.D. Parry India Ltd.

- One of the largest producers of sugar in India
- Integrated sugar complexes
- Largest producer of Neem based pesticides in the world
- Leader in the production of nutritional supplement - Spirulina algae

Parry Agro Industries Ltd.

- One of the high yielding plantations in the country

Major Group Companies

Tube Investments of India Ltd.

- Preferred supplier of precision tubes and Strips to major automotive companies in India and abroad
- Metal Forming supplies doorframes to all major auto manufacturer and other roll formed sections for railway wagons and coaches
- Market leader in both the industrial and automotive chains
- Wide range of bicycles - two well established brands, Hercules and BSA, and the indigenously developed Montra.

Carborundum Universal Ltd.

- Pioneering presence in Abrasives, Refractories, Electro minerals and Industrial Ceramics.

Major Group Companies

Cholamandalam Investment and Finance Company Ltd.

- Leading financial services provider with a pan India presence
- Offers Vehicle Finance, Home Equity Loans, Home Loans, Corporate Finance and Rural Finance
- Its subsidiaries are
  - Cholamandalam Distribution Services Limited (CDSL) offers full scale wealth management services
  - Cholamandalam Securities Limited (CSEC) is in the business of stock broking and distribution services

Cholamandalam MS General Insurance Company Ltd.

- Offers a wide range of non-life insurance products

Other Group Companies

Parry Enterprises India Limited

Parry Infra

Wendt India Limited

Sterling Abrasives Limited

Parry Murray and Co Limited

Murugappa Morgan Thermal Ceramics Limited

Southern Energy Development Corporation

Ambadi Enterprises Limited

Placon (India) Private Limited

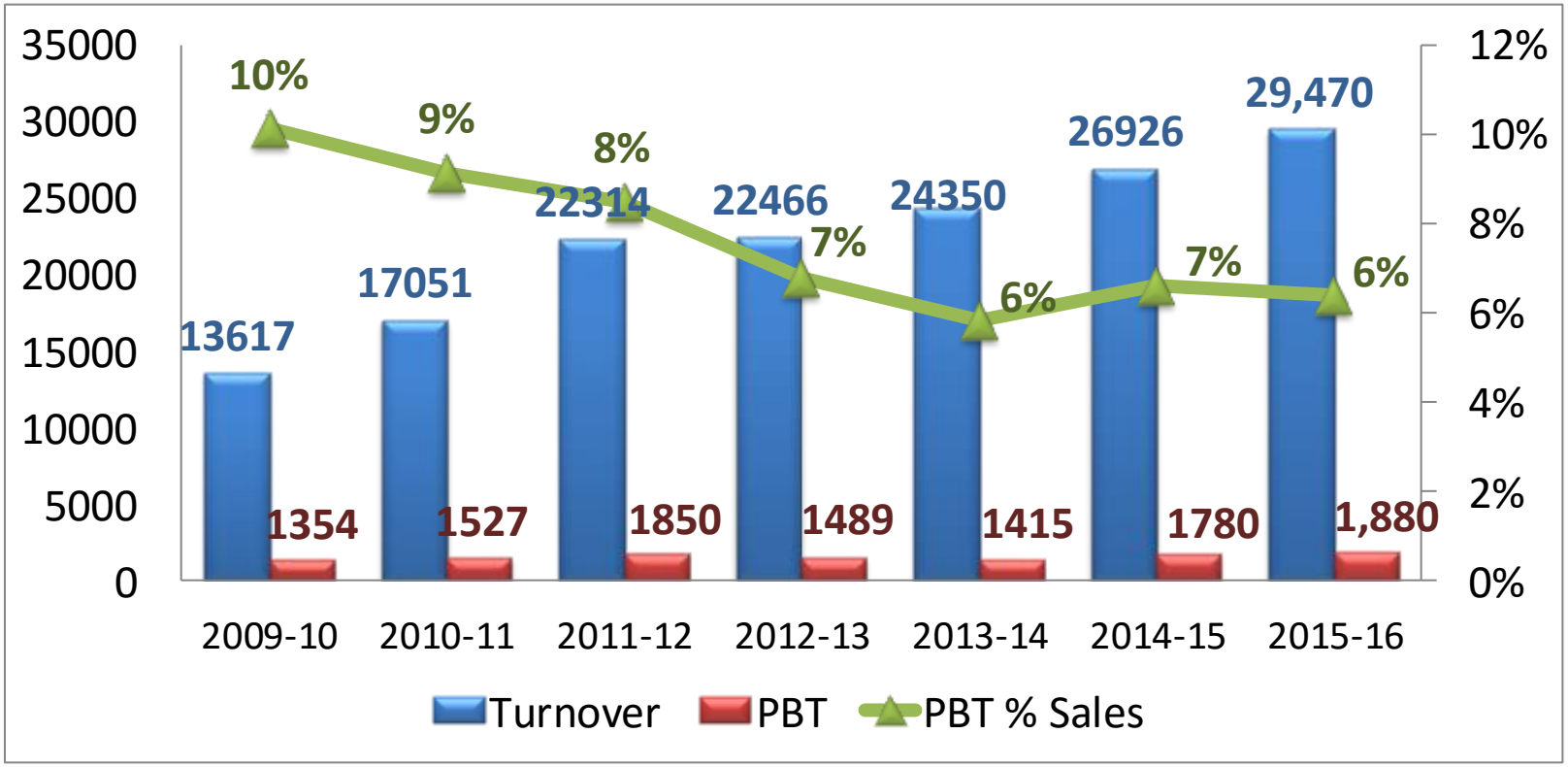
Net Access (India) Pvt Limited

Shanthi Gears Limited

Murugappa Organo Water Solutions

Group Financials

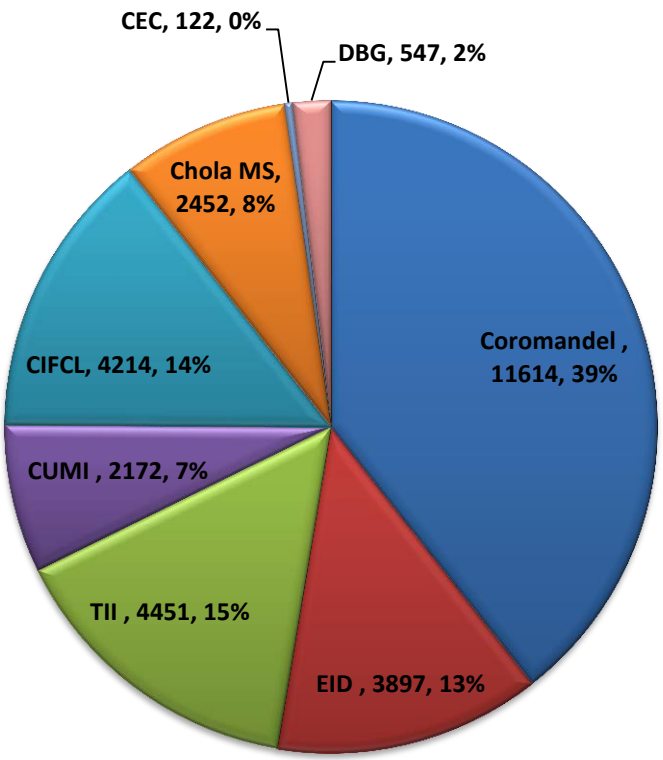
figures in ₹ Crore



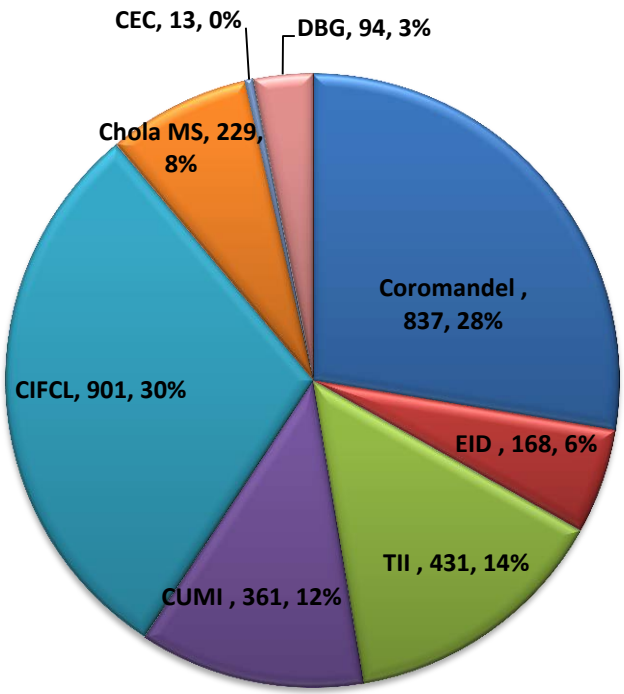
**PBT is excluding Extra- Ordinary Income of the group.*

Group Composition

Group Turnover, 2015-16



Group EBITDA, 2015-16



Global Partner Today

WENDT - Germany

Morgan - U.K.

Groupe Chimique Tunisien - Tunisia

Sociedad Quimicay Minera - Chile

Mitsui Sumitomo Insurance - Japan

FOSKOR - South Africa

Yanmar - Japan

Tsubamex company limited - Japan

Mitsui & Co Ltd - Japan

Global Footprint

Manufacturing Base

Russia – Silicon carbide
South Africa – Zirconia, Phosphoric acid
Tunisia – Phosphoric acid
France – TIDC
Chile - Astaxanthin

Marketing & Distribution Base

Presence in Argentina, Australia, Brazil, Canada, Holland, Middle East, Philippines, South Africa, Thailand, China, UK, USA

The Spirit of the Murugappa Group

Social Responsibility

AMM Foundation is a non-profit organization run by the Murugappa Group

4 Schools, a polytechnic; approximately 10,500 students

4 Hospitals - over 8 lakh patients treated last year

Scholarships for needy meritorious students

Scholarships for scholars for pursuing their professional degrees

Tube Investments of India Limited

TII- A Conglomerate

1949	• TI Cycles setup with BSA and Hercules Brands	
1955	• Entered Precision tubes with incorporation of Tube Products of India	
1960	• Entered Chains business with incorporation of TIDC	
1965	• TI Metal Forming setup	
1978	• Promoted **Cholamandalam Investment and Finance Company Ltd**	Chola *Enter a better life*

TII- A Conglomerate

1985	• Indigenously manufactured 100 CC bike chain
2001	• Promoted **Cholamandalam MS General Insurance**
2010	• Acquired **SEDIS, France**
2012	• Acquired **Shanthi Gears Ltd**
2014	• Entered into Large Dia Tube manufacturing • Promoted **TI Tsubamex Pvt Ltd**
2016	• TI sold 14% stake in Cholamandalam MS General Insurance Company to partner, Mitsui Sumitomo Insurance Company

Corporate Overview

Manufacturing

- Manufacturers of
  - Tubes, Strips, & Tubular Components
  - Bicycles & Fitness Products,
  - Chains for Automobile sector & Industrial applications,
  - Doorframe & Channels
  - Industrial Gears
  - Designing & Manufacturing of Dies
- 25 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 (TII Consolidated) – As per I GAAP			
₹ Cr.	2015-16*	2014-15	Growth
Revenue	7,991	9,722	-18%
EBITDA (Incl Other Income)	928	1,259	-26%
PBIT (Incl Other Income)	785	1,112	-29%
PBT (Before Exceptional Items)	648	969	-33%
Exceptional Items	727	34	
PBT (After Exceptional Items)	1,374	1,003	37%
Net Profit	1,039	424	145%

*Revenue, EBITDA and PBIT of FY 2015-16 includes CIFCL financials upto Aug '15 only as CIFCL ceased to be a subsidiary w.e.f. 2nd September, 2015. However, Net Profit includes full year Net Profit of CIFCL.

TII Standalone – As per IND AS			
₹ Cr.	YTD Jun'16	YTD Jun'15	Growth
Revenue	1,146	1,076	6%
EBITDA	106	86	23%
PBIT	88	62	43%
Net Profit	42	18	135%

Leadership Position- TII Standalone

Largest Supplier of Steel Precision Tubes (CDW)

Second largest bicycle producer in India

Leader in Chains and Fine blanked components

Preferred supplier for metal formed door frames

Directors and Management

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

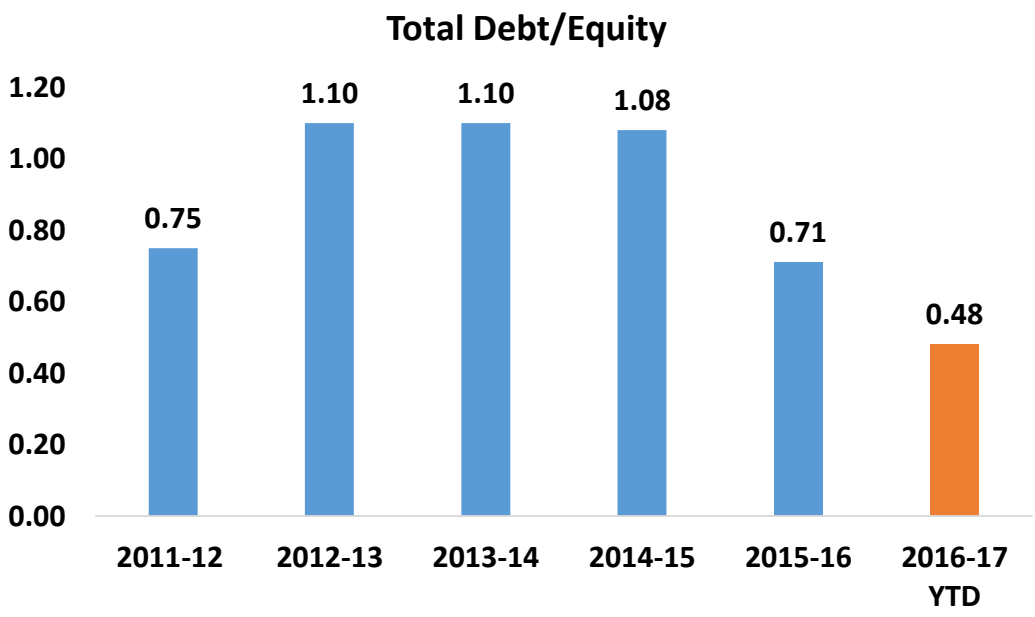
Mr. R. Narayanan

Mr. R. Natarajan

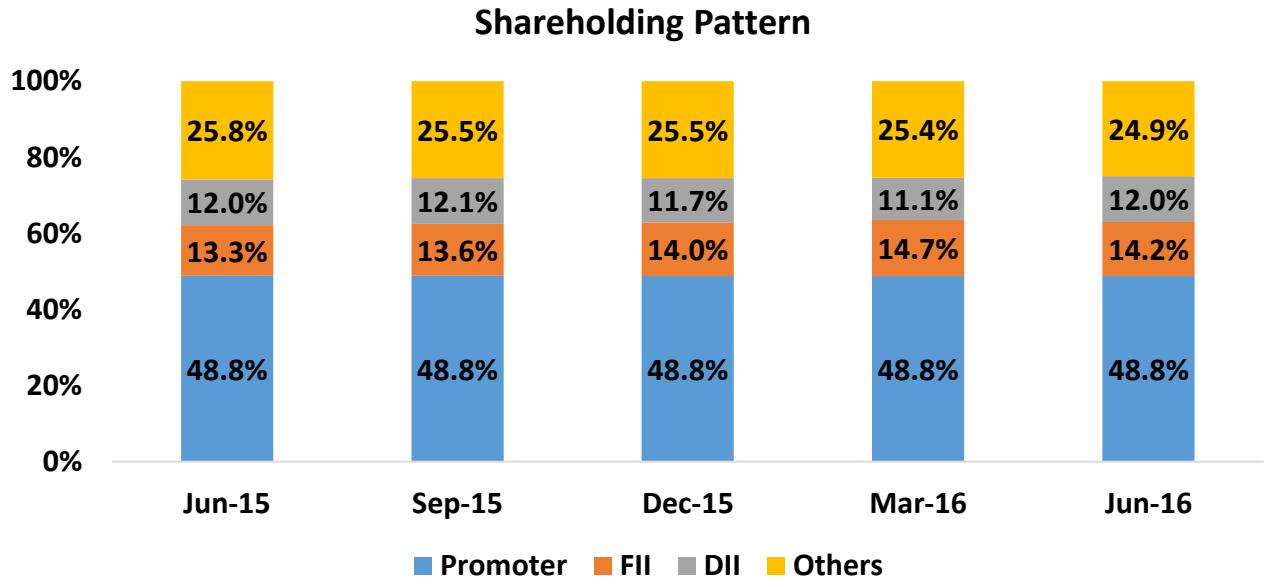
Mr. N. Prasad

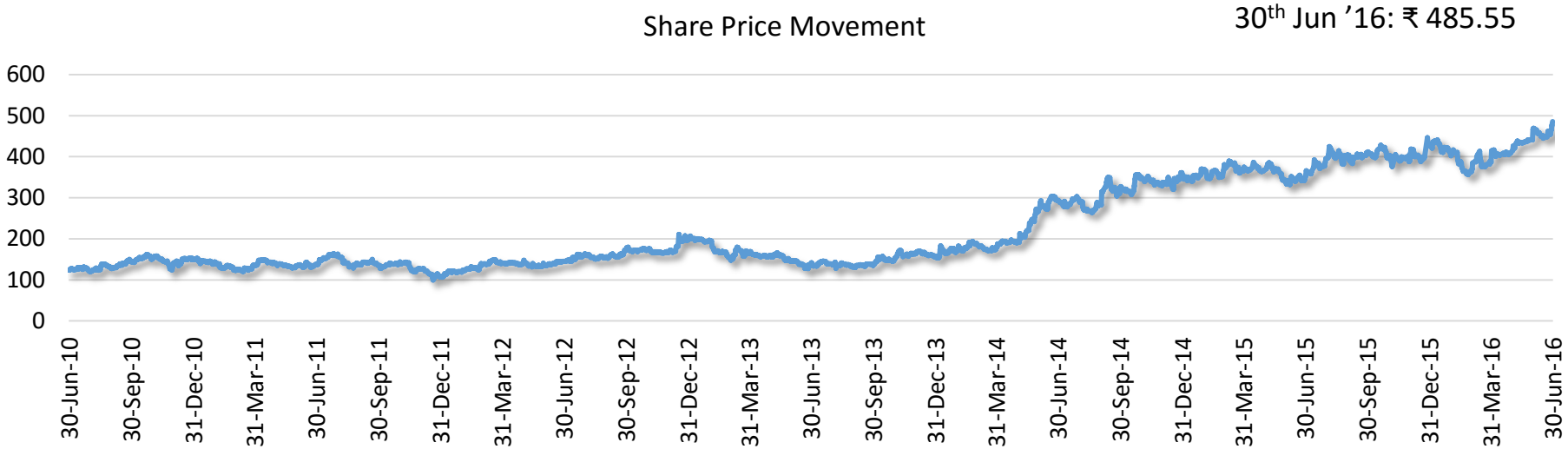
Financial Strength

- Credit Rating
  - CRISIL AA for long term
  - CRISIL A1+ for short term
- Standalone Balance Sheet
  - Total Debt / Equity – 0.48
  - Long term Debt / Equity – 0.33
- Financial Services
  - Capital adequacy ratio – 18.73% (Stipulated limit – 15%)
- General Insurance
  - Solvency ratio – 1.60



TII – Share Price and Shareholding Pattern





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

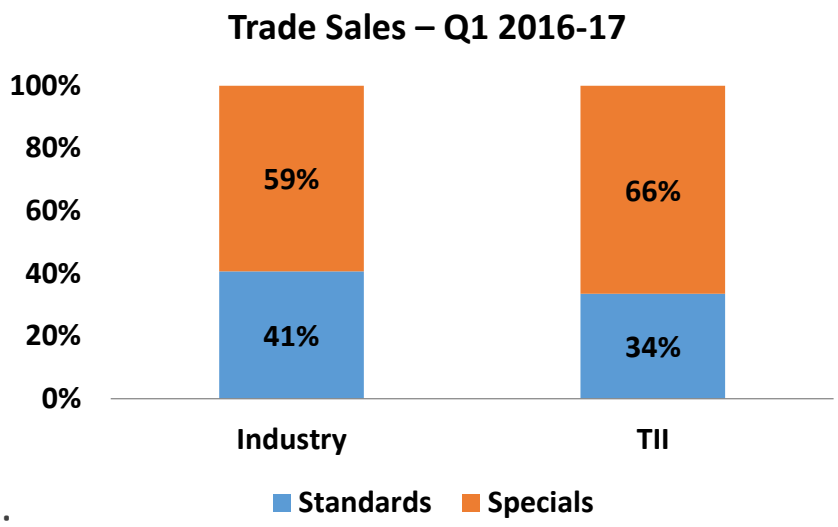
Cycles / Components

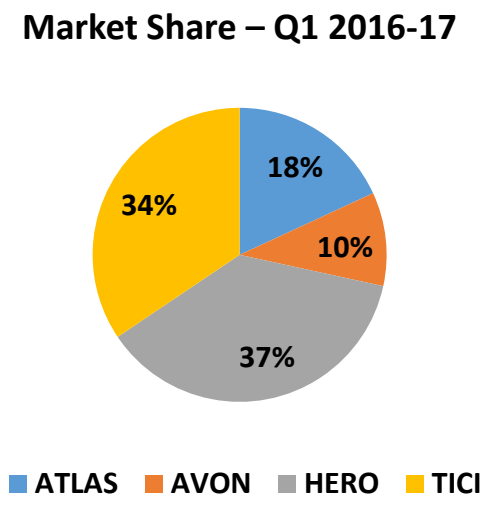
Pioneers in Selling Cycling… not just cycles

Industry and Business Drivers

- **Industry**
  - Overall healthy growth in both Standards as well as Specials segments in the Quarter
- **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	
₹ 28 Cr. YTD Jun '16	₹ 51 Cr. 2015-16





Based on volumes of 4 Major players (Source: AICMA Data)

Key Success Factors

Brand equity	• Our flagship brands "BSA" and "HERCULES" were recognised for excellence at the World brand Congress in Singapore.
Super Premium Lifestyle Cycles	• Super premium has registered a growth of 27 % vis-à-vis same quarter last year
Pioneer in Retail Formats	• BSA Go, BSA Hercules Store, Track & Trial Lounge
Selling Cycling not Just Cycles	• Organised close to 2000 events all over the country participation of more than 10 Lakhs individuals in FY 15-16
Multi Location Servicing	• Large dealer and service network with more than 10,000 touch points through out the country
Pioneer in New Product Development	• 60 new Products developed during FY 15-16. • 13 models launched in Q1 of FY 16-17

montra
cannondale
Bianchi
SCHWINN
GT BICYCLES
mongoose
RIDLEY

TRACK&TRAIL
BIKING AND BEYOND

BSA HERCULES LADYBIRD ROADEO MACH CITY montra

Business Highlights – Q1 2016-17

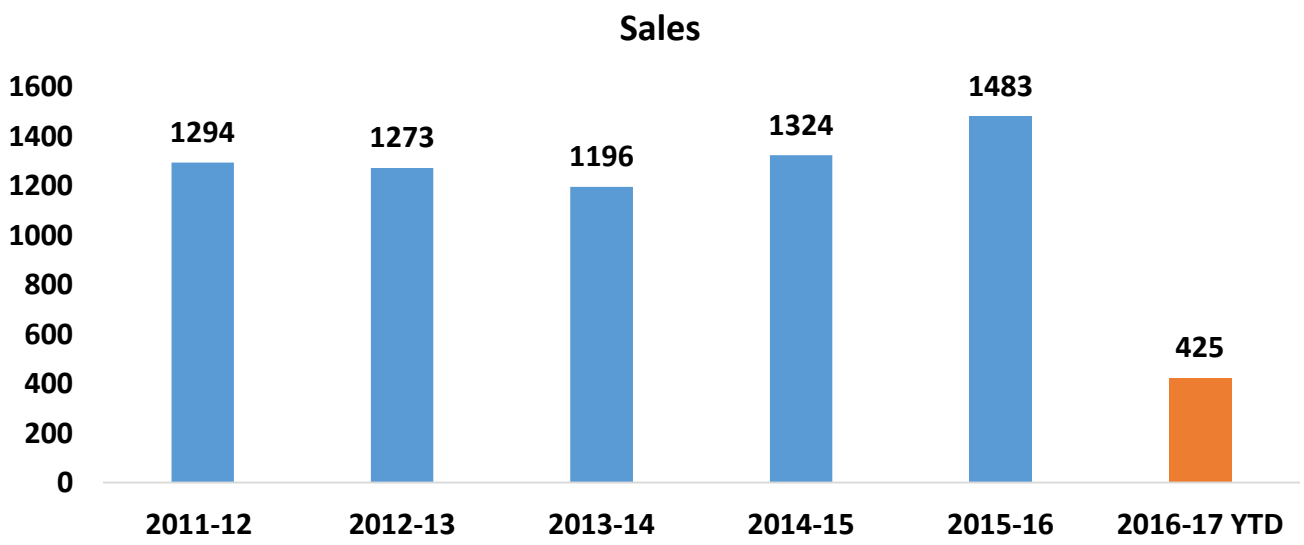
- TI Cycles new state-of-the-art manufacturing plant inaugurated at Rajpura, Punjab on 09th Jun 2016.
  - Built with a capital expenditure of Rs.105 Crores, Plant has capacity to manufacture 2.5 lakhs cycles per month, with the ability to expand when required.
- Robust Growth in Exports with healthy order book
- 13 models launched in Q1, FY 16-17
- Good market response to most new & refreshed models – esp. Brut Plus, Doodle, Sparx, Breeze

- **Marketing Events**
  - Organized Sales Melas, Service Camps, Mechanic trainings, College Sales & displays all over India

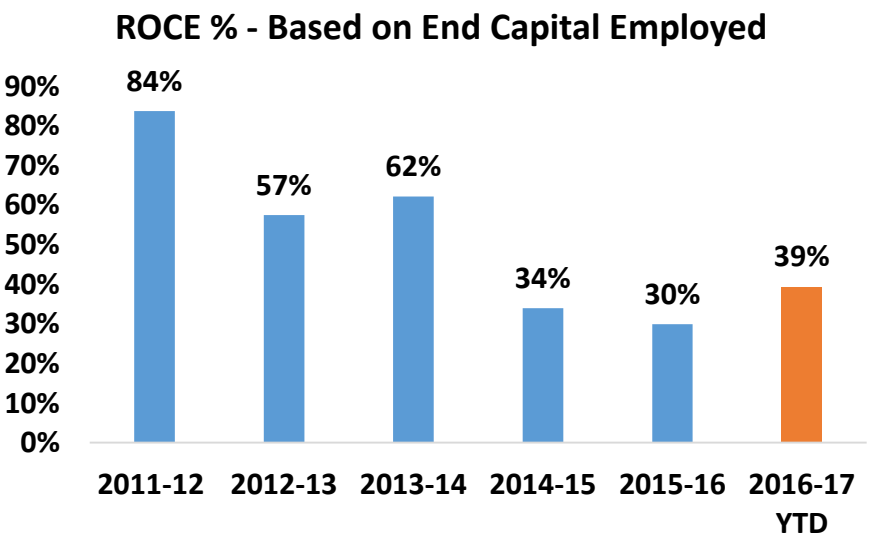
Murugappa Group Chairman with Punjab FM

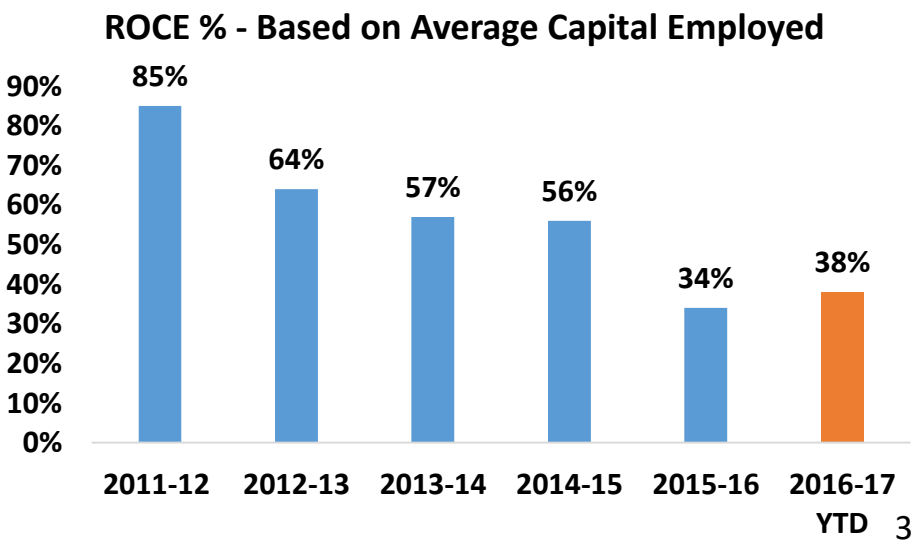
Key Financial Trends

figures in ₹ Crores



Note: Gross Sales include Excise Duty to comply with IND AS and figures has been suitably adjusted





Key Financials – Q1 2016-17

figures in ₹ Crores

Particulars	2016-17 Q1	2015-16 Q1	% Growth
Volumes			
Cycles (Lac nos)	**13**	**13**	**-2%**
Gross Sales	**425**	**427**	**0%**
EBITDA	**26**	**31**	**-17%**
	6%	7%	
PBIT (Before Exceptional Item)	**23**	**29**	**-21%**
	5%	7%	
APPLICATION OF FUNDS			
Net Fixed Assets (Incl. CWIP)	**140**	**62**	
Net Working Capital	**93**	**164**	
Total Capital Employed	**234**	**225**	
Sales/NWC	**18.2**	**10.4**	
ROCE% - Based on End Capital Employed	**39%**	**52%**	
ROCE% - Based on Average Capital Employed	**38%**	**63%**	

Engineering

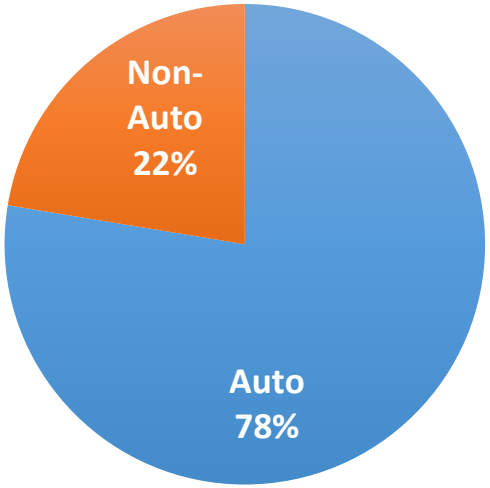
Leader in CDW tubes for the Automotive industry

Business Overview

- **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

₹ 10 Cr. YTD Jun '16	₹ 44 Cr. 2015-16

Key Success Factors

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.

Business Highlights – Q1 2016-17

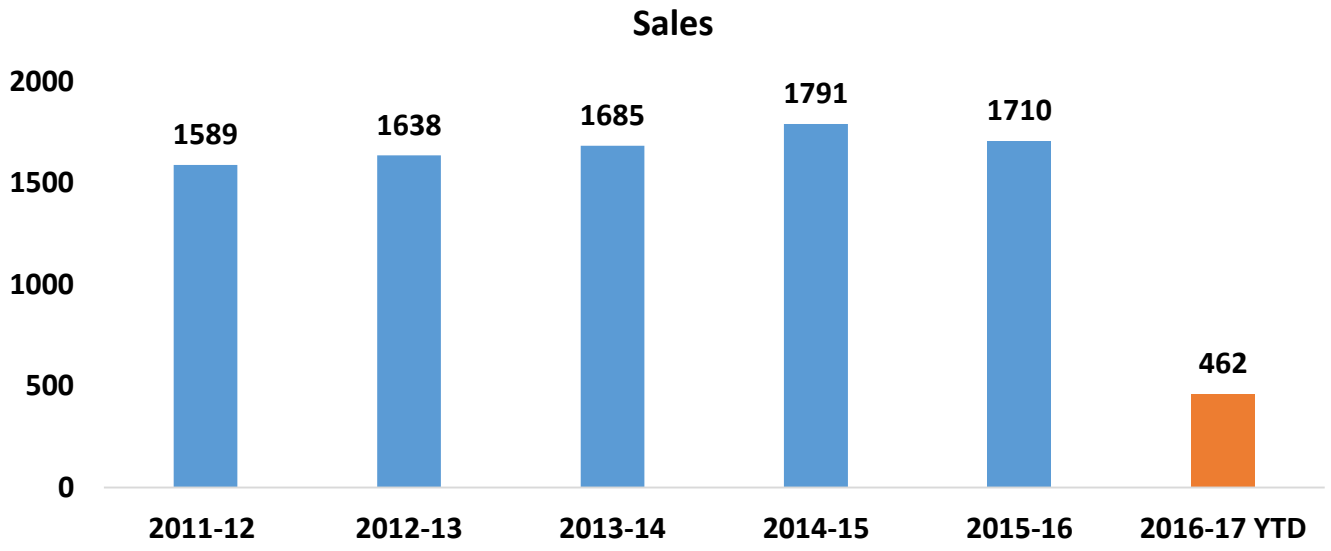
- Highest PBT in a quarter ₹ 30.74 Cr against plan of ₹ 19.11 Cr
- Received Best supplier Award for Make in India (Localization) from M/s Spicer for Tiruttani Tubes Plant
- Highest Exports Sales
- Received Global Strategic Supplier Award from Showa, Japan
- First order for ROPS from JCB- USA Operations
- Obtained Quality System ISO / TS16949 Certification for Tiruttani Plant

TPI Tiruttani Plant

TPI at Dusseldorf Tube Show 2016 (Germany), 4th-8th April, 2016

Key Financial Trends

figures in ₹ Crores



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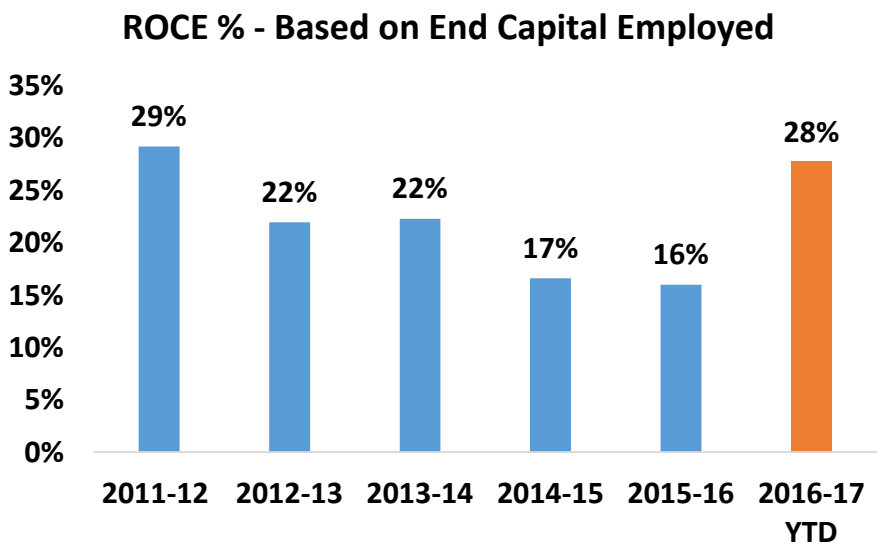
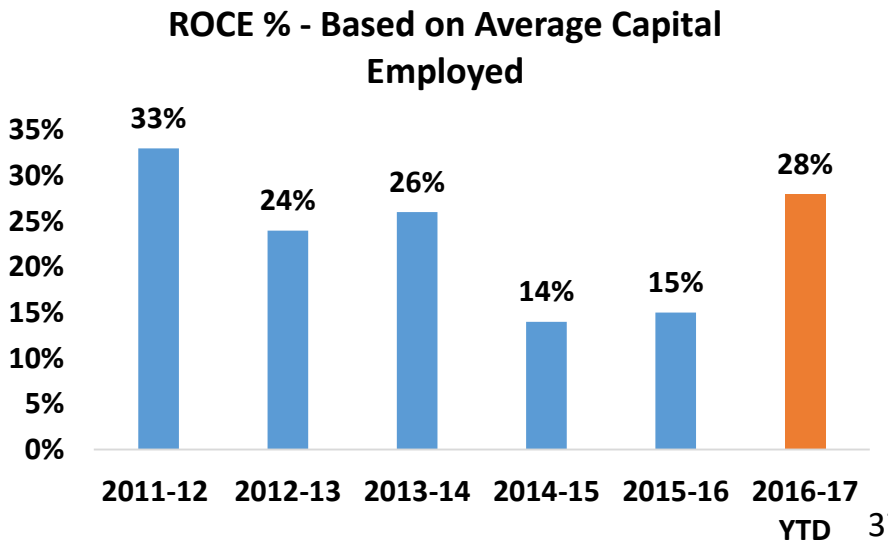




Key Financials - Q1 2016-17

figures in ₹ Crores

Particulars	2016-17 Q1	2015-16 Q1	% Growth
Strips: (Volumes Tonnes) (Incl. Group)	**20803**	**18454**	**13%**
Tubes: (Volumes Tonnes)	**42532**	**36603**	**16%**
Domestic	38018	34343	11%
Exports	4514	2261	100%
Large Dia Tubes: (Volumes Tonnes)	**3599**	**2154**	67%
Gross Sales (incl. Inter Unit)	**462**	**412**	**12%**
EBITDA	**56**	**32**	**74%**
	12%	8%	
PBIT (Before Exceptional Item)	**41**	**18**	**124%**
	9%	4%	
APPLICATION OF FUNDS			
Net Fixed Assets (Incl. CWIP)	**435**	**460**	
Net Working Capital	**154**	**168**	
Total Capital Employed	**589**	**628**	
Sales/NWC	**12.0**	**9.8**	
ROCE% - Based on End Capital Employed	**28%**	**12%**	
ROCE% - Based on Average Capital Employed	**28%**	**12%**	

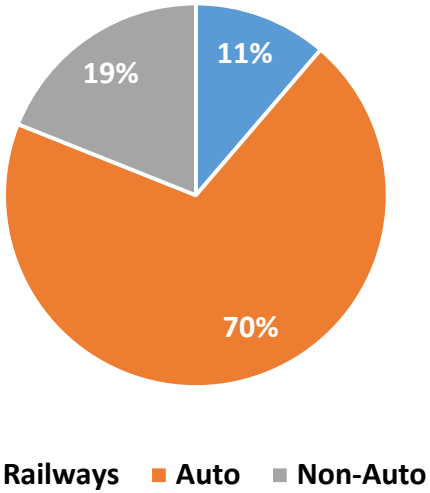
Metal Formed Products

Precision Value added Components

Business Overview

- **Industry**
  - Growth in 2W Scooters by 31% and motor cycles by 8% in YTD Jun '16
  - Passenger Vehicles industry grew by 4% YTD Jun '16 compared to same period last year and Commercial vehicle industry grown by 16%
- **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

₹ 14 Cr. YTD Jun'16	₹ 26 Cr. 2015-16

Key Success Factors

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

Business Highlights – Q1 2016-17

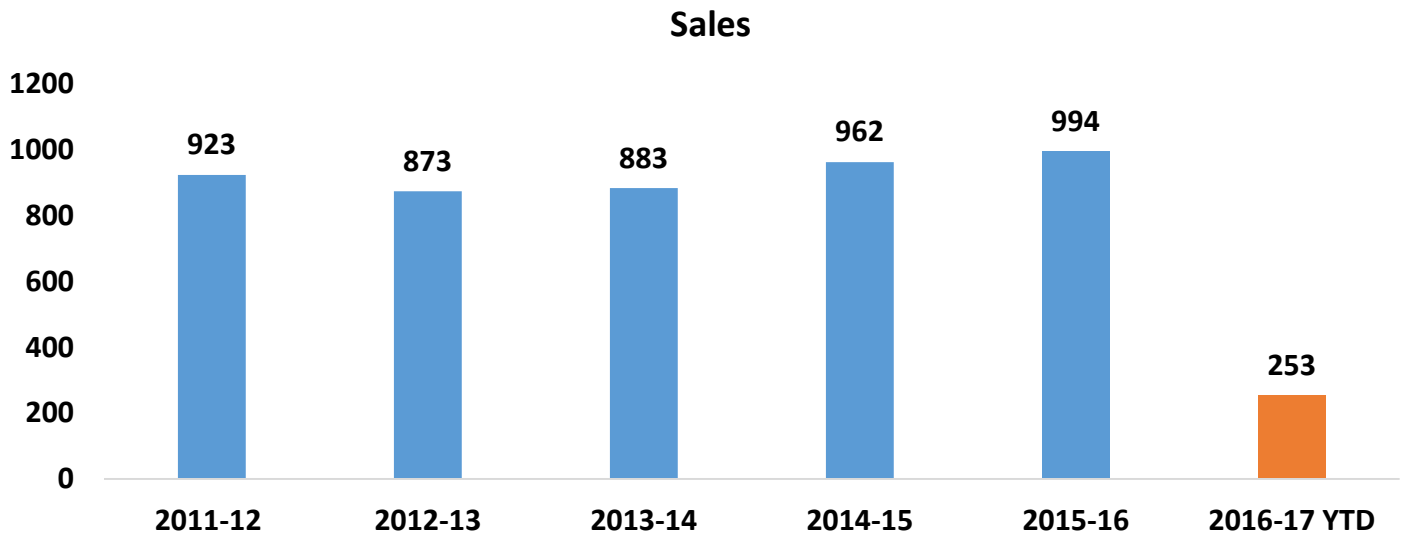
- Awards received from Bajaj Auto Ltd for Fine Blanking Quality and TPM Excellence
- Market Leadership in Chains across segments
- New business opportunities from Agri Equipment OEMs
- Growth in Railways Coach Side/End Walls business
- Growth in Motor Casings with focused business development efforts

Received Gold Award from Bajaj Auto Ltd for Fine Blanking quality performance

Received TPM Excellence award from Bajaj Auto Ltd for Hyderabad Plant

Key Financial Trends

figures in ₹ Crores



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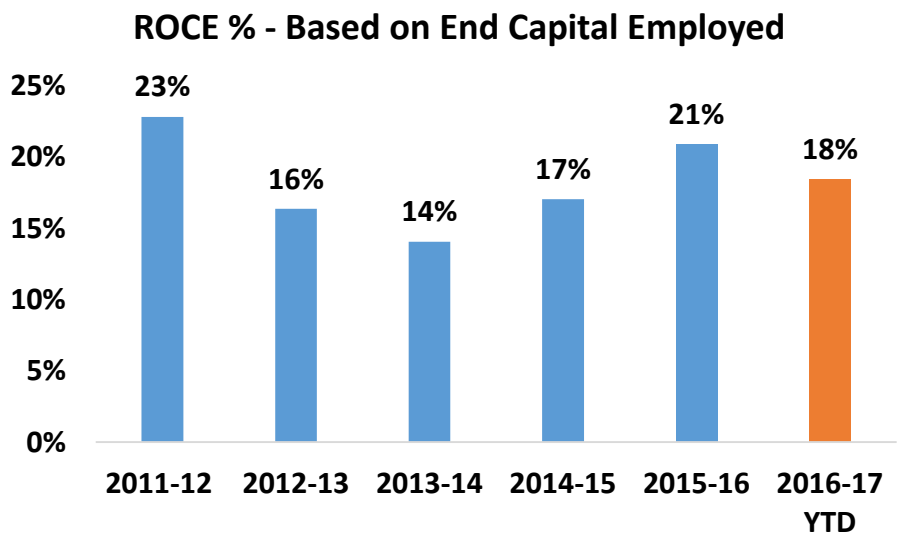
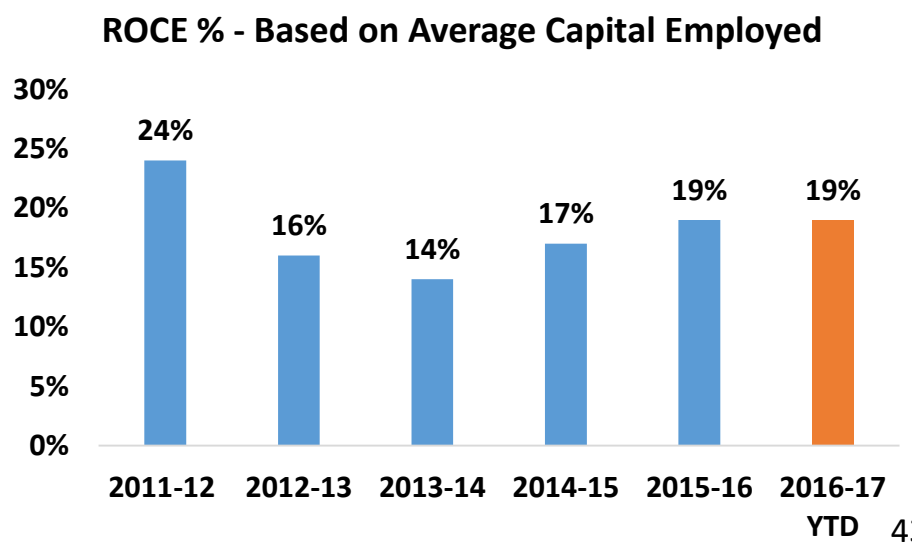




Key Financials - Q1 2016-17

figures in ₹ Crores

Particulars	2016-17 Q1	2015-16 Q1	% Growth
Doorframes (Lakh Sets)	2	1	2%
Sections for railway wagons (Sets)	378	218	73%
Coach-side/End wall (Sets)	38	19	100%
Chains:			
Domestic (Lac ESS feet)	200	192	4%
Exports (Lac ESS feet)	19	20	-4%
Gross Sales (incl. Inter Unit)	**253**	**229**	**11%**
EBITDA	**29**	**27**	8%
	12%	12%	
PBIT (Before Exceptional Item)	**20**	**18**	**14%**
	8%	8%	
APPLICATION OF FUNDS			
Net Fixed Assets (Incl. CWIP)	**268**	**310**	
Investments	**61**	**61**	
Net Working Capital	**106**	**95**	
Total Capital Employed	**435**	**467**	
Sales/NWC	**9.6**	**9.6**	
ROCE% - Based on End Capital Employed	**18%**	**15%**	
ROCE% - Based on Average Capital Employed	**19%**	**15%**	

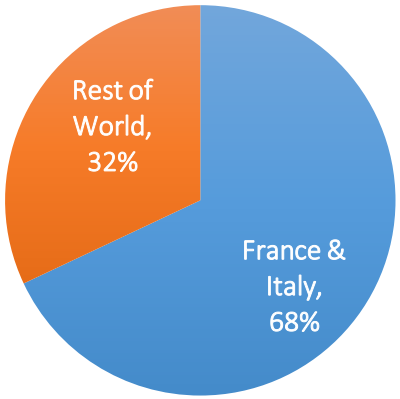
Metal Formed Products (Contd.)

Leading French Manufacturer of Industrial Chains

Business Overview

- 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 FY '15



Key Products

Leaf & Roller Chains

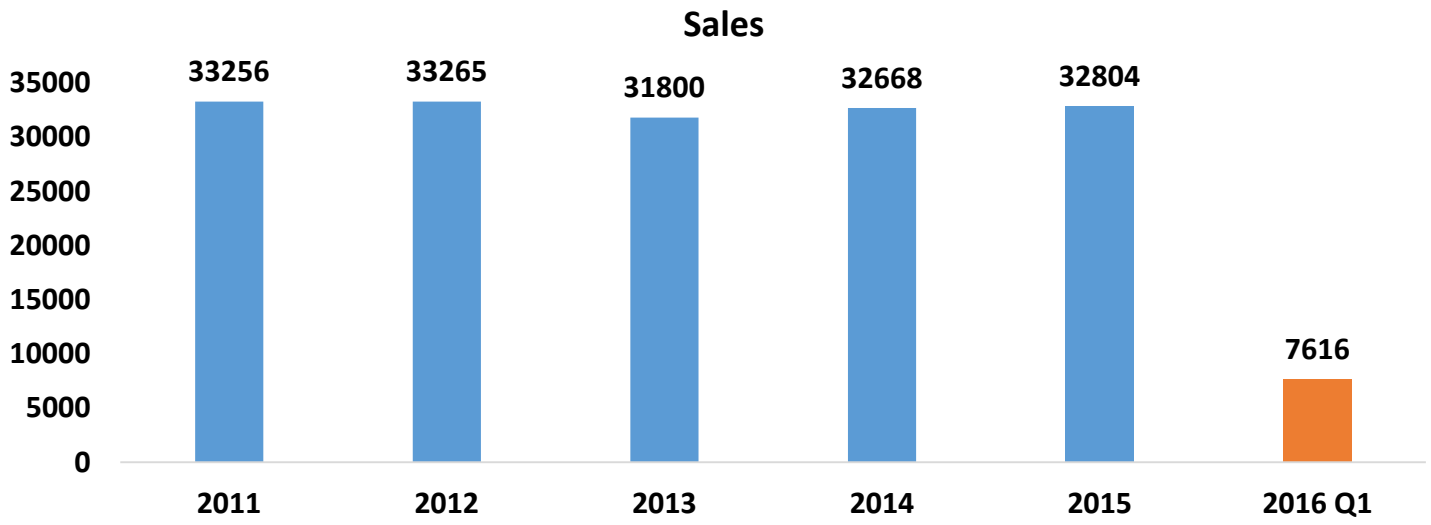
Conveyor Chains

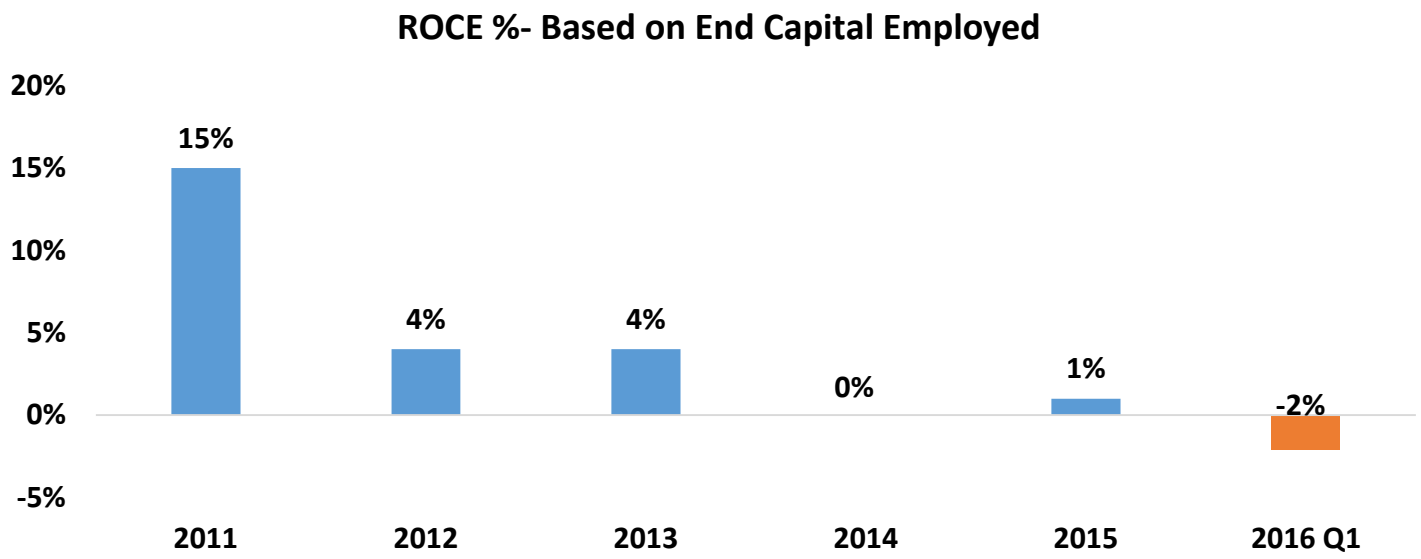
Agricultural Chains

Sprockets & Wheels

Key Financial Trends

figures in K Euro





Key Financials - Q1 2016

figures in K Euro

Particulars	2016 Q1	2015 Q1
Sales	7616	8316
EBITDA	229	450
	3%	*5%*
PBT	-105	30
	-1%	*0%*
PAT	-35	57
	-0%	*1%*
APPLICATION OF FUNDS		
Net Fixed Assets (Incl. CWIP)	6500	6330
Net Working Capital	9189	9031
Investments	541	685
Total Capital Employed	16230	16046
Sales/NWC	3.3	3.7
ROCE% - Based on End Capital Employed	-2.1%	3.1%

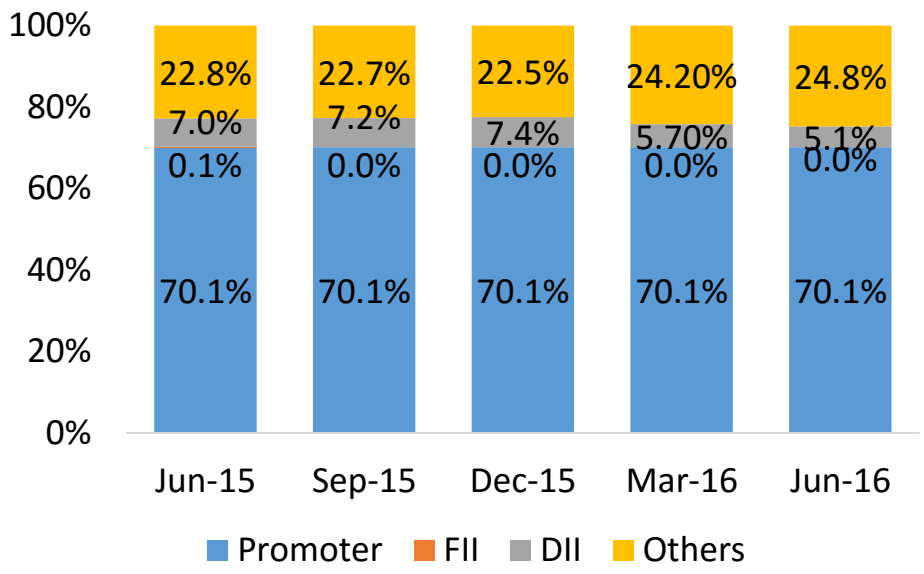
Gears & Gear Products

Shanthi Gears (SGL) - Strong Brand in Industrial Gears

Business Overview

- 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



TII holds 70.12% stake in the company

Key Products

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

Business Highlights – Q1 2016-17

- Increased enquiry activities from repeat customers and railways
- Continuous drive on cost efficiency
- Significant growth in Service Business
- Regional Customer Connect Program activated
- Participation in Seminars and Exhibition forums

CONNECT 2016

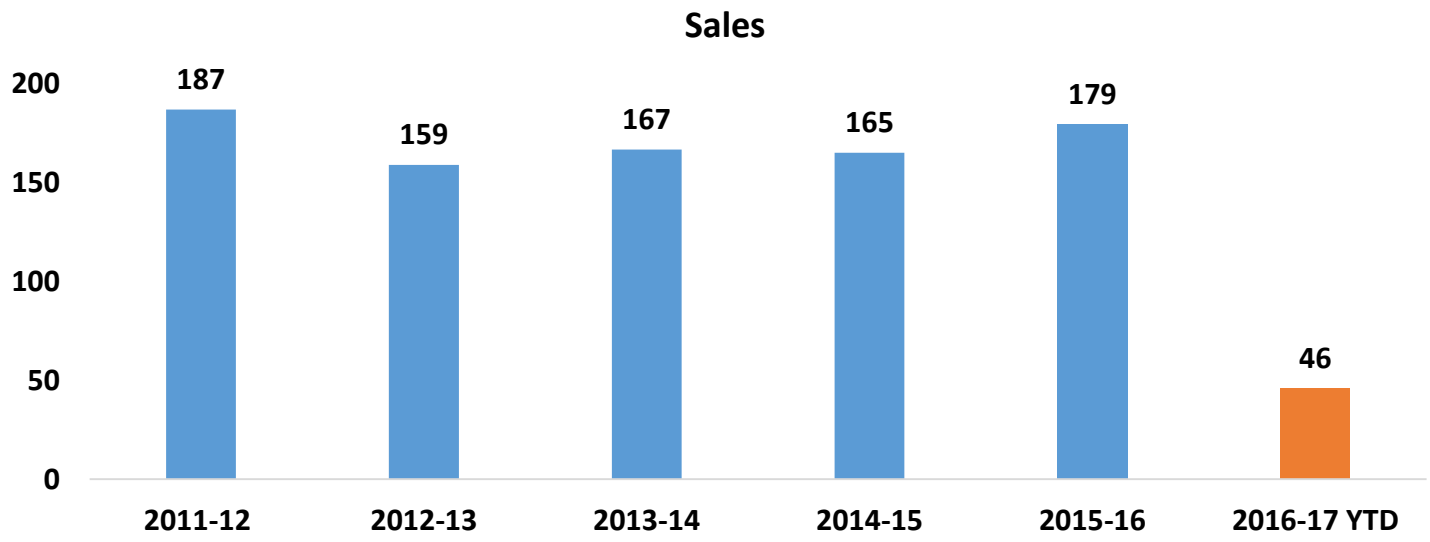
iptex 16
4TH INTERNATIONAL POWER TRANSMISSION EXPO

Texfair 2016
20 - 23 May , 2016
CODISSIA Trade Fair Complex,
Coimbatore, India

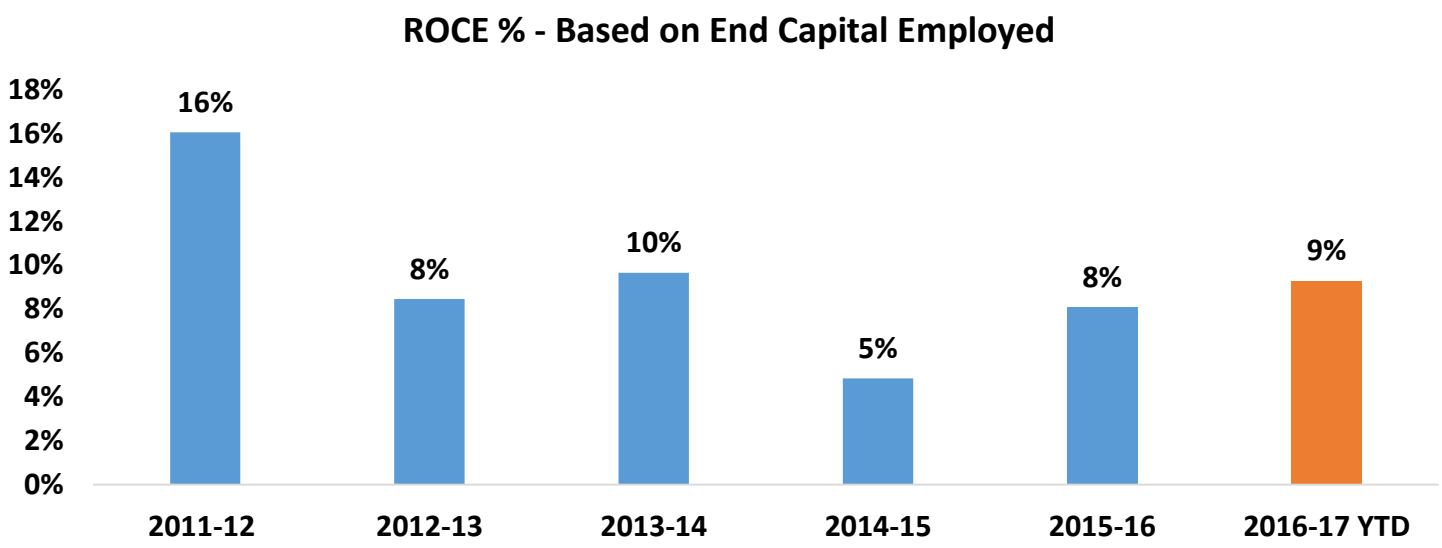
inco 2016
PREMIER INDUSTRIAL EXHIBITION & TRADE FAIR
24th 25th 26th June 2016 @ BMICH

Key Financial Trends

figures in ₹ Crores



Note: Gross Sales include Excise Duty to comply with IND AS and figures has been suitably adjusted

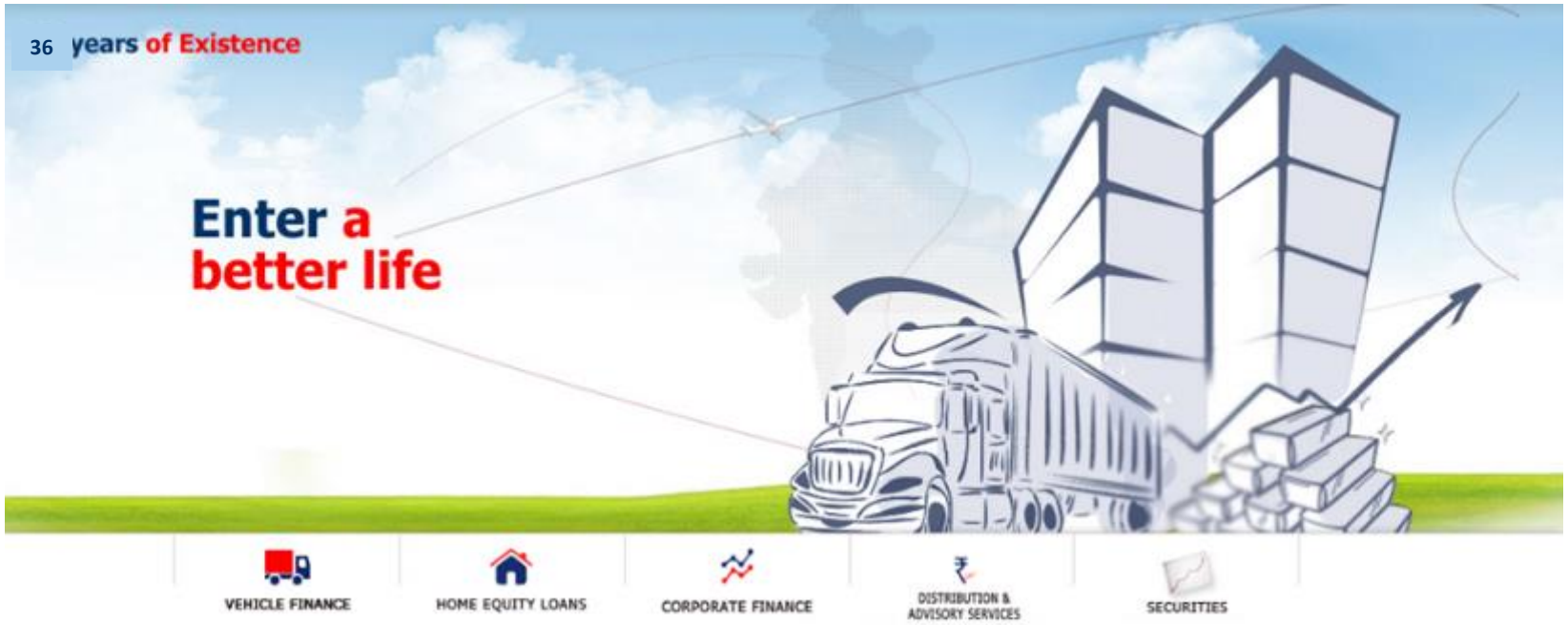


Key Financials – Q1 2016-17

figures in ₹ Crores

Particulars	2016-17 Q1	2015-16 Q1	% Growth
Gross Sales	**46**	**41**	**11%**
EBITDA	**8**	**4**	**92%**
	18%	11%	
PBIT	**7**	**2**	**170%**
	14%	6%	
PBT	**7**	**2**	**170%**
	14%	6%	
PAT	**5**	**1**	**254%**
	11%	3%	
APPLICATION OF FUNDS			
Net Fixed Assets (Incl. CWIP)	**77**	**82**	
Investments	**120**	**106**	
Net Working Capital	**89**	**85**	
Total Capital Employed	**286**	**273**	
Sales/NWC	**2.1**	**1.9**	
ROCE% - Based on End Capital Employed	**9%**	**4%**	

Financial Services

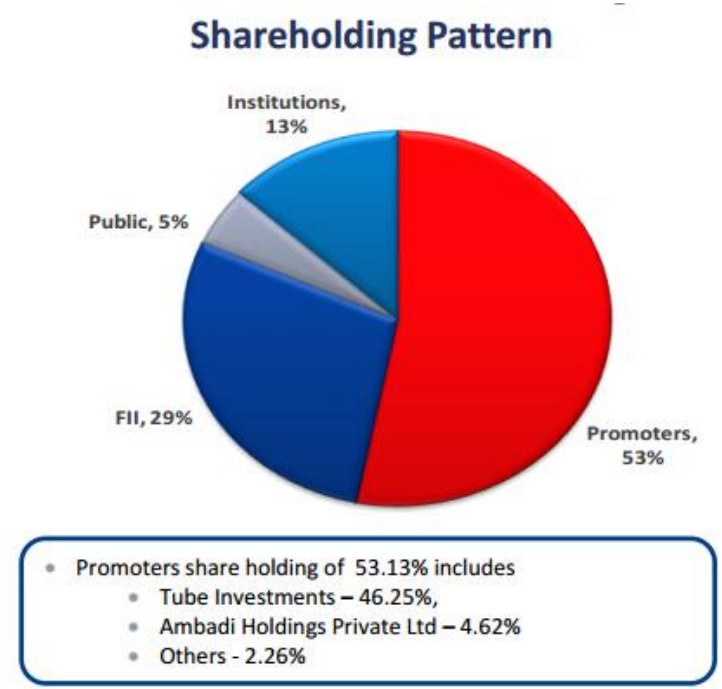


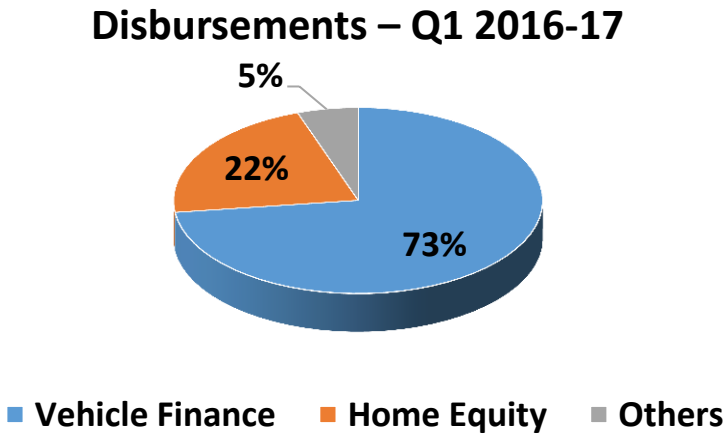
Cholamandalam Investment and Finance Company Ltd.
(CIFCL)
Financing your Assets…since 1978

Business Overview

- Established in 1978, one of India's leading NBFC's, focused in the rural and semi-urban sector with a market capitalization of INR 148 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

Shareholding Pattern





^Market Cap data as on 30th Jun 2016. Source: BSE

Business Strengths

Positioning	• Founded in 1978, India's leading NBFC, Focused in Rural and semi urban sector with Market cap of INR 148 bn^
Exceptional Lineage	• Part of the INR 295 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 337 Bn with Net NPA of 2.1% and a healthy ROA of 3.8% • Operating income CAGR of 24% over FY12 to FY16
Management	• Highly experienced management team with unrivalled industry experience

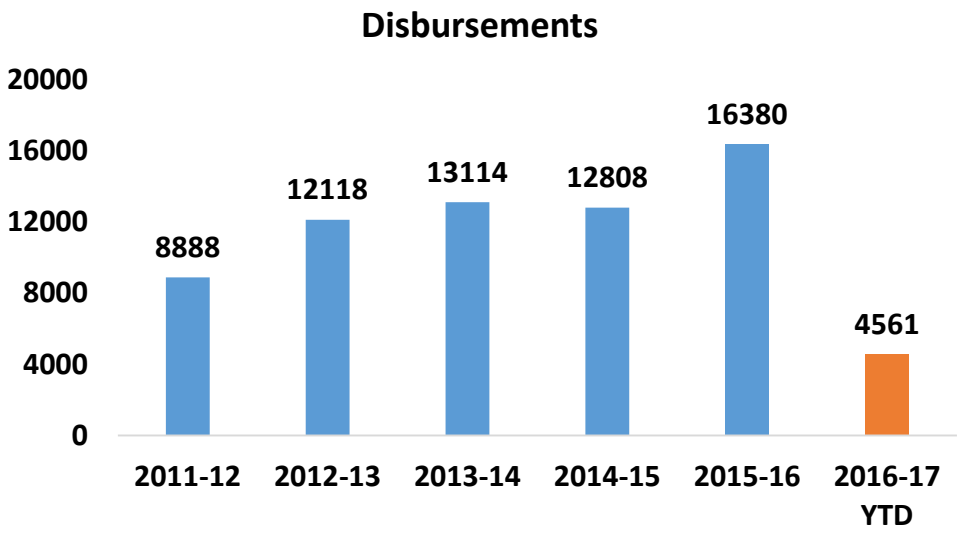
^Market Cap data as on 30th Jun 2016. Source: BSE

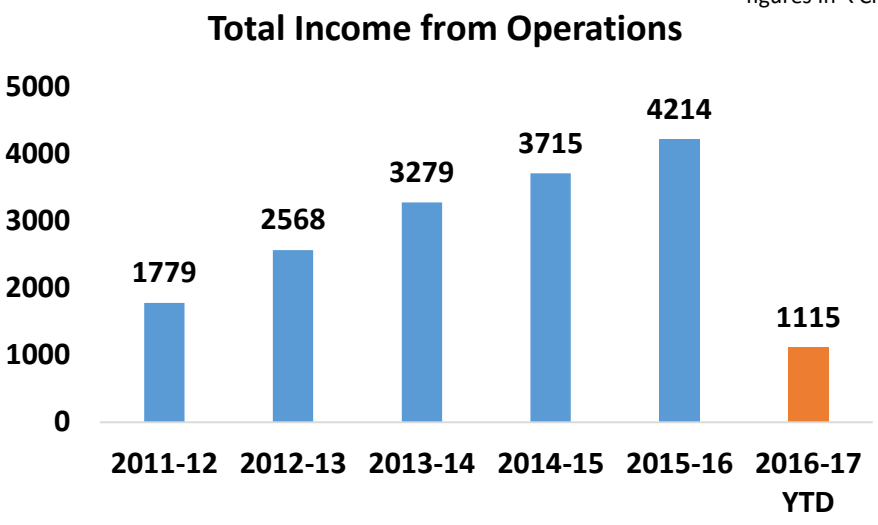
CIFCL – Standalone Performance – Q1 2016-17

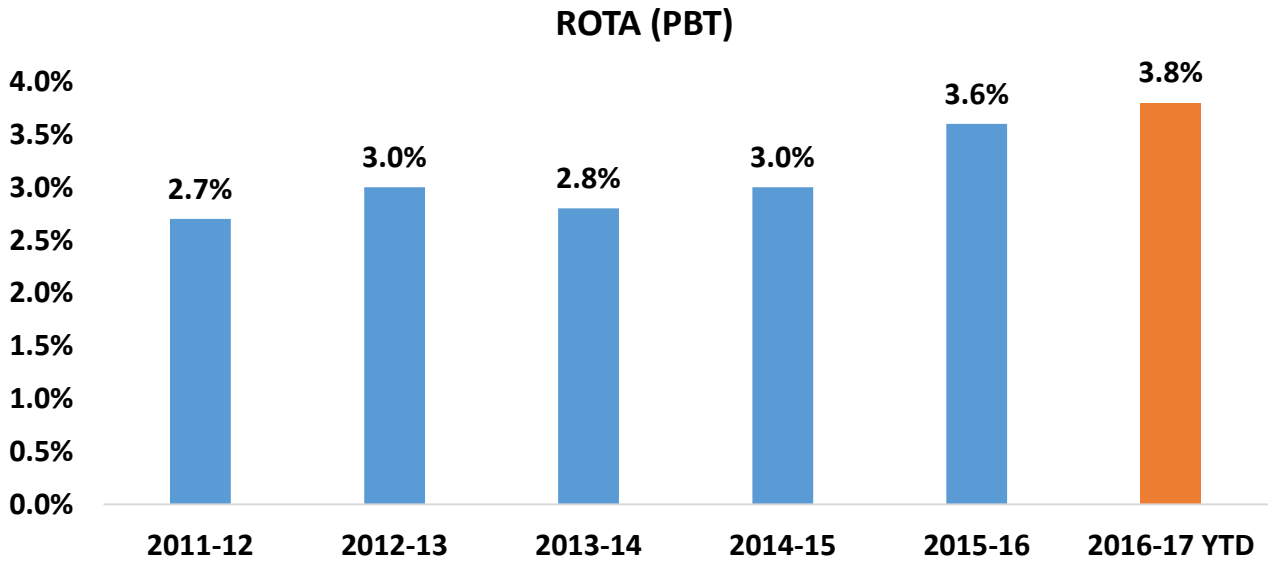
	Disbursements	Profit after Tax	ROTA (PBT)	Book Value	EPS	ROE
Q1-FY17	₹ 4,561 Cr	₹ 166 Cr	3.8%	₹ 244.8	₹ 42.6	17.8%
	30%	50%	29%	16%	40%	29%
Q1-FY16	₹ 3,508 Cr	₹ 110 Cr	2.9%	₹ 210.5	₹ 30.4	13.7%

Key Financial Trends

figures in ₹ Crores







Key Consolidated Financials – Q1 2016-17

figures in ₹ Crores

Particulars	2016-17 Q1	2015-16 Q1	%Growth
Disbursements	**4561**	**3508**	**30%**
Total Income from Operations	**1115**	**990**	**13%**
% of Total Income	24%	28%	
PBT	**256**	**172**	**49%**
% of Total Income	23%	17%	
PAT	**167**	**111**	**50%**
% of Total Income	15%	11%	
ROTA% (PBT)	***3.80%***	***2.90%***	
Capital Adequacy Ratio (%)	**18.73%**	**20.56%**	

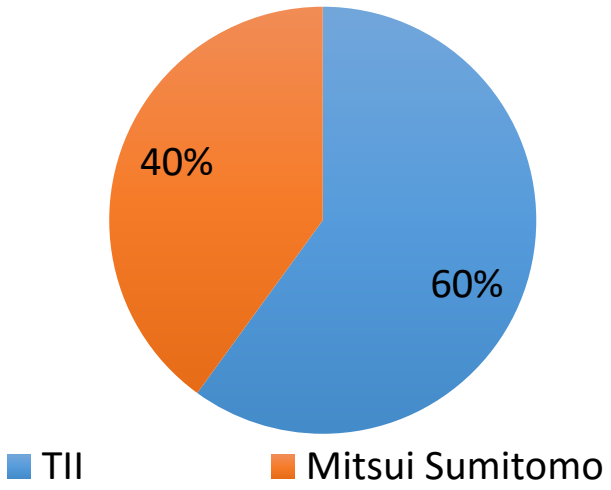
Insurance

Chola MS
GENERAL INSURANCE

Business Overview

- 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 Jun'16	FY 15-16
GWP (inc RI Accept)	652	2466
PAT	49	148

Business Strengths

- Strong Distribution Partners
- Robust Underwriting Capability and operating efficiencies
- Tailor Made Products
- Strong Chola Synergies
- High Rural Penetration
- State of the Art Technology

Business Highlights – Q1 2016-17

- GWP - growth of 36% over YTD Jun ’15
- PBT grown by 83% over YTD Jun’15
- Investment grew by 22% compared to Jun’15
- Management Expenses as percentage of GWP remains flat compared to previous years.
- Retail Contribution to total GWP raised from 82% in Jun’15 to 90%

Key Financials Q1 2016-17

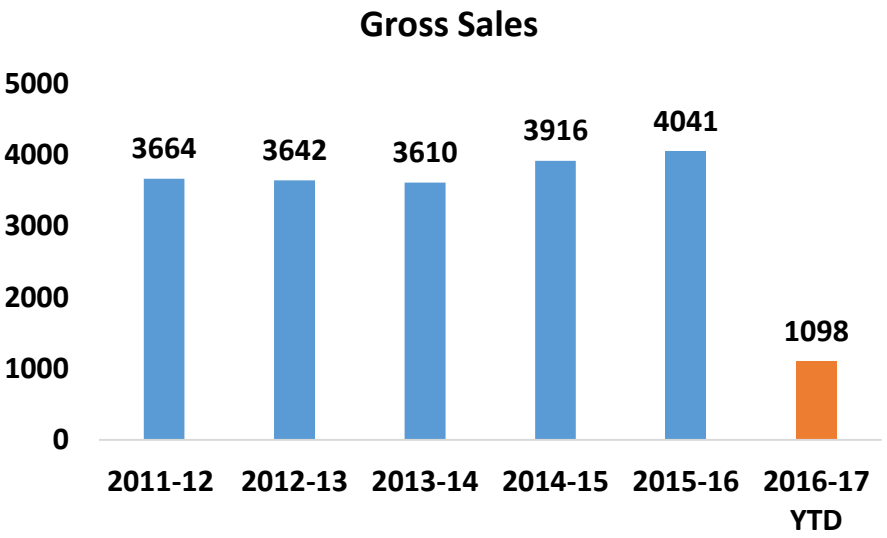
figures in ₹ Crores

Particulars	2016-17 Q1	2015-16 Q1	% Growth
Gross Written Premium (Incl. RI Accept)	652	480	36%
Net Written Premium	496	379	31%
PBT	71	39	83%
PAT	49	26	85%
Total Investment	4035	3318	22%
Combined Ratio (CoR%) - Excl IMTPIP	103%	107%	
Investment Yield %	*8.88%*	*9.24%*	

Company Financials

Performance Trends

figures in ₹ Crores



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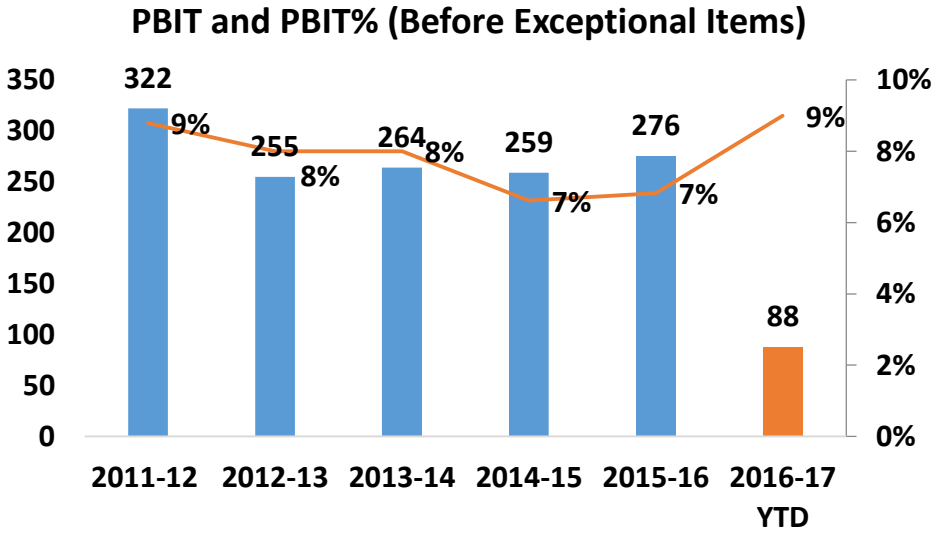
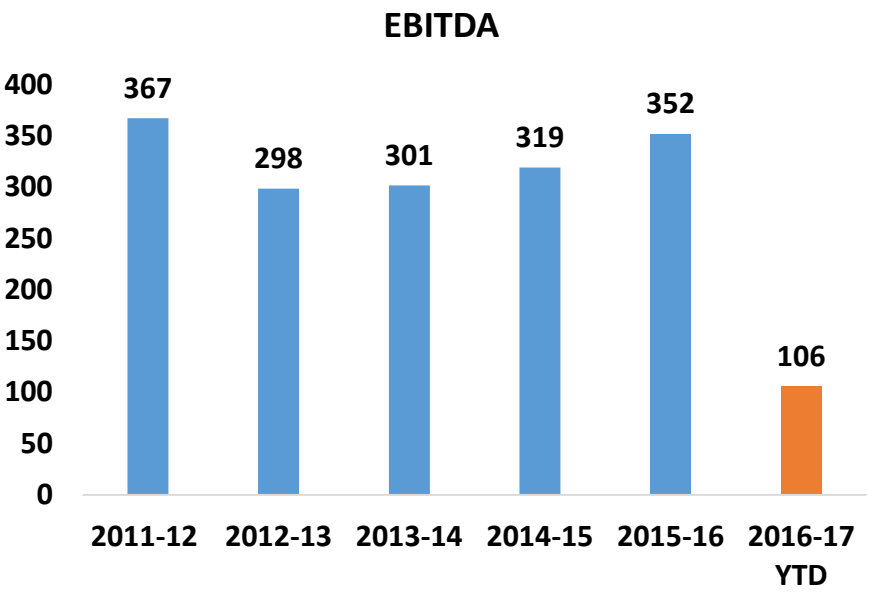
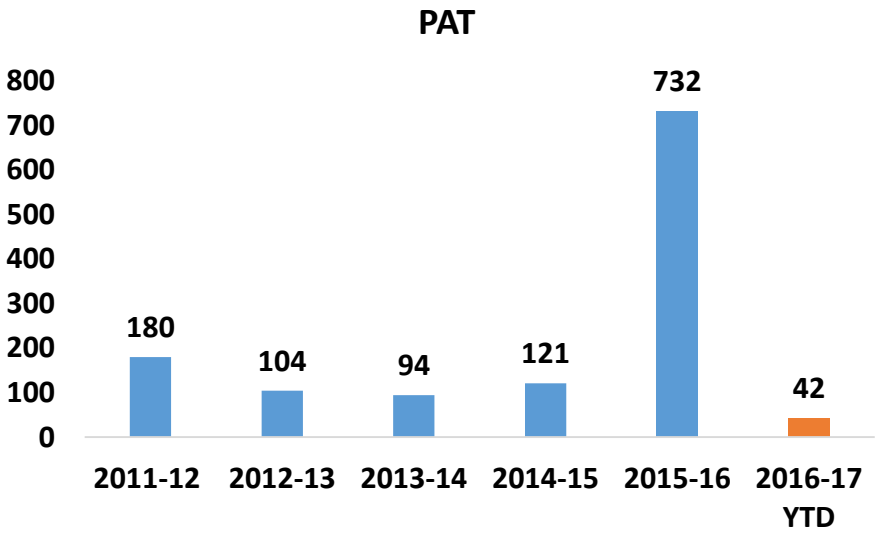
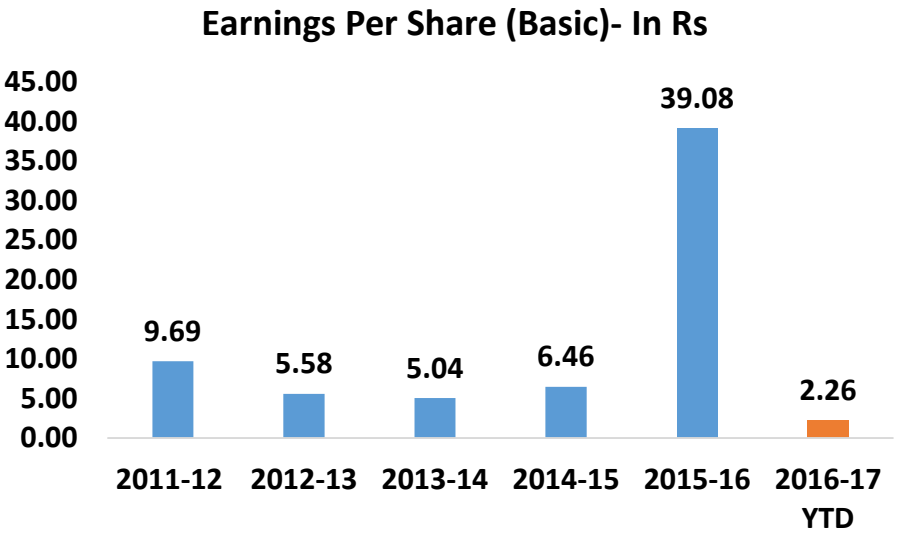
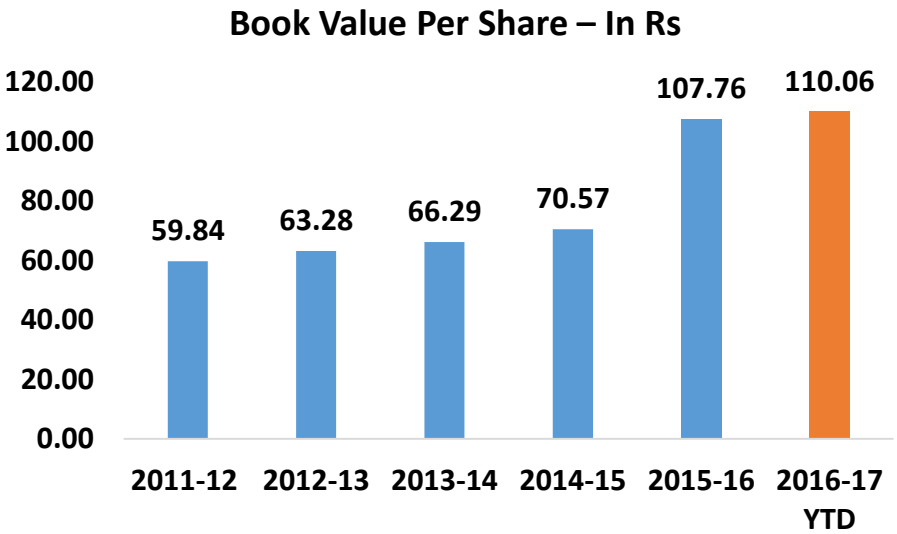


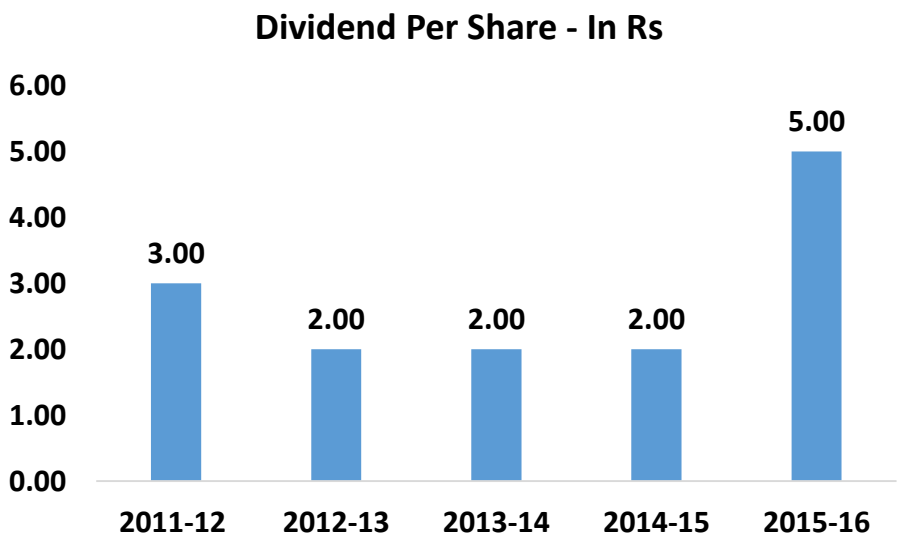


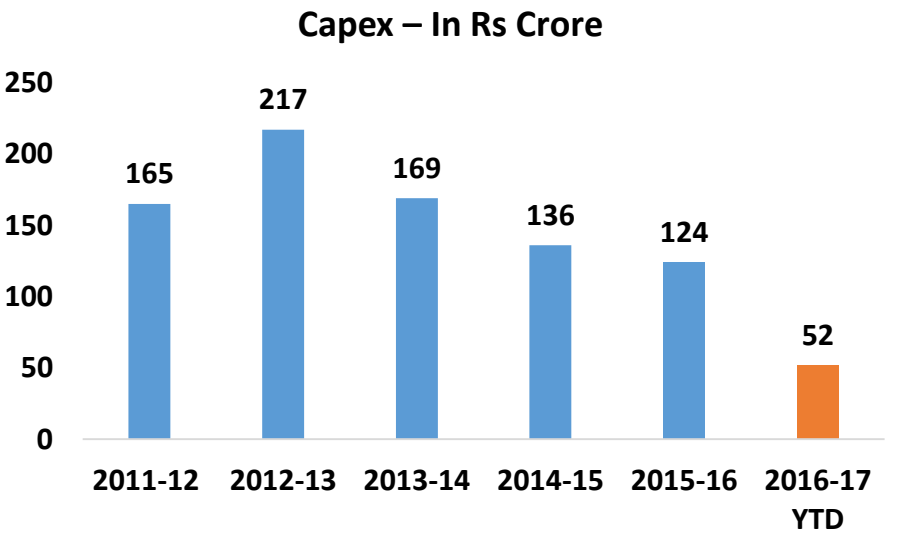


Performance Trends

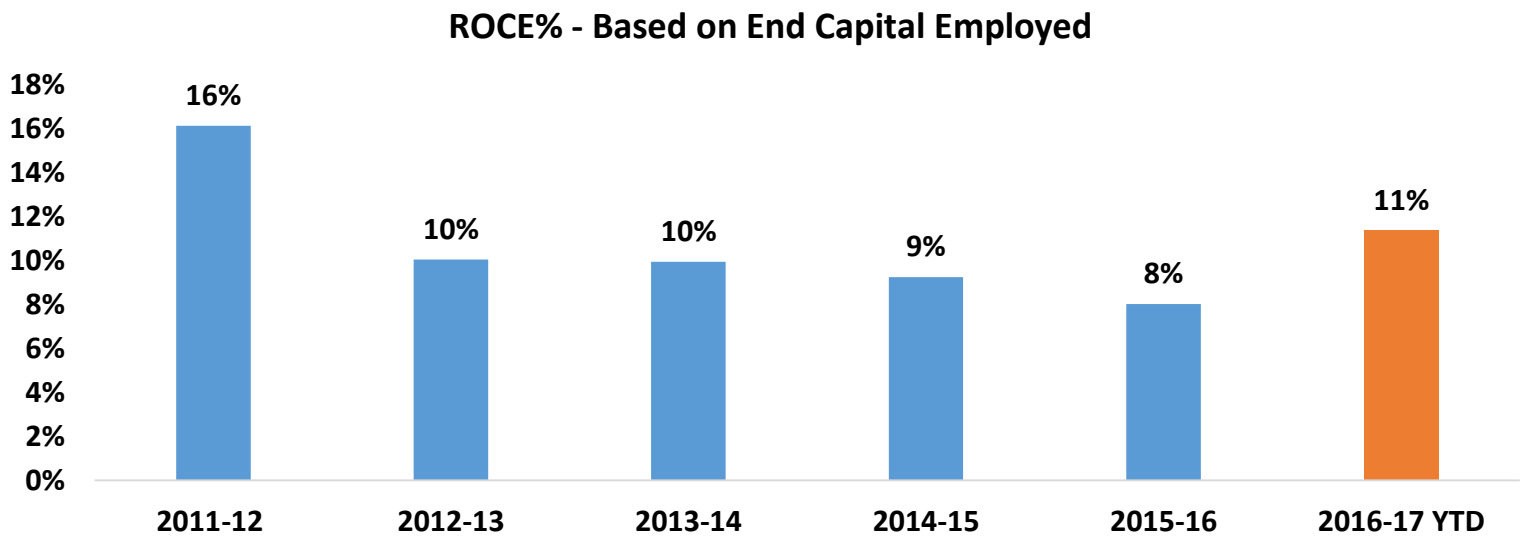


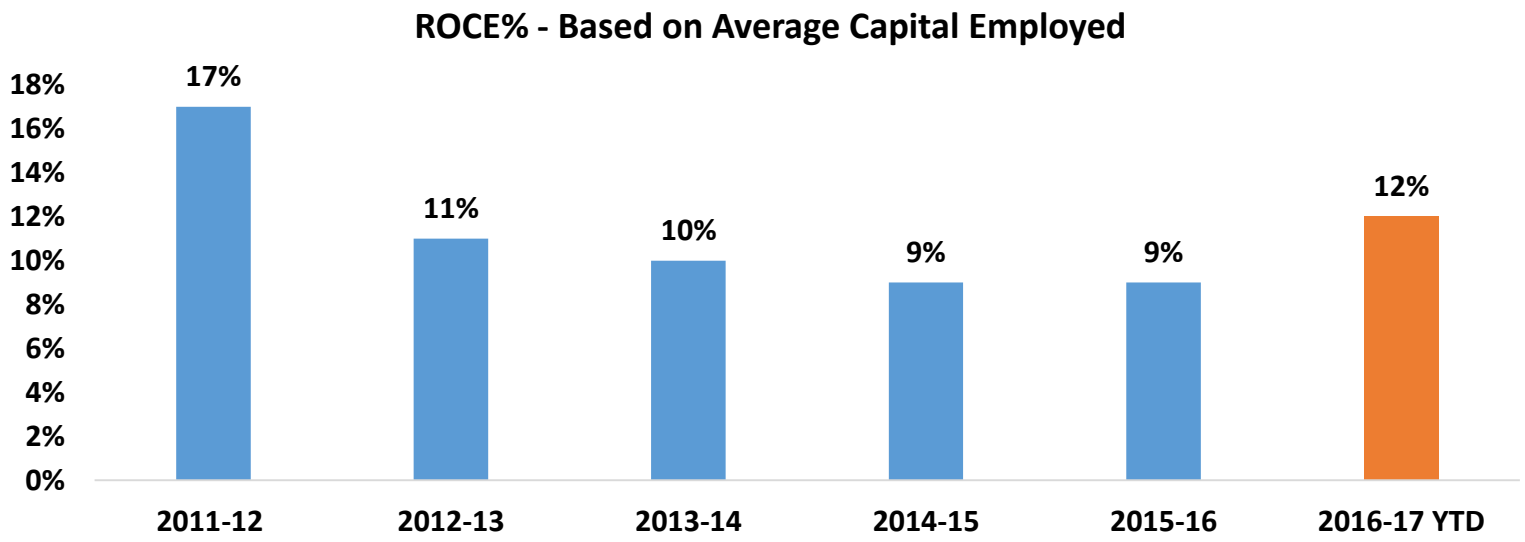






Performance Trends





Key Standalone Financials – Q1 2016-17

figures in ₹ Crores

Particulars	Q1 2016-17	Q1 2015-16
Gross Sales / Income from Operations	**1098**	**1032**
Growth %	*6%*	*3%*
Total Income from Operations	**1146**	**1076**
Growth %	*7%*	*3%*
EBITDA	**106**	**86**
% to Gross Sales	*10%*	*8%*
PBIT	**88**	**62**
% to Gross Sales	*8%*	*6%*
Profit Before Tax	**64**	**27**
% to Gross Sales	*6%*	*3%*
Profit After Tax	**42**	**18**
% to Gross Sales	*4%*	*2%*
Net Profit	**42**	**18**
% to Gross Sales	*4%*	*2%*

Corporate Office:

Tube Investments of India Ltd.
"Dare House", 234 N S C Bose Road,
Chennai- 600 001, India.

☎ +91 44 4217 7770

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✉ info@tii.murugappa.com

Tube Investments of India Limited

IND AS - APPLICABILITY

- The Institute of Chartered Accountants of India (ICAI) has issued 39 Indian Accounting Standards (IND AS) which have been notified under the Companies (Indian Accounting Standard) Rules, 2015 ("IND AS Rules") of the Companies Act 2013

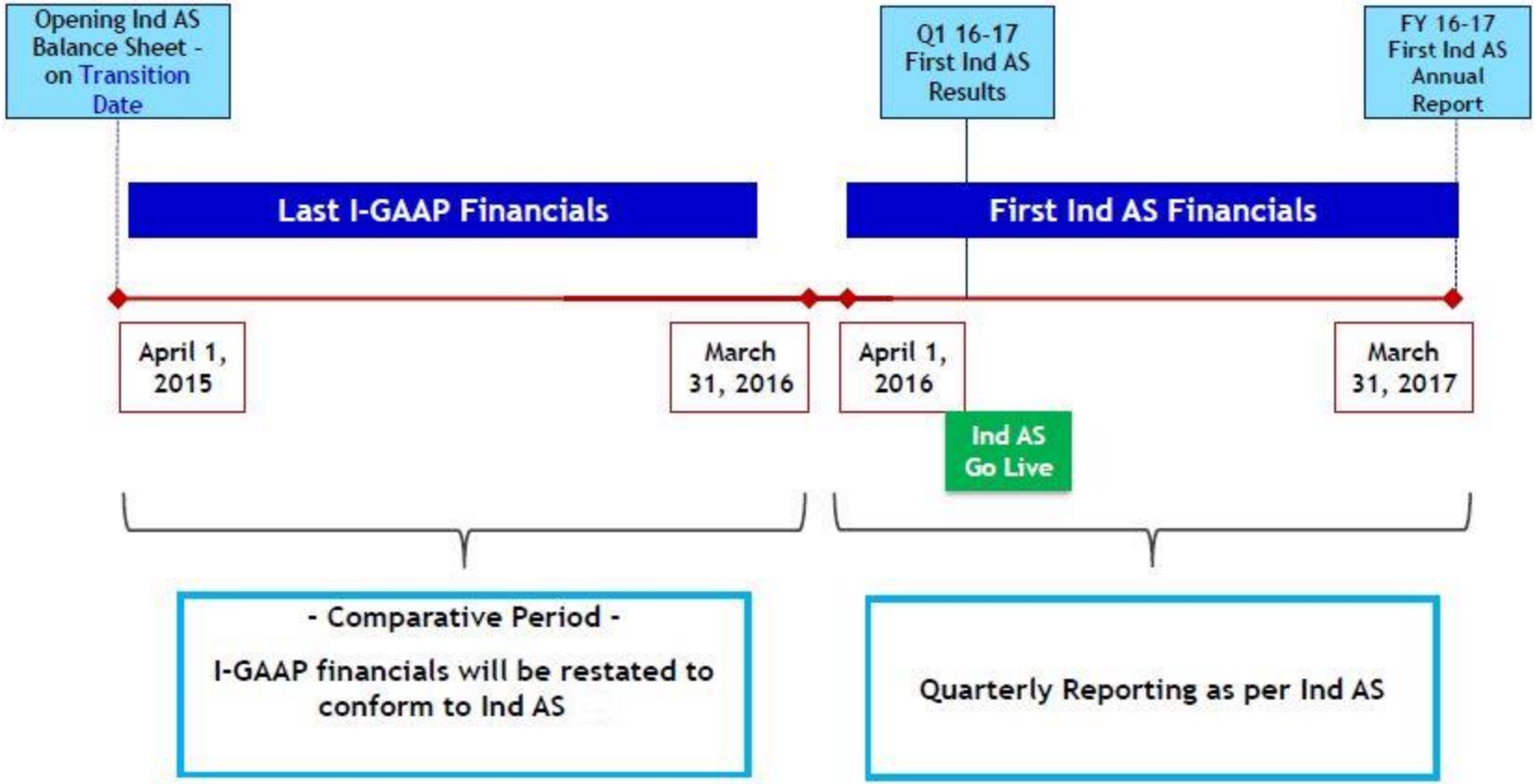
- IND AS has replaced the current Indian GAAP (IGAAP)

- TII has Networth of more than Rs. 500 Cr. as on 31st March 2014. Accordingly, IND AS is applicable to TII from 1st April, 2016 with transition date of 1st April, 2015

- Since TII is covered under the roadmap, IND AS becomes mandatory for its subsidiaries, associate and joint venture companies.

- SEBI Circular dated 5th July, 2016 requires the Company to present the Results mandatorily under IND AS for the current quarter (30th June, 2016) and corresponding quarter (30th June, 2015) and optional for preceding quarter and year end (31st March, 2016)

IND AS – IMPLEMENTATION TIMELINE



TRANSITIONAL CHOICE MADE UNDER IND AS 101 – FIRST TIME ADOPTION

- The Company has decided to continue with IGAAP carrying value (deemed cost) for all of its PP&E as recognized in IGAAP financial statements at the transition date.
- The Company has decided to not restate past business combinations that occurred before the date of transition to IND AS
- Investments in subsidiaries and joint ventures carried at Cost
- Fair valued only the unvested option at the transition date

OTHER KEY IMPACT AREAS

IND AS	Name of the Standard	Category of Impact
IND AS 18	Revenue	• Cash Discounts provided at the time of sales • Cash Discounts netted of against the sales • Excise Duty (ED) grossed up to Sales and ED is shown under expenses
IND AS 109	Financial Instruments	• The investments in non group Companies (other than investments in Subsidiaries and JV) has been fair valued. • Forwards covers and swap contracts are re-instated based on MTM and not on premium amortisation method • Loan processing fees is amortised over the period of loan • Debtors provisioning is made based on Expected Credit Loss Model
IND AS 10	Events after the reporting period	• Proposed dividend and dividend distribution tax is accounted for in the year of approval by shareholders
IND AS 19	Employee Benefits	• Actuarial gains and losses on defined benefit plans (Gratuity) is accounted in Other Comprehensive income
IND AS 40	Investment Property	• Property held for earning rentals or capital appreciation is shown as investment property instead of fixed assets
IND AS 20	Government Grants	• Government Grants towards investment in fixed assets is treated as deferred income and recognised in P&L, based on the depreciation cost of the eligible fixed assets

QUARTERLY RESULTS – FY 2015-16
AS PER INDIAN GAAP

₹ in Cr

Particulars	Quarter ended 30.06.2015	Quarter ended 30.09.2015	Quarter ended 31.12.2015	Quarter ended 31.03.2016	Year ended 31.03.2016
1 Income from Operations					
a) Net Sales / Income from Operations	970.72	931.35	868.35	1,019.63	3,790.05
b) Other Operating Income	37.79	35.72	33.98	43.43	150.92
Total Income from Operations (Net)	**1,008.51**	**967.07**	**902.33**	**1,063.06**	**3,940.97**
2. Expenses					
a) Cost of Materials Consumed	635.38	544.56	631.64	556.37	2,367.95
b) Purchase of Stock-in-Trade	30.91	7.81	20.29	20.30	79.31
c) Changes in Inventories of Finished Goods, Work-in-Progress and Stock-in-Trade	(24.96)	41.37	(110.60)	81.79	(12.40)
d) Excise duty on sale of products and scrap					
e) Employee Benefits Expense	84.13	86.72	89.41	97.65	357.91
f) Depreciation and Amortisation Expense	26.66	27.19	27.55	29.20	110.60
g) Other Expenses	196.79	196.46	191.46	213.39	798.10
Total	**948.91**	**904.11**	**849.75**	**998.70**	**3,701.47**
3. **Profit from Operations and before Other Income, Finance Costs and Exceptional Items (1 - 2)**	**59.60**	**62.96**	**52.58**	**64.36**	**239.50**
4. Other Income	2.01	8.97	0.36	23.07	34.41
5. **Profit Before Finance Costs and Exceptional Items (3 + 4)**	**61.61**	**71.93**	**52.94**	**87.43**	**273.91**
6. Finance Costs	34.43	34.90	33.50	32.28	135.11
7. **Profit After Finance Costs but before Exceptional Items (5 - 6)**	**27.18**	**37.03**	**19.44**	**55.15**	**138.80**
8. Exceptional Items			1.25	783.73	784.98
9. **Profit Before Tax (7 + 8)**	**27.18**	**37.03**	**20.69**	**838.88**	**923.78**
10. Tax Expense (including Deferred Tax)	9.26	12.07	4.80	167.76	193.89
11. **Net Profit (9 - 10)**	**17.92**	**24.96**	**15.89**	**671.12**	**729.89**

QUARTERLY RESULTS – FY 2015-16
AS PER IND AS

₹ in Cr

Particulars	Quarter ended 30.06.2015	Quarter ended 30.09.2015	Quarter ended 31.12.2015	Quarter ended 31.03.2016	Year ended 31.03.2016
1 Income from Operations					
a) Net Sales / Income from Operations	1,031.84	996.08	930.59	1,082.87	4,041.38
b) Other Operating Income	44.63	41.57	38.25	46.83	171.28
Total Income from Operations (Net)	**1,076.47**	**1,037.65**	**968.84**	**1,129.70**	**4,212.66**
2. Expenses					
a) Cost of Materials Consumed	635.38	544.56	631.64	556.37	2,367.95
b) Purchase of Stock-in-Trade	30.91	7.81	20.29	20.30	79.31
c) Changes in Inventories of Finished Goods, Work-in-Progress and Stock-in-Trade	(24.96)	41.37	(110.60)	81.79	(12.40)
d) Excise duty on sale of products and scrap	72.48	74.97	69.87	70.56	287.88
e) Employee Benefits Expense	83.62	86.22	88.89	97.13	355.86
f) Depreciation and Amortisation Expense	26.66	27.19	27.55	29.20	110.60
g) Other Expenses	192.74	191.85	188.40	209.25	782.24
Total	**1,016.83**	**973.97**	**916.04**	**1,064.60**	**3,971.44**
3. **Profit from Operations and before Other Income, Finance Costs and Exceptional Items (1 - 2)**	**59.64**	**63.68**	**52.80**	**65.10**	**241.22**
4. Other Income	2.03	8.99	0.38	23.08	34.48
5. **Profit Before Finance Costs and Exceptional Items (3 + 4)**	**61.67**	**72.67**	**53.18**	**88.18**	**275.70**
6. Finance Costs	34.63	35.52	33.23	31.96	135.34
7. **Profit After Finance Costs but before Exceptional Items (5 - 6)**	**27.04**	**37.15**	**19.95**	**56.22**	**140.36**
8. Exceptional Items	0.00	0.00	1.25	783.73	784.98
9. **Profit Before Tax (7 + 8)**	**27.04**	**37.15**	**21.20**	**839.95**	**925.34**
10. Tax Expense (including Deferred Tax)	9.03	11.93	4.79	167.95	193.70
11. **Net Profit (9 - 10)**	**18.01**	**25.22**	**16.41**	**672.00**	**731.64**

PROFIT RECONCILIATION – FY 2015-16

₹ in Cr

Particulars	Q1	Q2	Q3	Q4	FY
Net Profit under IGAAP	17.92	24.96	15.89	671.12	729.89
Effect of Actuarial Loss on Employee defined benefit funds recognised in OCI	0.53	0.52	0.53	0.52	2.10
Effect of fair valuation of Financial Instruments	(0.36)	(0.60)	(0.07)	0.49	(0.54)
Effect of fair valuation of Share Based Payments	(0.02)	(0.02)	(0.01)	-	(0.05)
Others	(0.29)	0.22	0.06	0.06	0.05
Deferred tax	0.23	0.14	0.01	(0.19)	0.19
Net Profit under IND AS	18.01	25.22	16.41	672.00	731.64
Other Comprehensive Income (OCI) – Net of Tax	0.42	(1.19)	0.03	(0.91)	(1.65)
Total Comprehensive Income	18.43	24.03	16.44	671.09	729.99

DISCLAIMER

- The objective of this communication is to provide broad information on the impact of transition to IND AS on the Company's financials. The information presented in this communication includes un-audited draft of IND AS restated financial statements based on our current best estimates or interpretation and may be affected by business or other changes or by changes to IND AS or the interpretation thereof published / notified hereafter.

- Some of the statements in this communication may be forward looking statements within the meaning of applicable laws and regulations. Actual results might differ substantially from those expressed or implied

- Important developments that could affect the Company's operations include changes in the industry structure, significant changes in political and economic environment in India and overseas, tax laws, regulations, import duties, litigation and labour relations.

THANK YOU