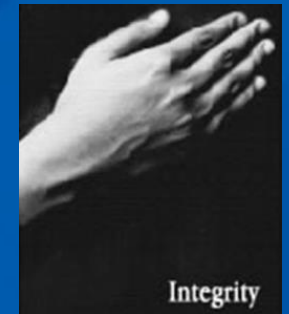
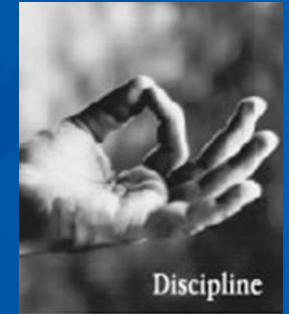




SUNDARAM FINANCE
Enduring values. New age thinking.

PERFORMANCE HIGHLIGHTS

H1FY22





01

Overview of
Sundaram Finance



02

Financial results &
performance



03

Key trends in financial
performance



04

Consolidated results



05

More about
Sundaram Finance

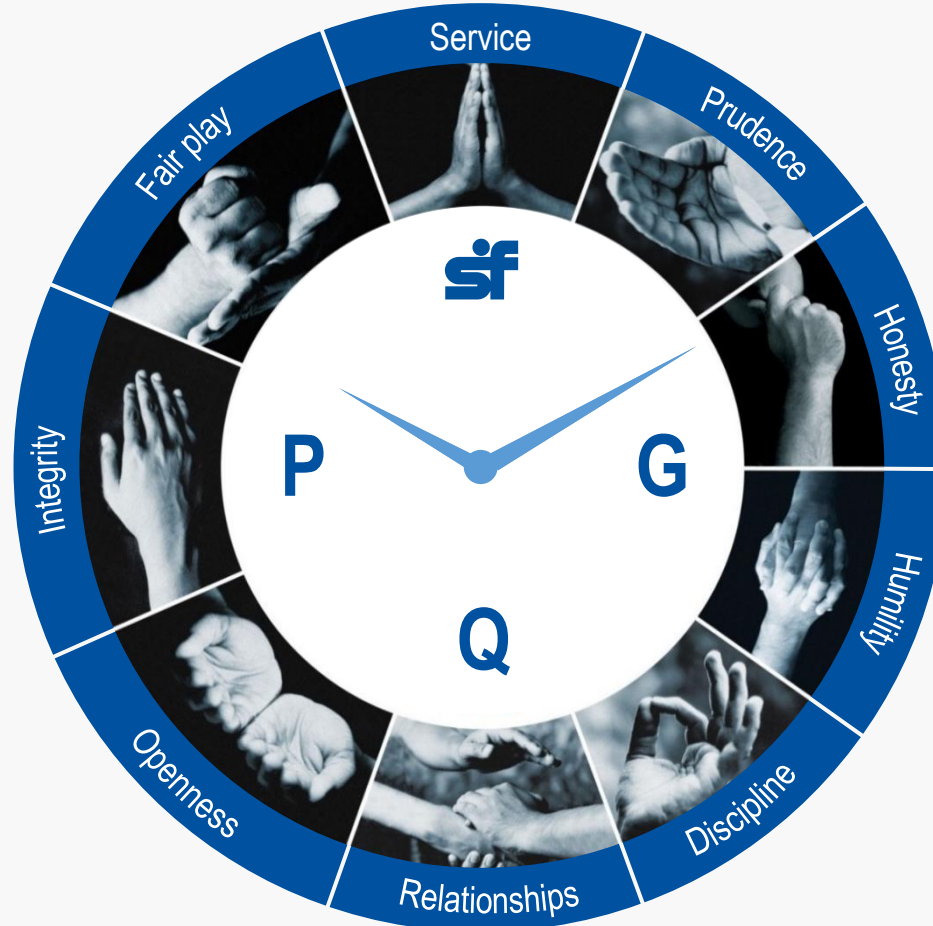


01 Overview of Sundaram Finance



Vision

To be the most respected NBFC in the country



Growth **Q**uality **P**rofitability



Mission

To deliver the “Sundaram experience” to all our customers, big and small, in keeping with the ethos of the company



Service

To be of service even when time is against you



Fair play

To stand for fair play when the odds are stacked against you



Humility

To realise that humility is the greatest virtue



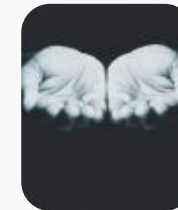
Discipline

To know that discipline is your ally in all situations



Honesty

To believe that honesty is the only policy



Openness

To be open to scrutiny, anywhere, anytime



Prudence

To be the voice of prudence in the midst of chaos



Integrity











To put integrity about all else



Relationships

To know that we are not merely the holders of people's money; but more importantly the custodians of their trust

THE SF GROUP

	 AUM	 Branches	 Employees	 Customer count
 SUNDARAM FINANCE <i>Enduring values. New age thinking.</i>	29,811	605	4,204	5,28,583
 Royal Sundaram General Insurance <i>Joint Venture with Ageas Insurance International NV</i>	7,245	158	2,374	29,36,440
 SUNDARAM HOME <i>100% subsidiary</i>	9,134	106	810	39,837
 SUNDARAM MUTUAL <i>UNEARTHING OPPORTUNITIES</i> <i>100% subsidiary</i>	43,057	85	354	11,70,996
 Group	89,247	954	7,742	46,75,856

STRATEGIC SOURCES OF DISTINCTIVENESS



67-year heritage of trust and prudence



Pioneer of hire-purchase finance in India



Diversified financial services group across lending, general insurance, home finance and asset management with total **AUM of nearly Rs.90,000 cr.**



Lending business focused on the underserved but aspiring Indian entrepreneur (road transport operator, infrastructure contractor, small farmer, MSME owner)



Legacy of deep customer connect and loyalty with over **80% renewal rate** across offerings



Technology-enabled and data-powered approach to a high-touch customer approach



Consistent best-in-class asset quality performance over decades



SUNDARAM FINANCE
Enduring values. New age thinking.

Asset Finance

- Cars
- Commercial vehicles
- Construction equipment
- Tractors and farm equipment
- Used vehicles

Commercial lending

- Leasing
- NBFC
- SME
- Supply chain financing

Working capital finance

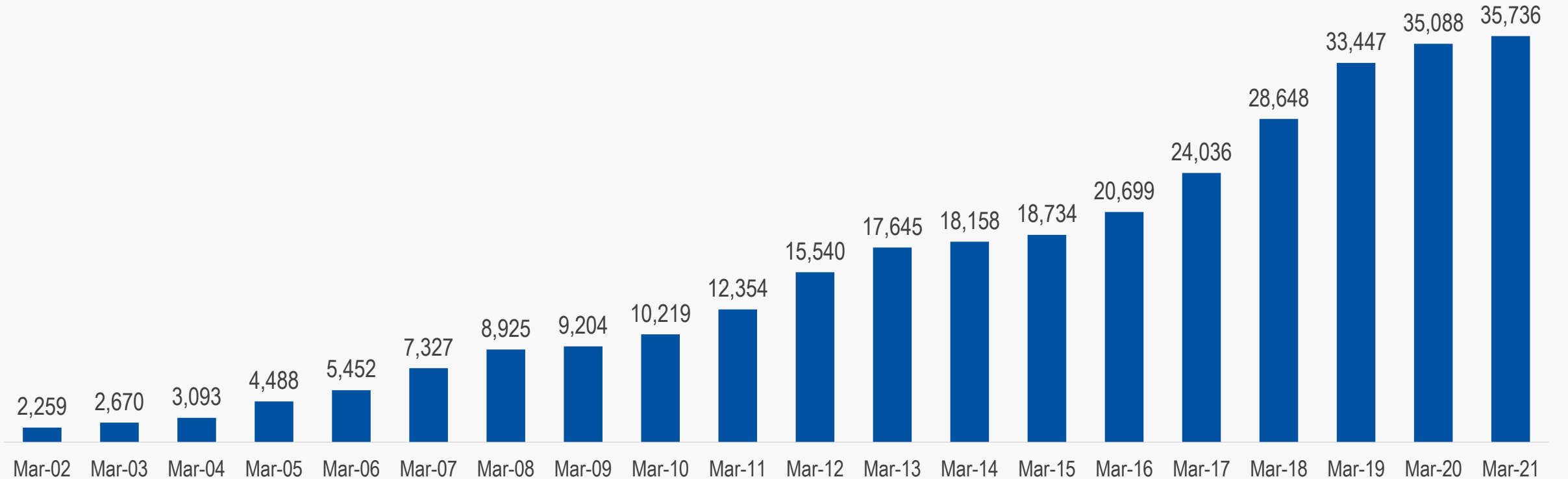
- Diesel
- Insurance
- Tyre

Distribution

- General insurance
- Home loans
- Investment services
- Life insurance
- Mutual funds

₹ in Crore

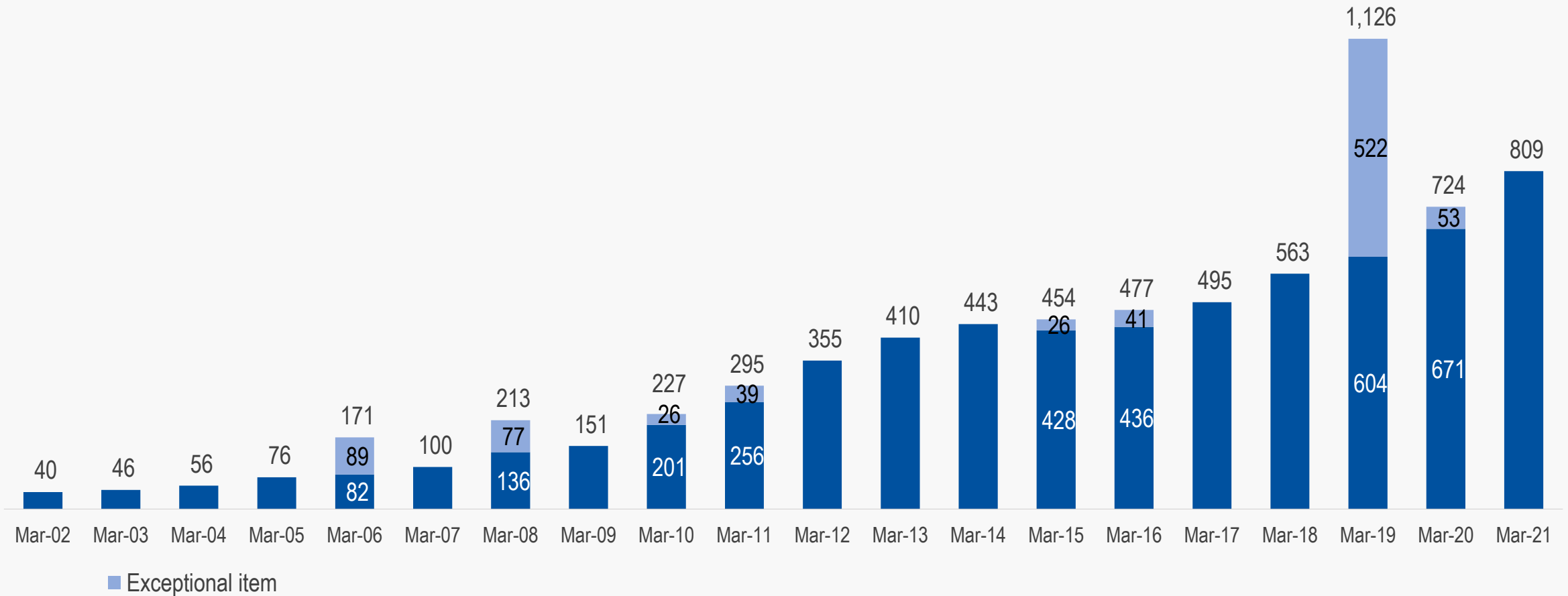
Receivables Under Management



SUNDARAM FINANCE – PERFORMANCE OVER LAST TWENTY YEARS

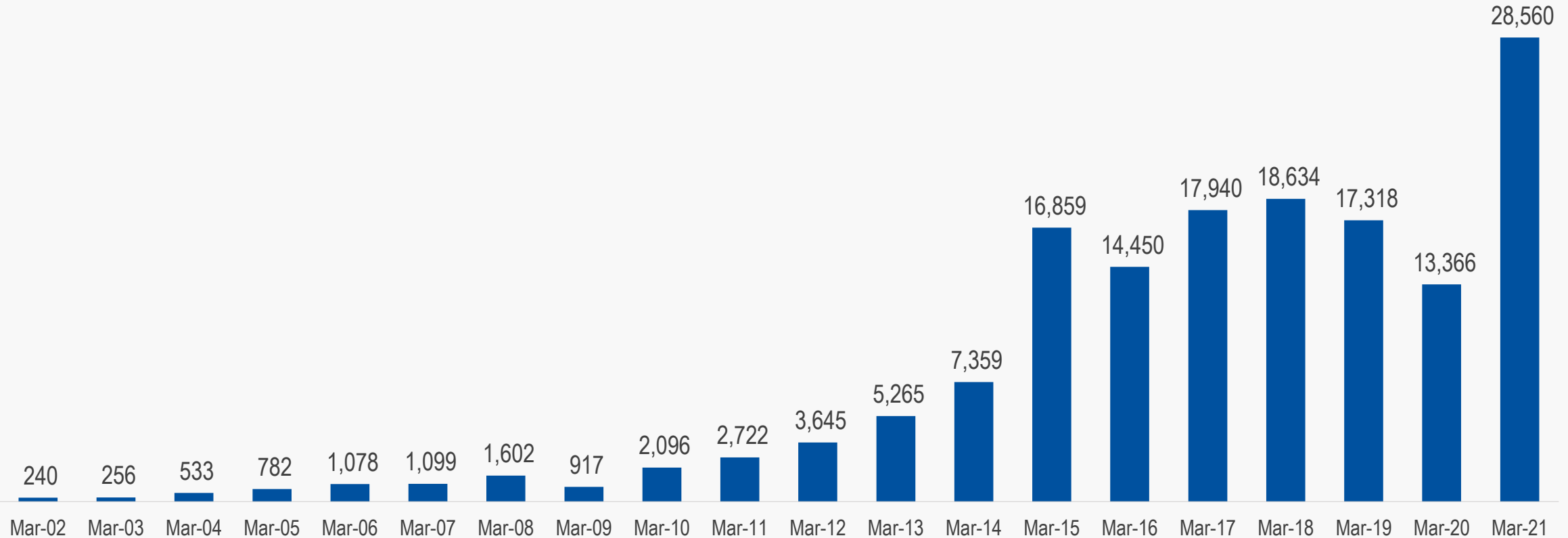
₹ in Crore

PAT



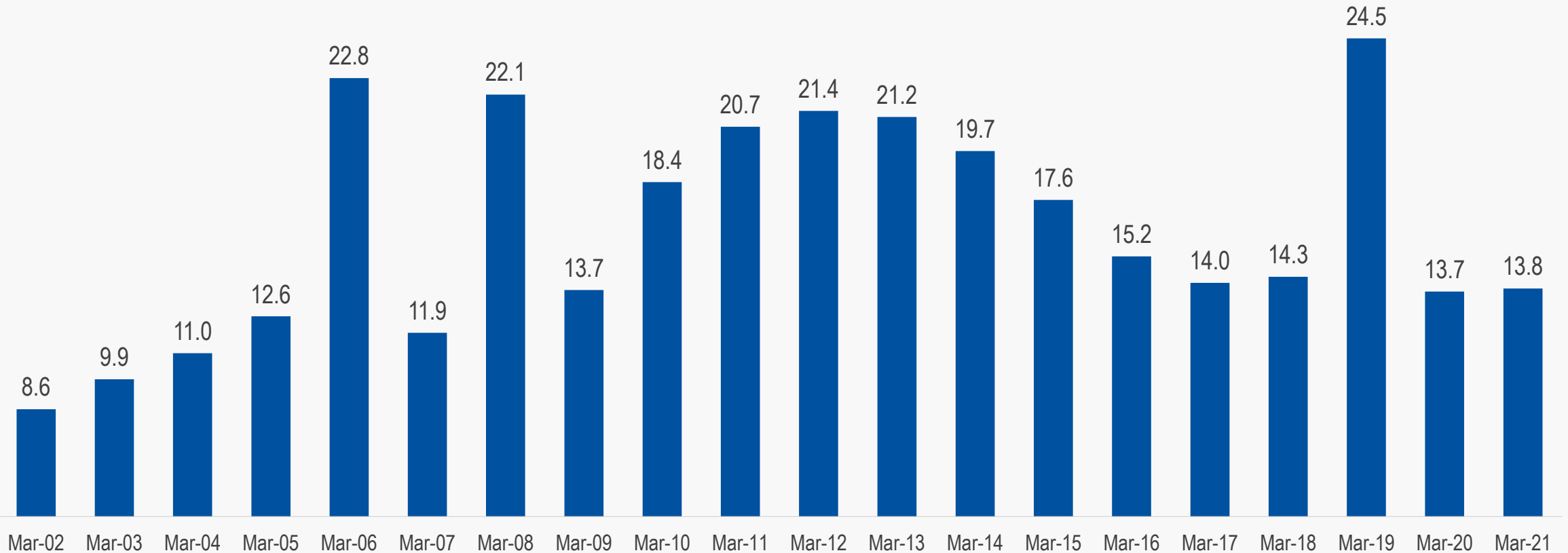
₹ in Crore

Market Capitalization



SUNDARAM FINANCE – PERFORMANCE OVER LAST TWENTY YEARS

Return on Equity %





02

Financial results & performance

OVERALL HIGHLIGHTS OF FINANCIAL PERFORMANCE

As of 30th September 2021



AUM

₹29,811 Crores



2.5% down
from Sep 20



Gross Stage 3

3.45%



4.25%
in Jun 21

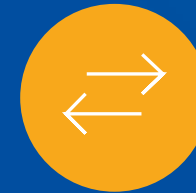


Cost-to-income

29.2%



32.0%
in H1FY21



ROA

2.3%



2.0%
in H1FY21



ROE

12.7%*



12.5%
in H1FY21

*Core ROE (excluding investments in subsidiaries) at 15.4% vs. 16.8%



Growth in disbursements was strong as economic activity continued on account of staggered lockdowns in H1 FY22 compared to a national lockdown in H1 FY21

Disbursements for H1FY22 recorded a growth of 38% to ₹5,681 crores as compared to ₹4,103 crores registered in the corresponding period of the previous year.

The assets under the management stood at ₹29,811 crores as on 30th September 2021 as against ₹30,572 crores as on 30th September 2020.

Pursuant to RBI's notification on Resolution Framework 2.0 related to advances to customers, assets totaling ₹781 crores, about 2.68% of outstanding loans, were restructured in H1 FY22. The total restructured assets were ₹2,087 crores, about 7.17% of outstanding loans as on 30th September 2021.

The restructuring was targeted at sectors and segments severely impacted by the Covid-19 pandemic: Education (school bus operators), transportation (staff and route bus operators), travel/tourism (tour operators, taxi operators) and market-load operators amongst commercial vehicles who have been hit by lack of demand for their services as well as rising fuel prices



Our asset quality remained best-in-class in the industry on account of our traditionally tight credit filters, strong customer relationships and our thrust enabling collections through digital payment modes.

Gross stage 3 assets as on 30th September 2021 stood at 3.45% with provision cover of 39% when compared to 4.25% with 27% provision cover as of 30th June 2021. The decrease in stage 3 assets were mainly on account of recovery across many macro-economic indicators during second quarter following the second wave of the Covid-19 pandemic, which significantly disrupted operations through the first quarter.

Net stage 3 assets as of 30th September 2021 closed at 2.12% as against 3.12% as on 30th June 2021

Gross NPA as on 30th September 2021 stood at 3.85% when compared to 4.59% as on 30th June 2021.

Net NPA as on 30th September 2021 stood at 2.48% when compared to 3.38% as on 30th June 2021.



Profit growth was robust, enabled by growth in disbursements, our asset quality and tight control of costs

Cost to income closed at 29.2% in H1FY22 as against 32.0% in H1FY21.

Return on assets (ROA) for H1FY22 closed at 2.3% as against 2.0% for H1FY21. For FY21, ROA was at 2.3%.

Profit after tax registered a 12% rise in H1FY22, with net profit at ₹402 crores as against ₹358 crores in H1FY21

Return of equity (ROE) was at 12.7% for H1FY22 as against 12.5% for H1FY21. If we exclude investments in subsidiaries and group companies, core ROE was at 15.4% for H1FY22 as against 16.8% for H1FY21

PROFIT & LOSS STATEMENT

₹ in Crore

FY21	Particulars	Q2FY21	Q2FY22	Q1FY22	H1FY21	H1FY22
3,917.00	Revenue From Operations*	984.11	1,011.76	941.35	1,925.19	1,953.11
60.46	Other Income	4.90	3.35	5.49	7.74	8.84
3,977.46	Total Revenue	989.01	1,015.11	946.84	1,932.93	1,961.95
2,030.73	Finance cost	515.40	413.41	458.53	1,038.88	871.94
574.37	Operating expenses	139.65	157.97	149.98	280.42	307.95
316.06	Impairment	80.13	165.27	85.20	140.84	250.47
2,921.16	Total Expenses	735.18	736.65	693.71	1,460.14	1,430.36
1,056.30	Profit Before Tax	253.83	278.46	253.13	472.79	531.59
809.05	Profit After Tax	191.99	210.65	191.58	357.63	402.23

*Revenue from operations is net of depreciation on operating lease.

BALANCE SHEET

₹ in Crore

31-Mar-21	Particulars	30-Sep-20	30-Jun-21	30-Sep-21
	Equity and Liabilities			
28,724.24	Financial Liabilities	29,231.07	27,403.81	27,331.10
48.77	Non-Financial Liabilities	44.42	43.99	61.59
6,179.45	Equity	5,863.40	6,372.46	6,506.67
34,952.46	Total – Equity and Liabilities	35,138.89	33,820.26	33,899.36
	Assets			
34,182.51	Financial Assets	34,455.37	33,056.69	33,086.75
769.95	Non-Financial Assets	683.52	763.57	812.61
34,952.46	Total – Assets	35,138.89	33,820.26	33,899.36



03

Key trends in financial performance

FINANCIAL SUMMARY

₹ in Crore

Year	Paid-up Capital	Networth	Disbursements	Receivables Under Management	PAT	Dividend %	Market Capitalisation
Mar-11	55.55	1,530	7,592	12,354	295.23	140	2,722
Mar-12	55.55	1,789	9,433	15,540	355.45	155	3,645
Mar-13	*111.10	2,087	9,991	17,645	410.11	90	5,265
Mar-14	111.10	2,405	9,719	18,158	442.51	100	7,359
Mar-15	111.10	2,978	10,012	18,734	454.14	105	16,859
Mar-16	111.10	3,313	11,444	20,699	477.28	110	14,450
Mar-17	111.10	3,746	13,218	24,036	**495.35	115	17,940
Mar-18	111.10	4,134	15,712	28,648	563.44	120	18,634
Mar-19	111.10	5,044	17,170	33,447	@604.04	#175	17,318
Mar-20	111.10	5,547	15,175	35,088	723.95	130	13,366
Mar-21	111.10	6,179	11,742	35,736	809.05	180	28,560
Sep-21	111.10	6,507	5,681	34,221	402.23	-	27,222

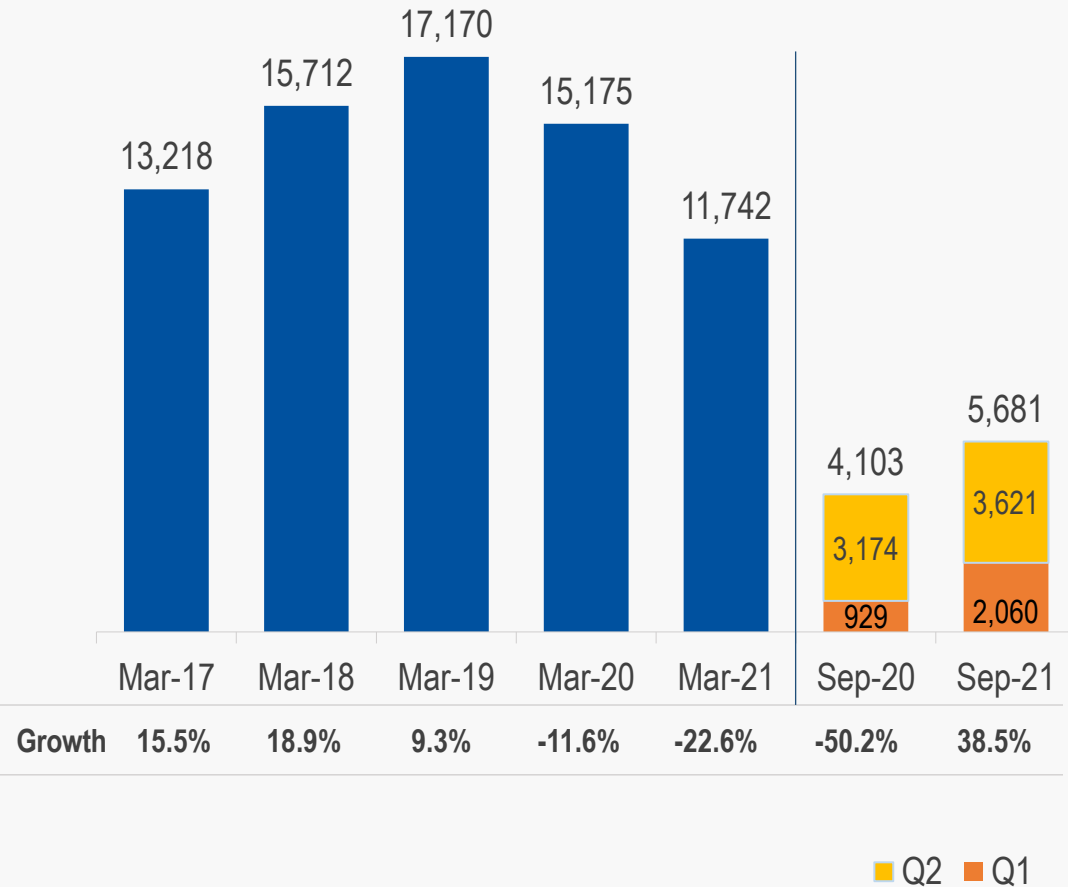
* Increase in Capital by way of 1:1 bonus issue, ** Adjusted for demerger ₹460.57 Cr, # Includes special dividend of 50%.

@ Excludes exceptional item, Market Capitalisation is on the last day of respective period ends.

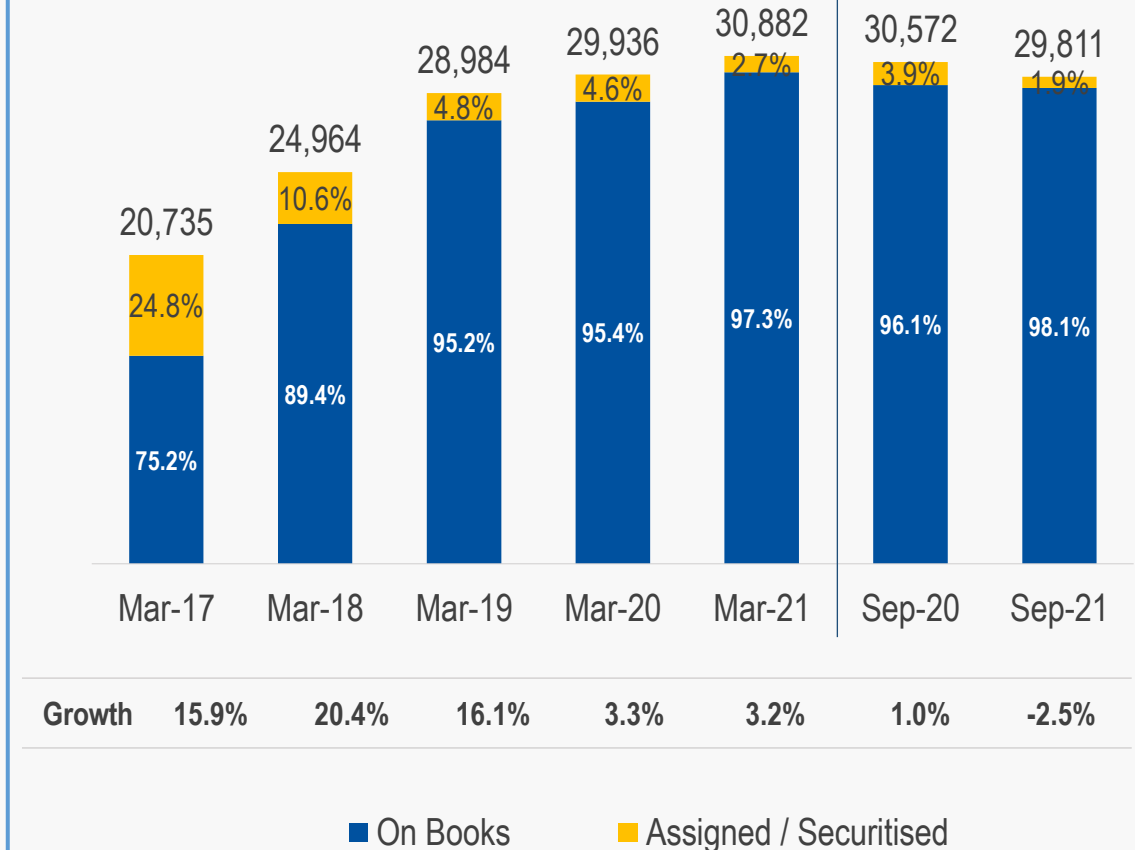
DISBURSEMENTS AND AUM

₹ in Crore

Disbursements

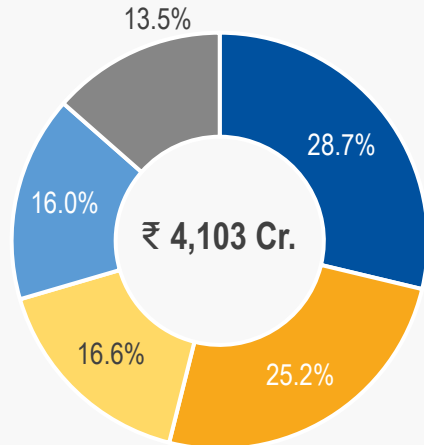


AUM



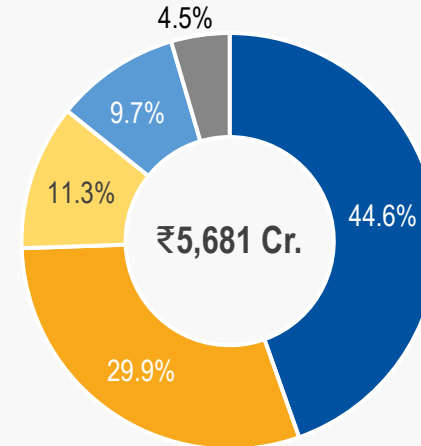


Sep-20



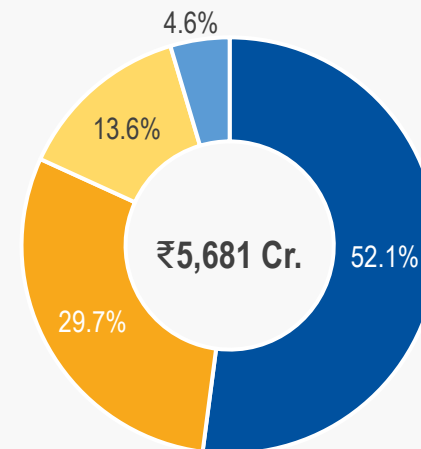
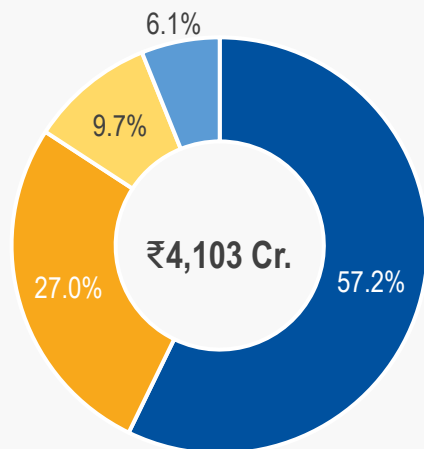
Used Vehicles – 15.8%

Sep-21

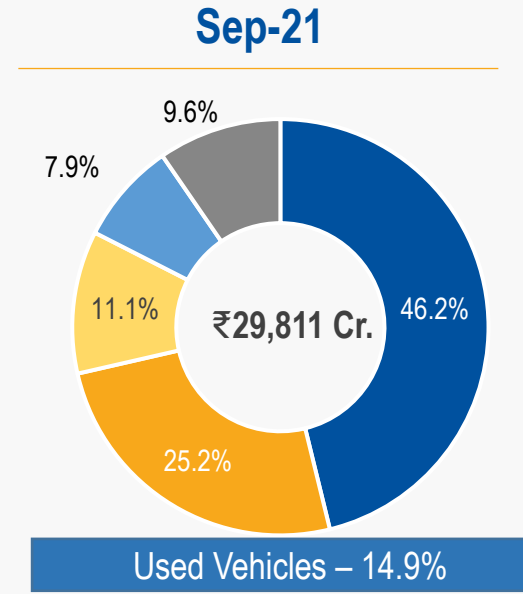
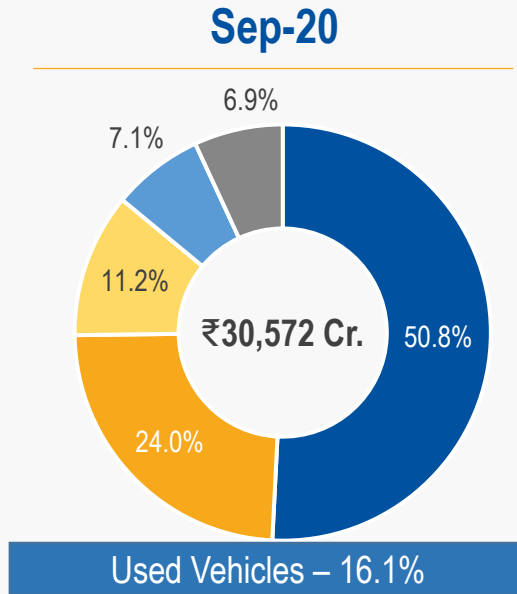


Used Vehicles – 19.4%

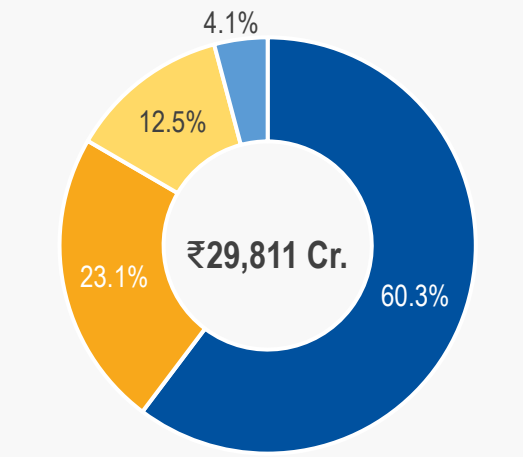
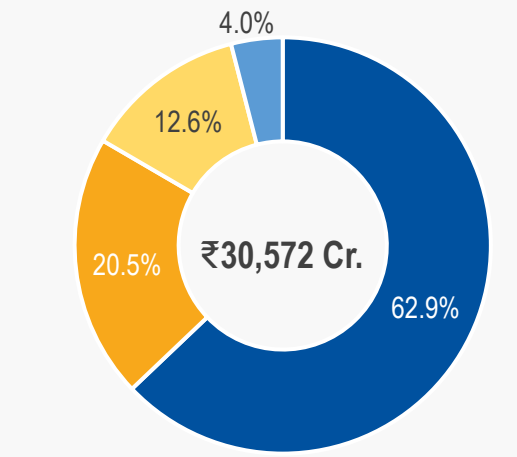
- CVs
- Cars
- Construction Equipment
- Tractors
- Others



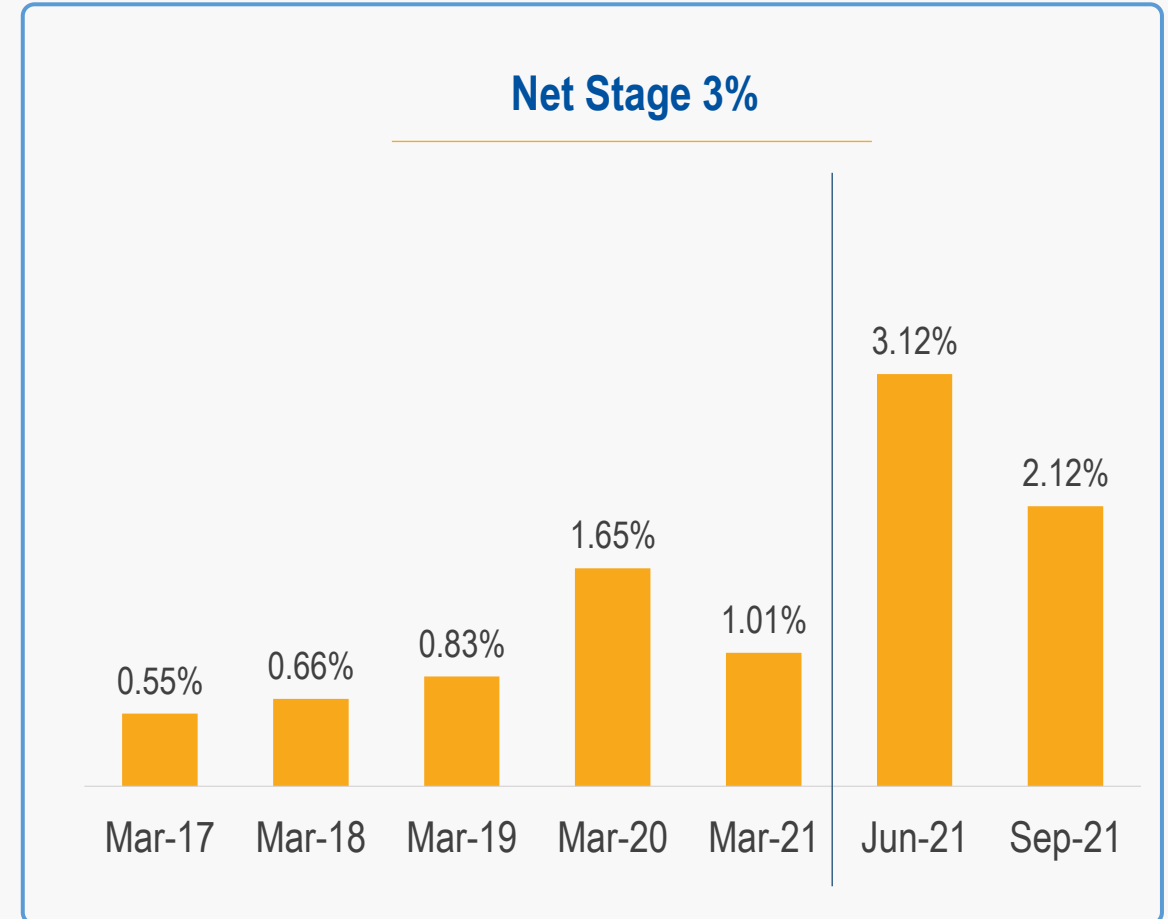
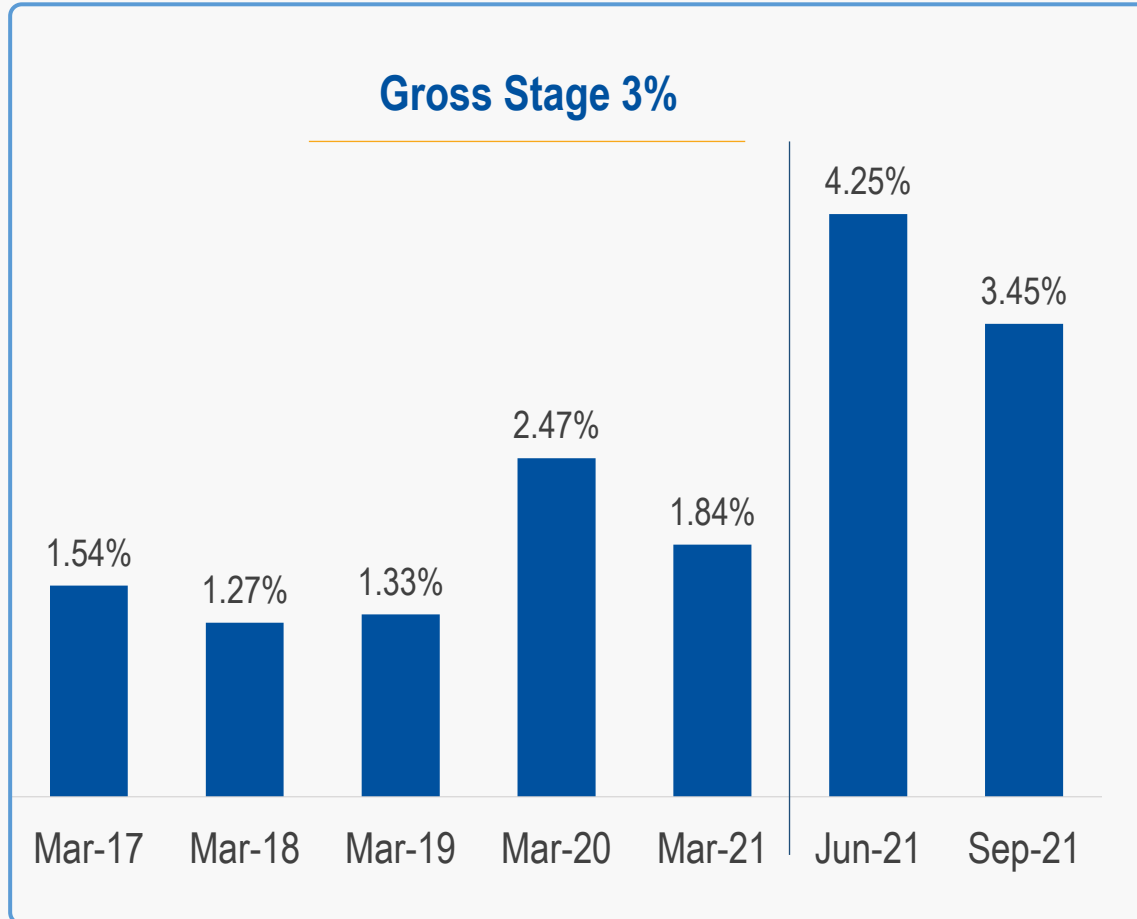
- South
- North
- West
- East



- CVs
- Cars
- Construction Equipment
- Tractors
- Others

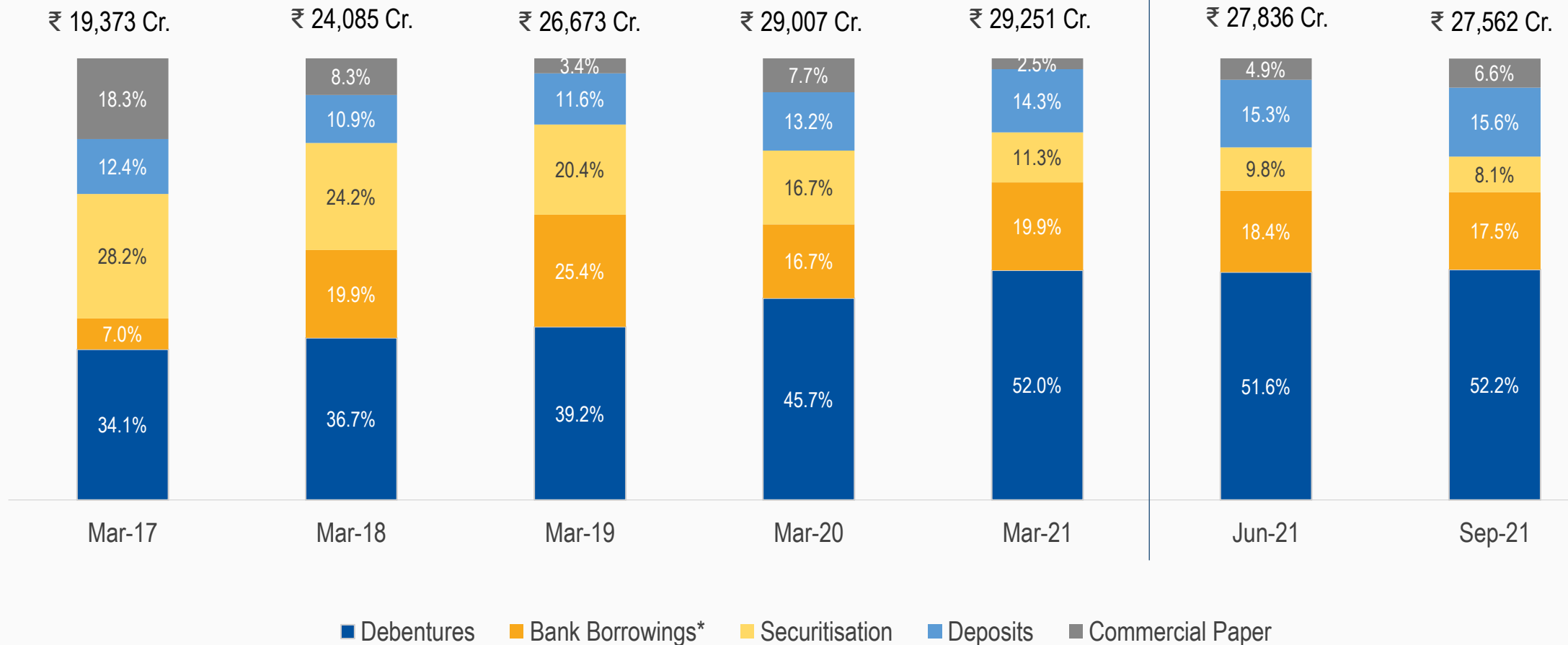


- South
- North
- West
- East



Gross & Net Stage 3% - is as per IGAAP as on 31st Mar 17

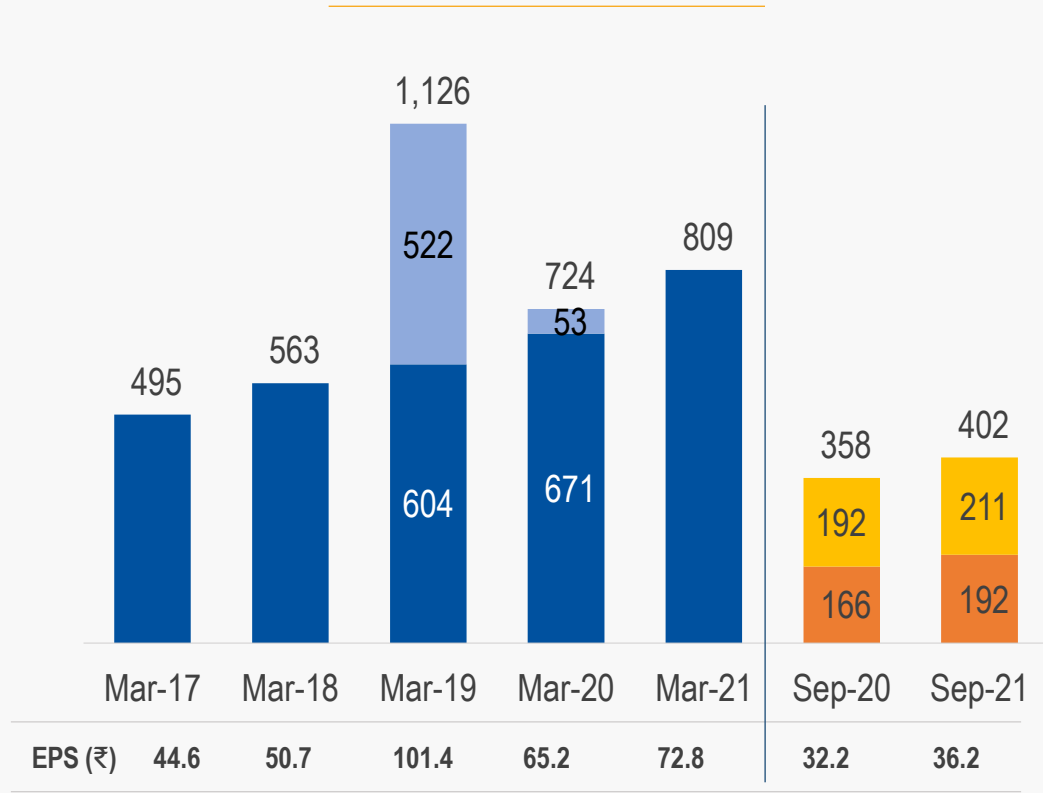
FUNDING MIX



* Includes a) Term loans b) Commercial Papers and demand loans availed against the sanctioned limits.

₹ in Crore

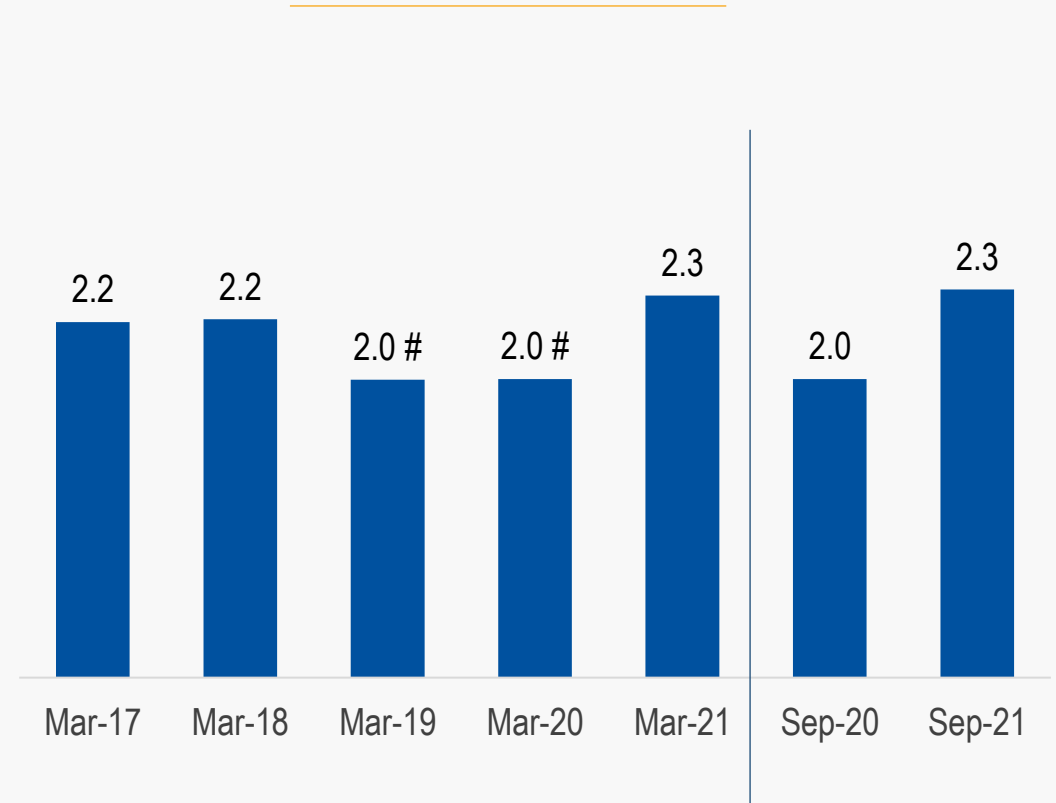
Profit after Tax



■ Exceptional Item

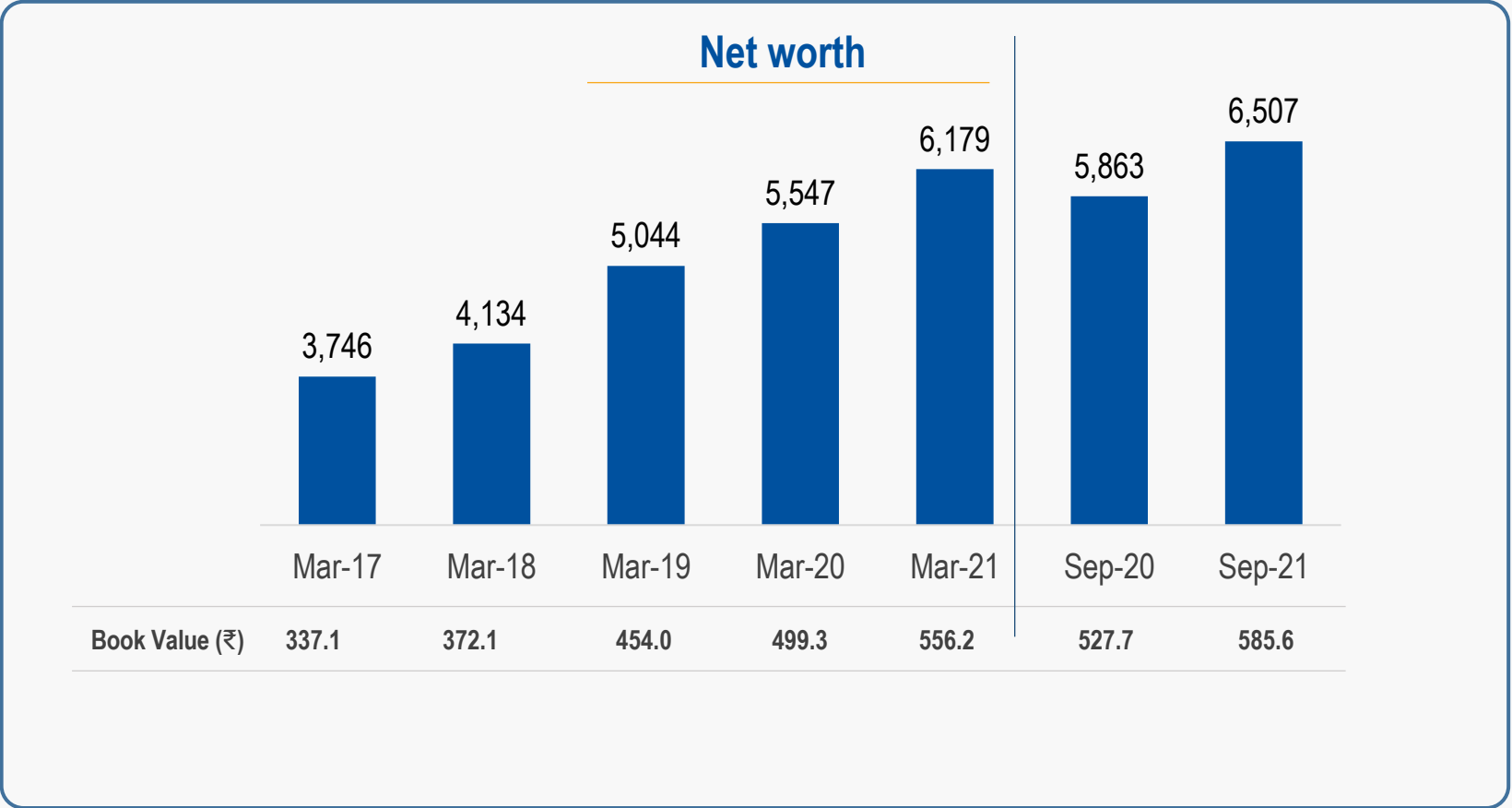
■ Q2 ■ Q1

Return on Assets - %

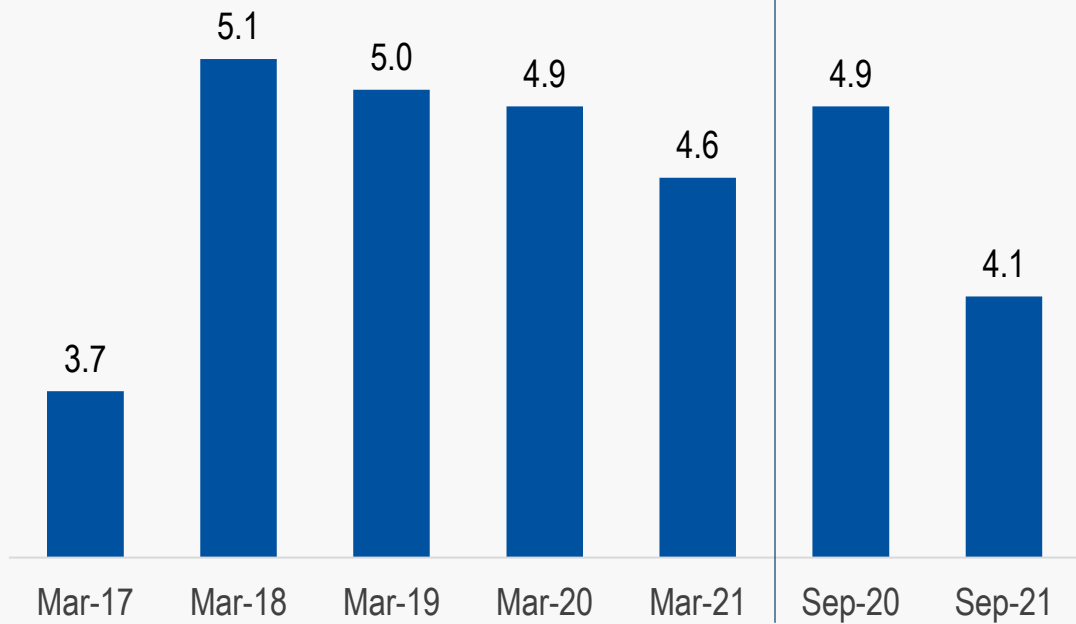


adjusted for exceptional item

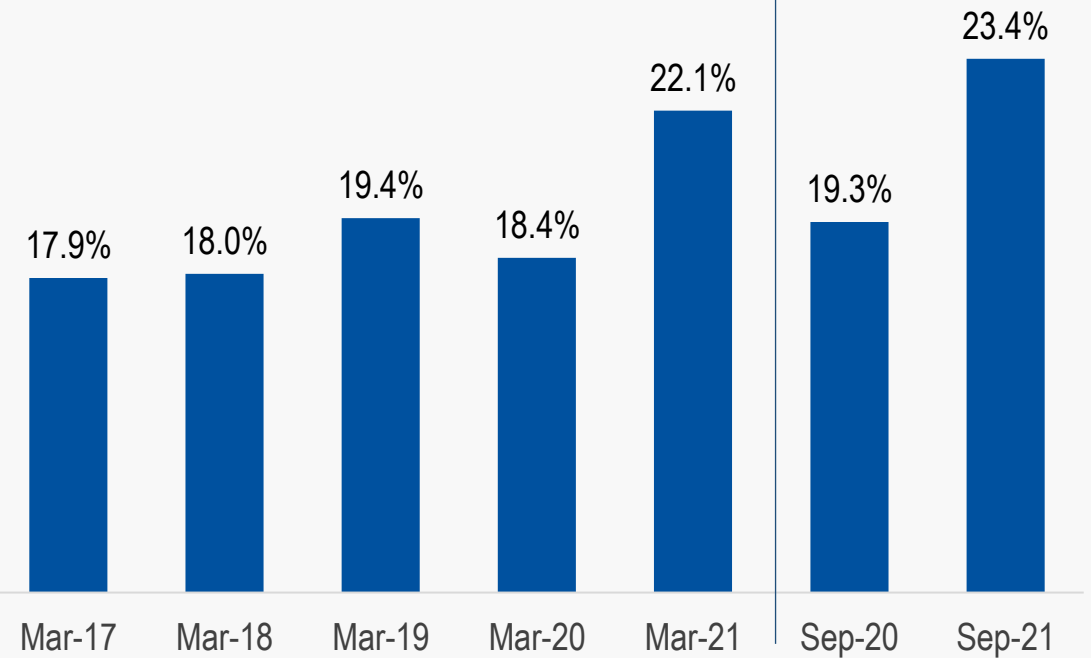
NET WORTH

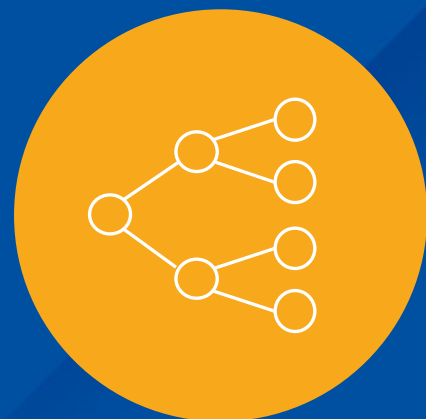


Leverage



Capital adequacy



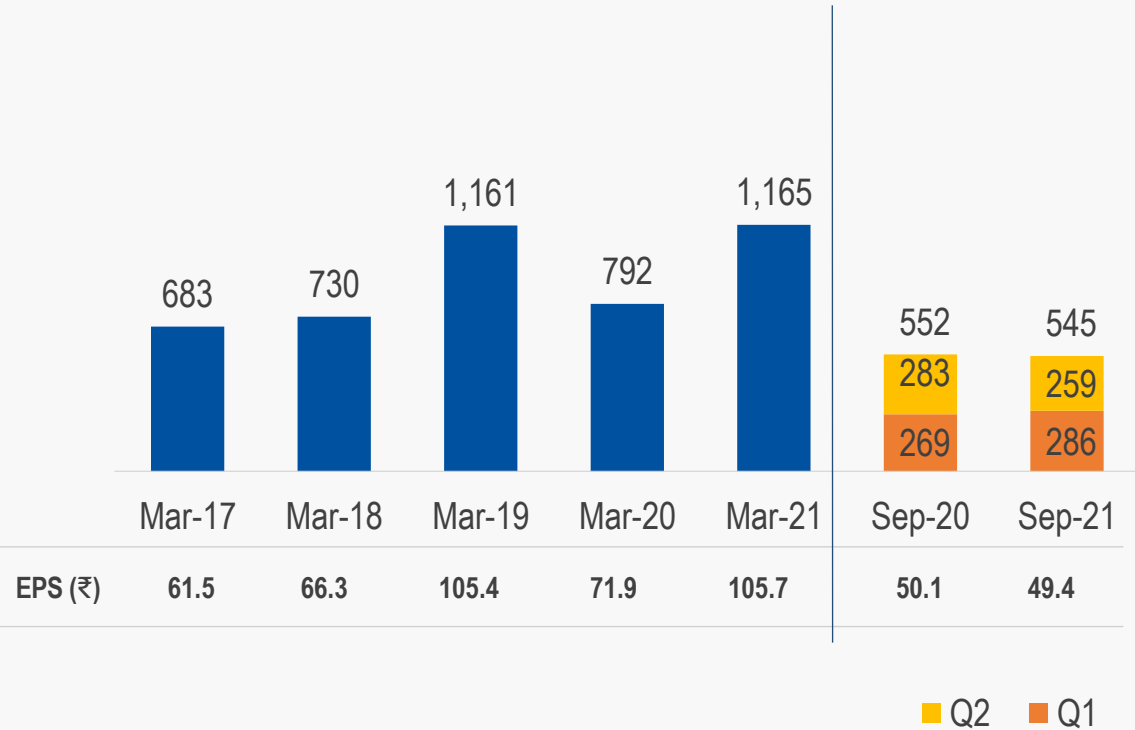


04

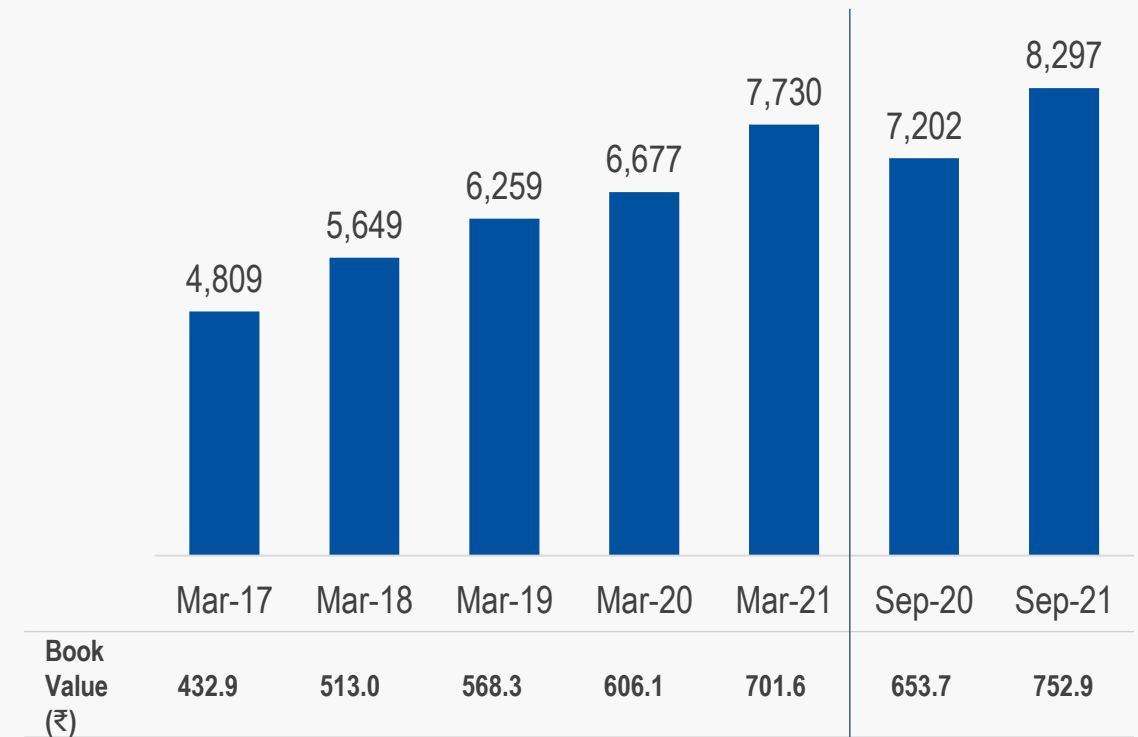
Consolidated results

₹ in Crore

Profit after Tax



Net Worth



CONSOLIDATED RESULTS

₹ in Crore

Particulars	Share of Net Worth		Share in Profit	
	30-Sep-20	30-Sep-21	H1FY21	H1FY22
Sundaram Finance Ltd.	5,863.40	6,506.67	357.63	402.23
Subsidiaries:				
Sundaram Finance Holdings Ltd. (Consolidated)	381.54	663.93	2.03	11.34
Sundaram Asset Management Company Ltd. (Consolidated)	217.37	286.98	19.43	47.98
Sundaram Home Finance Ltd.	1,488.09	1,582.64	98.80	79.73
Sundaram Fund Services Ltd.	37.00	37.38	0.28	0.54
Sundaram Trustee Company Ltd.	1.52	2.10	0.34	0.46
LGF Services Ltd.	3.51	3.48	0.06	0.03
Sundaram Finance Employees Welfare Trust	16.42	17.67	0.26	0.72
Joint Control Entities				
Royal Sundaram General Insurance Co. Ltd.	701.10	803.29	120.55	76.01
Adjustment arising out of Consolidation	(1,507.69)	(1,607.54)	(47.05)	(74.51)
Total	7,202.26	8,296.60	552.33	544.53

31-Mar-21	Particulars	30-Sep-20	30-Sep-21
1,254	Disbursements (₹ in Crore)	378	891
76.1%	Housing	82.0%	71.6%
23.9%	Non-Housing	18.0%	28.4%
9,173	AUM (₹ in Crore)	9,540	9,134
70.0%	Housing	69.4%	70.4%
30.0%	Non-Housing	30.6%	29.6%
192	PAT (₹ in Crore)*	99	80
18.93	EPS (₹) (annualized)	19.52	15.75
1,559	Net worth (₹ in Crore)	1,488	1,583
153.94	Book Value (₹)	146.96	156.30
4.48%	Stage III assets %	4.78%	4.95%
1.09%	Stage III assets % (net of ECL)	1.52%	2.55%
24.9%	CAR – As per Regulation	22.5	25.8
108	Branches	110	106
784	Employees	821	810

* PAT for FY 20-21 includes a onetime exceptional item of ₹60.25 Cr on account of write back of deferred tax liability on special reserve.

31-Mar-21	Particulars	30-Sep-20	30-Sep-21
2,883	Gross Written Premium (₹ in Crores)	1,257	1,420
313	PAT (₹ in Crores)	241	152
26	Other Comprehensive Income (Net of Taxes)	71	26
339	Total Comprehensive Income	312	178
1,429	Net worth (₹ in Crores)	1,402	1,607
110%	Combined Operating Ratio	103%	118%
2,323	Employees	2,333	2,374

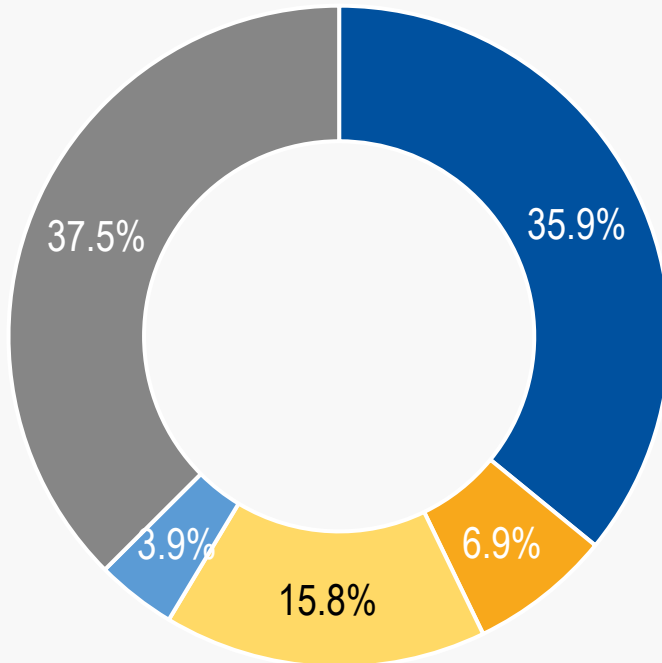
31-Mar-21	Particulars	30-Sep-20	30-Sep-21
41,196	AUM (₹ in Crores)	33,867	43,057
31,709	Equity (₹ in Crores)	24,221	34,236
9,487	Debt (₹ in Crores)	9,646	8,821
55	PAT (₹ in Crores)	19	48
254	Net worth (₹ in Crores)	217	286
359	Employees	365	354
10,24,674	Retail Investors	10,37,143	11,70,996



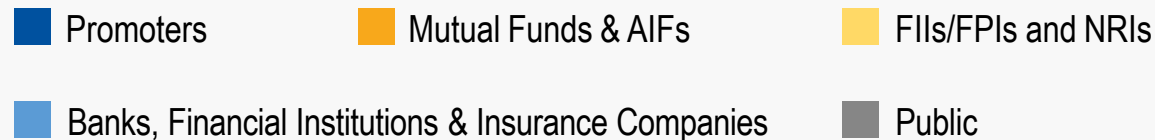
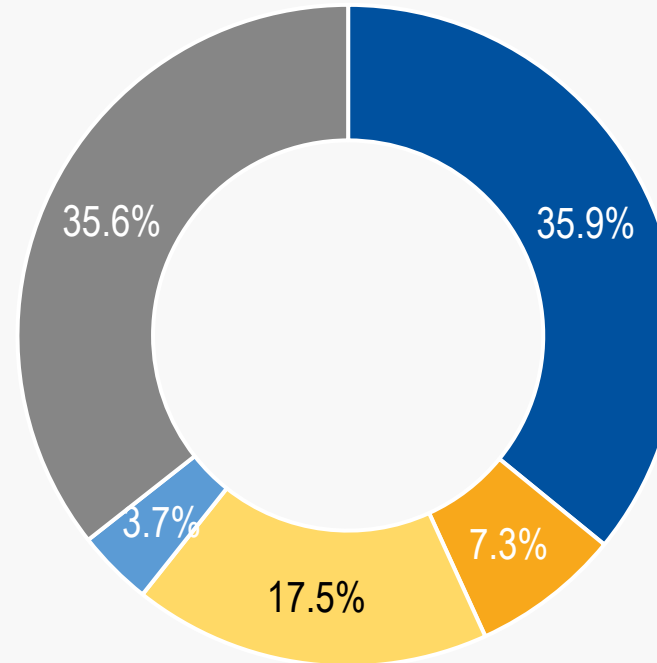
05

More about Sundaram Finance

30-Sep-20

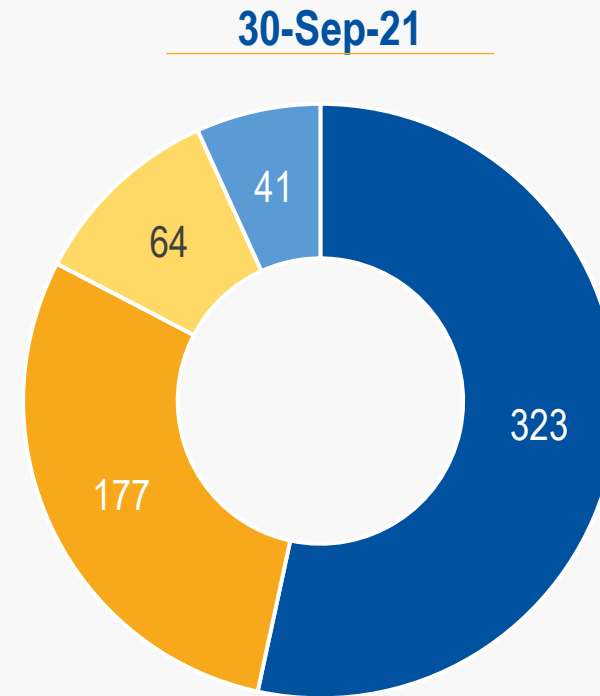
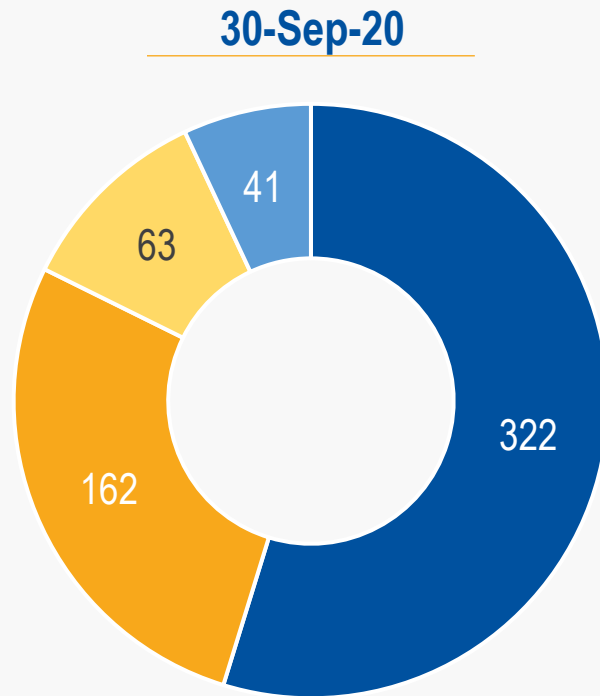


30-Sep-21



Top institutional shareholders As of 30th September 2021

Name of Shareholder	Share %
Axis Mutual Fund Trustee Limited	4.43
Nalanda India Equity Fund Limited	3.78
India Motor Parts & Accessories Limited	2.61
Bright Star Investments Pvt Ltd	2.37
HDFC Life Insurance Company Limited	1.82
United India Insurance Company Limited	1.41
Pari Washington India Master Fund, Ltd.	1.19
Damani Estate And Finance Pvt Ltd	0.93
Kotak Emerging Equity Scheme	0.89
Sundaram Finance Employees Welfare Trust	0.82



No. of Branches: **588**



No. of Employees: **4,188**



No. of Branches: **605**



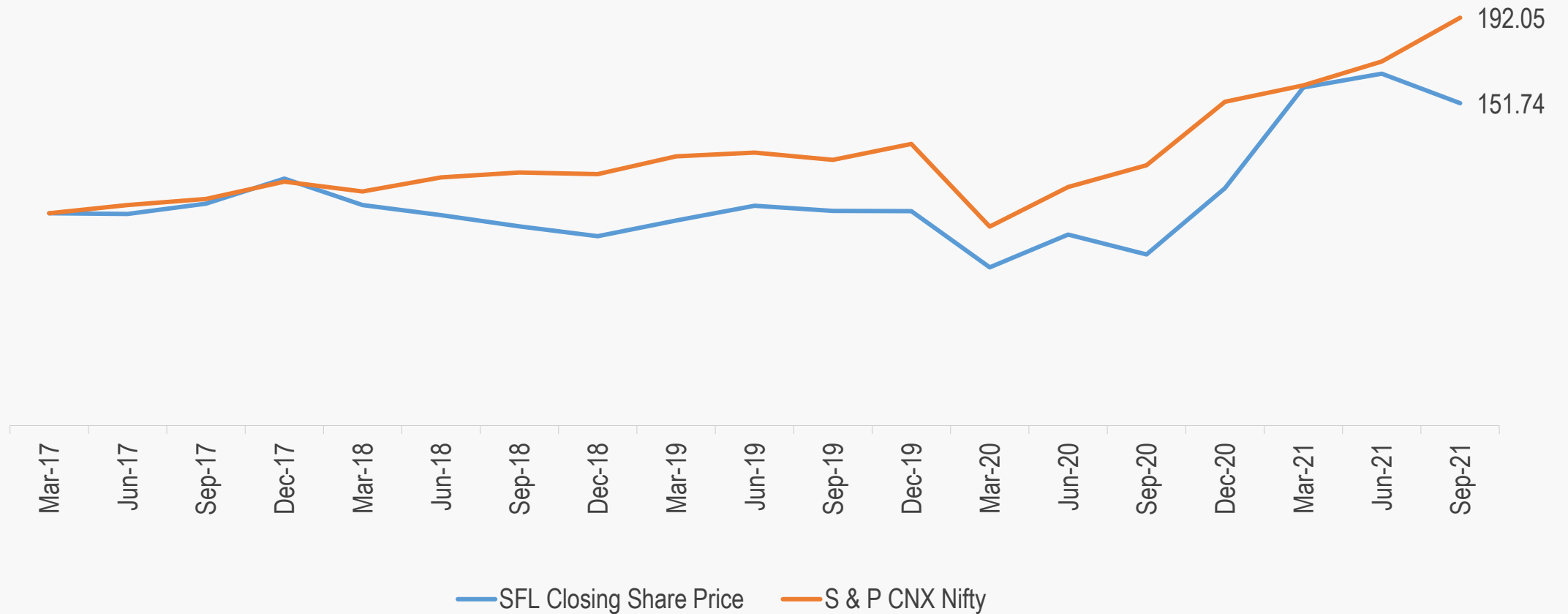
No. of Employees: **4,204**

■ South ■ North ■ West ■ East

Instrument	ICRA	CRISIL
Deposits	AAA (Stable)	AAA (Stable)
Debentures	AAA (Stable)	AAA (Stable)
Subordinated Debentures	AAA (Stable)	AAA (Stable)
Long Term Loans	AAA (Stable)	AAA (Stable)
Working Capital Facilities	AAA (Stable)	
Commercial Paper	A1+	A1+
Short Term Loans	A1+	

SHARE PRICE MOVEMENT

Indexed share price and Nifty from March 2017



Share price movement after 1st Feb 2018 is post demerger of Sundaram Finance Holdings Limited



Subsidiaries

- Sundaram Home Finance Limited
- Sundaram Finance Holdings Limited
- Sundaram Business Services Limited
- Sundaram Asset Management Company Limited
- Sundaram Asset Management Singapore Pte. Limited
- Sundaram Trustee Company Limited
- Sundaram Alternate Assets Limited
- Sundaram Fund Services Limited
- LGF Services Limited



Joint Venture

- Royal Sundaram General Insurance Co. Limited



Associates of a Subsidiary Company

- Axles India Limited
- Wheels India Limited
- Turbo Energy Private Limited
- Transenergy Limited
- Sundaram Dynacast Private Limited
- Sundaram Hydraulics Limited
- Flometallic India Private Limited
- Dunes Oman LLC (FZC)
- Mind S.r.l.

Sri S Viji

Chairman

Has over **5 decades of experience** in Banking, Finance, Insurance and Automotive Component Manufacturing Industry. He is the Managing Director of Brakes India Private Limited.



B.Com.
ACA
MBA (University of Michigan, USA)

Sri S Ram

Non-executive Director

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 Raghuttama Rao Raghavendra

Independent Director

Has over **3 decades of work experience** spanning Manufacturing, Financial Markets, Public Policy and Management Consulting. Currently CEO of GDC at IIT Madras. Formerly, MD of IMAcS and Joint Managing Director of ICRA.



B.Tech. (Mech. Engg.) – IIT Madras
CMA – ICWAI
P.G.D.M. – IIM Ahmedabad

Sri P N Venkatachalam

Independent Director

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

Independent Director

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

Independent Director

Has more than a **decade of experience** in industry as finance professional and over **39 years** as a practicing Chartered Accountant.



FCA

Sri L Ganesh

Independent Director

Has over **44 years of Industrial experience** in and overall management of the companies. He is the Chairman of the Rane Group, one of the acknowledged leaders in the auto component industry since 2006.



MBA((Pennsylvania State University, USA)
ACA

Sri Harsha Viji

Executive Vice Chairman

Has more than **2 decades of experience** in areas of specialisation particularly, strategy formulation, joint venture negotiations, new business development. Formerly with McKinsey & Company and PriceWaterhouse



B.Com.
ACA
MBA (Ann Arbor, Michigan)

Ms Shobhana Ramachandhran

Independent Director

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

Managing Director

Has **2.5 decades of experience** in the field of management especially in the areas of finance, social sector, and public health. Formerly MD & CEO of The Hindu Group and Partner at McKinsey & Company.



B.Tech. (IIT, Madras)
MS (MIT)
MBA (Columbia Business School)

Sri T T Srinivasaraghavan

Non-executive Director

Has over **4 decades of experience** in Banking and Financial Services. He was the Managing Director of the company for 18 years and laid down his office recently in Mar 21.



B.Com.
MBA (Gannon University, Pennsylvania)

Sri A N Raju

Deputy Managing Director

Has nearly **4 decades of experience** in the Automobile, Engineering, Finance and General Management. Formerly with GE Capital & SRF Group.




BSc (Engineering)
MBA

Sri M. Ramaswamy

Chief Financial Officer

He has over **35 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.

 B.Sc. (Statistics)
ACA

Sri P. Viswanathan

Company Secretary & Compliance Officer

He has over **45 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 was 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



SUNDARAM FINANCE

Enduring values. New age thinking.

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Shri P Viswanathan

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