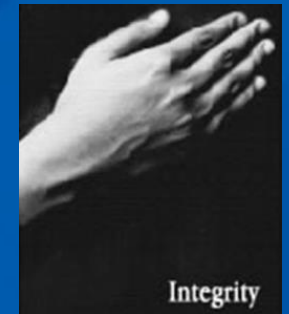
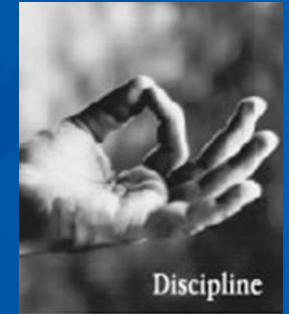




**SUNDARAM FINANCE**  
*Enduring values. New age thinking.*

# PERFORMANCE HIGHLIGHTS

Q1FY22





01

Overview of  
Sundaram Finance



02

Financial results &  
performance



03

Key trends in financial  
performance



04

Consolidated results



05

More about  
Sundaram Finance



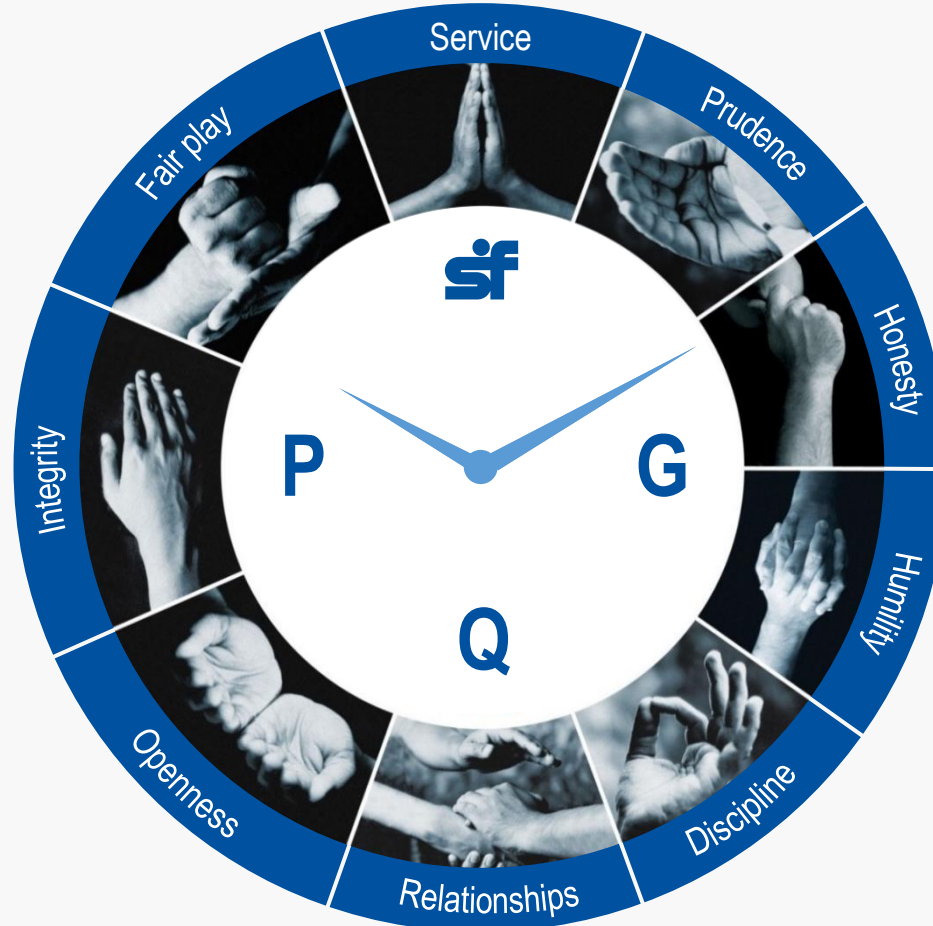
# 01 Overview of Sundaram Finance

# OUR VISION, MISSION AND PHILOSOPHY



## Vision

To be the most respected NBFC in the country



**G**rowth

**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



## Honesty

To believe that honesty is the only policy



## Discipline

To know that discipline is your ally in all situations



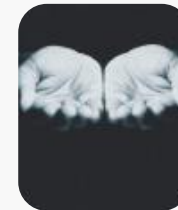
## Prudence

To be the voice of prudence in the midst of chaos



## Humility

To realise that humility is the greatest virtue













## Openness

To be open to scrutiny, anywhere, anytime



## Relationships

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

				
	AUM	Branches	Employees	Customer count
   <b>SUNDARAM FINANCE</b> Enduring values. New age thinking.	29,823	597	4,191	530,847
 <b>Royal Sundaram</b> General Insurance Joint Venture with Ageas Insurance International NV	6,971	158	2,320	27,13,325
   <b>SUNDARAM HOME</b> 100% subsidiary	9,038	107	760	39,894
   <b>SUNDARAM MUTUAL</b> UNEARTHING OPPORTUNITIES 100% subsidiary	42,621	85	359	10,20,766
 <b>Group</b>	88,453	947	7,630	43,04,832

# 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 **85% 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

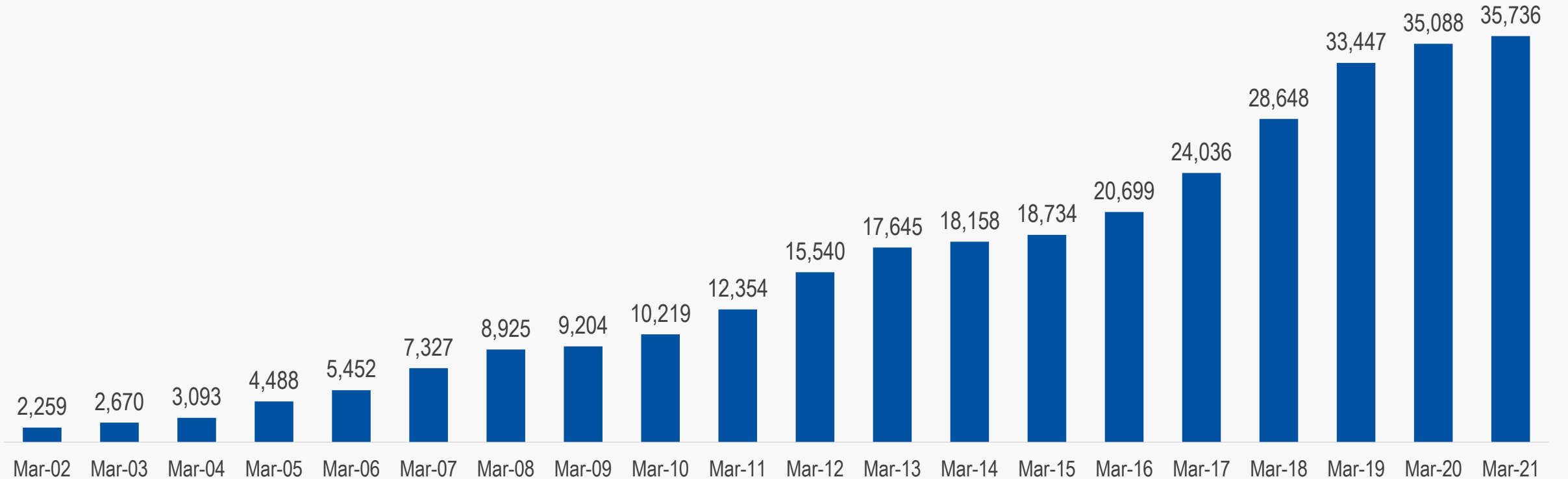
## Distribution

---

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

₹ in Crore

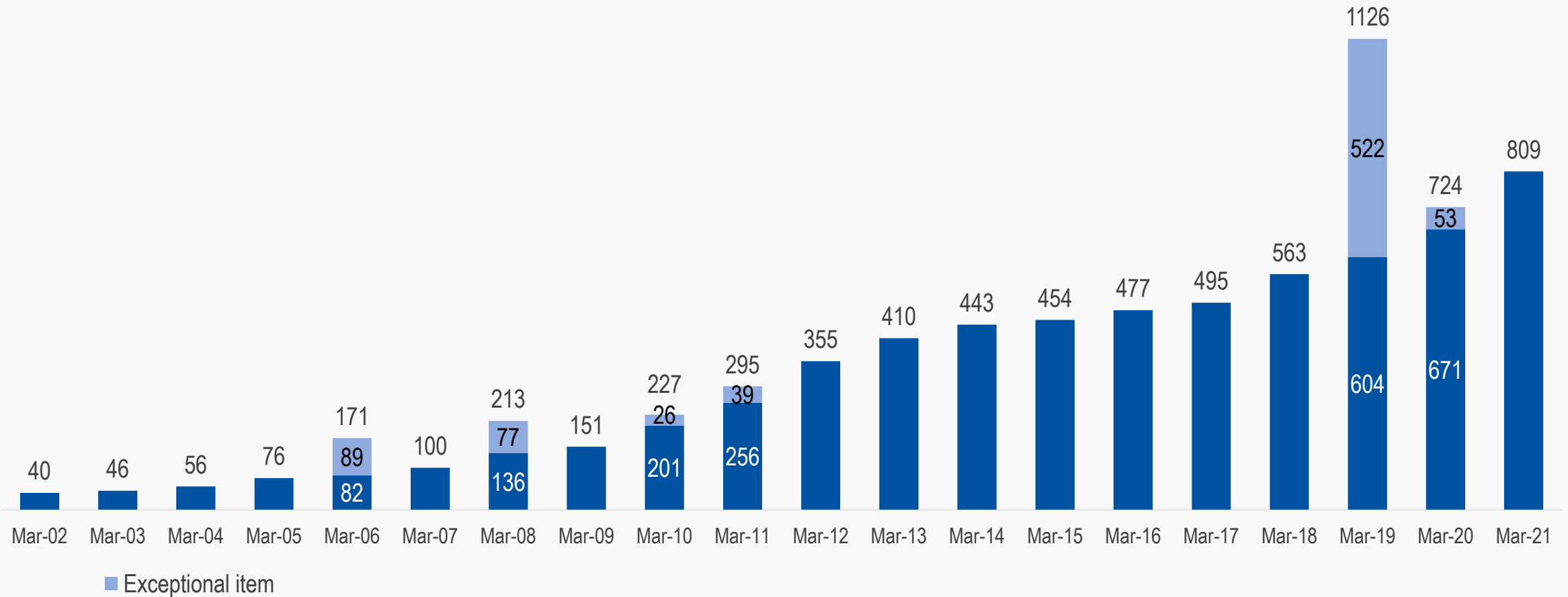
## Receivables Under Management



# SUNDARAM FINANCE – PERFORMANCE OVER LAST TWENTY YEARS

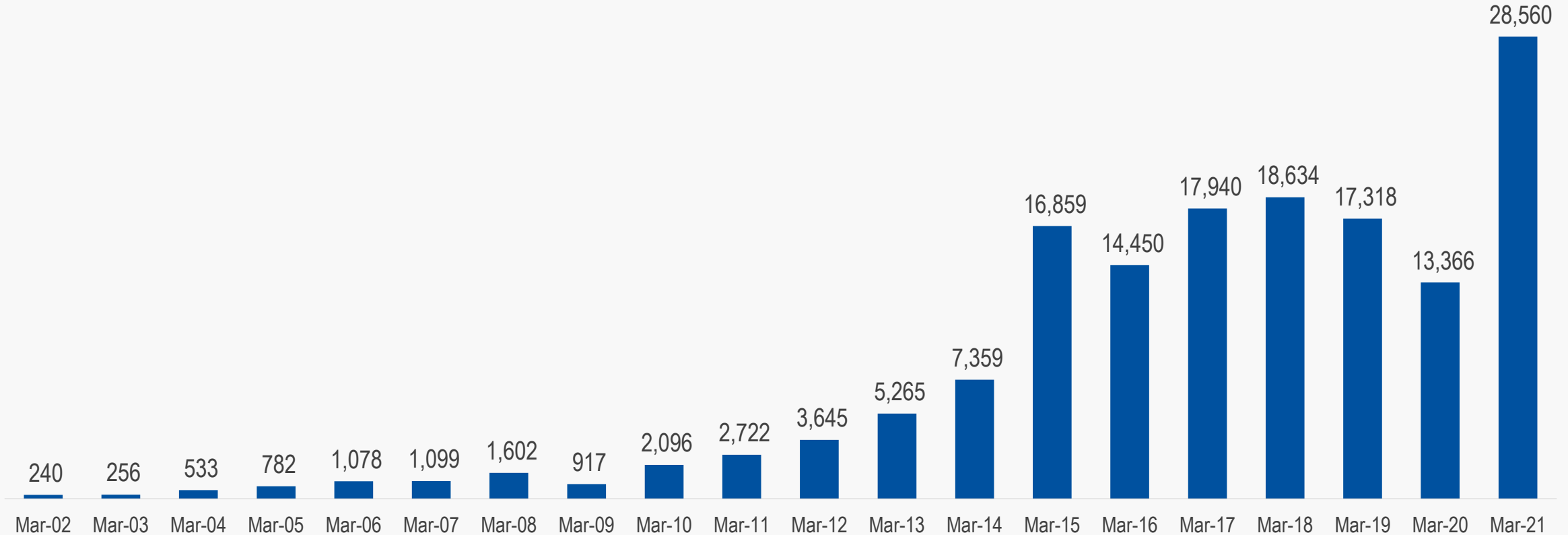
₹ in Crore

## PAT



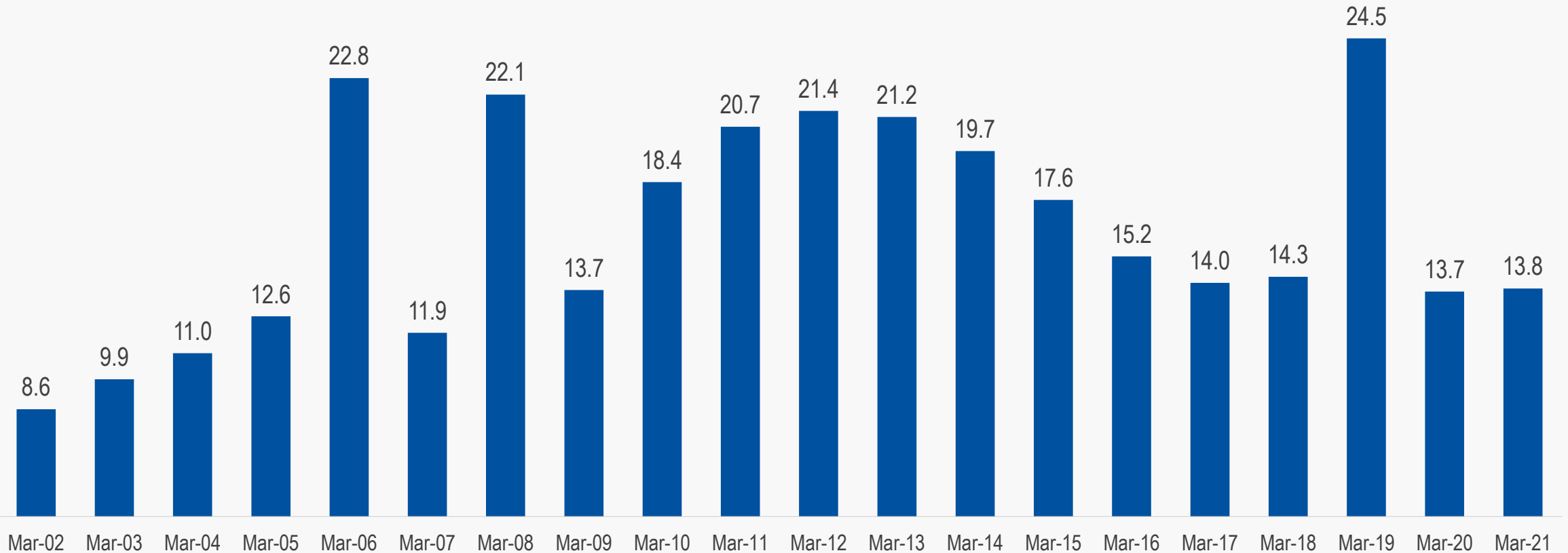
₹ in Crore

## Market Capitalization



# SUNDARAM FINANCE – PERFORMANCE OVER LAST TWENTY YEARS

## Return on Equity %





02

## Financial results & performance

# OVERALL HIGHLIGHTS OF FINANCIAL PERFORMANCE

As of 30<sup>th</sup> June 2021



**AUM**

₹29,823 Crores



**1% growth**  
over Jun 20



**Gross Stage 3**

4.25%



**2.44%**  
in Jun 20

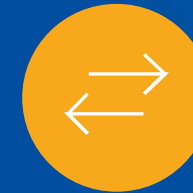


**Cost-to-income**

31.5%



**31.6%**  
in Q1FY21



**ROA**

2.2%



**1.9%**  
in Q1FY21



**ROE**

12.2%\*



**11.7%**  
in Q1FY21

\*Core ROE (excluding investments in subsidiaries) at 16.7% vs. 16.4%



Growth in disbursements was strong as economic activity continued on account of staggered lockdowns in Q1 FY22 compared to a national lockdown in Q1 FY21

Disbursements for Q1FY22 recorded a **growth of 122%** to ₹2,060 crores as compared to ₹929 crores registered in the corresponding quarter of the previous year.

The assets under the management stood at ₹29,823 crores as on 30<sup>th</sup> June 2021 as against ₹29,580 crores as on 30<sup>th</sup> June 2020.

Pursuant to RBI's notification on Resolution Framework 2.0 related of advances to customers, assets totaling ₹88 crores, about 0.31% of principal outstanding, were restructured in June 2021. The total restructured assets were ₹1,395 crores, about 4.87% of principal outstanding as on 30<sup>th</sup> June 21.

The restructuring has been 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 III assets as on 30<sup>th</sup> June 2021 stood at 4.25% with 27% provision cover as against 2.44% with provision cover of 40% as on 30<sup>th</sup> June 2020, primarily due to the Wave 2-related lockdowns impacting economic activity, increased financial burden faced by customers due to Covid-driven healthcare expenditures and the restrictions placed by the company on staff to work from home through much of the quarter.

Net stage III assets as of 30<sup>th</sup> June 2021 closed at 3.12% as against 1.48% as on 30<sup>th</sup> June 2020

Gross NPA as on 30<sup>th</sup> June 2021 stood at 4.59% when compared to 2.78% as on 30<sup>th</sup> June 2020

Net NPA as on 30<sup>th</sup> June 2021 stood at 3.38% when compared to 1.79% as on 30<sup>th</sup> June 2020



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

Cost to income closed at 31.5% in Q1FY22 as against 31.6% in Q1FY21.

Return on assets (ROA) for Q1FY22 closed at 2.2% as against 1.9% for Q1FY21. For FY21, ROA was at 2.3%.

Profit after tax registered a 16% rise in Q1FY22, with net profit at ₹192 crores as against ₹166 crores in Q1FY21

Return of equity (ROE) was at 12.2% for Q1FY22 as against 11.7% for Q1FY21. If we exclude investments in subsidiaries and group companies, core ROE was at 16.7% for Q1FY22 as against 16.4% for Q1FY21

# PROFIT & LOSS STATEMENT

₹ in Crore

FY21	Particulars	Q1FY21	Q1FY22
3,917.00	Revenue From Operations*	940.64	941.35
60.46	Other Income	3.26	5.49
3,977.46	Total Revenue	943.90	946.84
2,030.73	Finance cost	523.46	458.53
574.37	Operating expenses	140.73	149.97
316.06	Impairment	60.71	85.20
2,921.16	Total Expenses	724.90	693.70
1,056.30	Profit Before Tax	219.00	253.14
<b>809.05</b>	<b>Profit After Tax</b>	<b>165.68</b>	<b>191.58</b>

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

# BALANCE SHEET

₹ in Crore

31-Mar-21	Particulars	30-Jun-20	30-Jun-21
	<b>Equity and Liabilities</b>		
28,724.24	Financial Liabilities	28,781.88	27,403.81
48.77	Non-Financial Liabilities	42.57	43.99
6,179.45	Equity	5,742.63	6,372.46
<b>34,952.46</b>	<b>Total – Equity and Liabilities</b>	<b>34,567.08</b>	<b>33,820.26</b>
	<b>Assets</b>		
34,182.51	Financial Assets	33,880.41	33,056.69
769.95	Non-Financial Assets	686.67	763.57
<b>34,952.46</b>	<b>Total – Assets</b>	<b>34,567.08</b>	<b>33,820.26</b>



03

## Key trends in financial performance

# FINANCIAL SUMMARY

₹ in Crore

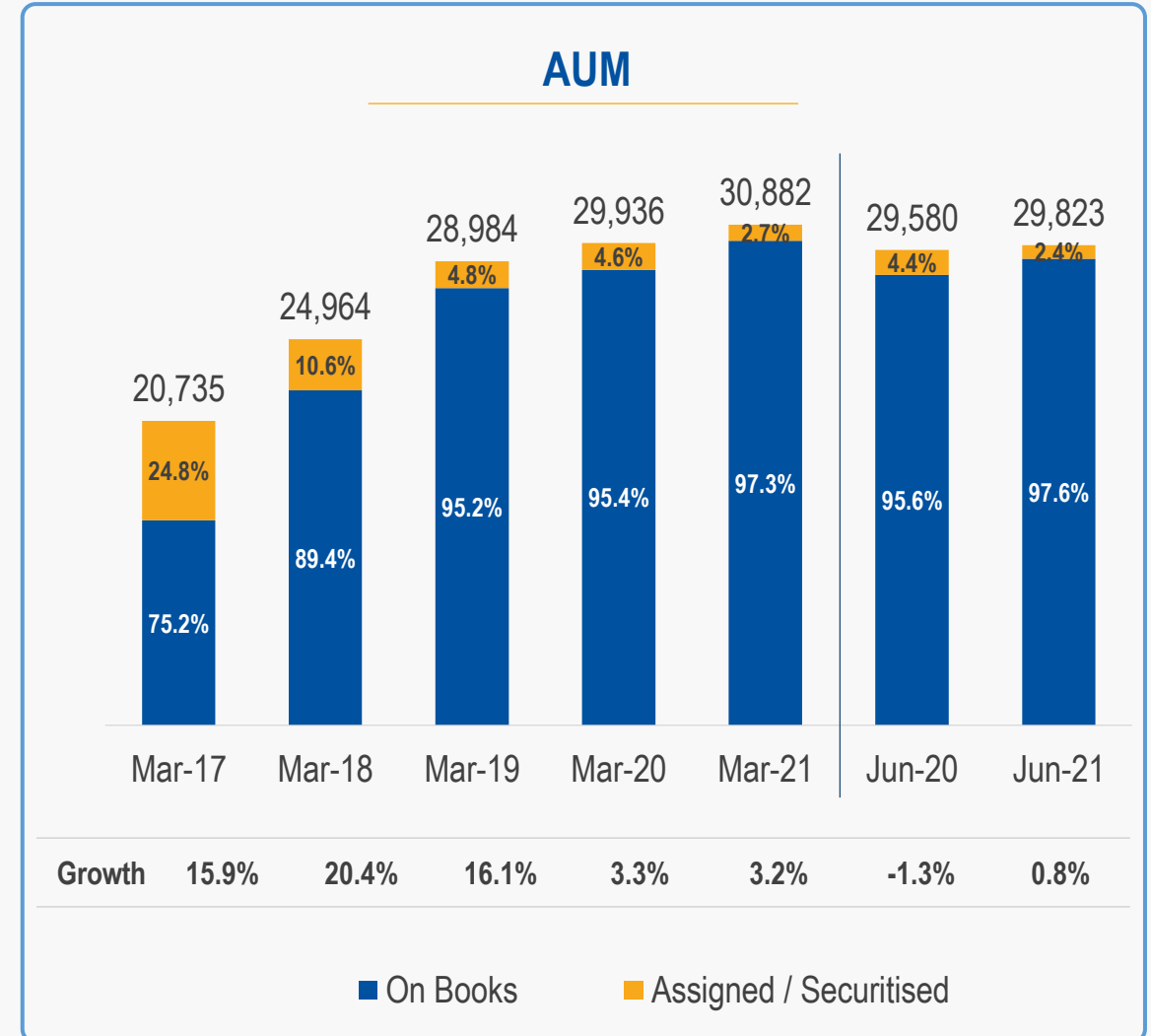
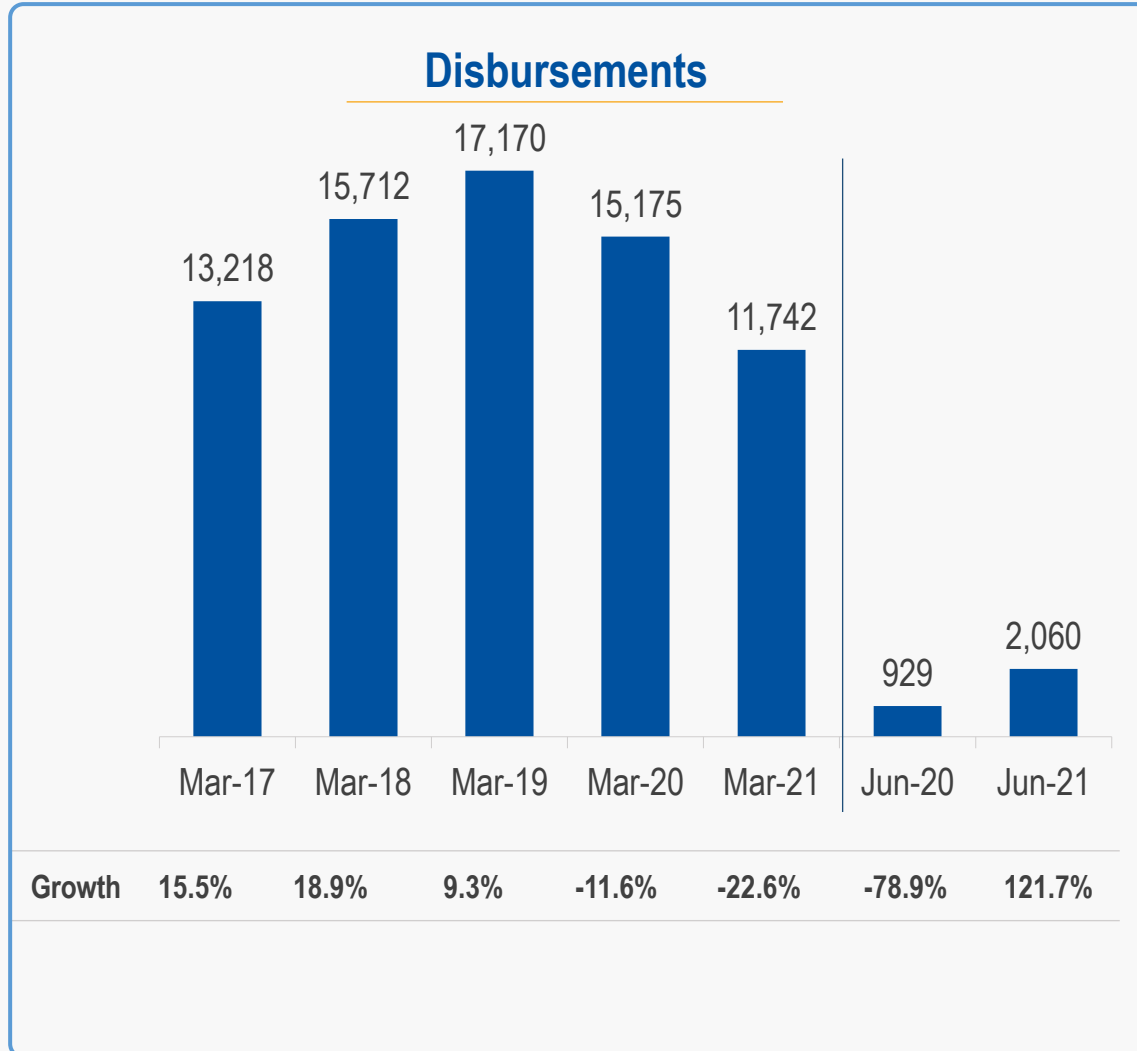
Year	Paid-up Capital	Networth	Disbursements	Receivables Under Management	PAT	Dividend %	Market Capitalisation
Mar-11	55.55	1,530	7,592	12,354	295.23	140	2,722
Mar-12	55.55	1,789	9,433	15,540	355.45	155	3,645
Mar-13	*111.10	2,087	9,991	17,645	410.11	90	5,265
Mar-14	111.10	2,405	9,719	18,158	442.51	100	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
Jun-20	111.10	5,743	929	34,651	165.68	-	16,132
Jun-21	111.10	6,372	2060	34,268	191.58	-	29,716

\*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.

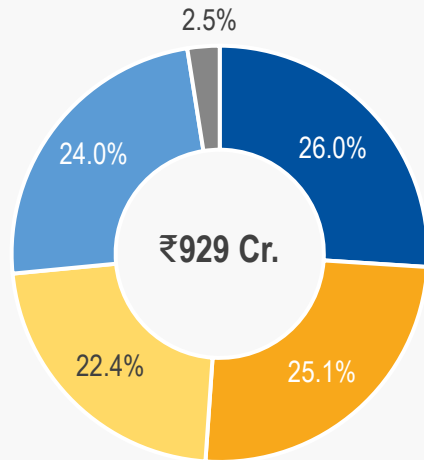
# DISBURSEMENTS AND AUM

₹ in Crore

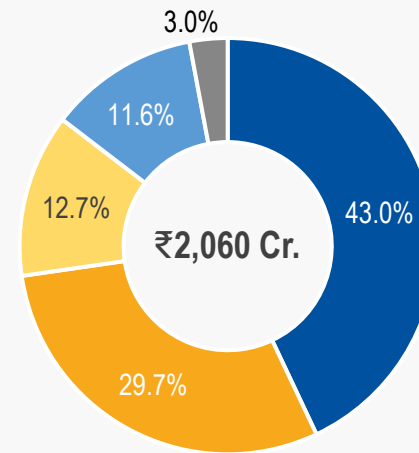




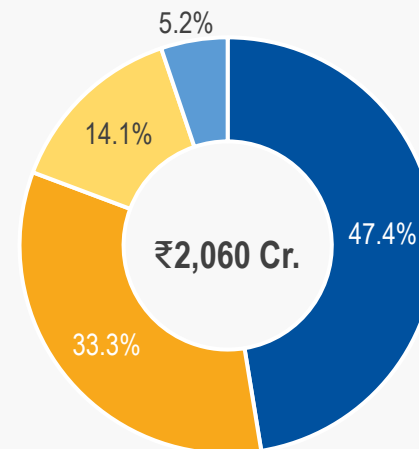
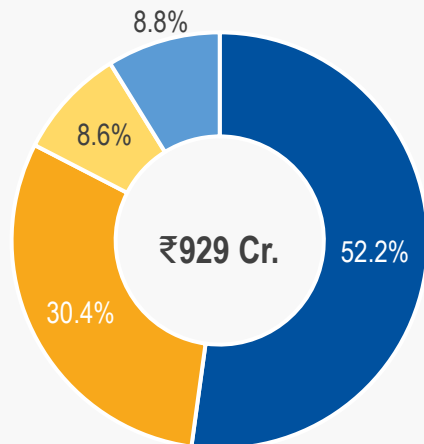
**Q1FY21**



**Q1FY22**



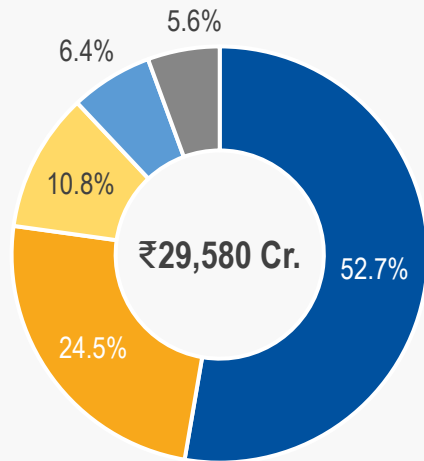
- CVs
- Cars
- Construction Equipment
- Tractors
- Others



- South
- North
- West
- East

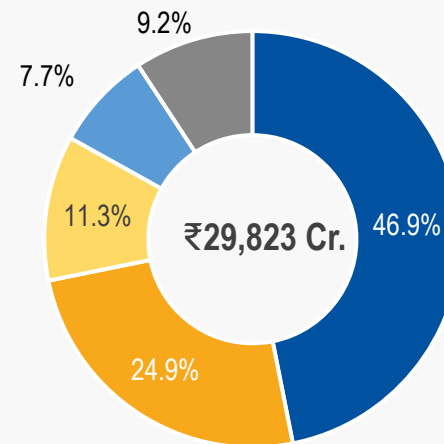


**Jun-20**



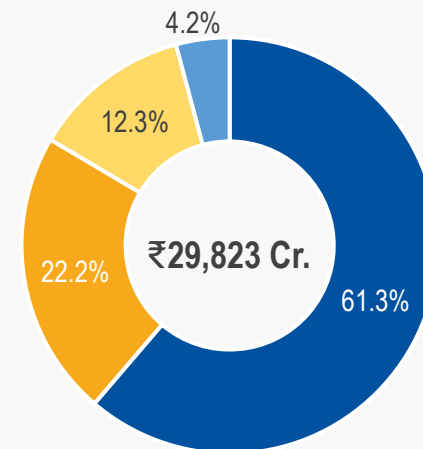
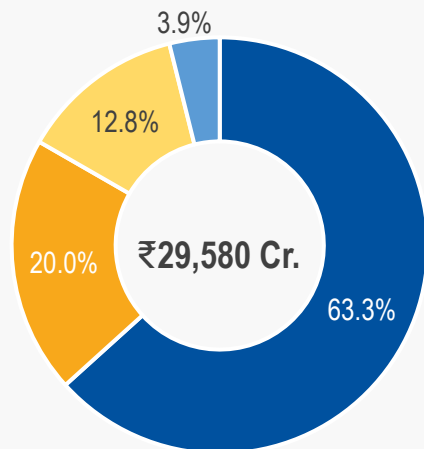
Used Vehicles – 16.3%

**Jun-21**

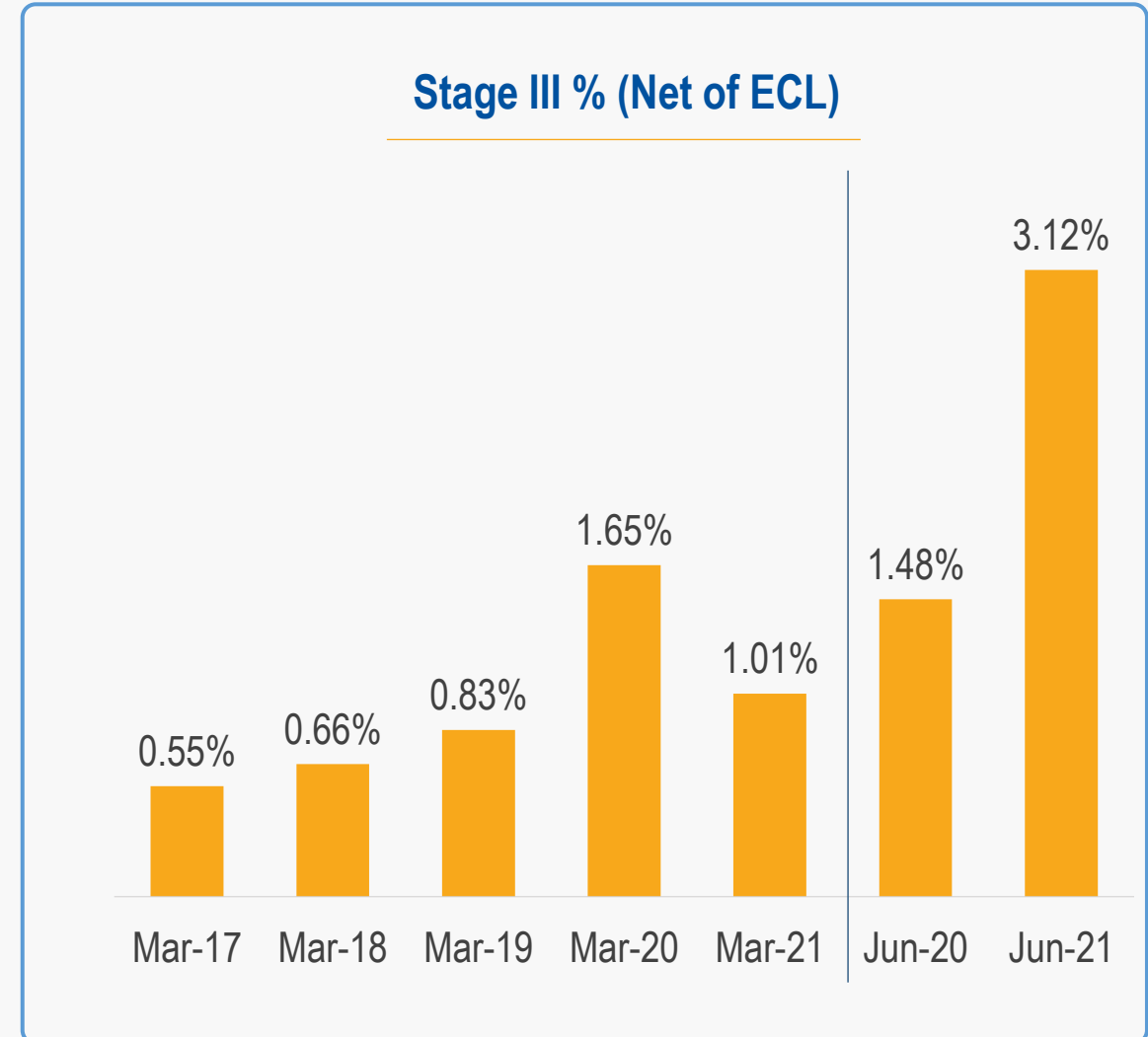
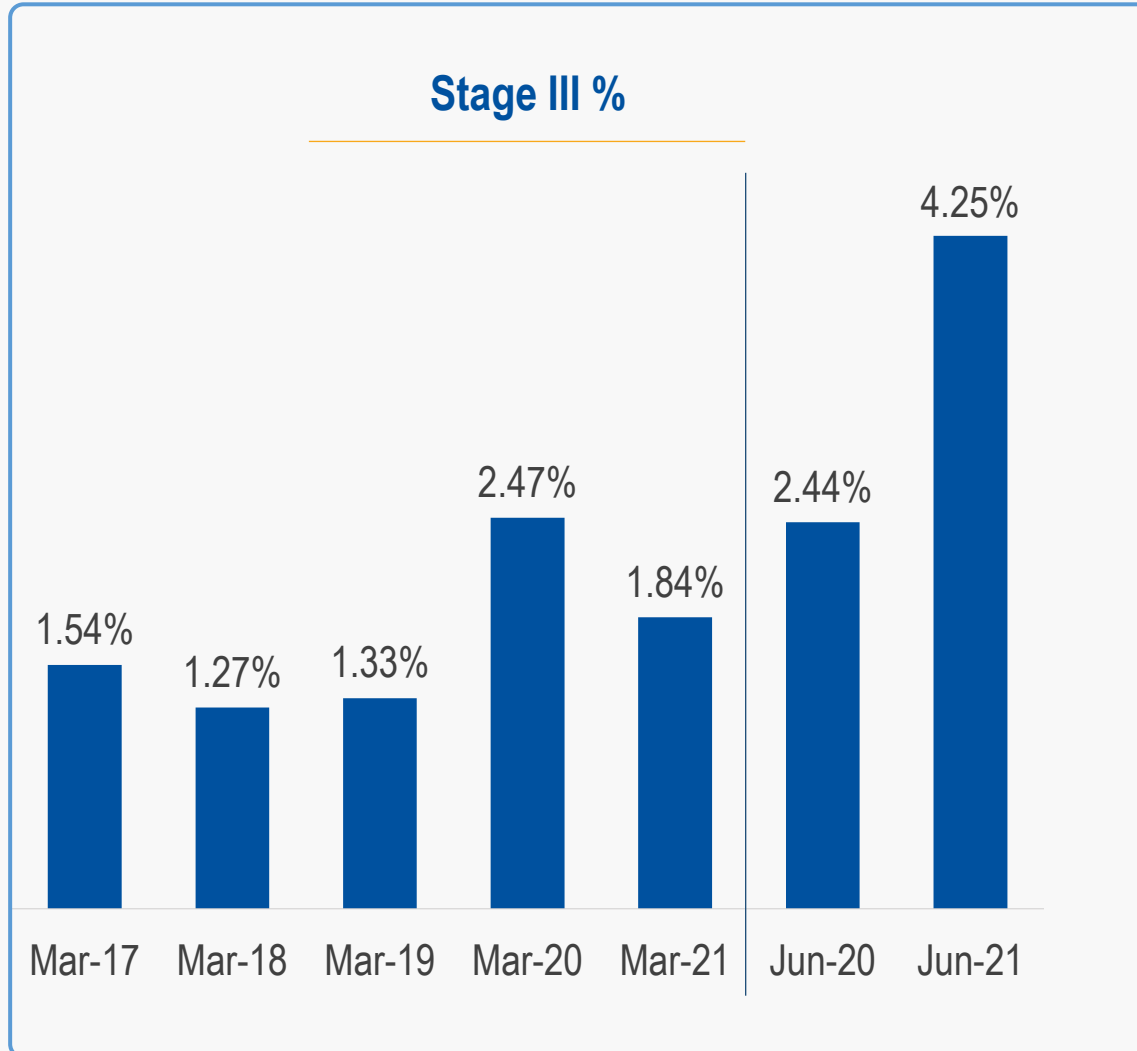


Used Vehicles – 14.8%

- CVs
- Cars
- Construction Equipment
- Tractors
- Others

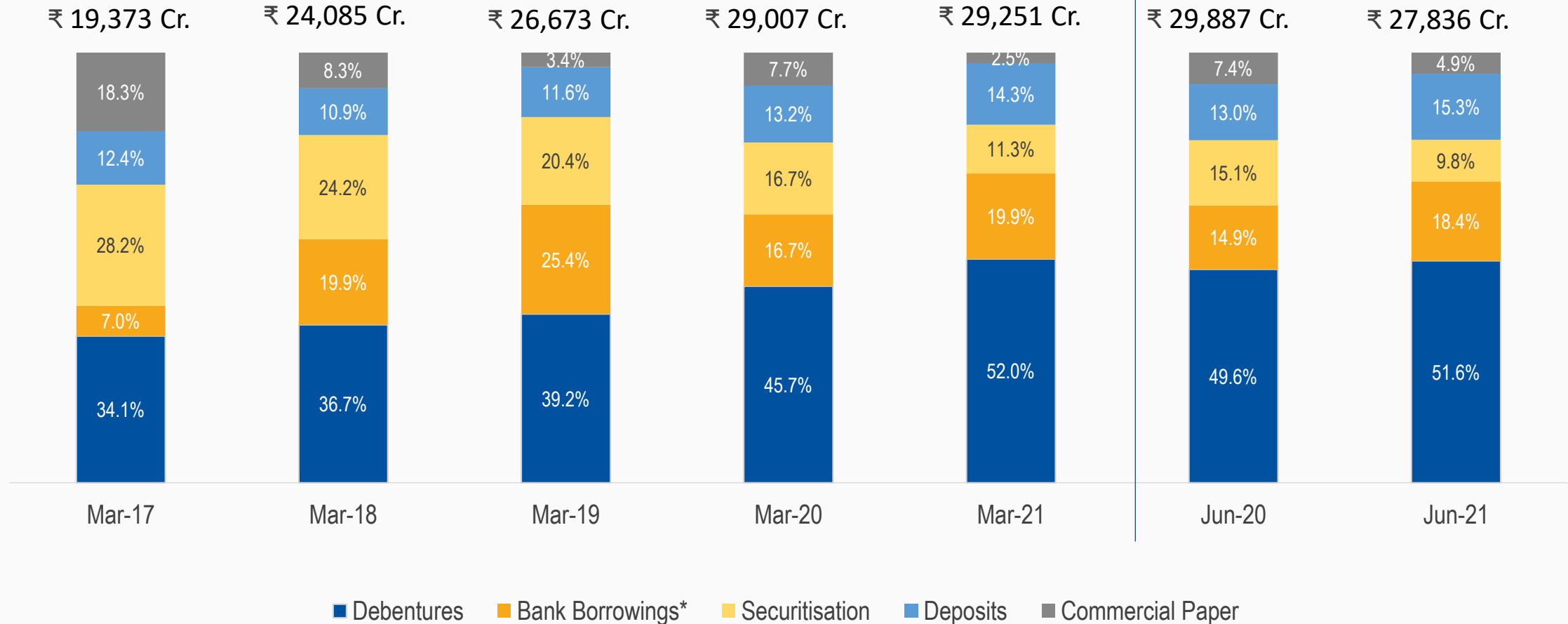


- South
- North
- West
- East



Stage III % - is as per IGAAP as on 31<sup>st</sup> Mar 17

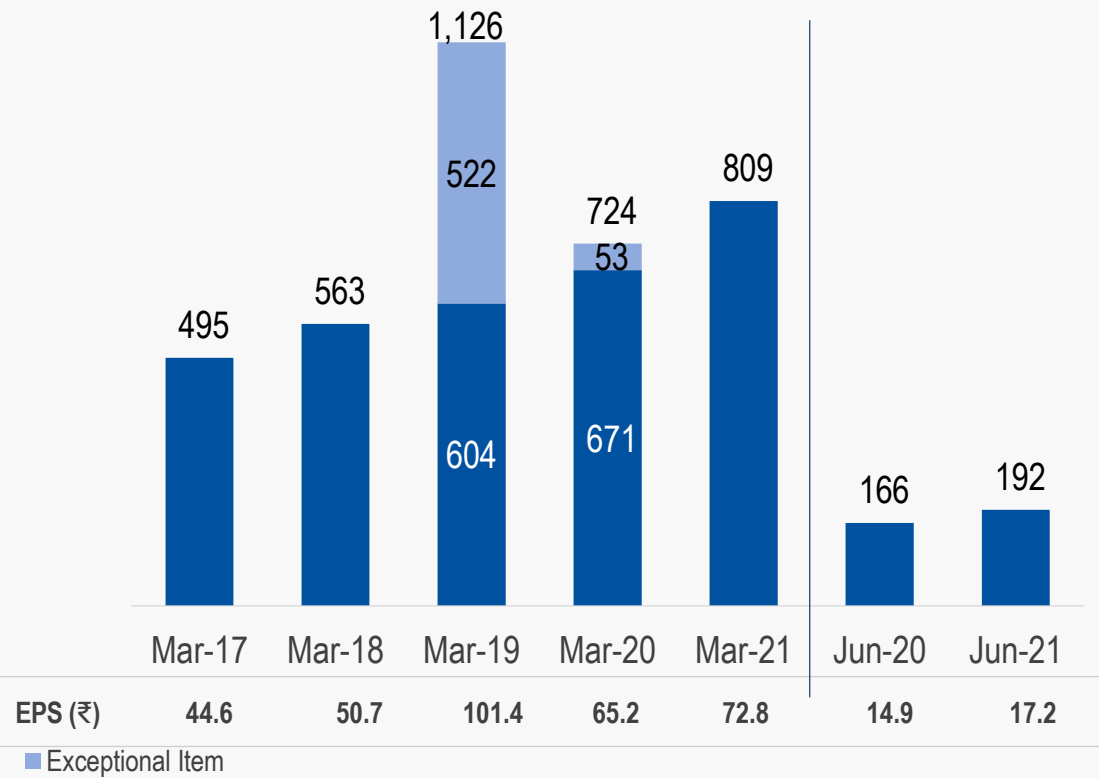
# FUNDING MIX



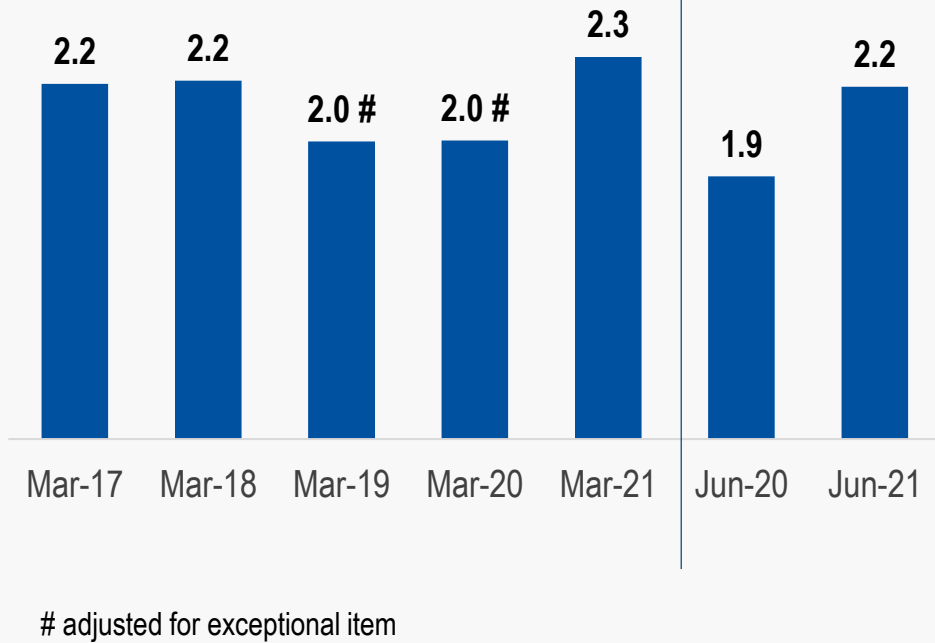
\* Includes a) Term loans b) Commercial Papers and demand loans availed against the sanctioned limits.

₹ in Crore

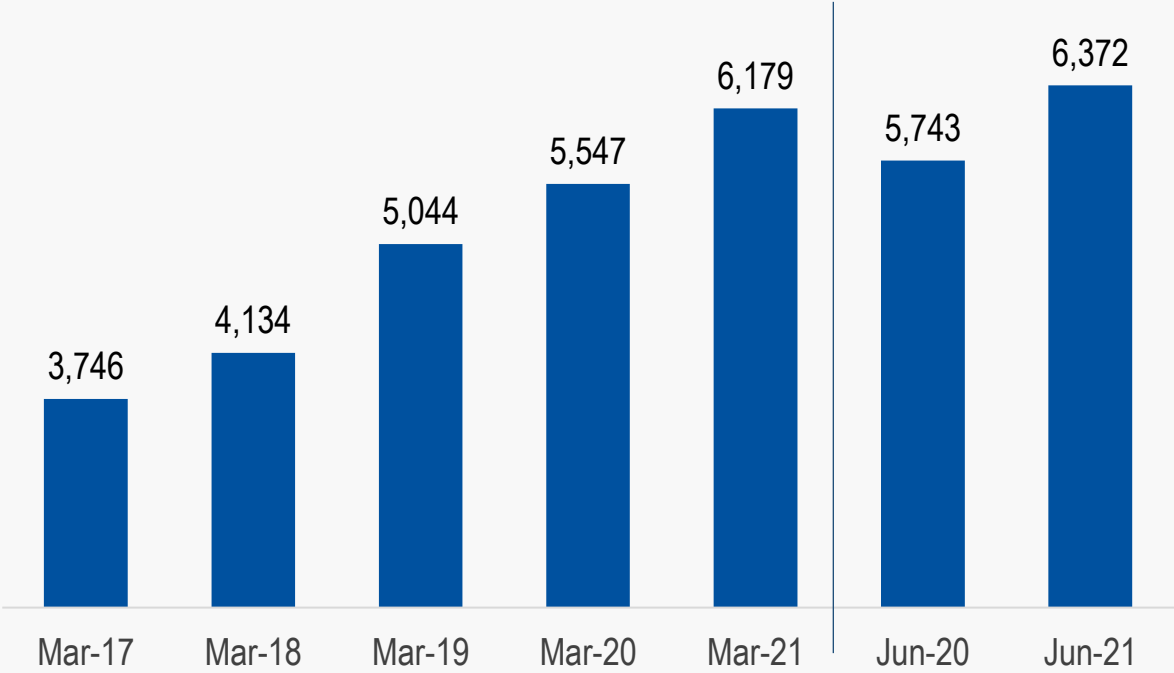
## Profit after Tax



## Return on Assets - %

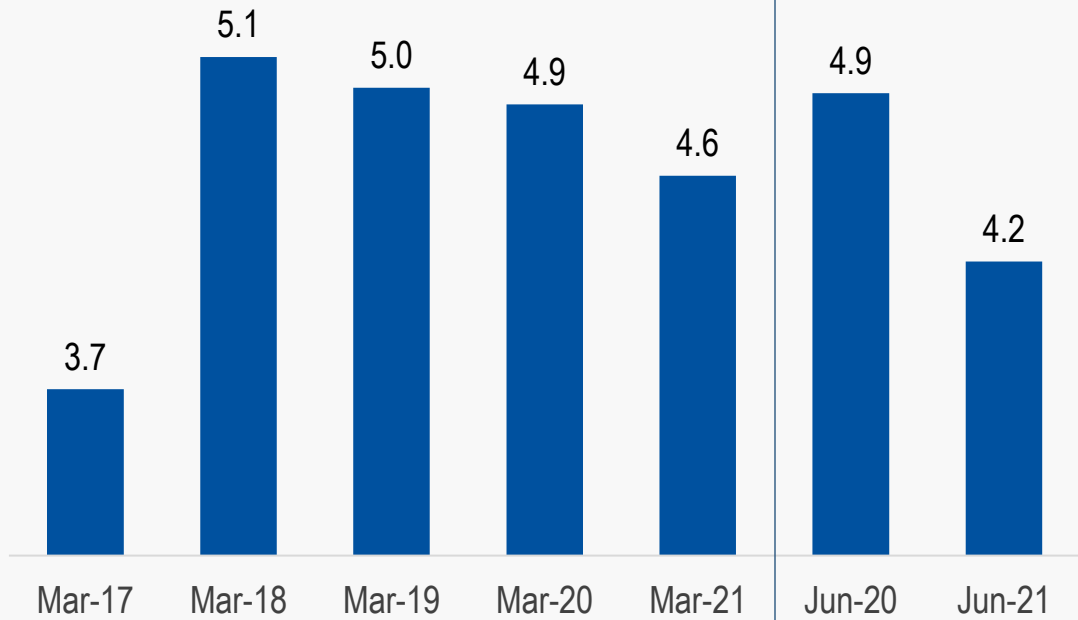


## Net worth

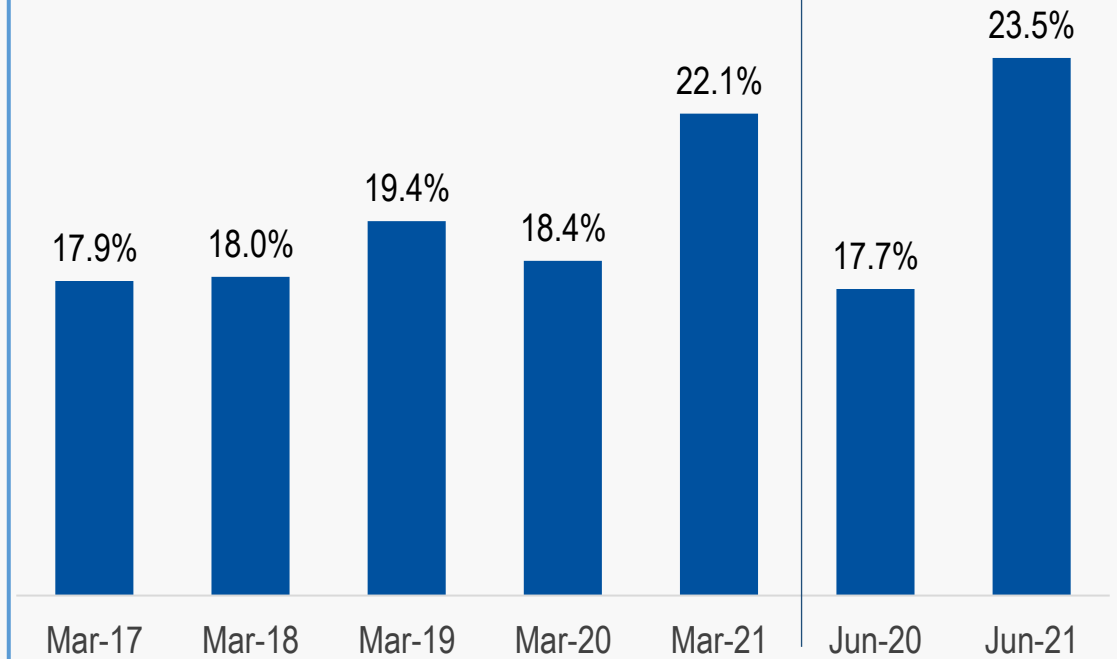


Book Value (₹)	337.1	372.1	454.0	499.3	556.2	516.9	573.6
----------------	-------	-------	-------	-------	-------	-------	-------

## Leverage



## Capital adequacy



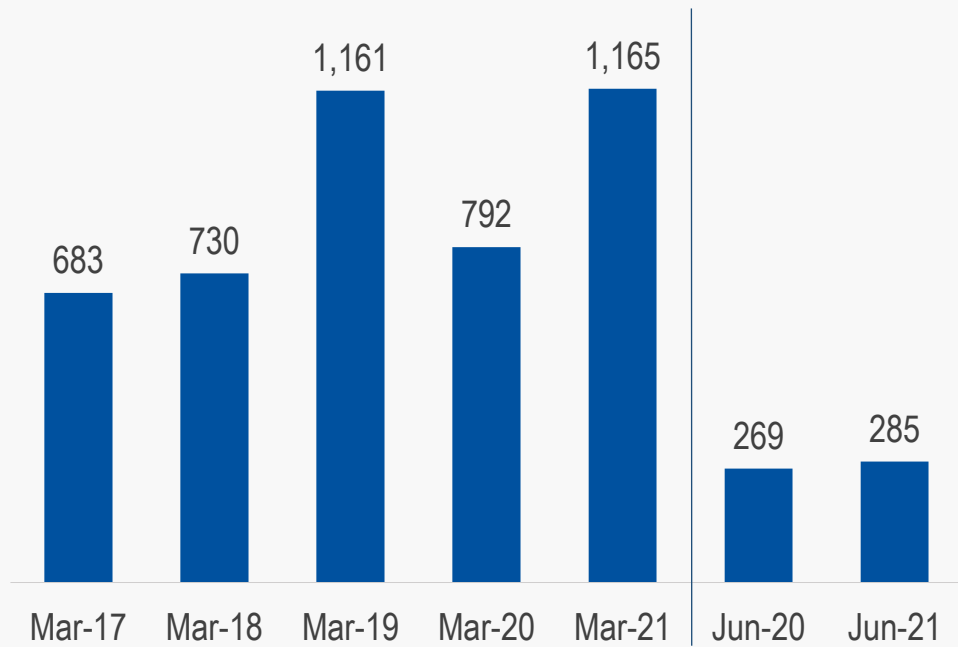


04

# Consolidated results

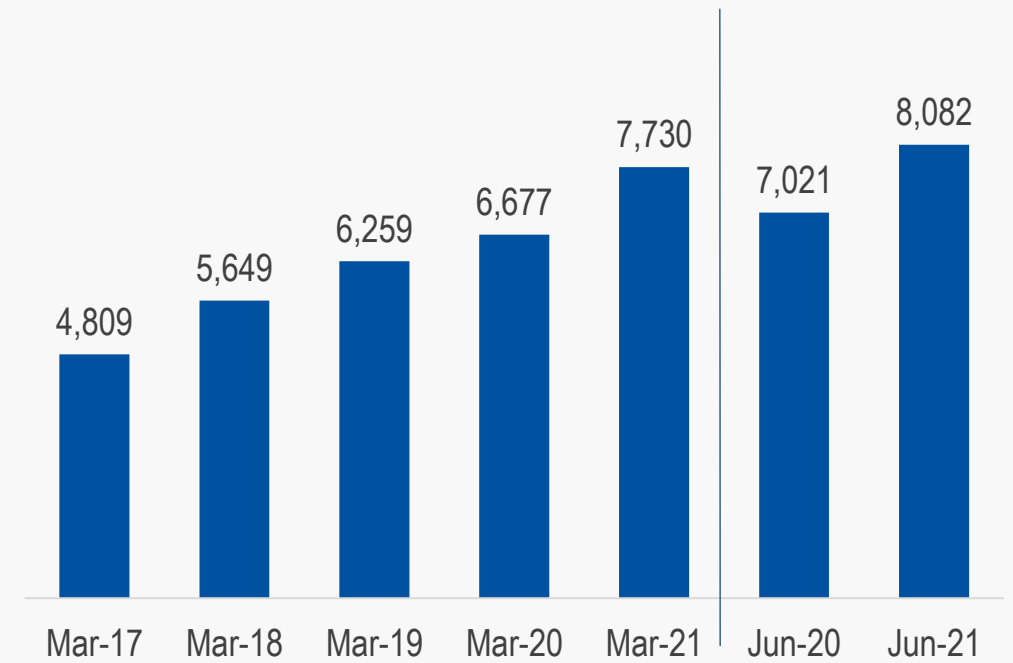
₹ in Crore

## Profit after Tax



EPS (₹)	61.5	66.3	105.4	71.9	105.7	24.4	25.9
---------	------	------	-------	------	-------	------	------

## Net Worth



Book Value (₹)	432.9	513.0	568.3	606.1	701.6	637.3	733.5
----------------	-------	-------	-------	-------	-------	-------	-------

# CONSOLIDATED RESULTS

₹ in Crore

Particulars	Share of Net Worth		Share in Profit	
	30-Jun-20	30-Jun-21	Q1FY21	Q1FY22
Sundaram Finance Ltd.	5,742.63	6,372.46	165.68	191.58
<b>Subsidiaries:</b>				
Sundaram Finance Holdings Ltd. (Consolidated)	395.87	647.07	(2.14)	6.82
Sundaram Asset Management Company Ltd. (Consolidated)	205.14	258.58	7.12	19.33
Sundaram Home Finance Ltd.	1,462.10	1,598.67	33.94	40.04
Sundaram Fund Services Ltd.	36.93	37.09	0.20	0.25
Sundaram Trustee Company Ltd.	1.34	1.86	0.16	0.22
LGF Services Ltd.	3.50	3.53	0.04	0.02
Sundaram Finance Employees Welfare Trust	16.15	17.48	(0.01)	0.53
<b>Joint Control Entities</b>				
Royal Sundaram General Insurance Co. Ltd.	665.02	751.69	78.72	41.63
Adjustment arising out of Consolidation	(1,507.34)	(1,606.83)	(14.45)	(14.94)
<b>Total</b>	<b>7,021.34</b>	<b>8,081.60</b>	<b>269.26</b>	<b>285.48</b>

31-Mar-21	Particulars	30-Jun-20	30-Jun-21
1,254	Disbursements (₹ in Crore)	100	249
76.1%	Housing	93.0%	84.7%
23.9%	Non-Housing	7.0%	15.3%
9,173	AUM (₹ in Crore)	9,653	9,038
70.0%	Housing	69.5%	70.4%
30.0%	Non-Housing	30.5%	29.6%
192	PAT (₹ in Crore)*	34	40
18.93	EPS (₹)	13.41	15.82
1,559	Net worth (₹ in Crore)	1,462	1,599
153.94	Book Value (₹)	144.40	157.89
4.48%	Stage III assets %	5.05%	7.60%
1.09%	Stage III assets % (net of ECL)	1.67%	4.79%
24.9%	CAR – As per Regulation	23.5%	26.3%
108	Branches	115	107
784	Employees	825	760

\*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-Jun-20	30-Jun-21
2,883	Gross Written Premium (₹ in Crores)	610	665
313	PAT (₹ in Crores)	157	83
26	Other Comprehensive Income (Net of Taxes)	83	(8)
339	Total Comprehensive Income	240	75
1,429	Net worth (₹ in Crores)	1,330	1,503
110%	Combined Operating Ratio	102%	118%
2,323	Employees	2,389	2,320

31-Mar-21	Particulars	30-Jun-20	30-Jun-21
41,196	AUM (₹ in Crores)	33,531	42,621
31,709	Equity (₹ in Crores)	24,315	34,214
9,487	Debt (₹ in Crores)	9,216	8,407
55	PAT (₹ in Crores)	9	26
254	Net worth (₹ in Crores)	205	258
359	Employees	386	359
10,24,674	Retail Investors	10,86,976	10,20,766

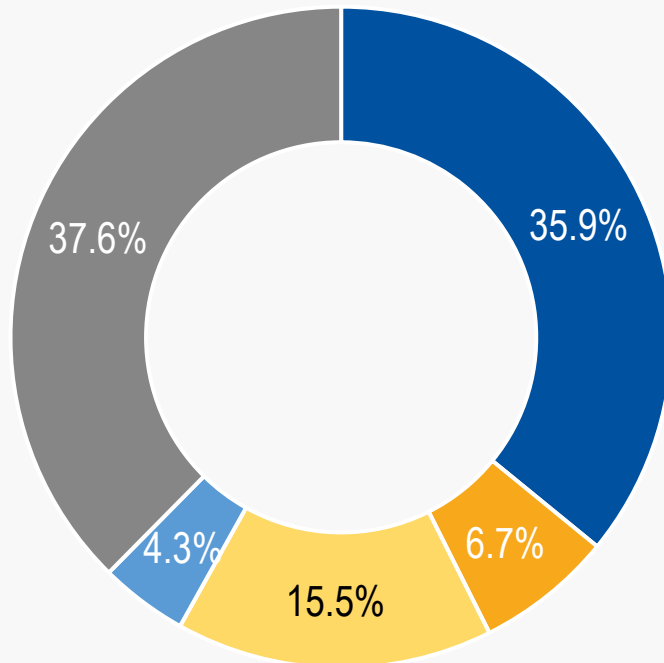


05

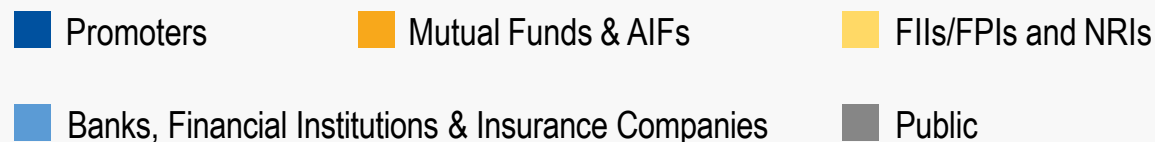
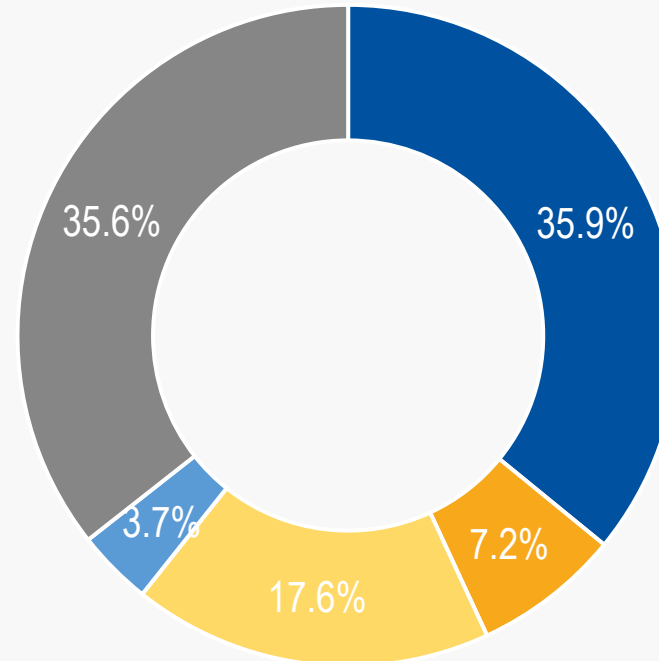
# More about Sundaram Finance

# SHAREHOLDING PATTERN

30-Jun-20



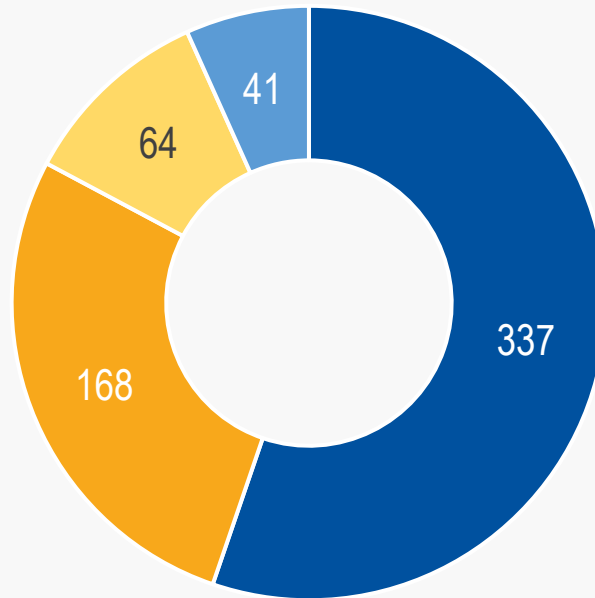
30-Jun-21



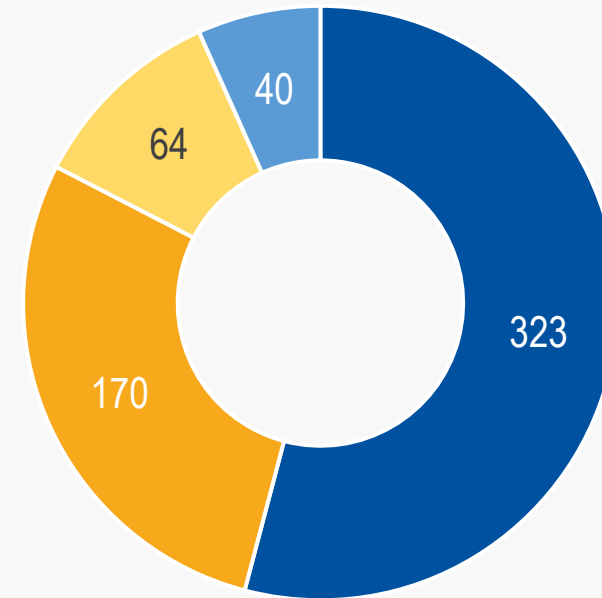
## Top institutional shareholders As of 30<sup>th</sup> June 2021

Name of Shareholder	Share %
Axis Mutual Fund Trustee Ltd.	4.31
Nalanda India Equity Fund Ltd.	3.78
IMPAL	2.61
Bright Star Investments Pvt. Ltd.	2.37
HDFC Life Insurance Company Ltd.	1.82
United India Insurance Company Ltd.	1.41
Pari Washington India Master Fund Ltd.	1.35
Damani Estate and Finance Pvt. Ltd.	0.93
Sundaram Finance Employees Welfare Trust	0.83
Vanguard Emerging Markets	0.78

**30-Jun-20**



**30-Jun-21**



No. of Branches: **610**



No. of Employees: **4,208**



No. of Branches: **597**



No. of Employees: **4,191**

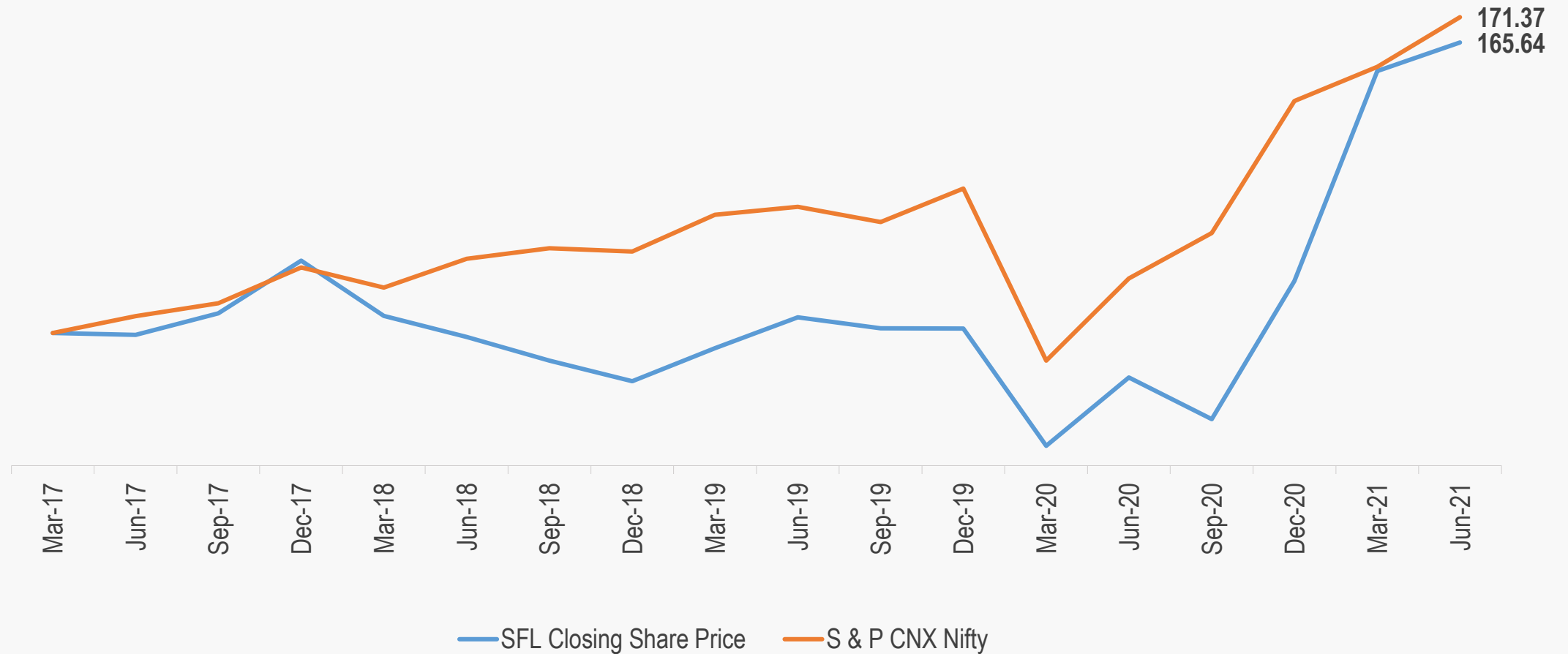
■ South   ■ North   ■ West   ■ East

# CREDIT RATINGS

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 1<sup>st</sup> 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 **38 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

## 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 T T Srinivasaraghavan

Non-executive Director

Has nearly **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 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)

## 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)  
MS (MIT)  
MBA (Columbia Business School)

## Sri A N Raju

Deputy Managing Director

**3 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.*

This document is for information purposes only and is not and does not form part of an invitation/ offer/advertisement/advise to purchase or sell any securities of the Company.

The materials and information contained in the document are prepared by the Company and are correct and accurate, to the best of our knowledge. No information contained herein has been independently verified by anyone else or approved by any regulatory authorities. No warranty is given as to their accuracy and the company does not accept any responsibility and shall not be liable for any direct or indirect loss caused, arising from and/or use of this document.

Forward-looking statements, if any, are subject to risks, uncertainties and assumptions that could cause actual results to differ materially from those contemplated by the relevant statement.

The contents of the website are subject to changes and reviews from time to time without notice. By accessing the site, you are deemed to accept the disclaimer clause.

## **Shri M Ramaswamy**

Chief Financial Officer  
Sundaram Finance Limited  
21, Patullos Road  
Chennai – 600002

044 – 28881341  
m.ramaswamy@sundaramfinance.in

## **Shri P Viswanathan**

Secretary & Compliance Officer  
Sundaram Finance Limited  
21, Patullos Road  
Chennai – 600002

044 – 28881207  
pv@sundaramfinance.in