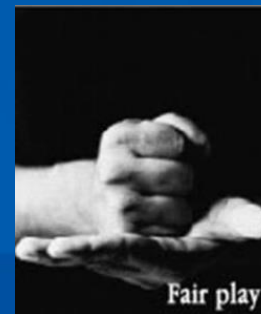
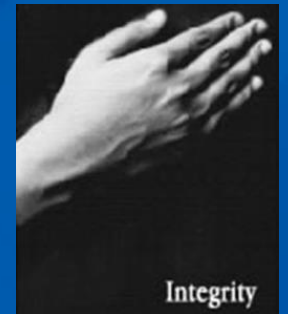




**SUNDARAM FINANCE**  
*Enduring values. New age thinking.*

# PERFORMANCE HIGHLIGHTS

9MFY22





01

Overview of  
Sundaram Finance



02

Financial results &  
performance



03

Key trends in financial  
performance



04

Consolidated results



05

More about  
Sundaram Finance



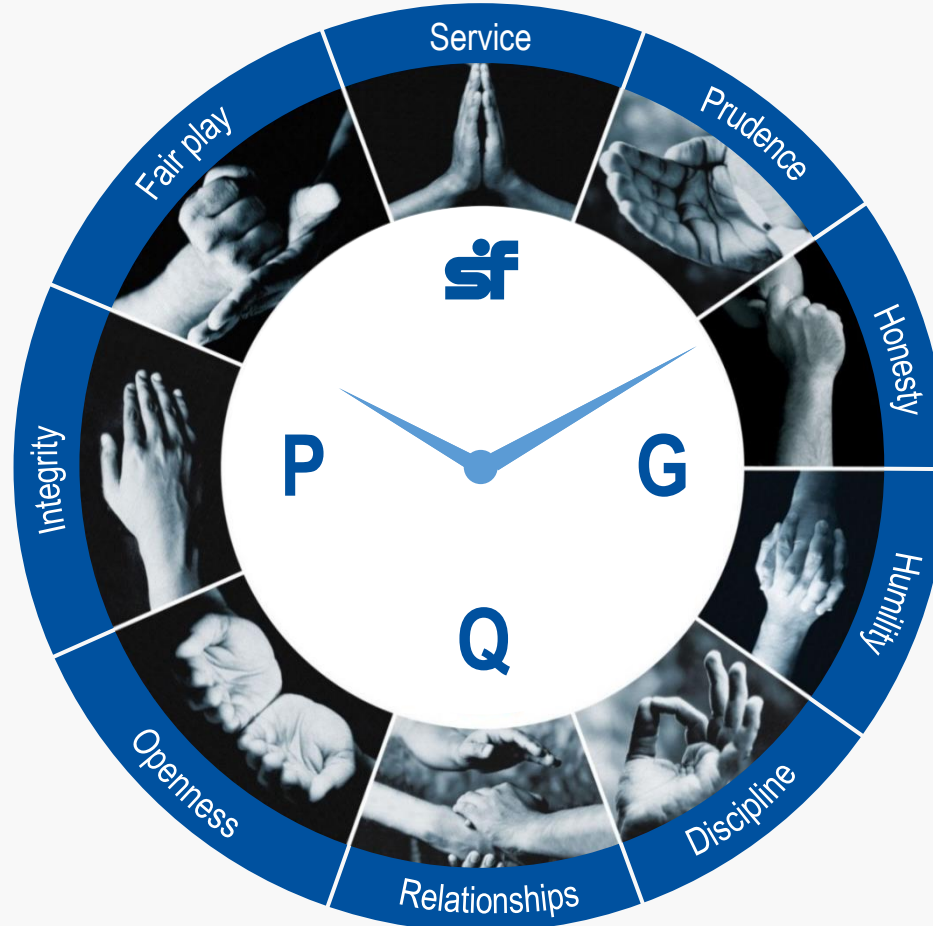
# 01 Overview of Sundaram Finance

# 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



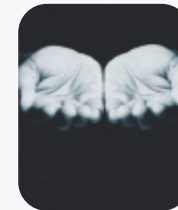
## Prudence

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

	 <b>AUM</b>	 <b>Branches</b>	 <b>Employees</b>	 <b>Customer count</b>
   <b>SUNDARAM FINANCE</b> <i>Enduring values. New age thinking.</i>	29,796	612	4,228	5,26,134
 <b>Royal Sundaram</b> General Insurance <i>Joint Venture with Ageas Insurance International NV</i>	7,299	158	2,362	28,37,944
   <b>SUNDARAM HOME</b> <i>100% subsidiary</i>	9,253	105	807	39,906
   <b>SUNDARAM MUTUAL</b> UNEARTHING OPPORTUNITIES <i>100% subsidiary</i>	46,355	85	343	10,38,211
 <b>Group</b>	92,703	960	7,740	44,42,195

# 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 over 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

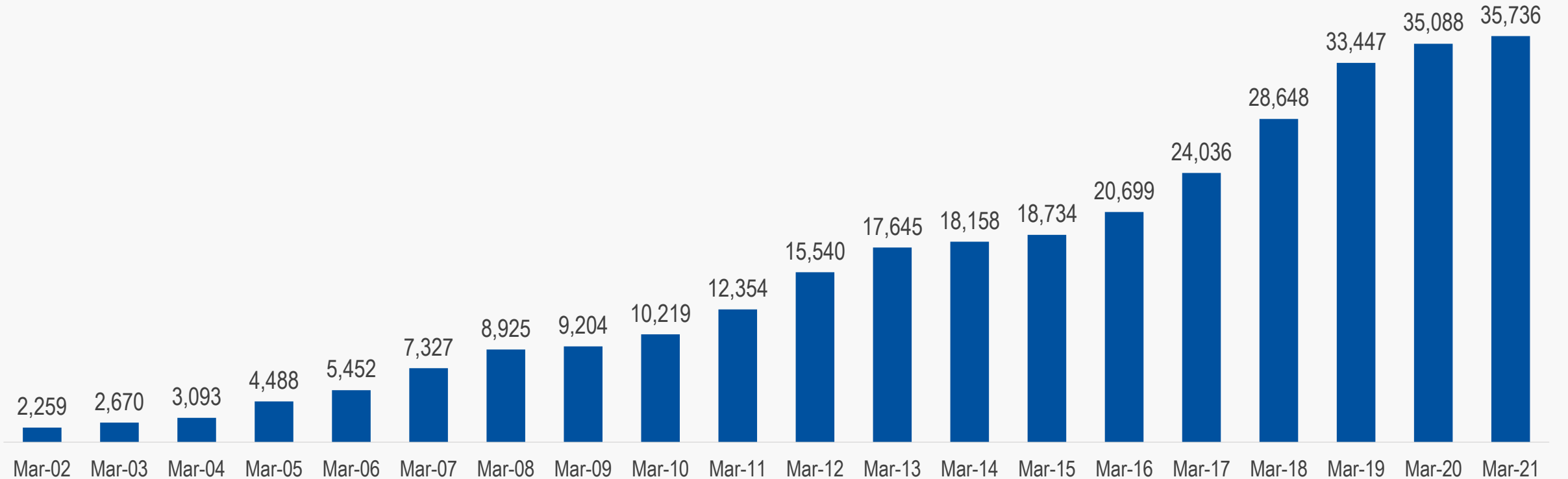
---

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



₹ in Crore

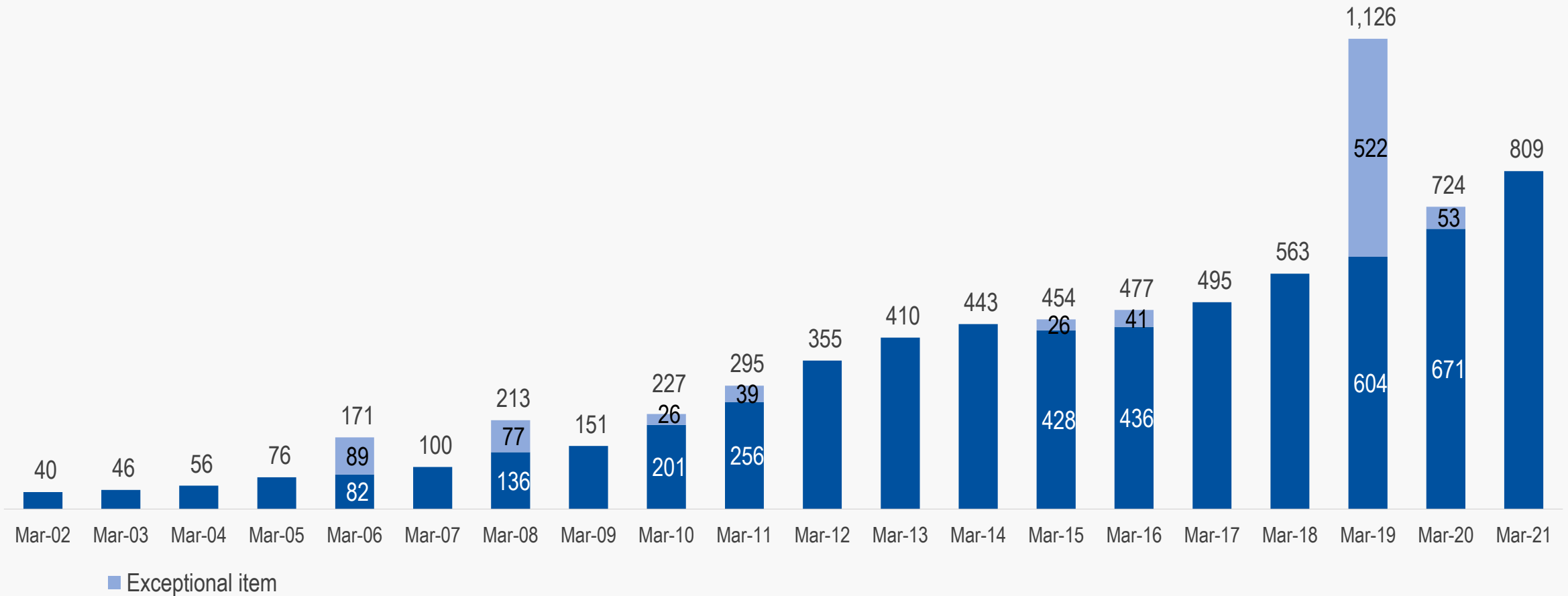
## Receivables Under Management



# SUNDARAM FINANCE – PERFORMANCE OVER LAST TWENTY YEARS

₹ in Crore

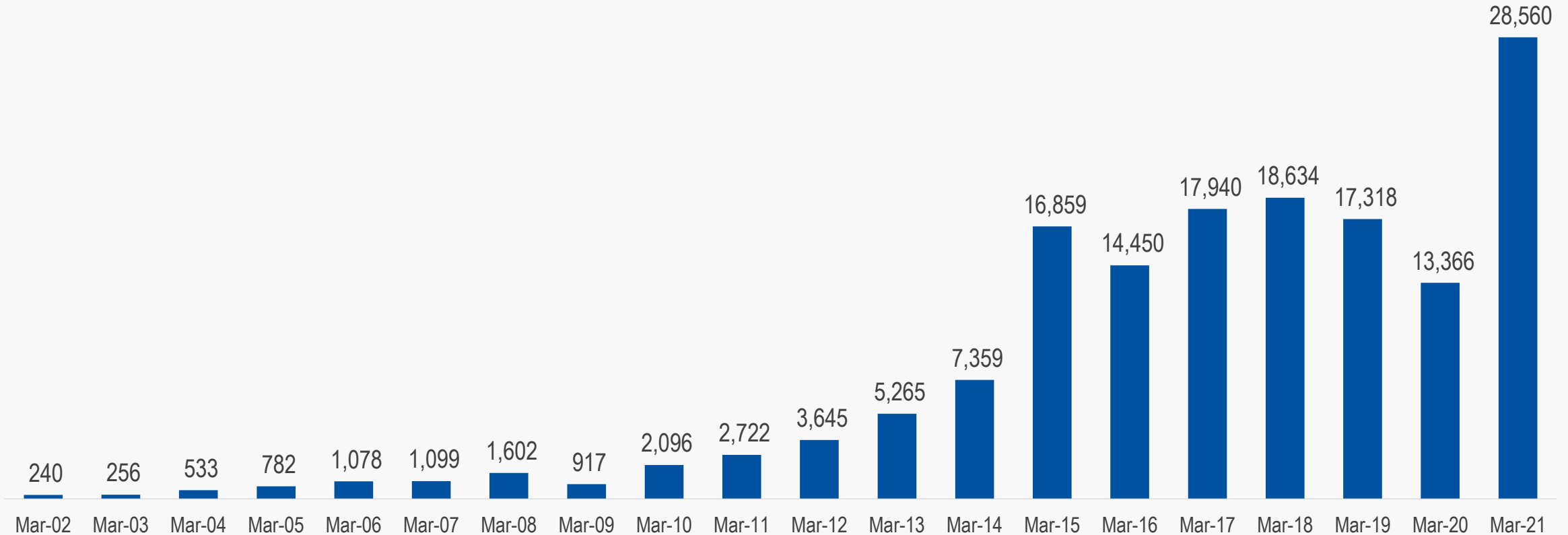
## PAT



# SUNDARAM FINANCE – PERFORMANCE OVER LAST TWENTY YEARS

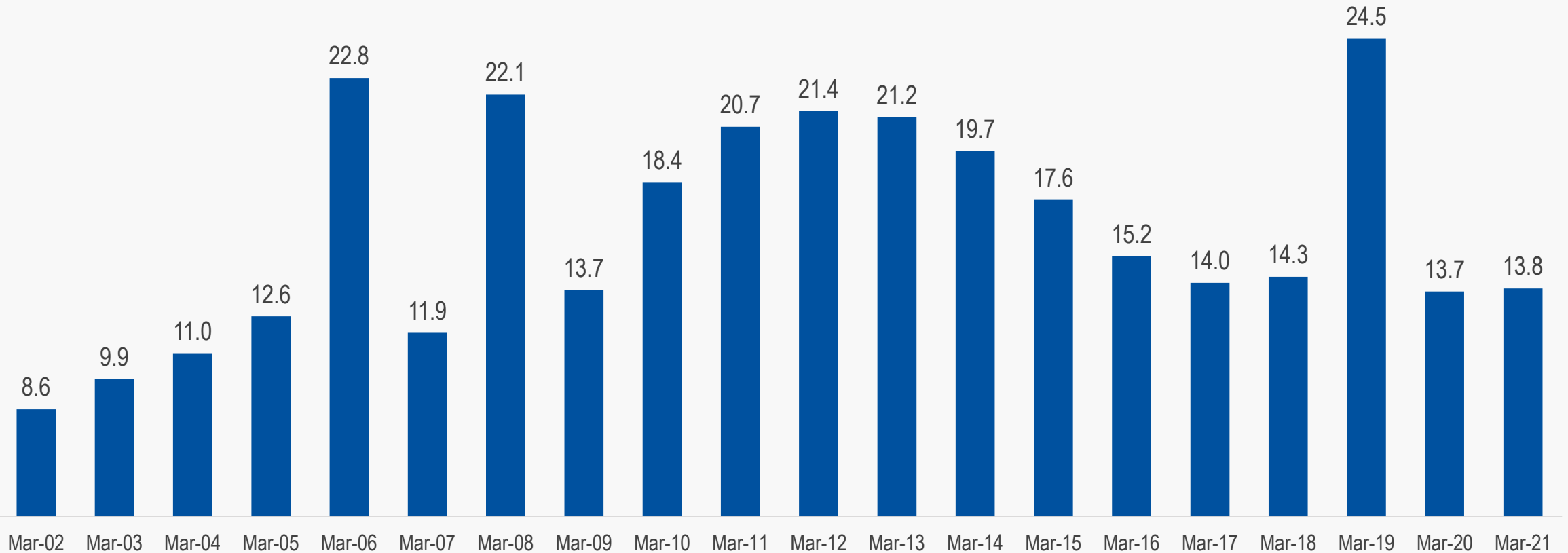
₹ in Crore

## Market Capitalization



# SUNDARAM FINANCE – PERFORMANCE OVER LAST TWENTY YEARS

## Return on Equity %





02

## Financial results & performance

# OVERALL HIGHLIGHTS OF FINANCIAL PERFORMANCE

As of 31<sup>st</sup> December 2021



**AUM**

₹29,796 Crores



**4.6% down**  
from Dec 20



**Gross Stage 3**

3.39%



**3.45%**  
in Sep 21

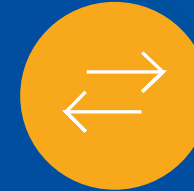


**Cost-to-income**

30.13%



**30.14%**  
in 9MFY21



**ROA**

2.3%



**2.2%**  
in 9MFY21



**ROE**

12.5%\*



**13.7%**  
in 9MFY21

**100% interim dividend (₹ 10 per share) declared**

\*Core ROE (excluding investments in subsidiaries) at 16.2% vs. 19.2%



Growth in disbursements was based on economic activity recovering from the pandemic and while demand remained strong, supply remained challenged across asset classes due to a range of issues, including the global semiconductor chip shortage.

Disbursements for 9MFY22 recorded a growth of 12.9% to ₹9,524 crores as compared to ₹8,437 crores registered in the corresponding period of the previous year. Adjusting for the pandemic-induced ECLGS scheme, core business disbursements grew 26% in 9MFY22 compared to 9MFY21

The assets under the management stood at ₹29,796 crores as on 31<sup>st</sup> December 2021 as against ₹31,226 crores as on 31<sup>st</sup> December 2020.

Pursuant to RBI's notification on Resolution Framework 2.0 related of advances to customers, assets totaling ₹781 crores, about 2.68% of outstanding loans, were restructured in 9M FY22. The total restructured assets were ₹2,089 crores, about 7.16% of outstanding loans as on 31<sup>st</sup> December 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 continued to remain best-in-class although still off our traditional standards largely due to several sub-segments of customers – bus operators (tourism, staff, route transportation and schools), tourist taxi operators and small, 1-2 vehicle market load operators – continuing to struggle to recover from the effects of the pandemic.

Gross stage 3 assets as on 31<sup>st</sup> December 2021 stood at 3.39% with provision cover of 39% when compared to 3.45% with 39% provision cover as of 30<sup>th</sup> September 2021.

Net stage 3 assets as of 31<sup>st</sup> December 2021 closed at 2.09% as against 2.12% as on 30<sup>th</sup> September 2021

With a view to ensuring uniformity in the implementation of IRACP norms across all lending institutions, RBI vide its circular dated 12th November 2021 - "Prudential norms on Income Recognition, Asset Classification and Provisioning (IRACP) pertaining to Advances" has tightened the NPA norms for NBFCs with immediate effect. The Company has taken steps to comply with the changes for regulatory reporting, as applicable. The Company continues to prepare the financial results in accordance with the applicable Ind-AS guidelines and maintains adequate ECL provisions as per Ind AS 109.





Profit growth was constrained by the need to create impairment provisions required by the stresses induced by the pandemic to several customer sub-segments. We remain confident in our credit filters, strong customer relationships and ongoing efforts by team Sundaram in nurturing these stressed customers back to normalcy.

Cost to income closed at 30.13% in 9MFY22 as against 30.14% in 9MFY21.

Return on assets (ROA) for 9MFY22 closed at 2.3% as against 2.2% for 9MFY21. For FY21, ROA was at 2.3%.

Profit after tax at ₹605 crores in 9MFY22 crores as against ₹600 crores in 9MFY21

Return of equity (ROE) was at 12.5% for 9MFY22 as against 13.7% for 9MFY21. If we exclude investments in subsidiaries and group companies, core ROE was at 16.2% for 9MFY22 as against 19.2% for 9MFY21

# PROFIT & LOSS STATEMENT

₹ in Crore

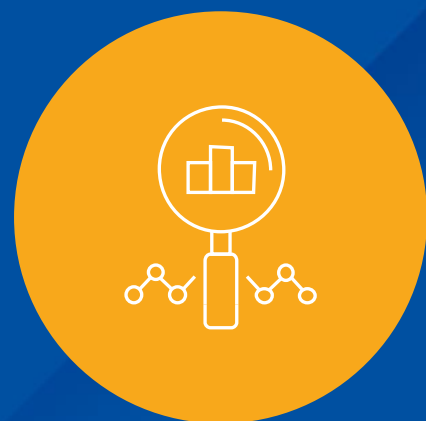
FY21	Particulars	Q3FY21	Q3FY22	Q2FY22	9MFY21	9MFY22
3,917.00	Revenue From Operations*	1,034.49	947.14	1,011.76	2,959.67	2,900.25
60.46	Other Income	2.50	2.94	3.35	10.24	11.78
<b>3,977.46</b>	<b>Total Revenue</b>	<b>1,036.99</b>	<b>950.08</b>	<b>1,015.11</b>	<b>2,969.91</b>	<b>2,912.03</b>
2,030.73	Finance cost	507.13	417.28	413.41	1,546.01	1,289.22
574.37	Operating expenses	139.98	168.98	157.97	420.39	476.93
316.06	Impairment	69.69	96.42	165.27	210.53	346.89
<b>2,921.16</b>	<b>Total Expenses</b>	<b>716.80</b>	<b>682.68</b>	<b>736.65</b>	<b>2,176.93</b>	<b>2,113.04</b>
1,056.30	Profit Before Tax	320.19	267.40	278.46	792.98	798.99
<b>809.05</b>	<b>Profit After Tax</b>	<b>242.22</b>	<b>202.38</b>	<b>210.65</b>	<b>599.85</b>	<b>604.61</b>

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

# BALANCE SHEET

₹ in Crore

31-Mar-21	Particulars	31-Dec-20	30-Sep-21	31-Dec-21
	<b>Equity and Liabilities</b>			
28,724.24	Financial Liabilities	30,154.87	27,331.10	27,561.03
48.77	Non-Financial Liabilities	51.63	61.59	63.40
6,179.45	Equity	6,104.36	6,506.67	6,709.46
<b>34,952.46</b>	<b>Total – Equity and Liabilities</b>	<b>36,310.86</b>	<b>33,899.36</b>	<b>34,333.89</b>
	<b>Assets</b>			
34,182.51	Financial Assets	35,608.83	33,086.75	33,475.75
769.95	Non-Financial Assets	702.03	812.61	858.14
<b>34,952.46</b>	<b>Total – Assets</b>	<b>36,310.86</b>	<b>33,899.36</b>	<b>34,333.89</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
Dec-21	111.10	6,709	9,524	34,106	604.61	&100	25,415

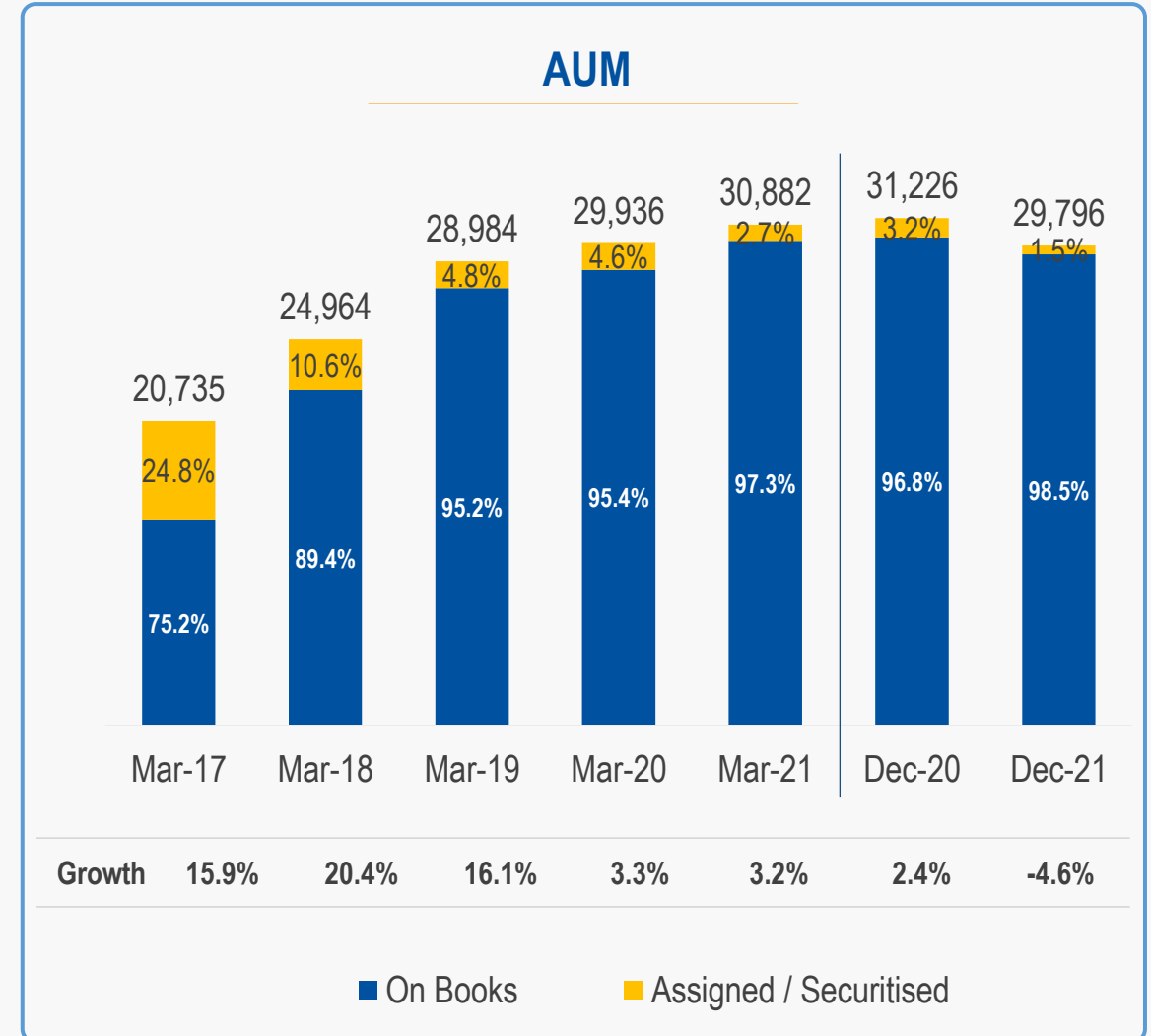
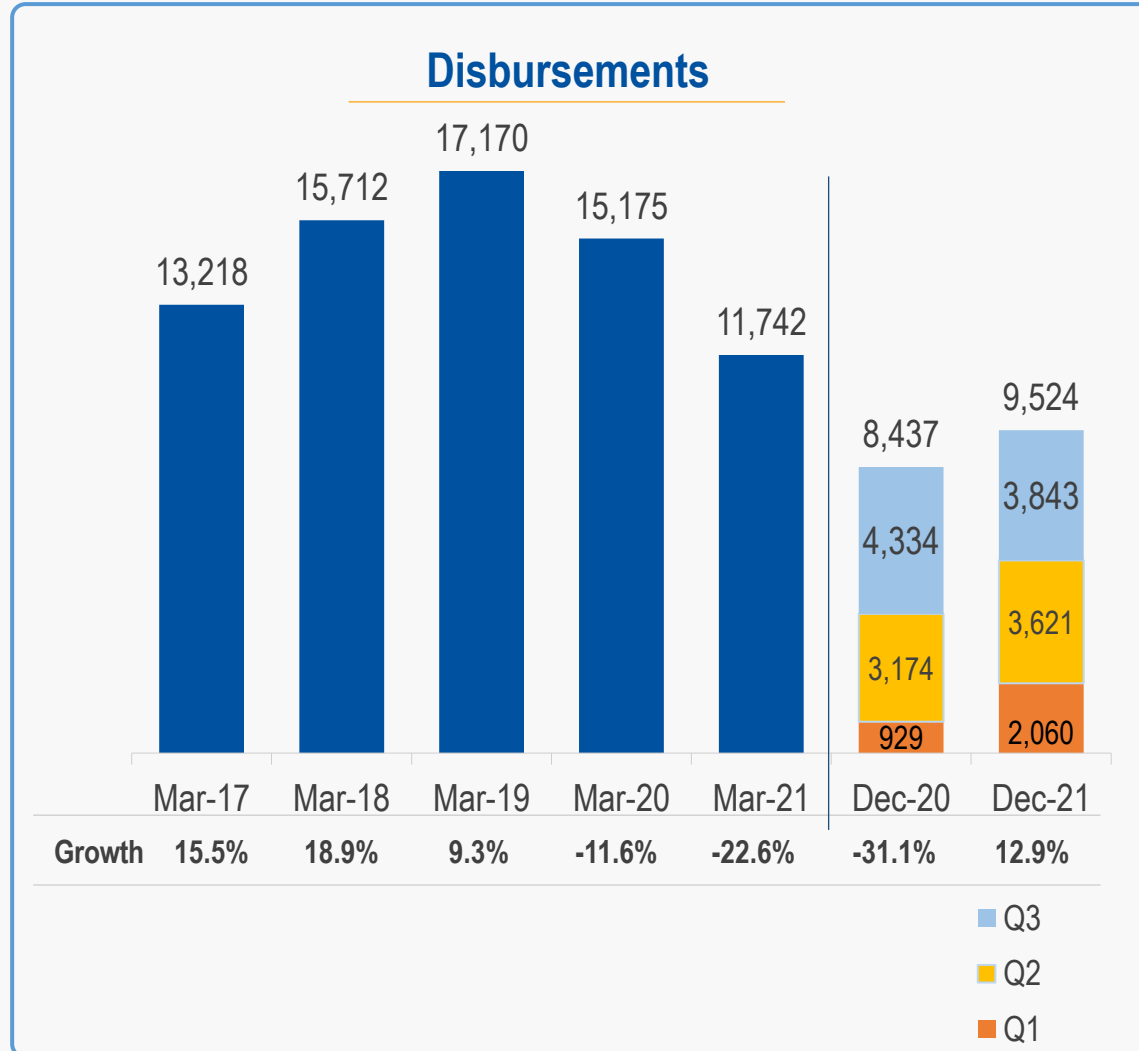
\* Increase in Capital by way of 1:1 bonus issue, \*\* Adjusted for demerger ₹460.57 Cr, # Includes special dividend of 50%.

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

& Interim Dividend

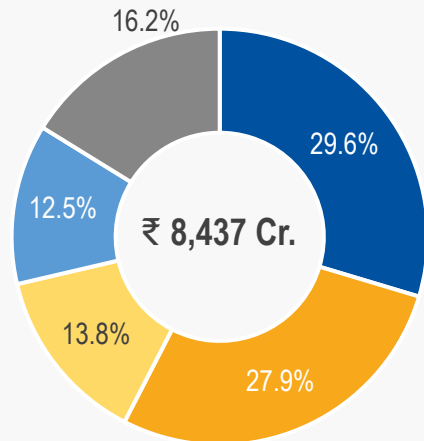
# DISBURSEMENTS AND AUM

₹ in Crore



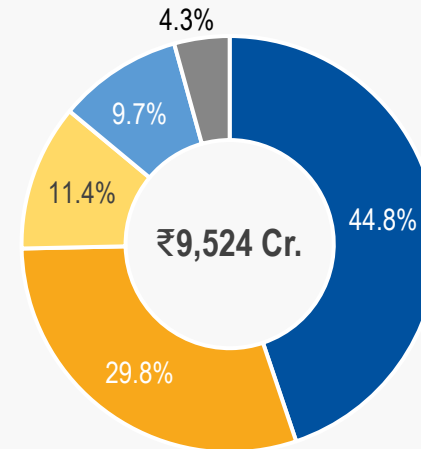


**Dec-20**



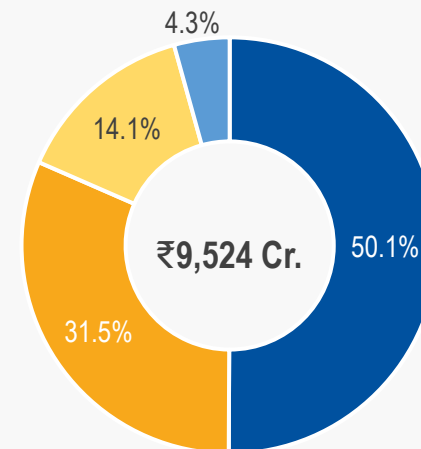
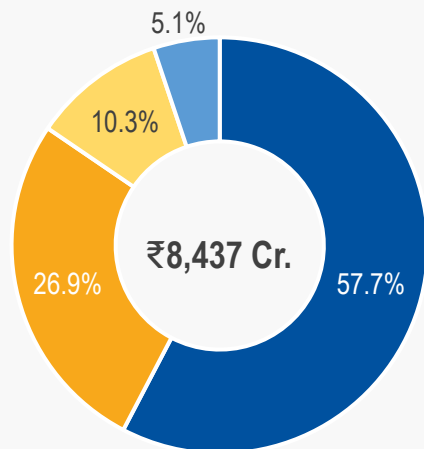
Used Vehicles – 14.7%

**Dec-21**



Used Vehicles – 19.3%

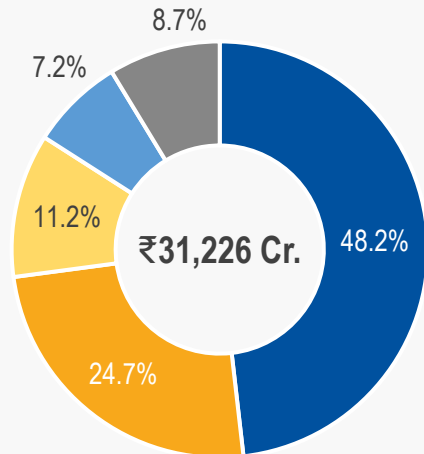
- CVs
- Cars
- Construction Equipment
- Tractors
- Others



- South
- North
- West
- East

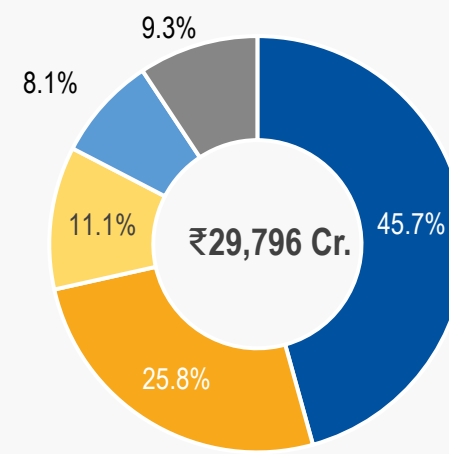


**Dec-20**



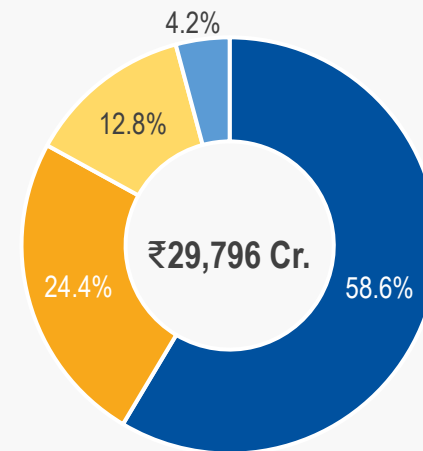
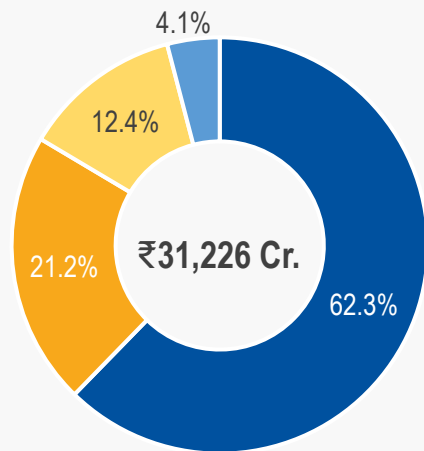
**Used Vehicles – 15.3%**

**Dec-21**



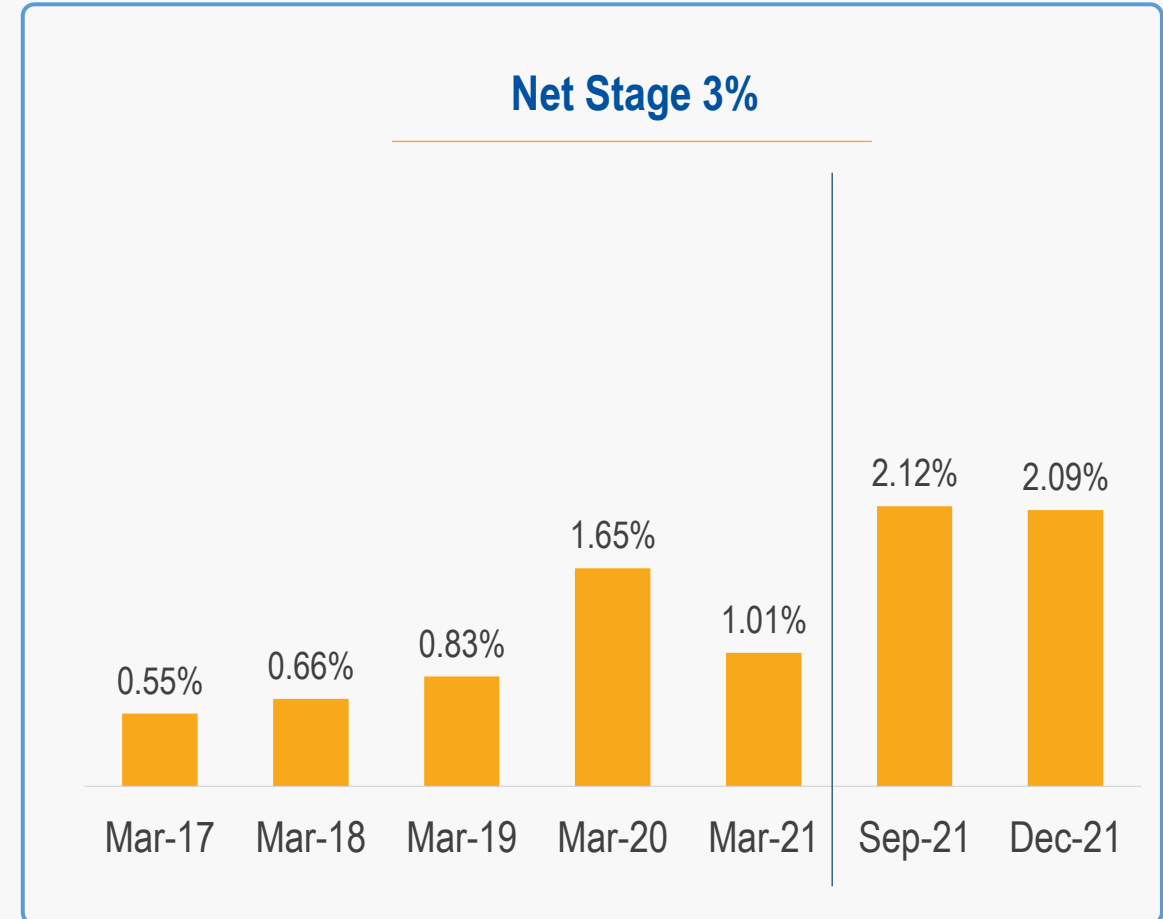
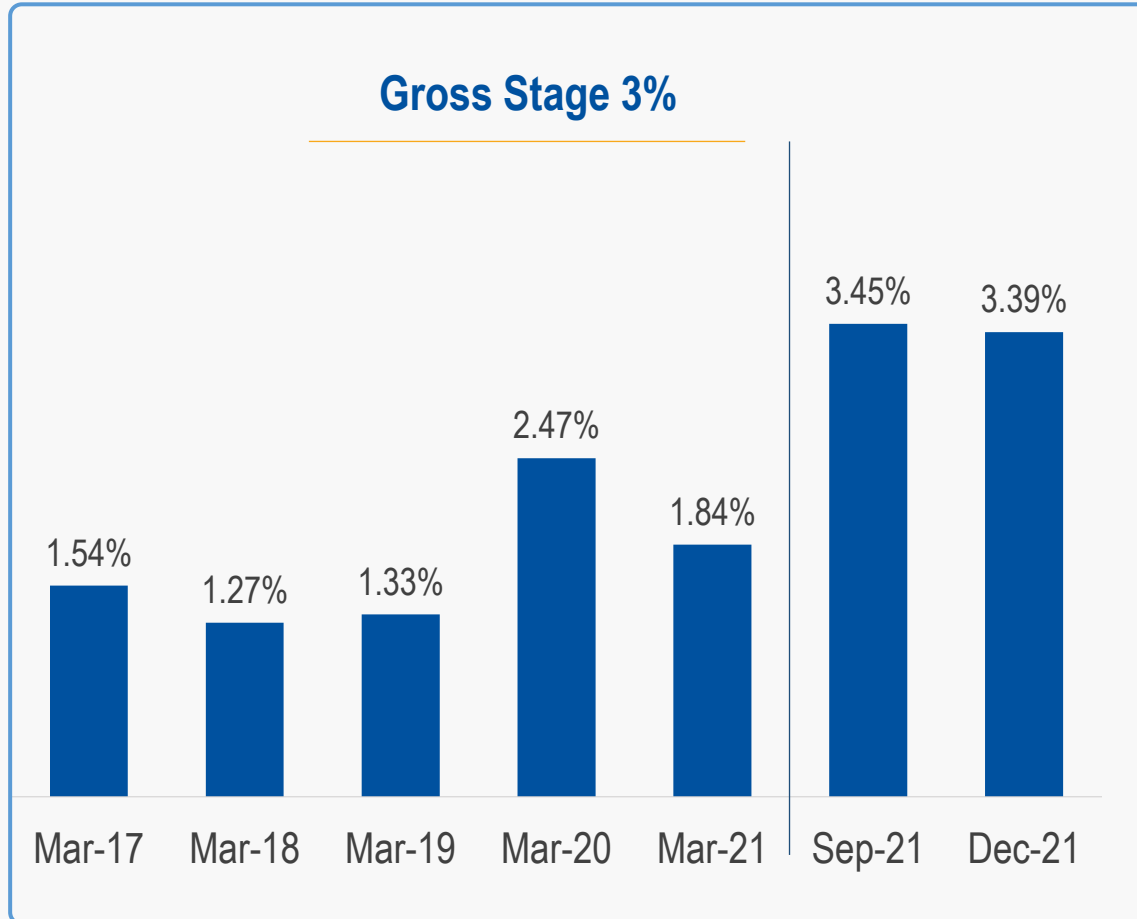
**Used Vehicles – 14.9%**

- CVs
- Cars
- Construction Equipment
- Tractors
- Others



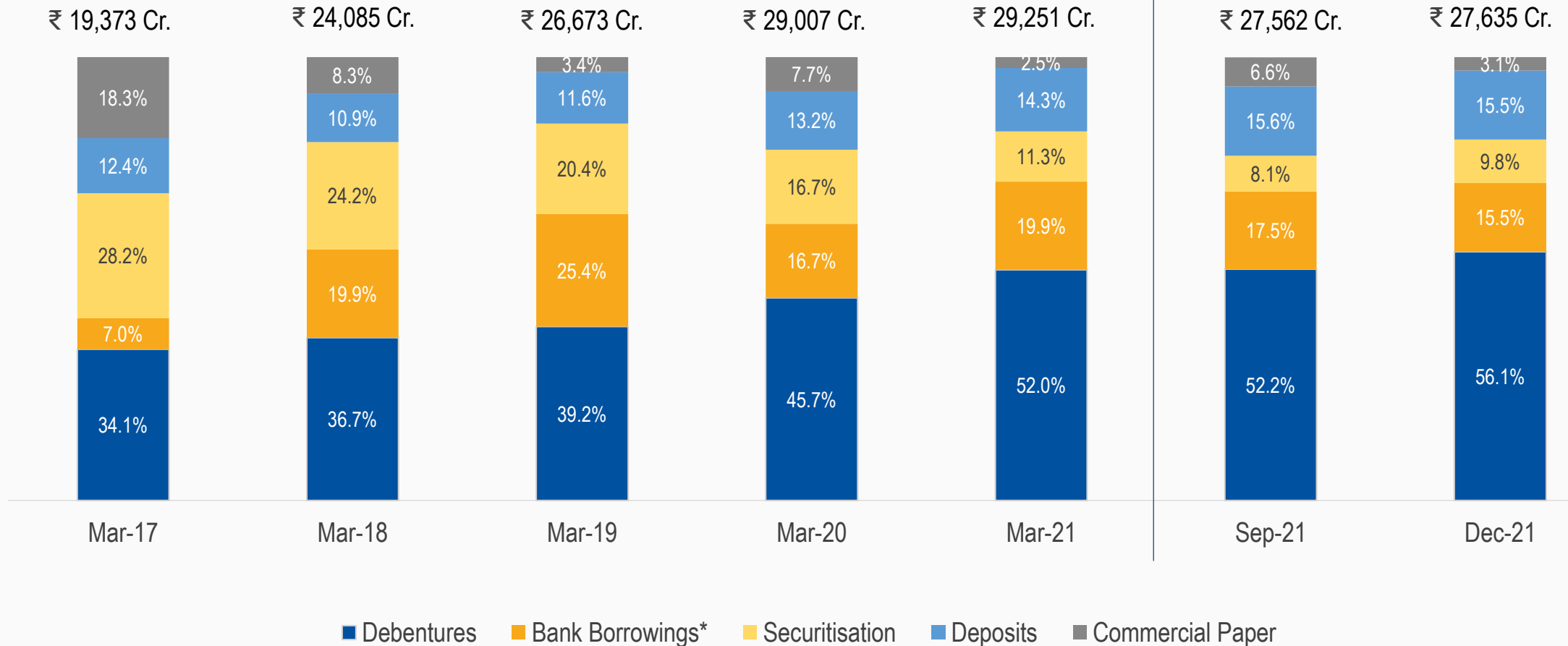
- South
- North
- West
- East





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

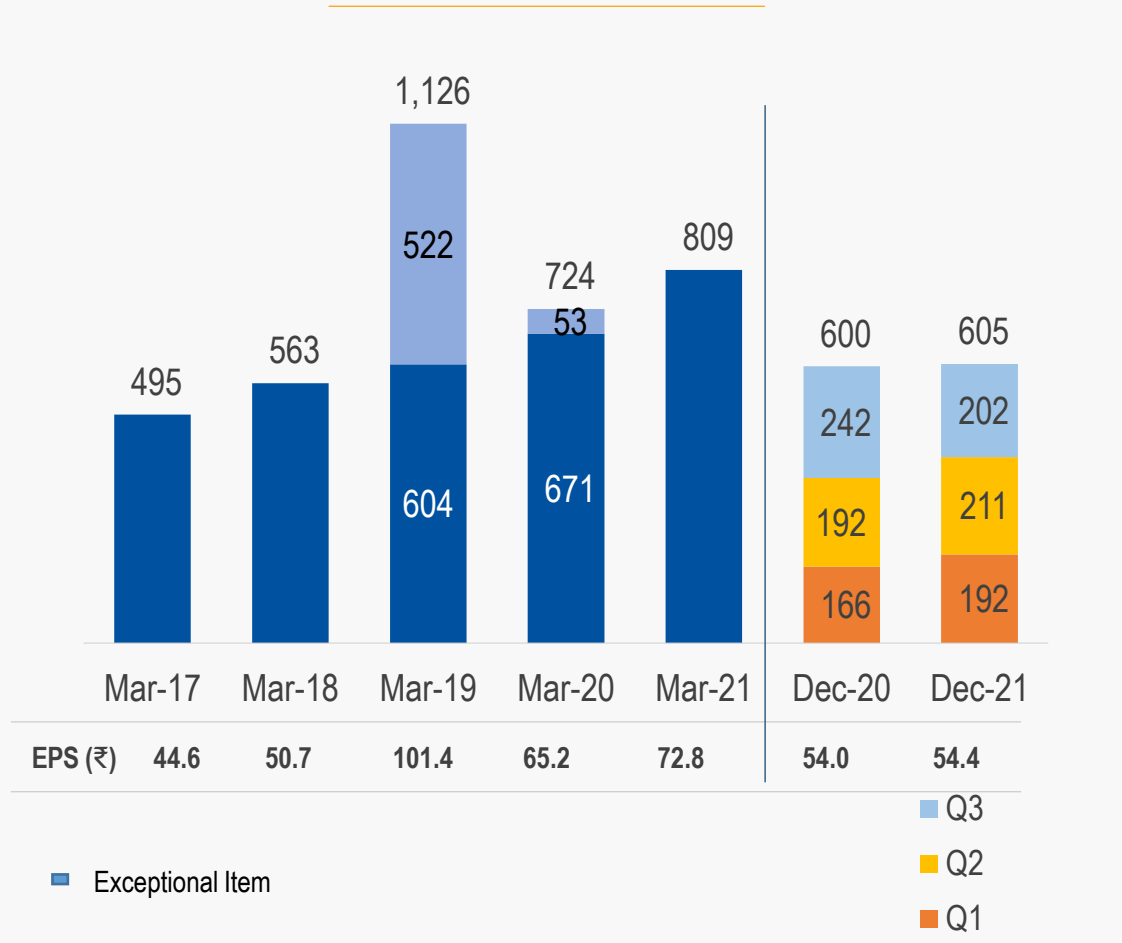
# FUNDING MIX



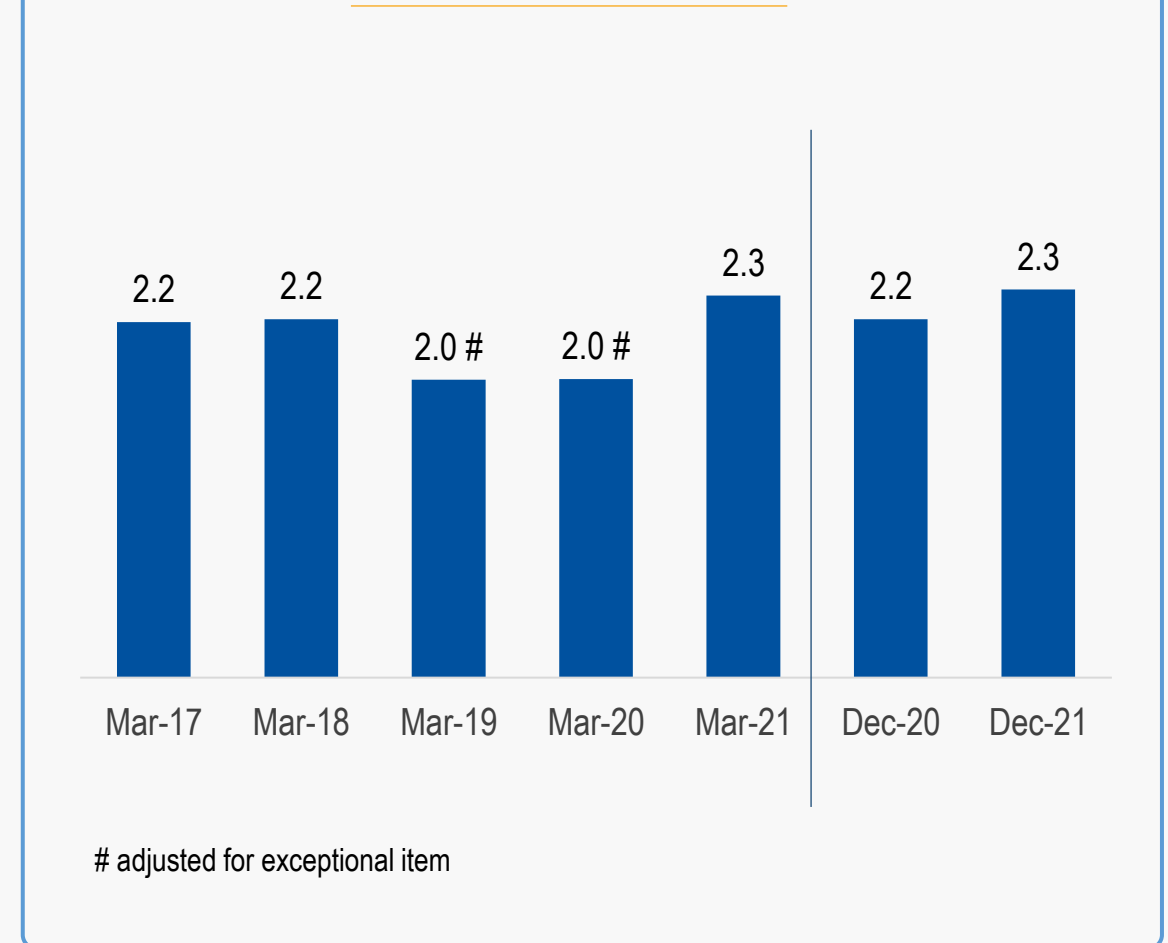
\* Includes a) Term loans b) Commercial Papers and demand loans availed against the sanctioned limits.

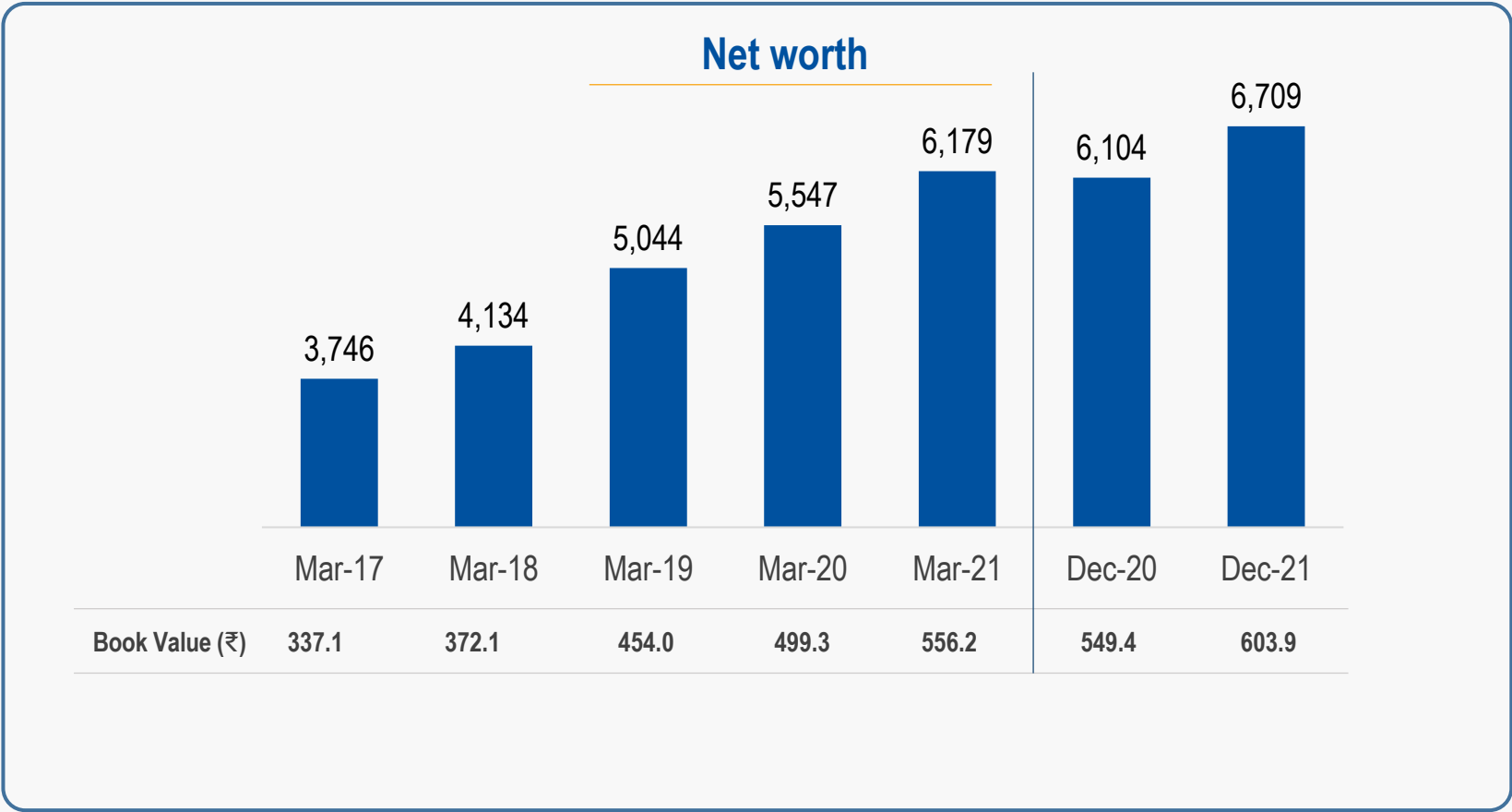
₹ in Crore

## Profit after Tax

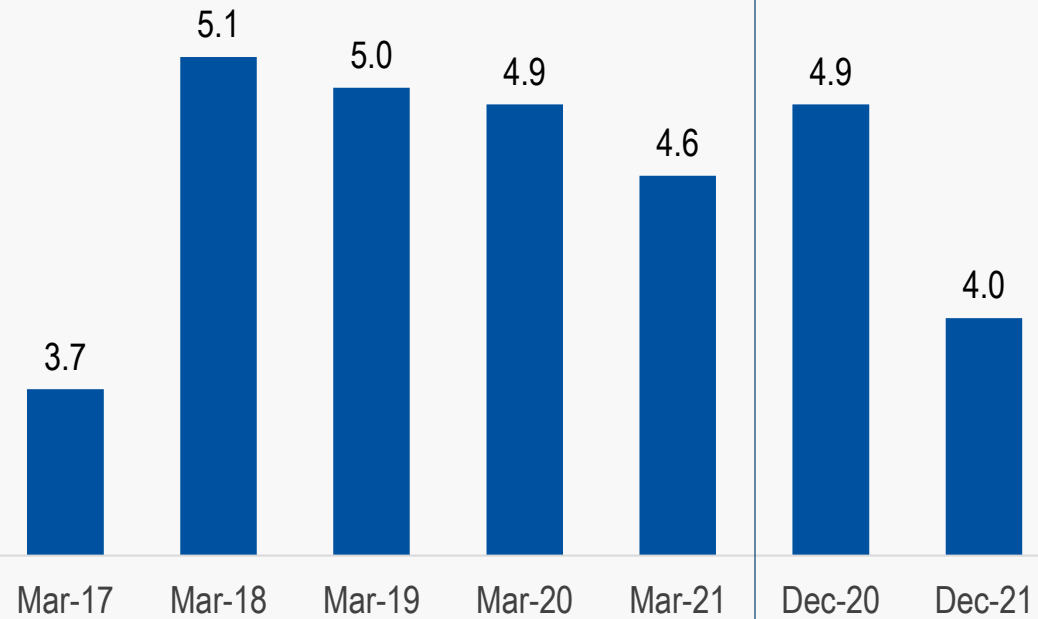


## Return on Assets - %

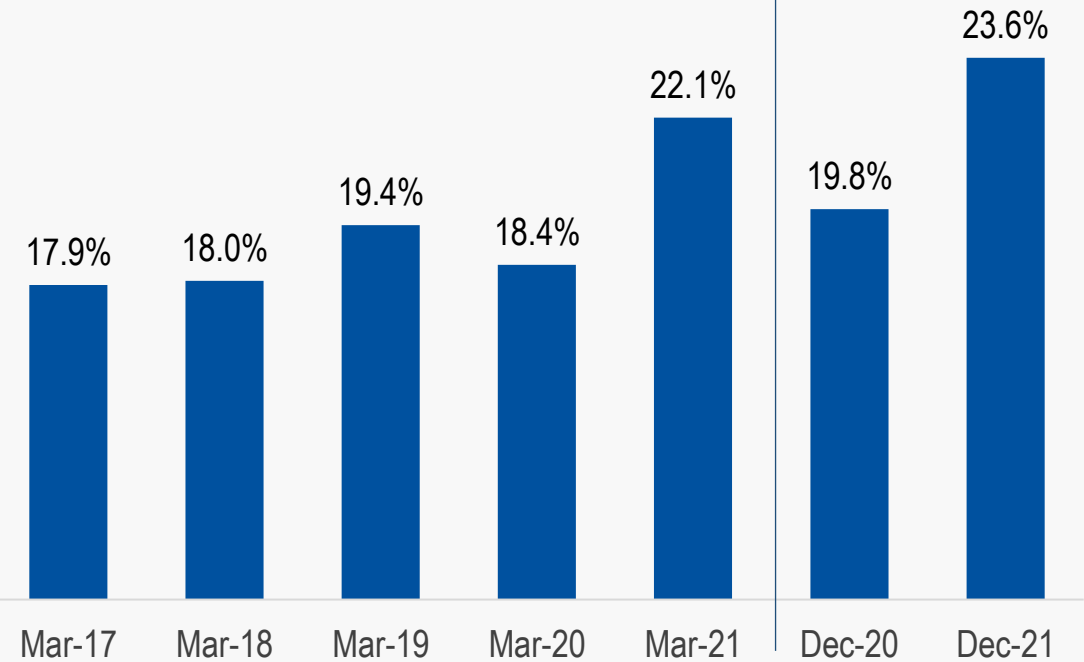




## Leverage



## Capital adequacy





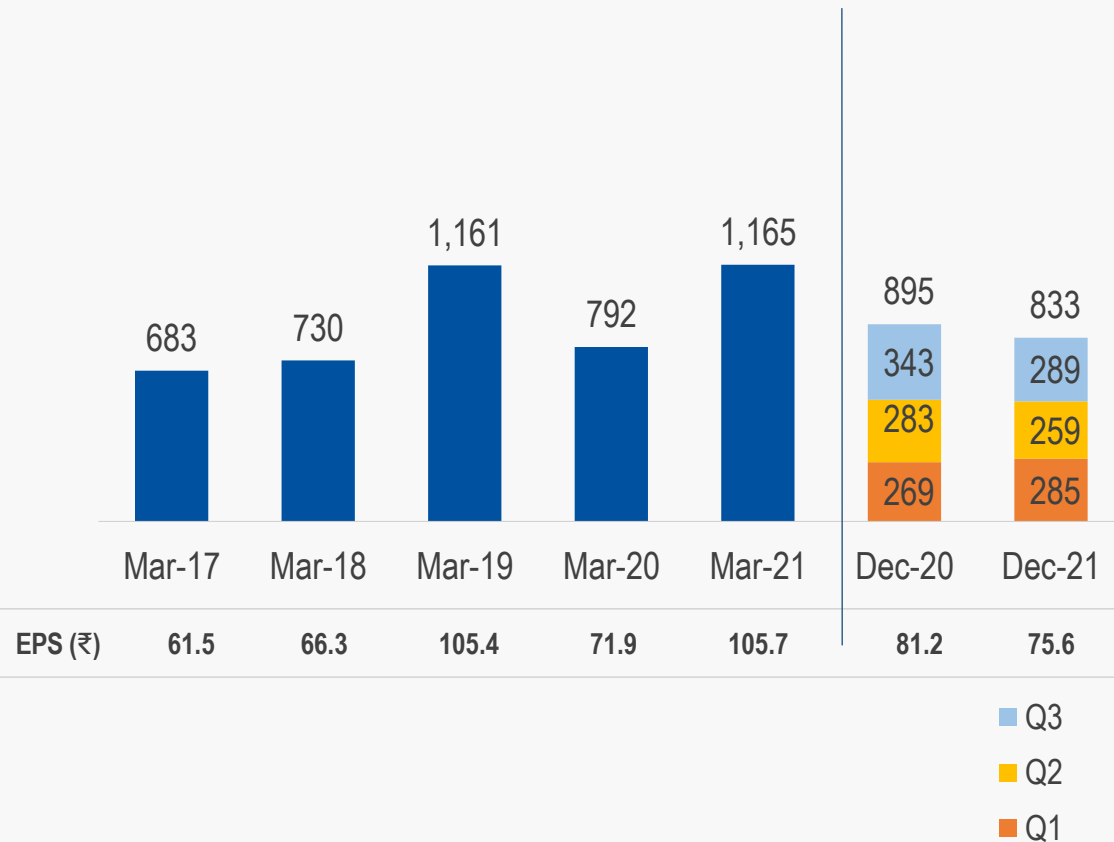
04

# Consolidated results

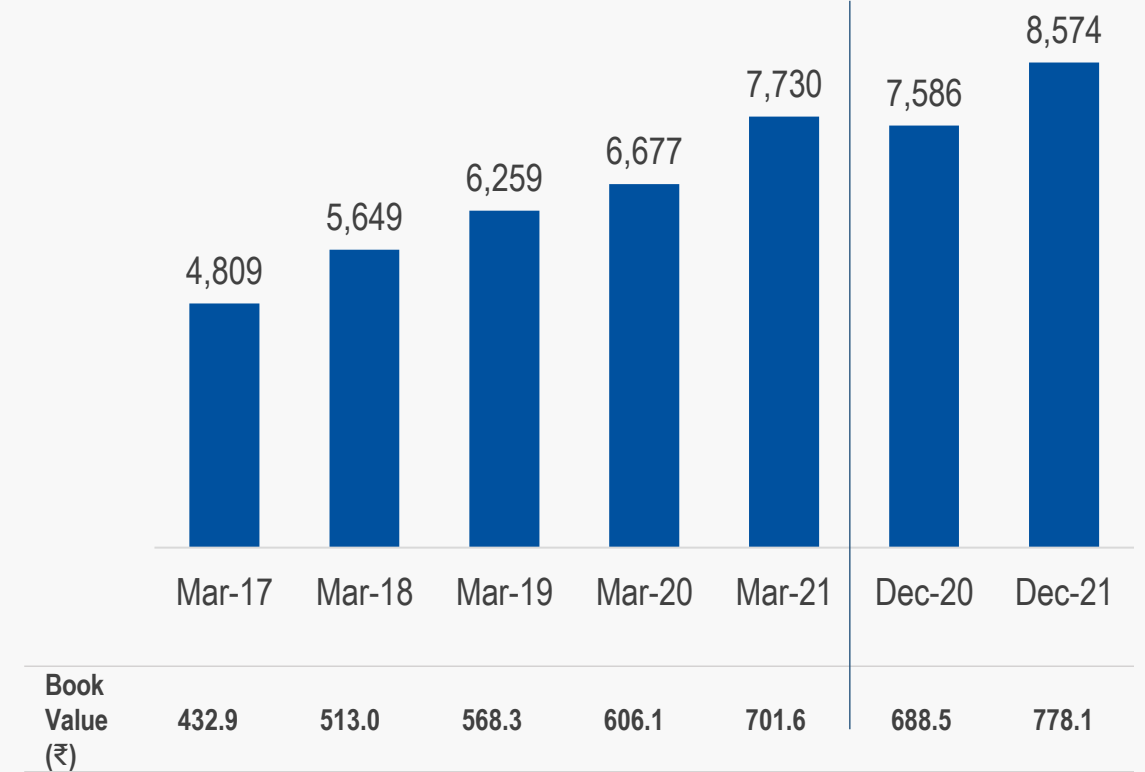
# CONSOLIDATED RESULTS

₹ in Crore

## Profit after Tax



## Net Worth



# CONSOLIDATED RESULTS

₹ in Crore

Particulars	Share of Net Worth		Share in Profit	
	31-Dec-20	31-Dec-21	9MFY21	9MFY22
Sundaram Finance Ltd.	6,104.36	6,709.46	599.85	604.61
<b>Subsidiaries:</b>				
Sundaram Finance Holdings Ltd. (Consolidated)	408.15	687.11	8.01	19.32
Sundaram Asset Management Company Ltd. (Consolidated)	230.90	362.21	32.41	72.91
Sundaram Home Finance Ltd.	1,537.74	1,617.50	155.04	114.64
Sundaram Fund Services Ltd.	37.66	38.42	0.93	1.58
Sundaram Trustee Company Ltd.	1.71	2.33	0.53	0.69
LGF Services Ltd.	3.53	3.48	0.07	0.03
Sundaram Finance Employees Welfare Trust	16.29	17.64	0.13	0.69
<b>Joint Control Entities</b>				
Royal Sundaram General Insurance Co. Ltd.	753.32	794.45	144.31	94.52
Adjustment arising out of Consolidation	(1,507.34)	(1,658.76)	(46.70)	(75.63)
<b>Total</b>	<b>7,586.32</b>	<b>8,573.84</b>	<b>894.58</b>	<b>833.36</b>



31-Mar-21	Particulars	31-Dec-20	31-Dec-21
1,254	Disbursements (₹ in Crore)	795	1,517
76.1%	Housing	79.6%	69.7%
23.9%	Non-Housing	20.4%	30.3%
9,173	AUM (₹ in Crore)	9,373	9,253
70.0%	Housing	69.7%	70.3%
30.0%	Non-Housing	30.3%	29.7%
192	PAT (₹ in Crore)*	155	115
18.93	EPS (₹) (annualized)	20.42	15.10
1,559	Net worth (₹ in Crore)	1,538	1,617
153.94	Book Value (₹)	151.87	159.75
4.48%	Stage III assets %	4.69%	5.06%
1.09%	Stage III assets % (net of ECL)	1.32%	3.12%
24.9%	CAR – As per Regulation	23.6%	26.6%
108	Branches	108	105
784	Employees	805	807
40,131	Customers	40,538	39,906

\* 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	31-Dec-20	31-Dec-21
2,883	Gross Written Premium (₹ in Crores)	2,081	2,147
313	PAT (₹ in Crores)	289	189
26	Other Comprehensive Income (Net of Taxes)	128	(29)
339	Total Comprehensive Income	417	160
1,429	Net worth (₹ in Crores)	1,507	1,589
110%	Combined Operating Ratio	107.3%	117.5%
2,323	Employees	2,389	2,362

31-Mar-21	Particulars	31-Dec-20	31-Dec-21
41,196	AUM (₹ in Crores)	39,803	46,355
31,709	Equity (₹ in Crores)	30,691	37,679
9,487	Debt (₹ in Crores)	9,112	8,676
55	PAT (₹ in Crores)	31	73
254	Net worth (₹ in Crores)	230	362
359	Employees	372	343
10,24,674	Retail Investors	10,54,488	10,38,211
85	Branches	85	85

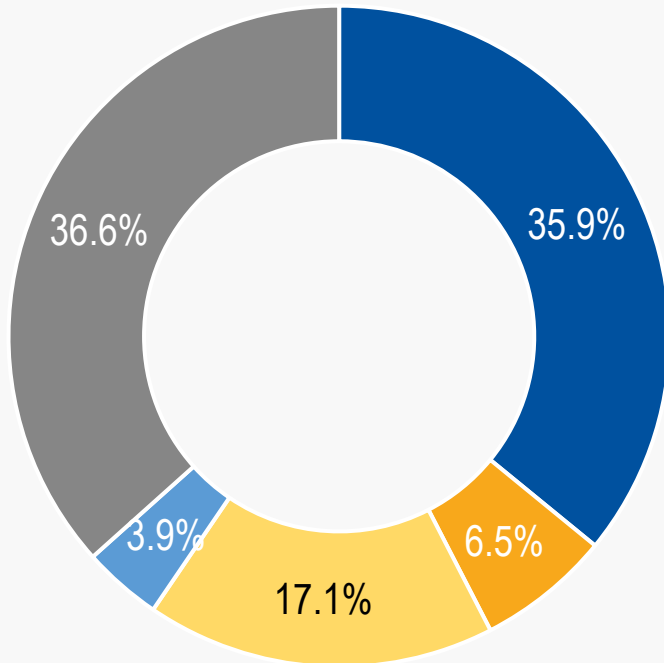


05

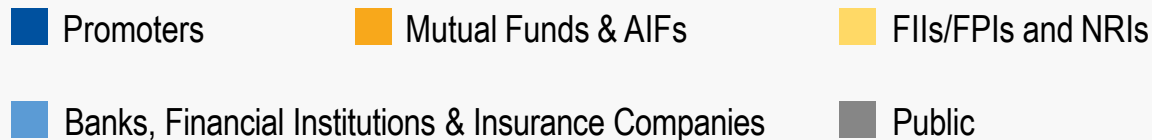
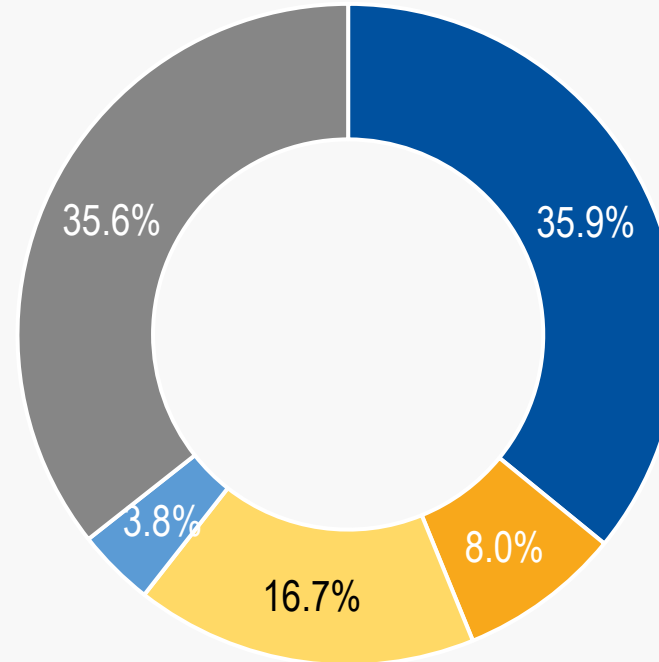
# More about Sundaram Finance

# SHAREHOLDING PATTERN

**31-Dec-20**

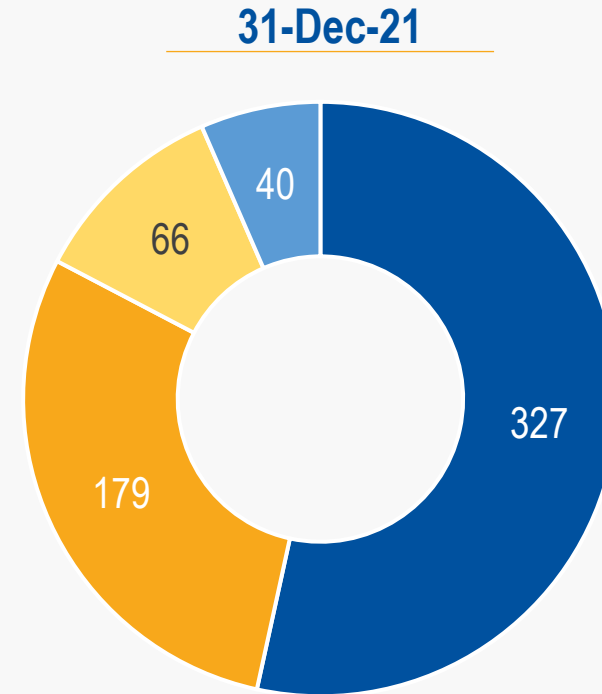
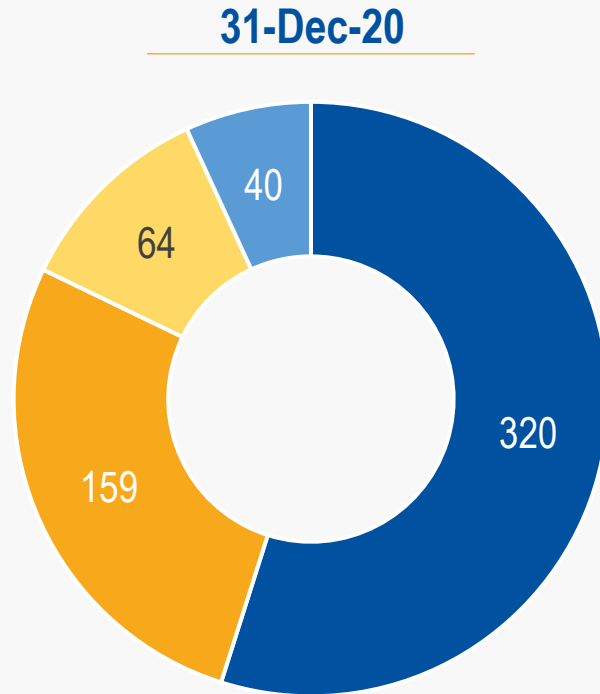


**31-Dec-21**



## Top institutional shareholders As of 31<sup>st</sup> December 2021

Name of Shareholder	Share %
Axis Mutual Fund Trustee Limited	4.62
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	1.91
United India Insurance Company Limited	1.41
Pari Washington India Master Fund, Ltd.	1.09
Kotak Emerging Equity Scheme	0.97
Damani Estate and Finance Pvt Ltd.	0.93
Sundaram Finance Employees Welfare Trust	0.82



No. of Branches: **583**



No. of Employees: **4,189**



No. of Branches: **612**



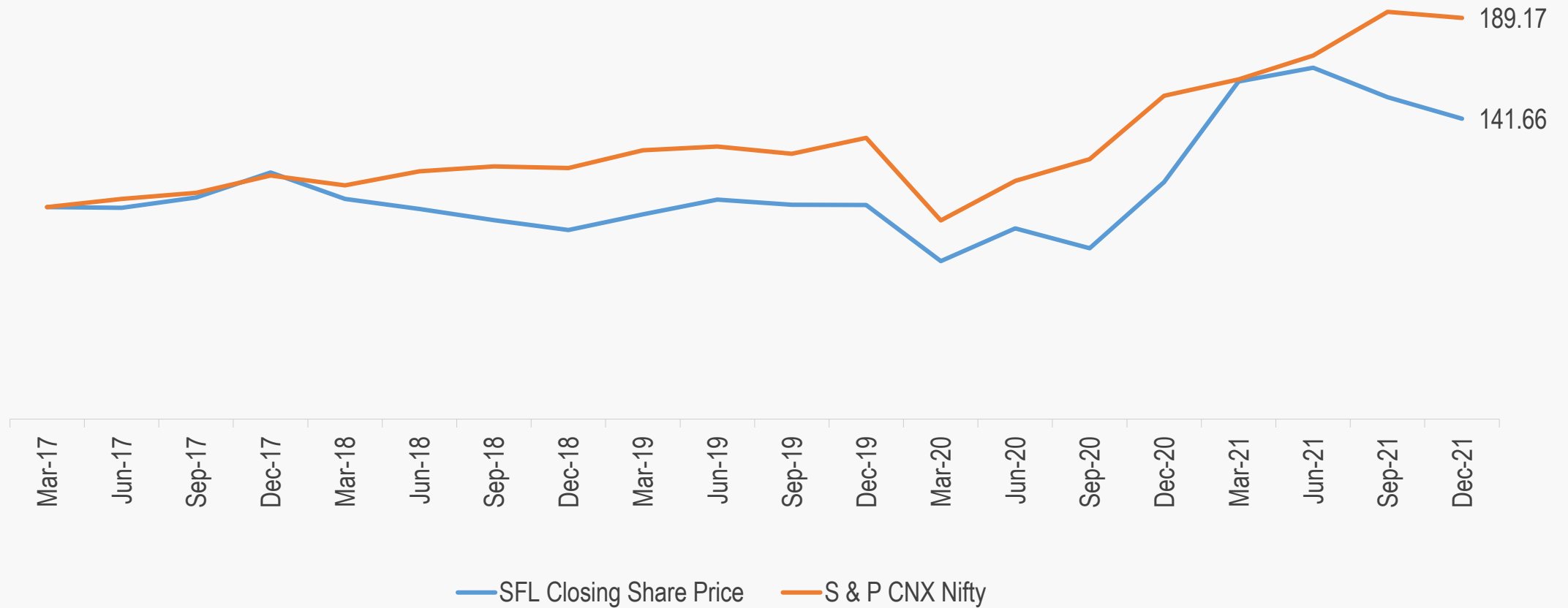
No. of Employees: **4,228**

■ 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 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 over **39 years** as a practicing Chartered Accountant.

 FCA

\* Resigned after the completion of the Board Meeting held on 7<sup>th</sup> February 2022

## 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 more than **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.*

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