



Service



Discipline



Prudence



Fair play



Honesty

# PERFORMANCE HIGHLIGHTS 2015-16



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



Integrity



Humility



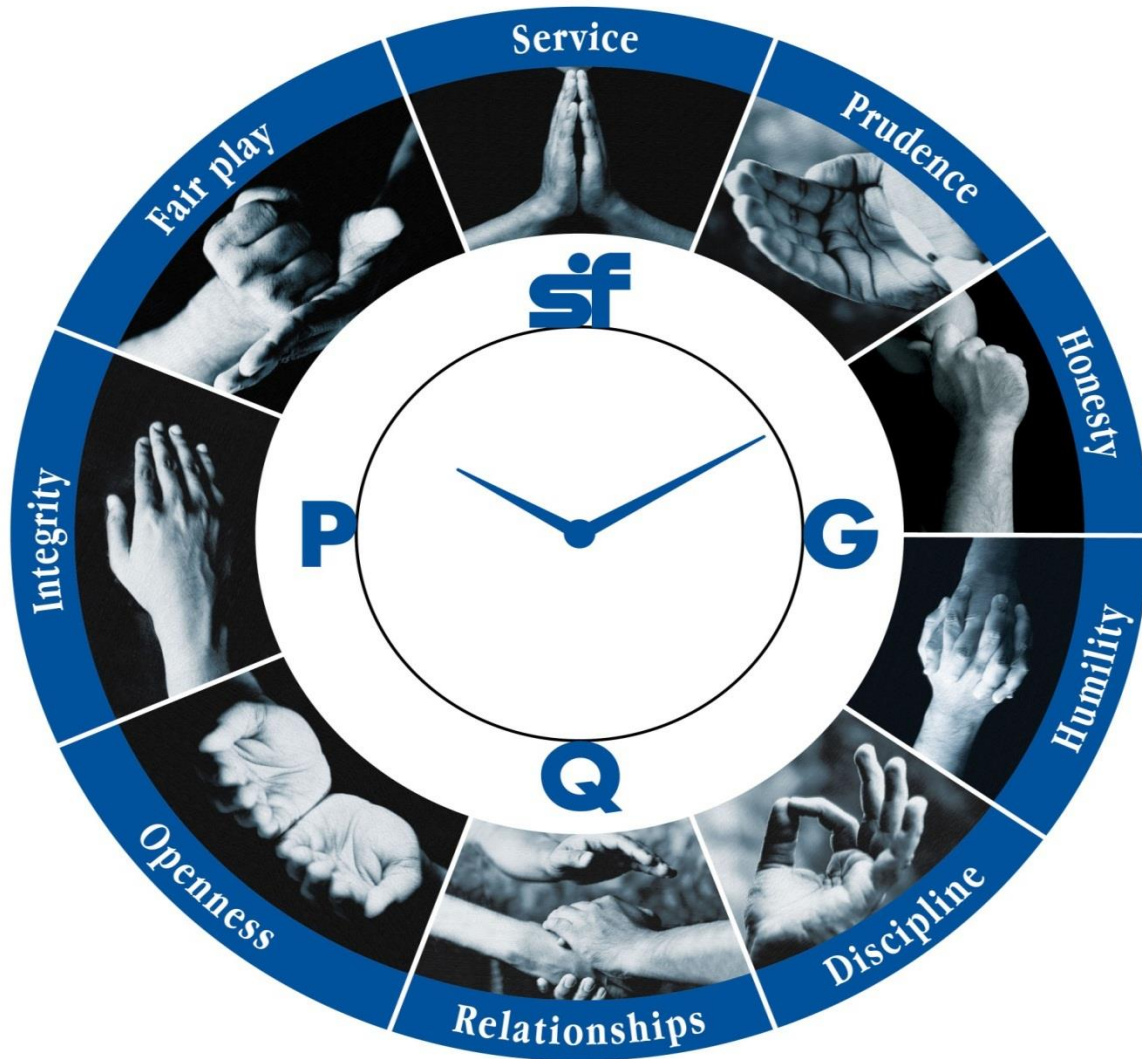
Openness



Relationships



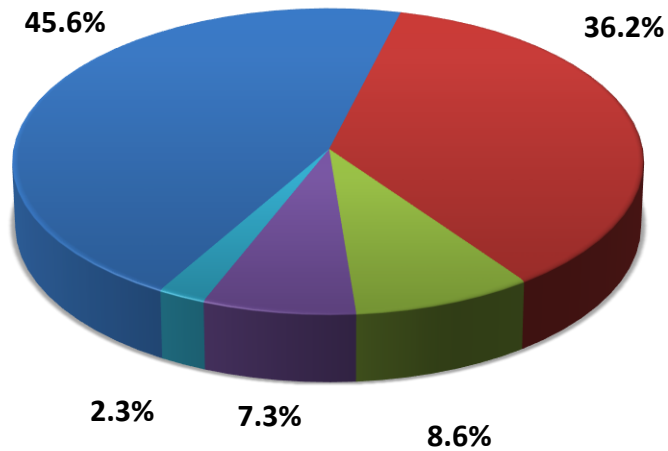
# Sundaram Ring of Excellence



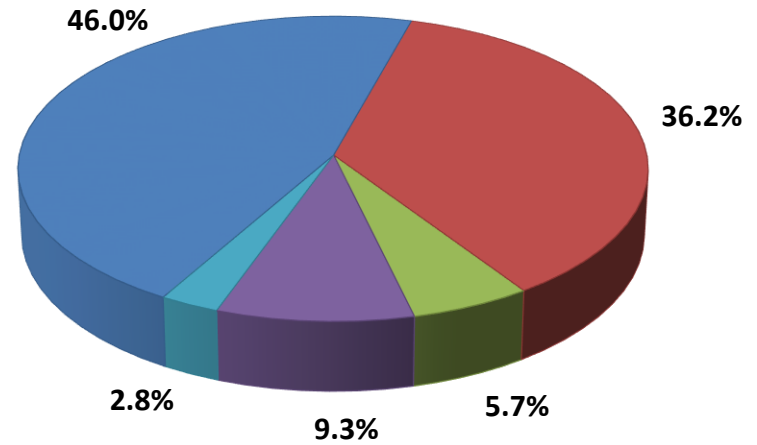
# Shareholding Pattern



Mar-16



Mar-15



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

# Highlights

- Disbursements grew by 14% to ₹ 11444 Cr.
- Asset under management grew by 10% and was at ₹ 17895 Cr.
- Net Profit up by 5% to ₹ 477 Cr.
- As a matter of prudence, for recognition of NPAs, the Company has adopted the 3 months norm, in advance, for the financial year ended 31st March 2016, as compared to 120 days norm followed in the previous financial year. This has resulted in an additional charge of ₹ 8.06 Cr. to the Profit before tax for the financial year. The Gross and Net NPA were at 2.08% and 0.92% respectively.
- Capital Adequacy Ratio was at 18.4%, Tier-I being 14.8%.
- Dividend for the year 110%, including 10% final dividend recommended by the board.
- Royal Sundaram General Insurance Co. Limited became a subsidiary company with effect from 29th July 2015.
- Mr. Harsha Viji Director (Strategy & Planning) has been elevated to the post of Deputy Managing Director.
- During the year, the company sold its entire holdings in BNP Paribas Sundaram Global Securities Operations Private Limited to the Joint Venture partner 'BNP Paribas Securities Services, Paris' for a consideration of ₹44.30 Cr.

# Financial Summary

₹ in Crore

Year	Paid-up Capital	Networth	Business	Receivables Under Management	PAT	Dividend %
2005-06	27.78	811	3459	5452	170.59	135
2006-07	27.78	878	4446	7327	100.47	105
2007-08	27.78	1043	5180	8925	212.54	150
2008-09	* 55.55	1153	4614	9204	150.73	65
2009-10	55.55	1316	5926	10219	226.75	100
2010-11	55.55	1530	7592	12354	295.23	140
2011-12	55.55	1789	9433	15540	355.45	155
2012-13	* 111.10	2087	9991	17645	410.11	90
2013-14	111.10	2405	9719	18158	442.51	100
2014-15	111.10	2978	10012	18734	454.14	105
2015-16	111.10	3313	11444	20699	477.28	110

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



₹ in Crore

# Profit & Loss Statement

Particulars	2015-16	2014-15	2013-14	2012-13
Revenue from Operations	2252.84	2186.57	2145.91	2000.72
Other income	162.58	114.41	98.43	68.76
<b>Total Revenue</b>	<b>2415.42</b>	<b>2300.98</b>	<b>2244.34</b>	<b>2069.48</b>
Finance Costs	1217.74	1167.57	1163.74	1082.15
Operating Expenses	433.39	385.51	360.26	321.82
Provisions and Write Off	79.74	92.19	71.82	69.44
Provision against Standard Assets	1.32	4.51	1.89	3.46
Profit Before Tax	683.23	651.20	646.63	592.61
<b>Profit After Tax</b>	<b>477.28</b>	<b>454.14</b>	<b>442.51</b>	<b>410.11</b>

Revenue from Operations is net of depreciation on Operating lease.

Other income for 2015-16 includes ₹ 40.65 Cr. on sale of equity shares in BNP Paribas Sundaram Global Securities Operations Private Limited, a Joint Venture company (For 2014-15 ₹ 26.09 Cr. on sale of equity shares in Credit Information Bureau (India) Limited).

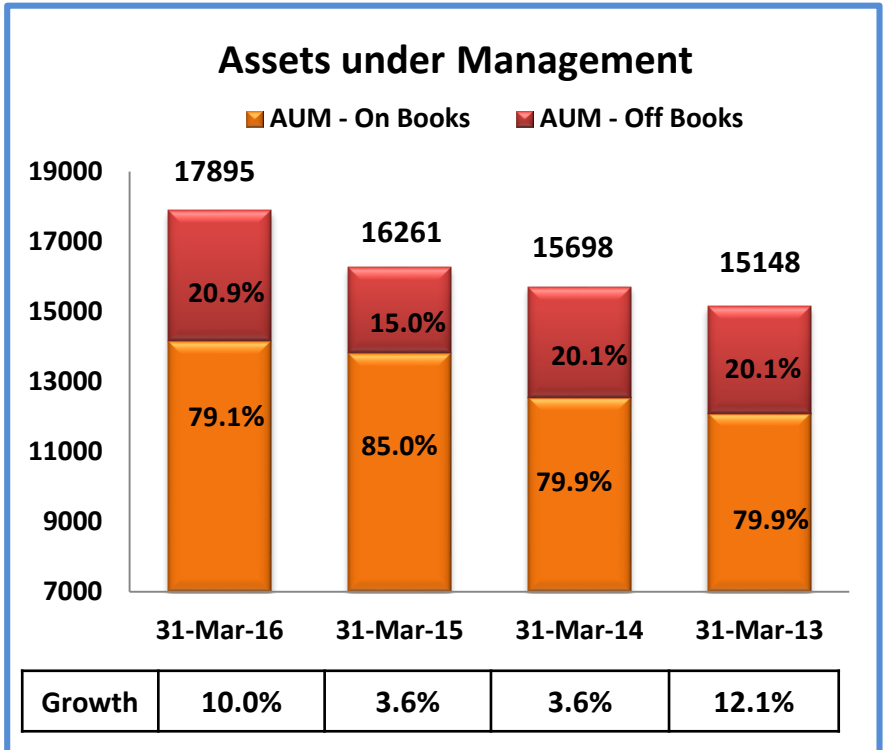
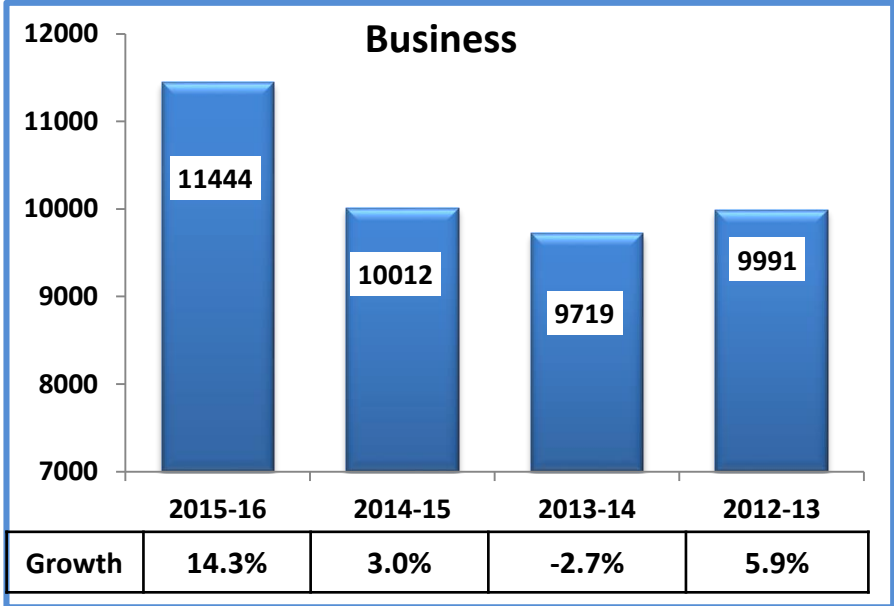
# Balance Sheet

₹ in Crore

Particulars	31-Mar-16	31-Mar-15	31-Mar-14	31-Mar-13
<b>EQUITY &amp; LIABILITIES</b>				
Share Holders Funds	3312.63	2978.05	2404.91	2086.71
Non-current liabilities	5109.94	6795.04	5801.64	5243.12
Current liabilities	8969.99	6988.10	7207.69	7307.76
<b>Total - EQUITY &amp; LIABILITIES</b>	<b>17392.56</b>	<b>16761.19</b>	<b>15414.24</b>	<b>14637.59</b>
<b>ASSETS</b>				
Non-current assets	9822.75	8703.55	7909.31	7551.40
Current assets	7569.81	8057.64	7504.93	7086.19
<b>Total - ASSETS</b>	<b>17392.56</b>	<b>16761.19</b>	<b>15414.24</b>	<b>14637.59</b>

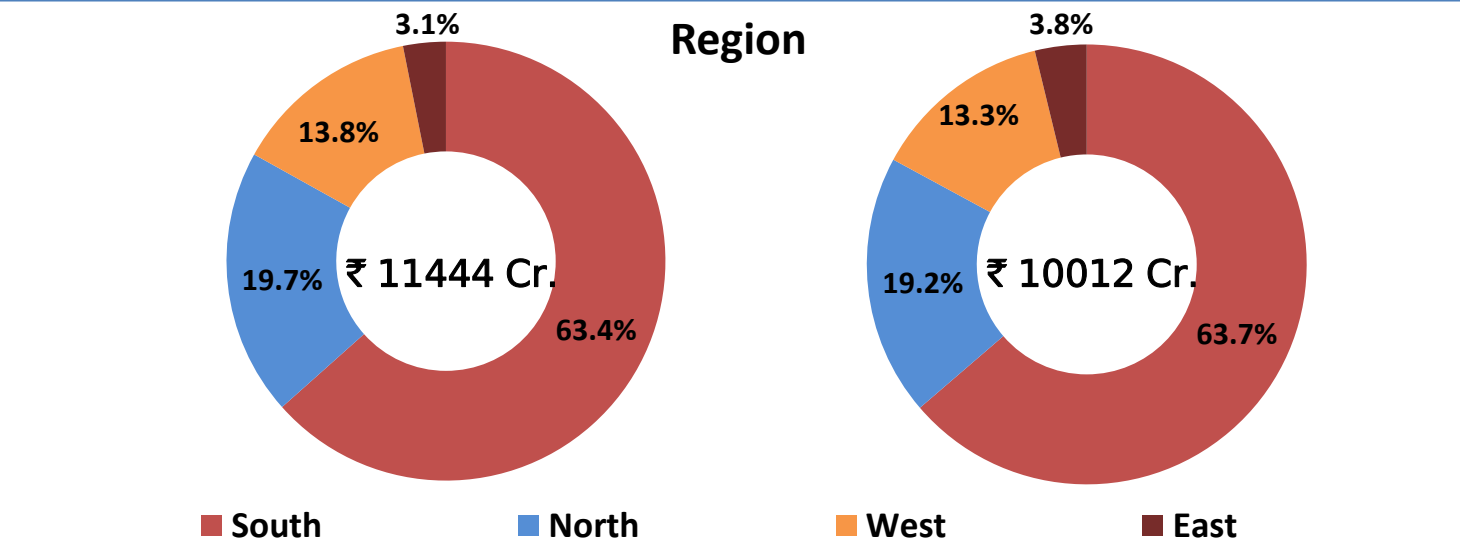
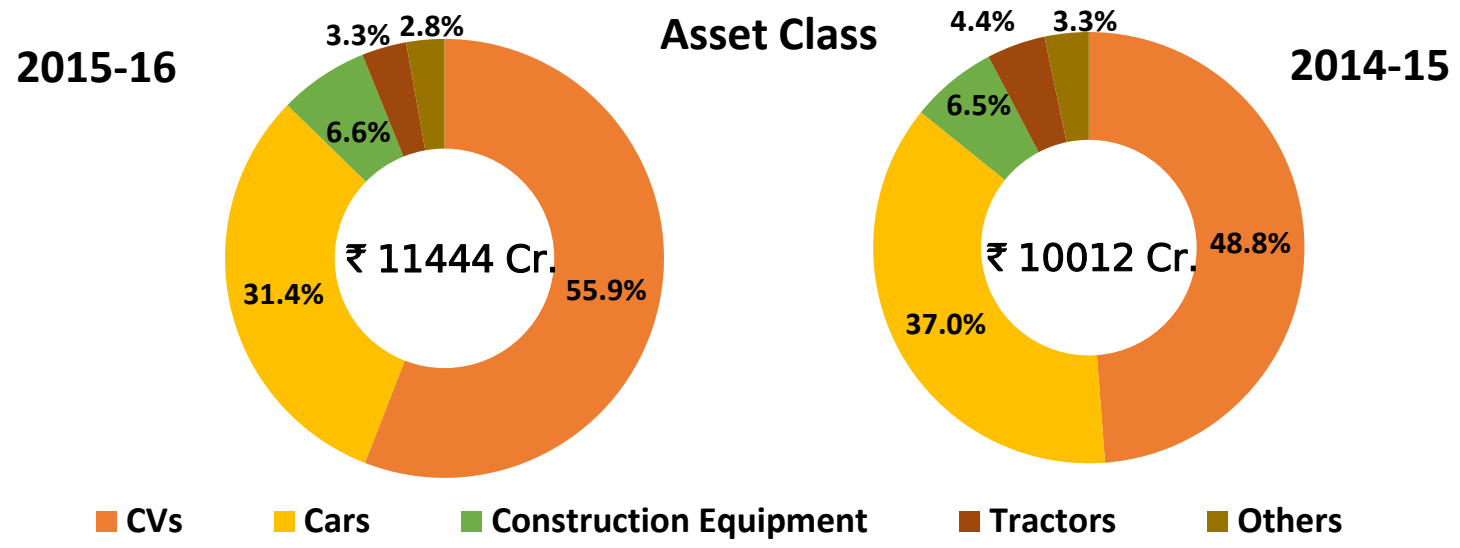


# Business and AUM ₹ in Crore

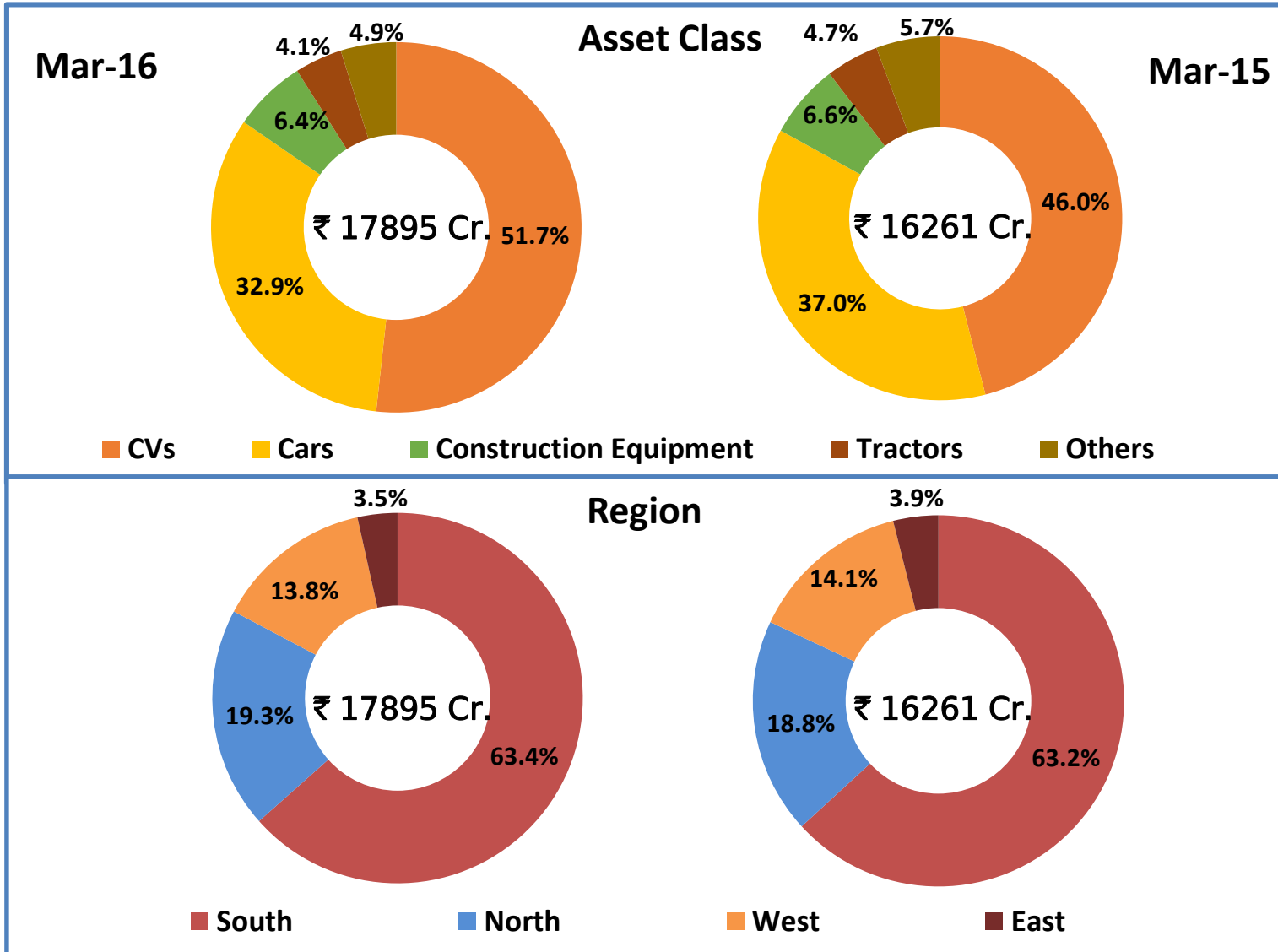




# Business



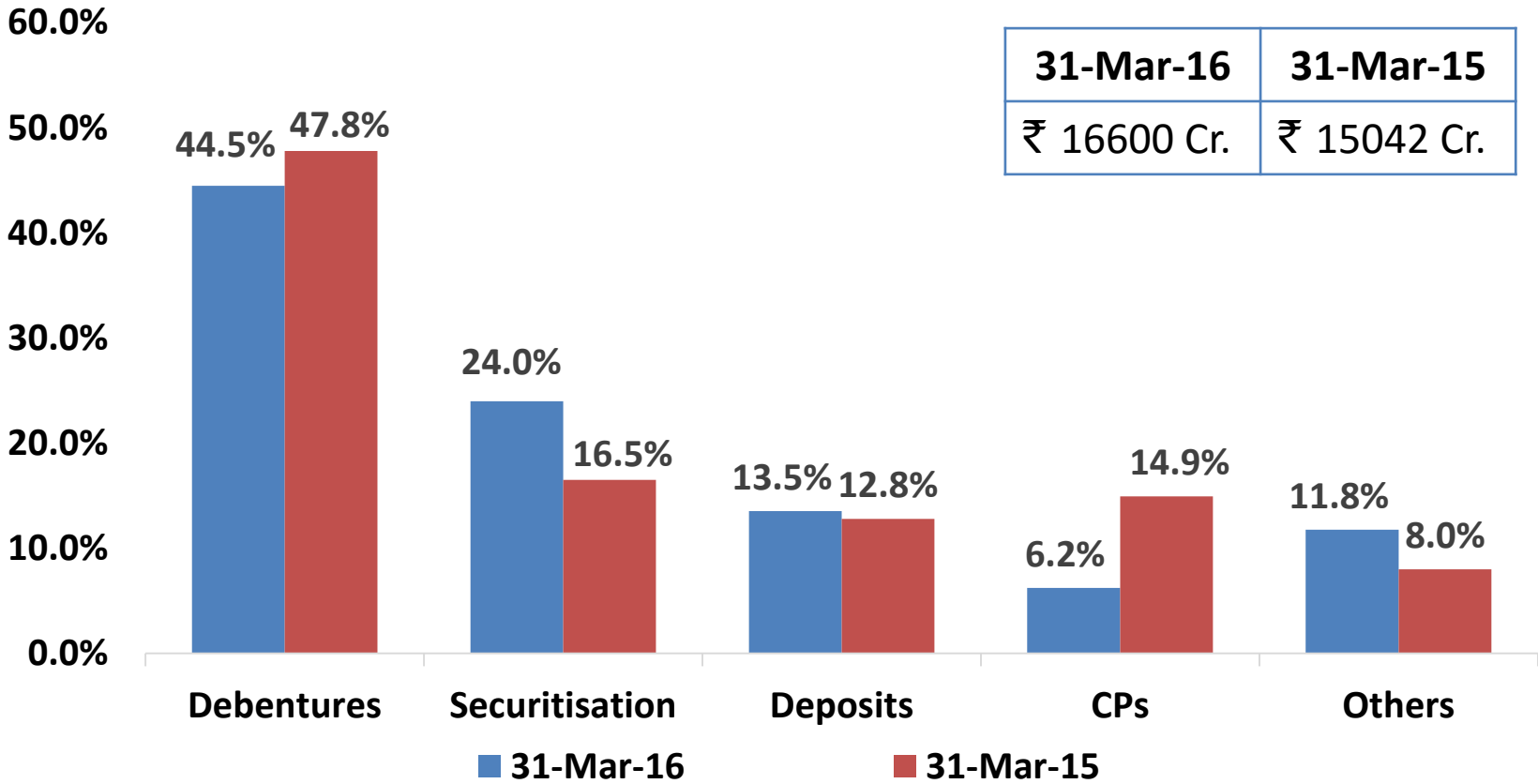
# AUM





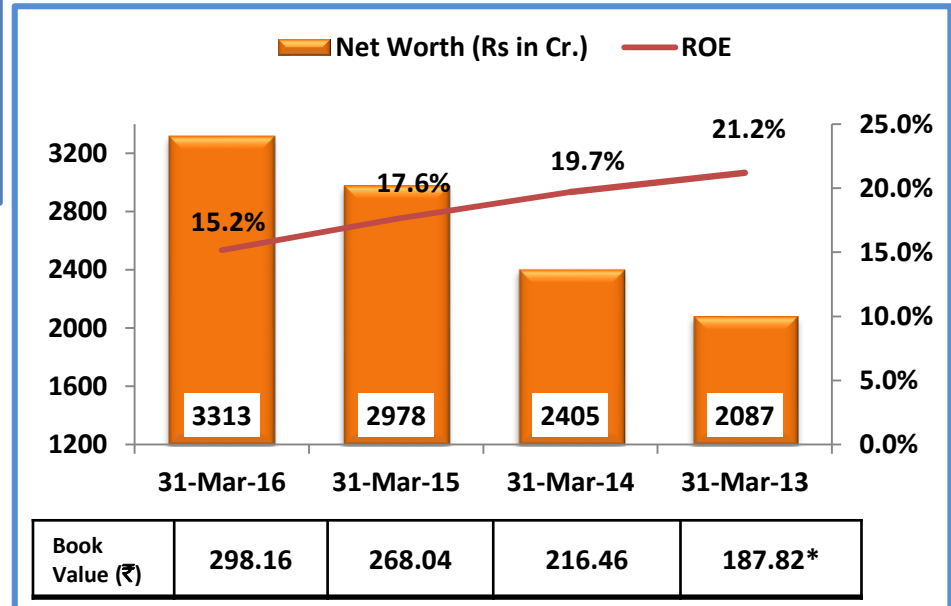
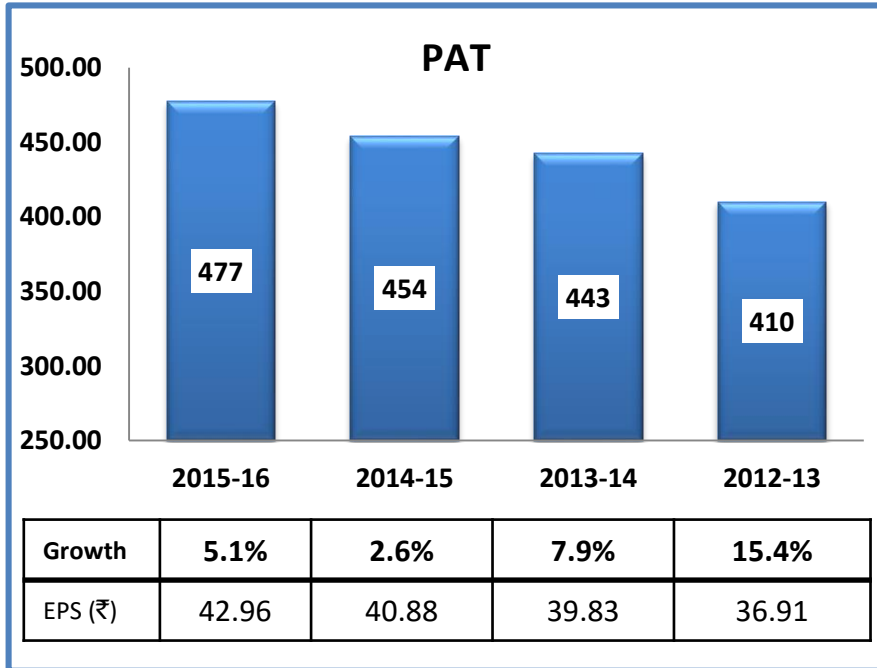
# Funding Mix

31-Mar-16	31-Mar-15
₹ 16600 Cr.	₹ 15042 Cr.



# Key Ratios

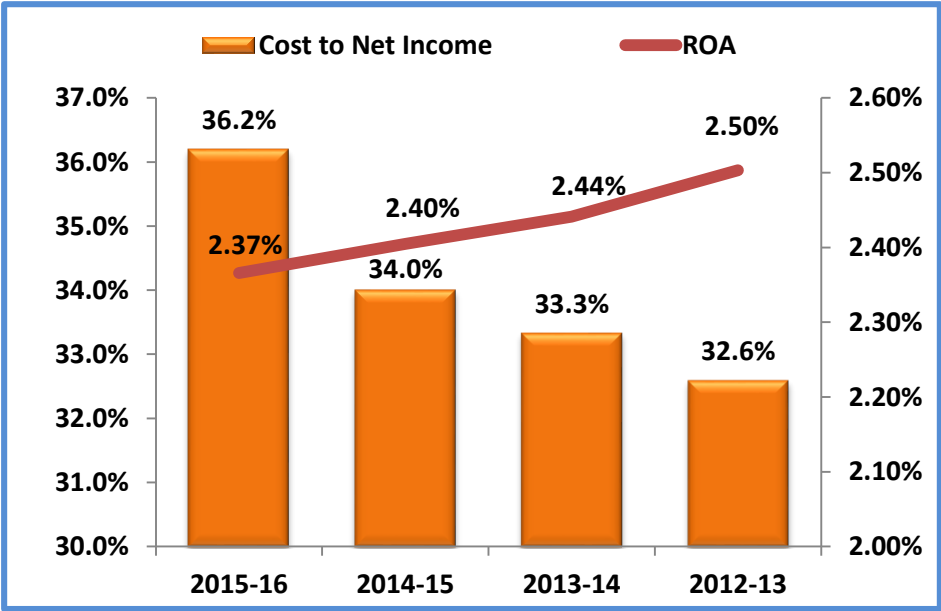
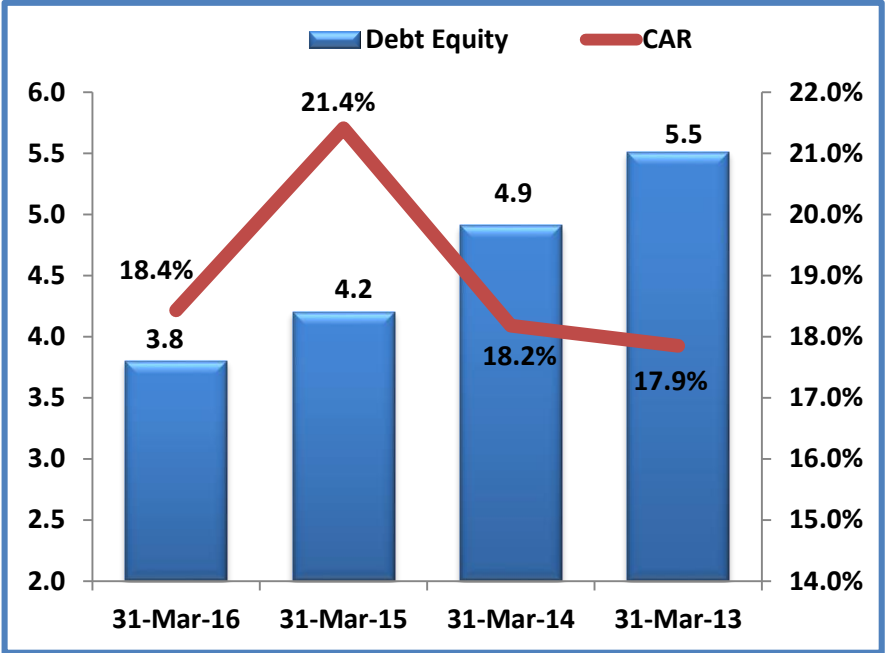
₹ in Crore



\* On the capital expanded by 1:1 bonus issue

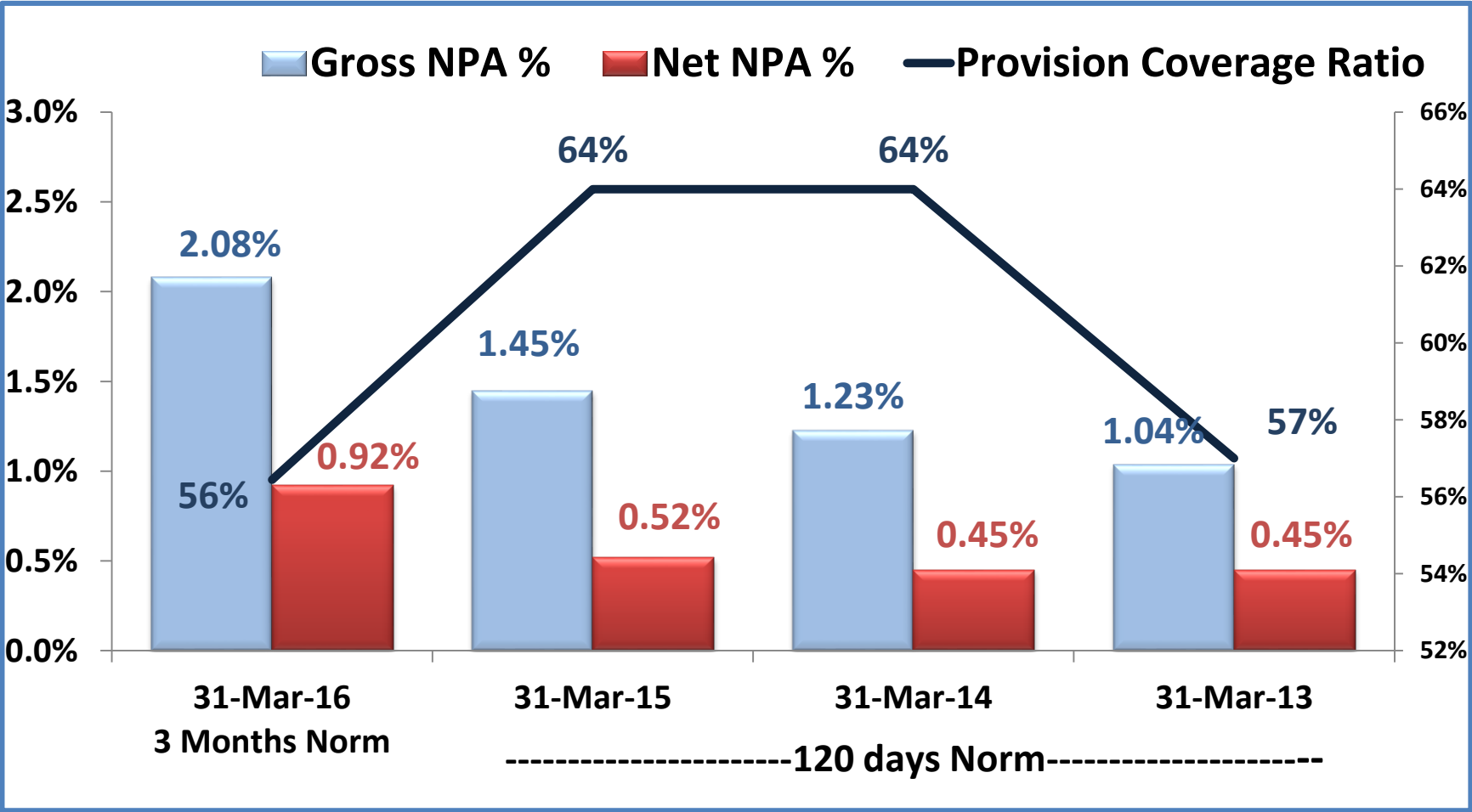


# Key Ratios



\* Assets includes securitised portfolio

# Portfolio Health





# Credit Ratings

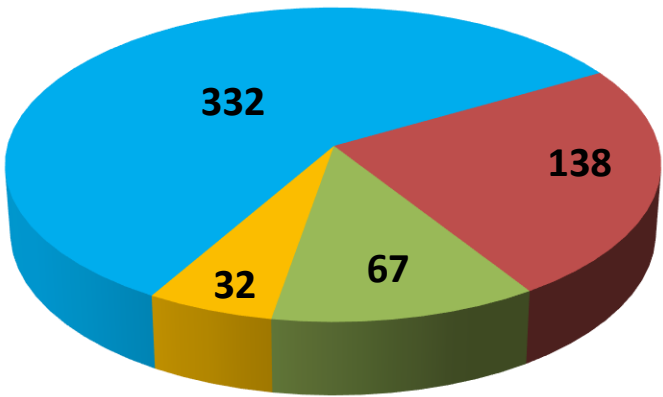
<b>Instrument</b>	<b>ICRA</b>	<b>CRISIL</b>	<b>INDIA RATINGS</b>	<b>Outlook</b>
Deposits	AAA	AAA		Stable
Debentures	AA+	AA+		Stable
Subordinated Debentures	AA+	AA+	AA+	Stable
Long Term Loans			AA+	Stable
Working Capital Facilities	AA+			Stable
Short Term Debt / CPs	A1+	A1+		
Short Term Loans			A1+	

# Branch Network



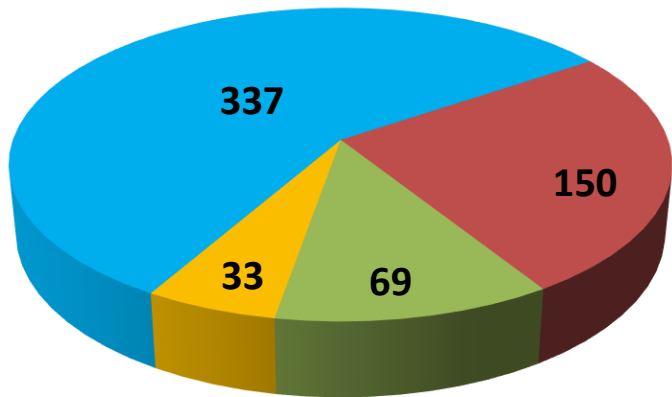
**Mar-16**

No. of Branches : 569



**Mar-15**

No. of Branches : 589



■ South ■ North ■ West ■ East

No. of Employees : 3465

No. of Employees : 3563





# Subsidiaries & Associates

## Subsidiaries

Royal Sundaram General Insurance Co. Limited

Sundaram BNP Paribas Home Finance Limited

Sundaram Asset Management Company Limited

Sundaram Asset Management Singapore Pte Limited

Sundaram Trustee Company Limited

Sundaram BNP Paribas Fund Services Limited

Sundaram Business Services Limited

Sundaram BPO India Limited

Sundaram Infotech Solutions Limited

Sundaram Insurance Broking Services Limited

Sundaram Finance Distribution Limited

LGF Services Limited

Infreight Logistics Solutions Limited

## Associates

Axles India Limited

Turbo Energy Private Limited

Transenergy Limited

Sundaram Dynacast Private Limited

Sundaram Hydraulics Limited

Flometallic India Private Limited

The Dunes Oman LLC (FZC)

# Sundaram BNP Paribas Home Finance

₹ in Crore

Particulars	31-Mar-16	31-Mar-15	31-Mar-14
Business	1743	1939	2493
-Housing	68%	70%	70%
-Non-Housing	32%	30%	30%
AUM	7510	7486	7112
-Housing	69%	68%	67%
-Non-Housing	31%	32%	33%
PAT	153	146	151
EPS (₹)	15.08	14.46	14.89
Net worth	875	765	698
Book Value (₹)	86.40	75.53	68.92
Gross NPA	2.82%	2.46%	1.50%
Net NPA	0.98%	0.75%	0.46%
CAR	23.90%	20.41%	18.56%
Branches	108	108	104
Employees	695	702	515



Particulars	31-Mar-16	31-Mar-15	31-Mar-14
Gross Premium Written	1703	1569	1437
PAT	27	22	68
Net worth	571	550	525
Combined Operating Ratio	110%	107%	102%
Employees	1669	1655	1557

# Sundaram Asset Management

₹ in Crore

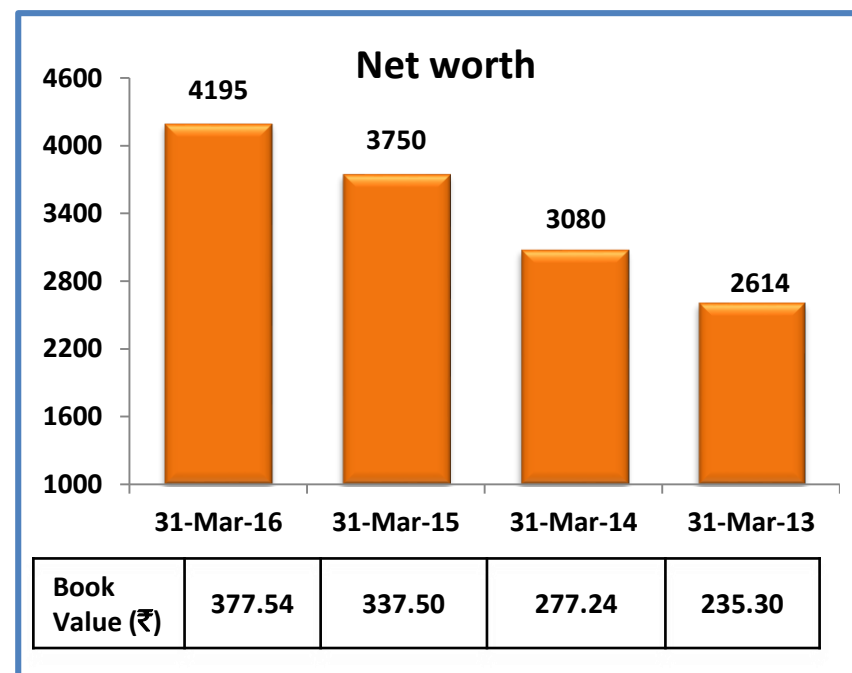
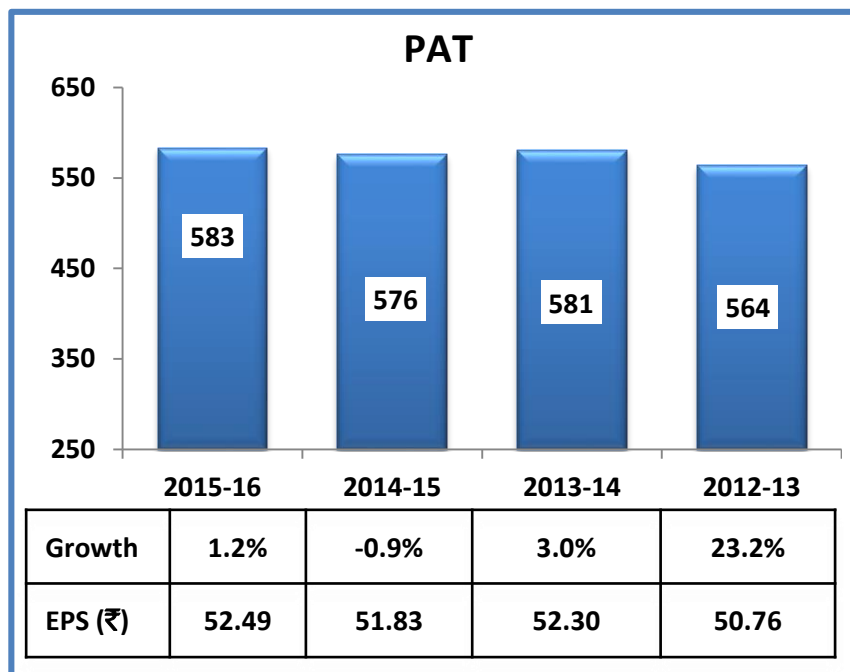


Particulars	31-Mar-16	31-Mar-15	31-Mar-14
Average AUM	22169	19511	15248
-Equity	42%	37%	35%
-Debt	58%	63%	65%
PAT	* 4	22	15
Net worth	134	134	88
Employees	284	274	257
Retail Investor	9,32,882	8,91,734	9,75,544

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

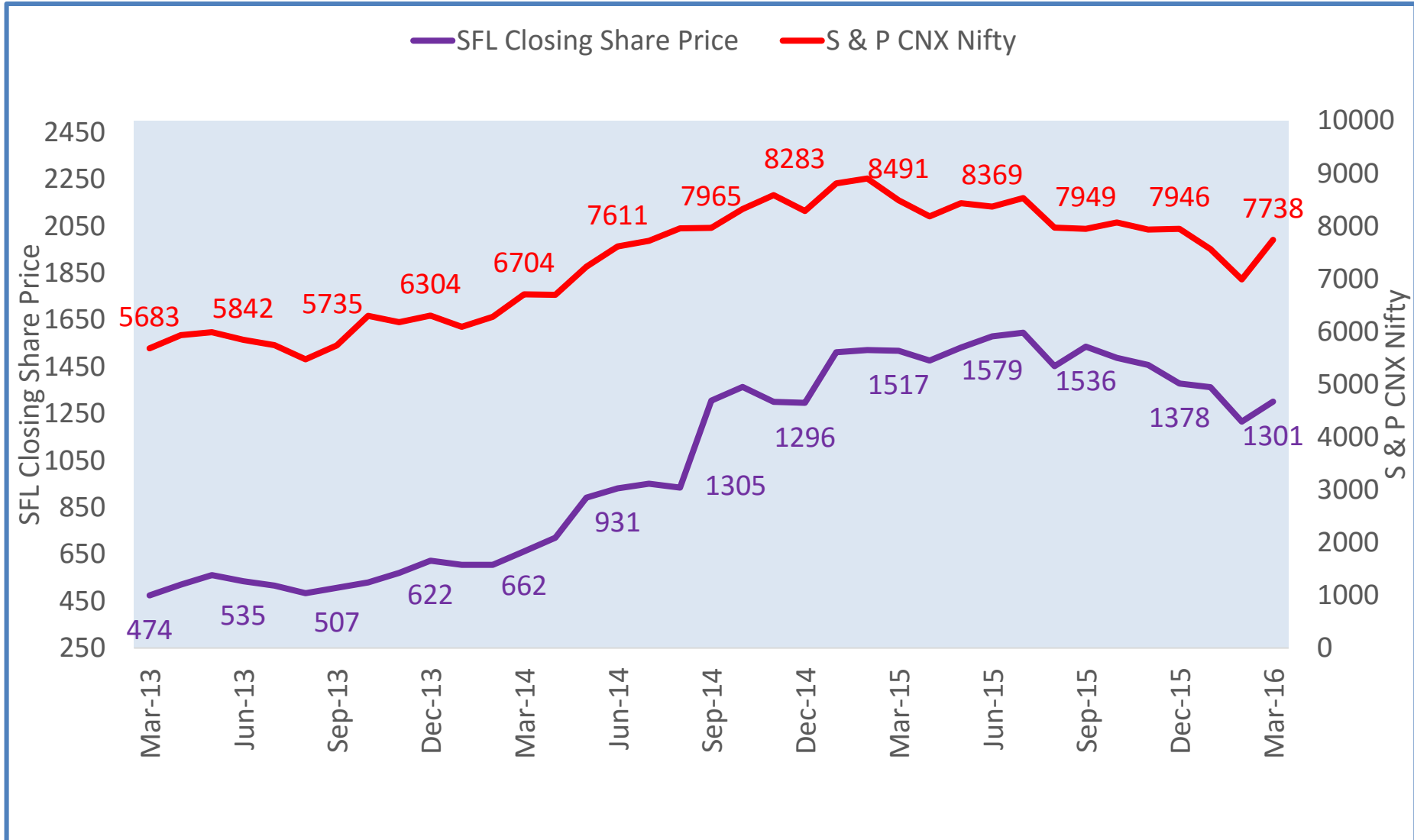
# Consolidated Results

₹ in Crore



# Share Price Movement

In ₹



# Board of Directors



Name of the Director	Expertise	Qualification
Sri S Viji Chairman	Has over 5 decades of experience in Banking, Finance, Insurance and Automotive Component Manufacturing Industry. He is the Chairman of Sundaram BNP Paribas Home Finance Limited and Managing Director of Brakes India Private Limited.	BCom, ACA, MBA (University of Michigan, USA)
Sri S Ram	Has over 5 decades of work experience in Vehicle and Component Industry . He is the Chairman of Wheels India Ltd., Axles India Ltd and India Motor Parts & Accessories Ltd.	BE (Mechanical), MS (Production Engineering) (Birmingham University, UK)
Sri N Venkataramani	4 decades of experience in General Management, Automobiles and Tractors. He is the Chairman and Managing Director of India Pistons Limited and Chairman of George Oakes Limited and IP Rings Limited.	BSc (Honours in Maths), BSc (Honours in Engineering), (University of London), MSc (Engineering), (University of London), Fellow of the Institution of Mechanical Engineering, (UK)
Sri P N Venkatachalam	Has nearly 4 decades of experience in Banking, Finance and Capital Markets. Formerly Managing Director of State Bank of India.	MA (Economics), CAIIB
Sri S Mahalingam	4 decades of experience in Finance and Information Technology. Formerly Chief Financial Officer and Executive Director of Tata Consultancy Services.	BCom (Honours), FCA
Sri S Prasad	Has more than a decade experience in industry as finance professional and more than 3 decades as a practicing CA.	FCA



# Board of Directors

Name of the Director	Expertise	Qualification
Sri S Ravindran	4 decades of experience in Finance and Engineering. He is the Managing Director of Turbo Energy Private Limited.	BCom, ACA
Ms Shobhana Ramachandhran	3 decades of experience in General Management and automobile industry. She is the Managing Director of TVS Srichakra Limited.	MA (English Literature)
Sri Aroon Raman	Has two decades of experience in manufacturing and marketing.	MA (Economics), MBA (Finance & Marketing), (Wharton School, University of Pennsylvania)
Sri T T Srinivasaraghavan Managing Director	Has nearly 4 decades of experience in Banking and Financial Services. Has held various operational roles in the Company and brings to bear in-depth knowledge of automotive financing. He is the Managing Director of the Company since 2003.	BCom, MBA (Gannon University, Pennsylvania)
Sri Harsha Viji Deputy Managing Director	Has more than a decade experience in areas of specialisation particularly, strategy formulation, joint venture negotiations, new business development etc. He is the Managing Director of Sundaram Asset Management Company Limited.	BCom, ACA MBA (Ann Arbor, Michigan)
Sri A N Raju Director (Operations)	3 decades of experience in Automobiles, Engg., Finance and General Management.	BSc (Engineering), MBA





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