



Service



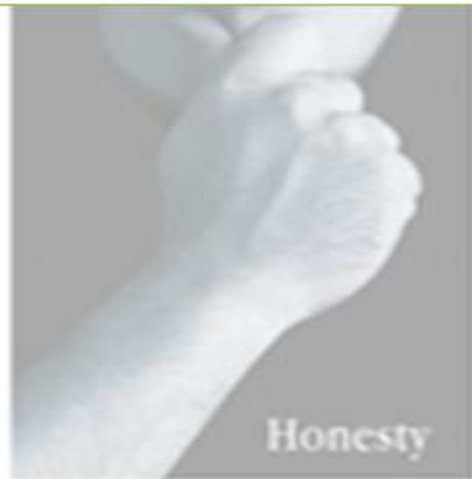
Discipline



Prudence



Fair play



Honesty

# PERFORMANCE HIGHLIGHTS 9MFY21



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



Integrity



Humility



Openness



Relationships

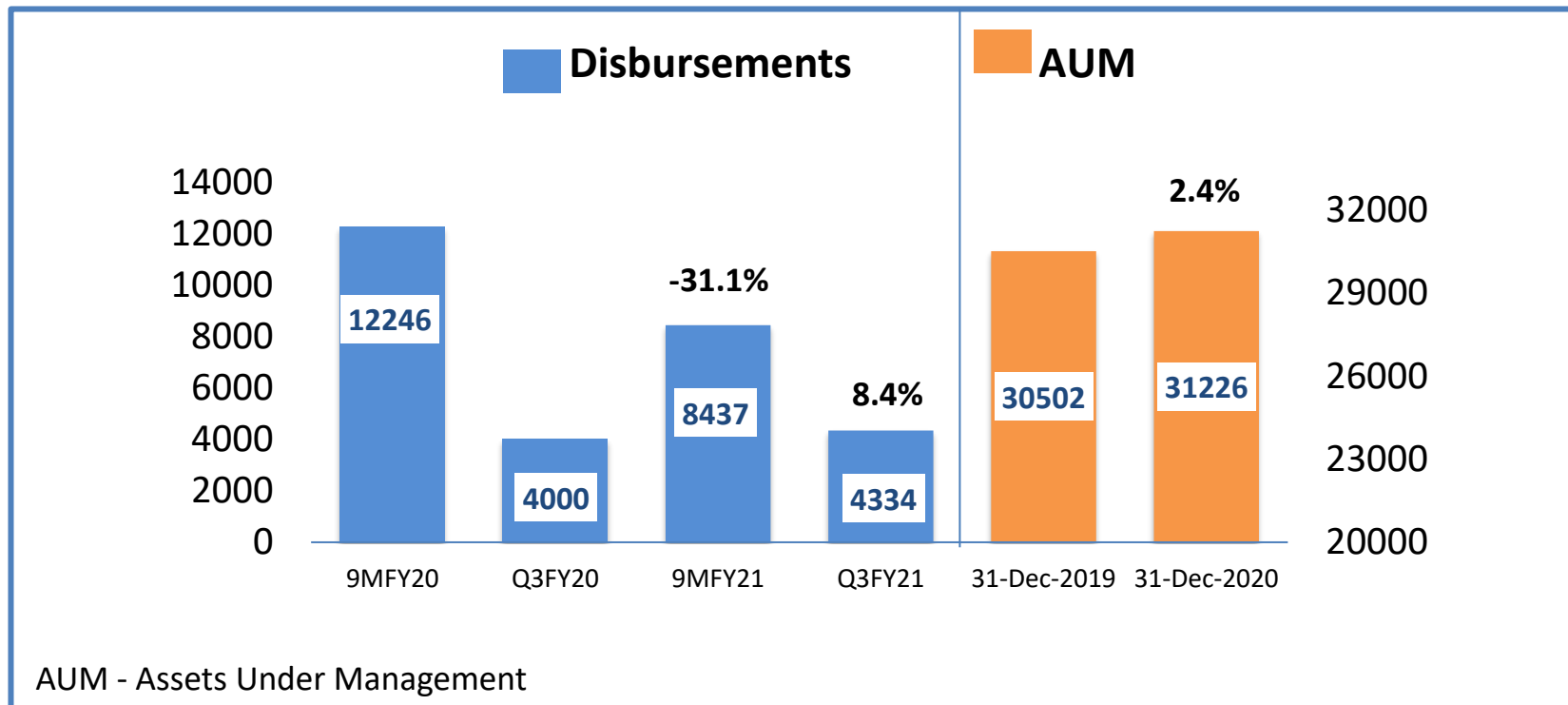
# Changes in Key Management Personnel

The Board of Directors, at the meeting held on 20<sup>th</sup> January 2021, approved the following changes w.e.f. 1<sup>st</sup> April 2021.

- Sri T. T. Srinivasaraghavan's tenure as Managing Director ends on 31<sup>st</sup> March 2021 and he has expressed his desire to lay down office as of that date. He will remain as a Non-executive Director on the Board.
- Elevation of Sri Harsha Viji, Deputy Managing Director, as Executive Vice Chairman.
- Elevation of Sri Rajiv C. Lochan, Director (Strategy), as Managing Director.
- Elevation of Sri A.N. Raju, Director (Operations), as Deputy Managing Director.

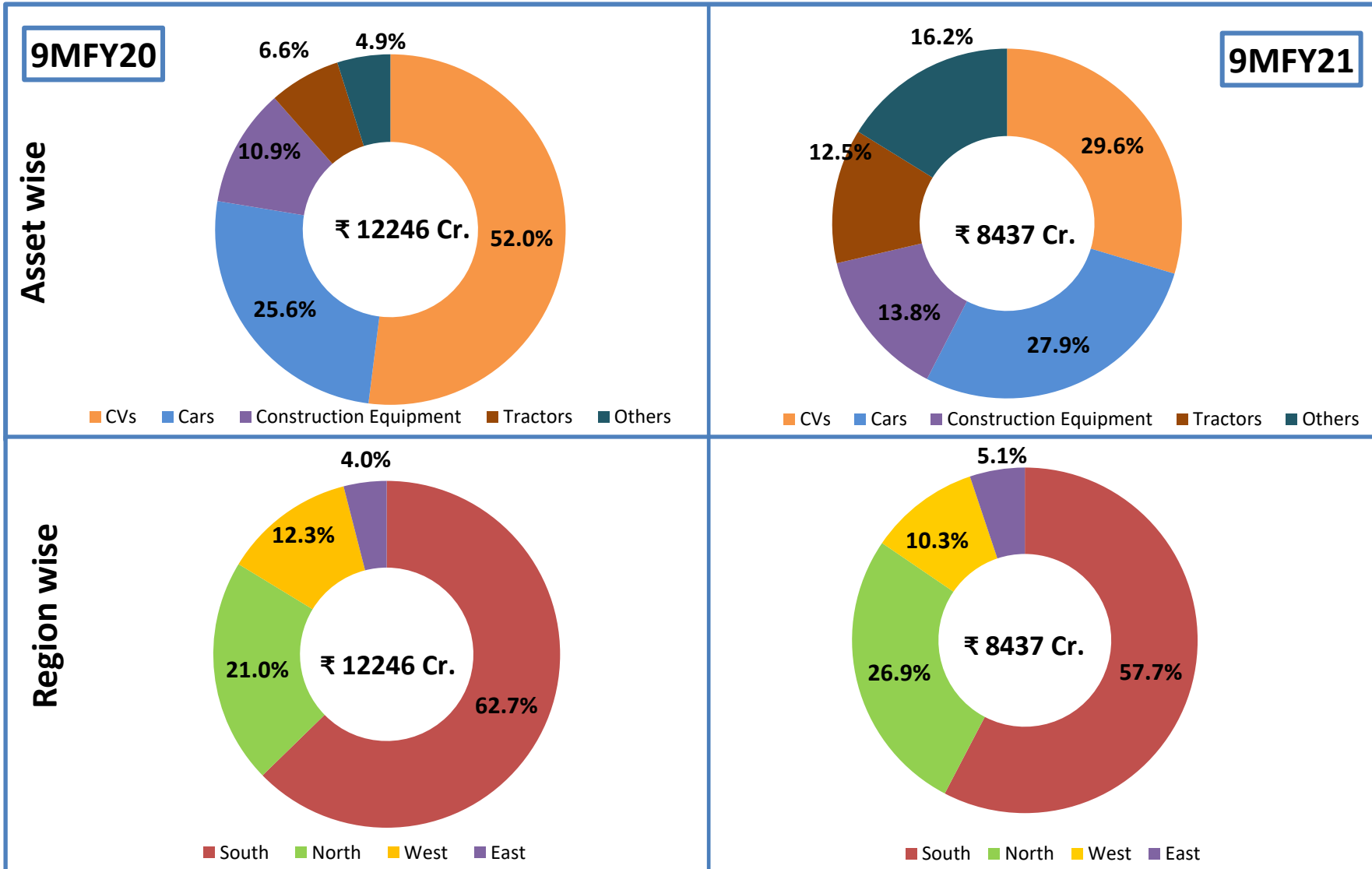
# Disbursements and AUM

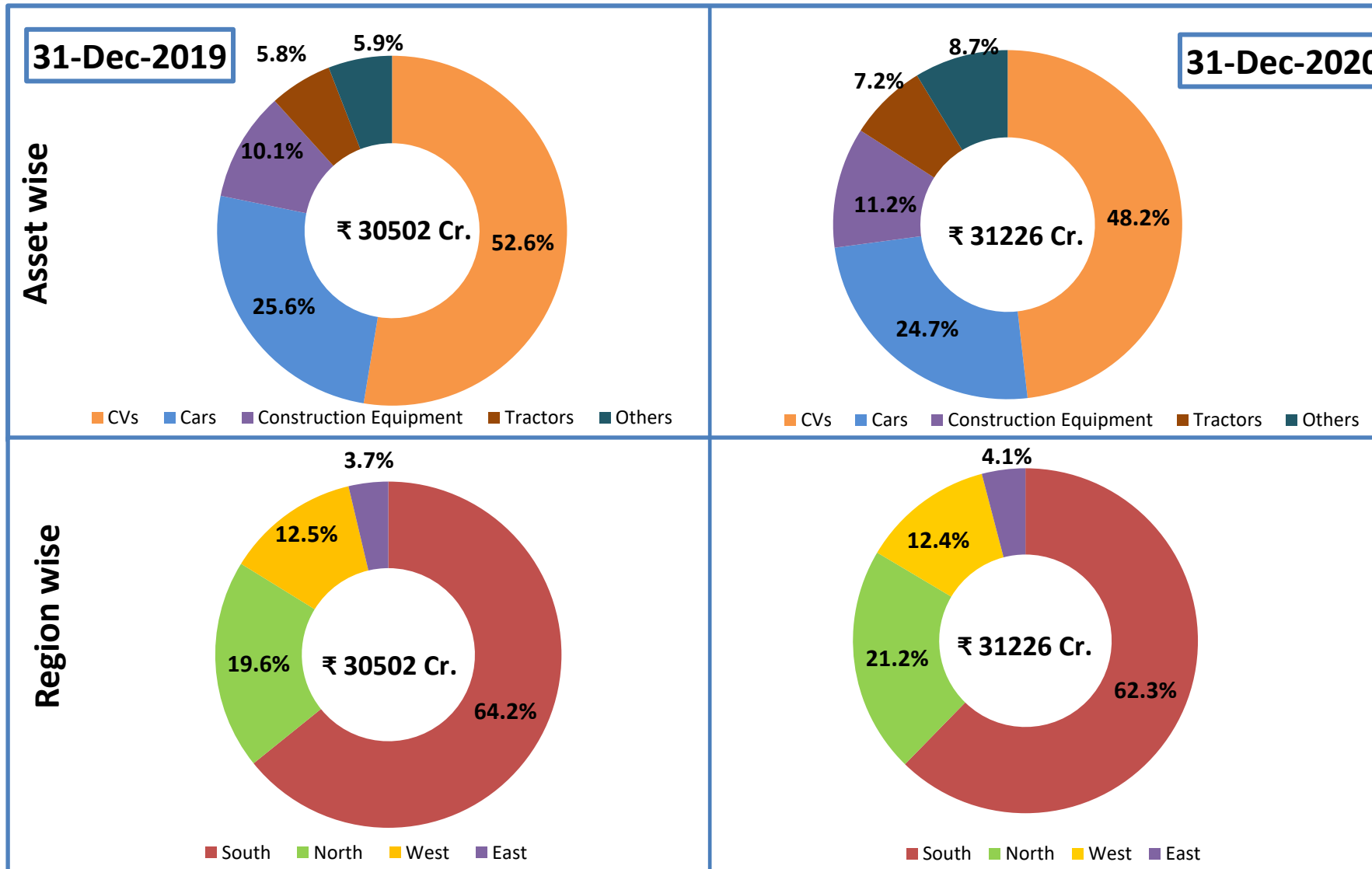
₹ in Crore    % Growth



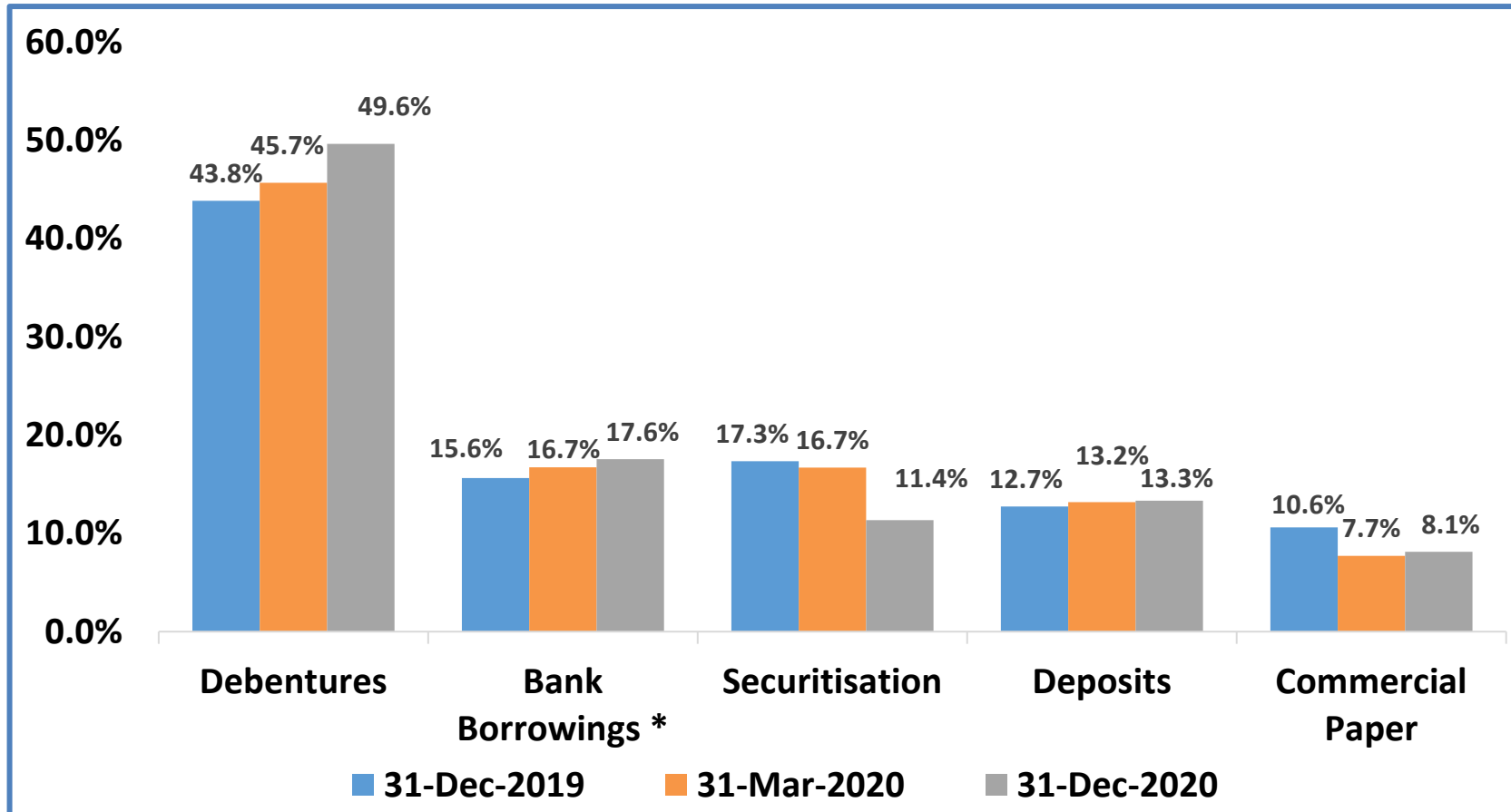


# Disbursements





# Funding Mix



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

Total Borrowing	31-Dec-2019	31-Mar-2020	31-Dec-2020
	₹ 29206 Cr.	₹ 29007 Cr.	₹ 30886 Cr.

# Profit & Loss Statement

₹ in Cr.

FY20	Particulars	9MFY21	9MFY20
3804.55	Revenue From Operations	2959.88	2873.15
84.85	Other Income	10.03	73.23
<b>3889.40</b>	<b>Total Revenue</b>	<b>2969.91</b>	<b>2946.38</b>
2072.03	Finance cost	1546.01	1556.39
585.85	Operating expenses	420.39	439.73
286.40	Impairment on financial instruments	210.53	170.70
<b>945.12</b>	<b>Profit Before Tax</b>	<b>792.98</b>	<b>779.56</b>
221.17	Tax	193.13	186.50
<b>723.95</b>	<b>Profit After Tax</b>	<b>* 599.85</b>	<b>593.06</b>
<b>63.17</b>	<b>Other Comprehensive Income (net of taxes)</b>	<b>(3.75)</b>	<b>58.52</b>
<b>787.12</b>	<b>Total Comprehensive Income for the period</b>	<b>596.10</b>	<b>651.58</b>

1. Revenue from Operations is net of depreciation on Operating lease.

\* 2. Profit after tax for nine months ended 31<sup>st</sup> December 2020 has registered a growth of 11% as compared to nine months ended 31<sup>st</sup> December 2019, adjusting for the one time profit on sale of equity shares in Sundaram Finance Holdings Limited (SFHL) in nine months ended 31<sup>st</sup> December, 2019.

3. The extended lockdown occasioned by the COVID-19 pandemic has caused significant disruption and led to a sharp slowdown in economic activity. While the gradual easing of restrictions by the Government has spurred a revival of activity, the near total lockdown in the first quarter has resulted in sharply lower business acquisition for the nine months period ended 31<sup>st</sup> December 2020. In line with the RBI guidelines on the COVID-19 Regulatory Package, the Company offered moratorium for instalments falling due between March 1, 2020 and August 31, 2020, to all eligible customers. While the extension of moratorium does not by itself necessarily trigger a significant increase in credit risk, there are certain sectors of the economy that are yet to return to normalcy. The Company has, in line with RBI guidelines, extended restructuring of advances to such borrowers who have been impacted by the pandemic. Accordingly, the Company has, based on its estimates and judgment, suitably provided for possible credit losses in respect of its loan receivables.

# Balance Sheet

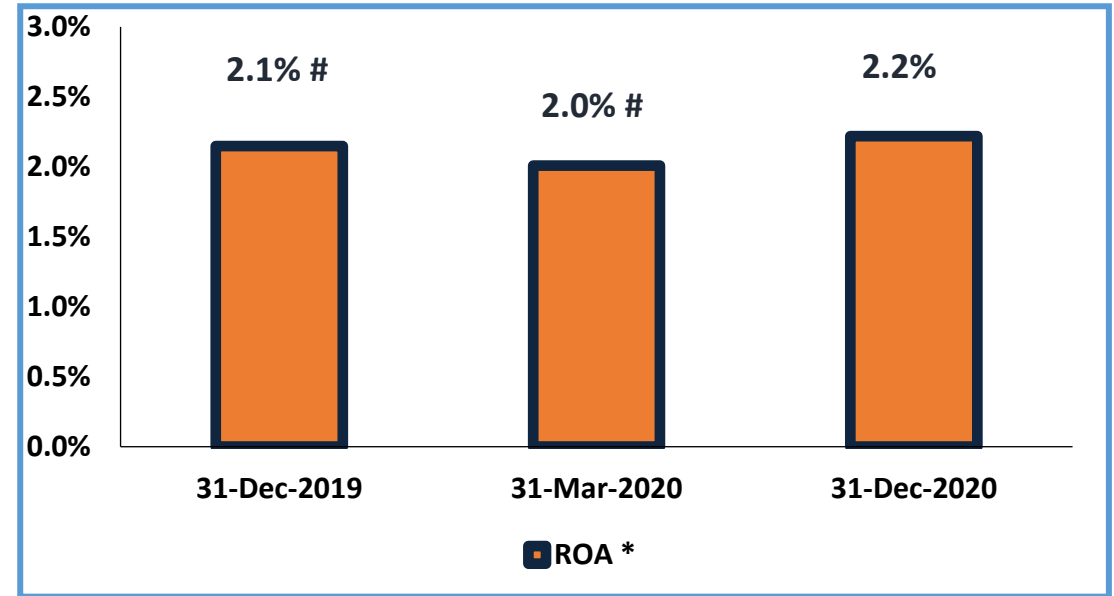
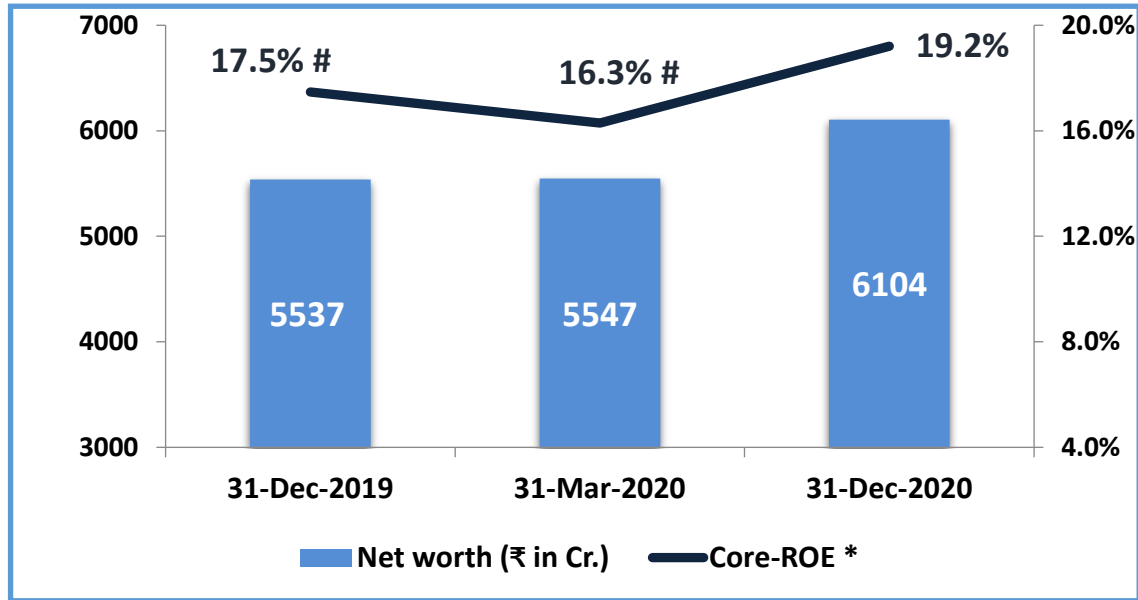
₹ in Cr.

31-Mar-2020	Particulars	31-Dec-2020	31-Dec-2019
	<b>EQUITY AND LIABILITIES</b>		
27824.60	Financial Liabilities	30154.86	27811.21
47.54	Non Financial Liabilities	51.63	64.50
5547.37	Equity	6104.37	5536.94
<b>33419.51</b>	<b>Total - EQUITY AND LIABILITIES</b>	<b>36310.86</b>	<b>33412.65</b>
	<b>ASSETS</b>		
32725.79	Financial Assets	35608.84	32775.47
693.72	Non Financial Assets	702.02	637.18
<b>33419.51</b>	<b>Total – ASSETS</b>	<b>36310.86</b>	<b>33412.65</b>

The Board of Directors, at the meeting held on 20th January 2021, declared an Interim Dividend of ₹ 12 per share (120%) for the financial year 2020-21.



# Key Ratios



\* Assets includes securitised / assigned portfolio

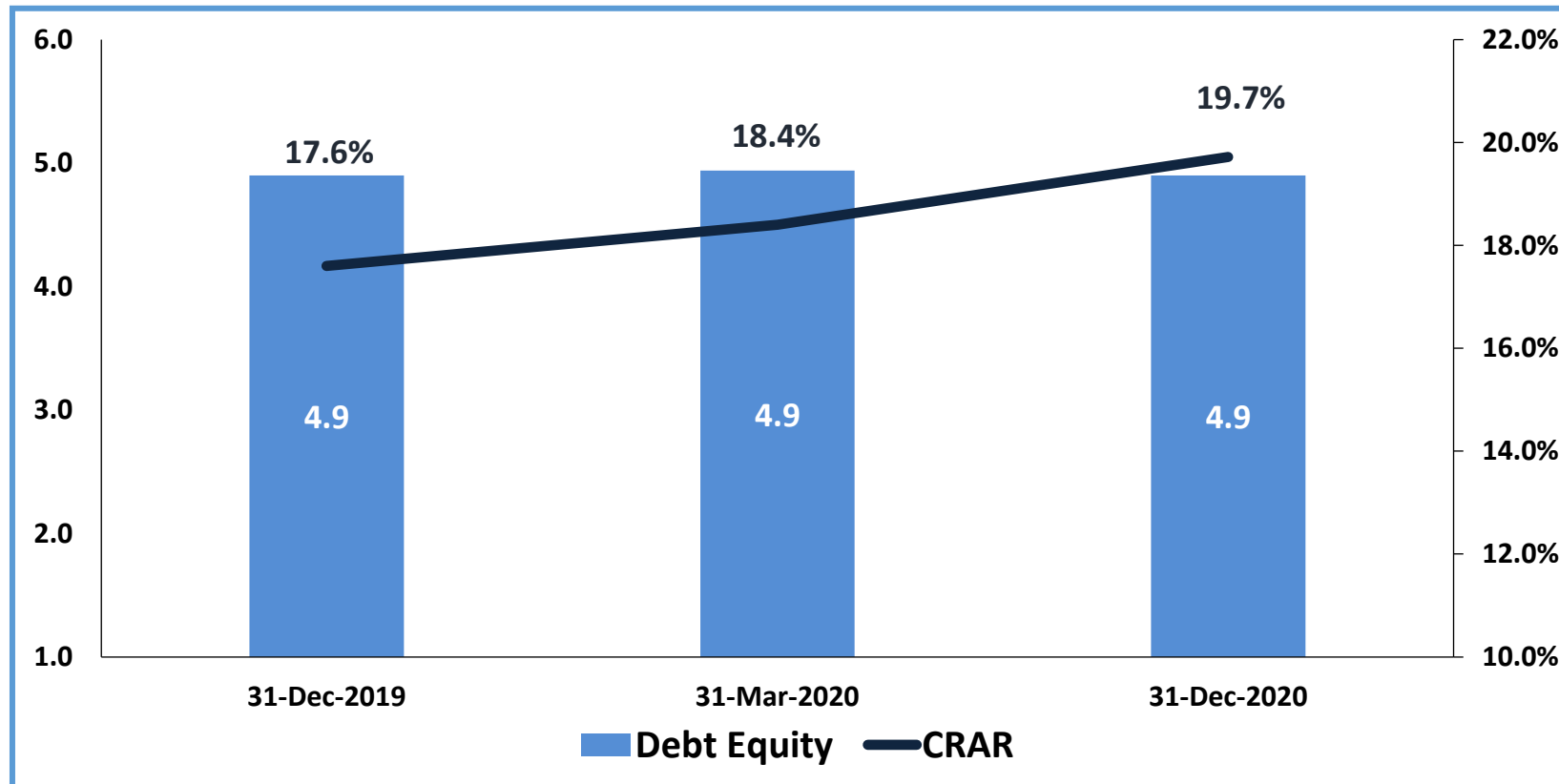
# Adjusted for exceptional item

	31-Dec-2019	31-Mar-2020	31-Dec-2020
Book value per share (₹)	498.36	499.30	549.43

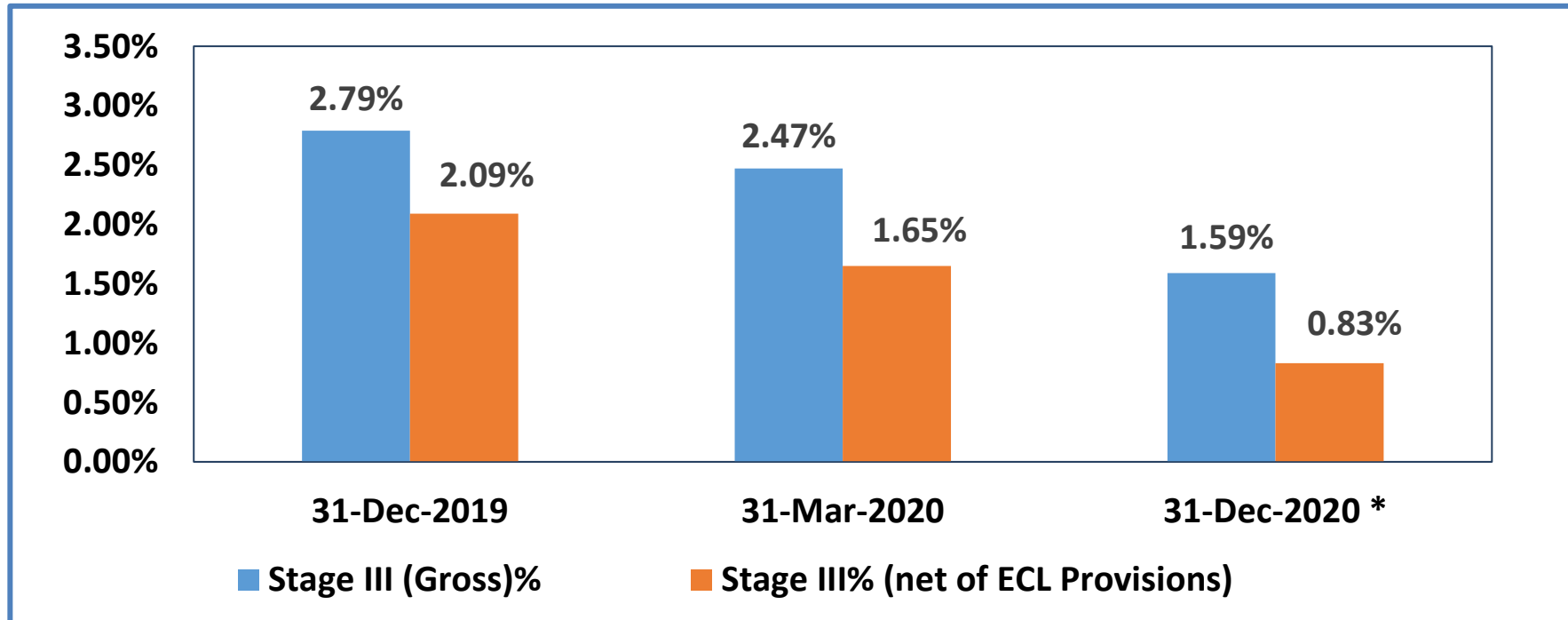
\* Core ROE : ROE on equity deployed for core business activities - calculated after eliminating dividend receipts from Income and equity investments from Net Worth

# Adjusted for exceptional item

# Key Ratios



# Portfolio Quality



\* This is in line with the interim order of the Honourable Supreme Court of India dated September 3, 2020, which directed that borrowers who have availed moratorium benefit and were not declared as Non-Performing Assets (NPA) till August 31, 2020 shall not be declared as NPA till further orders. Had the Company classified such borrower accounts as Stage III on 31st December 2020, the Stage III (Gross) & Stage III (net of ECL Provisions) would have been at 2.47% & 1.51% respectively.

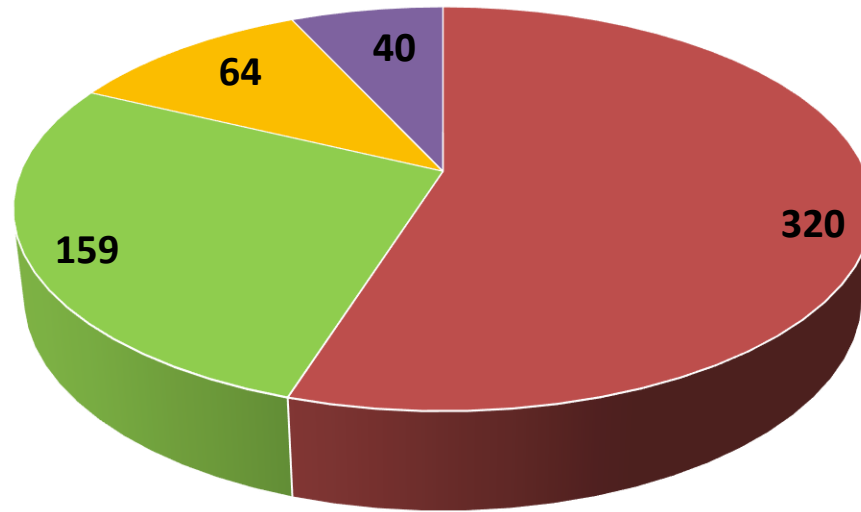
During the quarter, the company has restructured 2.47% of loans outstanding, which were impacted severely by Covid-19.

# Branch Network



**31-Dec-2020**

No. of Branches : 583 (PY 9M : 668)  
No. of Employees : 4189 (PY 9M: 4229)



■ South ■ North ■ West ■ East

# Subsidiaries, Joint Ventures & Associates

## 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

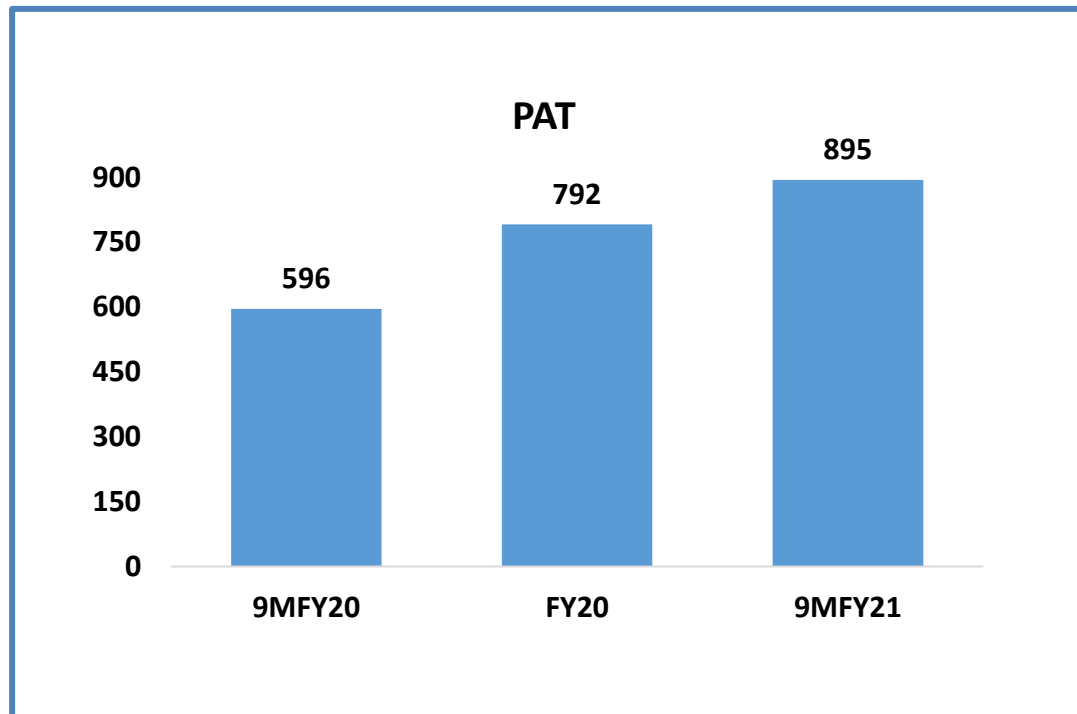
Royal Sundaram General Insurance Co. Limited

## Associates of a subsidiary company

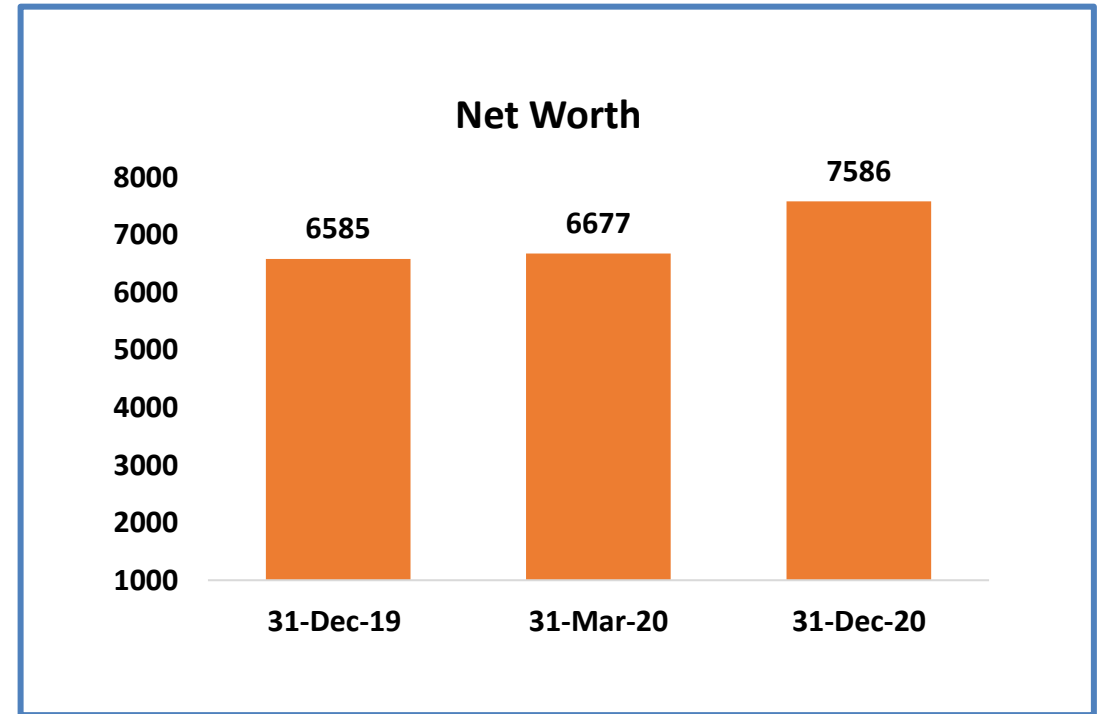
Axles India Limited  
Wheels India Limited  
Turbo Energy Private Limited  
Transenergy Limited  
Sundaram Dynacast Private Limited  
Sundaram Hydraulics Limited  
Flometallic India Private Limited  
Dunes Oman LLC (FZC)  
Mind S.r.l.

# Consolidated Results

₹ in Cr.



EPS (₹)	54.09	71.85	81.19
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Book Value (₹)	597.72	606.09	688.53
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# Sundaram Home Finance

₹ in Cr.



FY20	Particulars	9MFY21	9MFY20
2113	Disbursements	795	1723
71.43%	-Housing (including Project finance)	79.63%	69.42%
28.57%	-Non-Housing	20.37%	30.58%
9456	AUM	9109	9507
70.48%	-Housing (including Project finance)	70.68%	70.02%
29.52%	-Non-Housing	29.32%	29.98%
	<b>218@ Profit After Tax</b>	<b>155</b>	<b>136</b>
21.54	EPS (₹)*	20.42	17.94
1421	Net worth	1538	1330
140.35	Book Value (₹)	151.87	131.41
3.77%	Gross NPA #	** 3.52%	3.97%
1.63%	Net NPA #	** 1.32%	2.02%
23.0%	CAR #	23.6%	22.4%
115	Branches	108	115
826	Employees	805	805

\* Annualised

@ Profit after tax for 2019-20 includes an exceptional income of ₹ 60.24 Cr. on account of reversal of deferred tax liability relating to past years.

\*\*This is in line with the interim order of the Honourable Supreme Court of India dated September 3, 2020, which directed that borrowers who have availed moratorium benefit and were not declared as Non-Performing Assets (NPA) till August 31, 2020 shall not be declared as NPA till further orders. Had the Company classified such borrower accounts as NPA on 31st December 2020, the Gross and Net NPA would have been at 4.23% and 2.07% respectively.

# as per prudential norms.



FY20	Particulars	9MFY21	9MFY20
3718	Gross Written Premium	2,081	2,819
<b>(76)</b>	<b>Profit After Tax</b>	<b>289</b>	<b>(12)</b>
67	Other Comprehensive Income (net of taxes)	128	(1)
<b>(9)</b>	<b>Total Comprehensive Income for the period</b>	<b>417</b>	<b>(13)</b>
1090	Net worth	1,507	1,085
111%	Combined Operating Ratio	107%	114%
2390	Employees	2306	2331



# Sundaram Asset Management

₹ in Cr.

FY20	Particulars	9MFY21	9MFY20
36,920	Average AUM	35,512	36,224
25,292	-Equity	25,627	24,585
11,628	-Debt	9,885	11,639
<b>33</b>	<b>Profit After Tax</b>	<b>32</b>	<b>21</b>
213	Net worth	231	202
367	Employees	367	364
10,87,296	Retail Investors	10,54,488	10,57,470

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