

SEC/FILING/BSE-NSE/16-17/68A-B

April 29, 2016

BSE Limited P. J. Towers, Dalal Street, Fort, Mumbai – 400 001. Scrip Code: 511218 National Stock Exchange of India Limited Listing Department Exchange Plaza, 5th Floor, Plot no. C/1, G- Block, Bandra-Kurla Complex, Mumbai – 400 051. NSE Symbol: SRTRANSFIN

Dear Sirs,

Sub.: Investor Update / Presentation

Further to our letter dt. 26/04/2016 and pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations And Disclosure Requirements) Regulations, 2015, we enclose herewith our Investor Update / Presentation.

Thanking you,

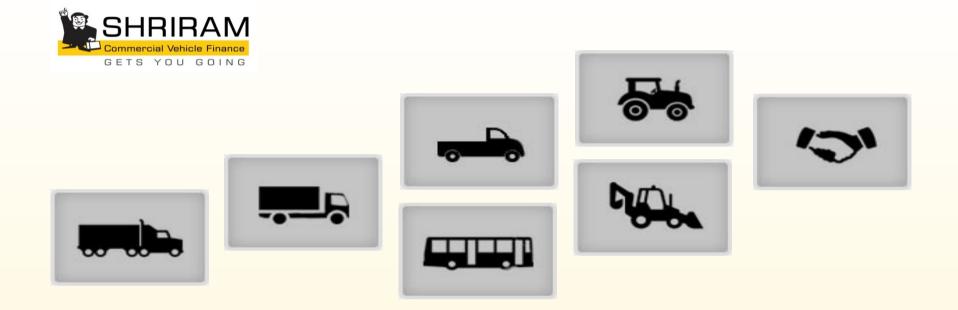
Yours faithfully,

For SHRIRAM TRANSPORT FINANCE COMPANY LIMITED

VIVEK ACHWAL COMPANY SECRETARY

Shriram Transport Finance Company Limited

Corporate Office: Wockhardt Towers, Level – 3, West Wing, C-2, G-Block, Bandra – Kurla Complex, Bandra (East), Mumbai – 400 051. Tel: +91 22 4095 9595 | Fax: +91 22 4095 9597. Registered Office: Mookambika Complex, 3rd Floor, No.4, Lady Desika Road, Mylapore, Chennai – 600 004, Tamil Nadu, India. Tel: +91 44 2499 0356 | Fax: +91 44 2499 3272. Website: www.stfc.in | Corporate Identity Number (CIN) – L65191TN1979PLC007874.

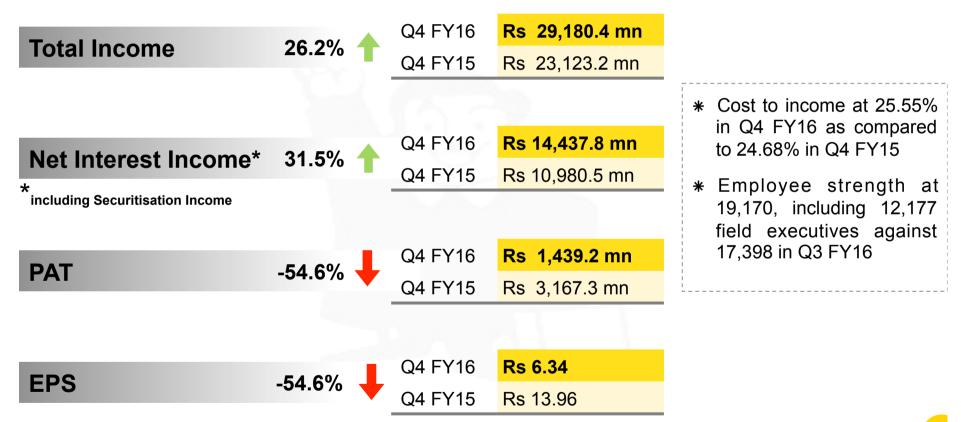


Shriram Transport Finance Company Ltd

Q4 & FY16 Investor Update

April 29, 2016

Performance Highlights – Q4 FY16

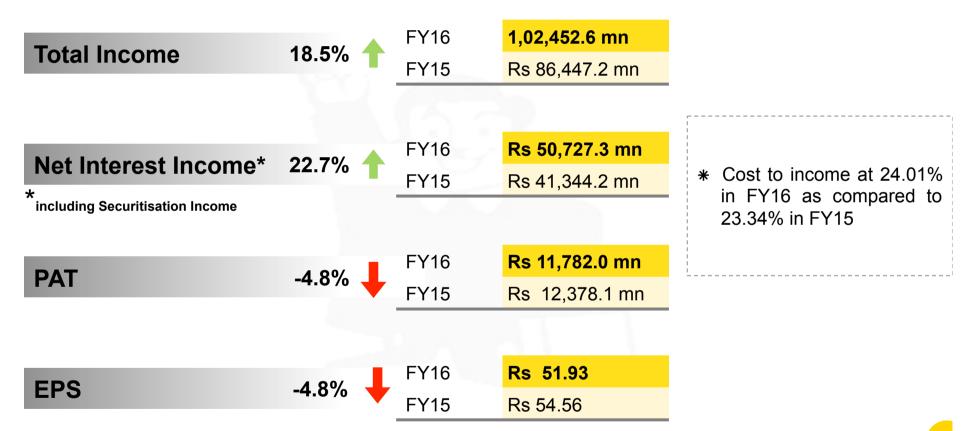


Note: The standalone financials for Q4 FY16 include the performance of erstwhile wholly owned subsidiary Shriram Equipment Finance Co. Ltd. which has been amalgamated with STFC - the Appointed date being April 1, 2015. Hence, the numbers are not strictly comparable with the standalone financials for Q4 FY15.

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Performance Highlights – FY16

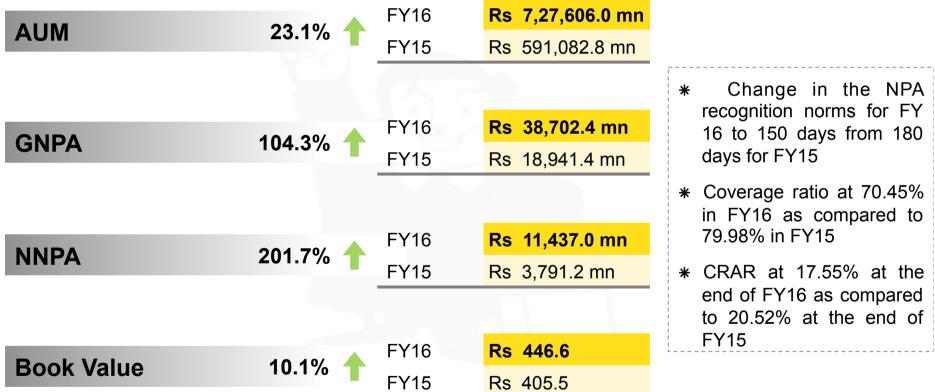


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Note: The standalone financials for FY16 include the performance of erstwhile wholly owned subsidiary Shriram Equipment Finance Co. Ltd. which has been amalgamated with STFC - the Appointed date being April 1, 2015. Hence, the numbers are not strictly comparable with the standalone financials for FY15.

Performance Highlights – FY16



Note: The standalone financials for FY16 include the performance of erstwhile wholly owned subsidiary Shriram Equipment Finance Co. Ltd. which has been amalgamated with STFC - the Appointed date being April 1, 2015. Hence, the numbers are not strictly comparable with the standalone financials for FY15.

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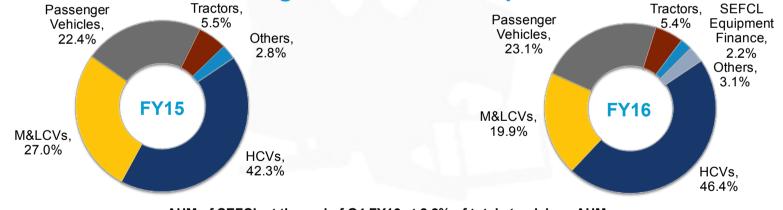
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AUM Break-up

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Particulars (Rs. mn)	Q4 FY15	Q1 FY16	Q2 FY16	Q3 FY16	Q4 FY16	YoY (%)	QoQ (%)	FY15	FY16	YoY (%)
- On Books	492,271.4	517,727.0	550,877.4	583,926.6	618,783.7	25.70%	5.97%	492,271.4	618,783.7	25.70%
- Off Books	98,811.4	87,590.2	81,652.3	81,456.9	108,822.3	10.13%	33.59%	98,811.4	108,822.3	10.13%
Total AUM	591,082.8	605,317.2	632,529.7	665,383.5	727,606.0	23.10%	9.35%	591,082.8	727,606.0	23.10%
- New	46,801.6	46,834.2	49,425.5	55,435.1	75,715.1	61.78%	36.58%	46,801.6	75,715.1	61.78%
- Used	537,420.9	558,122.1	582,743.7	609,462.3	651,348.4	21.20%	6.87%	537,420.9	651,348.4	21.20%
- Others	6,860.3	360.9	360.5	486.1	542.5	-92.09%	11.60%	6,860.3	542.5	-92.09%
Total AUM	591,082.8	605,317.2	632,529.7	665,383.5	727,606.0	23.10%	9.35%	591,082.8	727,606.0	23.10%

Segment-wise Break up



AUM of SEFCL at the end of Q4 FY16 at 2.2% of total standalone AUM

NPA Analysis

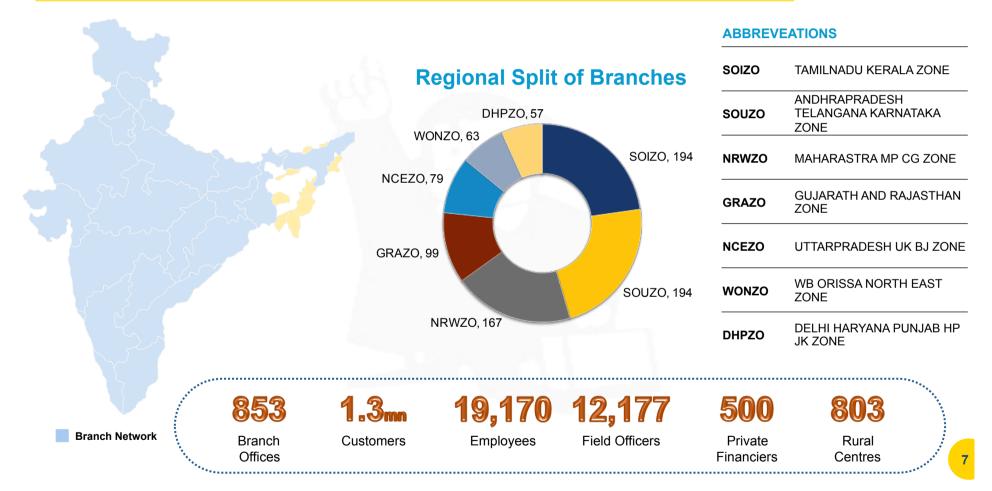


Particulars (Rs. mn)	Q4 FY15	Q1 FY16	Q2 FY16	Q3 FY16	Q4 FY16	YoY (%)	QoQ (%)	FY15	FY16	YoY (%)
Gross NPA	18,941.4	21,303.9	23,385.9	25,357.3	38,702.4	104.33%	52.63%	18,941.4	38,702.4	104.33%
Net NPA	3,791.2	4,578.5	5,029.3	5,022.8	11,437.0	201.67%	127.70%	3,791.2	11,437.0	201.67%
Gross NPA (%)	3.80%	4.07%	4.18%	4.29%	6.18%	62.63%	44.06%	3.80%	6.18%	62.63%
Net NPA (%)	0.79%	0.90%	0.93%	0.88%	1.91%	141.77%	117.05%	0.79%	1.91%	141.77%
Coverage Ratio (%)	79.98%	78.51%	78.49%	80.19%	70.45%	-11.92%	-12.15%	79.98%	70.45%	-11.92%

- * NPA recognition on a 180 dpd basis upto Q3 FY16
- * Have transitioned to NPA recognition on a 150 dpd basis from Q4 FY16
- * Provision Coverage Ratio (PCR) on 150 dpd NPA at ~70.45%
- Pursuant to the amalgamation of Shriram Equipment Finance Co. Ltd. NPA (on 150 dpd basis) of Rs. 8,937.45
 million have been included in the standalone financials for FY16

Well-entrenched Pan India Network





P&L Statemei	nt
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Particulars (Rs. mn)	Q4 FY15	Q1 FY16	Q2 FY16	Q3 FY16	Q4 FY16	YoY (%)	QoQ (%)	FY15	FY16	YoY (%)
Interest Income	21,363.7	22,014.5	22,402.0	23,677.0	27,206.6	27.35%	14.91%	77,779.0	95,300.1	22.53%
Interest expended	11,885.9	11,971.6	12,058.9	12,239.4	14,473.9	21.77%	18.26%	44,028.7	50,743.8	15.25%
Net Interest Income	9,477.8	10,042.9	10,343.1	11,437.6	12,732.7	34.34%	11.32%	33,750.3	44,556.3	32.02%
Income from Securitisation	1,452.3	1,506.9	1,651.0	1,815.2	1,896.3	30.57%	4.47%	7,696.1	6,869.4	-10.74%
Less : Securitisation expenses	-50.4	193.7	65.0	248.5	191.2	-479.37%	-23.06%	102.2	698.4	583.37%
Income from Securitisation (Net)	1,502.7	1,313.2	1,586.0	1,566.7	1,705.1	13.47%	8.83%	7,593.9	6,171.0	-18.74%
Net Interest Income (incl. Sec)	10,980.5	11,356.1	11,929.1	13,004.3	14,437.8	31.49%	11.02%	41,344.2	50,727.3	22.70%
Other fee based income	21.4	16.5	24.9	22.9	31.0	44.86%	35.37%	59.2	95.3	60.98%
Operating Income	11,001.9	11,372.6	11,954.0	13,027.2	14,468.8	31.51%	11.07%	41,403.4	50,822.6	22.75%
Operating expenditure	2,991.1	2,905.3	3,001.1	3,286.8	3,895.7	30.24%	18.53%	10,782.6	13,088.9	21.39%
Core Operating Profit *	8,010.8	8,467.3	8,952.9	9,740.4	10,573.1	31.99%	8.55%	30,620.8	37,733.7	23.23%
Other Income	157.4	145.9	186.1	168.1	166.2	5.59%	-1.13%	694.8	666.3	-4.10%
Operating Profit	8,168.2	8,613.2	9,139.0	9,908.5	10,739.3	31.48%	8.38%	31,315.6	38,400.0	22.62%
Provisions for Bad Debts	3,379.4	3,767.5	3,914.3	4,122.8	8,282.1	145.08%	100.89%	12,593.5	20,086.7	59.50%
Provisions against Standard Assets	7.0	55.6	82.3	76.1	285.0	3971.43%	274.51%	298.2	499.0	67.34%
РВТ	4,781.8	4,790.1	5,142.4	5,709.6	2,172.2	-54.57%	-61.96%	18,423.9	17,814.3	-3.31%
Tax	1,614.5	1,579.0	1,761.4	1,958.9	733.0	-54.60%	-62.58%	6,045.8	6,032.3	-0.22%
РАТ	3,167.3	3,211.1	3,381.0	3,750.7	1,439.2	-54.56%	-61.63%	12,378.1	11,782.0	-4.82%
EPS (Rs)	13.96	14.15	14.90	16.54	6.34	-54.58%	-61.67%	54.56	51.93	-4.82%
Tier I CRAR %	16.40%	16.37%	15.75%	15.37%	14.70%	-10.37%	-4.36%	16.40%	14.70%	-10.37%
Tier II CRAR %	4.12%	3.68%	3.44%	3.10%	2.85%	-30.83%	-8.06%	4.12%	2.85%	-30.83%
Total CRAR %	20.52%	20.05%	19.19%	18.47%	17.55%	-14.47%	-4.98%	20.52%	17.55%	-14.47%
Book Value (Rs)	405.54	419.87	434.91	446.78	446.56	10.11%	-0.05%	405.54	446.56	10.11%

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*Before Provisions & Contingencies

Balance Sheet

Particulars (Rs. mn)	31-Mar-15	30-Jun-15	30-Sep-15	31-Dec-15	31-Mar-16
Liabilities					
Shareholder funds					
(a) Share capital	2,269.1	2,269.1	2,269.1	2,269.1	2,269.1
(b) Reserves and surplus	90,110.6	93,321.7	96,697.8	99,356.2	99,272.1
Non-current liabilities					
(a) Long-term borrowings	315,707.6	311,027.0	308,460.6	302,352.8	302,696.7
(b) Other Long term liabilities	9,713.4	9,764.7	9,843.3	10,262.1	11,635.1
(c) Long term provisions	15,865.0	17,482.9	19,175.0	21,227.1	28,427.2
Current liabilities					
(a) Short-term borrowings	26,614.1	24,018.4	27,128.4	35,821.3	33,303.5
(b) Trade payables	11,596.9	12,309.0	12,125.3	12,960.0	15,113.7
(c) Other current liabilities	117,416.4	130,114.8	142,499.3	165,693.4	181,819.7
(d) Short-term provisions	3,978.4	5,376.3	3,546.2	3,142.4	5,096.0
Total	593,271.5	605,683.9	621,745.0	653,084.4	679,633.1
Assets					
Non-current assets					
(a) Fixed assets					
(i) Tangible assets	994.5	966.5	972.0	979.7	996.1
(ii) Intangible assets	12.8	20.7	18.3	16.0	14.5
(b) Non-current investments	11,142.6	13,136.8	14,717.5	15,578.4	12,521.7
(c) Deferred tax assets (net)	2,564.8	2,719.4	2,777.6	2,890.1	3,077.0
(d) Long term loans and advances	308,228.7	326,811.8	352,983.3	384,755.0	430,101.9
(e) Other non-current assets	931.1	257.1	214.5	167.7	138.8
Current assets					
(a) Current investments	22,129.2	2,955.0	8,629.9	7,039.9	1,040.0
(b) Cash and bank balances	47,234.0	52,204.4	27,188.5	21,823.6	23,638.6
(c) Short-term loans and advances	199,409.4	205,905.9	213,544.8	219,112.2	207,598.7
(d) Other current assets	624.4	706.3	698.6	721.8	505.8
Total	593,271.5	605,683.9	621,745.0	653,084.4	679,633.1

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Key Metrics – Q4 FY16	Key	Metrics	– Q4	FY16
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P&L Metrics (Rs. mn)	Q4 FY15	Q1 FY16	Q2 FY16	Q3 FY16	Q4 FY16	YoY (%)	QoQ (%)	FY15	FY16	YoY (%)
Interest Income	21,363.7	22,014.5	22,402.0	23,677.0	27,206.6	27.35%	14.91%	77,779.0	95,300.1	22.53%
Securitisation Income	1,502.7	1,313.2	1,586.0	1,566.7	1,705.1	13.47%	8.83%	7,593.9	6,171.0	-18.74%
Total Interest Income	22,866.4	23,327.7	23,988.0	25,243.7	28,911.7	26.44%	14.53%	85,372.9	101,471.1	18.86%
Less: Interest Expenses	11,885.9	11,971.6	12,058.9	12,239.4	14,473.9	21.77%	18.26%	44,028.7	50,743.8	15.25%
Net Interest Income	10,980.5	11,356.1	11,929.1	13,004.3	14,437.8	31.49%	11.02%	41,344.2	50,727.3	22.70%
Other Income	178.8	162.4	211.0	191.0	197.2	10.29%	3.25%	754.0	761.6	1.01%
Profit After Tax	3,167.3	3,211.1	3,381.0	3,750.7	1,439.2	-54.56%	-61.63%	12,378.1	11,782.0	-4.82%
EPS (Rs.)	13.96	14.15	14.90	16.54	6.34	-54.58%	-61.67%	54.56	51.93	-4.82%
Cost to income Ratio (%)	24.68%	23.77%	23.32%	23.17%	25.55%	3.53%	10.27%	23.34%	24.01%	2.87%
NIM (on AUM)	6.67%	6.76%	7.03%	7.47%	7.65%	14.69%	2.41%	6.61%	7.23%	9.34%

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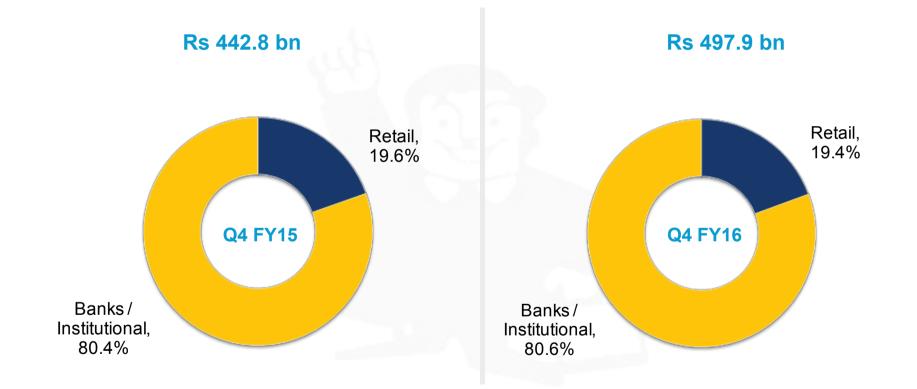
Key Metrics – Q4 FY16



Balance Sheet Metrics (Rs. mn)	Q4 FY15	Q1 FY16	Q2 FY16	Q3 FY16	Q4 FY16	YoY (%)	QoQ (%)	FY15	FY16	YoY (%)
Networth	92,010.7	95,261.2	98,672.7	101,366.5	101,317.8	10.12%	-0.05%	92,010.7	101,317.8	10.12%
Book Value	405.54	419.87	434.91	446.78	446.56	10.11%	-0.05%	405.54	446.56	10.11%
Securitisation done	37,844	8,262	15,617	19,840	46,199	22.08%	132.86%	44,814	89,918	100.64%
Interest Coverage Ratio (%)	1.93%	1.98%	2.01%	2.10%	2.02%	4.66%	-3.81%	1.96%	2.03%	3.57%
ROA (%)	2.17%	2.14%	2.19%	2.34%	0.86%	-60.37%	-63.25%	2.28%	1.86%	-18.42%
ROE (%)	13.83%	13.67%	13.90%	14.96%	5.67%	-59.00%	-62.10%	14.03%	11.99%	-14.54%
CRAR (%)	20.52%	20.05%	19.19%	18.47%	17.55%	-14.47%	-4.98%	20.52%	17.55%	-14.47%

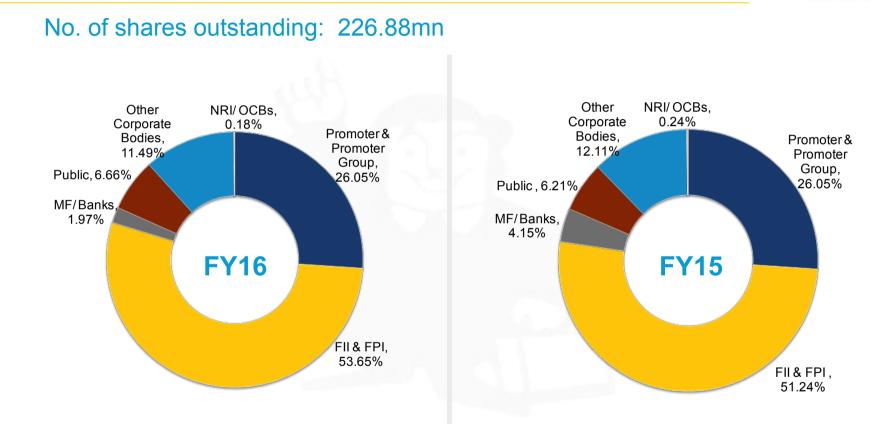
Borrowing Profile





Shareholding Pattern as on March 31, 2016 vs March 31, 2015





Has Attracted Strong Interest from Quality Investors

- * Consistent track record and high growth potential has attracted reputed institutional and private equity investors to infuse growth capital
- * Last fund raising: Allotted 11.658 mn equity shares at Rs. 500.80 per share to Qualified Institutional Buyers (QIB) for an aggregate sum of Rs. 5.84 bn resulting in a dilution of around 5.20% to 45 marquee global as well as domestic funds and insurers, which included 22 existing investors and the rest, new investors on January 28, 2010

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Key Shareholders	Current Shareholding (Mn Shares)	% age
Shriram Capital	59.10	26.05
Piramal Enterprises Limited	22.60	9.96
Sanlam Life Insurance Limited	6.76	2.98
Smallcap World Fund, Inc	4.93	2.17
Centaura Investments (Mauritius) Pte Ltd	4.49	1.98
Stichting Depositary Apg Emerging Markets Equity Pool	4.48	1.97
Government of Singapore	4.34	1.91
New World Fund Inc	3.31	1.46
Kuwait Investment Authority	2.68	1.18
Vanguard Emerging Markets Stock Index Fund, Aseries of Vanguard International Equity Inde X Fund	2.63	1.16
Government Pension Fund Global	2.48	1.09
Public & Others	109.08	48.09
Total	226.88	100.00

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- * Shriram Automall India Limited.
 - ONE STOP Launched in more than 500 branches.
 - AUTOMALL 57 Automalls in operation; over 0.3 million assets sold
- * Fees Income earned Rs. 218.4 mn in Q4 FY16 (Rs. 212.4 mn in Q4 FY15)



P&L Statement - Subsidiary - Shriram Automall India Limited



Particulars (Rs. mn)	Q4 FY15	Q1 FY16	Q2 FY16	Q3 FY16	Q4 FY16	YoY (%)	QoQ (%)	FY15	FY16	YoY (%)
Income	_									
Revenue from operations	219.0	166.5	182.0	166.7	230.1	5.09%	38.06%	697.9	745.3	6.80%
Other income	3.3	3.2	2.6	2.6	3.4	1.80%	30.77%	6.3	11.8	87.18%
Total	222.3	169.7	184.6	169.3	233.5	5.04%	37.95%	704.2	757.1	7.52%
Expenditure			A.							
Employees Benefit expense	76.3	87.0	90.2	84.5	84.9	11.37%	0.49%	281.4	346.6	23.20%
Finance cost	0.8	0.1	0.2	0.1	0.1	-90.00%	-33.33%	1.5	0.5	-66.67%
Depreciation and amortisation	0.4	3.3	3.3	3.3	3.3	680.95%	-1.80%	20.7	13.3	-35.91%
Other expenses	75.2	77.6	86.0	81.1	73.6	-2.14%	-9.24%	282.4	318.3	12.71%
Total	152.7	168.0	179.7	169.0	161.9	6.03%	-4.25%	585.9	678.7	15.82%
Profit/(Loss) before taxation	69.6	1.7	4.9	0.2	71.7	2.89%	31052.17%	118.2	78.5	-33.63%
Provision for taxation										
Current tax	21.4	0.7	1.7	-1.1	21.7	1.21%	-2145.28%	40.1	23.0	-42.72%
Less: MAT credit entitlement										
Deferred tax liability / (Asset)	1.9	-1.0	-0.6	0.5	2.4	27.81%	397.92%	-0.7	1.3	-283.10%
Total tax expense / (income)	23.3	-0.3	1.1	-0.6	24.1	3.31%	-4248.28%	39.4	24.3	-38.39%
Profit/(Loss) after tax from continuing operations	46.4	2.0	3.8	0.8	47.6	2.68%	5775.31%	78.9	54.2	-31.26%
Earnings/(Loss) per share										
Basic & Diluted (Rs.)	1.54	0.07	0.13	0.03	1.59	3.25%	5200.00%	2.63	1.81	-31.18%
Nominal Value of Share (Rs.)	10.00	10.00	10.00	10.00	10.00	0.00%	0.00%	10.00	10.00	0.00%

Balance Sheet - Subsidiary - Shriram Automall India Limited



Particulars (Rs. mn)	31-Mar-15	30-Jun-15	30-Sep-15	31-Dec-15	31-Mar-16
Liabilities					
<u>Shareholder funds</u>					
(a) Share capital	300.0	300.0	300.0	300.0	300.0
(b) Reserves and surplus	158.6	160.9	164.9	165.9	213.7
<u>Current liabilities</u>					
(a) Short-term borrowings	59.1	0.0	0.0	0.0	0.9
(b) Trade payables	254.5	244.7	216.0	212.9	270.5
(c) Other current liabilities	12.3	12.1	146.1	123.7	17.3
(d) Short-term provisions	24.2	12.6	13.2	13.0	25.9
Total	808.7	730.2	840.2	815.5	828.2
Assets					
Non-current assets					
(a) Fixed assets					
(i) Tangible assets	517.9	516.8	514.8	513.1	509.2
(ii) Intangible assets	1.4	1.4	1.3	1.3	1.3
(b) Non Current Investments	0.0	0.0	7.4	8.7	10.4
(c) Deferred taxassets (net)	13.0	14.0	14.6	14.1	11.7
(d) Long term loans and advances	17.6	25.4	22.6	21.9	30.8
(e) Other assets	0.0	0.0	0.1	0.2	0.2
<u>Current assets</u>					
(a) Trade receivables	29.9	35.5	62.3	59.1	101.0
(b) Current investments	0.0	65.0	165.0	156.1	131.1
(c) Cash and bank balances	207.8	46.3	24.6	10.8	16.9
(d) Short-term loans and advances	19.9	25.5	27.6	29.6	15.1
(e) Other current assets	1.2	0.4	0.0	0.7	0.6
Total	808.7	730.2	840.2	815.5	828.2

Contact Us



For any Investor Relations queries please contact

Sanjay K. Mundra Shriram Transport Finance Co. Ltd Email: smundra@stfc.in Tel. No. +91-22-4095 9507

About Us



About Shriram Transport Finance Co. Ltd.

Shriram Transport Finance Co Ltd. is the largest asset financing NBFC with Assets on Balance sheet of Rs. 61,878.37 crores and off Balance sheet assets of Rs.10,882.23 crores. The company is a leader in organized financing of pre-owned trucks with strategic presence in 5-12 year old trucks. It has a pan-India presence with a network of xxx branches, and employs 19,170 employees including 12,177 field officers. The company has built a strong customer base of approx. 1.30 mn. Over the past 36 years, it has developed strong competencies in the areas of loan origination, valuation of pre-owned trucks and collection. It has a vertically integrated business model and offers a number of products which include: Pre-owned CV financing, New CV financing and other loans like accidental repair loans, tyre loans and working capital finance, etc. For more information please visit www.stfc.in

Forward Looking Statement

Certain statements in this document with words or phrases such as "will", "should", etc., and similar expressions or variation of these expressions or those concerning our future prospects are forward looking statements. Actual results may differ materially from those suggested by the forward looking statements due to a number of risks or uncertainties associated with the expectations. These risks and uncertainties include, but are not limited to, our ability to successfully implement our strategy and changes in government policies. The company may, from time to time, make additional written and oral forward looking statements, including statements contained in the company's filings with the stock exchanges and our reports to shareholders. The company does not undertake to update any forward-looking statements that may be made from time to time by or on behalf of the company.

