

**SEC/FILING/BSE-NSE/20-21/68A-B**

**June 10, 2020**

**BSE Limited**  
P. J. Towers,  
Dalal Street, Fort,  
Mumbai – 400 001.  
Scrip Code: 511218

**National Stock Exchange of India Limited**  
Listing Department  
Exchange Plaza, 5<sup>th</sup> 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 dated 05/06/2020 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,

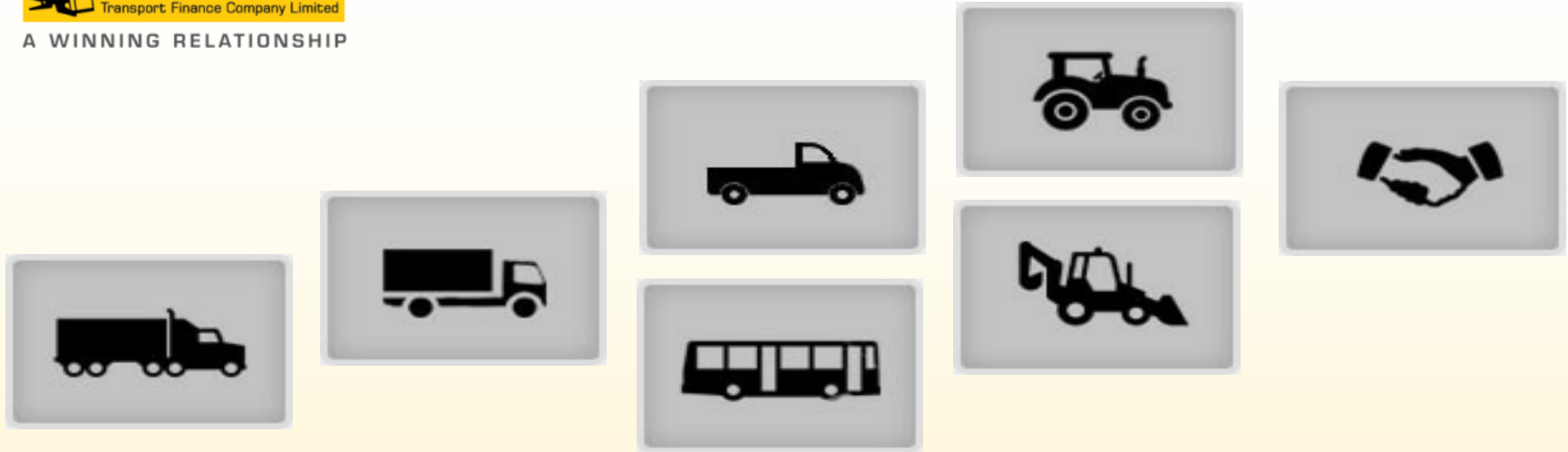
Yours faithfully,

for **SHRIRAM TRANSPORT FINANCE COMPANY LIMITED**



**VIVEK ACHWAL**  
**COMPANY SECRETARY**

Encl.:a/a.



# Shriram Transport Finance Company Ltd

Q4 & FY20 Investor Update

June 10, 2020



# COVID-19

- \* As our fight against Coronavirus pandemic continues, we are witnessing a time like never before. It is indeed a test of our resolve and fighting spirit.
- \* The Company is now focused on capital preservation, balance sheet protection and controlling overheads. The Company has a healthy capital adequacy ratio, comfortable liquidity position and manageable gross and net stage 3 ratios.
- \* Our Relationship Executives have spoken to majority of the borrowers and have been enquiring about their well-being from time to time. Some of our borrowers who were always on the move have been temporarily affected by the lockdown. The Company is taking active interest restoring the business of its customers. In these testing times, the Company has not lost contact with its borrowers.
- \* We have serviced all interest and principal payments to Deposit holders, Debenture holders, Banks, Financial Institutions, etc on time.
- \* The current situation due to COVID-19 is unprecedented. We anticipate the recovery time for the economy to take a while and in the meantime, it is essential that we manage our business in a frugal manner. The Shriram team has always shown resilience against any adversities which we have encountered during the last few decades and we are very confident and comfortably positioned to overcome any hurdles that come our way during this pandemic.

- \* We are aggressively pursuing every cost-cutting measure available and are focussing on suspending all discretionary and non-essential spending.
- \* While we are addressing the manpower cost, it is essential that the cost optimization measures have to be in place at all levels. Accordingly, all the senior management executives have taken a voluntary pay cut in the range of 10% to 20% while for other employees it has been decided to manage with "No Increment Policy" for the current financial year 2020-21.
- \* The Company has frozen all hiring till further notice, except for critical positions.
- \* The Company has deferred branch expansion plans .
- \* The Company has minimised travel and all other discretionary expenses.
- \* As NBFC activities were declared as essential activities towards end of April 2020, most of our offices have been functioning with minimal staff. Further, we have restricted the staff attendance to alternate days at each office in a manner so as to commensurate with the mandatory guidelines and rules laid by the Statutory Authority(s). Out of 1,758 branches , other than 18 branches which are in containment zones, are fully functional.

- \* Sanitizers in adequate quantities are available in all the offices for usage by the employees. The Company has strongly recommended to use the same frequently. Moreover, our Offices and Branches are being sanitized regularly to ensure the safety of the employees and all other required arrangements which have been mandated by the Statutory Authority, have also been made at the Corporate Office / Administrative office / Branch Offices. The Company has laid a Standard Operating Procedure (“SOP”) guideline for the staff and they have been instructed to follow the same without exception, as, it is for their safety and well-being.
- \* Permission of on-field visits at customer’s place is being provided after taking into account the magnitude of the COVID-19 disease spread in the respective area of the customer, subject to adherence to mandatory guidelines laid by the Statutory Authorities.
- \* All staff attending the Corporate office/Administrative office/ Branch Offices or making field visit, have been strictly advised to maintain social distancing, wear masks and carry sanitizers.
- \* Use of Arogya setu app has been made mandatory.

- \* Business has picked up in the rural market due to harvest season and subsequent activities of Kharif sowing has started.
- \* In terms of COVID-19 regulatory package announced by Reserve Bank of India ( RBI ) on March 27, 2020 and in accordance with the Scheme approved by the Board of directors of the company, the Company had extended the option of moratorium for instalments falling due between March 1, 2020 and May 31, 2020 to all eligible borrowers. Further, pursuant to RBI Notification dated May 20, 2020 the moratorium given to those borrowers are being extended to the eligible borrowers for a further period of three months up to August 31, 2020.
- \* In spite of the moratorium, the Company has been able to collect from 84 % , 23 % and 52 % borrowers in the month of March , April and May 2020 respectively.
- \* The Company had liquidity buffer of Rs. 10,422 crores and SLR investments of Rs. 1,824 crores as on March 31, 2020. The liquidity buffer and SLR investments as on May 31, 2020 was Rs. 5,724 crores and Rs.1,801 crores respectively.
- \* The Company has considerable strength of retail depositors who have remain invested in the Company over number of years. Due to this relationship, the Company attracted sizable retail deposits even in April 2020 and May 2020. Company has reduced the interest rates for its retail deposit program by 20 to 30 bps w.e.f. 1st May 2020.

- \* The spread of SARS-CoV-2 virus (referred as 'COVID-19') across the globe and in India has contributed to a significant decline and volatility in global and Indian financial markets and a shrink in the economic activities. The Government of India declared 21-day nation-wide lock-down to contain the pandemic COVID-19 with effect from March 25, 2020. The Government then extended the lockdown till May 31, 2020. However, the government relaxed the lock-down in certain essential areas including plying commercial vehicles for transportation of essential and non-essential goods across the country. In terms of COVID-19 regulatory package announced by Reserve Bank of India ( RBI ) on March 27, 2020 and in accordance with the Scheme approved by the Board of directors of the Company, the Company has extended the moratorium to the eligible borrowers for instalments falling due between March 1, 2020 and May 31, 2020. Further, pursuant to RBI notification dated May 23, 2020 the moratorium given to those borrowers is being extended for a further period of three months upto August 31, 2020. Extension of such moratorium benefit to borrowers as per the COVID-19 Regulatory package of the RBI by itself is not considered to result in significant increase in credit risk as per Ind AS 109 for staging of accounts. The staging of accounts as on March 31, 2020 with respect to assets which were overdue though standard and to whom moratorium has been granted is based on the days past due as on February 29, 2020 keeping it at standstill. Further, estimates and associated assumptions applied in preparing the financial statements, especially in respect of credit loss on loans, are based on historical experience and other emerging/forward looking factors including those arising on account of the COVID-19 pandemic.



- \* The Company has used relevant indicators of moratorium, considering various measures taken by Government and other authorities along with an estimation of potential stress on probability of defaults and loss given defaults due to COVID-19 situation in developing the estimates and assumptions to assess the expected credit loss on loans, including on account of potential macro economic conditions. Based on such assessment, the Company has made additional expected credit loss provision of Rs 909.64 crores during the quarter and year ended March 31, 2020 on account of COVID-19 impact in the financial statement. The impairment loss provided for on account of COVID-19 pandemic is based on the assessment of current situation and the actual impairment loss could be different due to uncertainty over duration of pandemic and restoration of normalcy.

# COVID-19 Key metrics

	Post-COVID		Pre-COVID	
<b>P&amp;L Metrics (Rs. mn)</b>	<b>Q4 FY20</b>	<b>FY20</b>	<b>Q4 FY20</b>	<b>FY20</b>
Interest Income	40,949.1	162,871.2	40,949.1	162,871.2
Less: Interest Expenses	21,769.9	83,703.5	21,769.9	83,703.5
<b>Net Interest Income</b>	<b>19,179.2</b>	<b>79,167.7</b>	<b>19,179.2</b>	<b>79,167.7</b>
Other Income	711.6	2,846.9	711.6	2,846.9
Operating expenditure	5,165.2	19,679.1	5,165.2	14,513.9
Loan Losses & Provisions	11,286.6	27,948.8	2,111.2	18,773.4
<b>Profit before tax</b>	<b>3,439.0</b>	<b>34,386.7</b>	<b>12,614.4</b>	<b>43,562.1</b>
<b>Profit After Tax</b>	<b>2,233.8</b>	<b>25,018.4</b>	<b>8,915.9</b>	<b>31,700.4</b>
EPS (Rs.)	9.85	110.27	39.30	139.72
<b>Balance Sheet Metrics (Rs. mn)</b>	<b>Q4 FY20</b>	<b>FY20</b>	<b>Q4 FY20</b>	<b>FY20</b>
Networth	179,775.2	179,775.2	186,479.8	186,479.8
ROA (%)	0.76%	2.17%	3.02%	2.75%
ROE (%)	4.99%	14.71%	19.93%	18.64%
CRAR (%)	21.99%	21.99%	22.56%	22.56%

# Performance Highlights – Q4 FY20 vs Q4 FY19 (as per Ind AS)

<b>Total Income</b>	<b>7.46%</b> ↑	Q4 FY20	<b>Rs 41,730.4 mn</b>
		Q4 FY19	Rs 38,833.8 mn
<b>Net Interest Income*</b>	<b>0.80%</b> ↑	Q4 FY20	<b>Rs 19,179.2 mn</b>
		Q4 FY19	Rs 19,027.6 mn
* including Direct assignment Income Rs. 86.4 Mn (Q4 FY19 Rs 13.4 Mn)			
<b>PAT</b>	<b>70.06%</b> ↓	Q4 FY20	<b>Rs 2,233.8 mn</b>
		Q4 FY19	Rs 7,460.4 mn
<b>EPS</b>	<b>70.04%</b> ↓	Q4 FY20	<b>Rs 9.85</b>
		Q4 FY19	Rs 32.88

\* Employee strength at 28,045 (including 16,972 field executives) in Q4 FY20 against 26,630 in Q4 FY19

# Performance Highlights – FY20 vs FY19 (as per Ind AS)

<b>Total Income</b>	<b>6.60%</b> ↑	FY20	<b>Rs 165,826.3 mn</b>
		FY19	Rs 155,566.6 mn
<b>Net Interest Income*</b>	<b>1.99%</b> ↑	FY20	<b>Rs 79,167.7 mn</b>
		FY19	Rs 77,620.4 mn
<b>PAT</b>	<b>2.42%</b> ↓	FY20	<b>Rs 25,018.4 mn</b>
		FY19	Rs 25,639.9 mn
<b>EPS</b>	<b>2.42%</b> ↓	FY20	<b>Rs 110.27</b>
		FY19	Rs 113.01

\* including Direct assignment Income  
Rs. 219.3 Mn (FY19 Rs 16.2 Mn)

\* Cost to income ratio at 23.32% in FY20 as compared to 21.56% in FY19

# Performance Highlights – Q4 FY20 vs Q4 FY19 (as per Ind AS)

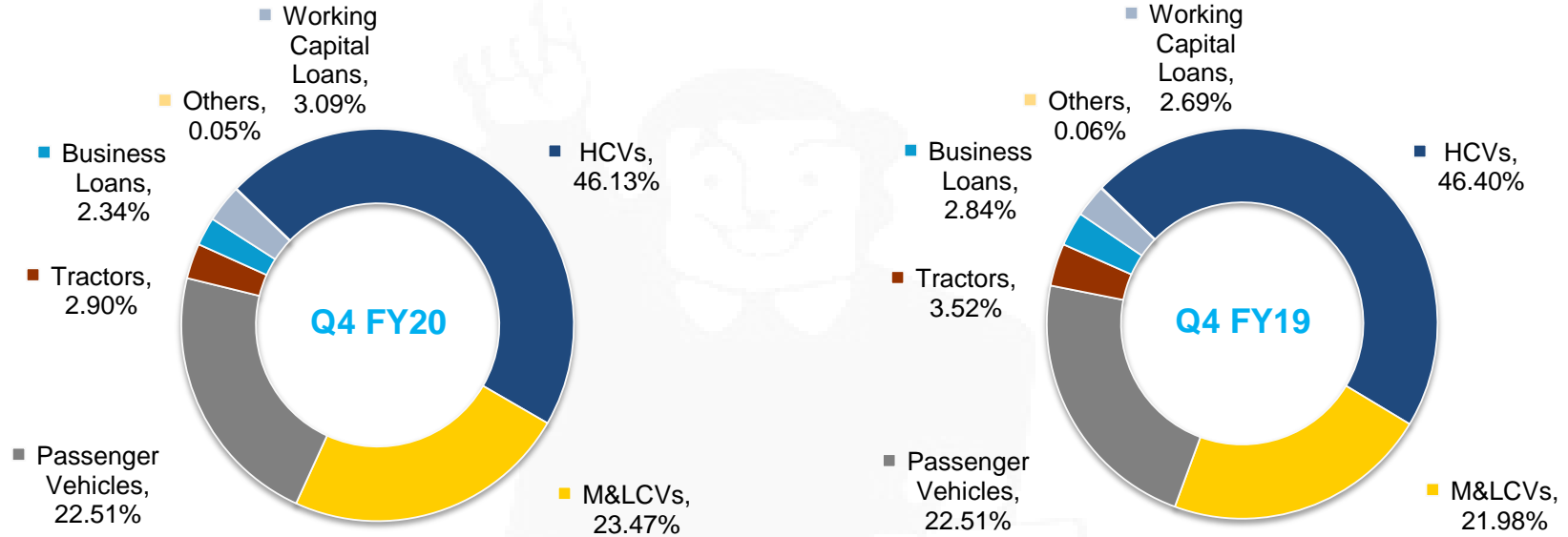
<b>AUM</b>	<b>5.04%</b>	↑	Q4 FY20 Q4 FY19	<b>Rs 1,097,492.4 mn</b> Rs 1,044,822.9 mn
<b>Gross Stage 3 assets</b>	<b>6.47%</b>	↑	Q4 FY20 Q4 FY19	<b>Rs 91,797.1 mn</b> Rs 86,222.7 mn
<b>Net Stage 3 assets</b>	<b>5.94%</b>	↑	Q4 FY20 Q4 FY19	<b>Rs 59,910.1 mn</b> Rs 56,552.7 mn
<b>Book Value</b>	<b>13.70%</b>	↑	Q4 FY20 Q4 FY19	<b>Rs 793.59</b> Rs 697.99

\* CRAR at 21.99% as of Q4 FY20 compared to 20.27% as of Q4 FY19.

# AUM Break-up (as per Ind AS)

Particulars (Rs. mn)	Q4 FY19	Q1 FY20	Q2 FY20	Q3 FY20	Q4 FY20	YoY (%)	QoQ (%)	FY19	FY20	YoY (%)
<b>Loan Portfolio</b>										
- On Books										
Balance sheet assets	850,847.3	846,514.5	847,722.0	856,784.9	873,971.2	2.72%	2.01%	850,847.3	873,971.2	2.72%
Securitised assets	172,227.7	197,499.7	216,911.7	218,045.1	211,045.9	22.54%	-3.21%	172,227.7	211,045.9	22.54%
<b>Total On books</b>	<b>1,023,075.0</b>	<b>1,044,014.2</b>	<b>1,064,633.7</b>	<b>1,074,830.0</b>	<b>1,085,017.1</b>	<b>6.05%</b>	<b>0.95%</b>	<b>1,023,075.0</b>	<b>1,085,017.1</b>	<b>6.05%</b>
- Off Books*	21,747.9	19,420.6	16,568.7	14,483.8	12,475.3	-42.64%	-13.87%	21,747.9	12,475.3	-42.64%
<b>Total AUM</b>	<b>1,044,822.9</b>	<b>1,063,434.8</b>	<b>1,081,202.4</b>	<b>1,089,313.8</b>	<b>1,097,492.4</b>	<b>5.04%</b>	<b>0.75%</b>	<b>1,044,822.9</b>	<b>1,097,492.4</b>	<b>5.04%</b>
- New	115,940.8	114,504.5	109,666.6	104,651.3	97,951.2	-15.52%	-6.40%	115,940.8	97,951.2	-15.52%
- Used	870,499.7	890,205.4	912,146.4	926,255.2	939,489.5	7.93%	1.43%	870,499.7	939,489.5	7.93%
- Business Loans	29,710.3	29,120.9	28,521.4	26,495.0	25,649.8	-13.67%	-3.19%	29,710.3	25,649.8	-13.67%
- Working capital loans	28,073.1	28,983.4	30,267.6	31,420.9	33,859.4	20.61%	7.76%	28,073.1	33,859.4	20.61%
- Others	599.0	620.6	600.4	491.4	542.5	-9.43%	10.40%	599.0	542.5	-9.43%
<b>Total AUM</b>	<b>1,044,822.9</b>	<b>1,063,434.8</b>	<b>1,081,202.4</b>	<b>1,089,313.8</b>	<b>1,097,492.40</b>	<b>5.04%</b>	<b>0.75%</b>	<b>1,044,822.9</b>	<b>1,097,492.4</b>	<b>5.04%</b>

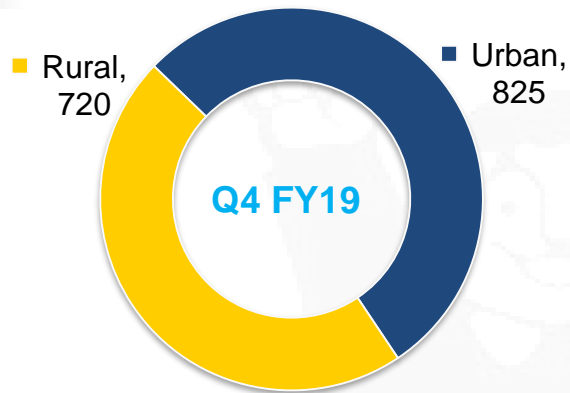
# Segment-wise Break up



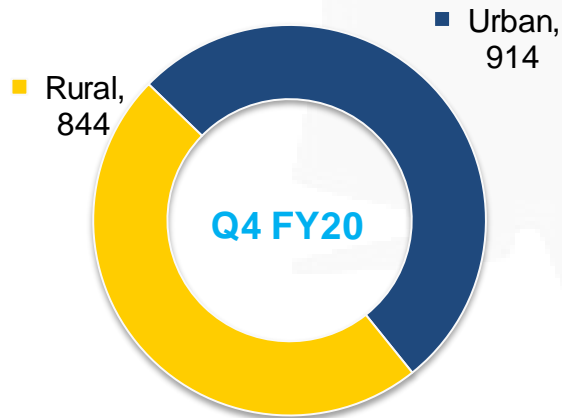
# Branch & AUM distribution – Q4 FY20 vs Q4 FY19

## Branch (Nos)

Total Branch 1,545

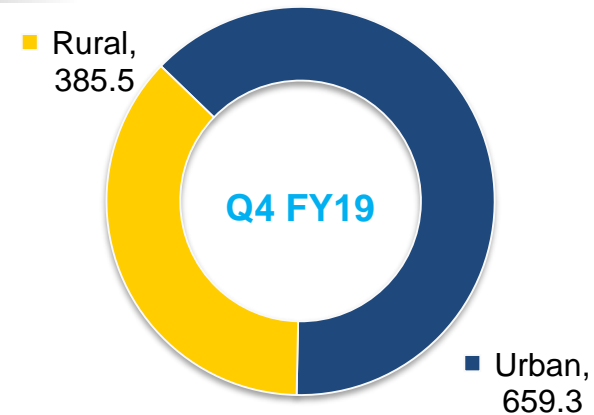


Total Branch 1,758

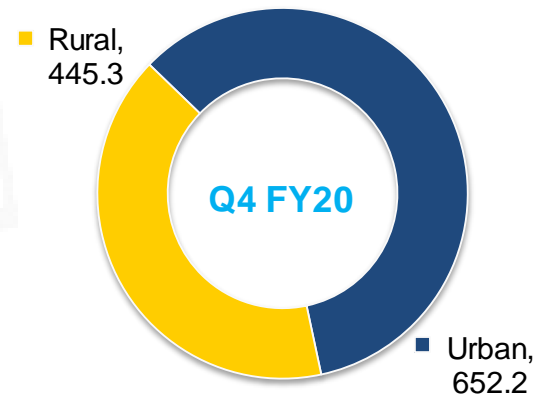


## AUM (Rs in bn)

Total AUM Rs 1044.8 bn



Total AUM Rs 1,097.5 bn





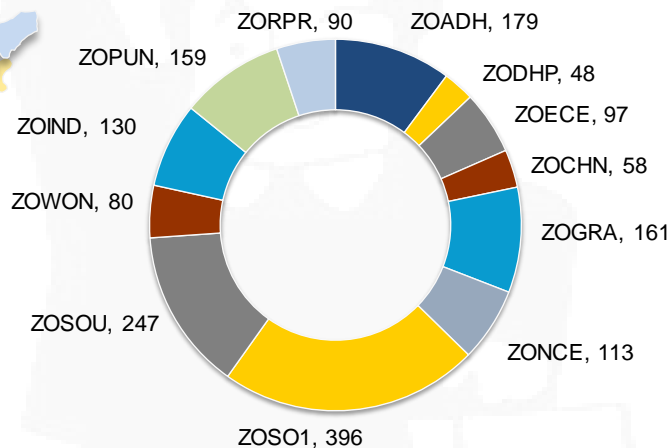
# Provision Analysis

As per IND AS

Particulars (Rs. mn)	Q4 FY19	Q1 FY20	Q2 FY20	Q3 FY20	Q4 FY20	YoY (%)	QoQ (%)	FY19	FY20	YoY (%)
Gross Stage 3	86,222.7	89,257.4	93,965.6	93,923.5	91,797.1	6.47%	-2.26%	86,222.7	91,797.1	6.47%
ECL provision-Stage 3	29,670.0	28,405.7	30,165.4	30,175.9	31,886.5	7.47%	5.67%	29,670.0	31,886.5	7.47%
Net Stage 3	56,552.7	60,851.7	63,800.2	63,747.6	59,910.6	5.94%	-6.02%	56,552.7	59,910.6	5.94%
Gross Stage 3 (%)	8.37%	8.52%	8.80%	8.71%	8.36%	-0.16%	-4.07%	8.37%	8.36%	-0.16%
Net Stage 3 (%)	5.65%	5.97%	6.15%	6.09%	5.62%	-0.63%	-7.66%	5.65%	5.62%	-0.63%
Coverage Ratio (%) Stage 3	34.41%	31.82%	32.10%	32.13%	34.74%	0.94%	8.12%	34.41%	34.74%	0.94%
Gross Stage 1 & 2	943,584.7	958,894.9	974,057.2	983,849.9	1,006,319.5	6.65%	2.28%	943,584.7	1,006,319.5	6.65%
ECL provision-Stage 1 & 2	26,037.0	27,623.7	27,664.6	26,794.4	31,433.6	20.73%	17.31%	26,037.0	31,433.6	20.73%
Net Stage 1 & 2	917,547.7	931,271.2	946,392.6	957,055.5	974,885.9	6.25%	1.86%	917,547.7	974,885.9	6.25%
ECL provision (%) Stage 1 & 2	2.76%	2.88%	2.84%	2.72%	3.12%	13.20%	14.69%	2.76%	3.12%	13.20%

# Well-entrenched Pan India Network

## Regional Split of Branches



## ABBREVIATIONS

Zone	Zone Name
ZOADH	HYDERABAD ZONE
ZODHP	DELHI ZONE
ZOECE	RANCHI ZONE
ZOCHN	CHANDIGARH ZONE
ZOGRA	AHMEDABAD ZONE
ZONCE	LUCKNOW ZONE
ZOSO1	CHENNAI ZONE
ZOSOU	BANGALORE ZONE
ZOWON	KOLKATA ZONE
ZOIND	INDORE ZONE
ZOPUN	PUNE ZONE
ZORPR	RAIPUR ZONE

Branch Network

**1,758**

Branch  
Offices

**2.12mn**

Customers

**28,045**

Employees

**16,972**

Field Officers

**500**

Private  
Financiers

**831**

Rural  
Centres

# P&L Statement

Particulars (Rs. mn)	Q4 FY19	Q1 FY20	Q2 FY20	Q3 FY20	Q4 FY20	YoY (%)	QoQ (%)	FY19	FY20	YoY (%)
Interest income	38,291.7	39,867.5	40,908.3	41,146.2	40,949.1	6.94%	-0.48%	153,955.4	162,871.2	5.79%
Interest expended	19,264.1	20,397.3	20,761.1	20,775.2	21,769.9	13.01%	4.79%	76,335.0	83,703.5	9.65%
Net interest income	19,027.6	19,470.2	20,147.2	20,371.0	19,179.2	0.80%	-5.85%	77,620.4	79,167.7	1.99%
Other Operating Income	120.7	282.6	407.0	416.9	377.3	212.59%	-9.50%	763.7	1,483.6	94.26%
<b>Operating income</b>	<b>19,148.3</b>	<b>19,752.8</b>	<b>20,554.2</b>	<b>20,787.9</b>	<b>19,556.5</b>	<b>2.13%</b>	<b>-5.92%</b>	<b>78,384.1</b>	<b>80,651.3</b>	<b>2.89%</b>
Operating expenditure	4,304.4	4,468.5	4,920.4	5,125.1	5,165.2	20.00%	0.78%	17,547.6	19,679.1	12.15%
<b>Core operating profit *</b>	<b>14,843.9</b>	<b>15,284.3</b>	<b>15,633.8</b>	<b>15,662.8</b>	<b>14,391.3</b>	<b>-3.05%</b>	<b>-8.12%</b>	<b>60,836.5</b>	<b>60,972.2</b>	<b>0.22%</b>
Other income	276.5	143.3	241.4	644.3	334.3	20.90%	-48.11%	768.8	1,363.3	77.33%
<b>Operating profit</b>	<b>15,120.4</b>	<b>15,427.6</b>	<b>15,875.2</b>	<b>16,307.1</b>	<b>14,725.6</b>	<b>-2.61%</b>	<b>-9.70%</b>	<b>61,605.3</b>	<b>62,335.5</b>	<b>1.19%</b>
Loan Losses & Provisions	5,398.0	5,611.8	6,606.5	4,443.9	11,286.6	109.09%	153.98%	23,822.6	27,948.8	17.32%
<b>Profit before tax</b>	<b>9,722.4</b>	<b>9,815.8</b>	<b>9,268.7</b>	<b>11,863.2</b>	<b>3,439.0</b>	<b>-64.63%</b>	<b>-71.01%</b>	<b>37,782.7</b>	<b>34,386.7</b>	<b>-8.99%</b>
Tax Expense	2,262.0	3,473.3	1,618.2	3,071.6	1,205.1	-46.72%	-60.77%	12,142.8	9,368.2	-22.85%
<b>Profit after tax</b>	<b>7,460.4</b>	<b>6,342.5</b>	<b>7,650.5</b>	<b>8,791.6</b>	<b>2,233.9</b>	<b>-70.06%</b>	<b>-74.59%</b>	<b>25,639.9</b>	<b>25,018.5</b>	<b>-2.42%</b>
<b>Other comprehensive Income (Net)</b>	<b>1.9</b>	<b>-30.1</b>	<b>-14.2</b>	<b>5.5</b>	<b>-8.6</b>	<b>-552.63%</b>	<b>-256.36%</b>	<b>-23.2</b>	<b>-47.4</b>	<b>104.31%</b>
<b>Total Comprehensive Income</b>	<b>7,462.3</b>	<b>6,312.4</b>	<b>7,636.3</b>	<b>8,797.1</b>	<b>2,225.3</b>	<b>-70.18%</b>	<b>-74.70%</b>	<b>25,616.7</b>	<b>24,971.1</b>	<b>-2.52%</b>
<b>EPS (Rs)</b>	<b>32.88</b>	<b>27.96</b>	<b>33.72</b>	<b>38.75</b>	<b>9.85</b>	<b>-70.04%</b>	<b>-74.58%</b>	<b>113.01</b>	<b>110.27</b>	<b>-2.42%</b>
<b>Tier I CRAR %</b>	<b>15.62%</b>	<b>15.88%</b>	<b>16.31%</b>	<b>16.82%</b>	<b>18.13%</b>	<b>16.07%</b>	<b>7.79%</b>	<b>15.62%</b>	<b>18.13%</b>	<b>16.07%</b>
<b>Tier II CRAR %</b>	<b>4.65%</b>	<b>4.20%</b>	<b>4.04%</b>	<b>3.86%</b>	<b>3.86%</b>	<b>-16.99%</b>	<b>0.00%</b>	<b>4.65%</b>	<b>3.86%</b>	<b>-16.99%</b>
<b>Total CRAR %</b>	<b>20.27%</b>	<b>20.08%</b>	<b>20.35%</b>	<b>20.68%</b>	<b>21.99%</b>	<b>8.49%</b>	<b>6.33%</b>	<b>20.27%</b>	<b>21.99%</b>	<b>8.49%</b>
<b>Book Value (Rs)</b>	<b>697.99</b>	<b>717.38</b>	<b>751.04</b>	<b>783.78</b>	<b>793.59</b>	<b>13.70%</b>	<b>1.25%</b>	<b>697.99</b>	<b>793.59</b>	<b>13.70%</b>

\*Before Provisions & Contingencies

# Balance Sheet

Particulars (Rs. mn)	Mar-19	Jun-19	Sep-19	Dec-19	Mar-20	YoY (%)	QoQ (%)
<b>I. ASSETS</b>							
<b>Financial Assets</b>							
Cash and cash equivalents	10,291.4	31,379.3	7,564.7	9,653.1	30,889.9	200.15%	220.00%
Bank Balance other than above	29,523.3	34,260.2	38,038.2	40,396.0	42,259.3	43.14%	4.61%
Derivative financial instruments	217.2	127.3	1,718.4	2,455.6	7,587.3	3393.23%	208.98%
Receivables							
(I) Trade Receivables	84.8	38.0	116.2	181.4	105.0	23.82%	-42.12%
(II) Other Receivables	199.4	220.6	29.9	28.0	56.4	-71.72%	101.43%
Loans	967,514.9	988,118.4	1,006,913.7	1,017,956.9	1,022,316.3	5.66%	0.43%
Investments	39,990.7	26,300.7	27,573.8	28,229.2	27,984.8	-30.02%	-0.87%
Other Financial assets	368.8	480.1	439.8	441.4	451.5	22.42%	2.29%
<b>Non Financial assets</b>							
Current tax assets (net)	1,065.8	1,065.8	3,815.6	2,009.6	2,491.0	133.72%	23.96%
Deferred tax assets (net)	757.0	703.9	311.3	177.6	625.0	-17.44%	251.91%
Investment Property	20.6	20.6	20.5	20.5	20.3	-1.46%	-0.98%
Property, plant and equipment	1,434.6	1,378.5	1,459.6	1,466.1	1,498.8	4.48%	2.23%
Right of use assets	-	3,362.5	3,370.1	3,338.9	3,278.4	-	-1.81%
Other Intangible assets	19.7	17.2	26.7	21.0	26.7	35.53%	27.14%
Other non financial assets	1,436.6	1,483.7	1,553.3	1,561.6	1,695.7	18.04%	8.59%
<b>Total</b>	<b>1,052,924.8</b>	<b>1,088,956.8</b>	<b>1,092,951.8</b>	<b>1,107,936.9</b>	<b>1,141,286.4</b>	<b>8.39%</b>	<b>3.01%</b>

# Balance Sheet (Continued)

Particulars (Rs. mn)	Mar-19	Jun-19	Sep-19	Dec-19	Mar-20	YoY (%)	QoQ (%)
<b>II. Liabilities and Equity</b>							
<b>Financial Liabilities</b>							
Derivative financial instruments	834.2	1,351.0	225.0	-	-	-100.00%	0.00%
Trade Payables	1,361.8	1,678.4	1,871.7	1,742.1	1,449.7	6.45%	-16.78%
Debt Securities	341,817.6	350,153.1	310,771.1	306,524.4	342,669.6	0.25%	11.79%
Borrowings (other than debt security)	371,893.0	383,609.7	419,483.1	428,217.9	424,746.0	14.21%	-0.81%
Deposits	103,414.6	110,576.4	114,504.5	120,277.2	119,601.2	15.65%	-0.56%
Subordinated Liabilities	62,018.8	61,705.7	61,174.9	60,143.2	56,700.7	-8.57%	-5.72%
Other Financial liabilities	10,164.8	8,054.8	8,118.9	6,849.1	9,123.2	-10.25%	33.20%
Lease liabilities	-	3,577.1	3,640.6	3,665.2	3,628.1	-	-1.01%
<b>Non-financial Liabilities</b>							
Current tax liabilities (net)	1,029.7	1,784.5	1,024.8	1,024.8	1,020.2	-0.92%	-0.45%
Provisions	1,332.6	3,344.3	1,411.8	1,401.4	1,463.3	9.81%	4.42%
Other non-financial liabilities	694.9	361.3	328.6	265.2	832.8	19.84%	214.03%
<b>Equity</b>							
Equity share capital	2,269.0	2,268.8	2,268.8	2,268.8	2,268.8	-0.01%	0.00%
Other equity	156,093.8	160,491.7	168,128.0	175,557.6	177,782.8	13.89%	1.27%
<b>Total</b>	<b>1,052,924.8</b>	<b>1,088,956.8</b>	<b>1,092,951.8</b>	<b>1,107,936.9</b>	<b>1,141,286.4</b>	<b>8.39%</b>	<b>3.01%</b>

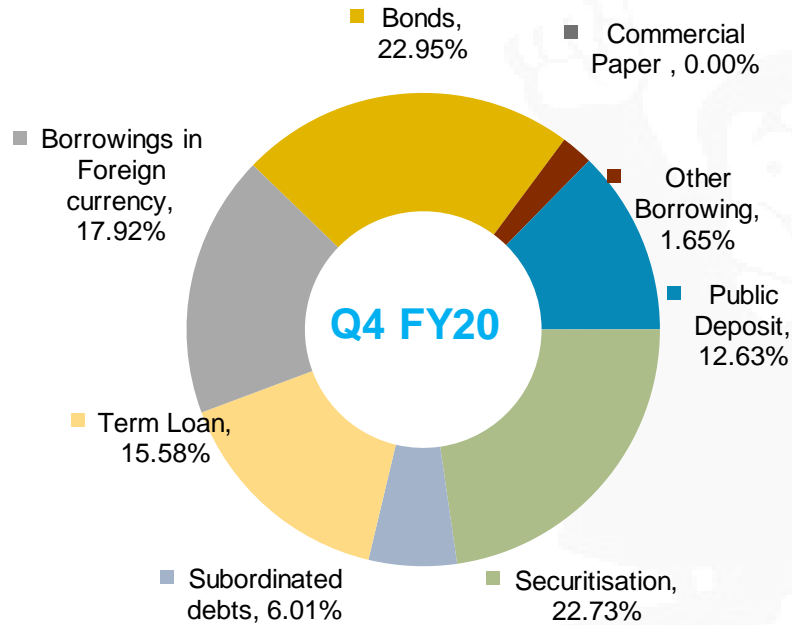
# Key Metrics – Q4 FY20

P&L Metrics (Rs. mn)	Q4 FY19	Q1 FY20	Q2 FY20	Q3 FY20	Q4 FY20	YoY (%)	QoQ (%)	FY19	FY20	YoY (%)
Interest Income	38,291.7	39,867.5	40,908.3	41,146.2	40,949.1	6.94%	-0.48%	153,955.4	162,871.2	5.79%
Less: Interest Expenses	19,264.1	20,397.3	20,761.1	20,775.2	21,769.9	13.01%	4.79%	76,335.0	83,703.5	9.65%
<b>Net Interest Income</b>	<b>19,027.6</b>	<b>19,470.2</b>	<b>20,147.2</b>	<b>20,371.0</b>	<b>19,179.2</b>	<b>0.80%</b>	<b>-5.85%</b>	<b>77,620.4</b>	<b>79,167.7</b>	<b>1.99%</b>
Other Income	397.2	425.9	648.4	1,061.2	711.6	79.15%	-32.94%	1,532.5	2,846.9	85.77%
<b>Profit After Tax</b>	<b>7,460.4</b>	<b>6,342.5</b>	<b>7,650.5</b>	<b>8,791.6</b>	<b>2,233.8</b>	<b>-70.06%</b>	<b>-74.59%</b>	<b>25,639.9</b>	<b>25,018.4</b>	<b>-2.42%</b>
EPS (Rs.)	32.88	27.96	33.72	38.75	9.85	-70.04%	-74.58%	113.01	110.27	-2.42%
Cost to income Ratio (%)	21.45%	21.79%	23.13%	22.91%	25.47%	18.74%	11.17%	21.56%	23.32%	8.16%
NIM (on AUM)	7.23%	7.16%	7.19%	7.14%	6.76%	-6.50%	-5.32%	7.41%	7.06%	-4.72%

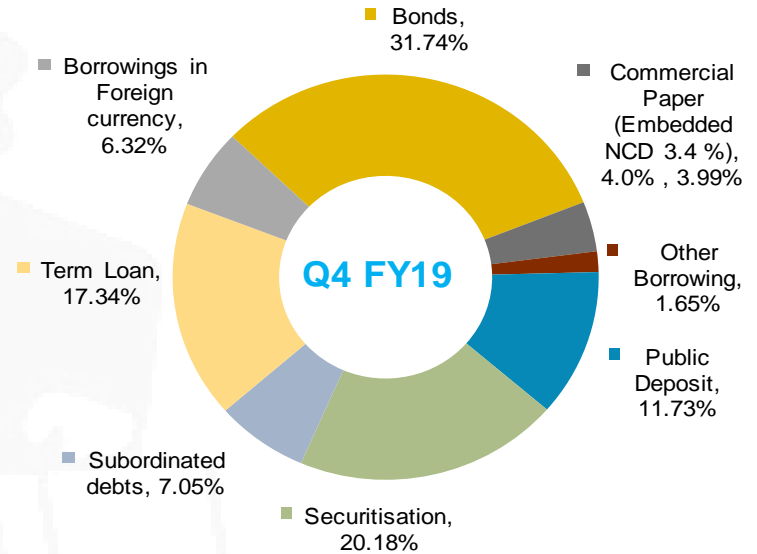
Balance Sheet Metrics (Rs. mn)	Q4 FY19	Q1 FY20	Q2 FY20	Q3 FY20	Q4 FY20	YoY (%)	QoQ (%)	FY19	FY20	YoY (%)
Networth	158,086.6	162,484.1	170,120.4	177,550.0	179,775.2	13.72%	1.25%	158,086.6	179,775.2	13.72%
Book Value (Rs.)	697.99	717.38	751.04	783.78	793.59	13.70%	1.25%	697.99	793.59	13.70%
Interest Coverage (x)	2.01	1.97	1.99	2.02	1.90	-5.47%	-5.94%	2.03	1.97	-3.15%
ROA (%)	2.65%	2.26%	2.67%	3.05%	0.76%	-71.32%	-75.08%	2.33%	2.17%	-6.87%
ROE (%)	19.30%	15.80%	18.37%	20.20%	4.99%	-74.15%	-75.30%	17.52%	14.71%	-16.04%
CRAR (%)	20.27%	20.08%	20.35%	20.68%	21.99%	8.49%	6.33%	20.27%	21.99%	8.49%

# Borrowing Profile as on Mar 31, 2020 vs Mar 31, 2019

Rs 943.72 bn

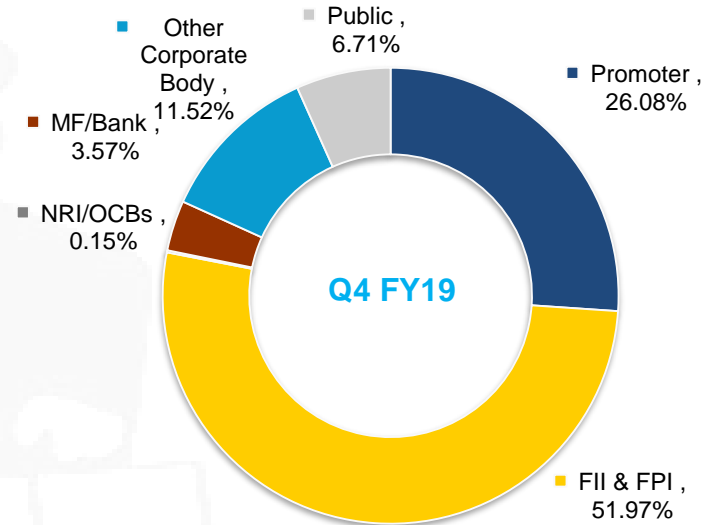
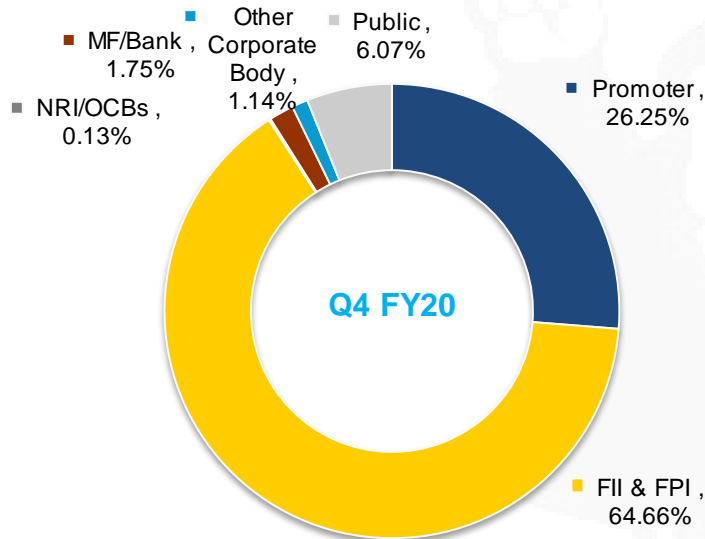


Rs 879.14 bn



# Shareholding Pattern as on Mar 31, 2020 vs Mar 31, 2019

No. of shares outstanding: 226.88 mn





# 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

Key Shareholders	Current Shareholding (Mn Shares)	%
Shriram Capital Limited	59.50	26.23
Fidelity Investment Trust Fidelity Series Emerging Markets	7.36	3.24
Sanlam Life Insurance Limited	6.76	2.98
Government Pension Fund Global	4.96	2.19
T. Rowe Price New Asia Fund	3.44	1.52
MFS Emerging Markets Equity Fund	3.41	1.50
Generation IM Fund PLC-Generation IM Asia Fund	2.95	1.30
Vanguard Total International Stock Index Fund	2.92	1.29
Invesco Perpetual Various Funds	2.89	1.27
Investec Global Strategy Fund - Asian Equity Fund	2.76	1.22
Public & Others	129.93	57.26
<b>Total</b>	<b>226.88</b>	<b>100.00</b>

**For any Investor Relations  
queries please contact**

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

## About Shriram Transport Finance Co. Ltd.

Shriram Transport Finance Co Ltd. is the largest asset financing NBFC in India with Assets on Balance sheet of Rs. 109,749.24 crores. The company is a leader in organized financing of pre-owned trucks with strategic presence in 5-10 year old trucks. It has a pan-India presence with a network of 1,758 branches, and employs 28,045 employees including 16,972 field officers. The company has built a strong customer base of approx. 2.12 mn. Over the past 39 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](http://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.



A WINNING RELATIONSHIP

Thank You