



Tube Investments of India Ltd.

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Website: www.tiindia.com CIN:L35921TN1949PLC002905

10th August, 2016

National Stock Exchange of India Ltd.
Exchange Plaza, 5th Floor
Plot No.C/1, G Block
Bandra-Kurla Complex
Bandra (E)
Mumbai 400 051

BSE Ltd.
1st Floor
New Trading Ring, Rotunda Building
P J Towers, Dalal Street
Fort
Mumbai 400 001

Dear Sirs,

Sub: Investor Presentation templates – Q1 unaudited financial results & Ind AS

We forward herewith the Investor Presentation templates prepared with regard to the first quarter (FY2016-17) unaudited financial results of the Company and the impact of Ind AS, for use during the Company's meetings with analysts or institutional investors, as and when scheduled.

Kindly take the presentations on record. The same is also uploaded in our Company's website.

Thanking you,

Yours faithfully,
For TUBE INVESTMENTS OF INDIA LTD

S SURESH
COMPANY SECRETARY

Encl:



Investor Presentation

August 2016

Stock Codes: **BSE:** 504973 **NSE:** TUBEINVEST **Bloomberg:** TI IN / TI IB **Reuters:** TUBE.NS / TUBE.BO
CIN: L35921TN1949PLC002905

1. About Murugappa Group
2. Tube Investments of India Limited
3. Business Divisional Performance
4. Company Financials

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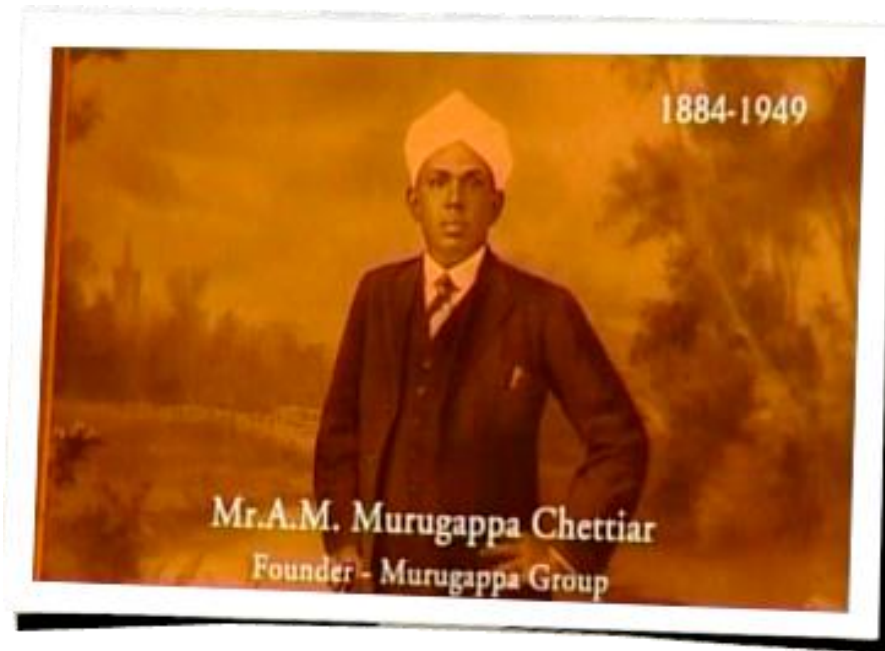
This presentation contains forward-looking statements which may be identified by their use of words like “plans,” “expects,” “will,” “anticipates,” “believes,” “intends,” “projects,” “estimates” or other words of similar meaning. All statements that address expectations or projections about the future, including, but not limited to, statements about the strategy for growth, product development, market position, expenditures, and financial results, are forward-looking statements.

Forward-looking statements are based on certain assumptions and expectations of future events. The companies referred to in this presentation cannot guarantee that these assumptions and expectations are accurate or will be realized. The actual results, performance or achievements, could thus differ materially from those projected in any such forward-looking statements. These companies assume no responsibility to publicly amend, modify or revise any forward looking statements, on the basis of any subsequent developments, information or events, or otherwise.



INR 295 Billion Conglomerate

One of the largest family promoted, professionally managed, diversified business groups...



The fundamental principle of economic activity is that no man you transact with will lose; then you shall not.

- Arthashastra



1900 – 1915

A. M. Murugappa lays the foundation of the Group by establishing a money-lending and banking business, with Ramanathan Chettiar in Burma, under the name A. M. M. Rm. Firm.

1915 - 1934

The Company diversifies into textiles, rubber plantation, insurance and stock broking. Expands businesses to Malaya, Vietnam and Ceylon.

1935 - 1949

Just before the Japanese invasion of Burma in World War II, the Company strategically moves its assets back to India. Invests in steel furniture and emery paper.

1950 - 1980

New companies TI of India and CUMI are established. Company enters the Financial Services sector with Cholamandalam Investment & Finance Co.



1981 – 1990

New acquisitions take place demonstrating the Company's capability to turn around businesses. Existing Companies and new acquisitions are consolidated and the Murugappa Group is formed.

1991 – 2000

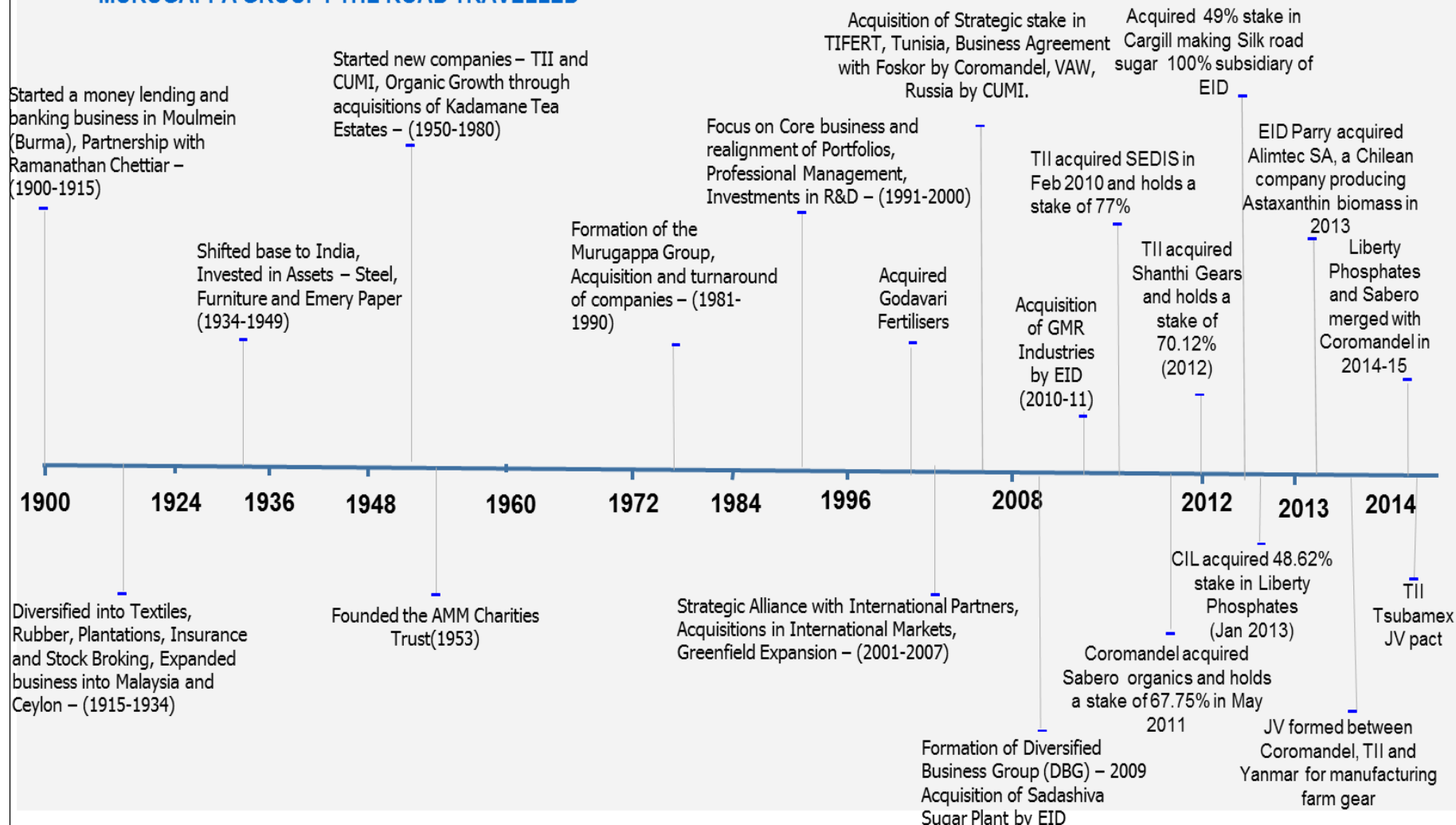
The Group is restructured where core businesses are streamlined and portfolios are realigned. It takes on an aggressive growth path while driving into the domestic market.

2001 Onwards

The Group continues to increase its global presence through joint-ventures with leading international firms. Its domestic capacity is on the rise through new product launches, newer acquisitions and Green-field projects.

The future holds the promise of significant opportunities, challenges, achievements and growth. And the Murugappa Group is poised to embrace it all with the zeal and positive energy that has come to be synonymous with the Group!

MURUGAPPA GROUP : THE ROAD TRAVELLED





FERTILISERS



SUGAR



TEA



PESTICIDES



ABRASIVES



REFRACTORIES



INDUSTRIAL CERAMICS



CUTTING TOOLS



BICYCLES



CHAINS



STEEL TUBES / STRIPS



GEAR SYSTEMS



METAL FORMING



FINANCIAL SERVICES



INSURANCE



CONSTRUCTION



WATER



NUTRACEUTICALS



PACKAGING



POWER GENERATION



HOME FURNISHINGS



IT INFRA MANAGEMENT





Coromandel International Ltd.

- Leading manufacture of wide range of Fertilizers, Pesticides & Specialty Nutrients
- Fully integrated fertilizer complex
- Second Largest producer of phosphatic fertilizers India



E.I.D. Parry India Ltd.

- One of the largest producers of sugar in India
- Integrated sugar complexes
- Largest producer of Neem based pesticides in the world
- Leader in the production of nutritional supplement - Spirulina algae



Parry Agro Industries Ltd.

- One of the high yielding plantations in the country



Tube Investments of India Ltd.

- Preferred supplier of precision tubes and Strips to major automotive companies in India and abroad
- Metal Forming supplies doorframes to all major auto manufacturer and other roll formed sections for railway wagons and coaches
- Market leader in both the industrial and automotive chains
- Wide range of bicycles - two well established brands, Hercules and BSA, and the indigenously developed Montra.



Carborundum Universal Ltd.

- Pioneering presence in Abrasives, Refractories, Electro minerals and Industrial Ceramics.

Cholamandalam Investment and Finance Company Ltd.



- Leading financial services provider with a pan India presence
- Offers Vehicle Finance, Home Equity Loans, Home Loans, Corporate Finance and Rural Finance
- Its subsidiaries are
 - Cholamandalam Distribution Services Limited (CDSL) offers full scale wealth management services
 - Cholamandalam Securities Limited (CSEC) is in the business of stock broking and distribution services



Cholamandalam MS General Insurance Company Ltd.

- Offers a wide range of non-life insurance products



Parry Enterprises India Limited



Parry Infra



Wendt India Limited



Sterling Abrasives Limited



Parry Murray and Co Limited



Murugappa Morgan Thermal
Ceramics Limited



Southern Energy Development Corporation



Ambadi Enterprises Limited



Placon (India) Private Limited



Net Access (India) Pvt Limited

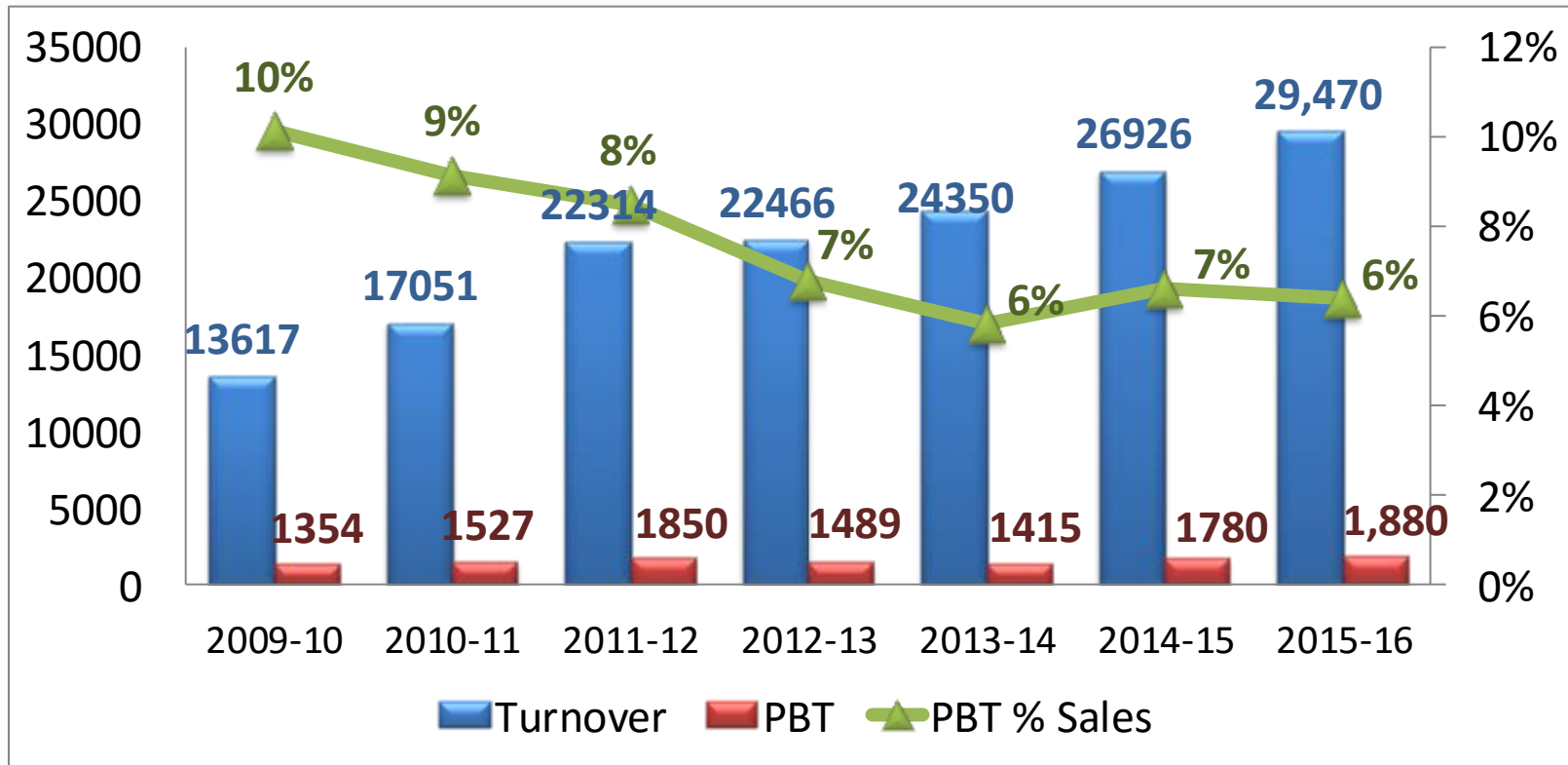


Shanthi Gears Limited



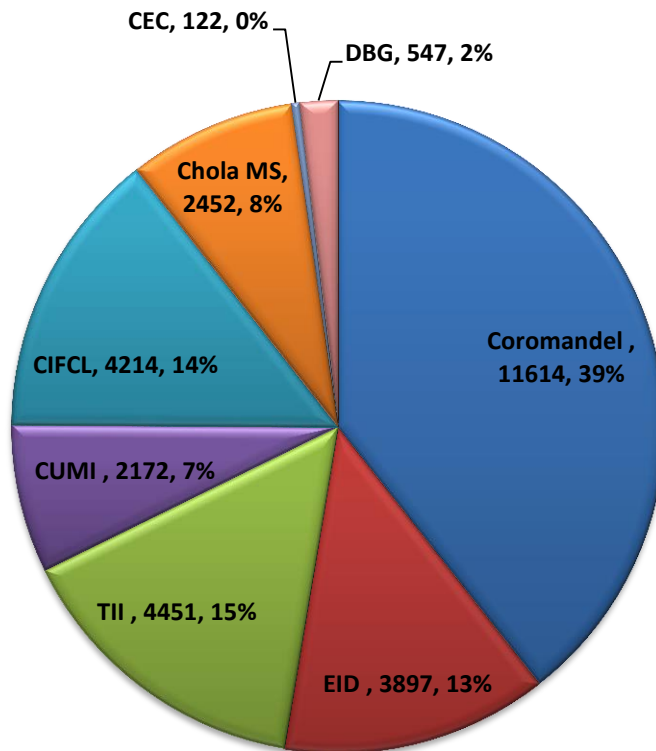
Murugappa Organo Water Solutions

figures in ₹ Crore

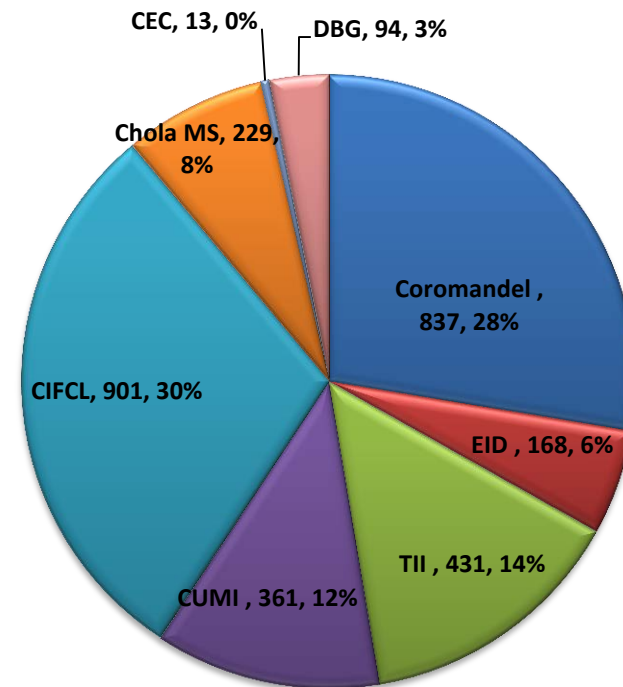


*PBT is excluding Extra- Ordinary Income of the group.

Group Turnover, 2015-16



Group EBITDA, 2015-16





Groupe Chimique Tunisien
- Tunisia



**Sociedad Quimicay
Minera** - Chile



Yanmar - Japan



Mitsui & Co Ltd - Japan

MITSUI & CO.

Tsubamex company limited
- Japan



Manufacturing Base

Russia – Silicon carbide
South Africa – Zirconia, Phosphoric acid
Tunisia – Phosphoric acid
France – TIDC
Chile - Astaxanthin

Marketing & Distribution Base

Presence in Argentina, Australia, Brazil, Canada, Holland, Middle East, Philippines, South Africa, Thailand, China, UK, USA

The Spirit of the Murugappa Group

Integrity

Responsibility

Passion

The five lights

The values, principles and beliefs that have always guided us and continue to show the way forward.

Respect

Quality

Integrity

We value professional and personal integrity above all else. We achieve our goals by being honest and straightforward with all our stakeholders. We earn trust with every action, every minute of every day.

Passion

We play to win. We have a healthy desire to stretch, to achieve personal goals and accelerate business growth. We strive constantly to improve and be energetic in everything that we do.

Quality

We take ownership of our work. We unfailingly meet high standards of quality in both what we do and the way we do it. We take pride in excellence.

Respect

We respect the dignity of every individual. We are open and transparent with each other. We inspire and enable people to achieve high standards and challenging goals. We provide everyone equal opportunities to progress and grow.

Responsibility

We are responsible corporate citizens. We believe we can help make a difference to our environment and change lives for the better. We will do this in a manner that befits our size and also reflects our humility.



AMM Foundation is a non-profit organization run by the Murugappa Group

4 Schools, a polytechnic; approximately 10,500 students

4 Hospitals - over 8 lakh patients treated last year

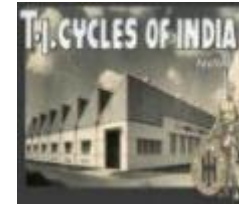
Scholarships for needy meritorious students

Scholarships for scholars for pursuing their professional degrees

Tube Investments of India Limited

1949

- TI Cycles setup with BSA and Hercules Brands



1955

- Entered Precision tubes with incorporation of Tube Products of India



1960

- Entered Chains business with incorporation of TIDC



1965

- TI Metal Forming setup



1978

- Promoted **Cholamandalam Investment and Finance Company Ltd**



1985

- Indigenously manufactured 100 CC bike chain



2001

- Promoted **Cholamandalam MS General Insurance**



2010

- Acquired **SEDIS, France**



2012

- Acquired **Shanthi Gears Ltd**



2014

- Entered into Large Dia Tube manufacturing
- Promoted **TI Tsubamex Pvt Ltd**



2016

- TI sold 14% stake in Cholamandalam MS General Insurance Company to partner, Mitsui Sumitomo Insurance Company

Manufacturing

- Manufacturers of
 - Tubes, Strips, & Tubular Components
 - Bicycles & Fitness Products,
 - Chains for Automobile sector & Industrial applications,
 - Doorframe & Channels
 - Industrial Gears
 - Designing & Manufacturing of Dies
- 25 Manufacturing Locations
- Suppliers to all major automotive OEM's in India
- Focus on Quality & Operational excellence

Financial Services

Financing

- 534 branches across 25 states /Union Territories
- 90% presence across Tier II, Tier III & Tier IV towns

General Insurance

- 105 branches and over 9000 agents across the country.

Key Financials (TII Consolidated) – As per I GAAP

₹ Cr.	2015-16*	2014-15	Growth
Revenue	7,991	9,722	-18%
EBITDA (Incl Other Income)	928	1,259	-26%
PBIT (Incl Other Income)	785	1,112	-29%
PBT (Before Exceptional Items)	648	969	-33%
Exceptional Items	727	34	
PBT (After Exceptional Items)	1,374	1,003	37%
Net Profit	1,039	424	145%

*Revenue, EBITDA and PBIT of FY 2015-16 includes CIFCL financials upto Aug '15 only as CIFCL ceased to be a subsidiary w.e.f. 2nd September, 2015. However, Net Profit includes full year Net Profit of CIFCL.

TII Standalone – As per IND AS

₹ Cr.	YTD Jun'16	YTD Jun'15	Growth
Revenue	1,146	1,076	6%
EBITDA	106	86	23%
PBIT	88	62	43%
Net Profit	42	18	135%



Largest Supplier of Steel Precision Tubes (CDW)



Second largest bicycle producer in India



Leader in Chains and Fine blanked components



Preferred supplier for metal formed door frames

Directors



Mr. M. M. Murugappan
Chairman



Mr. L. Ramkumar
Managing Director



Mr. N. Srinivasan



Mr. S. Sandilya



Mr. Pradeep V.
Bhide



Mr. C.K. Sharma



Mr. Hemant
Nerurkar



Ms. Madhu
Dubhashi

Leadership Team



Mr. Kalyan K.
Paul



Mr. Arun
Alagappan



Mr. P.
Ramachandran



Mr. K. R.
Srinivasan



Mr. R.
Narayanan

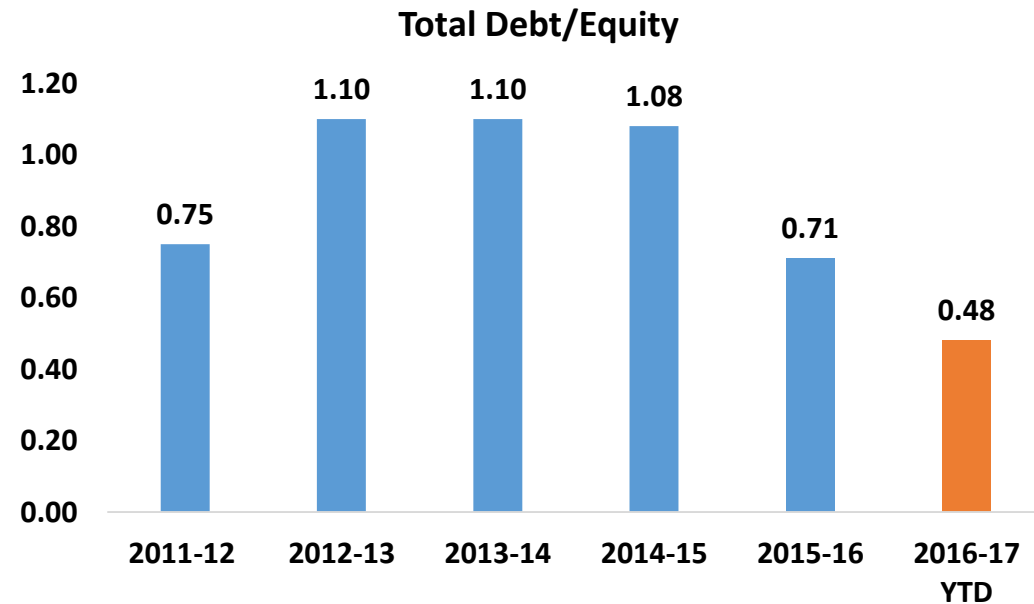


Mr. R.
Netarajan

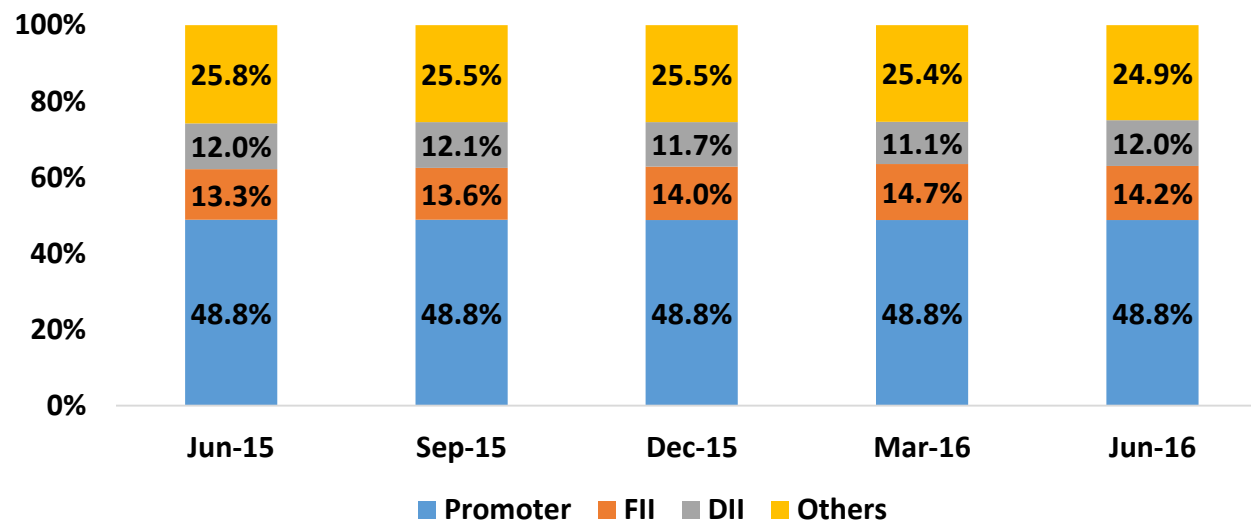


Mr. N. Prasad

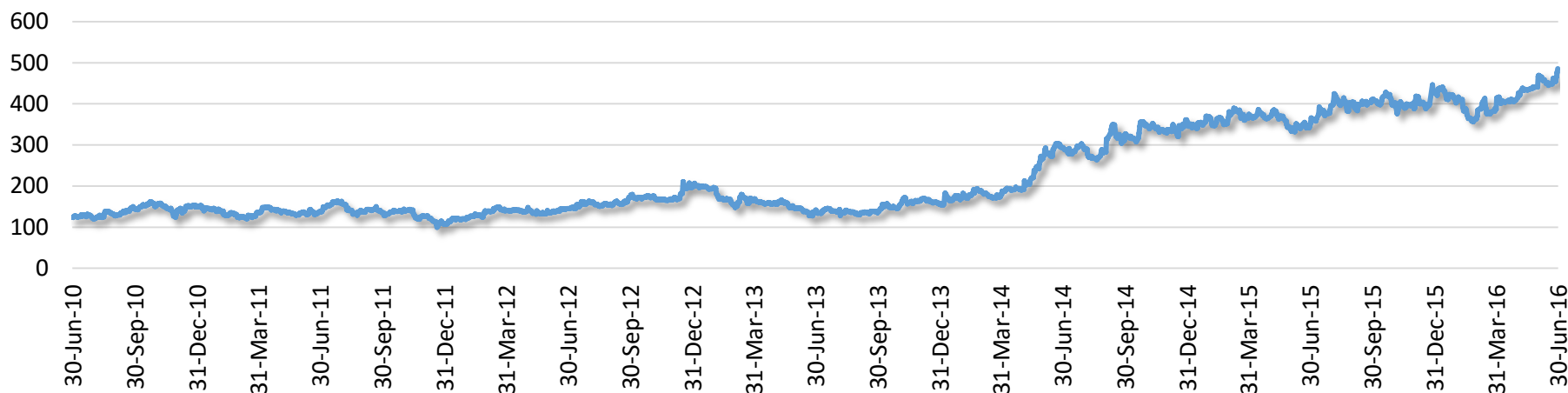
- Credit Rating
 - CRISIL AA for long term
 - CRISIL A1+ for short term
- Standalone Balance Sheet
 - Total Debt / Equity – 0.48
 - Long term Debt / Equity – 0.33
- Financial Services
 - Capital adequacy ratio – 18.73%
(Stipulated limit – 15%)
- General Insurance
 - Solvency ratio – 1.60



Shareholding Pattern



Share Price Movement



Uninterrupted dividend history for 62 years
Dividend payout policy ~25-30% of profits



TESTED & TRUSTED & RESPECTED

montra

BSA **HERCULES**

SELECTED Superbrand

BSA & Hercules bicycles are proud to be your chosen Superbrands.

www.bsahercules.com

www.youtube.com/bsahercules

www.facebook.com/bsahercules

BSA TIGER BSA CHIMP BSA LADYBIRD BSA MACH BSA ROADSTERS BSA JR. ROADSTERS HERCULES HITE TIGER HERCULES ROADSTERS HERCULES JR. ROADSTERS HERCULES RYDERS HERCULES ROADGO

Pioneers in Selling Cycling... not just cycles

■ Industry

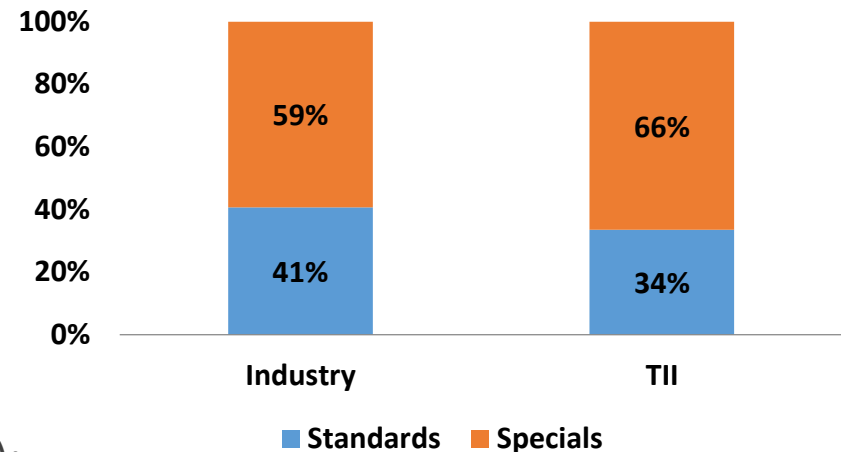
- Overall healthy growth in both Standards as well as Specials segments in the Quarter

■ Business Drivers

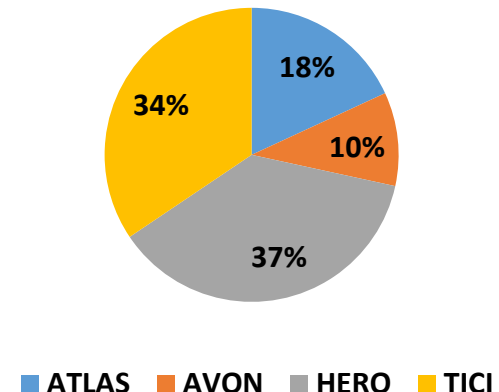
- Large dealer network across India – over 10,000 touch points across India
- Expansive Retail Formats in Urban (BSA Stores), Rural (RHB), Lifestyle (Track& Trail): around 660 stores
- Multi Locational Servicing Centers
- Continuous New product development
- Extensive BTL & ATL activities
- Focus on Exports
- State of the Art manufacturing facilities for Alloy and Carbon

Capital Expenditure	
₹ 28 Cr. YTD Jun '16	₹ 51 Cr. 2015-16

Trade Sales – Q1 2016-17



Market Share – Q1 2016-17



Brand equity

- Our flagship brands “BSA” and “HERCULES” were recognised for excellence at the World brand Congress in Singapore.



Super Premium Lifestyle Cycles

- Super premium has registered a growth of 27 % vis-à-vis same quarter last year

Pioneer in Retail Formats

- BSA Go, BSA Hercules Store, Track & Trial Lounge

Selling Cycling not Just Cycles

- Organised close to 2000 events all over the country participation of more than 10 Lakhs individuals in FY 15-16

Multi Location Servicing

- Large dealer and service network with more than 10,000 touch points through out the country

Pioneer in New Product Development

- 60 new Products developed during FY 15-16.
- 13 models launched in Q1 of FY 16-17



BSA

HERCULES

LADYBIRD

ROADED

MACH CITY

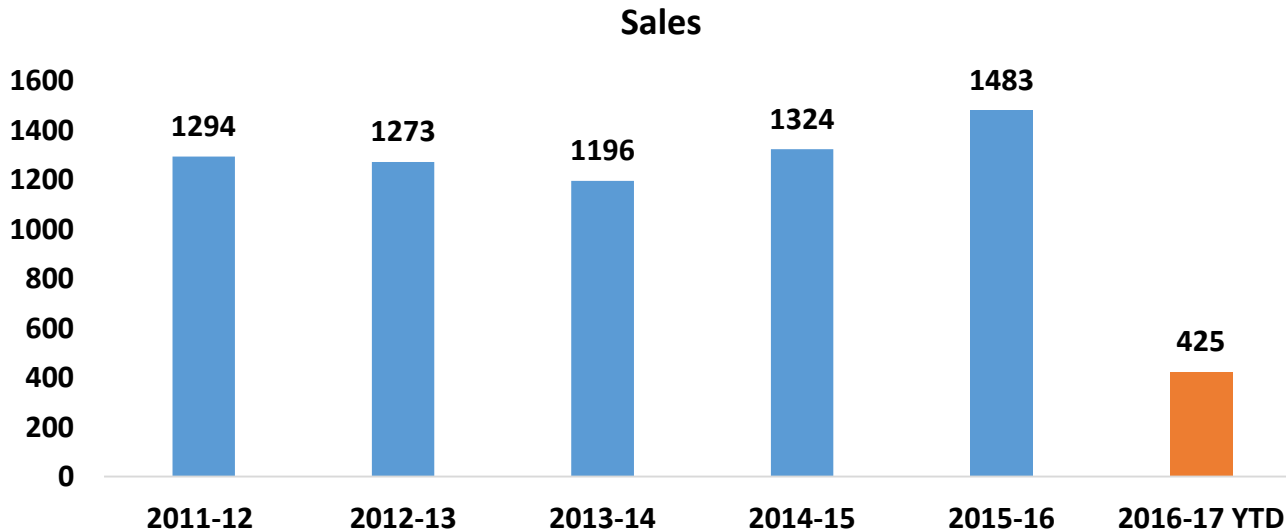
montra

- TI Cycles new state-of-the-art manufacturing plant inaugurated at Rajpura, Punjab on 09th Jun 2016.
 - Built with a capital expenditure of Rs.105 Crores, Plant has capacity to manufacture 2.5 lakhs cycles per month, with the ability to expand when required.
- Robust Growth in Exports with healthy order book
- 13 models launched in Q1, FY 16-17
- Good market response to most new & refreshed models – esp. Brut Plus, Doodle, Sparx, Breeze
- **Marketing Events**
 - Organized Sales Melas, Service Camps, Mechanic trainings, College Sales & displays all over India

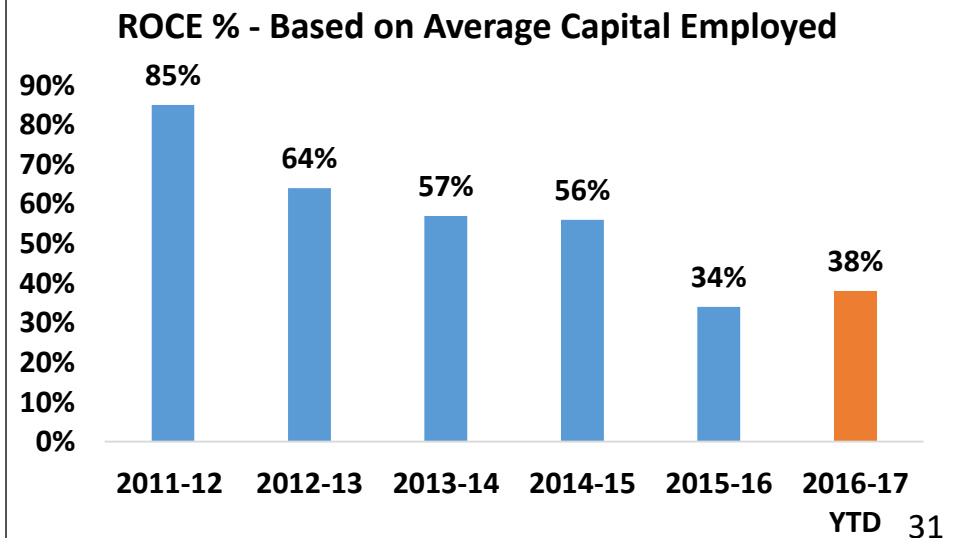
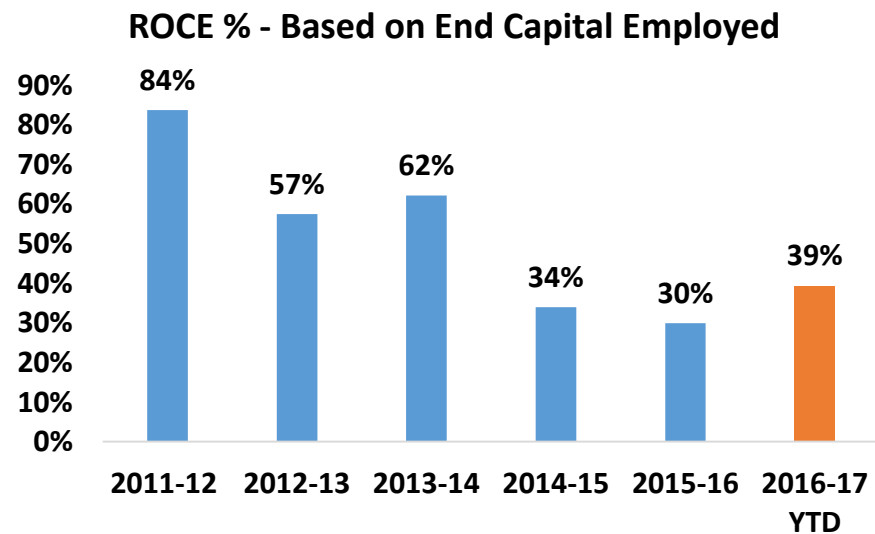


Murugappa Group Chairman with Punjab FM

Key Financial Trends



Note: Gross Sales include Excise Duty to comply with IND AS and figures has been suitably adjusted



Key Financials – Q1 2016-17

figures in ₹ Crores

Particulars	2016-17 Q1	2015-16 Q1	% Growth
Volumes			
Cycles (Lac nos)	13	13	-2%
Gross Sales	425	427	0%
EBITDA	26	31	-17%
	6%	7%	
PBIT (Before Exceptional Item)	23	29	-21%
	5%	7%	
APPLICATION OF FUNDS			
Net Fixed Assets (Incl. CWIP)	140	62	
Net Working Capital	93	164	
Total Capital Employed	234	225	
Sales/NWC	18.2	10.4	
ROCE% - Based on End Capital Employed	39%	52%	
ROCE% - Based on Average Capital Employed	38%	63%	



Leader in CDW tubes for the Automotive industry

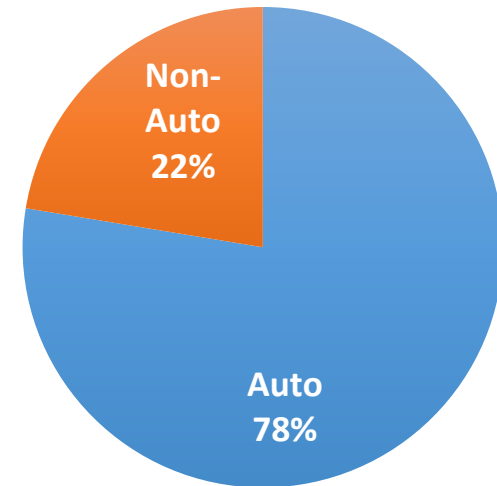
■ Industry

- Tubes: Significant Player in safety critical applications
- 2 wheelers: Leader in Front Forks in India
- 4 wheelers: Leader in many critical applications such as side impact beam, steering columns etc.
- CRSS: Niche player in specialized products
- Tubular Components: Value added products

■ Business Drivers

- Manage High Variety demand in Tubes and strips effectively
- High Focus on Value Addition Products
- New Facility for Non-Auto Segment
- Focus on internal efficiencies

Business Mix



Capital Expenditure

₹ 10 Cr.
YTD Jun '16

₹ 44 Cr.
2015-16

CDW Tube

- Market leader in High Quality & Safety critical CDW Tubes for 2W and 4W applications

Multi Location

- Plants at 4 different locations, well placed in all the regions

Gearing for Non-Auto

- Large-dia plant gave a significant foray into Non Auto segment

CRSS

- Continued focus on special grades

Value Added Products

- Tubular components including Steering column, side impact beam etc.



- Highest PBT in a quarter ₹ 30.74 Cr against plan of ₹ 19.11 Cr
- Received Best supplier Award for Make in India (Localization) from M/s Spicer for Tiruttani Tubes Plant
- Highest Exports Sales
- Received Global Strategic Supplier Award from Showa, Japan
- First order for ROPS from JCB- USA Operations
- Obtained Quality System ISO / TS16949 Certification for Tiruttani Plant



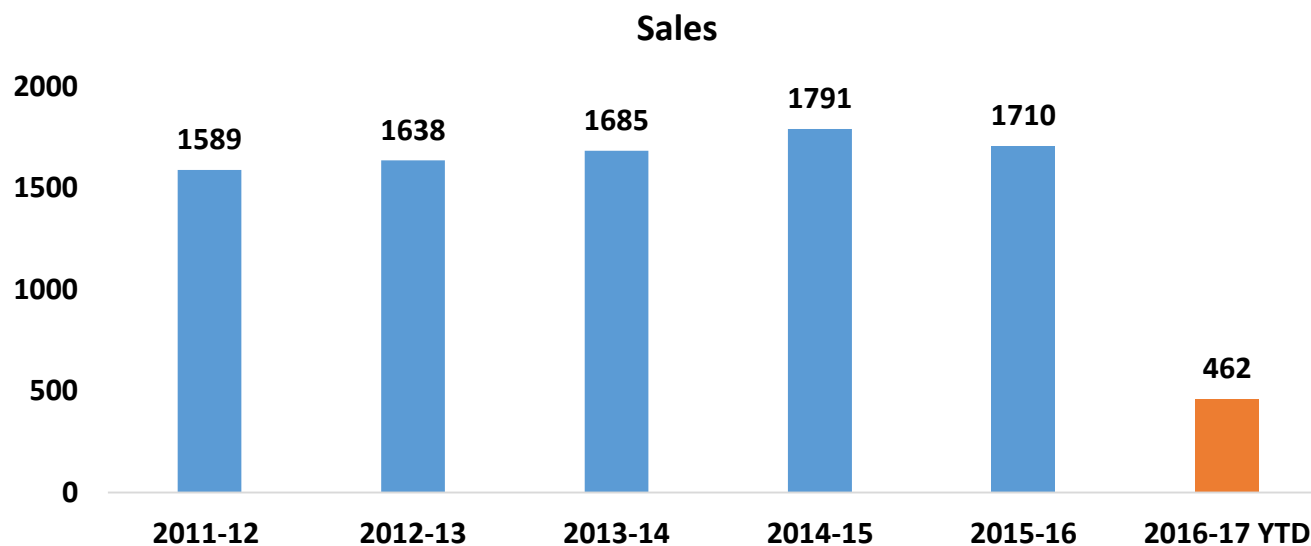
TPI Tiruttani Plant



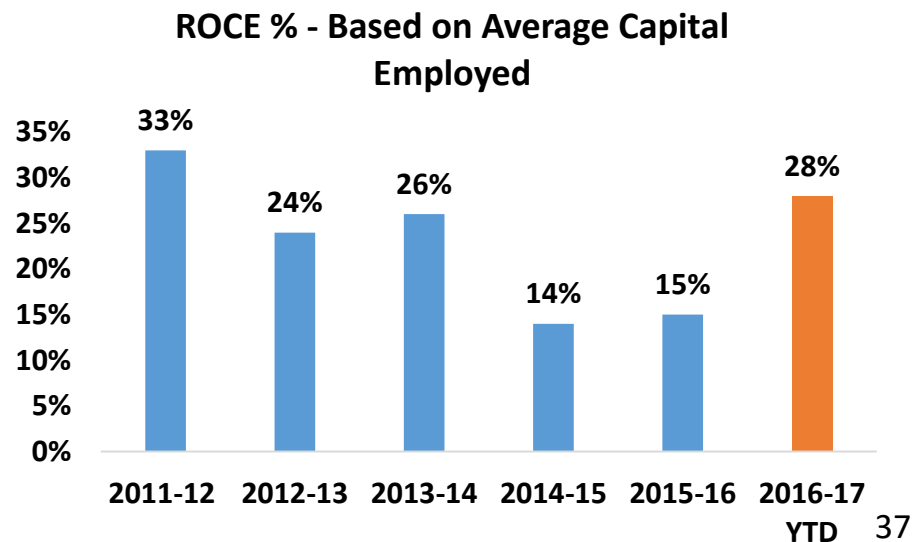
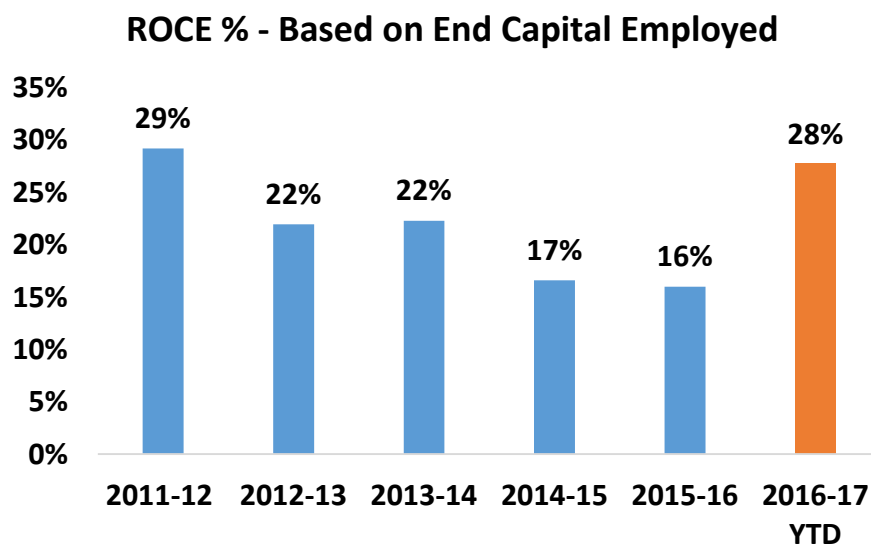
**TPI at Dusseldorf Tube Show 2016
(Germany), 4th-8th April, 2016**

Key Financial Trends

figures in ₹ Crores



Note: Gross Sales include Excise Duty to comply with IND AS and figures has been suitably adjusted



Key Financials - Q1 2016-17

figures in ₹ Crores

Particulars	2016-17 Q1	2015-16 Q1	% Growth
Strips: (Volumes Tonnes) (Incl. Group)	20803	18454	13%
Tubes: (Volumes Tonnes)	42532	36603	16%
Domestic	38018	34343	11%
Exports	4514	2261	100%
Large Dia Tubes: (Volumes Tonnes)	3599	2154	67%
Gross Sales (incl. Inter Unit)	462	412	12%
EBITDA	56	32	74%
	12%	8%	
PBIT (Before Exceptional Item)	41	18	124%
	9%	4%	
APPLICATION OF FUNDS			
Net Fixed Assets (Incl. CWIP)	435	460	
Net Working Capital	154	168	
Total Capital Employed	589	628	
Sales/NWC	12.0	9.8	
ROCE% - Based on End Capital Employed	28%	12%	
ROCE% - Based on Average Capital Employed	28%	12%	

PRECISION
VALUE ADDED
SHEET METAL
FORMED
COMPONENTS



POWER TRANSMISSION CHAINS
AND FINE BLANKED COMPONENTS



Precision Value added Components

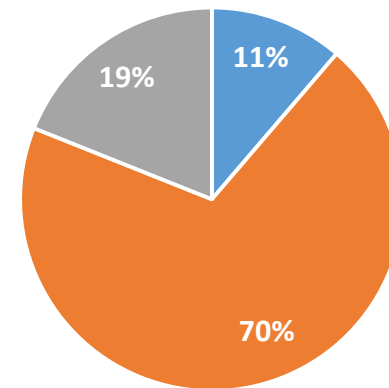
■ Industry

- Growth in 2W Scooters by 31% and motor cycles by 8% in YTD Jun '16
- Passenger Vehicles industry grew by 4% YTD Jun '16 compared to same period last year and Commercial vehicle industry grown by 16%

■ Business Drivers

- Factories located closer to customer locations
- Strong “DIAMOND” brand
- High quality products - Customer end rejections well below the customer targets
- Leveraging Acquisitions – SEDIS Synergies
- Increasing Portfolio for Fine Blanking
- Expand applications for Industrial Segment

Business Mix



■ Railways ■ Auto ■ Non-Auto

Capital Expenditure

₹ 14 Cr.
YTD Jun'16

₹ 26 Cr.
2015-16

Segment Leader

- Market leader in Drive chain and Cam chain in OEM segment

Multi Location

- Strategically located plants near leading OEMs

Brand Equity

- Strong brand equity - “Diamond and Rombo” brands

Quality

- PPM less than customer target

Customers

- Catering to major 2W OEMs and Tier 1 Auto customers; IC OEMs in Domestic & Exports; Large dealership network in Auto and IC

Critical application

- Fine blanking, motor casings



Representative list not exhaustive

- Awards received from Bajaj Auto Ltd for Fine Blanking Quality and TPM Excellence
- Market Leadership in Chains across segments
- New business opportunities from Agri Equipment OEMs
- Growth in Railways Coach Side/End Walls business
- Growth in Motor Casings with focused business development efforts



Received Gold Award from Bajaj Auto Ltd for Fine Blanking quality performance

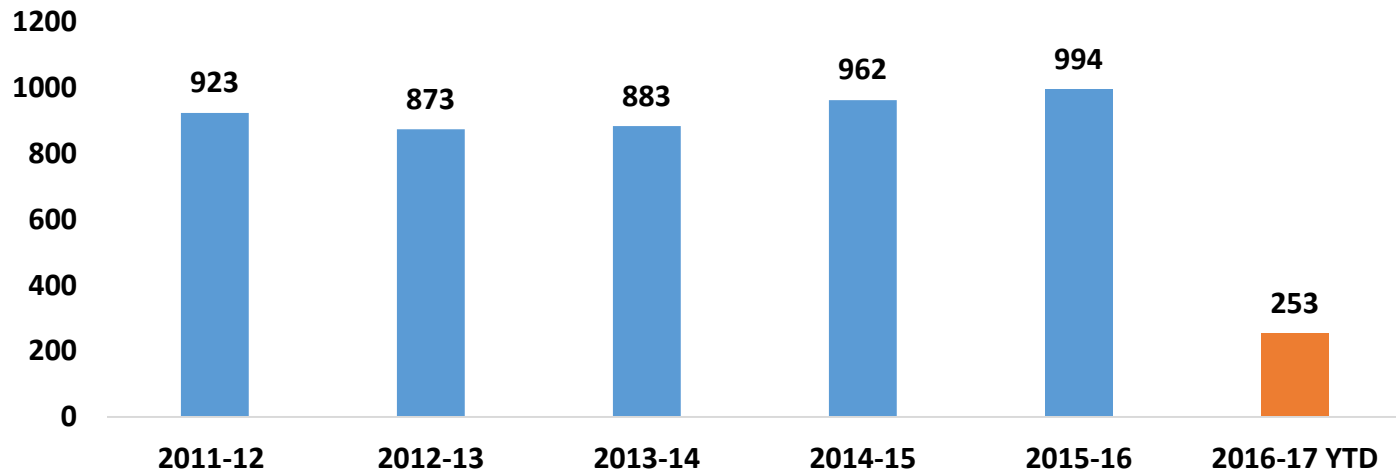


Received TPM Excellence award from Bajaj Auto Ltd for Hyderabad Plant

Key Financial Trends

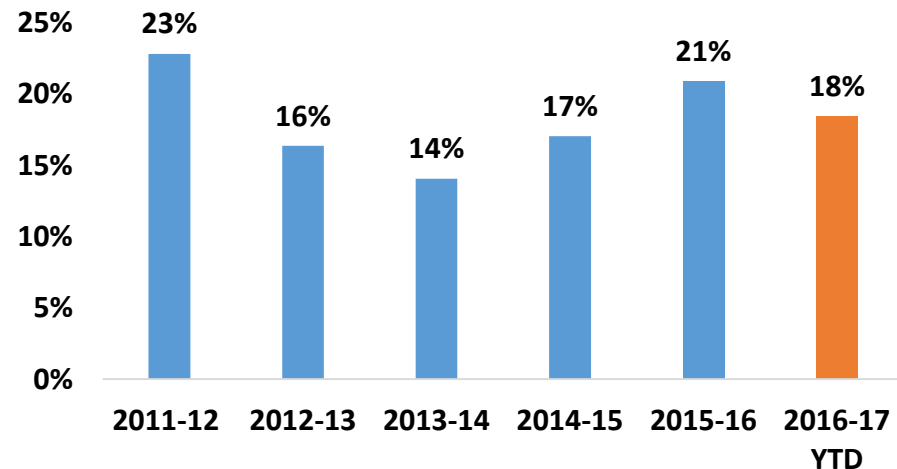
figures in ₹ Crores

Sales

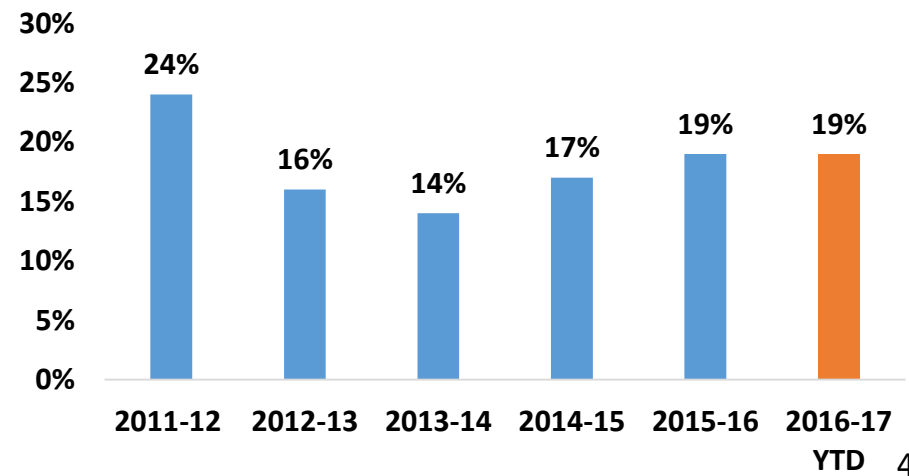


Note: Gross Sales include Excise Duty to comply with IND AS and figures has been suitably adjusted

ROCE % - Based on End Capital Employed



ROCE % - Based on Average Capital Employed



Key Financials - Q1 2016-17

figures in ₹ Crores

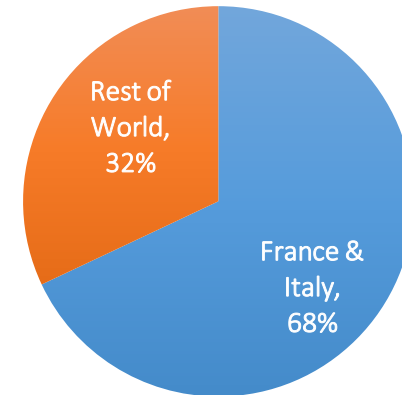
Particulars	2016-17 Q1	2015-16 Q1	% Growth
Doorframes (Lakh Sets)	2	1	2%
Sections for railway wagons (Sets)	378	218	73%
Coach-side/End wall (Sets)	38	19	100%
Chains:			
Domestic (Lac ESS feet)	200	192	4%
Exports (Lac ESS feet)	19	20	-4%
Gross Sales (incl. Inter Unit)	253	229	11%
EBITDA	29	27	8%
	12%	12%	
PBIT (Before Exceptional Item)	20	18	14%
	8%	8%	
APPLICATION OF FUNDS			
Net Fixed Assets (Incl. CWIP)	268	310	
Investments	61	61	
Net Working Capital	106	95	
Total Capital Employed	435	467	
Sales/NWC	9.6	9.6	
ROCE% - Based on End Capital Employed	18%	15%	
ROCE% - Based on Average Capital Employed	19%	15%	



Leading French Manufacturer of Industrial Chains

- F C 10 – Holding company of Sedis
 - Two plants in France
 - Five global patents
 - Leader in special and engineering class chains
- Range of industries catered to
 - Waste Treatment / Car / escalator / textiles / food processing / packaging / cement / sugar / paper / water treatment / lumber / dams / amusement park / Oil Platforms
- Leader in France
- Present in around 100 countries
 - Around 200 distributors
 - Around 400 sale points

Sales Mix FY '15



Key Products



Leaf & Roller Chains



Conveyor Chains

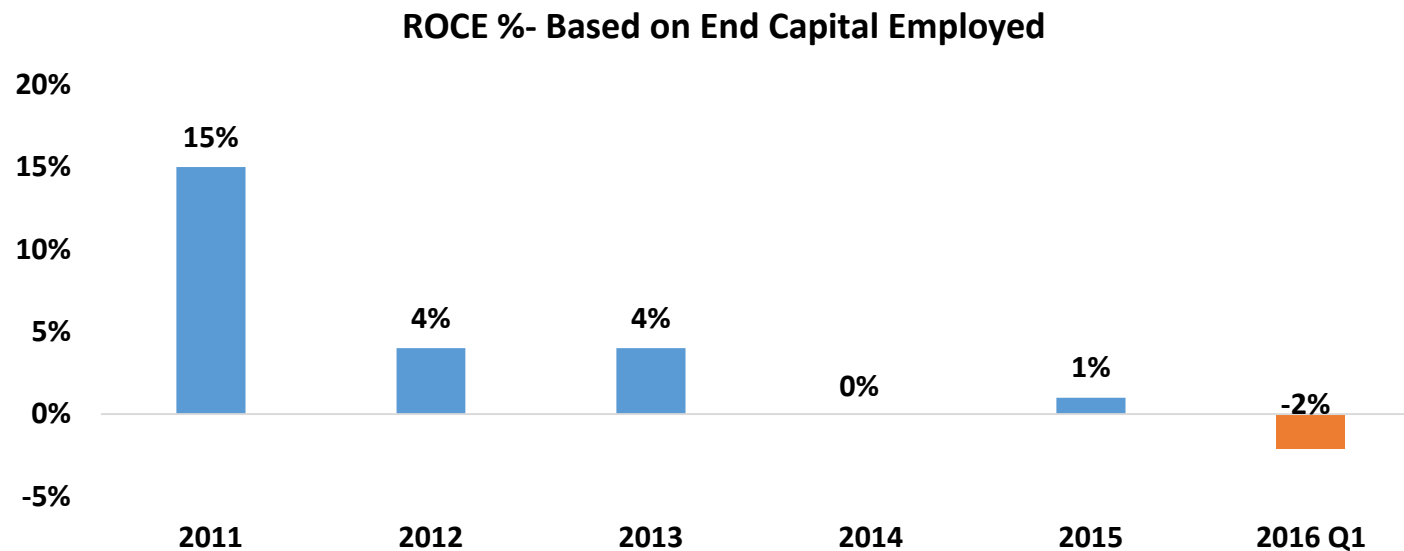
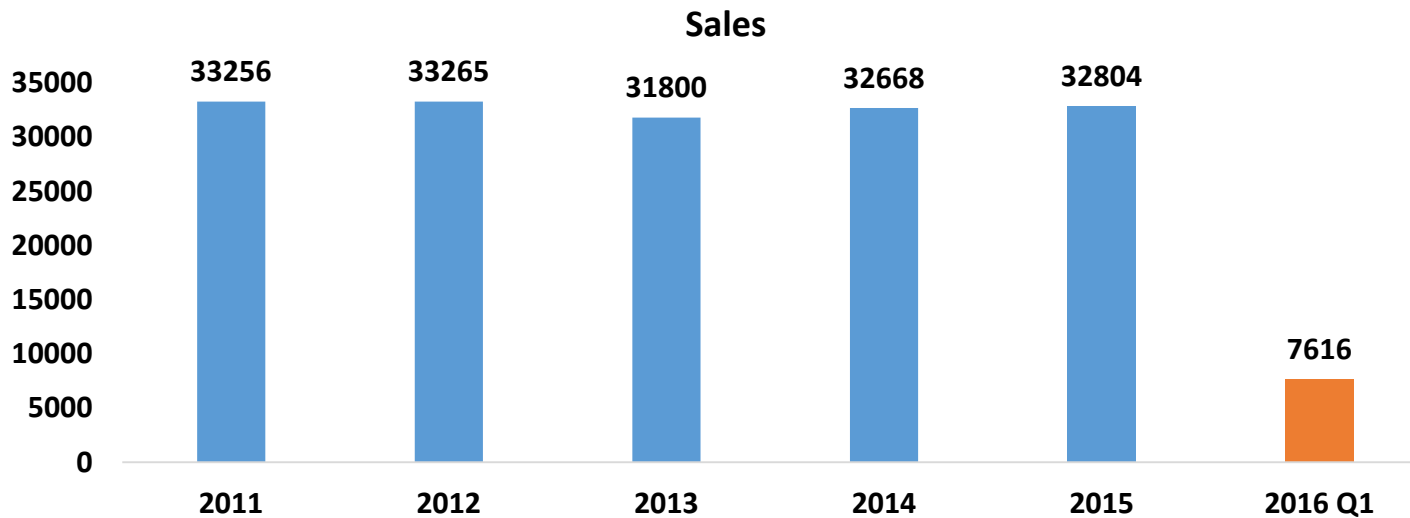


Agricultural Chains



Sprockets & Wheels

figures in K Euro



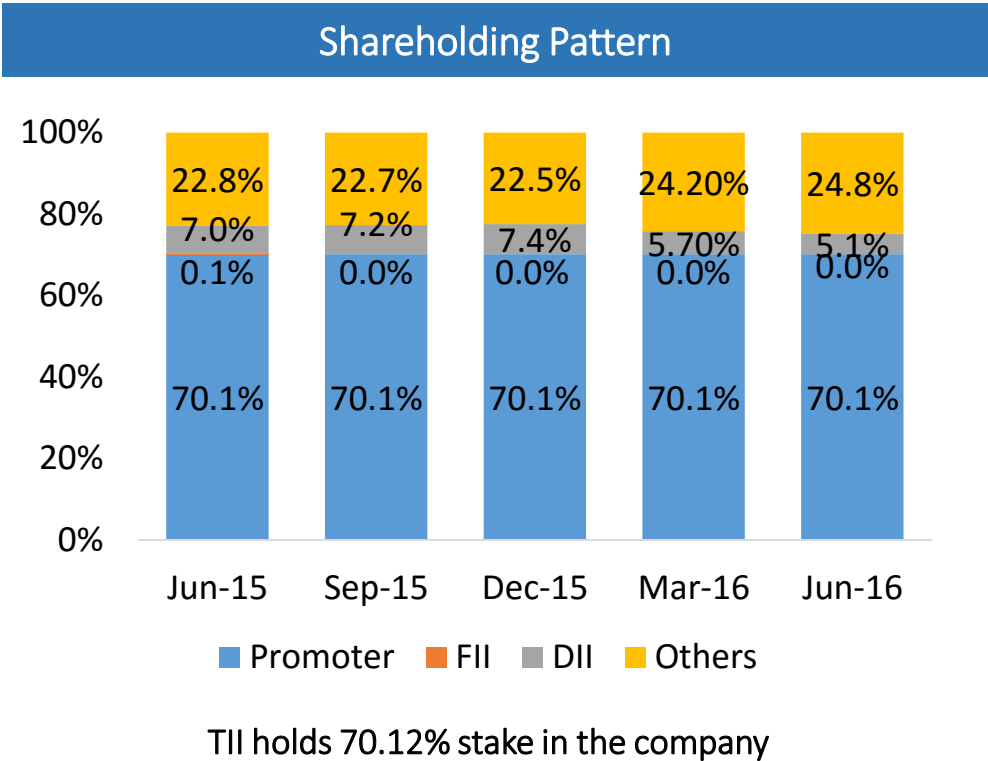
figures in K Euro

Particulars	2016 Q1	2015 Q1
Sales	7616	8316
EBITDA	229	450
	3%	5%
PBT	-105	30
	-1%	0%
PAT	-35	57
	-0%	1%
APPLICATION OF FUNDS		
Net Fixed Assets (Incl. CWIP)	6500	6330
Net Working Capital	9189	9031
Investments	541	685
Total Capital Employed	16230	16046
Sales/NWC	3.3	3.7
ROCE% - Based on End Capital Employed	-2.1%	3.1%



Shanthi Gears (SGL) - Strong Brand in Industrial Gears



- Began operations in 1969 at Coimbatore
- Leader in custom-made gears & loose gears
- ~70% of revenues come from customized products
- Fully integrated operations with in-house
 - R&D team
 - Design and engineering capabilities
 - Foundry, Fabrication and forging unit
 - Comprehensive Heat treatment facilities
 - Tool room for manufacturing hobs, cutters



Key Products

- Gears & Pinions
- Gear boxes
- Geared motors

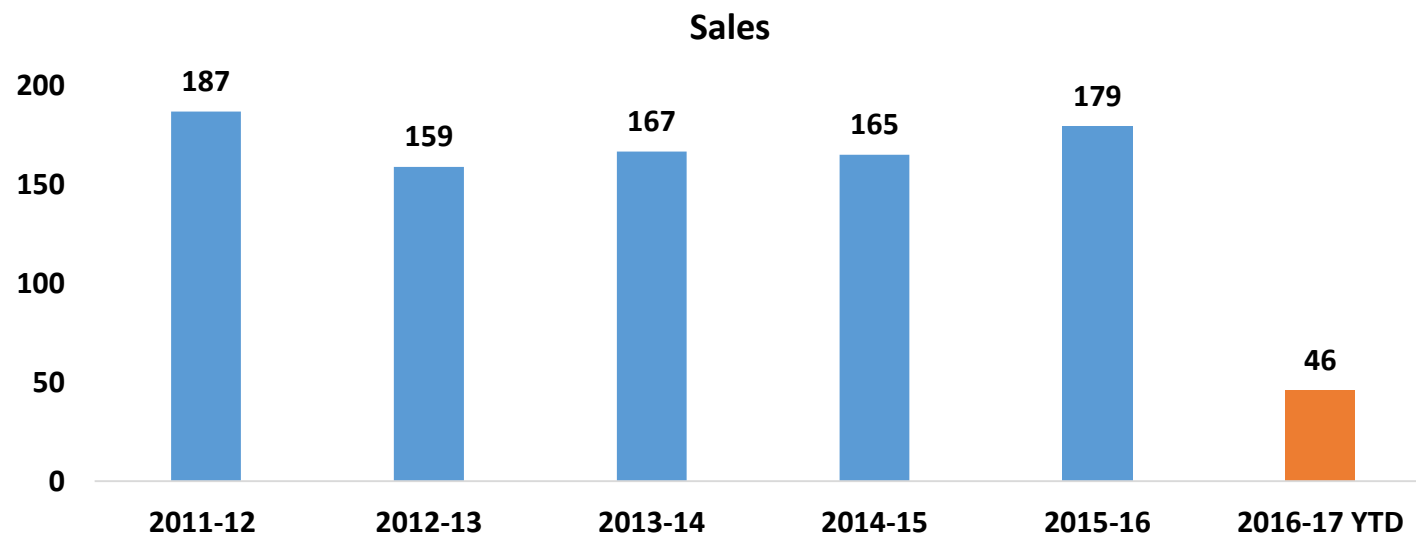
- Gear assemblies
- Worm Spares
- Service & Repair



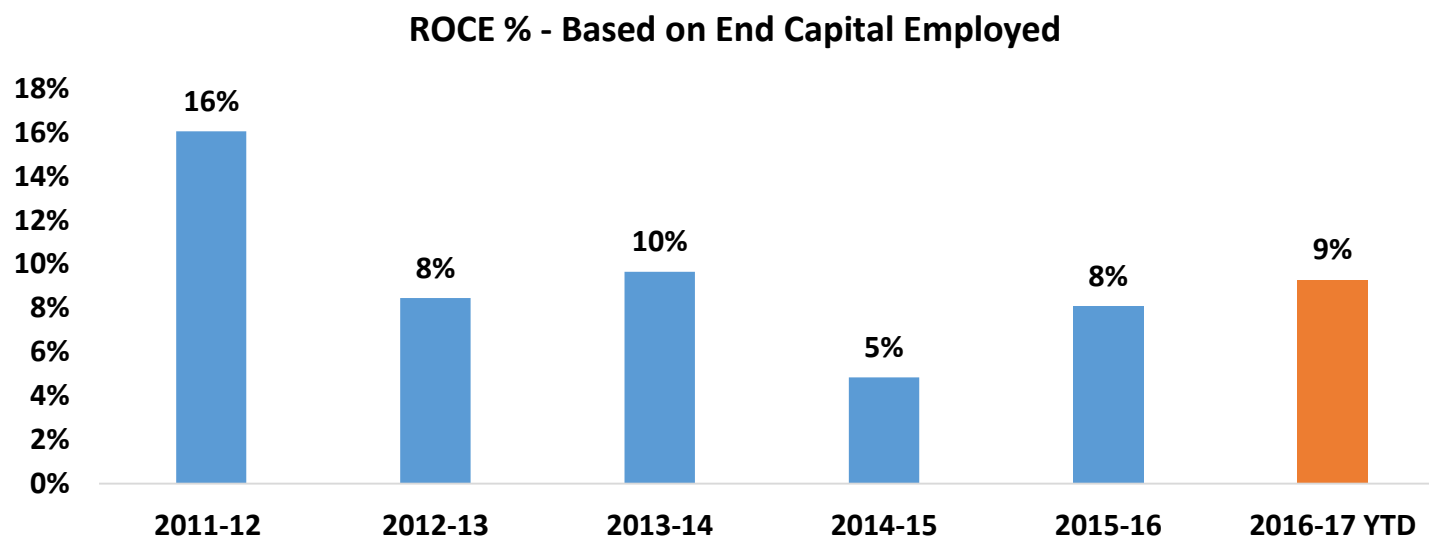
- Increased enquiry activities from repeat customers and railways
- Continuous drive on cost efficiency
- Significant growth in Service Business
- Regional Customer Connect Program activated
- Participation in Seminars and Exhibition forums



figures in ₹ Crores



Note: Gross Sales include Excise Duty to comply with IND AS and figures has been suitably adjusted



Key Financials – Q1 2016-17

figures in ₹ Crores

Particulars	2016-17 Q1	2015-16 Q1	% Growth
Gross Sales	46	41	11%
EBITDA	8	4	92%
	18%	11%	
PBIT	7	2	170%
	14%	6%	
PBT	7	2	170%
	14%	6%	
PAT	5	1	254%
	11%	3%	
APPLICATION OF FUNDS			
Net Fixed Assets (Incl. CWIP)	77	82	
Investments	120	106	
Net Working Capital	89	85	
Total Capital Employed	286	273	
Sales/NWC	2.1	1.9	
ROCE% - Based on End Capital Employed	9%	4%	



Chola Investment and Finance Company Ltd.
(CIFCL)

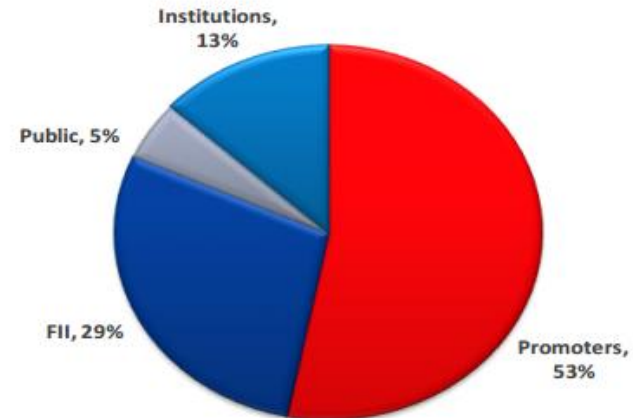
Financing your Assets...since 1978

- Established in 1978, one of India's leading NBFC's, focused in the rural and semi-urban sector with a market capitalization of INR 148 bn^
- Presence across vehicle finance, business finance, home equity loans, stock broking and distribution of financial products
- Operates from 534 branches across 25 states and 90% presence across Tier II, Tier III and IV towns
- One of the leading NBFCs in rural / semi urban areas

^Market Cap data as on 30th Jun 2016. Source: BSE

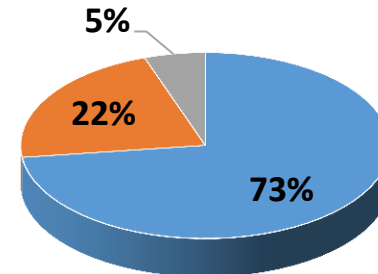
Shareholding Pattern

Shareholding Pattern



- Promoters share holding of 53.13% includes
 - Tube Investments – 46.25%,
 - Ambadi Holdings Private Ltd – 4.62%
 - Others - 2.26%

Disbursements – Q1 2016-17



■ Vehicle Finance ■ Home Equity ■ Others

Positioning

- Founded in 1978, India's leading NBFC, Focused in Rural and semi urban sector with Market cap of INR 148 bn[^]

Exceptional Lineage

- Part of the INR 295 bn Murugappa Group – founded in 1900, one of India's leading business conglomerate

Robust Sector Growth

- Presence across vehicle finance, business finance, home equity, loans, stock broking and distribution of financial products

Diversified Footprint

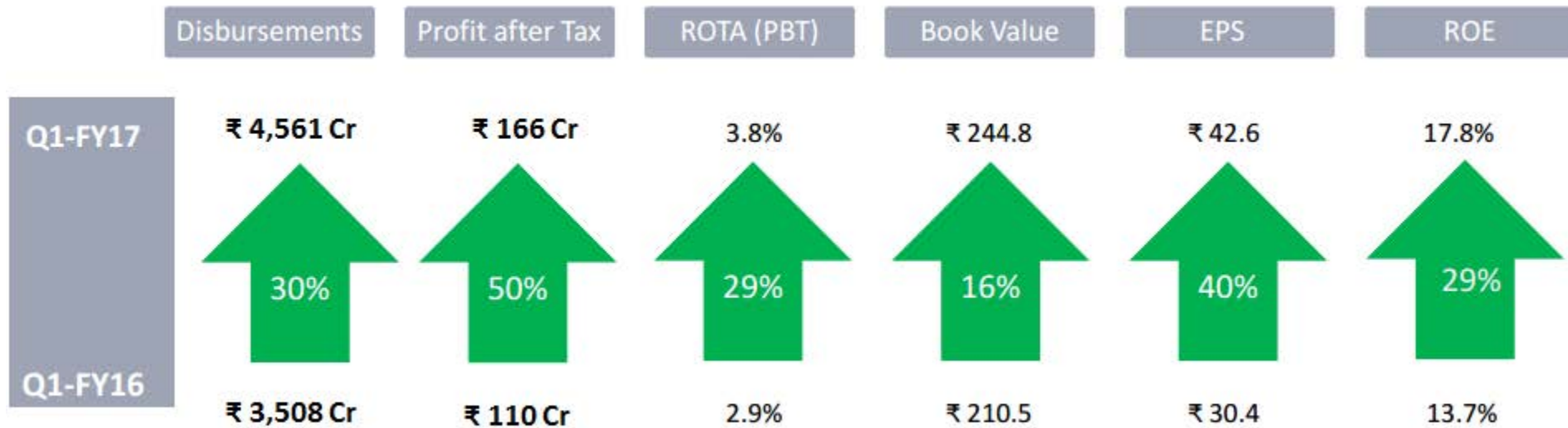
- Operates across 534 branches in 25 states and 90% presence in Tier II, Tier III and IV towns

Robust Operating Profile

- Total AUM of INR 337 Bn with Net NPA of 2.1% and a healthy ROA of 3.8%
- Operating income CAGR of 24% over FY12 to FY16

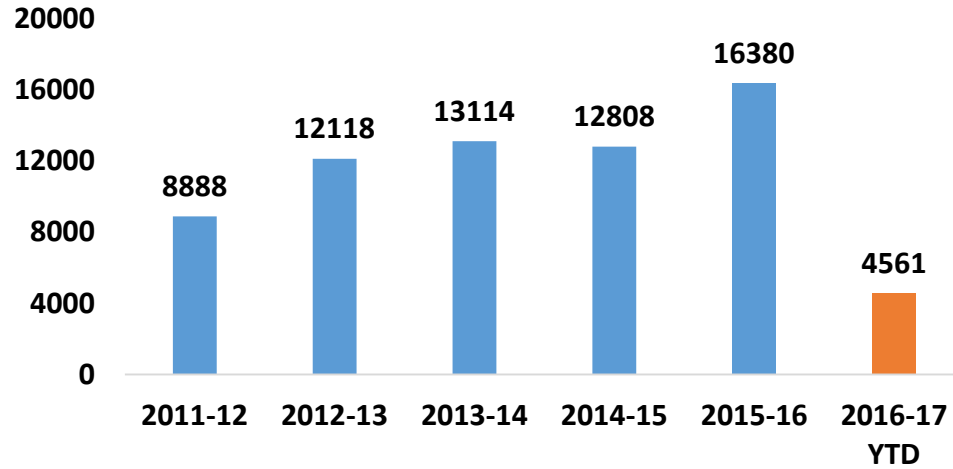
Management

- Highly experienced management team with unrivalled industry experience

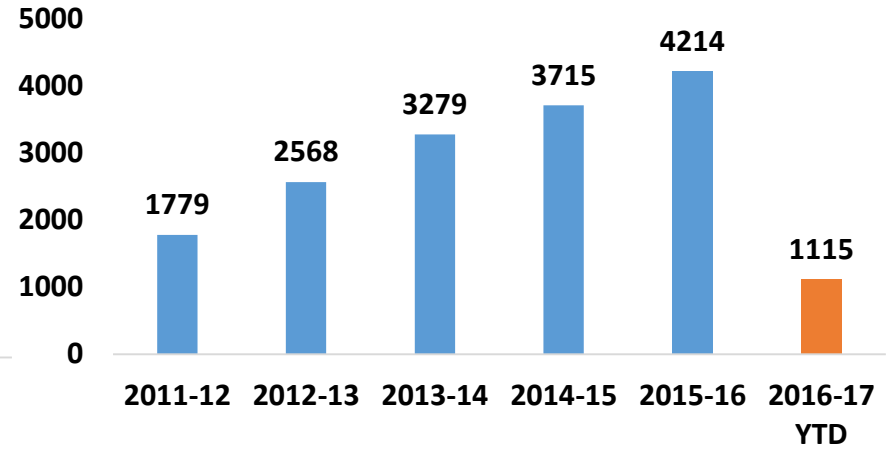


figures in ₹ Crores

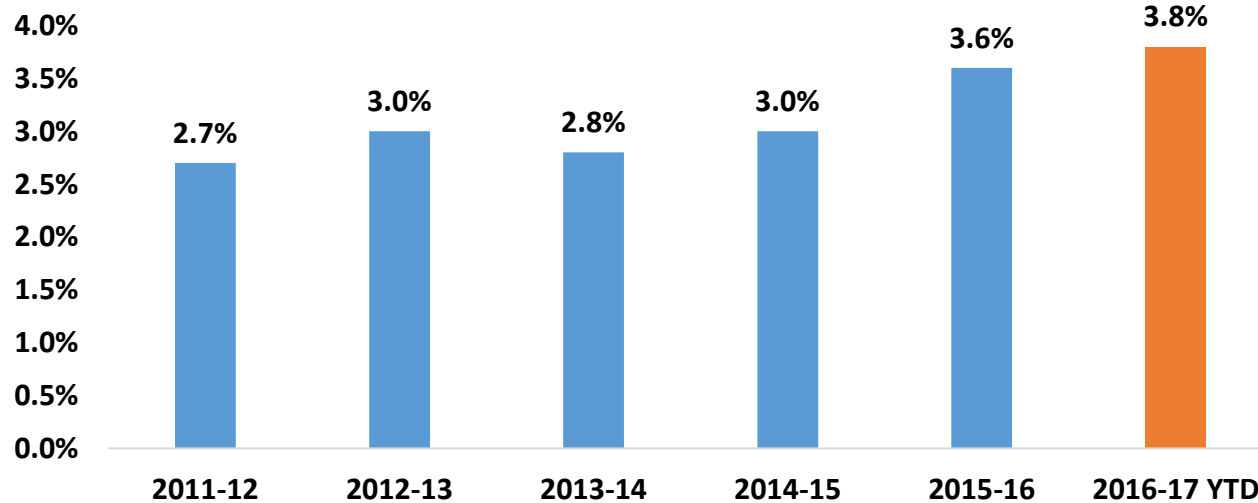
Disbursements



Total Income from Operations



ROTA (PBT)



Key Consolidated Financials – Q1 2016-17

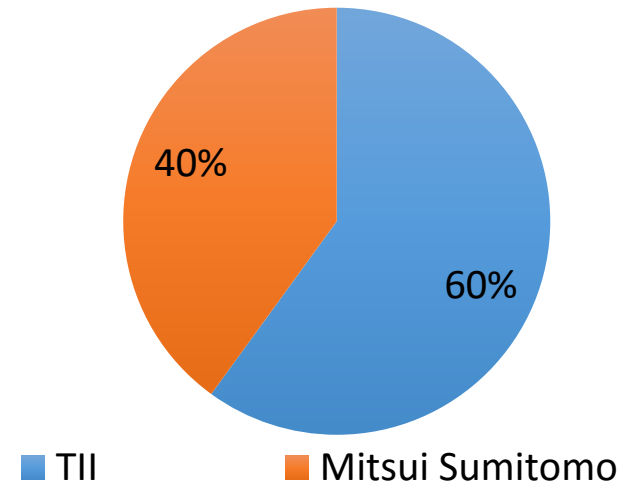
figures in ₹ Crores

Particulars	2016-17 Q1	2015-16 Q1	%Growth
Disbursements	4561	3508	30%
Total Income from Operations	1115	990	13%
<i>% of Total Income</i>	24%	28%	
PBT	256	172	49%
<i>% of Total Income</i>	23%	17%	
PAT	167	111	50%
<i>% of Total Income</i>	15%	11%	
ROTA% (PBT)	3.80%	2.90%	
Capital Adequacy Ratio (%)	18.73%	20.56%	



- Among the fastest growing general insurance companies in India
- 7th largest private general insurance company in India
- Product basket comprises accident, engineering, health, liability, marine, motor, property, travel and rural insurance for individuals, SMEs and corporates
- Leading insurer for Japanese / Korean business interests in India

Share Holding



₹ Crore	YTD Jun'16	FY 15-16
GWP (inc RI Accept)	652	2466
PAT	49	148

Strong Distribution
Partners

Robust Underwriting
Capability and
operating efficiencies

Tailor Made Products

Strong Chola
Synergies

High Rural
Penetration

State of the Art
Technology

- GWP - growth of 36% over YTD Jun '15
- PBT grown by 83% over YTD Jun'15
- Investment grew by 22% compared to Jun'15
- Management Expenses as percentage of GWP remains flat compared to previous years.
- Retail Contribution to total GWP raised from 82% in Jun'15 to 90%

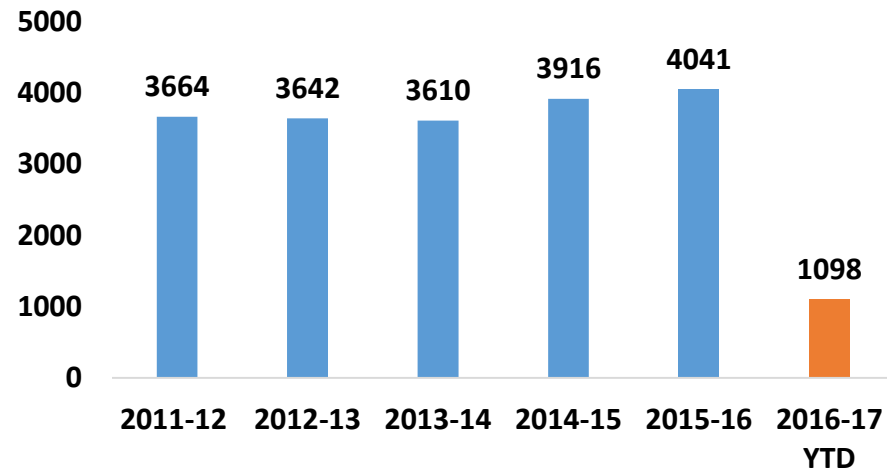
figures in ₹ Crores

Particulars	2016-17 Q1	2015-16 Q1	% Growth
Gross Written Premium (Incl. RI Accept)	652	480	36%
Net Written Premium	496	379	31%
PBT	71	39	83%
PAT	49	26	85%
Total Investment	4035	3318	22%
Combined Ratio (CoR%) - Excl IMTPIP	103%	107%	
Investment Yield %	8.88%	9.24%	

Company Financials

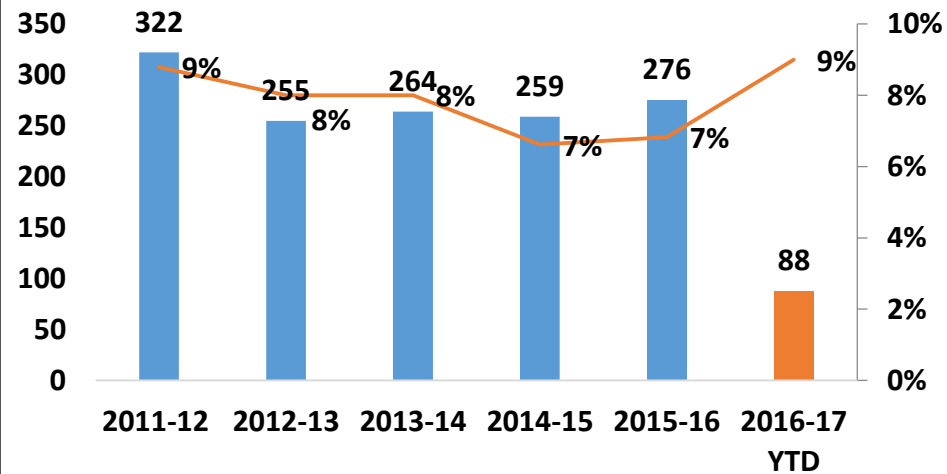
Performance Trends

Gross Sales

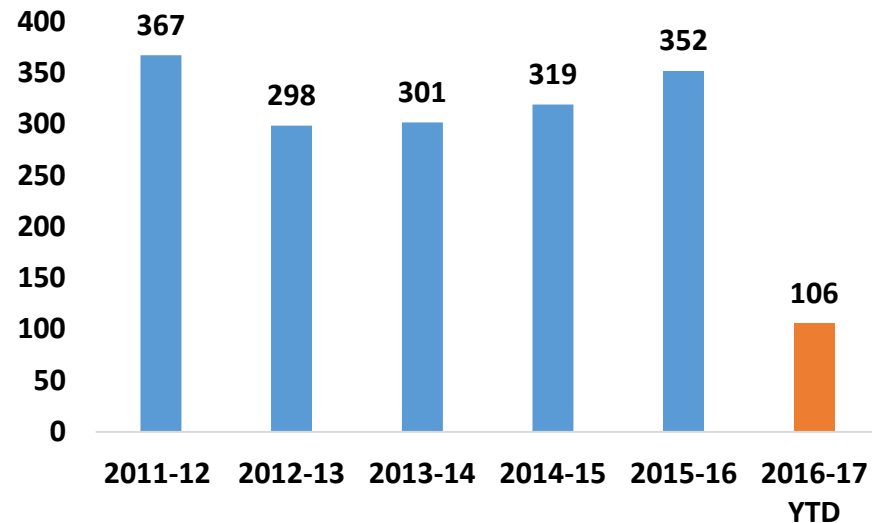


Note: Gross Sales include Excise Duty to comply with IND AS and figures has been suitably adjusted

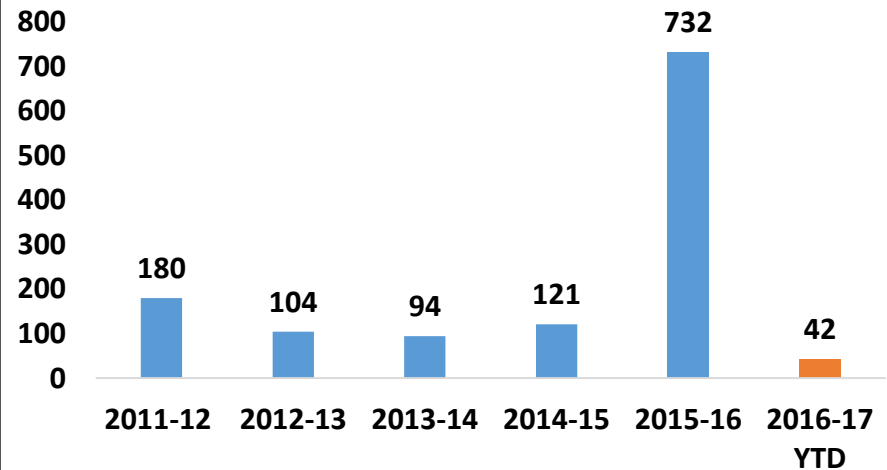
PBIT and PBIT% (Before Exceptional Items)



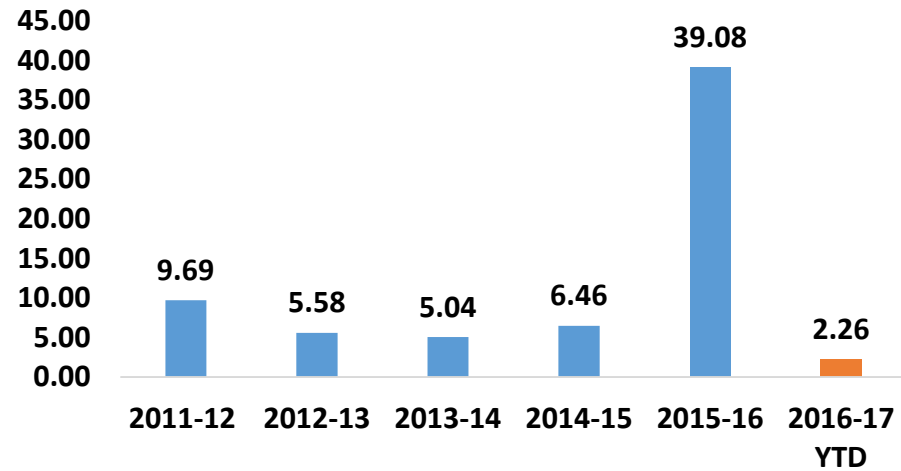
EBITDA



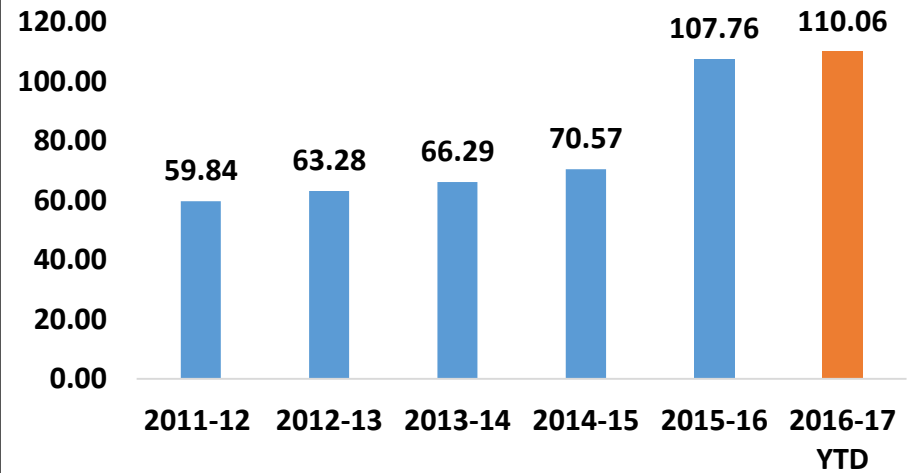
PAT



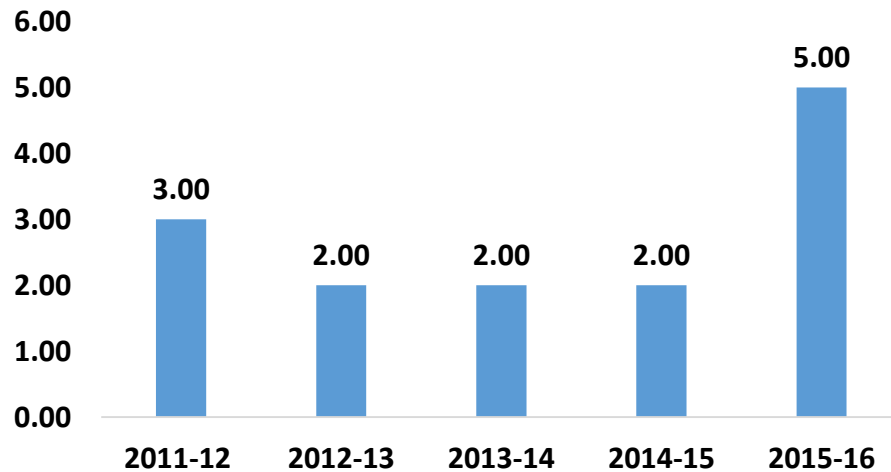
Earnings Per Share (Basic)- In Rs



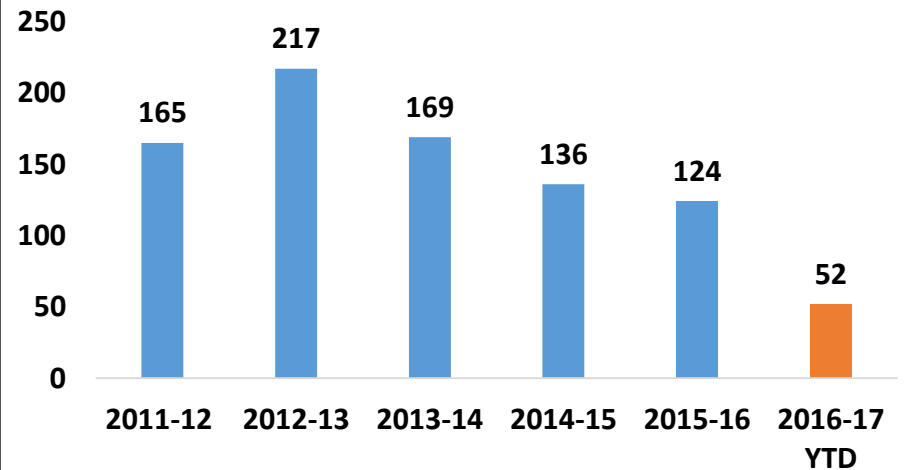
Book Value Per Share – In Rs



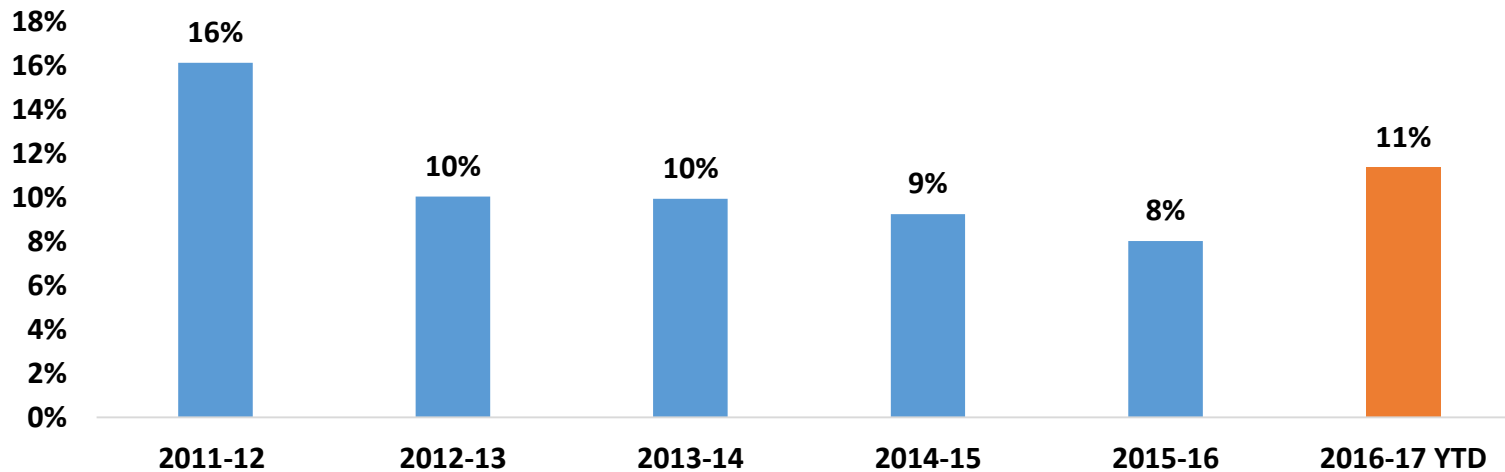
Dividend Per Share - In Rs



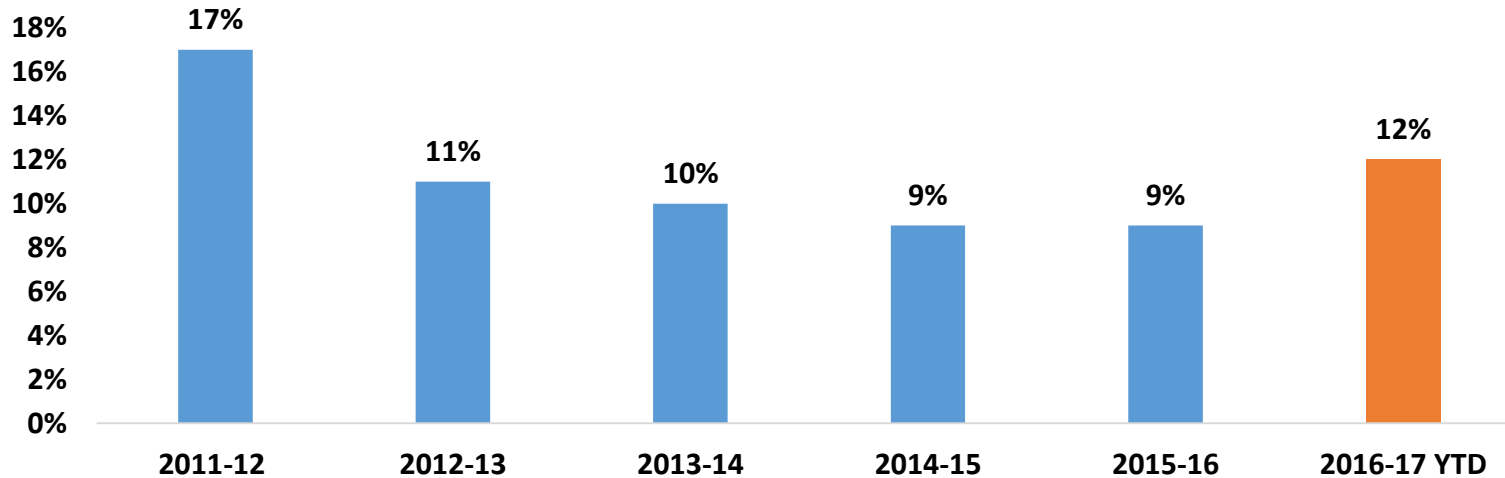
Capex – In Rs Crore



ROCE% - Based on End Capital Employed



ROCE% - Based on Average Capital Employed



Key Standalone Financials – Q1 2016-17

figures in ₹ Crores

Particulars	Q1 2016-17	Q1 2015-16
Gross Sales / Income from Operations	1098	1032
<i>Growth %</i>	6%	3%
Total Income from Operations	1146	1076
<i>Growth %</i>	7%	3%
EBITDA	106	86
<i>% to Gross Sales</i>	10%	8%
PBIT	88	62
<i>% to Gross Sales</i>	8%	6%
Profit Before Tax	64	27
<i>% to Gross Sales</i>	6%	3%
Profit After Tax	42	18
<i>% to Gross Sales</i>	4%	2%
Net Profit	42	18
<i>% to Gross Sales</i>	4%	2%



Corporate Office:

Tube Investments of India Ltd.
"Dare House", 234 N S C Bose Road,
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✉ info@tii.murugappa.com



IND AS

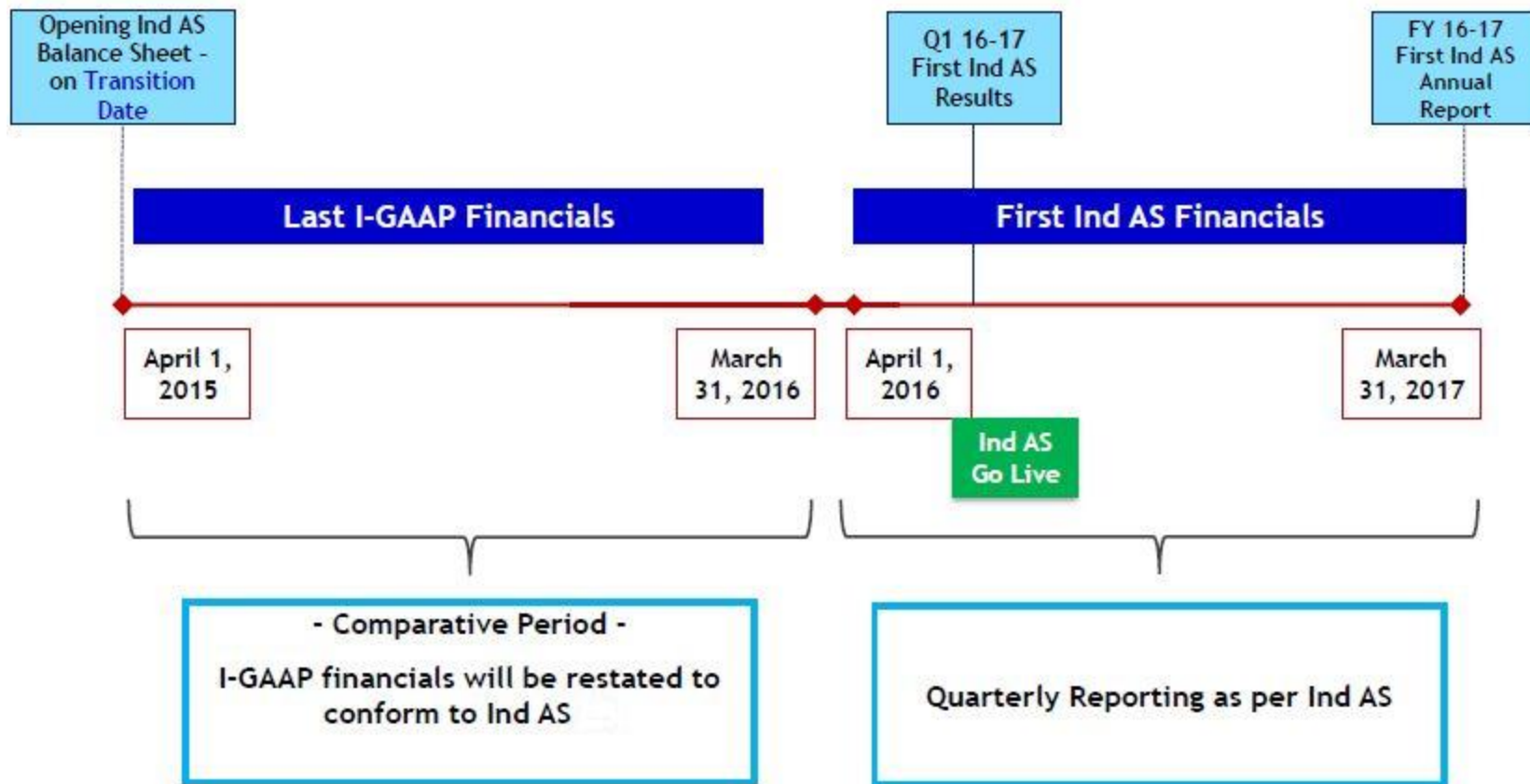
2016

Tube Investments of India Limited

IND AS - APPLICABILITY

- ◉ The Institute of Chartered Accountants of India (ICAI) has issued 39 Indian Accounting Standards (IND AS) which have been notified under the Companies (Indian Accounting Standard) Rules, 2015 (“IND AS Rules”) of the Companies Act 2013
- ◉ IND AS has replaced the current Indian GAAP (IGAAP)
- ◉ TII has Networth of more than Rs. 500 Cr. as on 31st March 2014. Accordingly, IND AS is applicable to TII from 1st April, 2016 with transition date of 1st April, 2015
- ◉ Since TII is covered under the roadmap, IND AS becomes mandatory for its subsidiaries, associate and joint venture companies.
- ◉ SEBI Circular dated 5th July, 2016 requires the Company to present the Results mandatorily under IND AS for the current quarter (30th June, 2016) and corresponding quarter (30th June, 2015) and optional for preceding quarter and year end (31st March, 2016)

IND AS – IMPLEMENTATION TIMELINE



TRANSITIONAL CHOICE MADE UNDER IND AS 101 – FIRST TIME ADOPTION

- The Company has decided to continue with IGAAP carrying value (deemed cost) for all of its PP&E as recognized in IGAAP financial statements at the transition date.
- The Company has decided to not restate past business combinations that occurred before the date of transition to IND AS
- Investments in subsidiaries and joint ventures carried at Cost
- Fair valued only the unvested option at the transition date

OTHER KEY IMPACT AREAS

IND AS	Name of the Standard	Category of Impact
IND AS 18	Revenue	<ul style="list-style-type: none"> Cash Discounts provided at the time of sales Cash Discounts netted of against the sales Excise Duty (ED) grossed up to Sales and ED is shown under expenses
IND AS 109	Financial Instruments	<ul style="list-style-type: none"> The investments in non group Companies (other than investments in Subsidiaries and JV) has been fair valued. Forwards covers and swap contracts are re-instated based on MTM and not on premium amortisation method Loan processing fees is amortised over the period of loan Debtors provisioning is made based on Expected Credit Loss Model
IND AS 10	Events after the reporting period	<ul style="list-style-type: none"> Proposed dividend and dividend distribution tax is accounted for in the year of approval by shareholders
IND AS 19	Employee Benefits	<ul style="list-style-type: none"> Actuarial gains and losses on defined benefit plans (Gratuity) is accounted in Other Comprehensive income
IND AS 40	Investment Property	<ul style="list-style-type: none"> Property held for earning rentals or capital appreciation is shown as investment property instead of fixed assets
IND AS 20	Government Grants	<ul style="list-style-type: none"> Government Grants towards investment in fixed assets is treated as deferred income and recognised in P&L, based on the depreciation cost of the eligible fixed assets

QUARTERLY RESULTS – FY 2015-16

AS PER INDIAN GAAP

₹ in Cr

Particulars	Quarter ended 30.06.2015	Quarter ended 30.09.2015	Quarter ended 31.12.2015	Quarter ended 31.03.2016	Year ended 31.03.2016
1. Income from Operations					
a) Net Sales / Income from Operations	970.72	931.35	868.35	1,019.63	3,790.05
b) Other Operating Income	37.79	35.72	33.98	43.43	150.92
Total Income from Operations (Net)	1,008.51	967.07	902.33	1,063.06	3,940.97
2. Expenses					
a) Cost of Materials Consumed	635.38	544.56	631.64	556.37	2,367.95
b) Purchase of Stock-in-Trade	30.91	7.81	20.29	20.30	79.31
c) Changes in Inventories of Finished Goods, Work-in-Progress and Stock-in-Trade	(24.96)	41.37	(110.60)	81.79	(12.40)
d) Excise duty on sale of products and scrap					
e) Employee Benefits Expense	84.13	86.72	89.41	97.65	357.91
f) Depreciation and Amortisation Expense	26.66	27.19	27.55	29.20	110.60
g) Other Expenses	196.79	196.46	191.46	213.39	798.10
Total	948.91	904.11	849.75	998.70	3,701.47
3. Profit from Operations and before Other Income, Finance Costs and Exceptional Items (1 - 2)	59.60	62.96	52.58	64.36	239.50
4. Other Income	2.01	8.97	0.36	23.07	34.41
5. Profit Before Finance Costs and Exceptional Items (3 + 4)	61.61	71.93	52.94	87.43	273.91
6. Finance Costs	34.43	34.90	33.50	32.28	135.11
7. Profit After Finance Costs but before Exceptional Items (5 - 6)	27.18	37.03	19.44	55.15	138.80
8. Exceptional Items			1.25	783.73	784.98
9. Profit Before Tax (7 + 8)	27.18	37.03	20.69	838.88	923.78
10. Tax Expense (including Deferred Tax)	9.26	12.07	4.80	167.76	193.89
11. Net Profit (9 - 10)	17.92	24.96	15.89	671.12	729.89

QUARTERLY RESULTS – FY 2015-16

AS PER IND AS

₹ in Cr

Particulars	Quarter ended 30.06.2015	Quarter ended 30.09.2015	Quarter ended 31.12.2015	Quarter ended 31.03.2016	Year ended 31.03.2016
1 Income from Operations					
a) Net Sales / Income from Operations	1,031.84	996.08	930.59	1,082.87	4,041.38
b) Other Operating Income	44.63	41.57	38.25	46.83	171.28
Total Income from Operations (Net)	1,076.47	1,037.65	968.84	1,129.70	4,212.66
2. Expenses					
a) Cost of Materials Consumed	635.38	544.56	631.64	556.37	2,367.95
b) Purchase of Stock-in-Trade	30.91	7.81	20.29	20.30	79.31
c) Changes in Inventories of Finished Goods, Work-in-Progress and Stock-in-Trade	(24.96)	41.37	(110.60)	81.79	(12.40)
d) Excise duty on sale of products and scrap	72.48	74.97	69.87	70.56	287.88
e) Employee Benefits Expense	83.62	86.22	88.89	97.13	355.86
f) Depreciation and Amortisation Expense	26.66	27.19	27.55	29.20	110.60
g) Other Expenses	192.74	191.85	188.40	209.25	782.24
Total	1,016.83	973.97	916.04	1,064.60	3,971.44
3. Profit from Operations and before Other Income, Finance Costs and Exceptional Items (1 - 2)	59.64	63.68	52.80	65.10	241.22
4. Other Income	2.03	8.99	0.38	23.08	34.48
5. Profit Before Finance Costs and Exceptional Items (3 + 4)	61.67	72.67	53.18	88.18	275.70
6. Finance Costs	34.63	35.52	33.23	31.96	135.34
7. Profit After Finance Costs but before Exceptional Items (5 - 6)	27.04	37.15	19.95	56.22	140.36
8. Exceptional Items	0.00	0.00	1.25	783.73	784.98
9. Profit Before Tax (7 + 8)	27.04	37.15	21.20	839.95	925.34
10. Tax Expense (including Deferred Tax)	9.03	11.93	4.79	167.95	193.70
11. Net Profit (9 - 10)	18.01	25.22	16.41	672.00	731.64

PROFIT RECONCILIATION – FY 2015-16

₹ in Cr

Particulars	Q1	Q2	Q3	Q4	FY
Net Profit under IGAAP	17.92	24.96	15.89	671.12	729.89
Effect of Actuarial Loss on Employee defined benefit funds recognised in OCI	0.53	0.52	0.53	0.52	2.10
Effect of fair valuation of Financial Instruments	(0.36)	(0.60)	(0.07)	0.49	(0.54)
Effect of fair valuation of Share Based Payments	(0.02)	(0.02)	(0.01)	-	(0.05)
Others	(0.29)	0.22	0.06	0.06	0.05
Deferred tax	0.23	0.14	0.01	(0.19)	0.19
Net Profit under IND AS	18.01	25.22	16.41	672.00	731.64
Other Comprehensive Income (OCI) – Net of Tax	0.42	(1.19)	0.03	(0.91)	(1.65)
Total Comprehensive Income	18.43	24.03	16.44	671.09	729.99

DISCLAIMER

- ◉ The objective of this communication is to provide broad information on the impact of transition to IND AS on the Company's financials. The information presented in this communication includes un-audited draft of IND AS restated financial statements based on our current best estimates or interpretation and may be affected by business or other changes or by changes to IND AS or the interpretation thereof published / notified hereafter.
- ◉ Some of the statements in this communication may be forward looking statements within the meaning of applicable laws and regulations. Actual results might differ substantially from those expressed or implied
- ◉ Important developments that could affect the Company's operations include changes in the industry structure, significant changes in political and economic environment in India and overseas, tax laws, regulations, import duties, litigation and labour relations.

THANK YOU