



Investor Presentation

August 2016

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CIN: L35921TN1949PLC002905



Tube Investment of India Limited



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

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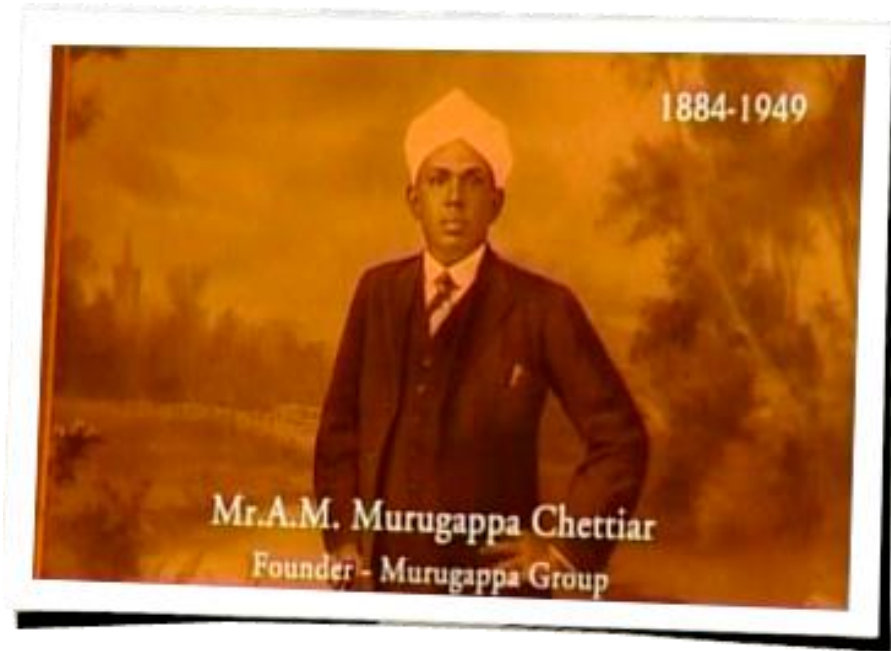
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INR 295 Billion Conglomerate

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 Chola Mandalam 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.

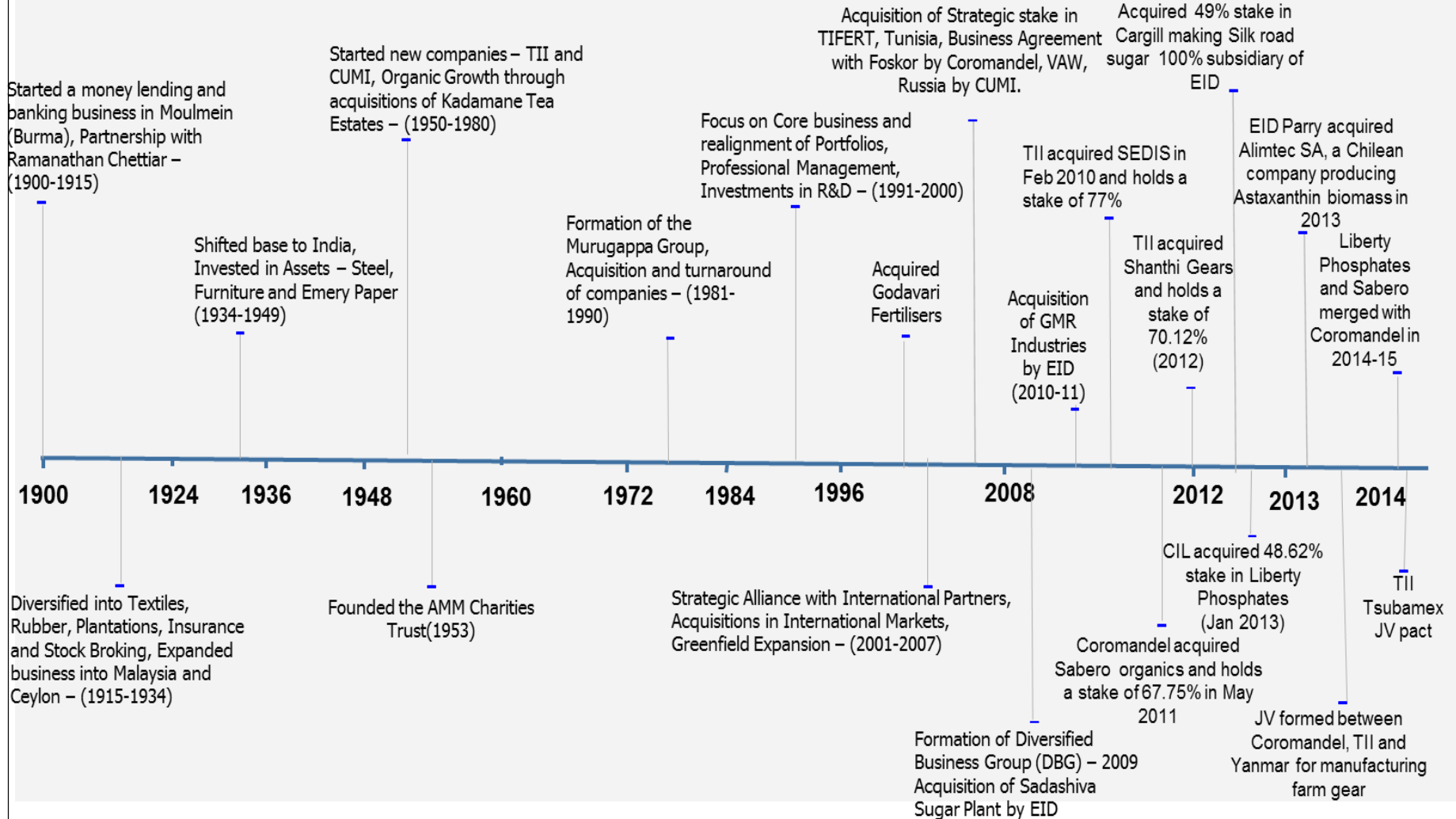
2001 Onwards

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!

History – From Acorn to Oak

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

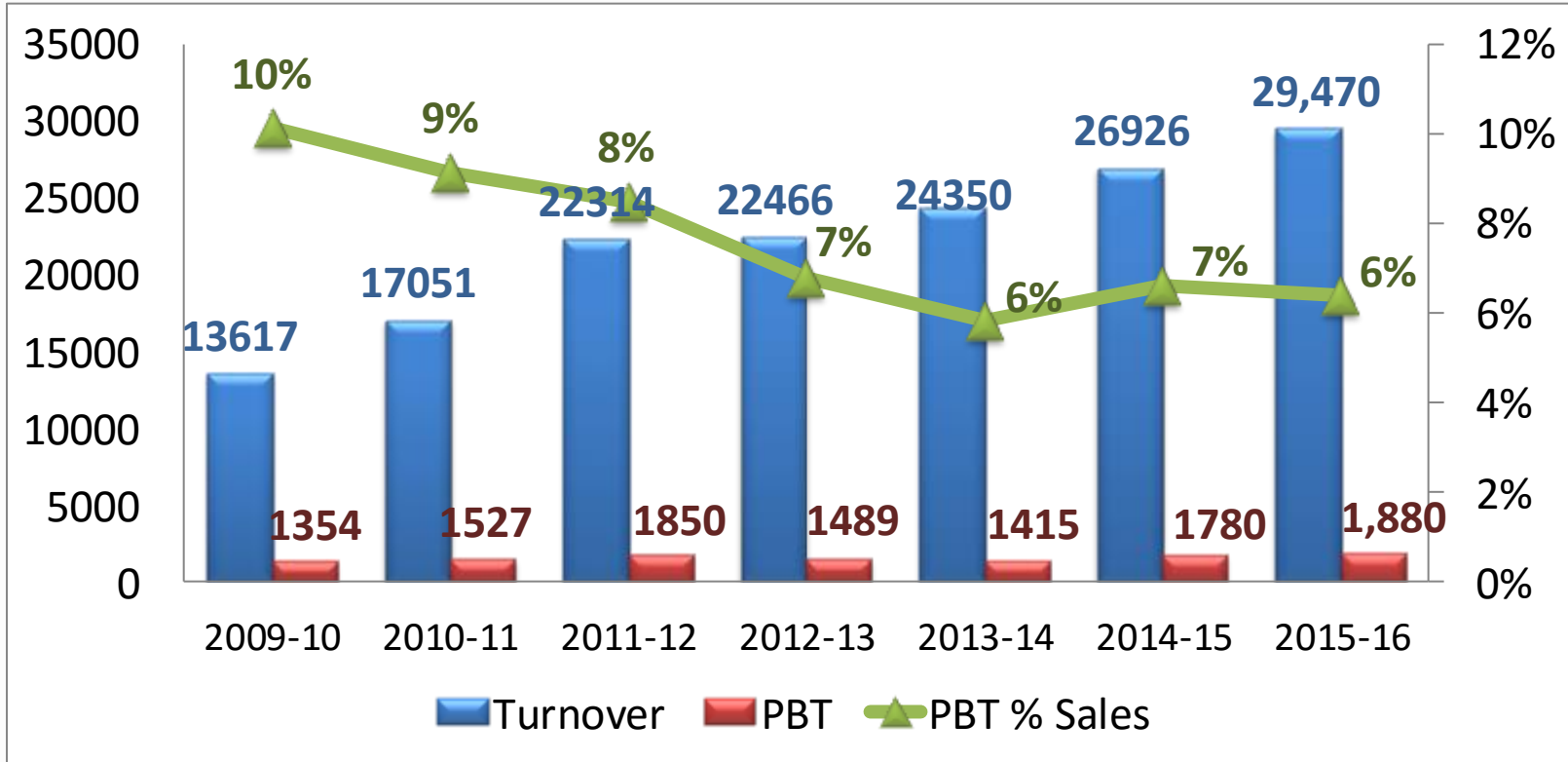


Shanthi Gears Limited



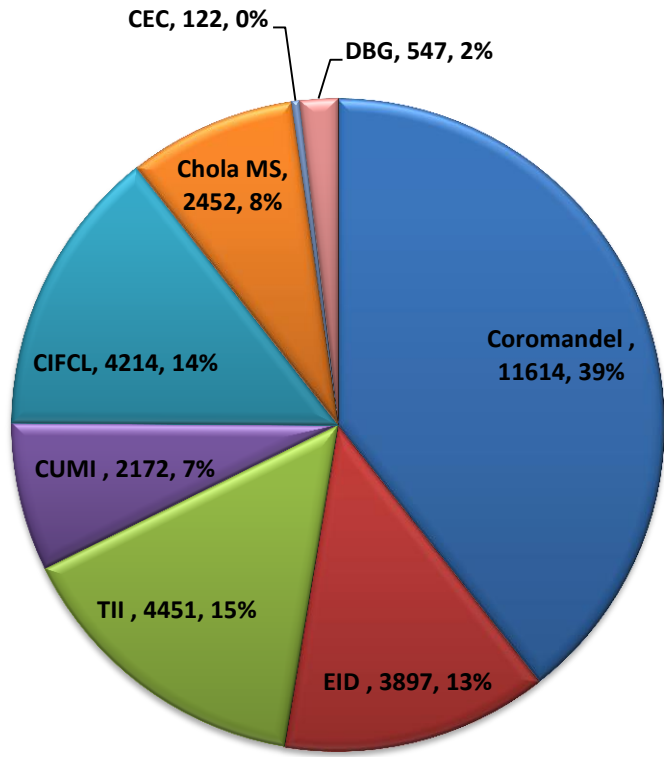
Murugappa Organo Water Solutions

figures in ₹ Crore

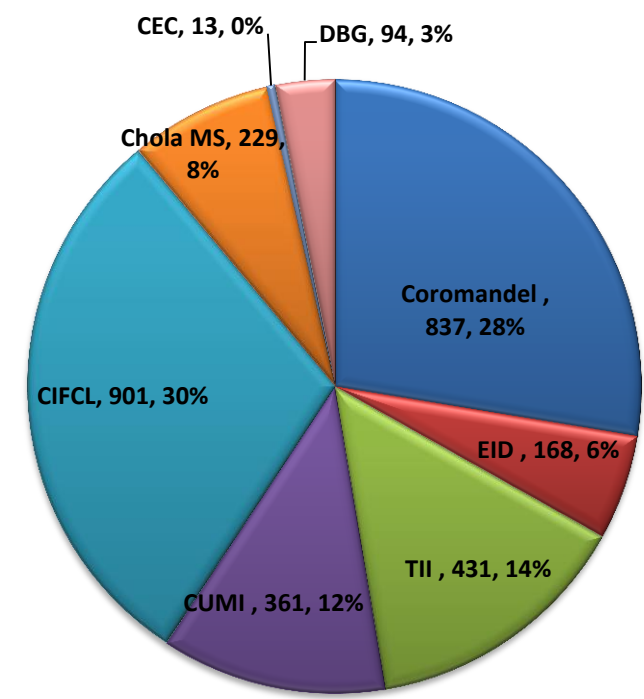


*PBT is excluding Extra- Ordinary Income of the group.

Group Turnover, 2015-16



Group EBITDA, 2015-16



 **WENDT** - Germany

 **Morgan** - U.K.

 **Groupe Chimique Tunisien**
- Tunisia

 **SQM**
THE WORLDWIDE BUSINESS FORMULA
Sociedad Quimicay Minera - Chile

 **Mitsui Sumitomo Insurance** - Japan

FOSKOR  - South Africa

 **YANMAR**
Yanmar - Japan

Tsubamex company limited
- Japan

 **MITSUI & CO.**
Mitsui & Co Ltd - 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

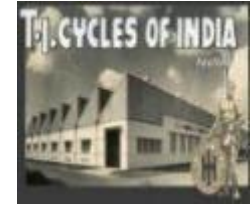
Scholarships for needy meritorious students

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.

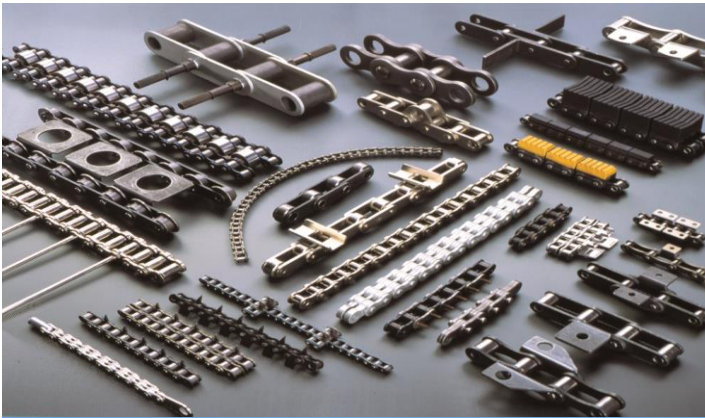
TII Standalone – As per IND AS			
₹ Cr.	YTD Jun'16	YTD Jun'15	Growth
Revenue	1,146	1,076	6%
EBITDA	106	86	23%
PBIT	88	62	43%
Net Profit	42	18	135%



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

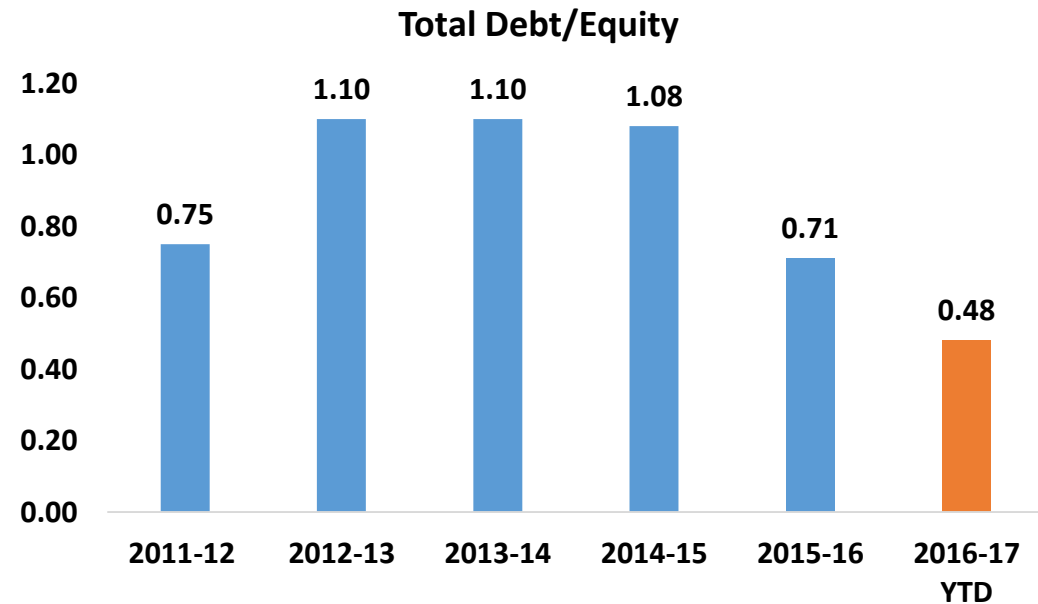


Mr. R.
Netarajan

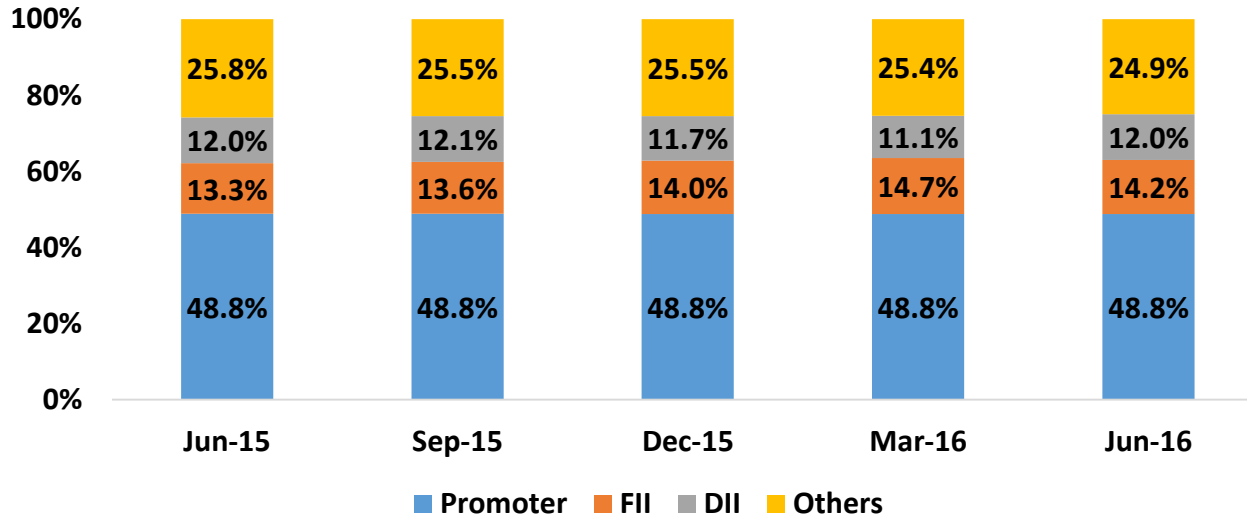


Mr. N. Prasad

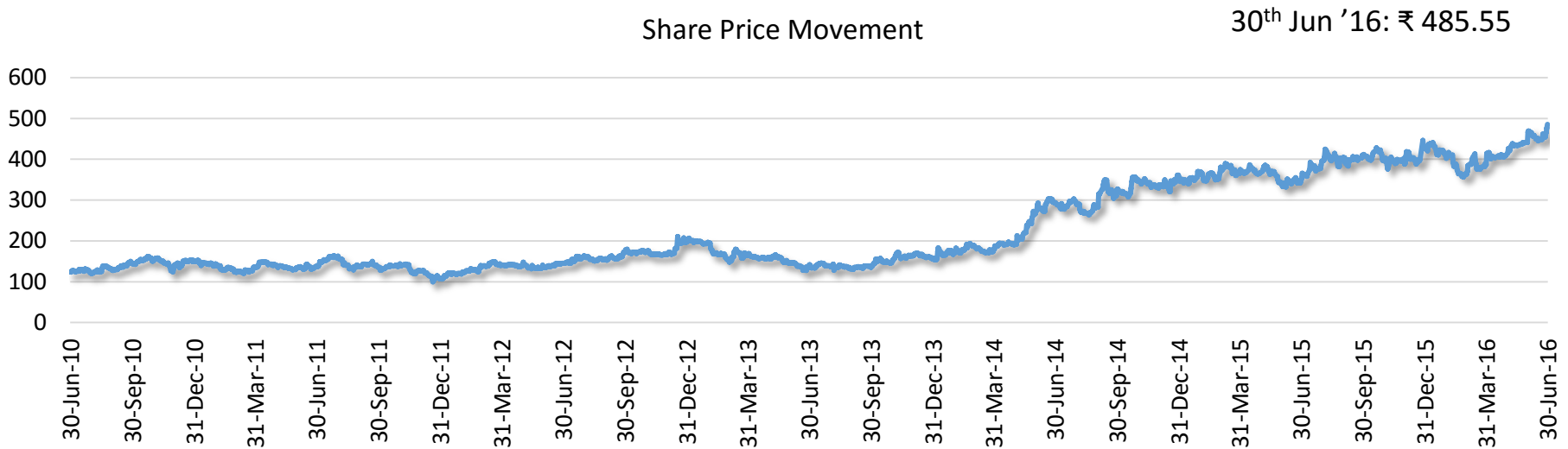
- Credit Rating
 - CRISIL AA for long term
 - CRISIL A1+ for short term
- Standalone Balance Sheet
 - Total Debt / Equity – 0.48
 - Long term Debt / Equity – 0.33
- Financial Services
 - Capital adequacy ratio – 18.73%
(Stipulated limit – 15%)
- General Insurance
 - Solvency ratio – 1.60



Shareholding Pattern



Share Price Movement



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

Industry

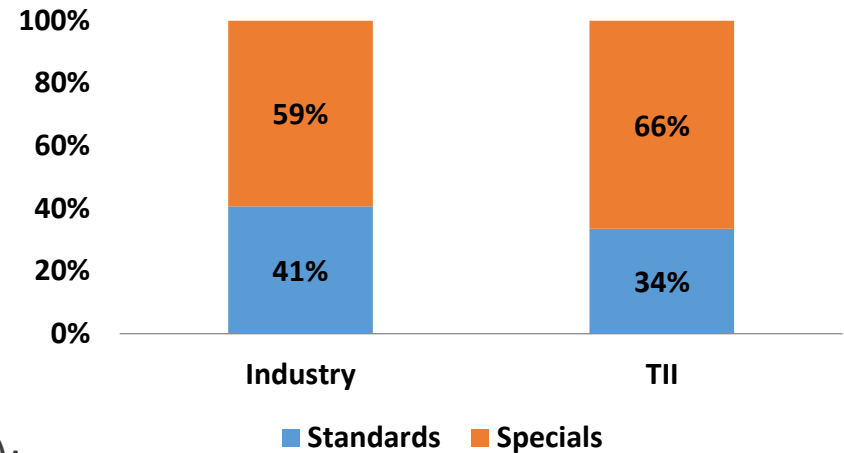
- Overall healthy growth in both Standards as well as Specials segments in the Quarter

Business Drivers

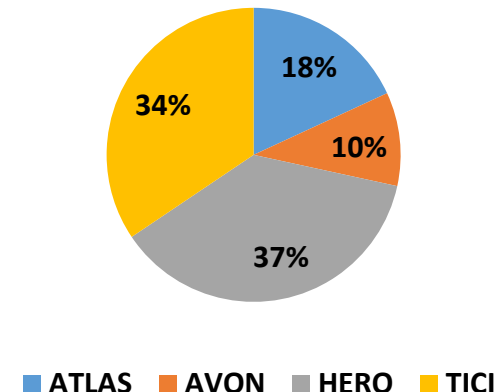
- Large dealer network across India – over 10,000 touch points across India
- Expansive Retail Formats in Urban (BSA Stores), Rural (RHB), Lifestyle (Track& Trail): around 660 stores
- Multi Locational Servicing Centers
- Continuous New product development
- Extensive BTL & ATL activities
- Focus on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

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

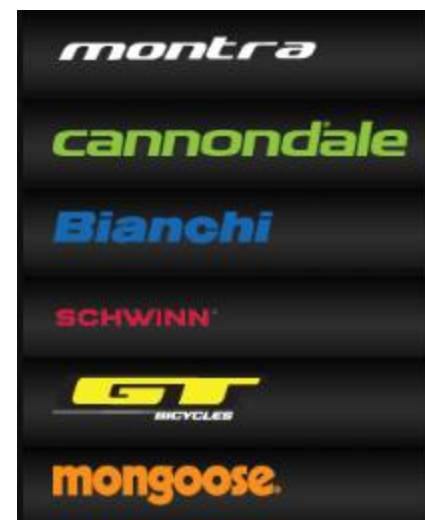
Trade Sales – Q1 2016-17



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

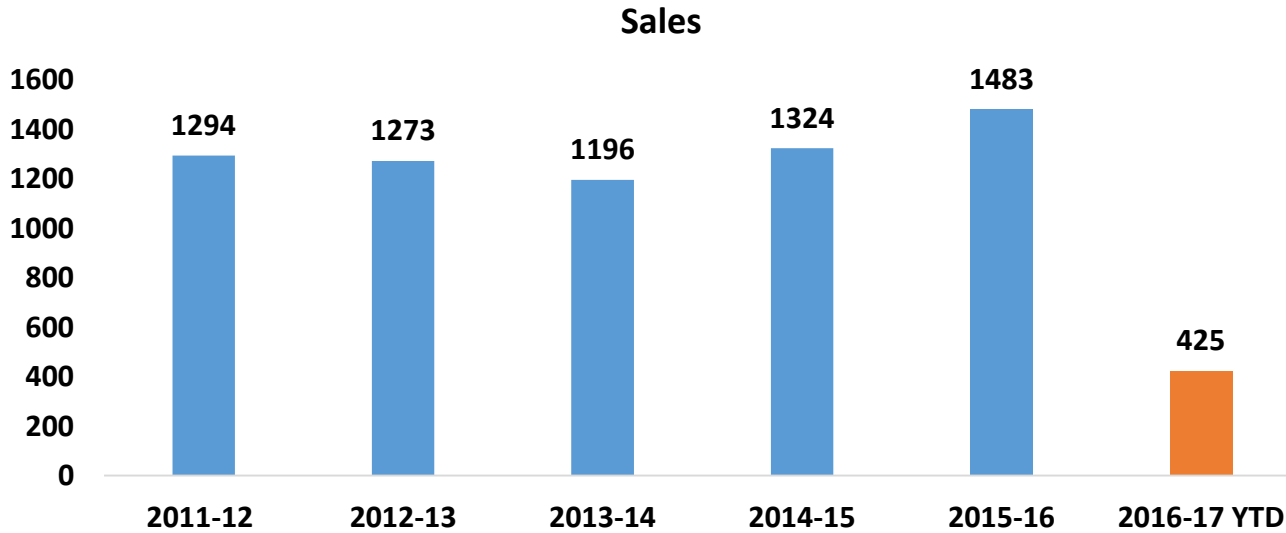


TRACK&TRAIL
BIKING AND BEYOND

- 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

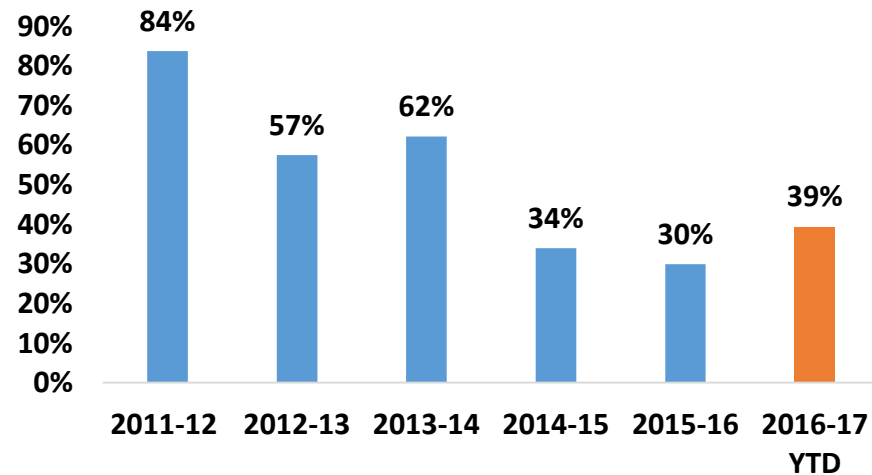


Murugappa Group Chairman with Punjab FM

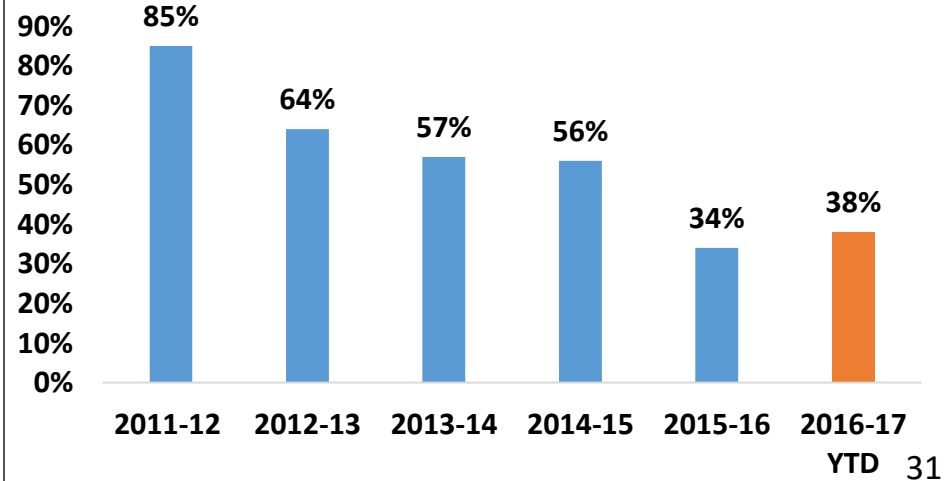


Note: Gross Sales include Excise Duty to comply with IND AS and figures has been suitably adjusted

ROCE % - Based on End Capital Employed



ROCE % - Based on Average Capital Employed



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

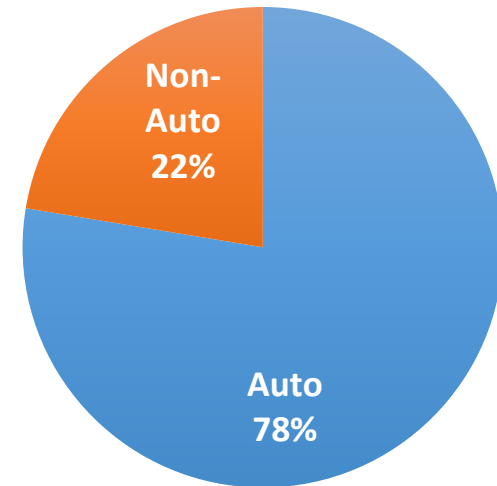
Industry

- 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.



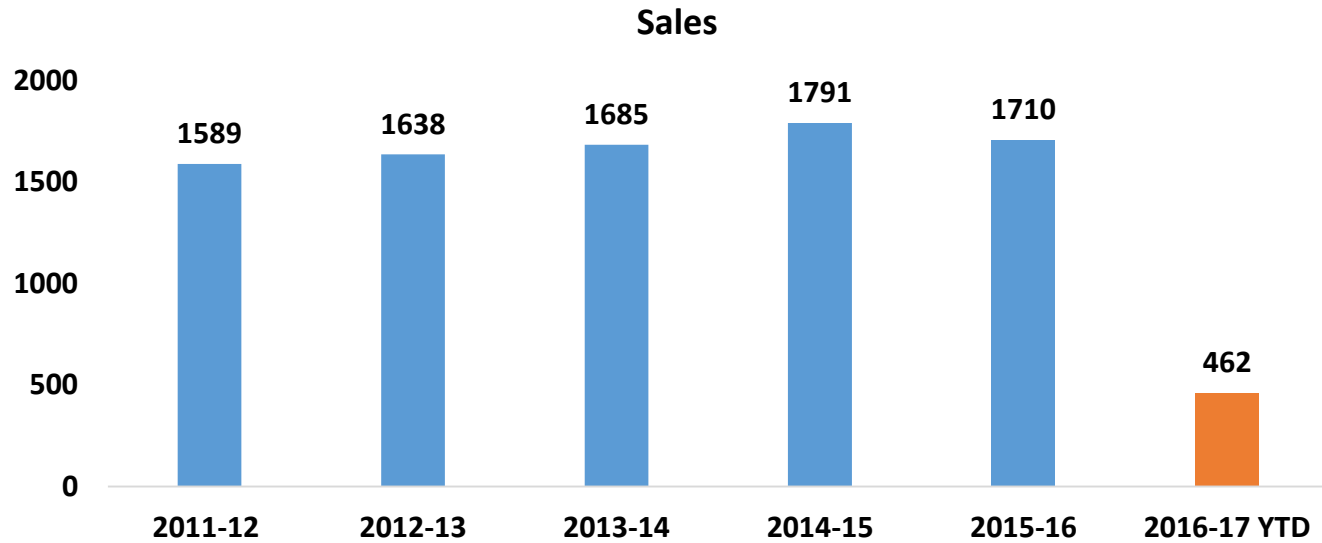
- Highest PBT in a quarter ₹ 30.74 Cr against plan of ₹ 19.11 Cr
- Received Best supplier Award for Make in India (Localization) from M/s Spicer for Tiruttani Tubes Plant
- Highest Exports Sales
- Received Global Strategic Supplier Award from Showa, Japan
- First order for ROPS from JCB- USA Operations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



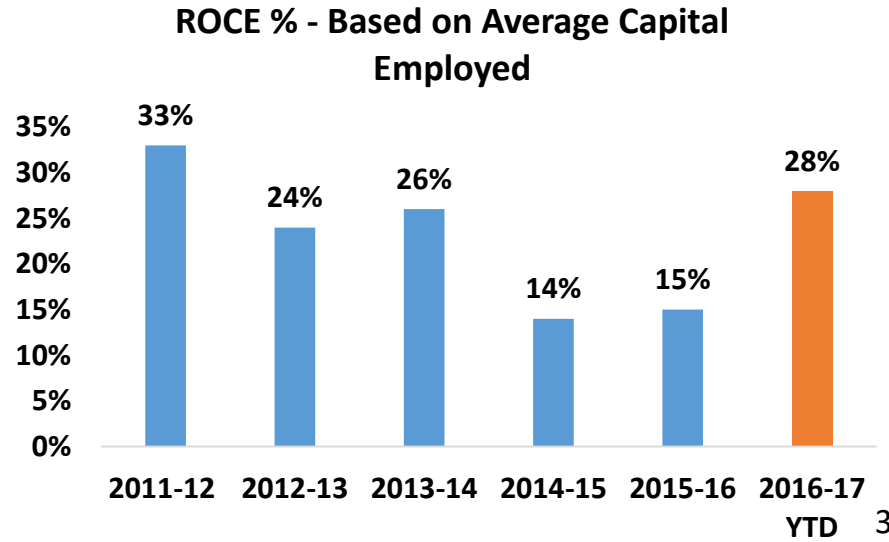
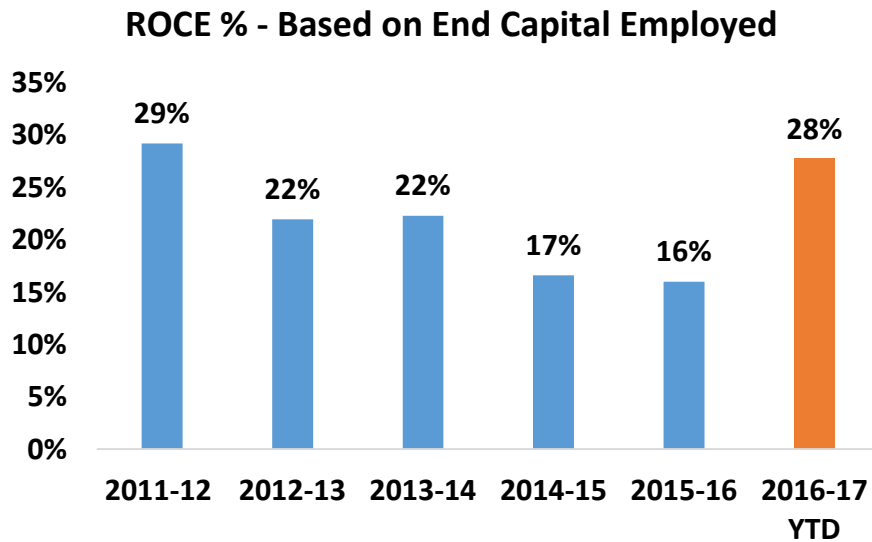
TPI Tiruttani Plant



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



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

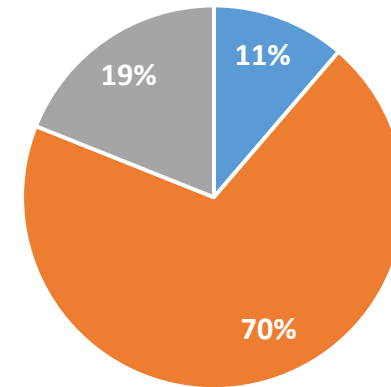
Industry

- 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



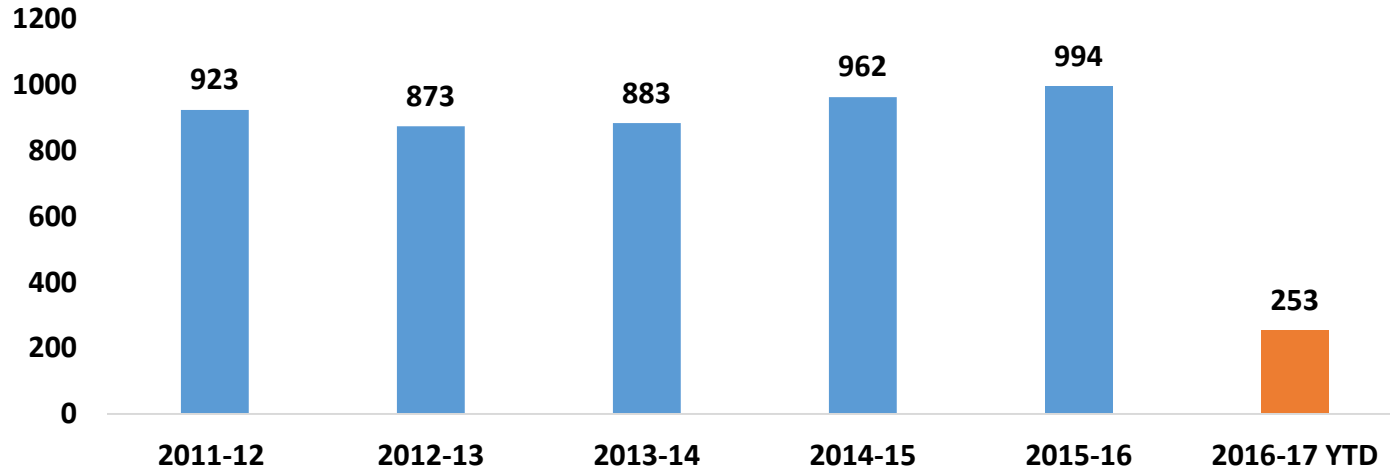
Received Gold Award from Bajaj Auto Ltd for Fine Blanking quality performance



Received TPM Excellence award from Bajaj Auto Ltd for Hyderabad Plant

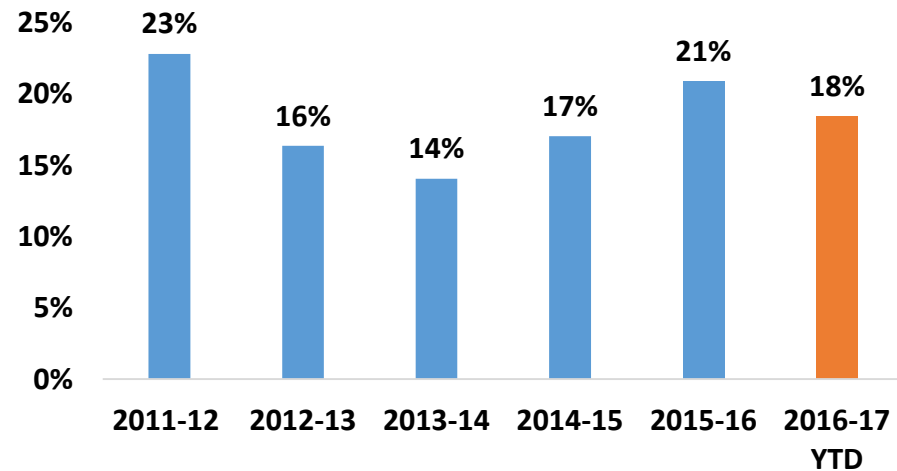
figures in ₹ Crores

Sales

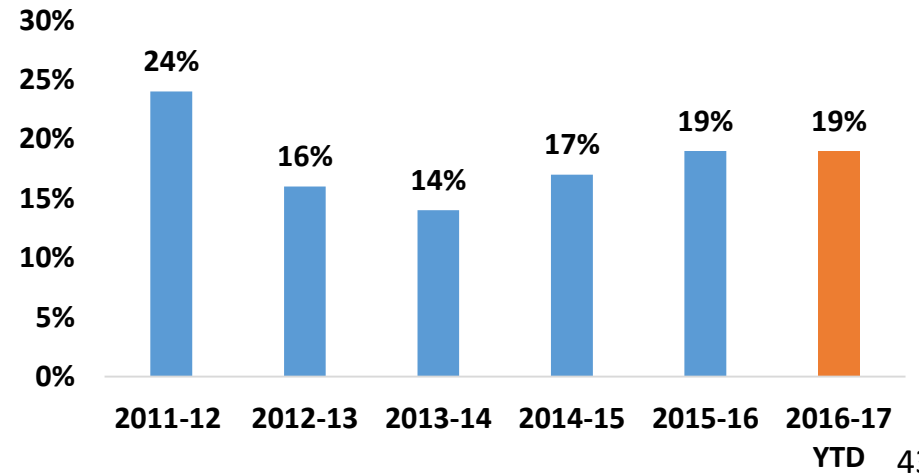


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ROCE % - Based on End Capital Employed



ROCE % - Based on Average Capital Employed



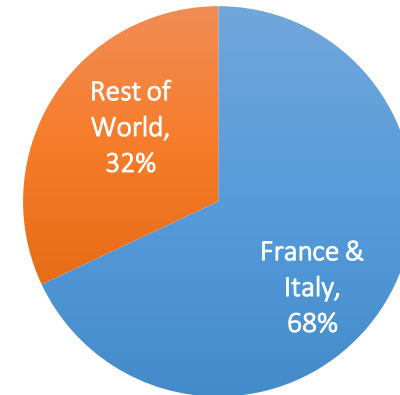
Particulars	2016-17 Q1	2015-16 Q1	% Growth
Doorframes (Lakh Sets)	2	1	2%
Sections for railway wagons (Sets)	378	218	73%
Coach-side/End wall (Sets)	38	19	100%
Chains:			
Domestic (Lac ESS feet)	200	192	4%
Exports (Lac ESS feet)	19	20	-4%
Gross Sales (incl. Inter Unit)	253	229	11%
EBITDA	29	27	8%
	12%	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

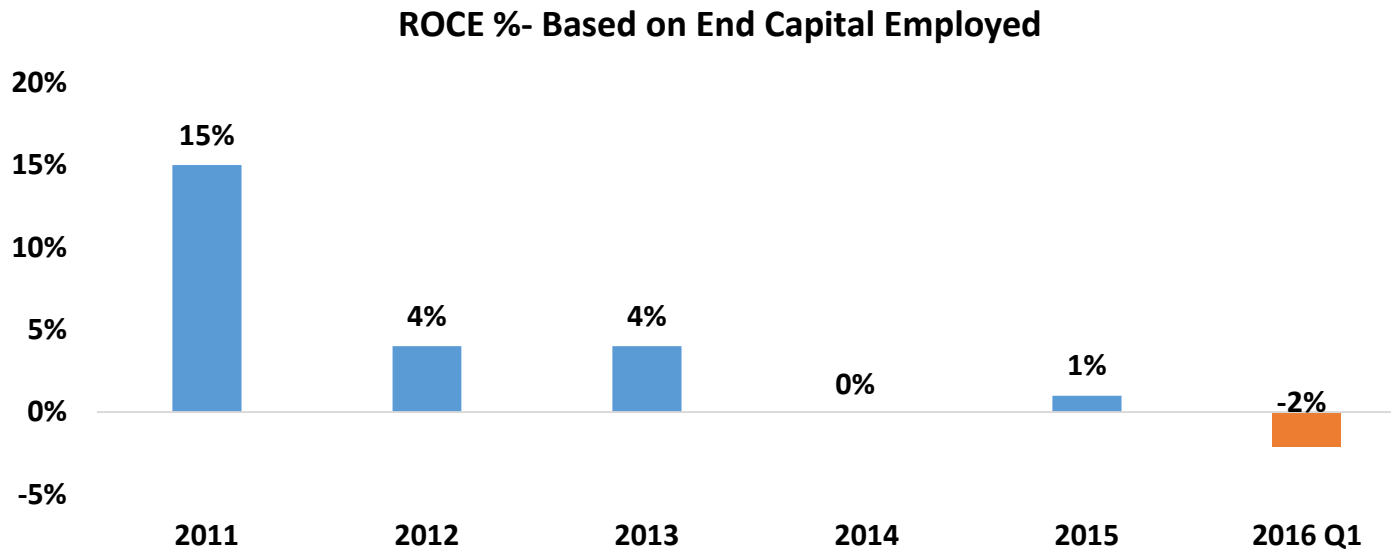
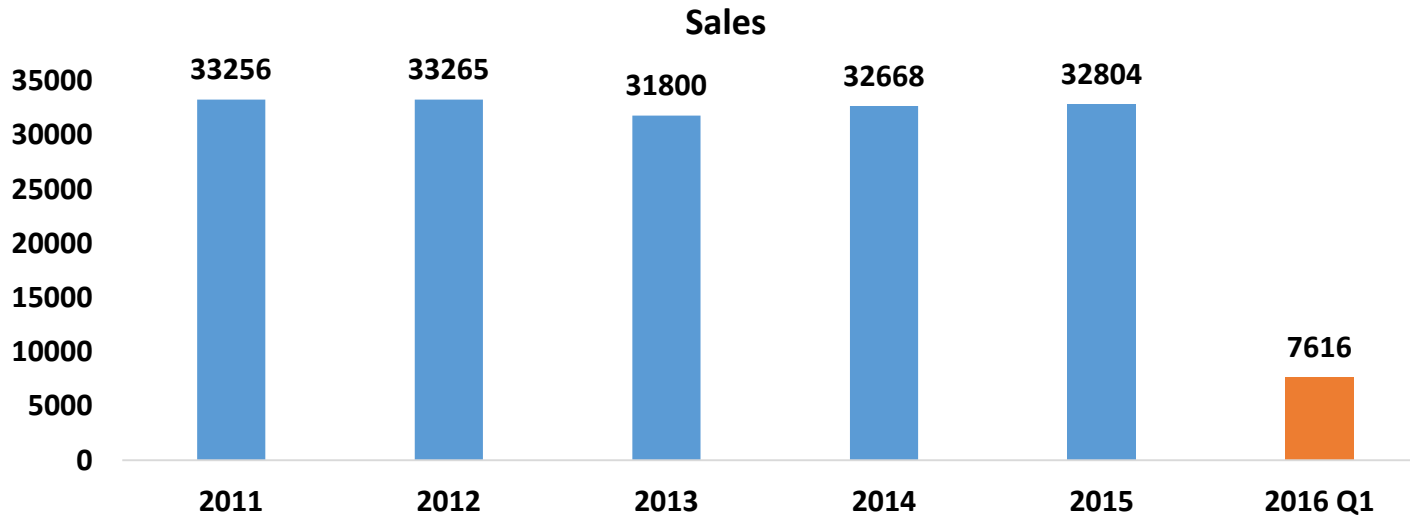


Agricultural Chains



Sprockets & Wheels

figures in K Euro



figures in K Euro

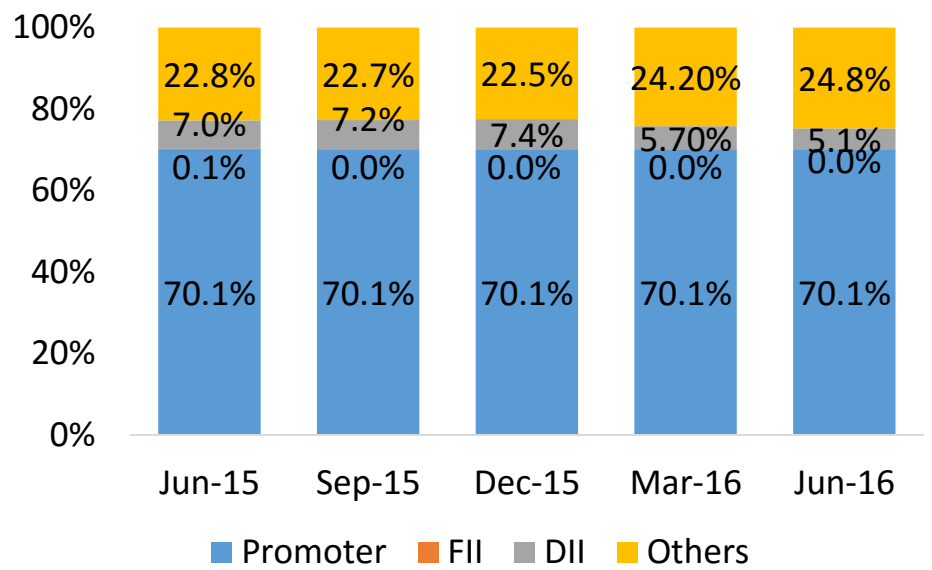
Particulars	2016 Q1	2015 Q1
Sales	7616	8316
EBITDA	229	450
	3%	5%
PBT	-105	30
	-1%	0%
PAT	-35	57
	-0%	1%
APPLICATION OF FUNDS		
Net Fixed Assets (Incl. CWIP)	6500	6330
Net Working Capital	9189	9031
Investments	541	685
Total Capital Employed	16230	16046
Sales/NWC	3.3	3.7
ROCE% - Based on End Capital Employed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

Shareholding Pattern



TII holds 70.12% stake in the company

Key Products

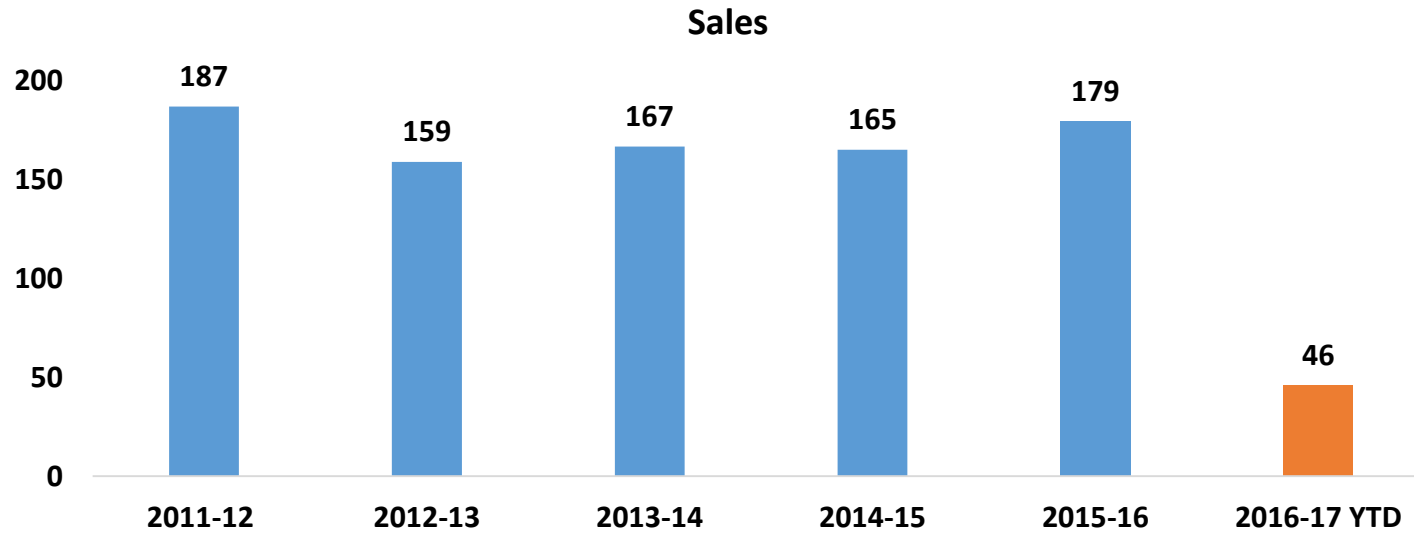
- Gears & Pinions
- Gear assemblies
- Gear boxes
- Worm Spares
- Geared motors
- Service & Repair



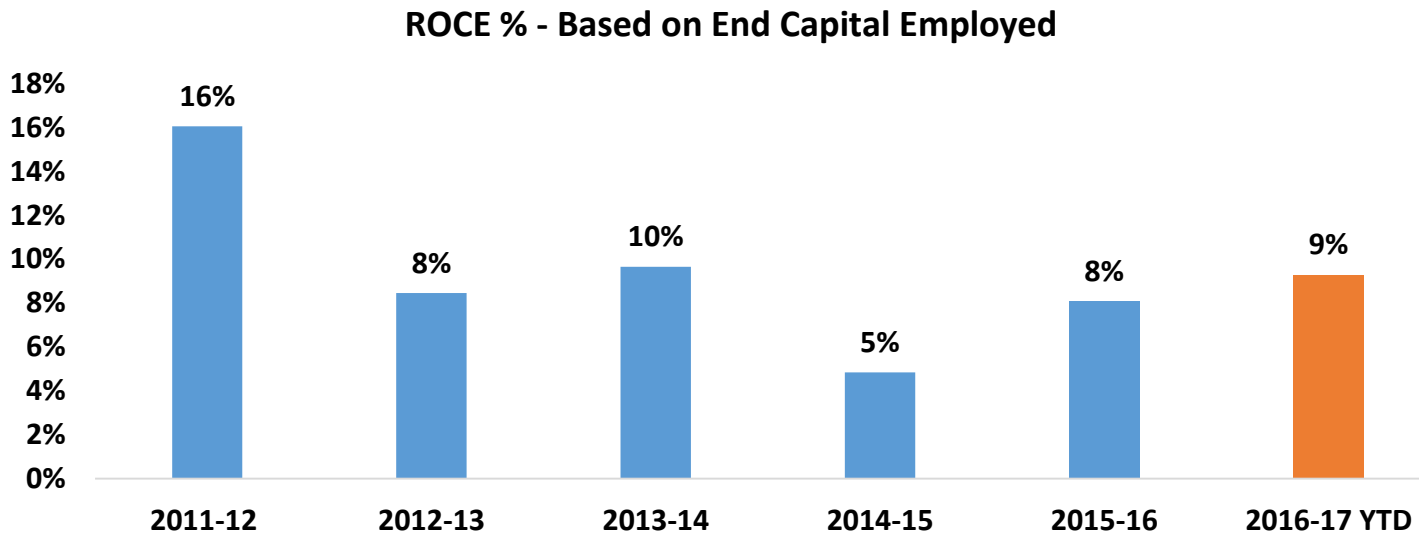
- Increased enquiry activities from repeat customers and railways
- Continuous drive on cost efficiency
- Significant growth in Service Business
- Regional Customer Connect Program activated
- Participation in Seminars and Exhibition forums



figures in ₹ Crores



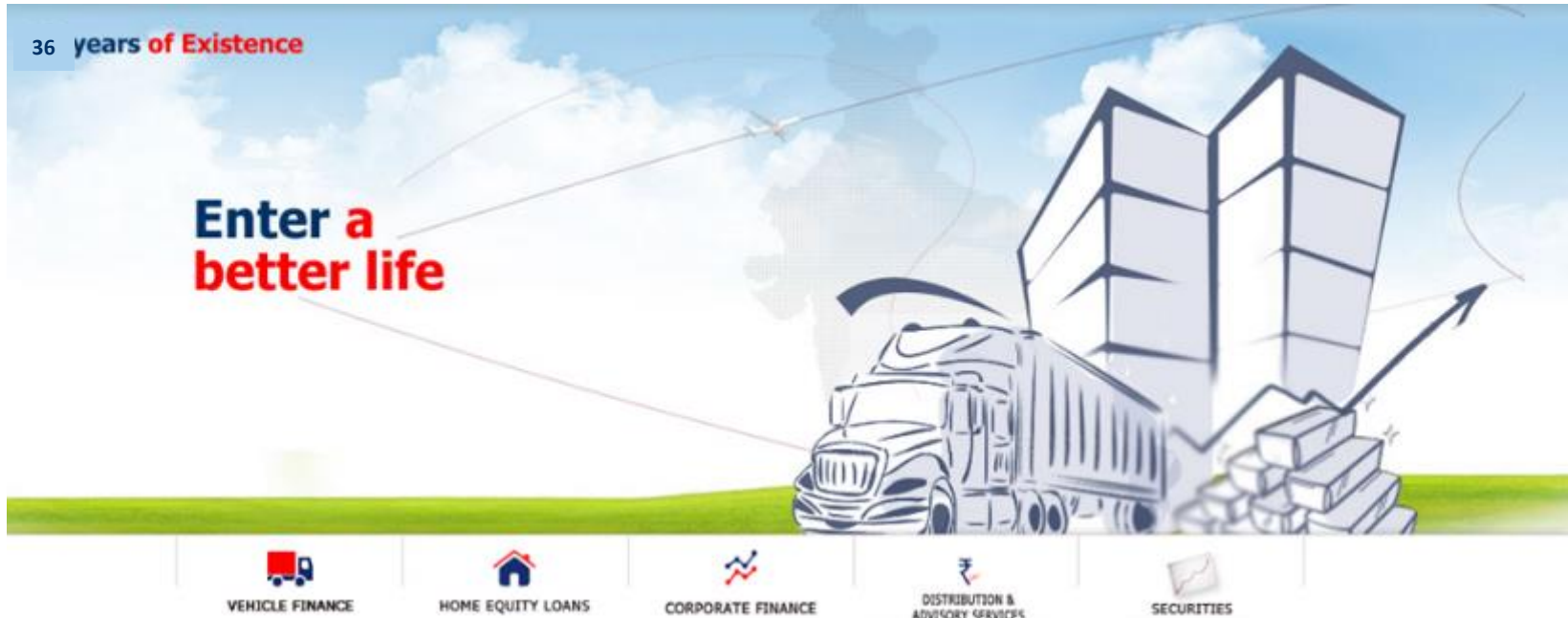
Note: Gross Sales include Excise Duty to comply with IND AS and figures has been suitably adjusted



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%	



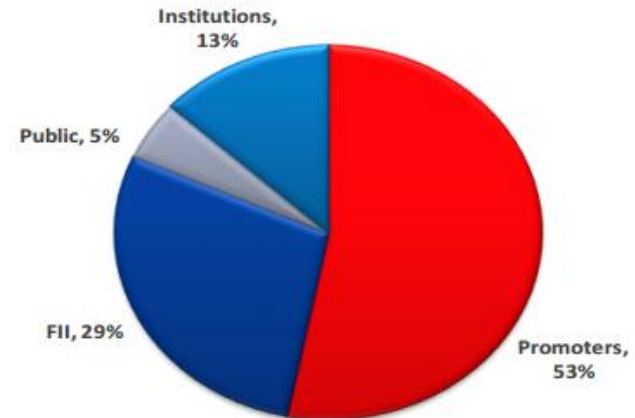
Cholamandalam Investment and Finance Company Ltd.
(CIFCL)
Financing your Assets...since 1978

- 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

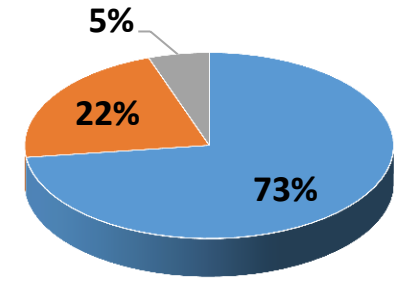
Shareholding Pattern



• 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

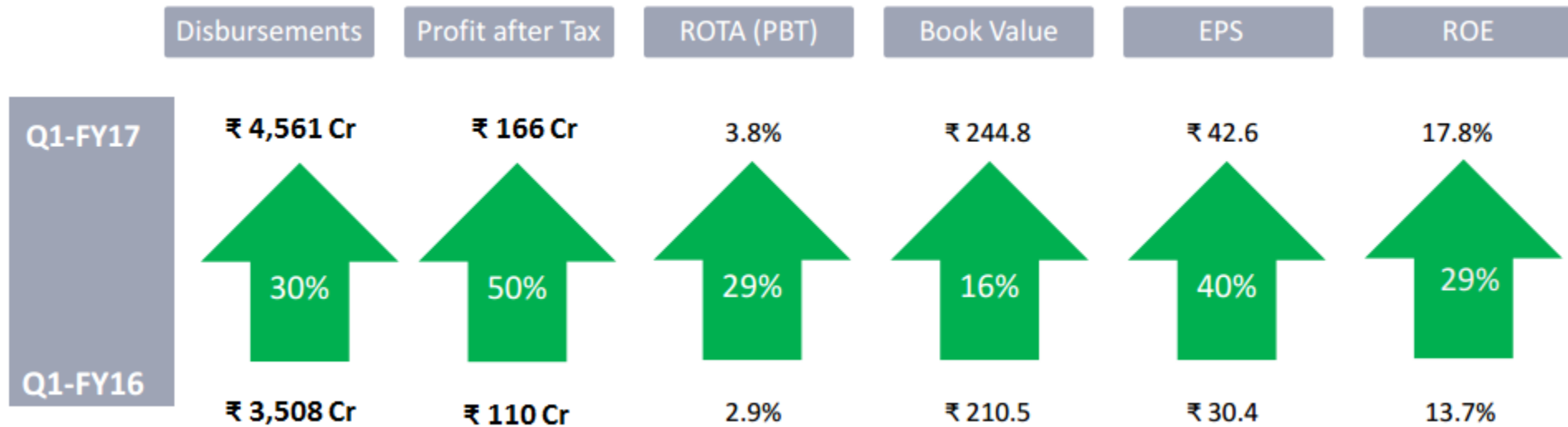
- Operates across 534 branches in 25 states and 90% presence in Tier II, Tier III and IV towns

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

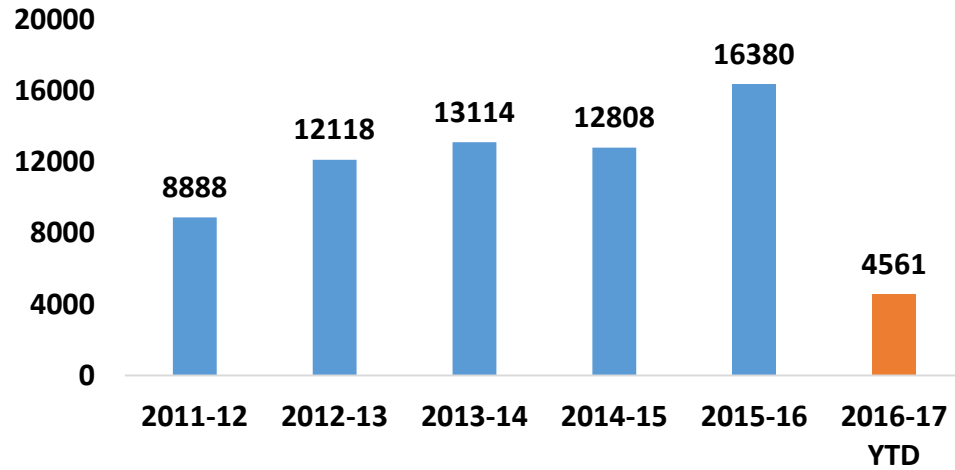
Management

- Highly experienced management team with unrivalled industry experience

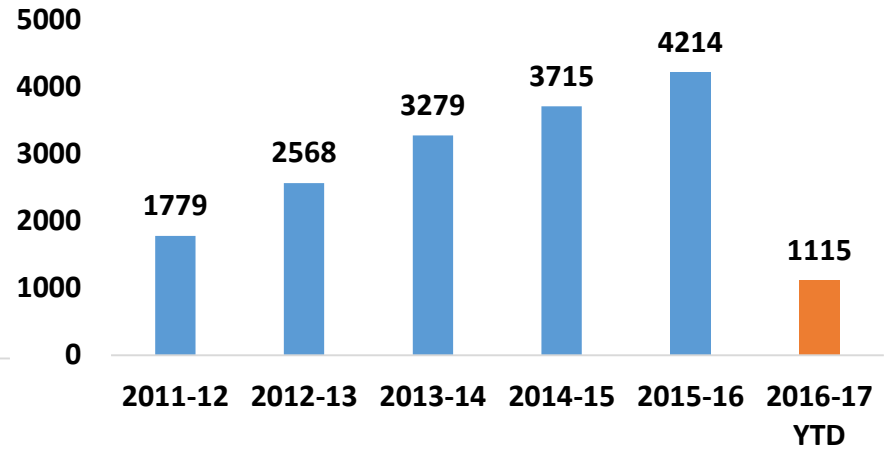


figures in ₹ Crores

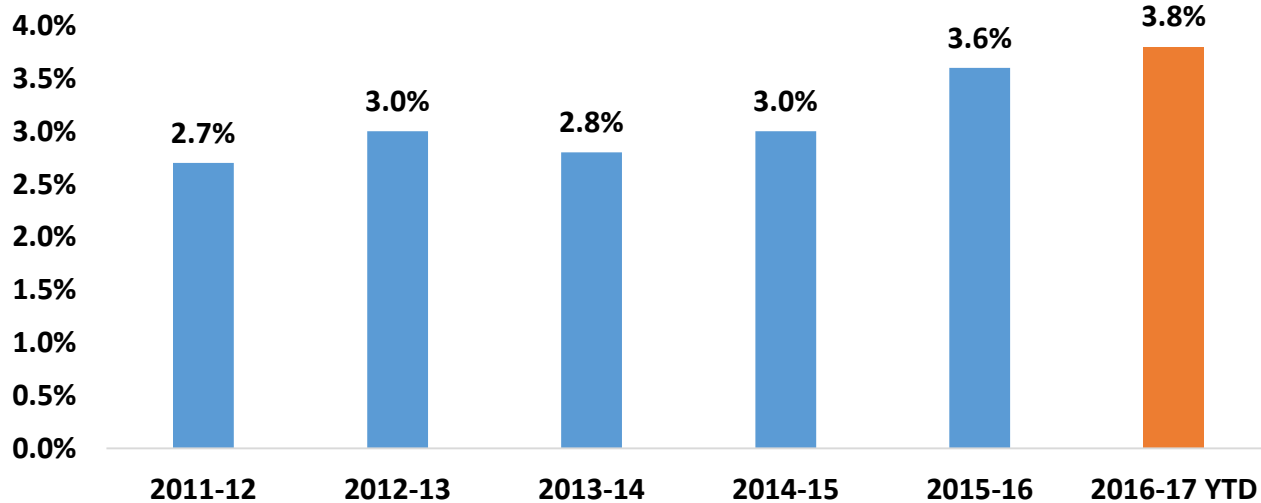
Disbursements



Total Income from Operations



ROTA (PBT)



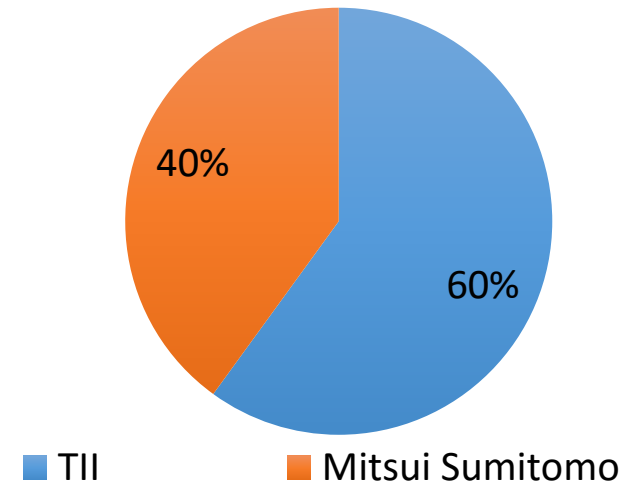
figures in ₹ Crores

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

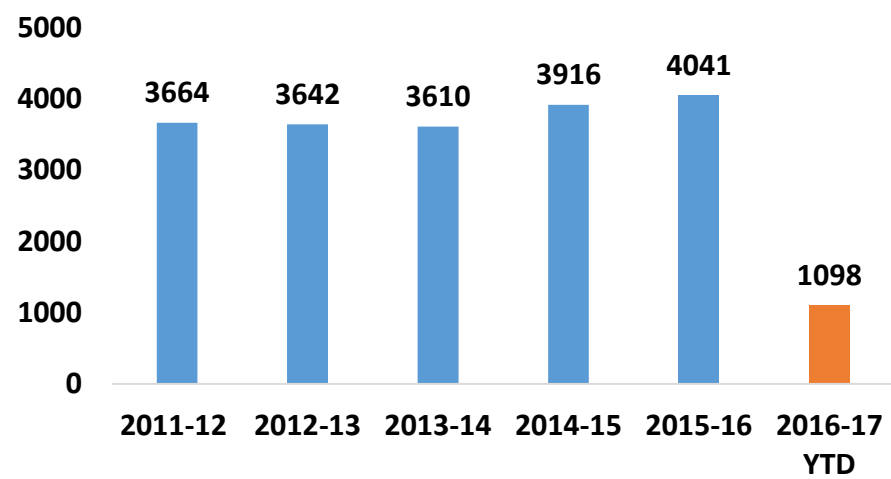
- GWP - growth of 36% over YTD Jun '15
- PBT grown by 83% over YTD Jun'15
- Investment grew by 22% compared to Jun'15
- Management Expenses as percentage of GWP remains flat compared to previous years.
- Retail Contribution to total GWP raised from 82% in Jun'15 to 90%

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%	

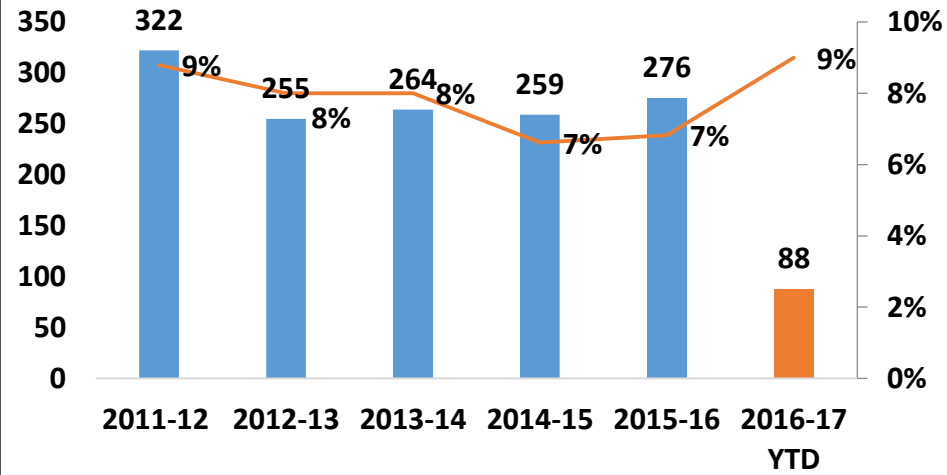
Company Financials

Gross Sales

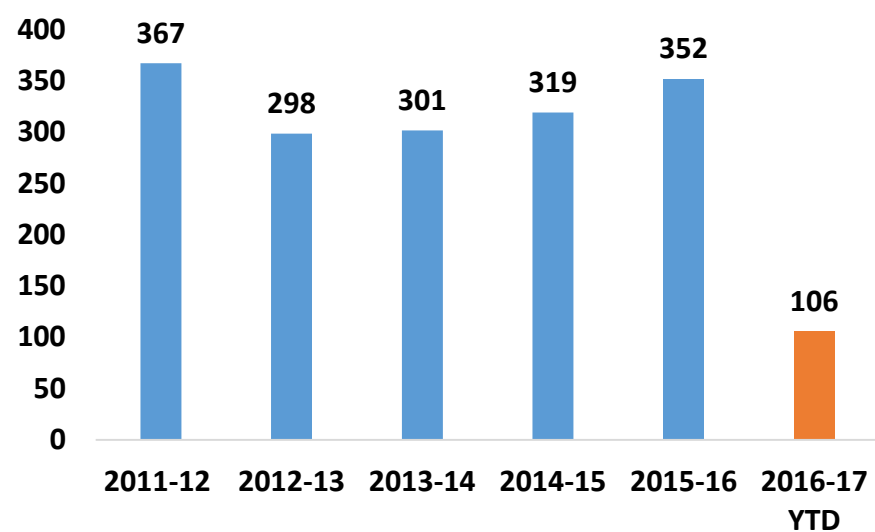


Note: Gross Sales include Excise Duty to comply with IND AS and figures has been suitably adjusted

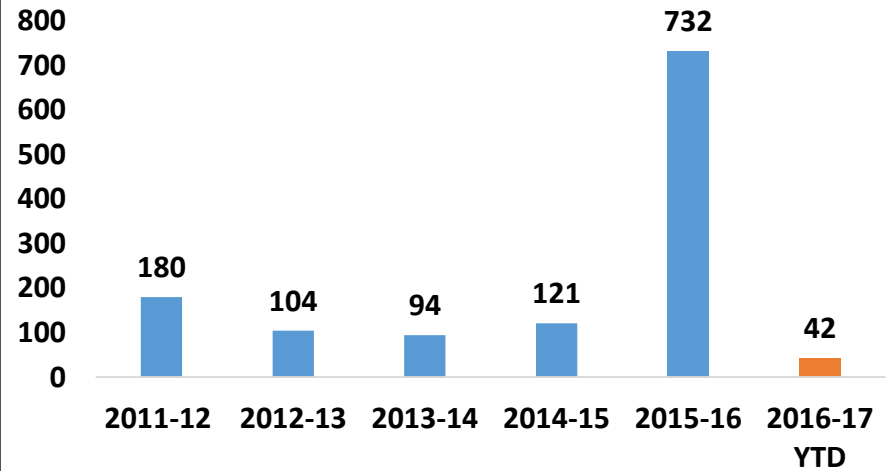
PBIT and PBIT% (Before Exceptional Items)



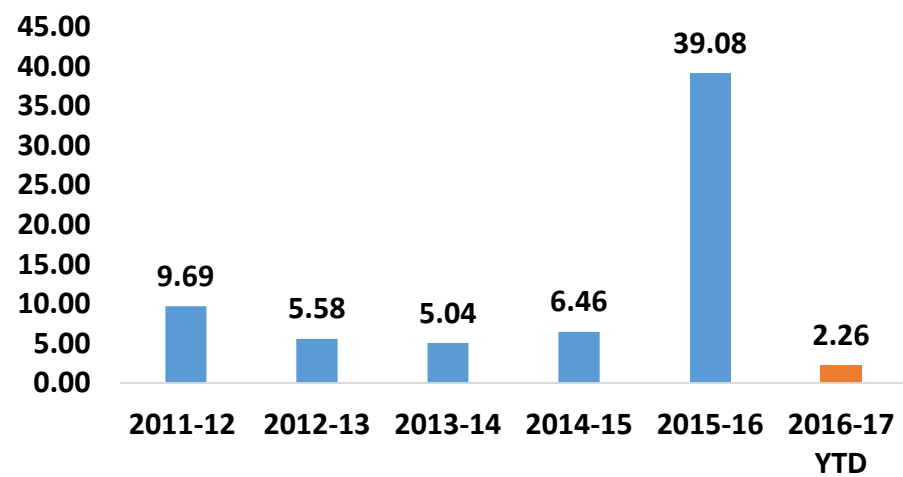
EBITDA



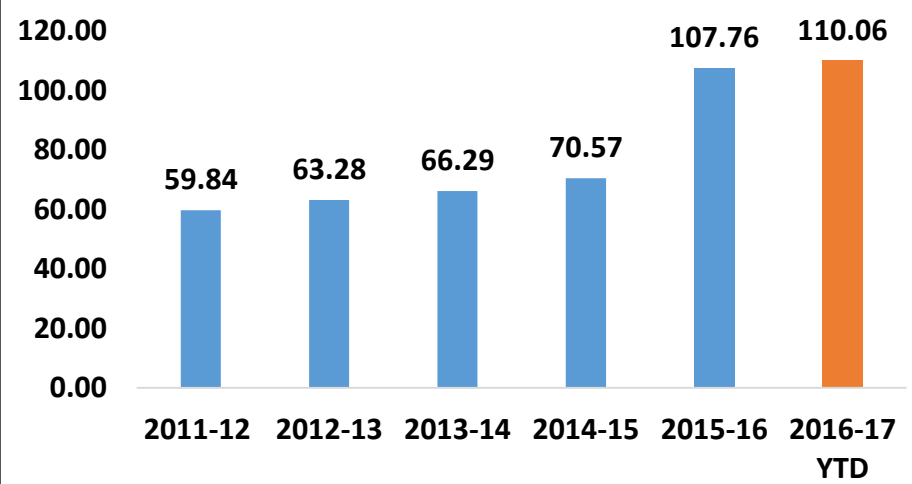
PAT



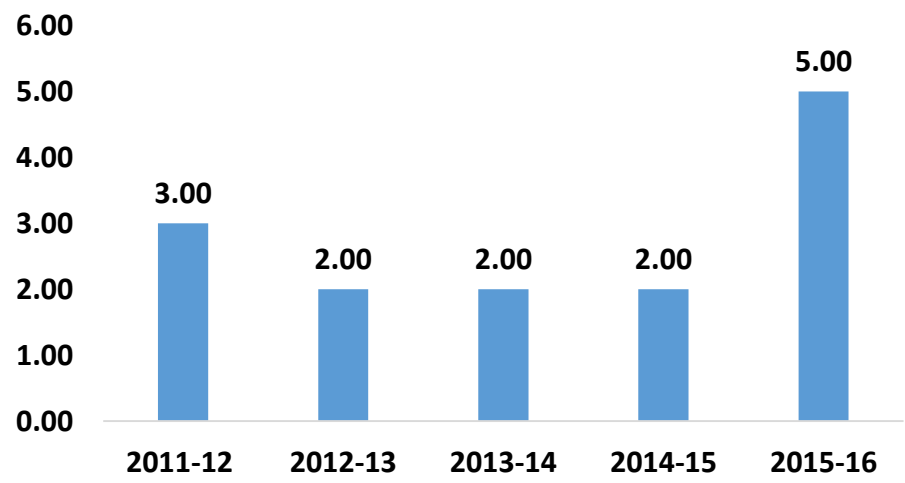
Earnings Per Share (Basic)- In Rs



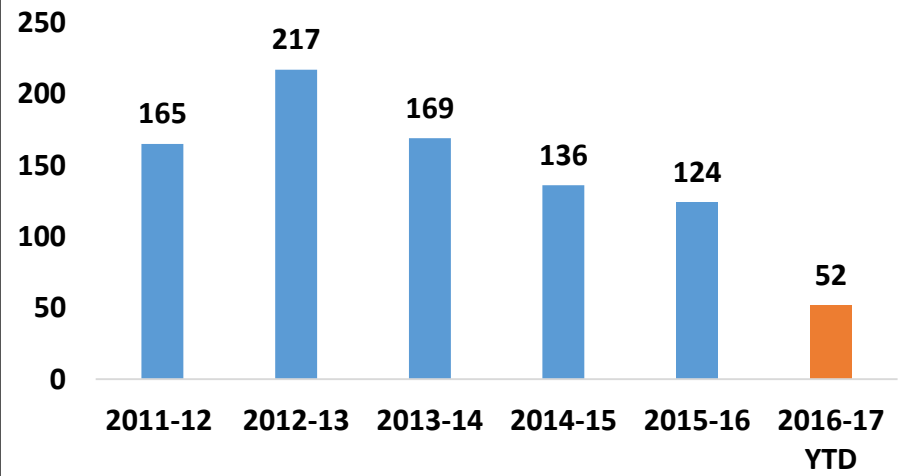
Book Value Per Share – In Rs



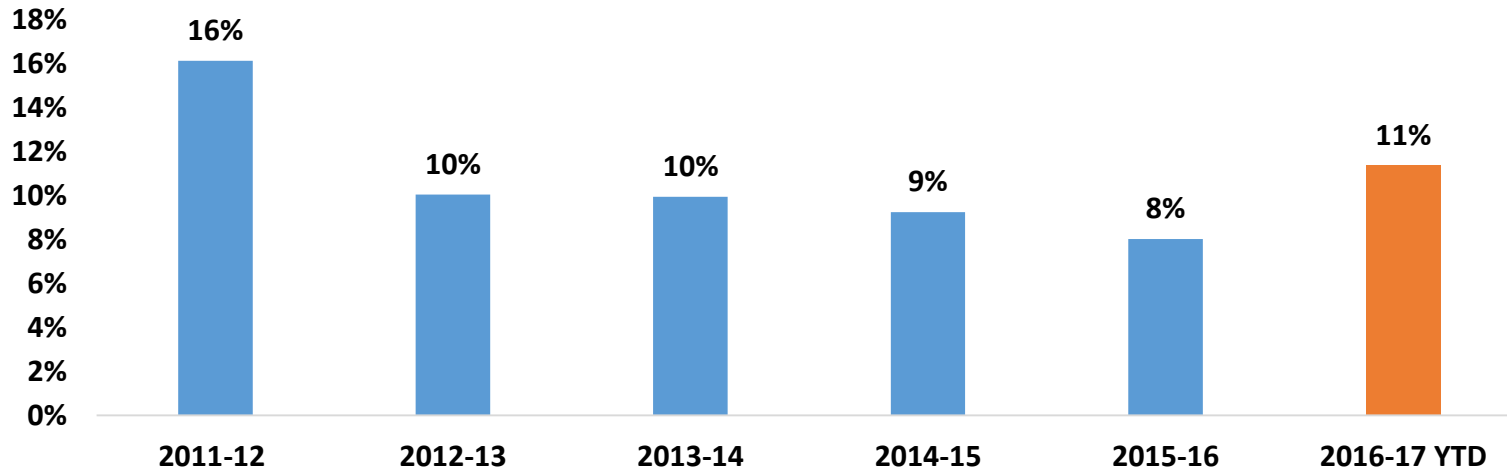
Dividend Per Share - In Rs



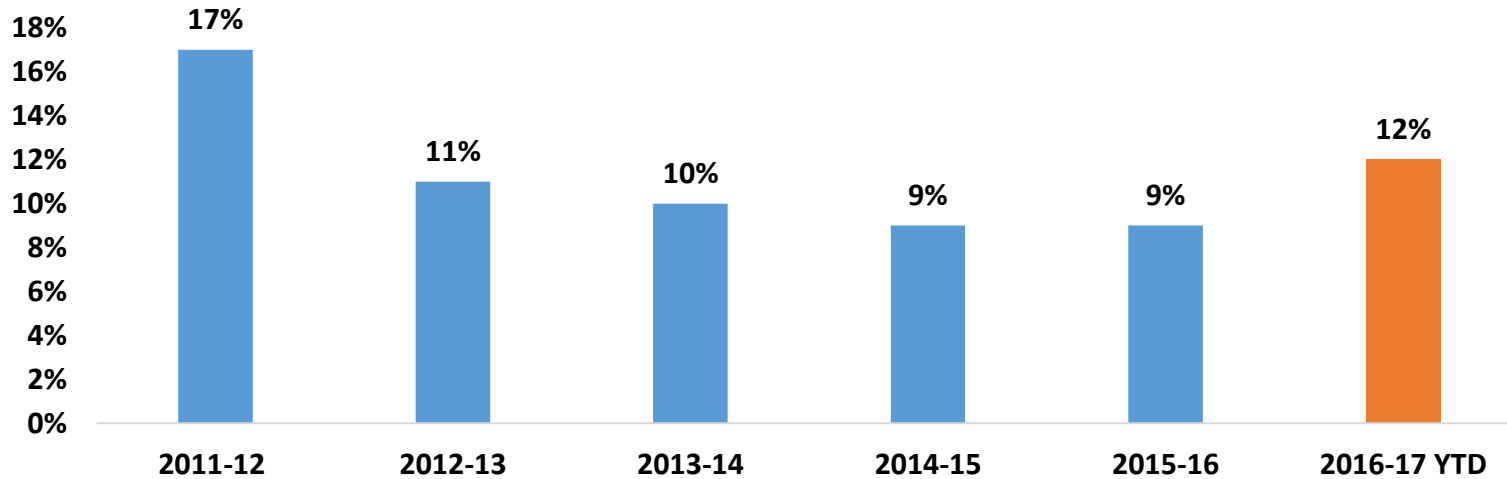
Capex – In Rs Crore



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%




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