

SHRIRAM CITY UNION FINANCE LIMITED

Review of performance For the quarter ended 31st December 2013

- ✓ **Performance review**
- ✓ **Asset profile**
- ✓ **Liability profile**
- ✓ **Subsidiary Information - SHFL**

✓ Performance Review

Review of performance for the quarter ended Dec 31, 2013

Performance Highlights – Quarter ended Dec 2013

- YOY Comparison

(INR in Crores)

Particulars	YOY Growth- Dec 2013 V. Dec 2012		
	Dec-12	Dec-13	YOY Growth
Income from Operations	814	796	-2%
Net Interest Income	425	480	13%
Personnel expenses	72	74	2%
OPEX	96	112	17%
Pre Provision Profits	257	294	15%
Provisions & Write offs	90	92	3%
Profit Before Tax	167	202	21%
Profit After Tax	113	129	15%

Review of performance for the quarter ended Dec 31, 2013

Performance Highlights–Quarter ended Dec 2013

- QOQ Comparison

(INR in Crores)

Particulars	QOQ Growth- Dec 2013 V. Sept 2013		
	Sep-13	Dec-13	QOQ Growth
Income from Operations	785	796	1%
Net Interest Income	456	480	5%
Personnel expenses	63	74	17%
OPEX	113	112	-1%
Pre Provision Profits	280	294	5%
Provisions & Write offs	92	92	1%
Profit Before Tax	188	202	7%
Profit After Tax	127	129	1%

Review of performance for the quarter ended Dec 31, 2013

Analysis on Average AUM	Quarter Ended		
	Dec-12	Sep-13	Dec-13
Income from Operations	20.13%	20.57%	21.19%
Financial Expenses (incl Brokerage - Liab side)	9.62%	8.99%	8.85%
Gross Spread	10.51%	11.59%	12.35%
Personnel Expenses	1.79%	1.65%	1.96%
OPEX (incl Brokerage, depreciation & sh, issue exp)	2.37%	2.96%	2.98%
Total Expenses	4.16%	4.61%	4.94%
Pre Provision Profits	6.35%	7.34%	7.83%
Provisions & Write offs	2.23%	2.41%	2.46%
Net Spread	4.12%	4.93%	5.37%

Key Ratios	Quarter Ended		
	Dec-12	Sep-13	Dec-13
Return On Average Net Worth	22.71%	20.21%	18.95%
Return On Average Total Assets	2.75%	3.31%	3.33%
Book Value	386.31	451.87	467.27
EPS (for the quarter)	21.42	21.83	21.78
Tier I CRAR	12.49%	18.34%	18.64%
Tier II CRAR	3.70%	4.92%	5.62%
Total CRAR	16.19%	23.26%	24.26%

✓ **Assets Review**

Assets Under Management
Asset Quality

Assets Under Management



(INR in Crores)

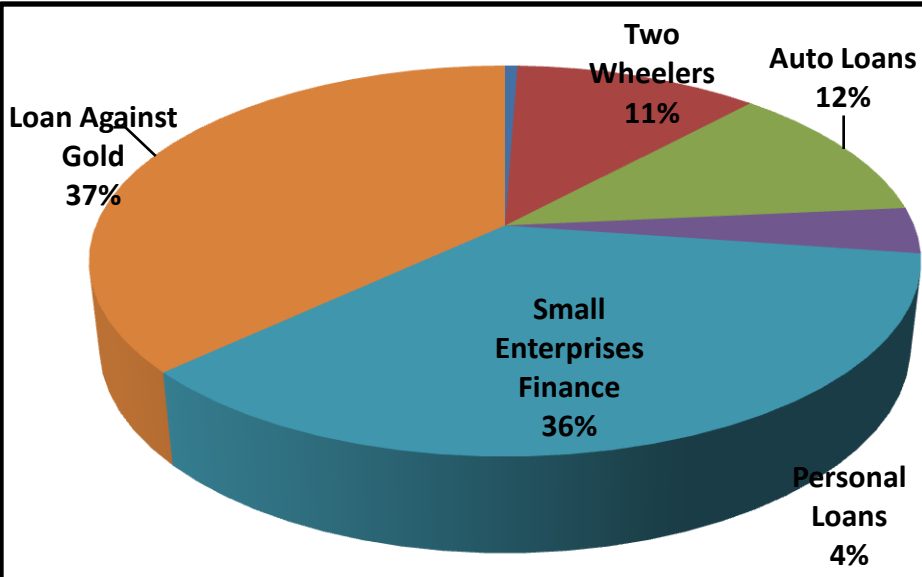
Product segment wise Assets Under Management	As at			QOQ Growth	YOY Growth
	Dec-12	Sep-13	Dec-13		
Small Enterprises Finance	5867	7407	7288	-2%	24%
Two Wheeler	1859	2299	2556	11%	37%
Loan Against Gold	6058	3290	2762	-16%	-54%
Others	2617	2122	2332	10%	-11%
Total Assets Under Management	16401	15118	14937	-1%	-9%
% of Off Book Assets	12%	14%	11%		

Review of performance for the quarter ended Dec 31, 2013

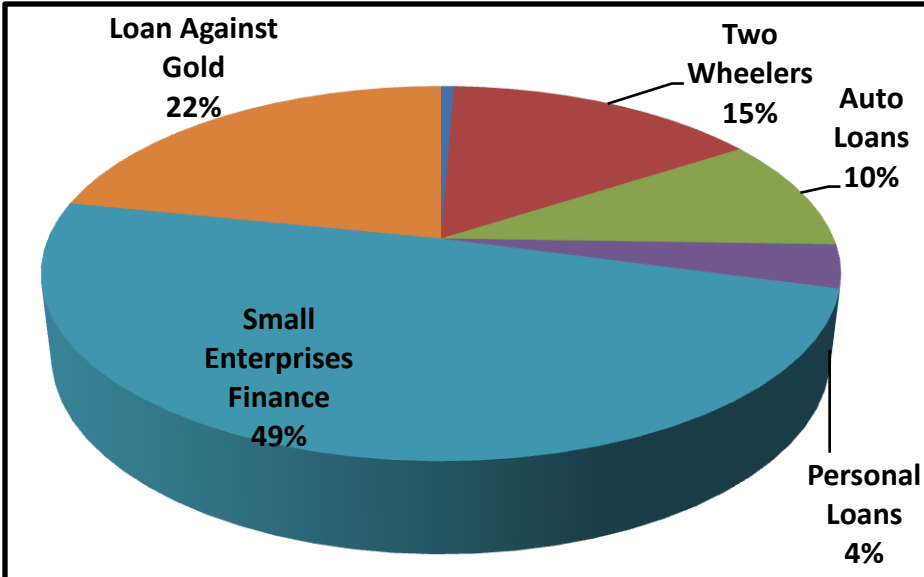
Product segment wise Assets Under Management



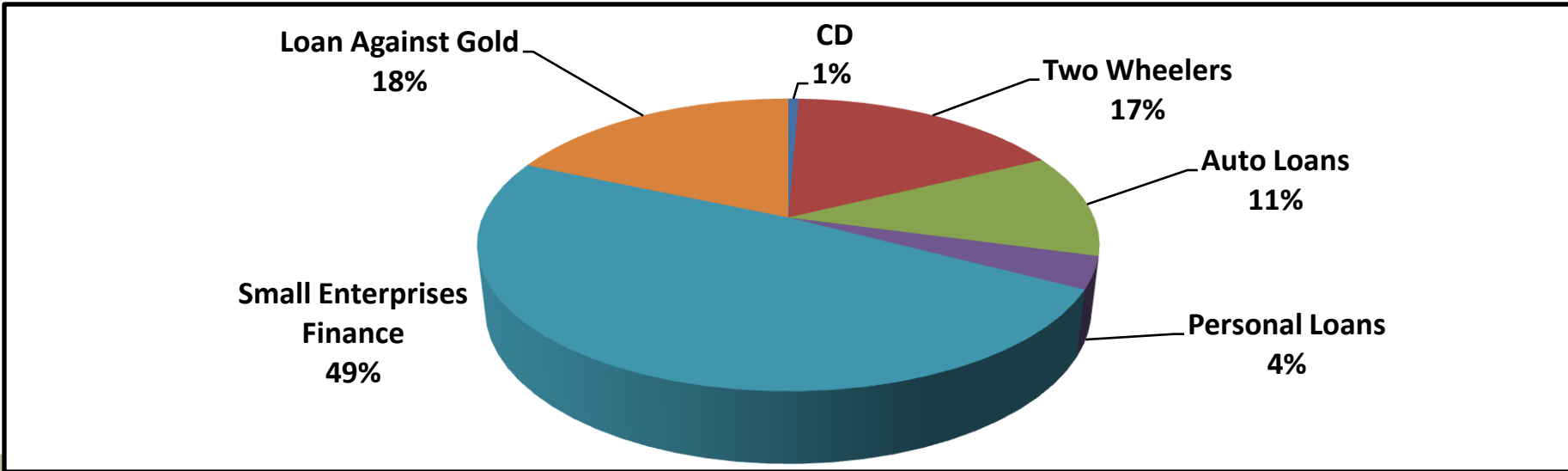
December 2012



September 13



December 2013



(INR in Crores)

Particulars	Quarter Ended		
	Dec-12	Sep-13	Dec-13
GNPA	226	320	332
NNPA	67	85	89
Provisions**	159	235	243
Total Assets	14,356	13,001	13,235
NPA DETAILS – INCLUDING THE LOAN AGAINST GOLD PORTFOLIO			
GNNPA %	1.57%	2.46%	2.51%
NNPA %	0.47%	0.65%	0.67%
Coverage Ratio	70.28%	73.48%	73.29%

** Excludes Standard Assets Provisioning @ 0.25%

✓ Liabilities Profile

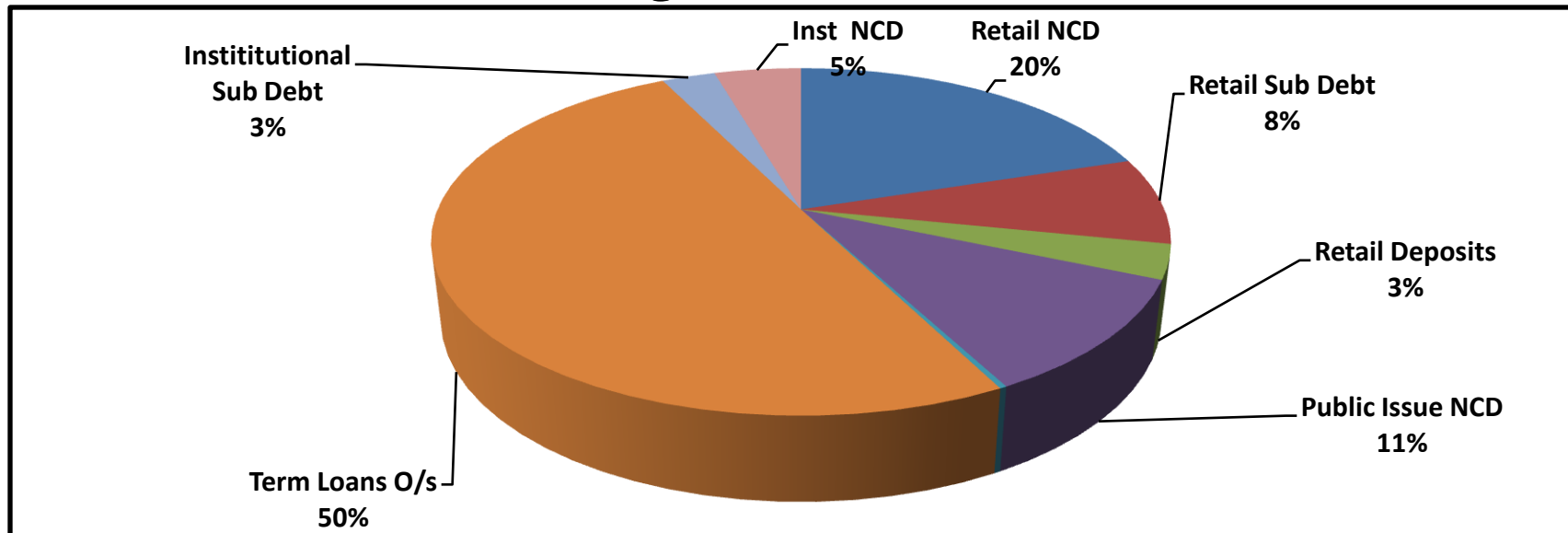
Borrowing Pattern

Borrowing Pattern

(INR in Crores)

Particulars	Dec-12		Sep-13		Dec-13	
	Amt - Rs. Cr	%	Amt - Rs. Cr	%	Amt - Rs. Cr	%
Total Borrowings	13,186		11,709		10,956	
Bank Borrowings	7,557	57%	6,320	54%	5,532	50%
Market Borrowings	1,478	11%	827	7%	803	7%
Retail Borrowings	2,968	23%	3,378	29%	3,438	31%
Public Issue(NCD)	1,184	9%	1,184	10%	1,184	11%

Borrowing Pattern – Dec 2013



Borrowing Pattern

(INR in Crores)

Particulars	Dec-12	Sep-13	Dec-13
Total Borrowings (on Books)	13,187	11,702	10,956
Fixed Rate Borrowings	51%	49%	52%
Floating Rate Borrowings	49%	51%	48%

Segment	Total	Fixed	Floating
Total Borrowings	100%	52%	48%
Weighted Average Tenor (in Months)	23.12	25.62	20.46

✓ **Subsidiary Info – Shriram Housing**

Particulars as on	Dec 2012	Sept 2013	Dec 2013
No. of branches	43	46	46
Total no. of sanctions	1022	2953	3782
Total amount sanctioned (Rs. Crores)	Rs. 107	295	387
Total no. of disbursements	730	2297	2993
Total amount disbursed (Rs. Crores)	Rs. 70	215	284
Staff team (incl. deputations)	197	274	271

Profit & Loss Statement



(INR in Lacs)

Particulars	Quarter Ended Dec 2012	Quarter Ended Sept 2013	Quarter Ended Dec 2013	QOQ Growth
Revenue from Operation	281.28	767.35	993.97	29.5%
Other Income	170.00	145.63	315.21	116.4%
Total Revenue	451.28	912.98	1,309.18	43.4%
Interest Expense	-	12.51	-	
Employee benefits expense	163.77	226.57	253.26	11.8%
Depreciation & Amortisation	14.70	16.18	16.49	1.9%
Other expenses	220.12	348.53	355.36	2.0%
Provisions & write-offs (net)	11.95	27.91	52.82	89.2%
Total Expenses	410.54	631.72	677.94	7.3%
Profit before tax	40.74	281.26	631.25	124.4%
Tax Expenses (Current Tax - Deferred Tax)	-	30.71	51.90	69.0%
Profit (Loss) for the period	40.74	250.55	579.35	131.2%

Review of performance for the quarter ended Dec 31, 2013

THANK YOU