

SHRIRAM CITY UNION FINANCE LIMITED

**Review of performance
For the quarter ended 30th June 2013**

✓ **Performance review**

✓ **Asset profile**

✓ **Liability profile**

✓ **Subsidiary Information - SHFL**

✓ Performance Review

Review of performance for the quarter ended June 30, 2013

Performance Highlights – Quarter ended June 2013

- YOY Comparison

(INR in Crores)

Particulars	YOY Growth- June 2013 V. June 2012		
	June 2012	June 2013	YOY Growth
Income from Operations	673	788	17%
Net Interest Income	371	432	17%
Personnel expenses	35	65	86%
OPEX	96	108	12%
Pre Provision Profits	241	277	15%
Provisions & Write offs	88	101	15%
Profit Before Tax	153	176	15%
Profit After Tax	103	117	14%

Review of performance for the quarter ended June 30, 2013

Performance Highlights – Quarter ended June 2013

- QOQ Comparison

(INR in Crores)

Particulars	QOQ Growth- June 2013 V. Mar 2013		
	Mar 2013	June 2013	YOY Growth
Income from Operations	826	788	-5%
Net Interest Income	461	432	-6%
Personnel expenses	69	65	-6%
OPEX	102	108	5%
Pre Provision Profits	300	277	-8%
Provisions & Write offs	113	101	-11%
Profit Before Tax	186	176	-5%
Profit After Tax	126	117	-7%

Review of performance for the quarter ended June 30, 2013

Analysis on Average AUM	Quarter Ended		
	Jun - 12	Mar - 13	Jun - 13
Income from Operations	19.00%	20.50%	20.20%
Financial Expenses (incl Brokerage - Liab side)	8.52%	9.06%	9.12%
Gross Spread	10.48%	11.45%	11.08%
Personnel Expenses	0.98%	1.72%	1.66%
OPEX (incl Brokerage, depreciation & share issue exp)	2.71%	2.54%	2.77%
Pre Provision Profits	6.81%	7.44%	7.10%
Provisions & Write offs	2.49%	2.82%	2.59%
Net Spread	4.32%	4.62%	4.51%

(INR in Crores)

Key Ratios	Quarter Ended		
	Jun - 12	Mar- 13	Jun - 13
Return On Average Net Worth	23.13%	23.57%	20.44%
Return On Average Total Assets	3.09%	3.05%	2.98%
Book Value	348.71	403.93	425.22
EPS (for the quarter)	19.74	23.86	21.19
Tier I CRAR	12.63%	14.58%	15.56%
Tier II CRAR	3.22%	4.02%	4.31%
Total CRAR**	15.85%	18.61%	19.87%

✓ **Assets Review**

Assets Under Management
Asset Quality

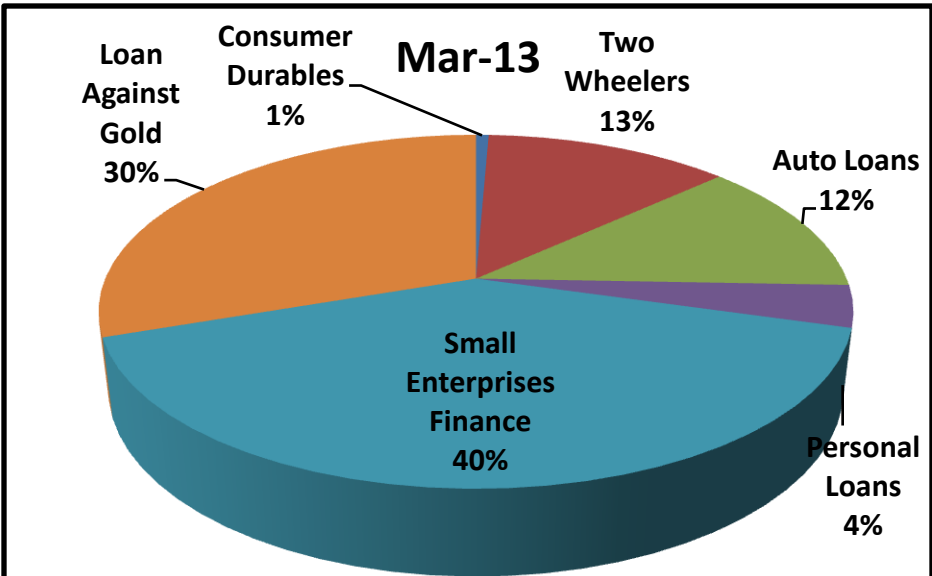
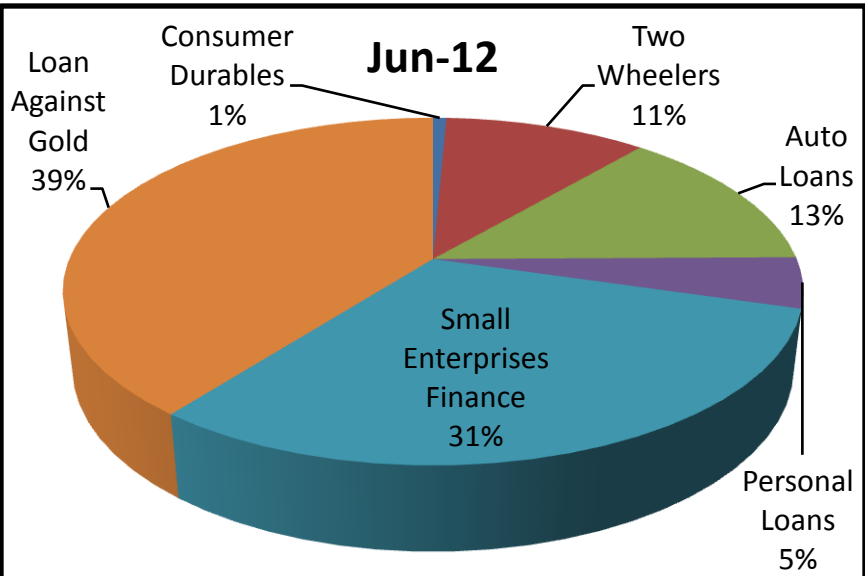
Assets Under Management

(INR in Crores)

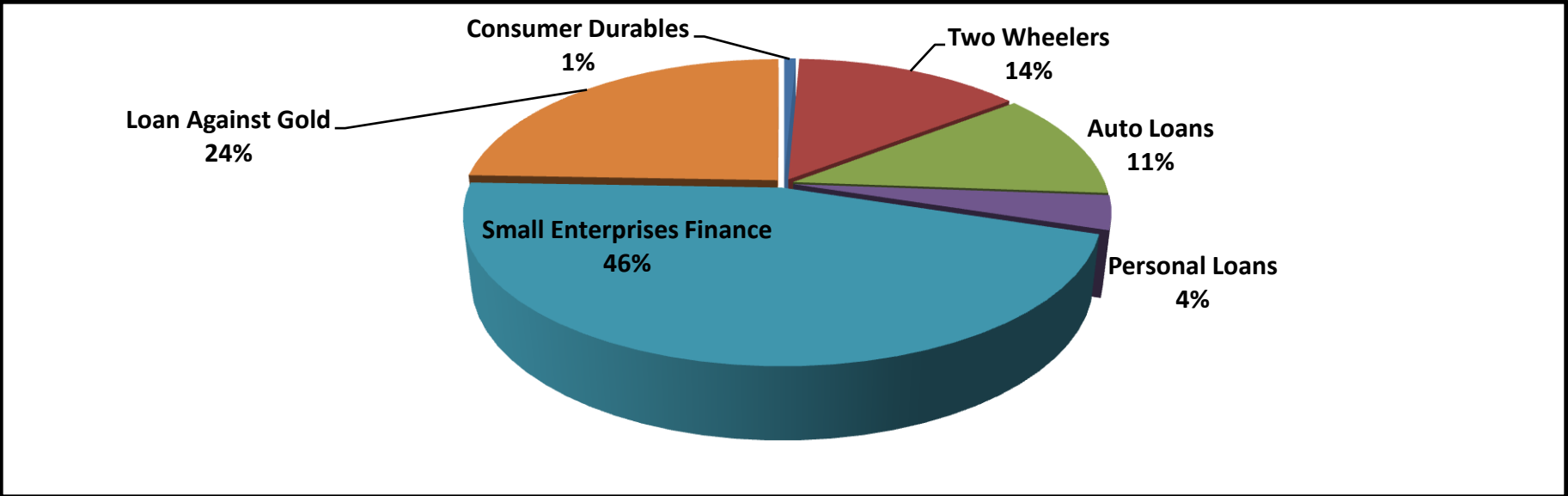
Product segment wise Assets Under Management	As at			QOQ Growth	YOY Growth
	Jun-12	Mar-13	Jun-13		
Small Enterprises Finance	4614	6385	7032	10%	52%
Two Wheeler	1575	1994	2129	7%	35%
Loan Against Gold	5878	4787	3762	-21%	-36%
Others	2822	2663	2471	-7%	-12%
Total Assets Under Management	14889	15828	15393	-3%	3%
% of Off Book Assets	14%	15%	12%		

Review of performance for the quarter ended June 30, 2013

Product segment wise Assets Under Management



June 2013



(INR in Crores)

Particulars	Jun-12	Mar-13	Jun-13
GNPA	186	294	308
NNPA	43	108	90
Provisions**	143	187	218
Total Assets	12,734	13,442	13,481
NPA DETAILS – INCLUDING THE LOAN AGAINST GOLD PORTFOLIO			
GNNPA %	1.46%	2.19%	2.29%
NNPA %	0.34%	0.80%	0.67%
Coverage Ratio	76.70%	63.44%	70.66%

** Excludes Standard Assets Provisioning @ 0.25%

✓ Liabilities Profile

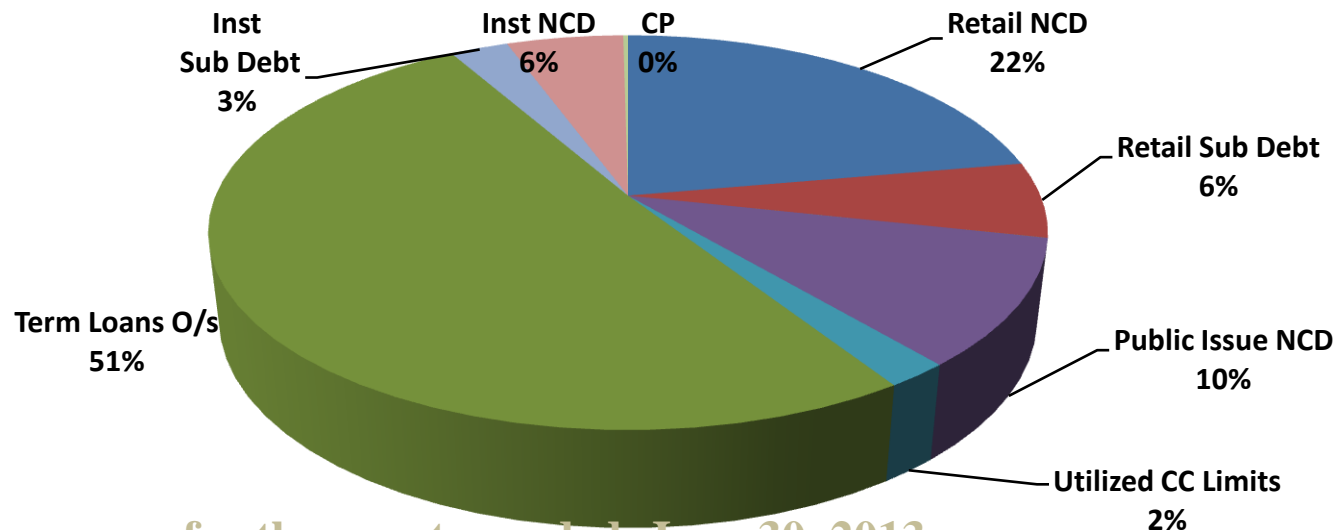
Borrowing Pattern

Borrowing Pattern

(INR in Crores)

Particulars	Jun-12		Mar-13		Jun-13	
	Amt - Rs. Cr	%	Amt - Rs. Cr	%	Amt - Rs. Cr	%
Total Borrowings	10,890		12,727		11,413	
Bank Borrowings	6,111	56%	7,356	58%	6,041	53%
Market Borrowings	1,311	12%	1,108	9%	946	8%
Retail Borrowings	2,718	25%	3,080	24%	3,243	28%
Public Issue(NCD)	750	7%	1,184	9%	1,184	10%

Borrowing Pattern – June 2013



Borrowing Pattern

(INR in Crores)

Particulars	Jun-12	Mar- 13	Jun-13
Total Borrowings (on Books)	10,890	12,727	11,413
Fixed Rate Borrowings	56%	51%	51%
Floating Rate Borrowings	44%	49%	49%

Segment	Total	Fixed	Floating
Total Borrowings	100%	51%	49%
Weighted Average Tenor (in Months)	23.69	25.95	21.36

✓ **Subsidiary Info – Shriram Housing**

Key Details

Particulars	As on June 30, 2012	As on March 31, 2013	As on June 30, 2013
No. of Branches	35	42	43
Total No. of Sanctions	290	1611	2254
Total Amount Sanctioned (Rs. Crores)	Rs. 31.50	Rs.168.10	Rs.229.77
Total No. of Disbursements	173	1215	1623
Total Amount Disbursed (Rs. Crores)	Rs. 25.23	Rs.114.96	Rs.150.11
Staff Team (incl Deputations)	150	224	251
Capital Adequacy Ratio (%)	190.26	129.28	125.92

Profit & Loss Statement



(INR in Lacs)

Particulars	Quarter Ended June 2012	Quarter Ended March 2013	Quarter Ended June 2013	QOQ Growth	YOY Growth
Revenue from Operation	89.70	435.81	588.76	35%	556%
Other Income	275.57	79.33	22.72	-71%	-92%
Total Revenue	365.27	515.13	611.48	19%	67%
Interest Expense	-	-	8.05		
Employee benefits expense	121.71	191.62	219.25	14%	80%
Depreciation & Amortisation	3.81	14.74	16.78	14%	340%
Other expenses	169.45	276.24	261.03	-6%	54%
Provisions & write-offs (net)	6.58	16.86	19.34	15%	194%
Total Expenses	301.55	499.46	524.45	5%	74%
Profit before tax	63.72	15.67	87.03	455%	37%
Tax Expense (Current Tax - Deferred Tax)	-	31.38	1.48		
Profit (Loss) for the period from continuing operations	63.72	(15.71)	88.52		

Review of performance for the quarter ended June 30, 2013

THANK YOU