

SHRIRAM CITY UNION FINANCE LIMITED

**Performance Review for the quarter ended
June 2014**

✓ **Performance Review**

✓ **Assets Review**

✓ **Liability Profile**

✓ **Subsidiary Information – SHFL**

Performance Review

Performance Highlights – YOY Comparison

(INR in Crores)

Particulars	YOY Growth-		
	Jun-13	Jun-14	YOY Growth
Income from Operations	792	846	7%
Net Interest Income	436	500	15%
Other income	14	13	-9%
Personnel expenses	65	79	21%
OPEX	108	124	15%
Pre Provision Profits	277	310	12%
Provisions & Write offs	101	121	20%
Profit Before Tax	176	190	8%
Profit After Tax	117	128	9%

Performance Highlights – QOQ Comparison

(INR in Crores)

Particulars	QOQ Growth		
	Mar-14	Jun-14	QOQ Growth
Income from Operations	804	846	5%
Net Interest Income	485	500	3%
Other Income	10	13	23%
Personnel expenses	69	79	14%
OPEX	121	124	3%
Pre Provision Profits	313	310	-1%
Provisions & Write offs	99	121	22%
Profit Before Tax	214	190	-11%
Profit After Tax	147	128	-13%

(INR in Crores)

Analysis on Average AUM	Quarter Ended		
	Jun-13	Mar-14	Jun-14
Income from Operations	20.29%	21.73%	22.80%
Financial Expenses (including procurement cost)	9.12%	8.64%	9.33%
Gross Spread	11.17%	13.10%	13.47%
Personnel Expenses	1.66%	1.87%	2.12%
OPEX (incl .Brokerage, depreciation & sh. issue exp)	2.77%	3.26%	3.33%
Total Expenses	4.43%	5.12%	5.45%
Pre Provision Profits	7.10%	8.46%	8.36%
Provisions & Write offs	2.59%	2.67%	3.25%
Net Spread	4.51%	5.79%	5.11%

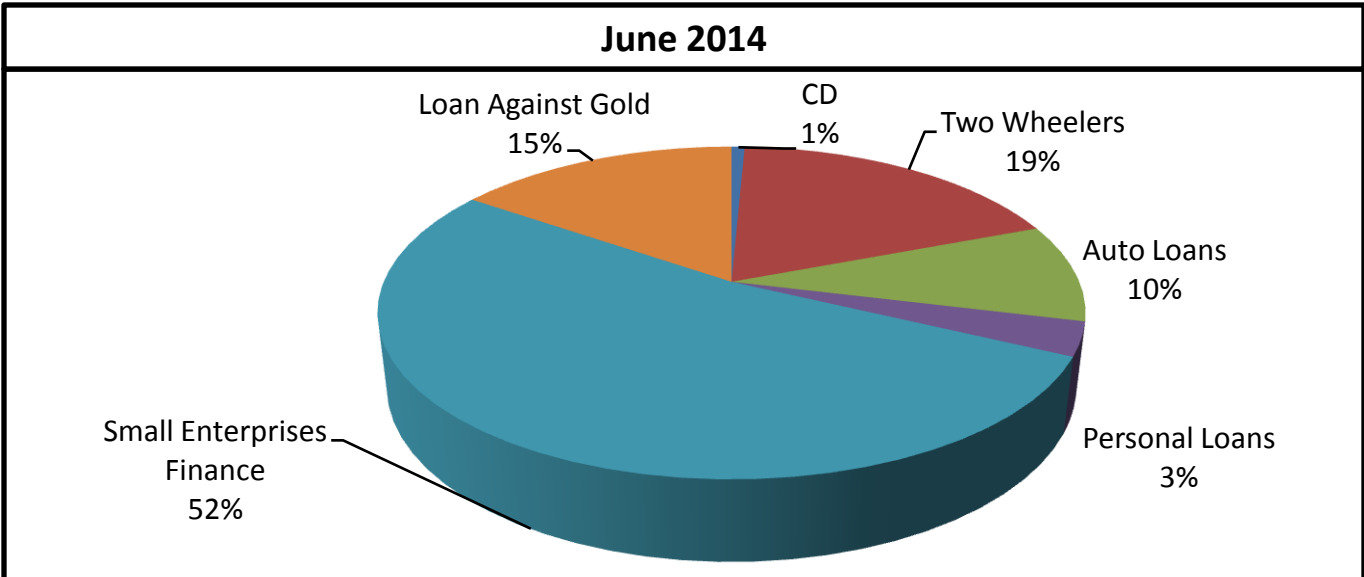
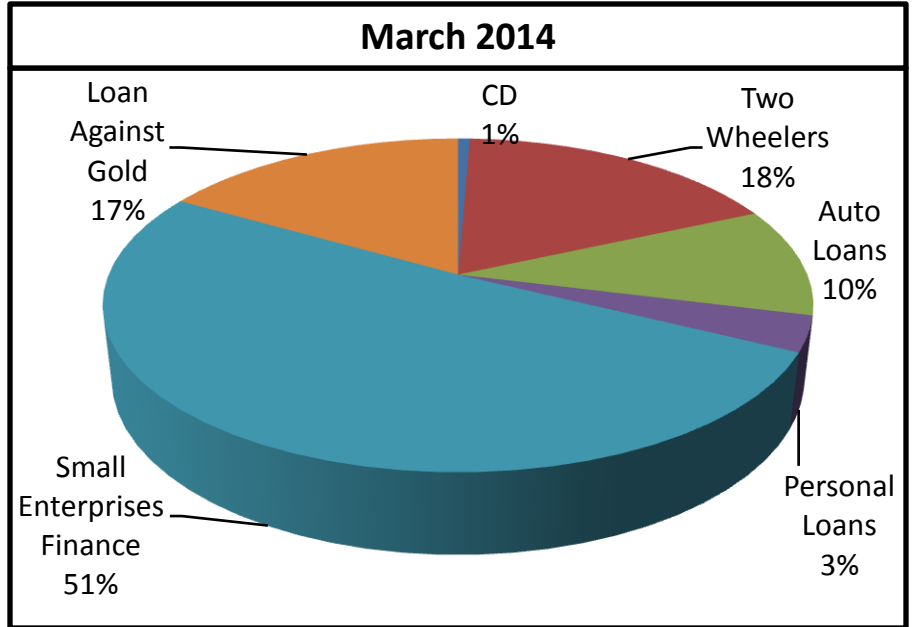
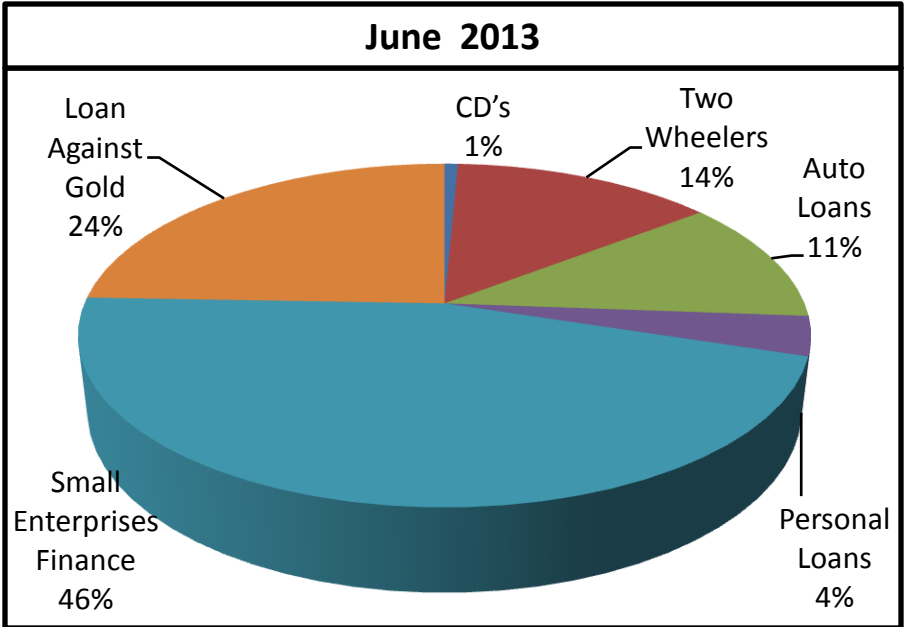
Key Ratios	Quarter Ended		
	Jun-13	Mar-14	Jun-14
Return On Average Net Worth	20.44%	20.74%	15.27%
Return On Average Total Assets	2.98%	3.71%	3.05%
Book Value	425.22	491.97	573.04
EPS (for the quarter)	21.19	24.87	20.83
Tier I CRAR	15.56%	20.18%	24.00%
Tier II CRAR	4.31%	5.89%	5.25%
Total CRAR	19.87%	26.07%	29.24%

Assets Review

(INR in Crores)

Product segment wise Assets Under Management	As at			QOQ Growth	YOY Growth
	Jun-13	Mar-14	Jun-14		
Small Enterprises Finance	7032	7474	7889	6%	12%
Two Wheeler	2129	2594	2784	7%	31%
Loan Against Gold	3762	2453	2319	-5%	-38%
Others	2471	2147	2036	-5%	-18%
Total Assets Under Management	15393	14668	15028	2%	-2%
% of Off Book Assets	12%	13%	11%		

Product segment wise Assets Under Management



(INR in Crores)

Particulars	Quarter Ended		
	Jun-13	Mar-14	Jun-14
GNPA	308	340	386
NNPA	90	76	84
Provisions**	218	264	302
Total Assets	13481	12730	13445
NPA DETAILS – INCLUDING THE LOAN AGAINST GOLD PORTFOLIO			
GNNPA %	2.29%	2.67%	2.87%
NNPA %	0.67%	0.60%	0.63%
Coverage Ratio	70.66%	77.6%	78.22%

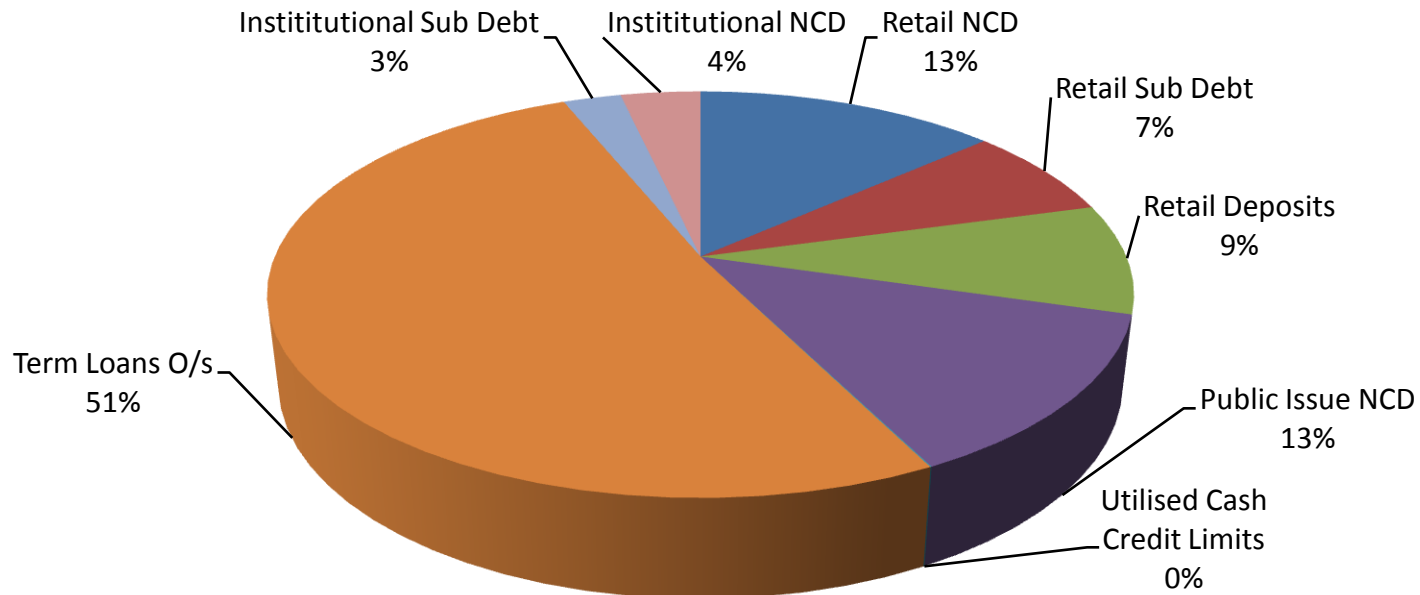
** Excludes Standard Assets Provisioning @ 0.25%

Liability Profile

(INR in Crores)

Particulars	Jun-13		Mar-14		Jun-14	
	Amt	%	Amt	%	Amt	%
Total Borrowings	11413		12049		11809	
Bank Borrowings	6041	53%	6496	54%	6059	51%
Market Borrowings	946	8%	786	7%	727	6%
Retail Borrowings	3243	28%	3430	28%	3486	30%
Public Issue(NCD)	1184	10%	1337	11%	1537	13%

Borrowing Pattern – June 2014



(INR in Crores)

Particulars	Jun-13	Mar-14	Jun-14
Total Borrowings (on Books)	11413	12049	11809
Fixed Rate Borrowings	51%	47%	50%
Floating Rate Borrowings	49%	53%	50%

Segment	Total	Fixed	Floating
Total Borrowings	11809	5850	5959
Weighted Average Tenor (in Months)	22.64	25.28	20.05

Subsidiary Information – SHFL

Key Details



Particulars as on	June 2013	March 2014	June 2014
No. of branches	43	47	47
Total no. of sanctions	2254	4708	5535
Total amount sanctioned (Rs. Crores)	Rs.230 Cr	Rs. 490 Cr	Rs. 588 Cr
Total no. of disbursements	1623	3713	4523
Total amount disbursed (Rs. Crores)	Rs. 150 Cr	Rs.357 Cr	Rs. 434 Cr

Profit & Loss Statement



(INR in Lacs)

Particulars	Quarter Ended			Growth	
	Jun-13	Mar-14	Jun-14	YOY	QOQ
Income from Operations	589	1235	1441	145%	17%
Expenses					
(a) Employee Benefit Expense	219	257	315		
(b) Depreciation and amortization Expense	17	18	26		
(c) Provision and written offs	19	42	74		
(d) Other Expenses	261	450	416		
Total expenses	516	767	831		
Profit from Operations before Other Income & Interest	72	468	611	744%	30%
Other Income	23	104	47		
Profit before Finance Cost	95	572	657		
Finance Cost	8	0	41		
Profit before tax	87	572	616	608%	8%
Tax Expenses	-1	63	201		
Profit after tax	89	508	415	369%	-18%

Thank You

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