

SHRIRAM CITY UNION FINANCE LIMITED

**Review of performance
For the year ended 31st Mar 2013**

Review of performance for the year ended Mar 31, 2013

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

✓ Performance Review

Review of performance for the year ended Mar 31, 2013

Performance Highlights –Year ended Mar 2013

- YOY Comparison

(INR in Crores)

Particulars	YOY Growth- FY 2013 V. FY 2012		
	FY 2012	FY 2013	YOY Growth
Income from Operations	2037	3071	51%
Net Interest Income	1109	1661	50%
Personnel expenses	92	224	142%
OPEX	333	399	20%
Pre Provision Profits	703	1050	49%
Provisions & Write offs	178	384	115%
Profit Before Tax	524	666	27%
Profit After Tax	343	450	31%

Review of performance for the year ended Mar 31, 2013

Performance Highlights –Quarter ended Mar 2013

QOQ Comparison

(INR in Crores)

Particulars	QOQ Growth- Mar 13 V. Dec 12		
	Dec - 12	Mar - 13	QOQ Growth
Income from Operations	814	826	2%
Net Interest Income	425	461	9%
Personnel expenses	72	69	-4%
OPEX	96	102	7%
Pre Provision Profits	257	300	17%
Provisions & Write offs	90	113	26%
Profit Before Tax	167	186	12%
Profit After Tax	113	126	12%

Review of performance for the year ended Mar 31, 2013

Analysis on Average AUM	Quarter Ended			
	Jun - 12	Sept – 12	Dec – 12	Mar - 13
Income from Operations	19.00%	19.71%	20.13%	20.50%
Financial Expenses (incl Brokerage - Liab side)	8.52%	9.22%	9.62%	9.06%
Gross Spread	10.48%	10.49%	10.51%	11.45%
Personnel Expenses	0.98%	1.24%	1.79%	1.72%
OPEX (incl Brokerage, depreciation & sh. issue exp)	2.71%	2.71%	2.37%	2.54%
Provisions & Write offs	2.49%	2.40%	2.23%	2.82%
Net Spread	4.32%	4.15%	4.12%	4.62%

(INR in Crores)

Key Ratios	Quarter Ended			
	Jun - 12	Sept - 12	Dec - 12	Mar- 13
Return On Average Net Worth	23.13%	22.95%	22.71%	23.35%
Return On Average Total Assets	3.09%	2.86%	2.75%	3.05%
Book Value	348.71	368.34	386.31	410.95
EPS (for the quarter)	19.74	20.57	21.42	23.86
Tier I CRAR	12.63%	12.21%	12.49%	14.91%
Tier II CRAR	3.22%	3.27%	3.70%	4.04%
Total CRAR**	15.85%	15.48%	16.19%	18.95%

** CRAR computation from March 2012 is as per the RBI suggested method of knocking off credit enhancements from Tier I & Tier II equally for the assignment transactions as well

Review of performance for the year ended Mar 31, 2013

✓ **Assets Review**

Assets Under Management
Asset Quality

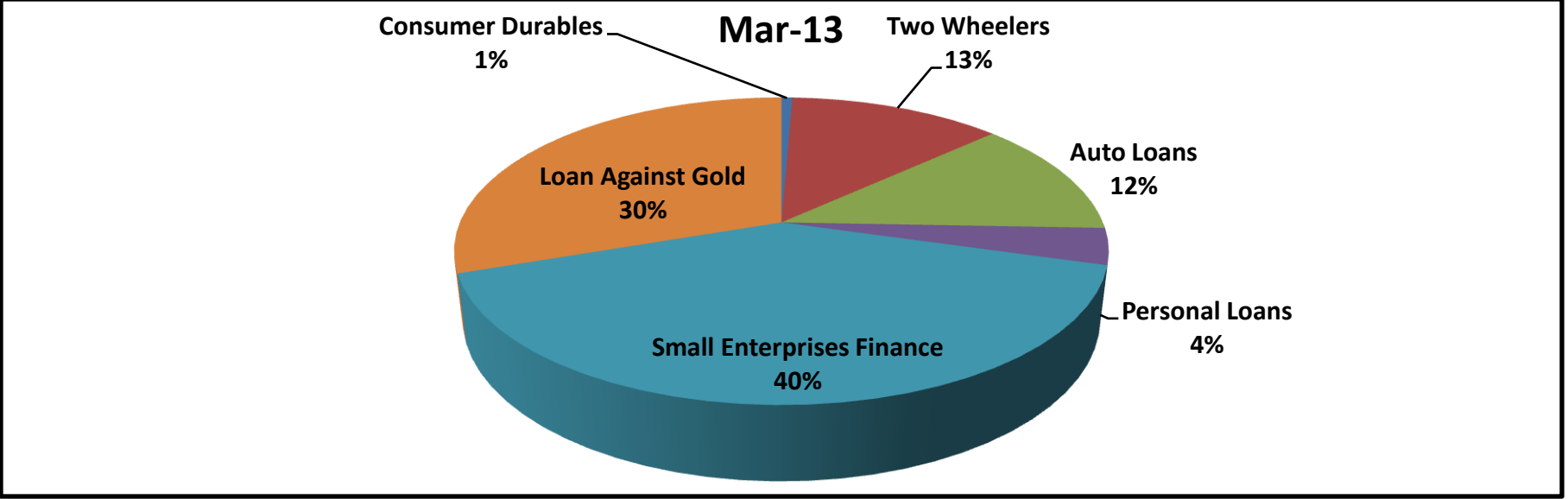
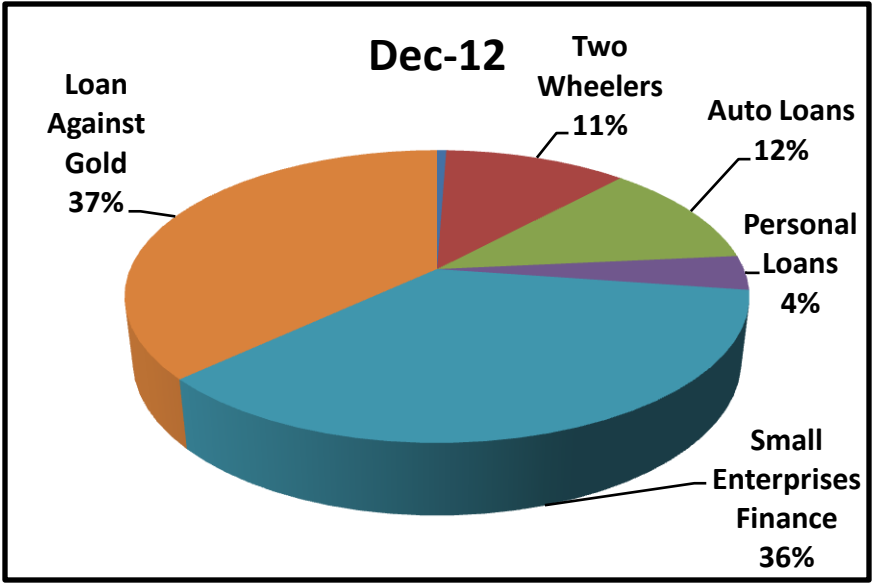
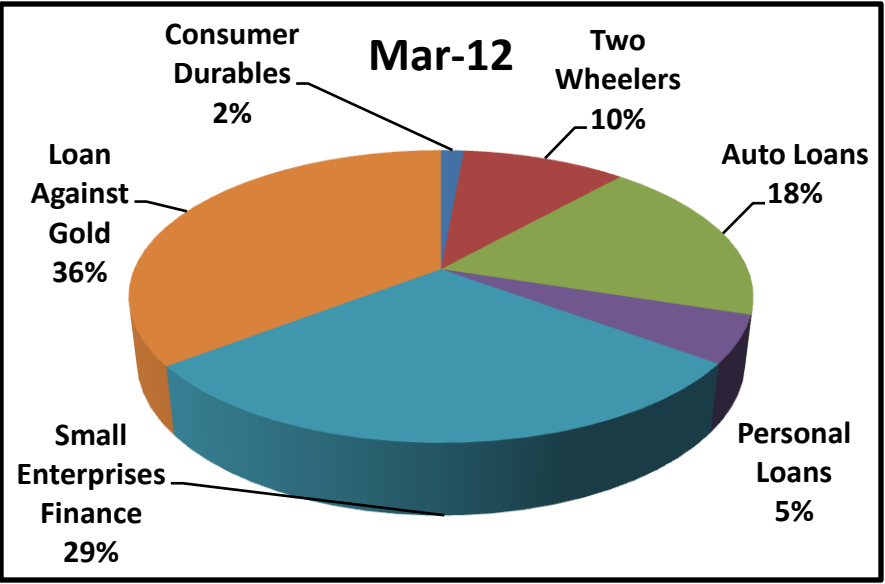
Assets Under Management

(INR in Crores)

Product segment wise Assets Under Management	As at			QOQ Growth	YOY Growth
	Mar-12	Dec-12	Mar-13		
Small Enterprises Finance	3948	5867	6385	9%	62%
Two Wheeler	1369	1859	1994	7%	46%
Loan Against Gold	4761	6058	4787	-21%	1%
Others	3353	2617	2663	2%	-21%
Total Assets Under Management	13431	16401	15828	-3%	18%
% of Off Book Assets	20%	12%	15%		

Review of performance for the year ended Mar 31, 2013

Product segment wise Assets Under Management



Review of performance for the year ended Mar 31, 2013

(INR in Crores)

Particulars	Jun - 12	Sept – 12	Dec – 12	Mar - 13
GNPA	186	194	226	294
NNPA	43	45	67	108
Provisions**	143	149	159	187
Total Assets	12,734	14,165	14,356	13,442
NPA DETAILS – INCLUDING THE LOAN AGAINST GOLD PORTFOLIO				
GNNPA %	1.46%	1.37%	1.57%	2.19%
NNPA %	0.34%	0.32%	0.47%	0.80%
Coverage Ratio	76.7%	76.9%	70.3%	63.4%

** Excludes Standard Assets Provisioning @ 0.25%

Review of performance for the year ended Mar 31, 2013

✓ Liabilities Profile

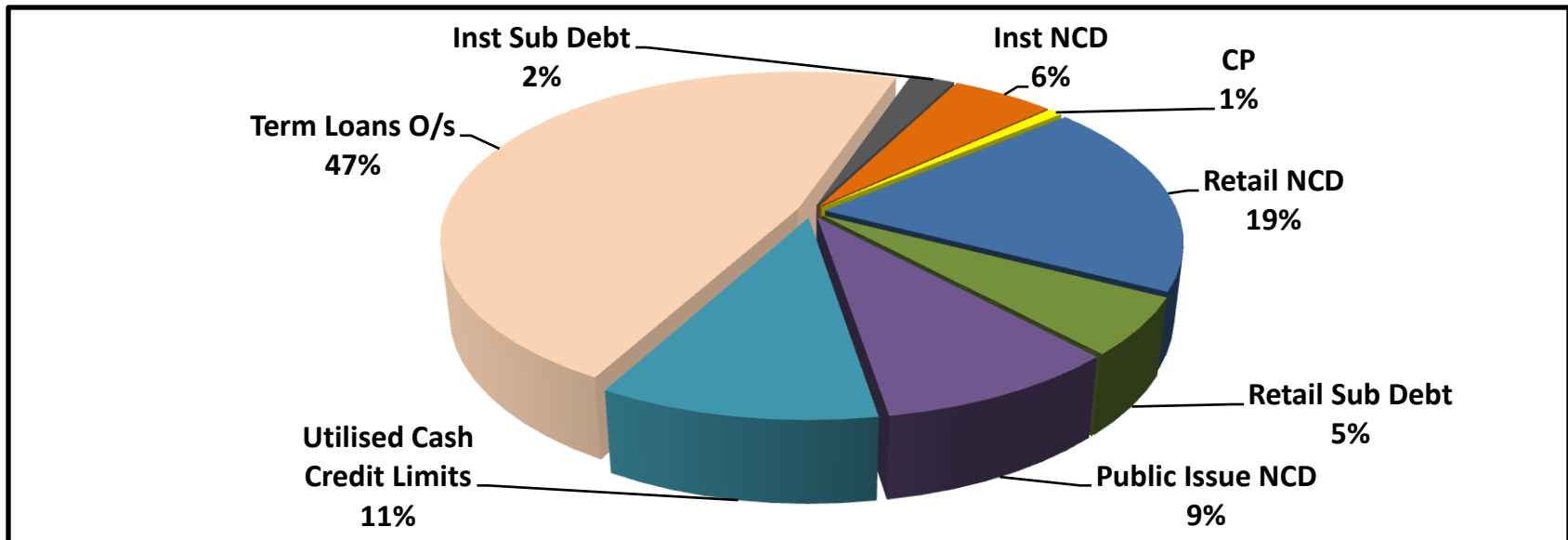
Borrowing Pattern

Borrowing Pattern

(INR in Crores)

Particulars	Jun-12	Sep-12	Dec-12	Mar - 13
Total Borrowings	10,890	12,645	13,186	12,727
Bank Borrowings	56%	58%	57%	58%
Market Borrowings	12%	13%	11%	9%
Retail Borrowings	25%	22%	23%	24%
Public Issue(NCD)	7%	6%	9%	9%

Borrowing Pattern – as at Mar 2013



Borrowing Pattern

(INR in Crores)

Particulars	Jun-12	Sep-12	Dec -12	Mar- 13
Total Borrowings (on Books)	10,890	12,645	13,186	12,727
Fixed Rate Borrowings	56%	52%	51%	51%
Floating Rate Borrowings	44%	48%	49%	49%

Segment	Total	Fixed	Floating
Total Borrowings	100%	51%	49%
Weighted Average Tenor (in Months)	23.82	25.40	22.16

✓ **Subsidiary Info – Shriram Housing**

Other Key Details

Particulars	As at 31 st March 2012	As on March 31, 2013
No. of Branches	31	42
Total No. of Sanctions	173	1611
Total Amount Sanctioned (Rs. Crores)	Rs. 16.45	Rs.168.10
Total No. of Disbursements	59	1215
Total Amount Disbursed (Rs. Crores)	Rs.5.98	Rs.114.96
Staff Team	121	224
Capital Adequacy Ratio (%)	188.61	129.28

Profit & Loss Statement



(INR in Lacs)

Particulars	FY2012	FY2013	YOY Growth
Revenue From Operations	35.21	972.77	2663%
Other Income	7.97	719.02	8922%
Total Revenue	43.18	1,691.79	3818%
Employee Benefit Expenses	179.99	624.90	247%
Depreciation & Amortization	6.63	53.33	704%
Other Expenses	185.01	939.11	408%
Provisions & Write offs	160.73	65.21	(59%)
Total Expenses	532.36	1,682.55	216%
Profit before tax	(489.18)	9.24	
Deferred tax	44.39	(31.38)	
Profit (Loss) for the period from continuing operations	(444.79)	(22.14)	

Review of performance for the year ended Mar 31, 2013

THANK YOU