

SHRIRAM CITY UNION FINANCE LIMITED

**Review of performance
For the year ended 31st March 2014**

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

✓ Performance Review

Performance Highlights – Year ended March 2014

- YOY Comparison

(INR in Crores)

Particulars	YOY Growth- (yr ended Mar 2014 V. Mar 13)		
	Mar-13	Mar-14	YOY Growth
Income from Operations	3071	3173	3%
Net Interest Income	1661	1823	10%
Personnel expenses	224	271	21%
OPEX	399	453	14%
Pre Provision Profits	1050	1164	11%
Provisions & Write offs	384	384	0%
Profit Before Tax	666	780	17%
Profit After Tax	450	521	16%

Performance Highlights–Quarter ended March 2014

- QOQ Comparison

(INR in Crores)

Particulars	QOQ Growth- Mar 14 V. Dec 13		
	Dec-13	Mar-14	QOQ Growth
Income from Operations	796	804	1%
Net Interest Income	464	485	4%
Personnel expenses	74	69	-6%
OPEX	112	121	8%
Pre Provision Profits	278	295	6%
Provisions & Write offs	92	99	7%
Profit Before Tax	202	214	6%
Profit After Tax	129	147	14%

Analysis on Average AUM	Year Ended	
	Mar-13	Mar-14
Income from Operations	20.99%	20.81%
Financial Expenses (incl Brokerage - Liab side)	9.64%	8.86%
Gross Spread	11.35%	11.95%
Personnel Expenses	1.53%	1.78%
OPEX (incl Brokerage, depreciation & sh, issue exp)	2.73%	2.97%
Total Expenses	4.26%	4.75%
Pre Provision Profits	7.10%	7.21%
Provisions & Write offs	2.62%	2.52%
Net Spread	4.55%	5.11%

Key Ratios

Key Ratios	Year Ended	
	Mar-13	Mar-14
Return On Average Net Worth	22.56%	20.22%
Return On Average Total Assets	3.09%	3.18%
Book Value	403.93	491.97
EPS	85.61	89.76
Tier I CRAR	14.58%	20.18%
Tier II CRAR	4.02%	5.89%
Total CRAR	18.61%	26.07%

✓ Assets Review

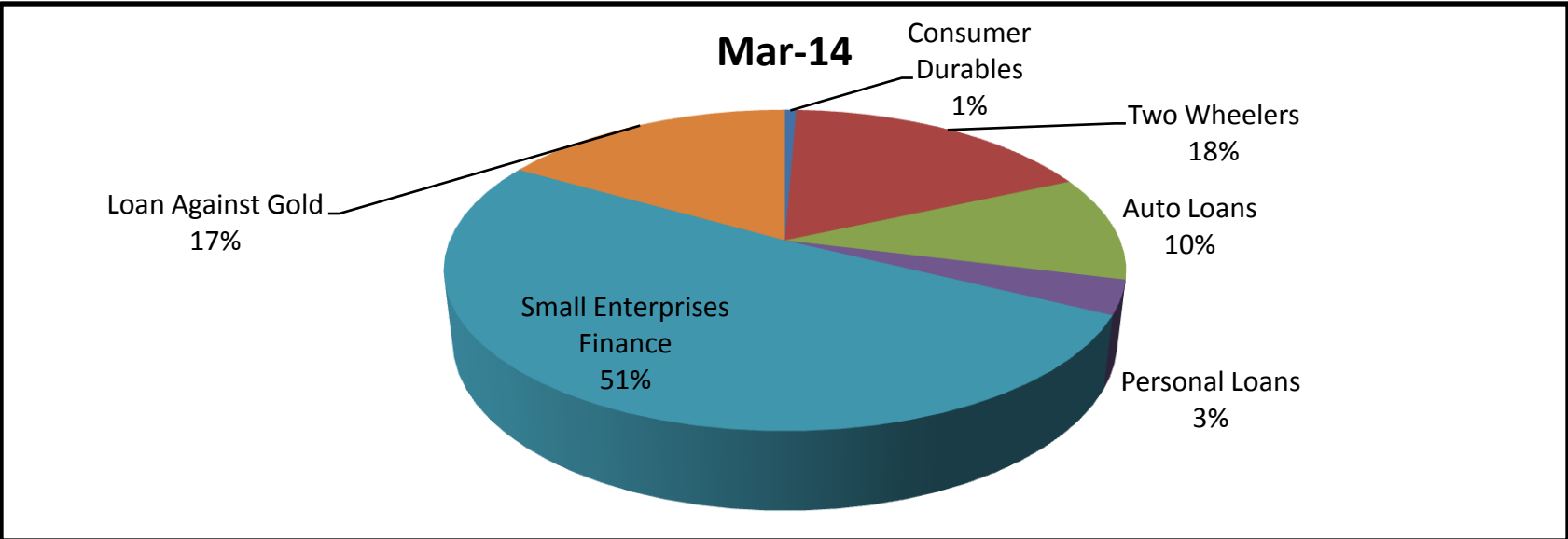
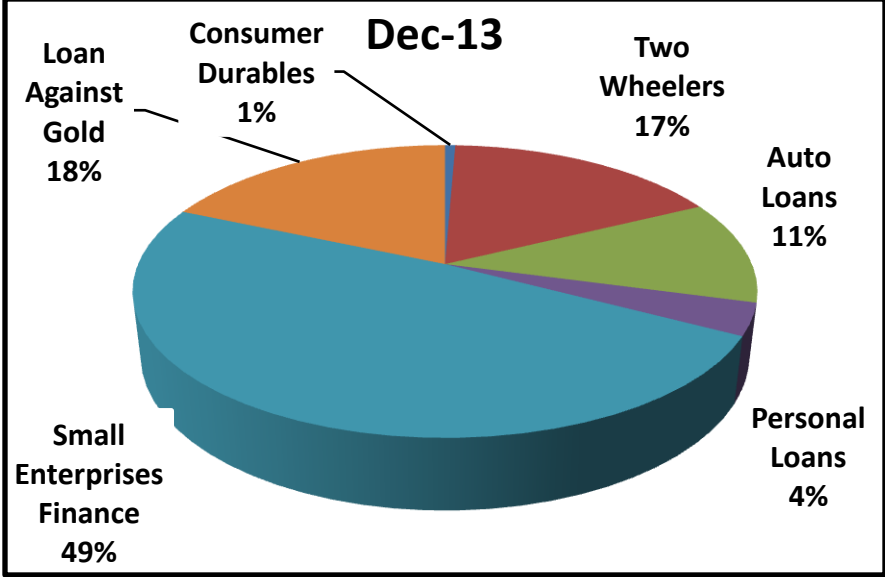
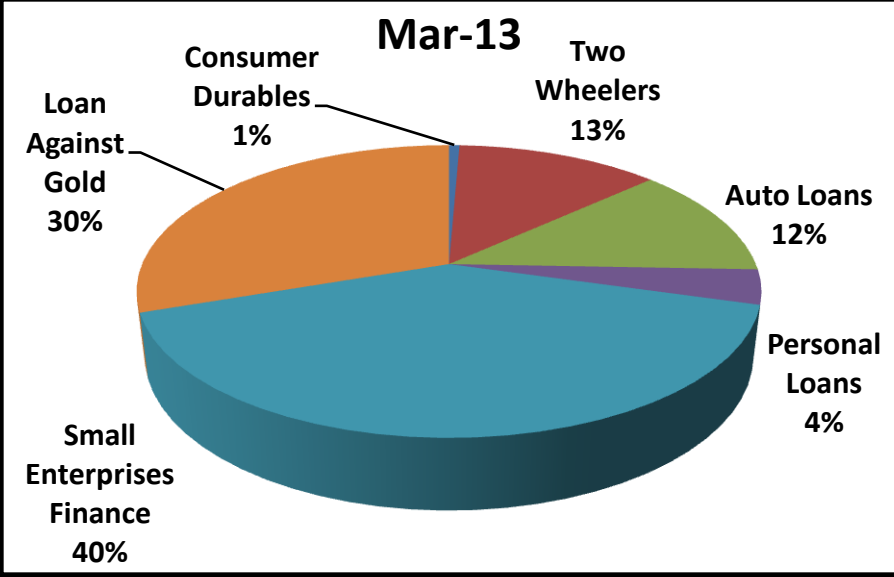
Assets Under Management
Asset Quality

Assets Under Management

(INR in Crores)

Product segment wise Assets Under Management	As at			QOQ Growth	YOY Growth
	Mar-13	Dec-13	Mar-14		
Small Enterprises Finance	6385	7288	7474	3%	17%
Two Wheeler	1994	2556	2594	1%	30%
Loan Against Gold	4787	2762	2453	-11%	-49%
Others	2663	2332	2147	-8%	-19%
Total Assets Under Management	15828	14937	14668	-2%	-7%
% of Off Book Assets	15%	11%	13%		

Product segment wise Assets Under Management



(INR in Crores)

Particulars	Quarter Ended		
	Mar-13	Dec-13	Mar-14
GNPA	294	332	340
NNPA	108	89	76
Provisions**	187	243	264
Total Assets	13442	13235	12730
NPA DETAILS – INCLUDING THE LOAN AGAINST GOLD PORTFOLIO			
GNNPA %	2.19%	2.51%	2.67%
NNPA %	0.80%	0.67%	0.60%
Coverage Ratio	63.44%	73.29%	77.55%

** Excludes Standard Assets Provisioning @ 0.25%

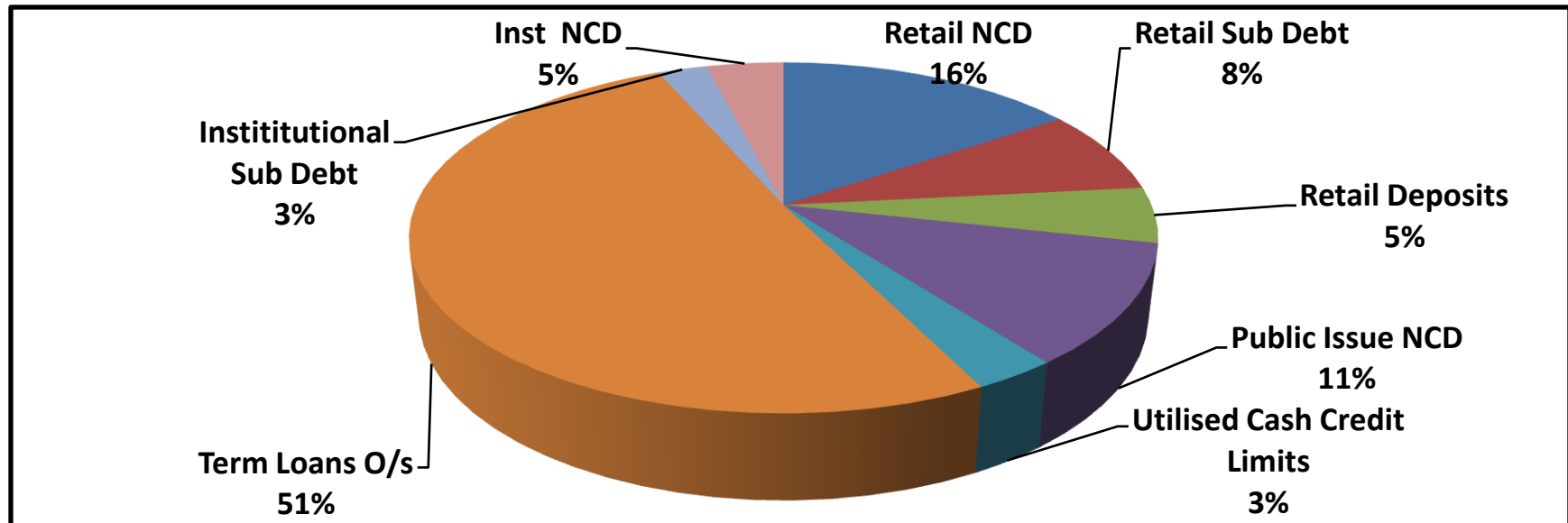
✓ Liabilities Profile

Borrowing Pattern

(INR in Crores)

Particulars	Mar-13		Dec-13		Mar-14	
	Amt - Rs. Cr	%	Amt - Rs. Cr	%	Amt - Rs. Cr	%
Total Borrowings	12727		10956		12049	
Bank Borrowings	7356	58%	5532	50%	6496	54%
Market Borrowings	1108	9%	803	7%	786	7%
Retail Borrowings	3080	24%	3438	31%	3430	28%
Public Issue(NCD)	1184	9%	1184	11%	1337	11%

Borrowing Pattern – March 2014



Borrowing Pattern

(INR in Crores)

Particulars	Mar-13	Dec-13	Mar-14
Total Borrowings (on Books)	12727	10956	12049
Fixed Rate Borrowings	51%	47%	47%
Floating Rate Borrowings	49%	53%	53%

Segment	Total	Fixed	Floating
Total Borrowings	100%	47%	53%
Weighted Average Tenor (in Months)	24.18	26.60	22.04

✓ **Subsidiary Info – Shriram Housing**

Key Details

Particulars as on	March 2012	March 2013	March 2014
No. of branches	31	42	47
Total no. of sanctions	173	1611	4708
Total amount sanctioned (Rs. Crores)	Rs. 16 Cr	Rs.168 Cr	Rs. 490 Cr
Total no. of disbursements	59	1215	3713
Total amount disbursed (Rs. Crores)	Rs.6 Cr	Rs.126 Cr	Rs.357 Cr

Profit & Loss Statement



(INR in Lacs)

Particulars	Year ended		YOY
	Mar-13	Mar-14	Growth
Revenue from Operation	972.77	3,585.22	268.56%
Other Income	719.02	587.13	
Total Revenue	1691.79	4,172.35	146.62%
Interest Expense	0	20.57	
Employee benefits expense	624.9	956.55	
Depreciation & Amortisation	53.33	67.02	
Other expenses	939.11	1414.59	
Provisions & write-offs (net)	65.21	142.26	
Total Expenses	1682.55	2600.99	54.59%
Profit before tax	9.24	1571.36	
Tax Expenses (Current Tax - Deferred Tax)	-31.38	144.46	
Profit (Loss) for the period	-22.14	1426.9	

THANK YOU

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