

SHRIRAM CITY UNION FINANCE LIMITED

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

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

✓ Performance Review

Review of performance for the quarter ended Sept 30, 2013

Performance Highlights – Quarter ended Sept 2013

- YOY Comparison

(INR in Crores)

Particulars	YOY Growth- Sept 2013 V. Sept 2012		
	Sep-12	Sep-13	YOY Growth
Income from Operations	759	785	3%
Net Interest Income	404	456	13%
Personnel expenses	48	63	33%
OPEX	105	113	8%
Pre Provision Profits	252	280	11%
Provisions & Write offs	92	92	-1%
Profit Before Tax	160	188	18%
Profit After Tax	108	127	18%

Review of performance for the quarter ended Sept 30, 2013

Performance Highlights–Quarter ended Sept 2013

- QOQ Comparison

(INR in Crores)

Particulars	QOQ Growth- Sept 2013 V. June 2013		
	Jun-13	Sep-13	QOQ Growth
Income from Operations	788	785	0%
Net Interest Income	450	456	1%
Personnel expenses	65	63	-3%
OPEX	108	113	5%
Pre Provision Profits	277	280	1%
Provisions & Write offs	101	92	-9%
Profit Before Tax	176	188	7%
Profit After Tax	117	127	8%

Review of performance for the quarter ended Sept 30, 2013

Spread Analysis

Analysis on Average AUM	Quarter Ended		
	Sep-12	Jun-13	Sep-13
Income from Operations	19.71%	20.20%	20.57%
Financial Expenses (incl Brokerage - Liab side)	9.22%	9.12%	8.99%
Gross Spread	10.49%	11.08%	11.59%
Personnel Expenses	1.24%	1.66%	1.65%
OPEX (incl Brokerage, depreciation & sh, issue exp)	2.71%	2.77%	2.96%
Total Expenses	3.95%	4.43%	4.61%
Pre Provision Profits	6.55%	7.10%	7.34%
Provisions & Write offs	2.40%	2.59%	2.41%
Net Spread	4.15%	4.51%	4.93%

Review of performance for the quarter ended Sept 30, 2013

Key Ratios	Quarter Ended		
	Sep-12	Jun-13	Sep-13
Return On Average Net Worth	22.95%	20.44%	20.21%
Return On Average Total Assets	2.86%	2.98%	3.31%
Book Value	368	425	452
EPS (for the quarter)	20.57	21.19	21.83
Tier I CRAR	12.21%	15.56%	18.34%
Tier II CRAR	3.27%	4.31%	4.92%
Total CRAR	15.48%	19.87%	23.26%

Figures are prior to Interim dividend

Review of performance for the quarter ended Sept 30, 2013

✓ **Assets Review**

Assets Under Management
Asset Quality

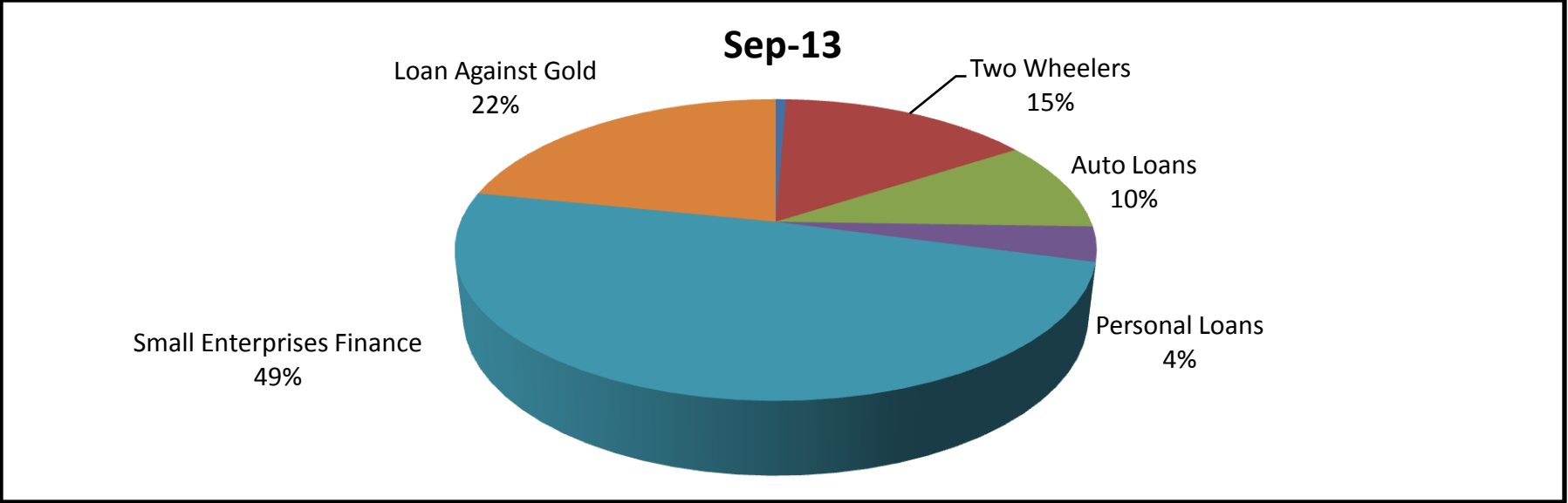
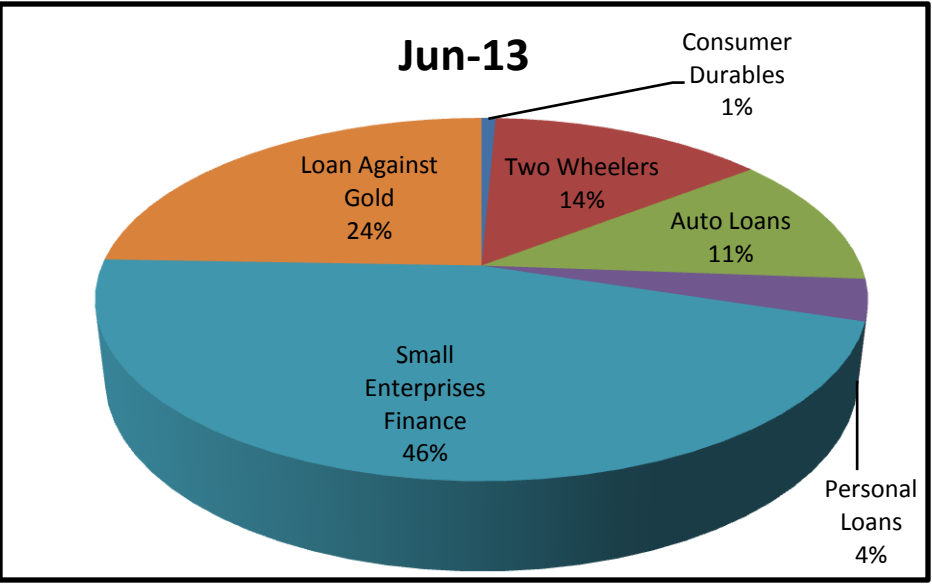
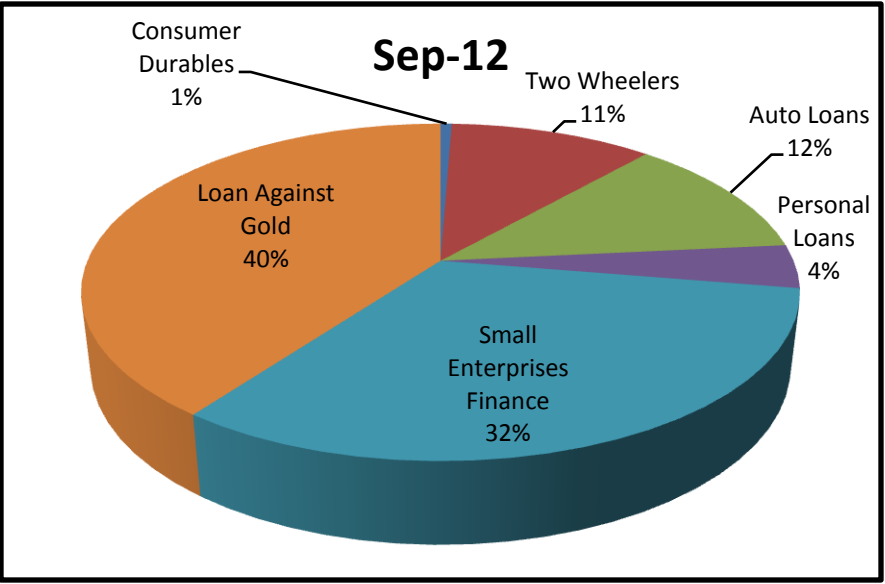
Assets Under Management

(INR in Crores)

Product segment wise Assets Under Management	As at			QOQ Growth	YOY Growth
	Sep-12	Jun-13	Sep-13		
Small Enterprises Finance	5181	7032	7407	5%	43%
Two Wheeler	1745	2129	2299	8%	32%
Loan Against Gold	6349	3762	3290	-13%	-48%
Others	2654	2471	2122	-14%	-20%
Total Assets Under Management	15928	15393	15118	-2%	-5%
% of Off Book Assets	11%	12%	14%		

Review of performance for the quarter ended Sept 30, 2013

Product segment wise Assets Under Management



Review of performance for the quarter ended Sept 30, 2013

(INR in Crores)

Particulars	Quarter Ended		
	Sep-12	Jun-13	Sep-13
GNPA	194	308	320
NNPA	45	90	85
Provisions**	149	218	235
Total Assets	14,165	13,481	13,001
NPA DETAILS – INCLUDING THE LOAN AGAINST GOLD PORTFOLIO			
GNNPA %	1.37%	2.29%	2.46%
NNPA %	0.32%	0.67%	0.65%
Coverage Ratio	76.85%	70.66%	73.48%

** Excludes Standard Assets Provisioning @ 0.25%

✓ Liabilities Profile

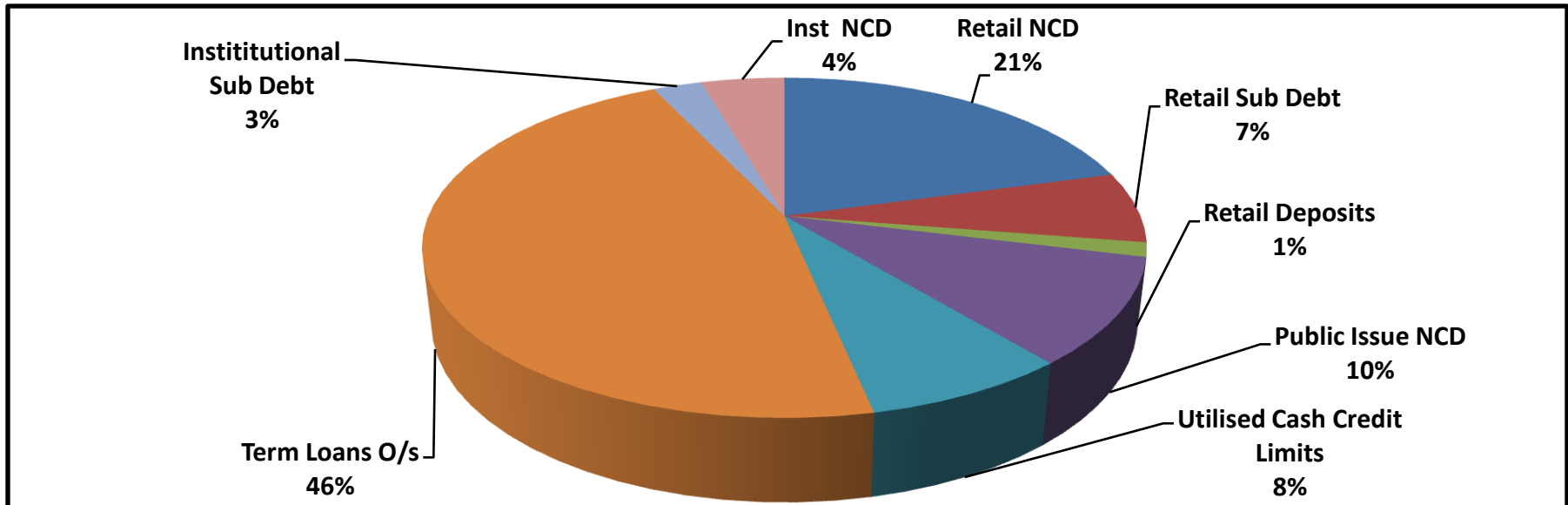
Borrowing Pattern

Borrowing Pattern

(INR in Crores)

Particulars	September 2012		June 2013		September 2013	
	Amt - Rs. Cr	%	Amt - Rs. Cr	%	Amt - Rs. Cr	%
Total Borrowings	12,645		11,413		11,709	
Bank Borrowings	7,383	58%	6,041	53%	6,320	54%
Market Borrowings	1,675	13%	946	8%	827	7%
Retail Borrowings	2,837	22%	3,243	28%	3,378	29%
Public Issue(NCD)	750	6%	1,184	10%	1,184	10%

Borrowing Pattern – Sept 2013



Review of performance for the quarter ended Sept 30, 2013

Borrowing Pattern

(INR in Crores)

Particulars	Sep-12	Jun-13	Sep-13
Total Borrowings (on Books)	12,645	11,413	11,709
Fixed Rate Borrowings	52%	51%	49%
Floating Rate Borrowings	48%	49%	51%

Segment	Total	Fixed	Floating
Total Borrowings	100%	49%	51%
Weighted Average Tenor (in Months)	22.96	26.04	20.03

✓ **Subsidiary Info – Shriram Housing**

Particulars as on	Sept, 2012	June, 2013	Sept, 2013
No. of branches	36	43	46
Total no. of sanctions	606	2254	2953
Total amount sanctioned (Rs. Crores)	64	230	295
Total no. of disbursements	420	1623	2297
Total amount disbursed (Rs. Crores)	39	150	215
Staff team (incl. deputations)	166	251	274
Capital Adequacy Ratio (%)	185.96	125.92	124.91

Profit & Loss Statement



(INR in Lacs)

Particulars	Quarter Ended Sept 2012	Quarter Ended June 2013	Quarter Ended Sept 2013	QOQ Growth
Revenue from Operation	165.98	588.76	767.35	30%
Other Income	194.12	22.72	145.63	541%
Total Revenue	360.11	611.48	912.98	49%
Interest Expense	-	8.05	12.51	55%
Employee benefits expense	147.80	219.25	226.57	3%
Depreciation & Amortisation	20.08	16.78	16.18	-4%
Other expenses	273.30	261.03	348.53	34%
Provisions & write-offs (net)	29.82	19.34	27.91	44%
Total Expenses	471.00	524.45	631.72	20%
Profit before tax	(110.89)	87.03	281.26	223%
Tax Expenses (Current Tax - Deferred Tax)	-	1.48	30.71	1975%
Profit (Loss) for the period	(110.89)	88.52	250.55	183%

Review of performance for the quarter ended Sept 30, 2013

THANK YOU