

SHRIRAM CITY UNION FINANCE LIMITED

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

✓ **Performance Review**

✓ **Assets Review**

✓ **Liability Profile**

✓ **Subsidiary Information – SHFL**

Performance Review

Performance Highlights – YOY Comparison

(INR in Crores)

Particulars	YOY Growth (Quarter ended Sept 14 v. Sept 13)		
	Sep-13	Sep-14	YOY Growth
Income from Operations	785	848	8%
Net Interest Income	442	510	15%
Other income	14	21	48%
Personnel expenses	63	100	59%
OPEX	113	115	2%
Pre Provision Profits	280	316	13%
Provisions & Write offs	92	109	19%
Profit Before Tax	188	207	10%
Profit After Tax	127	138	8%

Performance Highlights – QOQ Comparison

(INR in Crores)

Particulars	QOQ Growth		
	Jun-14	Sep-14	QOQ Growth
Income from Operations	846	848	0%
Net Interest Income	500	510	2%
Other Income	13	21	64%
Personnel expenses	79	100	28%
OPEX	124	115	-7%
Pre Provision Profits	310	316	2%
Provisions & Write offs	121	109	-10%
Profit Before Tax	190	207	9%
Profit After Tax	128	138	8%

(INR in Crores)

Analysis on Average AUM	Quarter Ended		
	Sep-13	Jun-14	Sep-14
Income from Operations	20.57%	22.80%	22.19%
Financial Expenses (incl Brokerage - Liab side)	8.99%	9.33%	8.84%
Gross Spread	11.59%	13.47%	13.34%
Personnel Expenses	1.65%	2.12%	2.63%
OPEX (incl Brokerage, depreciation & sh, issue exp)	2.96%	3.33%	3.00%
Total Expenses	4.61%	5.45%	5.62%
Pre Provision Profits	7.34%	8.36%	8.26%
Provisions & Write offs	2.41%	3.25%	2.85%
Net Spread	4.93%	5.11%	5.41%

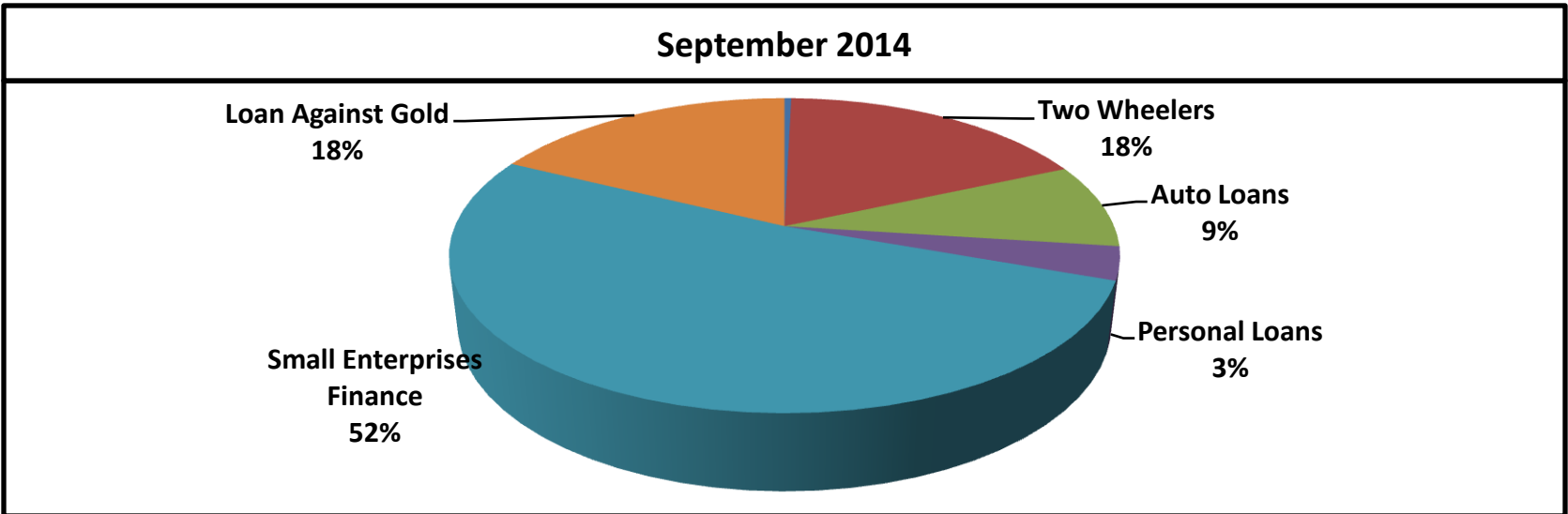
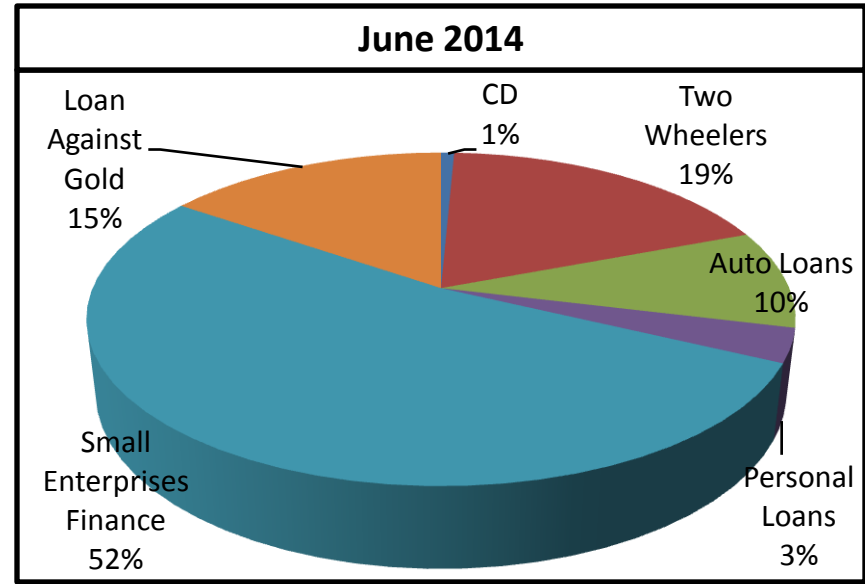
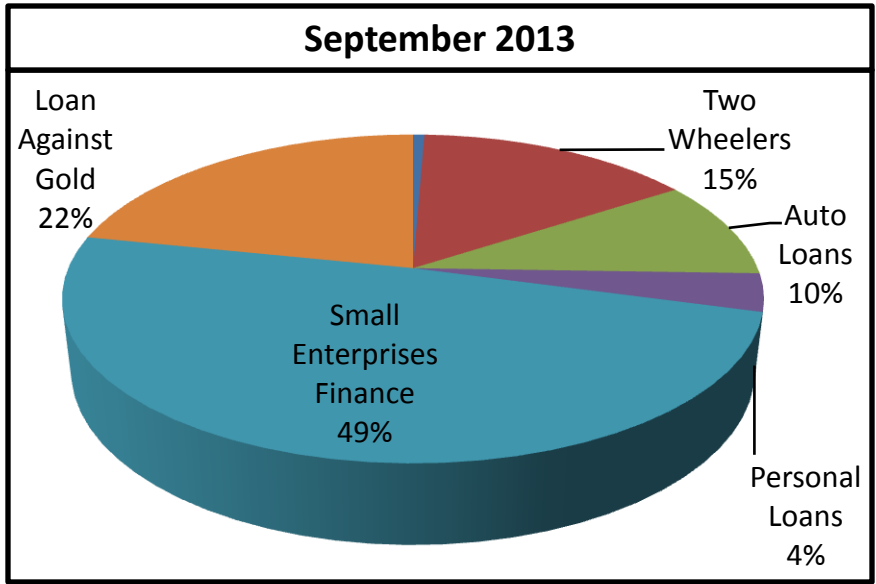
Key Ratios	Quarter Ended		
	Sep-13	Jun-14	Sep-14
Return On Average Net Worth	20.21%	15.27%	14.35%
Return On Average Total Assets	3.31%	3.05%	3.24%
Book Value	451.87	573.04	593.05
EPS (for the quarter)	21.83	20.83	20.91
Tier I CRAR	18.34%	24.00%	25.18%
Tier II CRAR	4.92%	5.25%	5.26%
Total CRAR	23.26%	29.24%	30.44%

Assets Review

(INR in Crores)

Product segment wise Assets Under Management	As at			QOQ Growth	YOY Growth
	Sep-13	Jun-14	Sep-14		
Small Enterprises Finance	7407	7889	8063	2%	9%
Two Wheeler	2299	2784	2798	1%	22%
Loan Against Gold	3290	2319	2752	19%	-16%
Others	2122	2036	1942	-5%	-8%
Total Assets Under Management	15118	15028	15557	4%	3%
% of Off Book Assets	14%	11%	8%		

Product segment wise Assets Under Management



(INR in Crores)

Particulars	Quarter Ended		
	Sep-13	Jun-14	Sep-14
GNPA	320	386	415
NNPA	85	84	83
Provisions**	235	302	332
Total Assets	13001	13445	14384
NPA DETAILS – INCLUDING THE LOAN AGAINST GOLD PORTFOLIO			
GNNPA %	2.46%	2.87%	2.89%
NNPA %	0.65%	0.63%	0.58%
Coverage Ratio	73.48%	78.22%	80.03%

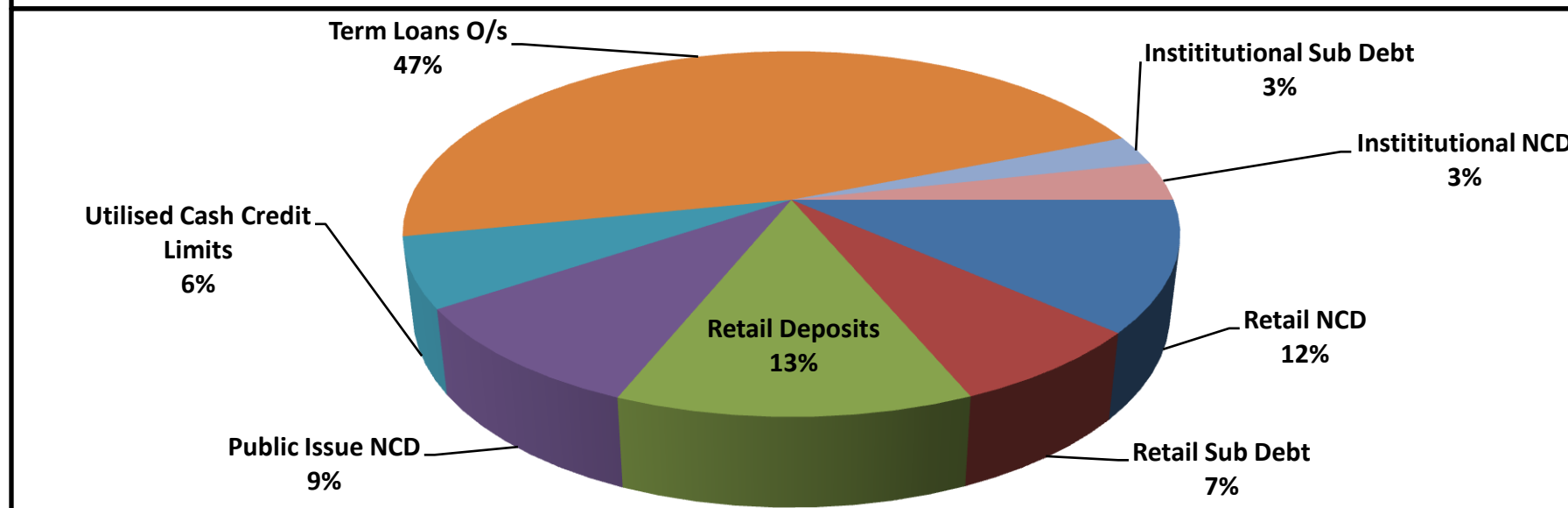
** Excludes Standard Assets Provisioning @ 0.25%

Liability Profile

(INR in Crores)

Particulars	Sep-13		Jun-14		Sep-14	
	Amt – Rs. Cr	%	Amt – Rs. Cr	%	Amt – Rs. Cr	%
Total Borrowings	11709		11809		11577	
Bank Borrowings	6320	54%	6059	51%	6166	53%
Market Borrowings	827	7%	727	6%	711	6%
Retail Borrowings	3378	29%	3486	30%	3604	31%
Public Issue(NCD)	1184	10%	1537	13%	1096	9%

Borrowing Pattern – September 2014



(INR in Crores)

Particulars	Sep-13	Jun-14	Sep-14
Total Borrowings (on Books)	11702	11809	11577
Fixed Rate Borrowings	49%	50%	48%
Floating Rate Borrowings	51%	50%	52%

Segment	Total	Fixed	Floating
Total Borrowings	11577	5510	6066
Weighted Average Tenor (in Months)	22.83	27.06	18.98

Subsidiary Information – SHFL

Key Details



Particulars as on	Sept 13	June 14	Sept 14
No. of branches	46	47	55
Total amount sanctioned (Rs. Crores) – for the respective quarter	65	98	147
Total amount disbursed (Rs. Crores) - for the respective quarter	65	77	119
Staff team (incl. deputations)	274	303	338
Assets Under Management (Rs. Crores)	200	383	485

Profit & Loss Statement



(INR in Lacs)

Particulars	Quarter Ended			Growth	
	Sep-13	Jun-14	Sep-14	YOY	QOQ
Income from Operations	767	1,441	1,839	140%	28%
Expenses					
Employee Benefit Expense	227	315	330		
Provision and written offs	28	74	77		
Other Expenses	365	442	545		
Total expenses	619	831	952		
Profit from Operations before Other Income & Interest	148	611	887	499%	45%
Other Income	146	47	41		
Profit before Finance Cost	294	657	928	216%	41%
Finance Cost	13	41	201		
Profit before tax	281	616	727	158%	18%
Tax Expenses	31	164	277		
Profit after tax	251	452	450	79%	-1%

Thank You

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