

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

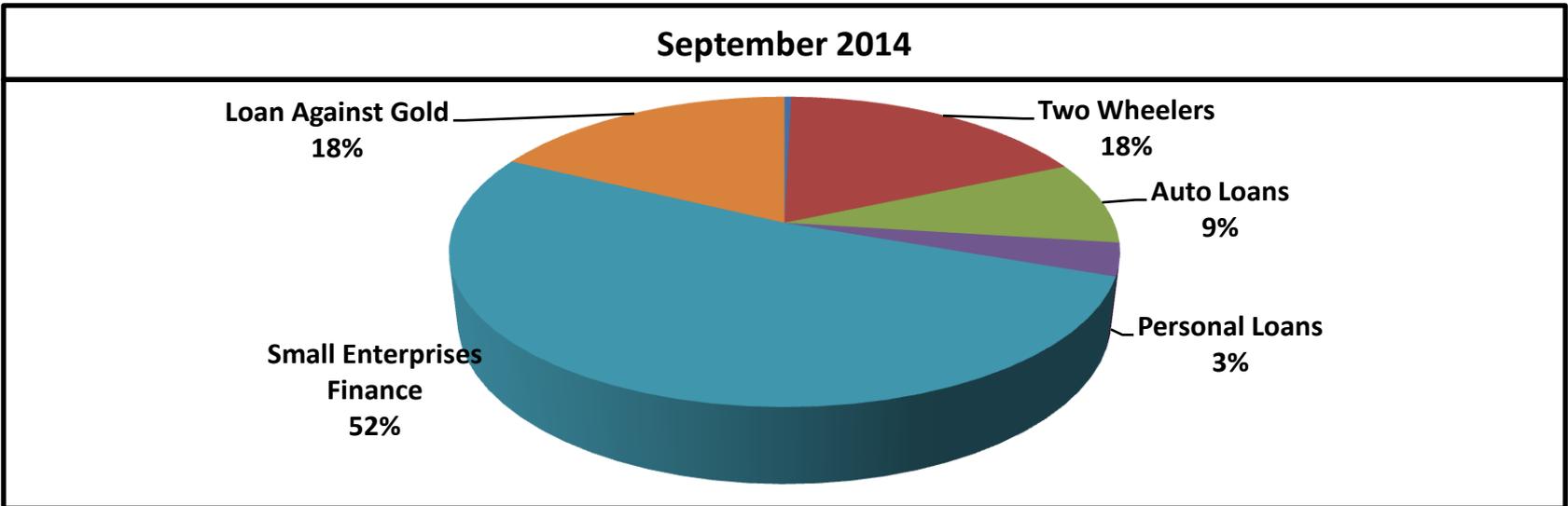
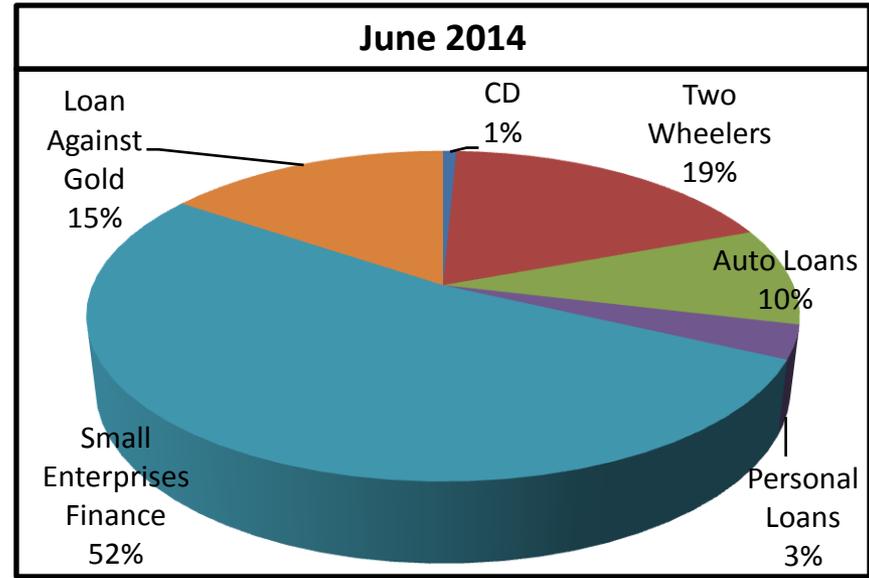
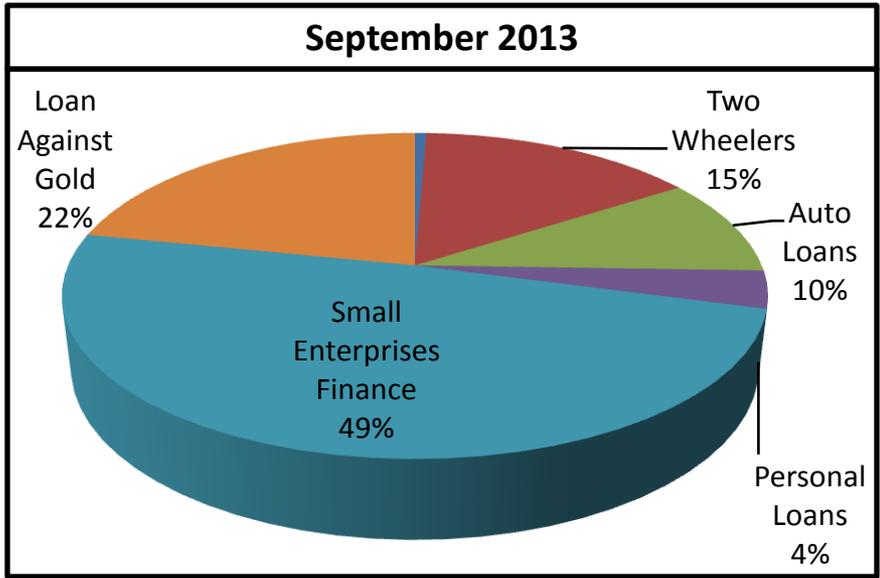
Assets Under Management & Disbursements

(INR in Crores)

AUM & Disbursements	As at		
	Sep-13	Jun-14	Sep-14
On Book	13001	13445	14384
Off Book	2117	1584	1173
Total AUM	15118	15028	15557
% of the Off Book Assets to Total AUM	14.00%	10.54%	7.54%
Disbursements (for the quarter)	3559	3842	4155

Segment wise AUM / Disbursements	As at		
	Sep-13	Jun-14	Sep-14
Non Gold Loan AUM	11828	12709	12804
Gold Loan AUM	3290	2319	2752
Total AUM	15118	15028	15557
Non Gold Loan Disbursements	2447	2389	2447
Gold Loan Disbursements	1113	1454	1708
Disbursements (for the quarter)	3559	3842	4155

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 – EXCLUDING THE LOAN AGAINST GOLD PORTFOLIO			
GNNPA %	2.71%	2.83%	2.86%
NNPA %	0.35%	0.41%	0.34%
Coverage Ratio	87.04%	85.59%	88.01%
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%

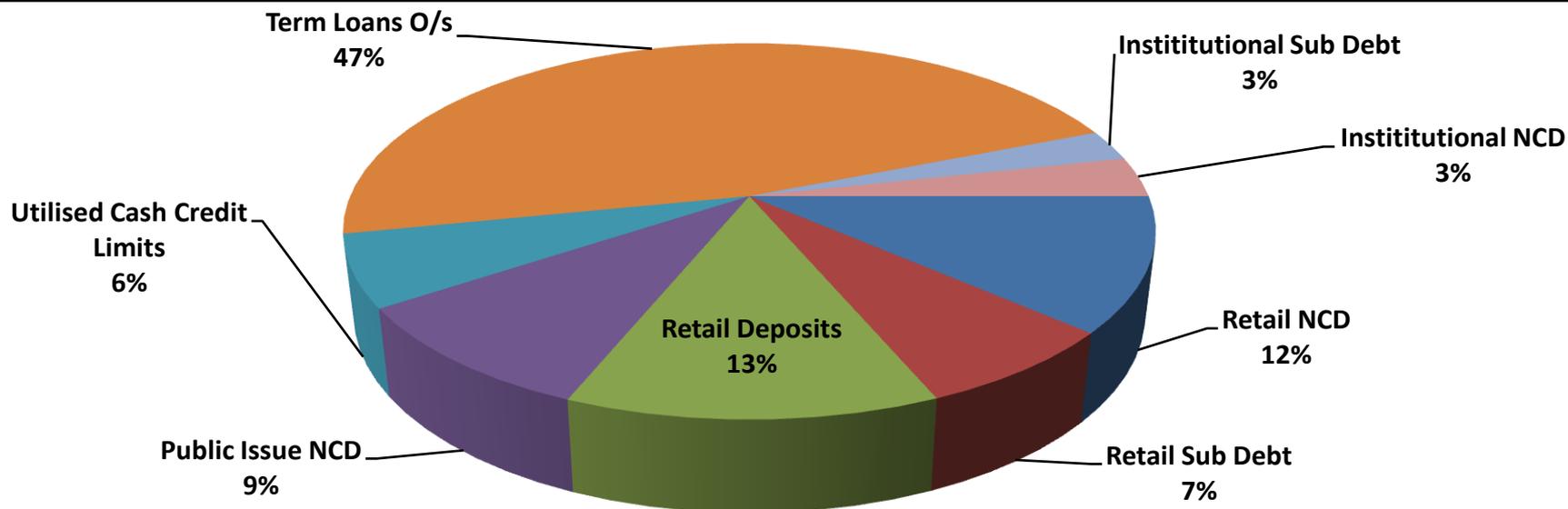
** Excludes Standard Assets Provisioning @ 0.25%

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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