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

SHRIRAM City
MONEY WHEN YOU NEED IT MOST

(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%**

Spread Analysis

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, depriciation & 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

SHRIRAM City
MONEY WHEN YOU NEED IT MOST

(INR in Crores)

AUM & Disbursements	Period Ending		
	Mar-13	Dec-13	Mar-14
On Book	13442	13235	12730
Off Book	2386	1702	1938
Total AUM	**15828**	**14937**	**14668**
% of the Off Book Assets to Total AUM	15.08%	11.40%	13.21%
Disbursements	**17412**	**10994**	**15448**

Segment wise AUM	Period Ending		
	Mar-13	Dec-13	Mar-14
Non Gold Loan AUM	11041	12176	12215
Gold Loan AUM	4787	2762	2453
Total AUM	**15828**	**14937**	**14668**
Non Gold Loan Disbursements	8433	8136	10981
Gold Loan Disbursements	8979	2859	4467
Total Disbursements	**17412**	**10994**	**15448**

Assets Under Management

March 2014

March 2013

Asset Quality:

(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 – EXCLUDING THE LOAN AGAINST GOLD PORTFOLIO			
GNNPA %	2.70%	2.69%	2.82%
NNPA %	0.61%	0.42%	0.38%
Coverage Ratio	77.37%	84.50%	86.58%
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

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**	

Balance Sheet

(INR in Lacs)

PARTICULARS	As at 31-Mar-13	As at 31-Mar-14
EQUITY AND LIABILITIES		
Shareholders' funds		
Share capital	9150	21416
Reserves and Surplus	4908	13140
Net Worth	**14058**	**34556**
Provisions	103	284
Other liabilities	485	211
Borrowings	0	0
TOTAL EQUITY & LIABILITIES	**14646**	**35051**
ASSETS		
Fixed assets		
- Tangible assets	94	108
- Intangible assets	79	45
Deferred tax assets (net)	13	77
Loans and advances	11538	32033
Other Assets	367	364
Investments	2119	1195
Cash and cash equivalents	436	1228
TOTAL ASSETS	**14646**	**35051**

THANK YOU

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