

Ref: STEC NSE/BSE 402/2021

October 27, 2021

The Secretary,  
**BSE Ltd**  
P J Towers,  
Dalal St,  
Mumbai 400 001

The Manager  
**National Stock Exchange of India Ltd**  
Exchange Plaza, 5th Floor  
Plot No.C/1, G Block  
Bandra- Kurla Complex Bandra (E)  
Mumbai 400 051

Sir,

**Ref: ISIN – INE722A01011**


**Scrip Code: BSE – 532498 and NSE - SHRIRAMCIT**

Please find attached the presentation on financial results to be made by the Company to analysts / institutional investors. This is an intimation under Regulation 30 read with Schedule III (Part A) (15) of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements), Regulations, 2015 as amended from time to time.

We request you to kindly take the above information on record.

Thanking you,

Yours faithfully,  
For Shriram City Union Finance Limited

  
C R Dash  
Company Secretary



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**Shriram City Union Finance Limited**

Business Solution Centre, 144, Santhome High Road, Mylapore, Chennai – 600 004. Ph: +91 44 4392 5300, Fax: +91 44 4392 5430

Regd. Office: 123, Angappa Naicken Street, Chennai - 600 001. Ph : +91 44 2534 1431

E-mail : shriramcity@shriramcity.in Website : www.shriramcity.in

Corporate Identification Number (CIN) L65191TN1986PLC012840



## Investor Update – Q2 FY 22

## Key Highlights – Consolidated

### Disbursements

**INR - 7056 Cr**

Business fast returning to normalcy

### Cross-sell Initiatives

Operations commenced by SHFL in all SCUF branches in Andhra & Telangana

### Assets Under Management

**INR - 34680 Cr**

YOY growth of 14.4%

### Asset Quality

**GNPA @ 6.32%**

Asset quality improved with higher Collection Efficiency

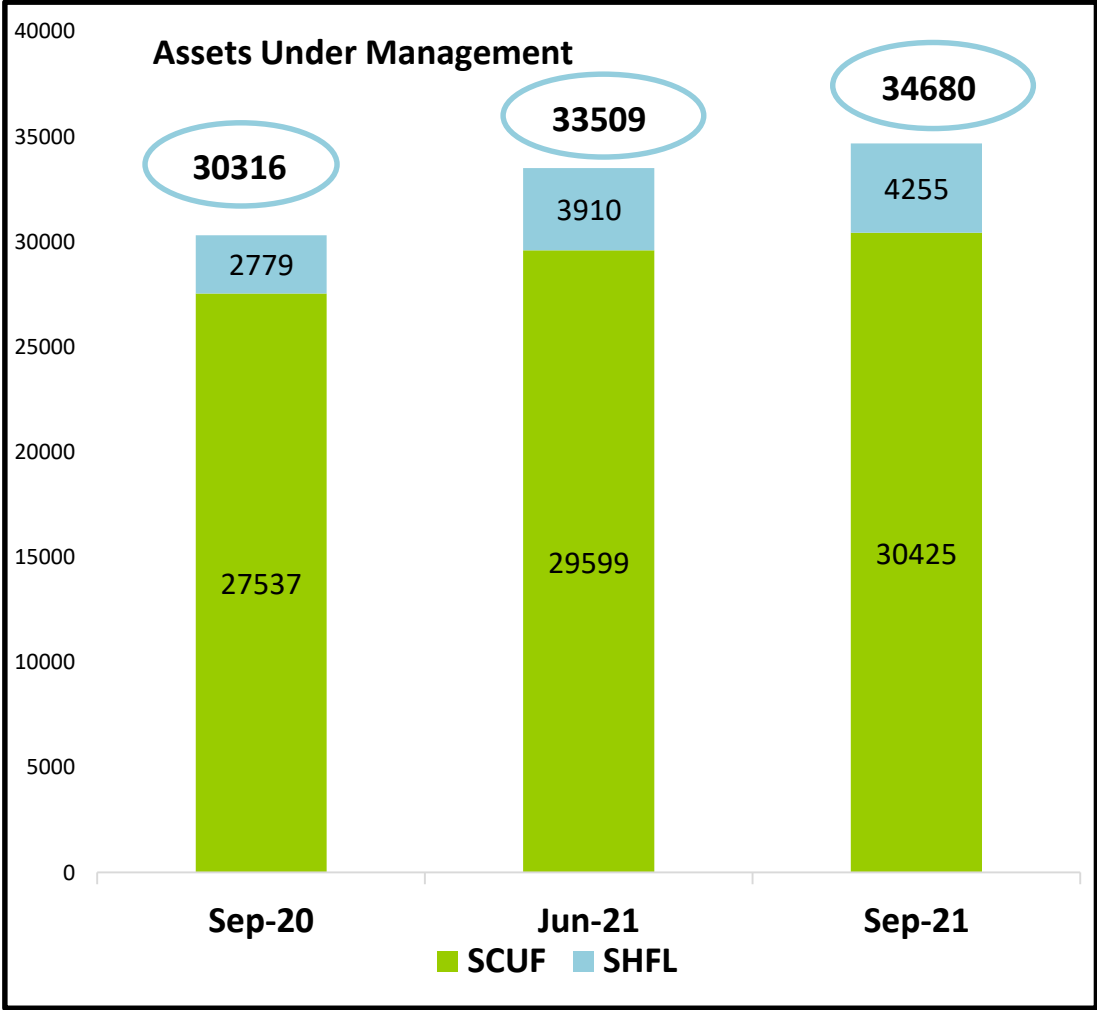
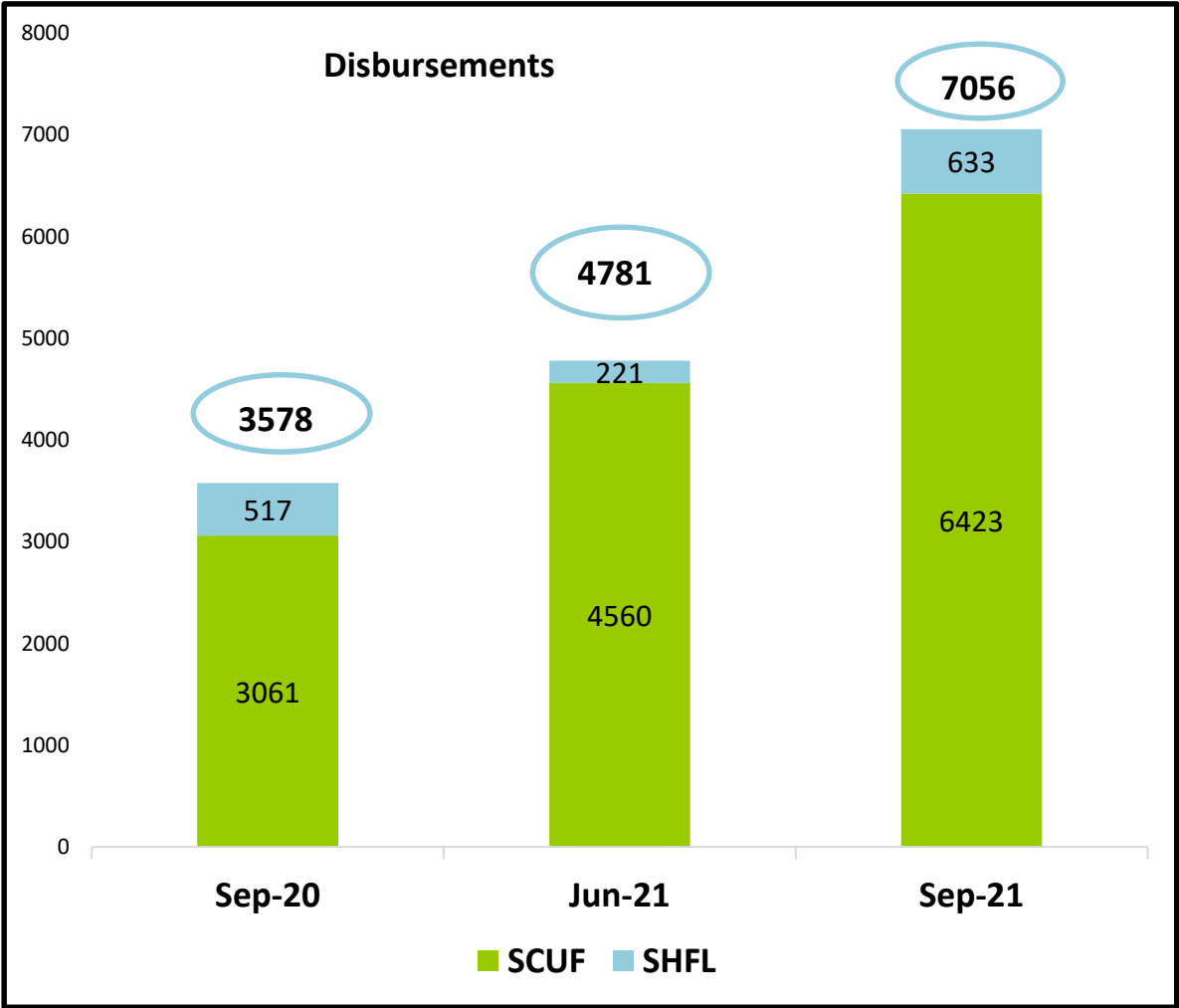
### Digital Initiatives

**Loan Apps and Video underwriting**

Contactless credit appraisal introduced

# Disbursement & Assets Under Management – Consolidated

Rs. Crores



# Key Performance Highlights – Consolidated

Rs. Crores

	Assets Under Management	Income from Operations	Net Interest Income	Pre Provision Profits	Profit After Tax
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Sep 21

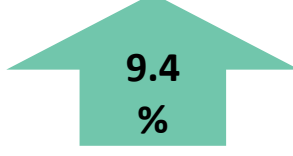
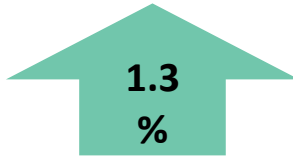
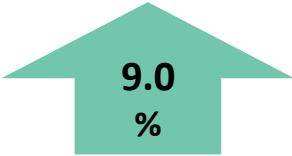
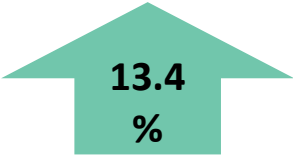
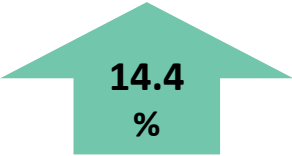
34680

1714

1028

603

301



Sep 20

30316

1512

943

595

275

Sep 21

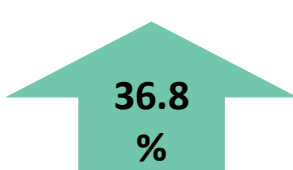
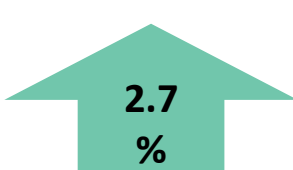
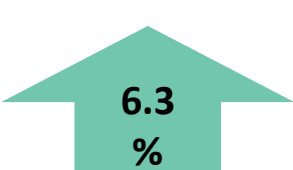
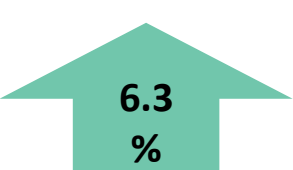
34680

1714

1028

603

301



Jun 21

33509

1613

967

587

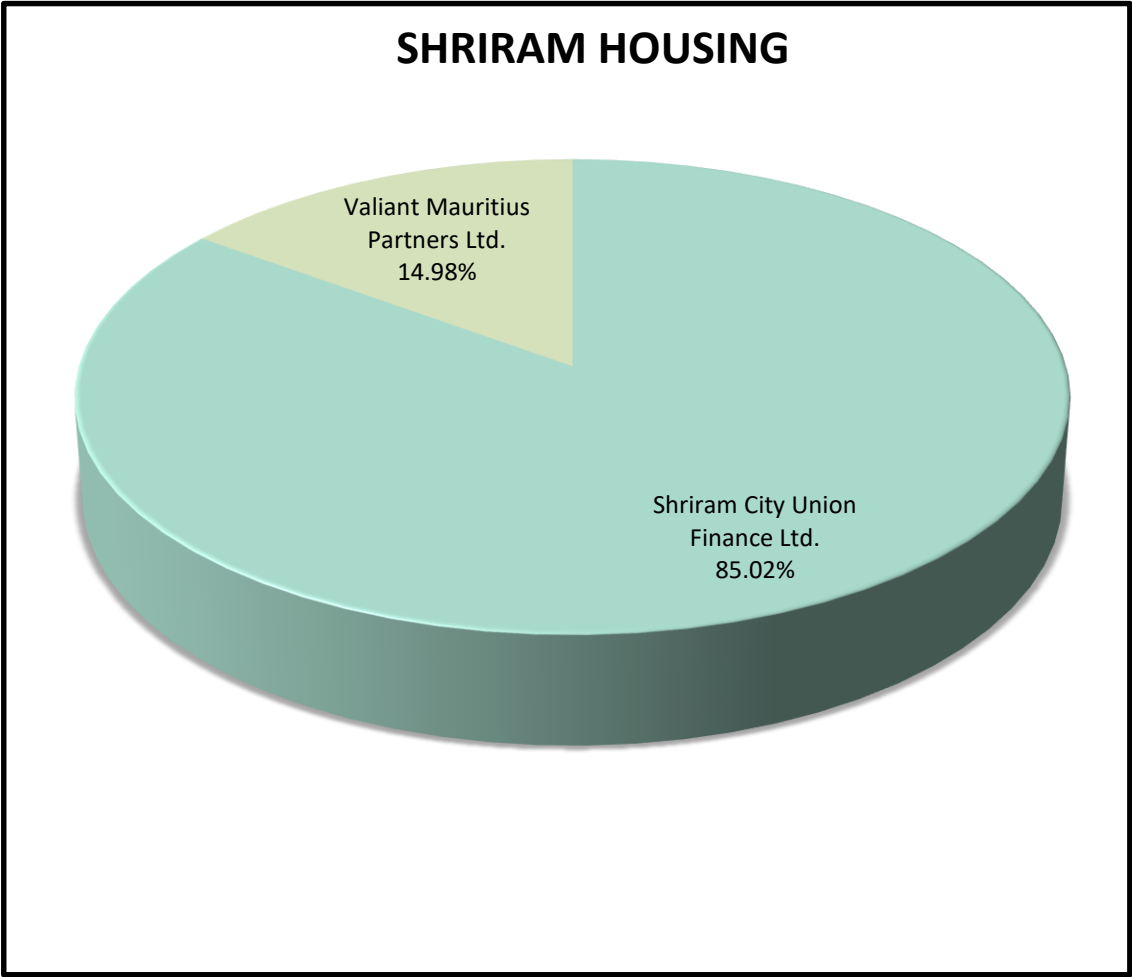
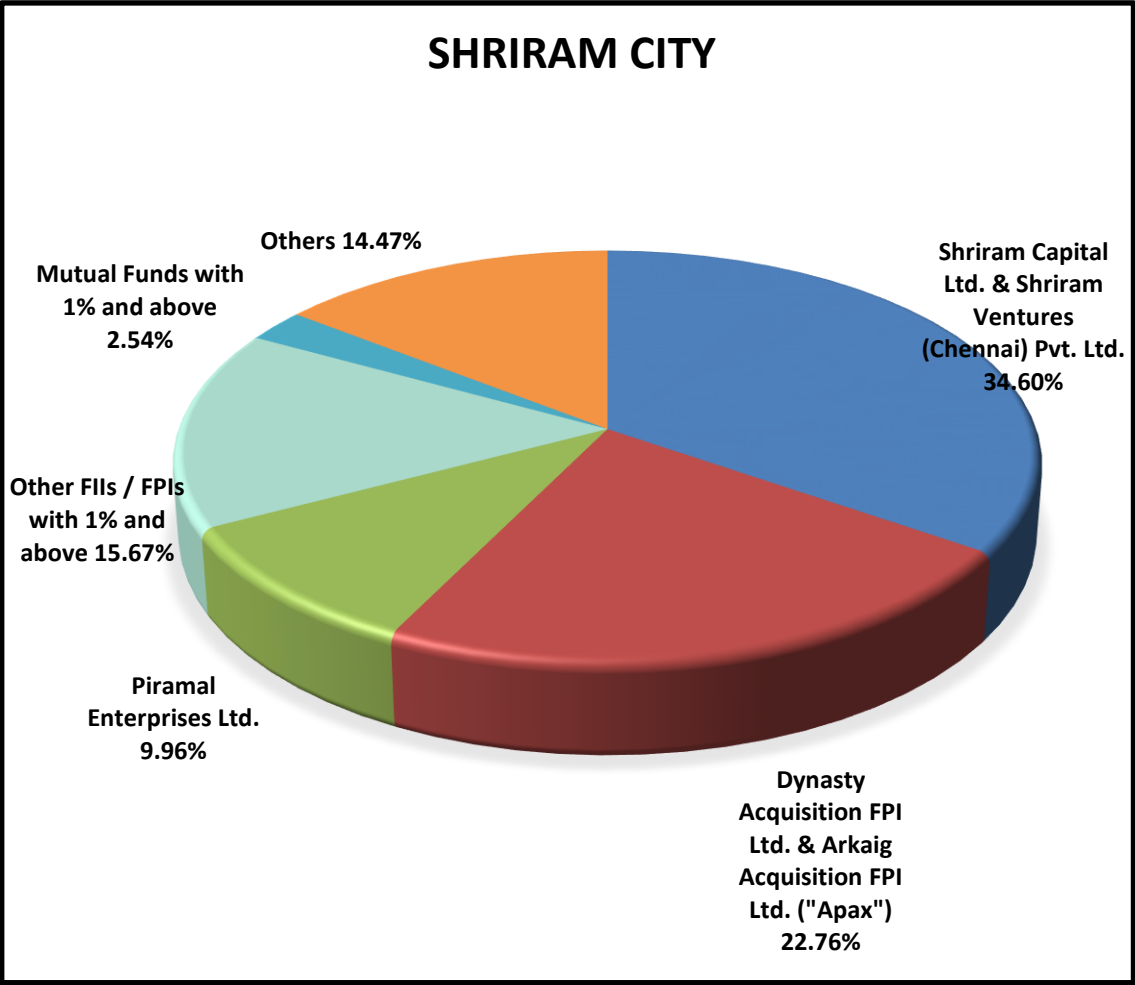
220

# Branch Network

Shriram City			
STATE	BRANCHES	STATE	BRANCHES
Tamil Nadu	253	Bihar	12
Andhra Pradesh	182	West Bengal	10
Telangana	129	Uttarakhand	8
Maharashtra	94	Himachal Pradesh	6
Karnataka	56	Puducherry	5
Uttar Pradesh	53	Odisha	5
Gujarat	29	Jharkhand	3
Madhya Pradesh	25	Delhi	2
Rajasthan	24	Goa	2
Kerala	22	Chandigarh	1
Punjab	21	Jammu & Kashmir	1
Chhattisgarh	15	<b>TOTAL BRANCHES</b>	<b>971</b>
Haryana	13	<b>EMPLOYEE COUNT</b>	<b>25308</b>

Shriram Housing	
STATE	BRANCHES
Gujarat	14
Maharashtra	12
Andhra Pradesh & Telangana	11
Karnataka	10
Tamil Nadu	9
Rajasthan	9
Madhya Pradesh	6
Uttar Pradesh	3
Kerala	2
Punjab	2
West Bengal	2
Chhattisgarh	2
Uttarakhand	1
Delhi	1
<b>TOTAL BRANCHES</b>	<b>84</b>
<b>EMPLOYEE COUNT</b>	<b>700</b>

# Shareholders Profile



Note: The above shareholding pattern for Shriram Housing reflects the subscription to a Rights Issue of Rs. 300 Cr. by Shriram City on 13/10/2021



**Standalone Numbers**



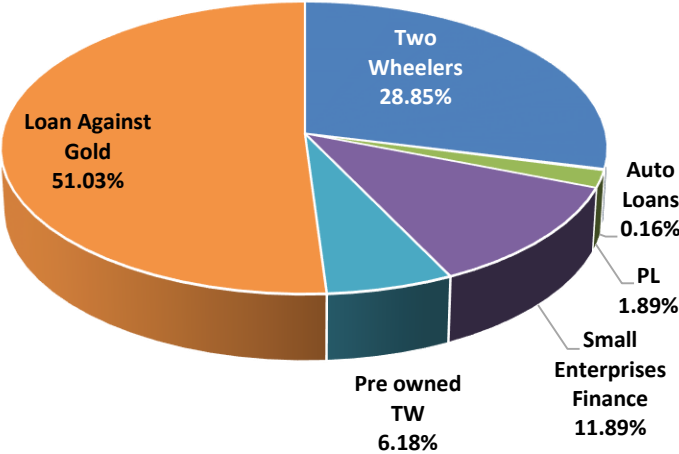
# Executive Summary

- Disbursements of Rs. 6423 Cr in Q2 FY22 versus Rs. 3061 Cr in Q2 FY21 and Rs. 4560 Cr in Q1 FY22. YOY growth: 109.8%.
- Assets Under Management as on 30th Sep 2021 are Rs. 30425 Cr versus Rs. 29599 Cr as on 30<sup>th</sup> Jun 2021 and Rs. 27537 Cr as on 30th Sep 2020.. AUM growth YOY is 10.5% & 2.8% QOQ..
- Advances of Rs. 162 Cr have been restructured during H1 FY22 under RBI COVID-19 Resolution Framework. This represents 0.53% of AUM.
- Covid-related provisioning at the end of Q2FY22 stood at Rs. 674 Cr. as against Rs. 712 Cr. at the end of Q1FY21.
- Liquidity back up in form of free cash & bank balances stood at Rs. 4178 Cr. Undrawn limits were at Rs. 1717 Cr.
- Comfortable ALM position with nil negative mismatch on cumulative basis.
- Asset yields at 21.11%, up on account of changes in AUM mix.
- Pre-provision profits at Rs. 579 Cr. were the highest in twelve quarters.
- Cost of fresh borrowings was 8.75% for H1FY22 as compared to 9.06% in H1FY21 and 9.03% in H2FY21.
- Gross Stage 3 assets improved from 6.91% in Q1 FY22 to 6.86%, while Net Stage 3 assets were at 3.47% v/s 3.46% in Q1.
- Collection Efficiency at 100% as compared to 93% in the previous quarter.
- Credit costs improved to 2.70% as against 3.92% in the previous quarter.
- Profit after Tax at Rs. 282 Cr. was higher 35.7% QOQ and 9.9% YOY.

# Disbursements

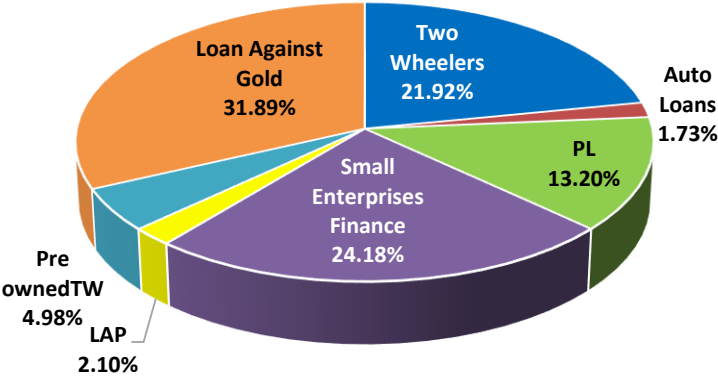
SEP 20

Rs. 3061 Cr.



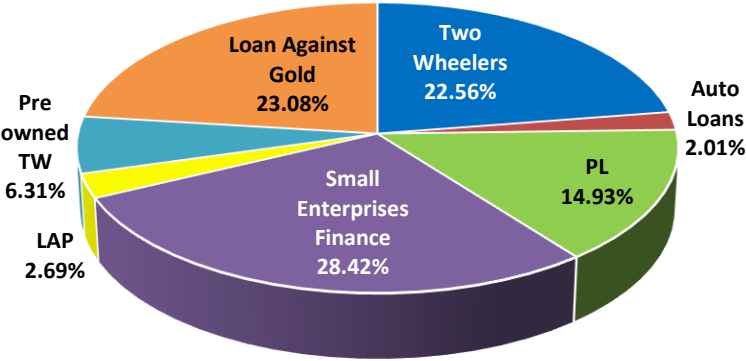
JUN 21

Rs. 4560 Cr.



SEP 21

Rs. 6423 Cr.

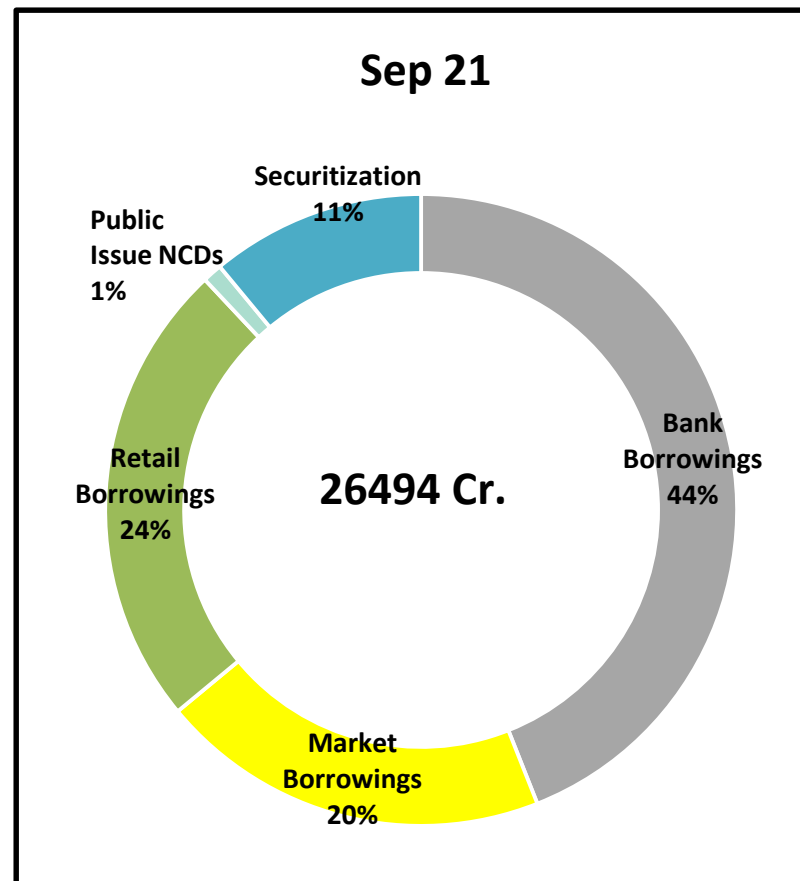
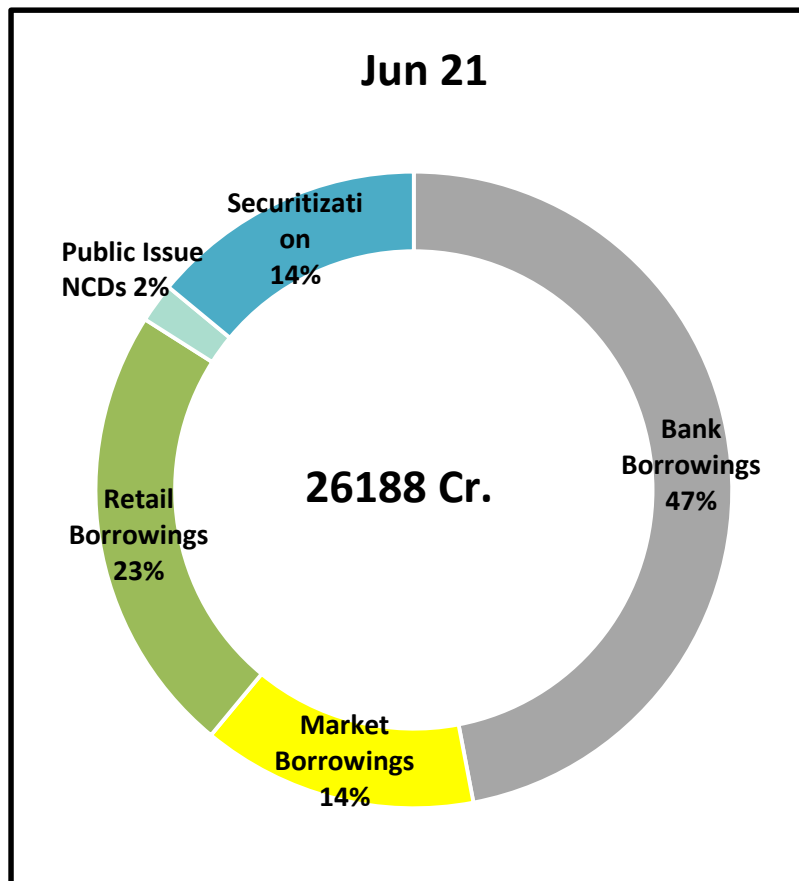
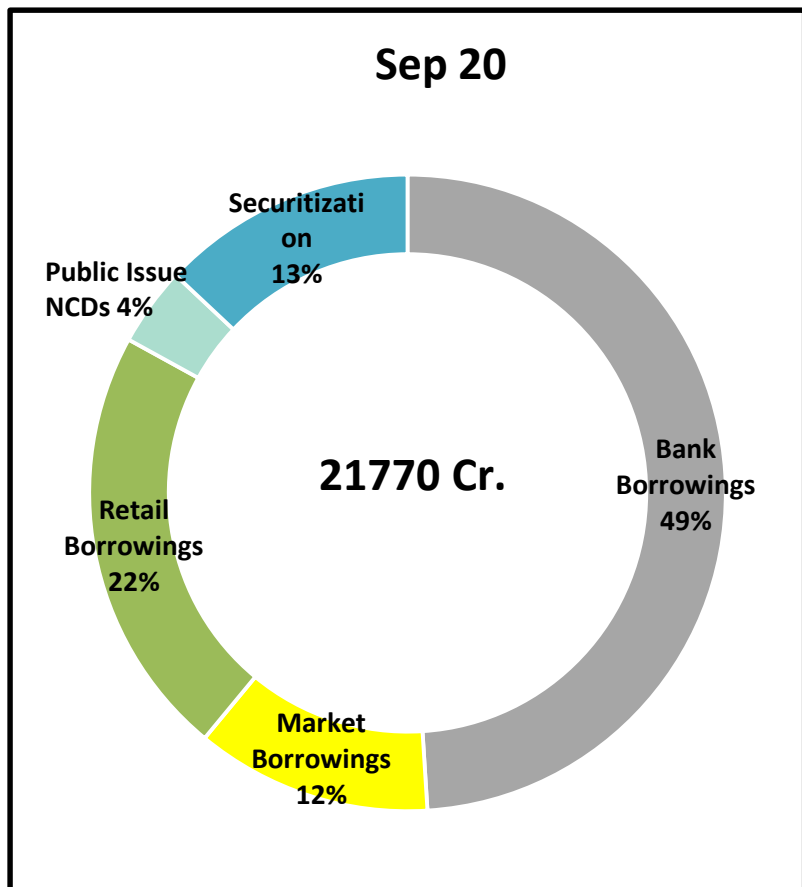


Disbursements are on quarter basis

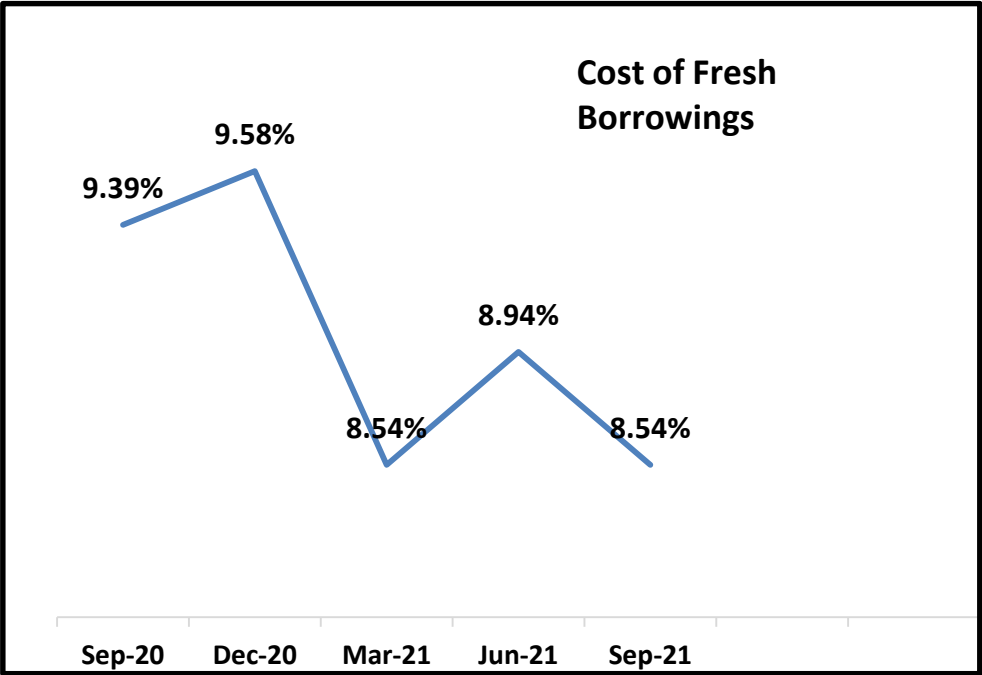
# Assets Under Management

Product Segment	Sep 20	Jun 21	Sep 21
Small Enterprises Finance	58.2%	48.7%	47.3%
Two Wheelers	21.3%	22.6%	22.2%
Personal Loans	4.8%	7.6%	9.3%
Loan Against Gold	10.9%	14.7%	14.0%
Pre Owned Two Wheelers	3.0%	3.6%	3.9%
Auto Loans	1.8%	1.9%	1.9%
Loan Against Property	-	0.9%	1.4%
<b>Assets Under Management - Rs. Cr</b>	<b>27537</b>	<b>29599</b>	<b>30425</b>

# Borrowings Profile



# Borrowings Profile



Rs. Crores

ALM Profile					
Particulars	Cash & Bank balances	Scheduled Inflows from performing loans	Scheduled Outflows of Borrowings	Mismatch	Cumulative Mismatch
0 - 7 days	1701	1396	70	3027	3027
8 – 14 days	1109	618	118	1609	4636
15 – 30 days	1112	581	595	1098	5734
1 - 2 months	203	1486	670	1019	6753
2 - 3 months	276	1663	1221	718	7471
3 - 6 months	451	4164	3220	1395	8867
6 - 12 months	395	7093	6761	727	9594
1 – 3 years	52	9124	11011	-1835	7759
3 – 5 years	0	1351	2294	-943	6816
> 5 years	90	810	535	365	7181
<b>Total</b>	<b>5389</b>	<b>28286</b>	<b>26494</b>	<b>7181</b>	

Above table represents data from cash & bank balances (including margin on securitisation & FD held as SLR) and inflows from performing loans as Total Inflows. Outflows represent the scheduled repayment of borrowings (incl securitisation)

Rs. Crores

Provisions Analysis	As at		
	Sep-20	Jun-21	Sep-21
Stage 3 - Gross	1820	2040	2083
Stage 3 - ECL Provisions	989	1055	1067
Stage 3 – Net	831	985	1015
<b>Stage 3 - Coverage Ratio (%)</b>	<b>54.36%</b>	<b>51.73%</b>	<b>51.24%</b>
Stage 1 & 2 - Gross	25460	27484	28286
Stage 1 & 2 - ECL Provisions	1130	1054	1040
Stage 1 & 2 - Net	24330	26430	27245
Stage 1 & 2 - ECL Provisions %	4.44%	3.83%	3.68%
<b>Stage 3 % - Gross</b>	<b>6.67%</b>	<b>6.91%</b>	<b>6.86%</b>
<b>Stage 3 % - Net</b>	<b>3.16%</b>	<b>3.46%</b>	<b>3.47%</b>

# Analysis of Stage 3 – Product wise

Product Segment	Stage 3 Gross %			Stage 3 Net %			Stage 3 ECL %		
	Sep-20	Jun-21	Sep-21	Sep-20	Jun-21	Sep-21	Sep-20	Jun-21	Sep-21
Small Enterprises Finance	7.48%	7.72%	7.50%	3.12%	3.20%	3.07%	60.11%	60.47%	60.89%
Two Wheeler	5.89%	6.55%	6.40%	2.85%	3.49%	3.48%	53.24%	48.33%	47.25%
Personal Loans	10.89%	11.07%	10.91%	6.34%	6.05%	5.96%	44.60%	48.23%	48.21%
Loan Against Gold	3.53%	3.53%	3.58%	3.37%	3.38%	3.44%	4.72%	4.40%	4.20%
Pre Owned Two Wheeler	0.09%	3.81%	4.91%	0.04%	1.91%	2.71%	61.13%	50.75%	46.08%
Auto Loans	8.64%	9.47%	9.51%	3.75%	4.85%	5.27%	58.83%	51.23%	47.04%
Loan Against Property	0.00%	0.00%	0.10%	0.00%	0.00%	0.04%	0.00%	0.00%	62.49%
<b>Total</b>	<b>6.67%</b>	<b>6.91%</b>	<b>6.86%</b>	<b>3.16%</b>	<b>3.46%</b>	<b>3.47%</b>	<b>54.36%</b>	<b>51.73%</b>	<b>51.24%</b>

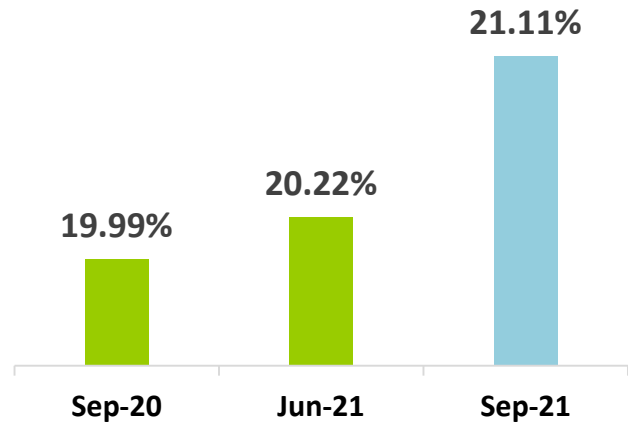
Rs. Crores

Particulars	Quarter ended				Growth	
	Sep 20	Jun 21	Sep 21		YOY	QOQ
<b>Assets Under Management</b>	<b>27537</b>	<b>29599</b>	<b>30425</b>		<b>10.5%</b>	<b>2.8%</b>
Income from Operations	1399	1496	1584		13.2%	5.9%
Finance Cost	519	575	616		18.7%	7.2%
<b>Net Interest Income</b>	<b>880</b>	<b>921</b>	<b>968</b>		<b>10.0%</b>	<b>5.2%</b>
Operating Cost	318	352	389		22.2%	10.6%
<b>Pre Provision Profits</b>	<b>562</b>	<b>569</b>	<b>579</b>		<b>3.1%</b>	<b>1.8%</b>
Provisions & Write offs	201	290	203		0.7%	-30.0%
<b>Profit Before Tax</b>	<b>360</b>	<b>279</b>	<b>377</b>		<b>4.5%</b>	<b>34.9%</b>
Taxes	104	71	94		-8.9%	32.4%
<b>Profit After Tax</b>	<b>257</b>	<b>208</b>	<b>282</b>		<b>9.9%</b>	<b>35.7%</b>

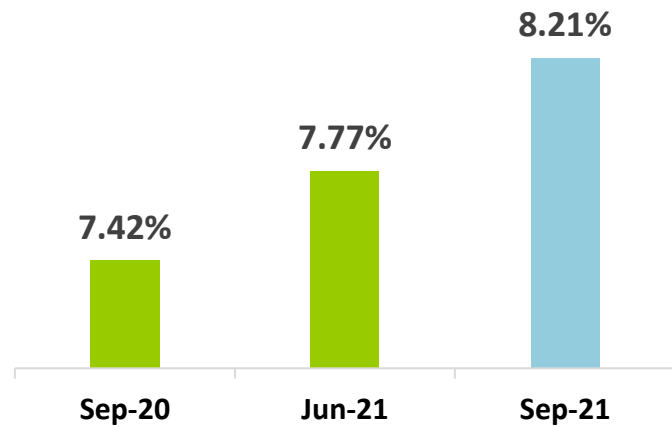


# Key Financial Metrics

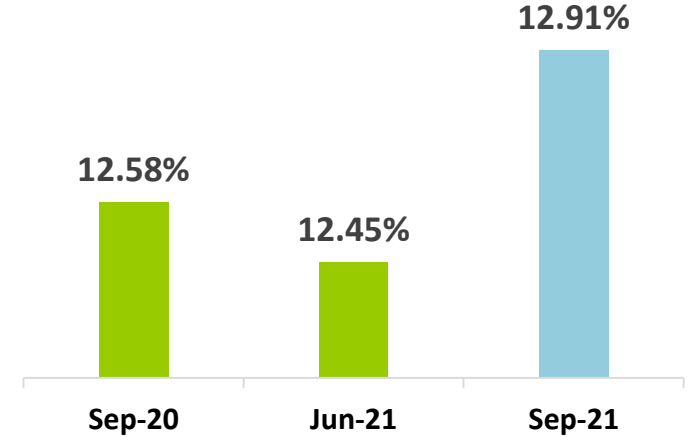
## Yield on Assets



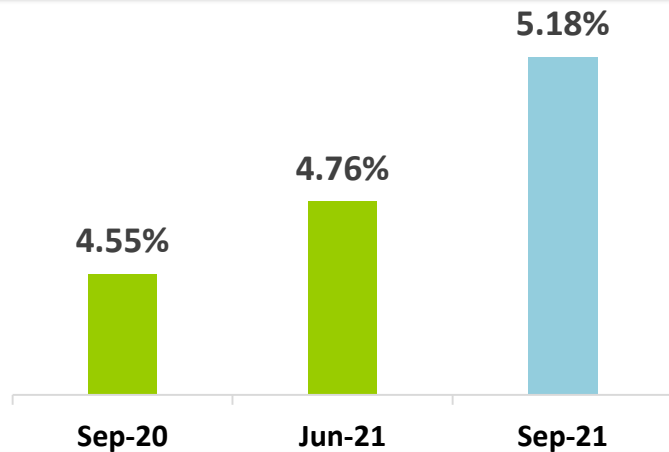
## Finance Cost



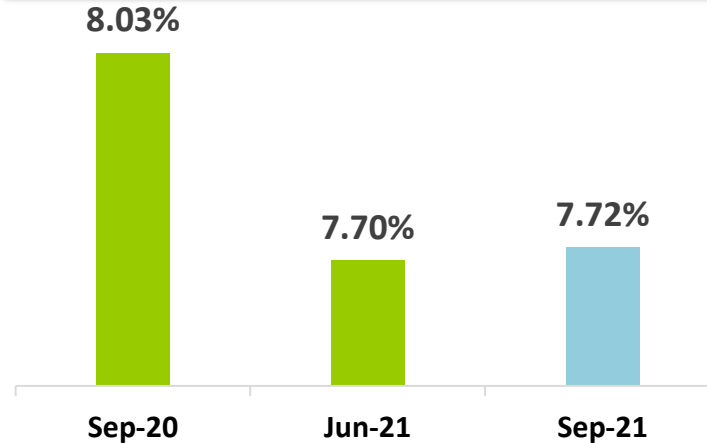
## Net Interest Margin



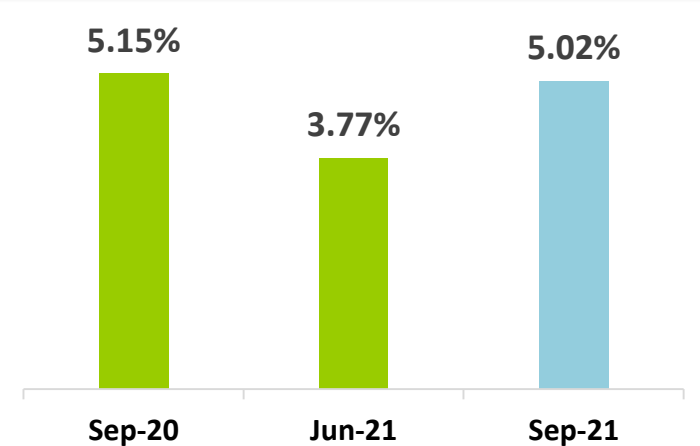
## Operating Expenses



## Pre Provision Profits

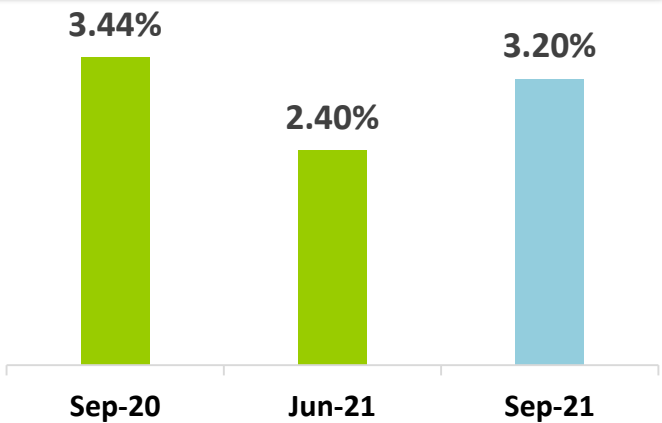


## Net Spread (pre tax)

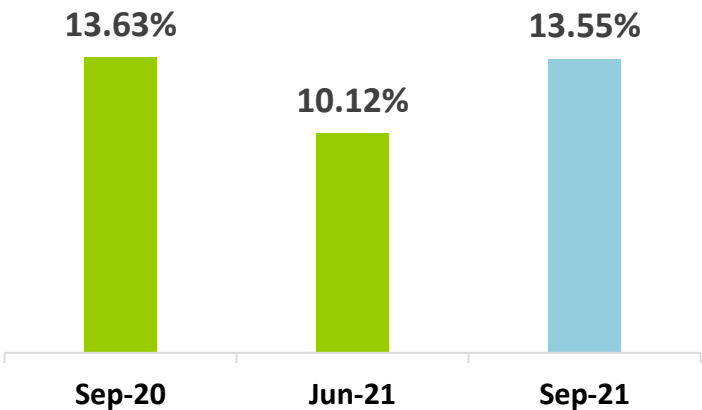


# Key Ratios

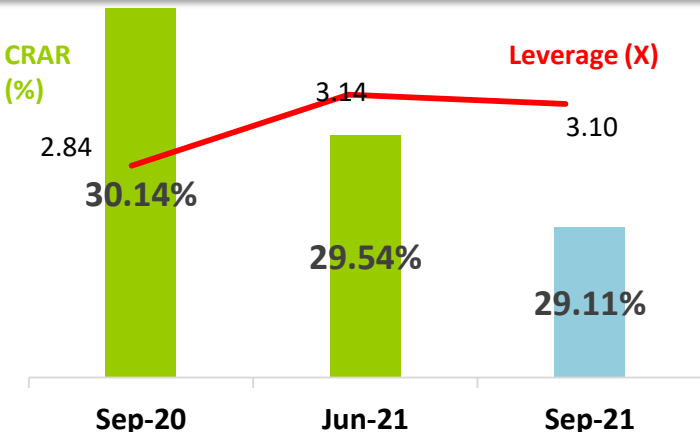
Return on Assets (%)



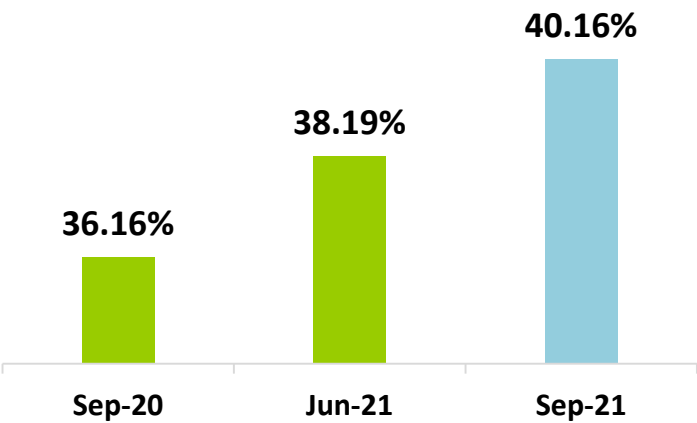
Return on Net worth



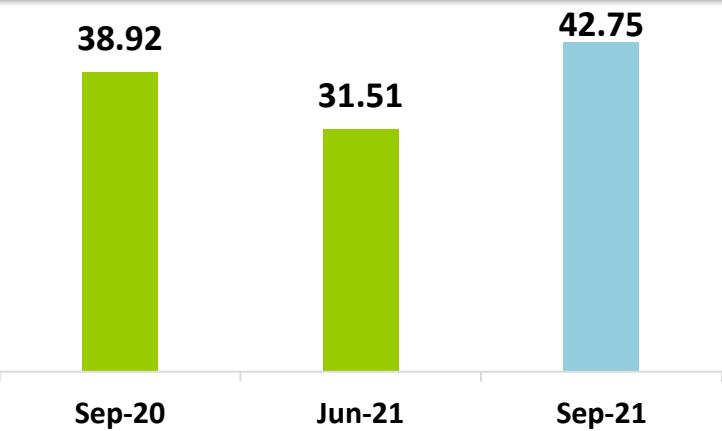
CRAR & Leverage



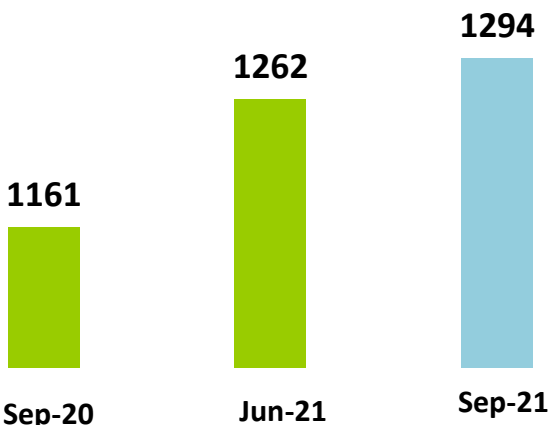
Cost to income ratio (%)



Earnings Per Share (Rs.)

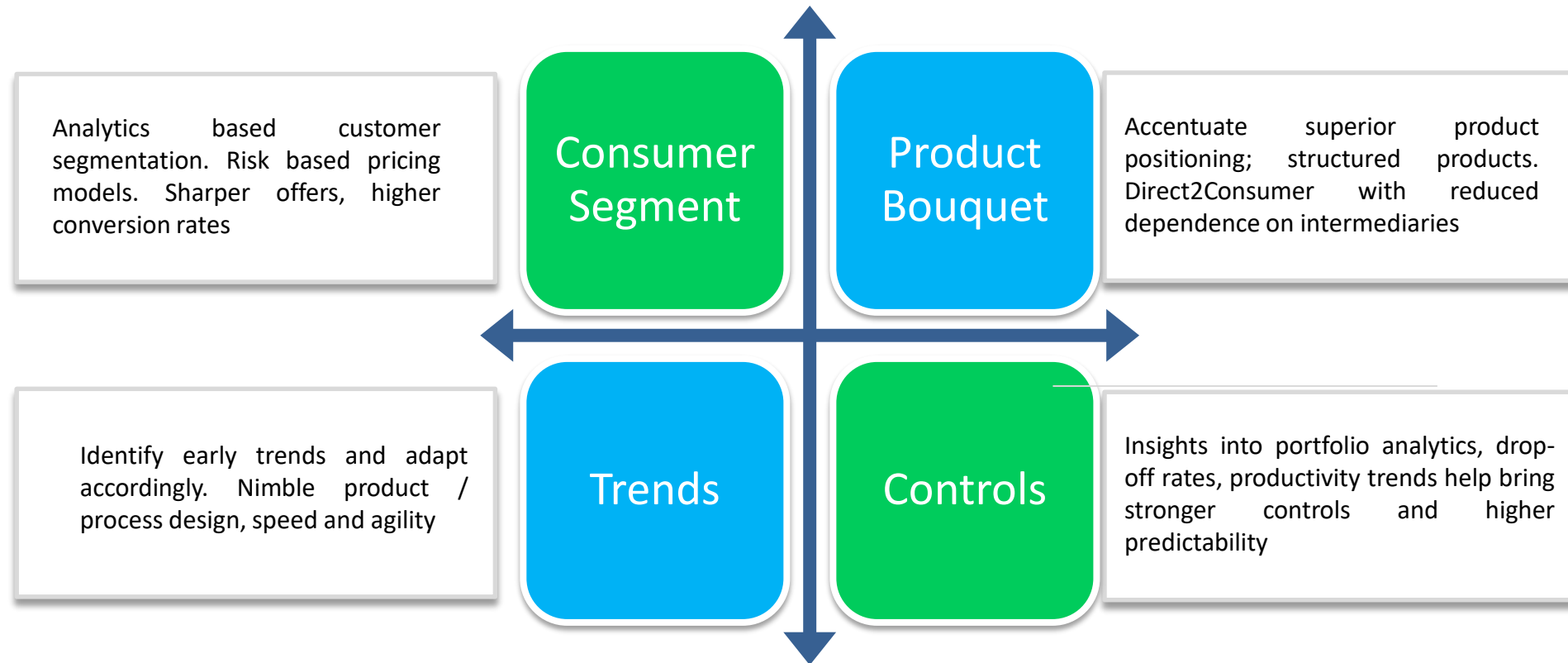


Book Value Per Share (Rs.)



# Digital Platforms @ Shriram City

Transition to Digital platforms to enhance reach and leverage analytic capability



Leverage on consumer insights of large no of customers served till date



**Standalone Numbers**

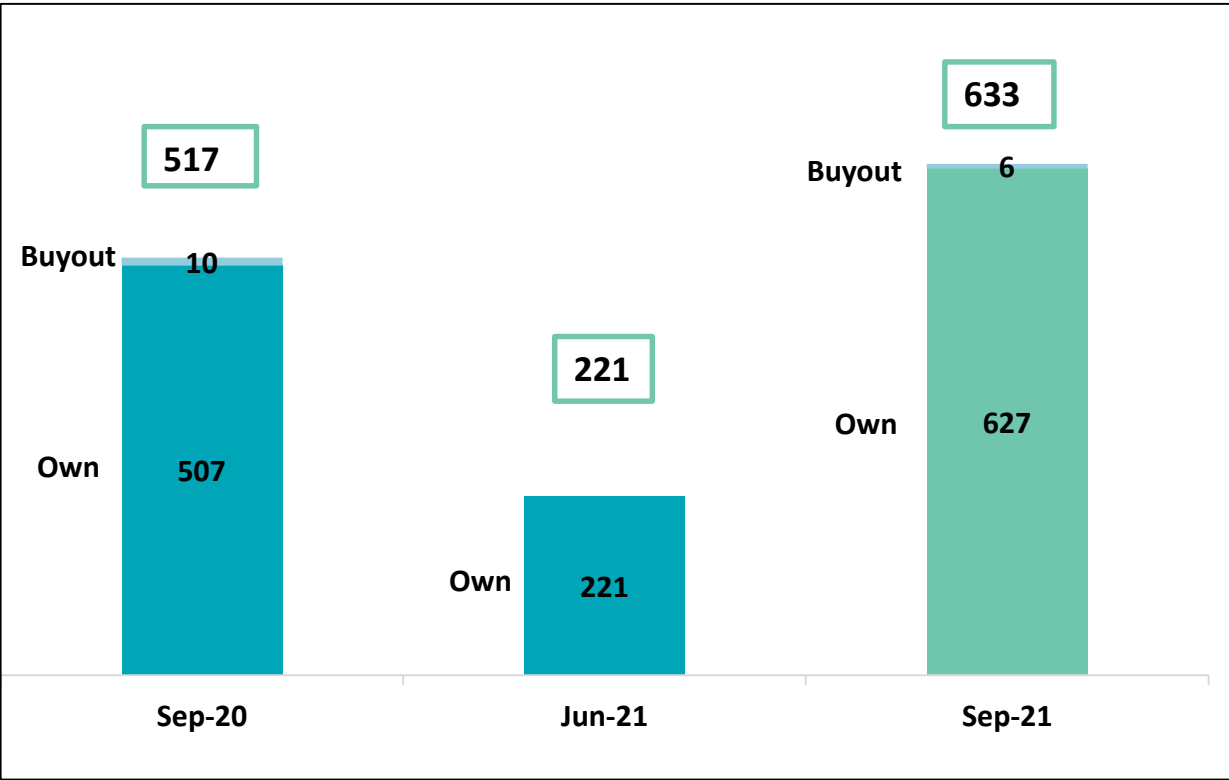
# Executive Summary

- Disbursements of Rs. 633 Cr in Q2 FY22 as against Rs. 221 Cr in Q1 FY22 and Rs. 517 Cr in Q2 FY21, representing QOQ growth of 187.2% and YOY growth of 22.3%.
- Assets Under Management as on 30th September 2021: Rs. 4255 Cr versus Rs. 3910 Cr as on 30<sup>th</sup> June 2021 and Rs. 2779 Cr as on 30th September 2020, QOQ growth of 8.8% and YOY growth of 53.1%.
- Liquidity back up in form of free cash & bank balances and undrawn sanction lines were at Rs. 977 Cr.
- Comfortable ALM position with nil negative mismatch on cumulative basis.
- Sourcing Yield remained stable at 12.4%
- Incremental Cost of Borrowings stood at 7.88% in Q2 FY 22
- Gross Stage 3 levels improved to 1.9% as compared to 2.3% in the previous quarter and 2.2% in September '20
- Received Rs. 300 Cr of fresh capital in October 2021 from parent Shriram City Union Finance Ltd.

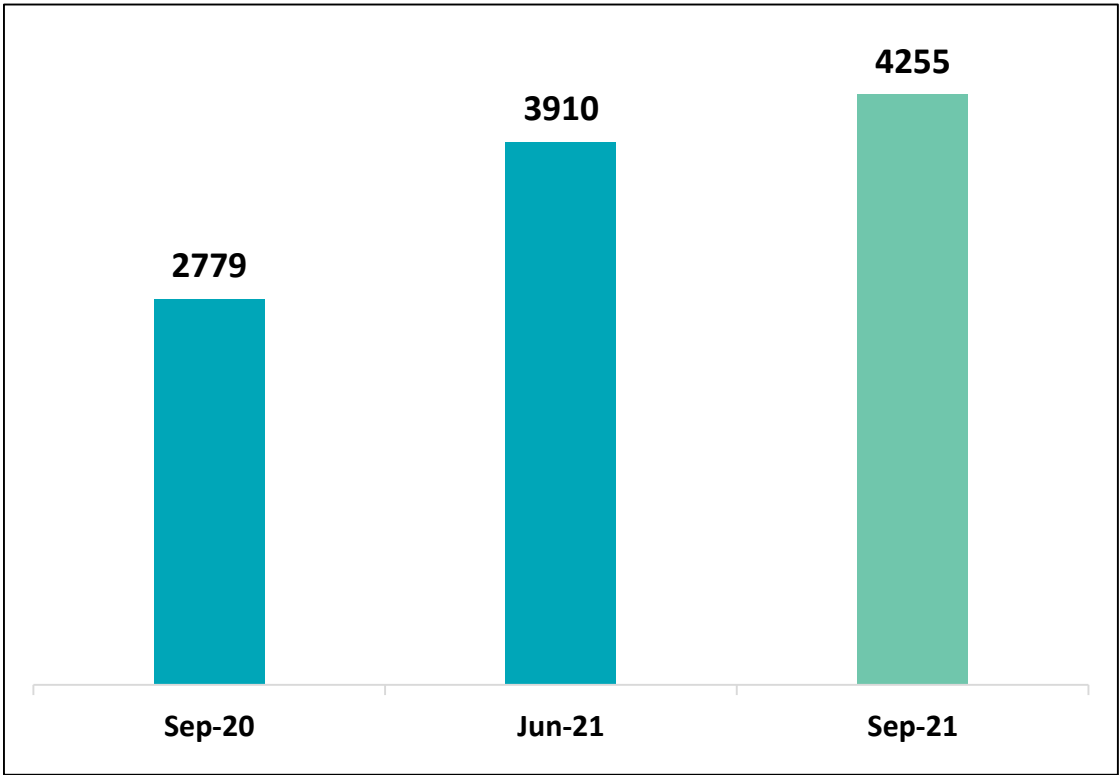
# Disbursements & Assets Under Management

Rs. Crores

Quarterly Disbursement Trend

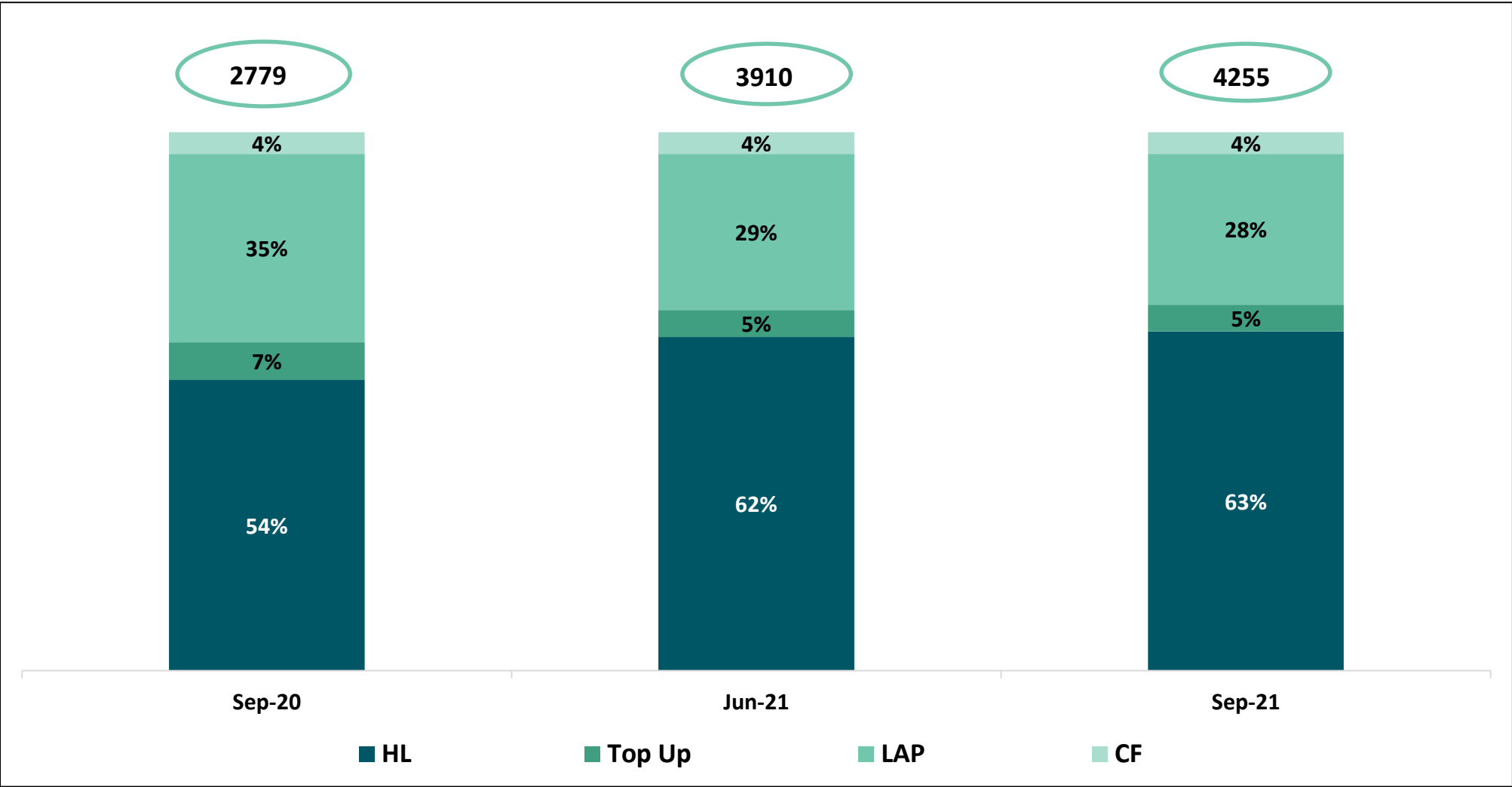


AUM Trend



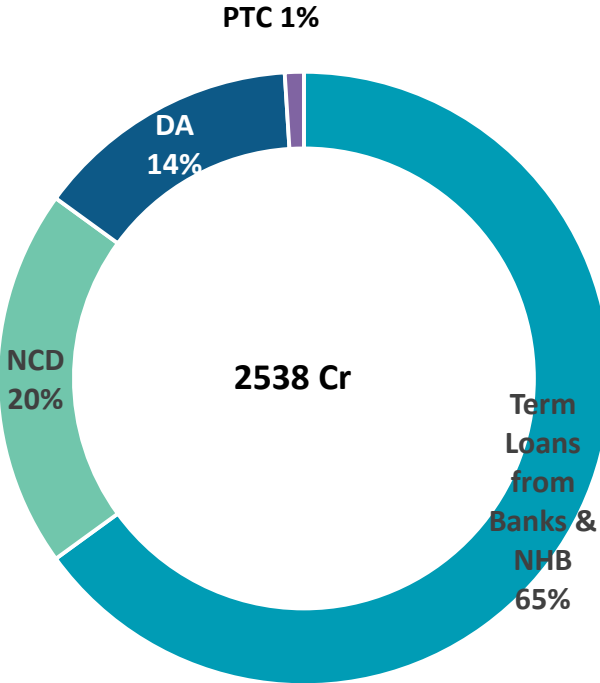
# Assets Under Management

Rs. Crores

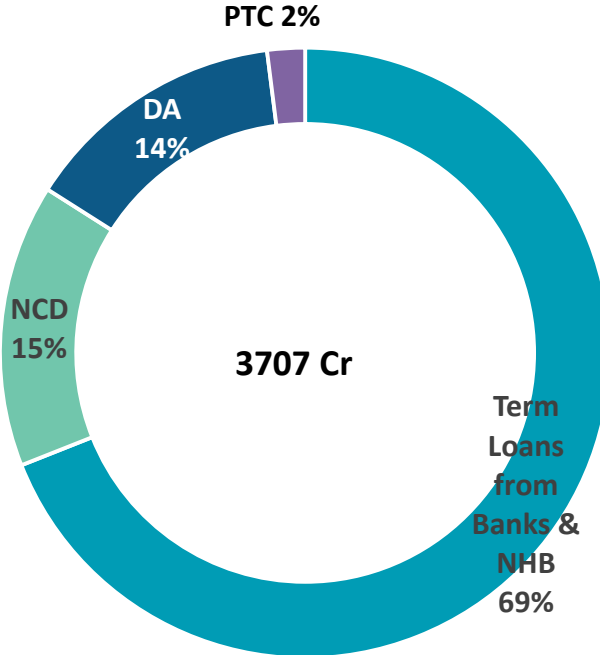


# Borrowings Profile

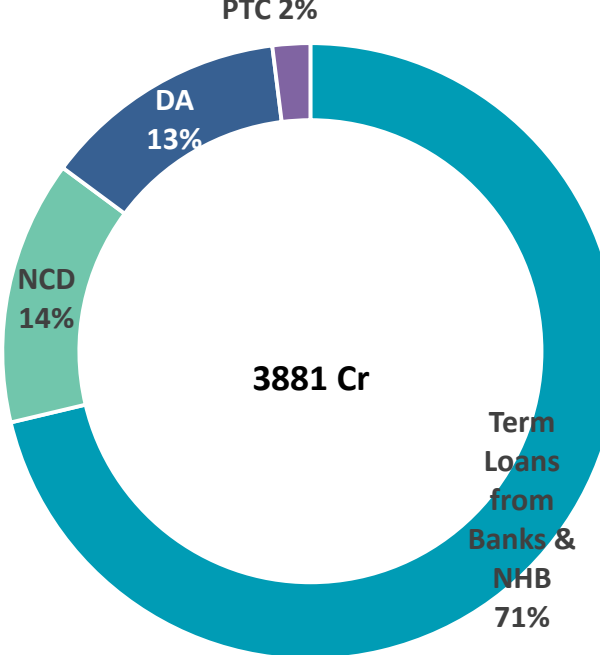
Sep 20



Jun 21



Sep 21





Rs. Crores

# Borrowings Profile

**CRISIL**  
An S&P Global Company



AA (Stable)

**India Ratings & Research**  
A Fitch Group Company

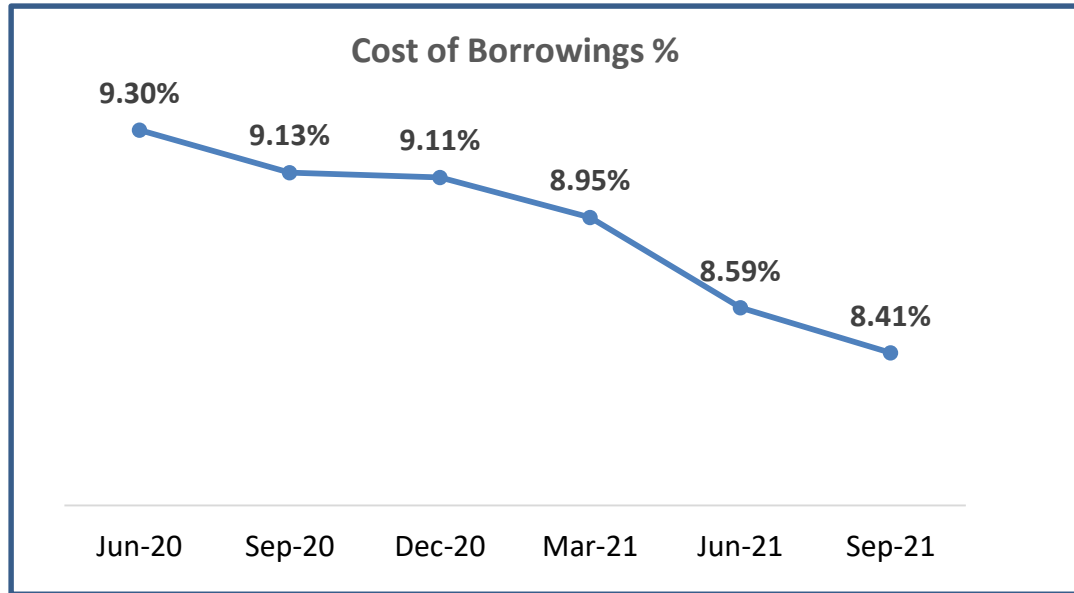


AA (Stable)

**CARE Ratings**  
Professional Risk Opinion



AA (Stable)



ALM Profile				
Particulars	Total Inflows	Total Outflows	Mismatch	Cumulative Mismatch
1 - 30 days	214	213	1	1
1 - 3 months	203	129	74	75
3 - 6 months	298	298	0	76
6 - 12 months	510	509	1	76
1 - 3 yrs	1358	1390	-32	44
3 - 5 yrs	688	687	1	45
> 5 yrs	827	872	-45	0
<b>Total</b>	<b>4098</b>	<b>4098</b>	0	

- Company follows Behavioral maturity pattern for preparation of ALM
- Company is comfortably placed and gaps/mismatch are within Board approved ALM policy as per the above time buckets
- Mismatch in >5 years bucket is well within the approved limits
- There is no Cumulative Mismatch in any of the buckets

Rs. Crores

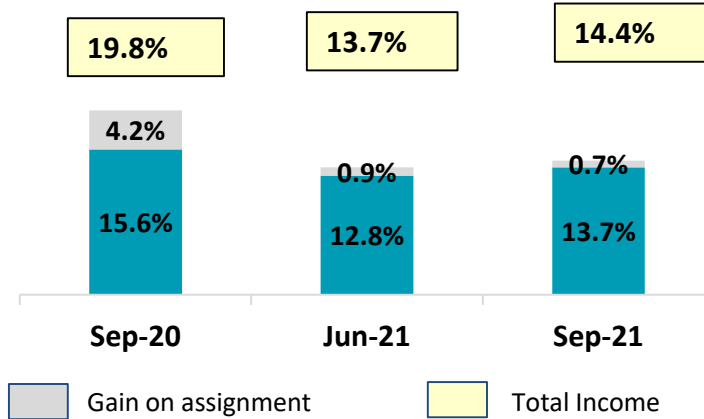
Provisions Analysis	As at		
	Sep-20	Jun-21	Sep-21
Stage 3 - Gross	54.4	78.8	71.3
Stage 3 - ECL Provisions	11.5	17.5	16.2
Stage 3 - Net	42.9	61.3	55.1
<b>Stage 3 - Coverage Ratio (%)</b>	<b>21.2%</b>	<b>22.2%</b>	<b>22.7%</b>
Stage 1 & 2 - Gross	2379.1	3318.2	3650.6
Stage 1 & 2 - ECL Provisions	17.3	24.8	26.6
Stage 1 & 2 - Net	2361.8	3293.4	3624.0
<b>Stage 1 &amp; 2 - ECL Provisions %</b>	<b>0.7%</b>	<b>0.7%</b>	<b>0.7%</b>
<b>Stage 3 % - Gross</b>	<b>2.2%</b>	<b>2.3%</b>	<b>1.9%</b>
<b>Stage 3 % - Net</b>	<b>1.8%</b>	<b>1.8%</b>	<b>1.5%</b>

Rs. Crores

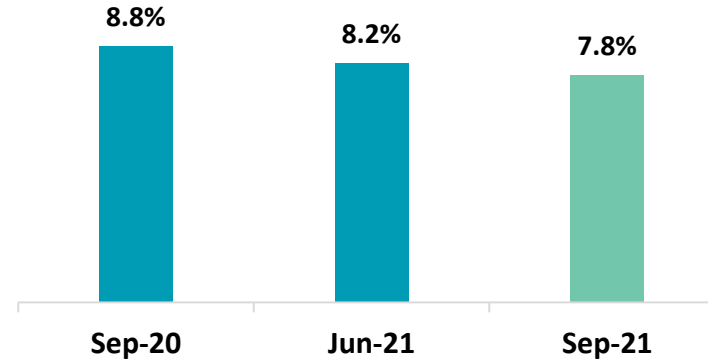
Particulars	Quarter ended				Growth	
	Sep 20	Jun 21	Sep 21		YOY	QOQ
<b>Loan Book</b>	<b>2434</b>	<b>3397</b>	<b>3722</b>		<b>52.9%</b>	<b>9.6%</b>
Income from Operations	113.0	116.6	129.6		14.7%	11.1%
Finance Cost	50.1	69.9	70.1		39.9%	0.3%
<b>Net Interest Income</b>	<b>62.9</b>	<b>46.8</b>	<b>59.5</b>		<b>-5.4%</b>	<b>27.1%</b>
Operating Cost	29.6	30.5	35.7		20.6%	17.0%
<b>Pre Provision Profits</b>	<b>33.3</b>	<b>16.3</b>	<b>23.8</b>		<b>-28.5%</b>	<b>-46.0%</b>
Provisions & Write offs	4.9	1.3	-1.8		-	-
<b>Profit Before Tax</b>	<b>28.3</b>	<b>14.9</b>	<b>25.5</b>		<b>-9.9%</b>	<b>71.1%</b>
Taxes	10.4	4.0	6.7		-35.6%	67.5%
<b>Profit After Tax</b>	<b>17.9</b>	<b>10.9</b>	<b>18.8</b>		<b>5.0%</b>	<b>72.5%</b>

# Key Financial Metrics & Ratios

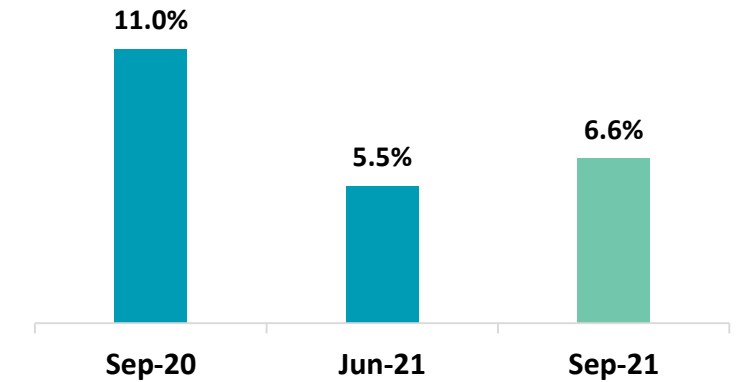
## Yield on Assets



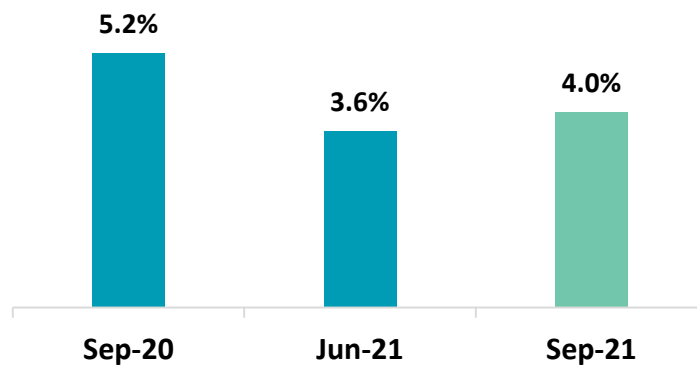
## Interest Expenses



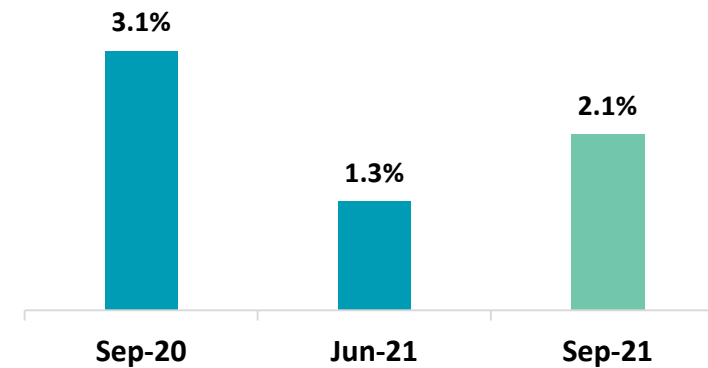
## NIM



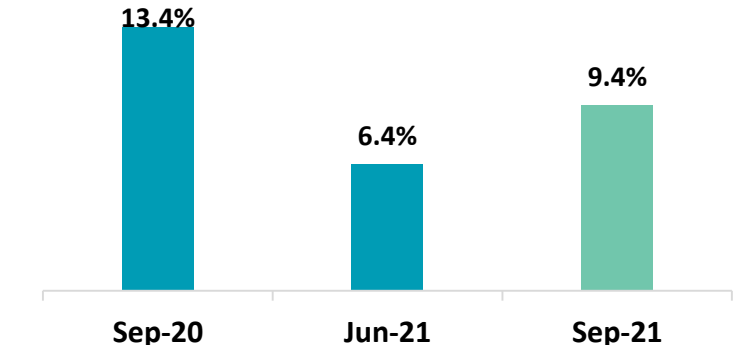
## Operating Expenses



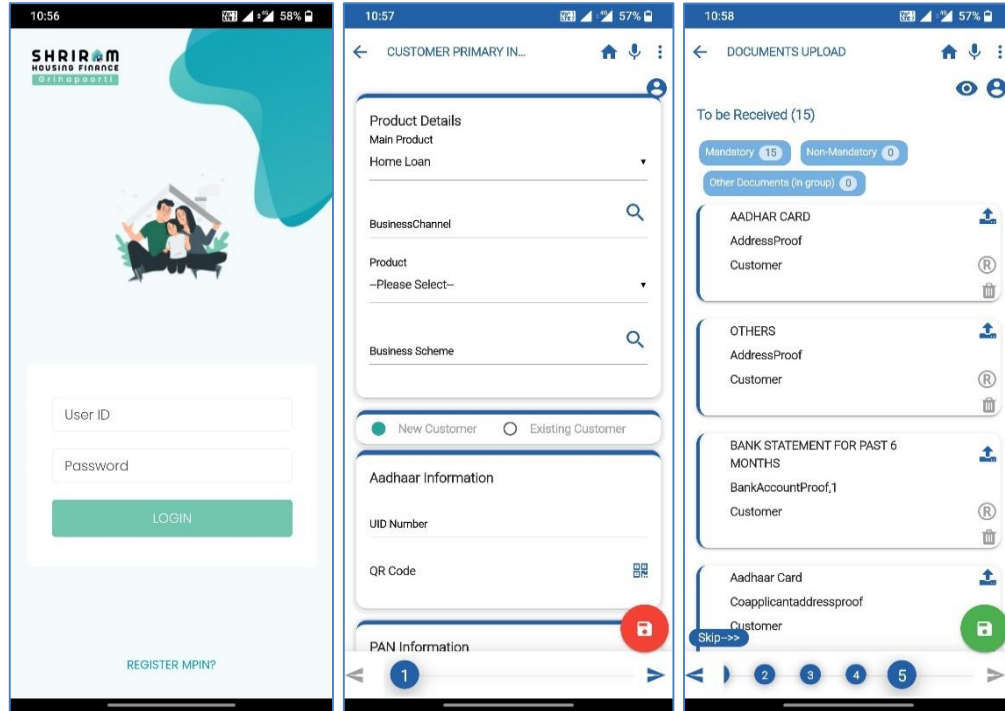
## ROA



## ROE

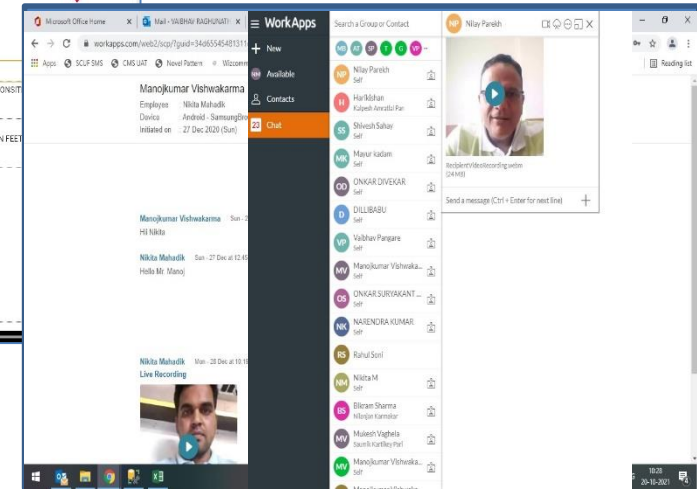
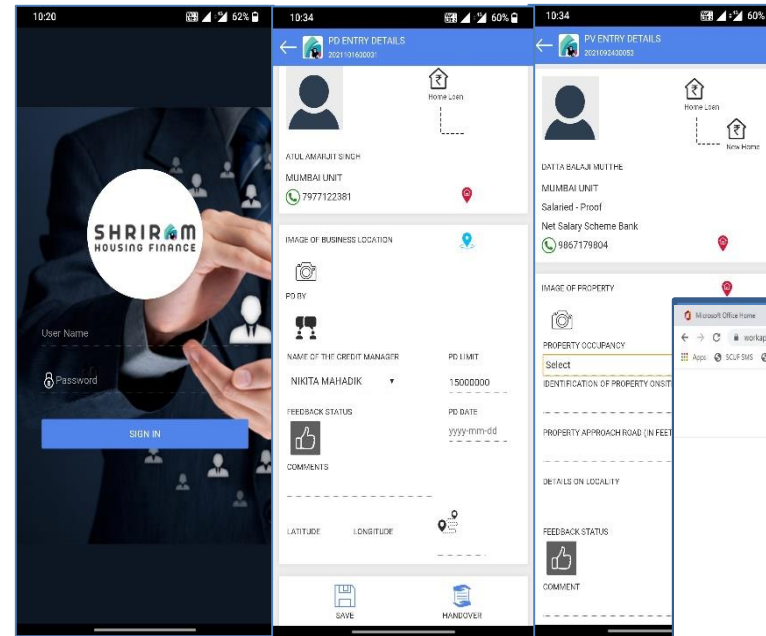
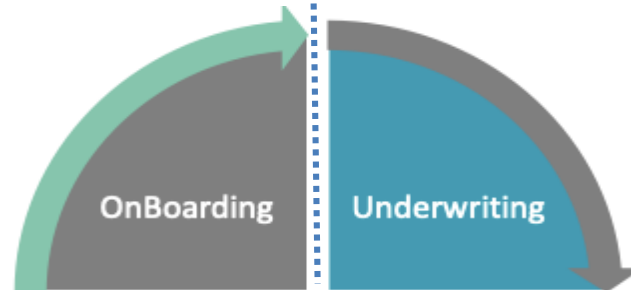


# Digital footprint across the customer lifecycle....



**Griha Poorti App**

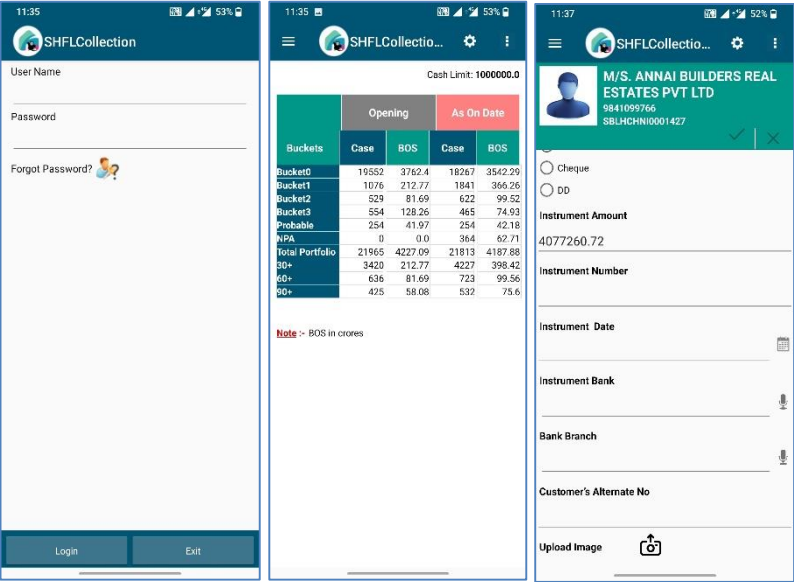
- App launched for origination under Griha Poorti programme
  - Complete data Entry & Documentation
  - Real Time Data Flow
  - Efficient Lead Tracking
- PAN Griha Poorti launch - Nov'21
- 1<sup>st</sup> case logged-in in Oct-21



**Video KYC**

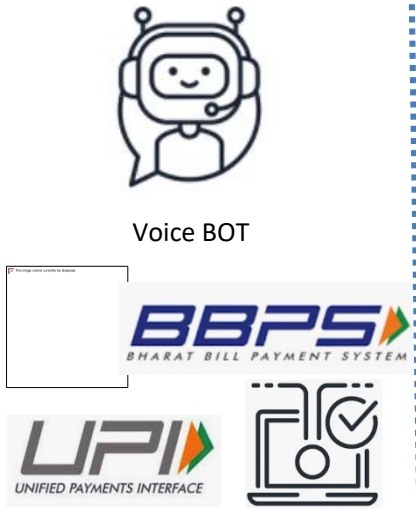
- Mobile App for real-time PD& PV capture and Update
- Remote PD through Video PD
- ~75% of Bank salaried disbursements remotely via Video PD
- Salaried Scorecard under testing

# Digital footprint across the customer lifecycle.... (continued)

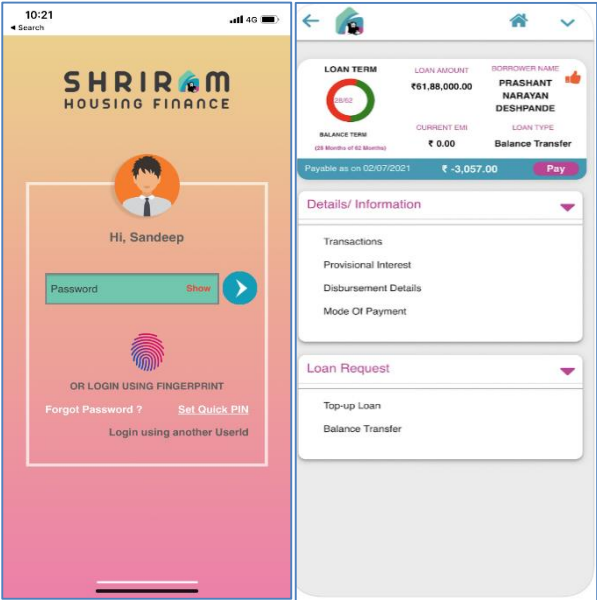


**App based Collection**

- Mobile App based collection and receipts
- Realtime on field information flow
- Voice BOT Pilot for soft collection underway
- Multiple payment modes available

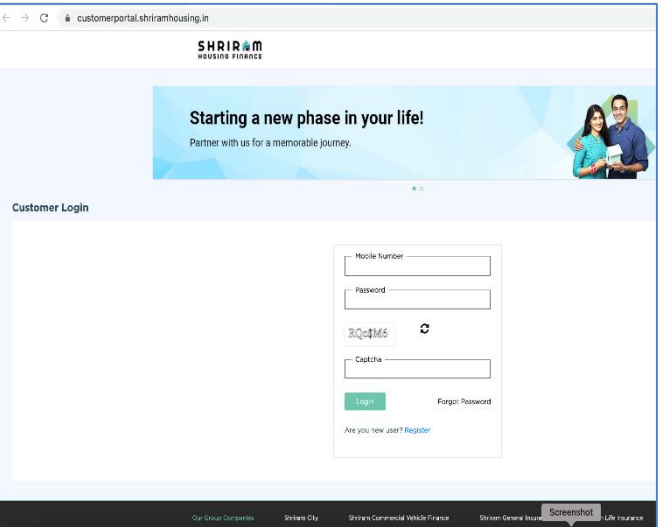


**Digital Payment Options**



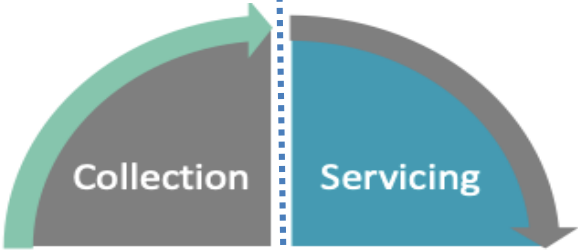
**SHFL App**

- Complete loan/s view
- Online loan Repayment
- Download Interest certificate
- Service requests



**Self Service Portal**

- 10,000+ Downloads
- ~ 3,000 Monthly active Users
- ~ 15% customers active
- INR 4 mn payments collected



*Thank You*



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