

Ref: D: STEC

July 29, 2019

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: Scrip Code: BSE – 532498 and NSE - SHRIRAMCIT

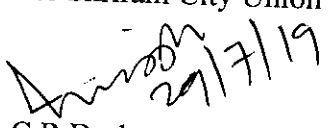
Please find attached the presentation on financial results made by the Company to analysts / institutional investors. This is an intimation under Regulation 30 read with Schedule III (Part A) (15) of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements), Regulations,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

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



Encl: a/a.

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



Investor Presentation

Q1 FY20

Company Background

- Market leader – differentiated position in large under-served retail markets
- Strong parentage and an established track record in financial services
- Strong business fundamentals with diversification-led growth
- Healthy capitalization and balance Sheet with adequate liquidity
- Primarily caters to under-banked customers
- 966 branches with strong presence in rural and semi-urban markets
- Leading small enterprise finance company in India in the Small Loans segment
- Leading two-wheeler financier in India
- Active customer base of 40 Lakhs. Strong base of 28254 employees

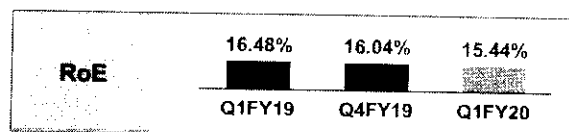
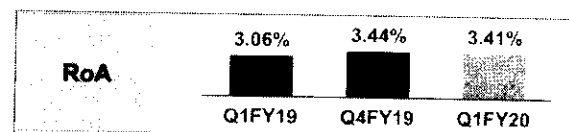
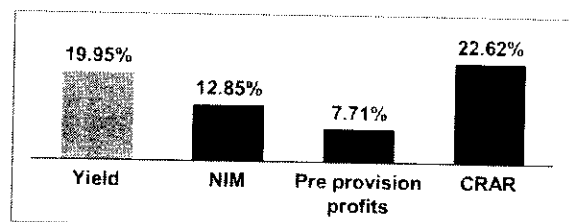
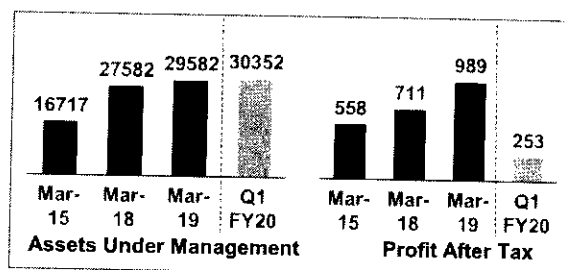
CREDIT RATING - LONG TERM



CREDIT RATING - SHORT TERM

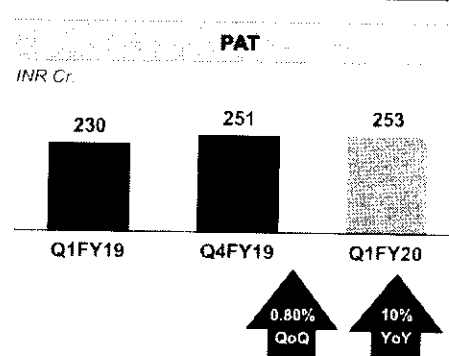
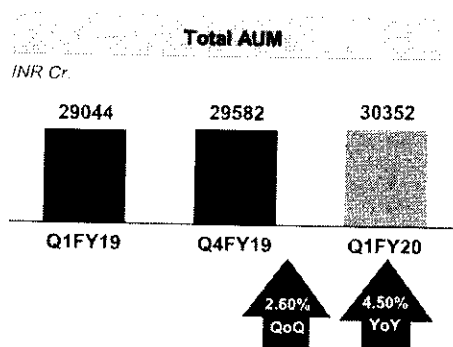
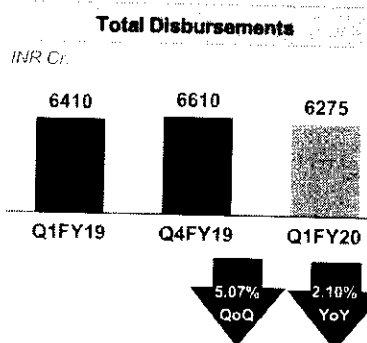


Upgraded by CRISIL
from AA+ in Jul '18



Performance Highlights for Q1 FY20

Key Financial Metrics



Disbursements INR Cr.

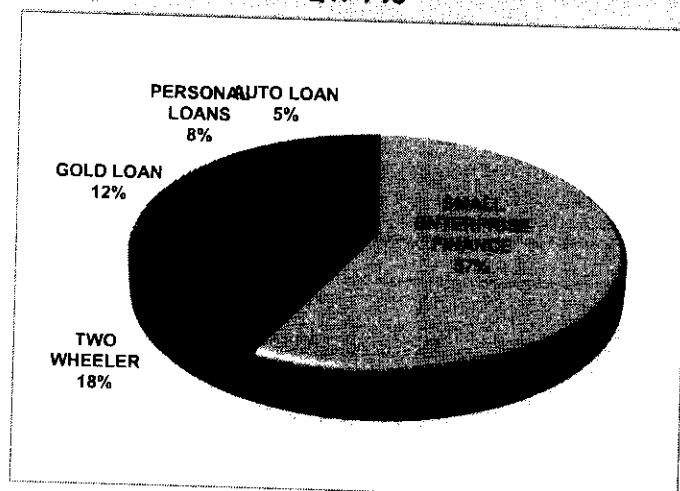
Product	Q1FY19	Q4FY19	Q1FY20
Small Enterprise Finance	2830	3001	2278
Two Wheeler	1284	1319	1284
Personal Loans	605	721	776
Auto Loan	195	203	146
Gold Loan	1495	1367	1790
Total	6410	6610	6275

Assets Under Management INR Cr.

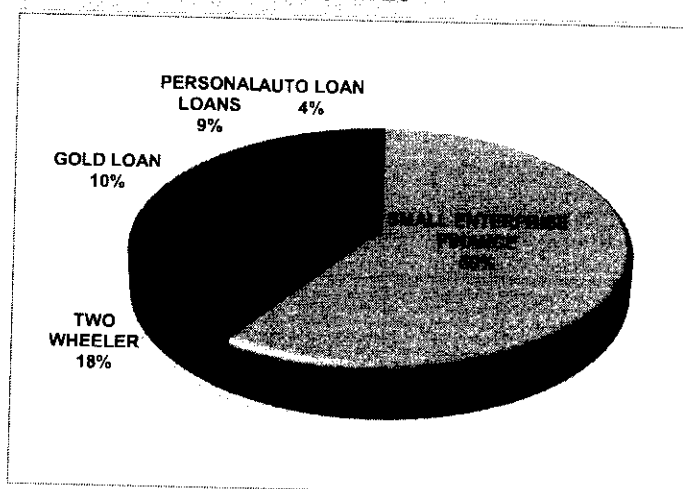
Product	Q1FY19	Q4FY19	Q1FY20
Small Enterprise Finance	16565	17755	17920
Two Wheeler	5270	5370	5480
Personal Loans	2322	2562	2781
Auto Loan	1438	1183	1116
Gold Loan	3450	2712	3055
Total	29044	29582	30352

Performance Highlights – AUM

Q1FY19



Q1FY20

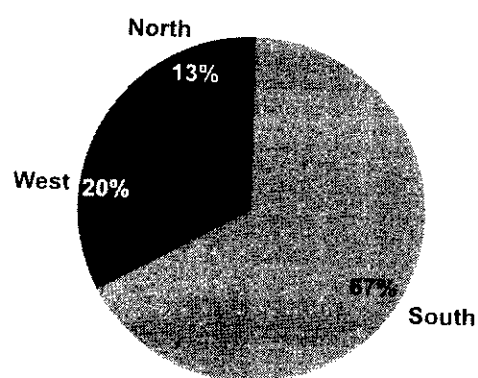


Performance Highlights for Q1 FY20

Geographic Breakup of Business

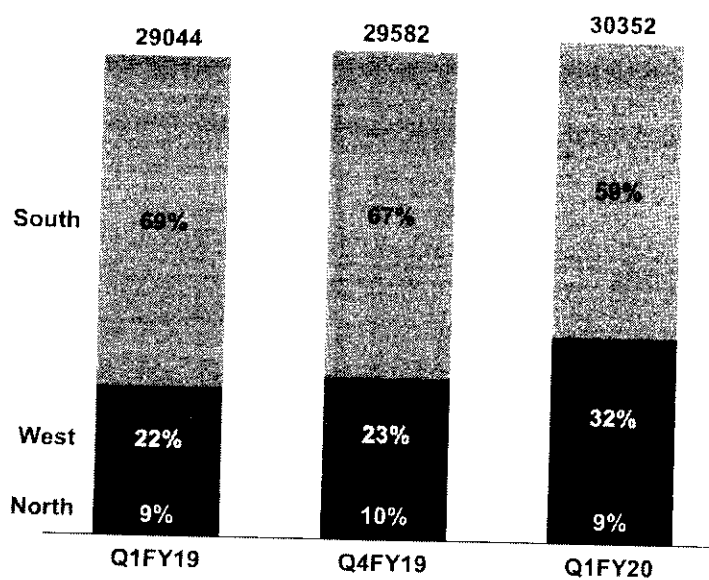
Branch Network by Geography

966 branches as on 30-June-2019



AUM by Geography

AUM in INR Cr.



Performance Highlights

Income Statement under Ind-AS

Particulars (INR in Crores)	Q1FY19	Q4FY19	Q1FY20	Growth	
				YoY	QoQ
Assets Under Management	29044	29582	30352	4.5%	2.6%
Disbursements	6410	6610	6275	-2.1%	-5.1%
Income from Operations	1399	1437	1493	6.7%	3.9%
Finance Cost	461	499	532	15.2%	6.5%
Net Interest Income	938	938	962	2.6%	2.6%
Personnel Expenses	205	215	209	2.1%	-2.7%
Operating Expenses (incl depreciation)	166	150	176	6.5%	17.6%
Other Income	0	1	1		
Pre Provisions Profits	568	574	577	1.6%	0.6%
Provisions for NPA & Std Assets	44	9	18	-59.1%	100%
Write offs	171	174	175	2.4%	0.8%
Provisions & Write offs	215	183	193	-10.1%	5.6%
Profit Before Tax	353	391	384	8.8%	-1.7%
Profit After Tax	230	251	253	10%	0.8%

Performance Highlights - under Ind-AS – Key Ratios & Other Information

Analysis on Average AUM	Q1FY19	Q4FY19	Q1FY20
Yield on Assets	19.78%	19.76%	19.95%
Finance Expenses	6.52%	6.86%	7.10%
Net Interest Margin	13.26%	12.90%	12.85%
Personnel Expenses	2.89%	2.95%	2.79%
Other Opex	2.34%	2.06%	2.35%
Total Operating Expenses	5.23%	5.01%	5.14%
Pre Provision Profits	8.03%	7.89%	7.71%
Provisions for NPA, & Std Assets / ECL	0.62%	0.12%	0.24%
Write offs	2.42%	2.39%	2.34%
Provisions & Write offs	3.04%	2.51%	2.58%
Net Spread (Pre Tax)	4.99%	5.37%	5.13%
RoA	3.06%	3.44%	3.41%
RoE	16.48%	16.04%	15.44%
Leverage (times)	3.89	3.53	3.35
Net Owned Funds	5686	6391	6654
Cost to Income Ratio	39.49%	38.92%	40.02%
Earnings per Share (Rs- for the Quarter)	34.60	38.08	38.36
Book Value per Share (Rs)	862	969	1005
CRAR Total (As per IGAAP)	20.98%	23.12%	22.62%
CRAR (Tier I) (As per IGAAP)	20.30%	22.75%	22.58%

Stage Analysis as per Ind AS

Rs. Crores

Provisions Analysis as per Ind AS	Q1FY19	Q4FY19	Q1FY20
Stage 3 - Gross	2722	2577	2654
Stage 3 - ECL Provisions	1222	1124	1153
Stage 3 - Net	1500	1453	1501
Stage 3 - Coverage Ratio (%)	44.90%	43.61%	43.44%
Stage 1 & 2 - Gross	26322	26339	27196
Stage 1 & 2 - ECL Provisions	613	803	791
Stage 1 & 2 - Net	25709	25536	26404
Stage 1 & 2 - ECL Provisions %	2.33%	3.05%	2.91%
Stage 3 % - Gross	9.37%	8.91%	8.89%
Stage 3 % - Net	5.16%	5.02%	5.03%

Analysis of stage 3 (as per IND AS)

Product	Stage 3 Gross %			Stage 3 Net %			Stage 3 ECL %		
	Q1FY19	Q4FY19	Q1FY20	Q1FY19	Q4FY19	Q1FY20	Q1FY19	Q4FY19	Q1FY20
Small Enterprise Finance	10.14%	9.24%	9.33%	5.37%	5.14%	5.20%	47.10%	44.37%	44.28%
Two Wheelers	10.46%	9.61%	9.37%	5.97%	5.25%	5.11%	42.93%	45.39%	45.43%
Auto Loans	11.41%	11.63%	11.78%	5.90%	5.70%	5.75%	48.30%	50.99%	51.23%
Personal Loans	11.53%	11.04%	11.28%	6.66%	6.46%	6.61%	42.26%	41.45%	41.42%
Loan Against Gold	1.70%	2.34%	2.32%	1.65%	2.22%	2.21%	3.11%	4.89%	4.90%
Total	9.37%	8.91%	8.89%	5.16%	5.02%	5.03%	44.90%	43.61%	43.44%

Diversified Borrowing Profile & adequate Liquidity Backup

Source	Q4FY19	Q1FY20
Total Borrowings (INR Cr.)	22571	22226
Term Loans (INR Cr.)	9864	9970
Term Loans (%)	43.70%	44.86%
CC & WCDL (INR Cr.)	2349	2061
CC & WCDL (%)	10.41%	9.27%
Retail (INR Cr.)	3696	3796
Retail (%)	16.38%	17.08%
Inst. NCD & SD (INR Cr.)	3650	3641
Inst. NCD & SD (%)	16.17%	16.38%
Public issue NCD (INR Cr.)	114	655
Public Issue NCD (%)	0.50%	2.95%
Commercial Papers (INR Cr.)	1786	1142
Commercial Papers (%)	7.91%	5.14%
Others (INR Cr.)	1113	961
Others (%)	4.93%	4.32%
Fixed Rate Borrowings (%)	43%	47%
Semi Fixed Rate Borrowings (%)	52%	49%
Floating Rate Borrowings (%)	5%	4%
Average Cost of Borrowing (%)	9.40%	9.49%

As of 30th June 2019, the Company possessed Liquidity Backup to the extent of INR 1195 Crores in the form of undrawn lines and Current Account Balances.

ALM statement as of 30 June 2019

Rs. Crores






ASSUMING 100% COLLECTION EFFICIENCY

Particulars	1 to 30/31 days (one month)	Over one month to 2 months	Over 2 months to 3 months	Over 3 months to 6 months	Over 6 months to one year	Over one year to 18 months	Over 18 months to 24 months	Over 24 months to 36 months	Over 3 years to 4 years	Over 4 years to 5 years	Over 5 years	Total
Liquidity Back Ups (Current Account & Fixed deposits)	226											226
Inflows from Assets (Assets)	2033	1615	1711	4902	8108	4758	3106	3395	2900	752	2950	36229
Outflows towards Scheduled Commitments (Borrowings)	1205	440	1832	1996	4127	3453	3082	4209	1234	431	13	22022
Mismatch	1055	1175	-121	2906	3982	1305	24	-814	1666	320	2937	14433
Cumulative Mismatch	1055	2229	2108	5014	8996	10300	10324	9510	11176	11496	14433	

ASSUMING 90% COLLECTION EFFICIENCY

Particulars	1 to 30/31 days (one month)	Over one month to 2 months	Over 2 months to 3 months	Over 3 months to 6 months	Over 6 months to one year	Over one year to 18 months	Over 18 months to 24 months	Over 24 months to 36 months	Over 3 years to 4 years	Over 4 years to 5 years	Over 5 years	Total
Liquidity Back Ups (Current Account & Fixed deposits)	226											226
Inflows from Assets (Assets)	1830	1453	1540	4411	7298	4282	2795	3055	2610	676	2655	32606
Outflows towards Scheduled Commitments (Borrowings)	1205	440	1832	1996	4127	3453	3082	4209	1234	431	13	22022
Mismatch	851	1013	-292	2416	3171	829	-287	-1153	1376	245	2642	10810
Cumulative Mismatch	851	1865	1572	3988	7159	7988	7701	6547	7923	8168	10810	

Product Summary

 59% of AUM	 16% of AUM	 10% of AUM	 9% of AUM	 4% of AUM
MSME Financing	Two-Wheeler Financing	Gold Loans	Personal Loans	Auto Loans
<ul style="list-style-type: none"> Launch Year: 2006 Loans to micro, small and medium enterprises. Strong Presence in Andhra, Telangana, Tamil Nadu & Maharashtra. Ticket Size: 10 – 15 L Tenor: 36 – 60 months. Yield Band: 14 – 22% LTV: Cash Flow based Lending 	<ul style="list-style-type: none"> Launch Year: 2002 Among the largest 2W financiers with 20% market share Focus on non salaried class Tech – based lending Ticket Size: 40 – 45 K Tenor: 24 – 30 months. Yield Band: 21 – 26% LTV: C. 75% 	<ul style="list-style-type: none"> Launch Year: 2007 Focused on 5 leading gold demand states. Offered through existing regional network. Ticket Size: 40 – 50 K Tenor: 4 – 6 months. Yield Band: 14 – 18% LTV: C. 75% 	<ul style="list-style-type: none"> Launch Year: 2002 Cross sell product – Currently offered to 2W customers. Entirely based on data mining & analytics Ticket Size: 75K Tenor: 18 – 36 months. Yield Band: 22 – 28% LTV: Cash Flow based Lending 	<ul style="list-style-type: none"> Launch Year: 2006 Primarily involves Preowned cars, PVs & 3Ws in South & West. Relationship based lending, offered to existing/past customers. Ticket Size: 1.25 – 1.5 L Tenor: 24 – 48 months. Yield Band: 18 – 24% LTV: 60 – 80%

SUBSIDIARY DETAILS

SHRIRAM HOUSING FINANCE LIMITED

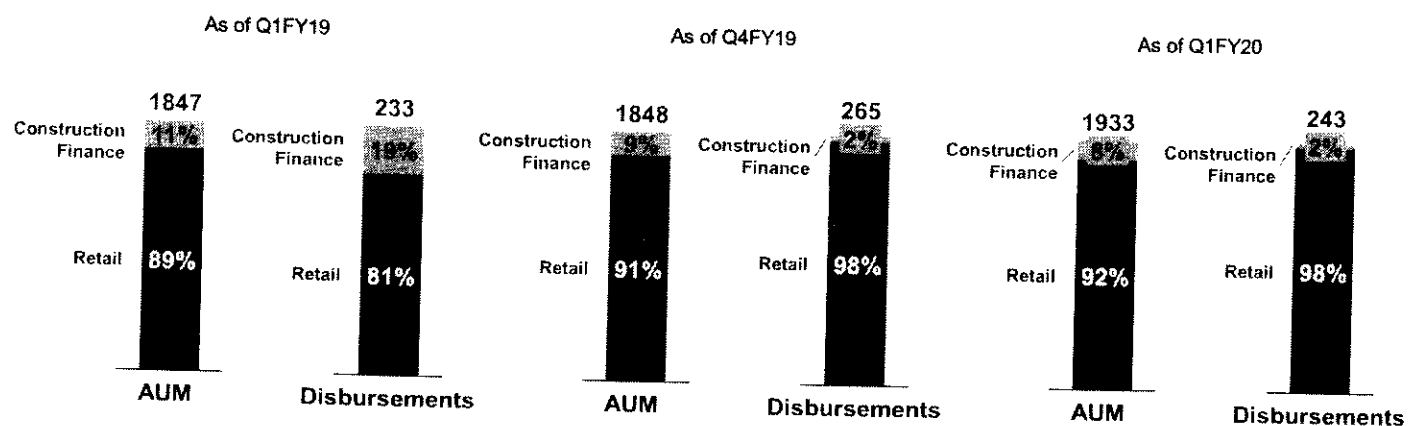
Shriram Housing Finance Ltd

Establishing a presence in Affordable Housing



- ✓ Registered as non-deposit accepting HFC with the National Housing Bank
- ✓ Predominantly catering to self-employed borrowers/ informal salaried customers in Tier-II / Tier-III towns
- ✓ Focus on lower-income segment; average ticket size of INR 18.9 lakhs
- ✓ Operates out of 70 branches across 17 states in India with 679 employees, catering to 10778 customers
- ✓ Rated 'AA+' by Care Ratings and 'Ind AA' by India Ratings

Loan AUM Split



Shriram Housing Finance Ltd

Quarterly Financial Highlights

Particulars (INR in Crores)	Q1FY19	Q4FY19	Q1FY20	Growth	
				YoY	QoQ
Assets Under Management	1847	1848	1933	4.67%	4.61%
Disbursements	233	265	243	4.03%	-8.34%
Interest Income	65.53	62.85	68.75	4.92%	9.39%
Other Income	6.94	8.55	9.69	39.69%	13.30%
Income from Operations	72.46	71.40	78.44	8.25%	9.86%
Interest Expenses	29.99	33.53	38.08	26.96%	13.57%
Net Interest Income	42.47	37.87	40.36	-4.96%	6.58%
Personnel Expenses	15.17	14.81	13.71	-9.64%	-7.40%
Operating Expenses & Others	12.57	13.58	10.41	-17.12%	-23.33%
Impairment of Fin. Instruments/Prov. & Write offs	4.60	-3.02	2.23	-51.49%	NA
Total Expenses	32.34	25.37	26.35	-18.50%	3.90%
Profit Before Tax (Operational)	10.14	12.50	14.01	38.23%	12.04%
Loss on acc of one time extraord. items	-	-	4.80		
Profit Before Tax	10.14	12.50	9.21	-9.13%	-26.35%
Profit After Tax & extraord. items	6.85	9.23	6.88	0.53%	-25.39%

Shriram Housing Finance Ltd

Quarterly Financial Highlights

Analysis on Average AUM	Q1FY19	Q4FY19	Q1FY20
Yield on Assets	15.96%	16.21%	16.49%
Finance Expenses	8.03%	8.63%	8.91%
Net Interest Margin	7.93%	7.59%	7.58%
Cost to Income Ratio	65.31%	74.96%	59.77%
Gross NPAs	6.61%	2.80%	2.86%
Net NPAs	4.97%	2.19%	2.25%
RoA	1.44%	1.84%	1.27%
RoE	6.27%	8.23%	6.00%
Leveraging (times)	3.35	3.67	3.72
Capital Adequacy Ratio	31.93%	29.55%	29.43%
Net worth (INR Cr.)	451.99	461.08	469.39

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