

Ref: D: STEC

November 1, 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**

As required under Regulation 30 read with Schedule III (Part A) (12) of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements), Regulations, 2015, please find enclosed Press Releases which were issued by the Company on the financial results for the quarter and half-year ended September 30, 2019 on October 30, 31 and November 1, 2019.

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

*Pu kette*

Encl:a.a.

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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



## ***Media Coverage Report***

**Shriram City Union Finance Ltd. declares Second  
Quarter and First Half FY20 results**

**Date: October, 2019**

**Prepared by:**



**ADFACTORS PR**  
Knowledge-driven communications

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**WIRES**

Publication : PTI

Date : October 30, 2019

### **Shriram City Union standalone Q2 net up 19.3% to Rs 297.50 cr**

Chennai, Oct30 (PTI): Non Banking Finance Company Shriram City Union Finance Ltd on Wednesday reported a 19.3 per cent rise in its standalone net profits to Rs 297.50 crore.

The company had recorded net profits at Rs 249.27 crore during the year ago period.

For the six month period ending September 30, 2019, net profits grew by 15 per cent to Rs 550.68 crore from Rs 478.85 crore registered a year ago.

Total income for the July-September 30,2019 period was Rs 1,490.24 crore against Rs 1,504.39 crore registered a year ago.

For the six month period ending September 30, 2019 total income grew to Rs 2,978.26 crore from Rs 2,904.21 crore registered a year ago.

Shares of Shriram City Union Finance Ltd ended at Rs 1,320.50 apiece, up by 0.5 per cent over the previous close in the NSE.

**FINANCIALS**

**UPDATE: ( Shriram City Union Finance )**

**Shriram City Union Finance Ltd. declares  
Second Quarter and First Half FY20 results**

Leading Small Business financier Shriram City Union Finance Limited (Shriram City) has declared its results for the second quarter and first half of Financial Year 2020. Standalone Assets under Management, at ₹ 29722 Crores were up 0.50% year-on-year. While disbursements trended lower in the quarter, asset quality improved substantially, with Gross Stage 3 levels lower by 8.72% year-on-year and by 2.25% sequentially. Standalone Net Profit was higher by 15% for the half-year and by 11.8% for the quarter (year-on-year). Subsidiary Shriram Housing Finance Ltd. grew its Net Profit by 7.69% on a sequential basis and by 4.52% year-on-year.

Mr. Y.S. Chakravarti, MD & CEO, Shriram City commented This has been one of the tougher quarters, with both demand-side issues as well as tightening of liquidity and our consequential desire to be conservative with disbursements.

**MAINLINE**



**Publication :** The Indian Express

**Edition :** All Editions

**Date :** October 31, 2019

**Page:** 9

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## **Shriram City Union standalone Q2 net profit up 19.3 pc**

**CHENNAI, Oct 30 (PTI)**

NON Banking Finance Company Shriram City Union Finance Ltd on Wednesday reported a 19.3 per cent rise in its stand-alone net profits to Rs 297.50 crore. The company had recorded net profits at Rs 249.27 crore during the year ago period. For the six month period ending September 30, 2019, net profits grew by 15 per cent to Rs 550.68 crore from Rs 478.85 crore registered a year ago. Total income for the July-September 30, 2019 period was Rs 1,490.24 crore against Rs 1,504.39 crore registered a year ago.

# **REGIONALS**

### श्रीराम सिटी यूनियन फाइनेंस का शुद्ध लाभ 11.8 प्रतिशत बढ़ा

मुंबई (संवाददाता)। अग्रणी लघु व्यवसाय फाइनेंसर श्रीराम सिटी यूनियन फाइनेंस लिमिटेड (श्रीराम सिटी) ने गत 30 सितंबर 2019 को समाप्त वित्त वर्ष की दूसरी तिमाही और पहली छमाही के लिए अपने परिणाम घोषित किये।

इसके अंतर्गत कंपनी के प्रबंधन के तहत स्टैंडअलोन एससेट्स साल-दर-साल 0.50 प्रतिशत बढ़कर 29.722 करोड़ रुपये रहा। जबकि तिमाही में संवितरण कम हुआ, संपत्ति की गुणवत्ता में काफी सुधार हुआ, सकल चरण 3 के स्तर में वर्ष-दर-वर्ष 8.72 प्रतिशत और क्रमिक रूप से 2.25 प्रतिशत की कमी आई।

चालू वित्त वर्ष की दूसरी तिमाही (वर्ष-दर-वर्ष) में कंपनी के स्टैंडअलोन शुद्ध लाभ में 11.8 प्रतिशत और अर्द्ध-वर्ष के लिए स्टैंडअलोन शुद्ध लाभ में 15 प्रतिशत की वृद्धि हुई। सन्निडिपरी श्रीराम हाउसिंग फाइनेंस लिमिटेड ने क्रमिक आधार पर अपने शुद्ध लाभ में 7.69 प्रतिशत और सालाना आधार पर 4.52 प्रतिशत की वृद्धि दर्ज की है।

**ONLINE**

**Publication :** Cogencis

**Link:** <http://www.cogencis.com/newssection/interview-md-says-shriram-city-planning-maiden-fx-borrowing-in-fy20/>

## **MD says Shriram City planning maiden FX borrowing in FY20**

- Shriram City MD: In talks to raise at least \$100 mln via FX loans
- Plan to raise \$300 mln-\$350 mln via MTN Jan-Mar
- To use FX borrow to grow personal, gold loans
- Aim to keep NIM in 12.60-12.75% range going ahead
- To securitise 8-10-rupee loans with LIC this wk

MUMBAI – Shriram City Union Finance Ltd is planning its maiden overseas borrowing to raise at least \$400 mln-\$450 mln through a mix of external commercial borrowings and bonds in the current financial year ending March. The funds raised would primarily be used to drive growth in the company's personal and gold loan segments.

"We are in advanced stages of negotiations with a couple of bankers on ECB (external commercial borrowing) loan," Managing Director and Chief Executive Officer Y.S. Chakravarti told Cogencis in an interview. "It (ECB) could be a minimum of \$100 mln. This is our first one where tentatively, we have a firm commitment of \$50 mln."

The deposit-taking non-banking finance company, part of the Shriram Group, is likely to close the deal for the external commercial borrowing by mid-December. The borrowing will have a minimum maturity of three years.

Shriram City Union Finance also plans to raise \$300 mln-\$350 mln through dollar-denominated medium-term notes, Chakravarti said. Preparations on this front are at a preliminary stage, and the issue is likely in Jan-Mar.

The plans to raise funds overseas come at a time when liquidity constraints have made the lender tread cautiously on loans to small enterprises and, instead, focus on two-wheeler loans and cross-selling personal loans.

According to Chakravarti, availability of funds from domestic banks is largely through the securitisation route—underlying loans being backed by assets.

"Banks in the country are more keen on pushing either direct assignment or securitisation, as they are doing only asset-backed (lending). If I have to push my personal loan and gold loan business, I need a source of funds that won't be tied to an underlying asset," Chakravarti said.

In Jul-Sep, the company had raised 9 bln rupees through securitisation, primarily of two-wheeler and small and medium enterprise loans. It is likely to close an 8-bln-rupee securitisation deal with Life Insurance Corp of India this week, Chakravarti said.

Despite robust demand from the small enterprises finance segment, Shriram City is focusing only on secured loans, as banks are not lending against an unsecured portfolio.

"I might as well go for secured portfolio and securitise and raise money," Chakravarti said.

As on Sep 30, loans to small enterprises accounted for 59% of the lender's 297-bln-rupee assets under management, nearly flat on year. The share of personal loans and two-wheeler loans was at 10% and 19%, respectively.

For 2019-20 (Apr-Mar), Shriram City has cut its guidance for growth in assets under management to 10% from 15-18% because of sluggish growth in loan offtake. Chakravarti said growth would primarily be supported by personal loans and secured lending to small enterprises.

Since the beginning of this financial year, most personal loans have been extended through cross-selling to existing clients, Chakravarti said, adding that focus on existing clients ensured better asset quality and was margin-accretive, given that origination cost was nearly nil.

Going forward, Shriram City would try to keep its net interest margin at 12.60-12.75%, he said. The margin had contracted by 17 basis points sequentially to 12.68% in Jul-Sep.

The focus on personal loans may not lead to sharp changes in the share of each product to the overall assets under management, as the non-banking finance company will have to rely on small and medium enterprise, and two-wheeler loans for securitisation.

"With liquidity tightness, obviously, I will have to look at trade-off between the assets I can securitise and those I can't," Chakravarti said.

At 1302 IST, shares of Shriram City Union Finance were down 0.3% at 1,322.15 rupees on the National Stock Exchange. End

IST, or Indian Standard Time, is five-and-a-half hours ahead of GMT  
US\$1 = 70.80 rupees

**Publication :** The Economic Times

**Link:** <https://economictimes.indiatimes.com/markets/stocks/earnings/shriram-city-union-q2-net-up-19-at-rs-298-crore/articleshow/71826060.cms>

### **Shriram City Union Q2 net up 19% at Rs 298 crore**

Total income for the July-September period was Rs 1,490.24 crore against Rs 1,504.39 crore.

Chennai: Non Banking Finance Company Shriram City UnionNSE 0.48 % Finance Ltd on Wednesday reported a 19.3 per cent rise in its standalone net profits to Rs 297.50 crore.

The company had recorded net profits at Rs 249.27 crore during the year ago period.

For the six month period ending September 30, 2019, net profits grew by 15 per cent to Rs 550.68 crore from Rs 478.85 crore registered a year ago.

Total income for the July-September 30,2019 period was Rs 1,490.24 crore against Rs 1,504.39 crore registered a year ago.

For the six month period ending September 30, 2019 total income grew to Rs 2,978.26 crore from Rs 2,904.21 crore registered a year ago.



**Publication :** Business Standard

**Link:** [https://www.business-standard.com/article/news-cm/shriram-city-union-finance-standalone-net-profit-rises-19-35-in-the-september-2019-quarter-119102600213\\_1.html](https://www.business-standard.com/article/news-cm/shriram-city-union-finance-standalone-net-profit-rises-19-35-in-the-september-2019-quarter-119102600213_1.html)

### **Shriram City Union Finance standalone net profit rises 19.35% in the September 2019 quarter**

Net profit of Shriram City Union Finance rose 19.35% to Rs 297.50 crore in the quarter ended September 2019 as against Rs 249.27 crore during the previous quarter ended September 2018. Sales declined 0.95% to Rs 1489.23 crore in the quarter ended September 2019 as against Rs 1503.55 crore during the previous quarter ended September 2018. **Particulars**

Quarter Ended	Sep. 2019	Sep. 2018	%	Var.
Sales	1489.23	1503.55	-1	OPM
				%62.82
58.08				
-				
PBDT	398.16	381.88	4	PBT
				377.50
				373.71
				1
				NP
				297.50
				249.27
				19

**Publication :** Business Standard

**Link:** [https://www.business-standard.com/article/pti-stories/shriram-city-union-standalone-q2-net-up-19-3-to-rs-297-50-cr-119103001175\\_1.html](https://www.business-standard.com/article/pti-stories/shriram-city-union-standalone-q2-net-up-19-3-to-rs-297-50-cr-119103001175_1.html)

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Shares of Shriram City Union Finance Ltd ended at Rs 1,320.50 apiece, up by 0.5 per cent over the previous close in the NSE.

**Publication :** The Hindu Business Line

**Link:** <https://www.thehindubusinessline.com/markets/stock-markets/shriramcity-union-finance-down-on-muted-sales-numbers/article29829505.ece>

### **Shriram City Union Finance down on muted sales numbers**

The stock of Shriram City Union Finance went down today on the back of selling pressure after the company reported muted sales numbers for the second quarter ended September 30, 2019.

At 11.20 am, the stock was down by Rs 22 or 1.70% to Rs 1,317.75 on the BSE.

Shriram City Union Finance's net Sales were at Rs 1,489.23 crore in Q2FY20, down 1.7% from Rs 1,514.97 crore YoY.

However, its quarterly net profit was at Rs 297.50 crore in Q2FY20, up 19.35% from Rs 249.27 crore YoY. EBITDA stood at Rs 936.54 crore in Q2FY20 up by 6.77% from Rs 877.12 crore YoY.

Shriram City Union Finance had recently issued secured redeemable non-convertible debentures (NCDs) with a base issue size of ₹100 crore, with an option to retain oversubscription to the extent of ₹900 crore. The bond carried an interest rate of 9.85 per cent payable annually.

**Publication :** Moneycontrol

**Link:** <https://www.moneycontrol.com/news/business/earnings/shriram-city-union-standalone-q2-net-up-19-3-to-rs-297-50-cr-4587531.html>

### **Shriram City Union standalone Q2 net up 19.3% to Rs 297.50 cr**

The company had recorded net profits at Rs 249.27 crore during the year ago period.

Net Sales at Rs 1,489.23 crore in September 2019 down 1.7% from Rs. 1,514.97 crore in September 2018.

Quarterly Net Profit at Rs. 297.50 crore in September 2019 up 19.35% from Rs. 249.27 crore in September 2018.

EBITDA stands at Rs. 936.54 crore in September 2019 up 6.77% from Rs. 877.12 crore in September 2018.

Shriram City EPS has increased to Rs. 45.08 in September 2019 from Rs. 37.79 in September 2018.

Shriram City shares closed at 1,334.55 on October 27, 2019 (NSE) and has given -19.22% returns over the last 6 months and -16.39% over the last 12 months.

**Shriram City Union Finance****Standalone Quarterly Results****in Rs. Cr.**

	Sep'19	Jun'19	Sep'18
Net Sales/Income from operations	1,489.23	1,493.47	1,514.97
Other Operating Income	--	--	--
<b>Total Income From Operations</b>	<b>1,489.23</b>	<b>1,493.47</b>	<b>1,514.97</b>
<b>EXPENDITURE</b>			
Consumption of Raw Materials	--	--	--
Purchase of Traded Goods	--	--	--
Increase/Decrease in Stocks	--	--	--
Power & Fuel	--	--	--
Employees Cost	222.92	209.00	211.62
Depreciation	20.66	20.30	8.17
Excise Duty	--	--	--
Admin. And Selling Expenses	--	--	--
R & D Expenses	--	--	--
Provisions And Contingencies	-3.90	17.87	--
Exp. Capitalised	--	--	--
Other Expenses	334.68	331.49	427.07
P/L Before Other Inc. , Int., Excpt. Items & Tax	914.87	914.81	868.11
Other Income	1.01	0.88	0.84
P/L Before Int., Excpt. Items & Tax	915.88	915.69	868.95
Interest	538.38	531.58	495.24
P/L Before Exceptional Items & Tax	377.50	384.11	373.71
Exceptional Items	--	--	--

P/L Before Tax	377.50	384.11	373.71
Tax	80.00	130.93	124.44
P/L After Tax from Ordinary Activities	297.50	253.18	249.27
Prior Year Adjustments	--	--	--
Extra Ordinary Items	--	--	--
<b>Net Profit/(Loss) For the Period</b>	<b>297.50</b>	<b>253.18</b>	<b>249.27</b>
Equity Share Capital	66.00	65.99	65.97
Reserves Excluding Revaluation Reserves	--	--	--
Equity Dividend Rate (%)	--	--	--
<b>EPS Before Extra Ordinary</b>			
Basic EPS	45.08	38.36	37.79
Diluted EPS	45.07	38.35	37.76
<b>EPS After Extra Ordinary</b>			
Basic EPS	45.08	38.36	37.79
Diluted EPS	45.07	38.35	37.76
<b>Public Share Holding</b>			
No Of Shares (Crores)	--	--	--
Share Holding (%)	--	--	--
<b>Promoters and Promoter Group Shareholding</b>			
<b>a) Pledged/Encumbered</b>			
- Number of shares (Crores)	--	--	--
- Per. of shares (as a % of the total sh. of prom. and promoter group)	--	--	--
- Per. of shares (as a % of the total Share Cap. of the company)	--	--	--
<b>b) Non-encumbered</b>			
- Number of shares (Crores)	--	--	--
- Per. of shares (as a % of the total sh. of prom. and promoter group)	--	--	--
- Per. of shares (as a % of the total Share Cap. of the company)	--	--	--
<b>Source : Dion Global Solutions Limited</b>			

**Publication :** Yahoo News

**Link:** <https://in.news.yahoo.com/shriram-city-union-standalone-q2-121250682.html>

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**Publication :** APN News

**Link:** <https://www.apnnews.com/shriram-city-union-finance-ltd-declares-second-quarter-and-first-half-fy20-results/>

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Mr. Y.S. Chakravarti, MD & CEO, Shriram City commented "This has been one of the tougher quarters, with both demand-side issues as well as tightening of liquidity and our consequential desire to be conservative with disbursements. The business environment has however subsequently improved, and we expect to return to usual business levels in the next two quarters on account of their being part of the festival season. It has been heartening though in Q2 that our asset quality improved further, a trend that we have established over the last year."

**About Shriram City Union Finance Ltd. (BSE: SHRMCIITY, NSE: SHRIRAMCIT):** Over three decades old, Shriram City is among the more important players in the retail financing space. The company offers multiple loan products to small business owners and for acquiring assets such as two wheelers, commercial vehicles, passenger vehicles and homes. It also offers loans against gold ornaments and for personal consumption. A deposit-accepting NBFC, Shriram City is a part of the over Rs. 1 Lac crore Chennai-based Shriram Group.