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November 2, 2017

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

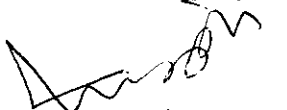
Please find attached the presentation on financial results made by the Company to analysts / institutional investors. This is an intimation under Regulation 30 read with Schedule III (Part A) (15) of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements), Regulations,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

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

SHRIRAM CITY UNION FINANCE LIMITED

**Performance Review for the quarter ended
Sept 2017**

- | | |
|---|--|
| ➤ AUM at Rs. 24898 Crores – | Growth of 3.5% QOQ & 16.4% YOY |
| ✓ Non Gold AUM constitutes over 85% - | Growth of 4.2% QOQ & 15.9% YOY |
| ✓ Small Enterprise Finance continues to constitute over 55% - | Growth of 5.0% QOQ & 14.7% YOY |

- | | |
|---|--|
| ➤ Disbursements at Rs. 6137 Crores- | Growth of 5.8% QOQ & 10.2% YOY |
| ✓ Non Gold Disbursements constitutes 69% - | Growth of 6.5% QOQ & 6.2% YOY |
| ✓ 41% of disbursements are in small enterprise finance portfolio. | |

- ✓ Yield on Assets @ 21.01% improved from 20.64% in Jun 17
- ✓ Cost of Borrowings @ 9.26% as compared to 9.31% in previous quarter
- ✓ Net Interest margin @ 14.26% deriving benefits from reduction in cost of borrowings
- ✓ OPEX & Personnel Expenses @ 5.42% remained constant
- ✓ Cost to income ratio @ 38.01% as against 39.20% in Jun 17
- ✓ Pre provision profits @ 8.85% on AUM up by 41 bps as compared to Jun 17

- NPA Continues to be recognized on 120 DPD basis – GNPA @ 6.91%.
- ✓ Coverage maintained @ 73.6% & Net NPA is at 1.83%
- ✓ Provisions & Write offs on AUM @ 3.88% as against 3.39% in Jun 17

- Profit Before tax @ Rs. 304.07 Crores & Profit After tax is at Rs. 198.30 Cr - up by 2.3 % on QOQ
- Net Spread (pre tax) is @ 4.97% in Jun 17

Performance Highlights – Half Year Ended Sept 2017

(INR in Crores)

Particulars	Half year ended		YOY Growth
	Sep-16	Sep-17	
Assets Under Management	21390	24898	16.4%
Disbursements	10965	11937	8.9%
Income from Operations	2169	2502	15.4%
Interest Expenses	747	814	9.0%
Net Interest Income	1421	1688	18.8%
Other Income	2	2	15.0%
Personnel Expenses	272	326	19.9%
Operating Expenses <i>(incl Depreciation)</i>	285	325	14.2%
Pre Provisions Profits	866	1039	19.9%
Provisions for NPA	69	130	87.3%
Provisions for Standard Assets	5	6	10.8%
Write offs	200	301	50.7%
Provisions & Write offs	275	437	59.2%
Profit Before Tax	591.85	601.88	1.7%
Profit After Tax	386.28	392.16	1.5%

Performance Highlights – Quarter Ended Sept 2017

(INR in Crores)

Particulars	Quarter ended			Growth	
	Sep-16	Jun-17	Sep-17	YOY	QOQ
Assets Under Management	21390	24053	24898	16.4%	3.5%
Disbursements	5567	5799	6137	10.2%	5.8%
Income from Operations	1115	1218	1285	15.2%	5.5%
Interest Expenses	380	402	412	8.5%	2.6%
Net Interest Income	735	816	872	18.7%	7.0%
Other Income	0	2	0	25.0%	-78.5%
Personnel Expenses	135	158	168	25.0%	6.3%
Operating Expenses (incl Depreciation)	148	162	163	10.2%	1.2%
Pre Provisions Profits	453	498	541	19.6%	8.8%
Provisions for NPA	22	59	71	229.2%	21.3%
Provisions for Standard Assets	2	3	3	26.7%	-1.6%
Write offs	115	138	163	41.7%	18.0%
Provisions & Write offs	139	200	237	70.6%	18.7%
Profit Before Tax	313.49	297.81	304.07	-3.0%	2.1%
Profit After Tax	204.49	193.86	198.30	-3.0%	2.3%

(INR in Crores)

Product Segment	Disbursements (quarter ended)			Growth	
	Sep-16	Jun-17	Sep-17	YOY	QOQ
Small Enterprises Finance	2422	2330	2515	3.8%	8.0%
Two Wheeler	1005	1031	1059	5.5%	2.7%
Others	575	630	674	17.2%	7.1%
Disbursements - Excl Gold	4002	3991	4249	6.2%	6.5%
Loan Against Gold	1565	1808	1888	20.7%	4.4%
Total Disbursements	5567	5799	6137	10.2%	5.8%

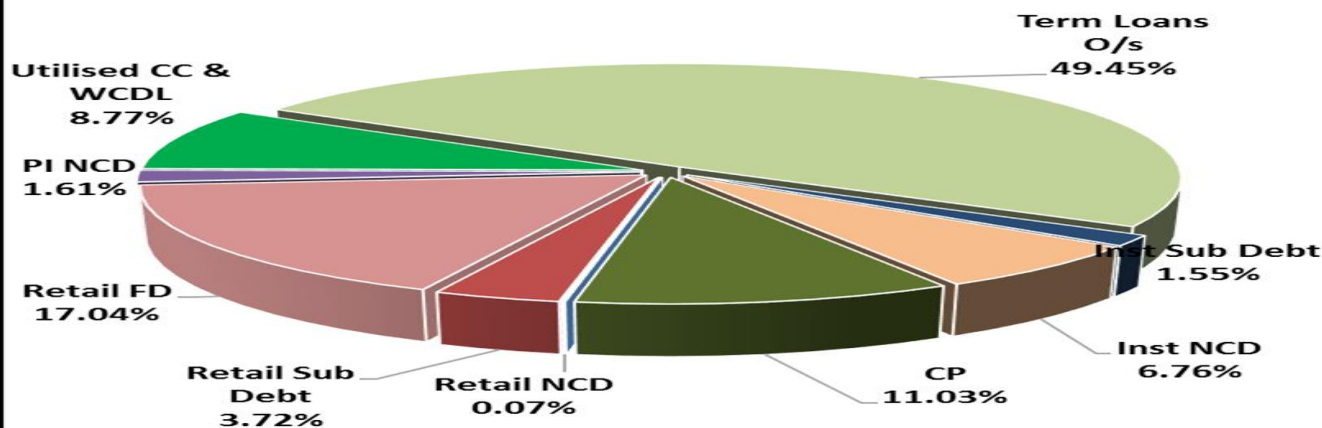
Product Segment	Assets Under Management (as at)			Growth	
	Sep-16	Jun-17	Sep-17	YOY	QOQ
Small Enterprises Finance	12029	13134	13793	14.7%	5.0%
Two Wheeler	3758	4126	4191	11.5%	1.6%
Others	2553	3125	3273	28.2%	4.7%
AUM - Excl Gold	18340	20386	21257	15.9%	4.3%
Loan Against Gold	3049	3668	3641	19.4%	-0.7%
Total AUM	21390	24053	24898	16.4%	3.5%

(INR in Crores)

Analysis on Average AUM	Qtr ended			As at	
	Sep-16	Jun-17	Sep-17	Sep-16	Sep-17
Income from Operations	21.31%	20.64%	21.00%	21.18%	20.84%
Financial Expenses	7.27%	6.81%	6.74%	7.30%	6.78%
Gross Spread	14.05%	13.83%	14.26%	13.88%	14.06%
Personnel Expenses	2.57%	2.68%	2.75%	2.66%	2.72%
OPEX	2.84%	2.74%	2.67%	2.78%	2.71%
Total Expenses	5.41%	5.42%	5.42%	5.44%	5.42%
Other Income	0.01%	0.03%	0.01%	0.02%	0.02%
Pre Provision Profits	8.65%	8.44%	8.85%	8.46%	8.65%
Provisions for NPA	0.41%	0.99%	1.16%	0.68%	1.08%
Provisions for Standard Assets	0.04%	0.05%	0.05%	0.05%	0.05%
Write offs	2.20%	2.34%	2.67%	1.95%	2.51%
Provisions & Write offs	2.66%	3.39%	3.88%	2.68%	3.64%
Net Spread (Pre Tax)	5.99%	5.05%	4.97%	5.78%	5.01%

(INR in Crores)

Segment wise Borrowing as at Sept 17



✓ Total Borrowings as at Sept 17 is Rs. 18126 Cr

✓ Bank borrowings continues to constitute major portion at over 58%

✓ Retail borrowings is at 21% as compared to 26% in Sept 16

✓ Market borrowings is at 19% as compared to 15% in Sept 2016

✓ Outstanding of Public issue of NCD is at 2% as compared to 3%

Details as at Sept 17

Segment	Total	Fixed	Semi Fixed	Floating
Total Borrowings	18126	50%	36%	14%
Weighted Average Tenor (in months)	18.02	12.16	25.18	20.82

(INR in Crores)

Particulars	As at	
	Jun-17	Sep-17
NPA Norms	120 dpd	120 dpd
GNPA	1605	1706
NNPA	421	451
Provisions	1184	1256
Total Assets	23759	24691
GNNPA %	6.76%	6.91%
NNPA %	1.77%	1.83%
Coverage Ratio	73.8%	73.6%

Product Segment	GNPA %		Net NPA %	
	Jun 17	Sep 17	Jun 17	Sep 17
NPA Norms	120 dpd	120 dpd	120 dpd	120 dpd
Small Enterprises Finance	7.14%	7.31%	2.11%	2.15%
Two Wheelers	7.43%	7.55%	2.06%	2.19%
Auto Loans	9.15%	9.31%	2.44%	2.52%
Personal Loans	9.01%	8.87%	-	-
Loan Against Gold	2.70%	2.75%	0.80%	0.82%
Total	6.76%	6.91%	1.77%	1.83%

(INR in Crores)

Particulars	Quarter Ended		
	Sep-16	Jun-17	Sep-17
Tier I CRAR	23.23%	21.88%	21.89%
Tier II CRAR	2.34%	1.49%	1.27%
Capital Adequacy Ratio (%)	25.57%	23.37%	23.15%
Return on Average Net Worth (%)	17.15%	15.26%	15.14%
Return on Average Total Assets (%)	3.73%	3.12%	3.08%
Leverage	3.19	3.40	3.39
Book Value (Rs.)	736.19	779.56	809.59
Earnings Per Share (Rs.)	31.02	29.40	30.08

Subsidiary Performance Review -Shriram Housing

Quarterly Financial Highlights (1/2)



Particulars (INR cr.)	Q2 FY17	Q1 FY18	Q2 FY18	QoQ Growth	YoY Growth
AUM	1,752.8	1,642.7	1,610.6	(2.0%)	(8.1%)
Disbursements	331.9	136.5	121.0	(11.3%)	(63.5%)
Income from Ops	72.3	67.3	65.4	(2.9%)	(9.6%)
<i>Retail</i>	62.0	60.8	59.7	(1.9%)	(3.7%)
<i>CF</i>	10.3	6.5	5.7	(12.4%)	(45.1%)
Total Income	73.1	69.0	65.9	(4.5%)	(9.8%)
Interest expenses	29.5	32.5	28.1	13.4%	4.4%
Employee expenses	13.1	6.0	10.6	(76.6%)	19.1%
Operating expenses & Others	12.5	11.0	12.5	(13.6%)	0.5%
One-off expenses	0.0	2.8	0.0	NM	NM
Prov. & write-offs	2.5	11.9	3.9	67.0%	(54.7%)
Profit Before Tax (PBT)	15.5	4.8	10.8	123.5%	(30.5%)
PBT (excl. one-off expenses)	15.5	7.6	10.8	41.6%	(30.5%)
Profit After Tax	10.1	4.6	7.4	60.6%	(26.9%)

▪ QoQ AUM contraction: ~INR 154 cr.

▪ WAC 9.1% in Q2-18 vs 9.2% in Q1-18

▪ Q1-18 Emp. Cost: INR 3.5 cr. expense reversal owing to excess provisioning

▪ Provisions & w/o lower due to consistent GNPA requiring negligible incremental provisioning

▪ INR 4.1 cr. provisions for re-po assets

Quarterly Financial Highlights (2/2)



Particulars	Q1 FY18	Q2 FY17	Q2 FY18	QoQ Variance	YoY Variance
Income from Ops (% of avg. AUM)	15.79%	17.54%	15.94%	0.15%	(1.60%)
Avg. cost of borrowing (annualized)	9.22%	9.63%	9.13%	(0.09%)	(0.50%)
NIMs	8.16%	10.39%	9.07%	0.91%	(1.32%)
Cost to Income Ratio	54.16%	58.75%	61.11%	(6.95%)	(2.37%)
Gross NPAs	4.80%	3.48%	4.93%	0.12%	1.45%
Net NPAs	3.36%	2.56%	3.45%	0.09%	0.89%
ROA	0.97%	2.19%	1.61%	0.64%	(0.58%)
ROE	4.40%	10.10%	6.92%	2.51%	(3.18%)
Debt / Equity	3.12x	3.62x	2.80x	(0.21x)	0.32x
Capital Adequacy Ratio	31.68%	28.04%	35.01%	3.33%	6.97%
Net worth (INR cr.)	419.0	401.2	426.7	7.7	25.5

Thank You