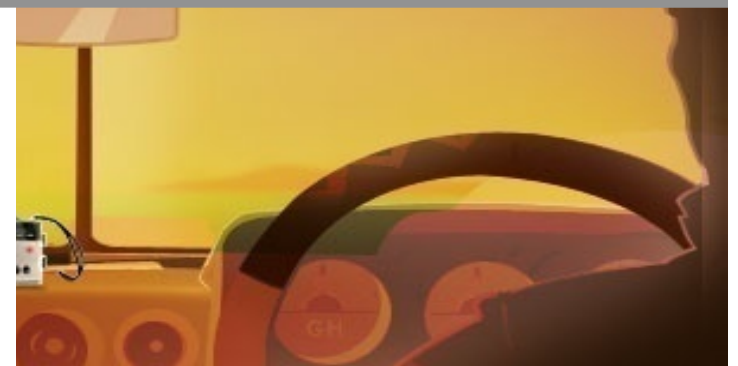


# Shriram Transport Finance Company Ltd.



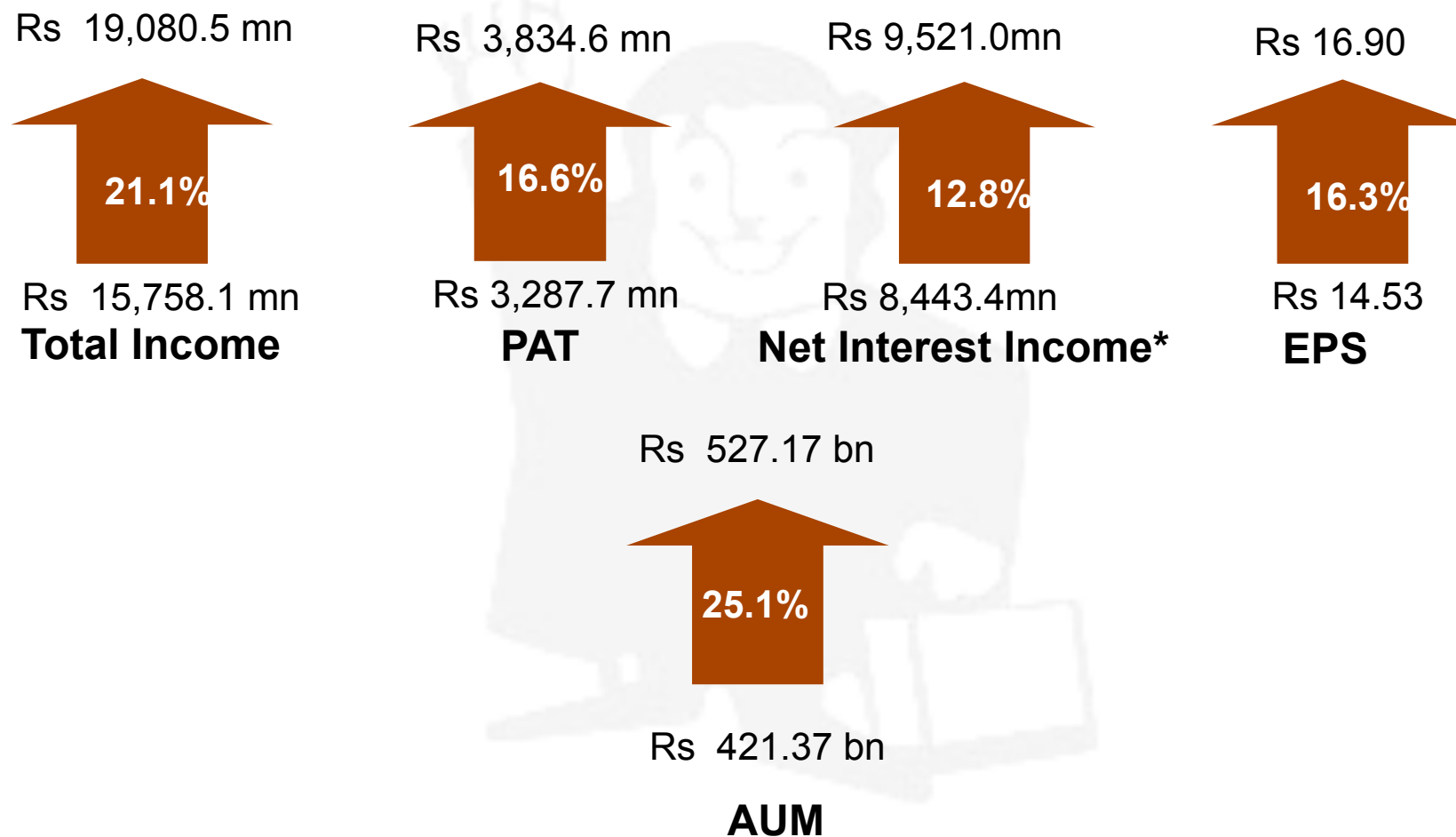
**Investor Update**

**May 07, 2013**

**Q4 FY 2012 - 13 (JANUARY, 2013 to MARCH, 2013)**

# Sustained Quarterly Growth Trend Continues

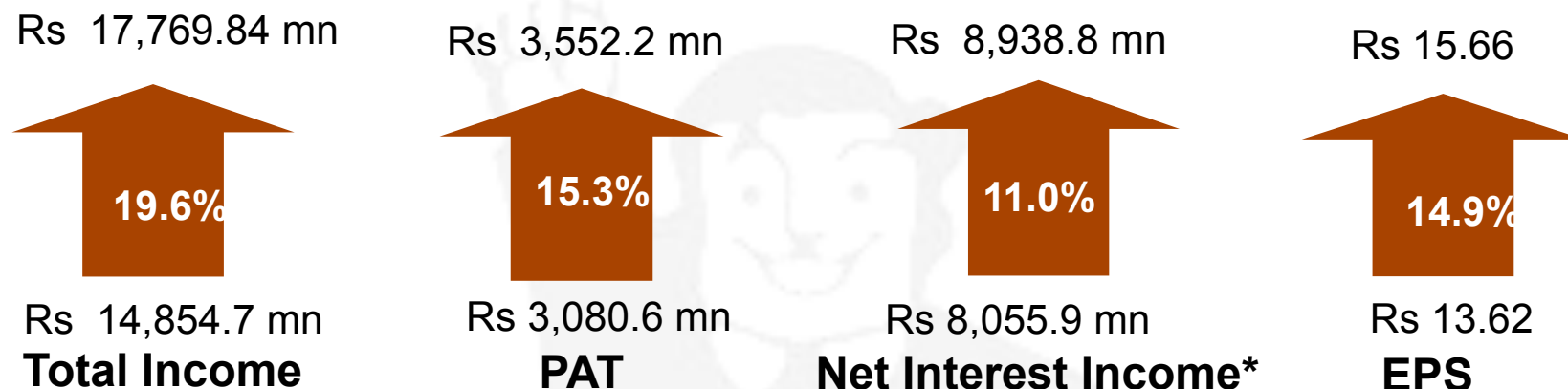
## Consolidated Performance Review Q4 FY' 12 Vs. Q4 FY' 13



\* including Securitisation Income

# Sustained Quarterly Growth Trend Continues

## Standalone Performance Review Q4 FY' 12 Vs. Q4 FY' 13

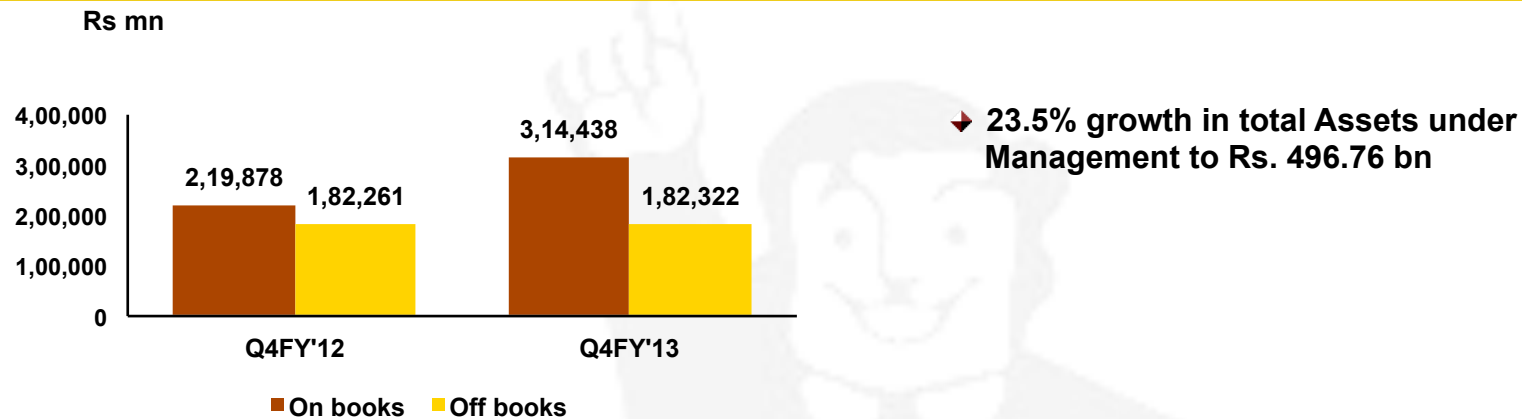


- ➔ **Growth in total income driven by growth across key revenue streams:**
  - ✓ Interest Income up by 43.1% to Rs 13,103.6 mn from Rs 9,158.2 mn
- ➔ **Growing operating profits** by 14.3% to Rs 7,458.9 mn from Rs 6,528.8 mn
- ➔ **Increase in PAT** by 15.3% to Rs 3,552.3 mn from 3,080.6 mn due to decrease in provisioning cost by 19 basis point.
- ➔ **Asset quality** with Gross NPAs & Net NPA stood at 3.20% & 0.77% as against 3.06 & 0.44 and the Net NPA in absolute amount stands at Rs. 2,416.4 mn (Coverage ratio maintained over 76%)
- ➔ Employee Strength Increased by 1,121 taking the total strength to 16,178 from 15,057 including 10,057 field officers

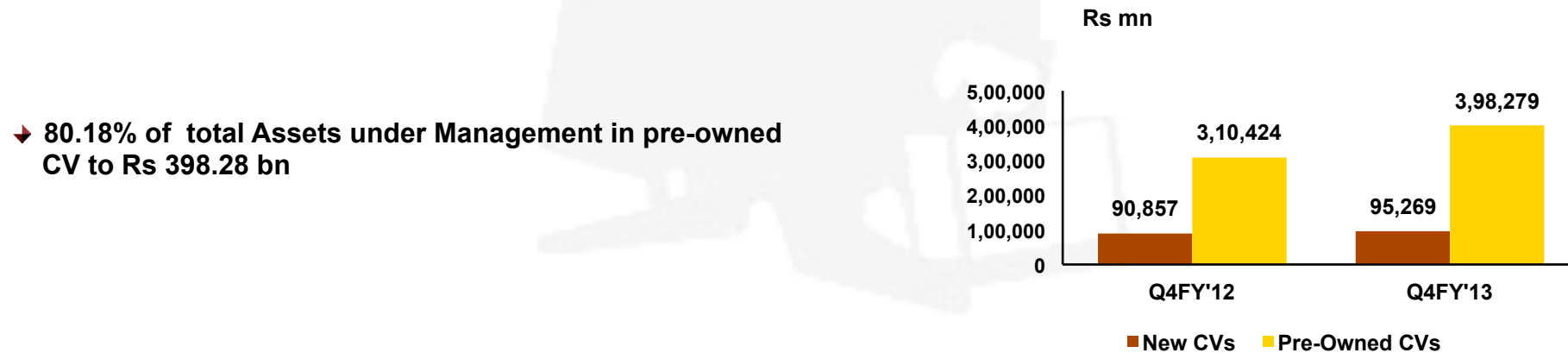
\* including Securitisation Income

# Driven by Growing AUM

## Assets under Management (On books & Off books)



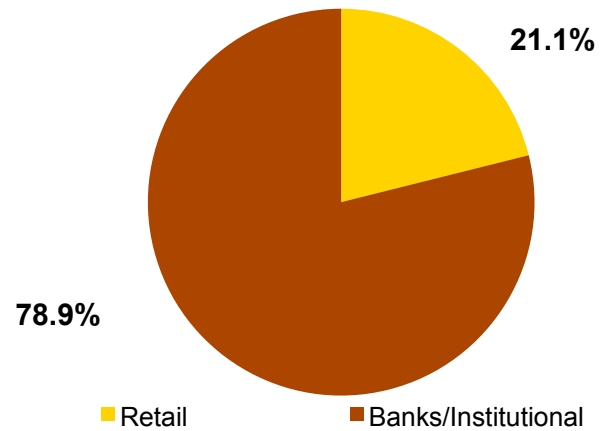
## Assets under Management (New & Pre-owned CVs)



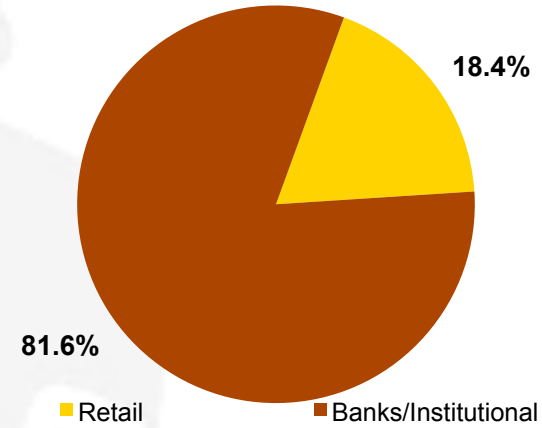
# Supported by a Healthy Borrowing Profile

## Borrowing Profile

Q4 FY' 12 – Rs 231.22 bn



Q4 FY' 13 – Rs 310.02 bn



# Geographical Reach & Proximity to the Customer

## Branch Locations Across India

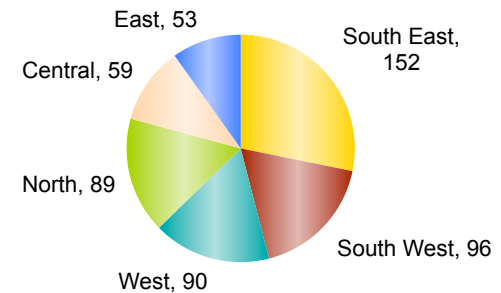


States with STFC Presence

## Pan-India Presence

**539** Branch Offices, **350** Rural Centres  
Tie up with **Over 500** Private Financiers  
**16,178** Employee including **10,057** Field Officers

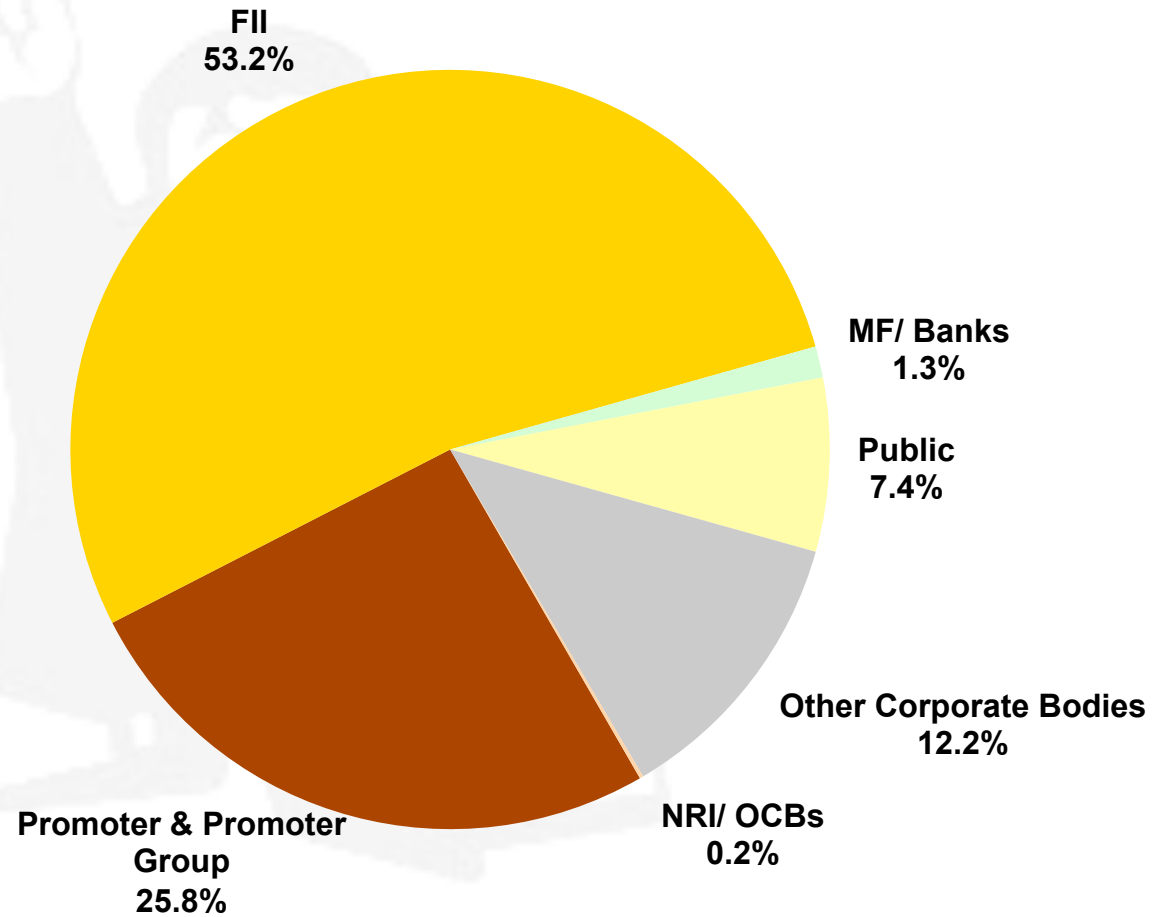
## Regional Split of Branches



As on March 31, 2013

# Shareholding Structure as on March 31, 2013

No. of shares outstanding: 226.86mn



## Profit and Loss Statement

	(Rs mn)									
Profit & Loss Statement	Q4 FY'12	Q1 FY'13	Q2 FY'13	Q3 FY'13	Q4 FY'13	YoY %	QoQ %	FY'12	FY'13	YoY %
Interest Income	9,158.2	8,875.5	10,945.8	12,045.7	13,103.6	43.08%	8.78%	36,659.4	44,970.5	22.67%
Interest expended	6,258.9	6,173.3	6,858.5	7,350.2	8,057.2	28.73%	9.62%	24,473.3	28,439.4	16.21%
Net Interest Income	2,899.3	2,702.2	4,087.3	4,695.5	5,046.4	74.05%	7.47%	12,186.1	16,531.1	35.66%
Income from Securitisation	5,429.8	5,508.3	4,713.8	4,424.0	4,077.0	-24.91%	-7.84%	20,934.6	18,723.2	-10.56%
Less : Securitisation Expenses	273.1	185.6	123.4	172.5	184.6	-32.42%	7.01%	859.4	666.2	-22.48%
Income from Securitisation (Net)	5,156.6	5,322.7	4,590.4	4,251.5	3,892.4	-24.52%	-8.45%	20,075.2	18,057.1	-10.05%
<b>Net Interest Income including Income from Securitisation</b>	<b>8,055.9</b>	<b>8,024.9</b>	<b>8,677.7</b>	<b>8,947.0</b>	<b>8,938.8</b>	<b>10.96%</b>	<b>-0.09%</b>	<b>32,261.3</b>	<b>34,588.2</b>	<b>7.21%</b>
Other fee based income	-	-	5.5	11.5	12.1	-	4.59%	-	29.1	0.00%
<b>Operating Income</b>	<b>8,055.9</b>	<b>8,024.9</b>	<b>8,683.2</b>	<b>8,958.5</b>	<b>8,950.9</b>	<b>11.11%</b>	<b>-0.09%</b>	<b>32,261.3</b>	<b>34,617.3</b>	<b>7.30%</b>
Operating expenditure	1,782.3	1,940.4	1,872.2	1,998.5	2,049.0	14.96%	2.53%	7,114.1	7,860.1	10.49%
<b>Core Operating Profit (before Provisions &amp; Contingen.)</b>	<b>6,273.6</b>	<b>6,084.5</b>	<b>6,811.0</b>	<b>6,960.0</b>	<b>6,901.9</b>	<b>10.02%</b>	<b>-0.83%</b>	<b>25,147.2</b>	<b>26,757.2</b>	<b>6.40%</b>
Other Income	255.2	702.3	308.2	288.3	557.0	118.27%	93.20%	1,283.7	1,855.9	44.57%
<b>Operating Profit</b>	<b>6,528.8</b>	<b>6,786.8</b>	<b>7,119.2</b>	<b>7,248.3</b>	<b>7,458.9</b>	<b>14.25%</b>	<b>2.90%</b>	<b>26,430.9</b>	<b>28,613.1</b>	<b>8.26%</b>
Provisions for Bad Debts	1,953.4	1,945.7	2,017.5	2,081.3	2,179.1	11.56%	4.70%	7,561.0	8,223.6	8.76%
Provisions against Standard Assets	(35.0)	80.1	88.5	44.8	14.3	-140.78%	-68.16%	60.8	227.6	274.27%
<b>PBT</b>	<b>4,610.4</b>	<b>4,761.0</b>	<b>5,013.2</b>	<b>5,122.2</b>	<b>5,265.5</b>	<b>14.21%</b>	<b>2.80%</b>	<b>18,809.1</b>	<b>20,161.9</b>	<b>7.19%</b>
Tax	1,529.8	1,542.5	1,637.6	1,662.3	1,713.3	12.00%	3.07%	6,234.6	6,555.7	5.15%
<b>PAT</b>	<b>3,080.6</b>	<b>3,218.5</b>	<b>3,375.6</b>	<b>3,459.9</b>	<b>3,552.2</b>	<b>15.31%</b>	<b>2.67%</b>	<b>12,574.5</b>	<b>13,606.2</b>	<b>8.20%</b>
<b>EPS (Rs)</b>	<b>13.62</b>	<b>14.22</b>	<b>14.92</b>	<b>15.25</b>	<b>15.66</b>	<b>14.94%</b>	<b>2.65%</b>	<b>55.59</b>	<b>59.98</b>	<b>7.90%</b>
<b>Total CRAR %*</b>	<b>22.26%</b>	<b>21.31%</b>	<b>20.48%</b>	<b>19.16%</b>	<b>20.58%</b>	<b>-7.55%</b>	<b>7.41%</b>	<b>22.26%</b>	<b>20.58%</b>	<b>-7.55%</b>
<b>Book Value (Rs)</b>	<b>263.05</b>	<b>277.45</b>	<b>291.93</b>	<b>304.48</b>	<b>315.58</b>	<b>19.97%</b>	<b>3.65%</b>	<b>263.05</b>	<b>315.58</b>	<b>19.97%</b>

Key Ratios (%)	Q4 FY'12	Q1 FY'13	Q2 FY'13	Q3 FY'13	Q4 FY'13	YoY %	QoQ %	FY'12	FY'13	YoY %
Return on Avg. Net Worth	20.92%	20.92%	20.83%	20.36%	20.10%	-3.93%	-1.28%	22.82%	20.53%	-10.01%
Return on Avg. Assets	3.53%	3.72%	3.86%	3.58%	3.34%	-5.38%	-6.70%	3.75%	3.61%	-3.73%
Interest Coverage Ratio	2.37	2.44	2.33	2.28	2.20	-7.11%	-3.44%	2.41	2.31	-4.15%



## Balance Sheet

(Rs mn)

Balance Sheet	Q4 FY'12	Q1 FY'13	Q2 FY'13	Q3 FY'13	Q4 FY'13	YoY %	QoQ %	FY'12	FY'13	YoY %
<b>Liabilities</b>										
Shareholder funds										
Equity Capital	2,263.2	2,263.2	2,263.8	2,268.8	2,268.9	0.25%	0.00%	2,263.2	2,268.9	0.25%
Reserves	57,659.9	60,876.6	64,246.2	67,187.6	69,678.5	20.84%	3.71%	57,659.9	69,678.5	20.84%
Loans										
Secured	1,78,057.1	1,59,858.4	1,67,029.6	2,11,860.2	2,38,684.1	34.05%	12.66%	1,78,057.1	2,38,684.1	34.05%
Unsecured	53,161.4	52,933.3	70,847.4	69,749.7	71,340.6	34.20%	2.28%	53,161.4	71,340.6	34.20%
Current Liabilities	66,051.4	62,607.3	61,548.0	77,023.6	65,808.9	-0.37%	-14.56%	66,051.4	65,808.9	-0.37%
<b>Total</b>	<b>3,57,193.0</b>	<b>3,38,538.8</b>	<b>3,65,935.0</b>	<b>4,28,089.9</b>	<b>4,47,781.0</b>	<b>25.36%</b>	<b>4.60%</b>	<b>3,57,193.0</b>	<b>4,47,781.0</b>	<b>25.36%</b>
<b>Assets</b>										
Fixed Assets	397.3	426.7	499.9	547.0	600.5	51.15%	9.79%	397.3	600.5	51.15%
Loans & Advances	1,622.3	3,724.5	1,174.6	3,020.0	3,957.4	143.93%	31.04%	1,622.3	3,957.4	143.93%
Cash & Bank balances	53,808.7	33,333.4	31,748.5	41,170.9	64,615.0	20.08%	56.94%	53,808.7	64,615.0	20.08%
Investments	39,646.4	12,593.3	9,654.7	46,343.5	35,689.1	-9.98%	-22.99%	39,646.4	35,689.1	-9.98%
Truck receivables	2,19,019.0	2,53,431.4	2,93,246.5	3,08,494.2	3,11,226.6	42.10%	0.89%	2,19,019.0	3,11,226.6	42.10%
Deferred Tax Asset	2,166.7	2,319.1	2,569.9	2,784.8	2,838.3	30.99%	1.92%	2,166.7	2,838.3	30.99%
Current Assets	40,532.5	32,710.4	27,040.9	25,729.5	28,854.1	-28.81%	12.14%	40,532.5	28,854.1	-28.81%
<b>Total</b>	<b>3,57,193.0</b>	<b>3,38,538.8</b>	<b>3,65,935.0</b>	<b>4,28,089.9</b>	<b>4,47,781.0</b>	<b>25.36%</b>	<b>4.60%</b>	<b>3,57,193.0</b>	<b>4,47,781.0</b>	<b>25.36%</b>

Spread Analysis	Q4 FY'12	Q1 FY'13	Q2 FY'13	Q3 FY'13	Q4 FY'13			FY'12	FY'13	
Total Income/ Avg. total assets	16.99%	17.45%	18.27%	17.37%	16.70%			17.57%	17.41%	
Interest cost/ Avg. total assets	7.22%	7.14%	7.85%	7.62%	7.58%			7.39%	7.55%	
<b>Gross Spread</b>	<b>9.77%</b>	<b>10.31%</b>	<b>10.42%</b>	<b>9.75%</b>	<b>9.12%</b>			<b>10.18%</b>	<b>9.86%</b>	
NPA provisioning/ Avg. total assets	2.24%	2.25%	2.31%	2.16%	2.05%			2.26%	2.18%	
Provisioning for standard assets/ Avg. total assets	-0.04%	0.09%	0.10%	0.05%	0.01%			0.02%	0.06%	
Overhead Cost/ Avg. total assets	2.30%	2.46%	2.28%	2.25%	2.10%			2.29%	2.26%	
<b>Net Spread</b>	<b>5.27%</b>	<b>5.51%</b>	<b>5.73%</b>	<b>5.29%</b>	<b>4.96%</b>			<b>5.61%</b>	<b>5.35%</b>	

## Details of Key Parameters (Profit & Loss Account)

Particulars		Q4	Q1	Q2	Q3	Q4	%	%	Year ended	Year ended	%
		FY 2011 12	FY 2012 13	FY 2012 13	FY 2012 13	FY 2012 13	YoY	QoQ	FY 2012	FY 2013	YoY
Interest Income	mn	9,158.2	8,875.5	10,945.7	12,045.7	13,103.6	43.08%	8.78%	36,659.4	44,970.5	22.67%
Securitisation Income	mn	5,156.6	5,322.7	4,590.5	4,251.5	3,892.4	-24.52%	-8.45%	20,075.2	18,057.1	-10.05%
Total Interest Income	mn	14,314.8	14,198.2	15,536.2	16,297.2	16,996.0	18.73%	4.29%	56,734.6	63,027.6	11.09%
Less : Interest Expenses	mn	6,258.9	6,173.3	6,858.5	7,350.2	8,057.2	28.73%	9.62%	24,473.3	28,439.4	16.21%
Net Interest Income	mn	8,055.9	8,024.9	8,677.7	8,947.0	8,938.8	10.96%	-0.09%	32,261.3	34,588.2	7.21%
Other Income	mn	255.2	702.3	313.7	299.8	569.1	123.00%	89.83%	1,283.7	1,885.0	46.84%
Operating Income	mn	8,311.1	8,727.2	8,991.4	9,246.8	9,507.9	14.40%	2.82%	33,545.0	36,473.2	8.73%
Profit after Tax	mn	3,080.6	3,218.5	3,375.6	3,459.9	3,552.2	15.31%	2.67%	12,574.5	13,606.2	8.20%
Cost to Income Ratio	%	21.13	21.87	20.43	20.30	20.98	-0.71%	3.35%	20.66	20.89	1.11%
EPS	Rs.	13.62	14.22	14.92	15.25	15.66	14.98%	2.69%	55.59	59.98	7.90%
ROA	%	3.53	3.72	3.86	3.58	3.34	-5.38%	-6.70%	3.75	3.61	-3.73%
ROE	%	20.92	20.92	20.83	20.36	20.10	-3.92%	-1.28%	22.82	20.53	-10.01%
NIM (on AUM)	%	7.24	7.42	7.67	7.52	7.23	-0.14%	-3.86%	7.51	7.46	-0.67%

## Details of Key Parameters (Balance Sheet)

Particulars		Q4	Q1	Q2	Q3	Q4	%	%	Year ended	Year ended	%
		FY 2011 12	FY 2012 13	FY 2012 13	FY 2012 13	FY 2012 13	YoY	QoQ	FY 2012	FY 2013	YoY
<b>Asset under Management</b>											
- On Books	mn	2,19,877.6	2,56,401.8	2,93,713.1	3,10,846.9	3,14,438.3	43.01%	1.16%	2,19,877.6	3,14,438.3	43.01%
- Off Books	mn	1,82,261.4	1,62,822.3	1,47,137.0	1,54,599.1	1,82,321.8	0.03%	17.93%	1,82,261.4	1,82,321.8	0.03%
<b>Total AUM</b>	<b>mn</b>	<b>4,02,139.0</b>	<b>4,19,224.1</b>	<b>4,40,850.1</b>	<b>4,65,446.0</b>	<b>4,96,760.1</b>	<b>23.53%</b>	<b>6.73%</b>	<b>4,02,139.0</b>	<b>4,96,760.1</b>	<b>23.53%</b>
Securitisation done	mn	43,456.0	-	3,875.0	30,395.0	53,573.0	23.28%	76.26%	83,461.0	87,843.0	5.25%
Gross NPA	%	3.06	3.00	2.89	2.89	3.20	4.58%	10.73%	3.06	3.20	4.58%
Net NPA	%	0.44	0.62	0.61	0.63	0.77	75.00%	22.22%	0.44	0.77	75.00%
Gross NPA	mn	6,937.9	7,775.6	8,553.4	9,086.5	10,253.7	47.79%	12.85%	6,937.9	10,253.7	47.79%
Net NPA	mn	977.3	1,576.0	1,753.8	1,921.1	2,416.4	147.25%	25.78%	977.3	2,416.4	147.25%
Coverage Ratio	%	85.91	79.73	79.50	78.86	76.43	-11.03%	-3.08%	85.91	76.43	-11.03%
CRAR	%	22.26	21.31	20.48	19.16	20.58	-7.55%	7.41%	22.26	20.58	-7.55%
Book Value	Rs.	263.05	277.45	291.93	304.48	315.58	19.97%	3.65%	263.05	315.58	19.97%

### 1. Shriram Equipment Finance Company Limited.

Assets under Finance - Rs. 30,411.7 mn in FY 13 (Rs. 19,233.7 mn in FY 12)

PAT – Rs. 893.3 mn in FY 13 (Rs. 516.2 mn in FY 12)

### 2. Shriram Automall India Limited.

- ONE STOP - Launched in more than 480 branches.
- AUTOMALL – 21 Automall in operation.

### 3. Fees Income earned Rs. 741.25 mn in FY 13 (478.2 mn in FY 12)

## Subsidiary - Shriram Equipment Finance Company Limited

### Profit and Loss Statement



Particulars	(Rs mn)						
	Q4 FY12	Q1 FY 13	Q2 FY 13	Q3 FY 13	Q4 FY 13	FY 12	FY 13
<b>Income</b>							
Revenue from operations	725.35	835.06	957.20	1,069.10	1,186.32	2,101.01	4,047.68
Other income	0.01	0.00	0.01	0.01	2.59	0.13	2.62
<b>Total</b>	<b>725.36</b>	<b>835.06</b>	<b>957.21</b>	<b>1,069.11</b>	<b>1,188.91</b>	<b>2,101.14</b>	<b>4,050.30</b>
<b>Expenditure</b>							
Employee benefit expenses	57.96	62.28	64.80	65.04	76.51	172.18	268.64
Finance cost	337.86	422.52	498.87	532.02	604.11	962.57	2057.51
Depreciation and amortisation	1.21	1.62	1.37	1.64	1.51	4.94	6.15
Other expenses	32.70	39.54	43.57	48.24	51.81	117.10	183.16
Provisions & write offs	41.65	48.09	21.55	32.68	110.15	74.35	212.48
<b>Total</b>	<b>471.38</b>	<b>574.05</b>	<b>630.16</b>	<b>679.62</b>	<b>844.09</b>	<b>1,331.14</b>	<b>2727.94</b>
<b>Profit before taxation</b>	<b>253.98</b>	<b>261.01</b>	<b>327.05</b>	<b>389.49</b>	<b>344.82</b>	<b>770.00</b>	<b>1,322.36</b>
<b>Provision for taxation</b>							
Current tax	85.81	87.14	108.35	129.38	114.91	264.84	439.78
Deferred tax	(3.38)	(2.47)	(2.24)	(3.03)	(3.00)	(11.06)	(10.74)
<b>Total tax expense / (income)</b>	<b>82.43</b>	<b>84.67</b>	<b>106.11</b>	<b>126.35</b>	<b>111.91</b>	<b>253.78</b>	<b>429.04</b>
<b>Profit after tax from continuing operations</b>	<b>171.55</b>	<b>176.34</b>	<b>220.94</b>	<b>263.14</b>	<b>232.91</b>	<b>516.22</b>	<b>893.32</b>
<b>Earnings per share</b>							
Basic (Rs.)	17.15	17.63	22.09	26.31	23.28	51.59	89.30
Nominal value of equity share (Rs.)	10.00	10.00	10.00	10.00	10.00	10.00	10.00

# Subsidiary - Shriram Equipment Finance Company Limited

## Balance Sheet



	(Rs mn)				
Particulars	Q1 FY 13	Q2 FY 13	Q3 FY 13	FY 12	FY 13
<b>I. EQUITY AND LIABILITIES</b>					
<b>(1) Shareholders' funds</b>					
(a) Share capital	2,600.00	2,600.00	2,600.00	2,600.00	2,600.00
(b) Reserves and surplus	703.56	924.50	1,187.64	527.21	1,420.24
<b>(2) Non-Current Liabilities</b>					
(a) Long-term borrowings	5,114.33	11,763.43	5,788.02	8,806.33	9,903.26
(b) Other long term liabilities	19.94	68.96	533.69	11.83	61.56
(c) Long term provisions	112.67	129.27	155.27	67.53	232.74
<b>(3) Current Liabilities</b>					
(a) Short-term borrowings	7,809.01	4,437.76	7,976.60	4,359.02	4,566.89
(b) Trade payables	841.16	899.51	1,073.32	1,250.80	1,679.20
(c) Other current liabilities	4,299.25	3,192.92	8,152.75	1,722.13	10,192.70
(d) Short-term provisions	31.76	48.35	53.05	40.03	57.94
<b>Total</b>	<b>21,531.68</b>	<b>24,064.70</b>	<b>27,520.34</b>	<b>19,384.88</b>	<b>30,714.53</b>
<b>II. ASSETS</b>					
<b>(1) Non-current assets</b>					
(a) Fixed assets					
(i) Tangible assets	6.20	6.33	7.47	6.35	7.48
(ii) Intangible assets	4.82	3.85	3.64	5.78	2.62
(b) Deferred tax assets (net)	18.73	20.97	24.00	16.26	27.00
(c) Long term loans and advances	12,952.47	13,876.94	15,672.23	12,045.30	17,578.48
<b>(2) Current assets</b>					
(a) Cash and bank balances	65.26	86.86	111.97	84.91	156.00
(b) Short-term loans and advances	8,483.78	10,068.63	11,699.70	7,226.28	12,942.82
(c) Other current assets	0.42	1.12	1.33	-	0.13
<b>Total</b>	<b>21,531.68</b>	<b>24,064.70</b>	<b>27,520.34</b>	<b>19,384.88</b>	<b>30,714.53</b>

## Subsidiary - Shriram Equipment Finance Company Limited



### Details of Key Parameters (Profit & Loss Account)

Particulars		Q4	Q1	Q2	Q3	Q4	%	%	Year ended	Year ended	%
		FY 2011 12	FY 2012 13	FY 2012 13	FY 2012 13	FY 2012 13	YoY	QoQ	FY 2012	FY 2013	YoY
Interest Income	mn	725.4	835.1	957.2	1,069.1	1,186.3	63.54%	10.96%	2,101.0	4,047.7	92.66%
Less : Interest Expenses	mn	337.9	422.5	498.9	532.0	604.1	78.78%	13.55%	962.6	2,057.5	113.74%
Net Interest Income	mn	387.5	412.6	458.3	537.1	582.2	50.25%	8.40%	1,138.4	1,990.2	74.82%
Other Income	mn	0.1	-	-	-	2.6	2500.00%	-	0.1	2.6	2500.00%
Operating Income	mn	387.6	412.6	458.3	537.1	584.8	50.88%	8.88%	1,138.5	1,992.8	75.04%
Profit after Tax	mn	171.6	176.3	220.9	263.1	232.9	35.72%	-11.48%	516.2	893.3	73.05%
Cost to Income Ratio	%	23.70	25.07	23.94	21.40	22.20	-6.33%	3.74%	25.84	22.98	-11.07%
EPS	Rs.	17.15	17.63	22.09	26.31	23.28	35.74%	-11.52%	51.59	89.30	73.10%
ROA	%	3.97	3.44	3.87	4.09	3.21	-19.14%	-21.52%	3.91	3.64	-6.91%
ROE	%	22.57	21.94	25.89	28.79	23.86	5.72%	-17.12%	19.08	25.18	31.97%

## Subsidiary - Shriram Equipment Finance Company Limited



### Details of Key Parameters (Balance Sheet)

Particulars		Q4	Q1	Q2	Q3	Q4	%	%	Year ended	Year ended	%
		FY 2011 12	FY 2012 13	FY 2012 13	FY 2012 13	FY 2012 13	YoY	QoQ	FY 2012	FY 2013	YoY
Asset under Management	mn	19,233.7	21,418.4	23,808.9	27,253.0	30,411.7	58.12%	11.59%	19,233.7	30,411.7	58.12%
Gross NPA	%	0.26	0.54	0.53	0.59	1.38	430.77%	133.90%	0.26	1.38	430.77%
Net NPA	%	0.08	0.18	0.14	0.18	0.78	875.00%	333.33%	0.08	0.78	875.00%
Gross NPA	mn	50.60	115.40	126.10	160.60	419.90	729.84%	161.46%	50.60	419.90	729.84%
Net NPA	mn	15.40	37.80	34.10	47.50	234.10	1420.13%	392.84%	15.40	234.10	1420.13%
Coverage Ratio	%	69.57	67.24	72.96	70.42	44.22	-36.44%	-37.21%	69.57	44.22	-36.44%
CRAR	%	21.16	19.85	18.75	17.44	17.89	-15.45%	2.58%	21.16	17.89	-15.45%
Book Value	Rs.	62.75	80.36	102.45	128.76	152.05	142.31%	18.09%	62.75	152.05	142.31%



## Subsidiary - Shriram Automall India Limited

### Profit and Loss Statement

	(Rs mn)						
Particulars	Q4 FY 12	Q1 FY 13	Q2 FY 13	Q3 FY 13	Q4 FY 13	FY 13	FY 12
<b>Income</b>							
Revenue from operations	264.45	187.54	181.75	184.19	196.19	749.67	1,072.88
Other income	0.03	0.04	0.32	0.39	3.13	3.88	0.08
<b>Total</b>	<b>264.48</b>	<b>187.58</b>	<b>182.07</b>	<b>184.58</b>	<b>199.32</b>	<b>753.55</b>	<b>1,072.96</b>
<b>Expenditure</b>							
Purchase of used commercial vehicles	32.27	-	-	-	-	-	444.36
Vehicle Refurbishment expenses	2.18	0.24	-	-	-	0.24	20.22
Adjustment due to decrease/(increase) in stock	51.85	9.29	-	-	0.32	9.61	119.75
Employees Benefit expense	57.76	75.72	60.81	66.09	77.82	280.44	206.52
Finance cost	1.54	0.00	0.01	0.00	0.42	0.42	20.91
Depreciation and amortisation	15.27	9.33	9.47	9.56	9.31	37.67	34.17
Other expenses	69.88	65.83	74.31	69.73	72.72	282.60	230.86
<b>Total</b>	<b>230.75</b>	<b>160.41</b>	<b>144.60</b>	<b>145.38</b>	<b>160.59</b>	<b>610.98</b>	<b>1,076.79</b>
<b>Profit/(Loss) before taxation</b>	33.73	27.17	37.47	39.20	38.73	142.57	(3.83)
<b>Provision for taxation</b>							
Current tax	-	4.30	7.50	7.84	7.75	27.39	-
Less: MAT credit entitlement	-	-	-	-	(18.83)	(18.83)	-
Deferred tax liability / (Asset)	(0.78)	(3.08)	(0.20)	(0.36)	(1.95)	(5.59)	(0.78)
<b>Total tax expense / (income)</b>	<b>(0.78)</b>	<b>1.22</b>	<b>7.30</b>	<b>7.48</b>	<b>(13.03)</b>	<b>2.97</b>	<b>(0.78)</b>
<b>Profit/(Loss) after tax from continuing operations</b>	34.51	25.95	30.17	31.72	51.76	139.60	(3.05)
Earnings/(Loss) per share Basic & Diluted (Rs.)	1.70	0.87	1.00	1.06	1.72	4.65	(0.17)
Nominal Value of Share (Rs.)	10.00	10.00	10.00	10.00	10.00	10.00	10.00

## Subsidiary - Shriram Automall India Limited

### Balance Sheet



	(Rs mn)				
	Q1 FY 13	Q2 FY 13	Q3 FY 13	FY 12	FY 13
<b>I. EQUITY AND LIABILITIES</b>					
<b>(1) Shareholders' Funds</b>					
(a) Share capital	300.00	300.00	300.00	300.00	300.00
(b) Reserves and Surplus	(116.29)	(86.11)	(54.39)	(142.25)	(2.65)
<b>(2) Non-Current Liabilities</b>					
(a) Long term provisions	9.99	10.77	10.88	6.76	11.61
<b>(3) Current Liabilities</b>					
(a) Short-term borrowings	-	19.28	-	49.32	31.90
(b) Trade payables	106.66	80.02	106.33	39.63	134.70
(c) Other current liabilities	16.58	17.80	23.15	15.43	13.09
(d) Short-term provisions	13.88	12.35	13.99	5.71	10.23
<b>Total</b>	<b>330.82</b>	<b>354.11</b>	<b>399.96</b>	<b>274.60</b>	<b>498.88</b>
<b>II. ASSETS</b>					
<b>(1) Non-current assets</b>					
(a) Fixed assets					
(i) Tangible assets	125.66	119.16	112.90	131.95	102.03
(ii) Intangible assets	13.98	12.50	11.01	15.45	9.56
(iii) Capital work-in-progress	-	-	-	-	0.41
(b) Deferred tax assets (net)	3.47	3.66	4.03	0.39	5.97
(c) Long term loans and advances	46.83	42.03	40.95	49.23	67.64
(d) Other assets	0.11	0.11	0.11	0.16	0.12
<b>(2) Current assets</b>					
(a) Inventories	0.28	0.28	0.28	9.29	-
(b) Trade receivables	0.98	0.97	1.24	2.58	0.05
(c) Cash and bank balances	8.93	145.34	106.27	52.24	167.98
(d) Short-term loans and advances	130.52	30.05	123.16	13.31	145.11
(e) Other assets	0.06	0.01	0.01	-	0.01
<b>Total</b>	<b>330.82</b>	<b>354.11</b>	<b>399.96</b>	<b>274.60</b>	<b>498.88</b>

**For any Investor Relations  
queries please contact**

Sanjay K. Mundra  
Shriram Transport Finance Co. Ltd  
Email: [smundra@stfc.in](mailto:smundra@stfc.in)  
Tel. No. +91-22-40959507

### **About Shriram Transport Finance Co. Ltd.**

Shriram Transport Finance Co Ltd. is the largest asset financing NBFC with assets under management of Rs 496.76 bn. The company is a leader in organized financing of pre-owned trucks with strategic presence in 5-12 year old trucks and a market share of around 25%. It has a pan-India presence with a network of 539 branches, and employs 16,178 employees including 10,057 field officers. The company has built a strong customer base of over 0.95 mn. Over the past 35 years, it has developed strong competencies in the areas of loan origination, valuation of pre-owned trucks and collection. It has a vertically integrated business model and offers a number of products which include: Pre-owned CV financing, New CV financing and other loans like accidental repair loans, tyre loans and working capital finance, etc. For more information please visit [www.stfc.in](http://www.stfc.in)

### **Forward Looking Statement**

*Certain statements in this document with words or phrases such as “will”, “should”, etc., and similar expressions or variation of these expressions or those concerning our future prospects are forward looking statements. Actual results may differ materially from those suggested by the forward looking statements due to a number of risks or uncertainties associated with the expectations. These risks and uncertainties include, but are not limited to, our ability to successfully implement our strategy and changes in government policies. The company may, from time to time, make additional written and oral forward looking statements, including statements contained in the company’s filings with the stock exchanges and our reports to shareholders. The company does not undertake to update any forward-looking statements that may be made from time to time by or on behalf of the company.*



---

**Thank You**