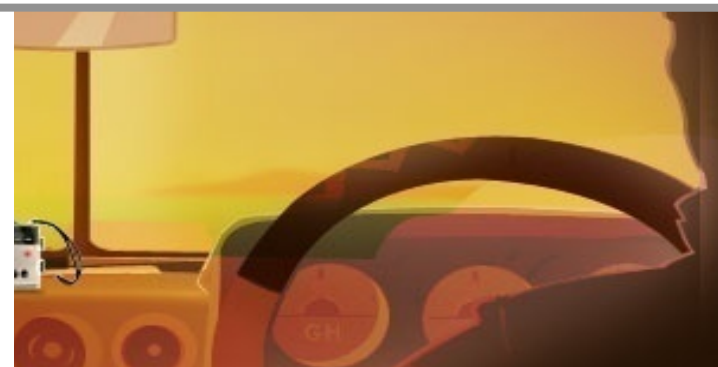


Shriram Transport Finance Company Ltd.



Investor Update

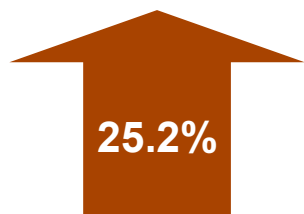
July 23, 2013

Q1 FY 2013 - 14 (April, 2013 to June, 2013)

Sustained Quarterly Growth Trend Continues

Consolidated Performance Review Q1 FY' 13 Vs. Q1 FY' 14

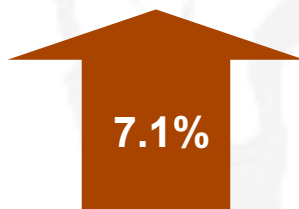
Rs 20,034.6 mn



Rs 15,996.9 mn

Total Income

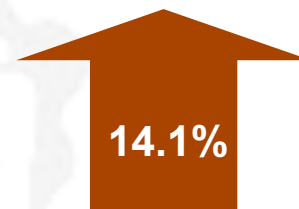
Rs 3,662.7 mn



Rs 3,420.8 mn

PAT

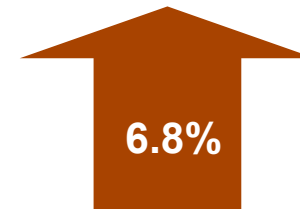
Rs 9,628.8 mn



Rs 8,437.5 mn

Net Interest Income*

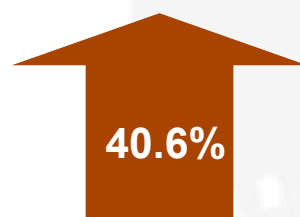
Rs 16.15



Rs 15.12

EPS

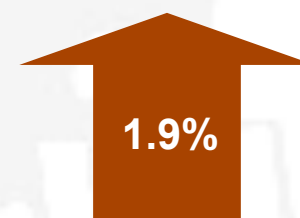
Rs 390.6 bn



Rs 277.8 bn

On Books Assets

Rs 165.9 bn



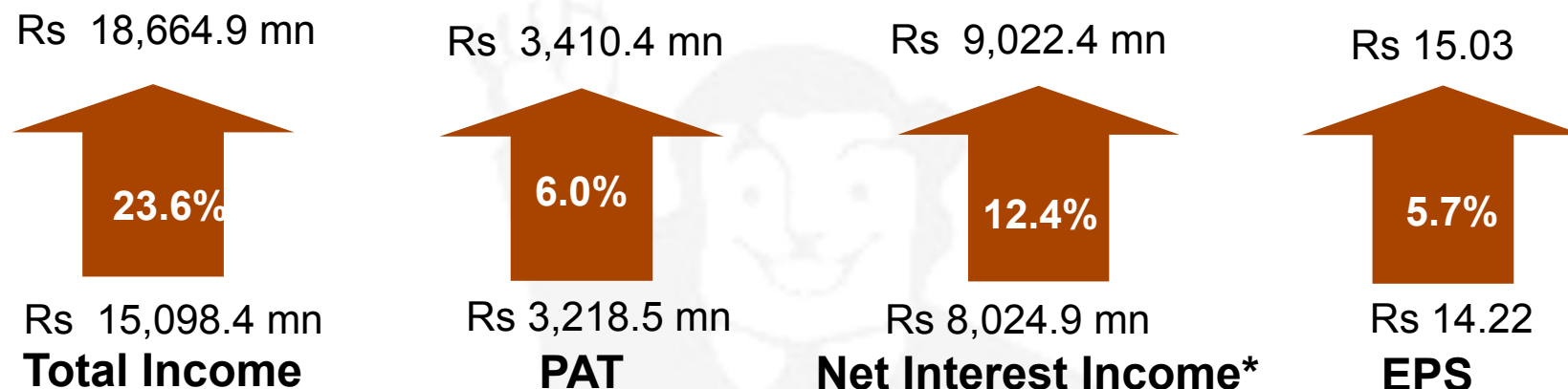
Rs 162.8 bn

Off Books Assets

* including Securitisation Income

Sustained Quarterly Growth Trend Continues

Performance Review Q1 FY' 13 Vs. Q1 FY' 14



➔ **Growth in total income driven by growth key revenue streams:**

✓ Interest Income up by 56.1% to Rs 13,855.6 mn from Rs 8,875.5 mn

➔ **Growing operating Income** by 12.5% to Rs 9,029.6 mn from Rs 8,024.9 mn

➔ **Increase in PAT** by 6.0% due to increase in NII by 12.4% from Rs. 9,022.4 mn to 8,024.9 mn and decline in NPA provisioning cost to 2.13% to 2.25%.

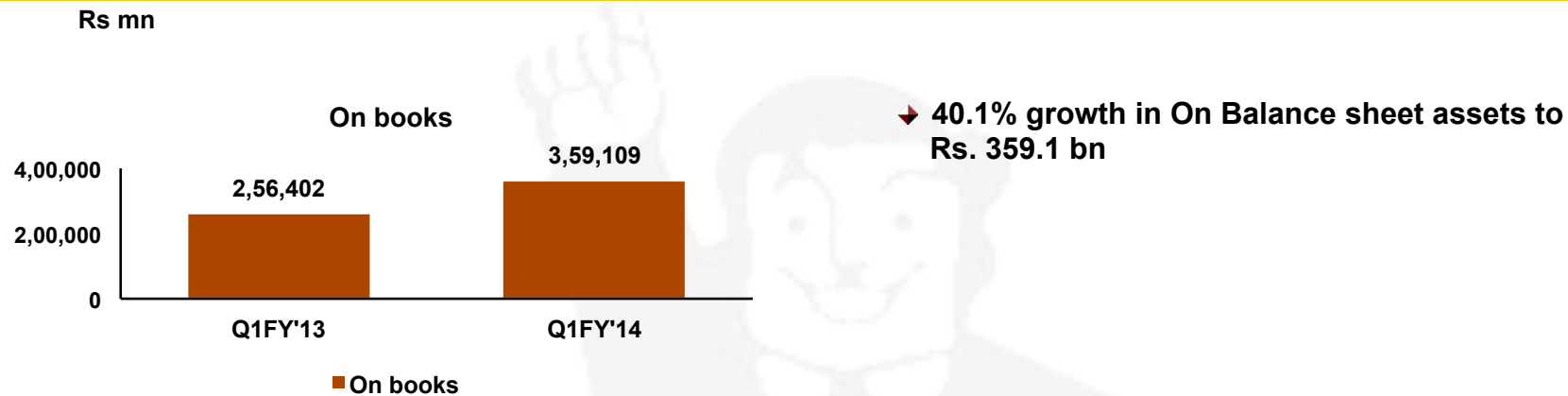
➔ **Stable asset quality** with Gross NPAs at 3.09% & 0.68% and the Net NPA in absolute amount stands at Rs. 2,412.0 mn (Coverage ratio maintained over 78%)

➔ **Employee strength increased** by 2,889 taking the total strength to 17,045 from 14,156 including 10,491 field executives.

* including Securitisation Income

Driven by Growing Assets

On Balance sheet assets



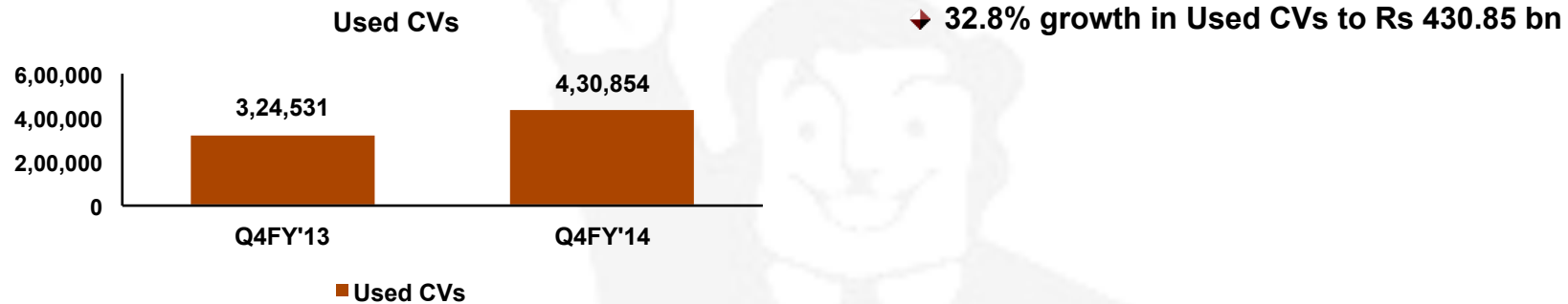
Off Balance sheet assets



Driven by Growing Assets

Used CVs assets

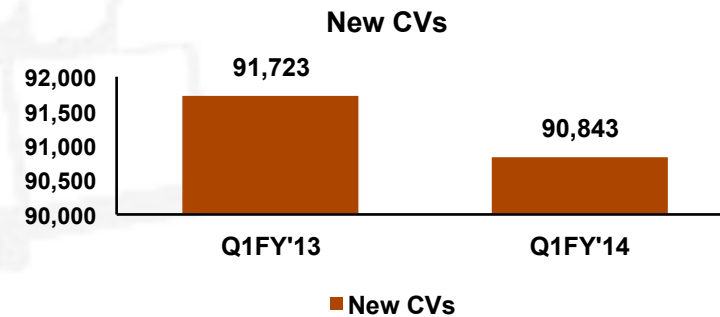
Rs bn



New CVs assets

Rs mn

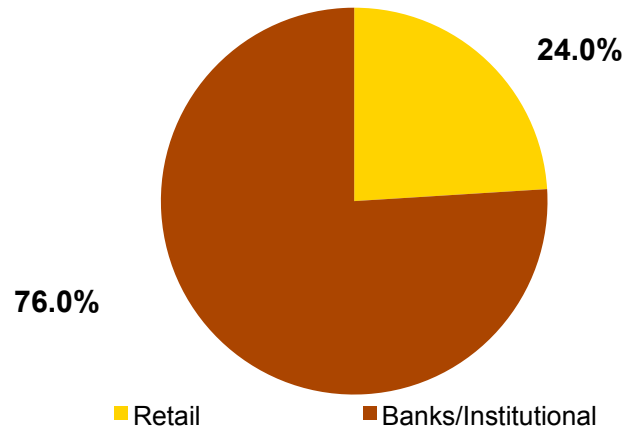
↘ 1% degrowth in New CVs to Rs 90.8 bn



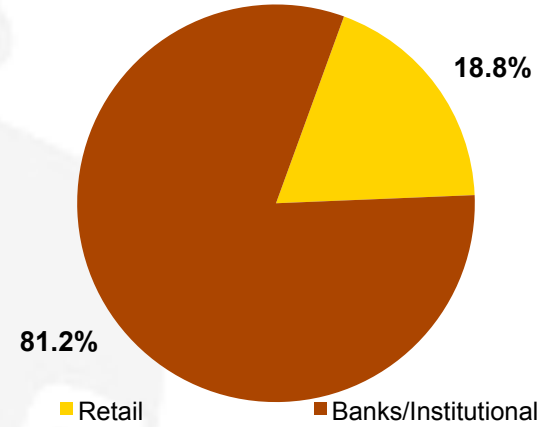
Supported by a Healthy Borrowing Profile

Borrowing Profile

Q1 FY' 13 – Rs 212.8 bn

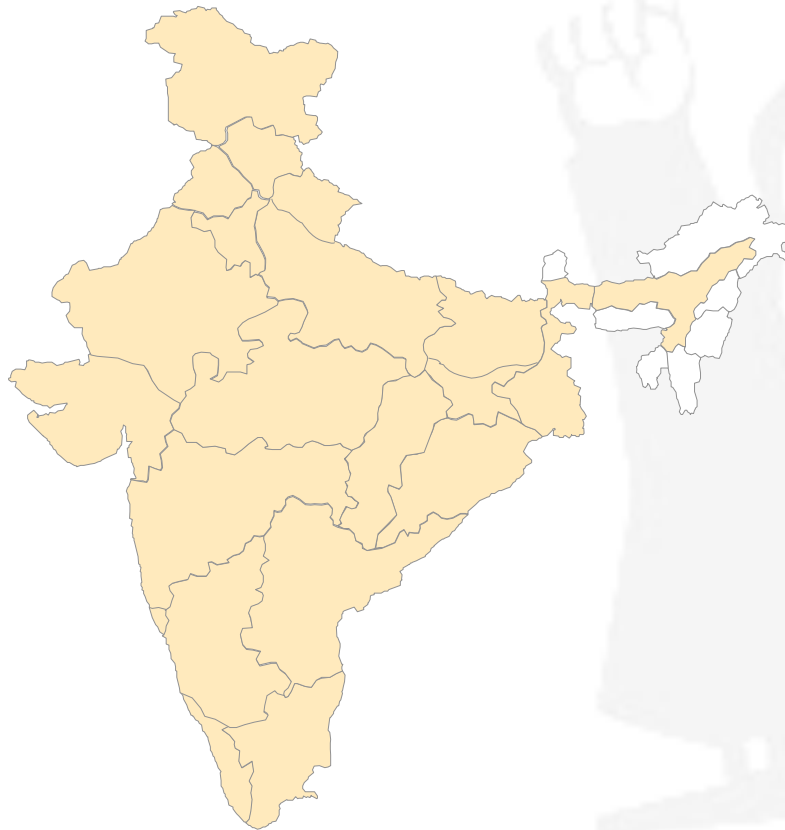


Q1 FY' 14 – Rs 323.9 bn



Geographical Reach & Proximity to the Customer

Branch Locations Across India

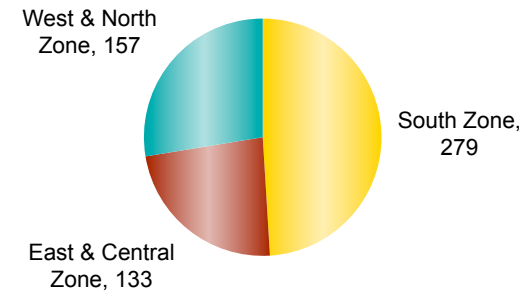


States with STFC Presence

Pan-India Presence

569 Branch Offices & **425** Rural Centres
Tie up with **Over 500** Private Financiers
17,045 Employees including **10,491** Field Officers

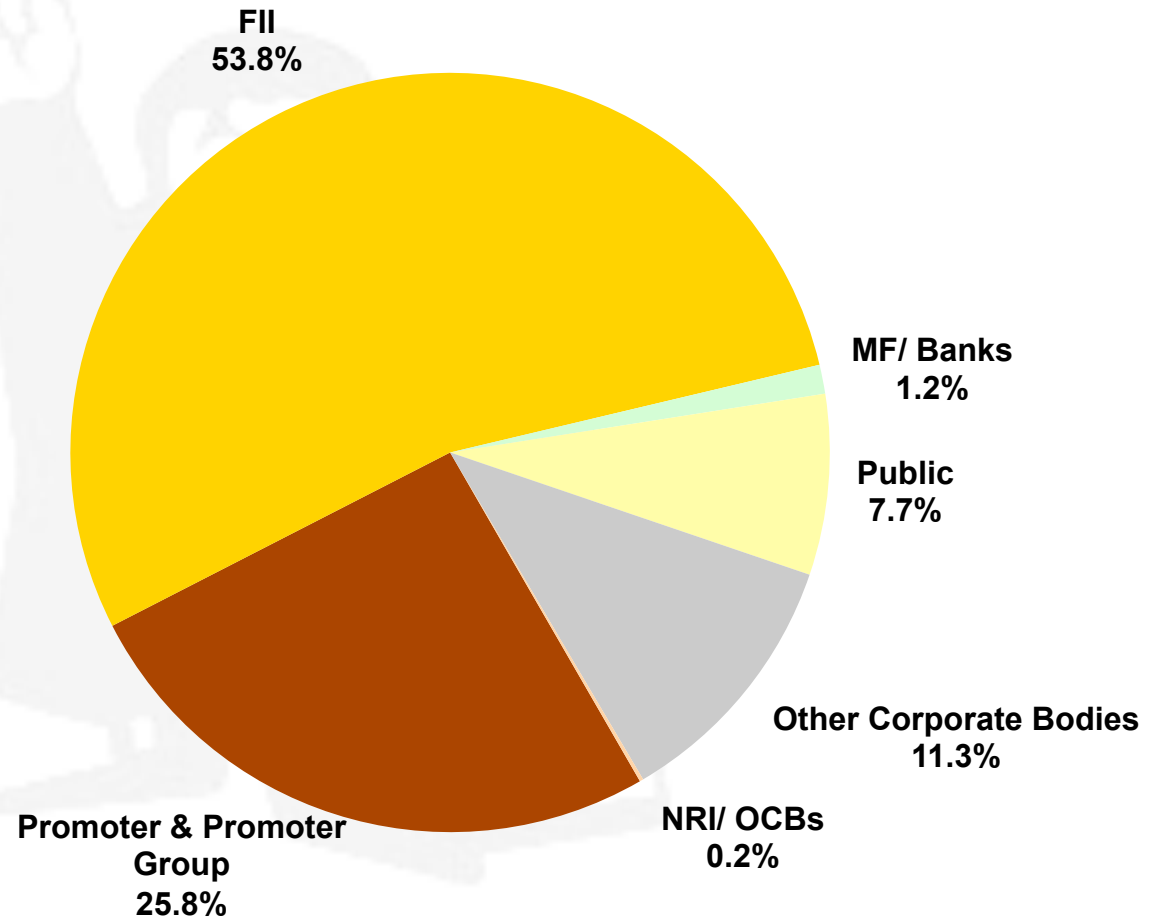
Regional Split of Branches



As on June 30, 2013

Shareholding Structure as on June 30, 2013

No. of shares outstanding: 226.86mn



Profit and Loss Statement

	(Rs mn)					
Profit & Loss Statement	Q1 FY'13	Q4 FY'13	Q1 FY'14	YoY %	QoQ %	FY'13
Interest Income	8,875.5	13,103.6	13,855.6	56.11%	5.74%	44,970.5
Interest expended	6,173.3	8,057.2	8,692.4	40.81%	7.88%	28,439.4
Net Interest Income	2,702.2	5,046.4	5,163.2	91.07%	2.31%	16,531.1
Income from Securitisation	5,508.3	4,077.0	3,972.9	-27.87%	-2.56%	18,723.2
Less : Securitisation expenses (Net)	185.6	184.6	113.7	-38.74%	-38.39%	666.2
Income from Securitisation (Net)	5,322.7	3,892.4	3,859.2	-27.50%	-0.85%	18,057.1
Net Interest Income including Income from Securitisation	8,024.9	8,938.8	9,022.4	12.43%	0.94%	34,588.2
Other fee based income	-	12.1	7.2	0.00%	-40.05%	29.1
Operating Income	8,024.9	8,950.9	9,029.6	12.52%	0.88%	34,617.3
Operating expenditure	1,940.4	2,049.0	2,499.3	28.80%	21.97%	7,860.1
Core Operating Profit (before Provisions & Contingencies)	6,084.5	6,901.9	6,530.3	7.33%	-5.38%	26,757.2
Other Income	702.3	557.0	818.0	16.47%	46.85%	1,855.9
Operating Profit	6,786.8	7,458.9	7,348.3	8.27%	-1.48%	28,613.1
Provisions for Bad Debts	1,945.7	2,179.1	2,392.4	22.96%	9.79%	8,223.6
Provisions against Standard Assets	80.1	14.3	110.7	38.18%	676.45%	227.6
PBT	4,761.0	5,265.5	4,845.2	1.77%	-7.98%	20,161.9
Tax	1,542.5	1,713.3	1,434.7	-6.98%	-16.26%	6,555.7
PAT	3,218.5	3,552.2	3,410.5	5.97%	-3.99%	13,606.2
EPS (Rs)	14.22	15.66	15.03	5.70%	-3.99%	59.98
Total CRAR %	21.31%	20.58%	20.25%	-4.97%	-1.58%	20.58%
Book Value (Rs)	277.45	315.58	330.75	19.21%	4.81%	315.58

Key Ratios (%)	Q1 FY'13	Q4 FY'13	Q1 FY'14	YoY %	QoQ %	FY'13
Return on Avg. Net Worth	20.92%	20.10%	18.52%	-11.48%	-7.84%	20.53%
Return on Avg. Assets	3.72%	3.34%	3.04%	-18.41%	-9.13%	3.61%
Interest Coverage Ratio	2.44	2.20	2.15	-12.19%	-2.59%	2.31

Balance Sheet

	(Rs mn)					
Balance Sheet	Q1 FY'13	Q4 FY'13	Q1 FY'14	YoY %	QoQ %	FY'13
Liabilities						
<i>Shareholder funds</i>						
(a) Share capital	2,263.2	2,268.9	2,268.9	0.25%	0.00%	2,268.9
(b) Reserves and surplus	60,876.6	69,678.5	73,089.0	20.06%	4.89%	69,678.5
<i>Non-current liabilities</i>						
(a) Long-term borrowings	1,27,871.9	1,90,530.5	1,91,220.8	49.54%	0.36%	1,90,530.5
(b) Other Long term liabilities	16,973.2	12,976.4	11,093.8	-34.64%	-14.51%	12,976.4
(c) Long term provisions	14,317.5	15,100.9	15,886.5	10.96%	5.20%	15,100.9
<i>Current liabilities</i>						
(a) Short-term borrowings	22,140.4	41,468.7	34,285.4	54.85%	-17.32%	41,468.7
(b) Trade payables	5,120.5	5,834.4	6,419.0	25.36%	10.02%	5,834.4
(c) Other current liabilities	86,189.2	1,07,619.4	1,22,716.9	42.38%	14.03%	1,07,619.4
(d) Short-term provisions	3,356.0	2,854.6	3,319.2	-1.10%	16.28%	2,854.6
Total	3,39,108.5	4,48,332.3	4,60,299.5	35.74%	2.67%	4,48,332.3
Assets						
<i>Non-current assets</i>						
(a) Fixed assets						
(i) Tangible assets	386.4	582.7	665.1	72.13%	14.14%	582.7
(ii) Intangible assets	20.2	17.9	15.3	-24.26%	-14.53%	17.9
(b) Non-current investments	5,604.5	5,923.2	5,894.2	5.17%	-0.49%	5,923.2
(c) Deferred tax assets (net)	2,319.1	2,838.2	2,952.3	27.30%	4.02%	2,838.2
(d) Long term loans and advances	1,73,692.4	1,98,816.1	2,22,513.6	28.11%	11.92%	1,98,816.1
(e) Other non-current assets	998.6	1,701.5	1,162.9	16.45%	-31.65%	1,701.5
<i>Current assets</i>						
(a) Current investments	6,989.4	29,766.0	6,936.8	-0.75%	-76.70%	29,766.0
(b) Cash and bank balances	32,606.9	63,193.3	55,658.6	70.70%	-11.92%	63,193.3
(c) Short-term loans and advances	1,15,764.3	1,44,721.8	1,63,686.6	41.40%	13.10%	1,44,721.8
(d) Other current assets	726.7	771.6	814.1	12.03%	5.51%	771.6
Total	3,39,108.5	4,48,332.3	4,60,299.5	35.74%	2.67%	4,48,332.3

Details of Key Parameters (Profit & Loss Account)

Particulars		Q1 FY 2012 13	Q4 FY 2012 13	Q1 FY 2013 14	% YoY	% QoQ	Year ended FY 2013
Interest Income	mn	8,875.5	13,103.6	13,855.6	56.11%	5.74%	44,970.5
Securitisation Income	mn	5,322.7	3,892.4	3,859.2	-27.50%	-0.85%	18,057.1
Total Interest Income	mn	14,198.2	16,996.0	17,714.8	24.77%	4.23%	63,027.6
Less : Interest Expenses	mn	6,173.3	8,057.2	8,692.4	40.81%	7.88%	28,439.4
Net Interest Income	mn	8,024.9	8,938.8	9,022.4	12.43%	0.94%	34,588.2
Other Income	mn	702.3	569.1	825.2	17.50%	45.00%	1,885.0
Operating Income	mn	8,727.2	9,507.9	9,847.6	12.84%	3.57%	36,473.2
Profit after Tax	mn	3,218.5	3,552.2	3,410.5	5.97%	-3.99%	13,606.2
Cost to Income Ratio	%	21.87	20.98	25.00	14.31%	19.16%	20.89
EPS	Rs.	14.22	15.66	15.03	5.70%	-4.02%	59.98
ROA	%	3.72	3.34	3.04	-18.28%	-8.98%	3.61
ROE	%	20.92	20.10	18.52	-11.47%	-7.86%	20.53
NIM (on AUM)	%	7.42	7.23	7.01	-5.53%	-3.04%	7.46

Details of Key Parameters (Balance Sheet)

Particulars		Q1 FY 2012 13	Q4 FY 2012 13	Q1 FY 2013 14	% YoY	% QoQ	Year ended FY 2013
Asset under Management							
- On Books	mn	2,56,401.8	3,14,438.3	3,59,109.3	40.06%	14.21%	3,14,438.3
- Off Books	mn	1,62,822.3	1,82,321.8	1,65,864.1	1.87%	-9.03%	1,82,321.8
Securitisation done	mn	-	53,573.0	13,661.0	-	-74.50%	87,843.0
Gross NPA	%	3.00	3.20	3.09	3.00%	-3.44%	3.20
Net NPA	%	0.62	0.77	0.68	9.68%	-11.69%	0.77
Gross NPA	mn	7,775.6	10,253.7	11,316.6	45.54%	10.37%	10,253.7
Net NPA	mn	1,576.0	2,416.4	2,412.0	53.05%	-0.18%	2,416.4
Coverage Ratio	%	79.73	76.43	78.69	-1.30%	2.96%	76.43
CRAR	%	21.31	20.58	20.25	-4.97%	-1.60%	20.58
Book Value	Rs.	277.45	315.58	330.75	19.21%	4.81%	315.58

1. Shriram Equipment Finance Company Limited.

Assets under Finance - Rs. 31,526.5 mn in Q1FY 14 (Rs. 21,418.4 mn in Q1 FY 13)

PAT – Rs. 256.0 mn in Q1 FY 14 (Rs. 176.3 mn in Q1 FY 13)

2. Shriram Automall India Limited.

- ONE STOP - Launched in more than 480 branches.
- AUTOMALL – 24 Automall in operation.

3. Fees Income earned Rs. 168.55 mn in Q1 FY 14 (Rs. 179.33 mn in Q1 FY 13)

Subsidiary - Shriram Equipment Finance Company Limited

Profit and Loss Statement



Particulars	(Rs mn)			
	Q1 FY 13	Q4 FY 13	Q1 FY 14	FY 13
Income				
Revenue from operations	835.06	1,186.32	1,288.79	4,047.68
Other income	0.00	2.59	0.03	2.62
Total	835.06	1,188.91	1,288.82	4,050.30
Expenditure				
Employee benefit expenses	62.28	76.51	94.29	268.64
Finance cost	422.52	604.11	682.40	2057.51
Depreciation and amortisation	1.62	1.51	1.57	6.15
Other expenses	39.54	51.81	49.28	183.16
Provisions & write offs	48.09	110.15	75.41	212.48
Total	574.05	844.09	902.95	2727.94
Profit before taxation	261.01	344.82	385.87	1,322.36
Provision for taxation				
Current tax	87.14	114.91	133.31	439.78
Deferred tax	(2.47)	(3.00)	(3.44)	(10.74)
Total tax expense / (income)	84.67	111.91	129.87	429.04
Profit after tax from continuing operations	176.34	232.91	256.00	893.32
Earnings per share				
Basic (Rs.)	17.63	23.28	25.59	89.30
Nominal value of equity share (Rs.)	10.00	10.00	10.00	10.00

Subsidiary - Shriram Equipment Finance Company Limited

Balance Sheet



	(Rs mn)		
Particulars	Q1 FY 13	Q4 FY 13	Q1 FY 14
I. EQUITY AND LIABILITIES			
(1) Shareholders' funds			
(a) Share capital	2,600.00	2,600.00	2,600.00
(b) Reserves and surplus	703.56	1,420.24	1,676.24
(2) Non-Current Liabilities			
(a) Long-term borrowings	5,114.33	9,903.26	9,950.70
(b) Other long term liabilities	19.94	61.56	53.47
(c) Long term provisions	112.67	232.74	204.44
(3) Current Liabilities			
(a) Short-term borrowings	7,809.01	4,566.89	7,349.52
(b) Trade payables	841.16	1,679.20	811.16
(c) Other current liabilities	4,299.25	10,192.70	10,136.44
(d) Short-term provisions	31.76	57.94	108.44
Total	21,531.68	30,714.53	32,890.41
II. ASSETS			
(1) Non-current assets			
(a) Fixed assets			
(i) Tangible assets	6.20	7.48	8.34
(ii) Intangible assets	4.82	2.62	1.60
(b) Deferred tax assets (net)	18.73	27.00	30.44
(c) Long term loans and advances	12,952.47	17,578.48	17,350.16
(2) Current assets			
(a) Cash and bank balances	65.26	156.00	1,195.81
(b) Short-term loans and advances	8,483.78	12,942.82	14,302.34
(c) Other current assets	0.42	0.13	1.72
Total	21,531.68	30,714.53	32,890.41

Subsidiary - Shriram Equipment Finance Company Limited



Details of Key Parameters (Profit & Loss Account)

Particulars		Q1	Q4	Q1	%	%	Year ended
		FY 2012 13	FY 2012 13	FY 2013 14	YoY	QoQ	FY 2013
Interest Income	mn	835.1	1,186.3	1,288.8	54.33%	8.64%	4,047.7
Less : Interest Expenses	mn	422.5	604.1	682.4	61.51%	12.96%	2,057.5
Net Interest Income	mn	412.6	582.2	606.4	46.97%	4.16%	1,990.2
Other Income	mn	-	2.6	-	-	-	2.6
Operating Income	mn	412.6	584.8	606.4	46.97%	3.69%	1,992.8
Profit after Tax	mn	176.3	232.9	256.0	45.21%	9.92%	893.3
Cost to Income Ratio	%	25.07	22.20	23.93	-4.55%	7.79%	22.98
EPS	Rs.	17.63	23.28	25.59	45.15%	9.92%	89.30
ROA	%	3.44	3.21	3.23	-6.10%	0.62%	3.64
ROE	%	21.94	23.86	24.68	12.49%	3.44%	25.18

Subsidiary - Shriram Equipment Finance Company Limited



Details of Key Parameters (Balance Sheet)

Particulars		Q1	Q4	Q1	%	%	Year ended
		FY 2012 13	FY 2012 13	FY 2013 14	YoY	QoQ	FY 2013
Asset under Management	mn	21,418.4	30,411.7	31,526.5	47.19%	3.67%	30,411.7
Gross NPA	%	0.54	1.38	0.80	48.15%	-42.03%	1.38
Net NPA	%	0.18	0.78	0.31	72.22%	-60.26%	0.78
Gross NPA	mn	115.40	419.90	251.90	118.28%	-40.01%	419.90
Net NPA	mn	37.80	234.10	95.40	152.38%	-59.25%	234.10
Coverage Ratio	%	67.24	44.22	62.13	-7.60%	40.50%	44.22
CRAR	%	19.85	17.89	19.45	-2.02%	8.72%	17.89
Book Value	Rs.	80.36	152.06	177.62	121.03%	16.81%	152.05

Subsidiary - Shriram Automall India Limited

Profit and Loss Statement

Particulars	(Rs mn)			
	Q1 FY 13	Q4 FY 13	Q1 FY 14	FY 13
Income				
Revenue from operations	187.54	196.19	168.55	749.67
Other income	0.04	3.13	6.76	3.88
Total	187.58	199.32	175.31	753.55
Expenditure				
Purchase of used commercial vehicles	-	-	-	-
Vehicle Refurbishment expenses	0.24	-	0.24	0.24
Adjustment due to decrease/(increase) in stock of Used CVs	9.29	0.32	9.29	9.61
Employees Benefit expense	75.72	77.82	69.82	280.44
Finance cost	0.00	0.42	0.09	0.42
Depreciation and amortisation	9.33	9.31	9.40	37.67
Other expenses	65.83	72.72	81.25	282.60
Total	160.41	160.59	160.56	610.98
Profit/(Loss) before taxation	27.17	38.73	14.75	142.57
Provision for taxation				
Current tax	4.30	7.75	8.62	27.39
Less: MAT credit entitlement	-	(18.83)	-	(18.83)
Deferred tax liability / (Asset)	(3.08)	(1.95)	(3.64)	(5.59)
Total tax expense / (income)	1.22	(13.03)	4.98	2.97
Profit/(Loss) after tax from continuing operations	25.95	51.76	9.77	139.60
Earnings/(Loss) per share Basic & Diluted (Rs.)	0.87	1.72	0.33	4.65
Nominal Value of Share (Rs.)	10.00	10.00	10.00	10.00

Subsidiary - Shriram Automall India Limited

Balance Sheet



	(Rs mn)		
	Q1 FY 13	Q1 FY 13	Q1 FY 14
I. EQUITY AND LIABILITIES			
(1) Shareholders' Funds			
(a) Share capital	300.00	300.00	300.00
(b) Reserves and Surplus	(116.29)	(2.65)	7.12
(2) Non-Current Liabilities			
(a) Long term provisions	9.99	11.61	13.47
(3) Current Liabilities			
(a) Short-term borrowings	-	31.90	10.46
(b) Trade payables	106.66	134.70	122.91
(c) Other current liabilities	16.58	13.09	9.91
(d) Short-term provisions	13.88	10.23	11.93
Total	330.82	498.88	475.80
II. ASSETS			
(1) Non-current assets			
(a) Fixed assets			
(i) Tangible assets	125.66	102.03	96.61
(ii) Intangible assets	13.98	9.56	8.09
(iii) Capital work-in-progress	-	0.41	0.41
(b) Deferred tax assets (net)	3.47	5.97	9.62
(c) Long term loans and advances	46.83	67.64	62.18
(d) Other assets	0.11	0.12	0.12
(2) Current assets			
(a) Inventories	0.28	-	-
(b) Trade receivables	0.98	0.05	0.03
(c) Cash and bank balances	8.93	167.98	13.24
(d) Short-term loans and advances	130.52	145.11	279.03
(e) Other assets	0.06	0.01	6.47
Total	330.82	498.88	475.80

**For any Investor Relations
queries please contact**

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About Shriram Transport Finance Co. Ltd.

Shriram Transport Finance Co Ltd. is the largest asset financing NBFC with Assets on Balance sheet of Rs. 35,910.93 crores and off Balance sheet assets of Rs. 16,586.41 crores. 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 569 branches, and employs 17,045 employees including 10,491 field officers. The company has built a strong customer base of approx. 1.00 mn. Over the past 34 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

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