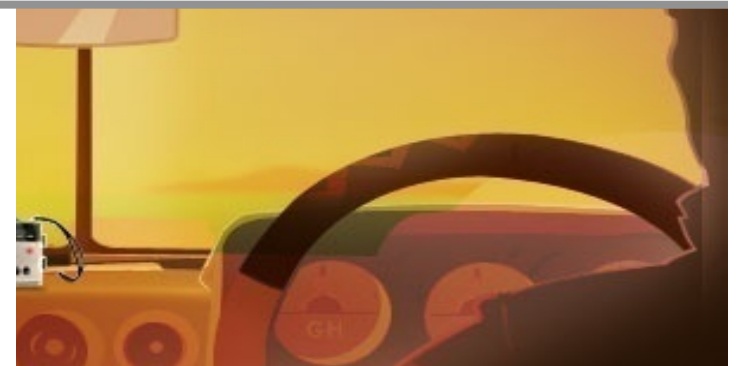


Shriram Transport Finance Company Ltd.



Investor Update

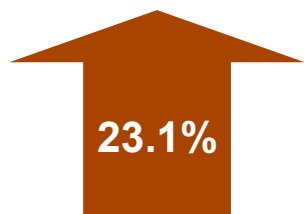
October 29, 2013

Q2 FY 2013 - 14 (July, 2013 to September, 2013)

Sustained Quarterly Growth Trend Continues

Consolidated Performance Review Q2 FY' 13 Vs. Q2 FY' 14

Rs 21,036.7 mn



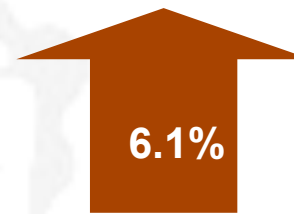
Rs 17,083.2 mn
Total Income

Rs 3,519.2 mn



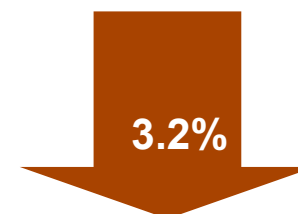
Rs 3,625.6 mn
PAT

Rs 9,690.4 mn



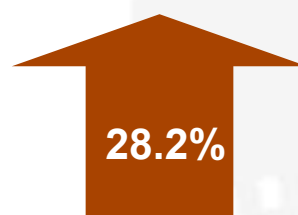
Rs 9,136.0 mn
Net Interest Income*

Rs 15.51



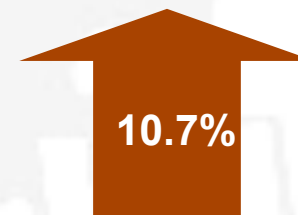
Rs 16.02
EPS

Rs 407.0 bn



Rs 317.5 bn
On Books Assets

Rs 162.9 bn

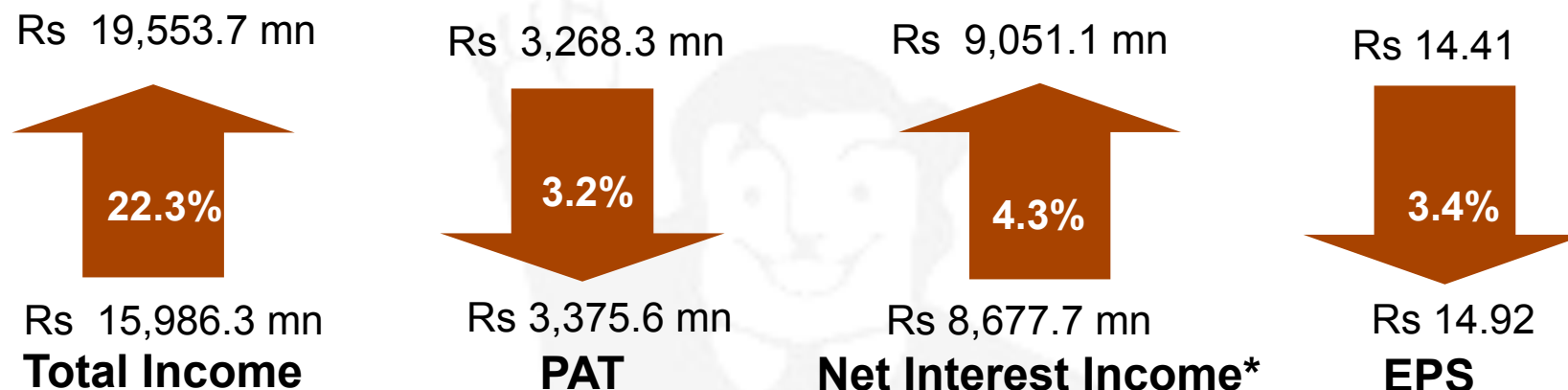


Rs 147.1 bn
Off Books Assets

* including Securitisation Income

Sustained Quarterly Growth Trend Continues

Performance Review Q2 FY' 13 Vs. Q2 FY' 14

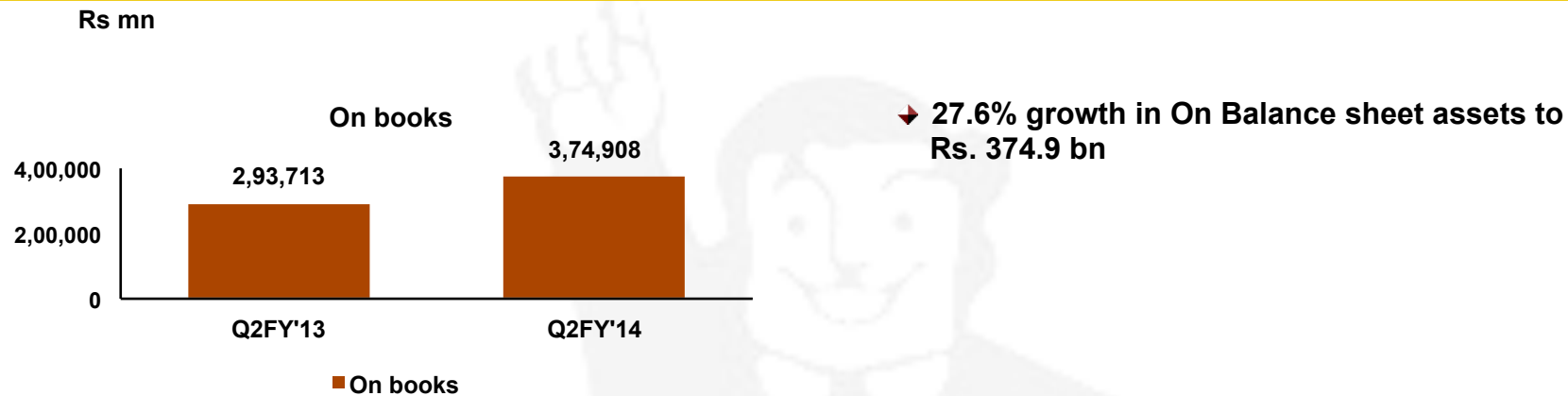


➤ **Stable asset quality** with Gross NPAs at 3.27% & 0.67% and the Net NPA in absolute amount stands at Rs. 2,517.1 mn (Coverage ratio maintained over 79%)

➤ **Employee strength increased** by 4,081 taking the total strength to 18,240 from 14,159 including 11,377 field executives.

Driven by Growing Assets

On Balance sheet assets



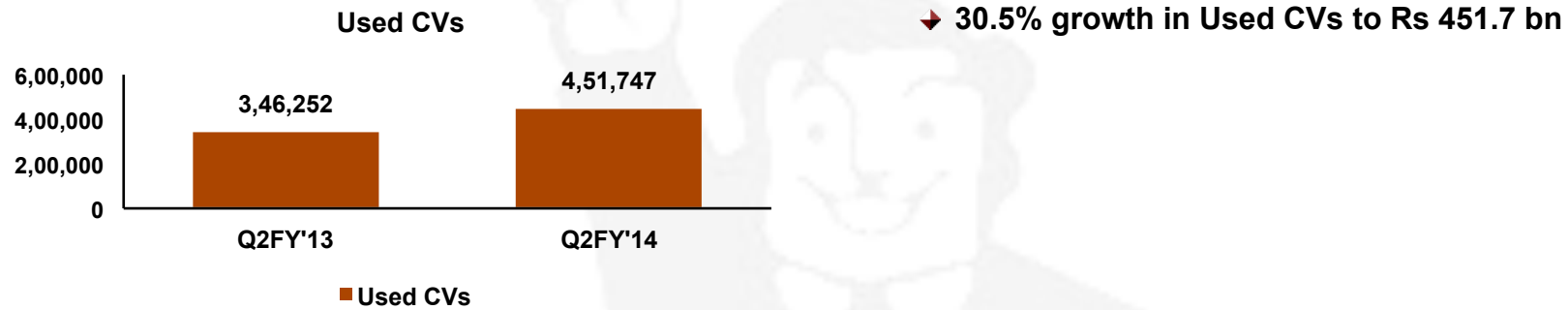
Off Balance sheet assets



Driven by Growing Assets

Used CVs assets

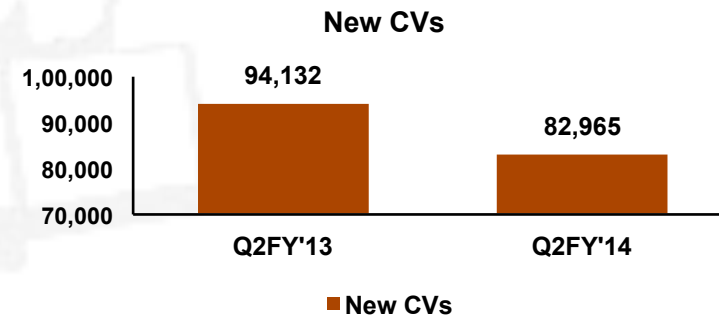
Rs mn



New CVs assets

Rs mn

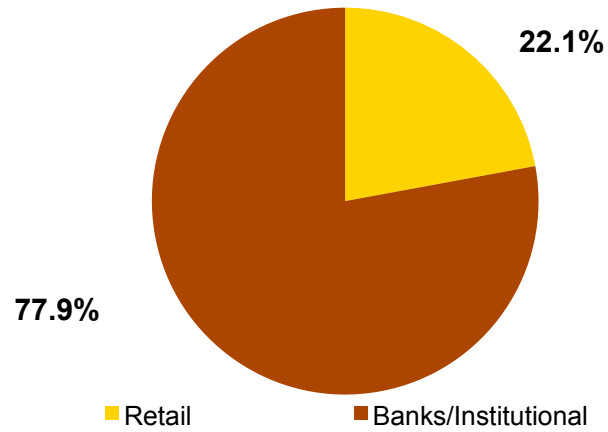
→ 11.9% degrowth in New CVs to Rs 83.0 bn



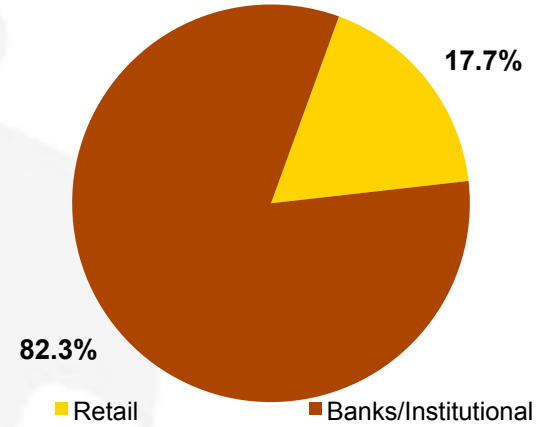
Supported by a Healthy Borrowing Profile

Borrowing Profile

Q2 FY' 13 – Rs 237.9 bn

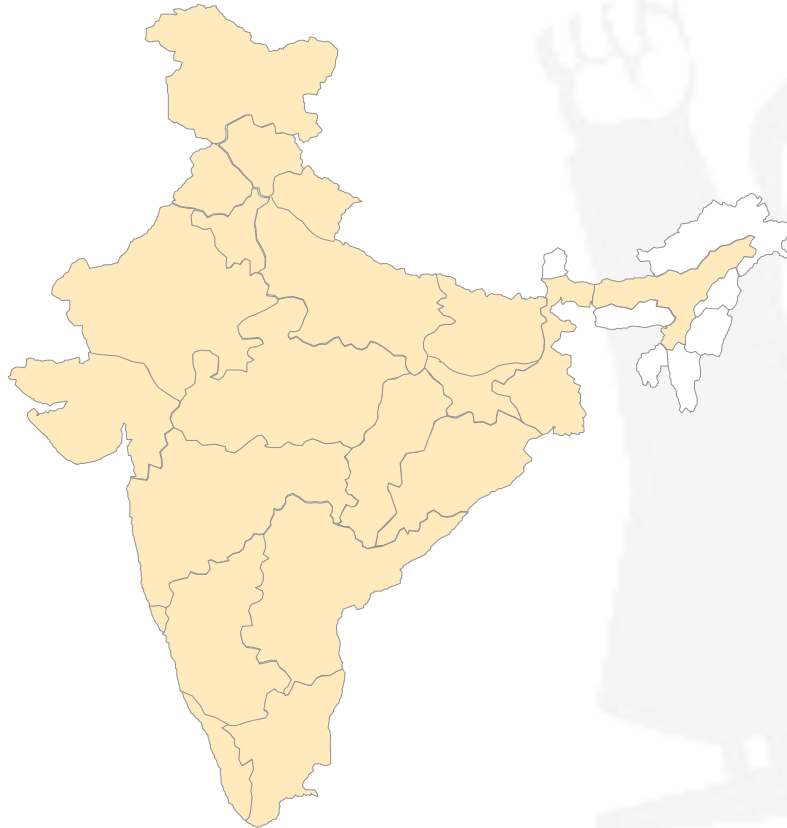


Q2 FY' 14 – Rs 360.1 bn



Geographical Reach & Proximity to the Customer

Branch Locations Across India

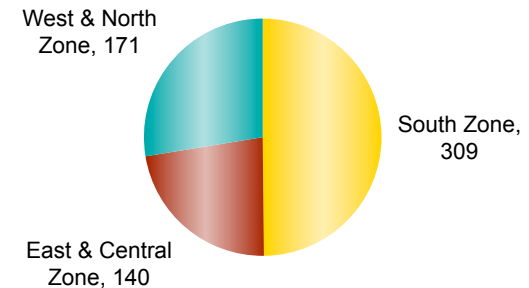


States with STFC Presence

Pan-India Presence

620 Branch Offices & **515** Rural Centres
Tie up with **App. 500** Private Financiers
18,240 Employees including **11,377** Field Officers

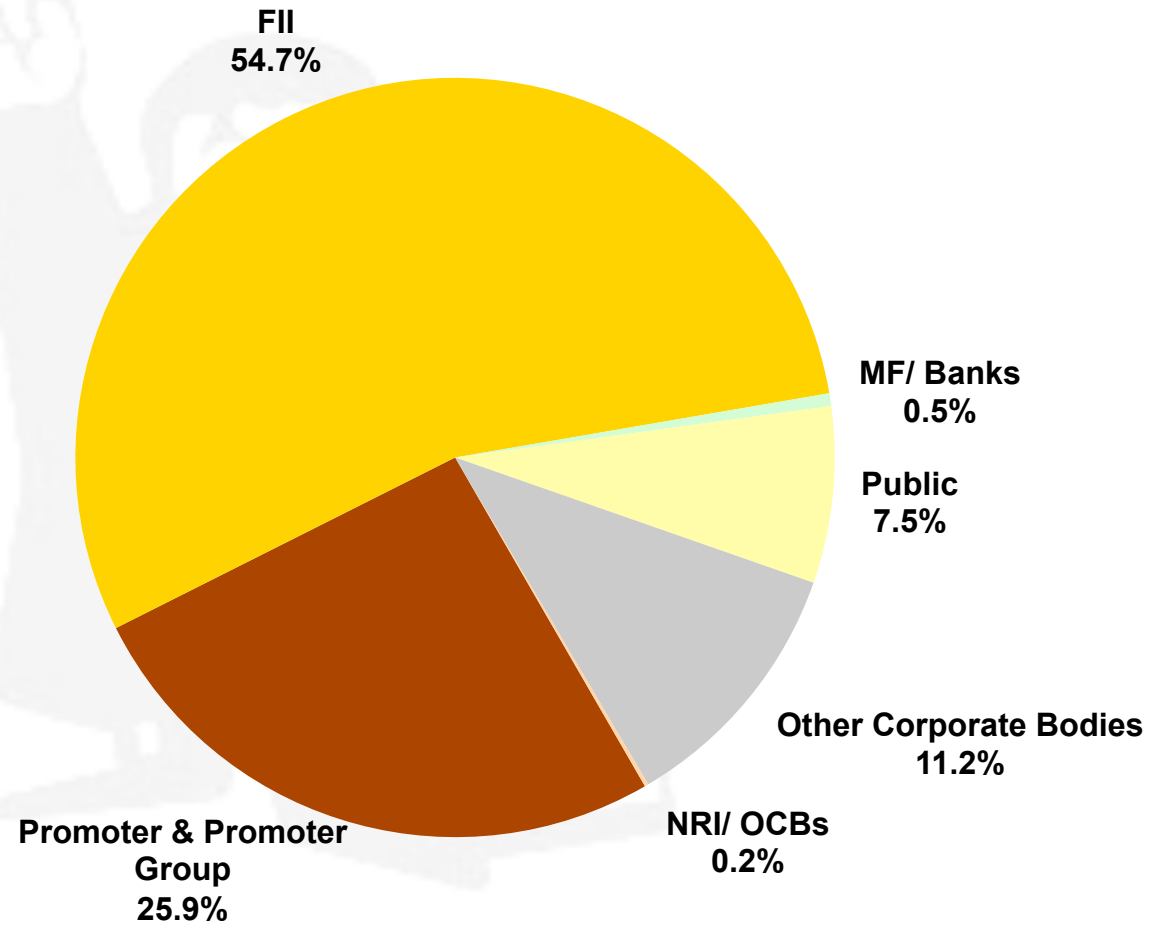
Regional Split of Branches



As on September 30, 2013

Shareholding Structure as on September 30, 2013

No. of shares outstanding: 226.88mn



Profit and Loss Statement

(Rs in mn)								
Profit & Loss Statement	Q2 FY'13	Q1 FY'14	Q2 FY'14	H1 FY'13	H1 FY'14	YoY %	QoQ %	FY'13
Interest Income	10,945.8	13,855.6	15,598.0	19,821.3	29,453.6	42.50%	12.58%	44,970.5
Interest expended	6,858.5	8,692.4	9,808.6	13,031.8	18,501.0	43.01%	12.84%	28,439.4
Net Interest Income	4,087.3	5,163.2	5,789.4	6,789.5	10,952.6	41.64%	12.13%	16,531.1
Income from Securitisation	4,713.8	3,972.9	3,415.7	10,222.1	7,388.6	-27.54%	-14.02%	18,723.2
Less : Securitisation expenses	123.4	113.7	154.0	309.0	267.7	24.77%	35.43%	666.1
Income from Securitisation (Net)	4,590.4	3,859.2	3,261.7	9,913.1	7,120.9	-28.94%	-15.48%	18,057.1
Net Interest Income including Securitisation Income	8,677.7	9,022.4	9,051.1	16,702.6	18,073.5	4.30%	0.32%	34,588.2
Other fee based income	5.5	7.2	8.7	5.5	15.9	57.85%	20.83%	29.1
Operating Income	8,683.2	9,029.6	9,059.8	16,708.1	18,089.4	4.34%	0.33%	34,617.3
Operating expenditure	1,872.2	2,497.6	2,211.8	3,812.6	4,709.5	18.14%	-11.44%	7,860.1
Core Operating Profit (before Prov. & Cont.)	6,811.0	6,532.0	6,848.0	12,895.5	13,379.9	0.54%	4.84%	26,757.2
Other Income	308.2	1,076.6	520.6	1,010.5	1,597.2	68.93%	-51.64%	1,855.9
Operating Profit	7,119.2	7,608.6	7,368.6	13,906.0	14,977.1	3.50%	-3.15%	28,613.1
Provisions for Bad Debts	2,017.5	2,652.8	2,604.1	3,963.2	5,256.8	29.08%	-1.83%	8,223.6
Provisions against Standard Assets	88.5	110.7	39.1	168.6	149.8	-55.79%	-64.66%	227.6
PBT	5,013.2	4,845.1	4,725.4	9,774.2	9,570.5	-5.74%	-2.47%	20,161.9
Tax	1,637.6	1,434.7	1,457.1	3,180.1	2,891.8	-11.02%	1.56%	6,555.7
PAT	3,375.6	3,410.4	3,268.3	6,594.1	6,678.7	-3.18%	-4.17%	13,606.2
EPS (Rs)	14.92	15.03	14.41	29.14	29.44	-3.44%	-4.15%	59.98
Tier I CRAR %	16.83%	15.95%	15.65%	16.83%	15.65%	-7.00%	-1.87%	16.62%
Tier II CRAR %	3.65%	4.30%	4.22%	3.65%	4.22%	15.73%	-1.90%	3.96%
Total CRAR %	20.48%	20.25%	19.87%	20.48%	19.87%	-2.96%	-1.88%	20.58%
Book Value (Rs)	291.93	330.75	344.62	291.93	344.62	18.05%	4.20%	315.58

Key Ratios (%)	Q2 FY'13	Q1 FY'14	Q2 FY'14	H1 FY'13	H1 FY'14	YoY %	QoQ %	FY'13
Return on Avg. Net Worth	20.83%	18.52%	16.98%	20.87%	17.73%	-18.48%	-8.32%	20.53%
Return on Avg. Assets	3.86%	3.04%	2.75%	3.79%	2.89%	-28.91%	-9.63%	3.61%
Interest Coverage Ratio	2.33	2.18	1.99	2.38	2.08	-14.45%	-8.42%	2.31

Balance Sheet

(Rs in mn)

Balance Sheet	Q2 FY'13	Q1 FY'14	Q2 FY'14	YoY %	QoQ %	FY'13
Liabilities						
<i>Shareholder funds</i>						
(a) Share capital	2,263.8	2,268.9	2,269.1	0.23%	0.01%	2,268.9
(b) Reserves and surplus	64,246.2	73,089.0	76,357.8	18.85%	4.47%	69,678.5
<i>Non-current liabilities</i>						
(a) Long-term borrowings	1,34,713.7	1,92,412.9	2,18,026.3	61.84%	13.31%	1,90,530.5
(b) Other Long term liabilities	13,075.1	10,448.0	8,972.2	-31.38%	-14.13%	12,976.4
(c) Long term provisions	14,936.2	15,855.8	16,852.6	12.83%	6.29%	15,100.9
<i>Current liabilities</i>						
(a) Short-term borrowings	37,932.8	48,450.8	50,078.9	32.02%	3.36%	41,468.7
(b) Trade payables	5,247.9	6,404.9	5,627.9	7.24%	-12.13%	5,834.4
(c) Other current liabilities	91,905.6	1,08,024.1	1,28,037.4	39.31%	18.53%	1,07,619.4
(d) Short-term provisions	2,141.9	3,349.8	2,423.7	13.16%	-27.65%	2,854.6
Total	3,66,463.2	4,60,304.2	5,08,645.9	38.80%	10.50%	4,48,332.3
Assets						
<i>Non-current assets</i>						
(a) Fixed assets						
(i) Tangible assets	460.8	665.1	768.0	66.67%	15.47%	582.7
(ii) Intangible assets	18.9	15.3	12.9	-31.75%	-15.69%	17.9
(b) Non-current investments	5,597.9	5,894.2	6,158.4	10.01%	4.48%	5,923.2
(c) Deferred tax assets (net)	2,569.9	2,952.3	2,882.5	12.16%	-2.36%	2,838.2
(d) Long term loans and advances	1,90,405.8	2,22,649.2	2,26,555.7	18.99%	1.75%	1,98,816.1
(e) Other non-current assets	3,943.8	1,069.6	761.7	-80.69%	-28.79%	1,701.5
<i>Current assets</i>						
(a) Current investments	4,056.0	6,936.8	18,325.4	351.81%	164.18%	29,766.0
(b) Cash and bank balances	28,165.5	55,663.5	77,007.2	173.41%	38.34%	63,193.3
(c) Short-term loans and advances	1,30,472.1	1,63,550.7	1,75,271.1	34.34%	7.17%	1,44,721.8
(d) Other current assets	772.5	907.5	903.0	16.89%	-0.50%	771.6
Total	3,66,463.2	4,60,304.2	5,08,645.9	38.80%	10.50%	4,48,332.3

Details of Key Parameters (Profit & Loss Account)

Particulars		Q2	Q1	Q2	H1	H1	%	%	Year ended
		FY 2012 13	FY 2013 14	FY 2013 14	FY 2012 13	FY 2013 14	YoY	QoQ	FY 2013
Interest Income	mn	10,945.8	13,855.6	15,598.0	19,821.3	29,453.6	42.50%	12.58%	44,970.5
Securitisation Income	mn	4,590.4	3,859.2	3,261.7	9,913.1	7,120.9	-28.95%	-15.48%	18,057.1
Total Interest Income	mn	15,536.2	17,714.8	18,859.7	29,734.4	36,574.5	21.39%	6.46%	63,027.6
Less : Interest Expenses	mn	6,858.5	8,692.4	9,808.6	13,031.8	18,501.0	43.01%	12.84%	28,439.4
Net Interest Income	mn	8,677.7	9,022.4	9,051.1	16,702.6	18,073.5	4.30%	0.32%	34,588.2
Other Income	mn	313.7	1,083.8	529.3	1,016.1	1,613.1	68.73%	-51.16%	1,885.0
Operating Income	mn	8,991.4	10,106.2	9,580.4	17,718.7	19,686.6	6.55%	-5.20%	36,473.2
Profit after Tax	mn	3,375.6	3,410.4	3,268.3	6,594.1	6,678.7	-3.18%	-4.17%	13,606.2
Cost to Income Ratio	%	20.43	24.18	22.23	21.14	23.23	8.81%	-8.06%	20.89
EPS	Rs.	14.92	15.03	14.41	29.14	29.44	-3.42%	-4.13%	59.98
ROA	%	3.86	3.04	2.75	3.79	2.89	-28.76%	-9.54%	3.61
ROE	%	20.83	18.52	16.98	20.87	17.73	-18.48%	-8.32%	20.53
NIM (on AUM)	%	7.67	7.01	6.73	7.55	6.87	-12.26%	-3.99%	7.46

Details of Key Parameters (Balance Sheet)

Particulars		Q2	Q1	Q2	H1	H1	%	%	Year ended
		FY 2012 13	FY 2013 14	FY 2013 14	FY 2012 13	FY 2013 14	YoY	QoQ	FY 2013
Asset under Management									
- On Books	mn	2,93,713.1	3,59,109.3	3,74,908.3	2,93,713.1	3,74,908.3	27.64%	4.40%	3,14,438.3
- Off Books	mn	1,47,137.0	1,65,864.1	1,62,906.6	1,47,137.0	1,62,906.6	10.72%	-1.78%	1,82,321.8
Total AUM	mn	4,40,850.1	5,24,973.4	5,37,814.9	4,40,850.1	5,37,814.9	21.99%	2.45%	4,96,760.1
Securitisation done	mn	3,875.0	13,661.0	27,752.0	3,875.0	41,413.0	616.18%	103.15%	87,843.0
Gross NPA	%	2.9	3.1	3.3	2.9	3.3	13.15%	5.83%	3.2
Net NPA	%	0.6	0.7	0.7	0.6	0.7	9.84%	-1.47%	0.8
Gross NPA	mn	8,553.4	11,316.6	12,542.6	8,553.4	12,542.6	46.64%	10.83%	10,253.7
Net NPA	mn	1,753.8	2,412.0	2,517.1	1,753.8	2,517.2	43.52%	4.36%	2,416.4
Coverage Ratio	%	79.5	78.7	79.9	79.5	79.9	0.54%	1.58%	76.4
CRAR	%	20.5	20.3	19.9	20.5	19.9	-2.98%	-1.88%	20.6
Book Value	Rs.	291.9	330.8	344.6	291.9	344.6	18.05%	4.19%	315.6

1. Shriram Equipment Finance Company Limited.

Assets under Finance - Rs. 32,112.7 mn in Q2FY 14 (Rs. 23,808.9 mn in Q2 FY 13)

PAT – Rs. 232 mn in Q2 FY 14 (Rs. 220.9 mn in Q2 FY 13)

2. Shriram Automall India Limited.

- ONE STOP - Launched in more than 500 branches.
- AUTOMALL – 26 Automall in operation.

3. Fees Income earned Rs. 165.43 mn in Q2 FY 14 (Rs. 181.75 mn in Q2 FY 13)

Subsidiary - Shriram Equipment Finance Company Limited

Profit and Loss Statement



(Rs in mn)

Particulars	Q2	Q1	Q2	H1	H1	Year ended
	FY 2012 13	FY 2013 14	FY 2013 14	FY 2012 13	FY 2013 14	FY 2013
Income						
Revenue from operations	957.20	1,288.79	1,345.56	2,634.35	1,792.26	4,047.68
Other income	0.01	0.03	0.06	0.09	0.02	2.62
Total	957.21	1,288.82	1,345.62	2,634.44	1,792.28	4,050.30
Expenditure						
Employee benefit expenses	64.80	94.29	80.19	174.48	127.09	268.64
Finance cost	498.87	682.40	706.23	1388.63	921.38	2057.51
Depreciation and amortisation	1.37	1.57	1.04	2.61	3.00	6.15
Other expenses	43.57	49.28	54.74	104.02	83.09	183.16
Provisions & write offs	21.55	75.41	151.89	227.30	69.65	212.48
Total	630.16	902.95	994.09	1897.04	1,204.21	2727.94
Profit before taxation	327.05	385.87	351.53	737.40	588.07	1,322.36
Provision for taxation						
Current tax	108.35	133.31	119.58	252.89	195.49	439.78
Deferred tax	(2.24)	(3.44)	(0.10)	(3.54)	(4.71)	(10.74)
Total tax expense / (income)	106.11	129.87	119.48	249.35	190.78	429.04
Profit after tax from continuing operations	220.94	256.00	232.05	488.05	397.29	893.32
Earnings per share						
Basic (Rs.)	22.09	25.59	23.20	48.79	39.71	89.30
Nominal value of equity share (Rs.)	10	10	10	10	10	10

Subsidiary - Shriram Equipment Finance Company Limited

Balance Sheet



(Rs in mn)

Particulars	Q2 FY 2012 13	Q1 FY 2013 14	Q2 FY 2013 14	Year ended FY 2013
I. EQUITY AND LIABILITIES				
(1) Shareholders' funds				
(a) Share capital	2,600.00	2,600.00	2,600.00	2,600.00
(b) Reserves and surplus	924.50	1,676.24	1,908.28	1,420.24
(2) Non-Current Liabilities				
(a) Long-term borrowings	11,763.43	9,950.70	13,817.83	9,903.26
(b) Other long term liabilities	68.96	53.47	86.61	61.56
(c) Long term provisions	129.27	204.44	235.83	232.74
(3) Current Liabilities				
(a) Short-term borrowings	4,437.76	7,349.52	4,185.40	4,566.89
(b) Trade payables	895.69	811.16	910.05	1,679.20
(c) Other current liabilities	3,196.74	10,136.44	9,321.60	10,192.70
(d) Short-term provisions	48.35	108.44	66.92	57.94
Total	24,064.70	32,890.41	33,132.52	30,714.53
II. ASSETS				
(1) Non-current assets				
(a) Fixed assets				
(i) Tangible assets	6.33	8.34	8.02	7.48
(ii) Intangible assets	3.85	1.60	1.14	2.62
(b) Deferred tax assets (net)	20.97	30.44	30.53	27.00
(c) Long term loans and advances	13,876.94	17,350.16	17,433.07	17,578.48
(2) Current assets				
(a) Cash and bank balances	86.86	1,195.81	834.80	156.00
(b) Short-term loans and advances	10,068.63	14,302.34	14,823.65	12,942.82
(c) Other current assets	1.12	1.72	1.31	0.13
Total	24,064.70	32,890.41	33,132.52	30,714.53

Subsidiary - Shriram Equipment Finance Company Limited



Details of Key Parameters (Profit & Loss Account)

Particulars		Q2	Q1	Q2	H1	H1	%	%	Year ended
		FY 2012 13	FY 2013 14	FY 2013 14	FY 2012 13	FY 2013 14	YoY	QoQ	FY 2013
Interest Income	mn	957.2	1,288.8	1,345.6	1,792.3	2,634.3	40.58%	4.41%	4,047.7
Less : Interest Expenses	mn	498.9	682.4	706.2	921.4	1,388.6	41.55%	3.49%	2,057.5
Net Interest Income	mn	458.3	606.4	639.4	870.9	1,245.7	39.52%	5.44%	1,990.2
Other Income	mn	-	-	0.1	-	0.1	-	-	2.6
Operating Income	mn	458.3	606.4	639.5	870.9	1,245.8	39.54%	5.46%	1,992.8
Profit after Tax	mn	220.9	256.0	232.0	397.3	488.0	5.02%	-9.38%	893.3
Cost to Income Ratio	%	23.94	23.93	21.26	24.48	22.56	-11.19%	-11.16%	22.98
EPS	Rs.	22.09	25.59	23.20	39.71	48.79	5.02%	-9.34%	89.30
ROA	%	3.87	3.23	2.82	3.67	3.02	-27.13%	-12.69%	3.64
ROE	%	25.89	24.68	21.13	23.97	22.86	-18.39%	-14.38%	25.18

Subsidiary - Shriram Equipment Finance Company Limited



Details of Key Parameters (Balance Sheet)

Particulars		Q2	Q1	Q2	H1	H1	%	%	Year ended
		FY 2012 13	FY 2013 14	FY 2013 14	FY 2012 13	FY 2013 14	YoY	QoQ	FY 2013
Asset under Management	mn	23,808.9	31,526.5	32,112.7	23,808.9	32,112.7	34.88%	1.86%	30,411.7
Disbursement									
- Used CE	mn	1,035.0	1,420.5	2,579.9	1,810.6	4,000.4	149.27%	81.62%	5,023.6
- New CE	mn	3,055.0	2,749.6	2,291.2	6,061.5	5,040.8	-25.00%	-16.67%	14,893.5
Gross NPA	%	0.53	0.80	0.98	0.53	0.98	84.91%	22.50%	1.38
Net NPA	%	0.14	0.31	0.41	0.14	0.41	192.86%	32.26%	0.78
Gross NPA	mn	126.10	251.90	317.80	126.10	317.80	152.02%	26.16%	419.90
Net NPA	mn	34.10	95.40	129.40	34.10	129.40	279.47%	35.64%	234.10
Coverage Ratio	%	72.93	62.14	59.30	72.93	59.30	-18.69%	-4.57%	44.24
CRAR	%	18.75	19.45	20.60	18.75	20.60	9.87%	5.91%	17.89
Book Value	Rs.	102.45	177.62	200.83	102.45	200.83	96.03%	13.07%	152.05

Subsidiary - Shriram Automall India Limited

Profit and Loss Statement

(Rs in mn)

Particulars	Q2	Q1	Q2	H1	H1	Year ended
	FY 2012 13	FY 2013 14	FY 2013 14	FY 2012 13	FY 2013 14	FY 2013
Income						
Revenue from operations	181.75	168.55	165.43	369.28	333.98	749.67
Other income	0.32	6.76	6.89	0.36	13.65	3.88
Total	182.07	175.31	172.32	369.64	347.63	753.55
Expenditure						
Vehicle Refurbishment expenses	-	-	-	0.24	-	0.24
Adjustment due to decrease/(increase) in stock of used cvs	-	-	-	9.29	-	9.61
Employees Benefit expense	60.81	69.82	60.59	136.52	130.41	280.44
Finance cost	0.01	0.09	0.17	0.01	0.26	0.42
Depreciation and amortisation	9.47	9.40	9.12	18.79	18.52	37.67
Other expenses	74.31	81.25	72.06	140.14	153.31	282.60
Total	144.60	160.56	141.94	304.99	302.50	610.98
Profit/(Loss) before taxation	37.47	14.75	30.38	64.65	45.13	142.57
Provision for taxation						
Current tax	7.50	8.62	12.44	11.80	21.06	27.39
Less: MAT credit entitlement	-	-	-	-	-	(18.83)
Deferred tax liability / (Asset)	(0.20)	(3.64)	(1.16)	(3.28)	(4.80)	(5.59)
Total tax expense / (income)	7.30	4.98	11.28	8.52	16.26	2.97
Profit/(Loss) after tax from continuing operations	30.17	9.77	19.10	56.13	28.87	139.60
Earnings/(Loss) per share						
Basic & Diluted (Rs.)	1.00	0.33	0.64	1.87	0.96	4.65
Nominal Value of Share (Rs.)	10.00	10.00	10.00	10.00	10.00	10.00

Subsidiary - Shriram Automall India Limited

Balance Sheet



(Rs in mn)

Particulars	Q2 FY 2012 13	Q1 FY 2013 14	Q2 FY 2013 14	Year ended FY 2013
I. EQUITY AND LIABILITIES				
(1) Shareholders' Funds				
(a) Share capital	300.00	300.00	300.00	300.00
(b) Reserves and Surplus	(86.11)	7.12	26.22	(2.65)
(2) Non-Current Liabilities				
(a) Long term provisions	10.77	13.47	11.53	11.61
(3) Current Liabilities				
(a) Short-term borrowings	19.28	10.46	0.01	31.90
(b) Trade payables	80.02	122.91	201.55	134.70
(c) Other current liabilities	17.80	9.91	7.27	13.09
(d) Short-term provisions	12.35	11.93	13.16	10.23
Total	354.11	475.80	559.74	498.88
II. ASSETS				
(1) Non-current assets				
(a) Fixed assets				
(i) Tangible assets	119.16	96.61	89.87	102.03
(ii) Intangible assets	12.50	8.09	6.75	9.56
(iii) Capital work-in-progress	-	0.41	0.41	0.41
(b) Deferred tax assets (net)	3.66	9.62	10.77	5.97
(c) Long term loans and advances	42.03	54.28	45.91	67.64
(d) Other assets	0.11	0.12	-	0.12
(2) Current assets				
(a) Inventories	0.28	-	-	-
(b) Trade receivables	0.97	0.03	1.14	0.05
(c) Cash and bank balances	145.34	13.24	25.96	167.98
(d) Short-term loans and advances	30.05	286.93	372.32	145.11
(e) Other assets	0.01	6.47	6.61	0.01
Total	354.11	475.80	559.74	498.88

**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. 37,490.83 crores and off Balance sheet assets of Rs. 16,290.66 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 620 branches, and employs 18,240 employees including 11,377 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