

Q1 FY25 Investor Update July 26, 2024

## **Company Updates**



- SFL & Valiant Partners LP ("Valiant") have entered into a Share Purchase Agreement to sell their stakes in Shriram Housing Finance Limited ("SHFL") to Warburg Pincus ("Warburg") for a total deal value of Rs.4,630 Cr for the equity and convertible instruments of SHFL.
- □ The deal is expected to get the regulatory approval by the end of 3<sup>rd</sup> quarter of the current financial year.
- □ SFL will receive Rs.3,900 cr from the sale of its investment in the Subsidiary, resulting in an increase in CRAR by around 80 bps.



# **Performance Highlights**

## Performance Highlights – Q1 FY25 vs Q1 FY24



Total Income	20.00 % 🕇	Q1 FY25	Rs. 96,097.1 mn
Total Income	20.00 /8	Q1 FY24	Rs. 80,080.1 mn
		Q1 FY25	Rs 53,544.7 mn
Net Interest Income	e** 20.63 % 🕇	Q1 FY24	Rs. 44,386.8 mn
** including Net Direct assignme	ent Income		
Rs. 313.10 mn (Q1 FY24 Rs. 75	7.70 mn)	Q1 FY25	Rs 19,805.9 mn
PAT	18.21 % 🔶	Q1 FY24	Rs. 16,754.4 mn
		Q1 FY25	Rs. 52.70
EPS	17.82 % 🕇	Q1 FY24	Rs. 44.73

## Performance Highlights – Q1 FY25 vs Q1 FY24



		Q1 FY25	Rs. 2,334,436.3 mn
AUM 20.82 %	T	Q1 FY24	Rs 1,932,146.7 mn
		Q1 FY25	Rs 124,077.5 mn
Gross Stage 3 Assets 7.81 %		Q1 FY24	Rs 115,088.8 mn
		Q1 FY25	Rs 60,617.9 mn
Net Stage 3 Assets 10.99 %	•	Q1 FY24	Rs 54,613.5 mn
		Q1 FY25	Rs. 1,344.99
Book Value12.22 %	T	Q1 FY24	Rs 1,198.55



## Assets under Management (AUM), Provision Analysis and Geographical Distribution

## **AUM Break-up**



Particulars (Rs. mn)	Q1 FY25	Q4 FY24	Q1 FY24	YoY (%)	QoQ (%)
Loan Portfolio					
- On Books					
Balance sheet assets	2,026,948.8	1,942,207.2	1,677,638.4	20.82%	4.36%
Securitised assets	275,513.2	274,469.4	229,580.5	20.01%	0.38%
Total On books	2,302,462.0	2,216,676.6	1,907,218.9	20.72%	3.87%
- Off Books**	31,974.3	31,943.2	24,927.8	28.27%	0.10%
Total AUM	2,334,436.3	2,248,619.8	1,932,146.7	20.82%	3.82%

\*\*Off Books pertains to Direct assignment portfolio.

## **Segment-wise AUM Break-up**



Product	Q1 FY	<b>′25</b>	Q4 FY24		Q1 FY2	24	YoY (%)	QoQ (%)
(Rs. mn)	Amt	%	Amt	%	Amt	%		
Commercial Vehicles	1,096,791.8	46.98%	1,069,351.1	47.56%	959,047.4	49.64%	14.36%	2.57%
Passenger Vehicles	459,822.5	19.70%	431,962.2	19.21%	362,919.7	18.78%	26.70%	6.45%
Construction Equipments	170,409.9	7.30%	169,539.6	7.54%	146,261.5	7.57%	16.51%	0.51%
Farm Equipments	39,822.0	1.71%	37,152.7	1.66%	34,191.2	1.77%	16.47%	7.18%
MSME	288,023.8	12.34%	262,269.9	11.66%	200,448.0	10.37%	43.69%	9.82%
Two Wheelers	129,090.5	5.53%	125,523.5	5.58%	100,234.6	5.19%	28.79%	2.84%
Gold	61,225.1	2.62%	62,998.0	2.80%	49,847.7	2.58%	22.82%	-2.81%
Personal Loans	89,250.7	3.82%	89,822.8	3.99%	79,196.5	4.10%	12.70%	-0.64%
Total AUM	2,334,436.3	100.00%	2,248,619.8	100.00%	1,932,146.6	100.00%	20.82%	3.82%

## **Provision Analysis**



Particulars (Rs. mn)	Q1 FY25	Q4 FY24	Q1 FY24	YoY (%)	QoQ (%)
Gross Stage 3	124,077.5	120,811.5	115,088.8	7.81%	2.70%
ECL provision-Stage 3	63,459.6	62,567.1	60,475.3	4.93%	1.43%
Net Stage 3	60,617.9	58,244.4	54,613.5	10.99%	4.08%
Gross Stage 3 (%)	5.39%	5.45%	6.03%	-10.70%	-1.12%
Net Stage 3 (%)	2.71%	2.70%	2.96%	-8.45%	0.13%
Coverage Ratio (%) Stage 3	51.15%	51.79%	52.55%	-2.67%	-1.24%
Gross Stage 2	153,316.7	150,066.8	149,643.8	2.45%	2.17%
ECL provision-Stage 2	11,585.9	11,075.1	10,464.9	10.71%	4.61%
Net Stage 2	141,730.8	138,991.7	139,178.9	1.83%	1.97%
Gross Stage 2 (%)	6.66%	6.77%	7.85%	-15.13%	-1.64%
Gross Stage 1	2,025,067.8	1,945,798.3	1,642,486.1	23.29%	4.07%
ECL provision-Stage 1	69,196.7	63,740.3	47,817.1	44.71%	8.56%
Net Stage 1	1,955,871.1	1,882,058.0	1,594,669.0	22.65%	3.92%
Gross Stage 1 (%)	87.95%	87.78%	86.12%	2.13%	0.20%
ECL provision (%) Stage 1	3.42%	3.28%	2.91%	17.37%	4.31%

## **Product wise Provision Analysis – June'24**



Particulars (Rs. mn)	Commercial Vehicles	Passenger Vehicles	Construction Equipment	Farm Equipment	MSME	Two Wheeler	Gold Loan	Personal Loans	Total
Gross Stage 3	63,346.9	23,791.2	10,492.7	3,475.4	13,725.6	3,995.6	1,189.5	4,060.6	124,077.5
ECL provision-Stage 3	33,185.8	11,458.9	5,169.6	1,503.0	7,872.8	1,945.3	88.5	2,235.7	63,459.6
Net Stage 3	30,161.1	12,332.3	5,323.1	1,972.4	5,852.8	2,050.3	1,101.0	1,824.9	60,617.9
Gross Stage 3 (%)	5.85%	5.27%	6.24%	8.93%	4.86%	3.10%	1.94%	4.55%	5.39%
Net Stage 3 (%)	2.88%	2.80%	3.26%	5.27%	2.13%	1.61%	1.80%	2.10%	2.71%
Coverage Ratio (%) Stage 3	52.39%	48.16%	49.27%	43.25%	57.36%	48.69%	7.44%	55.06%	51.15%
Gross Stage 2	70,889.2	28,333.2	11,175.6	3,771.9	20,194.9	7,312.5	4,734.1	6,905.3	153,316.7
ECL provision-Stage 2	5,400.9	2,316.0	977.2	368.6	1,570.6	374.4	22.4	555.8	11,585.9
Net Stage 2	65,488.3	26,017.2	10,198.4	3,403.3	18,624.3	6,938.1	4,711.7	6,349.5	141,730.8
Gross Stage 2 (%)	6.55%	6.28%	6.64%	9.69%	7.15%	5.66%	7.73%	7.74%	6.66%
ECL provision (%) Stage 2	7.62%	8.17%	8.74%	9.77%	7.78%	5.12%	0.47%	8.05%	7.56%
Gross Stage 1	947,862.1	399,190.2	146,564.1	31,661.9	248,420.8	117,782.4	55,301.5	78,284.8	2,025,067.8
ECL provision-Stage 1	29,138.8	13,309.6	5,200.1	1,489.3	10,415.3	4,032.6	261.7	5,349.3	69,196.7
Net Stage 1	918,723.3	385,880.6	141,364.0	30,172.6	238,005.5	113,749.8	55,039.8	72,935.5	1,955,871.1
Gross Stage 1 (%)	87.59%	88.45%	87.12%	81.37%	87.99%	91.24%	90.32%	87.71%	87.95%
ECL provision (%) Stage 1	3.07%	3.33%	3.55%	4.70%	4.19%	3.42%	0.47%	6.83%	3.42%

## **Well-entrenched Pan India Network**



Geographical Units (GU)	Urban	Semi-urban	Rural	Total
Branches				
GU1				
Puducherry	3	5	6	14
Tamil Nadu	73	201	463	737
GU1 Total	76	206	469	751
GU2				
Andhra Pradesh	30	116	158	304
Odisha	2	21	29	52
Telangana	47	57	102	206
GU2 Total	79	194	289	562
GU3				
Bihar	16	39	37	92
Goa	-	1	2	3
Jharkhand	13	16	11	40
Maharashtra	53	80	148	281
Uttar Pradesh	33	89	54	176
Uttarakhand	-	10	8	18
GU3 Total	115	235	260	610

## **Well-entrenched Pan India Network**



Geographical Units (GU)	Urban	Semi-urban	Rural	Total	
Branches					
GU4					
Dadra and Nagar Haveli	-	-	1	1	
Delhi	17	3	-	20	
Gujarat	22	53	39	114	
Haryana	3	42	22	67	
Himachal Pradesh	-	4	35	39	
Jammu and Kashmir	1	4	11	16	
Madhya Pradesh	21	60	108	189	
Punjab	9	35	25	69	
Chandigarh	4	-	-	4	
Rajasthan	14	53	68	135	
GU4 Total	91	254	309	654	
Geographical Units (GU)	Urban	Semi-urban	Rural	Total	
Geographical Units (GU) Branches	Urban	Semi-urban	Rural	Total	
	Urban	Semi-urban	Rural	Total	
Branches	Urban 2	Semi-urban	Rural	Total 30	
Branches GU5					
Branches GU5 Assam	2	10	18	30	
Branches GU5 Assam Chhattisgarh	2	10 15	18 51	30 71	
Branches GU5 Assam Chhattisgarh Karnataka	2 5 25	10 15 65	18 51 133	30 71 223	
Branches GU5 Assam Chhattisgarh Karnataka Kerala	2 5 25 5	10 15 65 22	18 51 133 89	30 71 223 116	
Branches GU5 Assam Chhattisgarh Karnataka Kerala Manipur	2 5 25 5 -	10 15 65 22 1	18 51 133 89 -	30 71 223 116 1	
Branches GU5 Assam Chhattisgarh Karnataka Kerala Manipur Meghalaya Sikkim Tripura	2 5 25 5 -	10 15 65 22 1 1	18 51 133 89 - -	30 71 223 116 1 1	
Branches GU5 Assam Chhattisgarh Karnataka Kerala Manipur Meghalaya Sikkim Tripura West Bengal	2 5 25 5 - -	10 15 65 22 1 1 1	18 51 133 89 - - 2	30 71 223 116 1 1 3	
Branches GU5 Assam Chhattisgarh Karnataka Kerala Manipur Meghalaya Sikkim Tripura	2 5 25 5 - - - -	10 15 65 22 1 1 1 1 2	18 51 133 89 - - - 2 2	30 71 223 116 1 1 3 4	



\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*

8.71 mn 75,813 Customers

Employees

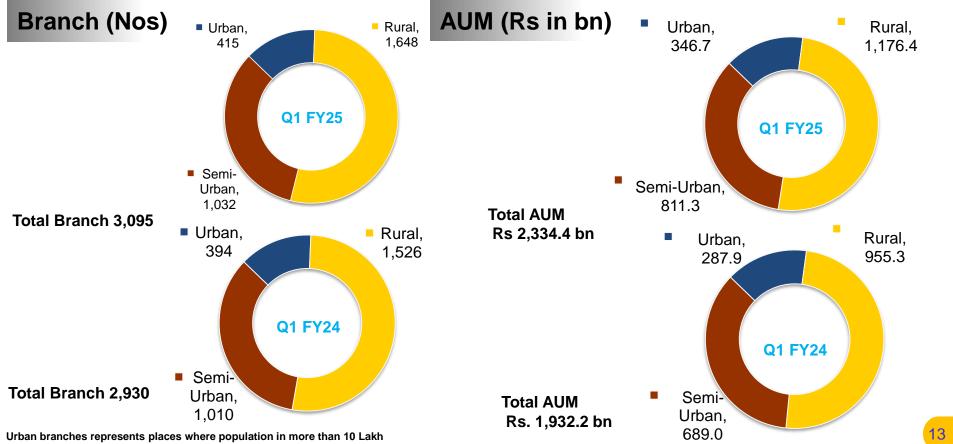
59,143 **Business Team** 

**Rural Centres** 

675

## **Branch & AUM distribution – Q1 FY25 vs Q1 FY24**

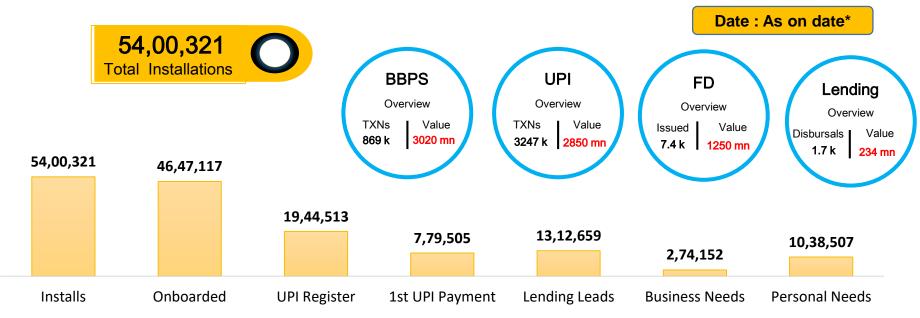




Semi-urban branches represents places where population in more than 10 Lakh Semi-urban branches represents places where population in between 1 Lakh to 10 Lakh Rural branches represents places where population in less than 1 Lakh

## **Shriram One App Summary**





Period	Installs	Onboarded	Onboarded	UPI	UPI	1 <sup>st</sup> UPI	1 <sup>st</sup> UPI	Lending	Business	Personal
i chida	Period Installs Unboarded	%	Register	Register %	Payment	Payment %	Leads	Needs	Needs	
*Upto 24 July 2024	5,400,321	4,647,117	86.05%	1,944,513	41.84%	779,505	40.09%	1,312,659	274,152	1,038,507



## **Financial Statements**

## **P&L Statement**



Particulars (Rs. mn)	Q1 FY25	Q4 FY24	Q1 FY24	YoY (%)	QoQ (%)	FY24
Interest income	95,210.1	93,714.1	79,566.7	19.66%	1.60%	346,524.6
Interest expended	41,665.4	40,353.5	35,179.9	18.44%	3.25%	149,656.1
Net interest income	53,544.7	53,360.6	44,386.8	20.63%	0.35%	196,868.5
Staff cost	8,683.5	8,249.1	7,903.9	9.86%	5.27%	32,155.9
Other Operating expenditure	7,060.7	7,291.8	5,713.2	23.59%	-3.17%	26,070.1
Operating expenditure	15,744.2	15,540.9	13,617.1	15.62%	1.31%	58,226.0
Core operating profit	37,800.5	37,819.7	30,769.7	22.85%	-0.05%	138,642.5
Other income	740.9	1,236.3	492.6	50.41%	-40.07%	3,377.3
Operating profit	38,541.4	39,056.0	31,262.3	23.28%	-1.32%	142,019.8
Loan Losses & Provisions	11,875.5	12,614.8	8,786.1	35.16%	-5.86%	45,183.4
Profit before tax	26,665.9	26,441.2	22,476.2	18.64%	0.85%	96,836.4
Tax Expense	6,860.0	6,982.5	5,721.8	19.89%	-1.75%	24,931.6
Profit after tax	19,805.9	19,458.7	16,754.4	18.21%	1.78%	71,904.8
Other comprehensive Income (Net)	79.6	(589.6)	(767.7)	-110.37%	-113.50%	(881.0)
Total Comprehensive Income	19,885.5	18,869.1	15,986.7	24.39%	5.39%	71,023.8
EPS (Rs)	52.70	51.79	44.73	17.82%	1.76%	191.63

## **Summarised Balance Sheet**



Particulars (Rs. mn)	Jun-24	Mar-24	Jun-23	YoY(%)	QoQ (%)
I. Assets					
Financial Assets					
a) Cash and bank balances	108,294.1	108,126.4	150,044.0	-27.83%	0.16%
b) Loans	2,158,220.0	2,079,294.1	1,788,461.9	20.67%	3.80%
c) Investments	90,531.1	106,566.4	83,339.3	8.63%	-15.05%
d) Other-financial assets	5,618.9	7,833.1	9,429.8	-40.41%	-28.27%
Non-financial assets					
a) Goodwill	14,067.3	14,067.3	14,067.3	0.00%	0.00%
b) Other non-financial assets	60,615.3	56,872.8	49,658.5	22.06%	6.58%
c) Assets held for Sale	15,622.4	-	-	-	-
Total Assets	2,452,969.1	2,372,760.1	2,095,000.8	17.09%	3.38%
II. Liabilities and Equity					
Financial Liabilities					
a) Debts	1,917,455.2	1,858,411.4	1,619,465.6	18.40%	3.18%
b) Other financial liabilities	18,980.0	20,651.8	19,433.7	-2.33%	-8.10%
Non-financial Liabilities	10,938.2	8,013.0	6,839.7	59.92%	36.51%
Total Equity	505,595.7	485,683.9	449,261.8	12.54%	4.10%
Total Liabilities and Equity	2,452,969.1	2,372,760.1	2,095,000.8	17.09%	3.38%

## Key Metrics – Q1 FY25



P&L Metrics (Rs. mn)	Q1 FY25	Q4 FY24	Q1 FY24	YoY (%)	QoQ (%)	FY24
Interest Income	95,210.1	93,714.1	79,566.7	19.66%	1.60%	346,524.6
Less: Interest Expenses	41,665.4	40,353.5	35,179.9	18.44%	3.25%	149,656.1
Net Interest Income	53,544.7	53,360.6	44,386.8	20.63%	0.35%	196,868.5
Other Operating Income & Other Income	740.9	1,236.3	492.6	50.41%	-40.07%	3,377.3
Profit After Tax	19,805.9	19,458.7	16,754.4	18.21%	1.78%	7,190.5
EPS (Rs.)	52.70	51.79	44.73	17.82%	1.76%	191.63
Cost to income Ratio (%)	27.45%	26.61%	28.85%	-4.85%	3.16%	27.40%
NIM	8.79%	9.02%	8.33%	5.52%	-2.55%	8.84%

## Key Metrics – Q1 FY25 (Contd.)



Balance Sheet Metrics (Rs. mn)	Q1 FY25	Q4 FY24	Q1 FY24	YoY (%)	QoQ (%)	FY24
Networth	504,550.00	484,638.20	448,216.10	12.57%	4.11%	484,638.20
Book Value (Rs.)	1,344.99	1,292.42	1,198.55	12.22%	4.07%	1,292.42
Interest Coverage (x)	2.30	2.35	2.28	0.88%	-2.13%	2.34
ROA (%)	3.12%	3.19%	3.10%	0.65%	-2.19%	3.13%
ROE (%)	16.03%	16.37%	15.27%	4.98%	-2.08%	15.64%
Tier I CRAR %	19.47%	19.55%	21.27%	-8.46%	-0.41%	19.55%
Tier II CRAR %	0.82%	0.75%	1.13%	-27.43%	9.33%	0.75%
Total CRAR %	20.29%	20.30%	22.40%	-9.42%	-0.05%	20.30%



# **Borrowing Profile**

## **Borrowing Profile**



Product	Q1 FY25		Q4 F	Y24	Q1 FY23	
FIODUCI	Amt in bn	%	Amt in bn	%	Amt in bn	%
Commercial Paper	33.8	1.76%	23.7	1.28%	10.6	0.66%
Non-Convertible Debentures	321.2	16.75%	316.3	17.02%	287.2	17.73%
Public Deposit	474.9	24.77%	444.4	23.92%	386.5	23.87%
Securitisation	290.6	15.16%	291.4	15.68%	241.8	14.93%
Subordinated debts	26.3	1.37%	43.0	2.31%	44.2	2.73%
Term Loan	474.9	24.77%	456.4	24.56%	393.7	24.31%
External Commercial Bond	111.5	5.81%	109.5	5.89%	126.4	7.80%
ECB Loans	159.0	8.29%	144.7	7.78%	112.5	6.95%
Other Borrowing	25.2	1.32%	29.0	1.57%	16.4	1.01%
Total	1,917.5	100.00%	1,858.4	100.00%	1,619.5	100.00%

## ALM Statement as on June 30, 2024



Particulars (Rs. mn)	One month	Over one month to 2 months	Over 2 months to 3 months	Over 3 months to 6 months	Over 6 months to one year	Over one year to 3 years	Over 3 to 5 years	Over 5 years	Total
Total Outflows	103,145.00	46,806.90	90,914.50	149,597.70	219,210.80	891,172.60	330,418.00	643,015.40	2,474,280.90
Total Inflows	147,023.30	109,600.70	92,829.00	265,362.20	437,857.50	988,099.20	248,693.10	163,436.90	2,452,901.90
Mismatch or Surplus/(Deficit)	43,878.30	62,793.80	1,914.50	115,764.50	218,646.70	96,926.60	(81,724.90)	(479,578.50)	(21,379.00)
Cum. Mismatch or Surplus/(Deficit)	43,878.30	106,672.10	108,586.60	224,351.10	442,997.80	539,924.40	458,199.50	(21,379.00)	

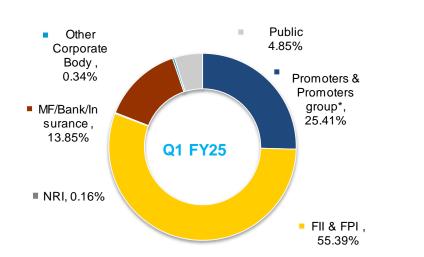
Liquidity Coverage Ratio was 255.19 % as on June 30, 2024.



## **Shareholding**

### Shareholding Pattern as on June 30, 2024 vs June 30, 2023

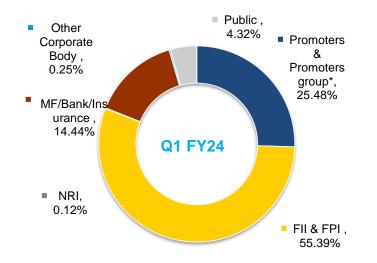




No. of shares outstanding: 375.91 mn

Details of Promoters/Promoter Group*	Holding (%)
Shriram Capital Private Limited	17.86%
(Formerly Shriram Financial Ventures (Chennai) Private Limited)	
Shriram Value Services Limited	7.12%
Shriram Ownership Trust	0.02%
Sanlam Life Insurance Limited	0.41%
Total	25.41%

#### No. of shares outstanding: 374.84 mn



Details of Promoters/Promoter Group*	Holding (%)
Shriram Capital Private Limited	17.91%
(Formerly Shriram Financial Ventures (Chennai) Private Limited)	
Shriram Value Services Limited	3.47%
Shriram Ownership Trust	2.09%
Sanlam Life Insurance Limited	2.01%
Total	25.48%

## List of Key Shareholders as on June 30, 2024



Key Shareholders	Shareholding As	%
	on June 30, 2024	
	(mn Shares)	
Promoter and Promoter Group	95.5	25.41
Government Of Singapore	25.1	6.67
Kotak Mahindra Trustee Co. Ltd (under different sub accounts)	5.8	1.54
Aditya Birla Sun Life Trustee Private Limited (under different sub acco	5.7	1.53
New World Fund Inc	5.5	1.47
SBI S&P BSE 100 ETF	5.5	1.45
Government Pension Fund Global	5.0	1.33
Monetary Authority of Singapore (under different sub accounts)	4.7	1.26
Kotak Funds - India Midcap Fund	4.6	1.22
Public and Others	218.5	58.12
Total	375.9	100.00

## Has Attracted Strong Interest from Quality Investors



- \* Consistent track record and high growth potential has attracted reputed institutional and private equity investors to infuse growth capital
- \* Details of last Equity fund raising :
  - On November 25, 2021, allotted 1.736 mn equity shares of face value of Rs. 10/- each aggregating to Rs. 2.5 bn to Shriram Capital Limited, Promoter of the Company for conversion of warrants at a price of Rs. 1,440/- per equity Share (including a premium of Rs. 1,430/- per equity share) on receipt of balance subscription money of Rs. 1.9 bn for allotment of 1,736,100 Warrants convertible into Equity Shares at Rs. 1.080/- per Warrant, being 75% of the Issue price of Rs. 1,440/- of the Warrants. The entire proceeds have been utilised for the objects of the Preferential Issue. Pursuant to allotment of the Equity Shares in the Preferential Issue, the paid-up share capital of the Company stood increased on November 25, 2021 from Rs. 2,687,836,130/- to Rs. 2,705,197,130/- comprising of 270,519,713 equity shares of face value of Rs. 10/- each.
  - 2. On July 8, 2021, allotted 1.736 mn equity shares of face value of Rs. 10/- each aggregating to Rs. 2.5 bn on a preferential basis to Shriram Capital Limited, Promoter of the Company (Preferential Issue) for cash at a price of Rs. 1,440/- per equity Share (including a premium of Rs. 1,430/- per equity share). Further the Company allotted 1.736 mn warrants convertible into equity shares of face value of Rs. 10/- each aggregating to Rs. 2.5 bn on a preferential basis to Shriram Capital Limited, for cash at a price of Rs. 1,440/- per equity share (including a premium of Rs. 1,440/- per equity share (including a premium of Rs. 1,440/- per equity share) and had received the warrant subscription money of Rs. 0.62 bn, being 25% of the Issue price i.e. Rs. 360/- per Warrant.
  - 3. On June 12, 2021, allotted 13.986 mn equity shares of face value of Rs. 10/- each aggregating to Rs. 19.99 bn to the eligible Qualified Institutional Buyers (QIB) for cash at a price of Rs. 1,430/- per equity share (including a premium of Rs. 1,420/- per equity share).

**Subsidiary** 



# Shriram Housing Finance Limited (SHFL)

## **AUM Break-up**



Particulars (Rs. mn)	Q1 FY25	Q4 FY24	Q1 FY24	YoY (%)	QoQ (%)
Loan Portfolio					
- On Books					
Balance sheet assets	100,253.5	99,575.2	73,901.7	35.66%	0.68%
Securitised assets	11,704.1	8,845.1	6,027.3	94.18%	32.32%
Total On books	111,957.6	108,420.3	79,929.0	40.07%	3.26%
- Off Books*	32,015.4	29,196.5	15,464.7	107.02%	9.66%
Total AUM	143,973.00	137,616.8	95,393.7	50.93%	4.62%

\*Off Books pertains to Direct assignment portfolio & Colending

## Assets under Management

Segment (Rs. mn)	Q1 FY25	Q4 FY24	Q1 FY24	YoY (%)	QoQ (%)
HL	79,130.2	74,593.6	54,611.4	44.90%	6.08%
LAP	52,778.2	51,114.0	32,107.5	64.38%	3.26%
MLAP	692.7	574.9	1.7	39648.15%	20.47%
Тор ир	7,073.7	6,880.0	4,619.4	53.13%	2.82%
CF	3,624.7	3,708.9	3,238.2	11.94%	-2.27%
CL	673.5	745.4	815.4	-17.41%	-9.65%
Total AUM	143,973.0	137,616.8	95,393.7	50.93%	4.62%

### P & L Statement

Particulars (Rs. mn)	Q1 FY25	Q4 FY24	Q1 FY24	YoY (%)	QoQ (%)	FY24
Interest Income	3,522.3	3,079.8	2,310.6	52.44%	14.37%	11,124.3
Interest Expended	2,323.2	2,119.6	1,457.9	59.35%	9.60%	7,301.4
Net Interest Income	1,199.1	960.2	852.7	40.63%	24.88%	3,822.9
Other Operating Income	814.5	978.0	645.3	26.22%	-16.72%	3,166.2
Operating Income	2,013.6	1,938.2	1,498.0	34.42%	3.89%	6,989.1
Operating Expenditure	1,202.8	1,063.4	797.9	50.73%	13.11%	3,751.2
Core Operating Profit	810.8	874.8	700.1	15.81%	-7.31%	3,237.9
Other Income	1.0	-1.0	0.9	3.82%	-192.71%	5.1
Operating Profit	811.8	873.8	701.0	15.81%	-7.10%	3,243.0
Loan Losses & Provisions	169.7	35.4	95.7	77.23%	379.65%	339.9
Profit Before Tax	642.1	838.4	605.3	6.08%	-23.41%	2,903.1
Tax Expense	159.0	217.9	148.9	6.80%	-27.02%	728.8
Profit After Tax	483.1	620.5	456.4	5.85%	-22.15%	2,174.3
Other Comprehensive Income (Net)	-14.4	-9.3	-2.7	431.91%	53.88%	-0.7
Total Comprehensive Income	468.7	611.2	453.7	3.31%	-23.31%	2,173.6
EPS (Rs)	1.34	1.89	1.40	-4.28%	-29.09%	6.62

## **Summarized Balance Sheet**

SHRIR C M HOUSING FINANCE

Particulars (Rs. mn)	Jun-24	Mar-24	Jun-23	YoY (%)	QoQ (%)
I. Assets					
Financial Assets					
a) Cash and Bank Balance	2,882.0	3,601.6	3,387.8	-14.93%	-19.98%
b) Loans	111,157.2	107,662.0	79,328.1	40.12%	3.25%
c) Investments	9,159.3	1,993.3	4,258.5	115.09%	359.50%
d) Other Financial Assets	3,327.3	3,099.6	2,069.4	60.79%	7.35%
Non Financial Assets	2,689.5	2,229.3	- 1,509.7	78.15%	20.64%
Total	129,215.4	118,585.9	90,553.5	42.70%	8.96%
Particulars (Rs. mn)	Jun-24	Mar-24	Jun-23	YoY (%)	QoQ (%)
II. Liabilities and Equity					
Financial Liabilities					
a) Debt Securities	106,061.4	96,549.5	75,367.6	40.73%	9.85%
b) Other financial liabilities	2,804.2	2,203.7	1,269.4	120.91%	27.25%
Non-Financial Liabilities	637.8	595.4	463.9	37.49%	7.11%
Total Equity	19,712.0	19,237.3	13,452.6	46.53%	2.47%
Total Liabilities and Equity	- 129,215.4	118,585.9	90,553.5	42.70%	8.96%

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## **Provision Analysis**

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Particulars (Rs. mn)	Q1 FY25	Q4 FY24	Q1 FY24	YoY (%)	QoQ (%)
Gross Stage 3	1,393.4	1,113.9	798.0	74.61%	25.10%
ECL provision-Stage 3	348.4	253.0	197.5	76.39%	37.70%
Net Stage 3	1,045.0	860.9	600.5	74.02%	21.39%
Gross Stage 3 (%)	1.24%	1.03%	1.00%	24.66%	21.14%
Net Stage 3 (%)	0.94%	0.79%	0.75%	24.32%	18.52%
Coverage Ratio (%) Stage 3	25.00%	22.72%	24.75%	1.02%	10.07%
Gross Stage 2	1,590.2	1,506.9	1,020.9	55.77%	5.53%
ECL provision-Stage 2	98.4	155.0	35.4	177.72%	-36.51%
Net Stage 2	1,491.8	1,351.9	985.5	51.37%	10.35%
Gross Stage 2 (%)	1.42%	1.39%	1.28%	11.21%	2.20%
ECL provision (%) Stage 2	6.19%	10.29%	3.47%	78.29%	-39.83%
Gross Stage 1	108,974.0	105,799.5	78,110.2	39.51%	3.00%
ECL provision-Stage 1	353.6	350.2	368.1	-3.94%	0.99%
Net Stage 1	108,620.4	105,449.3	77,742.1	39.72%	3.01%
Gross Stage 1 (%)	97.34%	97.58%	97.72%	-0.40%	-0.25%
ECL provision (%) Stage 1	0.32%	0.33%	0.47%	-31.14%	-1.95%

## **Key Metrics**

P&L Metrics (Rs. mn)	Q1 FY25	Q4 FY24	Q1 FY24	YoY (%)	QoQ (%)	FY24
Interest Income	3,522.3	3,079.8	2310.6	52.44%	14.37%	11,124.3
Less: Interest Expenses	2,323.2	2,119.6	1457.9	59.35%	9.60%	7,301.4
Net Interest Income	1,199.1	960.2	852.7	40.63%	24.88%	3,822.9
Other Operating Income & Other Income	815.5	977.0	646.2	26.19%	-16.53%	3,171.4
Profit After Tax	483.1	620.5	456.4	5.87%	-22.15%	2,174.3
EPS (Rs.)	1.34	1.89	1.40	-4.28%	-29.09%	6.62
Cost to income Ratio (%)	59.70%	54.89%	53.23%	12.15%	8.76%	53.63%
NIM	7.31%	7.56%	8.14%	-10.17%	-3.29%	7.95%
Balance Sheet Metrics (Rs. mn)	Q1 FY25	Q4 FY24	Q1 FY24	YoY (%)	QoQ (%)	FY24
					404 (79)	F 1 24
Networth	19,712.0	19,237.3	13,452.6	46.53%	2.47%	19,237.3
Networth Book Value (Rs.)						
	19,712.0	19,237.3	13,452.6	46.53%	2.47%	19,237.3
Book Value (Rs.)	19,712.0 59.72	19,237.3 58.28	13,452.6 41.23	46.53% 44.82%	2.47% 2.46%	19,237.3 58.28
Book Value (Rs.) Interest Coverage (x)	19,712.0 59.72 1.28	19,237.3 58.28 1.40	13,452.6 41.23 1.42	46.53% 44.82% -9.80%	2.47% 2.46% -8.54%	19,237.3 58.28 1.40
Book Value (Rs.) Interest Coverage (x) ROA (%)	19,712.0 59.72 1.28 1.56%	19,237.3 58.28 1.40 2.18%	13,452.6 41.23 1.42 2.17%	46.53% 44.82% -9.80% -28.22%	2.47% 2.46% -8.54% -28.51%	19,237.3 58.28 1.40 2.22%
Book Value (Rs.) Interest Coverage (x) ROA (%) ROE (%)	19,712.0 59.72 1.28 1.56% 9.92%	19,237.3 58.28 1.40 2.18% 14.65%	13,452.6 41.23 1.42 2.17% 13.81%	46.53% 44.82% -9.80% -28.22% -28.12%	2.47% 2.46% -8.54% -28.51% -32.27%	19,237.3 58.28 1.40 2.22% 13.49%



# Shriram Automall India Limited (SAMIL)

## Associate



- + Shriram Automall India Limited (SAMIL), an ISO 9001:2015 certified company, is India's Largest Phygital Pre-owned Marketplace connecting pre-owned vehicles and equipment buyers and sellers.
- SAMIL began its journey in 2011 by setting up India's first professionally managed and organized Auction Platform for buying and selling pre-owned cars, commercial vehicles, construction equipment, farm equipment, three-wheelers, twowheelers, etc.
- Backed by CarTrade Tech Limited and Shriram Finance, SAMIL has 1,400 employees and more than 128 Automalls across India. SAMIL conducts thousands of auction events every month through its Phygital platforms (Automalls) and online platforms cartradeexchange.com and bids.samil.in.
- + SAMIL also provides vehicle inspection and valuation services through Adroit Auto, innovative car buying and selling experience through BlueJack, and industrial auction of properties, plant and machinery, commodities, and scrap, salvage and surplus assets through 123done.in.

For more information about Shriram Automall, its group companies, and services, visit www.samil.in

Revenue from operation earned Rs. 440.6 million in Q1 FY 25 as against Rs. 433.2 million in Q1 FY 24

Profit after Tax (PAT): Q1 FY25 Rs. 26.3 million, Q1 FY24 Rs. 23.5 million,

Share of Profit of Associate: Q1 FY25 Rs. 11.7 million, Q1 FY24 Rs. 10.5 million

Share of Profit of Associate for FY24 Rs. 77.8 million.



# **Consolidated Numbers**

## **Financial Performance (Consolidated)**



Particulars (Rs.mn)	Q1 FY25	Q4 FY24	Q1 FY24	YoY (%)	QoQ (%)	FY24
Interest income	99,546.9	97,919.8	82,446.1	20.74%	1.66%	360,675.7
Interest expended	43,998.2	42,485.3	36,645.9	20.06%	3.56%	156,999.0
Net interest income	55,548.7	55,434.5	45,800.2	21.28%	0.21%	203,676.7
Staff cost	9,479.9	8,955.6	8,474.2	11.87%	5.85%	34,715.2
Other Operating expenditure	7,457.4	7,635.5	5,931.1	25.74%	-2.33%	27,216.6
Operating expenditure	16,937.3	16,591.1	14,405.3	17.58%	2.08%	61,931.8
Core operating profit	38,611.4	38,843.5	31,394.9	22.98%	-0.60%	141,744.9
Other income	741.9	1,234.9	492.5	50.64%	-39.92%	3,380.1
Operating profit	39,353.3	40,078.4	31,887.4	23.41%	-1.81%	145,125.0
Loan Losses & Provisions	12,045.2	12,650.1	8,881.8	35.62%	-4.78%	45,523.3
Profit before tax	27,308.1	27,428.3	23,005.6	18.70%	-0.44%	99,601.7
Tax Expense	7,013.4	7,245.2	5,894.2	18.99%	-3.20%	25,690.6
Profit after tax	20,294.7	20,183.1	17,111.4	18.60%	0.55%	73,911.1
Share of Profit/(loss) of associate	11.7	29.5	10.5	11.43%	-60.34%	7.8
Net Profit after taxes and share of profit/(loss) of associate	20,306.4	20,212.6	17,121.9	18.60%	0.46%	73,918.9
Other comprehensive Income (Net)	65.7	(598.6)	(771.3)	-108.52%	-110.98%	(882.3)
Total Comprehensive Income	20,372.1	19,614.0	16,350.6	24.60%	3.87%	73,036.6
EPS (Rs)	53.82	53.47	45.53	18.21%	0.66%	196.32

### **Summarized Balance Sheet (Consolidated)**



Particulars (Rs. mn)	Jun-24	Mar-24	Jun-23	YoY (%)	QoQ (%)
I. Assets					
Financial Assets					
a) Cash and bank balances	108,294.1	111,728.0	153,431.8	-29.42%	-3.07%
b) Loans	2,158,220.0	2,186,956.1	1,867,850.4	15.55%	-1.31%
c) Investments	92,324.1	94,718.2	73,688.7	25.29%	-2.53%
d) Other-financial assets	5,618.9	10,892.0	11,499.4	-51.14%	-48.41%
Non-financial assets					
a) Goodwill	14,067.3	17,409.4	17,409.4	-19.20%	-19.20%
b) Other non-financial assets	60,615.3	60,955.6	53,240.7	13.85%	-0.56%
Assets directly associated with Discontinued operations	128,637.4			0.00%	0.00%
Total Assets	2,567,777.1	2,482,659.3	2,177,120.4	17.94%	3.43%
Total Assets Particulars (Rs. cr)	2,567,777.1	2,482,659.3	2,177,120.4	17.94%	3.43%
	2,567,777.1	2,482,659.3	2,177,120.4	17.94%	3.43%
Particulars (Rs. cr)	2,567,777.1	2,482,659.3	2,177,120.4	17.94%	3.43%
Particulars (Rs. cr) II. Liabilities and Equity		<b>2,482,659.3</b> 1,954,960.7	<b>2,177,120.4</b> 1,694,831.8	<b>17.94%</b> 13.14%	
Particulars (Rs. cr) II. Liabilities and Equity Financial Liabilities	2,567,777.1 1,917,455.2 18,980.0				-1.92%
Particulars (Rs. cr) II. Liabilities and Equity Financial Liabilities a) Debts b) Other financial liabilities	1,917,455.2	1,954,960.7	1,694,831.8	13.14%	-1.92%
Particulars (Rs. cr) II. Liabilities and Equity Financial Liabilities a) Debts b) Other financial liabilities	1,917,455.2	1,954,960.7	1,694,831.8	13.14%	-1.92% -16.81%
Particulars (Rs. cr) II. Liabilities and Equity Financial Liabilities a) Debts b) Other financial liabilities Non-financial Liabilities	1,917,455.2 18,980.0	1,954,960.7 22,815.6	1,694,831.8 20,703.2	13.14% -8.32%	-1.92% -16.81%
Particulars (Rs. cr) II. Liabilities and Equity Financial Liabilities a) Debts b) Other financial liabilities Non-financial Liabilities a) Other non-financial liabilities Liabilities directly associated with Discontinued Operations* Equity	1,917,455.2 18,980.0 10,938.2	1,954,960.7 22,815.6 8,116.1	1,694,831.8 20,703.2 7,023.0	13.14% -8.32% 55.75%	3.43% -1.92% -16.81% 34.77% - 2.99%
Particulars (Rs. cr) II. Liabilities and Equity Financial Liabilities a) Debts b) Other financial liabilities Non-financial Liabilities a) Other non-financial liabilities Liabilities directly associated with Discontinued Operations*	1,917,455.2 18,980.0 10,938.2 116,297.6	1,954,960.7 22,815.6 8,116.1	1,694,831.8 20,703.2 7,023.0	13.14% -8.32% 55.75% -	-1.92% -16.81% 34.77% -

\*Regrouped with Liabilities directly associated with Discontinued Operations in Jun'24



# For any Investor Relations queries please contact

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### **About Us**



#### About Shriram Finance Ltd.

Shriram Finance Limited is the flagship company of the Shriram group which has significant presence in Consumer Finance, Life Insurance, General Insurance, Housing Finance, Stock Broking and Distribution businesses. Shriram Finance Limited is one of India's largest retail asset financing Non-Banking Finance Company (NBFC) with Assets under Management (AUM) above Rs 2.3 trillion. Recently Shriram City Union Finance Limited and Shriram Capital Limited merged with Shriram Transport Finance Company Limited and was subsequently renamed as Shriram Finance Limited. Established in 1979, Shriram Finance is holistic finance provider catering to the needs of Small Road Transport Operators and small business owners and is a leader in organised financing of pre-owned commercial vehicles and two wheelers. It has vertically integrated business model and offers financing number of products which include passenger commercial vehicles, loans to micro and small and medium enterprises (MSMEs), tractors, gold, personal loans and working capital loans etc. Over last 46 years, it has developed strong competencies in the areas of Loan origination, valuation of pre-owned commercial vehicles and other assets, and collections. It has a pan india presence with network of 3095 branches and an employee strength of 75,813 servicing over 8.71 million customers.

#### **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**