



Srei Infrastructure Finance Limited
Result Update Q1'FY12



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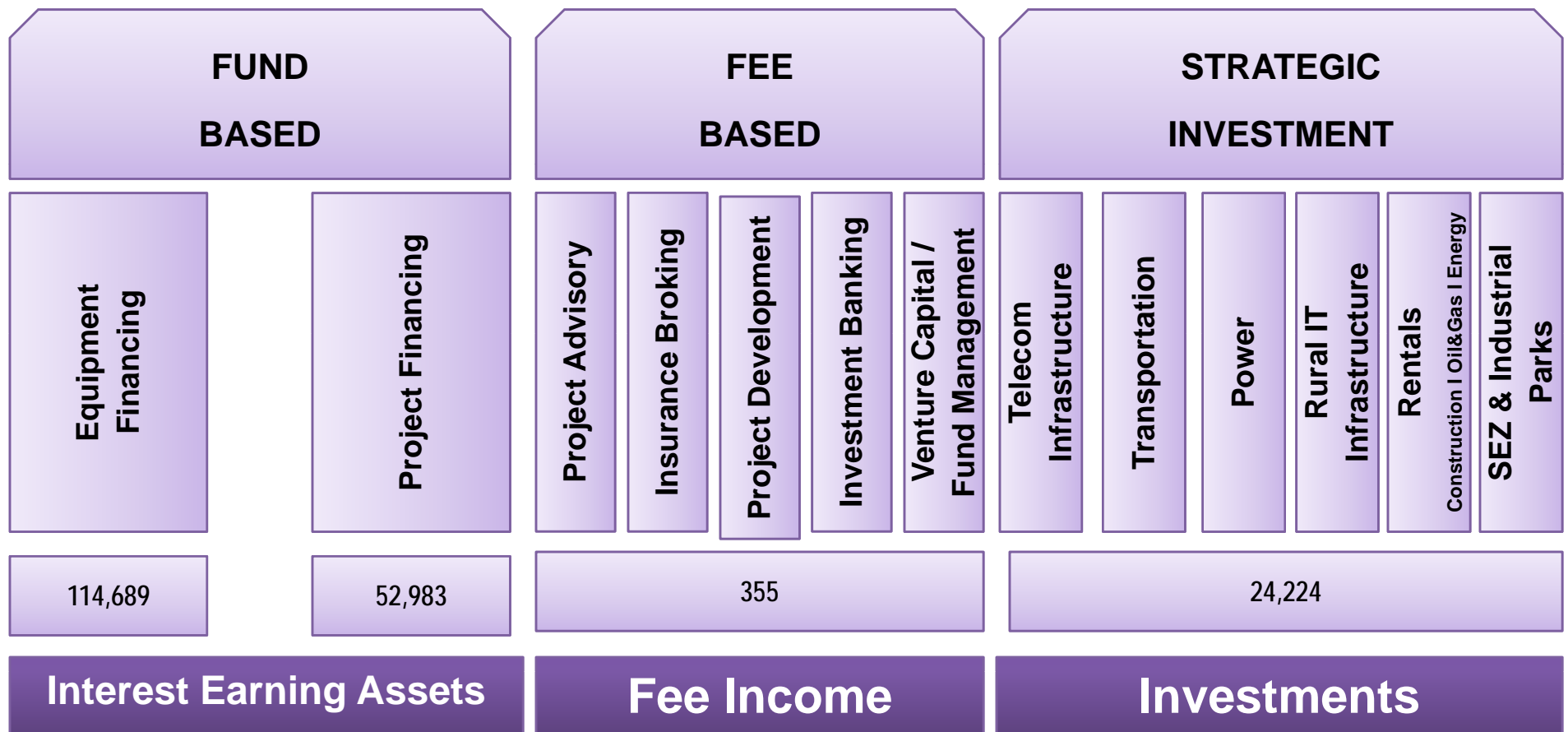
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Business Verticals



Figures in ₹ Mn

HOLISTIC INFRASTRUCTURE INSTITUTION



Key Highlights

Year Ending Q1'FY12 vis-à-vis Q1'FY11 (Consolidated)



Business Highlights

- **Group disbursement** increased to ₹ 51,481mn from ₹ 32,434 mn registering a growth of 59%
- **Equipment financing business** increased to ₹ 39,999 mn from ₹ 26,209 mn registering a growth of 53%
- **Project financing business** increased to ₹ 10,774 mn from ₹ 6,225 mn registering a growth of 73%

Balance Sheet

- Group Asset under Management rose 56% to ₹ 226,730 mn from ₹ 145,757 mn
- **Net Worth** up by 103% to ₹ 26,966 mn from ₹ 13,254 mn
- Outstanding borrowings **increased by 50% to ₹ 113,962 mn**

Profitability

- **Total income** rose 58% to ₹ 5,108 mn from ₹ 3,238 mn
- **Profit before Tax** up by 20% to ₹ 896 mn from ₹ 746 mn ,**Profit after Tax (after minority)** up by 17% to ₹ 546 mn from ₹ 467 mn
- Forex Loss in Q1'FY12 ₹ 4 mn against a loss of ₹ 124 mn in Q1'FY11

Loan Portfolio Analysis

- **Interest earning portfolio** increased by 37% to ₹ 107,014 mn from ₹ 78,286 mn
- **Net NPA** on consolidated basis is 0.55% in Q1'FY12 against 0.43% in Q1'FY11

* All figures on consolidated basis unless otherwise mentioned.

Srei BNP Joint Venture Balance Sheet Overview



Balance Sheet Details (₹ mn)	Q1 FY12	Q1 FY11	Q4 FY11	Variance (%)	
				Y-o-Y	Q-o-Q
Asset Under Management (incl. securitised)	137,057	92,932	119,672	47%	15%
Securitized Assets	18,710	13,116	21,543	43%	-13%
Net Worth	12,608	9,951	11,018	27%	14%
Borrowings	95,602	66,697	77,717	43%	23%
Interest Earning Assets	114,689	75,788	95,117	51%	21%
Investments	25	25	25	0%	0%
Other Assets (Net)	(6,504)	835	(6,407)	-879%	2%
Key Ratios	Q1 FY12	Q1 FY11	FY11		
Return on Avg. Net Worth	20.0%	11.7%	12.6%		
Return on Avg. Assets on Books	2.2%	1.5%	1.6%		
Return on Avg. Capital Empl.	12.4%	10.3%	10.9%		
Leverage	7.6	6.7	7.0		
CAR	15.1%	16.3%	15.8%		

Srei BNP Joint Venture Income Statement Highlights



Income Statement (₹ mn)	Q1 FY12	Q1 FY11	Q4 FY11	Variance (%)	
				Y-o-Y	Q-o-Q
Disbursement	39,999	26,209	25,262	53%	58%
Income from finance activities (Net of OL Dep.)	3,660	2,282	3,396	60%	8%
Finance charges	2,163	1,421	1,934	52%	12%
NII	1,497	861	1,462	74%	2%
NPA Provision & Write off	98	186	303	-47%	-68%
Provision on Standard Asset	48	0	208		-77%
NII (Net of provision)	1,351	675	951	100%	42%
Other Income	0	30	(15)	-99%	-101%
Operating Expenditure	450	279	443	62%	1%
PBT	901	426	493	111%	83%
PAT	590	286	237	106%	149%

Key Ratios	Q1 FY12	Q1 FY11	FY11
Yield on Avg. Funds	14.0%	12.8%	13.8%
NIM	4.0%	3.6%	4.1%
Gross NPA	2.3%	2.3%	2.9%
Net NPA	1.4%	1.2%	1.8%
EPS (₹) (Annualised)	44.3	22.9	26.2
Book Value (₹)	236.9	199.0	220.4

Srei Infrastructure Finance Limited (Standalone) Balance Sheet Overview



Balance Sheet Details (₹ mn)	Q1 FY12	Q1 FY11	Q4 FY11	Variance (%)	
				Y-o-Y	Q-o-Q
Asset Under Management	85,207	51,144	80,577	67%	6%
Net Worth	25,864	8,342	25,531	210%	1%
Borrowings	56,876	41,617	52,896	37%	8%
Interest Earning Assets	52,983	39,793	50,745	33%	4%
Investments	25,432	7,337	24,657	247%	3%
Other Assets	4,325	2,829	3,025	53%	43%
Key Ratios	Q1 FY12	Q1 FY11	FY11		
Return on Avg. Net Worth	5.2% *	21.7%	11.2%		
Return on Avg. Assets	1.6%	3.7%	2.4%		
Return on Avg. Capital Empl.	9.8%	14.4%	11.8%		
Leverage	2.2	5.0	2.1		
CAR	27.6%	19.5%	29.4%		

*As a result of the amalgamation of Quippo in March 2011, net worth and investments have gone up substantially. This has resulted in lower Return on Average Net Worth as investments do not give immediate returns.

Q1'FY12 Results is not comparable to Q1'FY11 Results due to the impact of amalgamation of Quippo with Srei.

Srei Infrastructure Finance Limited (Standalone)

Income Statement Highlights



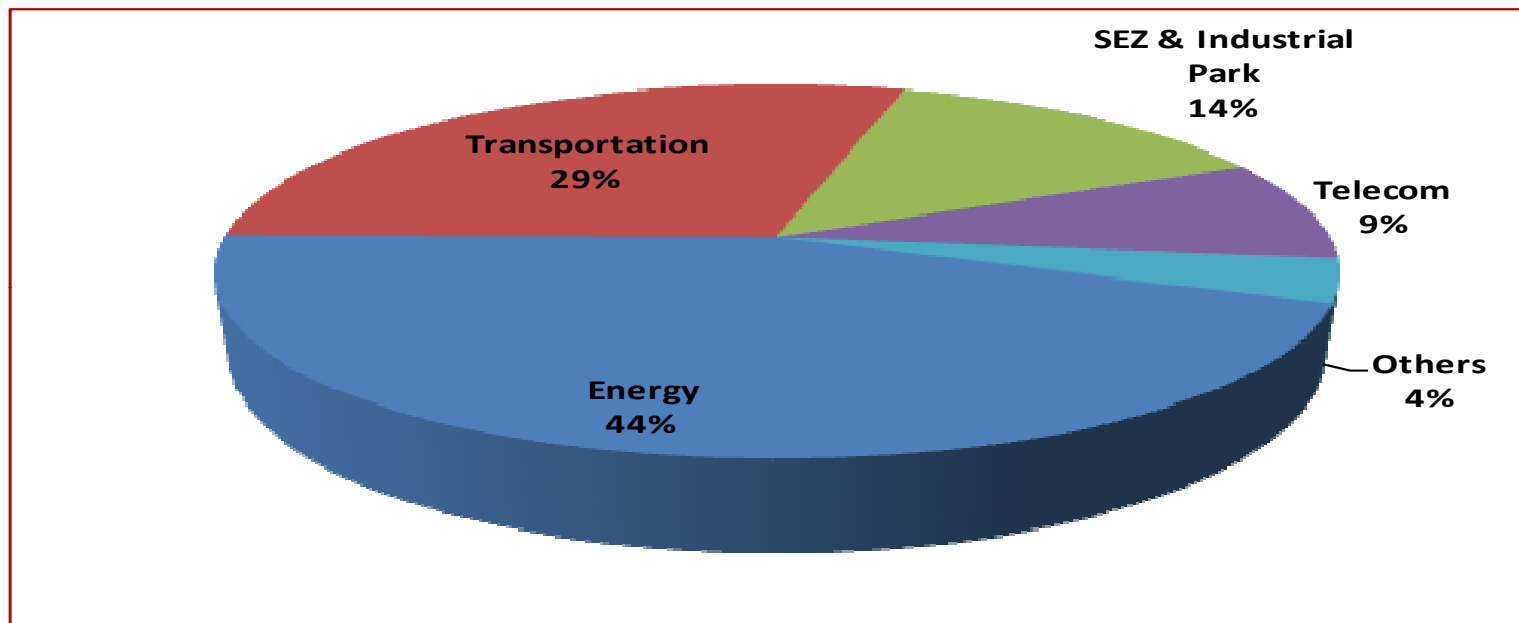
Income Statement (₹ mn)	Q1 FY12	Q1 FY11	Q4 FY11	Variance (%)	
				Y-o-Y	Q-o-Q
Disbursement	10,774	6,225	20,599	73%	-48%
Income from finance activities (Net of OL Dep.)	1,803	1,544	1,553	17%	16%
Finance charges	1,504	1,024	1,383	47%	9%
NII	299	520	171	-43%	75%
Provision on Standard Assets	5	-	120		-96%
NII (Net of provision)	294	520	51	-44%	475%
Fee Based Income	325	226	394	44%	-17%
Income from Investment	-	16	99	-100%	-100%
Other Income	52	23	42	127%	24%
Operating Expenditure	201	128	225	56%	-11%
PBT	471	657	360	-28%	31%
PAT	333	441	162	-25%	105%

Key Ratios	Q1 FY12	Q1 FY11	FY11
Yield on Avg. Funds	13.9%	16.6%	14.0%
NIM	2.9%	6.0%	4.2%
Gross NPA	0.0%	0.0%	0.0%
Net NPA	0.0%	0.0%	0.0%
EPS (₹) (Annualised)	2.6	15.2	2.7
Book Value (₹)	51.4	71.8	50.7

Srei Infrastructure Finance Limited (Standalone) Loan Portfolio Analysis



Sector Break up



Portfolio (As on June'11)	Amount in ₹ mn
Energy	23,207
Transportation	15,203
SEZ & Industrial Park	7,148
Telecom	4,524
Others	1,945
Grand Total	52,028

Consolidated Balance Sheet Overview



Balance Sheet Details (₹ mn)	Q1 FY12	Q1 FY11	Q4 FY11	Variance (%)	
				Y-o-Y	Q-o-Q
Net Worth	26,966	13,254	26,413	103%	2%
Minority Interest	788	220	738	258%	7%
Borrowings	113,962	76,125	100,641	50%	13%
Def. Tax Liability (Net)	678	777	657	-13%	3%
Interest Earning Assets	107,014	78,286	95,602	37%	12%
Financial Assets	99,289	73,534	88,024	35%	13%
OL Assets (net)	5,127	2,660	4,902	93%	5%
Other Assets	2,599	2,093	2,675	24%	-3%
Other Fixed Assets	10,594	623	10,461	1600%	1%
Investments	20,193	6,868	19,916	194%	1%
Net Current Assets	4,593	4,598	2,470	0%	86%

Key Ratios	Q1 FY12	Q1 FY11	FY11
Return on Avg. Net Worth	9.2%	22.5%	16.4%
Return on Avg. Assets	1.7%	2.1%	1.9%
Return on Avg Cap. Employed	11.0%	12.1%	11.6%
Leverage	3.6	5.7	3.3
EPS (₹) (Annualised)	4.3	16.1	3.6
Book value (₹)	53.6	114.1	52.5

Consolidated Income Statement



Income Statement (₹ mn)	Q1 FY12	Q1 FY11	Q4 FY11	Variance (%)	
				Y-o-Y	Q-o-Q
Income from Finance Activities	3,608	2,735	3,017	32%	20%
Finance Charges	2,784	1,792	2,898	55%	-4%
NII	824	944	119	-13%	595%
NON Interest income					
Income from Fee Based Activities	355	248	486	43%	-27%
Income from Equipment Rental	730	-	2,322		-69%
Income from CSCs	161	85	155	89%	4%
Income from Investments	-	1	107	-100%	-100%
Others	48	56	60	-13%	-19%
Net Income	2,118	1,333	3,247	59%	-35%
Operating Expenditure	1,112	475	2,328	134%	-52%
Provisions	110	112	512	-2%	-79%
PBT	896	746	407	20%	120%
Tax	303	290	46	5%	555%
PAT (before Minority)	593	456	361	30%	64%
PAT (after Minority)	546	467	142	17%	285%

Key Ratios	Q1 FY12	Q1 FY11	FY11
Yield on Avg. Funds	14.2%	14.9%	14.0%
NIM	3.9%	4.7%	4.0%
Gross NPA	0.9%	1.0%	1.0%
Net NPA	0.6%	0.4%	0.6%

Investments



Summary of Investments

Particulars	Value (₹ mn)	Value (₹ mn)
<u>Subsidiary/JV</u>		
Non-Quippo Companies	1423	
Quippo Companies	3897	
Total Investment in Subsidiaries/JV		5320
<u>Strategic Investment *</u>		
VIOM	15,980	
Transportation	4,050	
Energy	151	
SEZ	50	
Total Strategic Investment		20231
Treasury Stock (Srei Holding) @		185
Equity Investment-Quoted	39	
Equity Investment-Unquoted	207	
Equity Investment		246
Government Securities		11
Total Investment		25993

* Investments held directly or through funds

Does not include Rs 388 mn investment in Debt Fund as the same has been included in interest earning assets.

Includes ₹ 550 mn profit earned in funds, yet to be distributed.

@ Treasury Stock represents stock of Srei (48.6 mn shares) held by a trust on behalf of the company.

The market value of these shares as on 30th June is approximately Rs 2090 mn.

Strategic Investment -VIOM (June'11 Estimates)



Financial Snapshot Q1'FY12 (E)

Revenue
₹ 7,590 mn

EBITDA
₹ 4,550 mn

Asset Base
₹ 89,570 mn

Debt
₹ 81,120 mn

Towers (Nos)
38,684

Tenancy Ratio
2.44

Viom Networks Ltd.



- Joint Venture between Tata and Srei Group
- Largest independent telecom passive infrastructure provider
- Pan-India presence with 38,684 towers
- A healthy tenancy ratio of 2.44x
- Complete Mobile Network Enabler providing end to end solutions

Strategic Investment – Quippo Rentals



Quippo Construction

- Provides **Construction equipment** on **rental** along with trained, qualified & experienced operators
- Has **rentable fleet size** of ~360 equipment across India
- Provides **yard management services** to SREI -BNP



Quippo Energy Rental

- Provides **eco-friendly gas-based power solutions** for short to medium term
- Currently deployed **55MW** in India



Quippo Oil & Gas

- Provides onshore **drilling rigs** along with qualified operators
- Equity stake in **Derrick Lay Barge** operating in SE Asia
- **Oil Block** in Cambay Basin Gujarat

(In ₹ mn)

	Construction Equipment	Energy Rental	Oil & Gas
Revenue	205	164	363
EBITDA	109	77	229
PAT	(9)	12	(36)

Strategic Investment – SAHAJ



Financial Snapshot Q1'FY12

Income
₹ 180 mn

EBITDA
₹ 21 mn

PAT
₹ -42 mn

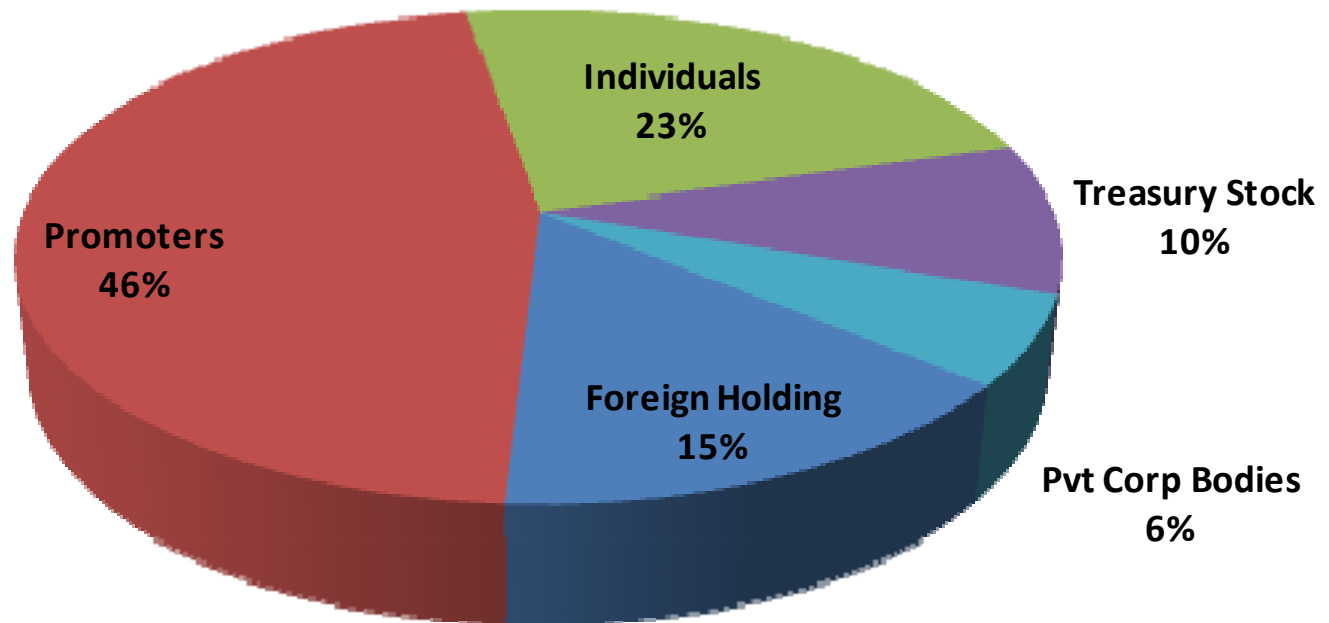
Net Worth
₹ -166 mn

Debt
₹ 1,681 mn

CSCs Rolled Out
23,437

- **A Public Private Partnership to bridge the urban-rural digital divide in India**
- **28,006 Common Service Centres (CSCs) in six states :**
 - West Bengal, Uttar Pradesh, Bihar, Assam, Tamil Nadu and Orissa
 - 28,006 Village Level Entrepreneurs (VLEs)
 - Covering 300 million people (37% of India's rural population)
- **Offering following services :**
 - e-governance : Land Records, Registration & Revenue Collection, Electoral Services, Employment Exchange, Passport, Ration Card, IT Return and other Government Services
 - e-commerce : B2B and B2C Services (including financial services like Insurance, BC, etc.)
 - e-learning : Computer Training, Distance English Education, Tuitions / Vocational Courses and other related courses

Shareholding Pattern



As on 30th June 2011

Thank You



For any further queries please contact:

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There are many important factors, which could cause actual results to differ materially from those contained in any forward-looking statement. Such factors include conditions in the financial markets from which we derive a substantial portion of our trading revenues, governmental and regulatory trends and legislative developments, competitive pressures, potential defaults of borrowers or trading counterparties, reliability of our risk management policies, procedures and methods, management changes and changes to our business group.