



**Srei Infrastructure Finance Limited**  
**Result Update Q2'FY12**



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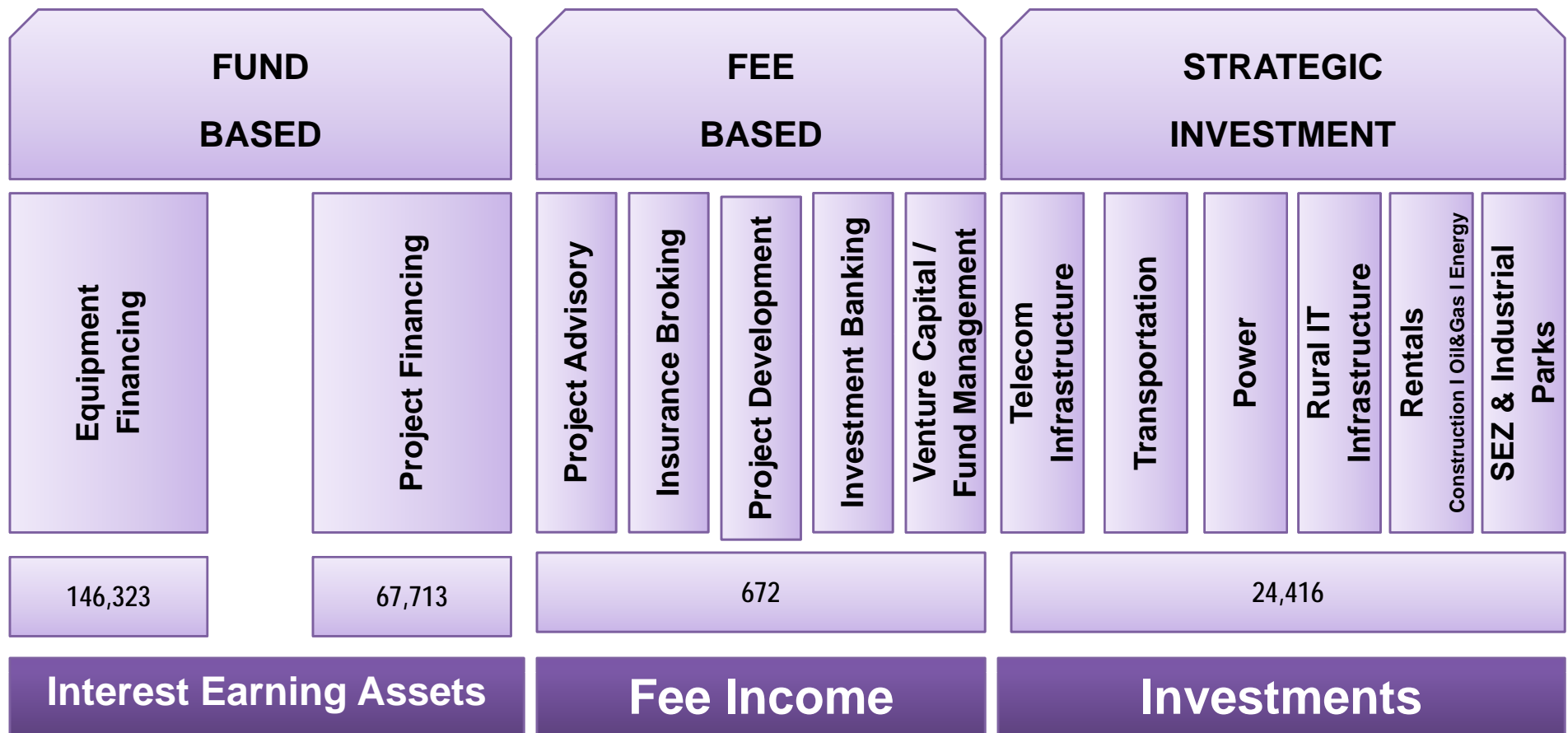
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# Business Verticals



Figures in ₹ Mn as on Sept'11

## HOLISTIC INFRASTRUCTURE INSTITUTION



# Key Highlights

Q2'FY12 vis-à-vis Q2'FY11 (Consolidated)



## Business Highlights

- **Group disbursement** increased to ₹ 44,014 mn from ₹ 33,560 mn registering a growth of 31%
- **Equipment financing business** increased to ₹ 26,111 mn from ₹ 25,851 mn
- **Project financing business** increased to ₹ 17,630 mn from ₹ 7,676 mn registering a growth of 130%

## Balance Sheet

- **Net Worth** up by 95% to ₹ 27,261 mn from ₹ 13,990 mn
- **Outstanding borrowings** increased by 71% to ₹ 131,355 mn

## Profitability

- **Total income** rose 65% to ₹ 5,877 mn from ₹ 3,560 mn
- Profit before Tax and M2M down by 4% to ₹ 885 mn from ₹ 918 mn, Profit before Tax down by 56% to ₹ 495 mn from ₹ 1,120 mn, Profit after Tax (after minority) down by 69% to ₹ 246 mn from ₹ 782 mn
- **Forex Loss** in Q2'FY12 ₹ 389 mn against a profit of ₹ 202 mn in Q2'FY11

## Loan Portfolio Analysis

- **Interest earning portfolio** for Equipment Financing increased by 58% to ₹ 146,323 mn from ₹ 92,428 mn and for Project Financing increased by 99% to ₹ 67,713 mn from ₹ 33,974 mn
- **Net NPA** for Equipment Financing is 1.18% and for Project Financing is 0.08%

# Srei BNP Joint Venture Balance Sheet Overview



Balance Sheet Details (₹ mn)	Q2 FY12	Q2 FY11	Q1 FY12	Variance (%)	
				Y-o-Y	Q-o-Q
Interest Earning Assets (incl. securitised)	146,323	92,428	133,400	58%	10%
Securitised Assets	35,474	12,807	18,710	177%	90%
Net Worth	13,208	10,449	12,608	26%	5%
Borrowings	95,975	71,715	95,602	34%	0%
Investments	25	25	25	0%	0%
Other Assets (Net)	(1,692)	2,517	(6,504)	-167%	-74%
<b>Key Ratios</b>	<b>Sept'11</b>	<b>Sept'10</b>	<b>June'11</b>		
Return on Avg. Net Worth	19.5%	19.4%	20.0%		
Return on Avg. Assets on Books	2.1%	2.5%	2.2%		
Return on Avg. Capital Empl.	14.2%	11.6%	12.4%		
Leverage	7.3	6.8	7.6		
CAR	16.2%	15.6%	15.1%		

# Srei BNP Joint Venture Income Statement Highlights



Income Statement (₹ mn)	Q2 FY12	Q2 FY11	Q1 FY12	Variance (%)	
				Y-o-Y	Q-o-Q
Disbursement	26,111	25,851	39,999	1%	-35%
Income from finance activities (Net of OL Dep.)	4,421	2,720	3,660	63%	21%
Finance charges (excl Forex Impact)	2,571	1,479	2,166	74%	19%
<b>NII</b>	<b>1,850</b>	<b>1,241</b>	<b>1,495</b>	<b>49%</b>	<b>24%</b>
NPA Provision & Write off	249	120	98	108%	154%
Provision on Standard Asset	(16)	0	48		-134%
<b>NII (Net of provision)</b>	<b>1,617</b>	<b>1,121</b>	<b>1,349</b>	<b>44%</b>	<b>20%</b>
Other Income	2	8	0	-80%	700%
Operating Expenditure	555	436	450	27%	23%
PBT before Forex M2M	1,063	693	899	53%	18%
Forex M2M	115	(56)	(3)	-306%	-4696%
<b>PBT</b>	<b>948</b>	<b>749</b>	<b>901</b>	<b>27%</b>	<b>5%</b>
<b>PAT</b>	<b>598</b>	<b>486</b>	<b>590</b>	<b>23%</b>	<b>1%</b>

Key Ratios	Sept'11	Sept'10	June'11
Yield on Avg. Funds	15.1%	13.7%	14.0%
Cost of Funds	10.6%	8.9%	10.0%
Interest Spreads	4.6%	4.8%	4.0%
NIM	5.1%	6.0%	4.8%
Gross NPA	2.1%	2.0%	2.3%
Net NPA	1.2%	1.0%	1.4%
EPS (₹) (Annualised)	44.6	30.9	44.3
Book Value (₹)	248.2	209.0	236.9

# Srei Infrastructure Finance Limited (Standalone) Balance Sheet Overview



Balance Sheet Details (₹ mn)	Q2 FY12	Q2 FY11	Q1 FY12	Variance (%)	
				Y-o-Y	Q-o-Q
Interest Earning Assets	67,713	33,974	52,983	99%	28%
Net Worth	25,945	8,850	25,864	193%	0%
Borrowings	73,577	39,669	56,876	85%	29%
Investments	25,637	7,576	25,432	238%	1%
Other Assets	6,172	6,970	4,325	-11%	43%
Key Ratios	Sept'11	Sept'10	June'11		
Return on Avg. Net Worth	1.2%	24.3%	5.2%		
Return on Avg. Assets	0.4%	4.2%	1.6%		
Return on Avg. Capital Empl.	10.7%	14.1%	9.8%		
Leverage	2.8	4.5	2.2		
CAR	23.2%	21.0%	27.6%		

Q2'FY12 Results is not comparable to Q2'FY11 Results due to the impact of amalgamation of Quippo with Srei.

# Srei Infrastructure Finance Limited (Standalone) Income Statement Highlights



Income Statement (₹ mn)	Q2 FY12	Q2 FY11	Q1 FY12	Variance (%)	
				Y-o-Y	Q-o-Q
Disbursement	17,630	7,676	10,774	130%	64%
Income from finance activities (Net of OL Dep.)	2,233	1,587	1,803	41%	24%
Finance charges (excl Forex Impact)	1,908	1,090	1,498	75%	27%
<b>NII</b>	<b>325</b>	<b>497</b>	<b>305</b>	<b>-35%</b>	<b>7%</b>
NPA Provision & Write off	10	-	-		
Provision on Standard Assets	36	-	5		600%
<b>NII (Net of provision)</b>	<b>279</b>	<b>497</b>	<b>300</b>	<b>-44%</b>	<b>-7%</b>
Fee Based Income	284	220	325	29%	-13%
Income from Investment	3	(8)	-	-136%	
Other Income	89	42	52	111%	70%
Operating Expenditure	241	169	201	42%	20%
PBT before Forex M2M	415	582	477	-29%	-13%
Forex M2M	323	(174)	6.0	-286%	5275%
<b>PBT</b>	<b>92</b>	<b>756</b>	<b>471</b>	<b>-88%</b>	<b>-80%</b>
<b>PAT</b>	<b>80</b>	<b>508</b>	<b>333</b>	<b>-84%</b>	<b>-76%</b>

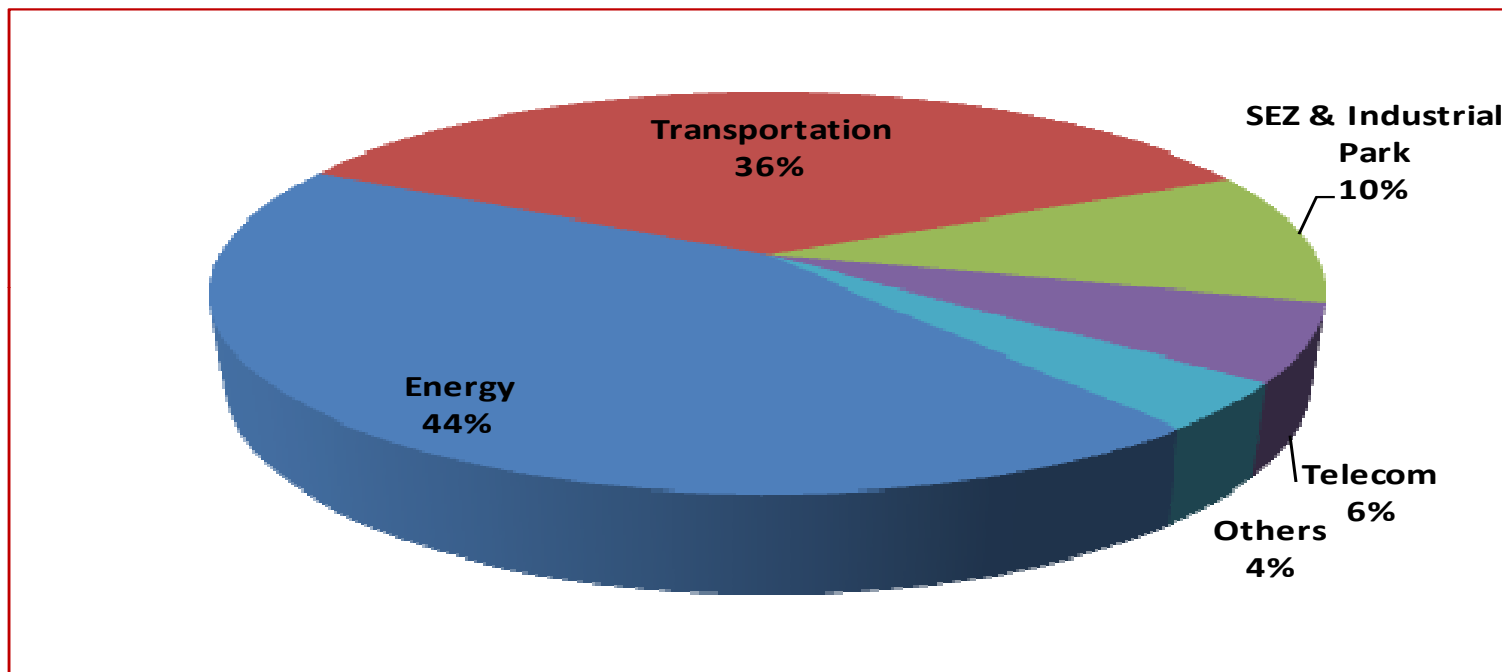
Key Ratios	Sept'11	Sept'10	June'11
Yield on Avg. Funds	14.1%	18.3%	13.9%
Cost of Funds	11.1%	10.9%	10.9%
Interest Spreads	3.0%	7.4%	3.0%
Gross NPA	0.1%	0.0%	0.0%
Net NPA	0.1%	0.0%	0.0%
EPS (₹) (Annualised)	1.6	16.3	2.6
Book Value (₹)	51.6	76.2	51.4



# Srei Infrastructure Finance Limited (Standalone) Loan Portfolio Analysis



## Sector Break up

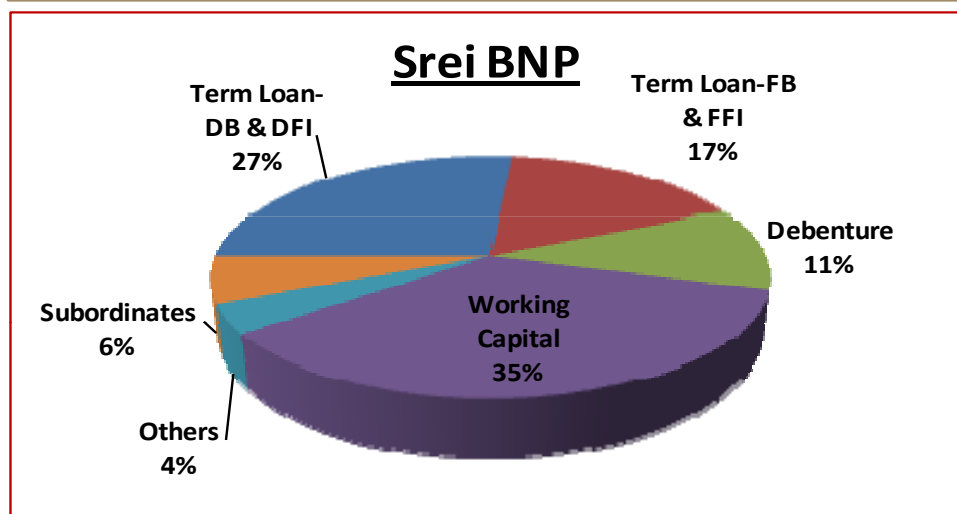


Portfolio (As on June'11)	Amount in ₹ mn
Energy	29,215
Transportation	23,836
SEZ & Industrial Park	7,070
Telecom	4,191
Others	2,625
<b>Grand Total</b>	<b>66,937</b>

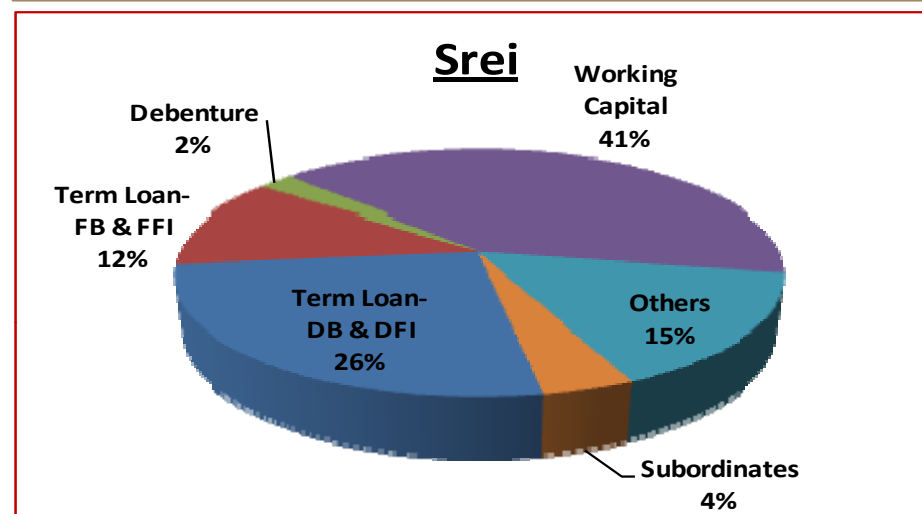
# Borrowing Analysis



**Borrowing Analysis –Srei BNP**



**Borrowing Analysis -Srei**



(Fig in ₹ Mn)

Borrowing Break down as on 30.09.2011	Srei BNP	Srei
Term Loan-DB & DFI	25,447	19,229
Term Loan-FB & FFI	16,179	8,528
Debenture	10,713	1,710
Working Capital	33,813	29,775
Others	3,825	11,282
Subordinates	5,997	3,053
<b>Total</b>	<b>95,975</b>	<b>73,577</b>

# Consolidated Balance Sheet Overview



Balance Sheet Details (₹ mn)	Q2 FY12	Q2 FY11	Q1 FY12	Variance (%)	
				Y-o-Y	Q-o-Q
Net Worth	27,261	13,990	26,966	95%	1%
Minority Interest	816	219	788	272%	4%
Borrowings	131,355	76,722	113,962	71%	15%
Def. Tax Liability (Net)	685	1,002	678	-32%	1%
<b>Interest Earning Assets</b>	<b>121,361</b>	<b>74,337</b>	<b>107,014</b>	63%	13%
Financial Assets	111,442	68,221	99,289	63%	12%
OL Assets (net)	5,841	4,325	5,127	35%	14%
Other Assets	4,077	1,792	2,599	128%	57%
Other Fixed Assets	11,150	1,837	10,594	507%	5%
Investments	20,458	7,022	20,193	191%	1%
Net Current Assets	7,148	8,736	4,593	-18%	56%

Key Ratios	Sept'11	Sept'10	June'11
Return on Avg. Net Worth	3.8%	37.4%	8.5%
Return on Avg. Assets	0.7%	3.5%	1.5%
Return on Avg Cap. Employed	11.9%	12.9%	11.0%
Leverage	4.2	5.4	3.6
EPS (₹) (Annualised)	3.1	21.5	4.3
Book value (₹)	54.2	120.5	53.6

Note: Ratios are calculated on the basis of PAT post Minority Interest

# Consolidated Income Statement



Income Statement (₹ mn)	Q2 FY12	Q2 FY11	Q1 FY12	Variance (%)	
				Y-o-Y	Q-o-Q
<b>Income from Finance Activities</b>	<b>4,275</b>	<b>2,990</b>	<b>3,608</b>	<b>43%</b>	<b>18%</b>
<b>Finance charges (excl Forex Impact)</b>	<b>3,340</b>	<b>1,856</b>	<b>2,779</b>	<b>80%</b>	<b>20%</b>
<b>NII</b>	<b>935</b>	<b>1,135</b>	<b>829</b>	<b>-18%</b>	<b>13%</b>
<b>NON Interest income</b>					
Income from Fee Based Activities	317	239	355	33%	-11%
Income from Equipment Rental	757	-	730		4%
Income from CSCs	180	151	161	19%	12%
Income from Investments	4	3	-	9%	
Others	94	74	48	28%	96%
<b>Net Income</b>	<b>2,286</b>	<b>1,601</b>	<b>2,123</b>	<b>43%</b>	<b>8%</b>
Operating Expenditure	1,238	625	1,112	98%	11%
Provisions & Write offs	163	59	110	176%	48%
PBT before Forex M2M	885	918	901	-4%	-2%
Forex M2M	389	(202)	5	-293%	8099%
PBT	495	1,120	896	-56%	-45%
<b>PAT (before Minority)</b>	<b>267</b>	<b>736</b>	<b>593</b>	<b>-64%</b>	<b>-55%</b>
<b>PAT (after Minority)</b>	<b>246</b>	<b>782</b>	<b>546</b>	<b>-69%</b>	<b>-55%</b>

## Summary of Investments #

Particulars	Value (₹ mn)	Value (₹ mn)
<b>Subsidiary/JV</b>		
Non-Quippo Companies	1425	
Quippo Companies	3897	
<b>Total Investment in Subsidiaries/JV</b>		<b>5323</b>
<b>Strategic Investment *</b>		
VIOM	15,980	
Transportation	4,252	
Energy	151	
SEZ	40	
<b>Total Strategic Investment</b>		<b>20423</b>
<b>Treasury Stock (Srei Holding) @</b>		<b>185</b>
Equity Investment-Quoted	39	
Equity Investment-Unquoted	207	
<b>Equity Investment</b>		<b>246</b>
<b>Government Securities</b>		<b>11</b>
<b>Total Investment</b>		<b>26188</b>

\* 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 ₹ 540 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 September is approximately Rs 1648 mn.

# Strategic Investment -VIOM (Sept'11 Estimates)



## Financial Snapshot Q2'FY12 (E)

Revenue  
₹ 7,880 mn

EBITDA  
₹ 4,320 mn

Asset Base  
₹ 93,810 mn

Debt  
₹ 81,580 mn

Towers (Nos)  
39,019

Tenancy Ratio  
2.46

## Viom Networks Ltd.



- Joint Venture between Tata and Srei Group
- Largest independent telecom passive infrastructure provider
- Pan-India presence with 39,019 towers
- A healthy tenancy ratio of 2.46x
- Complete Mobile Network Enabler providing end to end solutions

# Strategic Investment – Quippo Rentals



## Quippo World



### 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)

Q2'FY12	Construction Equipment	Energy Rental	Oil & Gas
<b>Revenue</b>	<b>163</b>	<b>120</b>	<b>475</b>
<b>EBITDA</b>	<b>98</b>	<b>53</b>	<b>255</b>
<b>PAT</b>	<b>(14)</b>	<b>-2</b>	<b>(58)</b>
<b>Asset Base</b>	<b>1,234</b>	<b>1,063</b>	<b>6,989</b>
<b>Debt</b>	<b>1,910</b>	<b>796</b>	<b>6,499</b>

# Strategic Investment – SAHAJ



## Financial Snapshot Q2'FY12

Income  
₹ 208 mn

EBITDA  
₹ 13 mn

PAT  
₹ -56 mn

Net Worth  
₹ -222 mn

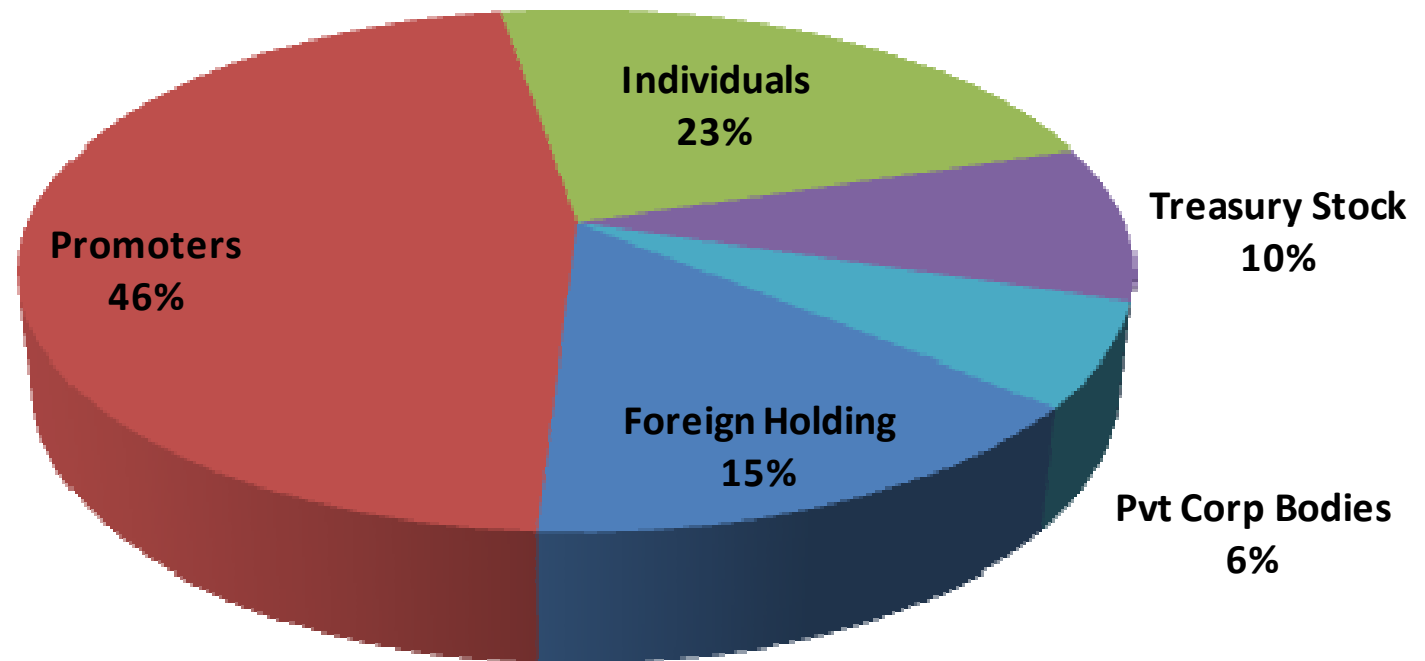
Debt  
₹ 1,914 mn

CSCs Rolled Out  
24,063

- **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



Individuals include Individuals, Trusts and Clearing Members

As on 30th September 2011

# Thank You



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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.