|  |  | Standalone Results |  |  |  |  | Consolidated Results |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Particulars |  | $\begin{array}{\|c\|} \hline 3 \text { months } \\ \text { ended } \\ 31 / / 3 / 12 \\ \text { (Audited) } \\ \hline \end{array}$ | $\begin{gathered} 3 \text { months } \\ \text { ended } \\ 31 / 12 / 11 \\ \text { (Audited) } \end{gathered}$ | $\begin{array}{r\|} \hline 3 \text { months } \\ \text { ended } \\ 31 / 03 / 11 \\ \text { (Audited) } \\ \hline \end{array}$ | $\begin{array}{r} \text { Year ended } \\ 31 / 03 / 12 \\ \text { (Audited) } \\ \hline \end{array}$ | $\begin{array}{r} \text { Year ended } \\ 31 / 03 / 11 \\ \text { (Audited) } \\ \hline \end{array}$ | $\begin{array}{r} \text { Year ended } \\ 31 / 03 / 12 \\ \text { (Audited) } \\ \hline \end{array}$ | $\begin{array}{r} \text { Year ended } \\ 31 / 03 / 11 \\ \text { (Audited) } \end{array}$ |
| PART I (STATEMENT OF AUDITED RESULTS FOR THE QUARTER/ YEAR ENDED MARCH 31, 2012) |  |  |  |  |  |  |  |  |
| 1 | Income from Operations |  |  |  |  |  |  |  |
|  | a) Net income from operations | 75,333 | 65,707 | 63,691 | 2,68,046 | 2,30,093 | 2,91,708 | 2,39,215 |
|  | b) Other operating income | 1,068 | 1,339 | 1,193 | 4,893 | 3,152 | 9,949 | 7,963 |
|  | Total income from operations (net) | 76,401 | 67,046 | 64,884 | 2,72,939 | 2,33,245 | 3,01,657 | 2,47,178 |
| 2 |  |  |  |  |  |  |  |  |
|  | a) Cost of Borrowings | 48,484 | 48,815 | 32,555 | 1,87,108 | 1,31,897 | 1,95,564 | 1,33,029 |
|  | b) Cost of stock in trade sold | - | - | - | - | - | 5,311 | 1,540 |
|  | c) Employee benefits expense | 2,167 | 976 | 2,493 | 6,482 | 6,492 | 9,405 | 8,794 |
|  | d) Depreciation and amortisation expense | 399 | 318 | 257 | 1,167 | 1,028 | 2,195 | 1,452 |
|  | e) Other expenses | 1,571 | 1,477 | 1,891 | 5,760 | 7,001 | 8,311 | 9,303 |
|  | Total Expenses | 52,621 | 51,586 | 37,196 | 2,00,517 | 1,46,418 | 2,20,786 | 1,54,118 |
| 3 | Profit from operations before other income, provisions and exceptional items (1-2) | 23,780 | 15,460 | 27,688 | 72,422 | 86,827 | 80,871 | 93,060 |
| 4 | Write off/ Provision for Bad \& Doubtful Assets and others (Net) | (755) | 62 | $(4,268)$ | $(11,271)$ | $(15,032)$ | $(8,220)$ | $(14,004)$ |
| 5 | Profit from operations before other income and exceptional items (3-4) | 24,535 | 15,398 | 31,956 | 83,693 | 1,01,859 | 89,091 | 1,07,064 |
| 6 | Other Income | 3,741 | 998 | 6,652 | 12,081 | 14,766 | 11,420 | 15,377 |
| 7 | Profit from ordinary activities before exceptional items ( $5+6$ ) | 28,276 | 16,396 | 38,608 | 95,774 | 1,16,625 | 1,00,511 | 1,22,441 |
| 8 | Exceptional items | - | - | - | - | - | - | - |
| 9 | Profit from ordinary activities before tax (7 $\pm 8$ ) | 28,276 | 16,396 | 38,608 | 95,774 | 1,16,625 | 1,00,511 | 1,22,441 |
| 10 | Tax expense |  |  |  |  |  |  |  |
|  | a) Income Tax | 2,850 | 2,591 | 992 | 11,013 | 9,347 | 13,538 | 11,319 |
|  | b) Deferred Tax | 3,501 | 2,400 | 14,313 | 18,399 | 36,653 | 18,200 | 36,569 |
| 11 | Net Profit from ordinary activities after tax (9-10) | 21,925 | 11,405 | 23,303 | 66,362 | 70,625 | 68,773 | 74,553 |
| 12 | Extraordinary items | - | - | - | - | - | - | - |
| 13 | Net Profit for the period ( $11 \pm 12$ ) | 21,925 | 11,405 | 23,303 | 66,362 | 70,625 | 68,773 | 74,553 |
| 14 | Share of profit/ (loss) of associates | - | - | - | - | - | 2,868 | 1,138 |
| 15 | Minority interest | - | - | - | - | - | (65) | 39 |
| 16 | Net Profit after taxes, minority interest and share of profit of associates ( $13+14+15$ ) | - | - | - | - | - | 71,576 | 75,730 |
| 17 | Paid-up equity share capital (Face Value of ₹ 10/- each) | 73,784 | 73,784 | 73,784 | 73,784 | 73,784 | 73,784 | 73,784 |
| 18 | Reserve excluding Revaluation Reserves |  |  |  | 3,57,580 | 3,02,372 |  |  |
| 19.i | Earnings per share (before extraordinary items) (not annualised): |  |  |  |  |  |  |  |
|  | (a) Basic (₹) | 2.97 | 1.54 | 3.16 | 8.99 | 9.57 | 9.32 | 10.10 |
|  | (b) Diluted (₹) | 2.36 | 1.20 | 2.71 | 7.23 | 8.30 | 7.48 | 8.74 |
| 19.ii. | Earnings per share (after extraordinary items) (not annualised): |  |  |  |  |  |  |  |
|  | (a) Basic (₹) | 2.97 | 1.54 | 3.16 | 8.99 | 9.57 | 9.32 | 10.10 |
|  | (b) Diluted (₹) | 2.36 | 1.20 | 2.71 | 7.23 | 8.30 | 7.48 | 8.74 |

PART II (SELECT INFORMATION FOR THE QUARTER/ YEAR ENDED MARCH 31, 2012)


|  | Particulars | 3 months ended 31/03/12 <br> (Audited) |
| :--- | :--- | :---: |
| B | INVESTOR COMPLAINTS | NIL |
|  | Pending at the beginning of the quarter | 8619 |
|  | Received during the quarter | 8619 |
|  | Disposed of during the quarter | NIL |
|  | Remaining unresolved at the end of the quarter |  |

## Notes:

1. Segment Reporting as required under AS-17 issued by ICAI is not applicable, as more than $90 \%$ of the revenue comes from a single segment viz. Financing. 2. Figures of the previous period/ year have been re-arranged/ re-grouped, wherever necessary to conform to presentation in terms of revised Schedule VI issued by Ministry of Corporate Affairs and SEBI Circular dated April 16, 2012. 3. The Company has, during the year, granted options for $71,96,993$ shares under Employees Stock Option Scheme 2011, subject to the vesting conditions mentioned in the Scheme. Options outstanding as on March 31, 2012 are $71,78,381$. 4. Board of Directors has recommended dividend @ $10 \%$ i.e. ₹ 1 per Equity Share of ₹ $10 /$ - each, subject to approval of members in the AGM. 5. The financial results for the year/ quarter ended March 31, 2012 have been subjected to an Audit. The above financial results were taken on record by the Board of Directors in the meeting held on April 17, 2012.

| STATEMENT OF ASSETS \& LIABILITIES |  |  |  | (₹ Lakh) |
| :---: | :---: | :---: | :---: | :---: |
|  | STANDALONE |  | CONSOLIDATED |  |
| Particulars | As at 31st March, 2012 | As at 31st March, 2011 | As at 31st March, 2012 | As at 31st March, 2011 |
|  | (Audited) | (Audited) | (Audited) | (Audited) |
|  |  |  |  |  |
| (1) Shareholders' Funds |  |  |  |  |
| (a) Share Capital | 1,00,168 | 1,00,168 | 1,00,168 | 1,00,168 |
| (b) Reserves and Surplus | 4,53,409 | 4,00,172 | 4,80,421 | 4,19,955 |
| (c) Money received against share warrants | - | - | - | - |
| Sub-total - Shareholders' fund | 5,53,577 | 5,00,340 | 5,80,589 | 5,20,123 |
| (2) Share application money pending allotment | - | - | - | - |
| (3) Minority Interest | - | - | 722 | 796 |
| (4) Non-current Liabilities |  |  |  |  |
| (a) Long-term Borrowings (Unsecured) | 17,49,322 | 17,42,022 | 17,67,061 | 17,42,890 |
| (b) Other Long-term Liabilities | 5,635 | 5,164 | 5,635 | 5,164 |
| (c) Long-term Provisions | 13,982 | 13,683 | 14,900 | 14,244 |
| Sub-total - Non-current liabilities | 17,68,939 | 17,60,869 | 17,87,596 | 17,62,298 |
| (5) Current Liabilities |  |  |  |  |
| (a) Short-term Borrowings | 38,444 | - | 1,07,446 | 44,022 |
| (b) Trade Payables | 24,764 | 9,368 | 58,590 | 33,951 |
| (c) Other Current Liabilities | 4,23,993 | 2,73,646 | 4,41,411 | 2,78,072 |
| (d) Short-term Provisions | 8,665 | 8,575 | 9,680 | 9,522 |
| Sub-total - Current liabilities | 4,95,866 | 2,91,589 | 6,17,127 | 3,65,567 |
| TOTAL - EQUITY AND LIABILITIES | 28,18,382 | 25,52,798 | 29,86,034 | 26,48,784 |
| B. ASSETS |  |  |  |  |
| (1) Non-current Assets(a) Fixed Assets (including capital work-in-progres(b) Goodwill on consolidation(c) Non-current Investments(d) Deferred Tax Asset (Net)(e) Long-term Loans \& Advances(f) Other non-current assets |  |  |  |  |
|  | 1,16,592 | 1,20,879 | 1,39,049 | 1,42,742 |
|  | - | - | 9,945 | 8,334 |
|  | 8,72,828 | 6,25,514 | 8,13,947 | 5,62,817 |
|  | 83,692 | 1,02,091 | 84,068 | 1,02,268 |
|  | 9,81,907 | 10,71,712 | 9,69,447 | 10,67,707 |
|  | 26,012 | 38,928 | 27,633 | 38,977 |
| Sub-total - Non-current assets | 20,81,031 | 19,59,124 | 20,44,089 | 19,22,845 |
| (2) Current Assets |  |  |  |  |
| (a) Current Investments | 2,03,358 | 1,58,866 | 1,99,545 | 1,53,794 |
| (b) Trade Receivables | 1,557 | 7,567 | 1,37,575 | 91,595 |
| (c) Cash and Cash Equivalents | 89,863 | 52,786 | 96,812 | 61,511 |
| (d) Short-term Loans and Advances | 4,12,717 | 3,48,344 | 4,39,396 | 3,68,722 |
| (e) Other Current Assets | 29,856 | 26,111 | 68,617 | 50,317 |
| Sub-total - Current assets | 7,37,351 | 5,93,674 | 9,41,945 | 7,25,939 |
| TOTAL - ASSETS | 28,18,382 | 25,52,798 | 29,86,034 | 26,48,784 |
|  |  |  |  |  |

