

## PART I

## STATEMENT OF AUDITED ( STANDALONE) FINANCIAL RESULTS FOR THE YEAR ENDED 31/03/2013

in lacs

| Particulars   | Quarter ended    |                  |                  | Year Ended       |                  |
|---|------------------|------------------|------------------|------------------|------------------|
|   | 31/03/2013       | 31/12/2012       | 31/03/2012       | 31/03/2013       | 31/03/2012       |
|   | Audited          | Unaudited        | Audited          | Audited          | Audited          |
| <b>1. Income from Operations</b>  |                  |                  |                  |                  |                  |
| a. Revenue from operations  | 202812.68        | 190497.68        | 162801.62        | 745908.67        | 598268.79        |
| b. Other operating income   | 2661.08          | 2970.84          | 3429.58          | 11683.36         | 13217.25         |
| <b>Total Income from Operations (net)</b>   | <b>205473.76</b> | <b>193468.52</b> | <b>166231.20</b> | <b>757592.03</b> | <b>611486.04</b> |
| <b>2. Expenses</b>  |                  |                  |                  |                  |                  |
| a. Finance cost   | 156732.40        | 153531.81        | 125724.75        | 592459.63        | 459106.52        |
| b. Employees benefits expense   | 2622.97          | 2186.67          | 2087.24          | 9040.64          | 7243.91          |
| c. Depreciation and amortisation expense  | 196.57           | 193.24           | 197.24           | 753.38           | 742.02           |
| d. Advertisement expenses   | 761.92           | 277.47           | 634.75           | 1396.73          | 1180.24          |
| e. Commission and brokerage   | 4191.67          | 2693.09          | 3971.64          | 11616.31         | 9904.81          |
| f. Provisions / write off (net of write back)   | (348.84)         | 3186.25          | (239.41)         | 7887.22          | 15605.10         |
| g. Other expenses   | 1686.48          | 1377.93          | 1646.92          | 5377.52          | 4637.77          |
| <b>Total Expenses</b>   | <b>165843.17</b> | <b>163446.46</b> | <b>134023.13</b> | <b>628531.43</b> | <b>498420.37</b> |
| <b>3. Profit from Operations before Other Income &amp; Exceptional Items (1-2)</b>                | <b>39630.59</b>  | <b>30022.06</b>  | <b>32208.07</b>  | <b>129060.60</b> | <b>113065.67</b> |
| 4. Other income   | 2001.08          | 2027.74          | 2671.40          | 8296.27          | 10025.65         |
| <b>5. Profit from ordinary activities before exceptional items (3+4)</b>                          | <b>41631.67</b>  | <b>32049.80</b>  | <b>34879.47</b>  | <b>137356.87</b> | <b>123091.32</b> |
| 6. Exceptional items  | -                | -                | -                | -                | -                |
| <b>7. Profit from ordinary activities before tax (5+6)</b>  | <b>41631.67</b>  | <b>32049.80</b>  | <b>34879.47</b>  | <b>137356.87</b> | <b>123091.32</b> |
| 8. Tax expense  | 10015.97         | 8425.18          | 9519.00          | 35036.21         | 31671.71         |
| <b>9. Net Profit from ordinary activities after Tax (7-8)</b>                                     | <b>31615.70</b>  | <b>23624.62</b>  | <b>25360.47</b>  | <b>102320.66</b> | <b>91419.61</b>  |
| 10. Extraordinary items   | -                | -                | -                | -                | -                |
| <b>11. Net Profit for the period (9+10)</b>   | <b>31615.70</b>  | <b>23624.62</b>  | <b>25360.47</b>  | <b>102320.66</b> | <b>91419.61</b>  |
| 12. Paid-up Equity Share Capital (face value ` 2/-)   | 10093.26         | 10093.26         | 10093.26         | 10093.26         | 10093.26         |
| 13. Reserves as at 31st March   | -                | -                | -                | 638029.43        | 558120.91        |
| 14. Earning Per Share (EPS) on (face value of ` 2/-)<br>Basic and Diluted Earning Per Share ( ` ) | 6.27             | 4.68             | 5.28             | 20.28            | 19.20            |
| 15. Debenture Redemption Reserve  | -                | -                | -                | -                | -                |
| 16. Debt Equity Ratio   | -                | -                | -                | 11.04            | 10.28            |
| 17. Debt Service Coverage Ratio   | -                | -                | -                | 0.44             | 0.39             |
| 18. Interest Service Coverage Ratio   | -                | -                | -                | 1.23             | 1.27             |
| 19. Paid-up Debt Capital  | -                | -                | -                | 6876408.87       | 5608726.88       |

## PART II

## SELECT INFORMATION FOR THE YEAR ENDED 31/03/2013

| Particulars  | Quarter ended |            |            | Year ended | Year ended |
|--|---------------|------------|------------|------------|------------|
|  | 31/03/2013    | 31/12/2012 | 31/03/2012 | 31/03/2013 | 31/03/2012 |
| A  | Unaudited     | Unaudited  | Unaudited  | Audited    | Audited    |
| <b>1. Public Shareholding</b>  |               |            |            |            |            |
| - Number of shares   | 301220505     | 301220505  | 301220505  | 301220505  | 301220505  |
| - Percentage of shareholding   | 59.69%        | 59.69%     | 59.69%     | 59.69%     | 59.69%     |
| <b>2. Promoters and promoter group Shareholding</b>                                      |               |            |            |            |            |
| a) Pledged / Encumbered  |               |            |            |            |            |
| - Number of shares   | NIL           | NIL        | NIL        | NIL        | NIL        |
| - Percentage of shares (as a % of the total shareholding of promoter and promoter group) | NIL           | NIL        | NIL        | NIL        | NIL        |
| - Percentage of shares (as a % of the total share capital of the Company)                | NIL           | NIL        | NIL        | NIL        | NIL        |
| b) Non - encumbered  |               |            |            |            |            |
| - Number of shares   | 203442495     | 203442495  | 203442495  | 203442495  | 203442495  |
| - Percentage of shares (as a % of the total shareholding of promoter and promoter group) | 100%          | 100%       | 100%       | 100%       | 100%       |
| - Percentage of shares (as a % of the total share capital of the Company)                | 40.31%        | 40.31%     | 40.31%     | 40.31%     | 40.31%     |

|          | Particulars                                    | 3 months ended<br>31/03/2013 |
|----------|--|------------------------------|
| <b>B</b> | <b>INVESTOR COMPLAINTS</b>                     |                              |
|          | Pending at the beginning of the quarter        | 3                            |
|          | Received during the quarter                    | 35                           |
|          | Disposed off during the quarter                | 37                           |
|          | Remaining unresolved at the end of the quarter | 1                            |

**PART I**

|  |                          | in lacs                  |  |
|--|--------------------------|--------------------------|--|
|  |                          | Consolidated             |  |
| Particulars  | Year Ended<br>31/03/2013 | Year Ended<br>31/03/2012 |  |
|  | Audited                  | Audited                  |  |
| 1. <b>Income from Operations</b>   |                          |                          |  |
| a. Revenue from Operations   | 745908.67                | 598268.79                |  |
| b. Other Operating Income  | 20051.51                 | 15913.86                 |  |
| <b>Total Income from Operations ( net)</b>   | <b>765960.18</b>         | <b>614182.65</b>         |  |
| 2. <b>Expenses</b>   |                          |                          |  |
| a. Finance Cost  | 592459.44                | 459106.46                |  |
| b. Employees benefits expense  | 9815.67                  | 8132.63                  |  |
| c. Depreciation and amortisation expense   | 770.97                   | 758.97                   |  |
| d. Advertisement Expenses  | 1402.02                  | 1189.63                  |  |
| e. Commission and Brokerage  | 11247.53                 | 9617.95                  |  |
| f. Provisions / Write off ( Net of write back)   | 7904.93                  | 15605.10                 |  |
| g. Other Expenses  | 9232.16                  | 6533.42                  |  |
| <b>Total Expenses</b>  | <b>632832.73</b>         | <b>509944.16</b>         |  |
| 3. <b>Profit from Operations before Other Income &amp; Exceptional Items (1-2)</b>                                 | 133127.45                | 113238.49                |  |
| 4. Other Income  | 8676.54                  | 10274.86                 |  |
| 5. <b>Profit from ordinary activities before exceptional items (3+4)</b>   | <b>141803.99</b>         | <b>123513.35</b>         |  |
| 6. Exceptional Items   | -                        | -                        |  |
| 7. <b>Profit from ordinary activities before tax (5+6)</b>   | <b>141803.99</b>         | <b>123513.35</b>         |  |
| 8. Tax Expense   | 36404.12                 | 31879.87                 |  |
| 9. <b>Net Profit from ordinary activities after Tax (7-8)</b>  | <b>105399.87</b>         | <b>91633.48</b>          |  |
| 10. Extraordinary items  | -                        | -                        |  |
| 11. <b>Net Profit for the period ( 9+10)</b>   | <b>105399.87</b>         | <b>91633.48</b>          |  |
| 12. Share of profit / (loss) of Associate Company  | (581.38)                 | 334.85                   |  |
| 13. Minority Interest  | 67.23                    | (17.09)                  |  |
| 14. <b>Net Profit after Taxes, minority interest and Share of profit / (loss) of Associate Company ( 11+12-13)</b> | <b>104751.26</b>         | <b>91985.43</b>          |  |
| 15. Paid-up Equity Share Capital (Face value ` 2/-)  | 10093.26                 | 10093.26                 |  |
| 16. Reserves as at 31st March  | 643237.34                | 560921.33                |  |
| 17. Earning Per Share ( EPS) on (face value of ` 2/-)  |                          |                          |  |
| Basic and Diluted Earning Per Share year   | 20.76                    | 19.32                    |  |

**PART II**

**SELECT INFORMATION FOR THE YEAR ENDED 31/03/2013**

| Particulars  | Year Ended<br>31/03/2013 | Year Ended<br>31/03/2012 |
|--|--------------------------|--------------------------|
| <b>A PARTICULARS OF SHAREHOLDING</b>   |                          |                          |
| 1. Public Shareholding   |                          |                          |
| - Number of Shares   | 301220505                | 301220505                |
| - Percentage of shareholding   | 59.69%                   | 59.69%                   |
| 2. Promoters and promoter group Shareholding   |                          |                          |
| a) Pledged / Encumbered  |                          |                          |
| - Number of Shares   | NIL                      | NIL                      |
| - Percentage of shares (as a % of the total shareholding of promoter and promoter group) | NIL                      | NIL                      |
| - Percentage of shares (as a % of the total share capital of the Company)                | NIL                      | NIL                      |
| b) Non - encumbered  |                          |                          |
| - Number of Shares   | 203442495                | 203442495                |
| - Percentage of shares (as a % of the total shareholding of promoter and promoter group) | 100%                     | 100%                     |
| - Percentage of shares (as a % of the total share capital of the Company)                | 40.31%                   | 40.31%                   |

## Notes :

## 1 Statement of Assets and Liabilities

in lacs

|          | Particulars                                | Standalone          |                     | Consolidated        |                     |
|----------|--|---------------------|---------------------|---------------------|---------------------|
|          |  | As at<br>31/03/2013 | As at<br>31/03/2012 | As at<br>31/03/2013 | As at<br>31/03/2012 |
| <b>A</b> | <b>EQUITY AND LIABILITIES</b>              |                     |                     |                     |                     |
| 1        | <b>Shareholders' Funds</b>                 |                     |                     |                     |                     |
|          | (a) Share Capital                          | 10099.63            | 10099.63            | 10099.63            | 10099.63            |
|          | (b) Reserves and Surplus                   | 638029.43           | 558120.91           | 643237.34           | 560921.33           |
|          | <b>Sub-total - Shareholders' funds</b>     | <b>648129.06</b>    | <b>568220.54</b>    | <b>653336.97</b>    | <b>571020.96</b>    |
| 2        | <b>Minority Interest</b>                   | -                   | -                   | 75.70               | 8.47                |
| 3        | <b>Non Current Liabilities</b>             |                     |                     |                     |                     |
|          | (a) Long-term borrowings                   | 5626793.67          | 4611129.74          | 5626793.67          | 4611129.74          |
|          | (b) Deferred Tax Liabilities (Net)         | -                   | -                   | 8.84                | 6.97                |
|          | (c) Other long term liabilities            | 4721.37             | 2808.84             | 5538.97             | 3625.97             |
|          | (d) Long-term provisions                   | 68744.37            | 62315.31            | 68744.37            | 62315.31            |
|          | <b>Sub-total - Non-current liabilities</b> | <b>5700259.41</b>   | <b>4676253.89</b>   | <b>5701085.85</b>   | <b>4677077.99</b>   |
| 4        | <b>Current Liabilities</b>                 |                     |                     |                     |                     |
|          | (a) Short-term borrowings                  | 243724.47           | 175862.14           | 243724.47           | 175862.14           |
|          | (b) Trade payables                         | 2318.60             | 1463.25             | 2504.82             | 1500.65             |
|          | (c) Other current liabilities              | 1431883.67          | 1126235.92          | 1433723.03          | 1130273.74          |
|          | (d) Short-term provisions                  | 29708.45            | 28651.81            | 30417.59            | 28705.07            |
|          | <b>Sub-total - Current liabilities</b>     | <b>1707635.19</b>   | <b>1332213.12</b>   | <b>1710369.91</b>   | <b>1336341.60</b>   |
|          | <b>TOTAL - EQUITY AND LIABILITIES</b>      | <b>8056023.66</b>   | <b>6576687.55</b>   | <b>8064868.43</b>   | <b>6584449.02</b>   |
| <b>B</b> | <b>ASSETS</b>                              |                     |                     |                     |                     |
| 1        | <b>Non-Current Assets:</b>                 |                     |                     |                     |                     |
|          | (a) Fixed assets                           | 6237.29             | 6223.54             | 7323.57             | 7408.07             |
|          | (b) Goodwill on consolidation              | -                   | -                   | 20.52               | 20.52               |
|          | (c) Non-current investments                | 18439.62            | 16399.39            | 18035.70            | 17171.55            |
|          | (d) Deferred tax asset (net)               | 24889.45            | 22082.51            | 24889.45            | 22082.51            |
|          | (e) Long term loans & advances             | 16795.04            | 15928.07            | 16814.49            | 16048.06            |
|          | (f) Other non current assets               | 544.36              | 356.68              | 549.84              | 364.47              |
|          | <b>Sub-total - Non-current assets</b>      | <b>66905.76</b>     | <b>60990.19</b>     | <b>67633.57</b>     | <b>63095.18</b>     |
| 2        | <b>Loans</b>                               |                     |                     |                     |                     |
|          | (a) Non-current                            | 7324810.55          | 5793153.19          | 7324810.54          | 5793153.19          |
|          | (b) Current                                | 456455.63           | 514862.00           | 456455.63           | 514862.00           |
|          | <b>Sub-total - Loans</b>                   | <b>7781266.18</b>   | <b>6308015.19</b>   | <b>7781266.17</b>   | <b>6308015.19</b>   |
| 3        | <b>Current Assets:</b>                     |                     |                     |                     |                     |
|          | (a) Current investments                    | 23.34               | 3.20                | 1459.75             | 3.20                |
|          | (b) Inventories                            | -                   | -                   | 24.89               | 11.77               |
|          | (c) Trade receivables                      | 6063.00             | 6507.94             | 6415.61             | 7391.94             |
|          | (d) Cash and bank balances                 | 146555.91           | 159920.34           | 152348.26           | 164644.70           |
|          | (e) Short term loans and advances          | 869.47              | 1248.58             | 1199.72             | 1090.10             |
|          | (f) Other current assets                   | 54340.00            | 40002.12            | 54520.46            | 40196.94            |
|          | <b>Sub-total - Current assets</b>          | <b>207851.72</b>    | <b>207682.18</b>    | <b>215968.69</b>    | <b>213338.65</b>    |
|          | <b>TOTAL - ASSETS</b>                      | <b>8056023.66</b>   | <b>6576687.56</b>   | <b>8064868.43</b>   | <b>6584449.02</b>   |

- 2 The Board has recommended a dividend of ` 3.80 per equity share of ` 2/- each (190%) subject to approval of the members of the Company at the forthcoming Annual General Meeting.
- 3 The main business of the Company is to provide loans for purchase or construction of residential houses. All other activities of the Company revolve around the main business and accordingly there are no separate reportable segments, as per the Accounting Standard on 'Segment Reporting' (AS 17) notified under the Companies (Accounting Standards) Amendment Rules, 2011.
- 4 Other Income for the year ended March 31, 2013 includes Income from Investments in various Liquid schemes of Mutual Funds ` 5867.49 Lacs (Previous period ` 7833.61 lacs), Interest on Bank Deposits ` 315.64 Lacs (Previous period ` 188.34 Lacs) .
- 5 The figures of the last quarter are the balancing figures between audited figures in respect of the full financial year and the published unaudited year to date figures upto the third quarter of the current financial year.
- 6 Other Current Liabilities include Temporary Book Overdraft of ` 188681.35 lacs (Previous year ` 131991.56 Lacs), which represents cheques issued towards disbursement to borrowers and cheques issued for payment of expenses, but not encashed as on March 31, 2013.
- 7 The Consolidated financial results as given above have been prepared as per Accounting Standard 21 - "Consolidated Financial Statements" notified under the Companies (Accounting Standards) Amendment Rules, 2011.
- 8 The unaudited financial statements of the Associate company has been considered for consolidation.
- 9 The figures for the previous periods have been regrouped / reclassified / restated wherever necessary in order to make them comparable with figures for the current year ended March 31, 2013.
- 10 The above results for the quarter / year ended March 31, 2013 have been reviewed and recommended by the Audit Committee of Directors and subsequently approved by the Board of Directors at their respective meetings held on April 26, 2013, in terms of Clause 29 of the Debt Listing Agreement & Clause 41 of the Equity Listing Agreement.

For and on behalf of the Board

Place : Mumbai  
Date : April 26, 2013

**D. K. Mehrotra**  
**Chairman**