



Indiabulls Financial Services Limited
Unaudited Financial Results – Q3 FY 2011-12

January 30, 2012

Safe Harbour Statement

This document contains certain forward-looking statements based on current expectations of Indiabulls management. Actual results may vary significantly from the forward-looking statements in this document due to various risks and uncertainties. These risks and uncertainties include the effect of economic and political conditions in India, and outside India, volatility in interest rates and in Securities markets, new regulations and government policies that might impact the business of Indiabulls, the general state of the Indian economy and the and the management's ability to implement the company's strategy. Indiabulls doesn't undertake any obligation to update these forward-looking statements.

This document does not constitute an offer or recommendation to buy or sell any securities of Indiabulls or any of its subsidiaries or associate companies. This document also doesn't constitute an offer or recommendation to buy or sell any financial products offered by Indiabulls.

Investor Contact

Ramnath Shenoy

investor.relations@indiabulls.com

+91 22 3049 1444

+91 99673 68231

Media Contact

Kubeir Khera

mediaquery@indiabulls.com

+91 22 3049 1507

Business Update

9M FY 11-12 Key Financial Highlights (9M FY 11-12 v/s 9M FY 10-11)

	9M FY 11-12	9M FY 10-11	Growth (%)
Total Revenues (Rs. Cr.)	2,724.70	1,737.58	56.81%
NII (Rs. Cr.)	1,321.47	1,109.02	19.16%
PBT (Rs. Cr.)	946.87	747.92	26.60%
PAT (Rs. Cr.)	703.43	514.79	36.64%
EPS (Rs.)	22.35	16.33	36.86%

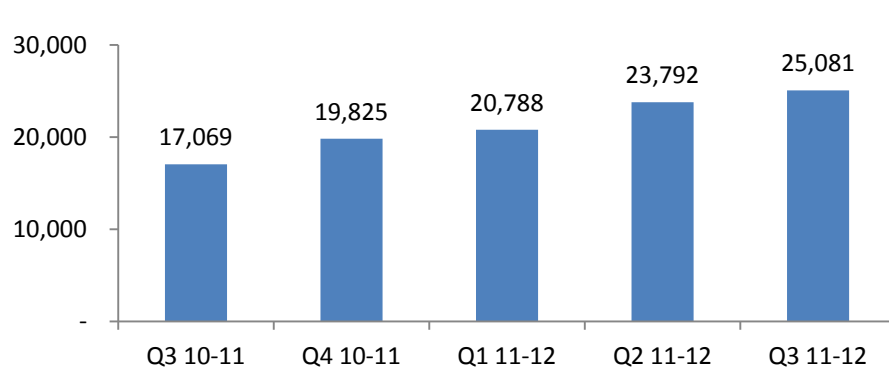
Year-on-Year (Y-o-Y) Comparison – Q3 FY 11-12 v/s Q3 FY 10-11

	Q3 FY 11-12	Q3 FY 10-11	Growth (%)
Total Revenues (Rs. Cr.)	971.83	685.05	41.86%
NII (Rs. Cr.)	450.89	415.06	8.63%
PBT (Rs. Cr.)	334.95	297.11	12.74%
PAT (Rs. Cr.)	250.07	206.75	20.95%
EPS (Rs.)	7.95	6.52	21.93%

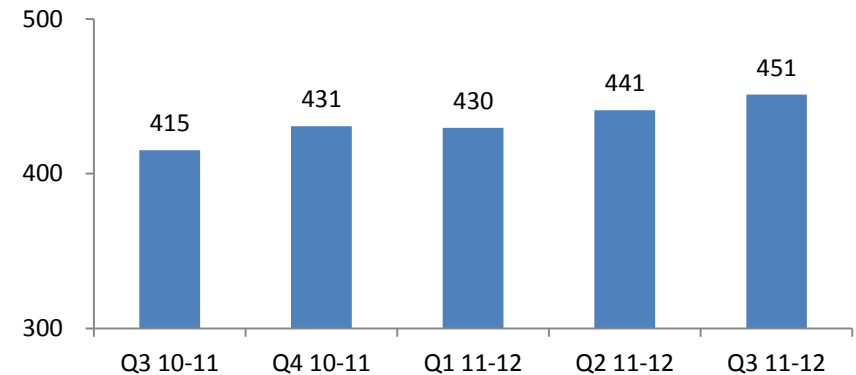
In the last financial year, Q3 FY 10-11 (and 9M FY 10-11) included a one-time income from 26% sale of stake in Indian Commodity Exchange Ltd (ICEX), contributing Rs 21.35 Cr to PBT and Rs 17.08 Cr to PAT

Asset Growth

Assets Under Management (AUM) in Rs. Cr.



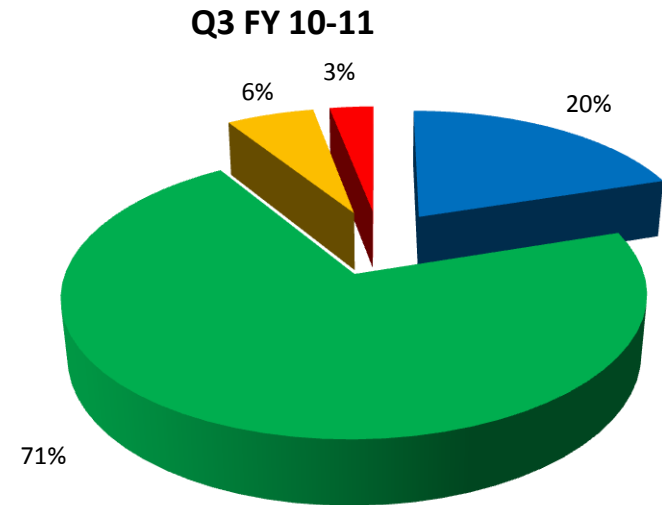
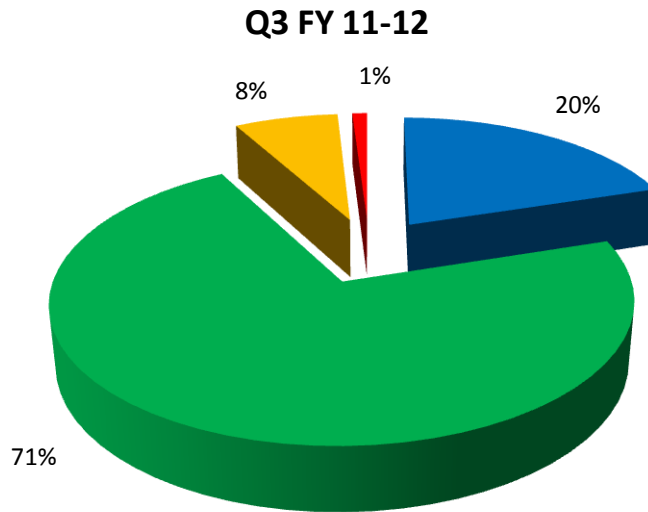
NII (Rs. Cr.)



* $NII = Interest\ Income + Fee\ Income - Interest\ Expense$

- Assets have grown at a quarterly average of Rs. 2,000 Cr over the course of the last 9 quarters
- Net Interest Income continues to increase on the back of steady asset growth from long-duration mortgages

Asset Composition



■ Mortgages
 ■ Commercial Vehicle
 ■ Corporate Loans
 ■ Business Loans

- Home loans, which forms the majority of incremental disburseals, are disbursed at an average ticket size of Rs. 24 lacs; average LTV of 65% at origination, for an average term of about 14 years
- Long-term, low-risk mortgage loans' contribution remains steady at 71% of the total assets

Home Loans: Streamlined Loan Fulfilment

Indiabulls



Indiabulls Home Loans @
10.75%*

Smart decisions come with smarter home loans.

Home 48[®] Loan in 48 HOURS

Helpline: 1800-200-7777
SMS: 'HOME' to 56677
Email: homeloans@indiabulls.com
www.indiabulls.com

Indiabulls HOME LOANS
ghar aa jao

Country service Safe document storage Online account access Visit branch network



Indiabulls Home Loans @
10.75%*

Get home loans on time, everytime.

Country service Safe document storage Online account access Visit branch network

Indiabulls Home Loans @
10.75%*

Get the key to your dream home.

Home 48[®] Loan in 48 HOURS

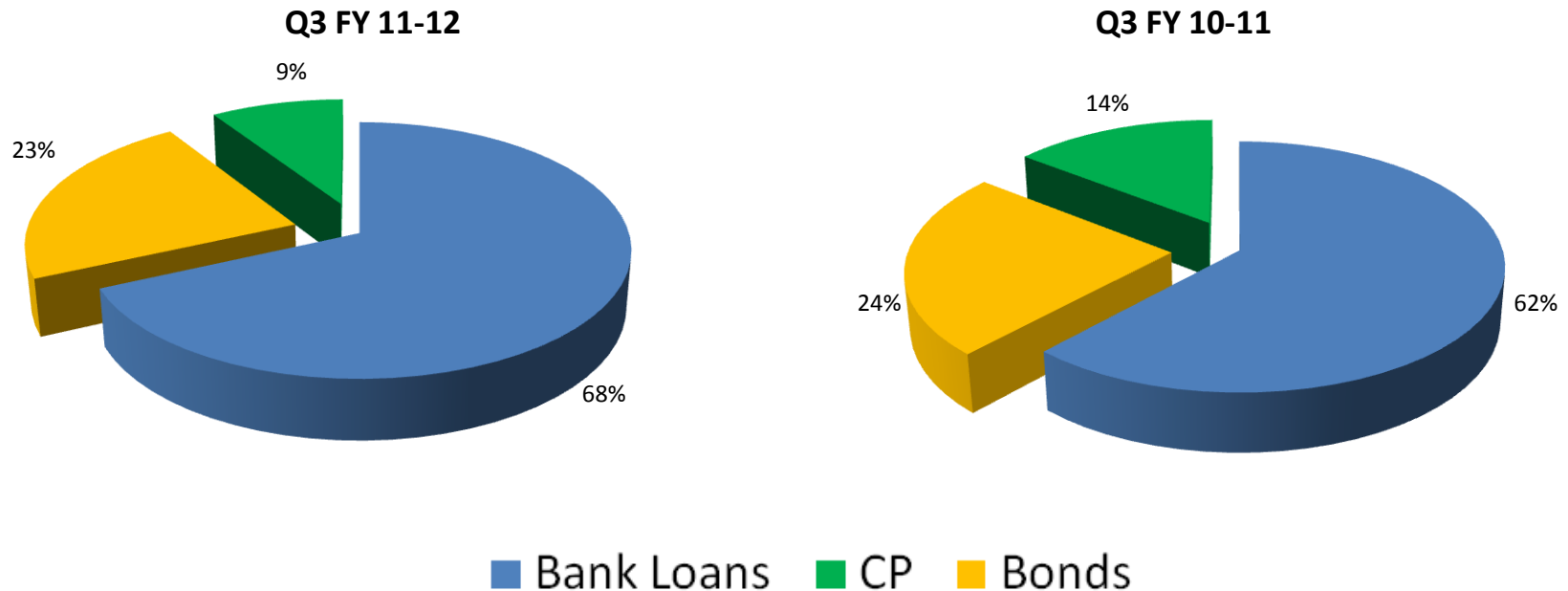
Helpline: 1800-200-7777
SMS: 'HOME' to 56677
Email: homeloans@indiabulls.com

Indiabulls HOME LOANS
ghar aa jao

*Conditions apply

- The company continues to grow its branch network and now has 170 branches spread across the country
- The company has a well-trained, in-house Direct Sales' Team of over 1,300 people to promptly attend to prospective customers

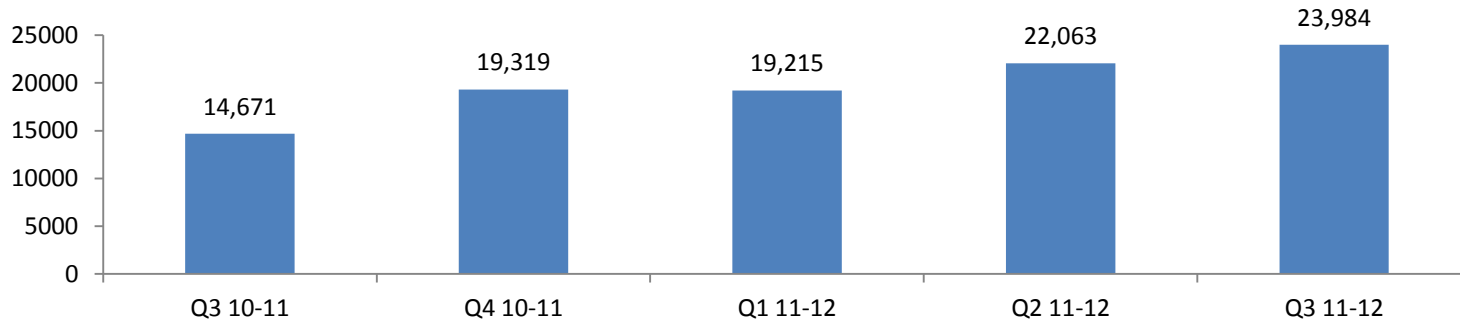
Improving Liability Profile



- In keeping with its stated strategy, the company continues to maintain healthy levels of liquidity with cash, cash equivalents and investments in liquid debt instruments adding up to Rs. 6,027.88 Cr at the end of Q3 FY 11-12
- The company has further reduced its reliance on short-term money to 9% of total borrowings, well within its target limit of 15%
- The company has raised subordinated debt in January 2012, which will further shore up the capital adequacy ratio

Diversified Borrowing Programme

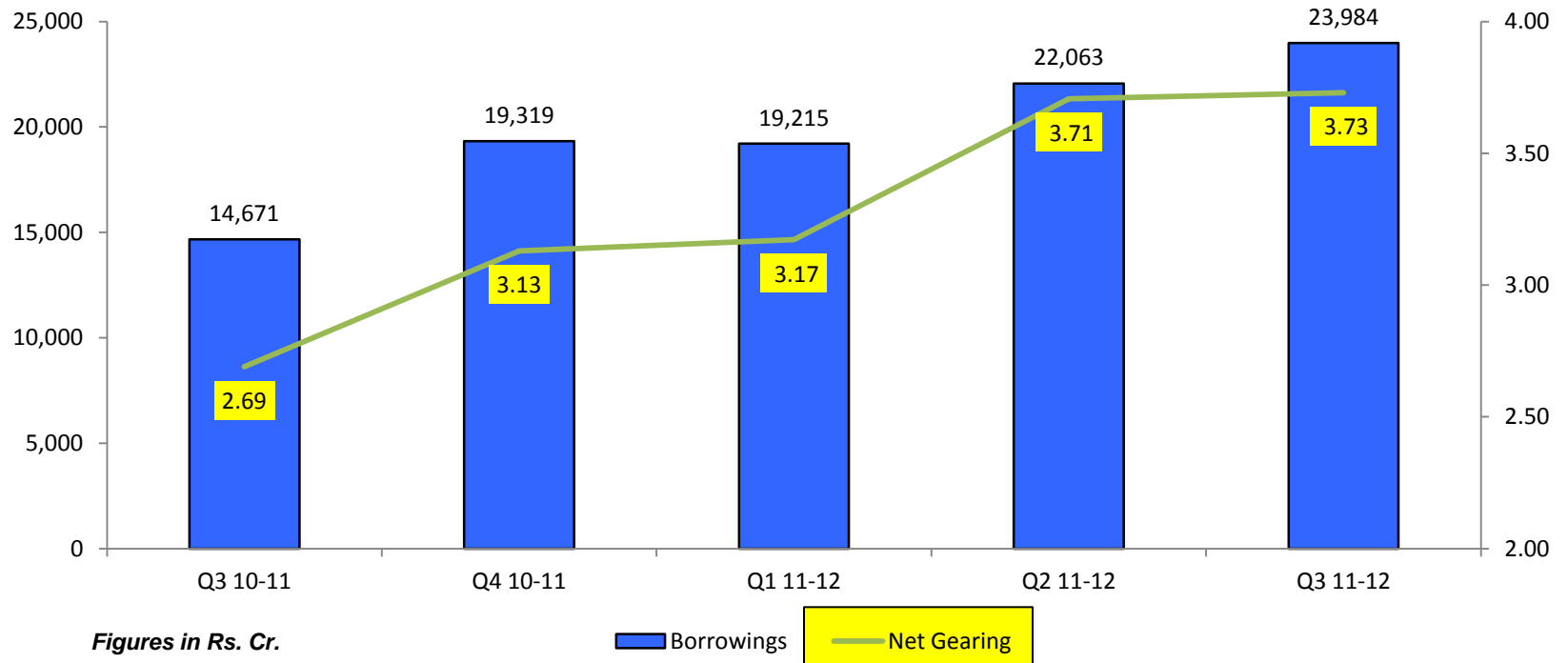
Borrowings (Rs. Cr.)



Total Borrowings (Rs. Cr.)			Contribution in Incremental Borrowing
	Dec-11	Dec-10	Last 12 months
Bank Loans	16,353	9,058	78%
Bonds	5,414	3,493	21%
CP	2,217	2,120	1%
Total	23,984	14,671	100%

- Amongst its lenders, the company now counts 64 strong relationships: 24 PSU banks, 14 Private and Foreign banks and 26 other Mutual Funds, Provident Funds, Pension Funds and Insurance Companies

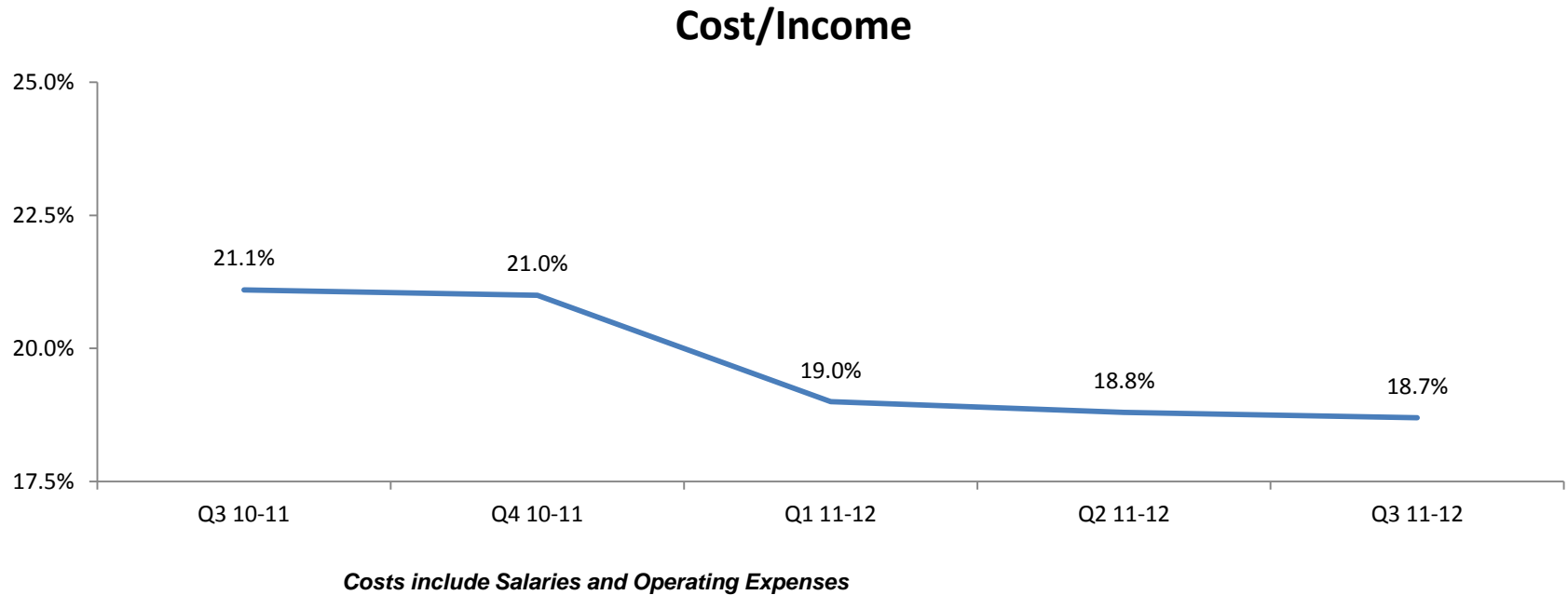
Headroom for Growth



Net Gearing: Borrowings Net of 'Cash & Cash Equivalents' and 'Investments in Liquid Debt Instruments'

- With a Net Gearing of only 3.73, the company has adequate headroom and balance sheet strength to support an expanding loan book

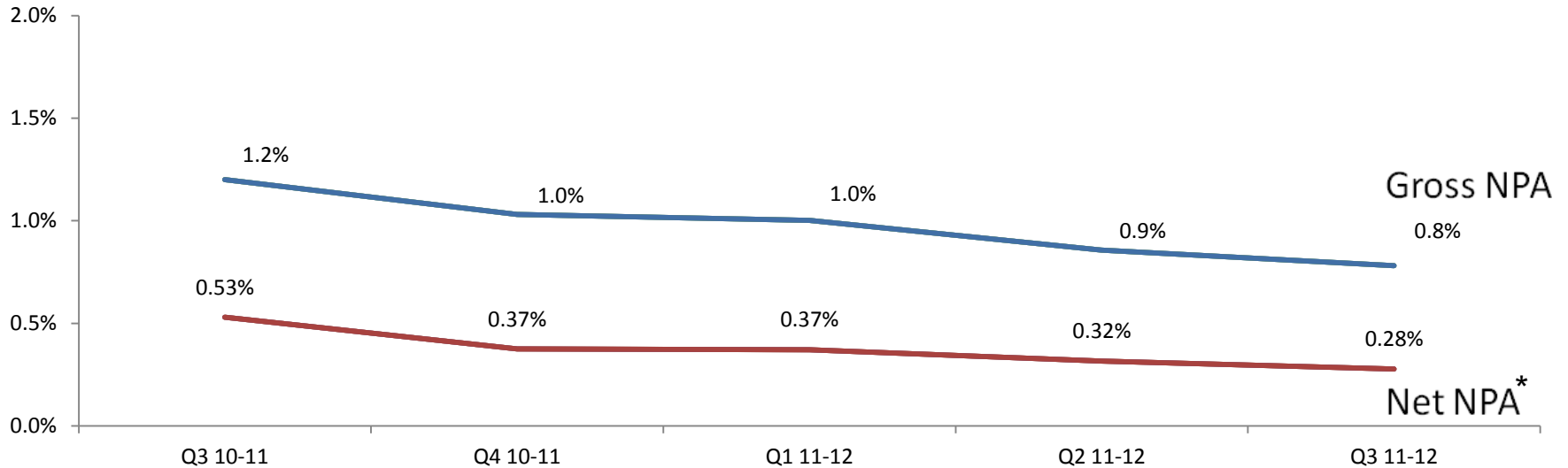
Improving Cost-Income Ratio



- The company continues to witness improving operational efficiency, with the cost to income ratio further declining to below 19%

Stable Asset Quality

NPA Levels

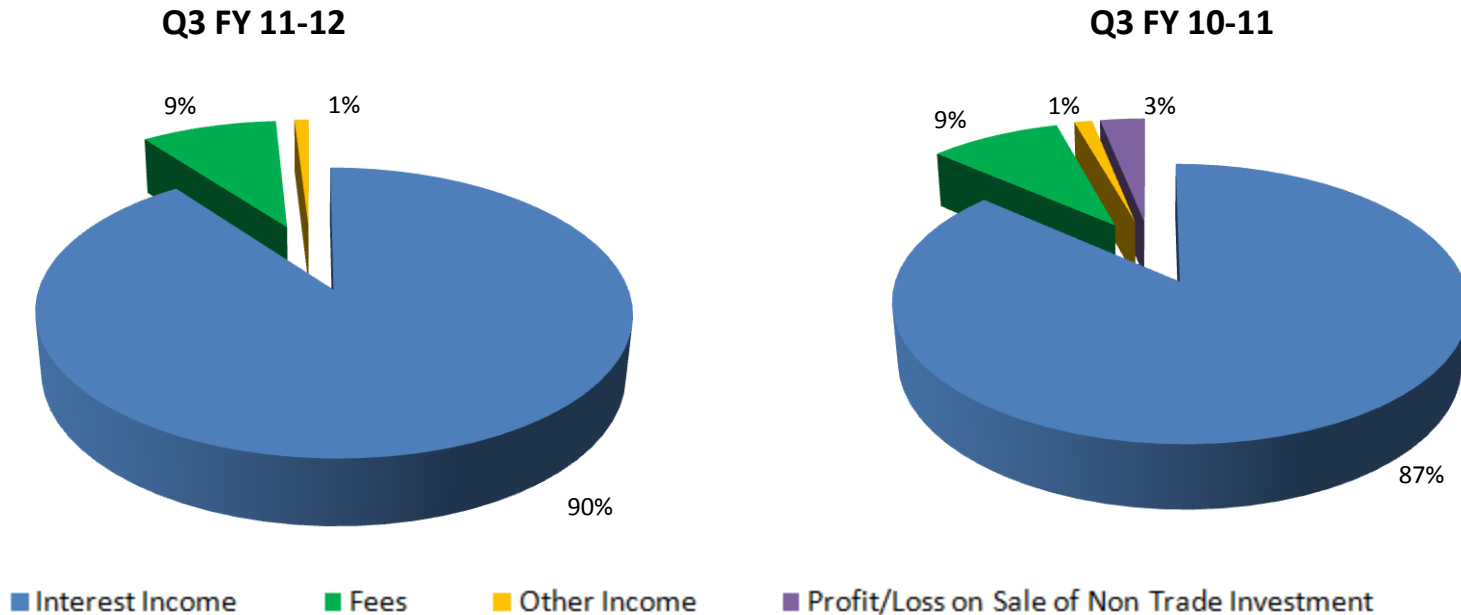


* Without deducting 'Floating Provision' and RBI prescribed 'Standard Asset Provision' from Gross NPA

- The company's total provision pool[#] stands at Rs. 318.9 Cr against a gross NPA of Rs. 195.9 Cr; 163% coverage of Gross NPA
- Nine quarters of continuous reduction in Gross and Net NPA levels as low-risk mortgage portfolio increases the asset base, while contributing very low incremental delinquencies

Includes 'Floating Provisions'; RBI prescribed 'Standard Asset Provisions'; 'General Provisions' and 'Specific Provisions'

Income Sources



- 'Interest Income' contributes significantly to the total income. Its contribution has increased on account of sustained asset book growth due to long-term mortgage loans
- 'Fee Income' continues to be a significant income stream for the company
- Improving recoveries from written off assets, has led to 'Other Income' maintaining its contribution to the total income
- In the last financial year, Q3 FY 10-11 included a one-time income from 26% sale of stake in Indian Commodity Exchange Ltd, contributing Rs 21.35 Cr to PBT and Rs 17.08 Cr to PAT

Consolidated Income Statement

		(Rupees in Crore)				
Particulars		Quarter ended		Nine months ended		Year ended
		31.12.11 (Unaudited)	31.12.10 (Unaudited)	31.12.11 (Unaudited)	31.12.10 (Unaudited)	31.03.11 (Audited)
1	a) Income from Operations	854.55	596.21	2,437.48	1,571.27	2,256.08
	b) Other Operating Income	107.64	80.32	235.77	139.04	216.62
	Total	962.19	676.53	2,673.25	1,710.31	2,472.70
2	Expenditure					
	a) Employees Cost	45.46	41.72	139.25	124.19	165.62
	b) Depreciation	2.23	2.56	6.74	7.43	10.99
	c) Operating Expenses	11.01	6.82	25.26	20.65	28.30
	d) Administrative & Other Expenses	66.58	96.75	247.10	258.09	414.09
	Total	125.28	147.85	418.35	410.36	619.00
3	Profit from Operations before Other Income, Interest & Exceptional Items (1-2)	836.91	528.68	2,254.90	1,299.95	1,853.70
4	Other Income	9.64	8.52	51.45	27.27	37.25
5	Profit before Interest & Exceptional Items (3+4)	846.55	537.20	2,306.35	1,327.22	1,890.95
6	Interest and Finance Charges	511.60	240.09	1,359.48	579.30	899.47
7	Profit after Interest but before Exceptional Items (5-6)	334.95	297.11	946.87	747.92	991.48
8	Exceptional Items	-	-	-	-	-
9	Profit from Ordinary Activities before Tax (7-8)	334.95	297.11	946.87	747.92	991.48
10	Tax expense (including Deferred Tax and Wealth Tax)	84.88	90.36	243.44	233.13	240.56
11	Net Profit from Ordinary Activities after Tax (9-10)	250.07	206.75	703.43	514.79	750.92
12	Extraordinary Items (net of tax expenses Rs. NIL)	-	-	-	-	-
13	Net Profit for the period/year before Minority Interest (11-12)	250.07	206.75	703.43	514.79	750.92
14	Minority Interest	2.66	4.21	7.88	8.08	8.17
15	Net Profit from Ordinary Activities after Tax and Minority Interest (13-14)	247.41	202.54	695.55	506.71	742.75
16	Paid-up Equity Share Capital (Face Value of Rs.2 per Equity Share)	62.28	62.16	62.28	62.16	62.20
17	Reserves excluding Revaluation Reserves	4,843.22	4,498.33	4,843.22	4,498.33	4,477.58
18	Minority Interest	128.97	118.95	128.97	118.95	121.09
19	Earnings per Share before extraordinary items (Face Value of Rs.2 per Equity Share)					
	-Basic	7.95	6.52	22.35	16.33	23.86
	-Diluted	7.90	6.46	22.20	16.18	23.63
	Earnings per Share after extraordinary items (Face Value of Rs.2 per Equity Share)					
	-Basic	7.95	6.52	22.35	16.33	23.86
	-Diluted	7.90	6.46	22.20	16.18	23.63

Consolidated Balance Sheet

Statement of Assets and Liabilities	(Rupees in Crore)	
	As at	
	31.12.11 (Unaudited)	31.12.10 (Unaudited)
Shareholders Funds		
(a) Share Capital	62.28	62.16
(b) Reserves and Surplus	4,843.22	4,498.33
Minority Interest	128.97	118.95
Loan Funds	23,983.71	14,670.72
Total	29,018.18	19,350.16
Fixed Assets (including Capital work in progress / Capital Advances)	120.76	47.44
Investments (includes Rs. 3,908.19 crore (previous period Rs 1,628.68 crore) invested under Liquid Debt Instruments)	3,924.88	1,845.78
Deferred Tax Asset (Net)	104.43	47.75
Current Assets, Loans And Advances		
(a) Sundry Debtors	28.92	40.34
(b) Cash and Bank Balances	2,119.69	840.06
(c) Other Current Assets	316.04	177.18
(d) Loans and Advances	24,211.03	17,356.03
	26,675.68	18,413.61
Less: Current Liabilities And Provisions		
(a) Current Liabilities	1,120.85	604.10
(b) Provisions	686.72	400.32
	1,807.57	1,004.42
Net Current Assets	24,868.11	17,409.19
Total	29,018.18	19,350.16

Rs. 6,027.88 Cr
of Cash & Cash
Equivalents and
Investments in
Liquid Debt
Instruments

Thank you