



Indiabulls Financial Services Limited
Unaudited Financial Results – Q1 FY 2011-12

July 21, 2011

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.

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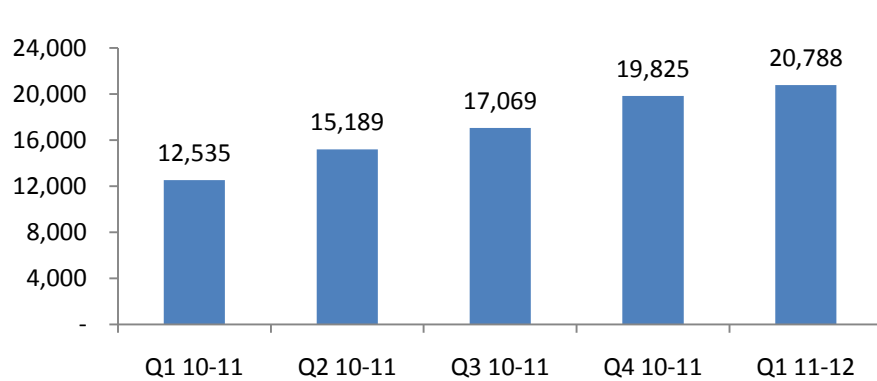
Business Update

Year-on-Year (Y-o-Y) Comparison - Q1 FY 11-12 v/s Q1 FY 10-11

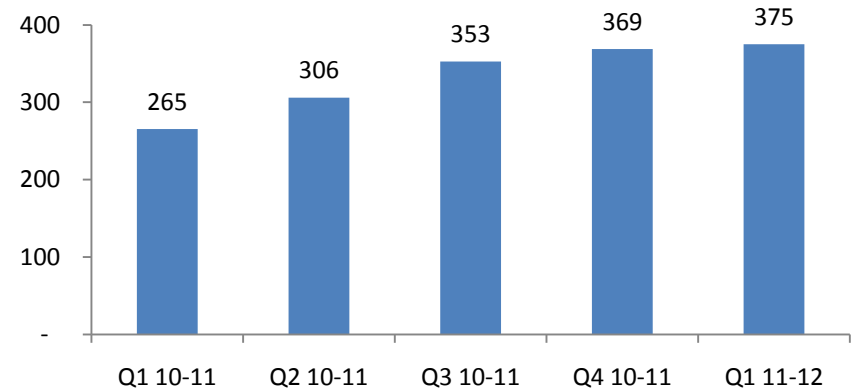
	Q1 FY 11-12	Q1 FY 10-11
Total Revenues (Rs. Cr.)	840.17	471.09
NII (Rs. Cr.)	375.12	265.45
PBT (Rs. Cr.)	300.67	199.80
PAT (Rs. Cr.)	221.98	133.58
EPS (Rs.)	7.06	4.24

Asset Growth

Assets Under Management (AUM) in Rs. Cr.

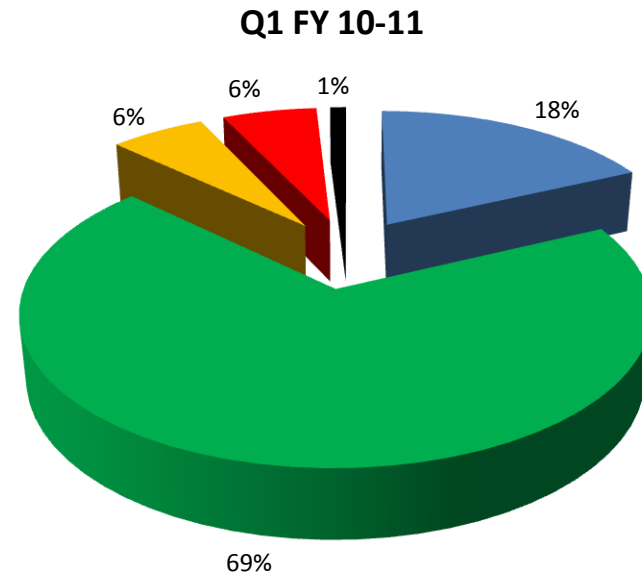
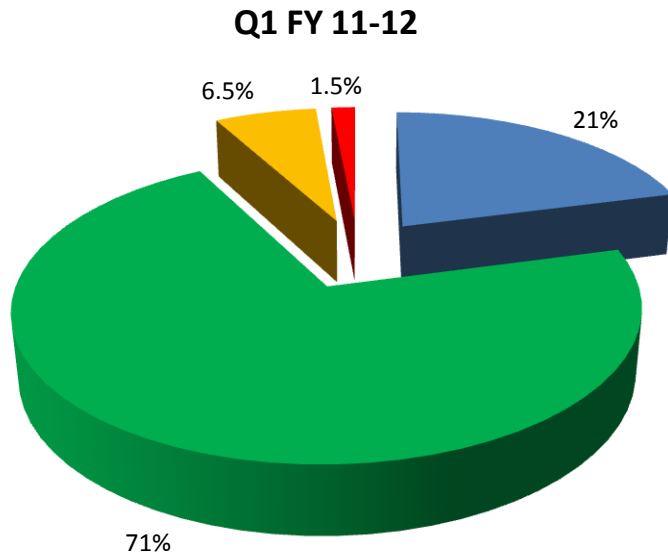


NII (Rs. Cr.)



- Home Loans continue to be a steady contributor to asset growth
- To maintain stable spreads in a rising interest rate environment, the company increased its retail PLR by 50 bps and non-retail PLR by 75 bps in Q1, and will continue to similarly adjust PLR to maintain spreads

Asset Composition



■ Mortgages
 ■ Commercial Vehicle
 ■ Corporate Loans
 ■ Business Loans
 ■ Other Loans

- Long-term, low-risk mortgage loans' contribution has increased to 71% of the total assets

Home Loans: Convenience and Service



Home loan in 48*
HOURS

*Conditions apply

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

Indiabulls
HOME LOANS
ghar aa jao

From Your desk

Online Account Access

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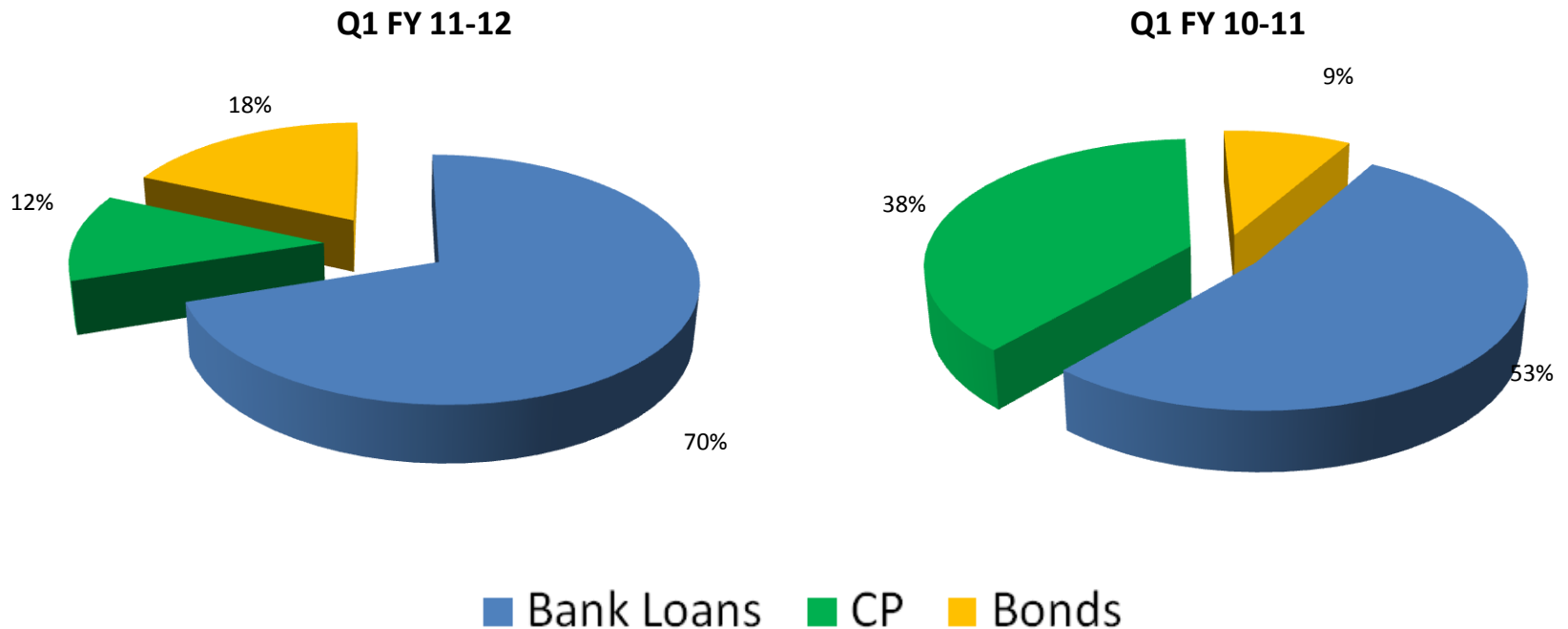
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Indiabulls
HOME LOANS
ghar aa jao

- The company continues to expand its branch network and now has over 160 branches
- The branches are set-up in accessible locations with the aim of nurturing long-term customer relationships
- With customer convenience in mind, the company has been continuously improving its product proposition

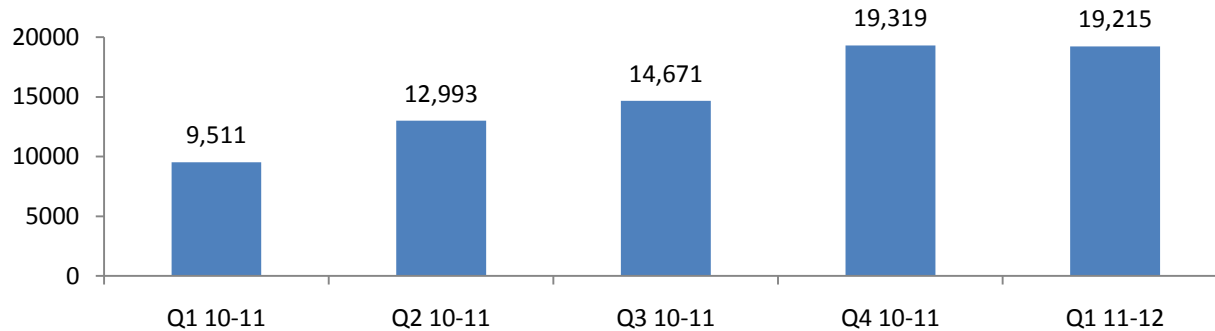
Improving Liability Profile



- Liabilities management continues to be strength of the company with a diversified liability profile and long-duration loans to mirror the long-term mortgage assets
- The company continues to maintain the levels of short-term money at 12% of total borrowings, well within its target limit of 15%

Diversified Borrowing Programme

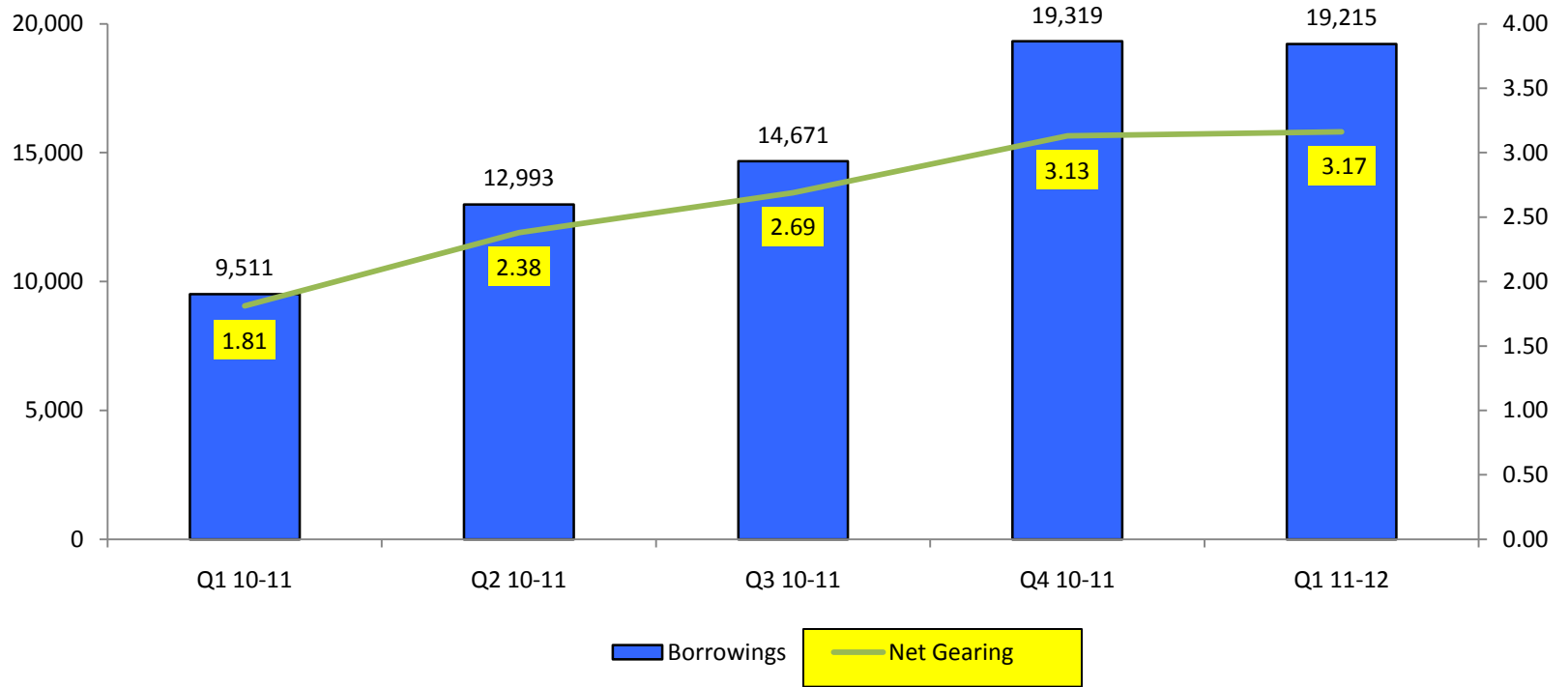
Borrowings (Rs. Cr.)



Total Borrowings (Rs. Cr.)			Contribution in Incremental Borrowing
	Jun-11	Jun-10	Last 12 months
Bank Loans	13,440	5,018	87%
NCD	3,515	833	28%
CP	2,260	3,660	-14%
Total	19,215	9,511	100%

- Amongst its lenders, the company now counts 57 strong relationships: 21 PSU banks, 13 Private and Foreign banks and 23 other Mutual Funds, Provident Funds, Pension Funds and Insurance Companies

Headroom for Growth

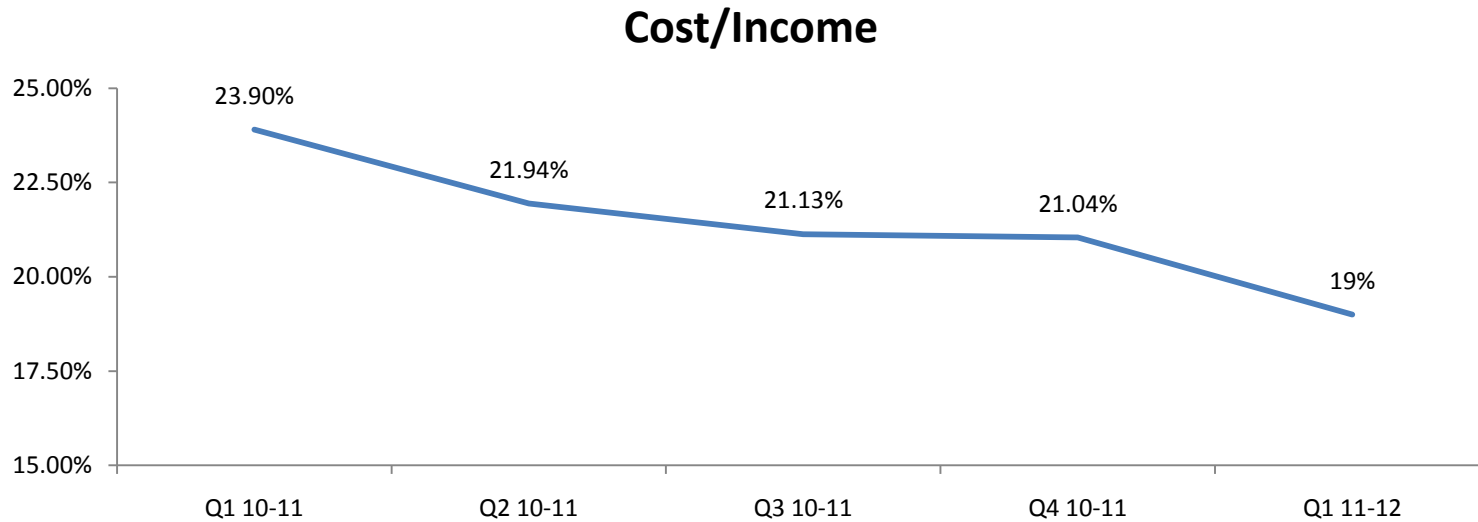


Figures in Rs. Cr.

Net Gearing: Borrowings Net of 'Cash & Cash Equivalents' and 'Investments in Liquid Schemes of Mutual Funds'

- With a Net Gearing of only 3.17, the company is one of the least leveraged NBFC & HFC, and has the balance sheet strength to support an expanding loan book

Improving Cost-Income Ratio

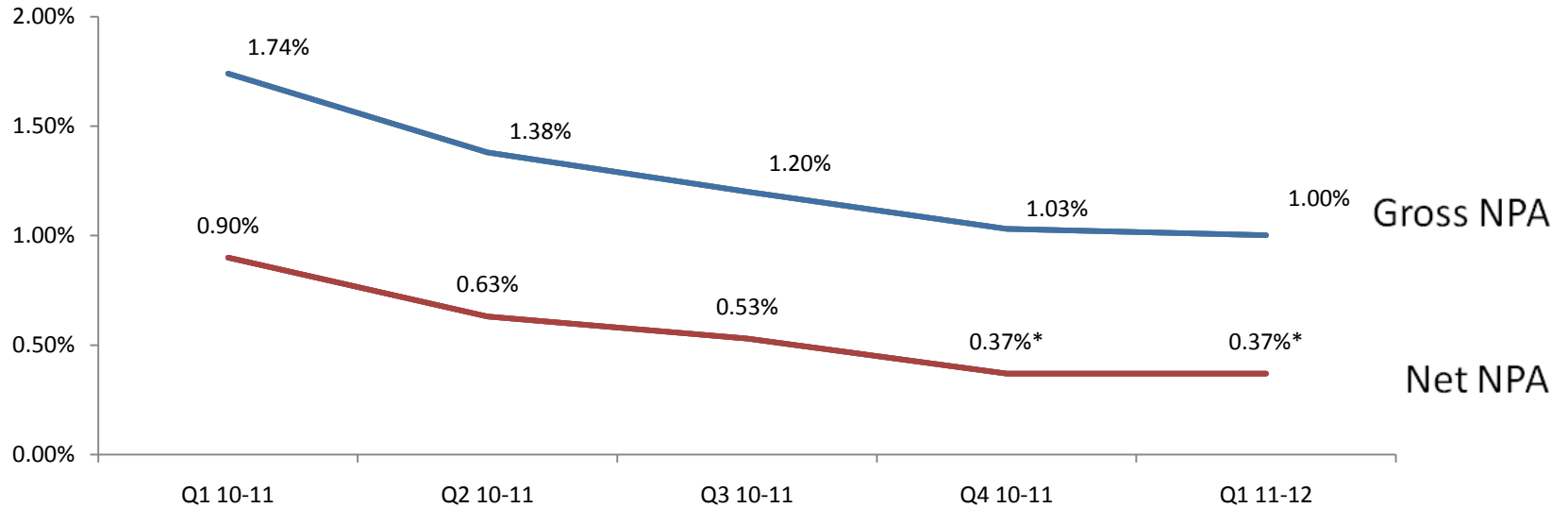


Costs include Salaries and Operating Expenses

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

Stable Asset Quality

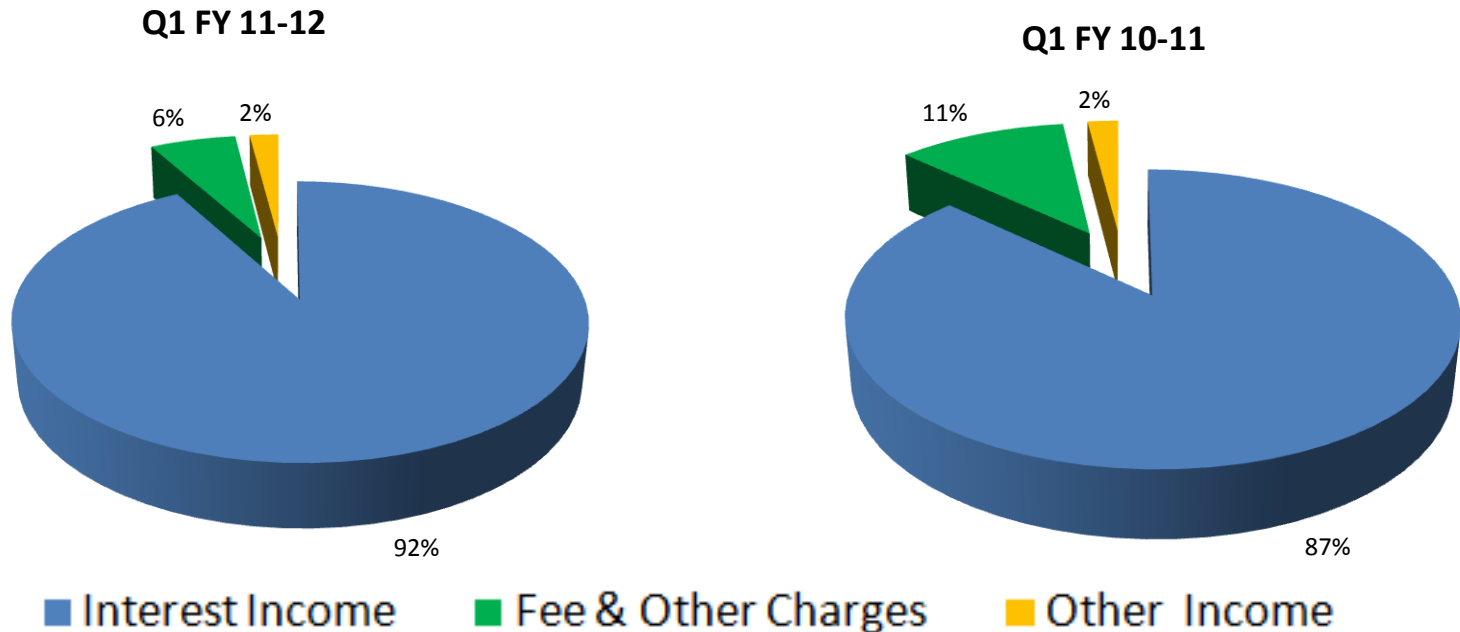
NPA Levels



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

- The incremental provisions & write-offs for Q1 FY 2011-12 (excluding floating provisions) is Rs. 39.80 Cr, compared to Rs. 47.57 Cr in Q1 FY 2010-11
- The company has created additional floating provisions of Rs. 25 Cr, bringing the total floating provisions to Rs. 75 Cr. The floating provisions are to mitigate cyclical and to build a buffer that can be drawn down in adverse circumstances
- The company's total standard asset provisions stand at Rs. 41.72 Cr. These are as prescribed by RBI in its circular dated January 17, 2011
- Seven 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

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

Consolidated Income Statement

		(Rupees in Crore)		
	Particulars	Quarter ended		Year ended
		30.06.11 (Unaudited)	30.06.10 (Unaudited)	31.03.11 (Audited)
1	a) Income from Operations	757.66	433.71	2,256.08
	b) Other Operating Income	57.23	28.04	216.62
	Total	814.89	461.75	2,472.70
2	Expenditure			
	a) Employees Cost	45.76	42.82	165.62
	b) Depreciation	2.19	2.41	10.99
	c) Operating Expenses	8.26	5.85	28.30
	d) Administrative & Other Expenses	90.63	73.96	414.09
	Total	146.84	125.04	619.00
3	Profit from Operations before Other Income, Interest & Exceptional Items (1-2)	668.05	336.71	1,853.70
4	Other Income	25.28	9.35	37.25
5	Profit before Interest & Exceptional Items (3+4)	693.33	346.06	1,890.95
6	Interest and Finance Charges	392.66	146.24	899.47
7	Profit after Interest but before Exceptional Items (5-6)	300.67	199.82	991.48
8	Exceptional Items	-	-	-
9	Profit from Ordinary Activities before Tax (7-8)	300.67	199.82	991.48
10	Tax expense (including Deferred Tax and Wealth Tax)	78.69	66.23	240.56
11	Net Profit from Ordinary Activities after Tax (9-10)	221.98	133.59	750.92
12	Extraordinary Items (net of tax expenses Rs. NIL)	-	-	-
13	Net Profit for the period/year before Minority Interest (11-12)	221.98	133.59	750.92
14	Minority Interest	2.46	2.08	8.17
15	Net Profit from Ordinary Activities after Tax and Minority Interest (13-14)	219.52	131.51	742.75
16	Preference Dividend for the period (including corporate dividend tax thereon)	-	-	-
17	Paid-up Equity Share Capital (Face Value of Rs.2 per Equity Share)	62.23	62.05	62.20
18	Paid-up Preference Share Capital	-	-	-
19	Reserves excluding Revaluation Reserves	4,673.83	4,383.74	4,477.58
20	Minority Interest	123.55	112.96	121.09
21	Earnings per Share before extraordinary items (Face Value of Rs.2 per Equity Share)			
	-Basic	7.06	4.24	23.86
	-Diluted	7.00	4.20	23.63
	Earnings per Share after extraordinary items (Face Value of Rs.2 per Equity Share)			
	-Basic	7.06	4.24	23.86
	-Diluted	7.00	4.20	23.63

Consolidated Balance Sheet

Statement of Assets and Liabilities Particulars	(Rupees in Crore)	
	As at	
	30.06.11 (Unaudited)	30.06.10 (Unaudited)
Shareholders Funds		
(a) Share Capital	62.23	62.05
(b) Reserves and Surplus	4,673.83	4,383.74
Minority Interest	123.55	112.96
Loan Funds	19,215.17	9,510.98
Total	24,074.78	14,069.73
Fixed Assets (including Capital work in progress / Capital Advances)	43.91	44.16
Investments (includes Rs. 1,823.70 crore (previous quarter Rs 1,326.84 crore) invested under debt schemes of various Mutual Funds)	1,840.35	1,568.27
Deferred Tax Asset (Net)	81.99	26.40
Current Assets, Loans And Advances		
(a) Sundry Debtors	7.61	25.17
(b) Cash and Bank Balances	2,576.13	774.83
(c) Other Current Assets	270.22	131.37
(d) Loans and Advances	20,819.68	12,650.41
	23,673.64	13,581.78
Less: Current Liabilities And Provisions		
(a) Current Liabilities	1,000.79	880.56
(b) Provisions	564.32	270.32
	1,565.11	1,150.88
Net Current Assets	22,108.53	12,430.90
Total	24,074.78	14,069.73

Rs. 4,399.83 Cr
of Cash & Cash
Equivalents and
Investments in
Liquid Mutual
Funds

Thank you