



FINANCIAL HIGHLIGHTS FOR THE 9 MONTHS ENDED DECEMBER, 2011

- Sanctions and disbursements for the 9 months ended December, 2011 stand at ₹ 4,014 crore and ₹ 4,917 crore respectively.
- **Income from operations for the current quarter stands at ₹ 673 crore vis-a-vis ₹ 636 crore in corresponding quarter in previous year, showing a growth of 5.8%. Income from operations for the 9 months ended December 31, 2011 at ₹ 2,019 crore has shown growth of 15.8% over income of ₹ 1,743 crore in the corresponding period in previous year.**
- Return on Interest Earning Assets (incl. funds deployed) has risen from 10.9% as at March 31, 2011 to 11.7% for the current 9 months.
- **Net Interest Income for the current 9 months (₹ 334 crore) is higher as compared to corresponding 9 months in the previous year (₹ 298 crore).**
- Net Interest Margin stands at 2.3% in the 9 months ended December 31, 2011.
- Interest Earning Assets and Standard Loans to Borrowers stands increased to ₹19,643 crore and ₹16,405 crore respectively as at December 31, 2011 from ₹ 18,653 crore and ₹ 15,940 crore respectively as at March 31, 2011, registering a growth of 5.3% and 2.9% respectively.
- Profit before provisions and other income for the current quarter stands at ₹157 crore vis-a-vis ₹238 crore in the corresponding quarter in previous year. **However, after excluding profit from sale of shares, the same stands at ₹155 crore for the current quarter vis-a-vis ₹129 crore in the corresponding quarter in previous year registering a growth of 19.8%.**
- Profit before provisions and other income for the current nine months stands at ₹540 crore vis-a-vis ₹651 crore in the corresponding period in previous year. **However, after excluding profit from sale of shares, the same stands at ₹505 crore for the current period vis-a-vis ₹338 crore in the corresponding period in previous year registering a growth of 49.3%.**
- Profit before and after tax for the current quarter stand at ₹164 crore and ₹114 crore respectively vis-a-vis ₹259 crore and ₹153 crore respectively for the corresponding quarter in the previous year. The profit before and after tax for the 9 months ended December 31, 2011 stand at ₹ 675 crore and ₹ 444 crore respectively vis-a-vis ₹ 780 crore and ₹ 473 crore respectively for the corresponding period in the previous year. **Lower profit is attributable to lower profit from sale of shares due to subdued capital market.**
- Fresh borrowings of ₹ 4,504 crore (including Bonds of ₹ 1,059 crore eligible for Tier II Capital) were mobilised at a weighted average rate of 10.73% p.a. and weighted average tenure of 5.78 years during the current nine months.
- Weighted Average Cost of borrowing for the current nine months stands at 9.0% vis-a-vis 8.3% in the corresponding period in the previous year.
- **Borrowings as at December 31, 2011 have increased to ₹ 21,297 crore from ₹ 19,265 crore as at March 31, 2011, registering a growth of 10.6%.**
- **The Net Worth as at December 31, 2011 stands at ₹ 4,206 crore vis-a-vis ₹ 3,762 crore as at March 31, 2011.**
- Book Value (excluding Revaluation Reserve) stands at ₹ 57 per share as at December 31, 2011 against ₹ 51 per share as at March 31, 2011. Book Value (including Revaluation Reserve) stands at ₹ 70.1 per share as at December 31, 2011 against ₹ 64.2 per share as at March 31, 2011.

- **Capital Adequacy Ratio stands at 20.15%.**
- **Business Assets as at December 31, 2011 have increased to ₹ 25,057 crore from ₹ 23,045 crore as at March 31, 2011, registering a growth of 8.73%.**
- **The balance-sheet size stood at ₹ 27,848 crore as at December 31, 2011 vis-a-vis ₹ 25,528 crore as at March 31, 2011, showing a growth of 9.1%. Balance-sheet size has almost doubled since 01.04.2008 when it stood at ₹ 14,574 crore.**

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AUDITED (STANDALONE) FINANCIAL RESULTS FOR THE NINE MONTHS ENDED DECEMBER 31, 2011						
(₹ Lakh)						
Particulars	Quarter ended 31/12/11 (Audited)	Quarter ended 30/09/11 (Audited)	Quarter ended 31/12/10 (Audited)	9 months ended 31/12/11 (Audited)	9 months ended 31/12/10 (Audited)	Year ended 31/03/11 (Audited)
1 Income from Operations	67,300	74,310	63,584	2,01,867	1,74,273	2,41,538
2 Expenditure						
a) Interest	48,815	47,507	36,303	1,38,624	99,342	1,31,897
b) Employee Cost	976	1,472	948	4,315	3,999	6,492
c) Depreciation	318	222	256	768	771	1,028
d) Other Expenditure	1,477	1,548	2,294	4,189	5,110	7,001
3 Total Expenditure	51,586	50,749	39,801	1,47,896	1,09,222	1,46,418
4 Profit from Operations before Provisions and Other Income	15,714	23,561	23,783	53,971	65,051	95,120
5 Write off/ Provision for Bad & Doubtful Assets and others (Net)	62	(2,524)	(1,849)	(10,516)	(10,764)	(15,032)
6 Profit before Other Income	15,652	26,085	25,632	64,487	75,815	1,10,152
7 Other Income	744	1,481	271	3,011	2,202	6,473
8 Profit before Tax	16,396	27,566	25,903	67,498	78,017	1,16,625
9 Tax Expense						
- Income Tax	2,591	2,889	2,774	8,163	8,355	9,347
- Deferred Tax	2,400	4,851	7,837	14,898	22,340	36,653
10 Profit after Tax	11,405	19,826	15,292	44,437	47,322	70,625
11 Paid up Equity Share Capital (Face value ₹ 10/- each)	73,784	73,784	73,784	73,784	73,784	73,784
12 Paid up Preference Share Capital (Face value ₹ 10/- each)	26,384	26,384	26,384	26,384	26,384	26,384
13 Reserves excluding Revaluation Reserve - Year end						3,02,372
14 Earnings per share (not annualised)						
Basic Earnings per Equity Share (₹)	1.54	2.69	2.07	6.02	6.41	9.57
Diluted Earnings per Equity Share (₹)	1.20	2.18	1.82	4.62	5.64	8.30
15 Public shareholding:						
- Number of Shares	73,78,37,331	73,78,37,331	73,78,37,331	73,78,37,331	73,78,37,331	73,78,37,331
- Percentage of Shareholding	100%	100%	100%	100%	100%	100%
16 Promoters & Promoter Group Shareholding						
(a) Pledged/ Encumbered						
- No. of Shares	NIL	NIL	NIL	NIL	NIL	NIL
- % of Shares (as a % of the total shareholding of)	NIL	NIL	NIL	NIL	NIL	NIL
- % of Shares (as a % of the total share capital of the)	NIL	NIL	NIL	NIL	NIL	NIL
(b) Non-encumbered						
- No. of Shares	NIL	NIL	NIL	NIL	NIL	NIL
- % of Shares (as a % of the total shareholding of)	NIL	NIL	NIL	NIL	NIL	NIL
- % of Shares (as a % of the total share capital of the)	NIL	NIL	NIL	NIL	NIL	NIL

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. Information on consolidated figures - (i) Income from Operations: ₹ 2,19,733 lakh; (ii) Other Income: ₹ 3,478 lakh (iii) PAT: ₹ 45,104 lakh (iv) EPS: ₹ 6.11 (Basic); ₹ 4.69 (Diluted). 3. Information on pending Investor complaints for the quarter (Nos.) - Opening Balance - Nil; Received during the quarter - 4,139; Disposed off during the quarter - 4,139; Closing Balance - Nil. 4. Figures of the previous period/ year have been re-arranged/ re-grouped, wherever necessary. 5. The Company has, during the quarter, granted options for 71,96,993 shares under Employees Stock Option Scheme 2011, subject to the vesting conditions mentioned in the Scheme. 6. The financial results for the nine months period/ quarter ended December 31, 2011 have been subjected to an Audit. The above financial results were taken on record by the Board of Directors in the meeting

BY ORDER OF THE BOARD

(ATUL KUMAR RAI)

CHIEF EXECUTIVE OFFICER &
MANAGING DIRECTOR

Place: New Delhi

Dated: January 19, 2012