

**Manappuram Finance Limited (formerly Manappuram General Finance and Leasing Limited)**  
 Regd. & Corp.Office: V/104, Manappuram House, Valapad, Thrissur - 680567  
**Unaudited Financial Results for the quarter ended December 31, 2011**

(Rs. in Lakhs)

| Sl.No | Particulars  | Quarter ended                       |                                      |                                     | Nine months ended                   |                                     | Year ended<br>March 31,<br>2011<br>(Audited) |
|-------|--|-------------------------------------|--------------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|--|
|       |  | December 31,<br>2011<br>(Unaudited) | September 30,<br>2011<br>(Unaudited) | December 31,<br>2010<br>(Unaudited) | December 31,<br>2011<br>(Unaudited) | December 31,<br>2010<br>(Unaudited) |  |
| 1     | Income from operations   | 72,640.05                           | 61,991.41                            | 32,962.82                           | 183,921.66                          | 75,888.35                           | 117,875.30                                   |
| 2     | Total Expenditure  | 19,720.69                           | 17,473.16                            | 12,271.49                           | 52,739.35                           | 28,626.28                           | 42,566.80                                    |
|       | a) Staff cost  | 8,719.54                            | 7,687.72                             | 4,424.75                            | 22,981.06                           | 10,198.85                           | 16,050.00                                    |
|       | b) Advertisement   | 2,060.40                            | 2,021.52                             | 2,559.31                            | 6,162.62                            | 8,248.57                            | 10,385.10                                    |
|       | c) Depreciation  | 1,332.64                            | 1,529.55                             | 448.99                              | 3,610.89                            | 997.37                              | 2,129.60                                     |
|       | d) Other Expenditure   | 7,608.11                            | 6,234.37                             | 4,838.44                            | 19,984.78                           | 9,181.49                            | 14,002.10                                    |
| 3     | Profit from operations before other income and interest (1-2)                            | 52,919.36                           | 44,518.25                            | 20,691.33                           | 131,182.31                          | 47,262.07                           | 75,308.50                                    |
| 4     | Other income   | 670.27                              | 557.95                               | 84.40                               | 1,286.92                            | 219.12                              | 277.30                                       |
| 5     | Profit before interest (3+4)   | 53,589.63                           | 45,076.20                            | 20,775.73                           | 132,469.23                          | 47,481.19                           | 75,585.80                                    |
| 6     | Interest   | 29,635.83                           | 25,046.50                            | 9,626.87                            | 72,524.93                           | 20,412.96                           | 33,196.30                                    |
| 7     | Profit(+)/Loss(-)before tax (5-6)  | 23,953.80                           | 20,029.70                            | 11,148.86                           | 59,944.30                           | 27,068.23                           | 42,389.50                                    |
| 8     | Tax expense  | 7,816.61                            | 6,499.55                             | 3,695.50                            | 19,494.16                           | 8,981.95                            | 14,123.20                                    |
| 9     | Net Profit (+)/Loss(-) (7-8)   | 16,137.19                           | 13,530.15                            | 7,453.36                            | 40,450.14                           | 18,086.28                           | 28,266.30                                    |
| 10    | Paid up Equity Share Capital (Face value: Rs.2/- per share)                              | 16,822.06                           | 16,674.97                            | 8,331.80                            | 16,822.06                           | 8,331.80                            | 8,337.50                                     |
| 11    | Reserves excluding revaluation reserves  |                                     |                                      |                                     |                                     |                                     | 184,058.20                                   |
| 12    | Earnings Per Share (Rs.)   |                                     |                                      |                                     |                                     |                                     |  |
|       | - Basic  | 1.92                                | 1.62                                 | 0.98                                | 4.84                                | 2.53                                | 3.81   |
|       | - Diluted  | 1.91                                | 1.61                                 | 0.97                                | 4.81                                | 2.51                                | 3.75   |
|       | (Nominal value of equity share - Rs 2/-)   | [Not<br>Annualised]                 | [Not<br>Annualised]                  | [Not<br>Annualised]                 | [Not<br>Annualised]                 | [Not<br>Annualised]                 |  |
| 13    | Aggregate of public shareholding   |                                     |                                      |                                     |                                     |                                     |  |
|       | - Number of Shares   | 535,764,862                         | 528,610,102                          | 264,958,141                         | 535,764,862                         | 264,958,141                         | 264,877,801                                  |
|       | - Percentage of shareholding   | 63.70                               | 63.40                                | 63.60                               | 63.70                               | 63.60                               | 63.54  |
| 14    | Promoters and promoter group shareholding  |                                     |                                      |                                     |                                     |                                     |  |
|       | a) Pledged/Encumbered  |                                     |                                      |                                     |                                     |                                     |  |
|       | - Number of shares   | 61,152,220                          | 63,152,220                           | 31,576,110                          | 61,152,220                          | 31,576,110                          | 34,576,110                                   |
|       | - Percentage of shares (as a % of the total shareholding of promoter and promoter group) | 20.03                               | 20.70                                | 20.82                               | 20.03                               | 20.82                               | 22.75  |
|       | - Percentage of shares (as a% of the total share capital of the company)                 | 7.27                                | 7.57                                 | 7.58                                | 7.27                                | 7.58                                | 8.29   |
|       | b) Non-encumbered  |                                     |                                      |                                     |                                     |                                     |  |
|       | - Number of shares   | 244,186,054                         | 241,986,054                          | 120,055,817                         | 244,186,054                         | 120,055,817                         | 117,420,277                                  |
|       | - Percentage of shares (as a % of the total shareholding of promoter and promoter group) | 79.97                               | 79.30                                | 79.18                               | 79.97                               | 79.18                               | 77.25  |
|       | - Percentage of shares (as a% of the total share capital of the company)                 | 29.03                               | 29.03                                | 28.82                               | 29.03                               | 28.82                               | 28.17  |

**Notes:**

- 1 The above results have been reviewed by the Audit Committee and taken on record by the Board of Directors in the meeting held on February 2, 2012 and have been subjected to a 'Limited review' by the auditors.
- 2 The shareholders of the Company in their extra-ordinary general meeting held on May 31, 2011 approved the issuance of equity shares of Rs 2/-each, fully paid up, as bonus shares in the ratio of 1:1 to the shareholders existing as on the record date. Accordingly, the earnings per share data for all periods have been restated. However, the promoter and public shareholding data for the previous periods is based on the pre-bonus number of shares.
- 3 The Company primarily operates in the business of "Gold loan" and accordingly no segment reporting is applicable.
- 4 The Board of Directors have approved an interim dividend of Re 0.50/- per equity share (Face value - Rs 2/-) at the meeting held on February 2, 2012.
- 5 The Company did not have any unresolved investor complaints as at the beginning / end of the quarter. During the quarter, the Company has received and resolved six investor complaints.
- 6 Figures of previous period / year have been regrouped / reclassified, wherever necessary.

Place : Valapad  
Date : February 2, 2012

By order of the Board  
V.P.Nandakumar  
Executive Chairman