

Registered Office: Hubtown Solaris, 2<sup>nd</sup> floor, N.S.Phadke Marg, Near Regency Hotel, Andheri (East), Mumbai – 400 069 Phone: + 91 22 67037500, + 91 22 61238200; Fax: + 91 22 61238333; E-mail: <a href="mailto:investorcell@hubtown.co.in">investorcell@hubtown.co.in</a>; Website: <a href="mailto:www.hubtown.co.in">www.hubtown.co.in</a>

# AUDITED CONSOLIDATED FINANCIAL RESULTS FOR THE YEAR ENDED MARCH 31, 2013

PART - I

(₹ in Lacs)

| Sr. | Particulars   | QUARTER ENDED |            |   | YEAR ENDED |            |  |
|-----|---|---------------|------------|---|------------|------------|--|
| No. |   | 31.03.2013    | 31.12.2012 | 31.03.2012                              | 31.03.2013 | 31.03.2012 |  |
| _   |   | Unaudited     | Unaudited  | Unaudited                               | Audited    | Audited    |  |
| 1.  | Income from Operations  |               |            |   |            |            |  |
|     | a. Revenue from operations  | 10516         | 10579      | 3974                                    | 37659      | 41384      |  |
|     | b. Other operating income   | (799)         | 1162       | 1182                                    | 1520       | 2107       |  |
|     | Total Income from Operations (a + b)  | 9717          | 11741      | 5156                                    | 39179      | 43491      |  |
| 2.  | Expenses  |               |            |   |            |            |  |
|     | a. Cost of Realty   | 12173         | 3472       | 12344                                   | 27524      | 33997      |  |
|     | Changes in inventories of finished goods,<br>work-in-progress   | (7016)        | (1917)     | (8419)                                  | (22278)    | (27907)    |  |
|     | c. Employee benefits expense  | 376           | 424        | 658                                     | 1837       | 2860       |  |
|     | d. Depreciation and amortization expense  | 196           | 342        | 302                                     | 1070       | 1406       |  |
|     | e. Goodwill on consolidation amortized / adjusted   | (6)           | 31         | 824                                     | (31)       | 773        |  |
|     | e. Legal and Professional fees  | 272           | 165        | (156)                                   | 1128       | 1727       |  |
|     | f. Other Expenses :   |               |            | \ |            |            |  |
|     | - Project expenses written off  | (18)          | 18         | 142                                     | R=         | 3031       |  |
|     | - Expenditure incurred on joint venture projects written off  | 246           | 175        | (3)                                     | 421        | 2303       |  |
|     | - Others  | 2109          | 1521       | 3603                                    | 5584       | 6268       |  |
|     | Total Expenses (a+b+c+d+e+f)  | 8332          | 4231       | 9295                                    | 15255      | 24458      |  |
| 3.  | Profit / (Loss) from operations before other income, finance costs & exceptional items (1-2)                        | 1385          | 7510       | (4139)                                  | 23924      | 19033      |  |
| 4.  | Other Income  | 4608          | 4,022      | 4852                                    | 17461      | 15558      |  |
| 5.  | Profit from ordinary activities before finance costs and exceptional items (3 + 4)                                  | 5993          | 11532      | 713                                     | 41385      | 34591      |  |
| 6.  | Finance costs   | 14771         | 9545       | 6408                                    | 41886      | 33105      |  |
| 7.  | Profit / (Loss) from ordinary activities after finance costs but before exceptional items (5 - 6)                   | (8778)        | 1987       | (5695)                                  | (501)      | 1486       |  |
| 8.  | Exceptional items   | -             | -          | -                                       | -          | -          |  |
| 9.  | Profit / (Loss) from ordinary activities before tax (7 + 8)   | (8778)        | 1987       | (5695)                                  | (501)      | 1486       |  |
| 10. | Tax expense / (credit)  |               |            |   |            |            |  |
|     | a. Current Tax  | (1546)        | 652        | (1398)                                  | 10         | 493        |  |
|     | b. Deferred Tax (net)   | 1282          | 146        | (577)                                   | (267)      | (341)      |  |
|     | c. Short / (Excess) provision for taxation in respect of earlier year   | 23            | (8)        | (1748)                                  | 15         | (1715)     |  |
| 11. | Net Profit / (Loss) from ordinary activities after tax (9-10)   | (8537)        | 1197       | (1972)                                  | (259)      | 3049       |  |
| 12. | Extraordinary Items (net of tax)  | -             | -          | (3)                                     | -          | (353)      |  |
| 13. | Net Profit / (Loss) for the period (11-/+12)  | (8537)        | 1197       | (1975)                                  | (259)      | 2696       |  |
| 14. | Share of Profit of Associates (net)   | (243)         | 36         | 22                                      | 350        | 259        |  |
| 15. | Minority Interest (net)   | 4             | -          | (1)                                     | 4          | :-         |  |
| 16. | Pre-acquisition Gain / (Loss) (net)   |               | -          | 11                                      | -          | 11         |  |
| 17. | Prior Period Adjustments (net)  | (253)         | (26)       | (596)                                   | (259)      | (596       |  |
| 18. | (Loss) / Gain on cessation / conversion / acquisition of<br>Associates / Jointly Controlled Entities / Subsidiaries | (151)         | 103        | 243                                     | (49)       |            |  |
| 19. | Consolidated Net Profit / (Loss)<br>(13+14+15+16+17+18)   | (9180)        | 1310       | (2296)                                  | (213)      | 2370       |  |





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### AUDITED CONSOLIDATED FINANCIAL RESULTS FOR THE YEAR ENDED MARCH 31, 2013

#### PART - I

| Sr.<br>No. | Particulars  | QUARTER ENDED |                |             | YEAR ENDED  |             |
|------------|--|---------------|----------------|-------------|-------------|-------------|
| IVO.       |  | 31.03.2013    | 31.12.2012     | 31.03.2012  | 31.03.2013  | 31.03.2012  |
|            |  | Unaudited     | Unaudited      | Unaudited   | Audited     | Audited     |
| 20.        | Paid-up equity share capital   | 7274          | 7274           | 7274        | 7274        | 7274        |
|            | (face value of ₹ 10 per share)   |               |                |             |             |             |
| 21.        | Paid-up Debt Capital   |               |                |             | 25988       | 24500       |
| 22.        | Reserves excluding Revaluation Reserves  | 1             |                |             | 159589      | 160898      |
| 23.        | Debenture Redemption Reserve   | 1             |                |             | 11135       | 11925       |
| 24.        | Earning per Share before extraordinary items (EPS)   |               |                |             |             |             |
|            | Basic EPS (not annualized) (₹)   | (12.62)       | 1.80           | (3.15)      | (0.29)      | 3.74        |
|            | Diluted EPS (not annualized) (₹)   | (12.62)       | 1.80           | (3.15)      | (0.29)      | 3.74        |
| 24A        | Earning per Share after extraordinary items (EPS)  |               |                | 1           |             |             |
|            | Basic EPS (not annualized) (₹)   | (12.62)       | 1.80           | (3.16)      | (0.29)      | 3.26        |
|            | Diluted EPS (not annualized) (₹)   | (12.62)       | 1.80           | (3.16)      | (0.29)      | 3.26        |
| 25.        | Debt Equity Ratio  |               |                |             | 1.14        | 1.12        |
| 26.        | Debt Service Coverage Ratio  |               |                |             | 0.19        | 0.18        |
| 27.        | Interest Service Coverage Ratio  |               |                |             | 0.98        | 1.06        |
| PART       |  |               |                |             |             |             |
| Α          | PARTICULARS OF SHAREHOLDING  |               | - 1.05         |             |             |             |
|            | - Number of shares   | 1,27,35,871   | 1,27,35,871    | 1,27,35,871 | 1,27,35,871 | 1,27,35,871 |
|            | - Percentage of shareholding   | 17.51 %       | 17.51 %        | 17.51 %     | 17.51 %     | 17.51 %     |
|            | Promoter and Promoter Group shareholding   |               |                |             | 191         |             |
|            | a. Pledged /Encumbered   |               |                |             |             |             |
|            | - number of shares   | 4,90,74,000   | 4,52,64,000    | 4,05,54,000 | 4,90,74,000 | 4,05,54,000 |
|            | <ul> <li>percentage of shares (as a % of the total<br/>shareholding of promoter and promoter group)</li> </ul> | 81.79 %       | 75.44 %        | 67.59 %     | 81.79 %     | 67.59 %     |
|            | percentage of share (as a % of the total share capital of the Company)   | 67.47 %       | 62.23 %        | 55.76 %     | 67.47 %     | 55.76 %     |
|            | b. Non-encumbered  |               |                |             |             |             |
|            | <ul> <li>number of shares</li> </ul>   | 1,09,26,000   | 1,47,36,000    | 1,94,46,000 | 1,09,26,000 | 1,94,46,000 |
|            | <ul> <li>percentage of shares (as a % of the total<br/>shareholding of promoter and promoter group)</li> </ul> | 18.21 %       | 24.56 %        | 32.41 %     | 18.21 %     | 32.41 %     |
|            | percentage of share (as a % of the total share capital of the Company)   | 15.02 %       | 20.26 %        | 26.73 %     | 15.02 %     | 26.73 %     |
| В          | INVESTOR COMPLAINTS  | Thre          | e months 31-03 |             |             |             |
|            | Pending at the beginning of the quarter  |               |                |             |             |             |
|            | Received during the quarter  | 2             |                |             | 1           |             |
|            | Disposed off during the quarter  | 2             |                |             | 1           |             |
|            | Remaining unresolved at the end of the quarter   |               |                |             | 1           |             |

# Formulae for computation of ratios are as follows:

i. Paid-up Debt Capital represents Non-convertible Debentures

ii. Debt Equity Ratio = Debt / Net Worth (Net Worth = Equity Share Capital + Reserves and Surplus), where Debt = Long-term borrowings + Current Maturities + Short-term borrowings + Interest Accrued and due + Interest Accrued but not due

iii. Debt Service Coverage Ratio = Profit before Tax + Interest Costs / (Interest Costs + Principal repayment during the period),

iv. Interest Service Coverage Ratio = Profit before Tax + Interest Costs / Interest Costs



#### AUDITED CONSOLIDATED FINANCIAL RESULTS FOR THE YEAR ENDED MARCH 31, 2013

#### Notes:

- The above audited financial results were reviewed by the Audit and Compliance Committee and thereafter approved by the Board of Directors at their respective meetings held on May 29, 2013. Both, the standalone and consolidated financial results are being submitted to the Bombay Stock Exchange Limited (BSE) and National Stock Exchange of India Limited (NSE) and made available on the Company's website www.hubtown.co.in and on the websites of BSE (www.bseindia.com) and NSE (www.nseindia.com).
- 2. The figures of the last quarter are the balancing figures between audited figures in respect of full financial year and the published year to date figures upto the third quarter of the respective financial year.
- 3. The Board of Directors has recommended a dividend of ₹ 1/- per equity share of face value of ₹10/- per share. The payment is subject to the approval of the shareholders in the ensuing Annual General Meeting.
- 4. The consolidated financial results have been prepared in accordance with Accounting Standards AS 21 'Accounting Standards on Consolidated Financial Statements'; AS 27 'Financial Reporting of Interests in Joint Ventures'; and AS 23 'Accounting for Investments in Associates in Consolidated Financial Statements.
- 5. Given the nature of real estate business, the profit / losses do not necessarily accrue evenly over the period and as such, the results of a quarter / year may not be representative of the profits/losses for the period.
- The operations of the Company are substantially of real estate development and as such reporting is done on single segment basis.
- 7. During the quarter ended March 31, 2013, the Company: (i) acquired 15,275 Class 'D' equity shares in the share capital of Hubtown Bus Terminal (Vadodara) Private Limited; (ii) acquired 15,463 Class 'D' equity shares in the share capital of Hubtown Bus Terminal (Adajan) Private Limited; (iii) acquired 45,78,450 equity shares of Joynest Premises Private Limited, consequent to which Joynest became a subsidiary of the Company; (iv) sold 17,28,043 Class 'B' equity shares of Joynest Premises Private Limited; (iv) further acquired 5,25,58,955 Class 'C' equity shares of Joynest Premises Private Limited; and (vi) acquired 1,70,651 Class 'A' equity shares of Rare Townships Private Limited, an associate of the Company.
- Revenue from sale of incomplete properties / projects is recognized on the basis of percentage of completion method. Costs of the projects are based on the management's estimate of the cost to be incurred upto the completion of the projects, which is reviewed periodically.
- 9. 'Expenditure on Joint Venture Projects' incurred by the Company which as per the contractual arrangement cannot be transferred to joint venture entities, have been written off to the Statement of Profit and Loss. Upto the previous financial year, based on a legal opinion, the Company considered these expenses as part of inventories. As a result of such change, the Profit (before Tax) for the year ended March 31, 2013 is lower by ₹.7945.35 lacs (Including during the year written off ₹ 4849.68 lacs).
- 10. From the current quarter, the Company has adopted the principles of "Guidance note on Accounting Treatment for Real Estate transactions (Revised 2012)", for all projects on which revenue recognition was not commenced till 31 March, 2012. Revenue recognition policy on real estate transactions, which was followed in the previous year is continued to be followed on such erstwhile projects. There is no impact on the current year profits on account of such change in revenue recognition policy.
- 11. Key Standalone financial information as per Clause 41 of the Listing Agreement :

(₹ in lacs)

| Sr. No. | Particulars       |            | Unaudited     | Audited<br>Year ended |            |            |
|---------|-------------------|------------|---------------|-----------------------|------------|------------|
|         |                   |            | 3 months ende |                       |            |            |
|         |                   | 31.03.2013 | 31.12.2012    | 31.03.2012            | 31.03.2013 | 31.03.2012 |
| 1.      | Turnover          | 9069       | 11088         | 4606                  | 34691      | 26044      |
| 2.      | Profit before Tax | (7319)     | 3066          | (1838)                | 2772       | 3279       |
| 3.      | Profit after Tax  | (7356)     | 2300          | 189                   | 3066       | 3985       |



|     | Statement of Assets and Liabilities       | STAND      | ALONE      | CONSOLIDATED |            |  |
|-----|---|------------|------------|--------------|------------|--|
|     | Particulars                               | 31.03.2013 | 31.03.2012 | 31.03.2013   | 31.03.2012 |  |
| A.  | EQUITY AND LIABILITIES                    |            |            |              |            |  |
| 1.  | Shareholders' Funds                       |            |            |              |            |  |
|     | a. Share Capital                          | 7274       | 7274       | 7274         | 7274       |  |
|     | b. Reserves and Surplus                   | 159399     | 156220     | 159589       | 160899     |  |
|     | Sub-total – Shareholders' Funds           | 166673     | 163494     | 166863       | 168173     |  |
| 2.  | Share application money pending allotment |            |            | 596          | 473        |  |
| 3.  | Minority Interest                         | ****       |            | 1605         | 22         |  |
| 4.  | Non-current liabilities                   |            |            |              |            |  |
|     | a. Long Term Borrowings                   | 66477      | 35818      | 85784        | 38884      |  |
|     | b. Deferred Tax Liabilities (net)         |            |            |              |            |  |
|     | c. Other Long Term Liabilities            | 2837       | 1054       | 6465         | 2687       |  |
|     | d. Long Term Provisions                   |            |            | 10           | 20         |  |
|     | Sub-total – Non Current Liabilities       | 69314      | 36872      | 92259        | 41591      |  |
| 5.  | Current Liabilities                       |            |            |              |            |  |
|     | a. Short Term Borrowings                  | 31762      | 41186      | 41377        | 58649      |  |
|     | b. Trade Payables                         | 8146       | 9597       | 17092        | 13262      |  |
|     | c. Other Current Liabilities              | 102454     | 118695     | 146975       | 159811     |  |
|     | d. Short Term Provisions                  | 92         | 993        | 1067         | 1416       |  |
|     | Sub-total – Current Liabilities           | 142454     | 170471     | 206511       | 233138     |  |
|     | TOTAL – EQUITY AND LIABILITIES            | 378441     | 370837     | 467834       | 443397     |  |
| B.  | ASSETS                                    |            |            |              |            |  |
| 1.  | Non Current Assets                        |            |            |              |            |  |
|     | a. Fixed Assets                           | 2723       | 2966       | 10616        | 11753      |  |
|     | b. Goodwill on consideration              |            |            | 10734        | 16972      |  |
| - 4 | c. Non Current Investments                | 85096      | 76854      | 30298        | 24889      |  |
|     | d. Deferred Tax Assets (net)              | 1204       | 893        | 1156         | 889        |  |
|     | e. Long Term Loans and Advances           | 18293      | 19181      | 27655        | 35896      |  |
|     | f. Other Non Current Assets               | 7737       | 9661       | 18350        | 11308      |  |
|     | Sub-total – Non Current Assets            | 115053     | 109555     | 98809        | 101707     |  |
| 2.  | Current assets                            |            |            |              | V          |  |
|     | a. Current Investments                    | 7579       | 9425       | 2721         | 426        |  |
|     | b. Inventories                            | 76973      | 69941      | 189888       | 146552     |  |
|     | c. Trade Receivables                      | 8667       | 10382      | 17888        | 34333      |  |
|     | d. Cash and Cash equivalents              | 4281       | 4159       | 14433        | 9455       |  |
|     | e. Short Term Loans and Advances          | 137929     | 149900     | 115612       | 132659     |  |
|     | f. Other Current Assets                   | 27959      | 17475      | 28483        | 18265      |  |
|     | Sub-total – Current Assets                | 263388     | 261282     | 369025       | 341690     |  |
|     | TOTAL – ASSETS                            | 378441     | 370837     | 467834       | 443397     |  |

 Previous period / year figures, have been regrouped / reclassified / restated / rearranged / reworked wherever necessary.

Place : Mumbai

Dated: May 29, 2013

For and on behalf of the Board

Vyomesh M. Shah

(Managing Director)



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## AUDITED STANDALONE FINANCIAL RESULTS FOR THE YEAR ENDED MARCH 31, 2013

PART - I

(₹ in Lacs)

| Sr.<br>No. | Particulars   | QUARTER ENDED |            |            | YEAR ENDED |            |
|------------|---|---------------|------------|------------|------------|------------|
| NO.        |   | 31.03.2013    | 31.12.2012 | 31.03.2012 | 31.03.2013 | 31.03.2012 |
|            |   | Unaudited     | Unaudited  | Unaudited  | Audited    | Audited    |
| 1.         | Income from Operations  |               |            |            |            |            |
|            | a. Revenue from operations  | 9041          | 9982       | 4532       | 32542      | 25881      |
|            | b. Other operating income   | 28            | 1106       | 74         | 2149       | 163        |
|            | Total Income from Operations (a + b)  | 9069          | 11088      | 4606       | 34691      | 26044      |
| 2.         | Expenses  |               |            |            |            |            |
|            | a. Cost of Realty   | 5026          | 1791       | 3786       | 12804      | 17767      |
|            | <ul> <li>Changes in inventories of work-in-progress,<br/>finished properties and FSI</li> </ul> | (228)         | 948        | (1745)     | (6612)     | (19617)    |
|            | c. Employee benefits expense  | 274           | 361        | 293        | 1329       | 2109       |
|            | d. Depreciation and Amortisation expense  | 16            | 216        | 152        | 573        | 703        |
|            | e. Legal and Professional fees  | 252           | 174        | 904        | 1018       | 1526       |
|            | f. Compensation Charges   | 395           | 553        | 658        | 1572       | 1374       |
|            | g. Project Expenses written off   |               |            | 142        |            | 3031       |
|            | h. Expenses incurred on joint venture projects written off                                      | 4850          |            |            | 4850       | 2414       |
|            | i. Other expenses   | 780           | 602        | 603        | 2146       | 2202       |
|            | Total Expenses (a+b+c+d+e+f+g+h+i)  | 11365         | 4645       | 4793       | 17680      | 11509      |
| 3.         | Profit / (Loss) from operations before other income, finance costs & exceptional items (1-2)    | (2296)        | 6443       | (187)      | 17011      | 14535      |
| 4.         | Other Income  | 4242          | 4964       | 5002       | 19205      | 17234      |
| 5.         | Profit from ordinary activities before finance costs  | 4242          | 4304       | 3002       | 10200      | 17204      |
| J.         | and exceptional items (3 + 4)   | 1946          | 11407      | 4815       | 36216      | 31769      |
| 6.         | Finance costs   | 9265          | 8341       | 6653       | 33444      | 28490      |
| 7.         | Profit / (Loss) from ordinary activities after  | 0200          | 3077       |            |            |            |
|            | finance costs but before exceptional items (5 - 6)  | (7319)        | 3066       | (1838)     | 2772       | 3279       |
| 8.         | Exceptional items   |               |            |            |            |            |
| 9.         | Profit / (Loss) from ordinary activities before tax   | (7319)        | 3066       | (1838)     | 2772       | 3279       |
| 10.        | (7 + 8) Tax expense / (credit)  | (1319)        | 3000       | (1030)     | ZIIZ       | 3213       |
| 10.        | a. Current Tax  | (1315)        | 615        | (860)      |            |            |
|            | b. Deferred Tax   | 1234          | 147        | (575)      | (311)      | (415)      |
|            | Short / (Excess) provision for taxation in respect of earlier year                              | 25            |            | (1260)     | 25         | (1246)     |
| 11.        | Net Profit / (Loss) from ordinary activities after tax (9-10)                                   | (7263)        | 2304       | 857        | 3058       | 4940       |
| 12.        | Less: Extraordinary Items (net of tax)  |               | -          |            |            | (350)      |
| 13.        | Net Profit / (Loss) for the period (11-/+12)  | (7263)        | 2304       | 857        | 3058       | 4590       |
| 14.        | Prior Period Adjustments (Net)  | (93)          | (4)        | (668)      | 8          | (605)      |
| 15.        | Net Profit / (Loss) (13 -/+14)  | (7356)        | 2300       | 189        | 3066       | 3985       |
| 16.        | Paid-up equity share capital (face value of ₹ 10 per share)                                     | 7274          | 7274       | 7274       | 7274       | 7274       |
| 17.        | Paid-up Debt Capital  |               |            |            | 23989      | 24500      |
| 18.        | Reserves excluding Revaluation Reserves   |               |            |            | 148079     | 145745     |
| 19.        | Debenture Redemption Reserve  |               |            |            | 10475      | 10475      |







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## AUDITED STANDALONE FINANCIAL RESULTS FOR THE YEAR ENDED MARCH 31, 2013

#### PART - I

| Sr.<br>No. | Particulars  | QUARTER ENDED           |             |             | YEAR ENDED  |             |
|------------|--|-------------------------|-------------|-------------|-------------|-------------|
| 140.       |  | 31.03.2013              | 31.12.2012  | 31.03.2012  | 31.03.2013  | 31.03.2012  |
|            |  | Unaudited               | Unaudited   | Unaudited   | Audited     | Audited     |
| 20.        | Earning per Share before extraordinary items (EPS)   |                         |             |             |             |             |
|            | Basic EPS (not annualized) (₹)   | (10.11)                 | 3.16        | 0.26        | 4.21        | 5.96        |
|            | Diluted EPS (not annualized) (₹)   | (10.11)                 | 3.16        | 0.26        | 4.21        | 5.96        |
| 20A        | Earning per Share after extraordinary items (EPS)  |                         |             |             |             |             |
|            | Basic EPS (not annualized) (₹)   | (10.11)                 | 3.16        | 0.26        | 4.21        | 5.48        |
|            | Diluted EPS (not annualized) (₹)   | (10.11)                 | 3.16        | 0.26        | 4.21        | 5.48        |
| 21.        | Debt Equity Ratio  |                         |             |             | 0.97        | 1.03        |
| 22.        | Debt Service Coverage Ratio  | 1                       |             |             | 0.40        | 0.53        |
| 23.        | Interest Service Coverage Ratio  |                         |             |             | 1.09        | 1.11        |
| PART       |  |                         |             |             |             |             |
| Α          | PARTICULARS OF SHAREHOLDING  |                         |             |             |             |             |
|            | - Number of shares   | 1,27,35,871             | 1,27,35,871 | 1,27,35,871 | 1,27,35,871 | 1,27,35,871 |
|            | - Percentage of shareholding   | 17.51 %                 | 17.51 %     | 17.51 %     | 17.51 %     | 17.51 %     |
|            | Promoter and Promoter Group shareholding   |                         |             |             |             |             |
|            | a. Pledged /Encumbered   |                         |             |             |             |             |
|            | - number of shares   | 4,90,74,000             | 4,52,64,000 | 4,05,54,000 | 4,90,74,000 | 4,05,54,000 |
|            | <ul> <li>percentage of shares (as a % of the total<br/>shareholding of promoter and promoter group)</li> </ul> | 81.79 %                 | 75.44 %     | 67.59 %     | 81.79 %     | 67.59 %     |
|            | <ul> <li>percentage of share (as a % of the total share<br/>capital of the Company)</li> </ul>                 | 67.47 %                 | 62.23 %     | 55.76 %     | 67.47 %     | 55.76 %     |
|            | b. Non-encumbered  |                         |             |             |             |             |
|            | <ul> <li>number of shares</li> </ul>   | 1,09,26,000             | 1,47,36,000 | 1,94,46,000 | 1,09,26,000 | 1,94,46,000 |
|            | <ul> <li>percentage of shares (as a % of the total<br/>shareholding of promoter and promoter group)</li> </ul> | 18.21 %                 | 24.56 %     | 32.41 %     | 18.21 %     | 32.41 %     |
|            | percentage of share (as a % of the total share capital of the Company)   | 15.02 %                 | 20.26 %     | 26.73 %     | 15.02 %     | 26.73 %     |
| В          | INVESTOR COMPLAINTS  | Three months 31-03-2013 |             |             |             |             |
|            | Pending at the beginning of the quarter  | ***                     |             |             |             |             |
|            | Received during the quarter  | 2                       |             |             |             |             |
|            | Disposed off during the quarter  | 2                       |             |             |             |             |
|            | Remaining unresolved at the end of the quarter   | ***                     |             |             | _           |             |

# Formulae for computation of ratios are as follows :

i. Paid-up Debt Capital represents Non-convertible Debentures

ii. Debt Equity Ratio = Debt / Net Worth (Net Worth = Equity Share Capital + Reserves and Surplus), where Debt = Long-term borrowings + Current Maturities + Short-term borrowings + Interest Accrued and due + Interest Accrued but not due

iii. Debt Service Coverage Ratio = Profit before Tax + Interest Costs / (Interest Costs + Principal repayment during the period),

iv. Interest Service Coverage Ratio = Profit before Tax + Interest Costs / Interest Costs



### AUDITED STANDALONE FINANCIAL RESULTS FOR THE YEAR ENDED MARCH 31, 2013

#### Notes:

- The above audited financial results were reviewed by the Audit and Compliance Committee and thereafter approved by the Board of Directors at their respective meetings held on May 29, 2013. Both, the standalone and consolidated financial results are being submitted to the Bombay Stock Exchange Limited (BSE) and National Stock Exchange of India Limited (NSE) and made available on the Company's website www.hubtown.co.in and on the websites of BSE (www.bseindia.com) and NSE (www.nseindia.com).
- 2. The figures of the last quarter are the balancing figures between audited figures in respect of full financial year and the published year to date figures upto the third quarter of the respective financial year.
- 3. The Board of Directors has recommended a dividend of ₹ 1/- per equity share of face value of ₹10/- per share. The payment is subject to the approval of the shareholders in the ensuing Annual General Meeting.
- 4. Given the nature of real estate business, the profit / losses do not necessarily accrue evenly over the period and as such, the results of a guarter / year may not be representative of the profits/losses for the period.
- 5. Revenue from sale of incomplete properties / projects is recognized on the basis of percentage of completion method. Costs of the projects are based on the management's estimate of the cost to be incurred upto the completion of the projects, which is reviewed periodically.
- 6. The Company operates in the business of 'Real Estate Development' which as per Accounting Standard AS 17 is presently its only reportable business segment. The Company is primarily operating in India, which is considered as a single geographical segment.
- 7. During the quarter ended March 31, 2013, the Company: (i) acquired 15,275 Class 'D' equity shares in the share capital of Hubtown Bus Terminal (Vadodara) Private Limited; (ii) acquired 15,463 Class 'D' equity shares in the share capital of Hubtown Bus Terminal (Adajan) Private Limited; (iii) acquired 45,78,450 equity shares of Joynest Premises Private Limited, consequent to which Joynest became a subsidiary of the Company; (iv) sold 17,28,043 Class 'B' equity shares of Joynest Premises Private Limited; (iv) further acquired 5,25,58,955 Class 'C' equity shares of Joynest Premises Private Limited; and (vi) acquired 1,70,651 Class 'A' equity shares of Rare Townships Private Limited, an associate of the Company.
- 8. From the current quarter, the Company has adopted the principles of "Guidance note on Accounting Treatment for Real Estate transactions (Revised 2012)", for all projects on which revenue recognition was not commenced till 31 March, 2012. Revenue recognition policy on real estate transactions, which was followed in the previous year is continued to be followed on such erstwhile projects. There is no impact on the current year profits on account of such change in revenue recognition policy.
- 9. 'Expenditure on Joint Venture Projects' incurred by the Company which as per the contractual arrangement cannot be transferred to joint venture entities, have been written off to the Statement of Profit and Loss. Upto the previous financial year, based on a legal opinion, the Company considered these expenses as part of investments. As a result of such change, the Profit (before Tax) for the year ended March 31, 2013 is lower by ₹.7945.35 lacs (Including during the year written of ₹ 4849.68 lacs).
- Previous period / year figures have been regrouped / reclassified / restated / rearranged / reworked wherever necessary.

Place: Mumbai

Dated: May 29, 2013

Vyomesh M. Shah Managing Director

or and on behalf of the Board