

**Ref. No. SE/ 2018-19/43**

May 8, 2018

BSE Limited  
P. J. Towers,  
Dalal Street,  
Mumbai 400 001.

National Stock Exchange of India Limited  
Exchange Plaza, Plot No. C-1, Block G,  
Bandra-Kurla Complex, Bandra (East)  
Mumbai 400 051.

**Kind Attn:** – Sr. General Manager  
DCS - Listing Department

**Kind Attn:** Head - Listing

Dear Sirs,

**Subject: Disclosure under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

Pursuant to the above-captioned regulations, please find enclosed a copy of the investor presentation prepared by the Corporation. The said presentation is also being placed on the website of the Corporation.

We request you to kindly take the same on record and acknowledge receipt.

Thank you.

Yours faithfully,

For **Housing Development Finance Corporation Limited**



**Ajay Agarwal**  
Company Secretary

Encl. a/a

**Corporate Office:** HDFC House, H T Parekh Marg, 165-166, Backbay Reclamation, Churchgate, Mumbai 400 020.  
Tel.: 66316000, 22820282. Fax: 022-22046834, 22046758.

**Regd. Office:** Ramon House, H T Parekh Marg, 169, Backbay Reclamation, Churchgate, Mumbai 400 020. INDIA.  
Corporate Identity Number: L70100MH1977PLC019916



**Housing Development Finance  
Corporation Limited**

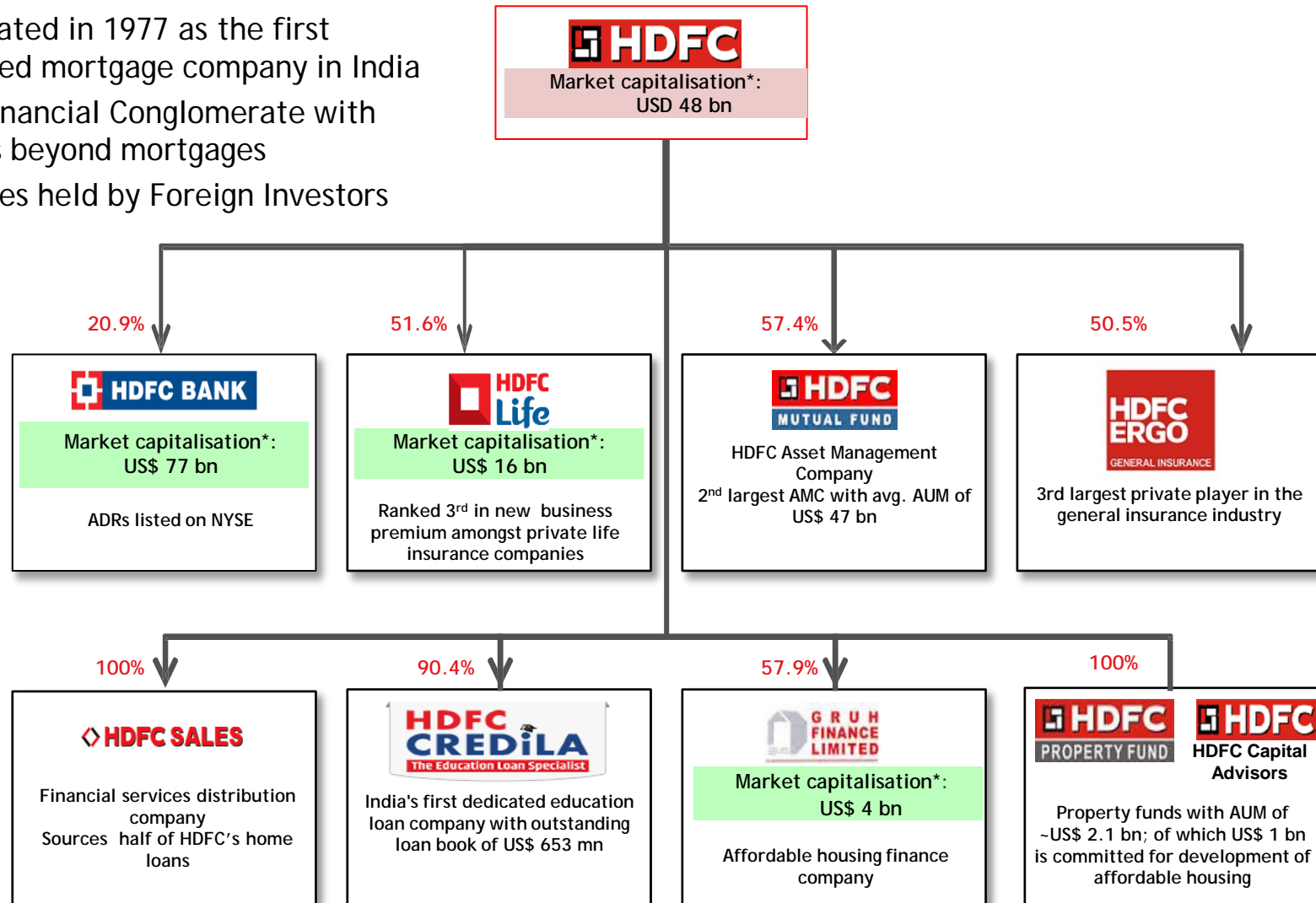
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# HDFC SNAPSHOT

## WHO WE ARE...

- Incorporated in 1977 as the first specialised mortgage company in India
- Now a Financial Conglomerate with interests beyond mortgages
- 76% shares held by Foreign Investors



\*Market capitalisation as at April 30, 2018  
US\$ amounts converted based on exchange rate of US\$ 1=Rs. 65.17

# BUSINESS SUMMARY

- **Loans Outstanding (Gross loans)** : Rs. 3,995.11 bn  
*(March 31, 2018)* : US\$ 61.30 bn
- **Individual Loans Originated CAGR (5 years)** : 18%
- **Cumulative Housing Units Financed** : 6.3 million
- **Total loan write offs since inception** : Under 4 basis points  
*(of cumulative disbursements)*
- **Cost to Income Ratio (FY 2018)** : 7.6%
- **Unaccounted gains on investments\*** : Rs. 1,851.50 bn  
*(March 31, 2018)* : US\$ 28.40 bn
- **Profit After Tax CAGR (5 years)^** : Standalone - 12%  
*(FY 2018)* : Consolidated - 14%

\*Includes unaccounted gains on listed investments of Rs. 1,556.80 bn (US\$ 23.9 bn) and estimated values of unlisted investments of Rs. 294.70 bn (US\$ 4.5 bn)

^FY18 excludes exceptional items

# **MORTGAGE MARKET IN INDIA**

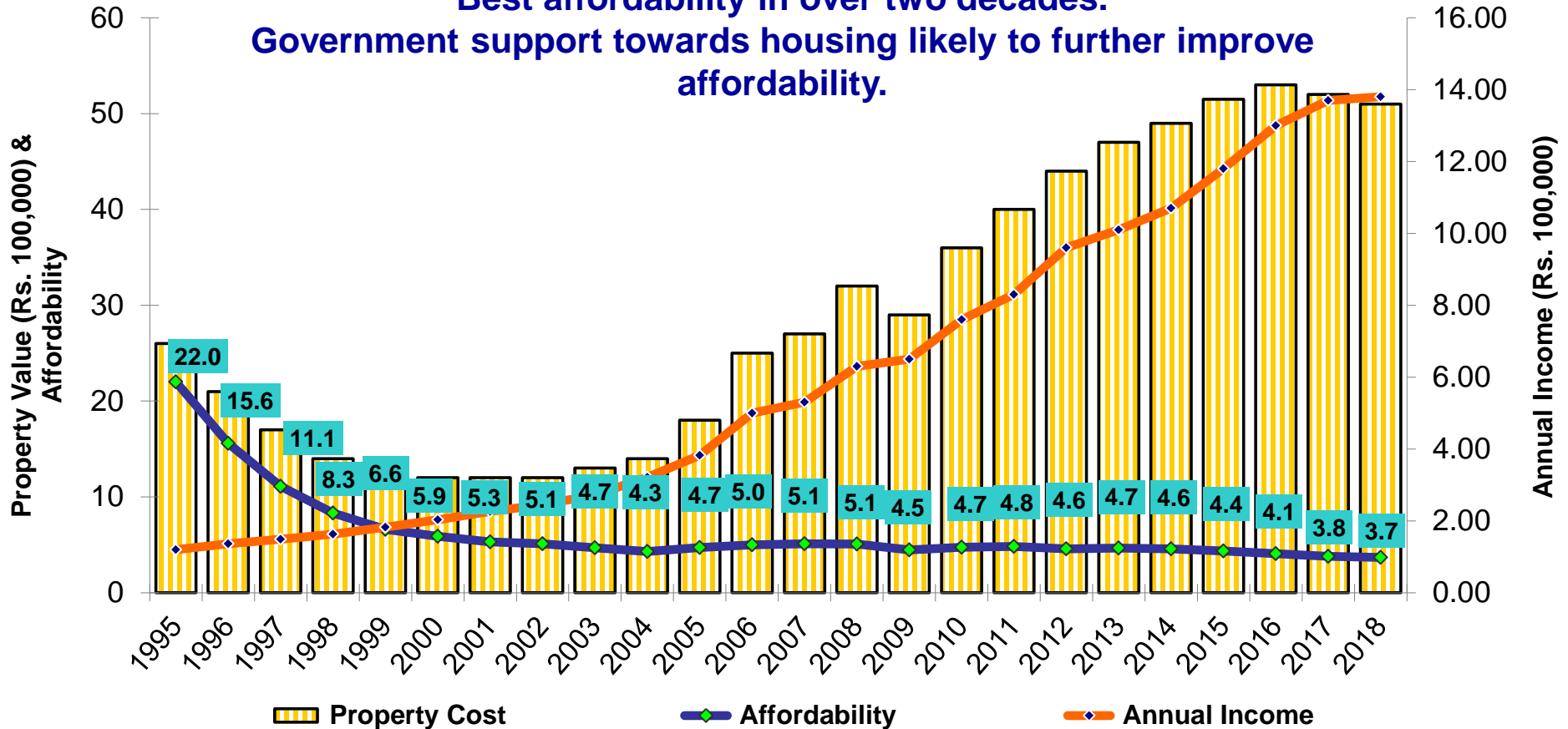
# **DRIVERS OF MORTGAGE GROWTH**

- **Improved Affordability**
- **Low Penetration**
- **Government Incentives**
  - **Fiscal Benefits**
  - **Credit Linked Subsidy Scheme**
- **Other Demand Drivers**



## IMPROVED AFFORDABILITY

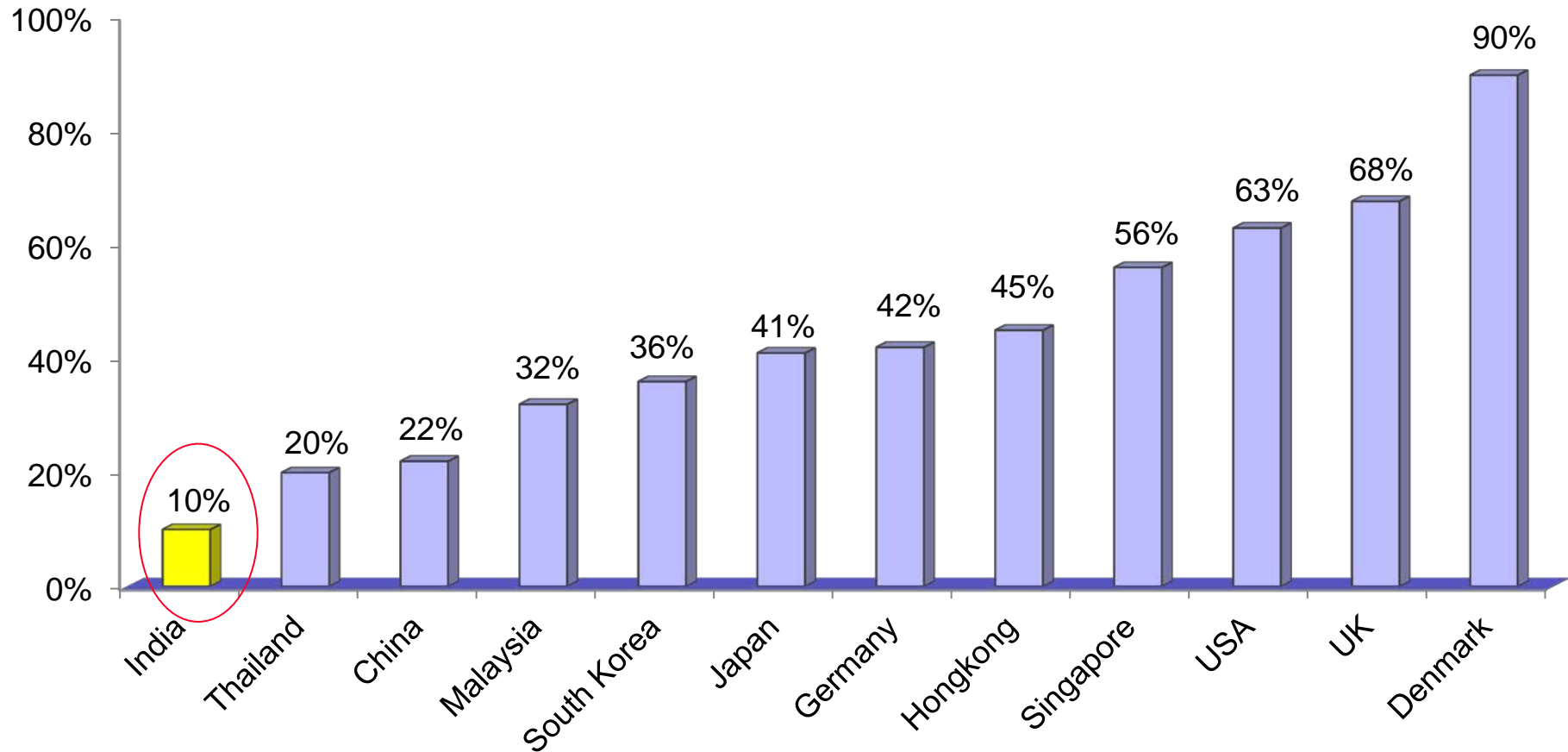
Best affordability in over two decades.  
Government support towards housing likely to further improve affordability.



Representation of property price estimates

Affordability equals property prices by annual income

## LOW PENETRATION IMPLIES ROOM FOR GROWTH MORTGAGES AS A PERCENT OF NOMINAL GDP



Source: European Mortgage Federation, HOFINET & HDFC estimates for India

# GOVERNMENT INITIATIVES

## Fiscal Incentives

Tax incentives on interest and principal amount for home loan borrowers

## Interest Subvention Scheme

Interest rate subsidy under the Credit Linked Subsidy Scheme (CLSS) widened to include middle-income groups

Extension of timeframe and rationalisation of conditions under the CLSS

## Supply Side Incentives

Incentives to developers to build affordable housing

'Infrastructure' status accorded to affordable housing

Increased budgetary allocations for home refinance schemes

# TAX INCENTIVES & THE CREDIT LINKED SUBSIDY SCHEME (CLSS) HAVE LOWERED THE EFFECTIVE RATES ON MORTGAGES

	FY 2019	FY 2002	FY 2000
<b>Loan amount (Rs)</b>	<b>2,640,000</b>	<b>2,640,000</b>	<b>2,640,000</b>
<b>Less: Subsidy under CLSS</b>	<b>230,156</b>	<b>-</b>	<b>-</b>
<b>Revised loan amount</b>	<b>2,409,844</b>	<b>2,640,000</b>	<b>2,640,000</b>
<b>Nominal Interest Rate(%)</b>	<b>8.45%</b>	<b>10.75%</b>	<b>13.25%</b>
<b>Max deduction for interest allowed</b>	<b>200,000</b>	<b>150,000</b>	<b>75,000</b>
<b>Deduction on principal</b>	<b>150,000</b>	<b>20,000</b>	<b>20,000</b>
<b>Tax rate</b>	<b>30.90%</b>	<b>31.50%</b>	<b>34.50%</b>
<b>Tenor (years)</b>	<b>20</b>	<b>20</b>	<b>20</b>
<b>Total amount paid per year</b>	<b>353,632</b>	<b>321,636</b>	<b>376,812</b>
<b>Interest component</b>	<b>203,632</b>	<b>283,800</b>	<b>349,800</b>
<b>Principal repaid</b>	<b>150,000</b>	<b>37,836</b>	<b>27,012</b>
<b>Tax amount saved</b>	<b>108,150</b>	<b>53,550</b>	<b>32,775</b>
<b>Effective interest paid on home loan</b>	<b>95,482</b>	<b>230,250</b>	<b>317,025</b>
<b>Effective interest on home loan</b>	<b>3.6%</b>	<b>8.7%</b>	<b>12.0%</b>

## CREDIT LINKED SUBSIDY SCHEME – AN ENABLER

- The Credit Linked Subsidy Scheme (CLSS) is one of the key components under the government’s flagship programme, ‘Housing for All by 2022.’
- In March 2017, the CLSS was amended to include the Middle Income Groups (MIG), in addition to the CLSS for the Economically Weaker Sections (EWS) and Low Income Groups (LIG).
- The interest subsidy on the home loan is paid to the beneficiary upfront, thereby reducing the amount of the equated monthly instalment (EMI).
- The eligible beneficiary family should not own a home.
- Applicable for home loans disbursed after January 1, 2017.

### KEY FEATURES OF THE CLSS SCHEME

	Economically Weaker/ Low Income Group	Middle Income Group -I	Middle Income Group-II
Household Income p.a.	Up to Rs 600,000 (US\$ 9,200)	Rs > 600,000 up to 1,200,000 (>US\$ 9,200 to 18,500)	> Rs 1,200,000 to 1,800,000 (>US\$ 18,500 to 28,000)
Property size (sq mtrs)	60	120	150
Maximum amount of loan qualifying for subsidy	Rs 600,000 (US\$ 9,200)	Rs 900,000 (US\$ 13,800)	Rs 1,200,000 (US\$ 18,500)
Interest Subsidy (% per annum)	6.50%	4%	3%
Subsidy under CLSS*	Rs 267,280 (US\$ 4,000)	Rs 235,068 (US\$ 3,600)	Rs 230,156 (US\$ 3,500)

\*NPV discount rate at 9% for 20 years

## OTHER DEMAND DRIVERS

- **Favourable Demographics:** 66% of India's population is below 35 years of age, hence large potential for home loans
- **Nuclear Households:** Rise in the number of households with a shift towards nuclear families
- **Urbanisation:** Currently 32% of the Indian population reside in cities; estimated to be 40% by 2030
- **Interest Rates:** Improved affordability through rising disposable incomes and affordable interest rates on home loans

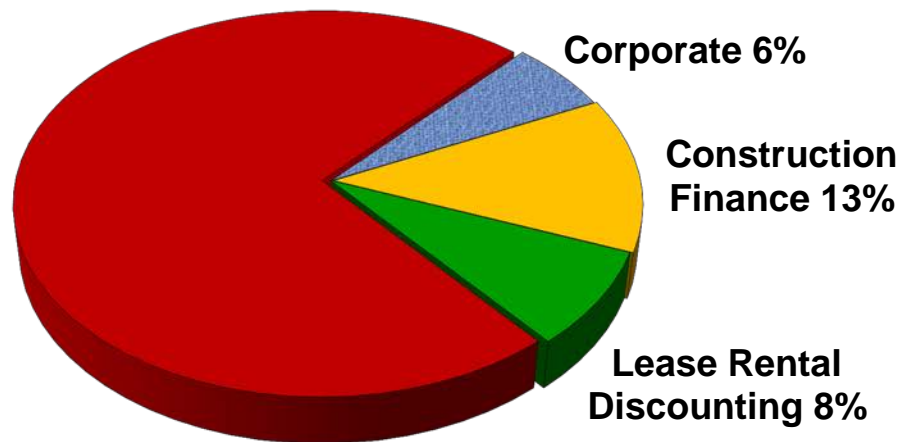
# **OPERATIONAL & FINANCIAL HIGHLIGHTS: MORTGAGES**

# CORE BUSINESS – LENDING

(As at March 31, 2018: Gross Loans - US\$ 62 bn)

INDIVIDUAL LOANS	
-	Home Loans
•	Fixed rate loans
•	Floating rate loans
-	Home Improvement Loans
-	Home Extension Loans
-	Home Equity Loans
-	Rural Home Loans
-	Loans to NRIs

Individuals 73%



As at March 31, 2018	Loan Book o/s			Loan Book o/s Before Sell Down in last 12 months			Assets Under Management		
	Rs. bn	US\$ bn	% Growth	Rs. bn	US\$ bn	% Growth	Rs. bn	US\$ bn	% Growth
Individuals	2,514	39	23%	2,579	40	26%	2,908	45	18%
Non-Individuals	1,080	17	17%	1,080	17	17%	1,087	17	17%
<b>Total</b>	<b>3,594</b>	<b>56</b>	<b>21%</b>	<b>3,659</b>	<b>57</b>	<b>23%</b>	<b>3,995</b>	<b>62</b>	<b>18%</b>

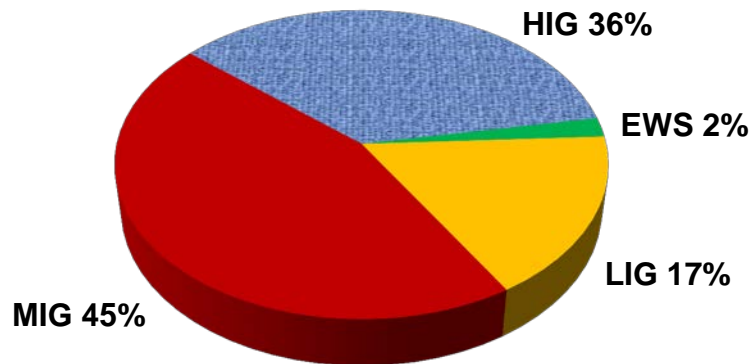
Individual loans sold (outstanding): Rs. 394 bn (US\$ 6 bn) - on which spread at 1.27% p.a. is to be earned over the life of the loan



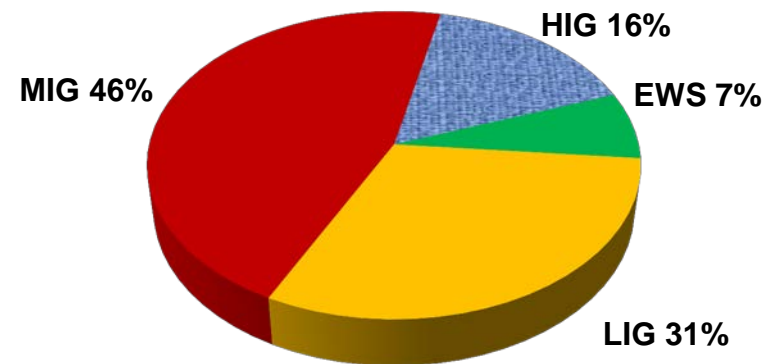
# THRUST ON AFFORDABLE HOUSING

## Housing Loan Approvals Based on Income Slabs: FY18

In terms of value



In terms of numbers



Economically Weaker Section: Up to Rs 0.3 mn p.a.  
Middle Income Group: Above Rs 0.6 mn to Rs 1.2 mn p.a.

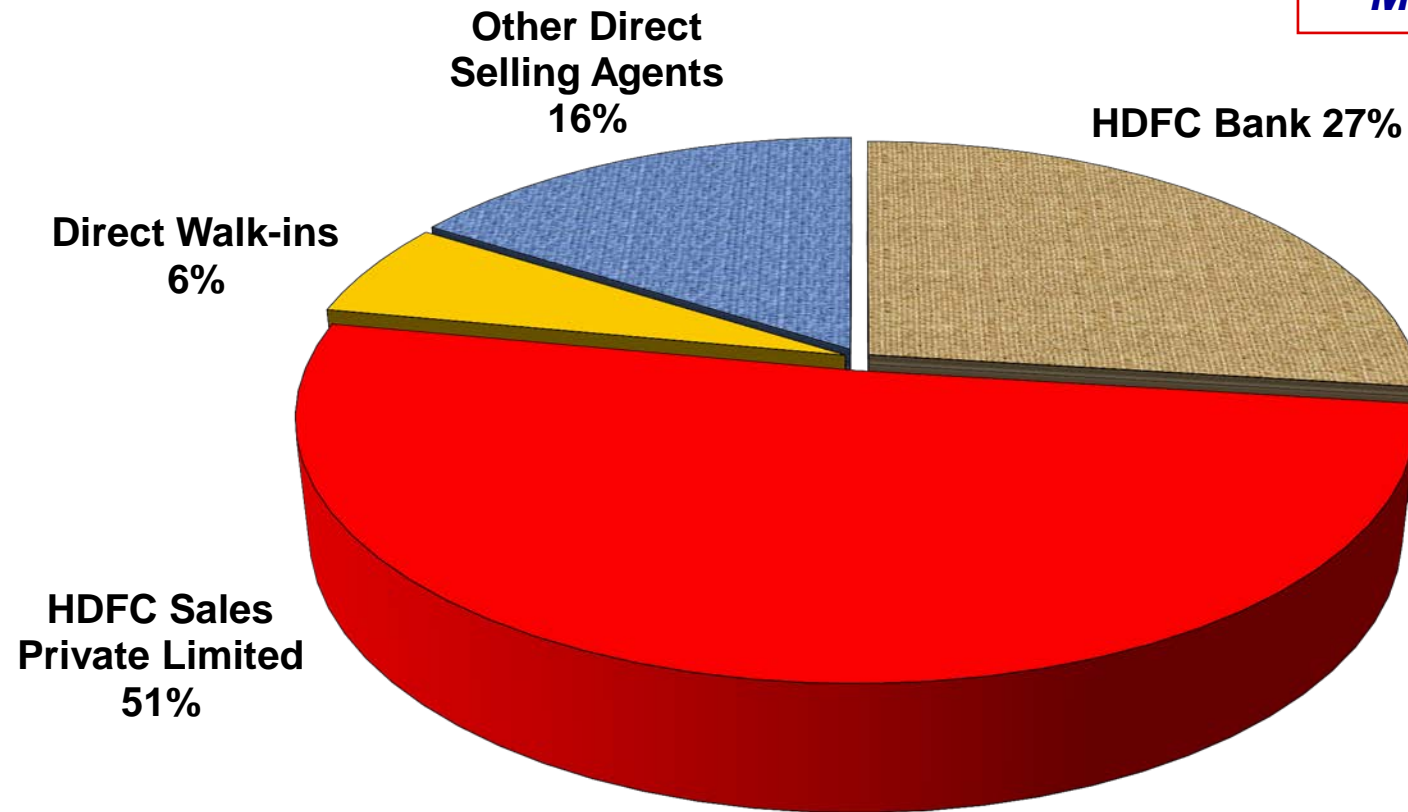
Low Income Group: Above 0.3 mn to Rs 0.6 mn p.a.  
High Income Group: Above Rs 1.8 mn p.a.

### Increase in Housing Loans to EWS & LIG Segments – Volume Driven Business

- 38% of home loan approvals in volume terms and 19% in value terms has been to the EWS & LIG segments
- Approving ~8,200 loans monthly in EWS/LIG segment; monthly average approvals: ~Rs. 13 bn
- In value terms, EWS has grown 32% and LIG 41% over the previous year
- Average home loan – EWS: Rs. 1.02 mn, LIG: Rs. 1.74 mn

# 84% OF OUR MORTGAGES ARE SOURCED BY OURSELVES OR THROUGH OUR AFFILIATES

*March 31, 2018*



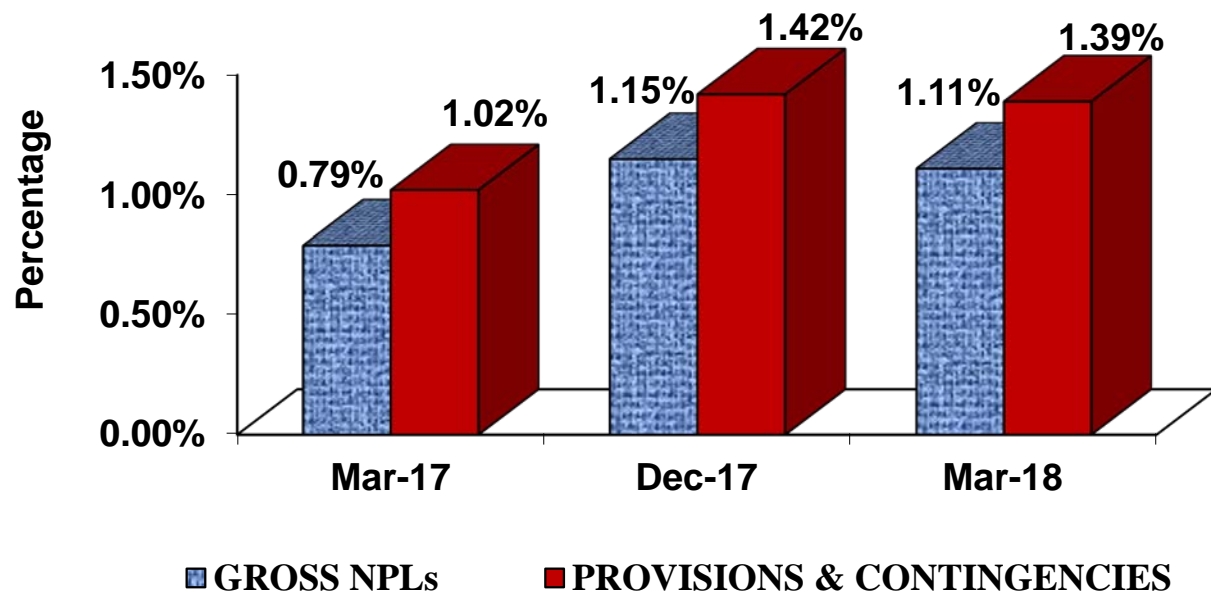
Deposit & loan products offered at several locations through outreach programmes.

Total number of offices: **474** which is inclusive of **148** outlets of HDFC's wholly owned distribution company.

## **OUR CONSERVATIVE LOAN PROFILE UNDERLIES OUR HIGH CREDIT QUALITY**

- **Average Loan Size** : Rs. 2.64 mn (US\$ 40,509)
- **Average Loan to Value** : 69% (at origination)
- **Average Loan Term** : 13 years
- **Average Age** : 39 years
- **Primary Security** : Mortgage of property financed
- **Repayment Type** : Amortising

## GROSS NON-PERFORMING LOANS (NPLs) & PROVISIONS & CONTINGENCIES



Total loan write offs since inception is less than 4 basis points of cumulative disbursements.

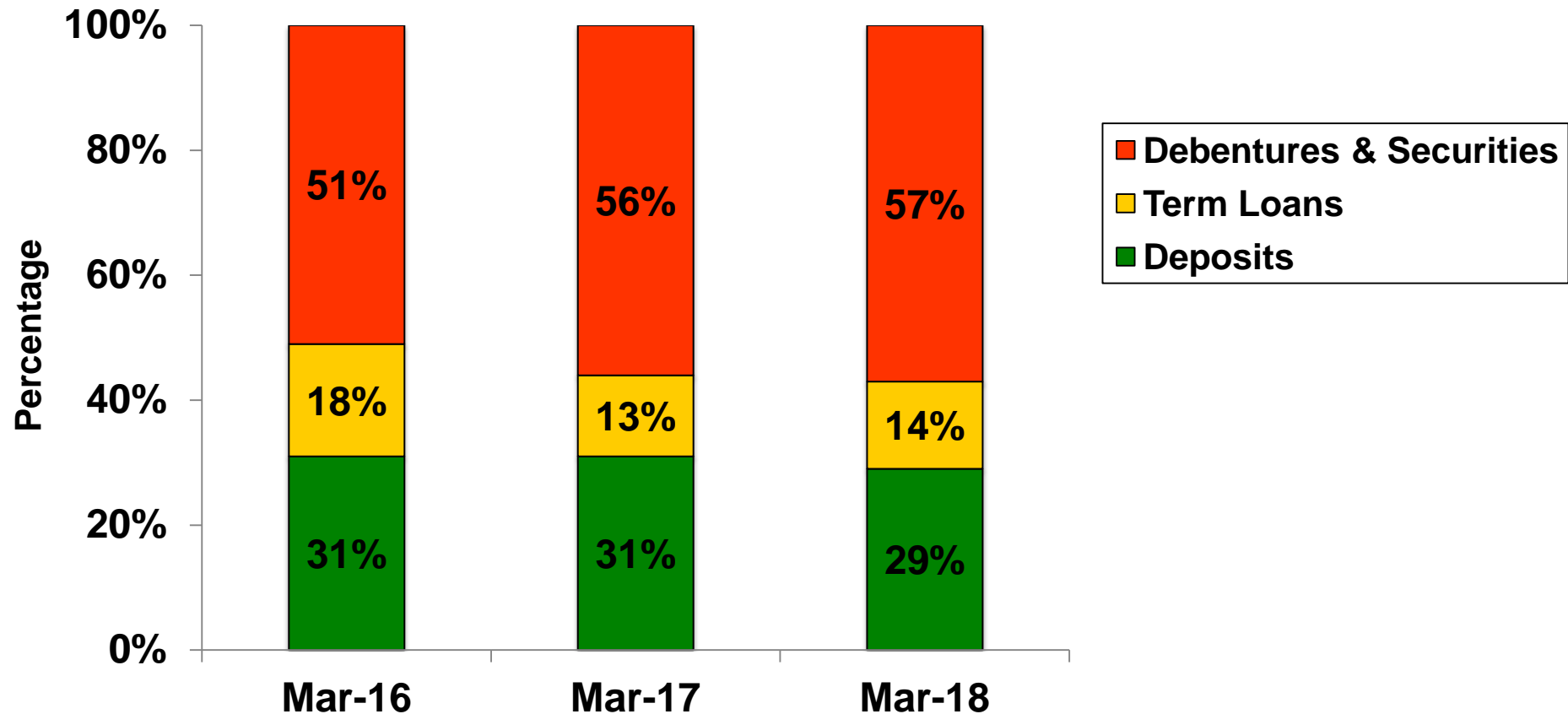
As at March 31, 2018

	(Rs. in bn)
NPLs (3 months):	40.19
Provisions & Contingencies:	50.00
<i>Of which</i>	
<i>Regulatory Provisioning on Non-Performing Assets:</i>	11.58
<i>General Provisioning on Standard Assets:</i>	15.98
<i>Other Provisioning<sup>^</sup>:</i>	22.44
Regulatory Provisioning:	27.56
<b>•NPLs as % of the loan portfolio:</b>	
Individual Loans:	0.64%
Non-individual Loans:	2.18%

<sup>^</sup>In FY18, Additional Special Provision of Rs. 16.55 bn was made, being 30% of the proceeds from the IPO of HDFC Life and the sale of wholly owned subsidiaries, HDFC Developers and HDFC Realty. This provisioning has been done voluntarily.

# MULTIPLE SOURCES OF BORROWINGS

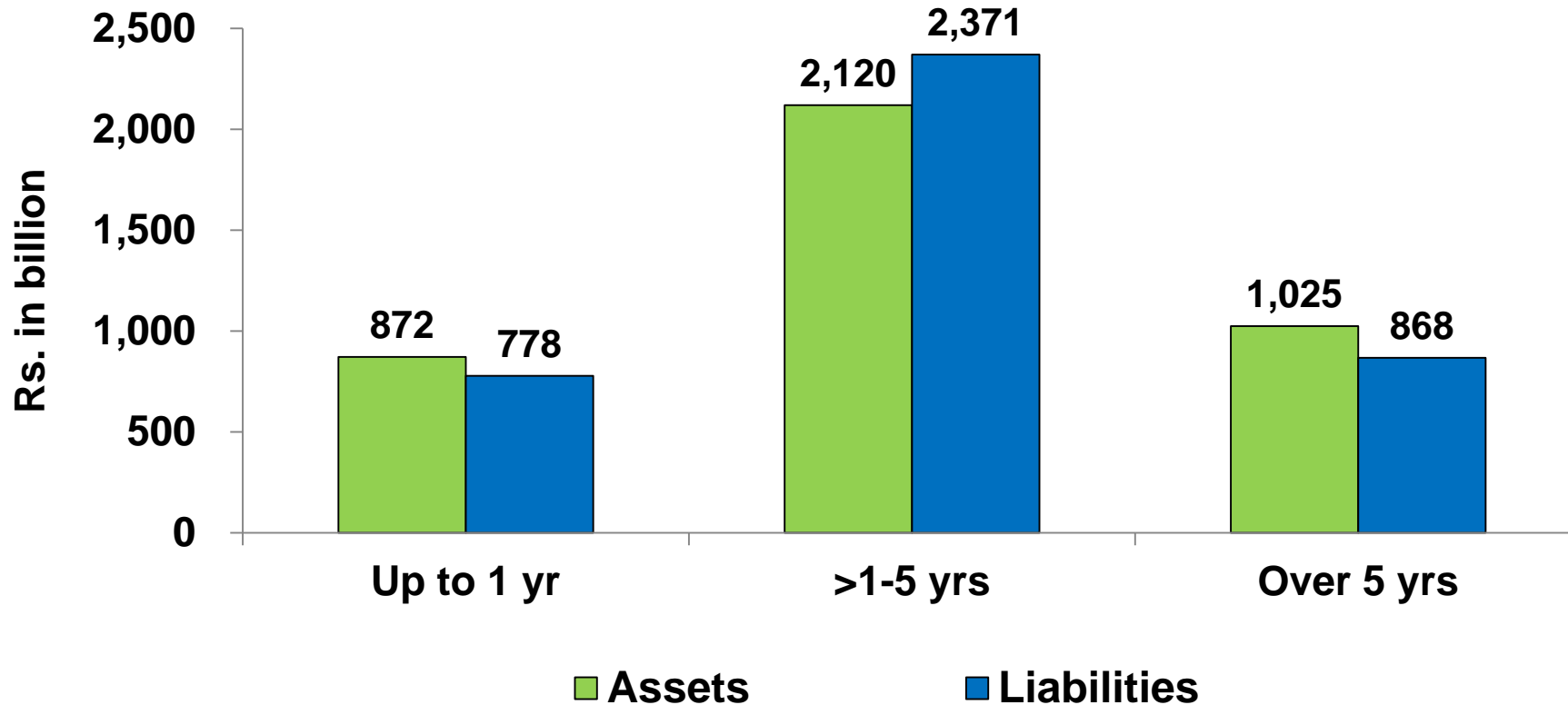
(As at March 31, 2018: Total Borrowings - US\$ 49 bn)



**Total Borrowings: Rs. 3,206.56 bn (US\$ 49 bn)**

# MATURITY PROFILE

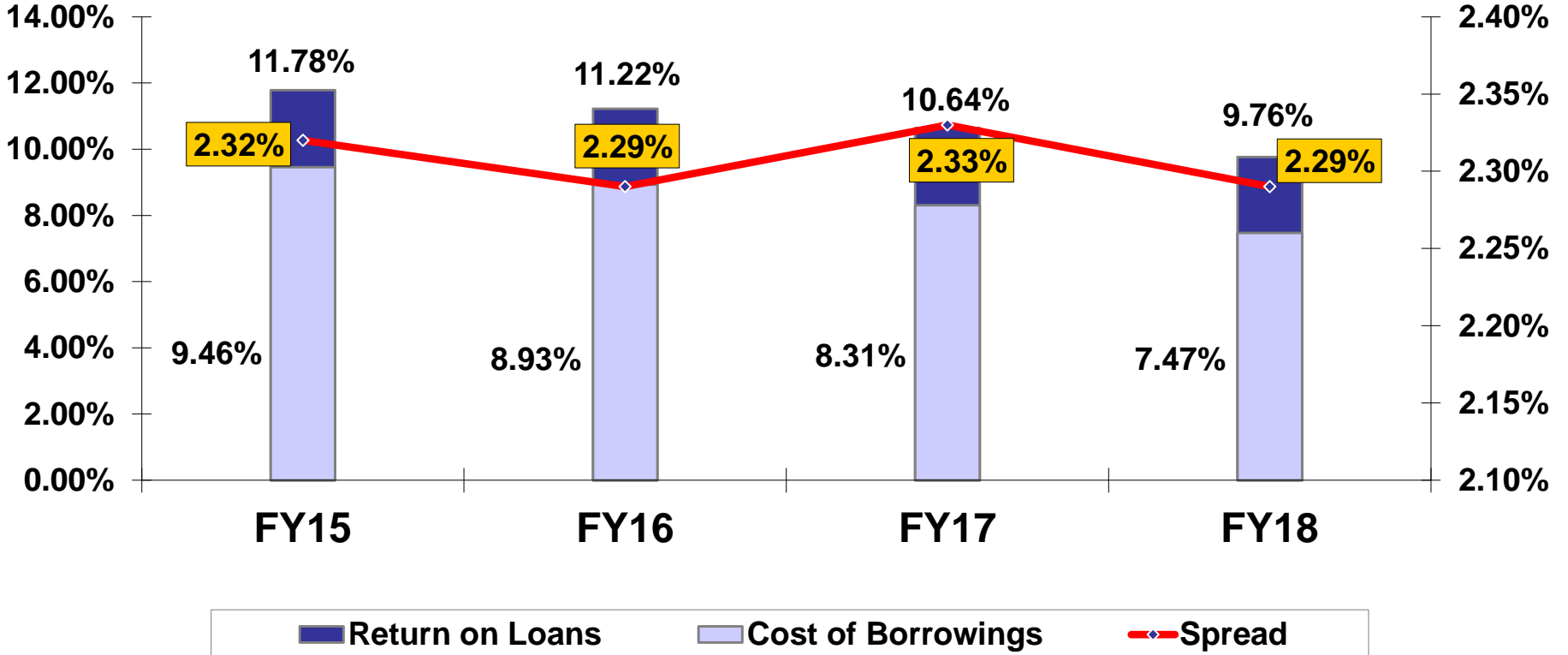
(As at March 31, 2018)



**Total Assets/Liabilities: Rs. 4,017 bn**

The above graph reflects adjustments for prepayments and renewals in accordance with the guidelines issued by National Housing Bank.

# LOAN SPREADS



FY18	
Spread earned on:	
Individual Loans	1.92%
Non-individual Loans	3.10%
Loan Book	2.29%

# PRODUCTIVITY RATIOS

	FY18	FY10	FY00	FY90
Number of employees	2,575	1,505	794	727
Number of outlets	326	214	67	24
Profit per employee (US\$ '000)^	506	416	118	8
Assets per employee (US\$ mn)	22.9	16.4	4.4	0.5
Admin costs/assets (%)	0.26	0.29	0.49	0.76
Cost income ratio (%)^	7.6	7.9	13.8	30.9

^To make ratios comparable, the profit on the sale of strategic investments has not been considered.



# KEY FINANCIAL METRICS

	FY18	FY17	FY16
Net Interest Margin(%)	4.0	4.1	4.1
Pre Tax RoAA (%)^	3.3	3.4	3.5
Post Tax RoAA (%)^	2.4	2.3	2.5
Return on Equity (%)^*	20.4	19.0	19.5
Capital Adequacy (%)	19.2	14.5	16.6
Of which Tier I	17.3	11.8	13.2
Tier II	1.9	2.7	3.4

^To make ratios comparable, the profit on the sale of strategic investments has not been considered.

\*Capital raised through Preferential Allotment and Qualified Institutions Placement basis in FY18Q4 has been apportioned on a pro-rata basis.

# VALUATION & SHAREHOLDING

# VALUATION – METHOD 1

As at March 31, 2018

- Number of shares outstanding: 1.676 bn
- Share Price: Rs. 1,826
- Market Capitalisation: Rs. 3,060 bn (~US\$ 47 bn)

Valuation	Total		Per Share
	Rs. bn	US\$ bn	Rs.
Net Worth	614.0	9.4	366
<i>Add: Unaccounted gains on listed investments</i>	1,556.8	23.9	
<i>Add: Unaccounted gains on unlisted investments (estimated)</i>	294.7	4.5	
Adjusted Networkth	2,465.5	37.8	1,471
Price per share			1,826
<b>Adjusted Price to Book Ratio</b>			<b>1.2</b>

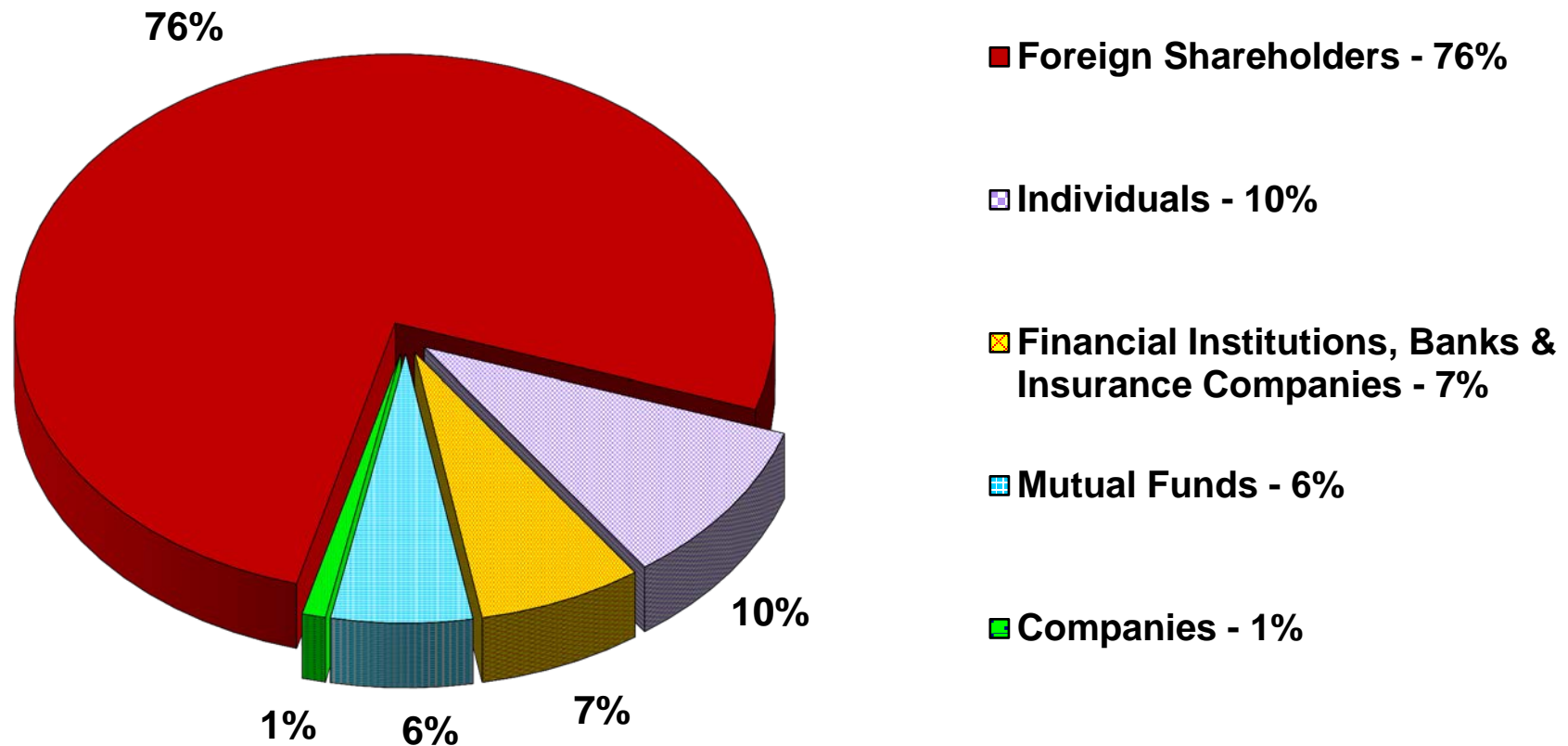
# VALUATION – METHOD 2

As at March 31, 2018

- Number of shares outstanding: 1.676 bn
- Share Price: Rs. 1,826
- Market Capitalisation: Rs. 3,060 bn (~US\$ 47 bn)

Valuation	Rs. bn	US\$ bn
Market Capitalisation	3,060.2	47.0
<i>Less: Unaccounted gains on listed investments</i>	1,556.8	23.9
<i>Less: Unaccounted gains on unlisted investments (estimated)</i>	294.7	4.5
Adjusted Market Capitalisation	1,208.7	18.6
Net Worth	614.0	9.4
<b>Adjusted Price to Book Ratio</b>	<b>2.0</b>	<b>2.0</b>

# SHAREHOLDING PATTERN



# **FINANCIALS**

## **Standalone**

# BALANCE SHEET

	<u>Mar-18</u>	<u>Mar-17</u>	<u>Growth</u>
	(Rs. in billion)	(Rs. in billion)	(%)
<b>Sources of Funds</b>			
Shareholders' Funds	614.03	396.45	
Borrowings	3,206.55	2,805.34	14%
Current Liabilities & Provisions	196.16	171.27	
	<b>4,016.74</b>	<b>3,373.06</b>	<b>19%</b>
<b>Application of Funds</b>			
Loans <sup>1</sup>	3,594.42	2,964.72	21%
Investments	305.33	204.10	
Current/ Fixed Assets	116.99	204.24	
	<b>4,016.74</b>	<b>3,373.06</b>	<b>19%</b>

Loans sold in FY18: Rs 65 bn (PY Rs 160 bn)

<sup>1</sup>Net of loans sold during the preceding 12 months. If these loans were included, the growth in loans would have been higher at 23%.

## PROFIT AND LOSS ACCOUNT – FY18 (Standalone)

	<u>Apr-Mar-18</u> (Rs in billion)	<u>Apr-Mar-17</u> (Rs in billion)	<u>Growth</u> (%)
<b>Operating Income of which:</b>			
Interest Fees & Other Op Income	335.83	308.56	9%
Interest Expenses	222.35	208.97	6%
<b>Net Interest Income</b>	<b>113.48</b>	<b>99.59</b>	<b>14%</b>
Add: Fees	8.15	8.49	
Less: Commission	6.70	5.02	33%
	<b>114.93</b>	<b>103.06</b>	<b>12%</b>
Less: Non Interest Expenses	9.58	8.37	
Less: Provisions	4.55	7.00	
Add: Other Income	0.45	0.47	
<b>Profit Before Tax, Dividend &amp; Sale of Investments &amp; Exceptional Item</b>	<b>101.25</b>	<b>88.16</b>	<b>15%</b>
Dividend	10.79	9.09	
Profit on Sale of Investments	3.78	10.02	
Exceptional Items	36.82	-	
<b>Profit Before Tax</b>	<b>152.64</b>	<b>107.27</b>	<b>42%</b>
Provision for Tax	25.93	28.53	
<b>Profit after tax but before DTL on Special Reserve</b>	<b>126.71</b>	<b>78.74</b>	<b>61%</b>
Less: Provision for DTL on Special Reserve	5.07	4.31	
<b>Profit After Tax</b>	<b>121.64</b>	<b>74.43</b>	<b>63%</b>
<i>Effective tax rate (%)</i>	<i>20.3%</i>	<i>30.6%</i>	

Note: Exceptional items include profit of Rs 52.57 bn from the Initial Public Offer of HDFC Life and additional special provision of Rs 15.75 bn as a charge to the statement of profit and loss.

Transaction of HDFC Life has triggered provision of Minimum Alternate Tax & tax expense has been adjusted accordingly.



# **KEY ASSOCIATES AND SUBSIDIARIES**

## HDFC BANK

- **20.9% owned by HDFC**
- **ADRs listed on NYSE**
- **4,787 branches, 12,635 ATMs**
- **Key business areas**
  - Wholesale banking      Retail banking      Treasury operations
- **Financials (as per Indian GAAP) for the year ended March 31, 2018**
  - Advances as at March 31, 2018, stood at Rs. 6,583.3 bn – an increase of 19% over the previous year
  - Total deposits stood at Rs. 7,887.7 bn – an increase of 23% over the previous year
  - PAT: Rs. 174.9 bn – an increase of 20% over the previous year
- **Arrangement between HDFC & HDFC Bank**
  - HDFC Bank sources home loans for a fee
  - Loans originated in the books of HDFC
  - HDFC offers a part of the disbursed loans for assignment to HDFC Bank (up to 70% of loans sourced by HDFC Bank)
  - HDFC retains a spread on the loans that have been assigned
- **Market Capitalisation (April 30, 2018): ~US\$ 77 bn**

# HDFC STANDARD LIFE INSURANCE COMPANY LIMITED (HDFC LIFE)

- HDFC holds 51.6% and Standard Life (Mauritius Holdings) 2006 Limited holds 29.4% of the equity of HDFC Life.
- Total premium income for the year ended March 31, 2018 stood at Rs. 235.6 bn – growth of 21% over the previous year
- For the year ended March 31, 2018, HDFC Life had a market share of 19% based on overall new business received premium (private sector)
- **Financial Highlights**
  - New Business Margin for the year ended March 31, 2018 (post overrun): 23.2% (PY 22.0%)
  - Embedded Value (Indian Embedded Value methodology) stood at Rs. 152.2 bn as at March 31, 2018 (PY: Rs. 124.7 bn)
  - Operating Return on Embedded Value for the year ended March 31, 2018 stood at 21.5% (PY 21.7%)
  - Assets Under Management as at March 31, 2018 stood at Rs. 1,066 bn (PY Rs. 917 bn)
  - Indian GAAP profits for the year ended March 31, 2018: Rs. 11.1 bn (PY Rs. 8.9 bn)
- Product mix - Unit Linked: 58%, Traditional Par: 28%, Non-Par Savings: 9%, Non-Par Protection: 5%
- Market capitalisation (April 30, 2018): ~ US\$ 16 bn

# HDFC ASSET MANAGEMENT

- **HDFC holds 57.4% of HDFC Asset Management, Standard Life Investments holds 38.2%**
- **In November 2017, the board of HDFC Asset Management approved initiating the process for an initial public offering, subject to relevant corporate, regulatory and other approvals**
- **As at March 31, 2018, HDFC MF managed 57 schemes comprising debt, equity, gold, exchange traded funds and fund of funds schemes**
- **The quarterly average Assets under Management (AUM) for the quarter ended March 31, 2018, stood at Rs. 3.1 trillion (US\$ 47 bn), which is inclusive of (a) assets under management and advisory services under Regulation 24(b) of the SEBI (MF) Regulations, and (b) discretionary portfolio management and advisory services**
  - **Average equity assets of HDFC MF as a proportion of total MF assets was 43%**
- **Second largest in the industry on the basis of quarterly average assets under management (Source: AMFI)**
  - **Overall market share: 13.4%**
  - **Market share of equity oriented funds: 17.0%**
- **Earned a Profit After Tax of Rs. 7.22 bn for FY18 (PY: Rs. 5.50 bn)**

# **HDFC ERGO GENERAL INSURANCE COMPANY LTD.**

- **HDFC holds 50.5% and ERGO holds 48.3% of the equity of HDFC ERGO**
- **Gross direct premium for the year ended March 31, 2018 stood at: Rs. 72.9 bn – a growth of 25%**
- **Combined Ratio as at March 31, 2018: 99.4%**
- **Market share of 9.9% (private sector) and 4.9% (overall) in terms of gross direct premium for the year ended March 31, 2018 (Source: GI Council)**
- **Products: Motor, health, travel, home and personal accident in the retail segment; property, marine, aviation and liability insurance in the corporate segment and crop insurance in the rural segment**
  - **Retail accounts for 52% of the total business**
- **Profit After Tax for the year ended March 31, 2018: Rs. 4.04 bn (PY: Rs. 3.02 bn)**

# GRUH FINANCE LIMITED (GRUH)

- **57.9% owned by HDFC**
- **Registered housing finance company offering loans to individuals for purchase, construction and renovation of dwelling units**
  - **Also offers loans to the self-employed segment where formal income proofs are not available.**
- **Retail network of 194 offices across 11 states in India – Gujarat, Maharashtra, Karnataka, Madhya Pradesh, Rajasthan, Chhattisgarh, Tamil Nadu, Uttar Pradesh, West Bengal, Bihar and Jharkhand**
- **Financials for the year ended March 31, 2018**
  - **Loan portfolio as at March 31, 2018, stood at Rs. 156 bn – an increase of 18% over the previous year**
  - **Gross non-performing assets (NPAs): 0.45%, Net NPAs: Nil**
  - **PAT: Rs. 3.63 bn – an increase of 22% over the previous year**
- **Market capitalisation (April 30, 2018): ~US\$ 4 bn**

# PROPERTY FUNDS

## HDFC PROPERTY VENTURES

- **HDFC India Real Estate Fund**
  - Launched in 2005
  - Fund corpus : Rs. 10 billion – fully invested
  - Domestic investors, close-ended fund
  - 18 investments across India
  - Fund has been substantially exited; 1.6 X of the fund corpus has been returned to investors
- **HIREF International LLC**
  - Launched in 2007
  - Fund corpus : US\$ 800 million
  - International investors, 9 year close-ended fund
  - 14 investments across India
  - Some exits have been made and the Fund is in the process of exiting from the balance investments
- **HIREF International LLC II Pte Ltd.**
  - Fund corpus: US\$ 321 million
  - Final close in April 2015
  - International investors, 8 year close-ended fund
  - 6 investments across India
  - Fund is in process of investing the corpus

## HDFC CAPITAL ADVISORS

- **HDFC Capital Affordable Real Estate Fund (HCARE)**
  - HCARE-1 was set up as a SEBI registered Alternative Investment Fund in 2016 with a fund size of US\$ 450 mn
  - HCARE-2, set up in December 2017, has achieved its initial close and received investor and sponsor fund commitment of US\$ 550 mn
  - HCARE 1 & 2 combined to create a US\$ 1 bn platform targeting affordable and mid-income residential projects
  - The objective is to provide long-term equity and mezzanine capital to developers building affordable and middle- income housing across India’s leading 15 cities
  - The primary investor in HCARE 1 & 2 is a wholly owned subsidiary of Abu Dhabi Investment Authority (ADIA)
  - HDFC is the Sponsor and HDFC Capital Advisors is the investment advisor for the fund

# **HDFC CREDILA**

- **HDFC holds 90.4% in HDFC Credila**
- **HDFC Credila is a non-banking finance company and was the first Indian lender to exclusively focus on education loans**
- **The company lends to under-graduate and post-graduate students studying in India or abroad**
- **As at March 31, 2018**
  - **Profit After Tax: Rs. 870 mn – growth of 33%**
  - **Cumulative disbursements: Rs. 63 bn**
  - **Loan book outstanding as at March 31, 2018: Rs. 42.5 bn – growth of 28% over previous year**
    - **48% of the loan book is collateralised**
  - **Average loan: Rs. 1.9 mn**
  - **Gross non-performing assets: 0.04%**



# **FINANCIALS**

## **Consolidated**

# BALANCE SHEET (Consolidated)

	<u>Mar-18</u>	<u>Mar-17</u>	<u>Growth</u>
	(Rs . in billion)	(Rs . in billion)	(%)
<b>Sources of Funds</b>			
Shareholders' Funds	865.41	600.59	44%
Minority Interest	46.98	34.73	
Policy Liabilities	859.47	742.56	
Loan Funds	3,366.30	2,937.95	15%
Current Liabilities & Provisions	488.85	425.54	
	<u>5,627.01</u>	<u>4,741.37</u>	19%
<b>Application of Funds</b>			
Loans*	3,791.73	3,128.91	21%
Investments	1,632.28	1,328.55	
Current Assets, Advances & Fixed Assets	200.78	277.71	
Goodwill on Consolidation	2.22	6.20	
	<u>5,627.01</u>	<u>4,741.37</u>	19%

Loans sold in FY18: Rs 65 bn (PY Rs 160 bn)

\*Net of loans sold during the preceding 12 months. If these loans were included, the growth in loans would have been higher at 23%.

## PROFIT AND LOSS ACCOUNT (Consolidated)

	Apr-Mar-18	Apr-Mar-17	Growth
	(Rs. in billion)	(Rs. in billion)	(%)
<b>Income</b>			
Revenue from Operations	382.45	350.06	9%
Premium Income from Insurance Business	263.62	217.29	21%
Other Operating Income from Insurance Business	38.69	31.23	
Other Income	0.24	0.53	
	<b>685.00</b>	<b>599.11</b>	<b>14%</b>
<b>Expenses</b>			
Finance Cost	234.53	219.53	7%
Staff/Establishment/Other Expenses	24.04	21.34	
Claims paid pertaining to Insurance Business	153.37	118.88	
Commission, Operating & Other Expenses- Insurance Business	132.36	116.10	
Depreciation & Provisions	5.64	8.53	
	<b>549.94</b>	<b>484.38</b>	<b>14%</b>
<b>Profit Before Sale of Investments, Exceptional Items and Tax</b>	<b>135.06</b>	<b>114.73</b>	<b>18%</b>
Profit on Sale of Investments	6.42	11.77	
Exceptional Items	34.54	-	
<b>Profit Before Tax</b>	<b>176.02</b>	<b>126.50</b>	<b>39%</b>
Tax Expense	40.01	40.21	
<b>Net Profit</b>	<b>136.01</b>	<b>86.29</b>	<b>58%</b>
Share of profit of minority shareholder	(10.76)	(7.97)	
Net share of profit from Associates (Equity Method)	37.30	32.19	
<b>Profit after Tax attributable to the Group</b>	<b>162.55</b>	<b>110.51</b>	<b>47%</b>

Note: Exceptional items include profit of Rs 52.57 bn from the Initial Public Offer of HDFC Life and additional special provision of Rs 15.75 bn as a charge to the statement of profit and loss.

Transaction of HDFC Life has triggered provision of Minimum Alternate Tax & tax expense has been adjusted accordingly.

# CONSOLIDATED PROFIT AFTER TAX – FY18

## As per Indian GAAP

	Mar-18	Mar-17	Growth
	(Rs. in billion)	(Rs. in billion)	
<b>HDFC Profit After Tax</b>	<b>121.64</b>	<b>74.43</b>	<b>63%</b>
HDFC Life	6.00	5.18	
HDFC ERGO	1.91	1.51	
GRUH	1.98	1.73	
HDFC Bank	37.47	32.33	
HDFC-AMC	3.75	3.02	
Others	2.56	2.89	
Dividend and Other Adjustments	(12.76)	(10.58)	
<b>Consolidated Profit After Tax</b>	<b>162.55</b>	<b>110.51</b>	<b>47%</b>
Adjustment for Securities Premium debited in HDFC for Zero Coupon Bonds	3.84	4.96	
<b>Adjusted Profit after Tax</b>	<b>158.71</b>	<b>105.55</b>	<b>50%</b>
Contribution of subs/ associates to the consolidated PAT*	33%	33%	

\*Adjusted for exceptional items

*Thank You*