

Ref. No.: SE/2019-20/310

February 5, 2020

BSE Limited
P. J. Towers
Dalal Street
Mumbai 400 001National Stock Exchange of India Limited
Exchange Plaza, Plot No. C/1, G Block
Bandra-Kurla Complex
Bandra (East), Mumbai 400 051**Kind Attn:** Sr. General Manager
DCS – Listing Department**Kind Attn:** Head – Listing

Dear Sirs,

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

Pursuant to the above-mentioned regulations, we wish to inform you that the Corporation participated in the investor conferences as given below:

Date	Organised by	Type of Meeting/Event	Location
February 5, 2020	UBS Securities India Private Limited	Investor Conference “UBS Financial Corner Office Trip”	Mumbai
February 5, 2020	Axis Capital Limited	Investor Conference “Banking & Financial Services Conference”	Mumbai

A copy of the investor presentation is enclosed for your reference and the same is placed on the Corporation’s website.

We request you to kindly take the same on record.

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**

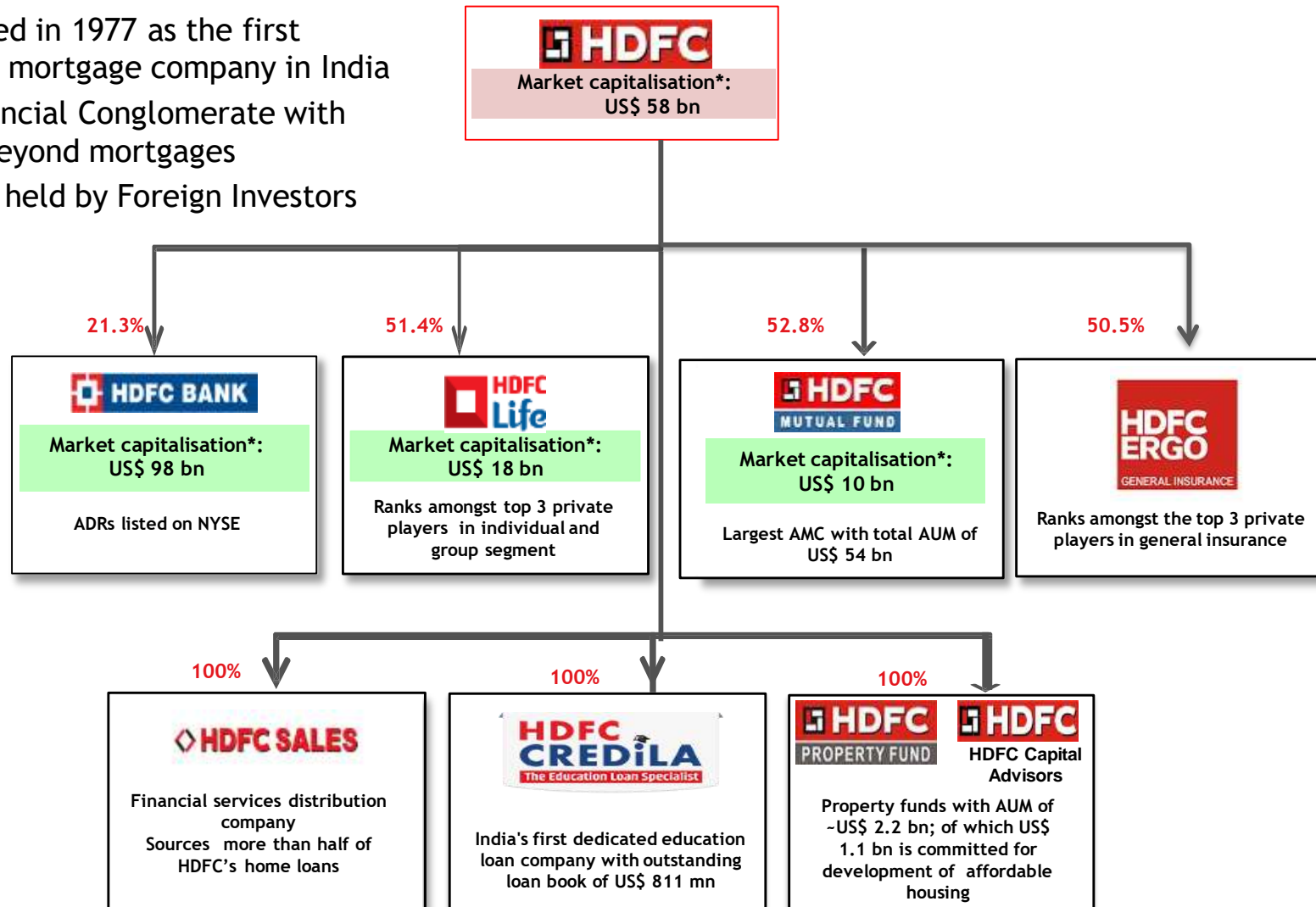
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HDFC SNAPSHOT

WHO WE ARE...

- Incorporated in 1977 as the first specialised mortgage company in India
- Now a Financial Conglomerate with interests beyond mortgages
- 73% shares held by Foreign Investors



*As at December 31, 2019

US\$ amounts converted based on exchange rate of US\$ 1 = Rs. 71.38

BUSINESS SUMMARY

- **Loans Outstanding (Gross loans)** : Rs. 5,054.01 bn
(As at December 31, 2019) : US\$ 70.80 bn
- **Individual Loans Originated CAGR (5 years)** : 17%
(FY19)
- **Cumulative Housing Units Financed** : 7.5 million
- **Cumulative loan write offs since inception** : 12 basis points
(of cumulative disbursements)
- **Cost to Income Ratio** : 8.5%
- **Unaccounted gains on listed investments** : Rs. 2,336.08 bn
in subsidiary and associate companies : US\$ 32.73 bn
(As at December 31, 2019)
- **Consolidated Profit After Tax CAGR (5 years)** : 16%
(FY19)

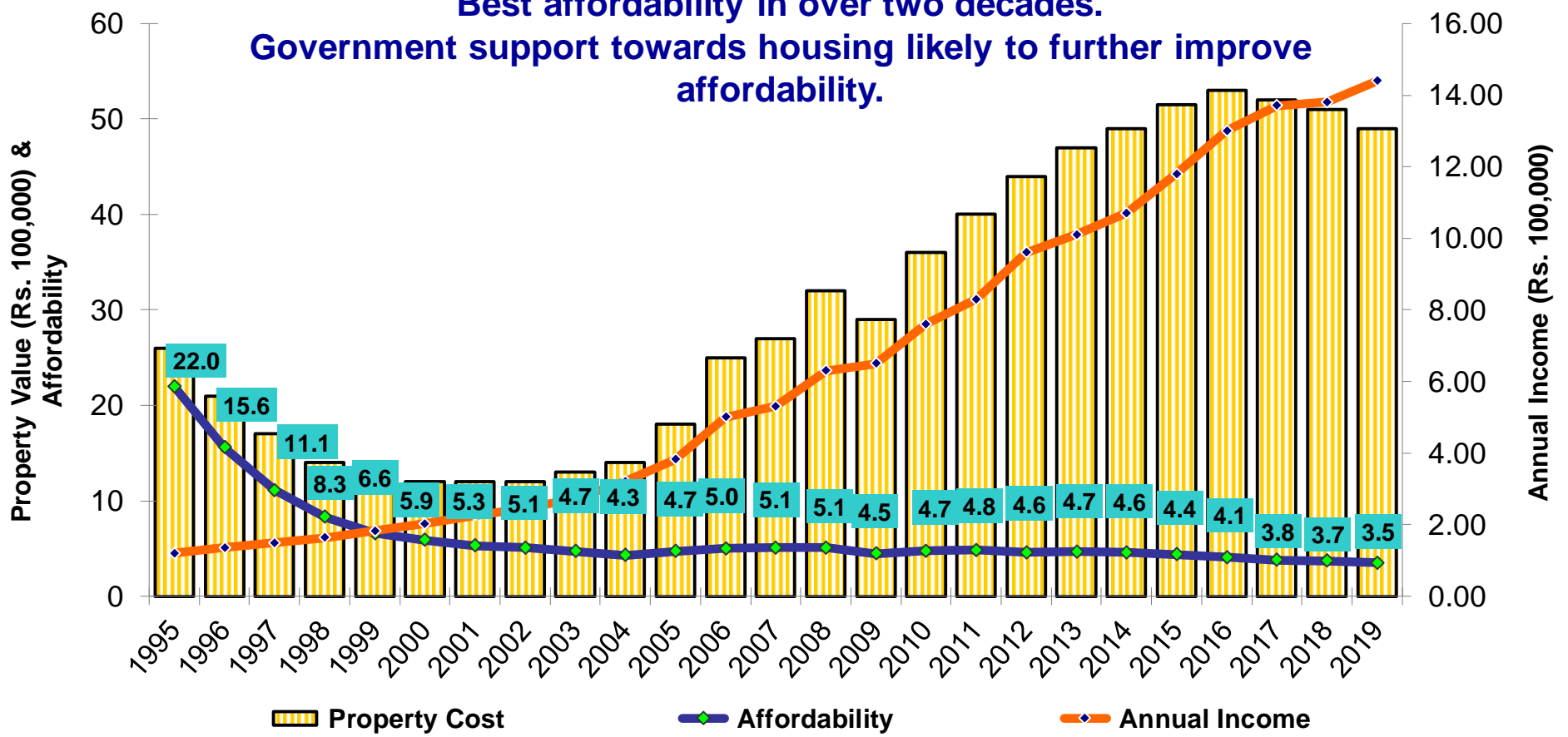
MORTGAGE MARKET IN INDIA

DRIVERS OF MORTGAGE GROWTH

- **Improved Affordability**
- **Low Penetration**
- **Government Incentives**
 - **Enhanced 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.

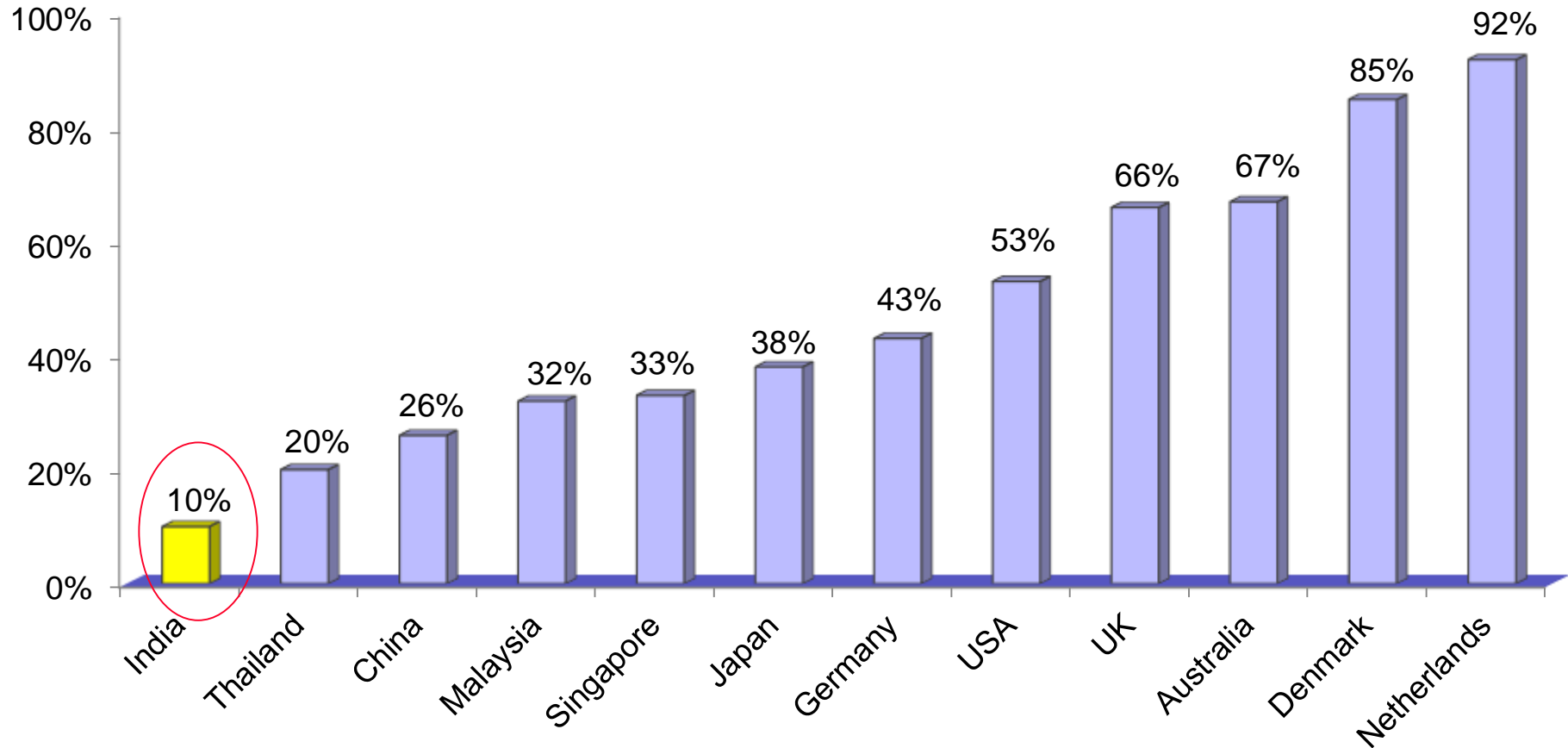


Representation of property price estimates

Affordability equals property prices by annual income

Based on customer data

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

External Commercial Borrowings/Rupee Denominated Bonds Issued Overseas

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

	FY 2020	FY 2002	FY 2000
Loan amount (Rs)	2,780,000	2,780,000	2,780,000
Less: Subsidy under CLSS	230,156	-	-
Revised loan amount	2,549,844	2,780,000	2,780,000
Nominal Interest Rate(%)	8.00%	10.75%	13.25%
Max deduction for interest allowed	200,000	150,000	75,000
Deduction on principal	150,000	20,000	20,000
Tax rate	30.90%	31.50%	34.50%
Tenor (years)	20	20	20
Total amount paid per year	353,988	328,944	385,380
Interest component	203,988	298,850	368,350
Principal repaid	150,000	30,094	17,030
Tax amount saved	108,150	53,550	32,775
Effective interest paid on home loan	95,838	245,300	335,575
Effective interest on home loan	3.4%	8.8%	12.1%

The Union Budget 2019-20 provided further tax incentives for homebuyers. Section 80 EEA of the Income Tax Act provides an additional deduction of up to Rs. 1,50,000 in respect of interest payment on a home loan for a first-time homebuyer, provided the property cost is less than Rs. 4.5 million and the loan is sanctioned between April 1, 2019 to March 31, 2020. The will be w.e.f. April 1, 2020.

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.’
- 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.
- HDFC ranked as the top performing primary lending institution in the EWS & LIG segment and the second best in the MIG segment of the CLSS

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\$ 8,400)	Rs > 600,000 up to 1,200,000 (>US\$ 8,400 to 16,800)	> Rs 1,200,000 to 1,800,000 (>US\$ 16,800 to 25,200)
Property size (sq mtrs)	60	160	200
Maximum amount of loan qualifying for subsidy	Rs 600,000 (US\$ 8,400)	Rs 900,000 (US\$ 12,600)	Rs 1,200,000 (US\$ 16,800)
Interest Subsidy (% per annum)	6.50%	4%	3%
Subsidy under CLSS*	Rs 267,280 (US\$ 3,700)	Rs 235,068 (US\$ 3,300)	Rs 230,156 (US\$ 3,200)

*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 50% by 2030
- **Interest Rates:** Improved affordability through rising disposable incomes and affordable interest rates on home loans

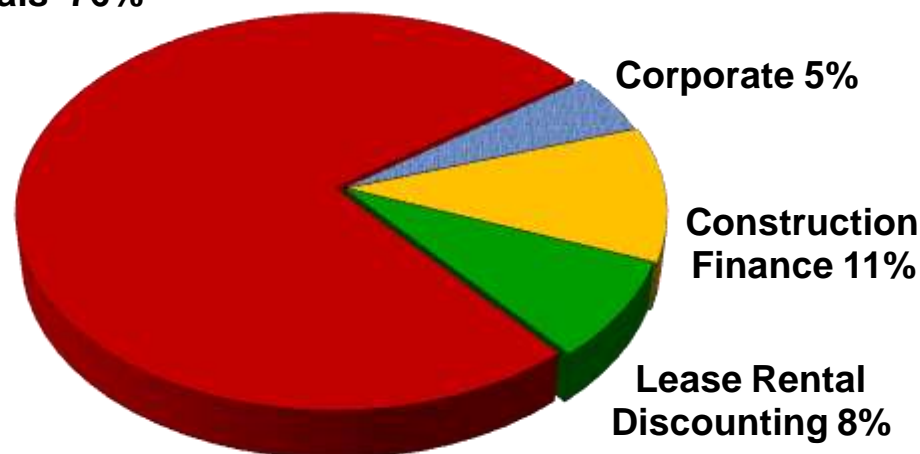
OPERATIONAL & FINANCIAL HIGHLIGHTS: MORTGAGES

CORE BUSINESS – LENDING

(As at December 31, 2019: Gross Loans - US\$ 71 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 76%



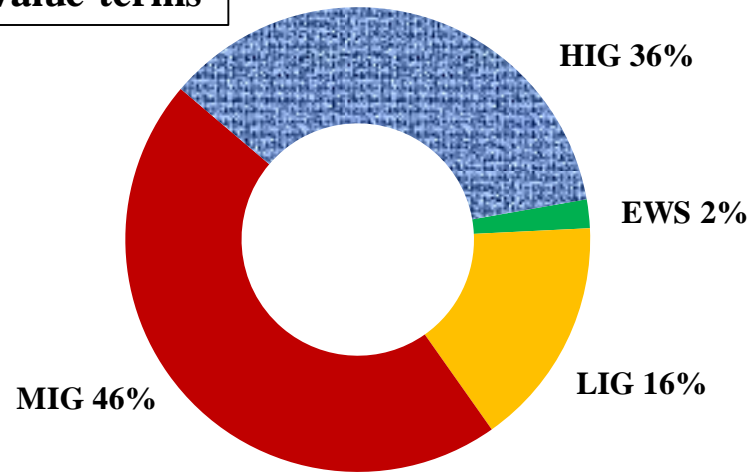
As at December 31, 2019	Loan Book Outstanding			Loan Book o/s Before Sell Down			Assets Under Management		
	Rs. bn	US\$ bn	% Growth	Rs. bn	US\$ bn	% Growth	Rs. bn	US\$ bn	% Growth
Individuals	3,185	45	16%	3,396	48	24%	3,822	54	16%
Non-Individuals	1,230	17	6%	1,230	17	6%	1,232	17	6%
Total	4,415	62	13%	4,626	65	19%	5,054	71	14%

Individual loans sold (outstanding): Rs. 636.79 bn (US\$ 8.9 bn)

AFFORDABLE HOUSING

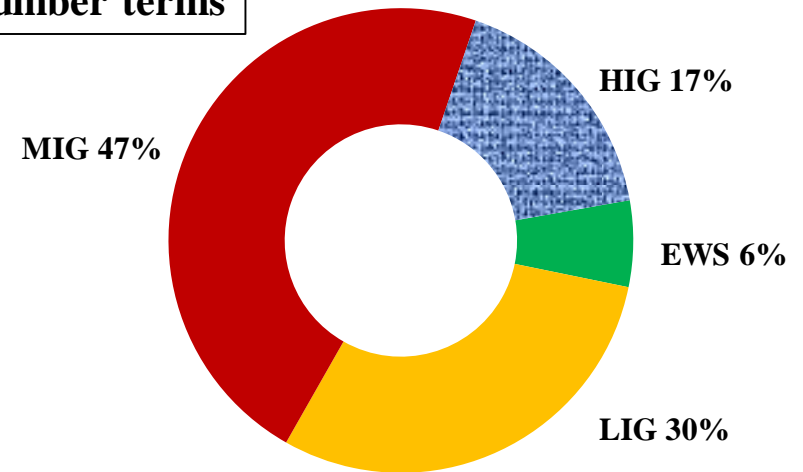
Housing Loan Approvals Based on Income Slabs: Apr-Dec FY20

In Value terms



Economically Weaker Section: Up to Rs 0.3 mn p.a
 Middle Income Group: Above Rs 0.6 mn to Rs 1.8 mn p.a.

In Number terms



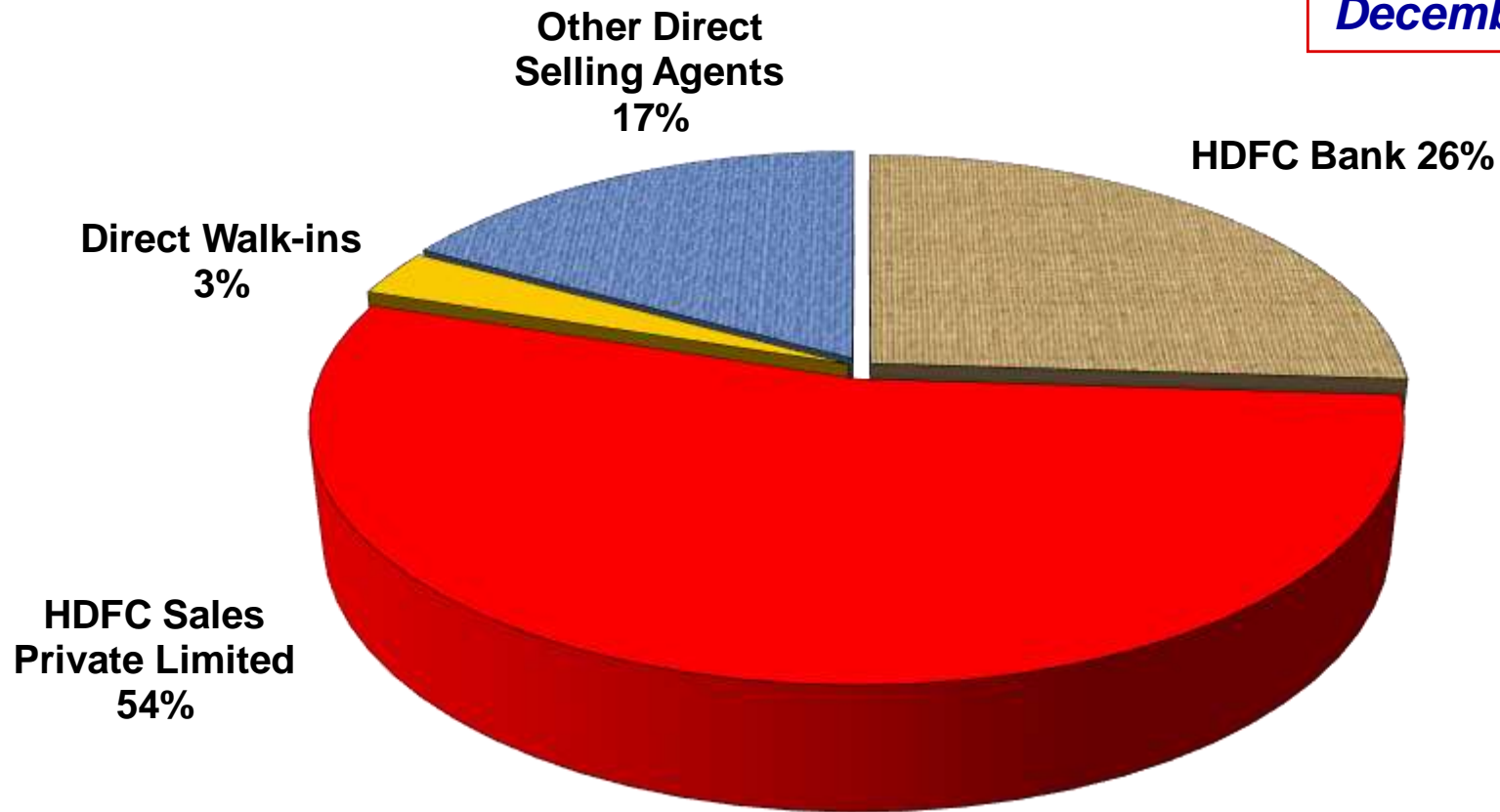
Low Income Group: Above Rs 0.3 mn to Rs 0.6 mn p.a.
 High Income Group: Above Rs 1.8 mn p.a.

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

- 36% of home loan approvals in volume terms has been to the EWS & LIG segments and 18% in value terms
- Approving ~9,400 loans monthly in EWS/LIG segment; monthly average approvals: Rs 15 bn
- Average home loan – EWS: Rs 1.02 mn, LIG: Rs 1.76 mn

83% OF OUR MORTGAGES ARE SOURCED BY OURSELVES OR THROUGH OUR AFFILIATES

December 31, 2019

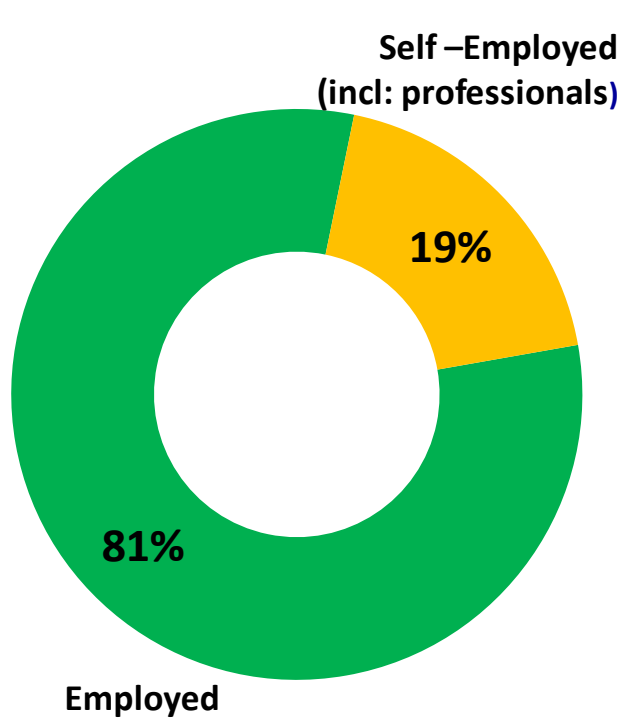


Deposit & loan products offered at several locations through outreach programmes.

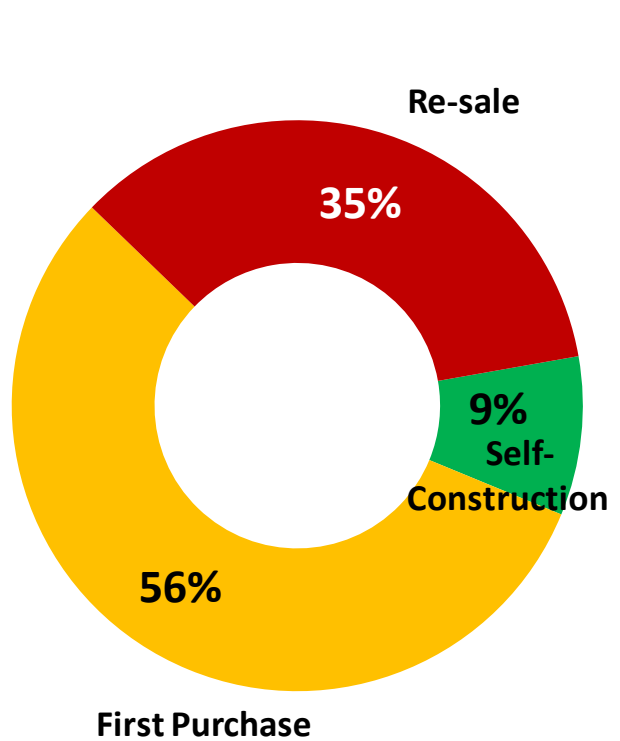
Total number of offices: **576** which is inclusive of **202** outlets of HDFC's wholly owned distribution company.

INDIVIDUAL LOANS*: Apr-Dec FY20

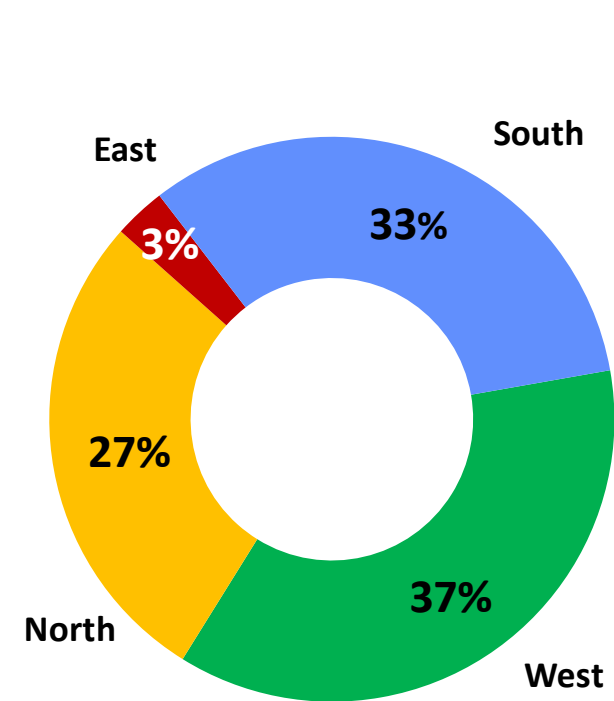
Employment



Acquisition Mode



Geographic Spread

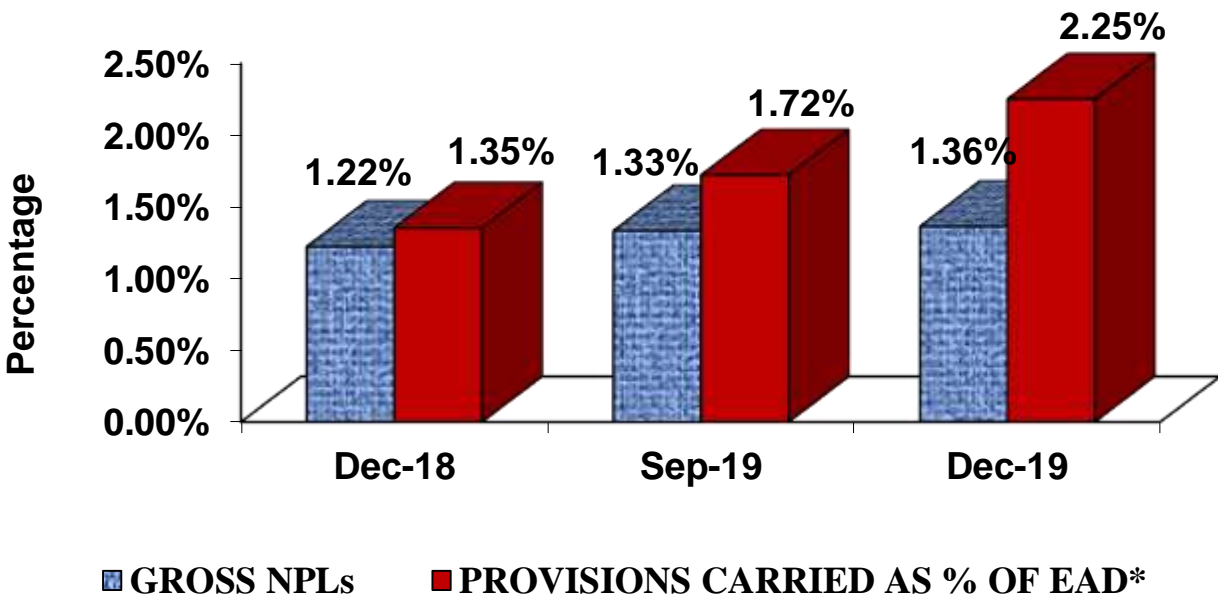


* Based on value of approvals

OUR CONSERVATIVE LOAN PROFILE UNDERLIES OUR HIGH CREDIT QUALITY

- **Average Loan Size** : Rs. 2.69 mn (~US\$ 37,700)
- **Average Loan to Value** : 70% (at origination)
- **Average Loan Term** : 13 years
- **Average Age** : 39 years
- **Primary Security** : Mortgage of property financed
- **Repayment Type** : Amortising

NON-PERFORMING LOANS (NPLs) & PROVISIONS CARRIED



Total loan write offs since inception is 12 basis points of cumulative disbursements.

As at December 31, 2019	
(Rs. in bn)	
NPLs (3 months):	59.50
Provisions Carried:	99.34
Regulatory provision as per period of default & standard assets:	36.24
NPLs as % of the loan portfolio:	
Individual Loans:	0.75%
Non-individual Loans:	2.91%
Total:	1.36%

*EAD: Exposure at Default

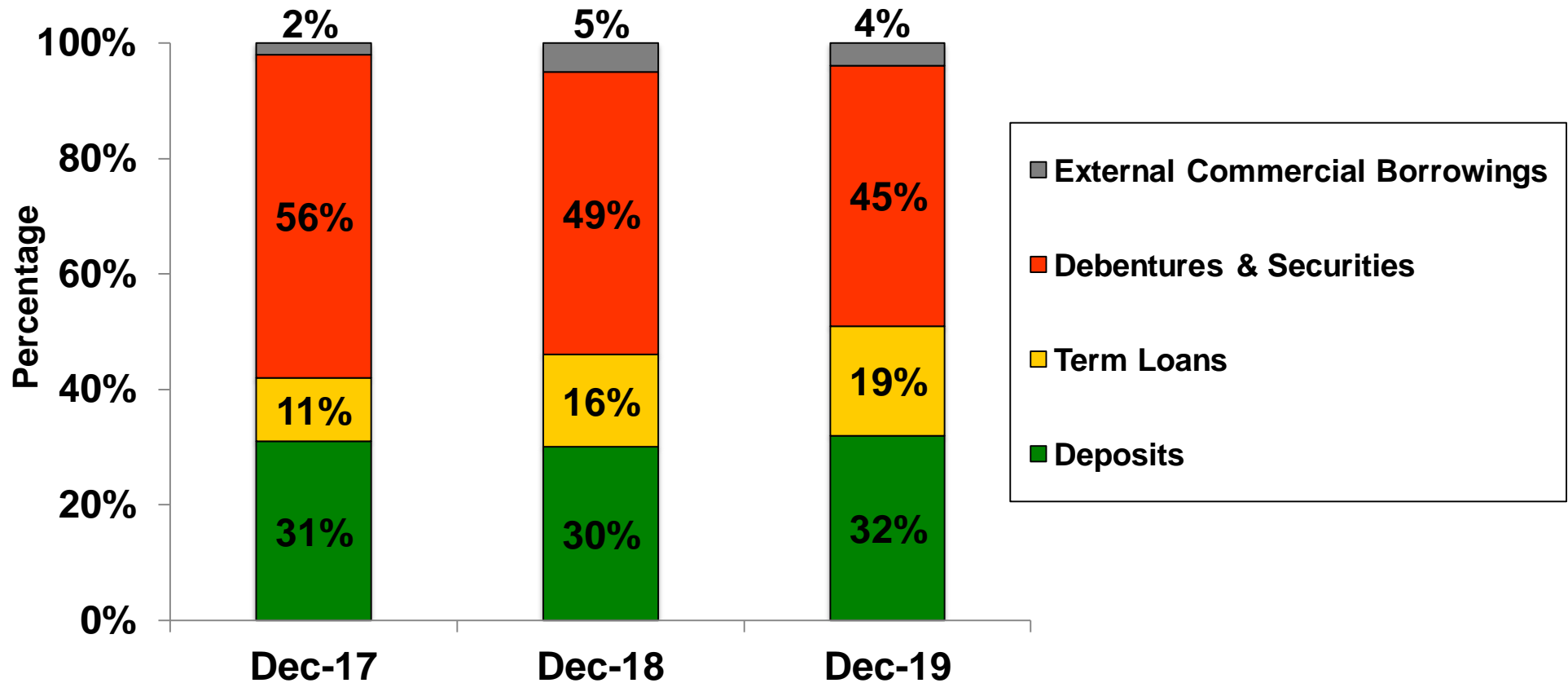
EXPECTED CREDIT LOSS (ECL) BASED ON EXPOSURE AT DEFAULT (EAD)

Rs bn

As per IND AS	Dec-19	Sep-19	Mar-19
Gross Stage 3	69.96	66.85	57.43
ECL Provision Stage 3	34.31	28.91	24.99
Net Stage 3	35.65	37.94	32.44
Coverage Ratio% Stage 3	49%	43%	44%
Gross Stage 1 & 2	4,339.68	4,197.06	4,013.89
ECL Provision Stage 1 & 2	65.03	44.22	33.79
Net Stage 1 & 2	4,274.65	4,152.84	3,980.10
ECL Provision % Stage 1 & 2	1.50%	1.05%	0.84%
ECL/EAD	2.25%	1.72%	1.44%

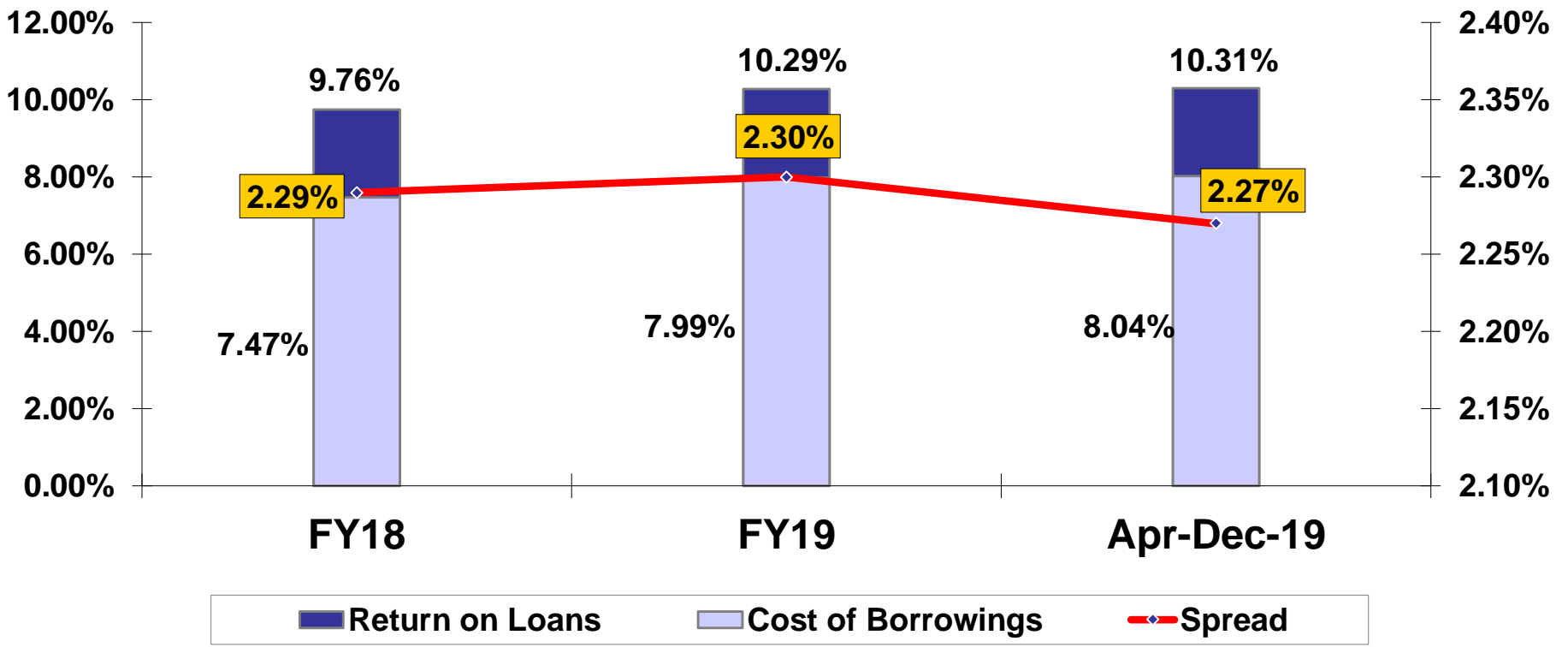
MULTIPLE SOURCES OF BORROWINGS

(As at December 31, 2019: Total Borrowings - US\$ 55 bn)



Total Borrowings: Rs. 3,951.28 bn (US\$ 55.36 bn)

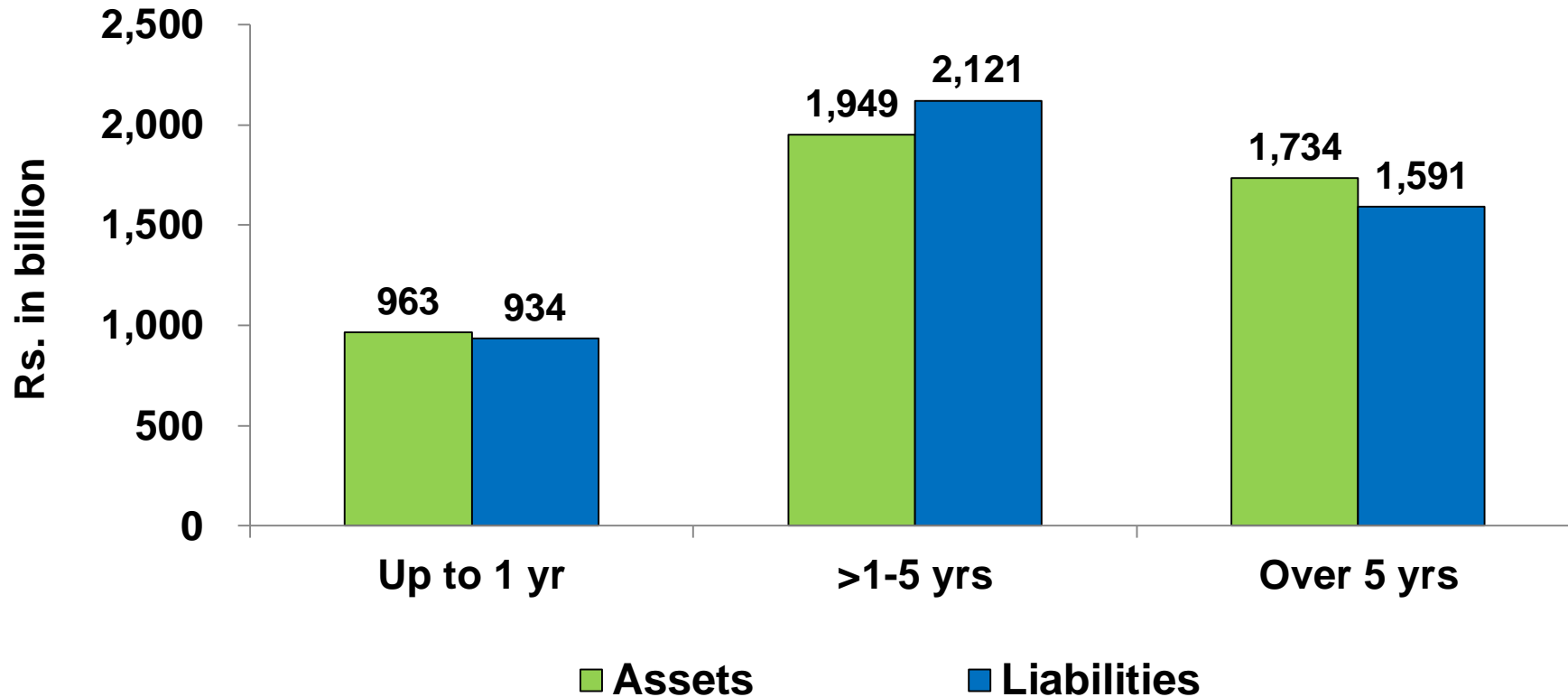
LOAN SPREADS



Apr-Dec 2019	
Spread earned on:	
Individual Loans	1.93%
Non-individual Loans	3.14%
Loan Book	2.27%

MATURITY PROFILE

(As at March 31, 2019)



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

PRODUCTIVITY RATIOS

	FY19	FY18
Number of employees	2,840	2,575
Number of outlets	374	326
Profit per employee (US\$ '000)*	452	408
Assets per employee (US\$ mn)	22.5	21.6
Admin costs/assets (%)	0.25	0.26
Cost income ratio (%)*	8.5	9.2

**To make ratios comparable, profit on sale of strategic investments have not been considered.*

KEY FINANCIAL METRICS

	FY19	FY18
Net Interest Margin(%)	3.3	3.3
Pre Tax RoAA (%) [^]	3.0	2.7
Post Tax RoAA (%) [^]	2.1	2.1
Return on Equity (%) [^] ^{\$}	14.2	20.4
Capital Adequacy (%)	18.6 [#]	19.2
Of which Tier I	17.3	17.3
Tier II	1.3	1.9

[^]Adjusted for profit on sale of investments of strategic investments

^{\$}The Corporation raised equity of Rs 130 bn in FY18. During FY19, warrants were converted into equity shares amounting to Rs 53 bn.

[#]As at December 31, 2019

VALUATION & SHAREHOLDING

VALUATION – METHOD 1

- Number of shares outstanding: **1.729 bn**
- Share Price as at December 31, 2019: **Rs. 2,413**
- Market Capitalisation: **Rs. 4,172 bn (~US\$ 58 bn)**

	Total	
	Rs bn	US\$ bn
Net Worth	896	12.6
<i>Add: Unaccounted gains on listed investments</i>	2,417	33.9
<i>Add: Unaccounted gains on unlisted investments</i>	125	1.8
Adjusted Networkth	3,438	48.2
Market Capitalisation	4,172	58.4
Adjusted Price to Book Ratio	1.2	1.2

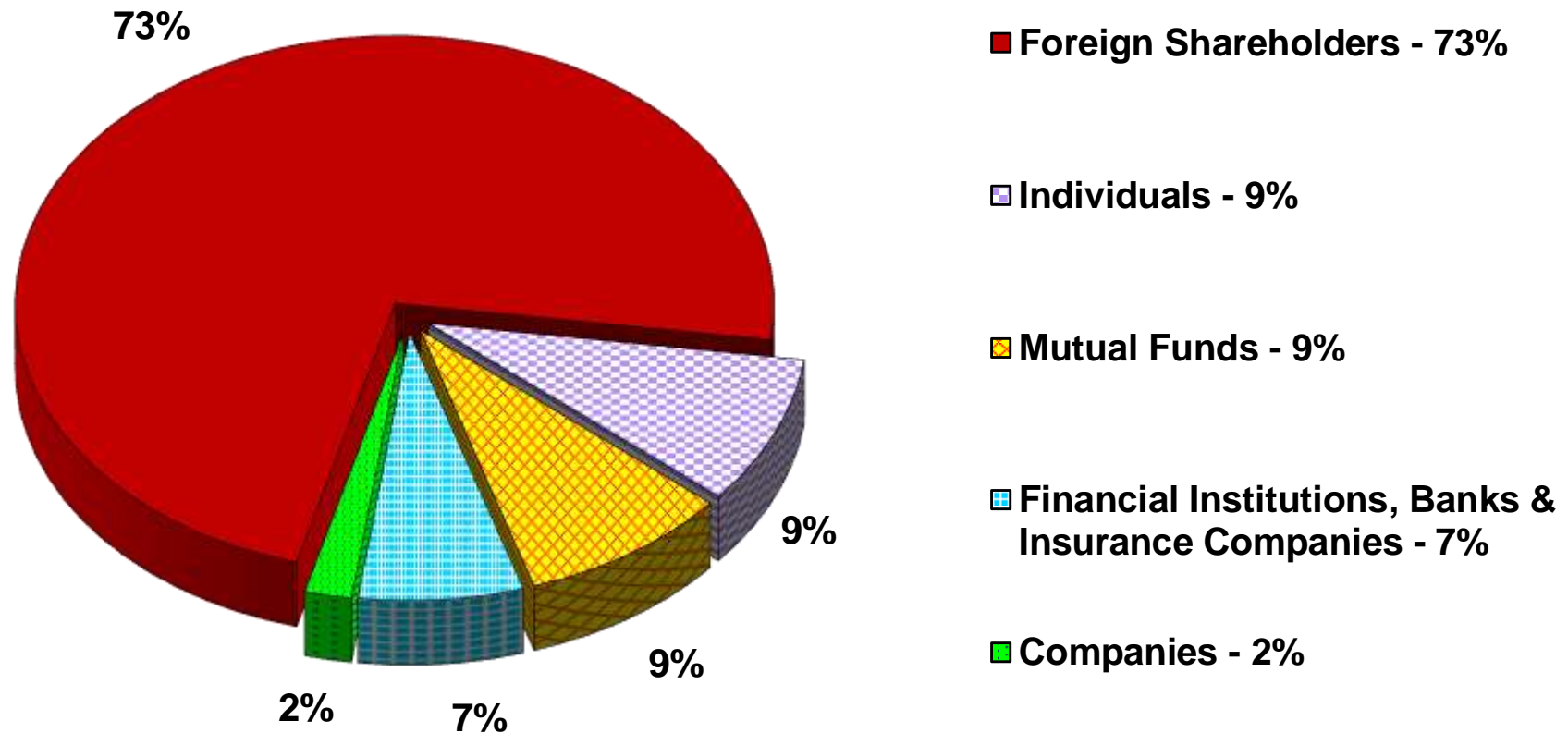
VALUATION – METHOD 2

- Number of shares outstanding: **1.729 bn**
- Share Price as at December 31, 2019: **Rs. 2,413**
- Market Capitalisation: **Rs. 4,172 bn (~US\$ 58 bn)**

Valuation	Rs bn	US\$ bn
Market Capitalisation	4,172	58.4
<i>Less: Unaccounted gains on listed investments</i>	2,417	33.9
<i>Less: Unaccounted gains on unlisted investments</i>	125	1.8
Adjusted Market Capitalisation	1,630	22.9
Net Worth	896	12.6
Adjusted Price to Book Ratio	1.8	1.8

SHAREHOLDING PATTERN

As at December 31, 2019



FINANCIALS

Standalone

(Based on Indian Accounting Standards)

STATEMENT OF PROFIT AND LOSS – Q3 FY20

	<u>Oct-Dec-19</u>	<u>Oct-Dec-18</u>	<u>Growth</u>
	(Rs in billion)	(Rs in billion)	(%)
Interest Income	110.09	102.43	7%
Interest Expenses	77.69	72.59	7%
Net Interest Income	32.40	29.84	9%
Add: Net gain on derecognised (assigned) loans	1.70	2.55	
Add: Fees Net of Commission (EIR)	(0.27)	(0.90)	
Add: Other Operating Income	0.70	0.56	
Net Operating Income	34.53	32.05	8%
Less: Non Interest Expenses	3.27	2.94	
Less: Amortisation of ESOS and CSR Expenses	0.57	0.44	
Add: Other Income	0.06	0.07	
Profit Before Sale of Investments, Dividend, Fair Value Changes and ECL	30.75	28.74	7%
Add: Net Gain/(loss) on Fair Value Changes	0.39	1.09	
Add: Fair Value Gain consequent to merger of GRUH with Bandhan Bank	90.20	-	
Less: Expected Credit Loss (ECL)	29.95	1.16	
Add: Dividend	0.04	0.02	
Profit Before Tax	91.43	28.69	219%
Provision for Tax	7.71	7.55	
Profit After Tax Before Other Comprehensive Income	83.72	21.14	296%
Other Comprehensive Income	(8.06)	0.25	
Total Comprehensive Income	75.66	21.39	
<i>Effective tax rate (%)</i>	<i>8.4%</i>	<i>26.3%</i>	

STATEMENT OF PROFIT AND LOSS – Apr-Dec FY20

	<u>Apr-Dec-19</u> (Rs in billion)	<u>Apr-Dec-18</u> (Rs in billion)	<u>Growth</u> (%)
Interest Income	326.80	289.74	13%
Interest Expenses	233.40	206.56	13%
Net Interest Income	93.40	83.18	12%
Add: Net gain on derecognition of assigned loans	7.30	7.94	
Add: Fees Net of Commission (EIR)	(1.35)	(0.48)	
Add: Other Operating Income	1.97	1.79	
Net Operating Income	101.32	92.43	10%
Less: Non Interest Expenses	9.72	8.51	14%
Less: Amortisation of ESOS and CSR Expenses	1.72	3.20	
Add: Other Income	0.18	0.23	
Profit Before Sale of Investments, Dividend & Provisions	90.06	80.95	11%
Changes and ECL			
Add: Net gain/(loss) on Fair Value Changes	(3.28)	3.85	
Add: Fair Value gain consequent to merger of GRUH with Bandhan Bank	90.20	-	
Less: Expected Credit Loss (ECL)	46.39	5.37	
Add: Dividend	10.78	5.94	
Add: Profit on Sale of Investments	35.21	8.91	
Profit Before Tax	176.58	94.28	87%
Provision for Tax	21.21	26.57	
Profit After Tax Before Other Comprehensive Income	155.37	67.71	129%
Other Comprehensive income	(6.40)	(0.93)	
Total Comprehensive Income	148.97	66.78	123%
Effective tax rate (%)	12.0%	28.2%	

BALANCE SHEET

	<u>Dec-19</u>	<u>Dec-18</u>	<u>Growth</u>
	(Rs in billion)	(Rs in billion)	(%)
Sources of Funds			
Shareholders' Funds	895.84	749.17	
Borrowings	3,951.28	3,536.11	12%
Current Liabilities	176.36	143.23	
	5,023.48	4,428.51	13%
Application of Funds			
Loans [^]	4,414.72	3,894.21	13%
Investments	548.84	492.44	
Current/ Fixed Assets	59.92	41.86	
	5,023.48	4,428.51	13%

[^]Net of loans sold during the preceding 12 months amounting to Rs 210.66 billion of individual loans. If these loans were included, the growth in loans would have been 19%.

KEY ASSOCIATES AND SUBSIDIARIES

HDFC BANK

- **21.3% owned by HDFC**
- **ADRs listed on NYSE**
- **5,345 branches, 14,533 ATMs**
- **Key business areas**
 - Wholesale banking Retail banking Treasury operations
- **Financials (as per Indian GAAP) for the nine months ended December 31, 2019**
 - Advances as at December 31, 2019, stood at Rs. 9,360 bn – an increase of 20% over the previous year
 - Total deposits stood at Rs. 10,674 bn – an increase of 25% over the previous year
 - PAT (Indian GAAP): Rs. 193.30 bn – an increase of 27% 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 (December 31, 2019): ~US\$ 98 bn**

HDFC LIFE INSURANCE COMPANY LIMITED

(HDFC LIFE)

- 51.4% owned by HDFC and Standard Life (Mauritius Holdings) 2006 Limited holds 14.7% of the equity of HDFC Life.
- Total premium income for the nine months ended December 31, 2019 stood at Rs. 221 bn – growth of 17% over the previous year
- For the nine months ended December 31, 2019, HDFC Life had a market share of 21% in terms of total new business premium (private sector)
- **Financial Highlights**
 - New Business Margin for the nine months ended December 31, 2019 (post overrun): 26.6% (PY: 24%)
 - Indian Embedded Value stood at Rs. 208 bn as at December 31, 2019 (PY: Rs. 174 bn)
 - Operating Return on Embedded Value for the nine months ended December 31, 2019 stood at 19% (PY: 19.7%)
 - Assets Under Management as at December 31, 2019 stood at Rs. 1,365 bn (PY: Rs. 1,177 bn)
 - PAT for the nine months ended December 31, 2019 (Indian GAAP): Rs. 9.8 bn (PY: Rs. 9.1 bn)
- Product mix - Unit Linked: 28%, Non-Par Savings: 52%, Non-Par Protection: 7%, Traditional Par: 13%
- Market capitalisation (December 31, 2019): ~US\$ 18 bn

HDFC ASSET MANAGEMENT

- **52.8% owned by HDFC and Standard Life Investments holds 26.8% of the equity of HDFC Asset Management.**
- **Total Assets under Management (AUM) as at December 31, 2019, stood at Rs. 3.83 trillion (US\$ 54 bn)**
 - **Equity-oriented assets of HDFC MF as a proportion of total AUM was 46%**
- **India's largest mutual fund as at December 31, 2019 (Source: AMFI)**
 - **Overall market share: 14.3%**
 - **Market share of equity oriented funds: 15.8%**
- **Individual accounts of HDFC MF as at December 31, 2019**
 - **9.4 million live accounts**
 - **59.5% of total monthly average AUM of HDFC MF is contributed by individuals**
 - **Market share of 15.5% of individual monthly average AUM**
- **PAT for the nine months ended December 31, 2019 (as per Ind AS): Rs. 10.1 bn – an increase of 55% over the previous year**
- **Market capitalisation (December 31, 2019): ~US\$ 10 bn**

HDFC ERGO GENERAL INSURANCE COMPANY LTD.

- **HDFC holds 50.5% and ERGO holds 48.2% of the equity of HDFC ERGO**
- **Gross direct premium for the nine-months ended December 31, 2019 stood at: Rs. 69.5 bn compared to Rs. 65.4 bn in the previous year**
- **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 56% of the total business**
- **Market share of 8.8% (private sector) and 4.9% (overall) in terms of gross direct premium for the nine-months ended December 31, 2019 (Source: GI Council)**
- **As at December 31, 2019: Combined Ratio – 104.4%, Solvency Ratio – 181% (as against regulatory requirement of 150%)**
- **Profit After Tax for the nine months ended December 31, 2019 (Indian GAAP): Rs. 2.94 bn**

Acquisition of a Health Insurance Company

- **Immense potential in health insurance given the low penetration levels**
- **In January 2020, HDFC acquired 51.2% of the equity share capital of HDFC ERGO Health Insurance Limited (formerly Apollo Munich Health Insurance Company Limited) for a total consideration of Rs 14.96 bn.**
- **HDFC ERGO Health Insurance Limited (HDFC ERGO Health) is currently a subsidiary of HDFC. The company will subsequently be merged with HDFC ERGO General Insurance Company Limited (HDFC ERGO), subject to approval of the National Company Law Tribunal.**
 - **Share exchange ratio: for every 385 equity shares of Rs 10 each held in HDFC ERGO Health, 100 equity shares of Rs 10 each of HDFC ERGO would be allotted.**

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
 - 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
 - Some exits have been made and the Fund is in the process of exiting from the balance investments; 1.3X corpus has been returned to investors

- **HIREF International LLC II Pte Ltd.**
 - Fund corpus: US\$ 321 million
 - Final close in April 2015
 - International investors, 8 year close-ended fund

HDFC CAPITAL ADVISORS

- **HDFC Capital Affordable Real Estate Fund (HCARE)**
 - HCARE-1 was set up as a SEBI registered AIF in 2016 with a fund size of US\$ 450 mn
 - HCARE-2, set up in December 2017, achieved its final close in October 2018 with a fund size of US\$ 650 mn
 - HCARE 1 & 2 together create a US\$ 1.1 bn platform targeting affordable & 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 20 cities
 - Primary investors in HCARE 1 & 2 is a wholly owned subsidiary of Abu Dhabi Investment Authority (ADIA) along with the National Investment and Infrastructure Fund (NIIF) in HCARE-2
 - HDFC Capital Advisors is the investment manager for the funds and is one of the largest real estate fund managers in the country

HDFC CREDILA

- **HDFC holds 100% 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 December 31, 2019**
 - **Profit After Tax (as per Ind AS): Rs. 991.6 mn**
 - **Cumulative Disbursements: Rs. 100.4 bn**
 - **Loan book outstanding as at December 31, 2019: Rs. 57.9 bn – growth of 17% over previous year**
 - **44% of the loan book is collateralised**
 - **Average loan: Rs. 2.08 mn**
 - **Gross non-performing assets: 0.10%**

FINANCIALS

Consolidated

(Based on Indian Accounting Standards)

BALANCE SHEET (Consolidated)

	<u>Dec-19</u>	<u>Dec-18</u>	<u>Growth</u>
	(Rs in billion)	(Rs in billion)	(%)
Sources of Funds			
Shareholders' Funds	1,343.66	1,144.29	17%
Liabilities Pertaining to Insurance Business	1,514.02	1,278.68	
Loan Funds	4,008.69	3,772.59	6%
Current Liabilities & Provisions	208.22	165.39	
	<u>7,074.59</u>	<u>6,360.95</u>	11%
Application of Funds			
Loans	4,372.91	4,052.84	8%
Assets pertaining to Insurance Business	1,588.80	1,342.78	
Investments	913.49	823.54	
Current Assets, Advances & Fixed Assets	193.14	137.39	
Goodwill on Consolidation	6.25	4.40	
	<u>7,074.59</u>	<u>6,360.95</u>	11%

STATEMENT OF PROFIT AND LOSS – Apr-Dec FY20

	Apr-Dec-19 (Rs. in billion)	Apr-Dec-18 (Rs. in billion)	Growth (%)
Interest & Other Operating Income	409.99	367.56	12%
Income from Insurance Business	319.76	278.67	
Gain on Loss of Control of a subsidiary			
<i>Realised Gain</i>	14.74	-	
<i>Gain on fair valuation</i>	83.25	-	
Net gain on fair value change	13.92	17.05	
Profit on Sale of Investments & Properties	0.21	0.28	
Net gain on derecognition of assigned loans	7.30	7.94	
Other Income	2.47	2.27	
Total Income	851.64	673.77	26%
Finance Costs	243.20	218.71	11%
Expense from Insurance Business	339.87	292.02	
Non-Interest Expenses	51.01	49.81	
Impairment on financial instruments	46.42	6.30	
Total Expenses	680.50	566.84	20%
Share of profit of associates (equity method)	41.28	53.00	
Profit before tax	212.42	159.93	33%
Total tax expense	27.57	32.24	
Net Profit after tax	184.85	127.69	45%
Other Comprehensive Income	(2.57)	(0.50)	
Total Comprehensive Income	182.28	127.19	43%
Profit attributable to the Corporation	173.18	117.40	48%

CONSOLIDATED PROFIT AFTER TAX – Apr-Dec FY20 (As per Ind-AS)

	Apr-Dec 19	Apr-Dec 18	Growth
	(Rs in bn)	(Rs in bn)	
HDFC Profit After Tax	155.37	67.71	129%
HDFC Life	5.07	4.67	9%
HDFC Ergo	1.54	1.54	
HDFC Bank	38.96	35.01	11%
HDFC AMC	5.07	3.46	47%
HDFC Credila	0.91	0.68	34%
GRUH Finance	0.79	1.69	
Property Funds (incl GRIHA)	0.35	0.07	
HDFC Invt & HDFC Holdings	3.08	2.05	50%
HDFC Edu, Sales, Property Cos, Others	(0.06)	(0.05)	
Adjustments:			
Adjustment on account of dilution of stake in associates	2.19	17.99	
Fair Value Adjustment /Profit on Sale of GRUH	(27.42)	-	
Dividend & Other Adjustments	(12.67)	(17.42)	
Net Profit Attributable to the Corporation	173.18	117.40	48%

THE ESG WAY: ENCOMPASSING ALL STAKEHOLDERS

ENVIRONMENTAL	SOCIAL	GOVERNANCE
<ul style="list-style-type: none"> • MSCI ESG Ratings – HDFC ranks in the top quartile; environmental impact: minimal. • Long-term commitment to finance affordable housing based on impact assessments through environmental & social governance. • Financed projects that have secured green ratings from Indian Green Building Council, US Green Building Council, Leadership in Energy & Environment Design • Supporting programmes for environmental sustainability, recycling, conservation, animal & wildlife protection and the ecology • Employee sensitisation on environmental impact. 	<ul style="list-style-type: none"> • Shelter Assistance Reserve created in 1987: Set aside a portion of profits each year to support socially high impact projects • Cumulatively financed 7.5 million housing units • Focus on inclusion & diversity • First institution to have over 100,000 beneficiaries under the government’s Credit Linked Subsidy Scheme. • HDFC primarily implements its CSR initiatives through the H T Parekh Foundation, a charitable institution set up by HDFC. • HDFC through its CSR initiatives supports projects focused on education, healthcare and skilling & livelihood, amongst others. 	<ul style="list-style-type: none"> • Founding principles of kindness, fairness, efficiency & effectiveness • Felicitated under the ‘Leadership’ Category (the highest category) in the Corporate Governance Score Card, 2019 under a joint initiative by IFC-IIAS-BSE. • The score is on the basis of factors including treatment of shareholders, disclosures and transparency. • No promoter holding. • Well reputed, independent directors since inception. • Undertaken board refreshment.

ESG REPORTS

- Integrated Report
- Report of Directors on Corporate Governance
- Annual Report on Corporate Social Responsibility (CSR) Activities
- Business Responsibility Report

Reports available on the website

<https://www.hdfc.com/investor-relations#environmental-social-and-governance>

Thank You