

Ref. No.: SE/2021-22/294

February 9, 2022

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

National 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 virtual investor meeting as given below:

Date	Organised by	Type of Meeting/Event	Location
February 9, 2022	Antique Stock Broking Limited	Investor Conference "Build India, New India 2022"	Virtual Conference
February 9, 2022	Edelweiss Securities Limited	Investor Conference "Edelweiss India Conference 2022 – India 2025: The New Edge"	Virtual Conference

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**

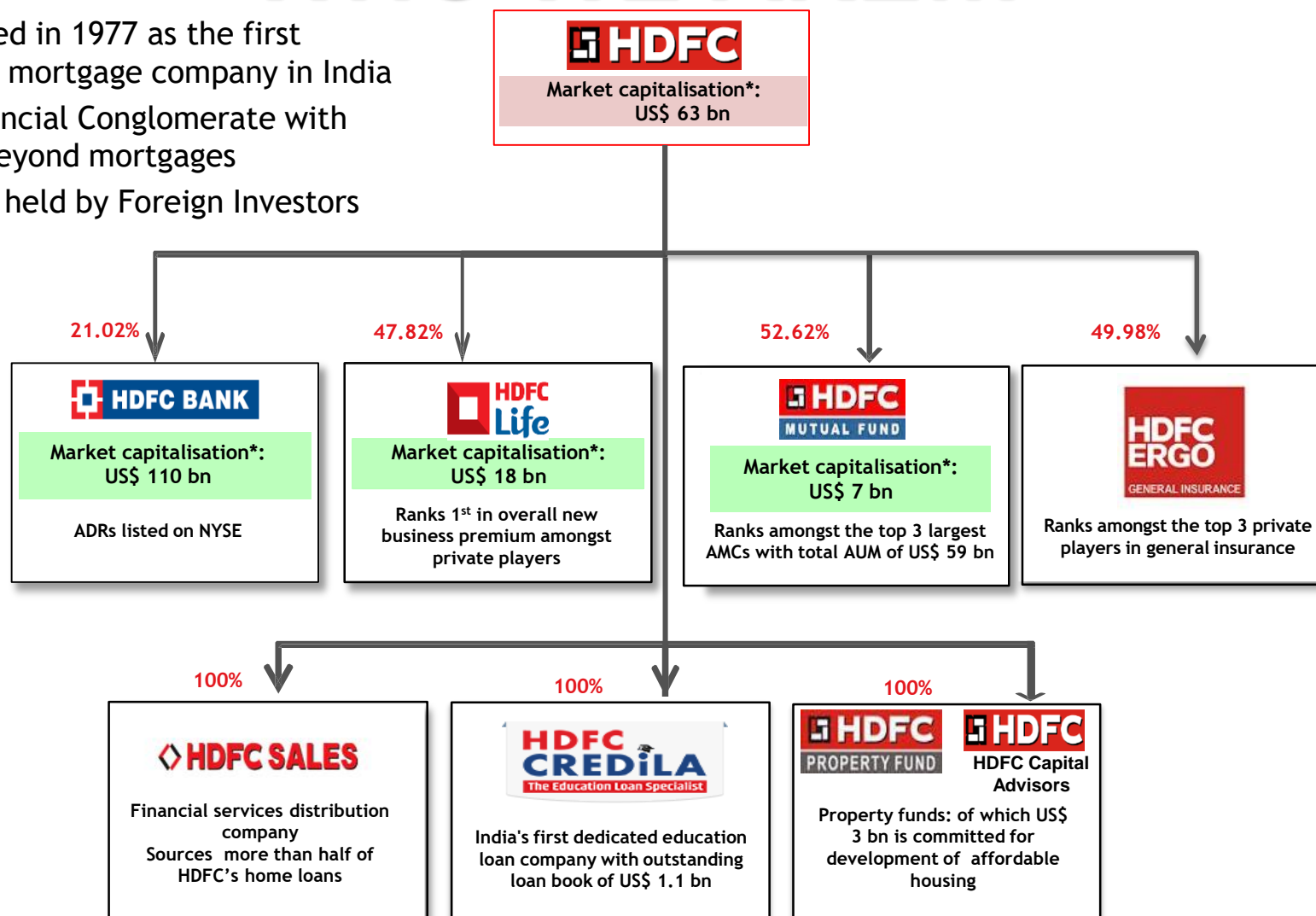
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HDFC SNAPSHOT

WHO WE ARE...

- Incorporated in 1977 as the first specialised mortgage company in India
- Now a Financial Conglomerate with interests beyond mortgages
- 72% shares held by Foreign Investors



*As at December 31, 2021

US\$ amounts converted based on exchange rate of US\$ 1 = Rs. 74.34

BUSINESS SUMMARY

- **Loans Outstanding (Gross loans)** : **Rs. 6,189.17 bn**
(As at December 31, 2021) : **US\$ 83.25 bn**
- **Individual Loans Originated CAGR (5 years)** : **16%**
- **Cumulative Housing Units Financed** : **9.0 million**
- **Cost to Income Ratio** : **8.1%**
(excluding notional cost of Employee Stock Option Scheme
& Corporate Social Responsibility Expenses)
- **Unaccounted gains on listed investments** : **Rs. 2,499.14 bn**
in subsidiary and associate companies : **US\$ 33.62 bn**
- **Consolidated Profit After Tax CAGR (5 years)** : **21%**

IMPACT OF COVID-19

- Q1 FY22 witnessed an eruption of a second wave of Covid-19 in India. Post that, there was a sharp recovery in business. In January 2022, the third wave of Covid-19 resulted in a rise in infections, but with considerable less severity and did not result in any material impact on business.
- The demand for housing continues to remain strong
 - During Apr-Dec FY22, individual loan approvals and disbursements grew by 45% and 48% respectively over the corresponding period in the previous year
- Scale up on all digital platforms for borrowers, depositors, channel partners and deposit agents, amongst others
 - 89% of new loan applications were received through the digital mode
 - 61% of retail deposits digitally on-boarded
- Total provisions carried as at December 31, 2021 stood at Rs 131.95 billion, compared to the regulatory requirement of Rs 74.50 billion. Covid-19 provisioning stood at Rs 11.87 billion
- Total loans restructured under the RBI's Resolution Framework - OTR 1.0 & 2.0, amounted to 1.3% of the loan book. 34% of the loans restructured is in respect of one account, where resolution is underway. In January 2022, post further recovery in this one account, the restructured book stands at 1.2% of the loan book.
- Total loans disbursed as at December 31, 2021 under the Emergency Credit Line Guarantee Scheme (ECLGS) stood at Rs 16.43 billion.

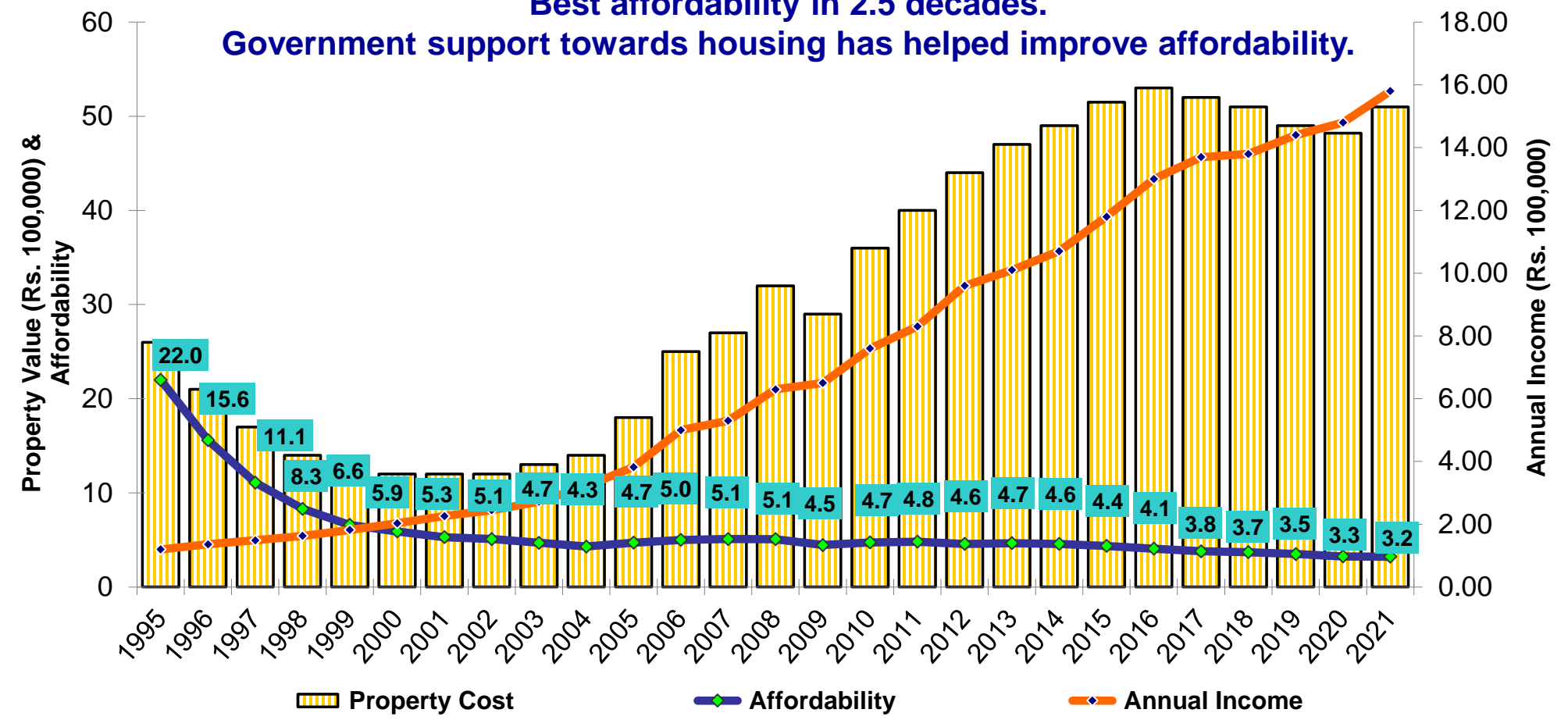
MORTGAGE MARKET IN INDIA

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 2.5 decades.
Government support towards housing has helped improve affordability.

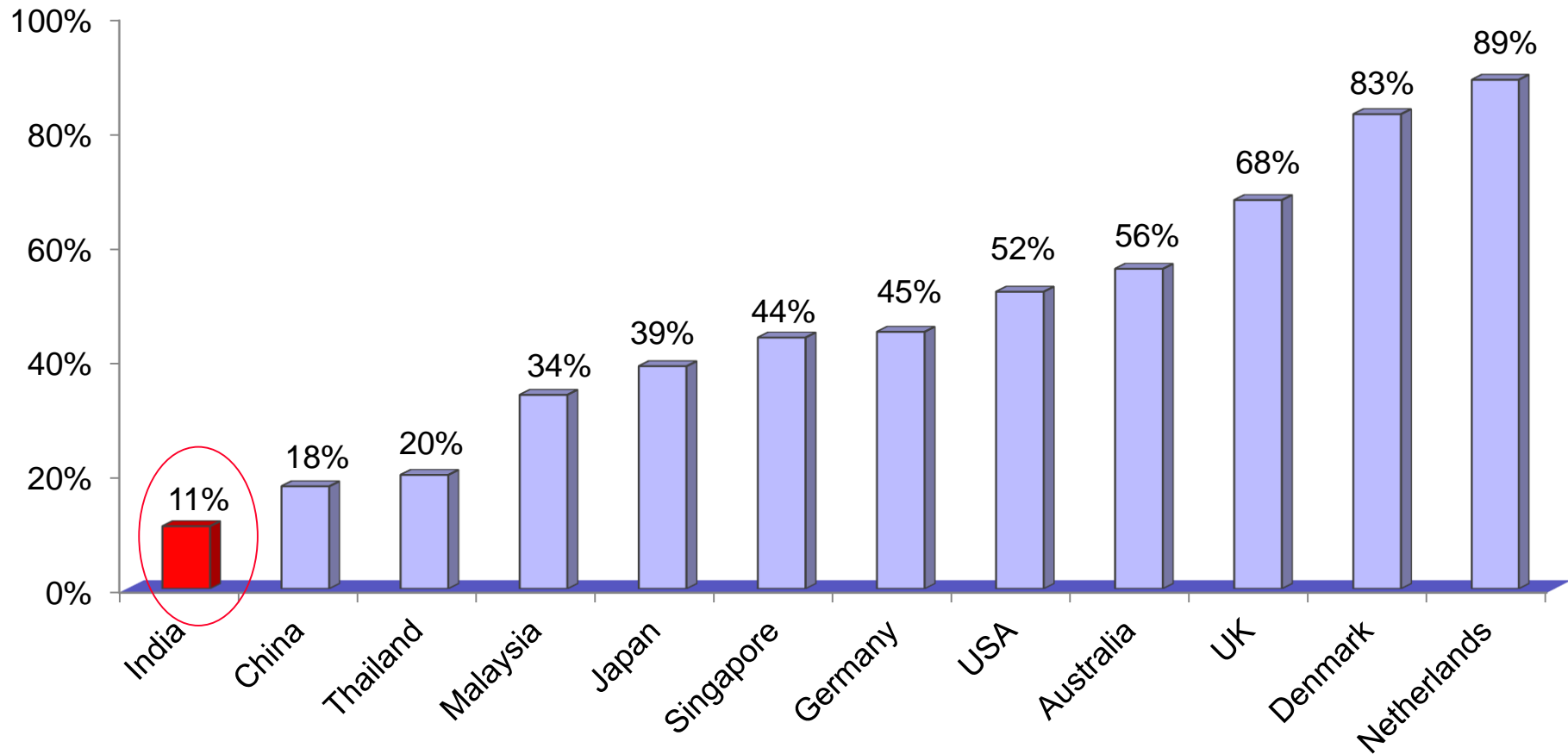


Representation of property price estimates

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.

Note: India's lower GDP resulted in an increase in the mortgage to GDP ratio.

GOVERNMENT/REGULATORY INITIATIVES

Government Incentives

- Tax incentives on interest and principal amount for home loan borrowers
- Increased budget allocations for housing for both, low and middle income groups

Liquidity Measures

- Liquidity schemes and special refinance facilities for Non-Banking Financial Companies - Housing Finance Companies

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 HAVE LOWERED THE EFFECTIVE RATES ON MORTGAGES

	FY 2021	FY 2002	FY 2000
Loan amount	3,230,000	3,230,000	3,230,000
Nominal Interest Rate(%)	6.70%	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	366,410	359,400	421,068
Interest component	216,410	347,225	427,975
Principal repaid	150,000	12,175	(6,907)
Tax amount saved	108,150	53,550	32,775
Effective interest paid on home loan	108,260	293,675	395,200
Effective interest on home loan	3.4%	9.1%	12.2%

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 lowest ever interest rates on home loans

OPERATIONAL & FINANCIAL HIGHLIGHTS: MORTGAGES

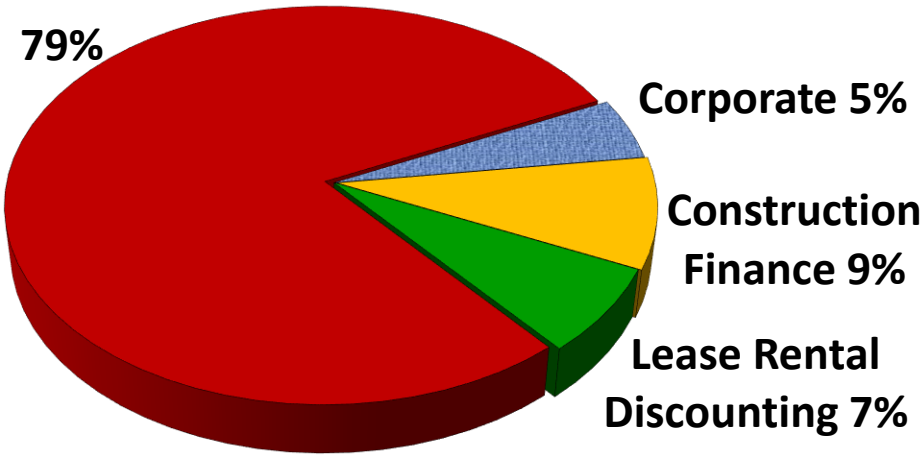
CORE BUSINESS – LENDING

(As at December 31, 2021: Gross Loans - US\$ 83.25 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 79%



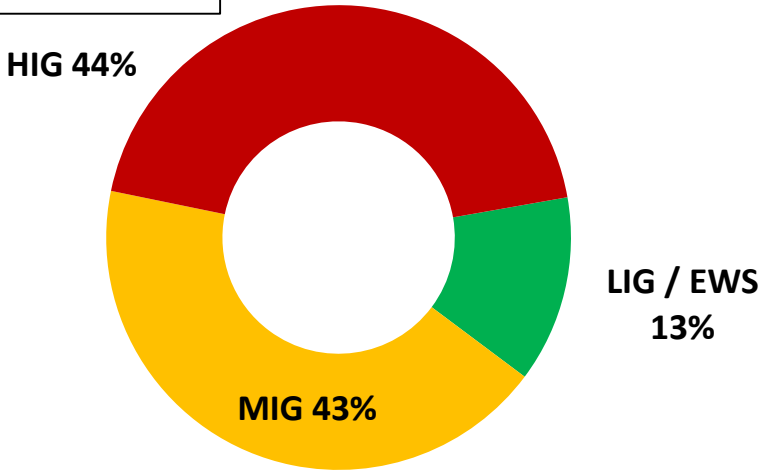
As at December 31, 2021	Loan Book Outstanding (After Sell Down)			Loan Book o/s Before Sell Down in last 12 months			Assets Under Management		
	Rs. bn	US\$ bn	% Growth	Rs. bn	US\$ bn	% Growth	Rs. bn	US\$ bn	% Growth
Individuals	4,084	55	16%	4,359	59	24%	4,881	65	16%
Non-Individuals	1,306	18	-1%	1,306	18	-1%	1,308	18	-1%
Total	5,390	73	11%	5,665	77	17%	6,189	83	12%

Individual loans sold (outstanding): Rs. 797.48 bn (US\$ 10.73 bn)

HOUSING ACROSS INCOME GROUPS

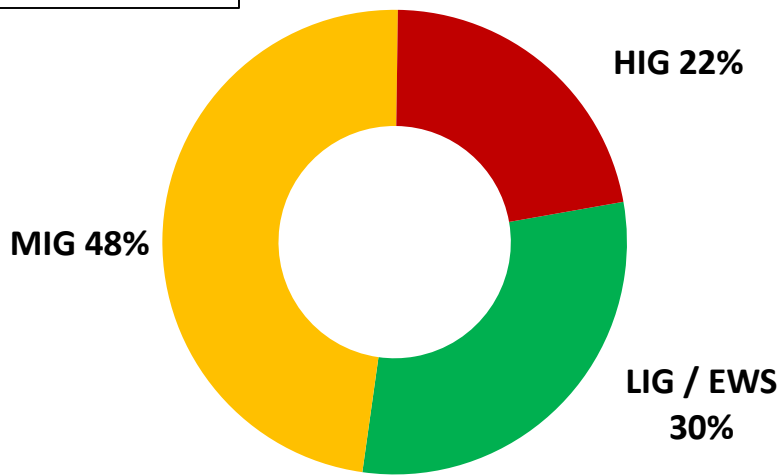
Housing Loan Approvals Based on Income Slabs Apr-Dec FY22

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.

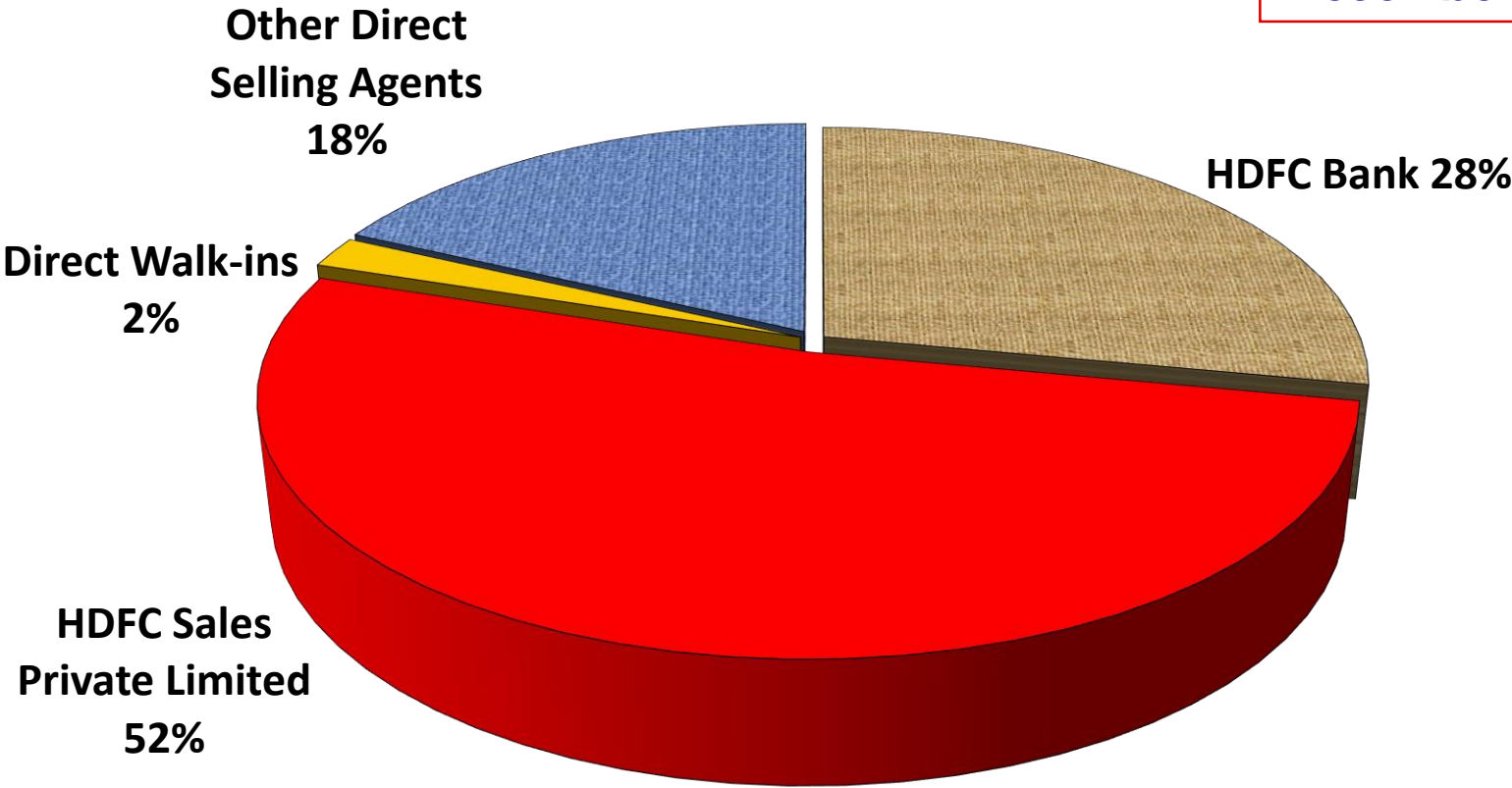
Housing Loans to EWS & LIG Segments

- 30% of home loan approvals in volume terms and 13% in value terms has been to the EWS & LIG segments
- Average home loan – EWS: Rs 1.11 mn, LIG: Rs 1.95 mn

Credit Linked Subsidy Scheme (CLSS): HDFC has the highest number of beneficiaries at over 270,000, with cumulative disbursements of Rs 459 bn and a subsidy amount of Rs 63 bn.

82% OF OUR MORTGAGES ARE SOURCED BY OURSELVES OR THROUGH OUR AFFILIATES

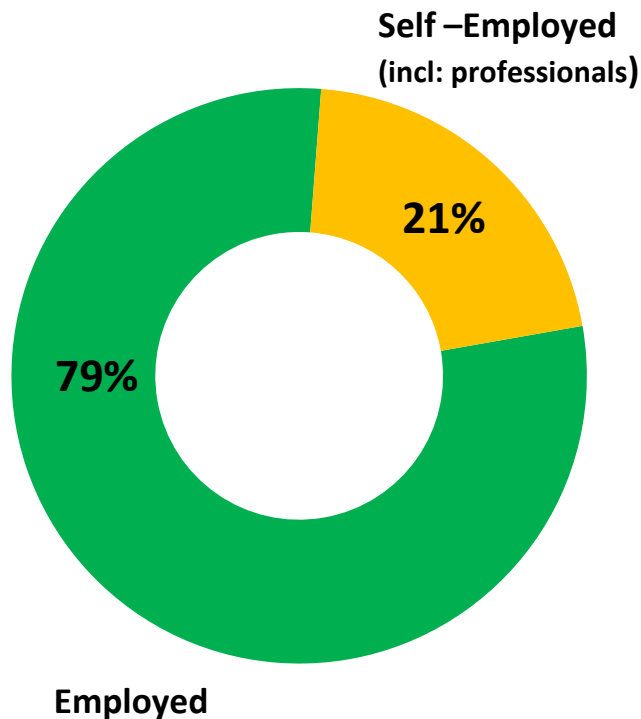
December 31, 2021



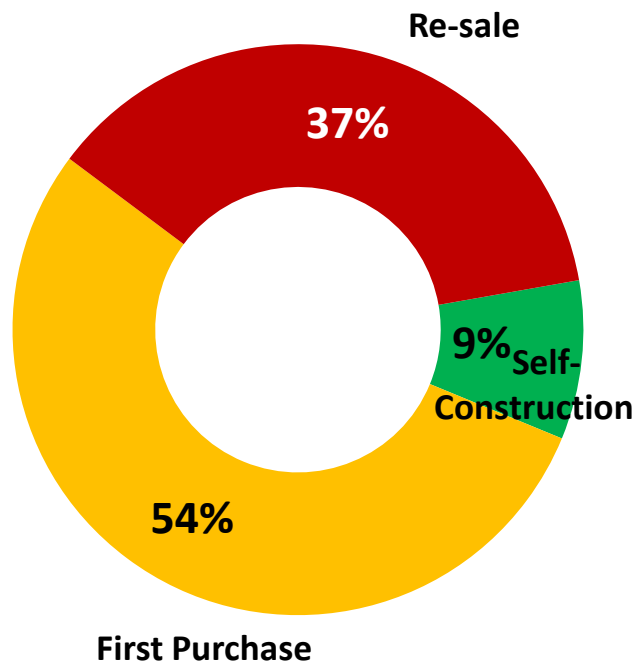
Deposit & loan products offered at several locations through outreach programmes.
Total number of offices: 651 which is inclusive of 206 outlets of HDFC Sales Limited

INDIVIDUAL LOANS Apr-Dec FY22 *

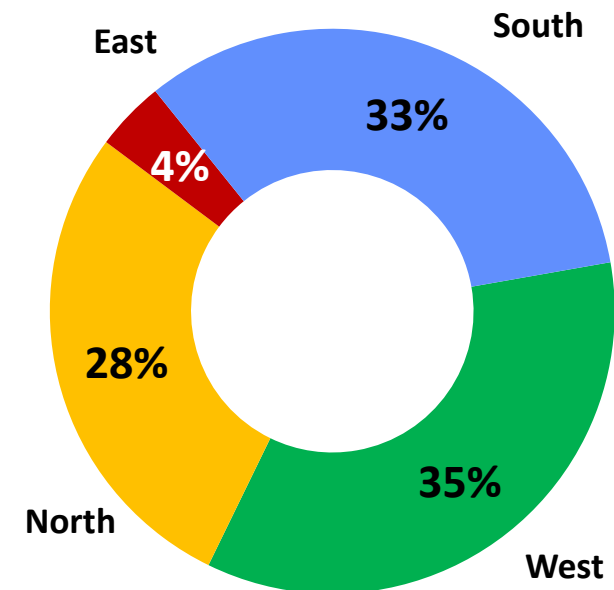
Employment



Acquisition Mode



Geographic Spread

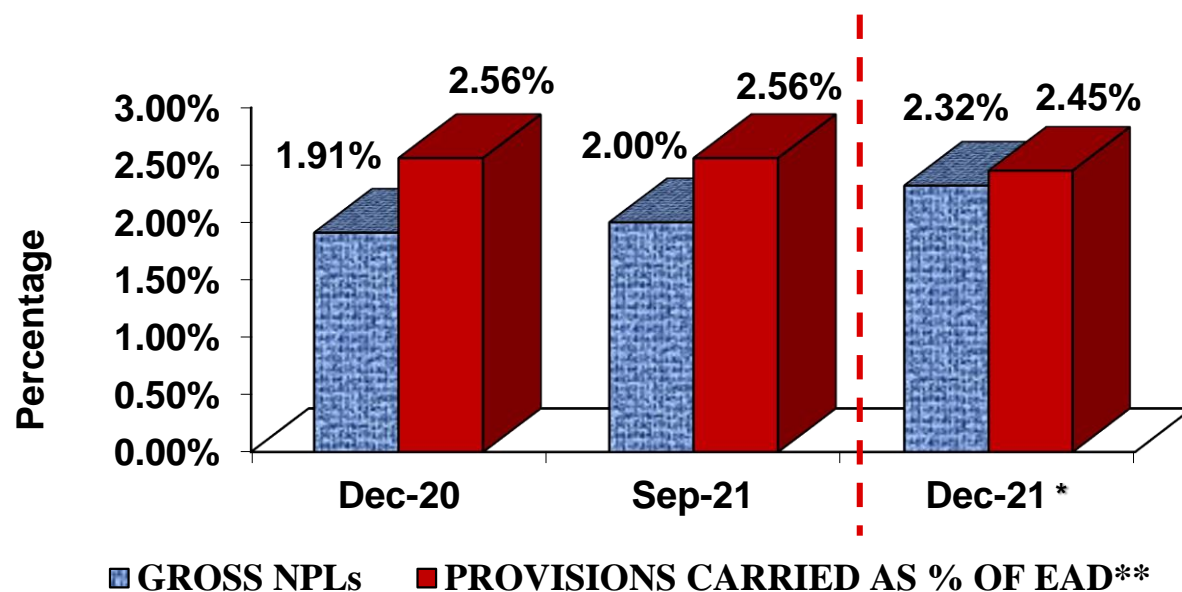


* Based on value of approvals

OUR CONSERVATIVE LOAN PROFILE UNDERLIES OUR HIGH CREDIT QUALITY

- **Average Loan Size** : Rs. 3.23 mn (~US\$ 43,500)
- **Average Loan to Value** : 69% (at origination)
- **Average Loan Term** : 11 years
- **Average Age** : 38 years
- **Primary Security** : Mortgage of property financed
- **Repayment Type** : Amortising

GROSS NON-PERFORMING LOANS (NPLs) & PROVISIONS CARRIED



As at December 31, 2021	
	(Rs. in bn)
NPLs (90 days):	124.19
Provisions Carried:	131.95
of which	
Covid-19 Provisioning:	11.87
Regulatory provision as per period of default & standard assets:	74.50

NPLs - Dec 31, 2021	More than 90 dpd	Less than 90 dpd but classified as NPL	Total
Individual Loans	1.14%	0.30*	1.44%
Non-Individual Loans	3.87%	1.17%	5.04%
Overall NPLs	1.81%	0.51%	2.32%

* Prior period NPLs are not comparable due to change in classification norms by the Reserve Bank of India in Nov-21

**EAD: Exposure at Default

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

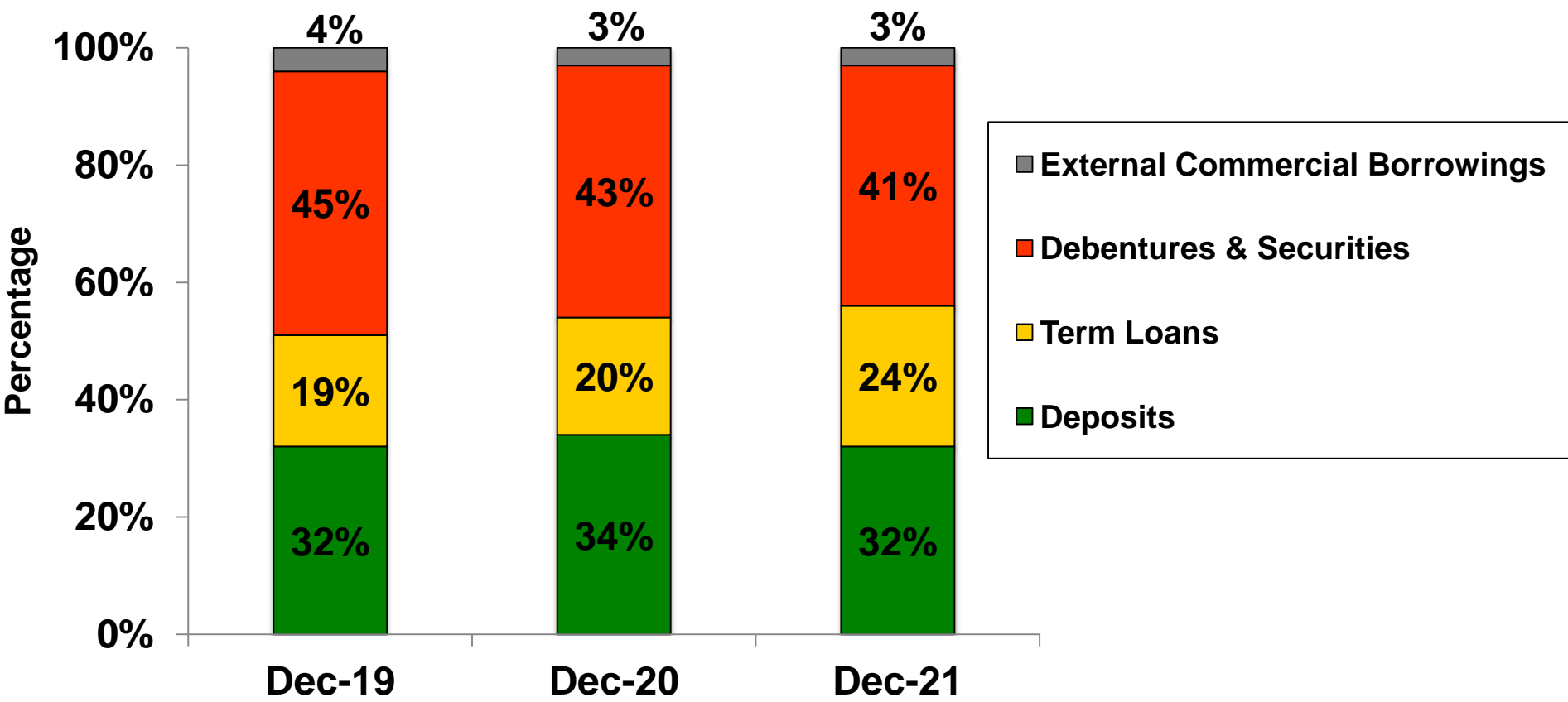
Rs bn

As per IndAS

Exposure at Default	Dec-21	Sep-21	Jun-21
Stage 1	92.1%	91.3%	90.8%
Stage 2	5.2%	6.2%	6.6%
Stage 3	2.7%	2.5%	2.6%
Coverage Ratio (ECL/EAD)			
Stage 1	0.27%	0.30%	0.24%
Stage 2	17.0%	15.0%	17.5%
Stage 3	49.0%	54.8%	48.3%
ECL/EAD	2.45%	2.56%	2.64%

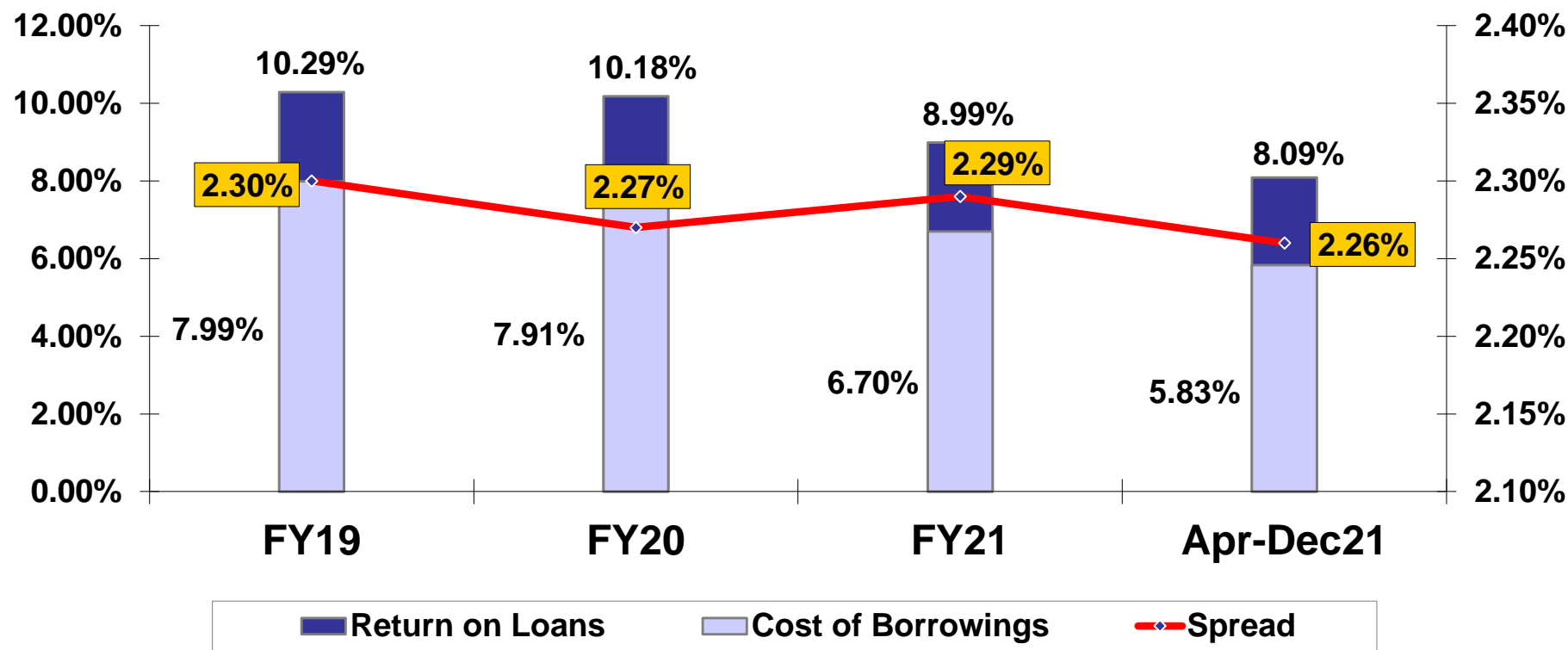
MULTIPLE SOURCES OF BORROWINGS

(As at December 31, 2021: Total Borrowings - US\$ 65.78 bn)



Total Borrowings: Rs 4,890.02 bn (US\$ 65.78 bn)

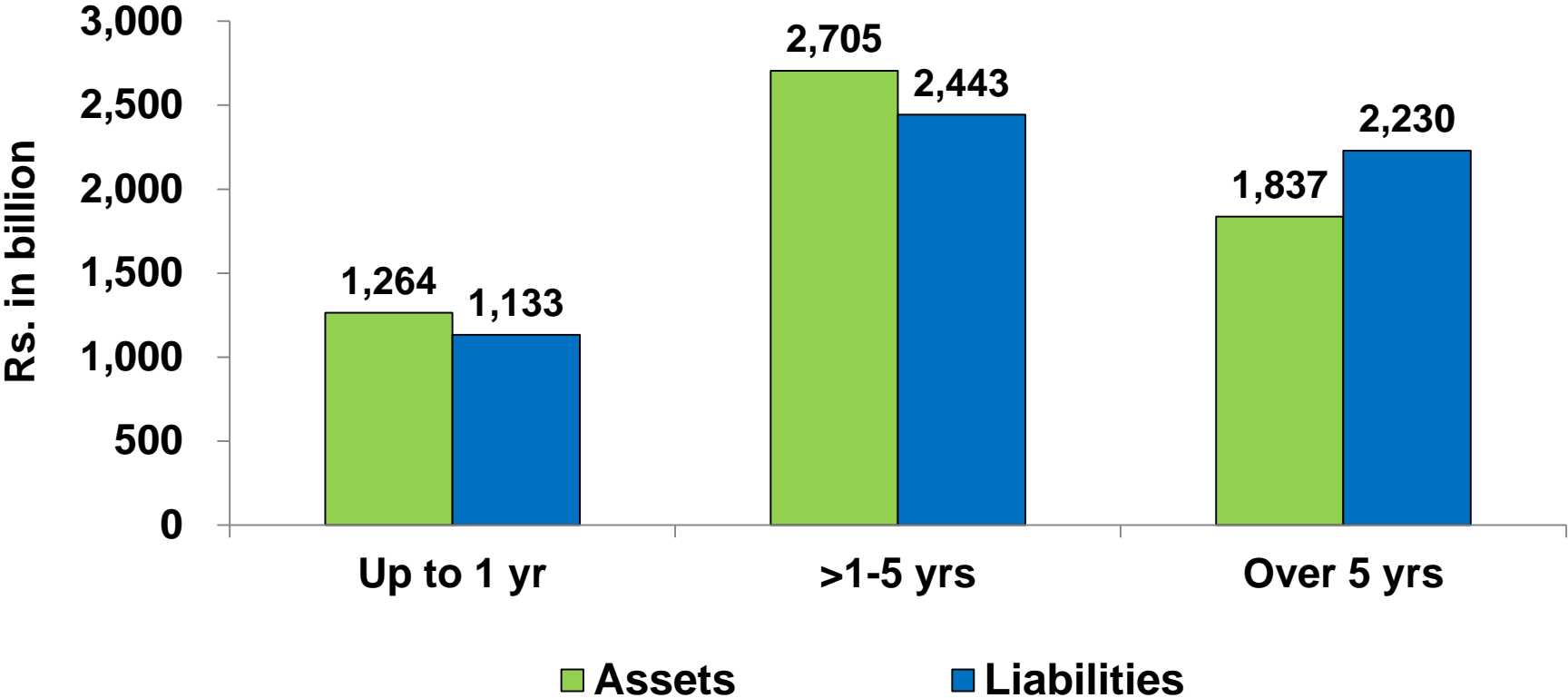
LOAN SPREADS



	Apr-Dec21
Spread earned on:	
Individual Loans	1.93%
Non-individual Loans	3.25%
Loan Book	2.26%

MATURITY PROFILE

(As at March 31, 2021)



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

PRODUCTIVITY RATIOS

	FY21	FY20
Number of employees	3,226	3,095
Number of outlets	390	379
Profit per employee (US\$ '000)*	468	407
Assets per employee (US\$ mn)	23.2	22.1
Admin costs/assets (%)^	0.21	0.24
Cost income ratio (%)^	7.7	9.0

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

^Excluding notional cost of ESOS and CSR expenses

KEY FINANCIAL METRICS

	FY21	FY20
Net Interest Margin(%)	3.5	3.4
Pre Tax RoAA (%)^	2.6	2.5
Post Tax RoAA (%)^	2.1	2.0
Return on Tier 1 Capital (%)^	14.8	14.8
Capital Adequacy (%)#	22.4	17.6
Of which Tier I (%)#	21.7	16.5
Tier II (%)#	0.7	1.1

^Adjusted for profit on sale of investments of strategic investments

**In FY20, GRUH Finance merged with Bandhan Bank. As per IndAS, the Corporation had on derecognition of the investment in GRUH, recorded a fair value gain of Rs 90.20 billion through the Statement of Profit and Loss of FY20.*

#As at December 31, 2021

VALUATION & SHAREHOLDING

VALUATION – METHOD 1

- Number of shares outstanding: 1.81 billion
- Share Price (CMP as at December 31, 2021): Rs. 2,587
- Market Capitalisation: Rs. 4,685 billion (~US\$ 63 bn)

	Rs bn	US\$ bn
Net Worth	1,154	15.5
<i>Add:</i> Unaccounted gains on strategic listed investments	2,499	33.6
<i>Add:</i> Unaccounted gains on unlisted investments	212	2.9
Adjusted Networkth	3,865	52.0
Market Capitalisation	4,685	63.0
Adjusted Price to Book Ratio	1.2	1.2

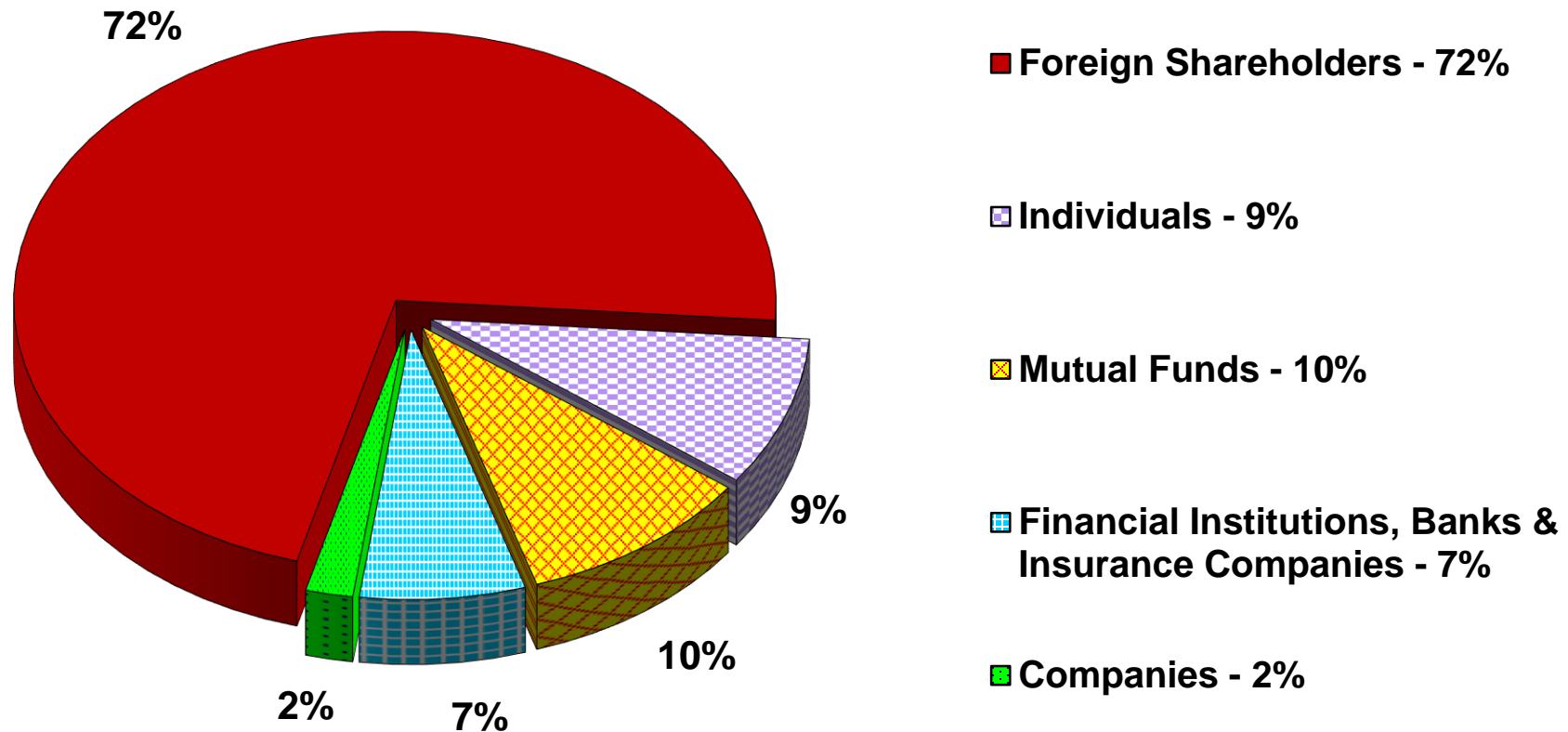
VALUATION – METHOD 2

- Number of shares outstanding: 1.81 billion
- Share Price (CMP as at December 31, 2021): Rs. 2,587
- Market Capitalisation: Rs. 4,685 billion (~US\$ 63 bn)

Valuation	Rs bn	US\$ bn
Market Capitalisation	4,685	63.0
<i>Less: Unaccounted gains on strategic listed investments</i>	2,499	33.6
<i>Less: Unaccounted gains on unlisted investments</i>	212	2.9
Adjusted Market Capitalisation	1,974	26.6
Net Worth (adjusted for dividend)	1,154	15.5
Adjusted Price to Book Ratio	1.7	1.7

SHAREHOLDING PATTERN

As at December 31, 2021



FINANCIALS

Standalone

(Based on Indian Accounting Standards)

BALANCE SHEET

	<u>Dec-21</u>	<u>Dec-20</u>	<u>Growth</u>
	(Rs in billion)	(Rs in billion)	(%)
Sources of Funds			
Shareholders' Funds	1,154.00	1,060.80	
Borrowings	4,890.02	4,339.17	13%
Current Liabilities & Provisions	190.18	205.09	
	6,234.20	5,605.06	11%
Application of Funds			
Loans (before provisions) ^	5,389.94	4,839.19	11%
Investments	817.64	716.86	14%
Current/ Fixed Assets	26.62	49.01	
	6,234.20	5,605.06	11%

^Net of loans sold during the preceding 12 months amounting to Rs 275.91 billion of individual loans. If these loans were included, the growth in loans would have been 17%.

STATEMENT OF PROFIT AND LOSS – Apr-Dec FY22

	<u>Apr-Dec-21</u>	<u>Apr-Dec-20</u>	<u>Growth</u>
	(Rs in billion)	(Rs in billion)	(%)
Interest	324.87	329.92	-2%
Interest Expenses	199.68	220.49	-9%
Net Interest Income	125.19	109.43	14%
Add: Net gain on derecognition of assigned loans	6.20	7.53	
Add: Other Operating Income	2.32	1.97	
Net Operating Income	133.71	118.93	12%
Less: Non Interest Expenses	10.87	9.63	13%
Less: Amortisation of ESOS and CSR Expenses	4.72	3.37	
Add: Other Income	0.25	0.16	
Profit Before Sale of Investments, Dividend, Fair Value Changes and ECL	118.37	106.09	12%
Add: Net gain/(loss) on Fair Value Changes	6.72	4.90	
Add: Dividend	13.83	6.23	
Add: Profit on Sale of Investments	2.63	13.98	
Less: Expected Credit Loss (ECL)	15.31	22.29	
Profit Before Tax	126.24	108.91	16%
Provision for Tax	25.82	20.44	
Profit After Tax	100.42	88.47	14%
<i>Effective tax rate (%)</i>	<i>20.5%</i>	<i>18.8%</i>	

STATEMENT OF PROFIT AND LOSS – Q3FY22

	Oct-Dec 21 (Rs in billion)	Oct-Dec 20 (Rs in billion)	Growth (%)
Interest Income	111.57	108.38	3%
Interest Expenses	68.73	68.33	1%
Net Interest Income	42.84	40.05	7%
Add: Net gain on derecognition of assigned loans	2.24	4.10	
Add: Other Operating Income	0.83	0.70	
Net Operating Income	45.91	44.85	2%
Less: Non Interest Expenses	3.69	3.32	
Less: Amortisation of ESOS and CSR Expenses	1.08	2.04	
Add: Other Income	0.09	0.09	
Profit Before Sale of Investments, Dividend, Fair Value Changes and ECL	41.23	39.58	4%
Add: Net gain/(loss) on Fair Value Changes	1.23	2.30	
Add: Dividend	1.95	0.02	
Add: Profit on Sale of Investments	-	1.57	
Less: Expected Credit Loss (ECL)	3.93	5.94	
Profit Before Tax	40.48	37.53	8%
Provision for Tax	7.87	8.27	
Profit After Tax	32.61	29.26	11%
Effective tax rate (%)	19.4%	22.0%	

KEY ASSOCIATES AND SUBSIDIARIES

HDFC BANK

- **21.02% owned by HDFC**
- **ADRs listed on NYSE**
- **5,779 banking outlets, 17,238 ATMs**
- **Key business areas**
 - Wholesale banking Retail banking Treasury operations
- **Financials (as per Indian GAAP) for the nine months ended December 31, 2021**
 - Advances as at December 31, 2021, stood at Rs. 12,609 bn – an increase of 17% over the previous year
 - Total deposits stood at Rs. 14,459 bn – an increase of 14% over the previous year
 - PAT (Indian GAAP): Rs. 269.06 bn – an increase of 17% 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, 2021): ~US\$ 110 bn**

HDFC LIFE INSURANCE COMPANY LIMITED (HDFC LIFE)

- **47.82% owned by HDFC**
- **With effective from January 2022, Exide Life Insurance Company (Exide Life) has become a wholly owned subsidiary of HDFC Life**
- **Total premium income for the nine months ended December 31, 2021 stood at Rs. 315.4 bn – growth of 23% over the previous year**
- **HDFC Life ranked 1st in terms of overall new business premium in private sector, with market share at 21.7%.**
 - **During the nine months ended December 31, 2021, the new business premium grew 26%.**
 - **New Business Margin for the nine months ended December 31, 2021: 26.5% (PY: 25.6%)**
 - **Indian Embedded Value stood at Rs. 295 bn as at December 31, 2021 (PY: Rs. 251 bn)**
 - **Assets Under Management as at December 31, 2021 stood at Rs. 1.9 trillion, an increase of 18% over PY**
 - **Solvency Ratio as at December 31, 2021 – 190% (regulatory requirement: 150%)**
 - **PAT for the nine months ended December 31, 2021 (Indian GAAP): Rs. 8.50 bn (PAT impacted due to elevated claims during the pandemic and reserving for excess mortality)**
 - **Product mix - Unit Linked: 26%, Non-Par Savings: 33%, Annuity: 5%, Non-Par Protection: 6%, Par: 30%**
- **Market capitalisation (December 31, 2021): ~US\$ 18 bn**

HDFC ASSET MANAGEMENT

- **52.62% owned by HDFC and Abrdn Investment Management holds 16.22% of the equity of HDFC Asset Management**
- **Total Assets under Management as at December 31, 2021, stood at Rs. 4.37 trillion (US\$ 59 bn), with an overall market share of 12.1%**
- **Amongst India's largest actively managed equity mutual fund, with a market share of 11.4% as on December 31, 2021**
 - **Equity-oriented assets of HDFC MF as a proportion of total AUM was 47%**
- **Individual accounts of HDFC MF as at December 31, 2021**
 - **9.6 million live accounts**
 - **59% of total monthly average AUM is contributed by individuals**
 - **Market share of 12.6% of individual monthly average AUM**
- **PAT for the nine months ended December 31, 2021 (as per Ind AS): Rs. 10.5 bn**
- **Market capitalisation (December 31, 2021): ~US\$ 7 bn**

HDFC ERGO GENERAL INSURANCE COMPANY LTD.

- **HDFC holds 49.98% and ERGO International AG holds 41.79% and Munich Health Holding AG holds 7.20% of the equity of HDFC ERGO General Insurance Company Limited (HDFC ERGO)**
- **During the year, the Corporation's board approved the sale of 4.99% stake in HDFC ERGO to HDFC Bank. subject to the receipt of requisite regulatory approvals.**
- **Gross direct premium for the nine months ended December 31, 2021 stood at Rs. 95.5 bn (PY: Rs 87.5 bn)**
- **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 rural segment**
 - **Retail accounts for 60% of the total business**
- **Market share of 10.2% (private sector) and 5.9% (overall) in terms of gross direct premium for the nine months ended December 31, 2021 (Source: GI Council)**
- **As at December 31, 2021:Solvency Ratio – 170% (as against regulatory requirement of 150%)**
- **Profit after tax for the nine months ended December 31, 2021: Rs 3.23 bn (impacted due to higher COVID-19 losses)**

HDFC PROPERTY FUND

- **HDFC Capital Affordable Real Estate Fund (HCARE)**
 - Set up as a SEBI registered AIF in 2016
 - Objective: To provide long-term flexible funding across the lifecycle of affordable and mid-income housing projects, including early-stage funding. The HCARE platform will also invest in technology companies engaged in the affordable housing ecosystem.
 - HCARE 1 & 2 is a US\$ 1.1 bn platform targeting affordable & mid-income residential projects
 - In January 2022, HCARE achieved the initial closure of HCARE 3. Investors have committed US\$ 1.22 bn to HCARE 3, focused on affordable and mid-income residential projects. Combined with potential re-investments, the total fund corpus will increase to an estimated US\$ 1.88 bn.
 - HCARE 3 combined with HCARE 1 & 2 will create a US\$ 3 bn funding platform, focused on the development of affordable housing
 - Primary investors in HCARE 1, 2 & 3 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, 2021**
 - **Profit After Tax (as per Ind AS): Rs. 1.44 bn – 30% growth**
 - **Cumulative loans disbursed: Rs. 153 bn**
 - **Loan book outstanding: Rs. 81 bn**
 - **36% of the loan book is collateralised**
 - **Gross non-performing assets: 0.27%**

FINANCIALS

Consolidated

(Based on Indian Accounting Standards)

BALANCE SHEET (Consolidated)

	Dec-21	Dec-20	Growth
	(Rs in billion)	(Rs in billion)	(%)
Sources of Funds			
Shareholders' Funds	1,789.41	1,613.89	11%
Liabilities Pertaining to Insurance Business	2,154.39	1,885.29	
Loan Funds	4,963.11	4,397.21	
Current Liabilities & Provisions	237.23	243.00	
	<u>9,144.14</u>	<u>8,139.39</u>	12%
Application of Funds			
Loans	5,333.09	4,771.55	12%
Assets pertaining to Insurance Business	2,291.90	2,010.76	
Investments	1,301.90	1,118.23	
Current Assets, Advances & Fixed Assets	201.24	222.84	
Goodwill on Consolidation	16.01	16.01	
	<u>9,144.14</u>	<u>8,139.39</u>	12%

STATEMENT OF PROFIT AND LOSS – Apr-Dec FY22

	Rs. billion		
	Apr-Dec-21	Apr-Dec-20	Growth
Interest & Other Operating Income	356.05	357.51	
Income from Insurance Business	633.28	654.84	
Profit on Sale of Investment & Investment Properties	0.67	-	
Net gain on fair value changes	12.81	13.50	
Income on derecognised (assigned) loans	5.98	7.10	
Other Income	0.29	0.22	
Total Income	1,009.08	1,033.17	-2%
Finance costs	203.05	224.15	
Expenses from Insurance Business	625.99	638.65	
Non-Interest Expenses	26.95	21.98	
Impairment on financial instruments	16.35	23.09	
Total Expenses	872.35	907.87	-4%
Share of profit of associates (equity method)	65.22	50.03	
Profit before tax	201.95	175.33	15%
Total tax expense	30.45	27.15	
Net Profit After Tax	171.50	148.18	16%
Profit Attributable to the Corporation	161.36	133.90	21%

CONSOLIDATED PROFIT AFTER TAX – Apr-Dec FY22

(As per Ind-AS)

	Apr-Dec 21	Apr-Dec 20	Growth
	(Rs in Bn)	(Rs in Bn)	
HDFC Profit After Tax	100.42	88.47	14%
HDFC Life	3.76	7.10	
HDFC Ergo	1.72	2.90	
HDFC Bank	61.46	48.52	
HDFC AMC	5.52	5.32	
HDFC Credila	1.44	1.11	
Other Companies	2.30	(1.12)	
Adjustments:			
Profit on Sale of Investments	(1.42)	(13.76)	
Adjustment on account of dilution of stake in associates	3.76	1.63	
Dividend & Other Adjustments	(17.60)	(6.27)	
Net Profit Attributable to the Corporation	161.36	133.90	21%

ESG & OTHER INITIATIVES

THE ESG WAY: ENCOMPASSING ALL STAKEHOLDERS

ENVIRONMENTAL	SOCIAL	GOVERNANCE
<ul style="list-style-type: none"> • ESG Ratings: HDFC's environmental impact is minimal/low risk • Long-term commitment to finance affordable & green housing • Focus on responsible lending • 2/3rd of the lease rental discounting portfolio is certified as green by Indian Green Building Council or the Leadership in Energy and Environmental Design • Supporting programmes for environmental sustainability, recycling, conservation, animal & wildlife protection and the ecology • Employee sensitisation on environmental impact; initiatives to facilitate carbon offsets • Recycling efforts at HDFC – paper, plastic, wet waste, e-waste • Launched green deposits for retail depositors in Aug 21 	<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 9.0 million housing units • Focus on inclusion & diversity; employee engagement / training; • First institution to have over 0.27 mn 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 • CSR focus areas: COVID-19 relief, healthcare, education, skilling & livelihoods, environmental sustainability 	<ul style="list-style-type: none"> • Founding principles of kindness, fairness, efficiency & effectiveness • Recent Awards <ul style="list-style-type: none"> Best Integrated Report 2020 by Asian Centre for Corporate Governance & Sustainability 'Leadership in Employee Development' by ESGRisk.ai, India's 1st ESG rating company 'Company of the Year' at The Economic Times Awards for Corporate Excellence 2020 Golden Peacock Award for Excellence in Corporate Governance 2020 Felicited under the 'Leadership' category in the Corporate Governance Score Card, 2020 under a joint initiative by IFC-IIAS-BSE • No promoter holding • Well reputed, independent directors since inception; core competencies directly linked to the strategy of HDFC

ESG REPORTS

- **Report of Directors on Corporate Governance**
- **Annual Report on Corporate Social Responsibility (CSR) Activities**
- **Business Responsibility Report**
- **Business Responsibility and Sustainability Report - prescribed by SEBI in May21, voluntary for the top 1,000 companies by market cap for FY22, and mandatory from FY23 onwards. HDFC has voluntarily adopted this format in FY21 itself.**
- **Integrated Report**
- **HDFC COVID-19 Relief Response: Impact Assessment Report**
- **COVID Relief – 2nd Wave**
- **Social Initiatives Report**
- **Independent Review of HDFC's Sustainability Initiatives**

Reports are available on the website:

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

IT & DIGITALISATION INITIATIVES

- **Board level Information Technology Committee – comprising two independent directors, a whole-time director and members of senior management.**
- **Information Security and Steering Committee monitors the progress of information security and cyber security.**
- **Emphasis on regulation and compliance with respect to consent management, data protection & privacy.**
- **Online portals for home loan customers, depositors, channel partners and deposit agents - growing trend of digital on-boarding of customers.**
- **HDFC’s website in six vernacular languages to serve the needs of customers in Tier II and Tier-III cities and rural areas.**
- **Advanced conversational chatbot with Natural Language Processing (NLP) and Machine Learning (ML) technology.**
- **Using digital and social media marketing strategies and tools to reach out customers.**
- **Lifecycle management programme for upselling and cross-selling products to HDFC's existing customers using advanced predictive analytical tools.**

Thank You