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DHFL/CSD/2017-18/ 931

Date: 10 November 2017

|   |  |
|---|--|
| The Manager<br>Listing Department<br>Bombay Stock Exchange Ltd.,<br>Phiroze Jeejeebhoy Towers,<br>Dalal Street, Fort, Mumbai- 400 001<br>Fax no. 2272 2082 / 3132/ 3121 | The Manager<br>Listing Department<br>National Stock Exchange of India Limited,<br>'Exchange Plaza', C-1, Block G,<br>Bandra- Kurla Complex, Bandra (East),<br>Mumbai- 400 051. |
| <b>Scrip Code : 511072</b>  | <b>Scrip Code : DHFL</b>   |

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 Dewan Housing Finance Corporation Limited (DHFL) has participated in the ICICI Securities India Financials Conference in Mumbai on 10 November 2017.


A copy of the investor presentation is enclosed and is also placed on the Company's website.

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

Thanking you,

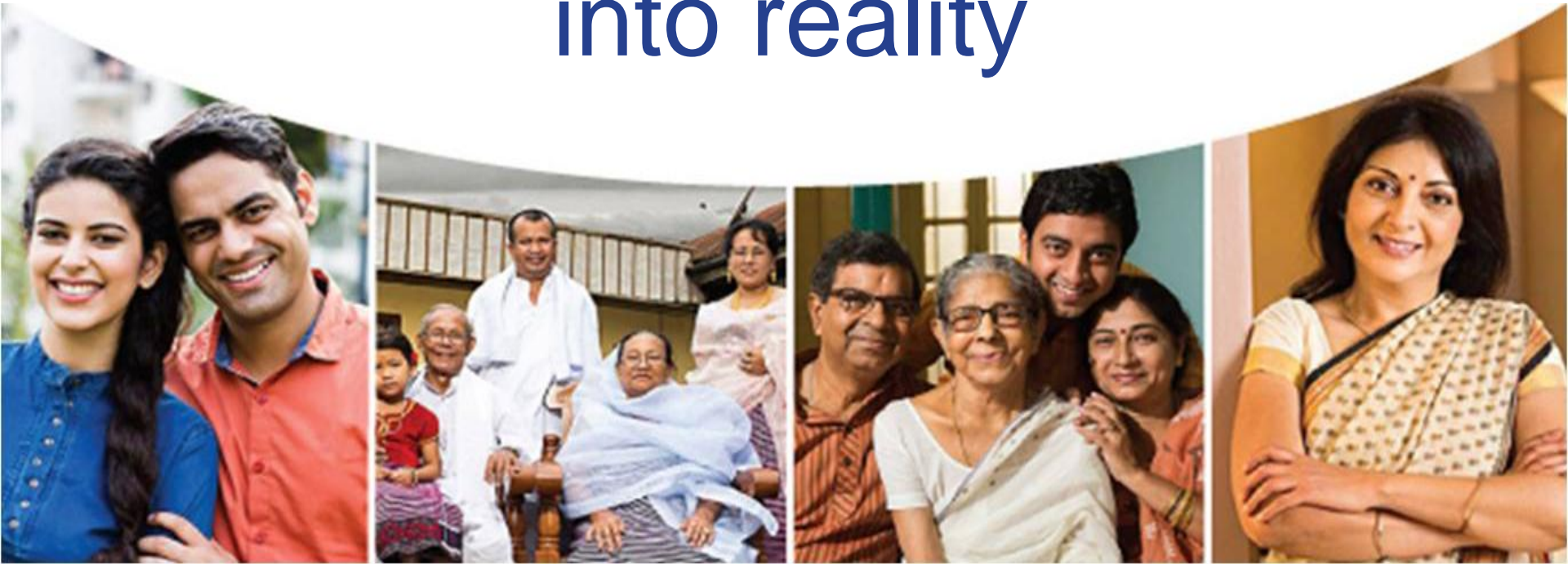
Yours sincerely,  
for Dewan Housing Finance Corporation Limited

Niti Arya  
Company Secretary  
FCS : 5586





# Turning dreams into reality



October 2017

“

I want  
every Indian  
to own a home  
of his own

Late Shri Rajesh Kumar Wadhawan  
*Founder Chairman*  
(1949-2000)

”



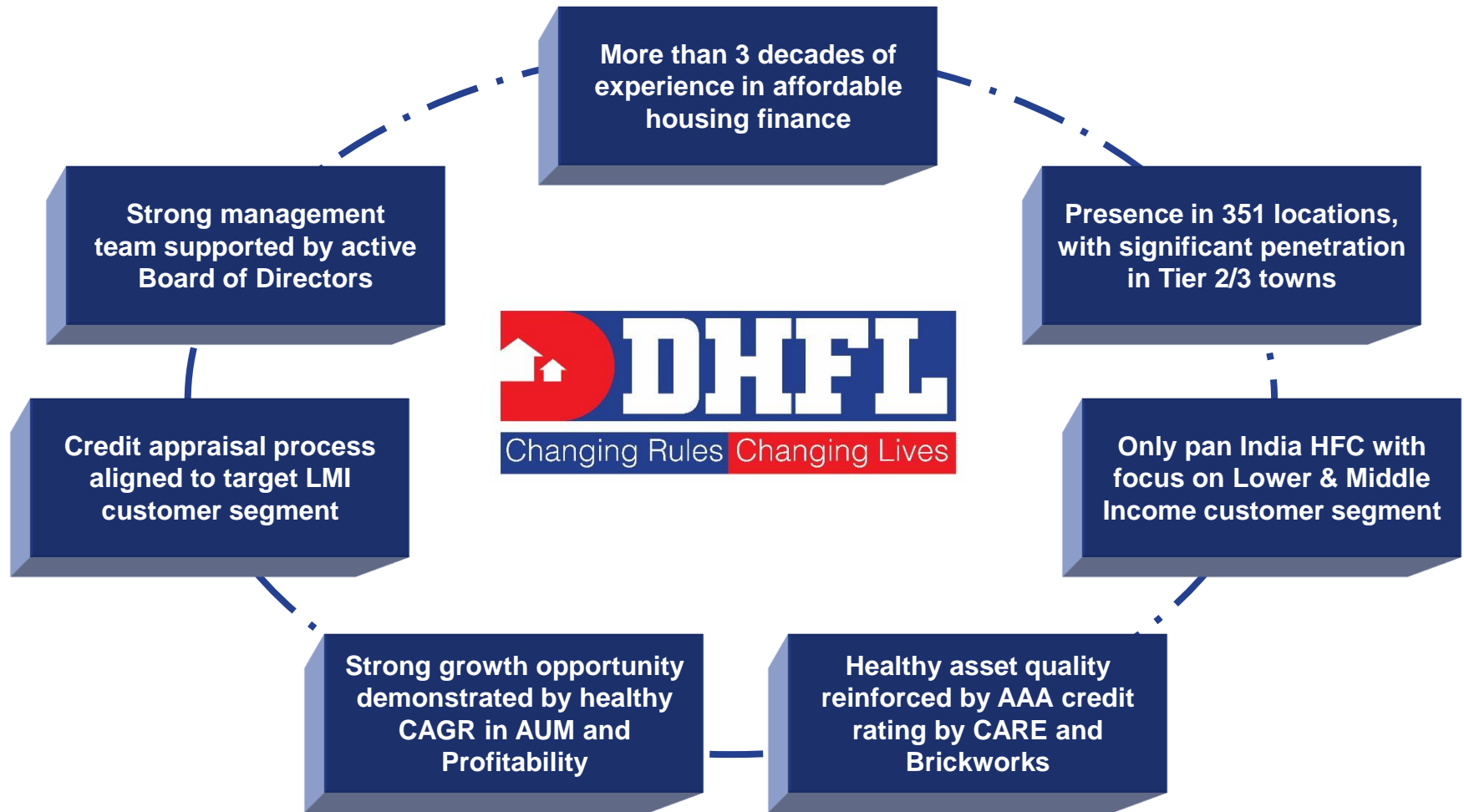
***Our vision is to transform the lives of Indian households  
by enabling access to home ownership.***

# Section 1

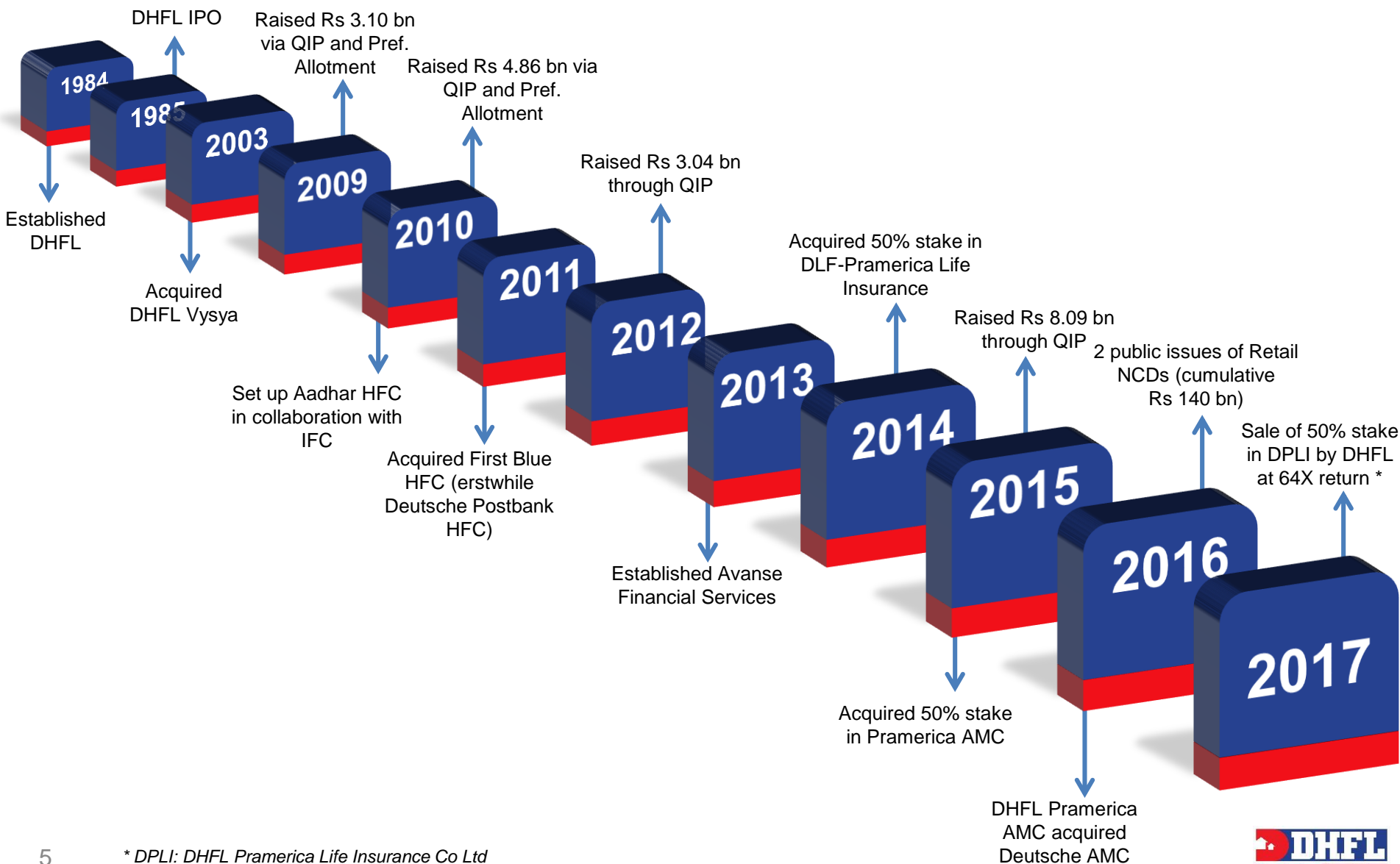
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## About the Company

# Overview



# Key Milestones in the Group Journey



# Financial Services Businesses of the Wadhawan Group

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**Wadhawan Global Capital (WGC) formed in May 2014 to create a holding company for all the financial services businesses of the Wadhawan Group - DHFL is the flagship company where WGC owns 37.33%**

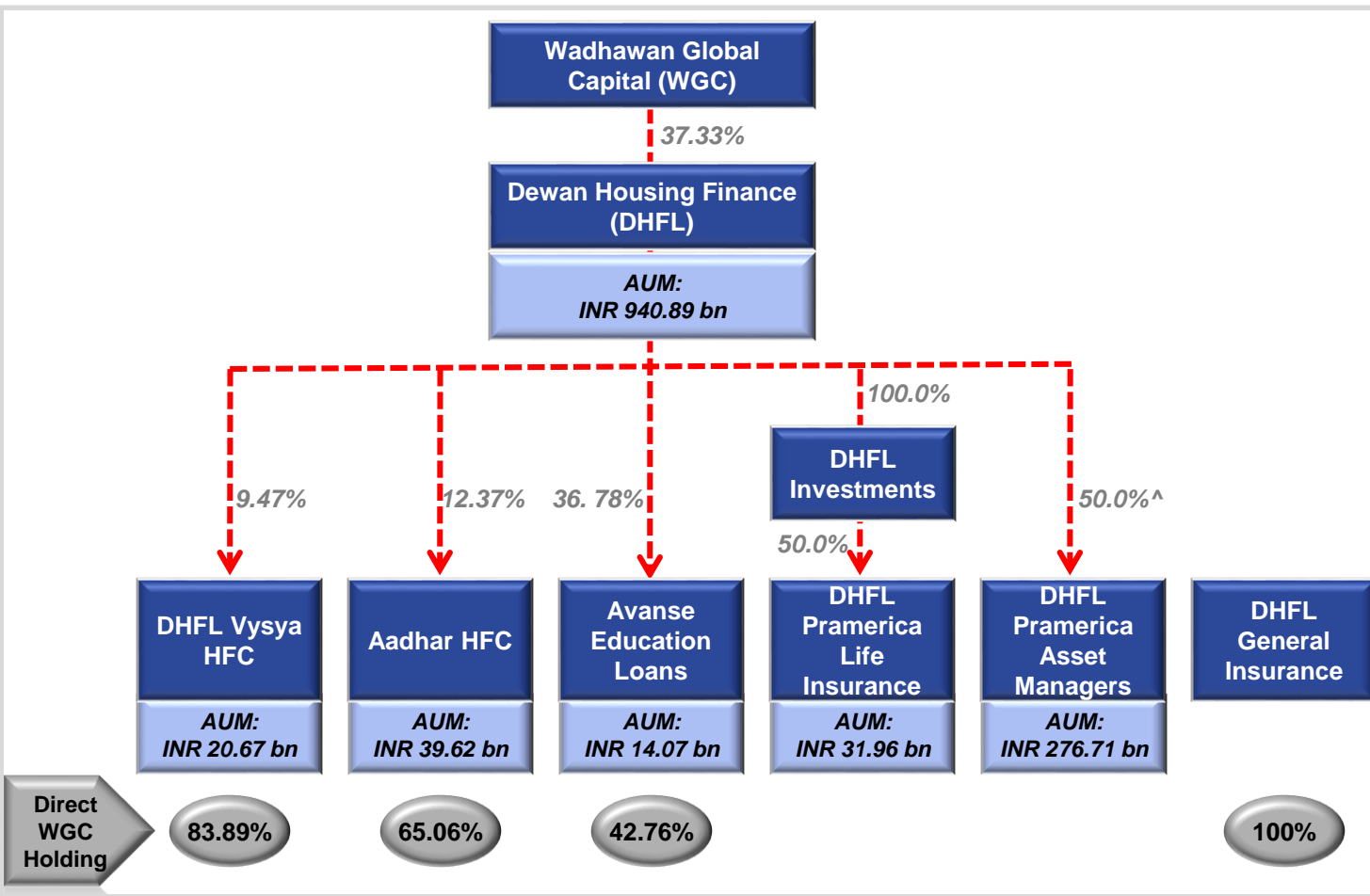
**Integrated financial services platform with businesses in lending, insurance and asset management, having focussed product offerings across each customer vertical as part of multi-generational customer-lifecycle consumer outlook**

**WGC managed by promoters with support of Group Management Centre (GMC), staffed with industry veterans who provide strategic inputs across group companies**

**Partnership with global entities (IFC, Pramerica) across multiple businesses in the financial services space**

**Unlisted businesses provide significant potential for value unlocking once they achieve scale in respective business segments**

# DHFL Financial Services Group



**Marquee equity investors**

**Marquee debt investors**

- 📌 LMI focused financial services group
- 📌 Group companies with potential for significant value unlocking
- 📌 Partners with marquee organisations like IFC, Prudential Financial Inc. (Pramerica), etc.



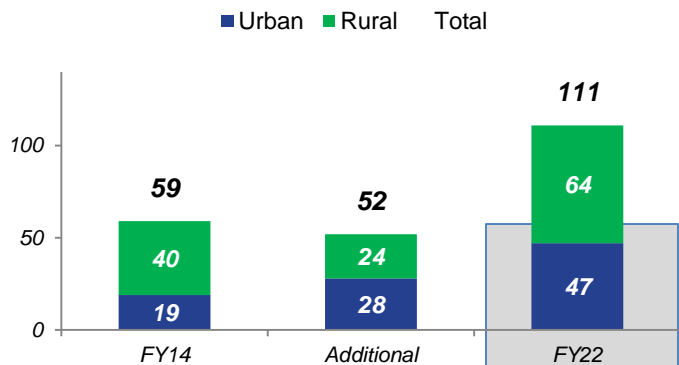
# Section 2

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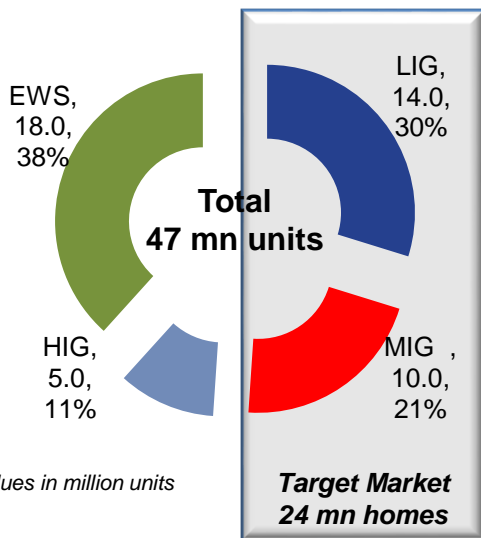
## Market and Business Overview

# Opportunity in the Housing Finance Space

## Housing units shortfall in India

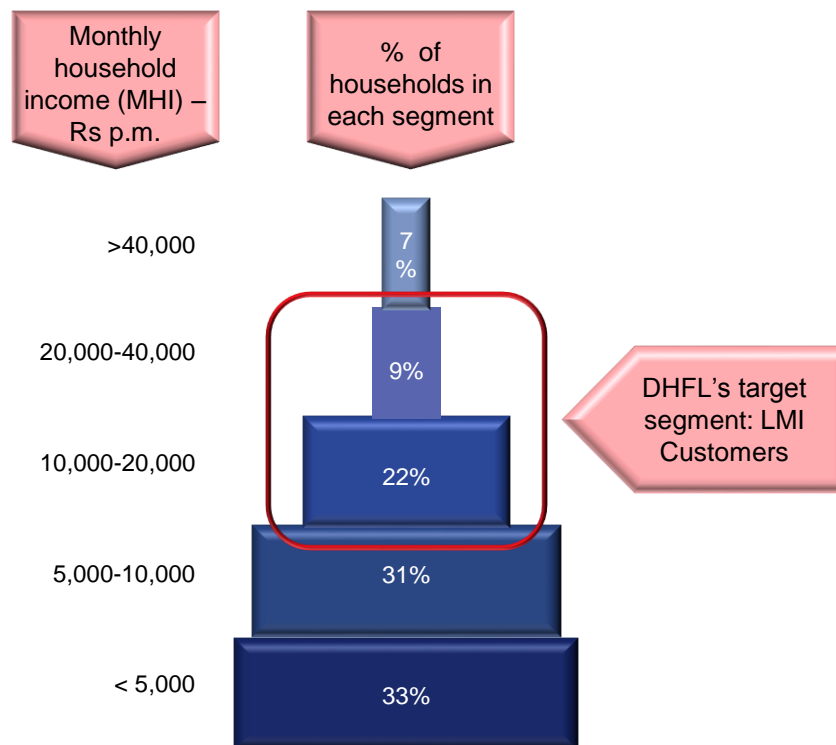


All values in million units



All values in million units

## Customer segments in housing space

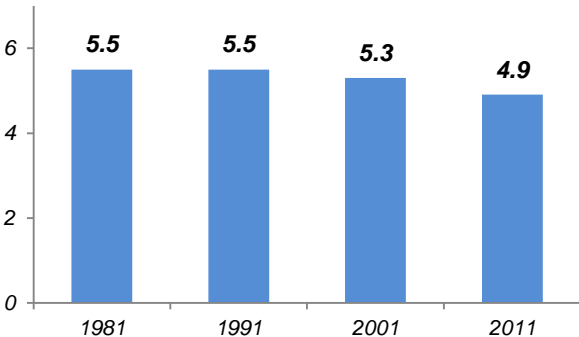


- Current investment in housing: **Rs 7 trillion p.a.**
- Investment of Rs 120 trillion required to address housing shortage (**~Rs 15 trillion p.a.**)

Sources: Report of the technical urban group (TG-12) on urban housing shortage (2012-17), Ministry of housing and urban poverty alleviation (Sep 2012) Funding the vision — Housing for all by 2022, KPMG Housing Report, Monitor Deloitte Report  
Income classification: EWS (<Rs 1 lakh pa), LIG (Rs 1-2 lakhs pa)

# Housing Demand Growth Drivers

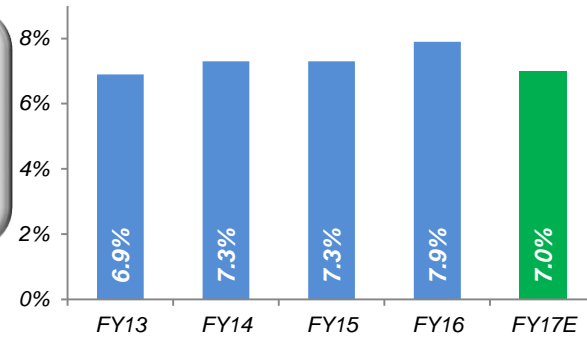
Average Household Size



Source: Census data, 2011

**Increase in affordability** driven by Government measures, sustained GDP growth rate, lowest mortgage rates in 5 years and stable property prices

GDP Growth Rate (real)



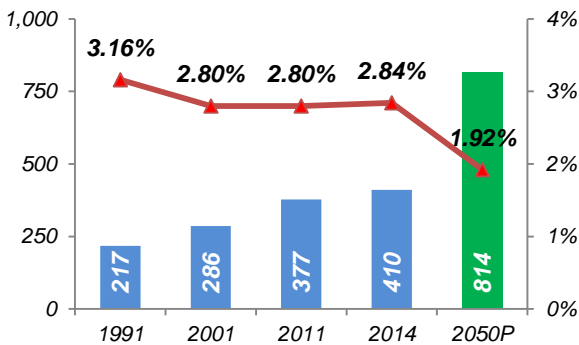
Source: Gol, World Bank

**Decrease in household size** and emergence of nuclear families

**Increase in workforce** to be driven by expected bulge in working age population

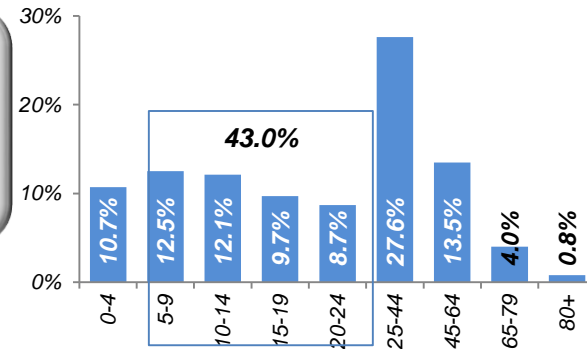
**Increasing urbanization** led by rural-urban migration and reclassification of rural towns

Urban Population (mn) CAGR



Source: Census data, 2011 and UN DESA, 2014

Age wise demographics

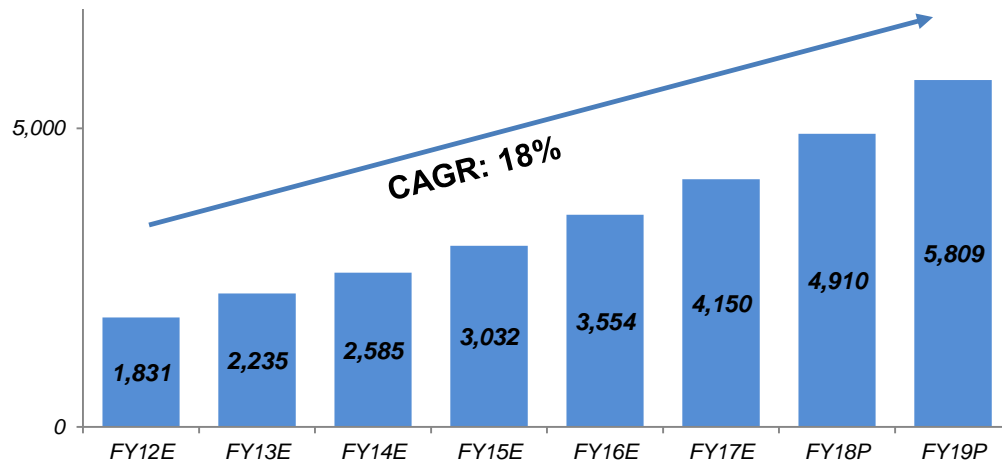


Source: Census data, 2011

# Significant Presence of HFCs

## Growth of housing loans (Banks + HFCs)

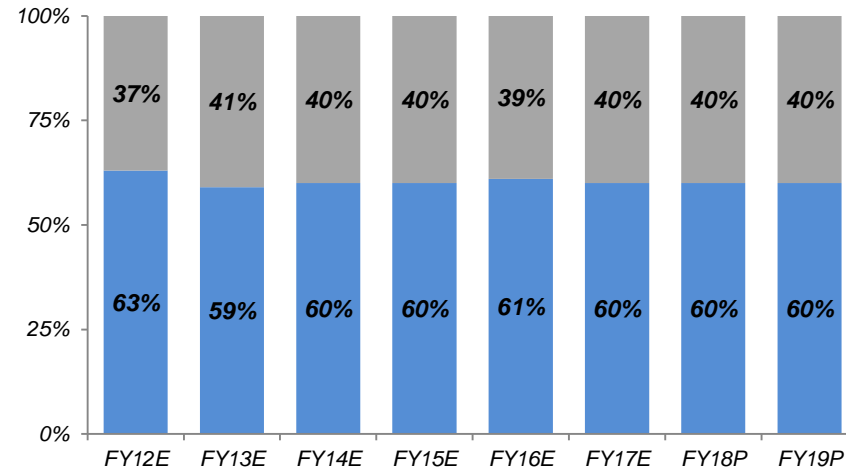
■ Disbursement (Rs bn)



Source: CRISIL Retail Finance (Housing) Report, Jun 2017

## Steady share of HFCs

■ Banks ■ HFCs



Source: CRISIL Retail Finance (Housing) Report, Jun 2017

## Key Trends in Housing Finance

- ▲ HFCs have established strong presence in Tier 2/3 towns
  - ▲ Credit appraisal process aligned to customer requirements
  - ▲ Superior customer servicing and effective recovery mechanisms
- ▲ HFCs expected to continue to witness rapid growth
  - ▲ Driven by demand for underlying assets, increasing financial penetration and steady property prices

# Opportunity in the Affordable Housing Segment

**ATS > INR 25 lakhs**

- ✓ Metro/urban markets
- ✓ Salaried customers
- ✓ Salary with pay slip, Income Tax filings, formal ID and residence proof, Operative bank ac available
- ✓ Standard and easy underwriting process
- ✓ **Lending done at base rate**
- ✓ Dominated by large banks/HFCs

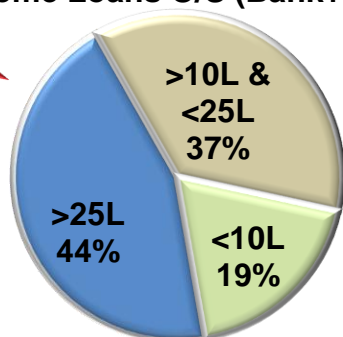
**ATS > INR 10 lakhs & < INR 25 lakhs**

- ✓ Outskirts of metro/urban cities and semi-urban (Tier 2/3) towns
- ✓ Salaried or self employed customers
- ✓ Significant share of undisclosed income
- ✓ Some kind of ID or residence proof available
- ✓ **Lending rates 75-100 bps higher than base rate**
- ✓ Pricing competition more at upper end of market
- ✓ Large and mid size HFCs

**ATS < INR 10 lakhs**

- ✓ Rural and semi-urban (Tier 3/4) towns
- ✓ Low income housing
- ✓ Customers with cash income
- ✓ No formal ID, residence or income documents available
- ✓ Need differentiated customer reach / assessment skills for underwriting
- ✓ **Lending rates 150-350 bps higher than base rate**
- ✓ Niche HFC / NBFC

Proportion of Home Loans O/S (Bank+HFC)



**55% of home loan market in the sub Rs 25 lakh space**

## DHFL

- Focus on ATS of Rs 10-25 lakhs
- Presence in metro outskirts and Tier 2/3 towns

## Aadhar & DHFL Vysya

- Focus on ATS of less than Rs 10 lakhs
- Presence in Tier 3/4 towns

# Government Push for Affordable Housing

## INCENTIVES FOR CUSTOMERS

- Real Estate (Regulatory & Development) Act, 2016 implemented
- Income tax deductions for home loan borrowers retained
- Fund allocation for housing subsidy schemes (PMAY, CLSS, GJRHFS, etc) increased

## INCENTIVES FOR DEVELOPERS

- Affordable housing granted 'infrastructure' status
  - Affordable housing projects eligible to raise ECB upto US\$750 mn per year under automatic route
- Service tax exempted on construction of affordable housing
- Tax exemption of 100% of profits from construction of affordable housing

## INCENTIVES FOR HFCs

- SEBI allows Debt Mutual Funds to invest in AA and above rated HFCs upto 40% exposure limit vs 25% for other sectors

# Pradhan Mantri Awas Yojana: Housing For All By 2022

## OBJECTIVES

- Aims to construct more than 20 million houses across India by 2022
- Focus on Economic Weaker Section (EWS) and Low Income Group (LIG) groups in urban areas
- **Launched in June 2015**

## KEY FEATURES

- Central Govt grant of Rs 1,00,000 per house under slum-rehabilitation programme
- Interest subsidy of 6.5% for EWS/LIG customers for loans <Rs 6 lakh (NPV for 15 years paid upfront)
- Preference to female/differently abled/older family members during allotment

## Benefits extended to Middle Income Group (MIG) in Mar 2017

## PMAY SCHEME FOR MIG CUSTOMERS

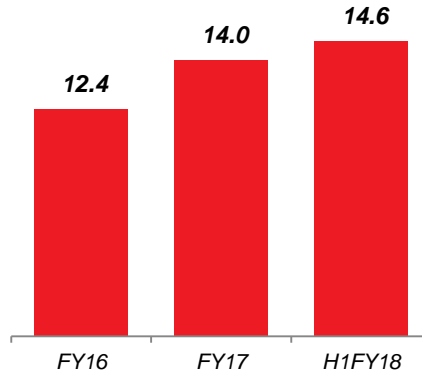
- For eligibility of buyer, maximum income set @Rs 18 lakhs pa and maximum carpet area of house set @ 110 sq mt (1,184 sq ft)
- No cap on total loan amount; Loan amount eligible for subsidy capped at Rs 12 lakh
- Upfront subsidy upto Rs 2.35 lakh available under the scheme for borrowers
- NHB nodal agency for HFCs for availing subsidies

# DHFL – Market Leader in LMI Segment

## Focus on LMI segments



Customer Types



Average Ticket Size (Rs lakhs)

## With customized product offerings

### Housing loans

- 📌 Purchase of New House Property
- 📌 Purchase of Resale House Property
- 📌 Self Construction
- 📌 Extension & Improvement

### Non-housing loans

- 📌 Loan Against Property
- 📌 Lease Rental Financing
- 📌 Purchase of Commercial Premises
- 📌 SME Loans

As on 30 Sep 2017

## DHFL – Key Differentiators

More than 3 decades of expertise in underwriting credit for LMI and self employed customers

Tier 2/3 town focussed distribution network with a dual distribution strategy (in house + outsourced DSA)

Carved niche in the MIG and LIG customer segment

Maintained a healthy portfolio with low delinquency rates by following robust credit appraisal process



# Customer Profile



Profession: Teacher  
Monthly HH income:~ Rs 25,000 pm  
Family size: ~5 (Parents & 2 Siblings)  
Stayed in a 1 room-kitchen



Profession: Farming and other allied  
Monthly HH income:~ Rs 15,000 pm  
Family size: ~4 (Husband & 2  
Children)  
Stayed in a rented 1 room-kitchen



Profession: Owner, super market  
Monthly HH income:~ Rs 30,000 pm  
Family size: ~5 (Wife & 3 Children)  
Stayed in a rented 1 BHK

*Every Indian should have a home of his own*

# Business Enablers: Pan India Network with High Tier 2/3 Town Penetration

Distribution footprint primarily spread across Tier 2/3 towns and outside the municipal limits of the Metros

Focus on increasing pan India presence and setting up branches in the untapped LMI markets

Spread across 351 locations in India ^



*Note: Map not as per scale. The branch locations shown are for representative purposes only and doesn't reflect all branches of the company*

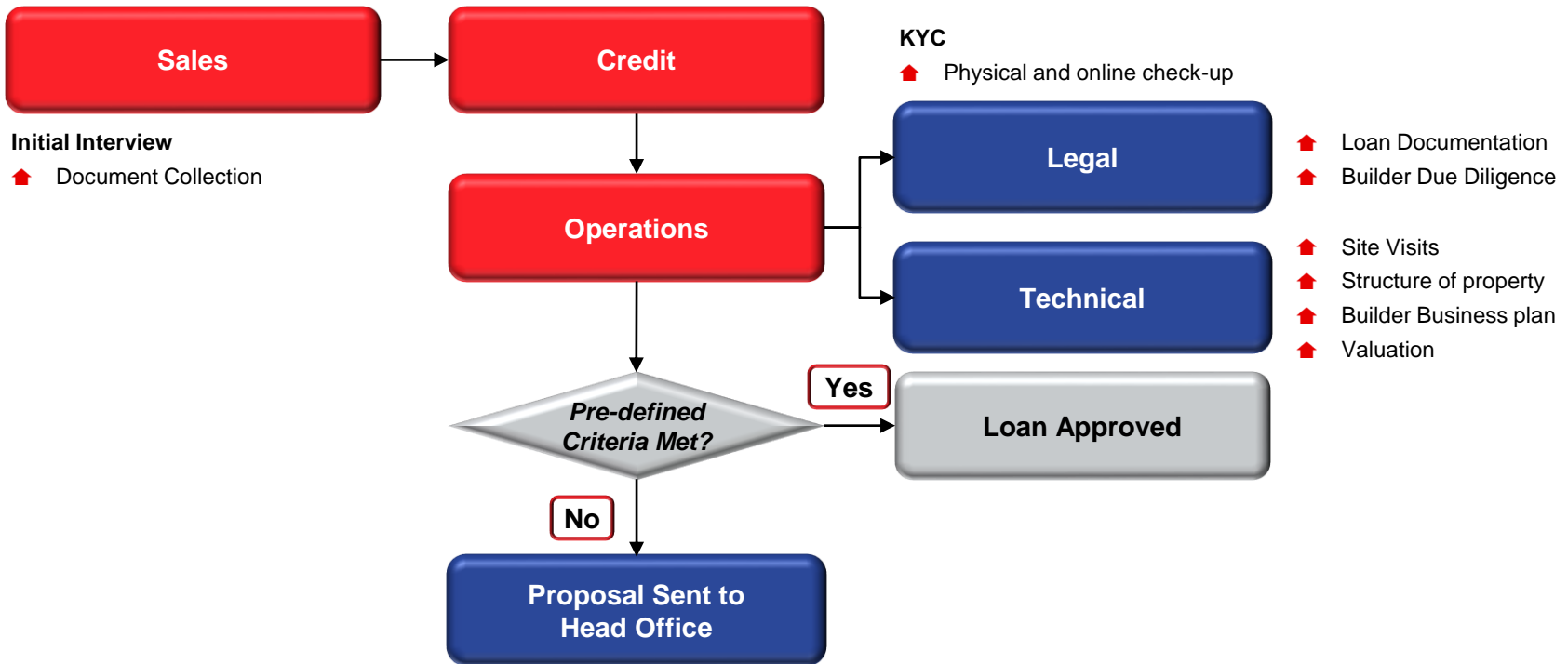
# Business Enablers: Robust Credit Appraisal Process

## Leads generated from

- 📌 Own Branches
- 📌 Developers
- 📌 Brokers/DSA
- 📌 Banks
- 📌 Call centers

## Key Documents

- 📌 Income Tax Return
- 📌 Salary Slip
- 📌 Form 16
- 📌 Bank Statement



- 📌 **Centralised processing centres** for greater efficiency and risk management
- 📌 **In-house legal and technical team** appraise applications and **In-house civil engineers team** conduct technical evaluation
- 📌 Bulk of collections done through **ECS and PDCs**

# Our Corporate Social Responsibility



Education



Skill  
Development



Rural  
Development



Financial  
Literacy

Spent INR 68.2 mn till

Q2FY18

Allocated Expenditure as on

31 Mar 2018: INR 160 mn

## Maharashtra

**Early Childhood Care and Education** in 1800+ Anganwadis in Palghar

**Skill Development Centres** in Chandrapur and Kolhapur equipped to train 3300+ youth per year in BFSI & Construction trades

**Village Transformation** in select five villages of Phulambri block, Aurangabad

## Rajasthan

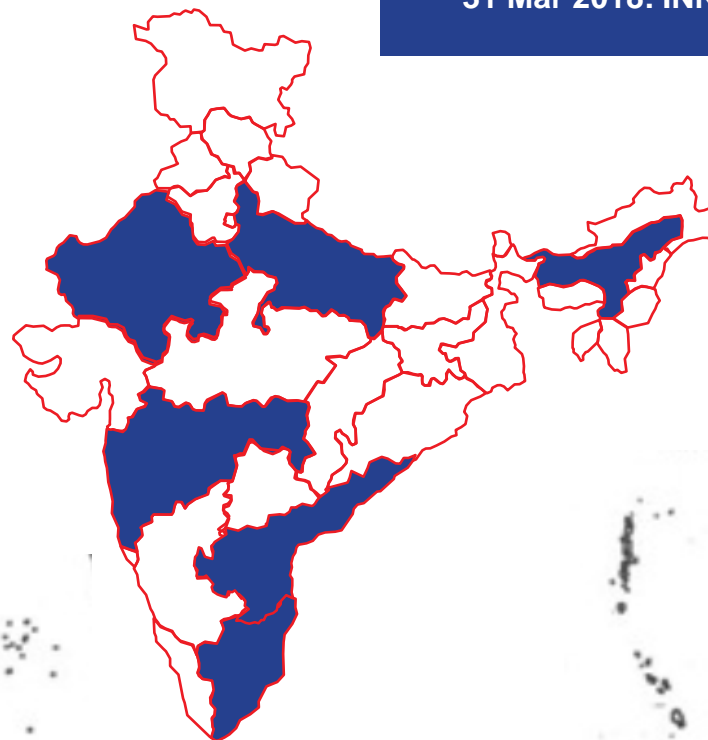
**Financial literacy & Inclusive Growth** programme in Jaipur, to develop slums & facilitate transition from informal housing to formal housing, aligning to the **PMAY Vision**

## Assam

**Mid day meals** for 17000+ children & 3 Food Vans in Guwahati

## Tamil Nadu & Andhra Pradesh

**Free student homes & holistic care** for tribal children in Anaikatti & Nandyal



# DHFL Changing Lives Foundation

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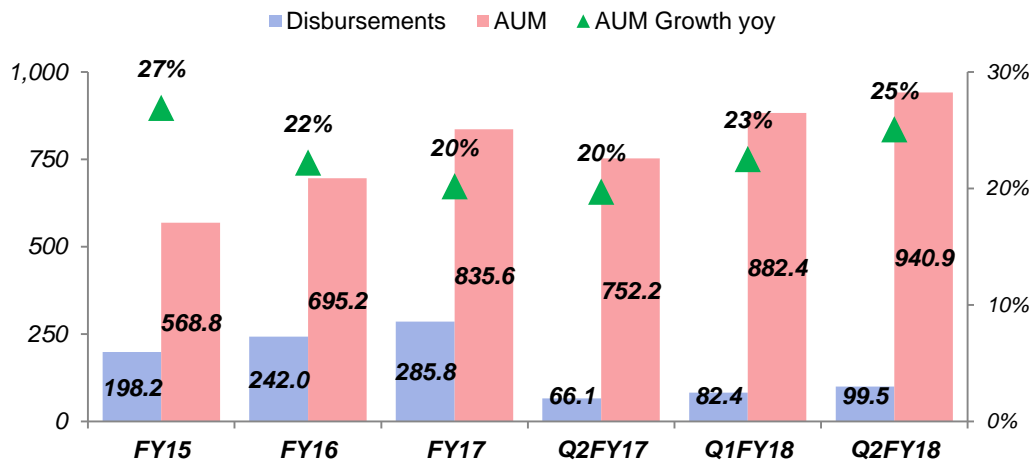
- To take forward DHFL's CSR Vision of changing lives by encouraging equal opportunity, maximizing human development and leveraging the aspirations of women, youth and vulnerable populations
- The DHFL Changing Lives Foundation will manage the DHFL Early Childhood Care & Education (ECCE) CSR programme and other initiatives that could strengthen the overall development and growth of children, women and communities
- The DHFL Changing Lives Foundation envisages to foster partnerships, commission research and build knowledge driven transformation of ECCE

# Section 3

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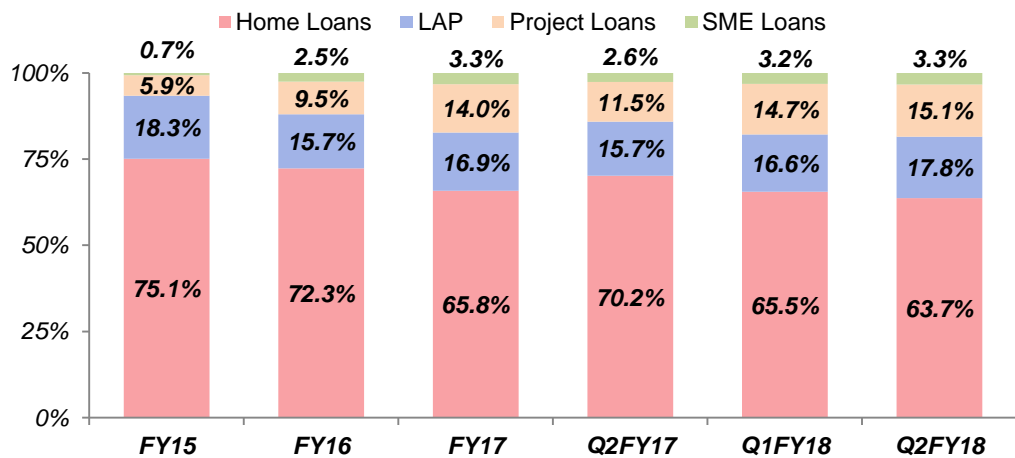
## Business Strategy and Financial Performance

# Robust AUM Growth



Values in Rs bn

## Product Mix



Continued focus on LMI customer segment

Housing Loans comprise 4/5th of AUM and to maintain dominant share of DHFL's product offerings

Affordable housing to lead growth, spurred by Govt focus and targeted subsidy schemes

Significant distribution footprint in Tier 2/3 locations; tech initiatives to help increase penetration while maintaining physical infrastructure

# Continuous Reduction in Cost of Funds

| COST OF FUND   | FY15          | FY16         | FY17         | Q2FY17       | Q1FY18       | Q2FY18       |
|----------------|---------------|--------------|--------------|--------------|--------------|--------------|
| Banks          | 10.81%        | 10.10%       | 8.91%        | 9.83%        | 8.77%        | 8.64%        |
| Debt Cap Mkts  | 9.54%         | 9.28%        | 8.84%        | 8.92%        | 8.75%        | 8.75%        |
| Fixed Deposits | 10.34%        | 9.52%        | 8.91%        | 9.35%        | 8.67%        | 8.50%        |
| ECB            | 8.56%         | 8.71%        | 8.95%        | 8.90%        | 8.95%        | 8.76%        |
| NHB            | 7.93%         | 7.59%        | 7.55%        | 7.61%        | 7.53%        | 7.53%        |
| <b>Total</b>   | <b>10.28%</b> | <b>9.67%</b> | <b>8.83%</b> | <b>9.33%</b> | <b>8.71%</b> | <b>8.63%</b> |

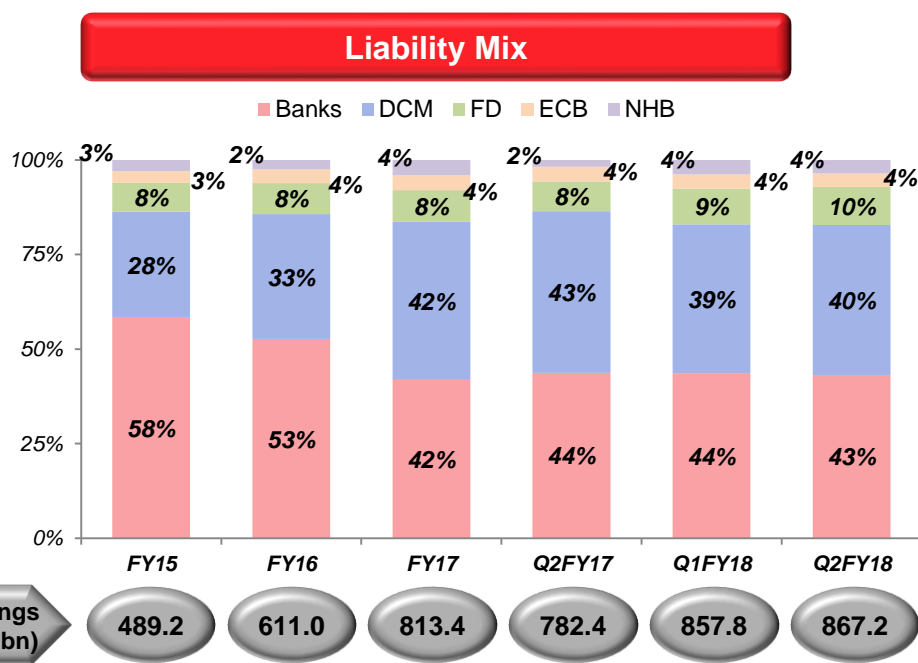
Significant reduction in cost of funds over last 6 qtrs. driven by successful renegotiation of bank loans COF and increase in share of debt capital markets –  
COF down 104 bps on entire book

COF on entire bank loan book down by 146 bps in 6 qtrs

Share of Debt Capital Markets up 7% in 6 qtrs

Continuous diversification of liabilities and proactive fund management to help reduce cost of funds further

Grow Retail FD by offering innovative products, expanding distribution channels and leveraging technology

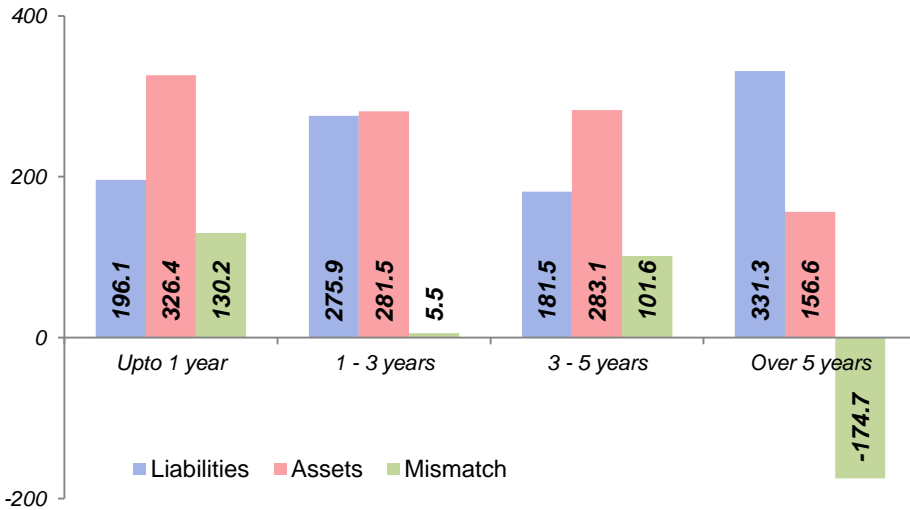


Borrowings O/S (Rs bn)



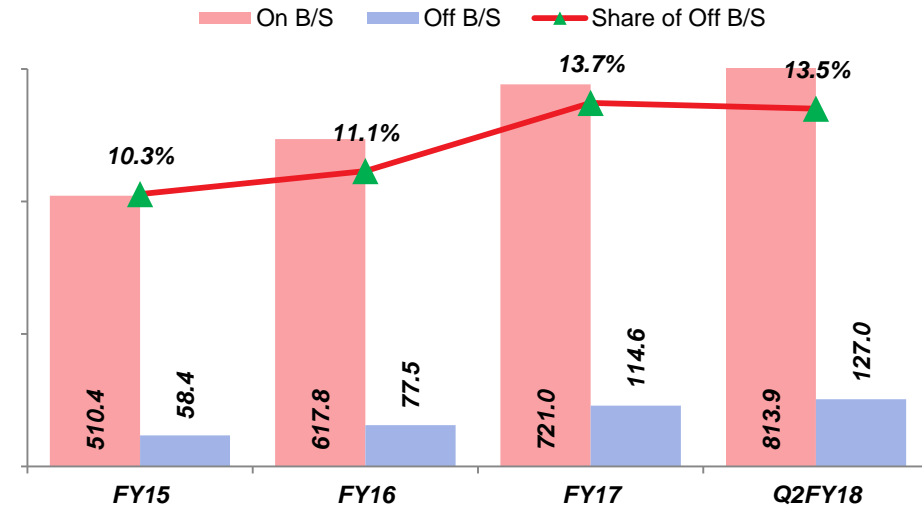
# Superior Risk Management via Asset Liability Matching

## No Asset Liability Mismatch



As on 30 Sep 2017

## On / Off B-S Loan Book

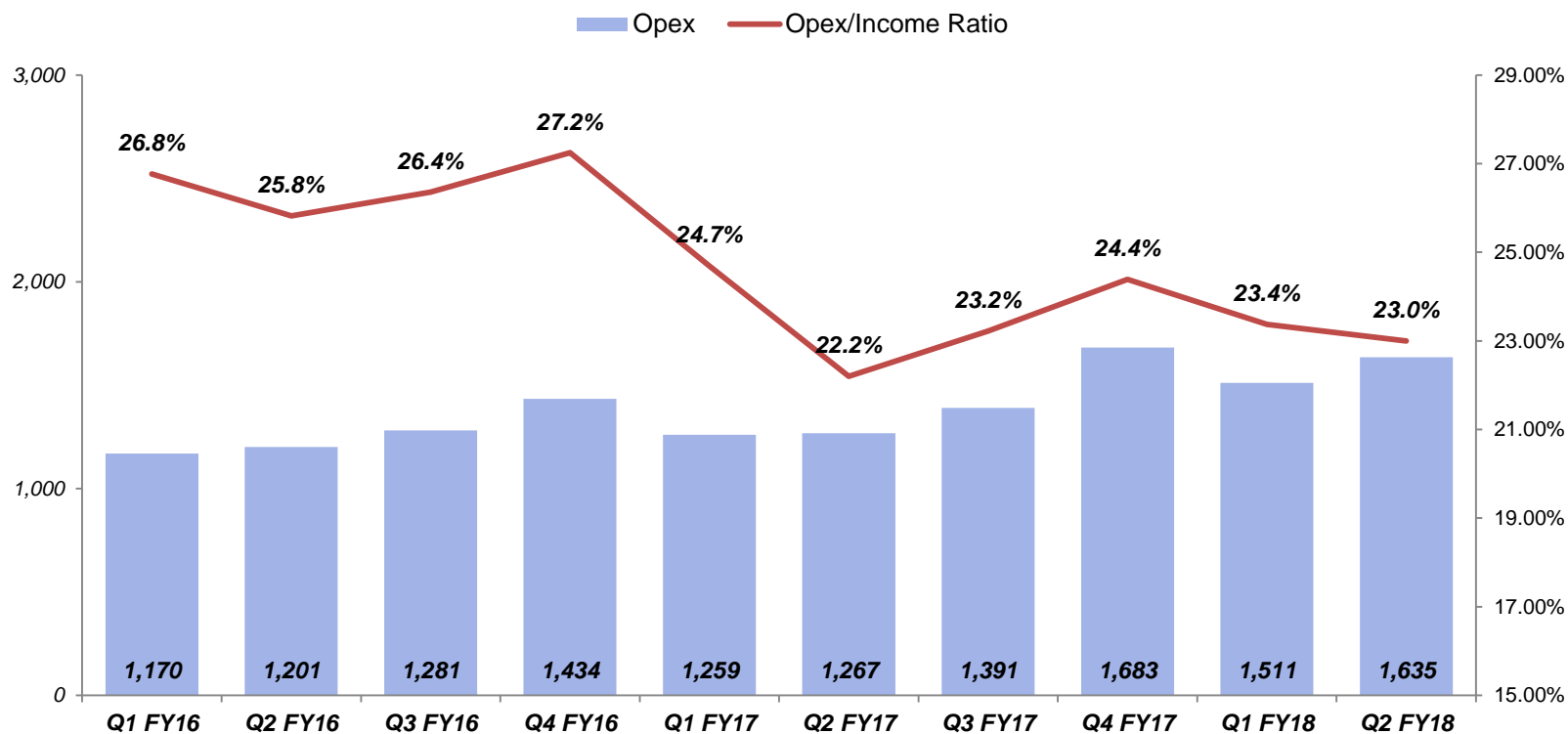


**No Asset Liability Mismatch in short and medium term buckets**

**Securitised Rs 27.36 bn in H1FY18; share of Off B/S Loan Assets at 13.5% of Total AUM**

**Priority sector guidelines for affordable housing support DHFL strategy of increasing securitisation**

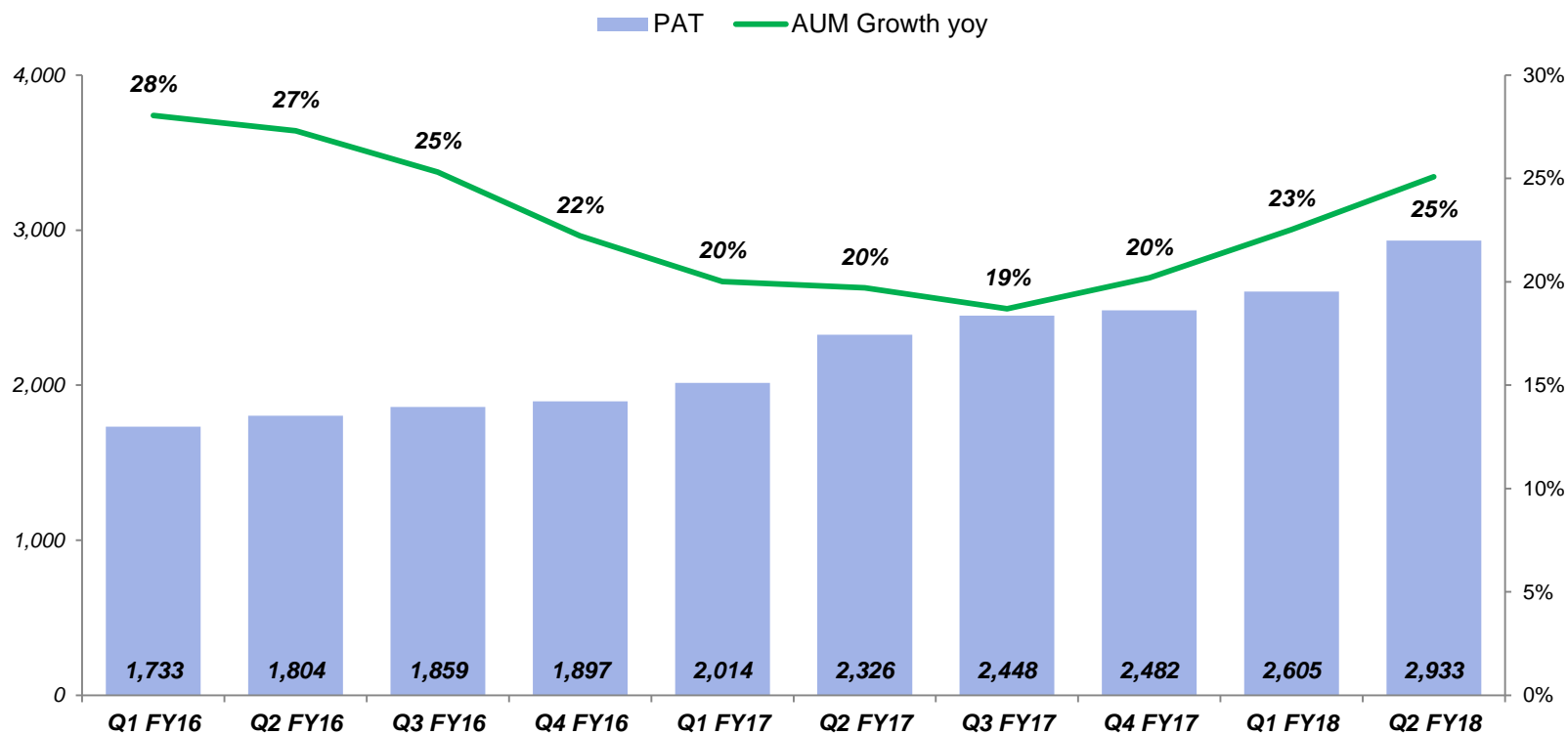
# Improving Operating Efficiency



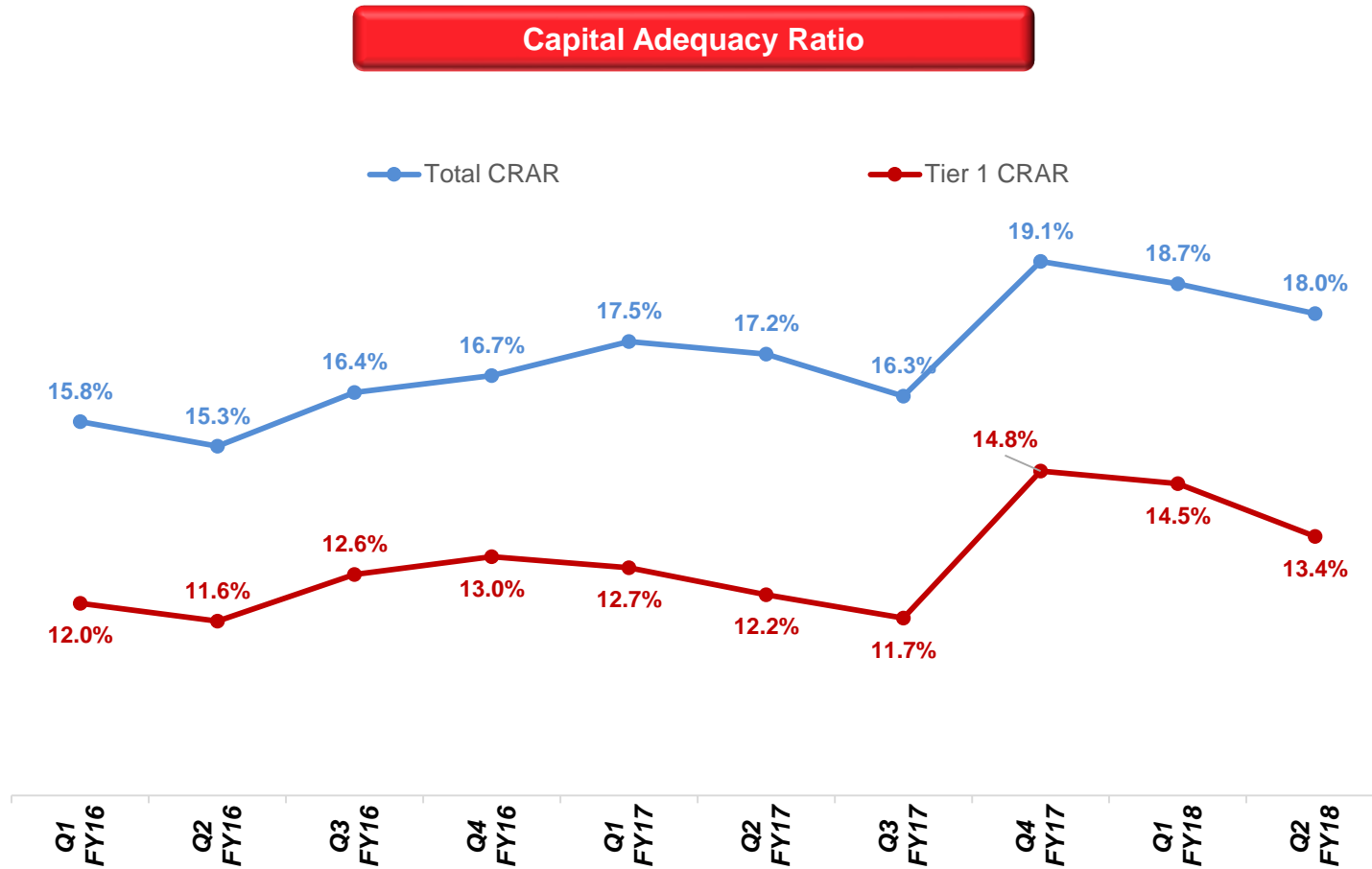
All values in Rs mn

- Significant investment in last 3 years to drive network expansion and improve brand visibility
- Efficiency improvement and technological initiatives to drive operating leverage
- Cost to Income Ratio on a steady downward trend

# Superior Growth

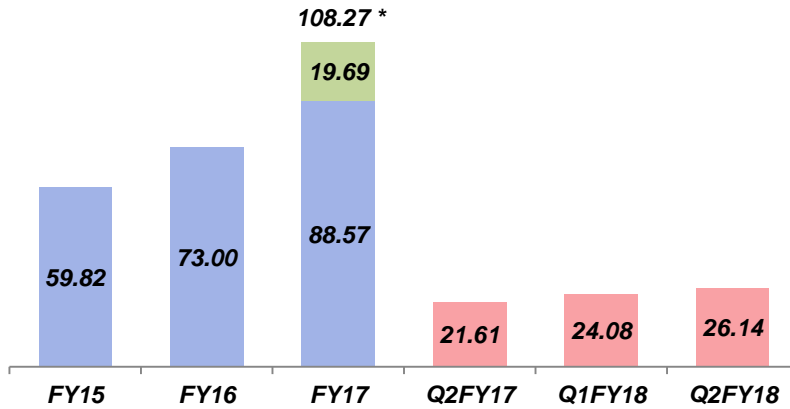


# Adequate Capital to Fund Growth

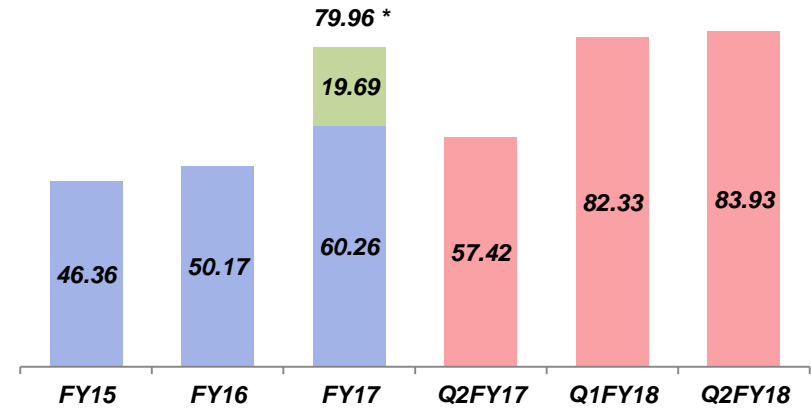


# Financial Statements (Summary)

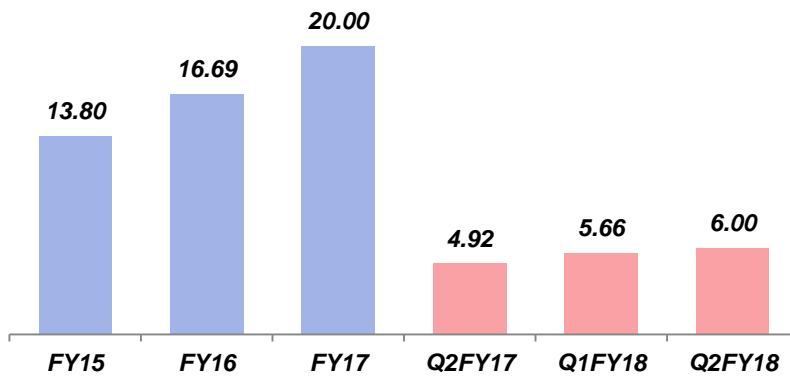
## Total Income \*



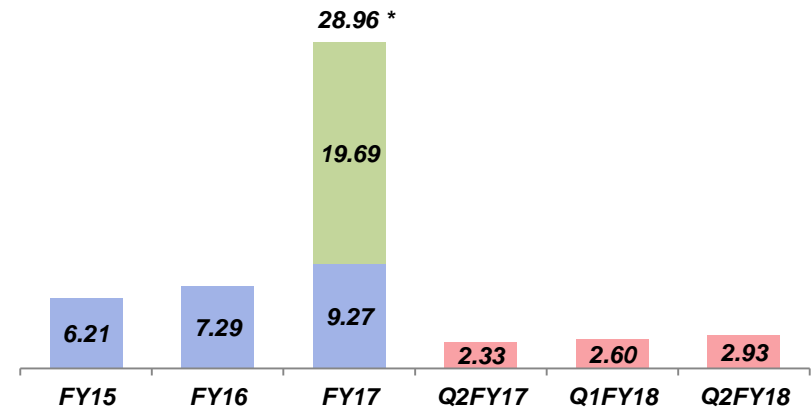
## Net Worth \*



## Net Interest Income (NII)



## Profit After Tax \*

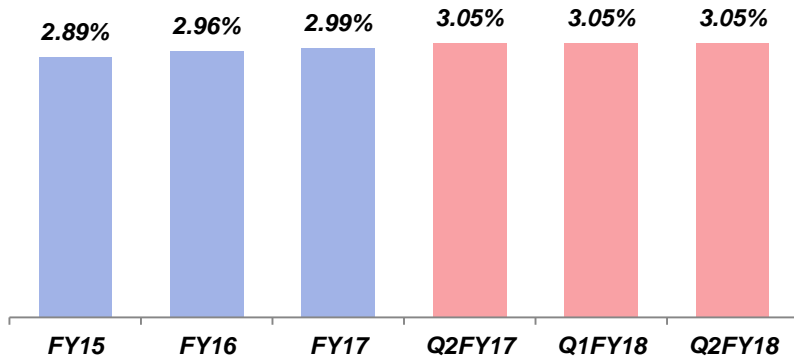


All values in Rs bn based on DHFL Standalone Accounts

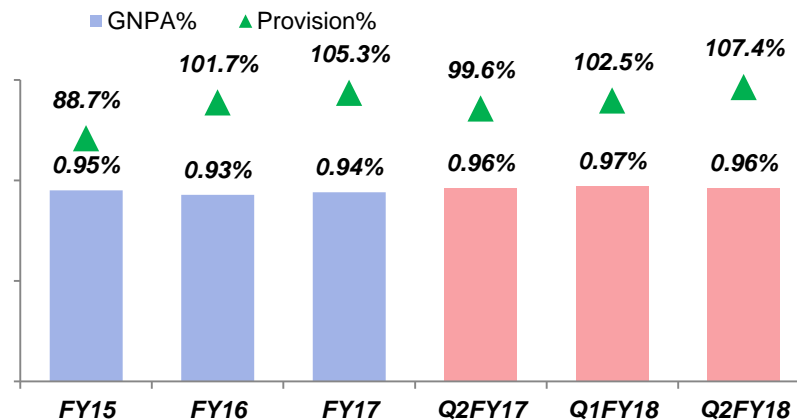
28 \* The impact of the stake sale of DPLI by DHFL (Rs 19.69 bn) in FY17 included

# Key Financial Ratios

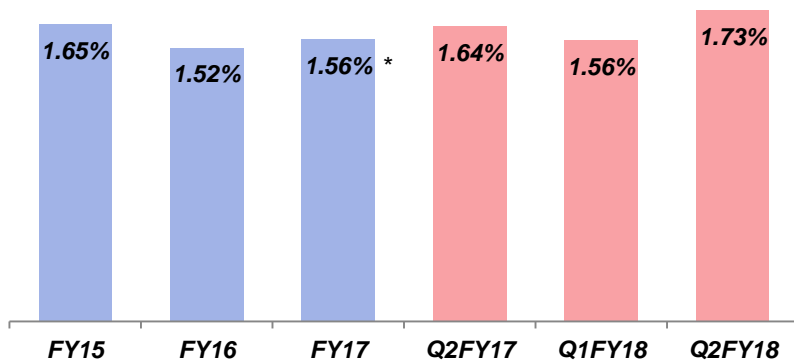
## Net Interest Margin (NIM)



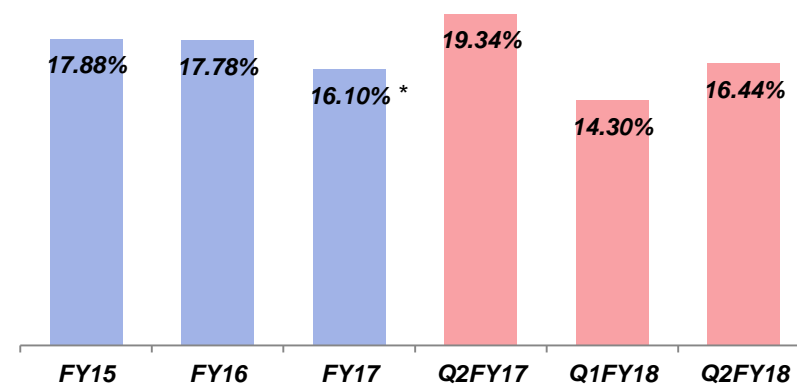
## NPA Provisioning



## Return on Assets (RoA)



## Return on Equity (RoE)



All values based on DHFL Standalone Accounts

29 \* Impact of stake sale of DPLI by DHFL (Rs 19.69 bn) in FY17 on Net Worth included in calculation of ratios (but impact on PAT excluded)

# Way Forward

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**Growth to be driven by focus on affordable housing**

**Maintain margins through reduction in cost of funds**

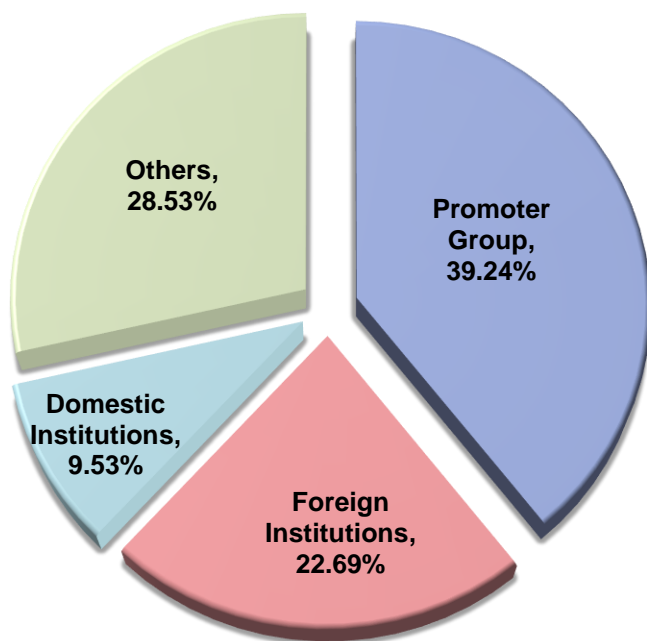
**Moderation in operating expenses through efficiency improvement leading to reduction in C/I ratio**

**Revenue enhancement through better utilization of branch network and technology initiatives**

**Improvement in profitability parameters (RoA/RoE) through a combination of revenue synergies, lower COF and lower opex ratio**

# Shareholding

## Shareholding Overview



## Key Shareholders

| SN | Name of Investor              | % Holding |
|----|-------------------------------|-----------|
| 1  | Rakesh Jhunjunwala *          | 3.19%     |
| 2  | Life Insurance Corp. Of India | 2.70%     |
| 3  | Vanguard *                    | 2.10%     |
| 4  | Dimensional Funds *           | 1.81%     |
| 5  | Acacia Partners *             | 1.59%     |
| 6  | Neuberger Berman *            | 1.35%     |
| 7  | Templeton Funds *             | 1.34%     |
| 8  | Goldman Sachs *               | 1.12%     |
| 9  | Copthall Mauritius            | 0.99%     |
| 10 | SBI MF *                      | 0.95%     |

\* Held through multiple folio numbers/schemes



# Annexure 1

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## Financial Statements – Q2 FY18

# Financial Statement

|                           | FY15   | FY16   | FY17   | Q2 FY17 | Q1FY18 | Q2FY18 | Growth<br>(Q2FY18<br>vs<br>Q2FY17) |
|---------------------------|--------|--------|--------|---------|--------|--------|------------------------------------|
| <b>INCOME STATEMENT</b>   |        |        |        |         |        |        |                                    |
| Interest Income           | 58.39  | 71.59  | 86.54  | 21.23   | 23.53  | 25.04  | 18%                                |
| (-) Interest Expenses     | 44.60  | 54.90  | 66.54  | 16.31   | 17.87  | 19.03  | 17%                                |
| Net Interest Income (NII) | 13.80  | 16.69  | 20.00  | 4.92    | 5.66   | 6.00   | 22%                                |
| (+) Non Interest Income   | 1.42   | 1.41   | 21.73* | 0.38    | 0.55   | 1.11   | 188%                               |
| (-) Operating Expenses    | 4.48   | 5.08   | 5.60   | 1.27    | 1.51   | 1.64   | 29%                                |
| (-) Depreciation          | 0.26   | 0.24   | 0.23   | 0.07    | 0.06   | 0.06   | -8%                                |
| (-) Provisioning          | 1.05   | 1.75   | 2.18   | 0.45    | 0.83   | 1.07   | 138%                               |
| Profit Before Tax         | 9.43   | 11.02  | 33.72* | 3.52    | 3.81   | 4.34   | 23%                                |
| (-) Taxes                 | 3.22   | 3.73   | 4.75   | 1.20    | 1.20   | 1.41   | 18%                                |
| Profit After Tax          | 6.21   | 7.29   | 28.96* | 2.33    | 2.60   | 2.93   | 26%                                |
| <b>BALANCE SHEET</b>      |        |        |        |         |        |        |                                    |
| Net Worth                 | 46.36  | 50.17  | 79.96  | 57.42   | 82.33  | 83.93  |                                    |
| Borrowings                | 489.21 | 611.04 | 813.41 | 782.43  | 857.81 | 867.15 |                                    |

All values in Rs bn and based on DHFL Standalone Accounts

33 \* FY17 numbers Include one time impact of Gain on Sale of stake in DPLI by DHFL of Rs 19.69 bn

## Key Financial Ratios

|                                | FY15   | FY16   | FY17    | Q2FY17           | Q1FY18 | Q2FY18            |
|--------------------------------|--------|--------|---------|------------------|--------|-------------------|
| Net Interest Income (NIM)      | 2.89%  | 2.96%  | 2.99%   | 3.05%            | 3.05%  | 3.05%             |
| Cost/Income Ratio              | 27.32% | 26.13% | 23.63%^ | 22.20%           | 23.37% | 23.00%            |
| Gross NPA %                    | 0.95%  | 0.93%  | 0.94%   | 0.96%            | 0.97%  | 0.96%             |
| Provision Coverage Ratio (PCR) | 88.7%  | 101.7% | 105.3%  | 99.61%           | 102.5% | 107.4%            |
| Total CRAR                     | 16.56% | 16.74% | 19.12%  | 17.19%           | 18.65% | 18.03%            |
| Tier 1 CRAR                    | 12.53% | 12.97% | 14.75%  | 12.18%           | 14.49% | 13.39%            |
| Net Debt/Equity Ratio          | 10.14  | 11.23  | 9.30    | 10.82            | 9.07   | 9.40              |
| Return on Assets (RoA)         | 1.65%  | 1.52%  | 1.56%^  | 1.64%            | 1.56%  | 1.73%             |
| Return on Equity (RoE)         | 17.88% | 17.78% | 16.10%^ | 19.34%           | 14.30% | 16.44%            |
| Earnings per share (Rs/share)  | 23.88  | 25.00  | 95.76   | 7.97             | 8.31   | 9.36              |
| Dividend per share (Rs/share)  | 6.0*   | 8.0    | 4.0     | 1.0              | -      | 3.0 <sup>1</sup>  |
| Dividend payout %              | 12.5%* | 32.0%  | 12.2%   | 6.7 <sup>2</sup> | -      | 17.0 <sup>2</sup> |

Note:

All values based on DHFL Standalone Accounts

\* FY15 DPS and Dividend payout % not adjusted for Bonus issue of 1:1 done in FY16

^ Impact of stake sale of DPLI by DHFL (Rs 19.69 bn) in FY17 on Net Worth included in calculation of ratios (but impact on PAT excluded)

<sup>1</sup> Board has declared an interim dividend of Re 3/share in Q2 FY18. However the changes in the financials and ratios on account of dividend have not been incorporated in the presentation

<sup>2</sup> Dividend payout calculated on half yearly earnings till date (H1 FY17 EPS: Rs 14.87/share and H1 FY18 EPS: Rs 17.67/share)

# Annexure 2

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## Management Team

# Strong Management Team

DHFL has a highly experienced and cohesive management team, with average 20+ years experience in relevant industries

## EXECUTIVE LEADERSHIP

**Mr. Kapil Wadhawan**

**Chairman and  
Managing Director**

**Mr. Harshil Mehta**

**Joint MD & CEO**

## BUSINESS FUNCTIONS

**Mr. Santosh Nair**

Chief Business Officer

**Mr. Rajendra Mirashie**

Business Head – Project  
Finance

**Mr. Rishi Anand**

Business Head – Housing  
Finance

**Mr. Pradeep Bhadauria**

Business Head – Retail  
Liability

**Mr. Chinmay Dhoble**

Business Head – SME and  
Mortgage Loans

## SHARED SERVICES

**Mr. Vivek Kannan**

Chief Operating Officer  
(COO)

**Mr. Santosh Sharma**

Chief Financial Officer  
(CFO)

**Mr. Vikas Arora**

Head – Risk and  
Collections

**Mr. Jayesh Shah**

Head – Information  
Technology

**Mr. Pradeep Sawant**

Head - Legal

**Mr. Rajendra Mehta**

Head – Human Resources

**Ms. Niti Arya**

Company Secretary

**Mr. Bharat Pareek**

Head - Treasury

**Mr. Pranab Goel**

Head – Investor Relations

# Vastly Experienced Board of Directors



**Mr. Kapil Wadhawan,  
Chairman & MD (CMD)**

- ◆ Joined DHFL in 1996 & appointed CMD in 2009
- ◆ More than 2 decades of experience in financial services industry
- ◆ MBA from Edith Cowan University, Australia



**Mr. Dheeraj Wadhawan,  
Non Executive Director**

- ◆ More than 15 years of experience in housing development & construction industry
- ◆ Graduated in Construction Management from University of London



**Mr. Harshil Mehta,  
Joint MD & CEO**

- ◆ Ex MD & CEO of ICICI Home Finance
- ◆ Worked with ICICI Bank, Transamerica and Whirlpool prior to DHFL Group
- ◆ MBA from Mississippi State University, USA



**Mr. Mannil Venugopalan,  
Independent Director**

- ◆ Former Chairman & MD, Bank of India
- ◆ Former Chairman & CEO, Federal Bank
- ◆ More than 4 decades experience in banking



**Mr. G.P. Kohli,  
Independent Director**

- ◆ Former MD, Life Insurance Corp (LIC) of India
- ◆ Vast experience in insurance, housing, human resources and marketing



**Ms Vijaya Sampath,  
Independent Director**

- ◆ Senior Partner in a law firm, Lakshmikumaran & Sridharan
- ◆ Ombudsperson for the Bharti Group
- ◆ 35+ yrs of corporate and legal experience



**Mr. Vijay Kumar Chopra,  
Independent Director**

- ◆ Former Chairman & MD, Corporation Bank
- ◆ Former Chairman and MD, SIDBI
- ◆ Former Whole Time Member, SEBI
- ◆ More than 3 decades experience in banking

# Group Management Centre

**Kapil Wadhawan (Chairman & Managing Director)**

***Group Management Center***

- Provides strategic direction and enhances synergistic value across the group
- Professionals with relevant expertise in respective fields and reputation for good governance



## **G Ravishankar**

- More than 3 decades of experience in Automotive, Financial Services, Healthcare, IT Engineering Services and Airlines industry
- Held CEO and CFO roles in GE, Jet Airways and Geometric Limited

## **Srinath Sridharan**

- Strategic counsel for nearly 2 decades with leading corporates across diverse sectors including automobile, e-commerce, advertising, realty and financial services



## **M Suresh**

- More than 3 decades of experience in Strategy, Marketing, Sales & Distribution functions across leading FMCG and BFSI companies
- Former MD and CEO at Tata AIA



# Awards and Recognition

FY18

'Griha Utsav' initiative won Gold at Asian Customer Engagement Forum for best use of BTL activities to drive financial inclusion

FY18

'Home Loan Dilse' campaign won 'Grand Prix Award' for the marketing campaign of the year at the Asian Customer Engagement Forum

FY18

Won the Golden Globe Tigers Award 2017 for the Most Admired Service Provider in the Financial Sector held in Kuala Lumpur, Malaysia

FY18

Won the Gold for the CSR Campaign Delivering Hope at the Asia Pacific Customer Engagement Forum

FY17

Awarded the Dream Companies to Work in Housing Finance Sector organised by Times Ascent and World HRD Congress

FY17

'Gold' at the Asia Pacific Customer Engagement Forum & Awards for the Most Admired Customer Engaged Brand

FY17

DHFL and Mr. Kapil Wadhawan honored with the India's Greatest Brands and Leaders Award 2015-2016 organised by AsiaOne and URS Media Consulting Private Limited

FY17

Awarded the Best Housing Finance Company in the Financial Services Sector by CMO Asia and Stars Group

FY17

Won the Golden Peacock Innovative Product and Service Award 2016 for the innovative "Wealth2Health Fixed Deposit" product





# Annexure 3

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## DHFL Group Associates

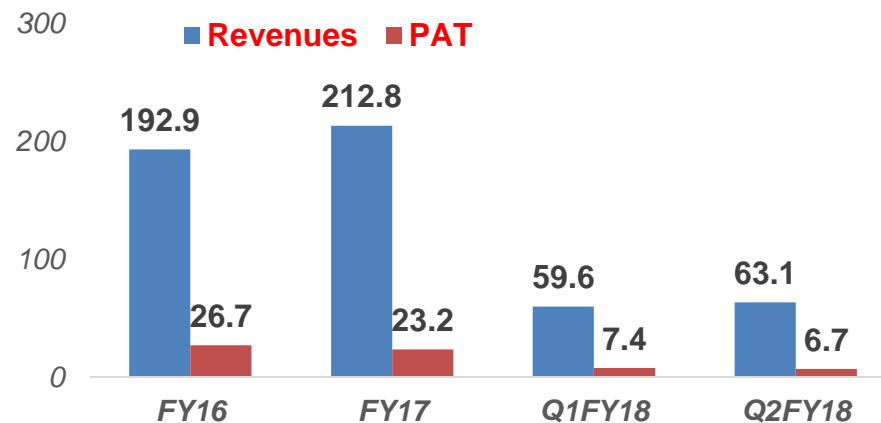
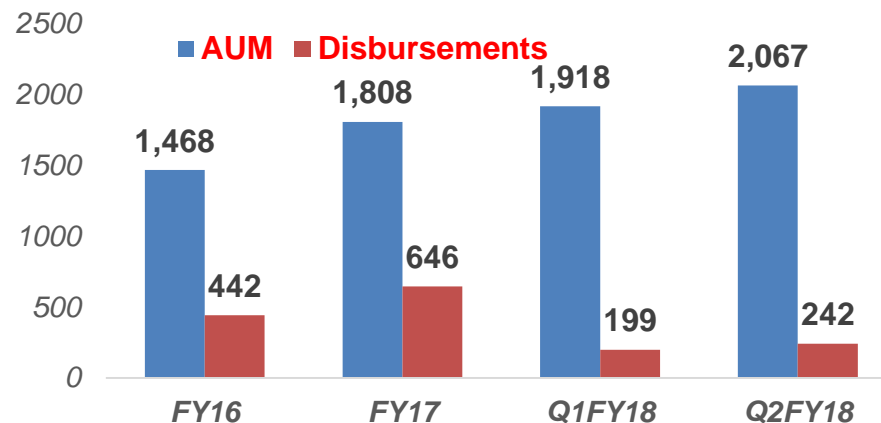
# Associate Companies: DHFL Vysya HFC



Focus on Economically Weaker Section (EWS) and Low Income (LIG) customer segments

Business operations spread across South India (Karnataka, Andhra Pradesh, Telangana, Tamil Nadu, Puducherry & Kerala), Maharashtra and Uttar Pradesh

Network across 75 branches and service centres



# Associate Companies: Aadhar Housing Finance



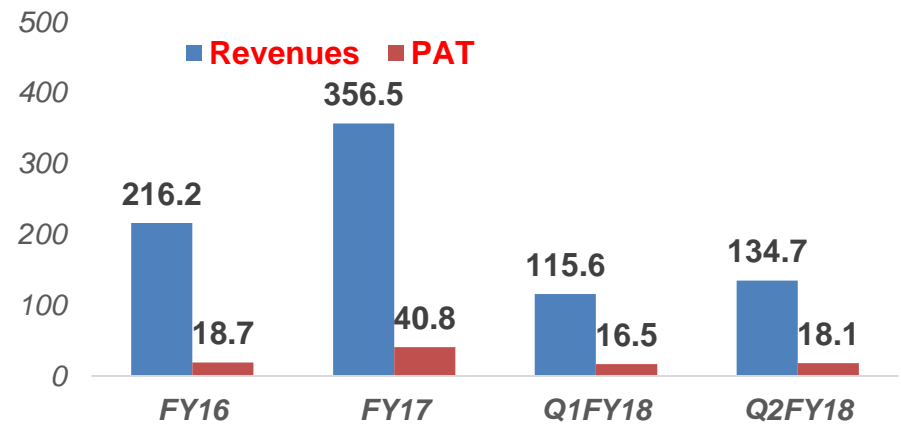
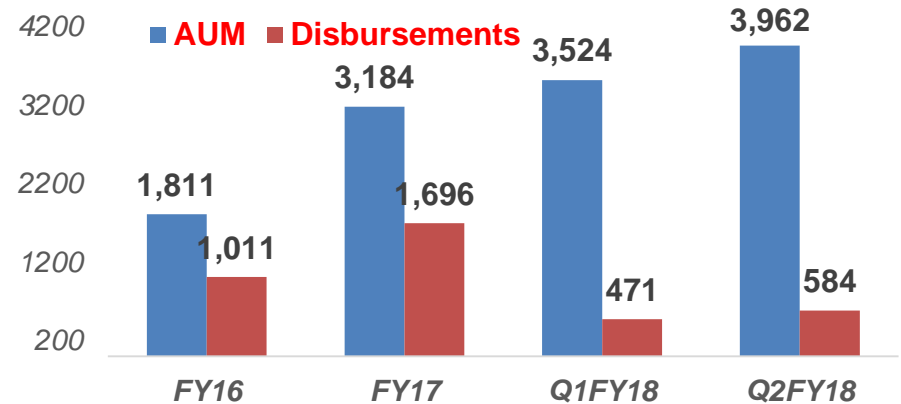
Focus on Economically Weaker Section (EWS) and Low Income (LIG) customer segments

Business operations spread across

- East (Bihar, Jharkhand, West Bengal, Orissa),
- North (Uttar Pradesh, Rajasthan, Uttarakhand)
- West (Maharashtra, Gujarat, Chhattisgarh, Madhya Pradesh)

Network of 180 branches

IFC has 20% equity stake in the company



# Associate Companies: Avanse Financial Services



Launched in 2013 and now India's second largest education loan financing NBFC

## Product wise breakup of AUM

Retail loan – Education Loan

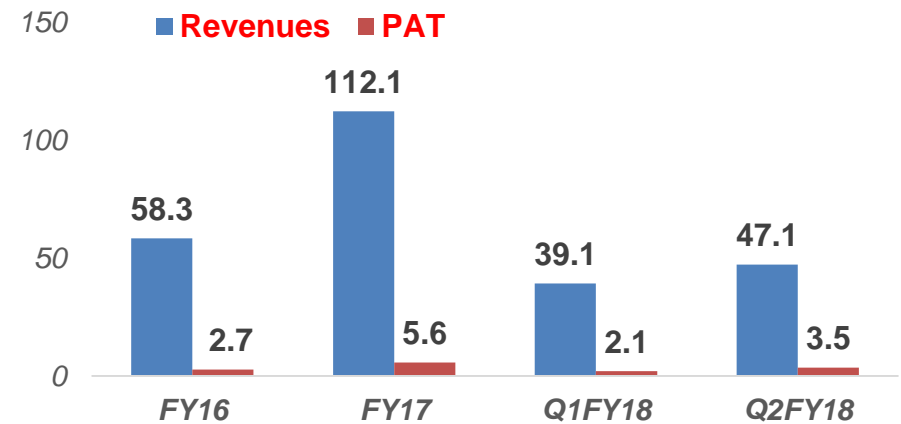
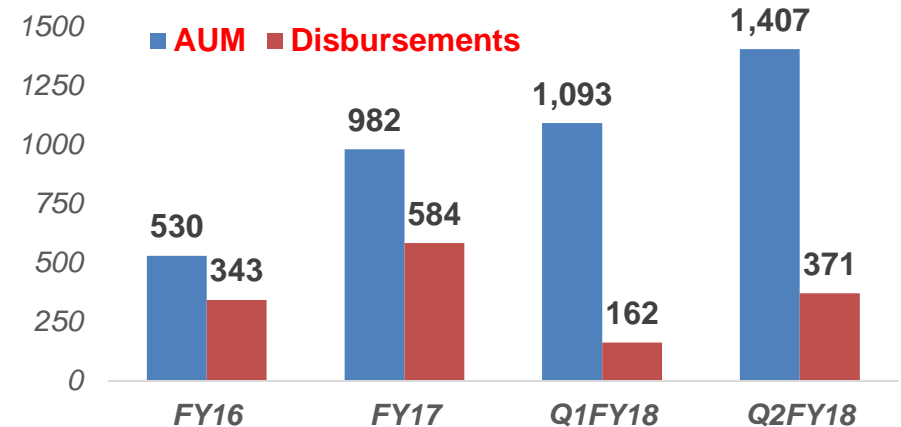
- Domestic : 13%
- Foreign : 66%

Non Retail Loan

- Education Institution Loan : 21%

Business coverage across 14 major educational markets of the country with additional coverage through 184 DHFL Centres

IFC has 20% equity stake in the company



# Associate Companies: DHFL Pramerica Life Insurance (DPLI)



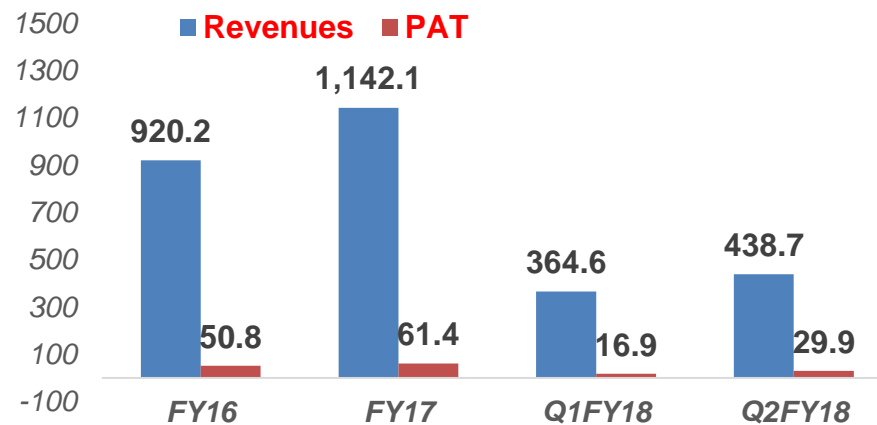
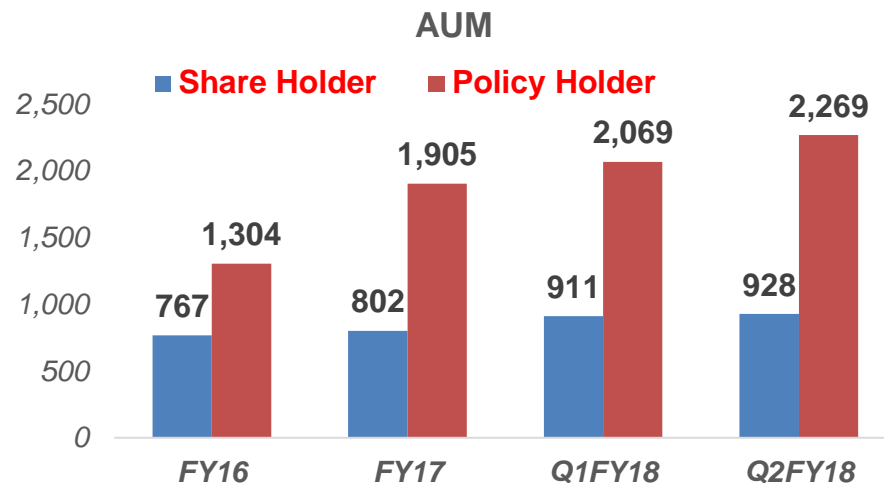
LIFE INSURANCE

JV with Prudential Financial Inc.\* of United States

Presence in life insurance business with focus on traditional products

Transaction involving sale of 50% stake of DHFL in DPLI to a WOS (DHFL Investments Ltd) concluded in Mar 2017

Network of 108 branches and more than 7,500 agents



\* Pramerica is the brand name used by Prudential Financial, Inc. ("PFI") of the USA and its affiliates in select countries outside the USA. Neither PFI nor any of the Pramerica entities are affiliated in any manner with Prudential PLC, a company incorporated in the United Kingdom.

All values in Rs crore



# Associate Companies: DHFL Pramerica Asset Management (DPAMC)

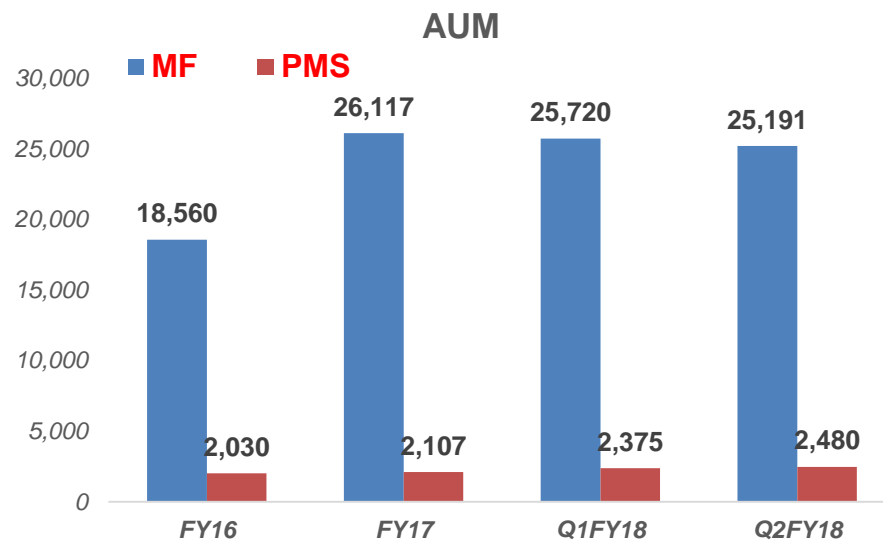


JV with Prudential Financial Inc.\* of United States

Launched Mutual Fund (MF) business in 2010 and Portfolio Management Services (PMS) in 2013. Acquired Deutsche Asset Mgmt in 2016.

Network of more than 5,800 empanelled distributors and more than 1 lakh active folios

Headquartered in Mumbai with presence in 24 cities



PMS includes Discretionary & Advisory AUM

# Disclaimer

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This presentation may contain statements about events and expectations that may be “forward-looking,” including those relating to general business plans and strategy of Dewan Housing Finance Corporation Ltd. (“DHFL”) and its associates/subsidiaries/JVs, its future outlook and growth prospects, and future developments in its businesses and its competitive and regulatory environment. Actual results may differ materially from these forward-looking statements due to a number of risks and uncertainties, including future changes or developments in DHFL and its associates/subsidiaries/JVs business, its competitive environment, its ability to implement its strategies and initiatives and respond to technological changes and political, economic, regulatory and social conditions in India. All financial data in this presentation is obtained from the Financial Statements for FY2015, FY2016 and FY2017, and FY2018YTD basis which the ratios are calculated. This presentation does not constitute a prospectus, offering circular or offering memorandum or an offer invitation or a solicitation of any offer to purchase or sell, any shares of DHFL should not be considered or construed in any manner whatsoever as a recommendation that any person should subscribe for or purchase any of DHFL's shares. None of the projections, expectations, estimates or prospects in this presentation should be construed as a forecast implying any indicative assurance or guarantee of future performance, nor that the assumptions on which such future projections, expectations, estimates, or prospects have been prepared are complete or comprehensive.

**Thank You**

**Contact**

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