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Bandra (East), Mumbai - 400098.  
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DHFL/CSD/2017/770

31<sup>st</sup> May, 2017

The Manager Listing Department The BSE Limited. Phiroze Jeejeebhoy Towers, Dalal Street, Fort, Mumbai- 400 001.	The Manager Listing Department National Stock Exchange of India Limited, 'Exchange Plaza', C-1, Block G, Bandra- Kurla Complex, Bandra (East), Mumbai- 400 051.
Fax No. 2272 2082 / 3132	Fax No. 26598237 / 38
Kind Attn. DCS -CRD	Kind Attn. Head - Listing
Stock Code : 511072	Stock Code : DHFL

Dear Sir/Madam,

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

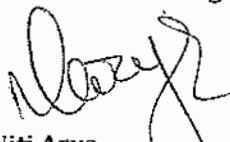
Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we wish to inform you that the Company had participated in the Phillip Capital Investor Conference held in Mumbai on 30 May 2017.

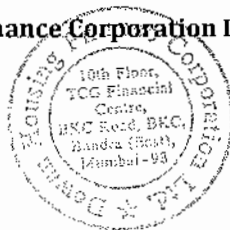
A copy of the investor presentation is enclosed herewith for your records and the same has also been placed on the company's website.

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

Thanking you,

Yours faithfully,  
**for Dewan Housing Finance Corporation Ltd.**

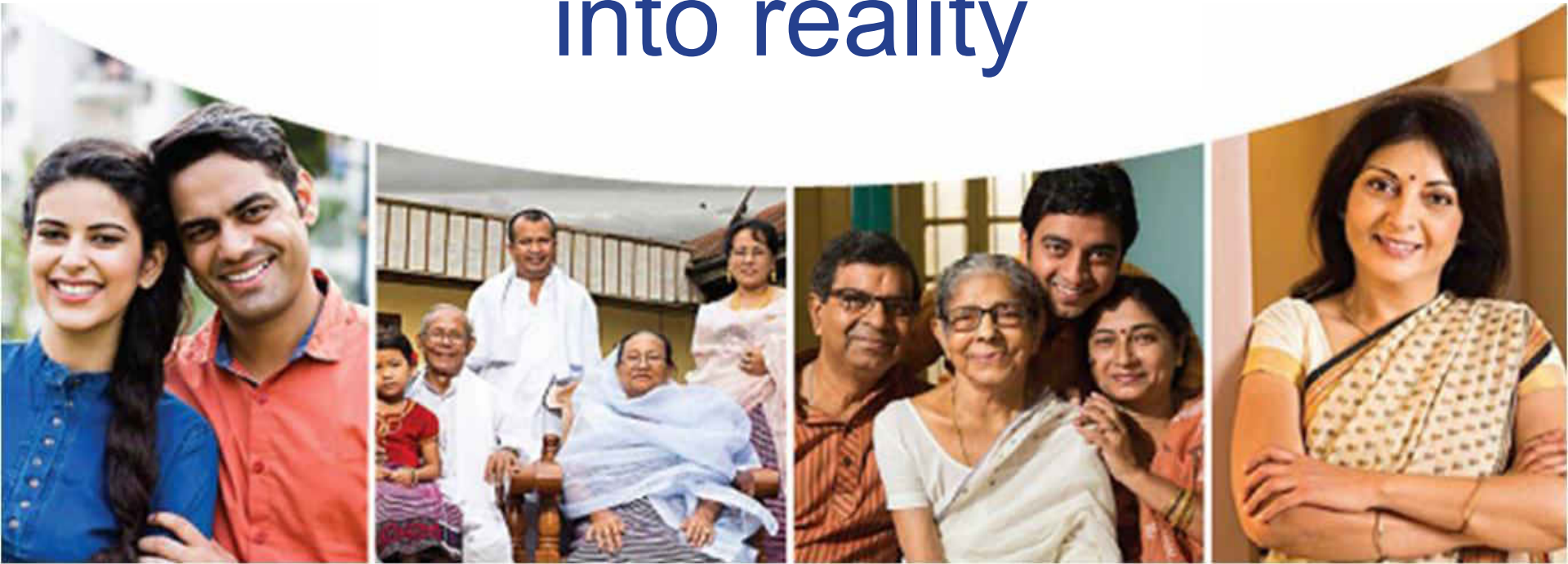
  
**Niti Arya**  
Company Secretary  
FCS 5586



Encl: As above



# Turning dreams into reality



May 2017

“

I want  
every Indian  
to own a home  
of his own

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

”



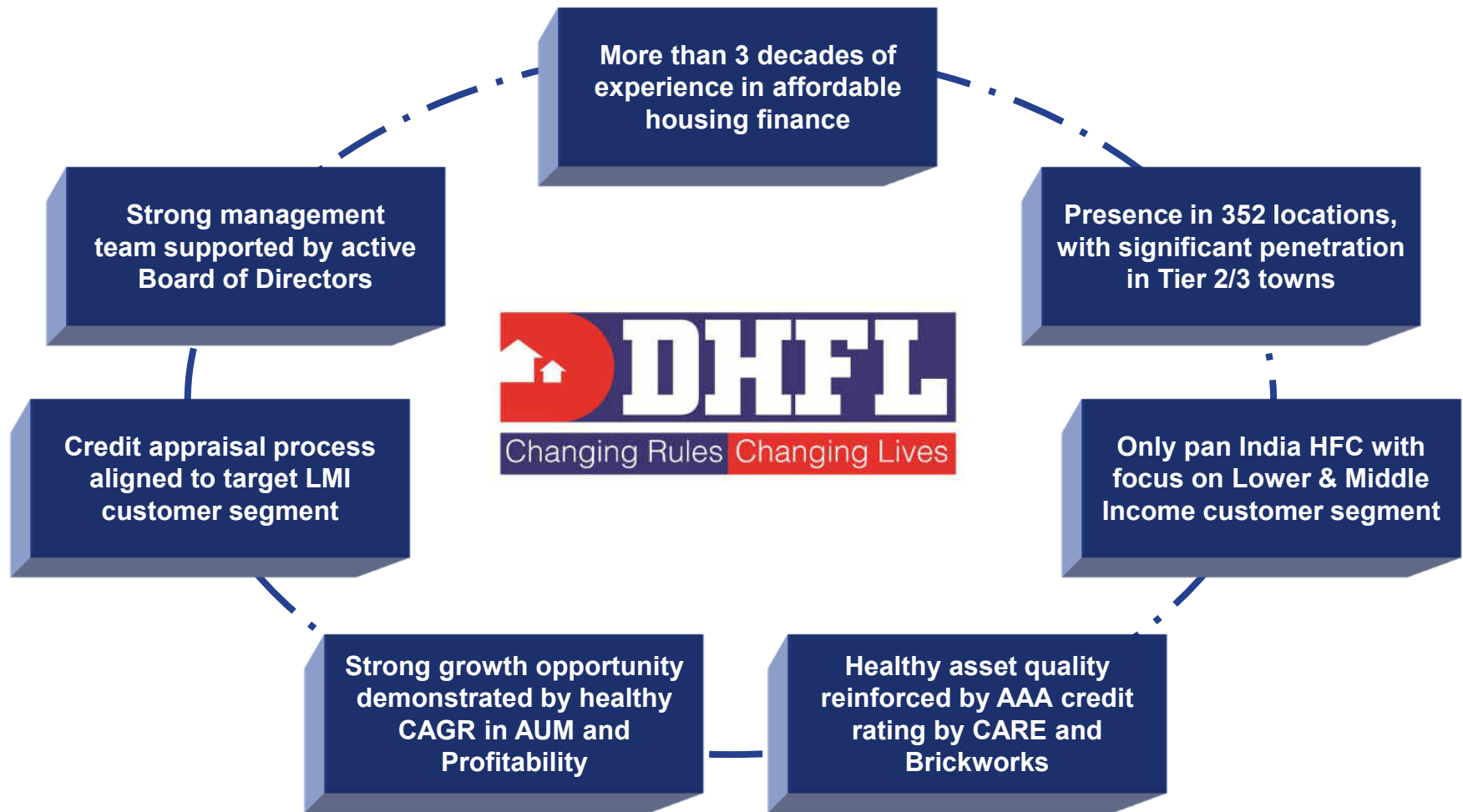
***Our vision is to transform the lives of Indian households  
by enabling access to home ownership.***

# Section 1

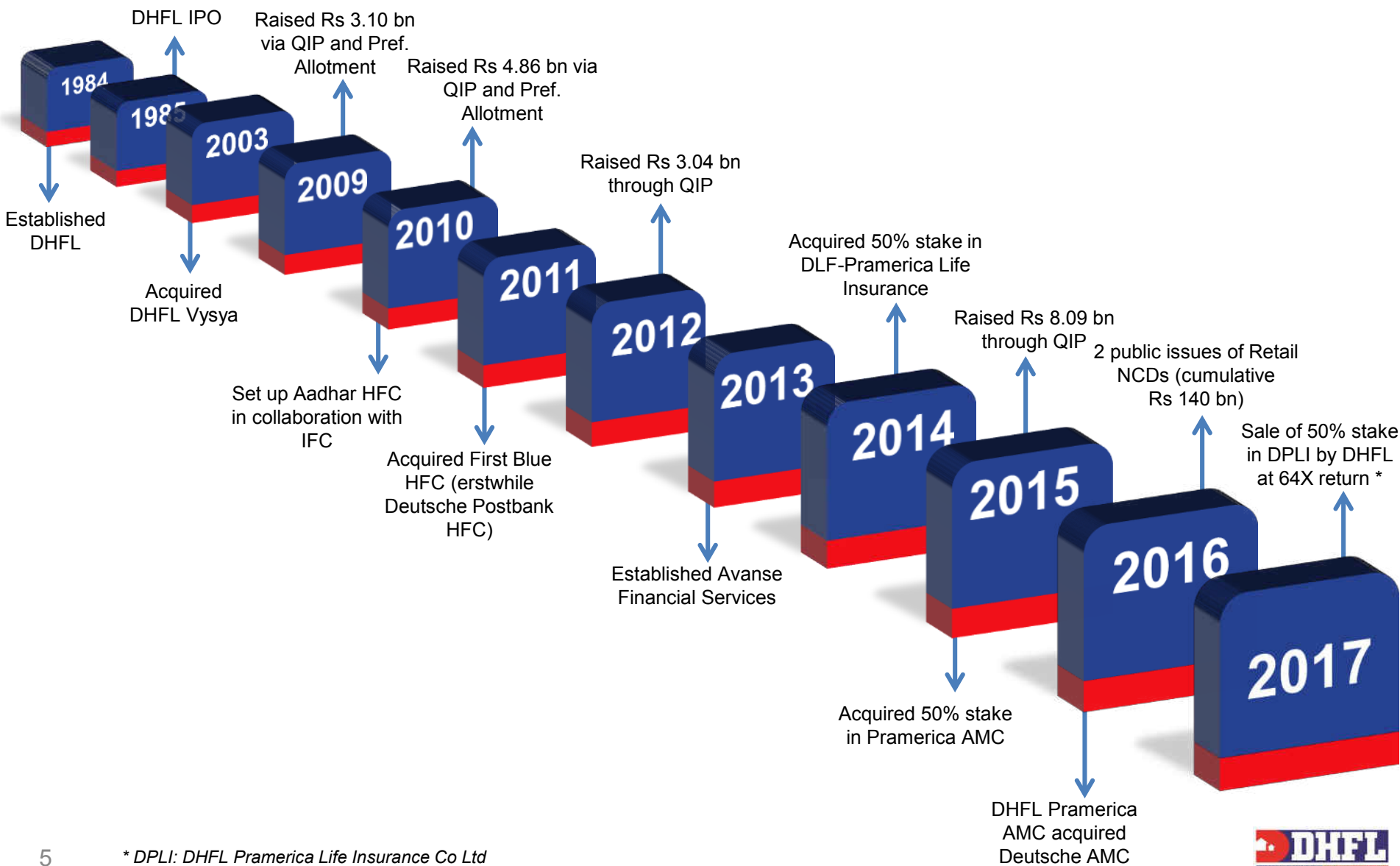
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## About the Company

# 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 37.4%**

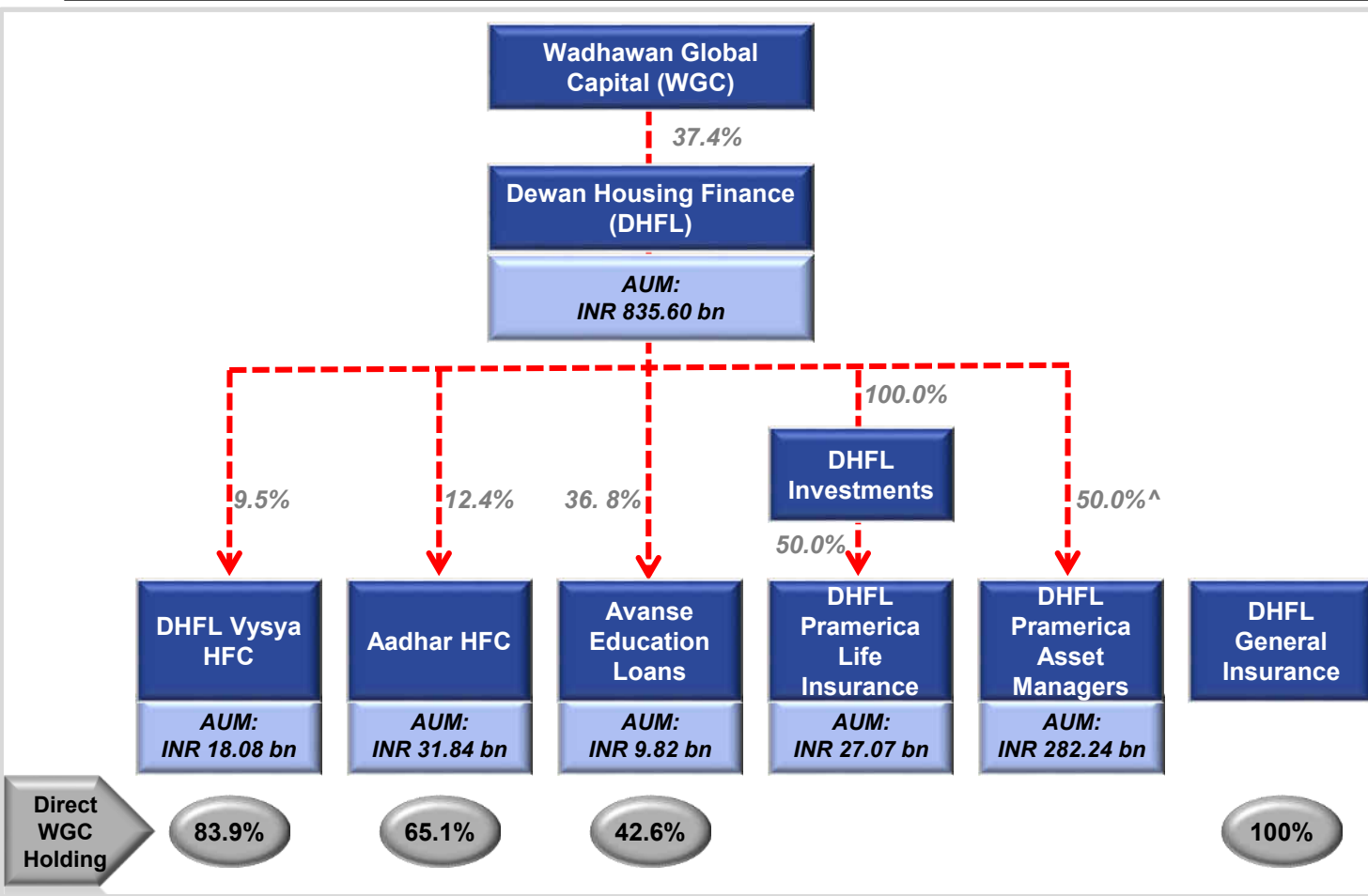
**Integrated financial services platform with businesses in lending, insurance and asset management, having focussed product offerings across each customer vertical as part of multi-generational customer-lifecycle consumer outlook**

**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



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



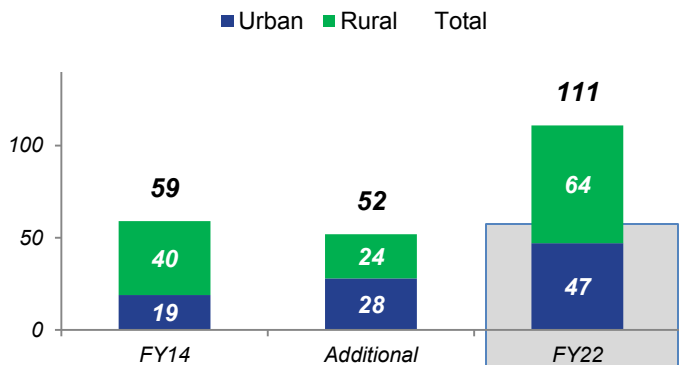
# Section 2

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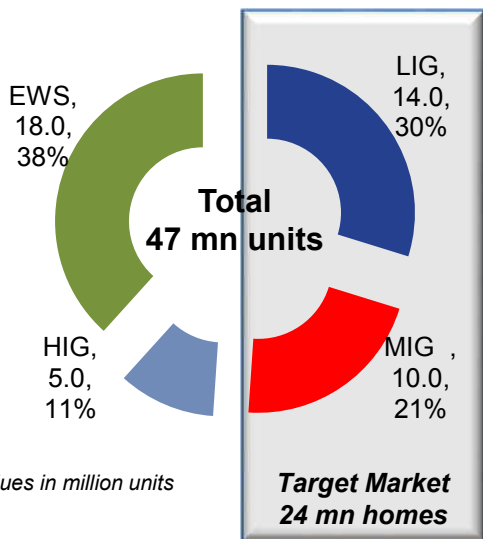
## Market and Business Overview

# Opportunity in the Housing Finance Space

## Housing units shortfall in India

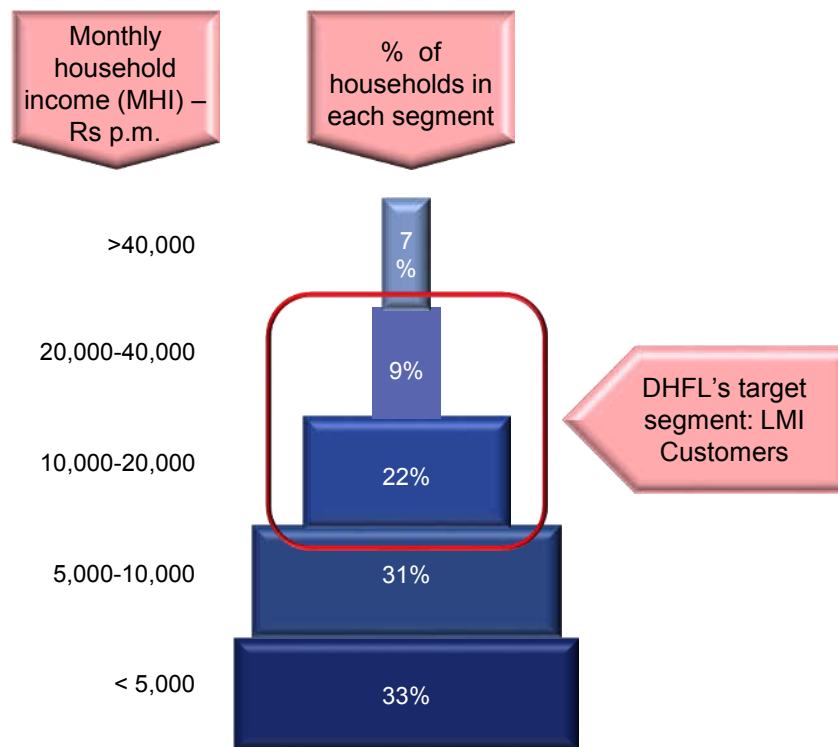


All values in million units



All values in million units

## Customer segments in housing space

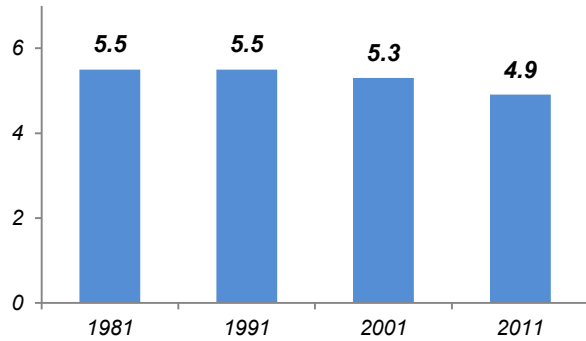


- Current investment in housing: **Rs 7 trillion p.a.**
- Investment of Rs 120 trillion required to address housing shortage (**~Rs 15 trillion p.a.**)

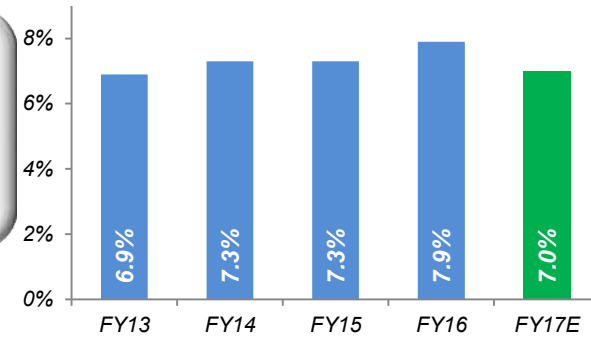
Sources: Report of the technical urban group (TG-12) on urban housing shortage (2012-17), Ministry of housing and urban poverty alleviation (Sep 2012) Funding the vision — Housing for all by 2022, KPMG Housing Report, Monitor Deloitte Report  
Income classification: EWS (<Rs 1 lakh pa), LIG (Rs 1-2 lakhs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

# Housing Demand Growth Drivers

Average Household Size



GDP Growth Rate (real)



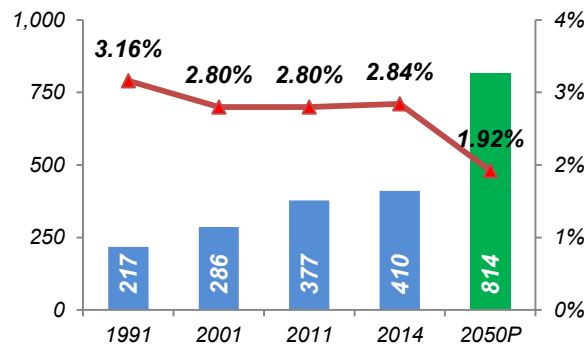
**Increase in affordability** driven by Government measures, sustained GDP growth rate, lowest mortgage rates in 5 years and stable property prices

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

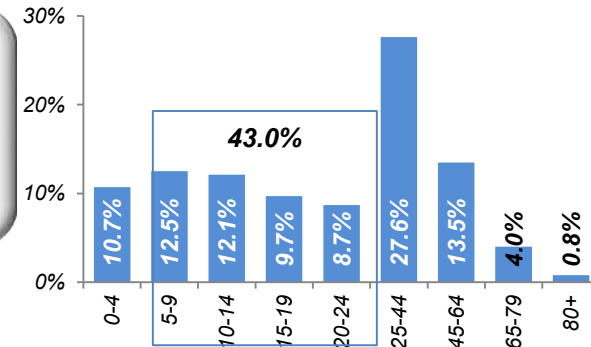
**Increase in workforce** to be driven by expected bulge in working age population

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

Urban Population (mn) CAGR



Age wise demographics

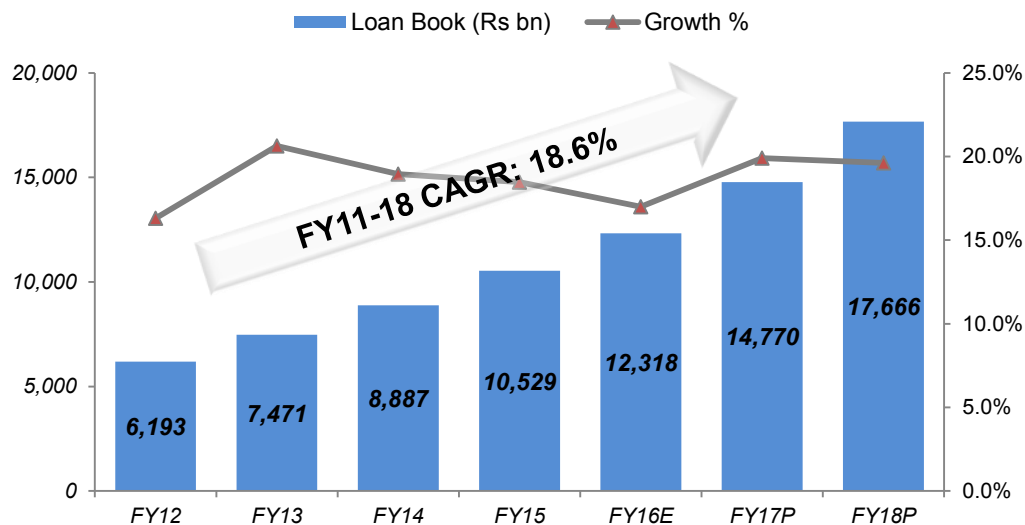


Source: Census data, 2011 and UN DESA, 2014

Source: Census data, 2011

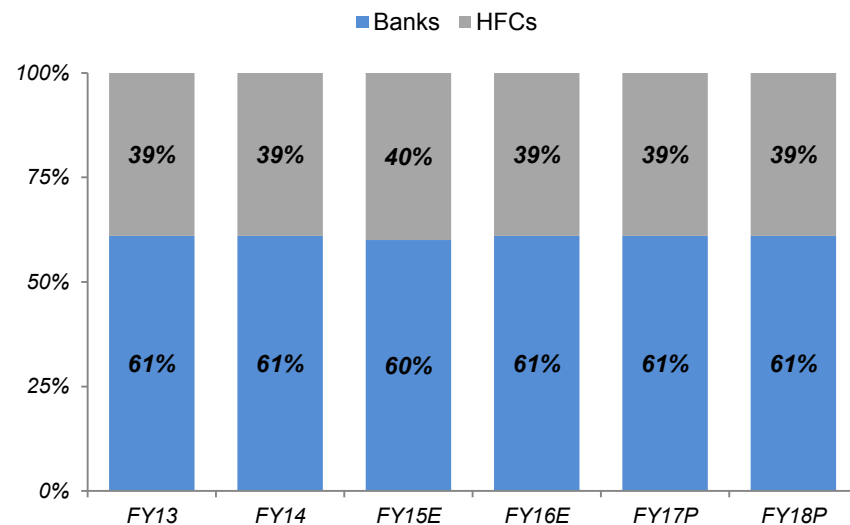
# Significant Presence of HFCs

## Growth of housing loans (Banks + HFCs)



Source: CRISIL Housing Finance Report, October 2016

## Steady share of HFCs



Source: CRISIL Housing Finance Report, October 2016

## 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

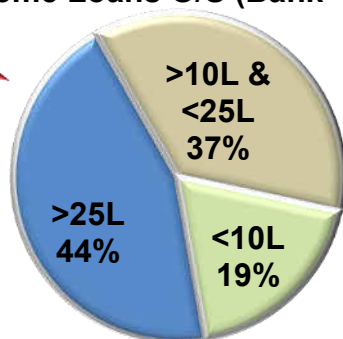
**ATS > INR 10 lakhs & < INR 25 lakhs**

- ✓ 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 100,000 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

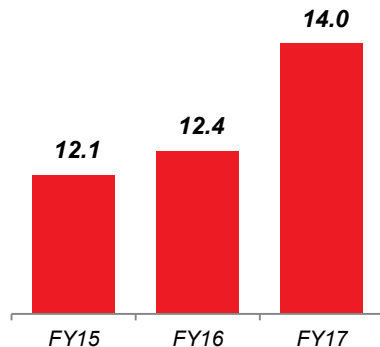
More than 75% of DHFL Home Loan Customers qualify for Govt schemes for affordable housing

# 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 31 Mar 2017

## DHFL – Key Differentiators

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

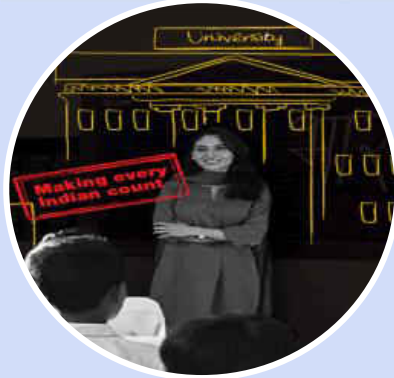
Tier 2/3 town focussed distribution network with a dual distribution strategy (in house + outsourced DSA)

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 352 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*

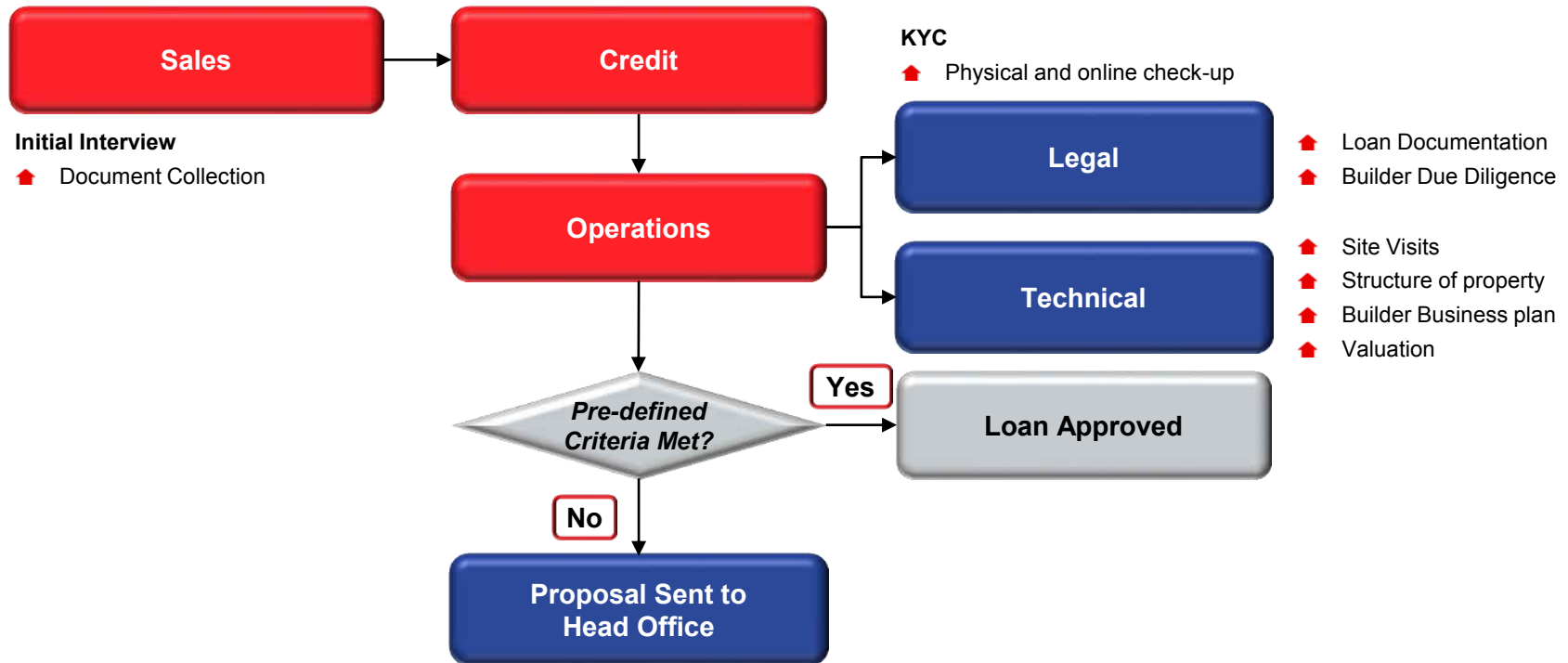
# Business Enablers: Robust Credit Appraisal Process

## 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

## Maharashtra

- **Early Childhood Care and Education** in 996 Anganwadis in Palghar
- **Skill Development Centres** in Chandrapur and Kolhapur equipped to train 2,000+ 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

- **Akshay Patra Mid day meals** for 20,000+ children in Guwahati

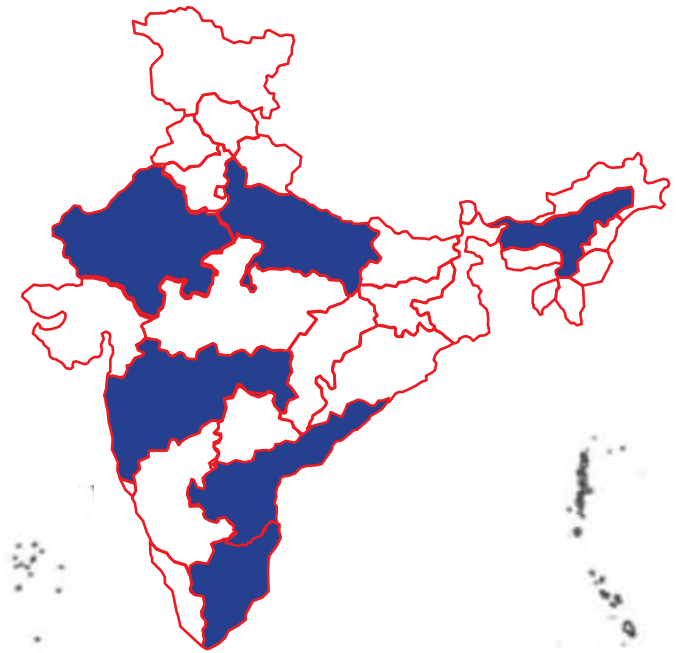
## Tamil Nadu

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

## Andhra Pradesh

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

Invested close to Rs 200 million over the last 30 months with commitment to invest further Rs 250 million in FY17-18



Changing lives of

1,00,000+



# Section 3

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## Creating Shareholder Value

# Steps Taken to Enhance Shareholder Value

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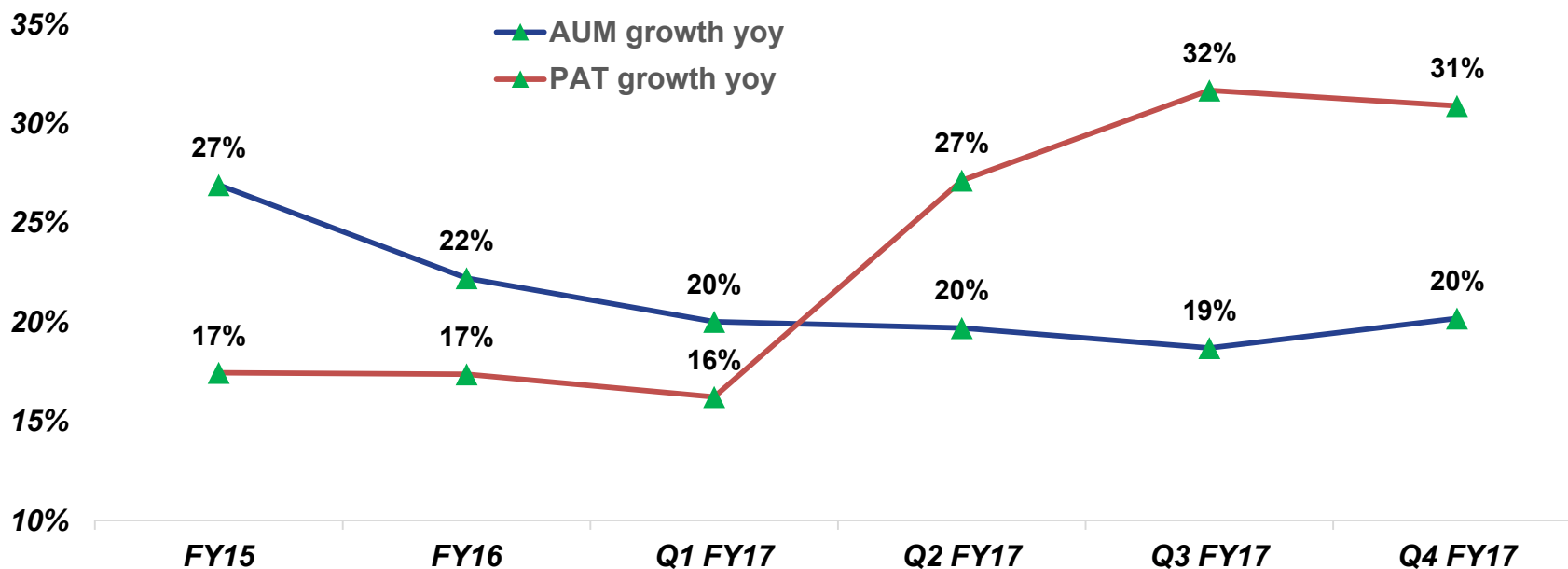
- **Healthy revenue and robust earnings growth being generated through sustainable growth in loan portfolio and expense reduction. For FY17, Revenues have grown 21% YoY \* while PAT has grown 27% YoY \***
- **Significant reduction in Cost of Borrowings (reduction of 84 bps on the entire book in the period FY17 to 8.83%)**
  - **Raised Rs 140 bn through two highly successful public issues of NCD in Q2FY17; NCD mix increased to 42% of liabilities**
  - **Bank loans pricing renegotiated and cost of entire bank borrowing book reduced by 119 bps within 1 year**

# Steps Taken to Enhance Shareholder Value

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- **DHFL sells entire 50% stake held by it in DHFL Pramerica Life Insurance Co Ltd (DPLI) in Q4FY17 adding Rs 19.69 bn (33% increase) to DHFL's Net Worth. This bolsters DHFL's CRAR by ~400 bps and adds Rs 62.9 /share to the existing Book Value**
  - **Capital infused via transaction sufficient to drive growth of DHFL's affordable housing finance business for next 2-3 years**
- **Raised Rs 5 bn by issuing convertible warrants to DHFL promoters @ Rs 235.51 per share in Q4 FY16**
  - **Warrant conversion price at 5% premium to SEBI mandated Minimum Price and ~28% premium to market share price**
  - **Entire capital infusion completed by Sep 2016, 1 year before scheduled deadline**
- **Pan India distribution network**
  - **Expanded distribution by opening 100 new branches as part of Project Freedom 100 in FY14-15**
  - **Significant distribution footprint in Tier 2/3 towns to enable DHFL play a key role in PMAY**

## Improvement in Profitability



- **AUM growth proactively being managed at sustainable levels**
- **PAT accelerating faster than AUM driving profitable growth**

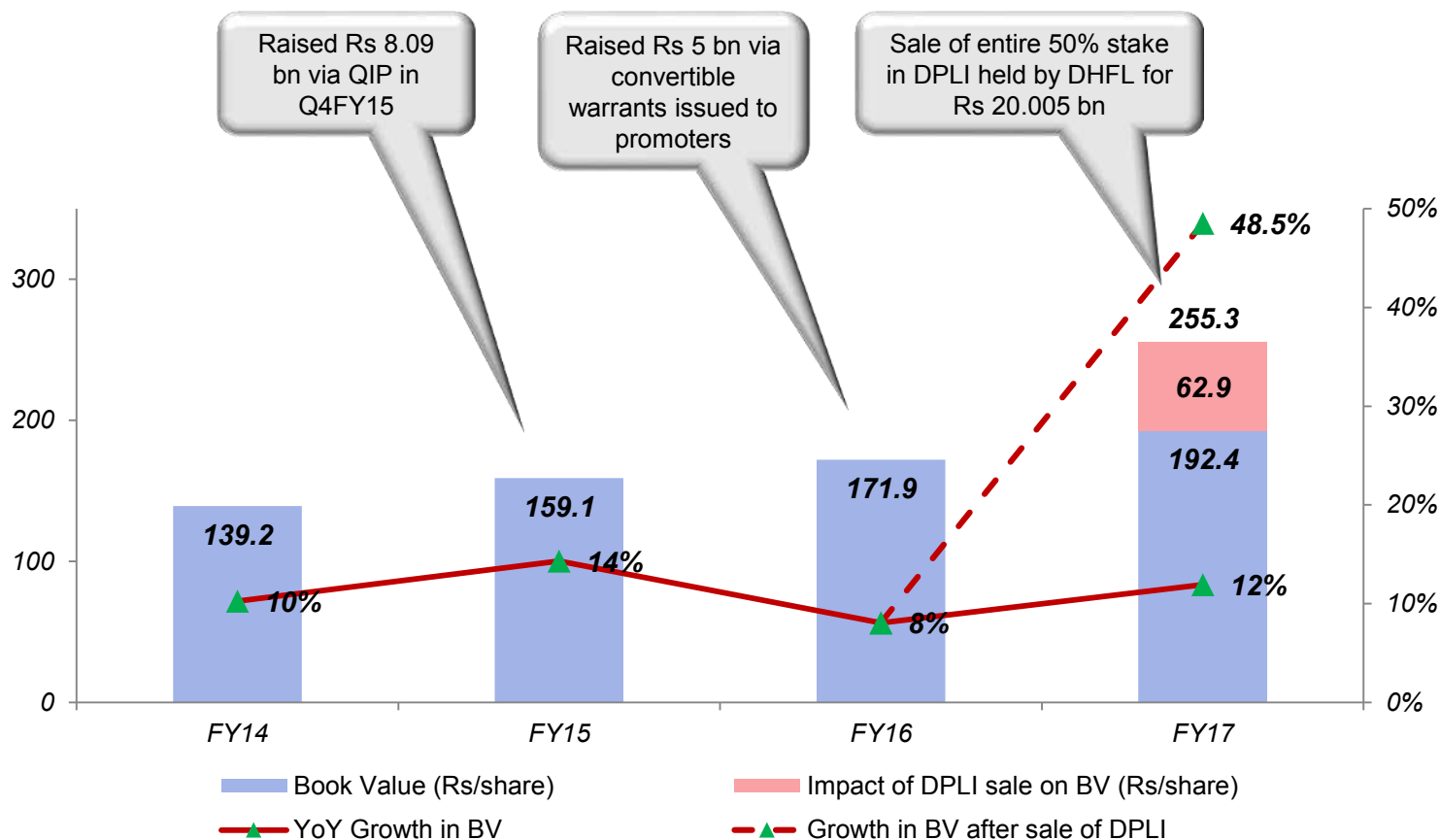


## Sale of DPLI Stake by DHFL – Key Highlights

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- **DHFL sells entire 50% stake held by it in DHFL Pramerica Life Insurance Co (DPLI) to its wholly owned subsidiary, DHFL Investments Ltd (DIL)**
  - **DIL funds the transaction by issuing Compulsorily Convertible Debentures (CCD) worth Rs 19.01 bn to DHFL's promoters**
- **Sale Price at Rs 20.005 bn vs Book Value of Rs 310.7 mn (basis Fair Market Value for DPLI as determined by Willis Towers Watson) - implied EV multiple of ~3.5X**
- **Stake monetised at a ~64X return in 3 years**
- **The transaction adds Rs 19.69 bn to DHFL's Net Worth. It bolsters DHFL's Net Worth by 33% (Book Value increases by Rs. 62. 9/share) and CRAR by ~400 bps**
- **Interest free cash inflow to boost DHFL's PAT and profitability ratios**

# Sale of DPLI Stake by DHFL – Impact on Book Value



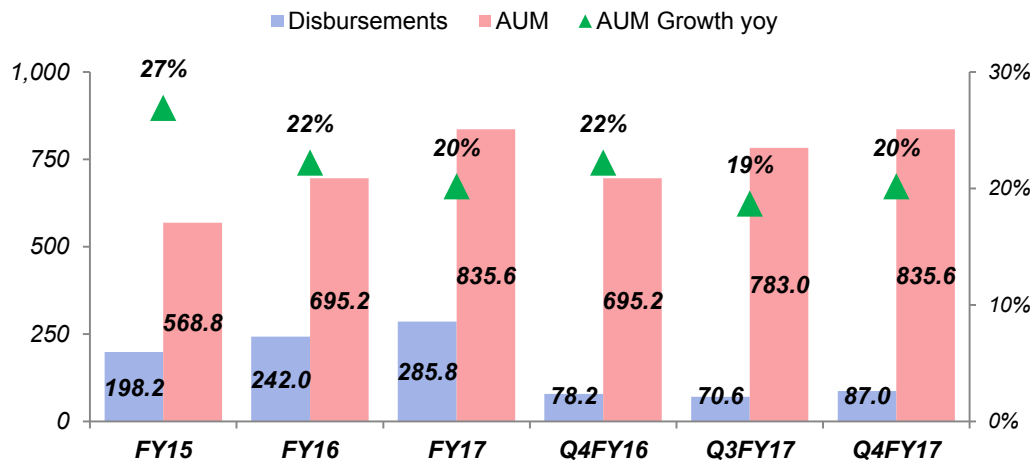
**Improved Book Value and CRAR of DHFL sufficient to drive business growth for next 2-3 years without any equity dilution of existing shareholders**

# Section 4

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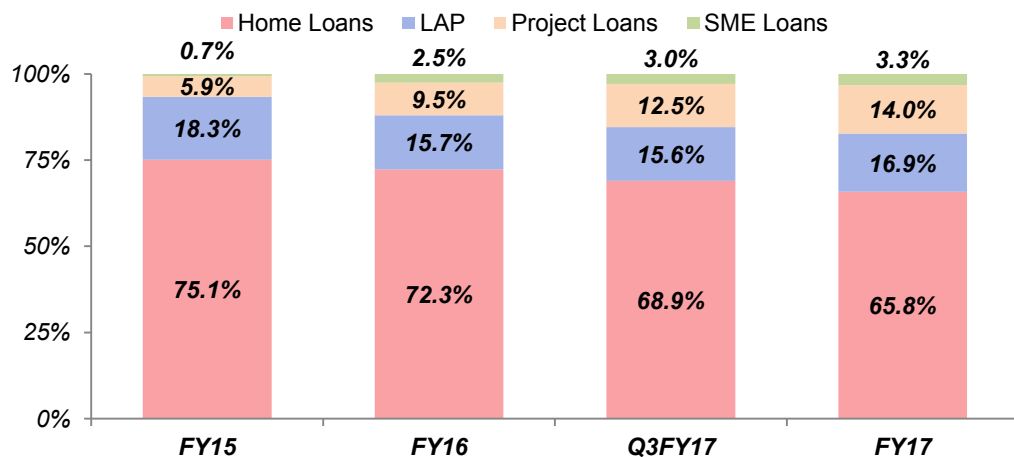
## Business Strategy and Financial Performance

# Robust AUM Growth



Values in Rs bn

## Product Mix



Affordable housing to lead growth, spurred by Govt focus

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

Continued focus on LMI customer segment

Significant distribution footprint in Tier 2/3 towns to drive growth

# Continuous Reduction in Cost of Funds

COST OF FUND	FY15	FY16	Q2FY17	Q3FY17	FY17
Banks	10.81%	10.10%	9.83%	9.41%	<b>8.91%</b>
Debt Capital Mkts	9.54%	9.28%	8.92%	8.94%	<b>8.84%</b>
Fixed Deposits	10.34%	9.52%	9.35%	9.07%	<b>8.91%</b>
ECB	8.56%	8.71%	8.90%	8.88%	<b>8.95%</b>
NHB	7.93%	7.59%	7.61%	7.52%	<b>7.55%</b>
<b>Total</b>	<b>10.28%</b>	<b>9.67%</b>	<b>9.33%</b>	<b>9.10%</b>	<b>8.83%</b>

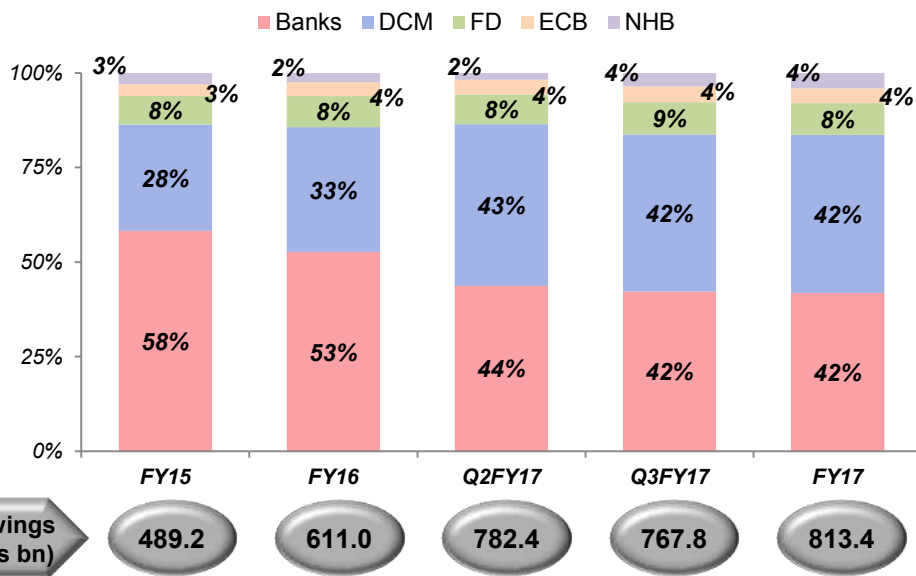
**Significant reduction in COF driven by successful re-negotiation of bank loan pricing – down 119 bps yoy on entire book**

**Increase in share of Debt Capital Markets (DCM) – up 9% yoy to 42%**

**Continue focus on diversification of liabilities to further reduce cost of funds**

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

## Liability Mix

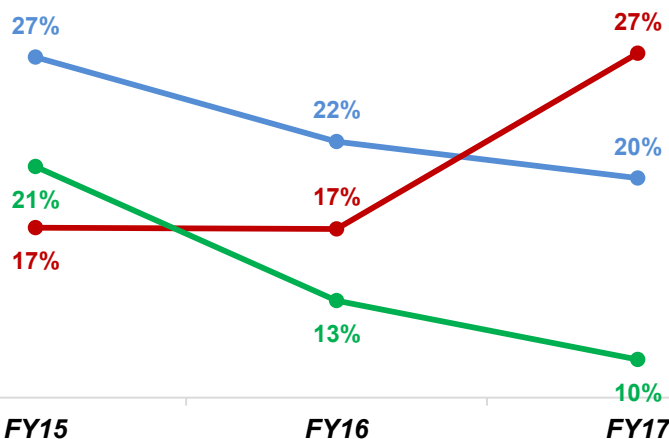


Borrowings O/S (Rs bn)

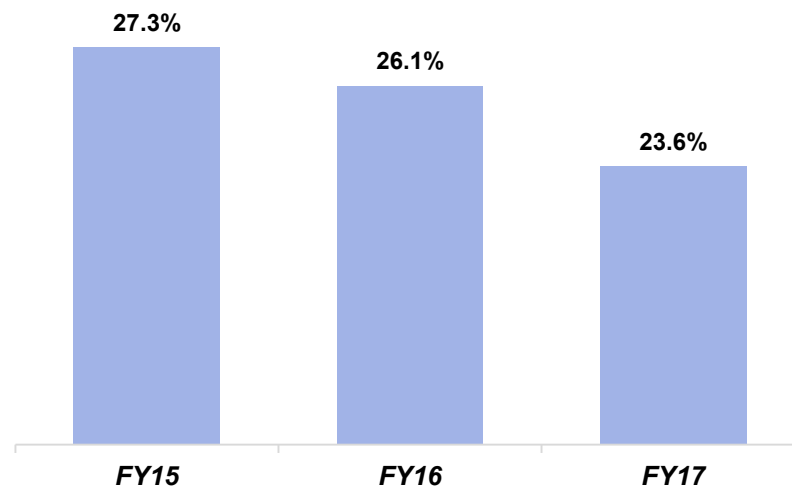
# Improvement in Operating Efficiency

## Growth Trends

—●— AUM growth yoy —●— PAT growth yoy —●— Opex growth yoy



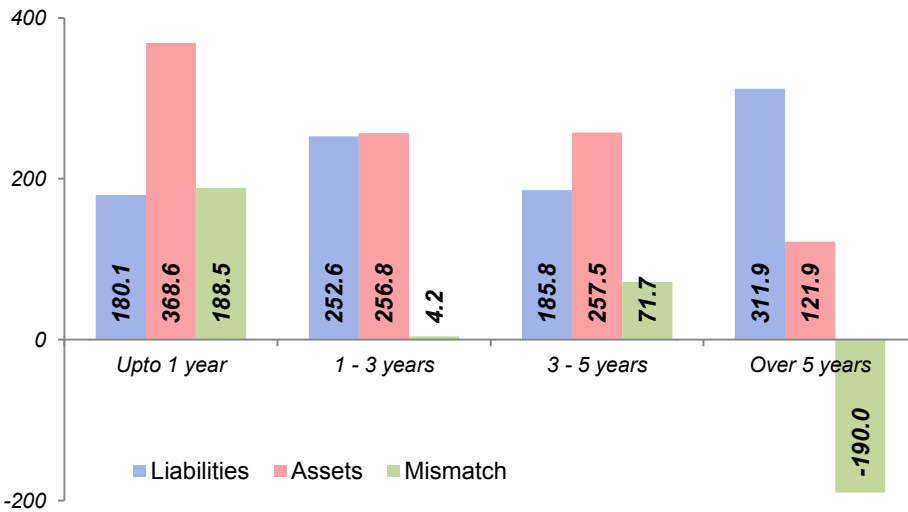
## Cost / Income Ratio



- Significant investment in last 3 years to drive network expansion and improve brand visibility
- Target reduction in Cost/Income Ratio through focus on efficiency improvement and technology led initiatives
- Cost to Income Ratio for FY17 at lowest level in the last 3 years
- Moderating growth in operating expenses vs AUM enabling steady improvement in profitability

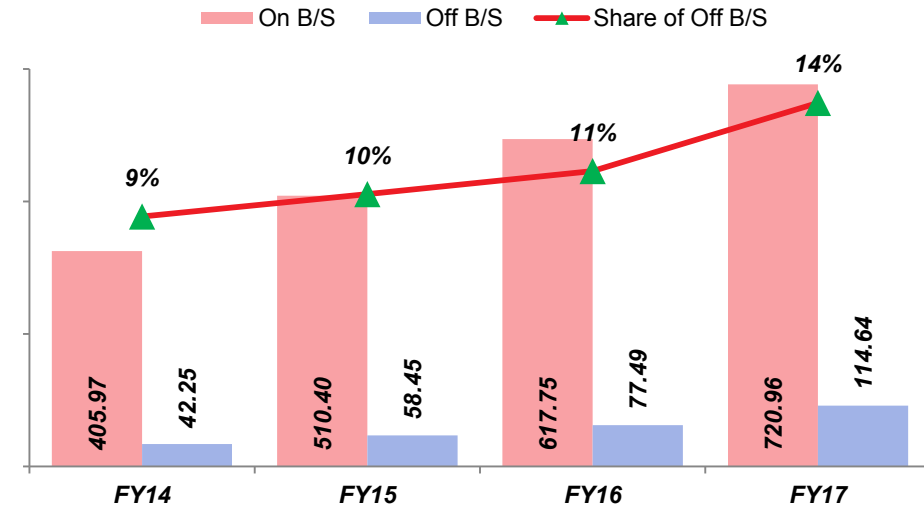
# Superior Risk Management via Asset Liability Matching

## No Asset Liability Mismatch



As on 31 Mar 2017

## On / Off B-S Loan Book



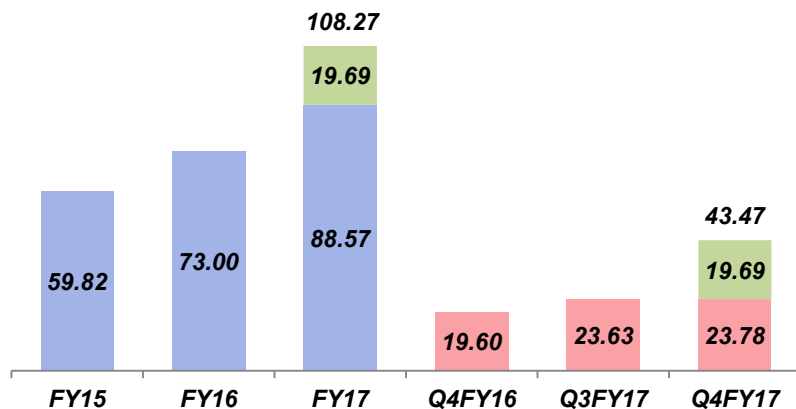
**No Asset Liability Mismatch in short and medium term buckets**

**Securitized Rs 64.39 bn in FY17; share of Off B/S Loan Assets at 14% of Total AUM**

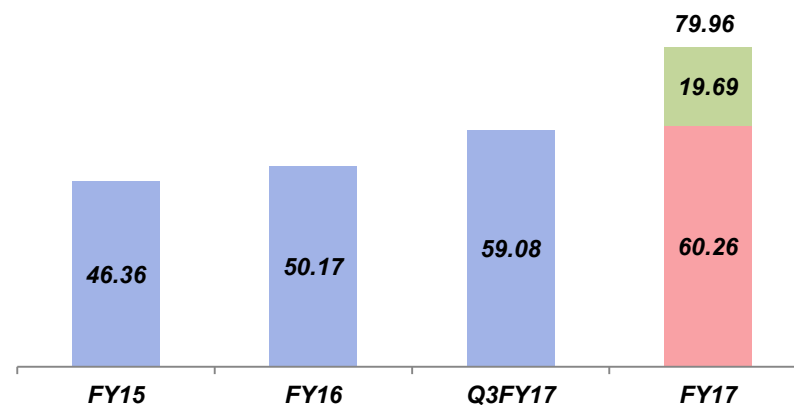
**Priority sector guidelines for affordable housing support DHFL strategy of increasing securitisation**

# Financial Statements (Summary)

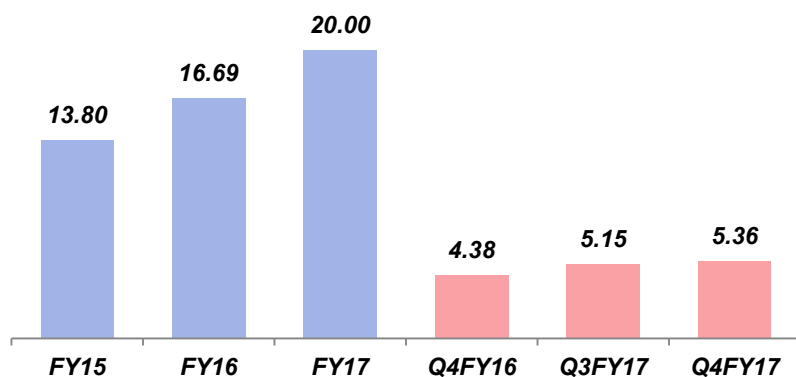
## Total Income \*



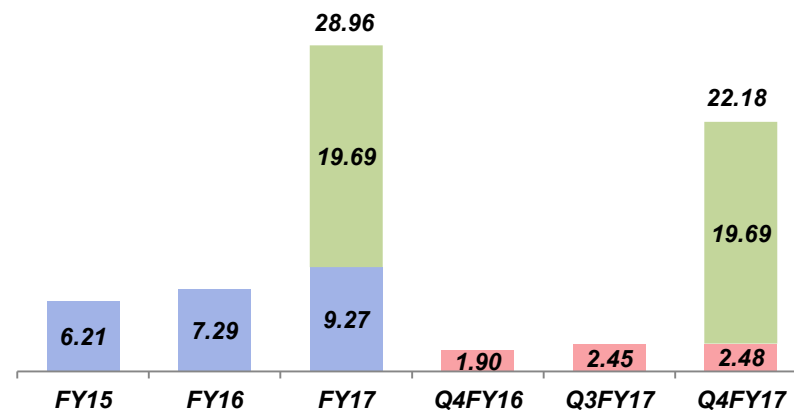
## Net Worth \*



## Net Interest Income (NII)



## Profit After Tax \*



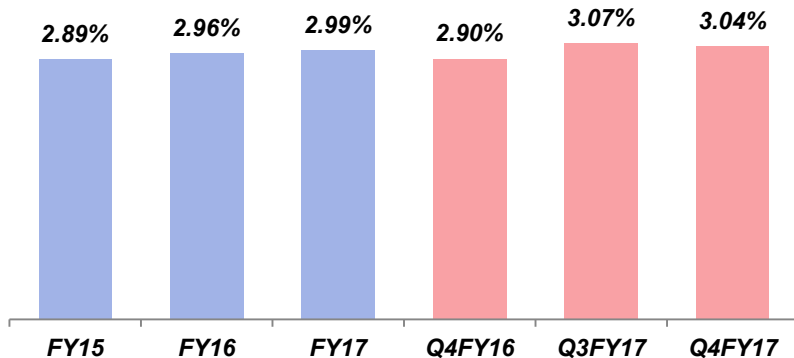
All values in Rs bn based on DHFL Standalone Accounts

31 \* The impact of the stake sale of DPLI by DHFL (Rs 19.69 bn) reflected in FY17 / Q4FY17 Total Income, Net Worth & PAT

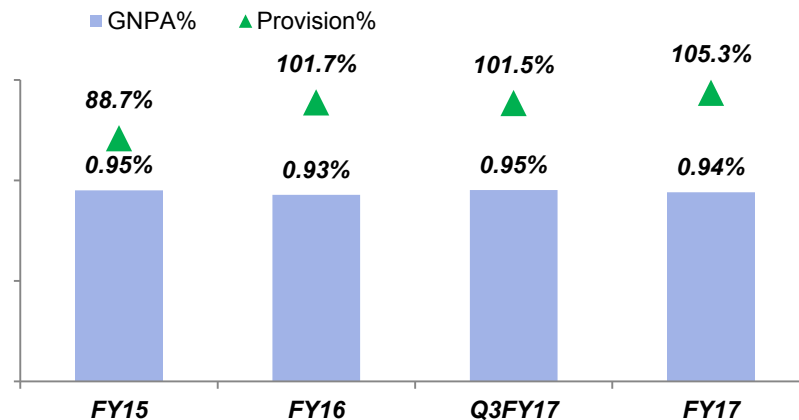


# Key Financial Ratios

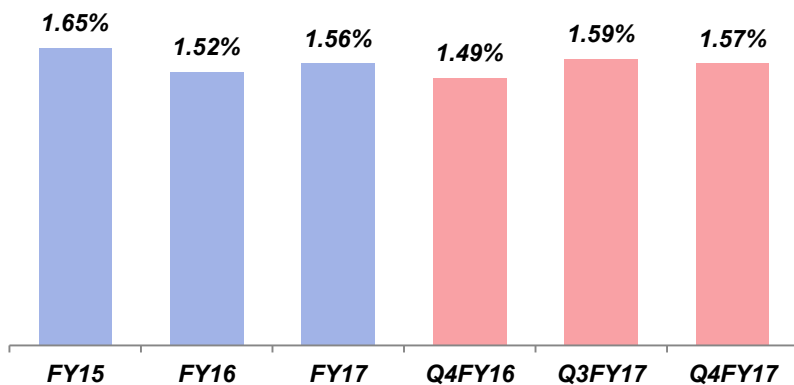
## Net Interest Margin (NIM)



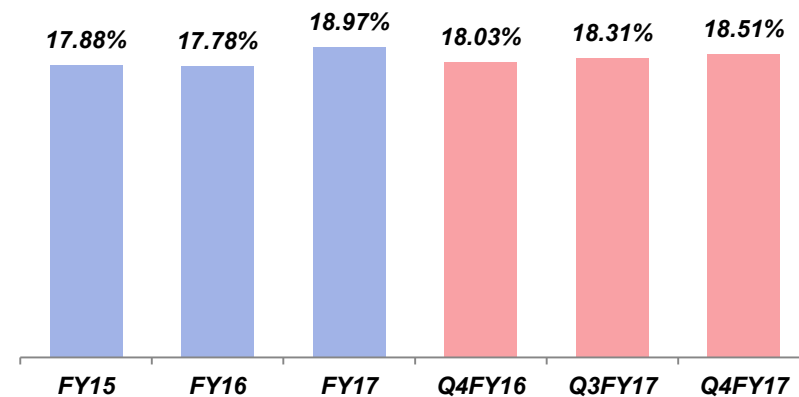
## NPA Provisioning



## Return on Assets (RoA) \*



## Return on Equity (RoE) \*



All values based on DHFL Standalone Accounts

## Way Forward

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**Reduction in Cost of Funds through on-going diversification of liabilities**

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

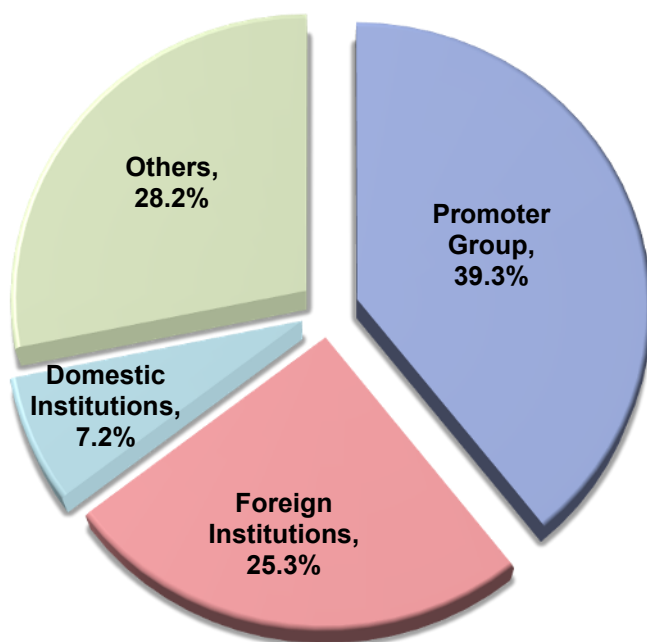
**Revenue enhancement through better utilization of branch network and technology initiatives**

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

**Exploring opportunities in the fin-tech space which provide DHFL with synergistic benefits.  
Board has allocated Rs 1 bn in FY16 for the same.**

# Shareholding

## Shareholding Overview



## Key Shareholders

SN	Name of Investor	% Holding
1	Rakesh Jhunjunwala	3.59%
2	Life Insurance Corp. Of India	3.09%
3	Acacia Partners*	3.07%
4	Neuberger Berman*	1.74%
5	Templeton*	1.74%
6	Vanguard*	1.66%
7	Dimensional (DFA)*	1.52%
8	Goldman Sachs*	1.48%
9	Morgan Stanley IM*	1.19%
10	Lazard*	1.17%

\* Held through multiple folio numbers/schemes

# Annexure 1

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## Financial Statements – Q4 FY17

# Financial Statement

	FY15	FY16	FY17	Q4 FY16	Q3 FY17	Q4 FY17	Growth (Q4FY17 vs Q4FY16)
<b>INCOME STATEMENT</b>							
Interest Income	58.39	71.59	86.54	19.16	23.16	22.83	19%
(-) Interest Expenses	44.60	54.90	66.54	14.79	18.00	17.47	18%
Net Interest Income (NII)	13.80	16.69	20.00	4.38	5.15	5.36	22%
(+) Non Interest Income	1.42	1.41	21.73	0.44	0.47	20.64*	4606%
(-) Operating Expenses	4.48	5.08	5.60	1.43	1.39	1.68	17%
(-) Depreciation	0.26	0.24	0.23	0.05	0.07	0.03	-32%
(-) Provisioning	1.05	1.75	2.18	0.50	0.45	0.83	66%
Profit Before Tax	9.43	11.02	33.72	2.83	3.72	23.45	729%
(-) Taxes	3.22	3.73	4.75	0.93	1.27	1.27	36%
Profit After Tax	6.21	7.29	28.96	1.90	2.45	22.18	1069%
<b>BALANCE SHEET</b>							
Net Worth	46.36	50.17	79.96	50.17	59.08	79.96	
Borrowings	489.21	611.04	813.41	611.04	767.80	813.41	

All values in Rs bn and based on DHFL Standalone Accounts

36 \* FY17 / Q4FY17 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	Q4 FY16	Q3 FY17	Q4 FY17
Net Interest Income (NIM)	2.89%	2.96%	2.99%	2.90%	3.07%	3.04%
Cost/Income Ratio	27.32%	26.13%	23.63%^	27.25%	23.22%	24.39%^
Gross NPA %	0.95%	0.93%	0.94%	0.93%	0.95%	0.94%
Provision Coverage Ratio (PCR)	88.7%	101.7%	105.3%	101.7%	101.5%	105.3%
Total CRAR	16.56%	16.74%	19.34%	16.74%	16.31%	19.34%
Tier 1 CRAR	12.53%	12.97%	14.92%	12.97%	11.69%	14.92%
Net Debt/Equity Ratio	10.14	11.23	9.30	11.23	11.75	9.30
Return on Assets (RoA)	1.65%	1.52%	1.56%^	1.49%	1.59%	1.57%^
Return on Equity (RoE)	17.88%	17.78%	18.97%^	18.03%	18.31%	18.51%^
Earnings per share (Rs/share)	23.88	25.00	95.76	7.32	8.19	73.32
Dividend per share (Rs/share)	6.0*	8.0	4.0^^			
Dividend payout %	12.5%*	32.0%	12.2%^			

Note:

All values based on DHFL Standalone Accounts

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

^ Does not include one time impact of Gain on Sale of stake in DPLI by DHFL of Rs 19.69 bn

^^ Interim dividend of Re 1/share declared in Q2FY17. Board has recommended final dividend of Rs 3/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**

CEO, DHFL

## BUSINESS HEADS



**Mr. Rishi Anand**

Business Head – Housing Finance



**Mr. Chinmay Dhoble**

Business Head – SME and Mortgage Loans



**Mr. Rajendra Mirashie**

Business Head – Project Finance



**Mr. Pradeep Bhadauria**

Business Head – Retail Liability

## SHARED SERVICES



**Mr. Santosh Sharma**

Chief Financial Officer



**Mr. Vikas Arora**

Head – Collections and Recovery, Risk Control Unit



**Mr. Pradeep Sawant**

Head - Legal



**Mr. Jayesh Shah**

Head – Information Technology



**Mr. Rajendra Mehta**

Head – Human Resources



**Mr. Sanjiv Gyani**

Head – Operations



# Vastly Experienced Board of Directors



## **Kapil Wadhawan, CMD**

- ◆ MBA from Edith Cowan University, Australia
- ◆ Appointed MD in 2000 and CMD in 2009
- ◆ Two decades of experience in the housing finance industry



## **Dheeraj Wadhawan, Non Executive Director**

- ◆ Graduated in Construction Mgmt from University of London
- ◆ Over 12 years of experience in housing development



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

- ◆ Former MD, LIC
- ◆ Vast experience in insurance, housing, HRD, IT



## **M. Venugopal, Independent Director**

- ◆ Former CMD, Bank of India
- ◆ Former MD & CEO, Federal Bank
- ◆ Vast experience in banking



## **V.K. Chopra, Independent Director**

- ◆ Former CMD, Corporation Bank & SIDBI
- ◆ Former Executive Director, Oriental Bank of Commerce
- ◆ Former Whole Time Member, SEBI
- ◆ Vast experience in banking



## **Vijaya Sampath, Independent Director**

- ◆ Partner of law firm, Lakshmikumaran & Sridharan
- ◆ Ombudsperson for Bharti Group
- ◆ Over 30 yrs of Corporate and Legal experience



## **Dr. Rajiv Kumar, Independent Director**

- ◆ Senior Fellow at Centre for Policy Research
- ◆ Former Secretary General of FICCI
- ◆ Chancellor of Gokhale Institute of Economics and Politics
- ◆ Ex Member of India's National Security Advisory Board
- ◆ Former Chief Economist of CII

# 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**

- Three 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 two decades with leading corporates across diverse sectors including automobile, e-commerce, advertising, realty and financial services



## **M Suresh**

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



# Awards and Recognition

FY18

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



FY18

Won the Gold at the ACEF awards for the best use of Celebrity Endorsement for Home Loan Dil Se campaign



FY18

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



FY17

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



FY17

Won the Industry Award for the excellence in the Home Loan Banking



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

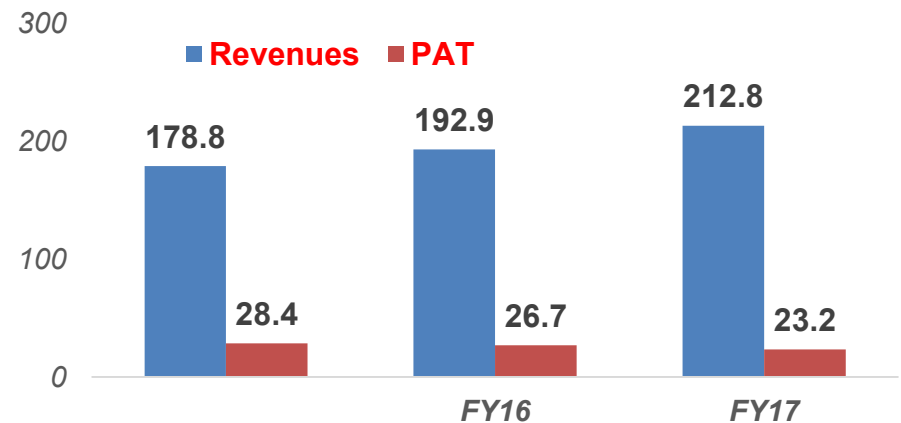
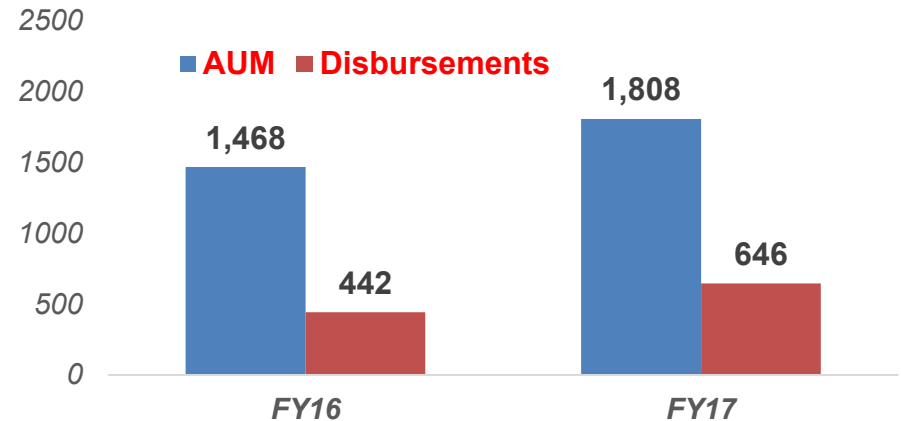
# Associate Companies: DHFL Vysya HFC



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

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

Network across 47 branches and 20 service centres



# Associate Companies: Aadhar Housing Finance



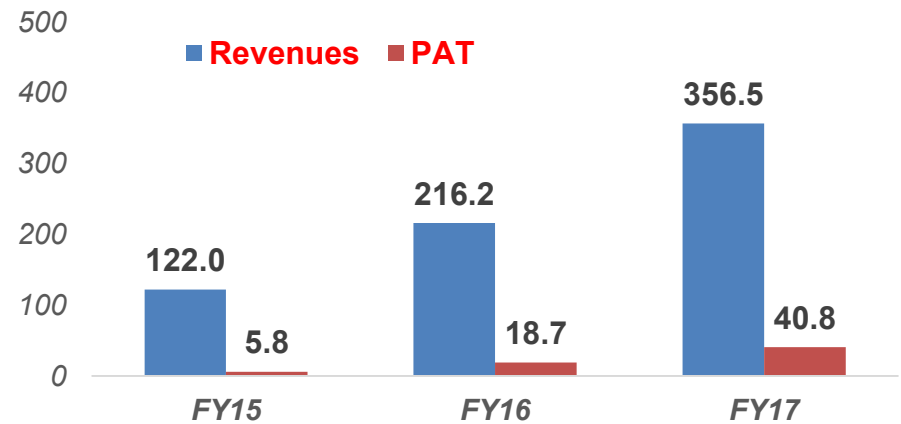
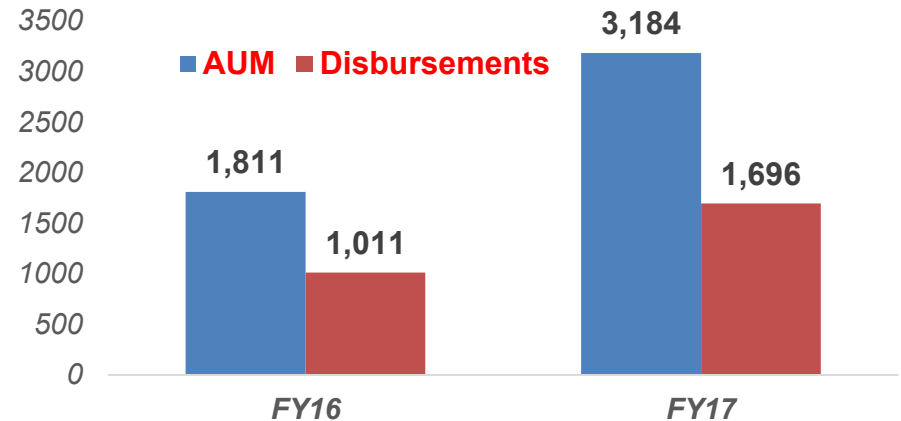
Focus on Economically Weaker Section (EWS) and Low Income (LIG) customer segments

Product wise breakup of AUM as on 31 Mar 17

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

Network of 130 branches

IFC has 20% equity stake in the company



# Associate Companies: Avanse Financial Services



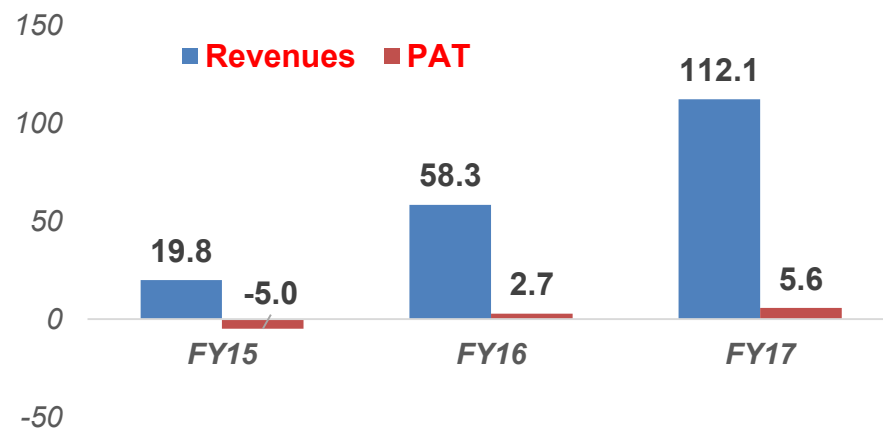
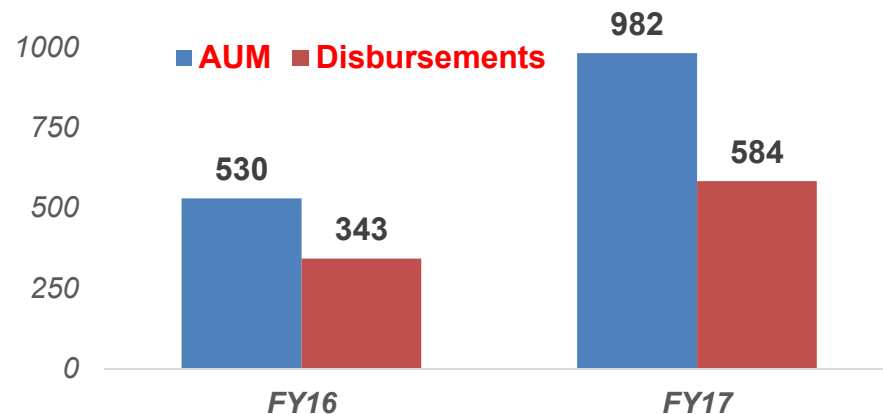
Launched in 2013 and now India's second largest education loan financing NBFC

### Product wise breakup of AUM

- Domestic Institutions: 15%
- Foreign Institutions: 68%
- Others: 17%

Business coverage across 13 major educational markets of the country with additional coverage through 180 DHFL Centres

IFC has 20% equity stake in the company



# Associate Companies: DHFL Pramerica Life Insurance (DPLI)



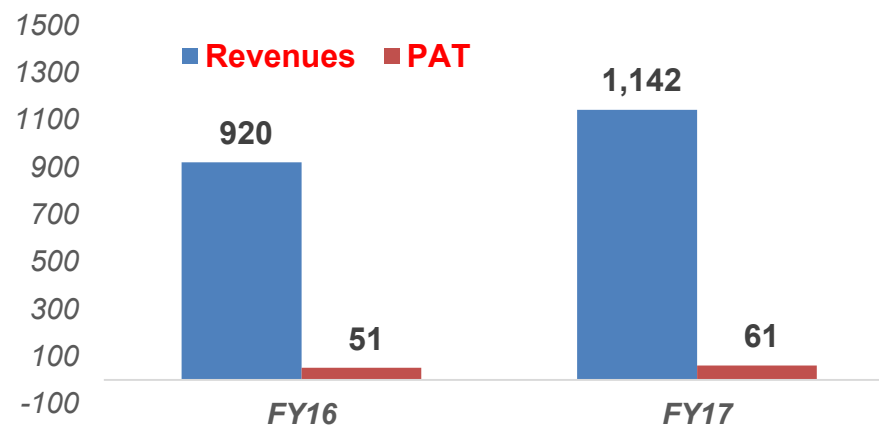
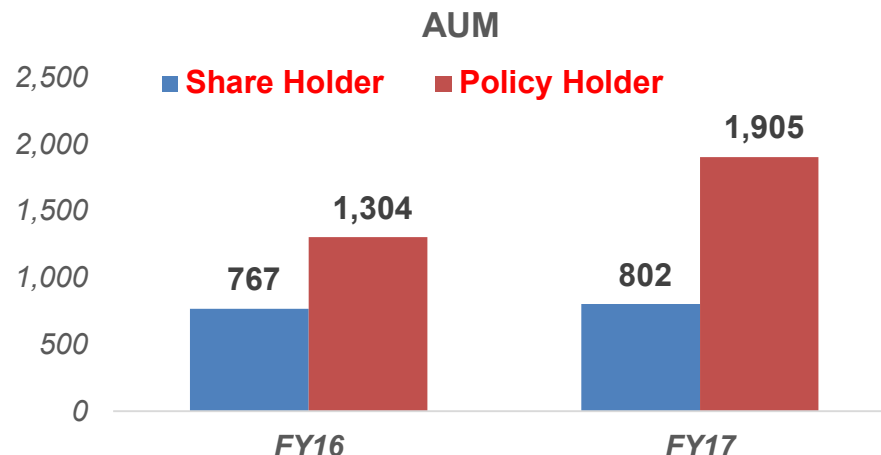
LIFE INSURANCE

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 102 branches and more than 7,000 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)

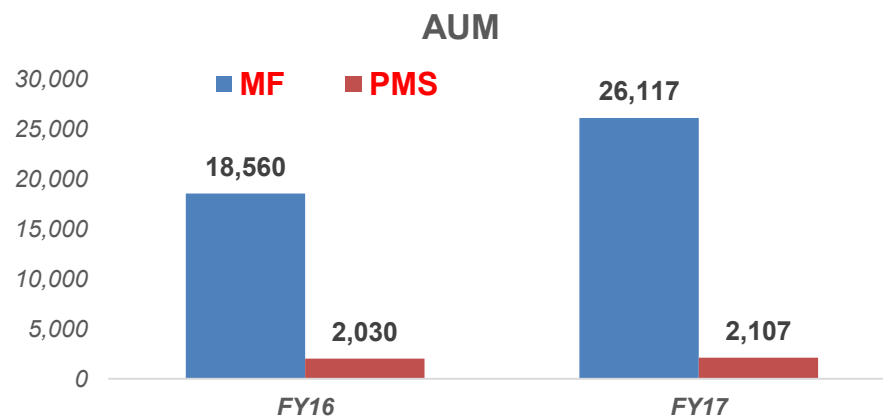


JV with Prudential Financial Inc.\* of United States

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

Network of more than 5,000 empanelled distributors  
and more than 1 lakh active folios

Headquartered in Mumbai with presence in 23 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 Audited Financial Statements for FY2014, FY2015, FY2016 and FY2017, 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**

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