DHFL
Changing Rules Changing Lives
National Office : DHFL House, 3rd - 7th Floor,
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DHFL/CSD/2017-2018/ 995

Date : February 1, 2018

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.
Kind Attn. DCS – CRD	Kind Attn. Head – Listing
Stock Code : 511072	Stock Code : DHFL

Dear Sirs,

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

We wish to inform you that the Company will be participating in the ICICI Securities Investor Conference in Singapore on 5-6 February 2018. Any change in the schedule of the said Conference will be communicated promptly to the concerned.

The copy of presentation of the Company in connection with the same is enclosed herewith and is being uploaded on the Company's website under 'Investors Section'.

Request you to kindly take note of the same.

Thanking you,

Yours Faithfully,
Dewan Housing Finance Corporation Limited

Dewan Housing Finance Corporation Ltd.

Niti Arya
Company Secretary
FCS No- 5586

DHFL

Changing Rules Changing Lives

Turning dreams into reality

January 2018

“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

About the Company

Overview

More than 3 decades of experience in affordable housing finance

Presence in 350 locations, with significant penetration in Tier 2/3 towns

Only pan India HFC with focus on Lower & Middle Income customer segment

Healthy asset quality reinforced by AAA credit rating by CARE and Brickworks

Strong growth opportunity demonstrated by healthy CAGR in AUM and Profitability

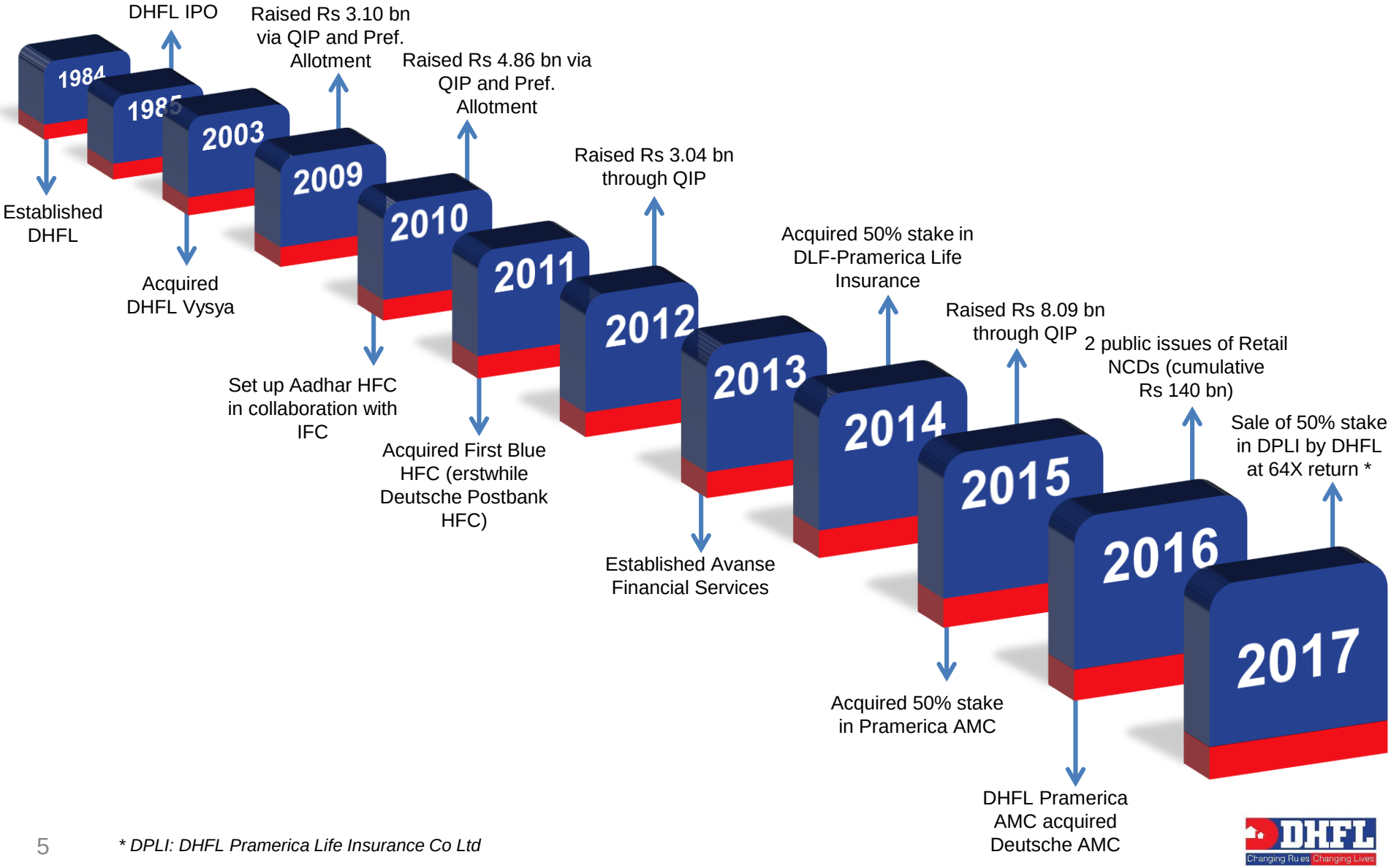
Credit appraisal process aligned to target LMI customer segment

Strong management team supported by active Board of Directors

DHFL

Changing Rules Changing Lives

Key Milestones in the Group Journey



** DPLI: DHFL Pramerica Life Insurance Co Ltd*

Financial Services Businesses of the Wadhawan Group

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 37.32%

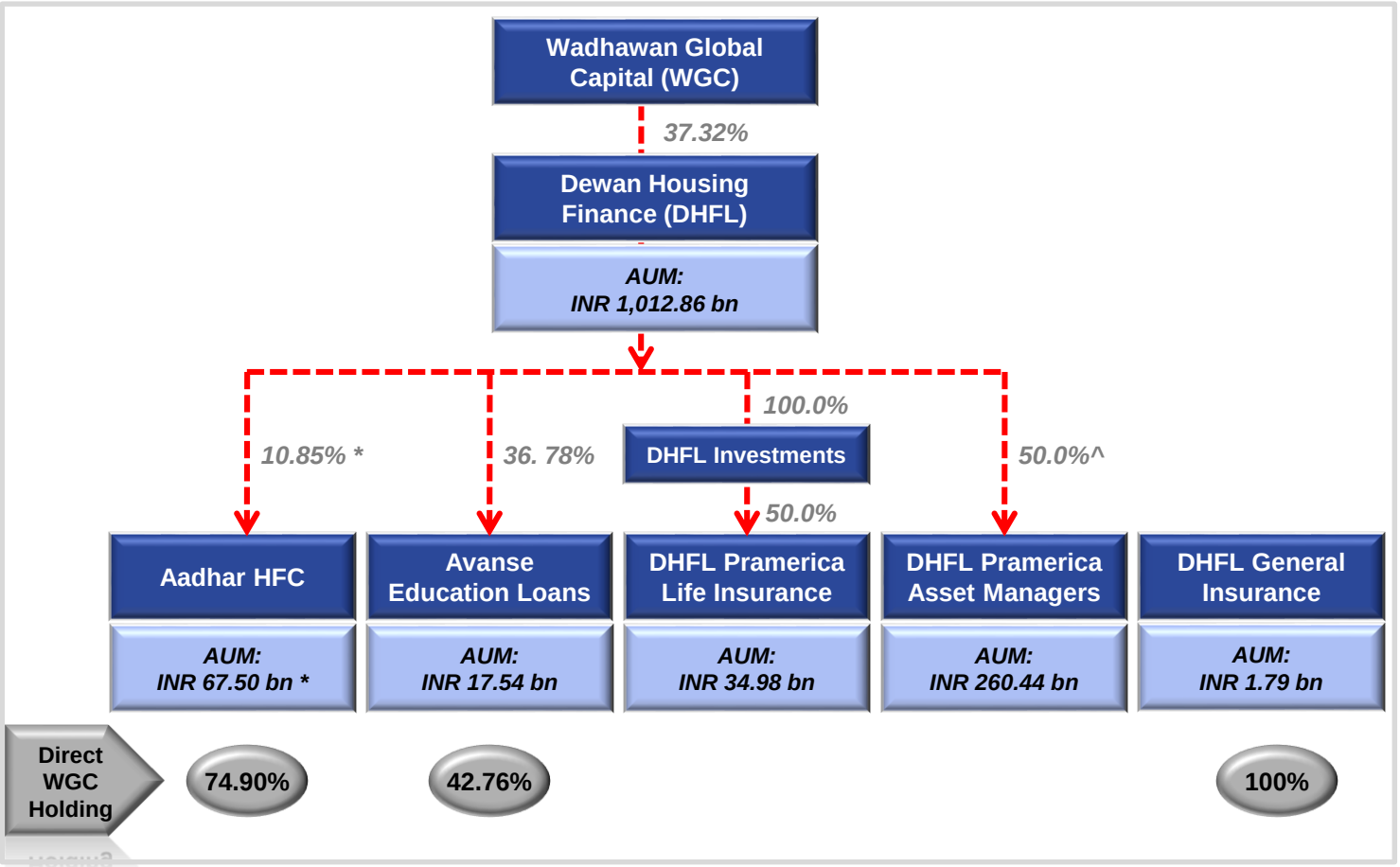
Integrated financial services platform with businesses in lending, insurance and asset management, having focussed product offerings across each customer vertical as part of multi-generational customer-lifecycle consumer outlook

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

** Merger of DHFL Vysya and Aadhar completed in Q3FY18. Shareholding and AUM reflect combined entity.*

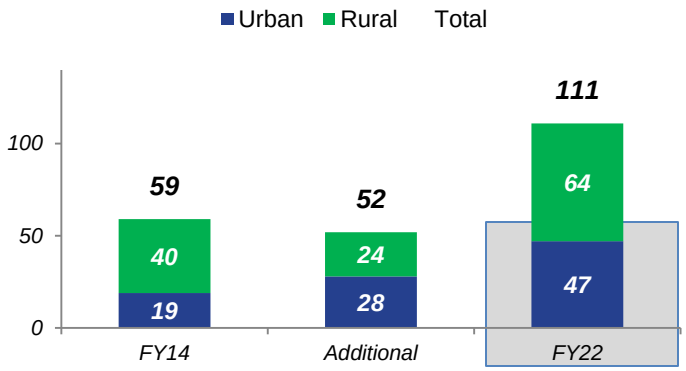
AUM and shareholding as on 31 Dec 2017
^ Total of direct and indirect holding

Section 2

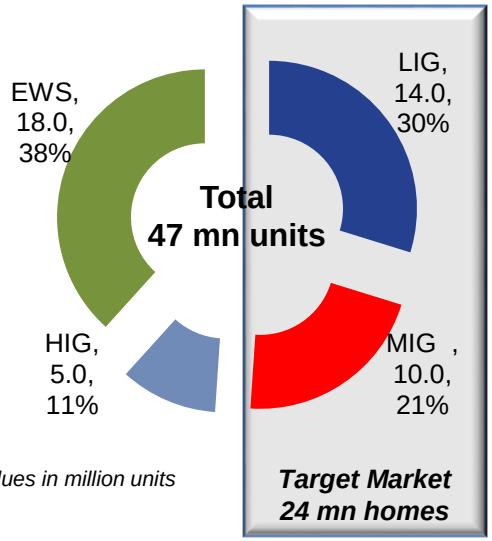
Market and Business Overview

Opportunity in the Housing Finance Space

Housing units shortfall in India

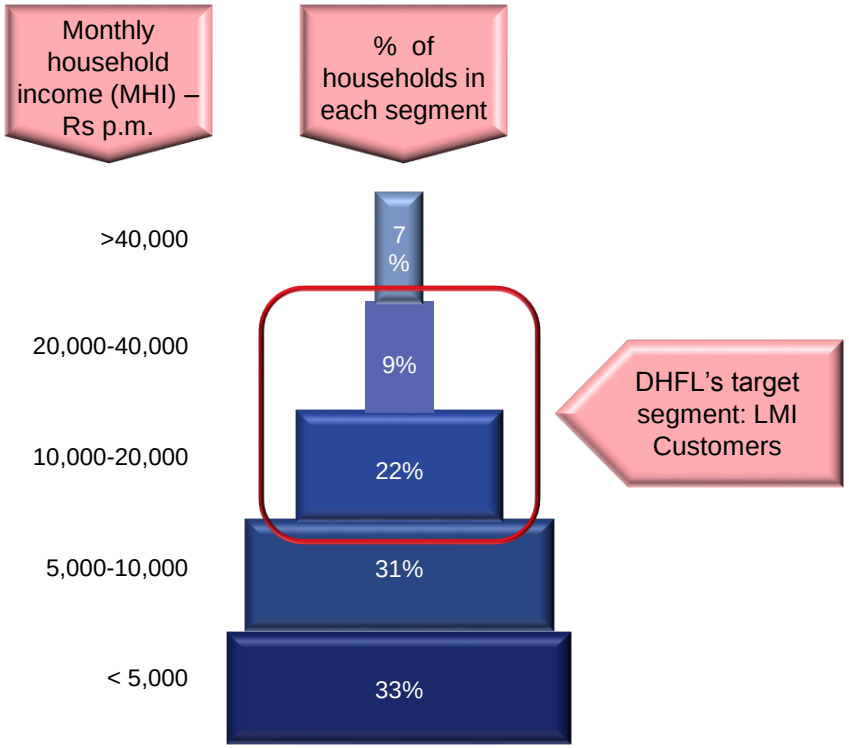


All values in million units



All values in million units

Customer segments in housing space

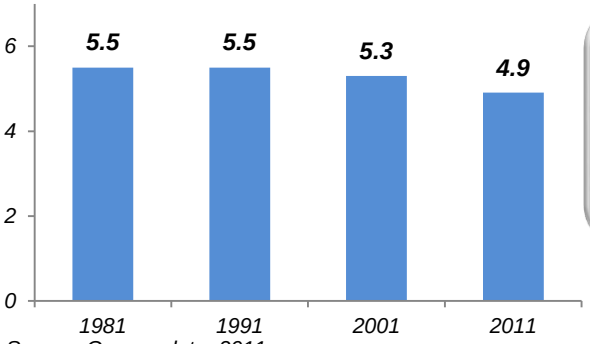


- Current investment in housing: **Rs 7 trillion p.a.**
- Investment of Rs 120 trillion required to address housing shortage **(~Rs 15 trillion p.a.)**

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)

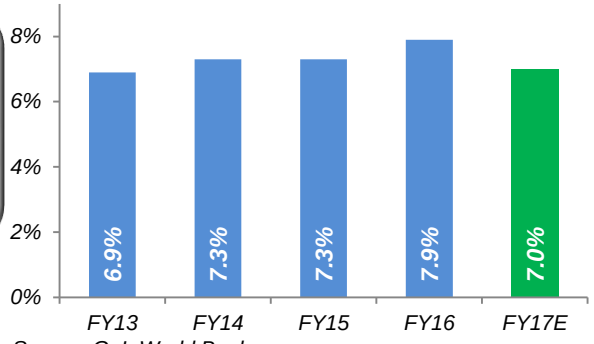
Housing Demand Growth Drivers

Average Household Size



Source: Census data, 2011

GDP Growth Rate (real)



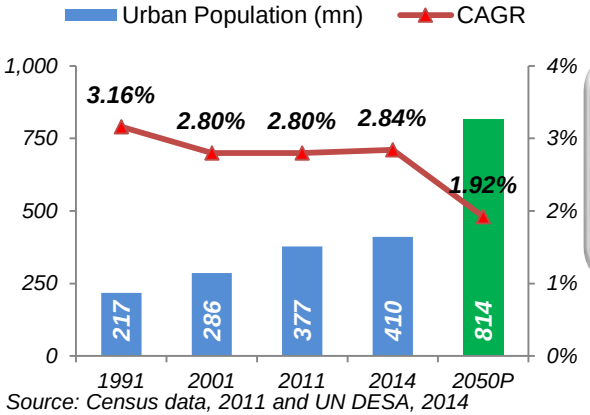
Source: GoI, World Bank

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

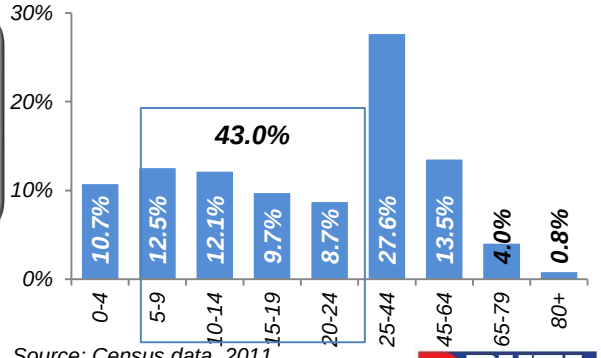
Increase in workforce to be driven by expected bulge in working age population

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



Source: Census data, 2011 and UN DESA, 2014

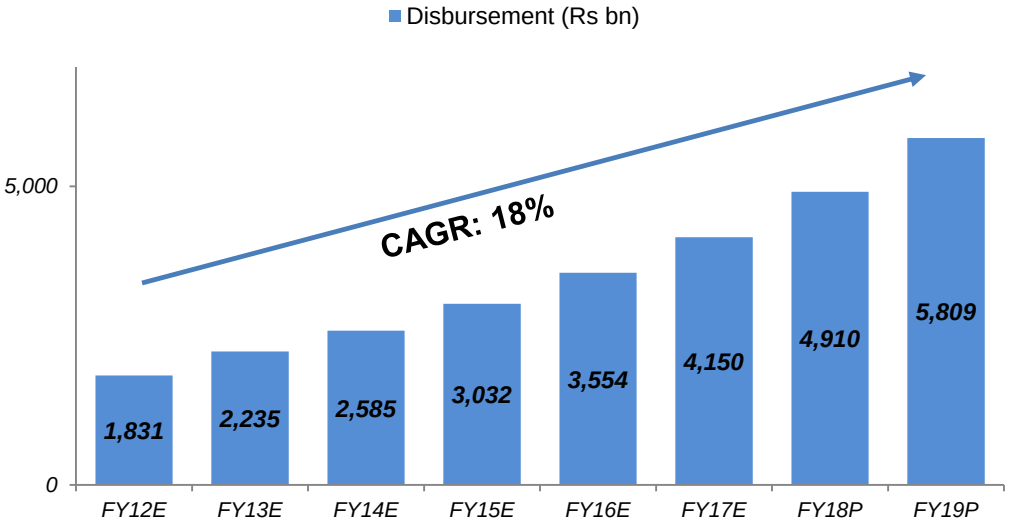
Age wise demographics



Source: Census data, 2011

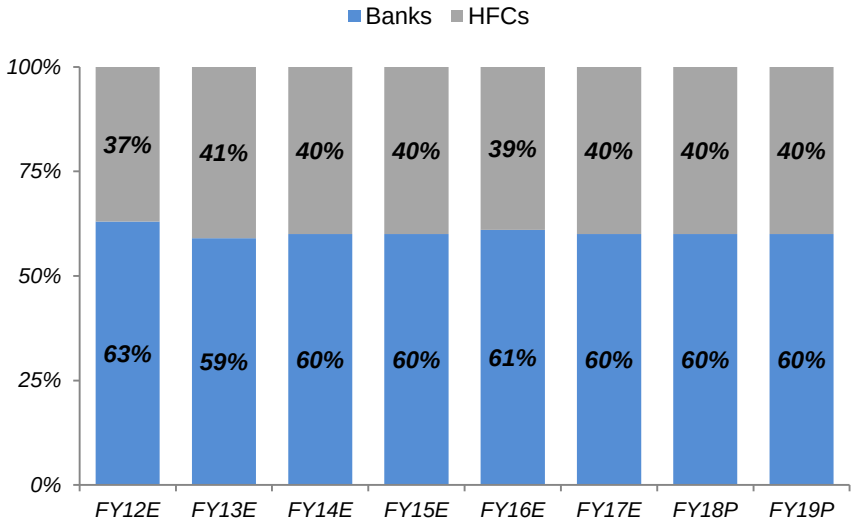
Significant Presence of HFCs

Growth of housing loans (Banks + HFCs)



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

Steady share of 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

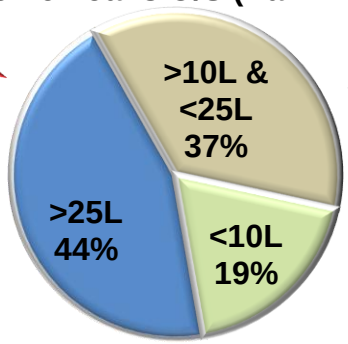
- ✓ Outskirts of metro/urban cities and semi-urban (Tier 2/3) towns
- ✓ Salaried or self employed customers
- ✓ Significant share of undisclosed income
- ✓ Some kind of ID or residence proof available
- ✓ **Lending rates 75-100 bps higher than base rate**
- ✓ Pricing competition more at upper end of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

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

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



DHFL

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

Aadhar

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

Source: CRISIL Housing Finance (Low Cost) Report, October 2016

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

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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 20 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 @ 150 sq mt (1,615 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

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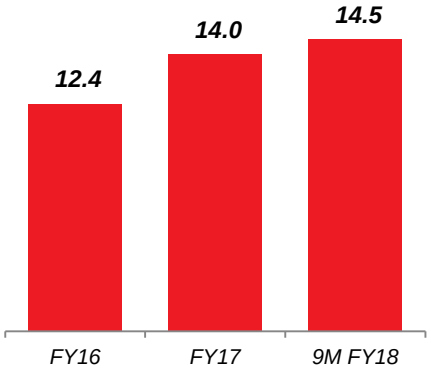
DHFL – Market Leader in LMI Segment

Focus on LMI segments

Customer Types



Average Ticket Size (Rs lakhs)

As on 31 Dec 2017

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

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

DHFL Changing Rules Changing Lives

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 350 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

^ Includes two representative offices in London and Dubai; No of branches as on 31 Dec 2017

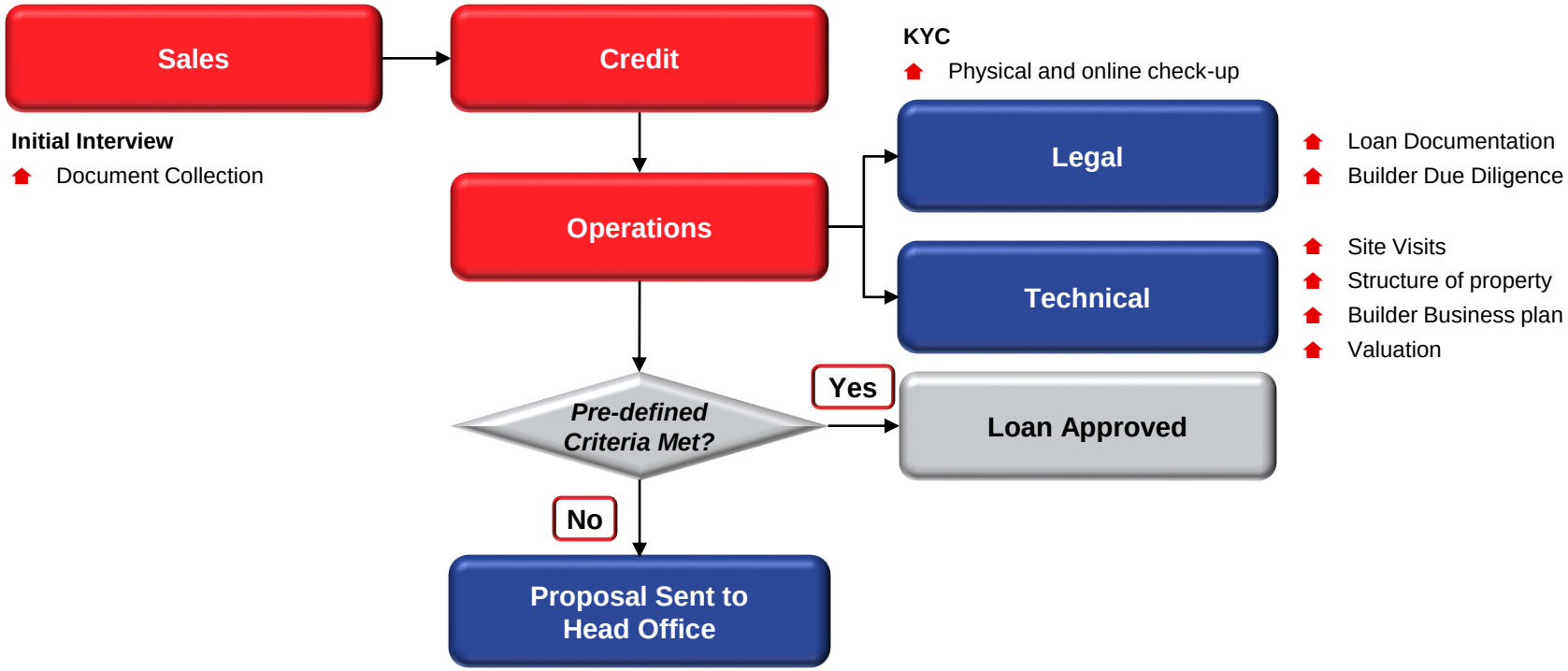
Business Enablers:
Robust Credit Appraisal Process

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

Early Childhood Care & Education (ECCE)

Skills Development

Rural Development

Financial Literacy

Spent INR 139 mn till Q3FY18

Maharashtra & Jharkhand

Early Childhood Care and Education in 1800+ Anganwadis in Palghar and 1000+ Anganwadis in Bokaro

Skill Development Centres in Maharashtra, Assam, Meghalaya, Madhya Pradesh and Jharkhand to train 7000+ youth in BFSI & Construction trades along with other trades

Village Transformation in select five villages of Phulambri block, Aurangabad

Rajasthan, UP & Jharkhand

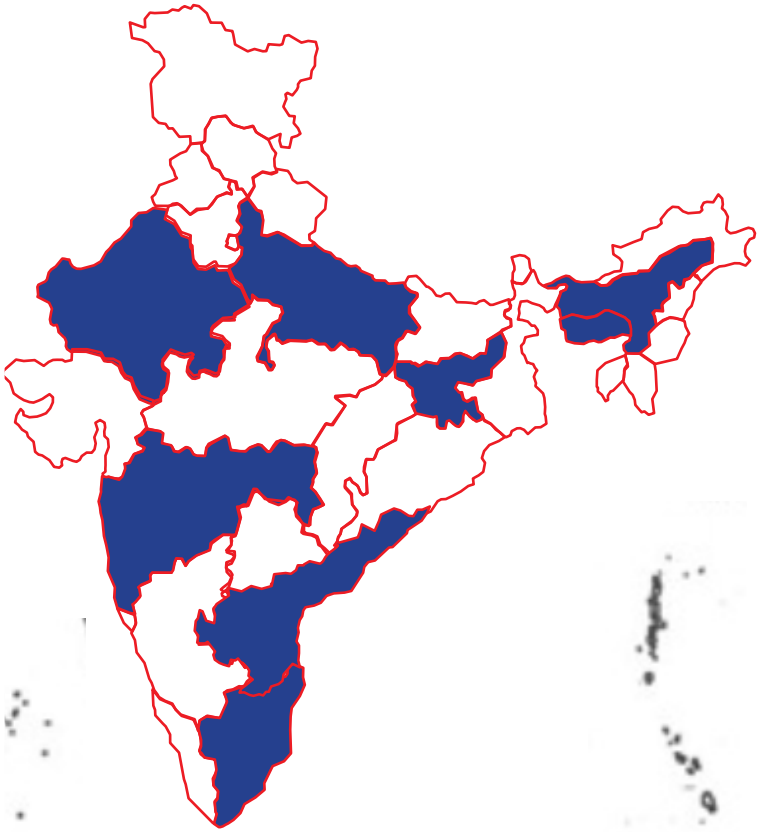
Financial literacy & Inclusive Growth programme in Jaipur, Varanasi & Ranchi to develop slums & facilitate transition from informal housing to formal housing, aligning to the **PMAY Vision**

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 Rules Changing Lives

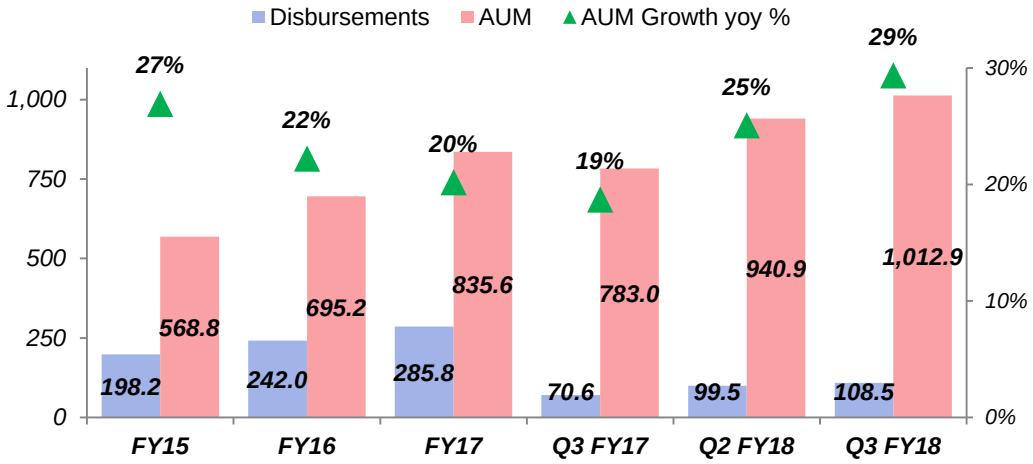
DHFL Changing Lives Foundation

- **DHFL has established the DHFL Changing Lives Foundation, to take forward DHFL's CSR Vision of changing lives by encouraging equal opportunity, maximising 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

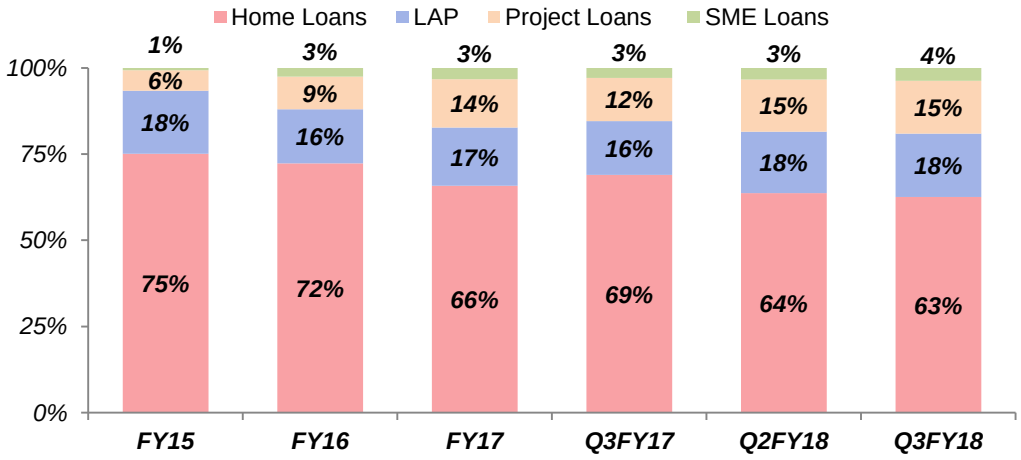
Business Strategy and Financial Performance

Robust AUM Growth



Values in Rs bn

Product Mix



Continued focus on LMI customer segment

Housing Loans 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	Q3 FY17	Q2 FY18	Q3 FY18
Banks	10.81%	10.10%	8.91%	9.41%	8.64%	**8.35%**
Debt Cap Mkts	9.54%	9.28%	8.84%	8.94%	8.75%	**8.69%**
Fixed Deposits	10.34%	9.52%	8.91%	9.07%	8.50%	**8.33%**
ECB	8.56%	8.71%	8.95%	8.88%	8.76%	**8.76%**
NHB	7.93%	7.59%	7.55%	7.52%	7.53%	**7.53%**
Total	**10.28%**	**9.67%**	**8.83%**	**9.10%**	**8.63%**	**8.47%**

Significant reduction in cost of funds over last 7 quarters. driven by successful renegotiation of bank loans COF and increase in share of debt capital markets –

COF down 120 bps on entire book

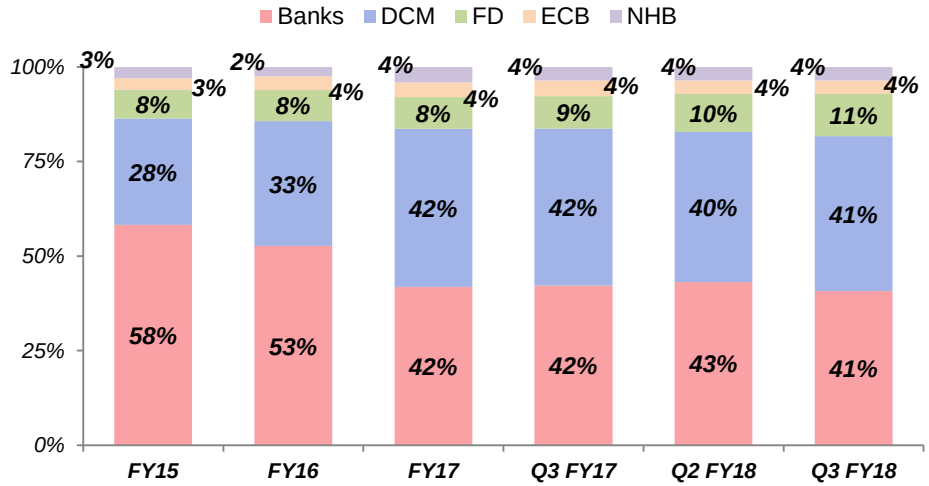
COF on entire bank loan book down by 175 bps in last 7 quarters

Share of Debt Capital Markets up 8% in last 7 quarters

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

Liability Mix

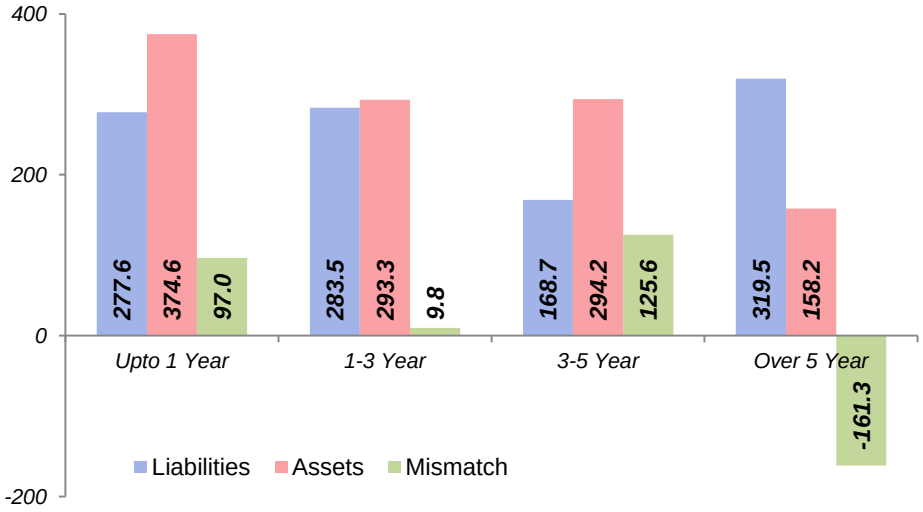


Borrowings O/S (Rs bn)	FY15	FY16	FY17	Q3 FY17	Q2 FY18	Q3 FY18
	489.2	611.0	813.4	767.8	867.2	865.3

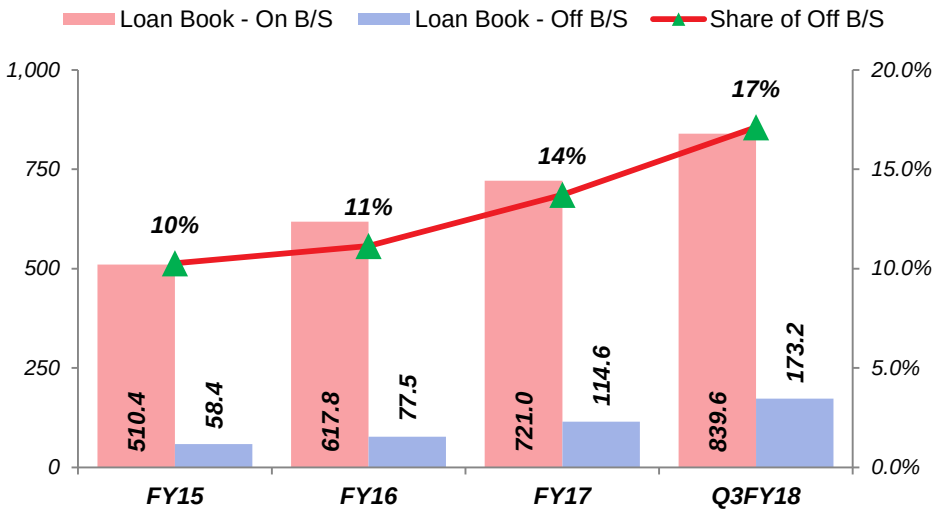
COF in % p.a as on closing day of the period.

Superior Risk Management via Asset Liability Matching

No Asset Liability Mismatch



On / Off B-S Loan Book



As on 31 Dec 2017

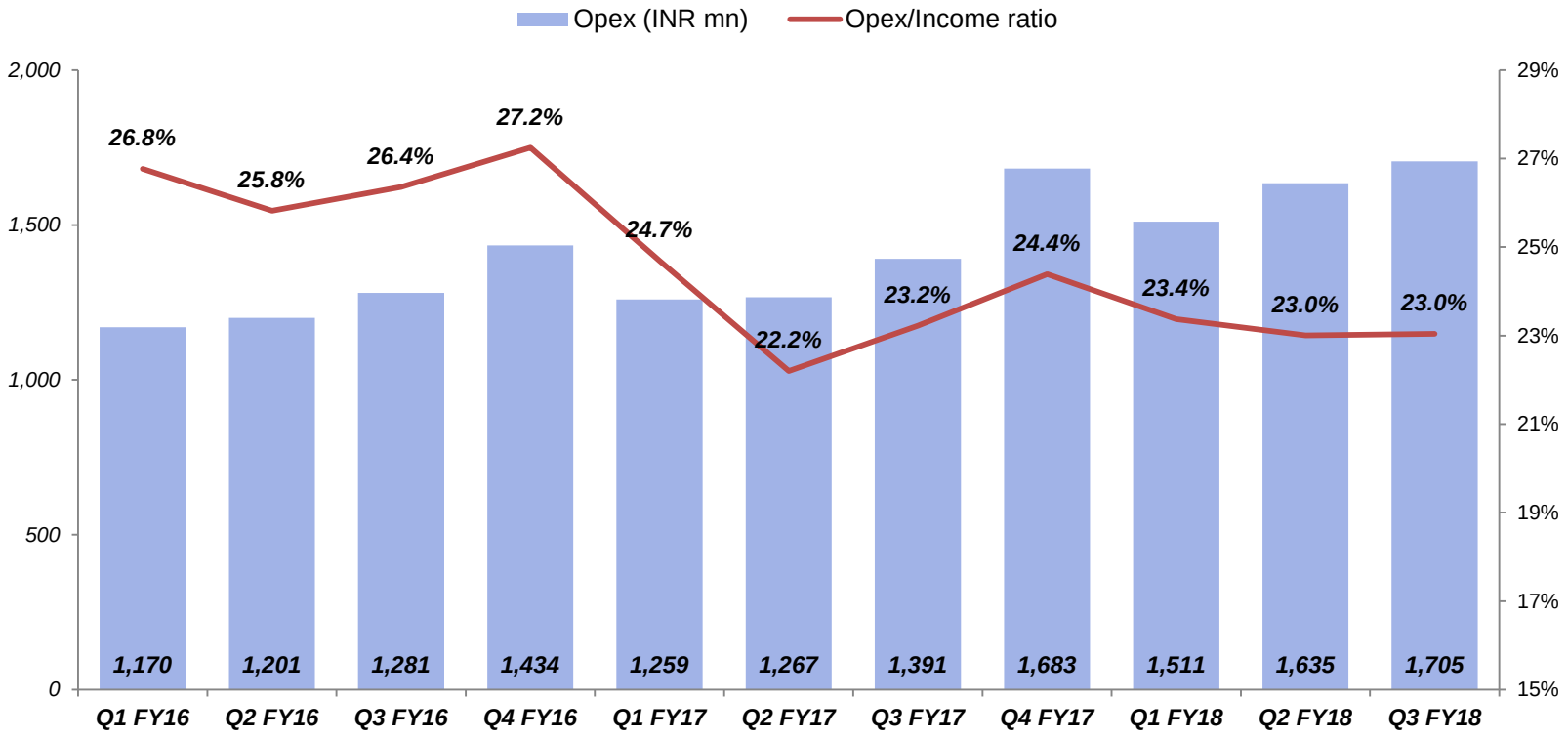
No Asset Liability Mismatch in short and medium term buckets

Securitised assets of Rs 90.29 bn in 9MFY18; share of Off B/S Loan Assets at 17% of Total AUM

Priority sector guidelines for affordable housing support DHFL strategy of increasing off balance sheet loan assets

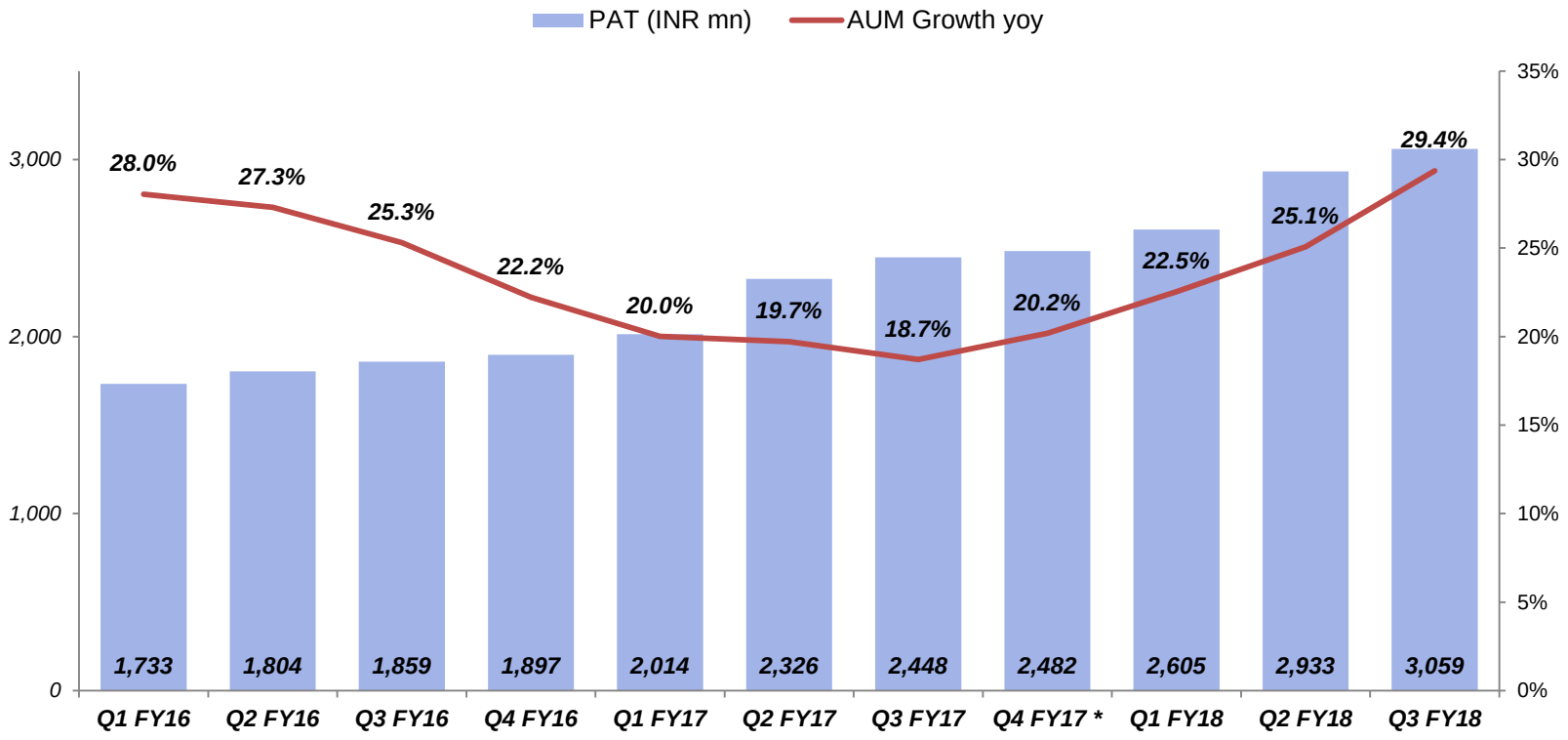
All values in Rs bn

Improving Operating Efficiency



- **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**

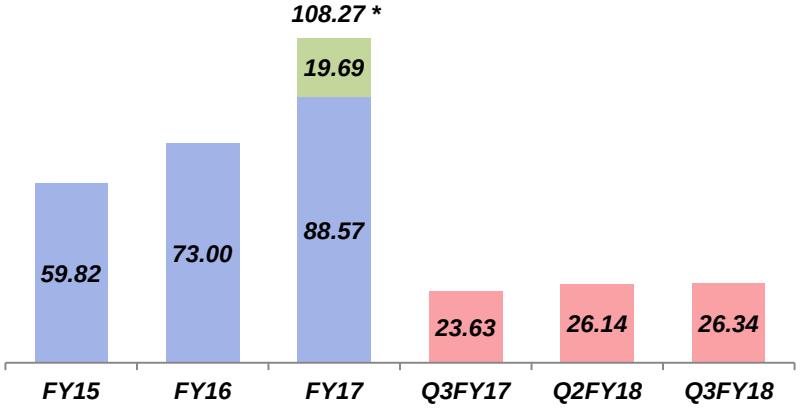
Superior Growth



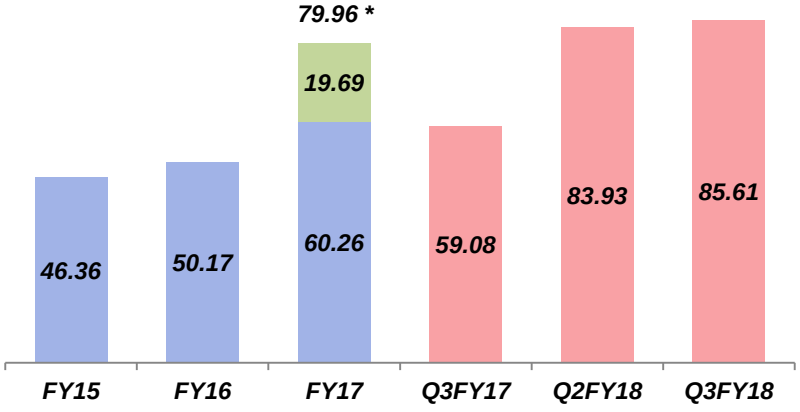
** Q4FY17 PAT excludes impact of one time income from DPLI sale*

Financial Statements (Summary)

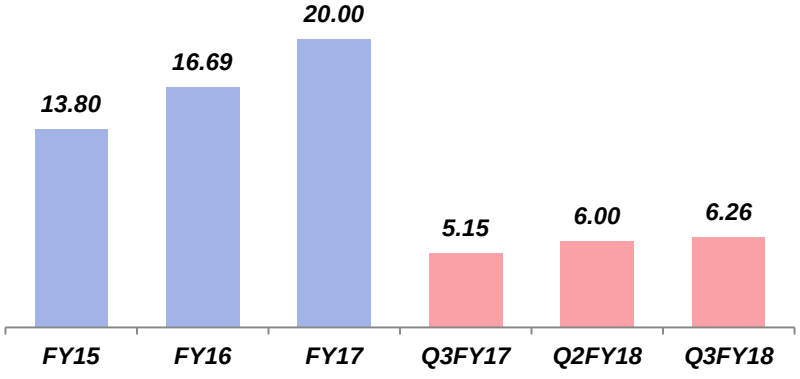
Total Income *



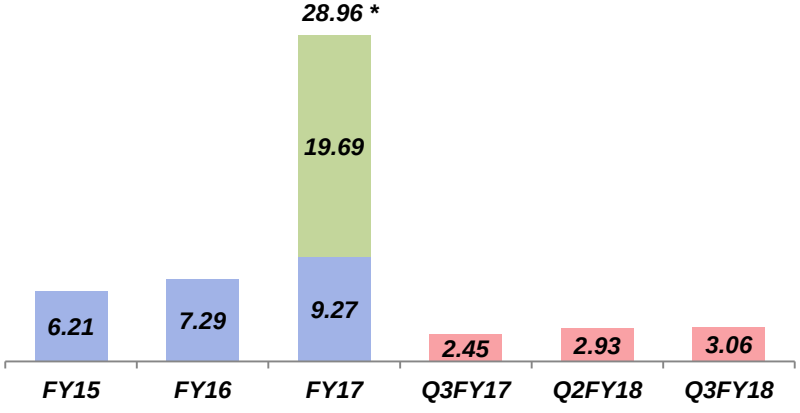
Net Worth *



Net Interest Income (NII)



Profit After Tax *

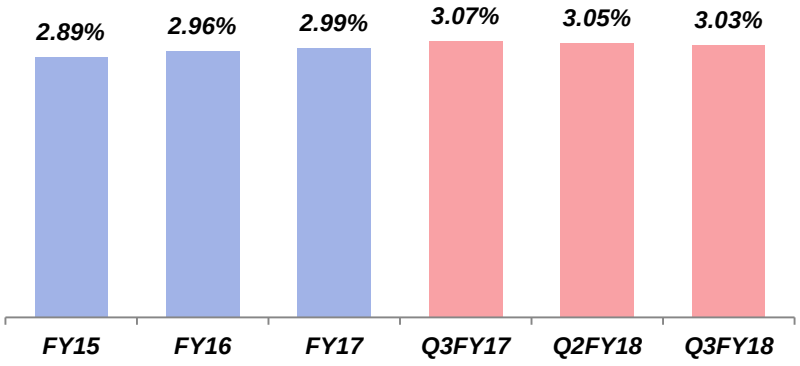


All values in Rs bn based on DHFL Standalone Accounts

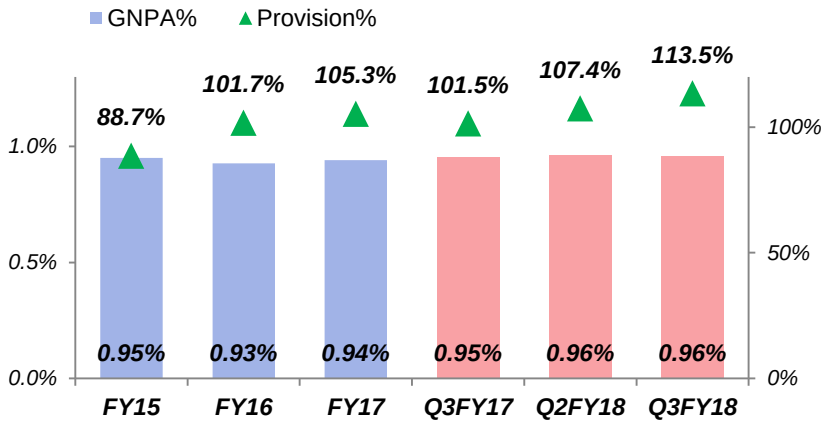
** The impact of the stake sale of DPLI by DHFL (Rs 19.69 bn) in FY17 included*

Key Financial Ratios

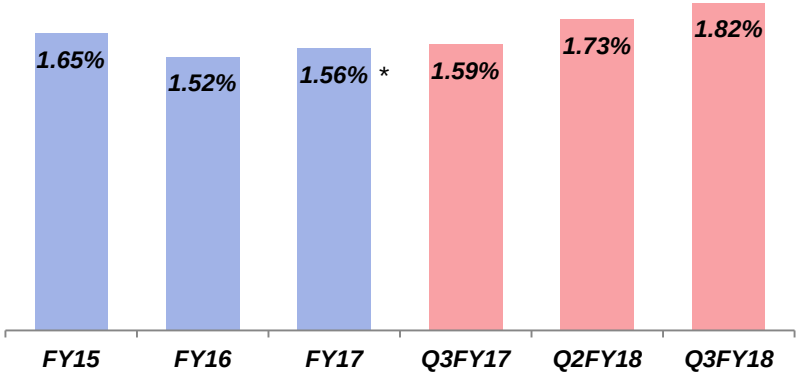
Net Interest Margin (NIM)



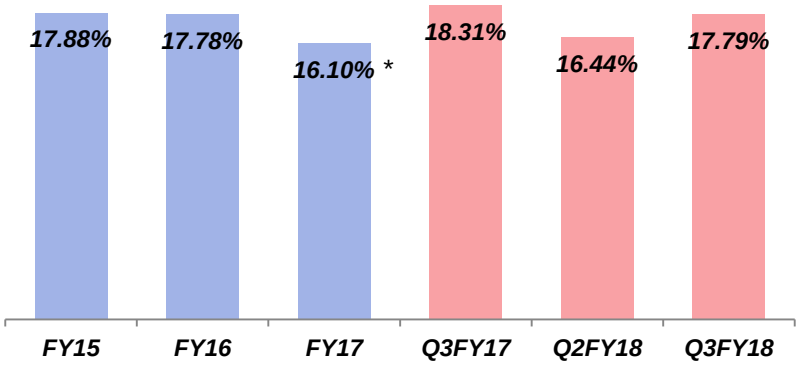
NPA Provisioning



Return on Assets (RoA)



Return on Equity (RoE)



All values based on DHFL Standalone Accounts

** 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)*

DHFL Changing Rules Changing Lives

Way Forward

Growth to be driven by focus on affordable housing / LMI segment

Stable margins through proactive management of liability sources and cost of funds

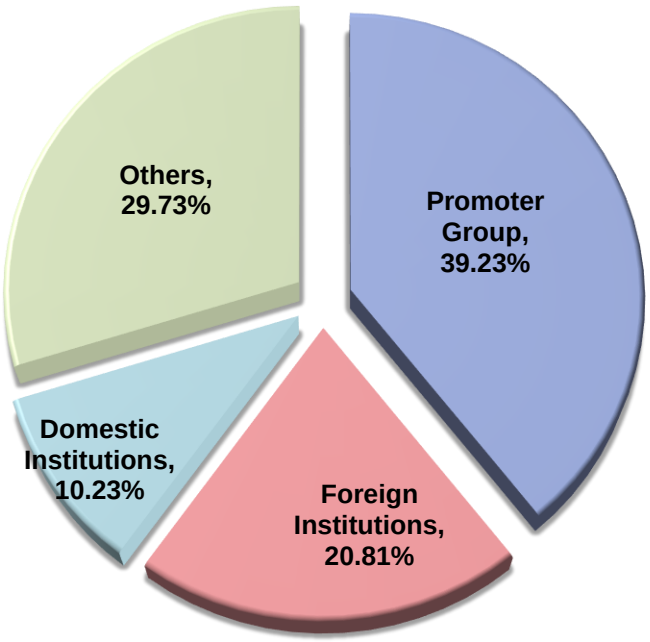
Moderation in operating expenses through efficiency improvement leading to reduction in C/I ratio

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 Jhunjhunwala *	3.19%
2	Life Insurance Corp. Of India	2.70%
3	Vanguard *	2.24%
4	Dimensional Funds *	1.87%
5	Templeton Funds *	1.58%
6	Aditya Birla Sun Life MF *	1.14%
6	Neuberger Berman *	1.00%
7	Lazard *	0.85%
9	Copthall Mauritius	0.84%
10	Axis MF *	0.80%

** Held through multiple folio numbers/schemes*

 As on 31 Dec 2017

Annexure 1

Financial Statements – Q3 FY18

Financial Statement

	FY15	FY16	FY17	Q3FY17	Q2FY18	Q3FY18	Growth (Q3FY18 vs Q3FY17)
INCOME STATEMENT							
Interest Income	58.39	71.59	86.54	23.16	25.04	25.20	9%
(-) Interest Expenses	44.60	54.90	66.54	18.00	19.03	18.94	5%
Net Interest Income (NII)	13.80	16.69	20.00	5.15	6.00	6.26	21%
(+) Non Interest Income	1.42	1.41	21.73*	0.47	1.11	1.14	142%
(-) Operating Expenses	4.48	5.08	5.60	1.39	1.64	1.70	23%
(-) Depreciation	0.26	0.24	0.23	0.07	0.06	0.07	9%
(-) Provisioning	1.05	1.75	2.18	0.45	1.07	1.00	123%
Profit Before Tax	9.43	11.02	33.72*	3.72	4.34	4.62	24%
(-) Taxes	3.22	3.73	4.75	1.27	1.41	1.56	23%
Profit After Tax	6.21	7.29	28.96*	2.45	2.93	3.06	25%
BALANCE SHEET							
Net Worth	46.36	50.17	79.96	59.08	83.93	85.61	
Borrowings	489.21	611.04	813.41	767.80	867.15	865.34	

All values in Rs bn and based on DHFL Standalone Accounts

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

DHFL Changing Rules Changing Lives

Key Financial Ratios

	FY15	FY16	FY17	Q3FY17	Q2FY18	Q3FY18
Net Interest Income (NIM)	2.89%	2.96%	2.99%	3.07%	3.05%	3.03%
Cost/Income Ratio	27.32%	26.13%	23.63%^	23.22%	23.00%	23.04%
Gross NPA %	0.95%	0.93%	0.94%	0.95%	0.96%	0.96%
Provision Coverage Ratio (PCR)	88.7%	101.7%	105.3%	101.5%	107.4%	113.5%
Total CRAR	16.56%	16.74%	19.12%	16.31%	17.16%	16.32%
Tier 1 CRAR	12.53%	12.97%	14.75%	11.69%	12.75%	12.22%
Net Debt/Equity Ratio	10.14	11.23	9.30	11.75	9.40	9.16
Return on Assets (RoA)	1.65%	1.52%	1.56%^	1.59%	1.73%	1.82%
Return on Equity (RoE)	17.88%	17.78%	16.10%^	18.31%	16.44%	17.79%
Earnings per share (Rs/share)	23.88	25.00	95.76	8.19	9.36	9.76
Dividend per share (Rs/share)	6.0*	8.0	4.0		3.0 [1]	

Note:

All values based on DHFL Standalone Accounts

** FY15 DPS 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 Income/PAT excluded)

[1] Board had declared an interim dividend of Rs 3/share in Q2 FY18

DHFL Changing Rules Changing Lives

Annexure 2

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

Ms. Jyothirlatha B
Chief Technology Officer (CTO)

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

DHFL
Changing Rules Changing Lives

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. 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. G.P. Kohli,
Independent Director

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

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

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. Mannil Venugopalan,
Independent Director

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

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

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

Kapil Wadhawan awarded as the Best CEO in Financial Service by Business Today

FY18

DHFL awarded as Leading Housing Finance Company in the National Awards for Best Housing Finance Companies organised by CMO Asia and World Federation of Marketing

DHFL awarded" The Best Performing Primary Lending Institution under CLSS for MIG" by My Liveable City and knowledge partner National Housing Bank.

DHFL has been awarded the 'Dream Companies to work for' in the Housing Finance Sector by World HRD Congress and CHRO Asia

DHFL won the Industry Award for the excellence in the Home Loan Banking

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

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

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

DHFL
Changing Rules Changing Lives

Annexure 3

DHFL Group Associates

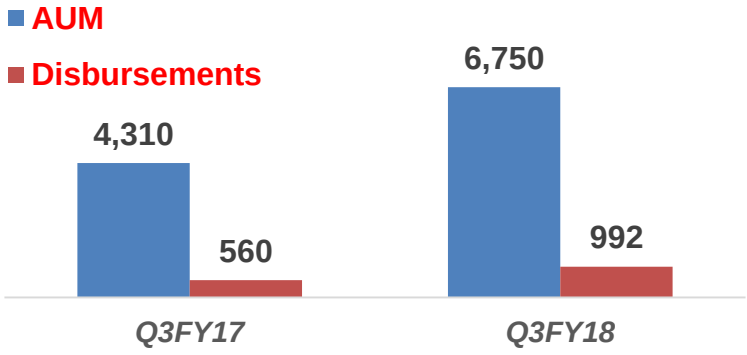
Associate Companies:
Aadhar Housing Finance

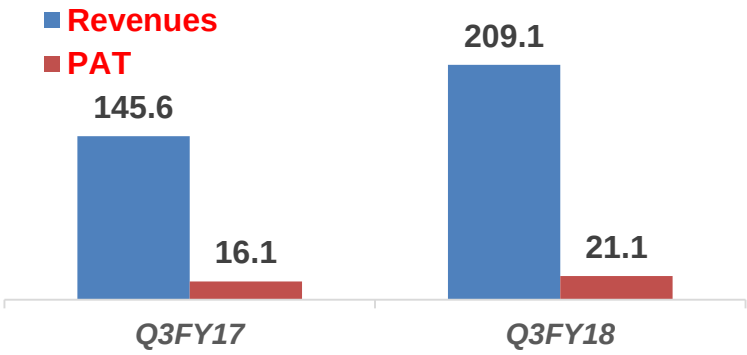
Merger of DHFL Vysya and Aadhar HFC completed in Q3FY18 resulting in a combined entity with AUM of more than INR 6,000 crore

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

After merger with DHFL Vysya, business operations spread across India with a network of 270 branches

IFC has 9.55% equity stake in the merged entity





All values in Rs crore

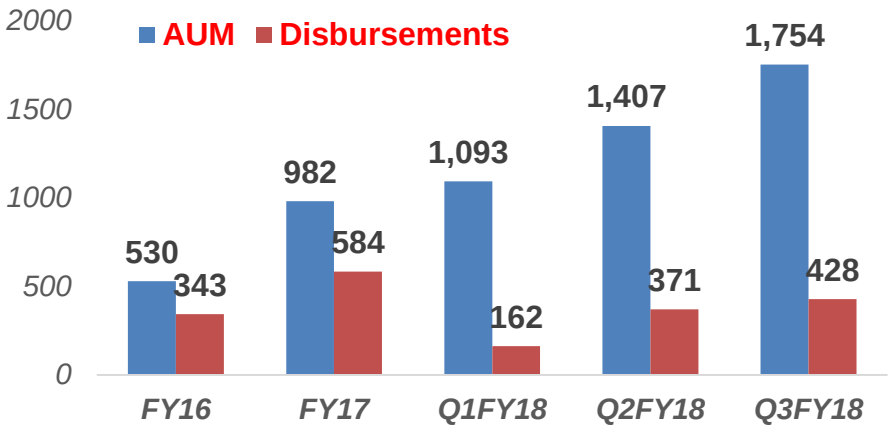
Associate Companies:
Avanse Financial Services

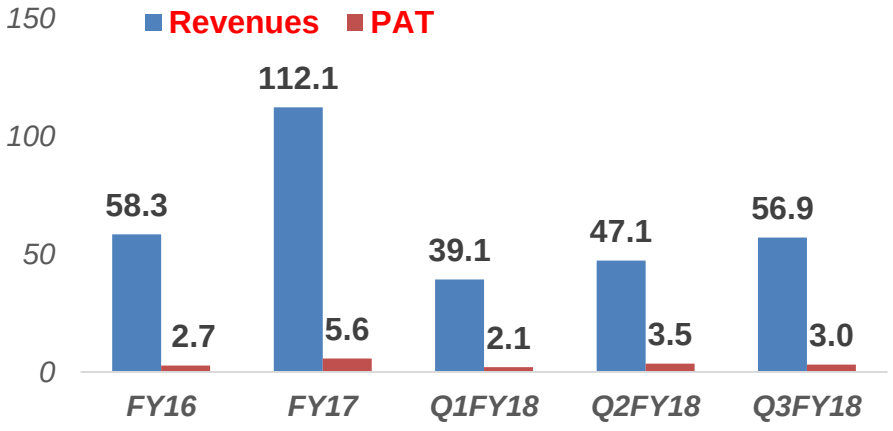
Launched in 2013 and now India's second largest education loan financing NBFC

Product wise breakup of AUM
- Domestic Education Loans: 11%
- Overseas Education Loans : 57%
- Other Loans: 32%

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





All values in Rs crore

Associate Companies:
DHFL Pramerica Life Insurance (DPLI)

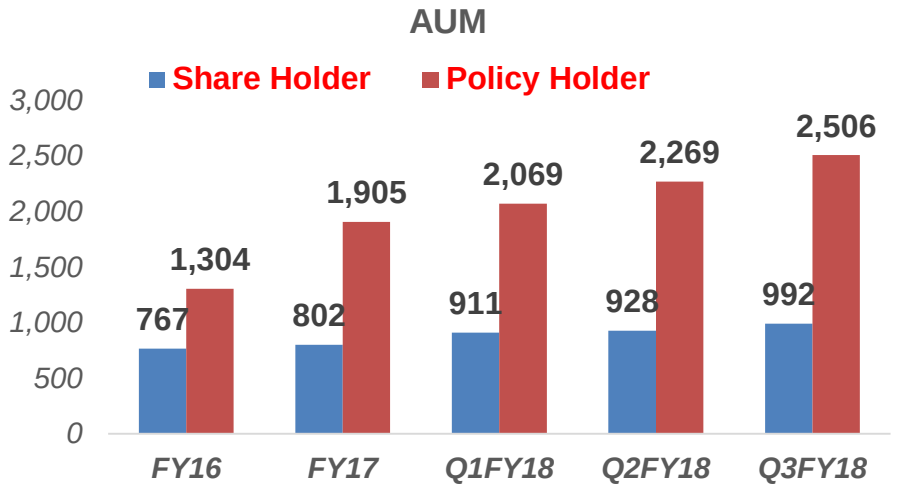
DHFL Pramerica LIFE INSURANCE

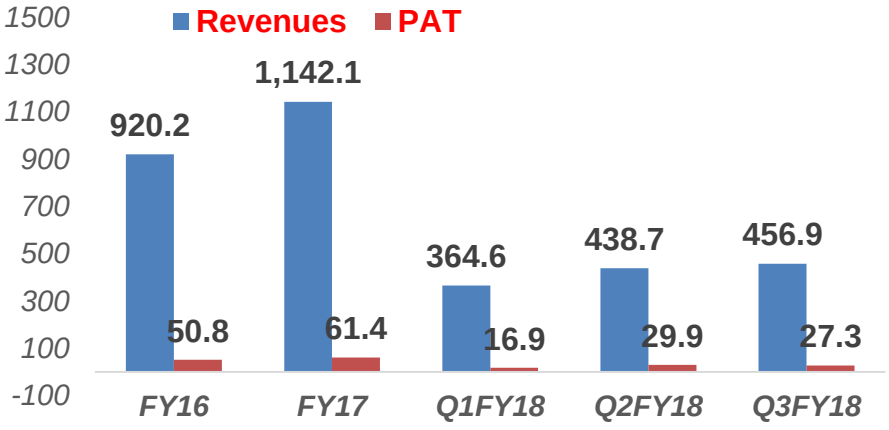
JV with Prudential Financial Inc.* of United States

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 114 branches and more than 9,000 agents





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All values in Rs crore

Associate Companies:
DHFL Pramerica Asset Management (DPAMC)

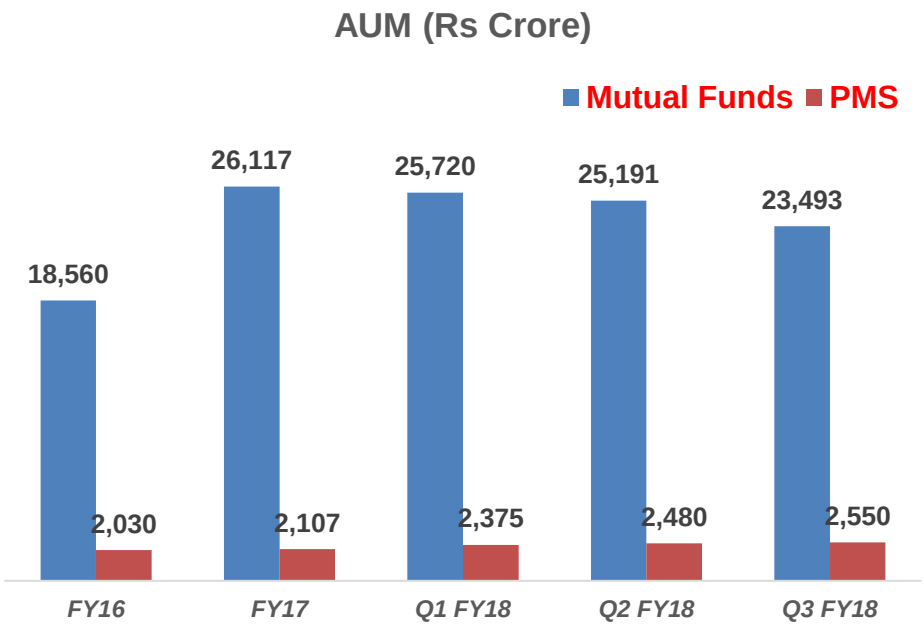
DHFL Pramerica MUTUAL FUND

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 6,200 empanelled distributors and 1.13 lakh active folios

Headquartered in Mumbai with presence in 23 cities



PMS includes Discretionary & Advisory AUM

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