HOUSING DEVELOPMENT FINANCE CORPORATION LIMITED
www.hdfc.com

Ref. No. SE/ 2016-17/274

January 19, 2017

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

Kind Attn: Sr. General Manager
DCS - Listing Department

National Stock Exchange of India Ltd.
Exchange Plaza, 5th Flr, Plot No. C/1,
Bandra-Kurla Complex, Bandra (East)
Mumbai 400 051.

Kind Attn: Head - Listing

Dear Sirs,

Sub: Intimation under Regulation 30(9) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

We wish to inform you that the Board of Directors of HDFC Standard Life Insurance Company Limited (HDFC Life), a material non listed subsidiary of the Corporation, at its meeting held today i.e. on January 19, 2017, approved the audited standalone and unaudited consolidated financial statements of HDFC Life for the nine-months ended December 31, 2016. A copy of the press release issued by HDFC Life in this regard is enclosed herewith.

We request you to kindly take note of the above and arrange to bring this to the notice of all concerned.

Kindly acknowledge receipt.

Thanking you,

Yours faithfully,
For **Housing Development Finance Corporation Limited**

Ajay Agarwal
Company Secretary

Encl: a/a

January 19, 2017

The Company Secretary
Housing Development Finance Corporation Limited ('HDFC')
4th Floor, HDFC House
165-166, Backbay Reclamation, H T Parekh Marg
Churchgate, Mumbai 400020

Dear Sir,

Sub: Approval of the Financial Statements for the Nine Months period ended December 31, 2016

Ref: Compliances pertaining to Subsidiary under SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

This is to inform you that the Board of Directors of the Company at its meeting held today, approved the audited Condensed standalone and unaudited Condensed Consolidated Financial Statements of the Company for the Nine Months Period ended December 31, 2016 ('Financial Statements').

We are enclosing herewith a copy of Press Release issued by the Company with regard to the Financial Statements, for your information and record.

We request you to kindly take note of the above, and do the needful.

Thanking you,

Sincerely,
For **HDFC Standard Life Insurance Company Limited**

Manish Ghiya
EVP, Company Secretary &
Head-Compliance & Legal

CC: Mr James Aird
Standard Life

PRESS RELEASE

Standalone Financial results for the nine months ended Dec 31, 2016

Mumbai, Jan 19, 2017: The Board of Directors of HDFC Life today approved and adopted its Audited Financial Results for the nine months ended Dec 31, 2016.

Snapshot for the nine months ending Dec 31, 2016:

- **Market share:** Ranked # 3 amongst private players in Individual business in terms of Weighted Received Premium *(WRP)* and # 1 amongst private players in Group business, with market share of 22.7% *(on received premium)*;
- **Total premium:** Robust growth of 20% to ₹ 122.2 Bn, aided by steady renewal business growth of 9% and new business premium growth of 38%;
- **Persistency ratio:** Steady improvement in persistency *(Original premium basis, for data till Nov'16, with 1 month lag as per the IRDAI definition)*, with 13th month persistency at 80% and 61st month persistency at 53%;
- **Assets Under Management:** Registered strong growth of 17% to ₹ 836.4 Bn, with underlying Debt: Equity mix of 62:38;
- **Embedded Value**: Embedded Value *(IEV methodology)* at ₹ 114.6 Bn as on Dec 31, 2016, post dividend payout of ₹ 2.6 Bn. Operating return on Embedded Value *(Annualised EVOP/Opening Embedded value)* at 18.4%
- **New business margins:** Company new business margins based on actual expenses (post overrun) at 22.0% for the nine month ended Dec 31, 2016
- **Dividend:** Paid 11% interim dividend *(₹ 1.1 / share)* amounting to ₹ 2.6 Bn including Dividend Distribution Tax *(DDT)*

Key Financial Summary

₹ Bn		FY16	FY15	YoY	9M FY17	9M FY16	YoY
Key Financial Metrics							
New Business Premium		64.87	54.92	18%	53.82	38.89	38%
Renewal Premium		98.26	93.38	5%	68.39	62.82	9%
Total Premium		**163.13**	**148.30**	**10%**	**122.21**	**101.71**	**20%**
Individual WRP		33.33	29.67	12%	20.35	20.61	-1%
Group Premium		28.30	21.79	30%	29.88	16.19	84%
Premium Less Benefit Payouts	(1)	80.57	65.75	23%	50.78	44.43	14%
IGAAP Profit After Tax		8.18	7.86	4%	6.45	5.89	10%
Assets Under Management (AUM)		742.47	670.47	11%	836.39	715.75	17%
Embedded Value	(2)	102.33	88.05	16%	114.59	96.29	19%
Net Worth	(3)	31.50	25.44	24%	35.52	29.17	22%

		FY16	FY15	9M FY17	9M FY16
Key Financial Ratios					
Overall New Business Margins (post overrun)		19.9%	18.5%	22.0%	17.7%
Operating Return on EV	(2)	20.6%	21.7%	18.4%	18.4%
Operating Expenses / Total Premium		11.6%	10.2%	13.3%	11.7%
Solvency Ratio		198%	196%	195%	195%
13M / 61M Persistency	(4)	79% / 47%	73% / 37%	80% / 53%	77% / 37%
Conservation Ratio	(5)	80%	90%	82%	80%
Business Mix (%)					
Product (UL/Trad Non Par/Trad Par)	(6)	56/14/30	63/16/21	50/13/37	60/14/26
Indl Distribution (CA/Agency/Broker/Direct)	(6)	75/12/4/9	73/13/5/9	69/13/6/12	74/12/4/10
Total Distribution (CA/Agency/Broker/Direct/Group)	(7)	40/8/2/7/43	41/10/3/6/40	27/8/2/7/56	41/8/2/7/42

Notes:

1. Gross of reinsurance for both individual and group business
2. FY16 EV based on external review. For 9M, Operating return on EV is annualised
3. Net worth comprises of Share capital, Share premium and Accumulated profits/(losses)
4. Persistency ratios are calculated with a 1 month lag for the period for respective years *(period ended Nov 16 for FY17 reporting)*, based on individual business as per the latest IRDA circular
5. Conservation ratio for individual business
6. Based on individual APE excluding service tax. UL: Unit Linked, Trad: Traditional, Par: Participating & CA: Corporate Agents. Percentages are rounded off.
7. On total new business premium including Group. Percentages are rounded off.

Merger update

On August 8, 2016, the Board of Directors of HDFC Life, Max Life Insurance Company Limited ("Max Life"), Max Financial Services Limited ("Max Financial") and Max India Limited ("Max India") at their respective board meetings, approved entering into definitive agreements for the amalgamation of the businesses between the above entities through a composite Scheme of Arrangement ("Scheme"). As part of the Scheme, Max Life would be merged with Max Financial, and subsequently the life insurance business of Max Financial will be demerged and amalgamated with HDFC Life and the residual Max Financial will be merged into Max India Limited. The shares of HDFC Life are proposed to be listed on BSE Ltd. and the National Stock Exchange of India Limited as a consequence of the Scheme. HDFC Ltd. and Standard Life will continue to be the promoters of the merged entity ("HDFC Life").

HDFC Life and Max Life had filed an application seeking in-principle approval of the Insurance Regulatory and Development Authority of India ("IRDAI") for the Scheme on September 21, 2016 and also filed requisite applications with Competition Commission of India (CCI). Max Financial and Max

India have also made filings with the relevant stock exchanges / Securities and Exchange Board of India (SEBI).

The IRDAI, vide its letter dated November 11, 2016 had expressed certain reservations on the proposed Scheme. The Company believes that the Scheme is in compliance with all the applicable laws and has accordingly furnished necessary representations to the IRDAI clarifying on the matter. Company is currently awaiting further directions / approval from the IRDAI.

The closing of the proposed transaction will be subject to aforesaid approval of the IRDAI, as well as other applicable approvals including the CCI, the SEBI, relevant stock exchanges and the National Company Law Tribunal (NCLT).

Announcing the Company's financial results, **Mr. Amitabh Chaudhry, MD & CEO,** HDFC Life, said, "We are committed for the long term game, with significant inroads made in growing protection business along with focus on quality and making the customer journey seamless. We will continue to invest in new emerging digital ecosystems amidst the changing technology and leverage the digital disruption."

The Company continues to win several awards during the current fiscal, across financial disclosures, customer service, technology, digital solutions, products, human resources, etc.

About HDFC Life

HDFC Standard Life Insurance Company Limited ('HDFC Life' / 'Company') is a joint venture between HDFC Ltd., India's leading housing finance institution and Standard Life, a global investment company.

Established in 2000, HDFC Life is a leading long-term life insurance solutions provider in India, offering a range of individual and group insurance solutions that meet various customer needs such as Protection, Pension, Savings, Investment, and Health. As on Dec 31, 2016, the Company had 29 individual and 10 group products in its portfolio, along with 8 optional rider benefits catering to a diverse range of customer needs.

HDFC Life continues to benefit from having a wide reach with 414 HDFC Life offices in India and 12,000+ distributor touch-points. The Company has a strong base of financial consultants.

For more information, please visit our website, www.hdfclife.com. You may also connect with us on Facebook, Twitter, YouTube and LinkedIn.