HOUSING DEVELOPMENT FINANCE CORPORATION LIMITED
www.hdfc.com

Ref. No. SE/ 2017-18/27

May 3, 2017

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

Kind Attn: Sr. General Manager
DCS - Listing Department

National Stock Exchange of India Limited
Exchange Plaza, 5th Floor, 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

Please find enclosed a copy of the press release issued by HDFC Standard Life Insurance Company Limited (HDFC Life), a material non listed subsidiary of the Corporation with regard to its financial statements for the financial year ended March 31, 2017.

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

Thanking you,

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

Ajay Agarwal
Company Secretary

Encl: a/a

May 3, 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: Standalone Financial results for the financial year ended March 31, 2017

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

The Board of Directors of HDFC Life today approved its Audited Financial Results for the twelve months ended March 31, 2017.

We are enclosing herewith a copy of Press Release issued by the Company with regard to the Financial results, 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

HDFC Life
Sar uttha ke jiyo!

PRESS RELEASE

Standalone Financial results for the full year ended Mar 31, 2017

Mumbai, May 3, 2017: The Board of Directors of HDFC Life today approved and adopted its Audited Financial Results for the twelve months ended Mar 31, 2017.

Snapshot for the full year ending Mar 31, 2017:

- **Market share:** Ranked #3 amongst private players in Individual segment in terms of Weighted Received Premium *(WRP)* with market share of 12.7% and ranked #1 amongst private players in Group business *(on received premium)*, with market share of 24.3%;
- **Total premium:** Registered strong growth of 19% to ₹ 194.45 Bn, aided by steady renewal business growth of 9% and new business premium growth of 34%;
- **Persistency ratio:** Steady improvement in persistency *(Original premium basis, for data till Feb 2017, with 1 month lag as per the IRDAI definition)*, with 13th month persistency at 81% and 61st month persistency at 59%;
- **Assets Under Management:** Robust growth of 24% to ₹ 917.42 Bn, with underlying Debt: Equity mix of 59:41;
- **Embedded Value**: Embedded Value *(IEV methodology)* at ₹ 123.89 Bn as on Mar 31, 2017. Operating return on Embedded Value *(EVOP/Opening Embedded value)* at 21.0%;
- **New business margins:** New business margins based on actual expenses (post overrun) at 21.6% for the year ended Mar 31, 2017;
- **Profit after tax (PAT):** PAT witnessed stable growth of 9% to ₹ 8.92 Bn;
- **Dividend:** Paid 11% dividend *(₹ 1.1 / share)* amounting to ₹ 2.64 Bn including Dividend Distribution Tax *(DDT)* during the year.

Update on Q4 FY17 performance:

- Registered strong growth in Individual WRP of 26% in Q4 FY17, after witnessing slowdown in previous two quarters;
- Total premium grew by 18% during Q4 FY17;
- For Q4 FY17, market share improved to 14.3% in terms of Individual WRP with #3 rank and continued to lead in terms of group business with a market share of 28.1% amongst private players;
- Profit after tax grew by 8% to ₹ 2.47 Bn for the quarter;
- Operating Expenses / Total Premium at 11.4%.

Key Financial Summary

₹Bn		FY17	FY16	YoY
Key Financial and Actuarial Metrics				
New Business Premium		86.96	64.87	34%
Renewal Premium		107.49	98.26	9%
Total Premium		**194.45**	**163.13**	**19%**
Individual WRP		36.36	33.33	9%
Group Premium		44.95	28.30	59%
Premium Less Benefit Payouts	(1)	94.82	80.57	18%
IGAAP Profit After Tax		8.92	8.18	9%
Assets Under Management (AUM)		917.42	742.47	24%
Embedded Value		123.89	102.33	21%
Net Worth	(2)	38.06	31.50	21%

		FY17	FY16
Key Ratios			
Overall New Business Margins (post overrun)		21.6%	19.9%
Operating Return on EV		21.0%	20.6%
Operating Expenses / Total Premium		12.6%	11.6%
Solvency Ratio		192%	198%
13M / 61M Persistency	(3)	81% / 59%	79% / 47%
Conservation Ratio	(4)	82%	80%
Business Mix (%)			
Product (UL/Trad Non Par/Trad Par)	(5)	52/13/35	56/14/30
Indl Distribution (CA/Agency/Broker/Direct)	(5)	72/12/5/11	75/12/4/9
Total Distribution (CA/Agency/Broker/Direct/Group)	(6)	32/7/2/7/52	40/8/2/7/43

Notes:

1. Gross of reinsurance for both individual and group business
2. Net worth comprises of Share capital, Share premium and Accumulated profits/(losses)
3. Persistency ratios are based on individual business as per methodology specified in IRDAI circular. FY17 Persistency ratios pertain to 12 month period ended Feb for respective years and FY16 persistency ratios pertain to 12 month period ended March for respective years.
4. Conservation ratio for individual business
5. Based on individual APE excluding service tax. UL: Unit Linked, Trad: Traditional, Par: Participating & CA: Corporate Agents. Percentages are rounded off.
6. On total new business premium including Group. Percentages are rounded off.

HDFC Life

Sar uttha ke jiyo!

Announcing the Company's financial results, Mr. Amitabh Chaudhry, MD & CEO, HDFC Life, said, "HDFC Life is committed to its vision of being the most preferred life insurance company delivering value for all its stakeholders. Improving business quality, ensuring seamless customer journey and delivering healthy returns continue to be the key focus areas for the Company. We are investing in building deep digital capabilities and in creating an agile distribution platform to achieve these objectives."

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

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. The shares of HDFC Life are proposed to be listed on Stock Exchange(s) in India, as a consequence of the Scheme. HDFC Ltd. and Standard Life will continue to be the promoters of the merged entity upon completion of the Scheme.

HDFC Life and Max Life have filed an application seeking in-principle approval of the Insurance Regulatory and Development Authority of India ("IRDAI") for the Scheme and have also filed requisite applications with Competition Commission of India (CCI). Max Financial and Max India have 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 the matter. The 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).

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 Mar 31, 2017, the Company had 30 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 its increased presence across the country, with several new tie-ups and partnerships across traditional and non-traditional partners including NBFCs, MFIs, SFBs, etc. Total branches of the Company increased to 414 offices during the year under review. 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.