



Press Release

DHFL announces its Q3FY19 results today

Mumbai, January 25, 2019: DHFL, one of India's leading housing finance company, today announced its Q3 results for the third quarter ended December 31, 2018. The company registered a net profit growth of 7.4% to ₹1,187.4 crore for the nine months ended December 31, 2018. Assets Under Management (AUM) grew by 25% year-on-year, reaching ₹ 1,26,725 crore from ₹ 1,01,351 crore as on December 31, 2018.

Commenting on the company's financial performance in the Quarter, Mr. Kapil Wadhawan, Chairman and Managing Director, DHFL said, "DHFL's heritage, robust business fundamentals and a legacy of goodwill continue to be our guiding force towards our vision of enabling home ownership dreams. Our cumulative efforts over the last few years, have enabled DHFL to maintain strong positions on credit quality, high ratings and a healthy asset-liability balance. We have also successfully implemented securitization of our portfolio that reflects the strength and depth of our asset quality. While the financial services sector is gaining back momentum, over the past few months DHFL has been agile and promptly responded taking immediate steps towards mitigating market concerns that have been witnessed by the industry as a whole. We are optimistic of future progress, as we continue to drive several growth-oriented initiatives aimed at widening financial inclusion across the country."

Performance Details for the nine months ended December 31, 2018 as compared to the corresponding Nine months of the previous year:

- Net profit increased by 7.4% to ₹ 1,187.4 crore for the nine months ended December 31, 2018 as against ₹ 1,105.6 crore in the corresponding nine months of the previous year
- Profit before tax rose by 14.9% to ₹ 1,742.6 crore for the nine months ended December 31, 2018 as against ₹ 1,516.9 crore in the corresponding nine months of the previous year
- Loan book outstanding grew by 15.2% to ₹ 96,839 crore during the nine months ended December 31, 2018 as against ₹ 84,028 crore in the corresponding nine months of the previous year
- Loan disbursements were ₹ 27,962 crore for the nine months ended December 31, 2018
- Total Income was up by 23.8% to ₹ 9,935.8 crore during the nine months ended December 31, 2018 as against ₹ 8,028.6 crore in the corresponding nine months of the previous year
- Gross NPA stood at 1.12%
- Net Interest Margin stood at 3.40%

Performance Details for the quarter ended December 31, 2018 as compared to the corresponding quarter of the previous year:

- Net profit at ₹ 313.6 crore for the quarter ended December 31, 2018 as against ₹ 495.4 crore in the corresponding quarter of the previous year
- Profit before tax at ₹ 471.5 crore for the quarter ended December 31, 2018 as against ₹ 677.2 crore in the corresponding quarter of the previous year
- Loan book outstanding grew by 15.2% to ₹ 96,839 crore during the quarter ended December 31, 2018 as against ₹ 84,028 crore in the corresponding quarter of the previous year
- Loan disbursements reported at ₹ 510 crore for the quarter ended December 31, 2018,



- Total Income rose by 12.4% to ₹ 3,255.9 crore during the quarter ended December 31, 2018 as against ₹ 2,896.6 crore in the corresponding quarter of the previous year
- Gross NPA stood at 1.12%
- Net Interest Margin stood at 2.91%

Note - Current Quarter results are based on Ind AS, so comparative figures of previous corresponding quarter have been restated as per Ind AS.

DHFL holds a leadership position in the affordable housing sector with majority of its home loan portfolio catering to the Lower and Middle Income (LMI) segment. 80% of DHFL's home loan disbursements are in the affordable housing category with majority being first time home buyers availing housing finance to fulfill their homeownership dream. DHFL's average loan ticket size at the portfolio level stands at INR 17 lakhs. DHFL's robust performance continues to be driven by its strong focus on the LMI segment in Tier 2 and 3 markets. The company offers a range of home loan products including home loan, home extension loan, home improvement loan, plot loans, mortgage loan, project loan, SME Loan and non-residential property loan to all customer segments across India, retaining its concerted focus on the low and middle income segment.

Distribution Network

DHFL is today one of India's leading housing finance companies reporting steady growth year-on-year. It also has one of the largest distribution networks in the country, across 352 locations spanning metros, Tier 2 and 3 towns. With the help of such penetration, in-depth consumer insights, localized talent, focused marketing and sales initiatives, DHFL has been providing meaningful financial access to customers. To further expand customer outreach, DHFL also partners with public and private sector banks

DHFL

DHFL was founded in 1984 by Late Shri Rajesh Kumar Wadhawan, with a vision to provide financial accessibility to lower and middle income customer segments among semi-urban and rural populace in India. Led by Mr. Kapil Wadhawan, Chairman and Managing Director, DHFL is one of the leading housing finance companies in India with a large network across the country that caters to millions of customers in the LMI category. DHFL has been rated CARE AAA (Triple A) and assigned BWR AAA from Brickworks Rating.

Over the last 34 years, DHFL has provided customers with a vast array of home loan products including loans on homes, residential plots, construction, LAP or loan against property as also mortgage, non-residential and project loans. The company's wide network, deep understanding of customer needs gathered over time, enables DHFL to offer customized financial access to LMI customers in India's smallest towns. With strong business fundamentals and proven industry expertise, DHFL is a highly respected and trusted financial services company with a concerted focus towards enabling home ownership to the LMI customer segment in India. DHFL's CSR efforts are an integral part of the Company's ethos, fulfilling critical societal needs through Economic Empowerment through Financial Literacy, Skill Development, Rural Development with focus on Drought Mitigation and Early Childhood Care and Education (ECCE), implemented with measurable



outcomes. DHFL also has representative offices in Dubai, London and the UAE. For further information, please visit www.dhfl.com

Wadhawan Global Capital Pvt. Ltd (WGC)

Wadhawan Global Capital Private Limited (WGC) is a leading financial services group in India. WGC manages over US\$ 19 billion of assets through its lending, investment and insurance platforms. WGC has partnered with leading financial institutions such as International Finance Corporation (IFC), Washington, Prudential Financial Inc., United States. WGC is the promoter entity of Dewan Housing Finance Corporation Limited (DHFL) and parent company to some of the most prominent brands in India. Its flagship company, DHFL is a market leader with over three decades of experience in financing affordable housing. Other Notable brands owned by WGC are Aadhar Housing Finance, Avanse Financial Services, and DHFL General Insurance. The company also has a London-based wholly-owned subsidiary Wadhawan Global Capital (UK) Ltd.

For more information, please visit www.wgcworld.com
