



HAPPY FACES. HAPPIER FAMILIES.



A company is made up of its hard-working employees, its loyal stakeholders and most importantly, its happy customers. The image above appropriately showcases this harmony between the three pillars of GRUH.

Over the years, we have acquired the insight that enables us to gauge a genuine borrower from his expressive face while the stakeholders' faces rely on us to make proper judgements. This invigorating expectation and the bright smile on our customers' faces encourage us to perform efficiently year after year and deliver consistently better results and robust outcomes.

HIGHLIGHTS

(₹ in crores)

Financial Highlights	2012-13	2011-12	2010-11	2009-10	2008-09	2007-08	2006-07	2005-06	2004-05	2003-04
Loan Disbursements	2174	1487	1211	780	655	632	474	360	300	218
Net Interest Income	218	179	143	115	85	74	52	36	28	21
Fees & Other Charges	22	17	14	12	7	6	6	6	5	6
Operating Cost	46	39	32	25	21	18	14	12	9	9
Operating Profit	198	159	127	103	72	63	44	30	23	19
Provisions & Write Offs (net)	1	(4)	1	8	3	4	7	4	3	4
Profit Before Tax	197	163	126	94	70	59	37	26	21	16
Profit After Tax	146	120	92	69	50	42	30	22	17	13
Stockholders' Equity	491	386	318	265	221	190	164	87	73	63
Borrowed Funds	4915	3833	2966	2323	2245	1773	1305	1080	806	572
Loan Assets	5438	4067	3172	2449	2086	1770	1377	1069	817	582

Key Financial Ratios

Capital Adequacy Ratio (%)	14.56	13.95	13.32	16.55	16.21	18.15	16.31	14.24	15.71	19.26
Debt Equity Ratio (times)	10	10	9	9	10	9	8	12	11	9
Loans to Total Assets (%)	97	94	94	92	82	88	90	89	87	87
Gross NPAs to Loan Assets (%)	0.32	0.52	0.82	1.11	0.94	1.12	1.36	1.48	1.95	1.68
Net NPAs to Loan Assets (%)	0.05	0	0	0	0	0	0	0.23	0.66	0.30
Net Interest Margin to Average Assets (%)	4.38	4.64	4.73	4.42	3.73	4.18	3.82	3.37	3.49	3.19
Non Interest Expenses to Average Assets (%)	0.93	1.01	1.06	0.98	0.91	1.01	1.02	1.10	1.18	1.29
Cost to Income Ratio (%)	19	20	20	20	22	22	24	28	29	32
PAT to Average Assets (%)	2.94	3.12	3.02	2.65	2.21	2.39	2.17	2.03	2.09	2.02
Return on Average Network (%)	33	34	31	28	24	24	24	27	24	22

Measuring Shareholders' Wealth

Earnings Per Share (₹) ^	8.21	6.83	5.24	3.98	2.90	2.44	1.88	1.47	1.26	1.01
Dividend Rate (%)	125	115	110*	65	48	40	30	25	21	18
Dividend Payout Ratio (%)	36	39	49	38	39	38	41	35	38	40
Book Value Per Share as at March 31 (₹) ^	27.63	21.87	18.20	15.24	12.75	10.98	9.48	6.56	5.54	4.78
Market Price Per Share as at March 31 (₹) ^	210.30	127.39	72.04	43.55	18.74	30.87	27.47	18.66	9.01	5.94
Price to Value Ratio (times)	7.61	5.83	3.96	2.86	1.47	2.81	2.90	2.85	1.63	1.24
Price to Earning Ratio (times)	26	19	14	11	6	13	15	11	7	6
Market Capitalisation (in Crores)	3753	2249	1266	756	325	535	476	247	119	79

* Includes one time Special Silver Jubilee Year Dividend of 25%

^ During the year, w.e.f. July 26, 2012, face value of equity shares of the Company was sub-divided to ₹ 2 per equity share from ₹ 10 per equity share. Previous years figures have been adjusted to reflect the revised value.

QUARTER-TO-QUARTER MOVEMENT OF KEY FINANCIAL PARAMETERS





“I try to be like a forest:
revitalizing and constantly growing.”

– Forest Whitaker, *well-known actor, producer and director*

Ratings:
AAA - CRISIL
AAA - ICRA

And so do we. Our focus has always been the same but constantly growing. We continue penetrating deeper into remote geographic locations and targeting Low Income Group segments at urban and semi-urban locations. From being a nascent institution for mortgage housing finance to becoming a preferred brand when it comes to rural housing finance and garnering of public savings, we have really come a long way.

Our sound financials are borne out not only by the recently awarded “AAA” rating by CRISIL but also the “AAA” rating by ICRA for our Fixed Deposit Program. There is an ever-increasing number of HFCs (both small as well as branches of big corporate houses) that have entered this market. It is significant that most of these have derived inspiration from GRUH's business model.

BOARD OF DIRECTORS AND THEIR BRIEF PROFILE :



Mr. Keki M. Mistry
Chairman

Mr. Keki M. Mistry, the non-executive Chairman of the Company is the Vice Chairman & Chief Executive Officer of Housing Development Finance Corporation Limited (HDFC). He is a Fellow of the Institute of Chartered Accountants of India. Mr. Mistry serves as a director on the board of several companies including HDFC Bank Limited, HDFC Standard Life Insurance Co. Ltd., HDFC ERGO General Insurance Company Limited, HDFC Asset Management Company Ltd., Greatship (India) Ltd., The Great Eastern Shipping Co. Ltd., Sun Pharmaceutical Industries Ltd., Next Gen Publishing Ltd., Infrastructure Leasing & Financial Services Ltd., Shrenuj & Company Ltd., Torrent Power Ltd., Bombay Stock Exchange Ltd., HCL Technologies Ltd., etc. He has been on the board of GRUH since 2000 and has been Chairman of the Company since 2002. He is a member of the Audit Committee and Compensation Committee of GRUH.



Mr. S.M. Palia

Mr. S. M. Palia, is a development banker. He holds a degree in Commerce, Law and Banking [CAIIB, CAIB (London)] and has 25 years working experience in Industrial Development Bank of India (IDBI) in various capacities. He retired as Executive Director of IDBI in 1989. He is on the board of reputed companies like ACC Limited., The Bombay Dyeing & Mfg. Co. Ltd., and AI Champdany Industries Limited. He has been on the board of GRUH since 1993. He was Vice Chairman of the Company from 1993 to 2000 and Chairman of the Company for one year from January 2001. He is Chairman of the Audit Committee and the Compensation Committee of GRUH.



Mr. Prafull Anubhai

Mr. Prafull Anubhai, is a Corporate Advisor. He is associated with educational and research institutions like Indian Institute of Management (IIMA), Ahmedabad Education Society (AES), Ahmedabad University, CSTEP (Centre for Science Technology and Policy), ATIRA etc. He is the Chairman of the Board of Management of the Ahmedabad University. He is the member of the Governing Board of Ahmedabad Education Society. He is also the Hon. Director of Saptak Archives, an institution dedicated to the preservation and dissemination of Indian Classical Music. He has done his B.Sc.(Econ.) from the London School of Economics and attended PMD at Harvard Business School. He has 30 years of experience as a Chief Executive of Textile Manufacturing Operations and presently he is a Director in companies like Unichem Laboratories Ltd., Vardhman Textiles Ltd., Vardhman Special Steels Ltd., Birla Sun Life Trustee Co. Pvt. Ltd, Torrent Cables Ltd, Management Structure & Systems Pvt. Ltd., Botil Oil Tools (India) Pvt. Ltd., EMSAF (Emerging Market South Asia Fund) – Mauritius etc. He has been on the board of GRUH since 1987. He is a member of the Audit Committee of GRUH.



Mr. K.G. Krishnamurthy

Mr. K.G. Krishnamurthy, is the Managing Director & CEO of HDFC Property Ventures Limited (HPVL). Prior to that, he was employed with HDFC as Senior General Manager – Technical Services. He played a major role in HPVL's successful closure of India's first real estate venture fund scheme, HDFC India Real Estate Fund with a corpus of 1.20 billion dollars. He is a graduate from IIT Kharagpur with a management degree from Jamnalal Bajaj Institute of Management, Mumbai. He has vast experience of over two decades in real estate and has been widely consulted by the industry on real estate matters. He has offered his services to the Asian Development Bank - to develop a housing package for Project Affected Persons under Karnataka Urban Infrastructure Project, and to the US AID to build-up a mortgage market in Sri Lanka. Besides his responsibilities within the HDFC group, he is on the board of several companies including HDFC Venture Capital Limited, Vascon Engineers Limited, New Consolidated Construction Co. Ltd., etc. He has been appointed on the board of GRUH since 2004. He is a member of Shareholders'/ Investors' Grievance Committee of GRUH.

BOARD OF DIRECTORS AND THEIR BRIEF PROFILE :



Ms. Renu S. Karnad

Ms. Renu Sud Karnad, the Managing Director of HDFC, holds a Master's degree in Economics from the University of Delhi and is a Law Graduate. She is a Parvin Fellow – Woodrow Wilson School of International Affairs, Princeton University, U.S.A. She has been employed with HDFC since 1978. She is responsible for the lending operations of HDFC. She is the Chairperson of HDFC Property Ventures Ltd. She is also a director in companies like Credit Information Bureau (India) Ltd., HDFC Bank Ltd., HDFC Asset Management Company Ltd., HDFC Standard Life Insurance Company Limited, HDFC ERGO General Insurance Company Limited, Indraprastha Medical Corporation Limited, Bosch Ltd., Akzo Nobel India Ltd., etc. She has been on the board of GRUH since 2000. She is a member of the Compensation Committee of GRUH.



Mr. Rohit C. Mehta

Mr. Rohit C. Mehta, is a prominent and successful industrialist possessing a wide and varied experience in the management of business and industry. He is a Law Graduate from the Bombay University. He was International President of Lions Clubs International. He has also been the President of Federation of Indian Chambers of Commerce & Industry. He is the Chairman of Torrent Cables Ltd. He is on the board of reputed companies like Gujarat Hotels Ltd., Universal Trustees Pvt. Ltd, etc. He has been on the board of GRUH since 1987 and was the Chairman of the Company from 1987 to 1998. He is Chairman of Shareholders'/ Investors' Grievance Committee of GRUH and a member of the Audit Committee of GRUH.



Mr. S.G. Mankad

Mr. S. G. Mankad, IAS (retd), holds Masters in History from University of Delhi. He has served in various capacities both in Government of India and the State of Gujarat. His last assignment was as Chief Secretary, Govt. of Gujarat. He has served as a Director/Chairman on Board of several cement, power, fertilizer and finance companies. He is chairman of Gujarat Institute of Desert Ecology (GUIDE) and is associated with several educational institutions and NGOs. He is the Chairman of Bhavnagar Energy Co. Ltd., Gujarat International Finance Tec- City Co. Ltd., and Director in IL&FS Education & Technology Services Ltd., IL&FS Skills Development Corporation Ltd., Deepak Nitrite Ltd., Navin Fluorine International Ltd, Swaraj Engines Limited, Shri Dinesh Mills Ltd., NSDL Depository Limited and Mahindra Intratrade Ltd. He is on the Board of GRUH since 2010. He is a member of Shareholders'/ Investors' Grievance Committee of GRUH.



Mr. Kamlesh Shah
Executive Director

Mr. Kamlesh Shah, the Executive Director of GRUH is a Chartered Accountant from the Institute of Chartered Accountants of India. He has been employed with GRUH since 1990. He has the working experience of handling functional areas of operations, finance, human resources and administration. He is on the Board of GRUH since 2010.



Mr. Sudhin Choksey
Managing Director

Mr. Sudhin Choksey, the Managing Director of GRUH, is a Fellow Member of the Institute of Chartered Accountants of India. He was appointed as the CEO of the Company in 1998 and the Managing Director in 2000. He has been on the Board of GRUH since May 1996. He has the working experience of handling functional areas of finance, commercial and general management both in India and abroad. He is a director on the board of Deepak Nitrite Ltd., Gujarat Ambuja Exports Ltd. and Hunnar Shaala Foundation for Building Technology and Innovations. He is a member of the Shareholders'/ Investors' Grievance Committee of GRUH.

MANAGEMENT TEAM

Ajay Kumar	Amar Vyas	Amit Chokshi	Anand Rehpade
Anil Dave	Anita Srivastav	Ashish Sutaria	Dahyabhai Vadher
Deven Varadkar	Dharmesh Bhavsar	Dilip Dafda	Dushyant Joshi
Harish Sharma	Harshal Vaidya	Hiren Visavadiya	Hitesh Agrawal
Jagdish Vartak	Jayesh Gangwani	Jayesh Patel	Manish Gandhi
Mehul Buch	Mit Mehta	Narayanan T	Narendra S.
Nisha Mekaad	Nitin Unadkat	Om Prakash	Partha K R
Pramod A	Pritesh Karnawat	Rahul Jakotiya	Rahul Sharma
Rakesh Chowdhary	Rakesh Hardiya	Ramchandrapa H	Ramprasad Murugesan
Ravindra Golannavar	Rupali Shelar	Sadashiv Pimplaskar	Santosh Kulkarni
Shilpa Kulkarni	Sridhar Subbiah V.S.	Suresh Iyer	Trishul Soman
Umesh Agrawal	Venu Menon	Vikas Jain	

Company Secretary Marcus Lobo

Chief Financial Officer Jayesh Jain

REGISTERED OFFICE

"GRUH", Netaji Marg, Near Mithakhali Six Roads, Ellisbridge, Ahmedabad 380 006.
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AUDITORS

M/s SORAB S. ENGINEER & Co.,
 Chartered Accountants

SOLICITORS AND ADVOCATES

M/s Singhi & Co.,
 Advocates, Solicitors and Notary

BANKERS

Allahabad Bank * Axis Bank Ltd. * Bank of Baroda * Bank of India * Bank of Maharashtra
 Bank of Nova Scotia * Central Bank Of India * Canara Bank * Dena Bank * Development Credit Bank Ltd.
 HDFC Bank Ltd. * ICICI Bank Ltd. * IDBI Bank Ltd. * Indian Overseas Bank * IndusInd Bank Ltd. * Kotak
 Mahindra Bank Ltd. * The Jammu and Kashmir Bank Ltd. * State Bank of India * State Bank of Patiala * State
 Bank of Mysore * State Bank of Travancore * Syndicate Bank * UCO Bank * Union Bank of India * Vijaya Bank

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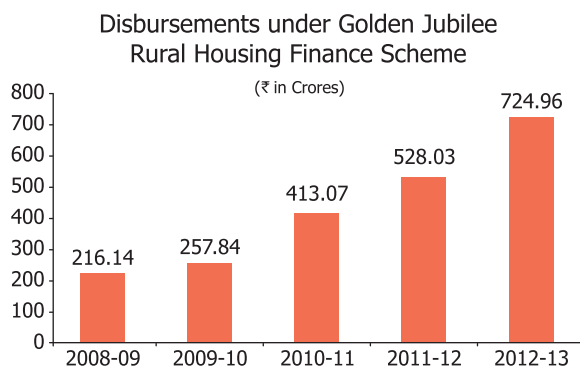
“A challenge only becomes an obstacle when you bow to it.”

– Ray Davis, motivational writer, thinker and speaker

In these 26 years, GRUH has withstood some really harsh times and conditions. Some of the initial problems were in estimating the level of income of borrowers (in the informal sector), geographical restrictions and cultural differences. In contrast to these, the current challenges which the housing mortgage finance sector is facing are rapid increase in property prices, increasing inflation and high interest rates.

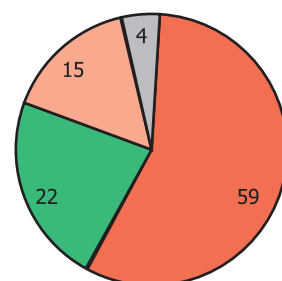
But challenges seem overpowering only when you get deterred by them. But we, at GRUH, enjoy challenging the challenges. We convert every piece of rock into a nugget of gold; we solve every jigsaw puzzle through our innovative problem-solving passion and commitment. In fact, it is these trying times that inspire us to revisit our original mandate and shape our strong will power to achieve success and drive our quest to do better.

GRUH'S RURAL FOCUS

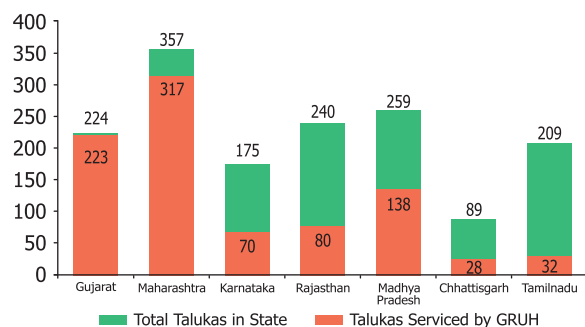


Disbursements under Rural Housing Fund Scheme
(Since April 1, 2007)

Category of Customers	₹ in Crores	%	
Individuals in Rural areas with annual income up to ₹ 2 Lacs	485.05	59	
Backward Class	185.39	22	
Women	128.32	15	
Minority Community	33.11	4	
Total	831.87	100	



Taluka Penetration - Customers being Served



Loan Extended in Rural Areas (%)

