

# **ANNUAL REPORT 2013-14**



SALUTING THE SPIRIT OF THE HARD-WORKING INDIAN





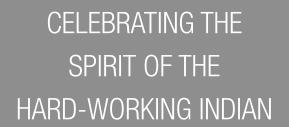














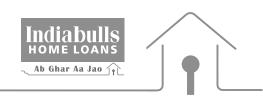












## Indiabulls Home Loans welcomes you home!

We acknowledge the spirit of hard-working Indians that strive to do their best, both at their jobs and towards their families. We salute and respect this spirit with which they lead their lives.

We understand that owning a home is their dream, their goal and a source of immense pride. We partner with them in this dream and ensure they move into their own home with complete peace of mind.

Indiabulls Housing Finance Limited is dedicated to helping Indians across the country, to own a home of their own. We channel our expertise towards this objective and have emerged as India's leading and preferred Home Loan provider.

Our extensive and expanding reach, a customer focused approach, a dedicated workforce and an institutional DNA of ethical values have all come together to make purchasing and owning homes a smooth and hassle-free experience for our customers.

We thank you all for reposing your trust in us. We immensely value our relationship with you, which is both the cause for, and is at the centre of our existence.



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## Forward-looking statement

In this Annual Report, we have disclosed forward-looking information to enable investors to comprehend our prospects and take investment decisions. This report and other statements – written and oral – that we periodically make contain forward-looking statements that set out anticipated results based on the management's plans and assumptions. We have tried wherever possible to identify such statements by using words such as 'anticipate', 'estimate', 'expects', 'projects', 'intends', 'plans', 'believes', and words of similar substance in connection with any discussion of future performance. We cannot guarantee that these forward-looking statements will be realised, although we believe we have been prudent in assumptions. The achievements of results are subject to risks, uncertainties and even inaccurate assumptions. Should known or unknown risks or uncertainties materialise, or should underlying assumptions prove inaccurate, actual results could vary materially from those anticipated, estimated, or projected. Readers should keep this in mind. We undertake no obligation to publically update any forward looking statements, whether as a result of new information, future events or otherwise.



### CORPORATE INFORMATION

#### **Board of Directors**

- 1. Mr. Sameer Gehlaut
- 2. Mr. Rajiv Rattan
- 3. Mr. Saurabh Kumar Mittal
- 4. Mr. Gagan Banga
- 5. Mr. Ajit Kumar Mittal
- 6. Mr. Ashwini Omprakash Kumar
- 7. Mr. Aishwarya Katoch
- 8. Mr. Shamsher Singh Ahlawat
- 9. Mr. Karan Singh Khera
- 10. Mr. Prem Prakash Mirdha
- 11. Mr. Ram Kumar Sheokand
- 12. Mr. Joginder Singh Kataria

#### **Statutory Auditor**

Deloitte Haskins & Sells LLP

**Chartered Accountants** 

Indiabulls Finance Centre, Tower 3,

32nd Floor, Elphinstone Mill Compound,

Senapati Bapat Marg, Elphinstone (W),

Mumbai - 400 013

#### **Registered Office**

M-62 & 63, First Floor,

Connaught Place,

New Delhi - 110 001

Email: helpdesk@indiabulls.com

Tel: 0124-6681199, Fax: 0124-6681240

Website: www.financial.indiabulls.com

#### **Corporate Offices**

Indiabulls House, Indiabulls Finance Centre, Senapati Bapat Marg, Elphinstone Road,

Mumbai - 400 013

Indiabulls House, 448-451,

Udyog Vihar, Phase-V, Gurgaon - 122 016

### **Company Secretary**

Mr. Amit Jain

#### Registrar & Transfer Agent

Karvy Computershare Private Limited Plot No. 17 to 24, Vittal Rao Nagar,

Madhyapur, Hyderabad - 500 081

#### **Internal Auditor**

N.D. Kapur & Co.

**Chartered Accountants** 

0-24 B, LGF, Jangpura Extension,

New Delhi - 110 014

#### List of Bankers

Allahabad Bank

Andhra Bank

Axis Bank

Bank of Baroda

Bank of India

Bank of Maharashtra

Barclays Bank

Canara Bank

Central Bank of India

Citibank N.A.

Corporation Bank

**DBS Bank** 

Dena Bank

Deutsche Bank

**HDFC Bank** 

ICICI Bank

IDBI Bank

Indian Bank

Indian Overseas Bank

IndusInd Bank

ING Vysya Bank

Karnataka Bank

Kotak Mahindra Bank

Oriental Bank of Commerce

Punjab & Sind Bank

Punjab National Bank

**RBL** Bank

State Bank of Bikaner & Jaipur

State Bank of Hyderabad

State Bank of India

State Bank of Mysore

State Bank of Patiala

State Bank of Travancore

Syndicate Bank

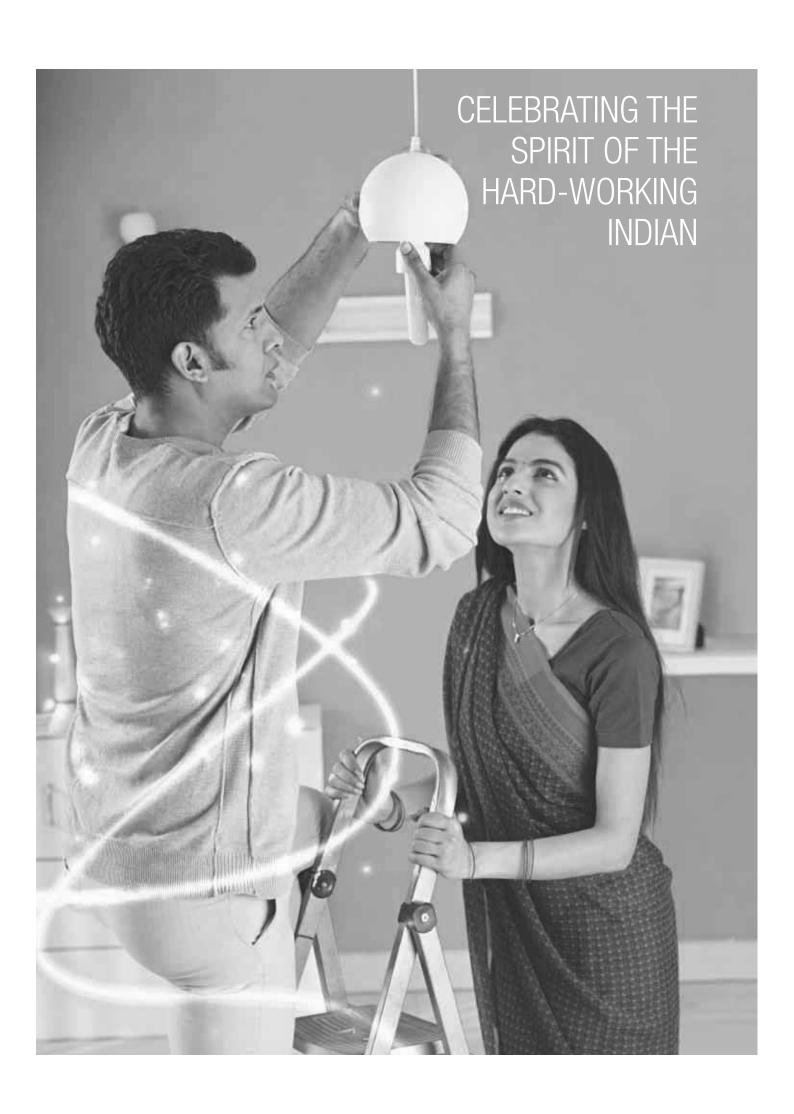
**UCO Bank** 

Union Bank of India

United Bank of India

Vijaya Bank

Yes Bank





# EXPANDING REACH, FULFILLING DREAMS

Indiabulls Home Loans is committed to help millions of Indians realise their dream of owning a home by providing affordable housing loans.

205 well-appointed branches spread across over 100 towns and cities in India are accessible and customer-centered, offering convenient Home Loan services.

With overseas branches in Dubai and London, we cater to the housing finance needs of Non-Resident Indians (NRIs) as well.

We reach out to our customers offering personalised services and home purchase counselling through our well-trained, in-house Direct Sales Team (DST) as well as through tie-ups with Direct Sales Associates (DSAs) across the country.

For quick and hassle-free Home Loan approvals, Indiabulls Home Loans has more than 3000 pre-approved projects across the country.

Workforce of over 4000 dedicated employees serving more than 6,00,000 satisfied customers across 100 plus cities in India

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# THE GROWTH STORY

2013-14	➤ PAT: Rs. 1,569 Cr. ★ Loan assets: Rs. 41,169 Cr. ★ Balance sheet: Rs. 44,418 Cr.
2012-13	Conversion to HFC * PAT: Rs. 1,266 Cr.     Balance sheet: Rs. 39,141 Cr.
2011-12	<ul> <li>★ Credit rating upgraded to AA+ ★ PAT crosses Rs. 1,000 Cr.</li> <li>★ Balance sheet crosses Rs. 30,000 Cr.</li> </ul>
2010-11	* Credit rating upgraded to AA     * Balance sheet crosses Rs. 20,000 Cr.
2009	* Mortgage finance focused growth plan * Home loans to prime salaried segments  * Relationship managers ramp up to over 1,000 employees
2008	★ Credit rating of AA- ★ Loan book crosses Rs. 10,000 Cr.     ★ Exit from unsecured personal and business loans
2006	* Launched secured mortgage and commercial vehicle businesses
2005	◆ Multi-product lending
2004	★ IPO and listing
2000	★ Started as an NBFC



# COUNTRY-WIDE REACH



