

**e**-nabling.  
-mpowering.  
-xpanding.



**Annual Report**  
**2017-18**

***Home Loans, Digitally Delivered***

### **Forward-looking statement**

In this Annual Report, we have disclosed forward-looking information to enable investors to appraise 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. Although we have been prudent in our assumptions, we cannot guarantee that these forward-looking statements will be realised. The achievement of results is 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 materially vary from those anticipated, estimated or projected. Readers should bear this in mind. We undertake no obligation to publicly update any forward-looking statement whether as a result of new information, future events or otherwise.





## **e-mpowering**

Our quick and hassle-free platforms empower customers to easily finance the purchase of their dream home

## **e-nabling**

Our technology-led offerings enable easy access to home finance for millions of aspiring Indians



## **e-xpanding**

Through the years, we have grown, and continue to expand, keeping up with India's aspirations, by being one of the most preferred home loan financiers



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# CORPORATE INFORMATION

## Board of Directors

Mr. Sameer Gehlaut  
 Mr. Gagan Banga  
 Mr. Ajit Kumar Mittal  
 Mr. Ashwini Omprakash Kumar  
 Mr. Sachin Chaudhary  
 Dr. Kamallesh Shailesh Chandra Chakrabarty  
 Mr. Subhash Sheoratan Mundra  
 Retd. Justice Bisheshwar Prasad Singh  
 Retd. Justice Gyan Sudha Misra  
 Mrs. Manjari Ashok Kacker  
 Retd. Brig. Labh Singh Sitara  
 Mr. Shamsher Singh Ahlawat  
 Mr. Prem Prakash Mirdha

## Company Secretary

Mr. Amit Jain

## Investor Relations

Ramnath Shenoy  
 Tel: 022-61891444  
 Email: investor.relations@indiabulls.com

## Statutory Auditors

S.R. Batliboi & Co. LLP  
 [Indian Member Firm of Ernst & Young]  
 Chartered Accountants  
 14th Floor, The Ruby  
 29 Senapati Bapat Marg, Dadar (West),  
 Mumbai – 400 028, Maharashtra

## Internal Auditors

Grant Thornton India LLP  
 DLF Square, 21st Floor, Jacaranda Marg,  
 DLF Phase-II, Gurugram, Haryana-122 002

## Secretarial Auditors

Neelam Gupta & Associates  
 Company Secretaries  
 D-2/16, Darya Ganj,  
 New Delhi – 110 002

## Registered Office

M-62 & 63, First Floor,  
 Connaught Place,  
 New Delhi – 110 001  
 Email: helpdesk@indiabulls.com  
 Tel: 011-30252900, Fax: 011-30156901  
 Website: www.indiabullshomeloans.com

## Corporate Offices

Indiabulls House, Indiabulls Finance Centre,  
 Senapati Bapat Marg, Elphinstone Road,  
 Mumbai – 400 013, Maharashtra  
 Indiabulls House,  
 448-451, Udyog Vihar, Phase-V,  
 Gurugram – 122 016, Haryana

## Registrar & Transfer Agent

Karvy Computershare Private Limited  
 Unit: Indiabulls Housing Finance Limited,  
 Karvy Selenium Tower B, Plot 31-32,  
 Financial District, Nanakramguda, Gachibowli,  
 Hyderabad – 500 032, Telangana

## Bankers

- Allahabad Bank
- Andhra Bank
- Australia and New Zealand Banking Group Ltd
- Axis Bank
- Bank of Baroda
- Bank of India
- Bank of Maharashtra
- Barclays Bank
- Canara Bank
- Catholic Syrian Bank
- Central Bank of India
- Citibank N.A.
- Corporation Bank
- CTBC Bank
- Dena Bank
- Deutsche Bank
- Federal Bank
- HDFC Bank
- ICICI Bank
- IDBI Bank
- IDFC Bank
- Indian Bank
- Indian Overseas Bank
- IndusInd Bank
- Industrial and Commercial Bank of China
- Karnataka Bank
- Kotak Mahindra Bank
- MUFG Bank Ltd.
- Oriental Bank of Commerce
- Punjab and Sind Bank
- Punjab National Bank
- RBL Bank Ltd
- Shinhan Bank
- State Bank of India
- Sumitomo Mitsui Banking Corporation
- Syndicate Bank
- The Hongkong and Shanghai Banking Corporation
- UCO Bank
- Union Bank of India
- United Bank of India
- Vijaya Bank
- Yes Bank



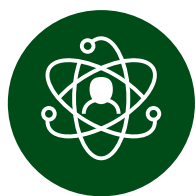
# INDIABULLS HOUSING FINANCE LIMITED AT A GLANCE

**Indiabulls Housing Finance Ltd. (IBHFL) is the second largest private housing finance company in India and is regulated by the National Housing Bank (NHB). We have served over 1 million happy customers and have cumulatively disbursed loans of over ₹ 2.15 Tn. With a robust workforce, more than half of which is dedicated to sales and other customer service roles, attending to the housing finance needs of the markets we operate in.**



We engage with our stakeholders while staying true to our core values and goals.

## OUR CORE VALUES



**Customer First**



**Transparency**



**Integrity**



**Professionalism**

## OUR GOALS

- To ensure utmost convenience in the home buying experience
- Making housing finance more affordable and viable by contributing to the ecosystem that supports it

**₹ 1,319.03 Bn**

Balance Sheet Size

**₹ 57.85 Bn**

Net Interest Income

## OUR OFFERINGS

### Home Loans for Resident Indians

We provide tailor-made home loan solutions to our customers to help them realise their dream of owning a home. We help them at every step – selecting the right property, checking approval of the selected property, advising them on their home loan, along with finer nuances like calculating EMIs and tax benefits on their loan.

### Home Loans for NRIs

We help realise the dreams of Non-Resident Indians and Persons of Indian origin to own a home in their motherland. We partner with our customers at every step to ensure a happy and hassle-free experience of buying a home in India.

### Loan Against Property

We help our customers unlock the value of their property by providing loan against their property. The customers can utilise the loan amount for productive deployment in their businesses.

### Home Loan Balance Transfer

With our convenient and comfortable home loan options customers can choose to transfer the home loans balance to avail lower interest rates, enjoy lower EMI's or even get a top-up on the existing home loan amount. Balance Transfer is also allowed on Loan Against Property.

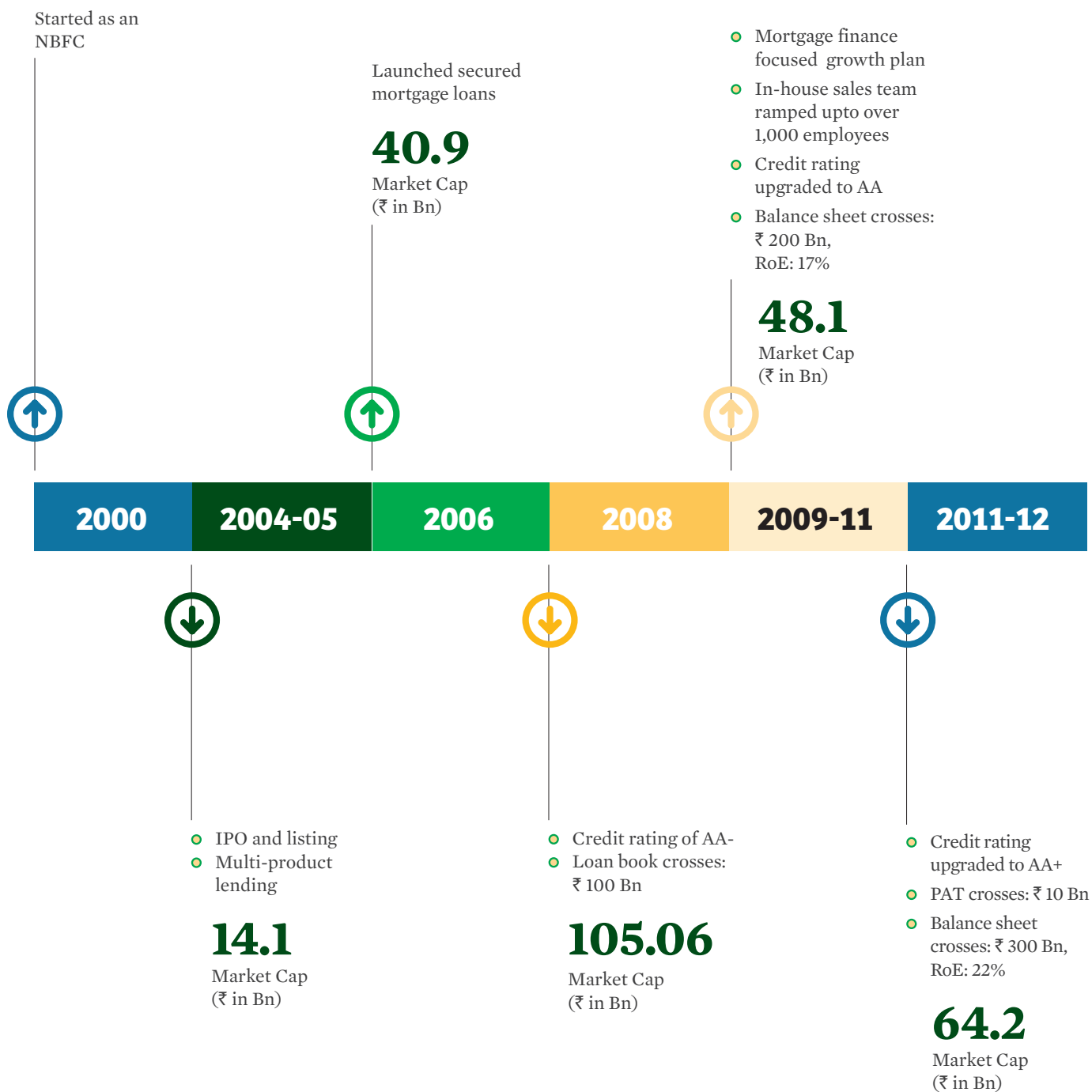
**₹ 134 Bn**

Net Worth

**₹ 38.47 Bn**

Profit After Tax

# CORPORATE JOURNEY AND MILESTONES





- Conversion to HFC
- India's 3rd largest HFC by size
- PAT: ₹ 12.7 Bn, RoE: 26%

**84.6**Market Cap  
(₹ in Bn)

- Balance sheet: ₹ 764.4 Bn, PAT: ₹ 23.4 Bn
- ₹ 40 Bn raised through QIP issue
- Net worth: ₹ 107 Bn

**283.9**Market Cap  
(₹ in Bn)

- Credit rating upgraded to AAA by CRISIL & ICRA
- Balance sheet: ₹ 1.32 Tn
- PAT: ₹ 38.5 Bn
- RoE: 30%

**583.3**Market Cap  
(₹ in Bn)**2012-13****2014-15****2015-16****2016-17****2017-18**

- Credit rating upgraded to AAA (CARE & Brickworks)
- Gross disbursements cross ₹ 1,000 Bn
- Balance Sheet: ₹ 572.3 Bn, PAT: ₹ 19.0 Bn
- RoE: 29%

**198.4**Market Cap  
(₹ in Bn)

- Balance Sheet – ₹ 1.04 Tn
- ₹ 40 Bn raised through QIP issue
- Net worth: ₹ 121 Bn
- Launched India's first digital home loans platform: eHome Loans
- IBHFL included in Nifty50 Index

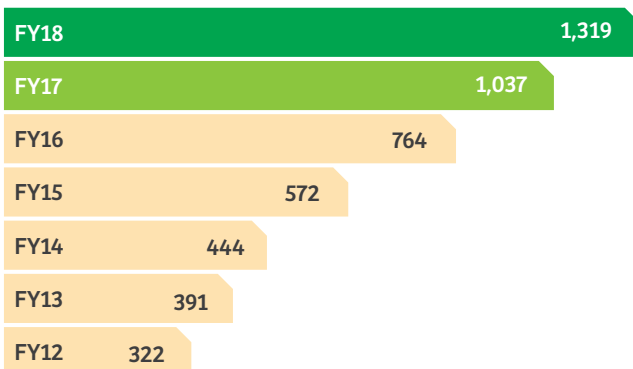
**422.9**Market Cap  
(₹ in Bn)

# KEY PERFORMANCE INDICATORS



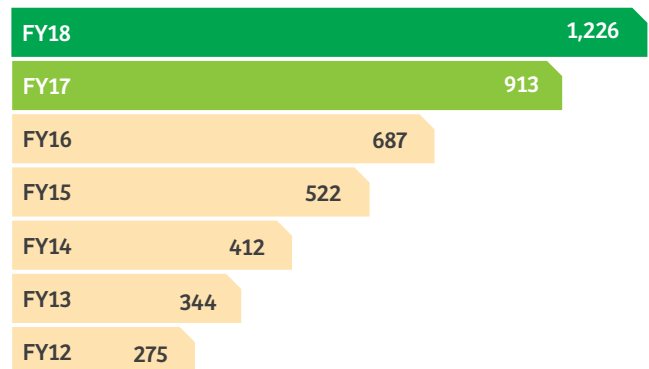
## Balance sheet (₹ in Billions)

27%  
7 year CAGR



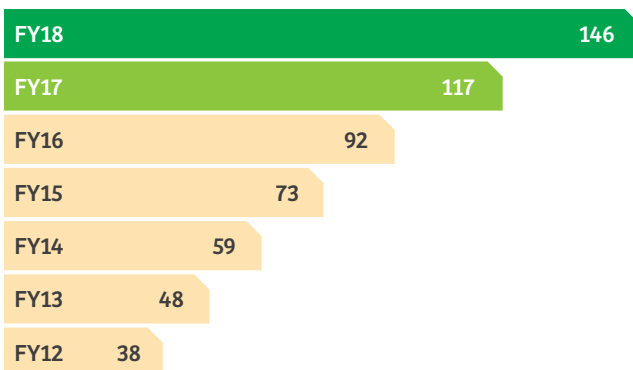
## Loan assets (₹ in Billions)

30%  
7 year CAGR



## Revenue (₹ in Billions)

29%  
7 year CAGR



## NII (₹ in Billions)

24%  
7 year CAGR

