

## DHFL Net Profit up by 33.40% for FY 2011-12 compared to corresponding previous year

### Highlights for FY2011-12/ Quarter ended March 31, 2012

*(Amount in Rupees crore)*

	Year Ended March 31 <sup>st</sup> , 2012	Year Ended March 31 <sup>st</sup> , 2011	Growth (%)	Q4 Ended March 31st, 2012	Q4 Ended March 31st, 2011	Growth (%)
<b>Profit Before Tax</b>	398.41	306.05	30.18	125.49	80.95	55.02
<b>Profit After Tax</b>	306.41	229.69	33.40	93.76	58.65	59.86
<b>Total Income</b>	2469.68	1,451.24	70.18	721.11	434.63	65.91
<b>Loan Sanctions</b>	12845.30	8,949.48	43.53	4464.41	2,740.11	62.93
<b>Loan Disbursements</b>	9065.24	6,505.57	39.35	3092.41	2,033.61	52.07

**Mumbai, May 10<sup>th</sup> 2012:** DHFL, India's third largest housing finance company, today announced its annual results for the FY 2011-12 along with its results for quarter ended 31<sup>st</sup> March, 2012

### Audited Financial Results for FY 2011-12

- **Net Profit** for FY2011-12 rose to **Rs.306.41 crore** from **Rs.229.69 crore** in the corresponding previous year, registering a growth of **33.40%**
- **Profit before Tax** for the year ended 31<sup>st</sup> March, 2012 grew to **Rs. 398.41 crore** from **Rs. 306.05 crore** in the corresponding previous year, registering a growth of **30.18%**
- **Total income** for FY 2011-12 grew to **Rs. 2469.68 crore** from **Rs. 1,451.24 crore** in the corresponding previous year, thereby registering a growth of **70.18 %**
- **Home loan sanctions** increased to **Rs. 12845.30 crore** in FY2011-12 as against **Rs. 8,949.48 crore** during the corresponding previous year, thereby registering a growth of **43.53%**

- **Disbursements** grew to **Rs. 9065.24 crore** in FY2011-12 as against **Rs. 6,505.57 crore** during the corresponding previous year, thereby registering a growth of **39.35 %**
- **Loan portfolio** stood at **Rs. 19355.38 crore** as of 31<sup>st</sup> March, 2012.
- **Earnings per Share (EPS)** were **Rs. 28.97** (basic) and **Rs. 28.67** (diluted) as on 31<sup>st</sup> March, 2012.
- **Gross NPA** for the year ended 31<sup>st</sup> March 2012 stood at **0.68%** as against **0.67 %** in the corresponding previous year.
- **Net NPA** for the year ended 31<sup>st</sup> March 2012 stood at **0%** as against **0.10 %** in the corresponding previous year.
- **Net interest income** for the FY2011-12 rose to **Rs. 479.37 crore** from **Rs. 333.88 crore** in the corresponding previous year, registering a growth of **43.58 %**.

### **Financial Highlights for the Quarter ended 31<sup>st</sup> March, 2012**

- **Net Profit** of the Company grew to **Rs.93.76 crore** from **Rs. 58.65 crore** in the corresponding quarter last year, registering a growth of **59.86 %**
- **Profit before tax** for the quarter ended 31<sup>st</sup> March 2012 grew to **Rs. 125.49 crore** from **Rs.80.95 crore** in the corresponding quarter last year, registering a growth of **55.02 %**
- **Total income** for the quarter rose to **Rs. 721.11 crore** as against **Rs. 434.63 crore** in the corresponding quarter last year, registering a growth **65.91 %**
- **Net interest income** for the quarter rose to **Rs. 138.53 crore** from **Rs. 95.36 crore** in the corresponding quarter last year, registering a growth of **45.27 %**

### **Consolidated Financial Highlights FY 2011-12**

- **Housing Loan AUM exceeds Rs. 27000 crore** as of March, 31<sup>st</sup> 2012
- **Profit after tax (after minority interest)** stood at **Rs 324 crore** as of March 31<sup>st</sup>, 2012

### **Statement from Mr. Kapil Wadhawan, Chairman & Managing Director, DHFL**

“DHFL has been able to maintain a healthy growth rate of 49% YoY in terms of loan book for the past 4 years on the basis of its focused approach & thorough understanding of its customer base in the Tier II and III locations of the country and also due to its strong credit appraisal skills that have evolved over the last 28 years of operations.

The company has consistently grown its portfolio through its extensive branch network, its subsidiaries and through its strategic management tie-ups with leading private and public sector banks across India. DHFL presently has a reach of over 421 locations in India and with representative offices in Dubai and London”

“DHFL Home Finance Group has a robust growth plan in terms of improving its network through its own branches and alliances across the country and has achieved a **Housing Loan AUM** that exceeds **Rs. 27000 crore** as on March 31<sup>st</sup>, 2012.”

### **Business Highlights & New Initiatives for FY 2011-12**

- DHFL raised Rs.3.04 billion via the first sizeable Indian QIP in FY12 by issuing 11.91 million shares at the rate of Rs.255.50 per share.
- DHFL entered into a home loan syndication agreement with Yes Bank for distribution of Home Loans to all YES BANK customers.
- DHFL launched DHFL Express - Home Loans on Wheels campaign to educate its customers on ‘housing and finance’ at their doorsteps. The campaign covered far interiors of Delhi NCR, Punjab, Haryana and Rajasthan, Karnataka, Kerala, Rajasthan, Punjab, Uttarakhand, Uttar Pradesh and Maharashtra.
- DHFL launched a promotion campaign (TVC + Print) for generating inquiries from designated 105 plus tier II & III markets. Product TVC across 37 GEC, sports & business for creating buzz for DHFL.
- As on March 31, 2012, DHFL Home Finance Group operates across 421 locations in India.

### **Accolades**

- DHFL was the recipient of the ‘India Power Brand’ Award for the second consecutive year
- DHFL was honoured with the 'Marketer of Year - Realty Plus Excellence Awards 2012' and the ‘Newsmaker of the Year 2011’ award by Realty Plus Magazine.
- DHFL was the recipient of the Greentech HR Excellence Award – 2012 for Best Strategy

## **CSR Initiative:**

- DHFL partnered with AIESEC Mumbai's Balakalakaar which scouted talents amongst 1000 underprivileged children across 10 BMC Schools (E Ward) in Mumbai and selected 100 students and gave them an opportunity to showcase their skills at the 'AIESEC Mumbai Balakalakaar 2011 Finale' on December 10, 2011 at the Karnataka Sangha Hall in Matunga, Mumbai. Additionally, these 100 students won Vocational Scholarships supported by DHFL to give them a fully funded admission to a Vocational Course of their choice, at the Jan Shikshan Shramik Vidyapeeth.
- To commemorate our heroes on Independence Day, DHFL organized a blood donation drive in association with the Red Cross Society of India on the 12th of August, 2011. The event was received with eager participation from the DHFL family.
- DHFL conducted a Toy Donation Drive on Children's Day (November 14, 2011) in association with Mumbai Mobile Crèches. DHFL volunteers visited the Sion centre of MMC spent some time with the children and handed over the toys. A printer, 2 desktops and stationary for the kids were donated on the occasion.
- On 15th January 2012, 50 DHFL Volunteers ran the Mumbai Marathon 2012 to support the cause of children at construction sites – an initiative of Mumbai Mobile Crèches

## **DHFL Credit Ratings**

Long term ratings: CARE AA+, BWR AAA and Short term ratings by CRISIL A1+

## **About DHFL**

Dewan Housing Finance Corporation Limited (DHFL) was founded in 1984 by Late Shri Rajesh Kumar Wadhawan with a vision to provide financial access to the lower and middle income segment of the society. Today, DHFL is the third largest housing finance company in India with a network across **421 locations**. The company's representative offices in Dubai and London assist Non-Resident Indians (NRI) to access housing finance for the purchase of residential properties in India.

.....

For further information, please contact:

<b>Mr. Manish Joshi</b> M: 09967002938 T: (022)67748162 E: <a href="mailto:manish.joshi@whpl.co.in">manish.joshi@whpl.co.in</a>	<b>Ms. Siddhi Lad</b> M: 09987596040 / 09821354619 T: (022) 67748132 E: <a href="mailto:siddhi.lad@whpl.co.in">siddhi.lad@whpl.co.in</a>
<b>Mr. Kenneth Peter</b> M: 09811689565 T: (011) 40572254 E: <a href="mailto:kenneth.peter@whpl.co.in">kenneth.peter@whpl.co.in</a>	<b>Ms. Apnavi Yadav</b> M: 09004025370 T: (022) 67748161 E: <a href="mailto:apnavi.yadav@whpl.co.in">apnavi.yadav@whpl.co.in</a>