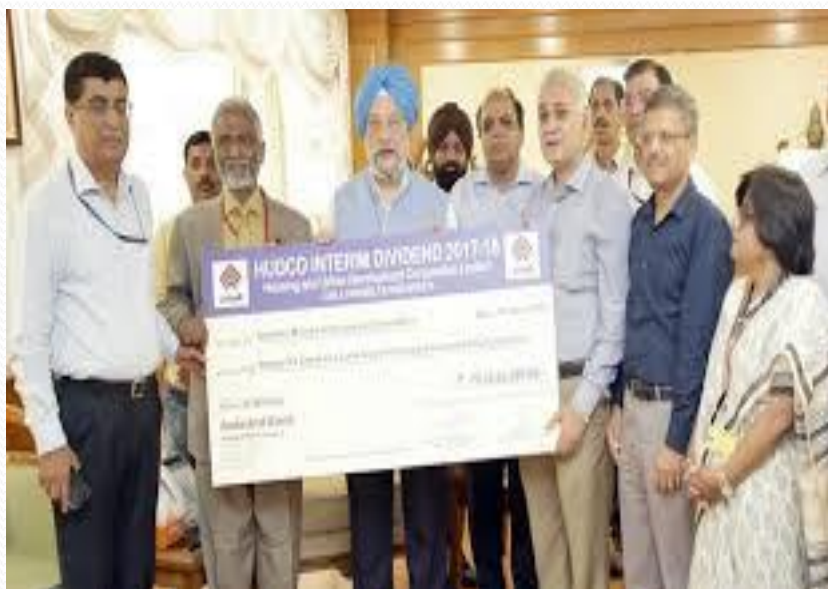


**HOUSING AND URBAN DEVELOPMENT
CORPORATION LIMITED**
(A Govt. of India Enterprise)
An ISO 9001:2015 certified Company



MANAGEMENT PRESENTATION PERFORMANCE HIGHLIGHTS
Q4 & FY 2019 (STANDALONE)



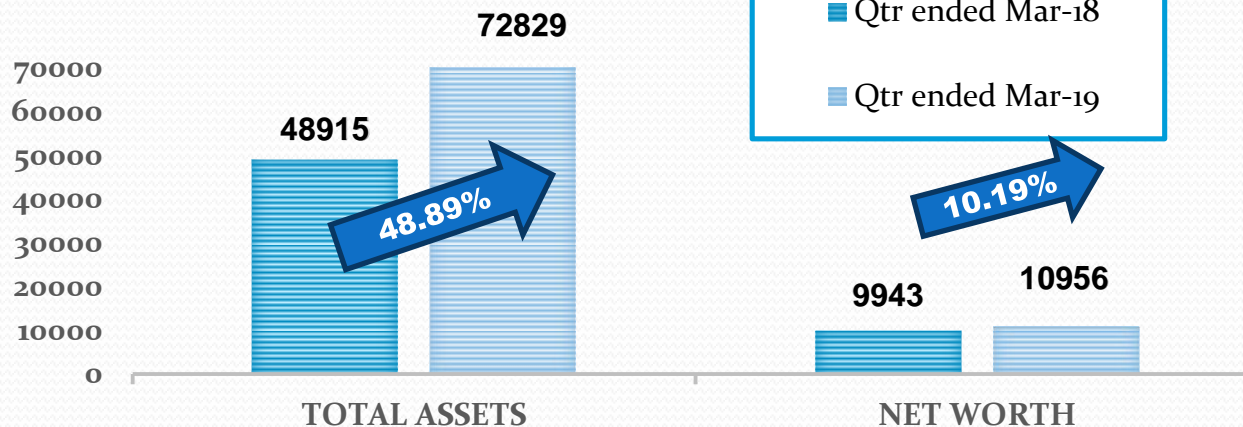
Highest Domestic Credit Rating AAA from ICRA, CARE, and India Ratings & Research.

FINANCIAL HIGHLIGHTS

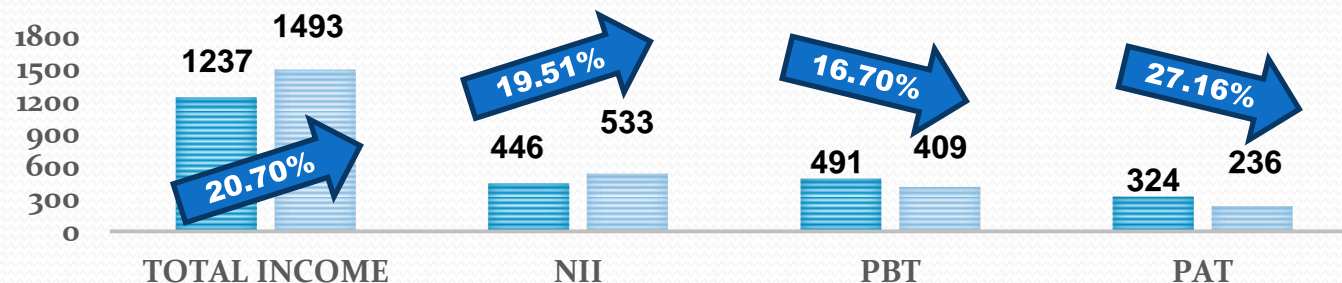
(Amount in Rs. Crore)



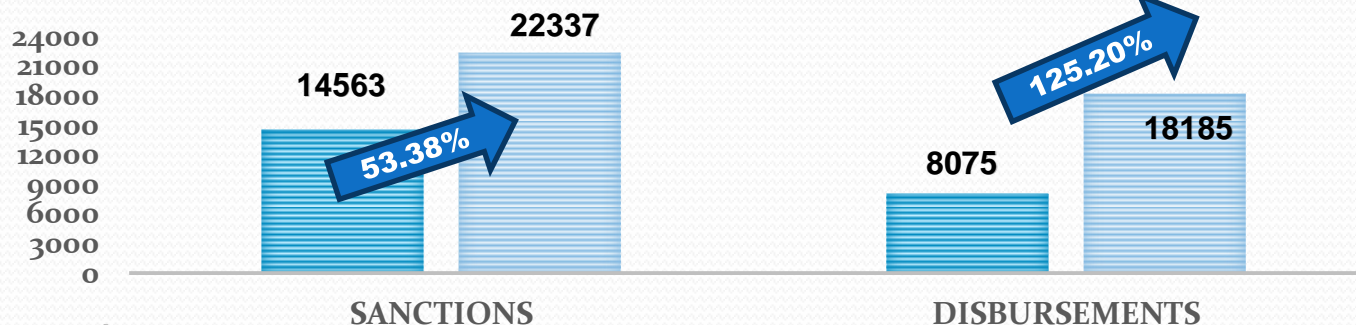
Balance Sheet



Income Statement



Business



Notes: NII : Net interest income
PBT : Profit Before Tax
PAT : Profit After Tax

SANCTIONS - COMPOSITION

(Amount in Rs. Crore)

| Discipline-wise | Financial Year 18-19 | | | | Financial Year 17-18 | | | | 12 Months | | |
|----------------------|----------------------|--------|--------|--------|----------------------|--------|--------|--------|-----------|--------|--------|
| | Q1 | Q2 | Q3 | Q4 | Q4 | Q3 | Q2 | Q1 | FY19 | FY 18 | FY 17 |
| Housing | 4000 | 38 | 5055 | 18030 | 5251 | 105 | 6227 | 4000 | 27123 | 15583 | 6839 |
| | 98.23% | 1.35% | 96.84% | 80.72% | 36.06% | 15.60% | 38.05% | 56.75% | 78.73% | 40.32% | 21.46% |
| Urban Infrastructure | 65 | 2780 | 59 | 4292 | 9194 | 560 | 10082 | 3043 | 7196 | 22879 | 24291 |
| | 1.60% | 98.48% | 1.13% | 19.21% | 63.13% | 83.21% | 61.61% | 43.18% | 20.89% | 59.20% | 76.24% |
| HUDCO Niwas | 7 | 5 | 106 | 15 | 118 | 8 | 55 | 5 | 133 | 186 | 732 |
| | 0.17% | 0.17% | 2.03% | 0.07% | 0.81% | 1.19% | 0.34% | 0.07% | 0.39% | 0.48% | 2.30% |
| Total | 4072 | 2823 | 5220 | 22337 | 14563 | 673 | 16364 | 7048 | 34452 | 38648 | 31862 |

DISBURSEMENTS - COMPOSITION



(Amount in Rs. Crore)

| Discipline -wise | Financial Year 18-19 | | | | Financial Year 17-18 | | | | 12 Months | | |
|-----------------------------|----------------------|---------|---------|----------|----------------------|---------|---------|---------|-----------|----------|---------|
| | Q1 | Q2 | Q3 | Q4 | Q4 | Q3 | Q2 | Q1 | FY19 | FY18 | FY17 |
| Housing | 776.16 | 619.13 | 8568.38 | 17423.59 | 841.26 | 3621.72 | 111.96 | 214.45 | 27387.26 | 4789.39 | 2293.26 |
| | 59.46% | 28.16% | 91.68% | 95.95% | 10.42% | 57.48% | 9.45% | 21.34% | 88.32% | 28.91% | 25.21% |
| Urban Infrastr ucture | 519.81 | 1572.19 | 772.69 | 729.36 | 7226.90 | 2672.01 | 1066.68 | 782.44 | 3594.05 | 11748.03 | 6385.69 |
| | 39.83% | 71.50% | 8.27% | 4.02% | 89.50% | 42.42% | 90.04% | 77.88% | 11.59% | 70.92% | 70.21% |
| HUDCO Niwas | 9.32 | 7.55 | 5.06 | 5.36 | 6.99 | 6.53 | 6.08 | 7.83 | 27.29 | 27.43 | 416.18 |
| | 0.71% | 0.34% | 0.05% | 0.03% | 0.09% | 0.10% | 0.51% | 0.78% | 0.09% | 0.17% | 4.58% |
| Total | 1305.29 | 2198.87 | 9346.13 | 18185.3 | 8075.15 | 6300.26 | 1184.72 | 1004.72 | 31008.6 | 16564.85 | 9095.13 |

SECTOR-WISE DISBURSAL - COMPOSITION

(Amount in Rs. Crore)



| Discipline-wise | | Financial Year 18-19 | | | | Financial Year 17-18 | | | | 12 Months | | |
|------------------------|------------------------------------|----------------------|---------|---------|----------|----------------------|---------|---------|---------|-----------|----------|---------|
| | | Q1 | Q2 | Q3 | Q4 | Q4 | Q3 | Q2 | Q1 | FY19 | FY18 | FY17 |
| Ho using | Social Housing | 751.16 | 582.50 | 8457.83 | 17232.10 | 762.14 | 3546.55 | 42.01 | 134.03 | 27023.59 | 4484.73 | 1846.70 |
| | | 57.55% | 26.49% | 90.50% | 94.90% | 9.44% | 56.29% | 3.55% | 13.34% | 87.15% | 27.07% | 20.30% |
| | Residential Real Estate | 25.00 | 36.63 | 110.55 | 191.49 | 79.12 | 75.17 | 69.95 | 80.42 | 363.67 | 304.66 | 446.56 |
| | | 1.92% | 1.67% | 1.18% | 1.05% | 0.98% | 1.19% | 5.90% | 8.00% | 1.17% | 1.84% | 4.91% |
| | HUDCO Niwas | 9.32 | 7.55 | 5.06 | 5.36 | 6.99 | 6.53 | 6.08 | 7.83 | 27.29 | 27.43 | 416.18 |
| | | 0.71% | 0.34% | 0.05% | 0.03% | 0.09% | 0.10% | 0.51% | 0.78% | 0.09% | 0.17% | 4.58% |
| | Total (A) | 785.48 | 626.68 | 8573.44 | 17428.95 | 848.25 | 3628.25 | 118.04 | 222.28 | 27414.55 | 4816.82 | 2709.44 |
| Urb an Infra structure | Water Supply & sewerage drainage | 449.10 | 349.96 | 286.64 | 171.25 | 735.60 | 289.44 | 331.68 | 100.57 | 1256.95 | 1457.29 | 2350.40 |
| | | 34.41% | 15.92% | 3.07% | 0.94% | 9.11% | 4.59% | 28.00% | 10.01% | 4.05% | 8.80% | 25.84% |
| | Road and Transport | 67.82 | 1190.73 | 338.55 | 124.33 | 5140.59 | 2344.62 | 303.74 | 673.23 | 1721.43 | 8462.18 | 1992.71 |
| | | 5.20% | 54.15% | 3.62% | 0.68% | 63.66% | 37.21% | 25.64% | 67.01% | 5.55% | 51.09% | 21.91% |
| | Power | - | - | - | 250.00 | 1070.22 | 30.84 | 140.32 | - | 250.00 | 1241.38 | 961.91 |
| | | - | - | - | 1.38% | 13.25% | 0.49% | 11.84% | - | 0.81% | 7.49% | 10.58% |
| | Emerging Sector & commercial Infra | 2.89 | - | 10 | 38.35 | 44.34 | 3.15 | 189.94 | 8.64 | 51.24 | 246.07 | 711.14 |
| | | 0.22% | - | 0.11% | 0.21% | 0.55% | 0.05% | 16.03% | 0.86% | 0.17% | 1.49% | 7.82% |
| | Social Infra and Others | - | 31.50 | 137.50 | 145.43 | 236.15 | 3.96 | 101.00 | - | 314.43 | 341.11 | 369.53 |
| | | - | 1.43% | 1.47% | 0.80% | 2.92% | 0.06% | 8.53% | - | 1.01% | 2.06% | 4.06% |
| | Total (B) | 519.81 | 1572.19 | 772.69 | 729.36 | 7226.90 | 2672.01 | 1066.68 | 782.44 | 3594.05 | 11748.03 | 6385.69 |
| Grand Total (A+B) | | 1305.29 | 2198.87 | 9346.13 | 18185.31 | 8075.15 | 6300.26 | 1184.72 | 1004.72 | 31008.60 | 16564.85 | 9095.13 |

OUTSTANDING LOAN - COMPOSITION

(Amount in Rs. Crore)



| Borrower-wise | Financial Year 18-19 (At the end of) | | | | Financial Year 17-18 (At the end of) | | | | 12 Months | | |
|----------------------|---|----------|----------|----------|---|----------|----------|----------|-----------|----------|----------|
| | Q1 | Q2 | Q3 | Q4 | Q4 | Q3 | Q2 | Q1 | FY19 | FY17 | FY16 |
| Government Agencies | 45636.35 | 46151.07 | 53252.94 | 70050.31 | 45985.60 | 41120.27 | 35940.89 | 35821.58 | 70050.31 | 45985.60 | 36053.73 |
| | 93.28% | 93.36% | 94.20% | 95.53% | 92.84% | 92.04% | 90.49% | 90.89% | 95.53% | 92.84% | 90.90% |
| Private | 3288.55 | 3283.60 | 3276.55 | 3275.18 | 3544.67 | 3555.40 | 3775.07 | 3592.10 | 3275.18 | 3544.67 | 3607.24 |
| | 6.72% | 6.64% | 5.80% | 4.47% | 7.16% | 7.96% | 9.51% | 9.11% | 4.47% | 7.16% | 9.10% |
| Total | 48924.90 | 49434.67 | 56529.49 | 73325.49 | 49530.27 | 44675.67 | 39715.96 | 39413.68 | 73325.49 | 49530.27 | 39660.97 |
| | | | | | | | | | | | |
| Housing | 15815.97 | 15995.33 | 24144.52 | 41076.5 | 15458.44 | 15053.45 | 11784.13 | 11961.63 | 41076.50 | 15458.44 | 12135.32 |
| | 32.33% | 32.36% | 42.71% | 56.02% | 31.21% | 33.69% | 29.67% | 30.35% | 56.02% | 31.21% | 30.60% |
| Urban Infrastructure | 32546.78 | 32881.92 | 31834.69 | 31706.29 | 33505.50 | 29050.59 | 27354.05 | 26866.08 | 31706.29 | 33505.50 | 26931.84 |
| | 66.52% | 66.51% | 56.32% | 43.24% | 67.65% | 65.03% | 68.87% | 68.16% | 43.24% | 67.65% | 67.90% |
| HUDCO Niwas | 562.15 | 557.42 | 550.28 | 542.70 | 566.33 | 571.63 | 577.78 | 585.97 | 542.70 | 566.33 | 593.81 |
| | 1.15% | 1.13% | 0.97% | 0.74% | 1.14% | 1.28% | 1.46% | 1.49% | 0.74% | 1.14% | 1.50% |
| Total | 48924.90 | 49434.67 | 56529.49 | 73325.49 | 49530.27 | 44675.67 | 39715.96 | 39413.68 | 73325.49 | 49530.27 | 39660.97 |

CLASSIFICATION OF ASSETS

| S. No. | Exposure at Default | March, 2019 | | March, 2018 | |
|--------|------------------------|--------------------------|--------|--------------------------|--------|
| | | Outstanding (₹ in Crore) | % | Outstanding (₹ in Crore) | % |
| 1. | Stage 1 | 69892.55 | 95.32% | 44779.43 | 90.41% |
| 2. | Stage 2 | 146.34 | 0.20% | 1140.82 | 2.30% |
| 3. | Stage 3 | 3286.59 | 4.48% | 3610.02 | 7.29% |
| | Total | 73325.48 | 100% | 49530.27 | 100% |
| | Total ECL (₹ in Crore) | 2939.18 | | 2691.07 | |
| | Gross NPA (%) | 4.48% | | 7.29% | |
| | Net NPA (%) | 0.50% | | 1.96% | |

As per Ind AS, the impairment of the loan assets is being worked out by following the Expected Credit Loss (ECL) method. Company's Loan portfolio is divided into three categories:

Stage 1 : Loan overdue for a period 0- 30 days

Stage 2 : Loan overdue for a period 31-90 days

Stage 3 : Loan overdue for a period more than 90 days

DETAILS OF BORROWINGS

(Amount in Rs. Crore)



| Particulars | Financial Year 18-19 (At the end of) | | | | Financial Year 17-18 (At the end of) | | | | 12 Months | | |
|--|--|----------|----------|----------|--|----------|----------|----------|-----------|----------|----------|
| | Q1 | Q2 | Q3 | Q4 | Q4 | Q3 | Q2 | Q1 | FY 19 | FY 18 | FY 17 |
| Tax Free Bonds | 17388.47 | 17388.47 | 17388.47 | 17388.47 | 17388.47 | 17388.47 | 17388.47 | 17388.47 | 17388.47 | 17388.47 | 17388.47 |
| | 48.73% | 48.97% | 40.76% | 29.03% | 46.35% | 53.65% | 63.62% | 62.86% | 29.03% | 46.35% | 60.88% |
| Taxable Bonds@ | 8217.70 | 8217.70 | 16166.66 | 32116.66 | 8828.26 | 5478.26 | 4583.60 | 4683.6 | 32116.66 | 8828.26 | 4693.43 |
| | 23.03% | 23.14% | 37.89% | 53.62% | 23.53% | 16.90% | 16.77% | 16.93% | 53.62% | 23.53% | 16.43% |
| Refinance from NHB/IIFCL | 3058.69 | 4408.44 | 4264.68 | 4123.92 | 3208.96 | 3359.21 | 3737.38 | 3380.5 | 4123.92 | 3208.96 | 2997.97 |
| | 8.57% | 12.41% | 10.00% | 6.88% | 8.54% | 10.36% | 13.67% | 12.22% | 6.88% | 8.54% | 10.50% |
| Public Deposits | 572.45 | 465.03 | 365.49 | 289.62 | 626.59 | 698.37 | 746.42 | 918.71 | 289.62 | 626.59 | 924.43 |
| | 1.60% | 1.31% | 0.86% | 0.48% | 1.67% | 2.16% | 2.73% | 3.32% | 0.48% | 1.67% | 3.24% |
| Foreign Currency Borrowings | 443.88 | 456.16 | 420.06 | 398.79 | 450.91 | 451.42 | 475.17 | 487.56 | 398.79 | 450.91 | 508.76 |
| | 1.24% | 1.28% | 0.98% | 0.67% | 1.20% | 1.39% | 1.74% | 1.76% | 0.67% | 1.20% | 1.78% |
| Banks *# | 563.50 | 564.21 | 2153.88 | 3347.66 | 2415.76 | 1003.40 | 399.08 | 801.83 | 3347.66 | 2415.76 | 550.80 |
| | 1.58% | 1.59% | 5.05% | 5.59% | 6.44% | 3.10% | 1.47% | 2.91% | 5.59% | 6.44% | 1.93% |
| FCL/FCTL/FCNR(B) (Loan from Banks)** | 2036.45 | 1036.45 | 706.28 | 436.30 | 2100.15 | 830.17 | - | - | 436.30 | 2100.15 | - |
| | 5.70% | 2.92% | 1.66% | 0.73% | 5.60% | 2.56% | - | - | 0.73% | 5.60% | - |
| Commercial papers# | 3400.00 | 2975.00 | 1200.00 | 1800.00 | 2500.00 | 3200.00 | - | - | 1800.00 | 2500.00 | 1500.00 |
| | 9.55% | 8.38% | 2.80% | 3.00% | 6.67% | 9.88% | - | - | 3.00% | 6.67% | 5.24% |
| Total | 35681.14 | 35511.46 | 42665.52 | 59901.42 | 37519.10 | 32409.30 | 27330.12 | 27660.67 | 59901.42 | 37519.10 | 28563.86 |
| Average annualized cost of funds | 7.57% | 7.78% | 7.88% | 8.04% | 7.57% | 7.48% | 7.64% | 7.70% | 8.04% | 7.57% | 7.70% |

* Includes cash credit/overdraft facilities and short term working capital loans.

Only short term Loan(s) and commercial papers outstanding at year end are considered as part of Funds raised during the year.

** on partial hedged basis

@ includes GOI fully serviced bonds of Rs. 20,000 crore raised at weighted average cost of 8.46% (on semi annual basis)

FUNDS RAISED DURING THE YEAR

(Amount in Rs. Crore)



| Particulars | Financial Year 18-19 | | | | Financial Year 17-18 | | | | 12 Months | | |
|---------------------------------------|----------------------|---------|----------|-----------|----------------------|---------|---------|---------|-----------|----------|---------|
| | Q1 | Q2 | Q3 | Q4 | Q4 | Q3 | Q2 | Q1 | FY 19 | FY 18 | FY 17 |
| Taxable Bonds@ | 100.00 | - | 7960.00 | 15950.00 | 3350.00 | 905.00 | 400.00 | - | 24010.00 | 4655.00 | 3865.00 |
| Refinance from NHB/IIFCL | - | 1500.00 | - | - | - | - | 500.00 | 500.00 | 1500.00 | 1000.00 | 1000.00 |
| Public Deposits | 12.65 | 40.78 | 24.66 | 17.08 | 16.31 | 7.19 | 33.17 | 7.21 | 95.17 | 63.88 | 306.49 |
| Banks * # | 517.29 | 518.00 | 1612.85 | 2306.63 | 2364.54 | 952.18 | 343.00 | 745.75 | 3306.63 | 2364.54 | 490.00 |
| FCL/FCTL/FCNR (B) (Loan from Banks)** | 436.30 | - | - | - | 1269.98 | 830.17 | - | - | 436.30 | 2100.15 | - |
| Commercial papers # | 3400.00 | 2975.00 | 1200.00 | 1800.00 | 2500.00 | 3200.00 | - | - | 1800.00 | 2500.00 | 1500.00 |
| Total | 4466.24 | 5033.78 | 10797.51 | 20,073.71 | 9500.83 | 5894.54 | 1276.17 | 1252.96 | 31148.10 | 12683.57 | 7161.49 |
| Average annualized cost of funds | 7.33% | 7.88% | 8.37% | 8.33% | 7.48% | 6.73% | 6.26% | 6.63% | 8.36% | 7.17% | 6.85% |

* Includes cash credit/overdraft facilities and short term working capital loans.

Only short term Loan(s) and commercial papers outstanding at year end are considered as part of Funds raised during the year.

** on partial hedged basis

@ includes GOI fully serviced bonds of Rs. 20,000 crore raised at weighted average cost of 8.46% (on semi annual basis) *Foundation for a Stronger India*

FINANCIAL STATEMENTS

(AS PER IND AS)



(₹ in crore)

| Particulars | Quarter ended | | Year ended | |
|--|---|---|---|---|
| | 31 st March, 2019 (audited) | 31 st March, 2018 (audited) | 31 st March, 2019 (audited) | 31 st March, 2018 (audited) |
| Income: | | | | |
| - Revenue from Operations | 1,474.75 | 1,234.44 | 5,547.64 | 4,171.36 |
| - Other Income | 18.60 | 2.31 | 43.58 | 62.78 |
| Total Income (1) | 1,493.35 | 1,236.75 | 5,591.22 | 4,234.14 |
| Expenses: | | | | |
| - Finance Cost | 921.79 | 667.66 | 3,070.51 | 2,294.79 |
| - Fees and Commission expense | 1.55 | (0.23) | 7.23 | 5.67 |
| - Employee Benefit Expenses | 52.94 | 54.28 | 224.12 | 176.4 |
| - Other Expenses | 25.22 | 36.13 | 71.63 | 72.38 |
| - Depreciation and Amortisation | 1.48 | 1.39 | 5.30 | 5.46 |
| - Provision and loan losses | 76.03 | (15.55) | 327.27 | 270.81 |
| Net Loss on Fair Value changes | 5.10 | - | 21.95 | - |
| Total Expenses (2) | 1,084.11 | 745.93 | 3,728.01 | 2,825.51 |
| PROFIT BEFORE TAX {3 = (1-2)} | 409.24 | 490.82 | 1,863.21 | 1,408.63 |
| Tax Expense (4) | 172.87 | 167.29 | 683.06 | 398.45 |
| Net Profit after Tax {5 = (3-4)} | 236.37 | 323.53 | 1,180.15 | 1,010.18 |
| Other Comprehensive Income Net of Tax (6) | (0.41) | 3.67 | (4.46) | 3.67 |
| TOTAL COMPREHENSIVE INCOME (5+6) | 235.96 | 327.20 | 1,175.69 | 1,013.85 |
| Earning per Share (₹) (F. V. ₹ 10/-) (Not annualized) | | | | |
| - Basic | 1.18 | 1.62 | 5.90 | 5.05 |
| - Diluted | 1.18 | 1.62 | 5.90 | 5.05 |
| Paid Up Equity Share Capital (Face value ₹ 10/-) | 2001.90 | 2001.90 | 2001.90 | 2001.90 |

Previous period figures have been re-stated as per Ind AS and reclassified/ rearranged wherever necessary so as to make them comparable.

RECONCILIATION STATEMENT AS OF MARCH, 2018

(₹ in crore)

| Particulars | Quarter ended 31 st March, 2018 | Year ended 31 st March, 2018 |
|--|---|--|
| Net profit reported as per Previous GAAP | 222.52 | 799.06 |
| Ind AS adjustments on account of: | | |
| - Adjustment on account of effective interest rate for financial assets and liabilities recognized at amortized cost | 2.53 | 2.11 |
| - Fair Value of Investments | 20.14 | 23.27 |
| - Impact of Expected Credit Loss | 133.19 | 297.38 |
| - Impact of Derivative accounting | 0.47 | 0.34 |
| - Others | 0.15 | 0.65 |
| - Reclassification of actuarial gain(loss) on employee benefit plan to other comprehensive income | (5.64) | (5.64) |
| - Deferred Tax impact on above adjustments | (49.83) | (107.00) |
| Net Profit after tax as per Ind AS | 323.53 | 1,010.18 |
| Other comprehensive Income (Net of tax) | 3.67 | 3.67 |
| Total comprehensive Income (Net of Tax) as per Ind-AS | 327.20 | 1,013.85 |

KEY INDICATORS

(Amount in Rs. Crore)



| Particulars | Year Ended | |
|---|------------|---------|
| | FY19 | FY18 |
| Yield on Loan (%) (Annualised) | 10.15% | 9.97% |
| Cost of Funds (%) (Annualised) | 7.01% | 7.26% |
| Interest Spread (%) | 3.14% | 2.71% |
| Net Interest Margin (%) (Annualised) | 4.52% | 4.45% |
| Interest Coverage Ratio (times) | 1.61 | 1.61 |
| Return on Average Net Worth (%) (Annualised) | 11.29% | 10.62% |
| Debt Equity Ratio (times) | 5.46 | 3.77 |
| Capital Adequacy ratio (Total) (%) | 57.98 | 52.70 |
| Net Worth (INR Crore) | 10955.77 | 9942.99 |
| Average Net Worth (INR Crore) | 10449.40 | 9508.40 |
| Book Value in INR per Share of INR 10 | 54.73 | 49.67 |
| Earning per Share (EPS) in INR (Non-Annualised) | 5.90 | 5.05 |

1. Previous period figures have been re-stated as per Ind AS and reclassified/ rearranged wherever necessary so as to make them comparable.
2. Yield on loan is calculated by dividing interest income on loan assets by average loan assets.
3. Cost of funds is calculated by dividing interest expenses by average total borrowings.
4. Interest spread is difference between yield on loan and cost of funds.
5. Net interest margin is calculated by net interest income on interest earning assets by average interest earning assets.
6. Interest coverage ratio is calculated by dividing Earnings before interest and tax by finance cost.
7. Return on net worth is calculated by dividing profit after tax for the period by average net worth.
8. Debt equity ratio is calculated by dividing total debt by equity.

SHAREHOLDING PATTERN



| Particulars | 31.03.2019 % | 17.05.2019 % |
|--|-----------------|-----------------|
| President of India | 89.807 | 89.807 |
| Foreign Institutional Investors/ Foreign Nationals/ Foreign Portfolio Investors | 0.067 | 0.069 |
| Resident Individual/ Employees/ HUF | 6.02 | 6.062 |
| Mutual fund/ AIF | 0.894 | 0.863 |
| Bodies corporate | 0.976 | 0.968 |
| Insurance companies | 1.636 | 1.636 |
| Banks/ Indian FI/ NBFC | 0.372 | 0.374 |
| Non Resident Indian | 0.196 | 0.20 |
| Clearing members | 0.031 | 0.02 |
| Trust | 0.001 | 0.001 |
| Total | 100.00 | 100.00 |



Thank You