

## OFFERING CIRCULAR



WITH YOU, RIGHT THROUGH

# HOUSING DEVELOPMENT FINANCE CORPORATION LIMITED

(incorporated in the Republic of India under the Companies Act, 1956 with CIN L70100MH1977PLC019916)

## U.S.\$2,800,000,000 Medium Term Note Programme

Under this U.S.\$2,800,000,000 Medium Term Note Programme (the **Programme**), Housing Development Finance Corporation Limited (the **Issuer**) may, from time to time, issue notes (the **Notes**) denominated in INR or any other currency agreed between the Issuer and the relevant Dealer (as defined below) and as permitted by applicable Indian law.

Notes may be issued in bearer or registered form (respectively, **Bearer Notes** and **Registered Notes**). The maximum aggregate nominal amount of all Notes from time to time outstanding under the Programme will not exceed U.S.\$2,800,000,000 (or its equivalent in other currencies calculated as described herein), subject to any increases as described herein.

The Notes may be issued on a continuing basis to one or more of the Dealers specified under “*Overview of the Programme*” and any additional Dealer appointed under the Programme from time to time by the Issuer (each, a **Dealer** and together, the **Dealers**), which appointment may be for a specific issue or on an ongoing basis. References in this Offering Circular to the **relevant Dealer** shall, in the case of an issue of Notes being (or intended to be) subscribed by more than one Dealer, be to all Dealers agreeing to subscribe to such Notes.

An investment in Notes issued under the Programme involves certain risks. For a discussion of these risks see “*Risk Factors*”.

Application has been made to the London Stock Exchange for the Notes to be admitted to the London Stock Exchange’s International Securities Market (ISM). The ISM is not a regulated market for the purposes of Directive 2014/65/EU.

**The ISM is a market designated for professional investors. Notes admitted to trading on the ISM are not admitted to the Official List of the UKLA. The London Stock Exchange has not approved or verified the contents of this Offering Circular.**

The Programme provides that Notes may be listed on such other or further stock exchange(s) as may be agreed between the Issuer and the relevant Dealer. The Issuer may also issue unlisted Notes and/or Notes not admitted to trading on any market.

Notes to be listed on the London Stock Exchange will be accepted for clearance through Euroclear Bank SA/NV (**Euroclear**) and Clearstream Banking S.A. (**Clearstream**).

Each Tranche of Bearer Notes of each series (as defined in “*Documents Incorporated by Reference*”) will initially be represented by either a temporary bearer global note (a **Temporary Bearer Global Note**) or a permanent bearer global note (a **Permanent Bearer Global Note**) and, together with a Temporary Bearer Global Note, the **Bearer Global Notes**, and each a **Bearer Global Note** as indicated in the applicable pricing supplement document (the **Pricing Supplement**) which, in either case, will be delivered on or prior to the original issue date of the Tranche to a common depository (the **Common Depository**) for Euroclear and Clearstream.

On and after the date (the **Exchange Date**) which, for each Tranche in respect of which a Temporary Bearer Global Note is issued, is 40 days after the Temporary Bearer Global Note is issued, interests in such Temporary Bearer Global Note will be exchangeable (free of charge) upon a request as described therein either for (i) interests in a Permanent Bearer Global Note of the same Series or (ii) definitive Bearer Notes of the same Series.

Registered Notes sold in an “offshore transaction” within the meaning of Regulation S (**Regulation S**) under the U.S. Securities Act of 1933, as amended (the **Securities Act**), which will be sold outside the United States (the **U.S.**) and, in certain circumstances, only to non-U.S. persons (as defined in Regulation S), will initially be represented by a global note in registered form, without receipts or coupons (a **Registered Global Note**), deposited with a common depository for Euroclear and Clearstream, and registered in the name of a nominee of such common depository. Prior to expiry of the distribution compliance period (as defined in Regulation S) (the **Distribution Compliance Period**) (if any) applicable to each Tranche of Notes, beneficial interests in a Registered Global Note may not be offered or sold to, or for the account or benefit of, a U.S. person, save as otherwise provided in the Terms and Conditions of the Notes and may not be held otherwise than through Euroclear or Clearstream.

The applicable Pricing Supplement will specify that a Permanent Bearer Global Note will be exchangeable for definitive Bearer Notes in certain limited circumstances.

For Indian regulatory purposes, Rupee denominated Notes issued under this Programme constitute “Rupee denominated bonds” under the terms of the RBI Circular No. RBI/2015 16/193 A.P. (DIR Series) Circular No. 17 dated 29 September 2015, the RBI Master Directions, RBI/FED/2015-2016, FED Master Direction No. 5/2015-16 dated 1 January 2016, as updated and/or amended.

**If you purchase any of the Rupee denominated Notes, you will be deemed to have acknowledged, represented and agreed that you are eligible to purchase Rupee denominated Notes under applicable laws and regulations and that you are in compliance of the FATF Requirements (as defined in this Offering Circular) and you are not an overseas branch or subsidiary of an Indian bank or otherwise prohibited under any applicable law or regulation from acquiring, owning or selling the Rupee denominated Notes. The Rupee denominated Notes may not be offered or sold directly or indirectly in India or to, or for the account or benefit of, any resident of India.**

This Offering Circular has not been and will not be registered as a prospectus or a statement in lieu of a prospectus in respect of a public offer, information memorandum or private placement offer letter or any other offering material with the Registrar of Companies in India in accordance with the Companies Act, 1956, the Companies Act, 2013, (each as amended, supplemented or re-enacted from time to time) and the rules framed thereunder and other applicable Indian laws for the time being in force. This Offering Circular has not been and will not be reviewed or approved by any regulatory authority in India, including, but not limited to, the Securities and Exchange Board of India, any Registrar of Companies, the Reserve Bank of India or any stock exchange in India. This Offering Circular and the Notes are not and should not be construed as an advertisement, invitation, offer or sale of any securities whether to the public or by way of private placement to any person resident in India. The Notes have not been and will not be, offered or sold to any person resident in India. If you purchase any of the Notes, you will be deemed to have acknowledged, represented and agreed that you are eligible to purchase the Notes under applicable laws and regulations and that you are not prohibited under any applicable law or regulation from acquiring, owning or selling the Notes. See “*Subscription and Sale*”.

The Notes have not been and will not be registered under the Securities Act or with any securities regulatory authority of any state or other jurisdiction of the United States and are subject to U.S. tax law requirements. Subject to certain exceptions, the Notes may not be offered, sold or delivered within the United States or, in certain circumstances, to U.S. persons. See “*Subscription and Sale*”.

*Arrangers and Dealers*

**Credit Suisse**

**HSBC**

**Nomura**

**Standard Chartered**

The date of this Offering Circular is 27 February 2018.

## IMPORTANT INFORMATION

The Issuer accepts responsibility for the information contained in this Offering Circular. Having taken all reasonable care to ensure that such is the case, the information contained in this Offering Circular is, to the best of the Issuer's knowledge, in accordance with the facts and contains no omission likely to affect its import.

Further, having made all reasonable enquiries, the Issuer confirms that this Offering Circular contains or incorporates all information which is material in the context of the Programme and the Notes, that the information contained or incorporated in this Offering Circular is true and accurate in all material respects and is not misleading, that the opinions and intentions expressed in this Offering Circular are honestly held and that there are no other facts the omission of which would make this Offering Circular or any of such information or the expression of any such opinions or intentions misleading. The Issuer accepts responsibility accordingly.

Subject as provided in the applicable Pricing Supplement, the only persons authorised to use this Offering Circular in connection with an offer of Notes are the persons named in the applicable Pricing Supplement as the relevant Dealer or the Managers, as the case may be.

Copies of Pricing Supplement will be available from the registered office of the Issuer and the specified office set out below of each of the Paying Agents (as defined below).

This Offering Circular is to be read in conjunction with all documents which are deemed to be incorporated in it by reference (see "*Documents Incorporated by Reference*"). This Offering Circular shall be read and construed on the basis that those documents are incorporated and form part of this Offering Circular.

No person is or has been authorised by the Issuer to give any information or to make any representation other than those contained in this Offering Circular or any other information supplied in connection with the Programme or the Notes and, if given or made by any other person, such information or representations must not be relied upon as having been authorised by the Issuer, any of the Arrangers, the Dealers, the Trustee or the Agents (as defined in the Terms and Conditions of the Notes).

Neither the Arrangers, the Dealers, the Trustee nor the Agents has separately verified the information contained herein. Accordingly, no representation, warranty or undertaking, express or implied, is made and, to the fullest extent permitted by law, no responsibility or liability is accepted by any of the Arrangers or the Dealers, the Trustee or the Agents or any of them as to the accuracy or completeness of the information contained or incorporated in this Offering Circular, or for any other statement, made or purported to be made by the Arrangers or a Dealer or on its behalf in connection with the Issuer or the Programme or any other information provided by the Issuer in connection with the Programme. The Arrangers, the Dealers, the Trustee and the Agents accordingly disclaim all and any liability whether arising in tort or contract or otherwise (save as referred to above) which they might otherwise have in respect of this Offering Circular or any such statement.

Neither this Offering Circular nor any other information supplied in connection with the Programme or any Notes (i) is intended to provide the basis of any credit or other evaluation or (ii) should be considered as a recommendation by the Issuer, any of the Arrangers, the Dealers, the Trustee or the Agents that any recipient of this Offering Circular or any other information supplied in connection with the Programme or any Notes should purchase any of the Notes. Each investor contemplating purchasing any Notes should make its own independent investigation of the financial condition and affairs, and its own appraisal of the creditworthiness, of the Issuer. Neither this Offering Circular nor any other information supplied in connection with the Programme or the issue of any Notes constitutes an offer or invitation by or on behalf of the Issuer, any of the Arrangers, the Dealers, the Trustee or the Agents to any person to subscribe for or to purchase any Notes.

Neither the delivery of this Offering Circular nor the offering, sale or delivery of any Notes shall in any circumstances imply that the information contained herein concerning the Issuer is correct at any time subsequent to the date hereof or that any other information supplied in connection with the Programme is correct as of any time subsequent to the date indicated in the document containing the same. The Arrangers, the Dealers, the Trustee or the Agents expressly do not undertake to review the financial condition or affairs of the Issuer during the life of the Programme or to advise any investor in the Notes of any information coming to their attention. Investors should review, *inter alia*, the most recently published documents incorporated by reference into this Offering Circular when deciding whether or not to purchase any Notes.

This Offering Circular does not constitute an offer to sell or the solicitation of an offer to buy any Notes in any jurisdiction to any person to whom it is unlawful to make the offer or solicitation in such jurisdiction. The distribution of this Offering Circular and the offer or sale of Notes may be restricted by law in certain jurisdictions. The Issuer, the Arrangers, the Dealers, the Trustee and the Agents do not represent that this Offering Circular may be lawfully distributed, or that any Notes may be lawfully offered, in compliance with any applicable registration or other requirements in any such jurisdiction, or pursuant to an exemption available thereunder, or assume any responsibility for facilitating any such distribution or offering. In particular, no action has been taken by the Issuer, any of the Arrangers, the Dealers, the Trustee or the Agents which would permit a public offering of any Notes or distribution of this Offering Circular in any jurisdiction where action for that purpose is required. Accordingly, no Notes may be offered or sold, directly or indirectly, and neither this Offering Circular nor any advertisement or other offering material may be distributed or published in any jurisdiction, except under circumstances that will result in compliance with any applicable laws and regulations. Persons into whose possession this Offering Circular or any Notes may come must inform themselves about, and observe, any such restrictions on the distribution of this Offering Circular and the offering and sale of Notes. In particular, there are restrictions on the distribution of this Offering Circular and the offer or sale of Notes in the United States, the European Economic Area (including the United Kingdom), United Kingdom, India, Singapore, Japan and Hong Kong, see “*Subscription and Sale*”.

None of the Issuer, the Arrangers, the Dealers, the Trustee and the Agents makes any representation to any investor in the Notes regarding the legality of its investment under any applicable laws. Any investor in the Notes should be able to bear the economic risk of an investment in the Notes for an indefinite period of time.

There are restrictions on the offer and sale of the Notes in the United Kingdom. All applicable provisions of the Financial Services and Market Act 2000 (FSMA) with respect to anything done by any person in relation to the Notes in, from or otherwise involving the United Kingdom must be complied with. See “*Subscription and Sale*”.

In connection with the offering of any series of Notes, each Dealer is acting or will act for the Issuer in connection with the offering and will not be responsible to anyone other than the Issuer for providing the protections afforded to clients of that Dealer nor for providing advice in relation to any such offering.

In accordance with applicable provisions of Indian regulations, only investors from jurisdictions that are FATF compliant are eligible to purchase or subscribe to Rupee denominated Notes. Further, banks incorporated in India and overseas branches and subsidiaries of such banks are not permitted to purchase or hold Rupee denominated Notes in any manner whatsoever. By purchasing Rupee denominated Notes, each investor shall be deemed to have acknowledged, represented and agreed that such investor is eligible to purchase Rupee denominated Notes under applicable laws and regulations and is in compliance of the FATF Requirements (as defined in this Offering Circular) and is not an overseas branch or subsidiary of an Indian bank or otherwise prohibited under any applicable law or regulation from acquiring, owning or selling Rupee denominated Notes and that so long as it holds any Rupee denominated Notes, it will continue to be in compliance of the FATF Requirements (as defined in this Offering Circular). Further, all Noteholders (including holders and beneficial owners)

represent and agree that the Rupee denominated Notes will not be offered or sold on the secondary market or offered as security to any person who does not meet the FATF Requirements (as defined in this Offering Circular) or which is an offshore branch or subsidiary of an Indian bank. Potential investors should seek independent advice and verify compliance with the requirements under the ECB Master Directions (as defined in this Offering Circular) including the FATF Requirements (as defined in this Offering Circular), prior to any purchase of Rupee denominated Notes.

The Notes are freely transferable, subject to the restrictions on the transferability of the Notes described under “*Subscription and Sale.*” For a description of certain restrictions on offers, sales and transfers of the Notes and the distribution of this Offering Circular, see “*Subscription and Sale.*”

**MiFID II product governance/target market** — If the Pricing Supplement in respect of any Notes will include a legend entitled “MiFID II Product Governance” which will outline the target market assessment in respect of the Notes and which channels for distribution of the Notes are appropriate. Any person subsequently offering, selling or recommending the Notes (a distributor) should take into consideration the target market assessment; however, a distributor subject to Directive 2014/65/EU (as amended, MiFID II) is responsible for undertaking its own target market assessment in respect of the Notes (by either adopting or refining the target market assessment) and determining appropriate distribution channels.

A determination will be made in relation to each issue about whether, for the purpose of the MiFID Product Governance rules under European Union (EU) Delegated Directive 2017/593 (the MiFID Product Governance Rules), any Dealer subscribing for any Notes is a manufacturer in respect of such Notes, but otherwise neither the Arrangers nor the Dealers nor any of their respective affiliates will be a manufacturer for the purpose of the MiFID Product Governance Rules.

**PRIIPs/IMPORTANT — EEA RETAIL INVESTORS** — If the Pricing Supplement in respect of any Notes includes a legend entitled “Prohibition of Sales to EEA Retail Investors,” the Notes are not intended to be offered, sold or otherwise made available to and should not be offered, sold or otherwise made available to any retail investor in the European Economic Area (the EEA). For these purposes, a retail investor means a person who is one (or more) of: (i) a retail client as defined in point (11) of Article 4(1) of MiFID II; or (ii) a customer within the meaning of Directive 2002/92/EC (as amended, the Insurance Mediation Directive), where that customer would not qualify as a professional client as defined in point (10) of Article 4(1) of MiFID II. Consequently, no key information document required by Regulation (EU) No 1286/2014 (as amended, the PRIIPs Regulation) for offering or selling the Notes or otherwise making them available to retail investors in the EEA has been prepared and therefore offering or selling the Notes or otherwise making them available to any retail investor in the EEA may be unlawful under the PRIIPs Regulation.

## SUITABILITY OF INVESTMENT

The Notes may not be a suitable investment for all investors. Each potential investor in the Notes must determine the suitability of that investment in light of its own circumstances. In particular, each potential investor may wish to consider, either on its own or with the help of its financial and other professional advisers, whether it:

- (i) has sufficient knowledge and experience to make a meaningful evaluation of the relevant Notes, the merits and risks of investing in the relevant Notes and the information contained or incorporated by reference in this Offering Circular or any applicable supplement;
- (ii) has access to, and knowledge of, appropriate analytical tools to evaluate, in the context of its particular financial situation, an investment in the relevant Notes and the impact the Notes will have on its overall investment portfolio;
- (iii) has sufficient financial resources and liquidity to bear all of the risks of an investment in the Notes, including Notes with principal or interest payable in one or more currencies, or where the currency for principal or interest payments is different from the potential investor's currency;
- (iv) understands thoroughly the terms of the relevant Notes and is familiar with the behaviour of any relevant indices and financial markets; and
- (v) is able to evaluate possible scenarios for economic, interest rate and other factors that may affect its investment and its ability to bear the applicable risks.

Some Notes are complex financial instruments. Sophisticated institutional investors generally do not purchase complex financial instruments as stand-alone investments. They purchase complex financial instruments as a way to reduce risk or enhance yield with an understood, measured, appropriate addition of risk to their overall portfolios. A potential investor should not invest in Notes which are complex financial instruments unless it has the expertise (either alone or with a financial adviser) to evaluate how the Notes will perform under changing conditions, the resulting effects on the value of the Notes and the impact this investment will have on the potential investor's overall investment portfolio.

Legal investment considerations may restrict certain investments. The investment activities of certain investors are subject to investment laws and regulations, or review or regulation by certain authorities. Each potential investor should consult its legal advisers to determine whether and to what extent (i) Notes are legal investments for it, (ii) Notes can be used as collateral for various types of borrowing and (iii) other restrictions apply to its purchase or pledge of any Notes. Financial institutions should consult their legal advisers or the appropriate regulators to determine the appropriate treatment of Notes under any applicable risk-based capital or similar rules.

## PRESENTATION OF FINANCIAL AND OTHER INFORMATION

### Presentation of Financial Information of the Issuer

Unless otherwise indicated, the financial information in this Offering Circular relating to the Issuer has been derived from (i) the audited standalone financial statements of the Issuer as at and for the financial years ended 31 March 2016 and 2017; (ii) the audited consolidated financial statements of the Issuer as at and for the financial years ended 31 March 2016 and 2017; (iii) the unaudited standalone and consolidated financial results of the Issuer for the six months ended 30 September 2017; and (iv) the unaudited standalone and consolidated financial results of the Issuer for the nine months ended 31 December 2017 (together, the **Financial Statements**).



The Issuer's financial year ends on 31 March, and references in this Offering Circular to any specific fiscal year, or fiscal or financial year are to the 12 month period ended on 31 March of such year. The audited consolidated financial statements of the Issuer as at and for the financial years ended 31 March 2016 and 2017 have been prepared in accordance with Indian GAAP, as applicable to companies in India. The unaudited standalone and consolidated financial results of the Issuer as at and for the six months and nine months ended 30 September 2017 and 31 December 2017, respectively, have been prepared in accordance with Indian GAAP, as applicable to companies in India.

The Issuer's audited standalone financial statements as at and for the years ended 31 March 2016 and 2017 report the financial statements and results of operations relating to the principal business segments of the Issuer, comprising the Issuer's mortgage lending business which includes the main business of providing loans for the purchase, construction, development and repair of houses, apartments and commercial property in India. The Issuer's audited consolidated financial statements as at and for the years ended 31 March 2016 and 2017 report the financial statements and results of operations relating to the Group. The Issuer's audited standalone and consolidated financial statements as at and for the years ended 31 March 2016 and 2017 were audited by Deloitte Haskins & Sells LLP. The Issuer's unaudited standalone and consolidated financial results for the six month and nine month period ended 30 September 2017 and 31 December 2017, respectively, in this Offering Circular were subjected to limited review by B S R & Co. LLP. Such audited and unaudited financial statements (consolidated and standalone) of the Issuer are set out in this Offering Circular under "Financial Statements".

The Issuer publishes its financial statements in Indian Rupees. The financial statements of the Issuer included herein have been prepared in accordance with Indian GAAP. In accordance with the Issuer's prevalent practice of announcing and analysing its financial statements on a standalone basis as well as on a consolidated basis, unless the context otherwise requires, all financial data in this Offering Circular is derived from the audited standalone and consolidated financial statements of the Issuer as of and for the financial years ended 31 March 2016 and 2017 and the unaudited standalone and consolidated financial results of the Issuer for the six months and nine months ended 30 September 2017 and 31 December 2017, respectively.

In this Offering Circular, certain monetary thresholds have been subjected to rounding adjustments; accordingly, figures shown as totals in certain tables may not be an arithmetic aggregation of the figures which precede them. Furthermore, the USD conversions in this Offering Circular have been made using the latest USD exchange rate as of the last working date of that relevant month for which such data have been presented in this Offering Circular.

The degree to which the financial information prepared in accordance with Indian GAAP, included in this Offering Circular will provide meaningful information is entirely dependent on the reader's level of familiarity with Indian accounting practices, Indian GAAP and the Companies Act. Any reliance by persons not familiar with Indian accounting practices, Indian GAAP and the Companies Act on the financial disclosures presented in this Offering Circular should accordingly be limited.

## **CERTAIN DEFINITIONS**

**In this Offering Circular, references to India are to the Republic of India, references to the Government or GoI or the Central Government or the State Government are to the Government of India, central or state, as applicable, and references to the RBI are to the Reserve Bank of India. All references herein to the "US" or "U.S." or the "United States" are to the United States of America and its territories and possessions. References to specific data applicable to particular subsidiaries or other consolidated entities are made by reference to the name of that particular entity. The "Glossary of terms used in this " section provides a glossary of certain technical terms used in this Offering Circular as well as an index of certain defined terms used in this Offering Circular.**

**Unless the context otherwise requires, all references in this document to the Group refer to the Issuer's and its Subsidiaries' combined business, comprising five segments; housing, life insurance, general insurance, asset management and other services.**

All references in this Offering Circular to USD, U.S. dollars and U.S.\$ are to the legal currency of the United States of America and to INR, Indian Rupees, Rupees, Rs. are to the legal currency of India. In addition, references to £ and Sterling are to pounds sterling.

References to lakhs and crores in the Issuer's financial statements are to the following:

One lakh . . . . .	100,000 (one hundred thousand)
One crore . . . . .	10,000,000 (ten million)
Ten crores . . . . .	100,000,000 (one hundred million)
One hundred crores . . . . .	1,000,000,000 (one thousand million or one billion)

Except as otherwise set out in this Offering Circular, all figures set out in this Offering Circular have been rounded off to the extent of two decimal places and all figures, in percentage terms, have been rounded off to the extent of one decimal place.

## FORWARD-LOOKING STATEMENTS

Certain statements contained in this Offering Circular that are not statements of historical fact constitute 'forward-looking statements'. Investors can generally identify forward-looking statements by terminology such as 'aim', 'anticipate', 'believe', 'continue', 'can', 'could', 'estimate', 'expect', 'intend', 'may', 'objective', 'plan', 'potential', 'project', 'pursue', 'shall', 'should', 'will', 'would', or other words or phrases of similar import. Similarly, statements that describe the strategies, objectives, plans or goals of the Issuer are also forward-looking statements. However, these are not the exclusive means of identifying forward-looking statements.

All statements regarding the Issuer's expected financial conditions, results of operations, business plans and prospects are forward-looking statements. These forward-looking statements include statements as to the Issuer's business strategy, planned projects, revenue and profitability (including, without limitation, any financial or operating projections or forecasts), new business and other matters discussed in this Offering Circular that are not historical facts. These forward-looking statements and any other projections contained in this Offering Circular (whether made by the Issuer or any third party) are predictions and involve known and unknown risks, uncertainties, assumptions and other factors that may cause the actual results, performance or achievements of the Issuer to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements or other projections. All forward-looking statements are subject to risks, uncertainties and assumptions about the Issuer that could cause actual results to differ materially from those contemplated by the relevant forward-looking statement. Important factors that could cause the actual results, performances and achievements of the Issuer to be materially different from any of the forward-looking statements include, among others:

- an inability to compete effectively with increased competition in the housing finance industry;
- a downgrade in the Issuer's credit ratings;
- increase in the level of non-performing assets (NPAs) in the Issuer's portfolio;
- the Issuer's inability to manage growth;
- dilution or divestment of investment in and control of Subsidiaries and Associates;
- a decline in the Issuer's capital adequacy ratio;

- significant changes in the Government’s economic liberalisation and deregulation policies;
- changes in foreign exchange rates and controls, interest rates; and
- a decline in India’s foreign exchange reserves.

Additional factors that could cause actual results, performance or achievements of the Issuer to differ materially include, but are not limited to, those discussed under the sections titled “*Risk Factors*”, “*Industry Overview*” and “*Description of the Issuer and the Group*” of this Offering Circular.

The forward-looking statements contained in this Offering Circular are based on the beliefs of the management, as well as the assumptions made by, and information currently available to, the management of the Issuer. Although the Issuer believes that the expectations reflected in such forward-looking statements are reasonable at this time, it cannot assure investors that such expectations will prove to be correct. Given these uncertainties, investors are cautioned not to place undue reliance on such forward-looking statements. In any event, these statements speak only as of the date of this Offering Circular or the respective dates indicated in this Offering Circular, and neither the Issuer, the Trustee nor any Agent undertake any obligation to update or revise any of them, whether as a result of new information, future events or otherwise. If any of these risks and uncertainties materialise, or if any of the Issuer’s underlying assumptions prove to be incorrect, the actual results of operations or financial condition of the Issuer could differ materially from that described herein as anticipated, believed, estimated or expected. All subsequent forward-looking statements attributable to the Issuer are expressly qualified in their entirety by reference to these cautionary statements.

## **INDUSTRY AND MARKET DATA**

Information included in this Offering Circular regarding market position, growth rates and other industry data pertaining to the businesses of the Issuer consists of estimates based on data reports compiled by government bodies, professional organisations and analysts, data from other external sources and knowledge of the markets in which the Group operates. Unless stated otherwise, statistical information included in this Offering Circular pertaining to the various sectors in which the Group operates has been reproduced from trade, industry and government publications and websites. The Issuer confirms that such information and data has been accurately reproduced and that as far as the Issuer is aware and is able to ascertain from information published by third parties, no facts have been omitted that would render the reproduced information inaccurate or misleading.

This information is subject to change and cannot be verified with complete certainty due to limits on the availability and reliability of the raw data and other limitations and uncertainties inherent in any statistical survey. In many cases, there is no readily available external information (whether from trade or industry associations, government bodies or other organisations) to validate market-related analysis and estimates, so the Issuer has relied on internally developed estimates.

The Issuer has not independently verified this data, nor does the Issuer make any representation regarding the accuracy of such data. Similarly, while the Issuer believes that its internal estimates are reasonable, such estimates have not been verified by any independent sources and the Issuer cannot assure potential investors as to their accuracy.

The extent to which the market and industry data used in this Offering Circular is meaningful depends on the reader’s familiarity with and understanding of the methodologies used in compiling such data.



## ENFORCEMENT OF CIVIL LIABILITIES

The Issuer is a limited liability company that has been incorporated under the laws of India. Substantially all of the directors and executive officers of the Issuer and certain experts named herein reside in India, and all or a substantial portion of the assets of the Issuer and the assets of such directors and executive officers and certain experts are located in India. As a result, it may be difficult for investors to effect service of process upon the Issuer or such directors and executive officers outside India or to enforce judgments against them obtained in courts outside India predicated upon civil liabilities of the Issuer or such directors and executive officers under laws other than Indian law.

India is not a party to any international treaty in relation to the recognition or enforcement of foreign judgments. The Issuer understands that in India the statutory basis for recognition of foreign judgments is found in Section 13 of the Indian Code of Civil Procedure 1908 (the Civil Code), which provides that a foreign judgment shall be conclusive as to any matter directly adjudicated upon between the same parties or between parties under which they or any of them claim litigating under the same title except: (i) where the judgment has not been pronounced by a court of competent jurisdiction; (ii) where the judgment has not been given on the merits of the case; (iii) where the judgment appears on the face of the proceedings to be founded on an incorrect view of international law or a refusal to recognise the law of India in cases where such law is applicable; (iv) where the proceedings in which the judgment was obtained were opposed to natural justice; (v) where the judgment has been obtained by fraud; or (vi) where the judgment sustains a claim founded on a breach of any law in force in India.

Section 44A of the Civil Code provides that where a foreign judgment has been rendered by a superior court in any country or territory outside India which the government of India has by notification declared to be a reciprocating territory, it may be enforced in India by proceedings in execution as if the judgment had been rendered by the relevant court in India. However, Section 44A of the Civil Code is applicable only to monetary decrees not being in the same nature of amounts payable in respect of taxes, other charges of a like nature or in respect of a fine or other penalties. The United Kingdom, Singapore and Hong Kong have been declared by the Government to be reciprocating territories for the purposes of Section 44A of the Civil Code, but the United States has not been so declared. Since the United Kingdom has been declared by the government of India as a reciprocating territory and the High Courts in England as the relevant superior courts, a judgment of a superior court in the United Kingdom may be enforced by proceedings in execution and a judgment not of a superior court, by a fresh suit resulting in a judgment or order. The suit must be brought in India within three years from the date of the judgment in the same manner as any other suit filed to enforce a civil liability in India. It is unlikely that a court in India would award damages on the same basis as a foreign court if an action is brought in India. Furthermore, it is unlikely that an Indian court would enforce foreign judgments if it viewed the amount of damages awarded as excessive or inconsistent with Indian practice. A party seeking to enforce a foreign judgment in India is required to obtain approval from the Reserve Bank of India under the Foreign Exchange Management Act, 1999 to execute such a judgment or to repatriate outside India any amount recovered pursuant to such judgment and any such amount may be subject to income tax in accordance with applicable laws.

## GLOSSARY OF TERMS USED IN THIS OFFERING CIRCULAR

Below are certain terms used in this Offering Circular.

### Issuer related terms

<b>Articles/Articles of Association</b> . . . . .	Articles of association of the Issuer, as amended from time to time.
<b>Associate(s)</b> . . . . .	The associates of the Issuer within the meaning of Section 2(6) of the Companies Act, 2013, as of 31 December 2017 being HDFC Bank Limited, True North Ventures Private Limited (formerly known as India Value Fund Advisors Private Limited) and Magnum Foundations Private Limited.
<b>Auditors</b> . . . . .	Statutory auditors of the Issuer, namely B S R & Co. LLP, Chartered Accountants.
<b>Board/Board of Directors</b> . . . . .	The board of directors of the Issuer or any duly constituted committee thereof.
<b>Corporate Office</b> . . . . .	The corporate office of the Issuer located at HDFC House, H.T. Parekh Marg, 165-166 Backbay Reclamation, Churchgate, Mumbai 400 020.
<b>Director(s)</b> . . . . .	The directors of the Issuer, unless otherwise specified.
<b>Equity Share(s)</b> . . . . .	The equity shares of the Issuer having a face value of Rs.2 each.
<b>Group</b> . . . . .	The Issuer and its Subsidiaries on a consolidated basis.
<b>Issuer/HDFC</b> . . . . .	Housing Development Finance Corporation Limited, a public limited company incorporated on 17 October 1977 under the Companies Act, 1956 and having its registered office at Ramon House, H.T. Parekh Marg, 169 Backbay Reclamation, Churchgate, Mumbai 400 020.
<b>Registered Office</b> . . . . .	The registered office of the Issuer located at Ramon House, H.T. Parekh Marg, 169 Backbay Reclamation, Churchgate, Mumbai 400 020.
<b>RoC</b> . . . . .	Registrar of Companies, Maharashtra at Mumbai.
<b>Subsidiaries</b> . . . . .	The subsidiaries of the Issuer as defined under Section 2(87) of the Companies Act, 2013, currently being: <ul style="list-style-type: none"><li>• HDFC Developers Ltd. (up to 24 January 2018)</li><li>• HDFC Investments Ltd.</li><li>• HDFC Holdings Ltd.</li><li>• HDFC Asset Management Co. Ltd.</li><li>• HDFC Trustee Co Ltd.</li><li>• HDFC Standard Life Insurance Co. Ltd.</li></ul>

- HDFC Pension Management Company Ltd.
- HDFC Realty Ltd. (up to 24 January 2018)
- GRUH Finance Ltd.
- HDFC ERGO General Insurance Co. Ltd.
- HDFC Sales Pvt. Ltd.
- HDFC Venture Capital Ltd.
- HDFC Ventures Trustee Company Ltd.
- HDFC Property Ventures Ltd.
- Griha Investments
- HDFC Credila Financial Services Pvt. Ltd.
- HDFC Education and Development Services Pvt. Ltd.
- Griha Pte Ltd., Singapore
- HDFC Capital Advisors Ltd.
- HDFC International Life and Re Company Limited.
- Windermere Properties Pvt. Ltd.
- Grandeur Properties Pvt. Ltd.
- Winchester Properties Pvt. Ltd.
- Pentagram Properties Pvt. Ltd.
- Haddock Properties Pvt. Ltd.

#### **Conventional and General Terms/Abbreviations**

<b>AD Bank</b> .....	Designated authorised dealer category I bank appointed in accordance with the ECB Master Directions.
<b>ADR</b> .....	American Depositary Receipt.
<b>AGM</b> .....	Annual general meeting.
<b>AMC</b> .....	Asset management company.
<b>AS</b> .....	Accounting Standards prescribed under the Companies Act.
<b>AY</b> .....	Assessment year.
<b>BSE</b> .....	BSE Limited.

<b>CAGR</b> .....	Compounded annual growth rate calculated as 1/nth root of (Ending value divided by beginning value) less one, where n is the count of years being considered.
<b>Calendar Year</b> .....	Year ending on 31 December.
<b>CBSE</b> .....	Central Board of Secondary Education.
<b>CCI</b> .....	Competition Commission of India.
<b>CEO</b> .....	Chief executive officer.
<b>CFO</b> .....	Chief financial officer.
<b>CIBIL</b> .....	Credit Information Bureau (India) Limited.
<b>CIN</b> .....	Corporate identity number.
<b>Companies Act</b> .....	Companies Act, 1956 and the rules thereunder and/or the Companies Act, 2013.
<b>Companies Act, 1956</b> .....	Companies Act, 1956, as the context requires.
<b>Companies Act, 2013</b> .....	Companies Act, 2013 and the rules and clarifications thereunder, to the extent notified.
<b>Competition Act</b> .....	Competition Act, 2002, as amended.
<b>Consolidated FDI Policy</b> .....	Consolidated Foreign Direct Investment Policy issued by the Department of Industrial Policy and Promotion by Circular D/O IPPE. No. 5(1)/2017 FC-1 of 2017, effective from 28 August 2017, as amended from time to time.
<b>CRE</b> .....	Commercial real estate.
<b>CRISIL</b> .....	CRISIL Limited.
<b>Depositories Act</b> .....	The Depositories Act, 1996, as amended.
<b>Depository</b> .....	A depository registered with SEBI under the Securities and Exchange Board of India (Depositories and Participant) Regulations, 1996, as amended.
<b>DRT</b> .....	Debts Recovery Tribunal.
<b>DRT Act</b> .....	Recovery of Debts due to Banks and Financial Institutions Act, 1993.
<b>EaR</b> .....	Earnings at risk.
<b>ECB</b> .....	External commercial borrowing.

<b>ECB Master Directions</b> . . . . .	The Master Direction on ECB, Trade Credit, Borrowing and Lending in Foreign Currency by Authorised Dealers and Persons other than Authorised Dealers dated 1 January 2016, as may be amended, replaced or substituted from time to time, along with any circulars issued thereunder by the RBI from time to time issued pursuant to, and read with, the Borrowing Regulations and the FEMA.
<b>EGM</b> . . . . .	Extraordinary general meeting.
<b>EPS</b> . . . . .	Earnings per share.
<b>ESOP Guidelines</b> . . . . .	Erstwhile, Securities and Exchange Board of India (Employee Stock Option Scheme and Employee Stock Purchase Scheme) Guidelines, 1999 as amended from time to time.
<b>FATF</b> . . . . .	Financial Action Task Force.
<b>FCNR(B)</b> . . . . .	Foreign currency non-resident (bank).
<b>FDI</b> . . . . .	Foreign direct investment.
<b>FEMA</b> . . . . .	The Foreign Exchange Management Act, 1999, as amended, and the regulations issued thereunder.
<b>FEMA 20</b> . . . . .	The Foreign Exchange Management (Transfer or Issue of Security by a Person Resident Outside India) Regulations, 2017, as amended.
<b>Financial year or Fiscal Year or FY or Fiscal</b> . . . . .	Period of 12 months ended 31 March of that particular year, unless otherwise stated.
<b>FIPB</b> . . . . .	Erstwhile Foreign Investment Promotion Board of the Ministry of Finance, Government of India.
<b>FPI</b> . . . . .	Foreign portfolio investors as defined under the SEBI FPI Regulations and includes a person who has been registered under the SEBI FPI Regulations. Any foreign institutional investor or qualified foreign investor who holds a valid certificate of registration is deemed to be a foreign portfolio investor until the expiry of the block of three years for which fees have been paid as per the Securities and Exchange Board of India (Foreign Institutional Investors) Regulations, 1995.
<b>FSI</b> . . . . .	Floor space index.
<b>GAAP</b> . . . . .	Generally accepted accounting principles.
<b>GAAR</b> . . . . .	General Anti-Avoidance Rules.
<b>GDP</b> . . . . .	Gross domestic product.
<b>GoI/Government/ Central Government/ State Government</b> . . . . .	Government of India, unless otherwise specified.
<b>HFCs</b> . . . . .	Housing finance companies.



<b>IAS/Ind AS/IND-AS</b> . . . . .	Indian accounting standards converged with IFRS, as per the roadmap issued by the Ministry of Corporate Affairs, Government of India.
<b>ICAI</b> . . . . .	The Institute of Chartered Accountants of India.
<b>ICRA</b> . . . . .	ICRA Limited.
<b>IFC</b> . . . . .	International Finance Corporation.
<b>IFRS</b> . . . . .	International Financial Reporting Standards of the International Accounting Standards Board.
<b>Indian GAAP</b> . . . . .	Generally accepted accounting principles in India as applicable to NBFCs.
<b>IT</b> . . . . .	Information technology.
<b>IT Act</b> . . . . .	The Income Tax Act, 1961, as amended.
<b>Master Circular</b> . . . . .	Master Circular on Housing Finance dated 1 July 2015 issued by the RBI.
<b>MAT</b> . . . . .	Minimum alternate tax.
<b>MCA</b> . . . . .	The Ministry of Corporate Affairs, Government of India.
<b>MoU</b> . . . . .	Memorandum of understanding.
<b>NHB Directions, 2010</b> . . . . .	The Housing Finance Companies (National Housing Bank) Directions, 2010, as amended from time to time.
<b>NRI</b> . . . . .	Non-resident Indian, being an individual resident outside India who is a citizen of India or is an ‘overseas citizen of India’ cardholder, within the meaning of section 7(A) of the Citizenship Act, 1955.
<b>NSE</b> . . . . .	National Stock Exchange of India Limited.
<b>PAN</b> . . . . .	Permanent account number.
<b>PMLA</b> . . . . .	The Prevention of Money Laundering Act, 2002.
<b>RBI</b> . . . . .	Reserve Bank of India.
<b>Refinance Scheme</b> . . . . .	Refinance Scheme for Housing Finance Companies, 2003, as amended.
<b>Rs./Rupees/INR</b> . . . . .	Indian Rupees.
<b>SEBI</b> . . . . .	Securities and Exchange Board of India.
<b>SEBI Debt Regulations</b> . . . . .	The Securities and Exchange Board of India (Issue and Listing of Debt Securities) Regulations, 2008, as amended.
<b>SEBI (ESOP) Regulations</b> . . . . .	The Securities and Exchange Board of India (Share Based Employee Benefits) Regulations, 2014

<b>SEBI FPI Regulations</b> . . . . .	The Securities and Exchange Board of India (Foreign Portfolio Investors) Regulations, 2014, as amended.
<b>SEBI Listing Regulations</b> . . . . .	The Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015
<b>Stock Exchanges</b> . . . . .	BSE and NSE.
<b>UK</b> . . . . .	United Kingdom.
<b>U.S. \$/U.S. dollar</b> . . . . .	United States Dollar, the legal currency of the United States of America.
<b>USA/U.S./United</b> . . . . .	The United States of America.
<b>VCFs</b> . . . . .	Venture capital funds as defined in and registered with SEBI under the erstwhile Securities and Exchange Board of India (Venture Capital Fund) Regulations, 1996.
<b>WDM</b> . . . . .	Wholesale debt market.

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## STABILISATION

**In connection with the issue of any Tranche of Notes, the Dealer or Dealers (if any) named as the Stabilisation Manager(s) (or persons acting on behalf of any Stabilisation Manager(s)) in the applicable Pricing Supplement may over-allot Notes or effect transactions with a view to supporting the market price of the Notes of the Series (as defined below) of which such Tranche forms part at a level higher than that which might otherwise prevail. However, stabilisation may not necessarily occur. Any stabilisation action may begin on or after the date on which adequate public disclosure of the terms of the offer of the relevant Tranche of Notes is made and, if begun, may cease at any time, but it must end no later than the earlier of 30 days after the issue date of the relevant Tranche of Notes and 60 days after the date of the allotment of the relevant Tranche of Notes. Any stabilisation action or over-allotment must be conducted by the relevant Stabilisation Manager(s) (or persons acting on behalf of any Stabilisation Manager(s)) in accordance with all applicable laws and rules.**

## GENERAL DESCRIPTION OF THE PROGRAMME

Under the Programme, the Issuer may from time to time issue Notes denominated in any currency, subject as set out herein. A summary of the terms and conditions of the Programme and the Notes appears below. The applicable terms of any Notes will be agreed between the Issuer and the relevant Dealer prior to the issue of the Notes and will be set out in the Terms and Conditions of the Notes endorsed on, attached to, or incorporated by reference into, the Notes, as modified and supplemented by the applicable Pricing Supplement attached to, or endorsed on, such Notes, as more fully described under “*Form of the Notes*”.

For the purpose of calculating the INR equivalent of the aggregate nominal amount of Notes issued under the Programme from time to time:

- (a) the INR equivalent of Notes denominated in another Specified Currency (as specified in the applicable Pricing Supplement in relation to the relevant Notes, described under “*Form of the Notes*”) shall be determined, at the Issuer’s discretion, either as of the date on which agreement is reached for the issue of Notes or on the preceding day on which commercial banks and foreign exchange markets are open for business in Mumbai, in each case on the basis of the spot rate for the sale of the INR against the purchase of such Specified Currency in the Mumbai foreign exchange market quoted by any leading international bank selected by the Issuer on the relevant day of calculation;
- (b) in the case of certain Notes, the INR equivalent of Dual Currency Notes, Index Linked Notes and Partly Paid Notes (each as specified in the applicable Pricing Supplement in relation to the relevant Notes, described under “*Form of the Notes*”) shall be calculated in the manner specified above by reference to the original nominal amount on issue of such Notes (in the case of Partly Paid Notes regardless of the subscription price paid); and
- (c) in the case of certain Notes the INR equivalent of Zero Coupon Notes (as specified in the applicable Pricing Supplement in relation to the relevant Notes, described under “*Form of the Notes*”) and other Notes issued at a discount or a premium shall be calculated in the manner specified above by reference to the net proceeds received by the Issuer for the relevant issue.

The offering of the Notes will be made entirely outside India. This Offering Circular may not be distributed directly or indirectly in India or to residents of India, and the Notes are not being offered or sold and may not be offered or sold directly or indirectly in India or to, or for the account or benefit of, any resident of India.

Each purchaser of Notes will be deemed to represent that it is neither located in India nor a resident of India and that it is not purchasing for, or for the account or benefit of, any such person, and understands that the Notes may not be offered, sold, pledged or otherwise transferred to any person located in India, to any resident of India or to, or for the account of, such persons, unless determined otherwise in compliance with applicable law.

The Issuer will issue Notes under the Programme in accordance with the ECB Master Directions.



## OVERVIEW OF THE PROGRAMME

*The following overview does not purport to be complete and is taken from, and is qualified in its entirety by, the remainder of this Offering Circular and, in relation to the terms and conditions of any particular Tranche of Notes, the applicable Pricing Supplement.*

Words and expressions defined in “Form of the Notes” and “Terms and Conditions of the Notes” shall have the same meanings in this overview.

Issuer: . . . . . Housing Development Finance Corporation Limited.

The Issuer is a public limited company incorporated under the laws of the Republic of India, having its registered office at Ramon House, H.T. Parekh Marg, 169 Backbay Reclamation, Churchgate, Mumbai 400 020 and corporate office at HDFC House, H.T. Parekh Marg, 165-166 Backbay Reclamation, Churchgate, Mumbai 400 020, India, and registered with CIN L70100MH1977PLC019916.

Legal Entity Identifier: . . . . . 335800OZXH9AP7NHLT64

Risk Factors: . . . . . There are certain factors that may affect the Issuer’s ability to fulfil the Issuer’s obligations under Notes issued under the Programme. These are set out under “*Risk Factors*” below. In addition, there are certain factors which are material for the purpose of assessing the market risks associated with Notes issued under the Programme. These are set out under “*Risk Factors*” and include certain risks relating to the structure of particular Series of Notes and certain market risks.

Description: . . . . . Medium Term Note Programme

Arrangers: . . . . . Credit Suisse (Hong Kong) Limited  
The Hongkong and Shanghai Banking Corporation Limited  
Nomura International (Hong Kong) Limited  
Standard Chartered Bank

Dealers: . . . . . Credit Suisse (Hong Kong) Limited  
The Hongkong and Shanghai Banking Corporation Limited  
Nomura International (Hong Kong) Limited  
Standard Chartered Bank

and any other Dealers appointed in accordance with the Programme Agreement (as defined under “*Subscription and Sale*”).

Certain Restrictions: . . . . . Each issue of Notes in respect of which particular laws, guidelines, regulations, restrictions or reporting requirements apply will only be issued in circumstances which comply with such laws, guidelines, regulations, restrictions or reporting requirements from time to time (see “*Subscription and Sale*”) including the following restrictions applicable at the date of this Offering Circular.

## Notes having a maturity of less than one year

Notes having a maturity of less than one year will, if the proceeds of the issue are accepted in the United Kingdom, constitute deposits for the purposes of the prohibition on accepting deposits contained in section 19 of the Financial Services and Markets Act 2000 (FSMA) unless they are issued to a limited class of professional investors and have a denomination of at least £100,000 or its equivalent, see “Subscription and Sale”.

Trustee: . . . . .	Citicorp International Limited
Principal Paying Agent: . . . . .	Citibank N.A., London Branch
Registrar: . . . . .	Citigroup Global Markets Deutschland, AG
Transfer Agent: . . . . .	Citibank N.A., London Branch
Programme Size: . . . . .	U.S.\$2,800,000,000 (or its equivalent in other currencies calculated as described under “ <i>General Description of the Programme</i> ”) in aggregate nominal amount of Notes outstanding at any time. The Issuer may increase the amount of the Programme in accordance with the terms of the Programme Agreement.
Distribution: . . . . .	Notes may be distributed by way of private or public placement and in each case on a syndicated or non-syndicated basis.
Currencies: . . . . .	Subject to any applicable legal or regulatory restrictions, any currency agreed between the Issuer and the relevant Dealer.
Maturities: . . . . .	Such maturities as may be agreed between the Issuer and the relevant Dealer, subject to such minimum or maximum maturities as may be allowed or required from time to time by the relevant central bank (or equivalent body) or any laws or regulations applicable to the Issuer, including, but not limited to, the minimum maturity period specified under the ECB Master Directions or the relevant Specified Currency.
Issue Price: . . . . .	Notes may be issued on a fully-paid or partly paid basis and at an issue price which is at par or at a discount to, or premium over, par.
Form of Notes: . . . . .	The Notes will be issued in bearer and/or registered form as described in “ <i>Form of the Notes</i> ”.
Fixed Rate Notes: . . . . .	Fixed interest will be payable at such rate or rates in arrear and on such date or dates as may be agreed between the Issuer and the relevant Dealer, subject to any regulatory requirement (including, but not limited to, the ECB Master Directions) and on redemption and will be calculated on the basis of such Day Count Fraction as may be agreed between the Issuer and the relevant Dealer, subject to any regulatory requirement (including, but not limited to, the ECB Master Directions).

Floating Rate Notes: . . . . . Floating Rate Notes will bear interest at a rate, subject to any regulatory requirement, including, but not limited to, the ECB Master Directions, determined:

- (i) on the same basis as the floating rate under a notional interest rate swap transaction in the relevant Specified Currency governed by an agreement incorporating the 2006 ISDA Definitions (as published by the International Swaps and Derivatives Association, Inc., and as amended and updated as of the Issue Date of the first Tranche of the Notes of the relevant Series); or
- (ii) on the basis of a reference rate appearing on the agreed screen page of a commercial quotation service; or
- (iii) on such other basis as may be agreed between the Issuer and the relevant Dealer.

The margin (if any) relating to such floating rate will be agreed between the Issuer and the relevant Dealer for each Series of Floating Rate Notes, subject to any regulatory requirement (including, but not limited to, the ECB Master Directions).

Floating Rate Notes may also have a maximum interest rate, a minimum interest rate, or both.

Other provisions in Floating Rate Notes: . . . . . Floating Rate Notes may also have a relation to a maximum interest rate, a minimum interest rate or both, subject to any regulatory requirement, including, but not limited to, the ECB Master Directions.

Interest on Floating Rate Notes in respect of each Interest Period, as agreed prior to issue by the Issuer and the relevant Dealer, will be payable on such Interest Payment Dates and will be calculated on the basis of such Day Count Fraction, as may be agreed between the Issuer and the relevant Dealer.

Partly Paid Notes . . . . . The Issuer may issue Notes in respect of which the issue price is paid in separate instalments in such amounts and on such dates as the Issuer and the relevant Dealer may agree.

Zero Coupon Notes: . . . . . Zero Coupon Notes will be offered and sold at a discount to their nominal amount and will not bear interest.

Other Notes: . . . . . Each Issuer may issue Notes which include Index Linked Notes, Dual Currency Notes, Partly Paid Notes or Instalment Notes.

***Index Linked Notes:*** Payments of principal in respect of Index Linked Redemption Notes or of interest in respect of Index Linked Interest Notes will be calculated by reference to such index and/or formula or to changes in the prices of securities or commodities or to such other factors as the Issuer and the relevant Dealer may agree.

**Dual Currency Notes:** Payments (whether in respect of principal or interest and whether at maturity or otherwise) in respect of Dual Currency Notes will be made in such currencies, and based on such rates of exchange, as the Issuer and the relevant Dealer may agree, subject to any regulatory requirement (including, but not limited to, the ECB Master Directions).

**Partly Paid Notes:** The Issuer may issue Notes in respect of which the issue price is paid in separate instalments in such amounts and on such dates as the Issuer and the relevant Dealer may agree.

**Instalment Notes:** The Issuer may issue Notes which may be redeemed in separate instalments in such amounts and on such dates as the Issuer and the relevant Dealer may agree.

The Issuer may agree with any Dealer that Notes may be issued in a form not contemplated by the Terms and Conditions of the Notes, in which event the relevant provisions will be included in the applicable Pricing Supplement.

Redemption: . . . . .

Unless otherwise indicated in the applicable Pricing Supplement, the relevant Notes cannot be redeemed prior to their stated maturity other than (i) in specified instalments, if applicable, (ii) for taxation reasons or (iii) following an Event of Default (as defined in Condition 10). Under the ECB Master Directions, any repayment of an ECB prior to its stated maturity requires the prior approval of the RBI or the AD Bank, as the case may be. Therefore, any redemption of the Notes prior to their stated maturity date will require the prior approval of the RBI or the AD Bank, as the case may be, under the ECB Master Directions.

The applicable Pricing Supplement may provide that Notes may be redeemable in separate instalments in such amounts and on such dates as are indicated in the applicable Pricing Supplement, subject to any regulatory requirements, including, but not limited to, the ECB Master Directions.

Denomination of Notes: . . . . .

Notes will be issued in such denominations as may be agreed between the Issuer and the relevant Dealer, save that the minimum denomination of each Note will be such as may be allowed or required from time to time by the relevant central bank (or equivalent body) or any laws or regulations applicable to the relevant Specified Currency and save that the minimum denomination of each Note (other than an Exempt Note) will be €100,000 (or, if the Notes denominated in a currency other than euro, the equivalent amount in such currency).

Taxation: . . . . .	<p>All payments in respect of the Notes will be made without deduction for or on account of withholding taxes imposed by any Tax Jurisdiction (as defined in Condition 8.2), subject as provided in Condition 8.1. In the event that any such deduction is made, the Issuer will, save in certain limited circumstances provided in Condition 8.1, be required to pay additional amounts to cover the amounts so deducted.</p> <p>Without prejudice to the Issuer’s obligation to pay additional amounts as described above, all payments in respect of the Notes will be made subject to any withholding or deduction required pursuant to applicable fiscal and other laws, as provided in Condition 8.1.</p>
Covenants: . . . . .	The terms of the Notes will contain a negative pledge provision as further described in Condition 4.1 and the Issuer’s right to consolidate, merge or amalgamate subject to certain requirements as further described in Condition 4.2.
Cross Default: . . . . .	The terms of the Notes will contain a cross default provision as further described in Condition 10.1(d).
Status of the Notes: . . . . .	Unless otherwise stated in the applicable Pricing Supplement, the Notes will constitute direct, unconditional, unsubordinated (and, subject to the provisions of Condition 4.1), unsecured obligations of the Issuer and will rank <i>pari passu</i> among themselves and (save for certain obligations required to be preferred by law) equally with all other unsubordinated and unsecured obligations (other than subordinated obligations, if any) of the Issuer from time to time outstanding.
Listing: . . . . .	<p>Application has also been made to the London Stock Exchange for the Notes to be admitted to the London Stock Exchange’s ISM. The ISM is not a regulated market for the purposes of Directive 2014/65/EU.</p> <p>Notes may be listed or admitted to trading, as the case may be, on other or further stock exchanges or markets as may be agreed between the Issuer and the relevant Dealer in relation to the Series. Notes which are neither listed nor admitted to trading on any market may also be issued.</p> <p>The applicable Pricing Supplement will state whether or not the relevant Notes are to be listed and/or admitted to trading and, if so, on which stock exchange(s) and/or market(s).</p>
Governing Law: . . . . .	The Notes and any non-contractual obligations arising out of or in connection with the Notes will be governed by, and construed in accordance with, English law.
Clearing System: . . . . .	Euroclear, Clearstream (each as defined in Condition 1) and/or any other clearing system, as specified in the applicable Pricing Supplement (see “ <i>Form of the Notes</i> ”).



Selling Restrictions: . . . . . There are restrictions on the offer, sale and transfer of the Notes under the Prospectus Directive and in the United States, the United Kingdom, Japan, India, Hong Kong and Singapore and such other restrictions as may be required in connection with the offering and sale of a particular Tranche of Notes (see “*Subscription and Sale*”).

United States Selling  
Restrictions: . . . . . Regulation S, Category 1. TEFRA C or D, or TEFRA not applicable as specified in the applicable Pricing Supplement.

## RISK FACTORS

*Each investor should carefully consider the following risk factors as well as the other information contained in this Offering Circular and any pricing supplement prior to making an investment in the Notes. In making an investment decision, each investor must rely on its own examination of the Issuer and the terms of the offering of the Notes, including the merits and risks involved. The risks described below are not the only ones that may affect the Notes. Additional risks not currently known to the Issuer or factors that the Issuer currently deems immaterial may also adversely affect the Issuer's business, financial condition and results of operations. The market price of the Notes could decline due to any one or more of these risks or such factors and all or part of an investment in the Notes could be lost.*

*Unless otherwise stated, the financial information used in this section is derived from the Issuer's audited consolidated or, where appropriate, the standalone financial statements prepared under Indian GAAP and as set out under "Financial Statements".*

### **Risks relating to the Issuer's business**

***The Indian housing finance industry is competitive, and competition may result in declining margins if the Issuer is unable to compete effectively, which may adversely affect the Issuer's business, prospects, financial condition and results of operations***

The Issuer's principal business is the provision of housing finance in India, and the Issuer competes primarily on the basis of the interest rate on the loans granted to customers. All else being equal, higher interest rates on loans are generally less desirable to borrowers. These rates, in turn, are linked to the cost of funding for the Issuer.

The Issuer faces significant and increasing competition from other housing finance companies (HFCs), non-banking financial companies (NBFCs) and commercial banks, which have focused on growing their retail portfolios in recent years, but also from local unorganised or semi-organised private financiers. Interest rate deregulation and other liberalisation measures affecting the housing finance industry have in recent years increased the Issuer's exposure to competition. Notwithstanding a temporary slowdown in individual home loan disbursement following the demonetisation in November 2016, particularly in the third quarter and in part of the fourth quarter of Fiscal 2017, the demand for housing loans has also increased due to relatively affordable interest rates, stable property prices, higher disposable incomes and increased fiscal incentives for borrowers. All of these factors have resulted in HFCs, including the Issuer, facing increased competition from other lenders in the retail housing market, including NBFCs, commercial banks as well as local unorganised or semi-organised private financiers. Unlike commercial banks, the Issuer does not have access to funding from savings and current deposits of customers. Instead, the Issuer is reliant on relatively higher-cost term loans, term deposits and debentures and securities for its funding requirements. Moreover, commercial banks benefit from lower minimum required capital adequacy ratios, enabling them to make relatively larger volumes of loans. The Issuer's ability to compete effectively with commercial banks will depend, to some extent, on its ability to raise low-cost funding in the future. The Issuer may also face significant and increasing competition from NBFCs in certain or all segments of its business and operations. If the Issuer is unable to compete effectively with other participants in the housing finance industry, this may adversely affect the Issuer's business, prospects, financial condition and results of operations.

The Issuer's ability to compete may also be affected by changes in the interest rates it pays on its borrowings. Further, to the extent that the Issuer's borrowings are linked to market interest rates, the Issuer may be subject to short-term fluctuations in interest rates, unlike lenders that borrow only at fixed interest rates. In the recent past, there has been a general increase in market interest rates and any further increase in the interest rates that the Issuer pays on its borrowings may adversely affect the Issuer's ability to compete with its competitors who may have access to lower cost of funds.

Furthermore, as a result of increased competition in the Indian housing finance industry, home loans are becoming increasingly standardised, and terms such as floating rate interest options, lower processing fees and monthly rest periods are becoming increasingly common. There can be no assurance that the Issuer will be able to react effectively to these or other market developments or compete effectively with new and existing players in this increasingly competitive industry. Any inability to compete effectively may have an adverse effect on the Issuer's net interest margin and other income. If the Issuer is unable to compete successfully, its market share may decline as the origination of new loans declines, which may in turn adversely affect the Issuer's business, prospects, financial condition and results of operations.

***Due to challenging conditions in the global capital markets, the economy generally and the Issuer's credit rating in particular, the Issuer may be unable to secure funding at competitive rates***

The Indian market and the Indian economy are influenced by economic and market conditions in other countries and markets. Although economic conditions are different in each country, investors' reactions to developments in other countries or markets may adversely impact the markets in India, including the markets in which the Issuer operates. A loss of investor confidence in the financial systems of other markets may lead to volatility in the Indian financial markets and may also impact the Indian economy. The deterioration in the financial markets may cause a serious recession in many countries, which may lead to significant declines in employment, household wealth, consumer demand and lending, and as a result may adversely affect economic growth in India and elsewhere. Liquidity risk is the risk that the Issuer either does not have sufficient financial resources available to meet all of its obligations and commitments as they fall due or can access them only at excessive costs. This risk is inherent in mortgage-lending operations and can be heightened by a number of the factors mentioned above.

The Issuer's funding consists principally of domestic term loans, debentures and securities, term loans and deposits. The Issuer does not have a banking licence and, like other HFCs, it does not have access to savings and current deposits. Funding from debentures and securities constituted 56 per cent. of the Issuer's total funding in Fiscal 2017 and 51 per cent. in Fiscal 2016, respectively. There can be no assurance that the Issuer will be able to continue securing increased funding from banks or other sources of funding at current rates. In particular, banks that currently lend to the Issuer may reach industry or borrower concentration limits and be unable to advance further funds, which may adversely affect the Issuer's business, prospects, financial condition and results of operations.

Furthermore, the Issuer's cost of funds from banks, domestic and international debt capital markets and its deposits are influenced by the Issuer's credit rating from the domestic credit rating agencies, being "CRISIL AAA/Stable" from CRISIL Limited (**CRISIL**) and "ICRA AAA/Stable" from ICRA Limited (**ICRA**) on bonds and non-convertible debentures and on subordinated debt, and "CRISIL FAAA/Stable" from CRISIL and "ICRA MAAA/Stable" from ICRA on deposits. There can be no guarantee that the Issuer will not be subject to downgrades to its credit ratings. Any downgrade in such ratings would result in an increase in the cost of the Issuer's funding and could reduce its sources of funding and in turn may adversely affect the Issuer's business, prospects, financial condition and results of operations.

***The Issuer's business is vulnerable to volatility in interest rates which may adversely affect the Issuer's business, prospects, financial condition and results of operations and its net interest margin***

Interest rates in India are primarily determined by the market, which results in increased interest rate risk exposure for all banks and financial intermediaries in India, including the Issuer.

The Issuer's results of operations are substantially dependent upon the level of its net interest income. Interest rates are sensitive to many factors beyond the Issuer's control, including the RBI's monetary policies, domestic and international economic and political conditions and other factors. The Issuer's

policy is to attempt to balance the proportion of its interest-earning assets and interest-bearing liabilities which have interest at floating rates. However, there can be no assurance that the Issuer will be able to adequately manage its interest rate risk in the future and will be able to effectively balance floating rate loan assets and liabilities. Furthermore, despite this balancing, changes in interest rates could affect interest rates charged on interest-earning assets and interest rates paid on interest-bearing liabilities in different ways. Thus, the Issuer's results of operations could be affected by changes in interest rates and the timing of any re-pricing of its liabilities compared with the re-pricing of its assets. Further, fluctuations in interest rates may adversely affect the Issuer's treasury operations, and in a rising interest rate environment, especially if the rise is sudden or sharp, the Issuer could be adversely affected by the decline in the market value of its securities portfolio and other fixed income securities.

There can be no assurance that the Issuer will be able to adequately manage its interest rate risk in the future and, if it is unable to do so, this would have an adverse effect on its net interest margin, which may in turn adversely affect the Issuer's business, prospects, financial condition and results of operations.

***The Issuer is exposed to large loan concentrations with several borrowers and default by any one of them would adversely affect the Issuer's business***

As of 31 March 2017, aggregate loans to the Issuer's twenty largest borrowers amounted to Rs. 321,800 million, representing approximately 11 per cent. of the Issuer's total loans outstanding, as compared to Rs. 239,980 million, representing approximately 9 per cent., as of 31 March 2016. Any deterioration in the credit quality of these assets could have a material adverse effect on the Issuer's business, prospects, financial condition and results of operations.

***The Issuer may not be able to successfully sustain its growth, which may adversely impact its business, prospects, financial condition and results of operations***

In Fiscal 2017, the Issuer's loan book grew by 14 per cent. (net of loans sold) to stand at Rs. 2,964,718.5 million. The growth in the loan book would have been higher, at 21 per cent., if the loans sold were included in the loan book. The Issuer's total assets grew by 16.44 per cent. from Rs. 2,888,766 million as of 31 March 2016 to Rs. 3,363,578.9 million as of 31 March 2017. The Issuer's growth strategy includes growing its loan book and expanding its range of existing home loan products and services to new customer segments as well as new regions and markets in India. There can be no assurance that the Issuer will be able to sustain its growth successfully or that it will be able to expand further or diversify its loan book.

In addition, the Issuer's expansion into certain new lines of business, including through its Subsidiaries, is relatively recent, and the Issuer may not have fully completed the implementation of comprehensive systems to manage the risks associated with these new business lines. If the Issuer continues to expand its business and enter into new business lines at the current rate, it may in the future reach a point where it cannot continue to sustain its growth without resulting in a higher level of non-performing loans and in the deterioration of the overall quality of its loan portfolio. Further, if the Issuer grows its loan book too rapidly, or fails to make proper assessments of credit risks associated with new borrowers or new businesses, a higher percentage of the Issuer's loans may become non-performing, which would have a negative impact on the quality of the Issuer's assets and its business, prospects, financial condition and results of operations.

The Issuer faces a number of operational risks in sustaining its growth. It will need to recruit new employees who will have to be trained and integrated into the Issuer's operations. The Issuer will also have to train existing employees to adhere properly to new internal controls and risk management

procedures. Failure to properly train and integrate employees may increase employee attrition rates, require additional hiring, erode the quality of customer service, divert management resources, increase the Issuer's exposure to high-risk credit and impose significant costs on the Issuer, which may in turn adversely affect its business, prospects, financial condition and results of operations.

***The Issuer regularly expands its products and services to new customer segments in India, and there can be no assurance that the Issuer's products and services will be profitable in the future***

The Issuer regularly expands its products and services to new customer segments in India. It may incur costs to expand its range of products and services and cannot guarantee that such expansion will be successful once implemented, whether due to factors within or outside of its control, such as general economic conditions, a failure to understand customer demand and market requirements or management focus on these expansion of its products and services.

Furthermore, there may not be sufficient demand for such services and products, and they may not generate sufficient revenues relative to the costs associated with developing and introducing such services and products. Even if the Issuer were able to introduce its products and services in new customer segments successfully, there can be no assurance that it will be able to achieve its intended return on such products and services. If the Issuer fails to develop and launch these products and services successfully, it may lose a part or all of the costs incurred in their development and promotion, or discontinue these products and services entirely, which could in turn adversely affect its growth, its ability to compete effectively, and/or its business, prospects, financial condition and results of operations.

***The Issuer may experience difficulties in expanding its business into new regions and markets which may adversely affect its business prospects, financial conditions and results of operations***

As of 31 March 2017, the Issuer's distribution network comprised 427 outlets, which included 130 offices of the Issuer's wholly owned Subsidiary, HDFC Sales Private Limited (HSPL). The Issuer continues to evaluate opportunities to expand its business into new geographical regions and markets in India, and to open representative offices outside of India. Factors such as competition, customer requirements, regulatory regimes, culture, business practices and customs in these new regions, markets and countries may differ from those in the Issuer's existing regions, markets and countries, and the Issuer's experience in its existing markets may not be applicable to these new regions, markets and countries. In addition, as the Issuer enters new markets and geographical regions in India, it is likely to compete not only with other banks and financial institutions, but also with the local unorganised or semi-organised private financiers, who are more familiar with local regulations, business practices and customs and have stronger relationships with potential customers.

As the Issuer continues to expand its geographic footprint by entering into new regions and markets in India and opening representative offices in foreign countries, its business may be exposed to various additional challenges, including, amongst others: obtaining necessary governmental approvals; identifying and collaborating with local businesses and partners with whom the Issuer may have no previous working relationship; successfully marketing the Issuer's products in markets with which it has no familiarity; attracting potential customers in a market in which the Issuer does not have significant experience or visibility; falling under additional local tax jurisdictions; attracting and retaining new employees; expanding the Issuer's technological infrastructure; maintaining standardised systems and procedures; and adapting the Issuer's marketing strategy and operations to different regions of India, or outside of India, in which different languages are spoken. To address these challenges, the Issuer may have to make significant investments which may not yield desired results or which may incur costs which it may not recover. The Issuer's inability to expand its current operations may adversely affect its business, prospects, financial condition and results of operations.



***The Issuer has entered into distribution arrangements with commercial banks and NBFCs, which may be terminated, adversely affecting the Issuer's business and results of operations***

The Issuer's distribution channels include its branches, HSPL, the Issuer's associate HDFC Bank Limited (**HDFC Bank**) and third party direct selling associates. In Fiscal 2017, HDFC Bank, HSPL and the Issuer's branches, together, accounted for 82 per cent. of the Issuer's mortgages. The Issuer has third-party distribution arrangements with commercial banks, small finance banks, non-banking financial companies and other distribution companies such as e-portals for retail loans. The Issuer's agreements with the distributors can be terminated by either party with notice. In the event that any such agreement is terminated by the counterparty bank, small finance bank or NBFC and the Issuer was not able to find substitutes in a short time, the Issuer's ability to provide services to clients could be affected. In such a case, its business, prospects, financial condition and results of operations could be materially and adversely affected.

Additionally, if any of the counterparties to the Issuer's distribution agreements choose to retain accounts or customers, rather than refer such accounts or customers to the Issuer, the Issuer's business and results of operations could be materially and adversely affected.

***The Issuer's equity investments are subject to market and liquidity risk which may adversely affect the Issuer's asset quality, business, prospects, financial condition and results of operations***

As of 31 March 2017, the book value of the Issuer's equity and equity fund investments in entities other than the Issuer's Subsidiaries and Associates was Rs. 13,474 million, which accounted for 0.40 per cent. of the Issuer's total assets. The value of these investments depends on the success of the operations and management and continued viability of the entities in which the Issuer invests. The Issuer has limited or no control over the operations and management of these entities. Some of these investments are unlisted, offering limited exit options. Therefore, the Issuer's ability to realise expected gains as a result of its equity investments depends on factors outside of its control. Impairment in the value of the equity portfolio may adversely affect the Issuer's asset quality, business, prospects, financial condition and results of operations.

***The Issuer's investment in and control of its Subsidiaries and Associates may be diluted or divested, which may lead to a loss of control of such entities, which may adversely affect the Issuer's consolidated results of operations, financial condition and prospects. Furthermore, any business combination that the Issuer may enter into could be adversely affected by stringent approvals and compliance requirements***

For the period ended 31 March 2017, the Issuer's Subsidiaries and Associates accounted for 33 per cent. of the Issuer's consolidated profit after tax. Some of the Issuer's Subsidiaries, including its material Subsidiary, HDFC Standard Life Insurance Company Limited (**HDFC Life**), are not wholly owned. Any further capital issuances by the Issuer's Subsidiaries and Associates may lead to a dilution of the Issuer's stake in such entities and may adversely affect its control over the operations and management of these entities. Further, the Issuer cannot assure investors that it will not divest part, or all, of its shareholding in its Subsidiaries and Associates, whether for commercial reasons or pursuant to regulatory action. Any such divestment or exit could lead to a loss of control over these entities. While the Issuer has received an RBI approval for holding more than 10 per cent. of the issued, subscribed and paid-up capital of its Associate, HDFC Bank, any rescission or non-renewal of this approval could lead to a loss of the Issuer's control over the operations and management of HDFC Bank.

A loss of control over any of the Issuer's Subsidiaries or Associates may lead to a diminution of the returns and synergies from these entities, which may have an adverse effect on the Issuer's business, prospects, financial condition and results of operations.

There have been reports in the Indian media suggesting that the Issuer may merge with HDFC Bank. The Issuer considers business combination opportunities as they arise. At present, the Issuer is not actively considering a business combination with HDFC Bank. Any significant business combination would involve compliance with regulatory requirements and shareholder and regulatory approvals.

*The issuer is required to comply with capital adequacy requirements, and any failure to maintain required levels could restrict its business growth and adversely affect its financial condition and results of operations*

The Housing Finance Companies (National Housing Bank) Directions, 2010, as amended (the **NHB Directions 2010**), and the circular issued thereunder, require HFCs to maintain a capital adequacy ratio of at least 12 per cent. of their risk-weighted assets and their risk adjusted value of off-balance sheet items, with the minimum requirement of Tier I capital being 6 per cent. on risk-weighted assets. The Issuer's capital adequacy ratio declined from 16.6 per cent. as of 31 March 2016, (after taking into account regulatory adjustments) with Tier I capital comprising 13.2 per cent. and Tier II capital comprising 3.4 per cent, to 14.5 per cent as of 31 March 2017 with Tier I capital comprising 11.8 per cent. and Tier II capital comprising 2.7 per cent.

As the Issuer grows, its loan portfolio and asset base, it may be required to raise additional Tier I and Tier II capital in order to continue to meet applicable capital adequacy ratios with respect to its principal business of housing finance. In addition, if the Issuer's Subsidiaries and Associates continue to expand rapidly, the Issuer may be required to invest additional equity capital in such Subsidiaries and Associates and it may need to raise additional capital to fund such investments. There can be no assurance that the Issuer will be able to raise adequate additional capital on favourable terms in the future. If the contribution of capital to the Issuer's Subsidiaries and Associates leads to the Issuer's capital adequacy ratio declining further, the growth of all of its businesses, including its core housing finance business, could be materially restricted.

Furthermore, the risk weighting required to be applied by the Issuer to individual mortgages ranges from 35 per cent. to 75 per cent. based on the loan to value ratio and size of the loan. However, scheduled commercial banks are required to maintain a minimum capital adequacy ratio of 9 per cent. as opposed to HFCs' 12 per cent. If risk weights are increased, the Issuer's capital adequacy ratio would be reduced and the Issuer may be required to raise additional capital to maintain its capital adequacy ratio. There can be no assurance that the Issuer will be able to raise capital as and when necessary. A failure to raise capital when necessary may lead to the growth of all the Issuer's businesses, including its core housing finance business, being materially restricted.

*Increased levels of non-performing loans would adversely affect the Issuer's results of operations*

As of 31 March 2017, the Issuer's gross non-performing loans position, as defined by the Housing Finance Companies (National Housing Bank) Directions, 2010 (**NHB Directions**), was equal to 0.79 as at 31 March 2017 as compared to 0.70 per cent. as at 31 March 2016.

As of 31 March 2017, the Issuer's provision for contingencies stood at Rs. 30,667 million or 1.02 per cent. of the loan portfolio, as compared to 1.03 per cent as of 31 March 2016. There can be no assurance that the Issuer's provisions will be adequate to cover any further increase in the amount of non-performing loans or any deterioration in the Issuer's non-performing loan portfolio.

In addition, provisioning norms may be revised by the National Housing Bank (NHB) and become more stringent for HFCs. For instance, the NHB Directions have been amended, in relation to provisioning norms, by notification no. NHB.HFC.DIR.3/CMD/2011 dated 5 August 2011, notification no. NHB.HFC.DIR.4/CMD/2012 dated 19 January 2012, notification no. NHB.HFC.DIR.9/CMD/2013 dated 6 September 2013, notification no. NHB/(ND)/DRS/REG/MC-01/2015 dated 9 September 2015, notification no. NHB. HFC. DIR dated 9 October 2015 and notification no. NHB.HFC.DIR.18/MD&CEO/2017 dated 2 August 2017. As a result of the aforesaid notifications, the Issuer has had to increase its provisioning with respect to doubtful assets, sub-standard assets, standard assets with respect to housing loans at teaser/special rates, commercial real estates and other commercial real estates.

A number of factors which are not within the Issuer's control could affect its ability to control and reduce non-performing loans. These factors include developments in the Indian economy and the real estate market situation, movements in global markets, global competition, changes in interest rates and exchange rates and changes in regulations. Any negative trends or financial difficulties among the Issuer's borrowers could increase the level of non-performing loans in the Issuer's portfolio and adversely affect the Issuer's business and financial performance. The borrowers may default in their repayment obligations due to various reasons, including (but not limited to) insolvency and lack of liquidity. Any such defaults and non-payments would result in write-offs and/or provisions in the Issuer's financial statements which may materially and adversely affect its profitability and asset quality.

The level of the Issuer's provisions may not be adequate to cover further increases in the amount of its non-performing loans or the underlying collateral. If such provisions are not sufficient to provide adequate cover for loan losses that may occur, or if the Issuer is required to increase its provisions, this could have a material adverse effect on the Issuer's financial condition, liquidity and results of operations and may result in a requirement to raise additional capital.

***Certain of the Issuer's Subsidiaries have incurred losses, which may affect its profitability and may lead to an erosion of the value of its investments in its Subsidiaries***

Certain of the Issuer's Subsidiaries have incurred losses in recent years. Furthermore, any adverse impact on the business and revenue of its Subsidiaries would adversely affect the Issuer's profitability on a consolidated basis and could place the capital invested in such Subsidiaries at risk.

***The Issuer may not be able to recover the full value of collateral or amounts, which are sufficient to cover the outstanding amounts due under defaulted loans, which could expose it to losses and consequent adverse impact on its financial condition and results of operations***

The Issuer's lending products include housing loans, loans against property and corporate mortgage loans. A substantial portion of the Issuer's loan book is exposed to the real estate sector as the underlying security on these loans is primarily mortgages. In the event the real estate sector is adversely affected due to any reason whatsoever, including without limitation, the passing of any stringent norms regarding construction, floor space index or other compliances, the value of the Issuer's collateral may diminish which may affect its business and results of operations in the event of a default in repayment by its clients. Also, if any of the projects which form part of the Issuer's collateral are stalled for any reason for any length of time, the same may affect the Issuer's ability to enforce its security, thereby effectively diminishing the value of such security.

The Issuer's policy is to secure all of its loans with real property, and, in some cases, the Issuer has also taken further security by way of personal guarantees and the assignment of benefits under life insurance policies. However, an economic downturn or sharp downward movement in prices of real estate could result in a fall in collateral values. Additionally, the Issuer may not be able to realise the full value of its collateral due to, among other things, defects in the perfection of collateral, delays on the Issuer's part in immediate taking action to secure its property, delays in bankruptcy foreclosure proceedings, and fraudulent transfer by borrowers.

In order to prevent frauds in loan cases involving multiple lending from different banks or HFCs, the GoI has set up the Central Registry of Securitisation Asset Reconstruction and Security Interest of India (**CERSAI**) under section 20 of the Securitisation and Reconstruction of Financial Assets and Enforcement of Security Interest Act 2002 (**SARFAESI Act**) in order to create a central database for registration of transaction of securitization and reconstruction of financial assets and creation of security interest under the SARFAESI Act. The Issuer is registered with the CERSAI and it submits the relevant data to the CERSAI from time to time. The Issuer also appoints a number of providers of credit verification and investigation services to obtain information on the credit-worthiness of its prospective customers. However, there can be no assurance that these measures will be effective in preventing frauds.

Following the introduction of the SARFAESI Act in 2002 and the extension of its application to HFCs, the Issuer may now foreclose on collateral after sixty days' notice to a borrower whose loan has been classified as non-performing. However, in a case before the Supreme Court of India in 2004, while the constitutional validity of the SARFAESI Act was affirmed, the right of a defaulting borrower to appeal to the Debt Recovery Tribunal (**DRT**) was also affirmed. The DRT has the power to issue a stay order prohibiting the lender from selling the assets of a defaulted borrower. As a result, there can be no assurance that any foreclosure proceedings would not be stayed by the DRT.

A failure to recover the expected value of collateral security could lead to a potential loss for the Issuer. Any such losses could adversely affect the Issuer's financial condition and results of operations.

***The Issuer may have to comply with stricter or unexpected regulations and guidelines issued by regulatory authorities in India, including the NHB and the Companies Act, which may increase the Issuer's compliance costs, divert the attention of the Issuer's management and subject it to penalties***

The Issuer is regulated principally by, and has reporting obligations to, the NHB and the Ministry of Corporate Affairs. The Issuer is also subject to the corporate, taxation and other laws in effect in India. The regulatory and legal framework in India differs in certain material respects from that in effect in other countries and may continue to change as India's economy and commercial and financial markets evolve. In recent years, existing rules and regulations have been modified, new rules and regulations have been enacted and reforms have been implemented which are intended to provide tighter control and more transparency in India's housing finance sector.

Any changes in the existing regulatory framework, including any increase in the compliance requirements, may require the Issuer to divert additional resources, including management time and costs towards such increased compliance requirements. Such an increase in costs could have an adverse effect on the Issuer's business, prospects, financial condition and results of operations. Additionally, the Issuer's management may be required to divert substantial time and effort towards meeting such enhanced compliance requirements and may be unable to devote adequate time and efforts towards the business of the Issuer, which may have an adverse effect on its future business, prospects, financial condition and results of operations.

Further, as a listed company, the Issuer is subject to continuing obligations under the Uniform Listing Agreement as well as the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015. Additionally, as the Issuer's outstanding non-convertible debentures are listed on the WDM segment of BSE and NSE, the Issuer is subject to the SEBI Debt Regulations.

There can be no assurance that the Issuer will be able to comply with any increased, more stringent, or unexpected regulatory requirements, in part or at all. Failure to comply with such further regulatory requirements could lead to regulatory actions, including penalties, which may have an adverse effect on the Issuer's future business, prospects, financial condition and results of operations.

***The Issuer may be affected by competition law in India and any adverse application or interpretation of the Competition Act could adversely affect its business, prospects, financial condition and results of operations***

The Competition Act regulates practices having an appreciable adverse effect on competition in the relevant market in India. Under the Competition Act, any formal or informal arrangement, understanding or action in concert, which causes, or is likely to cause, an appreciable adverse effect on competition is considered void and may result in the imposition of substantial monetary penalties. Further, any agreement among competitors which directly or indirectly involves: the determination of purchase or sale prices; limiting or controlling production; supply; markets; technical development; investment or provision of services; sharing the market or source of production or provision of services in any manner by way of allocation of geographical area, type of goods or services or number of customers in the relevant market or in any other similar way; or bid-rigging or collusive bidding is presumed to have an appreciable adverse effect on competition. The Competition Act also prohibits abuse of a dominant position by any enterprise. If it is proved that the contravention committed by a company took place with the consent or connivance or is attributable to any neglect on the part of, any director, manager, secretary or other officer of such company, that person shall also be guilty of the contravention and may be punished.

On 4 March 2011, the Government issued and brought into force the combination regulation (merger control) provisions under the Competition Act with effect from 1 June 2011. These provisions require acquisitions of shares, voting rights, assets or control or mergers or amalgamations that cross the prescribed asset and turnover based thresholds, to be mandatorily notified to and pre-approved by the CCI. Additionally, on 11 May 2011, the CCI issued the Competition Commission of India (Procedure in regard to the transaction of business relating to combinations) Regulations 2011, as amended, which sets out the mechanism for implementation of the merger control regime in India. The Competition Act aims to, among others, prohibit all agreements and transactions which may have an appreciable adverse effect on competition in India. Further, the CCI has extra-territorial powers and can investigate any agreements, abusive conduct or combination occurring outside India if such agreement, conduct or combination has an appreciable adverse effect on competition in India.

The applicability or interpretation of the Competition Act to any merger, amalgamation or acquisition proposed or undertaken by the Issuer, or any enforcement proceedings initiated by CCI for alleged violation of provisions of the Competition Act, may adversely affect the Issuer's business, financial condition or results of operations. The Issuer cannot guarantee that it will be able to obtain approval for any future transactions on satisfactory terms, or at all. If the Issuer or any member of its group is affected directly or indirectly by the application or interpretation of any provision of the Competition Act, any proceedings initiated by the CCI or any other relevant authority (or any other claim by any other party under the Competition Act) and any adverse publicity that may be generated due to scrutiny or prosecution under the Competition Act, including by way of financial penalties, the Issuer's reputation may be materially and adversely affected, which may in turn have an adverse effect on its future business, prospects, financial condition and results of operations.

***Companies operating in India are subject to a variety of taxes and surcharges***

Taxes and other levies imposed by the central and state governments in India that affect the Issuer's tax liability include central and state taxes and other levies, income tax, value added tax, turnover tax, service tax, stamp duty, tax on dividends and other special taxes and surcharges which are introduced on a temporary or permanent basis from time to time. Moreover, the central and state tax scheme in India is extensive and subject to change from time to time. The central or state government may in



the future increase the corporate income tax it imposes. Any such future increases or amendments may affect the overall tax efficiency of companies operating in India and may result in significant additional taxes becoming payable. Additional tax exposure could adversely affect the Issuer's business, cash flows and results of operations.

***The new taxation system in India could adversely affect the Issuer's business, prospects, financial condition and results of operations***

The Government has implemented major reforms in Indian tax laws, namely the imposition of the goods and services tax and provisions relating to the GAAR. The goods and services tax has replaced the indirect taxes on goods and services such as central excise duty, service tax, customs duty, central sales tax, state VAT and surcharge and excise currently previously by the central and state governments. The implementation is in its early stages and it could lead to an increase in costs in the Issuer's business.

As regards GAAR, the provisions have been introduced in the Finance Act 2012 and will apply (as per the Finance Act 2015) in respect of an assessment year beginning on 1 April 2018. The GAAR provisions intend to catch arrangements declared as "impermissible avoidance arrangements", which is any arrangement, the main purpose of which is to obtain a tax benefit and which satisfy at least one of the following tests: (a) creates rights, or obligations, which are not normally created between persons dealing at arm's length; (b) results, directly or indirectly, in misuse or abuse of the provisions of the Income Tax Act 1961; (c) lacks commercial substance or is deemed to lack commercial substance, in whole or in part; or (d) is entered into or carried out by means, or in a manner, which is not normally employed for bona fide purposes. If GAAR provisions are invoked, the tax authorities would have wide powers, including denial of a tax benefit or a benefit under a tax treaty.

The Central Board of Direct Taxes (CBDT) issued a press release dated 27 January 2017 providing certain clarifications on the applicability of GAAR. The press release, provides *inter alia*, that, if there is a Limitation of Benefit (LOB) clause in the tax treaty that sufficiently addresses the issue of tax avoidance, then GAAR provisions will not be invoked. The press release further states that adoption of anti-abuse rules in tax treaties may not be sufficient to address all tax avoidance strategies and such issues are required to be addressed through domestic anti-avoidance rules. Furthermore, if a case of avoidance is sufficiently addressed by the relevant LOB provisions in the treaty, then GAAR provisions may not be invoked. The press release further clarifies that, if the jurisdiction of the foreign portfolio investor is finalised based on non-tax commercial considerations and the main purpose of the arrangement is not to obtain tax benefit, then the provisions of GAAR will not apply.

As the taxation system has undergone significant changes, the effect of such changes on the financial system cannot be determined at present and there can be no assurance that such effects would not adversely affect the Issuer's business, prospects, financial condition and results of operations.

***The Issuer may not adequately assess, monitor and manage risks inherent in its business, and any failure to manage risks could adversely affect its financial condition and results of operations***

The Issuer is exposed to a variety of risks, including liquidity risk, interest rate risk, credit risk, operational risk (including fraud) and legal risk. The effectiveness of its risk management is limited by the quality and timeliness of available data.

The Issuer's hedging strategies and other risk management techniques may not be fully effective in mitigating its risks in all market environments or against all types of risk, including risks that are unidentified or unanticipated. Some methods of managing risks are based upon observed historical market behaviour. As a result, these methods may not predict future risk exposures, which could be greater than the historical measures indicated. Other risk management methods depend upon an evaluation of information regarding markets, customers or other matters. This information may not in

all cases be accurate, complete, up-to-date or properly evaluated. Management of operational, legal or regulatory risk requires, among other things, policies and procedures to properly record and verify a number of transactions and events. Although the Issuer has established these policies and procedures, they may not be fully effective.

The Issuer's future success will depend, in part, on its ability to respond to new technological advances and emerging banking and housing finance industry standards and practices on a cost-effective and timely basis. The development and implementation of such technology entails significant technical and business risks. There can be no assurance that the Issuer will successfully implement new technologies or adapt its transaction-processing systems to customer requirements or emerging market standards. Failure to properly monitor, assess and manage risks, could lead to losses which may have an adverse effect on the Issuer's future business, prospects, financial condition and results of operations.

The Issuer depends on the accuracy and completeness of information provided by the Issuer's potential borrowers. The Issuer's reliance on any misleading information given by potential borrowers may affect its judgment of credit worthiness of potential borrowers, and the value of and title to the collateral, which may affect the Issuer's business, results of operations and financial condition

In deciding whether to extend credit or enter into other transactions with potential borrowers, the Issuer relies on information furnished by potential borrowers, and analysis of the information by independent valuers and advocates. To further verify the information provided by potential borrowers, the Issuer conducts searches on Credit Information Bureau (India) Limited (**CIBIL**) and other credit bureaus for creditworthiness of the Issuer's borrowers. For ascertaining the creditworthiness and encumbrances on collateral the Issuer may depend on third parties such as the respective registrars and sub-registrars of assurances, credit information companies or credit bureaus, and on independent or professional valuers in relation to the value of the collateral, and the Issuer's reliance on any misleading information given may affect its judgement of credit worthiness of potential borrowers, and the value of and title to the collateral, which may affect the Issuer's business, prospects, results of operations and financial condition. The Issuer follows the KYC guidelines as prescribed by the NHB on the potential borrower, verifies the place of business or place of employment as applicable to the potential borrower and also verifies the details with the caution list of the NHB as circulated from time to time. Such information includes representations with respect to the accuracy and completeness of information relating to the financial condition of potential borrowers, and independent valuation reports and title reports with respect to the property secured. Additionally, once a prospective borrower has submitted a completed loan application, the Issuer's empanelled third-party agencies conduct various on-site checks to verify the prospective customer's work and home addresses. The Issuer has framed its policies to prevent frauds in accordance with the KYC guidelines for HFC issued by NHB mandating the policies of HFCs to have certain key elements, including, inter-alia, a customer acceptance policy, customer identification procedures, monitoring of transactions and risk management. Further, the Issuer has a well-established and streamlined credit appraisal process. However the Issuer cannot provide assurance that information furnished by potential borrowers and analysis of the information by independent valuers or the independent searches conducted by the Issuer with credit bureaus and NHB, or the on-site verification conducted by the Issuer's empanelled third party agencies will be accurate, and its reliance on such information given by potential borrowers may affect its judgment of the credit worthiness of potential borrowers, and the value of and title to the collateral, which may affect the Issuer's business, results of operations and financial condition.

***Borrowing for the purchase or construction of property may not continue to offer borrowers the same fiscal benefits it currently offers and the housing sector may not continue to be regarded as a priority sector by the Government, which may adversely affect the Issuer's business, prospects, financial condition and results of operations***

The rapid growth in the housing finance industry in India in the last decade is in part due to the introduction of fiscal benefits for homeowners. Since the early 1990s, interest and principal

repayments on capital borrowed for the purchase or construction of housing have been tax deductible up to certain limits, and tax rebates have been available for borrowers of such capital up to specified income levels. There can be no assurance that the Government will continue to offer such tax benefits to borrowers at the current levels or at all. In addition, there can be no assurance that the Government will not introduce tax efficient investment options which are more attractive to borrowers than property investment. The demand for housing and/or housing finance may be reduced if any of these changes occur.

The RBI has also provided incentives to the housing finance industry by extending priority sector status to housing loans. In addition, pursuant to Section 36(1)(viii) of the IT Act, up to 20 per cent. of profits from the provision of long-term finance for the construction or purchase of housing in India, may be carried to a “**Special Reserve**” and are not subject to income tax (subject to the limit of 200 per cent. of the paid-up share capital and general reserve on the last day of the previous year minus the balance of the special reserve account on the first day of the previous year). In each of Fiscal 2016 and 2017, the Issuer utilised the maximum amount of this allowance. There can be no assurance that the Government will continue to make this fiscal benefit available to HFCs. If it does not, this may result in a higher tax outflow. Vide notification no. NHB(ND)/DRS/Pol. Circular No. 62/2014 dated 27 May 2014, NHB stipulated that all housing finance companies are required to create a deferred tax liability (**DTL**) on the Special Reserve created from current and past profits, irrespective of whether it is intended to withdraw from such reserve or not.

*The Issuer is party to certain legal proceedings, including disputes with the Indian tax authorities with respect to certain income tax demands, which, if determined against it, could affect its profitability, financial condition and results of operations*

The Issuer is involved in several legal proceedings in the ordinary course of its business, such as consumer disputes, debt-recovery proceedings, proceedings under the SARFAESI Act, income tax proceedings, civil disputes and criminal proceedings. These proceedings are pending at different levels of adjudication before various courts, tribunals and appellate tribunals. A significant degree of judgment is required to assess the Issuer’s exposure in these proceedings and determine the appropriate level of provisions, if any. There can be no assurance on the outcome of the legal proceedings, or that the provisions the Issuer makes will be adequate to cover all the losses it may incur in such proceedings, or that its actual liability will be as reflected in any provision that it has made in connection with any such legal proceedings.

The Issuer’s dispute with the Indian tax authorities relates to the computation of the profit derived from the business of long-term housing finance eligible for this special deduction (see “*Litigation*”). The dispute revolves around the correct classification of eligible incomes and related expenses that constitute the long-term housing finance business. Based on advice received from its tax advisers, the Issuer believes that the dispute will more likely than not be settled in its favour. Nonetheless, as at 31 March 2017, the Issuer has a contingent liability in respect of all the disputed income tax demands up to the amount of Rs. 12,418 million. The Issuer has already paid this amount to the Indian tax authorities and will receive this amount, or a part thereof, as a refund if the disputes are resolved in the Issuer’s favour. If the disputes were to be decided in favour of the tax authorities, although there would be no further payment required by the Issuer, the amount of Rs. 12,418 million would have to be added as a provision for tax and this would accordingly reduce the Issuer’s profit after tax by a corresponding amount.

Although the Issuer intends to defend or appeal these proceedings it will be required to devote management and financial resources in their defence or prosecution. If a significant number of these disputes are determined against it and if it is required to pay all or a portion of the disputed amounts or is unable to recover amounts for which it has filed recovery proceedings, there could be an adverse impact on its reputation, business, financial condition and results of operations.



***The Issuer may be requested to make payments pursuant to the corporate undertakings in the Issuer's assignment of receivables transactions which may require payments in respect of these undertakings which may adversely affect the Issuer's net income***

The Issuer has provided credit enhancement for some of its assignment of receivables. Contingent liability in respect of corporate undertakings provided by the Issuer for assignment of receivables aggregated to Rs. 18,382 million as on Fiscal 2017, as compared to Rs. 18,898 million as on Fiscal 2016. The outflow would arise in the event of a shortfall, if any, in the cash flows of the underlying pool of the assigned receivables. If the Issuer continues to provide credit enhancement in its future assignment of receivables, its financial condition and results of operations may be adversely affected in the event of any shortfall.

***The Issuer will be subject to a number of new accounting standards that may significantly impact its financial statements, which may adversely affect the manner in which it accounts for losses and its results of operations***

The audited financial statements of the Issuer included in this Offering Circular are presented in accordance with Indian GAAP, which differs from Indian Accounting Standards (**Ind AS**) in certain respects. The section of this Offering Circular titled “*Summary of Significant Differences among Indian GAAP, IFRS and Ind AS*”, does not to reveal all differences between Indian GAAP and Ind AS which are relevant to the Issuer. Consequently, there can be no assurance that those are the only differences in the accounting principles that could have a significant impact on the financial information included in this Offering Circular. Furthermore, the Issuer has made no attempt to identify or quantify the impact of these differences or any future differences between Indian GAAP and Ind AS which may result from prospective changes in accounting standards. The Issuer has not considered matters of Indian GAAP presentation and disclosures, which also differ from Ind AS. In making an investment decision, investors must rely upon their own examination of the Issuer's business, the terms of the offerings and the financial information included in this Offering Circular. Potential investors should consult with their own professional advisors for a more thorough understanding of the differences between Indian GAAP and Ind AS and how those differences might affect the financial information included in this Offering Circular. The Issuer cannot assure that it has completed a comprehensive analysis of the effect of Ind AS on future financial information or that the application of Ind AS will not result in a materially adverse effect on the Issuer's future financial information.

The Ministry of Corporate Affairs (**MCA**), in its press release dated 18 January 2016, issued a roadmap for implementation of Ind AS converged with IFRS for non-banking financial companies, scheduled commercial banks, insurers, and insurance companies, which was subsequently confirmed by the RBI through its circular dated 11 February 2016. MCA via its notification dated 30 March 2016, has included Housing Finance Companies in the definition of a “Non-Banking Financial Company” (**NBFCs**). The notification further explains that NBFCs having a net worth of Rs. 5 billion or more as of 31 March 2016, shall comply with Ind AS for accounting periods beginning on or after 1 April 2018, with comparatives for the periods ending on 31 March 2018. Therefore the Issuer would be subject to this notification. There is limited clarity on the impact of such transition to Ind AS on the Issuer's financial information included in this Offering Circular. For more information, see section titled “*Summary of Significant Differences among Indian GAAP, IFRS and Ind-AS*”.

***The effects of India's demonetisation decision are uncertain, which may adversely affect the Issuer's business, results of operations and financial condition***

On 8 November 2016, the government of India announced that it would discontinue Rs.500 and Rs.1,000 banknotes as a form of legal tender from 9 November 2016 and issued new Rs.500 and Rs.2,000 banknotes in exchange for the discontinued banknotes. The withdrawal from circulation started immediately and ended on 30 December 2016. India's growth is forecast to increase to 7.2 per cent. in Fiscal 2017 and accelerate to 7.7 per cent. by the end of the forecast horizon—slightly below previous projections. This outlook mainly reflects a more protracted recovery in private investment than previously envisaged. (Source: World Bank Group. 2017. Global Economic Prospects, June 2017)

A Fragile Recovery. Washington, DC: World Bank, available at <http://www.worldbank.org/en/publication/globaleconomic-prospects>). In the period following the implementation of the demonetisation, and particularly in the third quarter and in part of the fourth quarter of Fiscal 2017, there was a slowdown in individual home loan disbursement across the industry and secondary market real estate transactions saw a slowdown in certain pockets of the country. Further, in light of the demonetisation, the NHB by way of its policy circular dated 21 November 2016 in relation to Prudential Norms on Income Recognition, Asset Classification and Provisioning pertaining to advances, provided an additional period of 60 days over and above the stipulated period for recognition of a loan account as a substandard asset in the case of term loans wherein the original sanctioned amount was up to Rs.10,000,000 for dues payable between 1 November 2016 and 31 December 2016. This would have an impact in the manner in which the Issuer classifies and provisions for its assets. The short-term impact of the currency demonetization was, among other things, a decrease in liquidity of cash and consequently, spending, in India. The long term effects of these measures on the Indian economy, on the markets for various commodities and services, and the Issuer's operations in particular, are currently unclear. Any future slowdown in the Indian economy as a result of the currency demonetization measures or any other similar unanticipated measures may adversely affect the Issuer's business operations, financial condition, results of operations and financial condition.

The Issuer is not able to determine with a degree of certainty the impact of the demonetisation on its business and the Indian economy. There can be no assurance that its business, results of operations and financial condition will be materially and adversely affected due to the demonetisation.

***The Issuer is subject to periodic inspections by the NHB. Non-compliance with the NHB's observations made during any such inspections could adversely affect the Issuer's reputation, financial condition and results of operations***

The Issuer is subject to periodic inspection by the NHB under the NHB Act wherein the NHB inspects the Issuer's books of accounts and other records for the purpose of verifying the correctness or completeness of any statement, information or particulars furnished to the NHB or for obtaining any information which the Issuer may have failed to furnish on being called upon to do so. Inspection by the NHB is a regular exercise and is carried out periodically by the NHB for all housing finance institutions under the NHB Act. In the past, the NHB had made certain observations during its periodic inspections in connection with the Issuer's operations and had sought clarifications. Even though the Issuer has provided the NHB with necessary clarifications, and taken necessary steps to comply with the NHB's observations, any adverse notices or orders by the NHB during any future inspections could adversely affect the Issuer's reputation, business, financial condition, results of operations and cash flows.

***The Issuer's inability to obtain, renew or maintain its statutory and regulatory permits and approvals required to operate its business may materially and adversely affect the Issuer's business and results of operations***

The Issuer requires certain licenses, approvals, permits and registrations in order to carry on its business activities. These include registration with the NHB for carrying out business as a HFC. The Issuer is also required to maintain licenses under various applicable national and state labour laws in force in India for some of the Issuer's offices and with regard to some of its employees. While the Issuer currently possesses all the relevant licenses, approvals, permits and registrations or has applied for renewals of certain licenses and approvals that have expired, there can be no assurance that the relevant authorities will renew these in the anticipated time-frame, or at all. Additionally, failure by the Issuer to comply with the terms and conditions to which such licenses, approvals, permits or registrations are subject, and/or to renew, maintain or obtain the required licenses, approvals, permits or registrations may result in the interruption of the Issuer's operations and may have a material adverse effect on the Issuer's business, financial condition and results of operations.

***A failure, inadequacy or security breach in the Issuer's information technology and telecommunication systems may adversely affect the Issuer's business, results of operation and financial condition***

The Issuer's ability to operate and remain competitive depends in part on its ability to maintain and upgrade its information technology systems and infrastructure on a timely and cost-effective basis, including the Issuer's ability to process a large number of transactions on a daily basis. The Issuer's operations also rely on the secure processing, storage and transmission of confidential and other information in its computer systems and networks. The Issuer's financial, accounting or other data processing systems and management information systems or its corporate website may fail to operate adequately or become disabled as a result of events that may be beyond the Issuer's control, including a disruption of electrical or communications services. Further, the Issuer's computer systems, software and networks may be vulnerable to unauthorized access, computer viruses or other attacks that may compromise data integrity and security and result in client information or identity theft, for which the Issuer may potentially be liable. Further, the information available to and received by the Issuer's management through its existing systems may not be timely and sufficient to manage risks or to plan for and respond to changes in market conditions and other developments in the Issuer's operations. If any of these systems are disabled or if there are other shortcomings or failures in the Issuer's internal processes or systems, it may disrupt its business or impact its operational efficiencies, and render it liable to regulatory intervention or damage to its reputation. The occurrence of any such events may adversely affect the Issuer's business, results of operation and financial condition.

***Significant differences exist between Indian GAAP and Ind AS and other accounting principles, such as U.S. GAAP and International Financial Reporting Standards (IFRS), which investors may be more familiar with and may consider material to their assessment of the Issuer's financial condition***

The Issuer's Financial Statements are prepared and presented in conformity with Indian GAAP. No attempt has been made to reconcile any of the information given in this Offering Circular to any other principles or to base it on any other standards. Indian GAAP differs in certain significant respects from IFRS, Ind AS U.S. GAAP and other accounting principles with which prospective investors may be familiar in other countries. If the Issuer's Financial Statements were to be prepared in accordance with such other accounting principles, the Issuer's results of operations, cash flows and financial position may be substantially different. Prospective investors should review the accounting policies applied in the preparation of the Issuer's Financial Statements, and consult their own professional advisers for an understanding of the differences between these accounting principles and those with which they may be more familiar. MCA, in its press release dated 18 January 2016, issued a roadmap for implementation of Ind AS converged with IFRS for non-banking financial companies, scheduled commercial banks, insurers, and insurance companies, which was subsequently confirmed by the RBI through its circular dated 11 February 2016. This circular requires the Issuer to prepare Ind AS based financial statements for the accounting period commencing 1 April 2018 with comparative financial statements for the accounting period on ending 31 March 2018. For more information, see risk factor *"The Issuer will be subject to a number of new accounting standards that may significantly impact its financial statements, which may adversely affect the manner in which it accounts for losses and its results of operations"*.

***The Indian tax regime is currently undergoing substantial changes which could adversely affect the Issuer's business and the trading price of the Notes***

The goods and service tax (GST) that has been implemented with effect from 1 July 2017 combines taxes and levies by the GoI and state governments into a unified rate structure, and replaces indirect taxes on goods and services such as central excise duty, service tax, customs duty, central sales tax, state VAT, cess and surcharge that were being collected by the GoI and state governments. The rate of GST on financial services, excluding interest revenue, is 18 per cent. compared to the 15 per cent. service tax rate that was payable before the implementation of GST. The implementation of GST may have resulted in an overall increase in the Issuer's tax expenses.

There is lack of clarity on certain aspects of GST, and there is no assurance that such issues will not adversely affect the Issuer's business going forward. In addition, under the GST regime, we are obliged to pass on any benefits accruing to us as result of the transition to GST to the consumer thereby limiting the Issuer's benefits. Further, in order for us to avail input credit under GST, the entire value chain has to be GST compliant, including us. Since this is a recent development and is undergoing substantial changes and the taxation system in India might further see significant changes, its consequent effects cannot be determined at present and there can be no assurance that such effects would not adversely affect the Issuer's business, future financial performance and the trading price of the Notes.

***The Real Estate (Regulation and Development) Act, 2016 (the RERA) was introduced to regulate the real estate industry and ensuring, among others, imposition of certain responsibilities on real estate developers and accountability towards customers and protection of their interest. Any slowdown in the housing finance industry as a result of RERA may adversely affect the Issuer's business operations, financial condition, results of operations and financial condition.***

The Government has notified the RERA in the official gazette on 26 March 2016. The RERA was introduced to regulate the real estate industry and ensuring, among others, imposition of certain responsibilities on real estate developers and accountability towards customers and protection of their interest. The RERA imposes certain obligations on real estate developers, including mandatory registration of real estate projects, prohibition on advertisements or accepting advances unless real estate projects are registered under RERA, maintenance of a separate escrow account for amounts realized from each real estate project and restrictions on withdrawal of amounts from such escrow accounts and taking customer approval for major changes in sanctions plan. In addition, real estate developers will have to comply with state specific legislations which may be enacted by the respective state government due to the introduction of RERA. Any slowdown in the housing finance industry as a result of RERA may adversely affect the Issuer's business operations, financial condition, results of operations and financial condition.

### **Risks relating to India**

***Reduced economic growth in India may adversely affect the Issuer's business and results of operations***

The Issuer's financial performance and the quality and growth of its business depend significantly on the health of the overall Indian economy, the gross domestic product growth rate and the economic cycle in India. Substantially all of the Issuer's assets and employees are located in India, and the Issuer intends to continue to develop and expand in India.

The Issuer's performance and the growth of its business depend on the performance of the Indian economy and the economies of the regional markets the Issuer currently serves. These economies could be adversely affected by various factors, such as political and regulatory changes including adverse changes in liberalization policies, social disturbances, widespread job losses, religious or communal tensions, terrorist attacks and other acts of violence or war, natural calamities, interest rates, commodity and energy prices and various other factors. Any slowdown in these economies could adversely affect the ability of the Issuer's customers to afford its services, which in turn would adversely impact the Issuer's business and financial performance and the price of the Notes.

### ***Financial instability in other countries may cause increased volatility in Indian financial markets***

The Indian market and the Indian economy are influenced by economic and market conditions in other countries, particularly emerging market countries in Asia. Financial turmoil in the United States, in Europe and elsewhere in the world in recent years has affected the Indian economy. Although economic conditions are different in each country, investors' reactions to developments in one country can have adverse effects on the securities of companies in other countries, including India. Recently, the currencies of a few Asian countries suffered depreciation against the US Dollar owing to amongst other, the announcement by the US government that it may consider reducing its quantitative easing measures.

A loss of investor confidence in the financial systems of other emerging markets may cause increased volatility in Indian financial markets and, indirectly, in the Indian economy in general. Any worldwide financial instability could also have a negative impact on the Indian economy. Financial disruptions may occur again and could harm the Issuer's business, future financial performance and the prices of the Notes. The financial markets have experienced substantial dislocations, liquidity disruptions and market corrections in recent years.

Since September 2008, liquidity and credit concerns and volatility in the global credit and financial markets increased significantly with the bankruptcy or acquisition of, and government assistance extended to, several major US and European financial institutions.

These and other related events, such as the European sovereign debt crisis and the, have had a significant impact on the global credit and financial markets as a whole, including reduced liquidity, greater volatility, widening of credit spreads and a lack of price transparency in global credit and financial markets. In response to such developments, legislators and financial regulators in the United States and other jurisdictions, including India, have implemented a number of policy measures designed to add stability to the financial markets.

The overall impact of these and other legislative and regulatory efforts on the global financial markets is uncertain, and they may not have the intended stabilizing effects. In the event that the current difficult conditions in the global credit markets continue or if there is any significant financial disruption, such conditions could have an adverse effect on the Issuer's business, future financial performance and the trading price of the Notes.

### ***Any adverse change in India's credit rating by an international rating agency could adversely affect the Issuer's business and profitability***

India's sovereign rating could be downgraded due to various factors, including changes in tax or fiscal policy or a decline in India's foreign exchange reserves, which are outside the Issuer's control. On 16 November 2017, Moody's Investor Services raised India's sovereign rating from the lowest investment grade of Baa3 to Baa2, and changed the outlook of Indian economy from "positive" to "stable". However, on 24 November 2017, Standard and Poor's maintained its India rating unchanged at the lowest investment grade of BBB-, with a stable outlook. Going forward, the sovereign ratings outlook will remain dependent on whether the Government is able to transition the economy out of a low-growth and high inflation environment, as well as exercise adequate fiscal restraint. There is no assurance that India's credit ratings will not be downgraded in the future. Any adverse change in India's credit ratings by international rating agencies may adversely impact the Issuer's business and limit its access to capital markets.



***Volatility in the exchange rates may lead to a decline in India's foreign exchange reserves and may affect liquidity and interest rates in the Indian economy, which could adversely impact the Issuer***

Capital inflows into India have remained extremely volatile responding to concerns about the domestic macroeconomic landscape and changes in the global risk environment. While the current account deficit (CAD) has shrunk sharply in Fiscal 2015 and Fiscal 2016, it has increased sharply in the first quarter of Fiscal 2017, primarily on account of a higher trade deficit brought about by a larger increase in merchandise imports relative to exports. However, the primary challenge for the Rupee was the volatile swings in capital flows. In calendar year 2017 to date, the Rupee has been fairly stable. Although the Rupee is less vulnerable given the improvements in the CAD and visible moderation in inflation rates, there remains a possibility of needing to intervene in the foreign exchange market to control volatility of the exchange rate. The need to intervene at that point in time may result in a decline in India's foreign exchange reserves and subsequently may reduce the amount of liquidity in the domestic financial system. This in turn could impact domestic interest rates. For more information, see section titled "Exchange Rates".

***Political instability or changes in the Government in India could delay the liberalisation of the Indian economy and adversely affect economic conditions in India generally, which would impact the Issuer's financial results and prospects***

Since 1991, successive Indian Governments have pursued policies of economic liberalisation, including significantly relaxing restrictions on the private sector. Nevertheless, the roles of the Indian central and state Governments in the Indian economy as producers, consumers and regulators remain significant as independent factors in the Indian economy. Most recently, the election of a pro-business majority Government in May 2014 marked a distinct increase in expectations for policy and economic reforms among certain aspects of the Indian economy. There is no guarantee that the new Government will be able to enact an optimal set of reforms or that any such reforms would continue or succeed if there were a change in the current majority leadership in the Government in the future. There is also no guarantee that the Government will announce an optimal set of reforms or policies in the future. The rate of economic liberalisation is subject to change and specific laws and policies affecting banking and finance companies, foreign investment, currency exchange and other matters affecting investment in the Issuer's securities are continuously evolving as well. For example, as of the date hereof, the Government has implemented the goods and services tax and has proposed the direct tax code and the general anti-avoidance rules. Any significant change in India's economic liberalisation, deregulation policies or other major economic reforms could adversely affect business and economic conditions in India generally and the Issuer's business in particular.

***Natural disasters could have a negative impact on the Indian economy and damage the Issuer's facilities***

Natural disasters such as floods, earthquakes or famines have in the past had a negative impact on the Indian economy. If any such event were to occur, the Issuer's business could be affected due to the event itself or due to its inability to effectively manage the effects of the particular event. Potential effects include the damage to infrastructure and the loss of business continuity or business information. In the event that the Issuer's facilities are affected by any of these factors, its operations may be significantly interrupted, which may materially and adversely affect the Issuer's business, financial condition and results of operations.

***Terrorist attacks, civil unrest and other acts of violence or war involving India and other countries could adversely impact the Issuer's business, could lead to a decrease in the trading price of the Notes and could lead to a loss of confidence, which could impair travel and which could reduce its customers' appetite for its products and services***

Terrorist attacks, such as those in Mumbai in November 2008 and other acts of violence or war may negatively affect the Issuer's business, the trading price of the Notes could decrease and the worldwide financial markets may also be adversely affected. These acts may also result in a loss of business confidence, make travel and other services more difficult and as a result ultimately adversely affect its business. In addition, any deterioration in relations between India and Pakistan or between India and China might result in investor concern about stability in the region, which could adversely affect the trading price of the Notes.

India has also witnessed civil disturbances in recent years, and future civil unrest as well as other adverse social, economic and political events in India could have an adverse impact on the Issuer. Such incidents also create a greater perception that investment in Indian companies involves a higher degree of risk, which could have an adverse impact on its business.

### **Risks Relating to an Investment in the Notes**

***Notes may not be a suitable investment for all investors***

Each potential investor in any Notes must determine the suitability of that investment in light of its own circumstances. In particular, each potential investor should:

- have sufficient knowledge and experience to make a meaningful evaluation of the relevant Notes, the merits and risks of investing in the relevant Notes and the information contained or incorporated by reference in this Offering Circular or any applicable supplement;
- have access to, and knowledge of, appropriate analytical tools to evaluate, in the context of its particular financial situation, an investment in the relevant Notes and the impact such investment will have on its overall investment portfolio;
- have sufficient financial resources and liquidity to bear all of the risks of an investment in the relevant Notes, including where principal or interest is payable in one or more currencies or where the currency for principal or interest payments is different from the potential investor's currency;
- understand thoroughly the terms of the relevant Notes and be familiar with the behaviour of any relevant indices and financial markets;
- be able to evaluate (either alone or with the help of a financial adviser) possible scenarios for economic, interest rate and other factors that may affect its investment and its ability to bear the applicable risks; and
- note that the Notes are not rated, and are not expected to be rated, by any rating agency.

Some Notes are complex financial instruments and such instruments may be purchased as a way to reduce risk or enhance yield with an understood, measured, appropriate addition of risk to their overall portfolios. A potential investor should not invest in Notes which are complex financial instruments unless it has the expertise (either alone or with the help of a financial adviser) to evaluate how the Notes will perform under changing conditions, the resulting effects on the value of such Notes and the impact this investment will have on the potential investor's overall investment portfolio.

***Remittances of funds outside India pursuant to an indemnification by the Issuer or other payments in relation to the Notes requires prior RBI approval***

Remittance of funds outside India by the Issuer pursuant to indemnity clauses or other similar payments under the Trust Deed or any other agreements in relation to the Notes requires prior RBI approval. Any approval, if and when required, for the remittance of funds outside India is at the discretion of the RBI, and the Issuer can give no assurance that it will be able to obtain such approvals.

***Payments made on the Notes will be subordinated to certain tax and other liabilities preferred by law***

The Notes will be subordinated to certain liabilities preferred by law such as to claims of the Government on account of taxes, and certain liabilities incurred in the ordinary course of the Issuer's transactions. In particular, in the event of bankruptcy, liquidation or winding-up, the Issuer's assets will be available to pay obligations on the Notes only after all of those liabilities that rank senior to these Notes have been paid. In the event of bankruptcy, liquidation or winding-up, there may not be sufficient assets remaining, after paying amounts relating to these proceedings, to pay amounts due on the Notes. Further, there is no restriction on the amount of debt securities that the Issuer may issue that may rank above the Notes. The issue of any such debt securities may reduce the amount recoverable by investors in the Notes on the Issuer's bankruptcy, winding-up or liquidation.

***The insolvency laws of India may differ from bankruptcy laws of other jurisdictions with which Noteholders are familiar***

The Issuer is incorporated under the laws of India. Therefore, an insolvency proceeding relating to the Issuer, even if brought in a jurisdiction outside India, would likely involve Indian insolvency laws, the procedural and substantive provisions of which may differ from comparable provisions of bankruptcy laws in jurisdictions outside India.

***Legal investment considerations may restrict certain investments***

The investment activities of certain investors are subject to investment laws and regulations, or review or regulation by certain authorities. Each potential investor should consult its legal advisers to determine whether and to what extent (i) the Notes are legal investments for it, (ii) the Notes can be used as collateral for various types of borrowing and (iii) other restrictions apply to its purchase or pledge of the Notes. Financial institutions should consult their legal advisers or the appropriate regulators to determine the appropriate treatment of the Notes under any applicable risk-based capital or similar rules.

***Modification, waivers and substitution***

The Terms and Conditions of the Notes and the Trust Deed contain provisions for calling meetings of Noteholders to consider matters affecting their interests generally. These provisions permit defined majorities to bind all Noteholders, including Noteholders who did not attend and vote at the relevant meeting and Noteholders who voted in a manner contrary to the majority.

The Terms and Conditions of the Notes and the Trust Deed also provide that the Trustee may, without the consent of Noteholders, agree to (i) any modification (except Basic Terms Modifications (as defined in the Trust Deed)) of, or to the waiver or authorisation of any breach or proposed breach of, any of the provisions of the Trust Deed, or the Agency Agreement (ii) determine, without the consent of the Noteholders, that any Event of Default shall not be treated as such, or make any modification which is, in its opinion, of a formal, minor or technical nature or to correct a manifest error, in the circumstances described in "*Terms and Conditions of the Notes*".



The Trust Deed contains provisions under which the Trustee may, without the consent of the Noteholders, agree with the Issuer to the substitution in place of the Issuer as the principal debtor in respect of the Notes and the Trust Deed of an entity owned or controlled by the Issuer.

***The Notes are subject to the risk of change in law***

The Terms and Conditions of the Notes are based on English law in effect as of the date of issue of the relevant Notes. No assurance can be given as to the impact of any possible judicial decision or change to English law or administrative practice after the date of issue of the relevant Notes, and any such change could materially and adversely impact the value of any Notes affected by it.

***Developments in other markets may adversely affect the market price of the Notes***

The market price of the Notes may be adversely affected by declines in the international financial markets and world economic conditions. The market for Indian securities is, to varying degrees, influenced by economic and market conditions in other markets, especially those in Asia. Although economic conditions are different in each country, investors' reactions to developments in one country can affect the securities markets and the securities of issuers in other countries, including India. If developments similar to the sub-prime mortgage crisis in 2008 occur in the international financial markets in the future, the market price of the Notes could be adversely affected.

***The Notes may have limited liquidity***

The Notes constitute a new issue of securities for which there is no existing market. Applications have been made to list the Notes on the ISM of the London Stock Exchange.

The offer and sale of the Notes is not conditional on obtaining a listing of the Notes on the regulated market of the ISM of the London Stock Exchange or any other exchange.

No assurance can be given as to the liquidity of, or the development and continuation of an active trading market for, the Notes. If an active trading market for the Notes does not develop, or is not maintained, the market price and liquidity of the Notes may be adversely affected. If such a market were to develop, the Notes could trade at prices that may be higher or lower than the price at which the Notes are issued, depending on many factors, including:

- prevailing interest rates;
- the Issuer's results of operations and financial condition;
- political and economic developments in and affecting India;
- the market conditions for similar securities; and
- the financial condition and stability of the Indian vehicle finance sector.

Investors may not be able to sell their Notes easily or at prices that will provide them with a yield comparable to similar investments that have a developed secondary market.

***Notes where denominations involve integral multiples: definitive Notes***

In relation to any issue of Notes which have denominations consisting of a minimum Specified Denomination (as specified in the applicable Pricing Supplement) plus one or more higher integral multiples of another smaller amount, it is possible that such Notes may be traded in amounts that are not integral multiples of such minimum Specified Denomination. In such a case a holder who, as a

result of trading such amounts, holds an amount which is less than the minimum Specified Denomination in his account with the relevant clearing system at the relevant time may not receive a definitive Note in respect of such holding (should definitive Notes be printed) and would need to purchase a principal amount of Notes such that its holding amounts to a Specified Denomination.

***Noteholders are required to rely on the procedures of the relevant clearing system and its participants while the Notes are cleared through the relevant clearing system***

Notes issued under the Programme will be represented on issue by one or more Global Notes that may be deposited with a common depositary for Euroclear and Clearstream. Except in the circumstances described in each Global Note, investors will not be entitled to receive Notes in definitive form. Each of Euroclear and Clearstream and their respective direct and indirect participants will maintain records of the beneficial interests in each Global Note held through it. While the Notes are represented by a Global Note, investors will be able to trade their beneficial interests only through the relevant clearing systems and their respective participants.

While the Notes are represented by Global Notes, the Issuer will discharge its payment obligation under the Notes by making payments through the relevant clearing systems. A holder of a beneficial interest in a Global Note must rely on the procedures of the relevant clearing system and its participants to receive payments under the Notes. The Issuer has no responsibility or liability for the records relating to, or payments made in respect of, beneficial interests in any Global Note.

Holders of beneficial interests in a Global Note will not have a direct right to vote in respect of the Notes so represented. Instead, such holders will be permitted to act only to the extent that they are enabled by the relevant clearing system and its participants to appoint appropriate proxies.

If definitive Notes are issued, holders should be aware that definitive Notes that have a denomination that is not an integral multiple of the minimum Specified Denomination may be illiquid and difficult to trade.

***Definitive Notes not being available in certain minimum denominations***

In relation to any issue of Notes which have a denomination consisting of the minimum specified denomination plus a higher integral multiple of another smaller amount, it is possible that such Notes may be traded in amounts in excess of the minimum specified denomination that are not integral multiples of the minimum specified denomination (or its equivalent). In such a case, a Noteholder who, as a result of trading such amounts, holds a principal amount of less than the minimum specified denomination will not receive a definitive Note in respect of such holding (should definitive Notes be printed) and would need to purchase a principal amount of Notes such that it holds an amount equal to one or more specified minimum denominations. If definitive Notes are issued, holders should be aware that definitive Notes which have a denomination that is not an integral multiple of the minimum specified denomination may be illiquid and difficult to trade.

***The liquidity and price of the Notes following the offering may be volatile***

The price and trading volume of the Notes may be highly volatile. Factors such as variations in the Issuer's revenues, earnings and cash flows and proposals for new investments, strategic alliances and/or acquisitions, interest rates and fluctuations in price for comparable companies could cause the price of the Notes to change. Any such developments may result in large and sudden changes in the trading volume and price of the Notes. There can be no assurance that these developments will not occur in the future.

***The Issuer will be subject to applicable corporate disclosure standards for debt securities listed on the ISM of the London Stock Exchange, which standards may be different from those applicable to debt securities listed in certain other countries***

The Issuer will be subject to reporting obligations in respect of the Notes to be listed and admitted on the ISM of the London Stock Exchange. The disclosure standards imposed by these stock exchanges may be different from those imposed by securities exchanges in other countries or regions. As a result, the level of information that is available may not correspond to what investors in the Notes are accustomed to.

***Noteholders' right to receive payments is junior to certain tax and other liabilities preferred by law***

The Notes will rank subordinated to certain liabilities preferred by law, such as claims of the Government on account of taxes and certain liabilities incurred in the ordinary course of the Issuer's business. In the event of bankruptcy, liquidation or winding-up, there may not be sufficient assets remaining, after paying amounts relating to these proceedings, to pay amounts due on the Notes.

***Decisions may be made on behalf of all Noteholders that may be adverse to the interests of individual Noteholders***

The Terms and Conditions of the Notes contain provisions for calling meetings of Noteholders to consider matters affecting their interests generally. These provisions permit defined majorities to bind all Noteholders, including Noteholders who did not attend and vote at the relevant meeting and Noteholders who voted in a manner contrary to the majority.

***The Trustee may request Noteholders to provide an indemnity and/or security and/or prefunding to its satisfaction***

In certain circumstances, the Trustee may (at its sole discretion) request Noteholders to provide an indemnity and/or security and/or prefunding to its satisfaction before it takes actions on behalf of the Noteholders. The Trustee shall not be obliged to take any such actions if not indemnified and/or secured and/or prefunded to its satisfaction. Negotiating and agreeing to an indemnity and/or security and/or prefunding can be a lengthy process and may have an impact on when such actions can be taken. The Trustee may not be able to take actions, notwithstanding the provision of an indemnity or security or prefunding to it, in breach of the terms of the Trust Deed or in circumstances where there is uncertainty or dispute as to the applicable laws or regulations and, to the extent permitted by the agreements and the applicable law, it will be for the Noteholders to take such actions directly.

***Approval of the RBI or an AD Bank, as the case may be, is required for redemption of Notes prior to maturity, including upon an Event of Default (as defined in the Terms and Conditions of the Notes)***

Under the ECB Master Direction, any redemption of Notes prior to its stated maturity requires the prior approval of the RBI or an AD Bank, as the case may be. Therefore, any repayment of Notes prior to maturity as a result of early redemption pursuant to the Terms and Conditions of the Notes (Condition 7.2 (*Redemption for Tax Reasons (Issuer Tax Call)*), Condition 7.3 (*Redemption at the option of the Issuer (Issuer Call)*) or Condition 7.4 (*Redemption at the option of the Noteholders (Investor Put)*) or acceleration of Notes upon an Event of Default pursuant to Condition 10 (*Events of Default and Enforcement*)) would require the prior approval of the RBI or an AD Bank, as the case may be. There can be no assurance that such approval would be obtained in a timely manner or at all. In the absence of such an approval, the Issuer may not be able to redeem all or any of the Notes prior to maturity. Further, any modification or waiver of the Terms and Conditions of the Notes which has the effect of modifying or waiving terms which are not permitted under the automatic route for issue of Notes under the ECB Master Direction will require prior approval from the RBI in accordance with the ECB Master Direction, and such approval may not be forthcoming.

***Future discontinuance of LIBOR may adversely affect the value of Floating Rate Notes which reference LIBOR***

On 27 July 2017, the Chief Executive of the United Kingdom Financial Conduct Authority, which regulates LIBOR, announced that it does not intend to continue to persuade, or use its powers to compel, panel banks to submit rates for the calculation of LIBOR to the administrator of LIBOR after 2021. The announcement indicates that the continuation of LIBOR on the current basis is not

guaranteed after 2021. It is not possible to predict whether, and to what extent, panel banks will continue to provide LIBOR submissions to the administrator of LIBOR going forwards. This may cause LIBOR to perform differently than it did in the past and may have other consequences which cannot be predicted.

Investors should be aware that, if LIBOR were discontinued or otherwise unavailable, the rate of interest on Floating Rate Notes which reference LIBOR will be determined for the relevant period by the fall-back provisions applicable to such Notes. Depending on the manner in which the LIBOR rate is to be determined under the Terms and Conditions, this may in certain circumstances (i) be reliant upon the provision by reference banks of offered quotations for the LIBOR rate which, depending on market circumstances, may not be available at the relevant time or (ii) result in the effective application of a fixed rate based on the rate which applied in the previous period when LIBOR was available. Any of the foregoing could have an adverse effect on the value or liquidity of, and return on, any Floating Rate Notes which reference LIBOR.

### **Risks Related to the Market Generally**

Set out below is a brief description of the principal market risks, including liquidity risk, exchange rate risk, interest rate risk and credit risk:

#### ***Payments of principal and interest are subject to exchange rate risks and exchange controls***

For foreign currency denominated Notes, the Issuer will pay principal and interest on the Notes in such foreign currency. This presents certain risks relating to currency conversions if an investor's financial activities are denominated principally in a currency or currency unit (the **Investor's Currency**) other than such foreign currency. These include the risk that exchange rates may significantly change (including changes due to the devaluation of such foreign currency or revaluation of the Investor's Currency) and the risk that authorities with jurisdiction over the Investor's Currency may impose or modify exchange controls. An appreciation in the value of the Investor's Currency relative to such foreign currency would decrease (i) the Investor's Currency-equivalent yield on the Notes, (ii) the Investor's Currency-equivalent value of the principal payable on the Notes and (iii) the Investor's Currency-equivalent market value of the Notes. See "*— Rupee denominated Notes are subject to exchange rate risks and exchange controls*" for details of the exchange rate risks associated with an investment in Rupee denominated Notes.

#### ***Investment in the Notes is subject to interest rate risks***

Investment in the Notes involves the risk that subsequent changes in market interest rates may adversely affect the value of them.

#### ***Risks related to the structure of a particular issue of Notes***

A wide range of Notes may be issued under the Programme. A number of these Notes may have features which contain particular risks for potential investors. Set out below is a description of certain such features:

##### ***Notes subject to optional redemption.***

An optional redemption feature of Notes is likely to limit their market value. During any period when the Issuer may elect to redeem Notes, the market value of those Notes generally will not rise substantially above the price at which they can be redeemed. This also may be true prior to any redemption period.

The Issuer may be expected to redeem Notes when the Issuer's cost of borrowing is lower than the interest rate on the Notes. At those times, an investor generally would not be able to reinvest the redemption proceeds at an effective interest rate as high as the interest rate on the Notes being redeemed and may only be able to do so at a significantly lower rate. Potential investors should consider reinvestment risk in light of other investments available at that time.

*Inverse Floating Rate Notes.*

Inverse Floating Rate Notes have an interest rate equal to a fixed rate minus a rate based upon a reference rate such as the London Interbank Offered Rate. The market values of such Notes typically are more volatile than market values of other conventional floating rate debt securities based on the same reference rate (and with otherwise comparable terms). Inverse Floating Rate Notes are more volatile because an increase in the reference rate not only decreases the interest rate of the Notes, but may also reflect an increase in prevailing interest rates, which would further adversely affect the market value of those Notes.

*Fixed/Floating Rate Notes.*

Fixed/Floating Rate Notes are Notes which bear interest at a rate that converts from a fixed rate to a floating rate or from a floating rate to a fixed rate. Such a feature to convert the interest basis, and any conversion of the interest basis, may affect the secondary market in, and the market value of, such Notes as the change of interest basis may result in a lower interest return for Noteholders. Where the Notes convert from a fixed rate to a floating rate, the spread on the Fixed/Floating Rate Notes may be less favourable than then prevailing spreads on comparable Floating Rate Notes tied to the same reference rate. In addition, the new floating rate at any time may be lower than the rates on other Notes. Where the Notes convert from a floating rate to a fixed rate, the fixed rate may be lower than then prevailing rates on those Notes and could affect the market value of an investment in the relevant Notes.

*Notes issued at a substantial discount or premium.*

The market values of securities issued at a substantial discount or premium to their nominal amount tend to fluctuate more in relation to general changes in interest rates than do prices for conventional interest-bearing securities. Generally, the longer the remaining term of the securities, the greater the price volatility as compared to conventional interest-bearing securities with comparable maturities.

*The secondary market generally.*

Notes may have no established trading market when issued, and one may never develop. If a market does develop, it may not be very liquid. Therefore, investors may not be able to sell their Notes easily or at prices that will provide them with a yield comparable to similar investments that have a developed secondary market. This is particularly the case for Notes that are especially sensitive to interest rate, currency or market risks, that are designed for specific investment objectives or strategies or that have been structured to meet the investment requirements of limited categories of investors. These types of Notes would generally have a more limited secondary market and more price volatility than would conventional debt securities. Illiquidity may have a severe adverse effect on the market value of Notes.

*Exchange rate risks and exchange controls may result in investors receiving less interest or principal than expected.*

The Issuer will pay principal and interest on the Notes in the currency specified in the relevant Pricing Supplement (the **Specified Currency**). This presents certain risks relating to currency conversions if an investor's financial activities are denominated principally in a currency or currency unit (the **Investor's Currency**) other than the Specified Currency. These include the risk that exchange rates may significantly change (including changes due to devaluation of the Specified Currency or

reevaluation of the Investor's Currency) and the risk that authorities with jurisdiction over the Investor's Currency may impose or modify exchange controls. An appreciation in the value of the Investor's Currency relative to the Specified Currency would decrease (1) the Investor's Currency equivalent yield on the Notes, (2) the Investor's Currency equivalent value of the principal payable on the Notes and (3) the Investor's Currency equivalent market value of the Notes.

Government and monetary authorities may impose (as some have done in the past) exchange controls that could adversely affect an applicable exchange rate. As a result, investors may receive less interest or principal than expected, or no interest or principal at all.

***Changes in market interest rates may adversely affect the value of Fixed Rate Notes.***

Investment in Fixed Rate Notes involves the risk that subsequent changes in market interest rates may adversely affect the value of Fixed Rate Notes.

***If the Issuer is unable to comply with the restrictions and covenants in its debt agreements or the Trust Deed, there could be a default under the terms of these agreements or the Trust Deed, which could cause repayment of its debt to be accelerated.***

If the Issuer is unable to comply with the restrictions and covenants in the Trust Deed, or its current or future debt obligations and other agreements, there could be a default under the terms of these agreements. In the event of a default under these agreements, the holders of the debt could terminate their commitments to lend to the Issuer, accelerate repayment of the debt and declare all amounts borrowed due and payable or terminate the agreements, as the case may be. Furthermore, some of the Issuer's debt agreements, including the Trust Deed, contain cross-acceleration or cross-default provisions. Any early redemption, prior to completion of the minimum maturity period specified under the ECB Master Directions would require the prior approval of the RBI. See "Risk Factors" — "Risks Relating to an Investment in Rupee denominated Notes" — "Approval of the RBI or an AD Bank, as the case may be, is required for redemption of Rupee denominated Notes prior to maturity, including upon an Event of Default (as defined in the Terms and Conditions of the Notes)".

As a result, the Issuer's default under one debt agreement may cause the acceleration of repayment of debt, subject to RBI approval, including the Notes, or result in a default under its other debt agreements, including the Trust Deed. If any of these events occur, the Issuer cannot assure the Noteholders that the Issuer's assets and cash flow would be sufficient to repay in full all of its indebtedness, or that the Issuer would be able to find alternative financing. Even if the Issuer could obtain alternative financing, the Issuer cannot assure the Noteholders that such financing would be on terms that are favourable or acceptable to the Issuer.

***The Issuer may not be able to meet its obligations to pay or redeem the Notes***

In certain circumstances, Noteholders may require the Issuer to redeem all or a portion of the Notes and the Issuer would be required to pay all amounts then due under the Notes. In particular, following an acceleration of the Notes upon an event of default, the Issuer would be required to pay all amounts then due under the Notes which the Issuer may not be able to meet. The Issuer may not be able to make required payments in connection with the Notes if the requisite regulatory approval for early redemption, prior to completion of the minimum maturity period specified under the ECB Master Directions is not received or if the Issuer does not have sufficient cash flows for those payments. See "Risk Factors" — "Risks Relating to an Investment in Rupee denominated Notes" — "Approval of the RBI or an AD Bank, as the case may be, is required for redemption of Rupee denominated Notes prior to maturity, including upon an Event of Default (as defined in the Terms and Conditions of the Notes)".

**Risks applicable to certain types of Notes**

*There are particular risks associated with an investment in certain types of Exempt Notes, such as Index Linked Notes and Dual Currency Notes. In particular, an investor might receive less interest than expected or no interest in respect of such Notes and may lose some or all of the principal amount invested by it.*



The Issuer may issue Notes with principal or interest determined by reference to an index or formula, to changes in the prices of securities or commodities, to movements in currency exchange rates or other factors (each, a **Relevant Factor**). In addition, the Issuer may issue Notes with principal or interest payable in one or more currencies which may be different from the currency in which the Notes are denominated. Potential investors should be aware that:

- (i) the market price of such Notes may be volatile;
- (ii) they may receive no interest;
- (iii) payment of principal or interest may occur at a different time or in a different currency than expected;
- (iv) they may lose all or a substantial portion of their principal;
- (v) a Relevant Factor may be subject to significant fluctuations that may not correlate with changes in interest rates, currencies or other indices;
- (vi) if a Relevant Factor is applied to Notes in conjunction with a multiplier greater than one or contains some other leverage factor, the effect of changes in the Relevant Factor on principal or interest payable likely will be magnified; and
- (vii) the timing of changes in a Relevant Factor may affect the actual yield to investors, even if the average level is consistent with their expectations. In general, the earlier the change in the Relevant Factor, the greater the effect on yield.

The historical experience of an index or other Relevant Factor should not be viewed as an indication of the future performance of such Relevant Factor during the term of any Notes. Accordingly, each potential investor should consult its own financial and legal advisers about the risk entailed by an investment in any Notes linked to a Relevant Factor and the suitability of such Notes in light of its particular circumstances.

***Where Notes are issued on a partly paid basis, an investor who fails to pay any subsequent instalment of the issue price could lose all of his investment.***

The Issuer may issue Notes where the issue price is payable in more than one instalment. Any failure by an investor to pay any subsequent instalment of the issue price in respect of his Notes could result in such investor losing all of his investment.

***Notes which are issued with variable interest rates or which are structured to include a multiplier or other leverage factor are likely to have more volatile market values than more standard securities.***

Notes with variable interest rates can be volatile investments. If they are structured to include multipliers or other leverage factors, or caps or floors, or any combination of those features or other similar related features, their market values may be even more volatile than those for securities that do not include those features.

***Inverse Floating Rate Notes will have more volatile market values than conventional Floating Rate Notes.***

Inverse Floating Rate Notes have an interest rate equal to a fixed rate minus a rate based upon a reference rate such as LIBOR. The market values of those Notes typically are more volatile than

market values of other conventional floating rate debt securities based on the same reference rate (and with otherwise comparable terms). Inverse Floating Rate Notes are more volatile because an increase in the reference rate not only decreases the interest rate of the Notes, but may also reflect an increase in prevailing interest rates, which further adversely affects the market value of these Notes.

***The regulation and reform of “benchmarks” may adversely affect the value of Notes linked to or referencing such “benchmarks”***

Interest rates and indices which are deemed to be “benchmarks”, are the subject of recent national and international regulatory guidance and proposals for reform. Some of these reforms are already effective whilst others are still to be implemented. These reforms may cause such benchmarks to perform differently than in the past, to disappear entirely, or have other consequences which cannot be predicted. Any such consequence could have a material adverse effect on any Notes linked to or referencing such a “benchmark”. Regulation (EU) 2016/1011 (the **Benchmarks Regulation**) was published in the Official Journal of the EU on 29 June 2016 and applies from 1 January 2018. The Benchmarks Regulation applies to the provision of benchmarks, the contribution of input data to a benchmark and the use of a benchmark within the EU. It will, among other things, (i) require benchmark administrators to be authorised or registered (or, if non-EU-based, to be subject to an equivalent regime or otherwise recognised or endorsed) and (ii) prevent certain uses by EU supervised entities of “benchmarks” of administrators that are not authorised or registered (or, if non-EU based, not deemed equivalent or recognised or endorsed).

The Benchmarks Regulation could have a material impact on any Notes linked to or referencing a “benchmark”, in particular, if the methodology or other terms of the “benchmark” are changed in order to comply with the requirements of the Benchmarks Regulation. Such changes could, among other things, have the effect of reducing, increasing or otherwise affecting the volatility of the published rate or level of the “benchmark”.

More broadly, any of the international or national reforms, or the general increased regulatory scrutiny of “benchmarks”, could increase the costs and risks of administering or otherwise participating in the setting of a “benchmark” and complying with any such regulations or requirements. Such factors may have the following effects on certain “benchmarks”: (i) discourage market participants from continuing to administer or contribute to the “benchmark”; (ii) trigger changes in the rules or methodologies used in the “benchmark” or (iii) lead to the disappearance of the “benchmark”. Any of the above changes or any other consequential changes as a result of international or national reforms or other initiatives or investigations, could have a material adverse effect on the value of and return on any Notes linked to or referencing a “benchmark”.

Investors should consult their own independent advisers and make their own assessment about the potential risks imposed by the Benchmarks Regulation reforms in making any investment decision with respect to any Notes linked to or referencing a “benchmark”.

**Risks Relating to an Investment in Rupee denominated Notes**

***Rupee denominated Notes are subject to exchange rate risks and exchange controls***

India maintains a managed floating exchange rate system under which market forces determine the exchange rate for INR. Under the RBI’s policies, the RBI may intervene in the market to maintain orderly market conditions and limit sharp fluctuations in the exchange rate. Interventions by the RBI have taken the form of transparent measures and have included clearly delineated periods and amounts involved, as well as the explanations for these actions. The RBI’s foreign exchange policy objectives include maintaining price stability, promoting and maintaining monetary stability and the convertibility of the INR and protecting its international reserves during times of impending or ongoing exchange crises or national emergencies.



The Rupee denominated Notes are denominated in INR but settled in U.S. dollars. Investors in the Rupee denominated Notes are required to pay the issue price for their Rupee denominated Notes in U.S. dollars at the prevailing exchange rate between INR and the U.S. dollar as at the pricing date of the Rupee denominated Notes. This entails risks which are not associated with a similar investment in a USD denominated security. Such risks include, without limitation, the possibility of significant changes in the exchange rate between INR and U.S. dollars if such currency risk is unhedged and the possibility of imposition or modification of exchange controls by the RBI. Such risks are usually dependent on various economic and political events over which the Issuer does not have any control. Recently, exchange rates have been volatile and such volatility is expected in the near future as well, so the risk pertaining to exchange rate fluctuation persists. However, the recent fluctuations in exchange rates are not indicative in nature.

The U.S. dollar return on the Rupee denominated Notes or yield to maturity will depend on the principal amount, the coupon and the premium converted into U.S. dollars at the prevailing exchange rate at the time of the relevant payments. Any volatility of the exchange rate between INR and the U.S. dollar during the term of the Rupee denominated Notes will affect the return on the Rupee denominated Notes in U.S. dollars. In particular, any devaluation of INR against the U.S. dollar during the term of the Rupee denominated Notes will decrease the U.S. dollar return on the Rupee denominated Notes and will result in the yield to maturity of the Rupee denominated Notes in U.S. dollars being less than the stated yield to maturity thereof, which is calculated in INR. In the event of a material devaluation of INR against the U.S. dollar, Noteholders may not receive the full U.S. dollar subscription money upon maturity or redemption of the Rupee denominated Notes. Rates of exchange between U.S. dollars and INR may be significantly varied over time. However, historical trends do not necessarily indicate future fluctuations in rates and should not be relied upon as indicative of future trends. Political, economic or stock exchange developments in India or elsewhere could lead to significant and sudden changes in the exchange rate between INR and U.S. dollars.

Although substantially all of the Issuer's revenues are denominated in INR, it is required to settle all amounts due under the Rupee denominated Notes (including principal, premium, if any, as well as the interest and redemption payments) in U.S. dollars at the prevailing exchange rate between INR and the U.S. dollar at the time of payment.

Furthermore, overseas investors are eligible to hedge the above-mentioned exchange rate risk only by way of permitted derivative products with: (i) AD Category-I banks in India; (ii) offshore branches or subsidiaries of Indian Banks; or (iii) branches of foreign banks having a presence in India.

***Rupee denominated Notes are subject to selling restrictions and may be transferred only to a limited pool of investors***

Rupee denominated Notes can only be issued to or offered as security to, and held by, investors resident in jurisdictions which are members of the FATF members of a FATF-Style Regional Body and whose securities market regulator is a signatory to the International Organisation of Securities Commission's Multilateral Memorandum of Understanding (Appendix A Signatories) or a signatory to the bilateral Memorandum of Understanding with the SEBI for information sharing arrangements. Additionally, investors should not be resident of a country identified in the public statement of the FATF as: (i) a jurisdiction having a strategic anti-money laundering or combating the financing of terrorism deficiencies to which counter measures apply; or (ii) a jurisdiction that has not made sufficient progress in addressing the deficiencies or has not committed to an action plan developed with the FATF to address the deficiencies.

### ***Non-convertibility of Rupee***

The convertibility of a currency (including Rupee) is dependent, among other things, on international and domestic political and economic factors, and on measures taken by governments and central banks. Such measures include, without limitation, imposition of regulatory controls or taxes, issuance of a new currency to replace an existing currency, alteration of the exchange rate or exchange characteristics by revaluation or revaluation of a currency, or imposition of exchange controls with respect to the exchange or transfer of a specified currency that would affect exchange rates and the availability of a specified currency. The taking of any one or more of such measures could adversely affect the value of Rupee denominated Notes as well as any amount which may be payable upon redemption of Rupee denominated Notes.

## DOCUMENTS INCORPORATED BY REFERENCE

The following documents which have previously been published or are published simultaneously with this Offering Circular shall be incorporated in, and form part of, this Offering Circular:

- (a) the Auditors report and audited consolidated annual financial statements of the Issuer as at and for the financial year ended 31 March 2016;
- (b) the Auditors report and audited standalone annual financial statements of the Issuer as at and for the financial year ended 31 March 2016;
- (c) the Auditors report and audited consolidated annual financial statements of the Issuer as at and for the financial year ended 31 March 2017;
- (d) the Auditors report and audited standalone annual financial statements of the Issuer as at and for the financial year ended 31 March 2017;
- (e) the Auditors report and the unaudited consolidated financial results of the Issuer for the six months ended 30 September 2017;
- (f) the Auditors report and the unaudited standalone financial results of the Issuer for the six months ended 30 September 2017;
- (g) the Auditors report and the unaudited consolidated financial results of the Issuer for the nine months ended 31 December 2017; and
- (h) the Auditors report and the unaudited standalone financial results of the Issuer for the nine months ended 31 December 2017.

Copies of documents incorporated by reference in this Offering Circular can be obtained from the registered office of the Issuer and from the specified office of the Paying Agents for the time being in London and will be available for viewing on the website of the Regulatory News Service operated by the London Stock Exchange at <http://www.londonstockexchange.com/exchange/news/market-news/market-news-home.html>.

Any documents themselves incorporated by reference in the documents incorporated by reference in this Offering Circular shall not form part of this Offering Circular.

Any non-incorporated parts of a document referred to herein are either deemed not relevant for an investor or are otherwise covered elsewhere in this Offering Circular.

The Issuer will, in the event of any significant new factor, material mistake or inaccuracy relating to information included in this Offering Circular which is capable of affecting the assessment of any Notes, prepare a supplement to this Offering Circular or publish a new Offering Circular for use in connection with any subsequent issue of Notes.

## FORM OF THE NOTES

The Notes of each Series will either be in bearer form, with or without interest coupons (**Coupons**) attached (**Bearer Notes**), or registered form, without interest coupons attached (**Registered Notes**). The Notes will be issued outside the United States and, in certain instances, only to non-U.S. persons, in reliance on Regulation S.

Notes to be listed on the ISM of the London Stock Exchange will be accepted for clearance through Euroclear Bank SA/NV and Clearstream.

### **Bearer Notes**

Each Tranche of Bearer Notes will be in bearer form and will initially be represented by either a temporary bearer global note (a **Temporary Bearer Global Note**) or a permanent bearer global note (a **Permanent Bearer Global Note** and, together with a Temporary Bearer Global Note, the **Bearer Global Notes**, and each a **Bearer Global Note**) as indicated in the applicable Pricing Supplement, which, in either case, will be delivered on or prior to the original issue date of the Tranche to a common depository (the **Common Depository**) for Euroclear and Clearstream. While any Bearer Note is represented by a Temporary Bearer Global Note, payments of principal, interest (if any) and any other amount payable in respect of the Notes due prior to the Exchange Date (as defined below) will be made against presentation of the Temporary Bearer Global Note only to the extent that certification (in a form to be provided) to the effect that the beneficial owners of interests in such Note are not U.S. persons or persons who have purchased for resale to any U.S. person, as required by U.S. Treasury regulations, has been received by Euroclear and/or Clearstream, as applicable, and Euroclear and/or Clearstream, as applicable, has given a like certification (based on the certifications it has received) to the Principal Paying Agent.

On and after the date (the **Exchange Date**) which, for each Tranche in respect of which a Temporary Bearer Global Note is issued, is 40 days after the Temporary Bearer Global Note is issued, interests in such Temporary Bearer Global Note will be exchangeable (free of charge) upon a request as described therein either for (i) interests in a Permanent Bearer Global Note of the same Series or (ii) definitive Bearer Notes (**Definitive Bearer Notes**) of the same Series with, where applicable, receipts, interest coupons and talons attached (as indicated in the applicable Pricing Supplement), in each case against certification of beneficial ownership as described above, unless such certification has already been given. The holder of a Temporary Bearer Global Note will not be entitled to collect any payment of interest, principal or other amount due on or after the Exchange Date unless, upon due certification, exchange of the Temporary Bearer Global Note for an interest in a Permanent Global Note or for Definitive Bearer Notes is improperly withheld or refused.

Payments of principal, interest (if any) or any other amounts on a Permanent Bearer Global Note will be made through Euroclear and/or Clearstream against presentation or surrender (as the case may be) of the Permanent Bearer Global Note without any requirement for certification.

The applicable Pricing Supplement will specify that a Permanent Bearer Global Note will be exchangeable (free of charge), in whole but not in part, for Definitive Bearer Notes with, where applicable, receipts, interest coupons and talons attached only upon the occurrence of an Exchange Event.

For these purposes, **Exchange Event** means that (i) an Event of Default has occurred and is continuing or (ii) the Issuer has been notified that both Euroclear and Clearstream have been closed for business for a continuous period of 14 days (other than by reason of holiday, statutory or otherwise) or have announced an intention permanently to cease business or have in fact done so and no successor or alternative clearing system to the satisfaction of the Trustee is available. The Issuer will promptly give notice to the Noteholders in accordance with Condition 14 if an Exchange Event occurs. In the event

of the occurrence of an Exchange Event, Euroclear and/or Clearstream (acting on the instructions of any holder of an interest in such Permanent Bearer Global Note) or the Trustee may give notice to the Principal Paying Agent requesting exchange. Any such exchange shall occur not later than 45 days after the date of receipt of the first relevant notice by the Principal Paying Agent.

The exchange of a Permanent Bearer Global Note for definitive Bearer Notes upon notice from Euroclear and/or Clearstream (acting on the instructions of any holder) or at any time at the request of the Issuer should not be expressed to be applicable in the applicable Pricing Supplement if the Bearer Notes are issued with a minimum Specified Denomination such as €100,000 (or its equivalent in another currency) plus one or more higher integral multiples of another smaller amount such as €1,000 (or its equivalent in another currency). Furthermore, such Specified Denomination construction is not permitted in relation to any issue of Bearer Notes which is to be represented on issue by a Temporary Bearer Global Note exchangeable for definitive Notes.

The following legend will appear on all Bearer Notes (other than Temporary Bearer Global Notes), receipts and interest coupons relating to such Notes where TEFRA D is specified in the applicable Pricing Supplement:

“ANY UNITED STATES PERSON WHO HOLDS THIS OBLIGATION WILL BE SUBJECT TO LIMITATIONS UNDER THE UNITED STATES INCOME TAX LAWS, INCLUDING THE LIMITATIONS PROVIDED IN SECTIONS 165(j) AND 1287(a) OF THE INTERNAL REVENUE CODE.”

The sections referred to provide that United States holders, with certain exceptions, will not be entitled to deduct any loss on Notes, receipts or interest coupons and will not be entitled to capital gains treatment in respect of any gain on any sale, disposition, redemption or payment of principal in respect of such Notes, receipts or interest coupons.

Notes which are represented by a Bearer Global Note will only be transferable in accordance with the rules and procedures for the time being of Euroclear or Clearstream, as the case may be.

### **Registered Notes**

The Registered Notes of each Tranche will initially be represented by a global note in registered form (a **Registered Global Note**).

Registered Global Notes will be deposited with, and registered in the name of a nominee of, a common depository for Euroclear and Clearstream. Persons holding beneficial interests in Registered Global Notes will be entitled, under the circumstances described below, to receive physical delivery of definitive Notes in fully registered form (**Definitive Registered Notes**).

Payments of principal, interest and any other amount in respect of the Registered Global Notes will, in the absence of provision to the contrary, be made to the person shown on the Register (as defined in Condition 6.4) as the registered holder of the Registered Global Notes. None of the Issuer, the Trustee any Paying Agent or the Registrar (each as defined under “*Terms and Conditions of the Notes*”) will have any responsibility or liability for any aspect of the records relating to or payments or deliveries made on account of beneficial ownership interests in the Registered Global Notes, or for maintaining, supervising or reviewing any records relating to such beneficial ownership interests.

Payments of principal, interest or any other amount in respect of the Definitive Registered Notes will, in the absence of provision to the contrary, be made to the persons shown on the Register on the relevant Record Date (as defined in Condition 6.4) immediately preceding the due date for payment in the manner provided in that Condition.

Interests in a Registered Global Note will be exchangeable (free of charge), in whole but not in part, for Definitive Registered Notes without receipts, interest coupons or talons attached only upon the occurrence of an Exchange Event (as defined under “— *Bearer Notes*”).

The Issuer will promptly give notice to the Noteholders and the Trustee in accordance with Condition 14 if an Exchange Event occurs. In the event of the occurrence of an Exchange Event, Euroclear and/or Clearstream (acting on the instructions of any holder of an interest in such Registered Global Note) or the Trustee may give notice to the Registrar requesting exchange. Any such exchange shall occur not later than ten days after the date of receipt of the first relevant notice by the Registrar.

### **Transfer of Interests**

Interests in a Registered Global Note may, subject to compliance with all applicable restrictions, be transferred to a person who wishes to hold such interest in another Registered Global Note. No beneficial owner of an interest in a Registered Global Note will be able to transfer such interest, except in accordance with the applicable procedures of Euroclear and Clearstream, in each case to the extent applicable.

### **General**

Pursuant to the Agency Agreement (as defined under “*Terms and Conditions of the Notes*”), the Principal Paying Agent shall arrange that, where a further Tranche of Notes is issued which is intended to form a single Series with an existing Tranche of Notes at a point after the Issue Date of the further Tranche, the Notes of such further Tranche shall be assigned a common code and ISIN number which are different from the common code and ISIN assigned to Notes of any other Tranche of the same Series until such time as the Tranches are consolidated and form a single Series, which shall not be prior to the expiry of the Distribution Compliance Period (as defined in Regulation S under the Securities Act) applicable to the Notes of such Tranche.

For so long as any of the Notes is represented by a Bearer Global Note or a Registered Global Note (each a **Global Note**) held on behalf of Euroclear and/or Clearstream, each person (other than Euroclear and/or Clearstream) who is for the time being shown in the records of Euroclear or Clearstream as the holder of a particular nominal amount of such Notes (in which regard any certificate or other document issued by Euroclear or Clearstream as to the nominal amount of such Notes standing to the account of any person shall be conclusive and binding for all purposes save in the case of manifest error) shall be treated by the Trustee, the Issuer and their agents as the holder of such nominal amount of such Notes for all purposes other than with respect to the payment of principal or interest on such nominal amount of such Notes, for which purpose the bearer of the relevant Bearer Global Note or the registered holder of the relevant Registered Global Note shall be treated by the Trustee, the Issuer and their agents as the holder of such nominal amount of such Notes in accordance with and subject to the terms of the relevant Global Note and the Agency Agreement, and the expressions **Noteholder** and **holder of Notes** and related expressions shall be construed accordingly.

Any reference herein to Euroclear and/or Clearstream shall, whenever the context so permits, be deemed to include a reference to any additional or alternative clearing system specified in the applicable Pricing Supplement.

## APPLICABLE PRICING SUPPLEMENT

Set out below is the form of Pricing Supplement which will be completed for each Tranche of Notes, whatever the denomination of those Notes, issued under the Programme.

[Date]

[Housing Development Finance Corporation Limited

Legal entity identifier (LEI): 3358000X2H9AP7NHLT64

Issue of [Aggregate Nominal Amount of Tranche] [Title of Notes] under the  
U.S.\$2,800,000,000

### MEDIUM TERM NOTE PROGRAMME

#### CONTRACTUAL TERMS

[Any person making or intending to make an offer of the Notes may only do so in circumstances in which no obligation arises for the Issuer or any Dealer to publish a prospectus pursuant to Article 3 of the Prospectus Directive or to supplement a prospectus pursuant to Article 16 of the Prospectus Directive, in each case, in relation to such offer.]<sup>1</sup>

This document constitutes the Pricing Supplement for the Notes described herein. This document must be read in conjunction with the Offering Circular dated 27 February 2018 [as supplemented by the supplement[s] dated [date [s]]] (the **Offering Circular**). Full information on the Issuer and the offer of the Notes is only available on the basis of the combination of this Pricing Supplement and the Offering Circular. Copies of the Offering Circular may be obtained from [address].

Terms used herein shall be deemed to be defined as such for the purposes of the Conditions (the **Conditions**) set forth in the Offering Circular [dated [original date] [and the supplement dated [date]]] which are incorporated by reference in the Offering Circular].

**[MiFID II product governance / Professional investors and ECPs only target market** — Solely for the purposes of [the/each] manufacturer's product approval process, the target market assessment in respect of the Notes has led to the conclusion that: (i) the target market for the Notes is eligible counterparties and professional clients only, each as defined in [Directive 2014/65/EU (as amended, **MiFID II**)]/[MiFID II]; and (ii) all channels for distribution of the Notes to eligible counterparties and professional clients are appropriate. Any person subsequently offering, selling or recommending the Notes (a **distributor**) should take into consideration the manufacturer['s/s'] target market assessment; however, a distributor subject to MiFID II is responsible for undertaking its own target market assessment in respect of the Notes (by either adopting or refining the manufacturer['s/s'] target market assessment) and determining appropriate distribution channels.]

**[PRIIPs Regulation/[ Prospectus Directive/] PROHIBITION OF SALES TO EEA RETAIL INVESTORS** — The Notes are not intended to be offered, sold or otherwise made available to and should not be offered, sold or otherwise made available to any retail investor in the European Economic Area (**EEA**). For these purposes, a retail investor means a person who is one (or more) of: (i) a retail client as defined in point (11) of Article 4(1) of [MiFID II]/[Directive 2014/65/EU (as amended, **MiFID II**)]; (ii) a customer within the meaning of Directive 2002/92/EC (as amended, the **Insurance Mediation Directive**), where that customer would not qualify as a professional client as defined in point (10) of Article 4(1) of MiFID II. Consequently no key information document required

<sup>1</sup> Do not include if the "Prohibition of Sales to EEA Retail Investors" legend is included (because the Notes potentially constitute "package products" and no key information document will be prepared" and the related selling restriction is specified to be "Applicable".



by Regulation (EU) No 1286/2014 (as amended the **PRIIPs Regulation**) for offering or selling the Notes or otherwise making them available to retail investors in the EEA has been prepared and therefore offering or selling the Notes or otherwise making them available to any retail investor in the EEA may be unlawful under the PRIIPs Regulation. ]

*[Include whichever of the following apply or specify as “Not Applicable”. Note that the numbering should remain as set out below, even if “Not Applicable” is indicated for individual paragraphs or subparagraphs. Italics denote directions for completing the Pricing Supplement.]*

*[If the Notes have a maturity of less than one year from the date of their issue, the minimum denomination may need to be £100,000 or its equivalent in any other currency.]*

1. Issuer: ..... Housing Development Finance Corporation Limited
2. (a) Series Number:..... [       ]
- (b) Tranche Number: ..... [       ]
- (c) Date on which the Notes will be consolidated and form a single Series: ..... The Notes will be consolidated and form a single Series with *[identify earlier Tranches]* on [the Issue Date/exchange of the Temporary Global Note for interests in the Permanent Global Note, as referred to in paragraph [       ] below, which is expected to occur on or about *[date]*]/[Not Applicable].

3. Specified Currency or Currencies: ..... [       ]

*[In case of a denomination in INR, the below is to be included:*

The lawful currency of India (**Indian Rupees or INR**), provided that all payments in respect of the Notes will be made in United States Dollars (**USD**).]

4. Aggregate Nominal Amount:

- (a) Series: ..... [       ]
- (b) Tranche:..... [       ] per cent.

5. (a) Issue Price: ..... [       ] per cent. of the Aggregate Nominal Amount [plus accrued interest from *[insert date]* (if applicable)]

*[In case of a denomination in INR, the below is to be included:*

The Issue Price will be payable in USD and will be based on the Aggregate Nominal Amount (in INR) divided by the conversion rate reported by the RBI and displayed on Reuters page “RBIB” at approximately [       ] p.m., Mumbai, on [       ].]

- (b) [Net proceeds: . . . . . [            ]
- (c) [Private bank rebate/selling commission: . . . . . [            ]
- (d) [Discretionary fee: . . . . . [            ]
6. (a) Specified Denominations: . . . . . [            ] *(N.B. Notes must have a minimum denomination of € 100,000 or equivalent) (Note — where Bearer Notes with multiple denominations above [€ 100,000] or equivalent are being used with respect to Bearer Notes, the following sample wording should be followed: “[€ 100,000] and integral multiples of [C= 1,000] in excess thereof up to and including [€ 199,000]. No Notes in definitive form will be issued with a denomination above [= C= 199,000].”)*
- (N.B. If an issue of Notes is (i) NOT admitted to trading on a European Economic Area exchange; and (ii) only offered in the European Economic Area in circumstances where a prospectus is not required to be published under the Prospectus Directive the € 100,000 minimum denomination is not required.) (In the case of Registered Notes, this means the minimum integral amount in which transfers can be made.)*
- [In case of a denomination in INR, the below is to be included:*
- [INR[            ] and integral multiples thereof].
- (b) Calculation Amount (in relation to the calculation of interest in global form see Conditions): . . . . . [            ] *(If only one Specified Denomination, insert the Specified Denomination.*
- If more than one Specified Denomination, insert the highest common factor. Note: There must be a common factor in the case of two or more Specified Denominations.)*
7. (a) Issue Date: . . . . . [            ]
- (b) Interest Commencement Date: . . . . . [Specify/Issue Date/Not Applicable]
- (N.B. An Interest Commencement Date will not be relevant for certain Notes, for example Zero Coupon Notes.)*

8. Maturity Date: . . . . . [*Fixed rate* —specify date/*Floating rate* — Interest Payment Date falling in or nearest to [*specify month and year*].]
- [*In case of a denomination in INR, the below is to be included:*
- [ ] (subject to an adjustment in accordance with item 23 below).]
9. Interest Basis: . . . . . [[ ] per cent. Fixed Rate]
- [[*specify Reference Rate*] +/- [ ] per cent.
- Floating Rate] [Zero Coupon]
- [Index Linked Interest]
- [Dual Currency Interest] [*specify other*]
- (further particulars specified below)
10. Redemption/Payment Basis: . . . . . [Redemption at par]
- [Index Linked Redemption]
- [Dual Currency Redemption] [Partly Paid]
- [Instalment]
- [*specify other*]
11. Change of Interest Basis or Redemption/Payment Basis: . . . . . [Applicable/Not Applicable]
- (*if applicable, specify details of any provision for change of Notes into another Interest Basis or Redemption/Payment Basis.*)
12. [Put/Call Options: . . . . . [Not Applicable]
- [Investor Put]
- [Issuer Call]
- [(*further particulars specified below*)]]
13. (a) Date of Board approval for issuance of Notes obtained: . . . . . [ ] [and [ ], respectively]]/[None required]
- (*N.B. Only relevant where Board (or similar) approval or consent is required for the particular tranche of Notes.*)

(b) Date of regulatory approval/consent for issuance of Notes obtained: . . . . . [ ]/[None required]  
*(N.B. Only relevant where regulatory (or similar) approval or consent is required for the particular tranche of Notes.)*

14. Listing: . . . . . [[ ]/specify other/None]  
*(N.B. Consider disclosure requirements under the EU Prospectus Directive applicable to securities admitted to an EU regulated market.)*

15. Method of distribution: . . . . . [Syndicated/Non-syndicated]

**PROVISIONS RELATING TO INTEREST (IF ANY) PAYABLE**

16. Fixed Rate Note Provisions: . . . . . [Applicable/Not Applicable]  
*(If not applicable, delete the remaining subparagraphs of this paragraph)*

(a) Rate(s) of Interest: . . . . . [ ] per cent. per annum payable in arrear on each Interest Payment Date.

(b) Interest Payment Date(s): . . . . . [ ] in each year up to and including the Maturity Date/[ ] (each as may be subject to adjustment in accordance with item 23 below).

*(Amend appropriately in the case of irregular coupons)*

(c) Fixed Coupon Amount(s) for Notes in definitive form (and in relation to Notes in global form see Conditions): . . . . . [ ] per Calculation Amount.  
*[In case of a denomination in INR, the below is to be included:*

INR[ ] per Calculation Amount, payable in USD by applying the following formula:

INR[ ] divided by the Reference Rate.]

(d) Broken Amount(s) for Notes in definitive form (and in relation to Notes in global form see Conditions): . . . . . [[ ] per Calculation Amount, payable on the Interest Payment Date falling [in/on] [ ]/[Not Applicable]

(e) Day Count Fraction: . . . . . [Actual/Actual (ICMA)]; [30/360]; [Actual/365 (Fixed)] [specify other]

(f) Determination Date(s): . . . . . [[ ] in each year]/[Not Applicable] *(Only relevant where Day Count Fraction is Actual/Actual (ICMA). In such case, insert regular interest payment dates, ignoring the issue date or maturity date in the case of a long or short first or last coupon)*

- (g) Other terms relating to the method of calculating interest for Fixed Rate [None/Give details]  
Notes: .....
17. Floating Rate Note Provisions ..... [Applicable/Not Applicable]
- (If not applicable, delete the remaining subparagraphs of this paragraph)*
- (a) Specified Period(s)/Specified Interest Payment Dates: ..... [ ] [, subject to an adjustment in accordance with the Business Day Convention set out in (b) below, or not subject to any adjustment, as the Business Day Convention in (b) below is specified to be not applicable.]
- (b) Business Day Convention: ..... [Floating Rate Convention/Following Business Day Convention/Modified Following Business Day Convention/Preceding Business Day Convention/[specify other]/Not Applicable]
- (c) Additional Business Centre(s): ..... [ ]
- (d) Manner in which the Rate of Interest and Interest Amount is to be determined: ..... [Screen Rate Determination/ISDA Determination/[Not Applicable]/[specify other]]
- (e) Party responsible for calculating the Rate of Interest and Interest Amount (if not the Calculation Agent): .....
- (f) Screen Rate Determination: ..... [Applicable/Not Applicable]
- Reference Rate: ..... [ ] month [LIBOR/EURIBOR/specify other Reference Rate] *(Either LIBOR, EURIBOR or other, although additional information required if other, including fallback provisions in the Agency Agreement).*
  - Interest Determination Date(s):.. [ ] *(Second London business day prior to the start of each Interest Period if LIBOR (other than Sterling or euro LIBOR), first day of each Interest Period if Sterling LIBOR and the second day on which the TARGET2 System is open prior to the start of each Interest Period if EURIBOR or euro LIBOR.)*
  - Relevant Screen Page: ..... [ ]  
  
*(In the case of EURIBOR, if not Reuters EURIBOR 01, ensure it is a page which shows a composite rate or amend the fallback provisions appropriately.)*
- (g) ISDA Determination:
- Floating Rate ..... [ ] Option:

- Designated Maturity: . . . . . [       ]
- Reset Date: . . . . . [       ]

*(in the case of a LIBOR or EURIBOR based option, the first day of the Interest Period.)*

*(N.B. The fall-back provisions applicable to ISDA Determination under the 2006 ISDA Definitions are reliant upon the provision by reference banks of offered quotations for LIBOR and/or EURIBOR which, depending on market circumstances, may not be available at the relevant time)*

- (h) Margin(s): . . . . . [+/-][       ] per cent. per annum
- (i) Minimum Rate of Interest: . . . . . [       ] per cent. per annum
- (j) Maximum Rate of Interest: . . . . . [       ] per cent. per annum
- (k) Day Count Fraction: . . . . . [Actual/Actual (ISDA)] [Actual/Actual]

Actual/365 (Fixed)

Actual/365 (Sterling)

Actual/360 [30/360] [360/360]

[Bond Basis]

[30E/360]

[Eurobond Basis]

[30E/360 (ISDA)]

[specify other]

*(See Condition 5 for alternatives)*

- 18. Zero Coupon Note Provisions: . . . . . [Applicable/Not Applicable]

*(If not applicable, delete the remaining subparagraphs of this paragraph)*

- (a) Accrual Yield: . . . . . [       ] per cent. per annum
- (b) Reference Price: . . . . . [       ]
- (c) Any other formula/basis of determining the amount payable for Zero Coupon Notes: . . . . . [       ]
- (d) Day Count Fraction in relation to Early Redemption Amounts: . . . . . [30/360] [Actual/360] [Actual/365] [specify other]



19. Index Linked Interest Note Provisions . . . . [Applicable/Not Applicable]

*(If not applicable, delete the remaining subparagraphs of this paragraph)*

- (a) Index/Formula: . . . . . [give or annex details]
- (b) Calculation Agent: . . . . . [give name]
- (c) Calculation Agent responsible for calculating the interest due: . . . . . [            ]
- (d) Provisions for determining Coupon where calculation by reference to Index and/or Formula is impossible or impracticable: . . . . . [            ] *(Need to include a description of market disruption or settlement disruption events and adjustment provisions)*
- (e) Specified Period(s)/Specified Interest Payment Dates: . . . . . [            ]
- (f) Business Day Convention: . . . . . [Floating Rate Convention/Following Business Day Convention/Modified Following Business Day Convention/Preceding Business Day Convention/specify other]
- (g) Additional Business Centre(s): . . . . . [            ]
- (h) Minimum Rate of Interest: . . . . . [            ] per cent. per annum
- (i) Maximum Rate of Interest: . . . . . [            ] per cent. per annum
- (j) Day Count Fraction: . . . . . [            ]

20. Dual Currency Interest Note Provisions . . . . [Applicable/Not Applicable]

*(If not applicable, delete the remaining subparagraphs of this paragraph)*

- (a) Rate of Exchange/method of calculating Rate of Exchange: . . . . . [give or annex details]
- (b) Party responsible for calculating the Rate of Interest (if not the Calculation Agent) and the Interest Amount (if not the Principal Paying Agent): . . . . . [            ]
- (c) Provisions for determining Coupon where calculation by reference to Index and/or Formula is impossible or impracticable: . . . . . [            ]
- (d) Person at whose option the Specified Currency(ies) is/are payable: . . . . . [            ]

**PROVISIONS RELATING TO REDEMPTION**

21. [Issuer Call: . . . . . [Applicable/Not Applicable]

*(If not applicable, delete the remaining subparagraphs of this paragraph)*

- (a) Optional Redemption Date(s): . . . . . [            ]
- (b) Optional Redemption Amount and method, if any, of calculation of such amount(s): . . . . . [            ] per Calculation Amount/specify other/see Appendix]
- (c) If redeemable in part:
  - (i) Minimum Redemption Amount: . [            ]
  - (ii) Maximum Redemption Amount: . [            ]

(d) Notice period: . . . . . Minimum period: [15] days  
Maximum period: [30] days

*(N.B. If setting notice periods, the Issuer is advised to consider the practicalities of the distribution of information through intermediaries, for example, clearing systems (which require a minimum of five clearing system business days' notice for a call) and custodians, as well as any other notice requirements which may apply, for example, as between the Issuer and the Trustee).]*

22. [Investor Put: . . . . . [Applicable/Not Applicable]

*(If not applicable, delete the remaining subparagraphs of this paragraph)*

- (a) Optional Redemption Date(s): . . . . . [            ]
- (b) Optional Redemption Amount of each Note and method, if any, of calculation of such amount(s): . . . . . [[            ] per Calculation Amount/specify other/see Appendix]
- (c) Notice period: . . . . . Minimum period: [15] days

Maximum period: [30] days

*(N.B. When setting notice periods, the Issuer is advised to consider the practicalities of distribution of information through intermediaries, for example, clearing systems (which require a minimum of 15 clearing system business days' notice for a put) and custodians, as well as any other notice requirements which may apply, for example, as between the Issuer and the Trustee).]*

23. Final Redemption Amount . . . . . [ ] per Calculation Amount

*[In case of a denomination in INR, the below is to be included:*

The Final Redemption Amount per Calculation Amount will be payable in USD and determined by the Calculation Agent, on the Rate Fixing Date in respect of the Maturity Date, in accordance with Condition 7.1.]

24. Early Redemption Amount payable on redemption for taxation reasons or on an event of default and/or the method of calculating the same (if requires): . . . . .

[[ ] per Calculation Amount/*specify other/see Appendix*] *[In case of a denomination in INR, the below is to be included:*

The Final Redemption Amount as determined in accordance with Condition 7.1, provided that, for purposes of such determination, the Scheduled Rate Fixing Date shall be the date that is two Fixing Business Days prior to the date upon which the Notes become due and payable.]

**GENERAL PROVISIONS APPLICABLE TO THE NOTES**

25. Form of Notes: . . . . . [Bearer Notes:

[Temporary Bearer Global Note exchangeable for a Permanent Bearer Global Note which is exchangeable for Definitive Bearer Notes only upon an Exchange Event.]

[Temporary Bearer Global Note exchangeable for Definitive Bearer Notes on and after the Exchange Date] [Permanent Bearer Global Note exchangeable for Definitive Bearer Notes only upon an Exchange Event.]

[Registered Notes:

Registered Global Note ([ ] nominal amount) registered in the name of a nominee for a common depositary for Euroclear and Clearstream (*specify nominal amounts*).]

26. Additional Financial Centres: . . . . . [Not Applicable/*give details*]

*(Note that this item relates to the date of payment and not Interest Period end dates to which items 17(c) and 19(f) relate.)*

27. Talons for future Coupons to be attached to Definitive Notes: . . . . .

[Yes, as the Notes have more than 27 coupon payments, Talons may be required if, on exchange into definitive form, more than 27 coupon payments are still to be made/No]

28. Details relating to Partly Paid Notes: amount of each payment comprising the Issue Price and date on which each payment is to be made and consequences (if any) of failure to pay, including any right of the Issuer to forfeit the Notes and interest due on late payment: . . . . . [Not Applicable/give details. N.B. a new form of Temporary Bearer Global Note and/or Permanent Bearer Global Note may be required for Partly Paid issues.]
29. Details relating to Instalment Notes: . . . . . [Not Applicable]
- (a) [Instalment Amount(s): . . . . . [give details]]
- (b) [Instalment Date(s): . . . . . [give details]]
30. Redenomination applicable: . . . . . [Applicable/Not Applicable]
31. Permitted Security Interest Date: . . . . . [ ]
32. Other terms or special conditions . . . . . [Applicable/Not Applicable]

**DISTRIBUTION**

33. (a) If syndicated, names of Managers: . . . . . [Not Applicable/give names]
- (b) Stabilising Manager(s) (if any): . . . . . [Not Applicable/give name(s)]
34. If non-syndicated, name of relevant Dealer: . . . . . [ ]
35. Whether TEFRA D or TEFRA C rules are applicable or TEFRA rules are not applicable: . . . . . [TEFRA D/TEFRA C/TEFRA rules are not applicable]
36. U.S. Selling Restrictions: . . . . . Regulation S, Category [1/2]
37. Prohibition of Sales to EEA Retail Investors: . . . . . [Applicable/Not Applicable]
- (If Notes clearly do not constitute “packaged” products, “Not Applicable” should be specified. If the Notes may constitute “packaged” products and no key information document will be prepared, “Applicable” should be specified.)
38. Additional selling restrictions: . . . . . [Not Applicable/give details]

**OPERATIONAL INFORMATION**

39. Any clearing system(s) other than Euroclear and Clearstream and the relevant identification number(s): . . . . . [Not Applicable/give name(s) and number(s)]
40. Delivery: . . . . . Delivery [against/free of] payment

41. Additional Paying Agent(s) (if any): . . . . . [            ]

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ISIN: . . . . . [            ]

Common Code: . . . . . [            ]

Financial Instrument Short Name (FISN): . . . . . [            ]

*(If the CFI and/or FISN is not required,  
requested or available, it/they should be  
specified to be "Not Applicable")*

CFI: . . . . . [            ]

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**THIRD PARTY INFORMATION**

[[            ] has been extracted from [            ]. The Issuer confirms that such information has been accurately reproduced and that, so far as it is aware and is able to ascertain from information published by [            ], no facts have been omitted which would render the reproduced information inaccurate or misleading.]

This Pricing Supplement comprises the final terms required to list the issue of Notes described herein pursuant to the U.S.\$2,800,000,000 Medium Term Note Programme of Housing Development Finance Corporation Limited.]

Signed on behalf of Housing Development Finance Corporation Limited

By: \_\_\_\_\_  
*Duly authorised*

## PART B — OTHER INFORMATION

1. **LISTING** . . . . . [Application [has been made/is expected to be made] by the Issuer (or on its behalf) for the Notes to be listed on [*specify market — note this must not be a regulated market*] with effect from [            ].] [Not Applicable]

2. **INTERESTS OF NATURAL AND LEGAL PERSONS INVOLVED IN THE ISSUE**

[Save for any fees payable to the [Managers/Dealers], so far as the Issuer is aware, no person involved in the issue of the Notes has an interest material to the offer. The [*Managers/Dealers*] and their affiliates have engaged, and may in the future engage, in investment banking and/or commercial banking transactions with, and may perform other services for, the Issuer and its affiliates in the ordinary course of business — *Amend as appropriate if there are other interests.*]

3. **[USE OF PROCEEDS]**

Use of Proceeds: . . . . . [            ] [Other]

*(Only required if the use of proceeds is different to that stated in the Offering Circular)*

**OPERATIONAL INFORMATION**

- (i) ISIN: . . . . . [            ]
- (ii) Common Code: . . . . . [            ]
- (iii) Any clearing system(s) other than Euroclear and Clearstream, and the relevant identification number(s): . . . [Not Applicable/*give name(s) and number(s)*]
- (iv) Delivery: . . . . . Delivery [against/free of] payment
- (v) Names and addresses of additional Paying Agent(s) (if any): . . . . . [            ]

5. **DISTRIBUTION**

- (i) Method of distribution: . . . . . [Syndicated/Non-syndicated]
- (ii) If syndicated, names of Managers: . . . [Not Applicable/*give names*]
- (iii) Stabilisation Manager(s) (if any): . . . [Not Applicable/*give name(s)*]
- (iv) If non-syndicated, name of relevant Dealer: . . . . . [Not Applicable/*give name*]
- (v) U.S. Selling Restrictions: . . . . . Reg. S Compliance Category [1/2/3]; [TEFRA D/TEFRA C/TEFRA rules are not applicable]
- (vi) Additional Selling Restrictions: . . . . . [Not Applicable/*give details*]

*(Additional selling restrictions are only likely to be relevant for certain structured Notes, such as commodity linked Notes).*



## TERMS AND CONDITIONS OF THE NOTES

*As of the date of this Offering Circular prepared in connection with the Notes (the **Offering Circular**), the Issuer is only permitted to issue Indian Rupee denominated bonds overseas. The Issuer reserves the right to issue notes in other currencies overseas as and when permitted by the Reserve Bank of India (the **RBI**).*

*The following are the Terms and Conditions of the Notes which will be incorporated by reference into each Global Note (as defined below) and each definitive Note, in the latter case only if permitted by the relevant stock exchange or other relevant authority (if any) and agreed by the Issuer and the relevant Dealer at the time of issue but, if not so permitted and agreed, such definitive Note will have endorsed thereon or attached thereto such Terms and Conditions. The applicable Pricing Supplement in relation to any Tranche of Notes may specify other terms and conditions which shall, to the extent so specified or to the extent inconsistent with the following Terms and Conditions, replace or modify the following Terms and Conditions for the purpose of such Notes. The applicable Pricing Supplement (or the relevant provisions thereof) will be endorsed upon, or attached to, each Global Note and definitive Note.*

*For any redemption prior to the Maturity Date (as defined below) under the Conditions (as defined below) including, but not limited to, an Issuer Tax Call, Issuer Call, Investor Put or an Event of Default (each as defined in the Terms and Conditions of the Notes), the Issuer is required to obtain the prior approval of the Reserve Bank of India or the AD Bank (as defined below), as the case may be, in accordance with the ECB Master Directions (as defined below), before providing notice for or effecting a redemption prior to the Maturity Date, and such approval may not be provided. See “Risk Factors — Risks Relating to an Investment in Rupee denominated Notes — Approval of the RBI or an AD Bank, as the case may be, is required for redemption of Rupee denominated Notes prior to maturity, including upon an Event of Default (as defined in the Terms and Conditions of the Notes)”.*

*The Notes will, when issued, be in the nature of Indian Rupee denominated notes, which are to be issued overseas in accordance with the Master Direction on ECB, Trade Credit, Borrowing and Lending in Foreign Currency by Authorised Dealers and Persons other than Authorised Dealers dated 1 January 2016, as amended from time to time (the **ECB Master Directions**).*

*The Notes will be offered, sold and transferred only to investors who are eligible to purchase Notes under applicable laws and regulations and who are in compliance with the FATF Requirements (as defined in the Offering Circular).*

This Note is one of a Series (as defined below) of Notes issued by Housing Development Finance Corporation Limited (the **Issuer**) and constituted by an amended and restated trust deed dated 27 February 2018 (as further modified and/or supplemented and/or restated from time to time, the **Trust Deed**) made between the Issuer and Citicorp International Limited (the **Trustee** which expression shall include any successor as Trustee).

References herein to the Notes shall be references to the Notes of this Series and shall mean:

- (a) in relation to any Notes represented by a global Note (a **Global Note**), units of the lowest Specified Denomination in the Specified Currency;
- (b) any Global Note in bearer form (a **Bearer Global Note**);
- (c) any Global Note in registered form (a **Registered Global Note**);
- (d) definitive Notes in bearer form (**Definitive Bearer Notes**, and together with Bearer Global Notes, the **Bearer Notes**) issued in exchange for a Bearer Global Note; and

- (e) definitive Notes in registered form (**Definitive Registered Notes**, and together with Registered Global Notes, the Registered Notes), whether or not issued in exchange for a Registered Global Note.

The Notes, the Receipts (as defined below) and the Coupons (as defined below) have the benefit of an Agency Agreement (such **Agency Agreement** as amended and/or supplemented and/or restated from time to time, the Agency Agreement) dated 14 February 2017 and made between the Issuer, the Trustee, Citibank N.A., London Branch as principal paying agent (the **Principal Paying Agent**, which expression shall include any successor principal paying agent) and the other paying agents named therein (together with the Principal Paying Agent, the **Paying Agents**, which expression shall include any additional or successor paying agents) and Citibank N.A., London Branch as transfer agent (the **Transfer Agent**, which expression shall include any substitute or any additional transfer agents appointed in accordance with the Agency Agreement) and Citigroup Global Markets Deutschland, AG as registrar (the **Registrar**, which expression shall include any successor registrar and together with the Paying Agents and Transfer Agents, the **Agents**).

Interest-bearing Definitive Bearer Notes have interest coupons (**Coupons**) and, in the case of Bearer Notes which, when issued in definitive form, have more than 27 interest payments remaining, talons for further Coupons (**Talons**) attached on issue. Any reference herein to Coupons or coupons shall, unless the context otherwise requires, be deemed to include a reference to Talons or talons. Notes repayable in instalments have receipts (**Receipts**) for the payment of the instalments of principal (other than the final instalment) attached on issue. Registered Notes and Global Notes do not have Receipts, Coupons or Talons attached on issue.

The Pricing Supplement for this Note (or the relevant provisions thereof) is attached to or endorsed on this Note and supplements these Terms and Conditions (Conditions) and may specify other terms and conditions which shall, to the extent so specified or to the extent inconsistent with these Conditions, replace or modify these Conditions for the purposes of this Note. References to the applicable Pricing Supplement are to the Pricing Supplement (or the relevant provisions thereof) attached to or endorsed on this Note..

Any reference to **Noteholders** or **holders** in relation to any Notes shall mean (in the case of Bearer Notes) the holders of the Notes and (in the case of Registered Notes) the persons in whose names the Notes are registered and shall, in relation to any Notes represented by a Global Note, be construed as provided below. Any reference herein to **Receiptholders** shall mean the holders of the Receipts and any reference herein to **Couponholders** shall mean the holders of the Coupons and shall, unless the context otherwise requires, include the holders of the Talons. The Trustee acts for the benefit of the Noteholders, the Receiptholders and the Couponholders, in accordance with the provisions of the Trust Deed.

As used herein, **Tranche** means Notes which are identical in all respects (including as to listing and admission to trading) and **Series** means a Tranche of Notes together with any further Tranche or Tranches of Notes which (i) are expressed to be consolidated and form a single series and (ii) have the same terms and conditions which are the same in all respects save for the amount and date of the first payment of interest thereon and the date from which interest starts to accrue.

Copies of the Trust Deed and the Agency Agreement are available for inspection during normal business hours at the registered office for the time being of the Trustee and the Principal Paying Agent. Copies of the applicable Pricing Supplement are obtainable during normal business hours at the specified office of the Trustee and the Principal Paying Agent save that, if this Note is an unlisted Note of any Series, the applicable Pricing Supplement will only be obtainable by a Noteholder holding one or more unlisted Notes of that Series and such Noteholder must produce evidence satisfactory to the Trustee or the Principal Paying Agent, as the case may be, as to its holding of such Notes and identity. The Noteholders, the Receiptholders and the Couponholders are deemed to have notice of, and are entitled to the benefit of, and are bound by, all the provisions of the Trust Deed, the Agency Agreement and the applicable Pricing Supplement which are applicable to them. The statements in these Conditions include summaries of, and are subject to, the detailed provisions of the Trust Deed and the Agency Agreement.

Words and expressions defined in the Trust Deed and the Agency Agreement or used in the applicable Pricing Supplement shall have the same meanings where used in these Conditions unless the context otherwise requires or unless otherwise stated and provided that, in the event of inconsistency between the Trust Deed and the Agency Agreement, the Trust Deed will prevail and, in the event of inconsistency between the Trust Deed or the Agency Agreement and the applicable Pricing Supplement, the applicable Pricing Supplement will prevail.

## 1. FORM, DENOMINATION AND TITLE

The Notes may be in bearer form (**Bearer Notes**) or in registered form (**Registered Notes**) as specified in the applicable Pricing Supplement and, in the case of definitive Notes, will be serially numbered, in the currency (the **Specified Currency**) and the denominations (the **Specified Denomination(s)**), specified in the applicable Pricing Supplement. Save as provided in Condition 2, Notes of one Specified Denomination may not be exchanged for Notes of another Specified Denomination.

Unless this Note is an Exempt Note, this Note may be a Fixed Rate Note, a Floating Rate Note or a Zero Coupon Note, or a combination of any of the foregoing, depending upon the Interest Basis shown in the applicable Pricing Supplement.

If this Note is an Exempt Note, this Note may be a Fixed Rate Note, a Floating Rate Note, a Zero Coupon Note, an Index Linked Interest Note, a Dual Currency Interest Note or a combination of any of the foregoing, depending upon the Interest Basis shown in the applicable Pricing Supplement.

If this Note is an Exempt Note, this Note may also be an Index Linked Redemption Note, an Instalment Note, a Dual Currency Redemption Note, a Partly Paid Note or a combination of any of the foregoing, depending upon the Redemption/Payment Basis shown in the applicable Pricing Supplement.

Definitive Bearer Notes are issued with Coupons attached, unless they are Zero Coupon Notes in which case references to Coupons and Couponholders in these Conditions are not applicable.

Subject as set out below, title to the Bearer Notes, Receipts and Coupons will pass by delivery. Title to Registered Notes will pass upon registration of transfer in the books of the Registrar in accordance with the provisions of the Agency Agreement. The Issuer, the Trustee, the Principal Paying Agent, any Paying Agent, the Registrar and the Transfer Agent will (except as otherwise ordered by a court of competent jurisdiction or required by law) deem and treat the bearer of any Bearer Note, Receipt or Coupon and any person in whose name a Registered Note is registered as the absolute owner thereof (whether or not overdue and notwithstanding any notice of ownership or writing thereon or notice of any previous loss or theft thereof) for all purposes but, in the case of any Global Note, without prejudice to the provisions set out in the next succeeding paragraph.

For so long as any of the Notes is represented by a Global Note held by a common depositary or its nominee on behalf of Euroclear Bank SA/NV (**Euroclear**) and/or Clearstream Banking S.A. (**Clearstream, Luxembourg**), each person (other than Euroclear or Clearstream, Luxembourg) who is for the time being shown in the records of Euroclear or Clearstream, Luxembourg as the holder of a particular nominal amount of such Notes (in which regard any certificate or other document issued by Euroclear or Clearstream, Luxembourg as to the nominal amount of such Notes standing to the account of any person shall be conclusive and binding for all purposes save in the case of manifest error) shall be treated by the Issuer, the Trustee, any Paying Agents, the Registrar and the Transfer Agent as the holder of such nominal amount of such Notes for all purposes other than with respect to the payment of principal or interest on such nominal amount of such Notes, for which purpose the bearer or registered holder of the relevant Global Note shall be treated by the Issuer, the Trustee, any Paying Agent, the Registrar and the Transfer Agent as the holder of such nominal amount of such Notes in accordance with and subject to the terms of the relevant Global Note and the expressions **Noteholder** and **holder of Notes** and related expressions shall be construed accordingly. In determining whether

a particular person is entitled to a particular nominal amount of Notes, as aforesaid, the Trustee may rely on such evidence and/or information and/or certification as it shall, in its absolute discretion, think fit and, if it does so rely, such evidence and/or information and/or certification shall, in the absence of manifest error, be conclusive and binding on all concerned.

Notes which are represented by a Global Note will be transferable only in accordance with the rules and procedures for the time being of Euroclear and Clearstream, Luxembourg, as the case may be. References to Euroclear and/or Clearstream, Luxembourg shall, whenever the context so permits, be deemed to include a reference to any additional or alternative clearing system specified in the applicable Pricing Supplement or as may otherwise be approved by the Issuer, the Trustee and the Principal Paying Agent.

## **2. TRANSFERS OF REGISTERED NOTES**

### **2.1 Maintenance of the Register**

A register of Notes (the **Register**) shall be maintained, which shall include the aggregate principal amount, serial numbers and dates of issue of Registered Notes, the names and addresses of the initial holders thereof and the dates of all transfers to, and the names and addresses of, all subsequent holders thereof, all cancellations of the Notes and all replacements of Notes. The Issuer shall have the right to obtain such records of the Register and the Issuer shall provide the same to the relevant authorities in India from time to time where required by such authorities.

### **2.2 Transfers of Interests in Registered Global Notes**

Transfers of beneficial interests in Registered Global Notes will be effected by Euroclear or Clearstream, Luxembourg, as the case may be, and, in turn, by other participants and, if appropriate, indirect participants in such clearing systems acting on behalf of beneficial transferors and transferees of such interests. A beneficial interest in a Registered Global Note will, subject to compliance with all applicable legal and regulatory restrictions, be exchangeable for Registered Notes in definitive form or for a beneficial interest in another Registered Global Note only in the authorised denominations set out in the applicable Pricing Supplement and only in accordance with the rules and operating procedures for the time being of Euroclear or Clearstream, Luxembourg, as the case may be, and in accordance with the terms and conditions specified in the Trust Deed and the Agency Agreement.

### **2.3 Transfers of Registered Notes Generally**

Registered Notes may not be exchanged for Bearer Notes and vice versa.

Holders of Definitive Registered Notes may exchange such Definitive Registered Notes for interests in a Registered Global Note of the same type at any time.

Upon the terms and subject to the conditions set forth in the Trust Deed and the Agency Agreement, a Definitive Registered Note may be transferred in whole or in part (in the authorised denominations set out in the applicable Pricing Supplement). In order to effect any such transfer: (i) the holder or holders must (a) surrender the Definitive Registered Note for registration of the transfer of the Definitive Registered Note (or the relevant part of the Definitive Registered Note) at the specified office of the Registrar or any Transfer Agent, with the form of transfer thereon duly executed by the holder or holders thereof or his or their attorney or attorneys duly authorised in writing and (b) complete and deposit such other certifications as may be required by the relevant Transfer Agent; and (ii) the Registrar or, as the case may be, the relevant Transfer Agent must, after due and careful enquiry, being satisfied with the documents of title and the identity of the person making the request and subject to such reasonable regulations as the Issuer, the Trustee, the Registrar, or as the case may be, the relevant Transfer Agent from time to time may prescribe (such initial regulations being set out in Schedule 4 to the Agency Agreement). Subject as provided above, the Registrar or, as the case may

be, the relevant Transfer Agent will, within three business days (being for this purpose a day on which banks are open for business in the city where the specified office of the Registrar or, as the case may be, the relevant Transfer Agent is located) of the request (or such longer period as may be required to comply with any applicable fiscal or other laws or regulations) authenticate and deliver, or procure the authentication and delivery of, at its specified office to the transferee or (at the risk of the transferee) send by mail to such address as the transferee may request, a new Definitive Registered Note of a like aggregate nominal amount to the Definitive Registered Note (or the relevant part of the Definitive Registered Note) transferred. In the case of the transfer of part only of a Definitive Registered Note, a new Definitive Registered Note in respect of the balance of the Definitive Registered Note not transferred will be so authenticated and delivered or (at the risk of the transferor) sent to the transferor.

## **2.4 Registration of Transfer upon Partial Redemption**

In the event of a partial redemption of Notes under Condition 7, the Issuer shall not be required to register the transfer of any Registered Note, or a part Registered Note, called for partial redemption.

## **2.5 Costs of Registration**

Registration of transfers will be effected without charge by or on behalf of the Issuer, the Registrar or the relevant Transfer Agent, but upon payment by the transferee (or the giving of such indemnity by the transferee as the Registrar or the relevant Transfer Agent may reasonably require in advance of the registration of transfers) in respect of any tax or other governmental charges which may be imposed in relation to it, provided that the Issuer shall not be responsible for any documentary stamp tax payable on the transfer effected in the Republic of India unless the Issuer is the counterparty directly liable for that documentary stamp tax.

## **3. STATUS**

The Notes are direct, unconditional, unsubordinated and (subject to the provisions of Condition 4.1) unsecured obligations of the Issuer and rank *pari passu* among themselves and (save for certain obligations required to be preferred by law) equally with all other unsubordinated and unsecured obligations (other than subordinated obligations, if any) of the Issuer, from time to time outstanding.

## **4. COVENANTS**

### **4.1 Negative Pledge**

So long as any of the Notes remain outstanding (as defined in the Trust Deed):

- (a) the Issuer will not create or permit to subsist any mortgage, charge, pledge, lien or other form of encumbrance or security interest (**Security**) upon the whole or any part of its undertaking, assets or revenue, present or future, to secure any International Investment Securities (as defined below), or to secure any guarantee or indemnity in respect of any International Investment Securities; and
- (b) the Issuer will procure that no other person gives any guarantee of, or indemnity in respect of, any of the Issuer's International Investment Securities,

unless, at the same time or prior thereto, the Issuer's obligations under the Notes and the Trust Deed (a) are secured equally and rateably therewith to the satisfaction of the Trustee, or (b) have the benefit of such other security, guarantee, indemnity or other arrangement as the Trustee in its absolute discretion shall deem to be not materially less beneficial to the Noteholders or as shall be approved by an Extraordinary Resolution (as defined in the Trust Deed).

For the purposes of these Conditions, **International Investment Securities** means any present or future indebtedness in the form of, or represented by, bonds, debentures or other debt securities which are for the time being quoted, listed, ordinarily dealt in or traded on any stock exchange or over-the-counter market, in each case outside India, and having an original maturity of more than one year from its date of issue payable or optionally payable in a currency other than Rupees or which are denominated in Rupees and more than 50 per cent. of the aggregate principal amount of which is initially distributed outside India by or with the authority of the Issuer.

#### **4.2 Consolidation, Amalgamation, Merger**

The Issuer may consolidate with, merge or amalgamate into or transfer its assets substantially as an entirety to any entity or convey or transfer its assets substantially as an entirety to any person (the consummation of any such event, a **Merger**), provided that:

- (a) the Issuer shall be solvent immediately prior thereto (as confirmed by a certificate which shall be binding on the Trustee and the Noteholders);
- (b) the Issuer shall have notified the Trustee and the Noteholders of such event;
- (c) the entity formed by such Merger or the person that acquired such properties and assets shall, upon consummation of the Merger, be solvent (as confirmed by a certificate stating that such will be the case signed by two directors on behalf of such entity and delivered to the Trustee prior to such merger and which shall be binding on the Trustee and the Noteholders) and shall expressly assume, by a supplemental trust deed, all obligations of the Issuer under the Trust Deed, the Agency Agreement and the Notes;
- (d) immediately after giving effect to any such Merger, no Event of Default shall have occurred or be continuing or would result therefrom; and
- (e) the corporation formed by such Merger, or the person that acquired such properties and assets, shall expressly agree, among other things, not to redeem the Notes pursuant to Condition 7.2 as a result of it becoming obliged to pay Additional Amounts as provided or referred to in Condition 8.1 arising solely as a result of the Merger.

#### **5. INTEREST**

The applicable Pricing Supplement will indicate whether the Notes are Fixed Rate Notes, Floating Rate Notes or Zero Coupon Notes or whether a different interest basis applies.

##### **5.1 Interest on Fixed Rate Notes**

Each Fixed Rate Note bears interest on its outstanding nominal amount (or, if it is an Exempt Note in the form of a Partly Paid Note, the nominal amount paid up) from (and including) the Interest Commencement Date at the rate(s) per annum equal to the Rate(s) of Interest. Interest will be payable in arrear on the Interest Payment Date(s) in each year up to (and including) the Maturity Date.

If the Notes are in definitive form, except as provided in the applicable Pricing Supplement, the amount of interest payable on each Interest Payment Date in respect of the Fixed Interest Period ending on (but excluding) such date will amount to the Fixed Coupon Amount. Payments of interest on any Interest Payment Date will, if so specified in the applicable Pricing Supplement, amount to the Broken Amount so specified.

As used in these Conditions, **Fixed Interest Period** means the period from (and including) an Interest Payment Date (or the Interest Commencement Date) to (but excluding) the next (or first) Interest Payment Date.



Except in the case of Notes in definitive form where an applicable Fixed Coupon Amount or Broken Amount is specified in the applicable Pricing Supplement, interest is required to be calculated in respect of any period by applying the Rate of Interest to:

- (a) in the case of Fixed Rate Notes which are represented by a Global Note, the aggregate outstanding nominal amount of the Fixed Rate Notes represented by such Global Note (or, if they are Partly Paid Notes, the aggregate amount paid up); or
- (b) in the case of Fixed Rate Notes in definitive form, the Calculation Amount,

and, in each case, multiplying such sum by the applicable Day Count Fraction, and rounding the resultant figure to the nearest sub-unit of the relevant Specified Currency, half of any such sub-unit being rounded upwards or otherwise in accordance with applicable market convention. Where the Specified Denomination of a Fixed Rate Note in definitive form is a multiple of the Calculation Amount, the amount of interest payable in respect of such Fixed Rate Note shall be the product of the amount (determined in the manner provided above) for the Calculation Amount and the amount by which the Calculation Amount is multiplied to reach the Specified Denomination, without any further rounding.

**Day Count Fraction** means, in respect of the calculation of an amount of interest in accordance with this Condition 5.1:

- (c) if **Actual/Actual (ICMA)** is specified in the applicable Pricing Supplement:
  - (i) in the case of Notes where the number of days in the relevant period from (and including) the most recent Interest Payment Date (or, if none, the Interest Commencement Date) to (but excluding) the relevant payment date (the **Accrual Period**) is equal to or shorter than the Determination Period during which the Accrual Period ends, the number of days in such Accrual Period divided by the product of (A) the number of days in such Determination Period and (B) the number of Determination Dates (as specified in the applicable Pricing Supplement) that would occur in one calendar year; or
  - (ii) in the case of Notes where the Accrual Period is longer than the Determination Period during which the Accrual Period ends, the sum of:
    - (A) the number of days in such Accrual Period falling in the Determination Period in which the Accrual Period begins divided by the product of (x) the number of days in such Determination Period and (y) the number of Determination Dates that would occur in one calendar year; and
    - (B) the number of days in such Accrual Period falling in the next Determination Period divided by the product of (x) the number of days in such Determination Period and (y) the number of Determination Dates that would occur in one calendar year;
- (d) if **30/360** is specified in the applicable Pricing Supplement, the number of days in the period from (and including) the most recent Interest Payment Date (or, if none, the Interest Commencement Date) to (but excluding) the relevant payment date (such number of days being calculated on the basis of a year of 360 days with 12 30-day months) divided by 360; or
- (e) if **Actual/365 (Fixed)** is specified in the applicable Pricing Supplement, the actual number of days in the Accrual Period divided by 365.

In these Conditions:

**Determination Period** means each period from (and including) a Determination Date to (but excluding) the next Determination Date (including, where either the Interest Commencement Date or the final Interest Payment Date is not a Determination Date, the period commencing on the first Determination Date prior to, and ending on the first Determination Date falling after, such date); and

**sub-unit** means, with respect to any currency other than euro, the lowest amount of such currency that is available as legal tender in the country of such currency and, with respect to euro, one cent.

## 5.2 Interest on Floating Rate Notes

### (a) *Interest Payment Dates*

Each Floating Rate Note bears interest on its outstanding nominal amount (or, if it is an Exempt Note in the form of a Partly Paid Note, the amount paid up) from (and including) the Interest Commencement Date and such interest will be payable in arrear on either:

- (i) the Specified Interest Payment Date(s) in each year specified in the applicable Pricing Supplement; or
- (ii) if no Specified Interest Payment Date(s) is/are specified in the applicable Pricing Supplement, each date (each such date, together with each Specified Interest Payment Date, an **Interest Payment Date**) which falls within the number of months or other period specified as the Specified Period in the applicable Pricing Supplement after the preceding Interest Payment Date or, in the case of the first Interest Payment Date, after the Interest Commencement Date.

Such interest will be payable in respect of each Interest Period. In these Conditions, **Interest Period** means the period from (and including) an Interest Payment Date (or the Interest Commencement Date) to (but excluding) the next (or first) Interest Payment Date.

### (b) *Rate of Interest*

The Rate of Interest payable from time to time in respect of Floating Rate Notes will be determined in the manner specified in the applicable Pricing Supplement.

#### (i) *ISDA Determination for Floating Rate Notes*

Where ISDA Determination is specified in the applicable Pricing Supplement as the manner in which the Rate of Interest is to be determined, the Rate of Interest for each Interest Period will be the relevant ISDA Rate plus or minus (as indicated in the applicable Pricing Supplement) the Margin (if any). For the purposes of this subparagraph (i), **ISDA Rate** for an Interest Period means a rate equal to the Floating Rate that would be determined by the Principal Paying Agent under an interest rate swap transaction if the Principal Paying Agent were acting as Calculation Agent for that swap transaction under the terms of an agreement incorporating the 2006 ISDA Definitions, as published by the International Swaps and Derivatives Association, Inc. and as amended and updated as of the Issue Date of the first Tranche of the Notes (the **ISDA Definitions**) and under which:

- (A) the Floating Rate Option is as specified in the applicable Pricing Supplement;
- (B) the Designated Maturity is a period specified in the applicable Pricing Supplement; and
- (C) the relevant Reset Date is the day specified in the applicable Pricing Supplement.

For the purposes of this subparagraph (i), **Floating Rate**, **Calculation Agent**, **Floating Rate Option**, **Designated Maturity** and **Reset Date** have the meanings given to those terms in the ISDA Definitions.

Unless otherwise stated in the applicable Pricing Supplement, the Minimum Rate of Interest shall be deemed to be zero.

(ii) *Screen Rate Determination for Floating Rate Notes*

Where the Screen Rate Determination is specified in the applicable Pricing Supplement as the manner in which the Rate of Interest is to be determined, the Rate of Interest for each Interest Period will, subject as provided below, be either:

- (A) if only one quotation is shown, the offered quotation; or
- (B) if more than one quotation is shown, the arithmetic mean (rounded if necessary to the fifth decimal place, with 0,000,005 being rounded upwards) of the offered quotations,

(expressed as a percentage rate per annum) for the Reference Rate (being either LIBOR or EURIBOR as specified in the applicable Pricing Supplement) which appears or appear, as the case may be, on the Relevant Screen Page (or such replacement page on that service which displays the information) as of 11:00 a.m. (London time, in the case of LIBOR, or Brussels time, in the case of EURIBOR) on the Interest Determination Date in question plus or minus (as indicated in the applicable Pricing Supplement) the Margin (if any), all as determined by the Principal Paying Agent or such other person specified in the applicable Pricing Supplement. If five or more of such offered quotations are available on the Relevant Screen Page, the highest (or, if there is more than one such highest quotation, one only of such quotations) and the lowest (or, if there is more than one such lowest quotation, one only of such quotations) shall be disregarded by the Principal Paying Agent or such other person specified in the applicable Pricing Supplement for the purpose of determining the arithmetic mean (rounded as provided above) of such offered quotations.

If the Reference Rate from time to time in respect of Floating Rate Notes is specified in the applicable Pricing Supplement as being other than LIBOR or EURIBOR, the Rate of Interest in respect of such Notes will be determined as provided in the applicable Pricing Supplement.

The Agency Agreement contains provisions for determining the Rate of Interest in the event that the Relevant Screen Page is not available or if, in the case of (A) above, no such offered quotation appears or, in the case of (B) above, fewer than three such offered quotations appear, in each case as of the time specified in the preceding paragraph.

(c) *Minimum and/or Maximum Rate of Interest*

If the applicable Pricing Supplement specifies a Minimum Rate of Interest for any Interest Period, then, in the event that the Rate of Interest in respect of such Interest Period determined in accordance with the provisions of paragraph (b) above is less than such Minimum Rate of Interest, the Rate of Interest for such Interest Period shall be such Minimum Rate of Interest. Unless otherwise stated in the applicable Pricing Supplement, the Minimum Rate of Interest shall be deemed to be zero.

If the applicable Pricing Supplement specifies a Maximum Rate of Interest for any Interest Period, then, in the event that the Rate of Interest in respect of such Interest Period determined in accordance with the provisions of paragraph (b) above is greater than such Maximum Rate of Interest, the Rate of Interest for such Interest Period shall be such Maximum Rate of Interest.

(d) *Determination of Rate of Interest and Calculation of Interest Amounts*

The Principal Paying Agent or such other person specified in the applicable Pricing Supplement, in the case of Floating Rate Notes, will at or as soon as practicable after each time at which the Rate of Interest is to be determined, determine the Rate of Interest for the relevant Interest Period. If required to be calculated by it, the Principal Paying Agent shall cause the Final Redemption Amount, Early Redemption Amount, Optional Redemption Amount or any Instalment Amount to be notified to the Trustee, the Issuer, each of the Paying Agents and the Noteholders.

The Calculation Agent, post notification of the Rate of Interest by the Principal Paying Agent, will calculate the amount of interest (the **Interest Amount**) payable on the Floating Rate Notes for the relevant Interest Period by applying the Rate of Interest to:

- (A) in the case of Floating Rate Notes which are represented by a Global Note, the aggregate outstanding nominal amount of the Notes represented by such Global Note (or, if they are Partly Paid Notes, the aggregate amount paid up); or
- (B) in the case of Floating Rate Notes in definitive form, the Calculation Amount,

and, in each case, multiplying such sum by the applicable Day Count Fraction, and rounding the resultant figure to the nearest sub-unit of the relevant Specified Currency, half of any such sub-unit being rounded upwards or otherwise in accordance with applicable market convention. Where the Specified Denomination of a Floating Rate Note in definitive form is a multiple of the Calculation Amount, the Interest Amount payable in respect of such Note shall be the product of the amount (determined in the manner provided above) for the Calculation Amount and the amount by which the Calculation Amount is multiplied to reach the Specified Denomination, without any further rounding.

**Day Count Fraction** means, in respect of the calculation of an amount of interest in accordance with this Condition 5.2:

- (i) if **Actual/Actual (ISDA)** or **Actual/Actual** is specified in the applicable Pricing Supplement, the actual number of days in the Interest Period divided by 365 (or, if any portion of that Interest Period falls in a leap year, the sum of (I) the actual number of days in that portion of the Interest Period falling in a leap year divided by 366 and (II) the actual number of days in that portion of the Interest Period falling in a non-leap year divided by 365);
- (ii) if **Actual/365 (Fixed)** is specified in the applicable Pricing Supplement, the actual number of days in the Interest Period divided by 365;
- (iii) if **Actual/365 (Sterling)** is specified in the applicable Pricing Supplement, the actual number of days in the Interest Period divided by 365 or, in the case of an Interest Payment Date falling in a leap year, 366;
- (iv) if **Actual/360** is specified in the applicable Pricing Supplement, the actual number of days in the Interest Period divided by 360;

- (v) if **30/360**, **360/360** or **Bond Basis** is specified in the applicable Pricing Supplement, the number of days in the Interest Period divided by 360, calculated on a formula basis as follows:

$$\text{Day Count Fraction} = \frac{[360 \times (Y_2 - Y_1)] + [30 \times (M_2 - M_1)] + (D_2 - D_1)}{360}$$

where:

**Y<sub>1</sub>** is the year, expressed as a number, in which the first day of the Interest Period falls;

**Y<sub>2</sub>** is the year, expressed as a number, in which the day immediately following the last day of the Interest Period falls;

**M<sub>1</sub>** is the calendar month, expressed as a number, in which the first day of the Interest Period falls;

**M<sub>2</sub>** is the calendar month, expressed as a number, in which the day immediately following the last day of the Interest Period falls;

**D<sub>1</sub>** is the first calendar day, expressed as a number, of the Interest Period, unless such number is 31, in which case **D<sub>1</sub>** will be 30; and

**D<sub>2</sub>** is the calendar day, expressed as a number, immediately following the last day included in the Interest Period, unless such number would be 31 and **D<sub>1</sub>** is greater than 29, in which case **D<sub>2</sub>** will be 30;

- (vi) if **30E/360** or **Eurobond Basis** is specified in the applicable Pricing Supplement, the number of days in the Interest **Period** divided by 360, calculated on a formula basis as follows:

$$\text{Day Count Fraction} = \frac{[360 \times (Y_2 - Y_1)] + [30 \times (M_2 - M_1)] + (D_2 - D_1)}{360}$$

where:

**Y<sub>1</sub>** is the year, expressed as a number, in which the first day of the Interest Period falls;

**Y<sub>2</sub>** is the year, expressed as a number, in which the day immediately following the last day of the Interest Period falls;

**M<sub>1</sub>** is the calendar month, expressed as a number, in which the first day of the Interest Period falls;

**M<sub>2</sub>** is the calendar month, expressed as a number, in which the day immediately following the last day of the Interest Period falls;

**D<sub>1</sub>** is the first calendar day, expressed as a number, of the Interest Period, unless such number would be 31, in which case **D<sub>1</sub>** will be 30; and

**D<sub>2</sub>** is the calendar day, expressed as a number, immediately following the last day included in the Interest Period, unless such number would be 31, in which case **D<sub>2</sub>** will be 30; and

(vii) if **30E/360 (ISDA)** is specified in the applicable Pricing Supplement, the number of days in the Interest Period divided by 360, calculated on a formula basis as follows:

$$\text{Day Count Fraction} = \frac{[360 \times (Y_2 - Y_1)] + [30 \times (M_2 - M_1)] + (D_2 - D_1)}{360}$$

where:

**Y<sub>1</sub>** is the year, expressed as a number, in which the first day of the Interest Period falls;

**Y<sub>2</sub>** is the year, expressed as a number, in which the day immediately following the last day of the Interest Period falls;

**M<sub>1</sub>** is the calendar month, expressed as a number, in which the first day of the Interest Period falls;

**M<sub>2</sub>** is the calendar month, expressed as a number, in which the day immediately following the last day of the Interest Period falls;

**D<sub>1</sub>** is the first calendar day, expressed as a number, of the Interest Period, unless (i) that day is the last day of February or (ii) such number would be 31, in which case D<sub>1</sub> will be 30; and

**D<sub>2</sub>** is the calendar day, expressed as a number, immediately following the last day included in the Interest Period, unless (i) that day is the last day of February but not the Maturity Date or (ii) such number would be 31, in which case D<sub>2</sub> will be 30.

(e) ***Notification of Rate of Interest and Interest Amounts***

The Principal Paying Agent will cause the Rate of Interest and the Calculation Agent will cause the Interest Amount for each Interest Period and the relevant Interest Payment Date to be notified to the Issuer and the Trustee as soon as possible after their determination but in no event later than the second London Business Day thereafter. Each Interest Amount and Interest Payment Date so notified may subsequently be amended (or appropriate alternative arrangements made by way of adjustment) without prior notice in the event of an extension or shortening of the Interest Period. Any such amendment will be promptly notified to each stock exchange on which the relevant Floating Rate Notes are for the time being listed and to the Noteholders in accordance with Condition 14. For the purposes of this paragraph (e), the expression **London Business Day** means a day (other than a Saturday or a Sunday) on which banks and foreign exchange markets are open for business in London.

(f) ***Certificates to be Final***

All certificates, communications, opinions, determinations, calculations, quotations and decisions given, expressed, made or obtained for the purposes of the provisions of this Condition 5, whether by the Principal Paying Agent or, if applicable, the Calculation Agent or the Trustee, shall (in the absence of wilful default, bad faith, manifest error or proven error) be binding on the Issuer, the Trustee, the Principal Paying Agent, the Registrar, the Calculation Agent (if applicable), the other Paying Agents and all Noteholders, Receiptholders and Couponholders and (in the absence as aforesaid) no liability to the Issuer, the Noteholders, the Receiptholders or the Couponholders shall attach to the Principal Paying Agent or, if applicable, the Calculation Agent or the Trustee in connection with the exercise or non-exercise by it of its powers, duties and discretions pursuant to such provisions.



### **5.3 Other Notes**

In the case of Notes which are also Floating Rate Notes where the applicable Pricing Supplement identifies that Screen Rate Determination applies to the calculation of interest, if the Reference Rate from time to time is specified in the applicable Pricing Supplement as being other than LIBOR or EURIBOR, the Rate of Interest in respect of such Notes will be determined as provided in the applicable Pricing Supplement.

The rate or amount of interest payable in respect of Notes which are not also Fixed Rate Notes or Floating Rate Notes shall be determined in the manner specified in the applicable Pricing Supplement, provided that where such Notes are Index Linked Interest Notes the provisions of Condition 5.2 shall, save to the extent amended in the applicable Pricing Supplement, apply as if the references therein to Floating Rate Notes and to the Principal Paying Agent were references to Index Linked Interest Notes and the Calculation Agent, respectively, and provided further that the Calculation Agent will notify the Agent of the Rate of Interest for the relevant Interest Period as soon as practicable after calculating the same.

In the case of Notes in the form of Partly Paid Notes (other than Partly Paid Notes which are Zero Coupon Notes), interest will accrue as aforesaid on the paid-up nominal amount of such Notes and otherwise as specified in the applicable Pricing Supplement.

### **5.4 Accrual of Interest**

Each Note (or in the case of the redemption of part only of a Note, that part only of such Note) will cease to bear interest (if any) from and including the date for its redemption unless, upon due presentation thereof, payment of principal is improperly withheld or refused. In such event, interest will continue to accrue until whichever is the earlier of:

- (a) the date on which all amounts due in respect of such Note have been paid; and
- (b) as provided in the Trust Deed.

### **5.5 Definitions**

In these Conditions, if a Business Day Convention is specified in the applicable Pricing Supplement and (x) if there is no numerically corresponding day on the calendar month in which an Interest Payment Date should occur or (y) if any Interest Payment Date would otherwise fall on a day which is not a Business Day, then, if the Business Day Convention specified is:

- (A) in any case where Specified Periods are specified in accordance with Condition 5.2(a)(ii), the Floating Rate Convention, such Interest Payment Date (a) in the case of (x) above, shall be the last day that is a Business Day in the relevant month and the provisions of (ii) below shall apply mutatis mutandis or (b) in the case of (y) above, shall be postponed to the next day which is a Business Day unless it would thereby fall into the next calendar month, in which event (i) such Interest Payment Date shall be brought forward to the immediately preceding Business Day and (ii) each subsequent Interest Payment Date shall be the last Business Day in the month which falls on the Specified Period after the preceding applicable Interest Payment Date occurred; or

- (B) the Following Business Day Convention, such Interest Payment Date shall be postponed to the next day which is a Business Day; or
- (C) the Modified Following Business Day Convention, such Interest Payment Date shall be postponed to the next day which is a Business Day unless it would thereby fall into the next calendar month, in which event such Interest Payment Date shall be brought forward to the immediately preceding Business Day; or
- (D) the Preceding Business Day Convention, such Interest Payment Date shall be brought forward to the immediately preceding Business Day.

In these Conditions, **Business Day** means:

- (a) a day on which commercial banks and foreign exchange markets settle payments and are open for general business (including dealing in foreign exchange and foreign currency deposits) in each Additional Business Centre specified in the applicable Pricing Supplement; and
- (b) either (i) in relation to any sum payable in a Specified Currency other than euro, a day on which commercial banks and foreign exchange markets settle payments and are open for general business (including dealing in foreign exchange and foreign currency deposits) in the principal financial centre of the country of the relevant Specified Currency (if other than London and any Additional Business Centre and which, if the Specified Currency is Australian dollars or New Zealand dollars, shall be Sydney and Auckland, respectively) or (ii) in relation to any sum payable in euro, a day on which the Trans-European Automated Real-Time Gross Settlement Express Transfer (TARGET2) System or any successor system (the **TARGET2 System**) is open.

## **6. PAYMENTS**

### **6.1 Method of payment**

Subject as provided below:

- (a) payments in a Specified Currency other than euro will be made by credit or transfer to an account in the relevant Specified Currency maintained by the payee with a bank in the principal financial centre of the country of such Specified Currency (which, if the Specified Currency is Australian dollars or New Zealand dollars, shall be Sydney and Auckland respectively); and
- (b) payments in euro will be made by credit or transfer to a euro account (or any other account to which euro may be credited or transferred) specified by the payee.

Payments in respect of principal or interests on the Notes will be subject in all cases to (i) any fiscal or other laws and regulations applicable thereto in the place of payment, but without prejudice to the provisions of Condition 8 and (ii) any withholding or deduction required pursuant to an agreement described in Section 1471(b) of the U.S. Internal Revenue Code of 1986 (the **Code**) or otherwise imposed pursuant to Sections 1471 through 1474 of the Code, any regulations or agreements thereunder, any official interpretations thereof, or any law implementing an intergovernmental approach thereto.

## 6.2 Presentation of definitive Bearer Notes, Receipts and Coupons

Payments of principal in respect of Definitive Bearer Notes will (subject as provided below) be made in the manner provided in Condition 5.1 only against presentation and surrender (or, in the case of part payment of any sum due, endorsement) of Definitive Bearer Notes, and payments of interest in respect of Definitive Bearer Notes will (subject as provided below) be made as aforesaid only against presentation and surrender (or, in the case of part payment of any sum due, endorsement) of Coupons, in each case at the specified office of any Paying Agent outside the United States (which expression, as used herein, means the United States of America and its possessions).

Payments of Instalment Amounts (if any) in respect of Definitive Bearer Notes, other than the final instalment, will (subject as provided below) be made in the manner provided in Condition 5.1 against presentation and surrender (or, in the case of part payment of any sum due, endorsement) of the relevant Receipt in accordance with the preceding paragraph. Payment of the final instalment will be made in the manner provided in Condition 5.1 only against presentation and surrender (or, in the case of part payment of any sum due, endorsement) of the relevant Bearer Note in accordance with the preceding paragraph. Each Receipt must be presented for payment of the relevant instalment together with the Definitive Bearer Note to which it appertains. Receipts presented without the Definitive Bearer Note to which they appertain do not constitute valid obligations of the Issuer. Upon the date on which any Definitive Bearer Note becomes due and repayable, unmatured Receipts (if any) relating thereto (whether or not attached) shall become void and no payment shall be made in respect thereof.

Fixed Rate Notes in definitive bearer form (other than Notes in the form of Dual Currency Notes, Index Linked Notes or Long Maturity Notes (as defined below)) should be presented for payment together with all unmatured Coupons appertaining thereto (which expression shall for this purpose include Coupons falling to be issued on exchange of matured Talons), failing which the amount of any missing unmatured Coupon (or, in the case of payment not being made in full, the same proportion of the amount of such missing unmatured Coupon as the sum so paid bears to the sum due) will be deducted from the sum due for payment. Each amount of principal so deducted will be paid in the manner mentioned above against surrender of the relative missing Coupon at any time before the expiry of ten years after the Relevant Date (as defined in Condition 8) in respect of such principal (whether or not such Coupon would otherwise have become void under Condition 9) or, if later, five years from the date on which such Coupon would otherwise have become due, but in no event thereafter.

Upon any Fixed Rate Note in definitive bearer form becoming due and repayable prior to its Maturity Date, all unmatured Talons (if any) appertaining thereto will become void and no further Coupons will be issued in respect thereof.

Upon the date on which any Floating Rate Note, Exempt Note in the form a Dual Currency Note or an Index Linked Note or Long Maturity Note in definitive form becomes due and repayable, unmatured Coupons and Talons (if any) relating thereto (whether or not attached) shall become void and no payment or, as the case may be, exchange for further Coupons shall be made in respect thereof. A **Long Maturity Note** is a Fixed Rate Note (other than a Fixed Rate Note which on issue had a Talon attached) whose nominal amount on issue is less than the aggregate interest payable thereon, provided that such Note shall cease to be a Long Maturity Note on the Interest Payment Date on which the aggregate amount of interest remaining to be paid after that date is less than the nominal amount of such Note.

If the due date for redemption of any Definitive Bearer Note is not an Interest Payment Date, interest (if any) accrued in respect of such Note from (and including) the preceding Interest Payment Date or, as the case may be, the Interest Commencement Date shall be payable only against surrender of the relevant Definitive Bearer Note.

### 6.3 Payments in respect of Bearer Global Notes

Payments of principal and interest (if any) in respect of Bearer Notes represented by any Bearer Global Note will (subject as provided below) be made in the manner specified above in relation to Definitive Bearer Notes or otherwise in the manner specified in the relevant Bearer Global Note against presentation or surrender of such Bearer Global Note at the specified office of any Paying Agent outside the United States. A record of each payment made against presentation or surrender of any Bearer Global Note, distinguishing between any payment of principal and any payment of interest, will be made on such Bearer Global Note by the Paying Agent to which it was presented and such record shall be prima facie evidence that the payment in question has been made.

### 6.4 Payments in respect of Registered Notes

Payments of principal (other than instalments of principal prior to the final instalment) in respect of each Registered Note (whether or not in global form) will be made against presentation and surrender (or, in the case of part payment of any sum due, endorsement) of the Registered Note at the specified office of the Registrar or any of the Paying Agents. Such payments will be made by transfer to the Designated Account (as defined below) of the holder (or the first named of joint holders) of the Registered Note appearing in the register of holders of the Registered Notes maintained by the Registrar outside of the United Kingdom (the **Register**) (i) where in global form, at the close of the business day (being for this purpose a day on which Euroclear and Clearstream, Luxembourg are open for business) before the relevant due date, and (ii) where in definitive form, at the close of business on the third business day (being for this purpose a day on which banks are open for business in the city where the specified office of the Registrar is located) before the relevant due date. For these purposes, **Designated Account** means the account (which, in the case of a payment in Japanese yen to a non-resident of Japan, shall be a non resident account) maintained by a holder with a Designated Bank and identified as such in the Register and **Designated Bank** means (in the case of payment in a Specified Currency other than euro) a bank in the principal financial centre of the country of such Specified Currency (which, if the Specified Currency is Australian dollars or New Zealand dollars, shall be Sydney and Auckland, respectively) and (in the case of a payment in euro) any bank which processes payments in euro.

Payments of interest and payments of instalments of principal (other than the final instalment) in respect of each Registered Note (whether or not in global form) will be made by transfer on the due date to the Designated Account of the holder (or the first named of joint holders) of the Registered Note appearing in the Register (i) where in global form, at the close of the business day (being for this purpose a day on which Euroclear and Clearstream, Luxembourg are open for business) before the relevant due date, and (ii) where in definitive form, at the close of business on the fifteenth day (whether or not such fifteenth day is a Business Day) before the relevant due date (the **Record Date**). Payment of the interest due in respect of each Registered Note on redemption and the final instalment of principal will be made in the same manner as payment of the principal amount of such Registered Note.

No commissions or expenses shall be charged to such holders by the Registrar in respect of any payments of principal or interest in respect of the Registered Notes.

None of the Issuer, the Trustee, or the Registrar or any Paying Agent will have any responsibility or liability for any aspect of the records relating to, or payments made on account of, beneficial ownership interests in the Registered Global Notes or for maintaining, supervising or reviewing any records relating to such beneficial ownership interests.

## 6.5 General provisions applicable to payments

The holder of a Global Note shall be the only person entitled to receive payments in respect of Notes represented by such Global Note and the Issuer will be discharged by payment to, or to the order of, the holder of such Global Note in respect of each amount so paid. Each of the persons shown in the records of Euroclear or Clearstream, Luxembourg as the beneficial holder of a particular nominal amount of Notes represented by such Global Note must look solely to Euroclear or Clearstream, Luxembourg, as the case may be, for his share of each payment so made by the Issuer in respect of such Global Note to, or to the order of, the holder of such Global Note.

Notwithstanding the foregoing provisions of this Condition 6, if any amount of principal and/or interest in respect of Bearer Notes is payable in U.S. dollars, such U.S. dollar payments of principal and/or interest in respect of such Notes will be made at the specified office of a Paying Agent in the United States only if:

- (a) the Issuer has appointed Paying Agents with specified offices outside the United States with the reasonable expectation that such Paying Agents would be able to make payment in U.S. dollars at such specified offices outside the United States of the full amount of principal and interest on the Bearer Notes in the manner provided above when due;
- (b) payment of the full amount of such principal and interest at all such specified offices outside the United States is illegal or effectively precluded by exchange controls or other similar restrictions on the full payment or receipt of principal and interest in U.S. dollars; and
- (c) such payment is then permitted under United States law without involving, in the opinion of the Issuer, adverse tax consequences to the Issuer.

## 6.6 Payment Day

If the date for payment of any amount in respect of any Note, Receipt or Coupon is not a Payment Day, the holder thereof shall not be entitled to payment until the next following Payment Day in the relevant place and shall not be entitled to further interest or other payment in respect of such delay. For these purposes, **Payment Day** means any day which (subject to Condition 10) is:

- (a) a day on which commercial banks and foreign exchange markets settle payments and are open for general business (including dealing in foreign exchange and foreign currency deposits) in:
  - (i) the case of Notes in definitive form only, the relevant place of presentation;
  - (ii) any Additional Financial Centre (other than TARGET2 System) specified in the applicable Pricing Supplement; and
  - (iii) if TARGET2 System is specified as an Additional Financial Centre in the applicable Pricing Supplement, a day on which the TARGET2 System is open; and
- (b) either (i) in relation to any sum payable in a Specified Currency other than euro, a day on which commercial banks and foreign exchange markets settle payments and are open for general business (including dealing in foreign exchange and foreign currency deposits) in the principal financial centre of the country of the relevant Specified Currency which, if the Specified Currency is Australian dollars or New Zealand dollars, shall be Sydney and Auckland respectively) or (ii) in relation to any sum payable in euro, a day on which the TARGET2 System is open.

## 6.7 Interpretation of principal and interest

Any reference in these Conditions to principal in respect of the Notes shall be deemed to include, as applicable:

- (a) any additional amounts which may be payable with respect to principal under Condition 8 or under any undertaking or covenant given in addition thereto, or in substitution therefor, pursuant to the Trust Deed;
- (b) the Final Redemption Amount of the Notes;
- (c) the Early Redemption Amount of the Notes;
- (d) the Optional Redemption Amount(s) (if any) of the Notes;
- (e) in relation to Notes redeemable in instalments, the Instalment Amounts;
- (f) in relation to Zero Coupon Notes, the Amortised Face Amount (as defined in Condition 7.5); and
- (g) any premium and any other amounts (other than interest) which may be payable by the Issuer under or in respect of the Notes.

Any reference in these Conditions to interest in respect of the Notes shall be deemed to include, as applicable, any additional amounts which may be payable with respect to interest under Condition 8 or under any undertaking or covenant given in addition thereto, or in substitution therefor, pursuant to the Trust Deed.

## 7. REDEMPTION AND PURCHASE

### 7.1 Redemption at Maturity

Unless previously redeemed or purchased and cancelled as specified below, each Note (including each Exempt Note in the form of an Index Linked Redemption Note and a Dual Currency Redemption Note) will be redeemed by the Issuer at its Final Redemption Amount specified in, or determined in the manner specified in, the applicable Pricing Supplement in the relevant Specified Currency on the Maturity Date, except for Notes denominated in INR for which the Final Redemption Amount per Calculation Amount (as stated in the applicable Pricing Supplement) will be payable in USD and determined by the Calculation Agent, on the Rate Fixing Date in respect of the Maturity Date, as follows:

Calculation Amount divided by the Reference Rate

*Where:*

- (a) **Calculation Agent** means Citibank, N.A., London Branch.
- (b) **Reference Rate** means the rate used on each Rate Fixing Date which will be the USD/INR spot rate, expressed as the amount of Indian Rupees per one U.S. Dollar, for settlement in two Fixing Business Days, reported by the Reserve Bank of India, which is displayed on Reuters page **RBIB** (or any successor page) at approximately 1:30 p.m., Mumbai time, on each Rate Fixing Date. If a Price Source Disruption Event occurs on the Scheduled Rate Fixing Date, then the Reference Rate for such Rate Fixing Date shall be determined by the Calculation Agent in accordance with the Fallback Provisions set out below.
- (c) **Rate Fixing Date** means the Scheduled Rate Fixing Date, subject to a Valuation Postponement.

- (d) **Scheduled Rate Fixing Date** means the date which is two Fixing Business Days prior to the Interest Payment Date or the Maturity Date or such other date on which an amount in respect of the Notes is due and payable. If the Scheduled Rate Fixing Date is an Unscheduled Holiday, the Rate Fixing Date shall be the next following relevant Fixing Business Day, subject to the Deferral Period for an Unscheduled Holiday set out below.
- (e) **Unscheduled Holiday** means a day that is not a Fixing Business Day and the market was not aware of such fact (by means of a public announcement or by reference to other publicly available information) until a time later than 9:00 a.m. local time in Mumbai, two Fixing Business Days prior to the relevant Rate Fixing Date.

*Adjustments to Interest Payment Date and Maturity Date:*

If a Scheduled Rate Fixing Date is adjusted for an Unscheduled Holiday or if a Valuation Postponement applies, then the Interest Payment Date or Maturity Date relating to such Scheduled Rate Fixing Date shall be two Payment Business Day(s) after the date on which the Reference Rate for such Interest Payment Date or Maturity Date is determined. If any Interest Payment Date or Maturity Date is adjusted in accordance with the preceding sentence, then such adjustment (and the corresponding payment obligations to be made on such dates) shall apply only to such Interest Payment Date or the Maturity Date, as applicable, and no further adjustment shall apply to the amount of interest payable.

*Fallback Provisions:*

- (a) **Price Source Disruption Event** means it becomes impossible to obtain the Reference Rate on a Rate Fixing Date.

**(b) Applicable Price Source Disruption Fallbacks:**

In the event of a Price Source Disruption Event, the Calculation Agent shall apply each of the following Price Source Disruption Fallbacks for the determination of the Reference Rate, in the following order, until the Reference Rate can be determined.

1. Valuation Postponement (as defined below)
2. Fallback Reference Price SFEMC INR Indicative Survey Rate (INR02)
3. Fallback Survey Valuation Postponement (as defined below)
4. Calculation Agent Determination of Reference Rate

- (c) **Cumulative Events** has the following meaning: Notwithstanding anything to the contrary, in no event shall the total number of consecutive calendar days during which either (i) valuation is deferred due to an Unscheduled Holiday, or (ii) a Valuation Postponement shall occur (or any combination of (i) and (ii)), exceed 14 consecutive calendar days in the aggregate.

Accordingly, (x) if, upon the lapse of any such 14 calendar day period, an Unscheduled Holiday shall have occurred or be continuing on the day following such period that otherwise would have been a Fixing Business Day, then such day shall be deemed to be a Rate Fixing Date, and (y) if, upon the lapse of any such 14 calendar day period, a Price Source Disruption Event shall have occurred or be continuing on the day following such period on which the Reference Rate otherwise would be determined, then a Valuation Postponement shall not apply and the Reference Rate shall be determined in accordance with the next Price Source Disruption Fallback.



- (d) **Valuation Postponement** means that the Reference Rate will be determined on the Fixing Business Day first succeeding the day on which the Price Source Disruption Event ceases to exist, unless the Price Source Disruption Event continues to exist (measured from the date that, but for the occurrence of the Price Source Disruption Event, would have been the Rate Fixing Date) for a consecutive number of calendar days equal to the Maximum Days of Postponement. In such event, the Reference Rate will be determined on the next Fixing Business Day after the Maximum Days of Postponement (which will, subject to the provisions relating to Fallback Survey Valuation Postponement, be deemed to be the applicable Rate Fixing Date) in accordance with the next applicable Price Source Disruption Fallback.
- (e) **Maximum Days of Postponement:** 14 calendar days.
- (f) **SFEMC INR Indicative Survey Rate (INR02)** means that the Reference Rate for a given Rate Fixing Date will be the Indian Rupee/U.S. Dollar Specified Rate for U.S. Dollars, expressed as the amount of Indian Rupees per one U.S. Dollar, for settlement in two Fixing Business Days, as published on the website of Singapore Foreign Exchange Market Committee (SFEMC) at approximately 3:30 p.m. (Singapore time), or as soon thereafter as practicable, on such date. The Reference Rate shall be calculated by SFEMC (or a service provider SFEMC may select in its sole discretion) pursuant to the SFEMC INR Indicative Survey (as defined below) for the purpose of determining the SFEMC INR Indicative Survey Rate.
- (g) **SFEMC INR Indicative Survey** means a methodology, dated as of 1 December 2004 as amended from time to time, for a centralised industry-wide survey of financial institutions that are active participants in the Indian Rupee/U.S. Dollar markets for the purpose of determining the SFEMC INR Indicative Survey Rate (INR02).
- (h) **Fallback Survey Valuation Postponement** means that, in the event that the Fallback Reference Price is not available on or before the third Fixing Business Day (or day that would have been a Fixing Business Day but for an Unscheduled Holiday) succeeding the end of either (i) Valuation Postponement for a Price Source Disruption Event, (ii) a Deferral Period for an Unscheduled Holiday, or (iii) Cumulative Events, as applicable, then the Reference Rate will be determined in accordance with the next Applicable Price Source Disruption Fallback on such day (which will be deemed to be the applicable Rate Fixing Date). For the avoidance of doubt, Cumulative Events, if applicable, does not preclude the postponement of a valuation in accordance with this provision.
- (i) **Payment Business Day** means any day on which commercial banks and foreign exchange markets settle payments and are open for general business (including dealings in foreign exchange and foreign currency deposits) in London, New York and Mumbai.
- (j) **Fixing Business Day** means any day on which commercial banks and foreign exchange markets settle payments and are open for general business (including dealings in foreign exchange and foreign currency deposits) in Mumbai and London.

*Deferral Period for an Unscheduled Holiday:*

In the event the Scheduled Rate Fixing Date is postponed due to the occurrence of an Unscheduled Holiday, and if the Rate Fixing Date has not occurred on or before the 14th calendar day after the Scheduled Rate Fixing Date (any such period being a **Deferral Period**), then the next day after the Deferral Period that would have been a Fixing Business Day but for the Unscheduled Holiday, shall be deemed to be the Rate Fixing Date.

## **7.2 Redemption for Tax Reasons (Issuer Tax Call)**

The Notes may be redeemed at the option of the Issuer in whole, but not in part, at any time (if this Note is not a Floating Rate Note) or on any Interest Payment Date (if this Note is a Floating Rate Note), on giving not less than 30 nor more than 60 days' notice to the Trustee and the Principal Paying Agent and, in accordance with Condition 14, the Noteholders (which notice shall be irrevocable), if the Issuer satisfies the Trustee immediately before the giving of such notice that:

- (a) on the occasion of the next payment due under the Notes, the Issuer has or will become obliged to pay additional amounts as provided or referred to in Condition 8 as a result of any change in, or amendment to, the laws or regulations of a Tax Jurisdiction (as defined in Condition 8) or any change in the application or official interpretation of such laws or regulations (which shall include, for the avoidance of doubt, any change in the application or official interpretation that interest income from Notes in the case of non-resident holders is subject to withholding tax at a rate in excess of 5 per cent. plus applicable surcharge and cess), which change or amendment becomes effective on or after the date on which agreement is reached to issue the first Tranche of the Notes for such Series; and
- (b) such obligation cannot be avoided by the Issuer taking reasonable measures available to it, provided that no such notice of redemption shall be given earlier than 90 days prior to the earliest date on which the Issuer would be obliged to pay such additional amounts were a payment in respect of the Notes then due.

Prior to the publication of any notice of redemption pursuant to this Condition 7, the Issuer shall deliver to the Trustee to make available at its specified office (during the hours of 9:30 a.m. to 3:00 p.m., Mondays to Fridays (except public holidays)) to the Noteholders (1) a certificate signed by two Directors of the Issuer stating that the Issuer is entitled to effect such redemption and setting forth a statement of facts showing that the conditions precedent to the right of the Issuer so to redeem have occurred, and (2) an opinion of independent legal advisers of recognised standing to the effect that the Issuer has or will become obliged to pay such additional amounts as a result of such change or amendment and the Trustee shall be entitled to accept the certificate as sufficient evidence of the satisfaction of the conditions precedent set out above, in which event it shall be conclusive and binding on the Noteholders, the Receiptholders and the Couponholders.

Notes redeemed pursuant to this Condition 7.2 will be redeemed at their Early Redemption Amount referred to in Condition 7.5 together (if appropriate) with interest accrued to (but excluding) the date of redemption.

*ECB Master Directions require the Issuer to obtain the prior approval of the RBI or designated authorised dealer bank appointed in accordance with the ECB Master Directions (AD Bank), as the case may be, before providing notice for or effecting such a redemption prior to the Maturity Date and such approval may not be forthcoming.*

## **7.3 Redemption at the option of the Issuer (Issuer Call)**

If Issuer Call is specified as being applicable in the applicable Pricing Supplement, the Issuer may, having given not less than the minimum period nor more than the maximum period of notice specified in applicable Pricing Supplement to the Noteholders in accordance with Condition 14 (which notice shall be irrevocable and shall specify the date fixed for redemption), redeem all or some only of the Notes then outstanding on any Optional Redemption Date and at the Optional Redemption Amount(s) specified in the applicable Pricing Supplement together, if appropriate, with interest accrued to (but excluding) the relevant Optional Redemption Date. Any such redemption must be of a nominal amount not less than the Minimum Redemption Amount and not more than the Maximum Redemption Amount, in each case as may be specified in the applicable Pricing Supplement. The Optional Redemption Amount will be the specified percentage of the nominal amount of the Notes stated in the applicable Pricing Supplement.

In the case of a partial redemption of Notes, the Notes to be redeemed (**Redeemed Notes**) will (i) in the case of Redeemed Notes represented by definitive Notes, be selected individually by lot, not more than 30 days prior to the date fixed for redemption and (ii) in the case of Redeemed Notes represented by a Global Note, be selected in accordance with the rules of Euroclear and/or Clearstream, Luxembourg. In the case of Redeemed Notes represented by definitive Notes, a list of the serial numbers of such Redeemed Notes will be published in accordance with Condition 14 not less than 15 days prior to the date fixed for redemption.

#### **7.4 Redemption at the option of the Noteholders (Investor Put)**

If Investor Put is specified as being applicable in the applicable Pricing Supplement, upon the holder of any Note given to the Issuer in accordance with Condition 14 not less than the minimum period nor more than the maximum period of notice specified in the applicable Pricing Supplement, the Issuer will, upon the expiry of such notice, redeem such Note on the Optional Redemption Date and at the Optional Redemption Amount together, if appropriate, with interest accrued to (but excluding) the Optional Redemption Date.

To exercise the right to require redemption of this Note the holder of this Note must, if this Note is in definitive form and held outside Euroclear and Clearstream, Luxembourg, deliver, at the specified office of any Paying Agent (in the case of Bearer Notes) or the Registrar (in the case of Registered Notes) at any time during normal business hours of such Paying Agent or, as the case may be, the Registrar falling within the notice period, a duly completed and signed notice of exercise in the form (for the time being current) obtainable from any specified office of any Paying Agent or, as the case may be, the Registrar (a **Put Notice**) and in which the holder must specify a bank account to which payment is to be made under this Condition 7 and, in the case of Registered Notes, the nominal amount thereof to be redeemed and, if less than the full nominal amount of the Registered Notes so surrendered is to be redeemed, an address to which a new Registered Note in respect of the balance of such Registered Notes is to be sent subject to and in accordance with the provisions of Condition 2.2. If this Note is in definitive bearer form, the Put Notice must be accompanied by this Note or evidence satisfactory to the Paying Agent concerned that this Note will, following delivery of the Put Notice, be held to its order or under its control.

If this Note is represented by a Global Note or is in definitive form and held through Euroclear or Clearstream, Luxembourg, to exercise the right to require redemption of this Note, the holder of this Note must, within the notice period, give notice to the Principal Paying Agent of such exercise in accordance with the standard procedures of Euroclear and Clearstream, Luxembourg (which may include notice being given on his instruction by Euroclear, Clearstream, Luxembourg or any common depositary for them to the Principal Paying Agent by electronic means) in a form acceptable to Euroclear and Clearstream, Luxembourg from time to time.

Any Put Notice or other notice given in accordance with the standard procedures of Euroclear and Clearstream, Luxembourg by a holder of any Note pursuant to this Condition 7.4 shall be irrevocable except where, prior to the due date of redemption, an Event of Default has occurred and the Trustee has declared the Notes to be due and payable pursuant to Condition 10, in which event such holder, at its option, may elect by notice to the Issuer to withdraw the notice given pursuant to this Condition 7.4.

#### **7.5 Early Redemption Amounts**

For the purpose of Conditions 7.2 and Condition 10, each Note will be redeemed at its Early Redemption Amount calculated as follows:

- (a) in the case of a Note with a Final Redemption Amount equal to the Issue Price, at the Final Redemption Amount thereof;

- (b) in the case of a Note (other than a Zero Coupon Note but including an Instalment Note and a Partly Paid Note, all of which are Notes) with a Final Redemption Amount which is or may be less or greater than the Issue Price or which is payable in a Specified Currency other than that in which the Note is denominated, at the amount specified in, or determined in the manner specified in, the applicable Pricing Supplement or, if no such amount or manner is so specified in the applicable Pricing Supplement, at its nominal amount; or
- (c) in the case of a Zero Coupon Note, at an amount (the **Amortised Face Amount**) calculated in accordance with the following formula:

$$\text{Early Redemption Amount} = \text{RP} \times (1 + \text{AY})^y$$

where:

**RP** means the Reference Price;

**AY** means the Accrual Yield expressed as a decimal; and

**y** is the Day Count Fraction specified in the applicable Pricing Supplement which will be either (i) 30/360 (in which case the numerator will be equal to the number of days (calculated on the basis of a 360-day year consisting of 12 months of 30 days each) from (and including) the Issue Date of the first Tranche of the Notes to (but excluding) the date fixed for redemption or (as the case may be) the date upon which such Note becomes due and repayable and the denominator will be 360), (ii) Actual/360 (in which case the numerator will be equal to the actual number of days from (and including) the Issue Date of the first Tranche of the Notes to (but excluding) the date fixed for redemption or (as the case may be) the date upon which such Note becomes due and repayable and the denominator will be 360) or (iii) Actual/365 (in which case the numerator will be equal to the actual number of days from (and including) the Issue Date of the first Tranche of the Notes to (but excluding) the date fixed for redemption or (as the case may be) the date upon which such Note becomes due and repayable and the denominator will be 365), or on such other calculation basis as may be specified in the applicable Pricing Supplement.

## 7.6 Instalments

Notes in the form of Instalment Notes will be redeemed in the Instalment Amounts and on the Instalment Dates. In the case of early redemption, the Early Redemption Amount will be determined pursuant to Condition 7.5.

## 7.7 Specific redemption provisions applicable to certain types of Notes

The Final Redemption Amount, any Optional Redemption Amount and the Early Redemption Amount in respect of Index Linked Redemption Notes and Dual Currency Redemption Notes, each of which are Notes, may be specified in, or determined in the manner specified in, the applicable Pricing Supplement. For the purposes of Condition 7.2, Index Linked Interest Notes and Dual Currency Interest Notes may be redeemed only on an Interest Payment Date.

Notes in the form of Instalment Notes will be redeemed in the Instalment Amounts and on the Instalment Dates specified in the applicable Pricing Supplement. In the case of early redemption, the Early Redemption Amount of Instalment Notes will be determined in the manner specified in the applicable Pricing Supplement.

Notes in the form of Partly Paid Notes will be redeemed, whether at maturity, early redemption or otherwise, in accordance with the provisions of this Condition and the applicable Pricing Supplement.

## 7.8 Purchases

The Issuer may at any time purchase Notes (provided that, in the case of definitive Bearer Notes, all unmatured Receipts, Coupons and Talons appertaining thereto are purchased therewith) at any price in the open market or otherwise subject to applicable laws. Such Notes may be held, reissued, resold or, at the option of the Issuer surrendered to any Paying Agent and/or the Registrar for cancellation.

## 7.9 Cancellation

All Notes which are redeemed will forthwith be cancelled (together with all unmatured Receipts, Coupons and Talons attached thereto or surrendered therewith at the time of redemption). All Notes so cancelled and any Notes purchased and cancelled pursuant to Condition 7.8 (together with all unmatured Receipts, Coupons and Talons cancelled therewith) shall be forwarded to the Principal Paying Agent (which shall notify the Registrar of such cancelled Notes in the case of Registered Notes) and may not be reissued or resold.

## 7.10 Late payment on Zero Coupon Notes

If the amount payable in respect of any Zero Coupon Note upon redemption of such Zero Coupon Note pursuant to Condition 7.1 or 7.2 or upon it becoming due and repayable as provided in Condition 10 is improperly withheld or refused, the amount due and repayable in respect of such Zero Coupon Note shall be the amount calculated as provided in Condition 7.5(c) as though the references therein to the date fixed for the redemption or the date upon which such Zero Coupon Note becomes due and payable were replaced by references to the date which is the earlier of:

- (a) the date on which all amounts due in respect of such Zero Coupon Note have been paid; and
- (b) five days after the date on which the full amount of the moneys payable in respect of such Zero Coupon Note has been received by the Trustee or the Principal Paying Agent and notice to that effect has been given to the Noteholders in accordance with Condition 14.

## 8. TAXATION

### 8.1 Payment without Withholding

All payments of principal and interest (including, for the avoidance of doubt, the difference between the issue price of the Notes and the final redemption price of the Notes, if applicable) in respect of the Notes, Receipts and Coupons by or on behalf of the Issuer will be made without withholding or deduction for or on account of any present or future taxes, duties, cesses, levies, imposts, whether direct or indirect, whether central, state or local including taxes on income, withholding tax, fringe benefit tax, capital gains tax, minimum alternate tax, taxes relating to profits, service, sales and wealth, value added tax, taxes relating to excise and customs, import duty, stamp duty, property taxes, assessments or governmental charges of whatever nature imposed or levied by or on behalf of any Tax Jurisdiction (collectively, the **Taxes**), together with any interest, penalties, surcharges, cess or fines relating to the Taxes, unless such withholding or deduction is required by law. In such event, the Issuer will pay such additional amounts as shall be necessary in order that the net amounts received by the holders of the Notes, Receipts or Coupons after such withholding or deduction shall equal the respective amounts of principal and interest (including, for the avoidance of doubt, the difference between the issue price of the Notes and the final redemption price of the Notes, if applicable) which would otherwise have been receivable in respect of the Notes, Receipts or Coupons, as the case may be, in the absence of such withholding or deduction (the **Additional Amounts**), except that no such Additional Amounts shall be payable with respect to any Note, Receipt or Coupon:

- (a) held by or on behalf of a holder who is liable for such taxes or duties in respect of such Note, Receipt or Coupon by reason of his having some connection with a Tax Jurisdiction other than the mere holding of such Note, Receipt or Coupon; or

- (b) presented for payment more than 30 days after the Relevant Date (as defined below) except to the extent that the holder thereof would have been entitled to an Additional Amount on presenting the same for payment on such thirtieth day of such period assuming that day to have been a Payment Day (as defined in Condition 6.6); or
- (c) presented for payment by or on behalf of a holder of such Note, Receipt or Coupon who, at the time of such presentation, is able to avoid such withholding or deduction by making a declaration of non-residence or other similar claim for exemption and does not make such declaration or claim;
- (d) where such withholding or deduction is required on income in respect of the Notes in the form of capital gains tax under Indian tax law; or
- (e) where such withholding or deduction is required pursuant to an agreement described in Section 1471(b) of the Code or otherwise imposed pursuant to Sections 1471 through 1474 of the Code, any regulations or agreements thereunder, or any official interpretations thereof, or any law implementing an intergovernmental approach thereto.

The Issuer has in the Trust Deed agreed, subject to the receipt of reasonably appropriate written evidence in respect thereof, in respect of any Noteholder (or any person having a beneficial interest therein), other than a Noteholder who is liable for Indian tax by reason of his having a connection with India apart from the mere holding of a Note, to compensate and indemnify, defend and hold harmless each Noteholder and its officers, directors, employees, agents and authorised representatives (if any) from and against any and all Taxes and any resultant losses, liabilities, damages, demands, expenses (including interests and penalties with respect thereto, out-of-pocket expenses and reasonable attorneys' and accountants' fees), claims, assessments, interest and penalties, based upon or, arising out of, or in relation to, or in connection with, amounts payable by the Issuer to the Noteholder pursuant to a Noteholder's investment in the Notes in respect of any interest income (including the difference between the issue price of the Notes and the redemption price, if applicable). This indemnity provided by the Issuer in this Condition 8 shall include any Taxes that a Noteholder may be required or be liable to pay to the Republic of India as a result of the Notes being issued at an amount below 100 per cent. of the principal amount of the Notes. For the avoidance of doubt, this indemnity shall survive any redemption of the Notes in accordance with the Conditions and shall remain in full force and effect.

*Any payments made by the Issuer are required to be within the all-in-cost ceilings prescribed under the ECB Guidelines and in accordance with any specific approvals from the RBI in this regard.*

## **8.2 Interpretation**

As used herein:

- (a) **Relevant Date** means the date on which such payment first becomes due, except that, if the full amount of the moneys payable has not been duly received by the Trustee or the Principal Paying Agent or, as the case may be, the Registrar on or prior to such due date, it means the date on which, the full amount of such moneys having been so received, notice to that effect is duly given to the Noteholders in accordance with Condition 14; and
- (b) **Tax Jurisdiction** means India or any political subdivision or any authority thereof or therein having power to tax in respect of payments made by the Issuer of principal and interest (including for the avoidance of doubt, the difference between the issue price of the Notes and the final redemption price of the Notes, if applicable) in respect of the Notes, Receipts and Coupons.



### 8.3 Additional Amounts

Any reference in these Conditions to any amounts in respect of the Notes shall be deemed also to refer to any additional amounts which may be payable under this Condition 8 or under any undertakings given in addition to, or in substitution for, this Condition 8 pursuant to the Trust Deed.

### 9. PRESCRIPTION

The Notes (whether in bearer or registered form), Receipts and Coupons will become void unless presented for payment within a period of ten years (in the case of principal) and five years (in the case of interest) after the Relevant Date (as defined in Condition 8.2) therefor.

There shall not be included in any Coupon sheet issued on exchange of a Talon any Coupon the claim for payment in respect of which would be void pursuant to this Condition 8 or Condition 6.2 or any Talon which would be void pursuant to Condition 6.2.

### 10. EVENTS OF DEFAULT AND ENFORCEMENT

#### 10.1 Events of Default

The Trustee at its discretion may, and if so requested in writing by the holders of not less than one-quarter in principal amount of the Notes then outstanding or if so directed by an Extraordinary Resolution shall (subject in each case to being indemnified and/or secured and/or prefunded by the Noteholders to its satisfaction), give notice to the Issuer that the Notes are, and they shall accordingly, subject to receipt of prior RBI or AD Bank approval, as the case may be, thereby become, immediately due and repayable at their nominal amount, together with accrued interest as provided in the Trust Deed, in any of the following events (each, an **Event of Default**):

- (a) a default is made in the payment of any principal or interest due in respect of the Notes or any of them and such failure continues for a period of three Business Days; or
- (b) the Issuer does not perform or comply with one or more of its other obligations in the Notes or the Trust Deed which default is incapable of remedy or, if in the opinion of the Trustee is capable of remedy, is not in the opinion of the Trustee remedied within 30 days after written notice of such default shall have been given to the Issuer by the Trustee (provided that, in each such case, if the default is incapable of remedy or has not been remedied within 30 days after such written notice, the Trustee shall have certified in writing to the Issuer that such default is, in its opinion, materially prejudicial to the interests of the Noteholders, it being acknowledged that the Trustee is under no obligation to provide such certification); or
- (c) the Issuer is (or is deemed by law or a court to be) insolvent or bankrupt or unable to pay a material part of its debts, or stops, suspends or threatens to stop or suspend payment of all or a material part of (or of a particular type of) its debts, proposes or makes any agreement for the deferral, rescheduling or other readjustment of all or a material part of (or all of a particular type of) its debts (or of any part which it will or might otherwise be unable to pay when due), proposes or makes a general assignment or an arrangement or composition with or for the benefit of the relevant creditors in respect of any of such debts or a moratorium is agreed or declared in respect of or affecting all or any part of (or of a particular type of) the debts of the Issuer; or
- (d) if: (i) any other present or future indebtedness of the Issuer for or in respect of moneys borrowed or raised becomes (or becomes capable of being declared) due and payable prior to its stated maturity by reason of any actual or potential default, event of default or the like (howsoever described), or (ii) any such indebtedness is not paid when due or, as the case may be, within any applicable grace period, or (iii) the Issuer fails to pay when due any amount payable by it under any present or future guarantee for, or indemnity in respect of, any moneys borrowed or raised, provided that the aggregate amount of the relevant indebtedness, any moneys borrowed or raised,



guarantees and indemnities in respect of which one or more of the events mentioned above in this Condition 10.1(d) have occurred equals or exceeds U.S.\$50 million or its equivalent (as reasonably determined on the basis of the middle spot rate for the relevant currency against the U.S. dollar as quoted by any leading bank selected by the Trustee on the day on which such indebtedness becomes due and payable or is not paid or any such amount becomes due and payable or is not paid under any such guarantee or indemnity); or

- (e) a distress, attachment, execution or other legal process is levied, enforced or sued out on or against any material part of the property, assets or revenues of the Issuer, which is material to the Issuer, and is not discharged or stayed within 45 days; or
- (f) an order is made or an effective resolution passed for the winding-up or dissolution, judicial management or administration of the Issuer, or the Issuer ceases or threatens to cease to carry on all or substantially all of its business or operations; or
- (g) an encumbrancer takes possession or an administrative or other receiver or an administrator is appointed of the whole or any substantial part of the property, assets or revenues of the Issuer and is not discharged within 45 days; or
- (h) it is or will become unlawful for the Issuer to perform or comply with any one or more of its obligations under any of the Notes or the Trust Deed; or
- (i) any step is taken by any governmental authority or agency or any other competent authority, with a view to the seizure, compulsory acquisition, expropriation or nationalisation of all or a material part of the assets of the Issuer, which is material to the Issuer as a whole; or
- (j) any event occurs which under the laws of any relevant jurisdiction has an analogous effect to any of the events referred to in any of the foregoing paragraphs.

*In accordance with the prevailing RBI regulations, prior approval of the RBI must be obtained before making any redemption in accordance with Condition 10.2. Such approval may or may not be forthcoming.*

## **10.2 Enforcement**

The Trustee may at any time, at its discretion and without notice, take such proceedings against the Issuer as it may think fit to enforce the provisions of the Trust Deed, the Notes, the Receipts and the Coupons, but it shall not be bound to take any such proceedings or any other action in relation to the Trust Deed, the Notes, the Receipts or the Coupons unless (i) it shall have been so directed by an Extraordinary Resolution of the Noteholders or so requested in writing by the holders of at least one-fifth in nominal amount of the Notes then outstanding and (ii) it shall have been indemnified and/or secured and/or prefunded to its satisfaction.

No Noteholder, Receiptholder or Couponholder shall be entitled to proceed directly against the Issuer unless the Trustee, having become bound so to proceed, (i) fails so to do within a reasonable period, or (ii) is unable for any reason so to do and the failure and inability shall be continuing.

*Payments of any amounts outside India by the Issuer under an indemnity clause may require the prior approval of the RBI.*

## **11. REPLACEMENT OF NOTES, RECEIPTS, COUPONS AND TALONS**

Should any Note, Receipt, Coupon or Talon be lost, stolen, mutilated, defaced or destroyed, it may be replaced subject to applicable laws, regulations and relevant stock exchange regulations at the specified office of the Principal Paying Agent (in the case of Bearer Notes, Receipts or Coupons) or the Registrar (in the case of Registered Notes) upon payment by the claimant of such costs and expenses as may be incurred in connection therewith and on such terms as to evidence and indemnity as the Issuer and the Principal Paying Agent or the Registrar (as the case may be) may reasonably require. Mutilated or defaced Notes, Receipts, Coupons or Talons must be surrendered before replacements will be issued.

## **12. PAYING AGENTS, REGISTRAR AND TRANSFER AGENTS**

The names of the initial Paying Agents, the initial Registrar and the other initial Transfer Agents and their initial specified offices are set out below.

The Issuer is entitled, with the prior written approval of the Trustee (such approval not to be unreasonably withheld or delayed), to vary or terminate the appointment of the Principal Paying Agent, Paying Agent, Registrar or Transfer Agent and/or appoint additional or other Paying Agents, Registrar or Transfer Agents and/or approve any change in the specified office through which any Agent acts, provided that:

- (a) there will at all times be a Principal Paying Agent and a Registrar; and
- (b) so long as the Notes are listed on any stock exchange, there will at all times be a Paying Agent, which may be the Principal Paying Agent, and Transfer Agent (in the case of Registered Notes) with a specified office in such place as may be required by the rules and regulations of the relevant stock exchange (or any other relevant authority).

In addition, the Issuer shall forthwith appoint a Paying Agent having a specified office in New York City in the circumstances described in Condition 6.5. Notice of any variation, termination, appointment or change in Paying Agents will be given promptly to the Noteholders by the Issuer in accordance with Condition 14.

In acting under the Agency Agreement, the Paying Agents, Registrar and Transfer Agents act solely as agents of the Issuer and, in certain circumstances specified therein, of the Trustee and do not assume any obligation to, or relationship of agency or trust with, any Noteholders, Receiptholders or Couponholders. The Agency Agreement contains provisions permitting any entity into which any Agent is merged or converted or with which it is consolidated or to which it transfers all or substantially all of its assets to become the successor agent.

## **13. EXCHANGE OF TALONS**

On and after the Interest Payment Date on which the final Coupon comprised in any Coupon sheet matures, the Talon (if any) forming part of such Coupon sheet may be surrendered at the specified office of the Principal Paying Agent or any other Paying Agent in exchange for a further Coupon sheet including (if such further Coupon sheet does not include Coupons to (and including) the final date for the payment of interest due in respect of the Note to which it appertains) a further Talon, subject to the provisions of Condition 9.

## **14. NOTICES**

Notices to holders of Registered Notes will be deemed to be validly given if sent by first class mail or (if posted to an overseas address) by air mail to them at their respective addresses as recorded in the Register and will be deemed to have been validly given on the fourth day after the date of such mailing and, in addition, for so long as any Registered Notes are listed on a stock exchange or are admitted to trading by another relevant authority and the rules of that stock exchange or relevant authority so require, such notice will be published in a daily newspaper of general circulation in the place or places required by those rules.

All notices regarding the Bearer Notes will be deemed to be validly given if published in a leading daily newspaper of general circulation in Asia or such other English language daily newspaper with general circulation in Asia as the Trustee may approve. It is expected that such publication will be made in the Asian Wall Street Journal. The Issuer shall also ensure that notices are duly published in a manner which complies with the rules and regulations of any stock exchange (or any other relevant authority) on which the Notes are for the time being listed. Any such notice will be deemed to have been given on the date of the first publication or, where required to be published in more than one newspaper, on the date of the first publication in all required newspapers. If, in the opinion of the Trustee, publication as provided above is not practicable, a notice will be given in such other manner, and will be deemed to have been given on such date, as the Trustee shall approve.

Until such time as any definitive Notes are issued, there may, so long as any Global Notes representing the Notes are held in their entirety on behalf of Euroclear and/or Clearstream, Luxembourg, be substituted for such publication in such newspaper(s) or such mailing the delivery by electronic mail of the relevant notice to Euroclear and/or Clearstream, Luxembourg for communication by them to the holders of the Notes and, in addition, for so long as any Notes are listed on a stock exchange and the rules of that stock exchange (or any other relevant authority) so require, such notice will be published in a daily newspaper of general circulation in the place or places required by the rules of that stock exchange (or any other relevant authority). Any such notice shall be deemed to have been given to the holders of the Notes on the day on which the said notice was given to Euroclear and/or Clearstream, Luxembourg.

Notices to be given by any Noteholder shall be in writing and given by lodging the same, together (in the case of any Note in definitive form) with the relative Note or Notes, with the Principal Paying Agent (in the case of Bearer Notes) or the Registrar (in the case of Registered Notes). While any of the Notes are represented by a Global Note, such notice may be given by any holder of a Note to the Principal Paying Agent or the Registrar through Euroclear and/or Clearstream, Luxembourg, as the case may be, in such manner as the Principal Paying Agent, the Registrar and Euroclear and/or Clearstream, Luxembourg, as the case may be, may approve for this purpose.

Receiptholders and Couponholders will be deemed for all purposes to have notice of the contents of any notice given to Noteholders in accordance with this Condition 14.

## **15. MEETINGS OF NOTEHOLDERS, MODIFICATION, WAIVER AND SUBSTITUTION**

The Trust Deed contains provisions for convening meetings of the Noteholders to consider any matter affecting their interests, including the sanctioning by Extraordinary Resolution of a modification of the Notes, the Receipts, the Coupons or any of the provisions of the Trust Deed or the Agency Agreement. The quorum at any such meeting for passing an Extraordinary Resolution is one or more persons holding or representing more than 50 per cent. in nominal amount of the Notes for the time being outstanding, or at any adjourned meeting one or more persons being or representing Noteholders whatever the nominal amount of the Notes so held or represented, except that at any meeting the business of which includes Basic Terms Modifications (as defined in the Trust Deed), the quorum shall be one or more persons holding or representing not less than two-thirds in nominal amount of the

Notes for the time being outstanding, or at any such adjourned meeting one or more persons holding or representing not less than one-third in nominal amount of the Notes for the time being outstanding. The Trust Deed provides that (i) a resolution passed at a meeting duly convened and held in accordance with the Trust Deed by a majority consisting of not less than three-fourths of the votes cast on such resolution, (ii) a resolution in writing signed by or on behalf of the holders of not less than three-fourths in nominal amount of the Notes for the time being outstanding or (iii) consent given by way of electronic consents through the relevant clearing system(s) (in a form satisfactory to the Trustee) by or on behalf of the holders of not less than three-fourths in nominal amount of the Notes for the time being outstanding shall, in each case, be effective as an Extraordinary Resolution of the Noteholders.

Any Extraordinary Resolution (i) passed at a meeting of the Noteholders duly convened and held in accordance with the Trust Deed, (ii) passed as an Extraordinary Resolution in writing in accordance with the Trust Deed or (iii) passed by way of electronic consents given by holders through the relevant Clearing System(s) in accordance with these presents shall be binding upon all the Noteholders whether or not present or whether or not represented at any meeting and whether or not voting on such Extraordinary Resolution and upon all Receiptholders, Couponholders and Talonholders and each of them shall be bound to give effect thereto accordingly and the passing of any such Extraordinary Resolution shall be conclusive evidence that the circumstances justify the passing thereof. Notice of the result of the voting on any Extraordinary Resolution duly considered by the Noteholders shall be published in accordance with Condition 14 by the Issuer within 14 days of such result being known, PROVIDED THAT the non-publication of such notice shall not invalidate such result.

The Trustee may agree, without the consent of the Noteholders, Receiptholders or Couponholders, to any modification (except such modifications in respect of which an increased quorum is required as mentioned above) of, or to the waiver or authorisation of any breach or proposed breach of, any of the provisions of the Terms and Conditions of the Notes or the Trust Deed or the agency agreement dated 14 February 2017, or determine, without any such consent as aforesaid, that any Event of Default shall not be treated as such, where, in any such case, it is not, in the opinion of the Trustee, materially prejudicial to the interests of the Noteholders to do so or may agree, without any such consent as aforesaid, to any modification which is, in its opinion, of a formal, minor or technical nature or to correct a manifest error or for the purposes of compliance with mandatory provisions of law. Any such modification shall be binding on the Noteholders, the Receiptholders and the Couponholders and any such modification shall be notified to the Noteholders by the Issuer in accordance with Condition 14 as soon as practicable thereafter.

In connection with the exercise by it of any of its trusts, powers, authorities and discretions (including, without limitation, any modification, waiver, authorisation, determination or substitution), the Trustee shall have regard to the general interests of the Noteholders as a class but shall not have regard to any interests arising from circumstances particular to individual Noteholders, Receiptholders or Couponholders (whatever their number) and, in particular but without limitation, shall not have regard to the consequences of any such exercise for individual Noteholders, Receiptholders or Couponholders (whatever their number) resulting from their being for any purpose domiciled or resident in, or otherwise connected with, or subject to the jurisdiction of, any particular territory or any political sub-division thereof and the Trustee shall not be entitled to require, nor shall any Noteholder, Receiptholder or Couponholder be entitled to claim, from the Issuer, the Trustee or any other person any indemnification or payment in respect of any tax consequences of any such exercise upon individual Noteholders, Receiptholders or Couponholders except to the extent already provided for in Condition 8 and/or any undertaking or covenant given in addition to, or in substitution for, Condition 8 pursuant to the Trust Deed.

The Trustee may, without the consent of the Noteholders, agree with the Issuer to the substitution in place of the Issuer (or of any previous substitute under this Condition 15) as the principal debtor under the Notes, the Receipts, the Coupons and the Trust Deed of an entity owned or controlled by the Issuer, subject to certain conditions set out in the Trust Deed being complied with.

Any such modification, waiver, authorisation, determination or substitution shall be binding on the Noteholders, the Receiptholders and the Couponholders and, unless the Trustee otherwise agrees, any such modification or substitution shall be promptly notified to the Noteholders by the Issuer in accordance with Condition 14.

## **16. INDEMNIFICATION OF THE TRUSTEE AND TRUSTEE CONTRACTING WITH THE ISSUER**

The Trust Deed contains provisions for the indemnification of the Trustee and for its relief from responsibility, including provisions relieving it from taking action unless indemnified and/or secured and/or prefunded to its satisfaction.

The Trust Deed also contains provisions pursuant to which the Trustee is entitled, *inter alia*, (a) to enter into business transactions with the Issuer and to act as trustee for the holders of any other securities issued or guaranteed by, or relating to, the Issuer, (b) to exercise and enforce its rights, comply with its obligations and perform its duties under or in relation to any such transactions or, as the case may be, any such trusteeship without regard to the interests of, or consequences for, the Noteholders, Receiptholders or Couponholders and (c) to retain and not be liable to account for any profit made or any other amount or benefit received thereby or in connection therewith.

*Repatriation of proceeds outside India by the Issuer under an indemnity clause may require the prior approval of the RBI in accordance with applicable laws, including the rules and regulations frame under the Foreign Management Act, 1999.*

## **17. FURTHER ISSUES**

The Issuer shall be at liberty from time to time without the consent of the Noteholders, the Receiptholders or the Couponholders to create and issue further notes having terms and conditions the same as the Notes or the same in all respects save for the amount and date of the first payment of interest thereon and the date from which interest starts to accrue and so that the same shall be consolidated and form a single Series with the outstanding Notes.

## **18. CONTRACTS (RIGHTS OF THIRD PARTIES) ACT 1999**

No rights are conferred on any person under the Contracts (Rights of Third Parties) Act 1999 to enforce any term of this Note, but this does not affect any right or remedy of any person which exists or is available apart from that Act.

## **19. GOVERNING LAW AND SUBMISSION TO JURISDICTION**

### **19.1 Governing law**

The Trust Deed, the Agency Agreement, the Notes, the Receipts, the Coupons and any non-contractual obligations arising out of or in connection with the Trust Deed, the Agency Agreement, the Notes, the Receipts and the Coupons are governed by, and shall be construed in accordance with, English law.

### **19.2 Submission to jurisdiction**

- (a) Subject to Condition 19.2(c), the English courts have exclusive jurisdiction to settle any dispute arising out of or in connection with the Trust Deed, the Notes, the Receipts and/or the Coupons, including any dispute as to their existence, validity, interpretation, performance, breach or termination or the consequences of their nullity and any dispute relating to any non-contractual obligations arising out of or in connection with the Trust Deed, the Notes, the Receipts and/or the Coupons (a **Dispute**) and all Disputes will be submitted to the exclusive jurisdiction of the English courts.

- (b) For the purposes of this Condition 19.2, the Issuer waives any objection to the English courts on the grounds that they are an inconvenient or inappropriate forum to settle any Dispute.
- (c) This Condition 19.2(c) is for the benefit of the Trustee, the Noteholders, the Receiptholders and the Couponholders only. To the extent allowed by law, the Trustee, the Noteholders, the Receiptholders and the Couponholders may, in respect of any Dispute or Disputes, take: (i) proceedings in any other court with jurisdiction; and (ii) concurrent proceedings in any number of jurisdictions.

### **19.3 Appointment of Process Agent**

The Issuer irrevocably appoints Elemental Process Agent Limited at its specified office for the time being at 27 Old Gloucester Street, London WC1N 3AX, United Kingdom as its agent for service of process in any proceedings before the English courts in relation to any Dispute, and agrees that, in the event of Elemental Process Agent Limited being unable or unwilling for any reason so to act, it will immediately appoint another person approved by the Trustee as its agent for service of process in England in respect of any Dispute. The Issuer agrees that failure by a process agent to notify it of any process will not invalidate service. Nothing herein shall affect the right to serve process in any other manner permitted by law.

### **19.4 Waiver of immunity**

The Issuer irrevocably and unconditionally with respect to any Dispute (i) waives any right to claim sovereign or other immunity from jurisdiction, recognition or enforcement and any similar argument in any jurisdiction, (ii) submits to the jurisdiction of the English courts and the courts of any other jurisdiction in relation to the recognition of any judgment or order of the English courts or the courts of any competent jurisdiction in relation to any Dispute and (iii) consents to the giving of any relief (whether by way of injunction, attachment, specific performance or other relief) or the issue of any related process, in any jurisdiction, whether before or after final judgment, including, without limitation, the making, enforcement or execution against any property whatsoever (irrespective of its use or intended use) of any order or judgment in connection with any Dispute.

## **USE OF PROCEEDS**

The proceeds of the issue of the Notes will be used for the housing finance business requirements of the Issuer as well as for other general corporate purposes permitted by law.



## CAPITALISATION

The following table sets forth the non-consolidated indebtedness and capitalisation of the Issuer as at 30 September 2017. This table should be read in conjunction with the Issuer's unaudited standalone financial results as at 30 September 2017 and the notes presented elsewhere herein, which have been subjected to a limited review by the statutory auditors of the Issuer.

	As at 30 September 2017	
	(Rs. in million)	(U.S.\$ in million) <sup>(1)</sup>
<b>Indebtedness</b>		
Deposits . . . . .	901,953.30	13,816.69
Borrowings . . . . .	2,046,005.30	31,341.99
Subordinated debt . . . . .	55,000.00	842.52
Perpetual debt and upper tier II debt . . . . .	0.00	0.00
<b>Total indebtedness</b> . . . . .	<b>3,002,958.60</b>	<b>46,001.20</b>
<b>Shareholders' Funds</b>		
Share capital <sup>(2)</sup> . . . . .	3,190.20	48.87
Reserves and surplus . . . . .	403,956.50	6,188.06
Money received against warrants . . . . .	511.00	7.83
<b>Total shareholders' funds</b> . . . . .	<b>407,657.70</b>	<b>6,244.76</b>
<b>Total Capitalisation</b> . . . . .	<b>3,410,616.30</b>	<b>52,245.96</b>
<b>Capital Adequacy Ratio (percentage)</b>		
Tier I . . . . .		12.6%
Tier II . . . . .		2.5%
<b>Total</b> . . . . .		<b>15.1%</b>

*Notes:*

- (1) The U.S. dollar amounts herein have been translated using the exchange rate of U.S.\$1.00 = Rs. 65.28, as at 30 September 2017.
- (2) As at 30 September 2017, there were 159,51,00,945 equity shares of par value Rs.2 each outstanding.

Non-consolidated contingent liabilities as at 30 September 2017 amounted to Rs. 45.06 billion.

## SELECTED FINANCIAL INFORMATION

The following tables set forth selected consolidated balance sheet items of the Issuer as of 31 March 2016, 2017 and 30 September 2017, selected consolidated profit and loss statement items of the Issuer for the years ended 31 March 2016 and 2017, including for the nine month periods ended 31 December 2016 and 31 December 2017, selected standalone balance sheet items of the Issuer as of 31 March 2016, 2017 and 30 September 2017 and selected standalone profit and loss statement items of the Issuer for the years ended 31 March 2016 and 2017, including for the nine month periods ended 31 December 2016 and 31 December 2017. Selected standalone and consolidated balance sheet items as of 31 December 2016 and 2017 are not included because they are published on a half-year basis. The selected financial information set out in the following tables should be read in conjunction with the Issuer's financial statements, included elsewhere in this Offering Circular under "Financial Statements".

All USD figures given in this section have been converted using the USD INR rates as at 31 December 2017 of INR 63.87, 30 September 2017 of INR 65.28, 31 March 2017 of INR 64.85, 30 December 2016 of INR 67.9547 and 31 March 2016 of INR 66.48 and are in USD millions.

### Selected Consolidated Financial Information of the Issuer

#### *Selected Profit and Loss*

	For nine months ended 31 December		
	2016	2017	2017
	(unaudited)	(unaudited)	(unaudited)
	(in Rs. billion)		(in USD million)
<b>INCOME</b>			
Revenue from Operations . . . . .	258.55	280.83	4,396.83
Profit on sale of Investments . . . . .	10.14	1.63	25.51
Other Income . . . . .	0.44	0.18	2.80
Premium from Insurance Business . . . . .	138.35	166.87	2,612.69
Other Operating Income from Insurance Business . . . . .	22.99	29.42	460.66
<b>Total Revenue . . . . .</b>	<b>430.47</b>	<b>478.93</b>	<b>7,498.49</b>
<b>EXPENSES</b>			
Finance Cost . . . . .	164.48	174.30	2,728.91
Employee Benefits Expenses . . . . .	6.92	7.99	125.03
Establishment Expenses . . . . .	1.12	1.26	19.72
Other Expenses . . . . .	8.14	7.93	124.27
Claims paid pertaining to Insurance Business . . . . .	84.91	103.33	1,617.79
Commission and operating expenses pertaining to Insurance Business . . . . .	19.93	26.82	419.87
Other expenses pertaining to Insurance Business . . . . .	48.16	55.18	864.01
Depreciation and Amortisation . . . . .	0.81	0.69	10.74
Provision and Contingencies . . . . .	6.08	3.98	62.38
<b>Total Expenses . . . . .</b>	<b>340.55</b>	<b>381.48</b>	<b>5,972.72</b>

	<b>For nine months ended 31 December</b>		
	<b>2016</b>	<b>2017</b>	<b>2017</b>
	<b>(unaudited)</b>	<b>(unaudited)</b>	<b>(unaudited)</b>
	<b>(in Rs. billion)</b>		<b>(in USD million)</b>
<b>PROFIT BEFORE EXCEPTIONAL ITEMS AND TAX . .</b>	<b>89.92</b>	<b>97.45</b>	<b>1,525.77</b>
<b>EXCEPTIONAL ITEMS . . . . .</b>	<b>—</b>	<b>34.48</b>	<b>539.85</b>
<b>PROFIT BEFORE TAX</b>	<b>89.92</b>	<b>131.93</b>	<b>2,065.63</b>
Tax Expense			
- Current Tax . . . . .	27.16	29.44	460.89
- Deferred Tax . . . . .	1.12	0.31	4.97
<b>PROFIT FOR THE PERIOD . . . . .</b>	<b>61.64</b>	<b>102.18</b>	<b>1,599.77</b>
Share of profit of Minority Interest . . . . .	-5.40	-7.48	-117.15
Net share of profit from Associates . . . . .	23.48	28.10	440.09
<b>PROFIT AFTER TAX ATTRIBUTABLE TO THE CORPORATION . . . . .</b>	<b>79.72</b>	<b>122.80</b>	<b>1,922.71</b>
<b>EARNINGS PER SHARE (Face Value Rs. 2)</b> (not annualised)			
Basic (Rs. ) . . . . .	50.19	76.90	1.20
Diluted (Rs.) . . . . .	49.76	75.97	1.19

## Selected Consolidated Financial Information of the Issuer

### Selected Profit and Loss

	For the year ended 31 March		
	2016 (audited)	2017 (audited)	2017 (audited)
	(in Rs. billion)		(in USD million)
<b>INCOME</b>			
Revenue from Operations . . . . .	318.73	350.05	5,397.88
Profit on sale of Investments . . . . .	16.17	11.78	181.53
Other Income . . . . .	0.34	0.53	8.22
Premium from Insurance Business . . . . .	178.76	217.29	3,350.68
Other Operating Income from Insurance Business . . . . .	18.57	31.23	481.53
<b>Total Revenue . . . . .</b>	<b>532.57</b>	<b>610.88</b>	<b>9,419.84</b>
<b>EXPENSES</b>			
Finance Cost . . . . .	202.96	219.53	3,385.22
Employee Benefits Expenses . . . . .	7.88	9.13	140.79
Establishment Expenses . . . . .	1.34	1.43	21.97
Other Expenses . . . . .	8.79	10.78	166.23
Claims paid pertaining to Insurance Business . . . . .	94.86	118.88	1,833.20
Commission and operating expenses pertaining to Insurance Business . . . . .	25.25	31.19	480.94
Other expenses pertaining to Insurance Business . . . . .	66.83	84.91	1,309.36
Depreciation and Amortisation . . . . .	1.20	1.08	16.65
Provision and Contingencies . . . . .	7.33	7.45	114.89
<b>Total Expenses . . . . .</b>	<b>416.44</b>	<b>484.38</b>	<b>7,469.25</b>
<b>PROFIT BEFORE EXCEPTIONAL ITEMS AND TAX . . . . .</b>	<b>116.13</b>	<b>126.50</b>	<b>1,950.59</b>
<b>EXCEPTIONAL ITEMS . . . . .</b>	<b>—</b>	<b>—</b>	<b>—</b>
<b>PROFIT BEFORE TAX . . . . .</b>	<b>116.13</b>	<b>126.50</b>	<b>1,950.59</b>
Tax Expense . . . . .			
- Current Tax . . . . .	34.79	35.05	540.47
- Deferred Tax . . . . .	1.60	5.16	79.55
<b>PROFIT FOR THE YEAR . . . . .</b>	<b>79.74</b>	<b>86.29</b>	<b>1,330.57</b>
Share of profit of Minority Interest . . . . .	-5.28	-7.97	-122.90
Net share of profit from Associates . . . . .	27.44	32.19	496.43
<b>PROFIT AFTER TAX ATTRIBUTABLE TO THE CORPORATION . . . . .</b>	<b>101.90</b>	<b>110.51</b>	<b>1,704.10</b>
<b>EARNINGS PER SHARE (Face Value Rs. 2)</b>			
Basic (Rs.) . . . . .	64.07	68.87	1.06
Diluted (Rs.) . . . . .	63.59	68.30	1.05

**Selected Consolidated Financial Information of the Issuer**  
**Selected Balance Sheet**

	As of		
	31 March 2017 (audited)	30 September 2017 (unaudited)	30 September 2017 (unaudited)
	(in Rs. billion)		(in USD million)
<b>ASSETS:</b>			
<b>NON-CURRENT ASSETS</b>			
Fixed assets			
(i) Tangible Assets . . . . .	12.06	12.71	194.74
(ii) Intangible Assets . . . . .	0.83	0.86	13.22
(iii) Capital work in Progress . . . . .	0.41	0.24	3.67
(iv) Intangible assets under Development . . . . .	0.13	0.10	1.49
<b>GOODWILL ON CONSOLIDATION . . . . .</b>	<b>6.20</b>	<b>2.14</b>	<b>32.82</b>
Non-current investments . . . . .	1,190.46	1,287.82	19,727.61
Deferred tax asset (net) . . . . .	0.16	0.18	2.66
Long-term loans and advances			
- Loans . . . . .	2,793.45	3,096.29	47,430.92
- Others . . . . .	70.74	40.57	621.50
Other non-current assets . . . . .	14.95	20.95	320.88
	<b>4,089.39</b>	<b>4,461.86</b>	<b>68,349.51</b>
<b>CURRENT ASSETS</b>			
Current investments . . . . .	138.09	187.53	2,872.73
Trade receivables . . . . .	14.82	15.04	230.43
Cash and bank balances . . . . .	74.97	18.16	278.20
Short-term loans and advances			
- Loans . . . . .	327.84	311.82	4,776.64
- Others . . . . .	53.36	32.52	498.12
Other current assets . . . . .	33.11	28.70	439.64
	<b>642.19</b>	<b>593.77</b>	<b>9,095.76</b>
<b>TOTAL ASSETS . . . . .</b>	<b>4,731.58</b>	<b>5,055.63</b>	<b>77,445.27</b>
<b>EQUITY AND LIABILITIES:</b>			
<b>SHAREHOLDERS' FUNDS</b>			
Share Capital . . . . .	3.18	3.19	48.87
Reserves and Surplus . . . . .	596.90	628.75	9,631.52
Money received against warrants . . . . .	0.51	0.51	7.83
	<b>600.59</b>	<b>632.45</b>	<b>9,688.22</b>
<b>MINORITY INTEREST . . . . .</b>	<b>34.73</b>	<b>40.54</b>	<b>621.00</b>
<b>NON-CURRENT LIABILITIES</b>			
Policy Liabilities . . . . .	742.56	800.87	12,268.29
Long-term borrowings . . . . .	1,619.52	1,764.36	27,027.54
Deferred tax liabilities (net) . . . . .	25.14	26.57	407.05
Other long-term liabilities . . . . .	23.59	20.95	320.94
Long-term provisions . . . . .	30.26	28.21	432.12
	<b>2,441.07</b>	<b>2,640.96</b>	<b>40,455.94</b>
<b>CURRENT LIABILITIES</b>			
Short-term borrowings . . . . .	424.48	462.22	7,080.58
Trade payables . . . . .	59.27	54.88	840.68
Other current liabilities			
- Policy liabilities . . . . .	142.74	152.66	2,338.55
- Borrowings . . . . .	893.95	925.68	14,180.07
- Others . . . . .	106.23	116.07	1,778.02
Short term provisions . . . . .	28.52	30.17	462.21
	<b>1,655.19</b>	<b>1,741.68</b>	<b>26,680.11</b>
<b>Total Liabilities . . . . .</b>	<b>4,731.58</b>	<b>5,055.63</b>	<b>77,445.27</b>

*Selected Balance Sheet*

	As of		
	31 March 2016 (audited)	31 March 2017 (audited)	31 March 2017 (audited)
	(in Rs. billion)		(in USD million)
<b>ASSETS:</b>			
<b>NON-CURRENT ASSETS</b>			
Fixed assets			
(i) Tangible Assets . . . . .	13.12	12.06	185.97
(ii) Intangible Assets . . . . .	0.68	0.83	12.75
(iii) Capital work in Progress . . . . .	0.07	0.41	6.24
(iv) Intangible assets under Development . . . . .	0.12	0.13	2.03
<b>GOODWILL ON CONSOLIDATION . . . . .</b>	<b>1.88</b>	<b>6.20</b>	<b>95.61</b>
Non-current investments . . . . .	954.64	1,190.46	18,357.13
Deferred tax asset (net) . . . . .	0.18	0.16	2.41
Long-term loans and advances			
- Loans . . . . .	2,455.28	2,793.45	43,075.56
- Others . . . . .	32.35	70.74	1,090.84
Other non-current assets . . . . .	8.97	14.95	230.60
	<b>3,467.29</b>	<b>4,089.39</b>	<b>63,059.15</b>
<b>CURRENT ASSETS</b>			
Current investments . . . . .	92.56	138.09	2,129.42
Trade receivables . . . . .	4.67	14.82	228.60
Cash and bank balances . . . . .	63.97	74.97	1,156.02
Short-term loans and advances			
- Loans . . . . .	265.58	327.84	5,055.30
- Others . . . . .	35.02	53.36	822.81
Other current assets . . . . .	48.95	33.11	510.63
	<b>510.75</b>	<b>642.19</b>	<b>9,902.78</b>
<b>TOTAL ASSETS . . . . .</b>	<b>3,978.04</b>	<b>4,731.58</b>	<b>72,961.93</b>
<b>EQUITY AND LIABILITIES:</b>			
<b>SHAREHOLDERS' FUNDS</b>			
Share Capital . . . . .	3.16	3.18	48.99
Reserves and Surplus . . . . .	505.34	596.90	9,204.40
Money received against warrants . . . . .	0.51	0.51	7.88
	<b>509.01</b>	<b>600.59</b>	<b>9,261.27</b>
<b>MINORITY INTEREST . . . . .</b>	<b>23.26</b>	<b>34.73</b>	<b>535.48</b>
<b>NON-CURRENT LIABILITIES</b>			
Policy Liabilities . . . . .	612.15	742.56	11,450.48
Long-term borrowings . . . . .	1,188.90	1,619.52	24,973.32
Deferred tax liabilities (net) . . . . .	9.70	25.14	387.70
Other long-term liabilities . . . . .	17.78	23.59	363.80
Long-term provisions . . . . .	26.30	30.26	466.60
	<b>1,854.83</b>	<b>2,441.08</b>	<b>37,641.90</b>
<b>CURRENT LIABILITIES</b>			
Short-term borrowings . . . . .	419.49	424.48	6,545.56
Trade payables . . . . .	33.04	59.27	913.98
Other current liabilities			
- Policy liabilities . . . . .	109.31	142.74	2,201.12
- Borrowings . . . . .	885.79	893.95	13,784.84
- Others . . . . .	97.38	106.23	1,638.03
Short term provisions . . . . .	45.93	28.52	439.75
	<b>1,590.94</b>	<b>1,655.18</b>	<b>25,523.28</b>
<b>Total Liabilities . . . . .</b>	<b>3,978.04</b>	<b>4,731.58</b>	<b>72,961.93</b>

## Standalone Financial Information of the Issuer

### Selected Profit and Loss

	For the nine months ended 31 December		
	2016 (unaudited)	2017 (unaudited)	2017 (unaudited)
	(in Rs. billion)		(In USD million)
<b>INCOME</b>			
Revenue from Operations . . . . .	236.58	254.81	3,989.52
Profit on sale of Investments . . . . .	9.53	0.84	13.11
Other Income . . . . .	0.34	0.33	5.16
<b>Total Revenue . . . . .</b>	<b>246.45</b>	<b>255.98</b>	<b>4,007.79</b>
<b>EXPENSES</b>			
Finance Cost . . . . .	156.58	165.24	2,587.15
Employee benefit expenses . . . . .	3.03	3.30	51.60
Establishment Expenses . . . . .	0.69	0.74	11.59
Other Expenses . . . . .	2.33	2.79	43.70
Depreciation and Amortisation . . . . .	0.42	0.35	5.50
Provision for Contingencies . . . . .	5.52	2.75	43.06
<b>Total Expenses . . . . .</b>	<b>168.57</b>	<b>175.17</b>	<b>2,742.60</b>
<b>PROFIT BEFORE EXCEPTIONAL ITEMS AND TAX . .</b>	<b>77.88</b>	<b>80.81</b>	<b>1,265.19</b>
<b>EXCEPTIONAL ITEMS . . . . .</b>	<b>—</b>	<b>36.75</b>	<b>575.43</b>
<b>PROFIT BEFORE TAX . . . . .</b>	<b>77.88</b>	<b>117.56</b>	<b>1,840.62</b>
Tax Expense			
- Current Tax . . . . .	22.77	23.99	375.60
- Deferred Tax . . . . .	1.13	0.30	4.70
<b>PROFIT FOR THE PERIOD . . . . .</b>	<b>53.98</b>	<b>93.27</b>	<b>1,460.32</b>
<b>EARNINGS PER SHARE (Face Value Rs. 2) (not annualised)</b>			
Basic (Rs.) . . . . .	33.93	58.36	0.91
Diluted (Rs.) . . . . .	33.64	57.66	0.90



## Standalone Financial Information of the Issuer

### Selected Profit and Loss

	For the year ended 31 March		
	2016 (audited)	2017 (audited)	2017 (audited)
	(in Rs. billion)		(in USD million)
<b>INCOME</b>			
Revenue from Operations . . . . .	292.57	321.11	4,951.59
Profit on sale of Investments . . . . .	16.48	10.02	154.47
Other Income . . . . .	0.51	0.47	7.22
<b>Total Revenue . . . . .</b>	<b>309.56</b>	<b>331.60</b>	<b>5,113.28</b>
<b>EXPENSES</b>			
Finance Cost . . . . .	193.75	208.96	3,222.24
Employee benefit expenses . . . . .	3.49	3.89	59.95
Establishment Expenses . . . . .	0.84	0.86	13.30
Other Expenses . . . . .	2.71	3.06	47.15
Depreciation and Amortisation . . . . .	0.54	0.56	8.63
Provision for Contingencies . . . . .	7.15	7.00	107.94
<b>Total Expenses . . . . .</b>	<b>208.48</b>	<b>224.33</b>	<b>3,459.21</b>
<b>PROFIT BEFORE EXCEPTIONAL ITEMS AND TAX . .</b>	<b>101.08</b>	<b>107.27</b>	<b>1,654.07</b>
<b>EXCEPTIONAL ITEMS . . . . .</b>	<b>—</b>	<b>—</b>	<b>—</b>
<b>PROFIT BEFORE TAX . . . . .</b>	<b>101.08</b>	<b>107.27</b>	<b>1,654.07</b>
Tax Expense . . . . .			
Current Tax . . . . .	28.73	27.89	430.07
Deferred Tax . . . . .	1.42	4.95	76.33
<b>PROFIT FOR THE PERIOD . . . . .</b>	<b>70.93</b>	<b>74.43</b>	<b>1,147.67</b>
<b>EARNINGS PER SHARE (Face Value Rs. 2)</b>			
Basic (Rs.) . . . . .	44.43	46.08	0.71
Diluted (Rs.) . . . . .	44.10	45.70	0.70

*Selected Balance Sheet*

	As of		
	31 March 2017 (audited)	30 September 2017 (unaudited)	30 September 2017 (unaudited)
	(in Rs. billion)		(in USD million)
<b>ASSETS:</b>			
<b>NON-CURRENT ASSETS</b>			
Fixed assets			
(i) Tangible Assets . . . . .	6.38	6.37	97.58
(ii) Intangible Assets . . . . .	0.04	0.05	0.73
Non-current investments . . . . .	168.30	179.42	2,748.51
Long-term loans and advances			
- Loans . . . . .	2,639.42	2,928.36	44,858.40
- Others . . . . .	65.53	34.49	528.37
Other non-current assets . . . . .	14.06	20.17	308.97
	<b>2,893.73</b>	<b>3,168.86</b>	<b>48,542.56</b>
<b>CURRENT ASSETS</b>			
Current investments . . . . .	35.80	71.63	1,097.28
Trade receivables . . . . .	1.10	1.29	19.78
Cash and bank balances . . . . .	63.19	11.62	177.99
Short-term loans and advances			
- Loans . . . . .	317.92	301.31	4,615.65
- Others . . . . .	40.21	17.95	274.92
Other current assets . . . . .	11.63	10.22	156.66
	<b>469.85</b>	<b>414.02</b>	<b>6,342.28</b>
<b>TOTAL ASSETS . . . . .</b>	<b>3,363.58</b>	<b>3,582.88</b>	<b>54,884.84</b>
<b>EQUITY AND LIABILITIES:</b>			
<b>SHAREHOLDERS' FUNDS</b>			
Share Capital . . . . .	3.18	3.19	48.87
Reserves and Surplus . . . . .	392.77	403.96	6,188.06
Money received against warrants . . . . .	0.51	0.51	7.83
	<b>396.46</b>	<b>407.66</b>	<b>6,244.76</b>
<b>NON-CURRENT LIABILITIES</b>			
Long-term borrowings . . . . .	1,500.62	1,666.16	25,523.23
Deferred tax liabilities (net) . . . . .	23.89	25.31	387.80
Other long-term liabilities . . . . .	22.05	19.75	302.61
Long-term provisions . . . . .	23.36	21.35	327.03
	<b>1,569.92</b>	<b>1,732.57</b>	<b>26,540.67</b>
<b>CURRENT LIABILITIES</b>			
Short-term borrowings . . . . .	421.30	415.21	6,360.38
Trade payables . . . . .	1.48	2.73	41.86
Other current liabilities			
- Borrowings . . . . .	875.40	913.02	13,986.17
- Others . . . . .	97.26	109.50	1,677.34
Short term provisions . . . . .	1.76	2.19	33.66
	<b>1,397.20</b>	<b>1,442.65</b>	<b>22,099.41</b>
<b>Total Liabilities . . . . .</b>	<b>3,363.58</b>	<b>3,582.88</b>	<b>54,884.84</b>

*Selected Balance Sheet*

	As of		
	31 March 2016 (audited)	31 March 2017 (audited)	31 March 2017 (audited)
	(in Rs. billion)		(in USD million)
<b>ASSETS:</b>			
<b>NON-CURRENT ASSETS</b>			
Fixed assets			
(i) Tangible Assets . . . . .	6.60	6.38	98.41
(ii) Intangible Assets . . . . .	0.04	0.04	0.64
Non-current investments . . . . .	148.38	168.30	2,595.21
Long-term loans and advances			
- Loans . . . . .	2,328.71	2,639.42	40,700.30
- Others . . . . .	26.69	65.53	1,010.46
Other non-current assets . . . . .	8.47	14.06	216.86
	<b>2,518.89</b>	<b>2,893.73</b>	<b>44,621.88</b>
<b>CURRENT ASSETS</b>			
Current investments . . . . .	5.07	35.80	552.07
Trade receivables . . . . .	1.45	1.10	16.88
Cash and bank balances . . . . .	53.21	63.19	974.37
Short-term loans and advances			
- Loans . . . . .	257.88	317.92	4,902.45
- Others . . . . .	25.26	40.21	620.10
Other current assets . . . . .	27.01	11.63	179.31
	<b>369.88</b>	<b>469.85</b>	<b>7,245.18</b>
<b>TOTAL ASSETS . . . . .</b>	<b>2,888.77</b>	<b>3,363.58</b>	<b>51,867.06</b>
<b>EQUITY AND LIABILITIES:</b>			
<b>SHAREHOLDERS' FUNDS</b>			
Share Capital . . . . .	3.16	3.18	48.99
Reserves and Surplus . . . . .	337.54	392.77	6,056.52
Money received against warrants . . . . .	0.51	0.51	7.88
	<b>341.21</b>	<b>396.46</b>	<b>6,113.39</b>
<b>NON-CURRENT LIABILITIES</b>			
Long-term borrowings . . . . .	1,092.92	1,500.62	23,139.90
Deferred tax liabilities (net) . . . . .	9.02	23.89	368.32
Other long-term liabilities . . . . .	16.13	22.05	340.06
Long-term provisions . . . . .	21.28	23.36	360.24
	<b>1,139.35</b>	<b>1,569.92</b>	<b>24,208.52</b>
<b>CURRENT LIABILITIES</b>			
Short-term borrowings . . . . .	415.03	421.30	6,496.58
Trade payables . . . . .	1.23	1.48	22.78
Other current liabilities			
- Borrowings . . . . .	869.68	875.40	13,498.78
- Others . . . . .	93.90	97.26	1,499.81
Short term provisions . . . . .	28.37	1.76	27.20
	<b>1,408.21</b>	<b>1,397.20</b>	<b>21,545.15</b>
<b>Total Liabilities . . . . .</b>	<b>2,888.77</b>	<b>3,363.58</b>	<b>51,867.06</b>

## DESCRIPTION OF THE ISSUER AND THE GROUP

*In this section only, any reference to “we”, “us”, “our” or “the Issuer” refers to Housing Development Finance Corporation Limited.*

*The following information should be read together with the more detailed financial and other information included in this Offering Circular, including the information contained in the section titled “Risk Factors” beginning on page 8 of this Offering Circular.*

### Overview

The Issuer was incorporated as a public limited company on 17 October 1977 under the Companies Act, 1956 and has its registered office at Ramon House, H.T. Parekh Marg, 169 Backbay Reclamation, Churchgate, Mumbai 400 020 and corporate office at HDFC House, H.T. Parekh Marg, 165-166 Backbay Reclamation, Churchgate, Mumbai 400 020, India, registered with CIN L70100MH1977PLC019916 (Telephone Numbers: +91 22 61766000/+91 22 66316000). The Issuer was the first specialised mortgage company in India and is now the largest housing finance company in India in terms of market share based solely on housing loans (*Source: CRISIL Research, Housing Finance Report, November 2017*). As of 31 March 2017, the Issuer’s outstanding loan book amounted to Rs.2,964,719 million and total assets were Rs.3,363,579 million . The Issuer’s principal business is providing finance to individuals, corporates, developers and co-operative societies for the purchase, construction, development and repair of houses, apartments and commercial property in India.

The Issuer’s initial public offering was undertaken in 1978 and its equity shares are listed on BSE and the NSE. As of 31 March 2017, the Issuer’s distribution network comprised 427 outlets, which included 130 offices of its wholly owned Subsidiary, HDFC Sales Private Limited. As of 31 March 2017, the Issuer’s capital adequacy ratio, after reducing the investment in HDFC Bank and Deferred Liability on Special Reserves from Tier 1 capital, was 14.5per cent. as against a minimum regulatory requirement of 12 per cent. and the Issuer’s Tier I capital was 11.8 per cent., as against a minimum requirement of 6 per cent.

A snapshot of the business of the Issuer as of 31 March 2017 is as follows:

Loans Outstanding (Gross loans) . . . . .	Rs.3,384.78 billion (U.S.\$52.19 billion <sup>(1)</sup> )
Individual Loans Originated CAGR (five years) . . .	19 per cent.
Cumulative Housing Units Financed . . . . .	5.8 million
Total loan write offs since inception (of cumulative disbursements) . . . . .	Under four basis points
Unrealised gains on listed investments . . . . .	Rs. 815.14 billion

*Note:*

<sup>(1)</sup> Derived using an exchange rate of Rs. 64.85 to U.S. \$1.00.

### Strengths

The Issuer’s strengths as a provider of housing finance are:

- one of the lowest levels of NPA in the industry due to, among others:
  - efficient recovery mechanisms; and
  - efficient and robust operating process;

- well diversified assets and liabilities mix;
- low average loan to value ratio and instalment to income ratios;
- steady level of prepayments;
- pan-Indian presence; and
- quality underwriting with experience of over 40 years.

The Issuer's corporate strengths are:

- strong brand and large customer base of 5.8 million as of 31 March 2017;
- stable and experienced management, with the average tenor of senior management of the Issuer being approximately 30 years;
- low cost income ratio: as of 31 March 2017, the cost income ratio was 7.4 per cent.;
- high service standards; and
- synergistic and diverse presence across segments of financial services through subsidiaries and associates.

The significantly low mortgage penetration in India implies room for growth (mortgages represented 9 per cent. of nominal GDP in India as of 31 March 2017, compared to 22 per cent. in China and 68 per cent. in the United Kingdom. (Source: European Mortgage Federation, HOFINET & HDFC estimates for India).

## **Strategies**

The Issuer's primary objective is to enhance the residential housing stock in India through the provision of housing finance on a systematic and professional basis and to promote home ownership throughout India. The Issuer has contributed to increasing flow of resources to housing sector.

The Issuer's primary business strategies are to:

- maintain its position as the leading housing finance institution in India;
- develop close relationships with individual households and enhance its customer relationships;
- transform ideas for housing finance into viable and creative solutions; and
- grow through diversification by leveraging its client base.

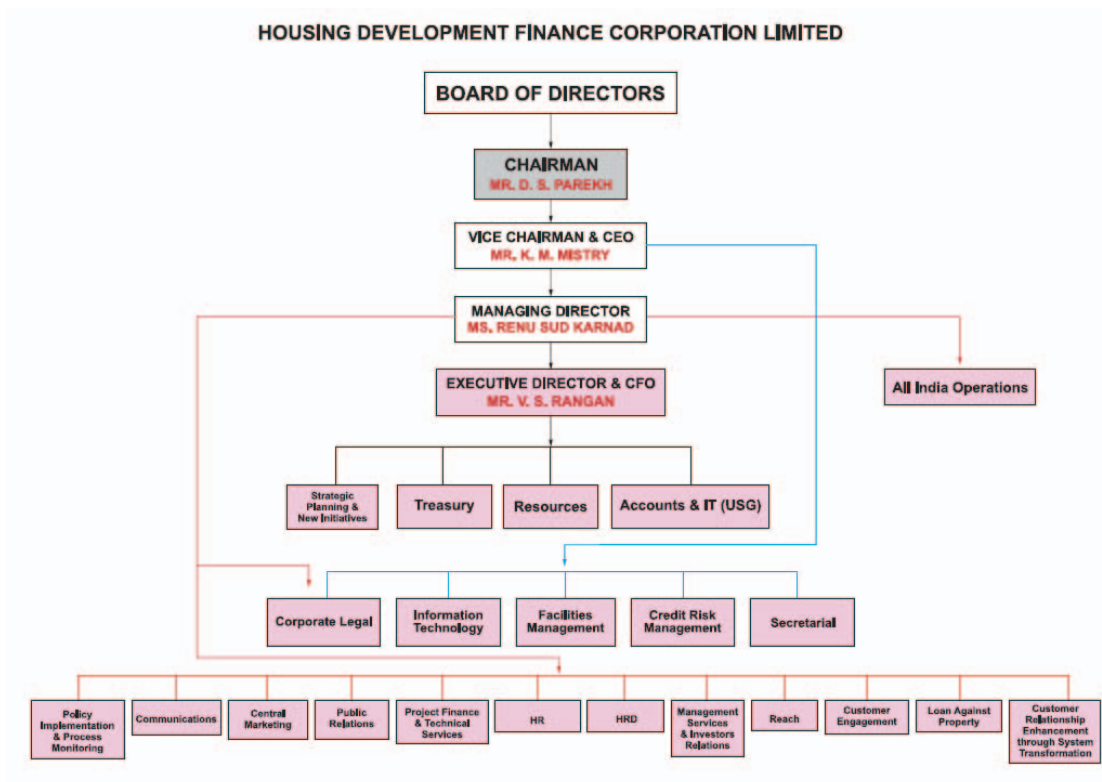
The Issuer's primary financial objectives are to:

- *increase the return on equity to maximise shareholder value*: for Fiscal 2017, the Issuer's return on equity (excluding the impact of deferred tax liability on Special Reserve) was 22.2 per cent., compared to 23 per cent. for Fiscal 2016;
- *minimise gross non-performing assets*: The Issuer's gross non-performing loans stood at 0.79 per cent. of its loan portfolio as of 31 March 2017, compared to 0.70 per cent. as of 31 March 2016; and

- *minimise cost to income ratio*: for Fiscal 2017, the Issuer’s cost to income ratio stood at 7.4 per cent., and compared to 7.6 per cent. in Fiscal 2016.

## Organisational Structure

The following diagram sets forth an overview of the Issuer’s organisational structure:



### *Simultaneous Issue of Warrants and Non-Convertible Debentures on a QIP Basis*

During Fiscal 2016, the Issuer raised Rs.50.5 billion through the issuance of Warrants simultaneously with Non-Convertible Debentures to domestic Qualified Institutional Buyers. The Corporation issued and allotted 36.5 million warrants at an issue price of Rs.14 per warrant with a right exercisable by the warrant holder to exchange each warrant for one equity share of face value of Rs.2 each of the Issuer at any time on or before 5 October 2018, at a warrant exercise price of Rs.1,475 per equity share, to be paid by the warrant holder at the time of exchange of the warrants. Simultaneously, the Issuer issued and allotted Secured Redeemable Non-Convertible Debentures (NCDs) due in March 2017, with a coupon of 1.43 per cent. per annum payable annually for cash aggregating to Rs.50 billion. The NCDs were redeemed on maturity.

### *Non-convertible debentures*

During Fiscal 2017, the Issuer issued NCDs amounting to Rs.445,460 million on a private placement basis (excluding NCDs raised through the QIP issue as explained above). The NCDs have been listed on the Wholesale Debt Market segment of NSE and BSE. The NCDs have been assigned the highest rating of ‘CRISIL AAA/Stable’ and ‘ICRA AAA/Stable’, by CRISIL and ICRA respectively. As on 31 March 2017, outstanding NCDs, excluding subordinated debt and the NCDs raised via the QIP issue, amounted to Rs.1,054,077 million.

### ***Debt — equity ratio***

The gross debt to equity ratio of the Issuer as of 31 March 2017 was 7.06:1.

### ***Interest coverage ratio***

The following table sets out the Issuer's interest coverage ratio as at 31 March 2017 and 2016 on a standalone basis.

	<b>Years ended 31 March</b>	
	<b>2017</b>	<b>2016</b>
Interest coverage ratio (per cent.) . . . . .	151	152.17

### **Products and Services**

#### ***Loan Products***

The Issuer lends to individuals, developers, members of co-operative housing societies and companies to finance the construction, repair, development or purchase of residential and non-residential premises in India. It constantly endeavours to improve and expand its existing product portfolio into new customer segments and regions and markets in India. Its products are designed to satisfy the diverse needs of its customers. It has introduced various innovative lending products at affordable rates of interest to serve such diverse purposes. The Issuer's principal products include:

- *home loans* to individuals to finance the purchase of residential property or land, for construction of a residential unit, or for the extension, repair or renovation of property;
- *loans against the value and security of a property* for certain other approved purposes, such as education, medical costs coverage among other things;
- *non-residential premises loans* provided to professionals to facilitate the purchase or construction of office premises and renovation of existing office premises;
- *corporate loans*, including loans provided to approved corporates for financing the purchase or construction of staff accommodation and office premises, and line of credit facilities under which the Issuer provides funds to corporates for onward lending to their employees; and
- *developer loans* provided to approved developers to finance the construction of housing projects and loans to property owners against rent receivables.



The total loans outstanding for the various customer categories and as a percentage of total outstanding loans across the following categories of customers as of 31 March 2016 and 2017 were as follows:

*Rs. Million, except percentages*

	As of 31 March			
	2017	per cent.	2016	per cent.
Individuals . . . . .	2,044,362	69.0	1,799,675	69.4
Corporate Bodies . . . . .	873,772	29.5	752,285	29.0
Others . . . . .	46,584	1.5	40,285	1.6
<b>Total . . . . .</b>	<b><u>2,964,718</u></b>	<b><u>100</u></b>	<b><u>2,592,245</u></b>	<b><u>100</u></b>

For the Issuer's individual loan portfolio, the average loan size is Rs. 2.56 million, average loan-to-value is 66 per cent. (at origination) and average loan tenure is 13 years as of 31 March 2017.

### *Individual loans*

The Issuer offers loans to acquire or construct residential accommodation in India. The principal eligibility criterion is the borrower's repayment capacity. Loans are generally repaid in equated monthly instalments over a period of five to 20 years. The maximum loan size for loans above Rs.3 million and up to Rs.7.5 million is 80 per cent. of the cost of the property, for loans above Rs.7.5 million is 75 per cent. of the cost of the property and for loans below Rs.3 million is 90 per cent. of the cost of the property, and is based on the Issuer's evaluation of the repayment capacity of the customer.

The Issuer offers an option to individuals to choose between a fixed rate of interest or a variable rate of interest. It also offers customers a combined option of a part fixed, part variable rate of interest to allow them to hedge against unexpected interest rate fluctuations.

In the case of fixed rate housing loans, the rate of interest remains fixed for the entire tenor of the housing loan. In the case of the variable rate loans, the interest rate is linked to the Issuer's Retail Prime Lending Rate (**RPLR**).

Borrowers may be required to pay a processing fee of the loan prior to disbursement.

Home loans are generally secured by equitable mortgages over property to be financed and/or such other collateral security as may be necessary. In particular, the Issuer requires borrowers to grant a charge over the property and deposit the title deeds to the property with it. Borrowers may also be required to obtain a guarantee from a person of good financial standing acceptable to the Issuer. The Issuer may also require the borrower to assign collateral in the form of insurance policies or bonds. The decisions on collateral security are based on the Issuer's internal credit appraisal of such a borrower.

The Issuer, as a part of its corporate marketing initiative, advances housing loans for the purchase, construction, extension, repair or renovation of property to employees of approved corporates. These loans are on preferential terms and conditions and the employees of the approved corporates enjoy benefits such as guarantee waiver and real estate counselling.

The disbursement of individual home loans has increased in recent years largely due to increased marketing efforts, increased demand for home loans due to affordable interest rate levels in India, stable property prices, increased fiscal benefits available to home owners, higher disposable incomes and increased urbanisation.

As of 31 March 2017, the individual loans comprised 69.0 per cent. of the total loans outstanding.

#### *Other individual loan products*

Apart from home loans, the Issuer offers a number of other lending products to individuals:

- *Home Improvement Loans*: loans for internal and external repairs, additions and other structural improvements of residential properties;
- *Home Extension Loans*: loans to finance additions and extensions in the form of an additional room, floor and any other extensions to residential properties;
- *Home Equity/Top-Up Loans*: loans advanced against the value and security of the customer's existing property for non-housing purposes such as education, medical costs coverage, etc.;
- *Non-Residential Premises Loans*: loans provided to professionals such as doctors, chartered accountants and other such professionals to facilitate the purchase or construction of their own office premises and/or to renovate their existing office premises;
- *Land Purchase Loans*: loans to acquire land for construction of a residential unit; and
- Loans to NRIs and persons of Indian origin; loans for the purchase or construction of residential properties anywhere in India.

The Issuer offers flexible repayment schemes to structure customers' repayment terms in accordance with their unique needs. These include a:

- *Step Up Repayment Facility*: in this facility, the repayment schedule is linked to customers' expected growth in income and repayment is accelerated proportionately with the assumed increase in income; and
- *Flexible Loan Instalment Plan*: in this facility, the repayment schedule is in tranches, with an initial higher instalment for a fixed term, followed by lower instalments for the balance of the term.

#### *Non-individual loans*

- Corporate loans

The Issuer offers loans and line of credit facilities to approved corporates and loans to housing boards and co-operative housing societies.

As part of its portfolio, the Issuer also provides loans against rent receivables.

- **Developer loans**

The Issuer offers loans to approved developers for the construction of housing projects and loans to property owners which are secured by rent receivables from their tenants.

Developer loans are typically for a term of two to four years. The Issuer generally requires security by way of a mortgage over the property, a personal guarantee in respect of amounts due under the loan and such other security as it may require.

#### *Sale of loans*

During Fiscal 2017, the Issuer sold loans amounting to Rs. 160,270 million, of which Rs. 64,760 million qualified as priority sector advances for banks. During Fiscal 2017, the Issuer sold loans amounting to Rs.131,457 million to HDFC Bank under the loan assignment route, which qualified as priority sector advances for HDFC Bank. During Fiscal 2017, the loans amounting to Rs. 28,810 million was assigned/secured to other banks. The amount of individual loans that were sold under the mortgage backed securities and loan assignment route as of 31 March 2017 stood at Rs.412,965 million. The Issuer continues to service these loans. The residual income on loans sold is recognised at the time of actual collections (i.e. over the life of the underlying loans) and not upfront on a net present value basis. Loan pools which were rated by external rating agencies carry a rating indicating the highest degree of safety.

#### *Advance processing facility*

The Issuer has an “Advance Processing Facility” under which developers who are undertaking a residential project can approach for approval in principle to finance individuals buying a dwelling unit in their project. The facility has been designed to expedite the processing of loan applications and make it more convenient for individuals to obtain loans from the Issuer.

#### *International housing finance initiatives*

The Issuer’s expertise in housing finance is well regarded and therefore a number of existing and new housing finance companies are keen to seek training and technical assistance in housing finance from it.

The Issuer and The Frankfurt School of Finance & Management jointly organise the ‘Housing Finance Summer Academy’ in Germany, a course that aims to provide housing finance solutions for emerging markets through a combination of academic knowledge and practical experience.

The Issuer remains committed to sharing its expertise in countries which have upcoming mortgage markets. It continues to lend its support to housing finance players in across Asia Africa and East Europe.

#### **Marketing and Distribution Offices**

As of 31 March 2017, the Issuer’s distribution network comprised 427 outlets, which included 130 offices of its wholly owned Subsidiary, HSPL, compared with 401 offices as of 31 March 2016. Deposit and loan products offered by the Issuer are offered at several locations through outreach programmes.

The following map shows the Issuer's distribution network across India:

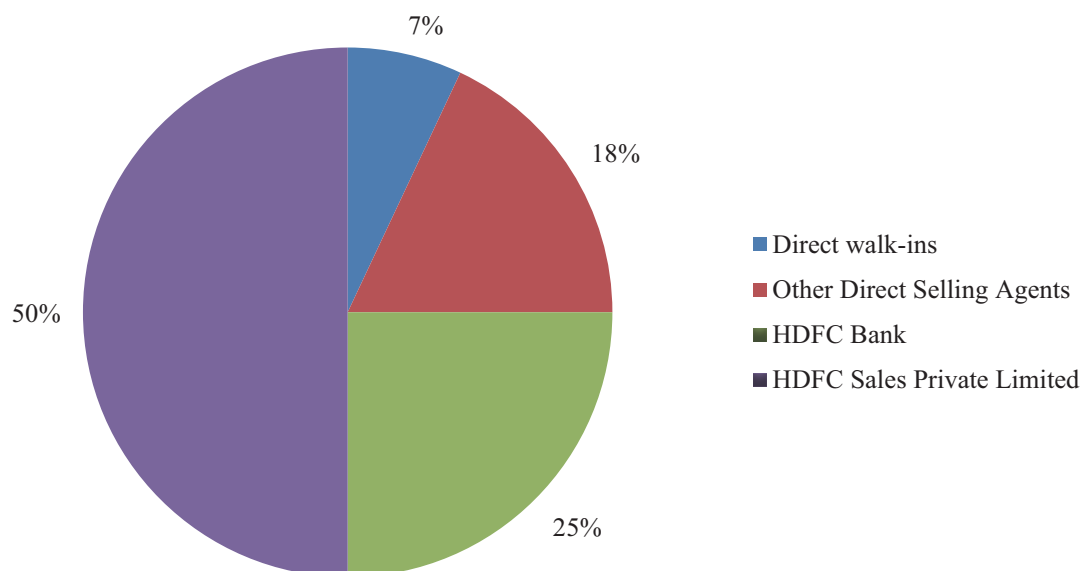


*The map above represents an unofficial map of India and is for illustrative purposes only and the Issuer does not make any representations or warranties regarding the accuracy thereof. This map is not intended to accurately show the size or exact location of the Issuer's distribution network nor does it provide exhaustive or precise information on all sites located within the area of the map. This map has not been drawn to scale.*

The Issuer has overseas offices in London, Dubai and Singapore. The Dubai office reaches out to its customers across West Asia through its service associates in Kuwait, Oman and Saudi Arabia.

## **Distribution**

The Issuer's distribution network, which include the Issuer's branches, HSPL, HDFC Bank and third party direct selling associates, play an important role in sourcing home loans. As of 31 March 2017, 82 per cent. of the Issuer's mortgages are sourced through itself or its affiliates. It also has distribution tie-ups with commercial banks, small finance banks, non-banking financial companies and other distribution companies including e-portals for retail loans.



As of 31 March 2017

The role of the Issuer's distribution channels is limited only to the marketing of loan products. The Issuer retains control over the credit, legal and technical appraisal process, thereby ensuring that the quality of borrowers to whom loans are distributed is not compromised in any way and is consistent across all distribution channels.

### **Cross-selling**

The Issuer and HSPL are Composite Corporate Agents for HDFC Standard Life Insurance Company Limited and HDFC ERGO General Insurance Company Limited.

The Issuer has an arrangement with HDFC Bank for them to source loans for it. The arrangement seeks to leverage the strengths of the two organisations in terms of product acceptance, operational efficiencies and credit expertise on the one hand and sales origination and distribution on the other. For further details of the Issuer's Subsidiaries and Associates, please refer to "Key Subsidiaries and Associates — HDFC Bank Limited".

### **Lending**

#### **Loan book**

The following table sets out some key figures in relation to the Issuer's loan book:

	<u>As of 31 March</u> <u>2017 Rs. in billions</u>
Gross Loans . . . . .	3,385
Less: Loans securitised — on which spread is earned over the life of the loan . . . . .	420
Loans Outstanding . . . . .	2,965

Individual loans include home loans (both fixed rate and floating rate), home improvement loans, home extension loans, home equity loans, short-term bridging loans and loans to NRIs.

The following two tables provide further analysis of the Issuer’s loan book:

### Analysis of the Loan Book

*As of 31 March 2017*

	Loan Book outstanding		Loan Book outstanding before <sup>(1)</sup> sell down in last 12 months	
	Rs. billions	per cent. Growth	Rs. billions	per cent. Growth
	Individuals . . . . .	2,045	14	2,205
Non-Individuals . . . . .	920	16	927	17
Total . . . . .	2,965	14	3,132	21

*Note:*

<sup>(1)</sup> Loans sold in the previous 12 months amounted to Rs.167 billion.

The Issuer’s home loans have continued to grow as a result of increased demand for home loans, more affordable interest rates, increased fiscal benefits available to home owners, higher disposable incomes and increased urbanisation. As of 31 March 2017, its loan book increased to Rs.2,964,719 million from Rs.2,592,244 million as of 31 March 2016, representing a growth of 14 per cent. The growth in the loan book would have been 21 per cent. if the loans sold during the preceding 12 months were to be included in the loan book.

The Issuer’s loan portfolio is diversified in terms of market segmentation. As of 31 March 2017, individual loans, inclusive of loans sold, constituted 73 per cent. and non-individual loans constituted 27 per cent. of its outstanding loans.

#### ***Interest rates***

An important component of the Issuer’s asset and liability management policy is its management of interest rate risk, which is the relationship between market interest rates and interest rates on its interest-earning assets and interest-bearing liabilities. For details of the Issuer’s risk management policy, please refer to “*Risk Management — Financial Risk Management*”.

Currently, the housing finance industry in India is principally based on floating rate lending. The interest rates on the Issuer’s individual floating rate loans are benchmarked to its RPLR and on non-individual loans to its CPLR. As of 31 March 2017, 88 per cent. of the assets and 70 per cent. of the liabilities were on a floating rate basis.

#### ***Size and concentration of loans***

NHB Directions, 2010 and the circulars issued thereunder restrict HFCs from making loans to a single borrower, or a group of borrowers, in excess of 15 per cent. and 25 per cent., respectively, of an HFC’s total shareholders’ funds.

As of 31 March 2017, Issuer’s twenty largest borrowers amounted to Rs.321,800 million, representing approximately 11 per cent. of the Issuer’s total loans outstanding.

## ***Collateral***

Most of the loans provided by the Issuer are secured by an equitable mortgage over the property being financed. Loans could also be secured, or partly secured, by pledges of shares, units or other securities, assignments of life insurance policies, hypothecation of assets, bank guarantees, company or personal guarantees, negative liens or assignments of hire purchase receivables. There could also be loans provided which are accompanied by undertakings to create a security.

Currently under the NHB Directions, 2010 and the circulars issued thereunder, maximum loan size for loans below Rs.3.0 million is 90 per cent. of the cost of the property, for loans above Rs.3.0 million and up to Rs.7.5 million is 80 per cent. of the cost of the property and for loans above Rs.7.5 million is 75 per cent. of the cost of the property, and further based on the Issuer's evaluation of the repayment capacity of the customer. The security for the loan is an equitable mortgage of the property to be financed and/or such other collateral security as may be necessary.

The Issuer normally uses in-house valuers to value properties to be given as security. It considers these valuations to be more conservative than market valuations as it is typically the lesser of the transaction value and the market value of the property. Further, NHB as per its circular dated 29 December 2017 on Valuation of Properties - Empanelment of Valuers, has prescribed for the valuation of properties by external valuers for loans above certain threshold. The Issuer has a Board approved policy with regard to the same.

## ***Credit policy***

Before granting loans to its customers the Issuer performs a credit appraisal of each potential borrower in order to reduce its exposure to credit risk.

The Issuer's credit policy is central to all of its lending activities and functions. The Issuer's standard credit norms and procedures are reviewed periodically and are applicable to all segments of its business.

The credit approval process is initiated at the office where the initial application is made. Each loan approval passes through various levels of assessment, from the time a customer requests the loan, until the time the loan is disbursed.

The Issuer's loan approval process is decentralised, with varying approval limits. Loan proposals are referred to Committees of management, which in certain cases include some of the Issuer's Directors.

## ***Key components of the Issuer credit appraisal process***

- *Information Acquisition:* gathering authentic and reliable customer information is essential for the Issuer's credit appraisal processes.
- *Carefully Designed Application Form:* the application form captures the applicant's income and stability factors, such as the employment and dependency details, age and educational status and other financial obligations of the applicant, among other details.
- *Standard Document List:* the standard documentation to be provided by the applicant includes evidence of identification, income, employment, asset holdings and details of the property to be financed.
- *Customer Interface:* a personal meeting/telephone discussion is carried out with the customer. This helps in arriving at the credit decision and aids in satisfying any queries.
- *Customer Credit Verifications:* the Issuer ensures that employer and residence field credit investigations are executed to verify that the information supplied by the customer is authentic.



- *Credit Bureau Report:* Credit Information Bureau India Limited (**CIBIL**) is a repository of information which contains credit histories of customers. CIBIL provides this information to its members in the form of credit information reports.

### ***Credit appraisal***

Post-documentation and information gathering, the process of credit appraisal begins. Each loan goes through four levels of assessment: the appraiser at level one; the double checker at level two; and two approvers at levels three and four. These levels of assessment are conducted by officers with a stipulated level of experience, with clear financial delegations at each level.

The loan processing software has in-built warnings and validations with respect to the Issuer's credit policy, internal process and government regulations.

### ***Disbursement diligence***

- *Legal Due Diligence:* a specialised in-house team scrutinises the transaction-related documents, checking various legal issues such as the authenticity of the ownership papers of the seller and compliance with statutory approvals laid down by the relevant authorities. This is an important aspect as, in India, land ownership falls under the purview of state legislation and laws differ from state to state.
- *Technical Due Diligence:* a specialised in-house team assesses the property and confirms that the property selected conforms to the appropriate building plans and standards.
- *Disbursement:* the handing over of the cheque of the approved amount to the customer occurs only if the required legal and technical diligence reports are satisfactory.

### ***Asset classification***

With effect from 10 June 2010, the NHB notified NHB Directions 2010 with respect to prudential norms for recognising NPAs. In accordance with the revised norms, NPAs are recognised as such when an asset is 90 days overdue. The classification and provisioning requirements are as follows:

<b>Asset Classification</b>	<b>Guidelines Period of Default</b>	<b>Provisioning Required (in per cent.)</b>
Standard Assets (only Individuals) . . . . .	<90 days	0.25
	<90 days	0.75 (non-individual CRE-RH)
	<90 days	1.00 (non-individual CRE-Others)
Sub-standard Assets . . . . .	90 days to one year	15.00
Doubtful Assets . . . . .	Up to one year	25.00
	One to three years	40.00
	More than three years	100.00
Loss Assets . . . . .	—	100.00

The Issuer's gross non-performing loans as of 31 March 2017 amounted to Rs.23,778 million, which is equivalent to 0.79 per cent. of the portfolio, comprising loans as well as debentures issued by corporates and corporate deposits placed for financing their real estate projects.

The Issuer is required to make a provision of 0.25 per cent. against its standard assets under the NHB Directions 2010.

In terms of prudential norms as stipulated by the NHB, the Issuer is required to carry a provision of Rs. 23,960 million in respect of NPAs and a general provision on outstanding standard non-housing loans. As a matter of prudence, however, over the years, the Issuer has been transferring additional amounts to the provision for contingencies account. The balance in the provision for contingencies account as of 31 March 2017 stood at Rs. 30,667 million, which is equivalent to 1.02 per cent. of the portfolio, as compared to Rs. 26,953 million, equivalent to 1.03 per cent of the portfolio, as of 31 March 2016.

The following table sets forth the details of the Issuer's gross non-performing loans, as a percentage of its portfolio, and the provision for contingencies as a percentage of its portfolio:

<u>As of 31 March</u>	<u>Gross non-performing loans as a percentage of the portfolio (in per cent.)</u>
2017 .....	0.79
2016 .....	0.70
2015 .....	0.67

There are no loans classified as loss assets. From inception to 31 March 2017, the Issuer has written off loans (net of subsequent recovery) aggregating to Rs.2,960 million.

## **Funding**

### *Overview*

The Issuer has expanded its sources of funds in order to reduce its funding costs, protect interest margins and maintain a diverse funding portfolio that will enable it to achieve funding stability and liquidity.

As of 31 March 2017, 84 per cent. of the Issuer's liabilities comprised borrowings. Its sources of funding comprise debentures and securities, which constitute 56 per cent., term loans, which constitute 13 per cent. and deposits, which account for 31 per cent. of its borrowings.

### *Sources of borrowings*

#### *Subordinated Debt*

As of 31 March 2017, the Issuer's outstanding subordinated debt stood at Rs. 55,000 million. The debt is subordinated to the Issuer's present and future senior indebtedness. Based on the balance term to maturity, as of 31 March 2017, Rs. 46,000 million of the book value of subordinated debt is considered as Tier II under the guidelines issued by the NHB, for the purpose of capital adequacy computation.

#### *Debentures and securities*

During Fiscal 2017, the Issuer issued non-convertible debentures (NCDs) amounting to Rs. 445,460 million on a private placement basis. The Issuer's issuances of non-convertible debentures have been listed on the Wholesale Debt Market segment of either the NSE or BSE, or the Wholesale Debt Market segments of both the Stock Exchanges. These issuances of non-convertible debentures have been assigned the highest rating of 'CRISIL AAA/Stable' and 'ICRA AAA/Stable' by CRISIL and ICRA, respectively.

As of 31 March 2017, the Issuer has outstanding zero coupon debentures amounting to Rs.67,100 million.

#### *Deposit products*

The Issuer offers a range of term deposit products to individuals, associations of persons, co-operatives, educational and charitable trusts and corporate bodies. The term deposit products carry competitive rates of interest and have different features to suit investor requirements. In 2015, 2016 and 2017, the Issuer's deposits have been rated 'CRISIL AAA/Stable' and 'ICRA AAA/Stable' by CRISIL and ICRA, respectively. The Issuer accepts deposits in accordance with the guidelines stipulated in the NHB Directions 2010. As of 31 March 2017, the Issuer had deposits outstanding of Rs.865,740 million.

#### *Term loans from scheduled commercial banks and institutions and refinance from NHB*

As of 31 March 2017, the total loans outstanding from scheduled commercial banks, financial institutions and NHB amounted to Rs.372,700 million, as compared to Rs.428,020 million on 31 March 2016.

#### *Foreign currency borrowings*

On 31 March 2017, the outstanding foreign currency borrowings of US\$2,944 million, constituted borrowings from FCNR (B) loans from commercial banks amounting to US\$1,729 million. Asian Development Bank under the Housing Finance Facility Project amounting to US\$41 million and External Commercial Borrowing (ECB) under RBI's Low Cost Affordable Housing Scheme amounting to US\$1,175 million.

During Fiscal 2017, the Issuer has raised an ECB of US\$375 million under RBI's Low Cost Affordable Housing Scheme.

#### **Rating**

Both CRISIL and ICRA, the leading rating agencies in India, have assigned an "AAA" rating for the Issuer's deposits, bonds and debentures. This rating represents the highest safety grade with respect to timely repayment of principal and interest.

## Summary of indebtedness

The following table sets forth the details of the Issuer's indebtedness as of the dates mentioned:

	<u>As of 31 March</u>	<u>As of 31 March</u>
	<u>2016</u>	<u>2017</u>
	(in Rs. billions)	
<b>LONG-TERM BORROWINGS</b>		
Bonds and Debentures .....	632.67	950.26
<b>Term Loans:</b>		
Banks .....	54.16	24.32
External Commercial Borrowing — Low Cost Affordable Housing. .	53.18	76.20
Others .....	19.97	41.46
Deposits .....	<u>331.86</u>	<u>408.38</u>
<b>Total</b> .....	<b><u>1,091.84</u></b>	<b><u>1,500.62</u></b>
<b>OTHER LONG-TERM LIABILITIES</b>		
Interest accrued but not due on borrowings .....	<u>9.75</u>	<u>14.44</u>
<b>Total</b> .....	<b><u>9.75</u></b>	<b><u>14.44</u></b>
<b>SHORT-TERM BORROWINGS</b>		
<b>Loans repayable on demand:</b>		
From Banks — Unsecured .....	—	—
Deposits — Unsecured .....	37.86	26.87
<b>Other loans and advances:</b>		
<b>Particulars</b>		
Scheduled Commercial Banks — Secured .....	108.00	200.00
National Housing Bank — Secured .....	—	—
Scheduled Banks — Unsecured .....	11.90	—
Commercial Papers — Unsecured .....	<u>257.26</u>	<u>374.43</u>
<b>Total</b> .....	<b><u>415.02</u></b>	<b><u>421.30</u></b>
<b>OTHER CURRENT LIABILITIES</b>		
Current maturities of long-term borrowings .....	869.52	875.40
Interest accrued but not due on borrowings .....	55.54	63.60
Interest accrued and due on matured deposits .....	0.74	1.07
Unclaimed matured deposits .....	<u>5.54</u>	<u>8.01</u>
<b>Total</b> .....	<b><u>931.34</u></b>	<b><u>948.08</u></b>

The following table shows the net increase in funding for the Issuer for FY 2017 compared to FY 2016:

	<u>31 March 2017</u>	<u>31 March 2016</u>	<u>Net Increase</u>	<u>FY 2017 compared to FY 2016</u>
	<u>(in Rs. billions)</u>		<u>(in Rs. billions)</u>	<u>per cent. of incremental funding</u>
Term Loans . . . . .	373	428	-55	-13
Debentures & Securities . . . .	1,567	1,208	359	85
Deposits . . . . .	<u>865</u>	<u>747</u>	<u>118</u>	<u>28</u>
<b>Total . . . . .</b>	<b><u>2,805</u></b>	<b><u>2,383</u></b>	<b><u>422</u></b>	<b><u>100</u></b>

As of 31 March 2017, the Issuer's outstanding subordinated debt stood at Rs.55,000 million. The debt is subordinated to present and future senior indebtedness of the Issuer and has been assigned the highest rating by CRISIL and ICRA, respectively. Based on the balance term to maturity, as of 31 March 2017, Rs.46,000 million of the book value of subordinated debt was considered as Tier II under the guidelines issued by NHB for the purpose of capital adequacy computation.

The Issuer's ability to incur additional debt in the future is subject to a variety of uncertainties including, among other things, the amount of capital that other Indian entities may seek to raise in the domestic and foreign capital markets, economic and other conditions in India that may affect investor demand for its securities and those of other Indian entities, the liquidity of the Indian capital markets and the Issuer's financial condition and results of operations. The Issuer intends to continue to utilise long-term debt.

### **Key Subsidiaries and Associates**

Housing finance continues to remain the Issuer's core business. While the main focus is to grow the housing portfolio, organically and inorganically, the Issuer has made investments in various group companies in order to capitalise on its strong brand and to maximise returns for shareholders. These group companies have strong synergies with the Issuer and such diversification enables it to offer a wide range of financial services and products to its customers. Some of the key subsidiaries and associate companies are described below.

#### ***HDFC Bank Limited***

HDFC Bank, a scheduled commercial bank, was promoted by the Company in Fiscal 1993. Its equity shares are listed on the BSE and the NSE. As of 31 March 2017, its market capitalisation on the NSE and BSE was Rs. 3,696,600 million and Rs. 3,695,960 million, respectively. It also has American depository receipts listed on the New York Stock Exchange.

The Company and HDFC Bank maintain an arm's length relationship out of good corporate governance and in accordance with the regulatory framework. Both organisations capitalise on the strong synergies through a system of referrals, business arrangements, cross-sell and distribution networks in order to effectively provide a wide range of products and services under the 'HDFC' brand name. HDFC Bank sources the home loans for a fee and the loans are originated in the Company's books. The Company offers a part (up to 70 per cent.) of the disbursed loans for assignment to HDFC Bank.

As at 31 March 2017, advances of HDFC Bank stood at Rs. 5,546 billion, an increase of 19.4 per cent over the same period in 2016. Total deposits stood at Rs. 6,436 billion, an increase of 17.8 per cent over the same period in 2016. As at 31 March 2017, HDFC Bank's distribution network included 4,715 branches and 12,260 ATMs.

For the year ended 31 March 2017, HDFC Bank reported a profit after tax of Rs. 145.50 billion as compared to Rs. 122.96 billion in the same period in 2016, representing an increase of 18.3 per cent. The board of HDFC Bank has recommended a dividend of Rs. 11 per equity share of Rs. 2 each for Fiscal 2017 compared to a dividend payout of Rs. 9.5 per equity share for the Fiscal 2016.

As of 31 March 2017, the Company together with its wholly owned subsidiaries, HDFC Investments Limited and HDFC Holdings Limited held 21.2 per cent. of the equity share capital of HDFC Bank.

### ***HDFC Life***

HDFC Life was established as a joint venture between HDFC Limited and Standard Life Aberdeen Plc (formerly known as Standard Life Plc). It had a paid-up share capital (including securities premium and share application money received pending allotment of shares) of Rs. 23.1 billion as at 31 December 2017.

As on 31 December 2017, the Company had 33 individual and 11 group products in its portfolio, along with 8 optional rider benefits, catering to a diverse range of customer needs.

HDFC Life continues to benefit from its increased presence across the country having a wide reach with 414 branches and additional distribution touch-points through several new tie-ups and partnerships comprising 139 bancassurance partners including NBFCs, MFIs, SFBs and 21 partnerships within non-traditional ecosystems. The Company has a strong base of financial consultants.

Gross premium income of HDFC Life for the nine months ended 31 December 2017 stood at Rs.146.1 billion, an increase of 20 per cent., as compared to the similar period last year. As at 31 December 2017, its assets under management stood at Rs. 1,044.3 billion, an increase of 27 per cent., over 31 December 2016.

For the period ended December 2017, HDFC Life ranked third among private sector life insurers based on the individual weighted received premium with market share of 12.8 per cent. (Source: Life Insurance Council of India disclosures). Total new business premium income including single premium (Individual+Group) was Rs. 70.7 billion for the nine months ended 31 December 2017. During the nine months ended 31 December 2017, HDFC Life ranked second in overall new business received premium in the private sector with market share of 18.4 per cent. (Source: Life Insurance Council of India disclosures). It ranked first among private sector life insurers in terms of group business with a market share of 28.6 per cent. during the same period (Source: Life Insurance Council of India disclosures).

HDFC Life reported a profit after tax of Rs.7.62 billion for the nine months ended 31 December 2017, as compared to Rs.6.45 billion in the same period last year, registering a growth of 18%.

During the nine months ended 31 December 2017, HDFC Life paid a dividend of Rs.1.36 per equity share of Rs.10 each. The solvency ratio of HDFC Life was 191 per cent. as at 31 December 2017, as compared to the minimum regulatory requirement of 150 per cent.

The Company's holding in HDFC Life as on 31 December 2017 was 51.7 per cent. and that of Standard Life (Mauritius Holdings) 2006 Limited was 29.3 per cent., and the balance was held by others.

HDFC Life got listed on November 17, 2017 on both the stock exchanges (BSE and NSE) of India, being the third private life insurance company to get listed in India. The market capitalisation of the company based on market price (on NSE) as on 31 December 2017 was Rs. 775 billion.

## **Employees**

As of 31 March 2017, the Issuer had approximately 2,305 full-time employees.

The Issuer recognises that training and continuous upgrading of skill sets are essential to ensure a high calibre workforce. New recruits participate in an induction programme at the Centre for Housing Finance, which is the Issuer's training centre in Lonavla. Other in-house training programmes are conducted on subjects like Know Your Customer, Credit Fraud Risk and Mitigation, Disbursement Processes, Rural Housing and Appraisal Techniques for Customers from the Unorganised Sector. Training is also imparted in specialised fields of legal and credit risk management. In addition, staff members are nominated for a variety of external training programmes in India and overseas.

Total assets per employee as of 31 March 2017 was Rs.1,400 million, as compared to Rs. 1,270 million as of 31 March 2016, and net profit per employee for FY 2017 was Rs.32 million, and was the same in FY 2016.

The Issuer offers its employees a range of incentives, including housing loans at reduced rates, vehicle/consumer financing, healthcare benefits and performance incentives. The Issuer also has employee stock option schemes.

The Issuer's employees are not represented by a union, which is consistent with other HFCs in India. The Issuer considers its relations with its employees to be good.

## **Information Technology**

The Issuer's investments in technology have always been dictated by value enhancements for customers. Most of its systems have been developed in-house and all of its offices are electronically inter-connected. Technology has helped to reduce cycle time and has enabled the organisation to enhance customer satisfaction.

The Issuer website, [www.hdfc.com](http://www.hdfc.com), offers a number of interactive features and email based services.

The website offers information on the Issuer's products and services, including interactive tools such as a monthly instalment calculator and a deposit calculator. Through the website, the Issuer provides customers with an option of applying for housing loans online. The number of applications received for online loans, particularly from NRIs, has been encouraging.

The investor's section on the website provides relevant information on the Issuer, including responses to frequently asked questions by investors. An up-to-date corporate profile has also been made available to investors and lenders on the website. In order to reach out and connect more effectively with customers, the Issuer embarked on a number of digital initiatives including a revamped website, development of a mobile application, and building a stronger presence on various social media platforms.

## **Insurance**

The Issuer's policy is to insure all of its properties adequately against fire and other usual risks. The Issuer also maintains insurance for operational risks such as the loss or theft of cash or securities.

The Issuer's insurance policies are subject to exclusions which are customary for those insurance policies, including those exclusions which relate to war and terrorism-related events.

The Issuer believes that its insurance policies, as described above, are appropriate for its business.



## Litigation

The Issuer, its Subsidiaries and Associates are, from time to time, involved in various legal proceedings in the ordinary course of business, which involve matters pertaining to, among others, tax, regulatory and other disputes. As on the date of this Offering Circular, except as disclosed hereunder, the Issuer, its Subsidiaries and Associates are not involved in any material governmental, legal or arbitration proceedings or litigation and it is not aware of any pending or threatened material governmental, legal or arbitration proceedings or litigation relating to it which, in either case, to the extent quantifiable, exceeds Rs.1,100 million or may have a significant effect on the financial condition, the results of operations or cash flows of the Issuer, on a consolidated basis.

Capitalised terms used herein shall, unless otherwise specified, have the meanings ascribed to such terms in this section.

## Intellectual property

We have registered our service mark under the Trade Marks Act, 1999.

## Litigation against the Issuer

*The Issuer is involved in a number of legal proceedings in the ordinary course of its business. Accordingly, the Issuer believes that there are currently no legal proceedings which, if adversely determined, might materially affect its financial condition or results of operations. Defaults in respect of dues payable*

As of the date of this Offering Circular, there is no outstanding default in payment of statutory dues (except on account of certain outstanding disputes with the Indian tax authorities, as stated above), repayment of debentures and interest thereon, repayment of deposits and interest thereon and repayment of loans from any bank or financial institution and interest thereon. As at Fiscal 2017, the outstanding statutory dues of the Issuer relating to wealth tax, interest on lease tax and employees' state insurance, are as follows:

<u>Name of Statute</u>	<u>Nature of Dues</u>	<u>Forum where Dispute is Pending</u>	<u>Period to which the Amount Relates</u>	<u>Amount Involved (INR million)</u>
The Wealth Tax Act, 1957 .	Wealth Tax	Assistant Commissioner of Wealth Tax	1998-1999	1.2
Maharashtra Sales Tax on the Transfer of the Right to use any Goods for any Purpose Act, 1985 . . . . .	Interest on Lease Tax	Commissioner of Sales Tax (Appeals)	1999-2000	0.2
Employees State Insurance Act, 1948 . . . . .	Payment towards Employer's Contribution to ESIC	Assistant/Deputy Director — ESIC	2010-2011	0.1

## Recent Developments

Details of significant corporate actions of the Issuer after 31 March 2017 are as follows.

A Committee of Directors duly authorised by the Board of Directors of the Issuer at its meeting held on November 30, 2017 approved to offer a part of its shareholding in HDFC Asset Management Company Limited, a subsidiary of the Issuer, through offer for sale in an initial public offering subject to receipt of various applicable statutory/regulatory approvals.

A Committee of Directors duly authorised by the Board of Directors of the Issuer at its meeting held on 21 December 2017 approved the sale of 100% of the equity share capital of its wholly owned subsidiary companies, HDFC Developers Limited and HDFC Realty Limited, to Quikr India Private Limited (Quikr India) for a consideration of Rs. 1,019.9 million and Rs. 2,549.86 million respectively. These transactions were completed on 24 January 2018.

The shareholders of the Issuer through postal ballot on 14 February 2018 has approved the following:

- issuance of 64,329, 882 equity shares of face value of Rs. 2 each on a preferential basis to certain investors in accordance with the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2009, at a price of Rs. 1,726.05 per equity share;
- issuance of equity shares through qualified institutional placements for raising of capital of Rs. 18,960 million;
- increase in authorised share capital from Rs. 3,500 million to Rs. 3,700 million; and
- subscription of the equity shares of HDFC Bank on a preferential basis for an amount up to Rs. 85,000 million.

## **RISK MANAGEMENT**

As a financial intermediary, the Issuer is exposed to risks that are particular to its lending business and the environment in which it operates. The Issuer's goal in risk management is to ensure that it understands, measures and monitors the various risks that arise and it adheres strictly to the policies and procedures which are established to address these risks.

As a financial intermediary, the Issuer is primarily exposed to liquidity risk, interest rate risk, credit risk, operational risk and legal risk.

### **Financial Risk Management**

The financial risk management and hedging policy as approved by the Audit Committee sets limits for exposures on currency and interest rates. The Issuer manages its interest rate and currency risk in accordance with the guidelines prescribed. The risk management strategy is to protect against foreign exchange risk, while at the same time exploring any opportunities for an upside, so as to keep the maximum all-in cost on the borrowing in line with or lower than the cost of a borrowing in the domestic market for a similar maturity.

The Issuer has to manage various risks associated with the lending business. These risks include credit risk, liquidity risk, foreign exchange risk and interest rate risk. It manages credit risk through stringent credit norms. Liquidity risk and interest rate risks arising out of maturity mismatch of assets and liabilities are managed through regular monitoring of the maturity profiles.

The Issuer has, from time to time, entered into risk management arrangements in order to hedge its exposure to foreign exchange and interest rate risks. The currency risk on the borrowings is actively hedged through a combination of dollar denominated assets, long-term forward contracts, principal only swaps and currency options.

As of 31 March 2017, the Issuer had foreign currency borrowings of US\$2,944.46 million equivalents. The entire principal on the foreign currency borrowings has been fully hedged through the above-mentioned instruments. Hence, as of 31 March 2017, the Issuer's foreign currency exposure on borrowings net of risk management arrangements is nil.

In addition, the Issuer has entered into cross currency swaps of a notional amount of US\$49.42 million equivalent to convert its rupee liabilities into foreign currency liabilities. The interest rate is linked to benchmarks of the respective currencies. As of 31 March 2017, the total net foreign currency exposure stood at US\$37 million. As of 31 March 2017, the open position stood at 0.09 per cent. of the Issuer's total borrowings.

As a part of asset liability management and on account of the predominance of the Issuer's Adjustable Rate Home Loan product, as well as to reduce the overall cost of borrowings, the Issuer has entered into interest rate swaps to convert its fixed rate rupee liabilities, of a notional amount as of 31 March 2017 of Rs.306,550 million, for varying maturities into floating rate liabilities linked to various benchmarks. Further, interest rate swaps on a notional amount of US\$70 million equivalents are outstanding and have been undertaken to hedge the interest rate risk on the foreign currency borrowings.

### **Revaluation of foreign currency assets and liabilities**

Assets and liabilities in foreign currencies net of risk management arrangements are converted at the rates of exchange prevailing at the year end, where not covered by forward contracts. Wherever the Issuer has entered into a forward contract or an instrument that is, in substance, a forward exchange contract, the exchange difference is amortised over the life of the contract.

The net loss/gain on translation of long-term monetary assets and liabilities in foreign currencies is amortised over the maturity period of monetary assets and liabilities and charged to the Statement of Profit and Loss. The unamortised exchange difference is carried in the balance sheet as 'foreign currency monetary item translation difference account'. The net loss/gain on translation of short-term monetary assets and liabilities in foreign currencies is recorded in the statement of profit and loss.

As of 31 March 2017, Rs.1,717 million (net of future tax benefit of Rs.594 million) is carried forward in the foreign currency monetary item translation difference account. This amount is to be amortised over the period of the monetary assets/liabilities.

The Institute of Chartered Accountants of India (ICAI) has issued a guidance note on Accounting for Derivative Contracts effective from 1 April 2016. The guidance note requires all derivative contracts and their underlying to be marked to market and tested for hedge effectiveness and the ineffective portion if any would be charged to the Statement of Profit and Loss. There would be a one-time adjustment to the reserves on all such outstanding contracts as at 1 April 2016 i.e. the transition date. Thereafter the charge/credit to the Hedging Reserve/Statement of Profit and Loss will depend upon the changes in the mark to market based on the actual exchange rates prevalent at each quarter end. The exchange difference on the long-term foreign currency monetary assets and liabilities which are not covered by derivative contracts (such as dollar denominated loans) would continue to be amortised over the life of the contracts.

### **Asset-liability management (ALM)**

Under Schedule III of the Companies Act 2013, the classification of assets and liabilities into current and non-current is based on their contracted maturities. However, the estimates based on past trends in respect of prepayments of loans, renewals of liabilities and liquid investments, which are in accordance with the ALM guidelines issued by NHB, have not been taken into consideration in classifying the assets and liabilities under Schedule III.

The Issuer's ALM position is based on maturity buckets as per guidelines issued by NHB. In computing the information, certain estimates, assumptions and adjustments have been made by the management.

The ALM position as of 31 March 2017 is as follows:

Assets and liabilities with maturity up to one year amounted to Rs.736,340 million and Rs.649,150 million respectively. Asset and liabilities with maturity greater than one year and up to five years amounted to Rs.1,509,920 million and Rs.1,783,770 million respectively and assets and liabilities with maturity beyond five years amounted to Rs.1,117,320 million and Rs.930,660 million respectively.

The Issuer's loan book is predominantly floating rates whereas liabilities, especially deposits and non-convertible debentures, are fixed rates. In normal economic conditions, the fixed rate liabilities are converted into floating rate denominated liabilities by way of interest rate swaps. However, during Fiscal 2017, due to an uncertain economic environment, short-term rates remained higher than the long-term rates throughout the year. This resulted in the cost of floating rate liabilities post the interest rate swap being higher than fixed rate liabilities. Hence, the Issuer did not convert a part of its liabilities into floating rate basis to avoid negative carry. The Issuer monitors money market conditions and will enter into interest rate swaps at an appropriate time to minimise the interest rate gap.

As of 31 March 2017, 88 per cent. of the assets and 70 per cent. of the liabilities were on a floating rate basis. Further, the Issuer has a Fixed Rate Home Loan Scheme and has kept some liabilities on a fixed rate basis to match out the expected disbursements under the fixed rate product.

**Operational risk**

Operational risk can result from a variety of factors, including the failure to obtain proper internal authorisations, improperly documented transactions, failure of operational and information security procedures, computer systems, software or equipment, fraud, inadequate training and employee errors. The Issuer attempts to mitigate operational risk by maintaining a comprehensive system of internal controls, establishing systems and procedures to monitor transactions, maintaining key back-up procedures, undertaking regular contingency planning and providing employees with continuous training.

**Legal risk**

The uncertainty of enforcement of the obligations of the Issuer's customers and counterparties, including the Issuer's ability to foreclose on collateral, creates legal risk. Changes in law and regulation could adversely affect the Issuer's operations. It seeks to minimise legal risk by using stringent legal documentation, employing procedures designed to ensure that transactions are properly authorised and consulting internal and external legal advisers.

## BOARD OF DIRECTORS AND SENIOR MANAGEMENT

### Board of Directors

The Board presently consists of 10 Directors and, as per the Issuer's Articles of Association, the Issuer shall have at least three Directors and not more than 15 Directors. The quorum for meetings of the Board is one-third of the total number of Directors or two Directors, whichever is higher, present at a meeting. Where the number of interested Directors exceeds, or is equal to, two-thirds of the total number at a meeting, the number of remaining Directors present at such meeting, not being less than two, shall be the quorum during such time.

For the purposes hereof, the business address for Directors of the Issuer is HDFC House, H. T. Parekh Marg, 165-166 Backbay Reclamation, Churchgate, Mumbai 400 020, India.

No Director has any potential conflict of interest between their duties to the Issuer and their private interests and/or other duties.

The following table sets forth details regarding the Board as of the date of this Offering Circular:

Sr. No.	Name, Occupation, DIN, Current Term and Nationality	Age (in years)	Designation	Details of other principal activities
1.	<b>Mr. Deepak S. Parekh</b> <b>Occupation:</b> Professional <b>DIN:</b> 00009078 <b>Term:</b> Liable to retire by rotation <b>Nationality:</b> Indian	73	Non-executive Chairman	1. GlaxoSmithKline Pharmaceuticals Limited (Chairman) 2. Breach Candy Hospital Trust 3. The Indian Hotels Company Limited 4. HDFC Asset Management Company Limited (Chairman) 5. HDFC Standard Life Insurance Company Limited (Chairman) 6. HDFC ERGO General Insurance Company Limited (Chairman) 7. Siemens Limited (Chairman) 8. Indian Institute for Human Settlements 9. Network 18 Media & Investments Limited 10. Bangalore International Airport Limited 11. BAE Systems India (Services) Private Limited (Chairman) 12. H T Parekh Foundation (Chairman)
				<b><u>Foreign Companies</u></b>
				1. DP World 2. Vedanta Resources PLC, London 3. Fairfax India Holdings Corporation 4. Economic Zones World FZE

<u>Sr. No.</u>	<u>Name, Occupation, DIN, Current Term and Nationality</u>	<u>Age (in years)</u>	<u>Designation</u>	<u>Details of other principal activities</u>
2.	<p><b>Mr. Keki M. Mistry</b>  <b>Occupation:</b> Company Executive  <b>DIN:</b> 00008886  <b>Term:</b> 14 November 2015 to 13 November 2018, liable to retire by rotation within such term  <b>Nationality:</b> Indian</p>	63	Vice-Chairman and CEO	<ol style="list-style-type: none"> <li>1. Greatship (India) Limited</li> <li>2. GRUH Finance Limited (Chairman)</li> <li>3. HCL Technologies Limited</li> <li>4. HDFC Asset Management Company Limited</li> <li>5. HDFC Bank Limited</li> <li>6. HDFC ERGO General Insurance Company Limited</li> <li>7. HDFC Standard Life Insurance Company Limited</li> <li>8. Sun Pharmaceutical Industries Limited</li> <li>9. Torrent Power Limited</li> <li>10. H T Parekh Foundation</li> </ol> <p><b>Foreign Companies</b></p> <ol style="list-style-type: none"> <li>1. Griha Investments, Mauritius</li> <li>2. Griha Pte. Limited, Singapore</li> <li>3. CDC Group, London</li> </ol>
3.	<p><b>Ms. Renu Sud Karnad</b>  <b>Occupation:</b> Company Executive  <b>DIN:</b> 00008064  <b>Term:</b> 1 January 2015 to 31 December 2019, liable to retire by rotation within such term  <b>Nationality:</b> Indian</p>	65	Managing Director	<ol style="list-style-type: none"> <li>1. Feedback Infra Private Limited</li> <li>2. HDFC Asset Management Company Limited</li> <li>3. GRUH Finance Limited</li> <li>4. HDFC ERGO General Insurance Company Limited</li> <li>5. Indraprastha Medical Corporation Limited</li> <li>6. HDFC Standard Life Insurance Company Limited</li> <li>7. Bosch Limited</li> <li>8. ABB India Limited</li> <li>9. Maruti Suzuki India Limited</li> <li>10. Bangalore International Airport Limited</li> <li>11. H T Parekh Foundation</li> </ol> <p><b>Foreign Companies</b></p> <ol style="list-style-type: none"> <li>1. HDFC PLC, Maldives</li> <li>2. HIREF International LLC</li> <li>3. WNS (Holdings) Limited</li> <li>4. HIREF International Fund II Pte. Limited</li> <li>5. HIF International Fund Pte. Limited</li> <li>6. Quikr Mauritius Holding Private Limited</li> </ol>



<u>Sr. No.</u>	<u>Name, Occupation, DIN, Current Term and Nationality</u>	<u>Age (in years)</u>	<u>Designation</u>	<u>Details of other principal activities</u>
4.	<b>Mr. V. Srinivasa Rangan</b> <b>Occupation:</b> Company Executive <b>DIN:</b> 00030248 <b>Term:</b> 1 January 2015 to 31 December 2019, liable to retire by rotation within such term <b>Nationality:</b> Indian	58	Executive Director and CFO	<ol style="list-style-type: none"> <li>1. HDFC Investments Limited</li> <li>2. HDFC Property Ventures Limited</li> <li>3. True North Corporate Private Limited (Formerly known as IVF Advisors Private Limited)</li> <li>4. HDFC Trustee Company Limited</li> <li>5. HDFC Credila Financial Services Private Limited</li> <li>6. Atul Limited</li> <li>7. Cholamandalam Investment and Finance Company Limited</li> <li>8. TVS Credit Services Limited</li> <li>9. HDFC Education and Development Services Private Limited</li> <li>10. Computer Age Management Services Private Limited</li> <li>11. H T Parekh Foundation</li> </ol>
5.	<b>Mr. Dattatraya M. Sukthankar</b> <b>Occupation:</b> Professional Director <b>DIN:</b> 00034416 <b>Term:</b> Liable to retire by rotation <b>Nationality:</b> Indian	86	Non-executive Director	
6.	<b>Mr. Bansidhar S. Mehta</b> <b>Occupation:</b> Practicing Chartered Accountant <b>DIN:</b> 00035019 <b>Term:</b> 21 July 2014 to 20 July 2019; not liable to retire by rotation <b>Nationality:</b> Indian	82	Independent Director	<ol style="list-style-type: none"> <li>1. Century Enka Limited</li> <li>2. Procter &amp; Gamble Hygiene and Health Care Limited</li> <li>3. IL&amp;FS Investment Managers Limited</li> <li>4. Atul Limited</li> <li>5. Pidilite Industries Limited</li> <li>6. Sasken Technologies Limited</li> <li>7. Gillette India Limited</li> <li>8. Thyssenkrupp Industrial Solutions (India) Private Limited</li> </ol>
				<b><u>Foreign Companies</u></b>
7.	<b>Mr. Dhruba N. Ghosh</b> <b>Occupation:</b> Professional Director <b>DIN:</b> 00012608 <b>Term:</b> 21 July 2014 to 20 July 2019; not liable to retire by rotation <b>Nationality:</b> Indian	89	Independent Director	<ol style="list-style-type: none"> <li>1. Jumbo World Holdings Limited (BVI)</li> <li>1. Birla Corporation Limited</li> <li>2. Peerless Hospitex Hospital &amp; Research Center Limited</li> </ol>

<u>Sr. No.</u>	<u>Name, Occupation, DIN, Current Term and Nationality</u>	<u>Age (in years)</u>	<u>Designation</u>	<u>Details of other principal activities</u>
8.	<b>Mr. Nasser M. Munjee</b> <b>Occupation:</b> Professional Director <b>DIN:</b> 00010180 <b>Term:</b> 21 July 2014 to 20 July 2019; not liable to retire by rotation <b>Nationality:</b> Indian	65	Independent Director	<ol style="list-style-type: none"> <li>1. ABB India Limited</li> <li>2. Ambuja Cements Limited</li> <li>3. Cummins India Limited</li> <li>4. Tata Chemicals Limited</li> <li>5. Tata Motors Limited</li> <li>6. DCB Bank Limited (Chairman)</li> <li>7. Tata Motors Finance Limited (Chairman) (Formerly known as Sheba Properties Limited)</li> <li>8. Aga Khan Rural Support Programme (India) (Chairman)</li> <li>9. Indian Institute for Human Settlements</li> <li>10. Karta Initiative India Foundation</li> <li>11. Aga khan foundation (Chairman)</li> </ol> <p><b><u>Foreign Companies</u></b></p> <ol style="list-style-type: none"> <li>1. Tata Chemicals North America, Inc., USA</li> <li>2. Jaguar Land Rover Automotive Plc., U.K.</li> <li>3. Astarada Limited., Dubai, UAE</li> <li>4. Tata Chemicals Europe Holdings Ltd., U.K.</li> </ol>
9.	<b>Dr. Bimal N. Jalan</b> <b>Occupation:</b> Professional Director <b>DIN:</b> 00449491 <b>Term:</b> 21 July 2014 to 20 July 2019; not liable to retire by rotation <b>Nationality:</b> Indian	77	Independent Director	<ol style="list-style-type: none"> <li>1. Associated Advisory Services Private Limited</li> </ol>
10.	<b>Dr. Jamshed J. Irani</b> <b>Occupation:</b> Professional Director <b>DIN:</b> 00311104 <b>Term:</b> 21 July 2014 to 20 July 2019; not liable to retire by rotation <b>Nationality:</b> Indian	82	Independent Director	<ol style="list-style-type: none"> <li>1. Repro India Limited</li> <li>2. HDFC Standard Life Insurance Company Limited</li> </ol>

**Mr. Deepak S. Parekh** is the Non-executive Chairman of the Issuer. He is a Fellow of The Institute of Chartered Accountants in England and Wales. He joined the Issuer in a senior management position in 1978 and was inducted as a whole-time director of the Issuer in 1985 and subsequently appointed as the Managing Director of the Issuer (designated as Chairman) in 1993. He retired as the Managing Director, on 31 December 2009. He was appointed as a Director of the Issuer, liable to retire by rotation, by the shareholders of the Issuer at its AGM held on 14 July 2010. He is a director on the boards of prominent companies in India.

**Mr. Keki M. Mistry** is the Vice Chairman and Chief Executive Officer of the Issuer. He is a Fellow of The Institute of Chartered Accountants of India. He joined the Issuer in 1981 and was appointed as an Executive Director in 1993, as the Deputy Managing Director in 1999 and as the Managing Director in 2000. He was re-designated as the Vice Chairman and Managing Director of the Issuer in October 2007 and as the Vice Chairman and Chief Executive Officer, with effect from 1 January 2010. He is the Chairman of the CII National Council on Corporate Governance and also a member of the Committee of Corporate Governance set up SEBI.

**Ms. Renu Sud Karnad** is the Managing Director of the Issuer. She holds a Bachelor's degree in Law from the University of Mumbai and a Master's degree in Economics from the University of Delhi. She is a Parvin Fellow — Woodrow Wilson School of International Affairs, Princeton University, U.S.A. She joined the Issuer in 1978 and was appointed as the Executive Director of the Issuer in 2000 and was re-designated as the Joint Managing Director of the Issuer in October 2007. She was reappointed as the Managing Director of the Issuer, with effect from 1 January 2015.

**Mr. V. Srinivasa Rangan** is the Executive Director and CFO of the Issuer. He holds a Bachelor's degree in Commerce and is an Associate of The Institute of Chartered Accountants of India and of The Institute of Cost Accountants of India. He joined the Issuer in 1986 and served as a Senior General Manager-Corporate Planning and Finance since 2001. He was re-appointed as the Executive Director of the Issuer with effect from 1 January 2015 and is responsible for the Treasury, Resources and Accounts functions of the Issuer.

**Mr. Dattatraya M. Sukthankar** is a Non-executive Director of the Issuer. He was an officer of the Indian Administrative Service and was the Secretary, Ministry of Urban Development, Government of India and, subsequently, the Chief Secretary to the Government of Maharashtra. He is recognised as an expert on issues related to urban development and management and has been associated with the housing sector in India for a number of years. He has been a Director of the Issuer since 1989.

**Mr. Bansidhar S. Mehta** is an Independent Director of the Issuer. He is a Fellow of The Institute of Chartered Accountants of India. He is a Chartered Accountant in practice dealing with taxation, accountancy and valuation of mergers and acquisitions. He is a Director on the boards of several companies in India. He has been a Director of the Issuer since 1988.

**Mr. Dhruva N. Ghosh** is an Independent Director of the Issuer. He holds a Master's degree in Economics from Calcutta University. He was the former Chairman of the State Bank of India. He has been a Director of the Issuer since 1989.

**Mr. Nasser M. Munjee** is an Independent Director of the Issuer. He holds a Master's degree in Economics from the London School of Economics, United Kingdom. He is a director on the boards of several companies in India. He was appointed as an Executive Director of the Issuer in 1993 and has worked with the Issuer from 1978 to 1998. He is deeply interested in development and infrastructure issues.

**Dr. Bimal N. Jalan** is an Independent Director of the Issuer. He holds a Bachelor's degree in Arts (Economics) from Presidency College, Kolkata and a Masters in Arts from University of Cambridge, U.K. He is a former Governor of the Reserve Bank of India. He has previously held several positions in the Government including those of the Finance Secretary and Chairman of the Economic Advisory Council to Prime Minister. He was also a nominated Member of Parliament from 2003 to 2009. He was associated with a number of public institutions and was a Chairman of Centre for Development Studies, Thiruvananthapuram. He has been a Director of the Issuer since 2008.

**Dr. Jamshed J. Irani** is an Independent Director of the Issuer. He holds a Master's degree in Science from the Nagpur University and a Master's degree in Metallurgy from University of Sheffield, U.K.

He holds a Doctorate degree in Metallurgy from the University of Sheffield, U.K. The President of India conferred on him the award of Padma Bhushan in 2007 for his services to trade and industry in India. Queen Elizabeth II conferred on him honorary Knighthood (KBE) for his contribution to Indo-British Trade and Co-operation. He has been a Director of the Issuer since 2008.

#### ***Relationship with other Directors***

None of the Directors of the Issuer are related to each other.

#### ***Borrowing powers of the Issuer's Board***

The Board is authorised to borrow money upon such terms and conditions and with or without security as the Board may think fit, which may exceed the aggregate of the Issuer's paid up capital and free reserves, provided that the aggregate amount of its borrowings shall not exceed Rs.3,500,000 million at any time.

#### ***Interest of the Directors***

All the Directors may be deemed to be interested to the extent of fees payable to them for attending Board or committee meetings, commission as well as to the extent of reimbursement of expenses payable to them. The whole-time/Executive Directors may also be deemed to be interested to the extent of remuneration paid to them for their services rendered.

All the Directors may also be regarded as interested in any equity shares or any stock options held by them and also to the extent of any dividend payable to them and other distributions in respect of such equity shares held by them. All Directors may also be regarded to be interested in the deposits placed by them or their respective relatives or the companies, firms and trusts, in which they are interested as directors, members, partners, trustees with the Issuer, housing loans availed from the Issuer, and equity shares held by, or subscribed by, and allotted to, their respective relatives or the companies, firms and trusts, in which they are interested as directors, members, partners or trustees.

Except for the agreements entered into with the whole-time/executive Directors of the Issuer in relation to their terms of appointment, the Issuer has not entered into any contract, agreement or arrangement in which any of the Directors are interested, directly or indirectly, during the two years preceding the date of this Offering Circular and no payments have been made to them in respect of any such contracts, agreements or arrangements.

#### ***Shareholding of Directors***

The following table sets forth the shareholding of the Directors in the Issuer as of 31 December 2017:

Name	Number of Equity Shares	Percentage of Total Number of Outstanding Equity Shares
Mr. Deepak S. Parekh . . . . .	1,160,000	0.07
Mr. Keki M. Mistry . . . . .	626,131	0.04
Ms. Renu Sud Karnad . . . . .	2,612,408	0.16
Mr. V. Srinivasa Rangan . . . . .	551,750	0.03
Mr. Bansidhar S. Mehta . . . . .	435,000	0.03
Mr. Dhruva N. Ghosh. . . . .	139,935	0.01
Mr. Nasser M. Munjee . . . . .	0	0.00
Dr. Bimal N. Jalan . . . . .	15,000	0.00
Dr. Jamshed J. Irani . . . . .	65,000	0.00
Mr. Dattatraya M. Sukthankar . . . . .	144,406	0.01

## Key Managerial Personnel

The following table sets forth details regarding the Issuer's key managerial personnel in terms of the Companies Act, other than the Issuer's whole-time/executive Directors including the Issuer's Managing Director, as of the date of this Offering Circular:

### *Biographies of the key managerial personnel*

<u>Name</u>	<u>Age (years)</u>	<u>Designation</u>
Mr. Ajay Agarwal . . . . .	46	Company Secretary

The details of the key management personnel other than the Issuer's whole-time/executive Directors, as on the date of this Offering Circular, are set out below:

Mr. Ajay Agarwal, aged 46 years, is the Company Secretary of the Issuer. He is a Fellow Member of The Institute of Company Secretaries of India. He has 20 years of experience in corporate and securities laws. He has been associated with the Issuer since September 2000. He has been appointed as the Company Secretary and the key managerial person of the Issuer under Section 203 of the Companies Act, 2013 with effect from 20 March 2015. He is responsible for ensuring compliances with the applicable corporate and securities laws, secretarial standards etc. He is also the Compliance Officer of the Issuer under the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, SEBI (Prohibition of Insider Trading) Regulations, 2015 and SEBI (Registrars to an Issue and Share Transfer Agents) Regulations, 1993.

All the key management personnel are permanent employees of the Issuer.

### *Shareholding of key managerial personnel*

The following table sets forth the shareholding of the Issuer's key managerial personnel other than the Issuer's whole-time/executive Directors as of 31 December 2017:

<u>Name</u>	<u>Number of Equity Shares</u>	<u>Percentage of Total Number of Outstanding Equity Shares</u>
Mr. Ajay Agarwal . . . . .	47,310	0.00

### *Interest of key managerial personnel*

The key managerial personnel of the Issuer do not have any interest in the Issuer other than to the extent of the remuneration or benefits to which they are entitled to as per their terms of appointment and reimbursement of expenses incurred by them and to the extent of the equity shares held by them or their dependents in the Issuer, if any or any stock options held by them.

## Senior Management Personnel

The following is a list of the senior management personnel of the Issuer as of the date of this Offering Circular together with a brief description of their respective biographies:

**Mr. Conrad D'Souza** is a Member of Executive Management and Chief Investor Relations Officer of the Issuer and his responsibilities include corporate planning and budgeting, corporate finance and investor relations. He holds a Master's degree in Commerce from University of Mumbai, a Master's degree in Business Administration from South Gujarat University and is a Senior Executive Program (SEP) graduate of the London Business School. He has been associated with the Issuer since 1984. He

was earlier the Treasurer of the Issuer and his responsibilities included resource mobilisation, both domestic and international, and asset liability management. Mr. D'Souza has also worked earlier in the operations and management services at the Issuer and was also the Regional Manager for the State of Maharashtra. He has been a consultant to USAID, United Nations Development Programme and International Finance Corporation (Washington) and has undertaken assignments in Asia, Africa and Eastern Europe. He has also been a speaker at various international seminars on housing finance. He is a member of the Asset Liability Committee and the Risk Management Committee of the Issuer.

**Mr. Suresh Menon** is a Member of Executive Management of the Issuer and is responsible for policy implementation and process monitoring, internal audit and Information Technology User Support Group. He holds a Bachelor's degree in Commerce from Maharaja Sayajirao University of Baroda and a Master's degree in Business Administration from South Gujarat University. He has been associated with the Issuer since 1984. He has previously held the positions of the Head of the Recoveries department, Area Manager in Baroda and Regional Manager for Mumbai. He was also responsible for laying down the Retail Lending policies for the Issuer and co-ordinating with the marketing, information technology, legal and communications department for development and implementation of new lending products. He was also deputed as the CEO of HDFC General Insurance Company in 2007-2008. He is currently co-ordinating the consultancy and training assignments with Sarana Multigriya Finansial — Indonesia. He is also a member of the core faculty at the Frankfurt School of Finance and Management, Germany — Housing Finance Summer Academy. He is a member of the Risk Management Committee of the Issuer.

**Ms. Madhumita Ganguli** is a Member of Executive Management of the Issuer and is responsible for the home loan operations of the Issuer in the National Capital Region and the states of Punjab and Madhya Pradesh. She holds a Bachelor's degree in Law from University of Delhi. She has been associated with the Issuer since 1981 and was responsible for steering the Business Process Reengineering programme in the Issuer for retail lending, which has helped the Issuer accentuate its competitive edge by introducing technology in the underwriting process. She was a key member of the team that provided consultancy for setting up the operations of Mauritius Housing Finance Company. She is a member of the National Housing Bank Working Committee on Standardizing of Loan Documentation for Retail Housing Loans and a committee set up by FICCI to formulate recommendations for the Government of India for the real estate sector. She has also been a speaker at various international and national seminars on housing finance. She is a member of the Risk Management Committee of the Issuer.

**Mr. Mathew Joseph** is a Member of Executive Management of the Issuer and is responsible for the operations and business of the Issuer in the States of Tamil Nadu, Andhra Pradesh and Telangana. He is a member of The Institute of Chartered Accountants of India. He has been associated with the Issuer since 1988. He is also a member of a group formulating policies and processes for individual loans. He has been involved in consultancy assignments undertaken by the Issuer in Africa and Asia to support and establish their housing finance institutions.

**Mr. R. Arivazhagan** is a Member of Executive Management of the Issuer and is responsible for all information technology decisions at the Issuer. He holds a post graduate diploma in Management from IIM Calcutta. He has been associated with the Issuer since 1986. He has previously worked with Larsen and Toubro Limited as a management trainee.

**Mr. Rajeev Sardana** is a Member of Executive Management of the Issuer and is the National Head — Self Employed Business and Loan against Property and also the Business Head for the states of Uttar Pradesh, Uttarakhand and Bihar. He is a member of The Institute of Chartered Accountants of India. He has been associated with the Issuer since 1987 and is also involved in the development of products and policies for retail mortgage loans. He has been involved in consultancy assignments undertaken by the Issuer in various countries across Asia to support and establish their housing finance institutions.

## Corporate Governance

The Board presently consists of 10 Directors, out of which five are independent Directors. The Issuer is in compliance with the applicable provisions of the Companies Act, 2013, Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 and Housing Finance Companies — Corporate Governance (National Housing Bank) Directions, 2016.

### *Committees of the Board of Directors*

The Board has constituted committees, which function in accordance with the relevant provisions of the Companies Act, 2013, directions from RBI, SEBI (ESOP) Regulations and the SEBI Listing Regulations. The Committees constituted in accordance with the provisions of the Companies Act, 2013 and the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 are: (i) Audit Committee; (ii) Nomination and Remuneration Committee; (iii) Stakeholders' Relationship Committee; (iv) Risk Management Committee; (v) Corporate Social Responsibility Committee; and (vi) Allotment Committee — Equity Shares.

The following table sets forth the members of the aforesaid committees as of the date of this Offering Circular:

<b>Committee</b>	<b>Members</b>
Audit Committee . . . . .	Mr. Nasser Munjee (Chairman), Mr. B. S. Mehta and Mr. D. N. Ghosh
Nomination and Remuneration Committee . . .	Mr. B. S. Mehta (Chairman), Mr. Nasser M. Munjee and Dr. J. J. Irani
Stakeholders Relationship Committee. . . . .	Dr. J. J. Irani (Chairman), Mr. D. M. Sukthankar and Mr. V. Srinivasa Rangan
Risk Management Committee. . . . .	Mr. Nasser Munjee (Chairman), Mr. Keki M. Mistry, Ms. Renu Sud Karnad, Mr. V. Srinivasa Rangan, Mr. Conrad D'Souza, Ms. Madhumita Ganguli and Mr. Suresh Menon
Corporate Social Responsibility Committee . .	Mr. Deepak S. Parekh (Chairman), Mr. Keki M. Mistry, Ms. Renu Sud Karnad, Mr. V. Srinivasa Rangan and Mr. D. N. Ghosh
Allotment Committee — Equity Shares . . . . .	Mr. Deepak S. Parekh (Chairman), Mr. Keki M. Mistry, Ms. Renu Sud Karnad, Mr. V. Srinivasa Rangan, Mr. D. M. Sukthankar and Dr. Bimal Jalan

### **Other Confirmations**

None of the Directors or key managerial personnel of the Issuer have any financial or other material interest in the Notes.

None of the Issuer's Directors have been named in the RBI defaulter list and/or the Export Credit Guarantee Corporation of India default list.



## **Related Party Transactions**

For details in relation to the related party transactions entered by the Issuer during the last three Fiscals, as per the requirements under Accounting Standard 18, see financial statements of the Issuer.

## **Policy on Disclosures and Internal Procedure for Prevention of Insider Trading**

The Insider Trading Regulations, 2015 applies to the Issuer's employees and to the Issuer which requires the Issuer to implement a code of internal procedures and conduct for the prevention of insider trading. The Issuer is in compliance with the same and has implemented a Code of Practices and Procedures for Fair Disclosure of Unpublished Price Sensitive Information for all employees, officers, directors and persons authorised to speak on behalf of the Issuer. Mr. Conrad D'Souza, a Member of Executive Management of the Issuer, acts as the Chief Investor Relations Officer of the Issuer under the aforesaid Code. In terms of the Companies Act, 2013, the Issuer's Directors and key managerial personnel are prohibited from: (a) acquiring an option over, or entering into, forward dealings in securities of the Issuer, its subsidiaries or associate companies; and (b) engaging in insider trading.

The Issuer has also implemented a Share Dealing Code which prescribes the detailed procedures and guidelines to be adopted while dealing in the equity shares of the Issuer. The Share Dealing Code is applicable to all Directors, employees and their immediate relatives. Mr. Ajay Agarwal, the Company Secretary, is the Compliance Officer under the said code.

## PRINCIPAL SHAREHOLDERS

The Issuer does not have an identifiable promoter or any principal shareholder. The following table sets forth the shareholding pattern of the Issuer as on 31 December 2017:

Category of Shareholders	No. of Shareholders	Total No. of Shares	Total No. of Shares held in Dematerialised Form	Total Shareholding as a per cent. of Total No. of Shares		Shares pledged or otherwise encumbered		
				As a per cent. of (A+B)	As a per cent. of (A+B+C)	Number of shares	As a per cent. of Total No. of Shares	
<b>(A) Shareholding of Promoter and Promoter Group</b>								
(1) Indian . . . . .	0	0	0	0.00	0.00	0	0.00	
Sub-Total (A)(1) . . . . .	0	0	0	0.00	0.00	0	0.00	
<b>(2) Foreign</b>								
Sub-Total (A)(2) . . . . .	0	0	0	0.00	0.00	0	0.00	
<b>Total Shareholding of Promoter and Promoter Group</b>								
(A)=(A)(1)+(A)(2) . . . . .	0	0	0	0.00	0.00	0	0.00	
<b>(B) Public Shareholding</b>								
<b>(1) Institutions</b>								
Mutual Funds/UTI. . . . .	39	105,979,215	105,976,965	6.64	6.64	0	0.00	
Venture Capital Funds . . . . .	0	0	0	0.00	0.00	0	0.00	
Alternate Investment Funds . . . . .	0	0	0	0.00	0.00	0	0.00	
Foreign Venture Capital Investors . . . . .	0	0	0	0.00	0.00	0	0.00	
Foreign Portfolio Investors . . . . .	1,500	1,194,348,342	1,194,348,342	74.76	74.76	0	0.00	
<b>Financial</b>								
Institutions/Banks . . . . .	20	1,787,000	1,779,900	0.11	0.11	0	0.00	
Insurance Companies . . . . .	36	114,927,861	114,927,861	7.19	7.19	0	0.00	
<b>Provident Funds/Pension Funds . . . . .</b>								
	0	0	0	0.00	0.00	0	0.00	
<b>Any Others (Specify)</b>								
<b>Foreign Institutional Investor . . . . .</b>								
	0	0	0	0.00	0.00	0	0.00	
<b>Sub-Total (B)(1) . . . . .</b>	<b>1,595</b>	<b>1,417,042,418</b>	<b>1,417,033,068</b>	<b>88.70</b>	<b>88.70</b>	<b>0</b>	<b>0.00</b>	
<b>(2) Central Government/State Government(s)/President of India</b>								
<b>Central Government/State Government(s)/President of India . . . . .</b>								
	5	1,556,861	1,556,861	0.10	0.10	0	0.00	
<b>Sub-Total (B)(2) . . . . .</b>	<b>5</b>	<b>1,556,861</b>	<b>1,556,861</b>	<b>0.10</b>	<b>0.10</b>	<b>0</b>	<b>0.00</b>	

Category of Shareholders	No. of Shareholders	Total No. of Shares	Total No. of Shares held in Dematerialised Form	Total Shareholding as a per cent. of Total No. of Shares		Shares pledged or otherwise encumbered	
				As a per cent. of (A+B)	As a per cent. of (A+B+C)	Number of shares	As a per cent. of Total No. of Shares
<b>(3) Non-Institutions</b>							
Individual shareholders holding nominal share capital up to Rs.0.2 million . . . . .	213,919	117,846,812	106,438,838	7.37	7.37	0	0.00
Individual shareholders holding nominal share capital in excess of Rs.0.2 million . . . . .	93	22,904,770	22,797,370	1.43	1.43	0	0.00
NBFCs registered with RBI . . . . .	0	0	0	0.00	0.00	0	0.00
Employee Trusts . . . . .	0	0	0	0.00	0.00	0	0.00
Overseas Depositories (holding DRs) (balancing figure) . . . . .	0	0	0	0.00	0.00	0	0.00
<b>Any Others (Specify)</b>							
Trusts . . . . .	47	7,233,497	7,233,497	0.45	0.45	0	0.00
Directors & their Relatives . . . . .	17	8,021,620	8,021,620	0.50	0.50	0	0.00
Foreign Nationals . . . . .	4	1,605	1,605	0.00	0.00	0	0.00
Non Resident Indians . . . . .	5,560	4,962,076	4,946,476	0.31	0.31	0	0.00
Clearing Members . . . . .	73	748,323	748,323	0.05	0.05	0	0.00
Hindu Undivided Families . . . . .	4,910	1,443,675	1,443,675	0.09	0.09	0	0.00
Foreign Corporate Bodies . . . . .	2	2,174,882	2,174,882	0.14	0.14	0	0.00
Bodies Corporate . . . . .	1,811	13,661,156	13,350,046	0.86	0.86	0	0.00
<b>Sub-Total (B)(3) . . . . .</b>	<b>226,436</b>	<b>178,998,416</b>	<b>167,156,332</b>	<b>11.20</b>	<b>11.20</b>	<b>0</b>	<b>0.00</b>
<b>Total Public Shareholding (B)= (B)(1)+(B)(2)+(B)(3).</b>	<b>228,036</b>	<b>1,597,597,695</b>	<b>1,585,746,261</b>	<b>100.00</b>	<b>100.00</b>	<b>0</b>	<b>0.00</b>
<b>(C) Shares held by Custodians and against which Depository Receipts have been issued</b>							
(1) Promoter and Promoter Group . . . . .	0	0	0	0.00	0.00	0	0.00
(2) Public . . . . .	0	0	0	0.00	0.00	0	0.00
<b>Sub-Total (C) . . . . .</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0.00</b>	<b>0.00</b>	<b>0</b>	<b>0.00</b>
<b>GRAND TOTAL (A)+(B)+(C) . . . . .</b>	<b>228,036</b>	<b>1,597,597,695</b>	<b>1,585,746,261</b>	<b>100.00</b>	<b>100.00</b>	<b>0</b>	<b>0.00</b>

The Issuer does not have an identifiable promoter or any principal shareholder. The following table sets forth the shareholding of persons belonging to the category “public” and holding more than 1.00 per cent. of the total number of equity shares of the Issuer as on 31 December 2017:

Sr. No.	Name of the Shareholder	No. of Equity Shares	Total Shareholding as a per cent. of total No. of Equity Shares
1.	LIFE INSURANCE CORPORATION OF INDIA . . . .	67,284,735	4.21 per cent.
2.	OPPENHEIMER DEVELOPING MARKETS FUND .	59,003,592	3.69 per cent.
3.	EUROPACIFIC GROWTH FUND . . . . .	31,813,425	1.99 per cent.
4.	GOVERNMENT OF SINGAPORE . . . . .	31,561,171	1.98 per cent.
5.	VANGUARD EMERGING MARKETS STOCK INDEX FUND, A SERIES OF VANGUARD INTERNATIONAL EQUITY INDEX FUND . . . . .	26,902,395	1.68 per cent.
6.	ABU DHABI INVESTMENT AUTHORITY - BEHAVE . . . . .	22,668,517	1.42 per cent.
7.	VANGUARD TOTAL INTERNATIONAL STOCK INDEX FUND . . . . .	20,939,254	1.31 per cent.
8.	ICICI PRUDENTIAL BALANCED FUND . . . . .	19,019,847	1.19 per cent
9.	ISHARES INDIA INDEX MAURITIUS COMPANY .	17,524,085	1.10 per cent.
10.	SBI-ETF NIFTY 50 . . . . .	17,324,864	1.08 per cent
	<b>Total . . . . .</b>	<u>314,041,885</u>	<u>19.65 per cent.</u>

## INDUSTRY OVERVIEW

The information in this section has been extracted from publicly available documents, it has been accurately reproduced and that as far as the Issuer is aware and is able to ascertain from the information published, no facts have been omitted which would render the reproduced information inaccurate or misleading.

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### **Overview of the Indian economy**

The Indian economy is the fourth largest in the world by purchasing power parity. In 2017, India's gross domestic product ("GDP") on a purchasing power parity basis was approximately US\$9.45 trillion. (Source: <https://www.cia.gov/library/publications/the-world-factbook/geos/in.html>, as on February 13, 2018)

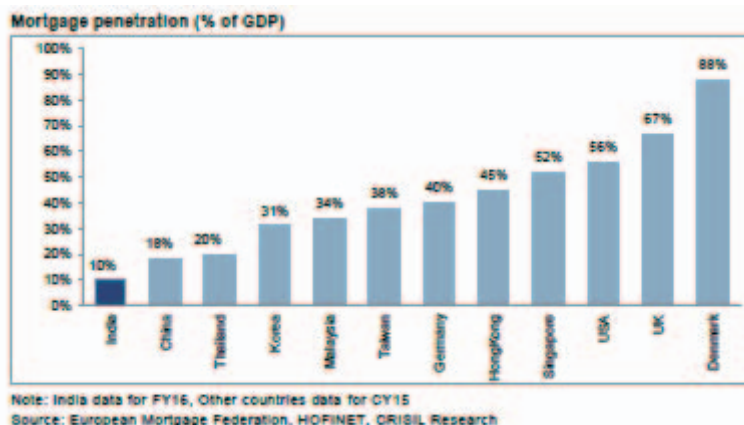
India's real GDP grew at a rate of 7.1% during Fiscal 2017 as against 8.0% in Fiscal 2016. (Source: The World Bank, available as at November 25, 2017 at <https://data.worldbank.org/indicator/NY.GDP.MKTP.KD.ZG?locations=IN>.)

India is becoming increasingly urbanized and its per capita income has risen in recent years. In 2016, India's urban population increased to approximately 438.8 million people. The urban population in India represents 33.1% of the total population. (Source: International Monetary Fund, available at: <http://data.worldbank.org/indicator/SP.URB.TOTL.IN.ZS>) For 2016, India's per capita GDP at current prices was estimated to be INR 113,207. (Source: International Monetary Fund, available at: [http://www.imf.org/external/datamapper/NGDPDPC@WEO/OEMDC/ADVEC/WEO\\_WORLD/IND](http://www.imf.org/external/datamapper/NGDPDPC@WEO/OEMDC/ADVEC/WEO_WORLD/IND;);) )

In recent years, India has become a popular destination for foreign direct investment ("FDI"), owing to its well developed private corporate sector, large consumer market potential and large well-educated and English speaking workforce. Overall, India attracted FDI of approximately U.S.\$60.08 billion during Fiscal 2017, U.S.\$55.55 billion during Fiscal 2016 and U.S.\$45.15 billion during Fiscal 2015 as compared to an average of U.S.\$22.11 billion from Fiscal 2001 to Fiscal 2013. (Source: Department of Industrial Policy and Promotion, Ministry of Commerce & Industry, Government of India — Fact Sheet on FDI from April 2000 to March 2017, available as at November 25, 2017 at [http://dipp.nic.in/sites/default/files/FDI\\_FactSheet\\_January\\_March2017.pdf](http://dipp.nic.in/sites/default/files/FDI_FactSheet_January_March2017.pdf).)

## Indian mortgage market to follow the global path

India's mortgage-to-GDP ratio was still low at 10% in fiscal 2016 compared with other developing countries, but it has improved from 7.4% in fiscal 2010, given rising incomes, improving affordability, growing urbanisation and nuclearisation of families, emergence of tier-II and tier-III cities, ease of financing, tax incentives, and widening reach of financiers.



Based on CRISIL Research, mortgage penetration in India is 9-11 years behind other regional emerging markets, such as China and Thailand. However, due to various structural drivers, such as a young population, smaller family sizes, urbanisation and rising income levels, CRISIL Research believes growth rates in the mortgage segment should remain healthy over the long term.

### Ease of financing and improved infrastructure leading to higher growth in housing finance segment

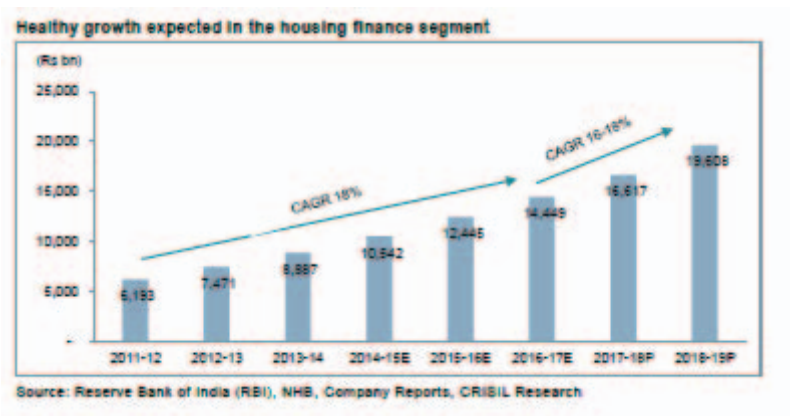
Demonetisation had a transient impact on housing finance segment. HFCs and banks reported uptick in the housing loans business, from low levels in December 2016 and January 2017. Collection efficiency, which too had declined post-demonetisation, especially in November and December 2016, showed signs of improvement from February 2017. Thus, CRISIL Research expects the sector to be on recovery path and post past growth rate over next two years.

As per government data, as in October 2017, ~2 lakh houses have been constructed under the Pradhan Mantri Awas Yojana (PMAY). To achieve the target of constructing 20 million houses across India by CY2022, the pace of construction work will increase and subsequently prompt higher demand for loans. Further, inclusion of middle-income group (MIG) households, whose incomes range between Rs 6 lakh and Rs 18 lakh per annum under the credit-linked interest subsidy scheme, will lead to a surge in loan disbursements over next 3-5 fiscal years, leading to faster outstanding growth. Higher government support for the affordable-housing segment (in terms of interest rate subsidies) as well as a low interest rate scenario will boost overall housing loan demand over next two fiscal years.

Also, awarding of infrastructure status to affordable housing will push more developers to enter the segment, as they will now enjoy easier access to institutional credit; their cost of borrowing for affordable-housing projects will reduce, leading to greater supply of units at reasonable prices.

But the Real Estate (Regulatory & Development) Act, 2016, could have some impact over next 1-2 fiscal years until the industry adjusts to the new regulations, as RERA has forced developers to focus on completing their existing projects. This, coupled with sluggish demand, has resulted in fewer new launches of residential properties. However, CRISIL Research expects RERA will lead to better structure, transparency and discipline in the sector in future.

Housing loans outstanding grew at 18% CAGR from fiscal 2011 to 2017, supported by higher government support, lower interest rates and easing inflation. Also, rising urbanisation, nuclearisation of families and increase in number of affordable-housing projects speeded loan growth.



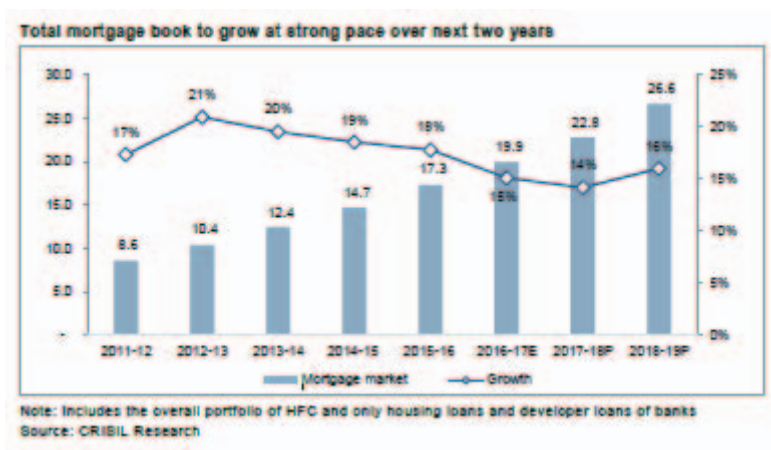
### Loans by HFCs outpaced those by banks between 2010-11 and 2016-17

The Indian housing finance market has grown rapidly, with mortgage lending significantly contributing to growth in construction and demand for housing. Housing finance companies (HFC) have been at the forefront, clocking CAGR of approximately 22% in loan outstanding between 2011-12 and 2016-17 vis-a-vis the industry's (banks + HFCs) 18-19%. This is due to higher growth in non-metro cities supported by government's support, rising finance penetration, increasing demand from Tier-II cities as well as improved transparency and higher focus by HFCs.

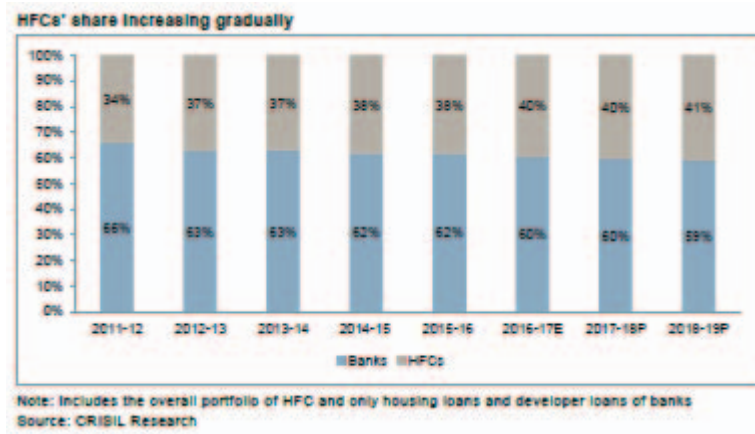
Housing finance is the second-largest portfolio after infrastructure for non-banking financial companies (NBFC). Several NBFCs have shifted focus to secured lending post global slowdown in 2008-09, when delinquencies on unsecured loans soared. The shift in focus can be gauged from the fact that a large number of players started full-fledged housing finance divisions as a result of which loan outstanding by HFCs accelerated. The change in focus to secured assets helped de-risk the order books of HFCs and resulted in continuous improvement in asset quality.

HFCs' loan outstanding is projected to clock 17-19% CAGR from Rs 7.8 trillion in 2016-17 to Rs 10.8 trillion in 2018-19, aided by higher finance penetration and demand for affordable housing. CRISIL Research expects all three segments (housing loan, developer loan and loan against property portfolios) to grow at healthy pace.

Both banks and HFCs offer mortgage loans. Banks currently have a lion's share in loan assets (60% as of 2016-17). However, share of HFCs has increased steadily from 34% to 40% over past five years, mainly supported by their sharper focus on loan against property (LAP) and developer loan segment. Going forward, as HFCs are likely to get more aggressive, their share is likely to expand in long term.

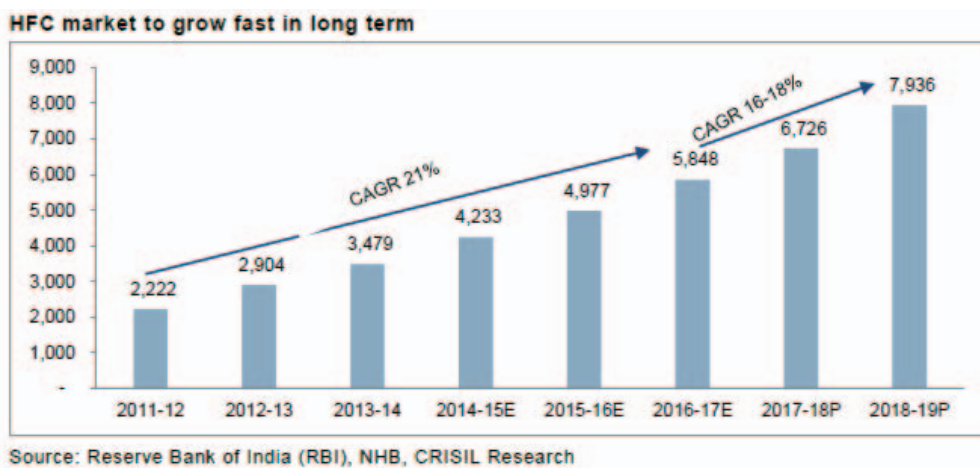






**HFCs' portfolios to grow at 16-18% CAGR over next two fiscal years; growth to accelerate thereafter**

CRISIL Research expects HFCs' loan portfolios to grow at a slower pace of 16-18% CAGR in fiscals 2018 and 2019 due to the RERA. Thereafter, growth is expected to accelerate, leading to 18-20% CAGR over next five fiscal years, led by HFCs' strong origination skills, focused approach (catering to a particular category of customers), relatively superior customer service and diverse channels of business sourcing. The push towards affordable housing will also buoy growth.



## KEY REGULATION AND POLICIES

*The following description is a summary of relevant regulations and policies as prescribed by the Government of India and other regulatory bodies that are applicable to the Issuer. The information detailed below has been obtained from various legislations, including rules and regulations promulgated by regulatory bodies, and the bylaws of the respective local authorities that are available in the public domain. The regulations set out below may not be exhaustive and are merely intended to provide general information to the investors and are neither designed nor intended to substitute professional legal advice. The statements below are based on the current provisions of Indian law, and the judicial and administrative interpretations thereof, which are subject to change or modification by subsequent legislative, regulatory, administrative or judicial decisions.*

*In addition to the regulations and policies specified herein below, taxation law, labour law, intellectual property law, environmental law and other miscellaneous laws apply to the Issuer as they do to any other Indian company.*

### ***The National Housing Bank Act, 1987***

The National Housing Bank Act, 1987 (the **NHB Act**) was enacted to establish a NHB to operate as a principal agency to promote HFCs both at the local and regional levels and to provide financial and other support to such institutions for matters connected therewith or incidental thereto. The business of the NHB includes, among others, promoting, establishing, supporting or aiding in the promotion, establishment and for housing activities of HFCs, scheduled banks, state co-operative agricultural and rural development banks or any other institution or class of institutions, as may be notified by the Central Government; making loans and advances or other forms of financial assistance; guaranteeing the financial obligations of HFCs and underwriting the issue of stocks, shares, debentures and other securities of HFCs; formulating one or more schemes for the purpose of mobilisation of resources and extension of credit for housing; providing guidelines to HFCs to ensure their growth on sound lines; providing technical and administrative assistance to HFCs; and exercising all powers and functions in the performance of duties entrusted to the NHB under the NHB Act or under any other law for the time being in force.

Under the NHB Act, the NHB has the power to direct deposit accepting HFCs to furnish such statements, information or particulars relating to deposits received by the HFC, as may be specified by the NHB. Every HFC is required to obtain a certificate of registration and meet the requirement of net owned funds of Rs. 20 million or such other higher amount as the NHB may specify for commencing or carrying on the business of HFCs. Further, every HFC is required to invest and continue to invest in India in unencumbered approved securities, an amount which, at the close of business on any day, is not less than 5 per cent. (or such higher percentage as the NHB may specify, not exceeding 25 per cent.) of the deposits outstanding at the close of business on the last working day of the second preceding quarter.

Additionally, every HFC is required to maintain in India an account with a scheduled bank in term deposits or certificate of deposits (free of charge or lien) or in deposits with the NHB or by way of subscription to the bonds issued by the NHB, or partly in such account or in such deposit or partly by way of such subscription, a sum which, at the close of business on any day, together with the investment as specified above, shall not be less than 10 per cent. (or such higher percentage as the NHB may specify, not exceeding 25 per cent.), of the deposits outstanding in the books of the HFC at the close of business on the last working day of the second preceding quarter. Pursuant to the NHB Act, every HFC is also required to create a reserve fund and transfer therein a sum not less than 20 per cent. of its net profit every year as disclosed in the profit and loss account and before any dividend is declared.

Under the terms of the NHB Act, the NHB has the power to direct deposit accepting HFCs to furnish such statements, information or particulars relating to deposits received by the HFC, as may be specified by the NHB. The NHB may cause an inspection to be made of any deposit accepting HFCs for the purpose of verifying the correctness or completeness of any statement, information or particulars furnished to the NHB or for the purpose of obtaining any information or particulars which the HFC has failed to furnish on being called upon to do so. If any HFC accepting deposits fails to comply with any direction given by the NHB, the NHB may prohibit the acceptance of deposits by that HFC.

***The Recovery of Debts and Bankruptcy Insolvency Resolution and Bankruptcy of Individuals and Partnership Firms Act, 1993***

The Recovery of Debts and Bankruptcy Insolvency Resolution and Bankruptcy of Individuals and Partnership Firms Act, 1993 (**DRT Act**) provides for establishment of the Debts Recovery Tribunals (**DRTs**), for expeditious adjudication and recovery of debts due to banks, public financial institutions or a consortium of banks and public financial institutions. Under the DRT Act, the procedures for recovery of debt have been simplified and time frames have been fixed for speedy disposal of cases. The DRT Act lays down the rules for establishment of DRTs, procedure for making application to the DRTs, powers of the DRTs and modes of recovery of debts determined by DRTs. These include attachment and sale of movable and immovable property of the defendant, arrest of the defendant and defendant's detention in prison and appointment of receiver for management of the movable or immovable properties of the defendant.

The DRT Act also provides that a bank or public financial institution having a claim to recover its debt may join an ongoing proceeding filed by some other bank or public financial institution against its debtor at any stage of the proceedings before the final order is passed by making an application to the DRT.

The Enforcement of Security Interest and Recovery of Debts Laws and Miscellaneous Provisions (Amendment) Act, 2016 (**ESIRDA**) which was introduced with effect from August 16, 2016, amended the DRT Act. The amendments to the DRT Act pursuant to ESIRDA include, amongst others, (i) providing further details of procedures that tribunals need to follow in case of debt recovery proceedings; (ii) granting of power to recovery officers to take possession of the property over which security interest is created or any other property of the defendant as well as appoint a receiver and sell the same; (iii) priority being given to secured creditors in cases where insolvency or bankruptcy proceedings are pending in respect of secured assets of a borrower subject to the provisions of the Insolvency and Bankruptcy Code, 2016 (the **Bankruptcy Code**); and (iv) depositing of 50% of the amount of debt due as determined by the DRTs, for filing an appeal against any order of the recovery officer.

***The Housing Finance Companies (National Housing Bank) Directions, 2010 (NHB Directions 2010)***

The objective of the NHB Directions 2010 is to consolidate and issue directions in relation to the acceptance of deposits by the HFCs. Additionally, the NHB Directions 2010, provide the prudential norms for income recognition, accounting standards, asset classification, provision for bad and doubtful assets, capital adequacy and concentration of credit/investment to be observed by the housing finance institutions and certain additional matters to be included in the auditors' report by the auditors of HFCs.

Pursuant to the NHB Directions 2010, no HFC shall accept or renew public deposits unless the HFC has obtained minimum investment grade rating for its fixed deposits from any one of the approved rating agencies, at least once a year, and a copy of the rating is sent to the NHB and it is complying with all the prudential norms, provided that:

- a HFC which has obtained credit rating for its fixed deposits not below the minimum investment grade rating as above and complied with all the prudential norms may accept public deposits not exceeding five times of its net owned funds (NOF); and
- a HFC which does not have the requisite rating for its fixed deposits shall obtain the same within a period of six months from the date of notification or such extended period as may be permitted by the NHB, to obtain the prescribed rating for its fixed deposit.

Under the NHB Directions 2010, no HFC shall have deposits, inclusive of public deposits, the aggregate amount of which, together with the amounts, if any, held by it which are referred in Section 45(I)(bb)(iii) to Section 45(I)(bb)(vii) of the Reserve Bank of India Act, 1934, and loans or other assistance from the NHB, is in excess of 16 times of its NOF. In addition, no HFC shall accept or renew any public deposit which is (a) repayable on demand or on notice; or (b) unless such deposit is repayable after a period of 12 months or more, but not later, than 84 months from the date of acceptance or renewal of such deposits. On and from 6 July 2007, no HFC shall invite, accept or renew any public deposit at a rate of interest exceeding 12.5 per cent. per annum, such interest being payable or compounded at rests which should not be shorter than monthly rests. On and from 20 September 2003, no HFC shall invite, accept or renew repatriable deposits from non-resident Indians in terms of Schedule 1 of Notification no. FEMA.5/2000-RB dated 3 May 2000 under Non-Resident (External) Rupee Account Scheme at a rate exceeding the rates specified by the RBI for such deposits with scheduled commercial banks.

A HFC which has failed to repay any public deposit or part thereof in accordance with the terms and conditions of such deposit, as provided in the NHB Act, is not permitted to grant any loan or other credit facility, by whatever name called, or make any investment or create any other asset as long as the default exists.

In accordance with the prudential norms mentioned in the NHB Directions 2010, income recognition shall be based on recognised accounting principles. Every HFC shall, after taking into account the degree of well-defined credit weaknesses and the extent of dependence on collateral security for realisation, classify its lease/hire purchase assets, loans and advances and any other forms of credit into certain specified classes, viz. standard assets, sub-standard assets, doubtful assets and loss assets. Every HFC, after taking into account the time lag between an account becoming non-performing, its recognition as such, the realisation of the security and the erosion over time in the value of security charged, is required to make provision against sub-standard assets, doubtful assets and loss assets as provided under the NHB Directions 2010.

The NHB has amended the provisioning norms in the NHB Directions 2010, pursuant to the notification no. NHB.HFC.DIR.3/CMD/2011 dated 5 August 2011, as further amended by NHB *vide* notification no. NHB.HFC.DIR.4/CMD/2012 dated 19 January 2012, as amended by notification no. NHB.HFC.DIR.9/CMD/2013 dated 6 September 2013 and further amended by notification no. NHB.HFC.DIR.18/MD&CEO/2017 dated 2 August 2017. The provisioning requirement in respect of loans, advances and other credit facilities including bills purchased and discounted are required to be:

- (a) *loss assets*: the entire assets are required to be written off. If assets are permitted to remain in the books for any reason, then 100 per cent. of the outstanding amounts should be provided for;
- (b) *doubtful assets*: 100 per cent. provision to the extent to which the advance is not covered by the realisable value of the security, to which a HFC has a valid recourse, shall be made and in addition, depending upon the period for which the asset has remained doubtful, provision to the

extent of 25 per cent. to 100 per cent. of the secured portion i.e. the estimated realisable value of the outstanding shall be made in the following manner: (i) 25 per cent. up to the period of one year; (ii) 40 per cent. for the period of one year to three years; and (iii) 100 per cent. for the period more than three years;

- (c) *substandard assets*: provision of 15 per cent. of the total outstanding amounts should be made without making any allowance for export credit guarantee, corporation guarantee and securities available; and
- (d) *standard assets*: (i) standard assets with respect to housing loans at teaser/special rates — provision of 2 per cent. on the total outstanding amount of such loans and the provisioning of these loans to be re-set after one year at the applicable rates from the date on which the rates are re-set at higher rates if the accounts remain standard; (ii)(a) standard assets in respect of Commercial Real Estates Residential Housing (**CRE-RH**) (consisting of loans to builders/developers for residential housing projects (except for captive consumption). Such projects do not include non-residential commercial real estate. However, integrated housing projects comprising of some commercial space (e.g. shopping complex, school etc.) can be classified as CRE-RH, provided that the commercial space in the residential housing project does not exceed 10 per cent. of the total floor space index (**FSI**) of the project. In case the FSI of the commercial area in a predominantly residential housing complex exceeds the ceiling of the project loans, the entire loan should be classified as Commercial Real Estate (**CRE**) (and not CRE-RH) — provision of 0.75 per cent. on the total outstanding amount of such loans; (ii)(b) standard assets in respect of all other CRE (consisting of loans to builders/developers/others for office buildings, retail space, multipurpose commercial premises multi-tenanted commercial premises, industrial or warehouse space, hotels, land acquisition, development and construction etc., other than those covered in (ii)(a). Loans for third dwelling unit onwards to an individual will also be treated as CRE exposure) — provision of 1 per cent. on the total outstanding amount of such loans; (iii) standard assets in respect of all loans other than (i) and (ii) — a general provision of 0.4 per cent. of the total outstanding amount of loans which are standard assets is required to be made; and (iv) standard assets in respect of individual housing loans — 0.25 per cent. on the total outstanding amount of such loans.

Pursuant to the notification No.NHB.HFC.DIR.9/CMD/2013 dated 6 September 2013, no HFC shall: (i) grant housing loans up to Rs. 2,000,000 to individuals with loan to value (**LTV**) ratio exceeding 90 per cent.; (ii) grant housing loans above Rs. 2,000,000 and up to Rs. 7,500,000 to individuals with LTV exceeding 80 per cent.; and (iii) grant housing loans above Rs. 7,500,000 to individuals with LTV exceeding 75 per cent.

Every HFC shall maintain a minimum capital ratio consisting of Tier I and Tier II capital which shall not be less than 12 per cent. of its aggregate risk-weighted assets and of risk adjusted value of off-balance sheet items.

Under the NHB Directions 2010, degrees of credit risk expressed as percentage weighting have been assigned to balance sheet assets. Hence, the face value of each asset is multiplied by the relevant risk weights to arrive at its risk adjusted value of the asset. The aggregate shall be taken into account for calculating the minimum capital adequacy ratio of a housing finance institution.

Further, in terms of the NHB Directions 2010, no HFC shall invest in land or buildings, except for its own use, an amount exceeding 20 per cent. of its capital fund (aggregate of Tier I capital and Tier II capital), provided that such investment over and above 10 per cent. of its owned funds is required to be made only in residential units. Additionally, no HFC shall lend to any single borrower an amount exceeding 15 per cent. of its owned funds, and to any single group of borrowers, an amount exceeding 25 per cent. of its owned funds. A HFC is not allowed to invest in the shares of another company an amount exceeding 15 per cent. of its owned funds; and in the shares of a single group of companies an amount exceeding 25 per cent. of its owned funds. A HFC shall not lend and invest (loans/investments together) amounts exceeding 25 per cent. of its owned funds to a single party and



40 per cent. of its owned funds to a single group of parties. Additionally, a HFC is not allowed to lend against its own shares and any outstanding loan granted by a HFC against its own shares on the date of commencement of the NHB Directions 2010 shall be recovered by the HFC in accordance with the repayment schedule.

The NHB Directions 2010 provide for exposure limits for HFC to the capital markets. Pursuant to the NHB Directions 2010, the aggregate exposure of a HFC to the capital markets in all forms should not exceed 40 per cent. of its net worth as on 31 March of the previous year. Within this overall ceiling, direct investment in shares, convertible bonds, debentures, units of equity-oriented mutual funds and all exposures to VCFs should not exceed 20 per cent. of its net worth.

The NHB *vide* circular no NHB(ND)/DRS/POL-No. 36/2010 dated 18 October 2010 has directed all HFCs not to charge any prepayment levy or penalty on pre-closure of housing loans by borrowers out of their own sources. Further, NHB, *vide* circular no NHB(ND)/DRS/POL-No. 43/2011-2012 dated 19 October 2011 has directed all HFCs to discontinue the pre-payment levy or penalty on pre-closure of housing loans when: (i) the housing loan is on a floating rate basis and pre-closed by the borrower from funds received from any source; and (ii) the housing loan is on a fixed rate basis if pre-closed by the borrowers from their “own sources” which means any source other than by borrowing from a bank, HFC, NBFC or a financial institution. It has been clarified *vide* circular no NHB(ND)/DRS/Pol-No. 48/2011-12 dated 4 April 2012 that the instruction applicable to fixed interest rate housing loans referred to in the circular dated 19 October 2011 will be applicable to such loans which carry a fixed rate of interest at the time of origination of the loan. Further, it has been directed *vide* circular no NHB(ND)/DRS/Pol-No. 51/2012-13 dated 7 August 2012 that all dual or special rate (combination of fixed and floating) housing loans will attract the pre-closure norms applicable to a fixed or floating rate depending on whether, at the time of pre-closure, the loan is on a fixed or a floating rate. A fixed rate loan shall be considered to be a loan where the rate is fixed for the entire duration of the loan. Thus, in the case of dual or special rate housing loans, the pre-closure norm for floating rate will be applicable once the loan has been converted into a floating rate loan, after the expiry of the fixed interest rate period. This shall be applicable to all such dual/special rate housing loans being foreclosed hereafter. Further *vide* NHB (ND)/DRS/Policy circular No. 63/2014-15 dated 14 August 2014 directed that HFCs shall not charge foreclosure charges or pre-payment penalties on all floating rate term loans sanctioned to individual borrowers, with immediate effect. Subsequently, it was clarified *vide* circular no NHB(ND)/DRS/Policy circular 66/2014-15 dated 3 September 2014 that provisions of the circular issued on 14 August 2014 are applicable in respect of all floating rate term loans sanctioned to individual borrowers by HFCs, irrespective of the date of sanction and prepaid on or after 14 August 2014. The provisions of the said circular cover part as well as full prepayment. It was also clarified that the aforesaid circular is applicable to term loans sanctioned to individual borrowers and loan in which company, or firm etc. is a borrower or co-borrower therefore is excluded from its purview.

The NHB *vide* circular no NHB (ND)/DRS/POL-No. 58/2013-14 dated 18 November 2013 has directed all HFCs to ensure that disbursement of housing loans sanctioned to individuals should be closely linked to the stages of construction of the housing projects or houses and upfront disbursement should not be made in cases of incomplete, under-construction or greenfield housing projects or houses. Further, NHB *vide* circular no. NHB (ND)/DRS/ Policy Circular No. 75/2016—17 dated 1 July 2016 has directed that the prevalent scheme(s) of HFCs, if any, need to be reviewed so as to ensure that disbursement of housing loans is strictly linked to the stages of construction and no upfront disbursement is made in case of incomplete or un-constructed projects in order to remove inappropriateness of funding exposure with concomitant risk of diversion of funds and any non-compliance in this regard will be viewed seriously and may attract penal provisions under the NHB Act.

NHB *vide* no. circular NHB(ND)/DRS/Policy Circular No.77/2016-17 dated 21 November 2016 issued directions in relation to the Prudential Norms on Income Recognition, Asset Classification and Provisioning pertaining to Advances. An additional period of 60 days was provided beyond what is applicable for recognition of a loan account as a substandard asset in the case of term loans where original sanctioned amount is Rs. 1,00,00,000 or less. This was as a result of the withdrawal of the legal tender status of Rs. 500 and Rs. 1,000 notes. However, such policy will apply to dues payable between 1 November 2016 and 31 December 2016.

NHB *vide* no. circular NHB.HFC.DIR.18/MD&CEO/2017 dated 2 August 2017, has revised the following weighted risk assets on balance sheet items:

Weighted risk assets — On balance Sheet items	Weight (%)
Outstanding Housing loans to individuals up to Rs. 30 lakhs secured by mortgage of immovable property, which are classified as standard assets with LTV Ratio < 80% . . . . .	35
Outstanding Housing loans to individuals up to Rs. 30 lakhs secured by mortgage of immovable property, which are classified as standard assets with LTV Ratio > 80% and < 90% . . . . .	50
Outstanding Housing loans to individuals above Rs. 30 lakhs and upto Rs. 75 lakhs secured by mortgage of immovable property which are classified as standard assets with LTV ratio < 75% (loan sanctioned before 1 August 2017) . . . . .	35
Outstanding Housing loans to individuals above Rs. 30 lakhs and upto Rs. 75 lakhs secured by mortgage of immovable property which are classified as standard assets with LTV ratio > 75% and < 80% (loan sanctioned before 1 August 2017) . . . . .	50
Outstanding Housing loans to individuals above Rs. 30 lakhs and upto Rs. 75 lakhs secured by mortgage of immovable property which are classified as standard assets with LTV ratio < 80% (loan sanctioned on or after 1 August 2017) . . . . .	35
Outstanding Housing loans to individuals above Rs. 75 lakhs secured by mortgage of immovable property, which are classified as standard assets with LTV ratio < 75% (loan sanctioned before 1 August 2017) . . . . .	75
Outstanding Housing loans to individuals above Rs. 75 lakhs secured by mortgage of immovable property, which are classified as standard assets with LTV ratio < 75% (loan sanctioned on or after 1 August 2017) . . . . .	50
Outstanding amount of Loans given for the purpose of insurance of the property/borrower in case of individual housing loans . . . . .	Same as applicable to the respective housing loan

***The Prevention of Money Laundering Act, 2002***

The Prevention of Money Laundering Act, 2002 (PMLA) was enacted to prevent money laundering and to provide for confiscation of property derived from, and involved in, money laundering. In terms of the PMLA, every financial institution, including housing finance institutions, is required to maintain record of all transactions including the value and nature of such transactions, furnish information of such transactions to the director defined under PMLA, and verify and maintain the records of the identity of all its clients, in such a manner as may be prescribed. The PMLA also provides for power of summons, searches and seizures to the authorities under the PMLA. In terms of PMLA, whosoever, directly or indirectly, attempts to indulge, knowingly assists, knowingly is a party or is actually involved in any process or activity connected with the proceeds of crime and projecting it as untainted property shall be guilty of the offence of money laundering. The NHB *vide*



circular NHB(ND)/DRS/POL No. 13/2006 dated 10 April 2006 had introduced anti-money laundering measures wherein the HFCs were advised *inter alia* to follow the customer identification procedure, maintenance of records of transactions and period of preservation of such record keeping in view of the provisions of PMLA. Further, the aforesaid circular introducing anti-money laundering measures was reviewed, and revised *vide* circular NHB (ND)/DRS/POL-No. 33/2010-11 dated 11 October 2010 (**2010 Notification**) in light of amendments in the PMLA and the rules framed thereunder. Further, the 2010 Notification requires the HFC to verify the identities of non-account based customers while carrying out transactions of an amount equal to, or exceeding, ' 50,000, whether conducted as a single transaction or several transactions, that appear to be conducted or any international money transfer operations. Further, it was directed *vide* NHB(ND)/DRS/Misc. circular No.13/2014 dated 20 January 2014, that the HFCs shall ensure that the documents are not given directly to the customers for verification, etc. to obviate any frauds.

The NHB *vide* circular NHB(ND)/DRS Circular No. 72/2014-2015 dated April 23, 2015 (i) established "E-Adhaar" as an officially valid document, (ii) laid down the operational procedure to be followed in respect of the same, and (iii) further directed HFCs to revise their KYC policy to ensure strict adherence to the guidelines prescribed thereunder. Further, NHB *vide* circular NHB(ND)/DRS/Policy Circular No.76/2016-17 dated November 1, 2016 directed HFCs to upload the Know Your Customer (KYC) data with Central Registry of Securitisation Asset Reconstruction and Security Interest of India in respect of new individual accounts opened on or after the date of the circular in the form and manner prescribed thereunder. Further, NHB *vide* NHB (ND)/DRS/Policy Circular No.85/2017-18 dated December 8, 2017, directed that HFCs may provide an option to customers for e-KYC through Aadhaar Based One Time Pin and laid down procedure in respect of the same.

### ***The Securitisation and Reconstruction of Financial Assets and Enforcement of Security Interest Act 2002***

The Securitisation and Reconstruction of Financial Assets and Enforcement of Security Interest Act, 2002 (**SARFAESI Act**) regulates the securitisation and reconstruction of financial assets of banks and financial institutions. The SARFAESI Act provides for measures in relation to enforcement of security interests and rights of the secured creditor in case of default.

The RBI has issued guidelines to banks and financial institutions on the process to be followed for sales of financial assets to asset reconstruction companies. These guidelines provide that a bank, or a financial institution, may sell financial assets to an asset reconstruction company provided the asset is an NPA. A bank or financial institution may sell a financial asset only if the borrower has a consortium or multiple banking arrangements and at least 75 per cent. by value of the assets to the borrower are classified as an NPA and at least 75 per cent. by the value of the banks and financial institutions in the consortium or multiple banking arrangements agree to the sale of the asset to the securitisation or reconstruction company.

The SARFAESI Act provides for the acquisition of financial assets by a securitisation company or reconstruction company from any bank or financial institution on such terms and conditions as may be agreed upon between them. A securitisation company or reconstruction company having regard to the guidelines framed by the RBI may, for the purposes of asset reconstruction, provide for measures such as the proper management of the business of the borrower by change in or takeover of the management of the business of the borrower, the sale or lease of a part or whole of the business of the borrower and certain other measures, such as rescheduling of payment of debts payable by the borrower and enforcement of security.

Additionally, under the provisions of the SARFAESI Act, any securitisation company or reconstruction company may act as an agent for any bank or financial institution for the purpose of recovering its dues from the borrower on payment of such fees or charges as may be mutually agreed between the parties.

Further, the SARFAESI Act was amended under ESIRDA. The amendments include: (i) secured creditors can take assistance of the district magistrate to complete the process of recovery of debt within 30 days of filing of an affidavit; (ii) on commencement of the Bankruptcy Code, in cases where insolvency or bankruptcy proceedings are pending in respect of secured assets of the borrower, secured creditors would be given a preference in payment of debt subject to the provisions of the Bankruptcy Code; (iii) creation of a central database to integrate recording of rights over any property registered under various registration systems; (iv) exemption from levy of any stamp duty on transactions for transfer of financial assets of banks or financial institutions in favour of asset reconstruction companies; (v) no requirement for classification of secured debt as non-performing asset in cases of funds raised through issue of debt securities; (vi) granting power to the Reserve Bank of India to carry out audit and inspection of asset reconstruction companies from time to time; (vii) substitution of the term “*qualified institutional buyers*” with the term “*qualified buyers*” in order to include non-institutional investors as well; and (viii) “*substantial change*” to include change affecting the sponsorship in the company by way of transfer of shares.

### ***Refinance Scheme for Housing Finance Companies, 2003***

Pursuant to the Refinance Scheme for Housing Finance Companies, 2003 (**Refinance Scheme**), as amended *vide* circular NHB(ND)/ROD/HFC/LRS/17/2004 dated April 15, 2005, HFCs registered with the NHB are eligible to obtain refinance from the NHB in respect of their direct lending up to Rs. 5,000,000 to individuals for the purchase, construction, repair and upgrade of housing units.

Pursuant to the Refinance Scheme, and clarification provided *vide* circular NHB(ND)/ROD/HFC/Refinance Circular 1/2015-16 dated 15 October 2015, HFCs registered with the NHB if they fulfil the following criteria:

- a. The HFCs are required to provide long-term finance for purchase, construction, repair and upgrading of dwelling units by home-seekers;
- b. Should invest at least 75 per cent. of capital employed by way of long-term finance for housing;
- c. The HFC should have a NOF of not less than Rs. 1,000,000,000. NOF will carry the same meaning as defined in Housing Finance Companies (NHB) Directions, 2010;
- d. The HFC should comply with the provisions of the National Housing Bank Act, 1987 and Housing Finance Companies (NHB) Directions, 2010, as amended from time to time;
- e. The Net Non-Performing Assets (**NNPA**) of the HFC should not be more than 2.50 per cent. of the Net Advances. NPA shall carry the same meaning as defined in Housing Finance Companies (NHB) Directions, 2010. NNPA means ‘NPA less provision’. Net Advances shall mean ‘Advances less provision’. ‘Advances’ shall, apart from housing loans, include mortgage loans, lease transactions, hire purchase assets, bills of exchange, inter-corporate deposits and unquoted debentures; and
- f. The HFC should have completed at least three years of operations (i.e. the HFC should be able to furnish three years’ audited financial statements).

In addition, the HFCs are required to provide long-term finance for purchase, construction, repair and upgrading of dwelling units by home-seekers. The HFCs are also required to have specific levels of capital employed and net owned funds to be eligible to avail refinance facilities under the Refinance Scheme. The financial assistance can be drawn by HFCs in respect of loans already advanced by them and also for prospective disbursements. The security for refinance from the NHB may generally be secured by a charge on the book debts of a HFC. If, at any time, the NHB is of the opinion that the security provided by the HFC has become inadequate to cover the outstanding refinance, it may advise the HFC to furnish such additional security including, *inter alia*, charges on immovable/moveable property or a requisite guarantee.

### ***Master Circular on Housing Finance issued by the RBI***

Pursuant to the Master Circular on Housing Finance dated 1 July 2015, issued by the RBI (**Master Circular**), banks are eligible to deploy their funds under the housing finance allocation in any of the three categories, i.e., (i) direct finance; (ii) indirect finance; or (iii) investment in bonds of the NHB, Housing and Urban Development Corporation Limited, or combination thereof. Indirect finance includes loans to HFCs, housing boards, other public housing agencies, etc., primarily for augmenting the supply of serviced land and constructed units.

Under the terms of the Master Circular, banks may grant loans to housing finance institutions taking into account (long-term) debt equity ratio, track record, recovery performance and other relevant factors including the other applicable regulatory guidelines. While deciding the quantum of term loan to be sanctioned to them, banks are required to adhere to the loan to value ratio for loans as specified in the Master Circular.

### ***Master Circular on Priority Sector Lending issued by the RBI***

Pursuant to the Master Circular on Priority Sector Lending — Urban Cooperative Banks dated 1 July 2015, issued by the RBI, assistance given to a non-governmental agency approved by the NHB for the purpose of refinance for construction or reconstruction of dwelling units or for slum clearance and rehabilitation of slum dwellers, subject to an aggregate loan limit of Rs. 1,000,000 per dwelling unit would be classified under priority sector, provided that all inclusive interest rate charged to the ultimate borrower does not exceed the lowest lending rate of the lending bank for housing loans plus 8 per cent. p.a. However, the eligibility under this measure is restricted to 5 per cent. of the individual bank's total priority sector lending, on an ongoing basis. The maturity of bank loans should be co-terminus with average maturity of loans extended by HFCs. Banks should maintain necessary borrower-wise details of the underlying portfolio.

Further, pursuant to the Master Direction dated 7 July 2016 on Reserve Bank of India (Priority Sector Lending — Targets and Classification) Directions, 2016, issued by the RBI, a classification has been made of categories and targets and sub-targets have been set for priority sector lending for all scheduled commercial banks operating in India.

### ***Guidelines for Asset Liability Management System for HFCs vide circular NHB/ND/DRS/Pol-No. 35/2010-11 dated 11 October 2010***

The guidelines for introduction of asset liability management system by HFCs was issued by NHB vide circular NHB (ND)/HFC(DRS-REG)/ALM/1407/2002 dated 28 June 2002, (**ALM Guidelines**). NHB has since revised the guidelines. The revised guidelines would be applicable to all HFCs, irrespective of whether they are accepting or holding public deposits or not. The ALM Guidelines for HFCs lay down broad guidelines for HFCs in respect of systems for management of liquidity and interest rate risks. The ALM Guidelines provide that the board of directors of an HFC should have overall responsibility for the management of risks and should decide the risk management policy and set limits for liquidity, interest rate, exchange rate and equity price risks. Additionally, an asset-liability committee is required to be constituted, consisting of the HFCs' senior management including the chief executive officer, for ensuring adherence to the limits set by the board as well as for deciding the business strategy of the HFC (on the assets and liabilities sides) in line with the HFCs' budget and decided risk management objectives. Asset-liability management support groups to be constituted of operating staff are responsible for analysing, monitoring and reporting the risk profiles to the asset-liability committee.

The ALM Guidelines also recommended the classification of various components of assets and liabilities into different time buckets for preparation of gap reports (liquidity and interest rate sensitive). The gap is the difference between rate sensitive assets and rate sensitive liabilities for each time bucket. In accordance with the ALM Guidelines, HFCs which are better equipped to reasonably estimate the behavioural pattern of various components of assets and liabilities on the basis of past data or empirical studies could classify them in the appropriate time buckets, subject to approval by the asset-liability committee/board of the HFC.

### ***Master Circular - Fair Practices Code***

Pursuant to the Master Circular - Fair Practices Code dated 1 July 2017, the NHB has provided directions and guidelines for transparency in transactions between the institutions and the end users and also to provide for well informed business relationships. The Fair Practices Code seeks to promote good and fair practices by setting minimum standards in dealing with customers, increasing transparency, encouraging market forces, promoting fair and cordial relationship between customers and HFCs and fostering confidence in the housing finance system.

The Fair Practices Code provides for provisions in relation to providing regular and appropriate updates to the customer, prompt resolution of grievances and confidentiality of customer information. Further, the HFCs are required to disclose information on interest rates, common fees and charges through notices etc. HFCs are required to ensure that all advertising and promotional materials are clear and not misleading and that privacy and confidentiality of the customers' information is maintained. Further, whenever loans are given, HFCs should explain to the customer the repayment process by way of amount, tenure and periodicity of repayment. However, if the customer does not adhere to the repayment schedule, a defined process in accordance with the laws of the land shall be followed for the recovery of dues. The process will involve reminding the customer by sending him/her a notice or by making personal visits and/or repossession of security, if any.

### ***Guidelines for Recovery Agents Engaged by HFCs***

The Guidelines for Recovery Agents Engaged by HFCs (**Recovery Agents Guidelines**) were issued on 14 July 2008 by the NHB in relation to the practices and procedures regarding the engagement of recovery agents by the HFCs. Under the Recovery Agents Guidelines, HFCs are required to have a due diligence process in place for the engagement of recovery agents, which should cover, *inter alia*, individuals involved in the recovery process. HFCs are required to ensure that the agents engaged by them in the recovery process carry out verification of the antecedents of their employees, which may include pre-employment police verification as a matter of abundant caution. HFCs may decide the periodicity at which re-verification should be resorted to. HFCs are required to ensure that the recovery agents are properly trained to handle their responsibilities with care and sensitivity, in particular, aspects like hours of calling and privacy of customer information, among others. They are also required to inform the borrower of the details of recovery agency firms or companies while forwarding default cases to the recovery agency.

Under the Recovery Agents Guidelines, any person authorised to represent a HFC in a collection and/or security repossession should follow guidelines which ordinarily includes *inter alia* contacting the customer ordinarily at the place of his/her choice, interaction with the customer in a civil manner and assistance to resolve disputes or differences regarding dues in a mutually acceptable and orderly manner. Each HFC should have a mechanism whereby the borrower's grievances with regard to the recovery process can be addressed. The details of the mechanism should also be furnished to the borrower. HFCs have been advised to constitute grievance redressal machinery within the company and give wide publicity about it through electronic and print media.

HFCs are required to, at least on an annual basis, review the financial and operational condition of the service providers to assess their ability to continue to meet their outsourcing obligations. Such due diligence reviews, which can be based on all available information about the service provider, should highlight any deterioration or breach in performance standards, confidentiality and security, and in business continuity preparedness.

### ***Norms for Excessive Interest Rates***

The NHB *vide* circular NHB(ND)/DRS/POL-No-29/2009 dated 2 June 2009, has advised all HFCs to revisit internal policies in determining interest rates, fees and other charges. According to this notification, the board of each HFC is required to revisit its policies on interest rate determination, fees and other charges, including margins and risk premiums charged to different categories of borrowers and approve the same. HFCs are advised to put in place an internal mechanism to monitor the process and operations in relation to the disclosure of interest rates and charges in view of the guidelines indicated in the Fair Practices Code, to ensure transparency in communications with borrowers.

### ***Foreign Investment in HFCs***

On 7 November 2017, the RBI issued Foreign Exchange Management (Transfer and Issue of Security by a Person Resident Outside India) Regulations, 2017 (**FEMA Regulations**) to replace the Foreign Exchange Management (Transfer and Issue of Security by a Person Resident Outside India) Regulations, 2000 (**Old FEMA 20**) and the Foreign Exchange Management (Investments in Firms or Proprietary concern in India) Regulations, 2000 (**FEMA 24**). FEMA Regulations consolidates Old FEMA 20 and FEMA 24.

Foreign Investment in India is governed primarily by the provisions of the FEMA Regulations and the rules, regulations and notifications thereunder, read with the presently applicable Consolidated FDI Policy, effective from 28 August 2017 (**Consolidated FDI Policy**) (provisions of the Circular 2017) issued by the Department of Industrial Policy and Promotion from time to time. As per the provisions of the Consolidated FDI Policy and FEMA, 100 per cent. FDI under the automatic route is permitted for investment in “Other Financial Services” which mean financial services activities regulated by financial sector regulators, viz., Reserve Bank, Securities and Exchange Board of India, Insurance Regulatory and Development Authority, Pension Fund Regulatory and Development Authority, National Housing Bank or any other financial sector regulator as may be notified by the Government of India, subject to the following conditions:

- (a) Foreign investment in “Other Financial Services” activities shall be subject to conditionalities, including minimum capitalization norms, as specified by the concerned regulator or government agency as prescribed under the FEMA Act.
- (b) “Other Financial Services” activities need to be regulated by one of the financial sector regulators. In all such financial services activity which are not regulated by any financial sector regulator or where only part of the financial services activity is regulated or where there is doubt regarding the regulatory oversight, foreign investment up to 100 per cent. will be allowed under government approval route subject to conditions including minimum capitalization requirement, as may be decided by the Government.
- (c) Any activity which is specifically regulated by applicable law, the foreign investment limits will be restricted to those levels or limit that may be specified in that law, if so mentioned.
- (d) Downstream investments by any of these entities engaged in “Other Financial Services” will be subject to the extant sectoral regulations and provisions of FEMA Regulations.



## ***The Bankruptcy Code***

The Bankruptcy Code was effective from 28 May 2016. The Bankruptcy Code (i) empowers all creditors (whether secured, unsecured, domestic, international, financial or operational) to trigger resolution processes; (ii) enables the resolution process(es) to start at the earliest sign of financial distress; (iii) provides for a single forum to oversee all insolvency and liquidation proceedings; (iv) enables a calm period where new proceedings do not derail existing ones; (v) provides for replacement of the existing management during insolvency proceedings while maintaining the enterprise as a going concern; (vi) offers a finite time limit within which the debtor's viability can be assessed; and (vii) lays out a linear liquidation mechanism.

The Government has notified the Banking Regulation (Amendment) Act, 2017 in the official gazette on 25 August 2017 (**Amendment**) and the same has been deemed to be in force since 4 May 2017. The Amendment introduces two new sections in the Banking Regulation Act, 1949, being, Section 35AA and Section 35AB, which empower RBI to intervene in the resolution of stressed assets. These measures are as follows:

- (a) The Central Government may, by order, authorise the RBI to issue directions to any banking company or banking companies to initiate insolvency resolution process in respect of a default, under the provisions of the Bankruptcy Code;
- (b) RBI may, from time to time, issue directions to any banking company or banking companies for resolution of stressed assets; and
- (c) RBI may specify one or more authorities or committees with such members as the RBI may appoint or approve for appointment to advise any banking company or banking companies on resolution of stressed assets.

## ***Timelines for Stressed Assets Resolution***

RBI *vide* notification DBR.BP.BC.No.67/21.04.048/2016-17 dated 5 May 2017, a day after the recent Banking Regulation (Amendment) Ordinance, 2017 (**Ordinance**) received Presidential assent, issued guidelines on Timelines for Stressed Assets Resolution. The circular amends the existing Framework for Revitalising Distressed Assets in the Economy — Guidelines on Joint Lenders Forum and Corrective Action Plan dated 26 February 2014 (JLF Framework) and mandates members of a joint lenders forum to follow strict timelines in implementing the corrective action plan or suffer penal consequences for non-compliance. This circular has been issued against the backdrop of the Ordinance which empowered the RBI to, *inter alia*, direct banks to initiate insolvency proceedings and issue directions for resolving stressed assets. The aforesaid circular constitutes the first set of directions issued by the RBI under the Ordinance, and clearly demonstrates that the RBI is exercising its powers under the Ordinance to achieve successful resolution of stressed asset situations.

## ***Investment by Foreign Portfolio Investors in Corporate Debt Securities —Review***

RBI *vide* circular RBI/2017-18/ 64 A.P. (DIR Series) Circular No. 05 dated 22 September 2017 directed to remove Masala Bonds (or rupee denominated bonds issued overseas) from the purview of the corporate bond investment limit, creating headroom for corporate bond investment by Foreign Portfolio Investors. Further, the aforesaid circular specifies that currently the limit for investment by FPIs in corporate bonds is Rs. 2,443,230 million, which includes issuance of Masala Bonds of Rs. 440,010 million (including Masala Bond issuances that are in the pipeline). Masala Bonds will no longer form a part of the limit for FPI investments in corporate bonds with effect from 3 October 2017. They will instead form a part of ECB and will be monitored accordingly. The approval route introduced for all Masala Bond issuance *vide* the RBI circular RBI/2016-17/316/A. P. (DIR Series) Circular No.47 dated 7 June 2017 continues to apply and all eligible issuers proposing to issue Masala Bonds are required to approach the Foreign Exchange Department, RBI.

## TAXATION

*The information provided below does not purport to be a comprehensive description of all tax considerations which may be relevant to a decision to purchase Notes. In particular, the information does not consider any specific facts or circumstances that may apply to a particular purchaser. Neither these statements nor any other statements in this Offering Circular are to be regarded as advice on the tax position of any holder of the Notes or of any person acquiring, selling or otherwise dealing with the Notes or on any tax implications arising from the acquisition, sale or other dealings in respect of the Notes. The statements do not purport to be a comprehensive description of all the tax considerations that may be relevant to a decision to purchase, own or dispose of the Notes and do not purport to deal with the tax consequences applicable to all categories of investors, some of which (such as dealers in securities) may be subject to special rules.*

**Prospective purchasers of Notes are advised to consult their own tax advisers as to the tax consequences of the purchase, ownership and disposal of Notes, including the effect of any state or local taxes, under the tax laws applicable in India and each country of which they are residents or countries of purchase, holding or disposal of the Notes. Additionally, in view of the number of jurisdictions where local laws may apply, this Offering Circular does not discuss the local tax consequences to a potential holder, purchaser or seller arising from the acquisition, holding or disposal of the Notes. Prospective investors must therefore inform themselves as to any tax, exchange control legislation or other laws and regulations in force relating to the subscription, holding or disposal of Notes at their place of ordinance, and the countries of which they are citizens or countries of purchase, holding or disposal of Notes.**

### **India**

The following is a summary of the principal existing Indian tax consequences for non-resident investors subscribing to the Notes issued by the Issuer. The summary is based on existing Indian taxation law and practice in force at the date of this Offering Circular and is subject to change, possibly with retroactive effect. The summary does not constitute legal or tax advice and is not intended to represent a complete analysis of the tax consequences under Indian law of the acquisition, ownership or disposal of the Notes. Prospective investors should, therefore, consult their own tax advisers regarding the Indian tax consequences, as well as the tax consequences under any other applicable taxing jurisdiction of acquiring, owning and disposing of the Notes.

### ***Payments through India***

Any payments which the Issuer will make under the Notes, including any additional amounts to be made in India, will be subject to the RBI regulations.

### ***Taxation of interest and withholding in respect thereof***

Interest on the Notes may not be subject to taxes in India if the proceeds of the issuance of the Notes are used for purposes of business carried on by the Issuer outside India or for the purposes of making or earning any income from any source outside India. However, should the proceeds of the issuance of the Notes be used for the purposes of carrying on the Issuer's business in India or for the purposes of making or earning any income from any source in India, non-resident investors would be liable to pay tax on the interest paid on the Notes at the prevailing tax rates subject to, and in accordance with, the provisions contained in the Income Tax Act, 1961. The rates of tax will be reduced if the non-resident investor is the beneficial recipient and is a resident of a country with which the Government has entered into an agreement for granting of relief from tax or for avoidance of double taxation (each a **Tax Treaty**), which, provided the provisions of such Tax Treaty are complied with, provides for the taxation in India of income by way of interest at a rate lower than that stated below. The Noteholder could be required to provide certain documents as well as information as prescribed by law to avail of the beneficial withholding tax rate.



If interest payable on the Notes is subject to tax in India, there is a requirement to withhold tax at the prevailing tax rate under the provisions of the Income Tax Act, 1961, subject to any lower rate of tax provided for by an applicable Tax Treaty. The Noteholders would be required to provide a tax residency certificate, Form 10F and other relevant details or documents in order to claim relevant tax treaty benefits.

All payments of interest on the Notes, will be made free and clear of and without withholding or deduction on account of any present or future taxes within India unless it is required by law, in which case pursuant to Condition 8.1 (*Payment without Withholding*), the Issuer will pay additional amounts as may be necessary in order that the net amount received by the Noteholders after the withholding or deduction shall equal the respective amounts which would have been receivable in respect of the Notes in the absence of the withholding or the deduction, save for certain exceptions as set out therein.

#### ***Notes other than Rupee denominated Notes***

In the case of Notes that are not denominated in Rs. but are denominated in any other foreign currency and which Notes may be in the nature of infrastructure bonds, provided such Notes are issued any time between 1 October 2014 to 30 June 2020, in accordance with the provisions of Section 115A read with Section 194LC and CBDT Circular no. 15/2014 dated 17 October 2014, the rate of tax that would be applicable on such Notes in accordance with the Income Tax Act, 1961 would be 5.00 per cent. (plus the applicable surcharge and cess<sup>1</sup>). The non-resident Noteholders would not be required to provide a copy of their permanent account number (**PAN**).

#### ***Rupee denominated Notes***

In relation to Rupee denominated Notes issued pursuant to the ECB Master Directions, for interest income from Rupee denominated Notes that are paid to non-resident investors, a withholding tax at the rate of 5.00 per cent. plus applicable surcharge and cess<sup>1</sup> would be applicable in accordance with the provisions of Section 115A read with section 194LC of the Income-tax Act, 1961. The said rate of 5.00 per cent will be applicable in respect of INR denominated bond issued outside India before July 1, 2020.

This would be the final applicable tax meaning that if the Indian withholding tax is applied, then no other tax liability will be applicable. Further, any other details/documents, including a copy of PAN would not be required from the Noteholders if certain conditions are satisfied. Otherwise, certain details and documentation (which includes a tax residency certificate, tax identification number, name, address, email-id, contact number) would be required as per a circular issued by CBDT on 24 June 2016. In case the 5.00 per cent. rate (plus applicable surcharge and cess<sup>1</sup>) is not applicable, the tax rates could range from 30.00 per cent. to 40.00 per cent. plus applicable surcharge and cess<sup>1</sup>.

#### ***Taxation of gains arising on transfer***

Some of the key considerations in relation to taxation of gains arising on transfer of Notes are as follows:

- (i) a non-resident investor who has held the Notes as a capital asset for a period of more than 36 months immediately preceding the date of their disposal would be liable to pay capital gains tax at a rate ranging up to 20.00 per cent. or of 10.00 per cent. (without indexation and foreign

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<sup>1</sup> The Finance Bill, 2018 has proposed to replace Education cess of 3% by Health & Education cess of 4%. The amendments proposed as per the Finance Bill, 2018 are subject to enactment post approval of both the houses of the parliament and assent of the President of India.

currency conversion benefit) of the capital gains (plus applicable surcharge and cess<sup>2</sup>) and non-resident Indian investors in certain cases would be liable to pay a capital gains tax of 10.00 per cent. (without indexation) of the capital gains (plus applicable surcharge and cess<sup>2</sup>) for a similar period, subject to and in accordance with the provisions of the Income Tax Act, 1961. These rates are subject to any exemption or lower rate provided for by an applicable Tax Treaty, subject to fulfilment of the conditions prescribed under any such Tax Treaty;

- (ii) a non-resident investor who has held the Notes as a capital asset for a period of 36 months or less would be liable to pay capital gains tax at rates ranging from 30.00 per cent. to 40.00 per cent. (plus applicable surcharge and cess<sup>2</sup>) of capital gains depending on the legal status of the non-resident investor and his taxable income in India, subject to any exemption or lower rate provided for by an applicable Tax Treaty, subject to fulfilment of the conditions prescribed under any such Tax Treaty;

However, exemption from the applicability of any capital gains tax is provided to any transfer, made outside India, of a capital asset, being a rupee denominated bond of an Indian Company issued outside India, by a non-resident to another non-resident.

The Finance Bill, 2018 has proposed an amendment to provide exemptions from capital gains tax on any transfer of a capital asset being:

- (a) bonds or Global Depository Receipt referred to in section 115AC(1) of the Act; or
- (b) rupee denominated bond of an Indian company; or
- (c) derivative

made by a non-resident on a recognized stock exchange located in an International Financial Services Centre (**IFSC**) and where the consideration for such transaction is paid or payable in foreign currency.<sup>3</sup>

- (iii) At the time of redemption of Notes that are denominated in Rs. and which have been issued by an Indian Company but are subscribed by non-resident investors, any gains arising on account of appreciation of the Rupee against a foreign currency shall be ignored for the computation of full value of consideration. Accordingly, such gains arising to the original non-resident investor on account of the appreciation of the Rupee against a foreign currency at the time of redemption of the Notes held by such non-resident investor, shall not be taxable as capital gains;
- (iv) any gains arising to a non-resident investor from disposal of the Notes held as stock-in-trade would be subject to income tax in India or in a case where a Tax Treaty is applicable, if the gains are attributable to a “permanent establishment” of the non-resident investor in India. A non-resident investor would be liable to pay Indian tax on such gains at rates of tax ranging from 30.00 per cent. to 40.00 per cent. (plus applicable surcharge and cess<sup>2</sup>) depending upon the legal status of the non-resident investor and his taxable income in India.

<sup>2</sup> The Finance Bill, 2018 has proposed to replace Education cess of 3% by Health & Education cess of 4%. The amendments proposed as per the Finance Bill, 2018 are subject to enactment post approval of both the houses of the parliament and assent of the President of India.

<sup>3</sup> The amendments proposed as per the Finance Bill, 2018 are subject to enactment post approval of both the houses of the parliament and assent of the President of India.

The above tax rates are subject to relevant Tax Treaty benefits, if any. The Noteholders would be required to provide a tax residency certificate, Form 10F and other relevant details or documents (as may be applicable) in order to claim relevant Tax Treaty benefits. These details will also be required in order to apply the 10.00 per cent. tax rate under the provisions of the Income Tax Act, 1961, as mentioned above.

Potential investors should, in any event, consult their own tax advisers on the tax consequences of transfer of the Notes.

### ***Wealth Tax***

As of the date of this Offering Circular, no wealth tax is payable on the Notes.

### ***Estate Duty***

No estate duty is payable at present in relation to the Notes. There are no inheritance taxes or succession duties currently imposed in respect of the Notes held outside India.

### ***Gift Tax***

No gift tax is payable at present in relation to the Notes in India.

### ***Stamp Duty***

A transfer of the Notes outside India will not give rise to any Indian stamp duty liability unless brought into India. Stamp duty would be payable if the Notes are brought into India for enforcement or for any other purpose. This stamp duty will have to be paid within a period of three months from the date the Notes are first received in India. The amount of Stamp duty payable would depend on the applicable Stamp Act of the relevant state into which the Notes are brought.

### **United Kingdom Taxation**

*The following is a summary of the Issuer's understanding of current United Kingdom tax law (as applied in England and Wales) and published HM Revenue and Customs' practice relating only to the United Kingdom withholding tax treatment of payments of interest (as that term is understood for United Kingdom tax purposes) in respect of Notes. It does not deal with any other United Kingdom taxation implications of acquiring, holding or disposing of Notes. The United Kingdom tax treatment of prospective Noteholders depends on their individual circumstances and may be subject to change in the future. Prospective Noteholders who may be subject to tax in a jurisdiction other than the United Kingdom or who may be unsure as to their tax position should seek their own professional advice.*

*Payments of interest on the Notes that does not have a United Kingdom source may be made without deduction or withholding on account of United Kingdom income tax.*

**If interest paid on the Notes does have a United Kingdom source, then payments may be made without deduction or withholding on account of United Kingdom income tax in any of the following circumstances.**

Payments of interest on the Notes may be made without deduction of or withholding on account of United Kingdom income tax provided that the Notes carry a right to interest and the Notes are and continue to be listed on a "recognised stock exchange" within the meaning of section 1005 of the Income Tax Act 2007. The London Stock Exchange is a recognised stock exchange. Securities will be treated as listed on the London Stock Exchange if they are admitted for trading on the International Securities Market. Provided, therefore, that the Notes carry a right to interest and are and remain so listed on a "recognised stock exchange", interest on the Notes will be payable without deduction of or withholding on account of United Kingdom tax.

Payments of interest on Notes may be made without deduction of or withholding on account of United Kingdom tax where the maturity of the Notes is less than 365 days and those Notes do not form part of a scheme or arrangement of borrowing intended to be capable of remaining outstanding for more than 364 days.

In other cases, an amount must generally be withheld from payments of interest on the Notes that has a United Kingdom source on account of United Kingdom income tax at the basic rate (currently 20 per cent.), subject to any other available exemptions and reliefs. However, where an applicable double tax treaty provides for a lower rate of withholding tax (or for no tax to be withheld) in relation to a Noteholder, HMRC can issue a notice to the Issuer to pay interest to the Noteholder without deduction of tax (or for interest to be paid with tax deducted at the rate provided for in the relevant double tax treaty).

An amount may also be required to be withheld from payments on the Notes that have a United Kingdom source and are not interest, but are nevertheless treated as annual payments for United Kingdom tax purposes, on account of United Kingdom income tax at the basic rate. However, where an applicable double tax treaty provides for a lower rate of withholding tax (or for no tax to be withheld) in relation to a Noteholder, HMRC can issue a notice to the Issuer to pay interest to the Noteholder without deduction of tax (or for interest to be paid with tax deducted at the rate provided for in the relevant double tax treaty).

#### **THE PROPOSED FINANCIAL TRANSACTIONS TAX (FTT)**

On 14 February 2013, the European Commission published a proposal (the **Commission's Proposal**) for a Directive for a common FTT in Belgium, Germany, Estonia, Greece, Spain, France, Italy, Austria, Portugal, Slovenia and Slovakia (the **participating Member States**). However, Estonia has since stated that it will not participate.

The Commission's Proposal has a very broad scope and could, if introduced, apply to certain dealings in the Notes (including secondary market transactions) in certain circumstances — Primary market transactions referred to in Article 5(c) of Regulation (EC) No 1287/2006 are expected to be exempt.

Under the Commission's Proposal, the FTT could apply in certain circumstances to persons both within and outside of the participating Member States. Generally, it would apply to certain dealings in the Notes where at least one party is a financial institution, and at least one party is established in a participating Member State. A financial institution may be, or be deemed to be, "established" in a participating Member State in a broad range of circumstances, including (a) by transacting with a person established in a participating Member State or (b) where the financial instrument which is subject to the dealings is issued in a participating Member State.

However, the FTT proposal remains subject to negotiation between the participating Member States. It may therefore be altered prior to any implementation, the timing of which remains unclear. Additional EU Member States may decide to participate.

Prospective holders of the Notes are advised to seek their own professional advice in relation to the FTT.

## Foreign Account Tax Compliance Act

Pursuant to certain provisions of the U.S. Internal Revenue Code of 1986, commonly known as **FATCA**, a **foreign financial institution** (as defined by FATCA) may be required to withhold on certain payments it makes (**foreign passthru payments**) to persons that fail to meet certain certification, reporting or related requirements. The Issuer may be a foreign financial institution for these purposes. A number of jurisdictions (including the Republic of India) have entered into, or have agreed in substance to, intergovernmental agreements with the United States to implement FATCA (**IGAs**), which modify the way in which FATCA applies in their jurisdictions. Under the provisions of IGAs as currently in effect, a foreign financial institution in an IGA jurisdiction would generally not be required to withhold under FATCA or an IGA from payments that it makes. Certain aspects of the application of the FATCA provisions and IGAs to instruments such as Notes, including whether withholding would ever be required pursuant to FATCA or an IGA with respect to payments on instruments such as Notes, are uncertain and may be subject to change. Even if withholding would be required pursuant to FATCA or an IGA with respect to payments on instruments such as Notes, such withholding would not apply prior to 1 January 2019 and Notes characterised as debt (or which are not otherwise characterised as equity and have a fixed term) for U.S. federal tax purposes that are issued on or prior to the date that is six months after the date on which final regulations defining foreign passthru payments are filed with the U.S. Federal Register generally would be grandfathered for purposes of FATCA withholding unless materially modified after such date. However, if additional Notes (as described under “*Terms and Conditions of the Notes — Further Issues*”) that are not distinguishable from previously issued Notes are issued after the expiration of the grandfathering period and are subject to withholding under FATCA, then withholding agents may treat all Notes, including the Notes offered prior to the expiration of the grandfathering period, as subject to withholding under FATCA. Holders should consult their own tax advisers regarding how these rules may apply to their investment in Notes. In the event any withholding would be required pursuant to FATCA or an IGA with respect to payments on the Notes, no person will be required to pay additional amounts as a result of the withholding.

## SUBSCRIPTION AND SALE

The Dealers have, in a programme agreement dated 14 February 2017, as amended and supplemented by a supplemental programme agreement dated 27 February 2018 and as further amended, restated and/or supplemented from time to time (the **Programme Agreement**), agreed with the Issuer a basis upon which they or any of them may from time to time agree to purchase Notes. Any such agreement will extend to those matters stated under “*Form of the Notes*” and “*Terms and Conditions of the Notes*”. The Issuer may pay each relevant Dealer a commission as agreed between them in respect of Notes subscribed by such Dealer. The Issuer may also from time to time pay each relevant Dealer a discretionary performance fee as agreed between the Issuer and such Dealer in respect of Notes to be subscribed by such Dealer. In addition, the Issuer may also from time to time agree with the relevant Dealer(s) that the Issuer may pay certain third parties commissions (including, without limitation, rebates to certain private banks in connection with the distribution of the Notes to their clients). The commission payable to such private banks will be based on the principal amount of the Notes so distributed, and may be deducted from the purchase price for the Notes payable by such private banks upon settlement. In the Programme Agreement, the Issuer have agreed to reimburse the Dealers for certain of their expenses in connection with the establishment of the Programme and the issue of Notes under the Programme and to indemnify the Dealers against certain liabilities incurred by them in connection therewith. The Programme Agreement entitles the Dealers to terminate any agreement that they make to subscribe Notes in certain circumstances prior to payment for such Notes being made to the Issuer.

In order to facilitate the offering of any Tranche of the Notes, a nominated Dealer participating in the offering of the Tranche may engage in transactions that stabilise, maintain or otherwise affect the price of the relevant Notes, which support the market price of the relevant Notes during and after the offering of the Tranche. Specifically such persons may over-allot or create a short position in the Notes for their own account by selling more Notes than have been sold to them by the Issuer. Such persons may also elect to cover any such short position by purchasing Notes in the open market. In addition, such persons may stabilise or maintain the price of the Notes by bidding for or purchasing Notes in the open market and may impose penalty bids, under which selling concessions allowed to syndicate members or other broker-dealers participating in the offering of the Notes are reclaimed if Notes previously distributed in the offering are repurchased in connection with stabilisation transactions or otherwise. The effect of these transactions may be to stabilise or maintain the market price of the Notes at a level higher than that which might otherwise prevail in the open market. The imposition of a penalty bid may also affect the price of the Notes to the extent that it discourages resales thereof. No representation is made as to the magnitude or effect of any such stabilising or other transactions. Such transactions, if commenced, may be discontinued at any time, and must be brought to an end after a limited period. Under UK laws and regulations stabilising activities may only be carried on by the Stabilising Manager (or any person acting for the Stabilising Manager) named in the applicable Pricing Supplement and only for a period of 30 days following the Issue Date of the relevant Tranche of Notes.

Each of the Dealers and its affiliates may engage in investment or commercial banking and other dealings in the ordinary course of business with the Issuer or its affiliates from time to time and may receive fees and commissions for these transactions. In addition to the transactions noted above, each Dealer and its affiliates may, from time to time after completion of the offering of Notes, engage in other transactions with, and perform services for, the Issuer or its affiliates in the ordinary course of their business. Each Dealer or its affiliates may also purchase Notes for asset management and/or proprietary purposes but not with a view to distribution or may hold the Notes on behalf of clients or in the capacity of investment advisers. While each Dealer and its affiliates has policies and procedures to deal with conflicts of interests, any such transactions may cause a Dealer or its affiliates or its clients or counterparties to have economic interests and incentives which may conflict with those of an investor in the Notes. Each Dealer may receive returns on such transactions and has no obligation to take, refrain from taking or cease taking any action with respect to any such transactions based on the potential effect on a prospective investor in the Notes. Further, each of the Dealers and their



affiliates are full service financial institutions engaged in various activities which may include securities trading, commercial and investment banking, financial advice, investment management, principal investment, hedging, financing and brokerage activities. Each of the Dealers may have engaged in, and may in the future engage in, investment banking and other commercial dealings in the ordinary course of business with the Issuer or its Subsidiaries, jointly controlled entities or associated companies from time to time. In the ordinary course of their various business activities, the Dealers and their affiliates may make or hold (on their own account, on behalf of clients or in their capacity of investment advisers) a broad array of investments and actively trade debt and equity securities (or related derivative securities) and financial instruments (including bank loans) for their own account and for the accounts of their customers and may at any time hold long and short positions in such securities and instruments and enter into other transactions, including credit derivatives (such as asset swaps, repackaging and credit default swaps) in relation thereto. Such transactions, investments and securities activities may involve securities and instruments of the Issuer or its Subsidiaries, jointly controlled entities or associated companies, including Notes issued under the Programme, may be entered into at the same time or proximate to offers and sales of Notes or at other times in the secondary market and be carried out with counterparties that are also purchasers, holders or sellers of Notes. Notes issued under the Programme may be purchased by or be allocated to any Dealer or an affiliate for asset management and/or proprietary purposes but not with a view to distribution.

### **United States**

Each Dealer has represented and agreed and each further Dealer appointed under the Programme will be required to represent and agree that:

- (a) the Notes have not been and will not be registered under the Securities Act, and may not be offered or sold within the United States (or, in certain circumstances, to, or for the account or benefit of, U.S. persons) except in certain transactions exempt from the registration requirements of the Securities Act;
- (b) the Notes in bearer form are subject to U.S. tax law requirements and may not be offered, sold or delivered within the United States or its possessions or to a United States person, except in certain transactions permitted by U.S. tax regulations. Notes will be issued in accordance with the provisions of U.S. Treasury Regulation §1.163\_5(c)(2)(i)(D) (or any successor U.S. Treasury Regulation section, including, without limitation, regulations issued in accordance with Internal Revenue Service Notice 2012-20 or otherwise in connection with the U.S. Hiring Incentives to Restore Employment Act of 2010), unless the relevant Pricing Supplement specifies that Notes will be issued in accordance with the provision of U.S. Treasury Regulation §1.163\_5(c)(2)(i)(c) (or any successor U.S. Treasury Regulation section, including, without limitation, regulations issued in accordance with Internal Revenue Service Notice 2012-20 or otherwise in connection with the U.S. Hiring Incentives to Restore Employment Act of 2010). Terms used in this paragraph have the meanings given to them by the U.S. Revenue Code of 1986 and regulations thereunder;
- (c) in connection with any Notes which are offered or sold outside the United States in reliance on an exemption from the registration requirements of the Securities Act provided under Category 2 of Regulation S (**Category 2 Notes**), each Dealer has represented and agreed, and each further Dealer appointed under the Programme will be required to represent and agree, that it will not offer, sell or deliver such Category 2 Notes (i) as part of their distribution at any time or (ii) otherwise until 40 days after the completion of the distribution, as determined and certified by the relevant Dealer or, in the case of an issue of Notes on a syndicated basis, the relevant lead manager, of all Notes of the Tranche of which such Category 2 Notes are a part, within the United States or to, or for the account or benefit of, U.S. persons. Each Dealer has further agreed, and each further Dealer appointed under the Programme will be required to agree, that it will send



to each dealer to which it sells any Category 2 Notes during the distribution compliance period (as defined in Regulation S) a confirmation or other notice setting forth the restrictions on offers and sales of the Category 2 Notes within the United States or to, or for the account or benefit of, U.S. persons;

- (d) until 40 days after the commencement of the offering of any Series of Notes, an offer or sale of such Notes within the United States by any Dealer (whether or not participating in the offering) may violate the registration requirements of the Securities Act if such offer or sale is made otherwise than in accordance with an available exemption from registration under the Securities Act; and
- (e) each issuance of Notes in the form of Index Linked Notes or Dual Currency Notes shall be subject to such additional U.S. selling restrictions as the Issuer and the relevant Dealer may agree as a term of the issuance and purchase of such Notes, which additional selling restrictions shall be set out in the applicable Pricing Supplement.

Terms used in this paragraph have the meanings given to them by Regulation S.

#### ***Public Offer Selling Restriction under the Prospectus Directive***

Unless the Pricing Supplement specifies “Prohibition of Sales to EEA Retail Investors” as “Not Applicable”, each Dealer has represented and agreed, and each further Dealer appointed under the Programme will be required to represent and agree, that it has not offered, sold or otherwise made available and will not offer, sell or otherwise make available any Notes which are the subject of the offering contemplated by this Offering Circular as completed by the Pricing Supplement in relation thereto to any retail investor in the European Economic Area. For the purposes of this provision:

- (a) the expression “retail investor” means a person who is one (or more) of the following:
  - (i) a retail client as defined in point (11) of Article 4(1) of Directive 2014/65/EU (as amended, **MiFID II**);
  - (ii) a customer within the meaning of Directive 2002/92/EC (as amended, the **Insurance Mediation Directive**), where that customer would not qualify as a professional client as defined in point (10) of Article 4(1) of MiFID II;
  - (iii) not a qualified investor as defined in Directive 2003/71/EC (as amended, the **Prospectus Directive**); and
- (b) the expression “offer” includes the communication in any form and by any means of sufficient information on the terms of the offer and the Notes to be offered so as to enable an investor to decide to purchase or subscribe the Notes.

If the Pricing Supplement specifies “Prohibition of Sales to EEA Retail Investors” specifies “Prohibition of Sales to EEA Retail Investors” as “Not Applicable”, in relation to each Member State of the EEA which has implemented the Prospectus Directive (each, a **Relevant Member State**), each Dealer has represented and agreed, and each further Dealer appointed under the Programme will be required to represent and agree, that with effect from and including the date on which the Prospectus Directive is implemented in that Relevant Member State (the **Relevant Implementation Date**) it has not made and will not make an offer of Notes which are the subject of the offering contemplated by this Offering Circular as completed by the final terms in relation thereto to the public in that Relevant Member State except that it may, with effect from and including the Relevant Implementation Date, make an offer of such Notes to the public in that Relevant Member State:

- (a) at any time to any legal entity which is a qualified investor as defined in the Prospectus Directive;

- (b) at any time to fewer than 150 natural or legal persons (other than qualified investors as defined in the Prospectus Directive) subject to obtaining the prior consent of the relevant Dealer or Dealers nominated by the Issuer for any such offer; or
- (c) at any time in any other circumstances falling within Article 3(2) of the Prospectus Directive, provided that no such offer of Notes referred to in (a) to (c) above shall require the Issuer or any Dealer to publish a prospectus pursuant to Article 3 of the Prospectus Directive or supplement a prospectus pursuant to Article 16 of the Prospectus Directive.

For the purposes of this provision:

- the expression **an offer of Notes to the public** in relation to any Notes in any Relevant Member State means the communication in any form and by any means of sufficient information on the terms of the offer and the Notes to be offered so as to enable an investor to decide to purchase or subscribe the Notes, as the same may be varied in that Member State by any measure implementing the Prospectus Directive in that Member State; and
- the expression **Prospectus Directive** means Directive 2003/71/EC (as amended, including by Directive 2010/73/EU), and includes any relevant implementing measure in the Relevant Member State.

### **United Kingdom**

Each Dealer has represented and agreed, and each further Dealer appointed under the Programme will be required to represent and agree, that:

- (a) in relation to any Notes having a maturity of less than one year, (i) it is a person whose ordinary activities involve it in acquiring, holding, managing or disposing of investments (as principal or agent) for the purposes of its business and (ii) it has not offered or sold and will not offer or sell any Notes other than to persons whose ordinary activities involve them in acquiring, holding, managing or disposing of investments (as principal or as agent) for the purposes of their businesses or who it is reasonable to expect will acquire, hold, manage or dispose of investments (as principal or agent) for the purposes of their businesses where the issue of the Notes would otherwise constitute a contravention of Section 19 of the FSMA by the Issuer;
- (b) it has only communicated or caused to be communicated and will only communicate or cause to be communicated an invitation or inducement to engage in investment activity (within the meaning of Section 21 of the FSMA) received by it in connection with the issue or sale of any Notes in circumstances in which Section 21(1) of the FSMA does not apply to the Issuer; and
- (c) it has complied and will comply with all applicable provisions of the FSMA with respect to anything done by it in relation to any Notes in, from or otherwise involving the United Kingdom.

### **India**

Each Dealer has represented and acknowledged that (a) this Offering Circular has not been and will not be registered, produced or published as an offer document (whether a prospectus or statement in lieu of a prospectus in respect of a public offer or information memorandum or other offering material in respect of any private placement under the Companies Act, 1956, Companies Act, 2013, (each as amended, supplemented or re-enacted from time to time) and the rules framed thereunder or any other applicable Indian laws for the time being in force) with the Registrar of Companies, the Securities and Exchange Board of India, the RBI, any Indian stock exchange or any other statutory or regulatory body of like nature in India, save and except for any information from any part of this Offering Circular which is mandatorily required to be disclosed or filed in India under any applicable Indian laws, including but not limited to, the Securities and Exchange Board of India (Prohibition of Insider

Trading) Regulations 2015, as amended, and under the listing agreement entered into by the Issuer with any Indian stock exchange pursuant to the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations 2015 or pursuant to the sanction of any regulatory and adjudicatory body in India and (b) the Notes have not been and will not be offered or sold in India by means of any document, other than to persons permitted to acquire the Notes under Indian law, whether as a principal or an agent, and (c) this Offering Circular or any other offering document or material relating to the Notes have not been and will not be circulated or distributed, directly or indirectly, to any person or to the public or any member of the public in India or otherwise generally distributed or circulated in India which would constitute an advertisement, invitation, offer, sale or solicitation of and offer to subscribe for or purchase any securities in violation of applicable Indian laws.

*In the case of Rupee denominated Notes only:*

Each Dealer has acknowledged that: (a) this Offering Circular has not been and will not be registered, produced or published as an offer document (whether a prospectus or statement in lieu of a prospectus in respect of a public offer or information memorandum or other offering material in respect of any private placement under the Companies Act, 1956, the Companies Act, 2013, (each as amended, supplemented or re-enacted from time to time) and the rules framed thereunder or any other applicable Indian laws for the time being in force) with the Registrar of Companies, the Securities and Exchange Board of India, the RBI, any Indian stock exchange or any other statutory or regulatory body of like nature in India, save and except for any information from any part of this Offering Circular which is mandatorily required to be disclosed or filed in India under any applicable Indian laws, including but not limited to, the Securities and Exchange Board of India (Prohibition of Insider Trading) Regulations 2015, as amended, and under the listing agreement entered into by the Issuer with any Indian stock exchange pursuant to the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations 2015 or pursuant to the sanction of any regulatory and adjudicatory body in India; (b) the Notes will not be offered or sold, and have not been offered or sold, in India by means of any document and this Offering Circular or any other offering document or material relating to the Rupee denominated Notes will not be circulated or distributed and have not been circulated or distributed, directly or indirectly, to any person or the public or any member of the public in India or otherwise generally distributed or circulated in India. The Rupee denominated Notes have not been offered or sold and will not be offered or sold in India in circumstances which would constitute an offer to the public within the meaning of the Companies Act, 1956 as amended and to the extent not repealed, and the Companies Act, 2013, as amended and to the extent notified; and other applicable Indian law for the time being in force, advertisement, invitation, offer, sale or solicitation of an offer to subscribe for or purchase or transfer of any securities in violation of any Indian laws; and (c) this Offering Circular or any material relating to the Rupee denominated Notes has not been and will not be circulated or distributed to any prospective investor who does not meet the FATF Requirements (as defined below) or to any offshore branch or subsidiary of an Indian bank; and (d) the Notes will not be offered or sold or transferred and have not been offered or sold or transferred to any person who does not meet the FATF Requirements or to any offshore branch or subsidiary of an Indian bank.

For the purposes of this Offering Circular, **FATF Requirements** means all of the following: A resident of a country:

- (a) that is a member of FATF or a member of a FATF style regional body;
- (b) whose securities market regulator is a signatory to the International Organisation of Securities Commission's Multilateral Memorandum of Understanding (Appendix A Signatories) or a signatory to bilateral Memorandum of Understanding with the Securities and Exchange Board of India for information sharing arrangements; and

- (c) should not be a country identified in the public statement of the FATF as:
  - (i) a jurisdiction having a strategic anti-money laundering or combating the financing of terrorism deficiencies to which counter measures apply; or
  - (ii) a jurisdiction that has not made sufficient progress in addressing the deficiencies or has not committed to an action plan developed with the FATF to address the deficiencies.

Each Dealer has represented and agreed that, to the best of its knowledge and belief, the Rupee denominated Notes are only being issued and sold to a person who meets FATF Requirements and have not been issued or sold to a person resident in India or any offshore branch or subsidiary of an Indian bank. Further, this Offering Circular or any other material relating to the Rupee denominated Notes has not been and will not be circulated or distributed to any prospective investor who does not meet FATF Requirements and who is a person resident in India or any offshore branch or subsidiary of an Indian bank.

#### *Disclosure of information relating to holders of the Rupee denominated Notes*

Holders and beneficial owners of the Rupee denominated Notes shall be responsible for compliance with restrictions on the ownership and transfer of the Rupee denominated Notes imposed from time to time by applicable laws, Indian laws or by any regulatory authority or otherwise. In this context, holders and beneficial owners of the Rupee denominated Notes shall be deemed to have acknowledged, represented and agreed that such holders and beneficial owners are eligible to purchase the Rupee denominated Notes under applicable laws and regulations and are not prohibited under any applicable law or regulation from acquiring, owning, transferring or selling the Rupee denominated Notes.

The holders and beneficial owners of the Rupee denominated Notes shall be deemed to confirm that for so long as they hold any Rupee denominated Notes, they will meet the FATF Requirements and will not be a bank incorporated within India or overseas branches or subsidiaries of such Indian banks. Further, all Noteholders (including holders and beneficial owners) represent and agree that the Rupee denominated Notes will not be offered or sold on the secondary market or offered as security to any person who does not meet the FATF Requirements or which is an offshore branch or subsidiary of an Indian bank.

To comply with applicable laws and regulations, the Issuer or its duly appointed agent may from time to time request Euroclear and Clearstream to provide them with details of the accountholders within Euroclear and Clearstream, as may be appropriate, that hold the Rupee denominated Notes and the number of Rupee denominated Notes held by each such accountholder. Euroclear and Clearstream participants which are holders of the Rupee denominated Notes or intermediaries acting on behalf of such Noteholders would be deemed to have hereby authorised Euroclear and Clearstream as may be appropriate, to disclose such information to the Issuer or its duly appointed agent.

#### **Singapore**

Each Dealer has acknowledged, and each further Dealer appointed under the Programme will be required to acknowledge, that this Offering Circular has not been registered as a prospectus with the Monetary Authority of Singapore (the **MAS**). Accordingly, each Dealer has represented, warranted and agreed, and each further Dealer appointed under the Programme will be required to represent, warrant and agree, that it has not offered or sold any Notes or caused the Notes to be made the subject of an invitation for subscription or purchase and will not offer or sell any Notes or cause the Notes to be made the subject of an invitation for subscription or purchase, and has not circulated or distributed, nor will it circulate or distribute, this Offering Circular or any other document or material in connection with the offer or sale, or invitation for subscription or purchase, of the Notes, whether

directly or indirectly, to any person in Singapore other than (i) to an institutional investor (as defined in Section 4A of the Securities and Futures Act (Chapter 289 of Singapore) (the **SFA**)) pursuant to Section 274 of the SFA, (ii) to a relevant person (as defined in Section 275(2) of the SFA) pursuant to Section 275(1) of the SFA, or any person pursuant to Section 275(1A) of the SFA, and in accordance with the conditions specified in Section 275 of the SFA, or (iii) otherwise pursuant to, and in accordance with the conditions of, any other applicable provision of the SFA.

Where the Notes are subscribed or purchased under Section 275 of the SFA by a relevant person which is:

- (a) a corporation (which is not an accredited investor (as defined in Section 4A of the SFA)) the sole business of which is to hold investments and the entire share capital of which is owned by one or more individuals, each of whom is an accredited investor; or
- (b) a trust (where the trustee is not an accredited investor) whose sole purpose is to hold investments and each beneficiary of the trust is an individual who is an accredited investor,

securities (as defined in Section 239(1) of the SFA) of that corporation or the beneficiaries' rights and interest (howsoever described) in that trust shall not be transferred within six months after that corporation or that trust has acquired the Notes pursuant to an offer made under Section 275 of the SFA except:

- (i) to an institutional investor or to a relevant person defined in Section 275(2) of the SFA, or to any person arising from an offer referred to in Section 275(1A) or Section 276(4)(i)(B) of the SFA;
- (ii) where no consideration is or will be given for the transfer;
- (iii) where the transfer is by operation of law;
- (iv) as specified in Section 276(7) of the SFA; or
- (v) as specified in Regulation 32 of the Securities and Futures (Offers of Investments) (Shares and Debentures) Regulations 2005 of Singapore.

## **Hong Kong**

Each Dealer has represented and agreed that:

- (a) it has not offered or sold and will not offer or sell in Hong Kong, by means of any document, any Notes (except for Notes which are a "structured product" as defined in the Securities and Futures Ordinance (Cap. 571) of Hong Kong) (the **SFO**) other than: (i) to "professional investors" as defined in the SFO and any rules made under the SFO; or (ii) in other circumstances which do not result in the document being a "prospectus" as defined in the Companies (Winding Up and Miscellaneous Provisions Ordinance) (Cap. 32) of Hong Kong (the **C(WUMP)O**) or which do not constitute an offer to the public within the meaning of the C(WUMP)O; and
- (b) it has not issued or had in its possession for the purposes of issue, and will not issue or have in its possession for the purposes of issue, whether in Hong Kong or elsewhere, any advertisement, invitation or document relating to the Notes, which is directed at, or the contents of which are likely to be accessed or read by, the public of Hong Kong (except if permitted to do so under the securities laws of Hong Kong) other than with respect to Notes which are or are intended to be disposed of only to persons outside Hong Kong or only to "professional investors" as defined in the SFO and any rules made under the SFO.

## **Japan**

The Notes have not been and will not be registered under the Financial Instruments and Exchange Act of Japan (Act No. 25 of 1948, as amended, the **FIEA**) and each Dealer has represented and agreed, and each further Dealer appointed under the Programme will be required to represent and agree, that it will not offer or sell any Notes, directly or indirectly, in Japan or to, or for the benefit of, any resident of Japan (as defined under Item 5, Paragraph 1, Article 6 of the Foreign Exchange and Foreign Trade Act (Act No. 228 of 1949, as amended)), or to others for re-offering or resale, directly or indirectly, in Japan or to, or for the benefit of, a resident of Japan, except pursuant to an exemption from the registration requirements of, and otherwise in compliance with, the FIEA and any other applicable laws, regulations and ministerial guidelines of Japan.

## **General**

Each Dealer has represented, warranted and undertaken and each further Dealer appointed under the Programme will be required to represent, warrant and undertake that it will (to the best of its knowledge and belief) comply with all applicable securities laws and regulations in force in any jurisdiction in which it purchases, offers, sells or delivers Notes or possesses or distributes this Offering Circular and will obtain any consent, approval or permission required by it for the purchase, offer, sale or delivery by it of Notes under the laws and regulations in force in any jurisdiction to which it is subject or in which it makes such purchases, offers, sales or deliveries and neither the Issuer, the Trustee, any Agent nor any of the other Dealers shall have any responsibility therefor.

None of the Issuer, the Trustee, the Agents, the Arrangers and the Dealers represents that Notes may at any time lawfully be sold in compliance with any applicable registration or other requirements in any jurisdiction, or pursuant to any exemption available thereunder, or assumes any responsibility for facilitating such sale.

With regard to each Tranche, the relevant Dealer will be required to comply with such other restrictions as the Issuer and the relevant Dealer shall agree and as shall be set out in the applicable Pricing Supplement.

If a jurisdiction requires that the offering be made by a licensed broker or dealer and the Dealers or any affiliate of the Dealers is a licensed broker or dealer in that jurisdiction, the offering shall be deemed to be made by that Dealer or its affiliate on behalf of the Issuer in such jurisdiction.



## SUMMARY OF SIGNIFICANT DIFFERENCES BETWEEN INDIAN GAAP, IFRS AND IND AS

*The audited financial statements of the Issuer included in this Offering Circular are presented in accordance with Indian GAAP, which differs from International Financial Reporting Standards (IFRS) and Indian Accounting Standards (Ind AS) which are converged with IFRS in certain respects. The matters described below cannot necessarily be expected to reveal all differences between Indian GAAP, IFRS and Ind AS which are relevant to the Issuer. Consequently, there can be no assurance that these are the only differences in the accounting principles that could have a significant impact on the financial information included in this Offering Circular. Furthermore, the Issuer has made no attempt to identify or quantify the impact of these differences or any future differences between Indian GAAP, IFRS and Ind AS which may result from prospective changes in accounting standards. The Issuer has not considered matters of Indian GAAP presentation and disclosures, which also differ from IFRS and Ind AS. In making an investment decision, investors must rely upon their own examination of the Issuer's business, the terms of the offerings and the financial information included in this Offering Circular. Potential investors should consult with their own professional advisers for a more thorough understanding of the differences between Indian GAAP, IFRS and Ind AS and how those differences might affect the financial information included in this Offering Circular.*

The Ministry of Corporate Affairs (MCA) via its notification dated 30 March 2016, has included Housing Finance Companies in the definition of a “Non-Banking Financial Company” (NBFCs). The notification further explains that NBFCs having a net worth of Rs.5,000 million or more as of 31 March 2016, shall comply with Indian Accounting Standards (Ind AS) for accounting periods beginning on or after 1 April 2018, with comparatives for the periods ending on 31 March 2018. Therefore, the Issuer would be subject to this notification.

Areas of Difference	Indian GAAP	IFRS	Ind AS
<b>Primary literature</b>	<b>AS 1 — Disclosure of Accounting Policies/Schedule III to the Companies Act, 2013</b>  <b>AS 5 — Net Profit or Loss for the Period, Prior Period Items and Changes in Accounting Policies</b>	<b>IAS 1 — Presentation of Financial Statements</b>	<b>Ind AS 1 — Presentation of Financial Statements</b>



Areas of Difference	Indian GAAP	IFRS	Ind AS
Statement of profit or loss and other comprehensive income (statement of comprehensive income)	<p>An entity is required to present a single statement of profit and loss under Indian GAAP.</p> <p>Some items such as revaluation surplus, which are treated as “other comprehensive income” under IFRS, are recognised directly in equity under Indian GAAP. There is no concept of “other comprehensive income” in Indian GAAP.</p>	<p>The statement of profit or loss and other comprehensive income includes all items of income and expense — (i.e. all “owner” and “non-owner” changes in equity) including:</p> <p>(a) components of profit or loss; and</p> <p>(b) other comprehensive income. These items may be presented either:</p> <p>(a) in a single statement of profit or loss and other comprehensive income; or</p> <p>(b) in a separate statement of profit or loss and a statement profit or loss and other comprehensive income (beginning with profit or loss and displaying components of other comprehensive income).</p>	<p>An entity is required to present all items of income and expense including components of other comprehensive income in a period in a single statement of profit and loss.</p> <p>Additionally, Ministry of Corporate Affairs has issued Schedule III for Companies required to comply with Ind AS which also provides guidance on presentation of financial statements.</p>

Areas of Difference	Indian GAAP	IFRS	Ind AS
Statement of changes in equity	<p>A statement of changes in equity is not presented.</p> <p>Movements in share capital, retained earnings and other reserves are presented in the notes to a'ccounts.</p>	<p>The statement of changes in equity includes the following information:</p> <ul style="list-style-type: none"> <li>• total comprehensive income for the period;</li> <li>• the effects on each component of equity of retrospective application or retrospective restatement in accordance with IAS8; and</li> <li>• for each component of equity, a reconciliation between the opening and closing balances, separately disclosing each change.</li> </ul>	<p>Similar to IFRS.</p> <p>Additionally, Ministry of Corporate Affairs has issued Schedule III for Companies required to comply with Ind AS which also provides guidance on presentation of financial statements.</p>
Extraordinary items	<p>Extraordinary items are disclosed separately in the statement of profit and loss and are included in the determination of net profit or loss for the period.</p> <p>Items of income or expense to be disclosed as extraordinary should be distinct from the ordinary activities and are determined by the nature of the event or transaction in relation to the business ordinarily carried out by an entity.</p>	<p>Presentation of any items of income or expense as extraordinary is prohibited.</p>	<p>Similar to IFRS</p> <p>Additionally, the format of statement of profit and loss in Schedule III issued by MCA includes exceptional items.</p>
Reclassification	<p>A disclosure is made in financial statements that comparative amounts have been reclassified to conform to the presentation in the current period without additional disclosures for the nature, amount and reason for reclassification.</p>	<p>When comparative amounts are reclassified, the nature, amount and reason for reclassification are disclosed.</p>	<p>Similar to IFRS</p>

Areas of Difference	Indian GAAP	IFRS	Ind AS
Critical judgments	Does not require disclosure of judgments that management has made in the summary of significant accounting policies or other notes.	Requires disclosure of critical judgments made by management in applying accounting policies. For example: estimating goodwill impairment, impairment of trade receivables, etc.	Similar to IFRS
Estimation uncertainty	Does not require an entity to disclose information about the assumptions that it makes about the future and other major sources of estimation uncertainty at the end of the reporting period, though other standards may require certain disclosures of the same.	Requires disclosure of key sources of estimation uncertainty at the end of the reporting period, that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next financial year.  The nature of the uncertainty and the carrying amounts of such assets and liabilities at the end of the reporting period are required to be disclosed. For example: estimating useful life of intangible assets, estimating defined benefit obligation, etc.	Similar to IFRS
<b>Primary literature</b>	<b>AS 3 — Cash Flow Statements</b>	<b>IAS 7 — Statement of Cash Flows</b>	<b>Ind AS 7 — Statement of Cash Flows</b>
Bank Overdrafts	Bank overdrafts are considered as financing activities.	Included as cash and cash equivalents if they form an integral part of an entity's cash management.	Similar to IFRS
Interest and dividend	For Financial enterprises: Interest paid and interest and dividend received are to be classified as operating activities. Dividend paid is to be classified as financing activity.	May be classified as operating, investing or financing activities in a manner consistent from period to period.	Similar to Indian GAAP

Areas of Difference	Indian GAAP	IFRS	Ind AS
	<p>For other enterprises:</p> <p>Interest and dividends received are required to be classified as investing activities. Interest and dividends paid are required to be classified as financing activities.</p>		
<b>Primary literature</b>	<b>AS 5 — Net Profit or Loss for the Period, Prior Period Items and Changes in Accounting Policies</b>	<b>IAS 8 — Accounting Policies, Changes in Accounting Estimates and Errors</b>	<b>Ind AS 8 — Accounting Policies, Changes in Accounting Estimates and Errors</b>
Changes in accounting policies	<p>Changes in accounting policies should be made only if required by statute, for compliance with an Accounting Standard or for a more appropriate presentation of the financial statements on a prospective basis (unless transitional provisions, if any, of an accounting standard require otherwise) together with a disclosure of the impact of the same, if material.</p> <p>If a change in accounting policy has no material effect on the financial statements for the current period, but is expected to have a material effect in the later periods, the same should be appropriately disclosed.</p>	<p>Requires retrospective application of changes in accounting policies by adjusting the opening balance of each affected component of equity for the earliest prior period presented and the other comparative amounts for each period presented as if the new accounting policy had always been applied, unless transitional provisions of an accounting standard require otherwise.</p>	Similar to IFRS
Errors	<p>Prior period items are included in determination of net profit or loss for the period in which the error pertaining to a prior period is discovered and are separately disclosed in the statement of profit and loss in such a manner that the impact on current profit or loss can be perceived.</p>	<p>Material prior period errors are corrected retrospectively by restating the comparative amounts for prior periods presented in which the error occurred or if the error occurred before the earliest period presented, by restating the opening balance sheet.</p>	Similar to IFRS

Areas of Difference	Indian GAAP	IFRS	Ind AS
<b>Primary literature</b>	<b>AS 4 — Contingencies and Events Occurring after the Balance Sheet Date</b>	<b>IAS 10 — Events After the Reporting Period</b>	<b>Ind AS 10 — Events After the Reporting Period</b>
Dividends	Schedule III requires disclosure of proposed dividend in the notes to accounts. However, as per the requirements of AS 4, which override the provisions of Schedule III, dividends stated to be in respect of the period covered by the financial statements that are proposed or declared after the balance sheet date but before approval of the financial statements are recorded as a provision. Further, as per recent amendments by the Companies (Accounting Standards) Amendment Rules, 2016 in AS 4, dividends declared subsequent to the balance sheet are to be considered as a non-adjusting event, which is similar to the Ind-AS requirement.	Liability for dividends declared to holders of equity instruments are recognised in the period when declared. It is a non-adjusting event.  An entity shall provide disclosure for each material non-adjusting event such as proposed dividends in notes to accounts.	Similar to IFRS
<b>Primary Literature</b>	<b>AS 22 — Accounting for Taxes on Income</b>	<b>IAS 12 — Income Taxes</b>	<b>Ind AS 12 — Income Taxes</b>
Deferred income taxes	Deferred taxes are computed for timing differences in respect of recognition of items of profit or loss for the purposes of financial reporting and for income taxes.	Deferred taxes are computed for temporary differences between the carrying amount of an asset or liability in the balance sheet and its tax base.	Similar to IFRS
Recognition of deferred tax assets and Liabilities	Deferred taxes are generally recognised for all timing differences.	Deferred income taxes are recognised for all temporary differences between accounting and tax base of assets and liabilities.	Similar to IFRS

Areas of Difference	Indian GAAP	IFRS	Ind AS
Recognition of deferred tax assets for unused tax losses etc.	Deferred tax asset for unused tax losses and unabsorbed depreciation is recognised only to the extent that there is virtual certainty supported by convincing evidence that sufficient future taxable income will be available against which such deferred tax assets can be realised. Deferred tax asset for all other unused credits/timing differences are recognised only to the extent that there is a reasonable certainty that sufficient future taxable income will be available against which such deferred tax assets can be realised.	Deferred tax asset is recognised for carry forward unused tax losses and unused tax credits to the extent that it is probable that future taxable profit will be available against which the deferred tax asset can be utilised. Where an entity has a history of tax losses, the entity recognises a deferred tax asset only to the extent that the entity has sufficient taxable temporary differences or there is convincing other evidence that sufficient taxable profit will be available.	Similar to IFRS
Investments in subsidiaries, branches, and associates and interests in joint arrangements	No deferred tax liability is recognised. Deferred tax expense is an aggregation from separate financial statements of each group entity and no adjustment is made on consolidation.	Deferred tax liability for all taxable temporary differences are recognised except to the extent: <ul style="list-style-type: none"> <li>• the parent, the investor, the venturer or joint operator is able to control timing of the reversal of the temporary difference; and</li> <li>• it is probable that the temporary difference will not reverse in the foreseeable future.</li> </ul>	Similar to IFRS
<b>Primary Literature</b>	<b>AS 9 — Revenue Recognition</b>  <b>AS7 — Construction</b>	<b>IAS 18 — Revenue</b>  <b>IAS 11 — Construction Contracts</b>	<b>Ind AS 18 — Revenue</b>  <b>Ind AS 11 — Construction Contracts</b>

Areas of Difference	Indian GAAP	IFRS	Ind AS
Definition	Revenue is the gross inflow of cash, receivables or other consideration arising in the course of the ordinary activities. Revenue is measured by the charges made to customers for goods supplied and services rendered to them and by the charges and rewards arising from the use of resources by them. Revenue is presented as under:  Turnover 100  Less: Excise Duty 15  Turnover (Net) 85	Revenue is the gross inflow of economic benefits during the period arising in the course of the ordinary activities of an entity when those inflows result in increases in equity, other than increases relating to contributions from equity participants. Amounts collected on behalf of third parties such as sales and service taxes and value added taxes are excluded from revenue.	Similar to IFRS
Measurement	Revenue is recognised at the nominal amount of consideration receivable.	Fair value of revenue from sale of goods and services when the inflow of cash and cash equivalents is deferred is determined by discounting all future receipts using an imputed rate of interest. The difference between the fair value and the nominal amount of consideration is recognised as interest revenue using the effective interest method.	Similar to IFRS except for companies to whom guidance note on accounting for real estate transactions applies.
Interest	Interest is recognised on a time proportion basis taking into account the amount outstanding and the rate applicable.	Interest income is recognised using the effective interest method.	Similar to IFRS
Primary literature	<b>AS 6 — Depreciation Accounting</b>  <b>AS 10 — Accounting for Fixed Assets</b>	<b>IAS 16 — Property, Plant and Equipment</b>	<b>Ind AS 16 — Property, Plant and Equipment</b>
Transfers from revaluation reserve	The Companies Act, 2013 precludes transfers from the revaluation reserve to the statement of profit and loss.	Transfers from revaluation reserve to retained earnings are made directly and not through profit or loss.	Similar to IFRS



Areas of Difference	Indian GAAP	IFRS	Ind AS
Change in method of depreciation	Requires retrospective re-computation of depreciation and any excess or deficit on such re-computation is required to be adjusted in the period in which such change is affected.  Such a change is treated as a change in accounting policy and its effect is quantified and disclosed.	Changes in depreciation method are considered as changes in accounting estimate and applied prospectively.	Similar to IFRS
<b>Primary Literature</b>	<b>AS 19 — Leases</b>	<b>IAS 17 — Leases</b>  <b>Appendix C to IAS 17 — Determining Whether an Arrangement Contains a Lease</b>	<b>Ind AS 17 — Leases</b>  <b>Appendix C to Ind AS 17 — Determining Whether an Arrangement Contains a Lease</b>
Interest in leasehold land	Leasehold land is recorded and classified as fixed assets.	Recognised as operating lease or finance lease as per definition and classification criteria.	Similar to IFRS except that a property interest in an operating lease cannot be accounted for as investment property as the fair value model is not permissible by Ind AS 40.
Determining whether an arrangement contains a lease	No specific guidance. Payments under such arrangements are recognised in accordance with the nature of expense incurred.	Arrangements that do not take the legal form of a lease but fulfilment of which is dependent on the use of specific assets and which convey the right to use the assets are accounted for as lease.	Similar to IFRS
<b>Primary literature</b>	<b>AS — 15 — (Revised 2005) — Employee Benefits</b>	<b>IAS 19 — Employee Benefits</b>	<b>Ind AS 19 — Employee Benefits</b>
Short-term compensated Absences	Short-term employee benefits include short-term compensated absences where the absences are expected to occur within 12 months after the end of the period in which the employees render the related service.	Short-term employee benefits include paid annual leave and paid sick leave if it is expected to be settled wholly before 12 months after the end of the annual reporting period in which the employees render the related services.	Similar to IFRS

<b>Areas of Difference</b>	<b>Indian GAAP</b>	<b>IFRS</b>	<b>Ind AS</b>
Actuarial valuation	Similar to IFRS, except that detailed actuarial valuation to determine the present value of the benefit obligation is carried out at least once every three years and fair value of plan assets are determined at each balance sheet date.	Detailed actuarial valuation to determine the present value of the net defined benefit liability (asset) is performed with sufficient regularity so that the amounts recognised in the financial statements do not differ materially from the amounts that would have been determined at the end of the reporting period. IAS 19 does not specify sufficient regularity.	Similar to IFRS
Actuarial gains and losses	All actuarial gains and losses should be recognised immediately in the statement of profit and loss.	Actuarial gains and losses representing changes in the present value of the defined benefit obligation resulting from experience adjustment and effects of changes in actuarial assumptions are recognised in other comprehensive income and not reclassified to profit or loss in a subsequent period.	Similar to IFRS

Areas of Difference	Indian GAAP	IFRS	Ind AS
Discount rate	<p>Market yields at the balance sheet date on government bonds are used as discount rates. The currency and term of the government bonds should be consistent with the currency and estimated term of the post-employment benefit obligations.</p>	<p>Post-employment benefit obligations (both funded and unfunded) are discounted using a discount rate determined by reference to market yields at the end of the reporting period on high quality corporate bonds. In countries where there is no deep market in such bonds, the market yields on government bonds denominated in that currency should be used.</p>	<p>Post-employment benefit obligations (both funded and unfunded) should be discounted using a discount rate determined by reference to market yields at the end of the reporting period on government bonds. However, subsidiaries, joint ventures, associates and branches domiciled outside India should use a rate determined by reference to market yields on high quality corporate bonds at the end of reporting period. In case such subsidiaries, joint ventures, associates and branches are domiciled in countries where there is no deep market in such bonds, the market yields on government bonds of that country should be used.</p>
Past service cost and curtailments	<p>Past service cost is recognised as under:</p> <ul style="list-style-type: none"> <li>• as an expense on a straight-line basis over the average period until the benefits become vested; or</li> <li>• if benefits already vested, recognised as an expense immediately.</li> </ul> <p>Entities recognise a curtailment when it occurs. However, when a curtailment is linked with a restructuring, it is accounted for at the same time as the related restructuring.</p>	<p>Past service cost (includes curtailments) is recognised as an expense at the earlier of the following dates:</p> <ul style="list-style-type: none"> <li>• when the plan amendment or curtailment occurs; and</li> <li>• when the entity recognises related restructuring costs or termination benefits.</li> </ul>	Similar to IFRS

Areas of Difference	Indian GAAP	IFRS	Ind AS
<b>Primary literature</b>	<b>AS 11 — The Effects of Changes in Foreign Exchange Rates</b>	<b>IAS 21 — The Effects of Changes in Foreign Exchange Rates</b>	<b>Ind AS 21 — The Effects of Changes in Foreign Exchange Rates</b>
Functional and presentation Currency	Foreign currency is a currency other than the reporting currency which is the currency in which financial statements are presented. There is no concept of functional currency.	Functional currency is the currency of the primary economic environment in which the entity operates. Foreign currency is a currency other than the functional currency.  Presentation currency is the currency in which the financial statements are presented.	Similar to IFRS
Translation in the consolidated financial Statements	Translation of financial statements of a foreign operation to the reporting currency of the parent/investor depends on the classification of that operation as integral or non-integral.  In the case of an integral foreign operation, monetary assets are translated at closing rate. Non-monetary items are translated at historical rate if they are valued at cost.  For non-integral foreign operations, closing rate method should be followed (i.e. all assets and liabilities are to be translated at closing rate while profit and loss account items are translated at actual/average rates). The resulting exchange difference is taken to reserve and is recycled to profit and loss on the disposal of the non-integral foreign operation.	Assets and liabilities should be translated from functional currency to presentation currency at the closing rate at the date of the statement of financial position; income and expenses at actual/average rates for the period; exchange differences are recognised in other comprehensive income and accumulated in a separate component of equity. These are reclassified from equity to profit or loss (as a reclassification adjustment) when the subsidiary/associate is sold.	Similar to IFRS

Areas of Difference	Indian GAAP	IFRS	Ind AS
Forward exchange contracts	<p>Forward exchange contracts not intended for trading or speculation purposes:</p> <p>(a) Any premium or discount arising at the inception of a forward exchange contract is amortised as expense or income over the life of the contract.</p> <p>(b) Exchange differences on such a contract are recognised in the statement of profit and loss in the reporting period in which the exchange rates change.</p> <p>Forward exchange contract intended for trading or speculation purposes: The premium or discount on the contract is ignored and at each balance sheet date, the value of the contract is marked to its current market value and the gain or loss on the contract is recognised.</p>	<p>All forward contracts are accounted as derivative instruments. The guidance for accounting of derivative instruments is provided in IFRS 9.</p>	<p>Similar to IFRS</p>
Change in functional currency	<p>Change in reporting currency is not dealt with in AS 11, though reason for change is required to be disclosed.</p>	<p>Change in functional currency is applied prospectively. The fact of change in functional currency and the reason for the change in functional currency should be disclosed.</p>	<p>Similar to IFRS. Additionally, the date of change in functional currency is also required to be disclosed.</p>

Areas of Difference	Indian GAAP	IFRS	Ind AS
<b>Primary literature</b>	<b>AS 18 — Related Party Disclosures</b>	<b>IAS 24 — Related Party Disclosures</b>	<b>Ind AS 24 — Related Party Disclosures</b>
Post-employment benefit plans	Post-employment benefit plans are not included as related parties.	Related party includes post-employment benefit plans for the benefit of employees of the reporting entity or any entity that is related to the reporting entity.	Similar to IFRS
Key management personnel	Compensation of key management personnel is disclosed in total as an aggregate of all items of compensation except when a separate disclosure is necessary for the understanding of the effects of related party transactions on the financial statements.	Compensation of key management personnel is disclosed in total and separately for: <ul style="list-style-type: none"> <li>(a) Short-term employee benefits;</li> <li>(b) Post-employment benefits;</li> <li>(c) Other long-term benefits;</li> <li>(d) Termination benefits; and</li> <li>(e) Share-based payments.</li> </ul>	Similar to IFRS
Items to be disclosed	If an entity has related party transactions during the period covered by the financial statements, the enterprise should disclose the volume of transactions either as an amount or as an appropriate proportion and amounts or appropriate proportions of outstanding items.	If an entity has related party transactions during the period covered by the financial statements, the amount of such transactions and the amount of outstanding balances, including commitments, need to be disclosed.	Similar to IFRS
<b>Primary literature</b>	<b>No equivalent standard for financial instruments. ICAI has issued a guidance note on accounting for derivative contracts. However, it does not deal with accounting for non-derivative financial assets and liabilities.</b>	<b>IAS 32 — Financial Instruments: Presentation</b>	<b>Ind AS 32 — Financial Instruments: Presentation</b>

Areas of Difference	Indian GAAP	IFRS	Ind AS
Classification of financial liabilities	There is currently no guidance for classification of financial liabilities. Financial instruments are classified based on legal form — redeemable preference shares will be classified as equity.	Financial instruments are classified as a liability or equity according to the substance of the contractual arrangement, (and not its legal form), and the definition of financial liabilities and equity instruments.	Similar to IFRS
Offsetting	There are no offset rules. However, in practice the rules under IFRS are applied.	A financial asset and financial liability can only be offset if the entity currently has a legally enforceable right to set off the recognised amounts and intends to either settle on a net basis, or to realise the asset and settle the liability simultaneously.	Similar to IFRS
<b>Primary literature</b>	<b>AS 28 — Impairment of Assets</b>  <b>AS 26 — Intangible Assets</b>	<b>IAS 36 — Impairment of Assets</b>	<b>Ind AS 36 — Impairment of Assets</b>
Annual impairment test for goodwill and intangibles	Goodwill and other intangibles are tested for impairment only when there is an indication that they may be impaired.	Goodwill and intangible assets not yet available for use and indefinite life intangible assets are required to be tested for impairment at least on an annual basis or earlier if there is an impairment indication.	Similar to IFRS
<b>Primary literature</b>	<b>AS 29 — Provisions, Contingent Liabilities and Contingent Assets</b>	<b>IAS 37 — Provisions, Contingent Liabilities and Contingent Assets</b>	<b>Ind AS 37 — Provisions, Contingent Liabilities and Contingent Assets</b>
Recognition of provisions	Provisions are not recognised based on constructive obligations, though some provisions may be needed in respect of obligations arising from normal practice, custom and a desire to maintain good business relations or to act in an equitable manner.	A provision is recognised only when a past event has created a legal or constructive obligation, an outflow of resources is probable, and the amount of the obligation can be estimated reliably.	Similar to IFRS



Areas of Difference	Indian GAAP	IFRS	Ind AS
Discounting	Discounting of liabilities is not permitted and provisions are carried at their full values. However, as per recent amendments in AS 29, discounting of decommissioning, restoration and other similar liabilities to present value will be required.	When the effect of time value of money is material, the amount of provision is the present value of the expenditure expected to be required to settle the obligation.	Similar to IFRS
<b>Primary literature</b>	<b>AS 26 — Intangible Assets</b>	<b>IAS 38 — Intangible Assets</b>	<b>Ind AS 38 — Intangible Assets</b>
Measurement	Measured only at cost.	Intangible assets can be measured at either cost or revalued amounts.	Similar to IFRS
Goodwill	Goodwill arising on amalgamation in the nature of purchase is amortised over a period not exceeding five years.	Not amortised but subject to annual impairment test or more frequently whenever there is an impairment indication.	Similar to IFRS However, in case where goodwill is created under an approved scheme of arrangement, accounting for goodwill would be governed by the scheme.
<b>Primary literature</b>	<b>No equivalent standard on investment property. At present, covered by AS 13 — Accounting for Investments</b>	<b>IAS 40 — Investment Property</b>	<b>Ind AS 40 — Investment Property</b>
Definition and scope	AS 13 defines investment property as an investment in land or buildings that are not intended to be occupied substantially for use by, or in the operations of the investing entity. However, as per the recent amendments in AS 13, accounting for investment property would be in accordance with the cost model as prescribed in the revised AS 10.	Investment property is land or building (or part thereof) or both held (whether by owner or by a lessee under a finance lease) to earn rentals or for capital appreciation or both.	Similar to IFRS

<b>Areas of Difference</b>	<b>Indian GAAP</b>	<b>IFRS</b>	<b>Ind AS</b>
Measurement	Classified as long term investments and measured at cost less impairment	Investment property is measured initially at cost. Investment properties can subsequently be measured using the cost or the fair value model, with changes in fair value recognised in profit or loss.	Investment properties are measured using the cost model. Fair value model is not permitted. Detailed disclosures pertaining to fair value have to be given.
<b>Primary literature</b>	<b>AS 14 — Accounting for Amalgamations</b>	<b>IFRS 3 — Business Combinations</b>	<b>Ind AS 103 — Business Combinations</b>
The pooling of interests and purchase method	<p>Amalgamations in the nature of purchase are accounted for by recording the identifiable assets and liabilities of the acquiree either at the fair values or at book values.</p> <p>Amalgamations in the nature of merger are accounted under the pooling of interests method.</p>	<p>All business combinations, other than those between entities under common control, are accounted for using the purchase method. An acquirer is identified for all business combinations, which is the entity that obtains control of the other combining entity.</p> <p>There is no guidance for business combination between entities under common control. As a result, entities can account for such transactions using either book value or fair value method.</p>	<p>Business combination transactions between entities under common control should be accounted for using the ‘pooling of interests’ method.</p> <p>In case where the business combination transaction is through an approved scheme of arrangement, the accounting for the transaction prescribed in the scheme will apply.</p>
<b>Primary literature</b>	<b>AS 17 — Segment Reporting</b>	<b>IFRS 8 — Operating Segments</b>	<b>Ind AS 108 — Operating Segments</b>
Determination of segments	AS 17 requires an entity to identify two sets of segments (business and geographical), using a risks and rewards approach, with the entity’s system of internal financial reporting to key management personnel serving only as the starting point for the identification of such segments.	Operating segments are identified based on the financial information that is regularly reviewed by the chief operating decision maker in deciding how to allocate resources and in assessing performance.	Similar to IFRS

Areas of Difference	Indian GAAP	IFRS	Ind AS
Measurement	<p>Segment information such as segment revenue, expense, result, segment asset and liability is prepared in conformity with accounting policies adopted for preparing and presenting financial statements.</p> <p>A reconciliation is provided for between information disclosed for reportable segments and the aggregate information in entity's financial statements.</p>	<p>Segment profit or loss is reported on the same measurement basis as that used by chief operating decision maker. Segment information is not required to be in conformity with accounting policies adopted for preparing financial statements. However, a reconciliation is required of segment performance measures reported with the corresponding amounts reported in financial statements.</p>	Similar to IFRS
Entity wide disclosures	<p>Disclosures are required based on the classification of segments as primary or secondary.</p>	<p>Disclosures are required of external revenue from each product or service, from customers in country of domicile and foreign countries and geographical information on non-current assets.</p> <p>Information on major customers is disclosed if revenue from each customer is 10% or more of total segment revenues.</p>	Similar to IFRS

Areas of Difference	Indian GAAP	IFRS	Ind AS
<b>Primary literature</b>	<b>AS 13 — Accounting for Investments</b>	<b>IFRS 9 — Financial Instruments</b>	<b>Ind AS 109 — Financial Instruments</b>
Investments, deposits loans and advances	<p>Investments are classified as long-term or current. Long-term investments are carried at cost less provision for diminution in value, which is other than temporary. Current investments carried at lower of cost and fair value. Deposits, loans and advances are measured at cost less valuation allowance.</p> <p>ICAI has issued a guidance note on accounting for derivative contracts which provides guidance on accounting of assets covered by AS 13 which are designated as hedged items. However, where the concerned regulator for NBFCs has prescribed accounting treatment this guidance note will not be applicable.</p>	<p>All financial assets are classified as measured at amortised cost or measured at fair value.</p> <p>Where assets are measured at fair value, gains and losses are either recognised entirely in profit or loss, or recognised in other comprehensive income.</p>	Similar to IFRS
Impairment	NHB Directions 2010 and AS 13 — Accounting for investments	The impairment model in IFRS 9 is based on expected credit losses.	Similar to IFRS

Areas of Difference	Indian GAAP	IFRS	Ind AS
	<p>An enterprise should assess the provision for doubtful debts at each period end which, in practice, is based on relevant information such as: past experience, actual financial position and cash flows of the debtors.</p> <p>Different methods are used for making provisions for bad debts, including: the ageing analysis and an individual assessment of recoverability.</p> <p>Impairment losses recognised in profit or loss for equity investments are reversed through profit or loss (as per AS 13).</p> <p>For housing finance entities, the National Housing Bank (NHB) has laid down specific provisioning norms based on the age of the outstandings.</p>	<p>Expected credit losses (with the exception of purchased or original credit-impaired financial assets) are required to be measured through a loss allowance at an amount equal to:</p> <p>The 12 month expected credit losses; or</p> <p>Lifetime expected credit losses if credit risk has increased significantly since initial recognition of the financial instrument.</p>	
<b>Primary Literature</b>	<b>AS 21 — Consolidated Financial Statements</b>	<b>IAS 27 — Separate Financial Statements</b>	<b>Ind AS 27—Separate Financial Statements</b>
		<b>IFRS 10 — Consolidated Financial Statements</b>	<b>Ind AS 110 —Consolidated Financial Statements</b>
		<b>IFRS 12 — Disclosure of Interests in Other Entities</b>	<b>Ind AS 112 — Disclosure of Interests in Other Entities</b>

Areas of Difference	Indian GAAP	IFRS	Ind AS
Definition of control	<p>Control is:</p> <p>(a) the ownership, directly or indirectly through subsidiary(ies), of more than one-half of the voting power of an entity; or</p> <p>(b) control of the composition of the board of directors in the case of a company or of the composition of the corresponding governing body in case of any other entity so as to obtain economic benefits from its activities.</p> <p>Therefore, a mere ownership of more than 50 per cent. of equity shares is sufficient to constitute control under Indian GAAP, whereas this is not necessarily so under IFRS.</p>	<p>Control is based on whether an investor has:</p> <p>(a) power over the investee;</p> <p>(b) exposure or rights to variable return from its involvement with the investee; and</p> <p>(c) the ability to use its power over the investee to affect the amounts of the returns.</p> <p>Control is based on substance of the transaction.</p>	Similar to IFRS
Exclusion of subsidiaries, associates and joint ventures	<p>Excluded from consolidation, equity accounting or proportionate consolidation if the subsidiary/investment/ interest was acquired with intent to dispose of in the near future (which, ordinarily means not more than 12 months, unless a longer period can be justified based on facts and circumstances of the case) or if it operates under severe long-term restrictions which significantly impair its ability to transfer funds to the parent/investor/venturer.</p>	<p>Consolidated financial statements include all subsidiaries and equity accounted associates and joint ventures. No exemption for “temporary control”, “different lines of business” or “subsidiary/associate/joint venture that operates under severe long-term funds transfer restrictions”.</p>	Similar to IFRS

Areas of Difference	Indian GAAP	IFRS	Ind AS
Disclosure of nature and risk associated with interest in other entities	<p>There is no equivalent standard.</p> <p>AS 21, AS 23 and AS 27 require certain minimum disclosures in respect of subsidiaries, investments in associates and investments in joint ventures respectively.</p>	<p>IFRS 12 requires disclosures for significant judgements and assumptions such as how control, joint control and significant influence has been determined along with detailed analysis.</p>	Similar to IFRS
<b>Primary Literature</b>	<p><b>Guidance Note on Accounting for Derivative Contracts (Derivative that are covered by regulations specific to a set of entities e.g.: NBFCs where the concerned regulator has prescribed accounting treatment for derivative contracts are out of scope of this guidance note)</b></p>	<p><b>IFRS7 — Financial Instruments: Disclosure</b></p>	<p><b>Ind AS 107 — Financial Instruments: Disclosure</b></p>
Some improved disclosures	<p>The guidance note provides that derivative assets and liabilities recognised in a balance sheet at fair value should be presented as current and non-current.</p> <p>An entity is required to disclose its financial risks, methodologies used to arrive at fair value of derivative contracts, extent of fair value gains/losses recognised in the financial statements, its risk management policies, etc. Further specific disclosures are required for outstanding hedge accounting relationships.</p>	<p>Requires disclosure of information about the nature and extent of risks arising from financial instruments:</p> <ul style="list-style-type: none"> <li>• qualitative disclosures about exposures to each type of risk and how those risks are managed; and</li> <li>• quantitative disclosures about exposures to each type of risk, separately for credit risk, liquidity risk and market risk (including sensitivity analysis).</li> </ul>	Similar to IFRS



Areas of Difference	Indian GAAP	IFRS	Ind AS
<b>Primary literature</b>	<b>No equivalent standard on fair valuation.</b>	<b>IFRS 13 — Fair Value Measurement</b>	<b>Ind AS 113 — Fair Value Measurement</b>
Definition	No equivalent standard.  Fair value is defined in the context of each accounting standard, wherever applicable.	Fair Value is defined as the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date.  Fair value measurement applies when another IFRS requires or permits fair value measurement or disclosures.	Similar to IFRS

## GENERAL INFORMATION

### Authorisation

The establishment of the Programme was duly approved by resolutions of the Board dated 27 July 2016. The borrowing limits of Rs.3,500,000 million have been duly authorised by a resolution passed by the equity shareholders of the Issuer at the 39th annual general meeting held on 27 July 2016. Each of the increase in aggregate nominal amount of the Programme from U.S.\$750,000,000 to U.S.\$1,300,000,000 and the borrowing limit of Rs. 50,000 million was duly authorised by resolutions of the Board dated 4 May 2017. The increase in aggregate nominal amount of the Programme from U.S.\$1,300,000,000 to U.S.\$2,800,000,000 and the issuance of an additional amount of Rupee/foreign currency denominated bonds under the Programme of up to U.S.\$1,500,000,000 was duly authorised by resolutions of the Board dated 29 January 2018.

### No potential conflicts of interest

As at the date of this Offering Circular, there are no potential conflicts of interest between any duties owed to the Issuer by the Directors and the private interests and/or other duties owed by these individuals.

### Listing

Application has been made to the London Stock Exchange for the listing and quotation of Notes on the ISM that may be issued pursuant to the Programme and which are agreed at or prior to the time of issue thereof to be listed on the ISM. Notes so admitted to trading on the ISM are not admitted to the Official List of the UKLA. The London Stock Exchange has not approved or verified the contents of this Offering Circular.

### Clearing systems

The Notes to be issued under the Programme have been accepted for clearance through Euroclear and Clearstream. The appropriate common code and ISIN for each Tranche of Notes allocated by Euroclear and Clearstream will be specified in the applicable Pricing Supplement. If the Notes are to clear through an additional or alternative clearing system, the appropriate information will be specified in the applicable Pricing Supplement. If the Notes are to clear through an additional or alternative clearing system the appropriate information will be specified in the applicable Pricing Supplement.

The address of Euroclear is Euroclear Bank SA/NV, 1 Boulevard du Roi Albert II, B-1210 Brussels and the address of Clearstream, Luxembourg is Clearstream Banking, 42 Avenue JF Kennedy, L-1855 Luxembourg.

### No significant change

There has been no significant change in the financial or trading position of the Issuer or the Group since 31 December 2017 (the end of the last financial period for which interim financial results has been published).

There has been no material adverse change in the prospects of the Issuer or the Group since 31 March 2017 (the date of the last published audited financial statements).

## **Litigation**

Save as disclosed in this Offering Circular under “*Description of the Issuer and the Group—Litigation*”, there are no governmental, legal or arbitration proceedings (including any proceedings which are pending or threatened) of which the Issuer or the Group is aware in the 12 months preceding the date of this document which may have or have in such period had a significant effect on the financial position or profitability of the Issuer or the Group.

## **Accounts**

The Issuer’s audited standalone and consolidated financial statements as at and for the years ended 31 March 2016 and 2017 were audited by Deloitte Haskins & Sells LLP of Indiabulls Finance Centre, 27th — 32nd Floor, Tower 3, Senapati Bapat Marg, Elphinstone Mill Compound, Elphinstone Road (W), Mumbai 400 013, India. The Issuer’s unaudited standalone and consolidated financial results for the six month and nine month period ended 30 September 2017 and 31 December 2017, respectively, in this Offering Circular were subjected to limited review by B S R & Co. LLP of 5th Floor, Lodha Excelus, Apollo Mills Compound, N.M. Joshi Marg, Mahalaxmi, Mumbai 400 011.

## **Documents Available**

So long as Notes are capable of being issued under the Programme, copies of the following documents will, when published, be available from the specified office of the Principal Paying Agent in London:

- (a) The Certificate of Incorporation, Memorandum of Association and Articles of Association of the Issuer;
- (b) the audited standalone financial statements as at and for the years ended 31 March 2016 and 2017 and the respective audit reports of the auditors thereon, the audited consolidated financial statements as at and for the years ended 31 March 2016 and 2017 and the respective audit reports of the auditors thereon, the unaudited standalone financial results for the six months ended 30 September 2017 and the nine months ended 31 December 2017 and the respective review reports of the auditors thereon and the unaudited consolidated financial results for the six months ended 30 September 2017 and the nine months ended 31 December 2017 and the respective review reports of the auditors thereon;
- (c) the Programme Agreement, the Trust Deed, the Agency Agreement and the forms of the Global Notes, the Notes in definitive form, the Receipts, the Coupons and the Talons;
- (d) a copy of this Offering Circular;
- (e) any future prospectuses, offering circulars, information memoranda and supplements, including Pricing Supplements to this Offering Circular and any other documents incorporated herein or therein by reference; and
- (f) in the case of each issue of listed Notes subscribed pursuant to a subscription agreement, the subscription agreement (or equivalent document).

An English translation of any of the documents referred to above will be a direct and accurate translation from the original but, in the event of any discrepancy, the original language version will prevail. Notwithstanding the foregoing, this Offering Circular and any supplements hereto will be in English, and if translated from another language, the English version will prevail.

In addition, this Offering Circular and each Pricing Supplement relating to Notes which are to be admitted to the ISM of the London Securities Market will also be available on the website of the London Stock Exchange.

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