### BSR&Co.LLP

Chartered Accountants

5th Floor, Lodha Excelus, Apollo Mills Compound N. M. Joshi Marg, Mahalaxmi Mumbai - 400 011 India Telephone +91 (22) 4345 5300 Fax +91 (22) 4345 5399

### **Independent Auditors' Report**

### To the Members of Fullerton India Home Finance Company Limited

### Report on the audit of the financial statements

We have audited the accompanying financial statements of Fullerton India Home Finance Company Limited (the 'Company'), which comprise the Balance Sheet as at 31 March 2018, the Statement of Profit and Loss and the Cash Flow Statement for the year then ended, and a summary of the significant accounting policies and other explanatory information.

### Management's responsibility for the financial statements

The Company's Board of Directors is responsible for the matters stated in Section 134 (5) of the Companies Act, 2013 (the 'Act') with respect to the preparation of these financial statements that give a true and fair view of the financial position, financial performance and cash flows of the Company in accordance with the accounting principles generally accepted in India, including the Accounting Standards specified under Section 133 of the Act. This responsibility also includes maintenance of adequate accounting records in accordance with the provisions of the Act for safeguarding of the assets of the Company and for preventing and detecting frauds and other irregularities; selection and application of appropriate accounting policies; making judgments and estimates that are reasonable and prudent; and design, implementation and maintenance of adequate internal financial controls, that were operating effectively for ensuring the accuracy and completeness of the accounting records, relevant to the preparation and presentation of the financial statements that give a true and fair view and are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is responsible for assessing the Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Company or to cease operations, or has no realistic alternative but to do so.

### Auditor's responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We have taken into account the provisions of the Act, the accounting and auditing standards and matters which are required to be included in the audit report under the provisions of the Act and the Rules made thereunder.

We conducted our audit of the financial statements in accordance with the Standards on Auditing, specified under Section 143 (10) of the Act, issued by the Institute of Chartered Accountants of India (the 'ICAI'). Those Standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

N

### Independent Auditors' Report (Continued)

### Fullerton India Home Finance Company Limited

### Auditor's responsibility (Continued)

An audit involves performing procedures to obtain audit evidence about the amounts and the disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal financial control relevant to the Company's preparation of the financial statements that give a true and fair view, in order to design audit procedures that are appropriate in the circumstances. An audit also includes evaluating the appropriateness of the accounting policies used and the reasonableness of the accounting estimates made by the Company's Directors, as well as evaluating the overall presentation of the financial statements.

We are also responsible to conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in the auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify the opinion. Our conclusions are based on the audit evidence obtained up to the date of the auditor's report. However, future events or conditions may cause an entity to cease to continue as a going concern.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion on the financial statements.

### **Opinion**

In our opinion and to the best of our information and according to the explanations given to us, the aforesaid financial statements give the information required by the Act in the manner so required and give a true and fair view, in conformity with the accounting principles generally accepted in India, of the state of affairs of the Company as at 31 March 2018, and its profit and its cash flows for the year ended on that date.

### Report on other legal and regulatory requirements

As required by the Companies (Auditor's Report) Order, 2016 (the 'Order') issued by the Central Government of India in terms of sub section (11) of Section 143 of the Act, we give in the "Annexure A", a statement on the matters specified in paragraph 3 and 4 of the Order, to the extent applicable.

As required by Section 143 (3) of the Act, based on our audit we report that:

- a) we have sought and obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purposes of our audit;
- b) in our opinion, proper books of account as required by law have been kept by the Company so far as it appears from our examination of those books;



### Independent Auditors' Report (Continued)

### Fullerton India Home Finance Company Limited

### Report on other legal and regulatory requirements (Continued)

- c) the Balance Sheet, the Statement of Profit and Loss, and Cash Flow Statement dealt with by this report are in agreement with the books of account;
- d) in our opinion, the aforesaid financial statements comply with the Accounting Standards specified under Section 133 of the Act;
- e) on the basis of the written representations received from the Directors as on 31 March 2018 taken on record by the Board of Directors, none of the Directors is disqualified as on 31 March 2018 from being appointed as a Director in terms of Section 164 (2) of the Act;
- f) with respect to the adequacy of the internal financial controls over financial reporting of the Company and the operating effectiveness of such controls, refer to our separate Report in "Annexure B"; and
- g) with respect to the other matters to be included in the Auditor's Report in accordance with Rule 11 of the Companies (Audit and Auditors) Rules, 2014, as amended, in our opinion and to the best of our information and according to the explanations given to us:
  - i. the Company does not have any pending litigations as on 31 March 2018 which would impact its financial position;
  - ii. the Company did not have any long-term contracts including derivative contracts for which there were any material foreseeable losses;
  - iii. there are no amounts which were required to be transferred to the Investor Education and Protection Fund by the Company; and
  - iv. The disclosures in the financial statements regarding holdings as well as dealings in specified bank notes during the period from 8 November 2016 to 30 December 2016 have not been made since they do not pertain to the financial year ended 31 March 2018.

For BSR & Co. LLP

Chartered Accountants

Firm's Registration No: 101248W/W-100022

Milind Ranade

Partner

Membership No: 100564

and Am of

Mumbai 17 May 2018

### Annexure A to the Independent Auditors' Report – 31 March 2018

(Referred to in our report of even date)

- i. (a) According to the information and explanation given to us, the Company has maintained proper records showing full particulars, including quantitative details and situation of fixed assets.
  - (b) According to the information and explanation given to us, the Company has a regular programme of physical verification of its fixed assets by which all the fixed assets are verified annually. In our opinion, this periodicity of physical verification is reasonable having regard to the size of the Company and the nature of its assets. No material discrepancies were noticed on such verification.
  - (c) According to the information and explanation given by the management, the title deeds of immovable properties included in fixed assets are held in the name of the Company.
- ii. The Company is in the business of providing housing finance services and consequently, does not hold any inventories. Thus paragraph 3 (ii) of the Order is not applicable to the Company.
- iii. According to the information and explanation given to us, the Company has not granted any loans, secured or unsecured to companies, firms, limited liability partnerships or other parties covered in the register maintained under Section 189 of the Act. Thus, paragraph 3 (iii) of the Order are not applicable to the Company.
- iv. To the best our knowledge and according to the information and explanation provided to us, the Company has not granted any loans, made investment, given any guarantee or provided any security under Section 185 and 186 of the Act. Thus paragraph 3 (iv) of the Order is not applicable to the Company.
- v. In our opinion and according to the information and explanations given to us, the Company has not accepted deposits as per the directives issued by Reserve Bank of India and the provisions of Sections 73 to 76 or any other relevant provisions of the Act and Rules framed there under. Thus, paragraph 3 (v) of the Order is not applicable to the Company.
- vi. To the best of our knowledge and as explained, the Central Government has not prescribed the maintenance of cost records under Section 148 (1) of the Act, for any of the services rendered by the Company. Accordingly, paragraph 3(vi) of the Order is not applicable to the Company.
- vii. (a) According to the information and explanations given to us and on the basis of our examination of the books of account, amounts deducted/ accrued in the books of account in respect of undisputed statutory dues including employees' state insurance, income tax, service tax, goods and services tax, value added tax, cess and other material statutory dues have been regularly deposited during the year by the Company with the appropriate authorities except provident fund which is deposited with appropriate authority with delay of few days.

As explained to us, the Company did not have any dues on account of sales tax, wealth tax, duty of customs and duty of excise.

01/

### Annexure A to the Independent Auditors' Report – 31 March 2018 (Continued)

According to the information and explanations given to us, no undisputed amounts payable in respect of provident fund, employees' state insurance, income tax, service tax, goods and services tax, value added tax, cess and other material statutory dues were in arrears as at 31 March 2018 for a period of more than six months from the date they became payable.

- (b) According to the records of the Company and informations and explanations given to us, there are no dues of provident fund, employees' state insurance, income tax, service tax, goods and services tax, value added tax, cess and other material statutory dues which have not been deposited to appropriate authorities on account of any dispute.
- viii. On the basis of examination of relevant records and according to the information and explanations given to us, the Company has not defaulted in repayment of loans or borrowing to a financial institution, bank or dues to debenture holders. During the year, the Company did not have any loans or borrowing from the Government.
- ix. In our opinion and according to the information and explanations given to us, the Company has not raised any money by way of initial public offer or further public offer (including debt instrument).
  - Further, monies raised by the Company by way of debt instruments and term loans were applied for the purpose for which those were raised, though idle / surplus funds which were not required for immediate utilisation were gainfully invested in liquid assets payable on demand.
- x. During the course of our examination of the books and records of the Company, carried out in accordance with generally accepted auditing practices in India, and according to the information and explanations given to us, we have neither come across any instance of fraud by the Company or on the Company by its officer or employees, noticed or reported during the year, nor have been informed of such case by the management.
- xi. According to the information and explanations given to us and based on our examination of the records of the Company, the Company has paid/provided for managerial remuneration in accordance with the requisite approvals mandated by the provisions of Section 197 read with Schedule V to the Act.
- xii. In our opinion and according to the information and explanations given to us, the Company is not a Nidhi Company as per the Act. Thus, paragraph 3 (xii) of the Order is not applicable to the Company.
- xiii. According to the information and explanations given to us and on the basis of our examination of the records of the Company, transactions entered into by the Company with the related parties are in compliance with Sections 177 and 188 of the Act, where applicable and details of such transactions have been disclosed in the financial statements as required by the applicable accounting standards.
- xiv. According to the information and explanation given to us and based on our examination of the records of the Company, the Company has not made preferential allotment or private placement of shares or allotted fully or partly convertible debentures during the year. Thus, paragraph 3 (xiv) of the Order is not applicable to the Company.

0)

### Annexure A to the Independent Auditors' Report – 31 March 2018 (Continued)

- xv. According to the information and explanation given to us and based on our examination of the records of the Company, the Company has not entered into non-cash transactions with Directors or person connected with him. Thus, paragraph 3 (xv) of the Order is not applicable to the Company.
- xvi. The Company being a Housing Finance Company is registered with National Housing Bank and this not required to be registered under Section 45-IA of the Reserve Bank of India Act, 1934.

For BSR & Co. LLP

Chartered Accountants

Firm's Registration No: 101248W/W-100022

**Milind Ranade** 

Partner

Membership No: 100564

arlind fun 10

Mumbai 17 May 2018

### Annexure B to the Independent Auditors' Report – 31 March 2018

(Referred to in our report of even date)

### Report on the Internal Financial Controls under Clause (i) of Sub-section 3 of Section 143 of the Companies Act, 2013 ('the Act')

We have audited the internal financial controls over financial reporting of Fullerton India Home Finance Company Limited (the 'Company') as of 31 March 2018 in conjunction with our audit of the financial statements of the Company for the year ended on that date.

### Management's responsibility for internal financial controls

The Company's Board of Directors is responsible for establishing and maintaining internal financial controls based on the internal control over financial reporting criteria established by the Company considering the essential components of internal control stated in the Guidance Note on Audit of Internal Financial Controls Over Financial Reporting (the 'Guidance Note') issued by the Institute of Chartered Accountants of India (the 'ICAI'). These responsibilities include the design, implementation and maintenance of adequate internal financial controls that were operating effectively for ensuring the orderly and efficient conduct of its business, including adherence to Company's policies, the safeguarding of its assets, the prevention and detection of frauds and errors, the accuracy and completeness of the accounting records, and the timely preparation of reliable financial information, as required under the Companies Act, 2013 (the 'Act').

### Auditor's responsibility

Our responsibility is to express an opinion on the Company's internal financial controls over financial reporting based on our audit. We conducted our audit in accordance with the Guidance Note and the Standards on Auditing specified under Section 143 (10) of the Act, to the extent applicable to an audit of internal financial controls, both applicable to an audit of internal financial controls and both issued by the ICAI. Those Standards and the Guidance Note require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether adequate internal financial controls over financial reporting was established and maintained and if such controls operated effectively in all material respects.

Our audit involves performing procedures to obtain audit evidence about the adequacy of the internal financial controls system over financial reporting and their operating effectiveness. Our audit of internal financial controls over financial reporting included obtaining an understanding of internal financial controls over financial reporting, assessing the risk that a material weakness exists, and testing and evaluating the design and operating effectiveness of internal controls based on the assessed risk. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion on the Company's internal financial controls system over financial reporting.



### Annexure B to the Independent Auditors' Report (Continued)

### Meaning of internal financial controls over financial reporting

The company's internal financial control over financial reporting is a process designed to provide a reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles. A company's internal financial control over financial reporting includes those policies and procedures that (1) pertain to the maintenance of records that, in reasonable detail, accurately and fairly reflect the transactions and dispositions of the assets of the company; (2) provide reasonable assurance that transactions are recorded as necessary to permit preparation of financial statements in accordance with generally accepted accounting principles, and that receipts and expenditures of the company are being made only in accordance with authorizations of management and Directors of the company and (3) provide reasonable assurance regarding prevention or timely detection of unauthorized acquisition, use, or disposition of the company's assets that could have a material effect on the financial statements.

### Inherent limitations of internal financial controls over financial reporting

Because of the inherent limitations of internal financial controls over financial reporting, including the possibility of collusion or improper management override of controls, material misstatements due to error or fraud may occur and not be detected. Also, projections of any evaluation of the internal financial controls over financial reporting to future periods are subject to the risk that the internal financial control over financial reporting may become inadequate because of changes in conditions, or that the degree of compliance with the policies or procedures may deteriorate.

### **Opinion**

In our opinion, the Company has, in all material respects, an adequate internal financial controls system over financial reporting and such internal financial controls over financial reporting were operating effectively as at 31 March 2018 based on the internal control over financial reporting criteria established by the Company considering the essential components of internal control stated in the Guidance Note issued by the ICAI.

For BSR & Co. LLP

Chartered Accountants

Firm's Registration No: 101248W/W-100022

Milind Ranade

Partner

Membership No: 100564

milind from 1 13

Mumbai 17 May 2018

	Notes	March 31, 2018	March 31, 2017
	Notes	Rupees	Rupees
EQUITY AND LIABILITIES			
Shareholders' funds			
Share capital	3	1,952,734,430	1,952,734,430
Reserves and surplus	4	1,589,784,766	1,480,500,828
Non-current liabilities			
Long-term borrowings	5	11,254,200,000	3,100,000,000
Other long term liabilities	6	250,676,520	61,279,467
Long-term provisions	7	213,427,989	49,491,445
Current liabilities			
Short-term borrowings	8	1,015,455,940	237,563,310
Other current liabilities	9	4,253,287,435	1,426,912,824
Short-term provisions	7	7,736,739	3,154,513
TOTAL		20,537,303,819	8,311,636,817
ASSETS			
Non-current assets			
Fixed assets			
Tangible assets	10	13,871,329	5,319,448
Intangible assets	11	1,002,323	1,287,281
Deferred tax assets	12	98,086,339	-
Long-term loans and advances	13	18,554,315,069	4,623,931,718
Other non-current assets	14	108,716,604	383,630,984
Current assets			
Current investments	15	490,802,518	2,867,289,572
Trade receivables	16	2,775,390	-
Cash and bank balances	17	541,598,736	260,336,123
Short-term loans and advances	13	526,335,262	126,697,663
Other current assets	14	199,800,249	43,144,028
TOTAL		20,537,303,819	8,311,636,817

The accompanying notes are an integral part of the financial statements

As per our report of even date

For BSR & Co. LLP **Chartered Accountants** 

Firm's Registration No: 101248W/W-100022

Partner

Membership No: 100564

For and on behalf of the Board of Directors of Fullerton India Home Finance Company Limited

Anindo Mukherjee Chairman

DIN: 00019375

Rakesh Makkar

CEO & Whole Time Director

DIN: 01225230

Pankaj Malik

Chief Financial Officer

Jitendra Maheswari Company Secretary

ICSI Reg. No. : A-19621

Place: Mumbai

Place : Mumbai

Date: May 17, 2018



FULLERTON INDIA HOME FINANCE COMPANY LIMITED STATEMENT OF PROFIT AND LOSS FOR THE YEAR ENDED MARCH 31, 2018 March 31, 2018 March 31, 2017 Rupees Rupees Income Revenue from operations 18 1,341,370,235 232,827,883 Other income 19 38,719,066 23,716,675 Total income (I) 1,380,089,301 256,544,558 Expenses Employee benefit expenses 20 297,390,576 152,201,883 Other expenses 21 242.831.498 100,123,962 Depreciation and amortization expenses 10&11 4,214,151 2,104,898 Finance cost 22 603,706,642 76,194,656 Provisions and write-offs 23 167,451,340 47,765,494 Total expenses (II) 1,315,594,207 378,390,893 Profit before tax (III) =(I)-(II) 64,495,094 (121,846,335) Tax expenses Income tax for the period 52.368.486 Deferred tax asset (98,086,339) Tax expense (IV) (45,717,853)Profit after tax for the year (III)-(IV) 110,212,947 (121,846,335)Earnings per equity share (Rs.) (Face value Rs.10 per share) 24 Basic (Computed on the basis of total profit for the period) 0.56 (1.36)Diluted (Computed on the basis of total profit for the period) 0.56 (1.36)

The accompanying notes are an integral part of the financial statements

As per our report of even date

Significant accounting policies

For B S R & Co. LLP Chartered Accountants

Firm's Registration No: 101248W/W-100022

For and on behalf of the Board of Directors of Fullerton India Home Finance Company Limited

2.1

Partner

Membership No: 100564

Anindo Mukherjee

Chairman

DIN: 00019375

Rakesh Makkar

CEO & Whole Time Director

DIN: 01225230

Pankaj Malik

Chief Financial Officer

Jitendra Maheswari

Company Secretary ICSI Reg. No.: A-19621

Place : Mumbai Date: May 17, 2018

Place: Mumbai Date: May 17, 2018



CASH FLOW STATEMENT FOR THE YEAR ENDED MARCH 31, 2018	March 31, 2018	March 31, 2017
	Rupces	Rupees
A. Cash flow from operating activities:  Profit before tax	64,495,094	(121,846,335)
Adjustment for computing operating profit before working capital changes:		
Depreciation and amortization	4,214,151	2,104,898
Interest on fixed deposits and bonds	(34,340,524)	(12,515,955)
Interest on investments	(57,800,643)	(1,584,922)
Discount on Commercial Paper	35,346,630	5,867,310
Profit on sale of investments	(23,510,100)	(23,659,095)
Provision for standard/sub standard assets and bad debts w/off	167,451,340	47,765,494
Provision for employees benefits	515,738	2,892,081
Amortisation of ancillary borrowing costs	1,995,565	388,132
Operating profit before working capital changes	158,367,251	(100,588,392)
Movements in working capital:		
- Increase/(decrease) in current liabilities	1,983,294,042	1,214,241,396
- Increase/(decrease) in other long term liabilities	166,562,914	58,628,507
- (Increase)/decrease in long term loans and advances	(14,383,297,980)	(4,385,411,255)
- (Increase)/decrease in short term loans and advances	(403,679,919)	(119,494,825)
- (Increase)/ decrease in other non current assets	369,303,677	2,792,459
- (Increase)/decrease in other current assets	(133,831,781)	(66,644,335)
Cash generated from operations	(12,243,281,796)	(3,396,476,445)
- Income Taxes paid	(47,734,630)	271,851
Net cash used in operating activities (A)	(12,291,016,426)	(3,396,204,594)
B. Cash flow from investing activities:		
Purchase of tangible and intangible assets	(12,481,073)	(5,308,318)
Purchase of current investments	(41,150,047,334)	(22,016,988,650)
Sale/maturity of investments	43,636,343,087	19,427,518,858
Fixed deposit placed during the year	(156,723,756)	(450,000,000)
Fixed deposit matured during the year	100,000,000	86,500,000
Interest received on fixed deposits and bonds	9,952,195	8,093,019
Net cash used in investing activities (B)	2,427,043,119	(2,950,185,091)
C. Cash flow from financing activities		
Proceeds from issuance of share capital (including share premium)	-	3,000,000,010
Availment of long term borrowings from banks and financial institutions	9,125,000,000	3,225,000,000
Availment of short term borrowings from banks and financial institutions	992,546,000	731,696,000
Repayment of short term borrowings from banks and financial institutions	(250,000,000)	(500,000,000)
Payment of ancillary borrowing costs	(4,033,835)	(5,954,174)
Repayment of Long term borrowings from banks and financial institutions	(125,000,000)	•
Net cash generated from financing activities (C)	9,738,512,165	6,450,741,836





	March 31, 2018	March 31, 2017
	Rupecs	Rupees
Net increase/(decrease) in cash and cash equivalents (A)+(B)+(C)	(125,461,142)	104,352,151
Cash and cash equivalents as at the beginning of the year	160,336,123	55,983,972
Cash and cash equivalents as at the end of the year	34,874,980	160,336,123
(refer note 29)		
Components of cash and cash equivalents as at the end of the year		
Cash and cheques on hand		
With banks - on current account	34,874,980	50,336,123
- on deposit account	-	110,000,000
- on deposit account (lien mark)		
Cash and cash equivalents as at the end of the year	34,874,980	160,336,123
Significant accounting policies 2.1		

The accompanying notes are an integral part of the financial statements

As per our report of even date

For B S R & Co. LLP **Chartered Accountants** 

Firm's Registration No: 101248W/W-100022

Milind Ranade

Partner

Membership No: 100564

For and on behalf of the Board of Directors of Fullerton India Home Finance Company Limited

Anindo Mukherjee

Chairman

DIN: 0001/93/75

Pankaj Malik

Rakesh Makkar

CEO & Whole Time Director

DHN: 01225230

Chief Financial Officer

Jitendra Maheswari Company Secretary ICSI Reg. No.: A-19621

Place: Mumbai Place: Mumbai Date: May 17, 2018 Date: May 17, 2018



### NOTES TO FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2018

### 1 Background

Fullerton India Home Finance Company Limited ('The Company') is a public limited company domiciled in India and has been incorporated on August 12, 2010 under the provisions of Companies Act, 1956, with the main object of providing finance for purchase, repairs, construction, and enlargement, erection of house or apartments or building (collectively referred to as 'Portfolio loans'). The Company is housing finance company registered with the National Housing Bank of India (the NHB) vide Registration number 07.0122.15 dated July 14, 2015.

### 2 Basis of preparation

The accompanying financial statements of the Company have been prepared in accordance with the accounting principles generally accepted in India (GAAP) and comply in all material respects with the Accounting Standards notified under Section 133 of the companies Act, 2013 ('the Act'), the relevant provisions of the Act and guidelines issued by the NHB from time to time. The financial statements have been prepared under the historical cost convention on an accrual basis.

The financial statements are prepared on going concern basis, which assumes that the Company will continue in operational existence for the foreseeable future. The accounting policies adopted in the preparation of financials statement are consistent with those of previous year.

The Company being a Housing Finance Company registered with the NHB follows the guidelines issued by the NHB, in respect of income recognition, provisioning for non-performing assets and valuation of investments.

The financial statements are presented in Indian Rupees.

### 2.1 Significant Accounting Policies

### (a) Use of estimates

The preparation of financial statements in conformity with Indian GAAP requires the management to make judgments, estimates and assumptions that affect the reported amounts of assets, liabilities, revenues and expenses and disclosure of contingent liabilities at the end of the reporting period. Although these estimates are based on management's knowledge of current event and actions, uncertainty about these assumptions and estimates could result in the outcome requiring material adjustments to the carrying amounts of assets and liabilities in future periods. Any revision to the accounting estimates is recognised prospectively in current and future periods.

### (b) Fixed assets and depreciation

### Tangible fixed assets

Fixed assets are stated at cost less accumulated depreciation and impairment loss, if any. Cost of fixed assets comprises purchase price and any directly attributable cost of bringing the asset to its working condition for the intended use.

Gain or loss arising from de-recognition of a fixed asset is measured as the difference between the net disposal proceeds and the carrying amount of the asset and is recognised in the Statement of Profit and Loss when the asset is derecognised.

### Intangible assets

Costs relating to acquisition and development of computer software are capitalised in accordance with the AS 26 'Intangible Assets' issued by the Institute of Chartered Accountants of India ('ICAI') and are amortised using the straight line method over a period of five years, which is the management's estimate of its useful life. Any expenses on such software for support and maintenance are charged to Statement of Profit and Loss.

### Depreciation on tangible fixed assets

Depreciation is provided on pro-rata basis using the Straight Line Method ('SLM') from the date the asset is ready for its intended use or put to use whichever is earlier. In respect of assets sold, depreciation is provided up to the date of disposal.

Depreciation on tangible fixed assets has been provided on the straight-line method as per the useful life prescribed in Schedule II to the Companies Act, 2013 and based on internal assessment, taking into account the nature of the asset, the estimated usage of the asset, the operating conditions of the asset, past history of replacement, anticipated technological changes, manufacturers warranties and maintenance support, etc.

Life (in years)	Management estimate of Useful life	Useful life as per the limits prescribed in Schedule II to the Companies Act, 2013
Computer Server and Other Accessories	4	6
Computer Desktop and Laptops	3	3 /24 / / / / / / / / / / / / / / / / / /
Furniture and Fixtures	5	10 (67,167,175,275,
Office Equipments	5	5

### NOTES TO FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2018

Assets individually costing Rupees Five Thousand or less are fully depreciated in the year of purchase or acquisition.

### (c) Impairment

The Company assesses at each balance sheet date whether there is any indication that an asset may be impaired. If any such indication exists, the Company estimates the recoverable amount of the asset. If such estimated recoverable amount of the asset is less than its carrying amount, the carrying amount is reduced to its estimated recoverable amount. The reduction is treated as an impairment loss and is recognised in the statement of profit and loss.

If at the balance sheet date, there is an indication that a previously assessed impairment loss no longer exists, the recoverable amount is reassessed and the asset is reflected at the recoverable amount subject to a maximum of depreciable historical cost.

### (d) Investments

Investments are classified into long term investments and current investments. Investments which are readily realisable and intended to be held for not more than one year from the date on which such investments are made, are classified as current investments. All other investments are classified as long-term investments.

Current investments are carried in the financial statements at lower of cost and fair value determined in accordance with the NHB directions. The comparison of cost and fair value is done separately in respect of each category of investment. Investments in the units of mutual funds in the nature of current investments that have been valued at the net asset value (NAV) declared by the mutual fund in respect of each particular scheme.

Long-term investments are carried at cost less diminution in value which is other than temporary, determined separately for each investment. Provision for diminution in the value of investments is made in accordance with the guidelines issued by the NHB and the accounting standard on "Accounting for Investments".

Investments are accounted on trade date basis.

### (e) Asset classification and Provisioning/write-off of Assets

- (i) Portfolio loans are classified as standard and non-performing assets (NPA) in accordance with The Housing Finance Companies (NHB) Directions, 2010 as amended from time to time.
- (ii) Portfolio loans are provided for/written off, in accordance with Company's policy, subject to the minimum provision required as per The Housing Finance Companies (NHB) Directions, 2010 as amended from time to time.
- (iii) Provision for standard assets is being made on total outstanding amount of standard loans including accrued interest on such loans, on the basis of prudential norms laid down by the NHB and as mentioned in Notes 7 to the financial statements.

### (f) Operating Leases

Lease arrangements where the Lessor effectively retains, substantially, all the risks and benefits of ownership of the leased term, are classified as operating leases. Operating lease payments are recognised as an expense in the Statement of Profit and Loss on a straight-line basis over the lease term.

### (g) Revenue recognition

Revenue is recognised to the extent that it is probable that the economic benefits will flow to the Company and the revenue can be reliably measured.

### **Interest Income**

Interest income on loans given is recognised on accrual basis, except in case of non-performing assets where interest is recognised on realisation, as per NHB guidelines. Loans are repaid by way of Equated Monthly Installments (EMI), which comprise of principal and interest. Interest is calculated on outstanding balance at the EMI dates. EMIs generally commence only after the entire loan is disbursed. Pending commencement of EMIs, pre-EMI interest is charged every month and is accounted on accrual basis.

Interest income on deposits with banks is recognized on a time proportion basis taking into account the amount outstanding and the applicable interest rate.

### Fee income

Finan

Processing fee collected are amortised over the contractual tenor of the loan agreement in proportion to the interest accrued during the year. The unamortised balance is disclosed under "Other current/non-current liabilities" based on unexpired tenor of loan. For the agreements foreclosed or transferred through assignment, the unamortised portion of the fee is recognised as income to the Statement of Profit and Loss at the time of such foreclosure/transfer through assignment.

Additional charges such as penal, cheque bouncing charges, foreclosure charges, loan conversion charges etc. are recognised on receipt basis.

### NOTES TO FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2018

### Commission income

Application fees and commission income earned for the services rendered are recognized on accrual basis. While rate conversion charges are recognized on event and accounted upfront.

### Profit/Loss in sale of investments

Profit/loss earned on sale of investments is recognised on trade date basis. On disposal of an investment, the difference between its carrying amount and net disposal proceeds is charged or credited to the Statement of Profit and Loss. Profit / loss on sale of investments is determined on average cost basis.

### Income on discounted instruments

The difference between the acquisition cost and face value of the discounted instruments is recognised over the tenor of the instrument on straight line basis.

### (h) Retirement and Other Employee benefits

### i) Short Term Employee Benefits

All employee benefits falling due wholly within 12 months of rendering the services are classified as short-term employee benefits. All short term employee benefits are accounted on undiscounted basis during the accounting period based on services rendered by employees..

### ii) Defined Contribution Plans

The Company contributes to a recognised provident fund which is a defined contribution scheme. The contributions as specified by law are made to the Regional Provident Fund Commissioner and charged to the Statement of Profit and Loss of the year when the contribution to the respective fund is due. There are no obligations other than contribution payable to the provident fund.

### iii) Defined Benefit Plans

The Company's gratuity scheme is a defined benefit plan. The Company's net obligation in respect of the gratuity benefit is calculated by estimating the amount of future benefit that the employees have earned in return for their service in the current and prior periods, that benefit is discounted to determine its present value.

The present value of the obligation under such benefit plan is determined based on actuarial valuation using the Projected Unit Credit Method which recognises each period of service that give rise to additional unit of employee benefit entitlement and measures each unit separately to build up the final obligation.

The obligation is measured at present values of estimated future cash flows. The discounted rates used for determining the present value are based on the market yields on Government Securities as at the balance sheet date.

Actuarial gains and losses comprising of experience adjustments and the effects of changes in actuarial assumptions are recognised immediately in the statement of profit and loss.

### iv) Stock appreciation rights

In case of stock appreciation rights, measurement and disclosure of the employee share-based payment plan is done in accordance with the Guidance Note on Accounting for Employee Share-based Payments, issued by the ICAI. The Company measures compensation cost relating to stock appreciation rights using the fair value method. Compensation expense is amortised over the vesting period of the option on a straight line basis. Full provision is made in case of options vested and exercisable.

### v) Leave benefits

Accumulated leave balance, which is expected to be utilised within the next twelve months, is treated as short term employee benefit. The Company measures the expected cost of such absences as the additional amount that it expects to incur as a result of unused entitlement that has accumulated at the reporting date.

### (i) Income taxes

Tax expense comprises current tax (i.e. amount of tax for the period determined in accordance with the Income-tax Act, 1961) and deferred tax charge / credit (reflecting the tax effects of timing differences between accounting income and taxable income for the period). Current income tax is recognised on an annual basis under the taxes payable method, based on the estimated tax liability computed after taking credit for allowances and exemption in accordance with Income-tax Act, 1961. The tax rates and tax laws used to compute the amount are those that are enacted or substantively enacted at the reporting date.

The deferred tax charge or credit and the corresponding deferred tax liabilities or assets are recognised using the tax rates that have been enacted or substantively enacted by the balance sheet date. Deferred tax assets are recognised when there is assonable certainty that the assets can be realised in future, however, where there is unabsorbed depreciation or carried

### NOTES TO FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2018

forward loss under taxation laws, deferred tax assets are recognised to the extent there is a virtual certainty of realisation of such assets. Deferred tax assets are reviewed as at each balance sheet date and written down or written up to reflect the amount that is reasonable / virtually certain (as the case may be) to be realised.

### (i) Earnings per share

The Company reports basic and diluted earnings per share in accordance with Accounting Standard 20 – Earnings Per Share as prescribed under Section 133 of the Companies Act, 2013 read with Rule 7 of the Companies (Accounts) Rules, 2014. Basic earnings per share is calculated by dividing the net profit after tax / net loss attributable to equity shareholders by the weighted average number of equity shares outstanding during the year.

For the purpose of calculating diluted earnings per share, the net profit after tax / net loss attributable to equity shareholders and the weighted average number of shares outstanding during the year are adjusted for the effects of all dilutive potential equity shares.

### (k) Provisions & Contingencies

The Company creates a provision when there is present obligation as a result of a past event that probably requires an outflow of resources and a reliable estimate can be made of the amount of the obligation. A disclosure for a contingent liability is made when there is a possible obligation or a present obligation that may, but probably will not, require an outflow of resources. When there is a possible obligation or a present obligation in respect of which the likelihood of outflow of resources is remote, no provision or disclosure is made.

Provisions are reviewed at each balance sheet date and adjusted to reflect the current best estimate. If it is no longer probable that the outflow of resources would be required to settle the obligation, the provision is reversed.

Contingent assets are not recognised in the financial statements. However, contingent assets are assessed continually and if it is virtually certain that an economic benefit will arise, the asset and related income are recognised in the period in which the change occurs.

### (l) Cash and cash equivalents

Cash and cash equivalents for the purpose of cash flow statement comprise cash at bank and cash in hand and short term balances with original maturity of three months or less from the date acquisition, highly liquid investments that are readily convertible into known amounts of cash and which are subject to insignificant risk of changes in value.

### (m) Loan origination costs

Loan origination costs such as credit verification, contact point verification, agreement stamping, incentive to sales employees and direct selling agents commission directly attributable to disbursed loans are amortised over the contractual tenor of the loan agreements in proportion to the interest accrued during the year. The unamortised balance is disclosed as part of "Other Assets" based on unexpired tenor of loan. For the agreements foreclosed or transferred through assignment, the unamortised portion of such loan origination costs are recognised as charge to the Statement of Profit and Loss at the time of such foreclosure/transfer through assignment.

### (n) Current-non-current classification

All assets and liabilities are classified into current and non-current.

### Assets

An asset is classified as current when it satisfies any of the following criteria:

- (a) it is expected to be realised in, or is intended for sale or consumption in, the company's normal operating cycle;
- (b) it is held primarily for the purpose of being traded;
- (c) it is expected to be realised within 12 months after the reporting date; or
- (d) it is cash or cash equivalent unless it is restricted from being exchanged or used to settle a liability for at least 12 months after the reporting dated.

Current assets include the current portion of non-current financial assets.

All other assets are classified as non-current.

### Liabilities

A liability is classified as current when it satisfies any of the following criteria:

- (a) it is expected to be settled in the company's normal operating cycle;
- (b) it is held primarily for the purpose of being traded;
- (c) it is due to be settled within 12 months after the reporting dated; or





### NOTES TO FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2018

(d) the company does not have an unconditional right to defer settlement of the liability for at least 12 months after the reporting date. Terms of a liability that could, at the option of the counterparty, result in its settlement by the issue of equity instruments do not affect its classification.

Current liabilities include the current portion of non-current financial liabilities.

All other liabilities are classified as non-current.

### (o) Foreign currency transactions

Foreign currency transactions are recorded at the rates of exchange prevailing on the date of the transaction. Exchange differences, if any, arising out of transactions settled during the year are recognised in the statement of profit and loss for the year.

Monetary assets and liabilities denominated in foreign currencies as at the balance sheet date are translated at the closing exchange rates on that date. The resultant exchange differences, if any, are recognised in the statement of profit and loss and related assets and liabilities are accordingly restated in the balance sheet.

Non-monetary balances, which are measured in terms of historical cost denominated in a foreign currency, are reported using the exchange rate on the date of the transaction.

### **Exchange differences**

Exchange differences arising on the settlement of monetary balances or on the restatement of the Company's monetary balances at rates different from those at which they were initially recorded during the year, or reported in the previous financial statements, are recognised as income or as expense in the year in which they arise.

### (p) Borrowing costs

Ancillary borrowing costs incurred in connection with the arrangement of borrowings are amortized over the tenure of the respective borrowings except with respect to expenses incurred on issue of debt securities, which are debited against securities premium account in accordance with Section 52 of the Companies Act, 2013. The unamortised balance is disclosed as part of "Other Assets" based on unexpired tenor of borrowing. For the borrowings foreclosed, the unamortised portion of such borrowing costs is recognised as charge to the Statement of Profit and Loss at the time of such foreclosure.

### (q) Commercial papers

Commercial papers issued by the Company are recognised at redemption value net of unamortised finance charges. The difference between redemption price and issue price is amortised on a straight line over the residual tenor of commercial paper and is disclosed separately under finance cost.

### (r) Cash flow statement

Cash flows are reported using the indirect method, whereby profit/(loss) before extraordinary items and tax is adjusted for the effects of transactions of non-cash nature and any deferrals or accruals of past or future cash receipts or payments. The cash flows from operating, investing and financing activities of the Company are segregated based on the available information.

### 2.2 Change in estimates

- (a) During the current year, the Company has revised the estimate of provision on standard assets. Had the Company used the estimate applicable in previous year the provision on standard assets would have been higher by Rs. 94,167,140.
- (b) During the current year, the Company has revised the estimate of provision on sub-standard assets. Had the Company used the estimate applicable in previous year the provision on sub-standard assets would have been lower by Rs. 60,002,000.





### NOTES TO FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2018

### 3. Share Capital

Particulars	March 31, 2018	March 31, 2017
	Rupees	Rupees
Authorised shares	•	
1,500,000,000 (March 31, 2017: 1,500,000,000) equity shares of	15,000,000,000	15,000,000,000
Rs. 10 each		
	15,000,000,000	15,000,000,000
Issued, subscribed and fully paid up shares		
195,273,443 (March 31, 2017: 195,273,443) equity shares of	1,952,734,430	1,952,734,430
Rs. 10 each fully paid up		
	1,952,734,430	1,952,734,430

Reconciliation of the shares outstanding at the beginning and at the end of the reporting period

Equity shares	March 3	31, 2018	March .	31, 2017
1 11 11 11 11 11 11 11 11 11 11 11 11 1	No. of shares	Rupees	No. of shares	Rupees
At the beginning of the year	195,273,443	1,952,734,430	57,619,048	576,190,480
Issued during the year	-	-	137,654,395	1,376,543,950
Outstanding at the end of year	195,273,443	1,952,734,430	195,273,443	1,952,734,430

### Terms/rights attached to equity shares

The Company has only one class of equity shares having a par value of Rs 10 each. Each holder of equity shares is entitled to one vote per share held.

Any dividend proposed by the Board of Directors is subject to the approval of the shareholders in the ensuing Annual General Meeting. Dividend is declared and paid in Indian rupees.

In the event of liquidation of the Company, the holders of equity shares will be entitled to receive remaining assets of the Company, after distribution of all the preferential amounts. The distribution will be in proportion to the number of equity shares held by the shareholders.

### Shares held by holding /ultimate holding company and/or their subsidiaries/associates

Out of equity shares issued by the Company, shares held by its holding company, ultimate holding company and their subsidiaries/associates are as below:

Particulars	March 31, 2018	March 31, 2017
	Rupees	Rupees
Fullerton India Credit Company Limited,		
the holding company and its nominees	1,952,734,430	1,952,734,430
195,273,443 (March 31, 2017: 195,273,443) equity shares of Rs.10 each)		

### Details of shareholders holding more than 5% shares of the aggregate shares in the Company

Particulars	March 3	1, 2018	March :	31, 2017
	No. of shares	% holding in the class	No. of shares	% holding in the class
Equity shares of Rs 10 each fully paid				
Fullerton India Credit Company Limited, the holding company and its nominees	195,273,443	100.00%	195,273,443	100.00%

As per records of the Company, including its register of shareholders/members and other declarations received from shareholders regarding beneficial interest, the above shareholding represents both legal and beneficial ownerships of shares.

The company has not issued any shares other than cash consideration, bonus shares or bought back any equity shares during the last five year.





### NOTES TO FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2018

### 4. Reserve and Surplus

Particulars		March 31, 2018	March 31, 2017
		Rupees	Rupees
Securities Premium Account			
Opening Balance		1,647,265,584	23,809,524
Add: on issue of shares during the year		-	1,623,456,060
Less: Utilisation towards debenture issue expenses		(929,009)	<u>.</u>
Closing Balance	(A)	1,646,336,575	1,647,265,584
Statutory Reserve under Section 29C(i) of the NHB Act, 1987			
Balance as per the last financial statements		<b></b>	_
Add: Amount transferred from statement of profit and loss		22,042,600	-
Closing Balance	(B)	22,042,600	-
(Deficit) in the statement of profit and loss			
Opening balance		(166,764,756)	(44,918,421)
Add: Profit/(loss) for the year		110,212,947	(121,846,335)
Less: Transferred to Statutory Reserve [@ 20% of profit after tax as			-
required by Section 29C of the NHB Act, 1987]		(22,042,600)	
Net deficit in the statement of profit and loss	(C)	(78,594,409)	(166,764,756)
Total reserves and surplus (A+B+C)		1,589,784,766	1,480,500,828

### 5. Long-term Borrowings

Particulars	Non Curre	ent portion	Current i	naturities
	March 31, 2018	March 31, 2017	March 31, 2018	March 31, 2017
	Rupees	Rupees	Rupees	Rupees
Secured				
Term loan from banks*	7,554,200,000	3,100,000,000	970,800,000	125,000,000
Non-convertible debentures** \$	3,700,000,000	-	-	-
Total	11,254,200,000	3,100,000,000	970,800,000	125,000,000
Less: Amount disclosed under the head	-	_	970,800,000	125,000,000
other current liabilities (refer note 9)				
Total	11,254,200,000	3,100,000,000	-	-

<sup>\*</sup>Terms loan from banks are secured by first pari passu charge over all loan receivables of the Company.

<sup>\$</sup> The funds raised by the Company during the year by issue of Secured / Unsecured Non Convertible Debentures / bonds were utilised for the purpose intended, i.e. towards lending, financing, to refinance the existing indebtedness of the Company or for long-term working capital, in compliance with applicable laws.





<sup>\*\*</sup> Non-convertible debentures are secured by first pari passu charge over all loan receivables and immovable property.

# NOTES TO FINANCIAL STATEMENTS FOR THE YEAR ENDED MARCH 31, 2018

### 5. Long-term borrowings (Contd.)

### Terms of repayment of term loans as on March 31, 2018

		Due within 1 year	in 1 year	Due 1 to	Due 1 to 2 Years	Due 2 to	Due 2 to 3 Years	More th	More than 3 Years	Total
Original maturity of loan (in no. of days)	Rate of interest	No. of		No. of	f	No. of	f	No. of	£	ſ
		installments	Kupees	installments	Kupees	ins fallments	Kupees	installments	Kupees	Kupees
Quarterly repayment schedule										1
More than 1460	%60 - %80	ŧ	-	4	70,000,000	4	70,000,000	12	210,000,000	350,000,000
Half yearly repayment schechile			•		•		•		1	•
731-1095	%60 - %80	01	466,633,333	11	558,366,667	•	•	1	1	1,025,000,000
1096-1460	%60 - %80	4	166,666,667	4	166,666,667	4	166,666,667	-	1	500,000,000
277	%80 - %20	1	100,000,000	2	200,000,000	2	200,000,000	5	500,000,000	1,000,000,000
More than 1460	%60 - %80	7	237,500,000	13	304,166,667	14	754,166,667	20	1,154,166,667	2,650,000,000
Yearly repayment schedule			•		,		-		1	1
731-1095	%60 - %80	•	-	2	500,000,000	1	500,000,000	•	1	1,000,000,000
More than 1460	%60 - %80	1	ı	I	666,666,667	1	299,999,999	-	666,666,667	2,000,000,000
Total		22	970,800,000	36	2,665,866,667	25	2,357,500,000	37	2,530,833,333	8,525,000,000

### Terms of repayment of term loans as on March 31, 2017

		Due within 1 year	year	Due 1 te	Due 1 to 2 Years	Due 2 to	Due 2 to 3 Years	More t	More than 3 Years	Total
Original maturity of loan	Rate of interest			No. of		No. of		No. of installmen		
(in no. of days)		No. of installments	Rupees	installments	Rupees	installments	Rupees	ts	Rupees	Rupees
Half yearly repayment schedule	schedule			:						
731-1095	%II <b>-</b> %60	2	125,000,000	7	433,313,333			<b>o</b> c	441,686,667	1,000,000,000
17 4470	%60 <b>-</b> %80		1	4	162,500,000	7	595,833,333	14	1,191,666,667	1,950,000,000
More than 1400	09% - 11%	1	•	2	41,666,667	2	41,666,667	2	41,666,666	124,999,999
Yearly repayment schedule	dule									
731-1095	09% - 11%	1	1	1	49,980,000	2	100,020,000	1		150,000,000
Total		2	125,000,000	14	14 687,460,000	11	11 737,520,000	24	24 1,675,020,000 3,225,000,000	3,225,000,000



### NOTES TO FINANCIAL STATEMENTS FOR THE YEAR ENDED MARCH 31, 2018

### 5. Long-term borrowings (Contd.)

Terms of repayment of Non-convertible debentures as on March 31, 2018

Original maturity of loan	Rate of	Due within 1 year	Due 1 to 2 Years	Due 2 to 3 Years	More than 3 Years	Total
(in no. of days)	interest	Rupees	Rupees	Rupees	Rupees	Rupees
Issued at par and redeemable at p	ar					
	07% - 08%	_	-	-	-	-
731-1095	08% - 09%	-	_	500,000,000	-	500,000,000
	09% - 11%	-	_	-	-	-
	07% - 08%	_	-	1,300,000,000	-	1,300,000,000
1096-1460	08% - 09%	-	44	-	1,500,000,000	1,500,000,000
	09% - 11%	-	-	-	-	-
	07% - 08%	-		_		
More than 1460	08% - 09%	-	-	_	400,000,000	400,000,000
IVIOIC THAT 1400	09% - 11%	_		-	-	
	11% - 12%	-	-	_	-	ŗ
Total		-	_	1,800,000,000	1,900,000,000	3,700,000,000

There were no Non-convertible debentures outstanding as at March 31, 2017.

### Particulars of Secured Redeemable Non-convertible debentures

	Face Value		Date of		
Particulars	(Rupees Lakhs)	Quantity	Redemption	March 31, 2018	March 31, 2017
8.05% Series-2	10	400	March 24, 2023	400,000,000	-
8.05% Series-5	10	500	April 20, 2021	500,000,000	_
8.48% Series-7	10	1,000	April 20, 2021	1,000,000,000	-
7.95% Series-4	10	300	November 27, 2020	300,000,000	-
7.95% Series-3	10	1,000	August 28, 2020	1,000,000,000	-
8.25% Series-1	10	500	May 27, 2020	500,000,000	-
Total				3,700,000,000	-

### 6. Other Long Term Liabilities

Particulars	March 31, 2018	March 31, 2017
	Rupees	Rupees
Interest accrued but not due on Non-convertible debentures	48,076,173	-
Employee benefits payable	18,390,581	8,532,016
Unamortised income		
Unamortised processing fees on portfolio loans	184,209,766	52,747,451
Total	250,676,520	61,279,467



### NOTES TO FINANCIAL STATEMENTS FOR THE YEAR ENDED MARCH 31, 2018

### 7. Provisions

Particulars	Long	Term	Short Term		
	March 31, 2018	March 31, 2017	March 31, 2018	March 31, 2017	
_	Rupees	Rupees	Rupees	Rupees	
Provision for employee benefits	-				
Provision for gratuity (refer note 31)	3,722,586	2,228,212	1,250,056	24,999	
Provision for leave benefits	_	-	911,174	1,653,840	
Other provisions			·		
Provision for standard portfolio loans	92,258,216	46,146,211	2,377,893	1,475,674	
Provision for sub-standard portfolio loans	117,447,187	1,117,022	-		
Provision for Income Tax (net of advance	, ,		2.108.616		
income tax)	-	-	3,197,616		
Total	213,427,989	49,491,445	7,736,739	3,154,513	

### 8. Short-term Borrowings

Particulars	March 31, 2018	8 March 31, 2017
	Rupees	Rupees
Unsecured		
Commercial paper	1,015,455,94	237,563,310
Total	1,015,455,94	237,563,310

Commercial paper carries interest rate of 7.30% p.a.- 8.00% p.a. and tenure of 91days - 365 days repayable in bullet payment.

### 9. Other Current Liabilities

Particulars Particulars	March 31, 2018	March 31, 2017
	Rupees	Rupees
Current maturities of long term borrowings (refer note 5)	970,800,000	125,000,000
Expenses and other payable (refer note 32 for details of dues to Micro Small and Medium Enterprises)	113,628,892	46,716,917
Employee benefits payable	34,746,873	30,111,938
Book overdraft	2,862,452,965	1,162,435,341
Interest accrued but not due on borrowings		
On non-convertible debentures	92,351,234	-
On bank loans	18,750,000	6,757,526
Statutory dues payable	13,760,413	8,495,728
Others	105,701,938	41,429,944
Unamortised processing fees on portfolio loans	41,095,120	5,965,430
Total	4,253,287,435	1,426,912,824





# NOTES TO FINANCIAL STATEMENTS FOR THE YEAR ENDED MARCH 31, 2018

### 10. Tangible Assets

Particulars	Office	Furniture &	Computers &	Leasehold			
(Rupees)	Equipments	Fixtures	Accessories	Improvements	Vehicles	Land*	Total
Cost							
At March 31, 2016	•	1	3,756,005	· I			3,756,005
Addition during the year	4,831	1,541,172	2,337,527	t			3,883,530
Deductions/adjustments during the year	t	•	ŀ	1			1
At March 31, 2017	4,831	1,541,172	6,093,532	•	•	ı	7,639,534
Addition during the year	87,174	2,448,932	4,269,899	596,883	4,480,185	598,000	12,481,074
Deductions/adjustments during the year	•	•	1				•
At March 31, 2018	92,005	3,990,104	10,363,431	596,883	4,480,185	598,000	20,120,608
Depreciation							1
At March 31, 2016	•	ı	352,696	1			352,696
Charge for the year	4,831	198,951	1,763,608	T			1,967,390
Deductions/adjustments during the year	ł	•	•	•			•
At March 31, 2017	4,831	198,951	2,116,304	•	-	•	2,320,086
Charge for the year	81,243	930,672	2,339,692	123,430	454,156		3,929,193
Deductions/adjustments during the year	•	•	•	ľ	1		ı
At March 31, 2018	86,074	1,129,623	4,455,996	123,430	454,156	ı	6,249,279
Net Block							
At March 31, 2017	1	1,342,220	3,977,228	-	1	1	5,319,448
At March 31, 2018	5,931	2,860,481	5,907,435	473,453	4,026,029	598,000	13,871,329
Capital Work in Progress							
At March 31, 2016	•	1		r	1	1	ı
At March 31, 2017		,	•	1	•	1	i
Diadas as security against required non-convertible debentures	tible debentures						

<sup>\*</sup> Pledged as security against secured non-convertible debentures.





### NOTES TO FINANCIAL STATEMENTS FOR THE YEAR ENDED MARCH 31, 2018

### 11. Intangible Assets

Particulars	
(Rupees)	Software
Cost	
At March 31, 2016	-
Addition during the year	1,424,788
Deductions/adjustments during the year	_
At March 31, 2017	1,424,788
Addition during the year	
Deductions/adjustments during the year	
At March 31, 2018	1,424,788
Amortisation	
At March 31, 2016	-
Charge for the year	137,507
Deductions/adjustments during the year	-
At March 31, 2017	137,507
Charge for the year	284,958
Deductions/adjustments during the year	-
At March 31, 2018	422,465
Ned Die ei	
Net Block	
At March 31, 2017	1,287,281
At March 31, 2018	1,002,323
Capital Work in Progress	· · · · · · · · · · · · · · · · · · ·
At March 31, 2017	-
At March 31, 2018	-

### 12. Deferred Tax Asset

Particulars	March 31, 2018	March 31, 2017
raruculars	Rupees	Rupees
Deferred tax asset		
Provision on standard portfolio loans	32,751,665	16,480,982
Provision on sub-standard portfolio loans	37,490,084	386,579
Unamortised processing fee on portfolio loans	77,973,515	20,319,354
Unabsorbed carried forward losses	-	28,894,237
Provision for Section 43B items under Income tax Act, 1961	1,057,537	1,136,071
Preliminary expenses	3,296,000	4,944,000
A	152,568,801	72,161,223
Deferred tax liability		
Difference in depreciation as per financial statements and tax books	608,355	690,150
Unamortised borrowing costs	2,310,189	1,926,296
Unamortised loan origination costs on portfolio loans	43,935,415	11,233,784
Special Reserve created as per section 29C of NHB Act, 1987 and	7 (29 502	
claimed as deduction u/s 36 (1) (viii) of Income Tax Act, 1961	7,628,503	-
В	54,482,462	13,850,230
Net deferred tax assets (A-B)	98,086,339	58,310,993
Net deferred tax assets recognised	98,086,339	

The Company has recognised net deferred tax assets in the current year to the extent of virtual certainty supported by convincing evidence that sufficient taxable income will be available in future years against which such deferred tax asset can be realised. The composition of deferred tax asset is given above. No Deferred tax was created during the year ended 31 March 2017.





### NOTES TO FINANCIAL STATEMENTS FOR THE YEAR ENDED MARCH 31, 2018

### 13. Loan and Advances

Particulars	Non-eu	rre nt	Curre	ent
	March 31, 2018	March 31, 2017	March 31, 2018	March 31, 2017
	Rupees	Rupees	Rupees	Rupees
A Portfolio loans				
a. Secured, considered good*				
Housing	10,022,252,866	2,594,364,479	204,499,836	51,809,118
Non Housing	8,241,332,468	2,020,025,834	266,231,699	61,733,808
b. Secured, considered doubtful**				
Housing	233,456,579	7,339,992.38	-	-
Non Housing	53,814,002	106,822	-	-
Sub-Total	18,550,855,915	4,621,837,127	470,731,535	113,542,926
B Advances recoverable in cash or in				
kind or for value to be received				
Unsecured, considered good	3,261,154	552,019	-	304,176
Sub-Total	3,261,154	552,019	-	304,176
C Other loans and advances				
Advance Income Tax (net of provision for tax)	-	944,572	-	-
Prepaid expenses	-	-	4,925,886	1,565,026
Others	-	-	50,677,841	11,285,536
Sub-Total	-	944,572	55,603,727	12,850,562
D Capital advances				
Unsecured, considered good	-	598,000	-	_
Sub-Total Sub-Total	-	598,000		_
Total (A+B+C+D)	18,554,315,069	4,623,931,718	526,335,262	126,697,663

Loans granted by the Company are secured by equitable mortgage of the property.

- \* Represents standard assets in accordance with Company's asset classification policy (refer note 2.1 (e))
- \*\* Represents non-performing assets in accordance with Company's asset classification policy (refer note 2.1 (e))

No loans have been granted by the Company against the collateral of gold jewellery.

### 14. Other Assets

Particulars	Non C	urrent	Curi	rent
	March 31, 2018	March 31, 2017	March 31, 2018	March 31, 2017
	Rupees	Rupees	Rupees	Rupees
Non Current bank balances (refer note 17)	-	350,000,000	-	-
Unamortised ancillary cost of borrowings	4,045,481	4,147,721	2,629,822	1,418,321
Unamortised Portfolio loan Origination costs	104,671,123	29,483,263	22,280,493	2,976,816
Interest accrued and due				
On secured loans	-	<b>→</b>	16,664,493	2,250,131
Interest Accrued but not due				
On deposits placed with banks	-	-	28,881,953	4,493,624
On secured loans	-	<u>-</u> ]	129,343,488	32,005,136
Total	108,716,604	383,630,984	199,800,249	43,144,028





### NOTES TO FINANCIAL STATEMENTS FOR THE YEAR ENDED MARCH 31, 2018

### 15. Current Investments

Particulars	March 31, 2018	March 31, 2017
	Rupees	Rupees
Current investments (valued at lower of cost and fair value, unless stated otherwise)		
a) Unquoted: Certificate of deposits		
2,500 (March 31, 2017: 2,500) units of Rs 100,000 each of Axis Bank	245,418,730	247,069,365
2,500 (March 31, 2017: 7500) units of Rs 100,000 each of ICICI Bank	245,383,788	732,502,636
Nil (March 31, 2017: 2,500) units of Rs 100,000 each of HDFC Bank	-	247,245,094
Nil (March 31, 2017: 3,000) units of Rs 100,000 each of IDFC Bank	-	296,470,505
Nil (March 31, 2017: 2,500) units of Rs 100,000 each of Kotak Mahindra Bank	-	247,077,563
Nil (March 31, 2017: 2,500) units of Rs 100,000 each of Credit Suisse	-	246,955,781
Nil (March 31, 2017:4,000) units of Rs 100,000 each of SIDBI	-	376,666,059
Nil (March 31, 2017:5,000) units of Rs 100,000 each of NABARD	-	473,302,569
Total Value	490,802,518	2,867,289,572
Aggregate Amount of unquoted investment (at Cost Price Rs 475,031,250 (March 31, 2017; Rs		
2,865,720,650))	475,031,250	2,865,720,650

### 16. Trade Receivables

Particulars	Non Current		Current	
Ī	March 31, 2018	March 31, 2017	March 31, 2018	March 31, 2017
	Rupees Lakhs	Rupees Lakhs	Rupees Lakhs	Rupees Lakhs
Unsecured considered good unless otherwise stated				
- Debts outstanding for a period not exceeding six months from				
the date they are due for payment	-	-	2,775,390	_
Total	-	4	2,775,390	-

### 17. Cash and Bank Balances

Particulars	Non Cu	rent	Cur	rent
	March 31, 2018	March 31, 2017	March 31, 2018	March 31, 2017
	Rupees	Rupees	Rupees	Rupees
Cash and cash equivalents:				
Balances with banks				
- in Current accounts	-	_	34,874,980	50,336,123
- in fixed deposits with original maturity of			, ,	
less than 3 months	•	-	-	110,000,000
(A)	•	-	34,874,980	160,336,123
Other bank balances				
- in fixed deposits with original maturity for				
more than 12 months	-	350,000,000	506,723,756	100,000,000
- in fixed deposits with original maturity for		-		· · ·
more than 3 months but less than 12 months				
(B)	•	350,000,000	506,723,756	100,000,000
	-	350,000,000	541,598,736	260,336,123
Less: amount disclosed under non current assets				
(refer note14)	-	(350,000,000)	-	
Total ((A)+(B))	<b>-</b>	_	541,598,736	260,336,123





### NOTES TO FINANCIAL STATEMENTS FOR THE YEAR ENDED MARCH 31, 2018

### 18. Revenue from Operations

Particulars	For the year ended	For the year ended
	March 31, 2018	March 31, 2017
	Rupees	Rupees
Interest income		
Interest income on portfolio loans	1,191,732,724	209,233,870
Interest on bank deposits	34,340,524	12,515,956
Interest on investments	57,800,643	1,584,922
Other operating revenue		
Processing fees	22,834,139	3,414,221
Ancillary income from operations	34,662,205	6,078,914
Total	1,341,370,235	232,827,884

### 19. Other Income

Particulars	For the year ended	For the year ended
	March 31, 2018	March 31, 2017
	Rupees	Rupees
Profit on sale of current investments	23,510,100	23,659,095
Commission income	15,096,030	-
Miscellaneous income	112,936	57,580
Total	38,719,066	23,716,675

### 20. Employee Benefit expenses

Particulars	For the year ended	For the year ended
	March 31, 2018	March 31, 2017
	Rupees	Rupees
Salaries, bonus and allowances	279,793,988	143,126,502
Contribution to provident and other funds	10,049,541	4,356,832
Gratuity expense (refer note no. 31)	515,738	1,238,241
Staff welfare expenses	7,031,309	3,480,309
Total	297,390,576	152,201,883





### NOTES TO FINANCIAL STATEMENTS FOR THE YEAR ENDED MARCH 31, 2018

### 21. Other Expenses

Particulars	For the year ended	For the year ended
	March 31, 2018	March 31, 2017
	Rupees	Rupees
Printing and stationery	3,458,613	1,233,074
Rent	5,782,109	-
Rates and taxes	138,536	29,308
Business promotion expenses	3,530,811	7,603,103
Commission, brokerage & lead generation	19,955,304	3,926,810
Legal charges	451,156	1,544,656
Professional Charges (including collection & credit cost)	110,870,704	32,588,659
Courier charges	227,712	42,080
Repairs and maintenance		
Office premises	2,034,049	261,150
Others	412,775	96,041
Directors' sitting fees	2,048,728	1,580,250
Travelling and conveyance expenses	10,815,226	4,961,482
Telecommunication expenses	958,614	488,624
Payment to auditor (refer details below)	1,616,848	1,135,595
Training expenses	2,058,642	400,809
Fees and subscription	50,000	109,911
Miscellaneous expenses	1,459,571	3,651,628
Support service cost	76,784,545	40,470,782
Total	242,831,498	100,123,962
As auditor:		
Audit fee	926,500	776,878
Tax audit fee	163,500	110,983
Limited review	218,000	-
In other capacity:		
Other services (certification fees)	228,900	138,621
Reimbursement of expenses	79,948	109,114

### 22. Finance Costs

Particulars	For the year ended	For the year ended
	March 31, 2018	March 31, 2017
	Rupees	Rupees
Interest		
On loans from banks	413,656,923	56,611,349
On non-convertible debentures	140,427,406	-
On inter corporate deposits	_	10,356,166
Discount on commercial papers	35,346,630	5,867,310
Amortisation of ancillary borrowing costs	1,995,565	388,132
Financial and bank charges	12,280,118	2,971,699
Total	603,706,642	76,194,656





### NOTES TO FINANCIAL STATEMENTS FOR THE YEAR ENDED MARCH 31, 2018

### 23. Provision and write offs

Particulars	For the year ended	For the year ended
	March 31, 2018	March 31, 2017
	Rupees	Rupees
Bad debts & Write off	4,106,951	-
Provision against standard portfolio loans	47,014,224	46,648,472
Provision against sub standard portfolio loans	116,330,165	1,117,022
Total	167,451,340	47,765,494

### 24. Earnings Per Equity Share

Particulars	For the year ended	For the year ended
	March 31, 2018	March 31, 2017
	Rupees	Rupees
Profit after Tax	110,212,947	(121,846,335)
Weighted Avg. number of shares used in computing Basic EPS	195,273,443	89,908,187
Weighted Avg. number of shares used in computing Diluted EPS	195,273,443	89,908,187
Earnings per Share:		
Basic (Rs.)	0.56	(1.36)
Diluted (Rs.)	0.56	(1.36)
[Nominal value of shares Rs. 10 each (PY; Rs. 10)]		

### 25. Segment Reporting

The Company's main business is to provide loans for purchase or construction of residential houses. All other activities of the Company revolve around the main business. Since the business operations of the Company are primarily concentrated in India, the Company is considered to operate only in the domestic segment.

As the Company's business activity fall within a primary business segment, the financial statements are reflective of information required under the Accounting Standard 17 on Segment Reporting notified under section 133 of the Companies Act 2013 read together with paragraph 7 of the Companies (Accounts) Rule 2014 and the provisions of the Companies Act, 2013.





# NOTES TO FINANCIAL STATEMENTS FOR THE YEAR ENDED MARCH 31, 2018

### 26. Related Party Disclosures

As per the Accounting standard on 'Related party disclosures (AS 18)', the related parties of the Company with whom the Company has carried out transactions are as following:

Ultimate Holding Temasek	Temasek Holdings (Private) Limited (Holding Company of 'FFH')*
Company	Fullerton Financials Holdings Pte Ltd (FFH', Holding Company of 'Angelica')*
	Angelica Investments Pte Ltd, Singapore ('Angelica', Holding Company of 'FICCL')*
Holding Company Fullerton	Fullerton India Credit Company Limited ('FICCL', Holding Company)
Key Management	Mr. Rakesh Makkar, CEO and Whole time director since 16 March 2018
Personnel	Mr. Anand Natarajan, Managing Director till 06 March 2018*

<sup>\*</sup> No transactions during the year

These transactions were carried out in ordinary course of business and were at arm's length price.

In Rupees	Holding	Holding Company	Key Management Personnel	ant Personnel		Total
Transactions during the year	March 31,	March 31,	March 31,	March 31,	March 31,	March 31,
	2018	2017	2018	2017	2017	2017
Expenses as per Resource sharing agreement	79,548,395	43,193,875	B	1	79,548,395	43,193,875
Reimbursement of expense incurred on behalf of Company	1	•	1	-	-	•
Expenses paid by Company on behalf of other	3,388,098	3,487,308	1	•	3,388,098	3,487,308
Inter corporate loan received	•	500,000,000	ı	•	•	500,000,000
Inter corporate loan repayment	•	510,356,166	r	•	-	510,356,166
Fee for committed credit line	3,400,310	1,105,576	i	•	3,400,310	1,105,576
Issue of share capital (including securities premium)	•	3,000,000,010	•	t	•	3,000,000,010
Salary and employee benefits #						
Mr. Rakesh Makkar	•	•	778,838	ŧ	778,838	•
Balance outstanding as at the year end						
Other Payable (net)						
Fullerton India Credit Company Limited	19,741,314	5,322,498	ı		19,741,314	5,322,498





### NOTES TO FINANCIAL STATEMENTS FOR THE YEAR ENDED MARCH 31, 2018

Remuneration to key management personnel Mr. Anand Natarajan is paid by the Holding Company, hence no disclosures has been made by the Company.

# Managerial remuneration excludes provision for gratuity since it is provided on actuarial basis for the company as a whole.

### 27. Cash and cash equivalents for the purpose of cash flow statement

Particulars	March 31, 2018	March 31, 2017
	Rupees	Rupees
Cash and Bank Balance (refer note 15)	541,598,736	260,336,123
Less: Other bank balances (refer note 15)	506,723,756	100,000,000
Balance considered as Cash and Cash Equivalents for Cash Flow Statement	34,874,980	160,336,123

### 28. Contingent Liability and commitments

a) Contingent Liabilities: The Company doesn't have any contingent liabilities.

### b) Capital and other commitments

Estimated amount of contracts remaining to be executed on capital account and not provided for as at March 31, 2018 is Rs. 4,441,046 (March 31, 2017: Rs. 231,273).

Loans sanctioned not yet disbursed as at March 31, 2018 were Rs. 830,733,289 (March 31, 2017: Rs. 180,675,466).

### 29. Expenditure in Foreign currency

Particulars	March 31, 2018	March 31, 2017
	Rupees	Rupees
Director sitting fees	850,000	850,763

### 30. Employee Stock Appreciation Rights

Holding Company has an Employee Share based payment scheme, under which grants were made to employees of the Company as per details provided below:

	Grant 6	Grant 7	Grant 6A
Date of Grant	1 April 2016	1 April 2017	1 April 2017
Value of the Grant	Rs. 7,000,000	Rs. 25,125,000	Rs. 9,500,000
Performance Condition	Achievement PBT and	Achievement of PAT	Achievement of specific
	ROE targets as per	and ROE targets as per	targets
	approved business plan	approved business plan	
Graded Vesting (subject	Tranche I: 33% vesting	Tranche I: 33% vesting	Tranche I: 50% vesting
to achievement of	on 1st December 2019	on 1st December 2020	on 1st December 2020
performance condition	Tranche II: 33% vesting	Tranche II: 33% vesting	Tranche II: 50% vesting
given above)	on 1st December 2020	on 1st December 2021	on 1st December 2021
	Tranche III: 34% vesting	Tranche III: 34% vesting	3
	on 1st December 2021	on 1st December 2022	
Vesting period (including	Tranche I: 3 years 8	Tranche I: 3 years 8	Tranche I: 3 years 8



### NOTES TO FINANCIAL STATEMENTS FOR THE YEAR ENDED MARCH 31, 2018

performance period)	months	months	months
	Tranche II: 4 years 8	Tranche II: 4 years 8	Tranche II: 4 years 8
	months	months	months
	Tranche III: 5 years 8	Tranche III: 5 years 8	-
	months	months	
Exercise period	Within 30 days from each vesting date but not later than 2 years from the date of last vesting.		Within 30 days from each vesting date but not later than 3 years from the date of last vesting.
Method of Settlement	Cash Payout		

Fair value is computed using the method provided in the scheme for estimating the valuation of the grant which is linked to the Net Book Value of the Holding Company.

Adjustment has been made for the resignations during the year ended 31 March 2018 and the consequential impact of forfeiture of the grant.

The movement of the stock appreciation rights granted during the year is as under:

Particulars (No. of Options)	31 March 2018	31 March 2017
Grants Outstanding at beginning of Year	1,796,200	1,287,600
Options granted during Year	3,462,500	700,000
Options transferred during the year from Holding Company	2,326,125	
Grants forfeited on resignation of employees	2,400,100	
Grants lapsed during the year	632,500	-
Grants exercised	253,600	191,400
Grants outstanding – Unvested as on March 31, 2018	4,298,625	1,796,200
Grants outstanding -Vested and Exercisable as on March 31, 2018		-
Expense arising from the grants till March 31, 2018 (Rs.)	519,835	7,437,328

Summary for grants given to employees transferred from Holding company during the year ended March 31, 2018:

	Grant 4	Grant 5	Grant 6	Grant 7
Date of Grant	1 April 2014	1 April 2015	1 April 2016	1 April 2017
Value of the Grant	Rs. 7,500,000	Rs. 7,500,000	7,500,000	Rs 6,000,000
Performance Condition	Achievement of Profit (ROE) targets as per ap		Return on Equity	Achievement of PAT & ROE targets as per approved plan
Graded Vesting (subject to achievement of	Tranche I: 33% vesting on 1st December 2017	Tranche I: 33% vesting on 1st December 2018	Tranche I: 33% vesting on 1st December 2019	Tranche I: 33% vesting on 1st December 2020
performance condition given above)	Tranche II: 33% vesting on 1st December 2018	Tranche II: 33% vesting on 1st December 2019	Tranche II: 33% vesting on 1st December 2020	Tranche II: 33% vesting on 1st December 2021
	Tranche III: 34% vesting on 1st December 2019	Tranche III: 34% vesting on 1st December 2020	Tranche III: 34% vesting on 1st December 2021	Tranche III: 34% vesting on 1st December 2022
Vesting period (including	Tranche I: 3 years 8 months	Tranche I: 3 years 8 months	Tranche I: 3 years 8 months	Tranche I: 3 years 8 months
performance period)	Tranche II: 4 years 8 months	Tranche II: 4 years 8 months	Tranche II: 4 years 8 months	Tranche II: 4 years 8 months
	Tranche III: 5 years 8	Tranche III: 5 years	Tranche III: 5 years	Tranche III: 5 years 8

### NOTES TO FINANCIAL STATEMENTS FOR THE YEAR ENDED MARCH 31, 2018

	months	8 months	8 months	months
Exercise period	Within 30 days from ea	ich vesting date but no	ot later than 2 years from	the date of last vesting.
Method of	Cash Payout		,	
Settlement				

Summary for grants given to employees transferred from Holding company during the year ended March 31, 2017:

	Grant 1	Grant 2	Grant 3	Grant 4	Grant 5
Date of Grant	30 November 2011	1 April 2013	1 April 2013	1 April 2014	1 April 2015
Value of the Grant	Rs. 1,200,000	Rs. 2,800,000	Rs. 3,000,000	Rs. 4,000,000	Rs. 4,000,000
Performance	Achievement of Pr	ofit before tax (PBT)	and Return on Equit	ty (ROE) targets as pe	er approved
Condition	business plan				
Graded Vesting	Tranche I: 33%	Tranche I: 33%	Tranche I: 33%	Tranche I: 33%	Tranche I: 33%
(subject to	vesting on 1st	vesting on 1st	vesting on 1st	vesting on 1st	vesting on 1st
achievement of	December 2013	December 2015	December 2016	December 2017	December 2018
performance	Tranche II: 33%	Tranche II: 33%	Tranche II: 33%	Tranche II: 33%	Tranche II: 33%
condition given	vesting on 1st	vesting on 1st	vesting on 1st	vesting on 1st	vesting on 1st
above)	December 2014	December 2016	December 2017	December 2018	December 2019
	Tranche III: 34%	Tranche III: 34%	Tranche III: 34%	Tranche III: 34%	Tranche III: 34%
	vesting on 1st	vesting on 1st	vesting on 1st	vesting on 1st	vesting on 1st
	December 2015	December 2017	December 2018	December 2019	December 2020
Vesting period	Tranche I: 2	Tranche I: 2 years	Tranche I: 3	Tranche I: 3 years	Tranche I: 3 years
(including	years	8 months	years 8 months	8 months	8 months
performance	Tranche II: 3	Tranche II: 3	Tranche II: 4	Tranche II: 4	Tranche II: 4
period)	years	years 8 months	years 8 months	years 8 months	years 8 months
	Tranche III: 4	Tranche III: 4	Tranche III: 5	Tranche III: 5	Tranche III: 5
	years	years 8 months	years 8 months	years 8 months	years 8 months
Exercise period	Within 30 days fro	m each vesting date b	out not later than 2 years	ears from the date of	last vesting except
	for Grant 1 where period is 3 years				
Method of	Cash Payout	Cash Payout			
Settlement					

The estimated fair value of the grant at a notional value of Rs. 10 per unit (as at the date of grant) is as below:

Particulars	Grant 1	Grant 2	Grant 3	Grant 4	Grant 5	Grant 6	Grant 7	Grant 6A
As at 31 March 2018	Rs. 32.35	Rs. 23.20	Rs. 23.20	Rs. 19.76	Rs. 15.96	Rs. 12.54	Rs. 11.39	Rs. 11.39
As at 31 March 2017	Rs. 27.56	Rs. 19.97	Rs. 19.97	Rs. 17.01	Rs. 13.74	Rs. 10.89	Nil	Nil
As at 31 March 2016	Rs. 24.97	Rs. 18.22	Rs. 18.22	Rs. 15.52	Rs. 12.54	Nil	Nil	Nil
As at 31 March 2015	Rs. 19.49	Rs. 14.53	Rs. 14.53	Rs. 12.38	Nil	Nil	Nil	Nil
As at 31 March 2014	Rs. 15.36	Rs. 11.74	Rs. 11.74	Nil	Nil	Nil	Nil	Nil
As at 31 March 2013	Rs. 12.78	Nil						
As at 31 March 2012	Rs. 10.42	Nil						
Exercise price Vest 1	Rs. 12.78	Rs. 14.53	Rs. 18.22	Rs. 17.01	Nil	Nil	Nil	Nil
Exercise price Vest 2	Rs. 15.36	Rs. 18.22	Rs. 19.97	Nil	Nil	Nil	Nil	Nil
Exercise price Vest 3	Rs. 19.49	Rs. 19.97	Nil	Nil	Nil	Nil	Nil	Nil

### 31. Retirement and other employee benefits

The Company has a defined benefit gratuity plan. Every employee who has completed five years or more of service gets a gratuity on departure at 15 days salary (last drawn salary) for each completed year of service.

The following tables summaries the components of net benefit expense recognised in the Statement of Profit and Loss and the amounts recognised in the balance sheet for the plan.



### NOTES TO FINANCIAL STATEMENTS FOR THE YEAR ENDED MARCH 31, 2018

### Statement of Profit and Loss

Gratuity expense (recognised in Employee benefit expense):

Particulars	March 31, 2018 Rupees	March 31, 2017 Rupees
Current service cost	1,208,430	546,704
Interest cost on benefit obligation	159,754	79,066
Net actuarial (gain)/loss recognised in the year Liability Transferred In / Acquisitions	(852,446)	612,471
Past service cost	-	
Net Benefit Expense	515,738	1,238,241

### **Balance Sheet**

Details of Provision for gratuity:

Particulars	March 31, 2018 Rupees	March 31, 2017 Rupees
Defined benefit obligation	4,972,642	2,253,211
Less: Unrecognised Past Service Cost	-	-
Plan asset/(liability)	4,972,642	2,253,211

Changes in the present value of the defined benefit obligation are as follows:

Particulars	March 31, 2018 Rupees	March 31, 2017 Rupees
Opening defined benefit obligation	2,253,211	1,014,970
Interest cost	159,754	79,066
Current service cost	1,208,430	546,704
Benefits paid	-	-
Actuarial (gains)/losses on obligation	(852,446)	612,471
Liability Transferred In / Acquisitions	2,203,693	-
Closing defined benefit obligation	4,972,642	2,253,211

The principal assumptions used in determining gratuity liability for the Company's plans are shown below:

Particulars	March 31, 2018	March 31, 2017
Discount rate	6.93%	7.09%
Employee attrition	Category 1, Basic salary upto Rs. 1,20,000/- For service 4 years and below 61.30% p.a. For service 5 years and above 2.00% p.a. Category 2, Basic salary more than Rs. 1,20,000/- For service 4 years and below 43.50% p.a. For service 5 years and above 2.00% p.a.	For service 4 years and below 25.30% p.a. For service 5 years and above 2.00% p.a.
Salary escalation	10.00%	10.00%

The estimates of future salary increases, considered in actuarial valuation, take account of inflation, seniority, promotion and other relevant factors, such as supply and demand in the employment market.

Amounts for the current period and previous periods are as follows:

Particulars	March 31, 2018	March 31, 2017	March 31, 2016	March 31, 2015	March 31, 2014
	Rupees	Rupees	Rupees	Rupees	Rupees
Defined benefit obligation	4,972,642	2,253,211	10,14,970	_	
Plan assets	7, ,,	-	-		y salidi.
Surplus/(deficit)	(4,972,642)	(2,253,211)	(10,14,970)	-	The authors for Vivi



Bl

### NOTES TO FINANCIAL STATEMENTS FOR THE YEAR ENDED MARCH 31, 2018

Experience adjustments on plan	-	-	-	-	-	
liabilities						

32. Based on information available with the Company, there are no amounts payable to Small Scale Industrial Undertakings and Micro, Small and Medium Enterprises under the Micro, Small and Medium Enterprises Development Act, 2006, (MSMEDA) as on the balance sheet date. This information has been relied upon by the statutory auditors.

Sr No	Particulars	31 March 2018 Rupees	31 March 2017 Rupees
1	The principal amount and the interest due thereon (to be shown separately) remaining unpaid to any supplier as at the end of each accounting year	-	-
2	The amount of interest paid by the buyer in terms of section 16 of the Micro Small and Medium Enterprise Development Act, 2006, along with the amounts of the payment made to the supplier beyond the appointed day during each accounting year	-	-
3	The amount of interest due and payable for the period of delay in making payment (which have been paid but beyond the appointed day during the year) but without adding the interest specified under Micro Small and Medium Enterprise Development Act, 2006.	-	-
4	The amount of interest accrued and remaining unpaid at the end of each accounting year;	-	-
5	The amount of further interest remaining due and payable even in the succeeding years, until such date when the interest dues as above are actually paid to the small enterprise for the purpose of disallowance as a deductible expenditure under section 23 of the Micro Small and Medium Enterprise Development Act, 2006.	-	-

### 33. Support service cost

During the year, the Company carried out its operations out of premises leased by Fullerton India Credit Company Limited, the Holding Company. The Company has entered into resource sharing agreement with the Holding Company, as per which Holding Company has agreed to share premises and other resources and thereby to facilitate achieve economies of scale and avoid duplication. The reimbursement of cost is calculated on the basis of number of employees, area occupied, time spent by employees for other companies, actual identification, etc.

During the year Company has been charged with INR 79,548,395 (including GST) (Previous year INR 43,193,875) on account of above mentioned arrangement.

34. Below disclosures for SBN relates to specific period as notified, however no such details required in current financial year 2017-18.

Details of Specified Bank Notes (SBN) held and transacted during the period from 8th November, 2016 to 30th December, 2016 as required by notification no. G.S.R 308 (E) dated March 30, 2017

	SBNs	Other denomination notes	Total
	(A)	(B)	(C)
Closing cash in hand as on 08.11.2016	22,000	61	22,061
(+) Permitted receipts	-	599,277	599,277
(-) Permitted payments	-	-	_
(-) Amount deposited in Banks	22,000*	599,338	621,338
Closing cash in hand as on 30.12.2016	-	-	_





### NOTES TO FINANCIAL STATEMENTS FOR THE YEAR ENDED MARCH 31, 2018

Note: In addition to the above, amount of INR 9,000 was deposited by borrowers of the Company, towards loan obligations, in the collection bank accounts of the Company during the period 8 November 2016 to 30 December 2016.

### 35. Corporate Social Responsibility (CSR) expenses

Gross amount required to be spent by the Company during the year: Nil

The average of profits for last three years is a loss, hence no amount was required to be spent on CSR activities.

### 36. Disclosure required by Insurance Regulatory and Development Authority (IRDA)

Disclosure as per Schedule VI B for insurance commission income earner during the year ended:

ICICI Lombard General Insurance Company Ltd.

Rupees 15,096,030/- for FY 18 (FY 17: Nil)

37. There was no amount due and outstanding to be credited to Investor Education and Protection Fund as at March 31st, 2018.

### 38. Disclosures as required by NHB Directions 2010 and circular no. NHB/ND/DRS/Pol-No.35/2010-11 dated October 11, 2010, issued by National housing Bank

### a) Capital to Risk Assets ratio (CRAR)

Items	Particulars	March 31, 2018	March 31, 2017
_i)	CRAR (%)	24.15%	93.99%
ii)	CRAR - Tier I Capital (%)	23,48%	92.74%
iii)	CRAR - Tier II Capital (%)	0.67%	1.25%
iv)	Amount of subordinated debt raised as Tier-II capital	-	-
v)	Amount raised by issue of Perpetual Debt Instruments	_	

### b) Reserve Fund u/s 29C of NHB Act, 1987

Please refer note 4

### c) Details of Investments

Sr. No.	Particulars	March 31, 2018	March 31, 2017
		Rupees	Rupees
A	Value of Investments		-
(i)	Gross Value of Investments		
(a)	In India	490,802,518	2,867,289,572
(b)	Outside India,	-	-
(ii)	Provisions for Depreciation		***
(a)	In India	-	-
(b)	Outside India,	-	-
(iii)	Net Value of Investments		
(a)	In India	490,802,518	2,867,289,572
(b)	Outside India,	-	-
В	Movement of provisions held towards depreciation		
	on investments		
(i)	Opening balance	-	-
(ii)	Add: Provisions made during the year	-	-
(iii)	Less: Write-off/write-back of excess provisions	-	-
	during the year		
(iv)	Closing balance	-	-





### NOTES TO FINANCIAL STATEMENTS FOR THE YEAR ENDED MARCH 31, 2018

### d) Derivatives

The Company has not entered into any forward rate agreements, interest rate swaps, exchange traded interest rate derivatives. Hence, no disclosure is made for the same

### e) Securitisation, Direct assignment, Financials assets sale and purchase

- i) The Company has not entered into any agreement for securitisation and direct assignment. Hence, no disclosure is made for the same
- ii) The Company has not entered into any agreement for sale or purchase of financial assets. Hence, no disclosure is made for the same

### f) Assets Liability Management (Maturity pattern of certain items of Assets Liabilities)

Particulars	Advance	s*	Investme	nts**	Borrowi	ngs
	March 31, 2018	March 31, 2017	March 31, 2018	March 31, 2017	March 31, 2018	March 31, 2017
Up to 30/31 days	4,186,306	453,525	540,571,285	2,977,289,572	-	-
Over 1 month upto 2 Months	46,599,057	7,941,527	-	-	296,196,445	-
Over 2 months upto 3months	50,939,345	9,924,004	_	_	-	-
Over 3 months & up to 6 months	141,671,145	30,462,744	350,000,000	100,000,000	302,083,333	-
Over 6 Months & up to 1 year	227,335,682	64,761,125	106,954,989	350,000,000	1,387,976,161	362,563,310
Over 1 year & up to 3 years	1,182,786,414	275,476,294	-	-	6,823,366,667	1,866,666,667
Over 3 years & up to 5 years	1,490,122,338	349,011,338	-	-	4,430,833,333	1,233,333,333
Over 5 years & up to 7 years	1,839,257,930	443,577,424	. <b>-</b>		-	-
Over 7 years & up to 10 years	3,395,890,609	836,477,115	-	-	-	-
Over 10 years	10,525,351,437	2,716,177,933	_		-	_
Total	18,904,140,263	4,734,263,031	997,526,274	3,427,289,572	13,240,455,940	3,462,563,310

<sup>\*</sup> Represents interest bearing portfolio loans

In computing the above information, certain estimates and adjustments have been made by the management which are consistent with the guidelines provided by National Housing Bank.





<sup>\*\*</sup>Investments includes deposit with banks

### NOTES TO FINANCIAL STATEMENTS FOR THE YEAR ENDED MARCH 31, 2018

### g) Exposures

### i) Exposure to real estate sector

Sr.no.	Particulars	March 31, 2018	March 31, 2017
		Rupees	Rupees
a)	Direct exposure		
i)	Residential Mortgages - Lending fully secured by		
	mortgages on residential property that is or will be		
	occupied by the borrower or that is rented		
a	Individual housing loan upto Rs. 15 lakhs	2,396,571,304	587,133,306
b	Other	15,890,423,490	3,751,843,764
ii)	Commercial Real Estate - Lending secured by mortgages		
	on commercial real estates (office buildings, retail space,		
	multi-purpose commercial premises, multi-family		
	residential buildings, multi-tenanted commercial premises,	880,600,637	430,658,250
	industrial or warehouse space, hotels, land acquisition,		
	development and construction, etc.). Exposure would also		
	include non-fund based limits		
iii)	Investments in Mortgage Backed Securities (MBS) and		
	other securitised exposures -		
a	Residential	_ ]	-
b	Commercial Real Estate	_	-
b)	Indirect exposure		
	Fund based and non-fund based exposures on National	-	
	Housing Bank (NHB) and Housing Finance Companies		
	(HFCs)		

### ii) Exposure to capital market

The Company has no exposure to the capital markets directly or indirectly in the current and previous year.

### iii) Details of financing of parent company products

The Company does not finance any of it's holding/parent company products.

### iv) Details of Single Borrower Limit (SGL) / Group Borrower Limit (GBL) exceeded by the NBFC

The Company has not lent / invested / lent and invested in any borrower / group of borrower in excess of limits prescribed by the NHB.

### v) Unsecured advances

Refer note 13 for unsecured advances. The Company has not given any advances against the rights, licenses, authorizations, etc.

vi) During the year no non-performing financial assets were purchased / sold.

### h) Registration with other financial sector regulator

Name of Regulator	Status	Registration details
Insurance Regulatory and Development	Corporate Agent	CA0492 valid till April 30, 2020
Authority (IRDA)		<u>-</u>

- i) No penalties imposed by NHB and any regulator during the current year and previous year.
- j) Refer note 26 for related party transactions during the current and previous year.





### NOTES TO FINANCIAL STATEMENTS FOR THE YEAR ENDED MARCH 31, 2018

### k) Ratings assigned by credit rating agencies and migration of ratings during the year

		2017-18	2016-17
Partic	ulars	CARE	CARE
LT	NCD / SD	AA+	AA+
	TL	AA+	AA+
ST	STD	A1+	A1+
	СР	A1+	A1+

LT - Long Term

ST - Short Term

NCD - Non Convertible Debentures

CP - Commercial Paper

TL - Term Loan

STD - Short Term Debt

There were no migrations of ratings during the year. All the ratings are subject to annual surveillance.

### 1) Net Profit or Loss for the period, prior period items and changes in accounting policies.

Refer Statement of Profit and Loss for profit or loss in the current and the previous year. The accounting policies followed in preparation of financial statements are consistent with those of the previous year.

m) Revenue has been recognised in accordance with the revenue recognition policy of the Company and there are no deviations to the same (refer note 2).

### n) Break up of 'Provisions and Contingencies' shown under the head Expenditure in the Statement of Profit and Loss

Break up of 'Provisions and Contingencies' shown under the head Expenditure in Profit and Loss Account	March 31, 2018	March 31, 2017
1. Provisions for depreciation on Investment	-	<u>.</u>
2. Provision made towards Income tax	52,368,486	_
3. Provision towards Sub standard portfolio loans	116,330,165	1,117,022
4. Provision for Standard portfolio loans	<b>1</b>	, ,
Housing	24,507,159	26,404,478
Non Housing (incl. CRE)	22,507,065	20,243,993
5. Other Provision and Contingencies	-	- -
Total	215,712,875	47,765,494





### NOTES TO FINANCIAL STATEMENTS FOR THE YEAR ENDED MARCH 31, 2018

The total provision carried by the Company in terms of paragraph 29 (2) of the Housing Finance Companies (NHB) Directions, 2010 and the National Housing Bank (NHB) circular no. NHB (ND) / DRS / pol-no. 09/2004-05 dated 18 May 2005 in respect of Housing and Non-Housing Ioans is as follows:

Break up of Loan & Advances and	Hou	sing	Non H	ousing
Provisions thereon	March 31, 2018	March 31, 2017	March 31, 2018	March 31, 2017
Standard Assets				
a) Total Outstanding Amount	10,226,752,702	2,646,173,597	8,507,564,167	2,081,759,642
b) Provisions made	50,884,544	26,461,736	43,751,565	20,817,596
Sub-Standard Assets				
a) Total Outstanding Amount	233,456,579	7,339,992	53,814,002	106,822
b) Provisions made	103,924,825	1,100,999	13,522,362	16,023
Doubtful Assets - Category-I				
a) Total Outstanding Amount	-	-	-	-
b) Provisions made	-	-	-	-
Doubtful Assets - Category-II				, , , , , , , , , , , , , , , , , , , ,
a) Total Outstanding Amount	_	-	-	-
b) Provisions made	-	-	-	-
Doubtful Assets - Category-III				.,, .,,
a) Total Outstanding Amount	_	-	_	-
b) Provisions made	-	-	-	_
Loss Assets				W-8
a) Total Outstanding Amount	-	-	-	_
b) Provisions made	_	-	_	-
TOTAL				
a) Total Outstanding Amount	10,460,209,281	2,688,194,461	8,561,378,169	2,047,185,592
b) Provisions made	154,809,369	27,562,735	57,273,927	20,833,620

### o) Draw down from reserves

The Company has not withdrawn any amount from any of the reserves during the year ended March 31, 2018 (Previous year: Nil)

### p) Concentration of Deposits, Advances, Exposures and NPAs

### (i) Concentration of Deposits

The Company has not accepted any deposits during the current and previous year. Also there are no outstanding deposit from earlier years.

(ii) Concentration of Advances	March 31, 2018	March 31, 2017
	Rupees	Rupees
Total advances to twenty largest borrowers	982,566,816	540,721,469
Percentage of advances to twenty largest borrowers to total advances of the Company	5%	11%

(iii) Concentration of Exposures	March 31, 2018   March 31, 201	
	Rupees	Rupees
Total exposure to twenty largest borrowers / customers	988,460,823	543,499,792





### NOTES TO FINANCIAL STATEMENTS FOR THE YEAR ENDED MARCH 31, 2018

Percentage of exposures to twenty largest borrowers / customers to Total Exposure of the Company on borrowers / customers	5%	11%
(iv) Concentration of Non Performing Accounts	March 31, 2018	March 31, 2017
	Rupees	Rupees
Total Exposure to top ten NPA accounts	120,386,804	7,446,814

(v) Sector-wise Non performing accounts		Percentage of NPAs to Total Advances in that sector	
Sr. No.	Sector	March 31, 2018	March 31, 2017
A	Housing Loans		, , , , , , , , , , , , , , , , , , , ,
1	Individuals	2.2%	0.3%
2	Buider/Project loans		J.5 7 0
3	Corporates	_	. <u>-</u>
4	Others	_	_
В	Non Housing Loans		
1	Individuals	0.6%	_
2	Buider/Project loans	_	_
3	Corporates	_	_
4	Others	_	_

### q) Movement of NPAs, provision, net NPA

Sr. No.	Particulars	March 31, 2018	March 31, 2017	
		Rupees	Rupees	
(i)	Net NPA to Net Advances (%)	0.90%	0.13%	
(ii)	Movement in Gross NPAs			
	(a) Opening Balance	7,446,814	_	
	(b) additions during the year	294,516,524	7,467,308	
	Sub Total (A)	301,963,339	7,467,308	
	(a) Up gradations	12,239,561	_	
	(b) Recoveries	629,442	20,494	
	(c) Write-Offs	1,823,755	-	
	Sub Total (B)	14,692,758	20,494	
	Gross NPAs as on 31 Mar (A-B)	287,270,581	7,446,814	
(iii)	Movement in provisions for NPAs			
	(a) Opening Balance	1,117,022	_	
	(b) Provisions made during the year	119,182,852	1,120,096	
	(c) Write off / Write back of excess provisions	2,852,687	3,074	
	(d) Closing Balance	117,447,187	1,117,022	
(iv)	Movement in Net NPAs			
	(a) Opening Balance	6,329,792	_	
	(b) additions during the year	175,333,672	6,347,212	
	(c) Reductions during the Year	11,840,071	17,420	
	(d) Closing Balance	169,823,393	6,329,792	

- r) The Company has not invested in any overseas assets in the current and previous year. Also there are no outstanding investments from earlier years.
- s) The Company has not sponsored any off-Balance Sheet SPV in the current and previous year which are required to be consolidated as per accounting norms. Also there are no outstanding investments from earlier years.





### NOTES TO FINANCIAL STATEMENTS FOR THE YEAR ENDED MARCH 31, 2018

t) In terms of requirement of NHB's Circular No. NHB(ND)/DRS/Pol.Circular.61/2013-14 dated April 7, 2014 following information on Reserve Fund under section 29C of the National Housing Bank Act, 1987 is provided:

Particulars		As at March 31, 2018	As at March 31, 2017
	Balance at the beginning of the year		
a)	Statutory Reserve u/s 29C of the NHB Act, 1987*	_	_
b)	Amount of Special Reserve u/s 36(1)(viii) of Income Tax Act, 1961 taken into account for the purposes of Statutory Reserve u/s 29C of the NHB Act, 1987	-	-
		-	_
	Addition / Appropriation / Withdrawal during the year		
	Add:		
a)	Amount transferred u/s 29C of the NHB Act, 1987*	22,042,600	_
b)	Amount of Special Reserve u/s 36(1)(viii) of Income Tax Act, 1961 taken into account for the purposes of Statutory Reserve u/s 29C of the NHB Act, 1987		-
	Less:		
a)	Amount transferred u/s 29C of the NHB Act, 1987*	_	
b)	Amount of Special Reserve u/s 36(1)(viii) of Income Tax Act, 1961 taken into account for the purposes of Statutory Reserve u/s 29C of the NHB Act, 1987	-	-
		22,042,600	-
	Balance at the end of the year	- ***	
a)	Statutory Reserve u/s 29C of the NHB Act, 1987*	22,042,600	<u>-</u>
b)	Amount of Special Reserve u/s 36(1)(viii) of Income Tax Act, 1961 taken into account for the purposes of Statutory Reserve u/s 29C of the NHB Act, 1987	-	-
		22,042,600	-

<sup>\*</sup>As per Section 29C of the National Housing Bank Act, 1987, the Company is required to transfer at least 20% of its net profits every year to a statutory reserve before any dividend is declared. The Special Reserve created as per Section 29C of the NHB Act, 1987, qualifies for deduction as specified u/s 36 (1) (viii) of the Income Tax Act, 1961 and accordingly Company has been availing tax benefits for such transfers.

### u) Details of fraud reported is given below

Particulars Particulars	For the year ended March 31, 2018	For the year ended March 31, 2017
Amount involved	1,823,755	
Amount recovered	_	-
Amount written off/provided	1,823,755	-
Balance	-	_



### NOTES TO FINANCIAL STATEMENTS FOR THE YEAR ENDED MARCH 31, 2018

### v) Disclosure on complaints

(a)	No. of complaints pending at the beginning of the year	_
(b)	No. of complaints received during the year	10
(c)	No. of complaints redressed during the year	7
(d)	No. of complaints pending at the end of the year	3

39. The Company has reclassified/regrouped previous year figures to conform to current year's classification, where applicable.

For BSR & Co. LLP

**Chartered Accountants** 

Firm's Registration No: 101248W/W-100022

**Partner** 

Membership No: 100564

For and on behalf of the Board of Directors of

Fullerton India Home Finance Company Limited

Anindo Mukherjee

Chairman DIN: 00019375

DIN: 01225230

Pankaj Malik

Jitendra Maheshwari Chief Financial Officer **Company Secretary** ICSI Reg No.: A-19621

> Place: Mumbai Date: May 17, 2018

Rakesh Makkar

CEO & Whole time Director

Place: Mumbai Date: May 17, 2018

