

**LIC HOUSING FINANCE LIMITED**  
(A Public Limited Company incorporated under the Companies Act, 1956)

**FORM NO PAS - 4**

**PRIVATE PLACEMENT OFFER LETTER (For NCD Tranche 323)**

*[Pursuant to section 42 and rule 14(1) of Companies (Prospectus and Allotment of Securities) Rules, 2014]*

**1) GENERAL INFORMATION**

**a. Name, address, website and other contact details of the company indicating both registered office and corporate office;**

**Name of the Company: LIC HOUSING FINANCE LIMITED**

CIN No: L65922MH1989PLC052257

Website: [www.lichousing.com](http://www.lichousing.com)

Contact Details: 022 22178600

**Registered Office of the Company:**

LIC Housing Finance Limited  
Bombay Life Building, 2<sup>nd</sup> Floor,  
45/47 Veer Nariman Road, Fort, Mumbai 400 001  
Tel no: 22049799 Fax no: 22049839  
Email: [lichousing@lichousing.com](mailto:lichousing@lichousing.com)

**Corporate Office:**

LIC Housing Finance Limited  
131 Maker Tower "F" Premises,  
13<sup>th</sup> Floor, Cuffe Parade, Mumbai 400 005.  
Tel no: 22178600 Fax no: 22178777

**b. Date of Incorporation of the company: on 19<sup>th</sup> June 1989**

**c. Business carried on by the company and its subsidiaries with the details of branches or units, if any;**

LIC Housing Finance Limited is the leading Housing Finance Company in India. The main Object of the Company is to carry on the business of providing long term finance to any person or persons, company or corporation, society or association, enabling such borrowers to construct or purchase a house or flat for residential purposes, upon such security and such terms and conditions as LICHFL may deem fit and to also provide long term finance to persons engaged in the business of construction of houses or flats for residential/Commercial purpose upon such terms and conditions as LICHFL may think fit and proper.

Since the start of business, LIC Housing Finance has sanctioned individual loans worth Rs. 2,14,250.26 crores (cumulative) and disbursed loans worth Rs. 2,03,440.90 crores. As at 31.3.2016 the outstanding loan portfolio for individual borrowers stands at Rs. 1,21,872.89 crores.

The Company has an extensive marketing network in India- 233 marketing units as on 31.03.2016 and 2 offshore offices in Dubai & Kuwait. It appointed Direct Sales Agents (DSAs) and Home Loan Agents (HLAs) to extend its reach. The total number of DSAs, HLAs, & CRAs is around 13668 as on 31.03.2016

**Vision & Mission of the Company**

The company's vision is to "be the best housing finance company in the country"

The company's mission is to "provide secured housing finance at an affordable cost, maximizing shareholders' value with higher customer sensitivity

**Values of the Company**

- Transformation into Knowledge Organization: The Company is committed to the growing use and sharing of knowledge as a driver of business success. The company takes all decisions based on merit and a respect for sound judgment.



- **Sense of Ownership:** The Company believes that superior performance comes with a feeling of ownership and ownership comes from aggressive delegation and empowerment.
- **Quality and Autonomy in Operations:** The Company is committed to an aggressive delegation in decision making whereby relevant initiatives can be taken closest to the customer.
- **Fair & Transparent Business Practices:** Ethics and transparency form the basis of business of LIC Housing Finance. On the macro level, the company complies with all the laws of the lands in which it operates, on the micro level; the company respects the dignity of each individual.

#### List of subsidiaries;

##### 1. LICHFL Care Homes Limited:

LICHFL Care Homes Limited, a wholly owned subsidiary of LIC Housing Finance Limited, the basic purpose of establishing the Company was to establish and operate assisted community living centers for the senior citizens.

##### 2. LICHFL Financial Services Limited :

LICHFL Financial Services Limited was formed for undertaking non fund based activities like marketing of housing loans, insurance products (life insurance and general insurance), credit cards, mutual funds, fixed deposits etc.

##### 3. LICHFL Trustee Company Private Limited :

LICHFL Trustee Company Private Limited was incorporated for carrying on activities as a trustee to venture capital trusts and funds.

##### 4. LICHFL Asset Management Company Limited:

LICHFL Asset Management Company Limited was incorporated for undertaking the business of managing, advising, administering venture/mutual funds, unit trusts, investment trusts set up, formed or established in India or abroad and to act as financial and investment advisor.

#### d. Brief particulars of the management of the company;

The details of Key Managerial personnel;

|                              |   |
|------------------------------|---|
| 1. Ms. Sunita Sharma         | Managing Director & Chief Executive Officer |
| 2. Shri. Nitin K. Jage       | General Manager & Company Secretary         |
| 3. Shri. Ajith Kumar L       | General Manager                             |
| 4. Shri. L.C.Meena           | General Manager                             |
| 5. Shri. Gurmel Singh Parmar | General Manager                             |
| 6. Shri P. Narayanan         | CFO   |
| 7. Ms. Kiron Singh           | General Manager                             |
| 8. Shri. Sudipto Sil         | Deputy CFO                                  |
| 9. Shri. Nikhil Jain         | Chief Manager                               |
| 10. Ms. Purti Samant         | Chief Manager                               |
| 11. Shri. N Mahesh           | Chief Manager                               |

#### e. Names, addresses, DIN and occupations of the directors;

| Name, Designation & DIN             | Age | Business Address   | Director of the Company since           | Disclosure of Interest                              |
|-------------------------------------|-----|--|---|---|
| Shri V. K. Sharma<br>DIN - 02449088 | 58  | LIC of India,<br>'Yogakshema'<br>Central Office, 7th floor,<br>Jeevan<br>Bima Marg, Nariman<br>Point, 400 021. | Chairman of<br>Co. since-<br>27.09.2016 | Infrastructure Leasing & Financial<br>Services Ltd. |
|                                     |     |  |   | LIC of India  |
|                                     |     |  |   | LIC Pension Fund Ltd.                               |
|                                     |     |  |   | ACC Limited   |
|                                     |     |  |   | ICICI Bank Ltd.                                     |

|  |    |   |   |  |
|--|----|---|---|--|
|  |    |   |   | LIC Mutual Fund Asset Management Ltd.  |
|  |    |   |   | LIC Cards Services Ltd.  |
|  |    |   |   | LIC (International) BSC (C ) Bahrain   |
|  |    |   |   | Life Insurance Corporation (LIC) of Bangladesh Ltd.  |
|  |    |   |   | LIC Golden Jubilee Foundation  |
| <b>Ms. Usha Sangwan</b><br>DIN 02609263      | 57 | LIC of India,<br>'Yogakshema'<br>Central Office, 7th floor,<br>Jeevan<br>Bima Marg, Nariman<br>Point,<br>400 021.                   | Director since<br>23.06.2016  | LIC of India   |
|  |    |   |   | Ambuja Cements Ltd.  |
|  |    |   |   | Axis Bank Ltd.   |
|  |    |   |   | BSE Ltd.   |
|  |    |   |   | Voltas Ltd.  |
|  |    |   |   | LIC Card Services Ltd.   |
|  |    |   |   | Life Insurance Corporation (Singapore) Pte Ltd.  |
|  |    |   |   | Life Insurance Corporation (Lanka) Ltd.  |
|  |    |   |   | General Insurance Corporation of India   |
|  |    |   |   | National Insurance Academy   |
|  |    |   |   | LIC Golden Jubilee Foundation  |
|  |    |   |   | LIC of India (Regular Part-time employees) Pension Fund  |
|  |    |   |   | Life Insurance Corporation (Nepal) Ltd.  |
| <b>Ms. Sunita Sharma</b><br>DIN 02949529     | 56 | LIC Housing Finance Limited<br>Corporate office, 131<br>Maker<br>Tower, 'F' Wing, 13th<br>Floor,<br>Cuffe Parade, Mumbai<br>400 005 | Managing<br>Director &<br>Chief<br>Executive<br>officer since<br>05.11.2013 | LIC HFL Care Homes Ltd.  |
|  |    |   |   | LIC HFL Financial Services Ltd.  |
|  |    |   |   | LIC HFL Asset Management Company Ltd.  |
|  |    |   |   | LIC Nomura Mutual Fund AMC Ltd.  |
|  |    |   |   | Larsen & Toubro Ltd.   |
|  |    |   |   | Member of Investment Committee India Advantage Fund VII (Mezzanine Fund) sponsored by ICICI Venture Capital Fund Management Ltd. |
|  |    |   |   | Member of Supervisory Board India Advantage Fund I & II sponsored by ICICI Venture Capital Fund Management Ltd.                  |
|  |    |   |   | Member of Investment Committee Golden Gujarat Growth Fund I sponsored by GVLFC Ltd. (Govt of Gujarat)                            |
| <b>Shri Jagdish Capoor</b><br>DIN - 00002516 | 76 | 1601, Broooke Ville<br>359, Mogul Lane,<br>Mahim(W)<br>Mumbai - 400016  | Director since<br>25.05.2012  | LIC Pension Fund Ltd.  |
|  |    |   |   | LICHFL Trustee Company Pvt. Ltd.   |
|  |    |   |   | Entegra Ltd.   |
|  |    |   |   | Manappuram Finance Ltd.  |
|  |    |   |   | Vikas Global One Ltd.  |
|  |    |   |   | Assets Care & Reconstruction Co. Ltd.  |

|   |    |  |                                 |  |
|---|----|--|---------------------------------|--|
|   |    |  |                                 | Quantum Trustee Company Pvt.Ltd.<br>Atlas Documentary Facilitators Company Ltd.<br>Indian Institute of Management<br>Banyan Tree Bank Limited<br>HDFC Securities Ltd.<br>Nitesh Estates Limited.<br>SumatiCapoor Charitable Trust, Mumbai<br>Ags Transact Technologies Ltd.  |
| <b>Ms. Savita Singh</b><br><b>DIN - 01585328</b>                  | 49 | Khaitan& Co. Advocates,<br>One IndiaBulls Centre,<br>13th flr,841,<br>SenapatiBapatMarg,Elphi<br>nstone Road, Mumbai -<br>400013 | Director<br>since<br>25.05.2012 | Indiabulls Property Management<br>Trustee Pte. Ltd.<br>Shreyas Home Management Pvt. Ltd.<br>Khaitan& Co. LLP   |
| <b>Shri T.V. Rao</b><br><b>DIN - 05273533</b>                     | 63 | Export-Import Bank of<br>India Ramanashree<br>Arcade, 4th floor, 18, M.<br>G. Road, Bangalore, Pin-<br>560001.                   | Director<br>since<br>01.08.2013 | Natco Pharma Ltd<br>Electronica Finance Ltd.<br>Canfin Homes Limited<br>Suvison Holding Pvt. Ltd.<br>Kisan Mouldings Ltd.<br>STCI Finance Ltd.<br>Fidas Tech Pvt. Ltd.<br>Ladderup Finance Ltd.  |
| <b>Shri Dharmendra</b><br><b>Bhandari</b><br><b>DIN -00041829</b> | 59 | Flat No.203, Lodha<br>Grandeur, ayani Road,<br>Opp. Parel ST<br>Depot.,Prabhadevi,<br>Mumbai - 400025.                           | Director<br>since<br>20.08.2014 | Barclays Investments & Loans (India)<br>Ltd.<br>JP Morgan Mutual Fund India Pvt.<br>Ltd.<br>Harmony for Silvers Foundation<br>(Section 25 Company)<br>Digital Bridge Foundation (Section 25<br>Company)<br>Mandke Foundation (Section 25 Co.)<br>SBI Capital Market Ltd.   |
| <b>Shri Debabrata</b><br><b>Sarkar</b><br><b>DIN- 02502618</b>    | 62 | Mayfair Boulevard<br>(Narayan Apartment) Flat<br>No. 701 Main Avenue<br>Road Santacruz (West) ,<br>Mumbai- 400054                | Director<br>since<br>30.06.2015 | Learning Curve Edutech Solutions (P)<br>Ltd.<br>Inceptum Properties (P) Ltd.<br>Senco Gold Ltd.<br>IL&FS Trust Company Ltd.<br>Asset Reconstruction Company (India)<br>Ltd.<br>Hinduja Leyland Finance Ltd.<br>Bandhan Financial holdings Ltd.<br>NIBM (Visiting Faculty)<br>Member of Board of Supervision of<br>NABARD (for State Co-op Bank,<br>District Central Co-op Bank &<br>Regional Rural Bank) |

|                                    |    |  |                                 |  |
|------------------------------------|----|--|---------------------------------|--|
|                                    |    |  |                                 | Independent External Monitor in NABARD                       |
|                                    |    |  |                                 | Empowered Committee on External Commercial Borrowings (ECB)  |
|                                    |    |  |                                 | National Bank for Agriculture & Rural Development ( NABARD ) |
|                                    |    |  |                                 | IL&FS Engineering and Construction Co. Ltd.                  |
|                                    |    |  |                                 |  |
| Shri V. K. Kukreja<br>DIN-01185834 | 63 | Wing-A, Flat No. 3<br>Sarvottam Housing Society SAGAR-<br>Building off Relief Road<br>Daulat Nagar, Santacruz<br>(West) Mumbai-400054        | Director<br>since<br>30.06.2015 | LIC (Nepal) Ltd.   |
|                                    |    |  |                                 | OTCEI Securities Ltd.  |
|                                    |    |  |                                 | S.P. Chopra & Co., Chartered Accountants                     |
|                                    |    |  |                                 | Proproctor Services Pvt. Ltd.                                |
|                                    |    |  |                                 |  |
| Shri Ameet Patel<br>DIN-00726197   | 53 | Manohar Chowdhry & Associates,<br>Chartered Accountants,<br>123, UdyogMandir No. 1,<br>7-C, Piramber Lane,<br>Mahim West, Mumbai -<br>400016 | Director<br>since<br>19.08.2015 | B4U Television Network India Ltd.                            |
|                                    |    |  |                                 | B4U Broadband India Pvt. Ltd.                                |
|                                    |    |  |                                 | Manohar Chowdhry & Associates                                |

#### **f. Management's perception of risk factors:**

Risk is inherent part of Company's business. Effective Risk management is critical to any Housing Finance Company for achieving financial soundness. LICHFL is exposed to several risks in the course of their business - credit risk, interest rate risk, liquidity risk and operational risk. LICHFL's strategy in optimizing business opportunities within the aforesaid constraints and the same is assisted by a robust asset liability management process. The management of LIC HFL formulates its business decisions on a dynamic and integrated risk management system and process, driven by corporate strategy.

#### **Credit Risk:**

Credit quality of an obligation refers to the borrower's ability to perform on that obligation. This encompasses both the obligation's default probability and anticipated recovery Rate. The Company adopts scientific techniques for credit evaluation, prescribing exposure limits, portfolio constitution & periodic review of the portfolio. The Company has been following stringent credit assessment process like adoption of the application scoring system( Score card), Compulsory CIBIL checks, Credit Checks, Legal & technical due diligence etc, to mitigate credit risk. The prudential norms with regard to exposure, credit concentration etc specified by National Housing Bank (NHB) also facilitate in managing and diversifying the credit risk.

#### **Interest Rate Risk & Market Risk:**

Every Financial institution has an inherent interest rate risk arising on account of volatility in the Interest rates and also ALM mismatches. The lending rates of the company are linked to floating benchmark rate of the Company which captures the interest rate movements. The liquidity, Interest rate risks & foreign exchange risks are actively managed through various tools such as Asset Liability management, time-bucket analysis, liquidity statements, and forex exposure reports. Being in a competitive sector the company also expose to risk of competition from others market players, however the management believe that by virtue of its strong brand PAN India presents, wide range of product and experience in the sector, the company will be able to compete with other players in the market.



**Operations Risk**

Operations risk is the risk that deficiencies in internal controls will result in unexpected loss. This risk is associated with human error, system failures and inadequate procedures and controls. The company's strong internal controls and audit processes commensurate with the size of the Company and nature of business. The internal Audit is carried out by the internal audit department and by a firm of chartered accountant appointed by the management.

**Asset Liability Management:**

The company follows "The Asset Liability Management System for Housing Finance Companies – Guidelines" issued by NHB. The company has in place Board approved Risk management policy. The policy specifies the Prudential Gap limits & the tolerance limits and the reporting mechanism. The Asset Liability Management committee (ALCO) comprises of MD & CEO and other senior management personnel. The ALM reports are periodically reviewed by ALCO and ALCO intern apprises the Board on ALM issues periodically.

**GENERAL RISK**

Investment in debt and debt related securities involve a degree of risk and investors should not invest any funds in the debt instrument unless they can afford to take the risks attached to such investments. For taking an investment decision, investors must rely on their own examination of the Issuer and the Issue including the risks involved. The securities have not been recommended or approved by Securities and Exchange Board of India nor does Securities and Exchange Board of India guarantee the accuracy or adequacy of this document.

**Regulatory Risks**

These risks may arise if various concerned authorities amend the regulatory framework, which could impact the corporation

g. Details of default, if any, including therein the amount involved, duration of default and present status, in repayment of –

- i) Statutory dues; NO Default
- ii) Debentures and interest thereon; NO Default
- iii) Deposits and interest thereon; NO Default
- iv) Loan from any bank or financial institution and interest thereon; NO Default

h. Names, designation, address and phone number, email ID of the nodal/ compliance officer of the company, if any, for the private placement offer process;

**Company Secretary & Compliance Officer**

Mr. Nitin Jage  
General Manager (Taxation) & Company Secretary  
LIC Housing Finance Ltd.  
131 Maker Tower "F" Premises,  
13th Floor, Cuffe Parade,  
Mumbai 400 005.  
Tel: +91-22-22178611 (Direct)  
Fax: +91-22- 22178777  
Email: [nitin\\_jage@lichousing.com](mailto:nitin_jage@lichousing.com)



## 2. PARTICULARS OF THE OFFER

|    |  |   |
|----|--|---|
| a. | Date of passing of board resolution;   | 23 <sup>rd</sup> February, 2016                                 |
| b. | Date of passing of resolution in the general meeting, authorizing the offer of securities                                      | 19 <sup>th</sup> August, 2014                                   |
| c. | Kinds of securities offered (i.e. whether share or debenture) and class of security  | Secured Redeemable Non-Convertible Debenture                    |
| d. | Price at which the security is being offered including the premium, if any, along with justification of the price;             | At par  |
| e. | Name and address of the valuer who performed valuation of the security offered   | Not Applicable  |
| f. | Amount which the company intends to raise by way of securities   | Rs. 350 crore plus Green Shoe Option to retain Oversubscription |
| g. | Terms of raising of securities (*)   | Ref Term Sheet - Tranche 323 (given here below)                 |
| h. | Proposed time schedule for which the offer letter is valid   | January 11, 2017  |
| i. | Purposes and objects of the offer;   | Ref Term Sheet  |
| j. | Contribution being made by the promoters or directors either as part of the offer or separately in furtherance of such objects | N.A.  |
| k. | Principle terms of assets charged as security, if applicable   | Ref Term Sheet - Tranche 323 (given here below)                 |

(\*) The aforesaid terms and this Private Placement Offer Letter is to be read in conjunction with the Shelf Disclosure Document dated 05<sup>th</sup> December 2016 for an amount aggregating to Rs. 47,000 crores.

### Term Sheet (NCD Tr. 323)

|  |   |
|--|---|
| Security Name                              | 7.52% LIC HFL, May 11, 2020   |
| Issuer                                     | LIC Housing Finance Ltd. (LICHFL)   |
| Type of Instrument                         | Secured Redeemable Non-Convertible Debenture  |
| Nature of Instrument                       | Secured   |
| Seniority                                  | Senior  |
| Mode of Issue                              | Private Placement   |
| Eligible Investors                         | Only the persons who are specifically addressed through a communication are eligible to apply for the Debentures. No other person can apply.  |
| Listing                                    | The Instrument would be listed within 15 days from the deemed date of allotment of the said NCDs on the Wholesale Debt Market Segment (WDM) of the National Stock Exchange (NSE). In case the said NCDs are not listed within 15 days from the deemed date of allotment, LIC Housing Finance Limited would immediately redeem / buyback the said NCDs from the investors. |
| Rating of the Instrument                   | CRISIL AAA/Stable by CRISIL and "CARE AAA" by CARE  |
| Issue Size                                 | Rs. 350 crore plus Green Shoe Option to retain Oversubscription   |
| Option to retain oversubscription          | Applicable  |
| Object of the Issue                        | Funds to be utilized to disburse the funds to meet the housing finance requirements of the borrowers and other business activities of the Company, as per MOA   |
| Details of the utilization of the Proceeds | Will be utilized in normal course of business.  |
| Coupon Rate / Frequency                    | 7.52% p.a   |
| Step Up/Step Down Coupon Rate              | Not Applicable  |
| Coupon payment dates                       | Annually from deemed date of allotment and last coupon payment on date of maturity.   |
| Coupon Type                                | Fixed   |
| Coupon Reset Process                       | Not Applicable  |

|  |  |
|--|--|
| Day Count Basis  | Actual / Actual  |
| Interest on application money  | Payable at the coupon rate, from the date of credit in the account of LICHFL till and including one day prior to the Deemed Date of Allotment. Calculated on Actual/ Actual day count basis.   |
| Default Interest Rate  | Not Applicable   |
| Tenor  | 3 Years 4 Month from deemed date of allotment.   |
| Redemption Date  | 11 <sup>th</sup> May, 2020   |
| Redemption Amount  | Rs. 350 crore plus Green Shoe Option to retain oversubscription  |
| Redemption Premium / Discount  | Not Applicable   |
| Issue Price  | Rs. 10,00,000/- per Debenture  |
| Discount at which Security is issued and the effective yield as a result of such Discount                    | Not Applicable   |
| Put Option Date  | None   |
| Put Option Price   | None   |
| Call Option Date   | None   |
| Call Option Price  | None   |
| Put Notification Time  | None   |
| Call Notification Time   | None   |
| Face Value   | Rs. 10,00,000/- per Debenture  |
| Minimum Subscription of Debentures   | Twenty Debentures and in multiples of Ten Debenture thereafter ( i.e. Rupees Two Crore and multiple of Rupees One crore thereafter)  |
| Issue Timing:<br>- Issue opening Date<br>- Issue closing Date<br>- Pay-in Date<br>- Deemed Date of Allotment | 11 <sup>th</sup> January, 2017<br>11 <sup>th</sup> January, 2017<br>11 <sup>th</sup> January, 2017<br>11 <sup>th</sup> January, 2017   |
| Issuance mode of the Instrument  | Demat only   |
| Trading mode of the Instrument   | Demat only   |
| Settlement mode of the instrument  | Through NEFT and / or RTGS   |
| Depository   | National Securities Depository Limited (NSDL) and /or Central Depository Services (India) Limited (CDSL)   |
| Business Day Convention  | As per Shelf Disclosure Document dated 05 <sup>th</sup> December, 2016   |
| Record Date  | The record date for principal and interest payments will be 15 days before the due date.   |
| Security*  | Secured by a negative lien on the assets of the Company (excluding the company's current and future receivables and book-debt of whatsoever nature of the Company on which a first pari-pasu floating charge by way of hypothecation to secure the borrowings of the company outstanding as on 31 <sup>st</sup> March 2015 and the unavailed sanctions of the term loans, cash credit and refinance as on 31 <sup>st</sup> March 2015), with a minimum asset cover of 100%. Further the Company shall be entitled to dispose of, transact or otherwise deal, in the ordinary course of business upto 5% of the Specific Assets, including by way of a securitization transaction and as may be required under any law, regulations, guidelines or rules. |
| Transaction Documents  | PAS4 /Term Sheet<br>Rating Letter<br>Rating Rationale<br>Trustee Consent<br>Application Form   |
| Conditions Precedent to Disbursement   | None   |
| Conditions Subsequent to Disbursement  | None   |

|  |  |
|--|--|
| Event of Default                               | As per Debenture Trust Deed executed on 21 <sup>st</sup> April, 2016   |
| Provisions related to Cross Default Clause     | Not Applicable   |
| Role and Responsibilities of Debenture Trustee | As per Debenture Trust Deed executed on 21 <sup>st</sup> April, 2016   |
| Arranger                                       | Standard Chartered Bank.   |
| Governing Law & Jurisdiction                   | The Debentures are governed by and shall be construed in accordance with the existing Indian laws. Any dispute between the Company and the Debenture holder will be subject to the jurisdiction at Mumbai. |

#### \* Security

In addition to above the Debentures would be secured by mortgage on an immovable property owned by the Company. The mortgage would be on a flat owned by the Company valuing approx Rs. 11.30 lakhs.

#### Cash Flow of the issue

| Company  | LIC Housing Finance Limited |
|--|-----------------------------|
| Face Value (per security)                              | Rs.10,00,000.00             |
| Issue Date/Date of Allotment                           | 11-01-2017                  |
| Redemption   | 11-05-2020                  |
| Coupon Rate  | 7.52% p.a.                  |
| Frequency of the Interest Payment with specified Dates | As given below              |

#### Cash Flow for NCD-323

| Cash Flow    | Date                         | No. of Days in coupon Period | Amount per debenture (in Rupees) |
|--------------|------------------------------|------------------------------|----------------------------------|
| 1st Coupon   | Thursday, 11th January, 2018 | 365                          | 75,200.00                        |
| 2nd Coupon   | Friday, 11th January, 2019   | 365                          | 75,200.00                        |
| 3rd Coupon   | Saturday, 11th January, 2020 | 365                          | 75,200.00                        |
| 4th Coupon   | Monday, 11th May, 2020       | 121                          | 24,861.00                        |
| Principal    | Monday, 11th May, 2020       |                              | 10,00,000.00                     |
| <b>Total</b> |                              | <b>1216</b>                  | <b>12,50,461.00</b>              |

(If any of the coupon payment dates, put option date or maturity date mentioned above declared as non-business day in Mumbai, in such cases cash flow will change as per business day convention.)

#### DEBT EQUITY RATIO

|  |       |
|--|-------|
| Long Term Debt/Equity Ratio before the issue | 11.75 |
| Long Term Debt/Equity Ratio after the issue  | 11.78 |

#### 3. Disclosure with Regard to Interest of Directors, Litigation ETC.

- Any financial or other material interest of the directors, promoters or key managerial personnel in the offer and the effect of such interest in so far as it is different from the interests of other persons: NIL

II. Details of any litigation or legal action pending or taken by any Ministry or Department of the Government or a statutory authority against any promoter of the offeree company during the last three years immediately preceding the year of the circulation of the offer letter and any direction issued by such Ministry or Department or statutory authority upon conclusion of such litigation or legal action shall be disclosed: NIL

III. Remuneration of directors (during the current year and last three financial years) :

|              |  |
|--------------|--|
| F.Y. 2015-16 | The remuneration of directors for F.Y. 2015-16 was Rs 55.11 lacs (Rounded off) |
| F.Y. 2014-15 | The remuneration of directors for F.Y. 2014-15 was Rs 31.59 lacs (Rounded off) |
| F.Y. 2013-14 | The remuneration of directors for F.Y. 2013-14 was Rs 28.38 lacs (Rounded off) |

IV. Related party transactions entered during the last three financial years immediately preceding the year of circulation of offer letter including with regard to loans made or, guarantees given or securities provided: **As per Annexure I**

V. Summary of reservations or qualifications or adverse remarks of auditors in the last five financial years immediately preceding the year of circulation of offer letter and of their impact on the financial statements and financial position of the company and the corrective steps taken and proposed to be taken by the company for each of the said reservations or qualifications or adverse remark: NIL

VI. Details of any inquiry, inspections or investigations initiated or conducted under the Companies Act or any previous company law in the last three years immediately preceding the year of circulation of offer letter in the case of company and all of its subsidiaries. Also if there were any prosecutions filed (whether pending or not) fines imposed, compounding of offences in the last three years immediately preceding the year of the offer letter and if so, section-wise details thereof for the company and all of its subsidiaries: NIL

VII. Details of acts of material frauds committed against the company in the last three years, if any, and if so, the action taken by the company: NIL

#### 4. FINANCIAL POSITION OF THE COMPANY

(a) The Capital structure of the Company in the following manner in a tabular form:

- (I) a. The authorized, issued, subscribed and paid up capital (numbers of securities, description and aggregate nominal value):

| Share Capital (As on 31st March, 2016)       | Rs. (in lakh) |
|--|---------------|
| Authorised Capital                           | 15000.00      |
| Issued, subscribed and paid up share capital | 10099.63      |

- b. Size of present offer: Rs. 350 crores Plus Green Shoe Option to retain Oversubscription  
 c. Paid up capital

(A) After the offer: Since the said offer pertains to secured redeemable Non-Convertible Debentures, it will not have an impact on the Issued Share Capital of the Company.

(B) After the convertible instrument (if applicable): Not Applicable

- d. Share Premium account (before and after the offer): Not Applicable



- (II) The details of the existing share capital of the issuer company in a tabular form, indicate therein with regard to each allotment, the date of allotment, the number of shares allotted, the face value of the shares allotted the price and the form of consideration

Changes in its capital structure as on last quarter ended 31<sup>st</sup> March, 2016, for the last five years:-

| Date of change (AGM/EGM)                 | Rs. (in lakh)                  | Particulars  |
|--|--------------------------------|--|
| 05.03.2012 (EGM)                         | Paid up capital<br>Rs.10099.63 | 3 Crore shares of FV Rs.2/- at a premium of Rs.268/- per share offered to LIC of India.  |
| 27.10.2010 (Postal Ballot)<br>10.12.2012 | Paid up capital<br>Rs.9499.63  | Post sub-division, the authorized share capital of the Company is Rs.75 crore Equity Shares of Rs.2/- each. The paid-up share capital remains unchanged. |
| 21.07.2009 (AGM)                         | Paid up capital<br>Rs.9499.63  | 1 crore equity shares of FV Rs.10/- per share at a premium of Rs.648/- issued to QIB.  |
| 17.07.2007(AGM)                          | Paid up capital<br>Rs.9499.63  | Authorized share capital increased from Rs.100 crore to Rs.150 crore   |
| 19.07.2004(EGM)                          | Paid up capital<br>Rs.8499.63  | 1 crore equity shares of FV Rs.10/- per share at a premium of Rs.128.41 issued as GDS.   |

- (III) Equity Share Capital History of the Company as on last quarter ended 31<sup>st</sup> March, 2016, for the last five years:-

| Date of Allotment | No of Equity Shares | Face Value (Rs) | Issue Price (Rs) | Consideration (Cash, other than cash, etc) | Nature of Allotment             | Cumulative          |                           |                              | Remarks |
|-------------------|---------------------|-----------------|------------------|--|---------------------------------|---------------------|---------------------------|------------------------------|---------|
|                   |                     |                 |                  |  |                                 | No of equity shares | Equity Share Capital (Rs) | Equity Share Premium (in Rs) |         |
| 13.03.2012        | 30000000            | 2               | 270              | Cash                                       | Equity shares thru Preferential | 60000000            | 10099.63                  | 268                          |         |
| 23.09.2009        | 10000000            | 10              | 658              | Cash                                       | Equity shares thru QIP          | 100000000           | 9499.63                   | 648                          |         |
| 03.09.2004        | 10000000            | 10              | 138              | Cash                                       | Equity shares thru GDR          | 100000000           | 8499.63                   | 128                          |         |

- (b) Profits of the company, before and after making provision for tax, for the three financial years immediately preceding the date of circulation of offer letter;

(Rs. In Lacs)

| Year         | Profit Before Tax | Provision for Tax | Deferred Liability Special Reserve | Tax On | Profit after Tax |
|--------------|-------------------|-------------------|------------------------------------|--------|------------------|
| F.Y. 2015-16 | 256355.34         | 90276.29          | -                                  |        | 166079.05        |
| F.Y. 2014-15 | 210194.41         | 58489.50          | 13086.05                           |        | 138618.86        |

|              |           |          |   |           |
|--------------|-----------|----------|---|-----------|
| F.Y. 2013-14 | 182550.48 | 50831.85 | - | 131718.63 |
|--------------|-----------|----------|---|-----------|

- (c) Dividends declared by the company in respect of the said three financial years; interest coverage ratio for last three years (Cash profit after tax plus interest paid/interest paid)

| Year         | Dividend                  | Interest service Coverage Ratio [(Profit Before Tax + interest and other charges)/Interest and other charges] |
|--------------|---------------------------|---|
| F.Y. 2015-16 | Rs. 5.50 per equity Share | 1.28  |
| F.Y. 2014-15 | Rs. 5.00 per equity Share | 1.25  |
| F.Y. 2013-14 | Rs. 4.50 per equity Share | 1.25  |

- (d) A summary of the financial position of the company as in the three audited balance sheets immediately preceding the date of circulation of offer letter; Attached As per Shelf IM
- (e) Audited Cash Flow Statement for the three years immediately preceding the date of circulation of offer letter; Attached As per Shelf IM
- (f) Any change in accounting policies during the last three years and their effect on the profits and the reserves of the company; NIL

**5. DECLARATION BY THE DIRECTORS THAT-**

- The company has complied with the provisions of the Act and the rules made thereunder;
- The compliance with the Act and the rules does not imply that payment of dividend or interest or repayment of debentures, if applicable, is guaranteed by the Central Government;
- The monies received under the offer shall be used only for the purposes and objects indicated in the Offer letter;

I am authorized by the Board of Directors of the Company vide resolution dated 23<sup>rd</sup> February, 2016 to sign this form and declare that all the requirements of Companies Act, 2013 and the rules made there under in respect of the subject matter of this form and matters incidental thereto have been complied with. Whatever is stated in this form and in the attachments thereto is true, correct and complete and no information material to the subject matter of this form has been suppressed or concealed and is as per the original records maintained by the promoters subscribing to the Memorandum of Association and Articles of Association.

It is further declared and verified that all the required attachments have been completely, correctly and legibly attached to this form.

**For & on Behalf of Board**  
**LIC Housing Finance Limited**

  
**P. NARAYANAN**  
**Chief Financial Officer**



Date: 11<sup>th</sup> January, 2017  
 Place: Mumbai