

Indiabulls e-XPRESSIONS

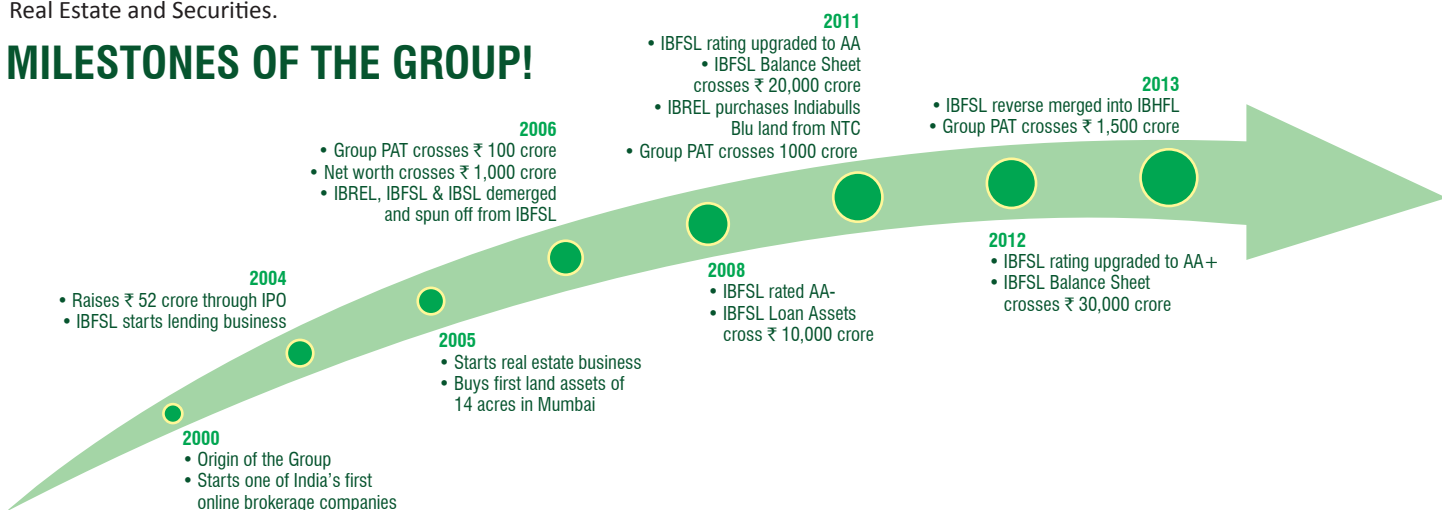
July 2015

QUARTERLY NEWSLETTER FOR INDIABULLS GROUP

Indiabulls turns 15...

It was early 2000, India was opening up to a world of new opportunities, and e-commerce was just about starting in the country. With the goals firmly set in the world of tomorrow, our Chairman, Mr. Sameer Gehlaut, envisaged the vision of the company and launched the country's first online brokerage firm. Today this firm has grown to be one of the country's leading business groups with interests in Housing Finance, Real Estate and Securities.

MILESTONES OF THE GROUP!



2015

IBHFL

- 2nd largest private housing finance company
- Crossed ₹ 1 lakh crore of disbursements
- AAA rated by Credit Agencies
- Servicing over 6.44 lakh customers

IBREL

- 3rd largest real estate company by networth and assets
- Delivered a record 4.7 million sq ft developed space
- Credit rating of AA-, highest amongst Indian real estate developers
- Acquired first landmark property in London Mayfair for ₹ 1,630 crore

IBVL

- Fee - based wealth management platform
- Rated BQ1 by CRISIL – highest for any brokerage in India
- Servicing over 7 lakh clients

Did you know ?

- Indiabulls Group is amongst the top 10 dividend paying groups of the country with over ₹ 5,000 crore of dividend given out since its listing in 2004.
- Net Worth of the Group is at ₹ 15,049 crore.
- Market capitalization of the group at Listing was ₹ 258 crore and today stands at ₹ 29,526 crore.
- ₹ 1 lakh invested in Indiabulls IPO in 2004 would have grown to ₹ 57 lakh today (47% annualized return).
- IBREL is the 1st company to get FDI in the Real Estate Sector in India.
- A dedicated workforce of over 7000 employees work everyday to fulfill these objectives.



Few of our pillars
who have been with us
since inception.

Legends:

IBFSL: Indiabulls Financial Services Ltd. IBHFL: Indiabulls Housing Finance Ltd. IBREL: Indiabulls Real Estate Ltd. IBSL: Indiabulls Securities Ltd. IBVL: Indiabulls Ventures Ltd.

15 years and we have miles to go!



On this momentous occasion of Indiabulls group completing 15 years, I recall my personal journey along with hundreds of our team members and colleagues, as we built Indiabulls from a small stock broking business to one of the top 10 dividend paying groups in India. Many of us have invested the best years of our lives here. I joined Indiabulls in June' 2000, when I was only 25 and this year as I turn 40, it is immensely gratifying to see that the Indiabulls family has expanded to include over 7000 employees. These 15 years have been very inspiring with many hits and a few misses.

My personal experience is a demonstration of some of the core beliefs on which our group has been built. Very rarely in corporate India would there be a case where an employee who joins the firm as a marketing manager grows within 6 years to become the CEO and in 14 years becomes the Vice Chairman. I am a serving example of our HR beliefs that sound educational qualification facilitates the securing of a job, after which your growth in the firm solely depends on your performance merit.

A lot admire our financial performance, most miss the biggest strength behind these numbers - our very stable senior management team across all group companies. The uniqueness of this team is that almost everyone has grown from junior to the senior management levels. The company values loyalty and we are determined to make working at Indiabulls a 'job till retirement'.

My journey has been marked with many personal ups and downs but the support of our Chairman and colleagues, has given me the strength to undertake new challenges and has continuously inspired me to strive for more. It was painful for me to handover my day to day responsibilities at Indiabulls Securities in 2006, but without doing that, we could have never built Indiabulls Housing Finance Ltd. (IBHFL). **The vision of Sameer, the hard work of Divyesh, Vijay and the IBSL team along with the dedication of the IBHFL team has created two pillars instead of one for the Indiabulls Group.**

Over the last 5 years IBHFL has grown from strength to strength. I am personally enthused with the indomitable spirit & efforts of my young colleagues in the age bracket of 25 to 30 years who with their fresh perspective & unique inputs positively energise the organisation. As we move ahead, we continue to encourage the next generation of leaders to take on more responsibilities.

The goals till 2018 are well in place and I hope that as all of us focus on achieving these goals, we should also focus on improving our personal health and the health of our family members. We have a long way to go, we are in the right business, all our group companies are led by able leaders who are supported by capable and hard working colleagues, we have the right culture of rewarding merit and loyalty, and we also have the right attitude of staying hungry and accepting that there is no life without growth.

I would like to conclude with the very popular yet inspiring lines from the poetry of Robert Frost 'The woods are lovely, dark and deep, but I have promises to keep, and miles to go before I sleep and miles to go before I sleep.'

- Gagan Banga (VC & MD, IBHFL)

Group Financial Highlights FY14-15

Indiabulls Housing Finance Ltd.

- Balance Sheet size at ₹ 57,231 crore
- Networth of ₹ 6,634 crore
- Total Revenue of ₹ 7,270 crore
- PAT of ₹ 1,901 crore
- Gross NPA at 0.85% & Net NPA at 0.36%
- EPS of ₹ 55/-

Indiabulls Ventures Ltd.

- Total Revenue of ₹ 408 crore
- PAT of ₹ 151 crore
- EPS of ₹ 6/-

Indiabulls Real Estate Ltd.

- Sales of ₹ 2,037 crore; Area sold 18.8 lac sq. ft.
- Total Revenues of ₹ 2,737 crore
- PAT of ₹ 271 crore
- EPS of ₹ 6/-

The Exquisite Gallery Odyssey:

The Gallery Odyssey, an art gallery by Indiabulls Group was inaugurated by Mr. Sameer Gehlaut & Ms. Divya Gehlaut on 19th April 2015 at One Indiabulls Centre, Lower Parel. The gallery was launched with a solo show by internationally acclaimed artist, Lorenzo Quinn, titled "In the Hands of Lorenzo Quinn". Gallery Odyssey has opened in association with London's prestigious Halcyon Gallery. The collaboration highlights Indiabulls' support for art, to bring international art to the Indian audience and to showcase the work of celebrated international as well as Indian artists.

Inspired to create first-of-its-kind art space in the heart of Mumbai, the vision for Gallery Odyssey is an art museum with a global appeal.



Group Update

Group Medical Insurance

At Indiabulls group, our employees are our strength and we care for their well being. In order to offer medical security to our employees, Indiabulls group has associated itself with United India Insurance Company to provide medical insurance to all our employees and their dependents up to a maximum of 2.5 lacs p.a for the period of 1st April'15 to 31st March'16. For further details employees can visit inet.indiabulls.com.



Sodexo Meal Service:

Indiabulls Group has partnered with Sodexo Meal Services to provide hygienic and nutritious meals at a subsidized rate for employees based at Indiabulls Finance Centre, Mumbai. The same is a pilot project and the group aims to implement this service at other branches in India.



Indiabulls Housing Finance Ltd. Update



Indiabulls Customer Connect

Mr. Ajit Mittal, ED, IBHFL inaugurated **Indiabulls Customer Connect** on 21st May 2015, at South-ex Delhi. This branch is a first of its kind initiative by a housing finance company in India and it aims to provide complete solutions to all queries of existing and prospective clients.



Annual Meets

The Senior Management Team Annual Conclave was held in Barcelona, Spain in April 2015. Mr. Gagan Banga, Mr. Ashwini Hooda & Mr. Sachin Chaudhary addressed the Team on the goals, challenges and the way forward for the upcoming year. Following which Zonal Meets were held in Goa and Mount Abu for West Zone, in Vishakhapatnam for South Zone and East Zone and in Greater Noida for North Zone.

Special Awards



Mr. Gagan Banga, VC & MD, IBHFL announced the following special awards at the Annual Conclave' 2015 held in Spain. These were awarded to employees who have exhibited exceptional performance over and above their KRA's in the last financial year.



Chairman's Award awarded to Dhiraj Batra, Sameer Mahajan, Ashish Heda, Rajev Adlakha, Ashok Sehrawat, Harshita Tripathi, Vishal Patil, Ashish Jain, Joginder Khatri & Rakesh Bhagat.



The Young Turks Award awarded to Vipin Chaudhary, Harshil Suvarnkar, Ankit Banga, Jitesh Mor, Jhanvi Sheth, Vipin Kataria, Tarun Agarwal & Sandra Paul.

Brand Man of the Year awarded to Saurabh Tambi for upholding the brand image in all spheres.

Home Loan Man of the Year awarded to Ketan Talati for achieving the highest home loan disbursals.



Indiabulls Real Estate Ltd. Update



Award for Excellence in Gated Community Projects

Indiabulls Greens, Chennai Project won the Construction Industry Award 2014 for excellence in Gated Community Projects. Mr. Jayanta Nandy, Sr. VP, IBREL and Mr. Prakasam Jagan, VP, IBREL accepted the award on behalf of Indiabulls Greens, Chennai from Mr. K Rosaiah, Governor of Tamil Nadu.



Indiabulls Ventures Ltd. Update



Annual Achievers Night

Indiabulls Ventures Limited (IBVL) organized the Annual Achievers Night on 6th and 7th May, 2015 at Grand Hyatt Hotel in Goa to felicitate 150 best performers across India. The event also recognized vintage employees who have served for more than 7 years and have added to the stupendous growth of IBVL. The participants were welcomed on a red carpet in the Goan Mariachi style where the paparazzi were awaiting them. The CEO, Mr. Divyesh Shah gave insights on the business and the way forward.

Activity Highlights, Indiabulls Foundation



Free Medical Clinic - Santacruz, Mumbai

Indiabulls Foundation inaugurated its second charitable medical clinic on Swami Vivekanand Road in Santacruz, Mumbai. The clinic caters to primary and preventive healthcare needs of Below Poverty Line (BPL) patients in the nearby slums. It provides free diagnosis by MBBS, MCI/MMC registered doctors, along with free medicines and counselling, given by qualified pharmacists.



Rahat – A Water Supply Project

Indiabulls Foundation sponsored a water supply project called 'Rahat' at Dadade Tribal Ashram School, Thane, Maharashtra. Despite having basic sanitation facility, lack of water supply forced 1,177 children of this school to use the nearby river water for basic needs and domestic activities. Indiabulls Foundation, with the help of a well laid pipeline, motor and water tank made water from a nearby well available to these children, directly in their school's water taps and toilets.

Nepal Disaster Relief

Indiabulls Foundation in conjunction with Goonj, an NGO had taken up the task of reaching out to earthquake-hit victims in Nepal. They provided timely relief by shipping 10,000 nutritional packets to the affected people.



Kudos!



Rohit Kachroo, CISO, Indiabulls Group

Rohit Kachroo was awarded the "Infosec Maestros Award 2015" on 11th April, 2015 and "TOP 100 CISO Award 2015" by CISO Platform on 4th June, 2015. These awards are the most prestigious awards in the field of Information Security. Nominations for these awards were from all sectors across the country.

Dayanand Manjunath, RSM, IBHFL

Popularly known as Manju, he successfully completed the 300 km circuit of Lake Vättern at the World's Largest Recreational Cycle Race known as Vätternrundan held at Motala (Sweden) in a span of 15.29 hours. This was the 50th Anniversary of the prestigious race & Manju was amongst the 11 Indians who represented the country at the event which had more than 29,000 participants from across the globe.



Family Corner



Shalini R. - Making life colourful

Daughter of Mr. K Balaraman, Senior Vice President, IDSL, Bengaluru: Ms. Shalini R., studying at Sheeshadripuram College won 1st prize in Rangoli competition held during the Cultural Fest 2014 -15 at her college.



Pranav Muzumdar - Together we can

Son of Mr. Sandeep Muzumdar, Vice President Finance, IDSL, Mumbai: Mr. Pranav Muzumdar, wrote an article on team work titled 'Be a good team player' which was published in Mid-day on 18th May 2015.

(We would be glad to feature you / your family in the above two sections. Kindly send us your achievements / extra - curricular activities at expressions@indiabulls.com.)

Quiz: June'15 Edition

The Digital Age

1. Name the company started by Rohit Bansal & Kunal Bahl?
2. What products did Flipkart first start selling in 2007?
3. What does the term Google mean?

Please send in your responses to expressions@indiabulls.com, names of first two correct entries will be featured in our next edition.

Feedback & Suggestions

We hope to sustain this momentum with your support and encouragement. Write to us at expressions@indiabulls.com for us to continuously keep improving on what you wish to read here @ e-Xpressions.

Previous Quiz Answers – March'15 Edition

1. The first world cup of cricket was organized in which country and in which year?
Ans - England, 1975
2. Name the cricket coach of the Pakistan team who died under mysterious circumstances during the 2007 ICC World Cup in West Indies?
Ans - Bob Woolmer
3. Name the 1st bowler to take a hat-trick in a World Cup cricket match?
Ans - Chetan Sharma



Winners

- Nazima Desai - Sr Credit Officer, IBHFL; Ahmedabad
- Rithesh Salian - Manager, IBREL; Mumbai