

Indiabulls VENTURES

October 26, 2017

Scrip Code – 532960

IBVENTURES/EQ

BSE Limited

Phiroze Jeejeebhoy Towers,
Dalal Street,
MUMBAI – 400 001

National Stock Exchange of India Limited

“Exchange Plaza”, Bandra-Kurla Complex,
Bandra (East),
MUMBAI-400 051

Sub: Earnings Update for the quarter ended September 30, 2017

Dear Sir,

Please find enclosed an Earnings Update of Indiabulls Ventures Limited for the quarter ended September 30, 2017, for your information and record.

Please take the above information on record.

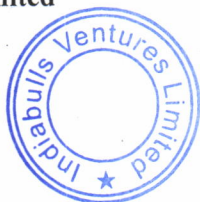
Thanking you,

Yours truly,

For **Indiabulls Ventures Limited**



Lalit Sharma
Company Secretary



CC:

Luxembourg Stock Exchange, Luxembourg

Indiabulls Ventures Limited

CIN : L74999DL1995PLC069631

9403



Unaudited Financial Results – Q2 FY 2017-18
October 26, 2017

Safe Harbour Statement



This document contains certain forward-looking statements based on current expectations of Indiabulls Ventures Ltd.'s (CIN: L74999DL1995PLC069631) management. Actual results may vary significantly from the forward-looking statements in this document due to various risks and uncertainties. These risks and uncertainties include the effect of economic and political conditions in India, and outside India; volatility in interest rates and in the securities markets; new regulations and government policies that might impact the business of Indiabulls Ventures Ltd.; the general state of the Indian economy; and the management's ability to implement the company's strategy. Indiabulls Ventures Ltd. doesn't undertake any obligation to update these forward-looking statements.

This document does not constitute an offer or recommendation to buy or sell any securities of Indiabulls Ventures Ltd. or any of its subsidiaries or associate companies. This document also doesn't constitute an offer or recommendation to buy or sell any financial products offered by Indiabulls Ventures Ltd.

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Business Update

Key Financial Highlights: H1 FY17-18 vs H1 FY16-17

	H1 FY17-18	H1 FY16-17	YoY Growth (%)
Revenue (₹ Bn)	3.52	2.10	67.7%
PAT (₹ Bn)	1.05	0.38	180.5%
EPS (₹)	2.55	1.28	98.2%

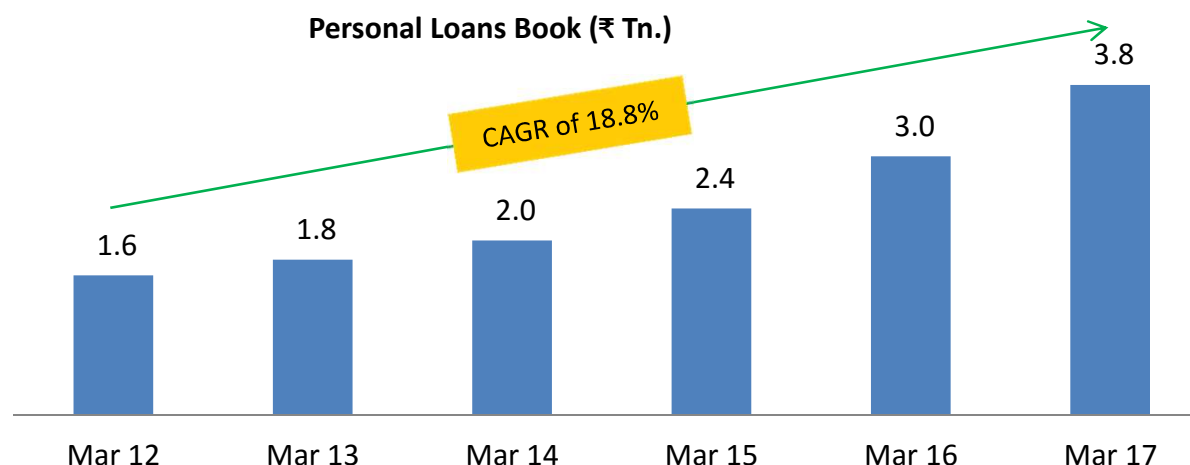
Year-on-Year (YoY) Comparison : Q2 FY17-18 vs Q2 FY16-17

	Q2 FY17-18	Q2 FY16-17	YoY Growth (%)
Revenue (₹ Bn)	1.80	1.09	66.1%
PAT (₹ Bn)	0.55	0.17	221.2%
EPS (₹)	1.25	0.58	116.4%

Indian Personal Loans and SME Loans Market

Indian Personal Loans Market

- Total Personal Loans book stood at ₹ 2.4 Tn.¹ at the end of Mar 17, growing at a CAGR of 18% for last 5 years
- Disbursals for FY17 was ₹ 1.35 Tn. which is 57% of the total outstanding book, indicative of the vast potential for growth in this segment¹
- Personal Loans Book² as per RBI data:



- Average ticket size for personal loans is around ₹ 145,000¹

1. Credit Information Bureau (India) Limited (CIBIL), a TransUnion company

2. Includes Personal Loan and Other Consumer Loans

Indian SME Lending Market

- Indian MSME sector is a network of 51 Mn. enterprises contributing to 37.5% of India's GDP and providing employment to 117 Mn. people
- Viable credit demand is estimated at ₹ 10 Tn.¹
- Business loan book stood at ₹ 2.0 Tn.² at the end of Mar 17

1. IFC Report

2. Credit Information Bureau (India) Limited (CIBIL), a TransUnion company

Lending Business: IVL Finance Ltd.

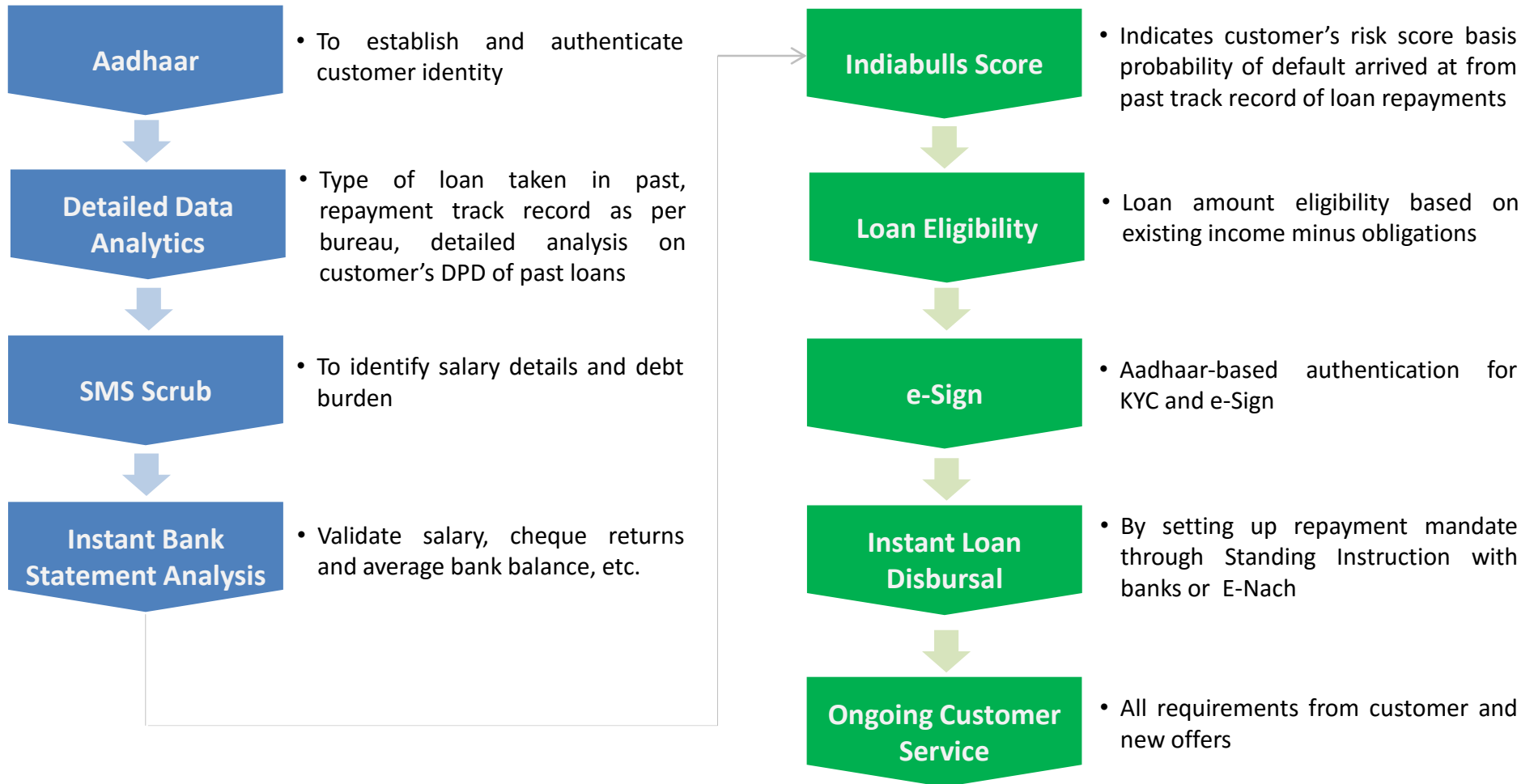
Lending Business: IVL Finance Ltd.

Key Financial Highlights: 30th September, 2017

Net Worth (₹ Bn)	10.7
Loan Book (₹ Bn)	15.1
Average Yield	16.0%
Cost of Funds	8.3%
Post Tax Return on Assets	7.2%
Annualized Return on Equity	24.9%

- Focused on Personal loans and Business loans
- Analytics based credit decisioning models
- Technology based solution to cater to the large market for Personal loans

First Time App-based Personal Loans



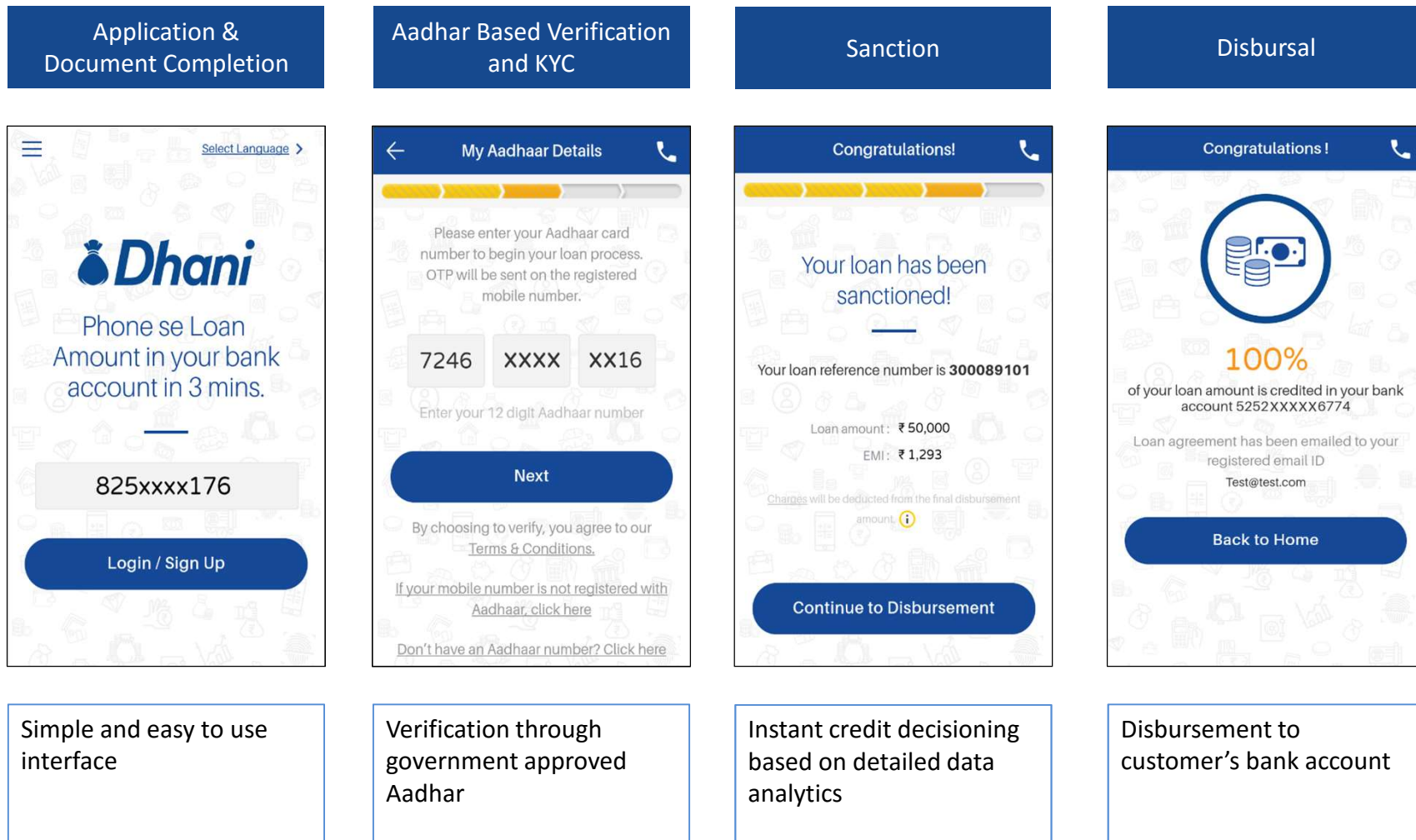
New Brand of IVL Finance Ltd.

- Introducing new brand for the app under Indiabulls umbrella



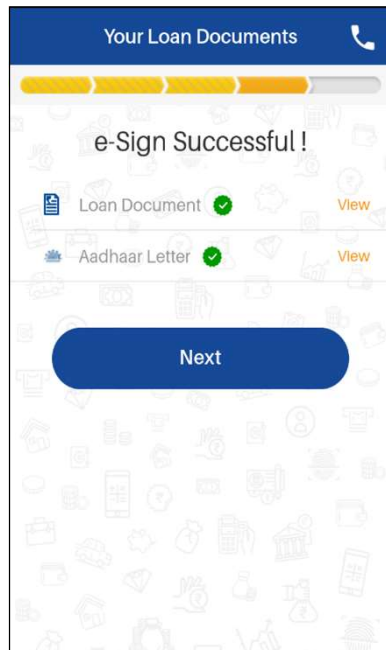
- '*Dhani*' means '*Wealthy*' – The word '*Dhani*' is derived from Sanskrit and has the same meaning across all Indian languages

Easy, Aadhar-based Process Flow



Seamless and Simple Electronic Documents

E-sign

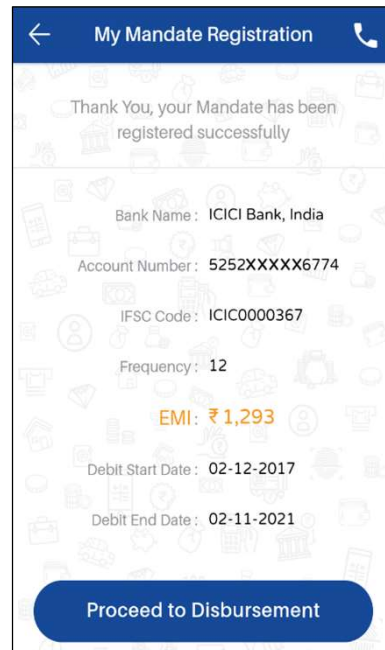


Single e-signature for multiple uploaded documents

Replaces multiple signatures on physical forms

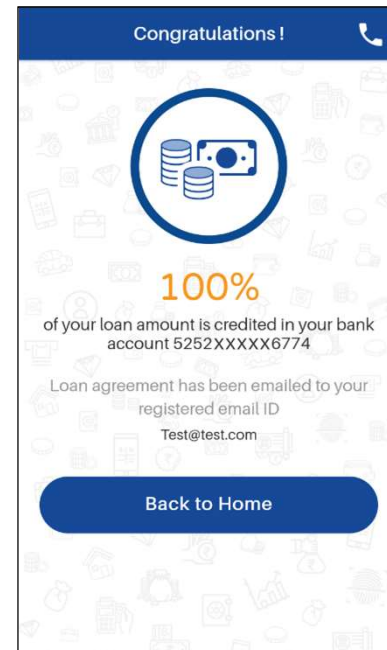
Loan agreement e-signed

Mandate Registration and Automatic Debit



EMIs directly debited from customer's bank account through standing instructions or NACH mandate

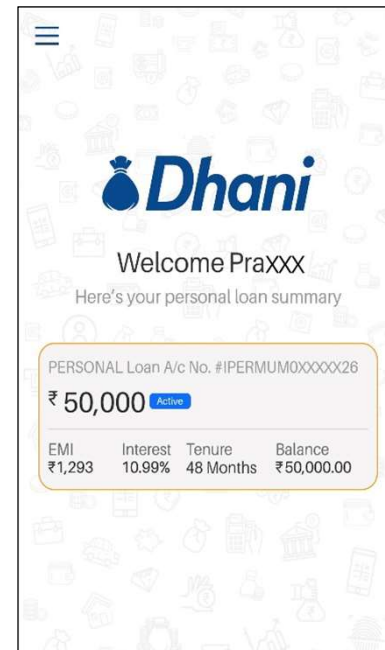
Instant Credit in Bank Account



Loan amount instantly transferred to the customer's account

No necessity to visit the branch

Customer Service



Service to existing customers provided through the Mobile App

EMI details readily available in the App

Eminent and Experienced Board of Directors

Board of Directors with pre-eminence and experience in diverse fields

- Mr. Sameer Gehlaut : Non-Executive Chairman
- Mr. Gagan Banga : Non-Executive Director
- Mr. Divyesh Shah : Executive Director and CEO
- Mr. Pinank Shah : Executive Director and CEO, IVL Finance Ltd.
- Mrs. Vijayalakshmi Iyer : Ex-Member of IRDAI
- Mr. Shyam Lal Bansal : Ex-Chairman & Managing Director of Oriental Bank of Commerce
- Mr. Alok Kumar Misra : Ex-Chairman & Managing Director of Bank of India
- Retd. Brig. Labh Singh Sitara : Honoured with the Dhyan Chand Award by the President of India

Indiabulls Foundation: Corporate Social Responsibility



Best Overall Excellence in CSR award at National Awards for Excellence in CSR & Sustainability 2016

Health



- Jan Swastha Kalyan Vahika (charitable mobile medical vans):**
- Free primary healthcare facility
 - Added 3 vans to existing fleet of 20
 - More than 11,77,000 patients diagnosed

- Free Medical Clinics:**
- 5 free medical clinics
 - More than 1,62,490 patients treated

- Health Check-up Camps:**
- Conducted extensively in Thane, Raigad and Palghar districts
 - 27,843 beneficiaries till date



Scholarship:

- Scholarship awarded to over 800 meritorious students across India

Computer Literacy Program:

- 1,000 computers to tribal ashram schools, shelter homes and night schools

Tie-up with ESHA foundation:

- Create awareness about online library of ESHA, helped 47,000 visually challenged

Education



Sanitation



- Green soles:**
- 2,700 recycled footwear distributed
- Kumud:**
- Sanitary napkin distributed to more than 54,000 women and adolescent girls
 - Hygiene awareness sessions conducted

Renewable Energy Plants:

- Free of cost round-the-clock seamless electricity to 5 tribal ashram schools
- Benefits 3,400 tribals students every year

Renewable Energy



Nutrition



- Paushtik Aahar:**
- Free nutrition supplements to the underprivileged and malnourished
 - 20,000 individuals per month
 - Over 1,42,000 beneficiaries till date

Water Wheel Project:

- Distributed more than 1,900 water wheels benefitting over 10,000 villagers

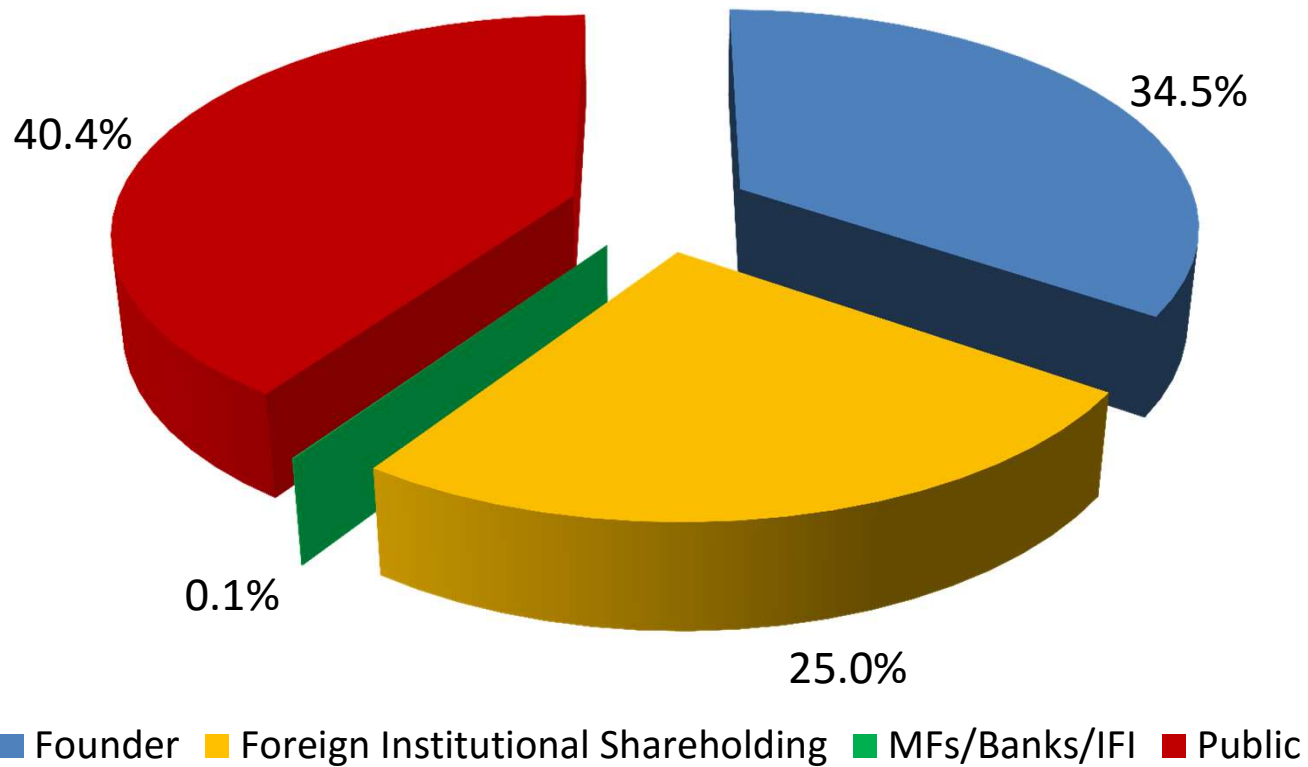
Women Empowerment:

- Skill development programmes successfully completed, benefiting over 600 women across 7 states

Rural Empowerment



Shareholding Pattern



Detailed Financials

Consolidated Balance Sheet

Indiabulls Ventures Limited Group		
Consolidated Balance Sheet as at September 30, 2017		
Particulars	Rupees in Billions	
	As at September 30, 2017	As at March 31, 2017
I. EQUITY AND LIABILITIES		
(1) Shareholders' Funds		
(a) Share Capital	0.88	0.64
(b) Reserves and Surplus	12.11	3.84
(c) Money received against Share Warrants	0.37	0.17
	<u>13.37</u>	<u>4.65</u>
(2) Share application money pending allotment	-	0.01
(3) Non - Current Liabilities		
(a) Long-Term Borrowings	26.57	0.01
(b) Long-Term Provisions	0.15	0.11
	<u>26.72</u>	<u>0.11</u>
(4) Current Liabilities		
(a) Short-Term Borrowings	13.80	15.18
(b) Trade Payables		
(i) Total outstanding due to micro enterprises and small enterprises	-	-
(ii) Total outstanding due to creditors other than micro enterprises and small enterprises	0.03	0.03
(c) Other Current Liabilities	2.42	2.04
(d) Short-Term Provisions	0.23	0.12
	<u>16.48</u>	<u>17.38</u>
TOTAL	<u>56.56</u>	<u>22.15</u>
II. ASSETS		
(1) Non - Current Assets		
(a) Fixed Assets		
(i) Tangible Assets	0.86	0.77
(ii) Intangible Assets	0.08	0.06
(iii) Intangible Assets Under Development	0.13	0.00
(iv) Capital Work in Progress	0.11	0.08
	<u>1.18</u>	<u>0.90</u>
(b) Goodwill on Consolidation	0.03	0.03
(c) Non-Current Investments	0.91	0.00
(d) Deferred Tax Assets (Net)	0.16	0.15
(e) Long-Term Loans and Advances	13.43	0.71
(f) Other Non-Current Assets	0.01	0.00
	<u>15.71</u>	<u>1.80</u>
(2) Current Assets		
(a) Current Investments	9.95	1.63
(b) Trade Receivables	3.87	3.37
(c) Cash and Cash Equivalents	19.61	9.06
(d) Short-Term Loans and Advances	7.24	6.18
(e) Other Current Assets	0.18	0.12
	<u>40.85</u>	<u>20.35</u>
TOTAL	<u>56.56</u>	<u>22.15</u>

₹ 29.56 Bn of Cash & Cash Equivalents and Investments in Liquid Debt Instruments

Consolidated Income Statement

Indiabulls Ventures Limited Group		
Consolidated Statement of Profit and Loss for the period ended September 30, 2017		
Particulars	Rupees in Billions	
	For the period ended September 30, 2017	For the year ended March 31, 2017
I. Revenue from operations	3.21	4.09
II. Other income	0.31	1.00
III. Total revenue (I+II)	3.52	5.09
IV. Expenses :		
Operating expenses	0.20	0.27
Employee benefits expense	0.56	0.90
Finance costs	0.58	1.39
Depreciation and amortisation expense	0.04	0.24
Other expenses	0.71	0.84
Total expenses	2.08	3.63
V. Profit before tax (III-IV)	1.44	1.46
VI. Tax expense / (Benefit) :		
(1) Current tax	0.43	0.61
Less: MAT credit entitlement	(0.04)	(0.17)
(2) Short/(Excess) provision for tax relating to prior years	-	0.00
(3) Deferred tax (Net)	(0.00)	(0.01)
	0.39	0.44
VII. Profit after tax attributable to shareholders of the Company (V-VI)	1.05	1.02

Thank you