

## SRG HOUSING FINANCE LIMITED

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### FAMILIARIZATION PROGRAM FOR INDEPENDENT DIRECTORS OF SRG HOUSING FINANCE LIMITED

This Familiarization Program (“the Program”) for Independent Directors of SRG Housing Finance Limited (“the Company”) was adopted by the Board of Directors pursuant to Clause 49 of the Listing Agreement. Further the Board of Directors has in their meeting held on 24.11.2015 approved the following familiarization Programme for the Independent Directors of the Company. Further Board of Directors in their meeting held on 10.05.2017 ammended the document. Further Board of Directors in their meeting held on 21.02.2018 ammended this programme.

#### 1. Housing Industry in India:

SRGHFL is primarily engaged in the business of providing Housing Finance for Home Ownership. Company’s objective behind venturing into this business is to meet the financing needs of all income segments by providing adequate financial resources to fulfill their housing requirements. The growth of the Indian economy and the resultant rise in the per capita income are stepping up the pace of urbanization. This, along with the increasing finance penetration, has resulted in a growth in demand for housing in the past few years.

*Key Demand Drivers for the Housing Industry in India:*

- Population growth backed by favorable demographics
- Acute shortage of housing stock
- Increasing Urbanization
- Increasing Nuclearisation
- Rising Affordability
- Increasing penetration of housing finance
- Government’s thrust on housing

#### 2. Business History & Achievements:

- SRGHFL is a Bombay Stock Exchange listed and National Housing Bank registered Housing Finance Company engaged in the financing of housing loans and mortgage loans.
- SRGHFL commenced operations from 2002 after getting registered with National Housing Bank being the 1<sup>st</sup> Company in Rajasthan to get NHB License.
- Initially, the Company was incorporated as Vitalise Finlease Pvt. Ltd. on March 10, 1999.
- Subsequently, the name of the Company was changed to SRG Housing Finance Pvt. Ltd. in December, 2000 and further its name was changed to SRG Housing Finance Limited and its constitution was changed to public limited in January, 2004.
- SRGHFL came out with equity public issue in September, 2012 and raised Rs. 7.01 Crore from the IPO proceeds and got listed on BSE’s SME segment being the 1<sup>st</sup> Company in Rajasthan to be listed on SME Platform.

- In the year 2014, Company paid off the return to its shareholders in the form of Bonus shares in the ratio of 2:5 for their trust and confidence in the Company.
- In February, 2015 Company migrated to Main Board of BSE Limited from SME Platform being India's 1st Company to migrate from BSE SME to BSE Main Board.
- Further in the month of May, 2016, Company started its Corporate Office in Mumbai, Maharashtra.
- SRGHFL has outstanding loan portfolio of Rs. 81.83 Crores as on March 31, 2017.
- The company operates through its Head Office at Udaipur and 29 branches located within Rajasthan, Gujarat, Maharashtra and MP.

### 3. Business Model:

- The loan products of the company are as follows:

#### a. Individual Home Loans

1. SRG Dream Home  
It is offered to customers for the purpose of purchase of house or flat.
2. SRG Construction Loan  
It is offered to customers who wish to seek this facility for construction of Residential Property.
3. SRG Home Revision Loan  
It is offered to customers who wish to repair, renovate, and/or extend the existing accommodation.
4. SRG Plot Loans  
It is offered to the customer for outright purchase of plots for the construction of a house.
5. NRI Housing Loan  
It is offered to Non Resident Indians for construction and purchase of Residential properties in India.

#### b. Loans Against Property

The basic concept behind providing loan against property is – “Don't let your valuable property sit idle. Let it work for you.”

The various schemes in the loan against properties are as under:-

1. SRG Wealth Loan  
It is offered to Salaried Person or businessmen against mortgage of immovable properties for such purposes as may be desired by the borrower.
2. SRG New Avenue Loan  
It is the loan for purchase and/or construction of non-residential and commercial property.

#### c. Builder/ Project Loan

In these segments we are financing to builders for their housing projects for purchase of land, conversion and development of land, development of housing colonies, construction of flats, houses, etc. with repayment linked with sale of flats or on EMI basis.

#### 4. Achievements:

1. Credit Rating has been enhanced to Investment Grade by BrickWork Ratings in the Month of July 2016.
2. The Company has received its first ever Refinance from National Housing Bank, twice i.e. in the month of April, 2016 and also in the month of January, 2017.
3. Corporate office of the company has been started in Mumbai at Andheri East.
4. Company has secured Sanction worth Rs. 124.65 Cr from Multiple Banks and Financial Institutions during the year 2016-17.
5. During the year 2016-17, Company successfully raised funds worth Rs. 15.19 Cr by way of Private Placement of equity shares from various leading investors of the country. This issue is the 1<sup>st</sup> Private Placement made by the Company post its IPO.
6. Increase in Net Worth by Rs.16.39 Cr to Rs 32.28 Crores as on March, 2017.
7. The loan portfolio as at March 31, 2017 amounted to Rs. 81.83 Cr as against Rs. 53.28 Cr in the previous year – an increase of 53.58%.
8. Profit After Tax amounted to Rs. 2.71 Cr in current year vs Rs.1.87 Cr in previous year – registering a growth of 44.92%.
9. Issued Non-Convertible Debentures of Rs. 25 Crore on private placement basis in FY18; for the first time since incorporation of the Company.
10. Expanded the business presence in Gujarat and Maharashtra.
11. Appointed Deloitte Haskins & Sells LLP for Management Audit of the Company.

#### 5. Awards and Recognition:

1. Awarded as “The Fastest Growing Housing Finance Company of the Year” by ET NOW BFSI Award.
2. SRG Housing Finance Ltd. had been adjudged amongst the “Top-100 SMEs in India” by Skoch Group and Awarded with Skoch Order of Merit on 47th Skoch Summit on 17th-18th March 2017.
3. Awarded from BSE for top three performers on SME Platform for the year 2012-13

#### SRG HOUSING FINANCE LIMITED IS THE FIRST COMPANY IN FOLLOWING WAYS:

- First Company in Rajasthan to get Listed on BSE SME Platform
- First Company in Rajasthan to get registered with National Housing Bank
- First Company to get Migrated from BSE SME Platform to BSE Main *Board*

#### 6. Roles, Rights and Responsibilities of Independent Directors:

The role, rights and responsibilities of Independent Director will be those normally required of a Non-Executive Independent Director under the Companies Act, 2013 and all other laws applicable to the company and as required by Board of Directors of the Company.

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