

Dewan Housing Finance Corporation Limited and U.S.-based Prudential Financial, Inc. to partner in life insurance joint venture in India



DHFL along with its promoters' entities to acquire DLF Ltd.'s 74 percent interest in DLF Pramerica Life Insurance Company Ltd.

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Dewan Housing Finance Corporation Limited (DHFL) and Prudential Financial, Inc. (PFI), which does business under the trade name Pramerica in selected countries outside the U.S., announced today that they have entered into a joint venture (JV) partnership to provide life insurance products to customers in India. Under the terms of the agreement, which is subject to regulatory approvals, DHFL and its promoters' entities will acquire DLF Ltd.'s 74 percent interest in DLF Pramerica Life Insurance Company Ltd. (DPLI) and the company, upon closing

is proposed to be renamed DHFL Pramerica Life Insurance Company Ltd. (DHFL Pramerica). The business of the current entity will continue without interruption and the current management will continue to run the joint venture, under the stewardship of the shareholders.

Statement from Mr. Kapil Wadhawan, Chairman and Managing Director, DHFL:

“DHFL is thrilled to announce this joint venture with PFI, and we feel very excited to be partnering with an organisation having a deep understanding of the life insurance business, risk management practices and insurance expertise in various international markets. The legacy of a 138-year old financial institution like PFI with its life insurance expertise, coupled with DHFL’s strong knowledge of the Indian retail financial services market, will create a solid foundation for this life insurance JV company here in India. This JV will help DHFL extend its philosophy of financial inclusion by broadening the range of products and services available to our customers as well as other customers, across India, especially in Tier 2 and 3 cities/towns. We believe that this JV will generate long-term value for DHFL shareholders.”

He also added, “My father started DHFL almost 30 years ago and created a legacy, and now, I am honored to partner with PFI to develop the blue print of what I hope will be another legacy business in the DHFL financial services group.”

Statement from Mr. Tim Feige, Senior Vice President and International Insurance Group Executive at PFI:

“We are pleased to join forces with DHFL, one of India’s leading financial services companies. We believe that DHFL is the right partner to support us and the talented people at DPLI in the next phase of the Company’s growth. DHFL’s strong branch network across India and deep knowledge of the retail financial services market will enable the business to enhance the products and services it provides to existing customers and partners, further expand its distribution capabilities and strengthen its ability to meet the increasing protection needs of India’s growing consumer base in the years ahead. This new partnership also reinforces PFI’s commitment to building a strong presence in India, a country whose future growth over the long term will

enhance our 138-year history of providing financial security and peace of mind to customers around the world.”

Key Business Highlights about DPLI:

DPLI started operations in India on September 01, 2008 and has a pan India presence through its agency and third party distribution channels. The Company is committed to providing protection and quality advice to its customers and is focused on providing innovative products to meet a variety of insurance needs. For further information on the Company, please visit www.dlfpramericalife.com.

About PFI:

PFI (NYSE: PRU), a financial services leader with approximately \$1.06 trillion of assets under management as of March 31, 2013, has operations in the United States, Asia, Europe, and Latin America. Leveraging its heritage of life insurance and asset management expertise, PFI is focused on helping individual and institutional customers grow and protect their wealth. In the U.S., the Company's Rock symbol is an icon of strength, stability, expertise and innovation that has stood the test of time. PFI's businesses offer a variety of products and services, including life insurance, annuities, retirement-related services, mutual funds, investment management, and real estate services. PFI is not affiliated in any manner with Prudential plc, a company incorporated in the United Kingdom. Pramerica is a trade name used by PFI and its affiliates in selected countries outside the United States. For more information about PFI, please visit <http://www.pramericafinancial.com>.

About DHFL:

DHFL was founded in 1984 by Late Shri Rajesh Kumar Wadhawan with a vision to provide financial access to the lower and middle income segment of the society. Led by Mr. Kapil Wadhawan, CMD, DHFL, the Company is reckoned as one of India's leading housing finance companies in India with a network across 447 locations.

The Company's representative offices in Dubai and London cater to Non-Resident Indians (NRIs) in their requirement for housing finance for purchase of residential properties in India. For further information, please visit <http://www.dhfl.com>.

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