pnb Housing Finance Limited
Ghar Ki Baat

June 15, 2018

The BSE Limited,
Listing Department,
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai – 400 001

Scrip Code: 540173

National Stock Exchange of India Limited,
Listing Department
"Exchange Plaza"
Bandra Kurla Complex,
Bandra (E), Mumbai – 400 051

Symbol: PNBHOUSING

Subject: Intimation of Schedule of Analyst / Institutional Investor meetings under the SEBI (Listing Obligations and Disclosure Requirements), Regulations 2015

Pursuant to the Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements), Regulations 2015, we would like to inform you that the Company officials will attend Investor Conference and Non Deal Road Show as per the following:

Date	Organised by	Conference Type	Place
18th June, 2018	Kotak securities	Investor Conference	London
19th June, 2018	Kotak securities	Non Deal Road Show	London
20th June, 2018	Kotak securities	Non Deal Road Show	Edinburgh

The copy of presentations to be shared at the Conference are attached herewith and are available on the Company website at https://www.pnbhousing.com/investor-relations/investor-presentation/

This is for your information and records.

Thanking You,

For PNB Housing Finance Limited

Sanjay Jain
Company Secretary & Head Compliance

Investor Presentation

June 2018



pnb Housing Finance Limited

Safe Harbor



This presentation and the accompanying slides (the “Presentation”), which have been prepared by PNB Housing Finance Ltd (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment what so ever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.

About PNB Housing Finance



Leading Housing Finance Company…





- Disbursement: INR 33,195 Crore* (US$ 5,104 mn)
- Asset Under Management: INR 62,252 Crore (US$ 9,571 mn)
- Loan Assets: INR 57,014 Crore (US$ 8,766 mn)
- GNPA: 0.31% on AUM / 0.33% on Loan Assets
- Average Cost of Borrowing: 7.71%*
- No. of employees: 1,290
- ISO 9001:2015 certified COPS and CPC
  ISO 9001:2015 Customer Service Operations
  ISO 9001:2008 certified Contact Centre
- Book Value Per Share: INR 378.5 per Share

Fastest growing HFC amongst the Top 5 HFCs in India

All US$ numbers in the presentation are converted at 1US$ = INR 65.04 | 1 Crore= 10 million | Data as on 31-Mar-18 | *Data for FY17-18 | COPS: Central Operations, CPC: Central Processing Center

pnb Housing Finance Limited

started in 1988



1988
- Company incorporated

2009
- Destimoney Enterprises Private Limited ("DEPL") acquired 26% stake in the Company

2010
- Launched business process re-engineering project- "Kshitij"
- AUM: ~INR 3,000 crore

2011
- Introduced new brand image
- Robust and scalable target operating model ("TOM") implementation commenced

2012
- DEPL raises stake from 26% to 49%

2014
- DEPL is acquired by QIH, of the Carlyle Group [1]
- **AUM crossed INR 10,000 crore**

2015
- **IPO - Raised INR 3,000 Crore**
- **AUM crossed INR 25,000 crore**

2016
- **AUM crossed INR 50,000 crore**
- Certified as a "Great Place to Work" by building a 'High Trust, High Performance Culture'*
- Deposits: Over INR 10,000 Crore
- Incorporated a subsidiary ''PHFL Home Loans & Services Ltd''

2017
- MTN set-up for **$1bn to raise off-shore funds**
- Certified as a "Great Place to Work" by building a 'High Trust, High Performance Culture'*

2018

1 QIH (Quality Investment Holdings) is an affiliate of Carlyle Asia Partners IV, L.P.

**Source: Great Place to Work Institute (GPTW)*

HFC Sector well placed…

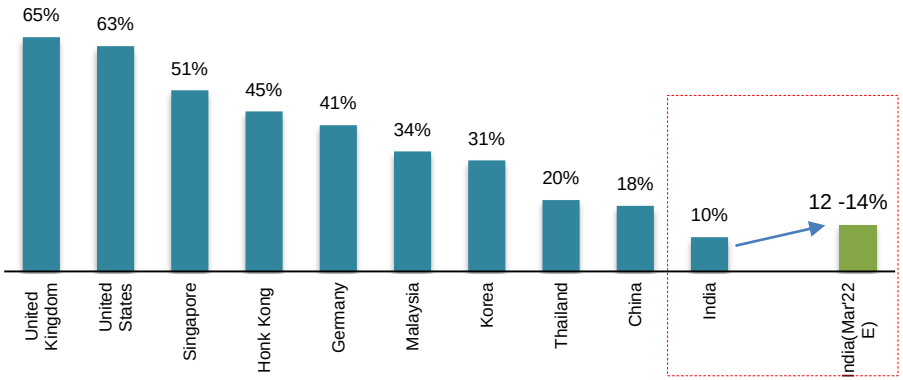


India's Mortgage Market…

Under penetrated mortgage market, rising urbanization coupled with increase in housing demand is leading to mortgage market expansion

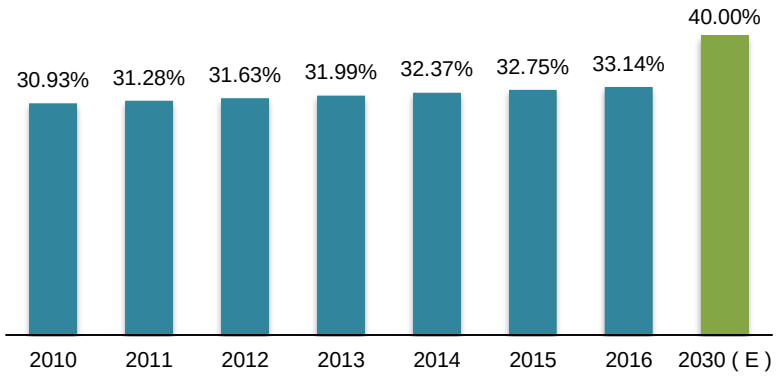
Indian mortgage market is significantly under-penetrated

Mortgage to GDP Ratio (%)



Source: ICRA Indian Mortgage Finance Market Update for 9MFY2018

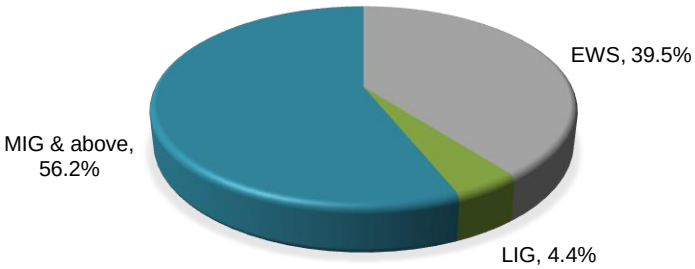
Increasing urban population



Source: NHB, RBI, CRISIL Research

Significant urban housing shortage

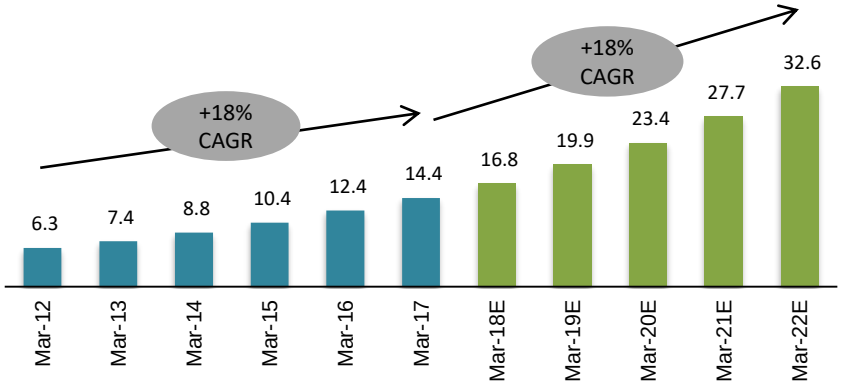
Split of Urban Housing Shortage in FY2012 – 18.8 million units



Source: Ministry of Housing and Urban Poverty Alleviation

Ramp-up expected in Indian mortgage market

Loan Assets (INR Trillion)

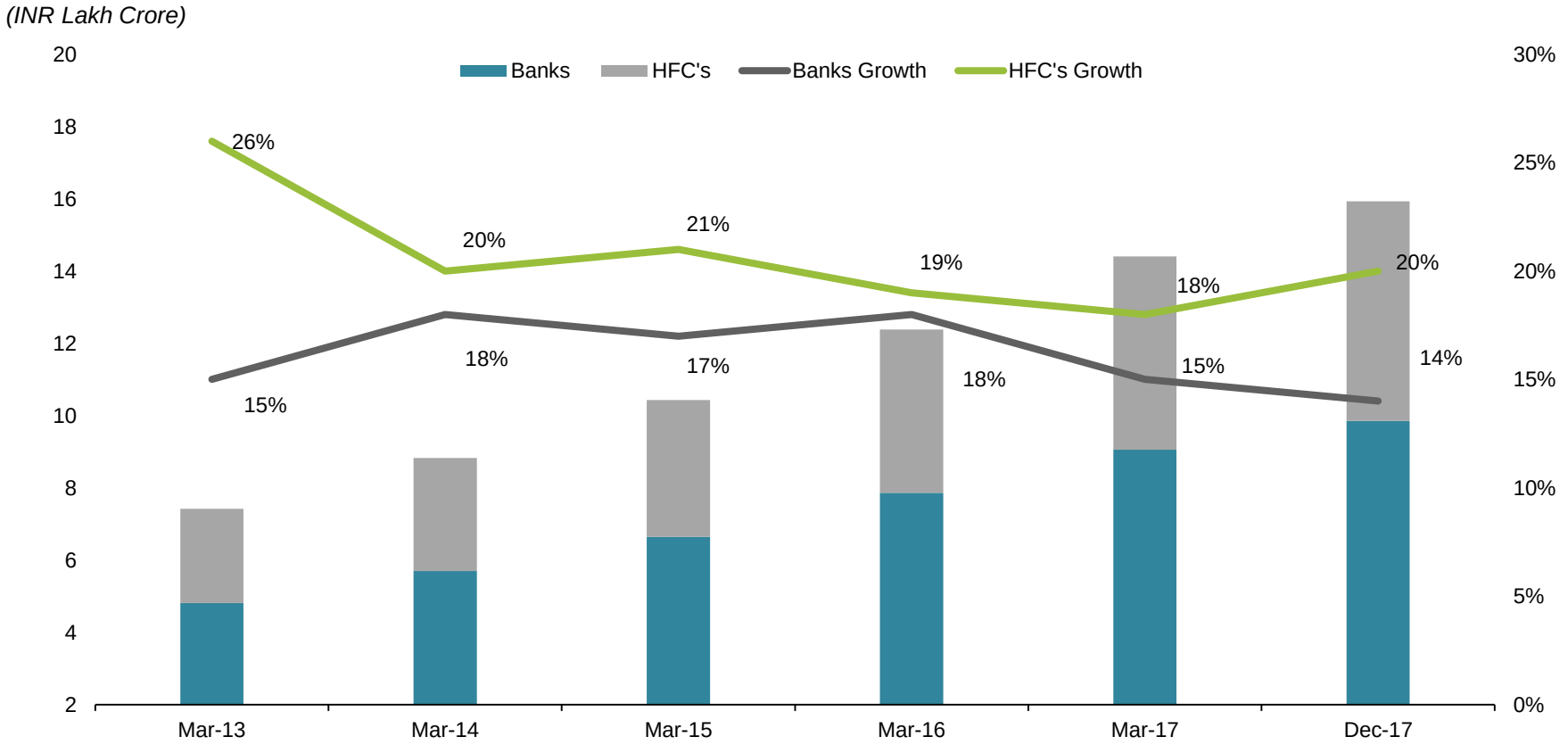


Source: ICRA Indian Mortgage Finance Market Update for 9MFY2018

pnb Housing Finance Limited

Outpacing Traditional Channels with…

Increasing HFCs Share in a Steadily Expanding Home Loan Portfolio

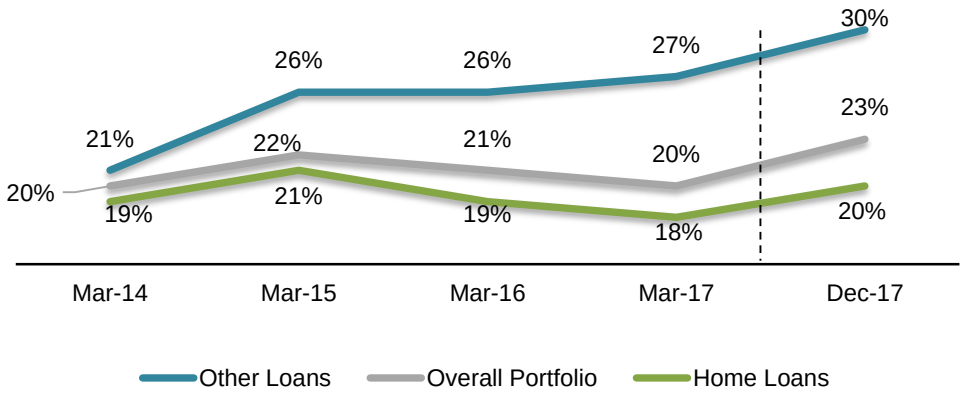


Source: ICRA Indian Mortgage Finance Market Update for 9MFY2018
% Change is YoY

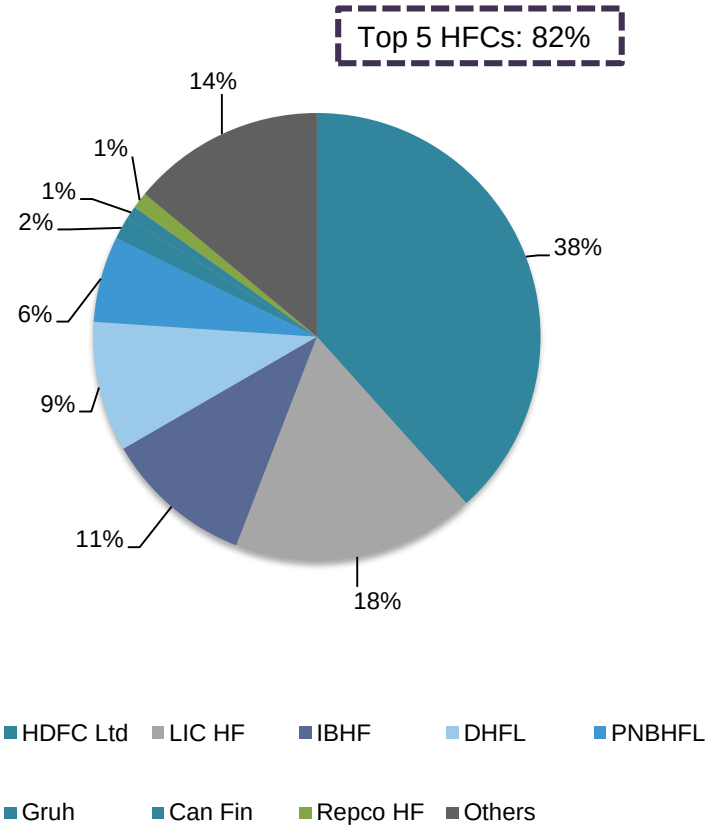
pnb Housing Finance Limited

Sustainable Growth of HFCs

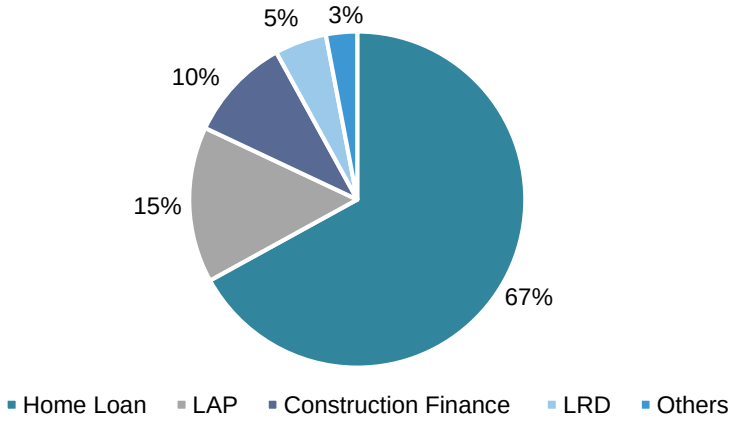
Portfolio Growth of HFCs



Total Loan of all HFCs: INR 8.9 Lakh Crore as on 31-Dec-17



Portfolio Composition of All HFCs as on 31-Mar-17



Source: ICRA Indian Mortgage Finance Market Update for 9MFY2018
% Change is YoY

pnb Housing Finance Limited

Government Initiatives



Growth Drivers









Urbanization	Improved Affordability	Favourable Demographics

Home Buyers

- Incentives from PMAY subsidy and tax deductions
- RERA : transparency and delivery visibility to buyers
- 90% of government run pension fund EPFO can be withdrawn for house purchase

Developers

- 100% tax exemption on affordable housing construction for developers
- Faster building permissions
- RERA : increase in developers accountability

Financers

- Infrastructure status for affordable housing, enabling easier institutional credit
- RBI, SEBI and IRDA have coordinated policies to ease access to funding
- Reduction in risk weights and provisioning norms
- More effective recovery law

PMAY-CLSS



Changes / Inclusion in the scheme effective 1-Jan-17

- Existing scheme renamed as PMAY-CLSS for EWS/LIG
- Maximum tenure changed from 15 to 20 years
- Scheme extended to Middle Income Group (MIG) available upto March 2019

Category	EWS	LIG	MIG I	MIG II
Household Income (INR Lakhs per annum)	3	6	12	18
Loan Amount eligible for subsidy (INR Lakhs)	6	6	9	12
Interest Subsidy	6.5%	6.5%	4%	3%
Loan Tenure	20	20	20	20
Carpet Area (Sq. Mtr.)	30*	60*	160	200
NPV Discount Rate (%)	9%	9%	9%	9%
Maximum Interest Subsidy Amount (INR)	267,280	267,280	235,068	230,156

Effective Interest Rate of ~2.63% post PMAY and Tax Benefit

* Applicable on Construction, Improvement, Extension

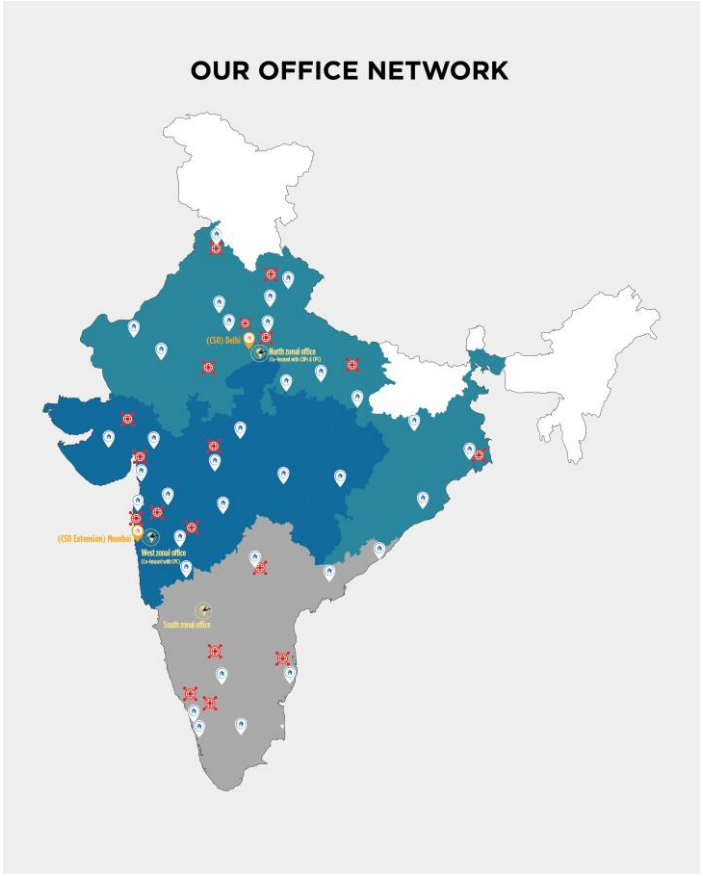
Source: ICRA, Report

Expansion Led Growth and Robust TOM



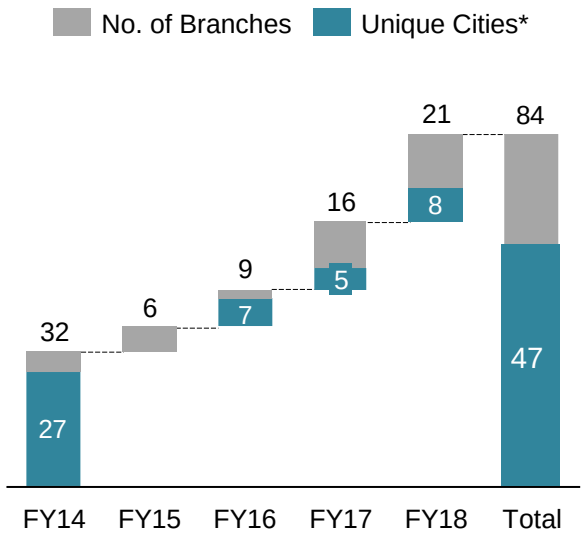
Expanding Footprints…

Branches – Point of Sales & Services
Processing Hubs – Fountain head for Decision Making
Zonal Hubs - Guides, Supervises & Monitors the HUB

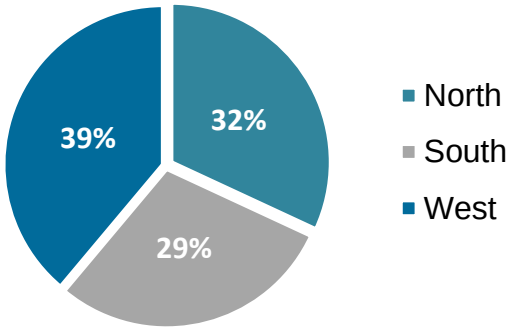


Geography	Hub	Branches
North	7	28
South	7	27
West	7	29

No. of Branches



AUM- Geographical Distribution



New Branches^ contributes 30% of Retail Disbursement

Central Support Office

Map not to scale. All data, information and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness.

*Unique cities are part of Branches
^Branches made operational from FY16 onwards

pnb Housing Finance Limited

Driven by Scalable Hub & Spoke Model…



Spokes

Customer acquisition / servicing



DSA



DST





Digital Platform



Lead Aggregators

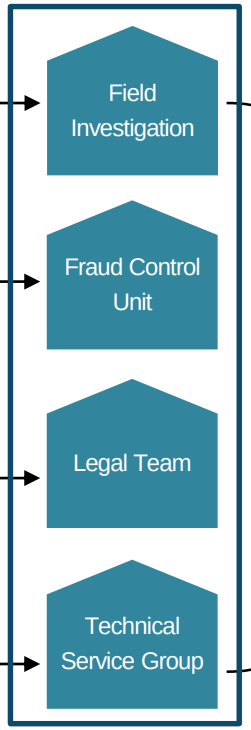
Regional Hub

Underwriting

Fountain head for decision making



File received at hub





Underwriter reviews the reports, does the financial assessment and finally decides on the loan application

Central Operations

Post Disbursement Operations

CPC



COPS

- √ **Scalable and efficient operating model with centralized processing**
- √ **Effective risk management with separation of responsibilities**
- √ **Integrated IT platform**

DSA: Direct Sales Agent; DST: Direct Sales Team

pnb Housing Finance Limited

and Robust Risk Buying Processes…



Underwriting to Collections

Specialization

- Professionally qualified with vast mortgage experience
- Stable and vintage cadre of hub heads and other senior personnel
- Specialized roles, distinguished responsibilities but collective decision making
- Predictable service standards

Customer profiling

- Selective approach to customer profiling and their business model
- Evidence based income assessment and established banking relationship
- Seasoned mass affluent customers with multiple assets and credit tested
- Mandatory touch base with self employed customer at their work premises

Other mitigating measures

- Mark to Market policies with tailor made offering
- Multiple checks and balances with maker-checker approach
- Workflow based assessment on single IT platform
- Use of technology in verification of customer data points and geo tagging of properties

3C Approach

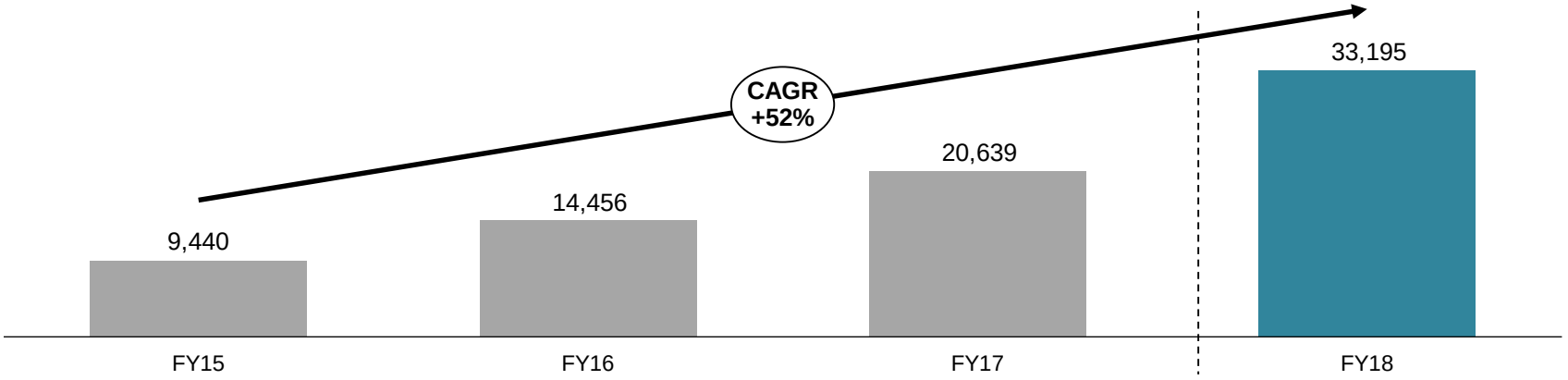
- 3C approach: Counsel, Collect and Cure
- Periodical portfolio scrub for early warning signals
- Efficiencies through centralised banking
- In house contact centre with payment gateway integration
- Special cadre of professionals for resolution through legal tools
- Collections on-the-go through mobility for effective supervision
- Adherence to regulatory framework

- An independent audit function for all departments and processes, directly reporting to Audit Committee of Board
- Multi pronged control mechanism coupled with regular portfolio review
- Enterprise Risk Management framework

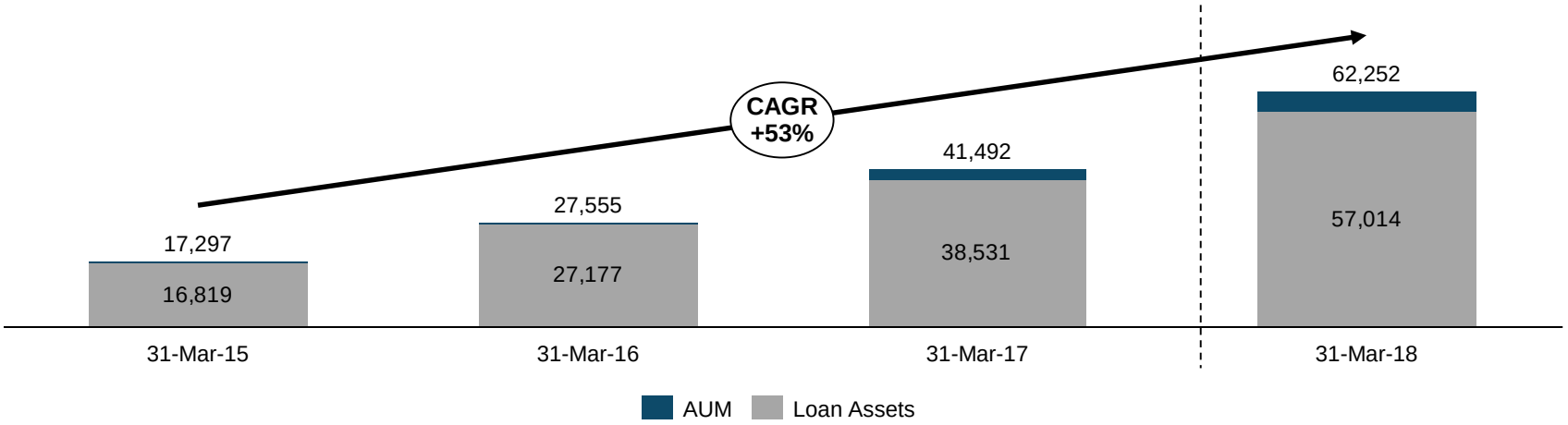
leading to Strong Business growth…

(INR Crore)

Disbursement



Asset

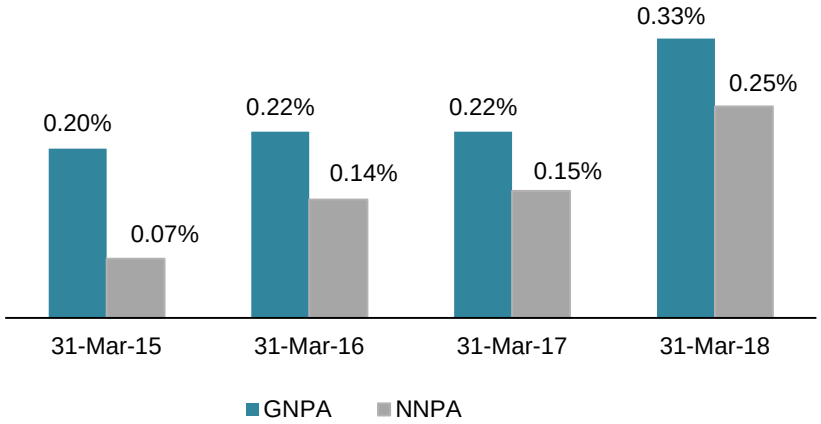


1 Crore = 10 million

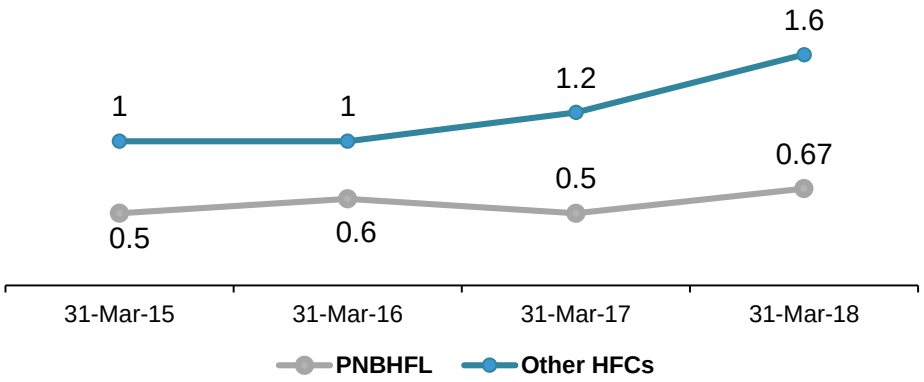
pnb Housing Finance Limited

with Lower NPAs and Adequate Credit Cost

Non Performing Assets

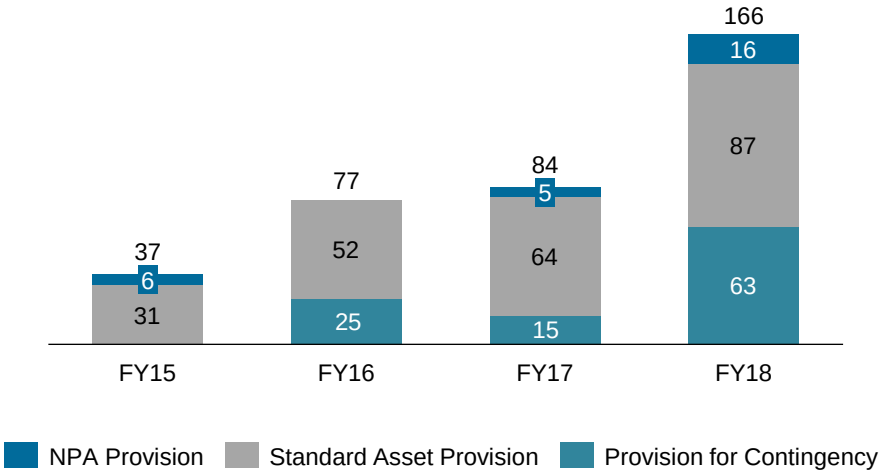


2-years lagged NPA*

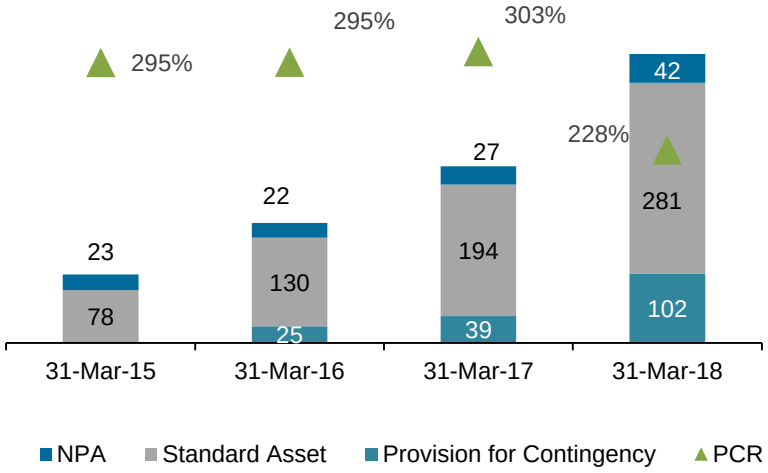


(INR Crore)

Credit Costs (Regulatory Provisions)



Provisions



1 Crore = 10 million

*Source: CRISIL

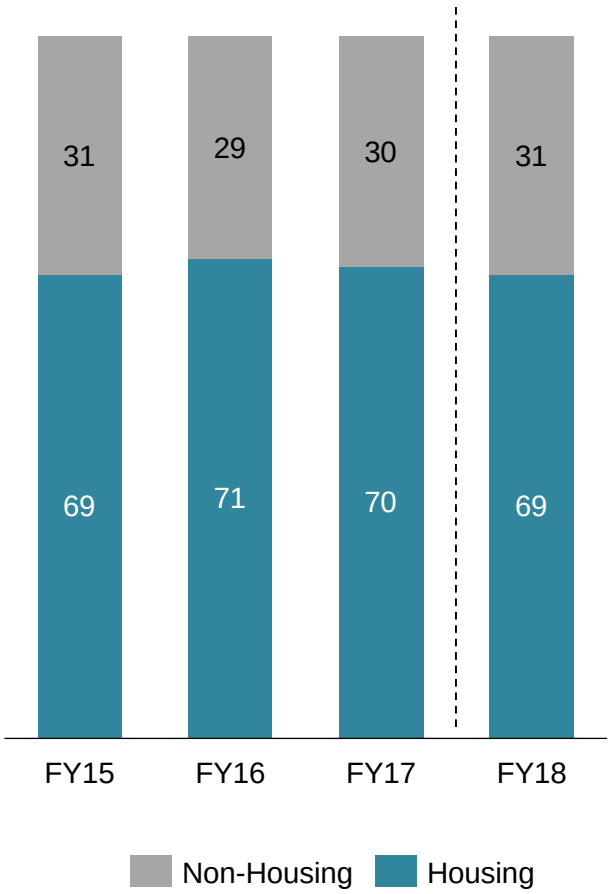
pnb Housing Finance Limited

Sustainable Portfolio Mix

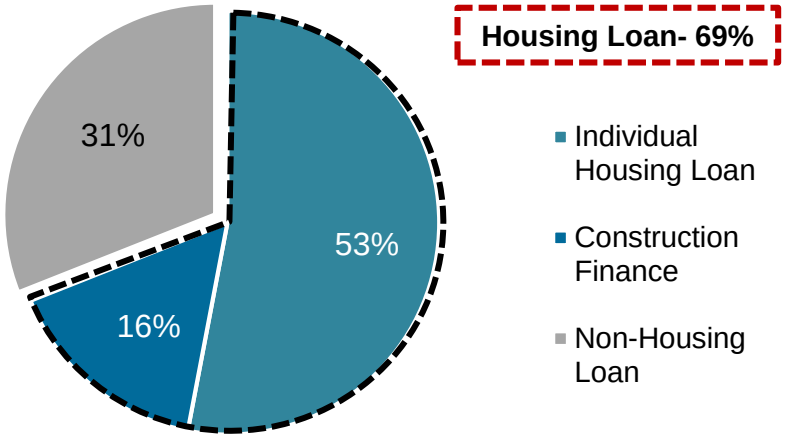


Disbursement Mix

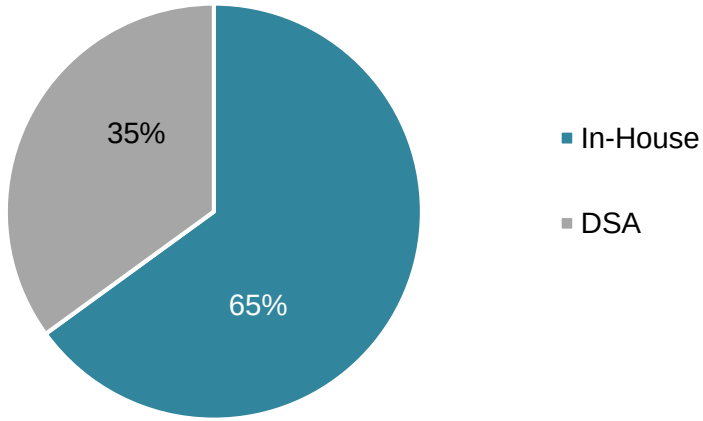
Share of Housing Loans
(% of Incremental Disbursement)



Product-wise Breakup (FY18)



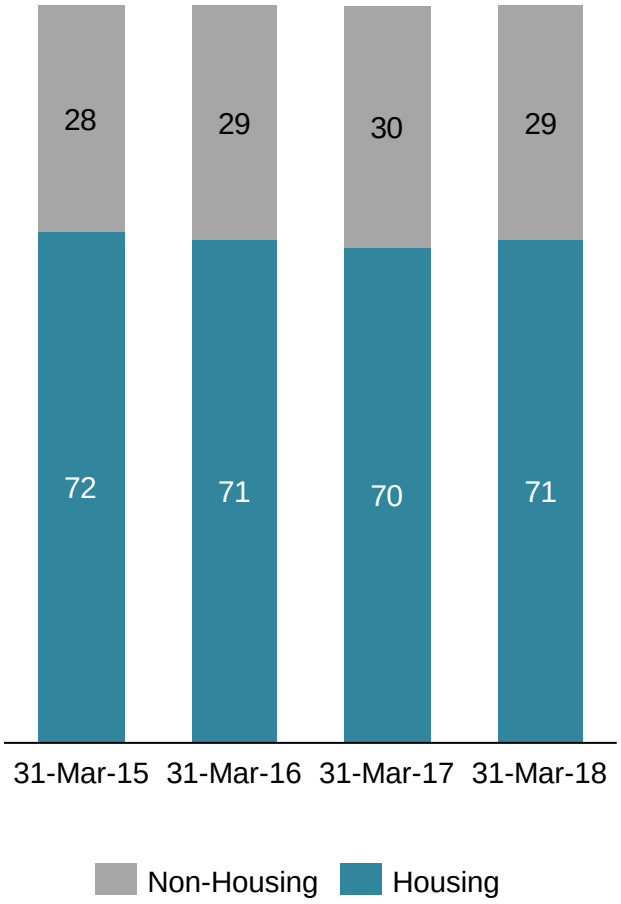
Disbursement Origination (FY18)



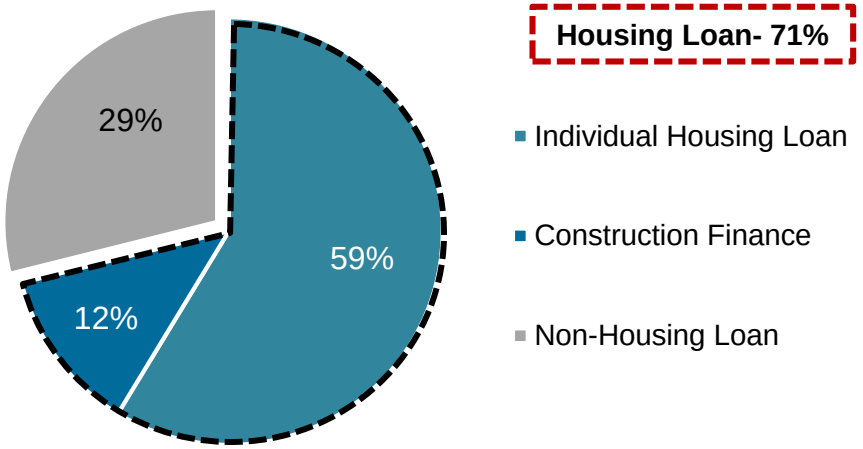
pnb Housing Finance Limited

Asset Under Management

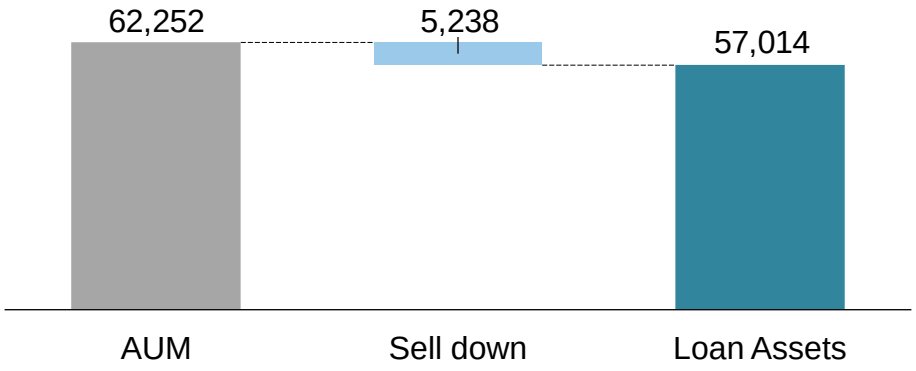
Wide Product Offering
(% of AUM)



Product-wise Break-up
(As on 31-Mar-18)



Loan Assets Walk (INR Crore)
(As on 31-Mar-18)

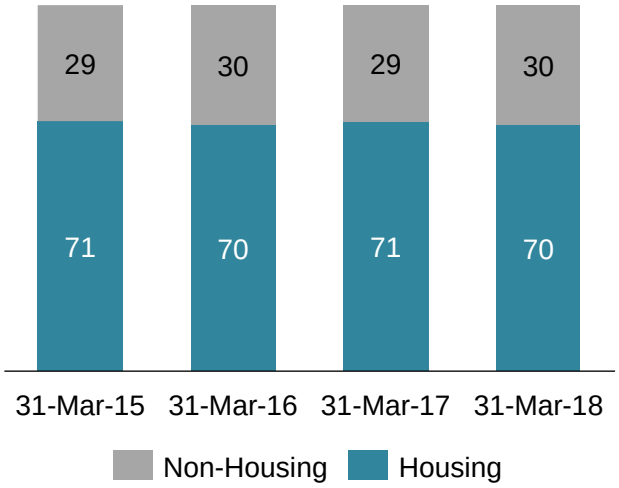


1 Crore = 10 million

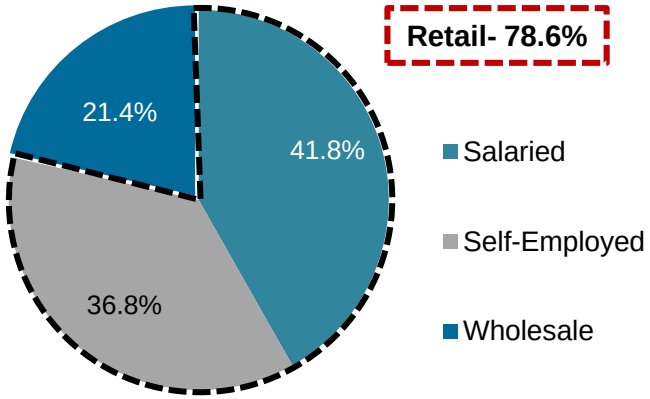
pnb Housing Finance Limited

Loan Assets

Wide Product Offering (% of Loan Assets)



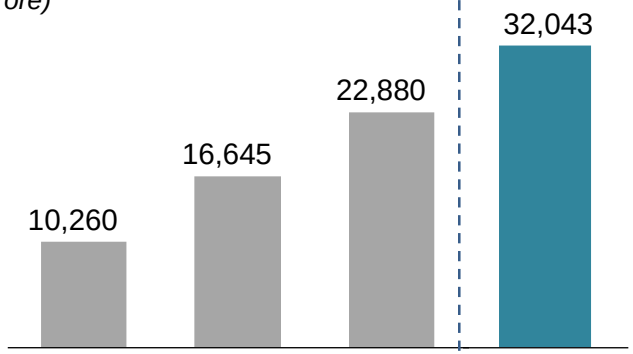
Composition as on 31-Mar-18

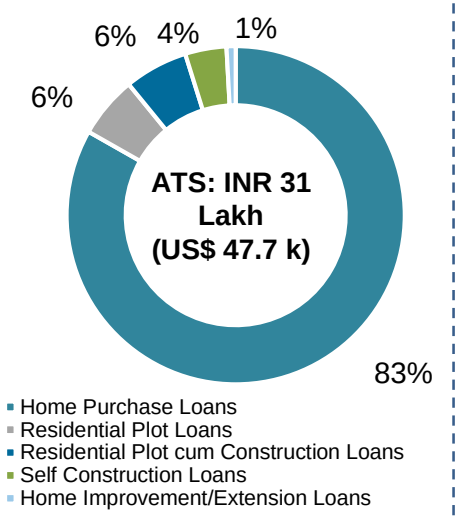


Housing Loans – 69.8%

Individual Housing Loans – 56.2%

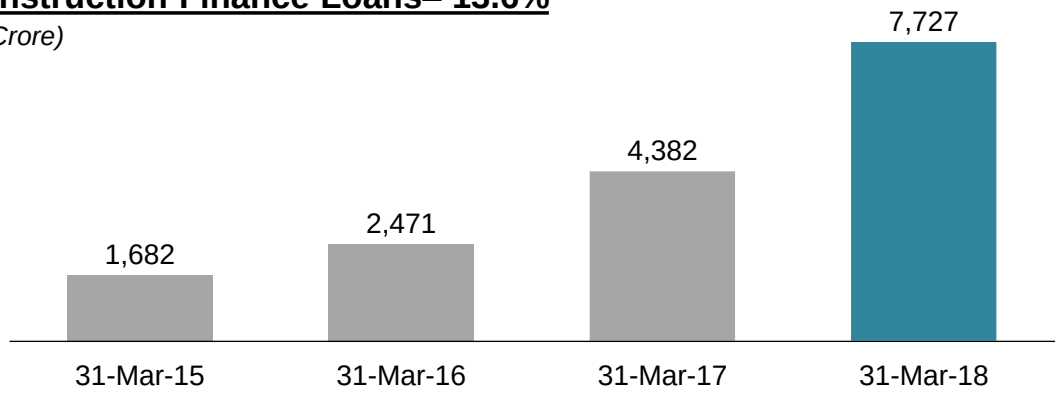
(INR Crore)





Construction Finance Loans– 13.6%

(INR Crore)



1 Crore = 10 million

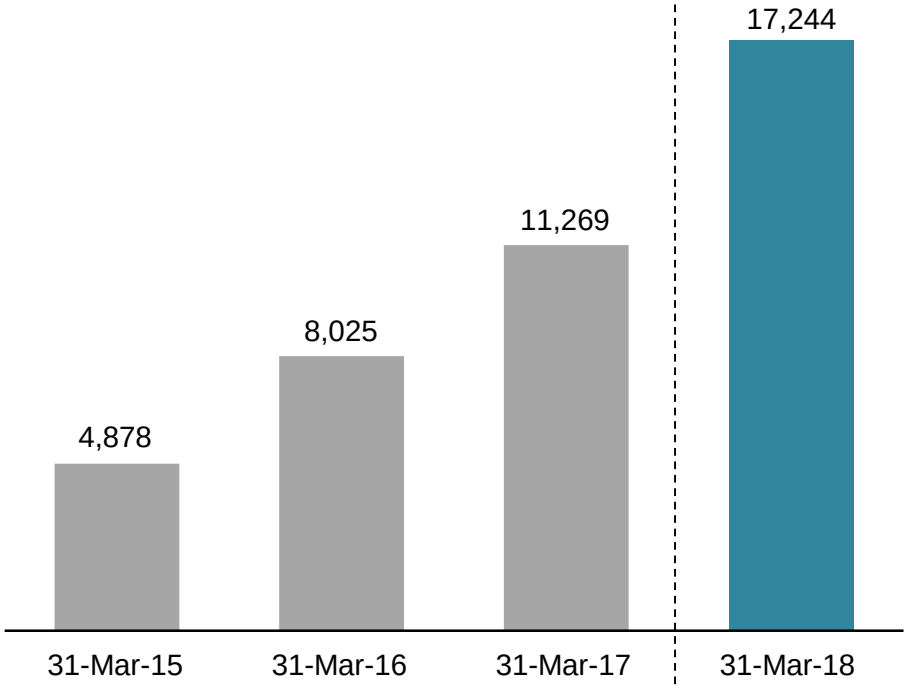
ATS: Average Ticket Size

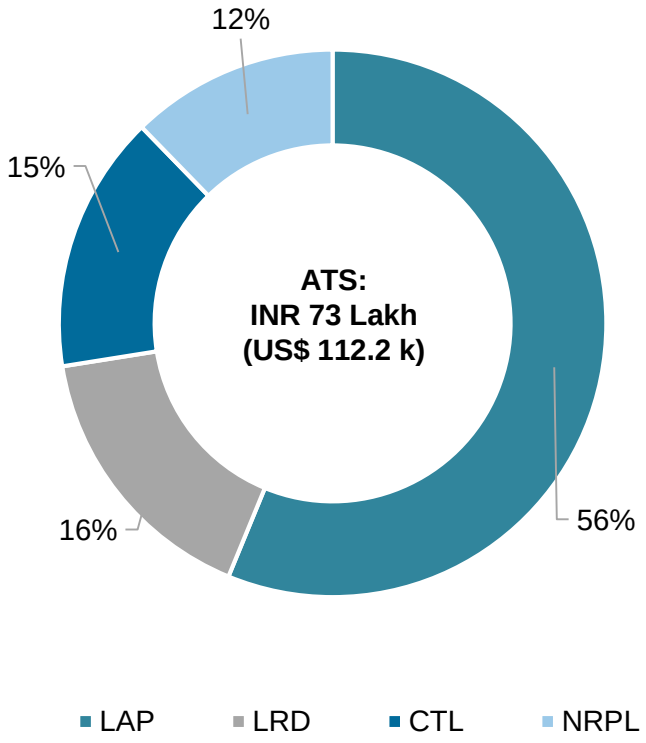
pnb Housing Finance Limited

Non- Housing Loan Assets Distribution

Non-Housing Loans - 30.2%

(INR Crore)





Data as on 31-Mar-18
1 Crore = 10 million

ATS: Average Ticket Size

pnb Housing Finance Limited

Individual Housing Loan Profile



Individual Housing Loans	
% of Loan Assets	56.2%
Average Ticket Size	INR 31 Lakh (US$ 47.7 k)
Weighted Average Loan to Value (at Origination)	69%
Salaried vs Self-Employed	68% : 32%
Weighted Average Tenure*	17.8 Years
Primary Security	Mortgage of Property

Focus on Mass Housing

*Calculated on residual maturity
Data as on 31-Mar-18

Loan Against Property Profile



Loan Against Property	
% of Loan Assets	17%
Average Ticket Size	INR 48 Lakh (US$ 73.8 k)
Weighted Average Loan to Value (at Origination)	48%
Salaried vs Self-Employed	19% : 81%
Weighted Average Tenure*	12 Years
Primary Security	Mortgage of Property

Robust Credit Underwriting Process

*Calculated on residual maturity
Data as on 31-Mar-18

Construction Finance Profile



Construction Finance	
% of Loan Assets	13.6%
Average Ticket Size	INR 67 Crores (US$ 10.3 mn)
Security Coverage	> 1.5x of specific security
Debt Service Coverage	Charge on receivables
Number of Unique Developers	106
Number of Loan Accounts	180
Weighted Average Tenure*	3.5 years
Collection Methodology	Escrow Mechanism

Conservative Lending Processes

*Calculated on residual maturity
Data as on 31-Mar-18

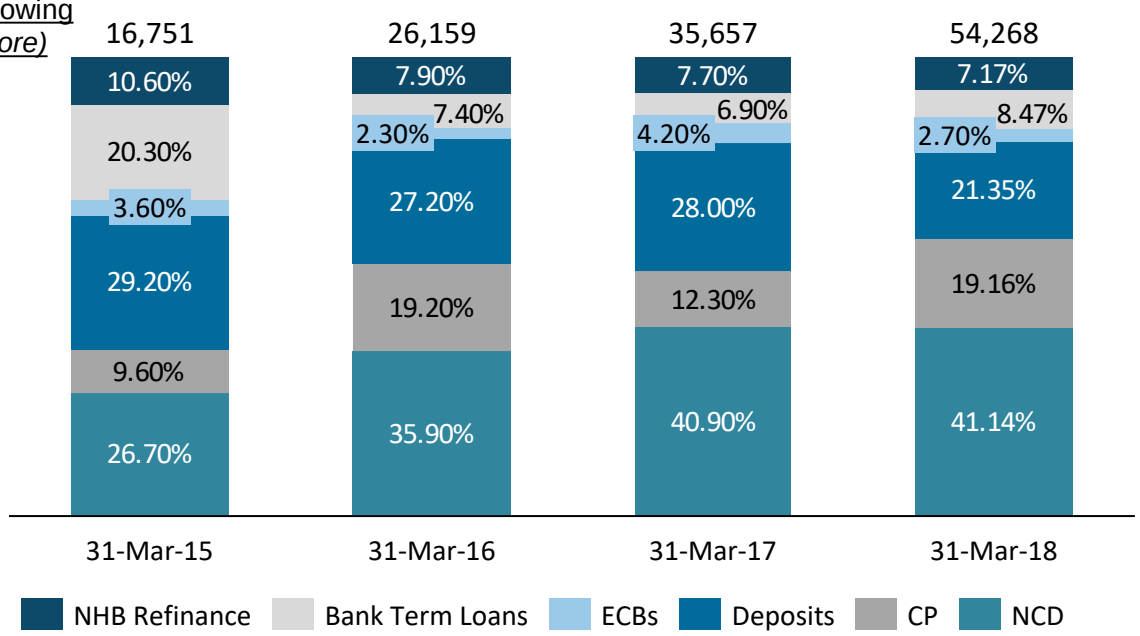
Operational and Financial Performance



Well Diversified Borrowing Profile

Access to a Diverse Base of Funding

Total Borrowing *(INR Crore)*



Relationships with multiple lending partners

- 31 Banks
- 654 Provident Funds
- 41 Insurance Companies
- 22 Mutual Funds
- 29 Pension Funds
- 2 Multilateral Agencies
- Over 58,000 Unique Fixed Depositors
- 4 Foreign Portfolio Investors

Credit Rating

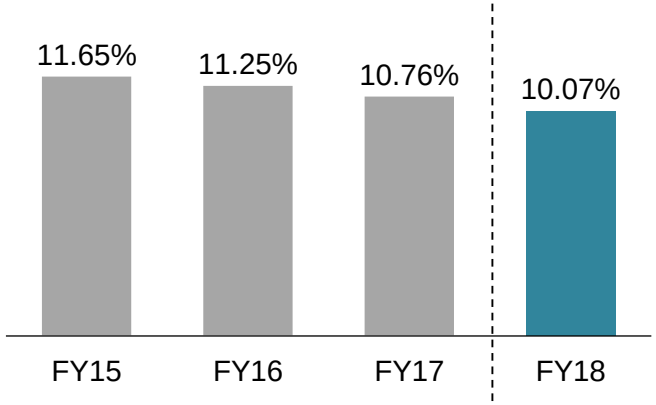
- Fixed Deposit has been rated “FAAA” by CRISIL and “AAA” by CARE. The rating of “FAAA” and “AAA” indicates “High Safety” with regards to the repayment of interest and principal.
- Commercial Paper is rated at “A1(+)” by CARE & CRISIL and Non-Convertible Debenture (NCD) are rated at “AAA” by CARE, “AAA” by India Ratings, “AA+” by CRISIL and “AA+” by ICRA
- Bank Loans Long Term Rating is rated at “AAA” by CARE and ‘’AA+’’ by CRISIL

1 Crore = 10 million

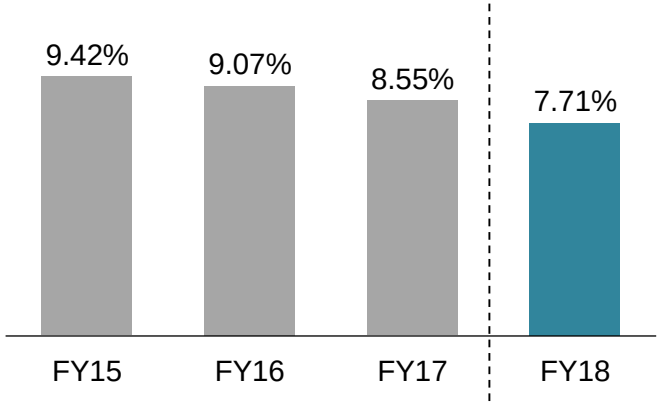
pnb Housing Finance Limited

Margin Analysis

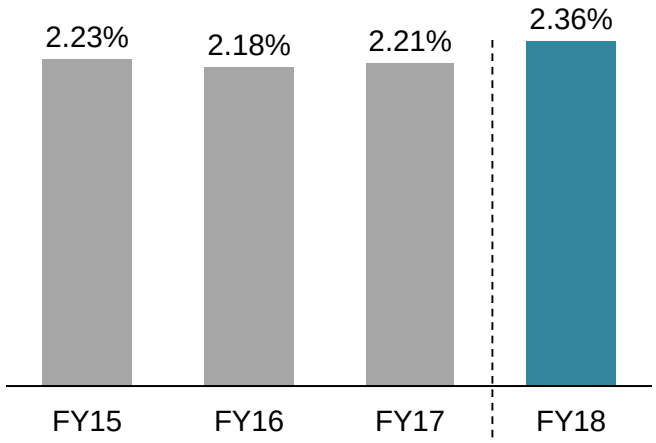
Average Yield



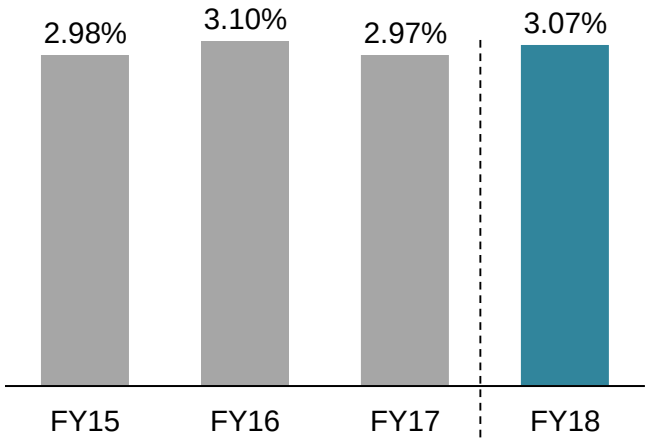
Average Cost of Borrowings



Spread



Net Interest Margins



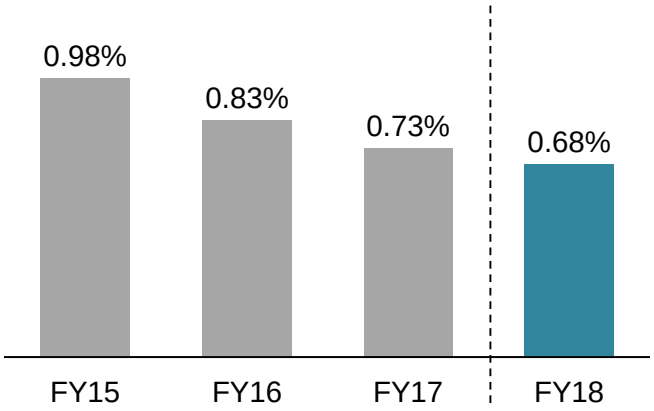
Ratios are calculated on Monthly Average

pnb Housing Finance Limited

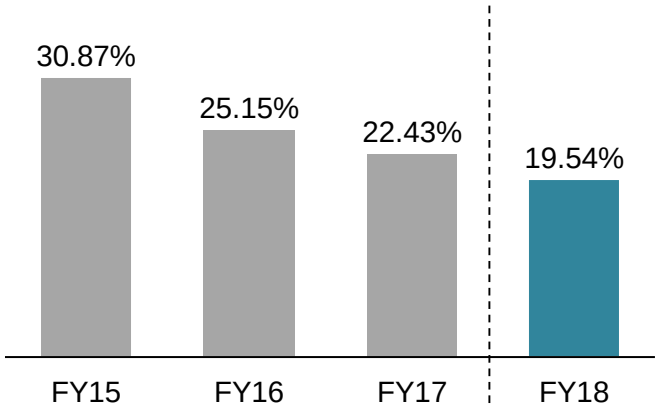
Operating Leverage playing out with Better Return Profile



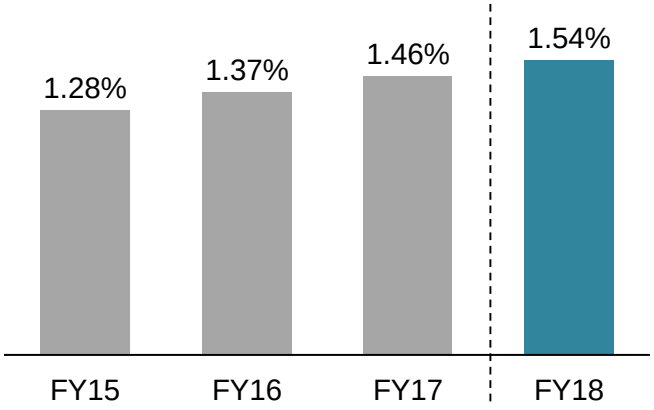
Opex to ATA Ratio



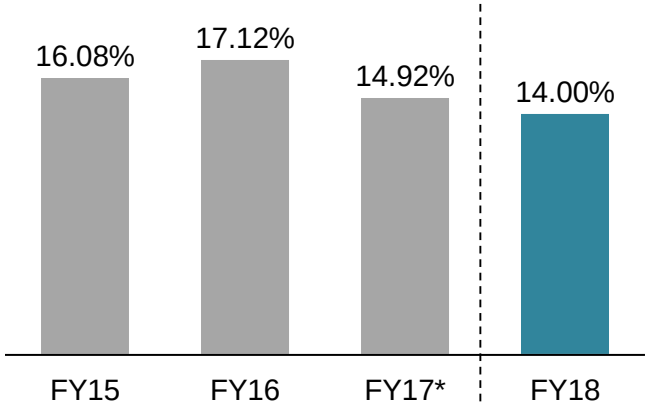
Cost to Income Ratio



Return on Asset



Return on Equity



Ratios are calculated on Monthly Average

Opex to ATA is calculated as Operating Expenditure(Employee Cost + Other Expenses + Depreciation - Acquisition Cost - CSR cost)/Average Total Assets as per Balance sheet

Cost to Income Ratio is calculated as Operating Expenditure(Employee Cost + Other Expenses + Depreciation - Acquisition Cost - CSR cost) / (Net Revenue-Acquisition Cost)

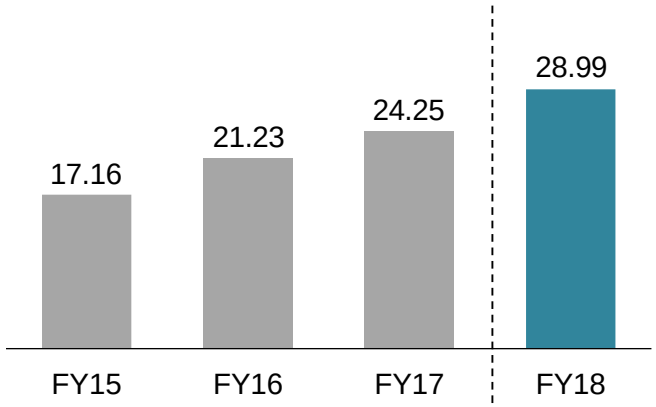
Return on Asset is on Average Total Assets as per Balance sheet

* Capital of INR 3,000 Crore raised through IPO of 3,87,19,309 fresh equity shares

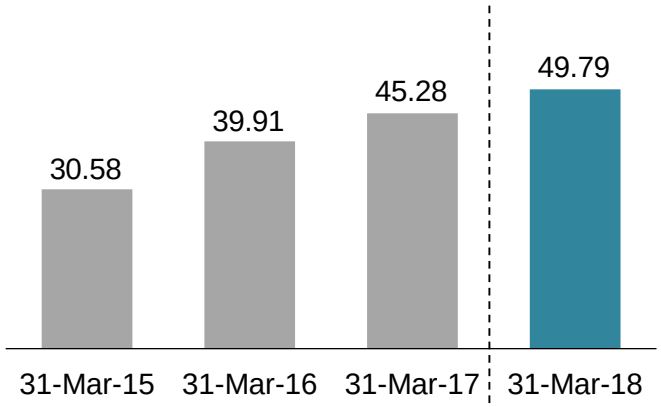
Employee Efficiency

(INR Crore)

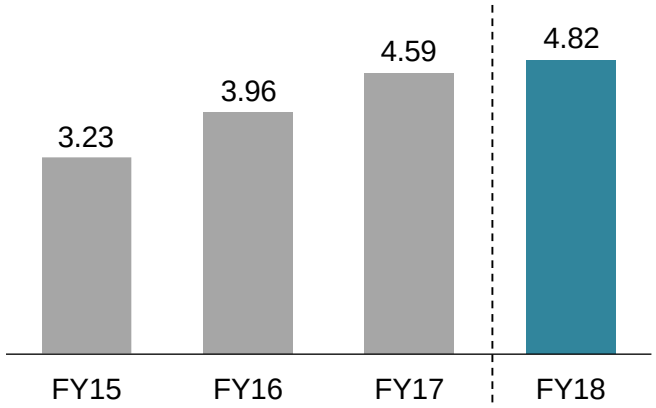
Disbursement / Employee



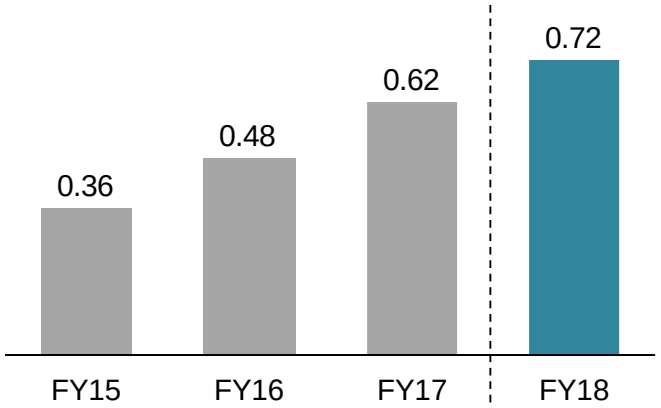
Loans Outstanding / Employee



Total Revenue / Employee



Profitability / Employee



Calculated on average number of employee for the Year
1 Crore = 10 million

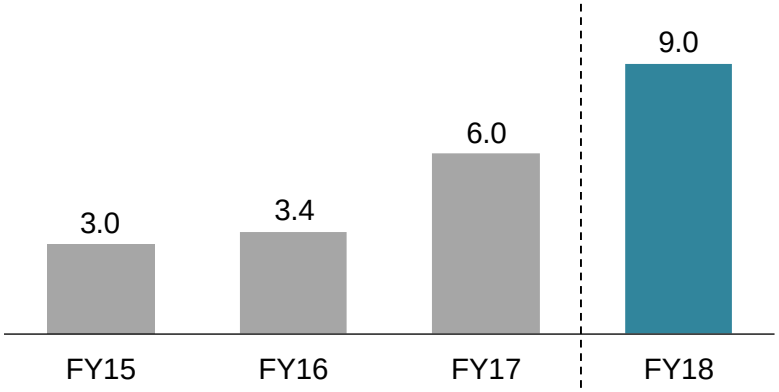
pnb Housing Finance Limited

Return to Shareholders

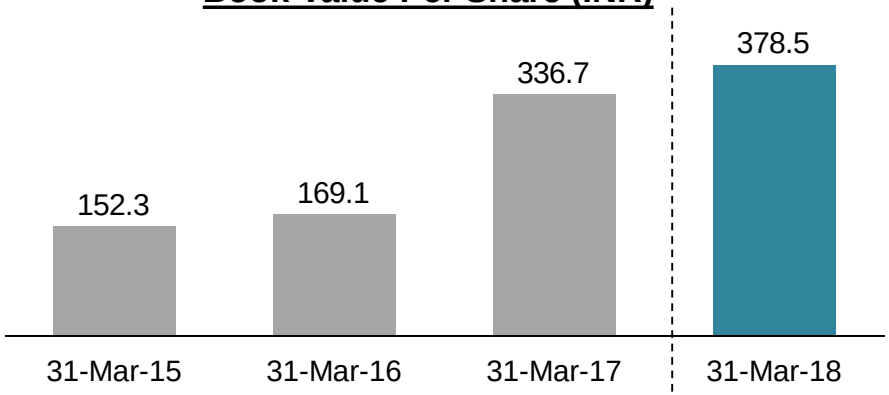
Earnings Per Share (INR)



Dividend Per Share (INR)



Book Value Per Share (INR)



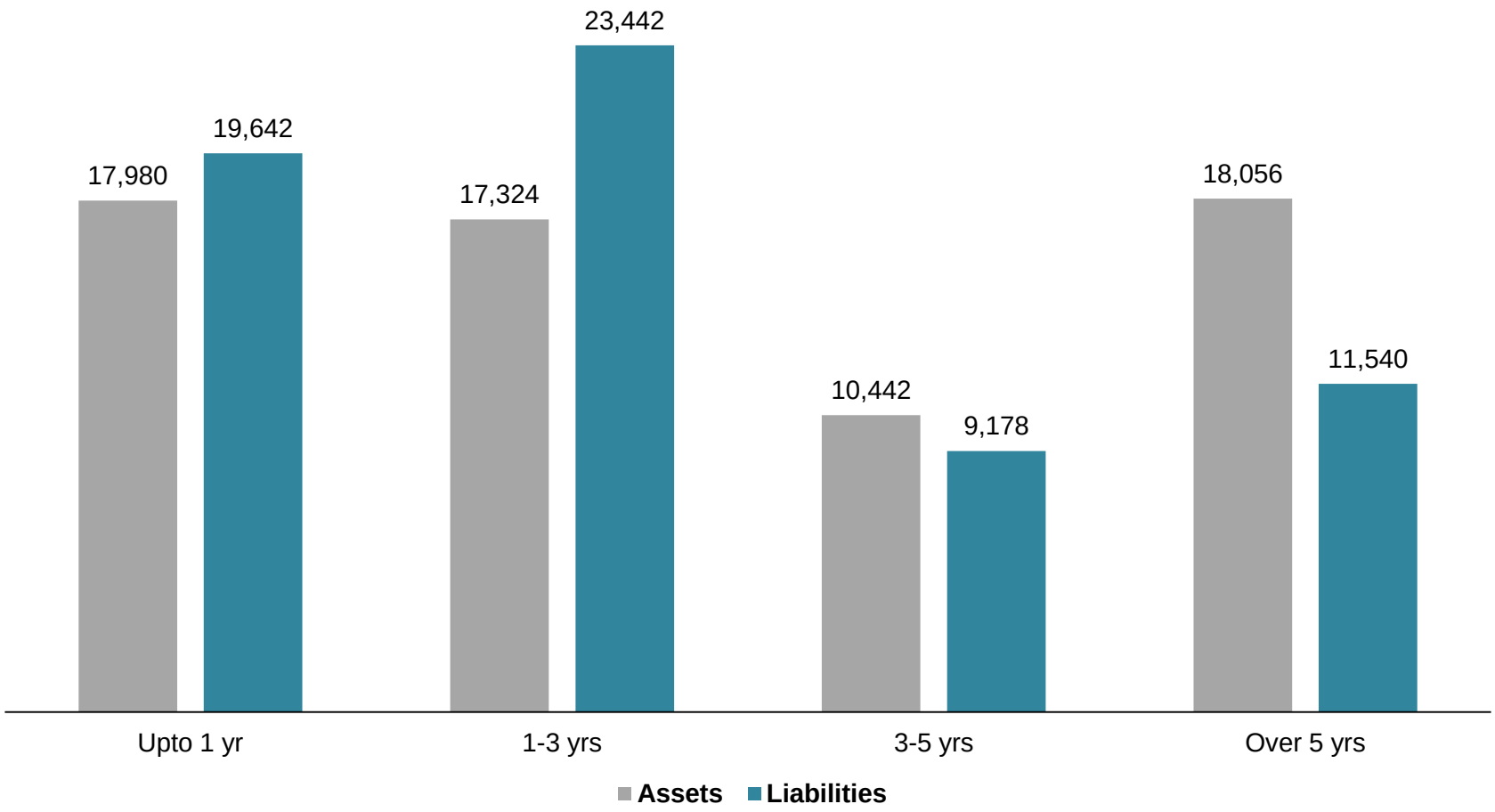
pnb Housing Finance Limited

Maintaining Prudence…



with balanced Asset Liability maturity profile

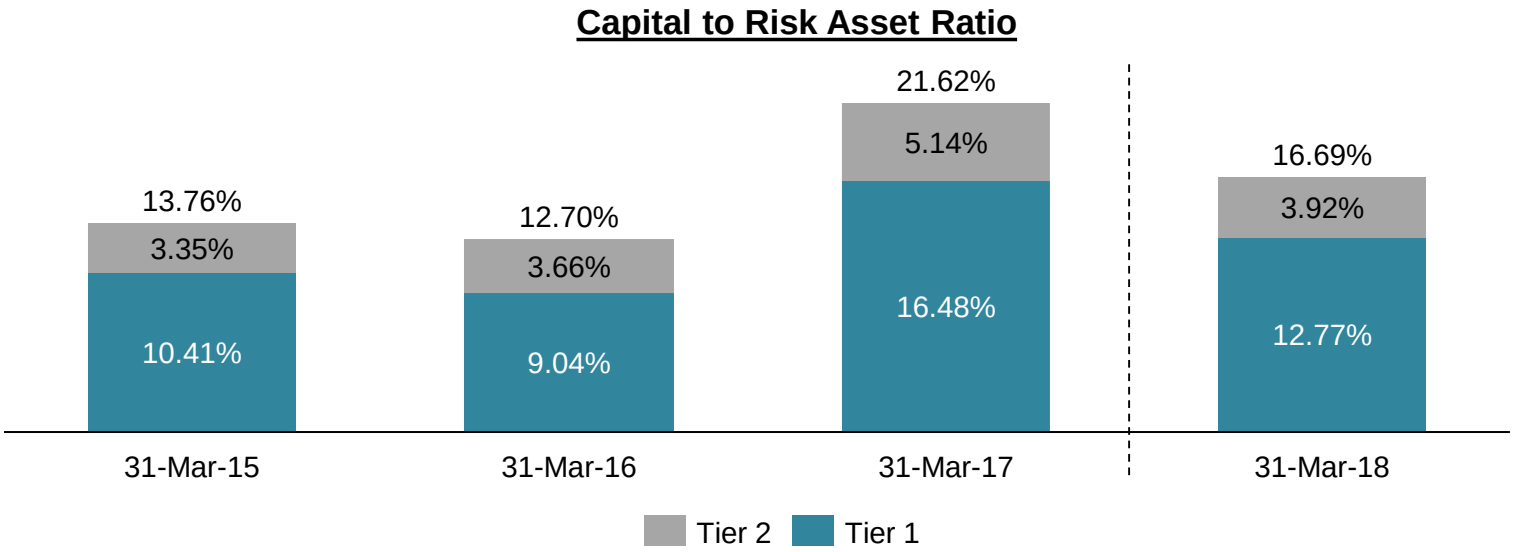
(INR Crore)

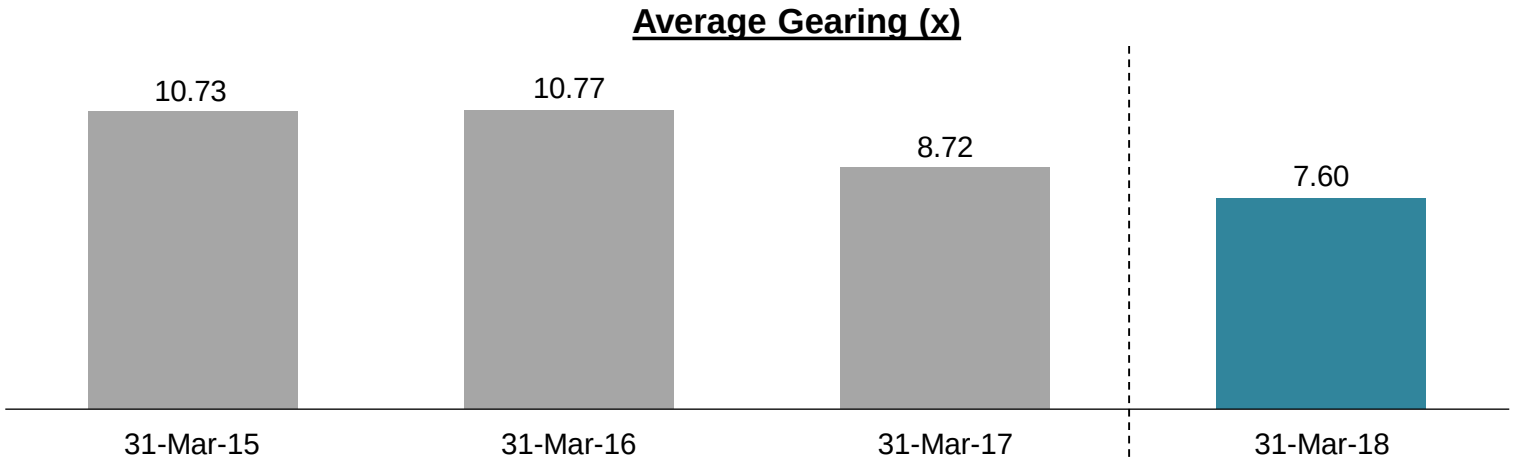


Data as on 31-Mar-18
1 Crore = 10 million

and adequate Capital & Comfortable Gearing







Ratio is calculated on Monthly Average

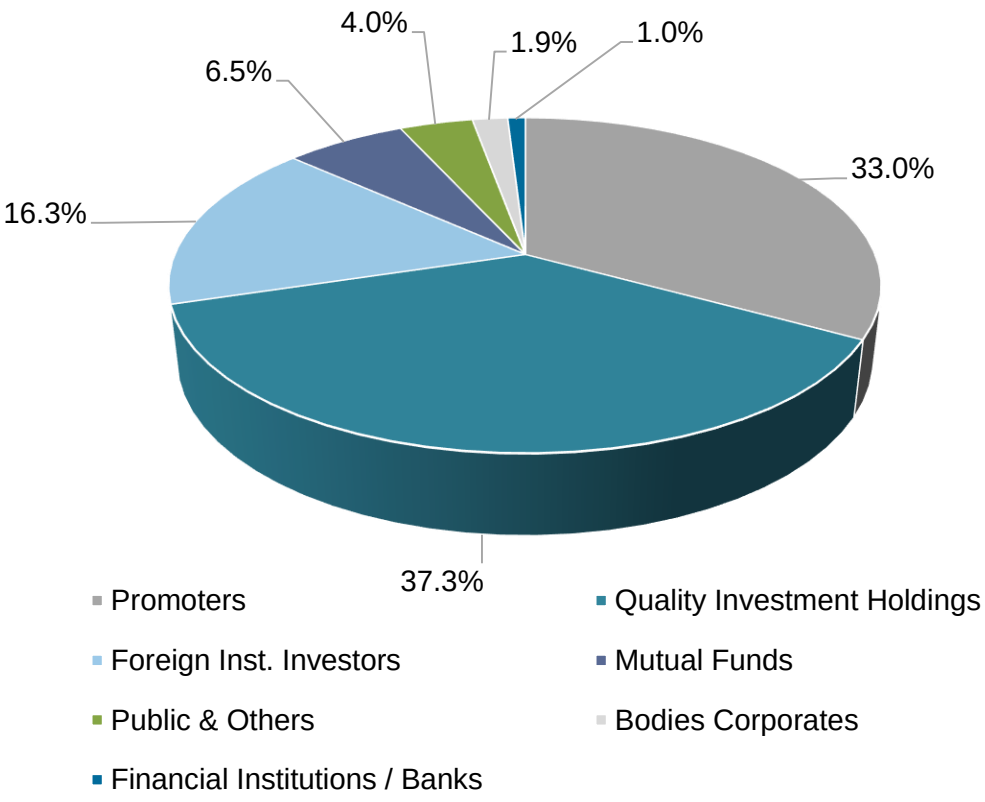
pnb Housing Finance Limited

Shareholding



Shareholding

Shareholding as on 31-Mar-18



Outstanding Shares – 16,65,86,482

Top Shareholders

General Atlantic Singapore Fund, Birla Sunlife MF, Motilal Oswal MF, Wasatch, T.Rowe Price, Fidelity, Reliance MF, Invesco, Malabar Investments

pnb Housing Finance Limited

Detailed Financials



Profit & Loss Statement



Particulars (INR Crore)	Q4 FY18*	Q4 FY17	Y-o-Y	Q3 FY18	Q-o-Q	FY18*	FY17	Y-o-Y
Interest Income	1,468.6	1,010.6	45.3%	1,335.7	10.0%	5,123.4	3,678.5	39.3%
Fee & Other Operating Income	101.4	65.3		102.8		393.0	229.2	
Other Income	0.2	0.1		0.1		0.6	0.2	
Total Revenue	**1,570.2**	**1,076.0**	**45.9%**	**1,438.6**	**9.2%**	**5,517.0**	**3,907.9**	**41.2%**
Expenditure:								
Finance Cost	1,016.8	677.9		925.0		3,530.8	2,643.7	
Employee Benefit Expenses	40.2	27.6		34.9		137.1	101.3	
Other Expenses	119.4	57.4		82.1		347.4	237.4	
Depreciation Expense	7.0	4.8		6.8		24.1	18.6	
Provisions and Write-Offs	44.4	66.7		56.1		198.8	102.9	
Total Expenditure	**1,227.9**	**834.3**	**47.2%**	**1,104.8**	**11.1%**	**4,238.3**	**3,103.8**	**36.6%**
Profit Before Tax	342.3	241.6		333.9		1,278.7	804.0	
Tax Expenses	123.1	89.2		116.4		449.3	280.3	
Net Profit After Tax	**219.2**	**152.4**	**43.8%**	**217.5**	**0.8%**	**829.4**	**523.7**	**58.3%**
EPS (Basic)	**13.2**	**9.2**		**13.1**		**49.8**	**36.7**	

1 Crore = 10 million
* Q4 FY18 & FY18 numbers are on consolidated basis

Balance Sheet



Particulars (INR Crore)	31-Mar-18*	31-Mar-17
Equity and Liabilities		
Shareholder's Funds	**6,305.5**	**5,577.3**
Share Capital	166.6	165.6
Reserves and Surplus	6,139.0	5,411.7
Non-Current Liabilities	**36,988.2**	**24,477.2**
Long-Term Borrowings	36,388.7	24,084.0
Deferred Tax Liabilities (Net)	57.7	46.9
Other Long-Term Liabilities	142.0	103.9
Long-Term Provisions	399.8	242.5
Current Liabilities	**20,505.1**	**12,905.1**
Short-Term Borrowings	14,242.0	7,947.4
Short-Term Provisions	44.2	28.0
Trade Payables	121.3	93.6
Other Current Liabilities	6,097.7	4,836.1
Total	**63,798.8**	**42,959.6**

Particulars (INR Crore)	31-Mar-18*	31-Mar-17
Assets		
Non-Current Assets	**55,834.3**	**37,744.0**
Fixed Assets	**85.8**	**60.4**
-Tangible Assets	59.0	47.8
-Intangible Assets	17.1	10.6
-Capital Work-in-Progress	9.7	2.0
Non-Current Investments	1,161.4	961.4
Loans and Advances	54,121.8	36,443.8
Other Non-Current Assets	465.3	278.4
Current Assets	**7,964.6**	**5,215.6**
Current Investments	1,218.5	2,318.2
Cash and Bank Balances	2,816.9	151.5
Short-Term Loans and Advances	81.0	39.9
Other Current Assets	3,848.1	2,705.9
Total	**63,798.8**	**42,959.6**

1 Crore = 10 million
*31-Mar-18 numbers are on consolidated basis

Saksham – Contributing to the Society



Glimpses of Social Interventions



Enhancing Human Potential

- Partnered with The Confederation of Real Estate Developers Association of India (CREDAI) to conduct Onsite & Offsite skill enhancement training programmes for construction workers





Reaching Out, Reaching Far

- Collaborated with various NGOs and real estate developers to establish 32 day care centres on various construction sites for children of construction workers to provide them with education, hygiene and nutrition





Investing in Education

- Partnered with VIDYA, a NGO working for the underprivileged children
- Adopted two schools with VIDYA to provide quality education to the underprivileged children





Improving Access to Health Care

- Supported two government hospitals with an aim to improve infrastructure
- Supported operational cost to run cancer patient helpline and outreach clinic for the patients
- Launched a reproductive health and hygiene programme for young adolescent girls in four villages in UP



Touched 15,000 lives during the year

winning Awards & Accolades

Certified as a “Great Place to Work” second year in a row. This is testament to our work culture which is based on our core values and on the tenants of Trust, Pride and Camaraderie.

PNB Housing Penguin TV Commercial has bagged the Gold Award at FICCI’s Best Animated Frames (BAF) Awards 2018.





Conferred as the **‘Best Housing Finance Company of the Year’** by ET Now Rise with India – BFSI Awards. This is a testament to our persistent efforts towards realizing the dreams of our fellow citizens of owning a home is on the right path**.**



Recognized as **‘Symbol of Excellence in the BFSI Sector’** at The Economic Times Best BFSI Brands 2018.



“Leading Housing Finance Company 2017” at National Awards for Best Housing Finance Companies organized by CMO Asia in Nov, 2017.

Won bronze award at **Outdoor Advertising Awards 2017**, in the financial services category for its innovative outdoor campaign executed during the IPO.





Bagged silver award from ABCI (Association of business communication of India) for our Annual Report of FY17.

Mr. Nitant Desai (Chief Centralized Operation & Technology Officer) has been awarded amongst **Top 100 CIOs of India.**





Our IPO has been awarded **“IPO of the Year”** by Finance Monthly Magazine (M&A Award)- A leading international business publication. This award is a testimony of investor confidence in our Organization and recognition of ‘Kshitij – Our transformation journey’.

Awarded ‘**Excellence in Customer Relation’ at GIHED CREDAI Property Show** 2017. This award testaments our belief in customer relations.



pnb Housing Finance Limited

Strong Management Team…



with Extensive Industry Experience…



Sanjaya Gupta
Managing Director

Age : 55 Years

No. of Years with PNBHF : 8 Years

Prior Engagements : AIG, ABN Amro Bank N.V. and HDFC Limited



Age : 46 Years

No. of Years with PNBHF : 6 Years

Prior Engagements :
IndusInd Bank
ABN AMRO Bank NV
ICICI Bank Limited

Shaji Varghese
ED - Business Development

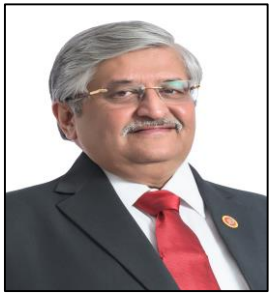


Age : 52 Years

No. of Years with PNBHF : 6 Years

Prior Engagements :
Religare Finvest Ltd
GE Money Indiabulls Financial Services

Ajay Gupta
ED - Risk Management



Age : 56 Years

No. of Years with PNBHF : 7 Years

Prior Engagements :
HDFC Standard Life Insurance, Union National Bank, ICICI Bank

Nitant Desai
Chief Centralised Operation & Technology Officer



Age : 45 Years

Prior Engagements :
Xander Finance, Au Small Finance Bank, ICICI Prudential Life Insurance, Deutsche Bank

Kapish Jain
Chief Financial Officer



Age : 54 Years

No. of Years with PNBHF : 23 Years

Prior Engagements :
Ansal Group

Sanjay Jain
Company Secretary & Head Compliance



Age : 51 Years

No. of Years with PNBHF : 7 Years

Prior Engagements :
ARMS (Arcil)
Indian Army

Anshul Bhargava
Chief People Officer

under the Aegis of a Highly Experienced Board



Sunil Mehta
Chairman – Non Executive

Age:
58 Years
Current Position:
MD & CEO of PNB



Sunil Kaul
Non Executive Director

Age:
58 Years
Current Position:
MD, Carlyle
Head, SE Asia, FIG, Carlyle



Shital Kumar Jain
Independent Director

Age:
78 Years
Current Position: Ex Banker & Credit Head India, Citigroup



Gourav Vallabh
Independent Director

Age:
40 Years
Current Position:
Professor of Finance, XLRI



R Chandrasekaran
Independent Director

Age:
60 Years
Current Position:
Founder and Executive Vice Chairman, Cognizant



Nilesh S. Vikamsey
Independent Director

Age:
53 Years
Current Position:
Sr. Partner, Khimji Kunverji and Co
President-ICAI



Ashwani Kumar Gupta
Independent Director

Age:
63 Years
Current Position:
Financial Consultant



Shubhalakshmi Panse
Independent Director

Age:
64 Years
Current Position:
Ex-Banker, CMD, Allahabad Bank



Jayant Dang
Independent Director

Age:
68 Years
Current Position:
Financial Consultant



Sanjaya Gupta
Managing Director

Age:
55 Years
Current Position:
MD, PNB Housing Finance

Corporate Governance



Board of Directors

It has 10 members, 2 are non-executive directors, 7 are independent directors and Managing Director

Audit Committee (ACB)

It has 3 members, all are independent directors

Nomination and Remuneration Committee (NRC)

It has 3 members, 2 are independent directors and 1 is a non-executive director

Corporate Social Responsibility Committee (CSR)

It has 3 members, 1 is independent director, 1 is non-executive director and Managing Director

Credit Committee of the Board (CCB)

It has 3 members, 2 are independent directors and Managing Director

Stakeholders Relationship Committee (SRC)

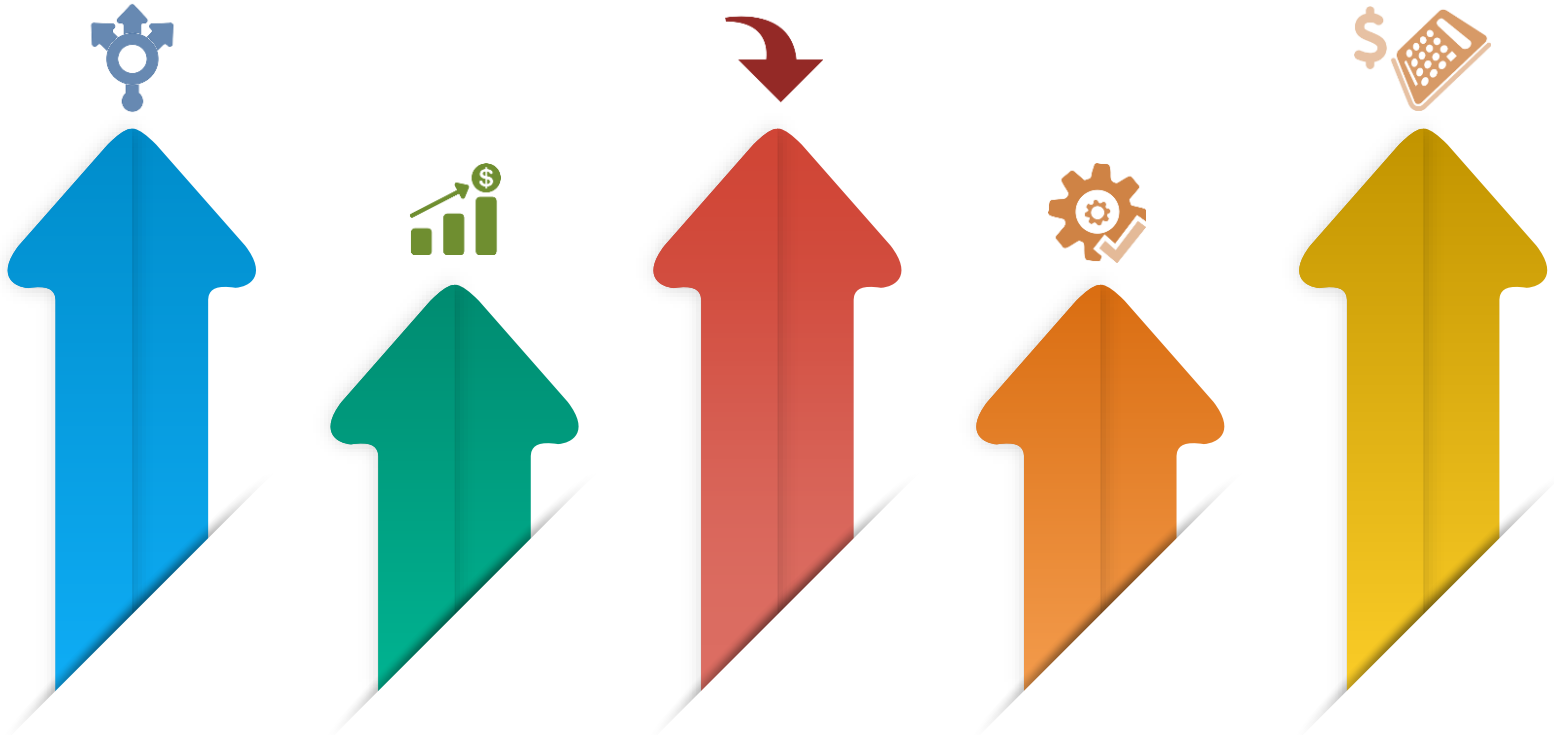
It has 3 members, 2 are independent directors and Managing Director

Risk Management Committee (RMC)

It has 5 members, 3 are independent directors, 1 non-executive director and Managing Director

Key Takeaways





Strong Distribution Network and Robust TOM

Strong distribution network with pan India presence and over 13,000 channel partners across India

Growth in Loan Book

5th largest by Loan Assets [1] and 2nd largest by deposits
Loan Assets of INR 57,014 Crore[2]

One of the Lowest NPA's amongst HFC's

Robust Asset Quality with one of the lowest GNPAs at 0.33[2]

Efficient Borrowing Mix

Diverse and cost effective funding mix with average cost of borrowing at 7.71%[3]

Improving Cost to Income Ratio

Operating leverage playing out, thereby improving our C/I Ratio

1. Source: : ICRA Indian Mortgage Finance Market Update for 9MFY2018
2. As of 31-Mar-18
3. Data for FY17-18

Annexure



Glossary



ATA	Average Total Assets
ATS	Average Ticket Size
AUM	Asset Under Management
BVPS	Book Value per Share
C/I	Cost to Income
CRAR	Capital to Risk Asset Ratio
CP	Commercial Paper
CTL	Corporate Term Loan
DPS	Dividend per Share
DSA	Direct Selling Agents
ECB	External Commercial Borrowing
EPS	Earning Per Share
GNPA	Gross Non-Performing Asset

HFCs	Housing Finance Companies
LAP	Loan against Property
LRD	Lease Rental Discounting
NCDs	Non-Convertible Debentures
NII	Net Interest Income
NIM	Net Interest Margin
NNPA	Net Non-Performing Asset
NPA	Non-Performing Asset
NRPLs	Non-Residential Premises Loans
PAT	Profit After Tax
PCR	Provision Coverage Ratio
ROA	Return on Asset
ROE	Return on Equity

Formulas



Ratios	Formulas Used
Average Borrowings (%)	Interest Expense / Average Borrowings
Average Gearing Ratio (x)	Average Borrowings / Average Net worth
Average Yield (%)	Interest Income on Loans / Average Loan Assets
Cost to Income (%)	Operating Expenditure(Employee Cost + Other Expenses + Depreciation - Acquisition Cost - CSR cost) / (Net Revenue-Acquisition Cost)
NII (INR)	Interest Income - Interest Expenses
NIM (%)	NII / Average Earning Assets
Opex to ATA (%)	Operating Expenditure(Employee Cost + Other Expenses + Depreciation - Acquisition Cost - CSR cost)/Average Total Assets as per Balance sheet
PCR (%)	Standard Asset, NPA and Provision for contingency as a % of GNPA
ROA (%)	Profit After Tax / Average Total Assets
ROE (%)	Profit After Tax / Average Net worth
Spread (%)	Average Yield - Average Cost of Borrowings

Ratio is calculated on Monthly Average



Thank You

Company:

PNB Housing Finance Limited
CIN: L65922DL1988PLC033856
Ms. Deepika Gupta Padhi (Head-Investor Relations)
Phone: +91 11 23445214
Investor.relations@pnbhousing.com

www.pnbhousing.com


pnb Housing
Finance Limited
Ghar Ki Baat
Kshitij
(The Transformational Journey)
May 2018

Safe Harbour



This presentation and the accompanying slides (the “Presentation”), which have been prepared by PNB Housing Finance Ltd (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment what so ever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.

Key Milestones



1988	• Obtained NHB license for loans and deposits • Company commenced operations
1994	• Crossed INR 100 Crore loan portfolio
2003	• Notified under SARFAESI Act
2006	• Crossed INR 1,000 Crore loan portfolio
2009	• Entered into a strategic financial partnership with Destimoney Enterprises Private Limited (DEPL) DEPL acquired 26% stake in the Company
2010	• Launched business process re-engineering project-"Kshitij"
2011	• New Brand positioning with completely refurbished, elegant, convenient and secured offices • Robust and scalable target operating model (TOM) implementation commenced
2012	• DEPL raises stake from 26% to 49% through conversion of compulsory convertible debentures (CCD)
2014	• PAT crossed INR 100 Crore and AUM crossed INR 10,000 Crore
2015	• Implementation of Enterprise System Solution • Quality Investments Holdings, owned by the Carlyle group, a global investment firm bought DEPL
2016	• Listed on Indian stock exchanges through IPO; raised 3,000 Crore • TOM implemented • AUM crossed INR 25,000 Crore
2017	• AUM crossed INR 50,000 Crore mark • Deposits: Over INR 10,000 Crore • Certified as a **"Great Place to Work"** by building a 'High Trust, High Performance Culture'* • Incorporated a subsidiary ''PHFL Home Loans & Services Ltd''
2018	• MTN set-up for $1bn to raise offshore funds • Certified as a **"Great Place to Work"** by building a 'High Trust, High Performance Culture'*

**Source: Great Place to Work Institute (GPTW)*



Kshitij Interventions

Led to Company's Transformation

Strong Brand Recognition Driven by Customer-centric Approach



Customer-centric Approach …together with… **Initiatives to Reposition Brand**



- Employees with in-depth understanding of market
- Robust lead management system with real time enquiry management
- Close and direct integration with customers
  Efficient delivery
  Faster TAT
- Transparency in communication with customers
  Proactive communication
  Consistent experience
- Customer service portal and mobile app
  Easy accessibility
- Pro-active retention measures
- Trustworthy and well-recognized promoter
- Creation of new logo
  Brand visibility through sustained advertising
- Creation of new tagline to convey our commitment of pleasant customer experience

Resulting in Strong Brand Recognition

pnb Housing Finance Limited

Omni-Channel Customer Touchpoints



pnb Housing Finance Limited

Scalable Hub & Spoke Model



Spokes (Branch)

Customer acquisition / servicing



DSA **DST**







Digital Platform **Lead Aggregators**

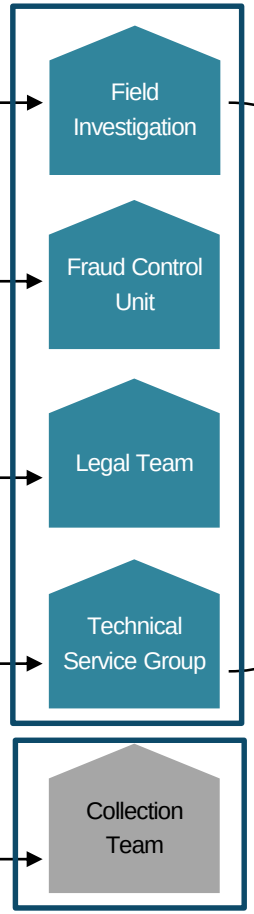
Regional Hub

Underwriting

Fountain head for decision making



File received at hub





Underwriter reviews the reports, does the financial assessment and finally decides on the loan application

CPC/COPs

Post Disbursement Operations

Central Processing Centre



Central Operations

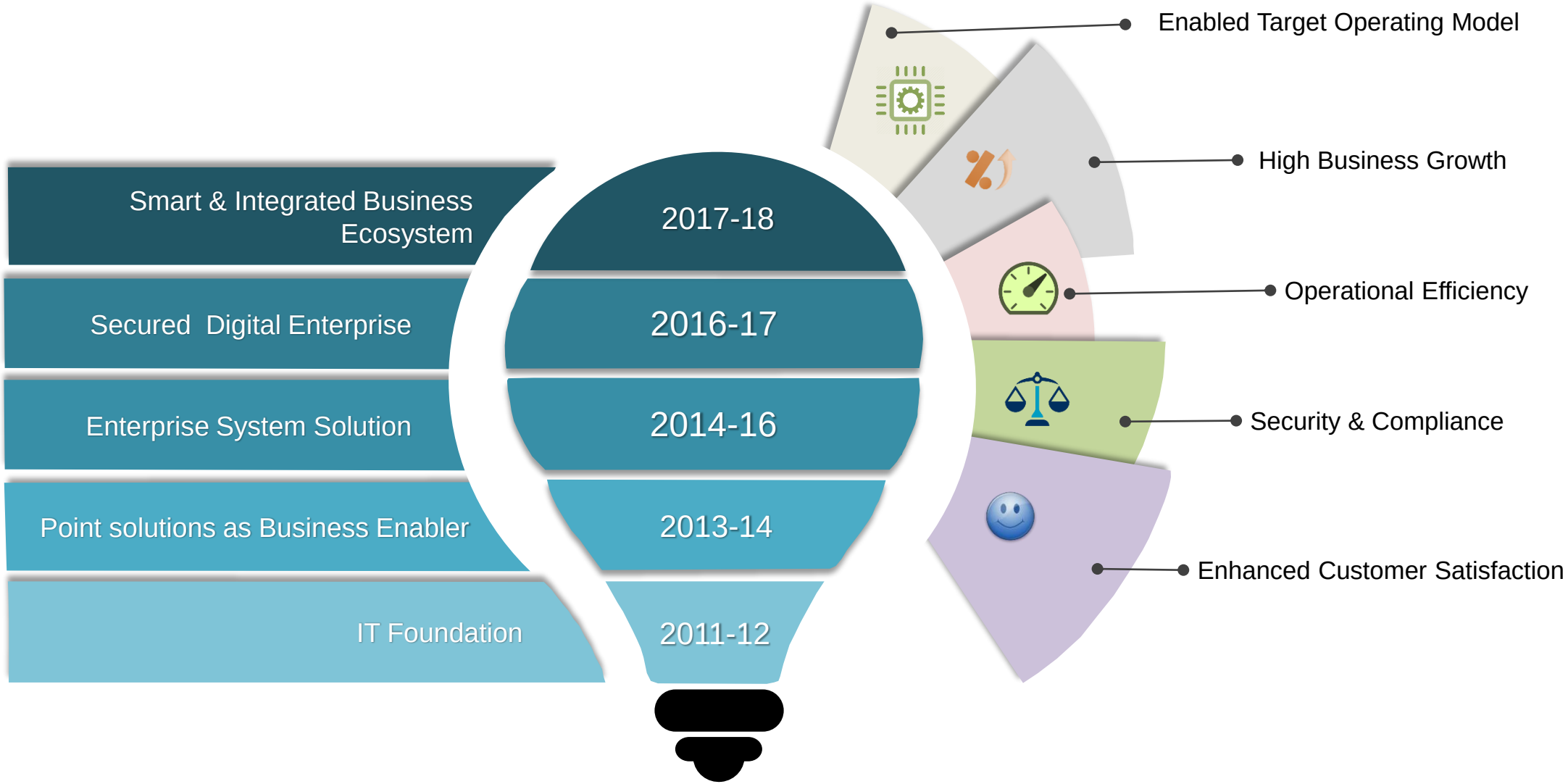
- √ **Scalable and efficient operating model with centralized processing**
- √ **Effective risk management with separation of responsibilities**
- √ **Integrated IT platform**

DSA: Direct Sales Agent; DST: Direct Sales Team

pnb Housing Finance Limited

Technology enabled Growth

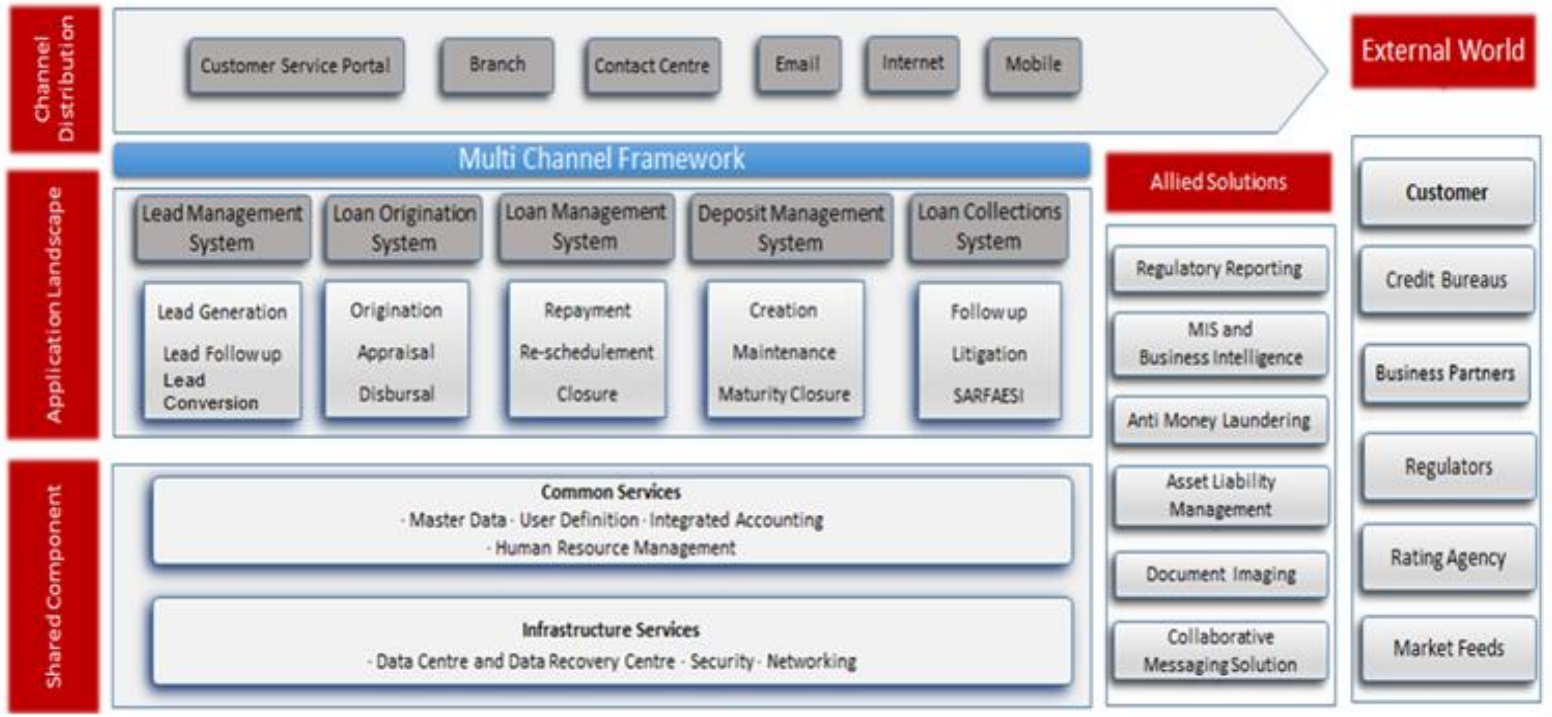




pnb Housing Finance Limited

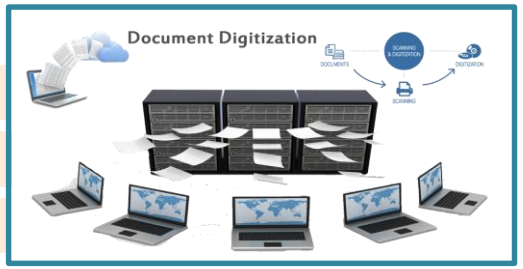
Single Technology Platform

IT as backbone of Business Processing



Digitization to bring efficiencies and enhance customer service

- 'Document Digitization Centre' – true amalgamation of People, Process and Technology
- Scanned security and title documents are stored on dedicated private cloud for the Company
- Mitigates operational and transit risk, reduction in retrieval cost and improvement in data security



pnb Housing Finance Limited

Central Operations and Central Processing Centre

- Centralized operational process
- Standardization of processes
- Repository Management & CERSAI: Storage of original property documents for the life of the loan



- Delivering services as per Service Level Agreement (SLA).
- Enhanced productivity through optimum resource utilization.
- Centralised banking for better cash flow management

ISO 9001:2015 Certified

OPERATIONS & PROCESSING



TRANSFORMED

- Image based processing
- Reduction in turn around time
- Digitization of original property documents to bring efficiencies
- Cost optimization



- Technology enable target operating model
- Scalable and flexible delivery model.
- Management of non-customer interface operational activities

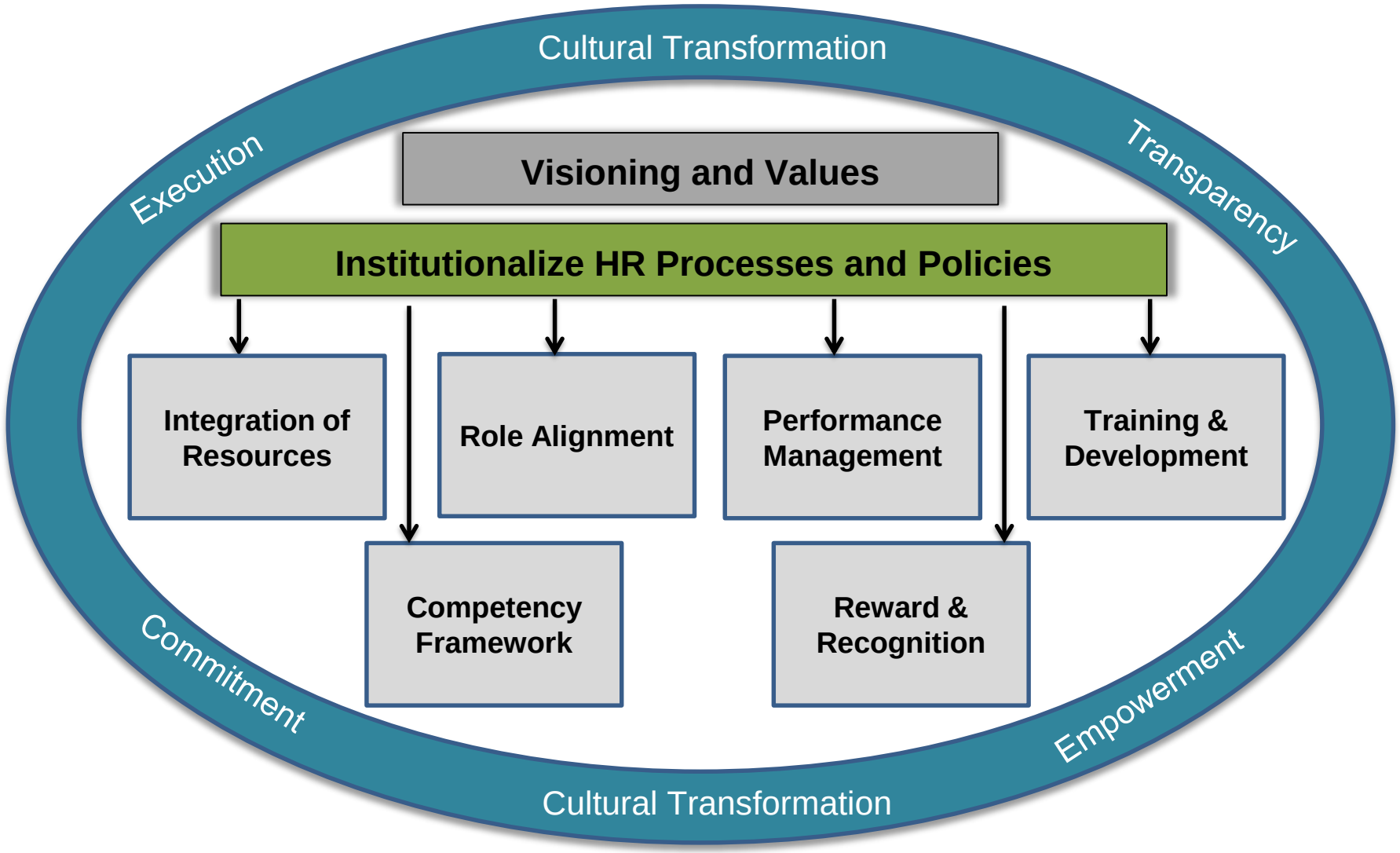


- Central Operations and Processing Centre formalized with an objective to implement best practices, standardize processes and provide predictable customer service experience
- All back end activities moved from branches to COPS and CPC
- COPS & CPC secured **ISO Certification 9001:2015**; a reflection of quality management and operational excellence
- Enabling economies of scale

"Leading to Branches being more customer focussed"

COPS: Central Operations, CPC: Central Processing Centre

People Initiatives



Great Place To Work. Certified MAY 2018- APRIL 2019 INDIA

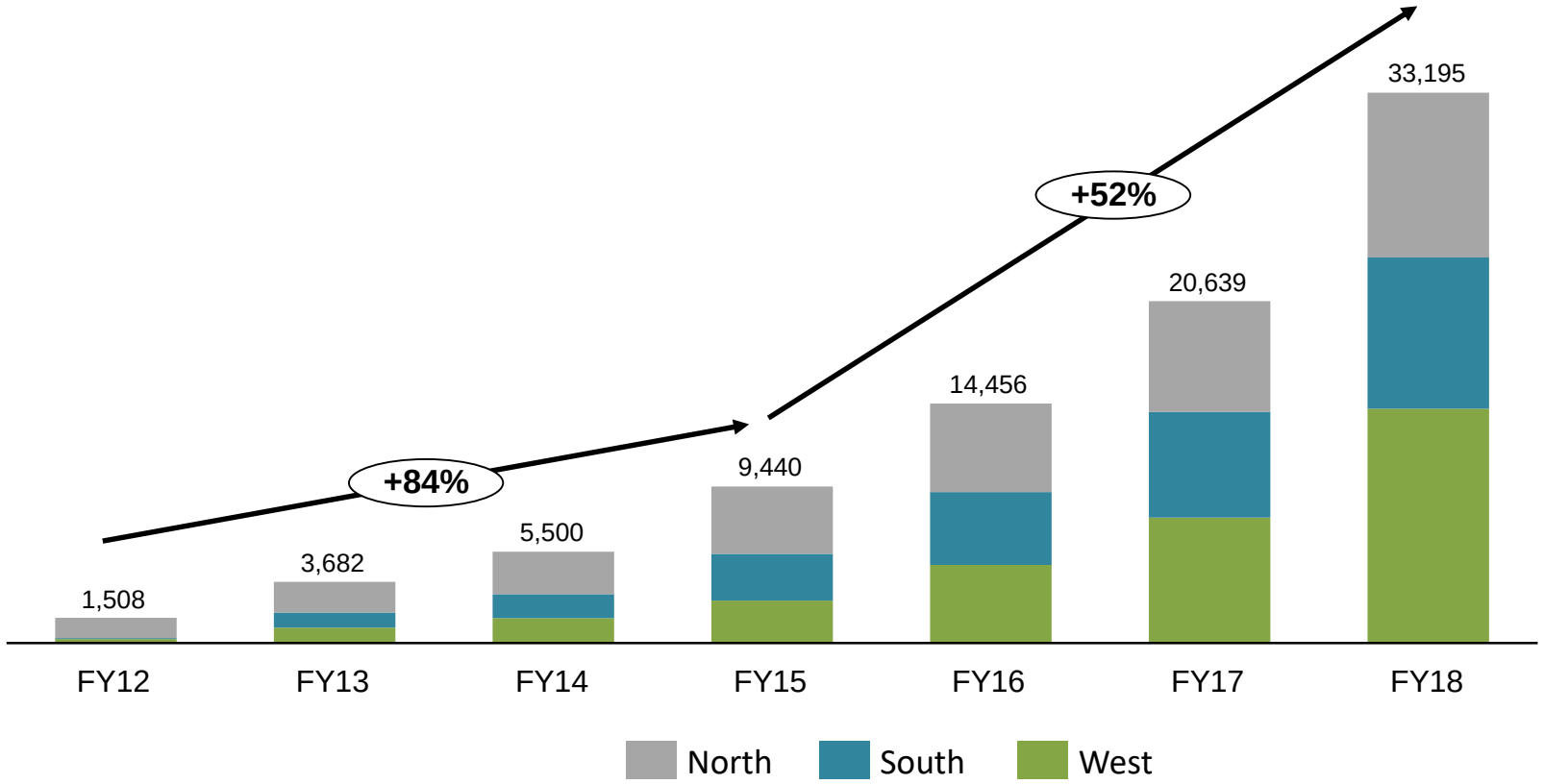
pnb Housing Finance Limited

The Growth Journey

Year on Year Trends



Accelerated growth in Disbursement



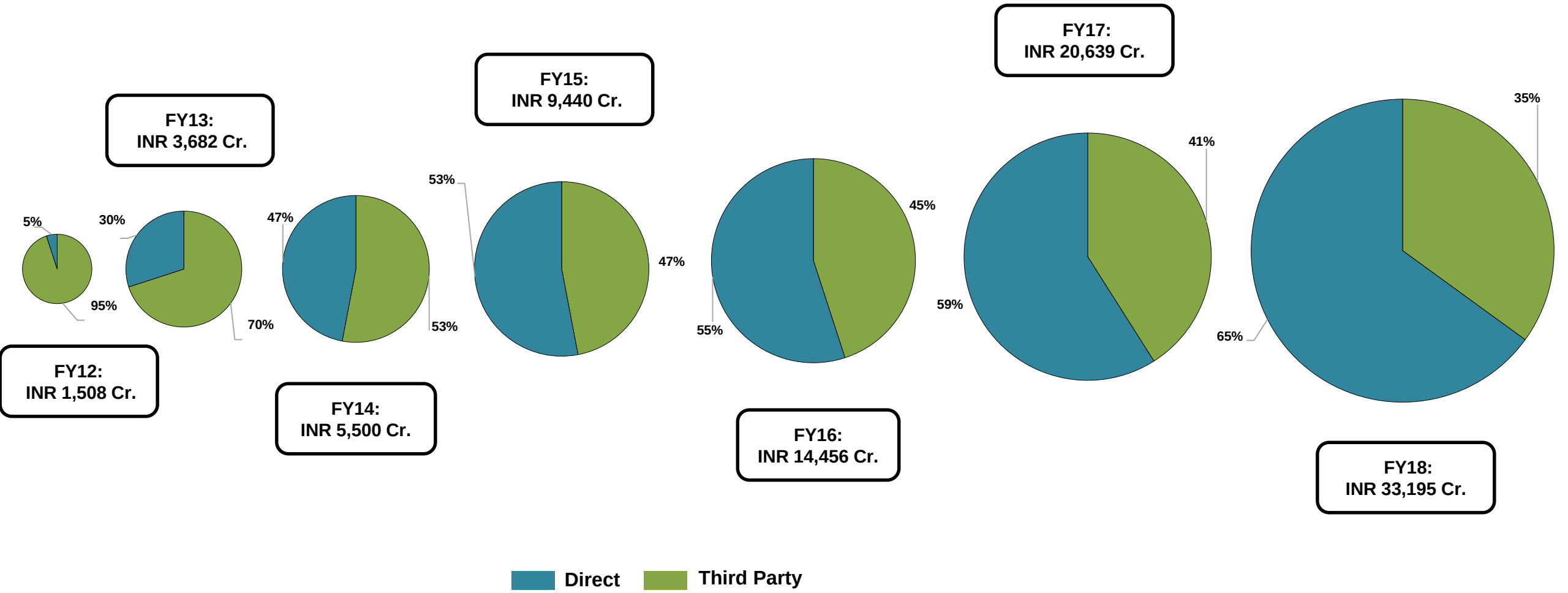
- Fastest growing amongst top five HFCs in India*
- Consistent growth trend
- Pan India presence with well balanced geographical distribution

Values in INR Crore
One Crore = 10 Million

*Source: ICRA Industry Update for 9MFY2018; Based on growth rate of Loan assets as on Mar-17 over Dec-17

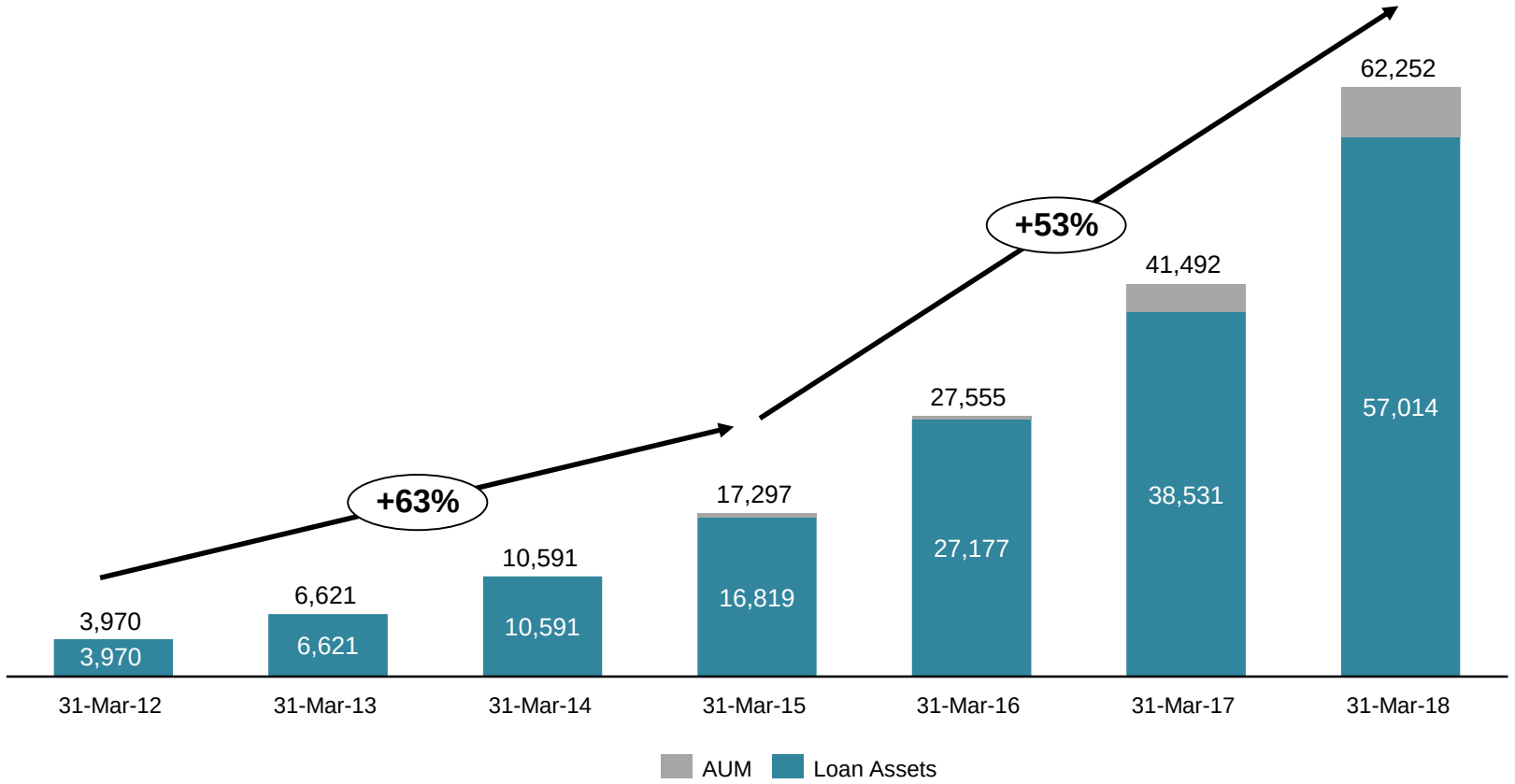
De-risked third party Dependency along with Cost Optimization

Disbursement



One Crore = 10 Million

High growth in Assets

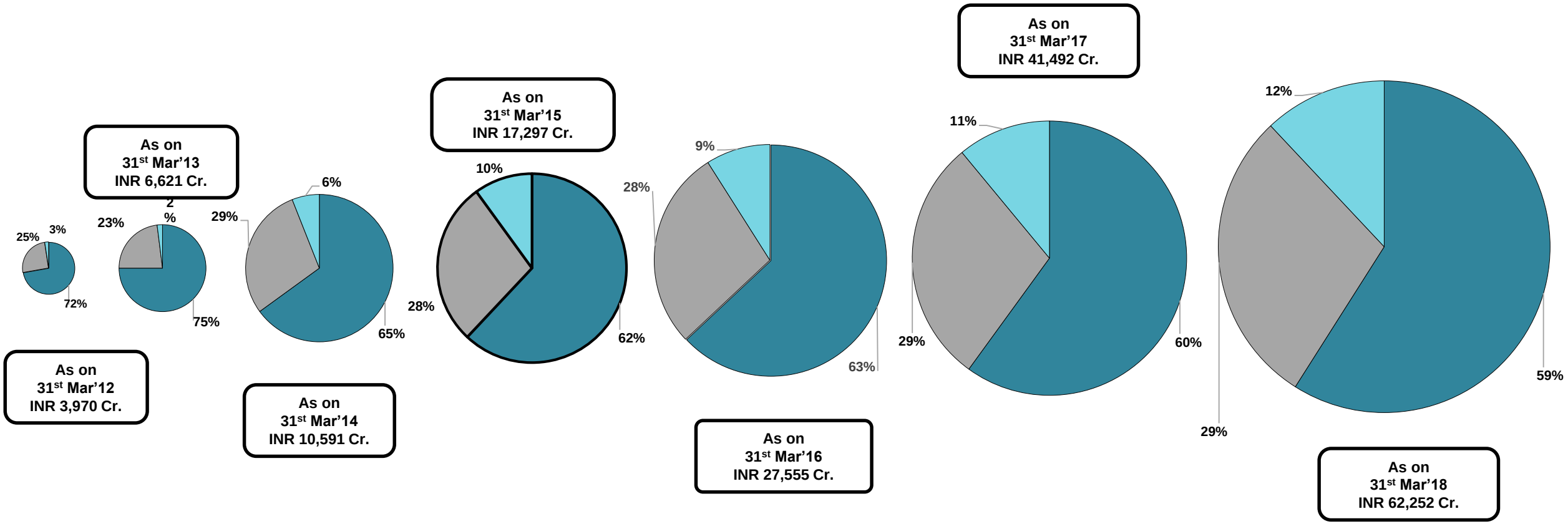


- AUM of INR 10,000 Crore achieved in 26 years, AUM of next INR 50,000 Crore achieved in last 4 years
- AUM has grown over 15 times in the last 7 years
- PNB Housing share in the HFC increased from 2.5% in FY14 to 6% in Dec 2017*
- Highest assets growth amongst top 5 HFCs in the Country*

Values in INR Crore
One Crore = 10 Million

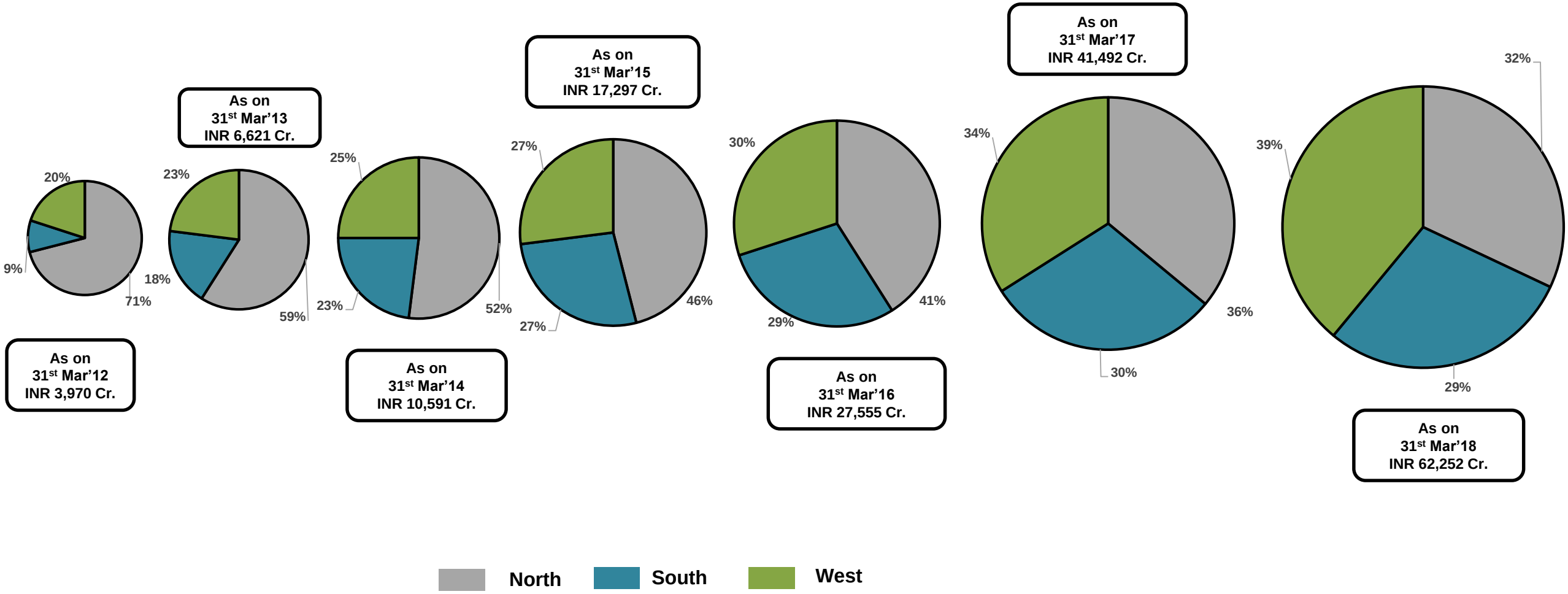
*Source: ICRA 9MFY18 report

Well Balanced AUM mix - Strong Competitive Edge



One Crore = 10 Million

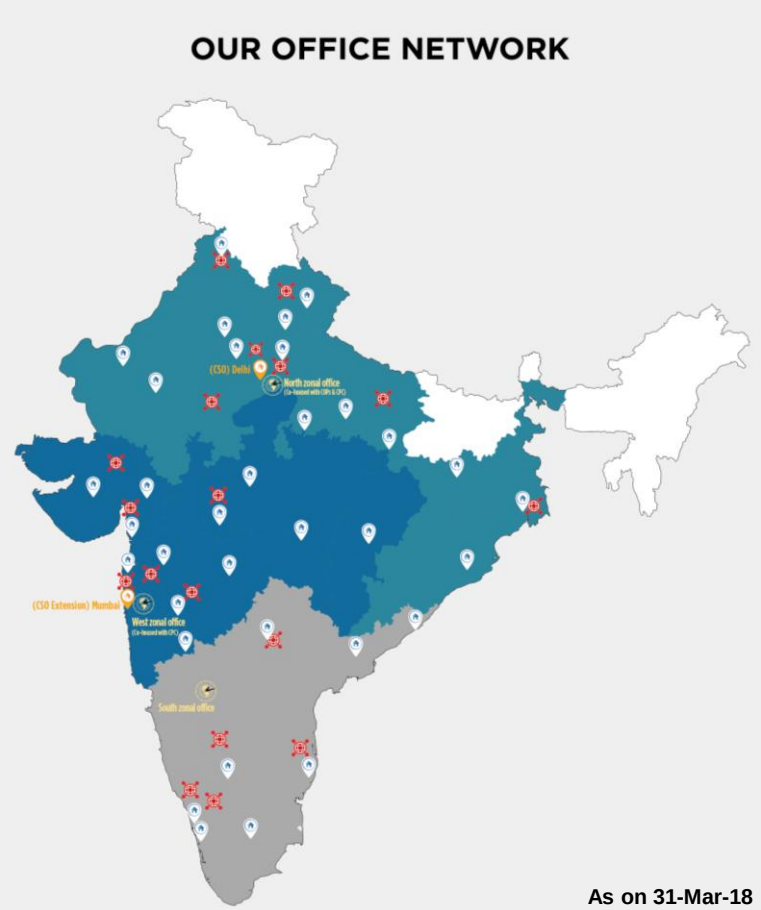
De-risked Geographical Concentration



On AUM basis

Expanding Footprints with improved Productivity

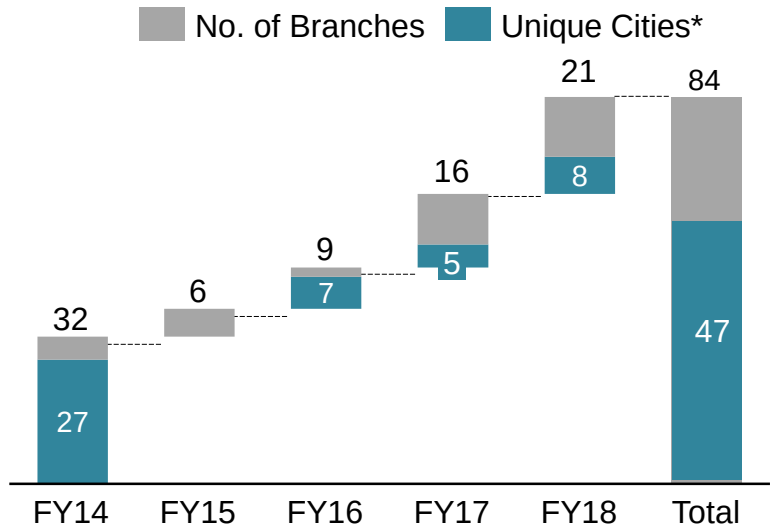
Branches – Point of Sales & Services
Processing Hubs – Fountain head for Decision Making
Zonal Hubs - Guides, Supervises & Monitors the HUB



Geography	Hub	Branches
North	7	28
South	7	27
West	7	29

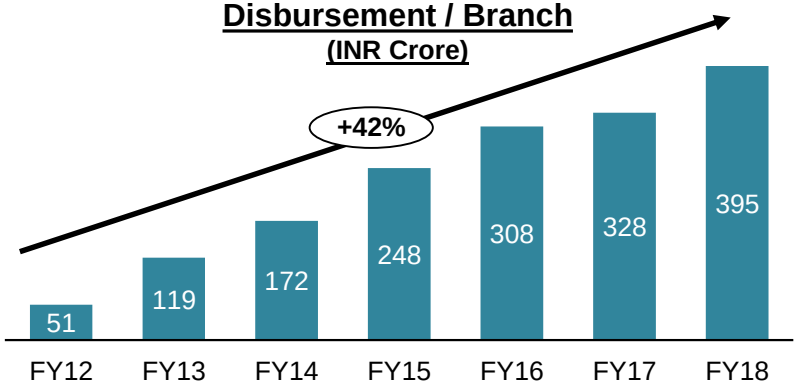
- In-depth analysis of demographics and growth prospects
- Establish branches as per business potential
- Market deepening strategy
- Hubs aid and support branch expansion
- Track operational break-even for each establishment

No. of Branches



New Branches^ contributes 30% of Retail Disbursement

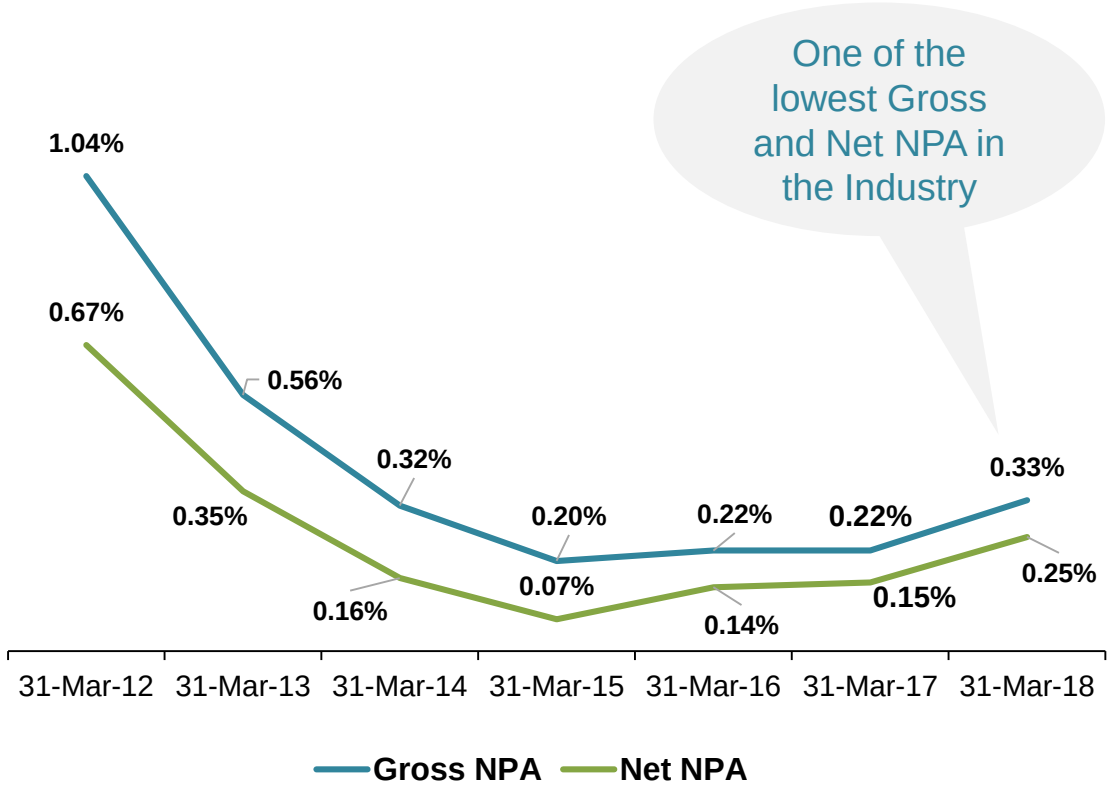
Disbursement / Branch
(INR Crore)



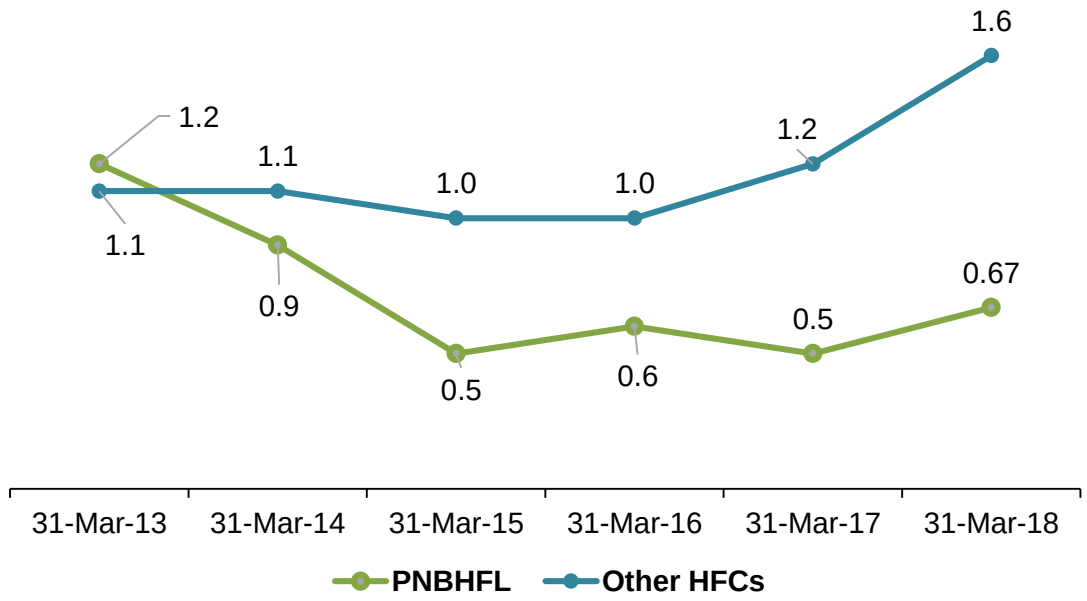
*Unique cities are part of Branches
^Branches made operational from FY16 onwards

Map not to scale. All data, information and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness.

Consistently maintaining NPA below the Industry average



2 years Lagged NPA*



"Rigorous credit underwriting and better understanding of Customer segments resulted in lower NPA"

NPA as a % of Loan Assets

*Source: CRISIL

pnb Housing Finance Limited

Robust Credit Rating



2012
CARE AA+

CRISIL AA (NCDs)
FAA+ (Deposits)
A1+ (CPs)

2013
CARE AA+

CRISIL AA+ (NCDs)
FAAA (Deposits)
A1+ (CPs)

ICRA AA+ (NCDs)

2014
CARE AAA

CRISIL AA+ (NCDs)
FAAA (Deposits)
A1+ (CPs)

ICRA AA+ (NCDs)

2015
CARE AAA
A1+ (CPs)

CRISIL AA+ (NCDs)
FAAA (Deposits)
A1+ (CPs)

ICRA AAA (NCDs)

INDIA Ratings AAA (NCDs)

2016
CARE AAA
A1+ (CPs)

CRISIL AA+ (NCDs)
FAAA (Deposits)
A1+ (CPs)

ICRA AA+* (NCDs)

INDIA Ratings AAA (NCDs)

2017
CARE AAA
A1+ (CPs)

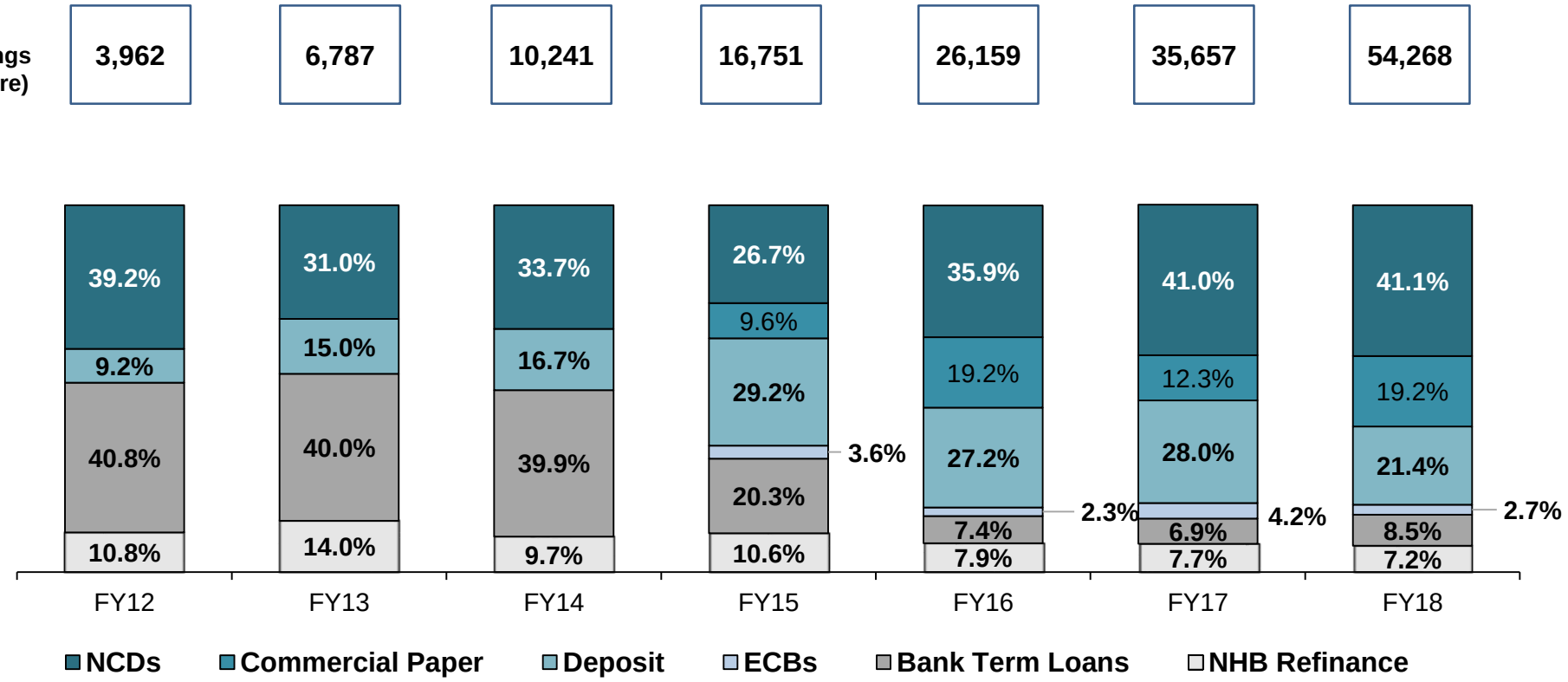
CRISIL AA+ (NCDs)
FAAA (Deposits)
A1+ (CPs)

ICRA AA+ (NCDs)

INDIA Ratings AAA (NCDs)

Upto 2014 CARE long term rating was for NCDs; 2015 onwards it is for NCDs, Deposits & Bank Term Loan
*Rating influenced by the rating of the parent company- PNB

Well Diversified Borrowing Composition



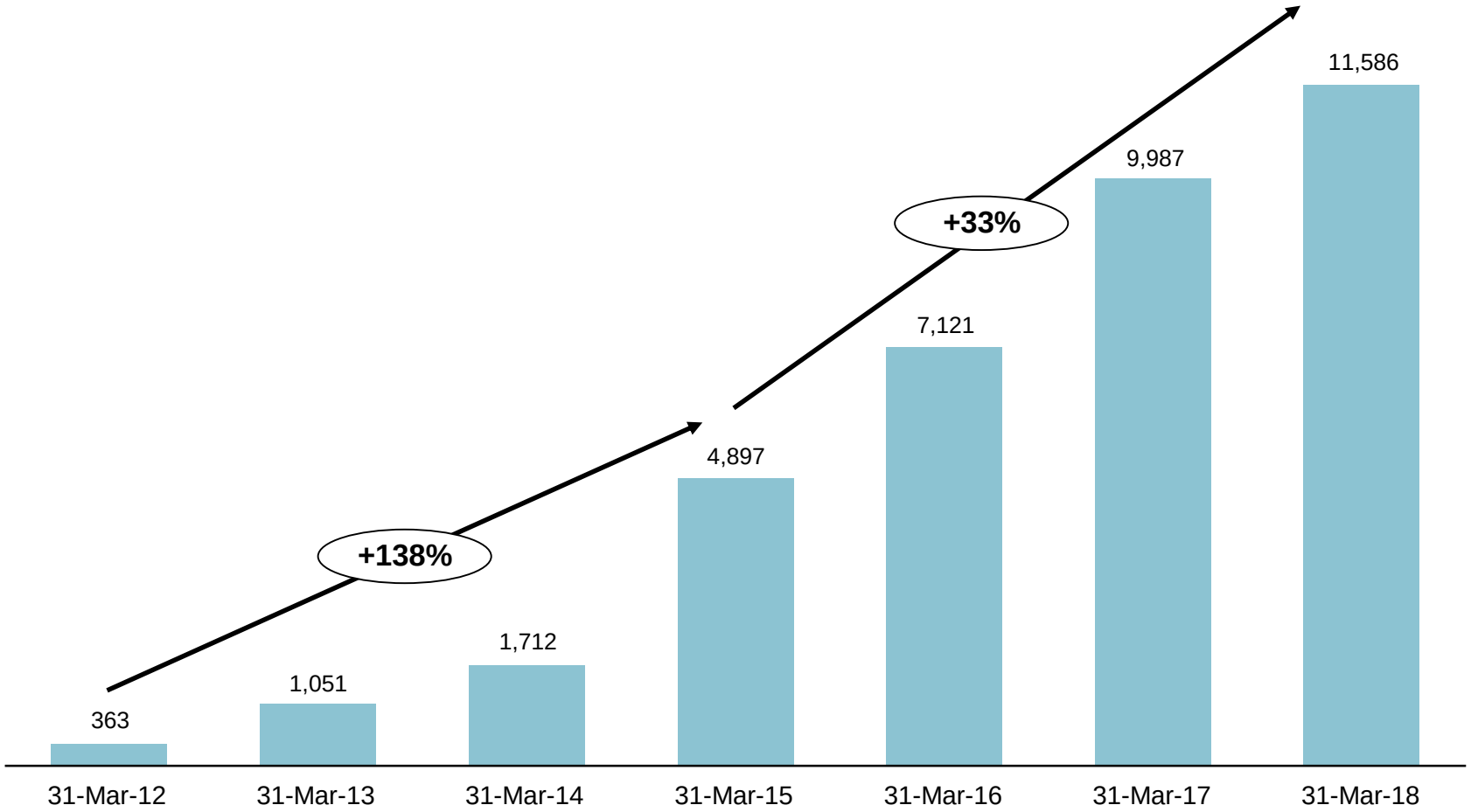
- MTN set-up for $1bn to raise offshore funds
  - IFC committed to underwrite $150mn
- Raised ECB of US$ 100mn from IFC & US$ 150mn from ADB
- First HFC to raise funds through Green Bonds
- Well diversified Investor base

Well diversified borrowing mix resulting in one of the lowest Cost of Borrowing

One Crore = 10 Million

pnb Housing Finance Limited

Growth in Deposit Outstanding



- 2nd largest deposit mobilizer as on 31st March'18*
- Deposit grew over 30 times from FY12 to FY18 on back of high credit rating and service quality
- Strong and predictable distribution channel - base grew from over 300 brokers in FY12 to more than 6,000 brokers end FY18

Values in INR Crore
One Crore = 10 Million

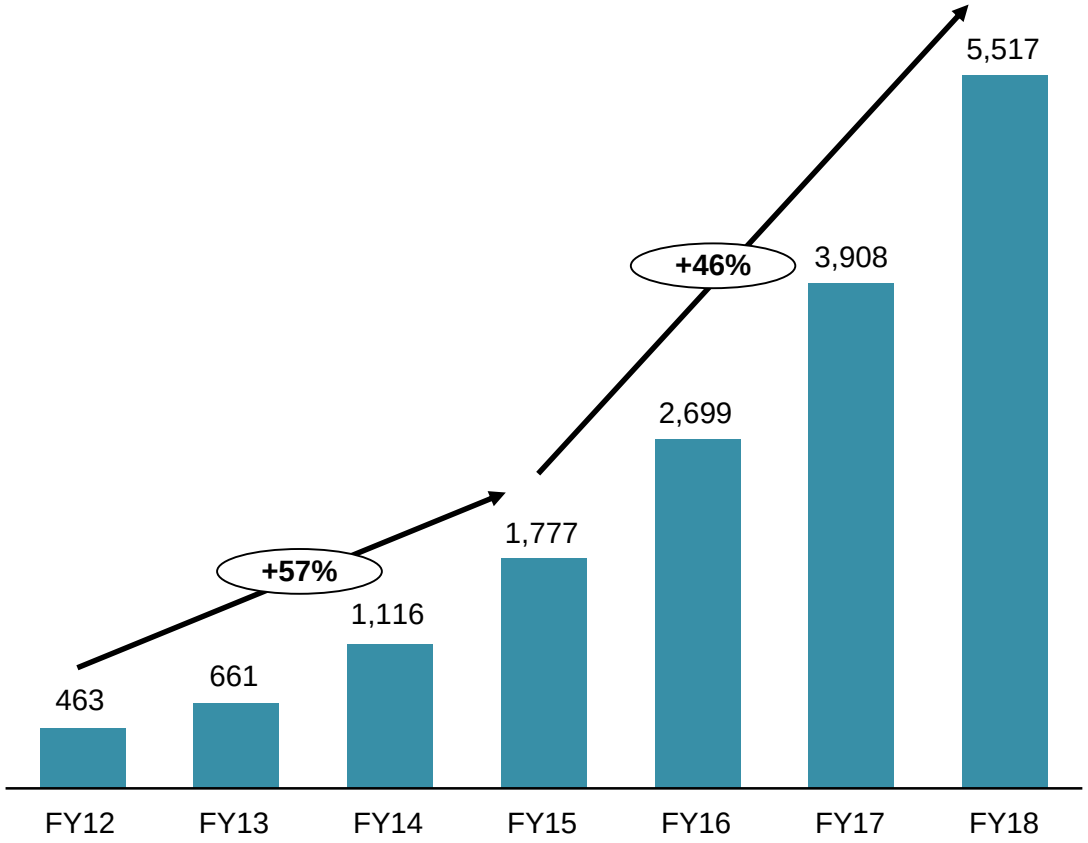
*Source: Company Reports



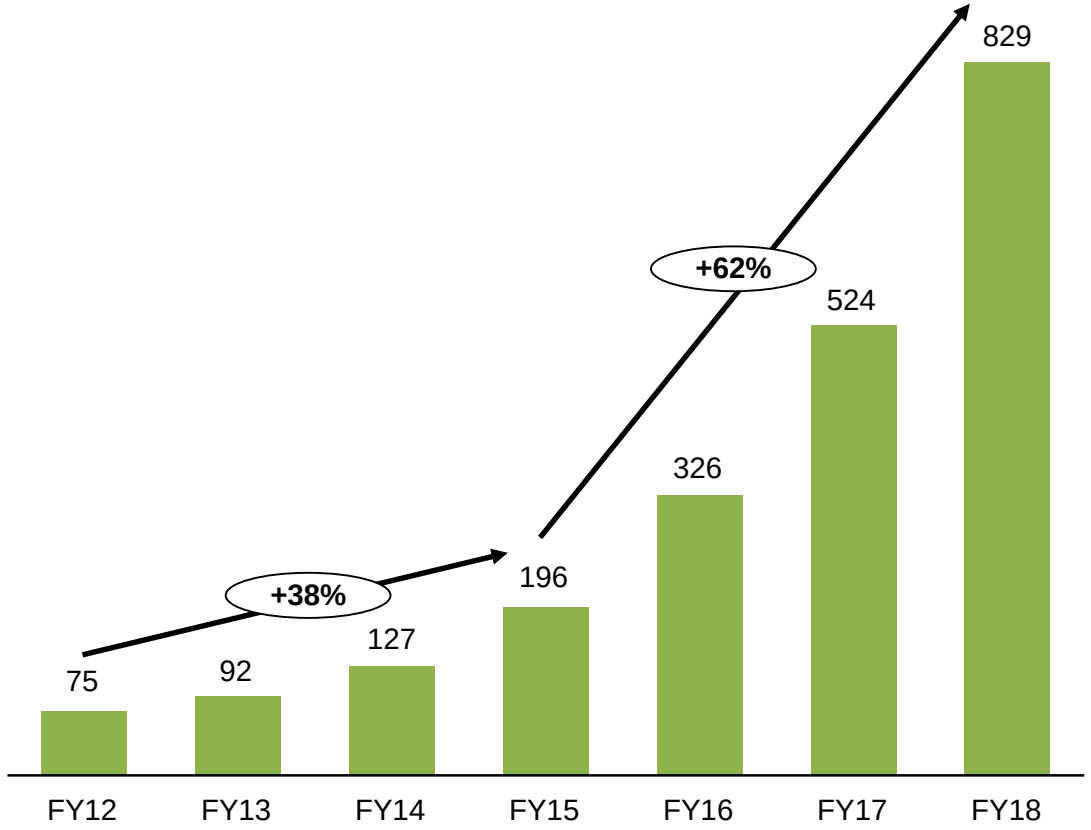
Financial Performance

Strong Revenue & Profit growth

Total Revenue



Net Profit After Tax

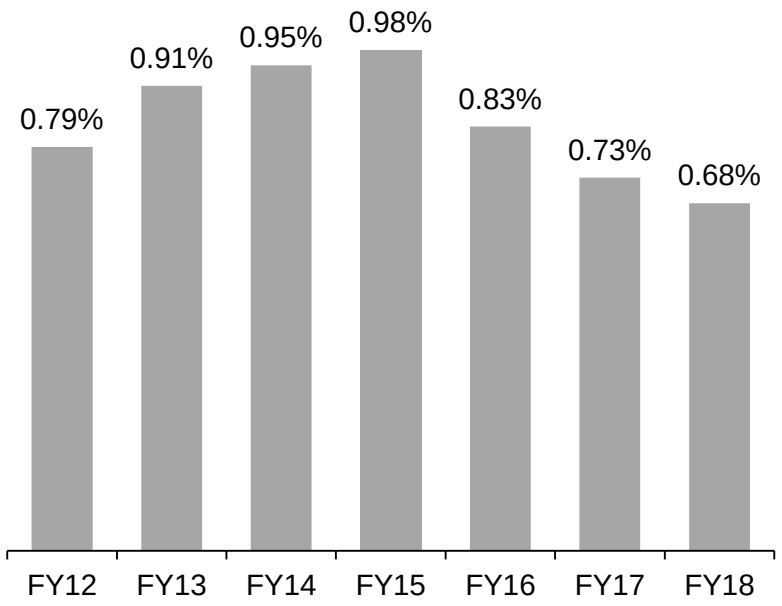


Values in INR Crore
One Crore = 10 Million

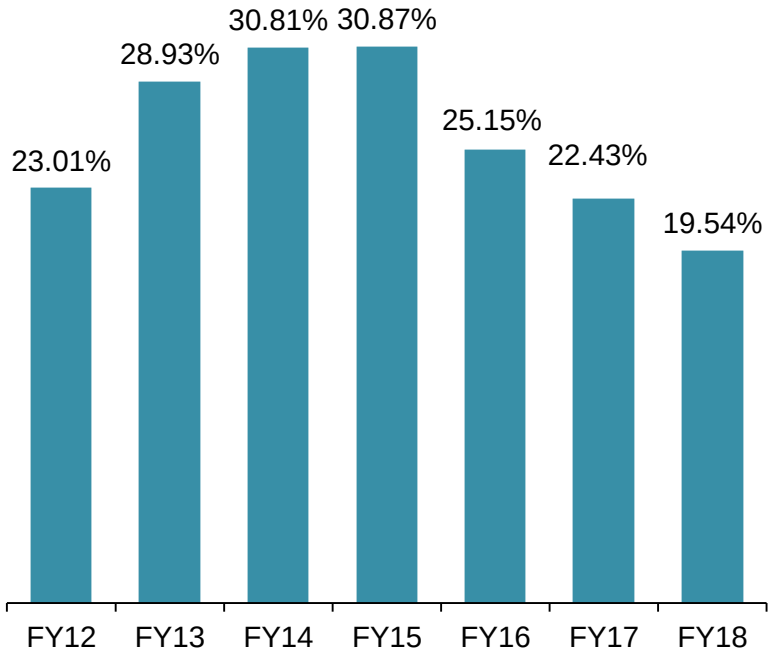
pnb Housing Finance Limited

Operating Leverage Playing Out

Opex to Average Total Assets Ratio (%)



Cost to Income Ratio (%)



"Economies Of Scale Delivering Improved Efficiency and Operating Leverage"

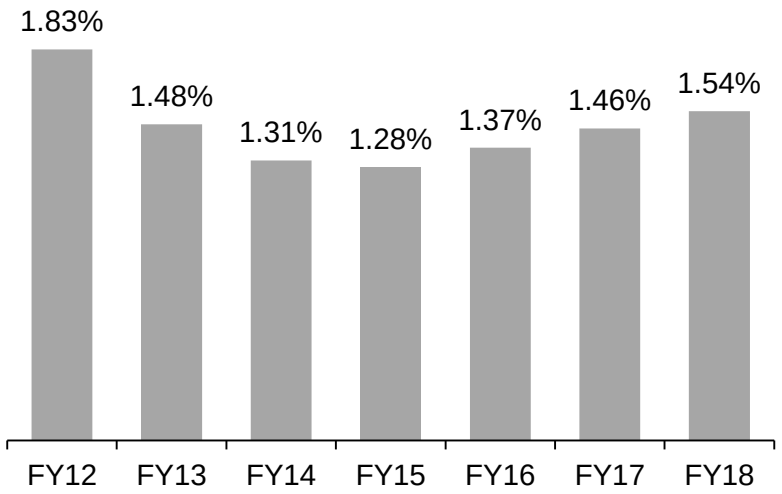
Ratios are calculated on Monthly Average

Opex To ATA :Operating Expenditure(Employee Cost + Other Expenses + Depreciation - Acquisition Cost - CSR cost)/Average Total Assets as per Balance sheet

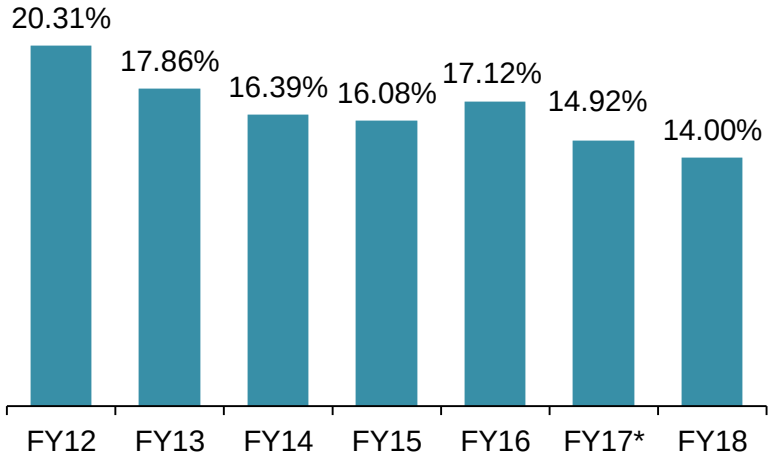
Cost to Income Ratio: Operating Expenditure(Employee Cost + Other Expenses + Depreciation - Acquisition Cost - CSR cost) / (Net Revenue-Acquisition Cost)

Better Return Profile & Comfortable Gearing

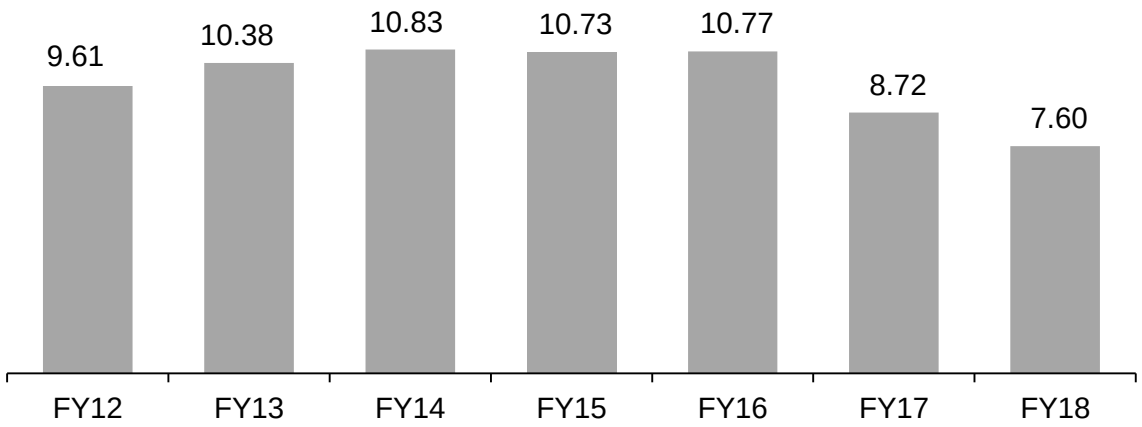
ROA (%)



ROE (%)



Average Gearing (x)



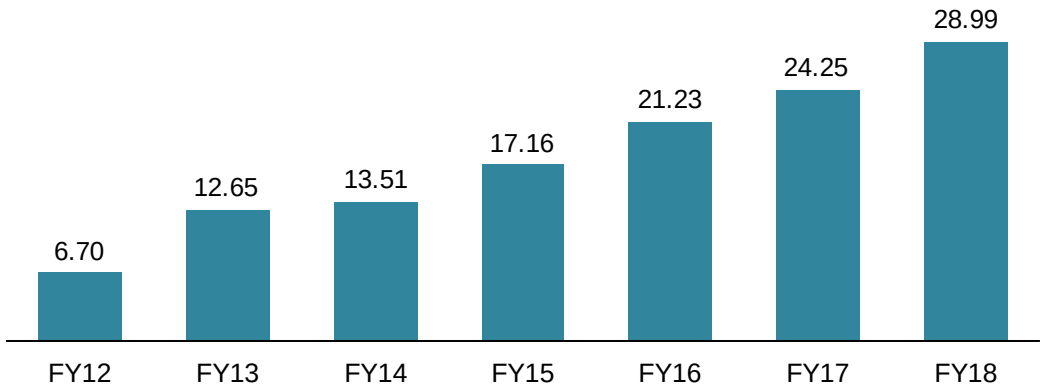
Return on Asset is on Average Total Assets as per Balance Sheet

*Capital of INR 3,000 Crore raised through IPO of 3,87,19,309 fresh equity shares

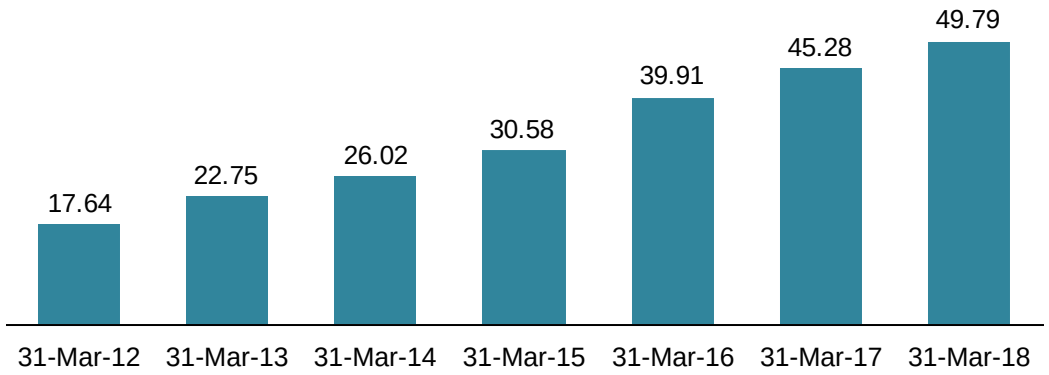
Employee Efficiency

INR Crore / Employee

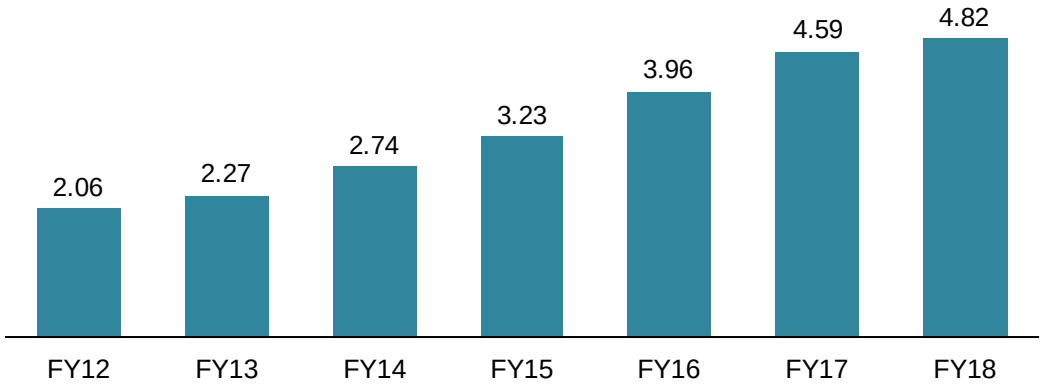
Disbursement / Employee



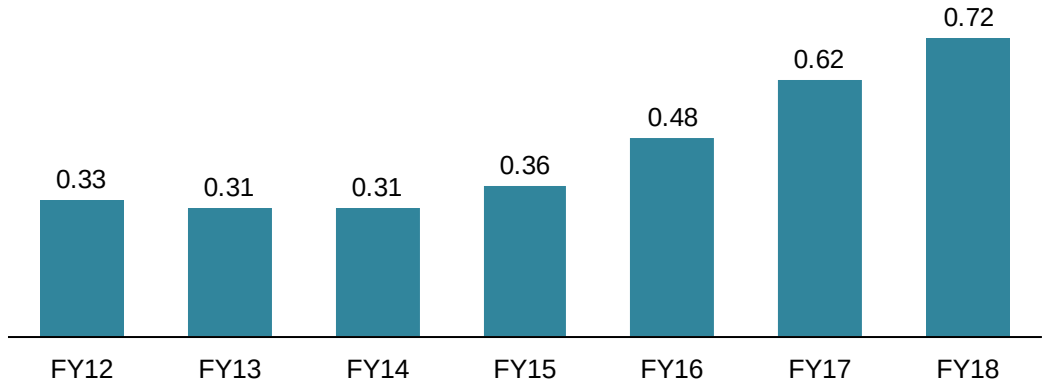
Loans Outstanding / Employee



Total Revenue / Employee



Profitability / Employee



Calculated on Average no. of employee for the Year

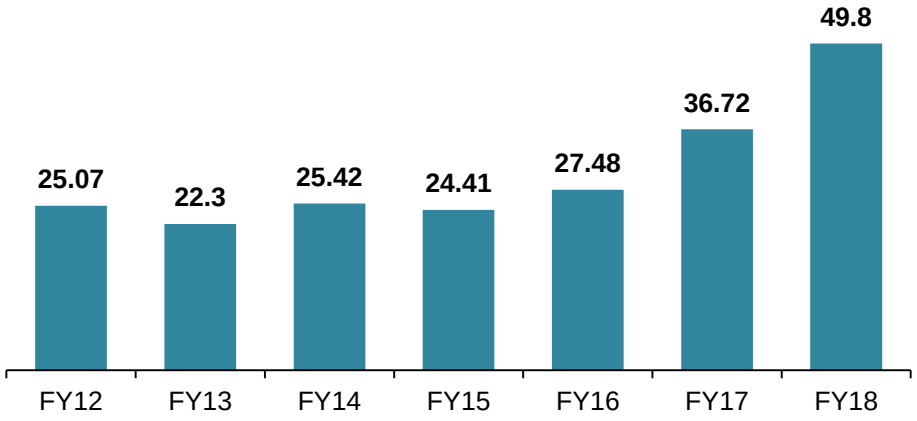
pnb Housing Finance Limited



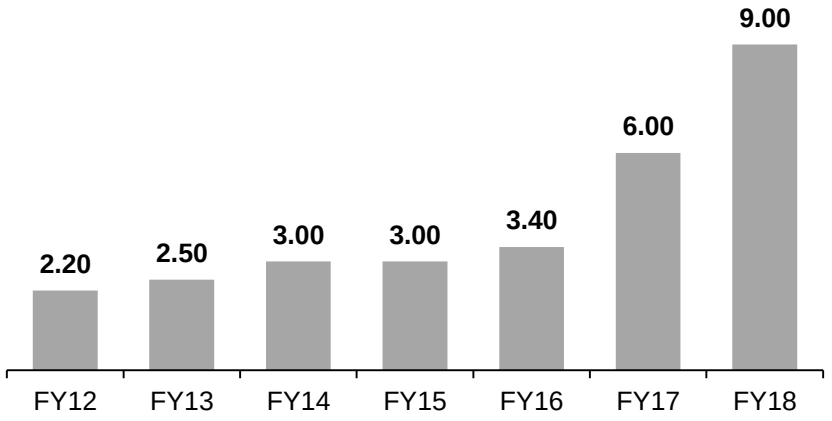
Valuation & Shareholding

Creating Shareholder Value

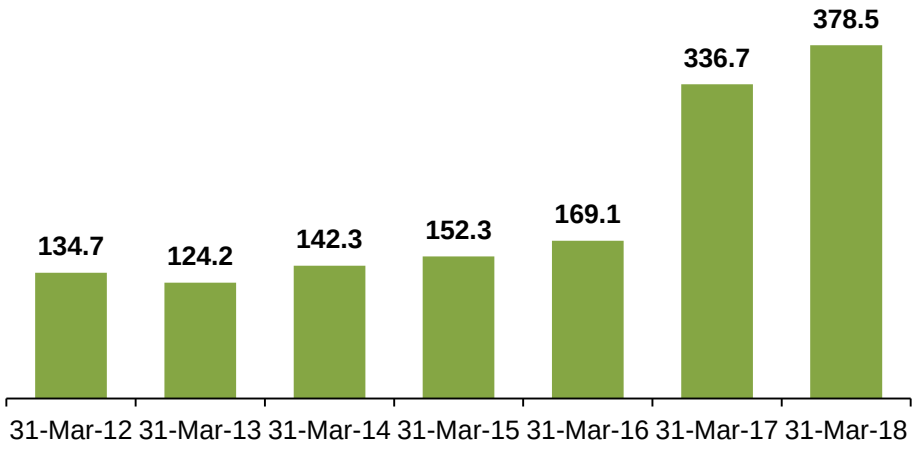
Earning Per Share (INR)



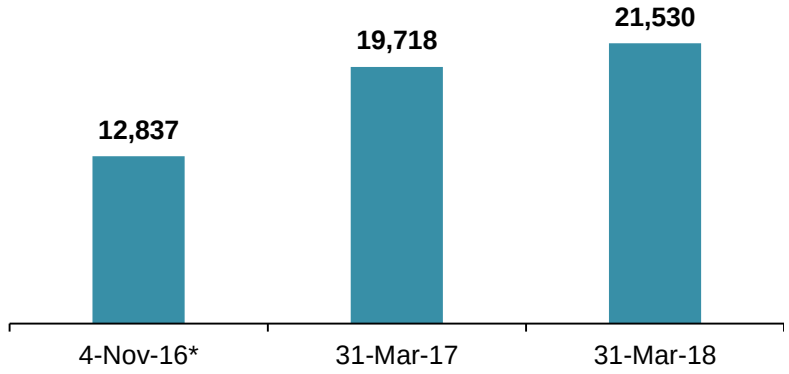
Dividend Per Share (INR)



Book Value Per Share (INR)



Market Cap (INR Crore)

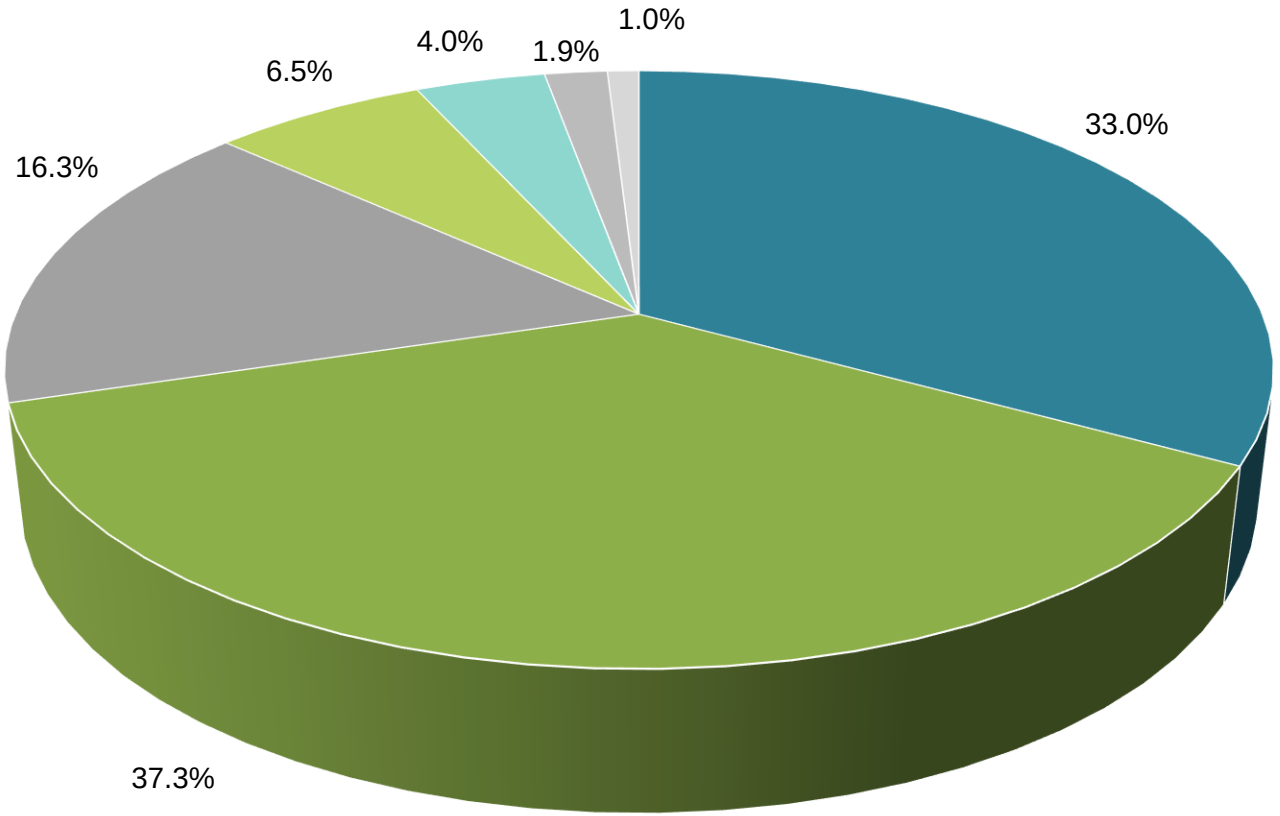


"Sustainable Value Creation for Shareholders"

* IPO price of INR 775/share

pnb Housing Finance Limited

Shareholding Pattern as on 31st March'18



Successful Listing- “More than 20 times Oversubscribed ”

Issue Price

INR 775 per Share

Issue Size

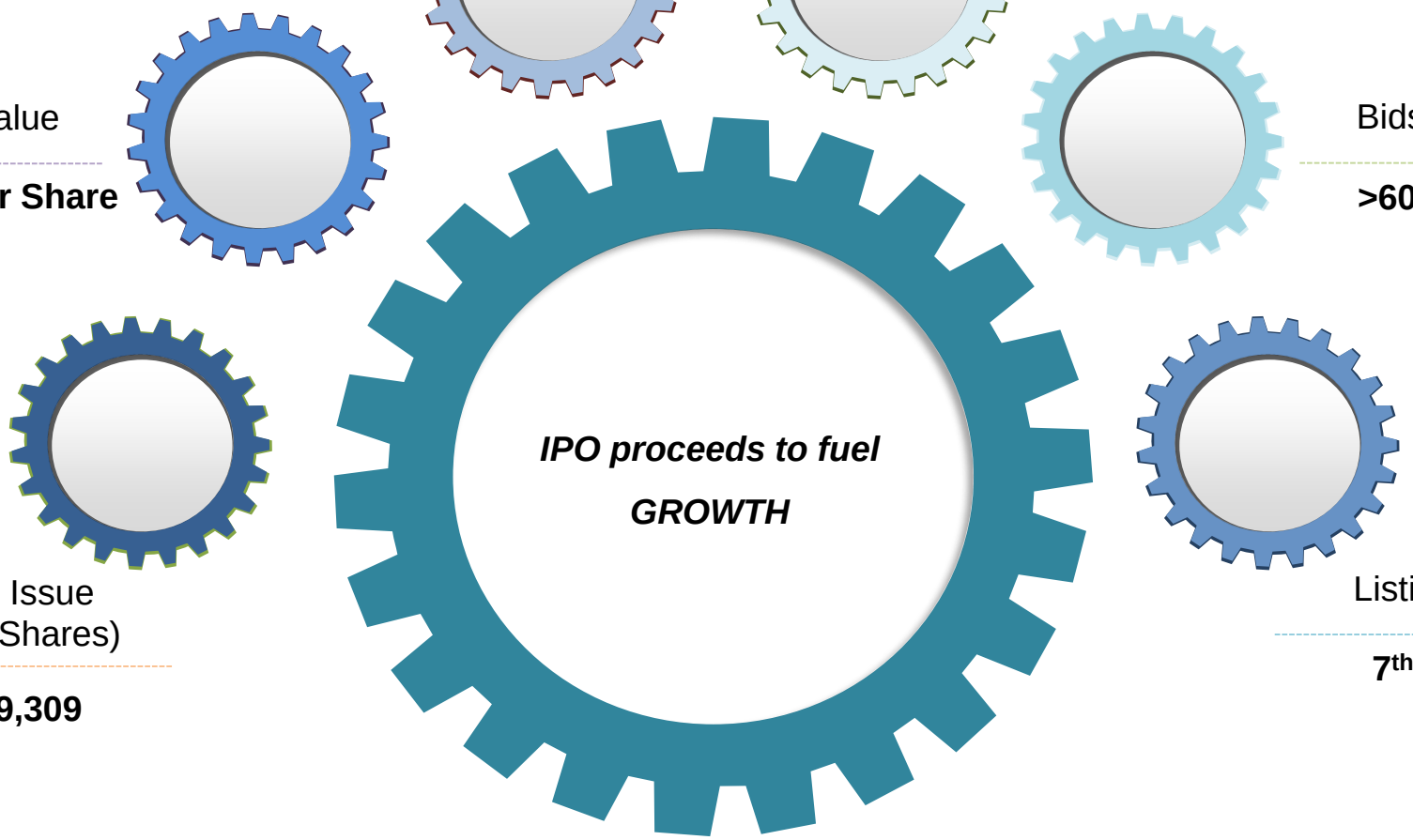
INR 3,000 Crore

Face Value

INR 10 per Share

Bids Received

>60,000 Crores



Fresh Issue
(No. of Shares)

38,719,309

Listing date

7th Nov’16

Key Anchor Investor

General Atlantic Singapore Fund, Wasatch, Government of Singapore, Motilal Oswal MF, Birla Sunlife MF, SBI Life Insurance, BNP Paribas Mutual Fund, HDFC Standard Life Insurance Company, ICICI Prudential Mutual Fund



Detailed Financials

Profit & Loss Statement



Particulars (INR Crore)	FY18*	FY17	FY16	FY15	FY14	FY13	FY12
Revenue from Operations	5,516	3,908	2,698	1,777	1,116	642	454
Other Income	0	0	1	-	-	19	9
Total Revenue	**5,517**	**3,908**	**2,699**	**1,777**	**1,116**	**661**	**463**
Expenditure:							
Finance Cost	3,531	2,644	1,860	1,265	801	462	315
Employee Benefit Expenses	137	101	75	67	40	26	16
Other Expenses	347	237	162	106	63	34	23
Depreciation Expense	24	19	15	5	5	2	0
Provisions and Write-Offs	199	103	83	38	30	12	6
Total Expenditure	**4,238**	**3,104**	**2,196**	**1,481**	**940**	**535**	**361**
Profit Before Tax	**1,279**	**804**	**503**	**296**	**176**	**126**	**103**
Tax Expenses	449	280	177	100	48	35	27
Net Profit After Tax	**829**	**524**	**326**	**196**	**127**	**92**	**75**
EPS (Basic)	**49.8**	**36.7**	**27.5**	**24.4**	**25.4**	**22.3**	**25.1**

One Crore = 10 Million
* FY18 numbers are on consolidated basis

Balance Sheet Statement- Equity & Liabilities



Particulars	Mar-18*	Mar-17	Mar-16	Mar-15	Mar-14	Mar-13	Mar-12
Equity and Liabilities							
Shareholder's Funds	**6,306**	**5,577**	**2,146**	**1,581**	**935**	**621**	**404**
Share Capital	167	166	127	104	66	50	30
Reserves and Surplus	6139	5,412	2,019	1,477	869	571	374
Non-Current Liabilities	**36,988**	**24,477**	**16,938**	**11,453**	**8,130**	**5,579**	**2,818**
Long-Term Borrowings	36,389	24,084	16,646	11,105	7,947	5,536	2,802
Deferred Tax Liabilities (Net)	58	47	30	8	-	-	-
Other Long-Term Liabilities	142	104	101	259	134	15	-
Long-Term Provisions	400	242	161	82	49	28	16
Current Liabilities	**20,505**	**12,905**	**10,587**	**5,999**	**2,465**	**1,666**	**1,310**
Short-Term Borrowings	14,242	7,947	7,448	3,447	452	-	-
Short-Term Provisions	44	28	71	53	36	176	138
Trade Payables	121	94	75	57	22	6	3
Other Current Liabilities	6,098	4,836	2,992	2,442	1,956	1,484	1,170
Total	**63,799**	**42,960**	**29,671**	**19,033**	**11,530**	**7,866**	**4,533**

One Crore = 10 million
*31-Mar-18 numbers are on consolidated basis

Balance Sheet Statement- Assets



Particulars (INR Crore)	Mar-18*	Mar-17	Mar-16	Mar-15	Mar-14	Mar-13	Mar-12
Assets							
Non-Current Assets	**55,834**	**37,744**	**26,656**	**14,782**	**8,868**	**6,449**	**3,845**
Fixed Assets	**86**	**60**	**62**	**58**	**26**	**16**	**4**
-Tangible Assets	59	48	48	38	23	13	4
-Intangible Assets	17	11	10	1			
-Capital Work-in-Progress	10	2	4	18	3	4	1
Non-Current Investments	1,161	961	782	219	119	74	54
Deferred Tax Assets (Net)					15	12	12
Loans and Advances	54,122	36,444	25,624	14,382	8,641	6,318	3,774
Other Non-Current Assets	465	278	188	123	68	29	1
Current Assets	**7,965**	**5,216**	**3,015**	**4,251**	**2,662**	**1,417**	**688**
Current Investments	1,219	2,318	840	1,367	527	719	325
Cash and Bank Balances	2,817	151	249	293	138	188	11
Short-Term Loans and Advances	81	40	18	20	9	459	315
Other Current Assets	3,848	2,706	1,908	2,571	1,988	50	37
Total	**63,799**	**42,960**	**29,671**	**19,033**	**11,530**	**7,866**	**4,533**

One Crore = 10 million
*31-Mar-18 numbers are on consolidated basis



Saksham – Contributing to the Society

Glimpses of Social Interventions



Enhancing Human Potential

- Partnered with The Confederation of Real Estate Developers Association of India (CREDAI) to conduct Onsite & Offsite skill enhancement training programmes for construction workers





Reaching Out, Reaching Far

- Collaborated with various NGOs and real estate developers to establish 32 day care centres on various construction sites for children of construction workers to provide them with education, hygiene and nutrition





Investing in Education

- Partnered with VIDYA, a NGO working for the underprivileged children
- Adopted two schools with VIDYA to provide quality education to the underprivileged children





Improving Access to Health Care

- Supported two government hospitals with an aim to improve infrastructure
- Supported operational cost to run cancer patient helpline and outreach clinic for the patients
- Launched a reproductive health and hygiene programme for young adolescent girls in four villages in UP



Touched over 25,000 lives

Number on cumulative basis

Awards and Recognitions



Certified as a **"Great Place to Work"** second year in a row. This is a testament to our work culture which is based on our core values and on the tenants of Trust, Pride and Camaraderie.



PNB Housing Penguin TV Commercial has bagged the. Gold Award at FICCI's Best Animated Frames (BAF) Awards 2018



Conferred as the 'Best Housing Finance Company of the Year' by ET Now Rise with India – BFSI Awards



Recognized as 'Symbol of Excellence in the BFSI Sector' at The Economic Times Best BFSI Brands 2018



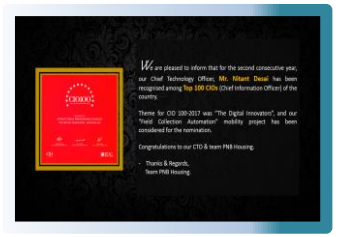
"Leading Housing Finance Company 2017" at National Awards for Best Housing Finance Companies organized by CMO Asia



Won bronze award at Outdoor Advertising Awards 2017, in the financial services category for its innovative outdoor campaign executed during the IPO



Silver award from ABCI (Association of business communication of India) for FY16-17 Annual Report



Mr. Nitant Desai (Chief Centralized Operation & Technology Officer) has been awarded amongst Top 100 CIOs of India



Honored in the field of "IT Security" at CSO 100 Awards organized by CSO 100 Award and IDG Security



Awarded "IPO of the Year" by Finance Monthly Magazine (M&A Award)- a leading international business publication



Awarded 'Excellence in Customer Relation' at GIHED CREDAI Property Show 2017



Awarded 'Best Project Finance Company of the Year' at Construction Times Builders Award

pnb Housing Finance Limited

Awards and Recognitions



Listing of PNB Housing on National Stock Exchange'



Recognized for Contribution in Promoting Green Buildings' Initiative



Adjudged Winners for Brand excellence in Banking, Finance and Insurance sector



Felicitated for Valuable Contribution to CREDAI Skilling Programme at CREDAI Conclave 2017



Felicitated at the RICS Cities Conference 2016



Awarded 'Certificate of Merit' as 'Housing Finance Company of the Year'



Awarded for Brand Excellence in NBFC Category



Awarded 'Housing Finance Company of the Year'



Certified as a "Great Place to Work" by building a 'High Trust, High Performance Culture



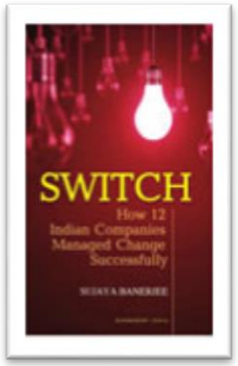
Awarded for 'Excellence in Financial Services'



'Best Adversity Management Stories of Asia Study 2016' '



Awarded for contribution towards CSR at the India Pride Awards



PNB Housing Change intervention story got featured in Bloomsbury India's publication called SWITCH

Corporate Governance



Board of Directors

Under the provisions of the Companies Act, 2013. It has 10 members, 2 are non-executive directors, 7 are independent directors and Managing Director

Audit Committee (ACB)

Under section 177 of the Companies Act, 2013. It has 3 members, all are independent directors

Nomination and Remuneration Committee (NRC)

Under section 178 of the Companies Act, 2013. It has 3 members, 2 are independent directors and 1 is a non-executive director

Corporate Social Responsibility Committee (CSR)

Under section 135 of the Companies Act, 2013. It has 3 members, 1 is independent director, 1 is non-executive director and Managing Director

Credit Committee of the Board (CCB)

Under section 179 of the Companies Act, 2013. It has 3 members, 2 are independent directors and Managing Director

Stakeholders Relationship Committee (SRC)

Under section 178 of the Companies Act, 2013. It has 3 members, 2 are independent directors and Managing Director

Risk Management Committee (RMC)

Committee to oversee various types of risks. It has 5 members, 3 are independent directors, 1 non-executive director and Managing Director



Strong Management Team

Management Team



Sanjaya Gupta
Managing Director

Age : 55 Years

No. of Years with PNB HF : 8 Years

Prior Engagements : AIG, ABN Amro Bank N.V. and HDFC Limited



Age : 46 Years

No. of Years with PNB HF : 6 Years

Prior Engagements :
IndusInd Bank
ABN AMRO Bank NV
ICICI Bank Limited

Shaji Varghese
ED – Business Development



Age : 52 Years

No. of Years with PNB HF : 6 Years

Prior Engagements :
Religare Finvest Ltd
GE Money Indiabulls Financial Services

Ajay Gupta
ED – Risk Management



Age : 56 Years

No. of Years with PNB HF : 7 Years

Prior Engagements :
HDFC Standard Life Insurance, Union National Bank, ICICI Bank

Nitant Desai
Chief Centralized Operation & Technology Officer



Age : 45 Years

Prior Engagements :
Xander Finance, Au Small Finance Bank, ICICI Prudential Life Insurance, Deutsche Bank

Kapish Jain
Chief Financial officer



Age : 54 Years

No. of Years with PNB HF : 23 Years

Prior Engagements :
Ansal Group

Sanjay Jain
Company Secretary & Head Compliance



Age : 51 Years

No. of Years with PNB HF : 7 Years

Prior Engagements :
ARMS (Arcil)
Indian Army

Anshul Bhargava
Chief People Officer

Highly Experienced Board



Mr. Sunil Mehta
Chairman – Non Executive

Age:
58 Years
Current Position:
MD & CEO of PNB



Sunil Kaul
Non Executive Director

Age:
58 Years
Current Position:
MD, Carlyle
Head, SE Asia, FIG, Carlyle



Shital Kumar Jain
Independent Director

Age:
78 Years
Current Position: Ex Banker & Credit Head India, Citigroup



Gourav Vallabh
Independent Director

Age:
40 Years
Current Position:
Professor of Finance, XLRI



R Chandrasekaran
Independent Director

Age:
60 Years
Current Position:
Founder and Executive Vice Chairman, Cognizant



Nilesh S. Vikamsey
Independent Director

Age:
53 Years
Current Position:
Sr. Partner, Khimji Kunverji and Co
President-ICAI



Ashwani Kumar Gupta
Independent Director

Age:
63 Years
Current Position:
Financial Consultant



Shubhalakshmi Panse
Independent Director

Age:
64 Years
Current Position:
Ex-Banker, CMD, Allahabad Bank



Jayant Dang
Independent Director

Age:
68 Years
Current Position:
Financial Consultant



Sanjaya Gupta
Managing Director

Age:
55 Years
Current Position:
MD, PNB Housing Finance

Summary



Strong Industry Growth — Indian Housing Finance Sector Poised for Strong Growth

Brand Recognition & Delivery Model — Strong Brand Recognition Coupled with Robust Delivery Model

Differentiating Strategy — Differentiated Strategy for Business Expansion

Best-in-Class Quality — Steady Underwriting Processes, Best-in-Class Asset Quality and benign Credit Costs

Strong Head room for Expansion — With 84 branches, ample Opportunity for Expansion

Robust Technology — Robust Technology Platform in place as Growth Enabler

Diversified Liability Profile — Well Diversified Borrowing Profile with access to Multiple Sources of Funding

Economies of Scale — Economies of Scale Delivering Improved Efficiency and Profitability

Glossary



ATA	Average Total Assets
ATS	Average Ticket Size
AUM	Asset Under Management
BVPS	Book-value per Share
C/I	Cost to Income
CAR	Capital Adequacy Ratio
CP	Commercial Paper
CTLs	Corporate Term Loans
DPS	Dividend per Share
DSA	Direct Selling Agents
ECBs	External Commercial Borrowings
EPS	Earning per Share
GNPA	Gross Non-Performing Assets

HFCs	Housing Finance Companies
LAP	Loan against Property
LRD	Lease Rental Discounting
NCDs	Non-Convertible Debentures
NII	Net Interest Income
NIM	Net Interest Margin
NNPA	Net Non-Performing Assets
NPA	Non-Performing Assets
NRPLs	Non-Residential Premises Loans
PAT	Profit After Tax
PCR	Provision Coverage Ratio
ROA	Return on Assets
ROE	Return on Equity



Thank You

Contact

PNB Housing Finance Limited
CIN: L65922DL1988PLC033856
Ms. Deepika Gupta Padhi - Head-Investor Relations
Phone: +91 11 23445214
Investor.relations@pnbhousing.com

www.pnbhousing.com