pnb Housing Finance Limited
Ghar Ki Baat

September 5, 2017

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 as per the following schedule:

Date	Organised by	Conference Name	Place
5th September - 6th September 2017	Motilal Oswal Securities Ltd.	13th Motilal Annual Global Investor Conference	Mumbai

A copy of Investor presentation is enclosed herewith and is also 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



"Indian Mortgages: Only the tip of the Iceberg"

pnb Housing Finance Limited

Ghar Ki Baat

Motilal Oswal Investor Conference

6th September 2017

Safe Harbor

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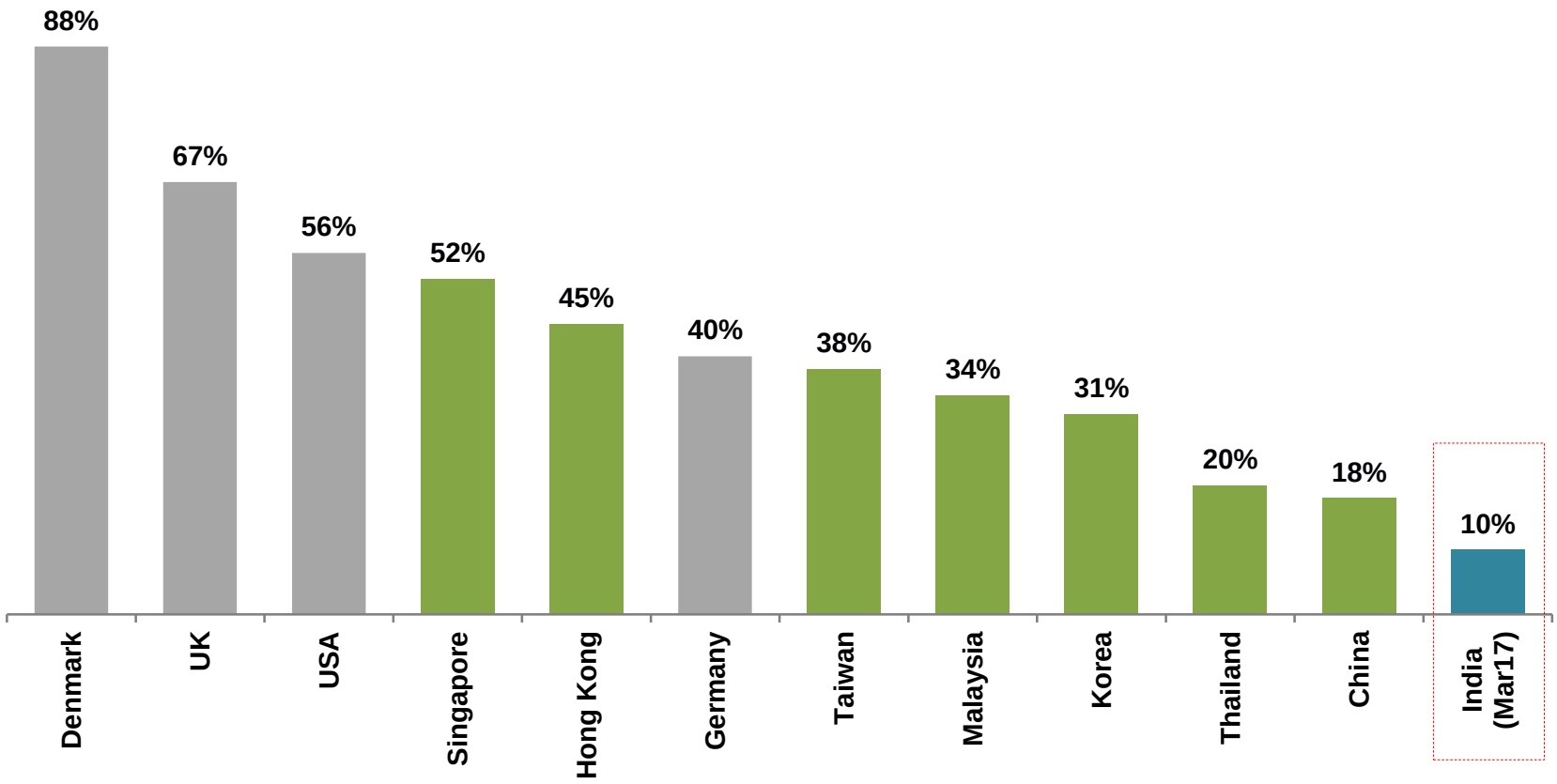
This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness 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.

India's Mortgage Market Overview

Indian Mortgage Market is Significantly Under-penetrated

Mortgage to GDP Ratio for CY2015 (%)

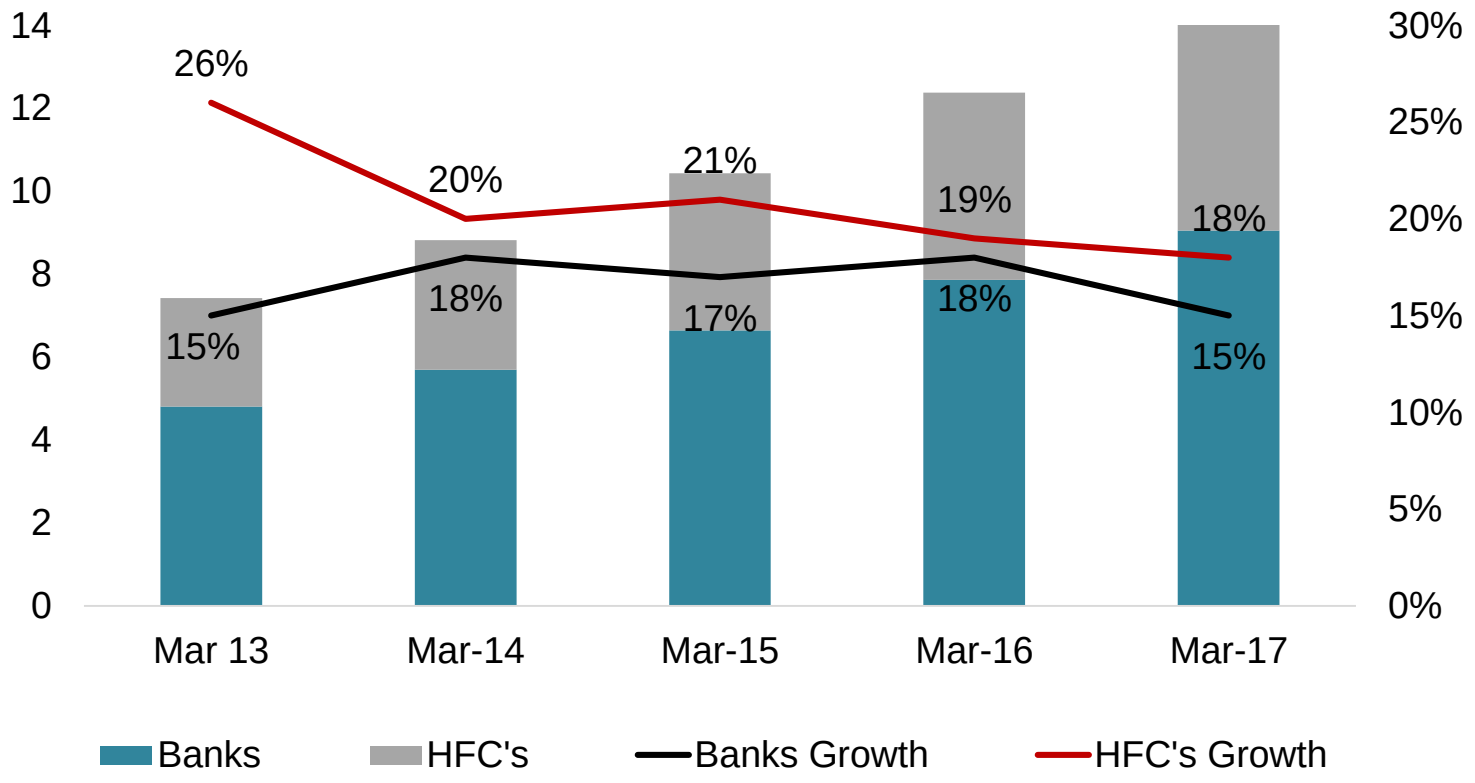


Note: India data for FY17, Other countries data for CY15
Source: European Mortgage Federation, HOFINET, CRISIL Research

HFCs Outpacing Traditional Channels

Increasing HFCs Share in a Steadily Expanding Home Loan Portfolio

(INR Lakh Crore)



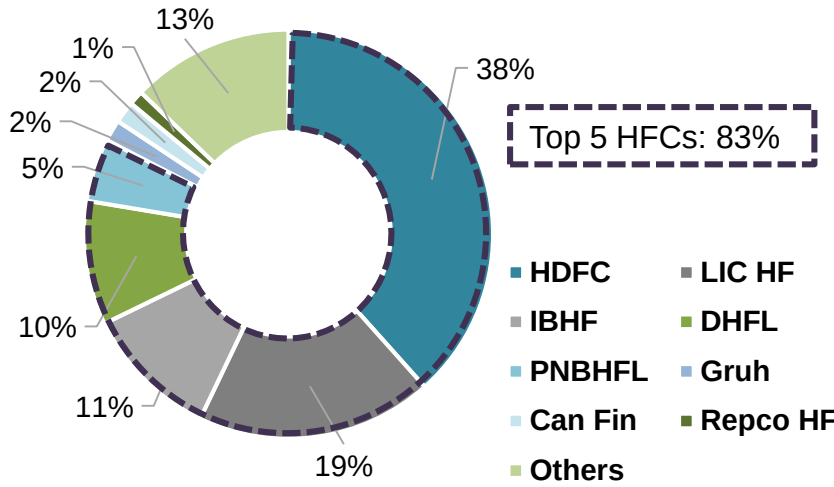
Source: ICRA Industry Update for Mar-2017

Sustainable Growth of HFCs

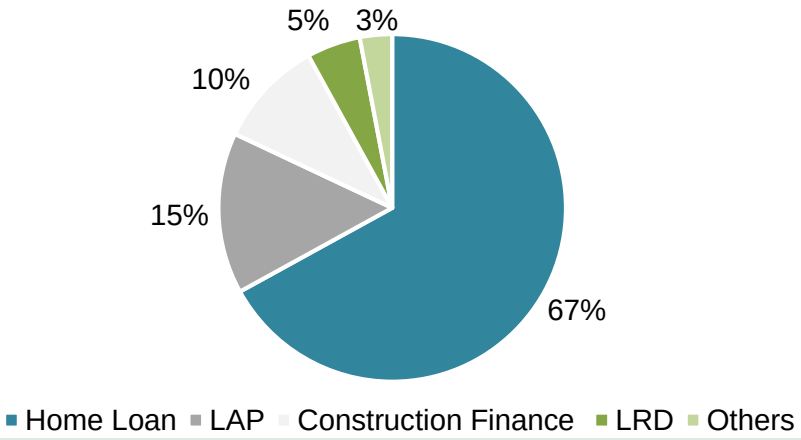
Key HFC Metrics (March 2017)

- Total No. of HFCs: 85
- Deposit taking HFCs: 18
- Total Loan: INR 7.7 Lakh Crore
- 5 Years CAGR: 20.82%

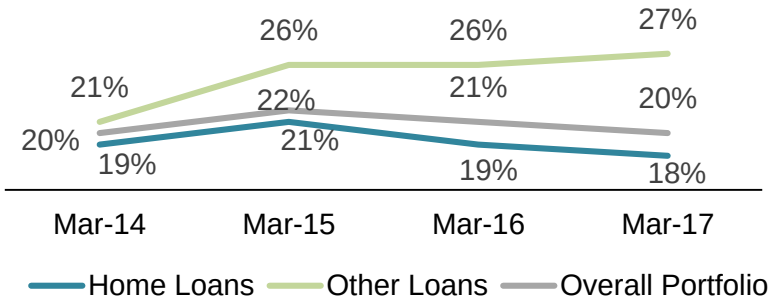
Total Loan of all HFCs as on 31-Mar-17



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



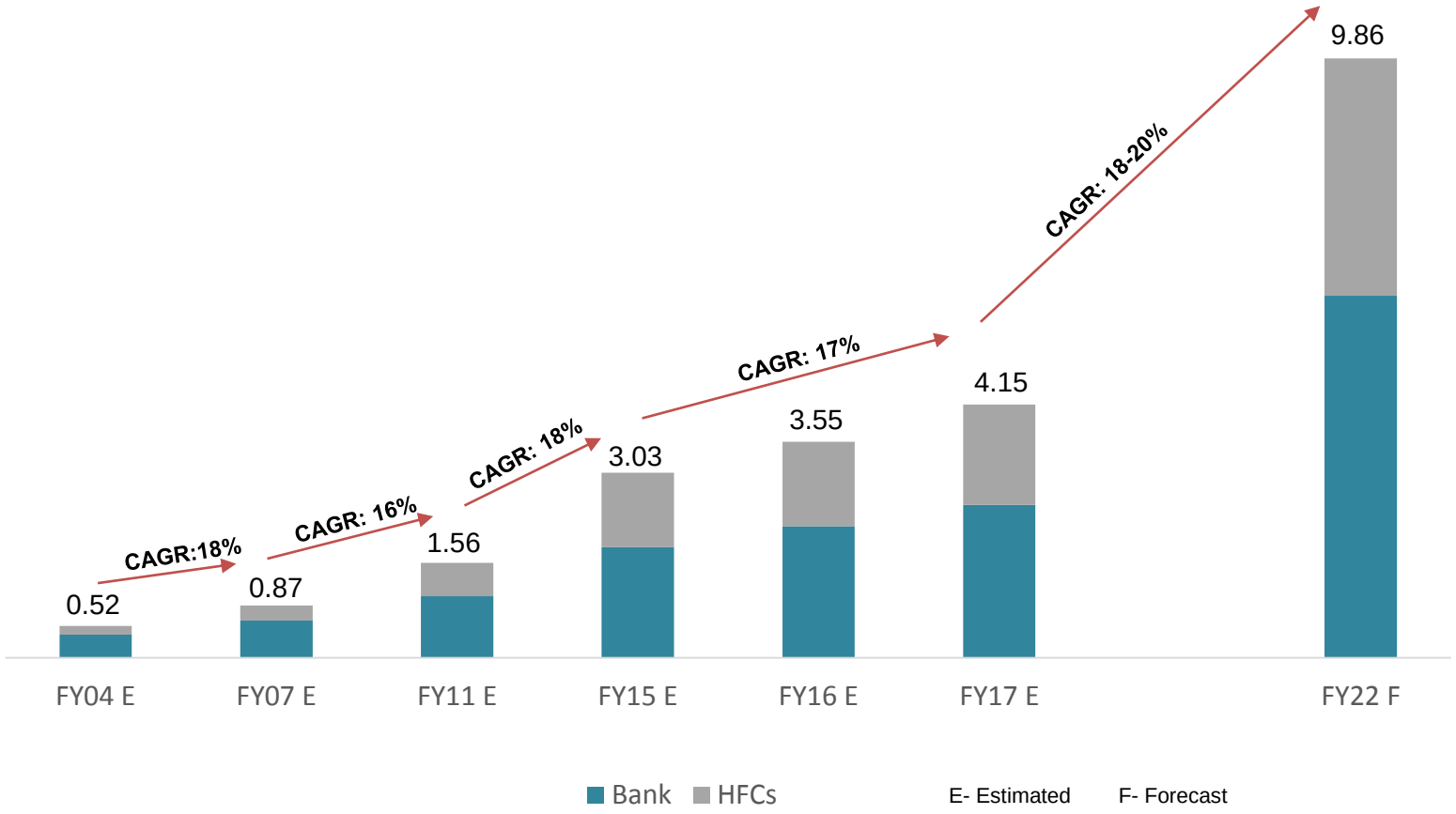
Portfolio Growth of HFCs



Source: ICRA Industry Update for Mar- 2017

Ramp-up Opportunity for Mortgage Market in India

Annual Disbursements (INR Lakh Crore)



Source: CRISIL Research

Government Schemes - PMAY

- **Changes/inclusion in the scheme effective 01.01.2017**
  - Existing scheme renamed as PMAY-CLSS for EWS/LIG
  - Maximum tenure changed from 15 to 20 years
  - Scheme extended to Middle Income Group (MIG)

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	90	110
NPV Discount Rate (%)	9%	9%	9%	9%
Maximum Interest Subsidy Amount (INR)	267,280	267,280	235,068	230,156

Around 7 lakh new housing units have been approved for construction

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

Source: ICRA, CRISIL Report

Government Schemes - RERA

- RERA - A Game Changer
  - Short term should pose some challenges; in the long run customer sentiments should be positive
  - Brings in accountability and functions in a more transparent manner

Customer's Benefit

- Raising the transparency levels
- Likely to restore confidence of buyers and investors in the real-estate sector
- Securing Customers Interest- 70% of the amount deposited shall be withdrawn by the promoter in proportion to the % completion of the project along with architect, engineer and chartered accountant certificate





Developer's Benefit

- Access to funds at competitive rates, which will lead to rationalization of prices with in the sector
- The Act will lead to consolidation among players within the sector going forward

About the Company



Overview



- Loan Assets: INR 44,003 Crore
- Disbursement: INR 7,794 Crore*
- GNPAs: 0.43%
- Average Cost of Borrowing: 8.09%
- Robust and scalable technology enabled target operating model
- Book Value Per Share: INR 348 per Share

Fastest growing HFC amongst the Top 5 HFCs in India

Data as on 30-Jun-17
*Data for Q1 FY17-18
1 crore= 10 million

Expanding Footprint…

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

OUR OFFICE NETWORK



CENTRAL SUPPORT OFFICE (CSO) - Delhi

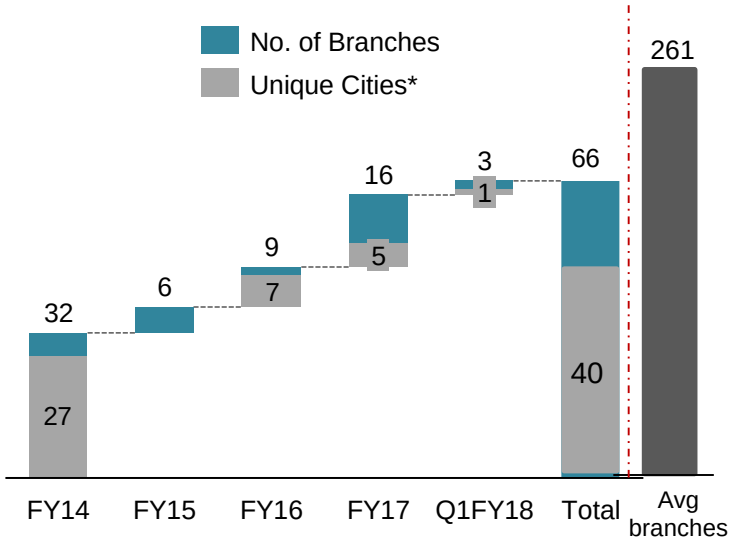
Zonal Office
North (Co-housed with COPs & CPC)
Noida
West
Mumbai
South
Bangalore

Processing Hub
North (7)
Chandigarh Hub, Dehradun Hub, Green Park Hub, Jaipur Hub, Kolkata Hub, Lucknow Hub, Noida Hub
West (5)
Ahmedabad Hub, Indore Hub, Mumbai Hub, Pune Hub, Thane Hub
South (6)
Bangalore Hub[3], Chennai Hub, Cochin Hub, Coimbatore Hub, Hyderabad Hub

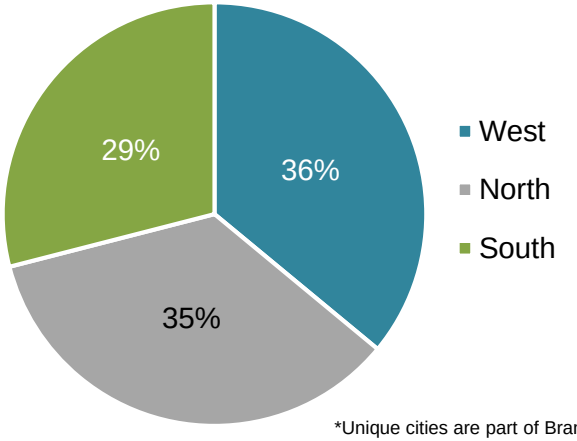
Branch
North (25)
Agra, Bhiwadi, Bhubaneswar, Bikaner, Chandigarh, Dehradun, Delhi[1], Faridabad, Ghaziabad, Gurgaon, Jaipur, Jalandhar, Jodhpur, Kanpur, Karnal, Kolkata, Lucknow, Ludhiana, Meerut, Noida[2], Varanasi
West (22)
Ahmedabad[2], Bhopal, Indore, Kolahpur, Mumbai[1], Nagpur, Nasik, Pune[1], Rajkot, Raipur, Surat, Vadodra, Virar
South (19)
Bangalore[1], Chennai[2], Cochin, Coimbatore, Hyderabad[2], Madurai, Thrissur, Trivandrum, Vijayawada, Vishakhapatnam, Salem

1: Includes three or more branches in the city
2: Includes two branches in the city
3: Includes two Hubs in the city

No. of Branches



AUM- Geographical Distribution



Map not to scale. All data, information and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness.
Data as on 30-Jun-17

*Unique cities are part of Branches
** Data as on Mar-17 from respective annual reports

…with Hub and Spoke Target Operating Model…



DSA



DST



Customer Acquisition/ Service

Fountain Head for Decision Making

File received at HUB

- Field Investigation
- Fraud Control Unit
- Legal Team
- Technical Service Group
- Collection Team

Underwriter

Underwriter reviews the reports and does financial assessment

Yes

No







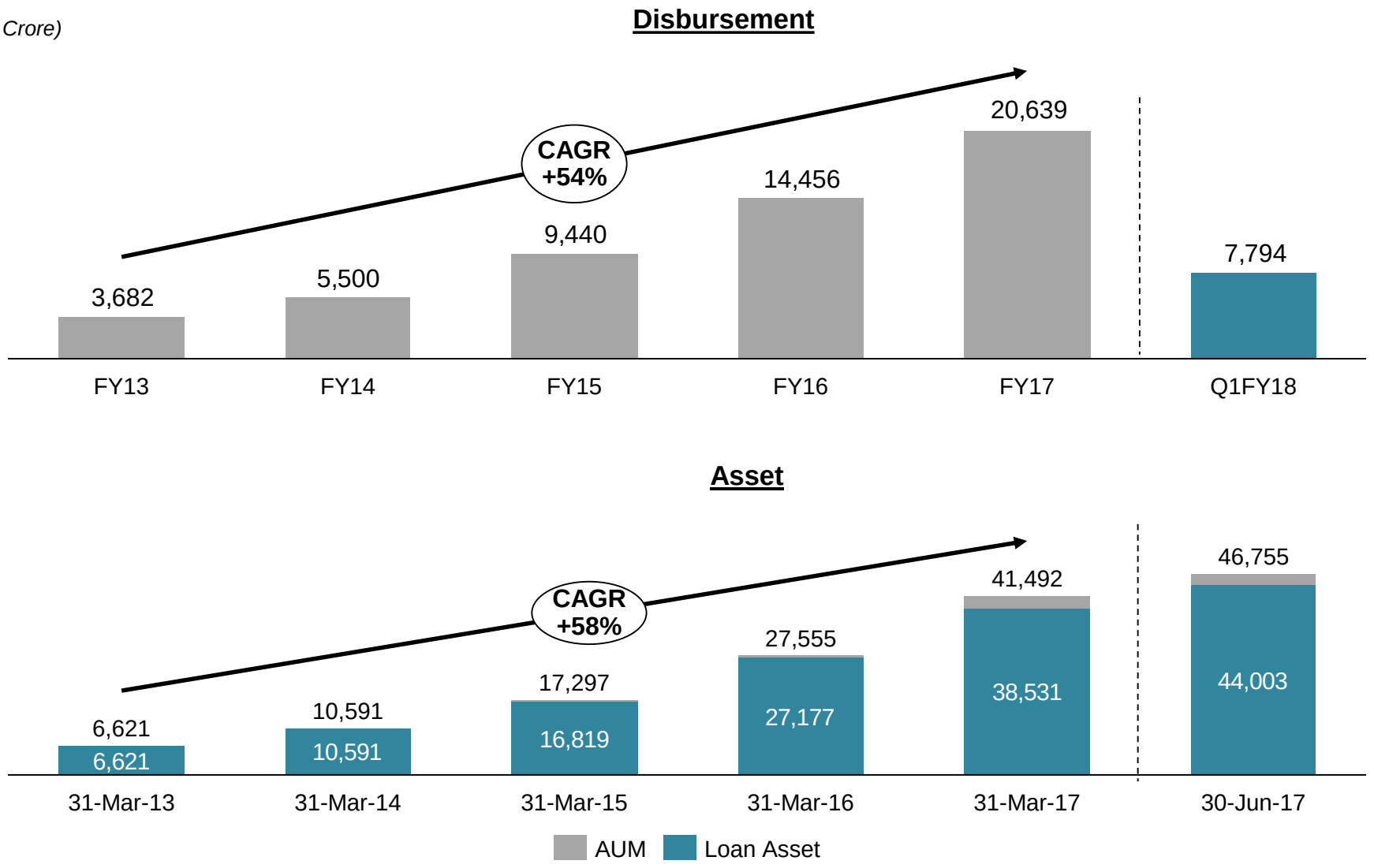
Digital Platform



Lead Aggregators

…leading to Disbursement and Asset Growth

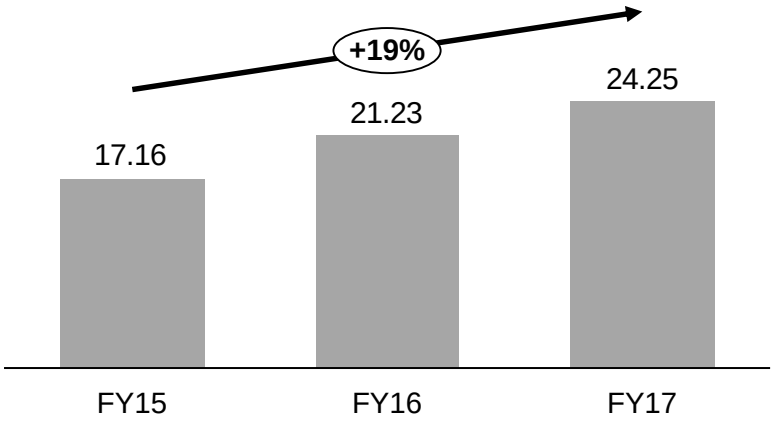
(INR Crore)



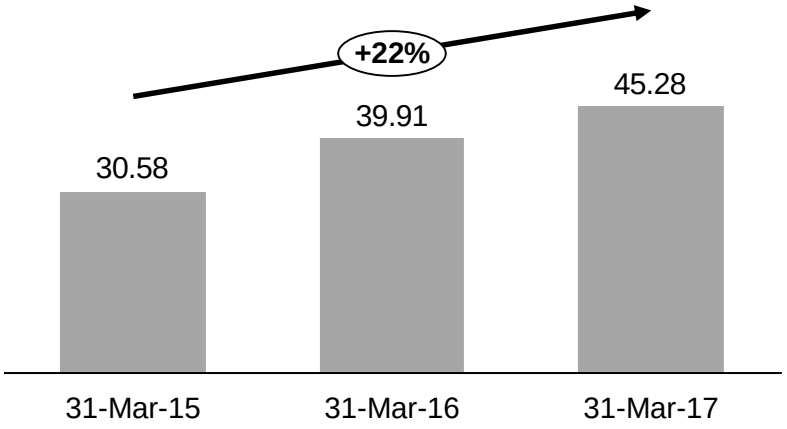
1 crore = 10 million

Employee Efficiency

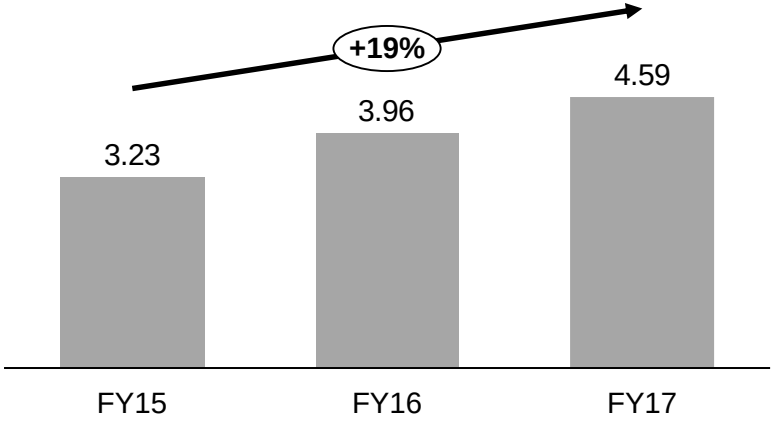
Disbursement / Employee (INR Crore / Employee)



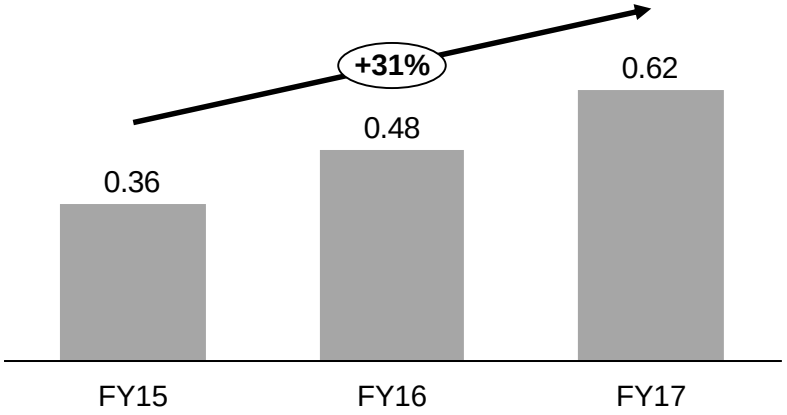
Loans Outstanding / Employee (INR Crore / Employee)



Total Revenue / Employee (INR Crore / Employee)



Profitability / Employee (INR Crore / Employee)



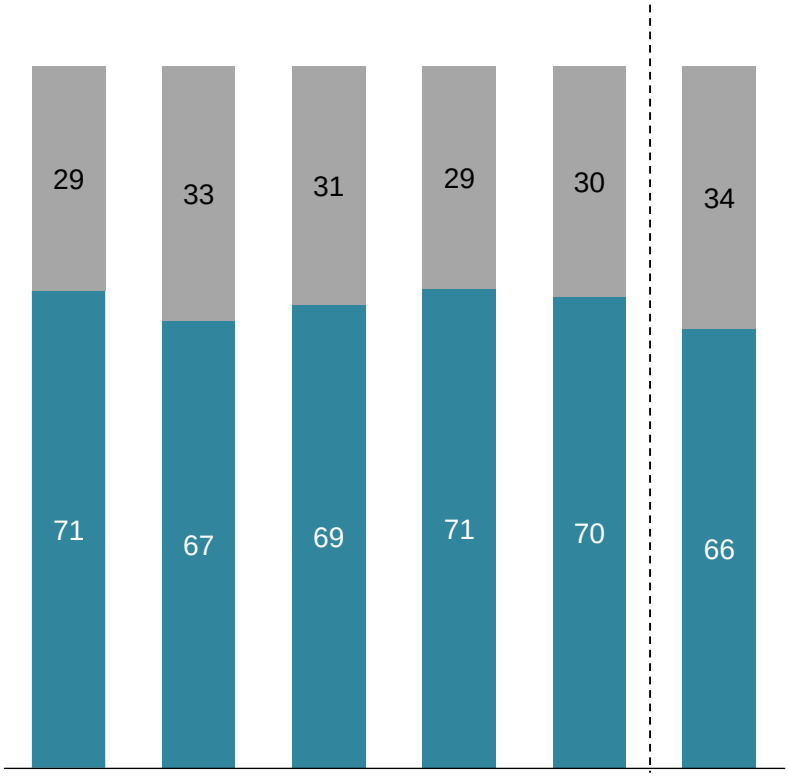
Calculated on Average employee for the Year

Sustainable Portfolio Mix

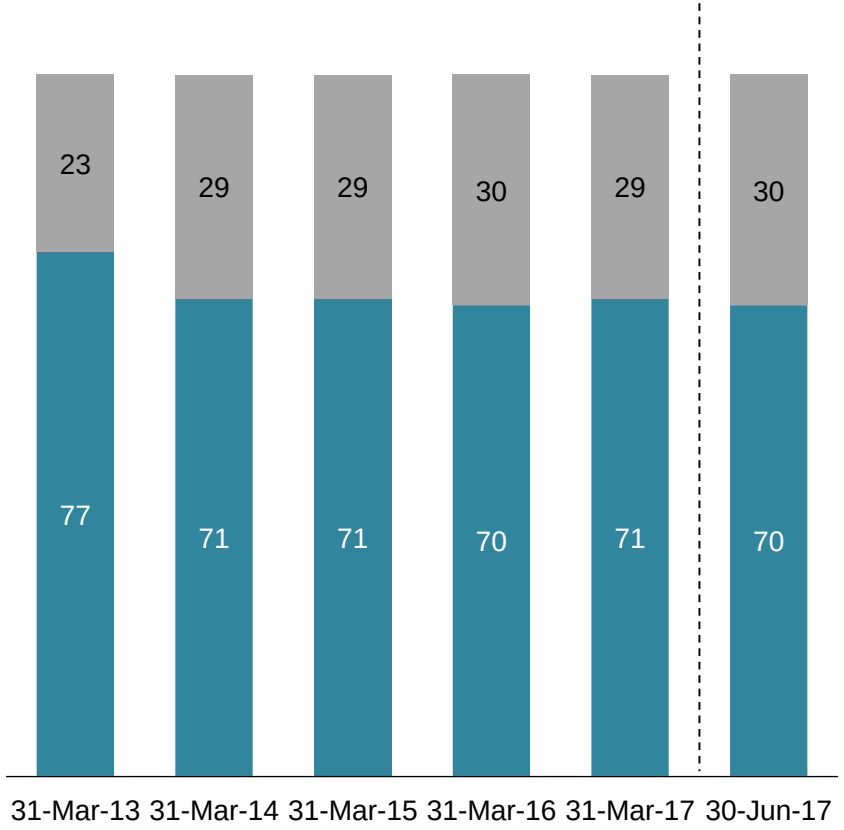


Sustainable Portfolio Mix

Share of Housing Loans
(% of Annual Disbursements)



Wide Product Offering
(% of Loan Assets)



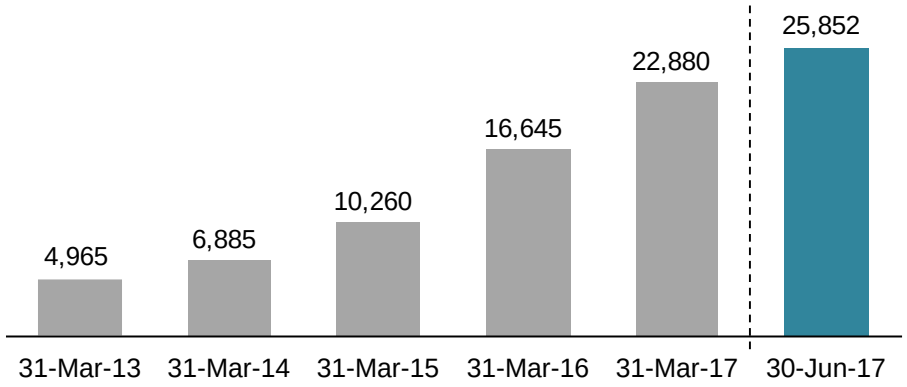
Non-Housing Housing

Loan Assets Distribution

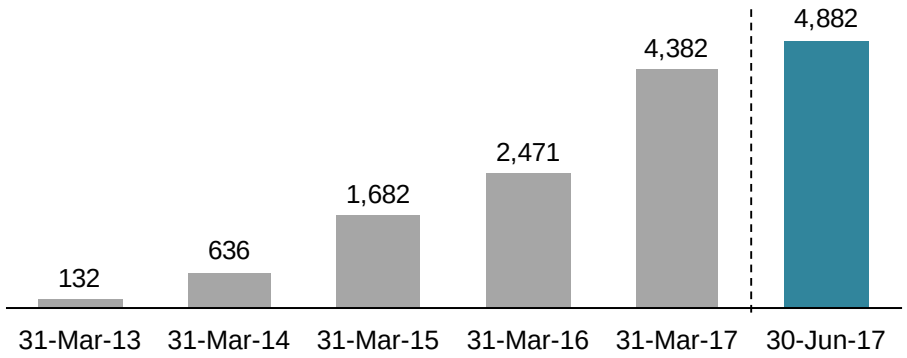
Housing Loan – 69.8% (1)

INR Crore

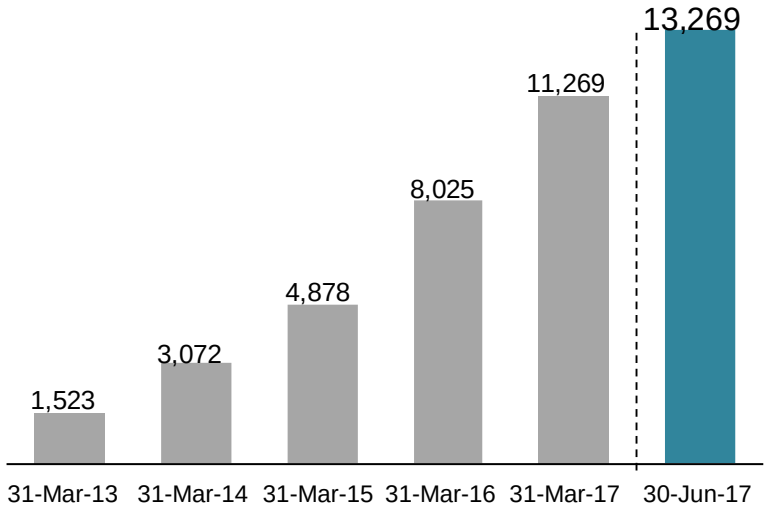
Individual Housing Loan (1) – 58.8%

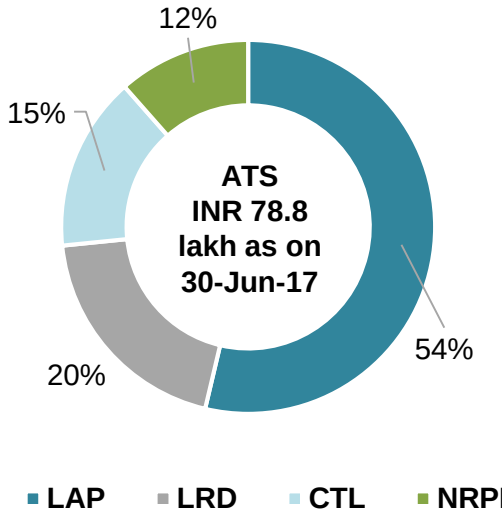


Construction Finance Loan (1) – 11.1%



Non-Housing Loan(1) – 30.2%

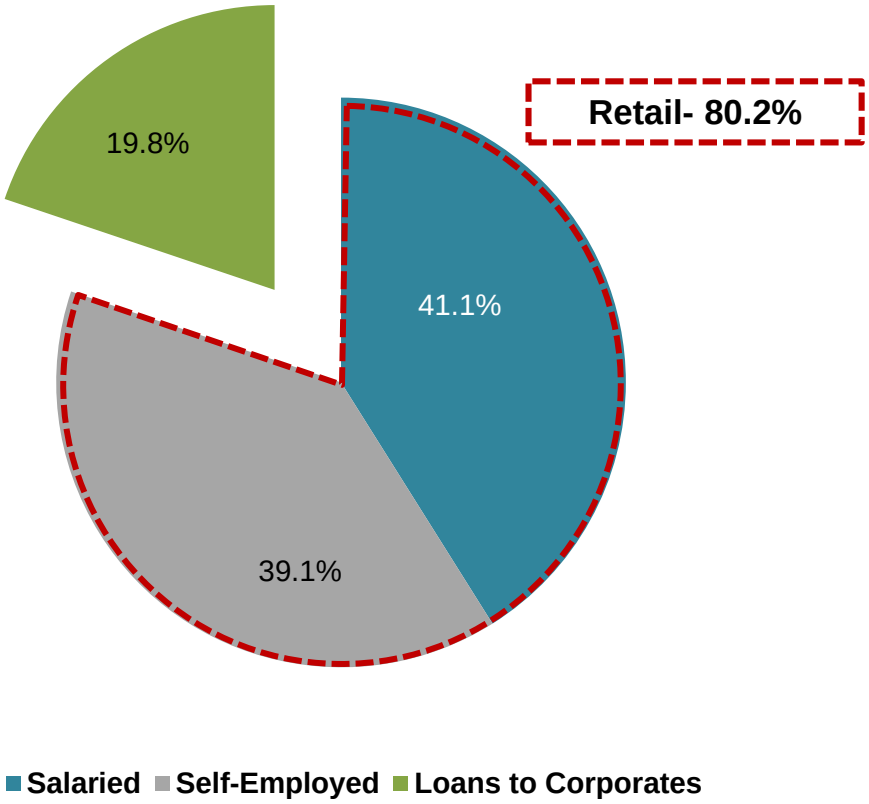




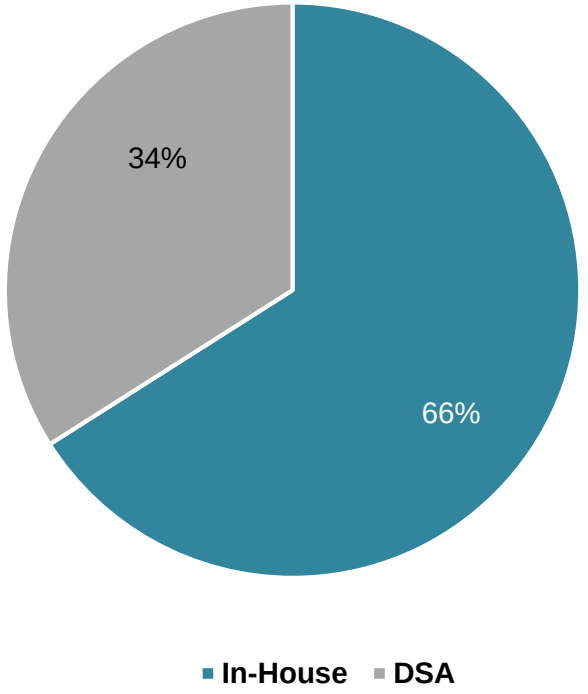
1. As a % of Loan Assets on 30-Jun-17
1 crore = 10 million

Customer Segment & Origination

Loan Asset Composition (%)
As on 30-Jun-17



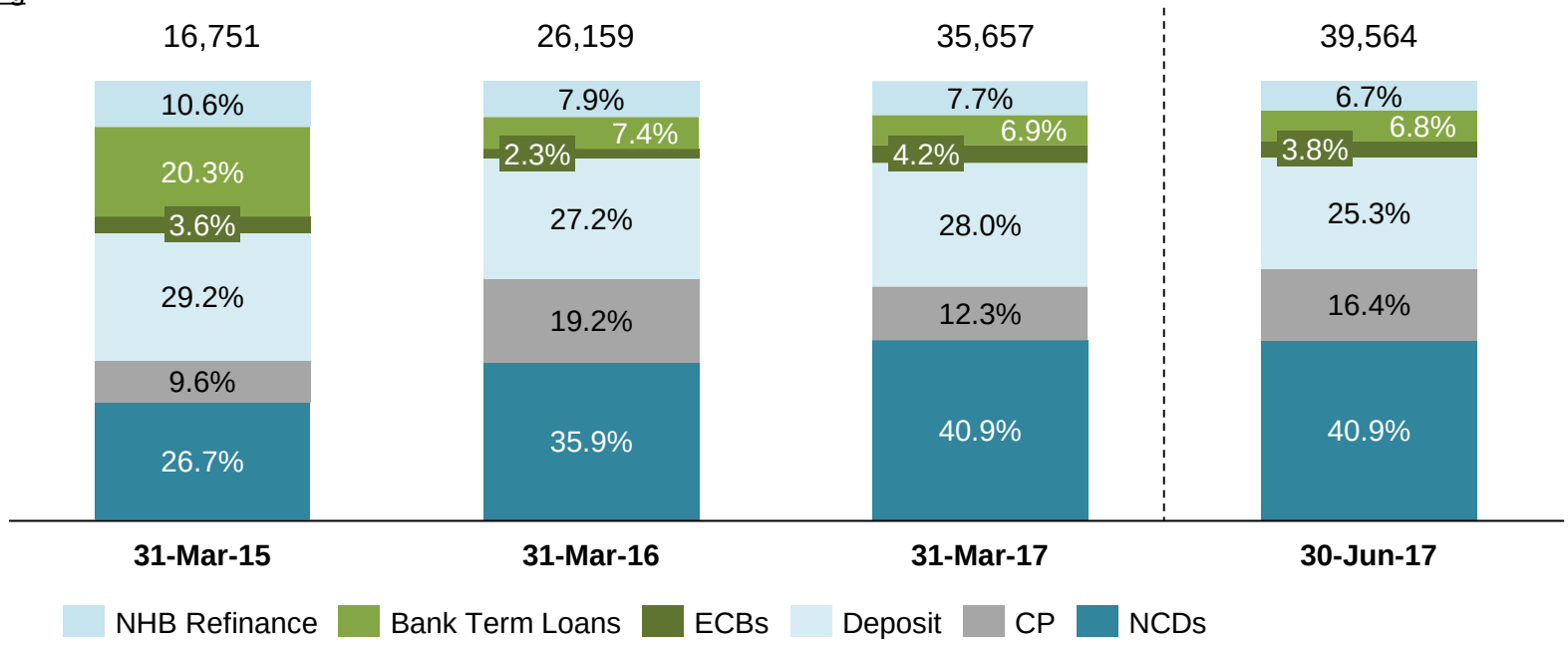
Disbursement Origination (%)
For Q1FY18



Well Diversified Borrowing Profile

Access to a Diverse Base of Funding…

Total Borrowing (INR Crore)



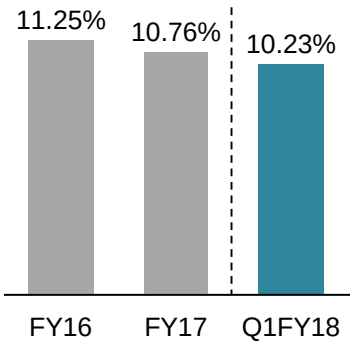
Credit Rating

- 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

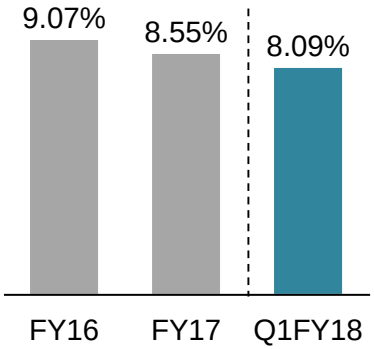
1 crore = 10 million

Financial Highlights

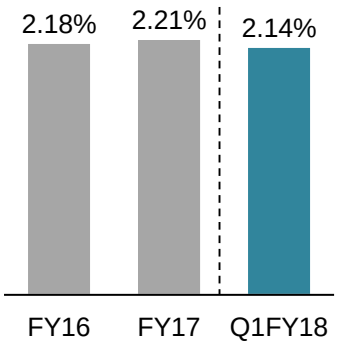
Average Yield (%)



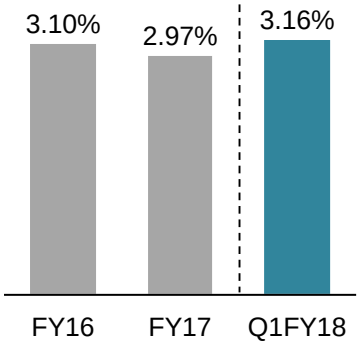
Average Cost of Borrowings (%)



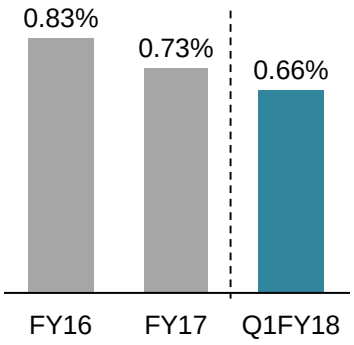
Spread (%)



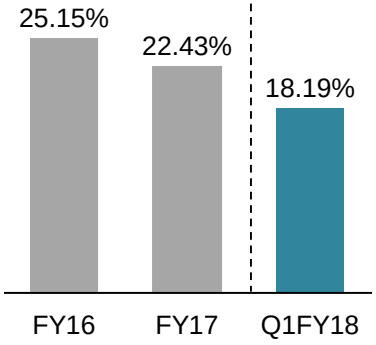
NIM (%)



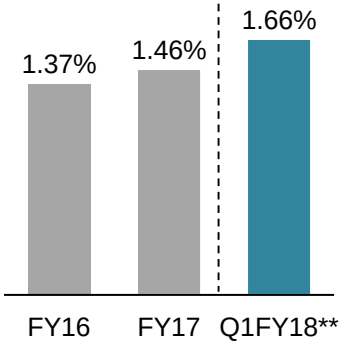
Opex to ATA Ratio (%)



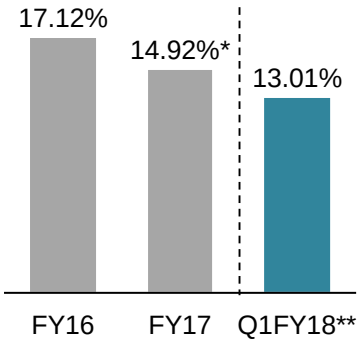
Cost to Income Ratio (%)



ROA (%)



ROE (%)



Ratios are calculated on Monthly Average

Opex to ATA is calculated as Operating Expenditure/Average Total Assets as per Balance sheet

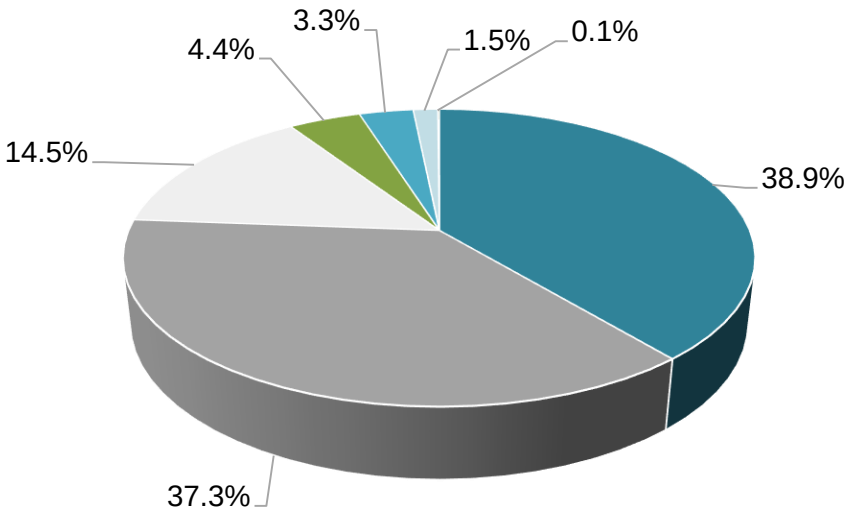
Return on Asset is on Average Total Assets as per Balance sheet

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

** Annualized

Shareholding

Shareholding as on 30-Jun-17



Key Anchor Book

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

IPO Proceeds to fuel Future GROWTH

"More than 20 Times Oversubscribed"

Experienced Management



Sanjaya Gupta
Managing Director

Age : 54 Years

No. of Years with PNBHF : 7 Years

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



Age : 45 Years

No. of Years with PNBHF : 5 Years

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

Shaji Varghese
ED - Business Development



Age : 51 Years

No. of Years with PNBHF : 5 Years

Prior Engagements :
Religare Finvest Ltd
GE Money Indiabulls Financial Services

Ajay Gupta
ED - Risk Management



Age : 55 Years

No. of Years with PNBHF : 6 Years

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

Nitant Desai
Chief Centralised Operation & Technology Officer



Age : 39 Years

No. of Years with PNBHF : 3 Years

Prior Engagements :
Gruh Finance Limited

Jayesh Jain
Chief Financial Officer



Age : 53 Years

No. of Years with PNBHF : 22 Years

Prior Engagements :
Ansal Group

Sanjay Jain
Company Secretary & Head Compliance



Age : 50 Years

No. of Years with PNBHF : 6 Years

Prior Engagements :
ARMS (Arcil)
Indian Army

Anshul Bhargava
Chief People Officer

Profit & Loss Statement

Particulars (INR Crore)	Q1 FY18	Q1 FY17	Y-o-Y	Q4 FY17	Q-o-Q	FY17	FY16	Y-o-Y
Interest Income	1,097	817	34%	1,011	8.5%	3,678	2,570	43%
Fees & Other Operating Income	96	46	109%	65	48%	229	128	79%
Other Income	0	0		0		0	1	
Total Revenue	**1,192**	**863**	**38%**	**1,076**	**11%**	**3,908**	**2,699**	**45%**
Expenditure:								
Finance Cost	753	608	24%	678	11%	2,644	1,860	42%
Employee Benefit Expenses	29	22	31%	28	5%	101	75	35%
Other Expenses	74	53	40%	57	29%	237	162	47%
Depreciation Expense	5	4	14%	5	5%	19	15	24%
Provisions and Write-Offs	48	28	72%	67	(28%)	103	83	24%
Total Expenditure	**909**	**716**	**27%**	**834**	**9%**	**3,104**	**2,196**	**41%**
Profit Before Tax	**283**	**147**	92%	**242**	17%	**804**	**503**	60%
Tax Expenses	98	51		89		280	177	
Net Profit After Tax	**185**	**96**	**93%**	**152**	**22%**	**524**	**326**	**60%**
EPS (Basic)	**11.12**	**7.56**		**9.2**		**36.7**	**27.5**	

1 crore = 10 million

Thank You

Company:

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Ms. Deepika Gupta Padhi - Head-Investor Relations
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Investor.relations@pnbhousing.com

www.pnbhousing.com