pnb Housing Finance Limited
Ghar Ki Baat

February 19, 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 participate/organize Investor Meetings as per the following:

Date	Type	Place
20th February, 2018	Non-Deal Roadshow	Mumbai
20th February, 2018	Analyst Meet	Mumbai
21st February 2018	Investor Conference organised by IIFL	Mumbai

This is to further inform that the copy of Investor presentation is enclosed herewith and is 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

February 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.

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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



One of the Leading Housing Finance Company…





- Asset Under Management: INR 57,668 Crore
- Loan Assets: INR 55,296 Crore
- Disbursement: INR 24,455 Crore*
- GNPAs: 0.42%
- Average Cost of Borrowing: 7.78%*
- No. of employees: 1,254
- ISO 9001:2015 certified COPS and CPC
  ISO 9001:2015 Customer Service Operations
  ISO 9001:2008 certified Contact Centre
- Book Value Per Share: INR 366 per Share

Fastest growing HFC amongst the Top 5 HFCs in India

1 Crore= 10 million

Data as on 31-Dec-17

*Data for 9M FY17-18

COPS: Central Operations, CPC: Central Processing Center

pnb Housing Finance Limited

…started in 1988



Business process re-engineering sponsored by the Parent

Put in place a highly experienced, independent and professional management team

Strong distribution network with well-defined operating processes across the Company

Robust underwriting, monitoring and collection platform

Leverage technology as an enabler and facilitator to enhance customer experience and engagement

PNB Housing- a brand to reckon with

1988
- Company incorporated

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

2010
- Launched business process re-engineering project- "Kshitij"

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

2012
- DEPL raises stake from 26% to 49%
- AUM: INR 3,970 Crore
- Deposits: INR 333 Crore

2013
- Crossed INR1,000 Crore in deposits
- 'CRISIL AA+' rating (for NCDs and bank term loans) and FAAA (for Deposits)

2014
- PAT crossed INR 100 Crore and portfolio crossed INR 10,000 Crore

2015
- Implemented end-to end Enterprise System Solution
- AAA rating by ICRA and India Ratings (Fitch Group)
- DEPL is acquired by QIH, of the Carlyle Group [1]

2016
- **IPO - Raised INR 3,000 Crore**
- TOM implemented

2017
- **AUM crossed INR 55,000 Crore mark**
- Certified as a "Great Place to Work" by building a 'High Trust, High Performance Culture'*
- Deposits: Over INR 10,000 Crore

Board Managed Entity with a Professional Management Team

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

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

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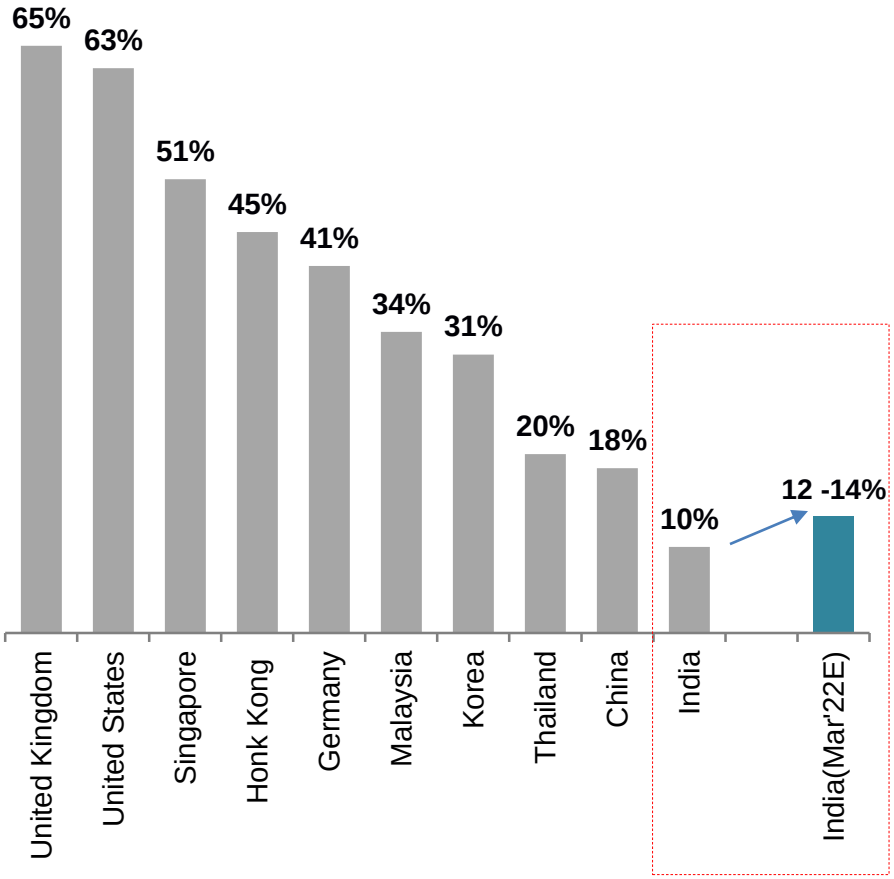
HFC Sector well placed…



India's Mortgage Market…

Indian Mortgage Market is Significantly Under-penetrated

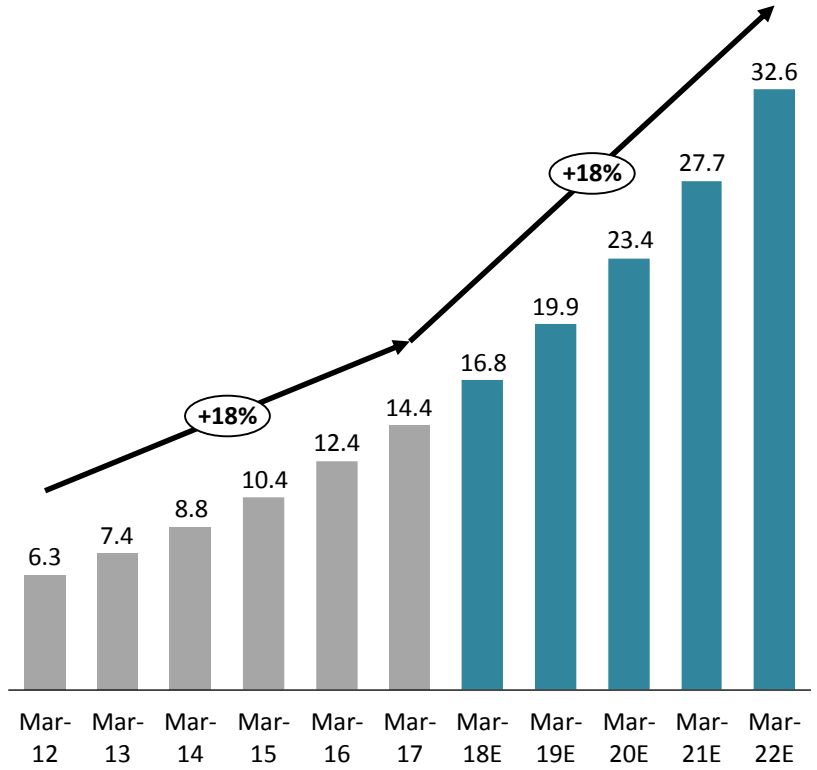
Mortgage to GDP Ratio



Source: ICRA Indian Mortgage Finance Market Update for H1FY2018

Ramp-up Opportunity for Mortgage Market in India

Loan Assets (INR Lakh Crore)



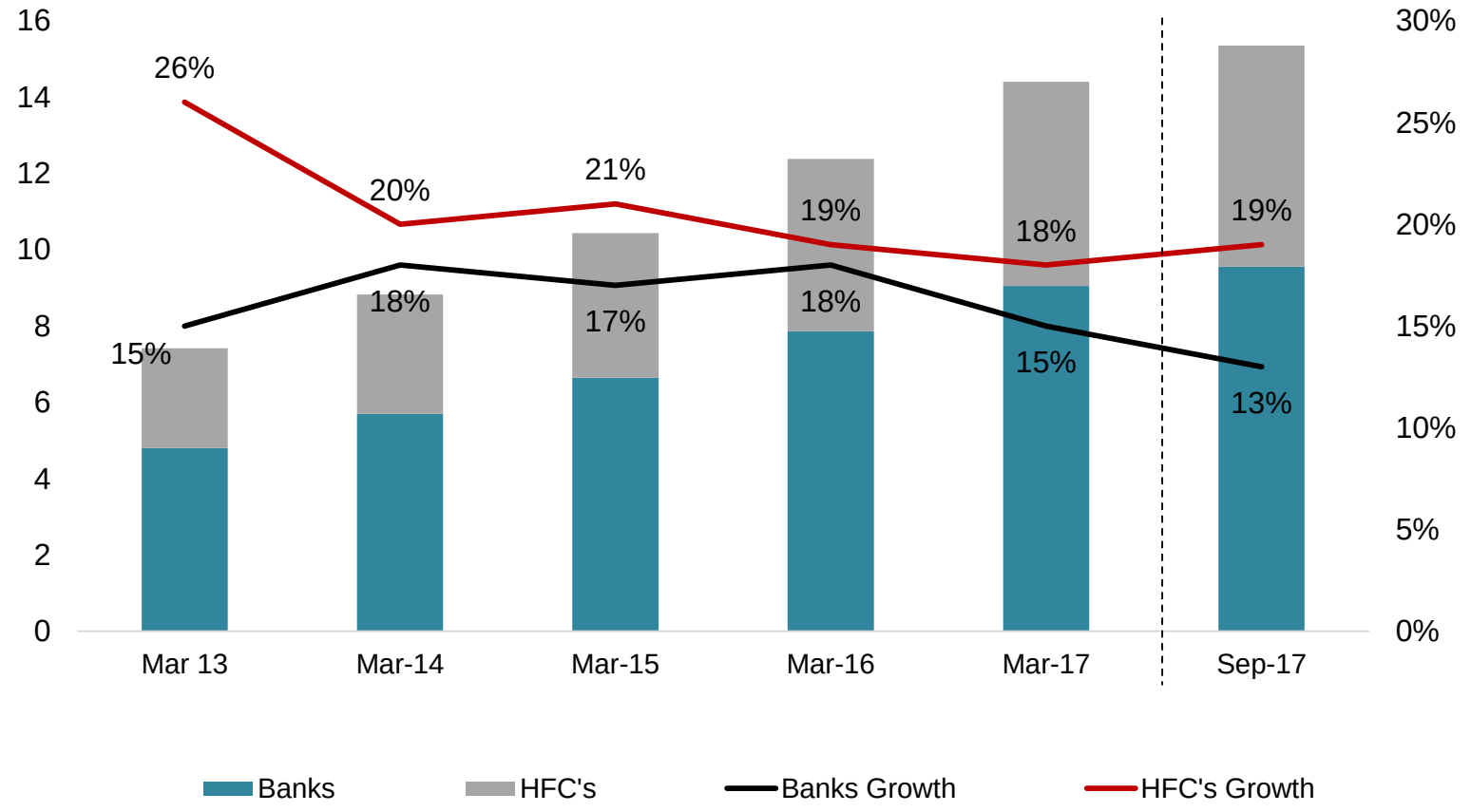
E: Estimated

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…Outpacing Traditional Channels with…

Increasing HFCs Share in a Steadily Expanding Home Loan Portfolio

(INR Lakh Crore)



Source: ICRA Indian Mortgage Finance Market Update for H1FY2018
% Change is YoY

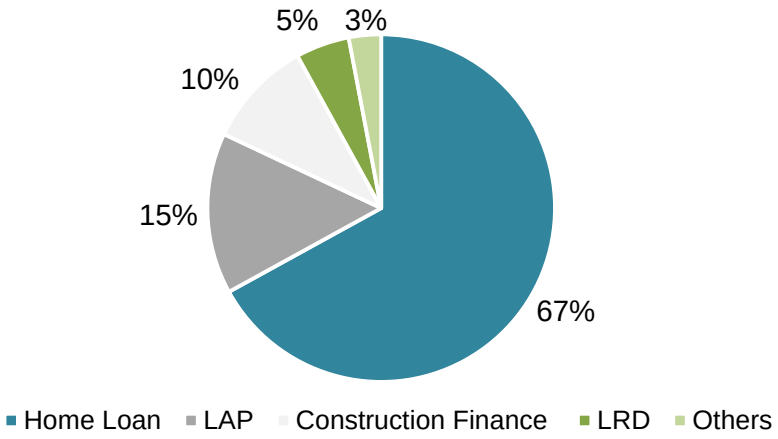
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….Sustainable Growth of HFCs

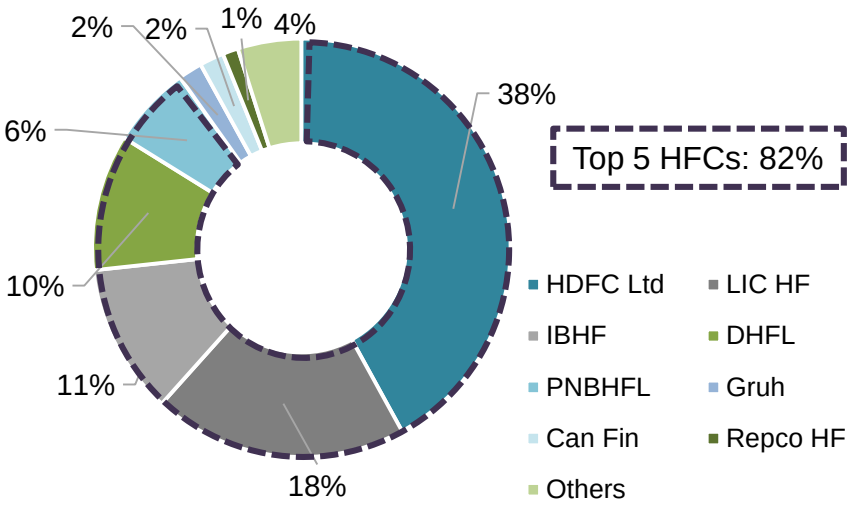
Key HFC Metrics

- Total No. of HFCs (Dec-17) : 91
- Deposit taking HFCs (Dec-17): 18
- Total Loan (Sep-17): INR 8.5 Lakh Crore
- 3 Years CAGR (Mar-17): 21.3%

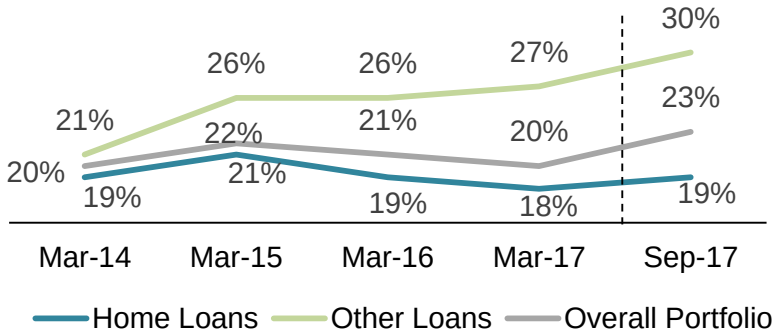
Portfolio Composition of All HFCs as on 31-Mar-17



Total Loan of all HFCs: INR 8.5 Lakh Crore as on 30-Sep-17



Portfolio Growth of HFCs



Source: ICRA Indian Mortgage Finance Market Update for H1FY2018
% Change is YoY

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Government Initiatives



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 till 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*	120	150
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

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

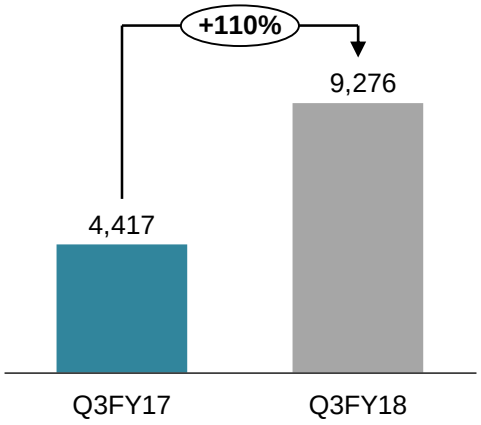
- Access to funds at competitive rates, which will lead to rationalization of prices with in the sector
- The Act will lead to consolidation among players within the sector going forward

Financial Performance of the Company

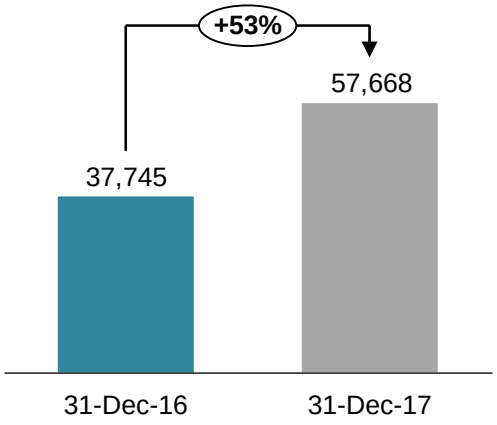


Key Highlights – Q3FY18 vs Q3FY17

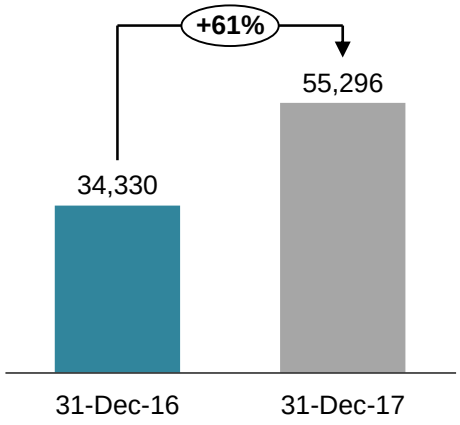
Disbursement (INR Crore)



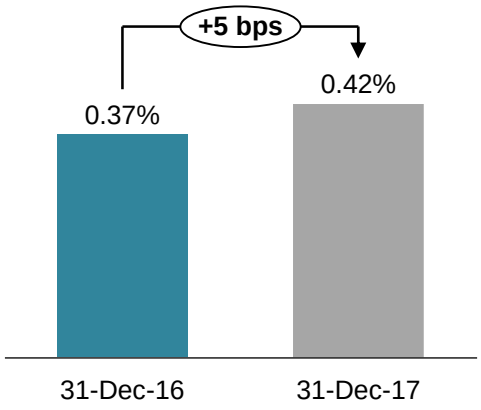
AUM (INR Crore)



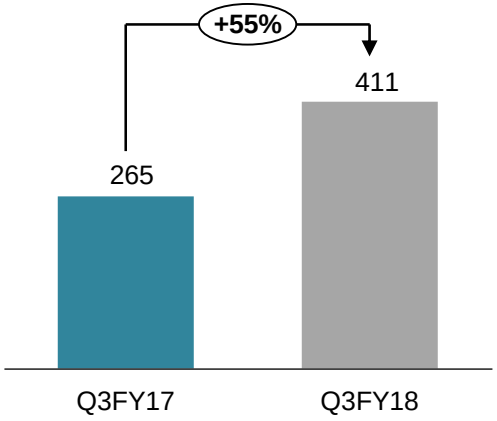
Loan Assets (INR Crore)



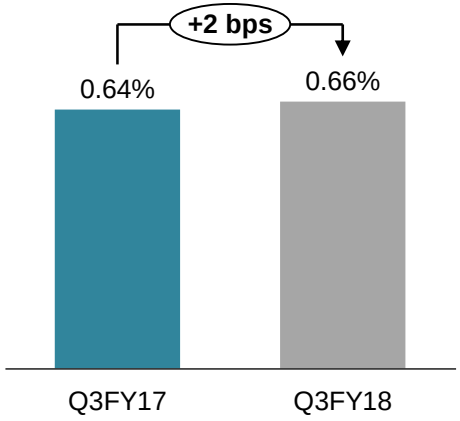
GNPA*



NII (INR Crore)



Opex to ATA



Ratios are calculated on Monthly Average
1 Crore = 10 million

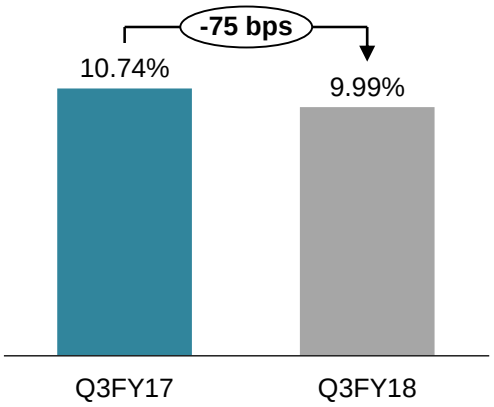
*GNPA as a % of Loan Assets

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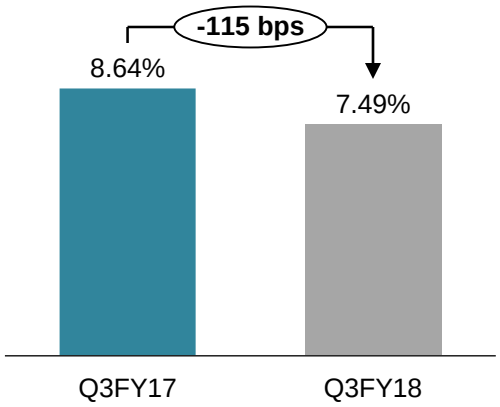
Key Highlights – Q3FY18 vs Q3FY17



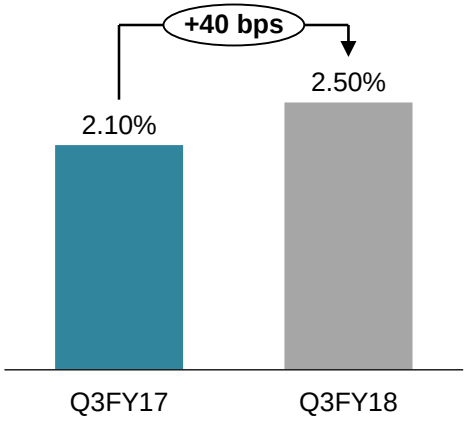
Average Yield



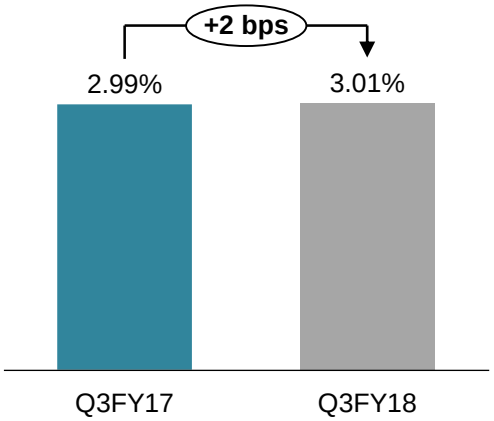
Average Cost of Borrowings



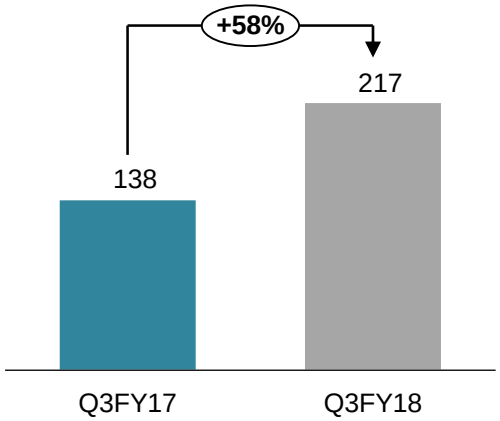
Spread



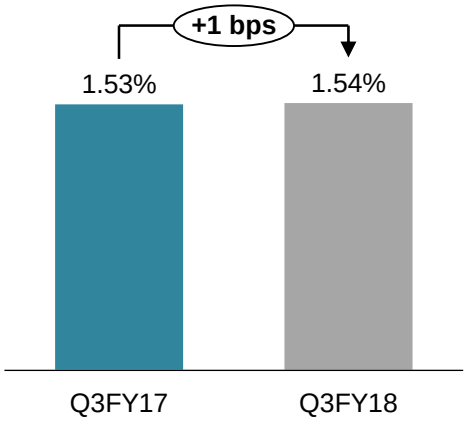
NIM



PAT (INR Crore)



ROA



Ratios are calculated on Monthly Average
1 Crore = 10 million

pnb Housing Finance Limited

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

OUR OFFICE NETWORK



CENTRAL SUPPORT OFFICE (CSO) - Delhi

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

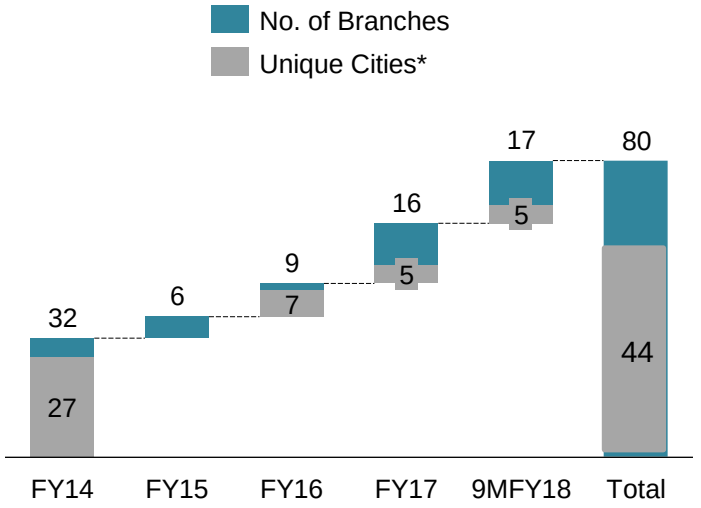
Processing Hub
North (7)
Chandigarh Hub, Dehradun Hub, Green Park Hub, Jaipur Hub, Kolkata Hub, Lucknow Hub, Noida Hub
West (7)
Ahmedabad Hub, Surat Hub, Indore Hub, Mumbai Hub[2], Pune Hub[2]
South (7)
Bangalore Hub[1], Chennai Hub, Cochin Hub, Coimbatore Hub, Hyderabad Hub

Branch
North (26)
Agra, Bhiwadi, Bhubaneswar, Bikaner, Chandigarh, Dehradun, Delhi[1], Faridabad, Ghaziabad, Gurgaon, Jaipur, Jalandhar, Jodhpur, Kanpur, Karnal, Kolkata[2], Lucknow, Ludhiana, Meerut, Noida[2], Varanasi
West (28)
Ahmedabad[2], Bhopal, Indore[2], Kolahpur, Mumbai[1], Nagpur, Nasik, Pune[1], Rajkot, Raipur, Surat, Vadodra, Virar
South (26)
Bangalore[1], Chennai[1], Cochin, Coimbatore, Hyderabad[1], Madurai, Mangalore, Mysore, Thrissur, Trivandrum, Vijayawada, Vishakhapatnam, Salem, Trichy

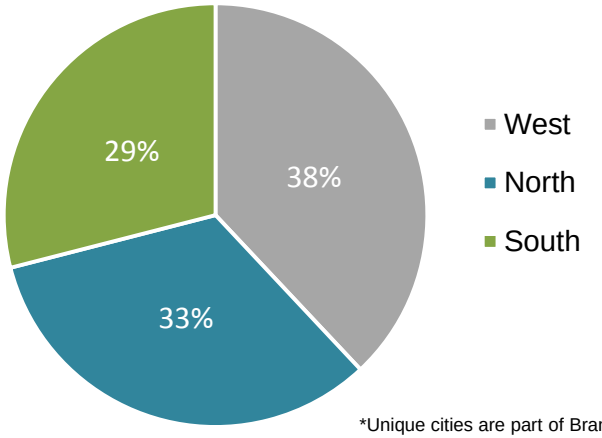
1: Includes three or more branches/hubs in the city
2: Includes two branches/hubs in the city

As on 31-Dec-17

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.

*Unique cities are part of Branches

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…with Robust 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



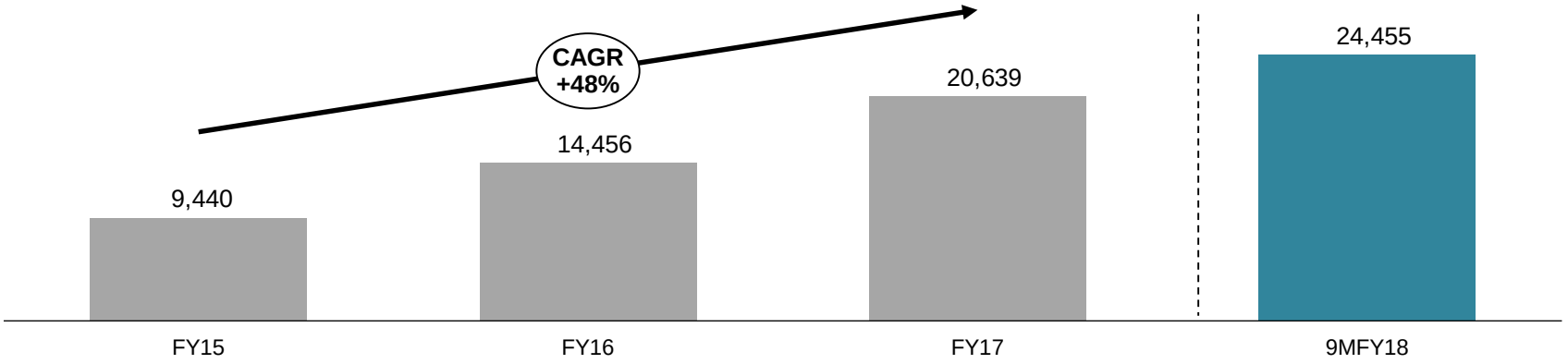
Lead Aggregators

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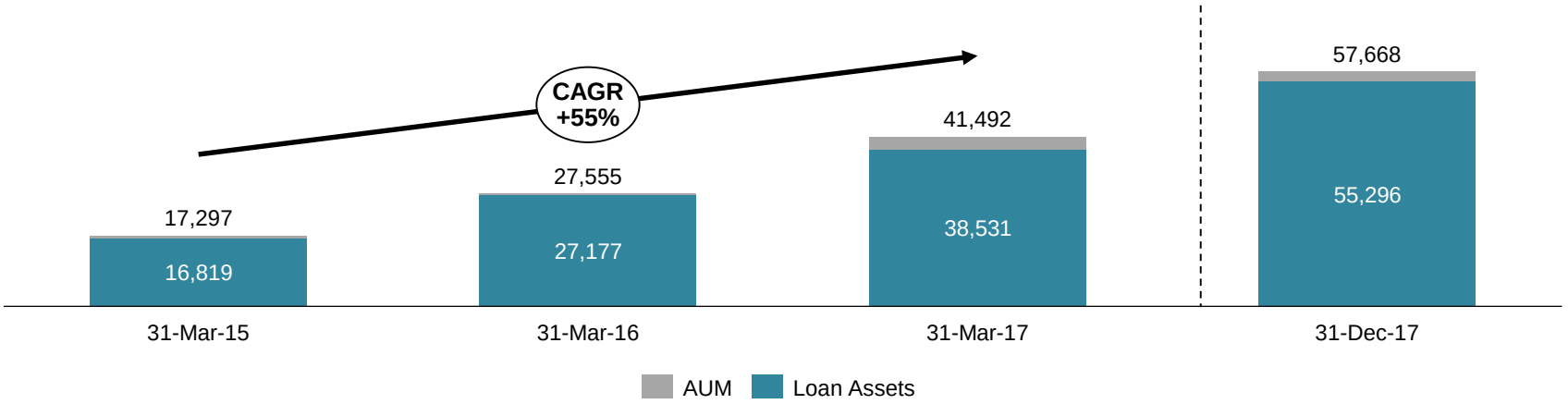
…leading to Strong Disbursement and Asset growth…

(INR Crore)

Disbursement



Asset



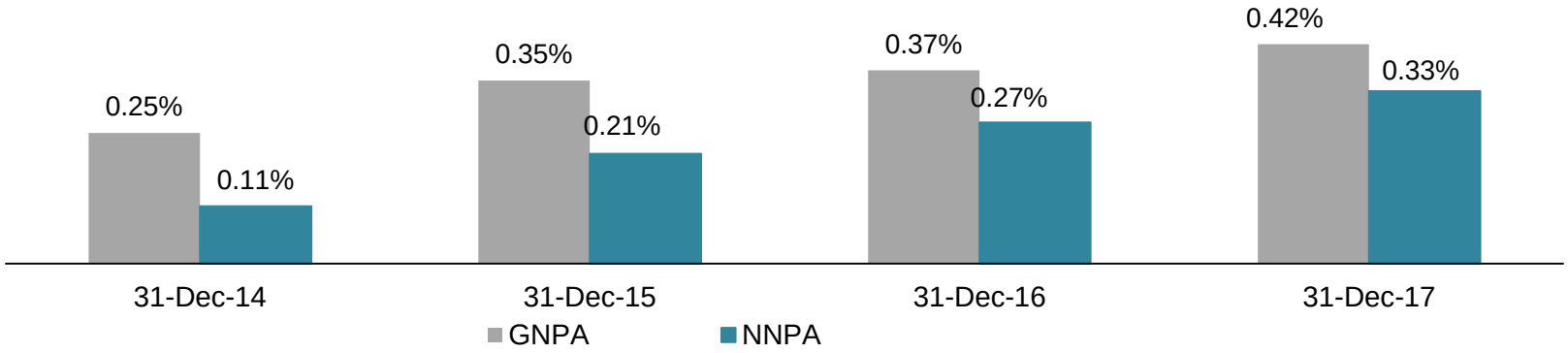
1 Crore = 10 million

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…with Lower NPAs and Adequate Credit Cost

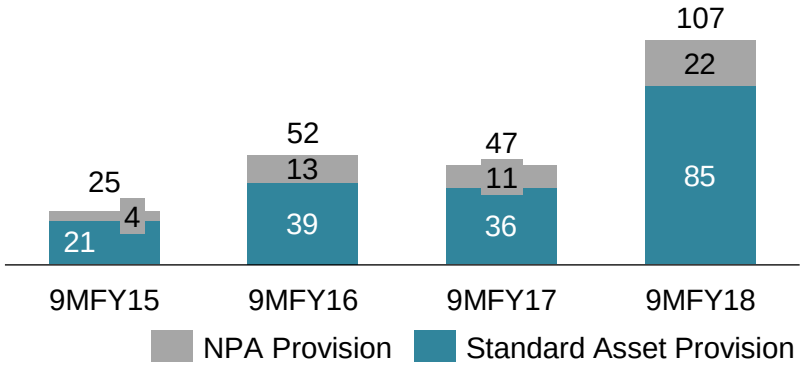


Non Performing Assets

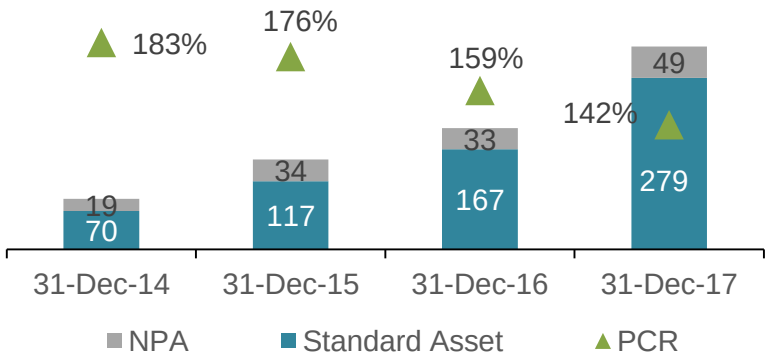


(INR Crore)

Credit Costs (Regulatory Provisions)



Provisions



In addition to Standard Asset and NPA provision, provision for Contingency of INR 36.5 Crore is made during 9M FY18 resulting in cumulative provision for Contingency of INR 76 Crore. The PCR considering the provision for Contingency is 175% as on 31-Dec-17

GNPA calculated as a % of Loan Assets

1 Crore = 10 million

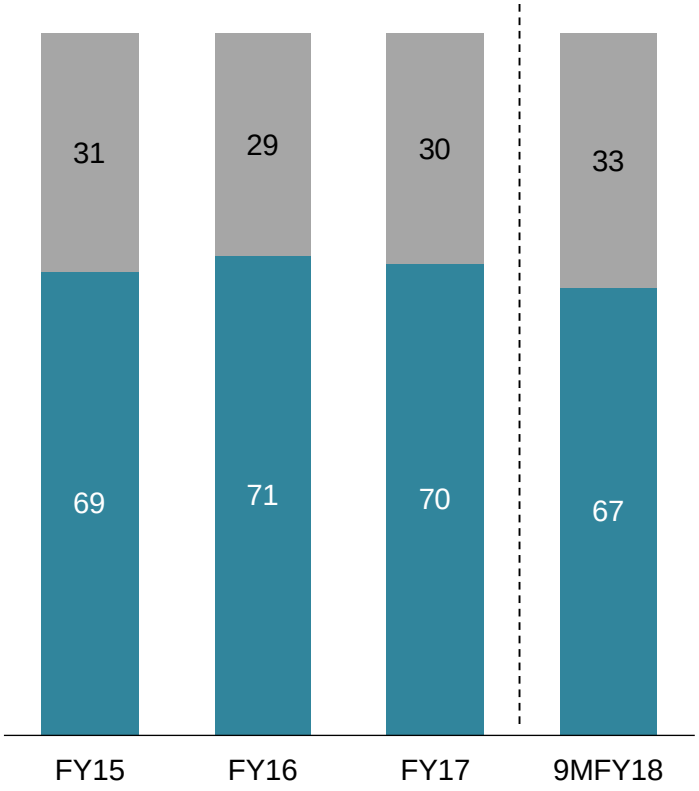
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Sustainable Portfolio Mix

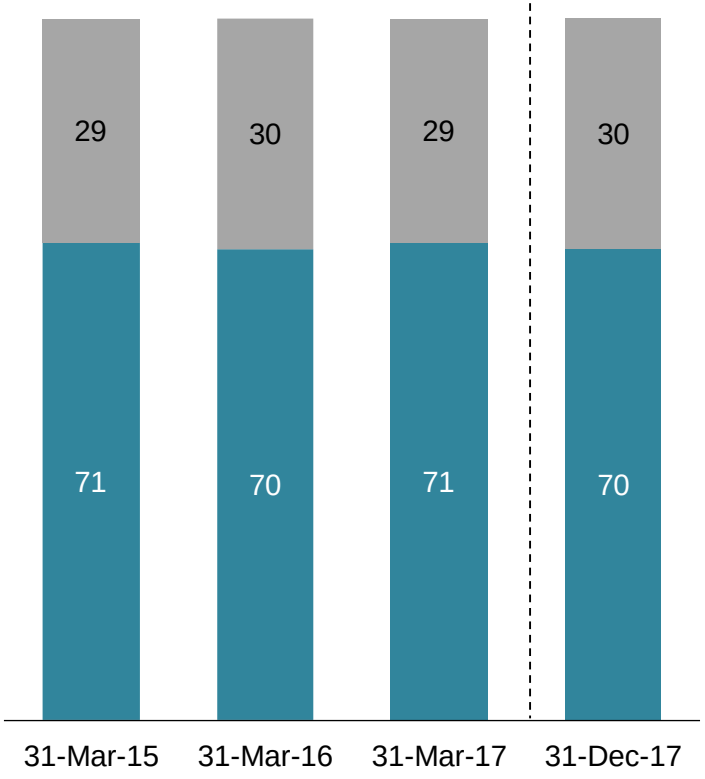


Sustainable Portfolio Mix

Share of Housing Loans
(% of Incremental Disbursements)



Wide Product Offering
(% of Loan Assets)



Non-Housing Housing

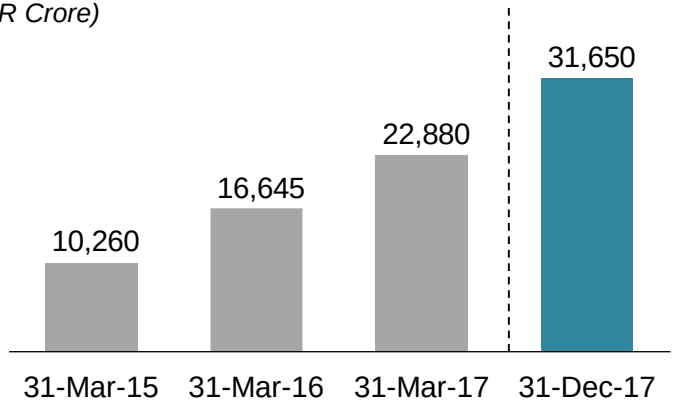
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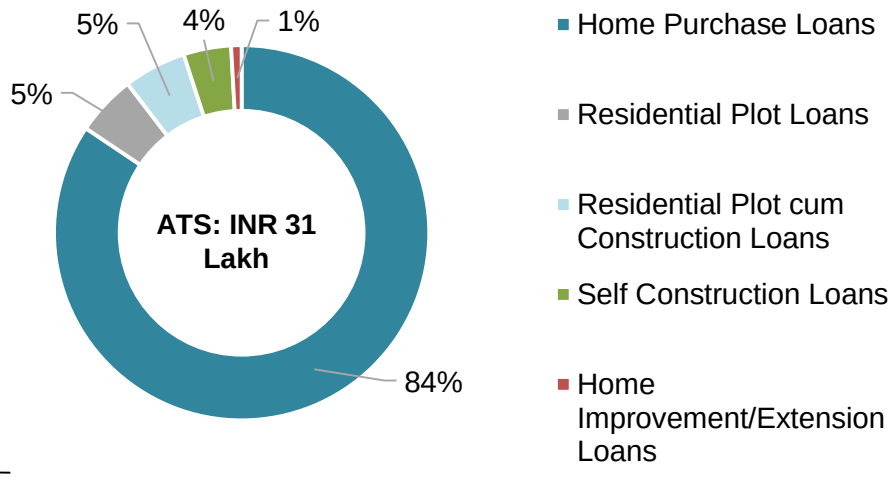
Housing Loan Assets Distribution

Housing Loans – 69.7%

Individual Housing Loans – 57.2%

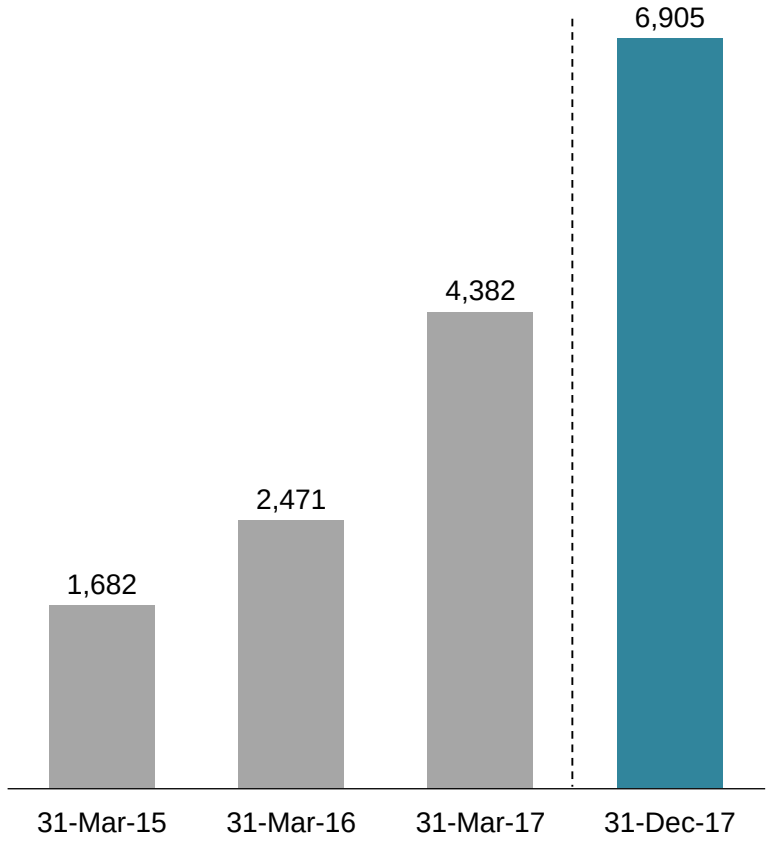
(INR Crore)





Construction Finance Loans– 12.5%

(INR Crore)



Data as on 31-Dec-17
1 Crore = 10 million

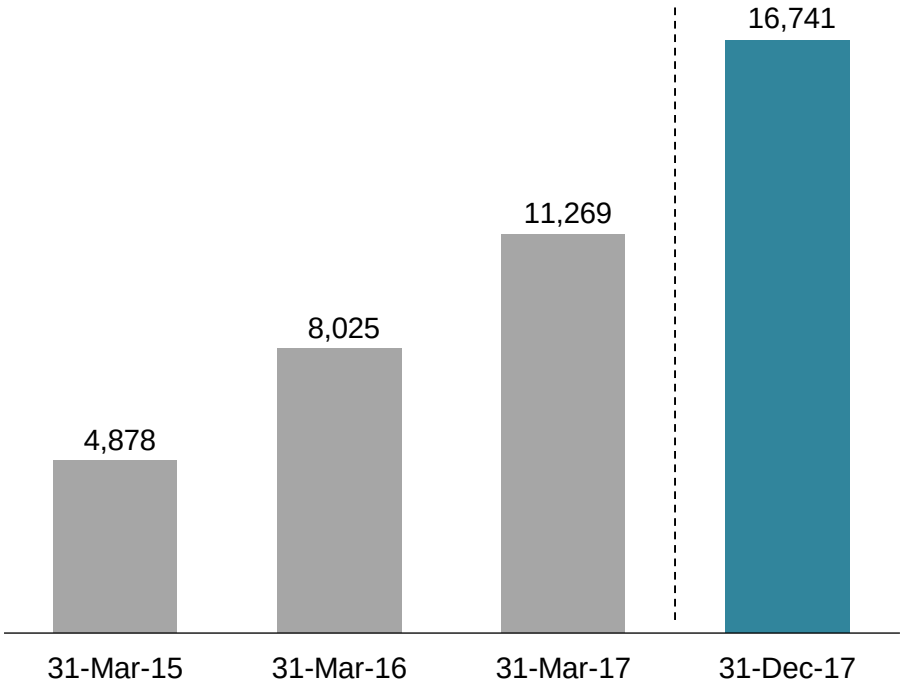
ATS: Average Ticket Size

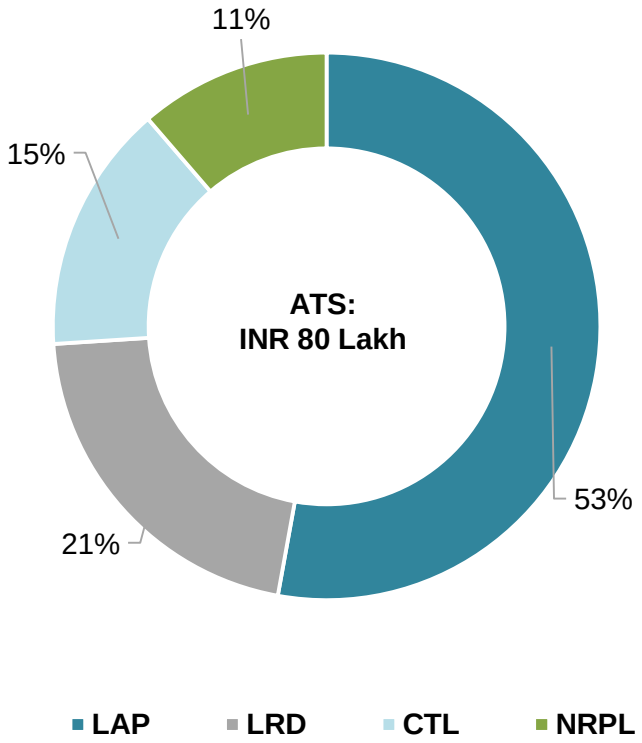
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Non- Housing Loan Assets Distribution

Non-Housing Loans - 30.3%

(INR Crore)





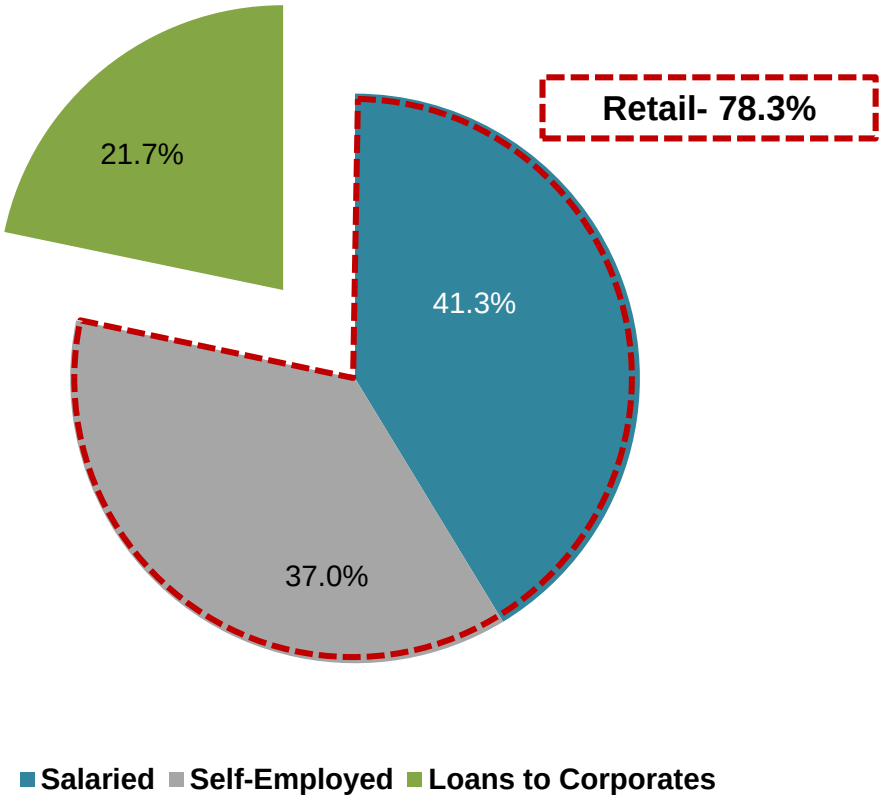
Data as on 31-Dec-17
1 Crore = 10 million

ATS: Average Ticket Size

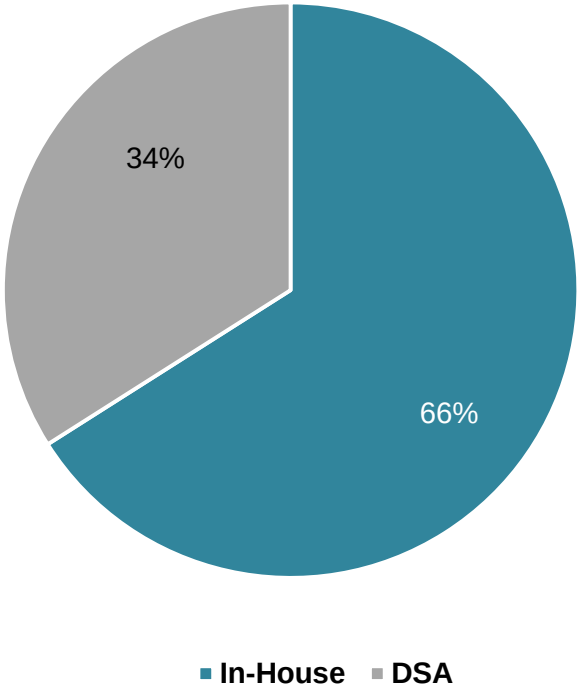
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Customer Segment & Origination

Loan Book Composition
As on 31-Dec-17



Disbursement Origination
9M FY18



Individual Housing Loan Profile



Individual Housing Loans	
% of Loan Asset	57%
Average Ticket Size	INR 31 Lakh
Weighted Average Loan to Value (at Origination)	69%
Salaried vs Self-Employed	66% : 34%
Weighted Average Tenure	17 Years
Primary Security	Mortgage of Property Financed

Focus on Mass Housing

Data as on 31-Dec-17

Loan Against Property Profile



Loan Against Property	
% of Loan Asset	16%
Average Ticket Size	INR 49 Lakh
Weighted Average Loan to Value (at Origination)	48%
Salaried vs Self-Employed proportion	18% : 82%
Weighted Average Tenure	12 Years
Primary Security	Mortgage of Property Financed

Conservative and Robust Credit Underwriting Process

Data is for LAP in retail segment
Data as on 31-Dec-17

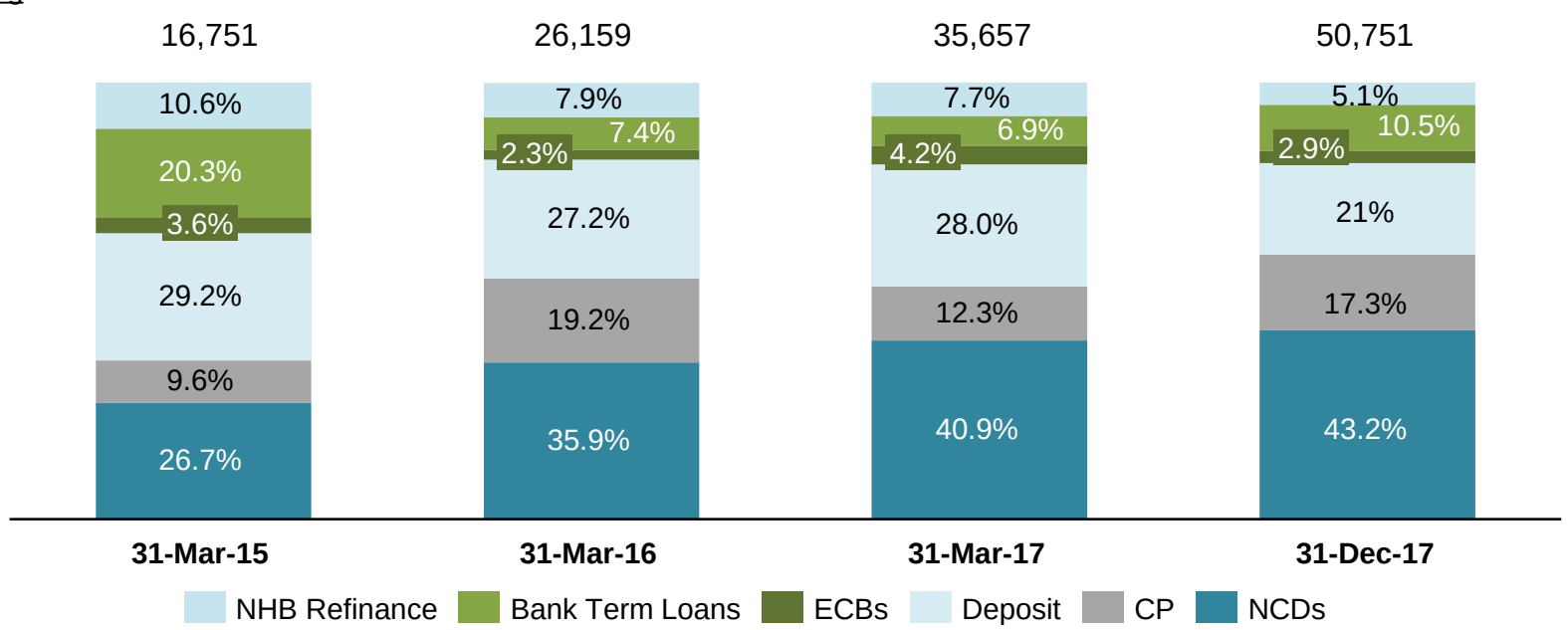
Operational and Financial Performance



Well Diversified Borrowing Profile

Access to a Diverse Base of Funding…

Total Borrowing (INR Crore)



Credit Rating

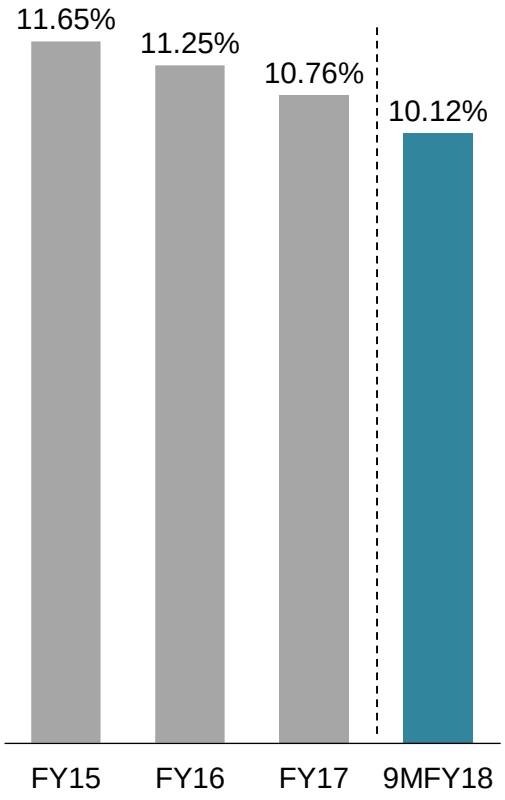
- Fixed Deposit has been rated “FAAA” by CRISIL and “AAA” by CARE. The rating of “FAAA” and “AAA” indicates “High Safety” with regards to the repayment of interest and principal.
- Commercial Paper is rated at “A1(+)” by CARE & CRISIL and Non-Convertible Debenture (NCD) are rated at “AAA” by CARE, “AAA” 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

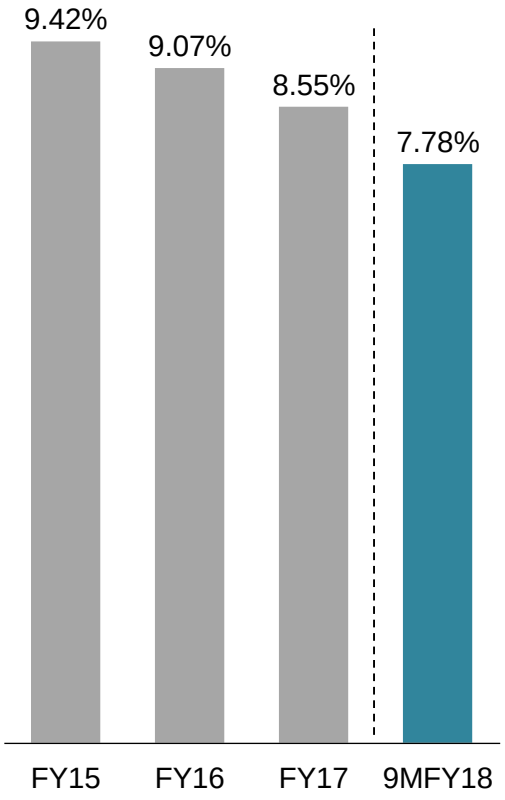
pnb Housing Finance Limited

Margin Analysis

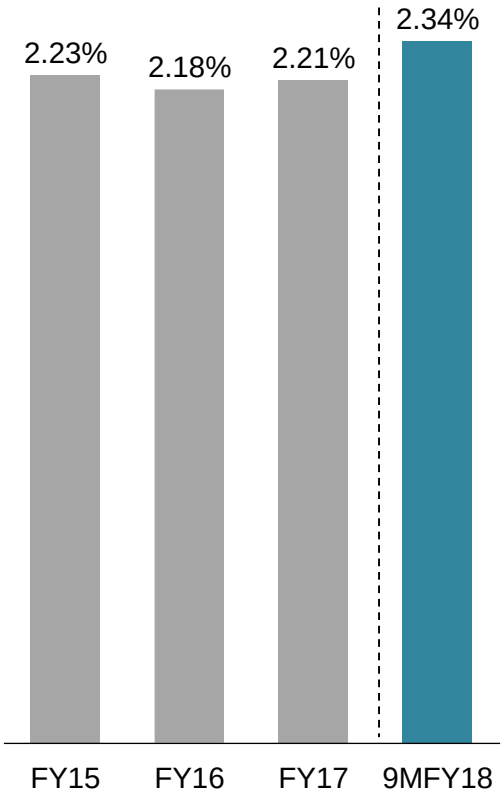
Average Yield



Average Cost of Borrowings



Spread

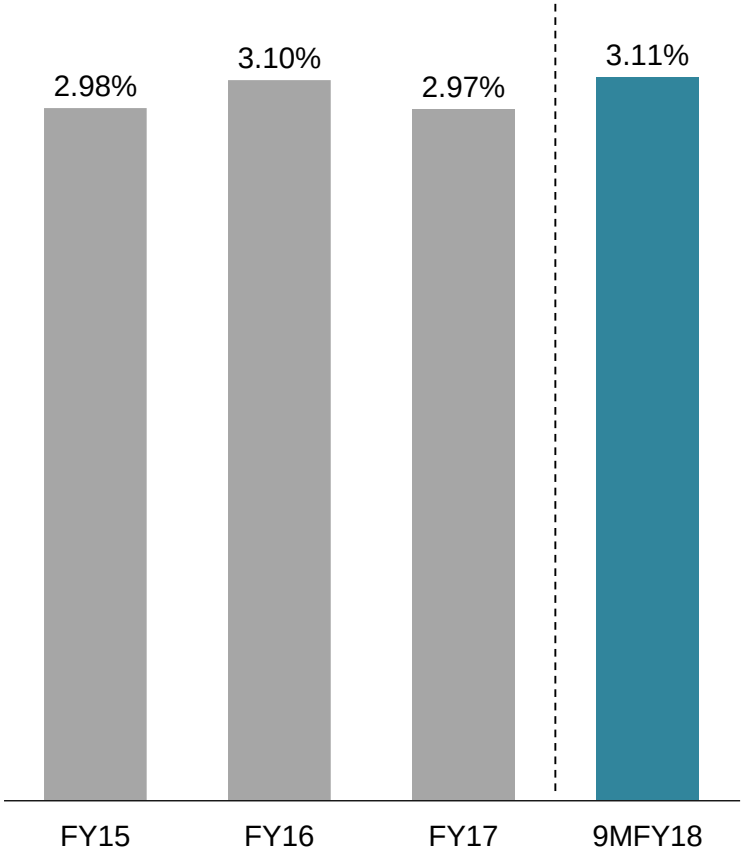


Ratios are calculated on Monthly Average

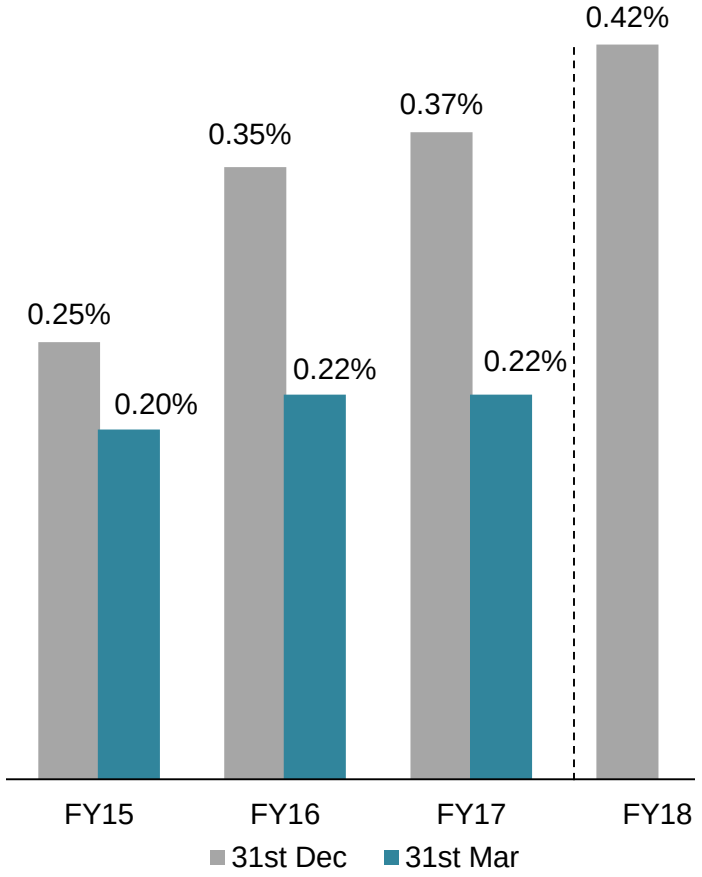
pnb Housing Finance Limited

Income and Robust Asset Quality

Net Interest Margin



Gross Non-Performing Asset

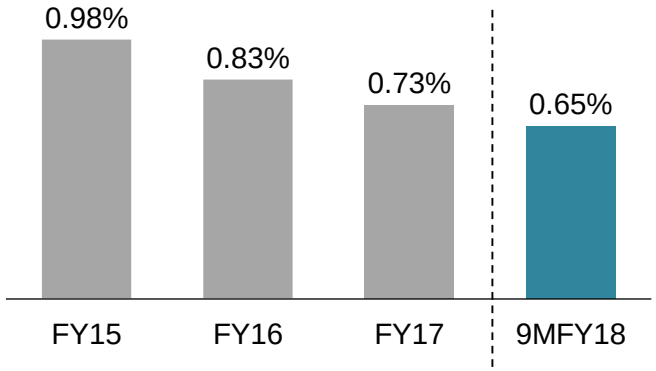


Ratios are calculated on Monthly Average

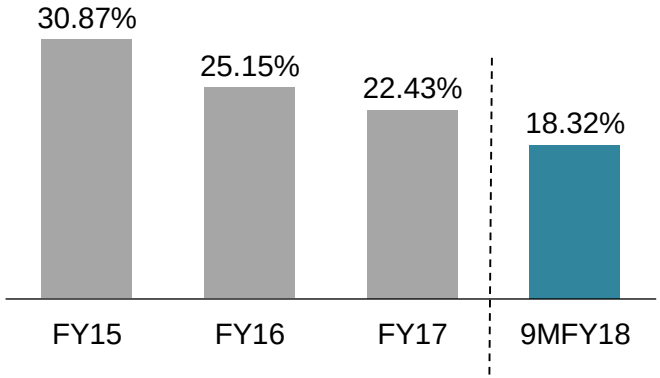
pnb Housing Finance Limited

Operating Leverage playing out with Better Return Profile

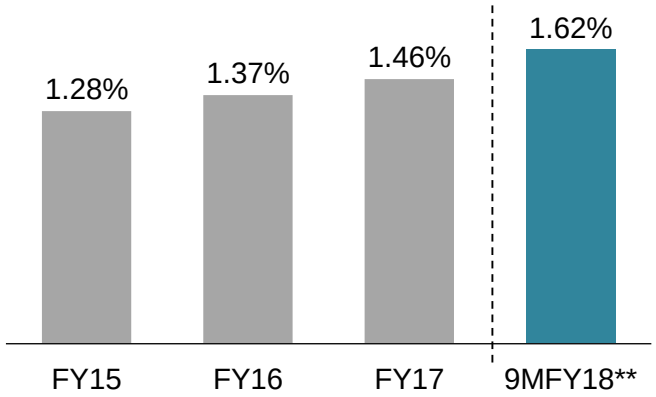
Opex to ATA Ratio



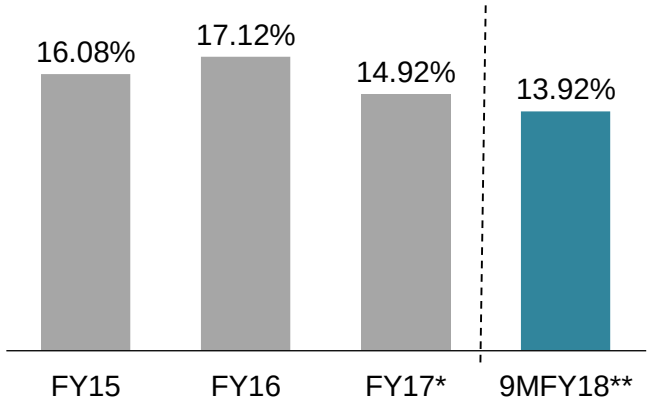
Cost to Income Ratio



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

** Annualized

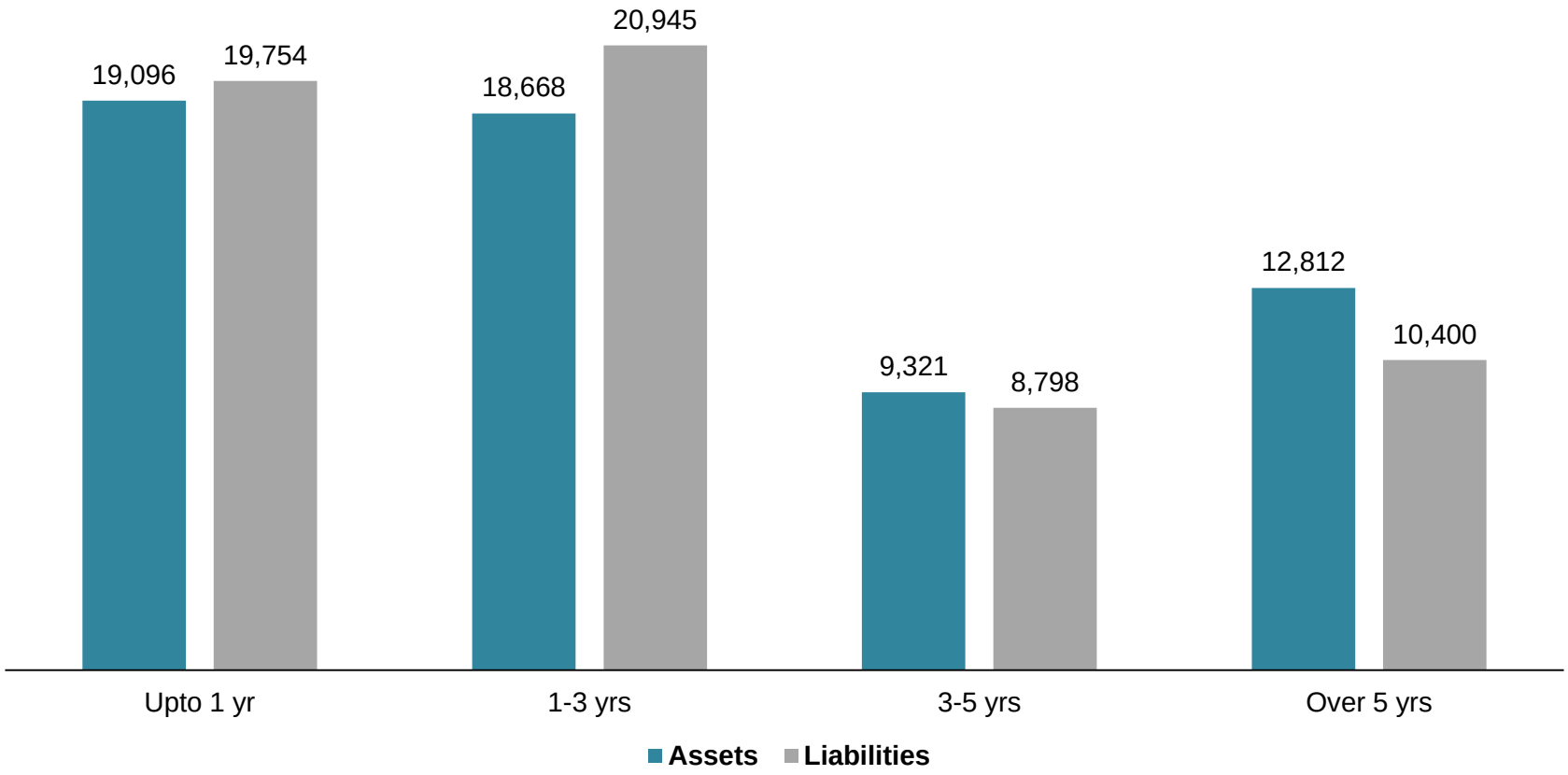
pnb Housing Finance Limited

Maintaining Prudence…



…with balanced Asset Liability maturity profile…

(INR Crore)

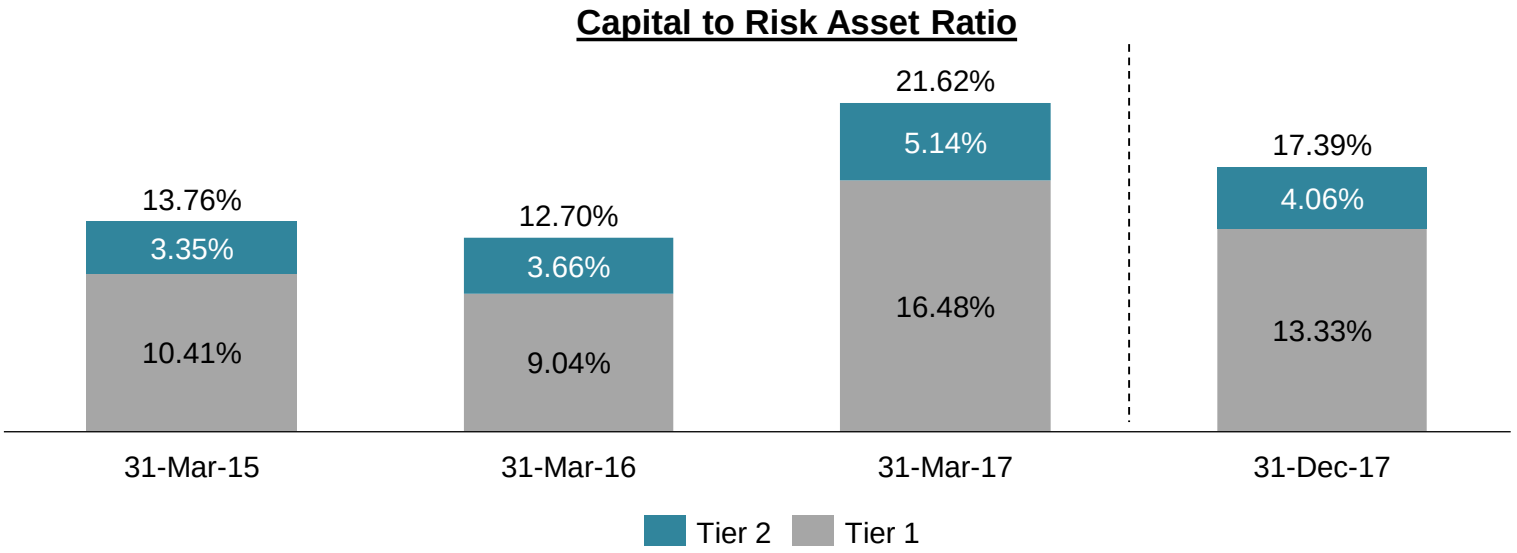


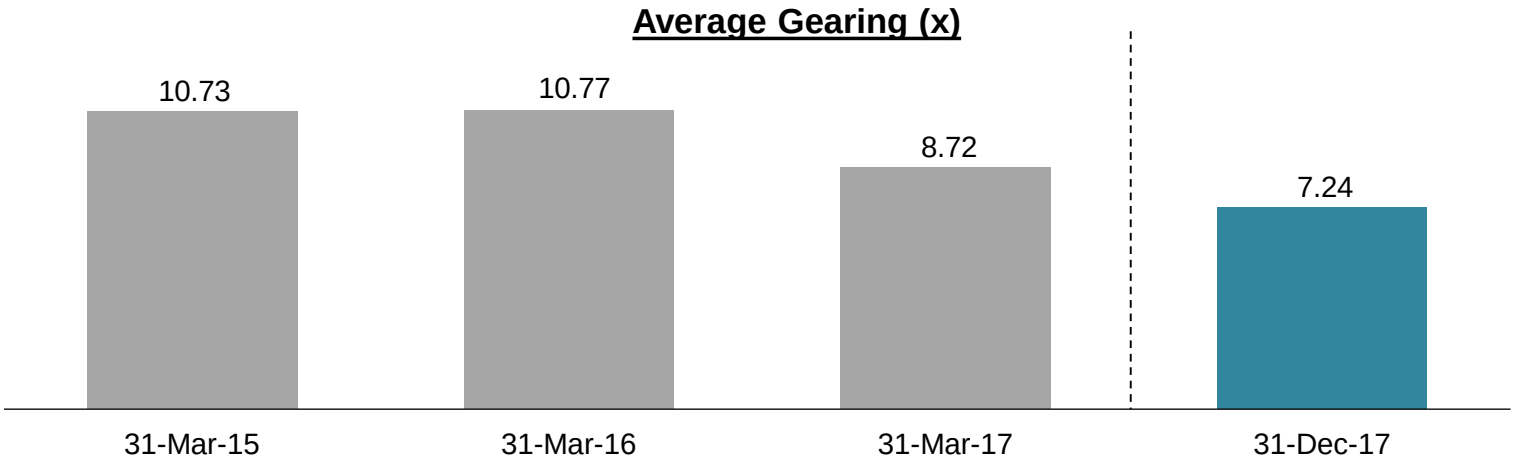
Data as on 31-Dec-17
1 Crore = 10 million

pnb Housing Finance Limited

…and adequate Capital & Comfortable Gearing







Ratio is calculated on Monthly Average

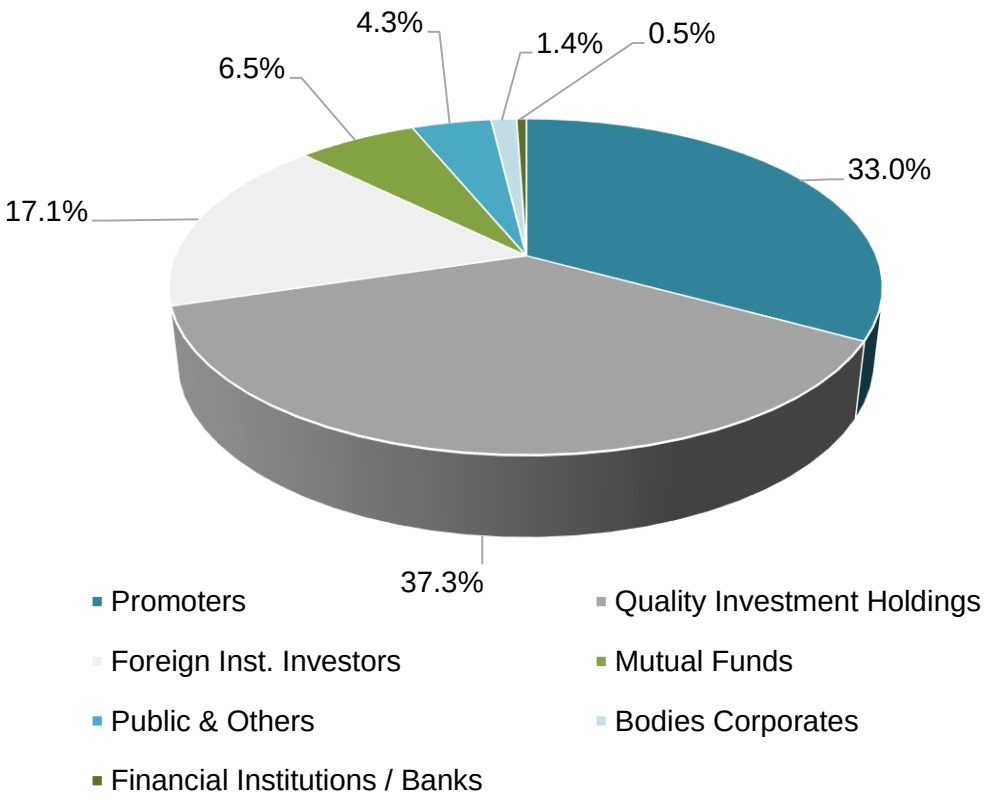
pnb Housing Finance Limited

Shareholding



Shareholding

Shareholding as on 31-Dec-17



Outstanding Shares – 16,65,86,482

Top Shareholders

General Atlantic Singapore Fund, Birla Sunlife MF, Motilal Oswal MF, Wasatch, T.Rowe Price, Government of Singapore, Fidelity, Invesco, Reliance MF, Nomura Asset Management

pnb Housing Finance Limited

Detailed Financials



Profit & Loss Statement



Particulars (INR Crore)	Q3 FY18	Q3 FY17	Y-o-Y	Q2 FY18	Q-o-Q	9MFY18	9MFY17	Y-o-Y	FY17
Interest Income	1,336	938		1,223		3,655	2,668		3,678
Fee & Other Operating Income	103	61		93		292	164		229
Other Income	0	-		0		0	0		0
Total Revenue	**1,439**	**999**	**44.0%**	**1,316**	**9.3%**	**3,947**	**2,832**	**39.4%**	**3,908**
Expenditure:									
Finance Cost	925	673		836		2,514	1,966		2,644
Employee Benefit Expenses	35	25		33		97	74		101
Other Expenses	82	57		72		228	180		237
Depreciation Expense	7	5		5		17	14		19
Provisions and Write-Offs	56	31		50		154	36		103
Total Expenditure	**1,105**	**791**	**39.7%**	**996**	**10.9%**	**3,010**	**2,270**	**32.6%**	**3,104**
Profit Before Tax	334	208		319		936	562		804
Tax Expenses	116	70		111		326	191		280
Net Profit After Tax	**217**	**138**	**57.8%**	**208**	**4.6%**	**610**	**371**	**64.3%**	**524**
EPS (Basic)	**13.05**	**9.18**		**12.49**		**36.66**	**27.57**		**36.72**

1 Crore = 10 million

Balance Sheet



Particulars (INR Crore)	Sep-17	Mar-17
Equity and Liabilities		
Shareholder's Funds	**5,880**	**5,577**
Share Capital	167	166
Reserves and Surplus	5,714	5,412
Non-Current Liabilities	**31,473**	**24,477**
Long-Term Borrowings	30,869	24,084
Deferred Tax Liabilities (Net)	49	47
Other Long-Term Liabilities	235	104
Long-Term Provisions	320	242
Current Liabilities	**16,386**	**12,905**
Short-Term Borrowings	10,512	7,947
Short-Term Provisions	40	28
Trade Payables	124	94
Other Current Liabilities	5,710	4,836
Total	**53,740**	**42,960**

Particulars (INR Crore)	Sep-17	Mar-17
Assets		
Non-Current Assets	**47,791**	**37,744**
Fixed Assets	68	**60**
-Tangible Assets	48	48
-Intangible Assets	14	11
-Capital Work-in-Progress	7	2
Non-Current Investments	1,103	961
Loans and Advances	46,259	36,444
Other Non-Current Assets	360	278
Current Assets	**5,949**	**5,216**
Current Investments	2,173	2,318
Cash and Bank Balances	431	151
Short-Term Loans and Advances	55	40
Other Current Assets	3,290	2,706
Total	**53,740**	**42,960**

1 Crore = 10 million

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 skills training programmes for construction workers







Reaching Out, Reaching Far

- Collaborated with Mobile Creches and various real estate developers to offer day care services to the children of construction workers on various construction sites and provide them with education, hygiene and nutrition

Investing in Education

- Partnered with VIDYA, a NGO working for the underprivileged children
- Adopted two school with Vidya- Rainbow Montessori School (Bal Vihar) and Primary School of South Delhi Municipal Corporation





Improving Access to Health Care: Supporting Public hospitals with an aim to improve their Infrastructure

pnb Housing Finance Limited

…winning Awards & Accolades

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





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 Organisation and recognition of 'Kshitij – Our transformation journey over last 6 years'.

Honored in the field of **"IT Security" at CSO 100 Awards** organized by CSO 100 Award and IDG Security. This accreditation is a testament of our dedication and commitment to serve our customers and stakeholders by giving them an unparalleled security.





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

PNB Housing Finance won bronze award at **Outdoor Advertising Awards 2017**, in the financial services category for its innovative outdoor campaign executed during the IPO. The award was presented by OAC (Outdoor Advertising Convention), one of the most credible outdoor advertising award & knowledge sharing industry platform.





"Leading Housing Finance Company 2017" at National Awards for Best Housing Finance Companies organized by CMO Asia on 24th November, 2017 in Mumbai.

PNB Housing has been recognized as **'Symbol of Excellence in the BFSI Sector'** at The Economic Times Best BFSI Brands 2018



pnb Housing Finance Limited

Strong Management Team…



…with Extensive Industry Experience…



Sanjaya Gupta
Managing Director

Age : 55Years

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 : 45 Years

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

Kapish 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

…under the Aegis of a Highly Experienced Board



Mr. Sunil Mehta
Chairman – Non Executive

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



Dr. Ram S. Sangapure
Non Executive Director

Age:
59 Years
Current Position:
Executive Director of PNB



Sunil Kaul
Non Executive Director

Age:
57 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:
63 Years
Current Position:
Ex-Banker, CMD, Allahabad Bank



Sanjaya Gupta
Managing Director

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

Key Takeaways

Strong Distribution Network and Robust TOM

Strong distribution network with pan India presence and over 12,500 channel partners across India

01

Growth in Loan Book

5th largest by Loan Assets [1] and 2nd largest by deposits

Loans Assets of INR 55,296 Crore[2]

02

One of the Lowest NPA's amongst HFC's

Robust Asset Quality with one of the lowest Gross NPAs at **0.42[3]**

03

Efficient Capital Mix

Diverse and cost effective funding mix with average cost of borrowing at **7.78%[4]**

04

Improving Cost to Income Ratio

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

05

pnb Housing Finance Limited

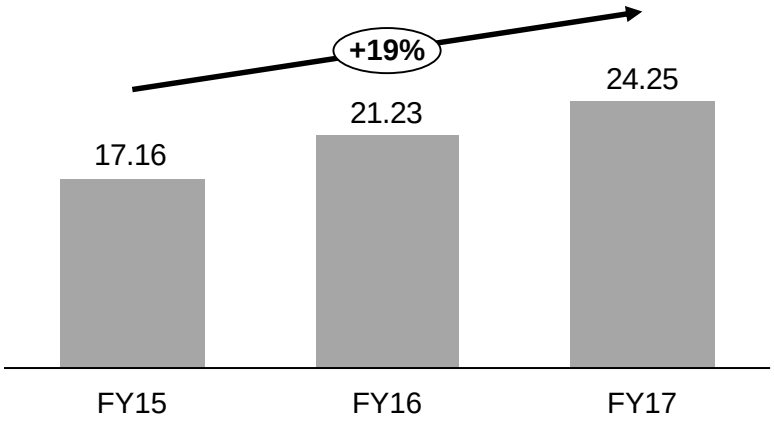
1. Source: : ICRA Indian Mortgage Finance Market Update for H1FY2018
2. As on 30-Sept-17
3. As of 31-Dec-17
4. 9M FY17-18

Annexure

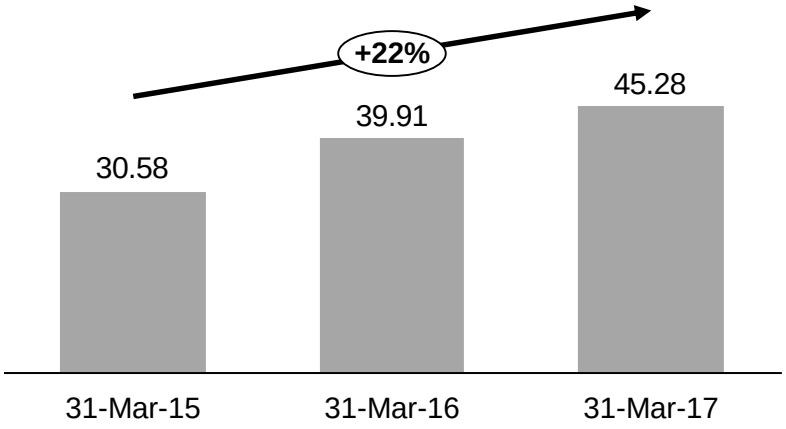


Employee Efficiency

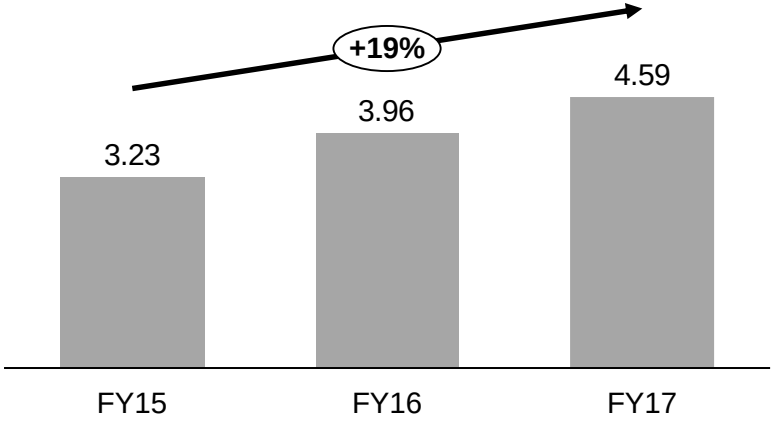
Disbursement / Employee (INR Crore / Employee)



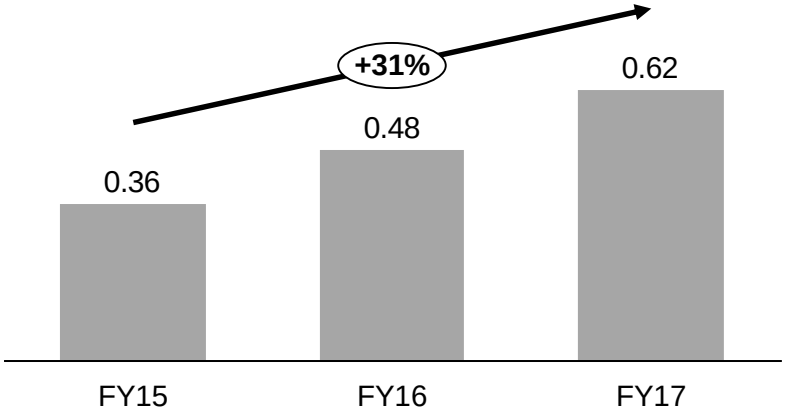
Loans Outstanding / Employee (INR Crore / Employee)



Total Revenue / Employee (INR Crore / Employee)



Profitability / Employee (INR Crore / Employee)



Calculated on Average employee for the Year

pnb Housing Finance Limited

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 and NPA provision 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:

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

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