pnb Housing Finance Limited
Ghar Ki Baat

31st May, 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 India Investor Conference 2017 as per the following :

Date	Organised by	Place
1st June, 2017	Citi	Mumbai

This is to further inform that the copy of Investor presentation is shared with the Stock Exchanges and is available on the Company website at https://www.pnbhousing.com/investor-relations/investor-presentation/

This is for your information and also for the information of your members and the public at large.

Thanking You,

For PNB Housing Finance Limited

Sanjay Jain
Company Secretary & Head Compliance

Investor Presentation

May 2017



pnb Housing Finance Limited

Safe Harbor



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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



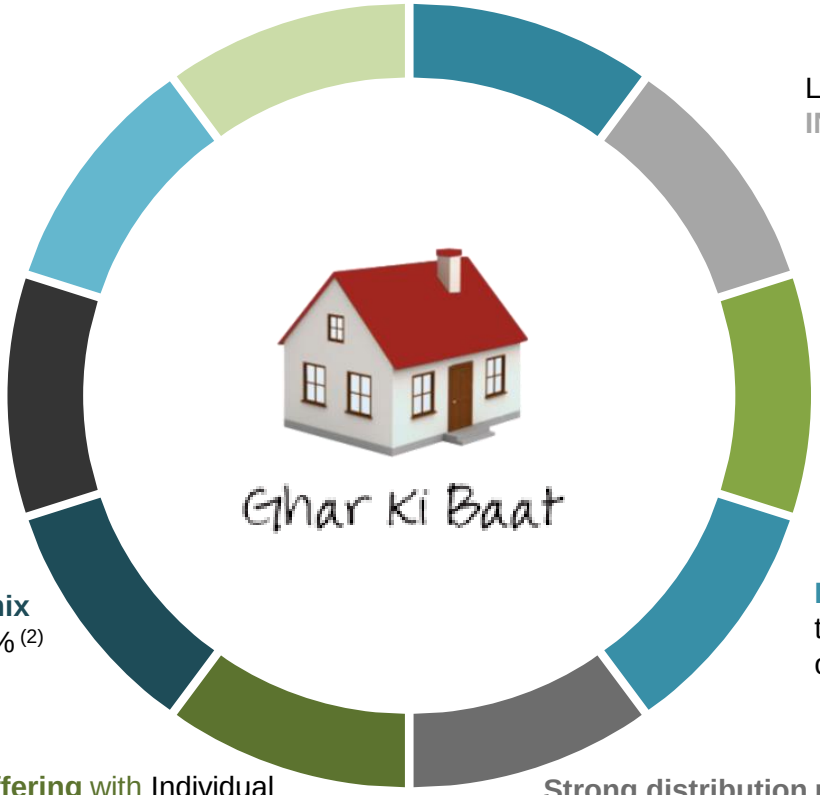
One of the Leading Housing Finance Company…

Strong Parentage, Independent Professional Management and an Autonomous Board

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

Efficient capital utilization and delivering **healthy RoEs**

Loan Assets of **INR 38,531 Crore** [2]



Robust Asset Quality with one of the lowest Gross NPAs at 0.22%[4]

Fastest growing HFC amongst the Top 5 HFCs in India [3]

Diverse and cost effective funding mix with average cost of borrowing at 8.55% [2]

Robust and scalable technology-enabled target operating model

Wide product offering with Individual housing loans, Construction Finance, LAP, Corporate Term Loans

Strong distribution network with pan India presence and over 9,700[2] channel partners across India

1. Source: : ICRA Industry Update for 9MFY2017 (amongst housing finance companies)
2. As of 31-Mar-17
3. Source: ICRA Industry Update for 9MFY2017; Based on growth rate of Loan assets as on Dec-16 over Mar-16
4. As a % of total loan assets as of 31-Mar-17

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)
- DEL is acquired by QIH, of the Carlyle Group [1]

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

2017
- **AUM crossed INR 40,000 Crore mark**
- Certified as a "Great Place to Work" by building a 'High Trust, High Performance Culture'*
- Deposits: Over INR 9,900 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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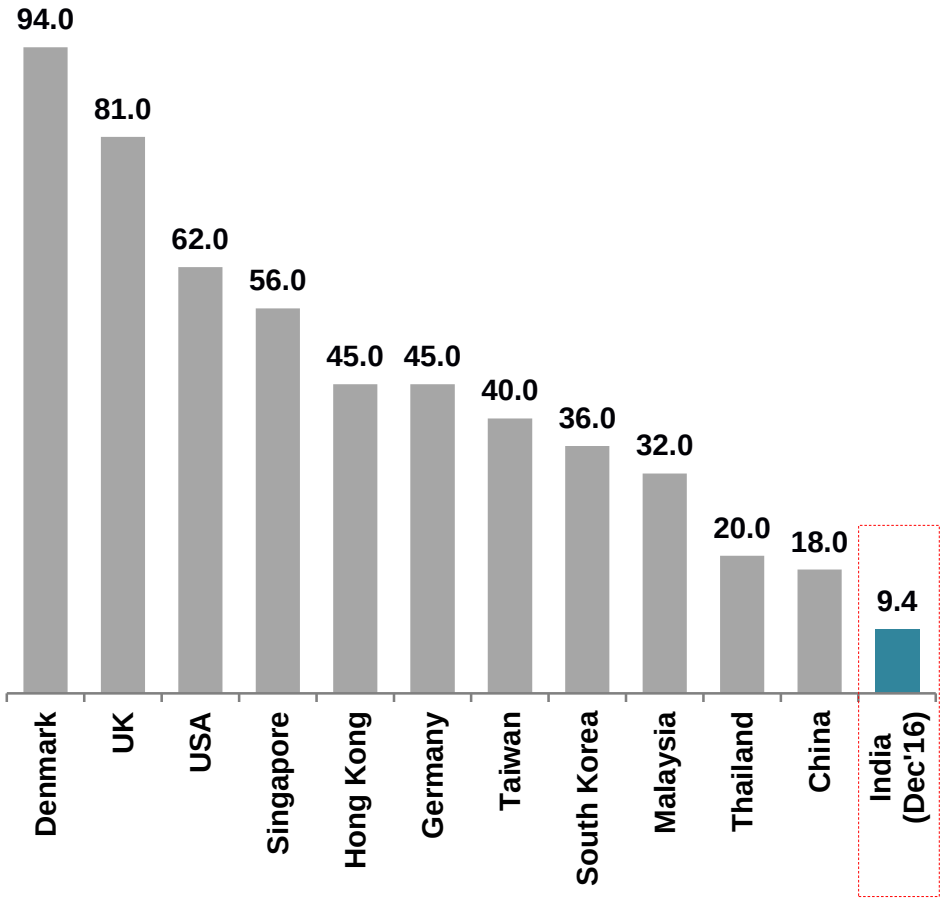
HFC Sector well placed…



India's Mortgage Market…

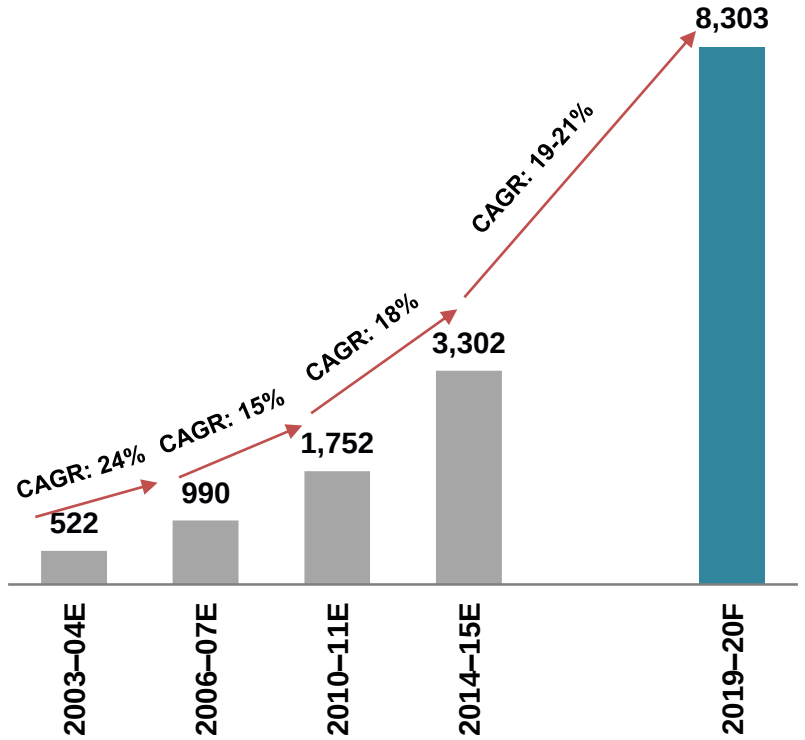
Indian Mortgage Market is Significantly Under-penetrated

Mortgage to GDP Ratio for FY2015 (%)



Ramp-up Opportunity for Mortgage Market in India

Annual Disbursements (INR Bn)



Source: CRISIL, NHB, RBI and ICRA Industry Update for 9MFY2017, RBI

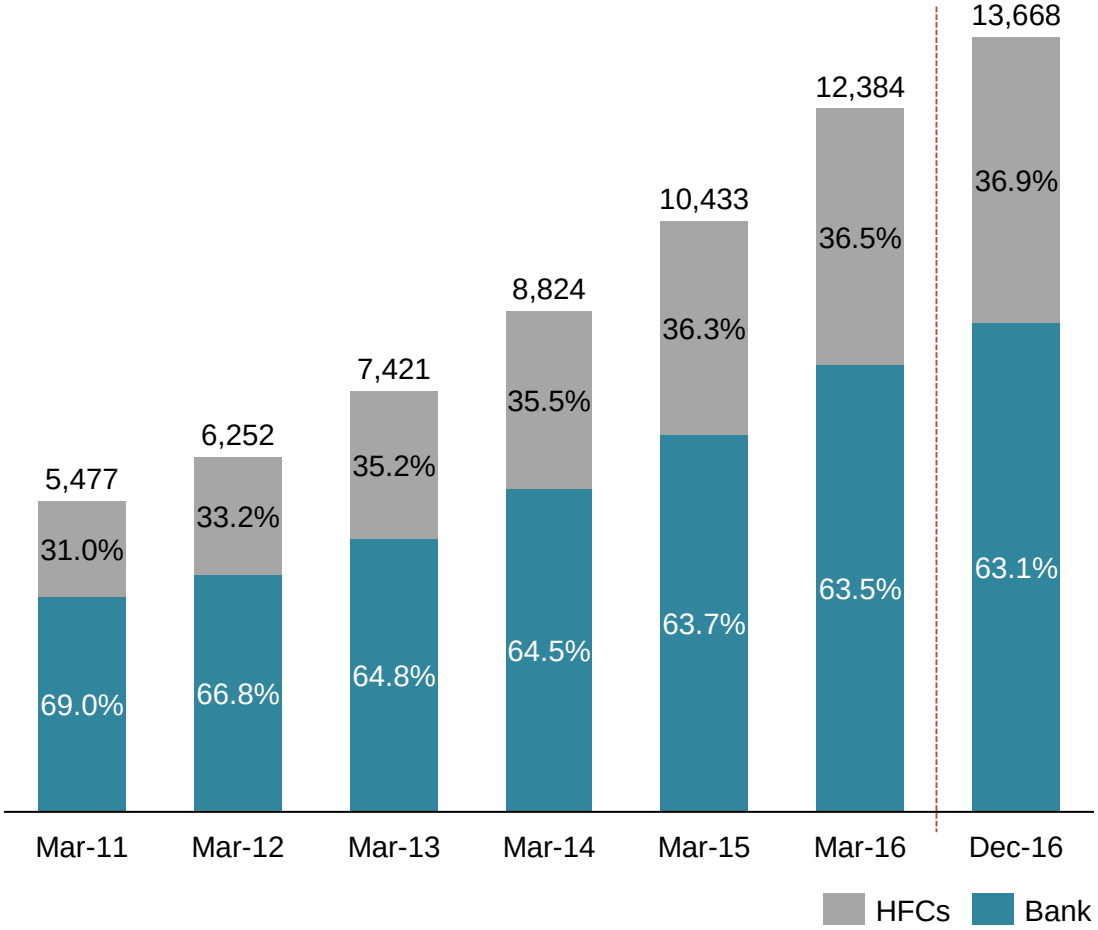
E- Estimated F- Forecast

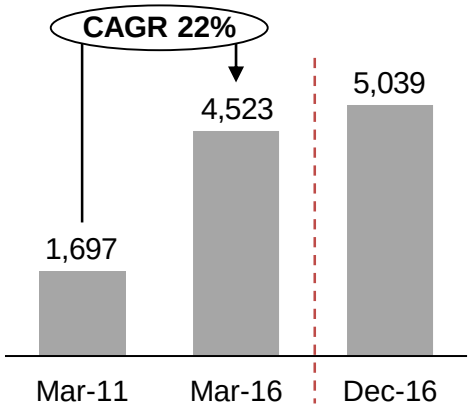
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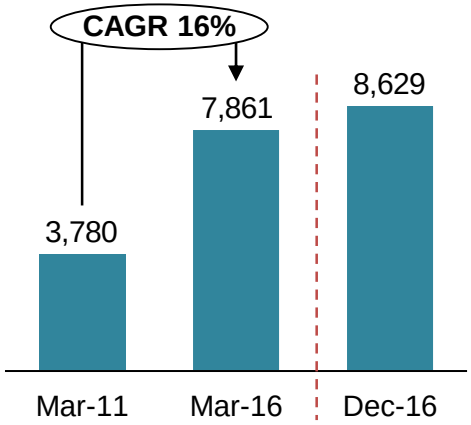
…outpacing traditional channels with…

Increasing HFCs Share in a Steadily Expanding Home Loan Portfolio

(INR Bn)





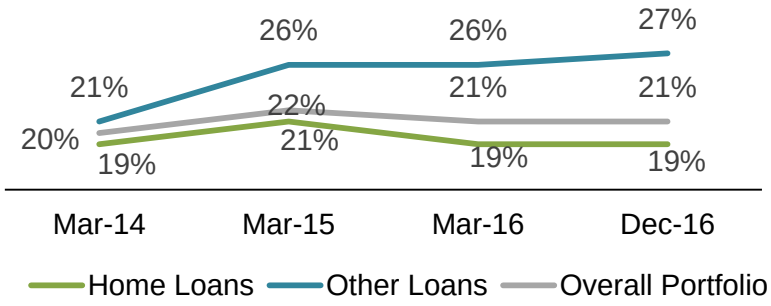


Source: ICRA Industry Update for 9MFY2017

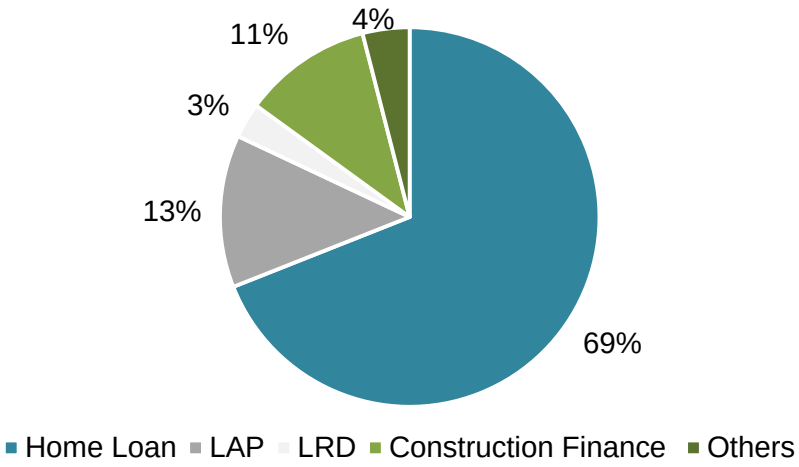
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….Sustainable Growth of HFCs

Portfolio Growth of HFCs

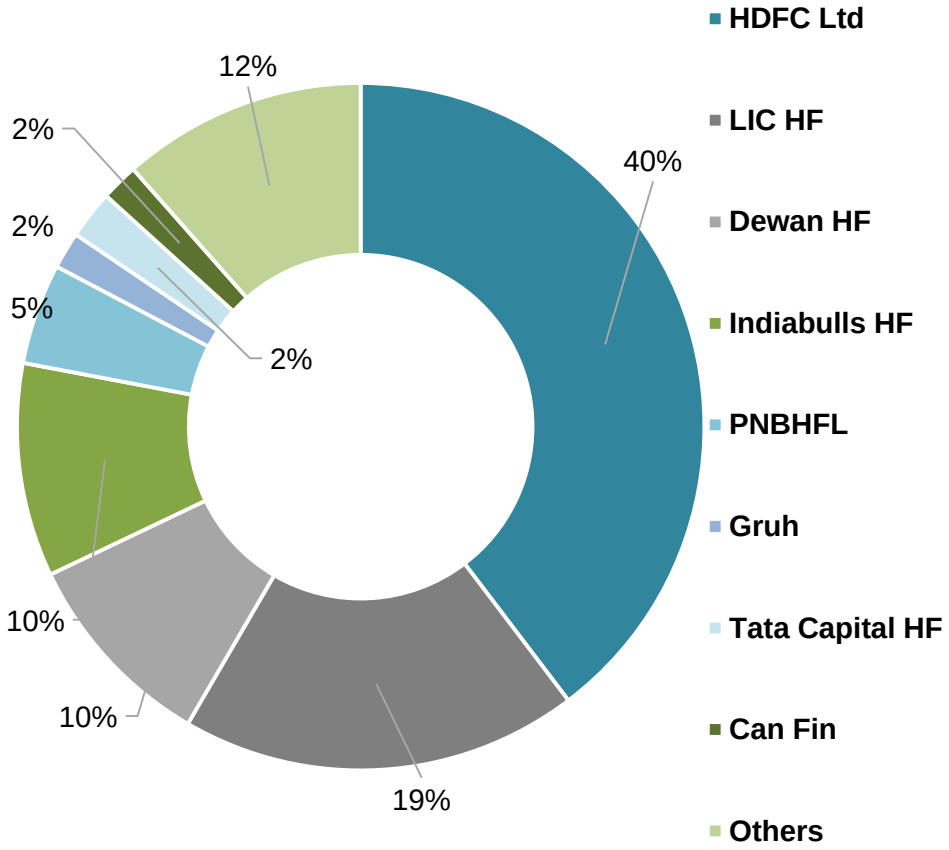


Portfolio Composition of All HFCs as on 31st Dec'16



Source: ICRA Industry Update for 9MFY2017

Total Loan of all HFCs: INR 7,233 Bn as on 31-Dec-16



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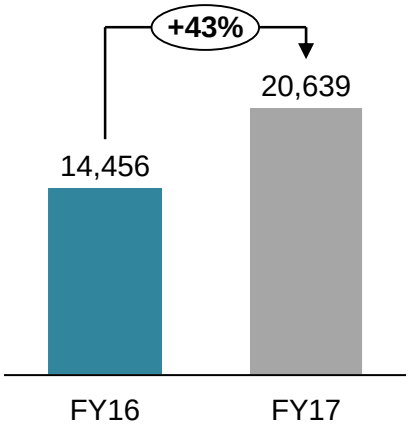
Financial Performance of the Company



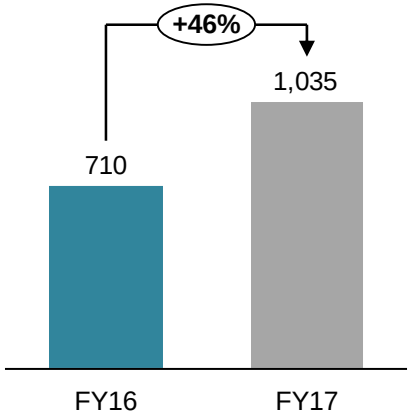
Key Highlights – FY17 vs FY16



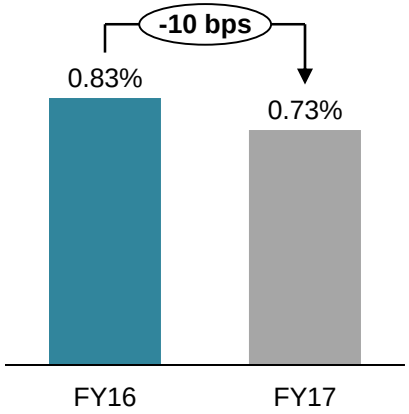
Disbursement (INR Crore)



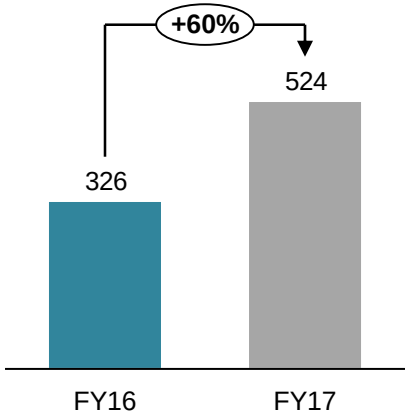
NII (INR Crore)



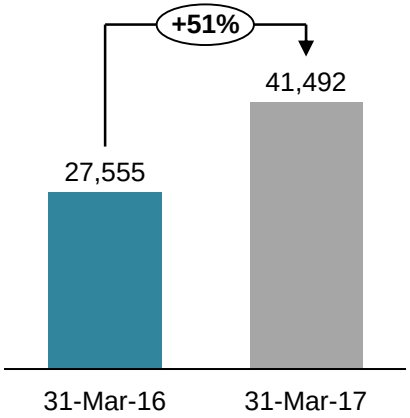
Opex to ATA (%)



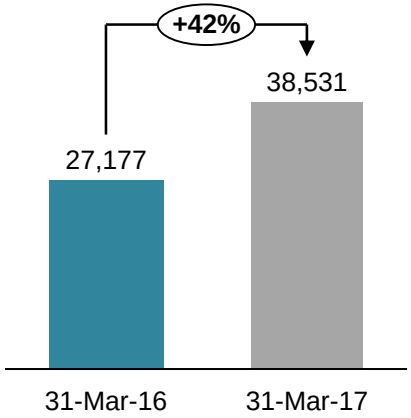
PAT (INR Crore)



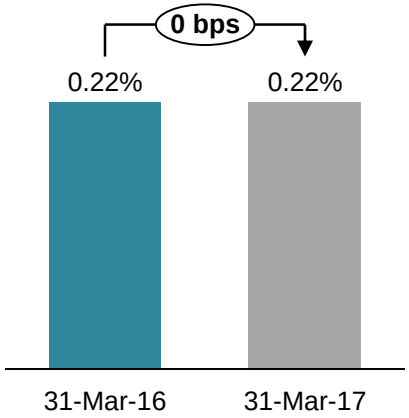
AUM (INR Crore)



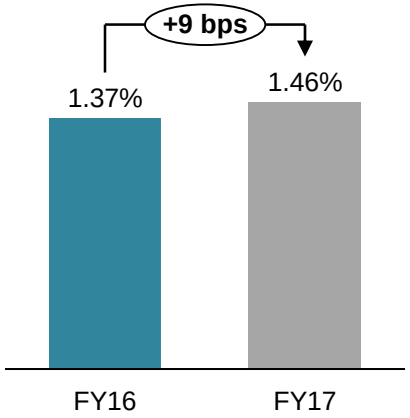
Loan Assets (INR Crore)



GNPA* (%)



ROA (%)



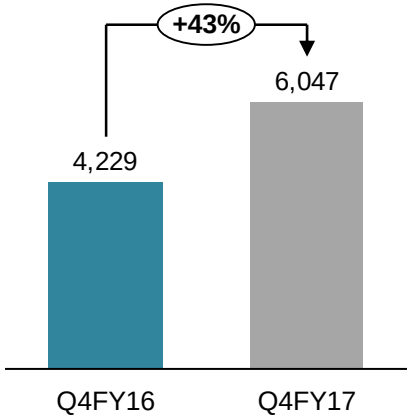
Ratios are Calculated on Monthly Average

*GNPA as a % of loan assets

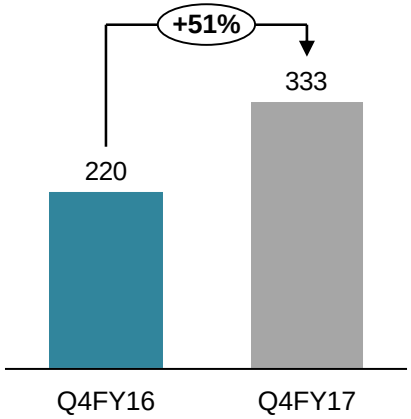
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Key Highlights – Q4 FY17 vs Q4 FY16

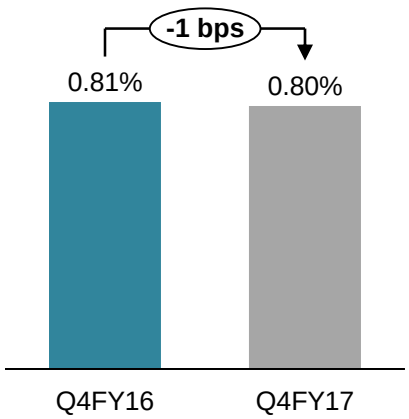
Disbursement (INR Crore)



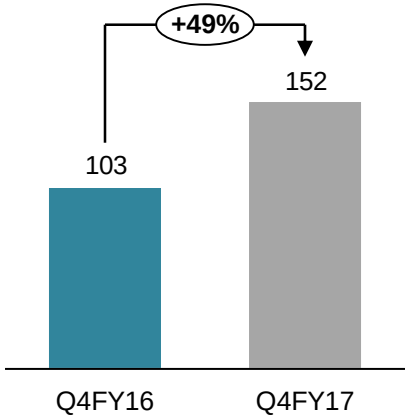
NII (INR Crore)



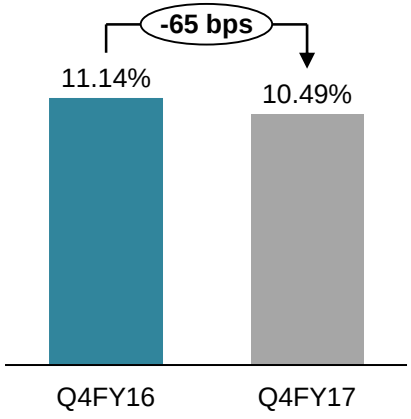
Opex to ATA (%)



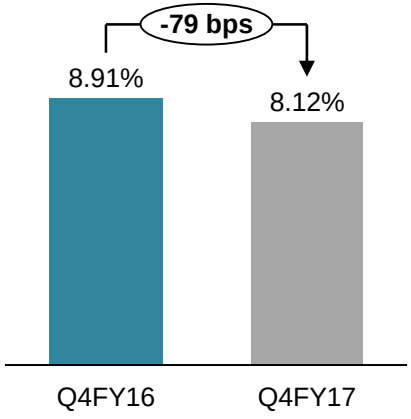
PAT (INR Crore)



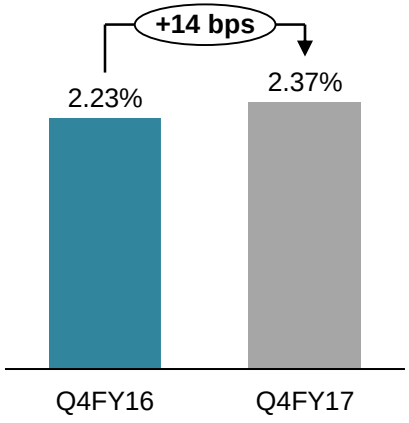
Average Yield (%)



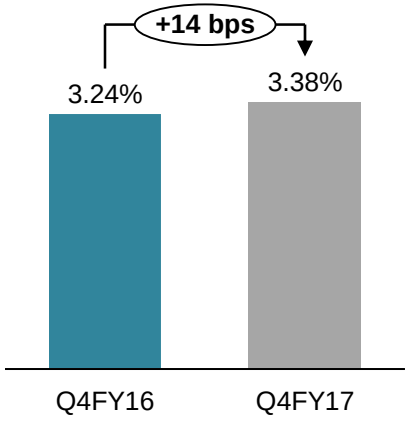
Average Cost of Borrowings (%)



Spread (%)



NIM (%)



Ratios are Calculated on Monthly Average

pnb Housing Finance Limited

Expansion Led Growth and Robust TOM



Expanding Footprints…

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



CENTRAL SUPPORT OFFICE (CSO) - Delhi

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

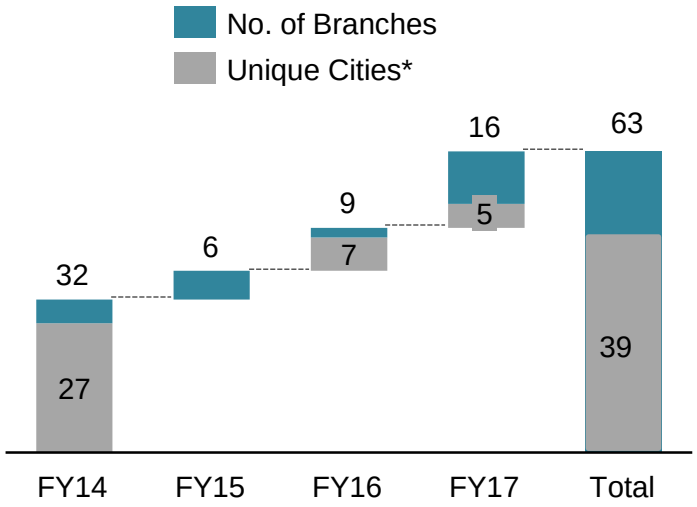
Processing Hub
North (7)
Chandigarh Hub, Dehradun Hub, Green Park Hub, Jaipur Hub, Kolkata Hub, Lucknow Hub, Noida Hub
West (5)
Ahmedabad Hub, Indore Hub, Mumbai Hub, Pune Hub, Thane Hub
South (6)
Bangalore Hub[3], Chennai Hub, Cochin Hub, Coimbatore Hub, Hyderabad Hub

As on Q4 FY 16-17

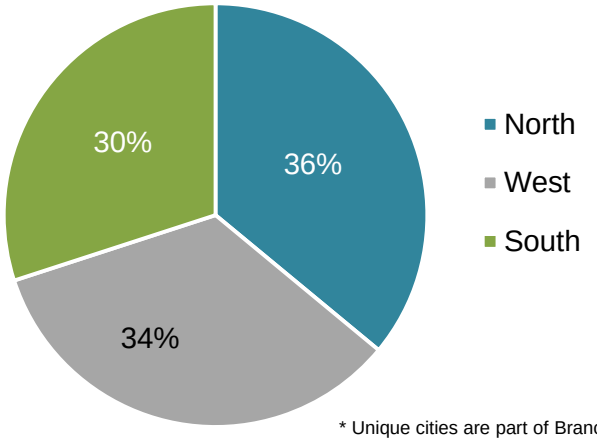
Branch
North (25)
Agra, Bhiwadi, Bhubaneswar, Bikaner, Chandigarh, Dehradun, Delhi[1], Faridabad, Ghaziabad, Gurgaon, Jaipur, Jalandhar, Jodhpur, Kanpur, Karnal, Kolkata, Lucknow, Ludhiana, Meerut, Noida[2], Varanasi
West (22)
Ahmedabad[2], Bhopal, Indore, Kolahpur, Mumbai[1], Nagpur, Nasik, Pune[1], Rajkot, Raipur, Surat, Vadodra, Virar
South (16)
Bangalore[1], Chennai[2], Cochin, Coimbatore, Hyderabad[2], Madurai, Thrissur, Trivandrum, Vijayawada, Vishakhapatnam

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.

* Unique cities are part of Branches

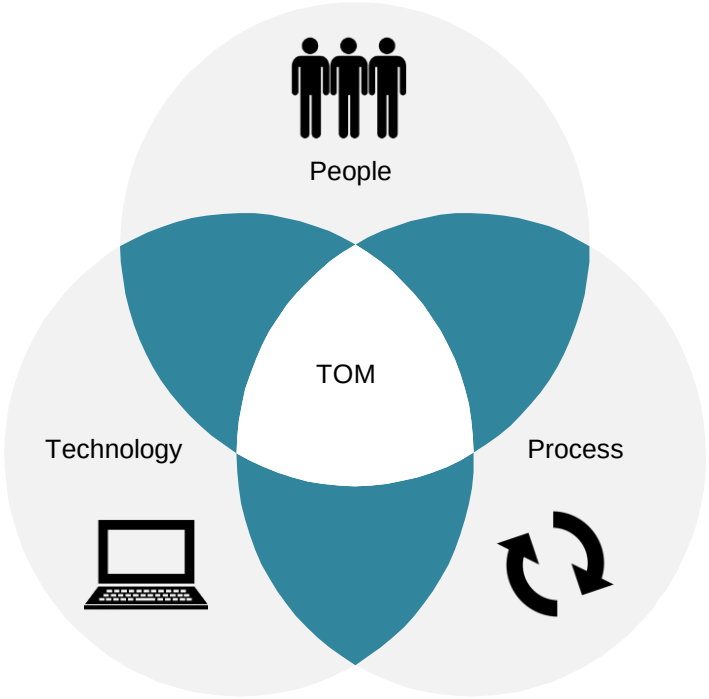
pnb Housing Finance Limited

…with Robust Delivery Model…

Robust Delivery Model…

- Hub and Spoke Branch Model
- In-House Sales Team
- Third Party DMAs and Market Aggregators
- Developer Relationships

Target Operating Model (TOM)



Focus on productivity, efficiency and quality

Supported by End-to-End Technology

pnb Housing Finance Limited

…and strong Credit Underwriting Processes and Control



HUB

Underwriter

Mortgage professionals taking credit decisions

Fraud Control Unit

Identifies and prevents fraud at early stage itself

Technical Service Group

Technical appraisal of a property

Legal Team

Manages property title verification

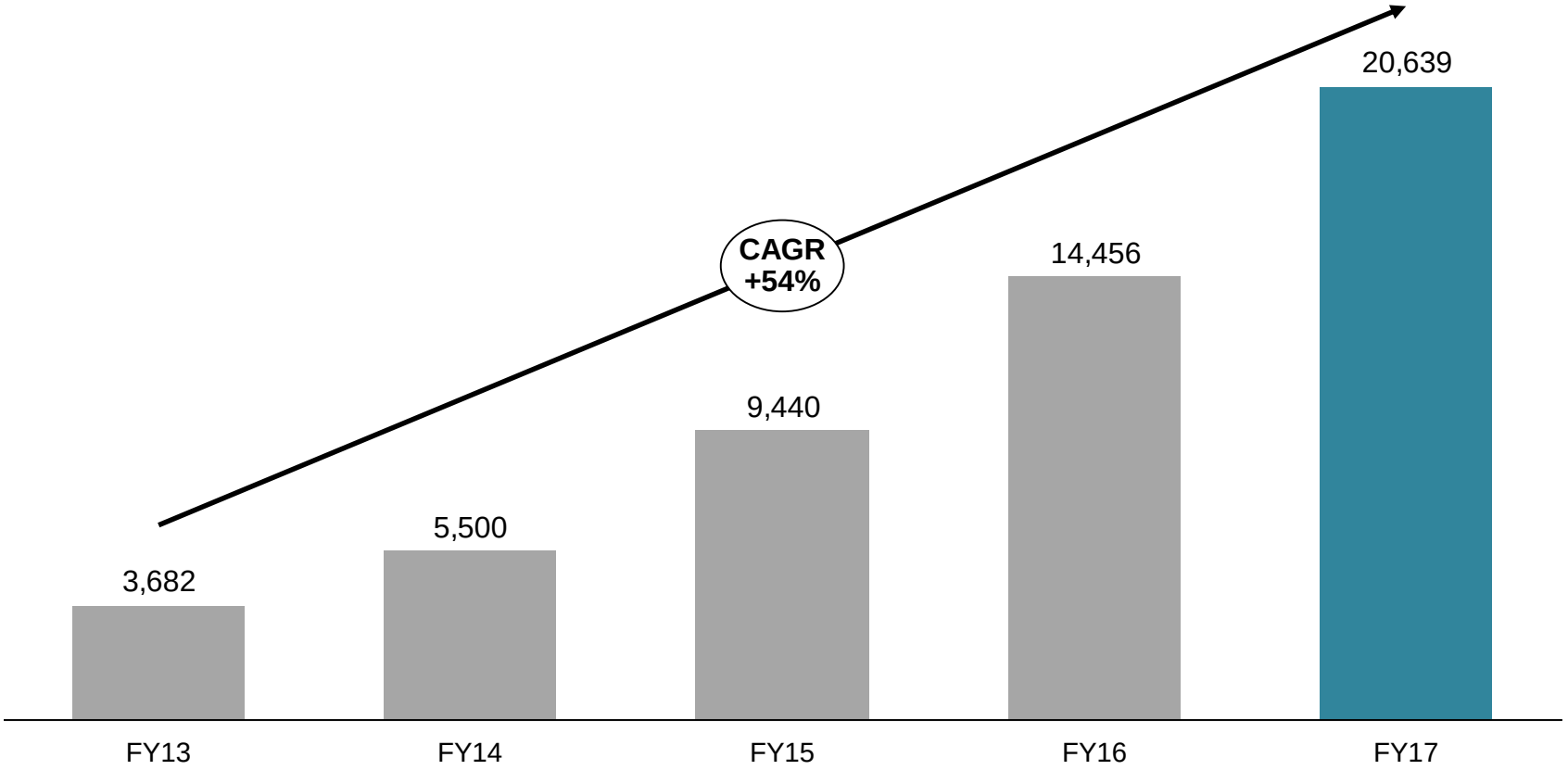
Collection Team

Collection professionals with expertise in SARFAESI

All Processes subject to Internal Audits

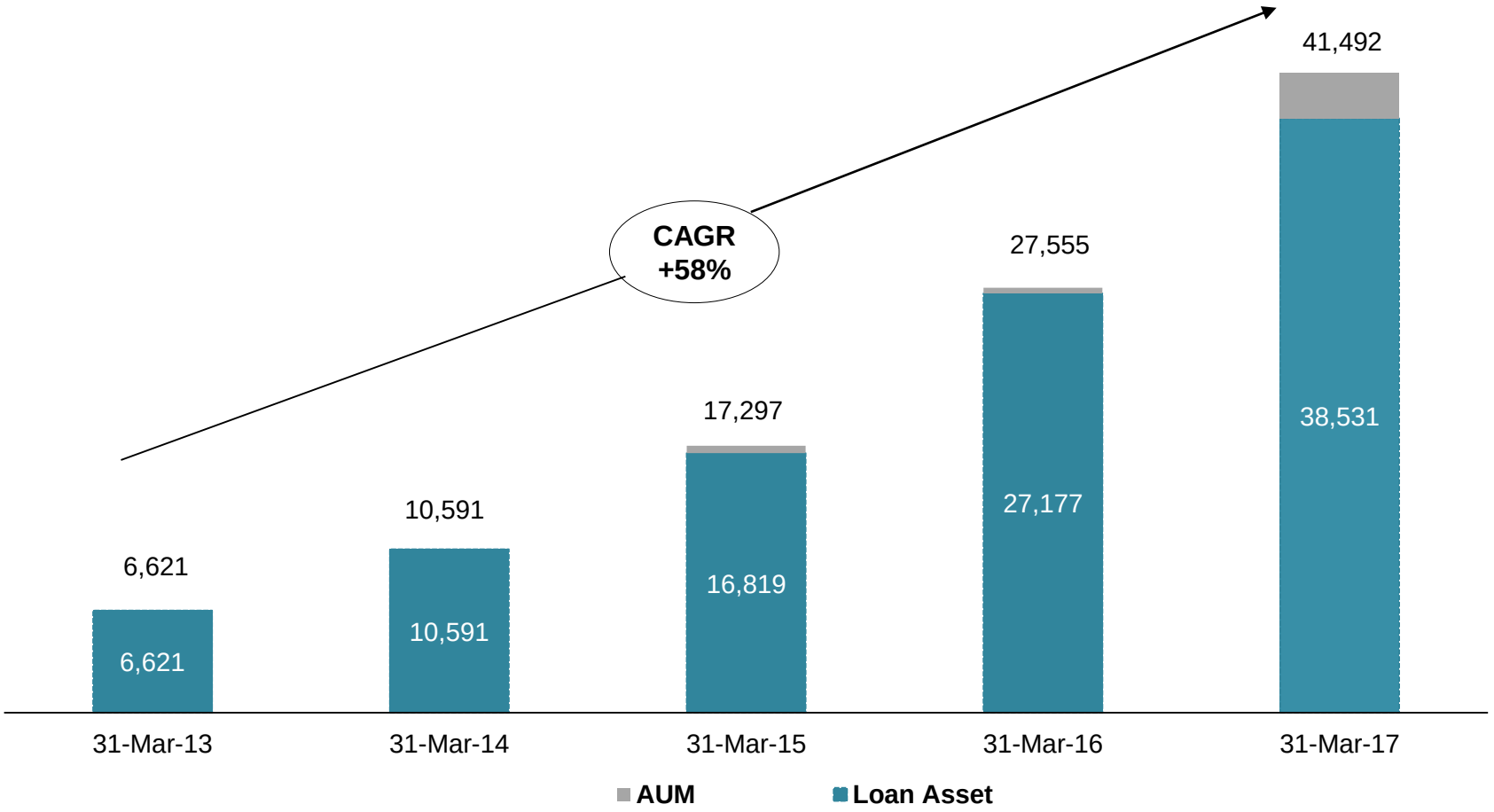
…leading to Disbursement…

(INR Crore)



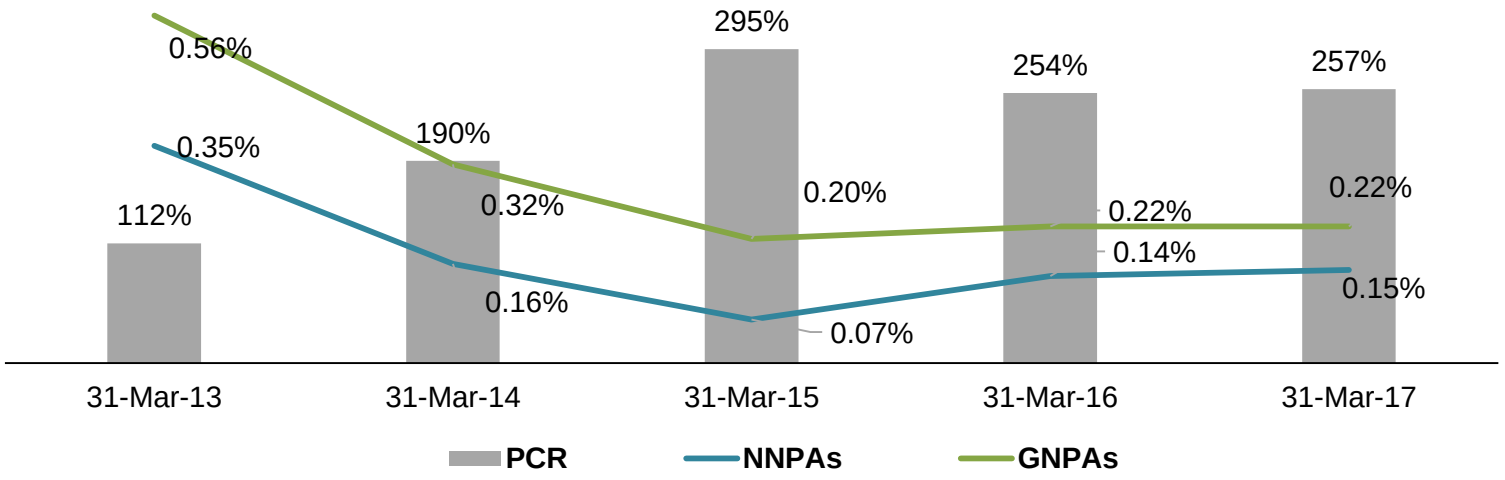
…and Asset growth…

(INR Crore)

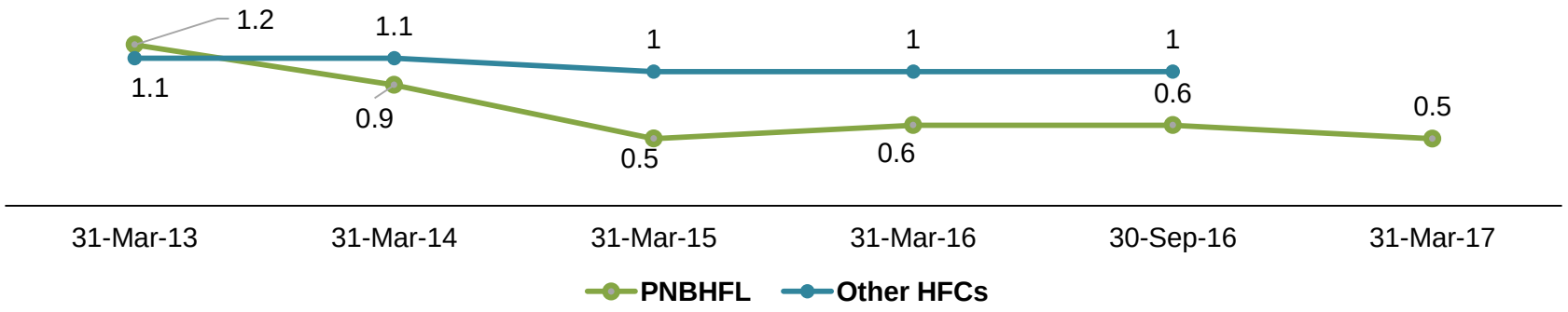


pnb Housing Finance Limited

…with Lower NPAs…



2 years Lagged NPA*



Provision Coverage Ratio is calculated as Total Provisions for NPA & Standard Asset as % of GNPA

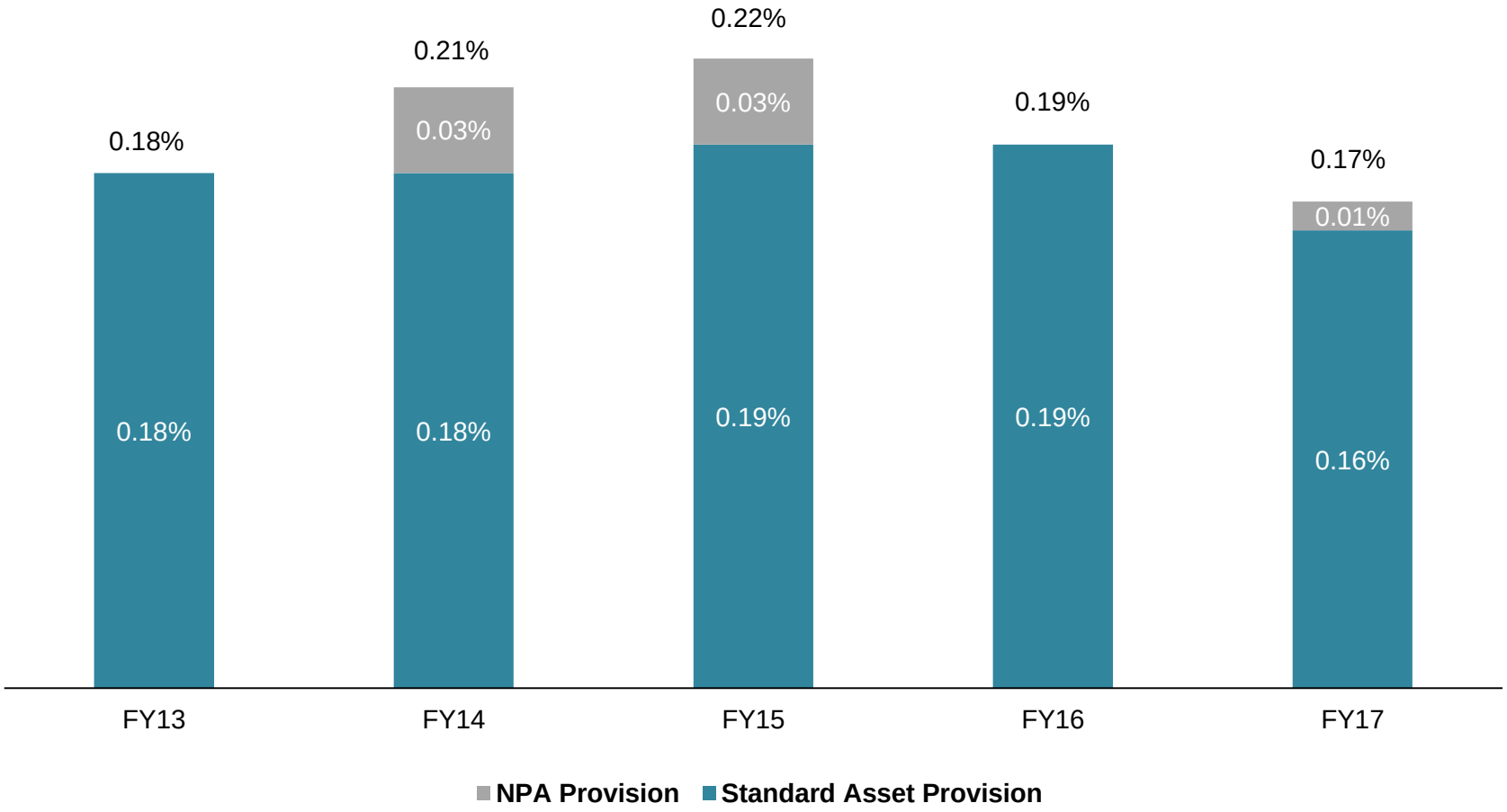
*Source: CRISIL except for 31-Mar-17 data of PNBHFL

pnb Housing Finance Limited

…and Credit Cost



Credit Costs* (% of Loan Assets)



*Credit Cost: defined as total of standard asset provision and NPA provision for the year as a % of loan assets

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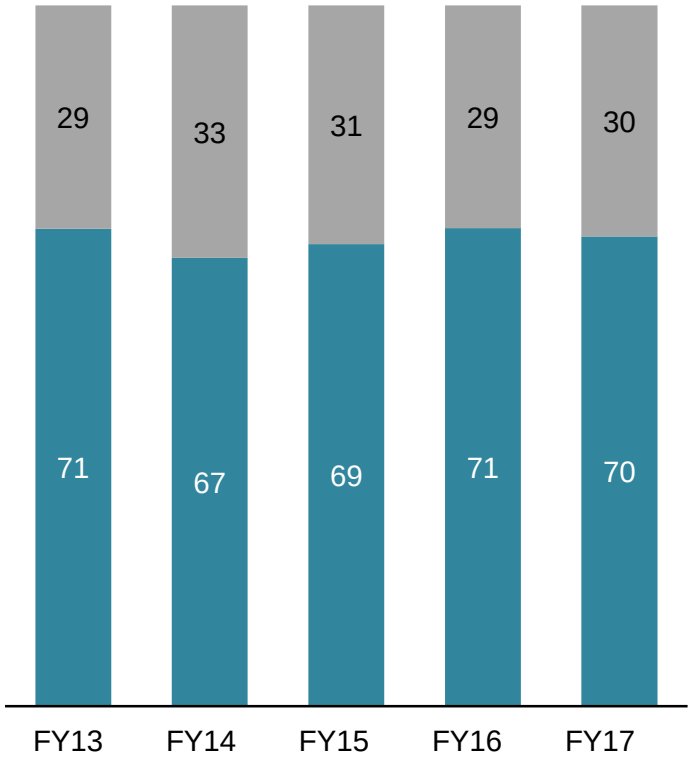
Sustainable Portfolio Mix



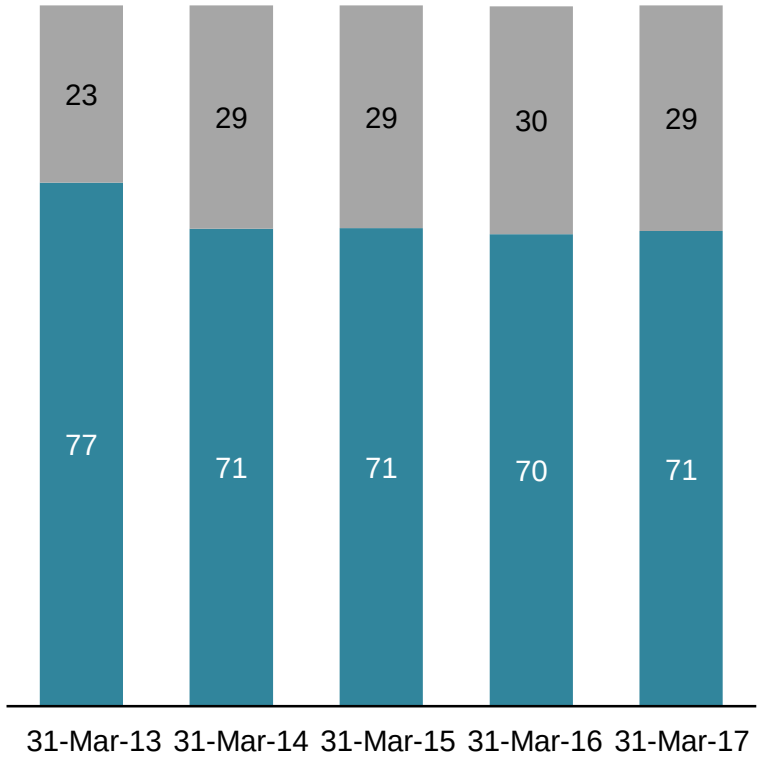
Sustainable Portfolio Mix



Share of Housing Loans
(% of Annual Disbursements)



Wide Product Offering
(% of Loan Assets)



Non-Housing **Housing**

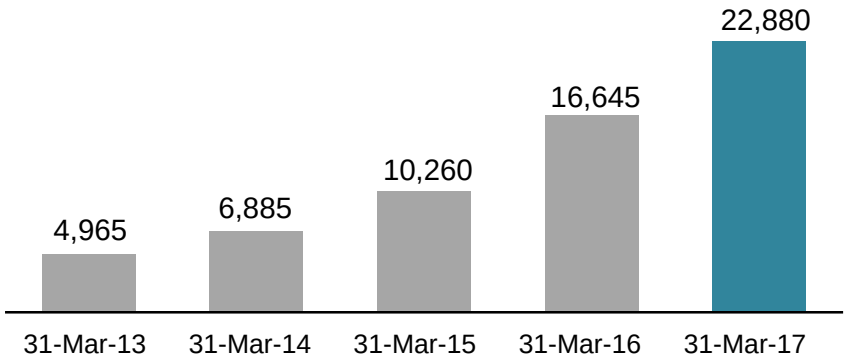
pnb Housing Finance Limited

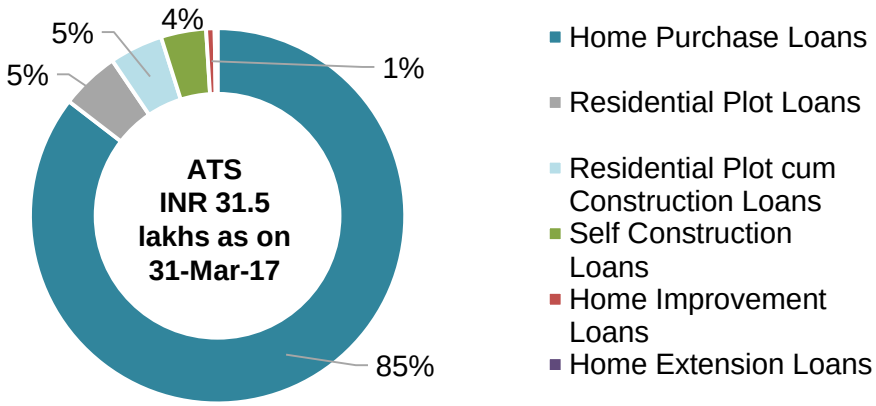
Housing Loan Assets Distribution

Housing Loan – 70.7% (1)

Individual Housing Loan (1) – 59.4%

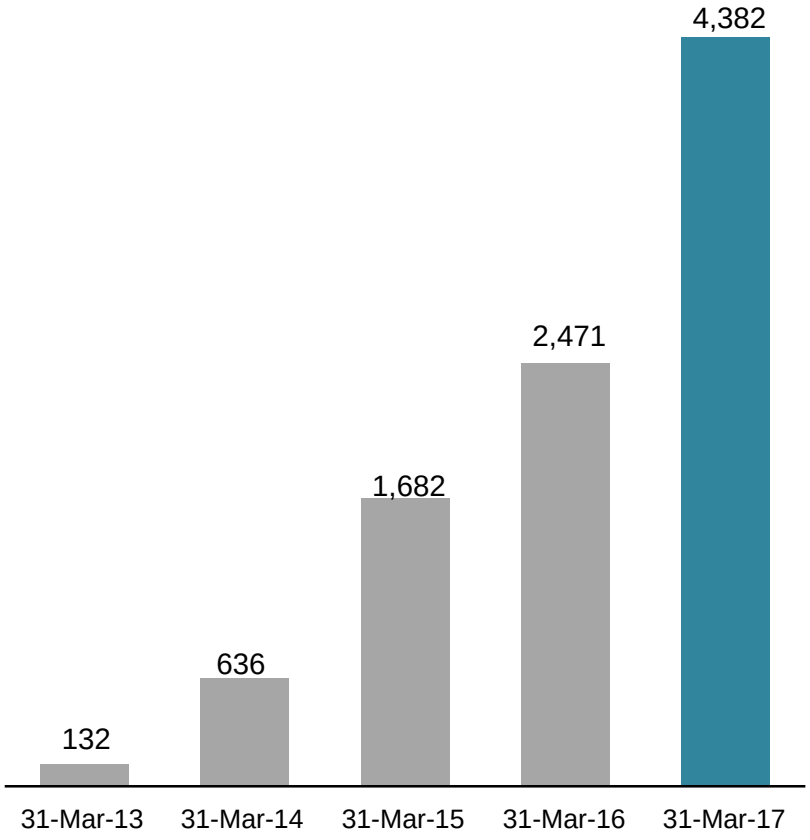
INR Crore





Construction Finance Loans (1) – 11.4%

INR Crore



1. As a % of loan assets on 31-Mar-17

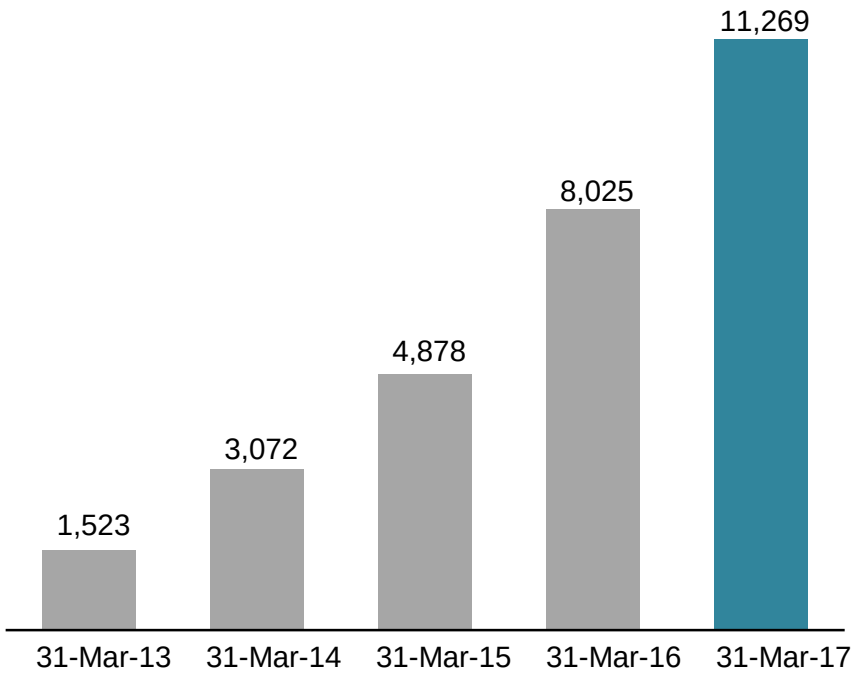
ATS: Average Ticket Size

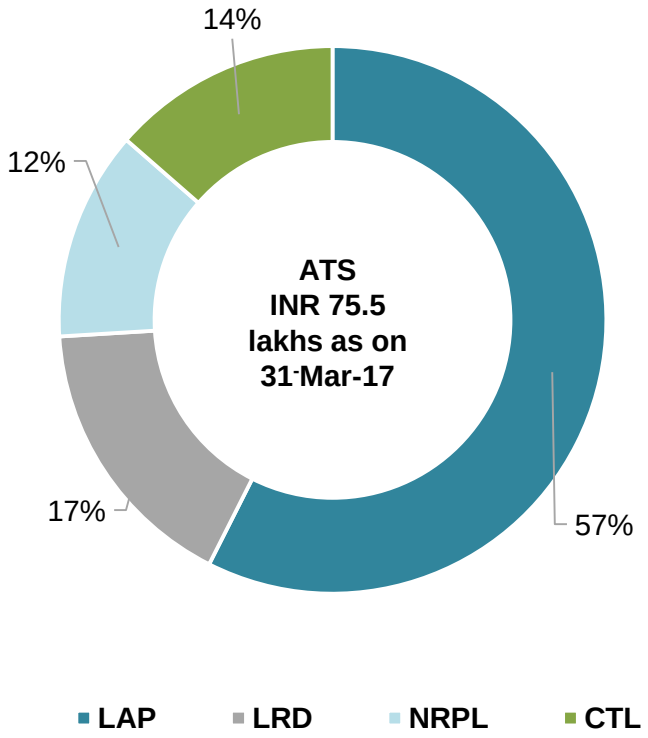
pnb Housing Finance Limited

Non- Housing Loan Assets Distribution

Non-Housing Loan(1) – 29.2%

INR Crore





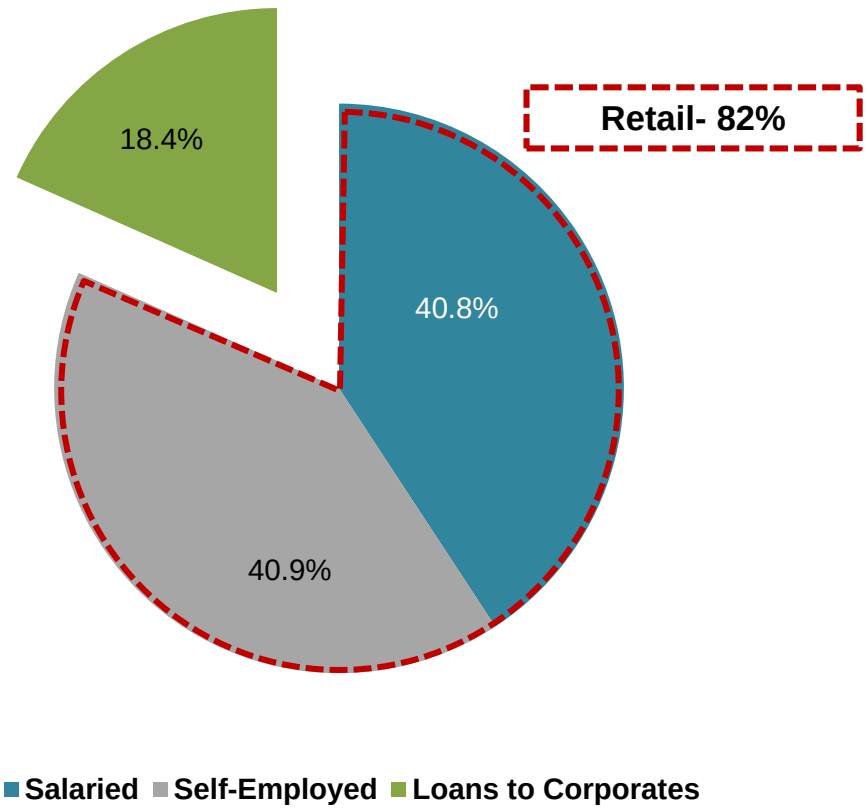
1. As a % of loan assets on 31-Mar-17

ATS: Average Ticket Size

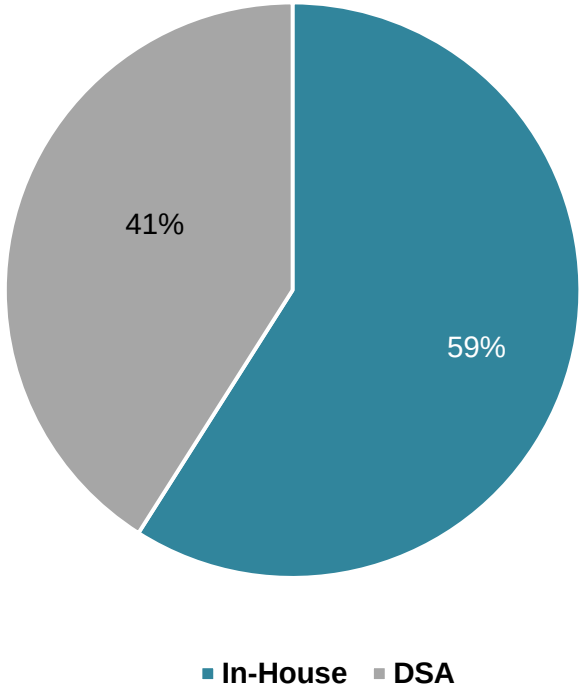
pnb Housing Finance Limited

Customer Segment & Origination

Loan Book Composition (%)



Disbursement Origination (%)



Data as on 31-Mar-17

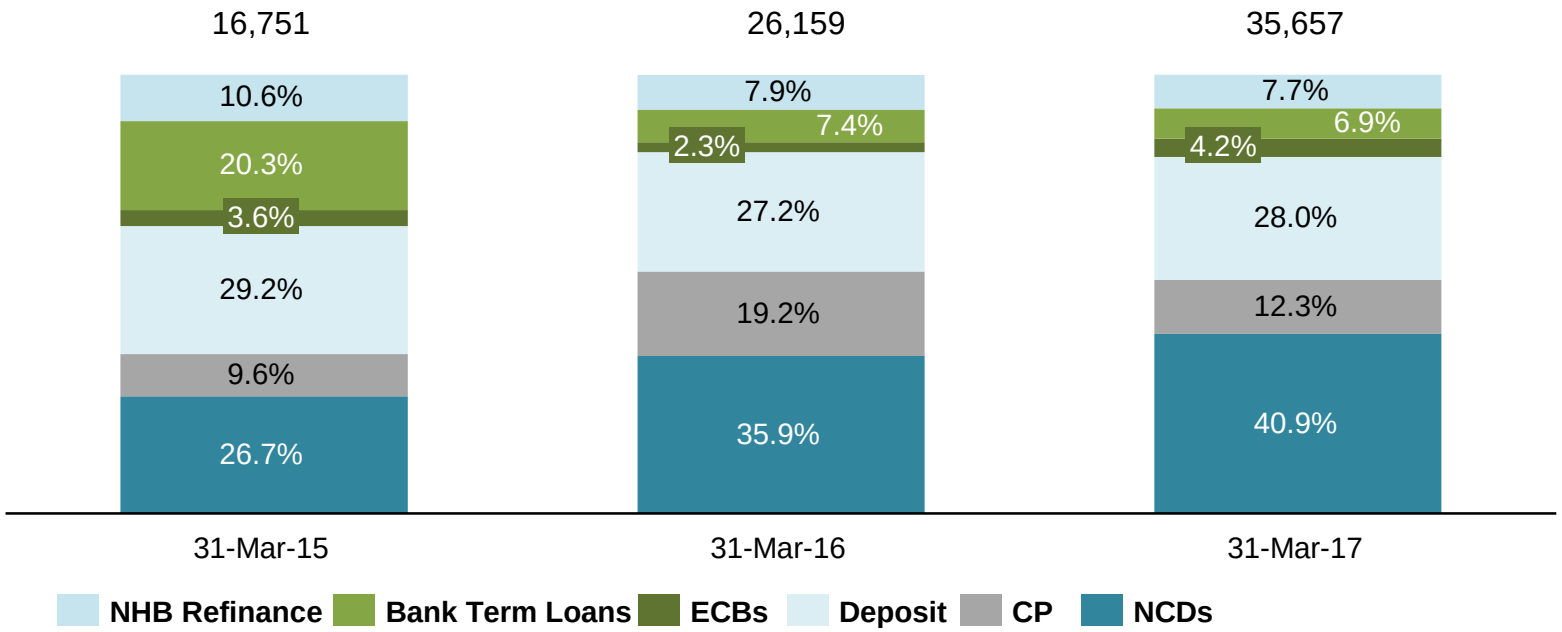
Operational and Financial Performance



Well Diversified Borrowing Profile

Access to a Diverse Base of Funding…

Total Borrowing (INR Crore)

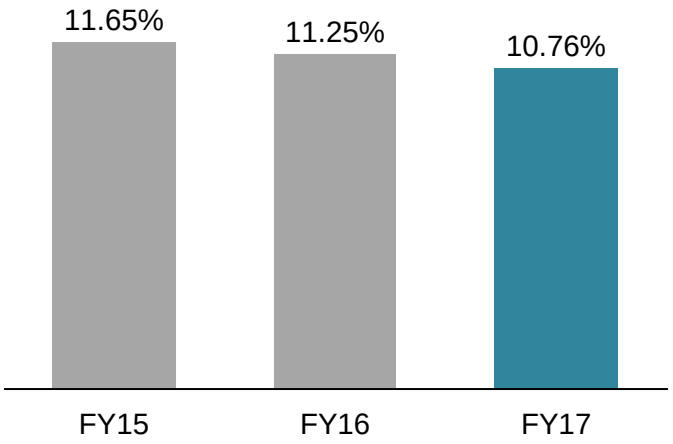


Credit Rating

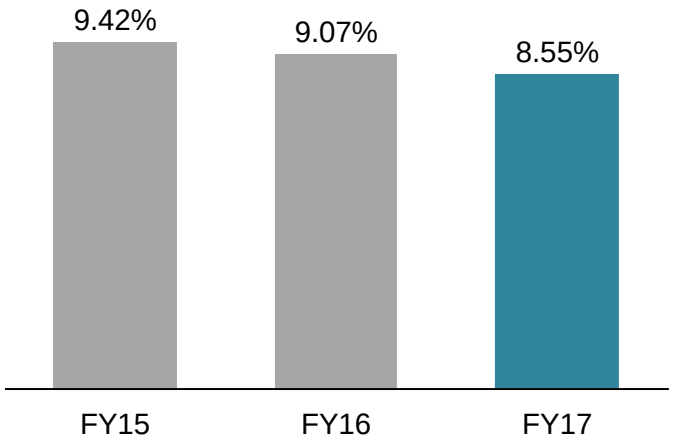
- Fixed Deposit has been rated “FAAA” by CRISIL and “AAA” by CARE. The rating of “FAAA” and “AAA” indicates “High Safety” with regards to the repayment of interest and principal.
- Commercial Paper is rated at “A1(+)” by CARE & CRISIL and Non-Convertible Debenture (NCD) are rated at “AAA” by CARE, “AAA”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

Better Earnings Ability

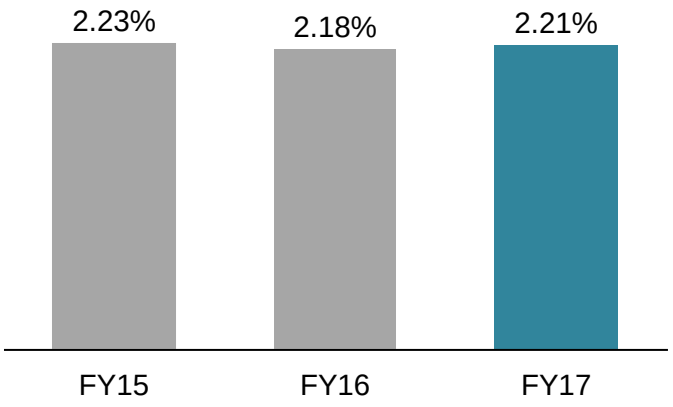
Average Yield (%)



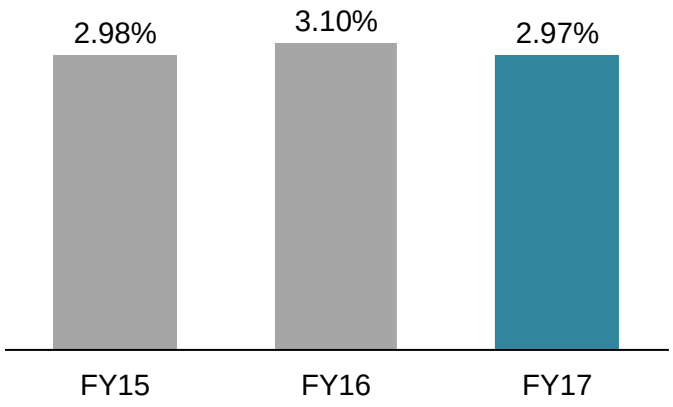
Average Cost of Borrowings (%)



Spread (%)



NIM (%)

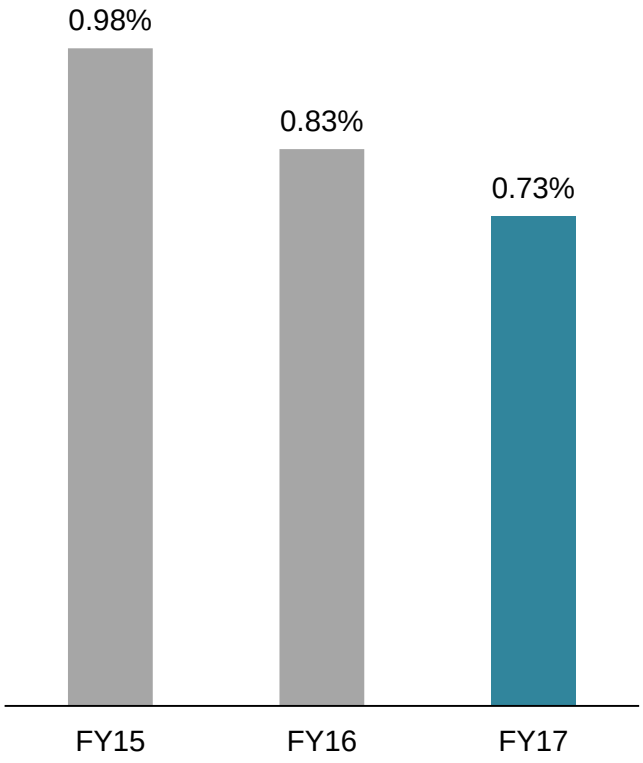


Ratios are Calculated on Monthly Average

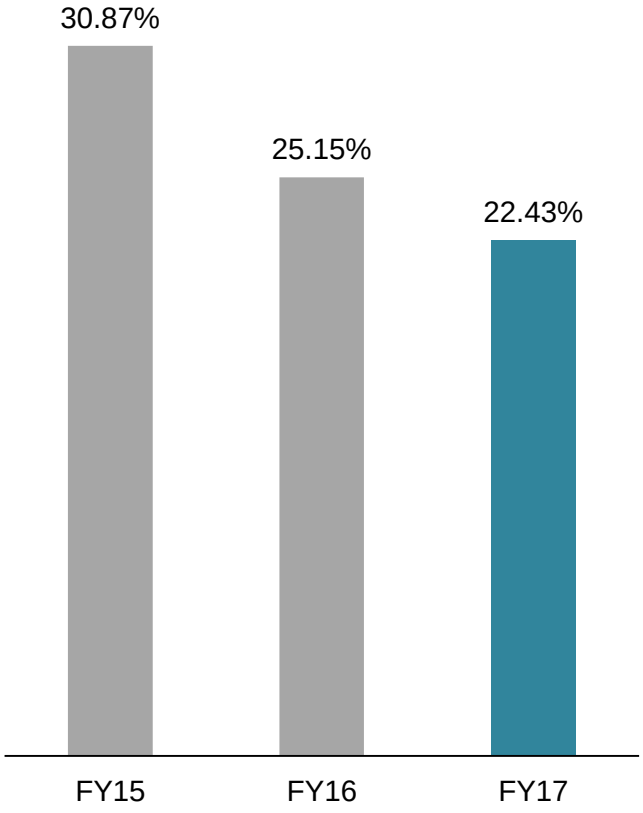
Operating Leverage playing out



Opex to ATA Ratio (%)



Cost-Income Ratio (%)

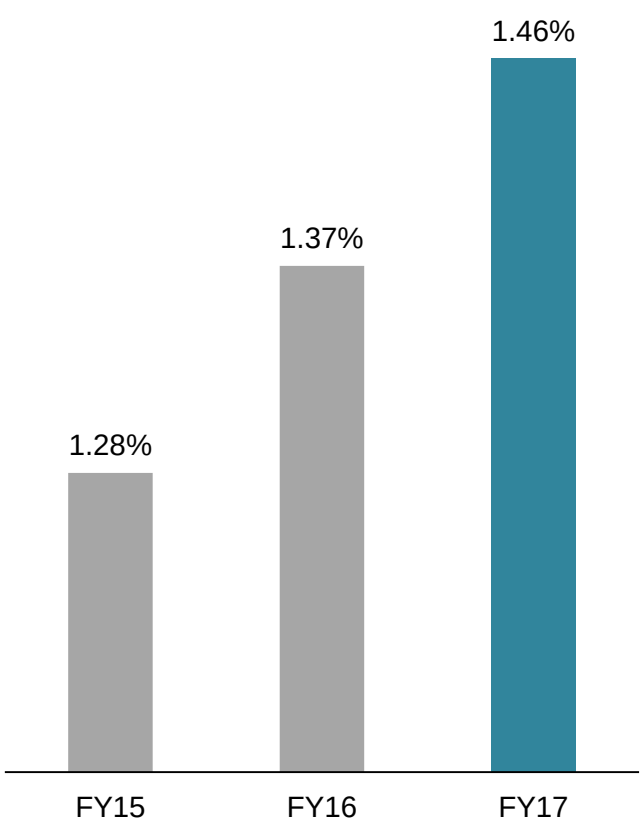


Ratios are Calculated on Monthly Average
Opex to ATA is calculated as Operating Expenditure/Average Total Assets as per Balance sheet

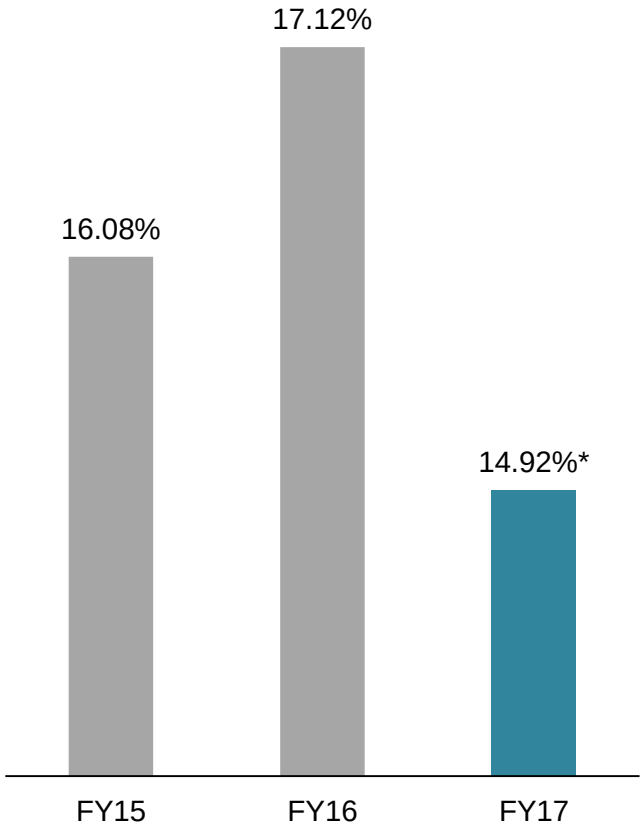
pnb Housing Finance Limited

Return Efficiencies

ROA (%)



ROE (%)



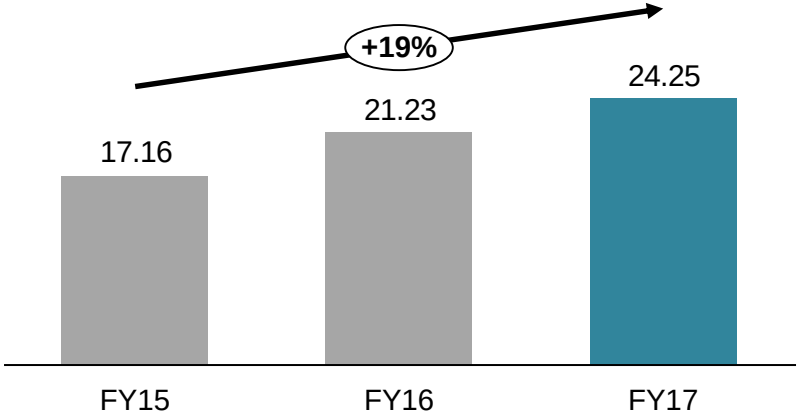
Ratios are Calculated on Monthly Average
Return on Asset is on Average Total Assets as per Balance sheet

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

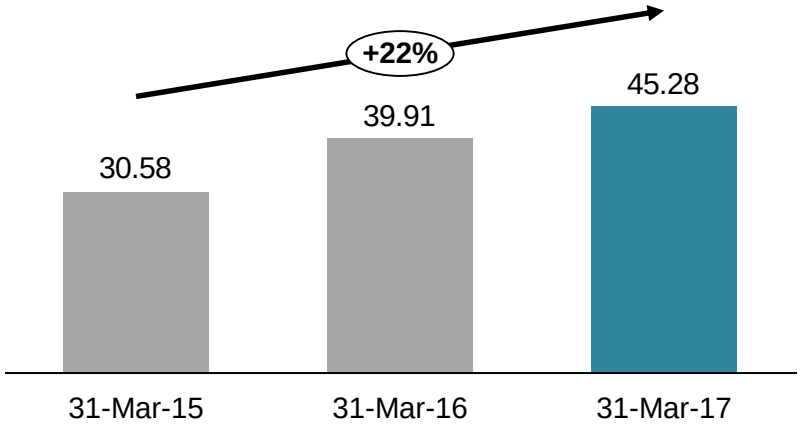
pnb Housing Finance Limited

Employee Efficiency

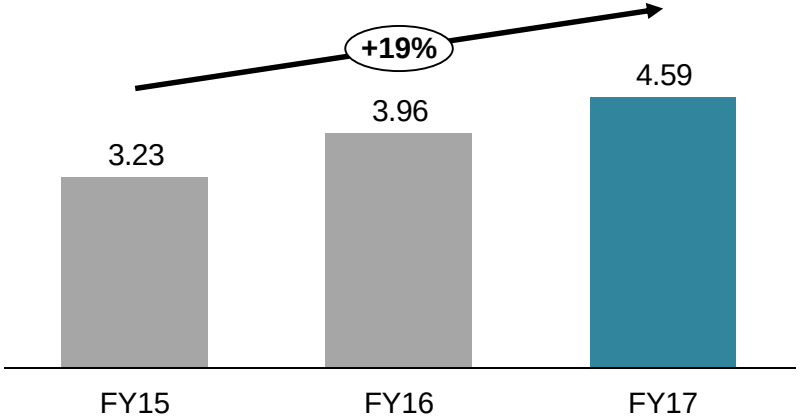
Disbursement / Employee (INR Crore / Employee)



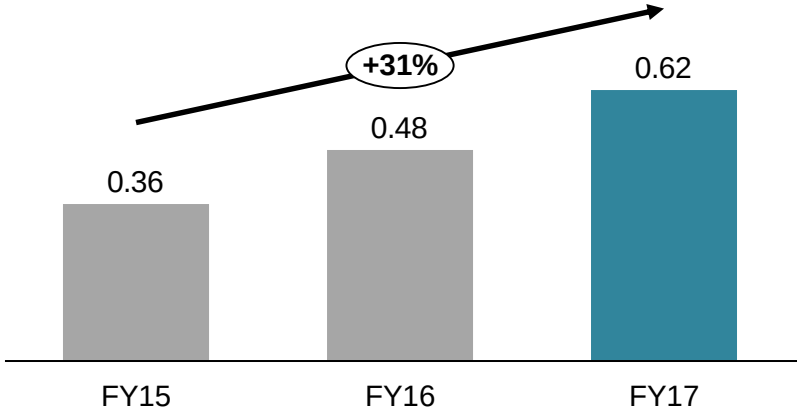
Loans Outstanding / Employee (INR Crore / Employee)



Total Revenue / Employee (INR Crore / Employee)



Profitability / Employee (INR Crore / Employee)



Calculated on Average employee for the Year

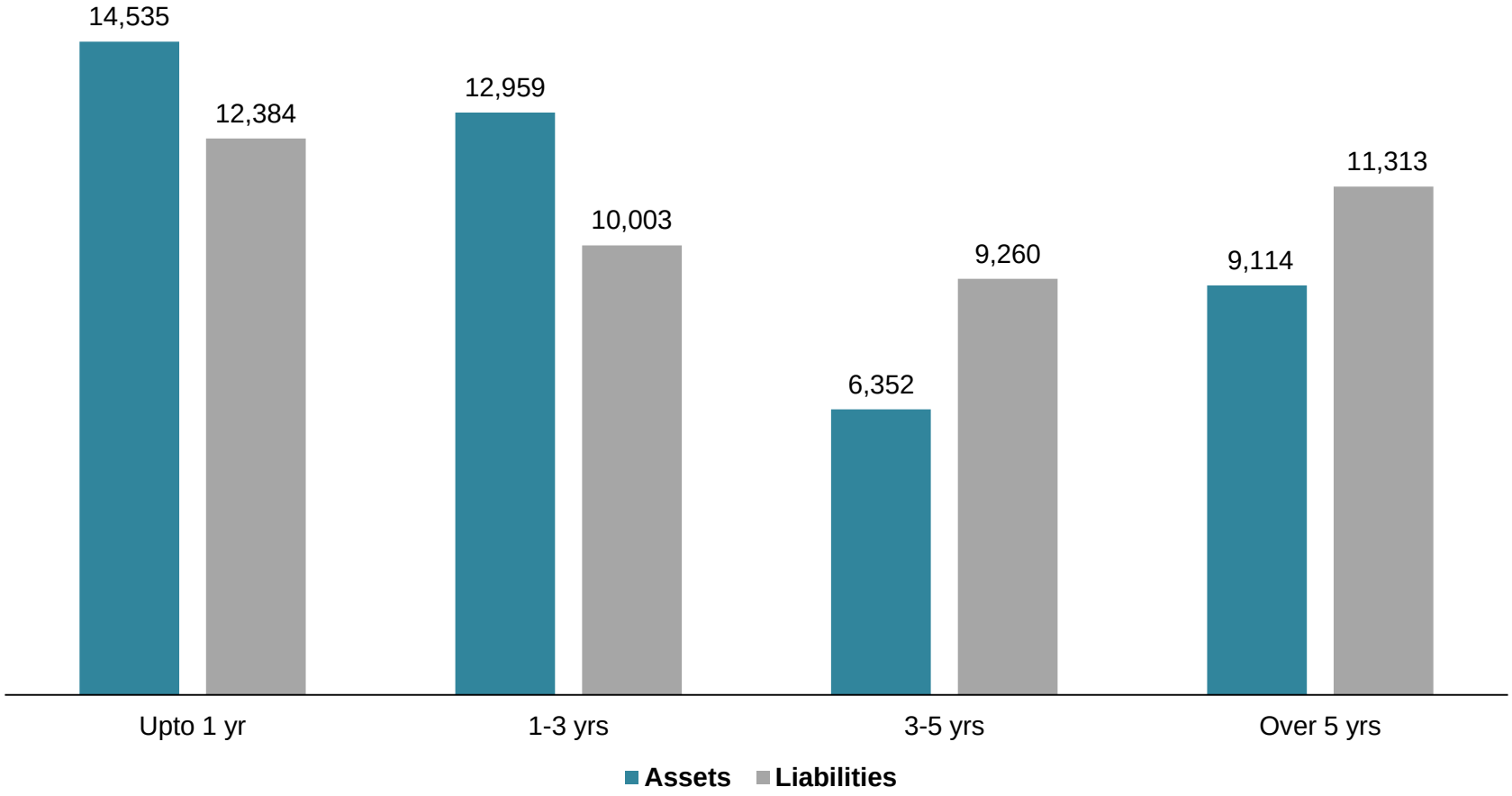
pnb Housing Finance Limited

Maintaining Prudence…



…with balanced Asset Liability management…

(INR Crore)

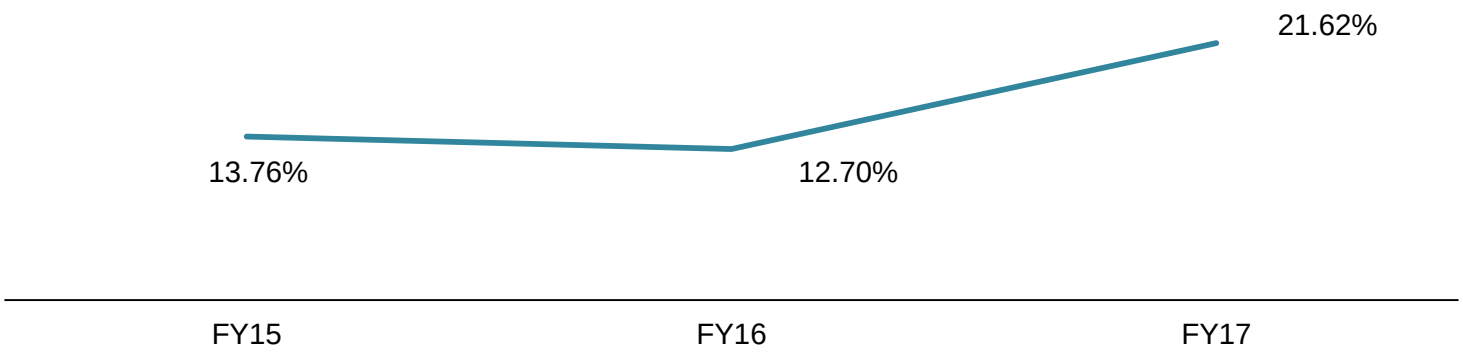


Data as on 31st March-17

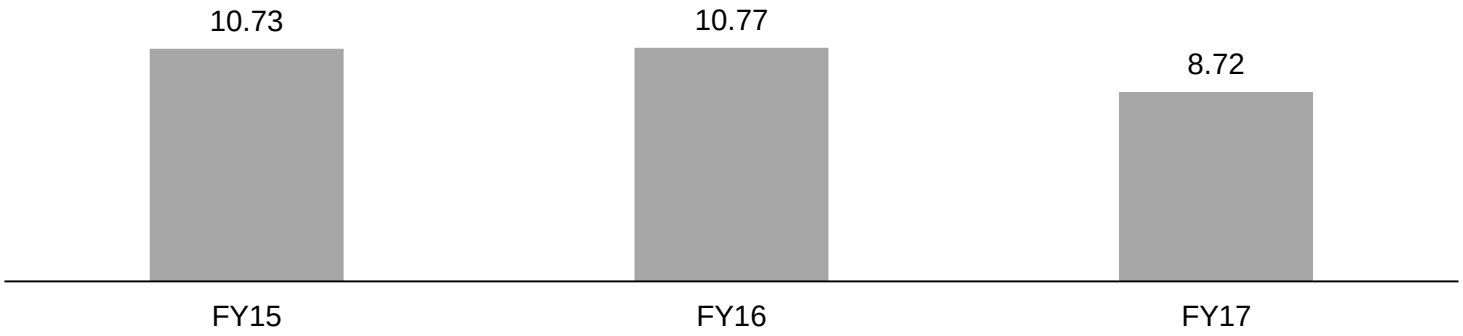
…and adequate Capital & Comfortable Gearing



Capital to Risk Asset Ratio (%)



Average Gearing Ratio (x)



Ratios are Calculated on Monthly Average

pnb Housing Finance Limited

Valuation and Shareholding

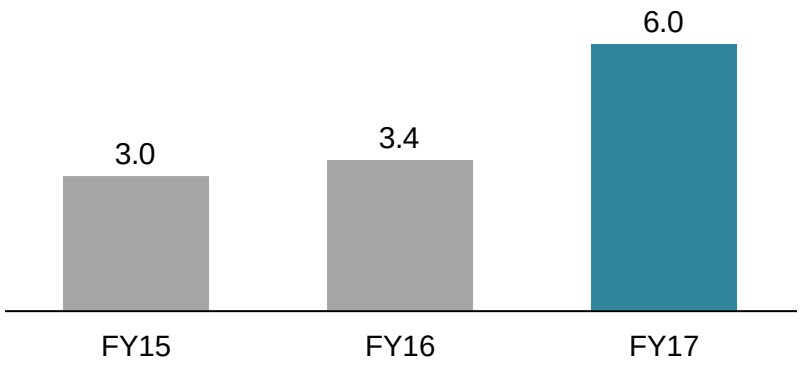


Return to Shareholders

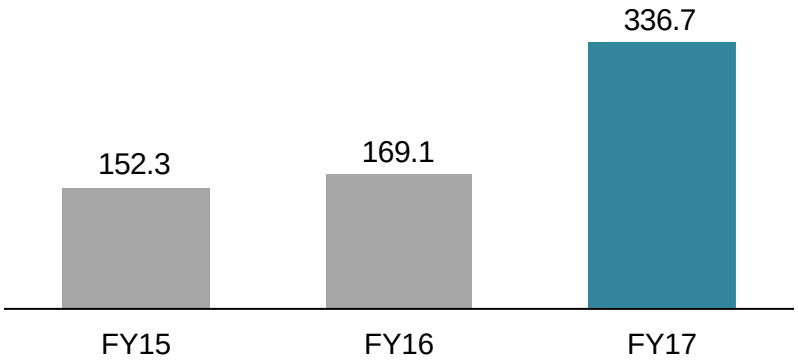
EPS (INR)



DPS (INR)



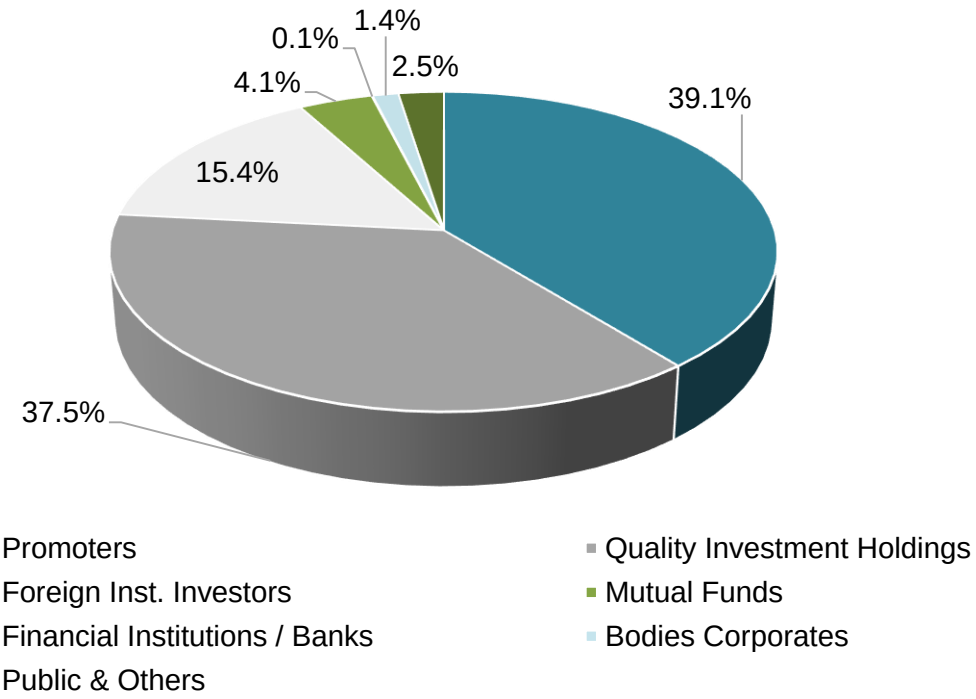
Book Value Per Share (INR)



pnb Housing Finance Limited

Shareholding

Shareholding as on 31-Mar-17



Key Anchor Book

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

IPO Proceeds used for Future GROWTH

"More than 20 Times Oversubscribed"

Detailed Financials



Profit & Loss Statement



Particulars (INR Crore)	Q4 FY17	Q4FY16	Y-o-Y	Q3 FY17	Q-o-Q	FY17	FY16	Y-o-Y
Revenue from Operations	1,076	785	37%	999	8%	3,908	2,698	45%
Other Income	0	0		0		0	1	
Total Revenue	**1,076**	**785**	**37%**	**999**	**8%**	**3,908**	**2,699**	**45%**
Expenditure:								
Finance Cost	678	525	29%	673	1%	2,644	1,860	42%
Employee Benefit Expenses	28	16	74%	25	10%	101	75	35%
Other Expenses	57	53	9%	57		237	162	47%
Depreciation Expense	5	4	16%	5	1%	19	15	24%
Provisions and Write-Offs	67	31	114%	31	117%	103	83	24%
Total Expenditure	**834**	**629**	**33%**	**791**	**6%**	**3,104**	**2,196**	**41%**
Profit Before Tax	**242**	**157**	54%	**208**	16%	**804**	**503**	60%
Tax Expenses	89	54		70		280	177	
Net Profit After Tax	**152**	**103**	**49%**	**138**	**11%**	**524**	**326**	**60%**
EPS (Basic)	**9.2**	**8.1**		**9.2**		**36.7**	**27.5**	

Balance Sheet



Particulars (INR Crore)	Mar-17	Mar-16
Equity and Liabilities		
Shareholder's Funds	**5,577**	**2,146**
Share Capital	166	127
Reserves and Surplus	5,412	2,019
Non-Current Liabilities	**24,477**	**16,938**
Long-Term Borrowings	24,084	16,646
Deferred Tax Liabilities (Net)	47	30
Other Long-Term Liabilities	104	101
Long-Term Provisions	242	161
Current Liabilities	**12,905**	**10,587**
Short-Term Borrowings	7,947	7,448
Short-Term Provisions	28	71
Trade Payables	94	75
Other Current Liabilities	4,836	2,992
Total	**42,960**	**29,671**

Particulars (INR Crore)	Mar-17	Mar-16
Assets		
Non-Current Assets	**37,744**	**26,656**
Fixed Assets	**60**	**62**
-Tangible Assets	48	48
-Intangible Assets	11	10
-Capital Work-in-Progress	2	4
Non-Current Investments	961	782
Loans and Advances	36,444	25,624
Other Non-Current Assets	278	188
Current Assets	**5,216**	**3,015**
Current Investments	2,318	840
Cash and Bank Balances	151	249
Short-Term Loans and Advances	40	18
Other Current Assets	2,706	1,908
Total	**42,960**	**29,671**

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 on the job skill 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





…winning Awards & Accolades



Awarded for Brand Excellence in NBFC Category



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



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



PNB Housing recognized among the Top 100 CIOs of 2016



PNB Housing felicitated at the RICS Cities Conference 2016



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



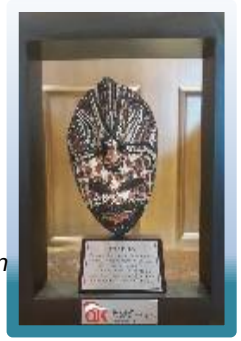
Awarded 'Housing Finance Company of the Year'



'Best Adversity Management Stories of Asia Study 2016' '



'PNB Housing awarded for contribution towards CSR at the India Pride Awards



Recognized for Contribution in Promoting Green Buildings' Initiative '



Awarded for 'Excellence in Financial Services'



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

pnb Housing Finance Limited

Strong Management Team…



…with Extensive Industry Experience…



Sanjaya Gupta - Managing Director

Age : 54 Years

No. of Years with PNB HF : 7 Years

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



Age : 45 Years

No. of Years with PNB HF : 5 Years

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

Shaji Varghese – Business Head



Age : 51 Years

No. of Years with PNB HF : 5 Years

Prior Engagements :
Religare Finvest Ltd
GE Money Indiabulls Financial Services

Ajay Gupta - Chief Risk Officer



Age : 55 Years

No. of Years with PNB HF : 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 PNB HF : 3 Years

Prior Engagements :
Gruh Finance Limited

Jayesh Jain – Chief Financial officer



Age : 53 Years

No. of Years with PNB HF : 22 Years

Prior Engagements :
Ansal Buildwell Limited

Sanjay Jain - Company Secretary & Head Compliance



Age : 50 Years

No. of Years with PNB HF : 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:
57 Years
Current Position:
MD & CEO of PNB



Dr. Ram S. Sangapure
Non Executive Director

Age:
59 Years
Current Position:
Executive Director at PNB



Sunil Kaul
Non Executive Director

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



Devinjit Singh
Non Executive Director

Age:
50 Years
Current Position:
MD, Carlyle India



Shital Kumar Jain
Independent Director

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



Ashwani Kumar Gupta
Independent Director

Age:
63
Current Position:
Member of Institute of Chartered Accountants of India



R Chandrasekaran
Independent Director

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



Nilesh S. Vikamsey
Independent Director

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



Gourav Vallabh
Independent Director

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



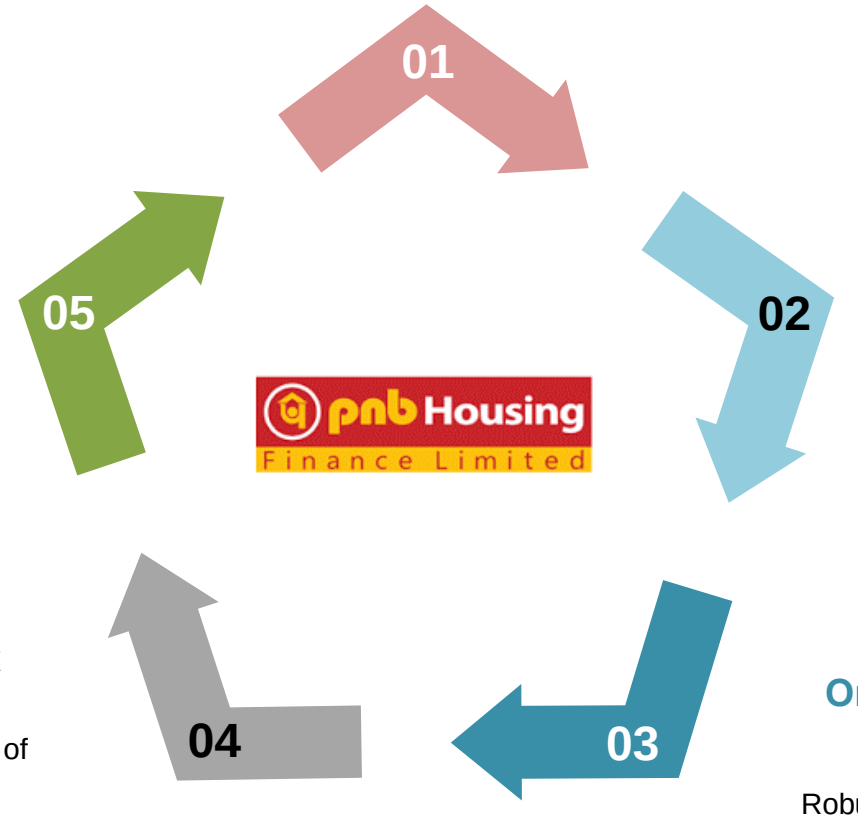
Sanjaya Gupta
Managing Director

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

Key Takeaways

Strong Distribution Network and Robust TOM

Strong distribution network with pan India presence and over 9,700 channel partners across India



Growth in Loan Book

5th largest by Loan Assets and 2nd largest by deposits(1)

Loans Assets of INR 38,531 Crore(2)

One of the Lowest NPA's amongst HFC's

Robust Asset Quality with one of the lowest Gross NPAs at 0.22%(2)

Efficient Capital Mix

Diverse and cost effective funding mix with average cost of borrowing at 8.55%

Improving Cost to Income Ratio

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

1. Source: : ICRA Industry Update for 9MFY2017 (amongst housing finance companies)
2. As of 31-Mar-17

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 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



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