pnb Housing Finance Limited
Ghar Ki Baat

24th May, 2019

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

Dear Sirs,

Sub: Corporate Presentation (Kshitij – The Transformational Journey)

Please find attached herewith a corporate presentation of the Company titled "**Kshitij – The Transformational Journey"- May 2019.**

A copy of the presentation 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

Encl: a/a

pnb Housing
Finance Limited
Ghar Ki Baat
Kshitij
(The Transformational Journey)
May 2019

Safe Harbour

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Key Milestones

1988	• Obtained NHB license for loans and deposits • Company commenced operations
1994	• Crossed INR 100 Crore loan portfolio
2003	• Notified under SARFAESI Act
2006	• Crossed INR 1,000 Crore loan portfolio
2009	• Entered into a strategic financial partnership with Destimoney Enterprises Private Limited (DEPL) DEPL acquired 26% stake in the Company
2010	• Launched business process re-engineering project-"Kshitij"
2011	• New Brand positioning with completely refurbished, elegant, convenient and secured offices • Robust and scalable target operating model (TOM) implementation commenced
2012	• DEPL raises stake from 26% to 49% through conversion of compulsory convertible debentures (CCD)
2014	• PAT crossed INR 100 Crore and AUM crossed INR 10,000 Crore
2015	• Implementation of Enterprise System Solution • Quality Investments Holdings, owned by the Carlyle group, a global investment firm bought DEPL
2016	• Listed on Indian stock exchanges through IPO; raised 3,000 Crore • TOM implemented • AUM crossed INR 25,000 Crore
2017	• AUM crossed INR 50,000 Crore mark • Deposits: Over INR 10,000 Crore • Certified as a **"Great Place to Work"** by building a 'High Trust, High Performance Culture'* • Incorporated a subsidiary ''PHFL Home Loans & Services Ltd''
2018	• Included in **MSCI Global Small Cap Index** • Certified as a **"Great Place to Work"** by building a 'High Trust, High Performance Culture'*
2019	• Expanded to over 100 branches • PAT crossed INR 1,100 Crores

*Source: Great Place to Work Institute (GPTW)

Kshitij Interventions

Led to Company's Transformation

Strong Brand Recognition Driven by Customer-centric Approach

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

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

Resulting in Strong Brand Recognition

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Omni-Channel Customer Touchpoints

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Scalable Hub & Spoke Model

Spokes

Customer acquisition / servicing

DSA DST

Digital Platform

Lead Aggregators

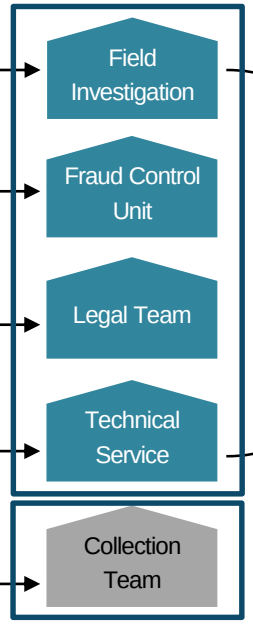
DSA: Direct Sales Agent; DST: Direct Sales Team

Regional Hub

Underwriting

Fountain head for decision making

File received at hub



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

Central Operations

Post Disbursement Operations

CPC

COPS

Omni Channel CRM solution that integrates various mode of communication with the customers for better experience and faster resolution

Banking analytics tool to give indepth and easy & faster analysis for self employed retail customers
Fraud control to mitigate fraud incidence
Real time email verification to avoid mis identity of borrowers
Underwriting vendor platform to assist partners "on the go" through various tools viz geo tagging, click to upload etc

Digitisation; amalgamation of people, process and technology for customer convenience & eliminating transit risk Robotic intelligent mailing solution to ensure standard, confidential and accurate communication

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

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Digital Tools used in Credit Appraisal

Fraud Detection

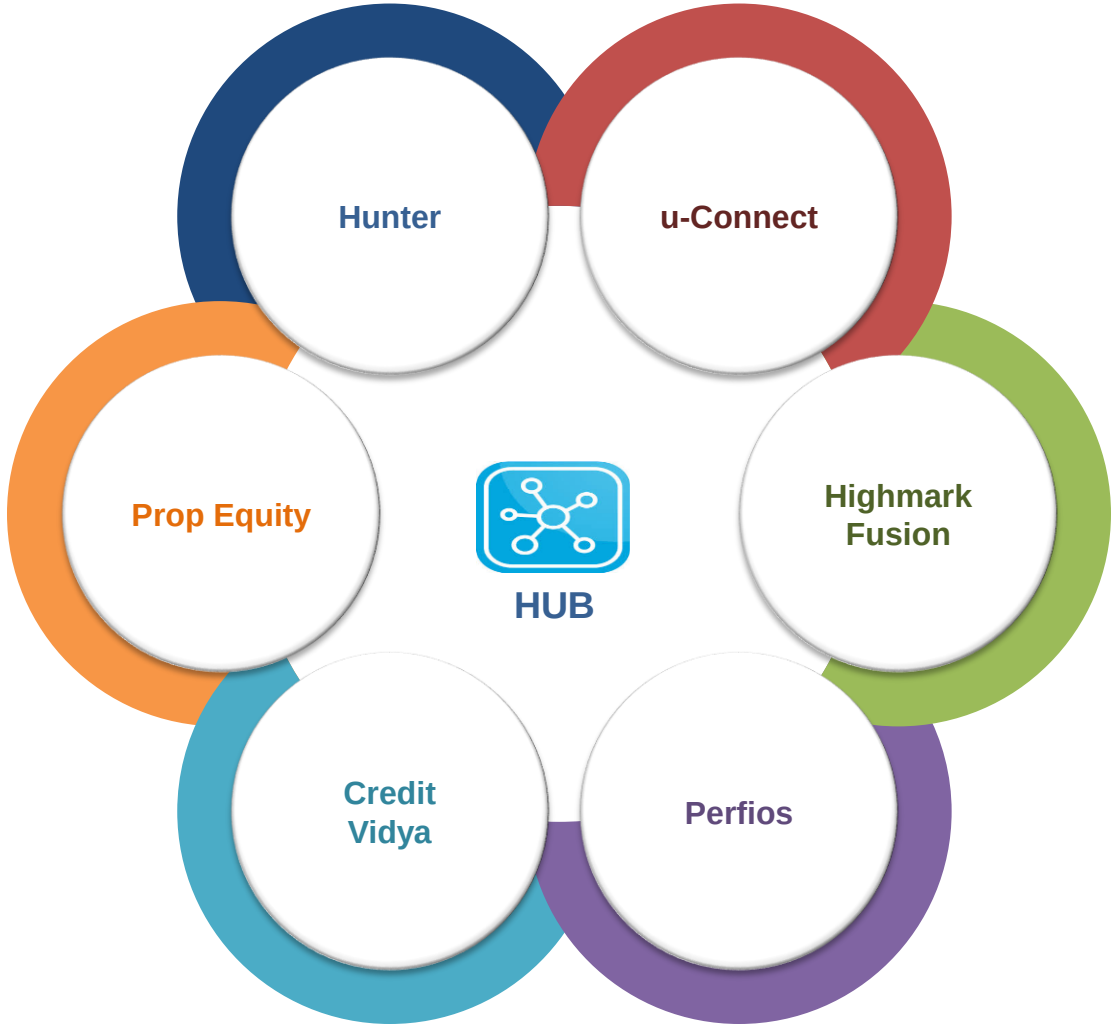
- Common pool of fraud customers from over 100+ major FI's in India
- Improved efficiencies

Project Monitoring

- Automatic monitoring for top 8 business locations covering 70% of business volume
- Better operational efficiency

Work E-Mail Validation

- Effective way of employment verification without personal visit
- Real time check of Employer domain and mailbox



Vendor Management

- State of the art features - GPS co-ordinates, digital signature, live dashboard etc.
- Better control and monitoring

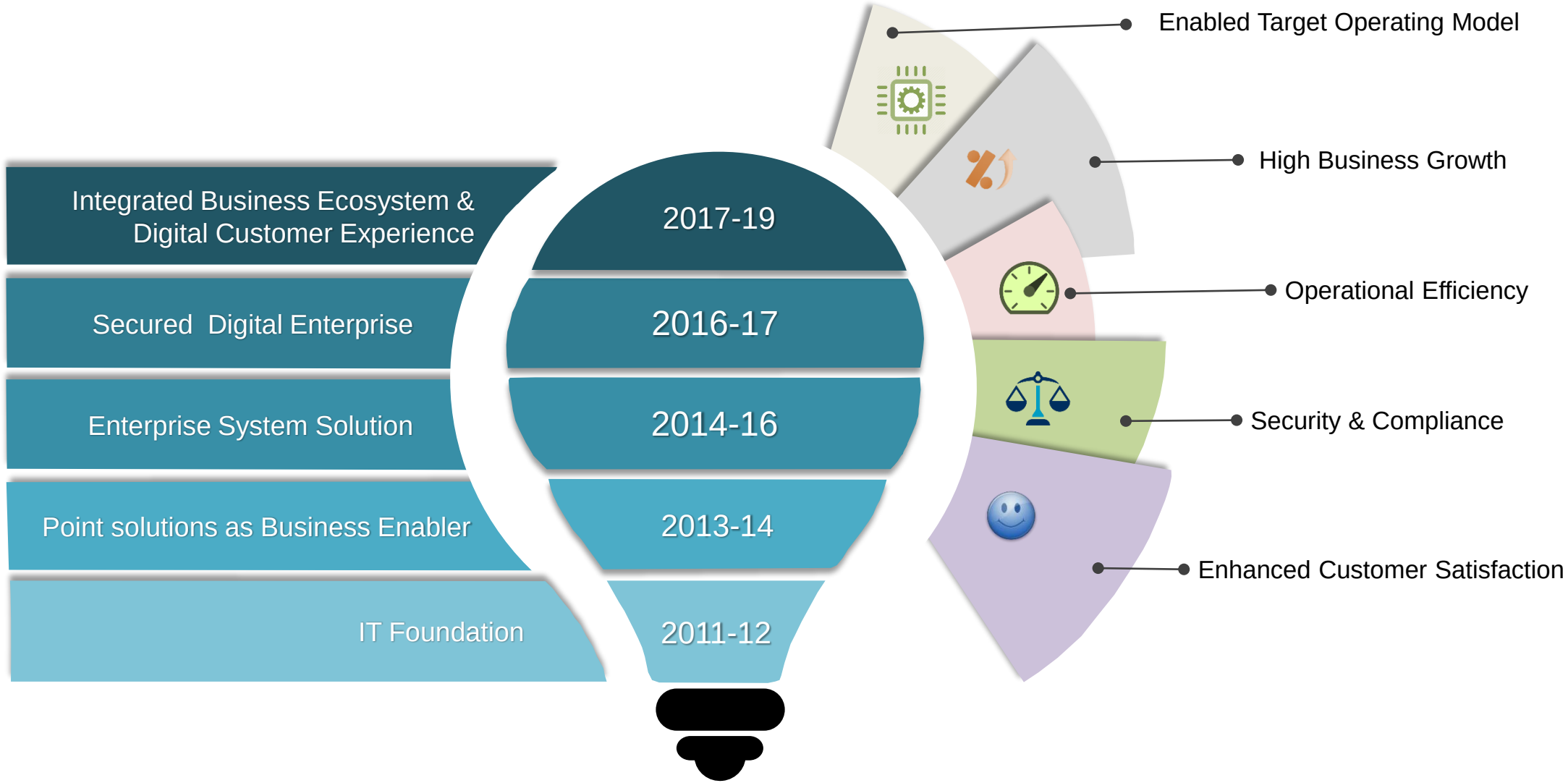
KYC Verification

- Online verification from authentic data sources
- Efficient document sampling
- Captures customers with alternate credit history

Banking Analytics

- In-depth and informative analysis at a click
- Reduction in turnaround time
- Faster results with minimal human intervention

Technology enabled Growth



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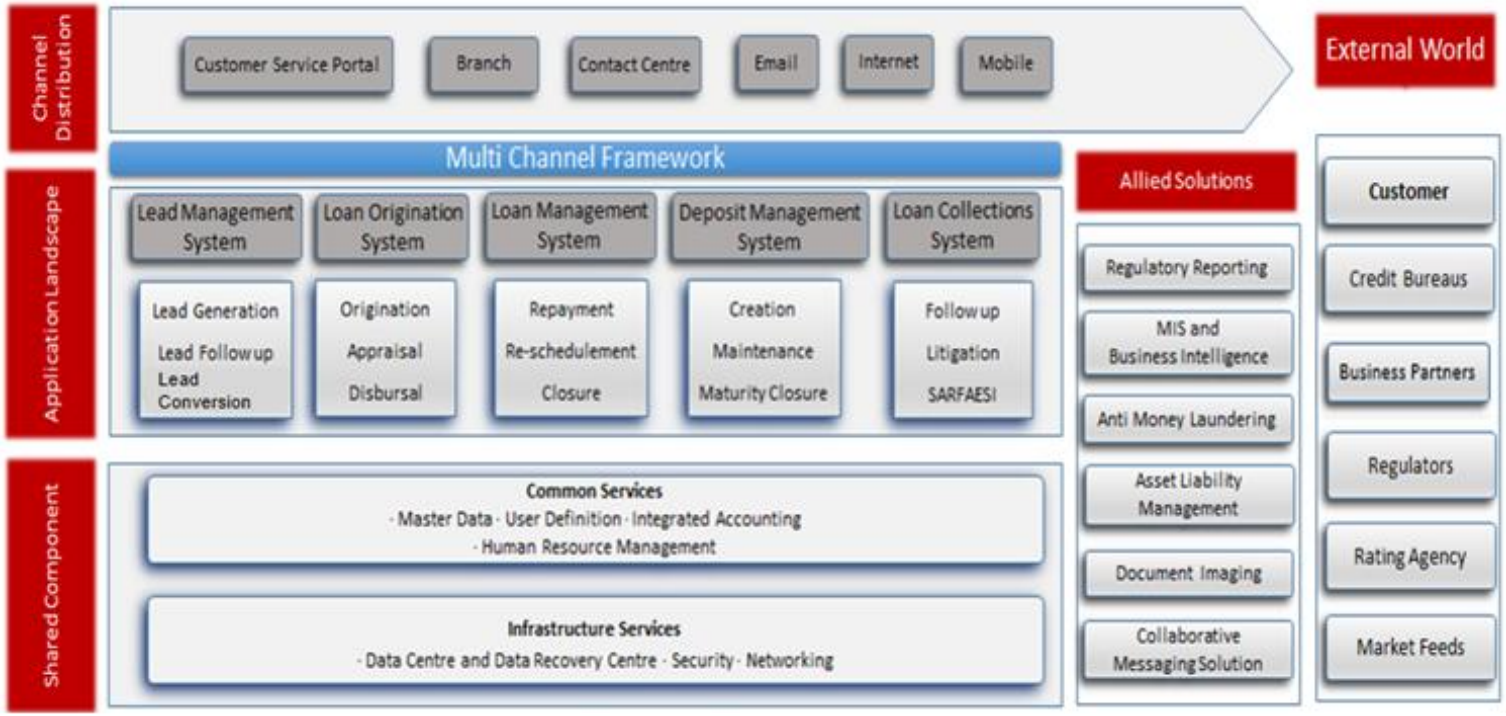
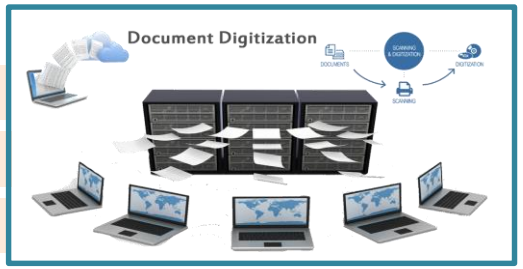
Integrated Technology Platform

IT as backbone of Business Processing



Digitization to bring efficiencies and enhance customer service

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



Central Operations and Central Processing Centre

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

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

ISO 9001:2015 Certified

OPERATIONS & PROCESSING

TRANSFORMED

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

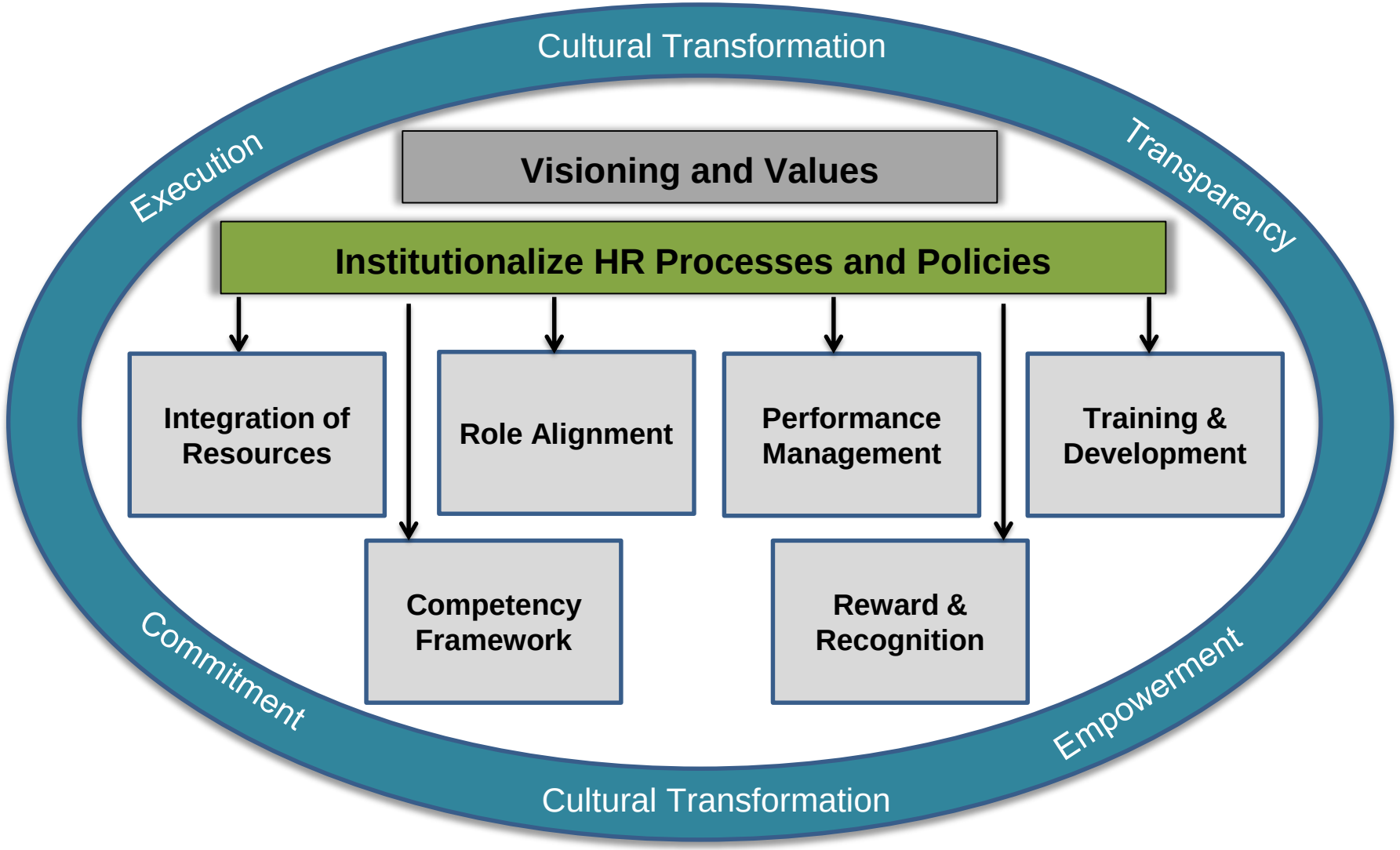
- Technology enable target operating model
- Scalable and flexible delivery model.
- Management of non-customer interface operational activities

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

"Leading to Branches being more customer focussed"

COPS: Central Operations, CPC: Central Processing Centre

People Initiatives



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The Growth Journey

Year on Year Trends

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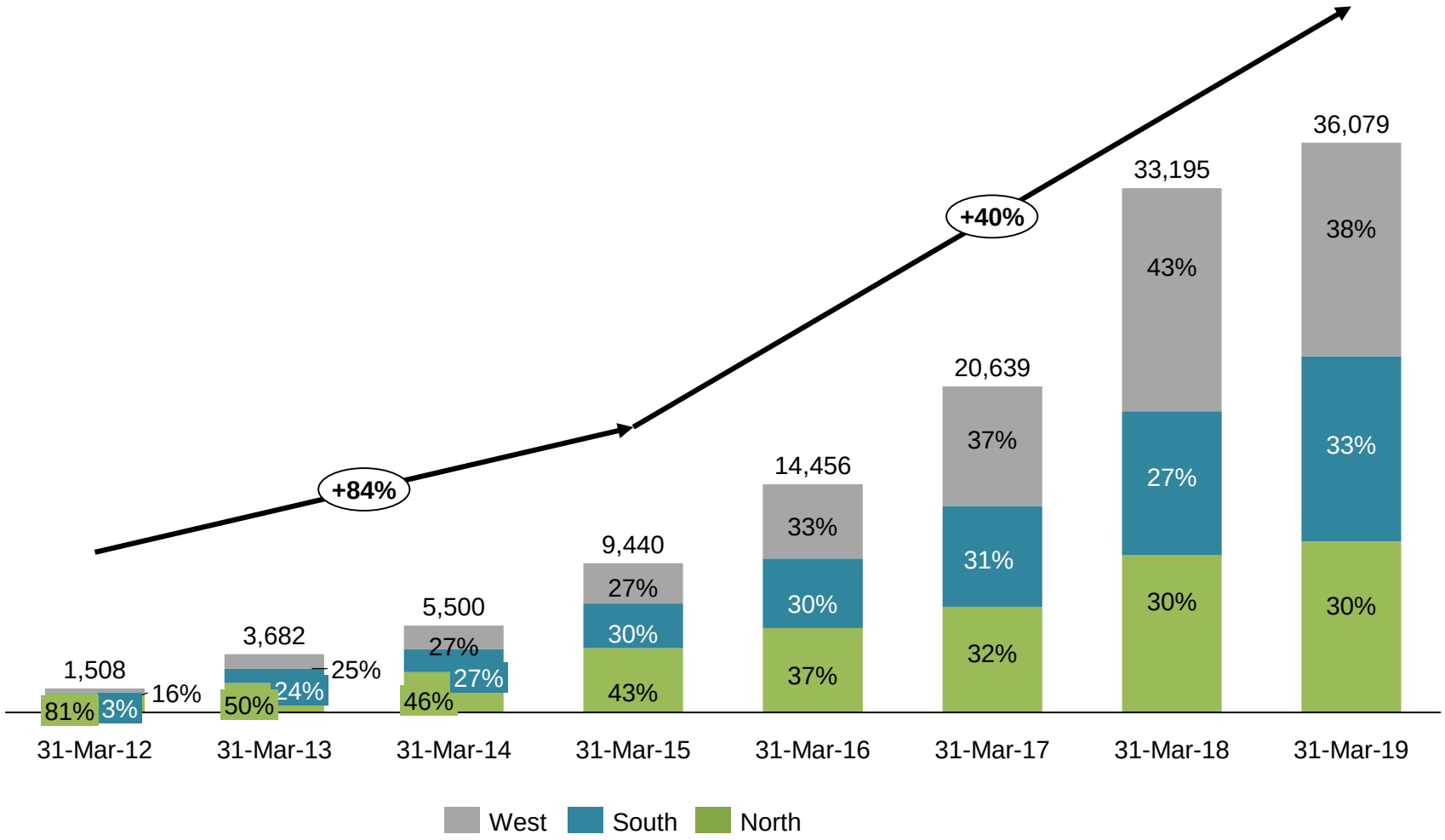
Accelerated growth in Disbursements



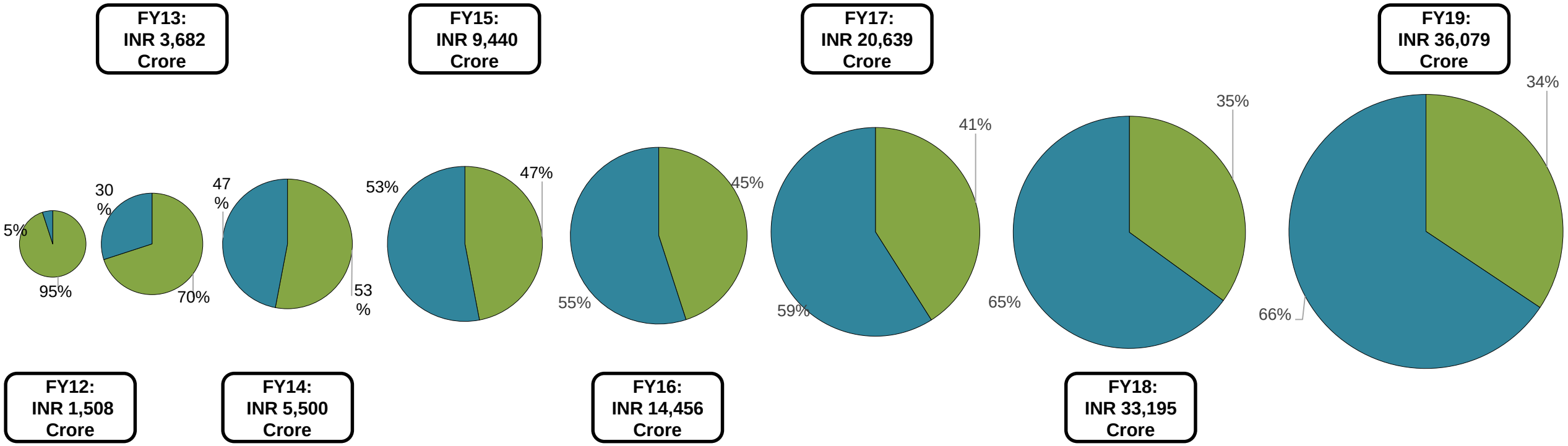
- Fastest growing amongst top five HFCs in India*
- De risked over a period of time with pan India presence

Values in INR Crore
One Crore = 10 Million

*Source: ICRA Industry Update March 2019; Based on growth rate of Loan assets as on Dec-18 over Mar-18

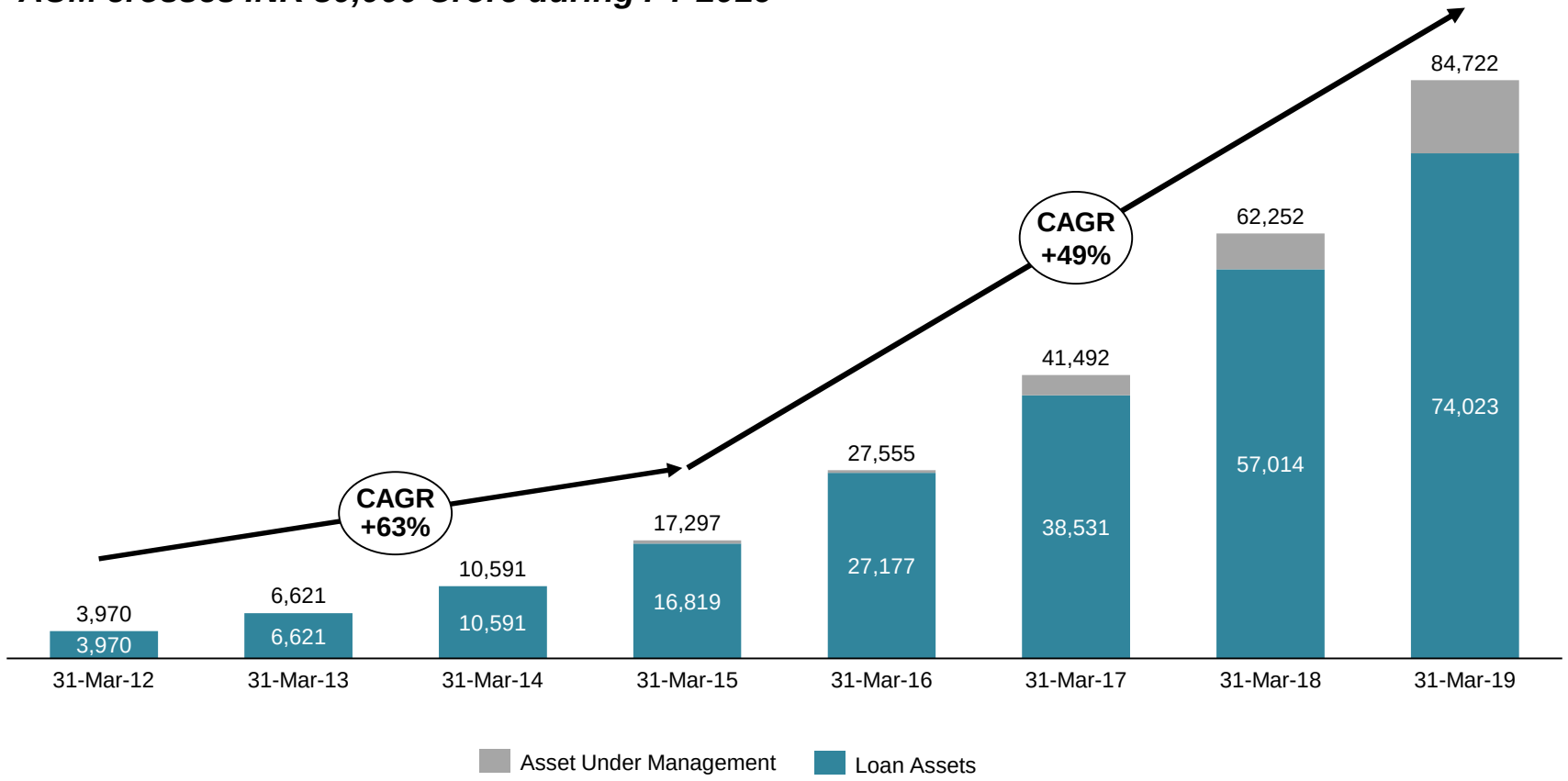
De-risked third party Dependency

% Disbursement



Asset Growth

AUM crosses INR 80,000 Crore during FY 2019

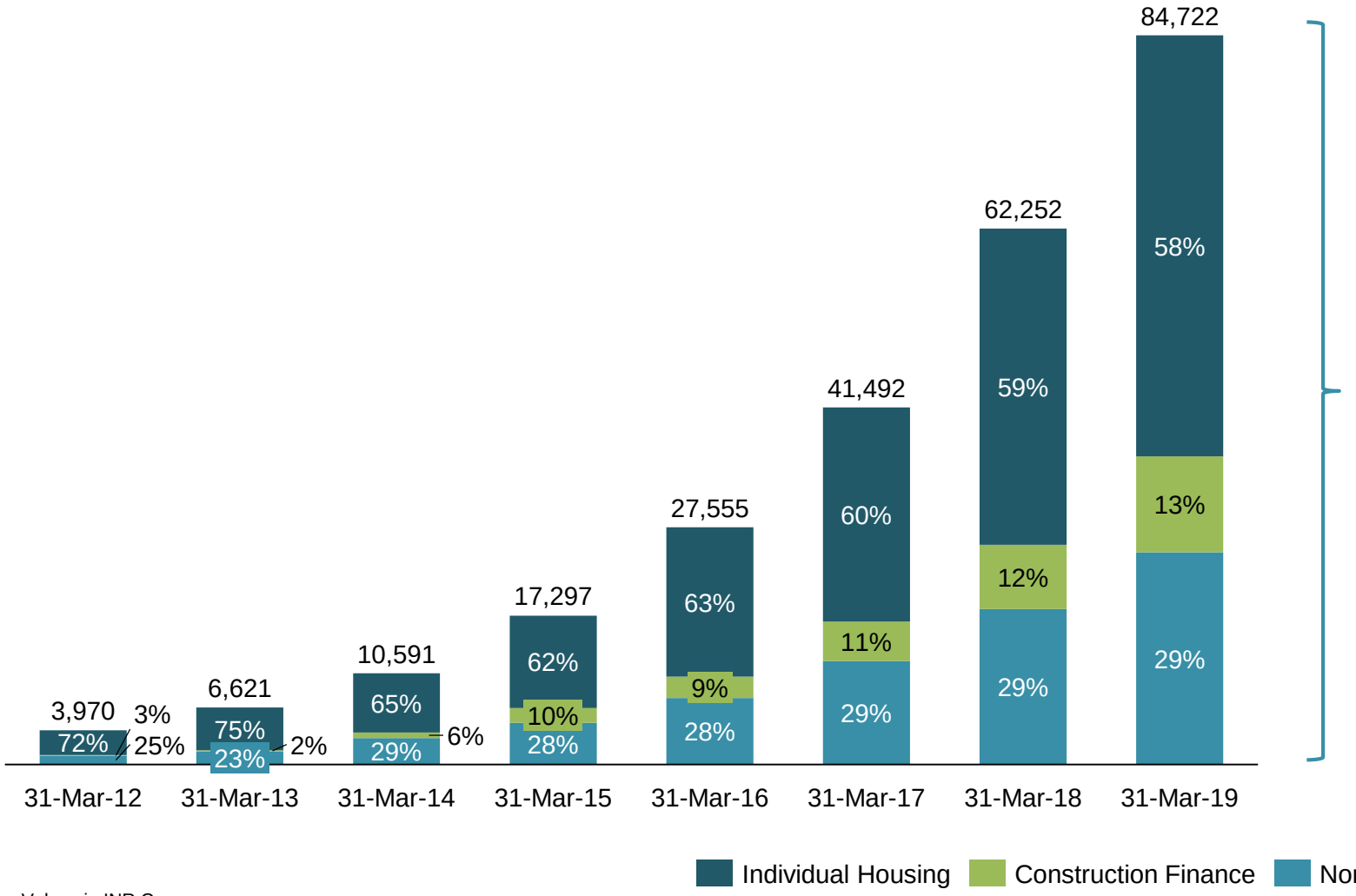


- Strong growth in AUM with smaller base
- PNB Housing share amongst the HFC sector increased from 2.5% in FY14 to 6.9% in Dec 2018*
- One of the Top 5 HFCs in the Country*

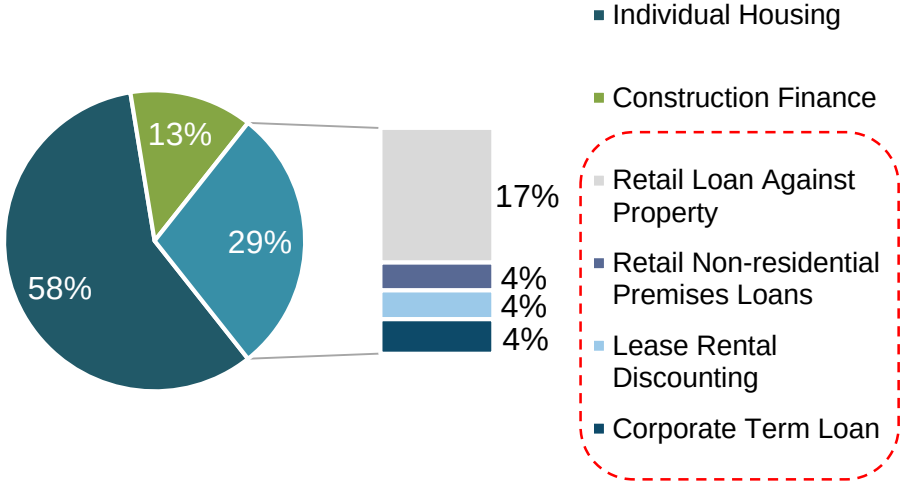
Values in INR Crore
One Crore = 10 Million

*Source: ICRA Industry Update March 2019

Well Balanced AUM mix - Strong Competitive Edge



Product-wise AUM Break-up



Values in INR Crore
One Crore = 10 Million

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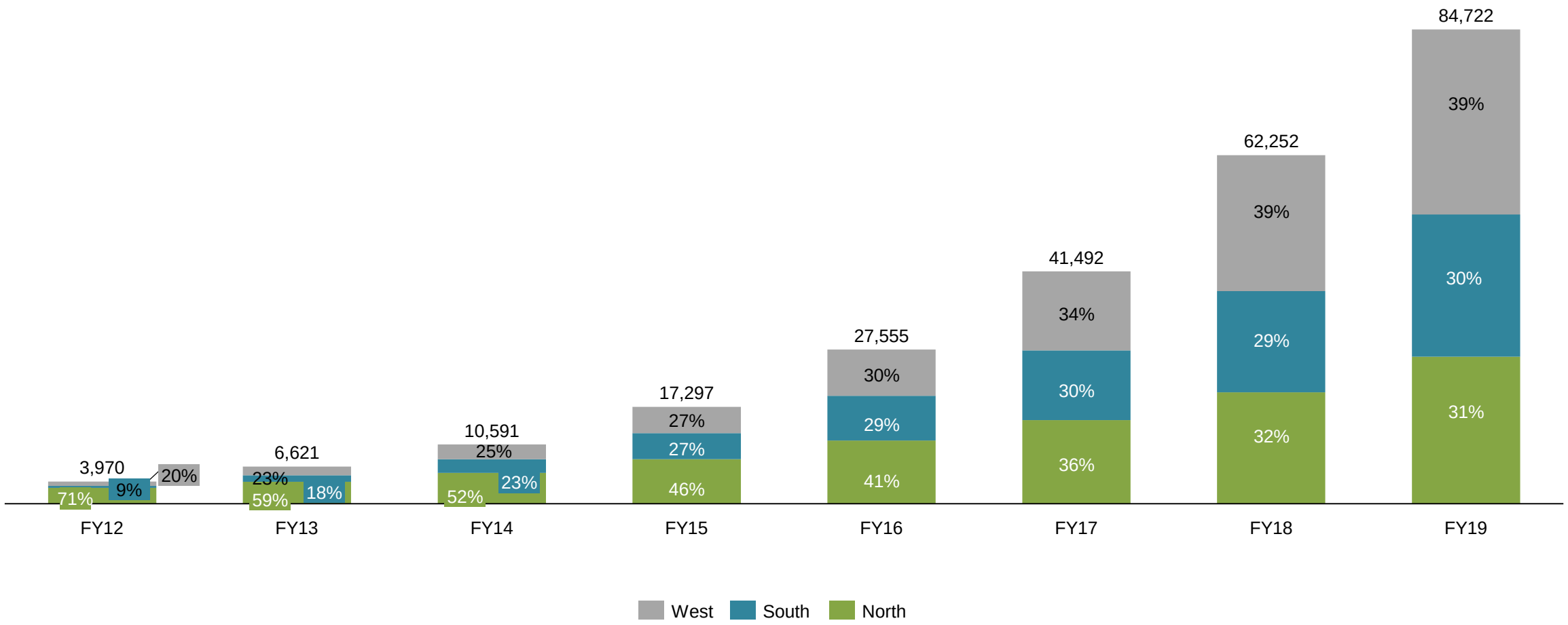
De-risked Geographical Concentration

% of Asset Under Management

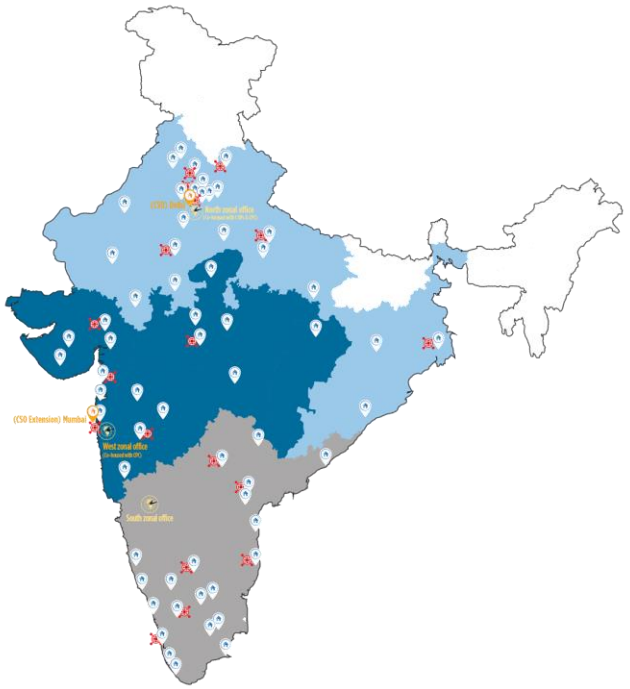


Values in INR Crore
One Crore = 10 Million

Business Operations

Branches – Point of Sales & Services
Processing Hubs – Fountain head for Decision Making

Our Network



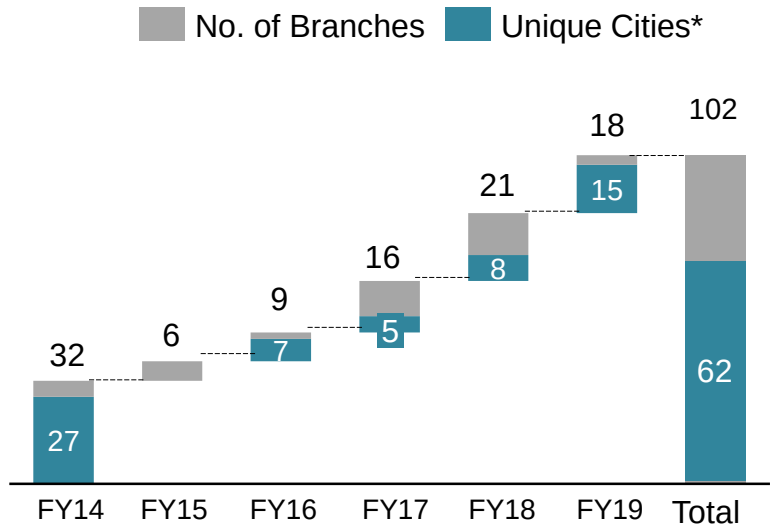
Central Support Office

As on 31-Mar-19

Geography	Hub	Branches
North	8	33
South	8	35
West	7	34

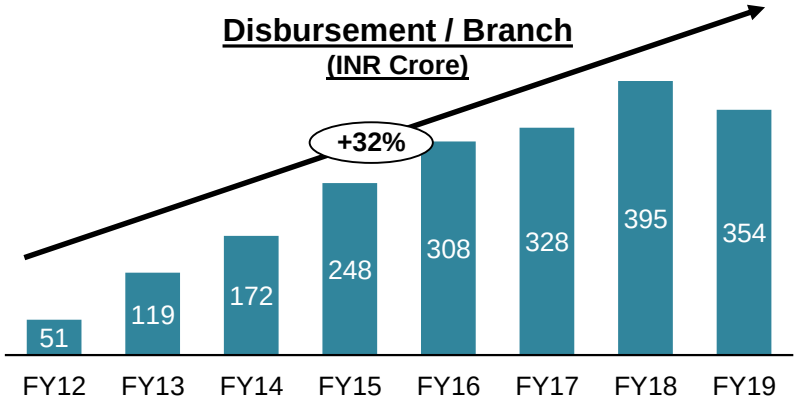
- In-depth analysis of demographics and growth prospects
- Establish branches as per business potential
- Market deepening strategy
- Hubs aid and support branch expansion
- Track operational break-even for each establishment

No. of Branches



New Branches^ contributes 32% of Retail Disbursement

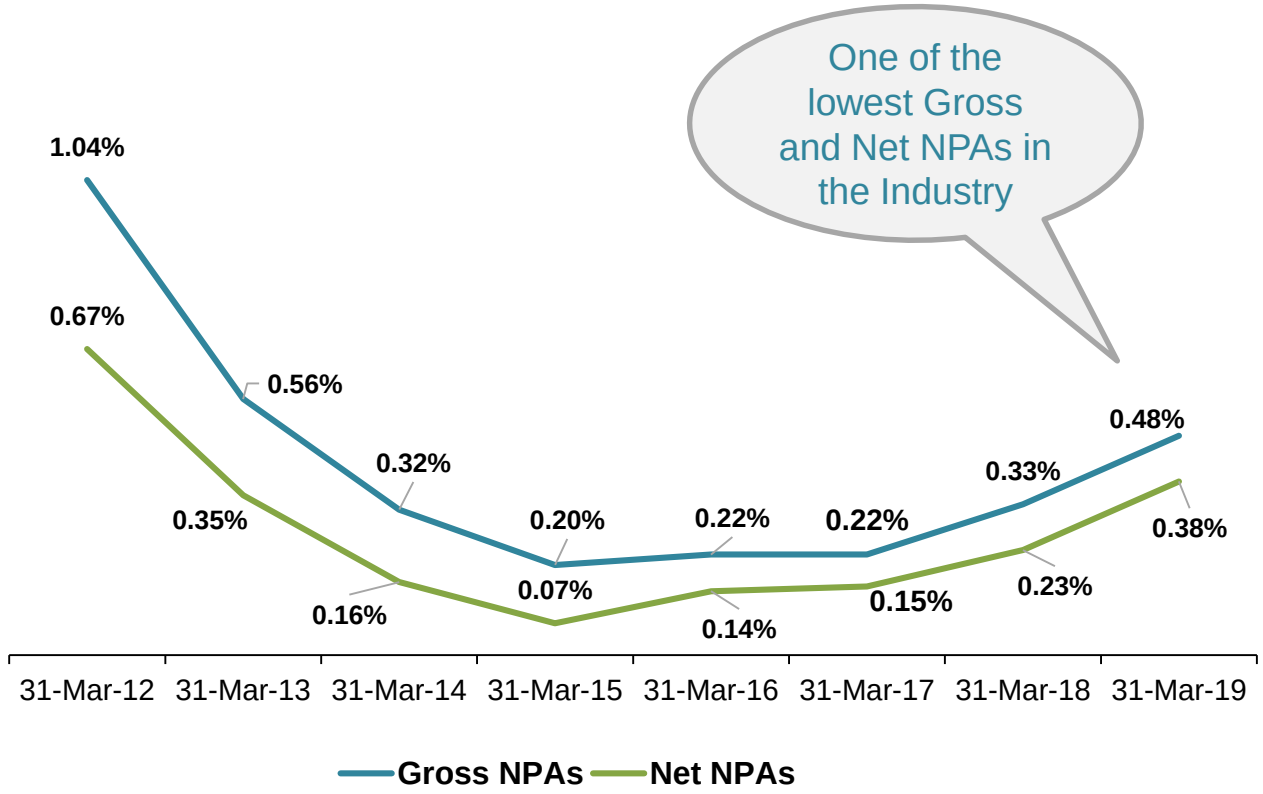
Disbursement / Branch (INR Crore)

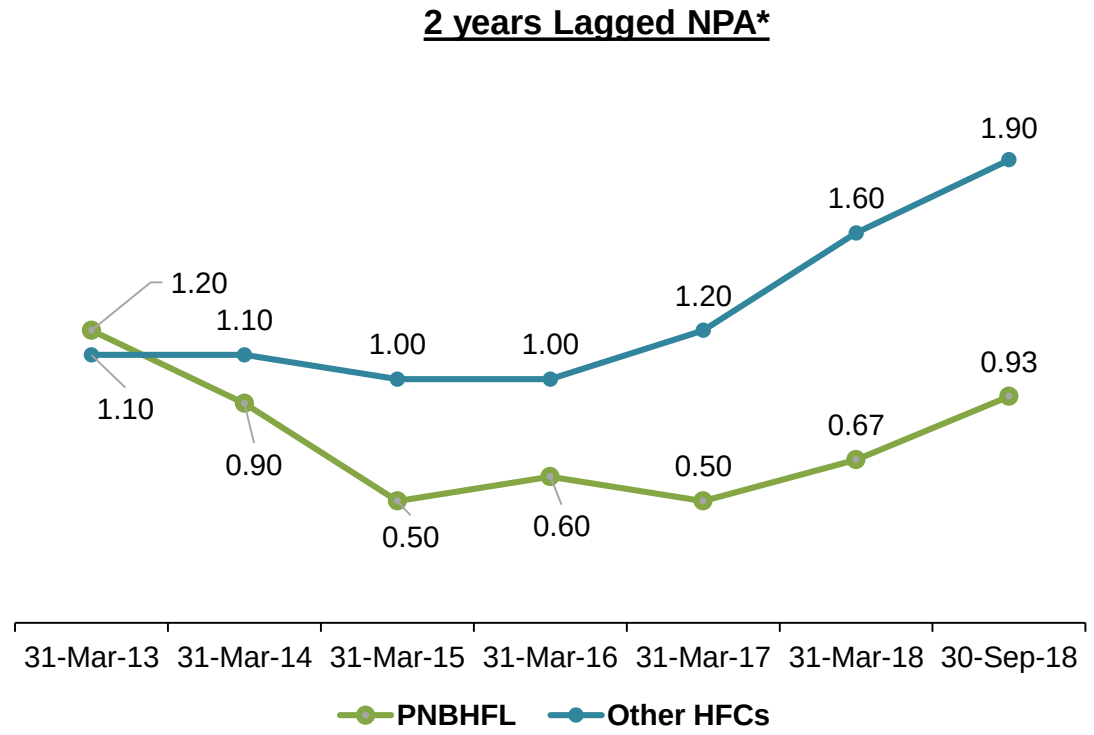


*Unique cities are part of Branches
^ Branches made operational in current FY and two FY prior i.e. FY17 onwards

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

Consistently maintaining NPAs below the Industry average





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

NPA as a % of Loan Assets

*Source: CRISIL

Robust Credit Rating

2012

CARE AA+

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

2013

CARE AA+

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

ICRA AA+ (NCDs)

2014

CARE AAA

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

ICRA AA+ (NCDs)

2015

CARE AAA
A1+ (CPs)

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

ICRA AAA (NCDs)

INDIA Ratings AAA (NCDs)

2016

CARE AAA
A1+ (CPs)

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

ICRA AA+* (NCDs)

INDIA Ratings AAA (NCDs)

2017

CARE AAA
A1+ (CPs)

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

ICRA AA+ (NCDs)

INDIA Ratings AAA (NCDs)

2019

CARE AAA (NCDs)
AAA (Deposits)
A1+ (CPs)

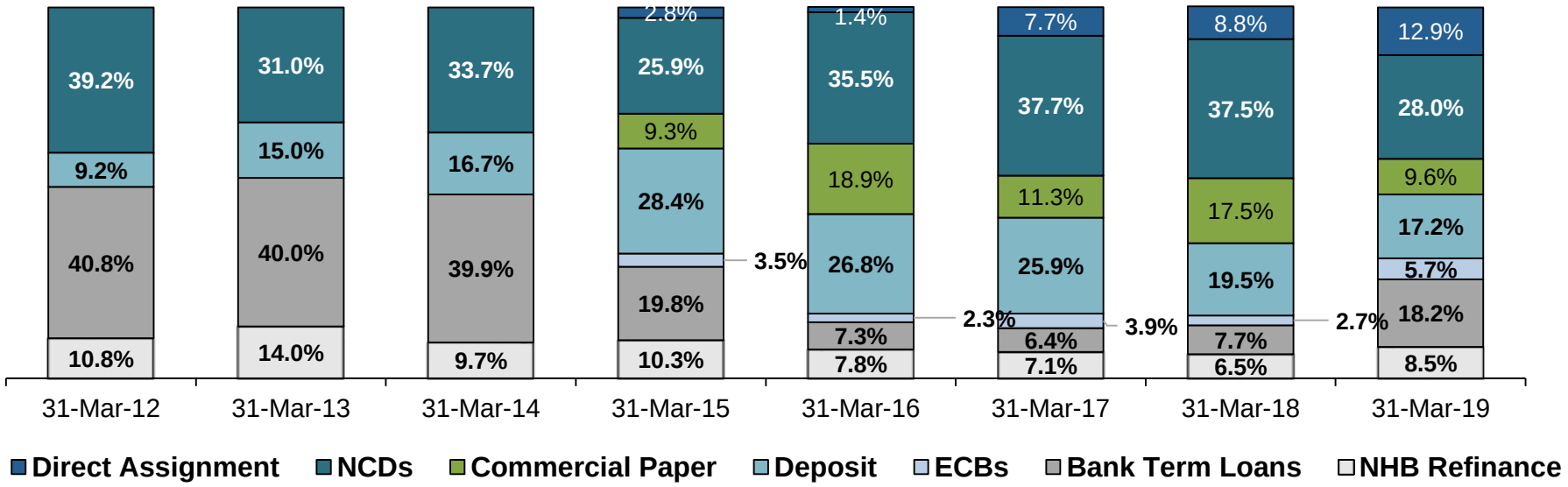
CRISIL AA+ (NCDs)
FAAA (Deposits)
A1+ (CPs)

ICRA AA+ (NCDs)

INDIA Ratings AA+ (NCDs)

Upto 2014 CARE long term rating was for NCDs; 2015 onwards it is for NCDs, Deposits & Bank Term Loan
* Rating downgrade in 2016 was influenced by the rating of the parent company- PNB

Well Diversified Borrowing Composition



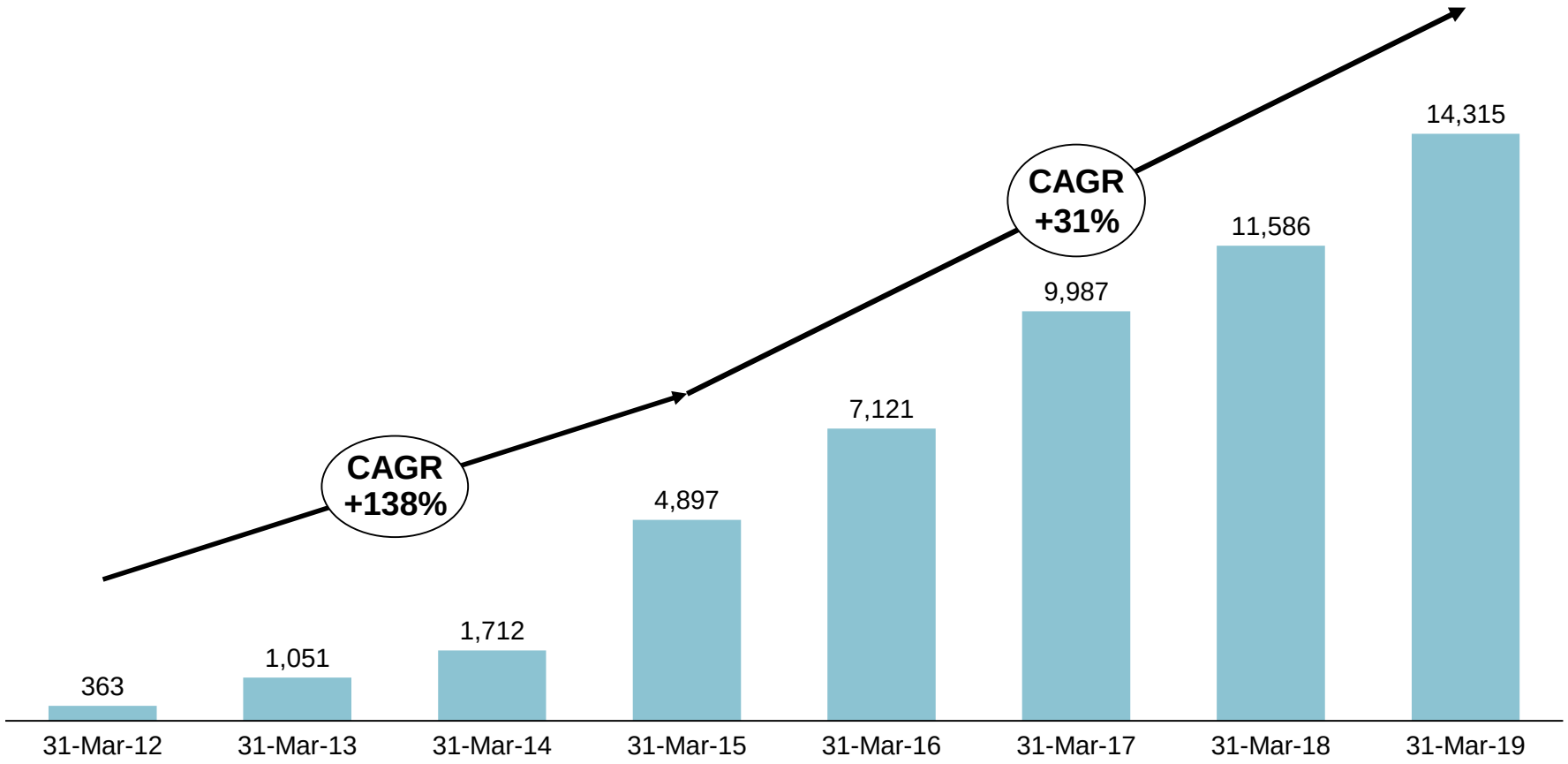
- Raised cumulative ECB of US$ 715 mn; US$ 250 mn under approval route and US$ 465 mn under automatic route
- First HFC to raise funds through Green Bonds
- Well diversified Investor base

	31-Mar-12	31-Mar-13	31-Mar-14	31-Mar-15	31-Mar-16	31-Mar-17	31-Mar-18	31-Mar-19
Borrowing	3,962	6,787	10,241	16,752	26,159	35,657	54,268	72,362
Assignment	0	0	0	478	378	2,961	5,238	10,699
Total Resource	**3,962**	**6,787**	**10,241**	**17,230**	**26,537**	**38,618**	**59,506**	**83,061**

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

One Crore = 10 Million

Growth in Deposit Outstanding



- Second largest deposit mobilizer among HFCs*
- Deposit growth of over 39 times from FY12 to FY19 on back of high credit rating and service quality
- Strong and predictable distribution channel- the base grew from over 300 brokers in FY12 to more than 9,500 brokers end FY19

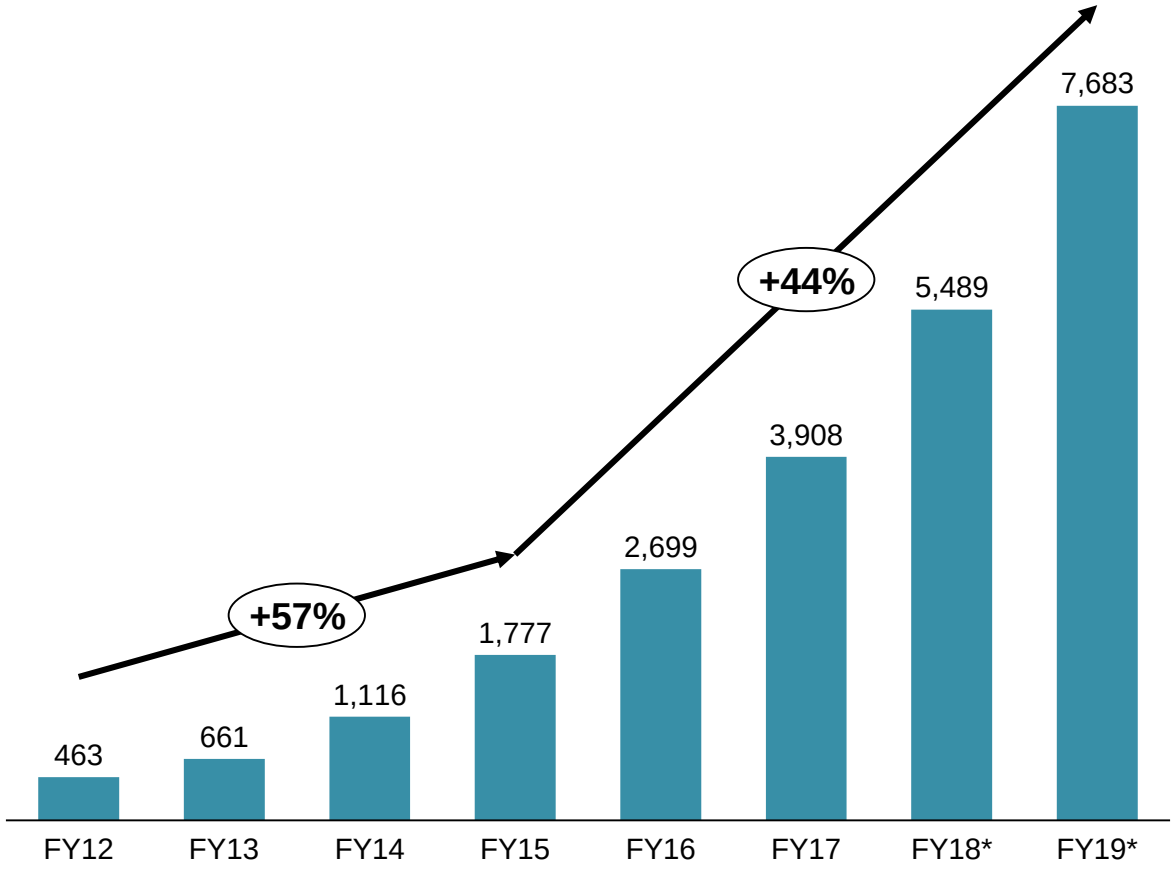
Values in INR Crore
One Crore = 10 Million

*Source: Company Report

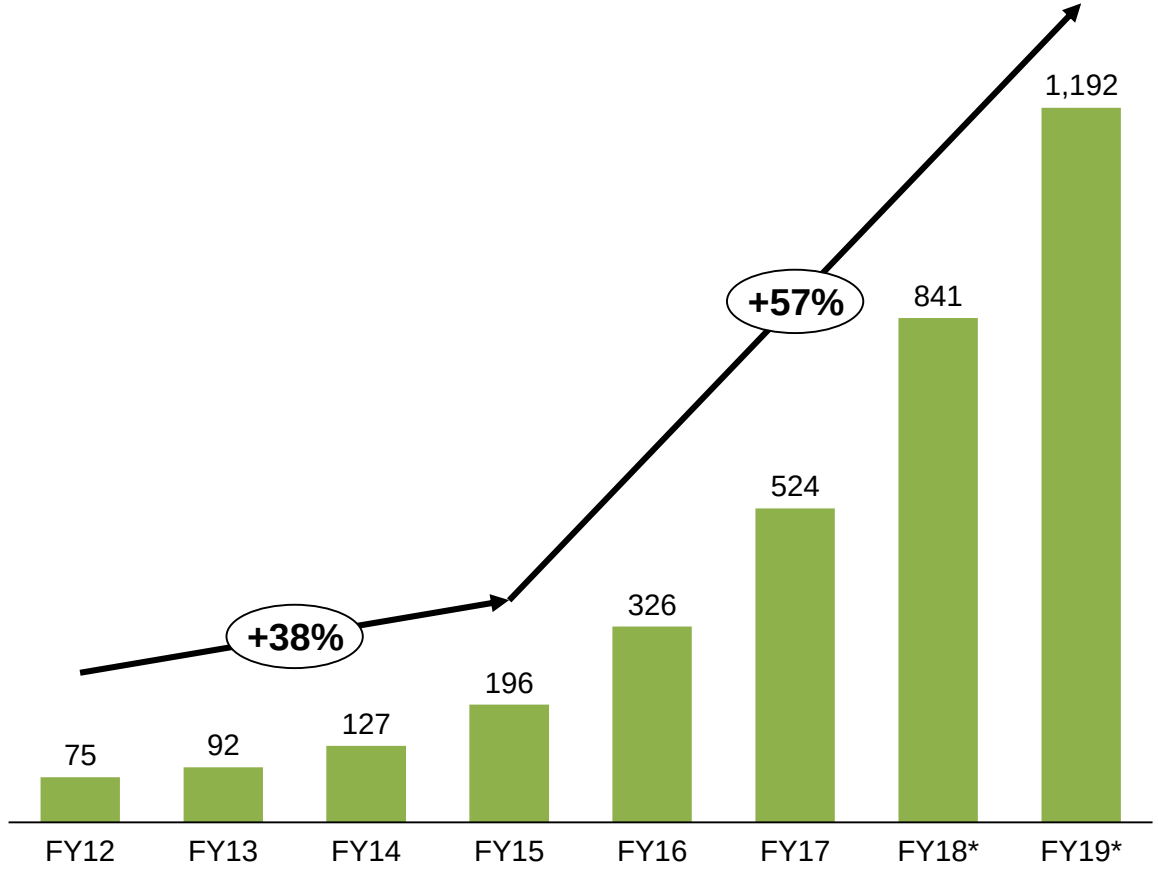
Financial Performance

Strong Revenue & Profit growth

Total Revenue



Profit After Tax



* FY18 & FY19 numbers are on Consolidated basis and as per Ind-AS
Values in INR Crore
One Crore = 10 Million

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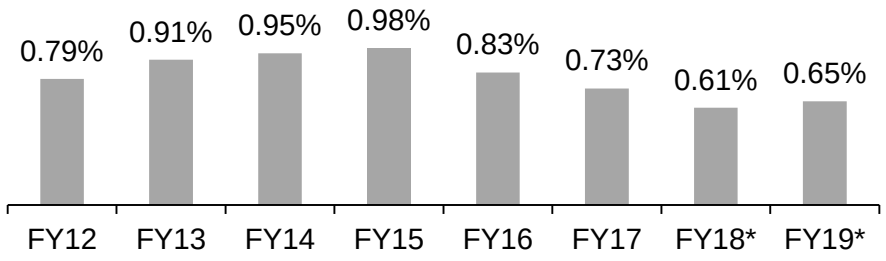
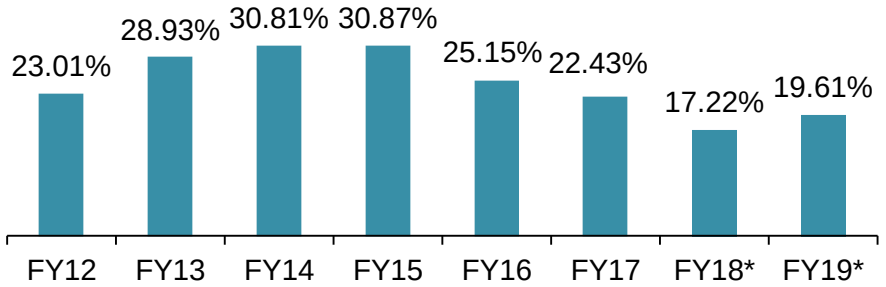
Operating Leverage Playing Out with Better Return Profile

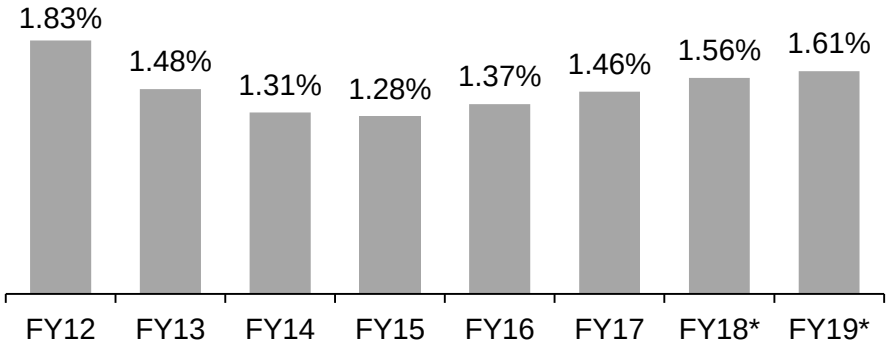
Opex to Average Total Asset Ratio



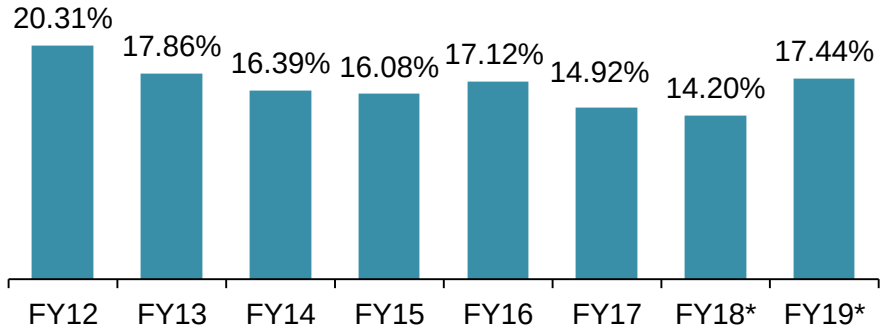
Cost to Income Ratio



Return on Total Asset



Return on Equity

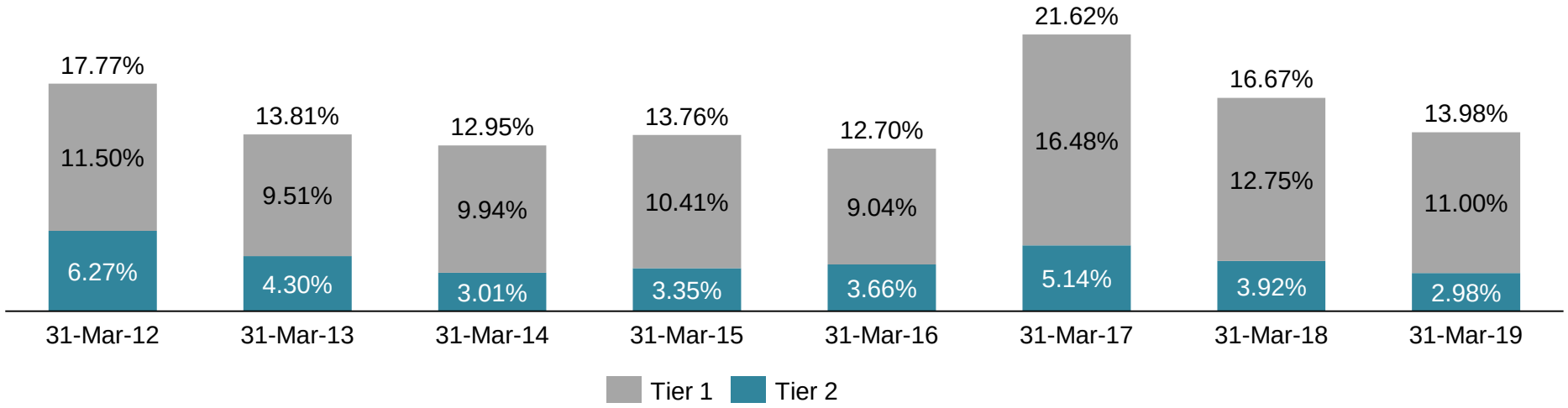


Economies Of Scale Delivering Improved Efficiency and Operating Leverage

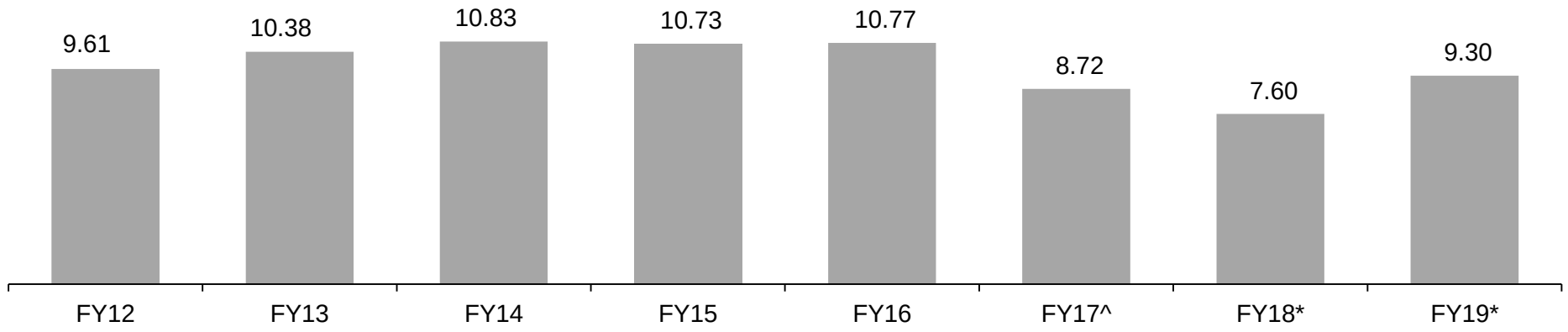
Ratios are calculated on Monthly Average
Opex to ATA is calculated as Operating Expenditure(Employee Cost + Other Expenses + Depreciation - Acquisition Cost – ESOP cost - CSR cost)/Average Total Assets as per Balance sheet
Cost to Income Ratio: Operating Expenditure(Employee Cost + Other Expenses + Depreciation - Acquisition Cost – ESOP cost - CSR cost) / (Net Revenue-Acquisition Cost)
* For the calculation of ratios, P&L numbers for FY18 & FY19 are as per Ind AS

CRAR and Comfortable Gearing

Capital to Risk Asset Ratio



Average Gearing (x)



Ratios are calculated on Monthly Average

* For the calculation of ratios, P&L numbers for FY18 & FY19 are as per Ind AS

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

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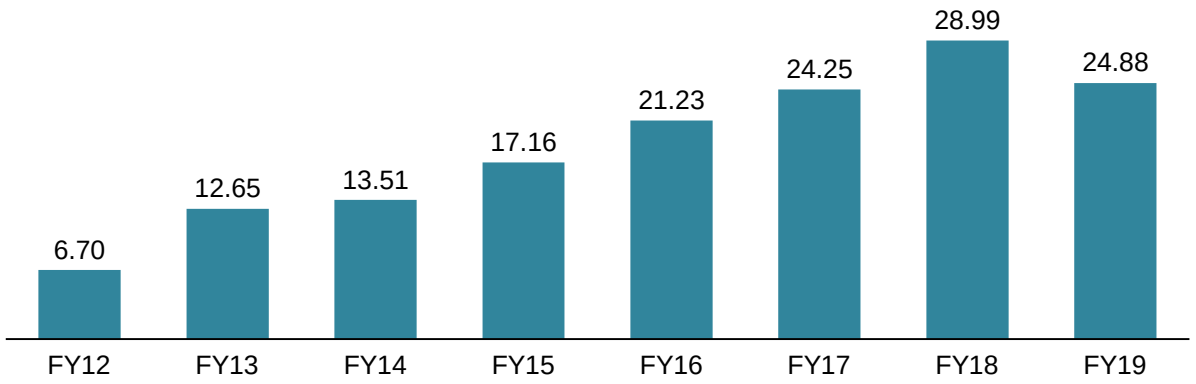
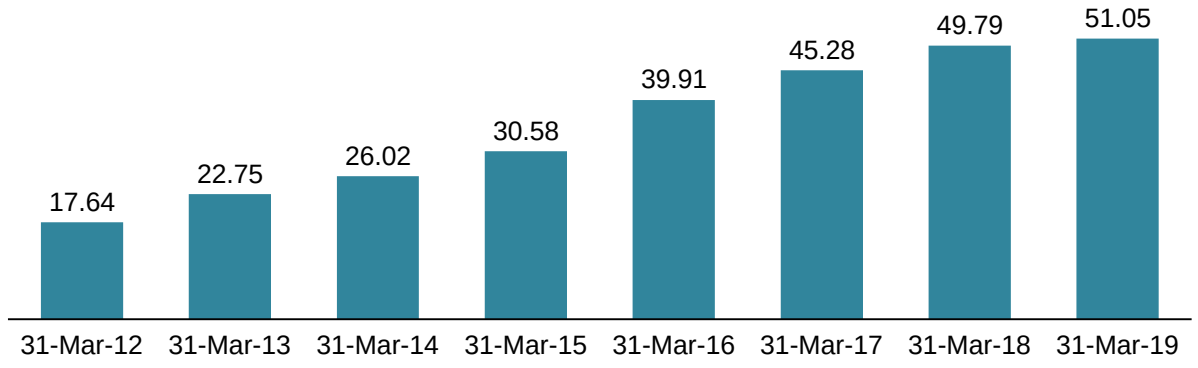
Employee Efficiency

INR Crore / Employee

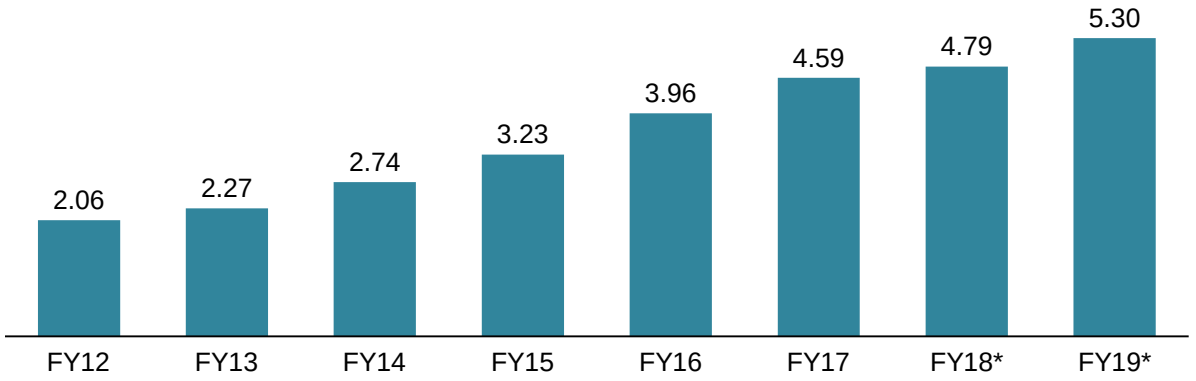
Disbursement / Employee



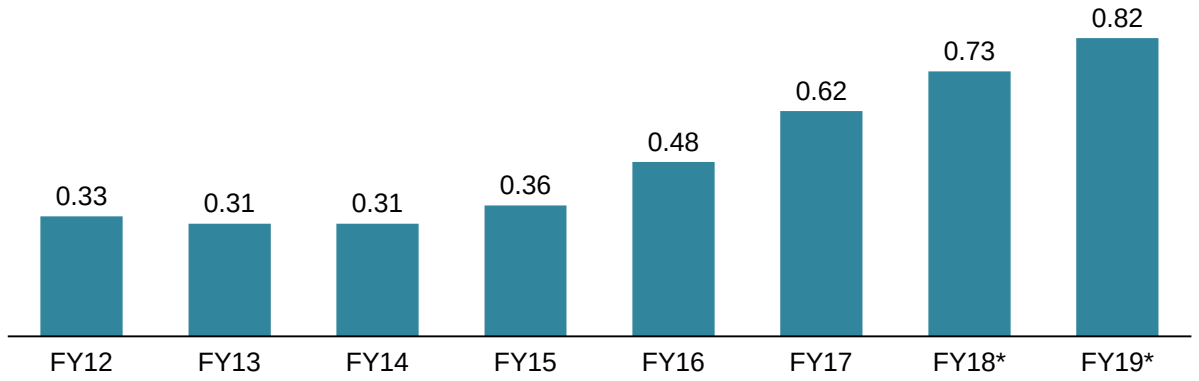
Loans Outstanding / Employee



Total Revenue / Employee



Profitability / Employee

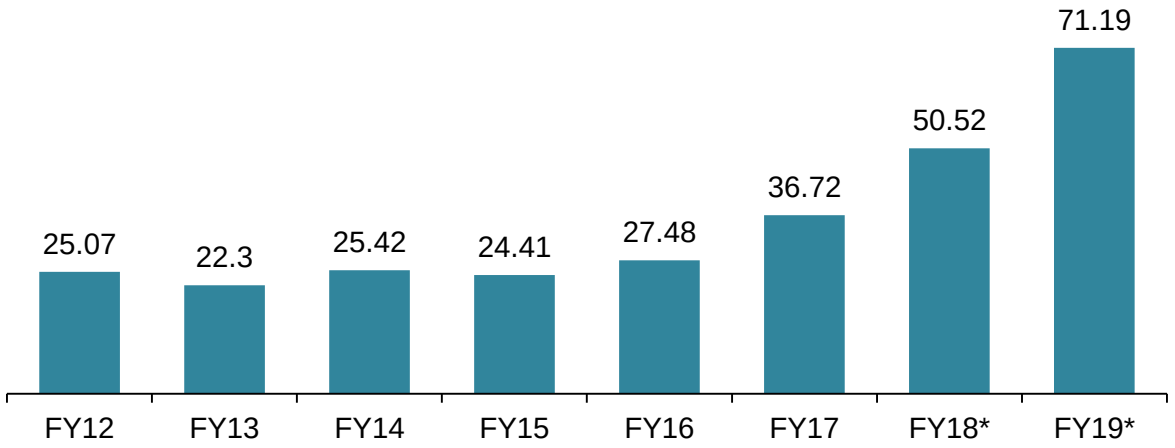


* For the calculation of ratios, P&L numbers for FY18 & FY19 are as per Ind AS
Calculated on Average employee for the Year

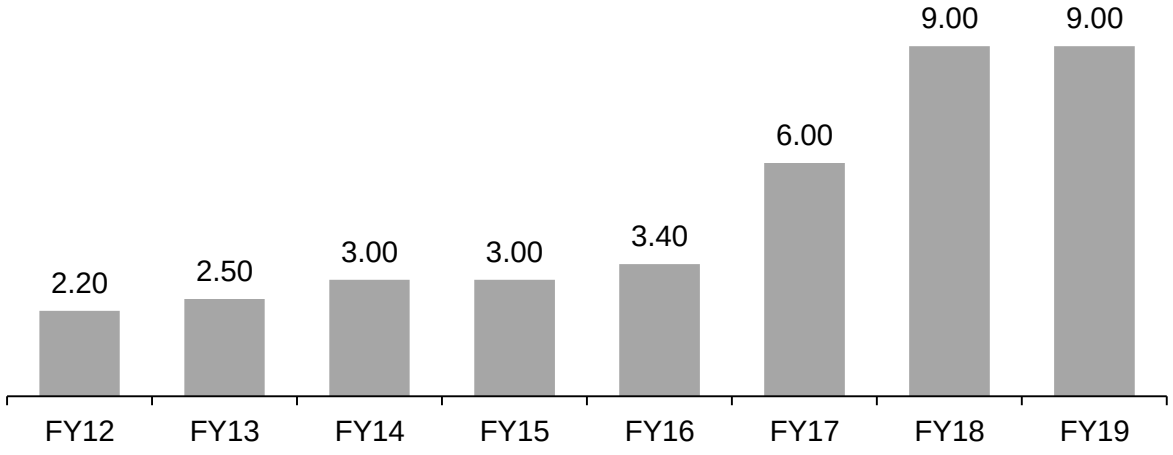
Valuation & Shareholding

Return to Shareholders

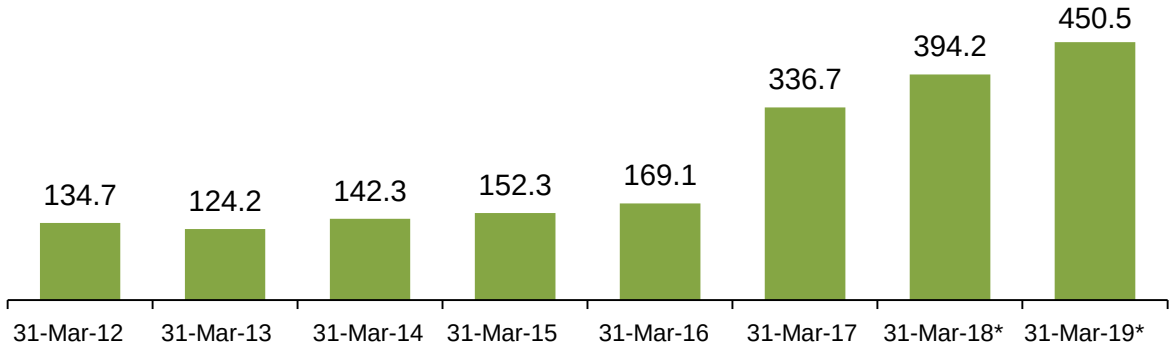
Earning Per Share (INR)



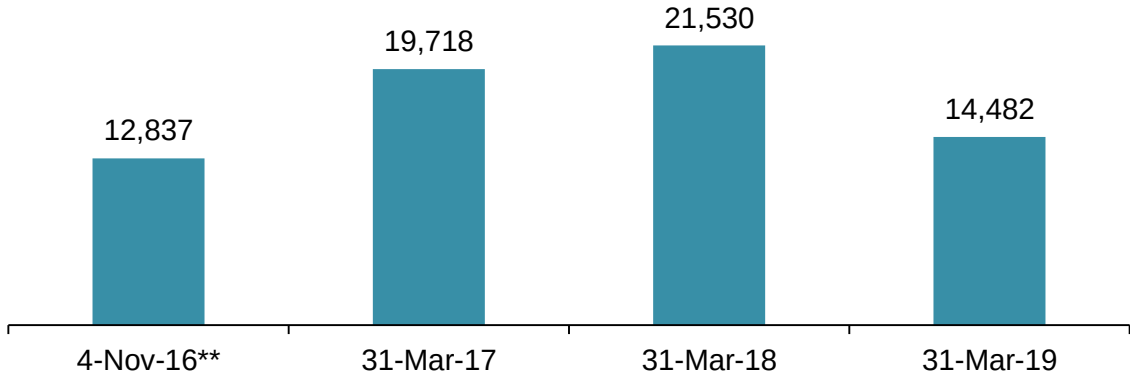
Dividend Per Share (INR)



Book Value Per Share (INR)



Market Cap (INR Crore)

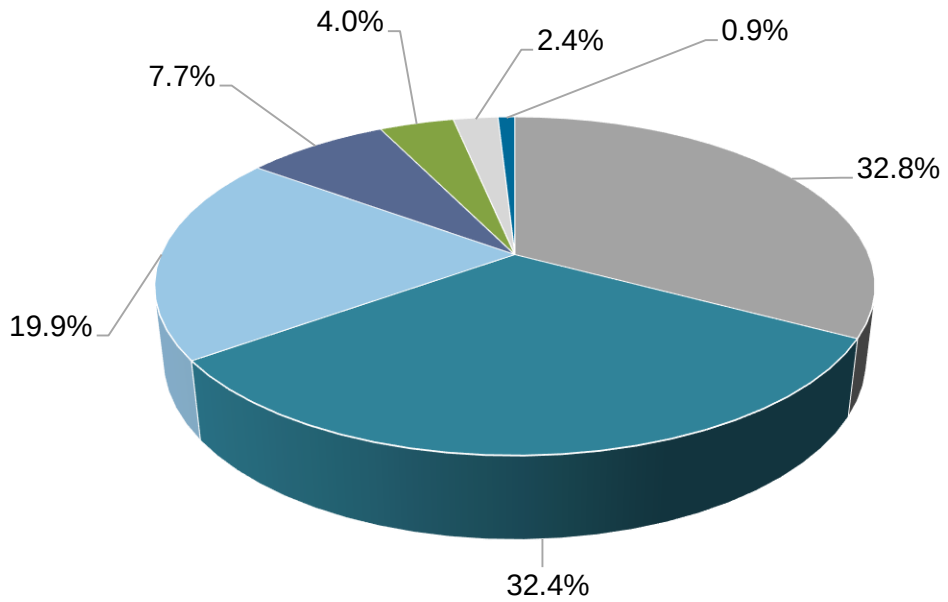


* As per Ind AS
** IPO price of INR 775 per share

pnb Housing Finance Limited

Shareholding

Shareholding as on 31-Mar-19



- Promoters (PNB)
- Quality Investment Holdings (The Carlyle Group)
- Foreign Inst. Investors
- Mutual Funds
- Public & Others
- Bodies Corporates
- Financial Institutions / Banks

Outstanding Shares – 16,74,69,016 shares

MSCI

Included in
"MSCI Global Small Cap Index"
in November 2018

pnb Housing Finance Limited

Successful Listing- “More than 20 times Oversubscribed ”

Issue Price

INR 775 per Share

Issue Size

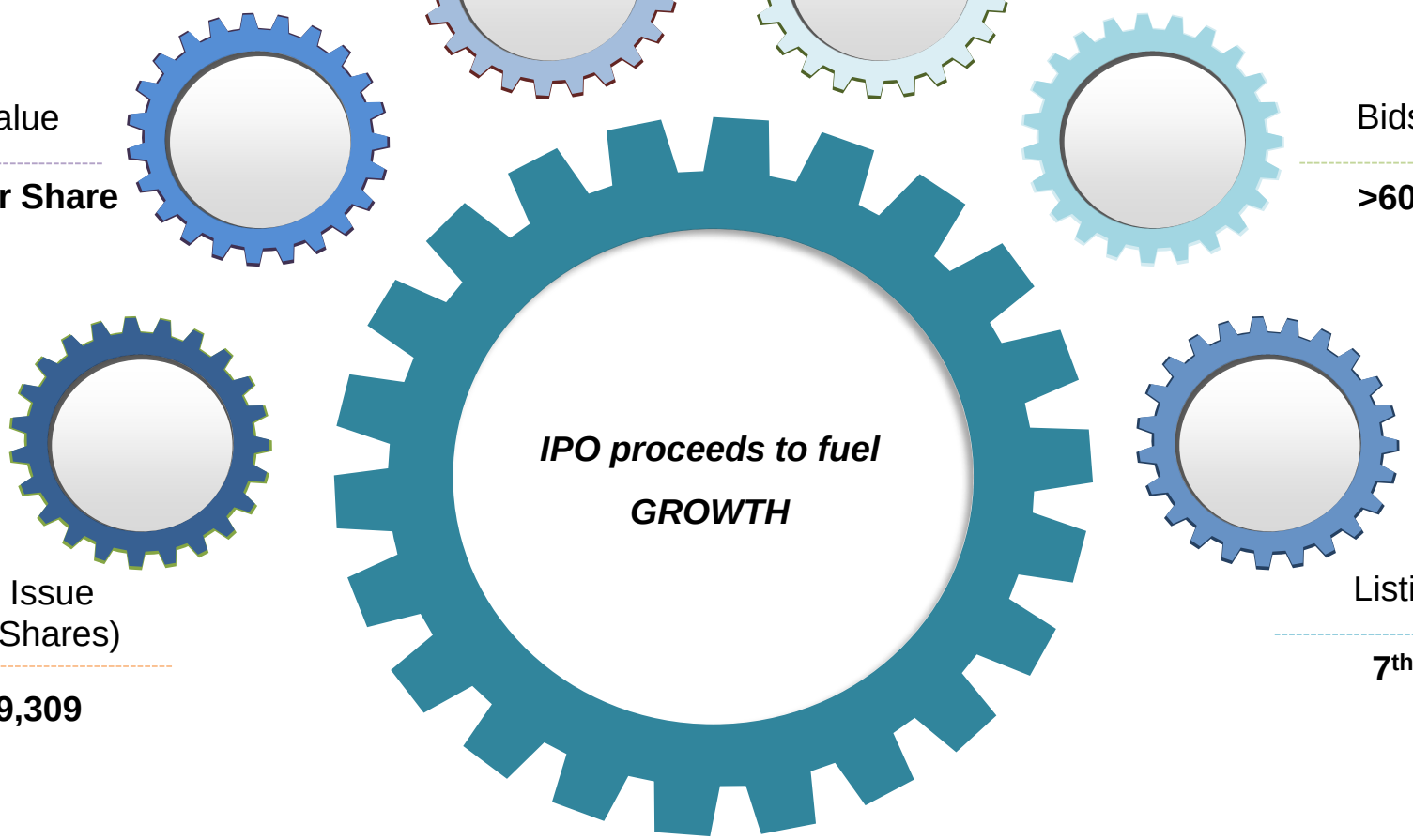
INR 3,000 Crore

Face Value

INR 10 per Share

Bids Received

>60,000 Crores



Fresh Issue
(No. of Shares)

38,719,309

Listing date

7th Nov’16

Key Anchor 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

Detailed Financials

Profit & Loss Statement - Consolidated

Particulars (INR Crore)	FY19*	FY18*	FY17	FY16	FY15	FY14	FY13	FY12
	IndAS		IGAAP					
Revenue from Operations	7,679	5,489	3,908	2,698	1,777	1,116	642	454
Other Income	4	1	0	1	-	-	19	9
Total Revenue	**7,683**	**5,490**	**3,908**	**2,699**	**1,777**	**1,116**	**661**	**463**
Expenditure:								
Finance Cost	5,166	3,537	2,644	1,860	1,265	801	462	315
Employee Benefit Expenses	304	144	101	75	67	40	26	16
Other Expenses	258	273	237	162	106	63	34	23
Depreciation Expense	31	24	19	15	5	5	2	0
Provisions and Write-Offs	189	277	103	83	38	30	12	6
Total Expenditure	**5,949**	**4,255**	**3,104**	**2,196**	**1,481**	**940**	**535**	**361**
Profit Before Tax	**1,734**	**1,235**	**804**	**503**	**296**	**176**	**126**	**103**
Tax Expenses	543	393	280	177	100	48	35	27
Net Profit After Tax	**1,192**	**841**	**524**	**326**	**196**	**127**	**92**	**75**
EPS (Basic)	**71.2**	**50.5**	**36.7**	**27.5**	**24.4**	**25.4**	**22.3**	**25.1**

One Crore = 10 Million

Balance Sheet Statement (IND-AS Consolidated)

	Particulars (INR Crore)	31-Mar-19	31-Mar-18
	LIABILITIES		
1	**Financial Liabilities**		
(a)	Derivative financial instruments	210.8	38.6
(b)	Payables		
	(I) Trade Payables		
	(i) total outstanding dues of micro enterprises and small enterprises		
	(ii) total outstanding dues of creditors other than micro enterprises and small enterprises	127.2	119.6
(c)	Debt Securities	29,604.9	31,088.3
(d)	Borrowings (Other than Debt Securities)	26,793.2	9,950.7
(e)	Deposits	14,023.0	11,339.8
(f)	Subordinated Liabilities	1,437.7	1,397.9
(g)	Other financial liabilities	2,091.3	854.5
	Sub Total - Financial Liabilities	**74,288.1**	**54,789.3**
2	**Non-Financial Liabilities**		
(a)	Provisions	25.2	18.7
(b)	Other non-financial liabilities	2,011.8	1,639.1
	Sub Total - Non-Financial Liabilities	2,037.0	1,657.8
3	**EQUITY**		
(a)	Equity Share capital	167.5	166.6
(b)	Other Equity	7,376.4	6,400.8
	Equity attributable to equity holders of the parent	**7,543.9**	**6,567.4**
	Non-controlling interest	-	-
	TOTAL – EQUITY & LIABILITIES	**83,869.0**	**63,014.5**

	Particulars (INR Crore)	31-Mar-19	31-Mar-18
	ASSETS		
1	**Financial Assets**		
(a)	Cash and cash equivalents	4,034.0	2,817.0
(b)	Bank Balance other than (a) above	0.1	0.0
(c)	Derivative financial instruments	0.0	0.0
(d)	Trade Receivables	38.8	0.3
(e)	Loans	74,287.9	57,164.8
(f)	Investments	4,560.7	2,413.0
(g)	Other Financial Assets	513.0	240.8
	Sub Total - Financial Assets	**83,434.5**	**62,635.9**
2	**Non - Financial Assets**		
(a)	Current tax assets (Net)	115.6	48.5
(b)	Deferred tax Assets (Net)	61.0	45.5
(c)	Investment Property	0.6	0.6
(d)	Property, Plant and Equipment	78.3	58.4
(e)	Capital work-in-progress	3.8	8.2
(f)	Other Intangible assets	24.2	17.1
(g)	Intangible assets under development	1.4	1.5
(h)	Other non-financial assets	18.5	20.2
(i)	Assets held for sale	131.1	178.7
	Sub Total - Non - Financial Assets	**434.5**	**378.6**
	TOTAL - ASSETS	**83,869.0**	**63,014.5**

Balance Sheet Statement- Equity & Liabilities (I-GAAP)

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

One Crore = 10 Million

Balance Sheet Statement- Assets (I-GAAP)

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

One 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 skill enhancement training programmes for construction workers

Reaching Out, Reaching Far

- Collaborated with various NGOs and real estate developers to establish 33 day care centres on various construction sites
- Children of construction workers are provided with education, hygiene and nutrition at these day care centres

Investing in Education

- Adopted two schools with VIDYA to provide quality education to the underprivileged children
- Scholarship program for underprivileged children
- In partnership, initiated a badminton training programme for sports development in Government schools

Improving Access to Health Care

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

Touched over 65,000 lives

Number on cumulative basis

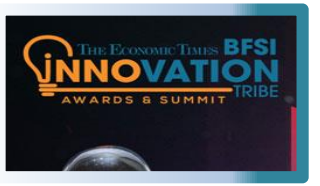
Awards and Recognitions

Recognised as **Best Brand of India 2019** by The Economic Times

Bagged Gold in '**Home Loan Provider of the Year 2018'**

Won **Silver for Annual Report FY2017-18**

Mr. Sanjaya Gupta recognised as One of the '**Most Promising Business Leaders of Asia 2019**' at the Economic Times' Asian Business Leaders Conclave.



Conferred bronze award at the SKOCH Awards 2018. The award was felicitated for µConnect, a collaborative service platform for underwriting partners.

Winner at **The Economic Times Innovation Tribe Awards 2018;** winning trophy in BFSI category for its innovative digital solution iBox.

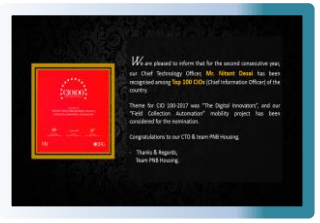
Bagged award at **Trescon BIG 50 BFSI Leaders Awards**. The award recognises leaders who identify need of the hour and leverage emerging technologies to provide holistic solutions.

Jointly received the 'Best Stand-out IR' award in the 'Large Cap' category by the prestigious IR Society of India in association with Bloomberg and BNY Mellon."

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

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

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



Mr. Nitant Desai awarded amongst **Top 100 CIOs of India**

Awards and Recognitions

Listing of PNB Housing on National Stock Exchange'

Recognized for Contribution in Promoting Green Buildings' Initiative

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

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

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 for Brand Excellence in NBFC Category

Awarded 'Housing Finance Company of the Year'

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

Awarded for 'Excellence in Financial Services'

'Best Adversity Management Stories of Asia Study 2016' '

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

pnb Housing Finance Limited

Corporate Governance

Board of Directors

Under the provisions of the Companies Act, 2013. It has 11 members, 3 are non-executive directors, 7 are independent directors and Managing Director.

Audit Committee (ACB)

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

Nomination and Remuneration Committee (NRC)

Under section 178 of the Companies Act, 2013. It has 4 members, 2 are independent directors and 2 are non-executive director.

Corporate Social Responsibility Committee (CSR)

Under section 135 of the Companies Act, 2013. It has 4 members, 2 are independent directors, 1 is non-executive director and Managing Director.

Credit Committee of the Board (CCB)

Under section 179 of the Companies Act, 2013. It has 4 members, 3 are independent directors and Managing Director.

Stakeholders Relationship Committee (SRC)

Under section 178 of the Companies Act, 2013. It has 4 members, 2 are independent directors, 1 is non-executive director and Managing Director.

Risk Management Committee (RMC)

Committee to oversee various types of risks. It has 5 members, 2 are independent directors, 2 are non-executive directors and Managing Director.

7 out of 11 are independent directors

Strong Management Team

Management Team

Sanjaya Gupta
Managing Director

Age : 56 Years

No. of Years with PNB HF : 8 Years

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

Shaji Varghese
ED - Business Development

Age : 47 Years

No. of Years with PNB HF : 7 Years

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

Ajay Gupta
ED - Risk Management

Age : 53 Years

No. of Years with PNB HF : 6 Years

Prior Engagements :
Religare Finvest Ltd
GE Money Indiabulls Financial Services

Nitant Desai
Chief Centralized Operation & Technology Officer

Age : 57 Years

No. of Years with PNB HF : 8 Years

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

Kapish Jain
Chief Financial officer

Age : 46 Years

No. of Years with PNBHF : 1 Year

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

Sanjay Jain
Company Secretary & Head Compliance

Age : 55 Years

No. of Years with PNB HF : 24 Years

Prior Engagements :
Ansal Buildwell Limited

Anshul Bhargava
Chief People Officer

Age : 52 Years

No. of Years with PNB HF : 7 Years

Prior Engagements :
ARMS (Arcil)
Indian Army

Collective experience of >160 years in the Finance sector

Highly Experienced Board

Sunil Mehta
Chairman – Non Executive

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

Sh. Lingam Venkata Prabhakar
Non Executive Director

Age:
56 Years
Current Position:
Executive Director
PNB

Sunil Kaul
Non Executive Director

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

Shital Kumar Jain
Independent Director

Age:
79 Years
Current Position:
Former Banker & Credit Head India, Citigroup

Gourav Vallabh
Independent Director

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

R Chandrasekaran
Independent Director

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

Nilesh S. Vikamsey
Independent Director

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

Ashwani Kumar Gupta
Independent Director

Age:
64 Years
Current Position:
Financial Consultant

Shubhalakshmi Panse
Independent Director

Age:
65 Years
Current Position:
Former Banker, CMD, Allahabad Bank

Neeraj Vyas
Independent Director

Age:
60 Years
Current Position:
Former Banker,
Dy. MD & COO, SBI

Sanjaya Gupta
Managing Director

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

Summary

Strong Industry Growth

Indian Housing Finance Sector Poised for Strong Growth

Best-in-Class Quality

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

Robust Technology

Robust Technology Platform in place as Growth Enabler

Brand Recognition & Delivery Model

Strong Brand Recognition Coupled with Robust Delivery Model

Mortgage backed Loans

100% of loan Assets owned by the Company are Mortgage backed

Diversified Liability Profile

Well Diversified Borrowing Profile with access to Multiple Sources of Funding

Differentiating Strategy

Differentiated Strategy for Business Expansion

Strong Head room for Expansion

With 102 branches, ample opportunity for Expansion

Economies of Scale

Economies of Scale Delivering Improved Efficiency and Profitability

Glossary

ATA	Average Total Assets
ATS	Average Ticket Size
AUM	Asset Under Management
BVPS	Book Value per Share
C/I	Cost to Income
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
ECL	Expected Credit Loss
EIR	Effective Interest Rate
EPS	Earning Per Share
EWS	Economically Weaker Section

GNPA	Gross Non-Performing Asset
HFCs	Housing Finance Companies
LAP	Loan against Property
LIG	Low Income Group
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 + Assignment Income) on Loans / Average Loan Assets
Cost to Income (%)	Operating Expenditure(Employee Cost + Other Expenses + Depreciation - Acquisition Cost – ESOP cost - CSR cost) / (Net Revenue-Acquisition Cost)
Gross Margin (%)	Total Net Income excluding acquisition cost / Average Total Assets as per Balance sheet
NIM (%)	Net Interest Income / Average Earning Assets
Opex to ATA (%)	Operating Expenditure(Employee Cost + Other Expenses + Depreciation - Acquisition Cost – ESOP cost - CSR cost) / Average Total Assets as per Balance sheet
PCR (%)	(ECL Provision + Steady state 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

Thank You

Contact

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CIN: L65922DL1988PLC033856

www.pnbhousing.com