pnb Housing Finance Limited
Ghar Ki Baat

August 27, 2018

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

Scrip Code: 540173

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

Symbol: PNBHOUSING

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

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

Date	Organised by	Place
August 28, 2018	Motilal Oswal	Mumbai

This is to further inform that the copy of Investor presentation is attached 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

August 2018



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



Leading Housing Finance Company…





- Disbursement: INR 9,767 Crore* (US$ 1,424 mn)
- Asset Under Management: INR 68,578 Crore (US$ 10,000 mn)
- Loan Assets: INR 63,906 Crore (US$ 9,318 mn)
- GNPA: 0.41% on AUM / 0.43% on Loan Assets
- Average Cost of Borrowing: 7.73%*
- Average no. of employees: 1,364
- ISO 9001:2015 certified COPS and CPC
  ISO 9001:2015 Customer Service Operations
  ISO 9001:2008 certified Contact Centre
- Book Value Per Share: INR 411.1 per Share

Fastest growing HFC amongst the Top 5 HFCs in India

All US$ numbers in the presentation are converted at 1US$ = INR 68.58 | 1 Crore= 10 million | Data as on 30-Jun-18 | *Data for Q1FY9 | COPS: Central Operations, CPC: Central Processing Center

pnb Housing Finance Limited

…incorporated in 1988



1988
- Company incorporated

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

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

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

2012
- DEPL raises stake from 26% to 49%

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

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

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

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

2018

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

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

HFC Sector well placed…

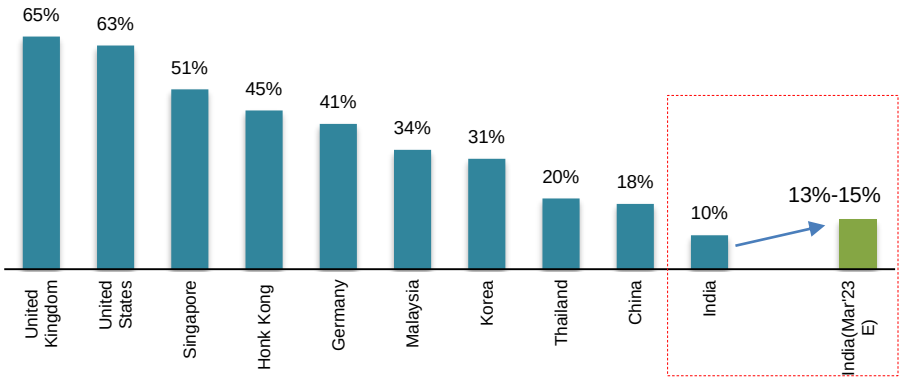


India's Mortgage Market…

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

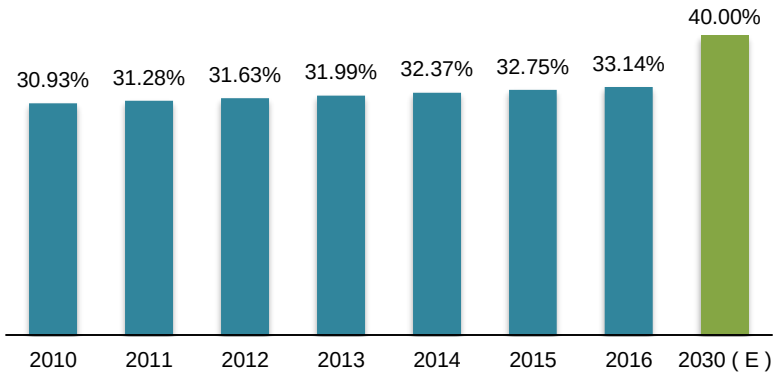
Indian mortgage market is significantly under-penetrated

Mortgage to GDP Ratio (%)



Source: ICRA Indian Mortgage Finance Market Update for FY2018

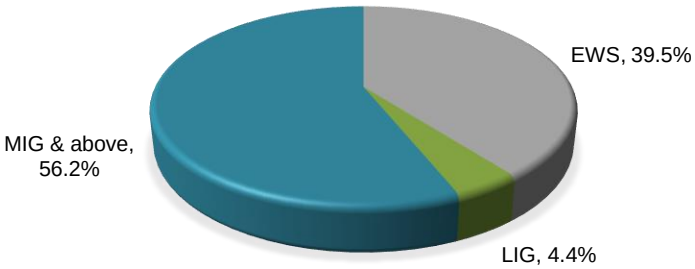
Increasing urban population



Source: NHB, RBI, CRISIL Research

Significant urban housing shortage

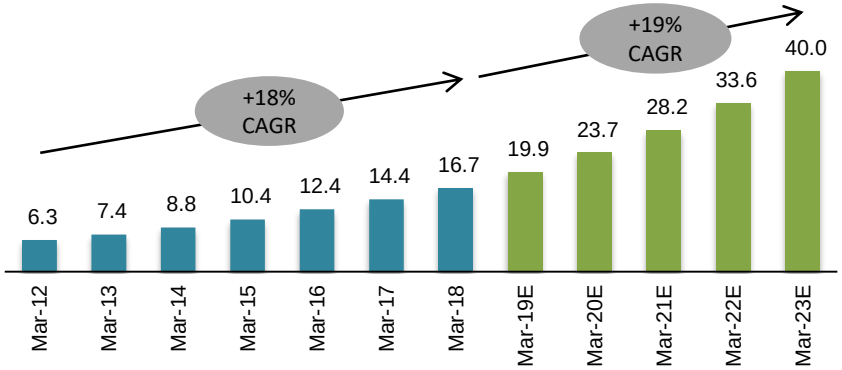
Split of Urban Housing Shortage in FY2012 – 18.8 million units



Source: Ministry of Housing and Urban Poverty Alleviation

Ramp-up expected in Indian mortgage market

Loan Assets (INR Trillion)

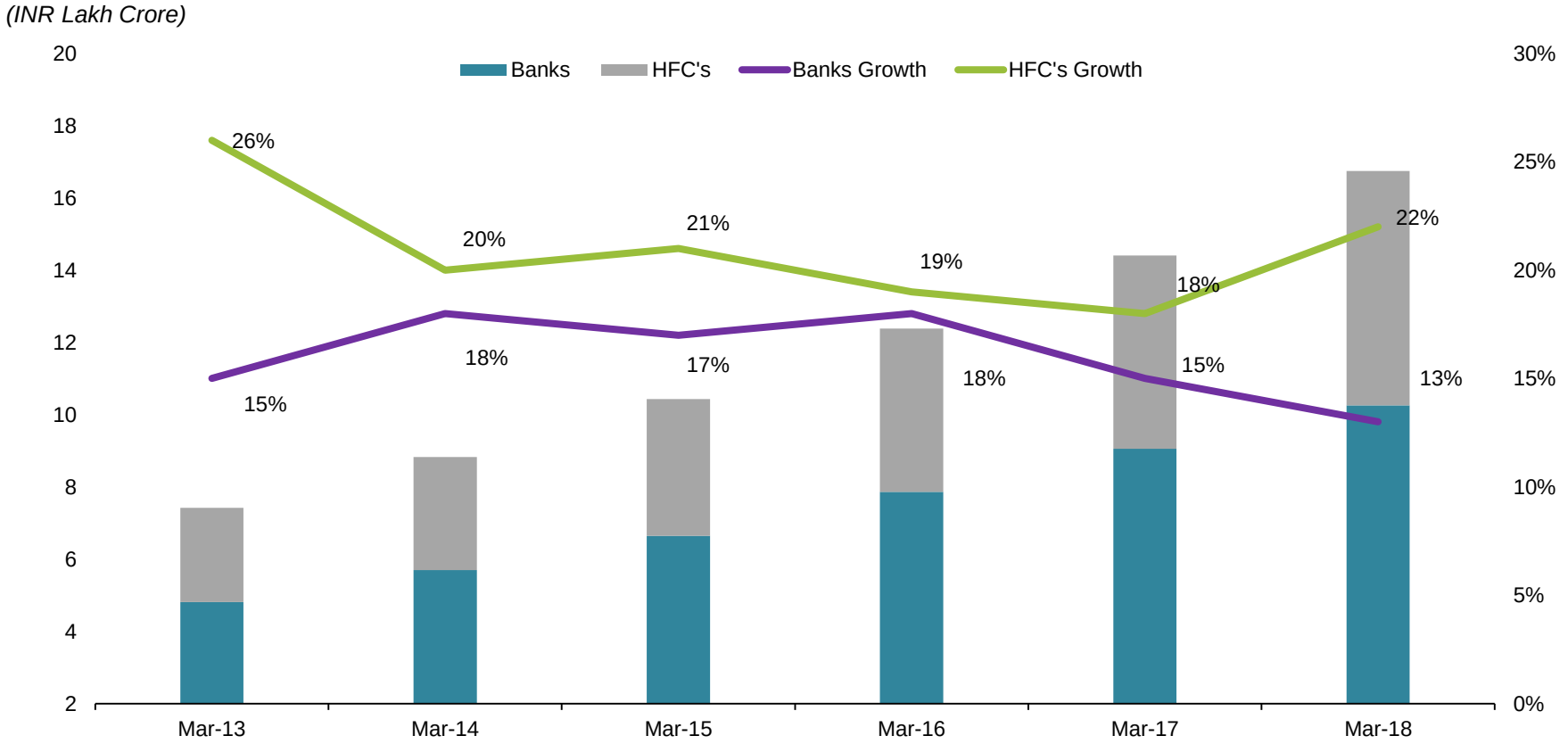


Source: ICRA Indian Mortgage Finance Market Update for FY2018

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…outpacing Traditional Channels with

Increasing HFCs Share in a Steadily Expanding Home Loan Portfolio

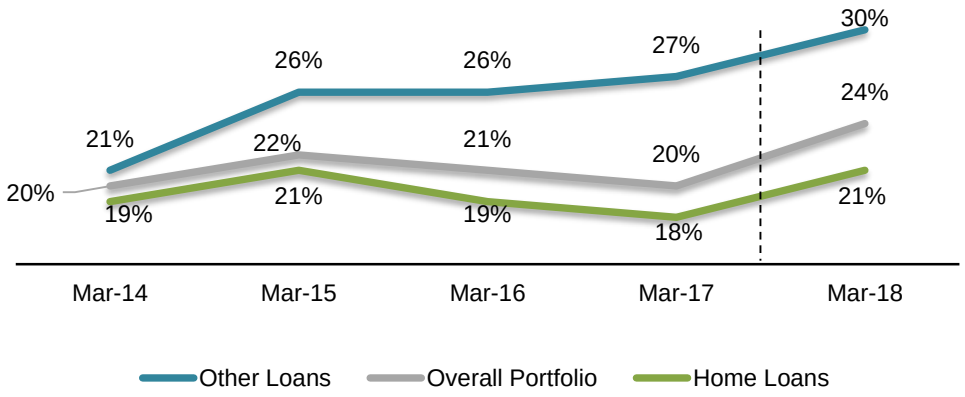


Source: ICRA Indian Mortgage Finance Market Update for FY2018
% Change is YoY

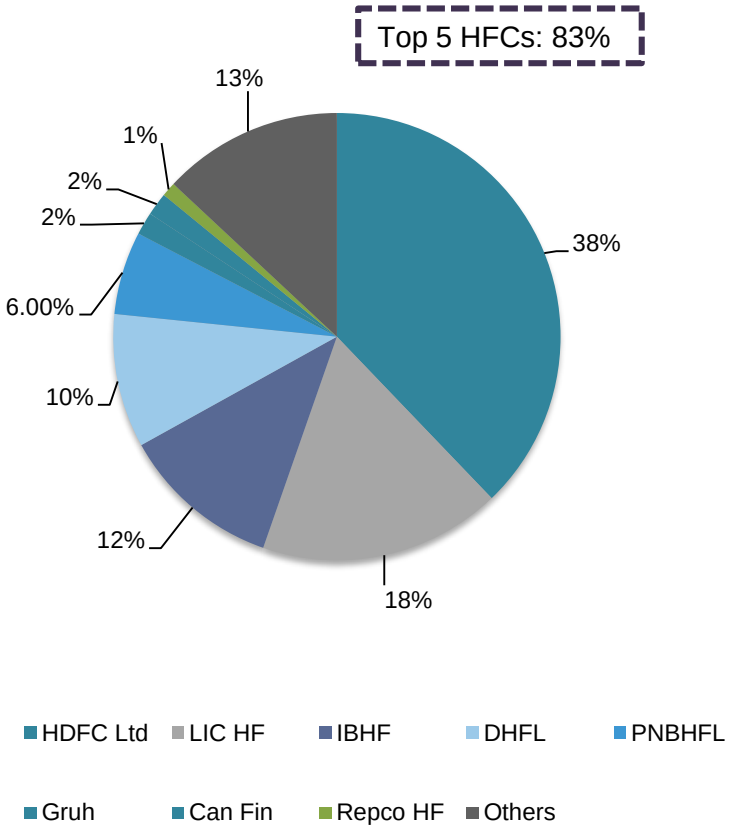
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…sustainable Growth of HFCs

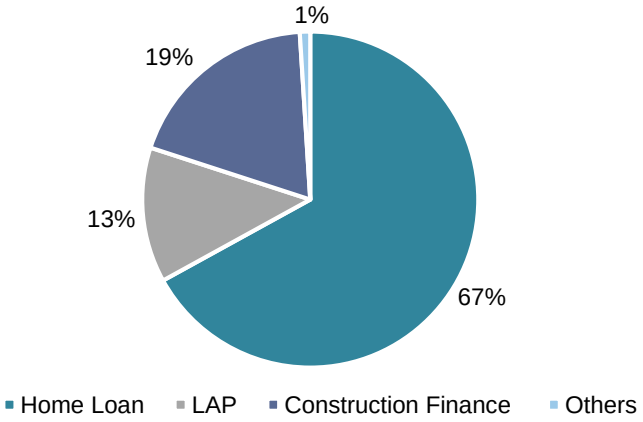
Portfolio Growth of HFCs



Total Loan of all HFCs: INR 9.5 Lakh Crore as on 31-Mar-18



Portfolio Composition of All HFCs as on 31-Mar-18



Source: ICRA Indian Mortgage Finance Market Update for FY2018
% Change is YoY

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Government Initiatives



Growth Drivers









Urbanization	Improved Affordability	Favourable Demographics

Home Buyers

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

Developers

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

Financers

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

PMAY-CLSS



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

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

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

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

* Applicable on Construction, Improvement, Extension

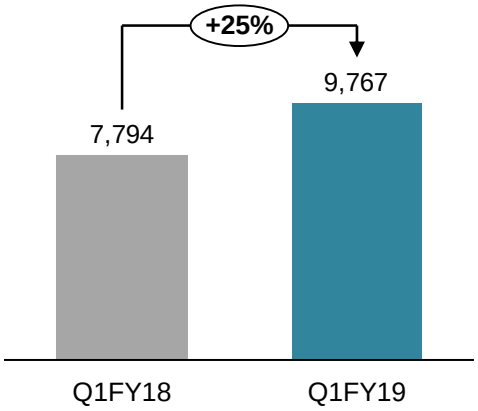
Source: ICRA, Report

Financial Performance of the Company

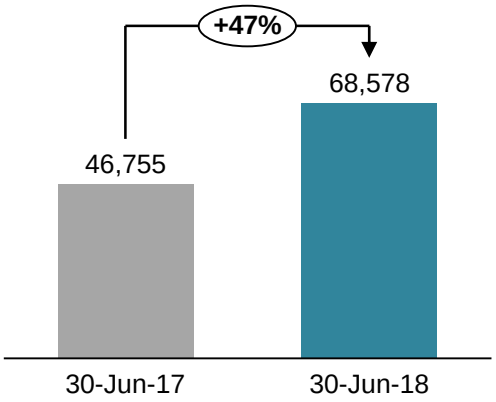


Highlights – Q1FY19 vs Q1FY18

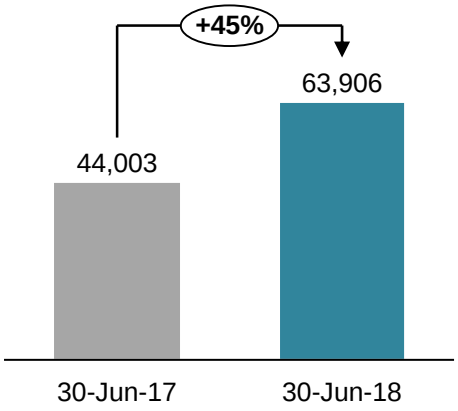
Disbursement (INR Crore)



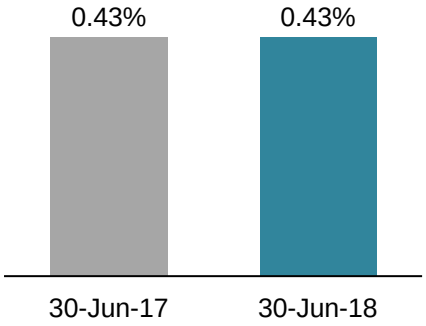
AUM (INR Crore)



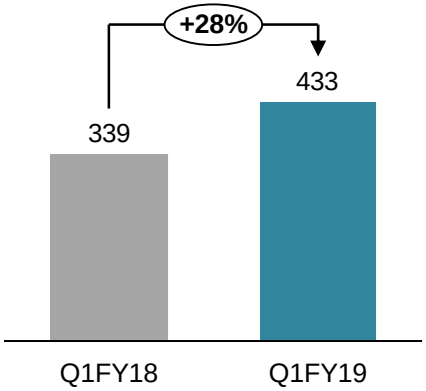
Loan Assets (INR Crore)



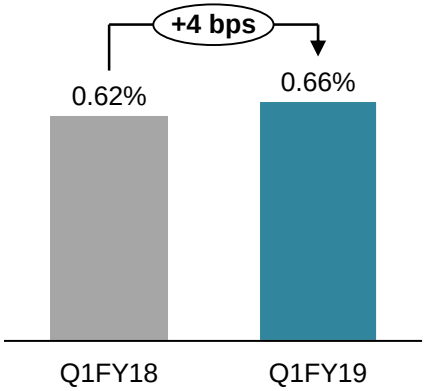
GNPA*



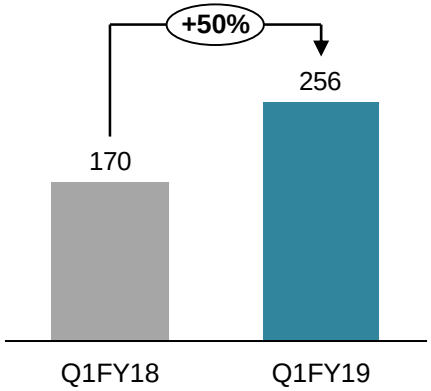
NII (INR Crore)



Opex to ATA



PAT (INR Crore)



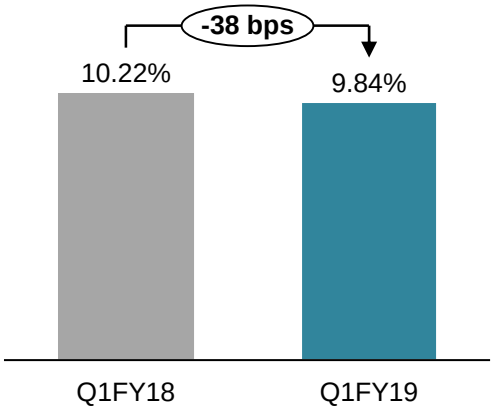
Ratios are calculated on Monthly Average
1 Crore = 10 million
Financial numbers are as per Ind AS
For the calculation of ratios P&L numbers are considered as per Ind AS

*GNPA as a % of Loan Assets

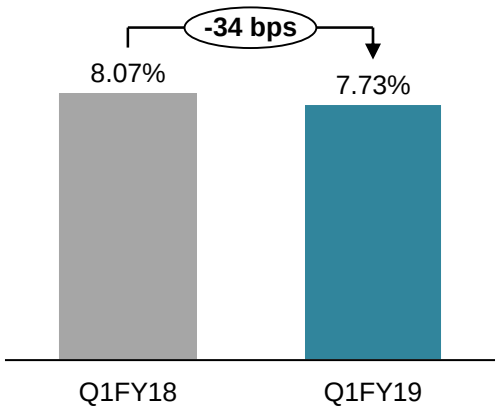
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Highlights – Q1FY19 vs Q1FY18

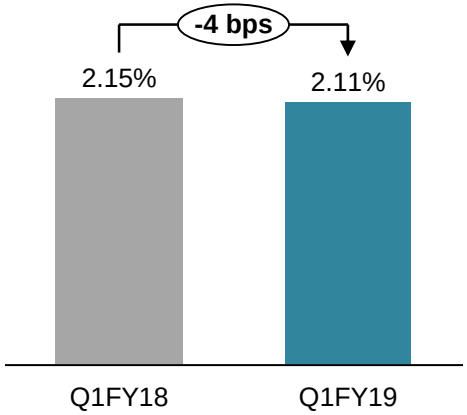
Average Yield



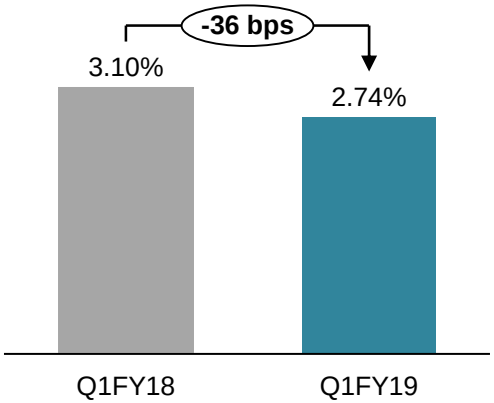
Average Cost of Borrowings



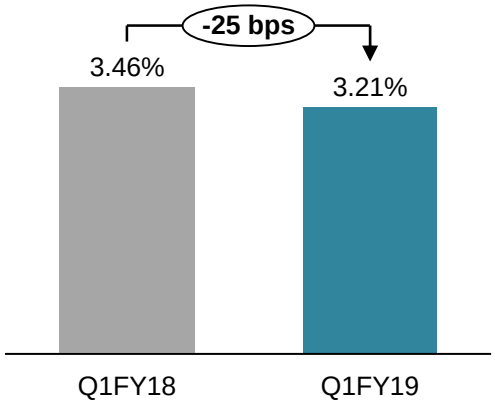
Spread



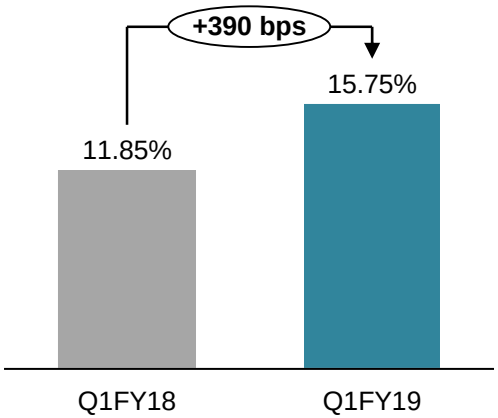
NIM



Gross Margin



ROE



Ratios are calculated on Monthly Average
1 Crore = 10 million
Gross Margin is net of acquisition cost
Financial numbers are as per Ind AS
For the calculation of ratios P&L numbers are considered as per Ind AS

pnb Housing Finance Limited

Ind AS Transition



PAT Reconciliation



Particulars	Q1 FY18 (INR Crore)
Net Profit as per IGAAP	184.75
Add / (Less) : Adjustments as per Ind AS on account of:	
Reclassification of net Actuarial Valuation of Employee Benefits obligation to Other comprehensive income (OCI)	0.33
Fair valuation of employee stock options (ESOP)	(3.49)
Fair valuation of Investment	(6.26)
Effective Interest Rate (EIR) on financial assets and liabilities recognized at amortised cost / interest on credit impaired loans	3.58
Excess Interest Spread gain / net Servicing fees on assignment transactions	(10.50)
Expected Credit Loss (ECL) provision	(21.37)
Reversal of Deferred tax liability (DTL) on 36(1)(viii)	11.18
Deferred Tax impact on above adjustments	11.85
Net Profit Before Other Comprehensive Income as per Ind AS	170.07
Other Comprehensive Income after Tax	(0.22)
Total Comprehensive Income as per Ind AS	**169.86**

1 Crore = 10 million

Expected Credit Loss (ECL) Provisions



Classification of the Assets based on the ECL computation under Ind AS:

Particulars (INR Crore)	Q1 FY19		Q1 FY18	
	(Ind AS)	(IGAAP)	(Ind AS)	(IGAAP)
Gross Stage 3 (GNPA)	276.6	276.6	187.1	187.1
% portfolio in Stage 3 (GNPA%)	0.43%	0.43%	0.43%	0.43%
ECL Provision Stage 3*	67.9	58.0	45.9	41.7
Net Stage 3	208.7	218.5	141.1	145.4
Coverage Ratio % Stage 3	24.55%	20.98%	24.6%	22.29%
Gross Stage 1 & 2	63,629.3	63,629.3	43,815.6	43,815.6
% portfolio in stage 1 & 2	99.57%	99.57%	99.57%	99.57%
ECL Provision Stage 1 & 2#	261.6	315.0	112.9	225.5
Net Stage 1 & 2	63,367.7	63,314.3	43,702.8	43,590.2
ECL Provision % Stage 1 & 2	0.41%	0.49%	0.26%	0.51%
Total Assets	63,905.8	63,905.8	44,002.7	44,002.7
% portfolio	100.0%	100.0%	100.0%	100.0%
ECL Provision	329.5	373.0	158.8	267.2
Net Stage	63,576.3	63,532.8	43,843.9	43,735.5
ECL Provision %	0.52%	0.58%	0.36%	0.61%

In addition to the ECL provision, the Company has maintained INR 145.5 crore as a steady state provisions for unforeseeable macro-economic factors as on 31-Mar-18 as permissible under Ind AS.

*For ECL computation, interest overdue till reporting date is considered.
For ECL computation, interest overdue and interest receivable is considered.

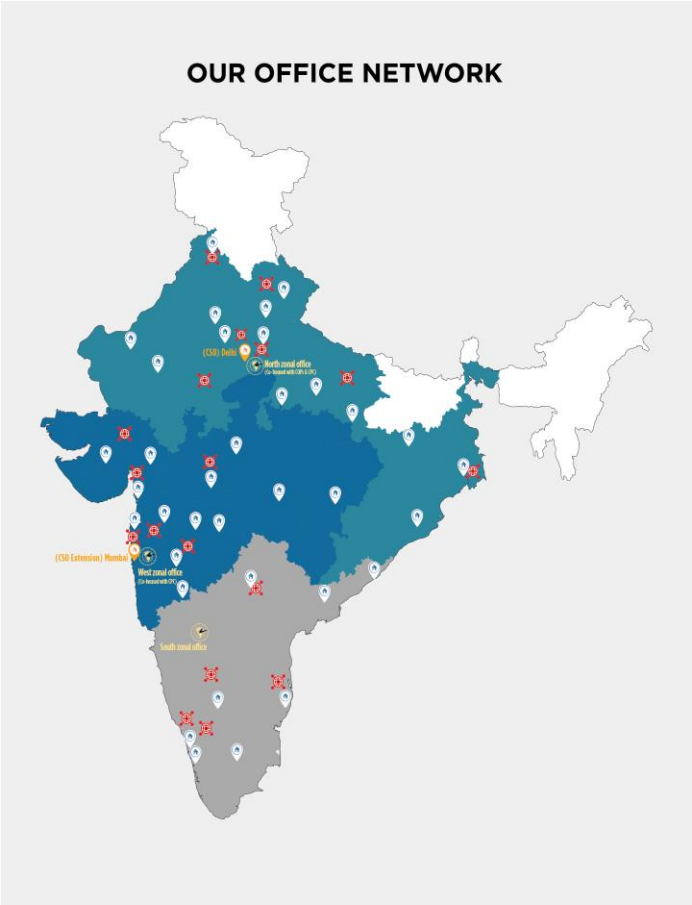
1 Crore = 10 million

Expansion Led Growth and Robust TOM



Expanding Footprints…

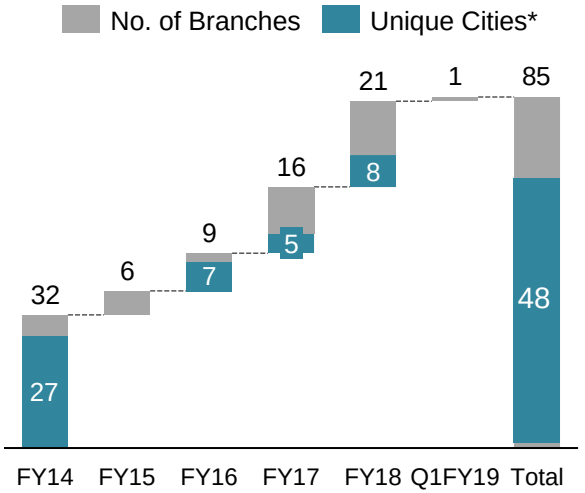
Branches – Point of Sales & Services
Processing Hubs – Fountain head for Decision Making
Zonal Hubs - Guides, Supervises & Monitors the HUB



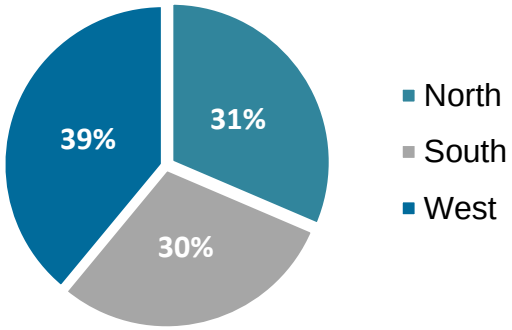
Geography	Hub	Branches
North	7	28
South	7	27
West	7	30

New Branches^ contributes ~30% of Retail Disbursement

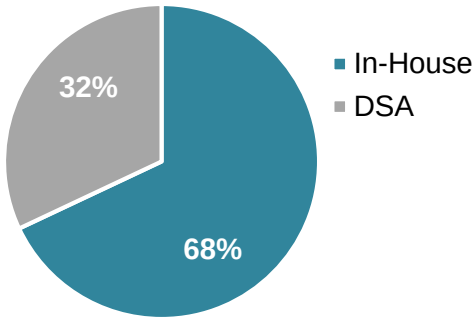
No. of Branches



AUM- Geographical Distribution



Disbursement Origination (Q1FY19)



Central Support Office

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

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

pnb Housing Finance Limited

…driven by Scalable Hub & Spoke Model



Spokes

Customer acquisition / servicing



DSA



DST





Digital Platform



Lead Aggregators

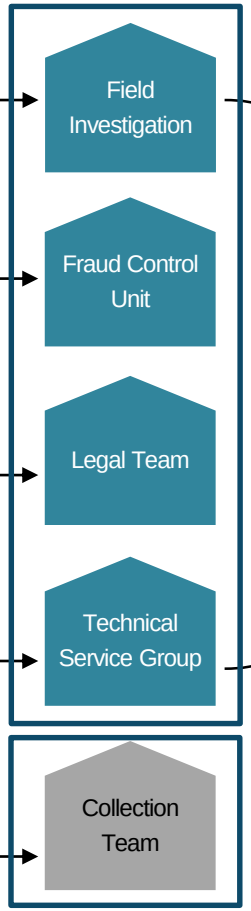
Regional Hub

Underwriting

Fountain head for decision making



File received at hub





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

Central Operations

Post Disbursement Operations

CPC



COPS

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

DSA: Direct Sales Agent; DST: Direct Sales Team

pnb Housing Finance Limited

…and Robust Risk Buying Processes



Underwriting to Collections

Specialization

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

Customer profiling

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

Other mitigating measures

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

3C Approach

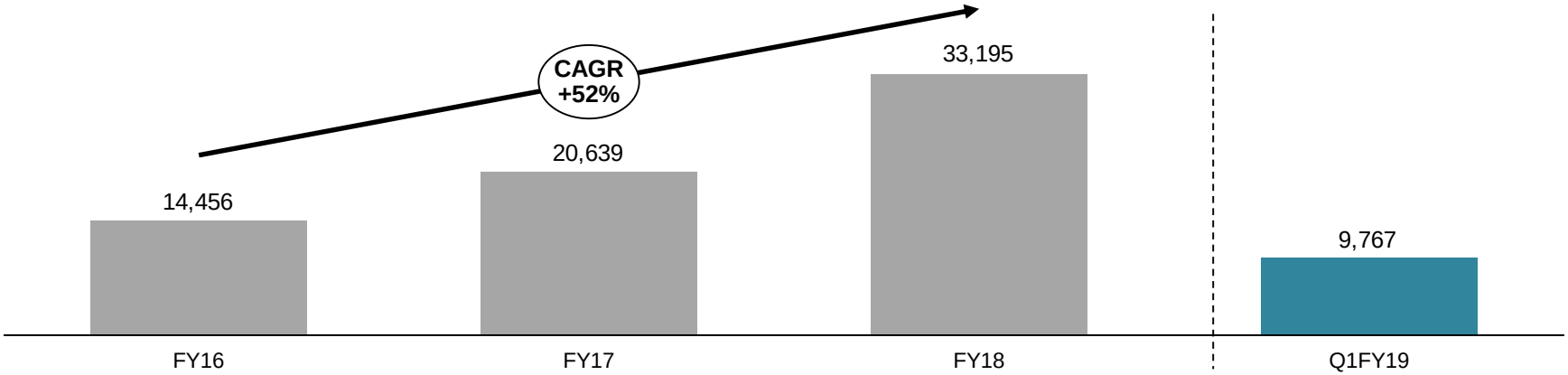
- 3C approach: Counsel, Collect and Cure
- Periodical portfolio scrub for early warning signals
- Efficiencies through centralised banking
- In house contact centre with payment gateway integration
- Special cadre of professionals for resolution through legal tools
- Collections on-the-go through mobility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

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

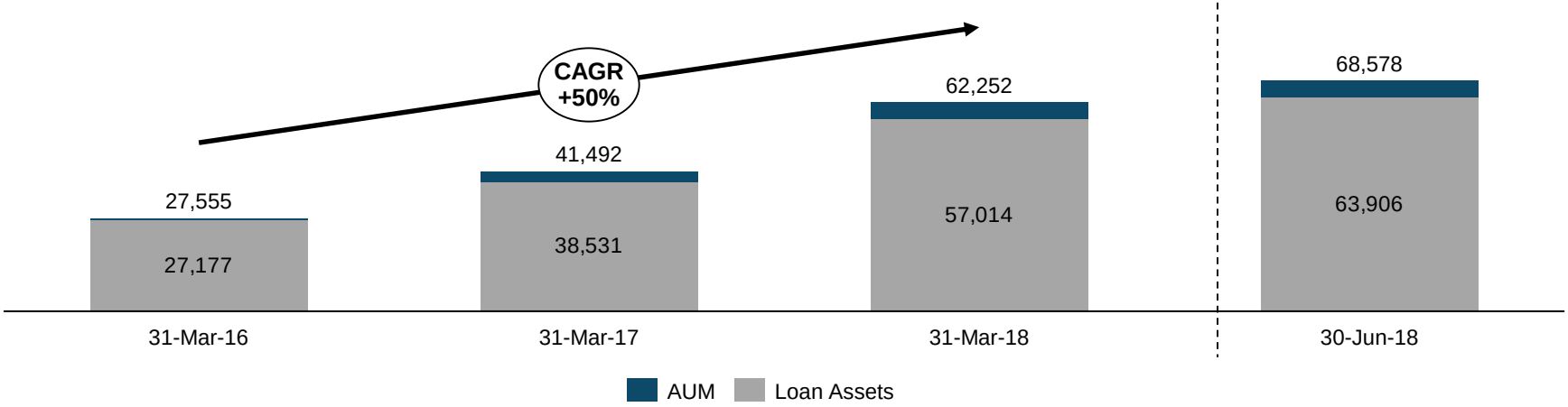
…leading to Strong Business growth

(INR Crore)

Disbursement



Asset



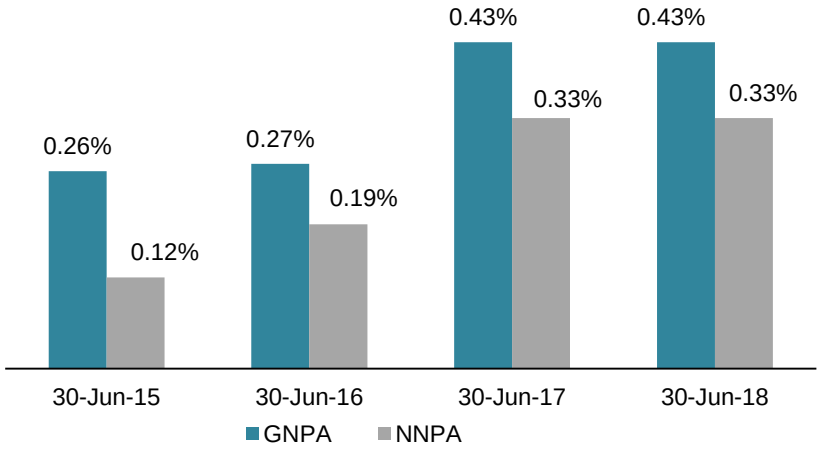
1 Crore = 10 million

pnb Housing Finance Limited

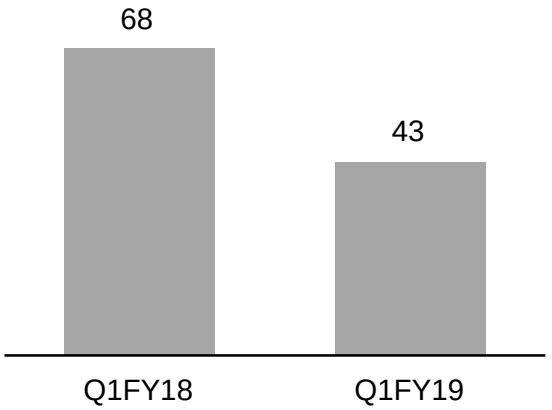
…with Lower NPAs and Adequate Credit Cost

(INR Crore)

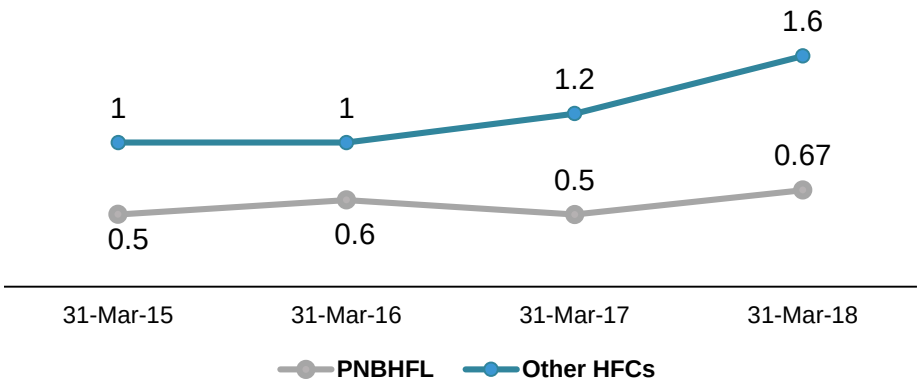
Non Performing Assets



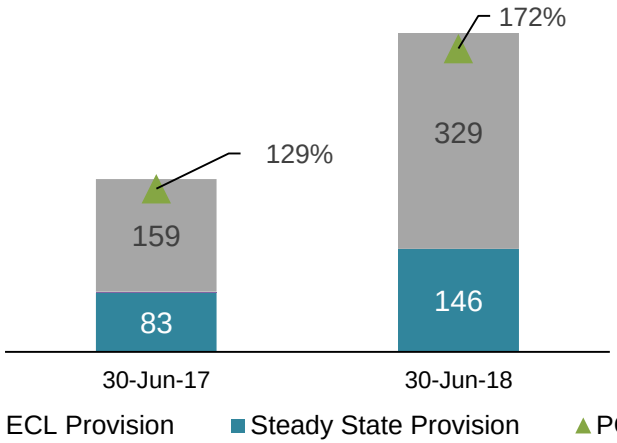
Credit Cost (ECL Provision)



2-years lagged NPA*



Provisions



*Source: CRISIL

1 Crore = 10 million

pnb Housing Finance Limited

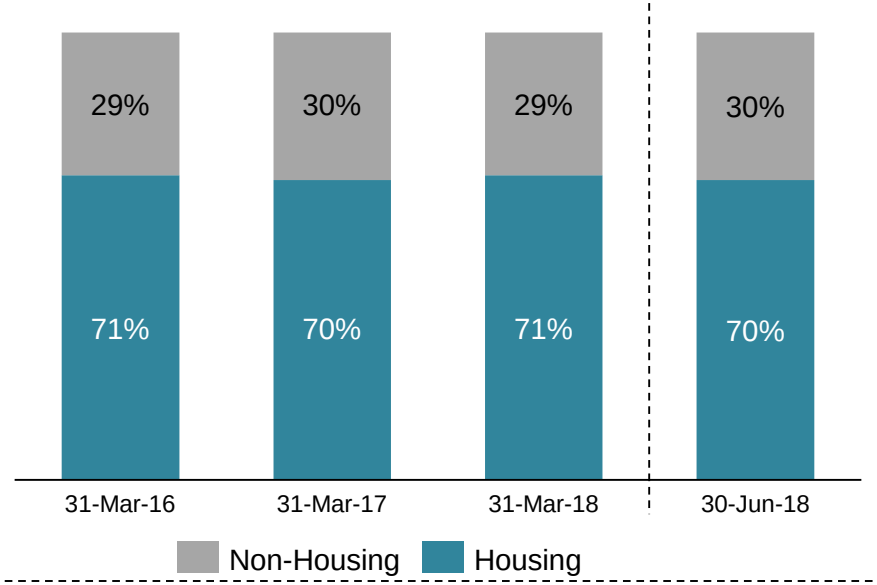
Sustainable Portfolio Mix



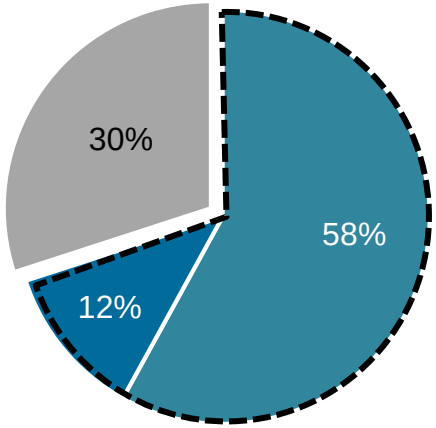
Asset Under Management



Wide Product Offering
(% of AUM)



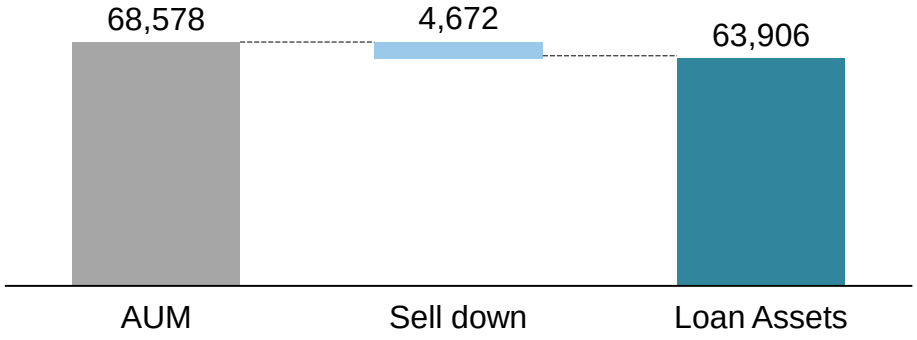
Product-wise Break-up
(As on 30-Jun-18)



Housing Loan- 70%

- Individual Housing Loan
- Construction Finance
- Non-Housing Loan

Loan Assets Walk (INR Crore)
(As on 30-Jun-18)

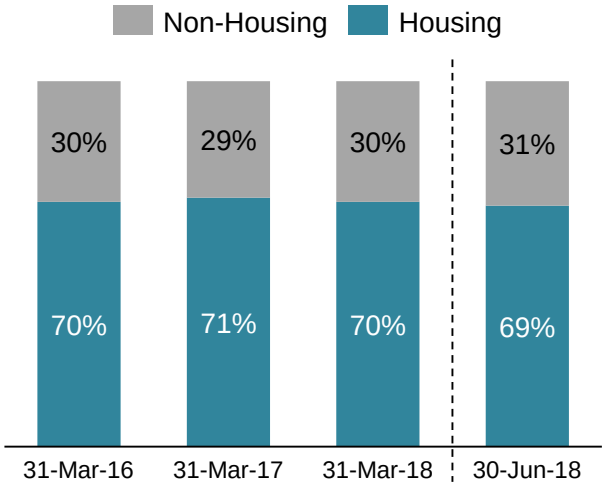


1 Crore = 10 million

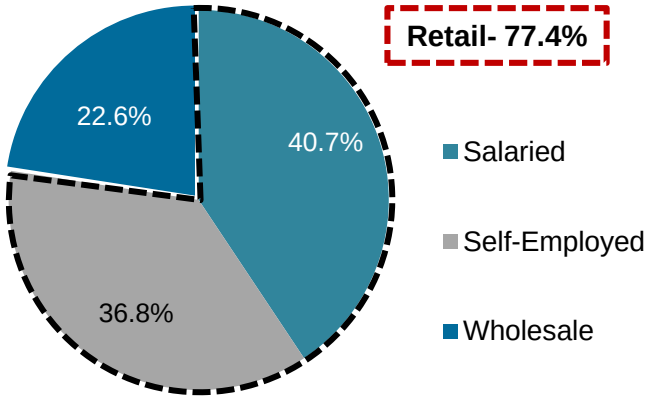
pnb Housing Finance Limited

Loan Assets

Wide Product Offering (% of Loan Assets)



Composition as on 30-Jun-18

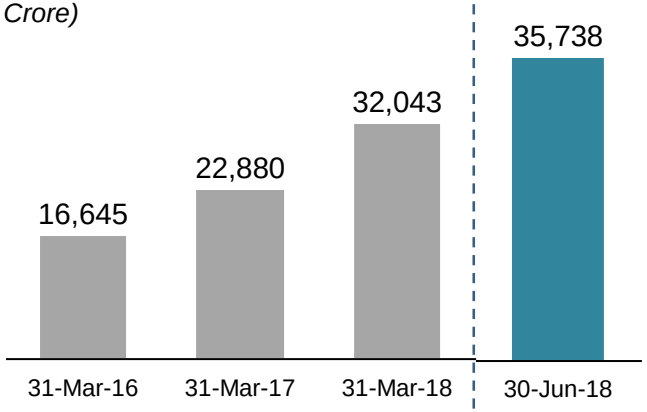


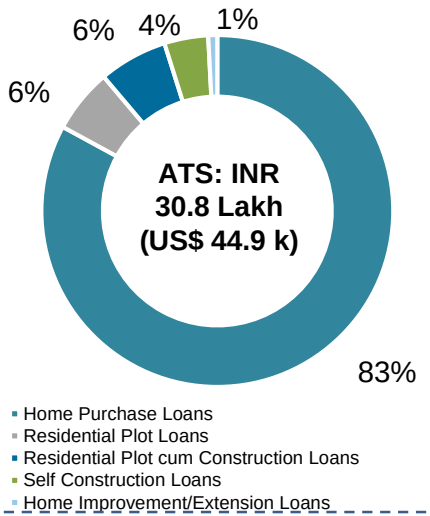
1 Crore = 10 million

Housing Loans – 69%

Individual Housing Loans – 56%

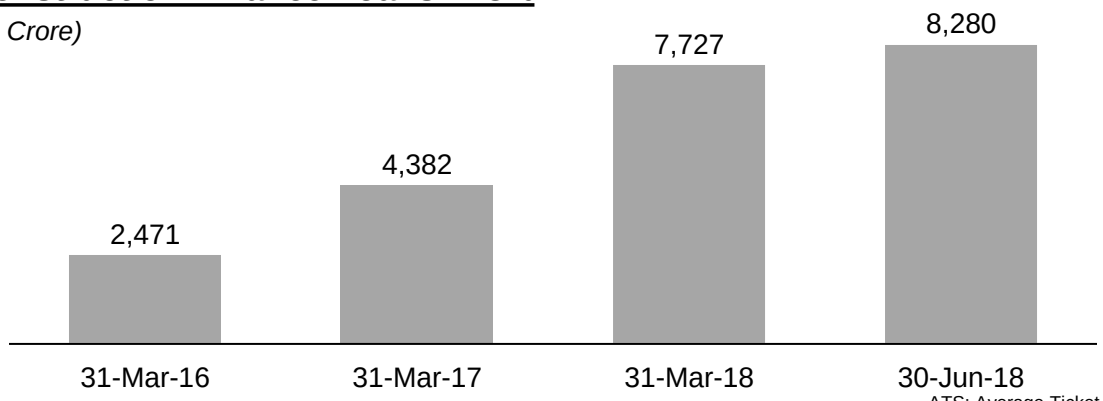
(INR Crore)





Construction Finance Loans– 13%

(INR Crore)



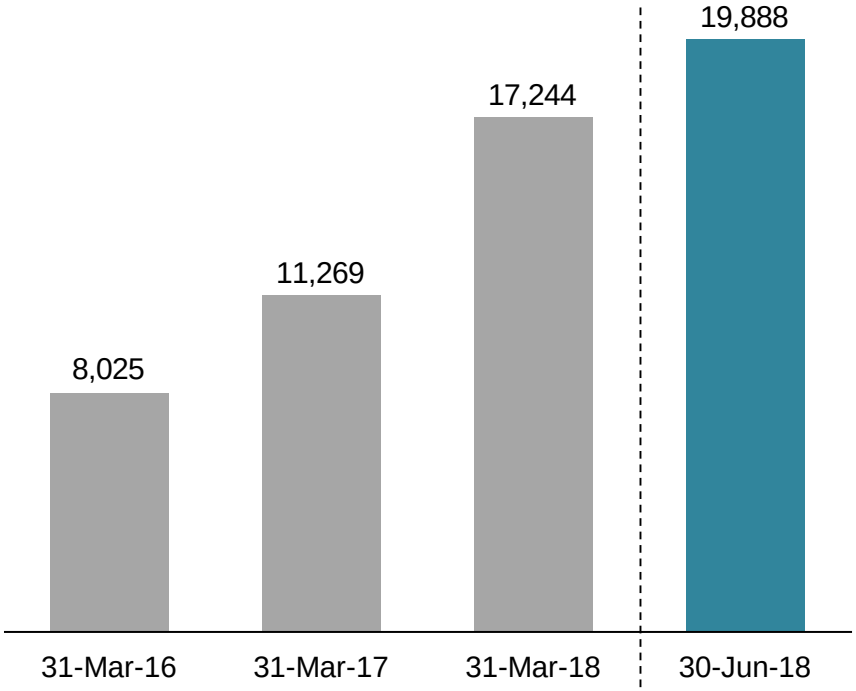
ATS: Average Ticket Size

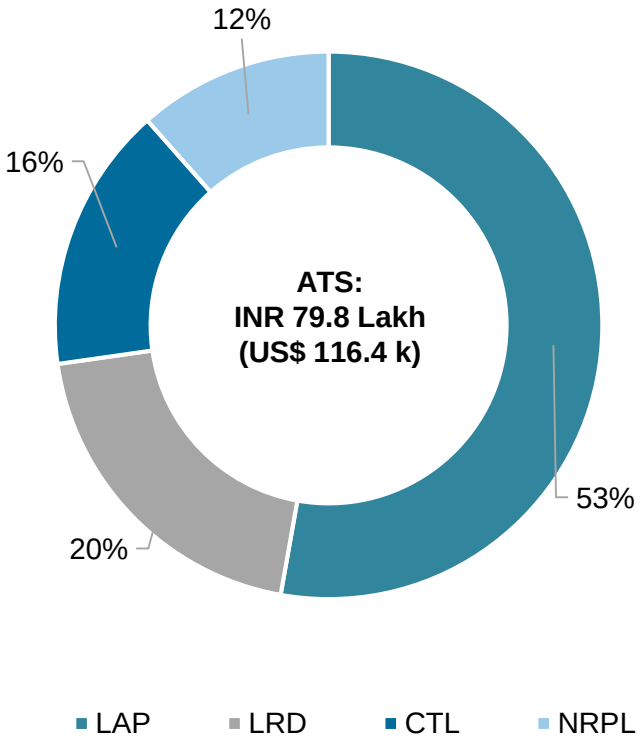
pnb Housing Finance Limited

Non-Housing Loan Assets Distribution

Non-Housing Loans – 31%

(INR Crore)





Data as on 30-Jun-18
1 Crore = 10 million

ATS: Average Ticket Size

pnb Housing Finance Limited

Key Loan Profile



Individual Housing Loans

% of Loan Assets	56%
Average Ticket Size	INR 31 Lakh (US$ 44.9 k)
Weighted Average Loan to Value (at Origination)	69%
Salaried vs Self-Employed	66% : 34%
Weighted Average Tenure*	18.2 Years
Primary Security	Mortgage of Property

Focus on Mass Housing

Loan Against Property

% of Loan Assets	16%
Average Ticket Size	INR 48 Lakh (US$ 73.8 k)
Weighted Average Loan to Value (at Origination)	48%
Salaried vs Self-Employed	19% : 81%
Weighted Average Tenure*	12.4 Years
Primary Security	Mortgage of Property

Robust Credit Underwriting Process

Construction Finance

% of Loan Assets	13%
Average Ticket Size	INR 67 Crores (US$ 10.3 mn)
Security Coverage	> 1.5x of specific security
Debt Service Coverage	Charge on receivables
Number of Unique Developers	106
Number of Loan Accounts	187
Weighted Average Tenure*	3.4 years
Collection Methodology	Escrow Mechanism

Conservative Lending Processes

*Calculated on residual maturity
Data as on 30-Jun-18

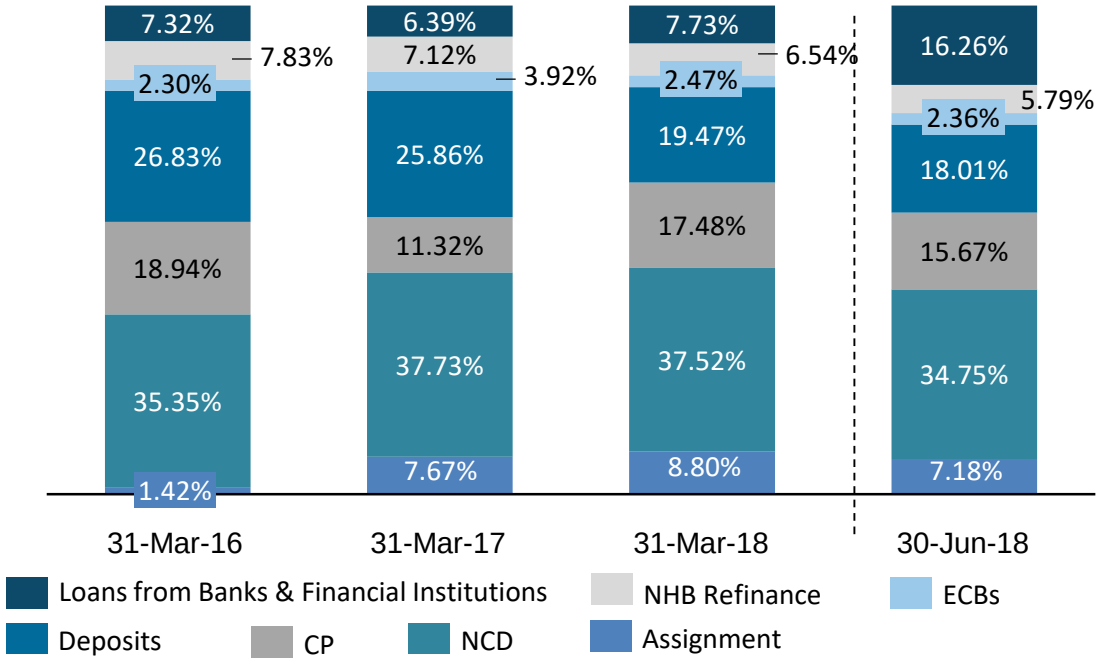
Operational and Financial Performance



Well Diversified Resource Profile

(INR Crore)

Access to a Diverse Base of Funding



Relationships with multiple lending partners

- 30 Banks
- 33 Pension Funds
- 584 Provident Funds
- 2 Multilateral Agencies
- 34 Insurance Companies
- Over 1,00,000 Deposit Account
- 17 Mutual Funds
- 4 Foreign Portfolio Investors

As on (INR Crore)	Borrowings	Assignment	Total Resource
31-Mar-16	26,159	378	26,537
31-Mar-17	35,657	2,961	38,618
31-Mar-18	54,268	5,238	59,506
30-Jun-18	60,440	4,672	65,112

Credit Rating

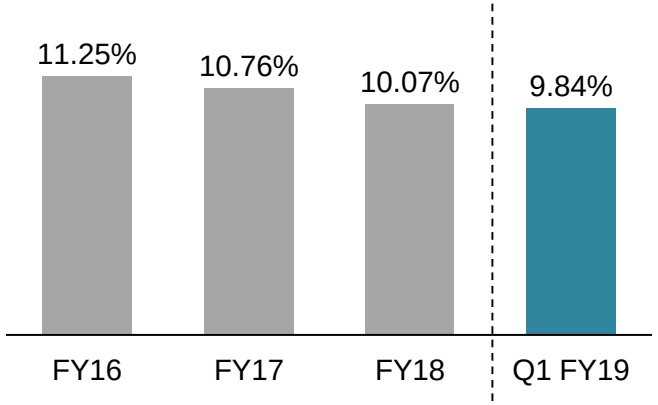
- Fixed Deposit has been rated "FAAA" by CRISIL and "AAA" by CARE. The rating of "FAAA" and "AAA" indicates "High Safety" with regards to the repayment of interest and principal.
- Commercial Paper is rated at "A1(+)" by CARE & CRISIL and Non-Convertible Debenture (NCD) are rated at "AAA" by CARE, "AAA"(RWN)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

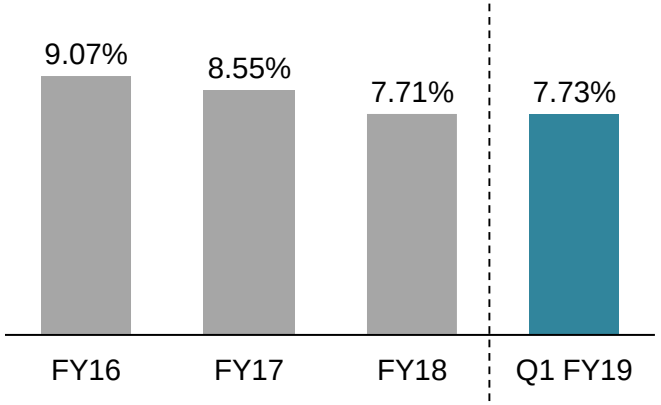
pnb Housing Finance Limited

Margin Analysis

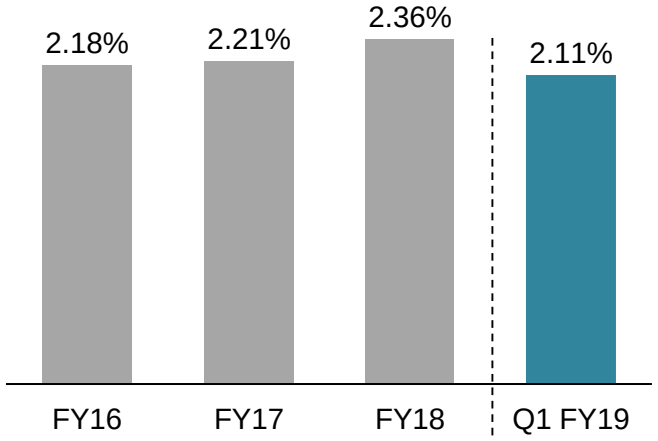
Average Yield



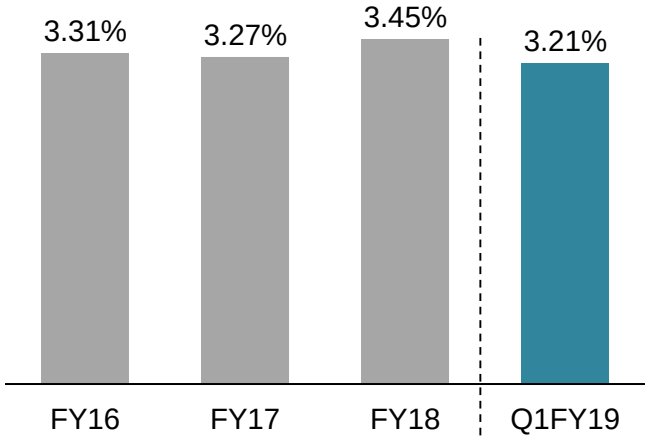
Average Cost of Borrowings



Spread



Gross Margin



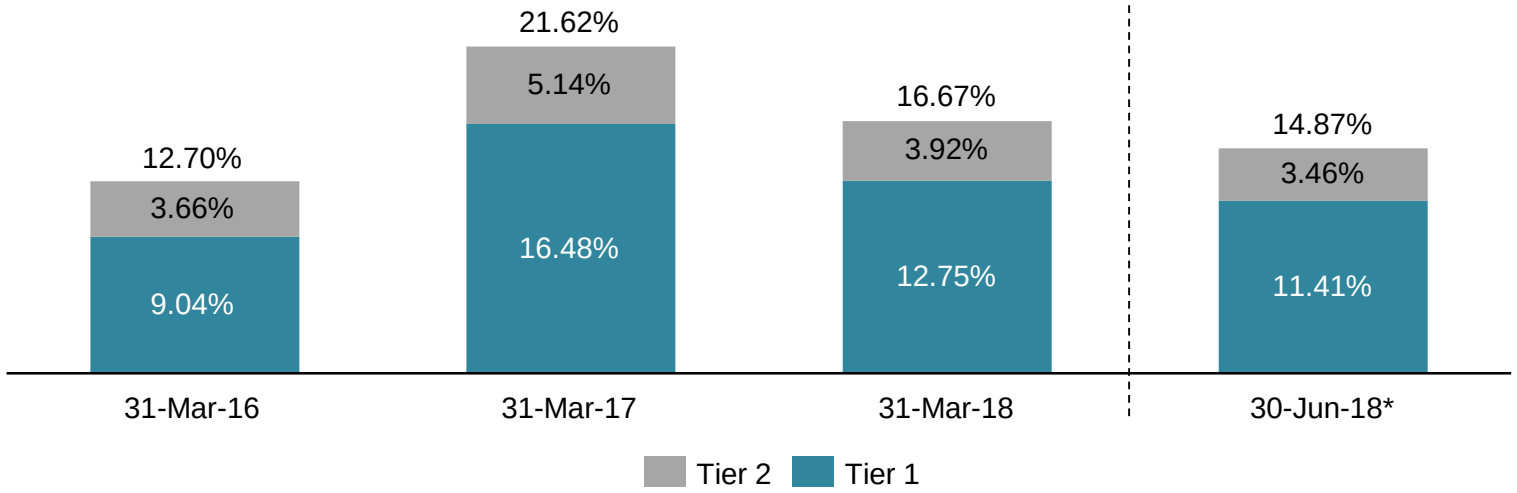
Ratios are calculated on Monthly Average
Gross Margin is net of acquisition cost
For the calculation of ratios P&L numbers for Q1 FY19 are as per Ind AS

pnb Housing Finance Limited

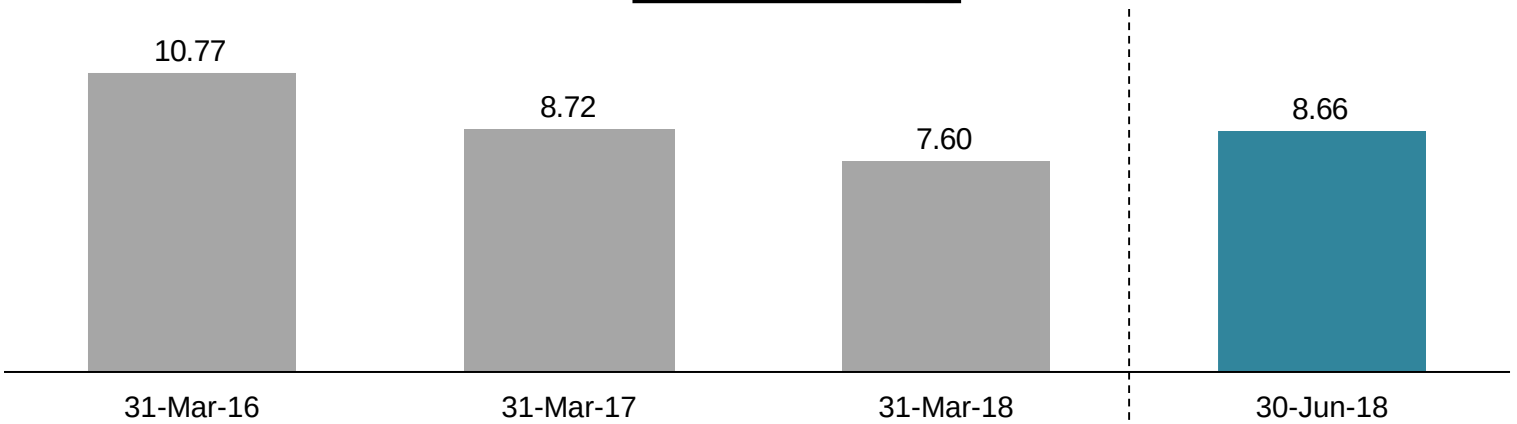
CRAR and Gearing



Capital to Risk Asset Ratio



Average Gearing (x)



Ratio is calculated on Monthly Average

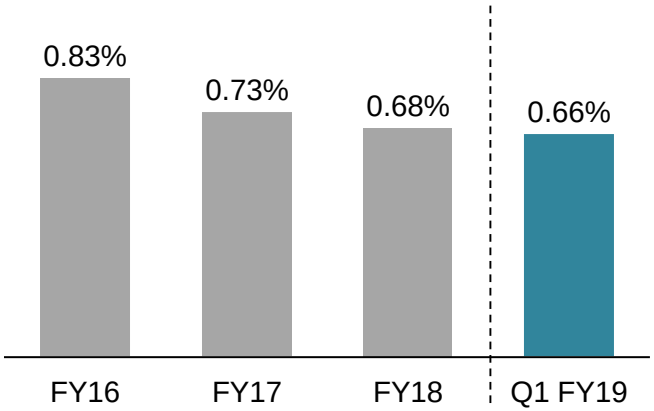
* As per IGAAP

pnb Housing Finance Limited

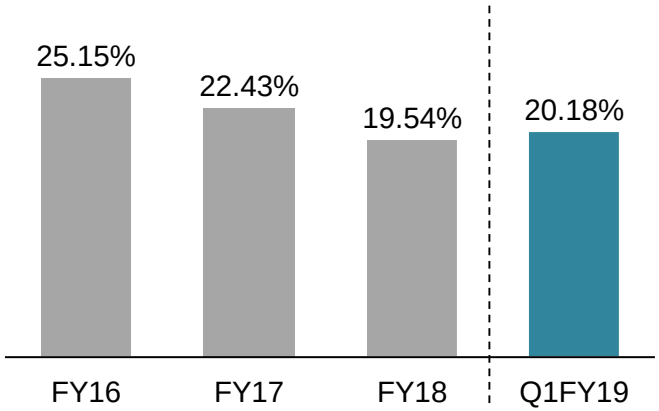
Operating Leverage playing out with Better Return Profile



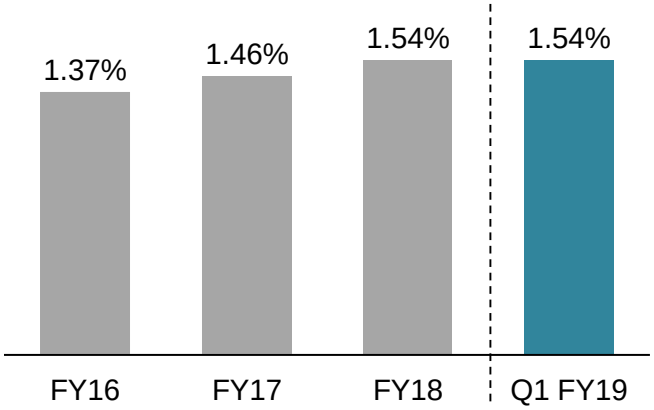
Opex to ATA Ratio



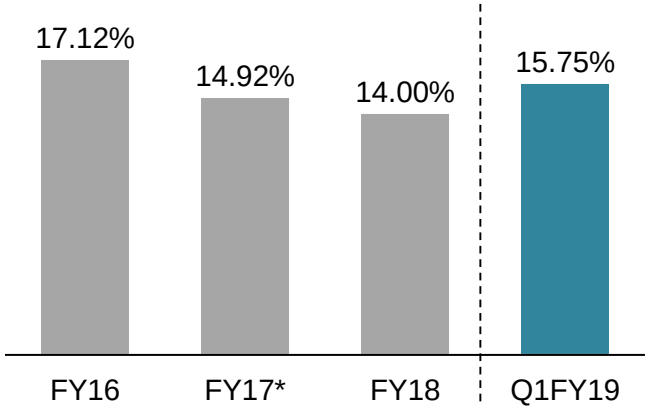
Cost to Income Ratio



Return on Asset



Return on Equity



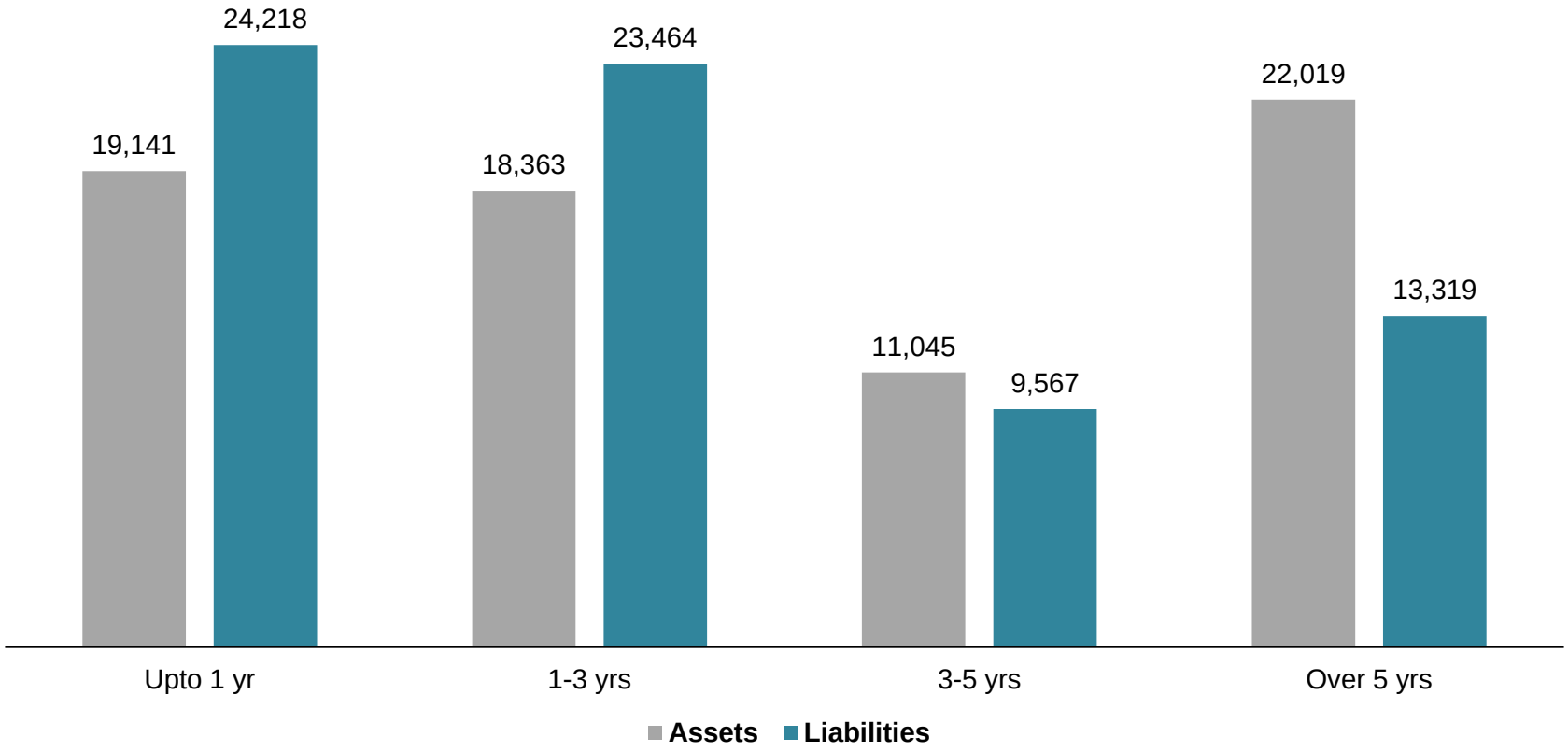
Ratios are calculated on Monthly Average
Opex to ATA is calculated as Operating Expenditure(Employee Cost + Other Expenses + Depreciation - Acquisition Cost - CSR cost)/Average Total Assets as per Balance sheet
Cost to Income Ratio is calculated as Operating Expenditure(Employee Cost + Other Expenses + 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
To calculate the ratios P&L numbers for Q1 FY19 are as per Ind AS

Maintaining Prudence…



…with balanced Asset Liability maturity profile

(INR Crore)



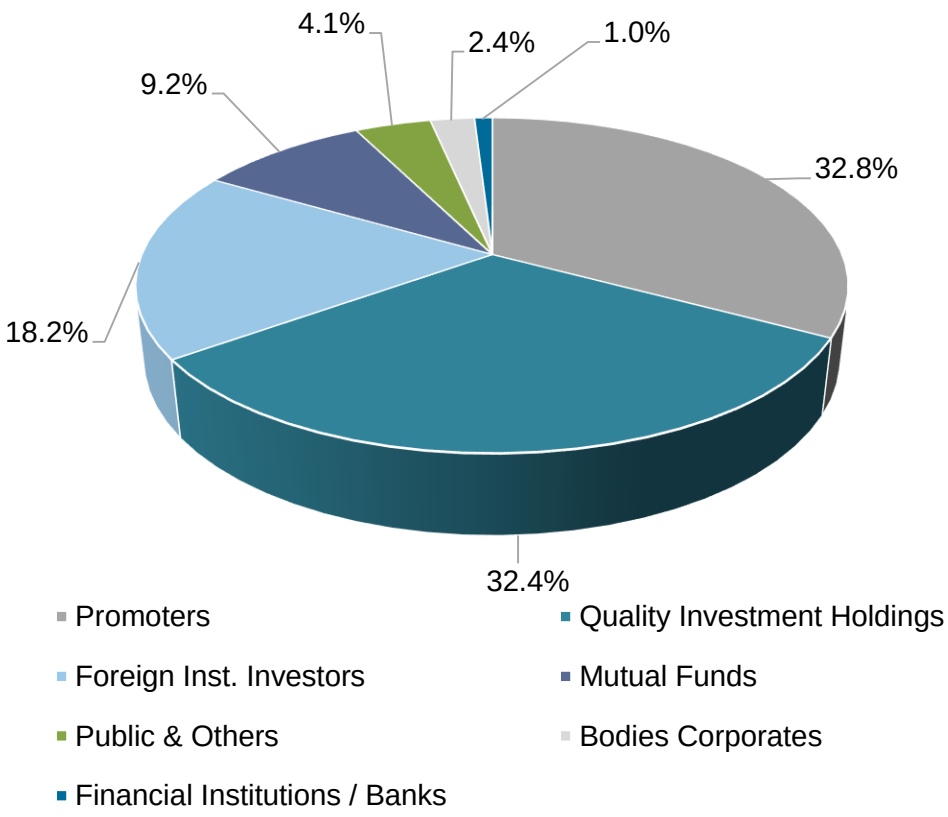
Data as on 30-Jun-18
1 Crore = 10 million

Shareholding



Shareholding

Shareholding as on 30-Jun-18



Outstanding Shares – 16,74,42,141 shares

Top Shareholders

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

Detailed Financials



Profit & Loss Statement



Particulars (INR Crore)	Q1 FY19 Ind AS	Q1 FY18 Ind AS	Y-o-Y	FY18 IGAAP
Interest Income	1,532.6	1,088.5	40.8%	5,123.4
Fee & Other Operating Income	115.5	71.6		393.0
Other Income	0.2	0.1		0.6
Total Revenue	**1,648.3**	**1,160.2**	**42.1%**	**5,517.0**
Expenditure:				
Finance Cost	1,099.8	750.5		3,530.8
Employee Benefit Expenses	50.6	32.1		137.1
Other Expenses	72.0	59.0		347.4
Depreciation Expense	6.7	5.1		24.1
Provisions and Write-Offs	44.0	68.1		198.8
Total Expenditure	**1,273.1**	**914.8**	**39.2%**	**4,238.3**
Profit Before Tax	**375.3**	**245.4**		1,278.7
Tax Expenses	119.5	75.4		449.3
Net Profit Before Other Comprehensive Income as per Ind AS	**255.8**	**170.1**	**50.4%**	**829.4**
Other Comprehensive Income after Tax	0.2	(0.2)		-
Total Comprehensive Income as per Ind AS	**256.0**	**169.9**	**50.7%**	**829.4**
EPS (Basic)	**15.31**	**10.23**		**49.8**

1 Crore = 10 million

Balance Sheet



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

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

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

Saksham – Contributing to the Society



Glimpses of Social Interventions



Enhancing Human Potential

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





Reaching Out, Reaching Far

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





Investing in Education

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





Improving Access to Health Care

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



pnb Housing Finance Limited

winning Awards & Accolades



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 while improving their bottom line.



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. This is a testament to our persistent efforts towards realizing the dreams of our fellow citizens of owning a home



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



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



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



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



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



Honored **for "IT Security" at CSO 100 Awards** organized by CSO 100 Award & IDG Security. This is a testament of our dedication & commitment & stakeholders by giving them an unparalleled security.



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



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

pnb Housing Finance Limited

Management Team…



…with Extensive Industry Experience



Sanjaya Gupta
Managing Director

Age : 55 Years

No. of Years with PNBHF : 8 Years

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



Age : 46 Years

No. of Years with PNBHF : 6 Years

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

Shaji Varghese
ED - Business Development

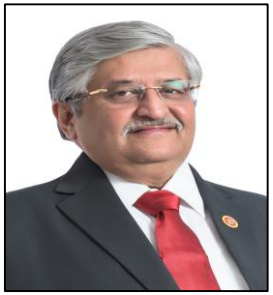


Age : 52 Years

No. of Years with PNBHF : 6 Years

Prior Engagements :
Religare Finvest Ltd
GE Money Indiabulls Financial Services

Ajay Gupta
ED - Risk Management



Age : 56 Years

No. of Years with PNBHF : 7 Years

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

Nitant Desai
Chief Centralised Operation & Technology Officer



Age : 45 Years

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

Kapish Jain
Chief Financial Officer



Age : 54 Years

No. of Years with PNBHF : 23 Years

Prior Engagements :
Ansal Group

Sanjay Jain
Company Secretary & Head Compliance



Age : 51 Years

No. of Years with PNBHF : 7 Years

Prior Engagements :
ARMS (Arcil)
Indian Army

Anshul Bhargava
Chief People Officer

…under the Aegis of a Highly Experienced Board



Sunil Mehta
Chairman – Non Executive

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



Sh. Lingam Venkata Prabhakar
Non Executive Director

Age:
55 Years
Current Position:
Executive Director
PNB



Sunil Kaul
Non Executive Director

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



Shital Kumar Jain
Independent Director

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



Gourav Vallabh
Independent Director

Age:
41 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:
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:
64 Years
Current Position:
Ex-Banker, CMD, Allahabad Bank



Sanjaya Gupta
Managing Director

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

Corporate Governance



Board of Directors

It has 10 members, 3 are non-executive directors, 6 are independent directors and Managing Director

Audit Committee (ACB)

It has 3 members, all are independent directors

Nomination and Remuneration Committee (NRC)

It has 4 members, 2 are independent directors and 2 are non-executive director

Corporate Social Responsibility Committee (CSR)

It has 4 members, 2 are independent director, 1 is non-executive director and Managing Director

Credit Committee of the Board (CCB)

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

Stakeholders Relationship Committee (SRC)

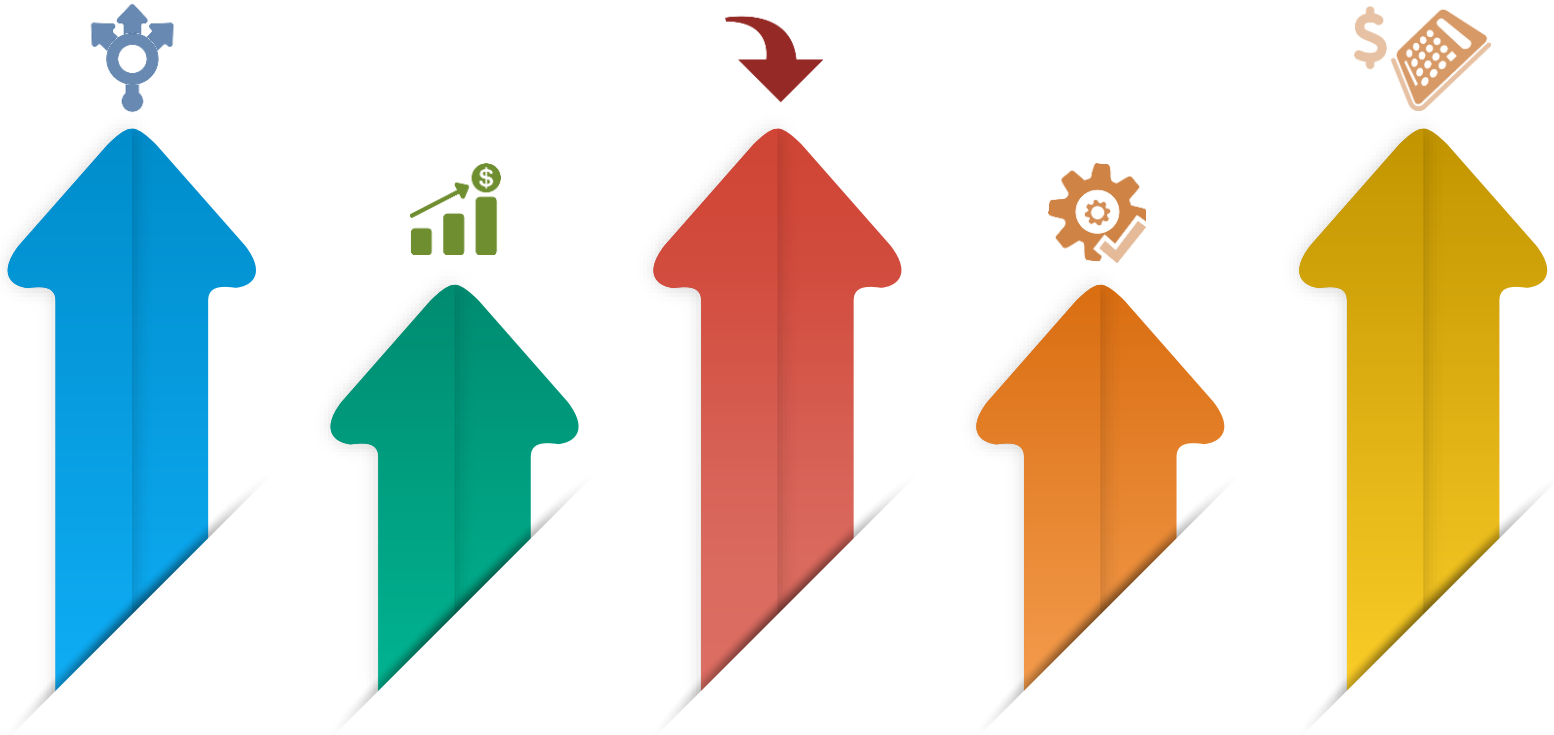
It has 4 members, 3 are independent directors and Managing Director

Risk Management Committee (RMC)

It has 5 members, 2 are independent directors, 2 are non-executive directors and Managing Director

Key Takeaways





Strong Distribution Network and Robust TOM

Strong distribution network with pan India presence and over 14,000 channel partners across India

Growth in Loan Book

5th largest by Loan Assets [1] and 2nd largest by deposits [4]
Loan Assets of INR 63,906 Crore[2]

One of the Lowest NPA's amongst HFC's

Robust Asset Quality with one of the lowest GNPAs at 0.43[2]

Efficient Borrowing Mix

Diverse and cost effective funding mix with average cost of borrowing at 7.73%[3]

Improving Cost to Income Ratio

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

1. Source: : ICRA Indian Mortgage Finance Market Update for FY2018
2. As of 30-Jun-18
3. Data for Q1FY19
4. As on 31-Mar-18

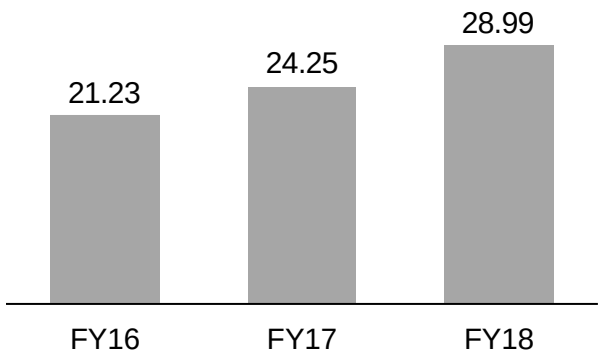
Annexure



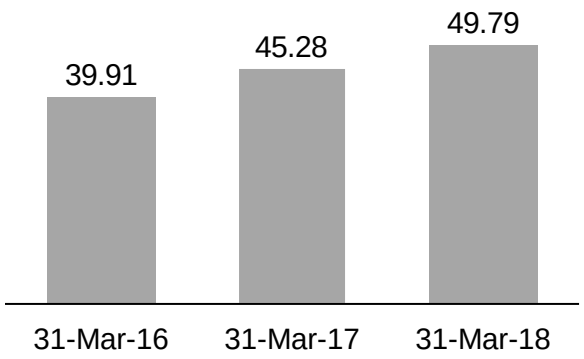
Employee Efficiency

(INR Crore)

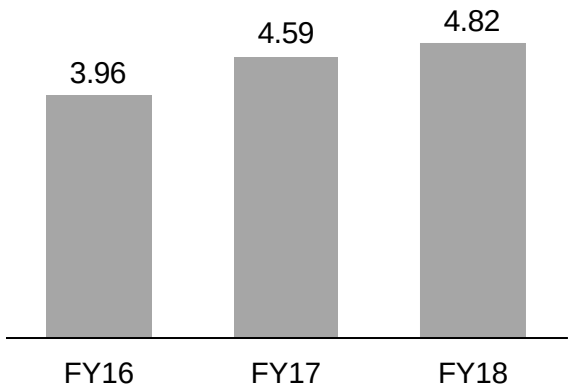
Disbursement / Employee



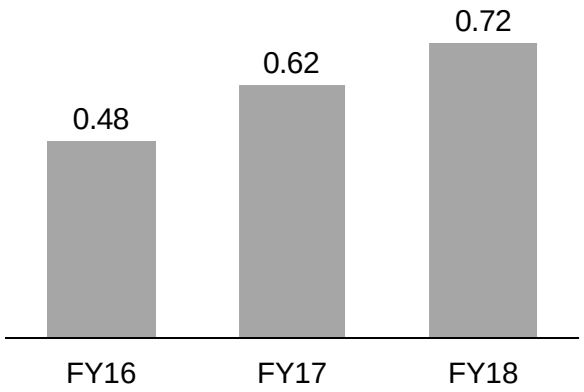
Loans Outstanding / Employee



Total Revenue / Employee



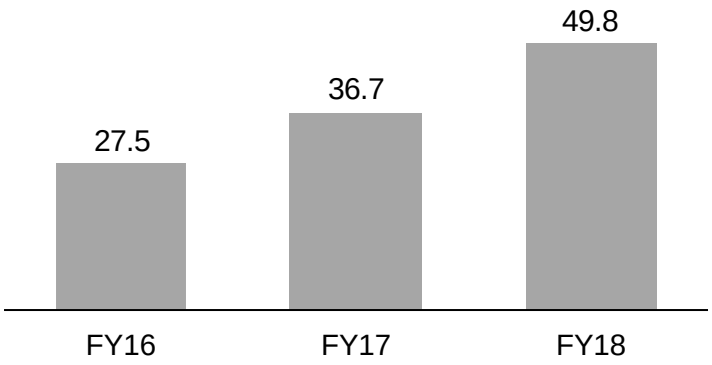
Profitability / Employee



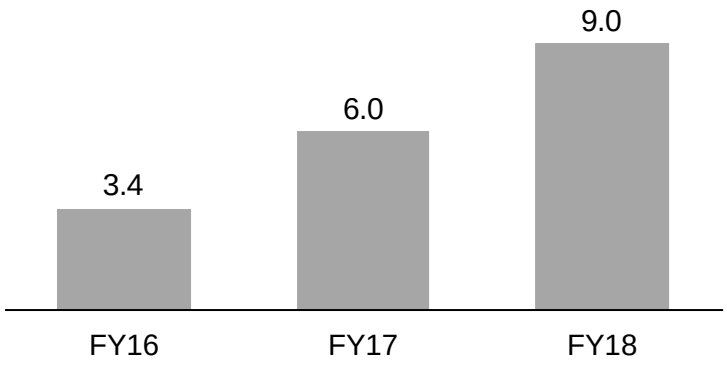
Calculated on average number of employee for the Year
1 Crore = 10 million

Return to Shareholders

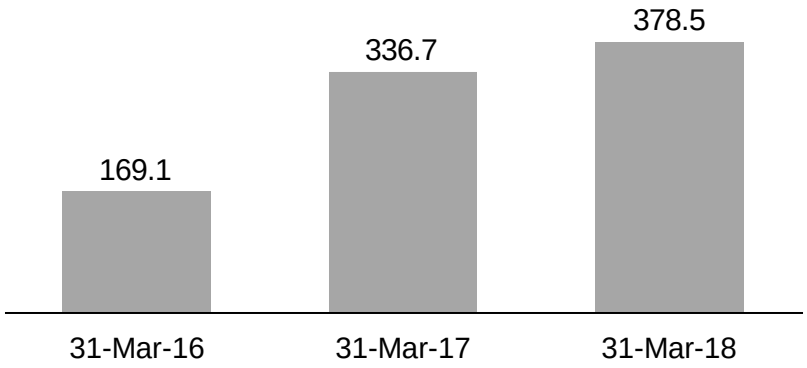
Earnings Per Share (INR)



Dividend Per Share (INR)



Book Value Per Share (INR)



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
ECL	Expected Credit Loss
EIR	Effective Interest Rate
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)
Gross Margin (%)	Total Net Income excluding acquisition cost/Average Total Assets as per Balance sheet
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 (%)	ECL Provision and 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

Ratio is calculated on Monthly Average



Thank You

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