

March 5, 2021

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: Press Release

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find attached herewith the Press Release of the Company titled "PNB Housing Finance and YES BANK enter into strategic co-lending partnership"

A copy of the same is placed on the website of the Company www.pnbhousing.com

This is for your information and records.

Thanking You,

For PNB Housing Finance Limited

Sanjay Jain

Company Secretary & Head Compliance

Membership No.: F2642

CIN: L65922DL1988PLCO33856



## PNB Housing Finance and YES BANK enter into strategic co-lending partnership

**Mumbai, March 05, 2021:** PNB Housing Finance and YES BANK announced today that they have entered into a strategic co-lending agreement to offer convenient and customized retail loans to homebuyers at competitive interest rates. PNB Housing and YES BANK will synergise capabilities to provide an efficient and seamless experience to existing and new retail home loan customers.

PNB Housing and YES BANK will jointly do due diligence and co-originate the loan at an agreed ratio. PNB Housing will service the customers through the entire loan lifecycle, including sourcing, documentation and collection with an appropriate information sharing arrangement with YES BANK.

In 2020, RBI allowed the co-origination of HFCs with banks to enable non-banking finance companies and other banking institutions to provide mutually-beneficial risk assessment services. The revised co-lending model, introduced in November 2020, gives lenders greater flexibility vis-a-vis offering higher credit for the unserved and underserved segments of the population.

PNB Housing Finance, Business Head Retail, Rajan Suri said, "India's financial sector is witnessing a historical disruption with most banks and NBFCs harnessing the power of new-age technologies to innovate and deliver qualitatively superior products and services to customers. The digital transformation has opened up untapped opportunities in the retail home loan space. We have seen a steady demand among the working class, especially millennials, who are keen to realise their dream of owning a home early in their careers. I am confident that our strategic co-lending partnership with YES BANK will enable us to accelerate our business growth and add significant value to customer relationship and experience."

Rajan Pental, Global Head - Retail Banking, YES BANK, said, "We are pleased to partner with PNB Housing Finance to provide a wider range of real estate financing options to borrowers. The partnership provides ease of loan sanctions at borrower's convenience through digital lending platforms — thereby enabling homebuyers to fulfil their dreams and aspirations. This partnership will go a long way to bring local expertise and assist the Bank to boost its footprint in newer geographies. It is our constant endeavour to curate and innovate products that add value for customers, and source meaningful partnerships that enable us to serve that goal."



## **About PNB Housing Finance Limited**

PNB Housing Finance Limited (NSE: PNBHOUSING, BSE: 540173) is promoted by Punjab National Bank and is a registered Housing Finance Company with National Housing Bank (NHB). The Company got listed on the Indian stock exchanges on 7th November, 2016. The Company offers to its retail customers "housing and non-housing loans". The Company is also into construction finance loans to real estate developers for residential housing. PNB Housing Finance is a deposit taking Housing Finance Company.

For more Information, please contact:

**PNB Housing Finance Ltd** 

Media

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## **About YES BANK**

YES BANK is a 'Full Service Commercial Bank' providing a complete range of products, services and technology driven digital offerings, catering to Retail, MSME as well as corporate clients.

YES BANK operates its Investment banking, Merchant banking & Brokerage businesses through YES SECURITIES and its Mutual Fund business through YES Asset Management (India) Limited, both wholly owned subsidiaries of the Bank. Headquartered in Mumbai, it has a pan-India presence across all 28 states and 8 Union Territories in India including an IBU at GIFT City, and a Representative Office in Abu Dhabi.

For more information, please visit the Bank's website at http://www.yesbank.in/