



Ref: PNBHFL/SE/EQ/FY25/114
Date: January 21, 2025

The BSE Limited
Listing Department,
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai – 400001
Scrip Code: 540173

The National Stock Exchange of India Limited
Listing Department
“Exchange Plaza”
Bandra Kurla Complex,
Bandra (E), Mumbai – 400051
Symbol: PNBHOUSING

Dear Sir(s),

Sub: Investor Presentation for the 3rd quarter and nine months ended December 31, 2024

Ref: Our letter PNBHFL/SE/EQ/FY25/113 dated January 21, 2025 and PNBHFL/SE/EQ/FY25/112 dated January 13, 2025.

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended from time to time, please find enclosed the Investor Presentation of the Company for the 3rd quarter and nine months ended December 31, 2024 to be referred during earnings call with investors today at 07:00 P.M. (IST).

A copy of the same is placed on the website of the Company <https://www.pnbhousing.com/>

Kindly take the above document on record.

Thanking You,

Yours faithfully,
For PNB Housing Finance Limited

Veena G Kamath
Company Secretary

Encl: As above.

Regd. Office: 9th Floor, Antriksh Bhavan, 22 Kasturba Gandhi Marg, New Delhi – 110 001
Phone: 011 – 23736857, E-mail: investor.services@pnbhfl.com, Website: www.pnbhfl.com
CIN: L65922DL1988PLC033856

Internal



Investor Presentation

Quarter Ended December 2024

21-January-2025

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Business Highlights

- In Q3 FY25, Retail Disbursement grew by 31% YoY to INR 5,380 crore; Affordable and Emerging Markets segments accounted for 38% of the Retail Disbursement
- As on 31st Dec 2024, Retail Loan Asset grew by 17.5% YoY at INR 70,676 crore; Affordable and Emerging Markets segments forms 24% of the Retail Loan Asset
- Presence in 305 branches including 161 branches for Affordable and 50 branches for Emerging Markets

Spread & Margins

- NIM for Q3 FY25 is at 3.70% as compared to 3.68% in Q2 FY25
- Cost of Borrowing is 7.83% in Q3 FY25 as compared to 7.84% in Q2 FY25
- Deposit stood at INR 17,275 crore as on 31st Dec 2024

Asset quality & Profitability

- Recovered INR 53 crore in Q3 FY25 and INR 181 crore in 9M FY25 from written-off pool
- Gross NPA stood at 1.19% as on Q3 FY25 as compared to 1.24% in Q2 FY25 and 1.73% in Q3 FY24
- Return on Asset stood at 2.51% for Q3 FY25 (annualised); ROA stood at 2.48% for 9M FY25 and 2.20% in FY24

Key Performance Highlights

Retail Segment

Corporate Segment

Total



Disbursement (INR Crore)

5,380 (Q3 FY25)
(30.9 % YoY | 0.7 % QoQ)

- **Prime:** 3,355 (15.2% YoY)
- **Emerging Markets:** 1,105 (39.4% YoY)
- **Affordable:** 920 (126.8% YoY)

15,084 (9M FY25)
(26.3 % YoY)

NIL (Q3 FY25)

34 (9M FY25)
(-48.7 % YoY)

5,380 (Q3 FY25)
(29.9% YoY | 0.7% QoQ)

15,118 (9M FY25)
(25.9% YoY)



Loan Asset (INR Crore)

70,676 (31-Dec-24)
(17.5% YoY | 4.0% QoQ)

- **Prime:** 53,669 (11.3% YoY)
- **Emerging Markets:** 13,169 (22.5% YoY)
- **Affordable:** 3,838 (234.0% YoY)

INR 1,241 (31-Dec-24)
(-43.8% YoY | -18.9% QoQ)

INR 71,917 (31-Dec-24)
(15.4% YoY | 3.5% QoQ)



GNPA

1.21% (31-Dec-24) VS
1.27% (30-Sep-24) |
1.67% (31-Dec-23)

Nil (31-Dec-24) VS
Nil (30-Sep-24) |
3.35% (31-Dec-23)

1.19% (31-Dec-24) VS
1.24% (30-Sep-24) |
1.73% (31-Dec-23)

Key Performance Highlights



AUM

INR 76,840 Crore

(12.1% YoY | 2.8% QoQ)



Loan Asset

INR 71,917 Crore

(15.4% YoY | 3.5% QoQ)



Deposits

INR 17,275 Crore

Public 87.3% | ICD 12.7%



Net NPA

0.80% (31-Dec-24) vs

0.84% (30-Sep-24) |

1.14% (31-Dec-23)



Spread

2.29% (Q3FY25)

(+17 bps YoY | +8 bps QoQ)

2.21% (9M FY25)

(-21 bps YoY)



NIM

3.70% (Q3FY25)

(+21 bps YoY | +2 bps QoQ)

3.67% (9M FY25)

(-10 bps YoY)



ROA

2.51% (Q3FY25)

(+59 bps YoY | -3 bps QoQ)

2.48% (9M FY25)

(+40 bps YoY)



Capital Adequacy

28.78%

(-75 bps YoY | -35 bps QoQ)

Tier I: 27.98% | Tier II: 0.80%



Gearing Ratio

3.66x

(+1 bps YoY | +7 bps QoQ)



Book Value Per Share

INR 629

(INR 577 31-Mar-24)

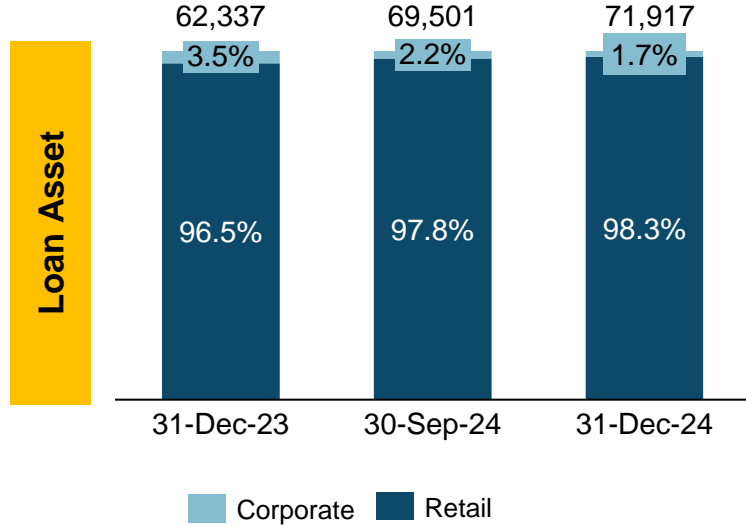


Overall Business Update

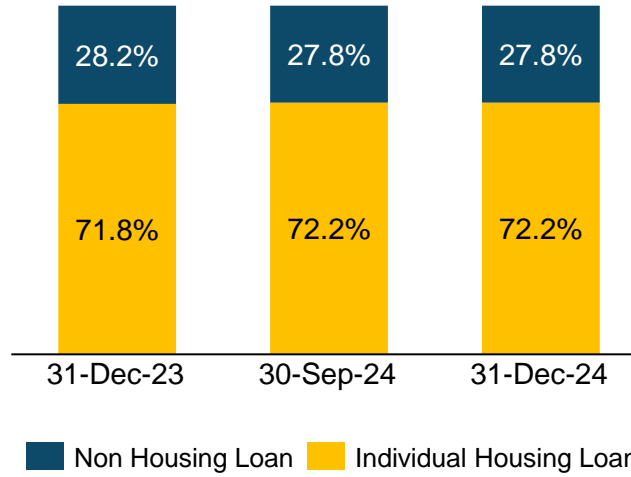
Loan Asset Mix

(INR Crore)

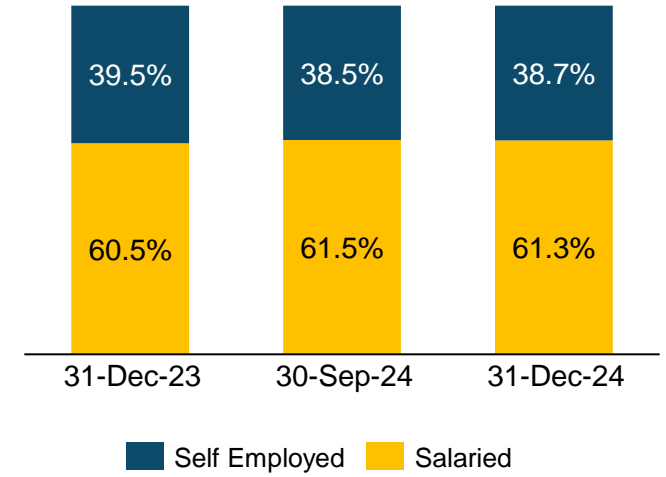
Segment Mix



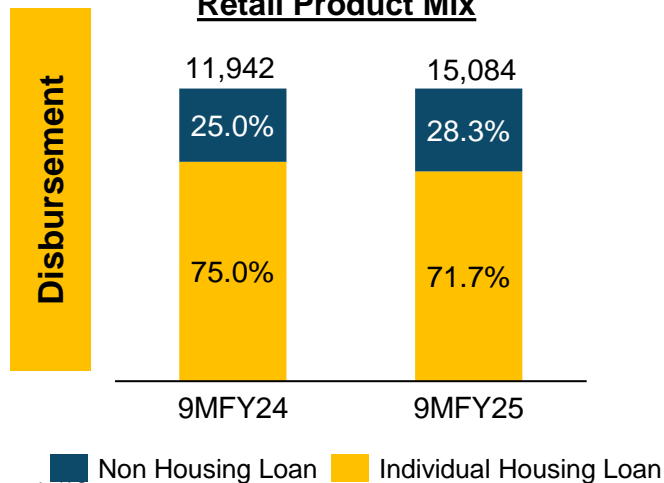
Retail Product Mix



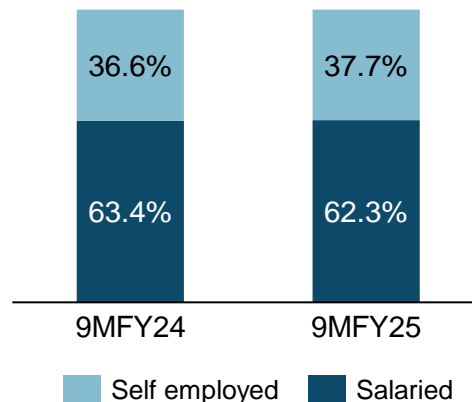
Retail Profile Mix



Retail Product Mix



Retail Profile Mix

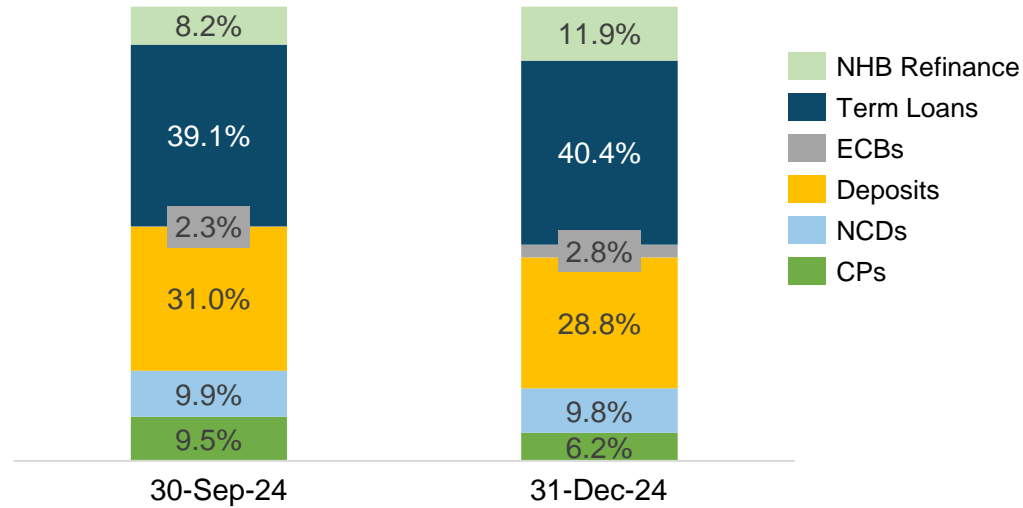


- Live loan accounts serviced by the Company crossed 3,15,000 as on 31-Dec-24
- Average ticket size for Individual Housing loan and Retail Non-Housing at INR 29 lac and INR 26.5 lac respectively (as on Dec-24)
- Affordable and Emerging Markets segment contributes 38% to Retail disbursement

As per IndAS

Well Diversified Borrowing Profile

Borrowing Mix



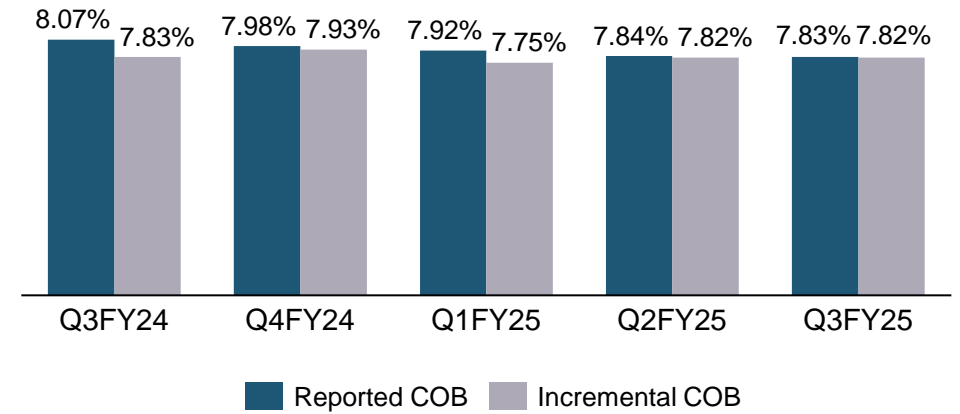
Borrowings

INR 57,028 Crore

INR 59,884 Crore

- 70% of the total borrowings is floating
- Average daily Liquidity Coverage Ratio maintained at 193% for Q3 FY25
- SLR at 15% as on 31-Dec-24
- Received NHB and ECB sanction during the quarter

Cost of Borrowing



Rating

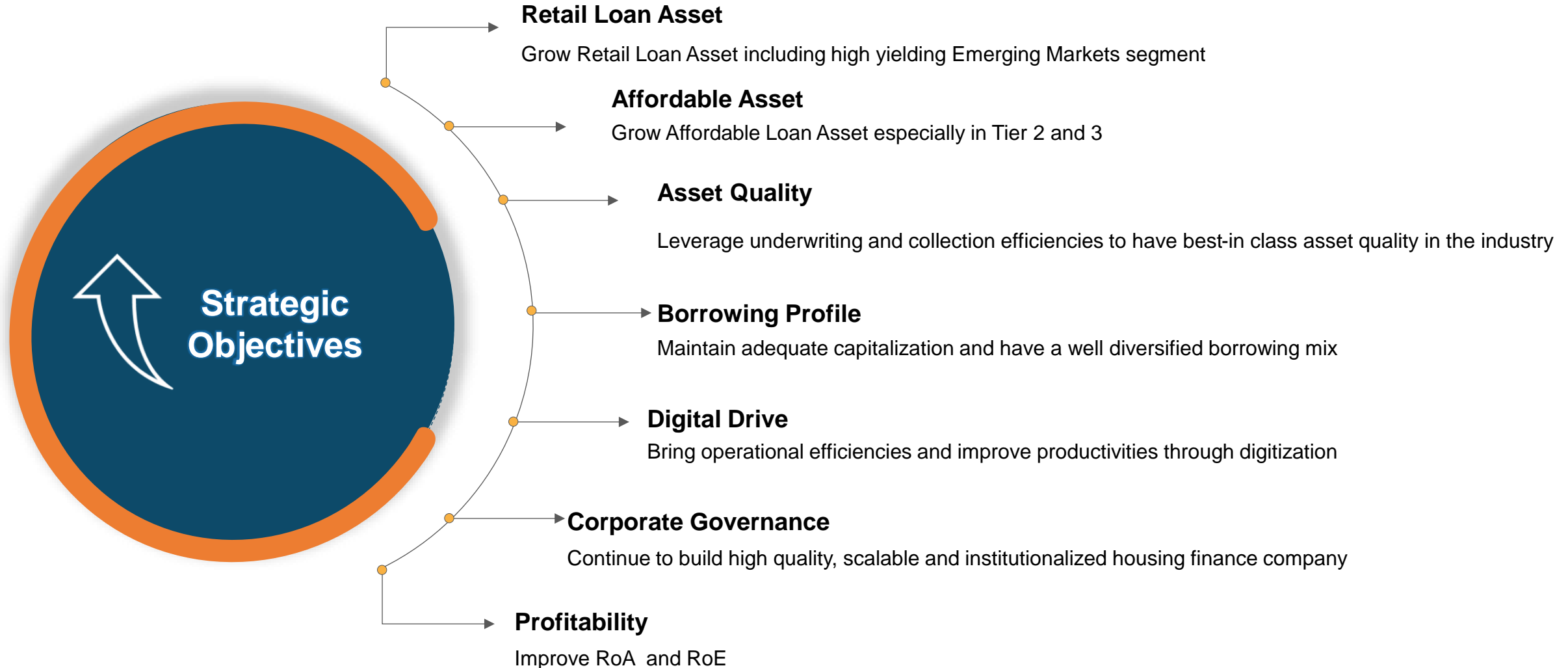
CRISIL
An S&P Global Company

ICRA

AA+
(Outlook – Stable)

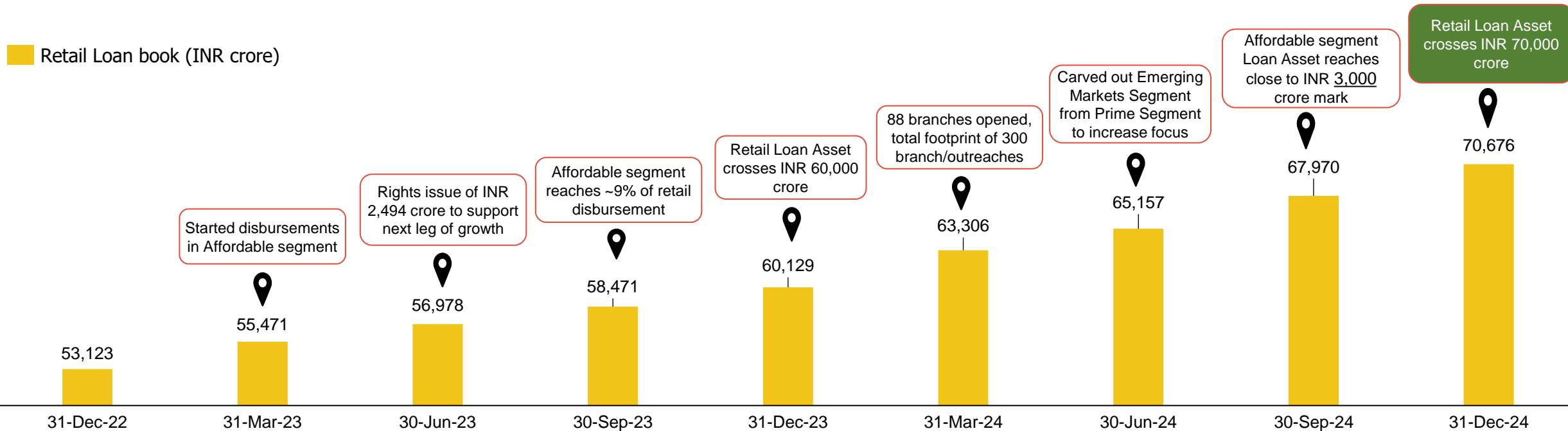
CARE Ratings

India Ratings & Research
A Fitch Group Company



Retail strategy ramping up well

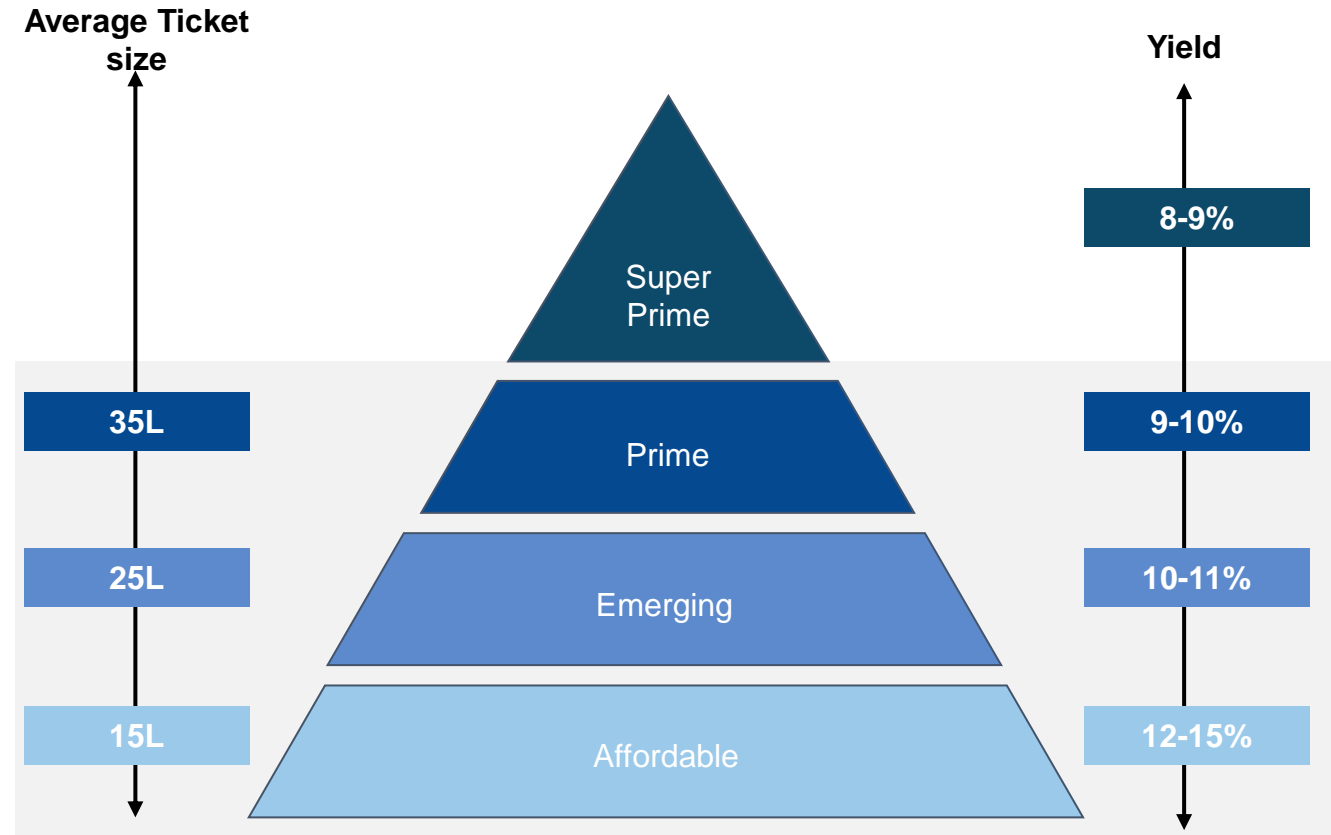
Retail Growth strategy and objectives...



Leveraging Prime segment experience to grow Emerging Markets and Affordable

Moving down the affordability pyramid...

Experience brings advantages...



Strong brand recall

Trusted brand with long history and PNB parentage



Pan India presence

30+ years of experience across 20 states and UTs



10+ years of proprietary data

Strong understanding of customers across markets and credit cycles



One PNBHF platform

Shared resources and experience across Tech, operations and analytics

Increased focus on Emerging Markets and Affordable segments, leveraging long experience of successful retail growth

Key building blocks in place – People, Product, Process, Distribution and Brand

Retail Business Focus Areas

<u>LOAN Asset (INR crore)*</u>	Q3FY25	Q2FY25	Q3FY24	Change (YoY)
Prime	53,669	52,466	48,234	11%
Emerging Markets	13,169	12,545	10,746	23%
Affordable	3,838	2,959	1,149	234%
Total	70,676	67,970	60,129	18%
<u>Disbursement (INR crore)</u>	Q3FY25	Q2FY25	Q3FY24	
Prime	3,355	3,676	2,911	15%
Emerging Markets	1,105	1,035	793	39%
Affordable	920	630	406	127%
Total	5,380	5,341	4,110	31%
<u>Incremental Yield</u>	Q3FY25	Q2FY25	Q3FY24	
Prime	9.39%	9.34%	9.22%	+17 bps
Emerging Markets	9.80%	9.79%	9.52%	+28 bps
Affordable	12.14%	11.95%	11.60%	+54 bps
<u>No of Branches</u>	Q3FY25	Q2FY25	Q3FY24	
Prime	94	93	75	+19
Emerging Markets	50	50	37	+13
Affordable	161	160	100	+61

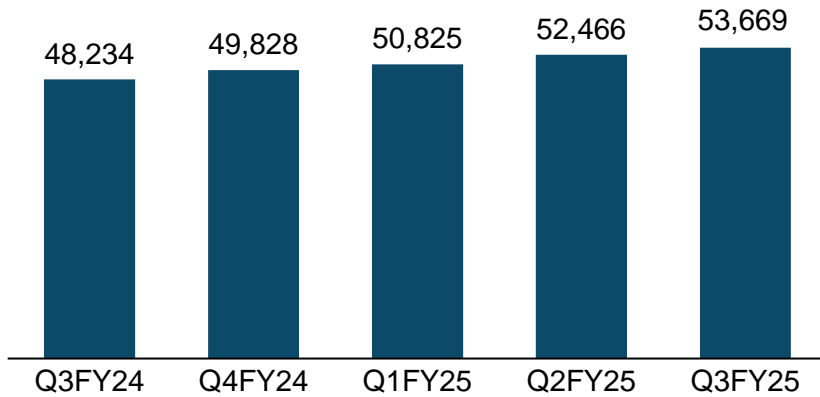
- Retail Segment classified as Prime, Emerging Markets and Affordable Segment
- Focus on Affordable and Emerging Markets Segment led to higher growth in both the segments
- Emerging Markets segment was carved out from Prime segment in Q1 FY25; focused approach led to 41 bps higher incremental yield as compared to Prime Segment
- Expansion focused on high yielding segments



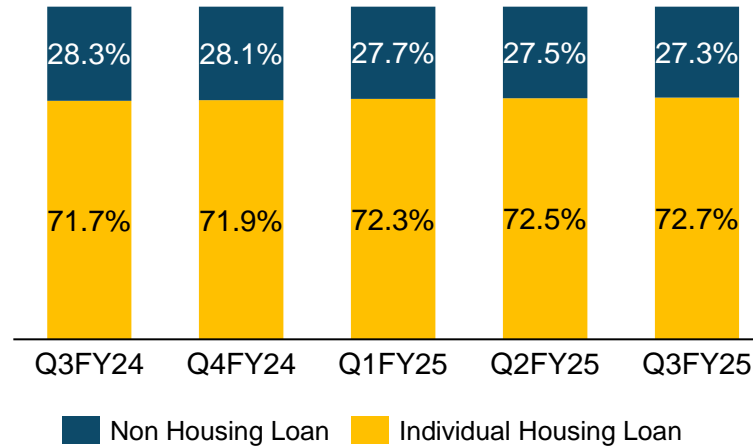
Segment Update – Prime

Prime Segment Update

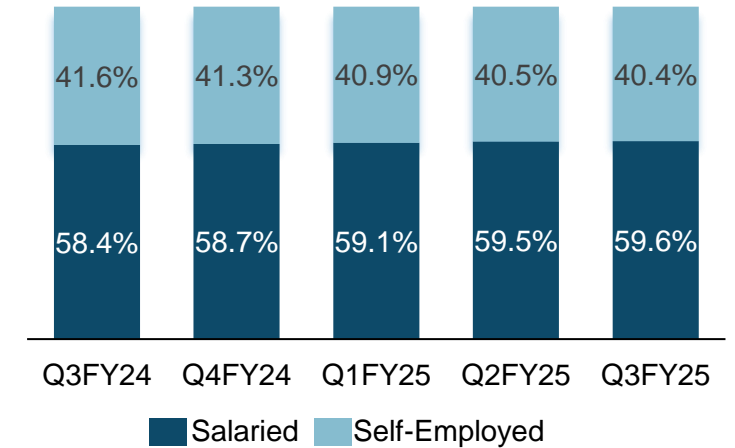
Loan Asset (INR crore)



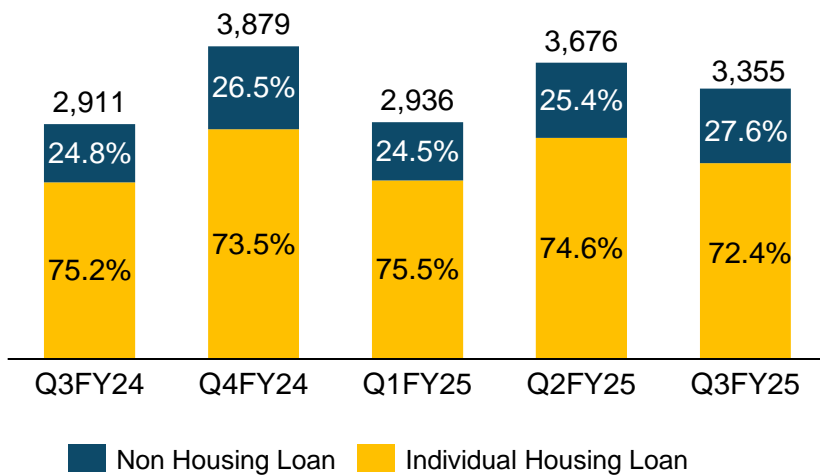
Loan Asset by Product (%)



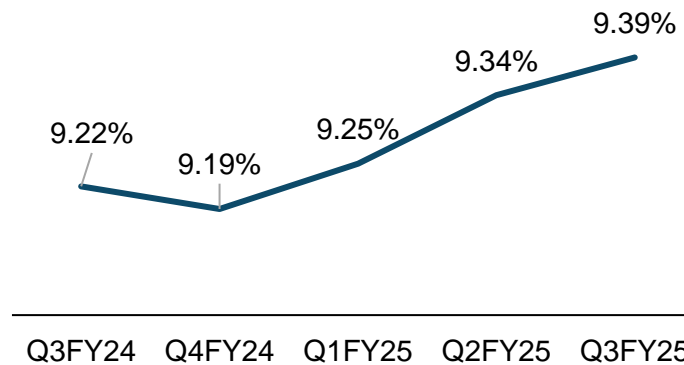
Loan Asset by Profile (%)



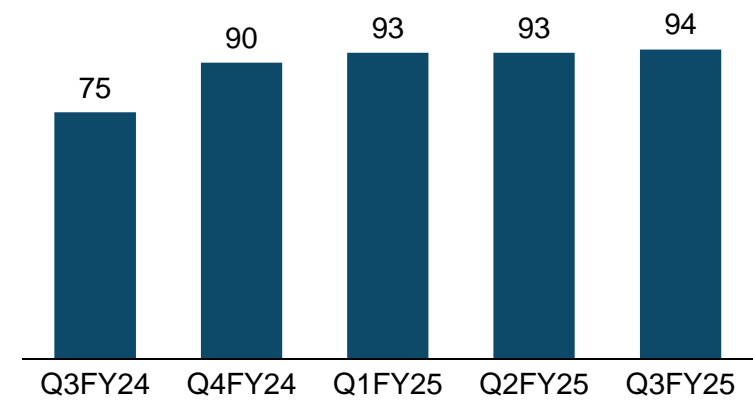
Disbursement (INR crore)



Incremental Yield (%)



Branches/outreaches

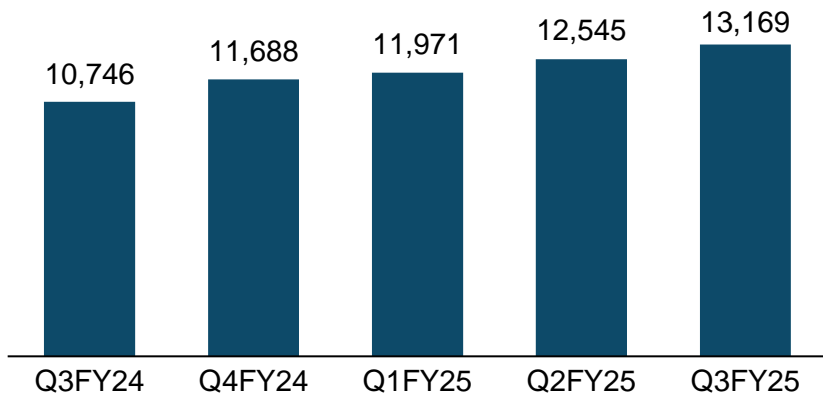




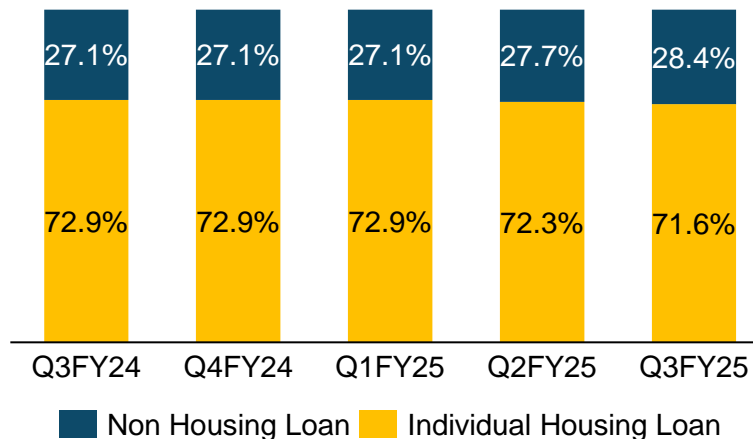
Segment Update – Emerging Markets

Emerging Markets Segment Update

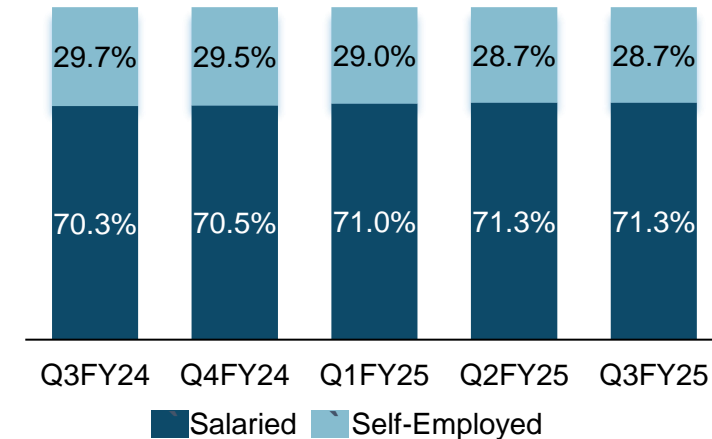
Loan Asset (INR crore)



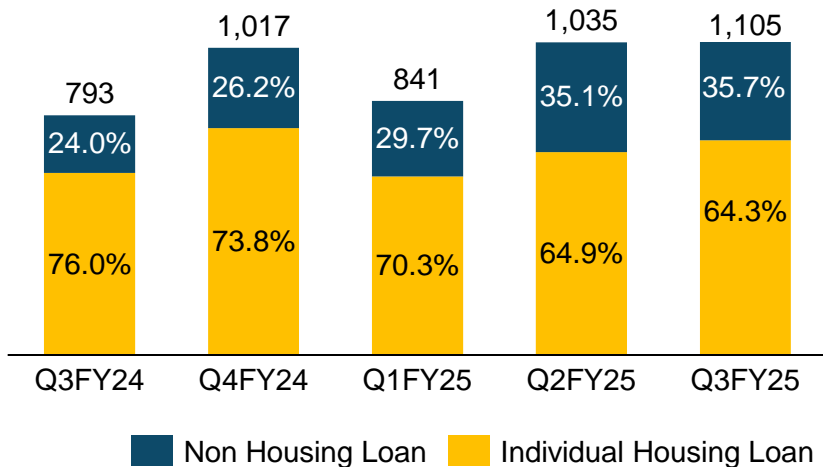
Loan Asset by Product (%)



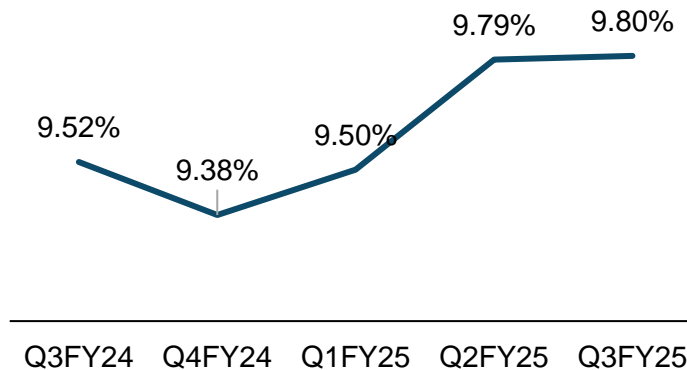
Loan Asset by Profile (%)



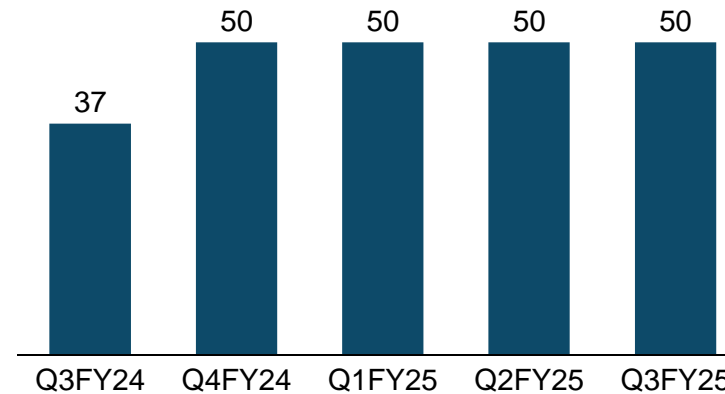
Disbursement (INR crore)



Incremental Yield (%)



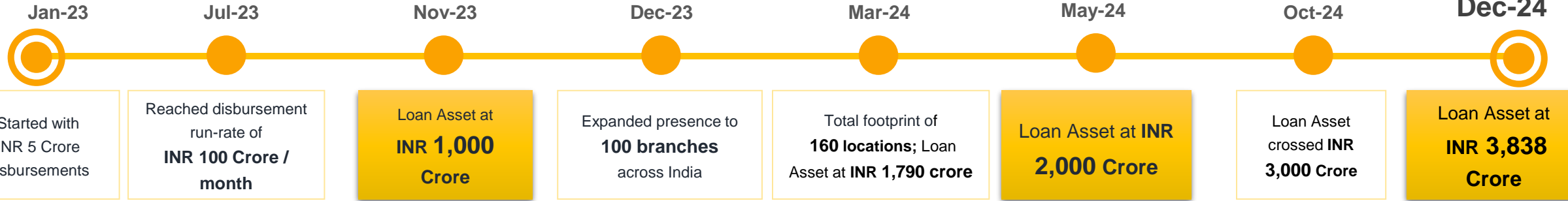
Branches/outreaches





Segment Update – Affordable

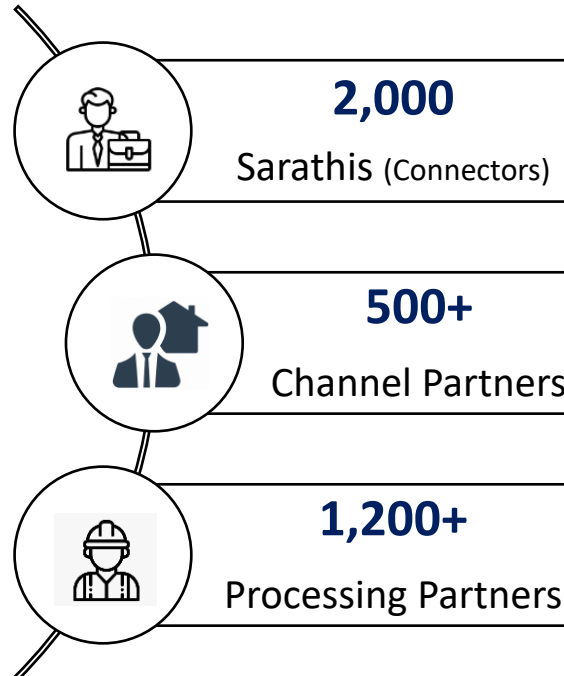
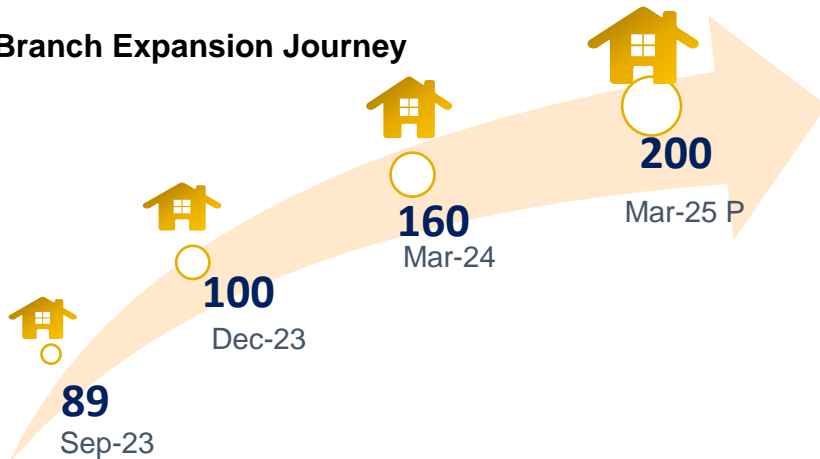
Roshni Business: Key Milestones



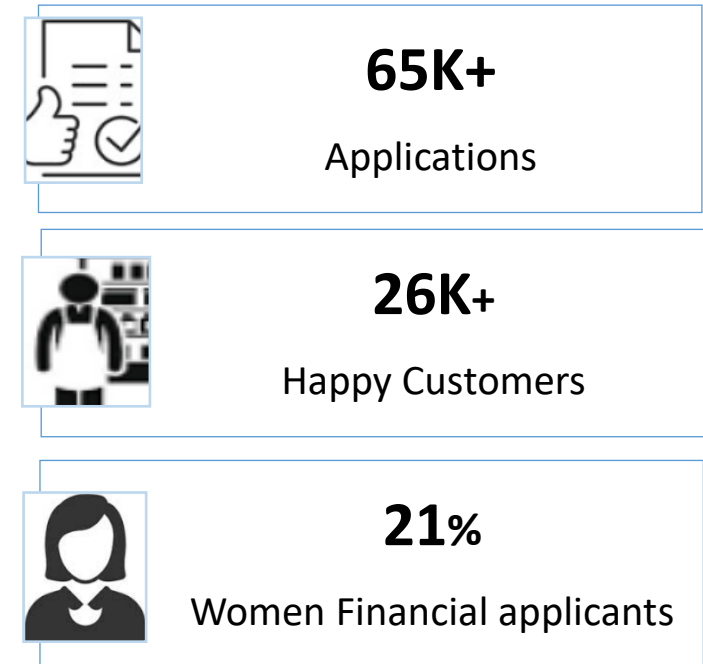
Distribution Network



Branch Expansion Journey

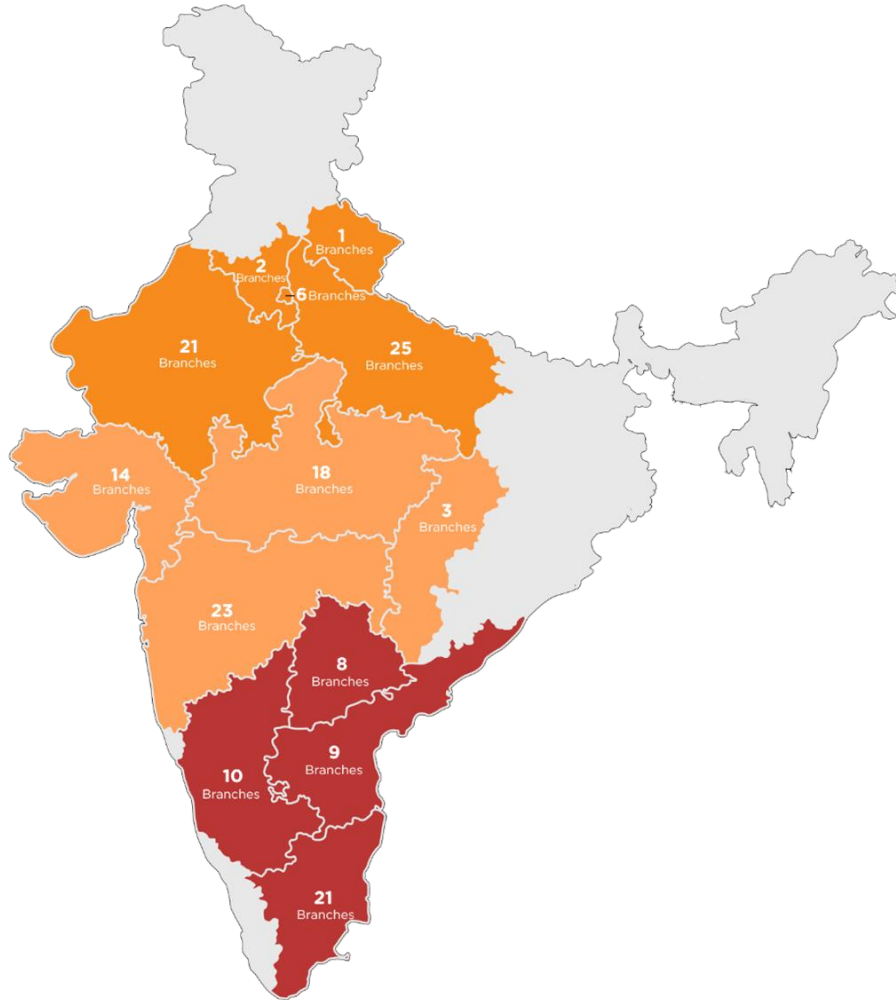


Customers

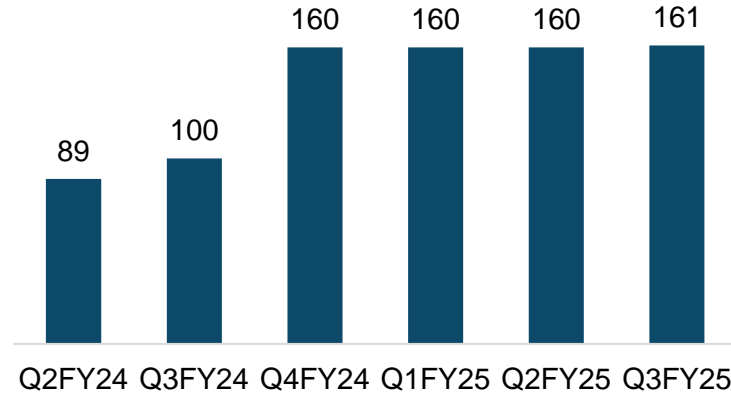


Affordable Segment Distribution Strategy

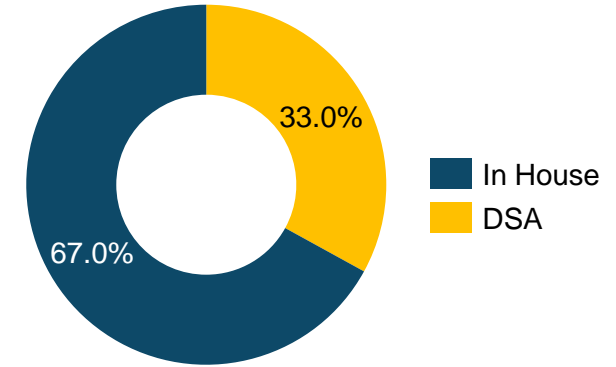
OUR ROSHNI OFFICE NETWORK



Distribution Network



Disbursement Channel Mix – 9M FY25

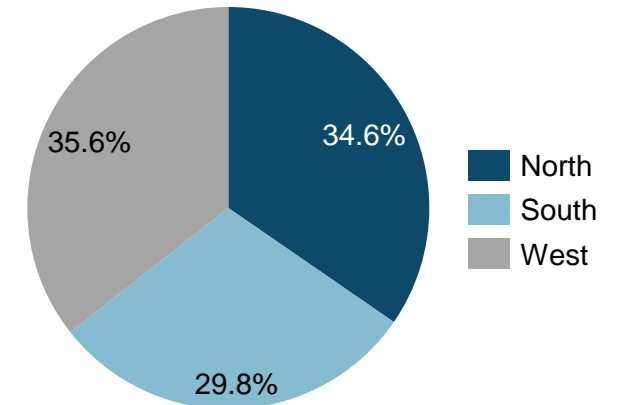


Geographic Presence

State	# Branches	% of Loan Asset	
		31-Dec-24	31-Dec-23
Uttar Pradesh	25	17.1%	18.6%
Tamil Nadu	21	16.8%	19.0%
Madhya Pradesh	18	14.6%	16.5%
Maharashtra	23	14.4%	16.2%
Rajasthan	21	13.0%	11.1%

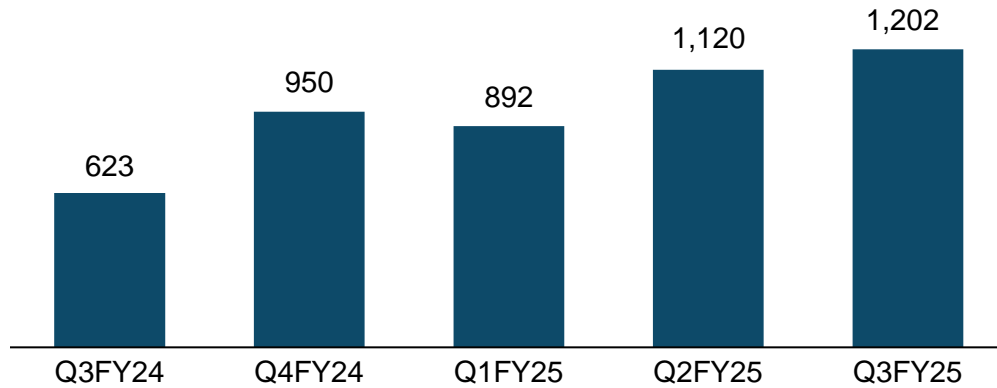
Derisking the Geographical presence; with branch expansions, top 5 states contribution reduced to 76% of Loan Asset as on 31-Dec-24 vs 81% a year ago

Loan Asset Geographical Breakup

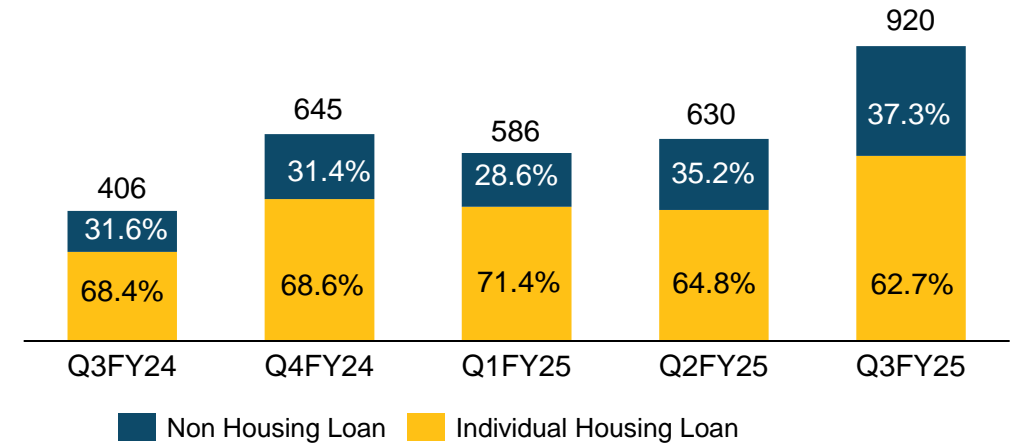


Ramp-up in Affordable Segment

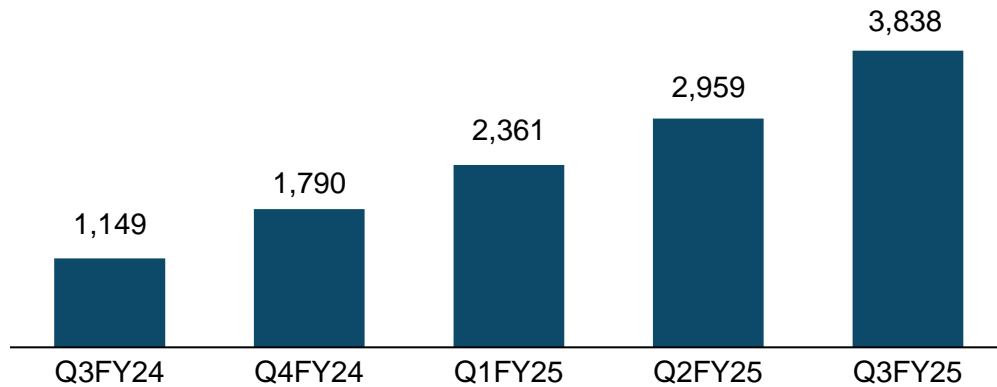
Sanction (INR crore)



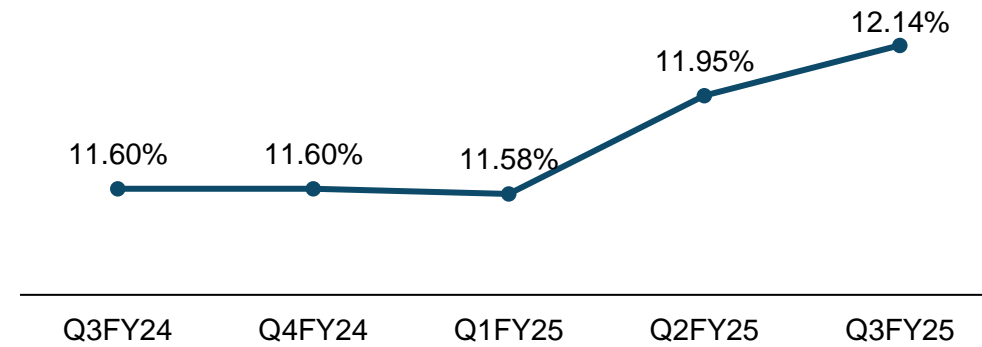
Disbursement (INR crore)



Loan Asset (INR crore)

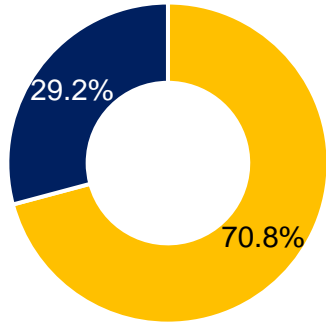


Incremental Yield (%)



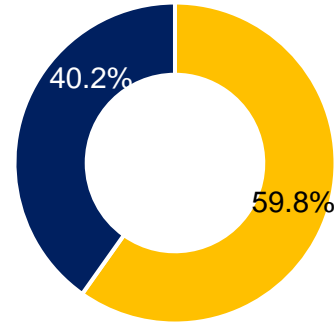
Affordable Segment Portfolio Matrix

Loan Asset by Product



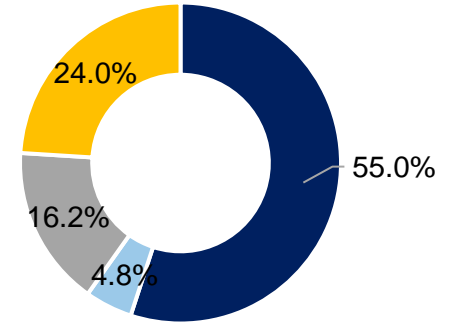
- Individual Housing Loan
- Non Housing Loan

Loan Asset by Profile



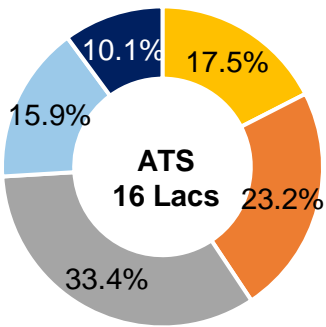
- Salaried
- Self Employed

Loan Asset by Profile – Formal/Informal



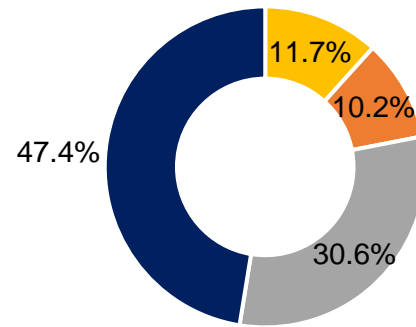
- SAL - Formal
- SAL - Informal
- SE - Formal
- SE - Informal

Loan Asset by Ticket Size



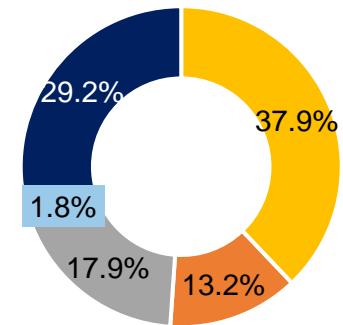
- Upto 10 lacs
- 10 to 15 lacs
- 15 to 25 lacs
- 25 to 35 lacs
- > 35 lacs

Loan Asset by Credit history



- NTC
- Upto 700
- >700-750
- >750

Loan Asset by Purpose



- Purchase/resale
- Plot + Construction
- Self Construction
- Home Extension
- Non-Housing Loan



Asset Quality

Credit Underwriting Process Flow

Digital intervention at each step

Login

Customer provides all data digitally (eKYC, Financials, ITR, Property Details etc.)



01

- Aadhaar based KYC from UIDAI (e-KYC)
- Customer details to trigger bureau checks and dedupe (Bureau score, individual verification etc.)
- Ensuring credibility using alternate KYC check and work email verification

Credit appraisal

Assessment of three C's:
Credibility
Capacity to repay
Capital adequacy

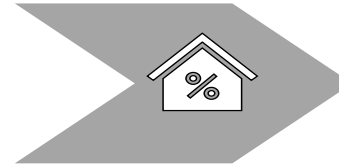


02

- Decentralised credit with mapping of underwriters at each branch
- Eligibility calculation using automated CAM, Bank statement Analyser.
- Validating credit assessment using Business Rule Management Engine, Straight through Processing
- Company is live in Account Aggregator ecosystem

Collateral

Verification of valuation and title of collateral

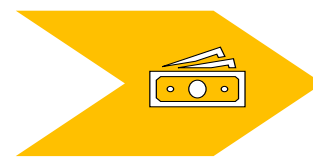


03

- Technical and legal assessment by vendors
- Digital outputs shared within Loan Operating System
- Subject matter expert team for various sub-functions of Underwriting - Legal, Technical and FCU

Disbursement

Hassle free disbursement post customer's acceptance to offer



04

- System validation for LTV and other regulatory norms
- Decentralized branch level disbursement facility for faster delivery

Sustainable growth

Total of 41,348 logins were booked in Q3 FY25 as against 41,373 logins in Q2 FY25

Focussed approach

Consistent focus on mid and low-ticket loans; ~95% of fresh sanction volume on boarded has ticket size of upto INR 1 cr.

Automation

Machine learning leading to economies of scale; 26% of eligible salaried cases were STP in Q3 FY25.



Improved credibility

Quarter on quarter improvement in sourcing quality; 84% of the loans booked in Q3 FY25 had bureau score of more than 700

Controlled Delinquency

Early mortality; controlled delinquency in business booked in last:

12 months - 30+ - 0.11%, 90+ - 0.03%

24 months- 30+: 0.53%, 90+: 0.13%

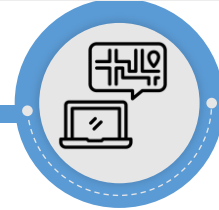
Collections supported by Technology, Data & Analytics



Analytics based case allocation



Geo-allocation



Real Time Field Force Tracking



Delinquency Prediction Modelling

Verticalization of Collection Team to Improve Asset Quality

X-Bucket Resolution

- X- Bucket resolution through
- Contact less Collections
 - Emphasis on Tele-calling
 - Regular Field Visits

96% Bucket X in Dec-24

Pre-NPA Resolution

- Pre-NPA resolution through
- Focus on rollback / stabilization
 - Focus to limit forward flow

96% resolution in SMA II in Dec-24

Consistent NPA Reduction

- NPA reduction through
- Focused early bucket cash collection
 - Support from Legal machinery & SARFAESI
 - One-time Settlements
 - Auction & Sale of properties

Retail Gross NPA reduced to 1.19% as on 31-Dec-24

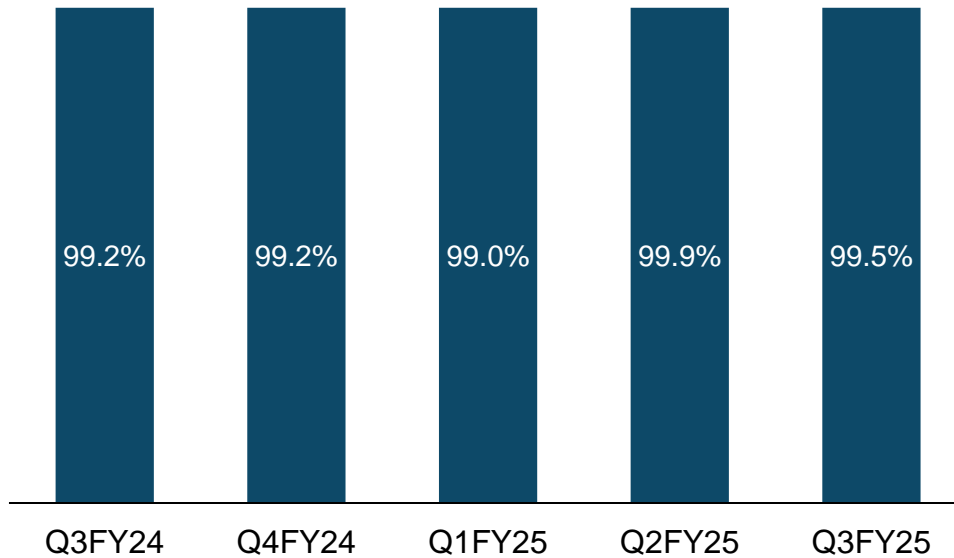
Emphasis on Recovery on written-off pool

- Recovery through
- OTS and property sale of written-off pool
 - Auction & Sale of property - auctioned 384 properties in 9M FY25

Recovery of INR 129 crore from written-off pool in 9M FY25

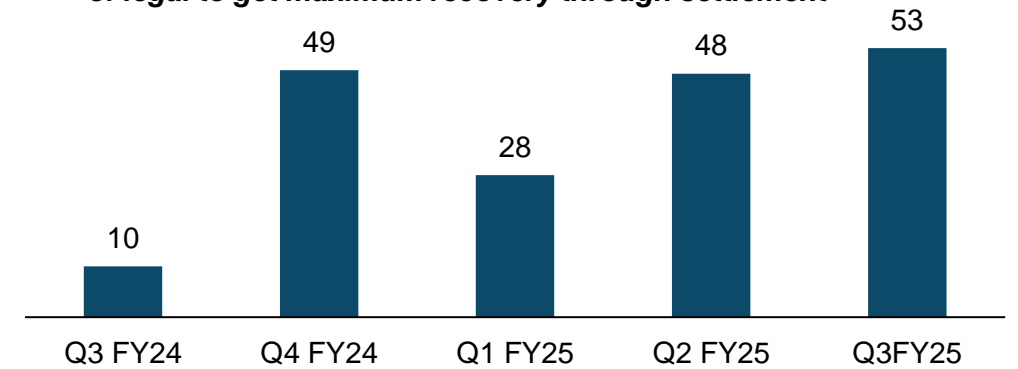
Collection Efficiency

Dedicated team to focus on bucket X, pre-NPA and NPA resolutions



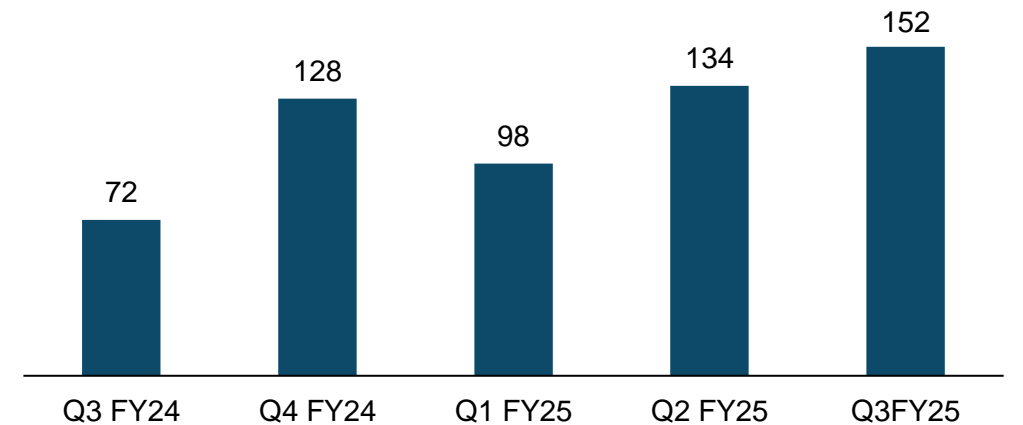
Write off Recovery

Dedicated team is handling the written off cases with the help of legal to get maximum recovery through settlement



Properties Sold

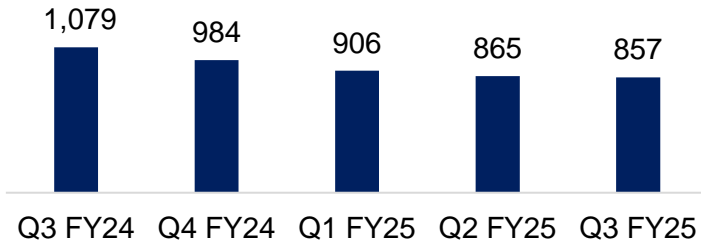
Dedicated team to focus on Disposal of repossessed properties



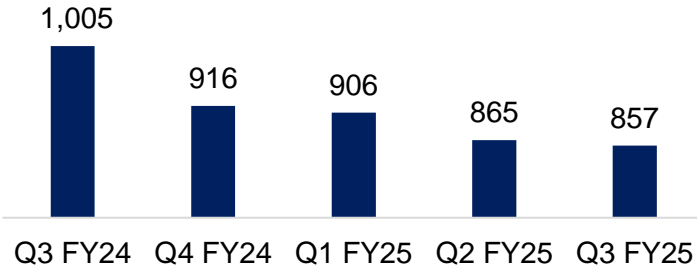
Asset Quality

GNPA (INR Crore)

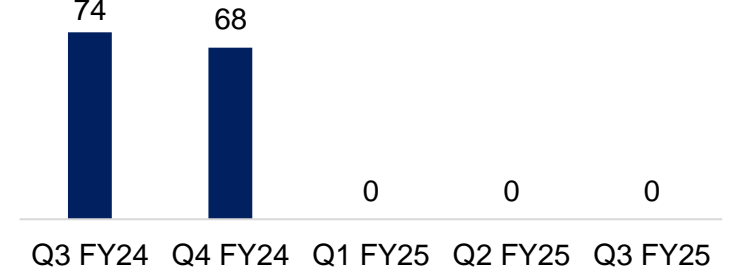
Overall



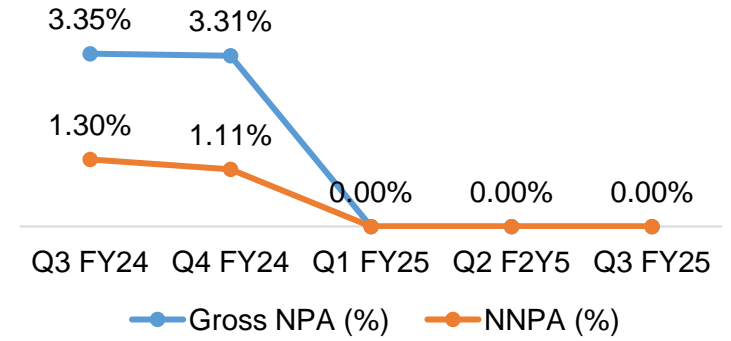
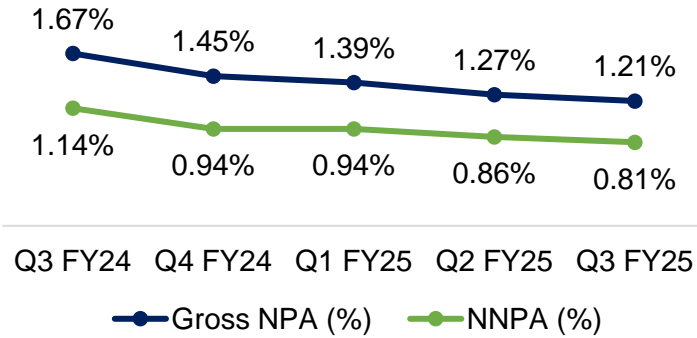
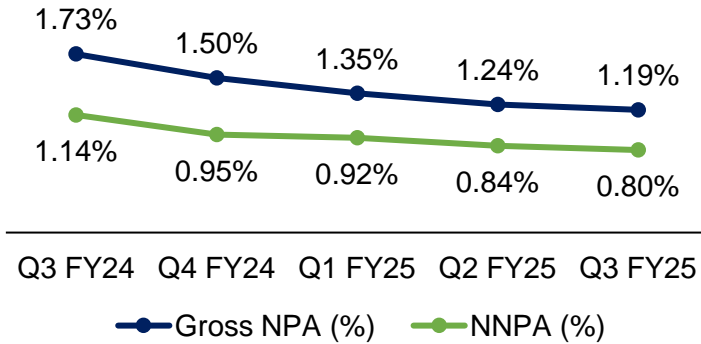
Retail



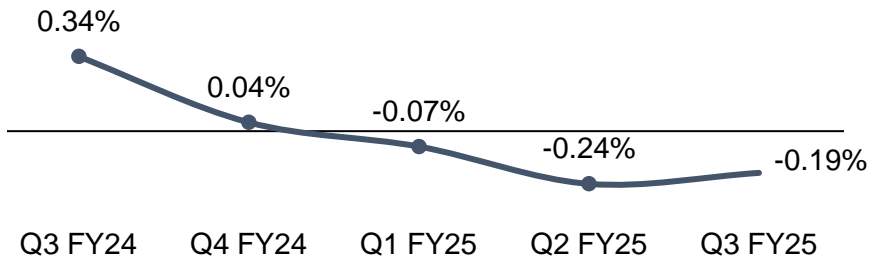
Corporate



GNPA & NNPA (%)



Credit Cost



NPA as a % of Loan Asset
As per IND-AS
Consolidated Numbers

Expected Credit Loss (ECL) Provisions

Particulars (INR Crore)	31-Dec-24	30-Sep-24	31-Dec-23
Gross Stage 1*	68,652	66,688	59,302
Gross Stage 1 as % to Loan Asset	95.46%	95.95%	95.13%
ECL Provision Stage 1	373	503	579
ECL Provision % Stage 1	0.54%	0.75%	0.98%
Gross Stage 2*	2,407	1,948	1,956
Gross Stage 2 as % to Loan Asset	3.35%	2.80%	3.14%
ECL Provision Stage 2	432	331	261
ECL Provision % Stage 2	17.93%	17.01%	13.37%
Gross Stage 3	857	865	1,079
Gross Stage 3 as % to Loan Asset	1.19%	1.24%	1.73%
ECL Provision Stage 3	285	283	371
ECL Provision % Stage 3	33.19%	32.73%	34.42%
Total Loan Asset	71,917	69,501	62,337
ECL Provision	1,089	1,117	1,212
Total ECL Provision / Total Loan Asset (%)	1.51%	1.61%	1.94%



Technology Update

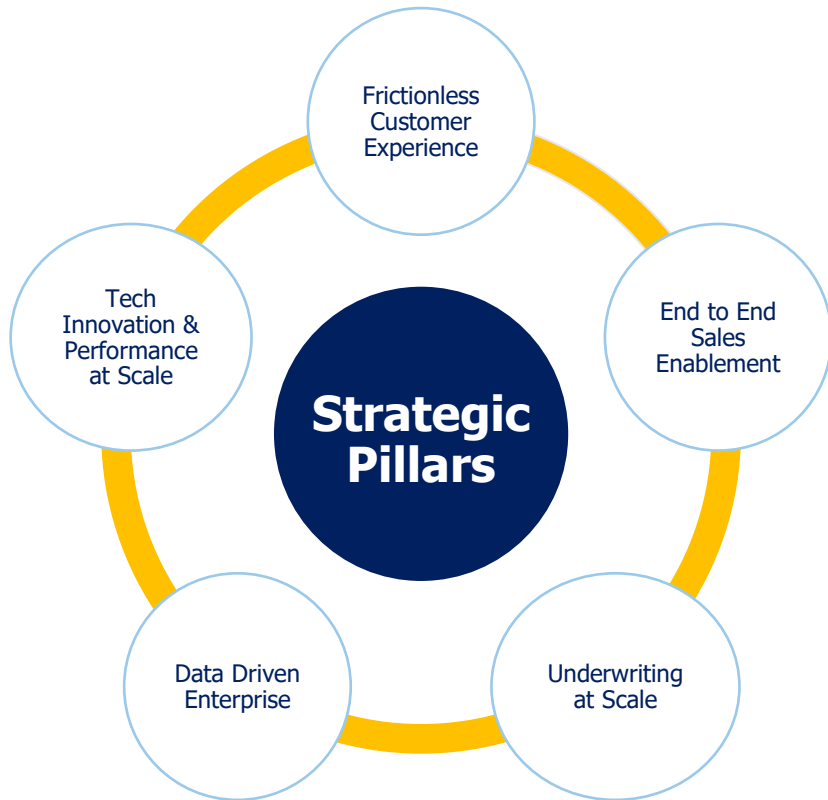
Technology Vision and Foundations



Tech Vision

PNBHFL to be a large **Digital player** in the **HFC ecosystem** collaborating and partnering with fintech, banks, market aggregators etc., leveraging synergy & scale through **platforms**, offering personalised products and **ease of services** promoting **high levels of adoption**.

IT 2.0: Embracing disruptive digital, data power and changing customer preferences



Tech foundations for enabling all strategic pillars



Strengthening Core Tech Foundations

Embracing Cloud
Implementing & leveraging Cloud workloads (SaaS, PaaS and IaaS)

API Journey
Vast APIfication of micro capabilities and services for seamless digital integrations



Robust security and resilience

Hybrid IT Setup
Balancing cost, scale and performance considerations

24x7 Monitoring
AI/ML based security monitoring & events correlation

Backup & DR capabilities
Building resiliency for business continuity

Zero Trust Security
Access controls across touchpoints & users



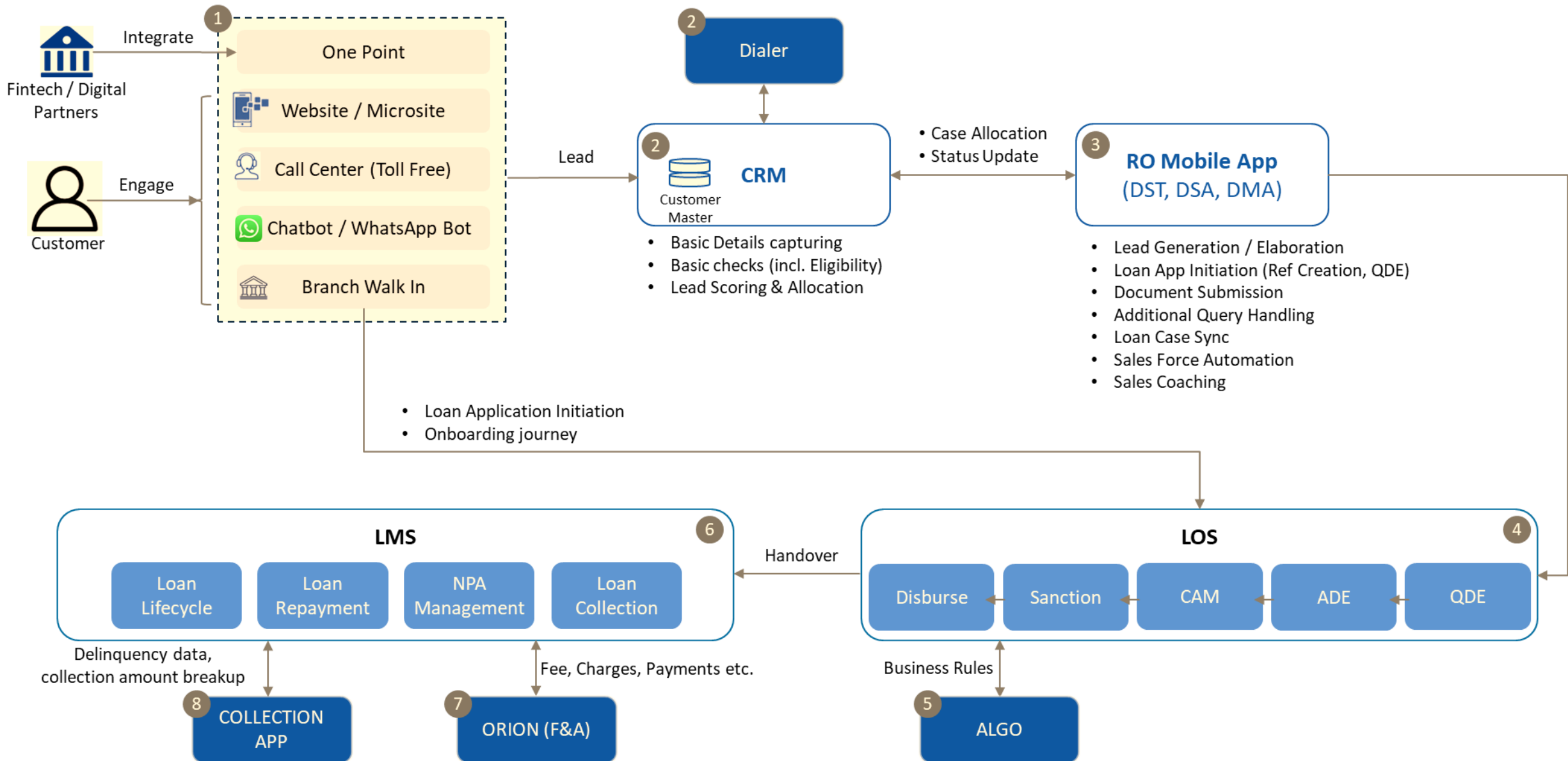
Enabling Tech for Tech

DevSecOps
Engineering capabilities scaled with integrated DevSecOps toolset driven pipeline

IT Service Management
Integrated IT service management and automation across application landscape

RPA driven Automation
Leveraging RPA for routine tasks and test automation

IT Landscape: Overall Flow and Applications



IT Landscape: Overall Flow and Applications

Core system (LMS) Upgrade successfully completed:

- Upgraded core Loan Management System to the latest version with up to date technology components
- Numerous bulk transaction capabilities and features introduced for branches and centralized operations team
- Automation of new features – product conversion, sanction handing, waiver of charges etc.
- Multiple new reports added for business view and controls
- Integration with banks for clear bounce etc.
- APIs for integration with LOS, Collection platform etc.

Strategic Technology Partners





Financial Performance

Retail and Corporate Profit & Loss Statement (Consolidated) — Quarterly

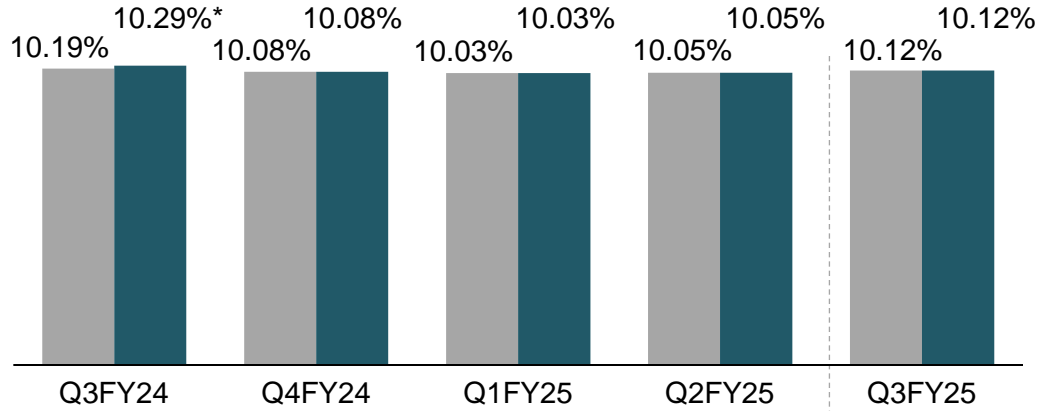
Particulars (INR crore)	Retail			Corporate			Total		
	Q3 FY25	Q3 FY24	Chg (YoY%)	Q3 FY25	Q3 FY24	Chg (YoY%)	Q3 FY25	Q3 FY24	Chg (YoY%)
Net Interest Income	667	568	17.4%	29	54	-46.3%	696	622	11.8%
Non fund based income	89	75	18.8%	1	0	-	89	75	19.7%
Gross Income	756	643	17.5%	30	54	-45.1%	785	697	12.7%
Operating expenses	201	165	21.7%	4	5	-2.9%	206	170	21.0%
Operating Profit	554	477	16.1%	25	49	-49.0%	580	527	10.0%
Provisions and W/O	22	55	-59.1%	-58	5	-1,372.3%	-36	59	-161.1%
Profit before tax(x1-off)	532	423	25.8%	84	45	86.4%	616	468	31.6%
1-off		-28	-			-		-28	
Profit before tax(Reported)	532	395	34.7%	84	45	86.4%	616	440	40.0%
Profit after tax(Reported)	418	304	37.5%	66	35	90.1%	484	339	42.9%

Retail and Corporate Profit & Loss Statement (Consolidated) — 9M FY25

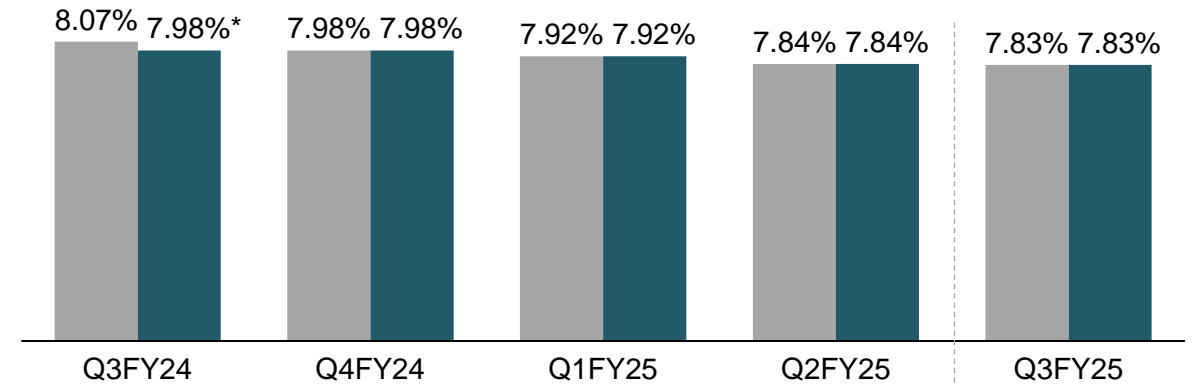
Particulars (INR crore)	Retail			Corporate			Total		
	9M FY25	9M FY24	Chg (YoY%)	9M FY25	9M FY24	Chg (YoY%)	9M FY25	9M FY24	Chg (YoY%)
Net Interest Income	1,910	1,699	12.4%	105	184	-42.9%	2,015	1,883	7.0%
Non fund based income	263	168	56.8%	3	0	-	266	168	58.6%
Gross Income	2,174	1,867	16.4%	108	184	-41.3%	2,282	2,051	11.2%
Operating expenses	588	479	22.7%	13	14	-10.5%	600	493	21.7%
Operating Profit	1,586	1,388	14.2%	95	169	-43.9%	1,681	1,558	7.9%
Provisions and W/O	113	263	-57.0%	-207	-98	109.7%	-93	164	-156.8%
Profit before tax	1,473	1,125	30.9%	302	268	12.6%	1,775	1,393	27.4%
1-off		-29	-		30	-	0	1	-
Profit before tax(Reported)	1,473	1,097	34.3%	302	297	1.4%	1,775	1,394	27.3%
Profit after tax	1,150	841	36.8%	236	228	3.3%	1,386	1,069	29.6%

Financial Ratio Analysis – Quarter on Quarter

Average Yield

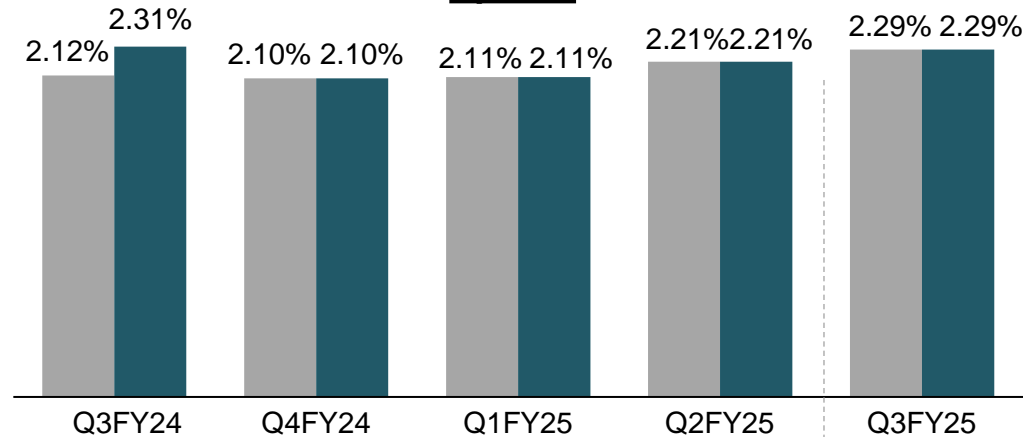


Average Cost of Borrowing

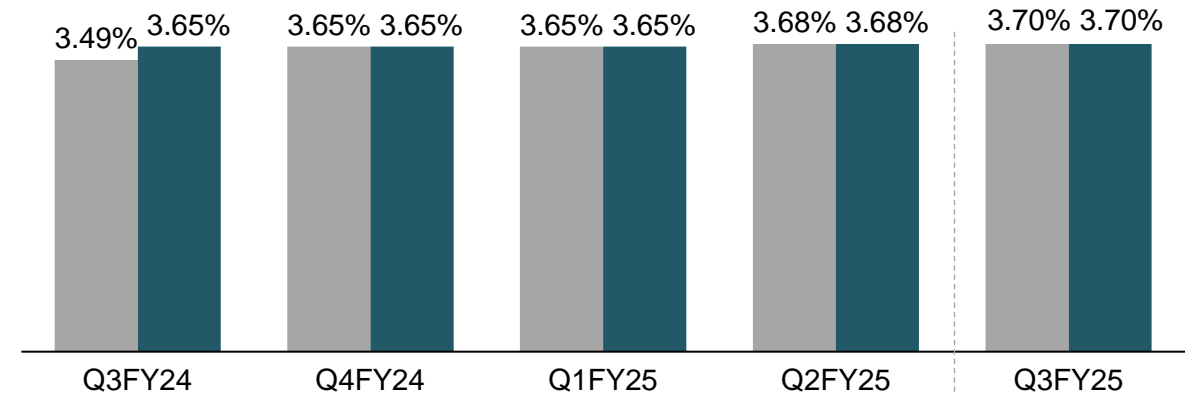


*In Q3FY24, there is a one-off of INR 11.79 crore on account of ECB hedging rate

Spread



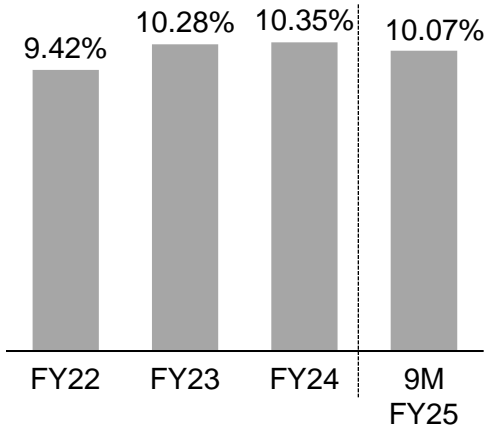
Net Interest Margin



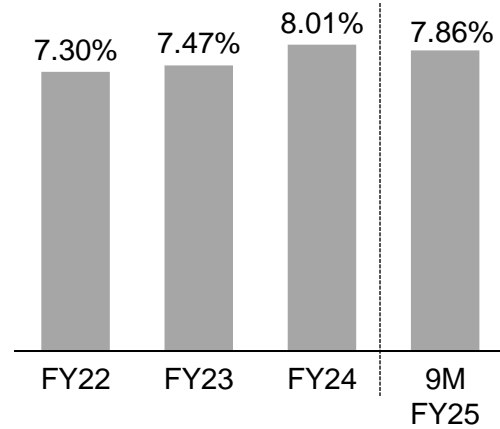
Reported x 1-off

Financial Ratio Analysis - Annual

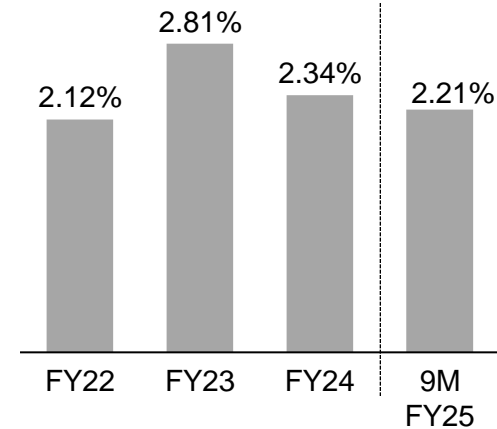
Average Yield



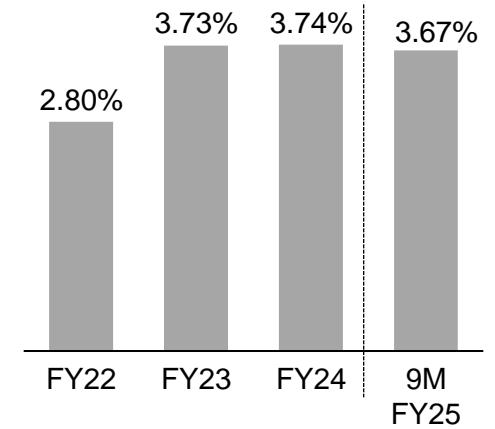
Average Cost of Borrowings



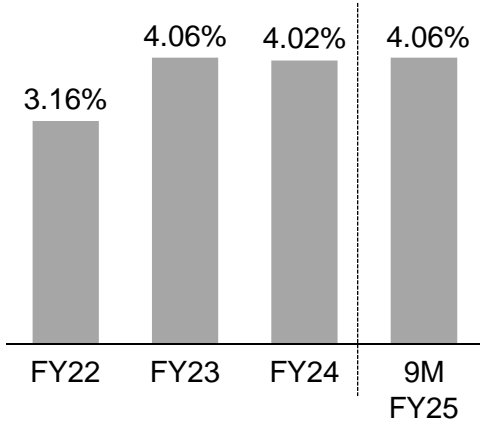
Spread



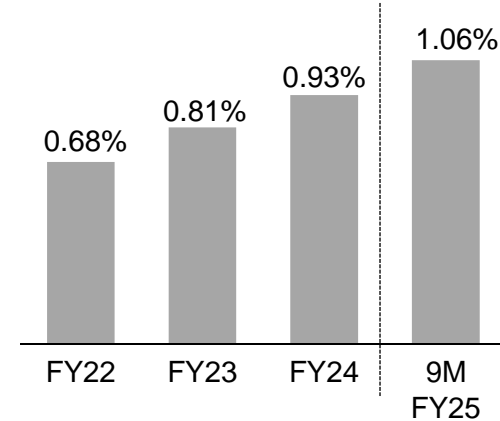
Net Interest Margin



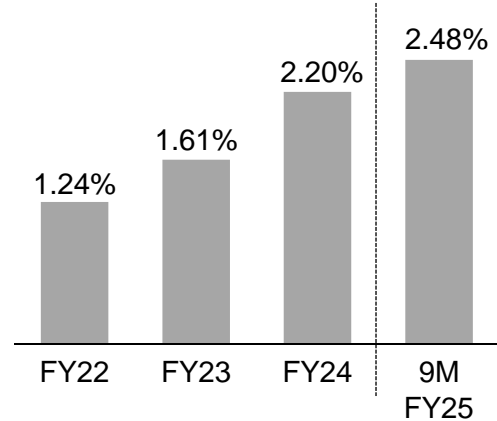
Gross Interest Margin



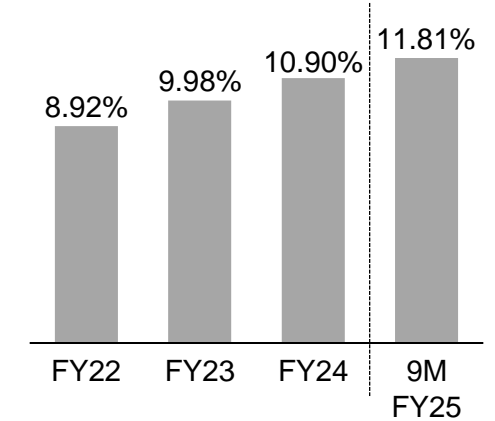
Opex to ATA Ratio



Return on Asset



Return on Equity



Ratios are calculated on Monthly Average
Gross Interest Margin is net of acquisition cost
Opex to ATA includes CSR & Esop cost

Consolidated Profit & Loss Statement

Particulars (INR Crore)	Q3 FY25	Q3 FY24	YoY	Q2 FY25	QoQ	9MFY25	9MFY24	YoY	FY24	FY23	FY22
Interest Income	1,848	1,680	10%	1,780	4%	5,368	5,049	6%	6,742	6,199	5,822
Add: Net gain on fair value changes	5	2	161%	7	-23%	21	26	-20%	35	34	111
Add: Income on derecognized (assigned) loans	0	-	-	-	-	0	0	-	-	11	-
Less: Finance Cost	1,158	1,087	7%	1,119	3%	3,373	3,191	6%	4,261	3,899	4,064
Net Interest Income	696	595	17%	669	4%	2,015	1,884	7%	2,516	2,346	1,869
Net Fees and other Income	86	70	23%	89	-3%	257	157	64%	268	274	256
Gross Income	782	665	18%	758	3%	2,272	2,041	11%	2,784	2,620	2,125
Operating Expenses											
Less: Employee Benefit Expenses	98	81	21%	109	-10%	316	247	28%	337	266	217
Net loss on fair value changes	-	-	-	-	-	-	-	-	-	-	-
Less: Other Expenses	90	72	25%	76	18%	233	199	17%	270	202	187
Less: Impairment on assets held for sale	0	0	-	-	-	0	0	-	-	48	8
Less: Depreciation and Amortisation	14	13	11%	14	3%	42	37	12%	51	51	53
Operating Profit	580	499	16%	559	4%	1,681	1,559	8%	2,125	2,052	1,660
Less: Impairment on financial instruments & Write-offs (Expected Credit Loss)	-36	59	-161%	-46	-21%	-94	164	-157%	171	691	576
Profit Before Tax	616	440	40%	605	2%	1,775	1,394	27%	1,954	1,361	1,084
Less: Tax Expense	132	102	30%	135	-2%	389	325	20%	446	315	247
Net Profit after Tax	483	338	43%	470	3%	1,386	1,069	30%	1,508	1,046	836
Add: Other Comprehensive Income	-7	-5	39%	-4	73%	-28	-14	99%	-16	77	97
Total Comprehensive Income	476	333	43%	466	2%	1,358	1,055	29%	1,492	1,123	934
EPS (Basic)	19	13	43%	18	3%	53	41	29%	58	53	50

Consolidated Balance Sheet

	Particulars (INR Crore)	30-Sep-24	31-Mar-24	31-Mar-23	31-Mar-22
	LIABILITIES				
1	Financial Liabilities				
(a)	Derivative financial instruments	29	-	-	-
(b)	Debt Securities	10,316	7,852	3,994	6,202
(c)	Borrowings (Other than Debt Securities)	28,313	28,667	31,175	27,716
(d)	Deposits	17,646	17,758	17,214	17,605
(e)	Subordinated Liabilities	739	739	1,238	1,438
(f)	Other financial liabilities	2,088	2,200	1,993	2,581
	Sub Total - Financial Liabilities	59,131	57,216	55,615	55,542
2	Non-Financial Liabilities				
(a)	Current Tax Liabilities	-	-	-	-
(b)	Provisions	27	20	18	17
(c)	Other non-financial liabilities	152	194	227	299
	Sub Total - Non-Financial Liabilities	179	214	245	316
3	EQUITY				
(a)	Equity Share capital	260	260	169	169
(b)	Other Equity	15,608	14,715	10,845	9,703
	Sub Total - Equity	15,868	14,974	11,014	9,872
	TOTAL – EQUITY & LIABILITIES	75,178	72,405	66,874	65,730

	Particulars (INR Crore)	30-Sep-24	31-Mar-24	31-Mar-23	31-Mar-22
	ASSETS				
1	Financial Assets				
(a)	Cash and cash equivalents	2,064	2,142	3,678	5,066
(b)	Loans	68,384	64,108	57,840	55,336
(c)	Investments	3,637	4,346	3,196	3,483
(d)	Other Financial Assets	614	1,221	1,546	1,109
	Sub Total - Financial Assets	74,699	71,818	66,260	64,994
2	Non - Financial Assets				
(a)	Tax Assets (Net)	189	313	410	446
(b)	Property, Plant and Equipment	70	67	66	71
(c)	Right of use assets	118	123	66	60
(d)	Other Intangible assets	15	17	14	18
(e)	Other non-financial assets	-	68	58	31
(f)	Assets held for sale	87	-	-	109
	Sub Total - Non - Financial Assets	479	587	614	736
	TOTAL - ASSETS	75,178	72,405	66,874	65,730



Focus on Retail Loan Growth including Emerging Markets Segment

Continued focus on Retail Segment incl. high yielding Emerging Markets business

Pan India presence through 305 locations (incl. Emerging Markets & Affordable segment)



Grow Affordable Segment

Expanded presence to 161 locations to support growth

Scale-up in the Affordable segment; Build Loan Asset of INR 3,838 crore as on 31-Dec-24



Asset Quality

Augmented Collections efforts led to improvement in Gross and Net NPA to 1.19% and 0.84% respectively

Corporate NPA stands Nil as on 31-Dec-24



Recovery from written-off Pool

Recovered ~INR 53 crore from retail written-off pool in Q3 FY25 and INR 129 crore in 9M FY25

Total written-off pool recovery of INR 181 crore in 9M FY25



Liability Mix

Improved contribution from debt capital market in Q3FY25

Credit Rating upgrade have a positive impact on the Cost of Borrowing

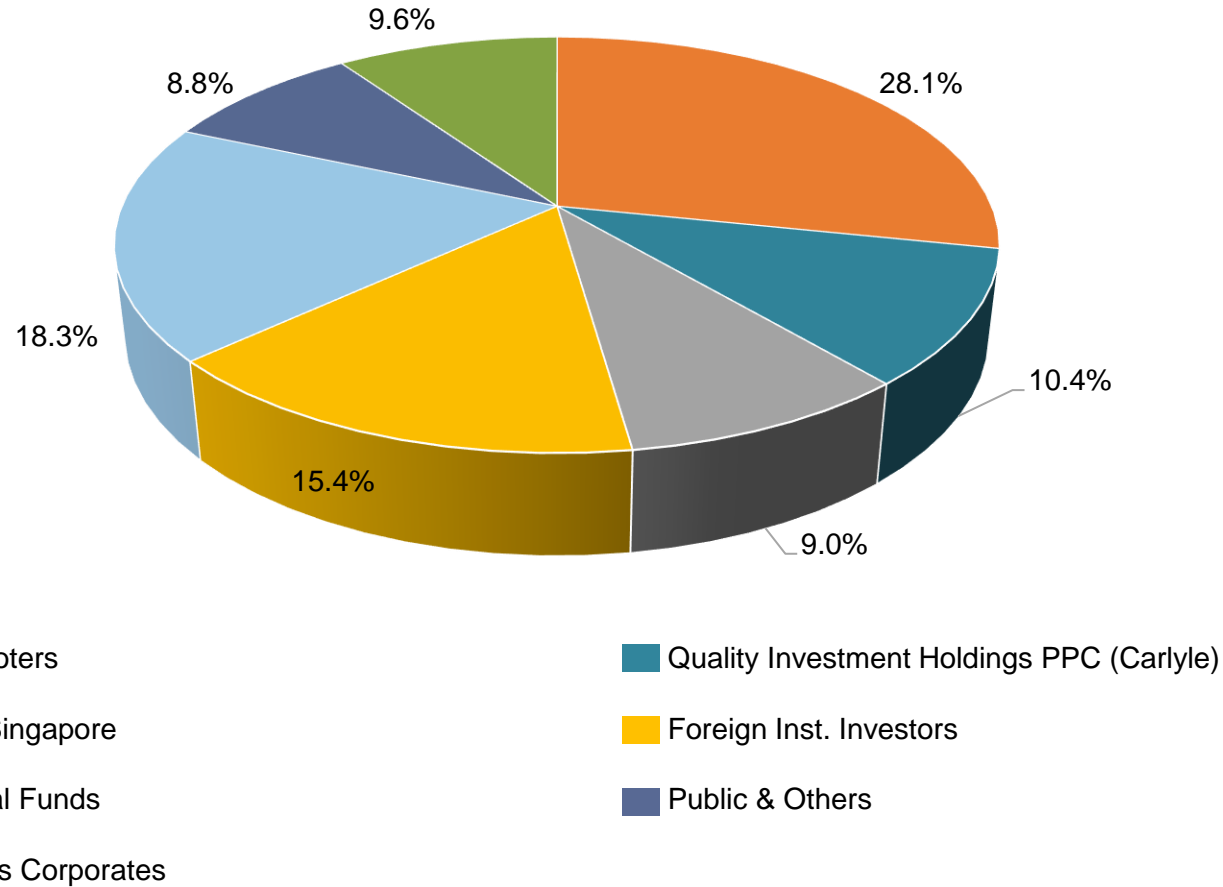


Enhance Profitability & Return Ratios

Improvement in Return on Asset to 2.48% in 9M FY25 (annualized)

Annexure

Shareholding as on 31-Dec-24



Outstanding Shares – 25,98,55,159 shares

Top 10 Shareholders

- Promoter (PNB)
- Carlyle
- GIC Singapore
- HSBC Mutual Fund
- Birla Sun Life Mutual Fund
- Morgan Stanley
- Nippon Mutual Fund
- Tata Mutual Fund
- HDFC Mutual Fund
- Canara Robeco Mutual Fund

Distinguished Board of Directors



Atul Kumar Goel*
Non-Executive Nominee Director



Sunil Kaul
Non-Executive Nominee Director



Chandrasekaran Ramakrishnan
Independent Director



Nilesh Shivji Vikamsey
Independent Director



Tejendra Mohan Bhasin
Independent Director



Sudarshan Sen
Independent Director



Neeraj Vyas
Independent Director



Pavan Kaushal
Independent Director



Gita Nayar
Independent Director



Dilip Kumar Jain
Non-Executive Nominee Director



Girish Kousgi
Managing Director and CEO

* Mr. Atul Kumar Goel has tendered his resignation with effect from 01 January 2025 since he has demitted the Office of MD & CEO of Punjab National Bank

Experienced and Professional Management Team



Girish Kousgi
Managing Director and CEO



Vinay Gupta
Chief Financial Officer



Amit Singh
Chief People Officer



Jatul Anand
Chief Credit & Collections Officer



Ajay Kumar Mohanty
Head - Internal Audit and Chief of
Internal Vigilance



Anujai Saxena
Business Head -Affordable Business



Veena Kamath
Company Secretary



Dilip Vaitheeswaran
Chief Sales Officer - Retail



Krishna Kant
Chief Compliance Officer



Anshul Dalela
Head – Customer Service & Operations



Anubhav Rajput
Chief Information Officer



Valli Sekar
Chief Sales & Collection Officer -
Affordable



Vikas Rana
Head- Construction Finance

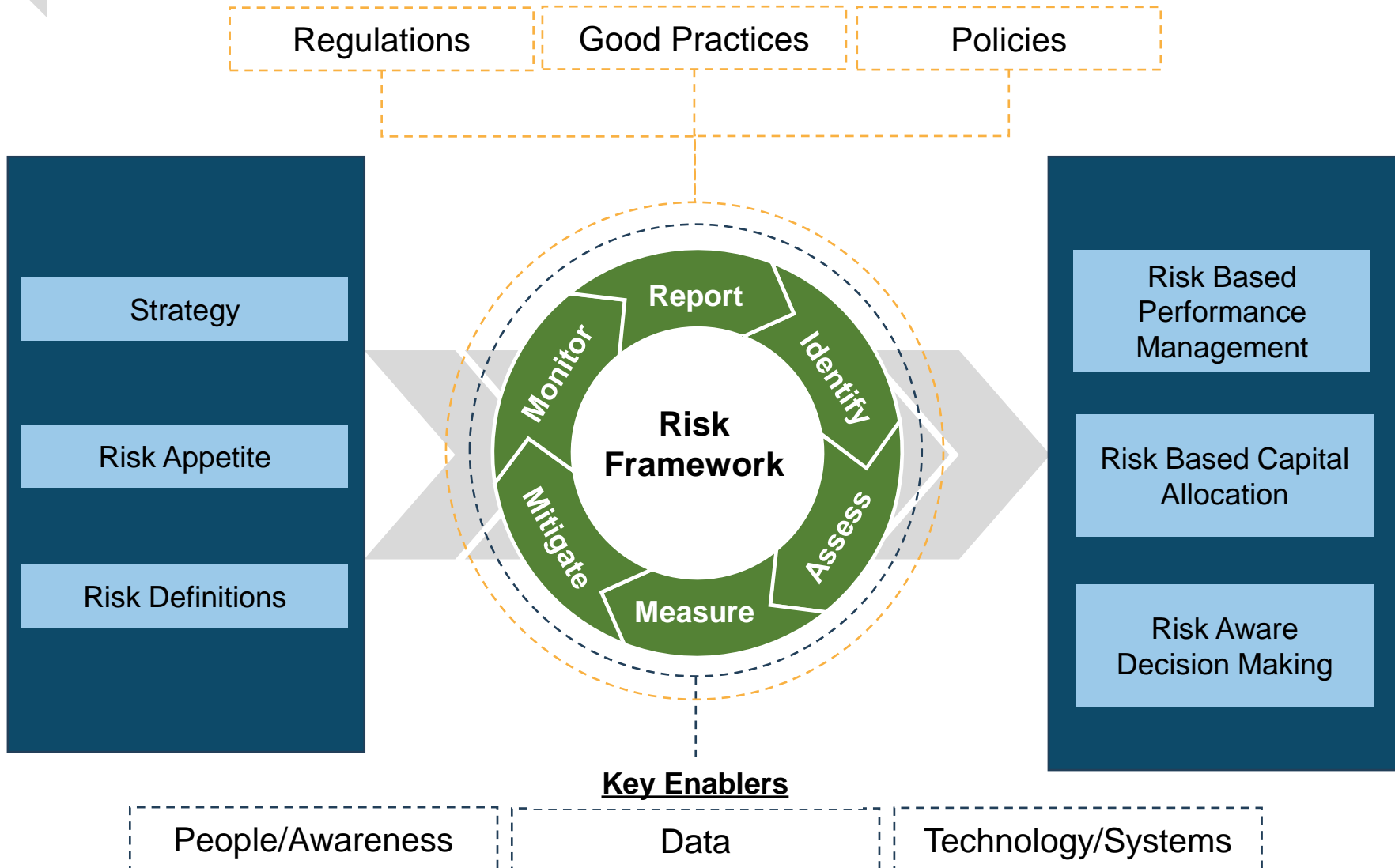


Bhavya Taneja
National Head - Marketing



Neeraj Manchanda
Chief Risk Officer

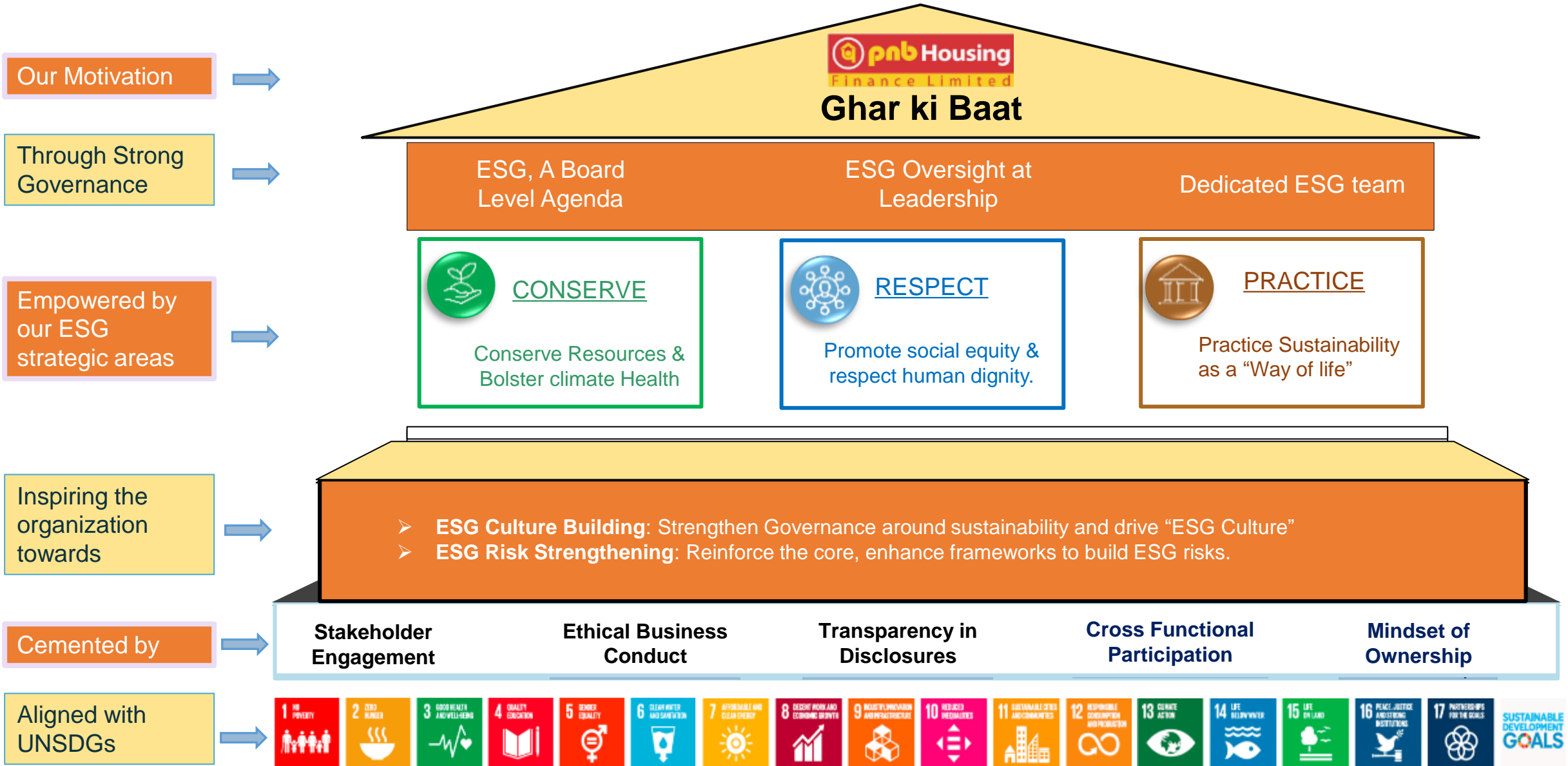
Governance



Key Features of Governance

- RMC of the Board oversees the company's Risk Management practices and approve the Risk Management Framework of the company
- Executive RMC Comprising of senior members review risk management framework
- Business units are responsible for effective management of risk of their unit
- Internal audit to independently assess the Internal controls and Risk Management Framework
- Compliance function independently monitors the Regulatory compliances

Overarching ESG Framework



Environment

~2.80 GJ/revenue (in crore) Energy Intensity

~0.55 Ton/revenue (in crore) CO2e Emissions Intensity

~0.18 Ton/passenger CO2e Emissions Intensity (Scope 3 – Business Travel)

Beyond the Fence
20000+ saplings plantation in Chennai & Hyderabad with potential for carbon sequestration



Social

16.5%+ Women Employees

14.5%+ Women In Senior Management & Above

15000+ Hours clocked in Learning

300+ Hours clocked in POSH training

Supportive Policies (Already in practice)

- Equal Opportunity
- Health & Wellbeing
- DEI
- Grievance Policy

AI based Smart Vision glasses support for the visually impaired



6000+ Students impacted by the launch of Digital Shaala



80%+ Women Loan Applicants/Co-Applicants**

15%+ Women Primary Loan Applicants**

30%+ Loan Applicants from EWS

18%+ Loan Applicants from LIG

16%+ Loan Applicants from MIG

In Individual Housing Loan in Q3

Governance

ESG Policy released

1st Comprehensive Participation in S&P CSA (formerly DJSI) completed

Governance Framework

- Implemented Master Directions on treatment of Wilful and Large Defaulters

100% BRSR Disclosures Compliant

EWS – Economically weaker section Annual Income: <0.3 Million. LIG, MIG – Low (Annual Income: 0.3 million – 0.6 million & Medium (Annual income: 0.6 million – 0.9 million) Income Group

**Basis Live Loan Accounts as on 31st December 2024. DEI – Diversity, Equity & Inclusion.

Every day,
in every way,
we are getting better
and better...

PNB Housing has
won an array of awards in
key strategic areas.
And the count continues
to grow...



Ratios	Formulas Used
Average Yield (%)	$(\text{Interest Income} + \text{Assignment Income}) \text{ on Loans} / \text{Average Loan Book}$
NIM (%)	$\text{Net Interest Income including assignment income} / \text{Average Earning Assets}$
Opex to ATA (%)	$\text{Operating Expenditure}(\text{Employee Cost} + \text{Other Expenses} + \text{Depreciation} - \text{Acquisition Cost} + \text{ESOP cost} + \text{CSR cost} - \text{Fair value on repossessed assets}) / \text{Average Total Assets as per Balance sheet}$

ATA	Average Total Assets
ATS	Average Ticket Size
AUM	Asset Under Management
CP	Commercial Paper
CRAR	Capital to Risk Asset Ratio
DSA	Direct Selling Agents
ECB	External Commercial Borrowing
ECL	Expected Credit Loss
EPS	Earning Per Share
GNPA	Gross Non-Performing Asset

NCDs	Non-Convertible Debentures
NIM	Net Interest Margin
NNPA	Net Non-Performing Asset
OTS	One-time Settlement
PAT	Profit After Tax
PCR	Provision Coverage Ratio
ROA	Return on Asset
ROE	Return on Equity
SLR	Statutory Liquidity Ratio
STP	Straight Through Process

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Thank You

Company:

PNB Housing Finance Limited

CIN: L65922DL1988PLC033856

Ms. Deepika Gupta Padhi

National Head-Investor Relations & Treasury

Phone: +91 124 6030500

Investor.relations@pnbhousing.com

www.pnbhousing.com
