



Investor Presentation

June 2017



Safe Harbor



This presentation and the accompanying slides (the “Presentation”), which have been prepared by PNB Housing Finance Ltd (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment what so ever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.



About PNB Housing Finance



One of the Leading Housing Finance Company...



Strong Parentage, Independent Professional Management and an Autonomous Board

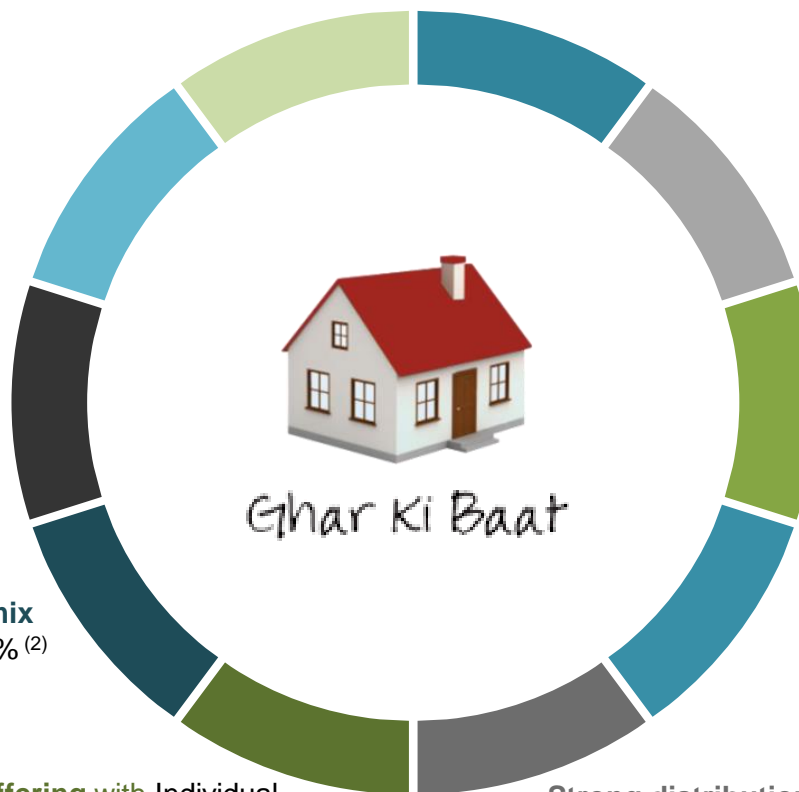
5th largest by Loan Assets and **2nd largest by deposits** ⁽¹⁾

Efficient capital utilization and delivering **healthy RoEs**

Loan Assets of **INR 38,531 Crore** ⁽²⁾

Robust Asset Quality with one of the lowest Gross NPAs at 0.22%⁽⁴⁾

Fastest growing HFC amongst the Top 5 HFCs in India ⁽³⁾



Diverse and cost effective funding mix with average cost of borrowing at 8.55% ⁽²⁾

Robust and scalable technology-enabled target operating model

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

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

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

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

...started in 1988



Business process re-engineering sponsored by the Parent

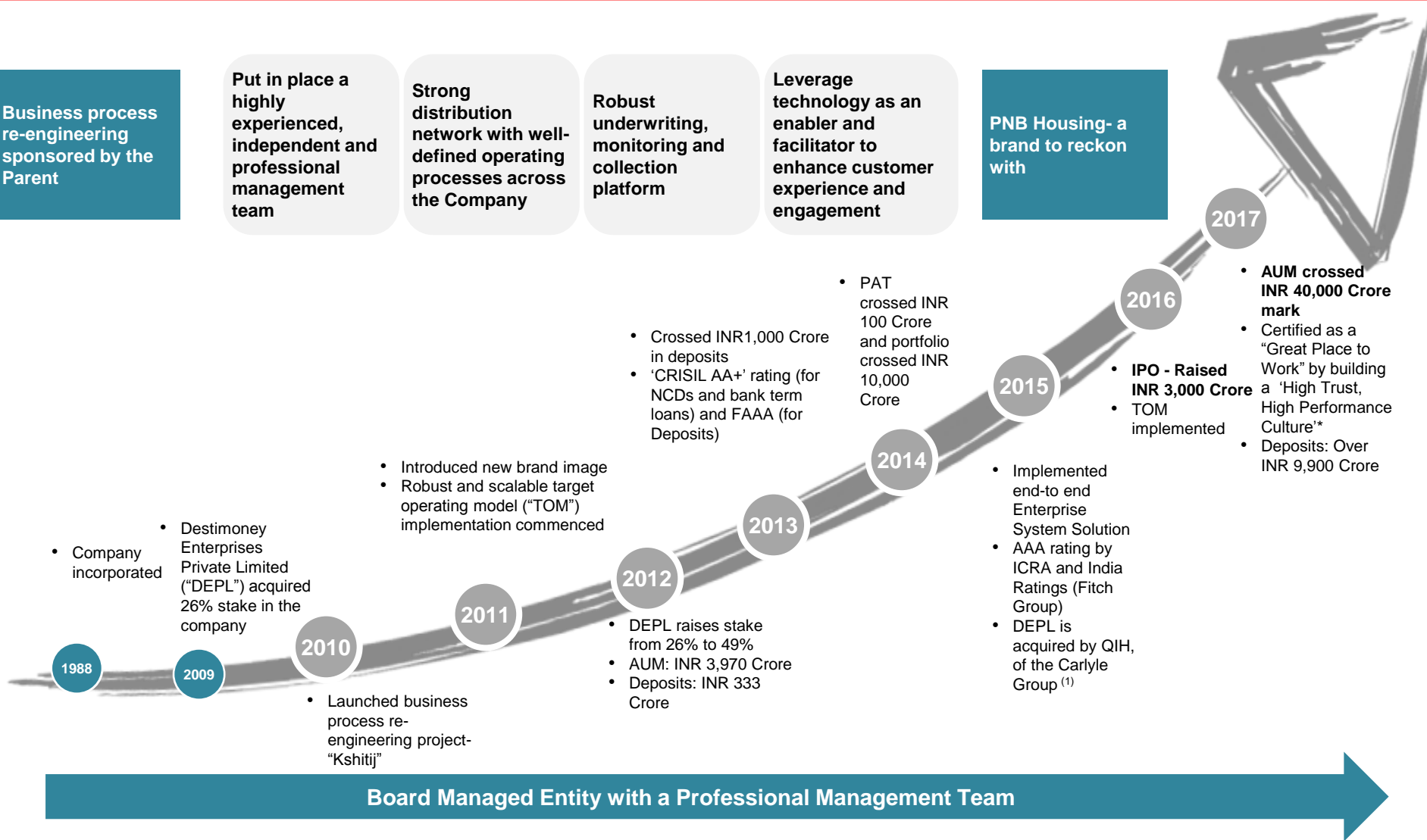
Put in place a highly experienced, independent and professional management team

Strong distribution network with well-defined operating processes across the Company

Robust underwriting, monitoring and collection platform

Leverage technology as an enabler and facilitator to enhance customer experience and engagement

PNB Housing- a brand to reckon with



1988

- Company incorporated

2009

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

2010

- Launched business process re-engineering project- "Kshitij"

2011

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

2012

- DEPL raises stake from 26% to 49%
- AUM: INR 3,970 Crore
- Deposits: INR 333 Crore

2013

- Crossed INR 1,000 Crore in deposits
- 'CRISIL AA+' rating (for NCDs and bank term loans) and FAAA (for Deposits)

2014

- PAT crossed INR 100 Crore and portfolio crossed INR 10,000 Crore

2015

- Implemented end-to end Enterprise System Solution
- AAA rating by ICRA and India Ratings (Fitch Group)
- DEPL is acquired by QIH, of the Carlyle Group ⁽¹⁾

2016

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

2017

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

Board Managed Entity with a Professional Management Team

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

*Source: Great Place to Work Institute (GPTW)



HFC Sector well placed...

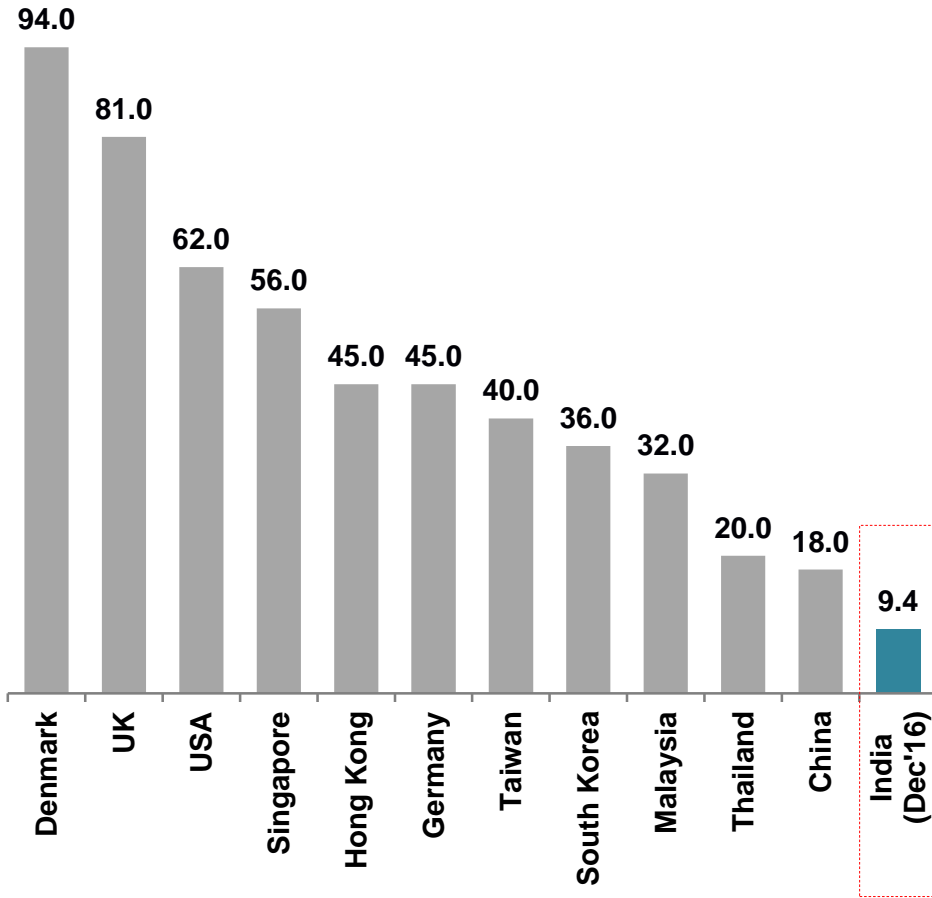


India's Mortgage Market...



Indian Mortgage Market is Significantly Under-penetrated

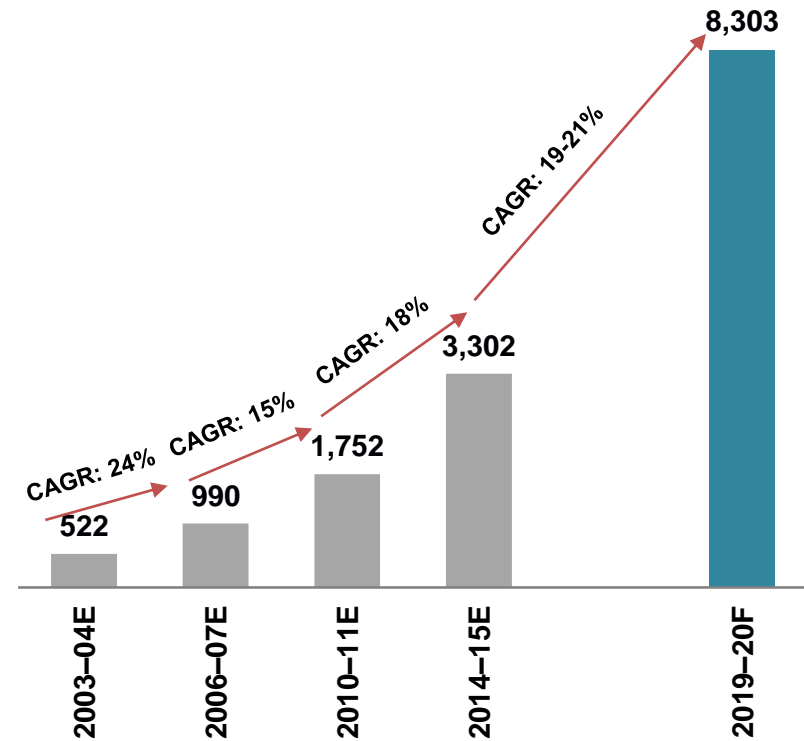
Mortgage to GDP Ratio for FY2015 (%)



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

Ramp-up Opportunity for Mortgage Market in India

Annual Disbursements (INR Bn)



E- Estimated

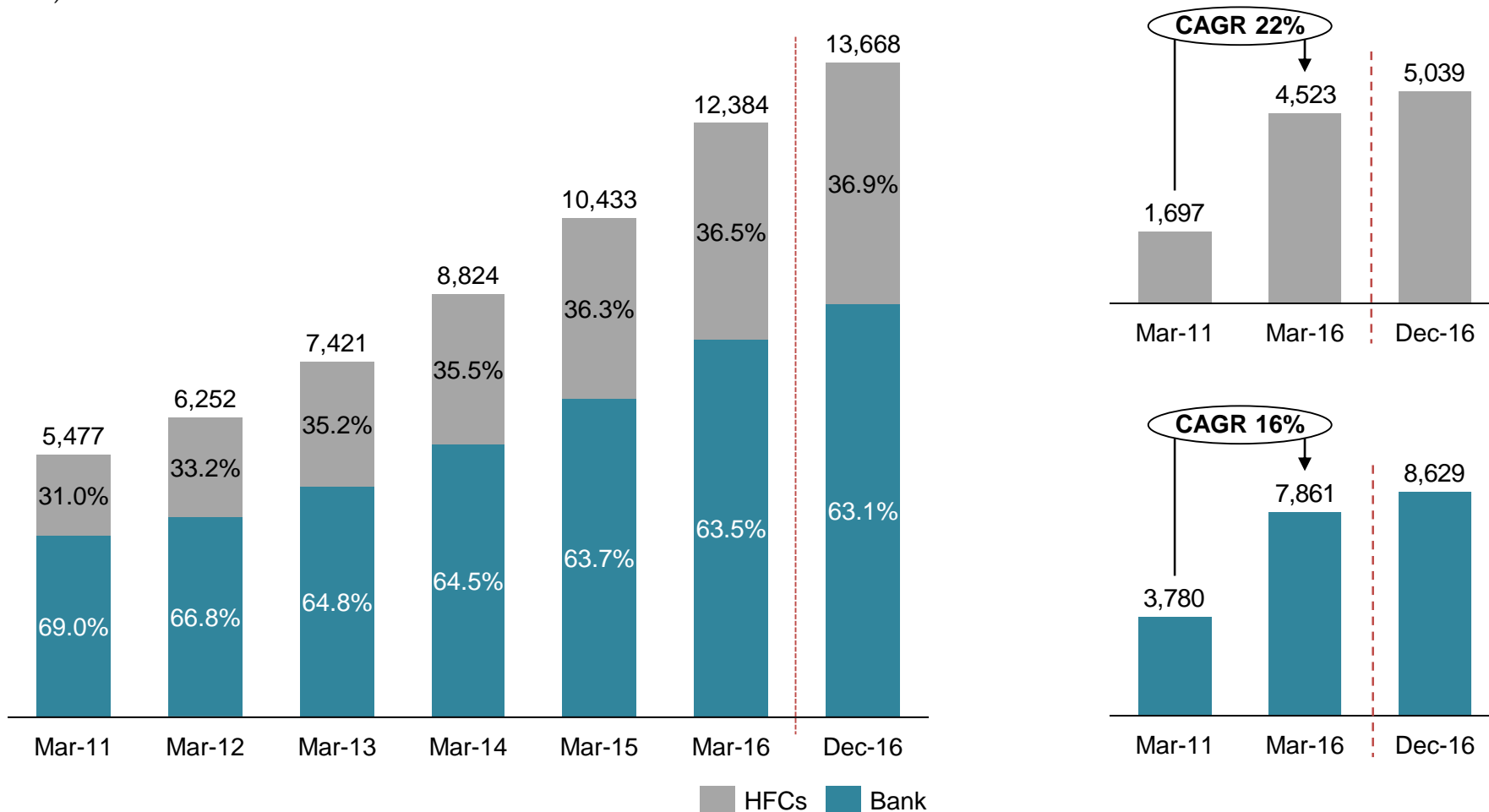
F- Forecast

...outpacing traditional channels with...



Increasing HFCs Share in a Steadily Expanding Home Loan Portfolio

(INR Bn)

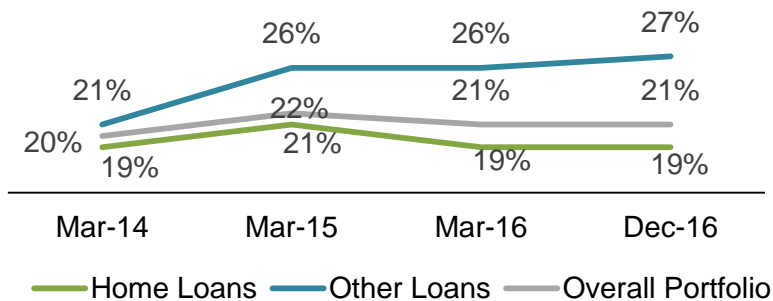


Source: ICRA Industry Update for 9MFY2017

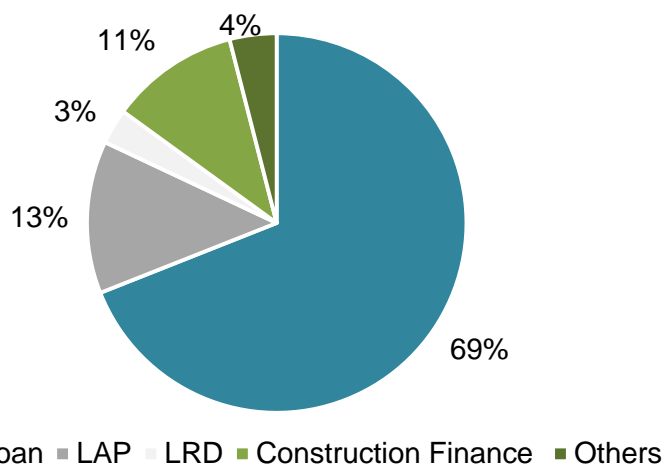
....Sustainable Growth of HFCs



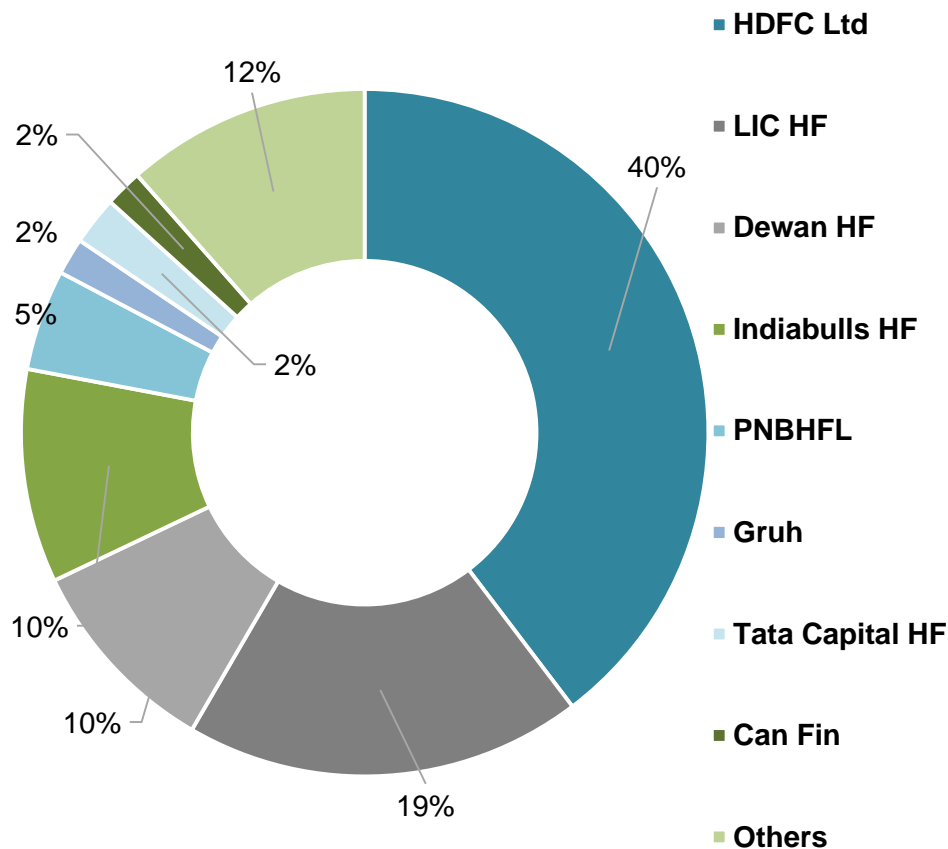
Portfolio Growth of HFCs



Portfolio Composition of All HFCs as on 31-Dec-16



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



Source: ICRA Industry Update for 9MFY2017



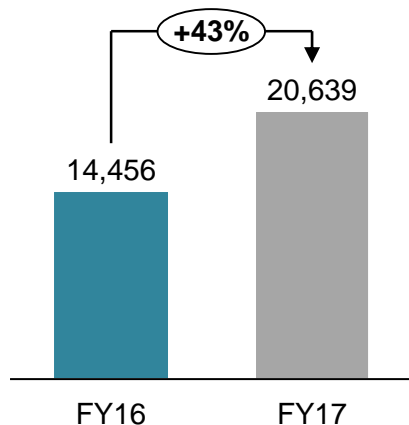
Financial Performance of the Company



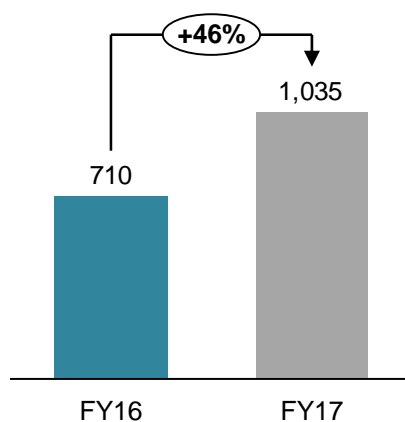
Key Highlights – FY17 vs FY16



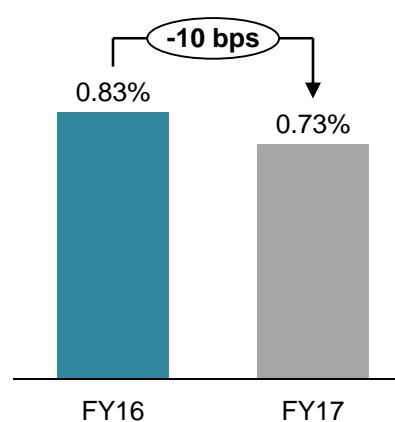
Disbursement (INR Crore)



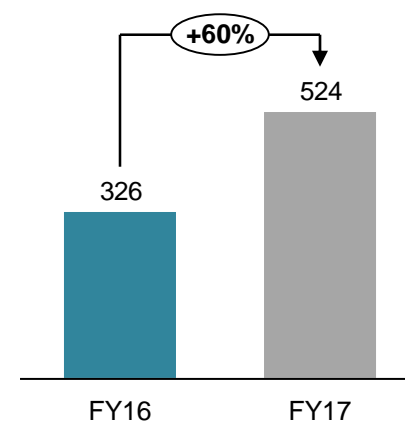
NII (INR Crore)



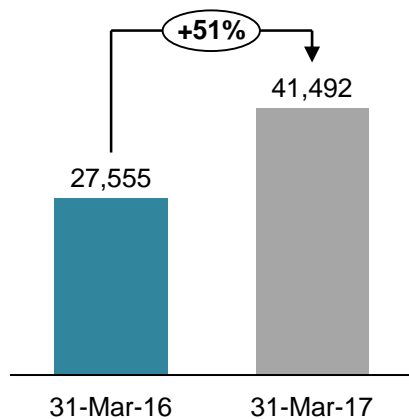
Opex to ATA (%)



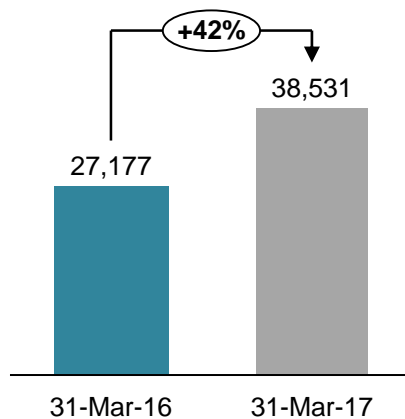
PAT (INR Crore)



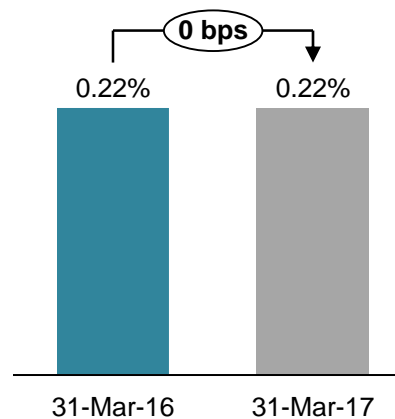
AUM (INR Crore)



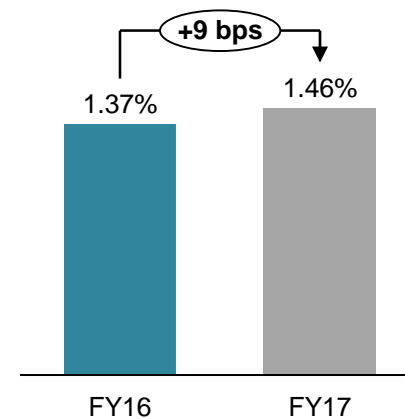
Loan Assets (INR Crore)



GNPA* (%)



ROA (%)



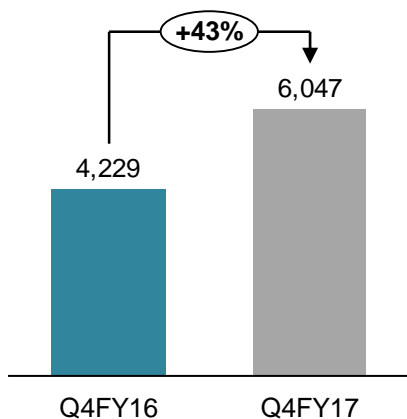
Ratios are calculated on Monthly Average

*GNPA as a % of loan assets

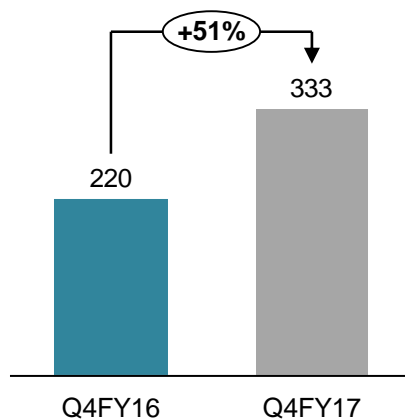
Key Highlights – Q4 FY17 vs Q4 FY16



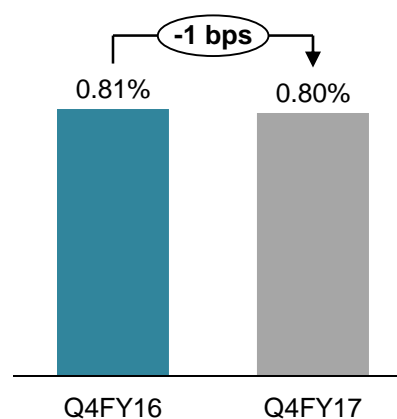
Disbursement (INR Crore)



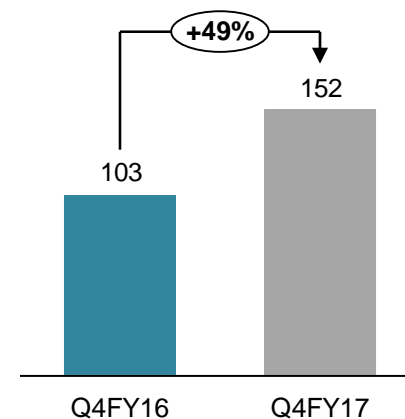
NII (INR Crore)



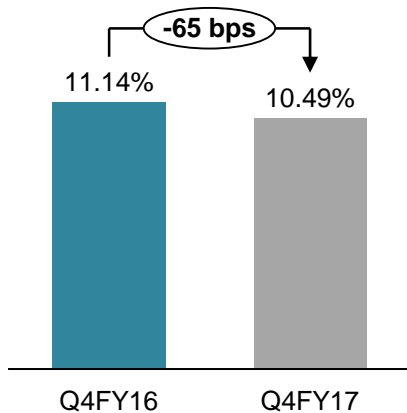
Opex to ATA (%)



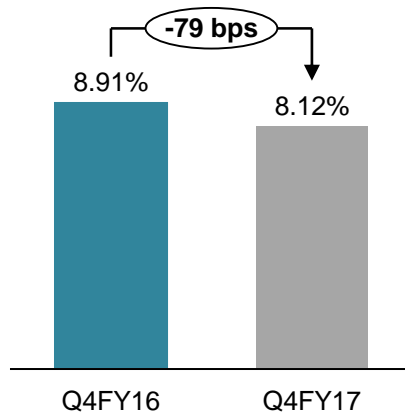
PAT (INR Crore)



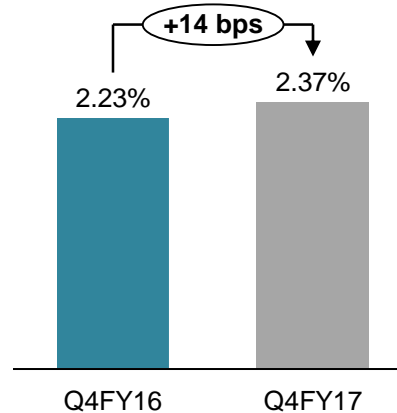
Average Yield (%)



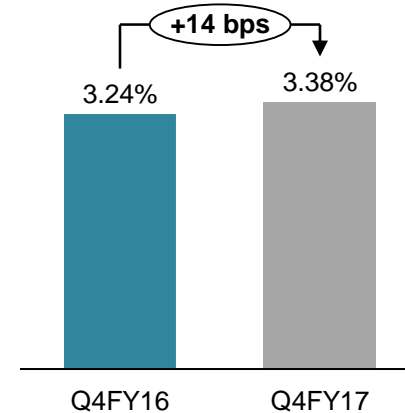
Average Cost of Borrowings (%)



Spread (%)



NIM (%)



Ratios are calculated on Monthly Average



Expansion Led Growth and Robust TOM

Expanding Footprints...

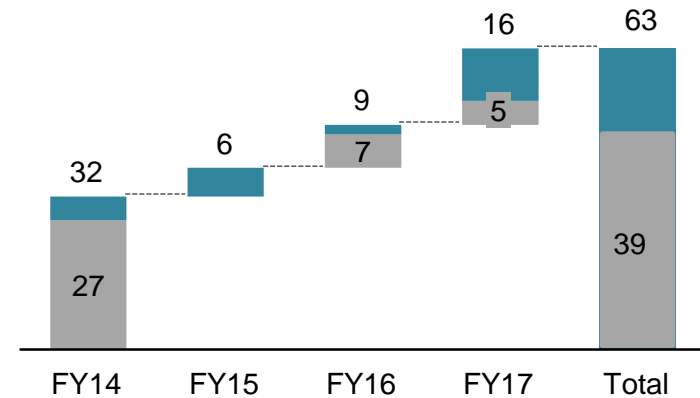


Branches – Point of Sales & Services
Processing Hubs – Fountain head for Decision Making
Zonal Hubs - Guides, Supervises & Monitors the HUB

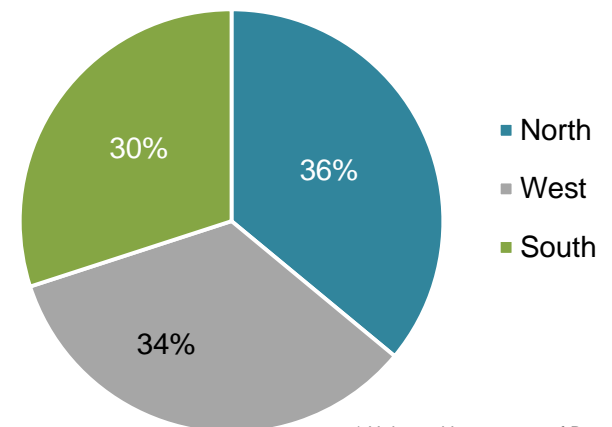


No. of Branches

No. of Branches
 Unique Cities*



AUM- Geographical Distribution



1: Includes three or more branches in the city
 2: Includes two branches in the city
 3: Includes two Hubs in the city

* Unique cities are part of Branches

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

...with Robust Delivery Model...



Robust Delivery Model...

Hub and Spoke Branch Model



In-House Sales Team



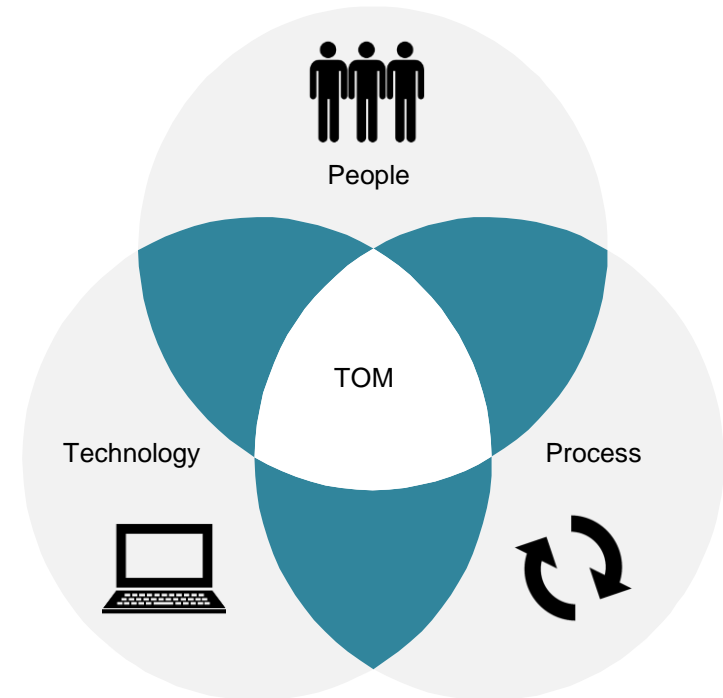
Third Party DMAs and Market Aggregators



Developer Relationships



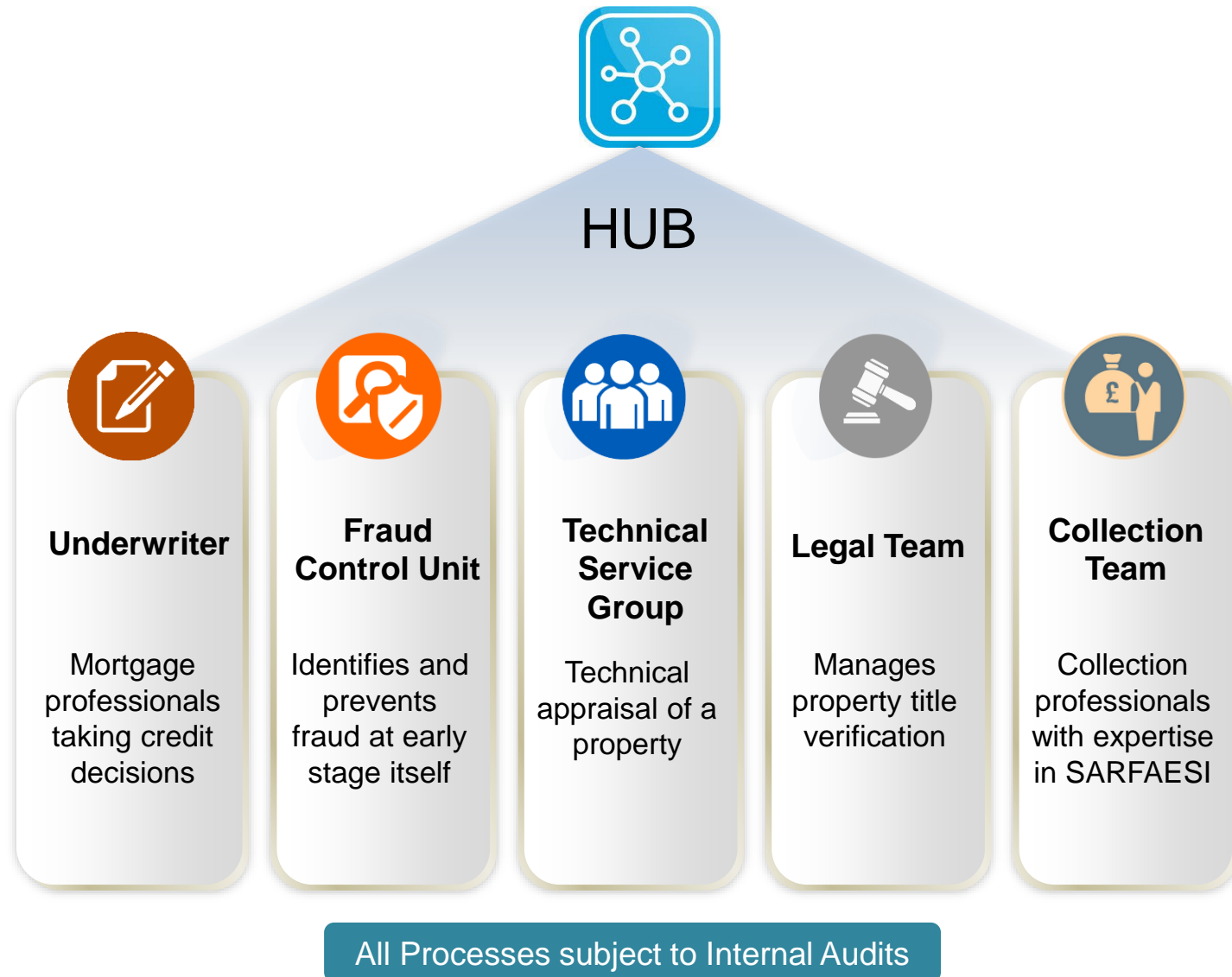
Target Operating Model (TOM)



Focus on productivity, efficiency and quality

Supported by End-to-End Technology

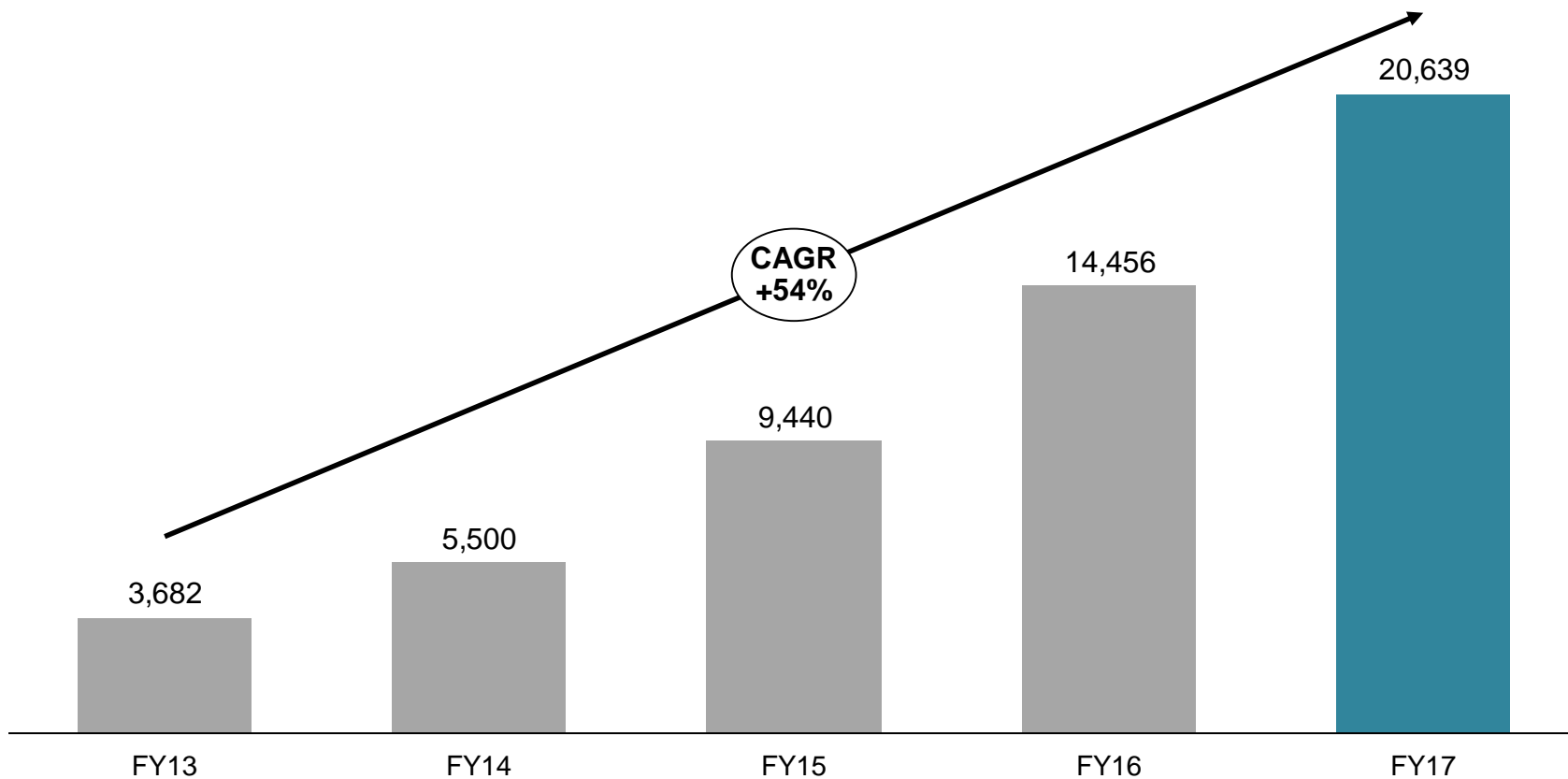
...and strong Credit Underwriting Processes and Control



...leading to Disbursement...



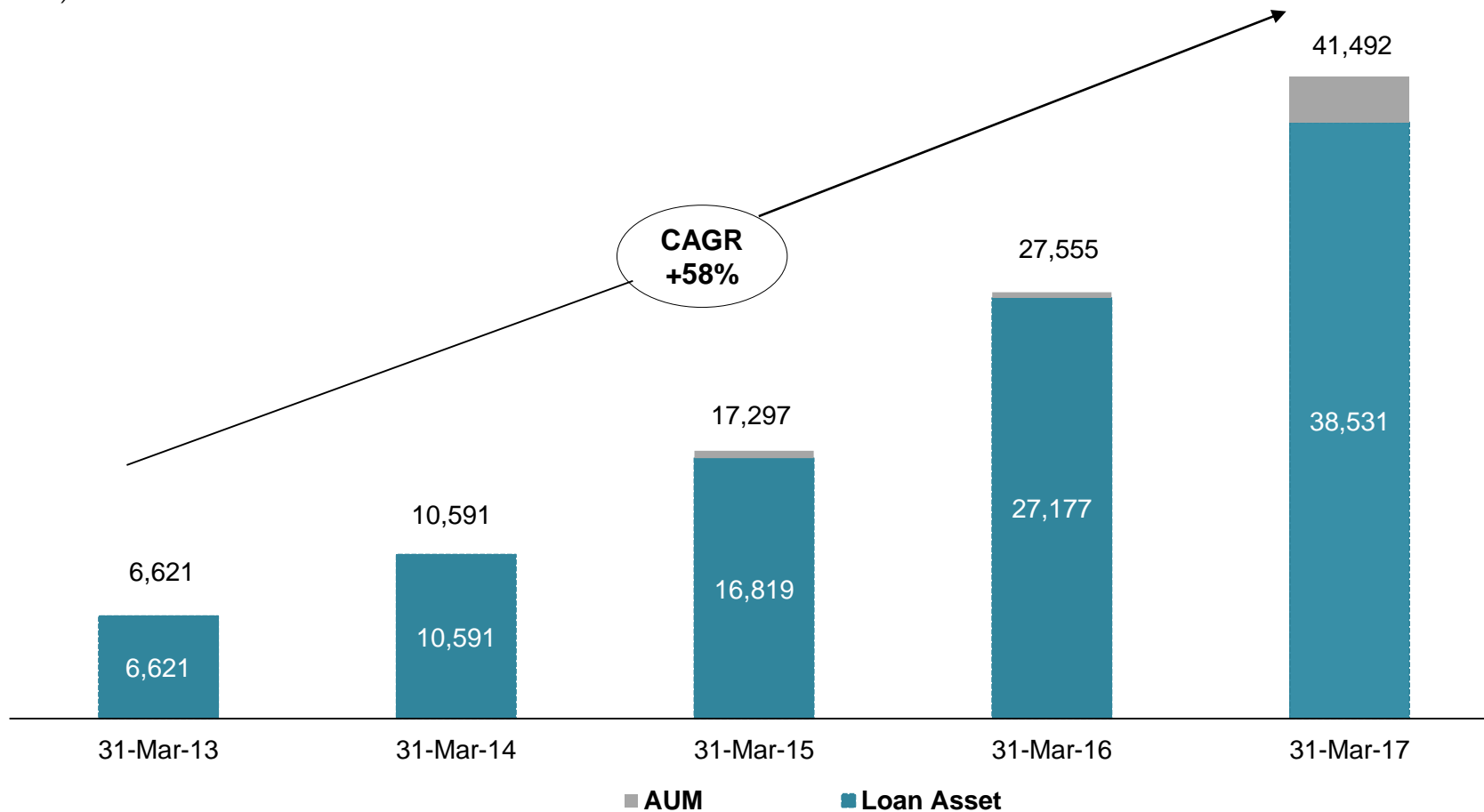
(INR Crore)



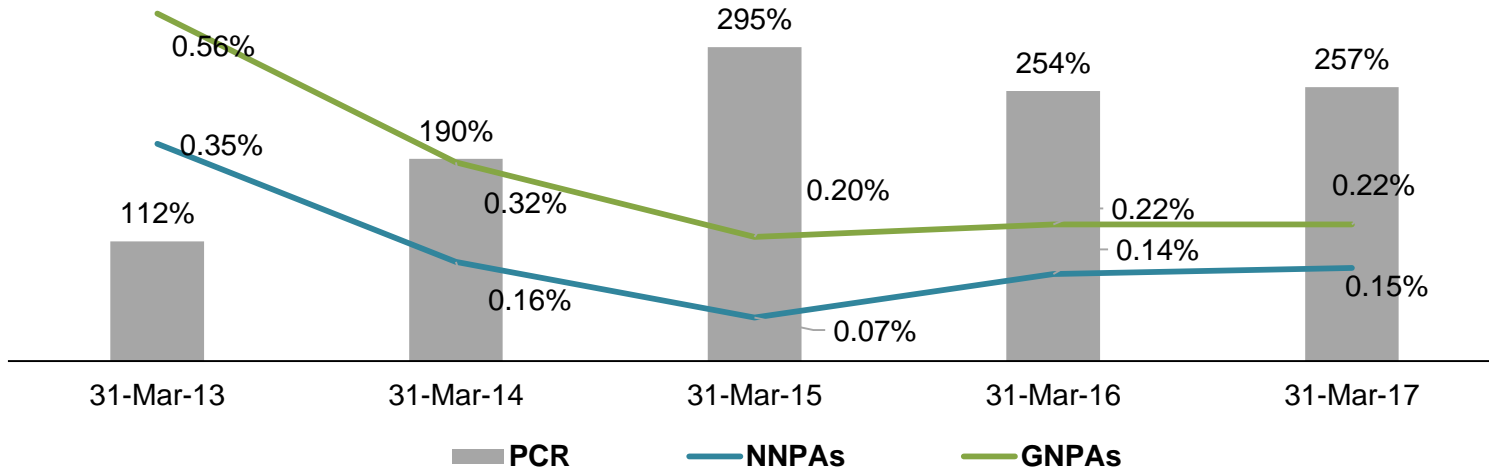
...and Asset growth...



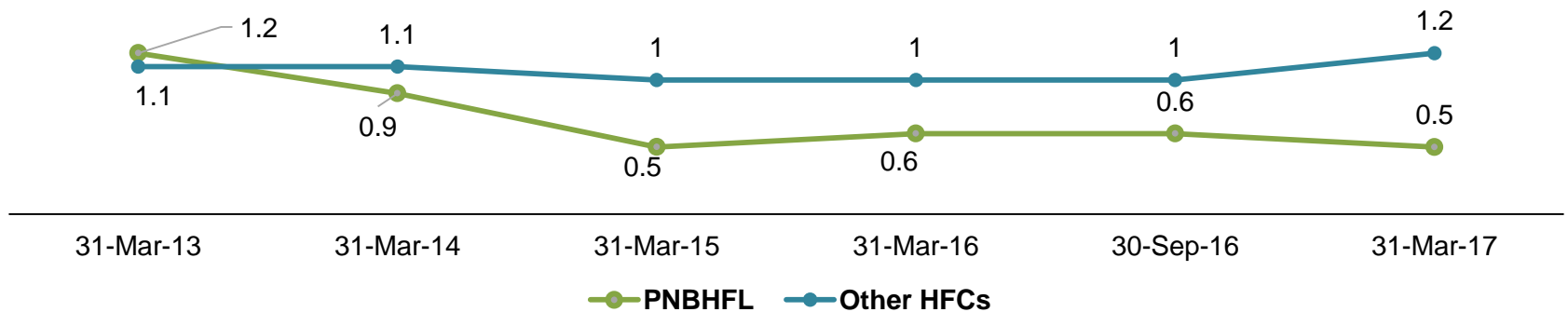
(INR Crore)



...with Lower NPAs...



2 years Lagged NPA*



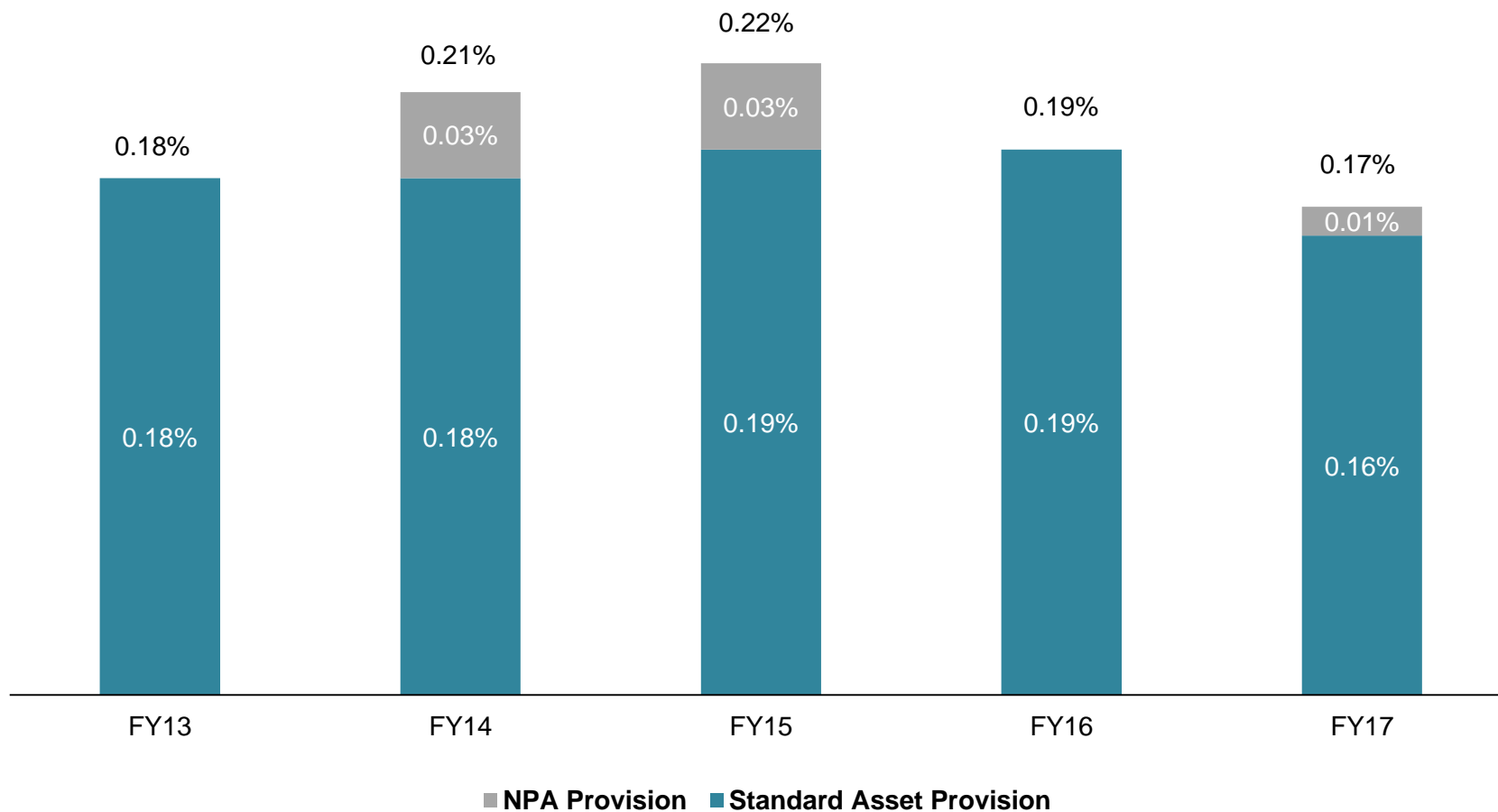
Provision Coverage Ratio is calculated as Total Provisions for NPA & Standard Asset as % of GNPA
 2 years Lagged NPA is calculated as Gross NPA as on 'T' divided by Loan Assets as on 'T-2'

*Source: CRISIL

...and Credit Cost



Credit Costs* (% of Loan Assets)



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



Sustainable Portfolio Mix

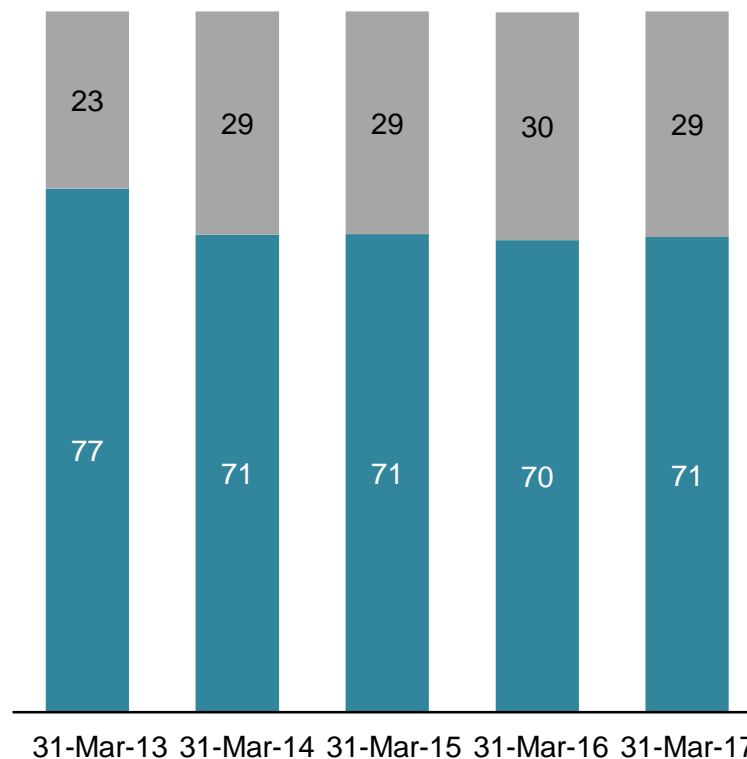
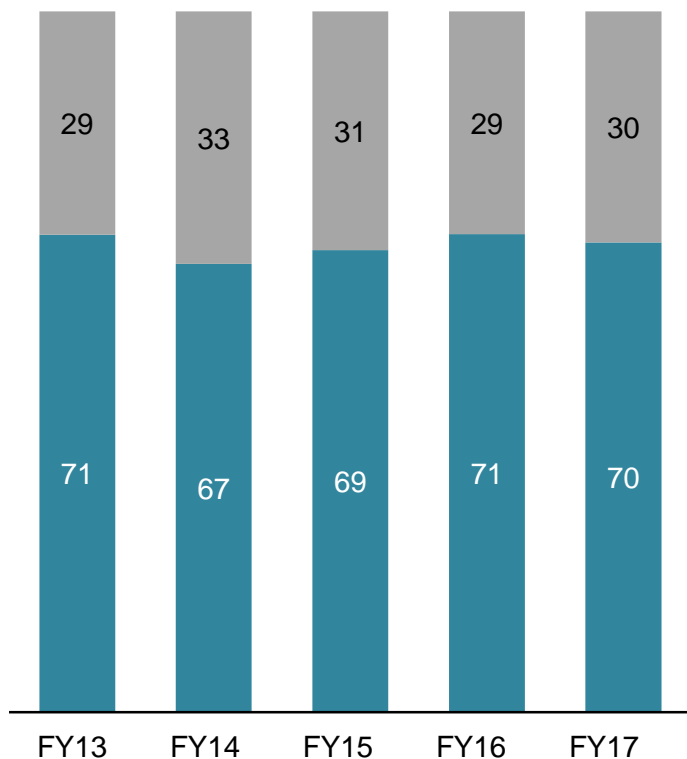


Sustainable Portfolio Mix



**Share of Housing Loans
(% of Annual Disbursements)**

**Wide Product Offering
(% of Loan Assets)**



■ Non-Housing ■ Housing

Housing Loan Assets Distribution

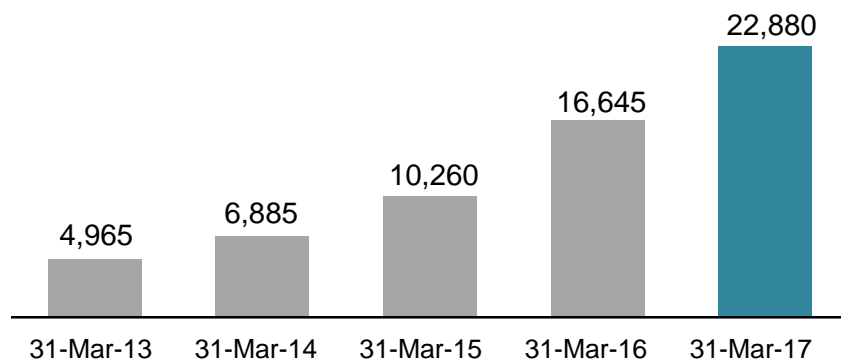


Housing Loan – 70.7% (1)

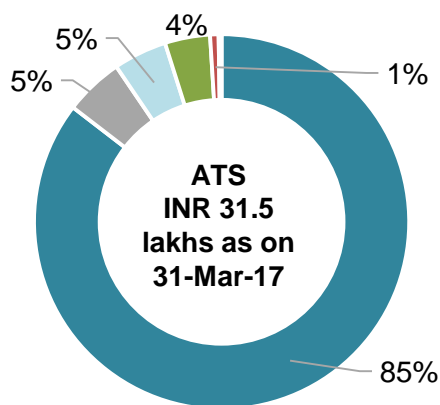
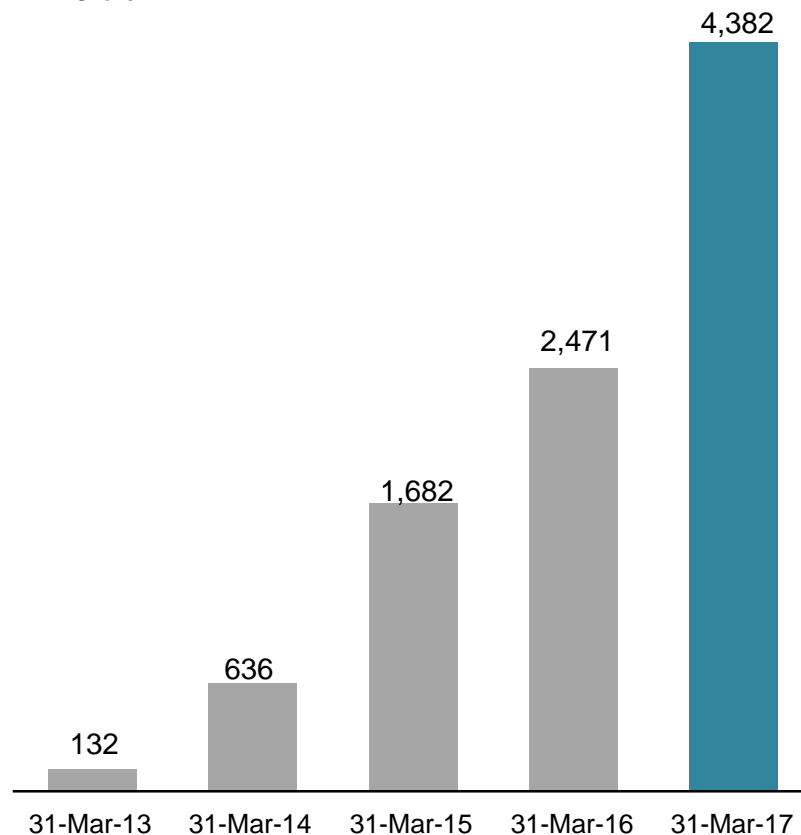
Individual Housing Loan (1) – 59.4%

Construction Finance Loans (1) – 11.4%

INR Crore



INR Crore



- Home Purchase Loans
- Residential Plot Loans
- Residential Plot cum Construction Loans
- Self Construction Loans
- Home Improvement Loans
- Home Extension Loans

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

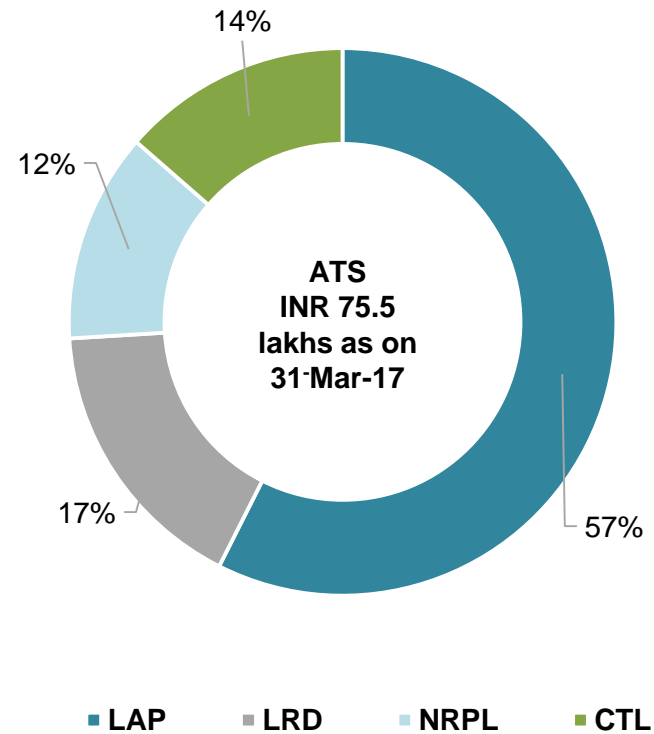
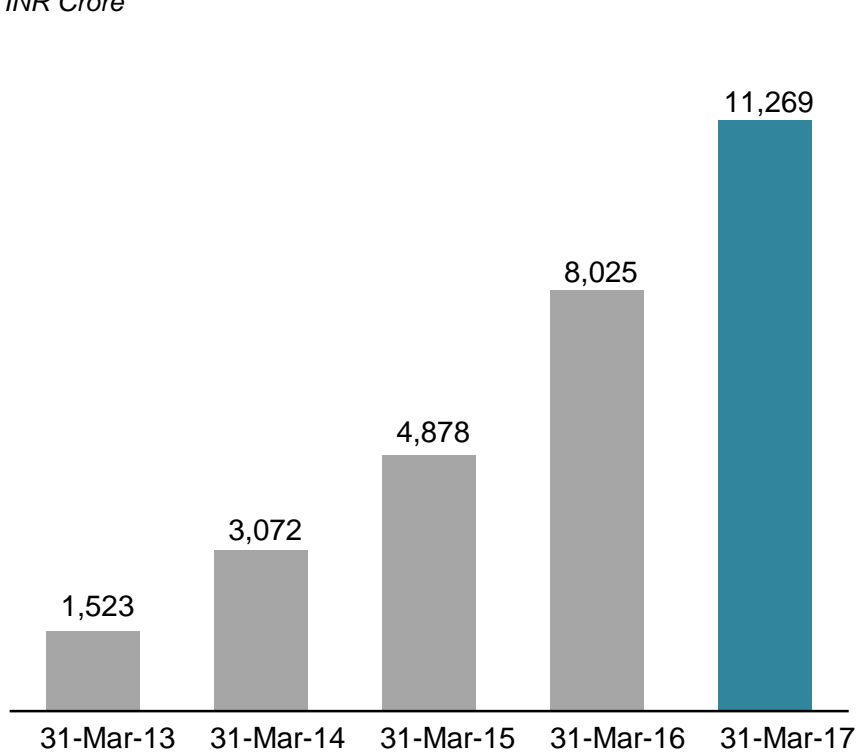
ATS: Average Ticket Size

Non- Housing Loan Assets Distribution



Non-Housing Loan⁽¹⁾ - 29.2%

INR Crore



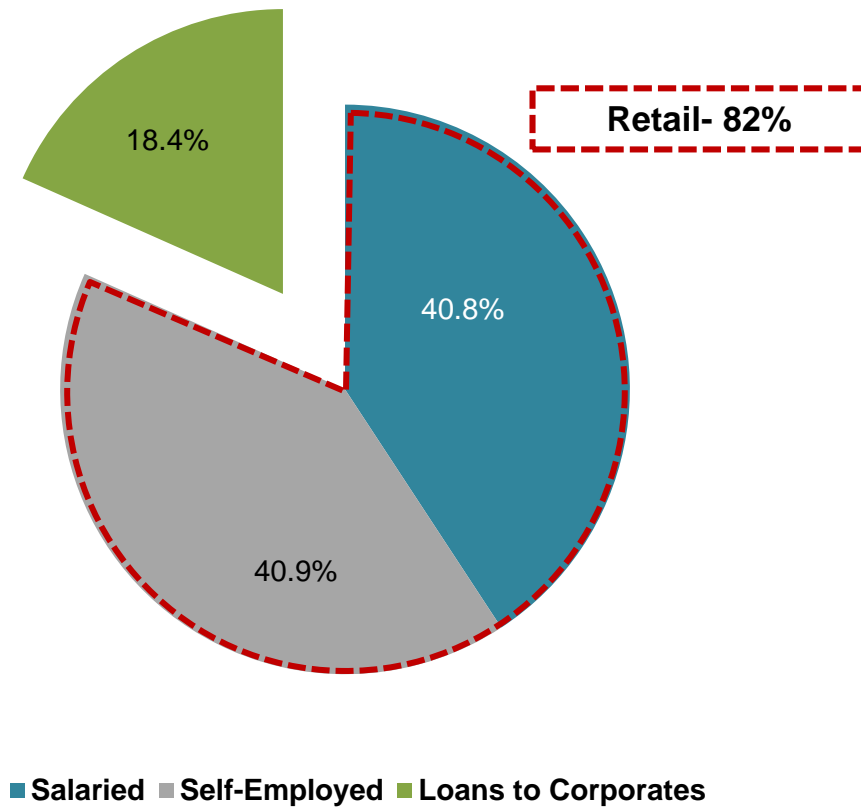
1. As a % of loan assets on 31-Mar-17

ATS: Average Ticket Size

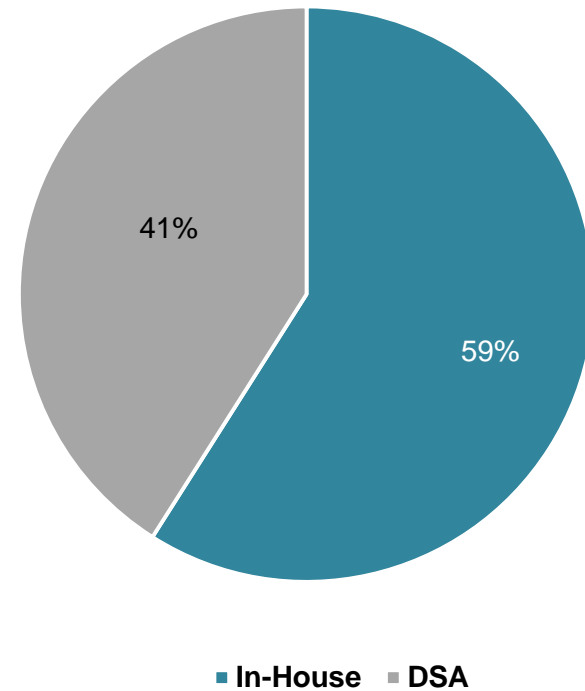


Customer Segment & Origination

Loan Book Composition (%)



Disbursement Origination (%)



Data as on 31-Mar-17



Operational and Financial Performance

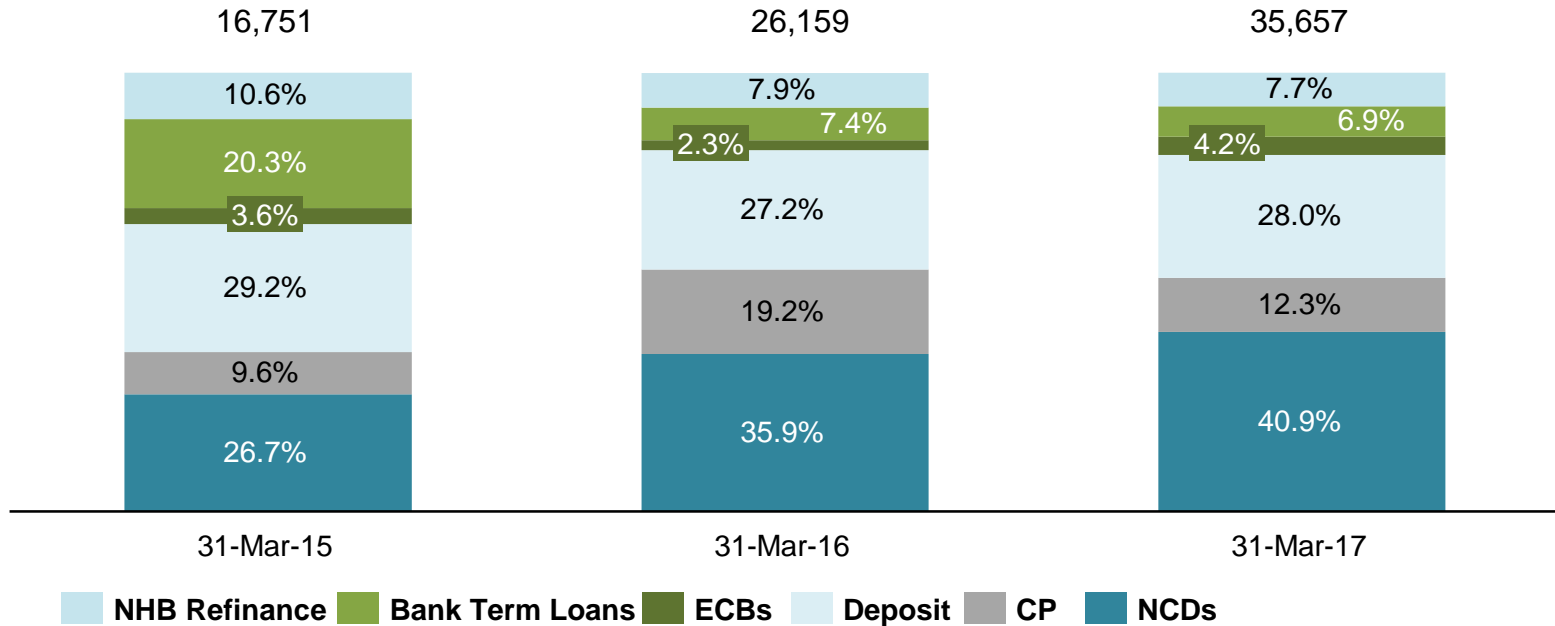




Well Diversified Borrowing Profile

Access to a Diverse Base of Funding...

Total Borrowing
(INR Crore)



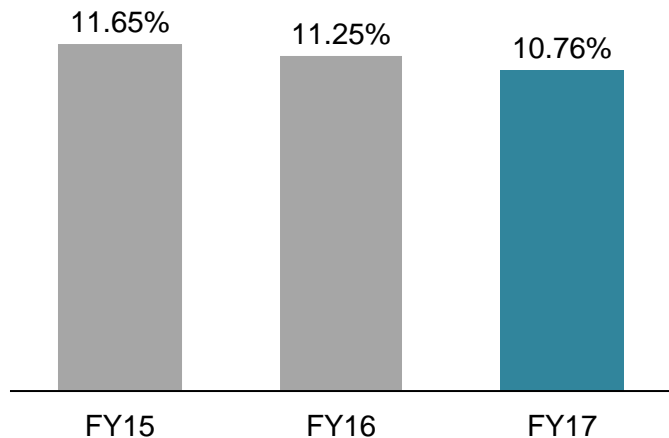
Credit Rating

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

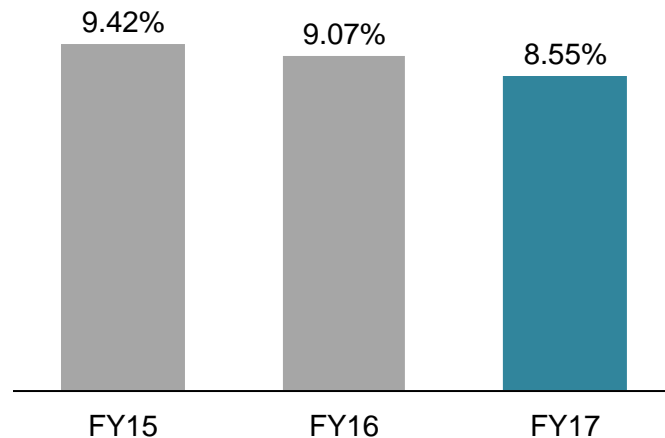
Better Earnings Ability



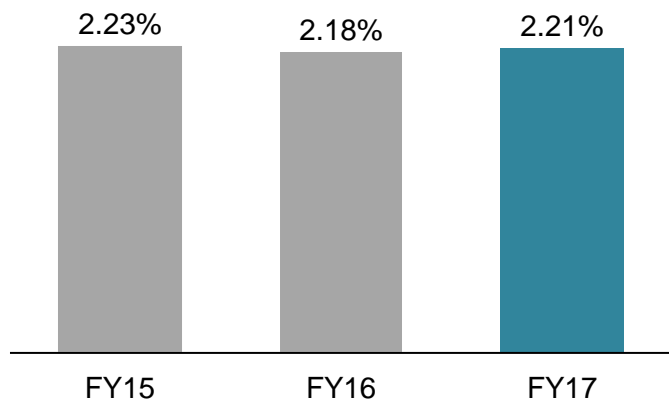
Average Yield (%)



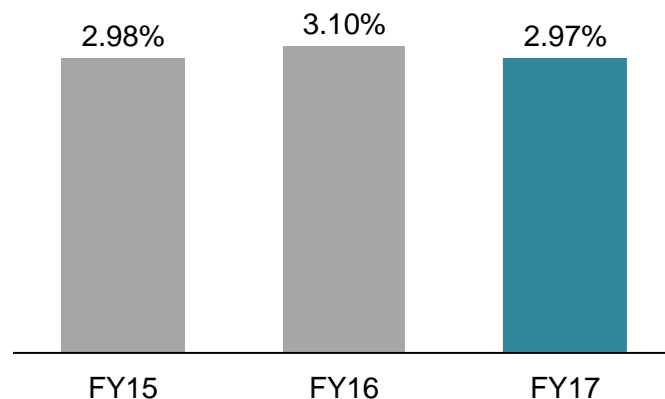
Average Cost of Borrowings (%)



Spread (%)



NIM (%)

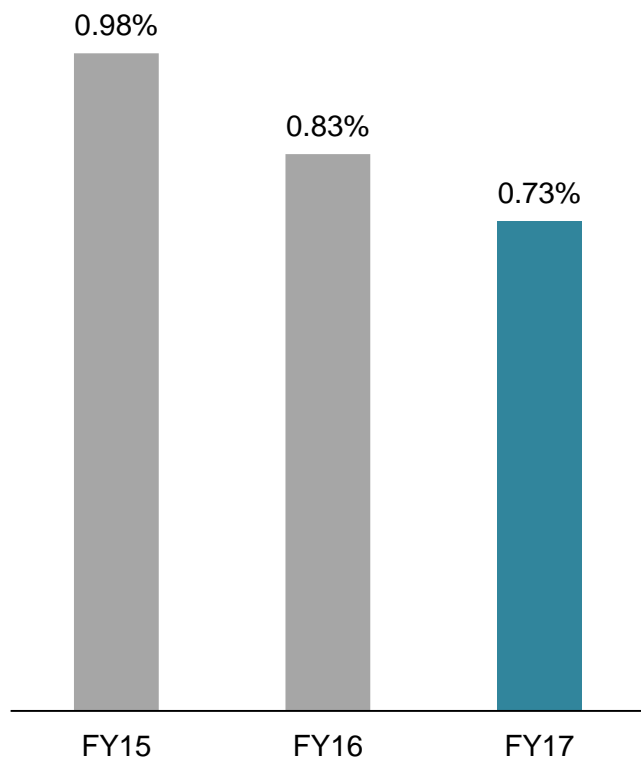


Ratios are calculated on Monthly Average

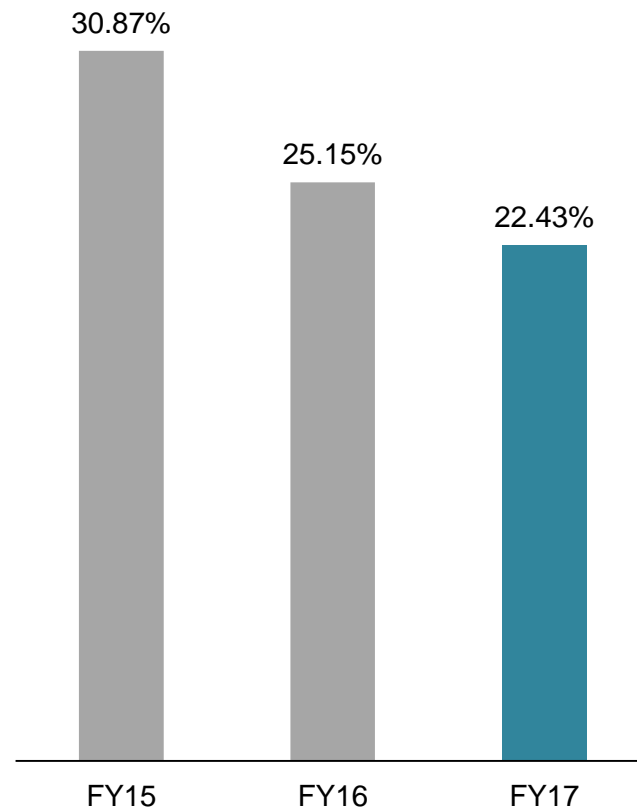
Operating Leverage playing out



Opex to ATA Ratio (%)



Cost-Income Ratio (%)

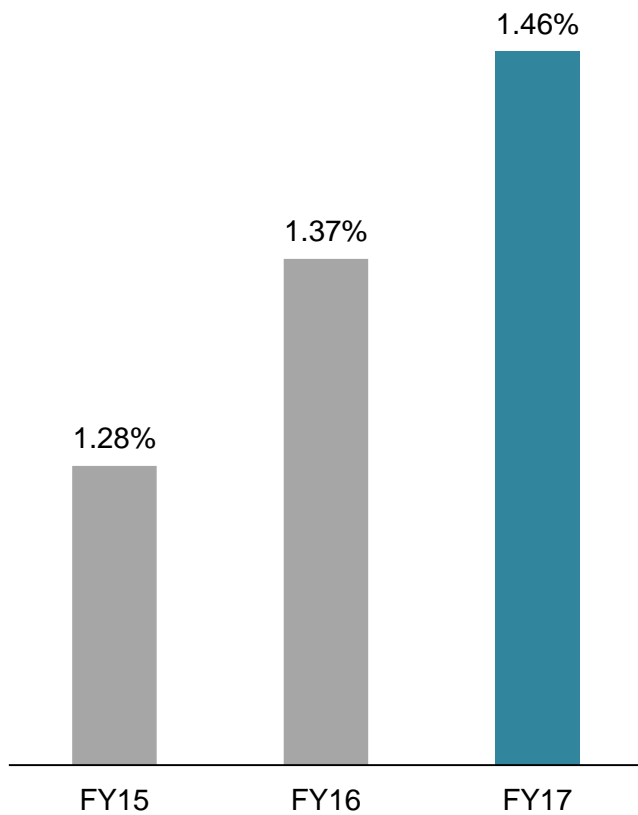


Ratios are calculated on Monthly Average
Opex to ATA is calculated as Operating Expenditure/Average Total Assets as per Balance sheet

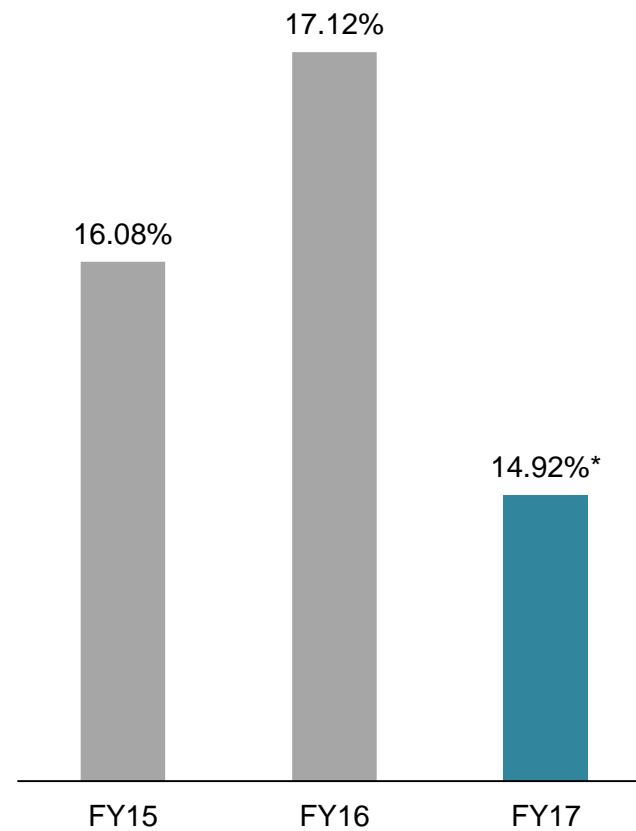
Return Efficiencies



ROA (%)



ROE (%)



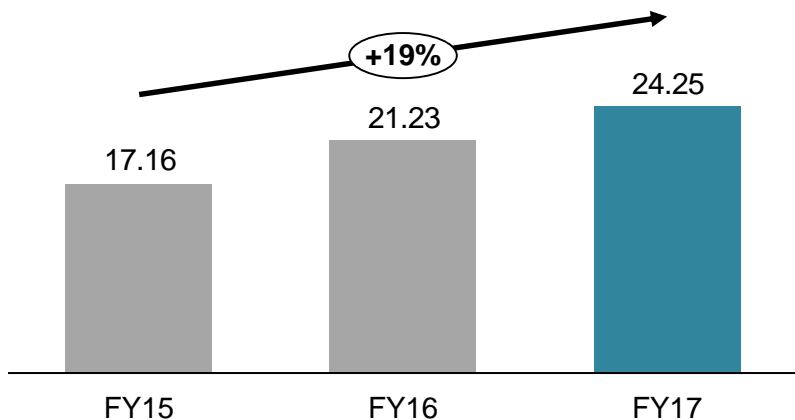
Ratios are calculated on Monthly Average
Return on Asset is on Average Total Assets as per Balance sheet

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

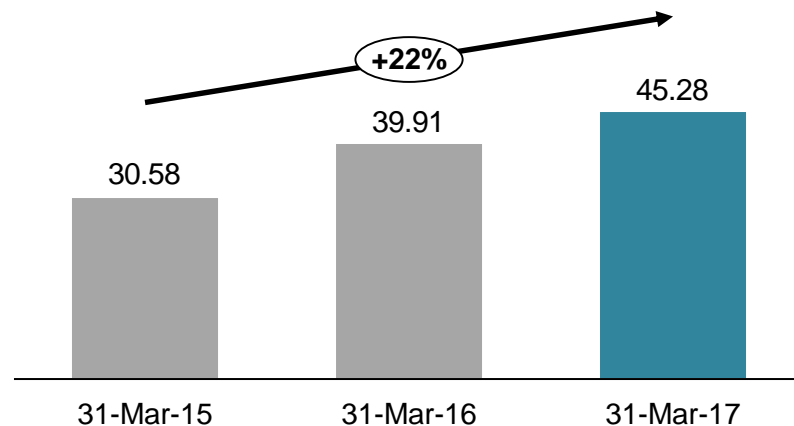
Employee Efficiency



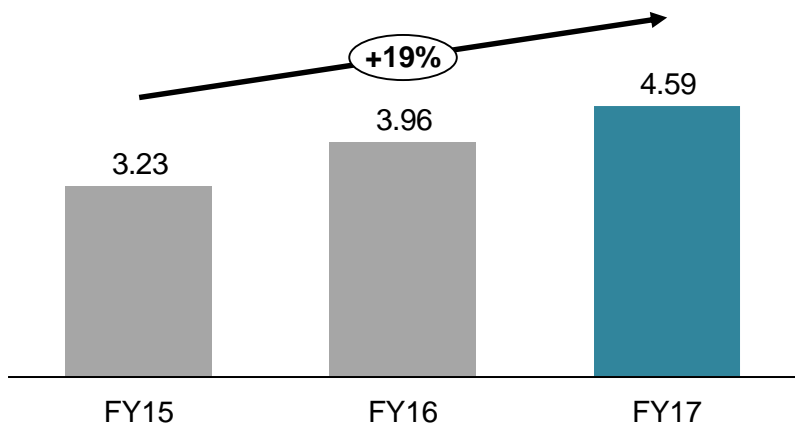
Disbursement / Employee (INR Crore / Employee)



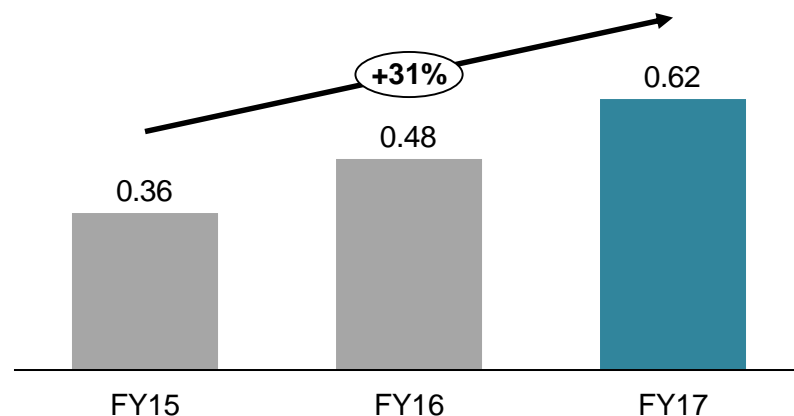
Loans Outstanding / Employee (INR Crore / Employee)



Total Revenue / Employee (INR Crore / Employee)



Profitability / Employee (INR Crore / Employee)



Calculated on Average employee for the Year



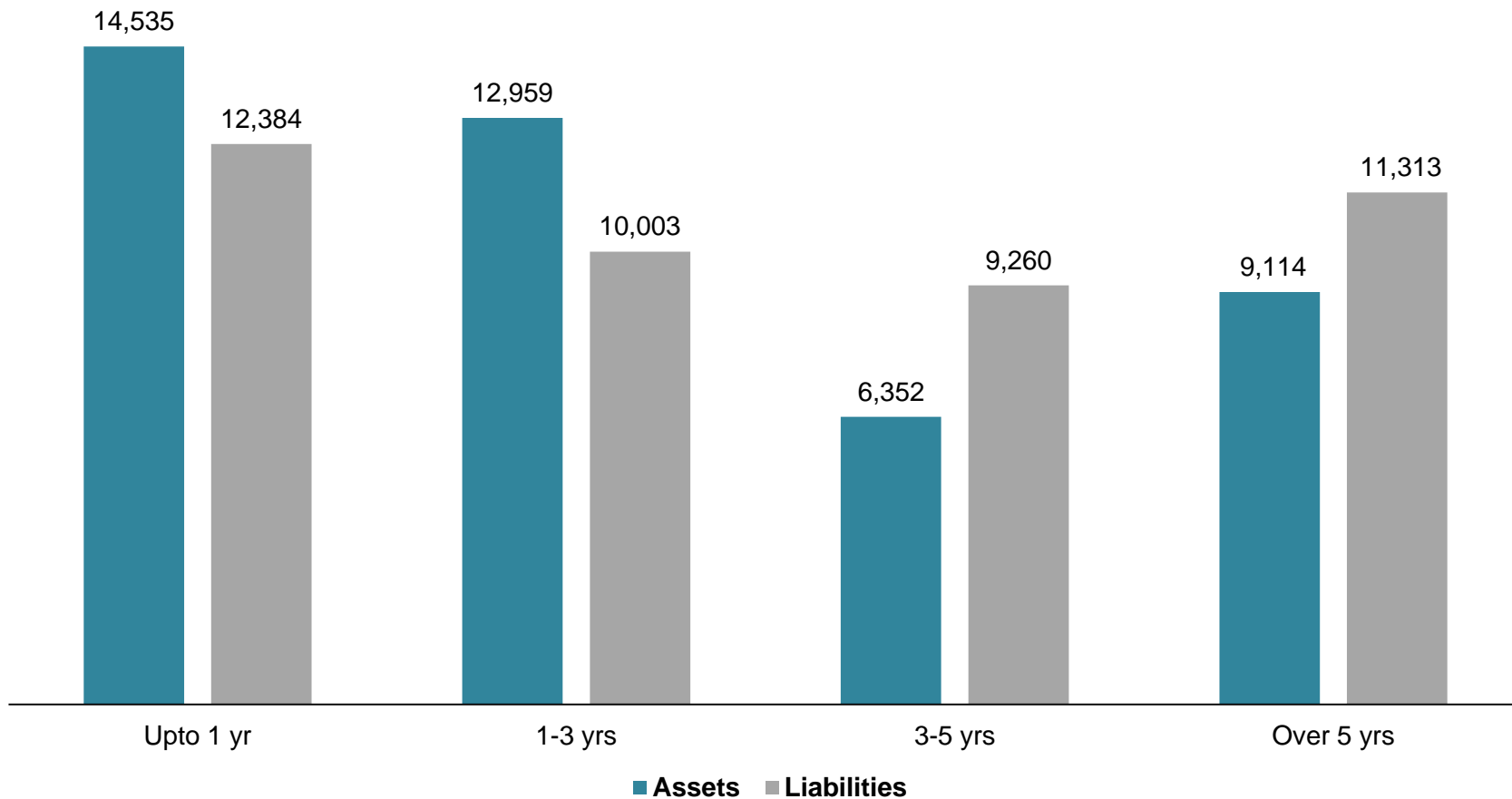
Maintaining Prudence...



...with balanced Asset Liability management...



(INR Crore)

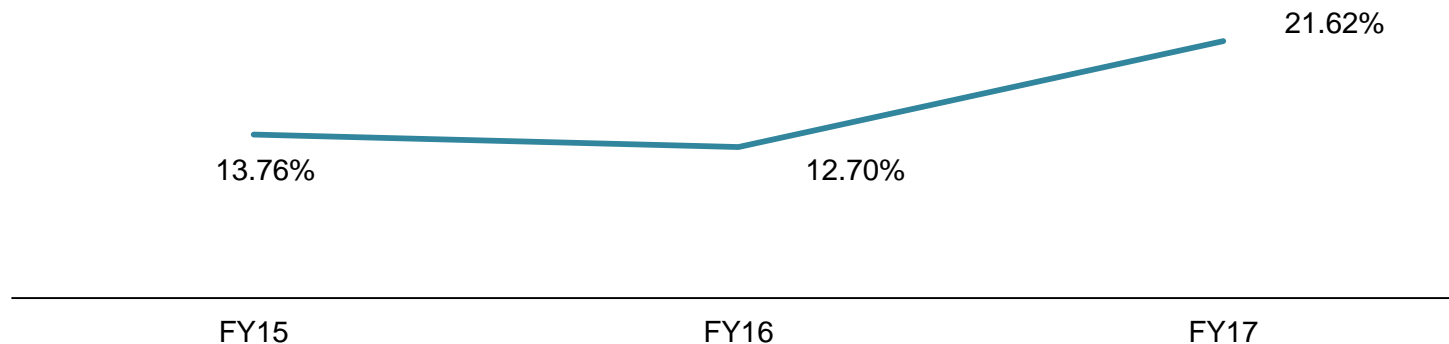


Data as on 31-March-17

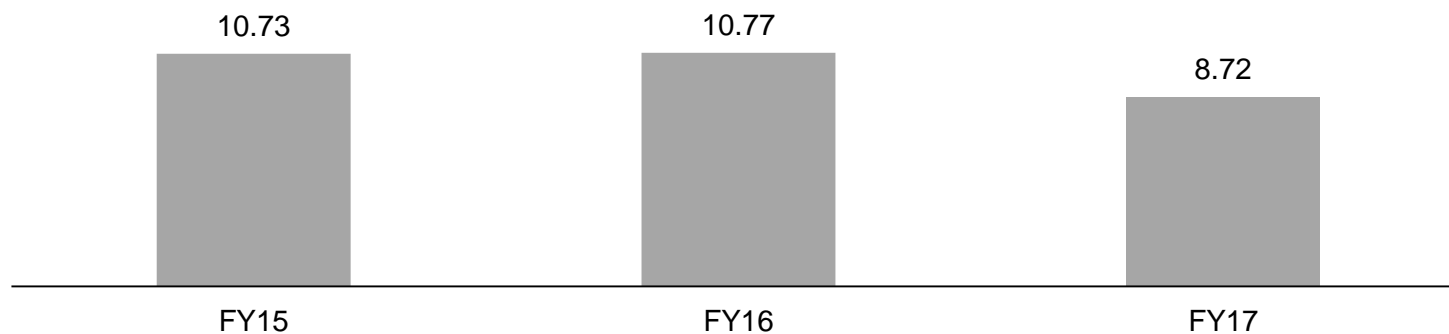
...and adequate Capital & Comfortable Gearing



Capital to Risk Asset Ratio (%)



Average Gearing Ratio (x)



Ratios are calculated on Monthly Average



Valuation and Shareholding



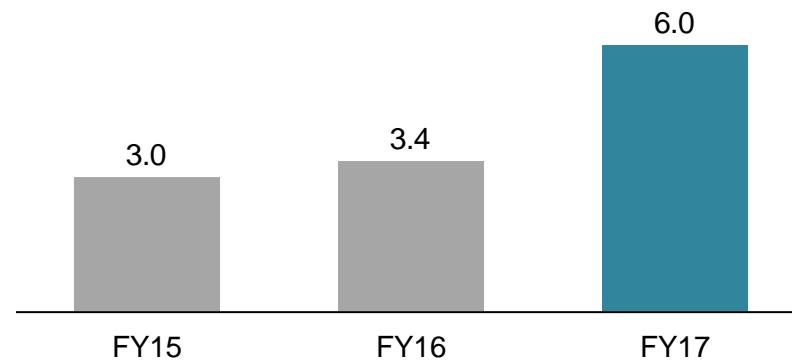
Return to Shareholders



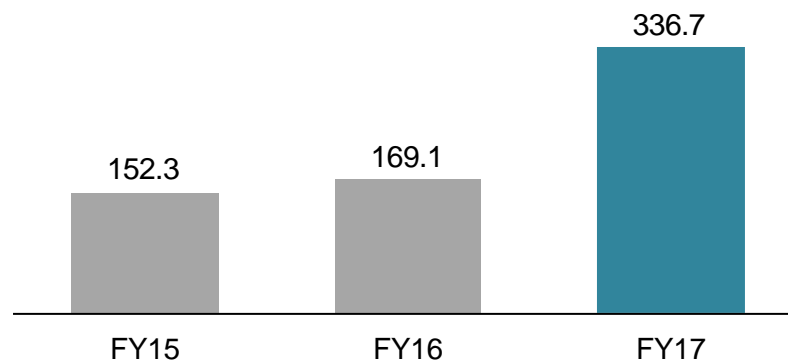
EPS (INR)



DPS (INR)

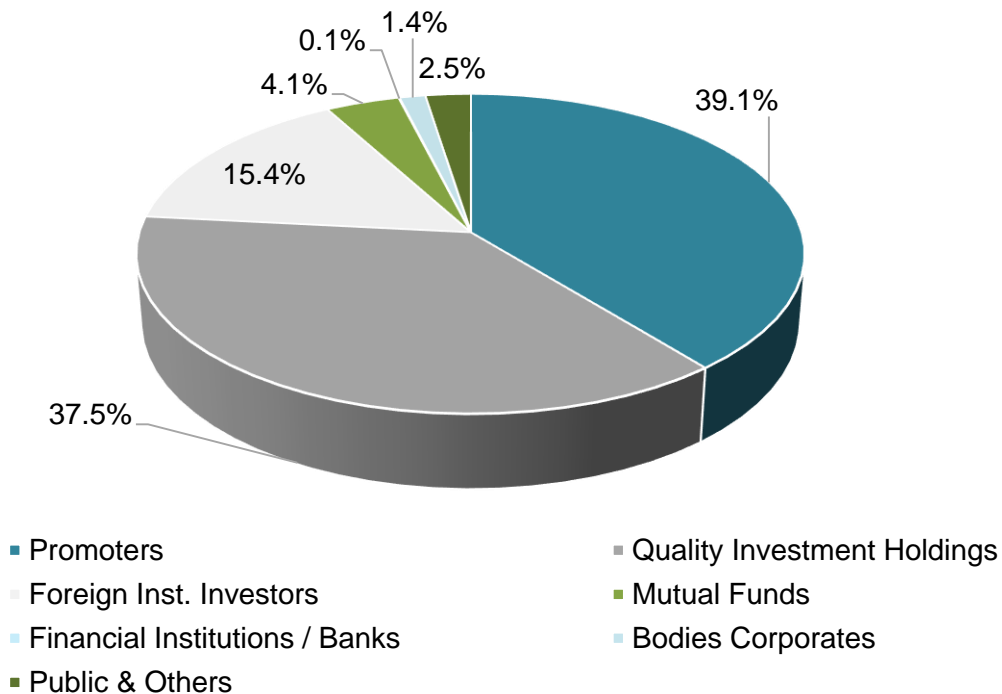


BVPS (INR)





Shareholding as on 31-Mar-17



Key Anchor Book

General Atlantic Singapore Fund, Wasatch, Government of Singapore, Motilal Oswal MF, Birla Sunlife MF, SBI Life Insurance, BNP Paribas Mutual Fund, HDFC Standard Life Insurance Company, ICICI Prudential Mutual Fund

IPO Proceeds to fuel Future GROWTH

“More than 20 Times Oversubscribed”



Detailed Financials



Profit & Loss Statement



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

Balance Sheet



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

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



Saksham – Contributing to the Society



Glimpses of Social Interventions



Enhancing Human Potential

- Partnered with The Confederation of Real Estate Developers Association of India (CREDAI) to conduct on the job skill training programmes for construction workers



Reaching Out, Reaching Far

- Collaborated with Mobile Creches and various real estate developers to offer day care services to the children of construction workers on various construction sites and provide them with education, hygiene and nutrition

Investing in Education

- Partnered with VIDYA, a NGO working for the underprivileged children
- Adopted two school with Vidya- Rainbow Montessori School (Bal Vihar) and Primary School of South Delhi Municipal Corporation



...winning Awards & Accolades



Awarded for Brand Excellence in NBFC Category



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



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



PNB Housing recognized among the Top 100 CIOs of 2016



PNB Housing felicitated at the RICS Cities Conference 2016



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



Awarded 'Housing Finance Company of the Year'



'Best Adversity Management Stories of Asia Study 2016'



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



Recognized for Contribution in Promoting Green Buildings' Initiative'



Awarded for 'Excellence in Financial Services'

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





Strong Management Team...



...with Extensive Industry Experience...



**Sanjaya Gupta -
Managing Director**

Age : 54 Years

No. of Years with PNB HF : 7 Years

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



Shaji Varghese – Business Head

Age : 45 Years

No. of Years with PNB
HF : 5 Years

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



Ajay Gupta - Chief Risk Officer

Age : 51 Years

No. of Years with PNB
HF : 5 Years

Prior Engagements :
Religare Finvest Ltd
GE Money Indiabulls
Financial Services



**Nitant Desai - Chief Centralised
Operation & Technology Officer**

Age : 55 Years

No. of Years with PNB HF
: 6 Years

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



Jayesh Jain – Chief Financial officer

Age : 39 Years

No. of Years with PNB
HF : 3 Years

Prior Engagements :
Gruh Finance Limited



**Sanjay Jain - Company Secretary &
Head Compliance**

Age : 53 Years

No. of Years with PNB
HF : 22 Years

Prior Engagements :
Ansal Buildwell
Limited



Anshul Bhargava - Chief People Officer

Age : 50 Years

No. of Years with PNB
HF : 6 Years

Prior Engagements :
ARMS (Arcil)
Indian Army

...under the Aegis of a Highly Experienced Board



Mr. Sunil Mehta
Chairman – Non Executive

Age:

57 Years

Current Position:

MD & CEO of PNB



Dr. Ram S. Sangapure
Non Executive Director

Age:

59 Years

Current Position:

Executive Director
at PNB



Sunil Kaul
Non Executive Director

Age:

56 Years

Current Position:

MD, Carlyle
Head, SE Asia, FIG,
Carlyle



Shital Kumar Jain
Independent Director

Age:

77 Years

Current Position:

Ex Banker & Credit
Head India,
Citigroup



Ashwani Kumar Gupta
Independent Director

Age:

63

Current Position:

Member of Institute of
Chartered
Accountants of India



R Chandrasekaran
Independent Director

Age:

59 Years

Current Position:

Founder and
Executive Vice
Chairman, Cognizant



Nilesch S. Vikamsey
Independent Director

Age:

52 Years

Current Position:

Sr. Partner, Khimji
Kunverji and Co
President-ICAI



Gourav Vallabh
Independent Director

Age:

39 Years

Current Position:

Professor of
Finance, XLRI



Sanjaya Gupta
Managing Director

Age:

54 Years

Current Position:

MD, PNB Housing
Finance

Key Takeaways



Strong Distribution Network and Robust TOM

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

01

Improving Cost to Income Ratio

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

05

Growth in Loan Book

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

Loans Assets of INR 38,531 Crore⁽²⁾

02



Efficient Capital Mix

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

04

One of the Lowest NPA's amongst HFC's

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

03

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

Glossary



ATA	Average Total Assets	HFCs	Housing Finance Companies
ATS	Average Ticket Size	LAP	Loan against Property
AUM	Asset Under Management	LRD	Lease Rental Discounting
BVPS	Book-value per Share	NCDs	Non-Convertible Debentures
C/I	Cost to Income	NII	Net Interest Income
CAR	Capital Adequacy Ratio	NIM	Net Interest Margin
CP	Commercial Paper	NNPA	Net Non-Performing Asset
CTLs	Corporate Term Loans	NPA	Non-Performing Asset
DPS	Dividend per Share	NRPLs	Non-Residential Premises Loans
DSA	Direct Selling Agents	PAT	Profit After Tax
ECBs	External Commercial Borrowings	PCR	Provision Coverage Ratio
EPS	Earning per Share	ROA	Return on Asset
GNPA	Gross Non-Performing Asset	ROE	Return on Equity



Thank You

Company:

PNB Housing Finance Limited

CIN: L65922DL1988PLC033856

Ms. Deepika Gupta Padhi - Head-Investor Relations

Phone: +91 11 23445214

Investor.relations@pnbhousing.com

www.pnbhousing.com
