

12<sup>th</sup> May, 2017

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

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

Scrip Code: 540173

Symbol: PNBHOUSING

Dear Sirs,

**Sub: Investor Presentation**

Please find attached herewith the Investor Presentation of the Company for the quarter and financial year ended March 31, 2017.

A copy of the same is placed on the website of the Company [www.pnbhousing.com](http://www.pnbhousing.com)

You are requested to take note of the above and arrange to bring this to the notice of all concerned.

Thanking You.

For PNB Housing Finance Limited

  
Sanjay Jain  
Company Secretary & Head Compliance  
Membership No. : F2642



# Investor Presentation

## May 2017



**pnb Housing**  
SUNBELT CAPITAL LIMITED

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HOME LOAN | NON HOME LOANS | FIXED DEPOSIT

### HOME LOAN IN 3 MINUTES. HIGH SPEED LOAN

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Instant Loan Approval  
[Apply Now](#)

Customer Login  
for existing customers only

Branch Locator

Tools & Calculator

Approved Projects

Media Gallery

#### VISIT OUR KNOWLEDGE CENTER

- ◆ **All About Home Loan Process**  
Owning a home isn't just a keystone of wealth, it's what gives us and our families, stability...  
[Read More](#)
- ◆ **Fixed vs Floating rate of interest - What suits you the best**  
A home purchase is probably the biggest financial decision and transaction in a person's financial life...  
[Read More](#)
- ◆ **How to choose a home loan lender**  
Buying a dream home isn't something you do every day. The same goes for your home loan...  
[Read More](#)
- ◆ **A fine balance between EMI amount and Home Loan Tenure**  
A home loan helps you realize your dream of having your own home. A home loan comes...  
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# 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



# One of the Leading Housing Finance Company...



**Strong Parentage, Independent Professional Management** and an Autonomous Board

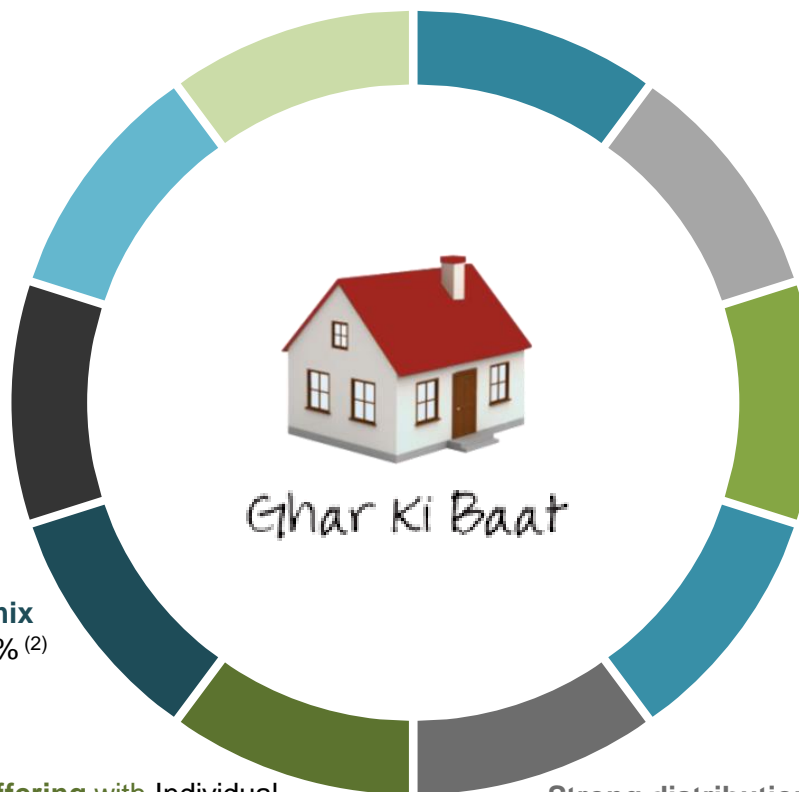
**5th largest by Loan Assets** and **2nd largest by deposits** <sup>(1)</sup>

**Efficient capital utilization** and delivering **healthy RoEs**

Loan Assets of **INR 38,531 Crore** <sup>(2)</sup>

**Robust Asset Quality** with one of the lowest Gross NPAs at 0.22%<sup>(4)</sup>

**Fastest growing HFC** amongst the Top 5 HFCs in India <sup>(3)</sup>



**Diverse and cost effective funding mix** with average cost of borrowing at 8.55% <sup>(2)</sup>

**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<sup>(2)</sup> 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

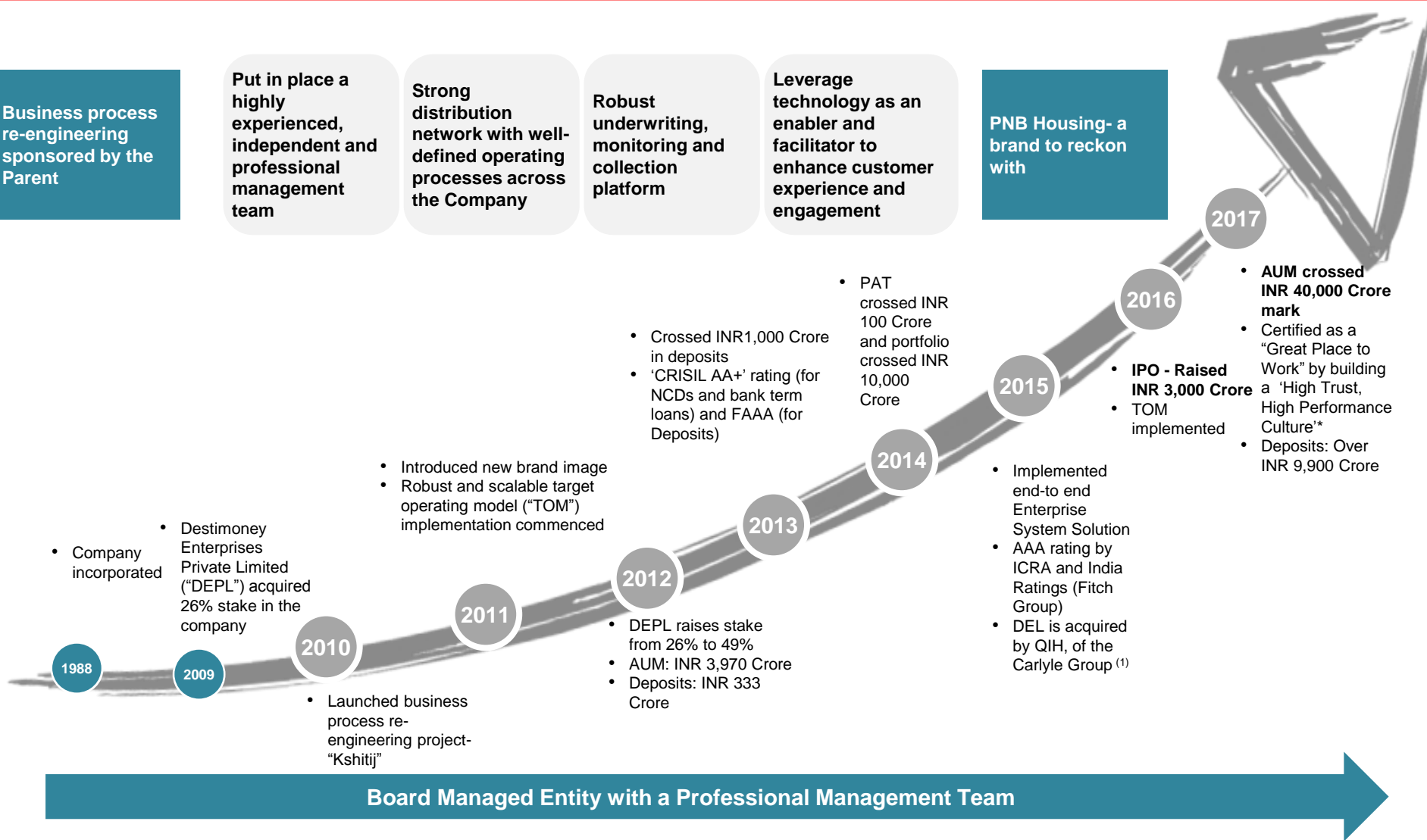
Put in place a highly experienced, independent and professional management team

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)
- DEL is acquired by QIH, of the Carlyle Group<sup>(1)</sup>

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...

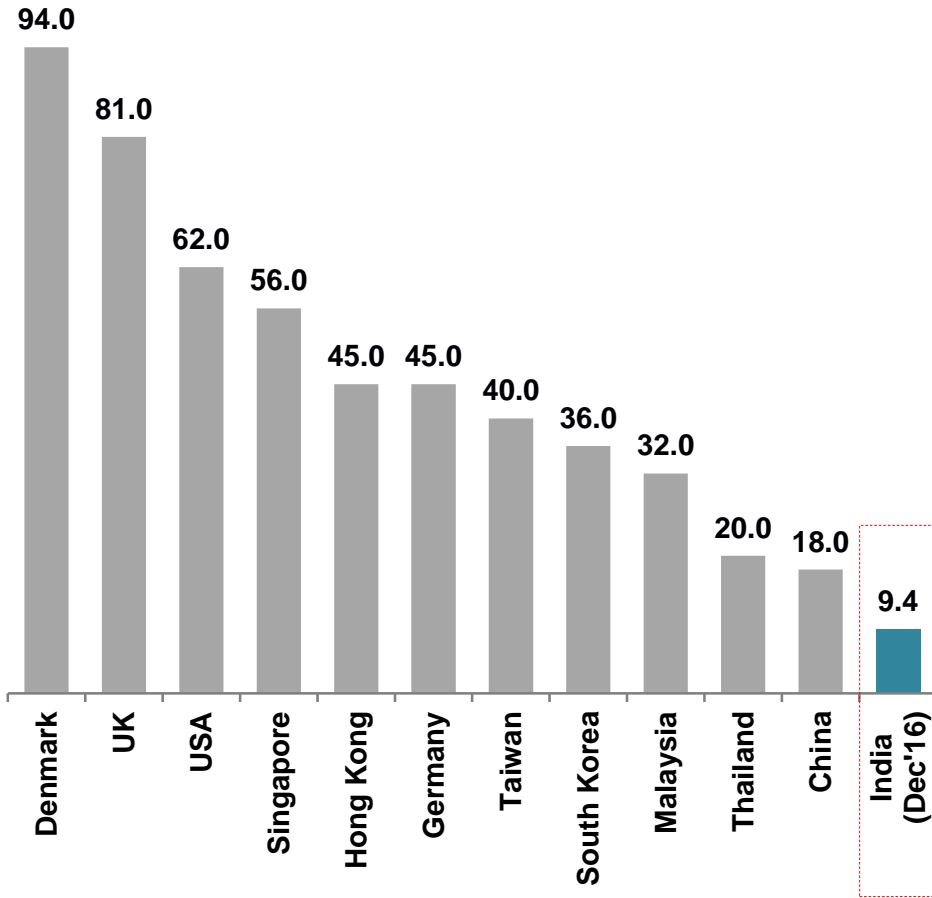


# India's Mortgage Market...



## Indian Mortgage Market is Significantly Under-penetrated

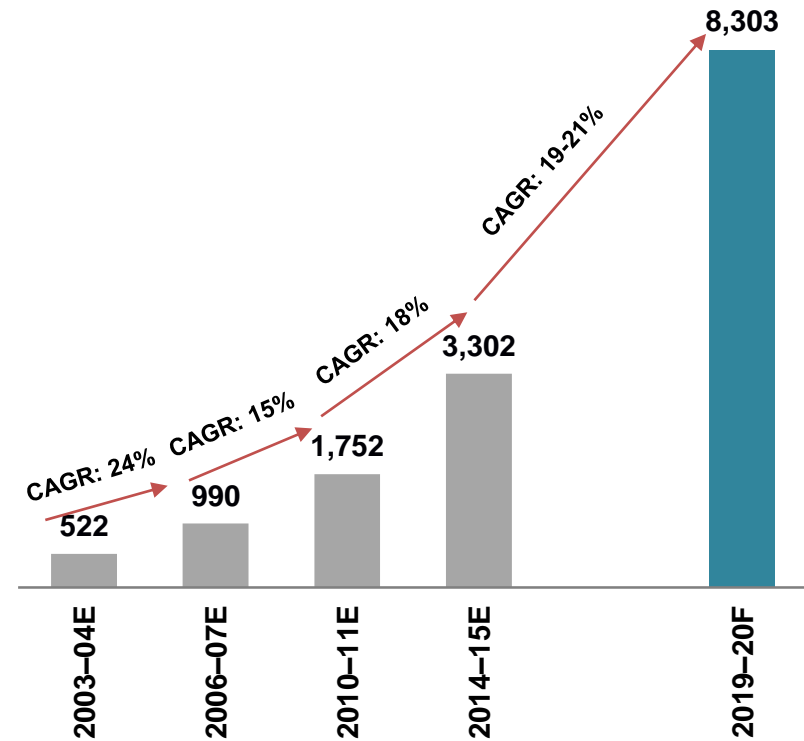
Mortgage to GDP Ratio for FY2015 (%)



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

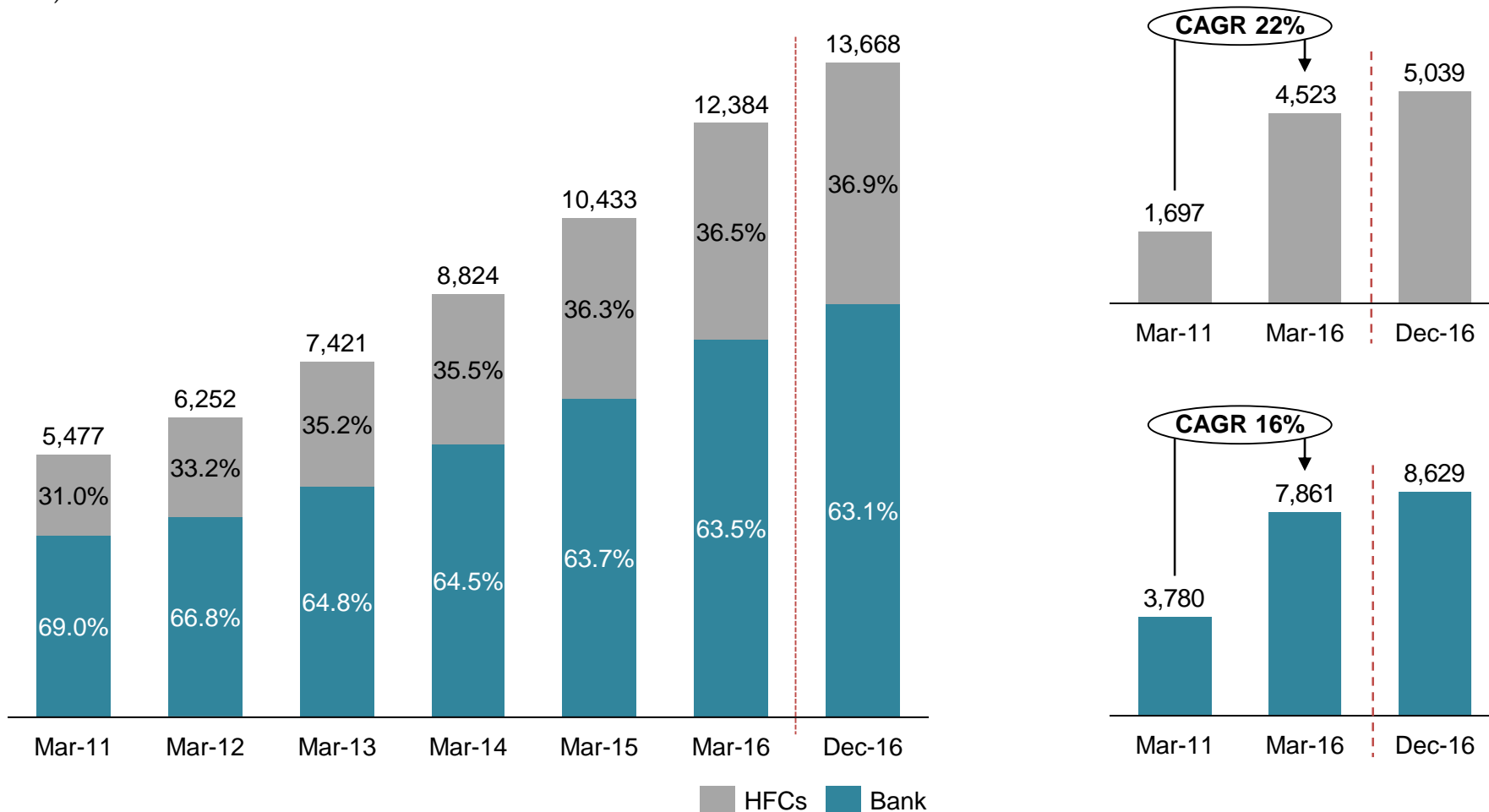


# ...outpacing traditional channels with...



## Increasing HFCs Share in a Steadily Expanding Home Loan Portfolio

(INR Bn)

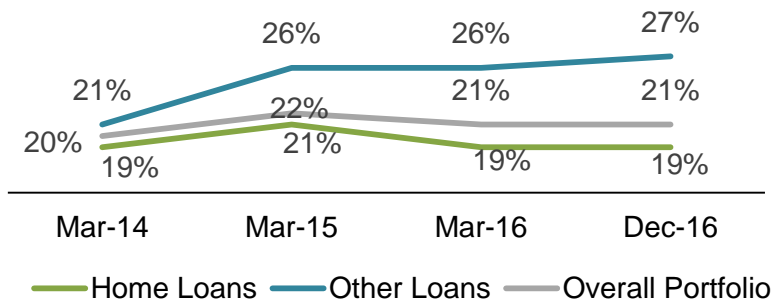


Source: ICRA Industry Update for 9MFY2017

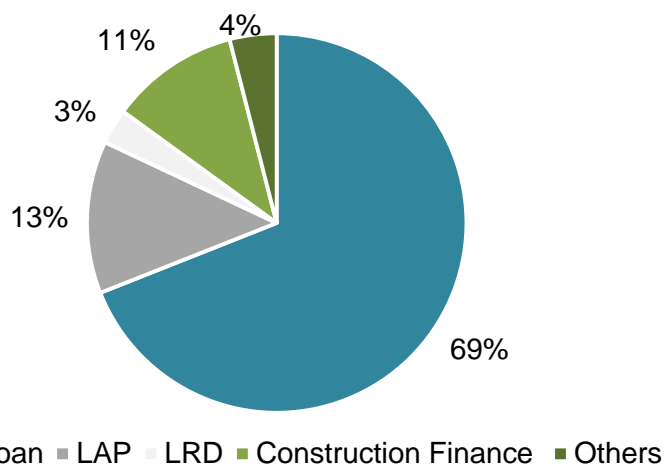
# ....Sustainable Growth of HFCs



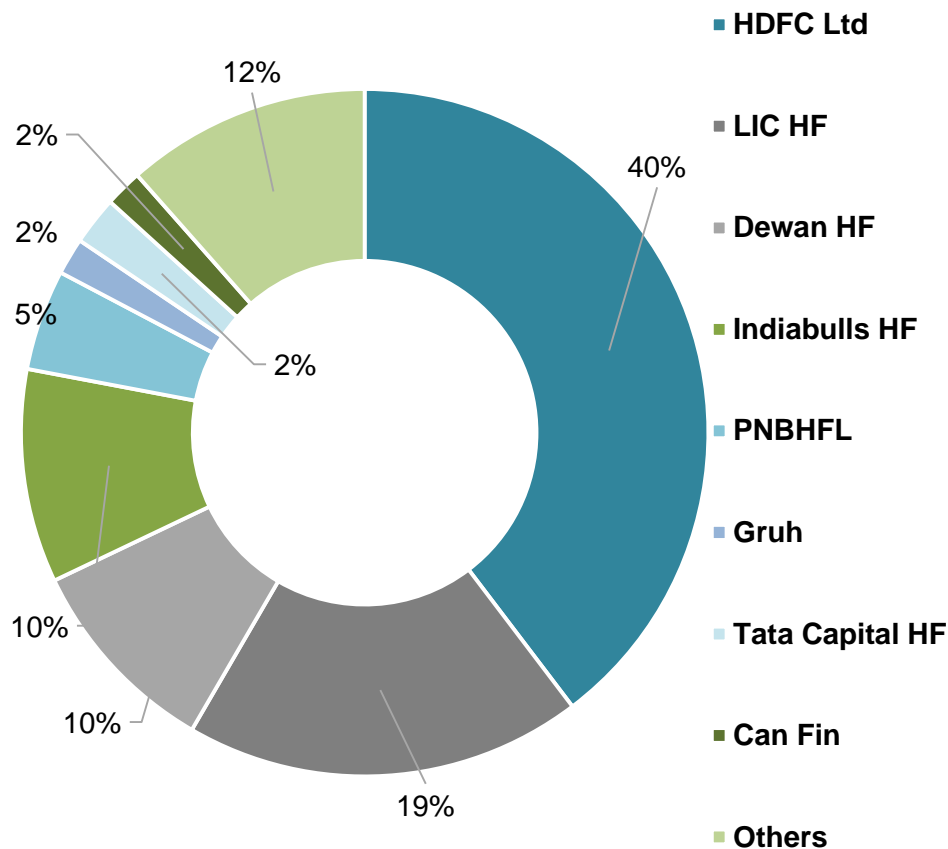
## Portfolio Growth of HFCs



## Portfolio Composition of All HFCs as on 31<sup>st</sup> Dec'16



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



Source: ICRA Industry Update for 9MFY2017



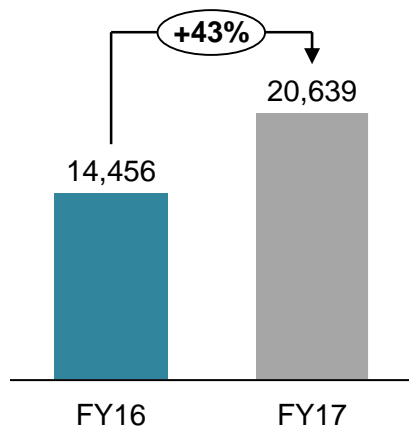
## Financial Performance of the Company



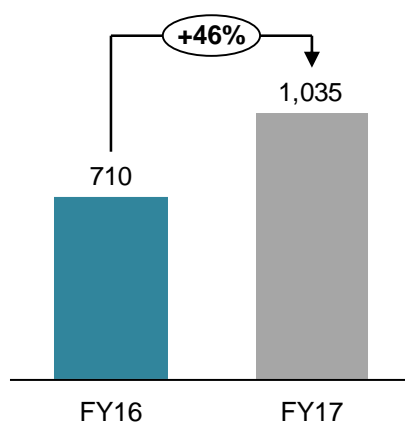
# Key Highlights – FY17 vs FY16



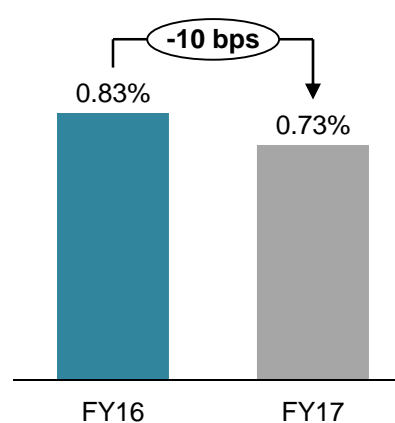
**Disbursement (INR Crore)**



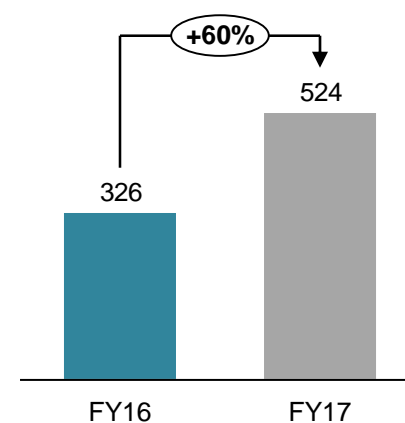
**NII (INR Crore)**



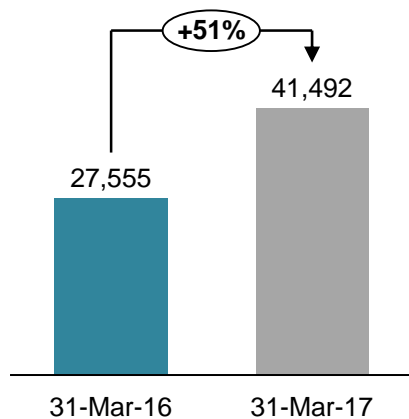
**Opex to ATA (%)**



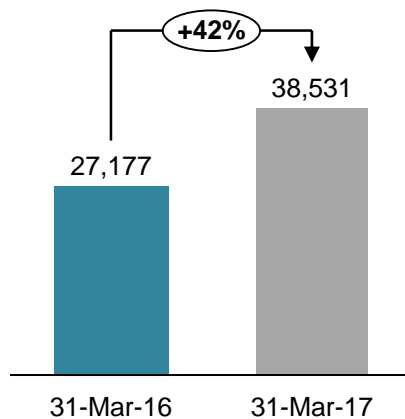
**PAT (INR Crore)**



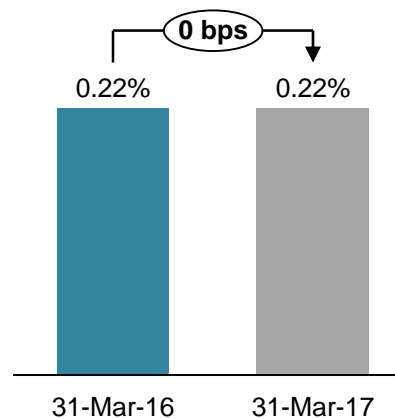
**AUM (INR Crore)**



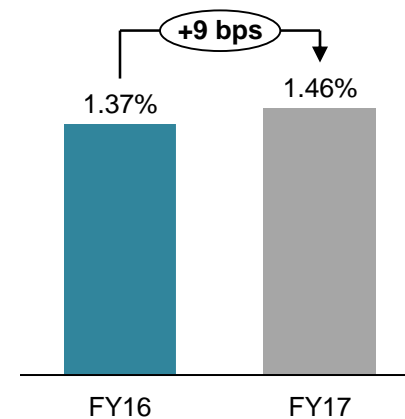
**Loan Assets (INR Crore)**



**GNPA\* (%)**



**ROA (%)**



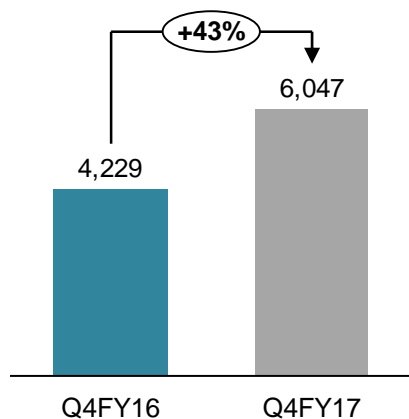
Ratios are Calculated on Monthly Average

\*GNPA as a % of loan assets

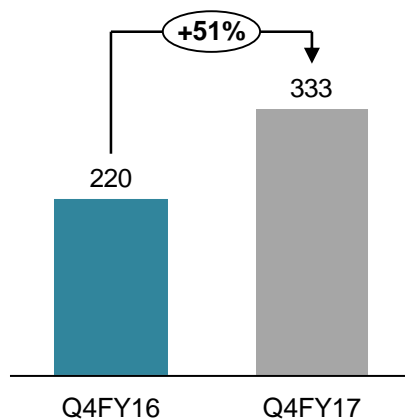
# Key Highlights – Q4 FY17 vs Q4 FY16



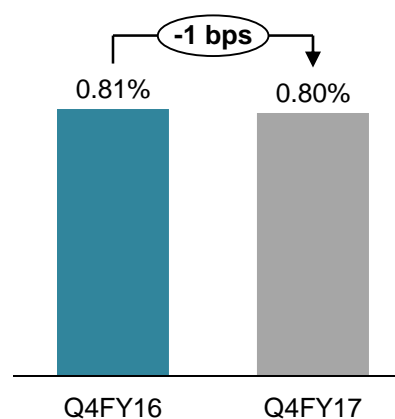
**Disbursement (INR Crore)**



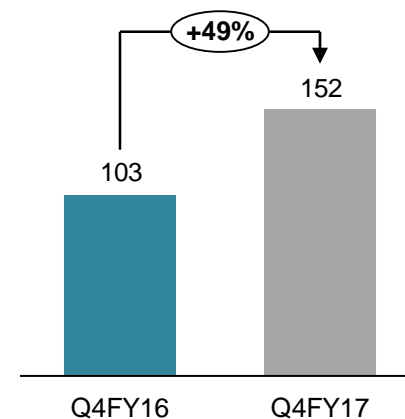
**NII (INR Crore)**



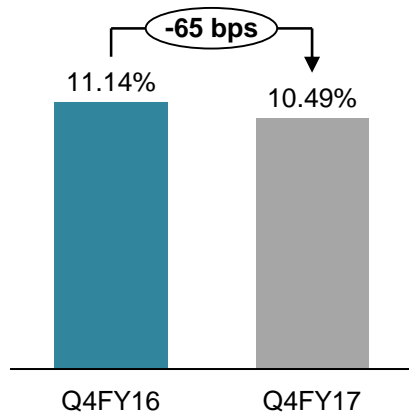
**Opex to ATA (%)**



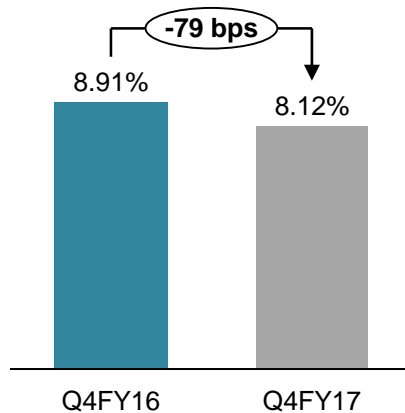
**PAT (INR Crore)**



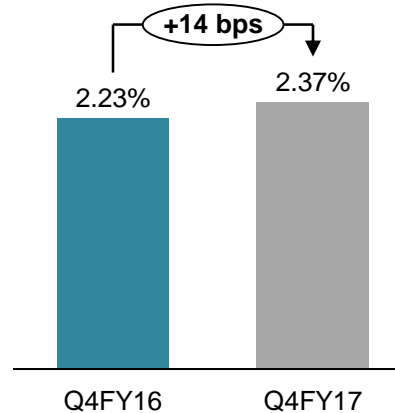
**Average Yield (%)**



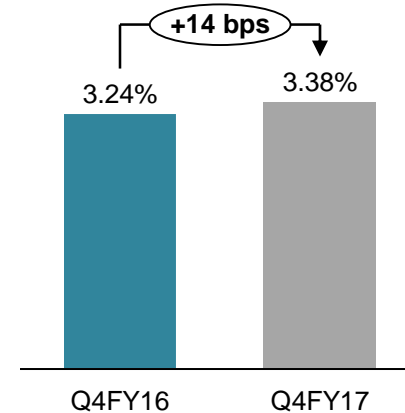
**Average Cost of Borrowings (%)**



**Spread (%)**



**NIM (%)**



Ratios are Calculated on Monthly Average



Expansion Led Growth and Robust TOM



# Expanding Footprints...

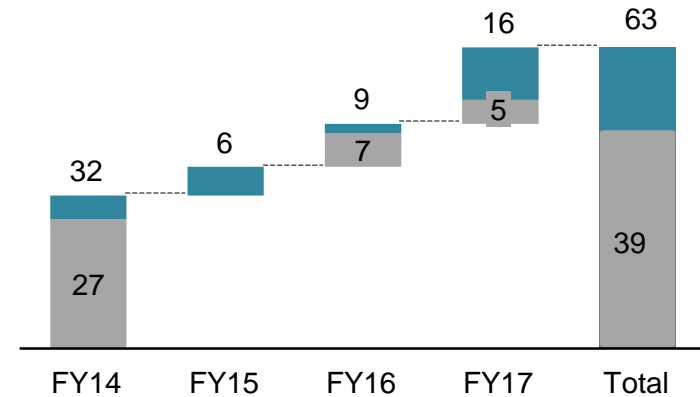


**Branches** – Point of Sales & Services  
**HUBs** – Fountain head for Decision Making  
**Zonal Hubs** - Guides, Supervises & Monitors the HUB

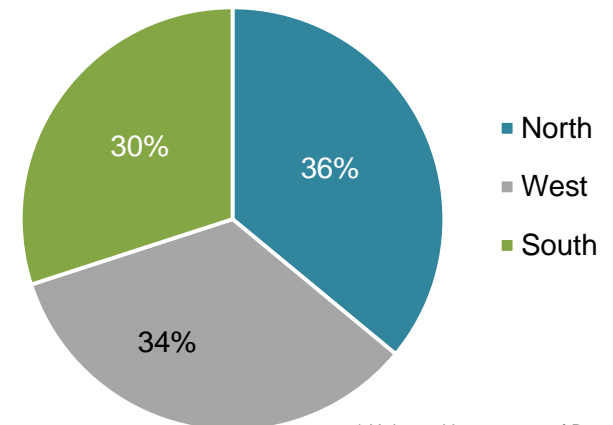


## No. of Branches

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



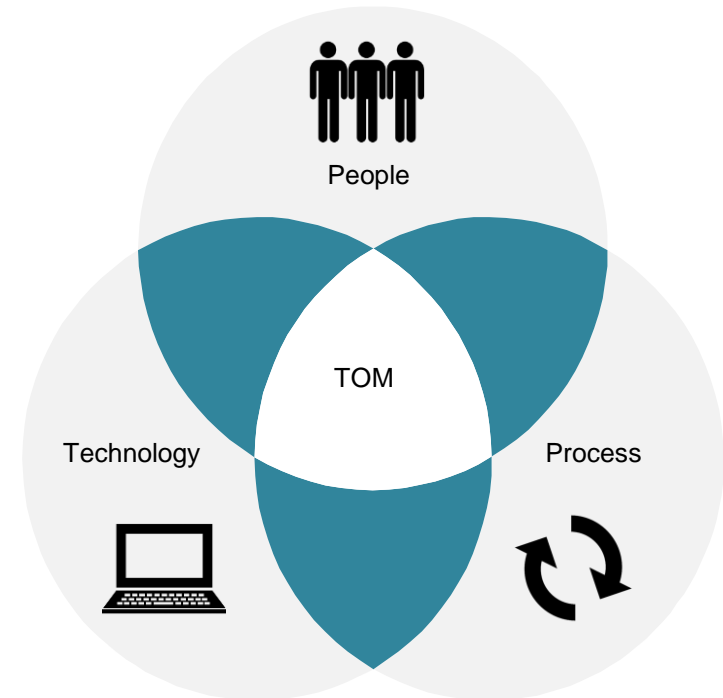
Third Party DMAs and Market Aggregators



Developer Relationships



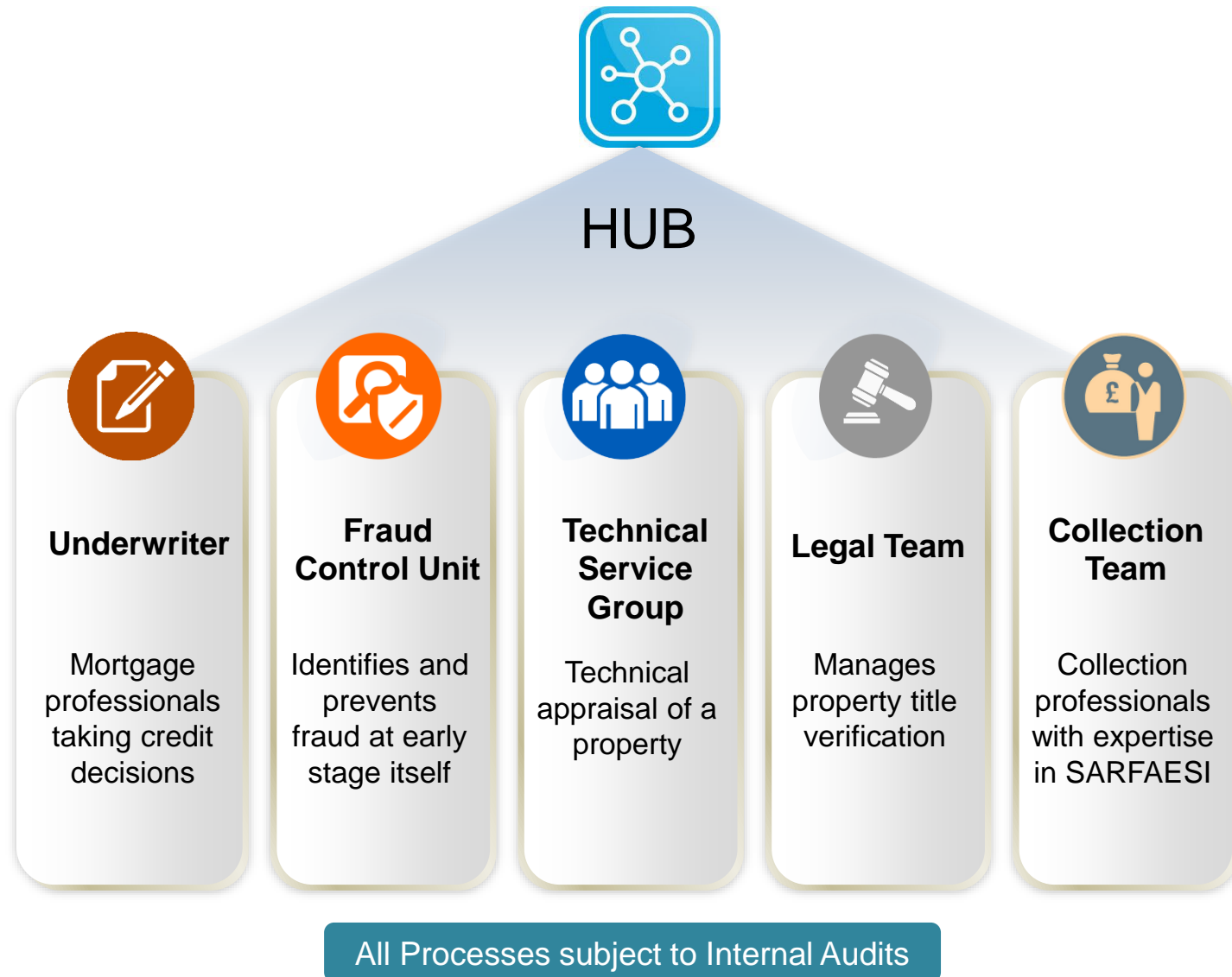
Target Operating Model (TOM)



Focus on productivity, efficiency and quality

Supported by End-to-End Technology

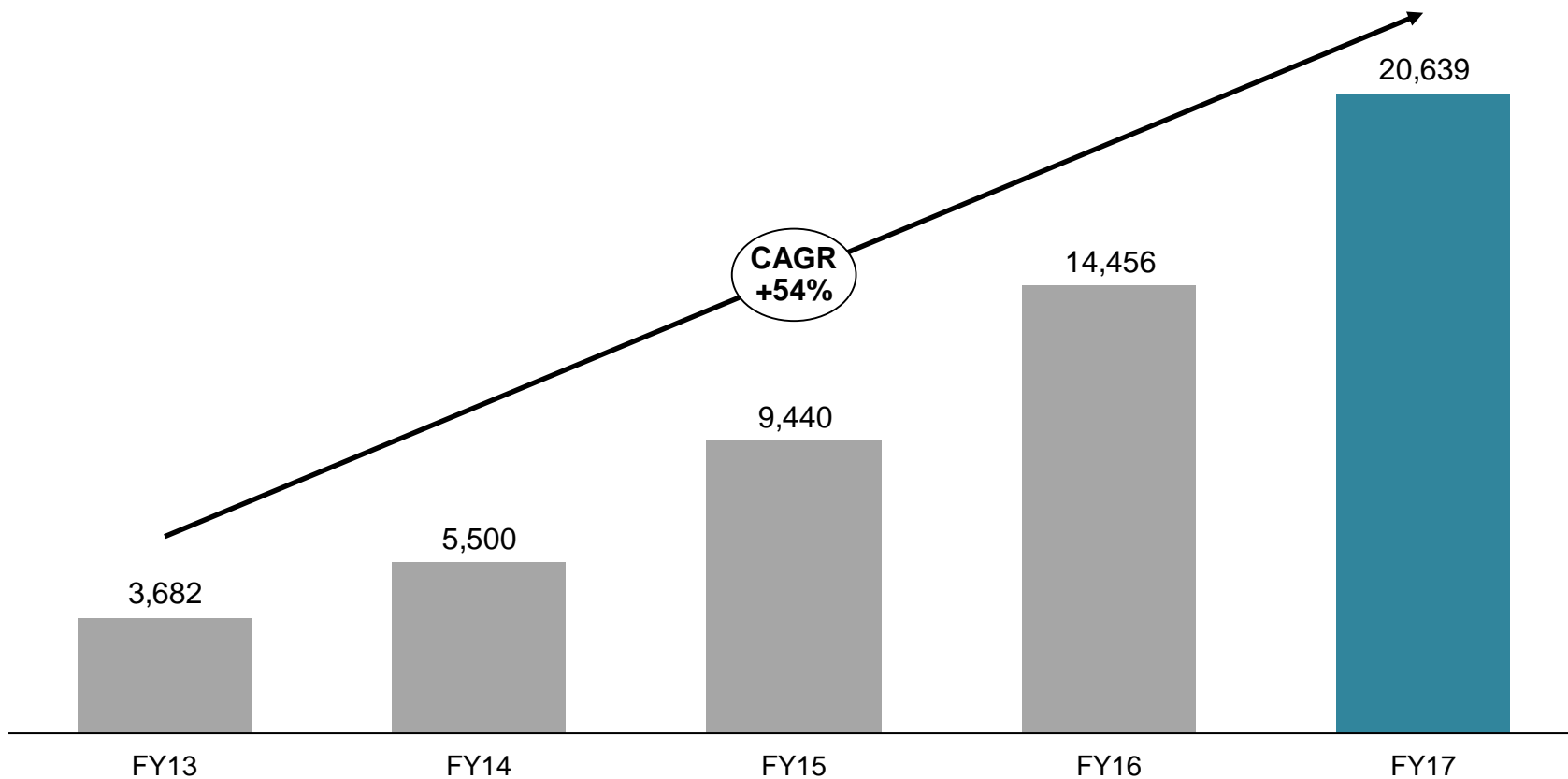
# ...and strong Credit Underwriting Processes and Control



# ...leading to Disbursement...



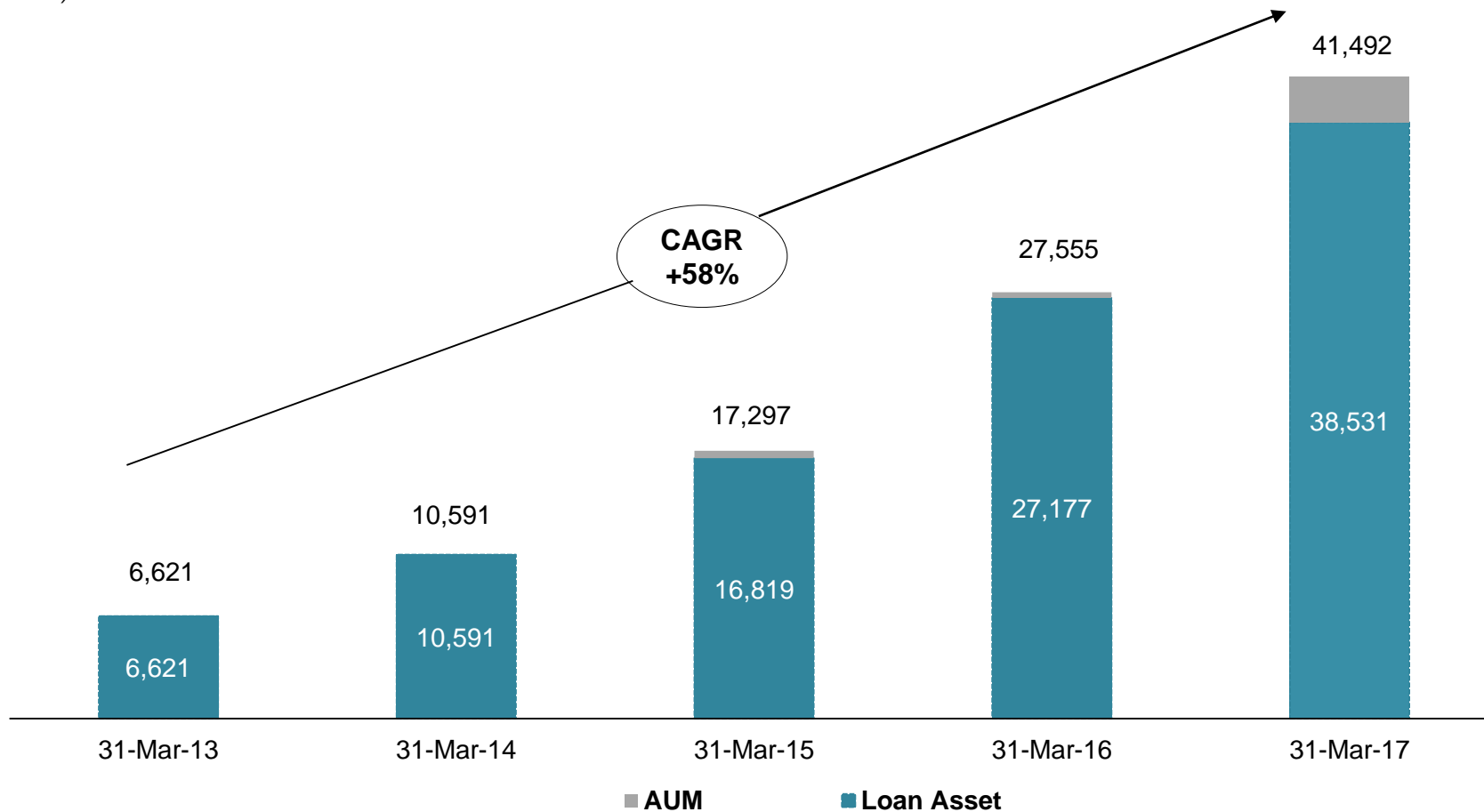
(INR Crore)



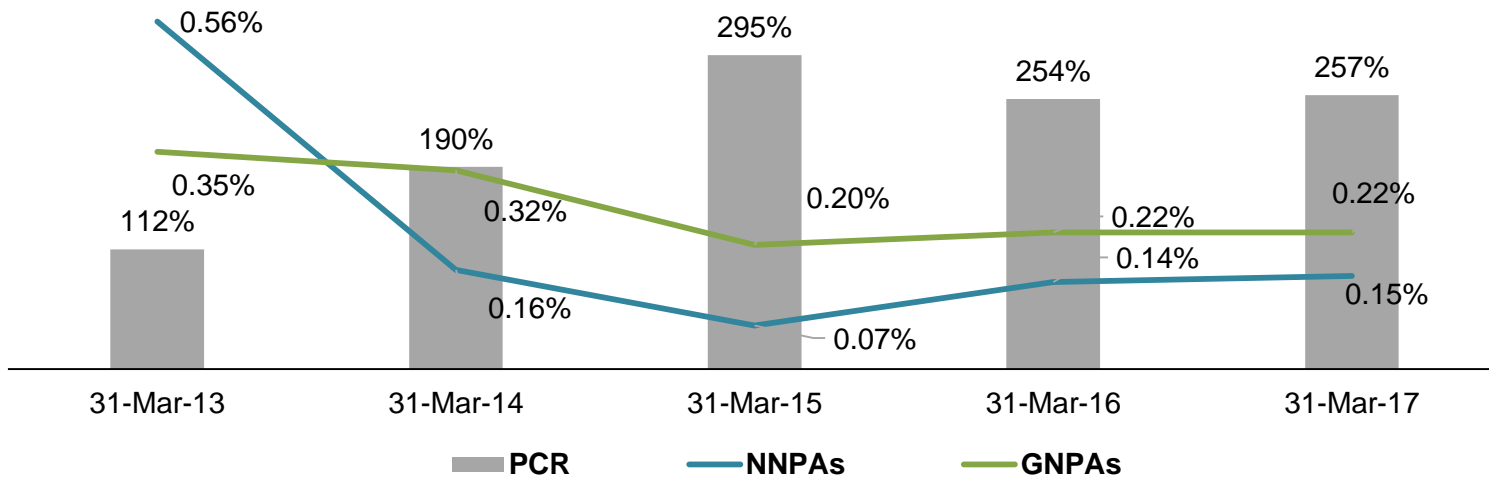
# ...and Asset growth...



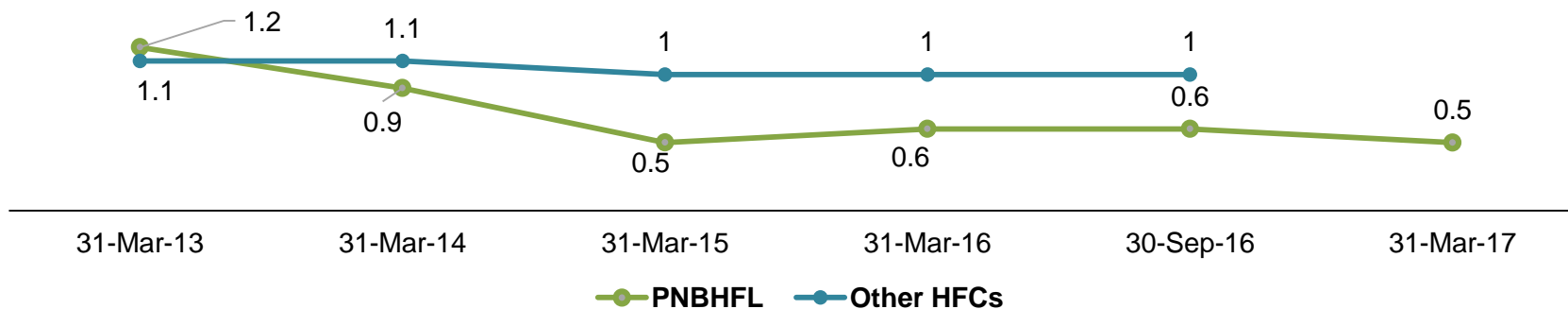
(INR Crore)



# ...with Lower NPAs...



## 2 years Lagged NPA\*



Provision Coverage Ratio is calculated as Total Provisions for NPA & Standard Asset as % of GNPA

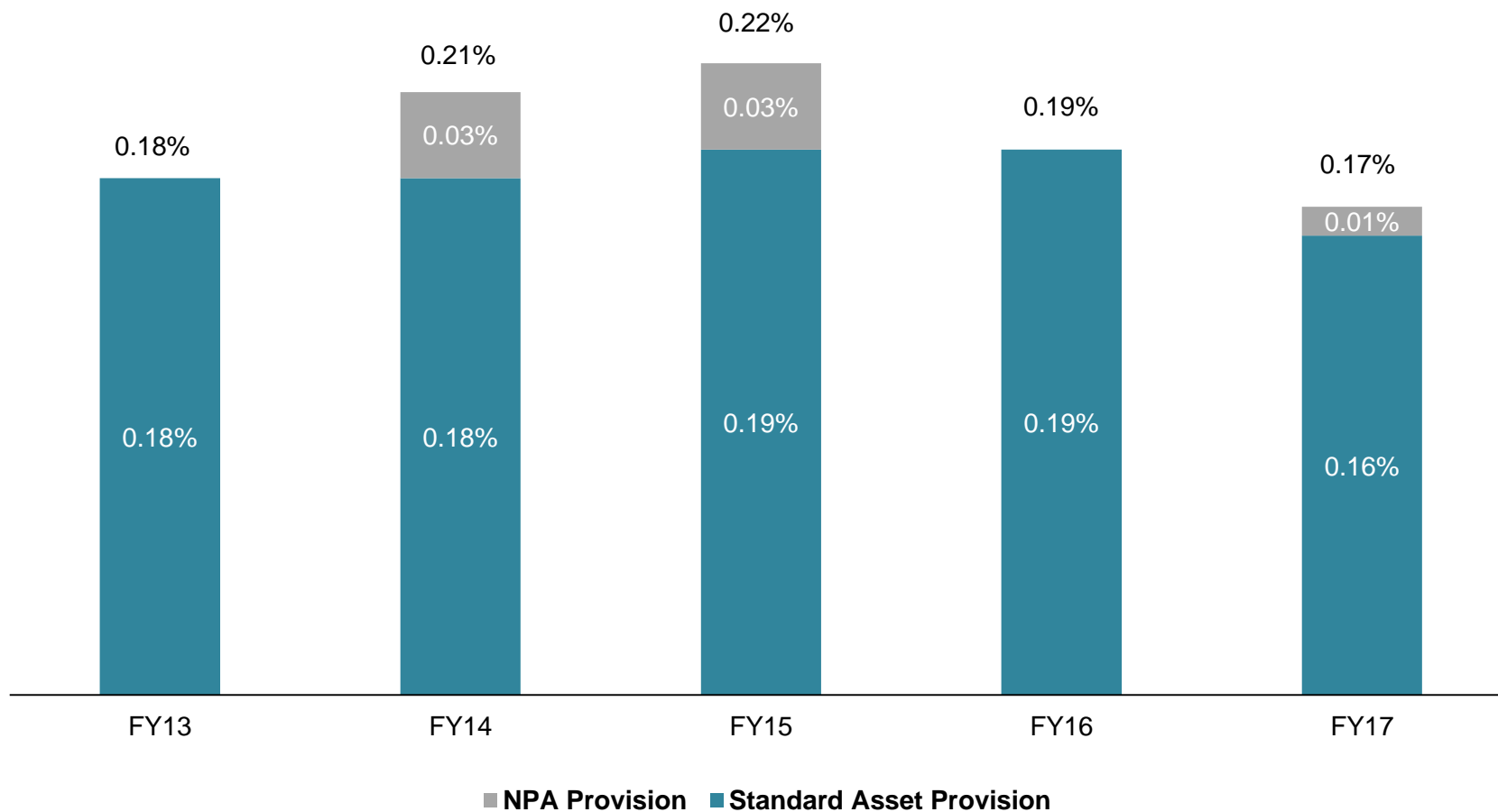
\*Source: CRISIL except for 31-Mar-17 data of PNBHFL



# ...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

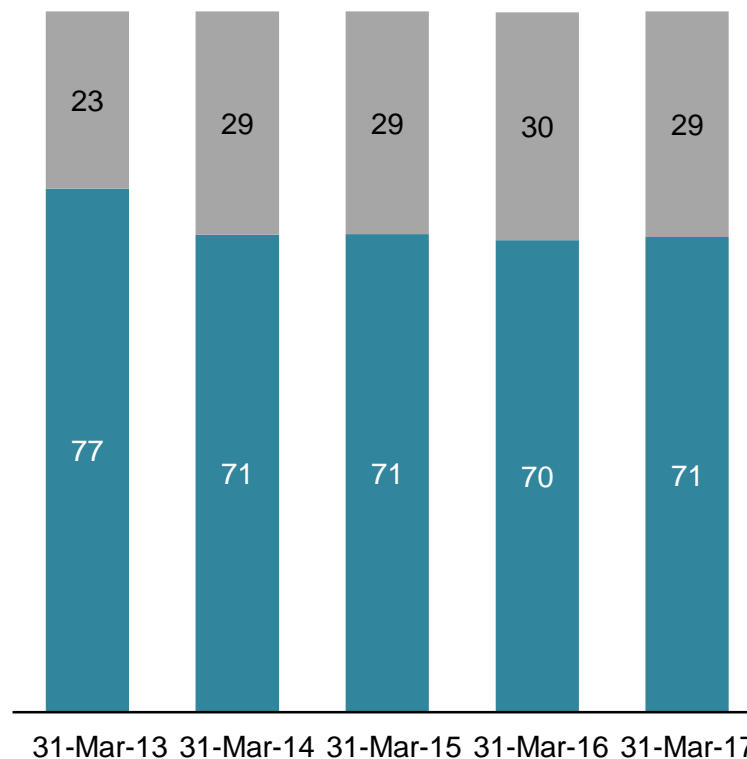
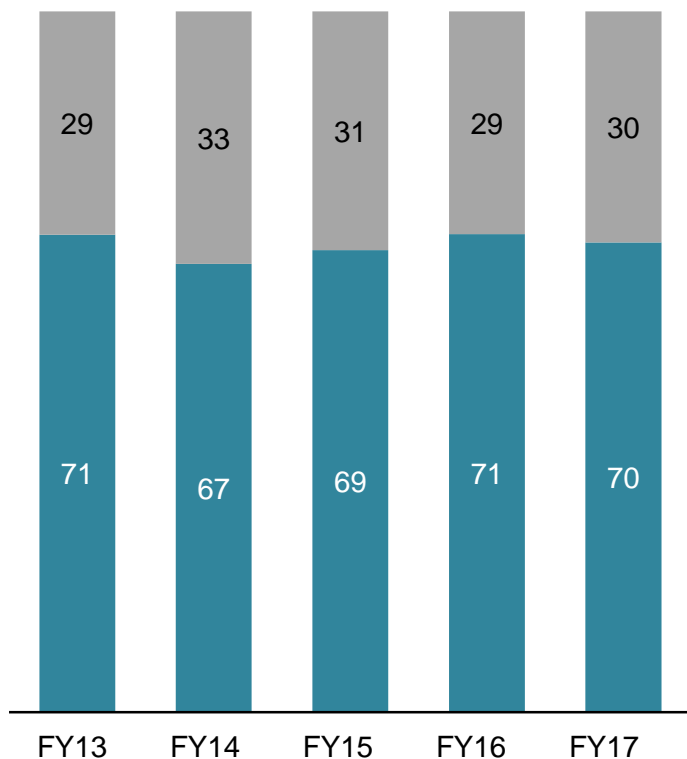


# Sustainable Portfolio Mix



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

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



■ Non-Housing ■ Housing

# Housing Loan Assets Distribution

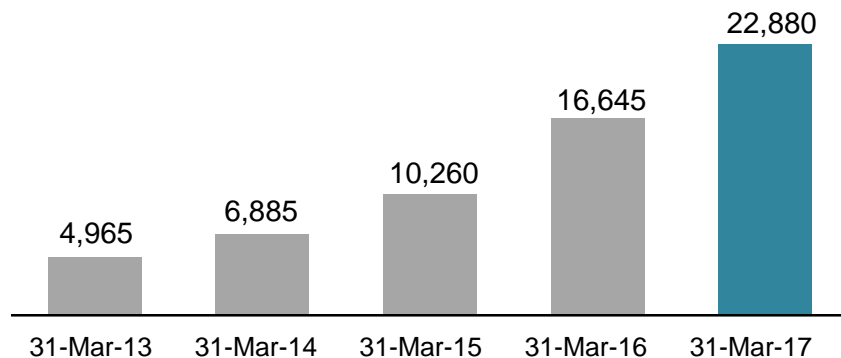


## Housing Loan – 70.7% (1)

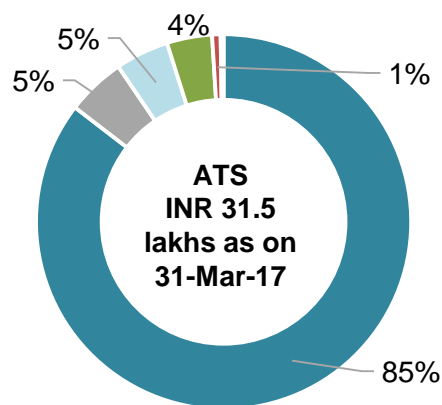
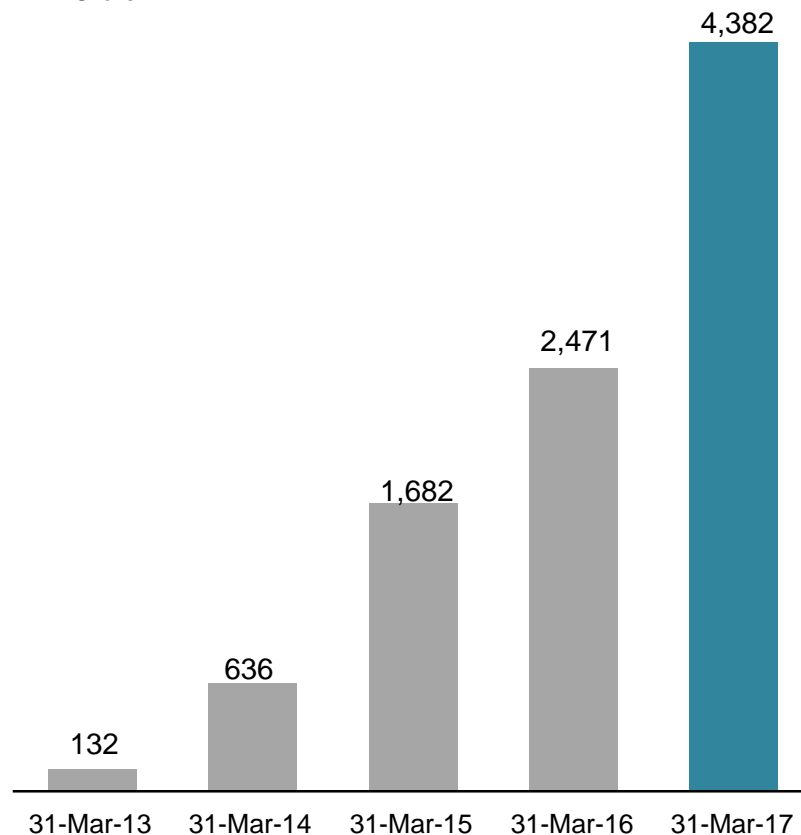
### Individual Housing Loan (1) – 59.4%

### 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

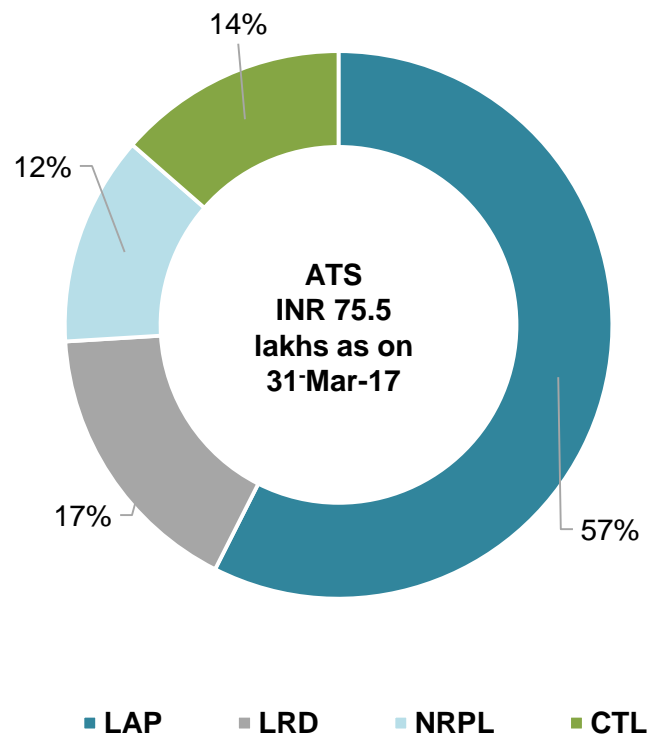
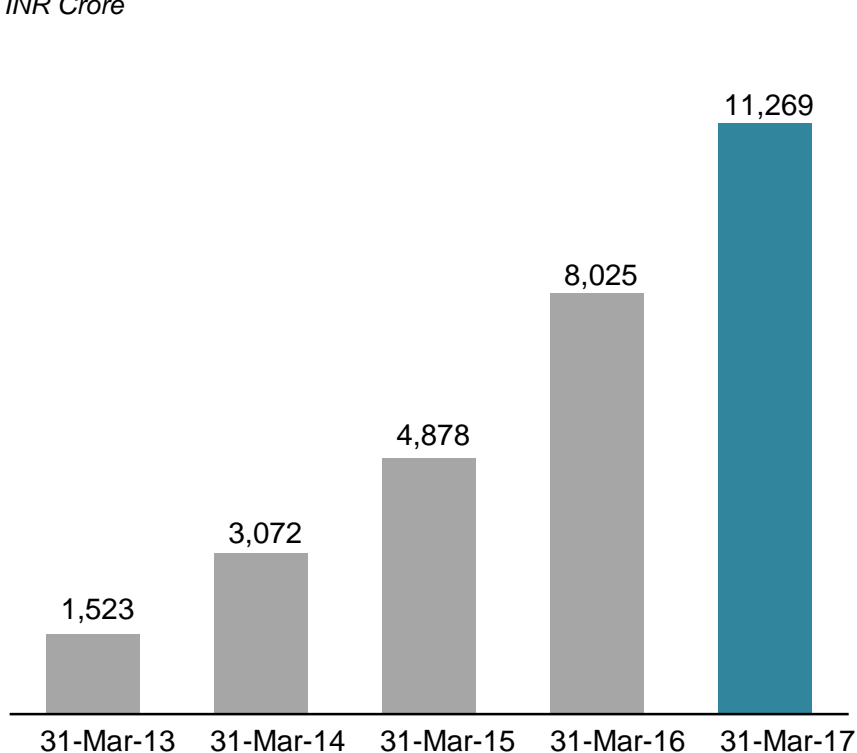
ATS: Average Ticket Size

# Non- Housing Loan Assets Distribution



## Non-Housing Loan<sup>(1)</sup> - 29.2%

INR Crore



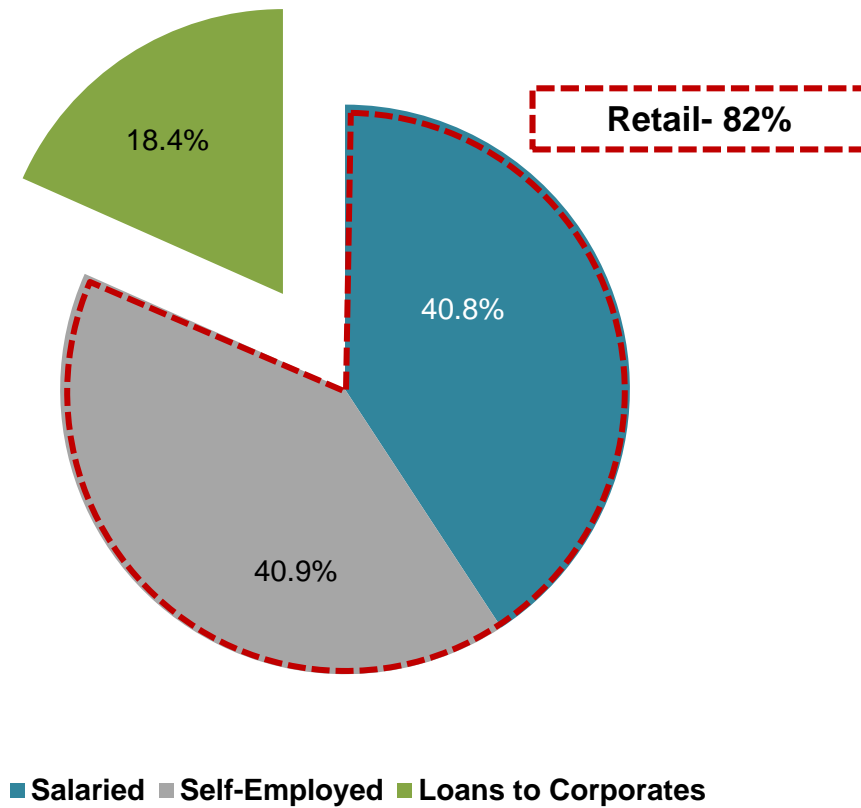
1. As a % of loan assets on 31-Mar-17

ATS: Average Ticket Size

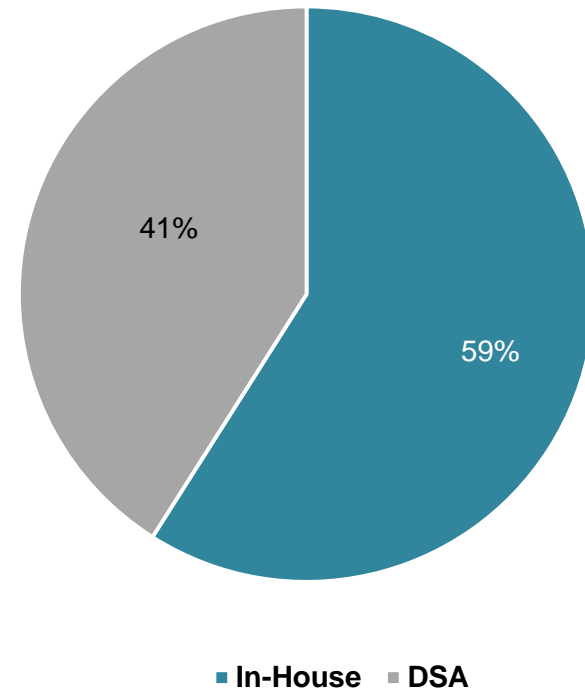


# Customer Segment & Origination

Loan Book Composition (%)



Disbursement Origination (%)



Data as on 31-Mar-17





## Operational and Financial Performance

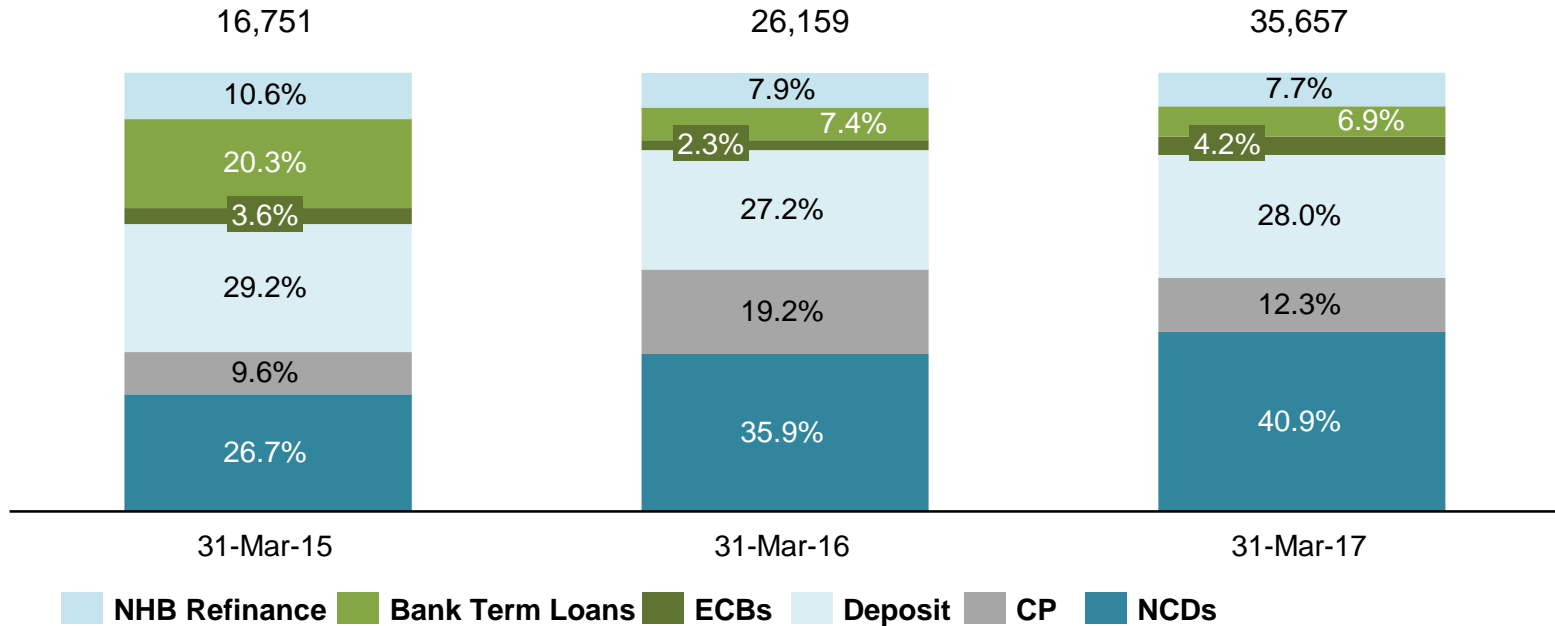




# Well Diversified Borrowing Profile

## Access to a Diverse Base of Funding...

Total Borrowing  
(INR Crore)



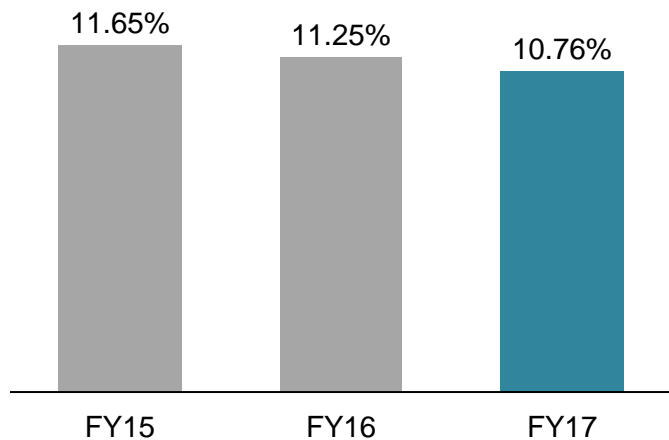
### Credit Rating

- 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

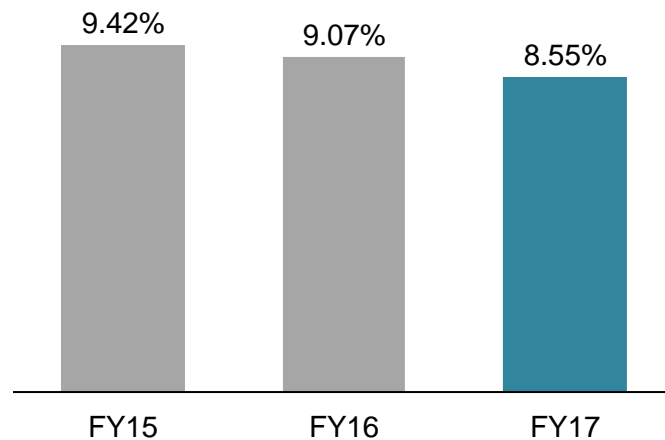
# Better Earnings Ability



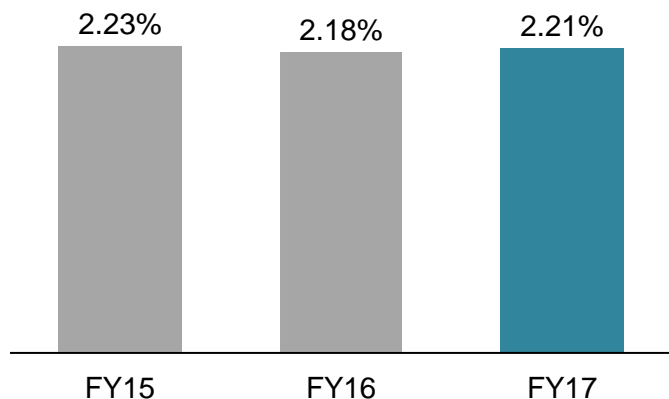
**Average Yield (%)**



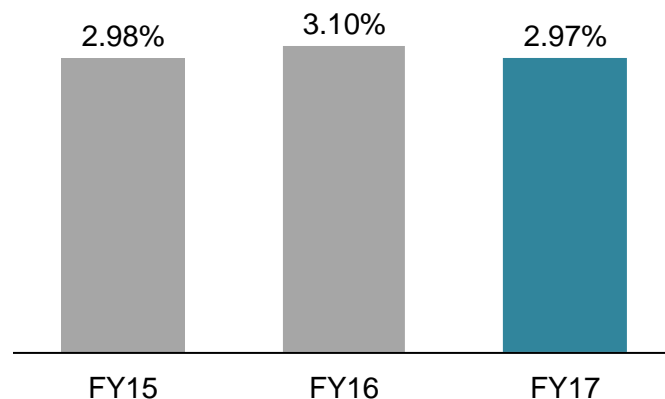
**Average Cost of Borrowings (%)**



**Spread (%)**



**NIM (%)**

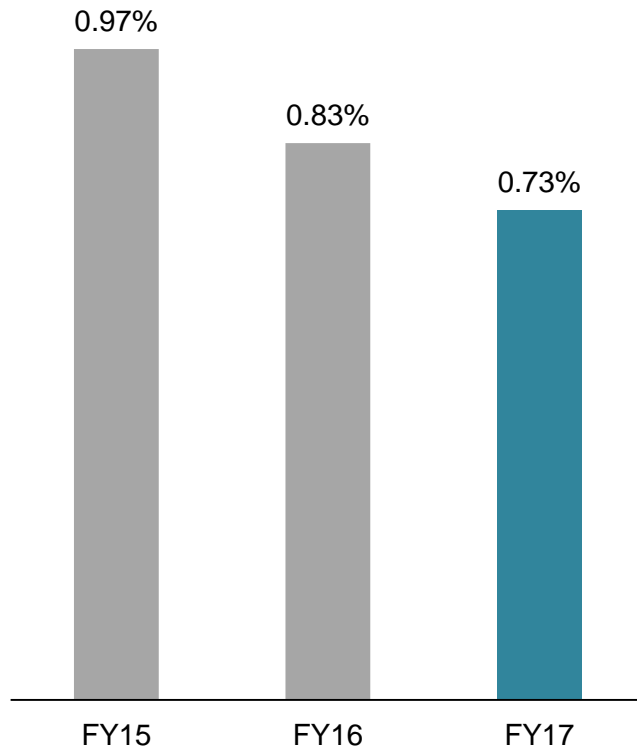


Ratios are Calculated on Monthly Average

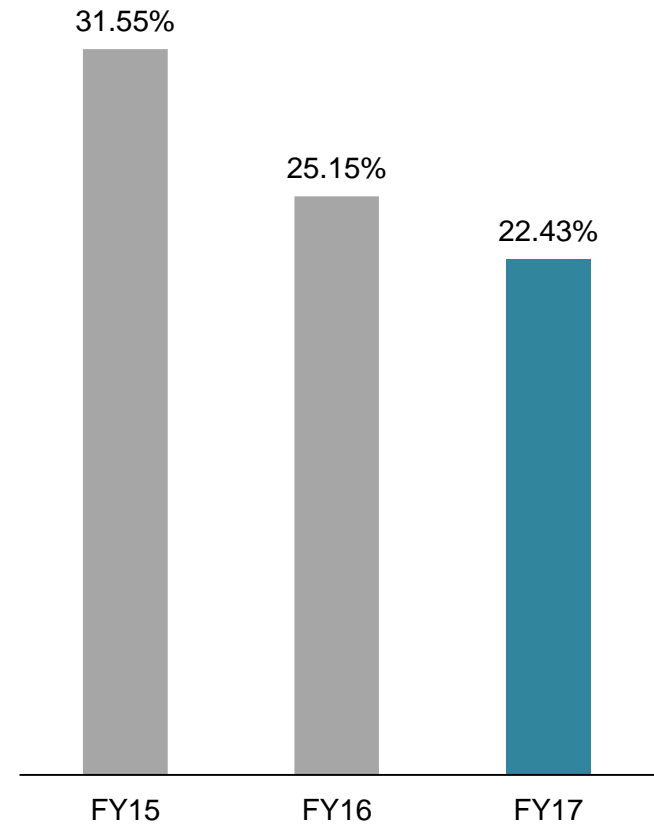
# Operating Leverage playing out



Opex to ATA Ratio (%)



Cost-Income Ratio (%)

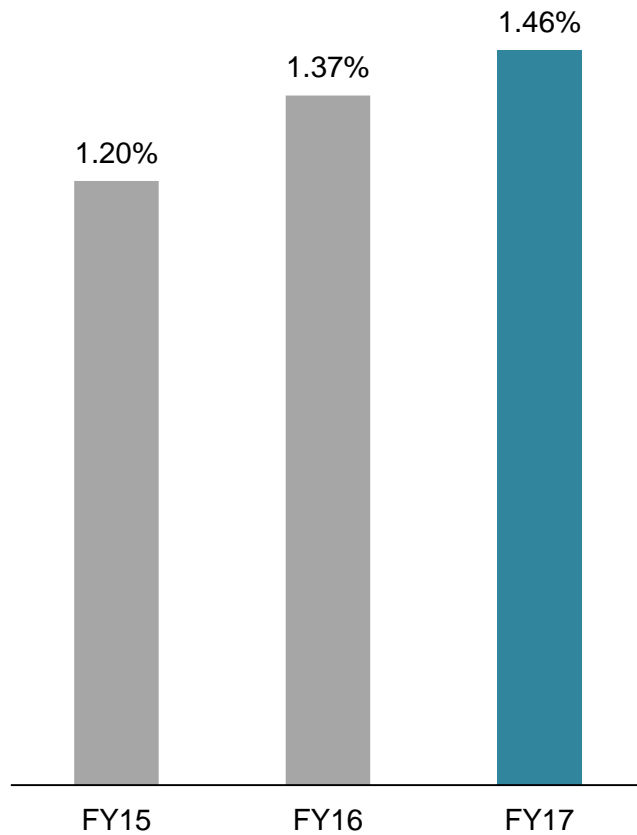


Ratios are Calculated on Monthly Average  
Opex to ATA is calculated as Operating Expenditure/Average Total Assets as per Balance sheet

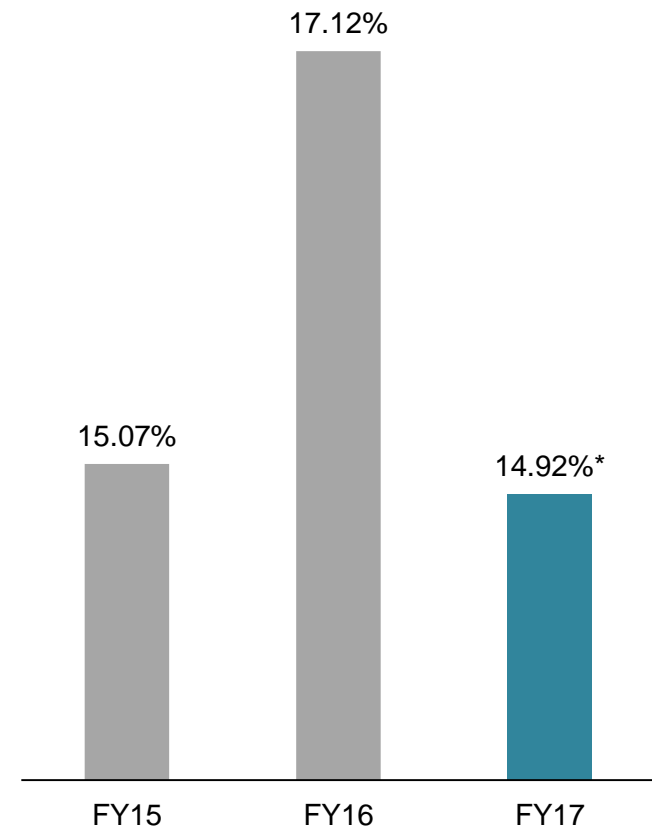
# Return Efficiencies



## ROA (%)



## ROE (%)



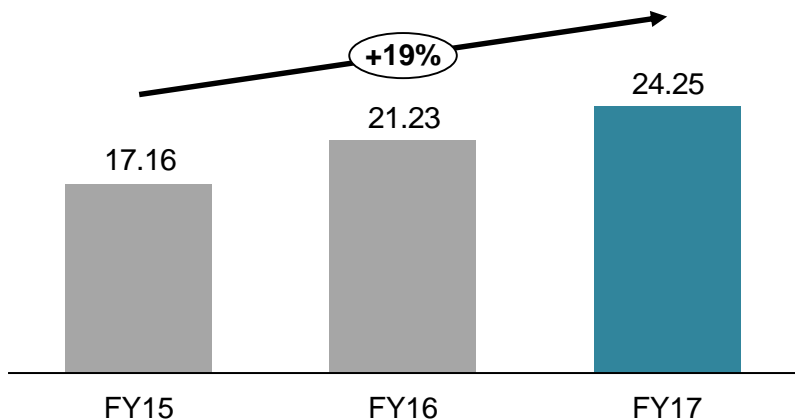
Ratios are Calculated on Monthly Average  
Return on Asset is on Average Total Assets as per Balance sheet

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

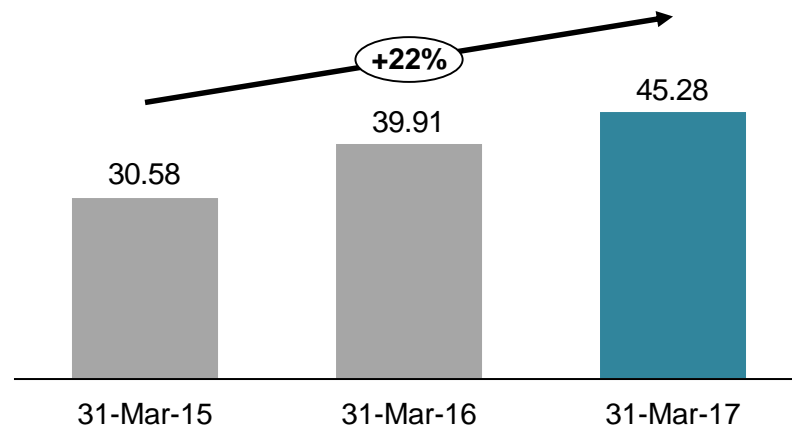
# Employee Efficiency



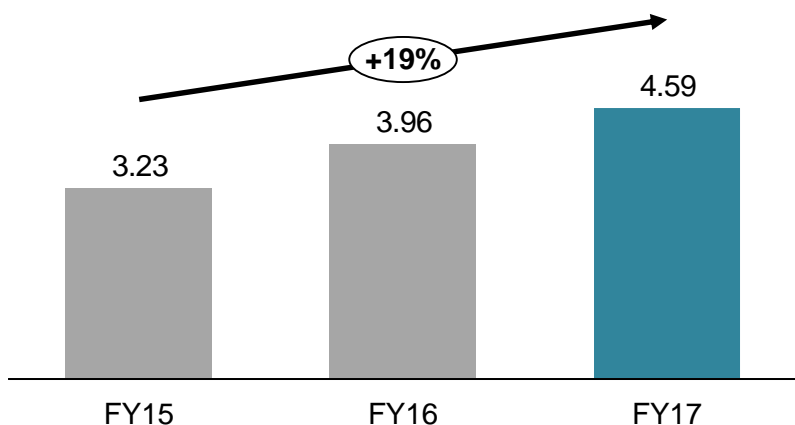
**Disbursement / Employee (INR Crore / Employee)**



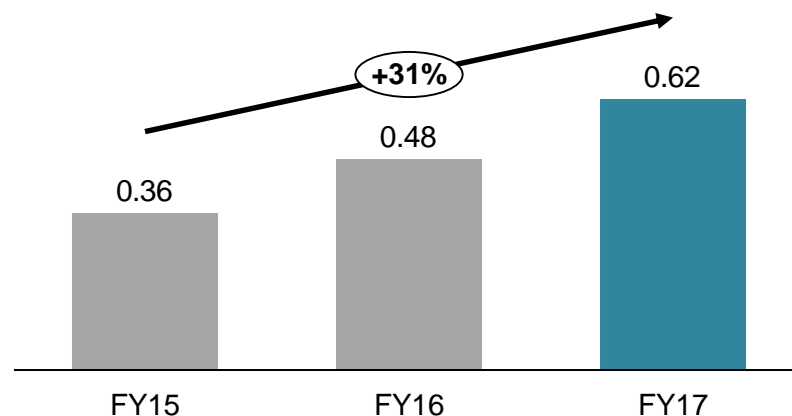
**Loans Outstanding / Employee (INR Crore / Employee)**



**Total Revenue / Employee (INR Crore / Employee)**



**Profitability / Employee (INR Crore / Employee)**



Calculated on Average employee for the Year





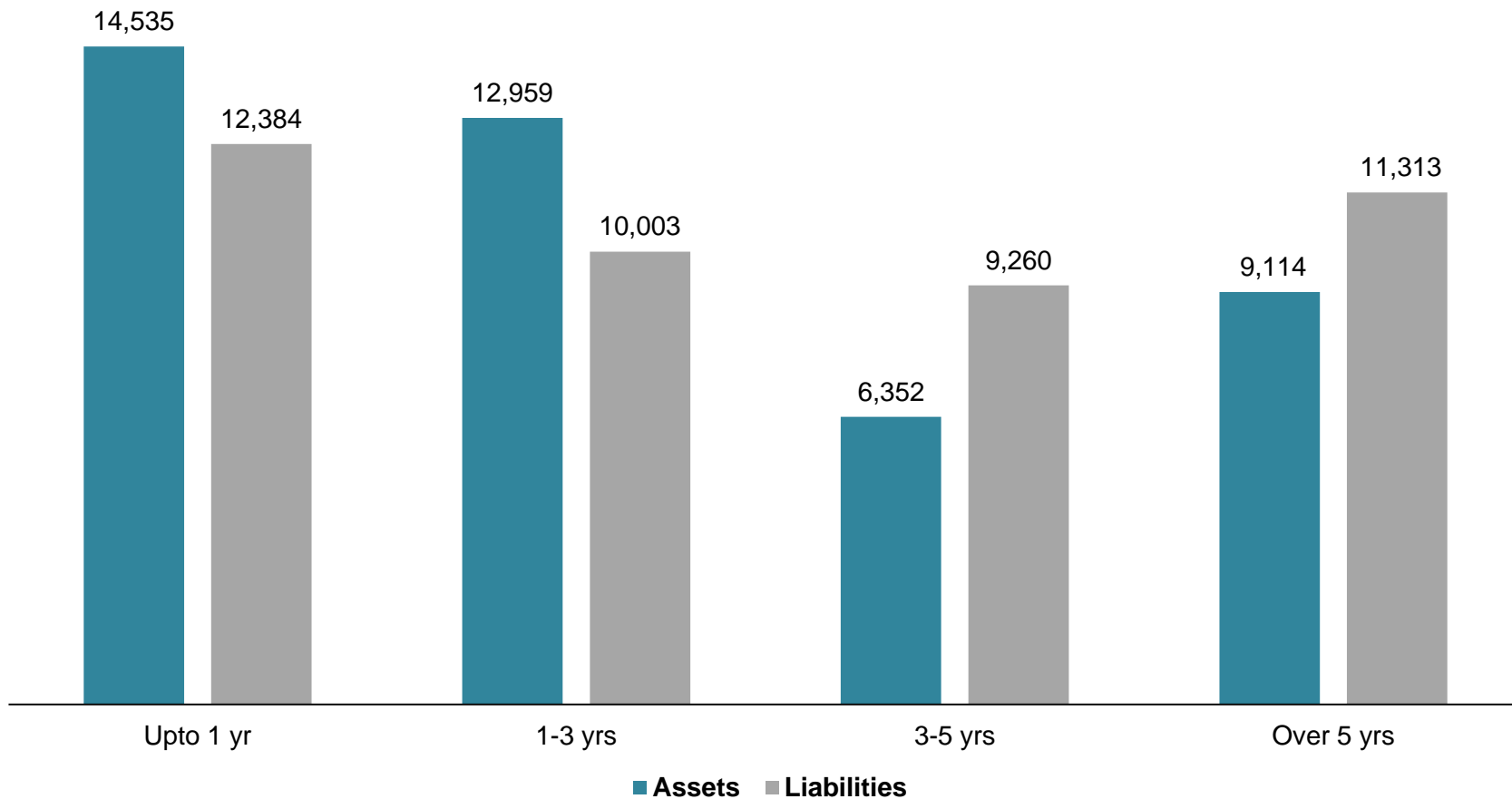
Maintaining Prudence...



# ...with balanced Asset Liability management...



(INR Crore)

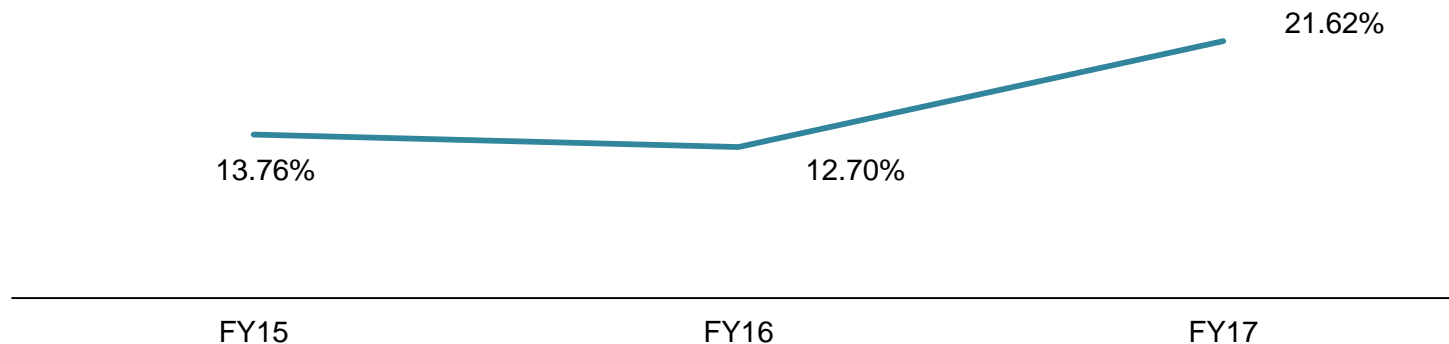


Data as on 31-March-17

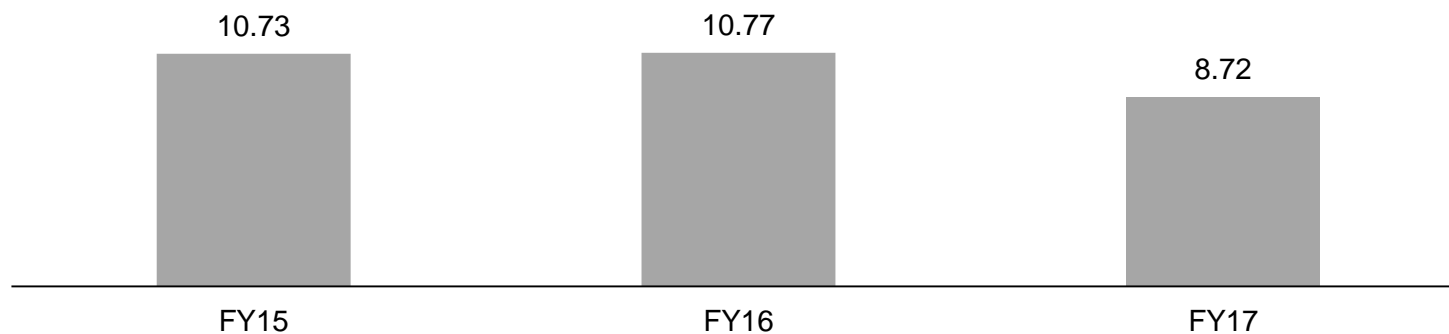
# ...and adequate Capital & Comfortable Gearing



## Capital to Risk Asset Ratio (%)



## Average Gearing Ratio (x)



Ratios are Calculated on Monthly Average



## Valuation and Shareholding



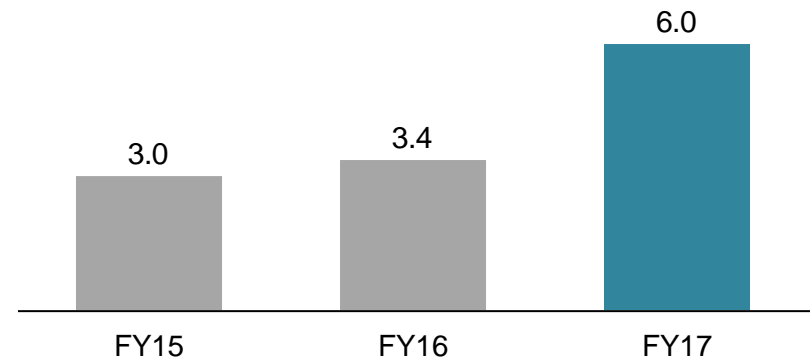
# Return to Shareholders



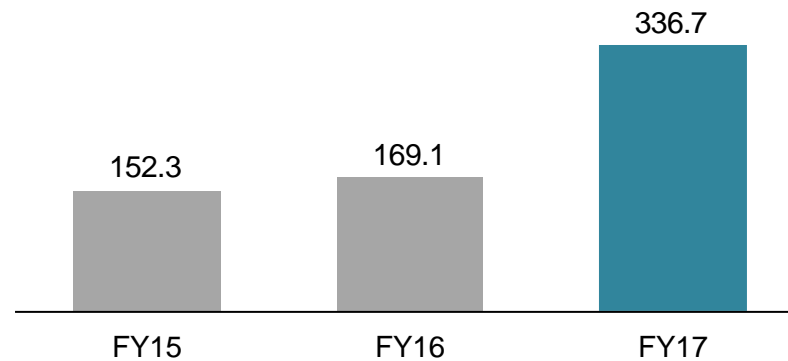
## EPS (INR)



## DPS (INR)

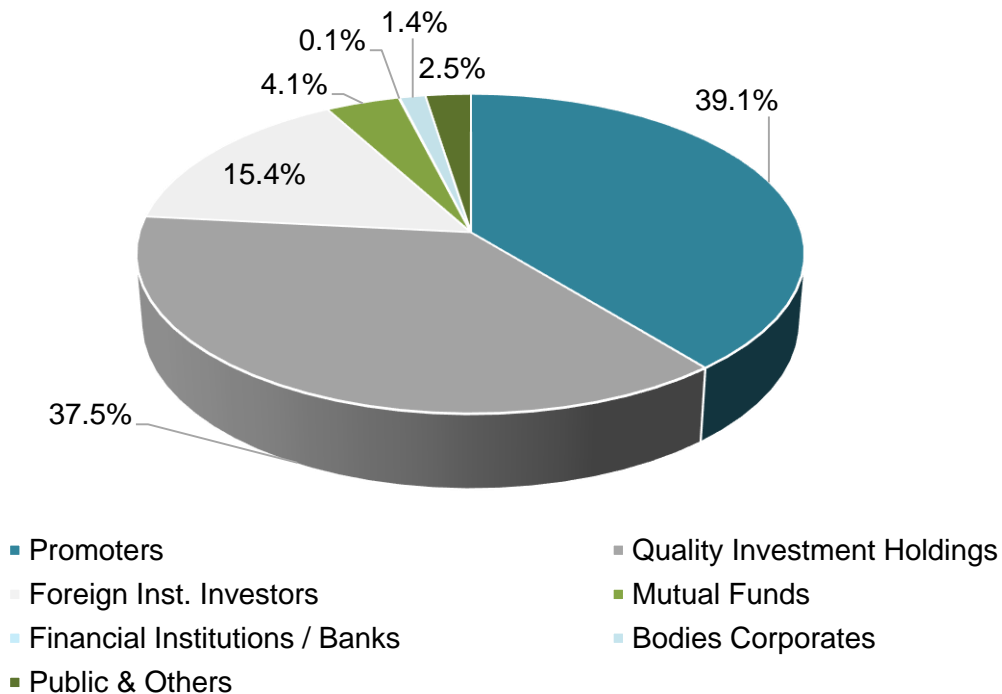


## Book Value Per Share (INR)





## 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 used for Future GROWTH

**“Over 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            |            |
| <b>Total Revenue</b>        | <b>1,076</b> | <b>785</b> | <b>37%</b> | <b>999</b> | <b>8%</b>  | <b>3,908</b> | <b>2,699</b> | <b>45%</b> |
| 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%        |
| <b>Total Expenditure</b>    | <b>834</b>   | <b>629</b> | <b>33%</b> | <b>791</b> | <b>6%</b>  | <b>3,104</b> | <b>2,196</b> | <b>41%</b> |
| <b>Profit Before Tax</b>    | <b>242</b>   | <b>157</b> | <b>54%</b> | <b>208</b> | <b>16%</b> | <b>804</b>   | <b>503</b>   | <b>60%</b> |
| Tax Expenses                | 89           | 54         |            | 70         |            | 280          | 177          |            |
| <b>Net Profit After Tax</b> | <b>152</b>   | <b>103</b> | <b>49%</b> | <b>138</b> | <b>11%</b> | <b>524</b>   | <b>326</b>   | <b>60%</b> |
| <b>EPS (Basic)</b>          | <b>9.2</b>   | <b>8.1</b> |            | <b>9.2</b> |            | <b>36.7</b>  | <b>27.5</b>  |            |



# Balance Sheet



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

| Particulars (INR Crore),      | Mar-17        | Mar-16        |
|-------------------------------|---------------|---------------|
| <b>Assets</b>                 |               |               |
| <b>Non-Current Assets</b>     | <b>37,744</b> | <b>26,656</b> |
| <b>Fixed Assets</b>           | <b>60</b>     | <b>62</b>     |
| -Tangible Assets              | 58            | 48            |
| -Intangible Assets            | 0             | 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           |
| <b>Current Assets</b>         | <b>5,216</b>  | <b>3,015</b>  |
| 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         |
| <b>Total</b>                  | <b>42,960</b> | <b>29,671</b> |



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



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



Awarded for Brand Excellence in NBFC Category



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 '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

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

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



**Devinjit Singh**  
Non Executive Director

**Age:**

50 Years

**Current Position:**

MD, Carlyle India



**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



**Nilesh 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<sup>(1)</sup>

**Loans Assets of INR 38,531 Crore<sup>(2)</sup>**

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%<sup>(2)</sup>

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

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**Company:**

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**PNB Housing Finance Limited**

CIN: L65922DL1988PLC033856

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