

27<sup>th</sup> September, 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

**Subject: Revised Investor Day Presentation**

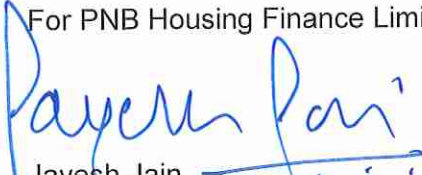
This is further to our previous intimation regarding Investor Day scheduled for 28<sup>th</sup> September, 2017, please find enclosed the revised Investor Day Presentation. The changes in the presentation is from slide no. 49 to 51. The change is in the unit used to represent the financial data.

The revised presentation is also available on the website of the Company.

This is for your information and records.

Thanking You,

For PNB Housing Finance Limited

  
Jayesh Jain  
Chief Financial Officer

Encl: a/a

# Investor Day Presentation

28<sup>th</sup> September 2017



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## About PNB Housing Finance

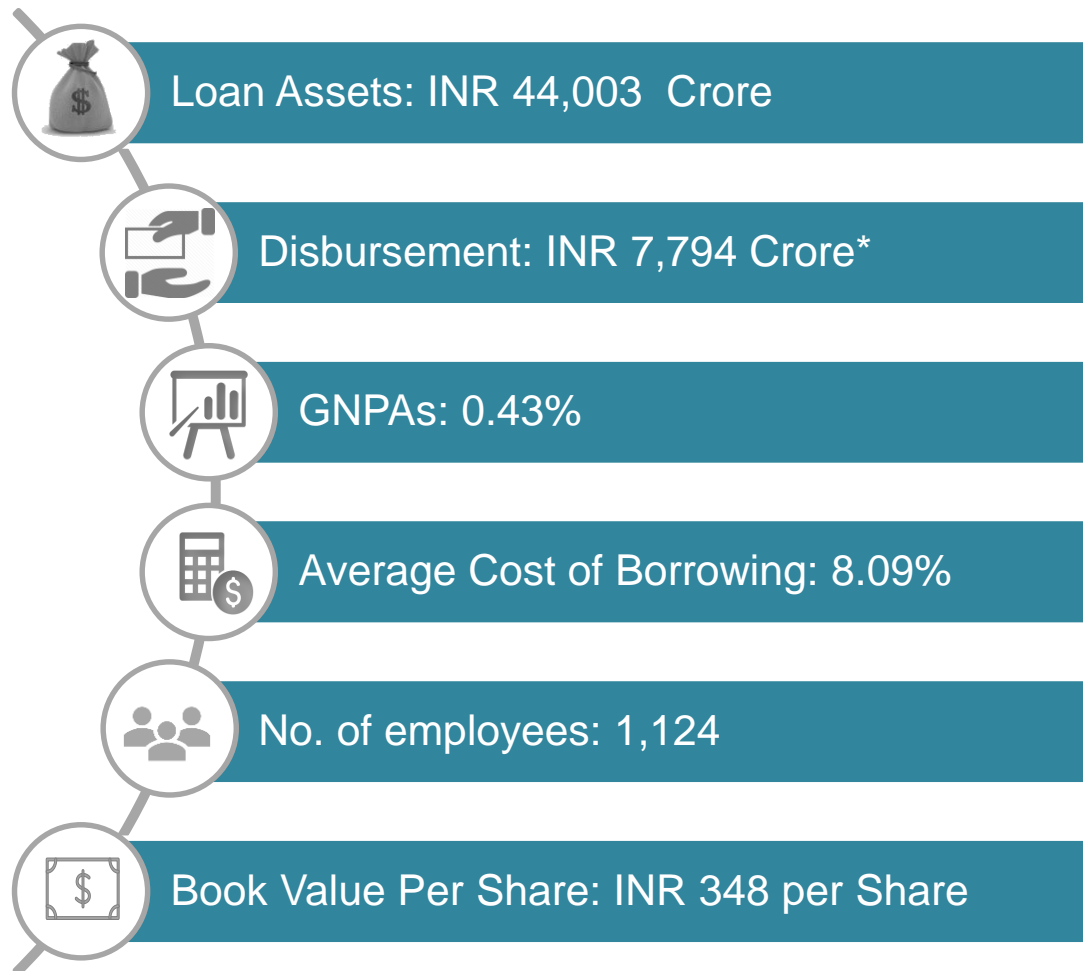


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# Overview



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Fastest growing HFC amongst the Top 5 HFCs in India

Data as on 30-Jun-17  
\*Data for Q1 FY17-18  
1 Crore= 10 million

# Our Journey

Business process re-engineering sponsored by the Parent

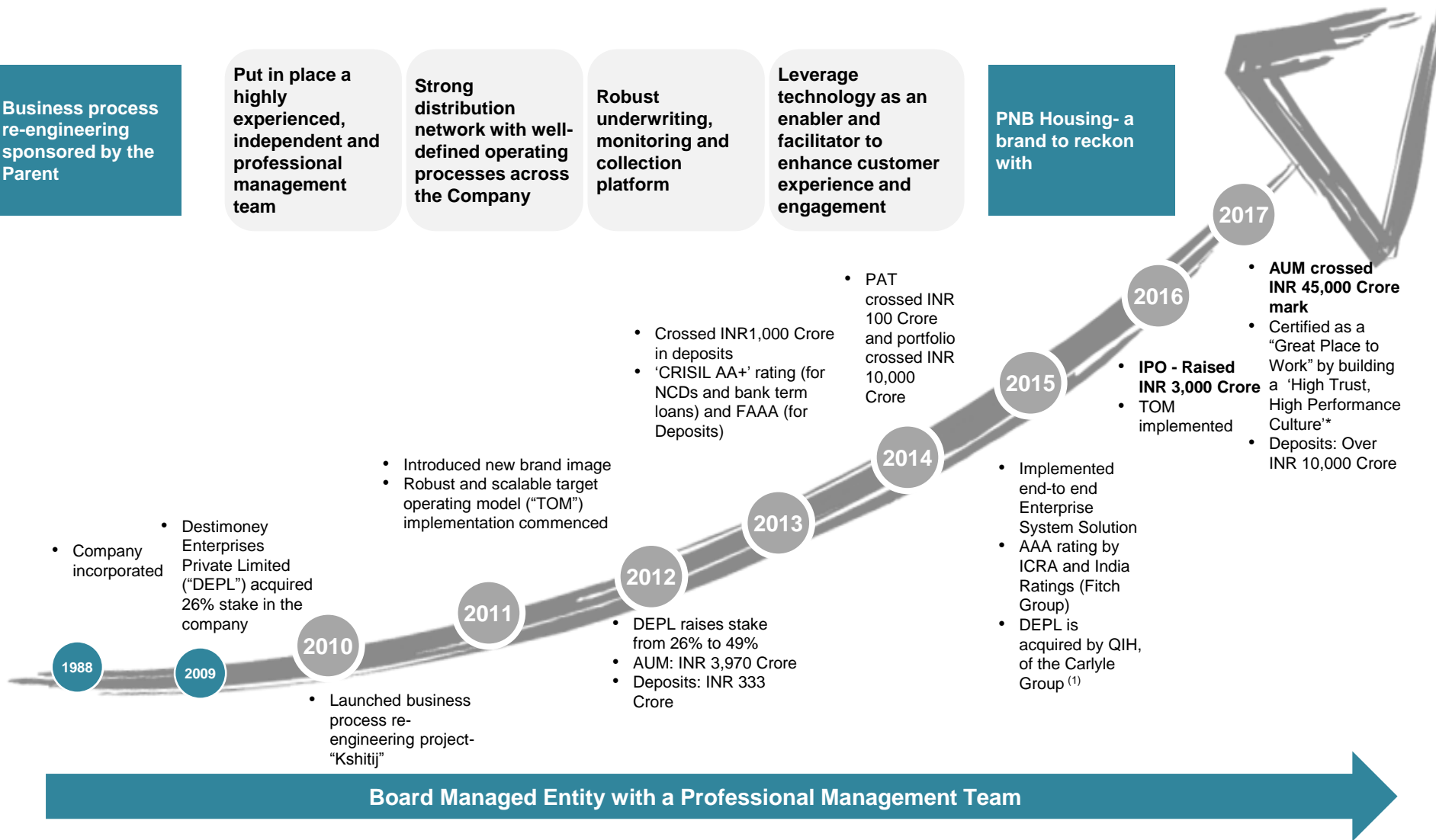
Put in place a highly experienced, independent and professional management team

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 INR1,000 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 <sup>(1)</sup>

2016

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

2017

- AUM crossed INR 45,000 Crore mark
- Certified as a "Great Place to Work" by building a 'High Trust, High Performance Culture'\*
- Deposits: Over INR 10,000 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)



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## About HFC Sector

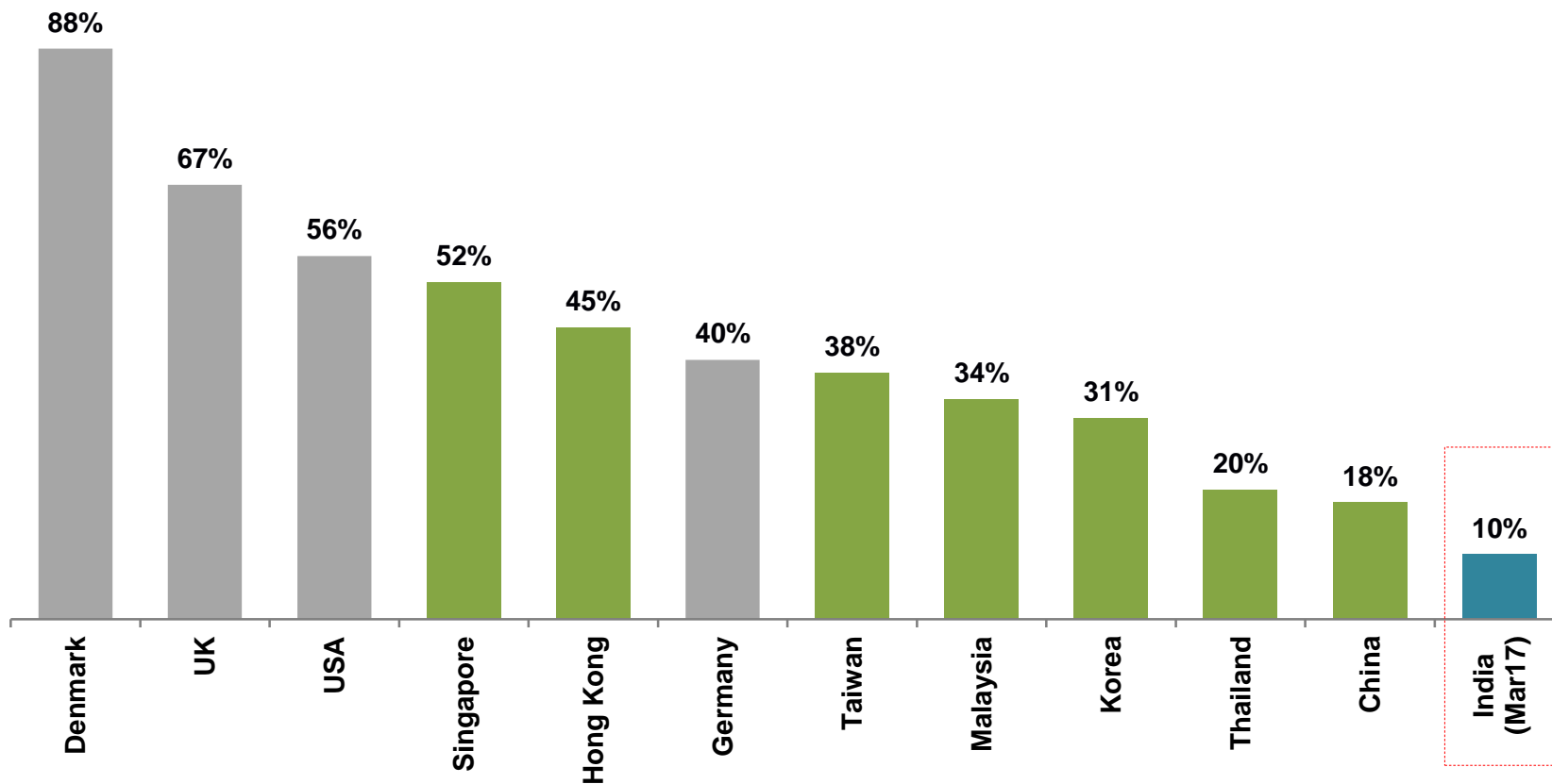


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# India's Mortgage Market Overview

## Indian Mortgage Market is Significantly Under-penetrated

Mortgage to GDP Ratio for CY2015 (%)

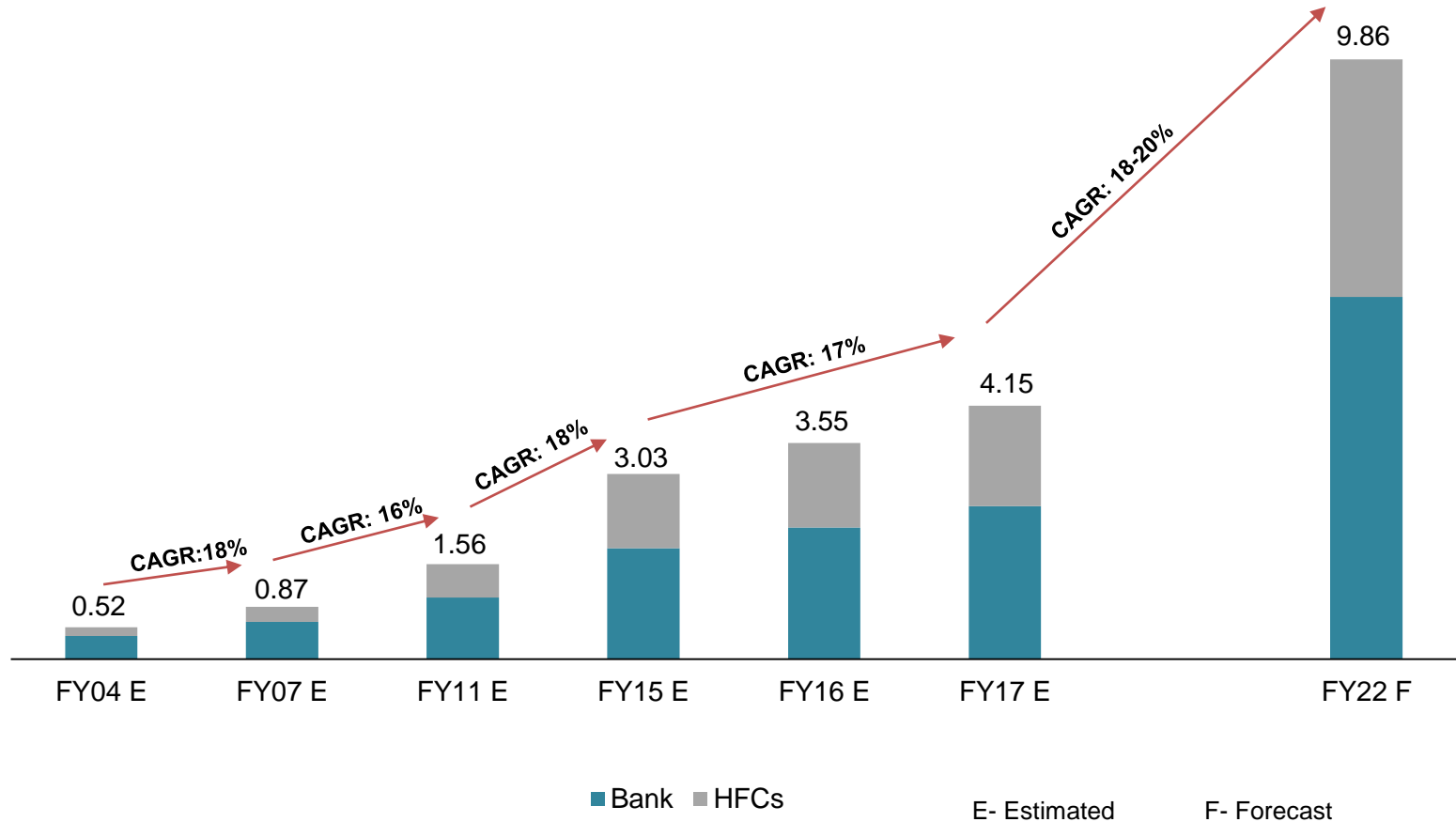


Note: India data for FY17, Other countries data for CY15  
Source: European Mortgage Federation, HOFINET, CRISIL Research



# Ramp-up Opportunity for Mortgage Market in India

Annual Disbursements (INR Lakh Crore)

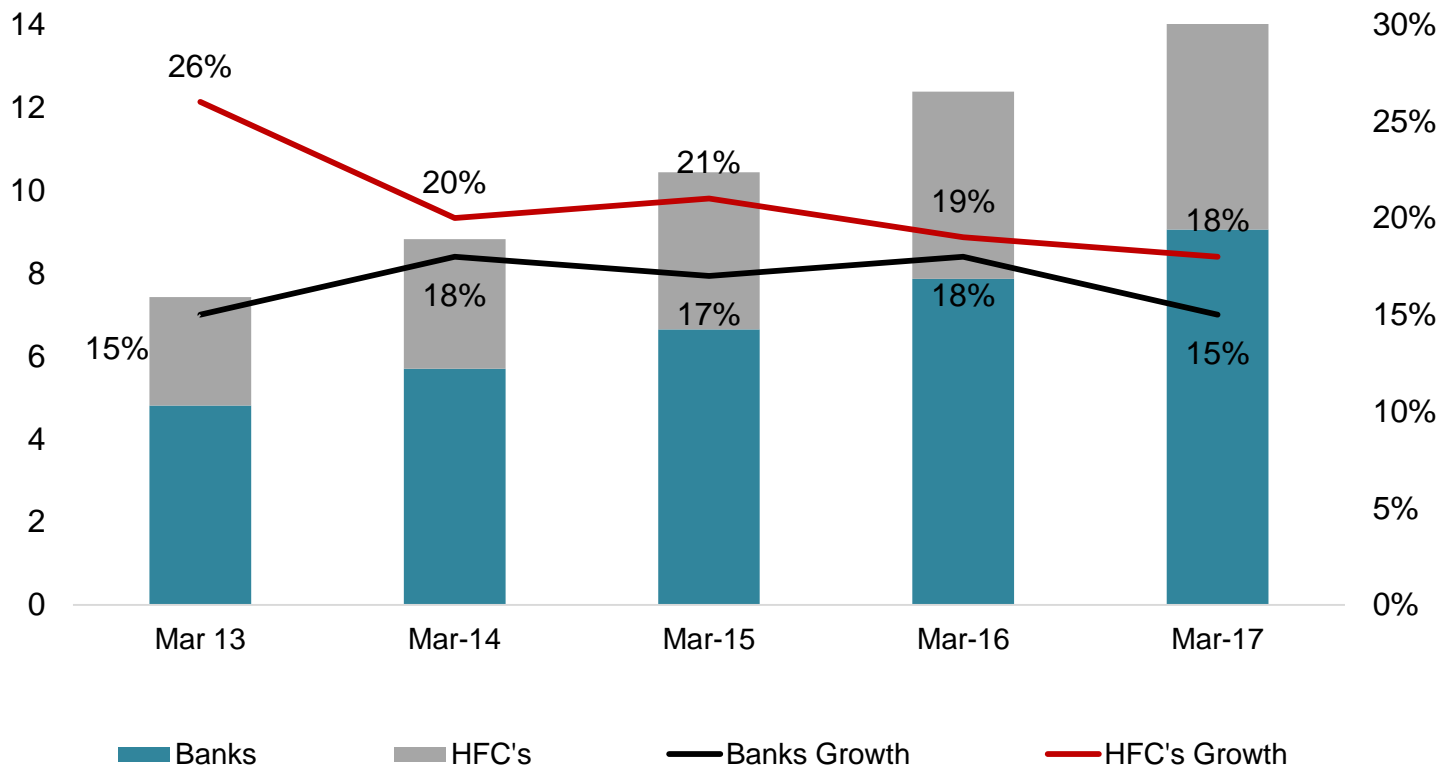


Source: CRISIL Research

# HFCs Outpacing Traditional Channels

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

(INR Lakh Crore)



# Sustainable Growth of HFCs

## Key HFC Metrics (Mar-17)

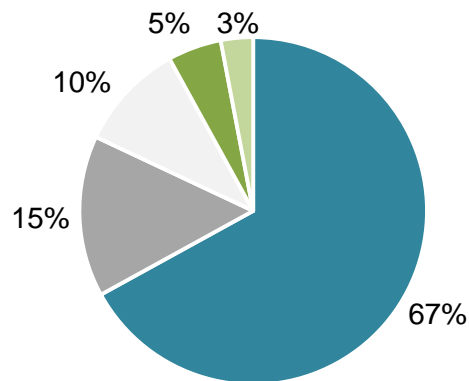
Total No. of HFCs: 85

Deposit taking HFCs: 18

Total Loan: INR 7.7 Lakh Crore

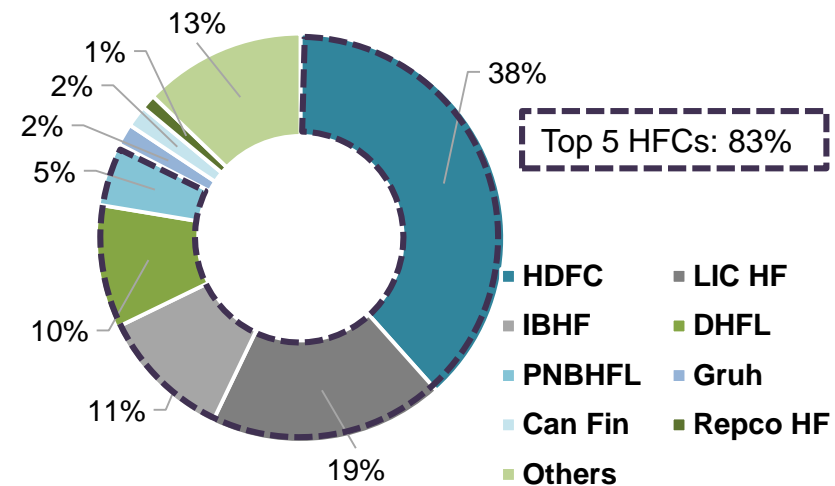
5 Years CAGR: 20.82%

## Portfolio Composition of All HFCs as on 31-Mar-17

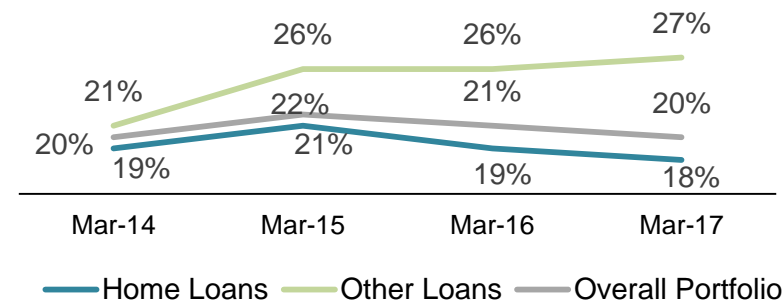


■ Home Loan ■ LAP ■ Construction Finance ■ LRD ■ Others

## Total Loan of all HFCs as on 31-Mar-17



## Portfolio Growth of HFCs



Source: ICRA Industry Update for Mar-17



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## Government Initiatives



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# Government Schemes - PMAY

- **Changes/inclusion in the scheme effective 1-Jan-17**
  - Existing scheme renamed as PMAY-CLSS for EWS/LIG
  - Maximum tenure changed from 15 to 20 years
  - Scheme extended to Middle Income Group (MIG)

Category	EWS	LIG	MIG I	MIG II
Household Income (INR Lakhs per annum)	3	6	12	18
Loan Amount eligible for subsidy (INR Lakhs)	6	6	9	12
Interest Subsidy	6.5%	6.5%	4%	3%
Loan Tenure	20	20	20	20
Carpet Area (Sq. Mtr)	30*	60*	90	110
NPV Discount Rate (%)	9%	9%	9%	9%
Maximum Interest Subsidy Amount (INR)	267,280	267,280	235,068	230,156

*Around 7 lakh new housing units have been approved for construction  
Effective Interest Rate of ~2.63% post PMAY and Tax Benefit*

# Government Schemes - RERA

- RERA - A Game Changer
  - Short-term should pose some challenges; in the long run customer sentiments should be positive
  - Brings in accountability and functions in a more transparent manner

## Customer's Benefit

- Raising the transparency levels
- Likely to restore confidence of buyers and investors in the real-estate sector
- Securing Customers Interest- 70% of the amount deposited shall be withdrawn by the promoter in proportion to the % completion of the project along with architect, engineer and chartered accountant certificate



## Developer's Benefit

- Access to funds at competitive rates, which will lead to rationalization of prices within the sector
- The Act will lead to consolidation among players within the sector going forward





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Expansion Led Growth...



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# Expanding Footprints...

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

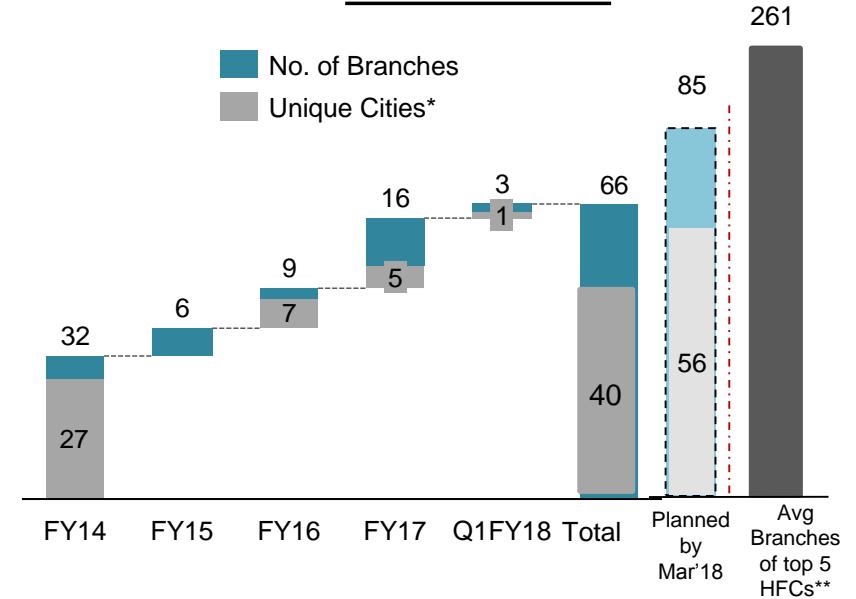
## OUR OFFICE NETWORK



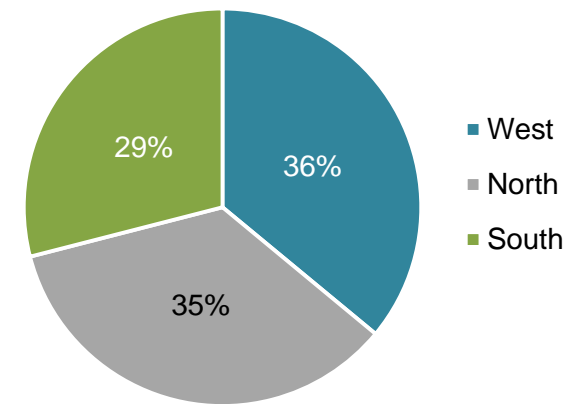
CENTRAL SUPPORT OFFICE (CSO) - Delhi	
<b>Zonal Office</b>	<b>Branch</b>
<b>North (Co-housed with COPs &amp; CPC)</b>	North (25)
Noida	Agra, Bhiwadi, Bhubaneswar, Bikaner, Chandigarh, Dehradun, Delhi <sup>1</sup> , Faridabad, Ghaziabad, Gurgaon, Jaipur, Jalandhar, Jodhpur, Karnal, Kolkata, Lucknow, Ludhiana, Meerut, Noida <sup>2</sup> , Varanasi
<b>West</b>	West (22)
Mumbai	Ahmedabad <sup>2</sup> , Bhopal, Indore, Kolhapur, Mumbai <sup>1</sup> , Nagpur, Nasik, Pune <sup>1</sup> , Rajkot, Raipur, Surat, Vadodra, Virar
<b>South</b>	South (19)
Bangalore	Bangalore <sup>1</sup> , Chennai <sup>2</sup> , Cochin, Coimbatore, Hyderabad <sup>2</sup> , Madurai, Thirissur, Trivandrum, Vijayawada, Vishakhapatnam, Salem
<b>Processing Hub</b>	
<b>North (7)</b>	
Chandigarh Hub, Dehradun Hub, Green Park Hub, Jaipur Hub, Kolkata Hub, Lucknow Hub, Noida Hub	
<b>West (5)</b>	
Ahmedabad Hub, Indore Hub, Mumbai Hub, Pune Hub, Thane Hub	
<b>South (6)</b>	
Bangalore Hub <sup>3</sup> , Chennai Hub, Cochin Hub, Coimbatore Hub, Hyderabad Hub	

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

## No. of Branches



## AUM- Geographical Distribution

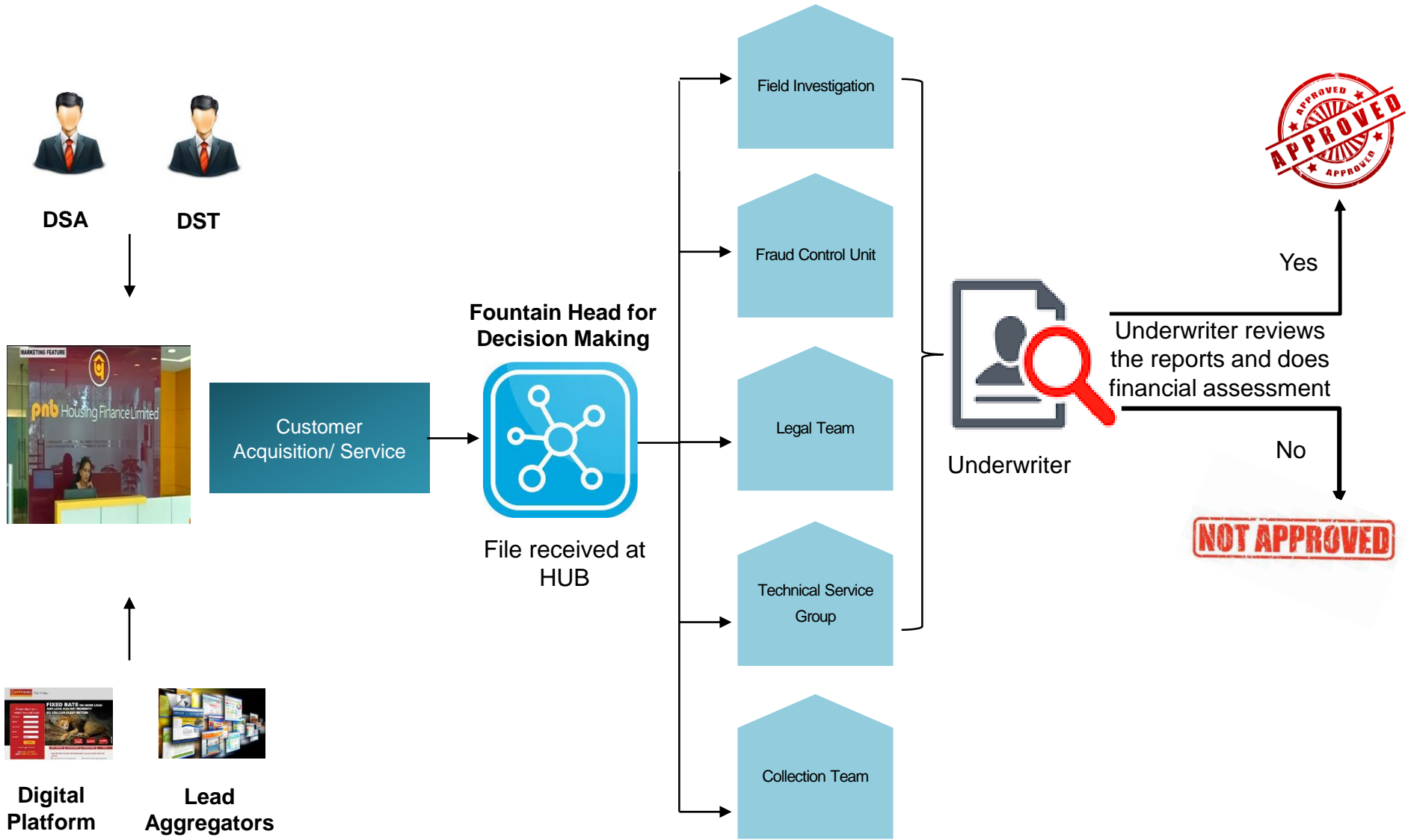


Map not to scale. All data, information and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness. Data as on 30-Jun-17

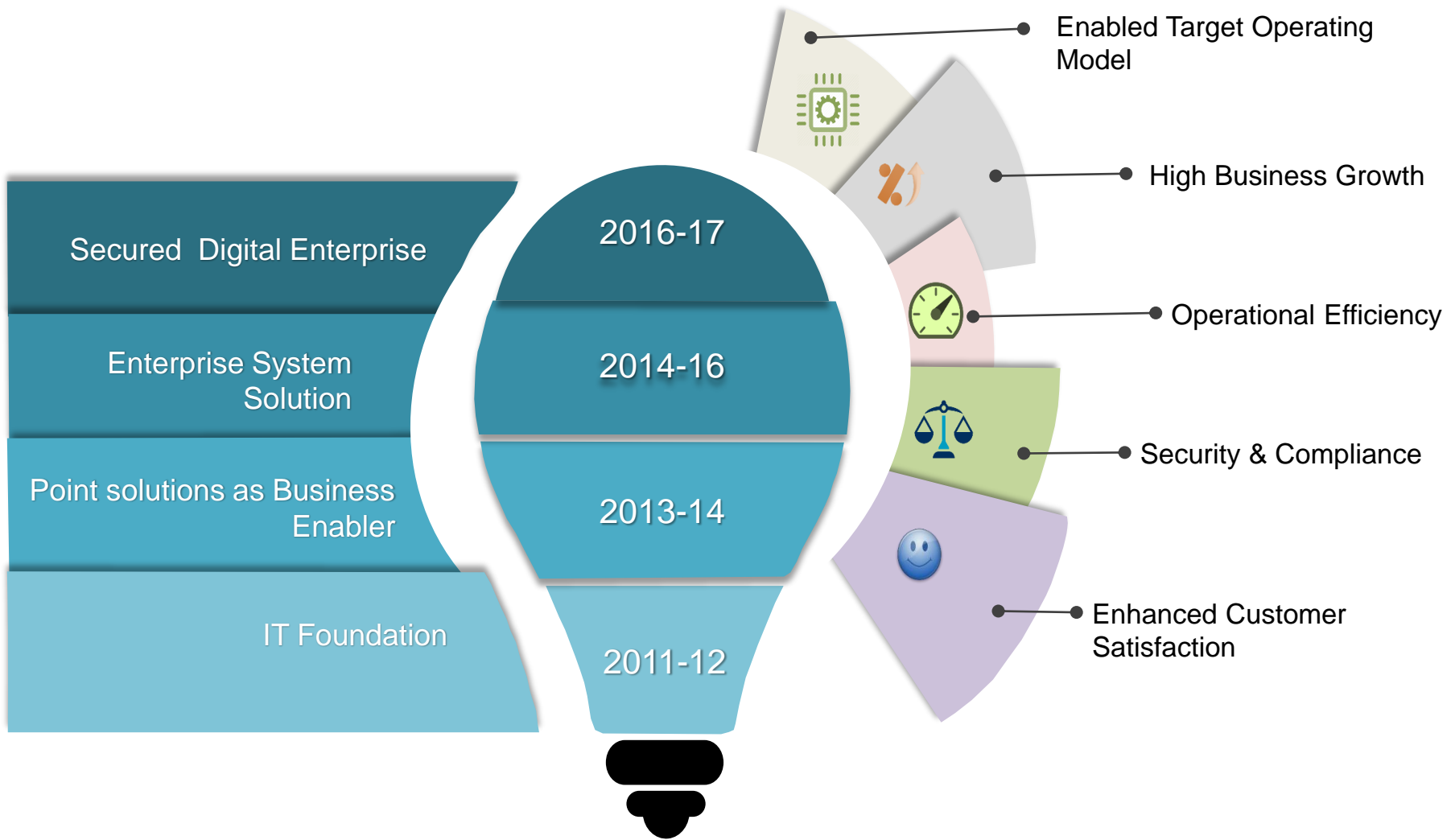
\*Unique cities are part of Branches  
 \*\* Data as on Mar-17 from respective annual reports



# ...with Hub and Spoke Target Operating Model...



# ...Technology...




# ...and Centralized Operations...

- ❖ Centralized operational process
- ❖ Standardization of processes



- ❖ Image based processing
- ❖ Reduction in turn around time
- ❖ Cost optimization



OPERATIONS



TRANSFORMED

- ❖ ISO 9001:2015 certified for quality management.
- ❖ Delivering services as per Service Level Agreement (SLA).
- ❖ Enhanced productivity through optimum resource utilization.



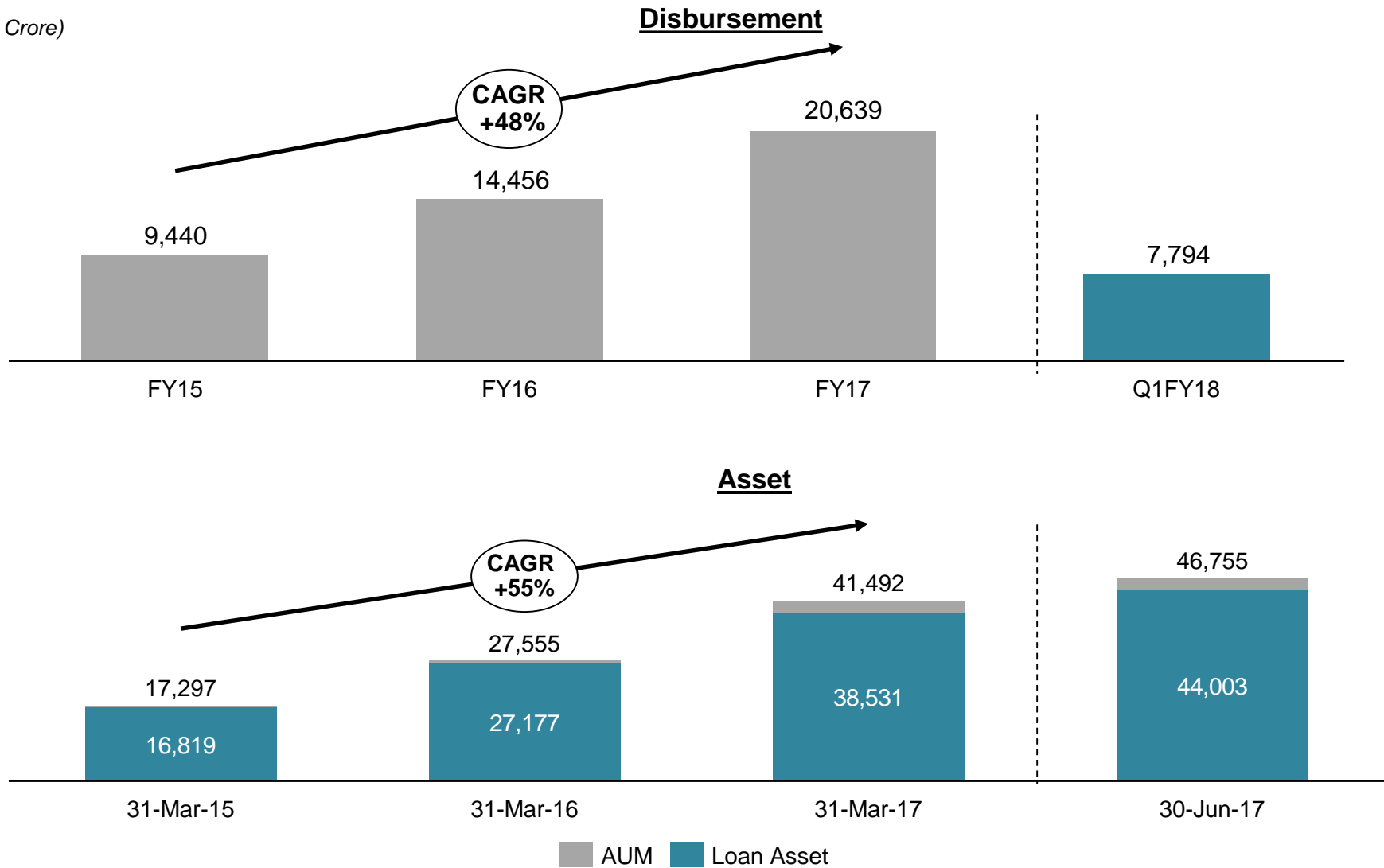
- ❖ Technology enable target operating model
- ❖ Scalable and flexible delivery model.
- ❖ Management of non-customer interface operational activities



- Central Operations formalized with an objective to implement best practices, standardize processes and provide predictable customer service experience.
- All back end operational activities moved from branches to Central Operations.
- Central Operations secured ISO Certification 9001:2015; a reflection of quality management and operational excellence.
- Enabling economies of scale

# ...Leading to Disbursement and Asset growth...

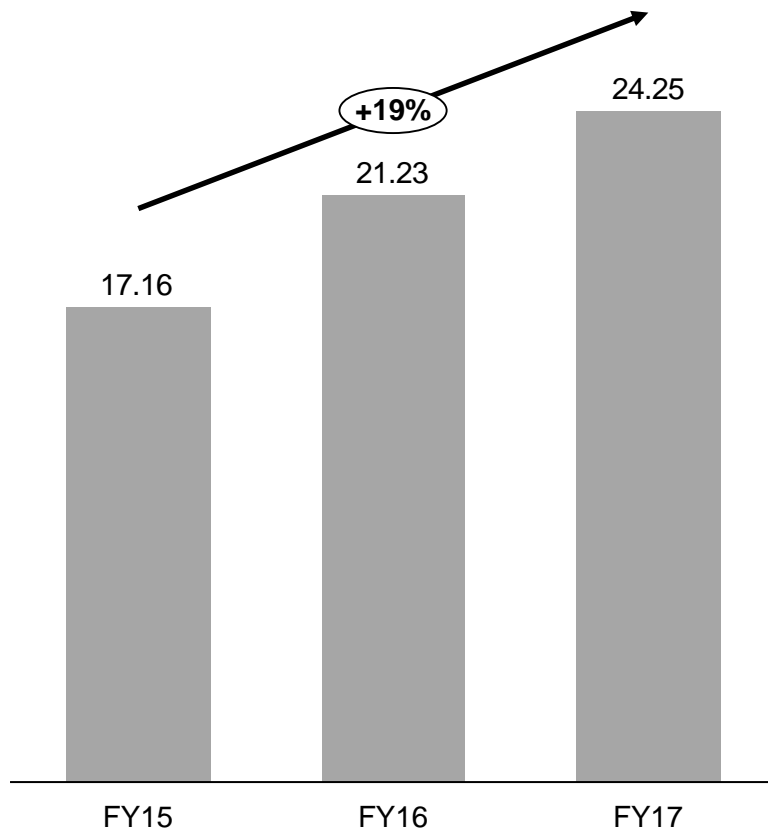
(INR Crore)



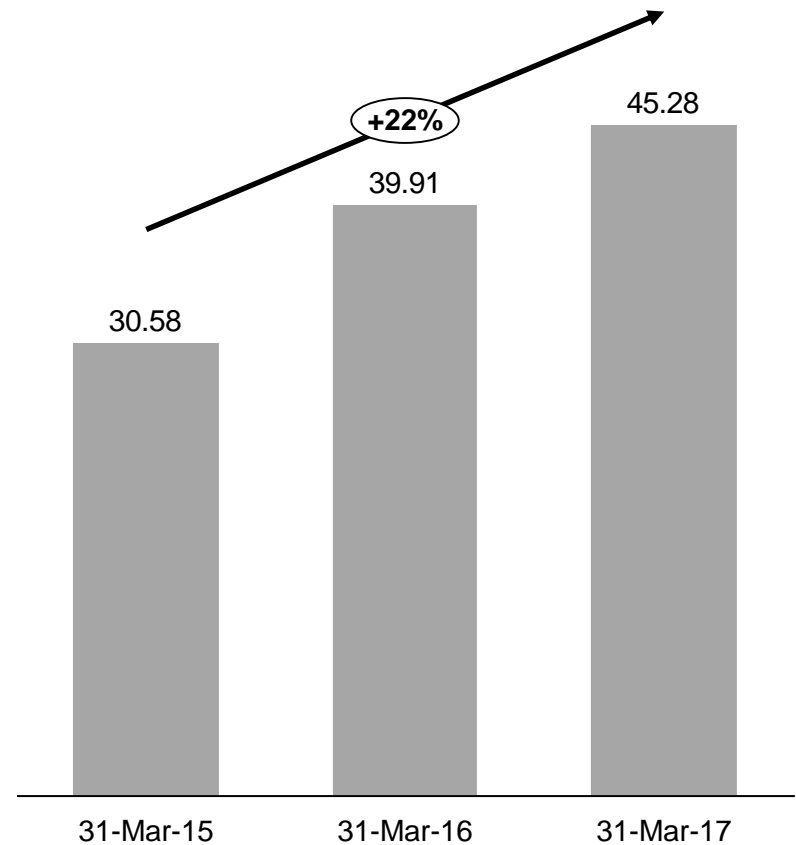
1 Crore = 10 million

# ...Employee Efficiency...

Disbursement / Employee (INR Crore / Employee)

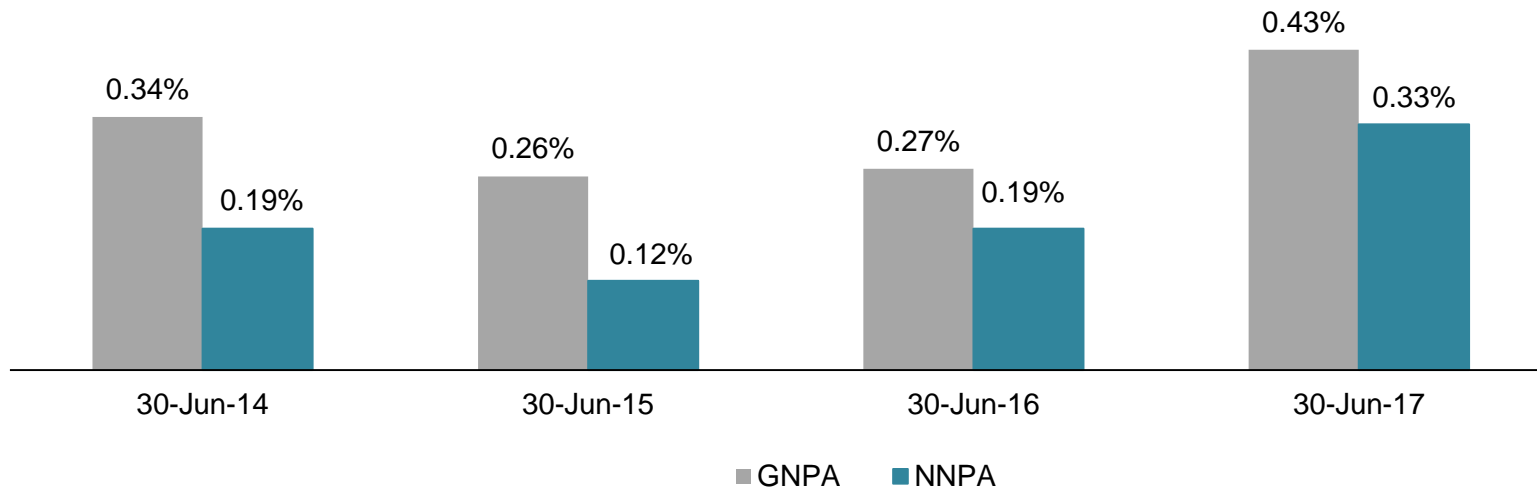


Loans Outstanding / Employee (INR Crore / Employee)

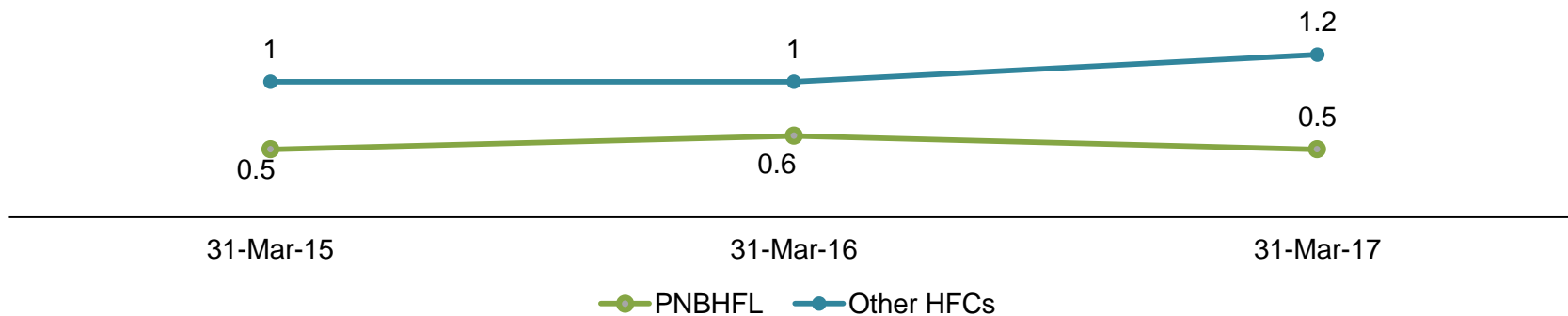


Calculated on Average employees for the Year

# ...with Lower NPAs...



## 2 years Lagged NPA\*

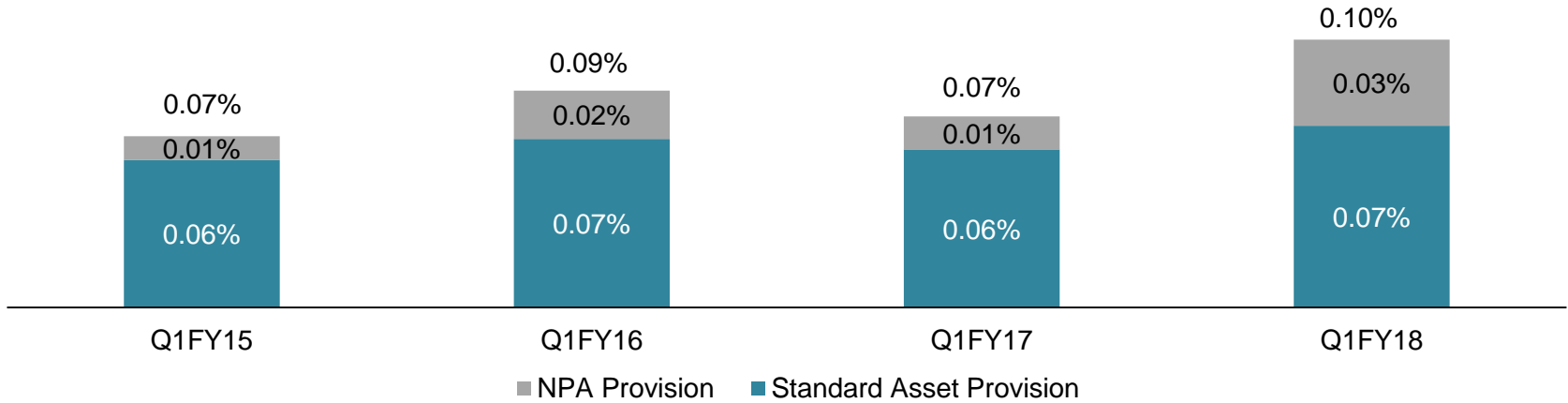


GNPA & NNPA is calculated as a % of Loan Asset  
 2 years Lagged NPA is calculated as Gross NPA as on 'T' divided by Loan Assets as on 'T-2'

\*Source: CRISIL

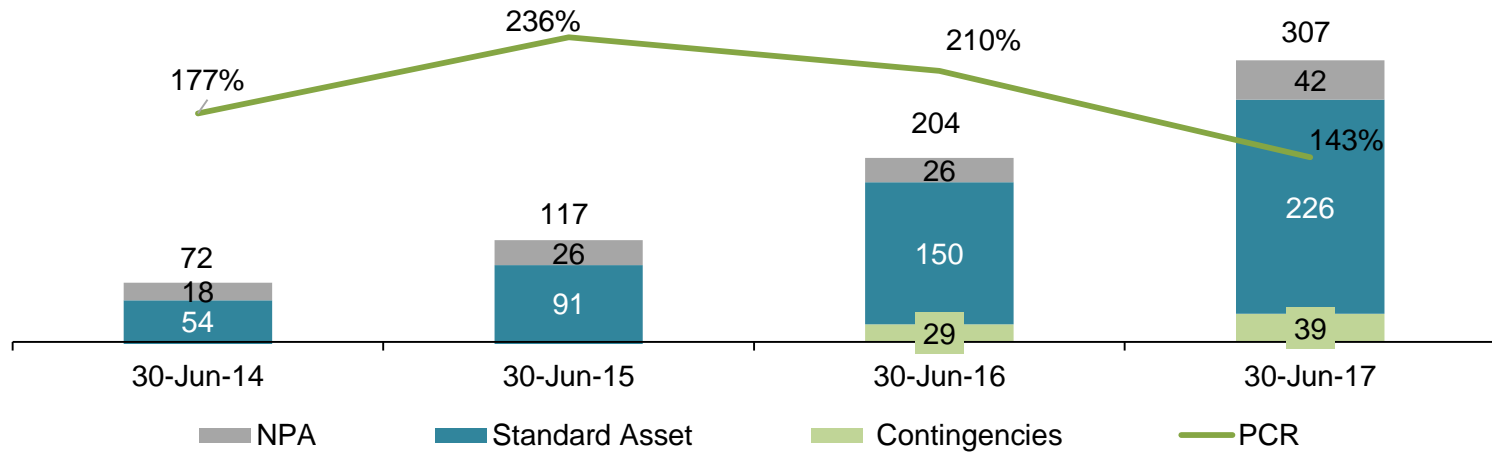
# ...and Credit Cost

## Credit Costs\* (% of Loan Assets)



INR Crore

## Provisions



\* Data as on 30-Jun-17  
1 Crore = 10 million

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

# Our Strengths

## Brand

Strong parentage brand. Public reposes lot of confidence in our brand; which stands for trust, transparency and convenience

## Ethical Standards

Committed towards highest standards in corporate ethics, transparent disclosure, accountability and integrity

## Customer centricity

The key to ensure business longevity



## People

Extensive experience in the mortgage sector. The management team has over 140 years of experience in this industry.

## Processes

Work towards faster and seamless execution, in compliance with the regulations

## Technology

Implemented wing-to-wing enterprise system solution, which cuts across all functions and geographies

## Target Operating Model

Brings in efficiency of scale in the system





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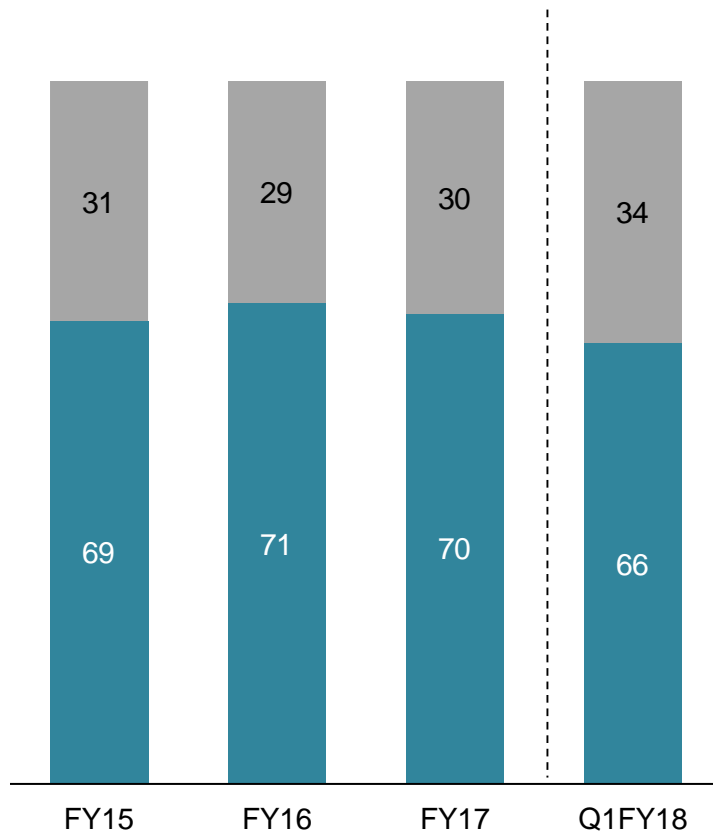
## Sustainable Portfolio Mix



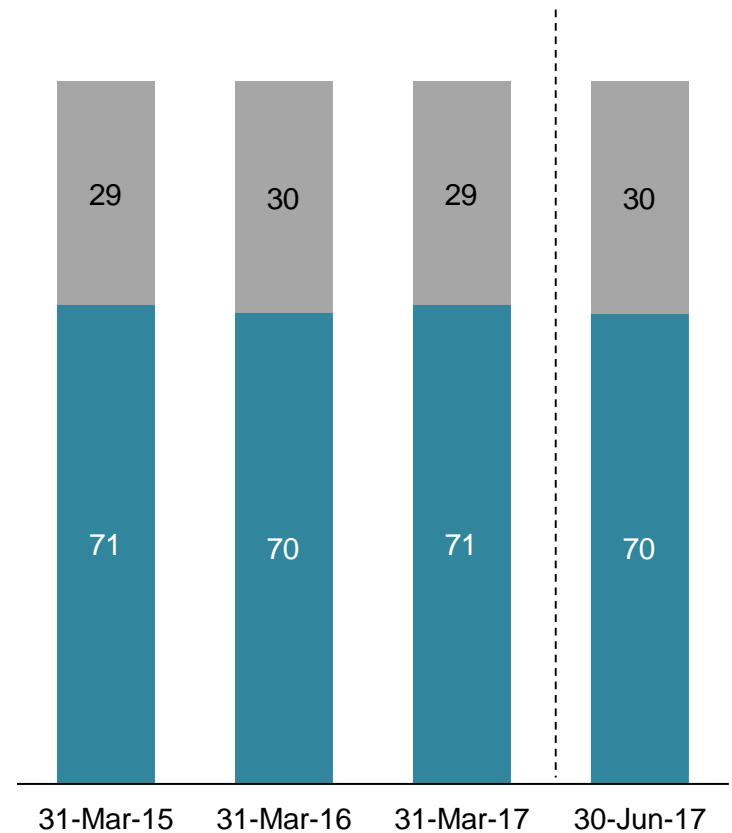
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# Sustainable Portfolio Mix

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



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



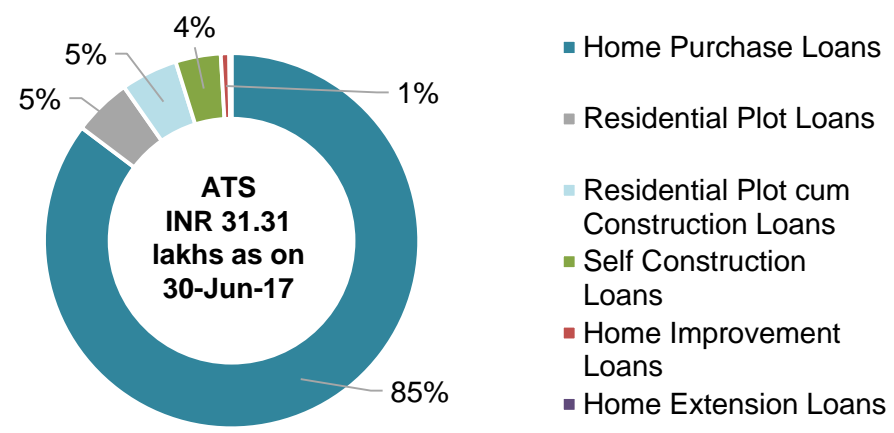
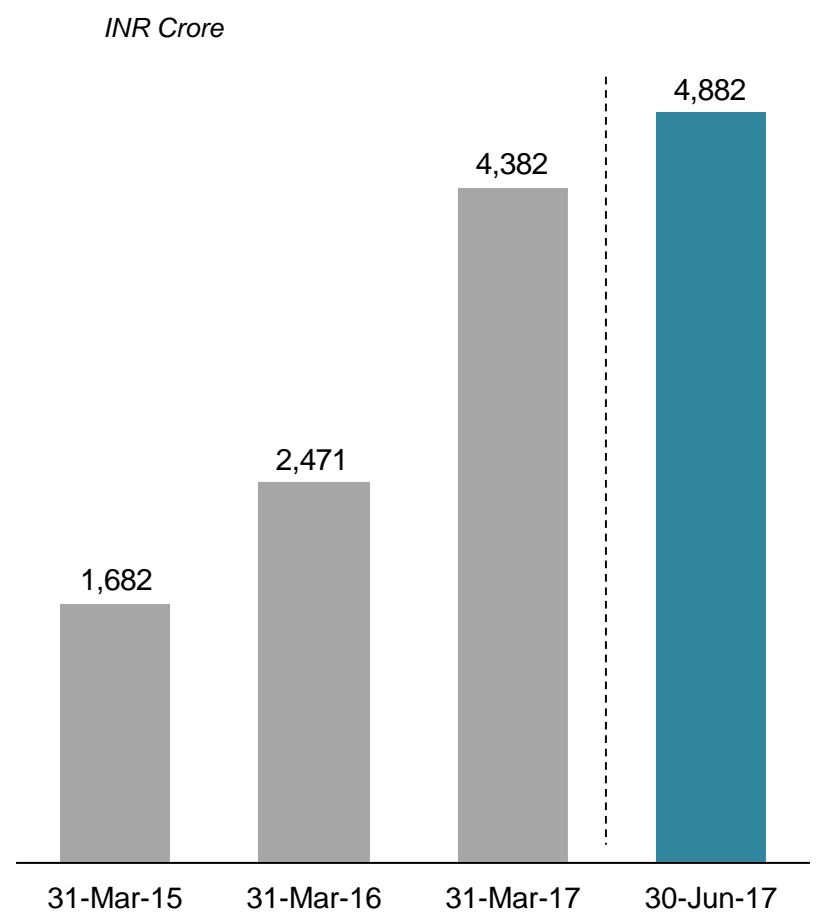
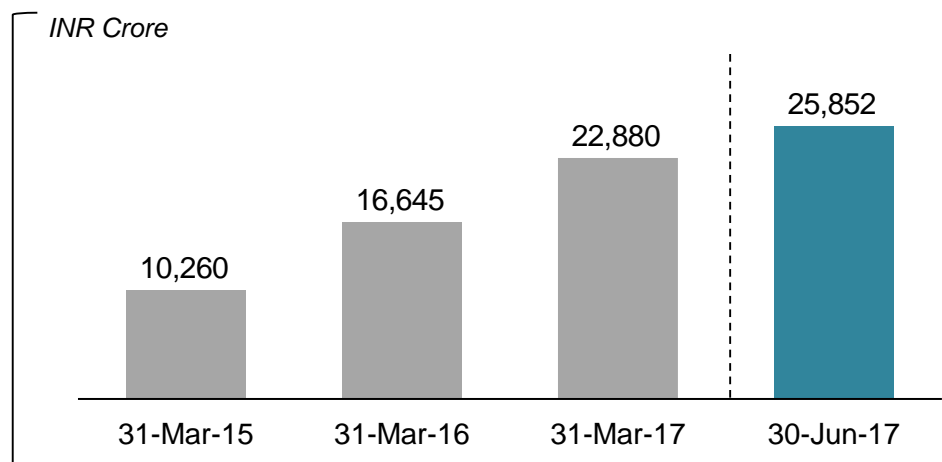
■ Non-Housing ■ Housing

# Housing Loan Assets Distribution

## Housing Loan – 69.8% (1)

### Individual Housing Loan (1) – 58.8%

### Construction Finance Loans (1) – 11.1%



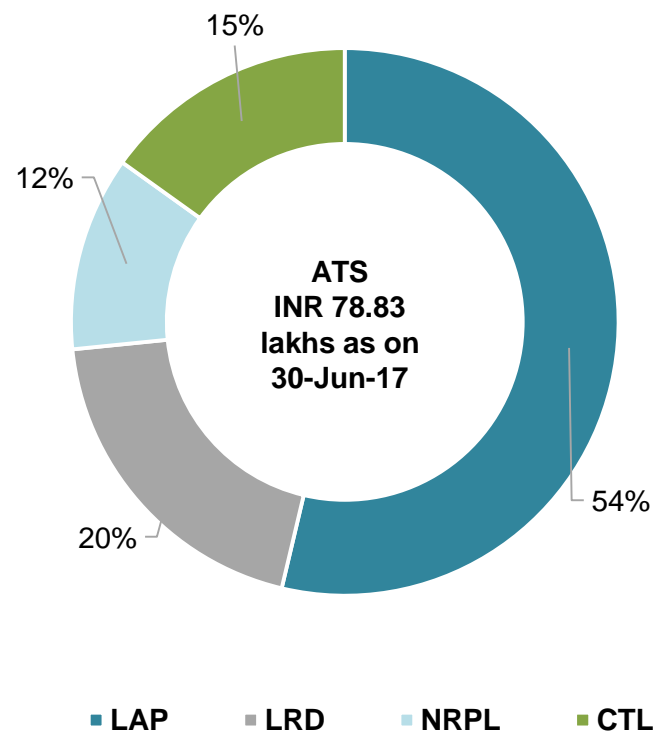
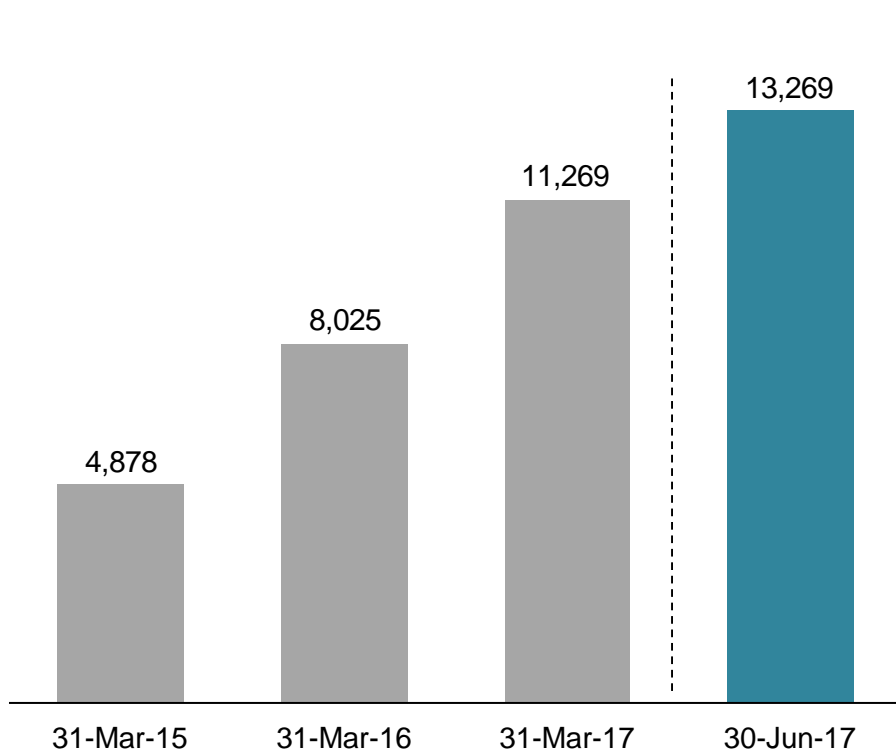
1. As a % of Loan Assets on 30-Jun-17  
1 Crore = 10 million

ATS: Average Ticket Size

# Non- Housing Loan Assets Distribution

## Non-Housing Loan<sup>(1)</sup> - 30.2%

INR Crore

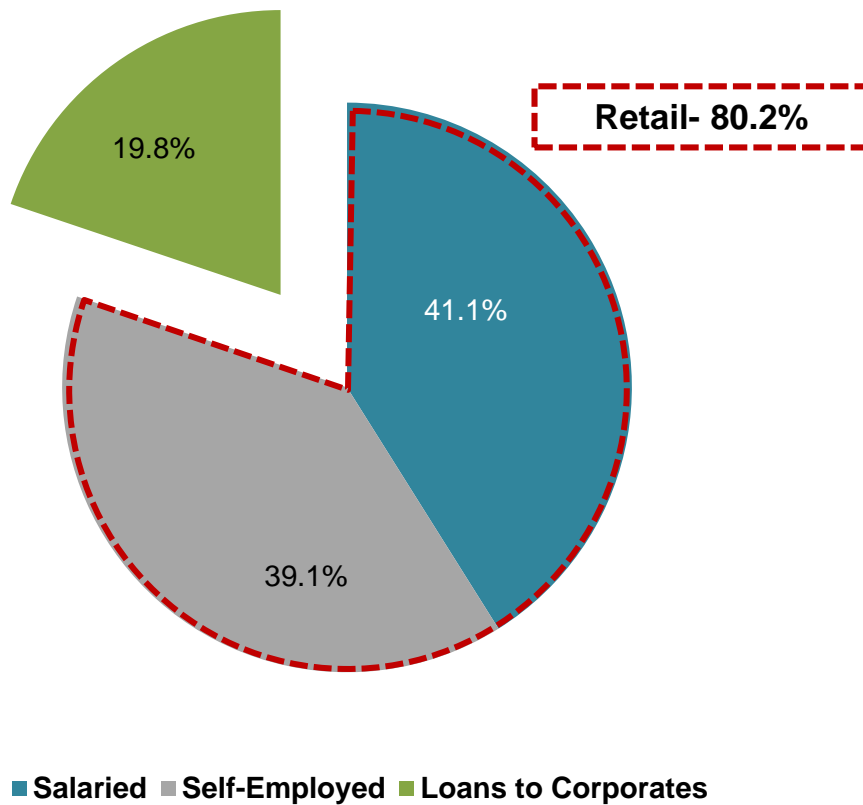


1. As a % of Loan Assets on 30-Jun-17  
2. 1 Crore = 10 million

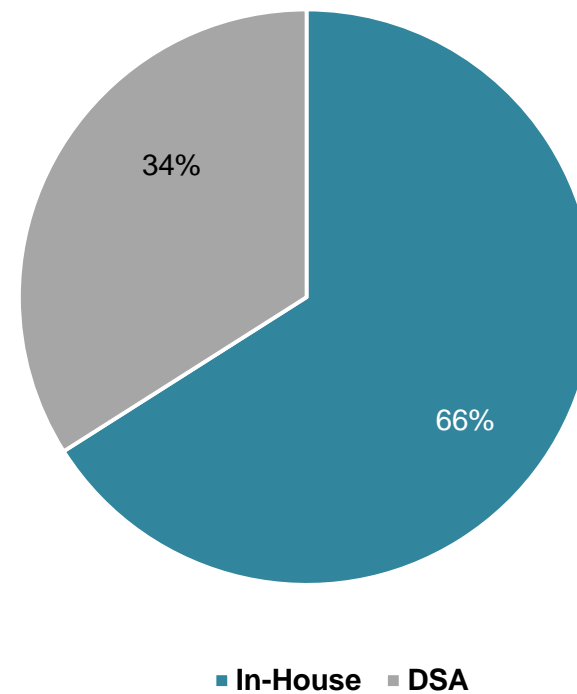
ATS: Average Ticket Size

# Customer Segment & Origination

**Loan Book Composition (%)**  
**As on 30-Jun-17**



**Disbursement Origination (%)**  
**Q1FY18**





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## Operational and Financial Performance

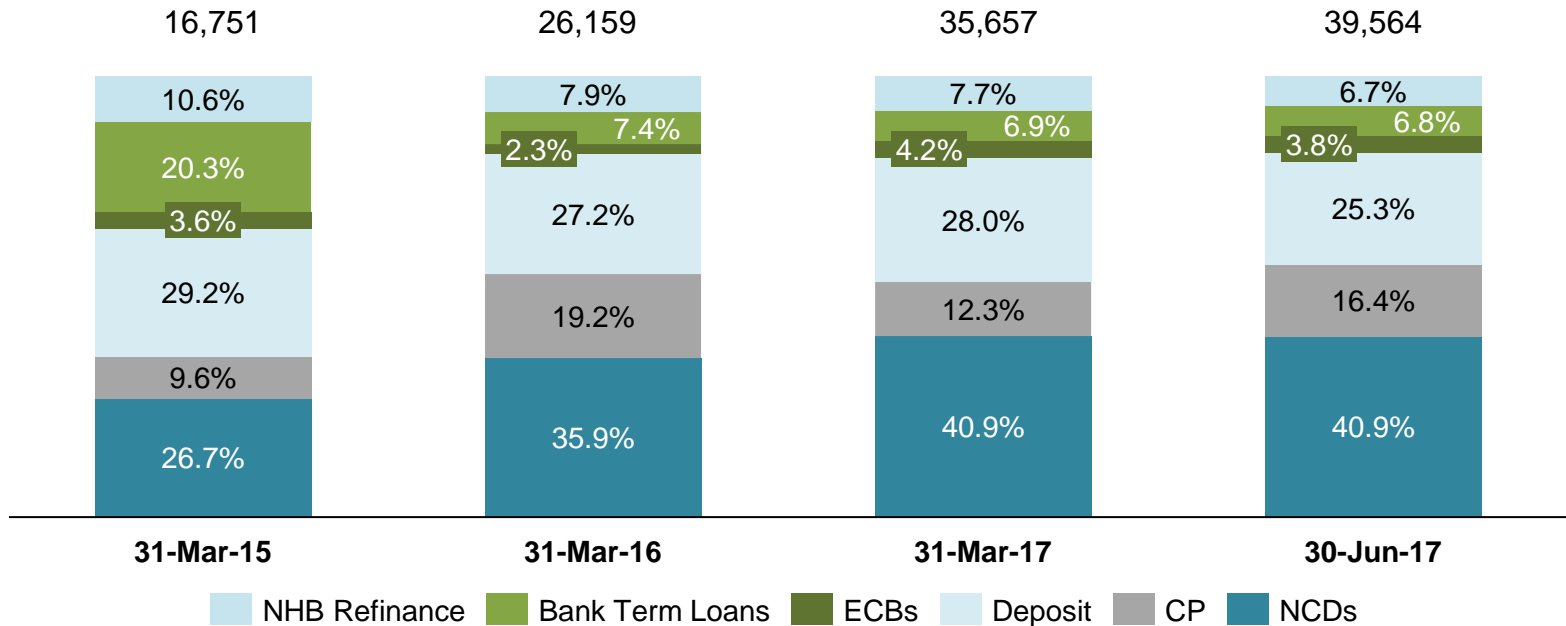


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# Well Diversified Borrowing Profile

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

Total Borrowing  
(INR Crore)

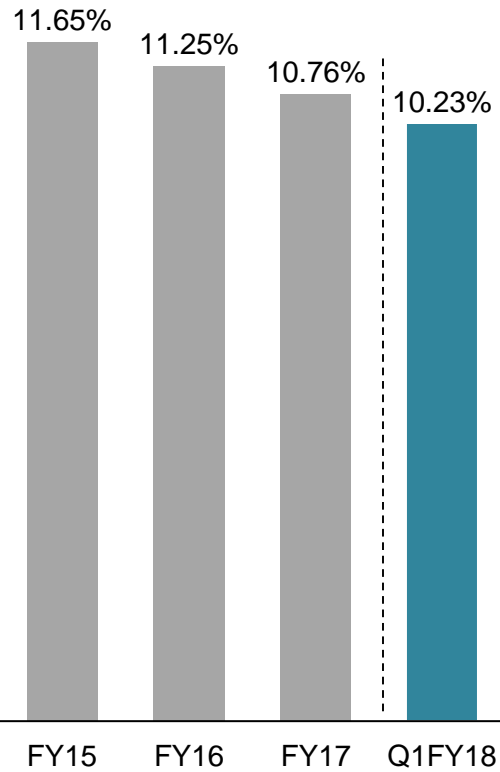


### Credit Rating

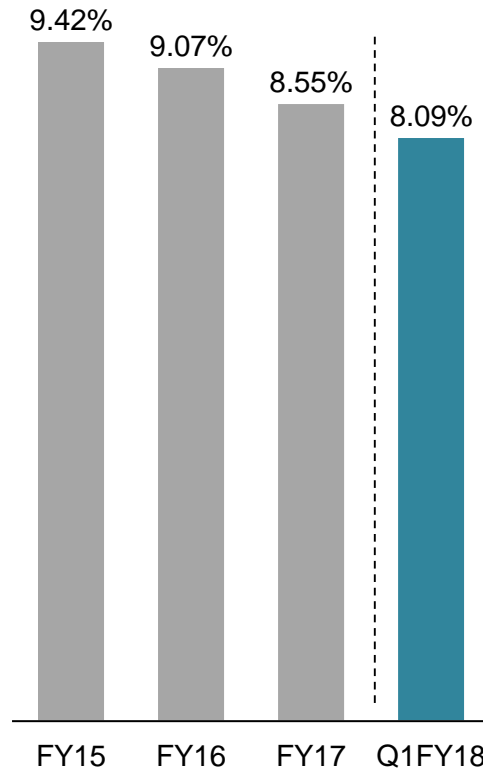
- Fixed Deposit has been rated “FAAA” by CRISIL and “AAA” by CARE. The rating of “FAAA” and “AAA” indicates “High Safety” with regards to the repayment of interest and principal.
- Commercial Paper is rated at “A1(+)” by CARE & CRISIL and Non-Convertible Debenture (NCD) are rated at “AAA” by CARE, “AAA”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

# Margin Analysis

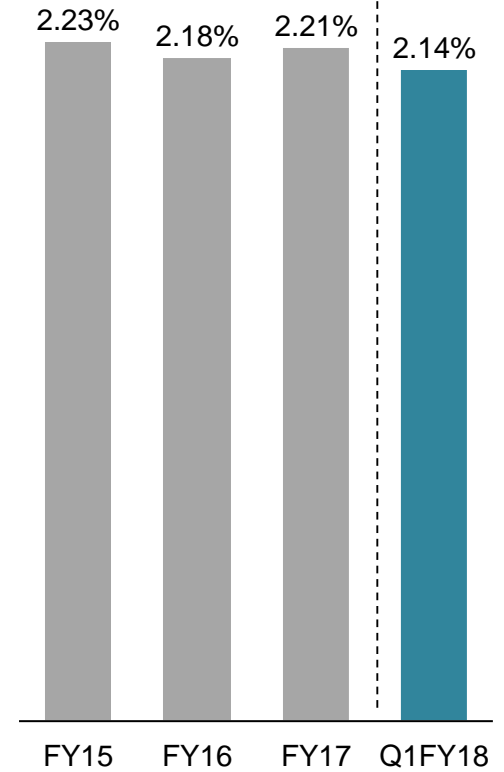
## Average Yield



## Average Cost of Borrowings



## Spread

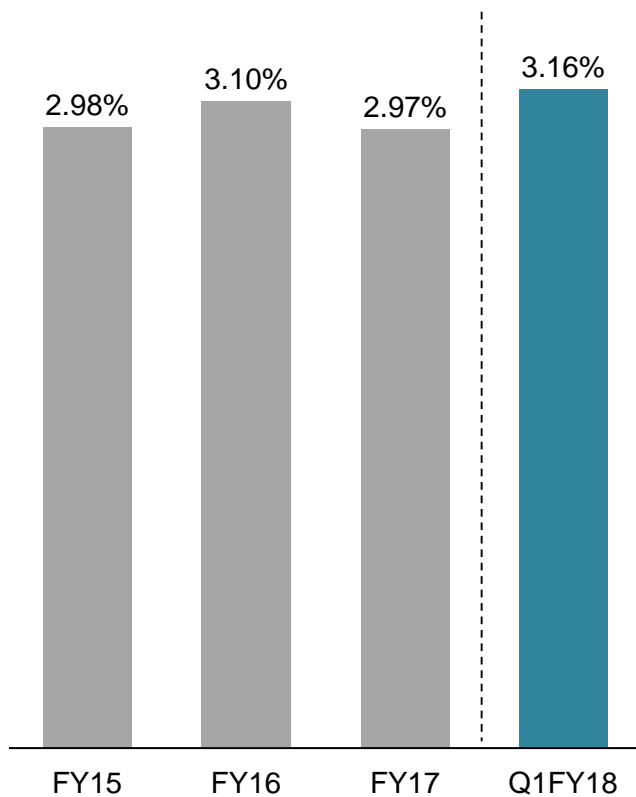


Ratios are calculated on Monthly Average

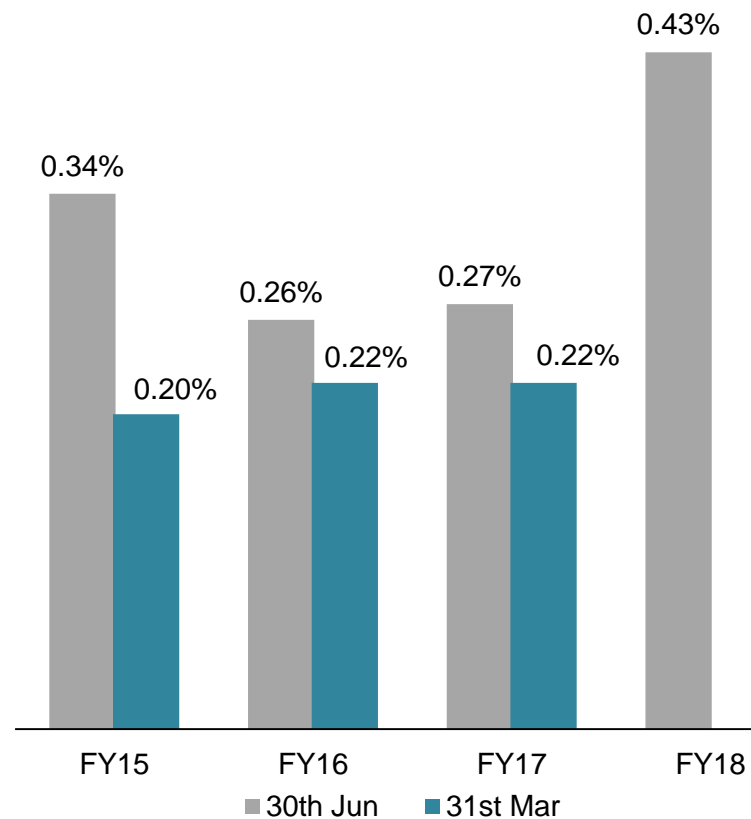


# Income and Asset Quality

## Net Interest Margin



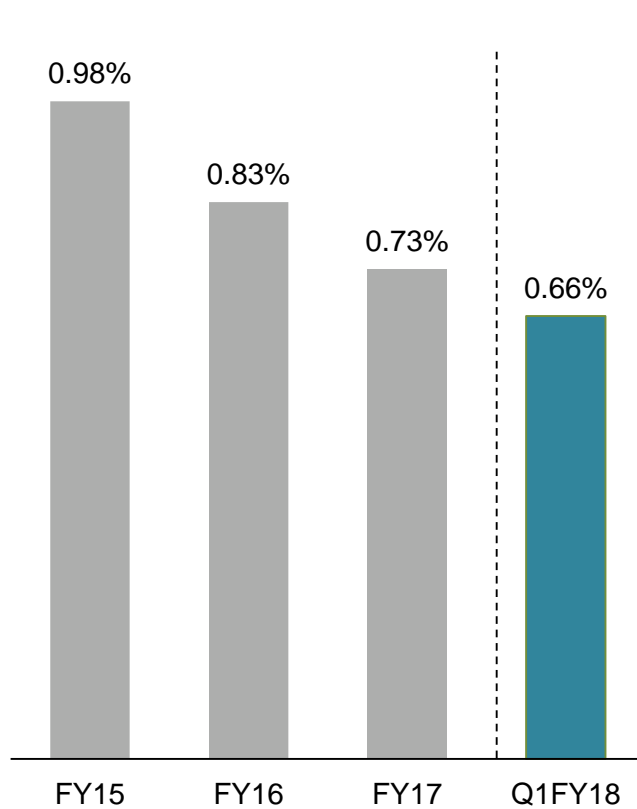
## Gross Non-Performing Asset



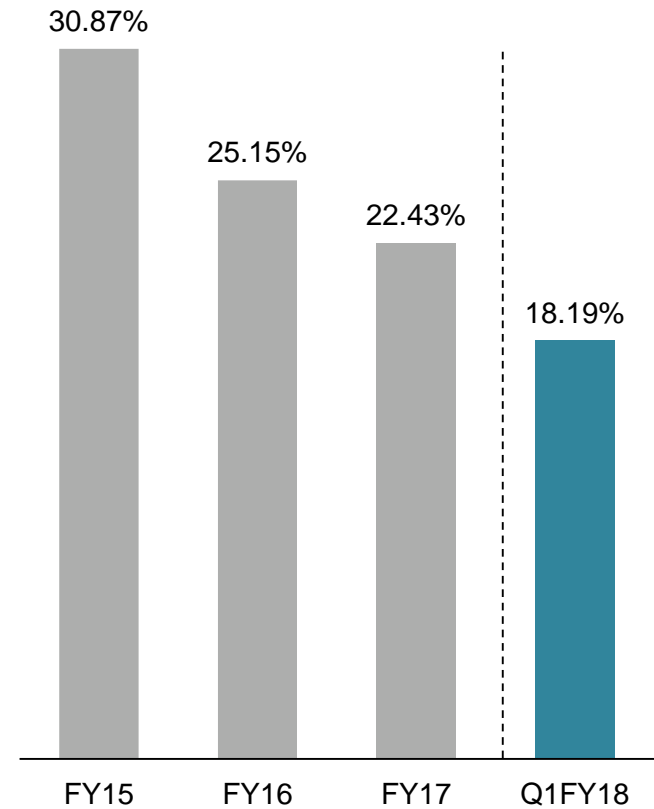
Ratios are calculated on Monthly Average  
GNPA is calculated as a % of Loan Asset

# Operating Leverage playing out

**Opex to ATA Ratio (%)**



**Cost to Income Ratio (%)**

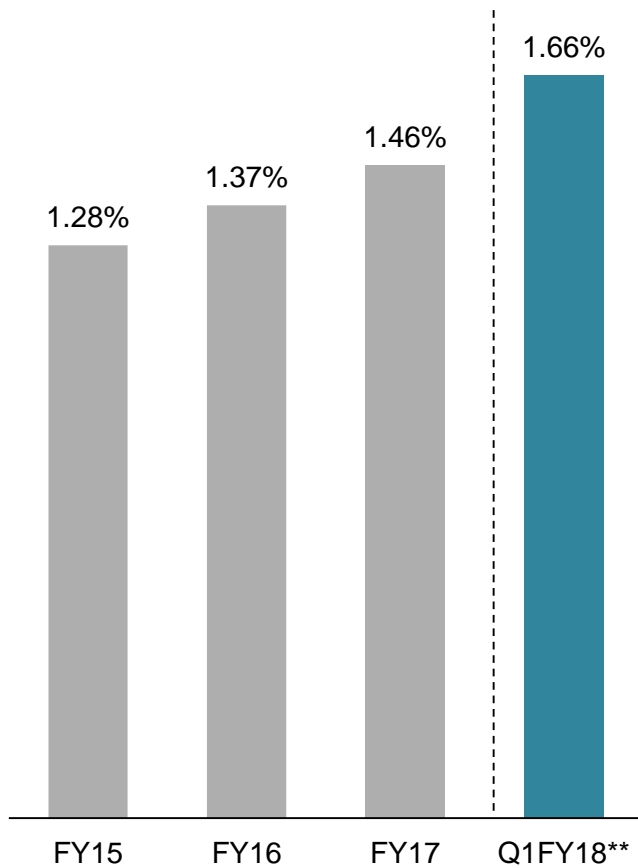


Ratios are calculated on Monthly Average

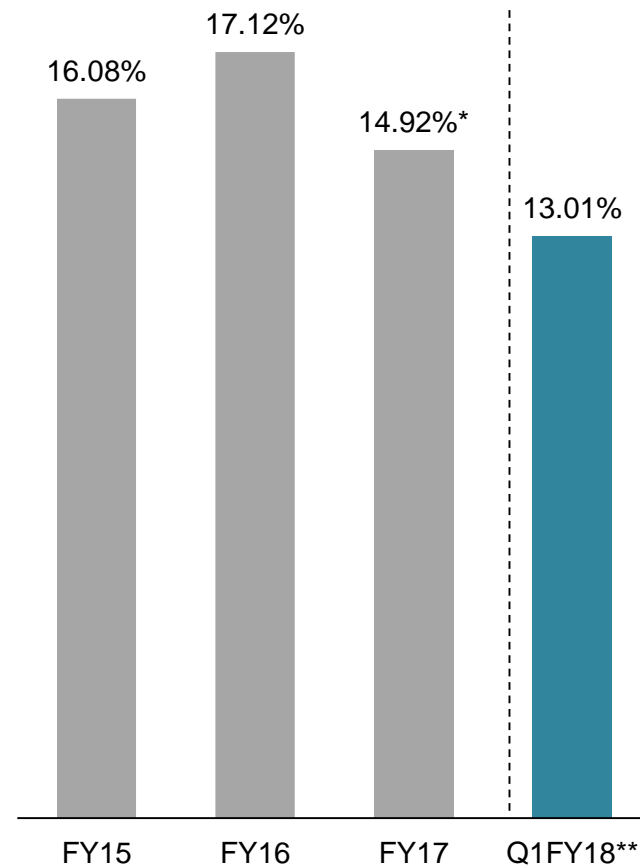
Opex to ATA is calculated as Operating Expenditure (Employee cost + Other expenses + Depreciation - Cost of Acquisition) / Average Total Assets as per Balance sheet

# Return Efficiencies

## ROA (%)



## ROE (%)

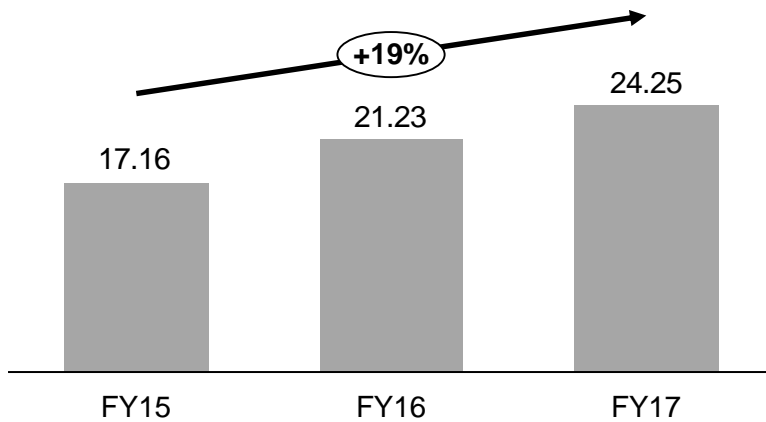


Ratios are calculated on Monthly Average  
Return on Asset is on Average Total Assets as per Balance sheet

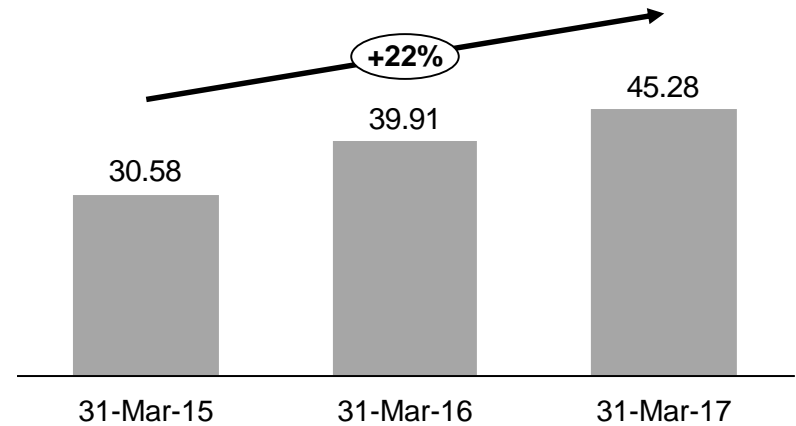
\* Capital of INR 3,000 Crore raised through IPO of 3,87,19,309 fresh equity shares  
\*\* Annualised

# Employee Efficiency

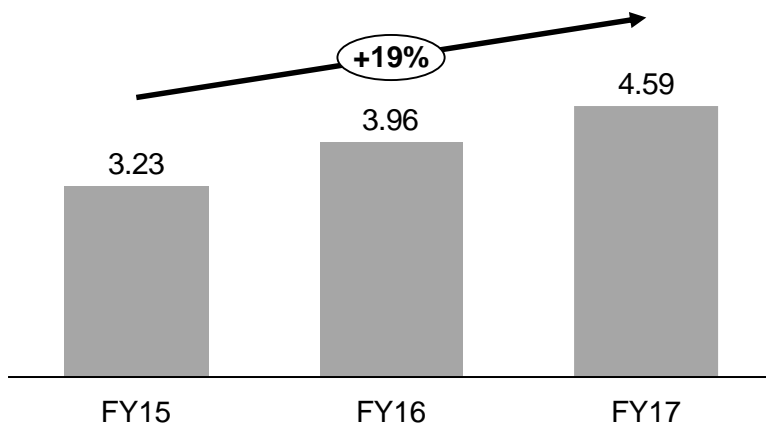
**Disbursement / Employee (INR Crore / Employee)**



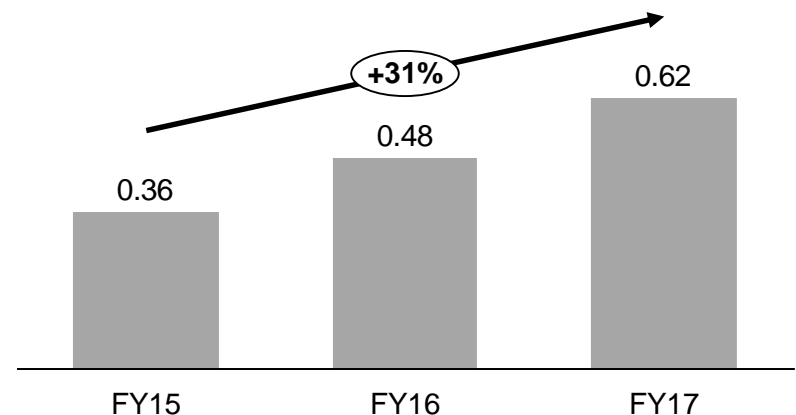
**Loans Outstanding / Employee (INR Crore / Employee)**



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



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



Calculated on Average employees for the Year



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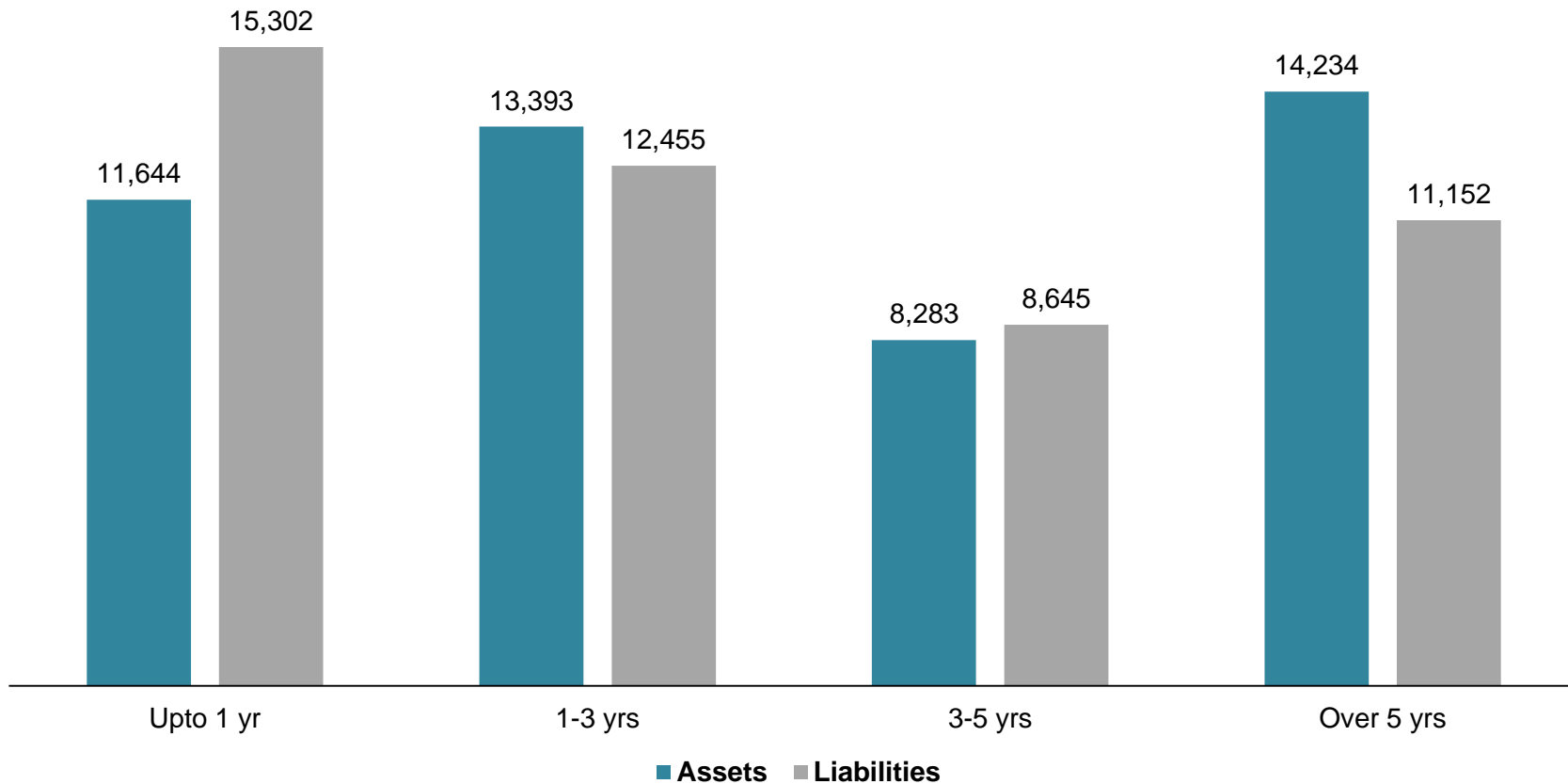
Maintaining Prudence...



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# ...with balanced Asset Liability maturity profile...

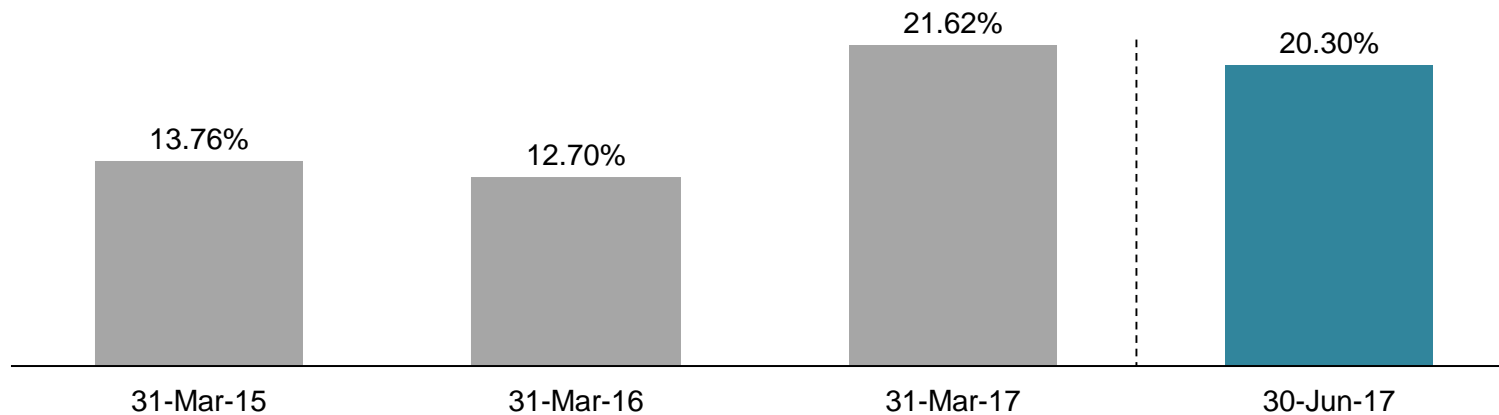
(INR Crore)



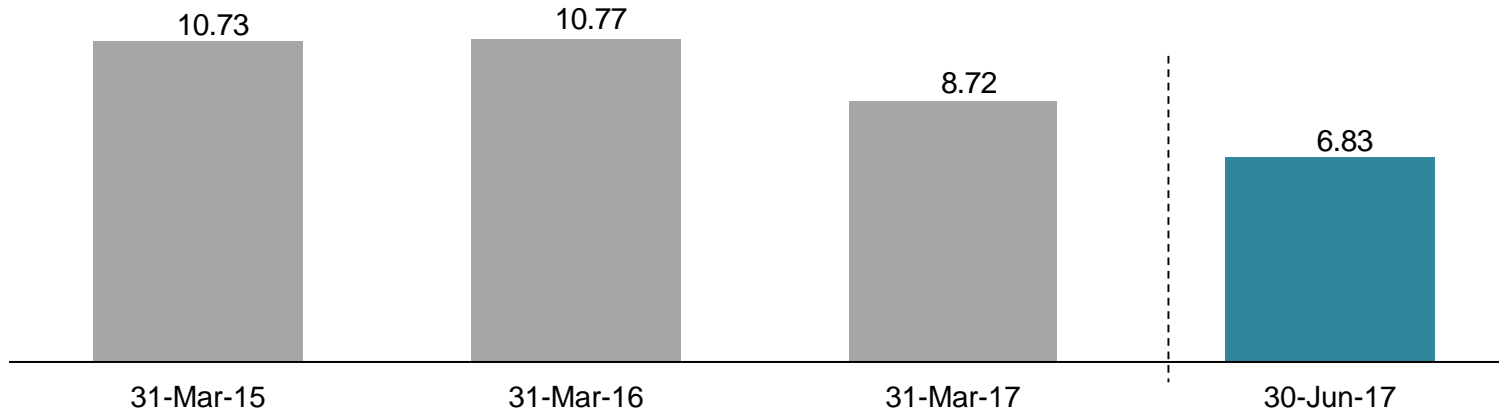
Data as on 30-Jun-17  
1 Crore = 10 million

# ...and adequate Capital & Comfortable Gearing

**Capital to Risk Asset Ratio (%)**



**Gearing Ratio (x)**



Ratio is calculated on Monthly Average



Ghar Ki Baat



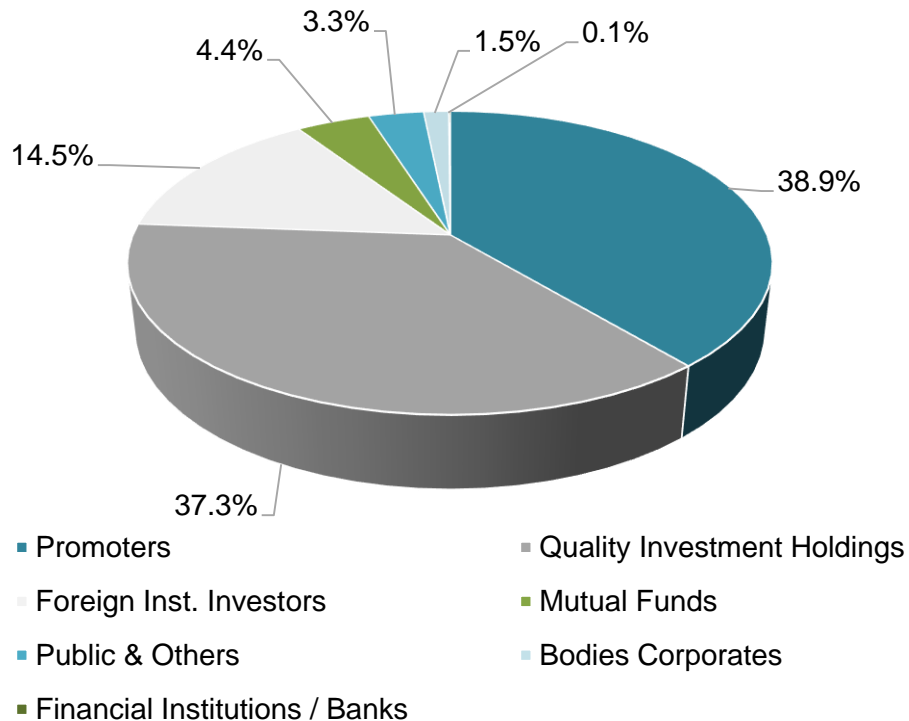
## Shareholding



Ghar Ki Baat



## Shareholding as on 30-Jun-17



### Key Shareholders

General Atlantic Singapore Fund,  
Wasatch, Government of Singapore,  
Motilal Oswal MF, Birla Sunlife MF,,  
Fidelity Investments, Invesco, Nomura  
Asset Management, SBI Life Insurance

Saksham – Contributing to the Society



Ghar Ki Baat

# 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 **'Best Project Finance Company of the Year'** at Construction Times Builders Award. The honour was bestowed by Shri Vijay Shिवtare, Hon'ble Minister of State, Water Resources and Water Conservation, Maharashtra and Shri Rahul Shiwale, Hon'ble Member of Parliament, in a grand ceremony in Mumbai.

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



Our IPO has been awarded **"IPO of the Year"** by Finance Monthly Magazine (M&A Award)- A leading international business publication. This award is a testimony of investor confidence in our Organisation and recognition of 'Kshitij – Our transformation journey over last 6 years'.

Honored in the field of **"IT Security"** at **CSO 100 Awards** organized by CSO 100 Award and IDG Security. This accreditation is a testament of our dedication and commitment to serve our customers and stakeholders by giving them an unparalleled security.



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



Ghar Ki Baat



Strong Management Team...



Ghar Ki Baat

# ...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 – ED - Business  
Development**

Age : 45 Years

No. of Years with PNB  
HF : 5 Years

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



**Ajay Gupta – ED - Risk Management**

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 Group



**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  
of PNB



**Sunil Kaul**  
Non Executive Director

**Age:**

57 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



**Gourav Vallabh**  
Independent Director

**Age:**

39 Years

**Current Position:**

Professor of  
Finance, XLRI



**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



**Ashwani Kumar Gupta**  
Independent Director

**Age:**

63

**Current Position:**

Financial Consultant



**Shubhalakshmi Panse**  
Independent Director

**Age:**

63 Years

**Current Position:**

Ex-Banker, CMD,  
Allahabad Bank



**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 10,500 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 44,003 Crore<sup>(2)</sup>

02



## Efficient Capital Mix

Diverse and cost effective funding mix with average cost of borrowing at 8.09%

04

## One of the Lowest NPA's amongst HFC's

Robust Asset Quality with one of the lowest Gross NPAs at 0.43%<sup>(2)</sup>

03

1. Source : ICRA Industry Update for Mar-17 (amongst housing finance companies)  
2. As of 30-Jun-17





Annexure



Ghar Ki Baat

# Profit & Loss Statement

Particulars (INR Crore)	FY17	FY16	FY15	FY14	FY13	FY12
Revenue from Operations	3,908	2,698	1,777	1,116	642	454
Other Income	0	1	-	-	19	9
<b>Total Revenue</b>	<b>3,908</b>	<b>2,699</b>	<b>1,777</b>	<b>1,116</b>	<b>661</b>	<b>463</b>
Expenditure:						
Finance Cost	2,644	1,860	1,265	801	462	315
Employee Benefit Expenses	101	75	67	40	26	16
Other Expenses	237	162	106	63	34	23
Depreciation Expense	19	15	5	5	2	0
Provisions and Write-Offs	103	83	38	30	12	6
<b>Total Expenditure</b>	<b>3,104</b>	<b>2,196</b>	<b>1,481</b>	<b>940</b>	<b>535</b>	<b>361</b>
<b>Profit Before Tax</b>	<b>804</b>	<b>503</b>	<b>296</b>	<b>176</b>	<b>126</b>	<b>103</b>
Tax Expenses	280	177	100	48	35	27
<b>Net Profit After Tax</b>	<b>524</b>	<b>326</b>	<b>196</b>	<b>127</b>	<b>92</b>	<b>75</b>
<b>EPS (Basic)</b>	<b>36.7</b>	<b>27.5</b>	<b>24.4</b>	<b>25.4</b>	<b>22.3</b>	<b>25.1</b>

# Balance Sheet – Equity & Liabilities

Particulars (INR Crore)	Mar-17	Mar-16	Mar-15	Mar-14	Mar-13	Mar-12
<b>Equity and Liabilities</b>						
<b>Shareholder's Funds</b>	<b>5,577</b>	<b>2,146</b>	<b>1,581</b>	<b>935</b>	<b>621</b>	<b>404</b>
Share Capital	166	127	104	66	50	30
Reserves and Surplus	5,412	2,019	1,477	869	571	374
<b>Non-Current Liabilities</b>	<b>24,477</b>	<b>16,938</b>	<b>11,453</b>	<b>8,130</b>	<b>5,579</b>	<b>2,818</b>
Long-Term Borrowings	24,084	16,646	11,105	7,947	5,536	2,802
Deferred Tax Liabilities (Net)	47	30	8	-	-	-
Other Long-Term Liabilities	104	101	259	134	15	-
Long-Term Provisions	242	161	82	49	28	16
<b>Current Liabilities</b>	<b>12,905</b>	<b>10,587</b>	<b>5,999</b>	<b>2,465</b>	<b>1,666</b>	<b>1,310</b>
Short-Term Borrowings	7,947	7,448	3,447	452	-	-
Short-Term Provisions	28	71	53	36	176	138
Trade Payables	94	75	57	22	6	3
Other Current Liabilities	4,836	2,992	2,442	1,956	1,484	1,170
<b>Total</b>	<b>42,960</b>	<b>29,671</b>	<b>19,033</b>	<b>11,530</b>	<b>7,866</b>	<b>4,533</b>

# Balance Sheet - Assets

Particulars	Mar-17	Mar-16	Mar-15	Mar-14	Mar-13	Mar-12
<b>Assets</b>						
<b>Non-Current Assets</b>	<b>37,744</b>	<b>26,656</b>	<b>14,782</b>	<b>8,868</b>	<b>6,449</b>	<b>3,845</b>
<b>Fixed Assets</b>	<b>60</b>	<b>62</b>	<b>58</b>	<b>26</b>	<b>16</b>	<b>4</b>
-Tangible Assets	48	48	38	23	13	4
-Intangible Assets	11	10	1			
-Capital Work-in-Progress	2	4	18	3	4	1
Non-Current Investments	961	782	219	119	74	54
Deferred Tax Assets (Net)				15	12	12
Loans and Advances	36,444	25,624	14,382	8,641	6,318	3,774
Other Non-Current Assets	278	188	123	68	29	1
<b>Current Assets</b>	<b>5,216</b>	<b>3,015</b>	<b>4,251</b>	<b>2,662</b>	<b>1,417</b>	<b>688</b>
Current Investments	2,318	840	1,367	527	719	325
Cash and Bank Balances	151	249	293	138	188	11
Short-Term Loans and Advances	40	18	20	9	459	315
Other Current Assets	2,706	1,908	2,571	1,988	50	37
<b>Total</b>	<b>42,960</b>	<b>29,671</b>	<b>19,033</b>	<b>11,530</b>	<b>7,866</b>	<b>4,533</b>

# 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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## Contact

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