

12th June 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: Intimation of schedule of Investor Conference and Non-Deal Road Show

Pursuant to the Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements), Regulations 2015, we would like to inform you that the Company officials will participate in the Investor Conference and Non-Deal Road Show as per the below mentioned schedule:

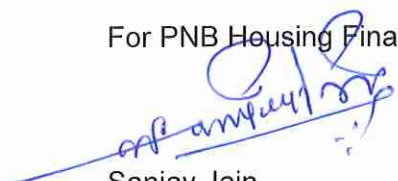
Date	Type of meeting	Venue
12 th June 2017	Investor Conference organized by Kotak	London
13 th June 2017	Non-Deal Road Show	London
14 th -16 th June 2017	Non-Deal Road Show	U.S.A

This is to further inform that the copy of Investor Presentation is shared with the Stock Exchanges and is available on the Company website at www.pnbhousing.com

This is for your information and records.

Thanking You,

For PNB Housing Finance Limited



Sanjay Jain
Company Secretary & Head Compliance

Investor Presentation

June 2017



Safe Harbor



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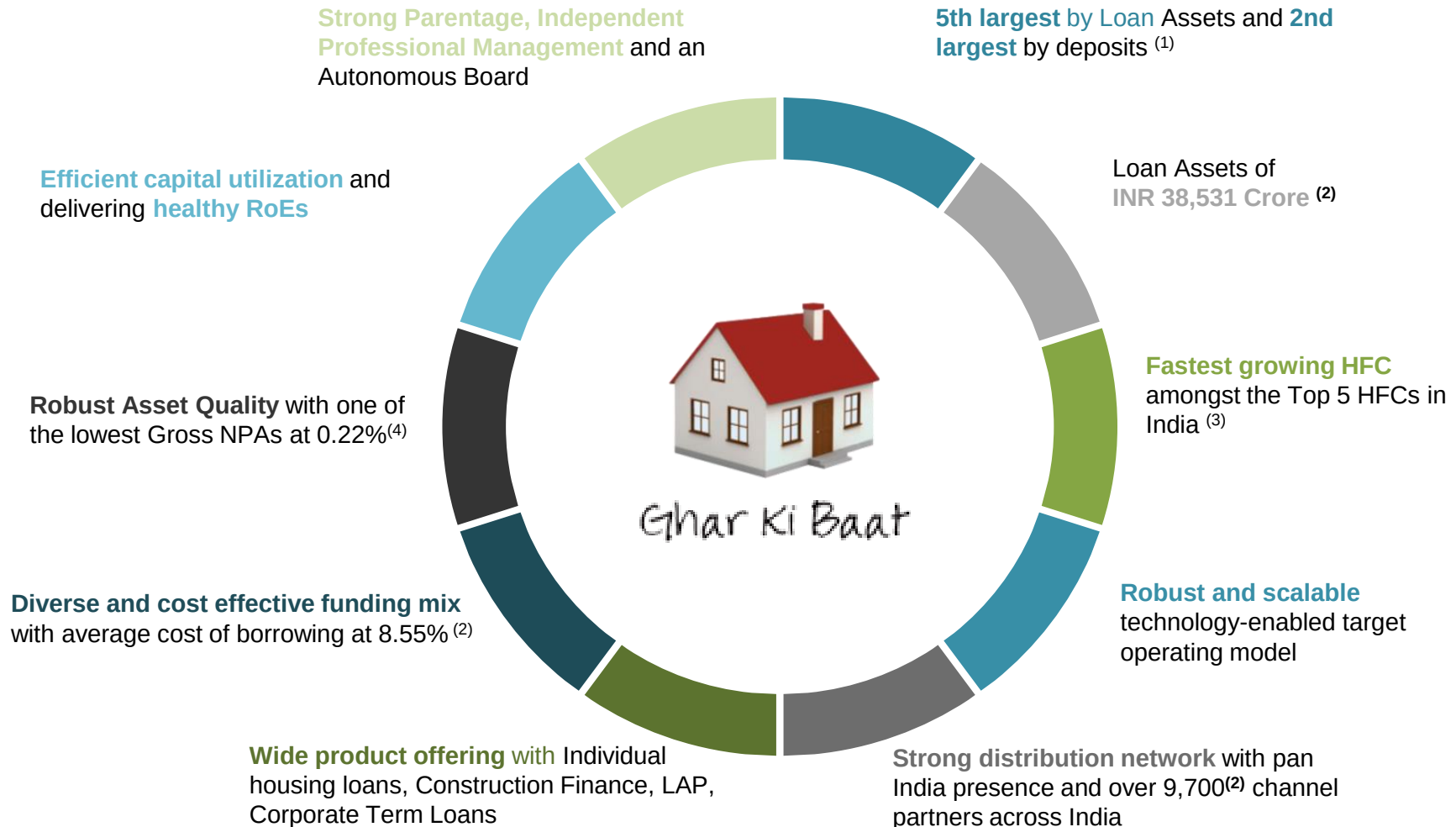
Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known 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...



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

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

...started in 1988



Business process re-engineering sponsored by the Parent

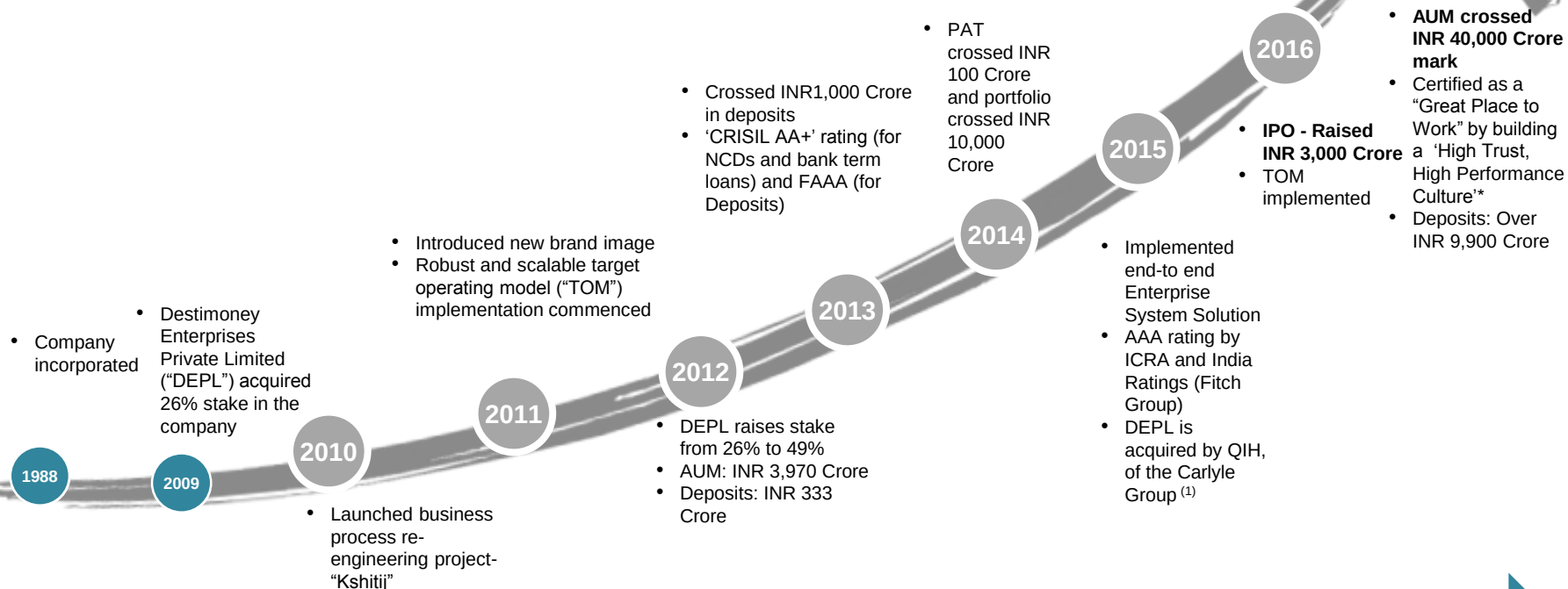
Put in place a highly experienced, independent and professional management team

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



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...

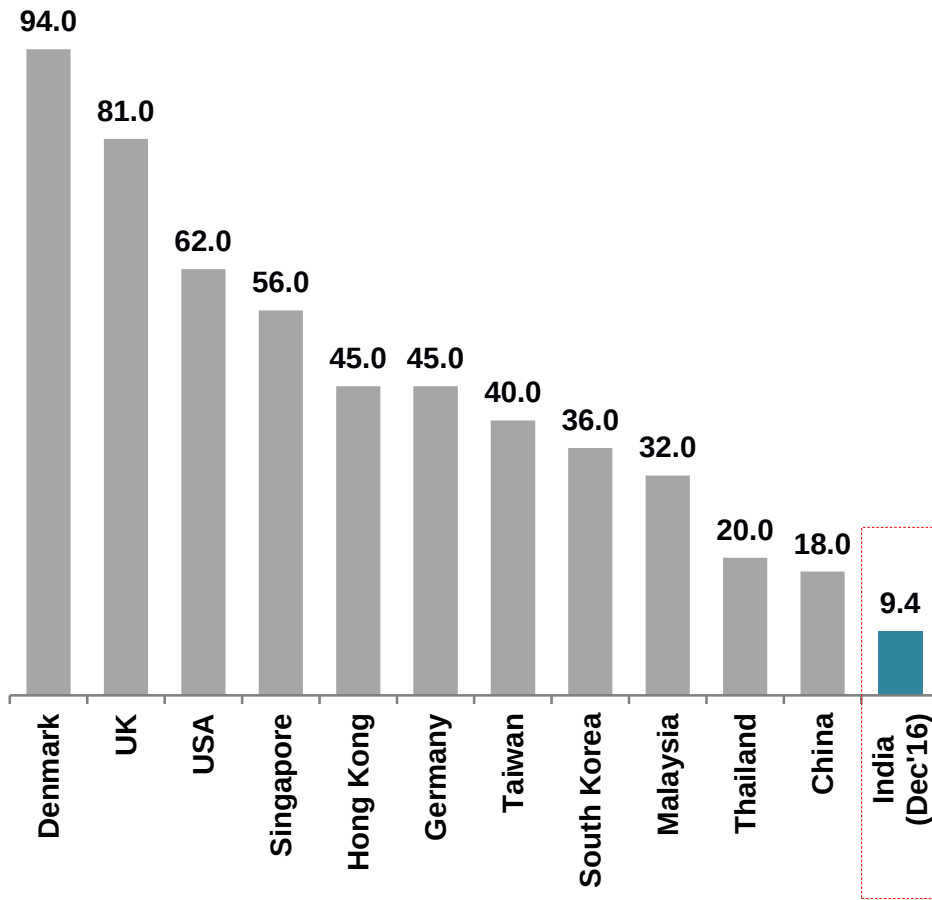


India's Mortgage Market...



Indian Mortgage Market is Significantly Under-penetrated

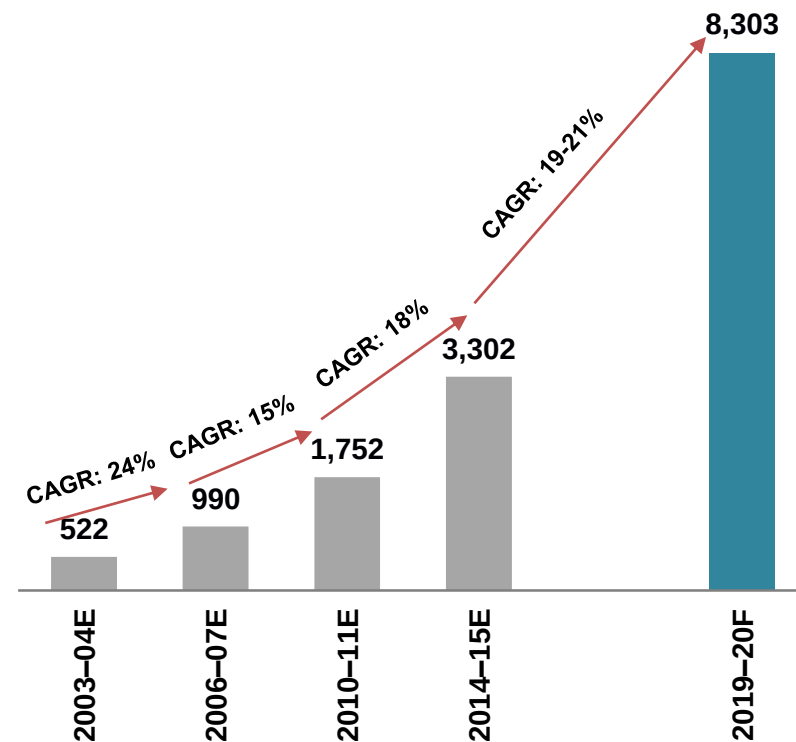
Mortgage to GDP Ratio for FY2015 (%)



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

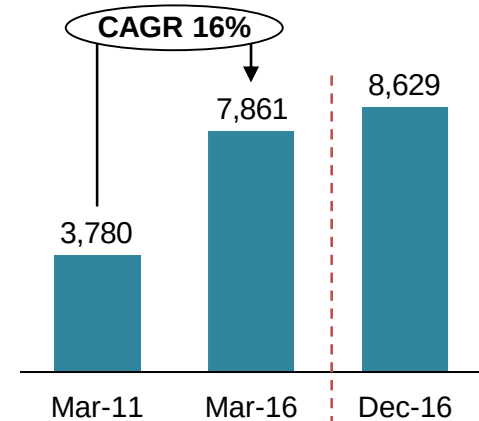
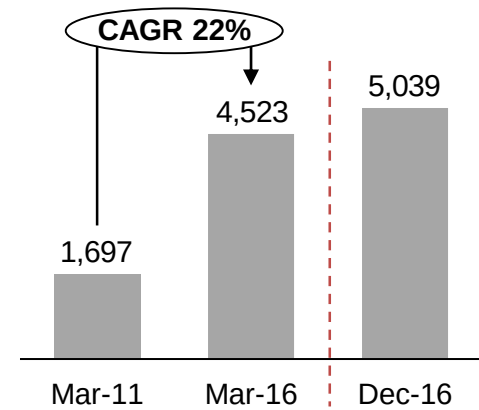
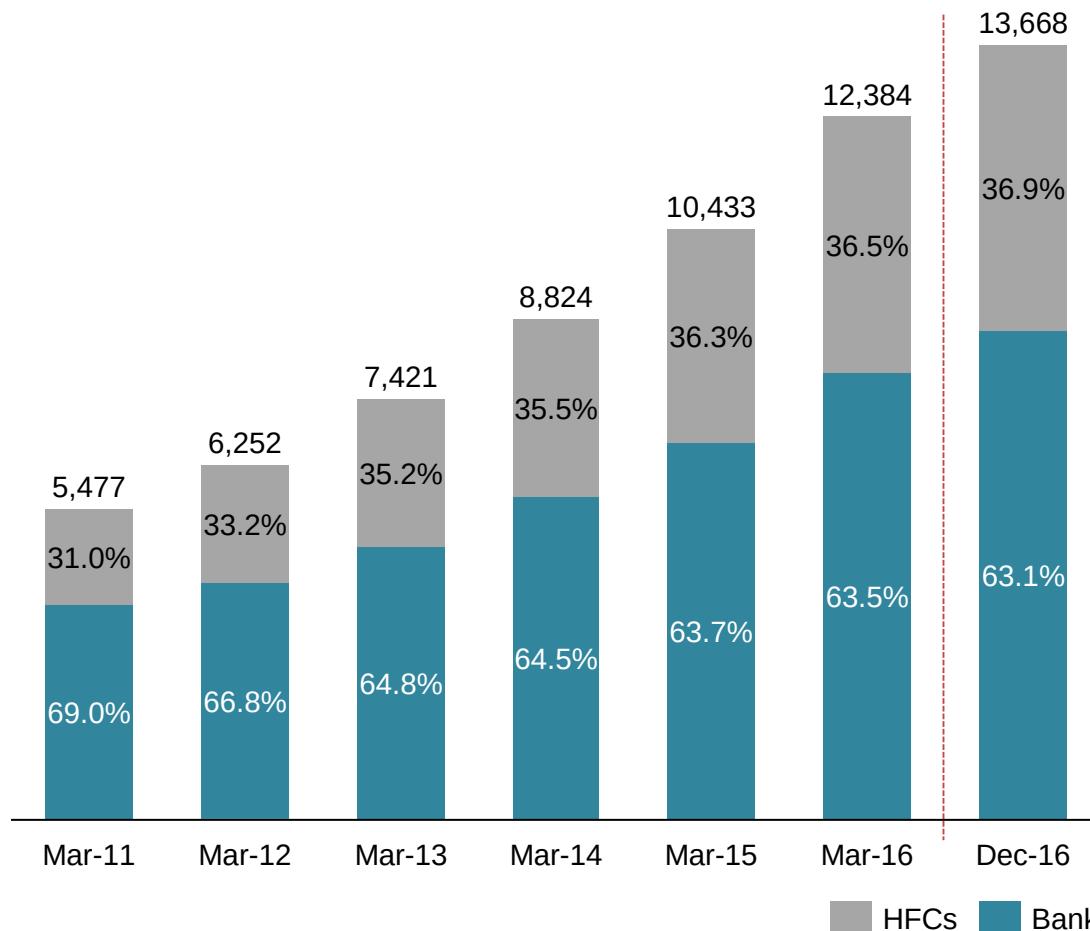
F- Forecast

...outpacing traditional channels with...



Increasing HFCs Share in a Steadily Expanding Home Loan Portfolio

(INR Bn)

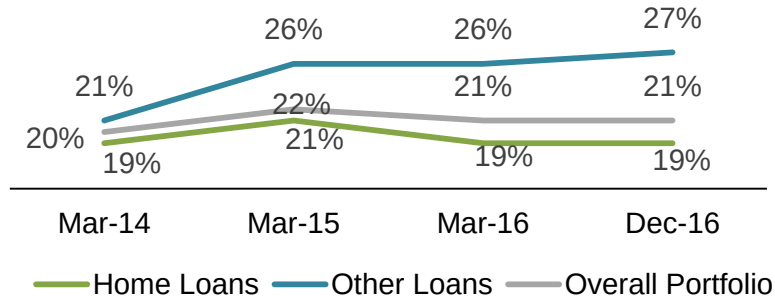


Source: ICRA Industry Update for 9MFY2017

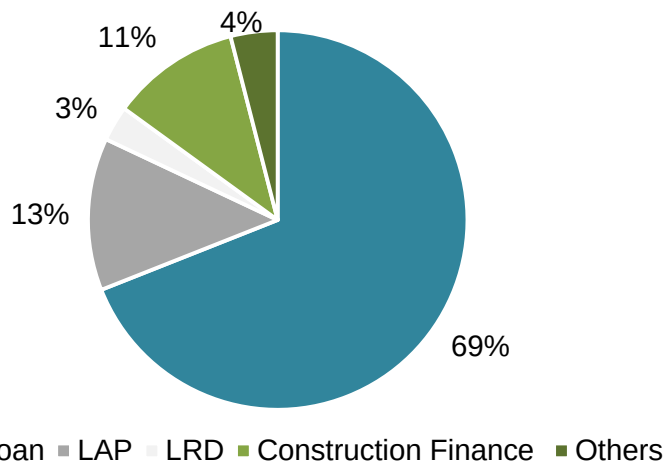
....Sustainable Growth of HFCs



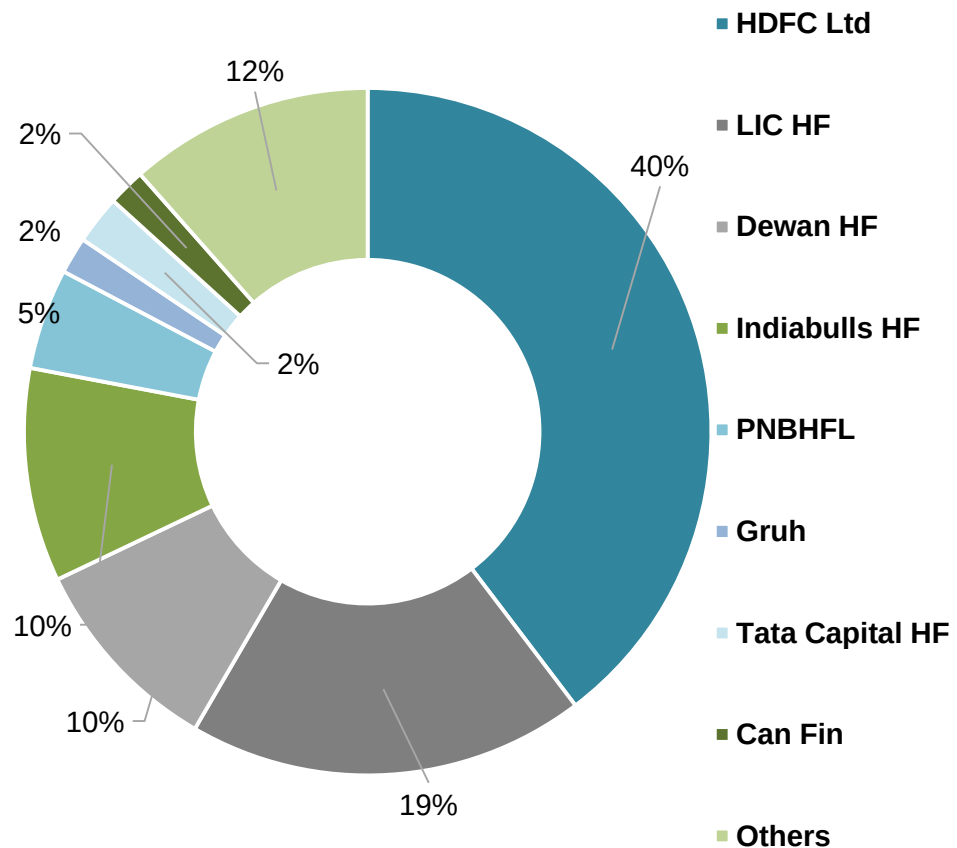
Portfolio Growth of HFCs



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



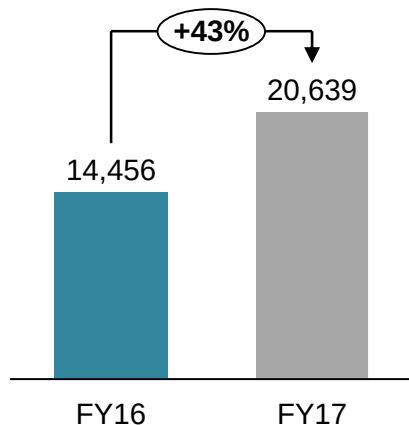
Financial Performance of the Company



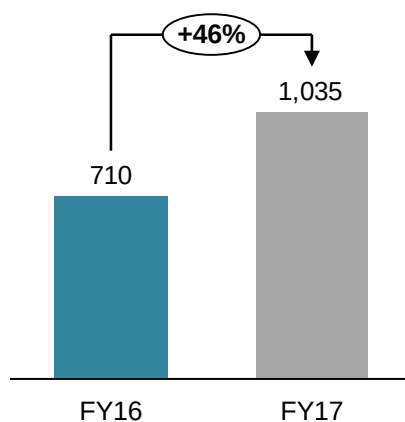
Key Highlights – FY17 vs FY16



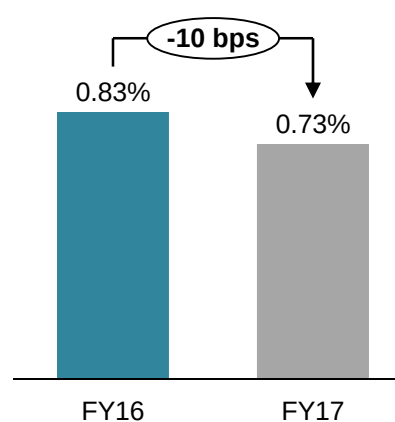
Disbursement (INR Crore)



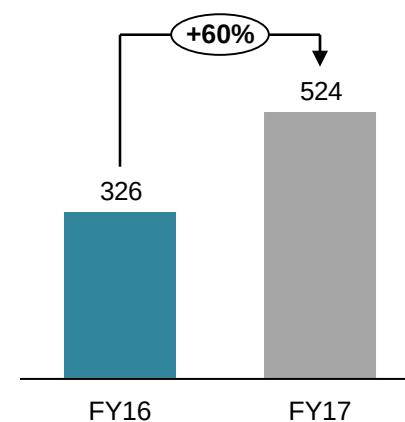
NII (INR Crore)



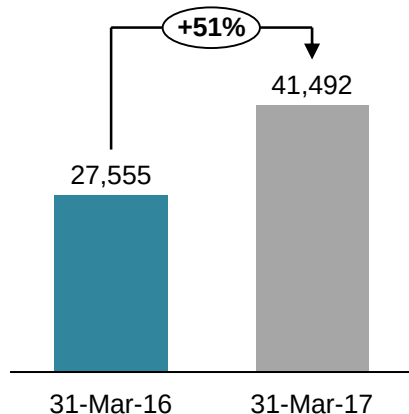
Opex to ATA (%)



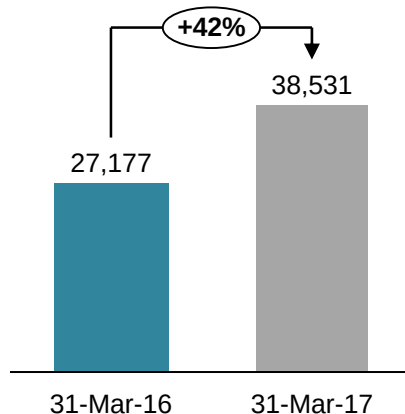
PAT (INR Crore)



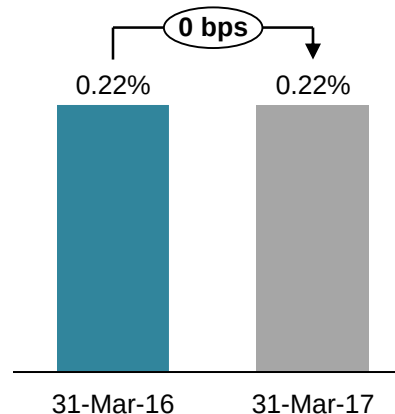
AUM (INR Crore)



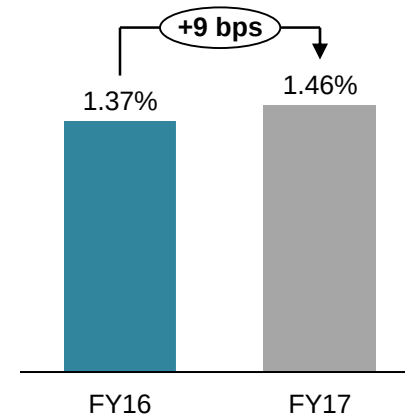
Loan Assets (INR Crore)



GNPA* (%)



ROA (%)



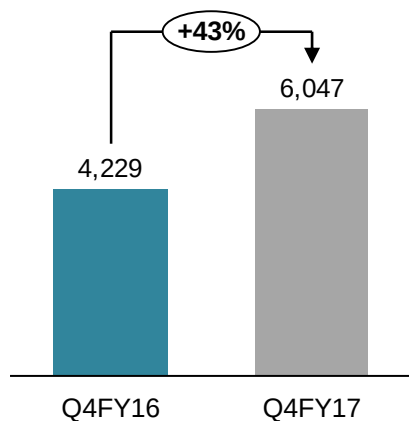
Ratios are calculated on Monthly Average

*GNPA as a % of loan assets

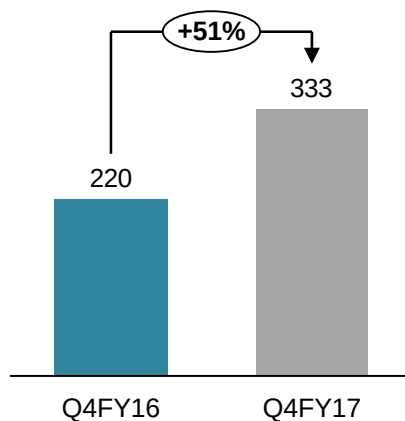
Key Highlights – Q4 FY17 vs Q4 FY16



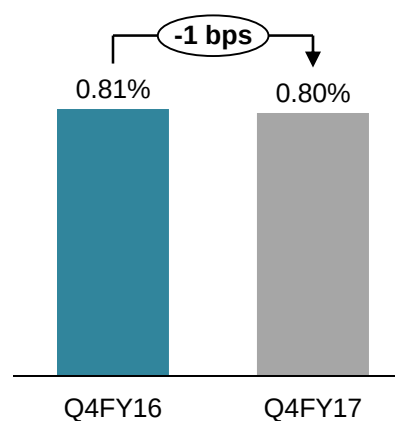
Disbursement (INR Crore)



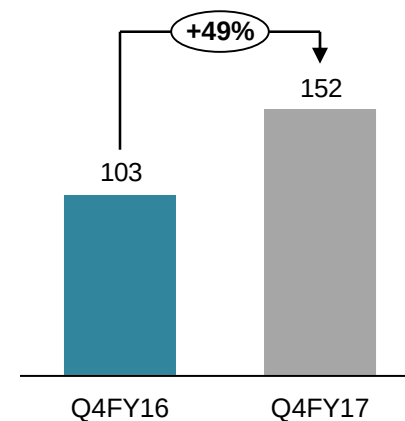
NII (INR Crore)



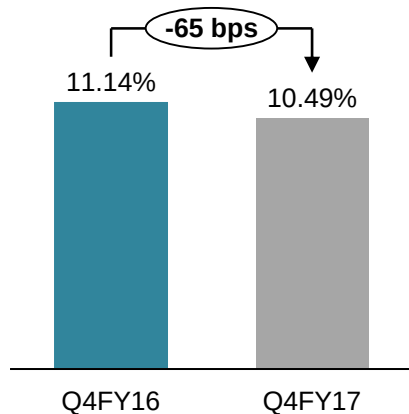
Opex to ATA (%)



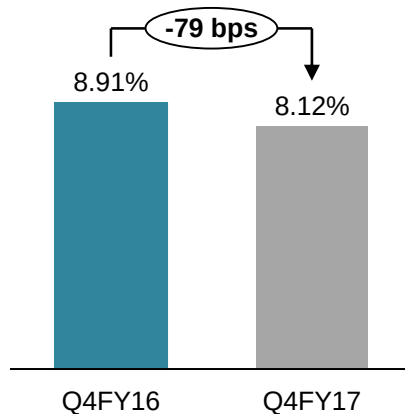
PAT (INR Crore)



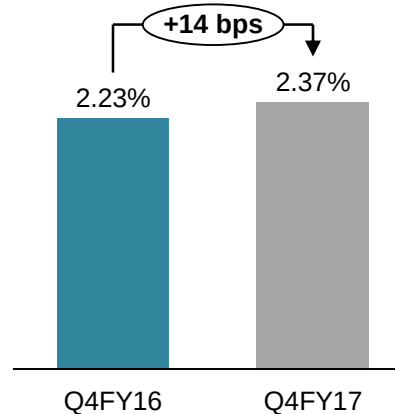
Average Yield (%)



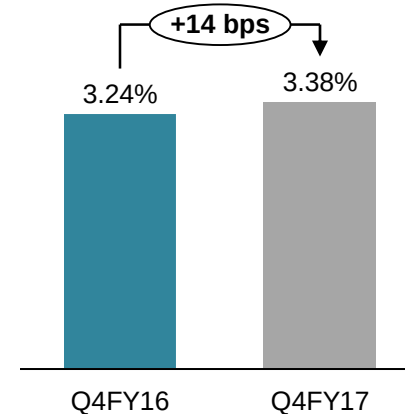
Average Cost of Borrowings (%)



Spread (%)



NIM (%)



Ratios are calculated on Monthly Average



Expansion Led Growth and Robust TOM

Expanding Footprints...



Branches – Point of Sales & Services

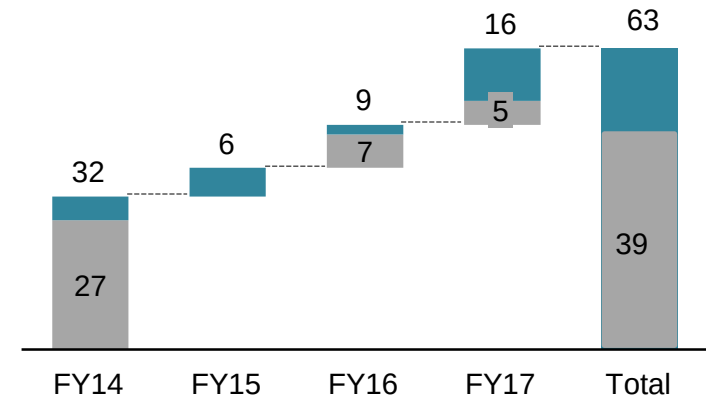
Processing Hubs – Fountain head for Decision Making

Zonal Hubs - Guides, Supervises & Monitors the HUB

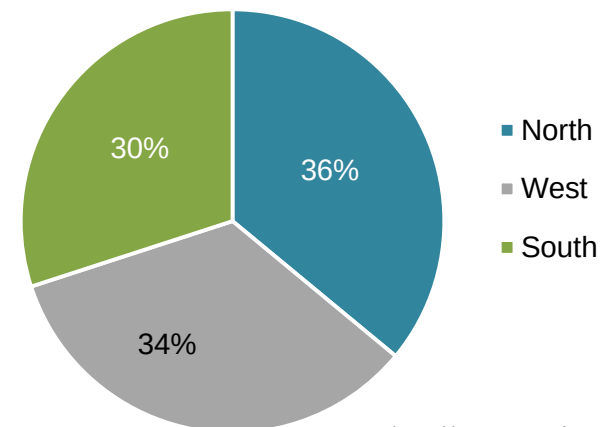


No. of Branches

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



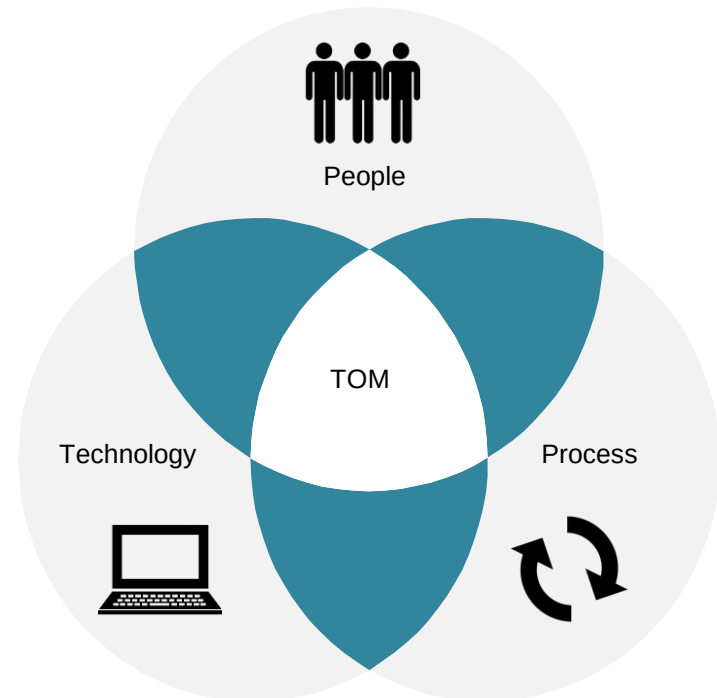
Third Party DMAs and Market Aggregators



Developer Relationships



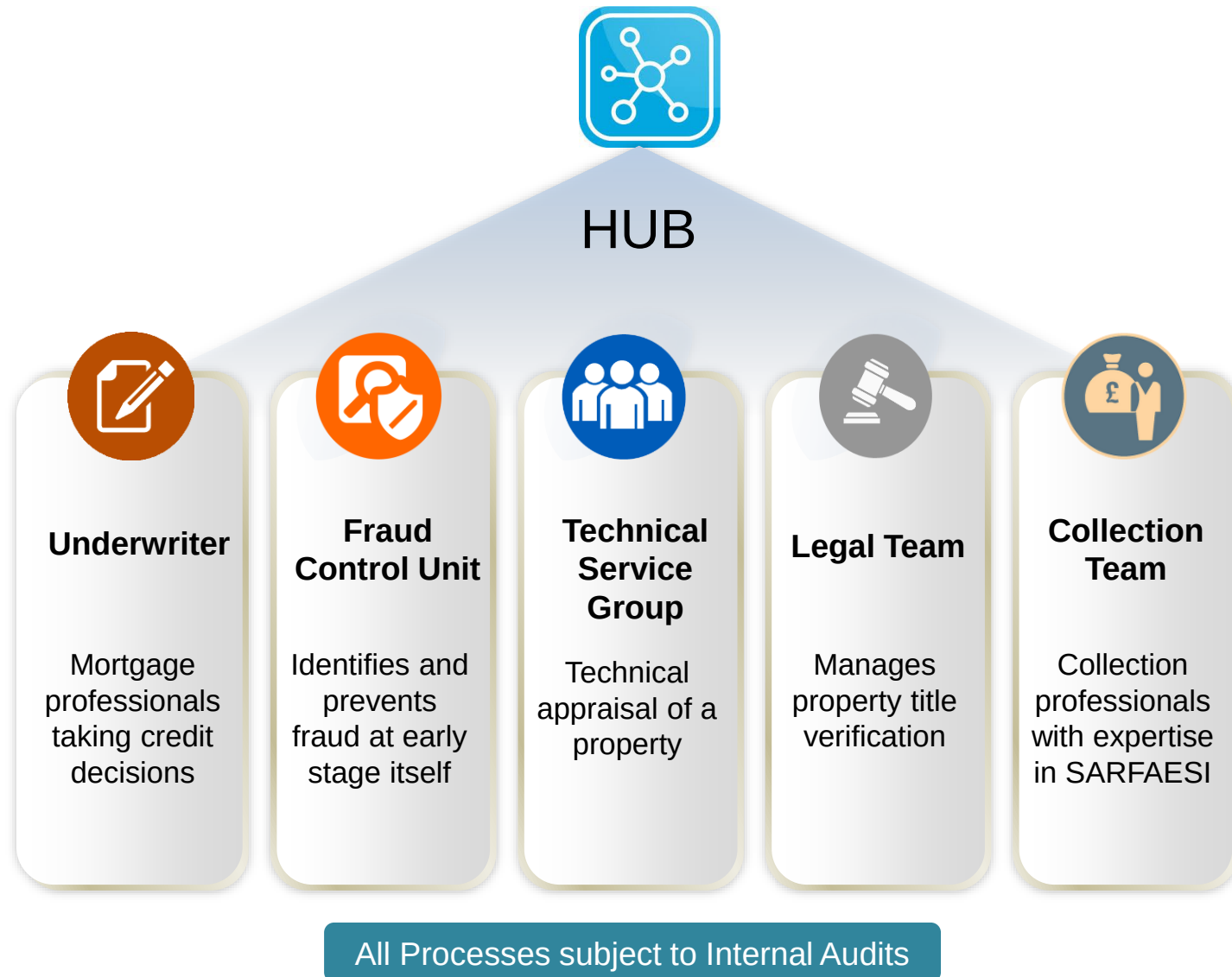
Target Operating Model (TOM)



Focus on productivity, efficiency and quality

Supported by End-to-End Technology

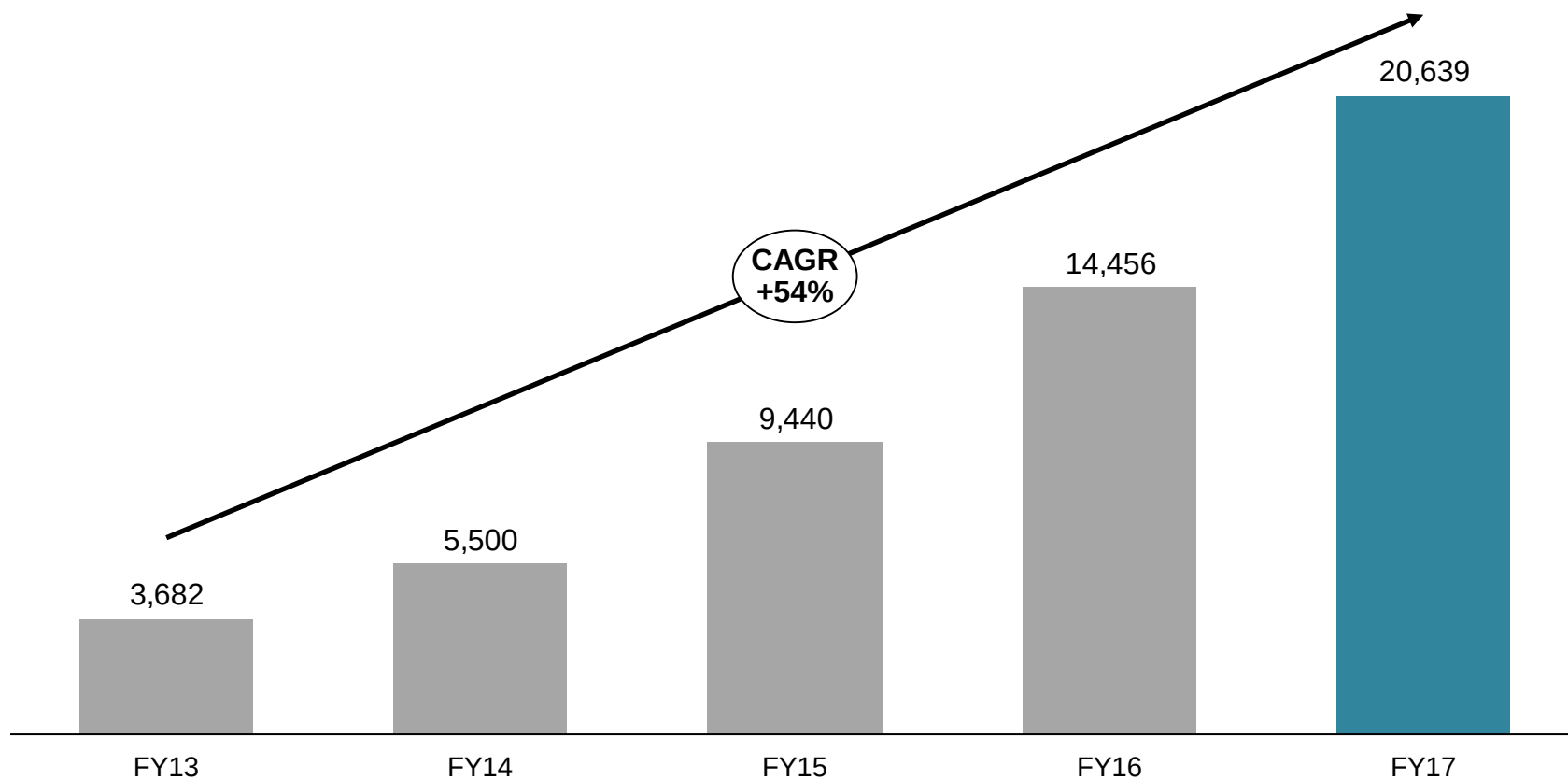
...and strong Credit Underwriting Processes and Control



...leading to Disbursement...



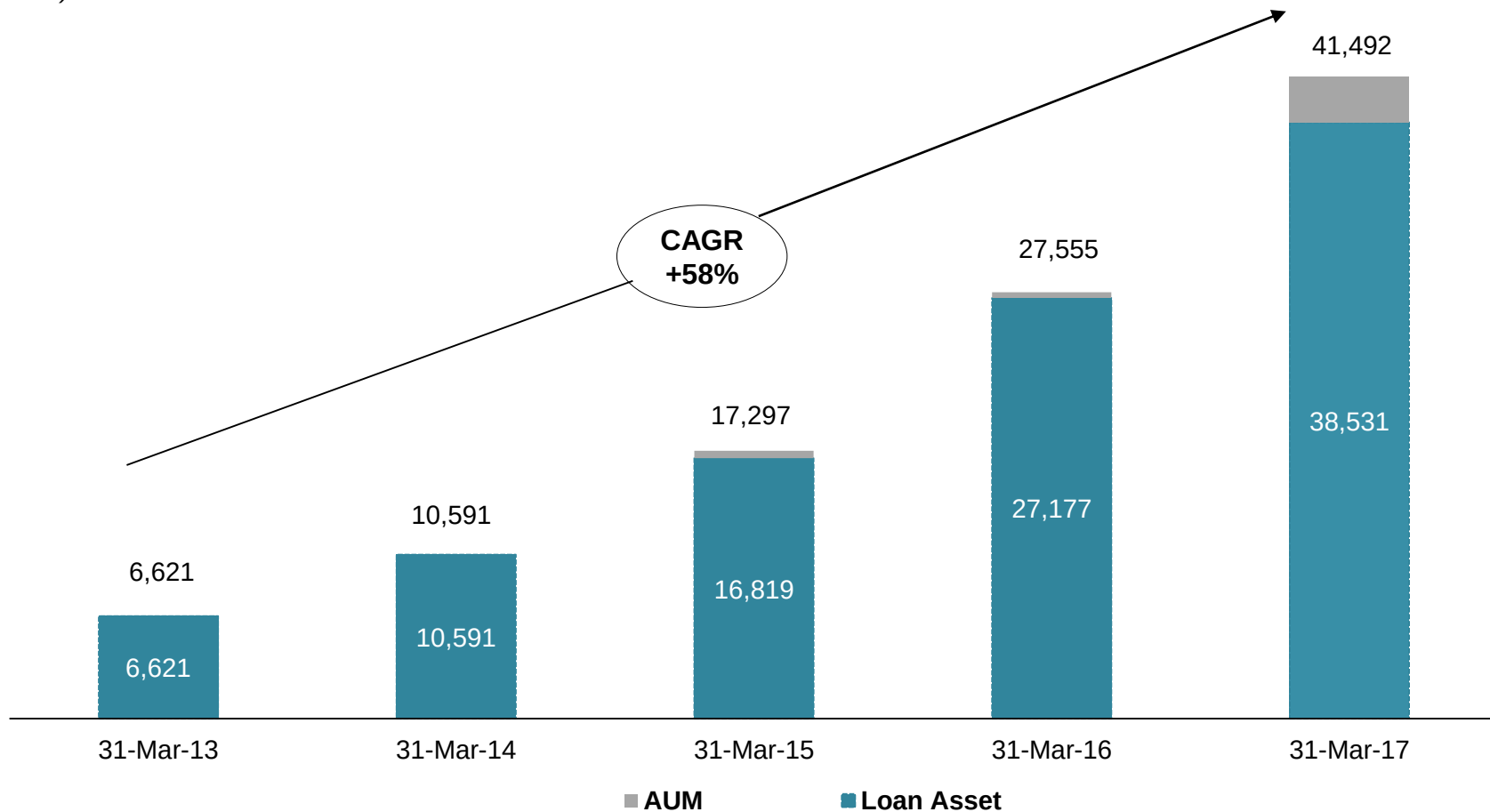
(INR Crore)



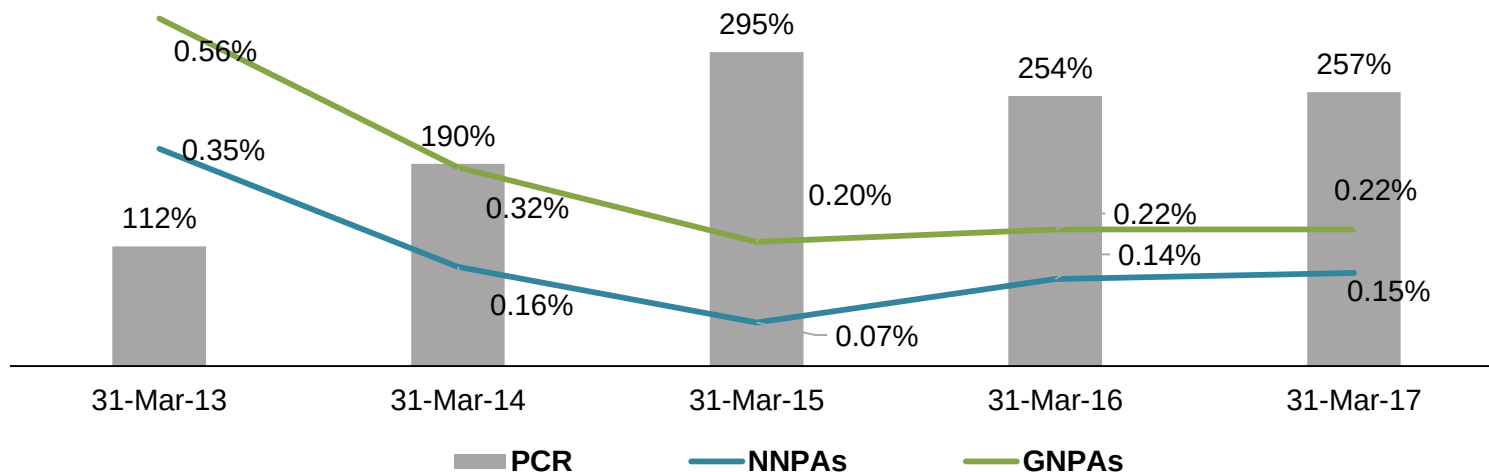
...and Asset growth...



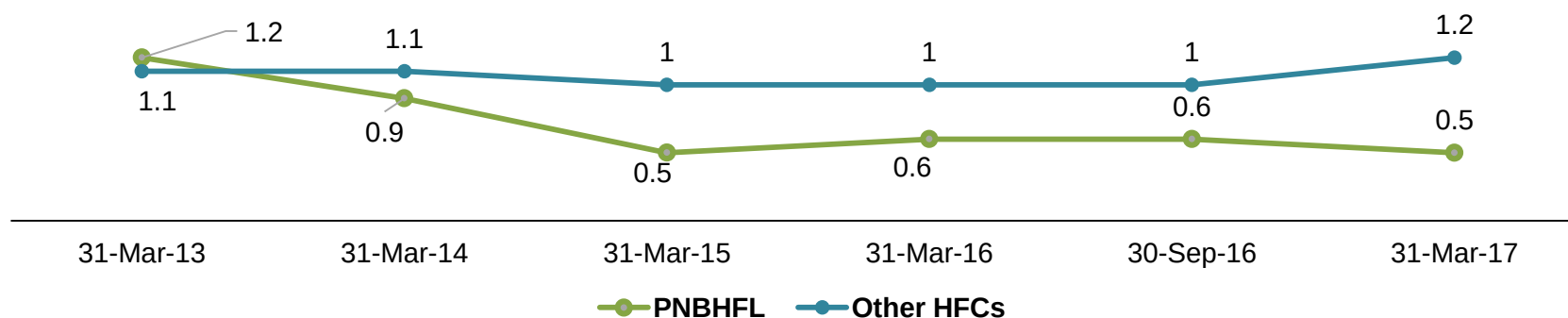
(INR Crore)



...with Lower NPAs...



2 years Lagged NPA*



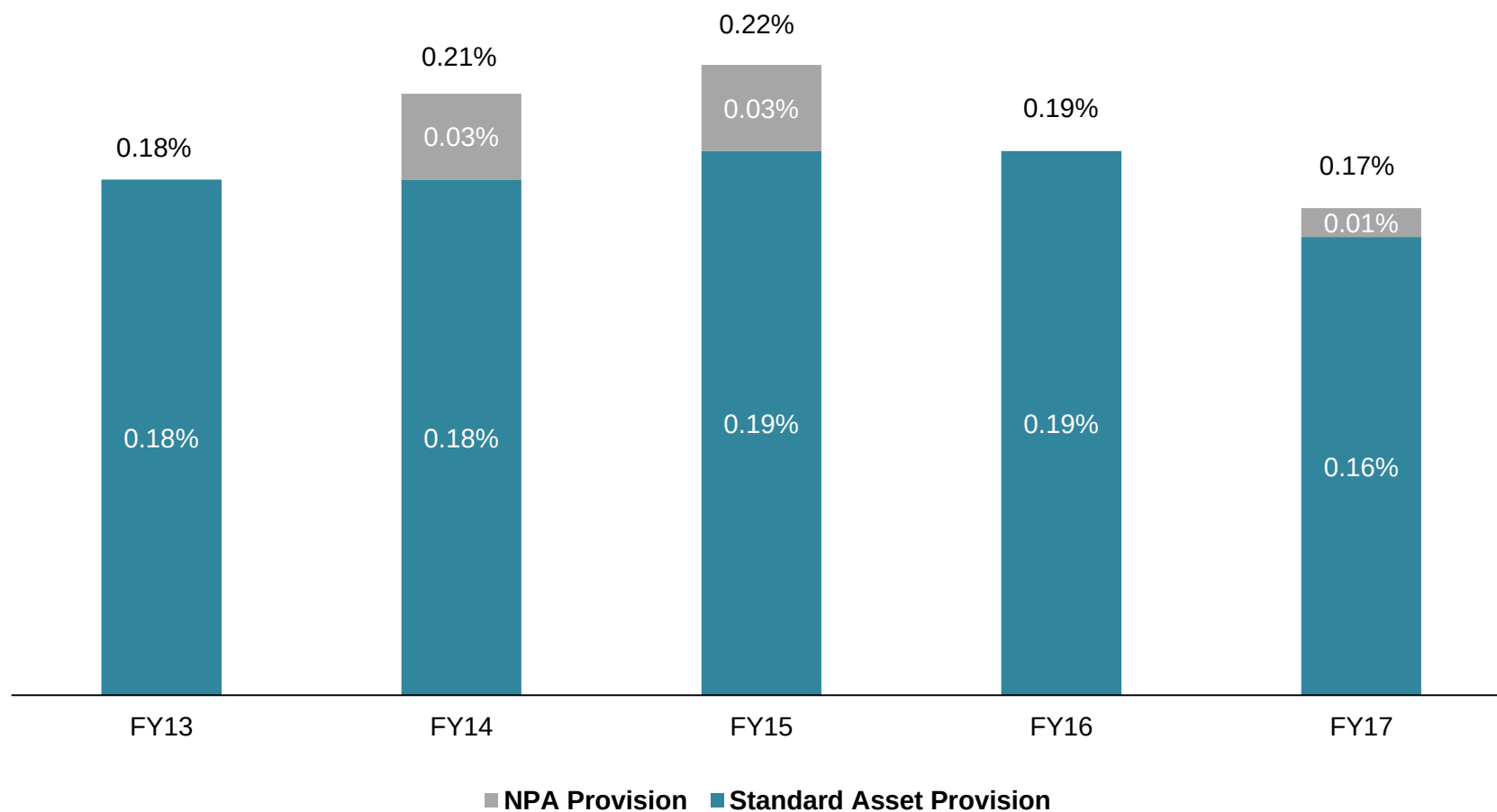
Provision Coverage Ratio is calculated as Total Provisions for NPA & Standard Asset as % of GNPA
 2 years Lagged NPA is calculated as Gross NPA as on 'T' divided by Loan Assets as on 'T-2'

*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



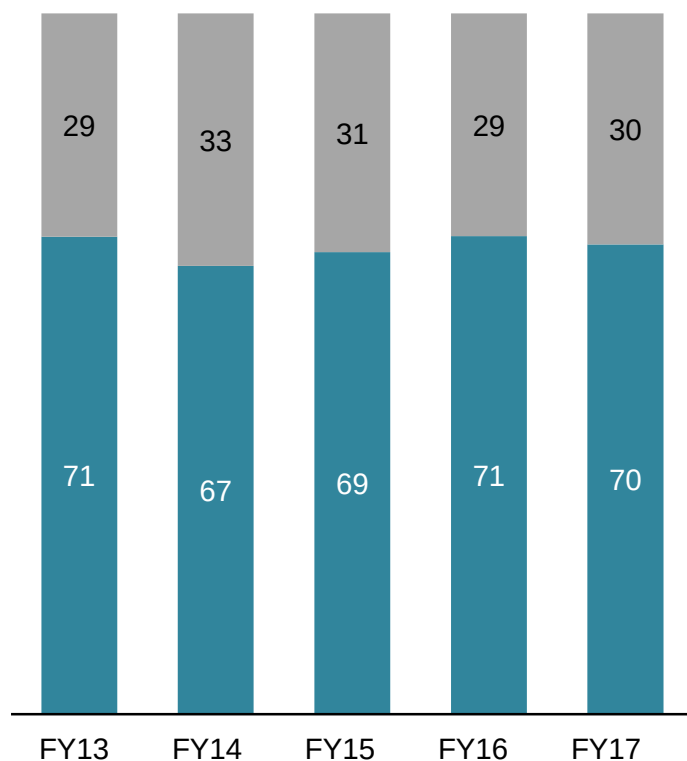
Sustainable Portfolio Mix



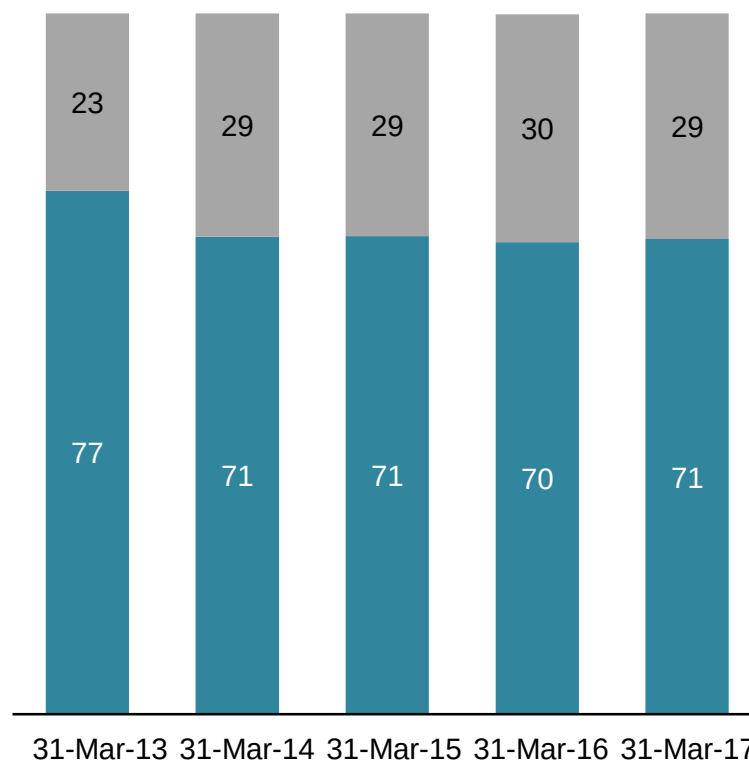
Sustainable Portfolio Mix



Share of Housing Loans
(% of Annual Disbursements)



Wide Product Offering
(% of Loan Assets)



■ Non-Housing ■ Housing

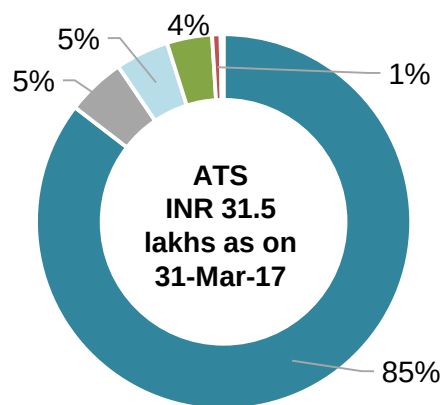
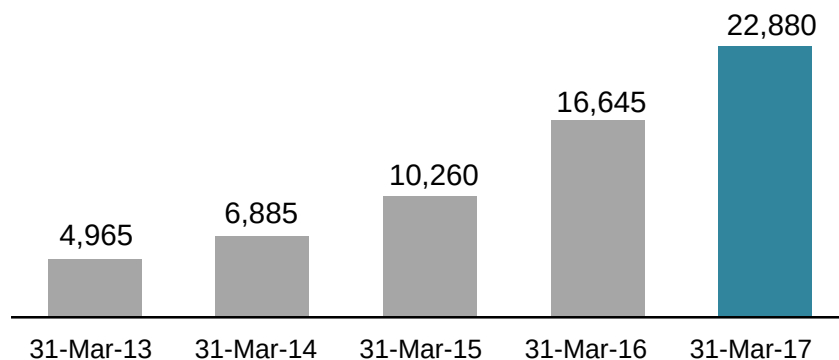
Housing Loan Assets Distribution



Housing Loan – 70.7% ⁽¹⁾

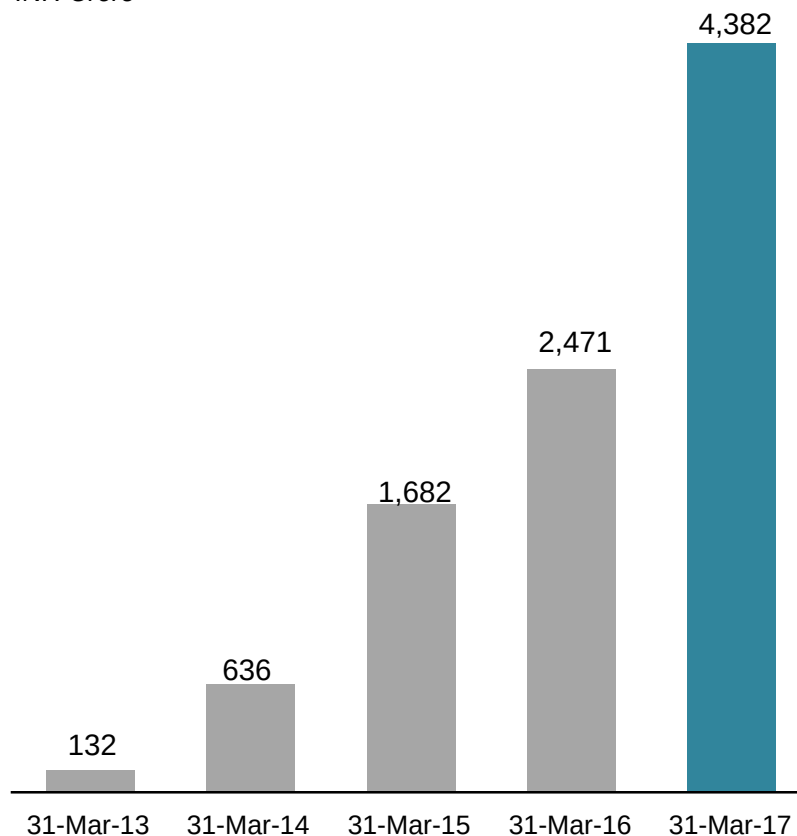
Individual Housing Loan ⁽¹⁾ – 59.4%

INR Crore



Construction Finance Loans ⁽¹⁾ – 11.4%

INR Crore



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

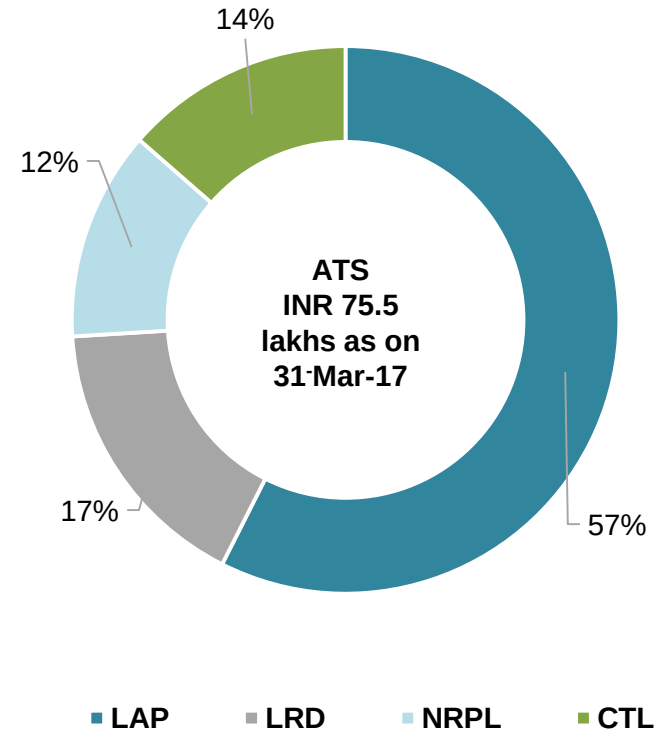
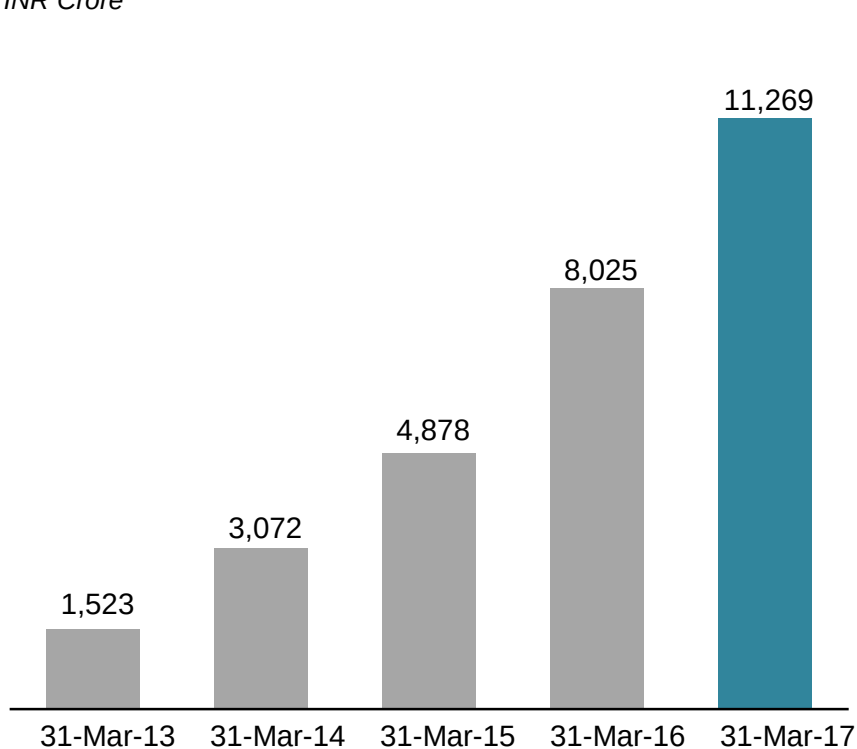
ATS: Average Ticket Size

Non- Housing Loan Assets Distribution



Non-Housing Loan⁽¹⁾ - 29.2%

INR Crore



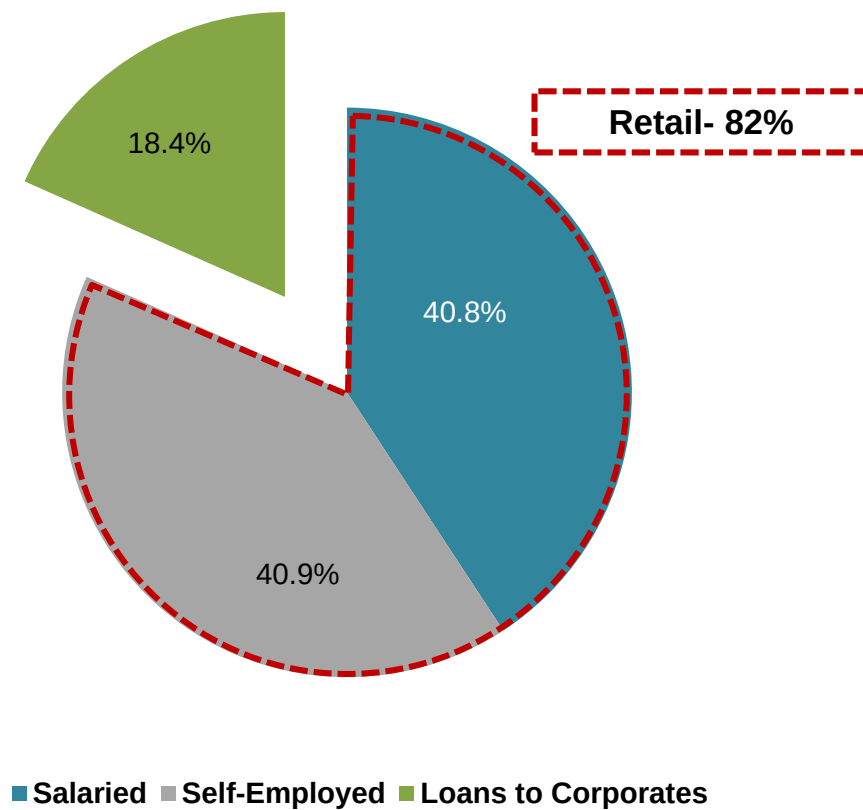
1. As a % of loan assets on 31-Mar-17

ATS: Average Ticket Size

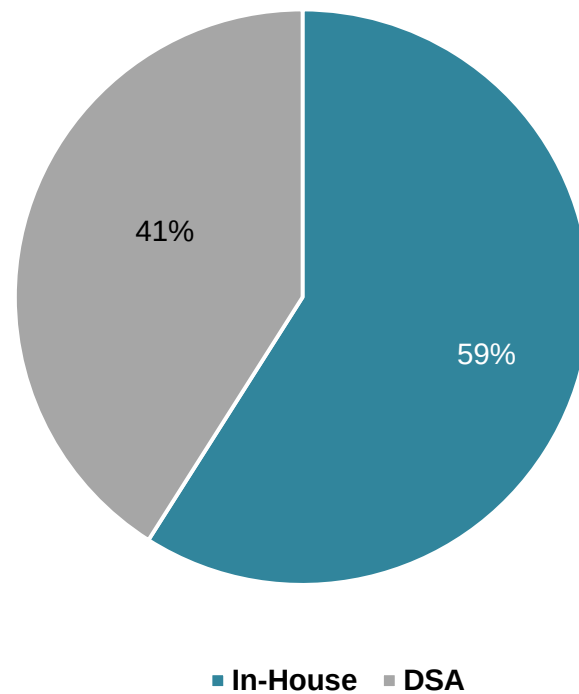


Customer Segment & Origination

Loan Book Composition (%)



Disbursement Origination (%)



Data as on 31-Mar-17



Operational and Financial Performance

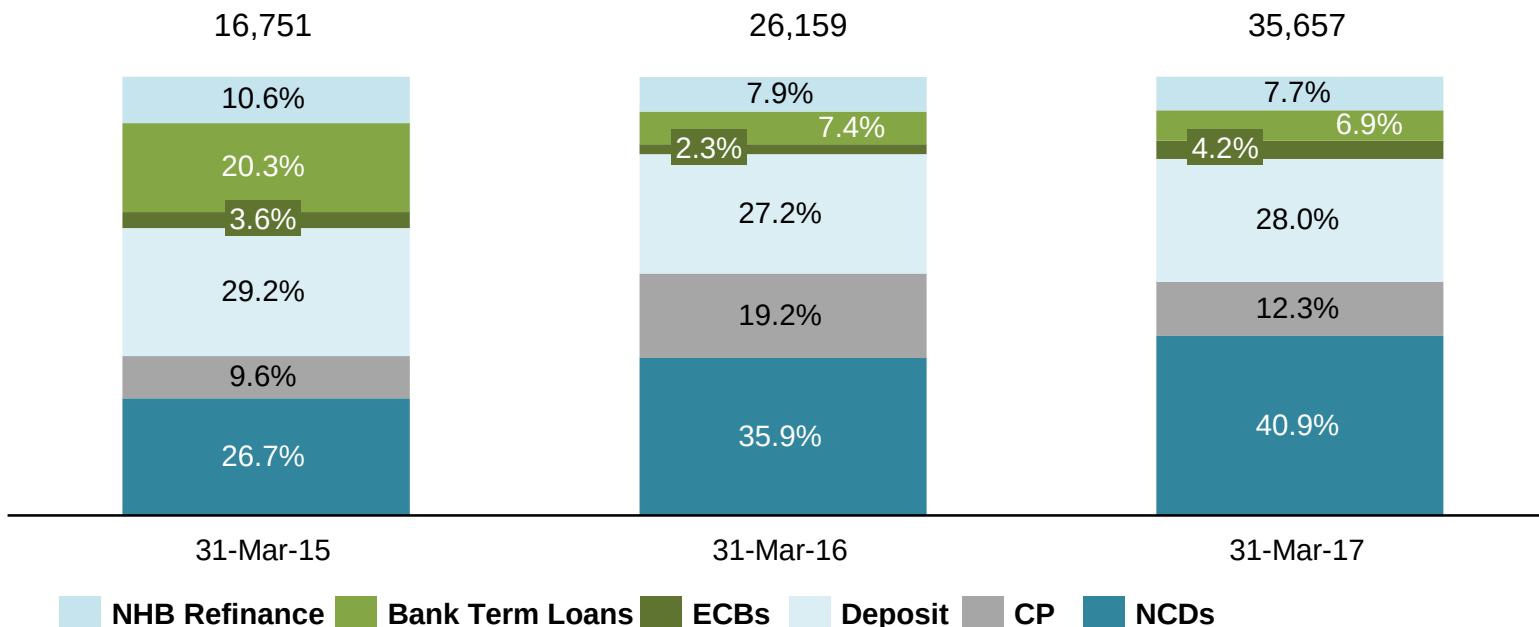


Well Diversified Borrowing Profile



Access to a Diverse Base of Funding...

Total Borrowing
(INR Crore)



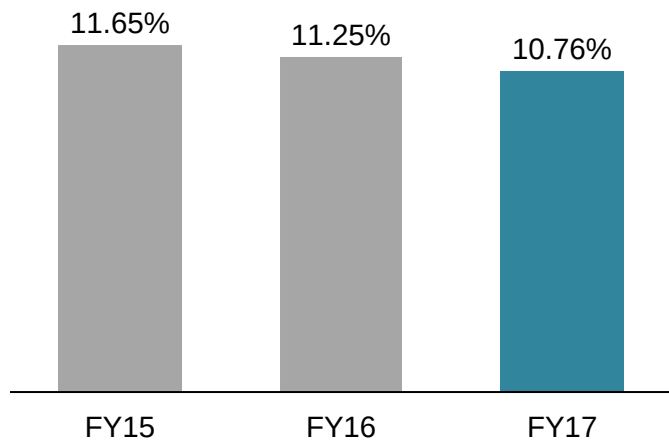
Credit Rating

- 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

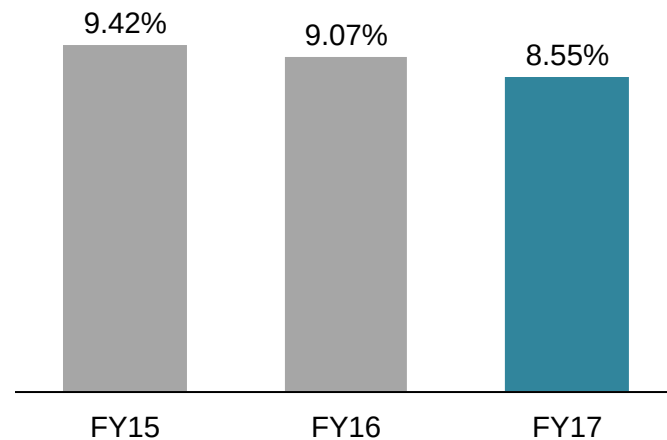
Better Earnings Ability



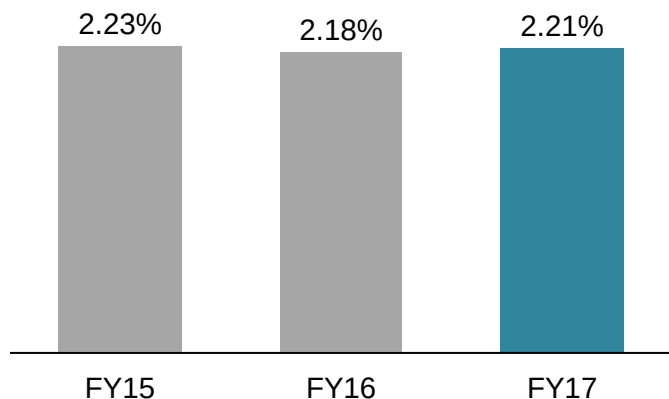
Average Yield (%)



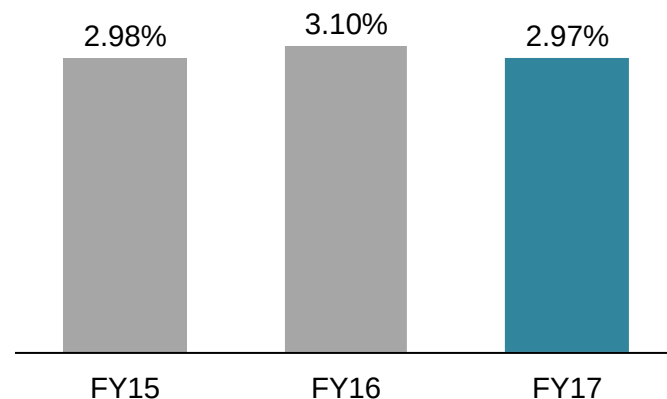
Average Cost of Borrowings (%)



Spread (%)



NIM (%)

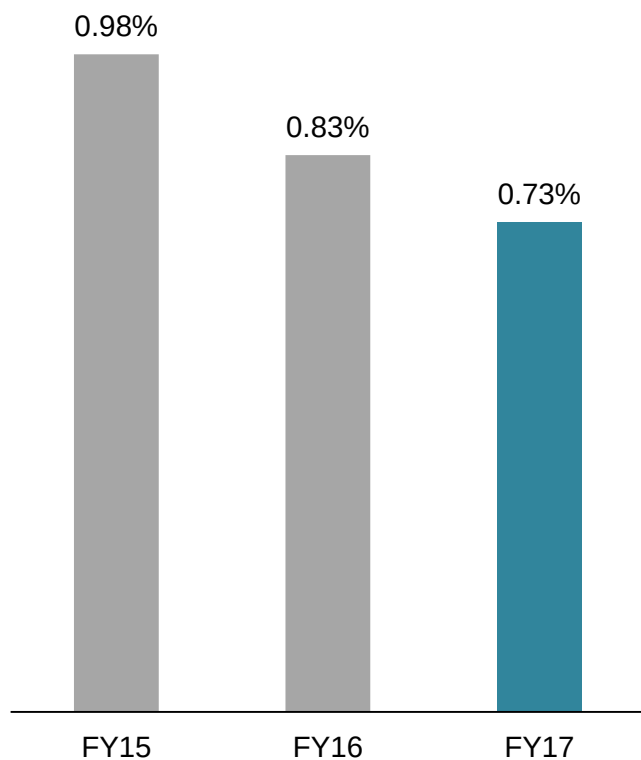


Ratios are calculated on Monthly Average

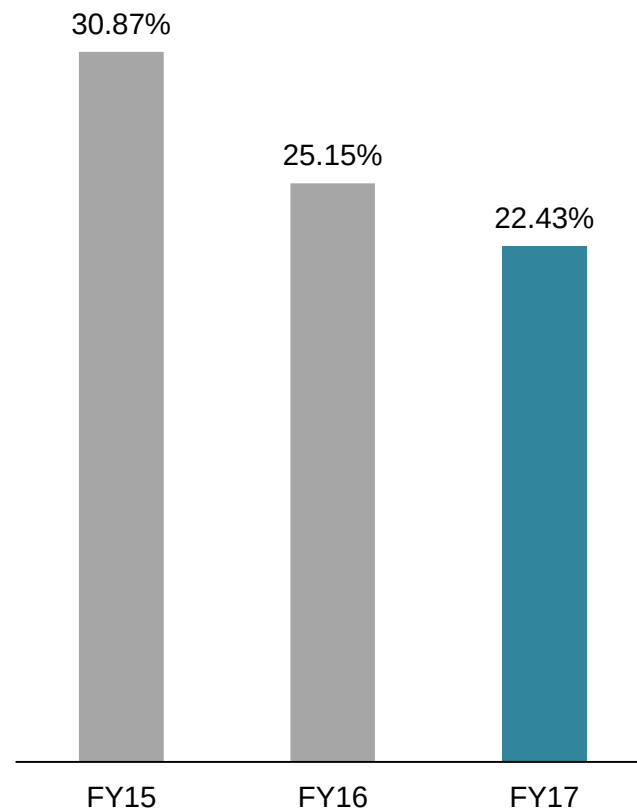
Operating Leverage playing out



Opex to ATA Ratio (%)



Cost-Income Ratio (%)

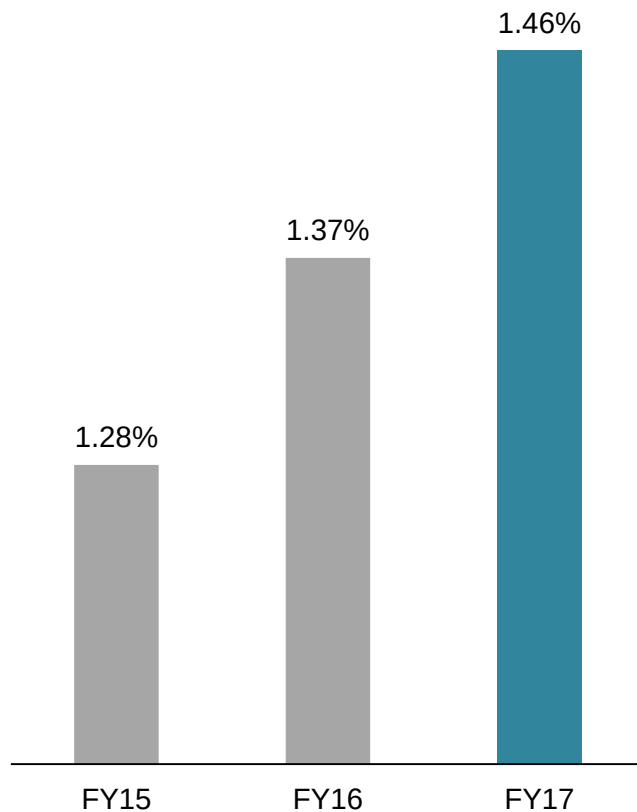


Ratios are calculated on Monthly Average
Opex to ATA is calculated as Operating Expenditure/Average Total Assets as per Balance sheet

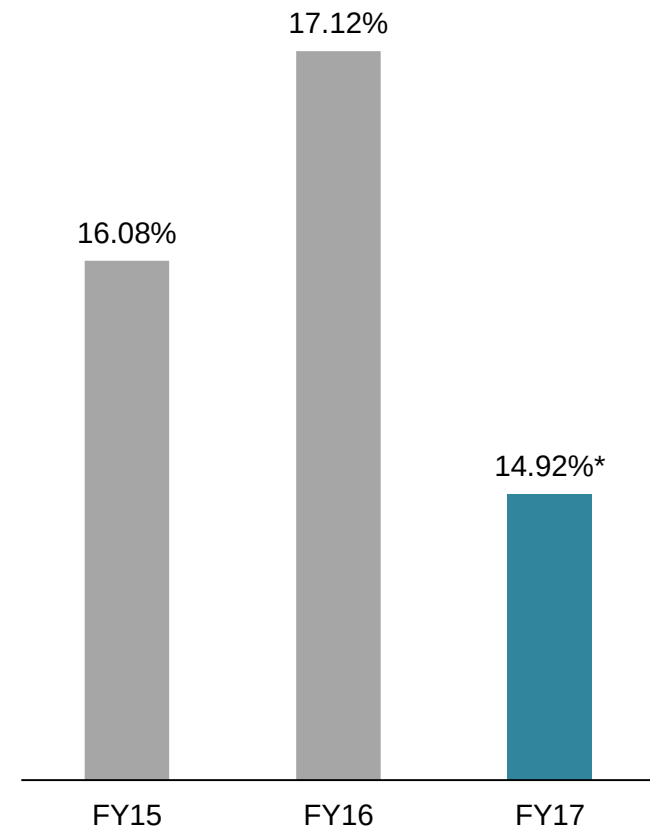
Return Efficiencies



ROA (%)



ROE (%)



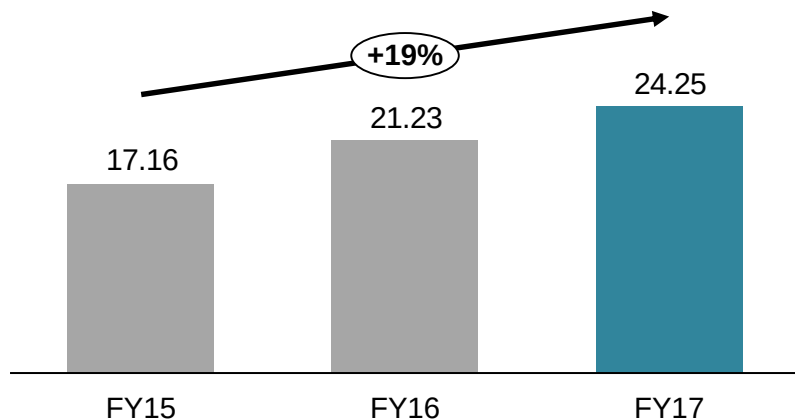
Ratios are calculated on Monthly Average
Return on Asset is on Average Total Assets as per Balance sheet

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

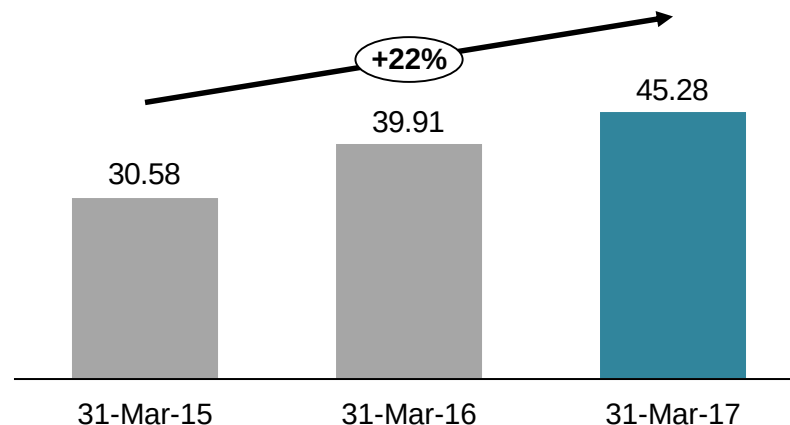
Employee Efficiency



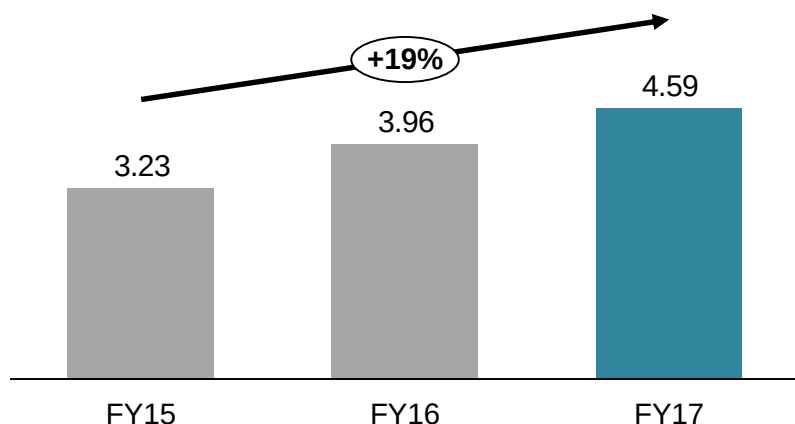
Disbursement / Employee (INR Crore / Employee)



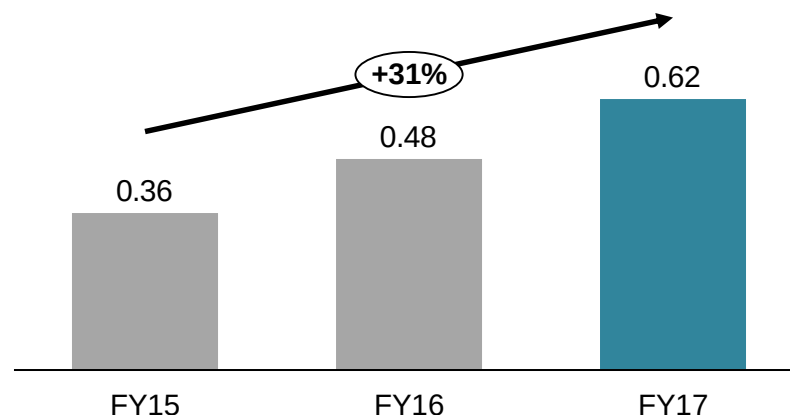
Loans Outstanding / Employee (INR Crore / Employee)



Total Revenue / Employee (INR Crore / Employee)



Profitability / Employee (INR Crore / Employee)



Calculated on Average employee for the Year



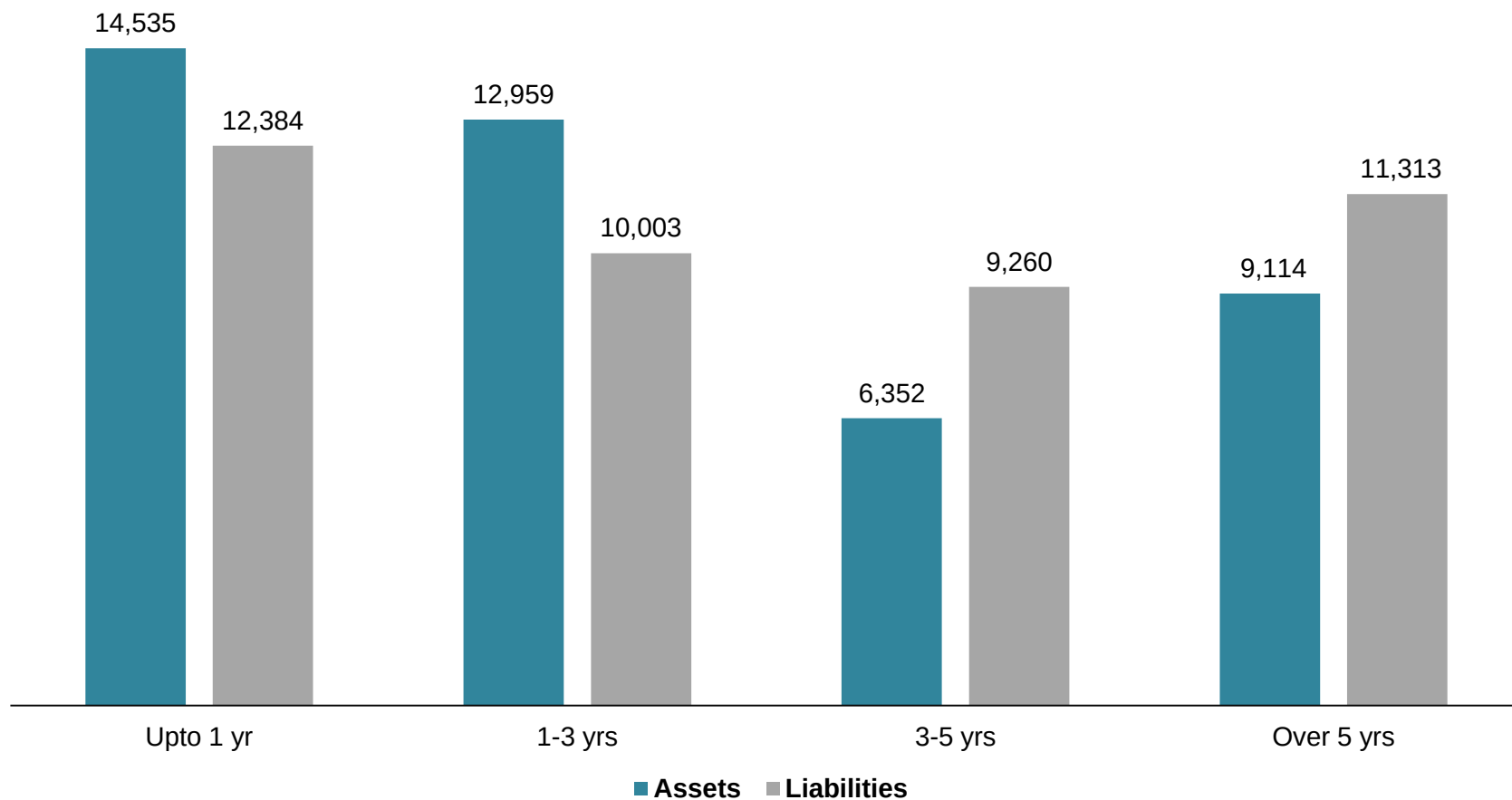
Maintaining Prudence...



...with balanced Asset Liability management...



(INR Crore)

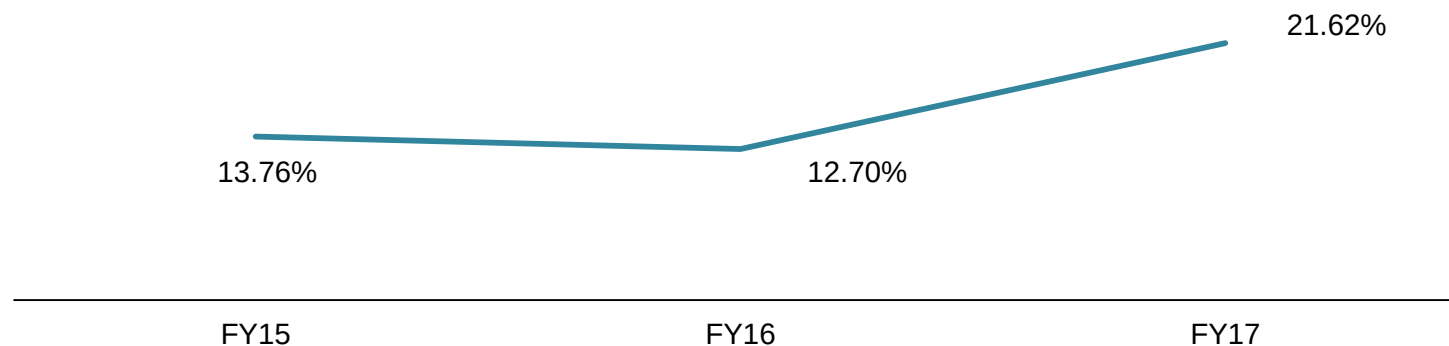


Data as on 31-March-17

...and adequate Capital & Comfortable Gearing



Capital to Risk Asset Ratio (%)



Average Gearing Ratio (x)



Ratios are calculated on Monthly Average



Valuation and Shareholding



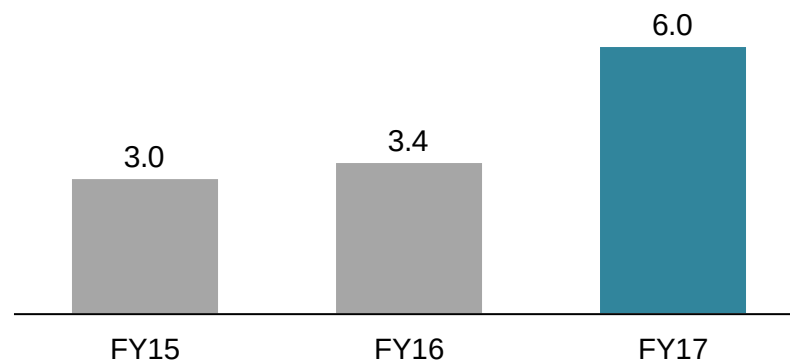
Return to Shareholders



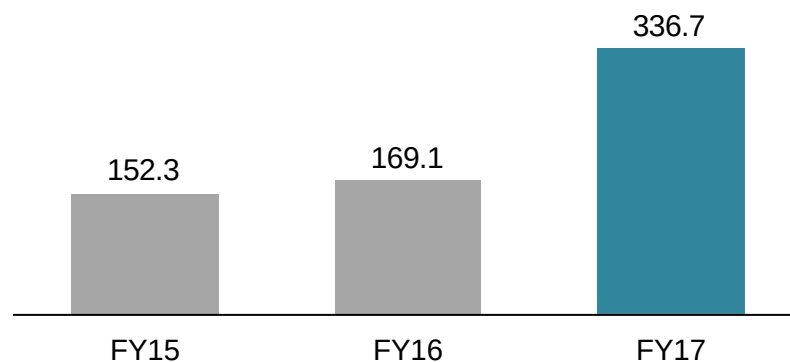
EPS (INR)



DPS (INR)



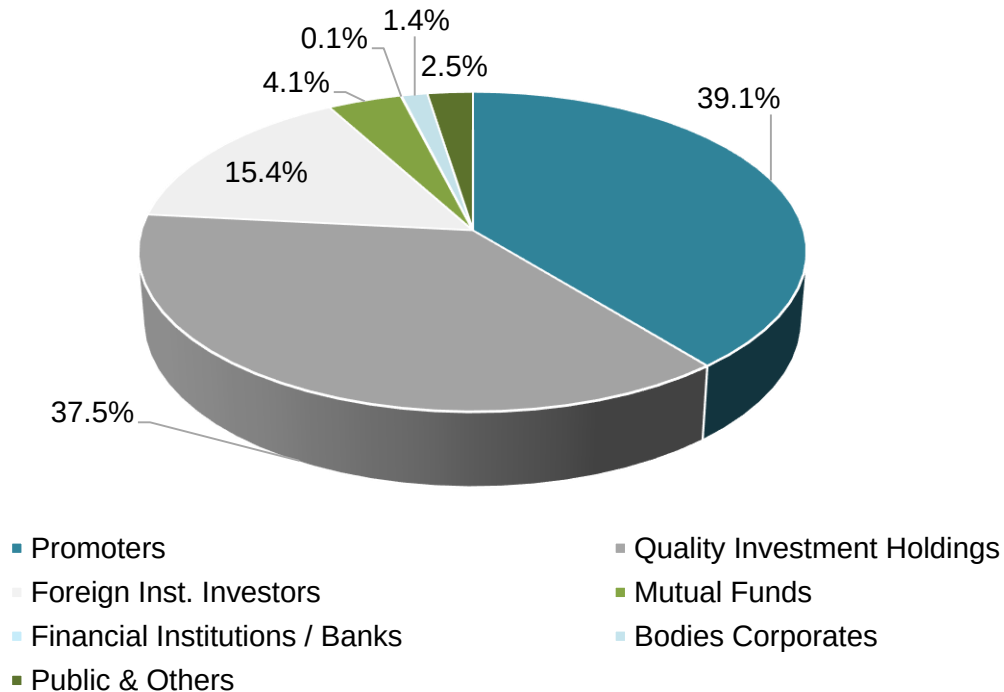
BVPS (INR)



Shareholding



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'



Recognized for Contribution in Promoting Green Buildings' Initiative'



Awarded for 'Excellence in Financial Services'



'Best Adversity Management Stories of Asia Study 2016'

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



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





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



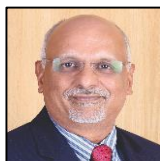
Ashwani Kumar Gupta
Independent Director

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



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⁽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
ATS	Average Ticket Size
AUM	Asset Under Management
BVPS	Book-value per Share
C/I	Cost to Income
CAR	Capital Adequacy Ratio
CP	Commercial Paper
CTLs	Corporate Term Loans
DPS	Dividend per Share
DSA	Direct Selling Agents
ECBs	External Commercial Borrowings
EPS	Earning per Share
GNPA	Gross Non-Performing Asset

HFCs	Housing Finance Companies
LAP	Loan against Property
LRD	Lease Rental Discounting
NCDs	Non-Convertible Debentures
NII	Net Interest Income
NIM	Net Interest Margin
NNPA	Net Non-Performing Asset
NPA	Non-Performing Asset
NRPLs	Non-Residential Premises Loans
PAT	Profit After Tax
PCR	Provision Coverage Ratio
ROA	Return on Asset
ROE	Return on Equity



Thank You

Company:

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