

September 27, 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: Investor Day

Pursuant to the Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements), Regulations 2015, we would like to inform that the Company is organizing an Investor Day on September 28, 2017.

A copy of presentation is attached and is also available on the Company website at <https://www.pnbhousing.com/investor-relations/investor-presentation/>.

This is for your information and records.

Thanking You,

For PNB Housing Finance Limited



Sanjay Jain
Company Secretary & Head Compliance

Investor Day Presentation

28th September 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.

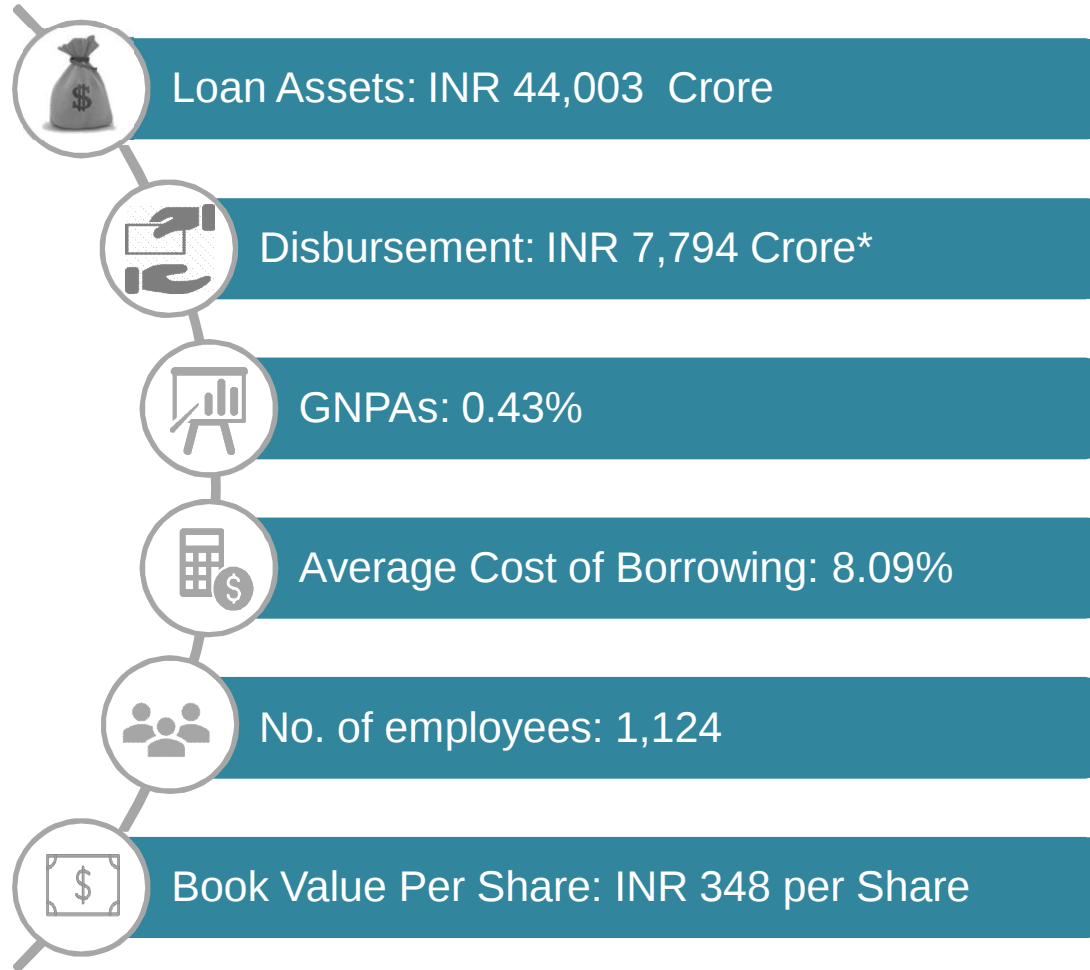
Certain matters discussed in this Presentation may contain statements regarding the Company's market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known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



Ghar Ki Baat

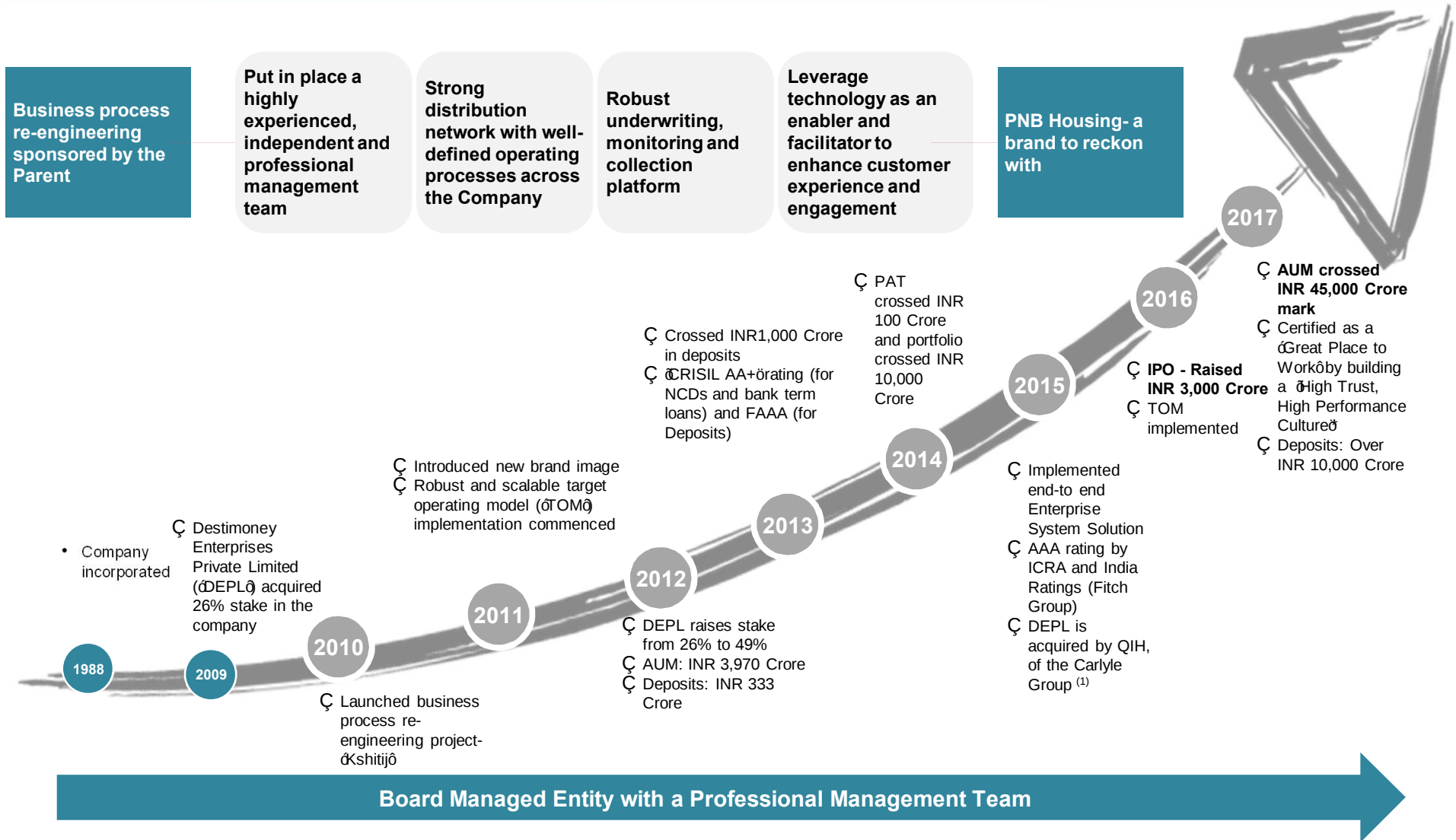
Overview



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



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

*Source: Great Place to Work Institute (GPTW)

About HFC Sector

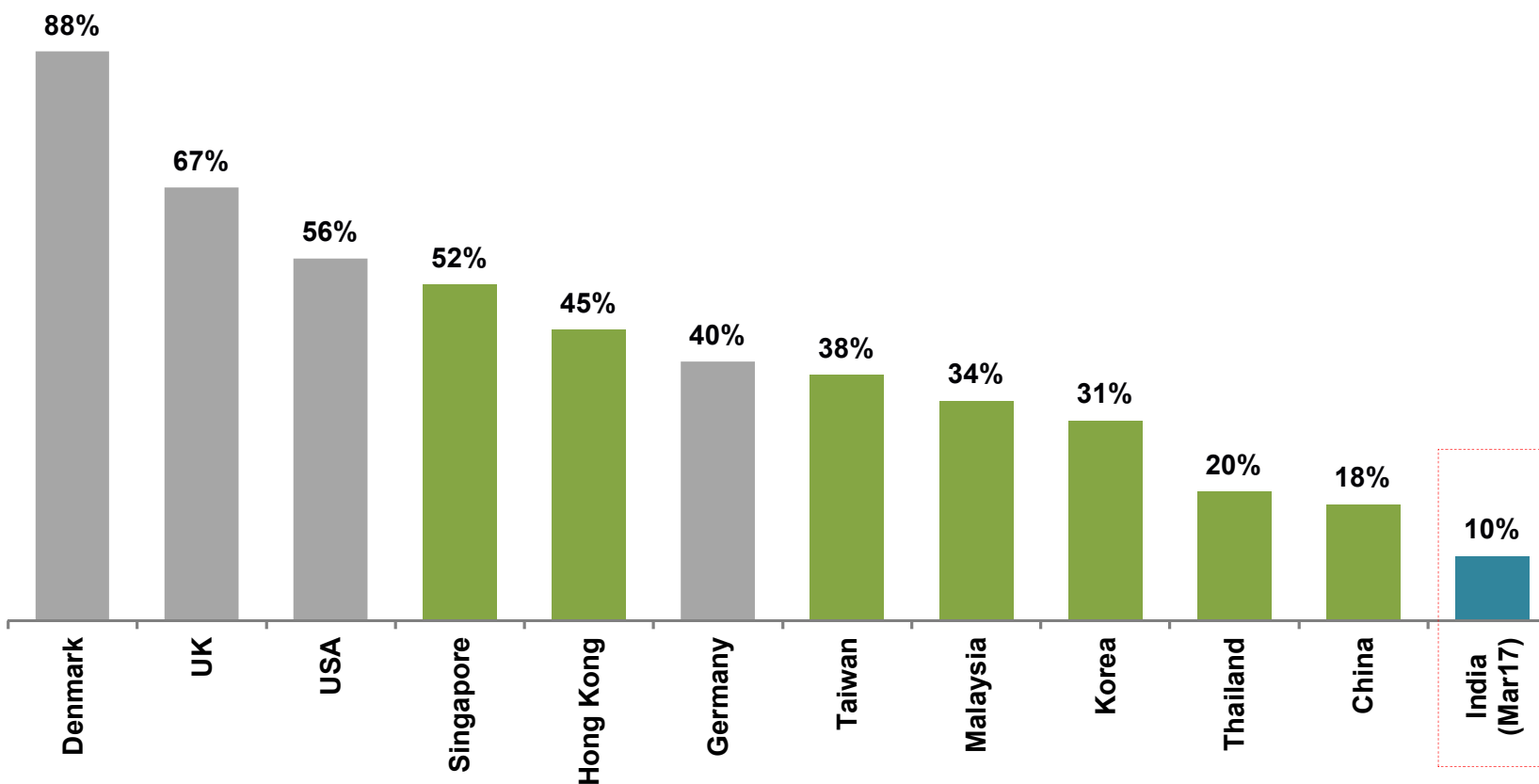


Ghar Ki Baat

India's Mortgage Market Overview

Indian Mortgage Market is Significantly Under-penetrated

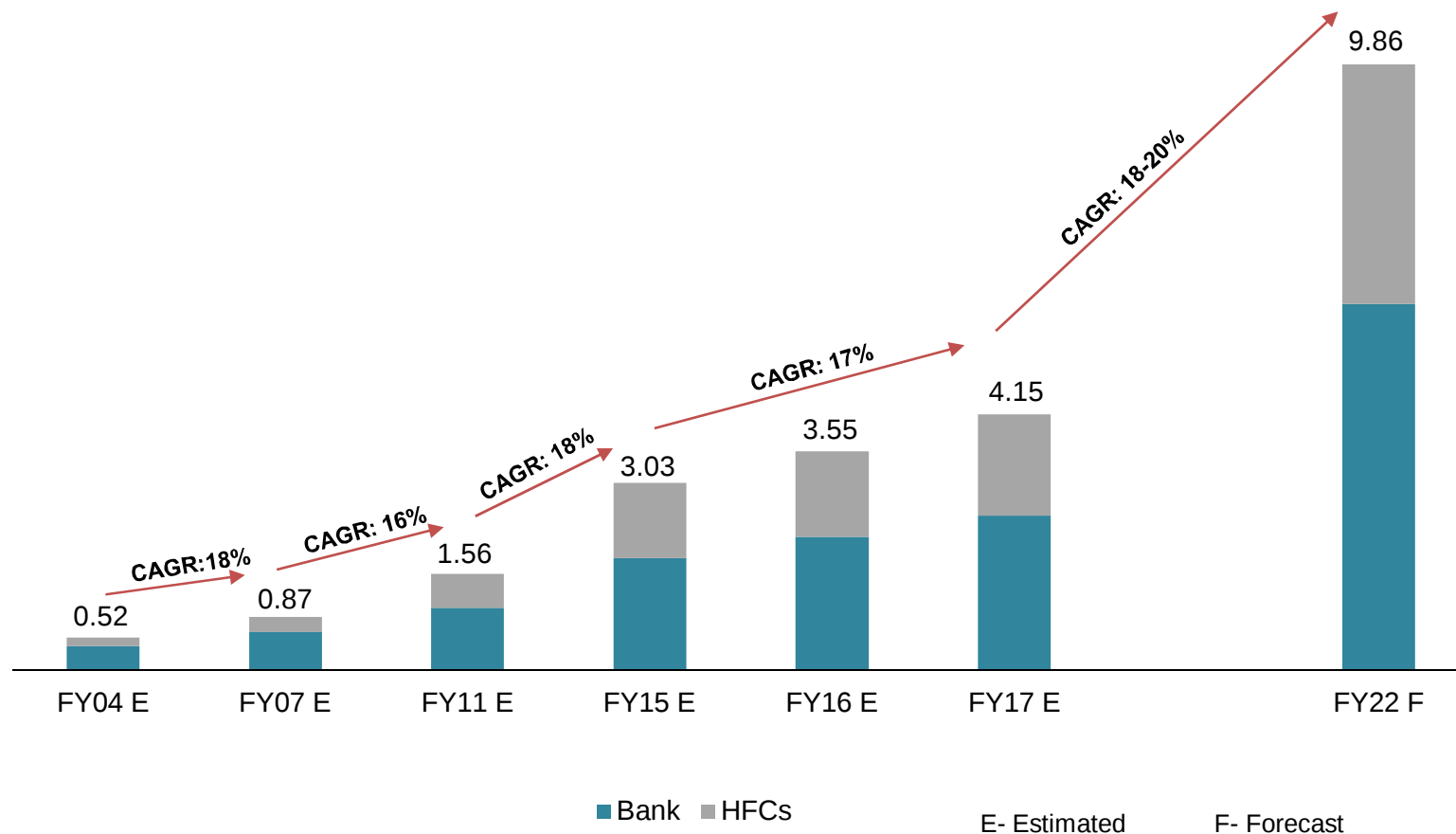
Mortgage to GDP Ratio for CY2015 (%)



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)

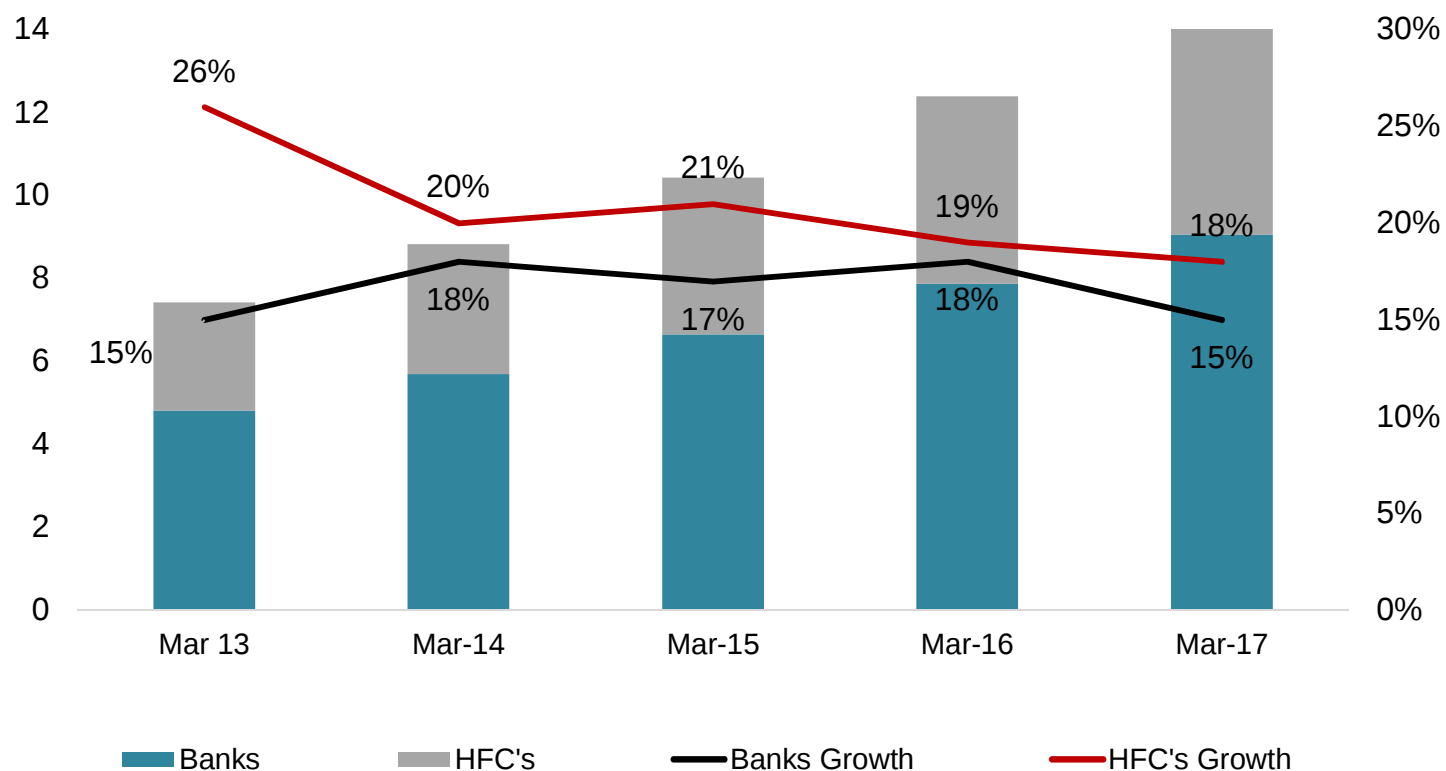


Source: CRISIL Research

HFCs Outpacing Traditional Channels

Increasing HFCs Share in a Steadily Expanding Home Loan Portfolio

(INR Lakh Crore)



Source: ICRA Industry Update for Mar-17

Sustainable Growth of HFCs

Key HFC Metrics (Mar-17)

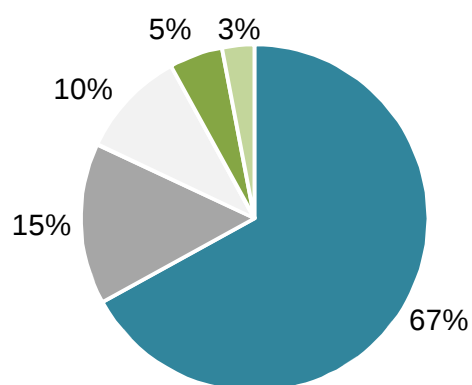
Total No. of HFCs: 85

Deposit taking HFCs: 18

Total Loan: INR 7.7 Lakh Crore

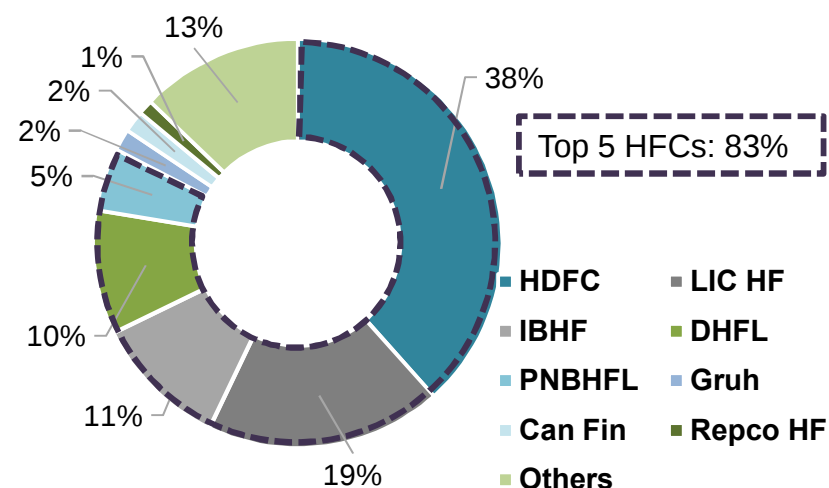
5 Years CAGR: 20.82%

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

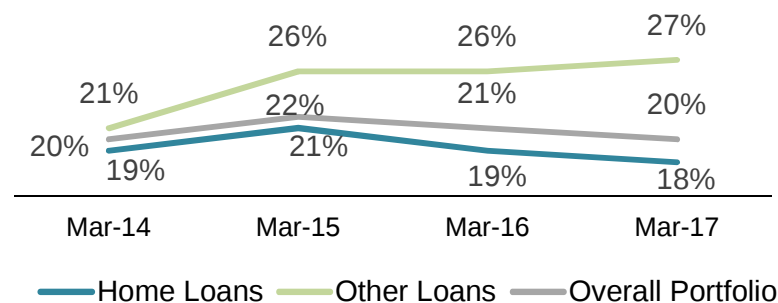


■ Home Loan ■ LAP ■ Construction Finance ■ LRD ■ Others

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



Portfolio Growth of HFCs



Source: ICRA Industry Update for Mar- 17

Government Initiatives



Ghar Ki Baat

Government Schemes - PMAY

Changes/inclusion in the scheme effective 1-Jan-17

- ñ Existing scheme renamed as PMAY-CLSS for EWS/LIG
- ñ Maximum tenure changed from 15 to 20 years
- ñ 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

* Applicable on Construction, Improvement, Extension

Government Schemes - RERA

Ç RERA - A Game Changer

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

Customer's Benefit

- Ç Raising the transparency levels
- Ç Likely to restore confidence of buyers and investors in the real-estate sector
- Ç 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

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



Expansion Led Growth...



Ghar Ki Baat

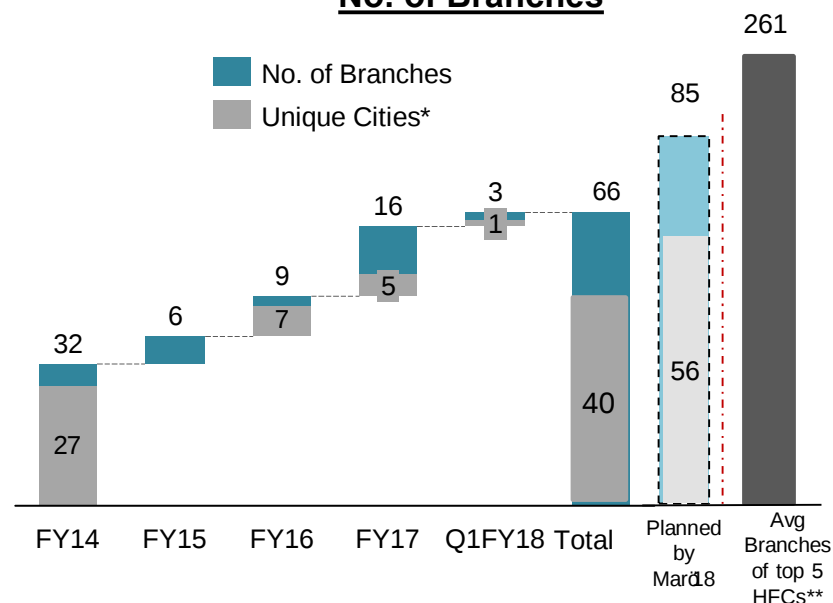
Expanding Footprints

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

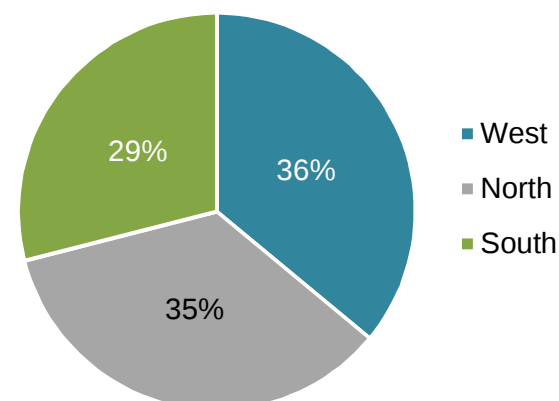
OUR OFFICE NETWORK



No. of Branches



AUM- Geographical Distribution

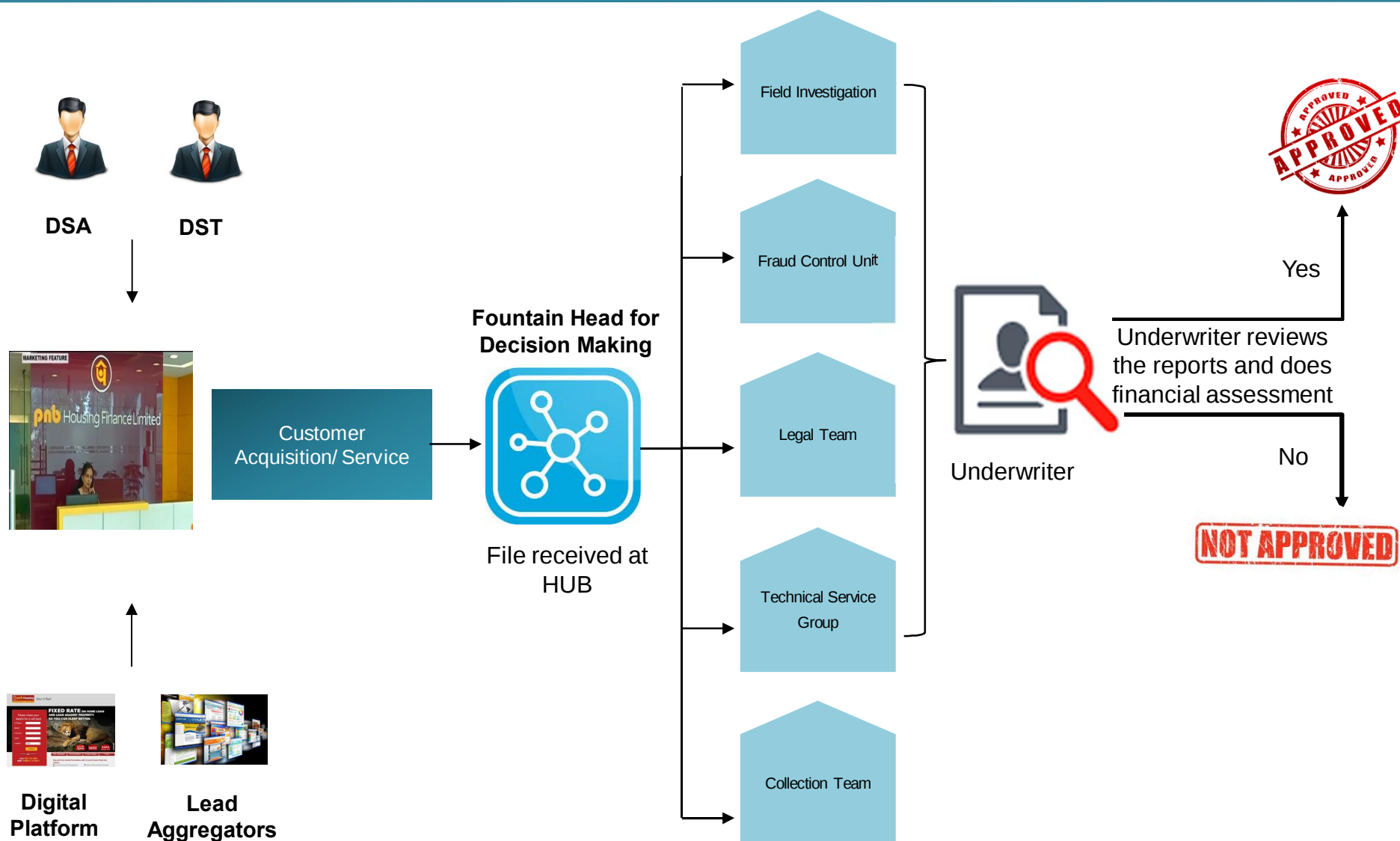


Map not to scale. All data, information and maps are provided as is without warranty or any representation of accuracy, timeliness or completeness.
Data as on 30-Jun-17

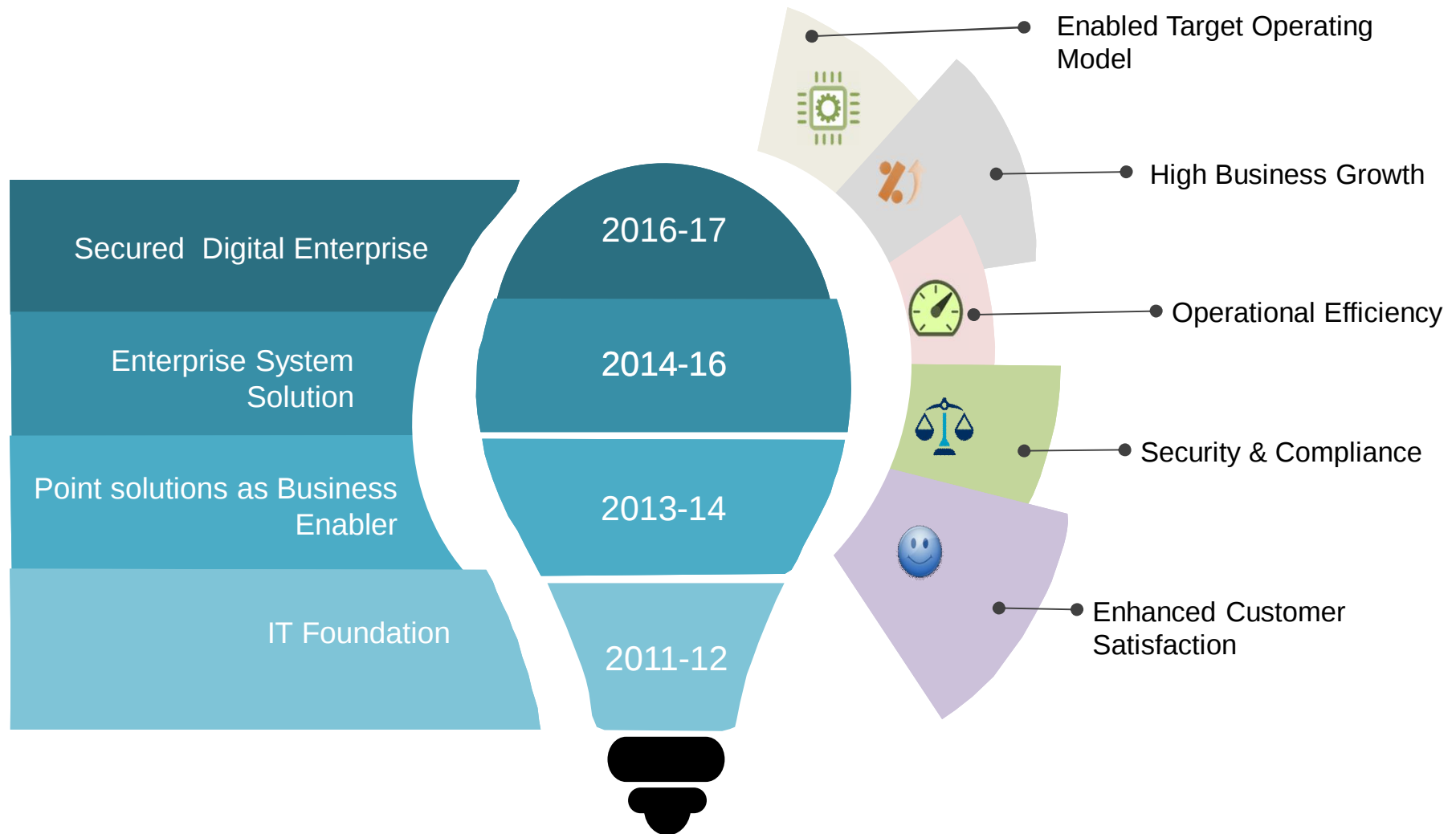
*Unique cities are part of Branches

** Data as on Mar-17 from respective annual reports

ë with Hub and Spoke Target Operating Modelë



Technology



Centralized Operations

- ❖ Centralized operational process
- ❖ Standardization of processes



OPERATIONS



TRANSFORMED

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

ISO
9001:2015
Certified

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



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

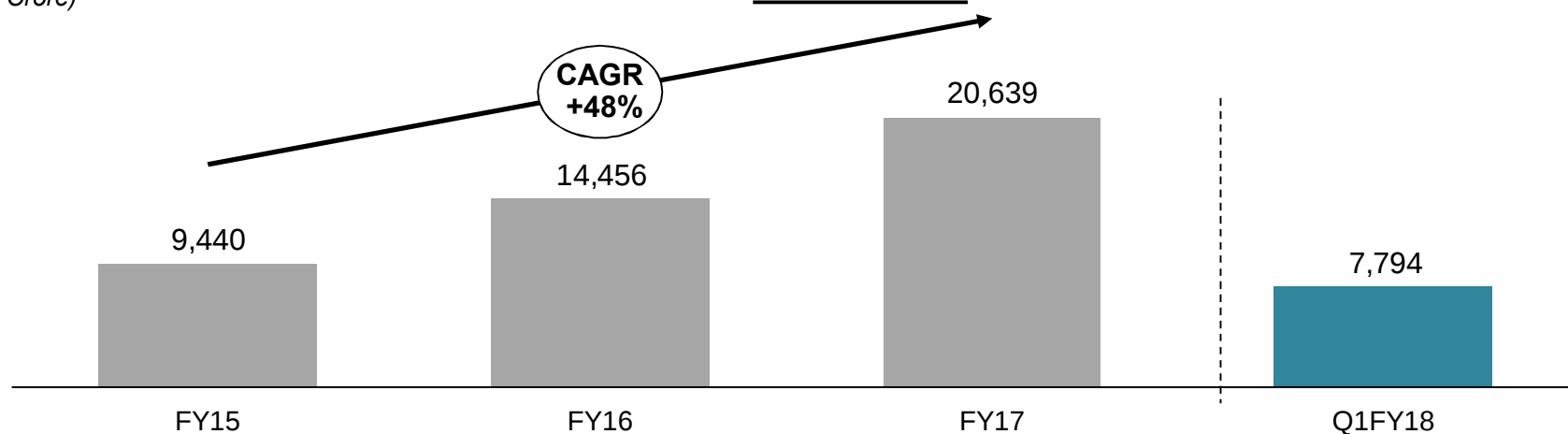


- Ç Central Operations formalized with an objective to implement best practices, standardize processes and provide predictable customer service experience.
- Ç All back end operational activities moved from branches to Central Operations.
- Ç Central Operations secured ISO Certification 9001:2015; a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

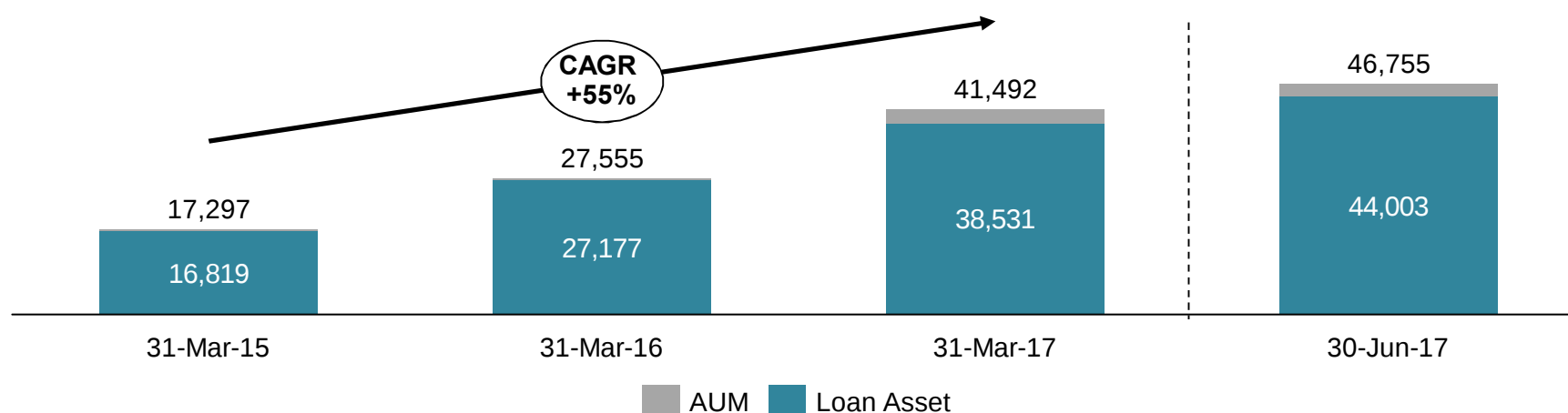
ë Leading to Disbursement and Asset growthë

(INR Crore)

Disbursement



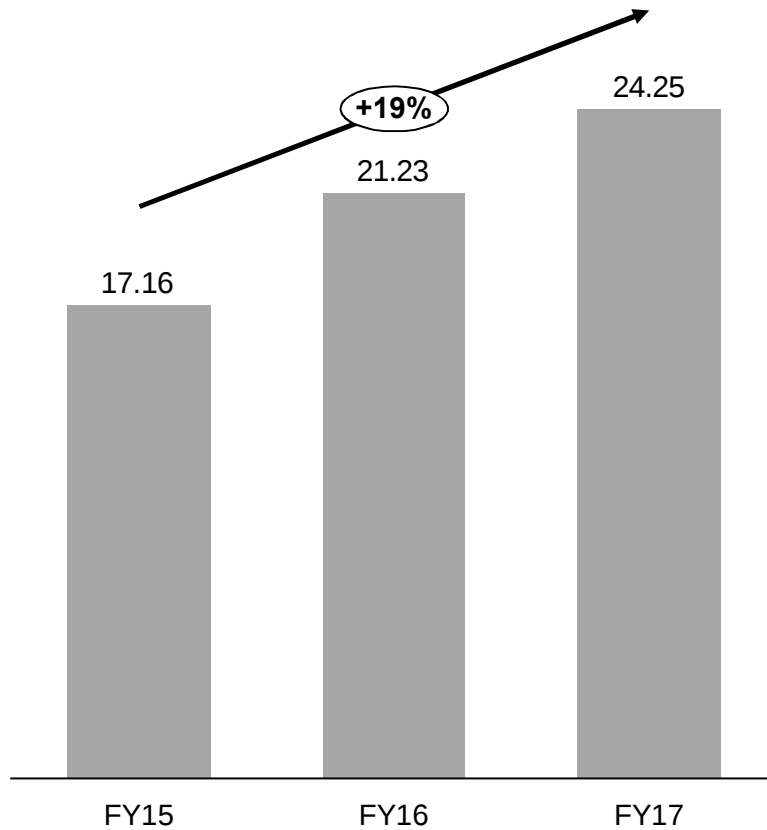
Asset



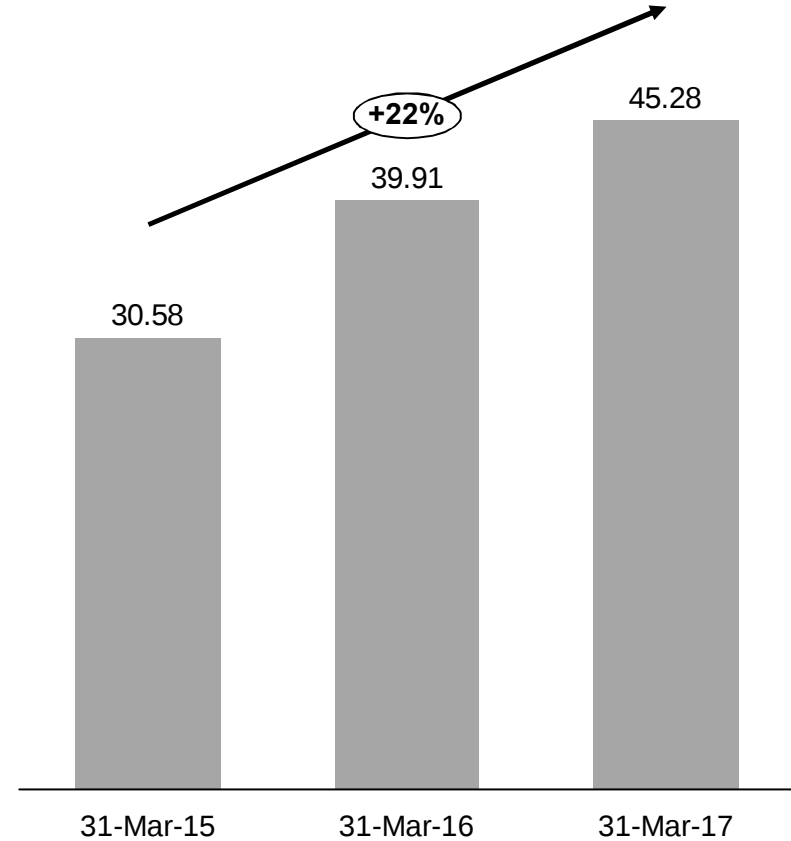
1 Crore = 10 million

Employee Efficiency

Disbursement / Employee (INR Crore / Employee)

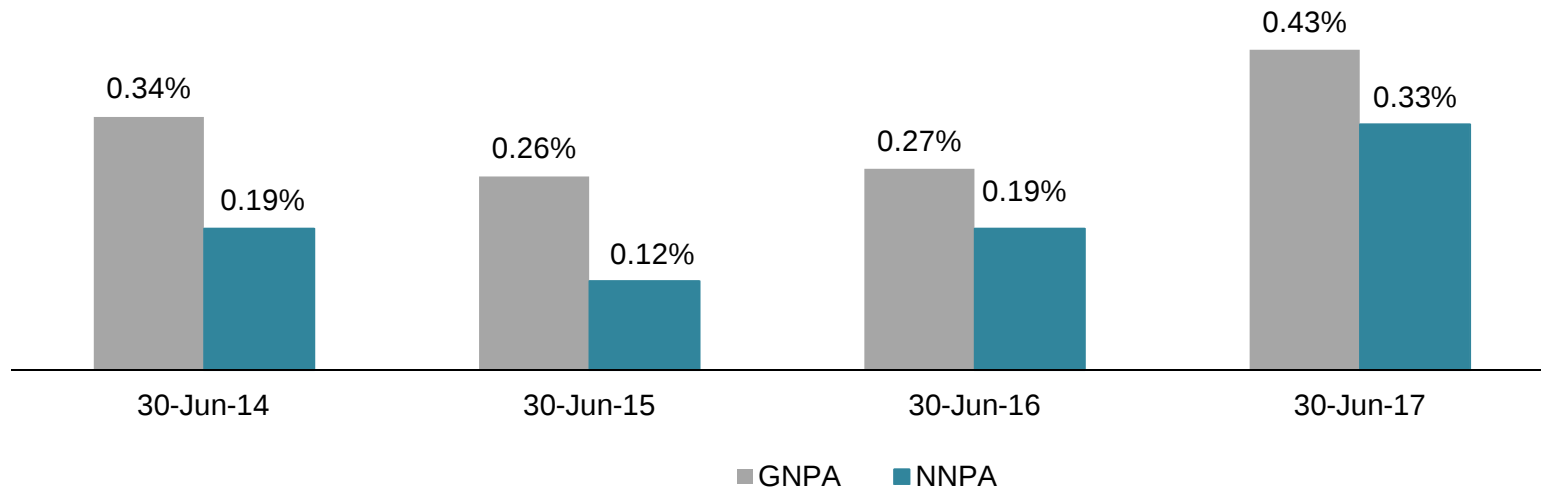


Loans Outstanding / Employee (INR Crore / Employee)

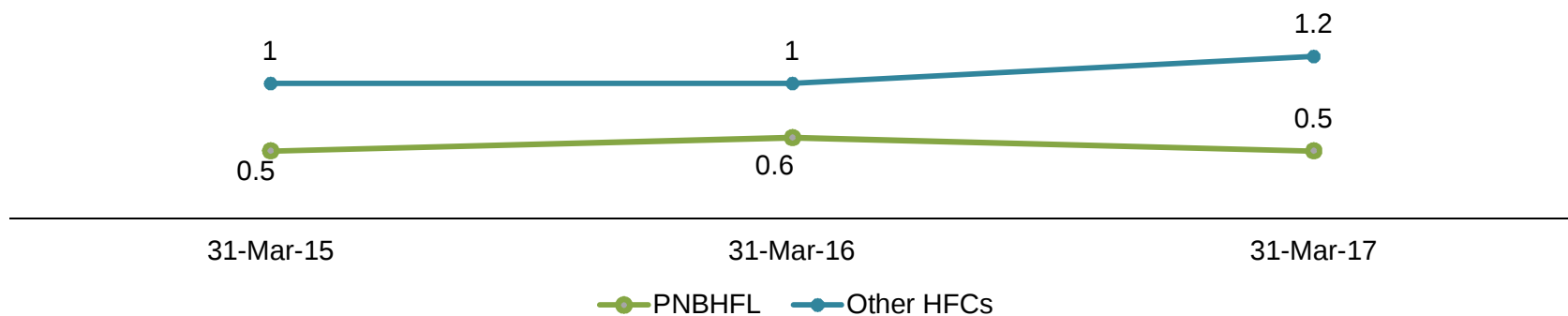


Calculated on Average employees for the Year

ë with Lower NPAsë



2 years Lagged NPA*



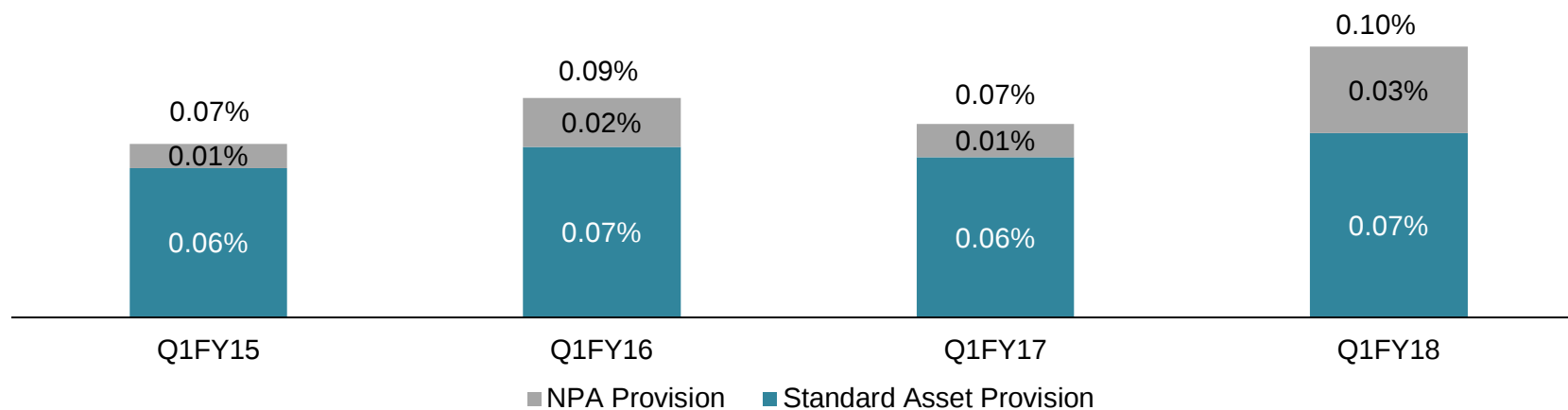
GNPA & NNPA is calculated as a % of Loan Asset

2 years Lagged NPA is calculated as Gross NPA as on t-2 divided by Loan Assets as on t-2

*Source: CRISIL

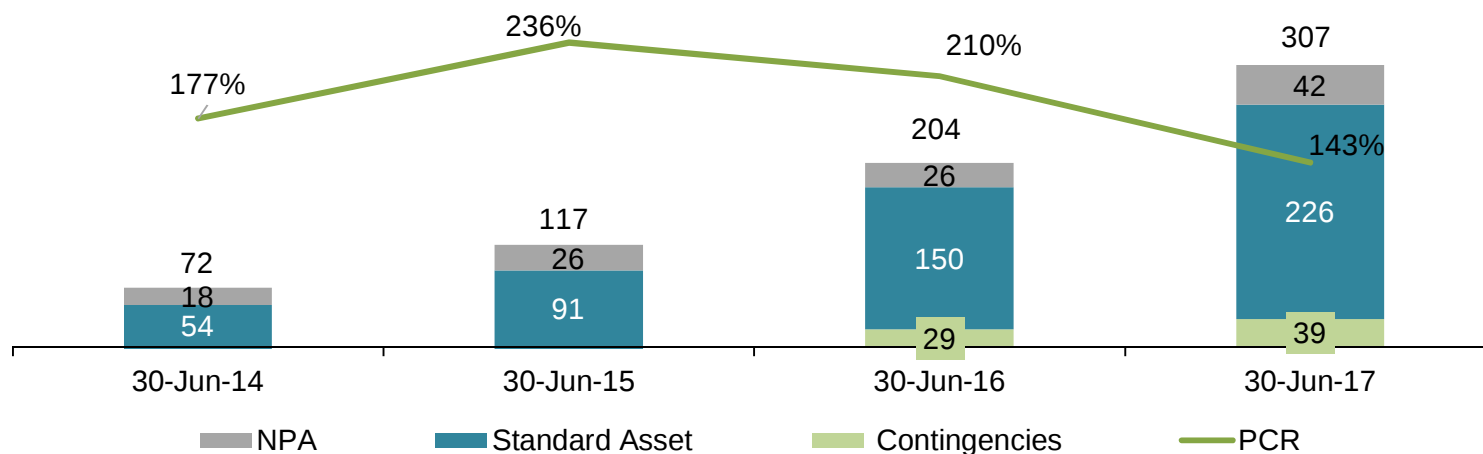
Provisions and Credit Cost

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



Sustainable Portfolio Mix

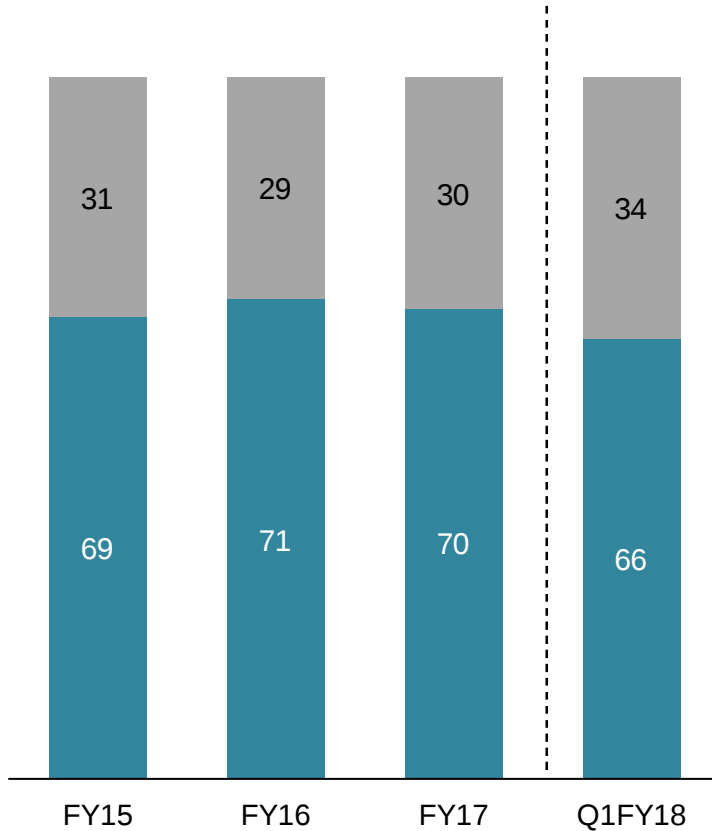


Ghar Ki Baat

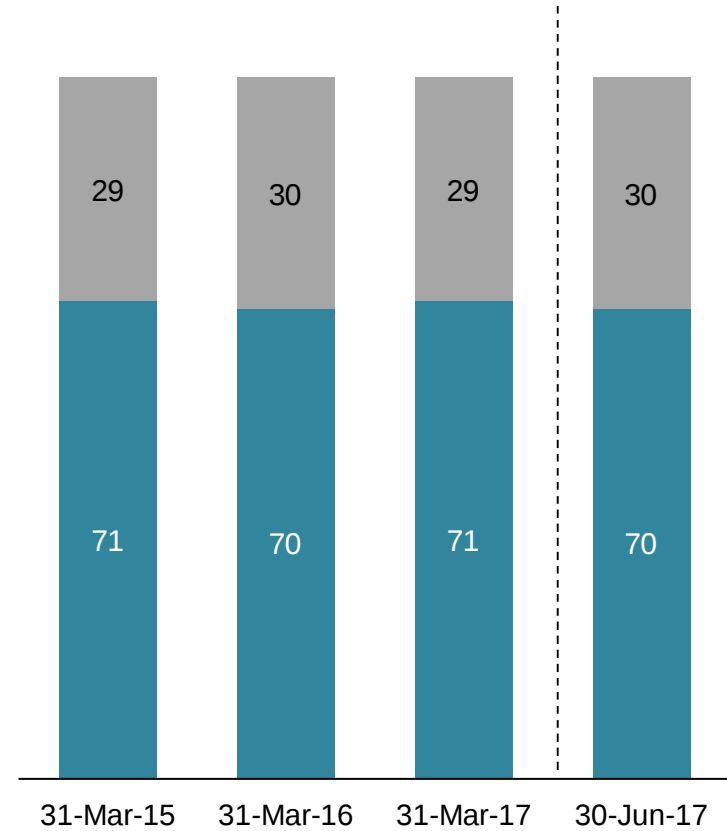
Sustainable Portfolio Mix



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



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



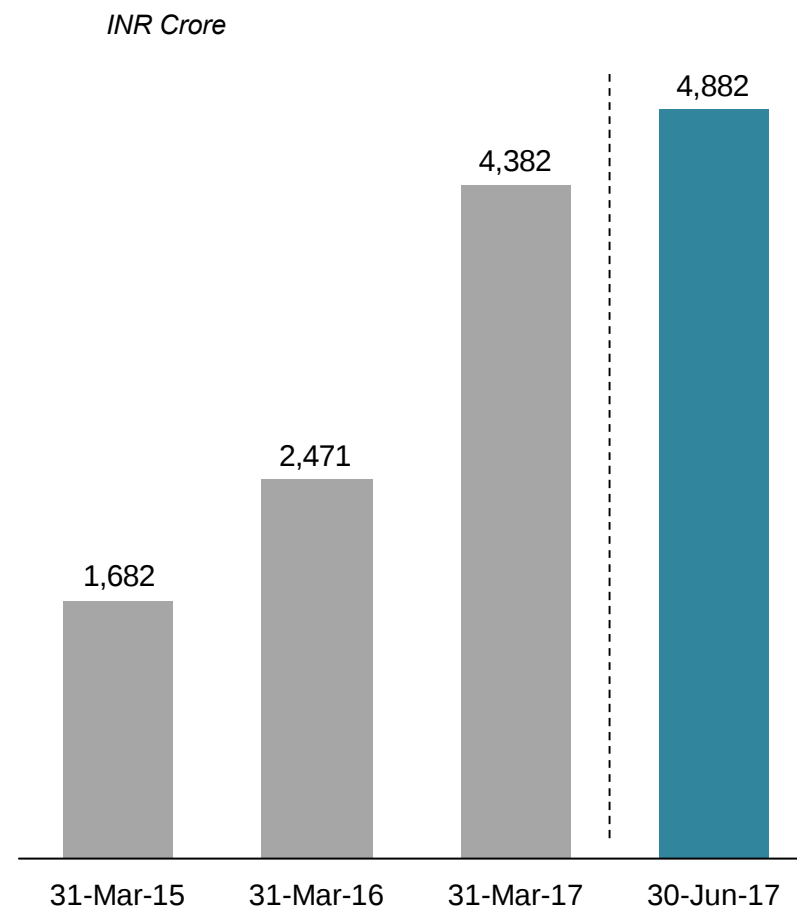
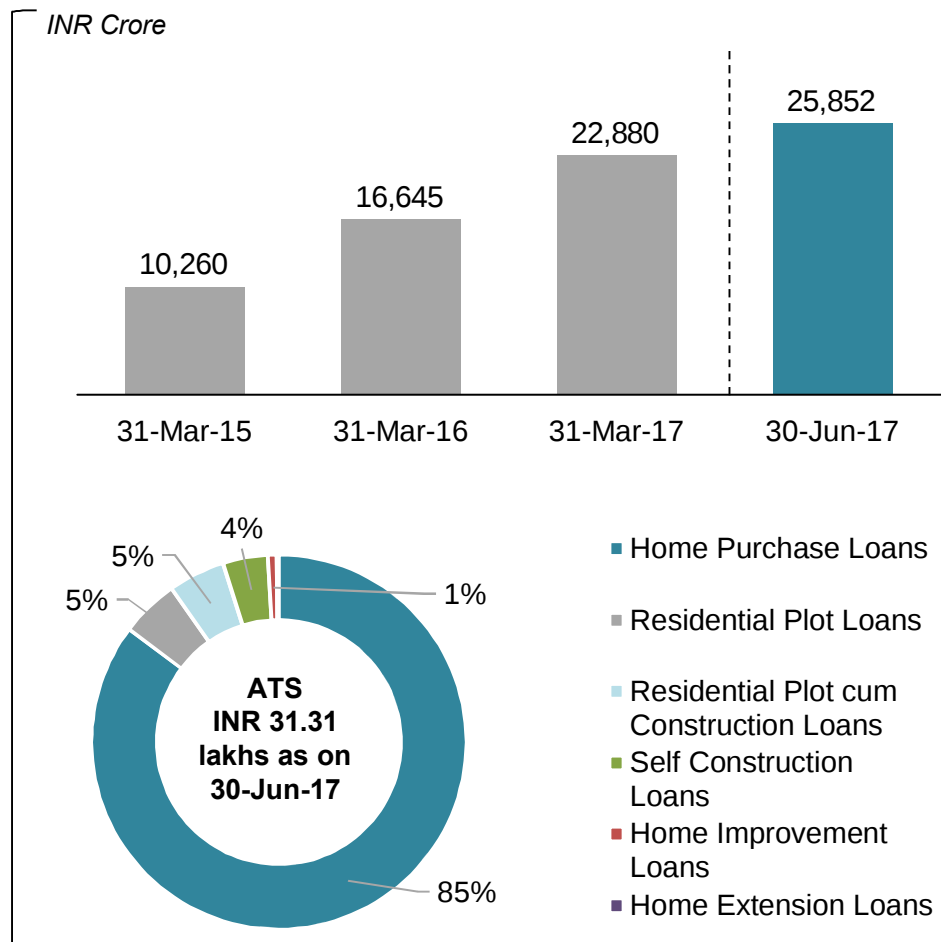
■ Non-Housing ■ Housing

Housing Loan Assets Distribution

Housing Loan – 69.8% ⁽¹⁾

Individual Housing Loan ⁽¹⁾ – 58.8%

Construction Finance Loans ⁽¹⁾ – 11.1%



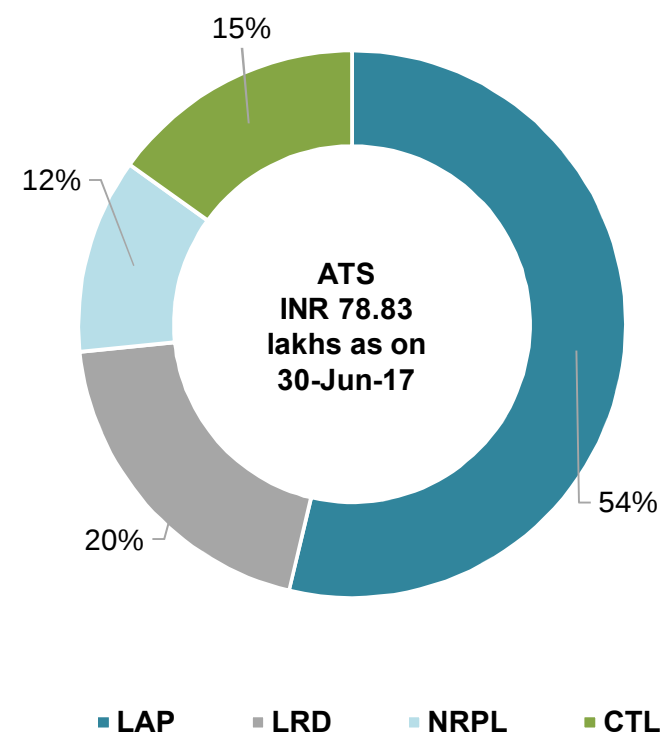
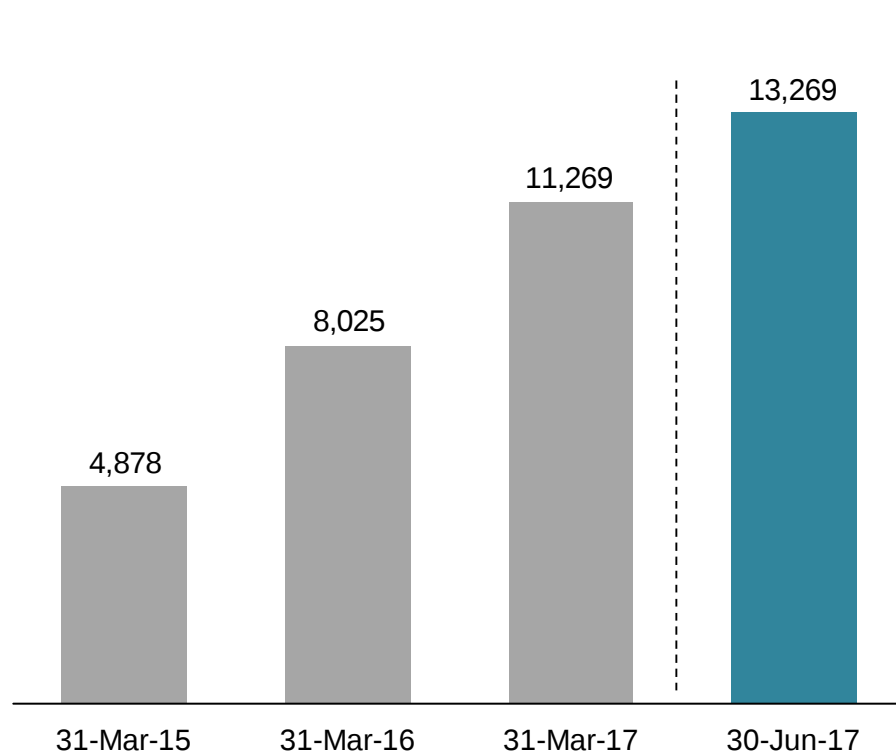
1. As a % of Loan Assets on 30-Jun-17
1 Crore = 10 million

ATS: Average Ticket Size

Non- Housing Loan Assets Distribution

Non-Housing Loan⁽¹⁾ - 30.2%

INR Crore

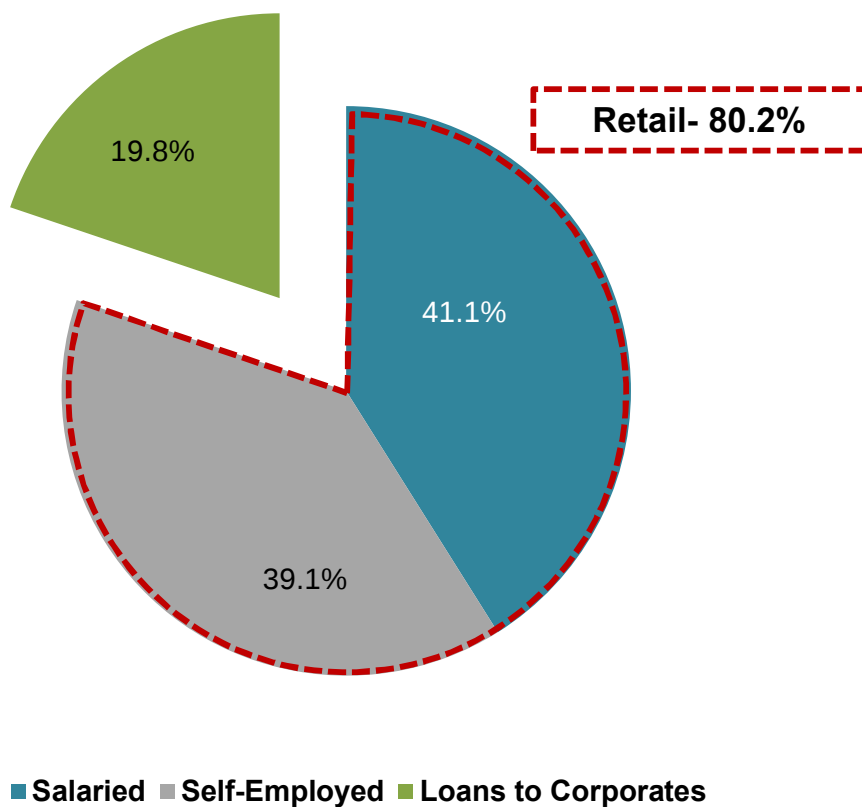


1. As a % of Loan Assets on 30-Jun-17
2. 1 Crore = 10 million

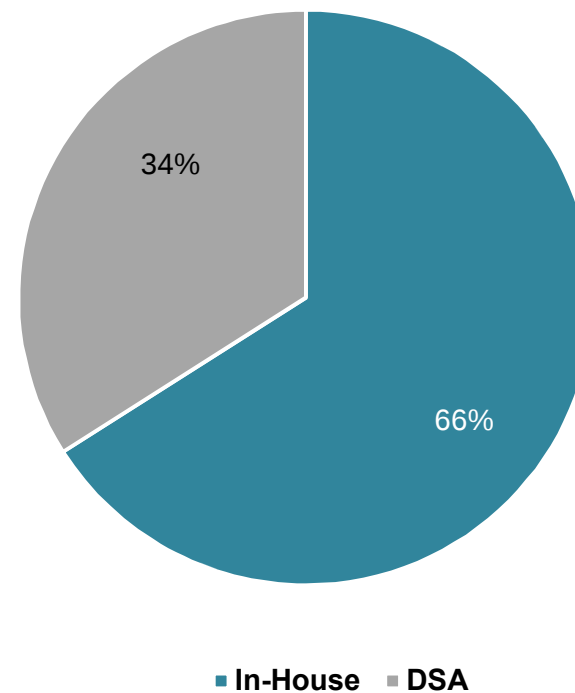
ATS: Average Ticket Size

Customer Segment & Origination

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



Disbursement Origination (%)
Q1FY18



Operational and Financial Performance

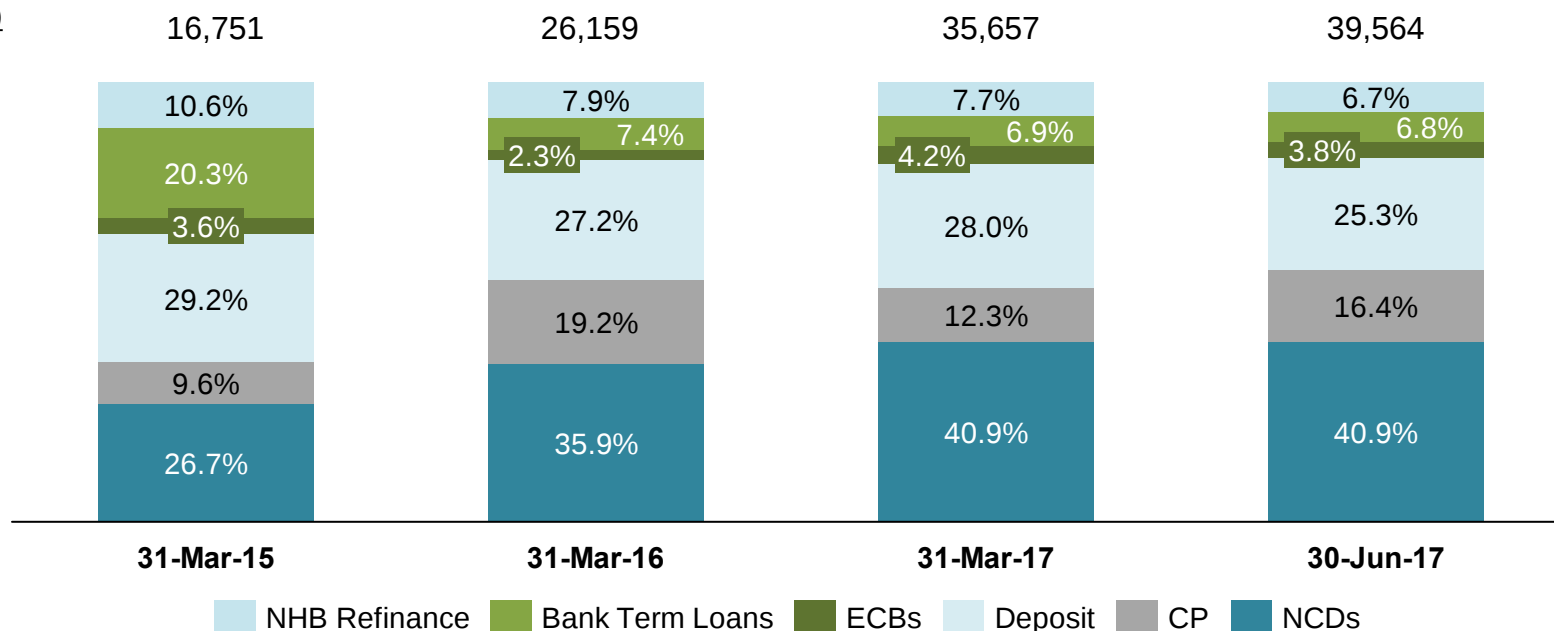


Ghar Ki Baat

Well Diversified Borrowing Profile

Access to a Diverse Base of Funding...

Total Borrowing
(INR Crore)



Credit Rating

Ç Fixed Deposit has been rated 'AAA' by CRISIL and 'AAA' by CARE. The rating of 'AAA' and 'AAA' indicates 'High Safety' with regards to the repayment of interest and principal.

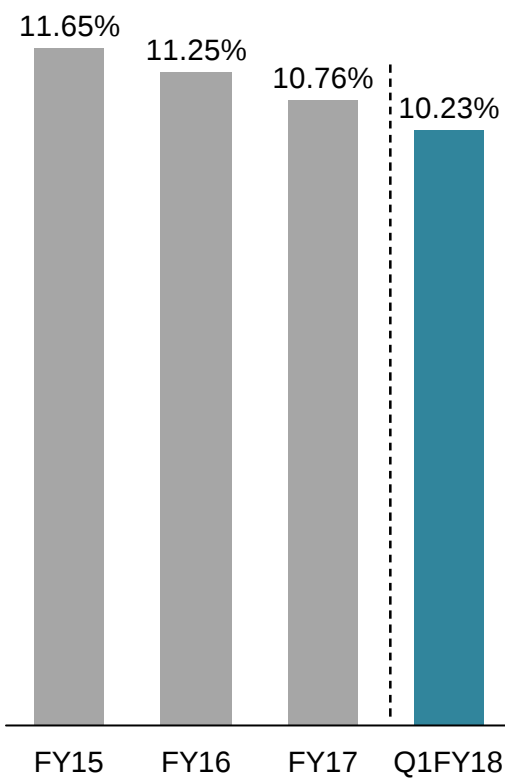
Ç Commercial Paper is rated at 'A1(+)' by CARE & CRISIL and Non-Convertible Debenture (NCD) are rated at 'AAA' by CARE, 'AAA' by India Ratings, 'AA+' by CRISIL and 'AA+' by ICRA

Ç Bank Loans Long Term Rating is rated at 'AAA' by CARE and 'AA+' by CRISIL

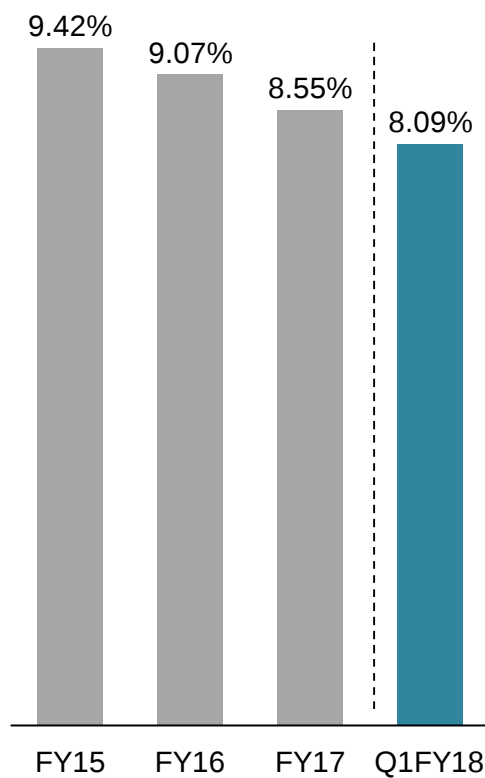
1 Crore = 10 million

Margin Analysis

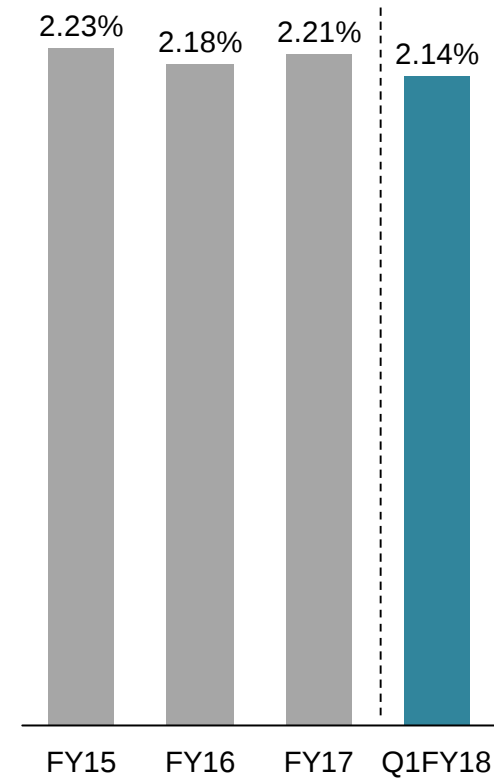
Average Yield



Average Cost of Borrowings



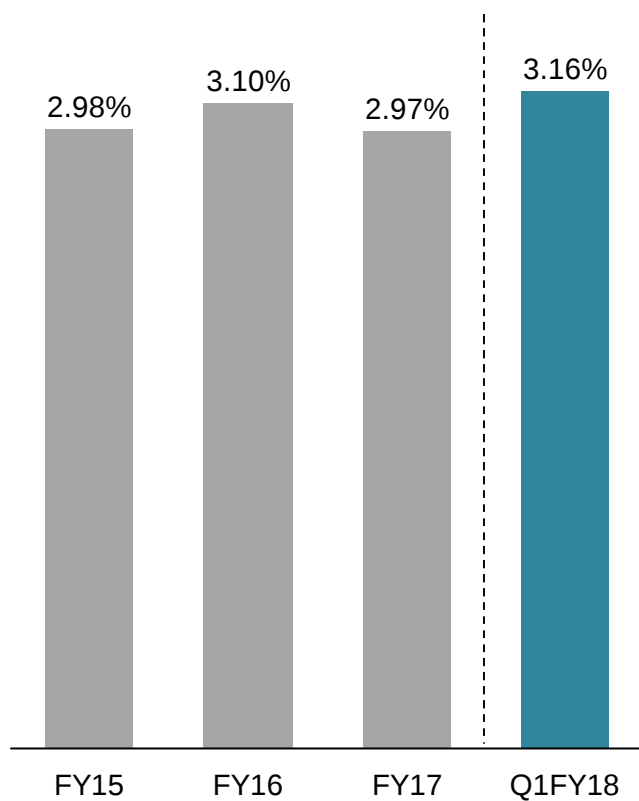
Spread



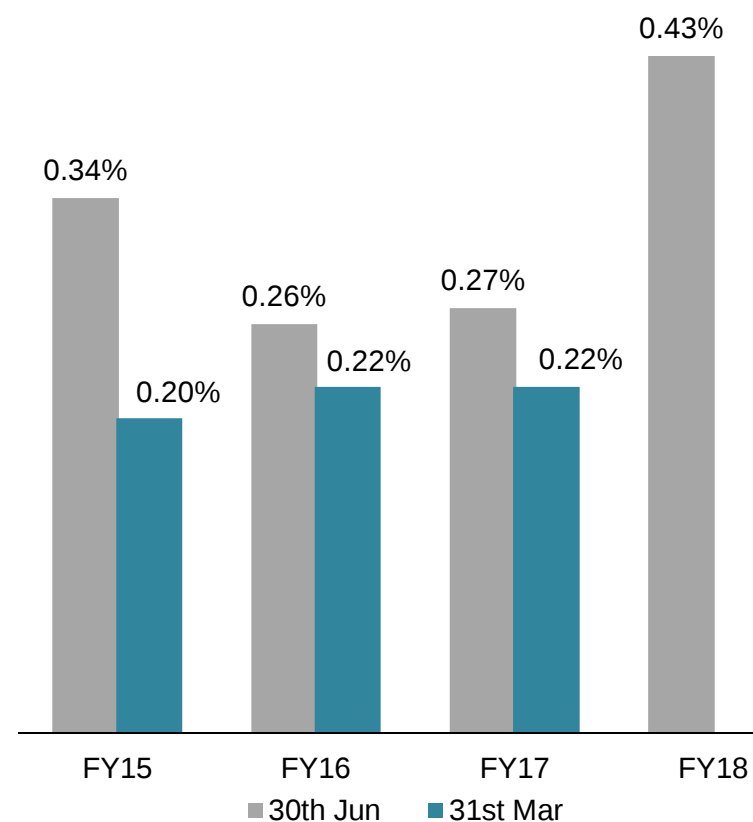
Ratios are calculated on Monthly Average

Income and Asset Quality

Net Interest Margin



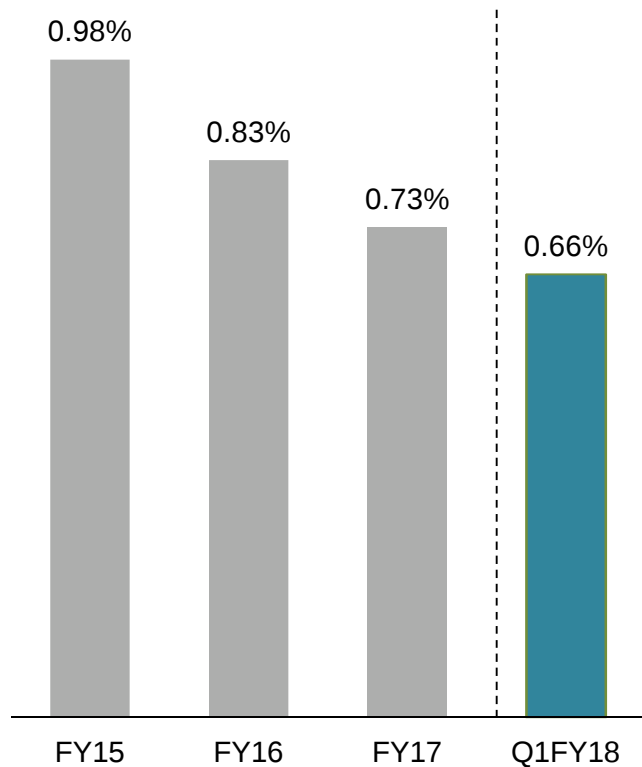
Gross Non-Performing Asset



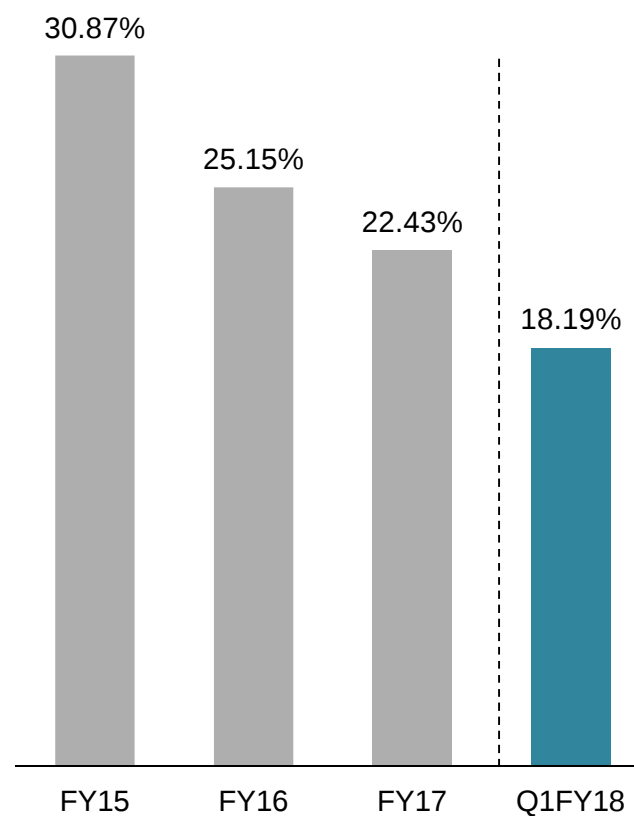
Ratios are calculated on Monthly Average
GNPA is calculated as a % of Loan Asset

Operating Leverage playing out

Opex to ATA Ratio (%)



Cost to Income Ratio (%)

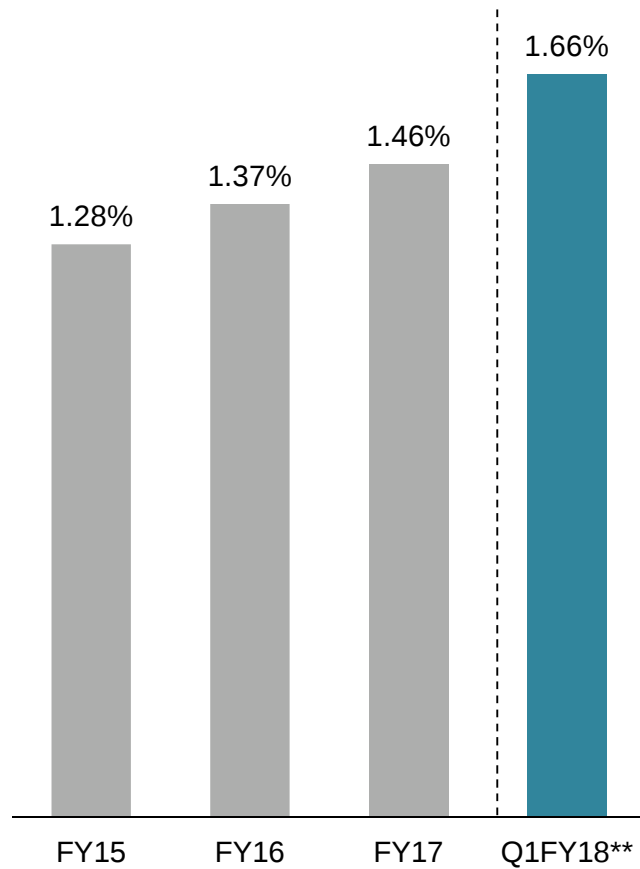


Ratios are calculated on Monthly Average

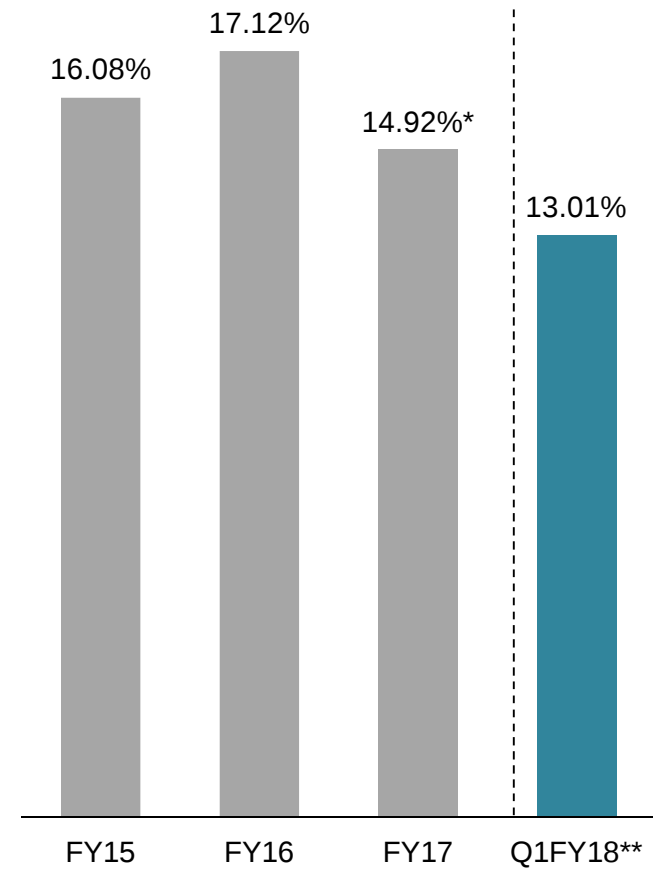
Opex to ATA is calculated as Operating Expenditure (Employee cost + Other expenses + Depreciation - Cost of Acquisition) / Average Total Assets as per Balance sheet

Return Efficiencies

ROA (%)



ROE (%)

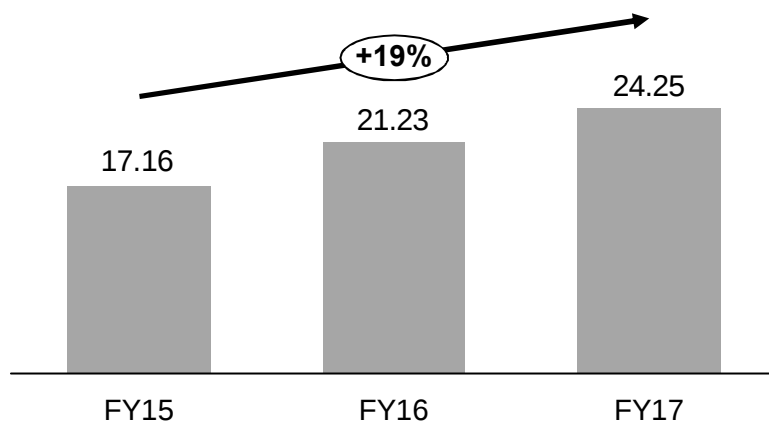


Ratios are calculated on Monthly Average
Return on Asset is on Average Total Assets as per Balance sheet

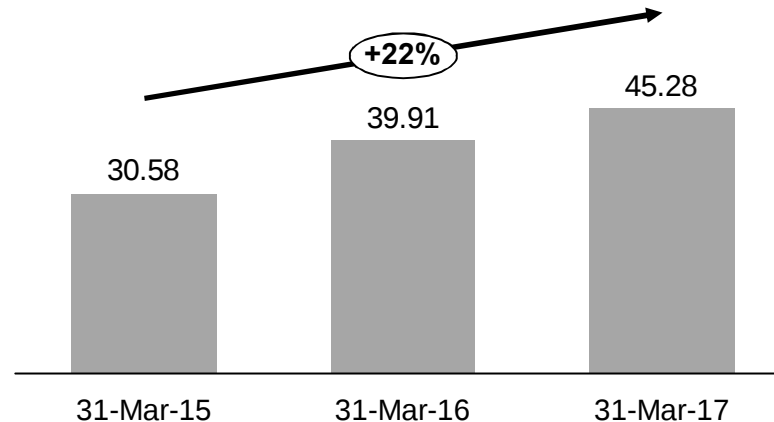
* Capital of INR 3,000 Crore raised through IPO of 3,87,19,309 fresh equity shares
** Annualised

Employee Efficiency

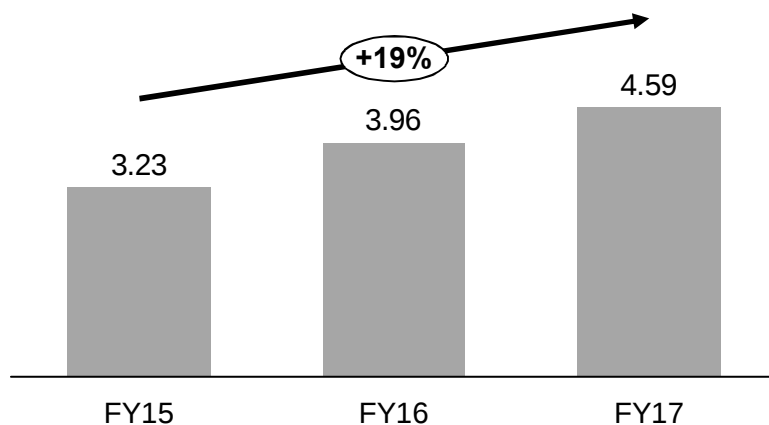
Disbursement / Employee (INR Crore / Employee)



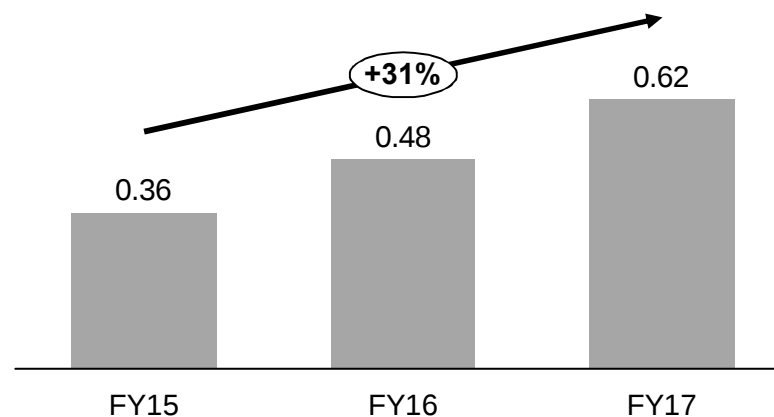
Loans Outstanding / Employee (INR Crore / Employee)



Total Revenue / Employee (INR Crore / Employee)



Profitability / Employee (INR Crore / Employee)



Calculated on Average employees for the Year

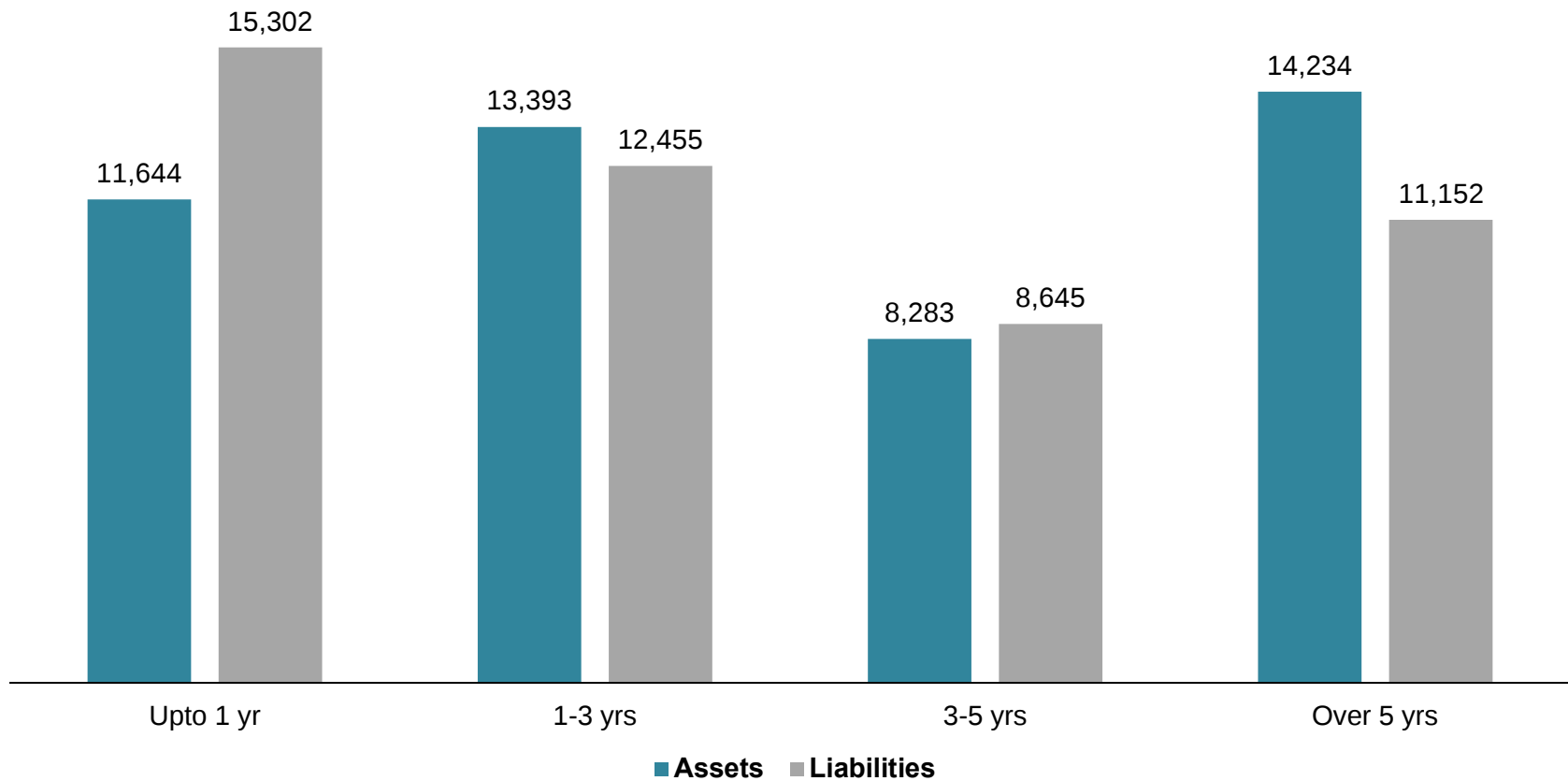
Maintaining Prudence...



Ghar Ki Baat

ë with balanced Asset Liability maturity profileë

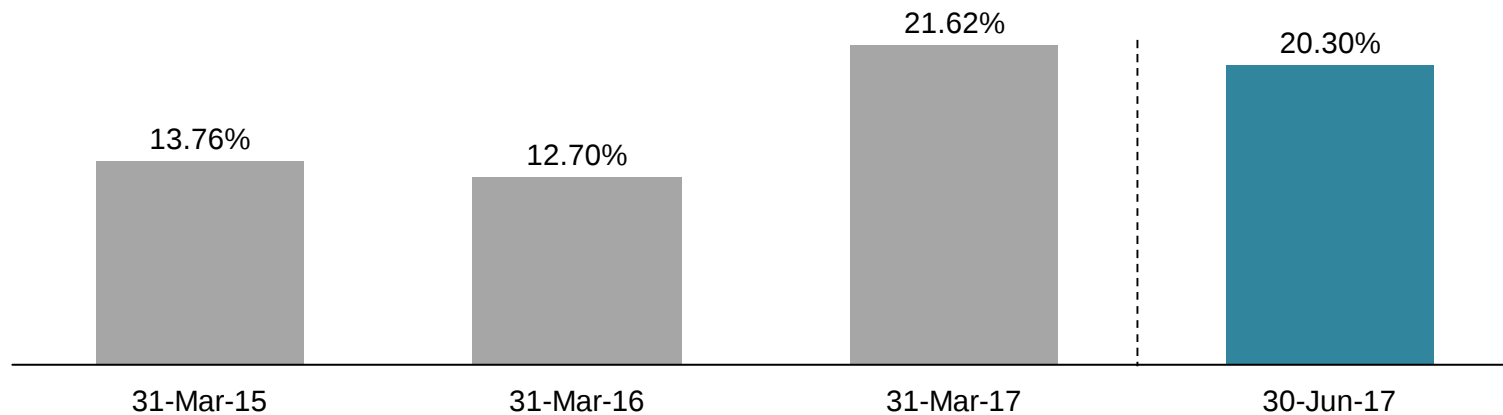
(INR Crore)



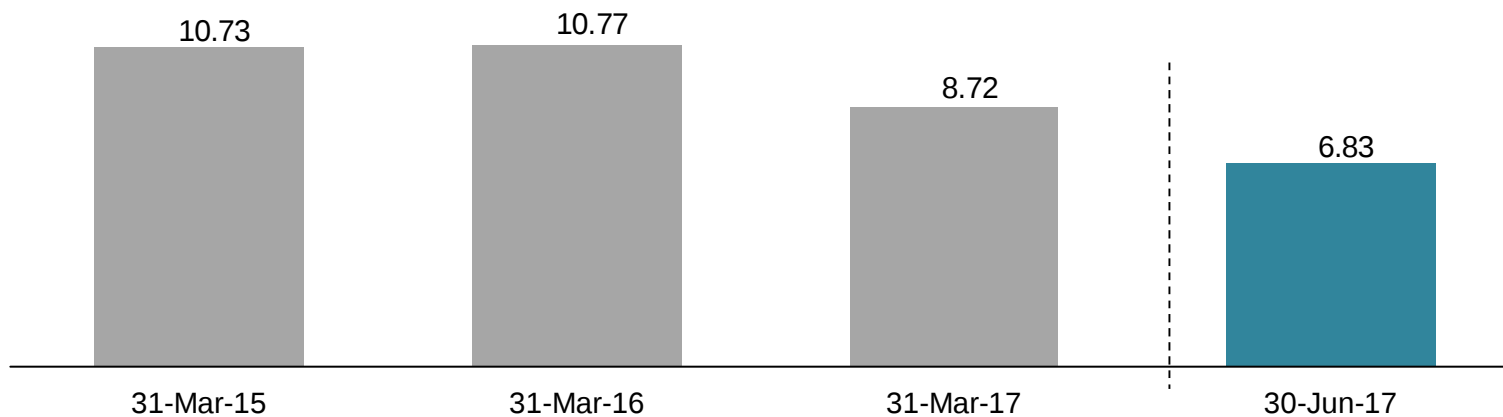
Data as on 30-Jun-17
1 Crore = 10 million

ë and adequate Capital & Comfortable Gearing

Capital to Risk Asset Ratio (%)



Gearing Ratio (x)



Ratio is calculated on Monthly Average

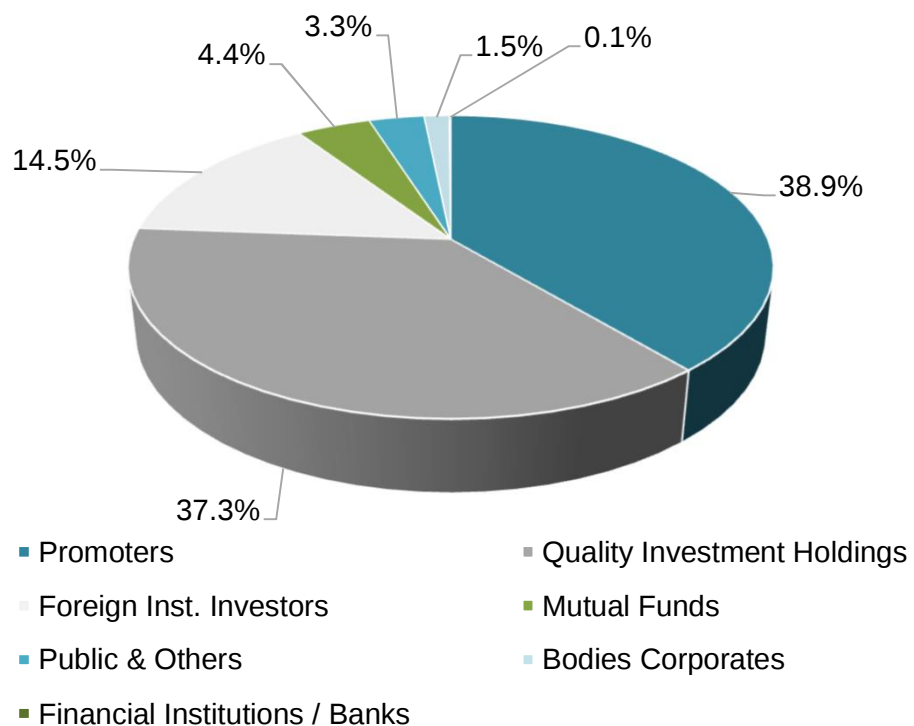
Shareholding



Ghar Ki Baat

Shareholding

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

Ç 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

Ç 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

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



ë winning Awards & Accolades



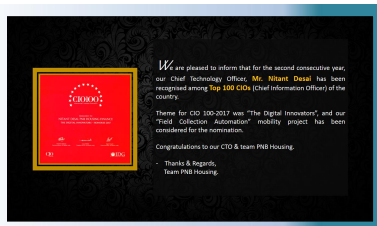
Awarded **'Best Project Finance Company of the Year'** at Construction Times Builders Award. The honour was bestowed by Shri Vijay Shrivare, Honble Minister of State, Water Resources and Water Conservation, Maharashtra and Shri Rahul Shiwale, Honble Member of Parliament, in a grand ceremony in Mumbai.

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 ñ Our transformation journey over last 6 yearsö

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**

Strong Management Team...



Ghar Ki Baat

ë with Extensive Industry Experienceë



**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

ë 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

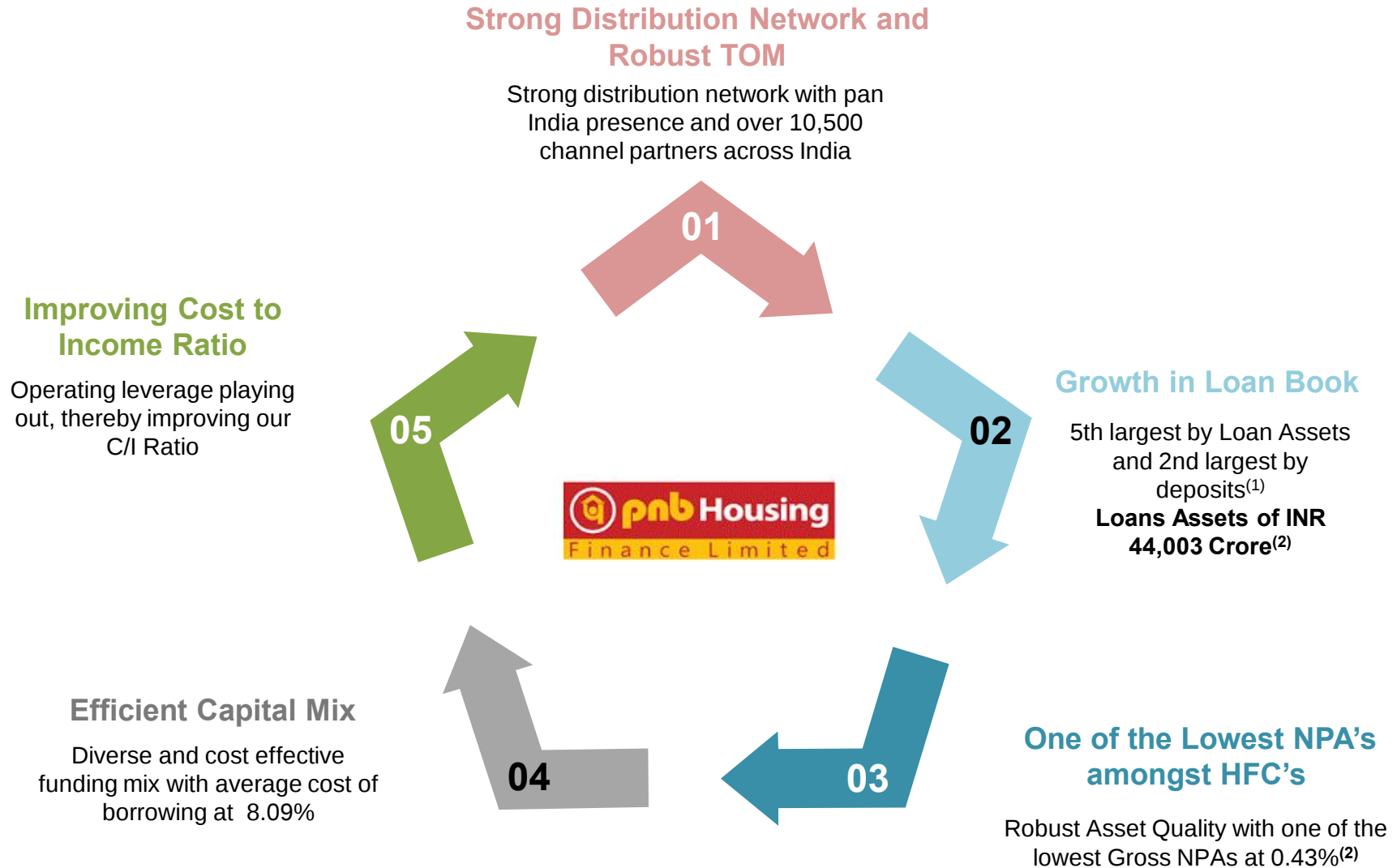
Age:

54 Years

Current Position:

MD, PNB Housing
Finance

Key Takeaways



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	390.8	269.8	177.7	111.6	64.2	45.4
Other Income	0	0.1	-	-	1.9	0.9
Total Revenue	390.8	269.9	177.7	111.6	66.1	46.3
Expenditure:	0	0	0	0	0	0
Finance Cost	264.4	186	126.5	80.1	46.2	31.5
Employee Benefit Expenses	10.1	7.5	6.7	4	2.6	1.6
Other Expenses	23.7	16.2	10.6	6.3	3.4	2.3
Depreciation Expense	1.9	1.5	0.5	0.5	0.2	0
Provisions and Write-Offs	10.3	8.3	3.8	3	1.2	0.6
Total Expenditure	310.4	219.6	148.1	94	53.5	36.1
Profit Before Tax	80.4	50.3	29.6	17.6	12.6	10.3
Tax Expenses	28	17.7	10	4.8	3.5	2.7
Net Profit After Tax	52.4	32.6	19.6	12.7	9.2	7.5
EPS (Basic)	36.7	27.5	24.4	25.4	22.3	25.1

Balance Sheet ñ Equity & Liabilities



Particulars (INR Crore)	Mar-17	Mar-16	Mar-15	Mar-14	Mar-13	Mar-12
Equity and Liabilities						
Shareholder's Funds	557.7	214.6	158.1	93.5	62.1	40.4
Share Capital	16.6	12.7	10.4	6.6	5	3
Reserves and Surplus	541.2	201.9	147.7	86.9	57.1	37.4
Non-Current Liabilities	2447.7	1693.8	1145.3	812.7	542.2	277.8
Long-Term Borrowings	2408.4	1664.6	1110.5	794.4	532.8	273.7
Deferred Tax Liabilities (Net)	4.7	3	0.8	-	-	-
Other Long-Term Liabilities	10.4	10.1	25.9	13.4	6.4	2.3
Long-Term Provisions	24.2	16.1	8.2	4.9	2.9	1.8
Current Liabilities	1290.5	1058.7	599.9	246.8	160.1	124
Short-Term Borrowings	794.7	744.8	344.7	45.2	20.7	5.7
Short-Term Provisions	2.8	7.1	5.3	3.6	2.9	2.4
Trade Payables	9.4	7.5	5.7	2.2	0.7	0.3
Other Current Liabilities	483.6	299.2	244.2	195.9	135.9	115.6
Total	4296.0	2967.1	1903.3	1153	764.4	442.1

Balance Sheet - Assets



Particulars (INR Crore)	Mar-17	Mar-16	Mar-15	Mar-14	Mar-13	Mar-12
Assets						
Non-Current Assets	3774.4	2665.6	1478.2	886.1	550.3	384.5
Fixed Assets	6	6.2	5.8	2.6	1.6	0.4
Non-Current Investments	96.1	78.2	21.9	11.9	5.8	5.4
Deferred Tax Assets (Net)	-	-	-	1.5	1.2	1.2
Loans and Advances	3644.4	2562.4	1438.2	864.1	538.8	377.4
Other Non-Current Assets	27.8	18.8	12.3	6.1	2.9	0.1
Current Assets	521.6	301.5	425.1	266.9	214.1	57.7
Current Investments	231.8	84	136.7	52.7	71.9	32.5
Cash and Bank Balances	15.1	24.9	29.3	13.8	12.8	1.1
Short-Term Loans and Advances	4	1.8	2	0.9	1.2	0.8
Other Current Assets	270.6	190.8	257.1	199.5	128.2	23.3
Total	4296.0	2967.1	1903.3	1153	764.4	442.1

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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