



Ref: PNBHFL/SE/EQ/FY25/63
Date: July 25, 2024

The BSE Limited
Listing Department,
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai – 400001
Scrip Code: 540173

The National Stock Exchange of India Limited
Listing Department
“Exchange Plaza”
Bandra Kurla Complex,
Bandra (E), Mumbai – 400051
Symbol: PNBHOUSING

Dear Sir(s),

Sub: Investor Presentation for the quarter ended June 30, 2024

Ref: Our letter PNBHFL/SE/EQ/FY25/61 dated July 25, 2024

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended from time to time, please find attached herewith the Investor Presentation of the Company for the quarter ended June 30, 2024.

A copy of the same is placed on the website of the Company <https://www.pnbhousing.com/>

Kindly take the above document on record.

Thanking You,

Yours faithfully,
For PNB Housing Finance Limited

Veena G Kamath
Company Secretary

Enclosure: As above.

Regd. Office: 9th Floor, Antriksh Bhavan, 22 Kasturba Gandhi Marg, New Delhi – 110 001
Phone: 011 – 23736857, E-mail: investor.services@pnbhfl.com, Website: www.pnbhfl.com
CIN: L65922DL1988PLC033856

Internal



Investor Presentation

Quarter Ended June 2024

25-July-2024

Table of Content



1

Key Performance Highlights

2

Update on Government Scheme on Housing

3

Strategic Objectives

4

Business Update

5

Financial Performance

6

Annexure

Business Highlights

- In Q1'FY25, Retail Disbursement grew by 19.0% YoY to INR 4,363 crore; Affordable and Emerging Markets segments accounted for 33% of the Retail Disbursement.
- As on 30th Jun 2024, Retail Loan Asset stands at INR 65,157 crore; Affordable and Emerging Markets segments forms 22% of the Retail Loan Asset.

Spread & Margins

- NIM for Q1'FY25 at 3.65%, maintained at Q4'FY24 level
- Incremental Cost of Borrowing declined to 7.75% in Q1'FY25 as compared to 7.93% in Q4'FY24 and 8.00% in Q1'FY24.
- Deposits grew by 6.9% YoY and 1.7% QoQ to INR 18,103 crore; deposits continues to be a key source of borrowing for the Company
- Expanded presence to 303 branches/outreaches including 160 branches/outreaches for affordable and 50 branches/outreaches for emerging markets

Profitability & Asset quality

- Resolved 1 NPA and 1 written-off account during the quarter in the Corporate book; Corporate GNPA stands Nil as on 30-Jun-24
- Recovered ~INR 80 crore from total written-off pool in Q1FY25
- Return on Asset stood at 2.38% for Q1'FY25 (annualised); ROA stood at 2.20% in FY24 and 1.61% in FY23

Key Performance Highlights

	Retail Segment	Corporate Segment	Total
 Disbursement	INR 4,363 Crore (Q1 FY25) (19.0% YoY -21.3% QoQ) Prime: INR 2,937 crore Emerging: INR 840 crore Affordable: INR 586 crore	INR 34 Crore (Q1 FY25) (80.5% YoY 3.4% QoQ)	INR 4,398 Crore (Q1 FY25) (19.3% YoY -21.1% QoQ)
 Loan Book	INR 65,157 Crore (14.4% YoY 2.9% QoQ) Prime: INR 50,825 crore Emerging: INR 11,971 crore Affordable: INR 2,361 crore	INR 1,829 Crore (-46.5% YoY -10.9% QoQ)	INR 66,986 Crore (10.9% YoY 2.5% QoQ)
 GNPA	1.39% (30-Jun-24) vs 1.45% (31-Mar-24) 2.49% (30-Jun-23)	Nil (30-Jun-24) vs 3.31% (31-Mar-24) 24.99% (30-Jun-23)	1.35% (30-Jun-24) vs 1.50% (31-Mar-24) 3.76% (30-Jun-23)

Rating upgrade to AA+ by CRISIL; outlook 'stable'

Key Performance Highlights



AUM

INR 72,540 Crore

(7.7% YoY | 1.8% QoQ)



Loan Assets

INR 66,986 Crore

(10.9% YoY | 2.5% QoQ)



Deposits

INR 18,103 Crore

Public 88% | ICD 12%



Net NPA

0.92% (30-Jun-24) vs

0.95% (31-Mar-24) |
2.59% (30-Jun-23)



Spread

2.11% (Q1FY25)

(-51 bps YoY | 1 bps QoQ)



NIM

3.65% (Q1FY25)

(-21 bps YoY | 0 bps QoQ)



ROA

2.38% (Q1FY25)

(31 bps YoY | -8 bps QoQ)



Capital Adequacy

29.50%

(-43 bps YoY | 24 bps QoQ)

Tier I: 28.43% | Tier II: 1.07%



Gearing Ratio

3.62x

(-20 bps YoY | -6 bps QoQ)



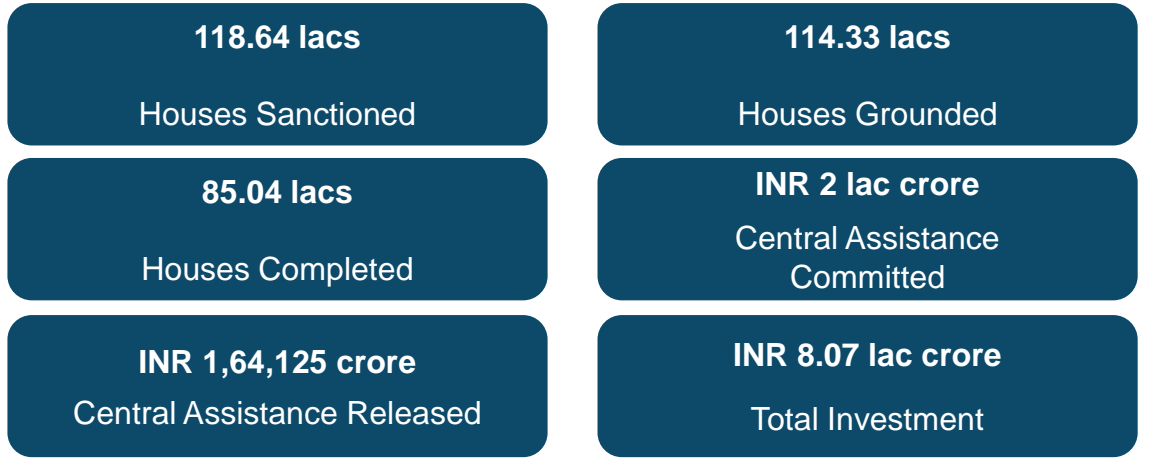
Book Value Per Share

INR 593

(INR 577 31-Mar-24)

Update on Pradhan Mantri Awas Yojana Scheme

Pradhan Mantri Awas Yojana (PMAY - U) progress – existing scheme



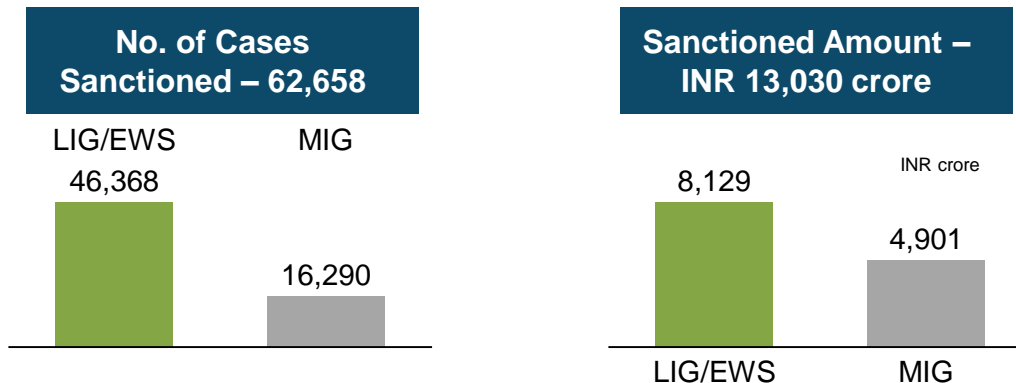
Source : PMAY-U government website

Pradhan Mantri Awas Yojana (PMAY - U) – 2.0 (as announced in Budget on July 23, 2024)

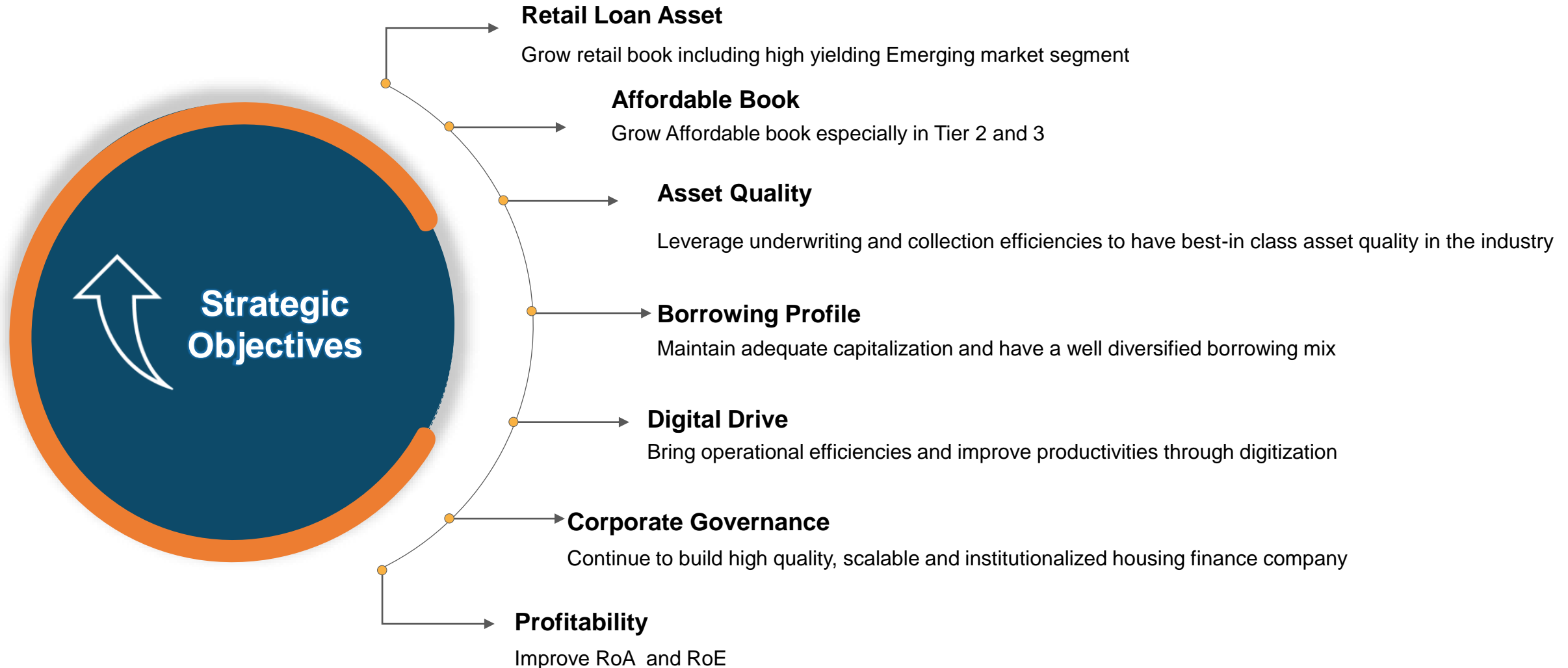


- ❖ Housing needs of 1 crore urban poor and middle-class families to be addressed with an investment of INR 10 lakh crore including the central assistance of INR 2.2 lakh crore in the next 5 years
- ❖ Provision of interest subsidy to facilitate loans at affordable rates is also envisaged

PNB Housing contribution in Pradhan Mantri Awas Yojana CLSS scheme



PNB Housing is well poised to capitalize on this opportunity with pan India presence through 303 branches & outreaches across Prime, Emerging markets and Affordable segment

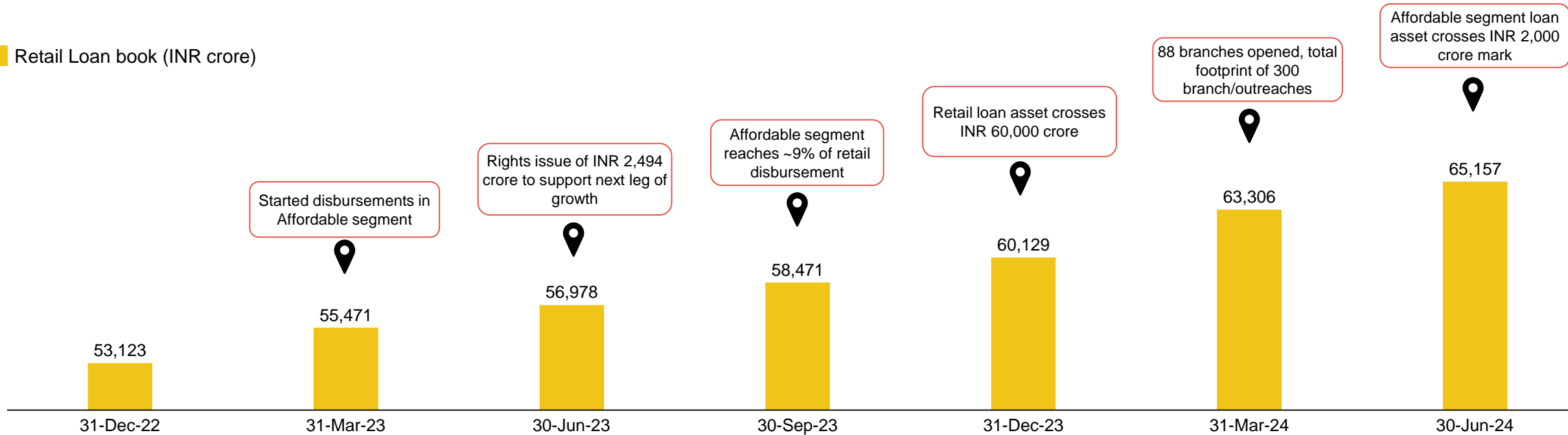


Retail strategy ramping up well

Retail Growth strategy and objectives...



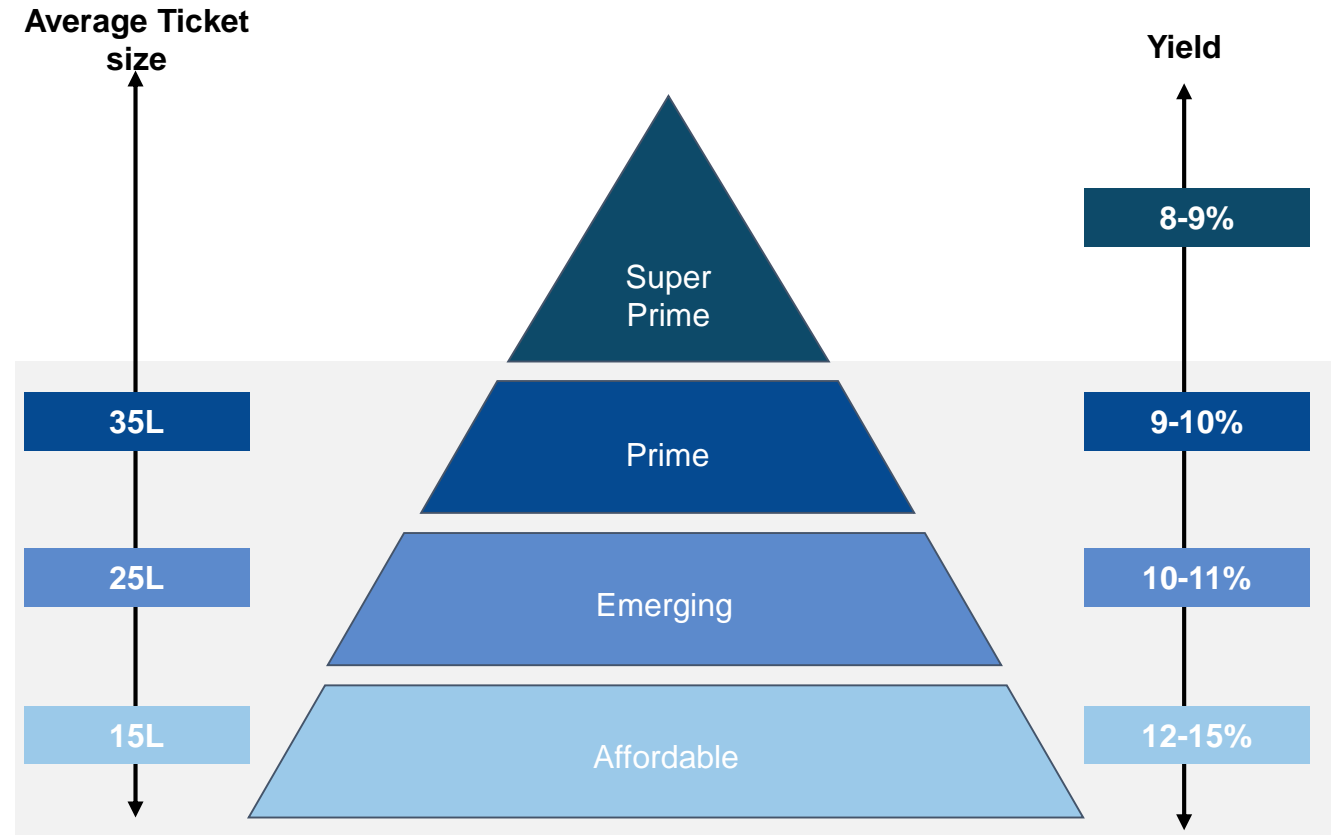
■ Retail Loan book (INR crore)



Leveraging Prime segment experience to grow Emerging Markets and Affordable

Moving down the affordability pyramid...

Experience brings advantages...



Strong brand recall

Trusted brand with long history and PNB parentage



Pan India presence

30+ years of experience across 20 states and UTs



10+ years of proprietary data

Strong understanding of customers across markets and credit cycles



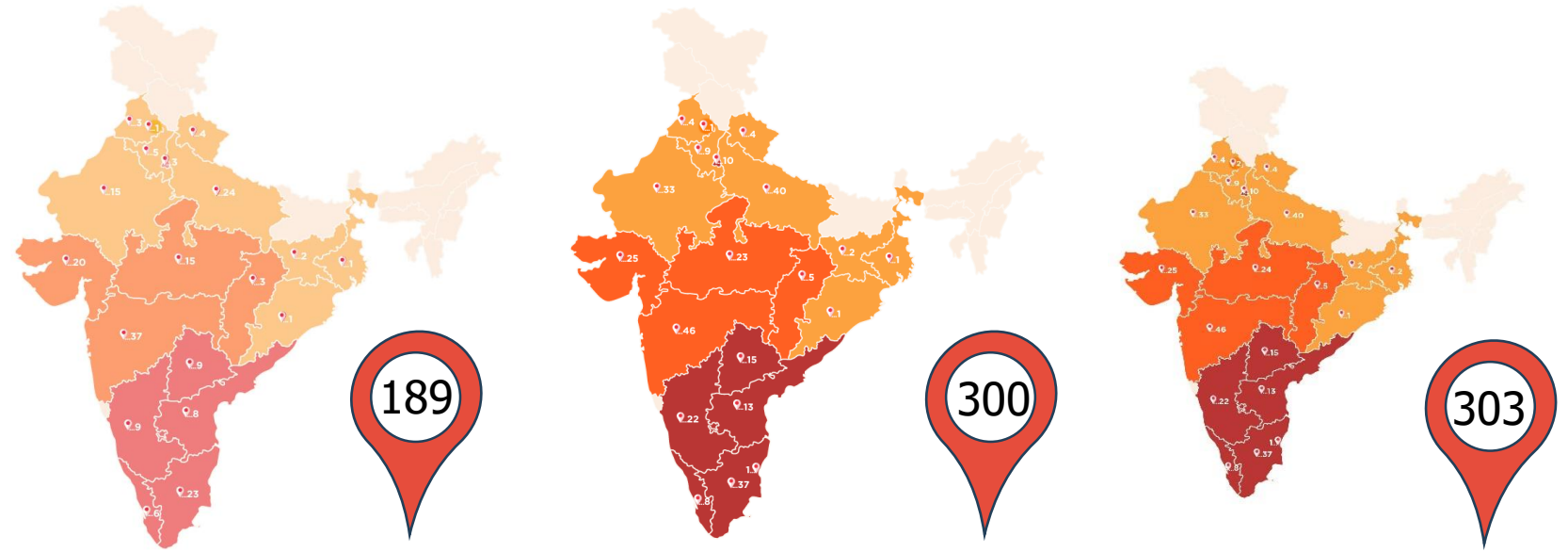
One PNBHF platform

Shared resources and experience across Tech, operations and analytics

Increased focus on Emerging Markets and Affordable segments, leveraging long experience of successful retail growth

Key building blocks in place – People, Product, Process, Distribution and Brand

Retail Business Focus Areas



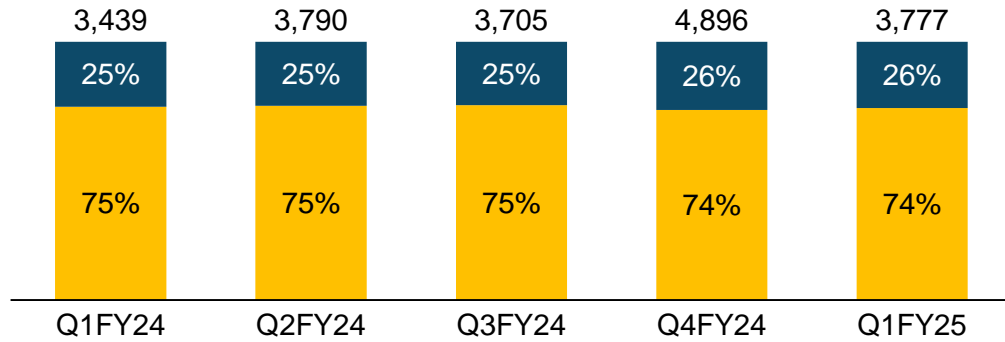
LOAN BOOK (INR crore)*	31-Mar-23	31-Mar-24	30-June-24
Prime	45,671	49,828	50,825
Emerging Markets	9,662	11,688	11,971
Affordable	138	1,790	2,361
No of Branches			
Prime	70	90	93
Emerging Markets	37	50	50
Affordable	82	160	160

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

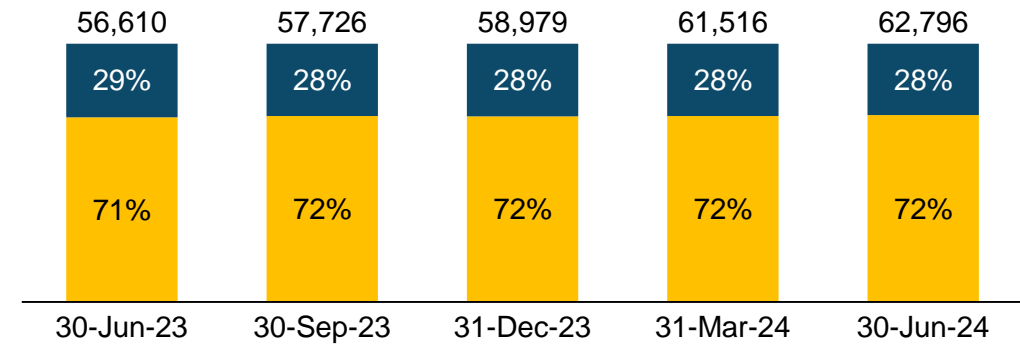
*IndAs basis

Growth in Retail segment (Prime + Emerging)

Disbursement (INR crore)

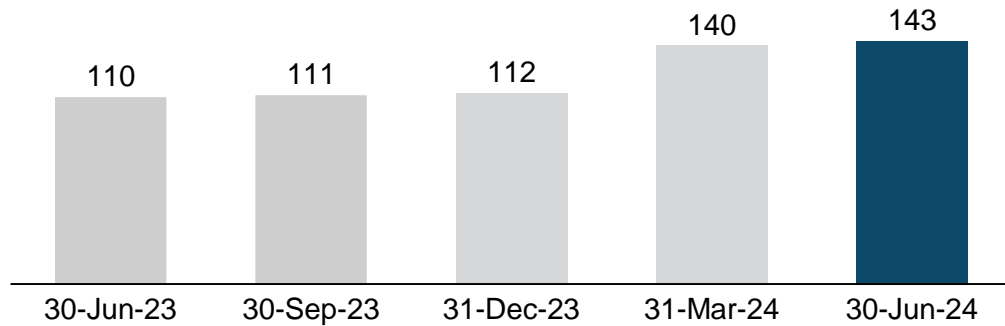


Loan Asset (INR crore)

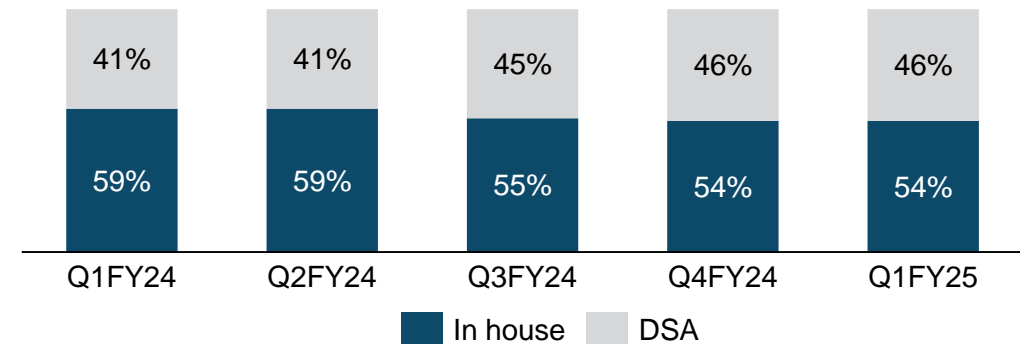


Individual Housing Loan Non Housing Loan

Branches/outreaches

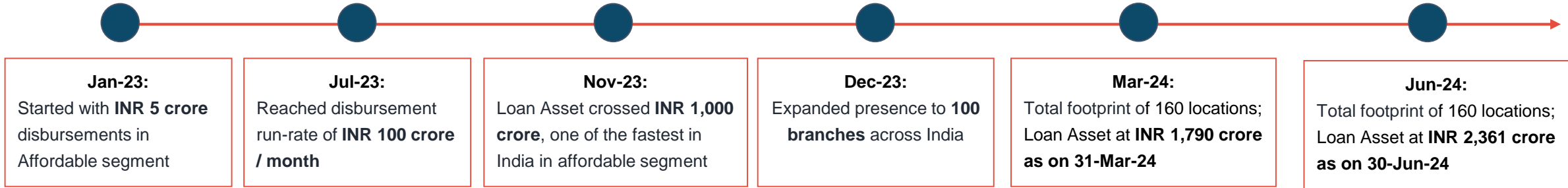


Sourcing mix



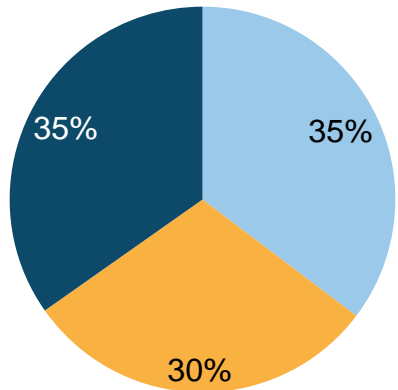
In house DSA

Affordable Segment Strategy



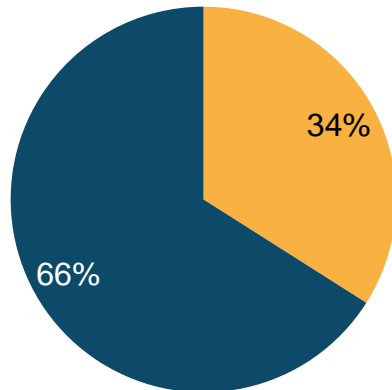
Business Mix

Disbursement Geographical Mix Q1FY25



North South West

Sourcing Mix



In-House DSA

Product overview

ATS (INR lakhs) 16 (at sanction)

Rate of Interest 11% - 14%

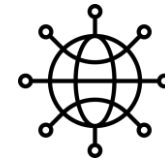
Customer Profile Sal (62%) : SE (38%)

Products Housing Loans : Non-housing Loans

Right to win



Strong team, with requisite experience across geographies



Pan-India Distribution Network: presence across 160 location in 13 states; Expanding Branch presence as Fulcrum of Business growth



Verticalization: Separate vertical viz. sales, credit, collections & operations for each segment

Affordable Segment Customer Profiles

Formal Salaried

Govt. Primary teacher
**PEDDAPURAM, ANDHRA
PRADESH**



- Applicant is working as teacher in a Govt. primary for last 10 years.
- Applicant's monthly salary is INR 62,168 and her spouse, Co-applicant is also working in a Private firm.
- Assessment based on the formal income of the primary applicant.
- Home Loan sanctioned: INR 15.47 lakh
- Current status: standard

Informal Salaried

Medicare Worker
THANE, MAHARASHTRA



- Applicant is residing at a chawl, Near Sujata industries, Thane with his wife, 3 children & Brother in parental house.
- Applicant is working in Medicare hospital as OT assistance for 10 years.
- Applicant's monthly salary is INR 28,500
- Home Loan sanctioned: INR 14.16 lakh
- Current status: standard

Self Employed

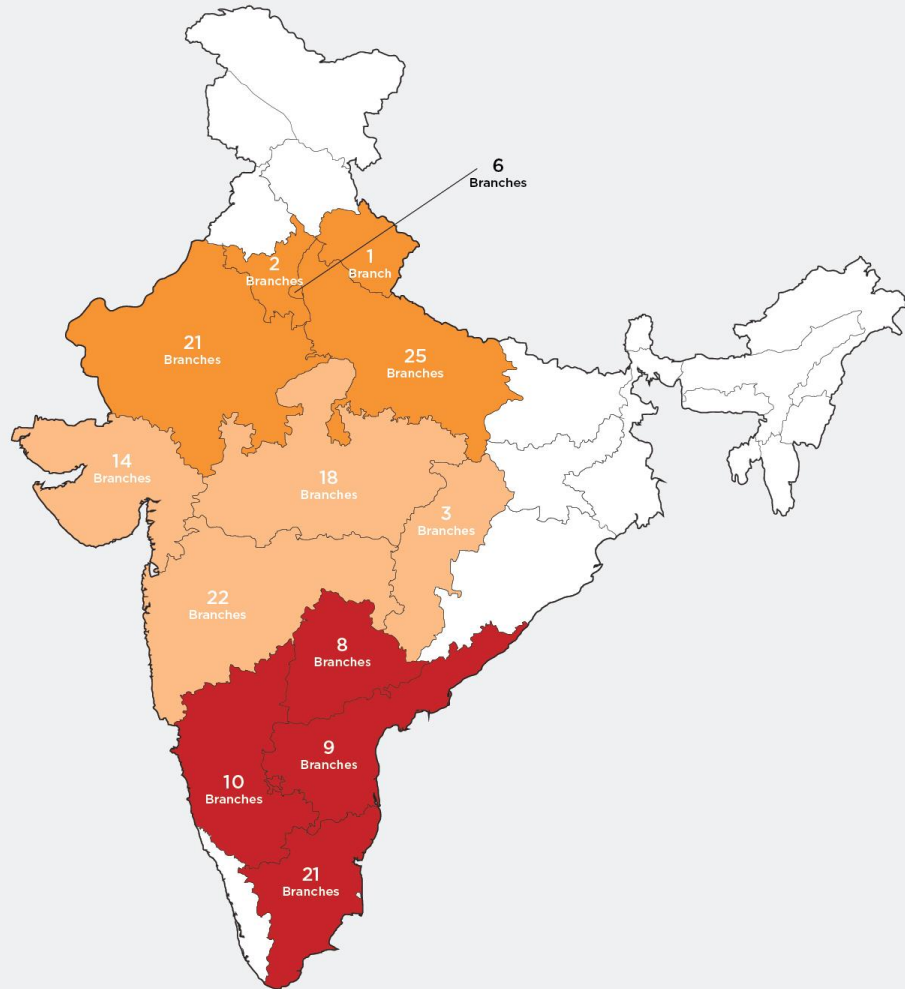
Vegetables and fruits seller
**CHITTORGARH,
RAJASTHAN**



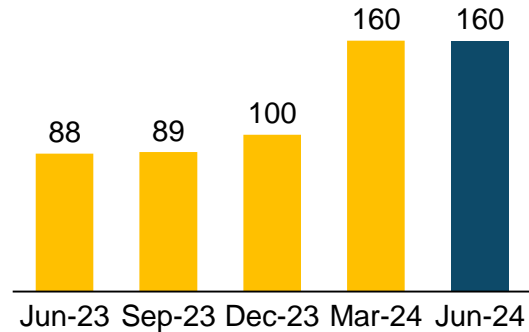
- Applicant doing business of selling vegetables & fruits in Chittorgarh
- Applicant's income from business is INR 28,000 pm from his business, Applicant's wife also selling sarees from her residents and earning - INR 10,000 pm
- Assessment based on informal income
- Home Loan sanctioned INR10 lakh
- Current status: standard

Ramp-up in Affordable segment

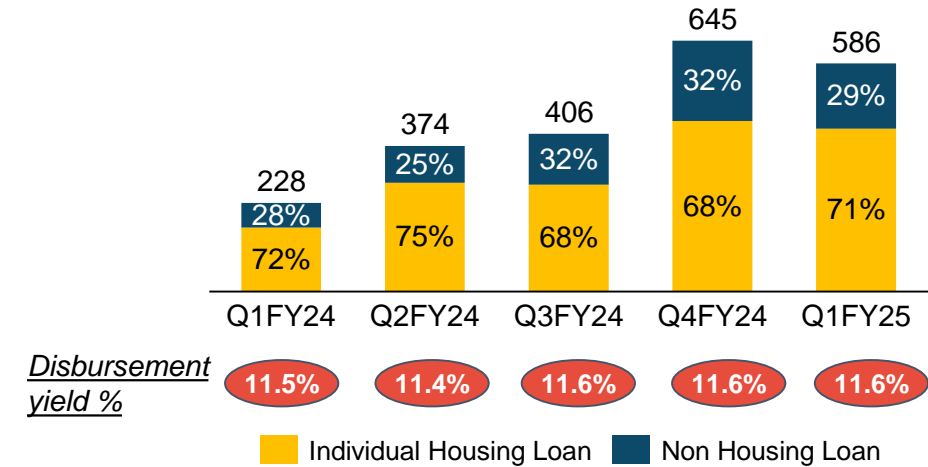
OUR ROSHNI OFFICE NETWORK



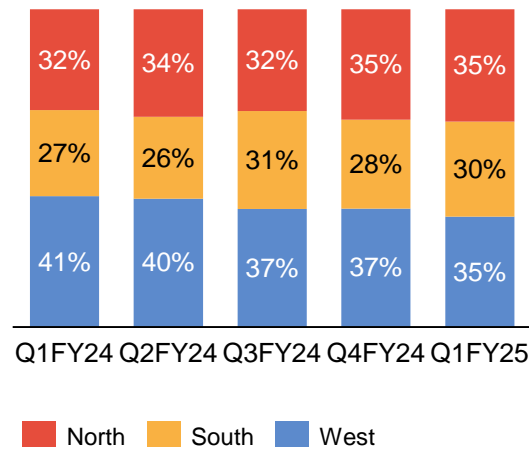
Distribution Network



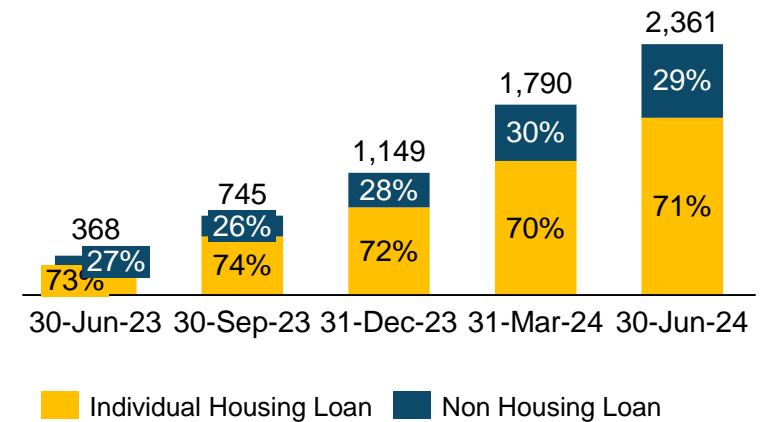
Disbursement (INR crore)



Disbursement Zone-wise (%)



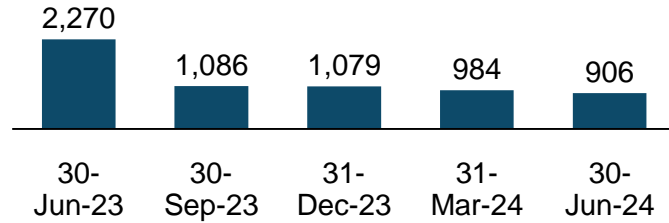
Loan Asset (INR crore)



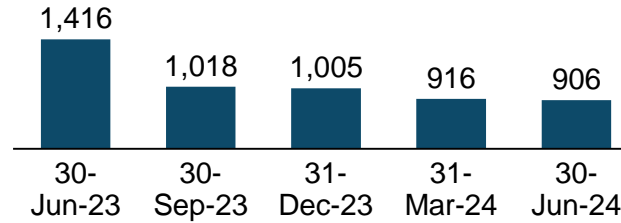
Asset Quality

Overall

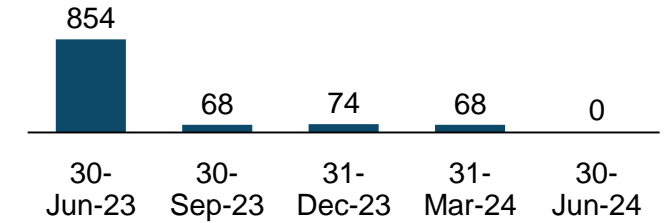
GNPA (INR Crore)



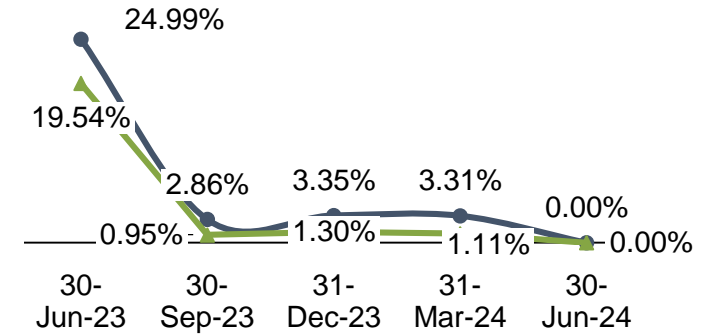
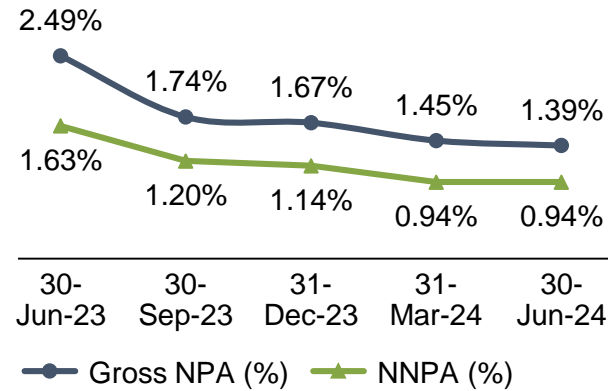
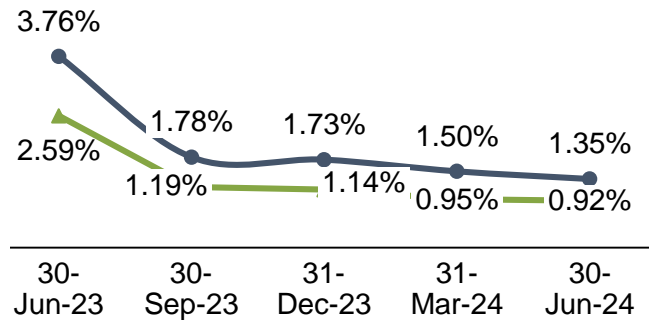
Retail



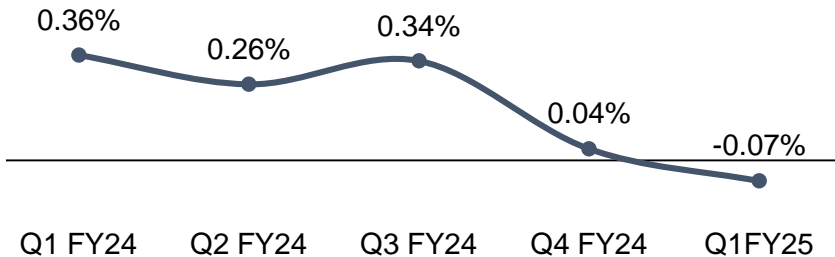
Corporate



GNPA & NNPA (%)



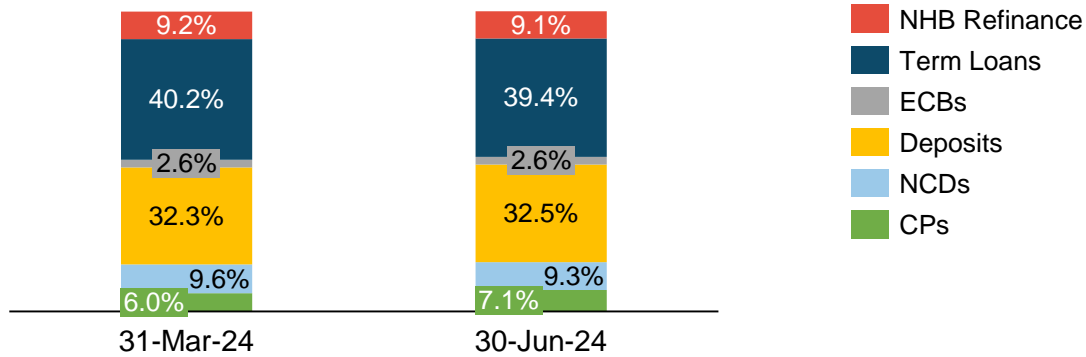
Credit Cost



- Retail Collection Efficiency for Q1FY25 is 99%
- Recovered around INR 80 crore from total written-off pool in Q1FY25

Well Diversified Borrowing Profile

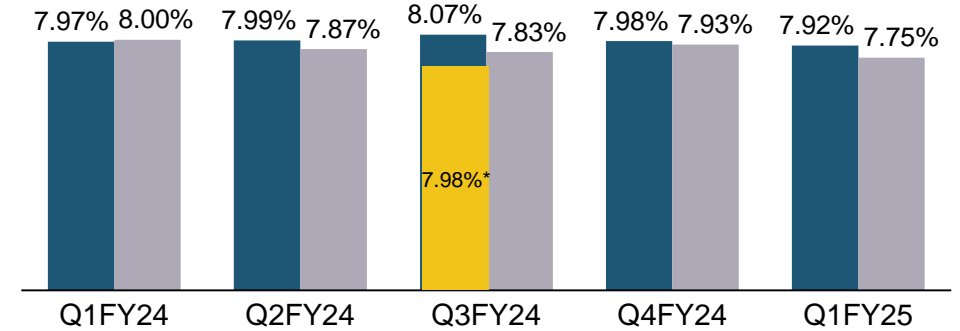
Borrowing Mix



Borrowings	INR 55,057 Crore	INR 55,734 Crore
Total Resource	INR 60,820 Crore	INR 61,172 Crore

- ~72% of the total borrowings is floating
- Average daily Liquidity Coverage Ratio maintained at ~263% for Q1 FY25
- SLR at 14.7% as on 30-Jun-24
- CRISIL upgraded rating to 'AA+' from 'AA' in Q1 FY25; Outlook 'Stable'; With this all the four rating agencies viz India Ratings, ICRA, CARE and CRISIL have AA+ rating

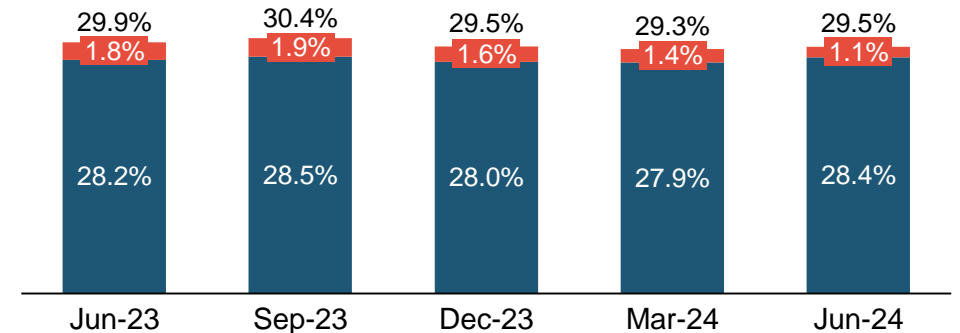
Cost of Borrowing



*In Q3FY24, there is a one-off of INR 11.79 crore on account of ECB hedging rate

■ Reported COB ■ Incremental COB

CRAR



■ Tier I ■ Tier II

Tech Transformation Update: focused on core tech transformation for business acceleration

The **objective** is to upgrade our legacy systems, digitize processes and be cloud ready for scale and performance

Partners

Customer Focus

Launched new cloud-based CRM platform by Salesforce for improving customer service capabilities. The automated service request feature has seen 18% adoption of self service feature.

Introduced predictive dialer for improving customer outbound capabilities and reduce leakages.

Introduced website Chatbot and website bot as accelerated digital channels for customer service



Sales and Collection

Implemented new Cloud based LOS platform for Affordable business which has improved customer experience via improving TAT for loan processing and enabling better performance and tracking capabilities for all functions

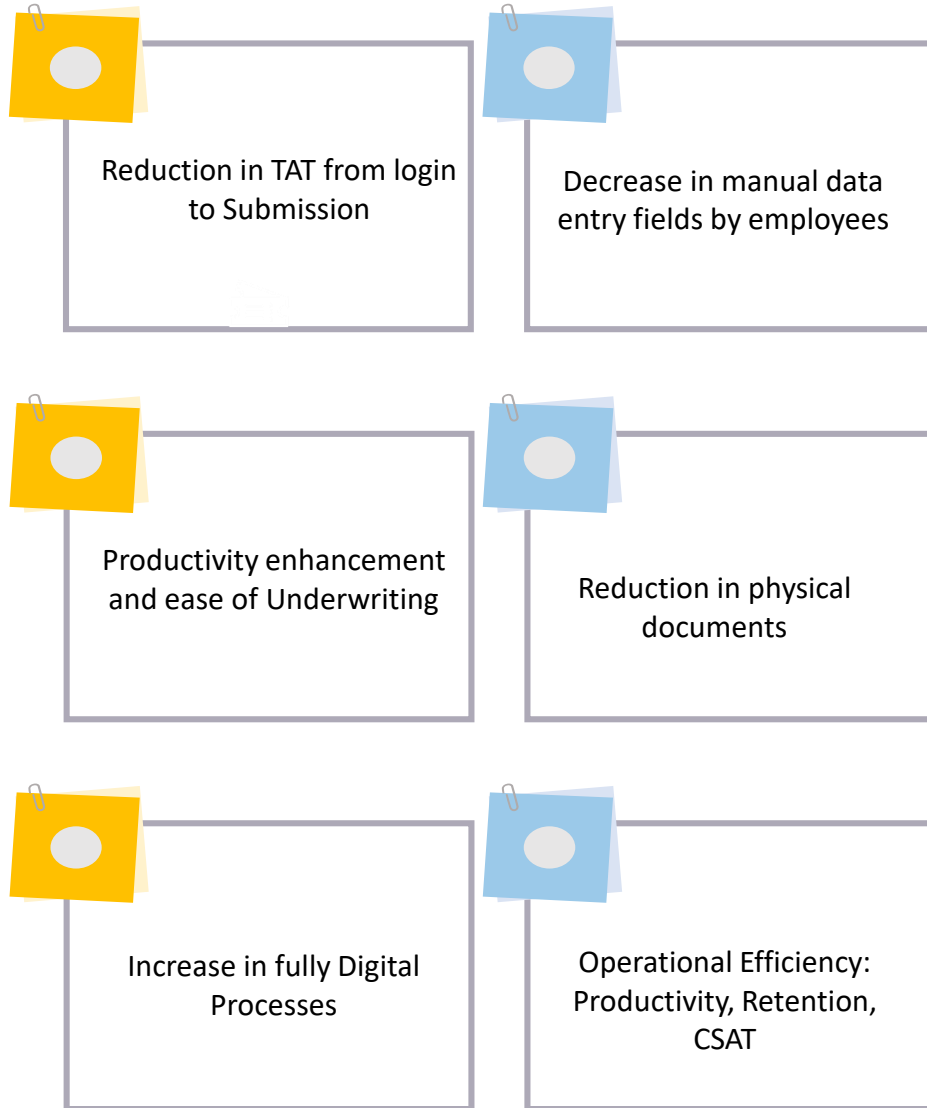
Launched new and enhanced website providing seamless access to products and services which has yielded increase in lead generation by 50%

Launched digital collection platform to provide 'on the go' availability of information and processing. The application witnessed over 97% adoption by the team



Business benefits of Tech Transformation

Transformation KPIs



PNBHFL Technology Landscape

85%

Cloud based workloads

303

Locations supported

150+

APIs enabled for digital journeys

5,500+

Users across functions

#4

Digitally integrated partnerships

6+

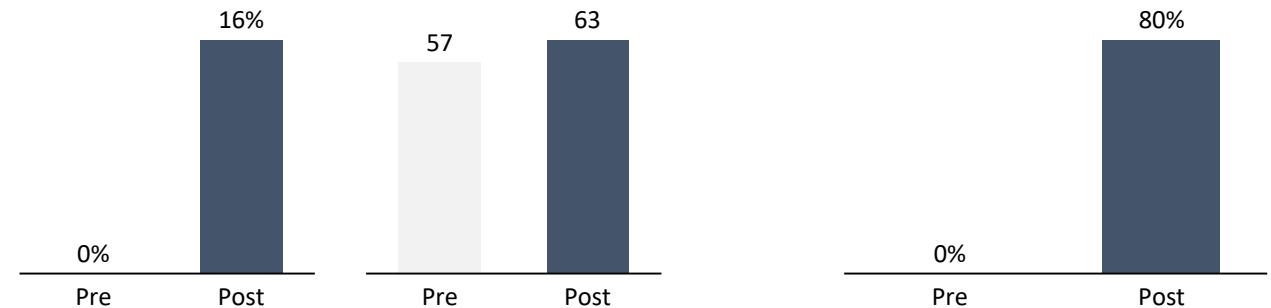
In House Engineering Platforms & apps

Salesforce CRM

Automated Service Request (Self Service)

No. of calls handled per agent per day

% Adoption

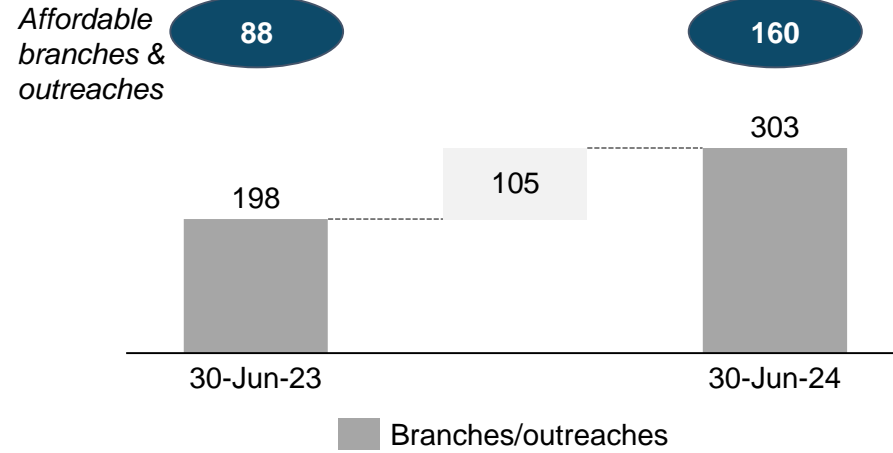
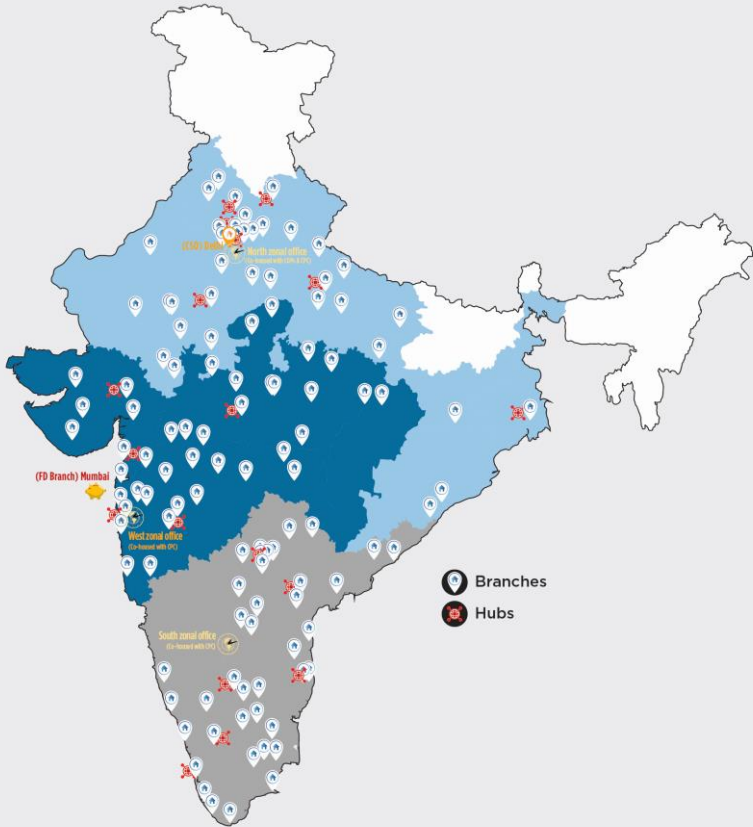




Business Update

Wide Distribution Network

OUR OFFICE NETWORK

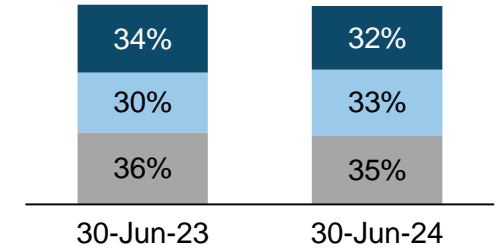


14,000+ Channel Partners for loans & deposits

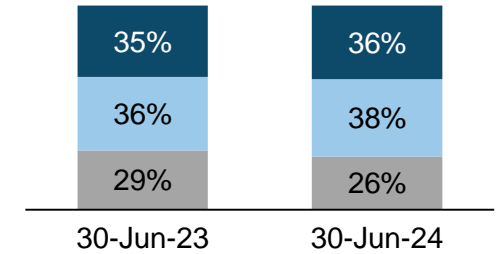
Top 5 State share in the Retail Loan Asset (%)

State	30-June-23	30-June-24
Maharashtra	27.7%	24.0%
Delhi NCR	12.0%	11.5%
Tamil Nadu	9.9%	10.8%
Telangana	8.8%	9.5%
Karnataka	8.0%	8.3%

Loan Asset – Geographical Breakup

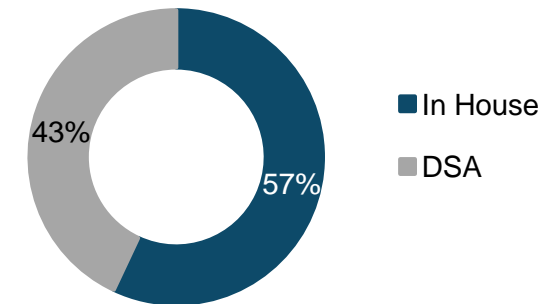


Disbursement - Geographical Break-up



Legend: North (dark blue), South (light blue), West (grey)

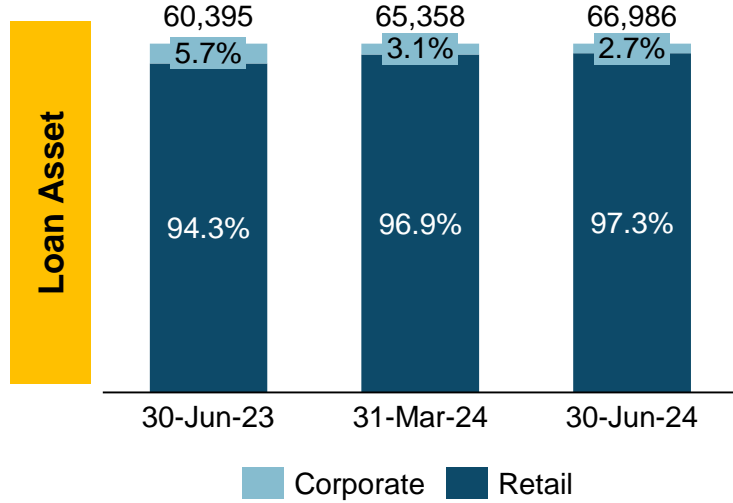
Disbursement Mix – Q1 FY25



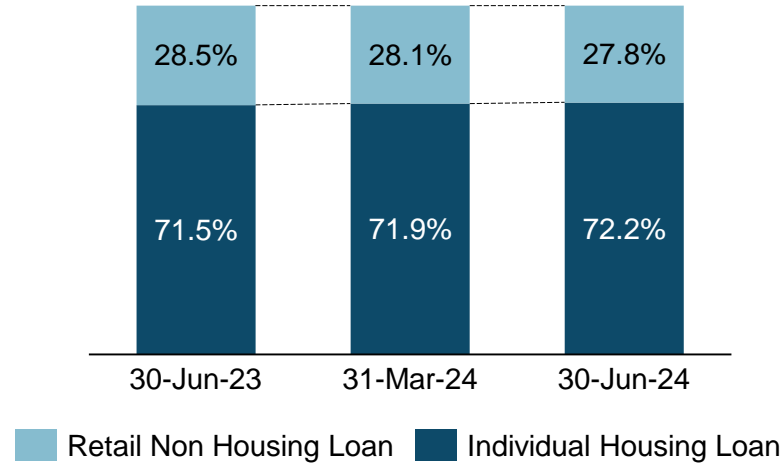
Loan Asset Mix

(INR Crore)

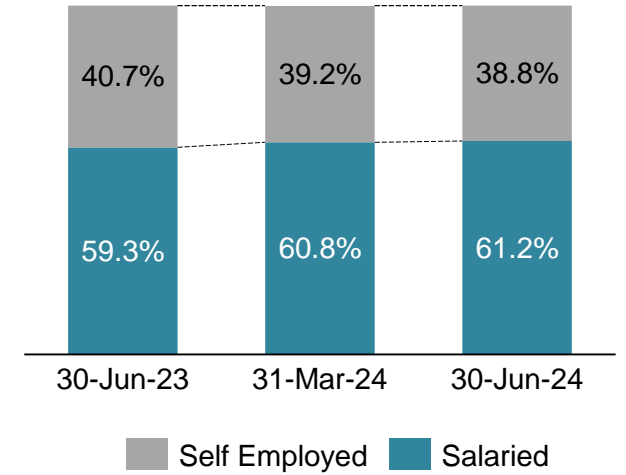
Segment Mix



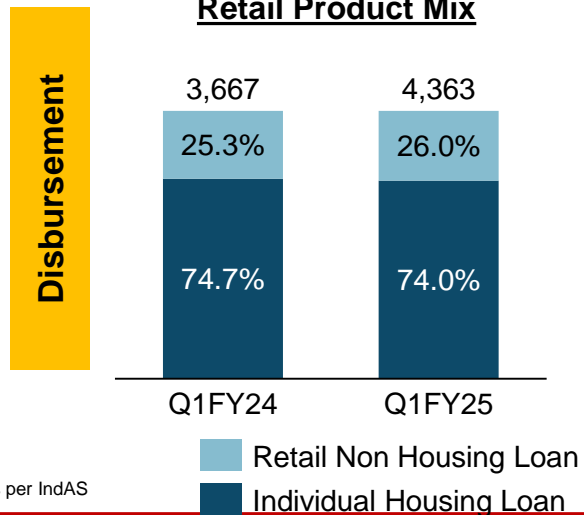
Retail Product Mix



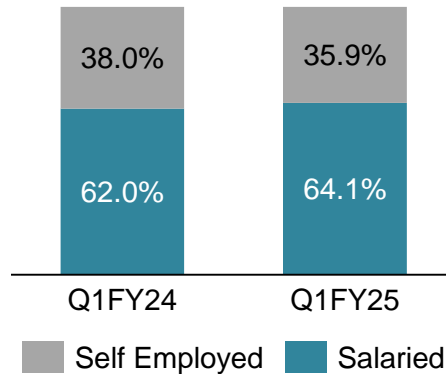
Retail Profile Mix



Retail Product Mix



Retail Profile Mix



➤ **Increased retail contribution in Loan Asset (from 94.3% in Jun-23 to 97.3% in Jun-24)**

➤ **Average ticket size for Individual housing loan and Retail Non-Housing at INR 29 lac and INR 28.3 lac respectively (as on Jun-24)**

➤ **Focus on Affordable and Emerging markets segment**

Expected Credit Loss (ECL) Provisions

Particulars (INR Crore)	30-Jun-24	31-Mar-24	30-Jun-23
Gross Stage 1*	63,996	62,430	56,119
Gross Stage 1 as % to Loan Asset	95.54%	95.52%	92.92%
ECL Provision Stage 1	481	565	499
ECL Provision % Stage 1	0.75%	0.90%	0.89%
Gross Stage 2*	2,084	1,944	2,006
Gross Stage 2 as % to Loan Asset	3.11%	2.97%	3.32%
ECL Provision Stage 2	404	317	259
ECL Provision % Stage 2	19.40%	16.31%	12.92%
Gross Stage 3	906	984	2,270
Gross Stage 3 as % to Loan Asset	1.35%	1.50%	3.76%
ECL Provision Stage 3	294	368	727
ECL Provision % Stage 3	32.45%	37.40%	32.03%
Total Assets	66,986	65,358	60,395
ECL Provision	1,179	1,250	1,485
Total ECL Provision / Total Assets (%)	1.76%	1.91%	2.46%

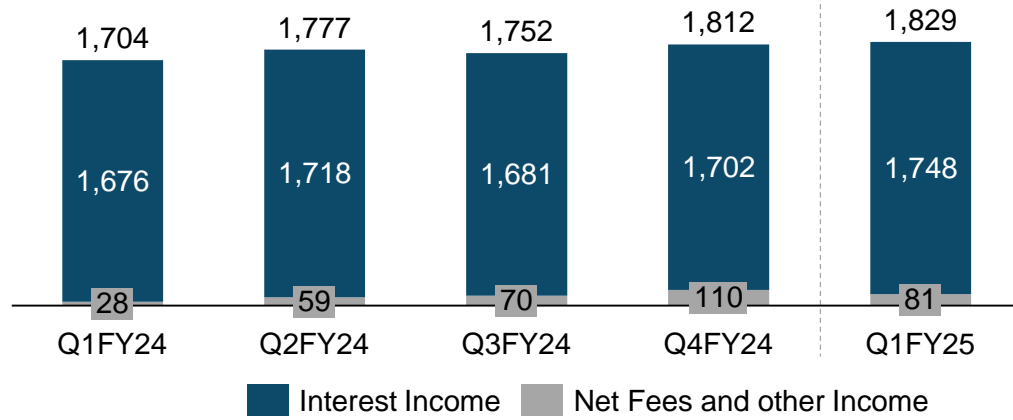


Financial Performance

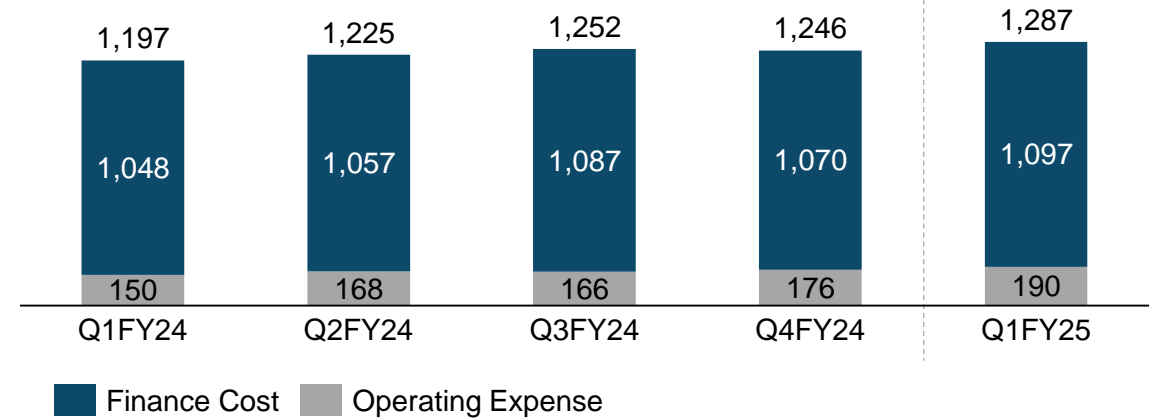
Financial Highlights – Quarter on Quarter

(INR Crore)

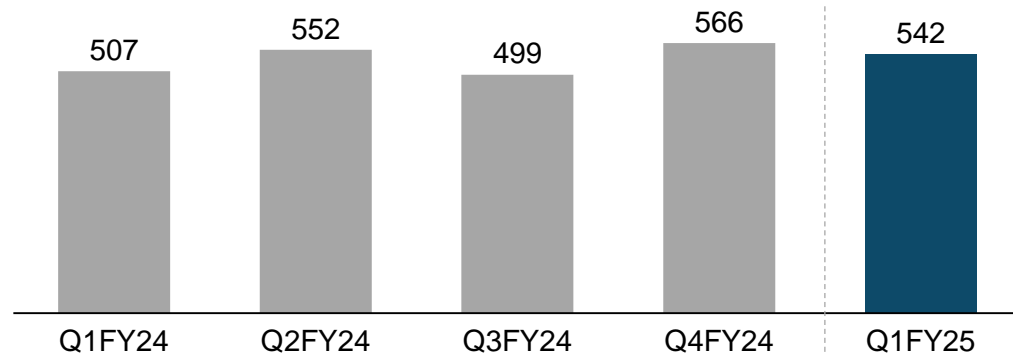
Revenue



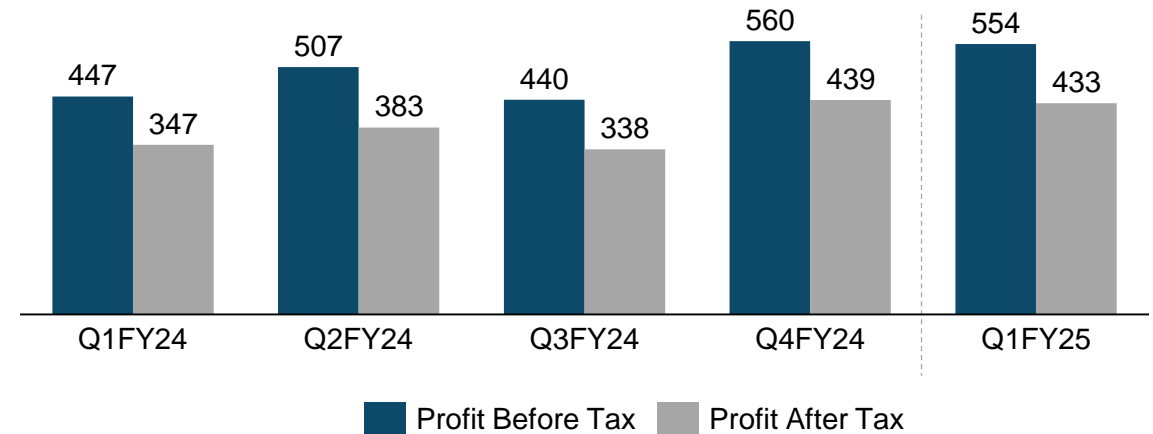
Expense



Pre-provision Operating Profit

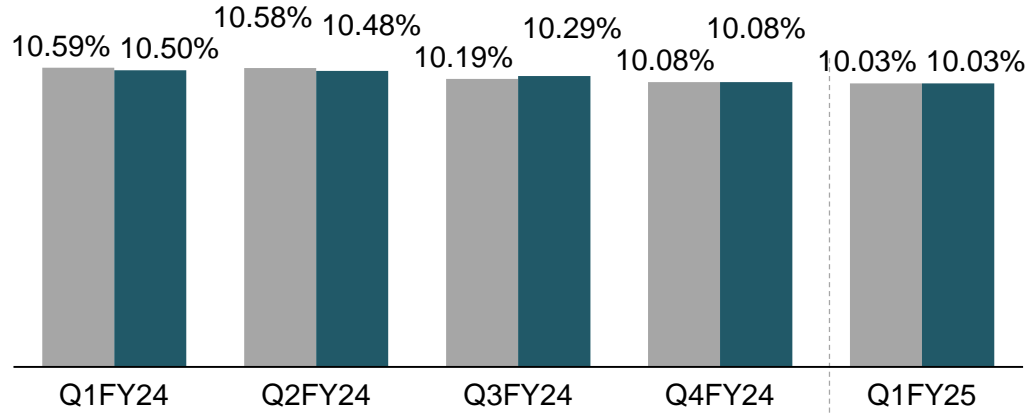


Profit Before Tax & Profit After Tax

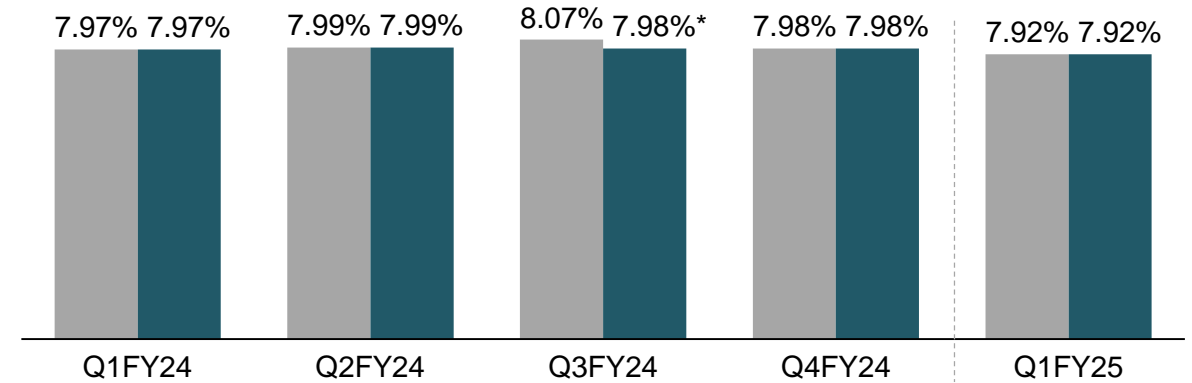


Financial Ratio Analysis – Quarter on Quarter

Average Yield

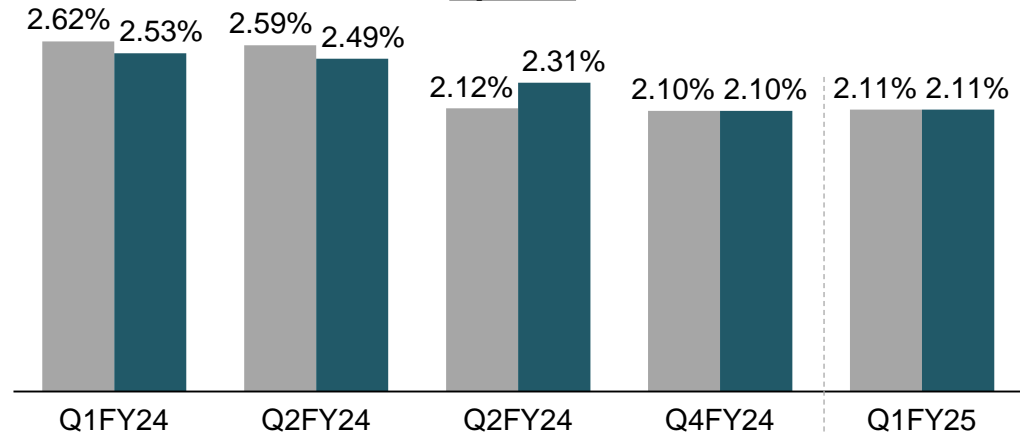


Average Cost of Borrowing

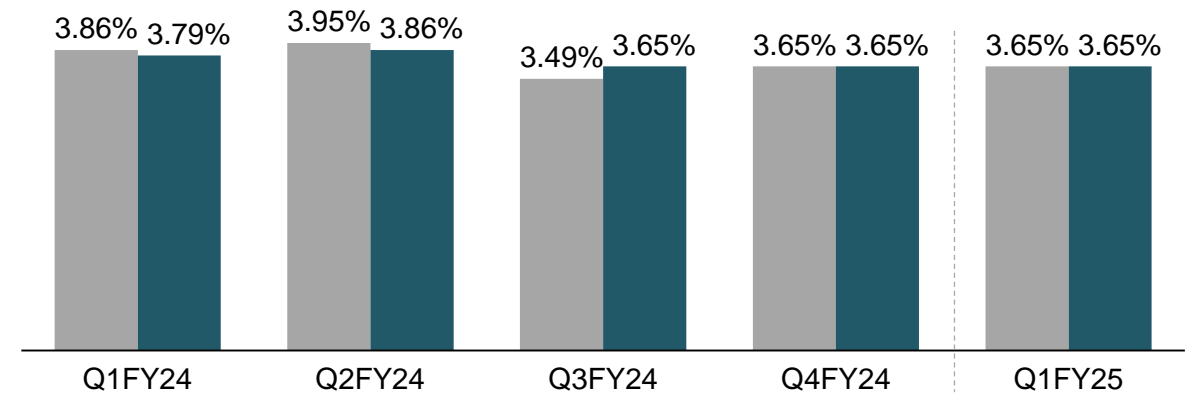


*In Q3FY24, there is a one-off of INR 11.79 crore on account of ECB hedging rate

Spread



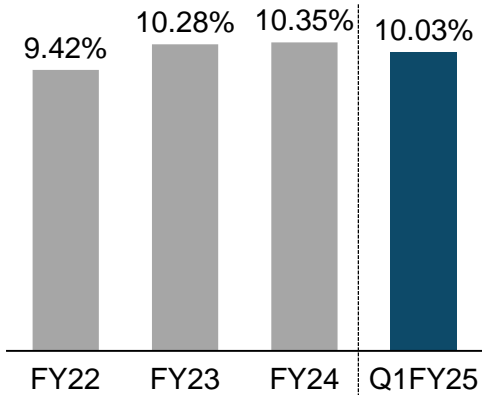
Net Interest Margin



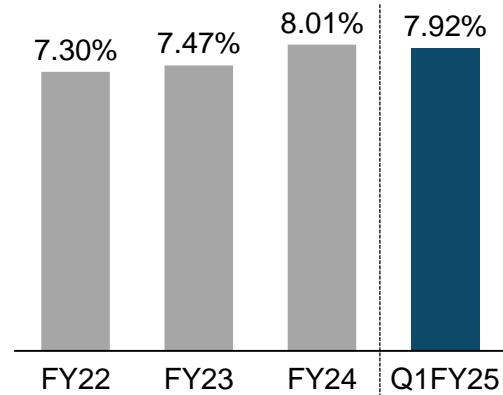
Reported x 1-off

Financial Ratio Analysis

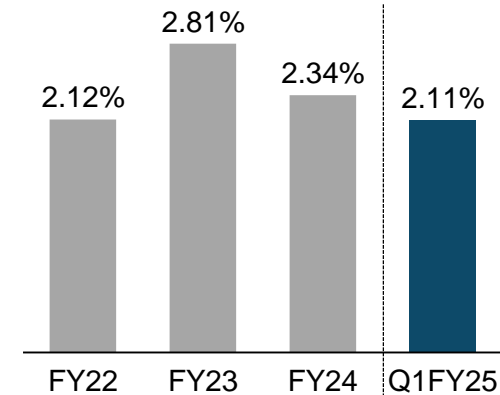
Average Yield



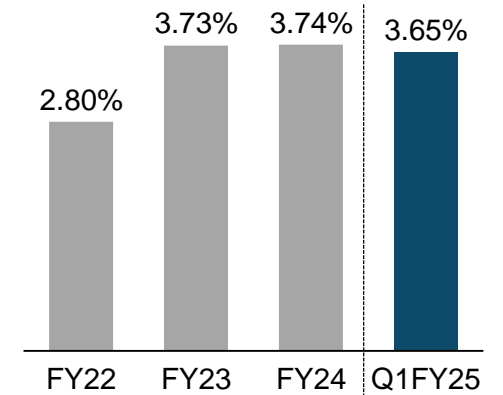
Average Cost of Borrowings



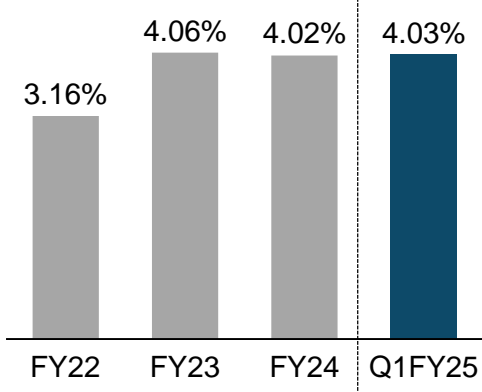
Spread



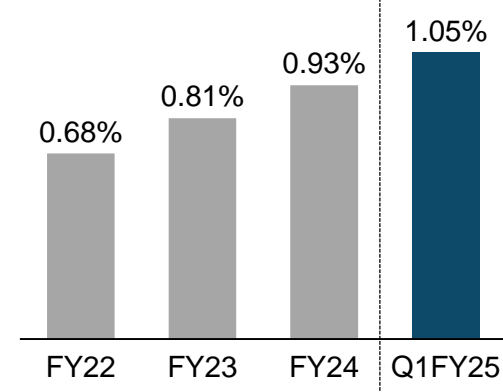
Net Interest Margin



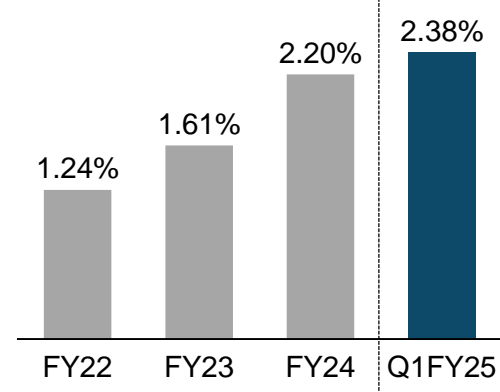
Gross Interest Margin



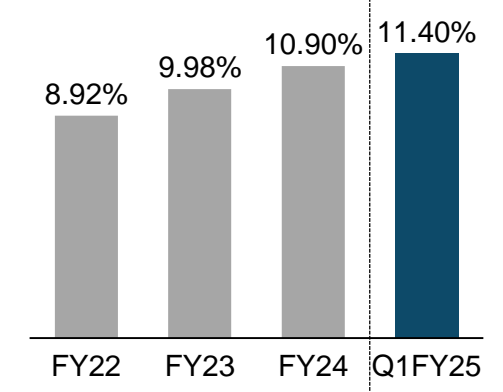
Opex to ATA Ratio



Return on Asset



Return on Equity



Ratios are calculated on Monthly Average
 Gross Interest Margin is net of acquisition cost
 Opex to ATA includes CSR & Esop cost

Consolidated Profit & Loss Statement

Particulars (INR Crore)	Q1 FY25	Q1 FY24	YoY	Q4 FY24	QoQ	FY24	FY23	FY22
Interest Income	1,739.1	1,666.9		1,692.9		6,742.2	6,199.1	5,822
Add: Net gain on fair value changes	8.8	9.2		9.0		35.0	34.1	111
Add: Income on derecognized (assigned) loans	-	-		-		-	10.9	-
Less: Finance Cost	1,096.9	1,047.5		1,069.7		4,261.1	3,898.5	4,064
Net Interest Income	651.0	628.6	3.6%	632.2	3.0%	2,516.1	2,345.6	1,869
Net Fees and other Income	81.2	28.1		110.1		267.6	274.1	256
Gross Income	732.2	656.8	11.5%	742.3	-1.4%	2,783.6	2,619.6	2,125
Operating Expenses								
Less: Employee Benefit Expenses	109.2	80.7		90.6		337.3	266.0	217
Net loss on fair value changes	-	-		-		-	-	-
Less: Other Expenses	67.4	56.2		71.1		270.1	202.4	187
Less: Impairment on assets held for sale	-	-		-		0.0	47.7	8
Less: Depreciation and Amortisation	13.4	12.6		14.2		51.2	51.4	53
Operating Profit	542.2	507.2	6.9%	566.5	-4.3%	2,125.0	2,052.2	1,660
Less: Impairment on financial instruments & Write-offs (Expected Credit Loss)	-12.0	60.6		6.6		171.1	691.3	576
Profit Before Tax	554.2	446.7	24.1%	559.8	-1.0%	1,953.9	1,360.9	1,084
Less: Tax Expense	121.4	99.4		120.6		445.9	314.9	247
Net Profit after Tax	432.8	347.3	24.6%	439.3	-1.5%	1,508.0	1,046.0	836
Add: Other Comprehensive Income	-17.0	-15.0		-2.5		-16.3	77.1	97
Total Comprehensive Income	415.8	332.3	25.1%	436.7	-4.8%	1,491.8	1,123.1	934
EPS (Basic)	16.66	13.64		16.91		58.37	53.21	49.6

Consolidated Balance Sheet

	Particulars (INR Crore)	31-Mar-24	31-Mar-23	31-Mar-22
	LIABILITIES			
1	Financial Liabilities			
(a)	Derivative financial instruments			-
(b)	Debt Securities	7,852	3,994	6,202
(c)	Borrowings (Other than Debt Securities)	28,667	31,175	27,716
(d)	Deposits	17,758	17,214	17,605
(e)	Subordinated Liabilities	739	1,238	1,438
(f)	Other financial liabilities	2,200	1,993	2,581
	Sub Total - Financial Liabilities	57,216	55,615	55,542
2	Non-Financial Liabilities			
(a)	Current Tax Liabilities	-	-	-
(b)	Provisions	20	18	17
(c)	Other non-financial liabilities	194	227	299
	Sub Total - Non-Financial Liabilities	214	245	316
3	EQUITY			
(a)	Equity Share capital	260	169	169
(b)	Other Equity	14,715	10,845	9,703
	Sub Total - Equity	14,974	11,014	9,872
	TOTAL – EQUITY & LIABILITIES	72,405	66,874	65,730

	Particulars (INR Crore)	31-Mar-24	31-Mar-23	31-Mar-22
	ASSETS			
1	Financial Assets			
(a)	Cash and cash equivalents	2,142	3,678	5,066
(b)	Loans	64,108	57,840	55,336
(c)	Investments	4,346	3,196	3,483
(d)	Other Financial Assets	1,221	1,546	1,109
	Sub Total - Financial Assets	71,818	66,260	64,994
2	Non - Financial Assets			
(a)	Tax Assets (Net)	313	410	446
(b)	Property, Plant and Equipment	67	66	71
(c)	Right of use assets	123	66	60
(d)	Other Intangible assets	17	14	18
(e)	Other non-financial assets	68	58	31
(f)	Assets held for sale	-	-	109
	Sub Total - Non - Financial Assets	587	614	736
	TOTAL - ASSETS	72,405	66,874	65,730



Focus on Retail Loan Growth including Emerging Markets Segment

Continued focus on Retail Segment incl. high yielding emerging business

Expanded presence to 303 locations Pan-India (incl. emerging markets & affordable segment)



Grow Affordable Segment

Expanded presence to 160 locations to support growth

Scale-up in the Affordable segment; Build book of INR 2,361 crore as on 30-Jun-24



Asset Quality

Augmented Collections efforts led to improvement in Gross and Net NPA to 1.35% and 0.92% respectively

Resolved corporate NPA account in Q1FY25; Corporate NPA stands Nil as on 30-Jun-24



Recovery from written-off Pool

Resolved 1 written off corporate account in Q1FY25 through ARC sale

Recovered ~INR 80 crore from total written-off pool



Liability Mix

Improved contribution from debt capital market in Q1FY25

Credit Rating upgrade to have a positive impact on the Cost of Borrowing



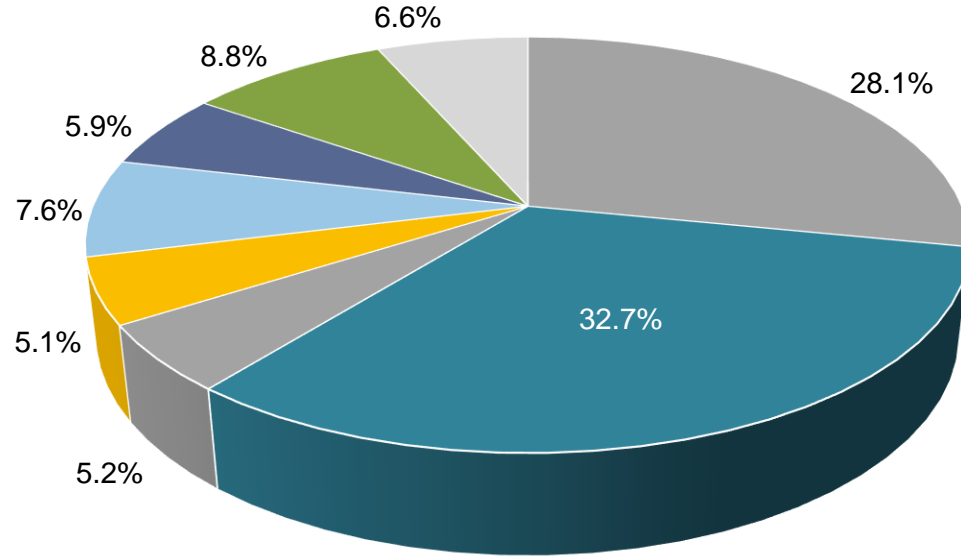
Enhance Profitability & Return Ratios

Improvement in Return on Asset from 2.20% in FY24 to 2.38% in Q1FY25 (annualized)

CRAR at 29.50% as on 30-Jun-2024 compared to 29.26% as on 31-Mar-2024

Annexure

Shareholding as on 30-Jun-24



- Promoters
- Asia Opportunities V (Mauritius) Limited (Ares SSG)
- Foreign Inst. Investors
- Public & Others
- Quality Investment Holdings PPC (Carlyle)
- General Atlantic Singapore Fund Fii Pte Ltd
- Mutual Funds
- Bodies Corporates

Outstanding Shares – 25,97,28,281 shares

Top 10 Shareholders

- Promoter (PNB)
- Carlyle
- Ares SSG Capital
- General Atlantic Singapore Fund
- Tata Mutual Fund
- Pioneer Investment Fund
- Vanguard
- Nippon Mutual Fund
- Abakkus AIF
- BNP Paribas

Distinguished Board of Directors



Atul Kumar Goel
Non-Executive Nominee Director



Sunil Kaul
Non-Executive Nominee Director



Chandrasekaran Ramakrishnan
Independent Director



Nilesh Shivji Vikamsey
Independent Director



Tejendra Mohan Bhasin
Independent Director



Sudarshan Sen
Independent Director



Neeraj Vyas
Non-Executive Non-Independent Director



Kapil Modi
Non-Executive Nominee Director



Gita Nayyar
Independent Director



Pavan Kaushal
Independent Director



Dilip Kumar Jain
Non-Executive Nominee Director



Girish Kousgi
Managing Director and CEO

Experienced and Professional Management Team



Girish Kousgi
Managing Director and CEO



Vinay Gupta
Chief Financial Officer



Amit Singh
Chief People Officer



Jatul Anand
Chief Credit & Collections Officer



Ajay Kumar Mohanty
Head - Internal Audit and Chief of
Internal Vigilance



Anujai Saxena
Business Head -Affordable Business



Veena Kamath
Company Secretary



Dilip Vaitheeswaran
Chief Sales Officer - Retail



Krishna Kant
Chief Compliance Officer



Anshul Dalela
Head – Customer Service & Operations



Anubhav Rajput
Chief Information Officer



Valli Sekar
Chief Sales & Collection Officer -
Affordable



Vikas Rana
Head- Construction Finance

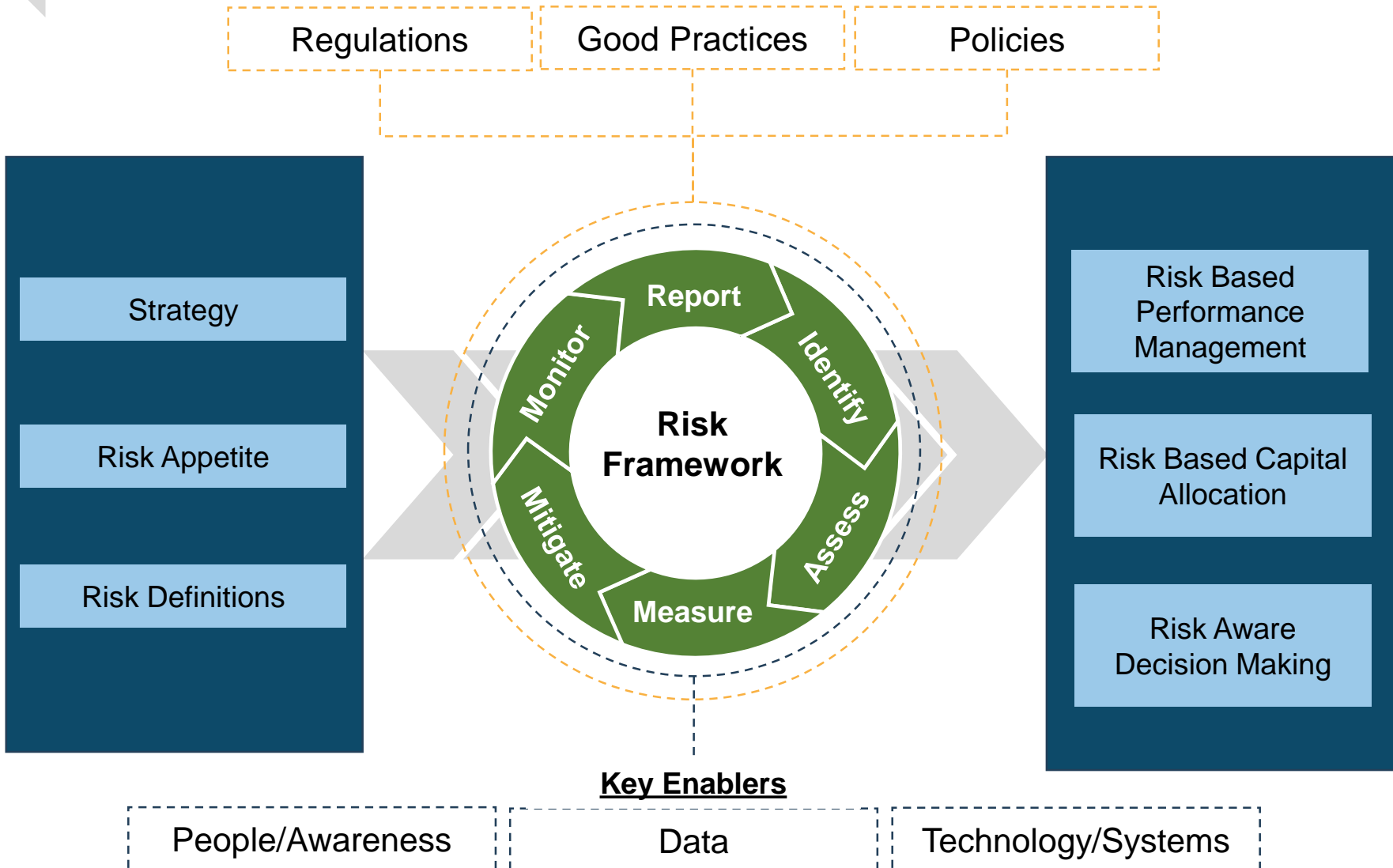


Bhavya Taneja
National Head - Marketing



Neeraj Manchanda
Chief Risk Officer

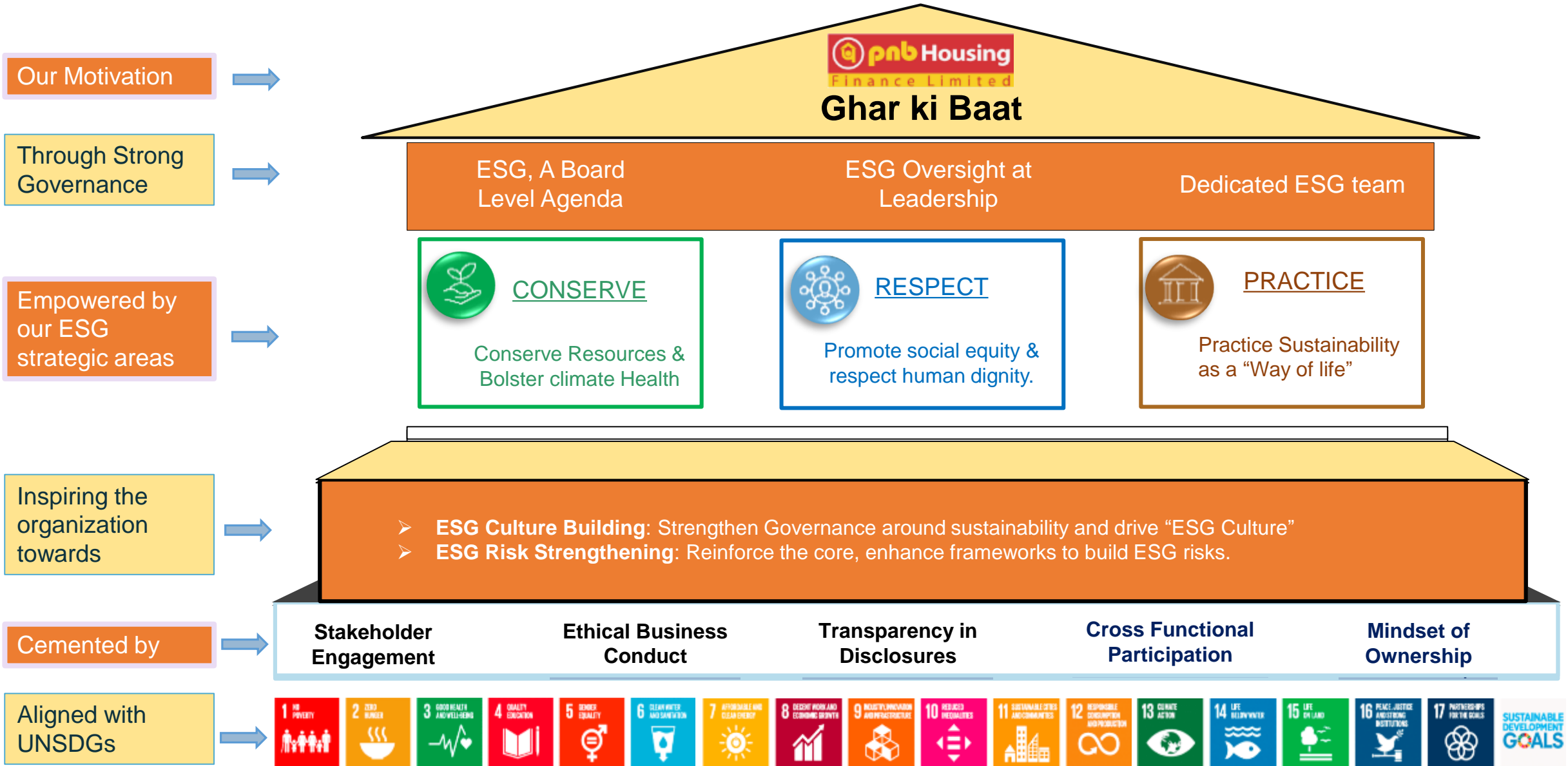
Governance



Key Features of Governance

- RMC of the Board oversees the company's Risk Management practices and approve the Risk Management Framework of the company
- Executive RMC Comprising of senior members review risk management framework
- Business units are responsible for effective management of risk of their unit
- Internal audit to independently assess the Internal controls and Risk Management Framework
- Compliance function independently monitors the Regulatory compliances

Overarching ESG Framework



Environment

~2.30 GJ/revenue (in crores)
Energy Intensity

~0.45 Ton/revenue (in crores)
CO2e Emissions Intensity

Within the Fence*

- 3 star & above rating appliances
- Provision for natural sunlight for offices through windows
- Adoption of Digital interventions - 99.6% EMI collections through digital mode

Beyond the Fence

- 40 KW Solar Installed in Rajasthan
- 2000 saplings Plantation in Hyderabad
- Climate Sensitization event conducted in Dehradun

Social

340+ Women Employees

21000+ Hours clocked in Learning

12+ Hours/per employee in Learning

200+ Hours clocked in POSH training

Supportive Policies (Already in practice)

- Equal Opportunity
- Sabbatical Policy
- DEI
- Grievance Policy



3000+

Beneficiaries of recently inaugurated Drinking water facilities in Rajasthan



900+

Beneficiaries of recently inaugurated PEHEL Computer Lab in Gujarat



80%+ Women Applicants/Co-Applicant**

15%+ Women Primary Applicants**

60%+ Individual Housing Loan
Amount share is from EWS + LIG + MIG combined (Q1)

10%+ EWS

25%+ LIG

40%+ MIG Individual Housing Loan Applicants in Q1

Governance

50% Independent Directors

1 Women Director in Board

15% Women in Leadership

Decent Score in LSEG ESG Platform.

Categorized in Upper Layer (NBFC-UL) under Scale Based Regulation for NBFCs

Supportive Policies (Already in practice)

- Digital Personal Data Protection Policy
- Anti-Bribery & Anti-Corruption

EWS – Economically weaker section Annual Income: <0.3 Million. LIG, MIG – Low (Annual Income: 0.3 million – 0.6 million & Medium (Annual income: 0.6 million – 1.8 million) Income Group

* Already in practice. Majority of the practices are present in our select locations and environment sustainability is a focus area while onboarding new branch/office

**Basis Live Loan Accounts as on 30 June 2024. DEI – Diversity, Equity & Inclusion

Ratios	Formulas Used
Average Yield (%)	$(\text{Interest Income} + \text{Assignment Income}) \text{ on Loans} / \text{Average Loan Assets}$
NIM (%)	$\text{Net Interest Income including assignment income} / \text{Average Earning Assets}$
Opex to ATA (%)	$\text{Operating Expenditure}(\text{Employee Cost} + \text{Other Expenses} + \text{Depreciation} - \text{Acquisition Cost} + \text{ESOP cost} + \text{CSR cost} - \text{Fair value on repossessed assets}) / \text{Average Total Assets as per Balance sheet}$

ATA	Average Total Assets
ATS	Average Ticket Size
AUM	Asset Under Management
CP	Commercial Paper
CRAR	Capital to Risk Asset Ratio
DSA	Direct Selling Agents
ECB	External Commercial Borrowing
ECL	Expected Credit Loss
EPS	Earning Per Share
GNPA	Gross Non-Performing Asset

HFCs	Housing Finance Companies
NCDs	Non-Convertible Debentures
NIM	Net Interest Margin
NNPA	Net Non-Performing Asset
PAT	Profit After Tax
PCR	Provision Coverage Ratio
ROA	Return on Asset
ROE	Return on Equity

This presentation and the accompanying slides (the “**Presentation**”), which have been prepared by PNB Housing Finance Limited (the “**Company**”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation, directly or indirectly, in any manner, or inducement to sell or issue, or any solicitation of any offer to purchase or subscribe for any securities of the Company in any jurisdiction, 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 is not a prospectus, disclosure document, a statement in lieu of a prospectus, an offering circular, an advertisement or an offer document under the Companies Act, 2013, and the rules made thereunder, as amended, the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2018, as amended, or any other applicable law in India. 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, and nothing in this Presentation shall be relied upon as a promise or representation in this respect, whether as to the past or the future. Financial information of the Company included herein may differ from its quarterly financial information as a result of certain adjustments made during the course of audit. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. The Presentation has not been independently verified and 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. All forward-looking statements are based on judgments derived from the information available to the Company at this time. Forward-looking statements can be identified by terminology such as such as “potential,” “opportunity,” “expected,” “will,” “planned,” “estimated”, “targeted”, “continue”, “on-going” or similar terms. 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, natural calamities, inflation, deflation, the performance of the financial markets in India and globally, changes in Indian laws and regulations, including tax, accounting and housing finance companies regulations, changes in competition and the pricing environment in India, and regional or general changes in asset valuations, 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 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. Given these uncertainties and other factors, viewers of this Presentation are cautioned not to place undue reliance on these forward-looking statements. The information in this Presentation does not constitute financial advice (nor investment, tax, accounting or legal advice) and does not take into account an investor’s individual investment objectives, including the merits and risks involved in an investment in the Company or its securities, or an investor’s financial situation, tax position or particular needs. Past performance information in this Presentation should not be relied upon as an indication of (and is not an indicator of) future performance.

The contents of this Presentation are strictly confidential and may not be copied or disseminated, reproduced, re-circulated, published, advertised or redistributed, in whole or in part, to any other person or in any media, website or otherwise in any manner without the Company’s written consent.

Thank You

Company:

PNB Housing Finance Limited

CIN: L65922DL1988PLC033856

Ms. Deepika Gupta Padhi (Head-Investor Relations & Treasury)

Phone: +91 11 23445214

Investor.relations@pnbhousing.com

www.pnbhousing.com
