



Ref: PNBHFL/SE/EQ/FY25/94
Date: October 24, 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 2nd quarter and half year ended September 30, 2024

Ref: Our letter PNBHFL/SE/EQ/FY25/93 dated October 24, 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 2nd quarter and half year ended September 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

Encl: 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 September 2024

24-October-2024

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Business Highlights

- In Q2'FY25, Retail Disbursement grew by 28% YoY to INR 5,341 crore; Affordable and Emerging Markets segments accounted for 31% of the Retail Disbursement.
- As on 30th Sep 2024, Retail Loan Asset stands at INR 67,970 crore; Affordable and Emerging Markets segments forms 23% of the Retail Loan Asset
- Presence in 303 branches including 160 branches for Affordable and 50 branches for Emerging Markets

Spread & Margins

- NIM for Q2 FY25 is at 3.68% as compared to 3.65% in Q1 FY25
- Cost of Borrowing is 7.84% in Q2'FY25 as compared to 7.92% in Q1'FY25 and 7.99% in Q2'FY24.
- Deposit grew by 5% YoY to INR 17,659 crore as on 30 Sep 2024

Asset quality & Profitability

- Recovered INR 48 crore in Q2FY25 and INR 76 crore in H1 FY25 from Retail written-off pool
- Gross NPA stood at 1.24% as on Q2'FY25 as compared to 1.35% in Q1'FY25 and 1.78% in Q2'FY24
- Return on Asset stood at 2.54% for Q2'FY25 (annualised); ROA stood at 2.45% for H1 FY25 and 2.20% in FY24

Key Performance Highlights

Retail Segment

Corporate Segment

Total



Disbursement (INR Crore)

5,341 (Q2 FY25)
(28.2 % YoY | 21.5 % QoQ)

- **Prime:** 3,676 (21.9% YoY)
- **Emerging Markets:** 1,035 (31.1% YoY)
- **Affordable:** 630 (68.4% YoY)

9,704 (H1 FY25)
(21.5 % YoY)

NIL (Q2 FY25)

34 (H1 FY25)
(0.6 % YoY)

5,341 (Q2 FY25)
(27.8% YoY | 21.5% QoQ)

9,738 (H1 FY25)
(23.8% YoY)



Loan Asset (INR Crore)

67,970 (30-Sep-24)
(16.2% YoY | 4.3% QoQ)

- **Prime:** 52,467 (10.7% YoY)
- **Emerging Markets:** 12,545 (21.6% YoY)
- **Affordable:** 2,959 (297.1% YoY)

INR 1,531 (30-Sep-24)
(-35.7% YoY | -16.3% QoQ)

INR 69,501 (30-Sep-24)
(14.2% YoY | 3.8% QoQ)



GNPA

1.27 % (30-Sep-24) VS

1.39% (30-Jun-24) |
1.74% (30-Sep-23)

Nil (30-Sep-24) VS

Nil (30-Jun-24) |
2.86% (30-Sep-23)

1.24% (30-Sep-24) VS

1.35% (30-Jun-24) |
1.78% (30-Sep-23)

Key Performance Highlights



AUM

INR 74,724 Crore

(10.8% YoY | 3.0% QoQ)



Loan Asset

INR 69,501 Crore

(14.2% YoY | 3.8% QoQ)



Deposits

INR 17,659 Crore

Public 87.2% | ICD 12.8%



Net NPA

0.84% (30-Sep-24) vs

0.92% (30-Jun-24) |

1.19% (30-Sep-23)



Spread

2.21% (Q2FY25)

(-38 bps YoY | +10 bps QoQ)

2.16% (H1 FY25)

(-44 bps YoY)



NIM

3.68% (Q2FY25)

(-27 bps YoY | 3 bps QoQ)

3.66% (H1 FY25)

(-26 bps YoY)



ROA

2.54% (Q2FY25)

(30 bps YoY | 16 bps QoQ)

2.45% (H1 FY25)

(30 bps YoY)



Capital Adequacy

29.13%

(-125 bps YoY | -37 bps QoQ)

Tier I: 28.06% | Tier II: 1.07%



Gearing Ratio

3.59

(-18 bps YoY | -3 bps QoQ)



Book Value Per Share

INR 611

(INR 577 31-Mar-24)

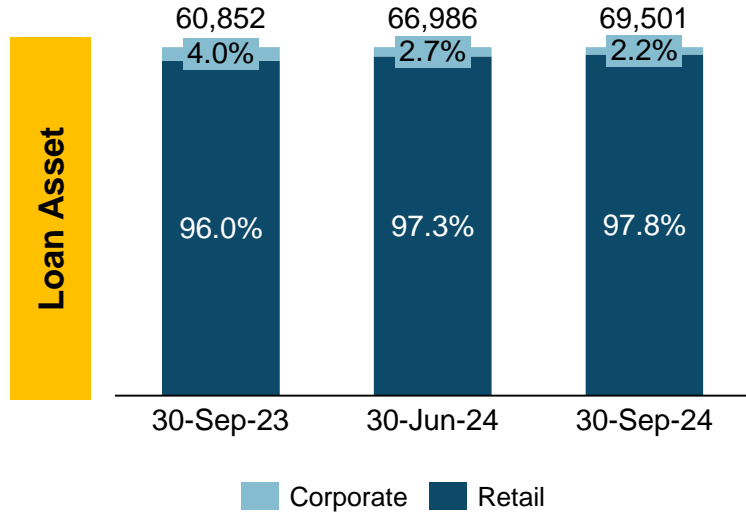


Overall Business Update

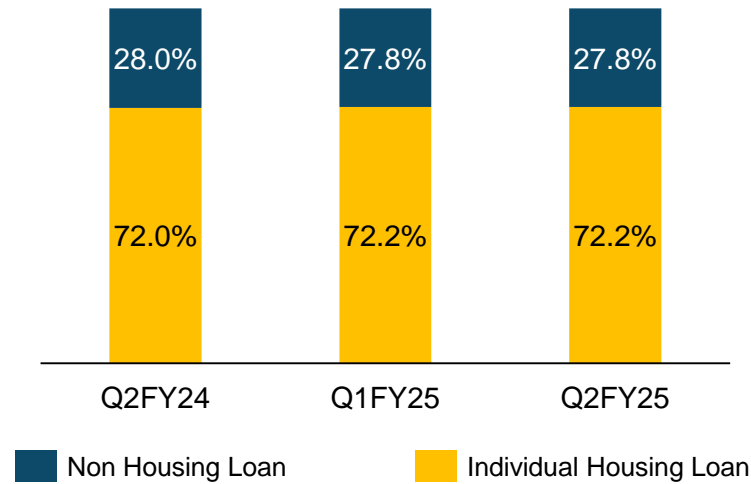
Loan Asset Mix

(INR Crore)

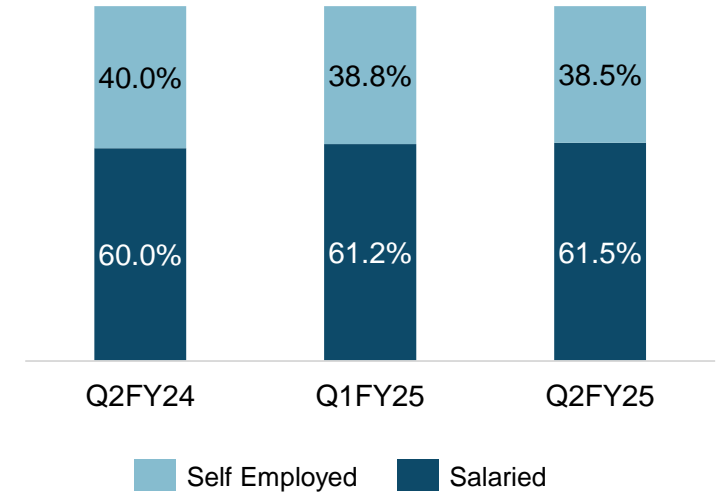
Segment Mix



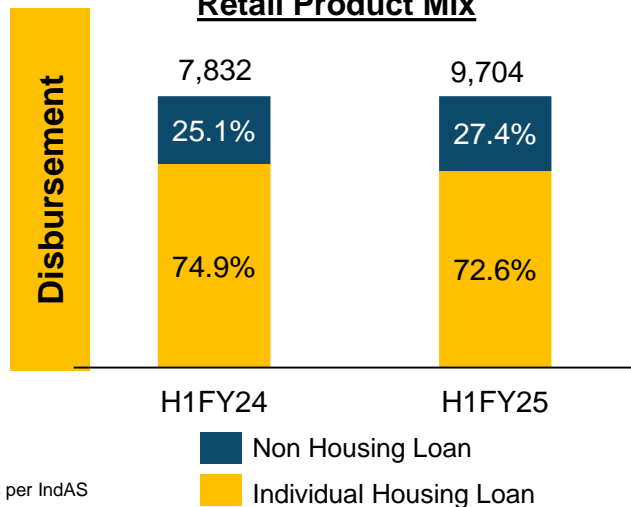
Retail Product Mix



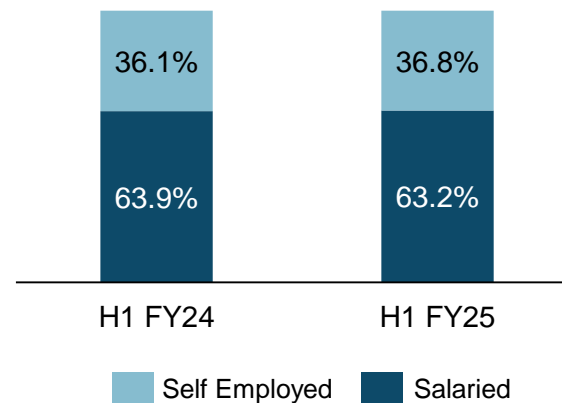
Retail Profile Mix



Retail Product Mix



Retail Profile Mix



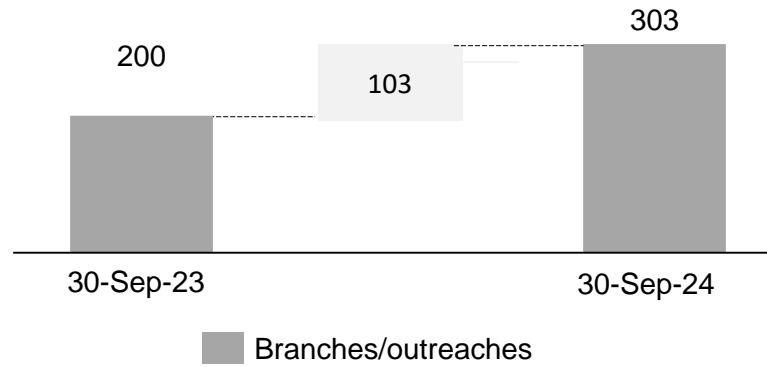
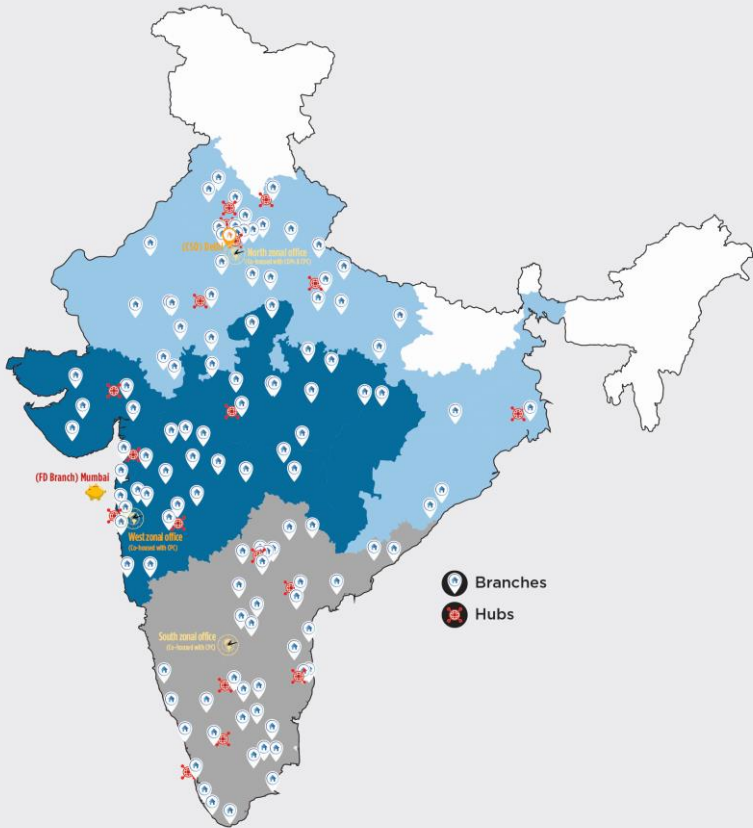
Live loan accounts serviced by the Company crossed 3,00,000 as on 30-Sept-24

Average ticket size for Individual housing loan and Retail Non-Housing at INR 29 lac and INR 27.7 lac respectively (as on Sep-24)

Focus on Affordable and Emerging Markets segment

Wide Distribution Network

OUR OFFICE NETWORK

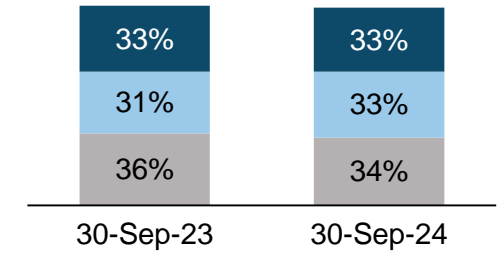


14,000+ Channel Partners for loans & deposits

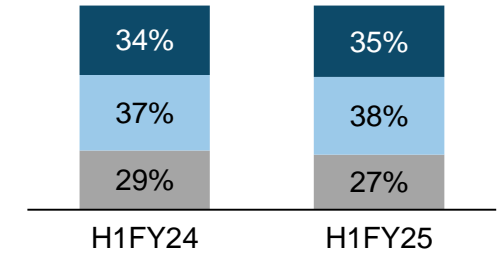
Top 5 State share in the Retail Loan Asset (%)

State	30-Sep-23	30-Sep-24
Maharashtra	26.8%	23.1%
Uttar Pradesh	10.5%	11.2%
Tamil Nadu	9.9%	11.1%
Telangana	8.4%	8.8%
Karnataka	8.0%	8.5%

Loan Asset – Geographical Breakup

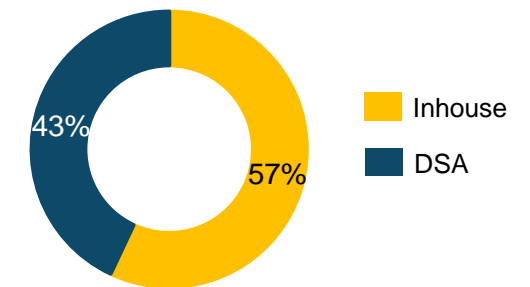


Disbursement - Geographical Break-up



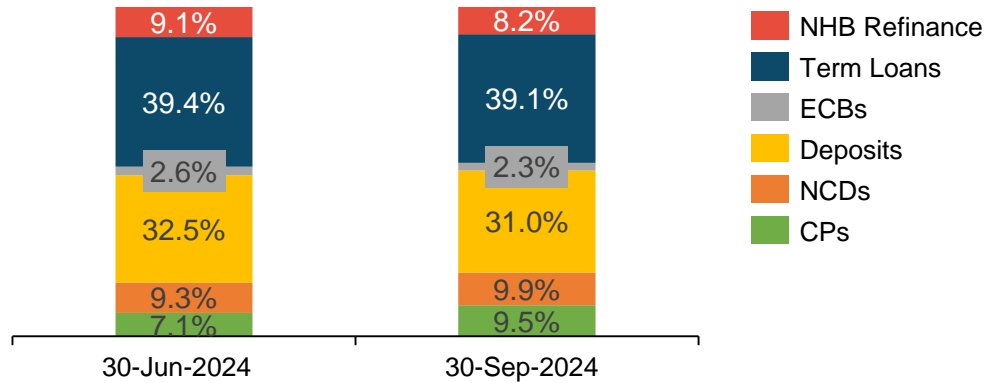
North South West

Disbursement Channel Mix – H1 FY25

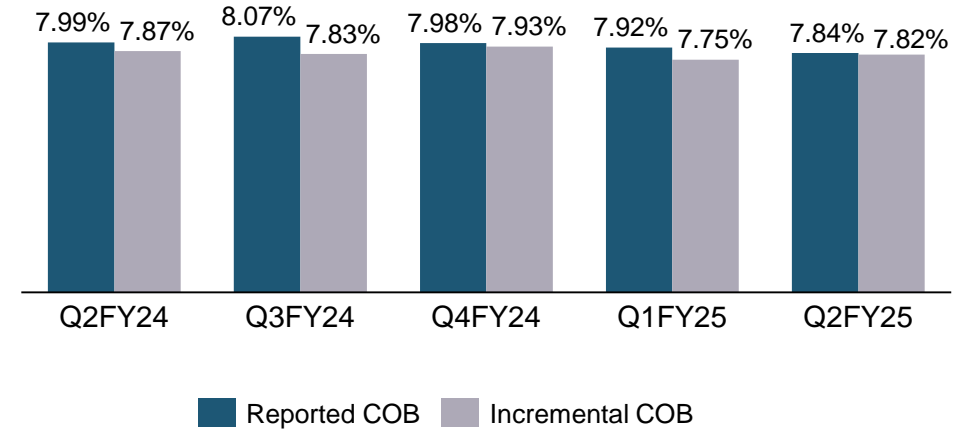


Well Diversified Borrowing Profile

Borrowing Mix



Cost of Borrowing



Borrowings	INR 55,734 Crore	INR 57,028 Crore
Total Resource	INR 61,172 Crore	INR 62,144 Crore

- ~70% of the total borrowings is floating
- Average daily Liquidity Coverage Ratio maintained at ~193% for Q2 FY25
- SLR at 15.08% as on 30-Sep-24
- ECB Sanction of USD 125 million in Q2 FY25

Rating

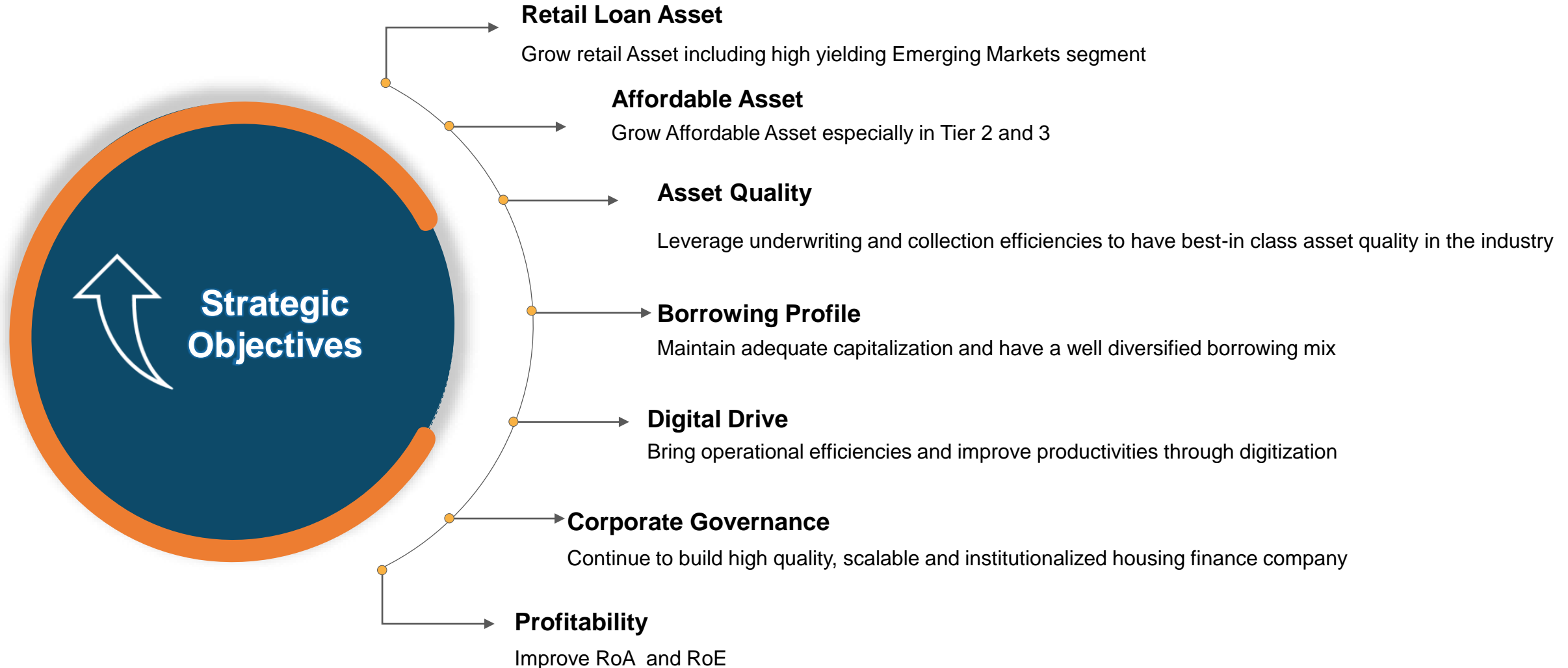
CRISIL
An S&P Global Company



AA+
(Outlook – Stable)

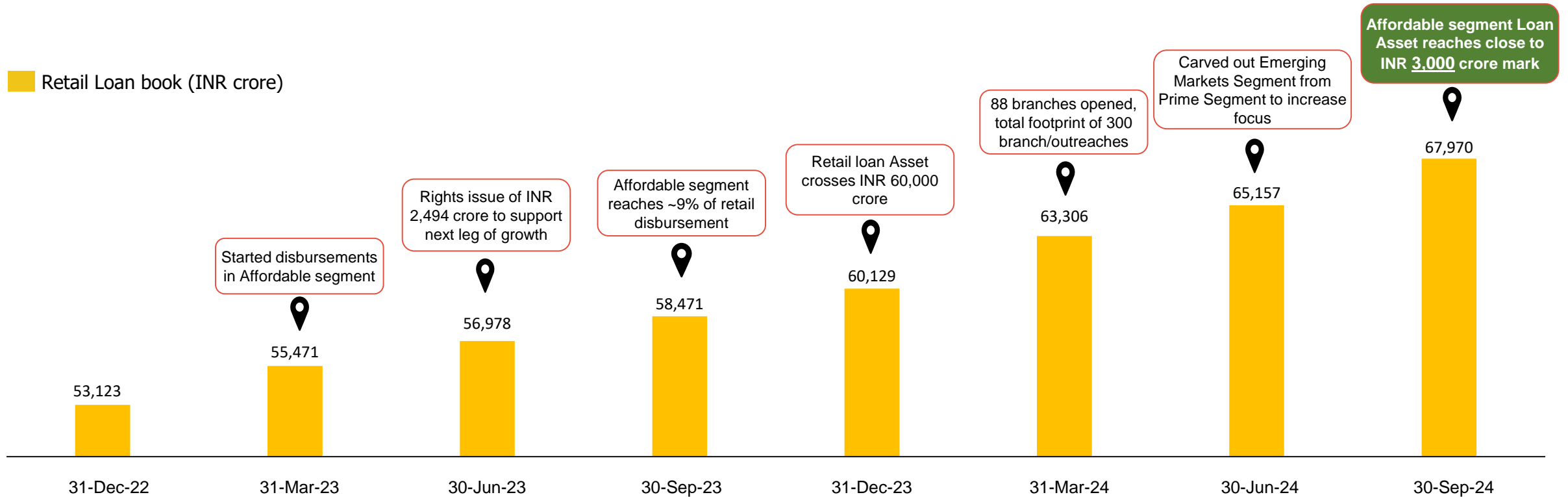


India Ratings & Research
A Fitch Group Company



Retail strategy ramping up well

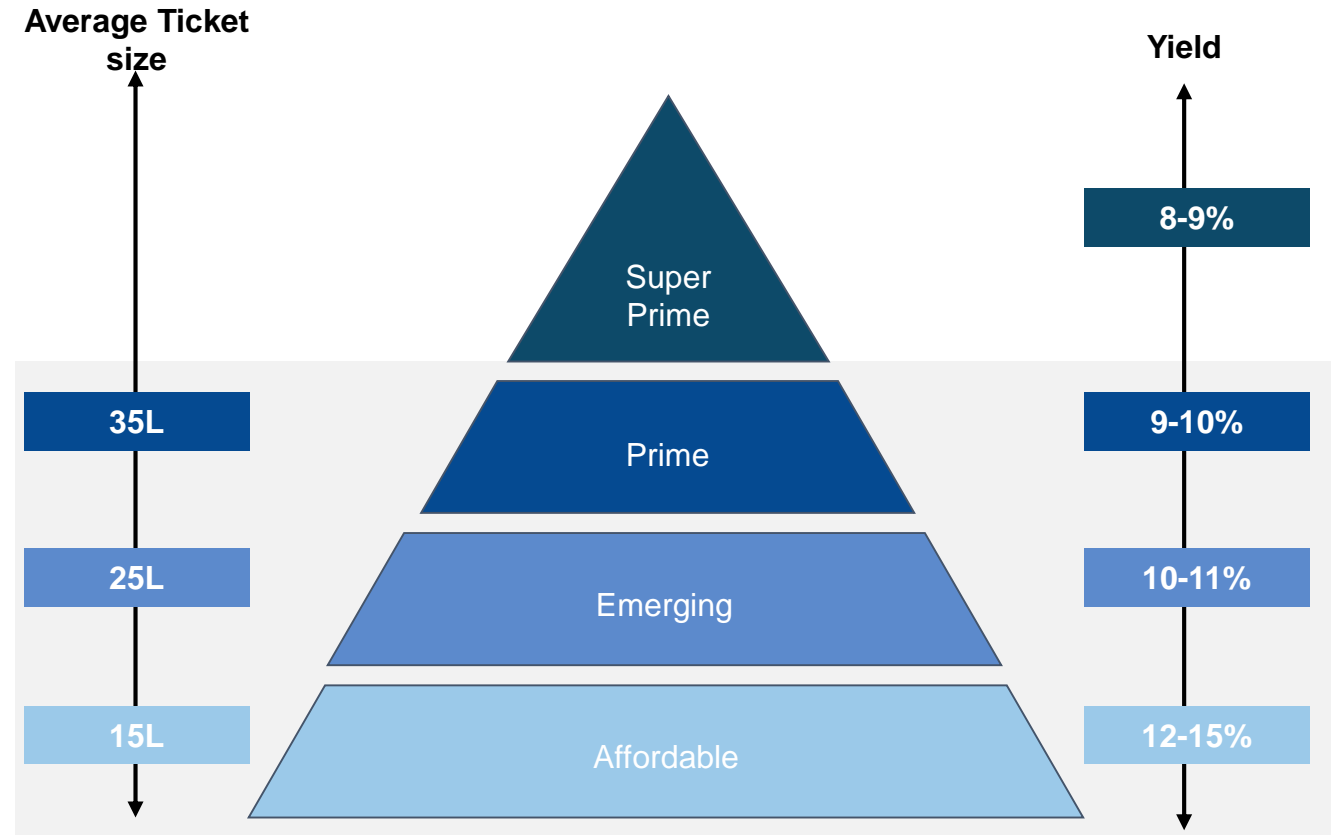
Retail Growth strategy and objectives...



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 Asset (INR crore)*	Q2FY24	Q1FY25	Q2FY25	Change% (YoY)
Prime	47,409	50,825	52,467	10.7%
Emerging Markets	10,317	11,971	12,545	21.6%
Affordable	745	2,361	2,959	297.2%
Total	58,471	65,157	67,970	16.2%
Disbursement (INR crore)	Q2FY24	Q1FY25	Q2FY25	
Prime	3001	2,937	3,676	22.5%
Emerging Markets	789	841	1,035	31.1%
Affordable	374	586	630	68.5%
Total	4,165	4,363	5,341	28.2%
Incremental Yield	Q2FY24	Q1FY25	Q2FY25	
Prime	9.36%	9.25%	9.34%	-2 bps
Emerging Markets	9.65%	9.50%	9.79%	+14 bps
Affordable	11.45%	11.58%	11.95%	+50 bps
No of Branches	Q2FY24	Q1FY25	Q2FY25	
Prime	74	93	93	+19
Emerging Markets	37	50	50	+13
Affordable	89	160	160	+71

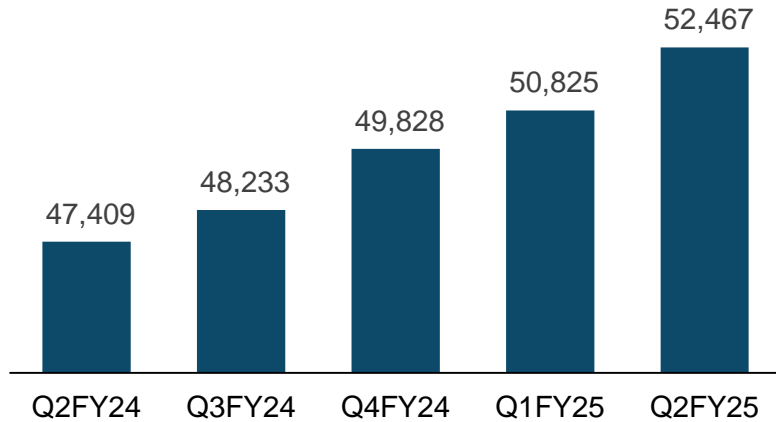
- Retail Segment classified as Prime, Emerging Markets and Affordable Segment
- Focus on Affordable and Emerging Markets Segment led to higher growth in both the segments
- Emerging Markets segment was carved out from Prime segment in Q1 FY25; focused approach led to 45 bps higher incremental yield as compared to Prime Segment
- Expansion focused on high yielding segments



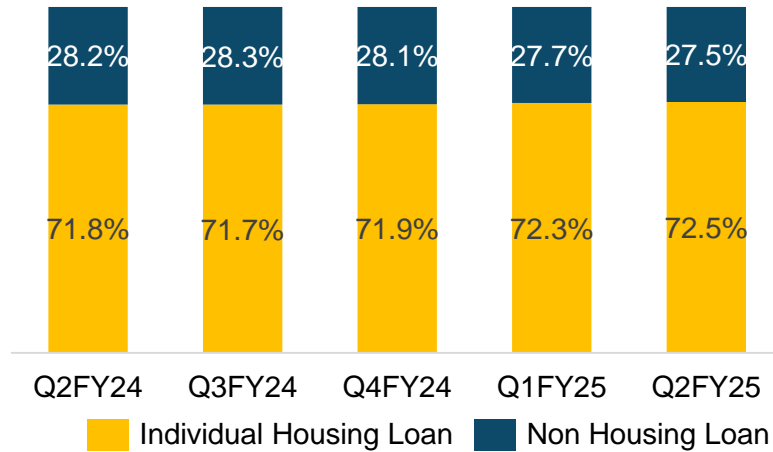
Segment Update – Prime

Prime Segment Update

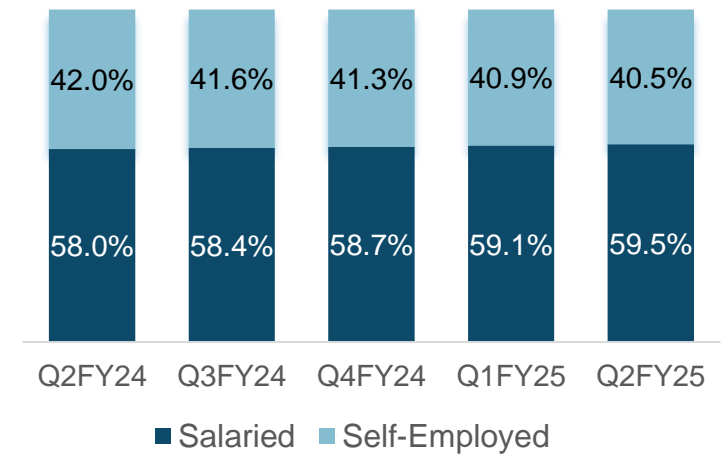
Loan Asset (INR crore)



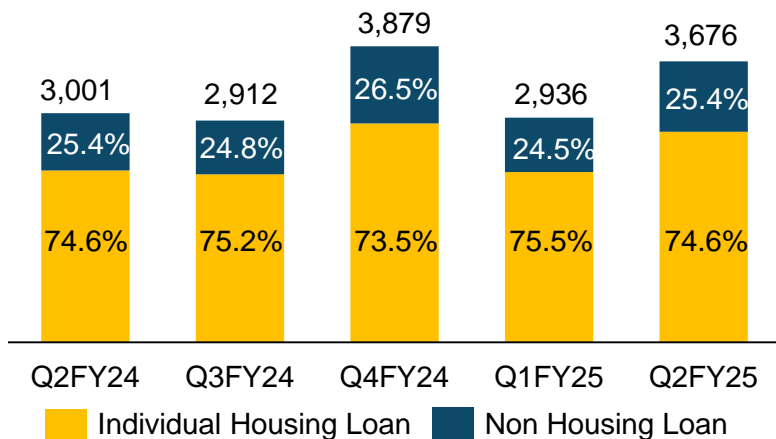
Loan Asset by Product (%)



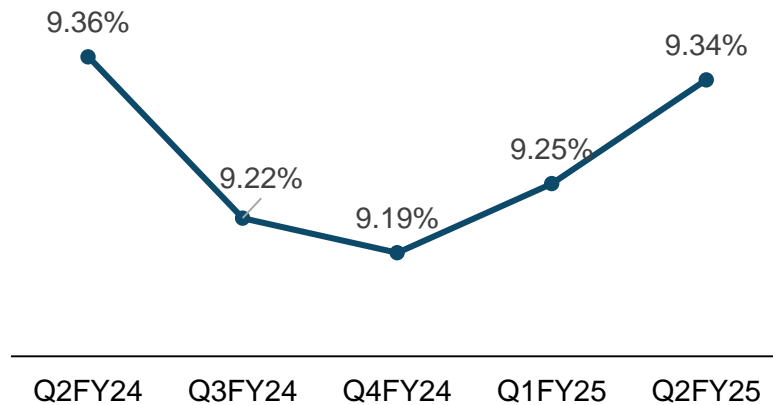
Loan Asset by Profile (%)



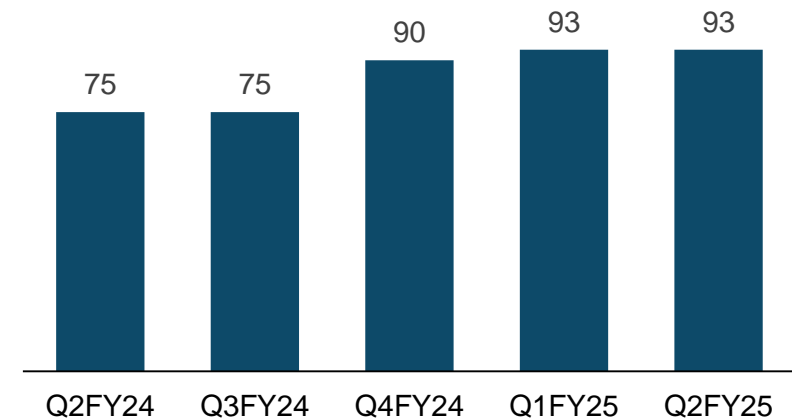
Disbursement (INR crore)



Incremental Yield



Branches/outreaches

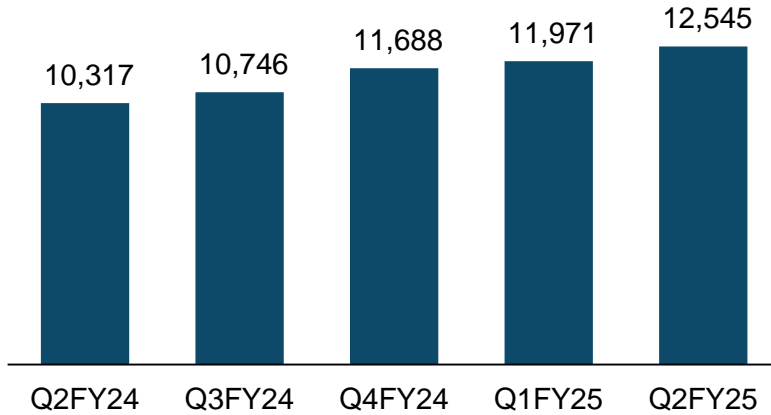




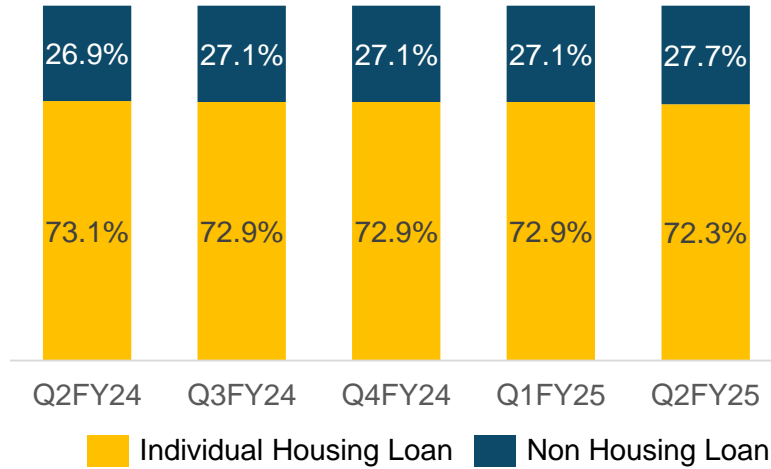
Segment Update – Emerging Markets

Emerging Markets Segment Update

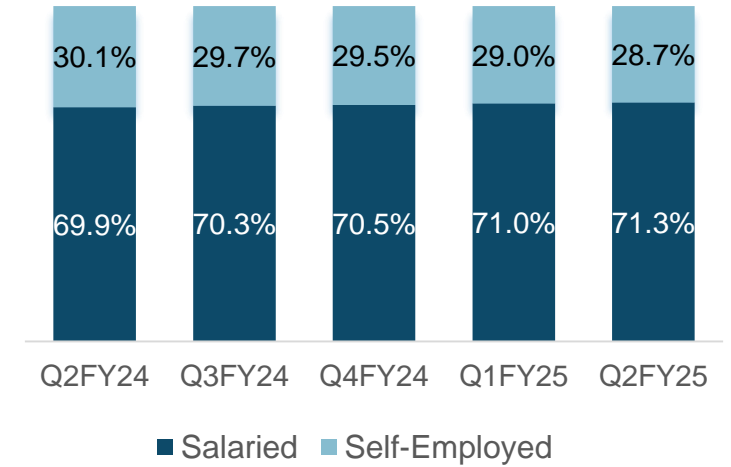
Loan Asset (INR crore)



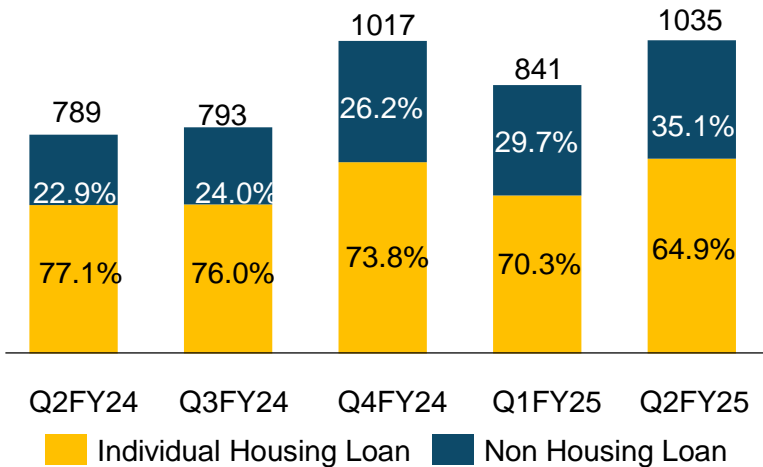
Loan Asset by Product (%)



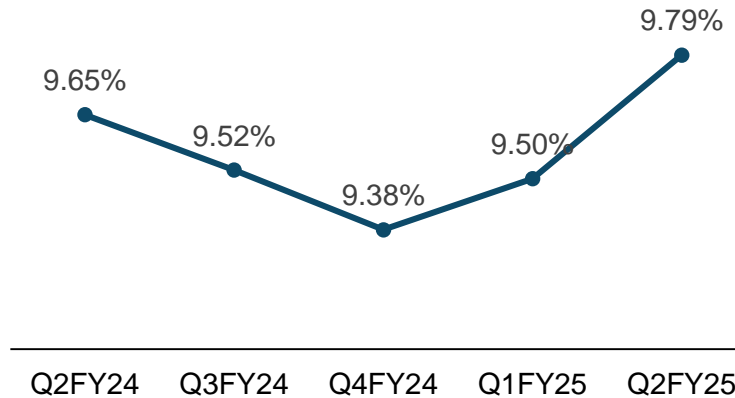
Loan Asset by Profile (INR crore)



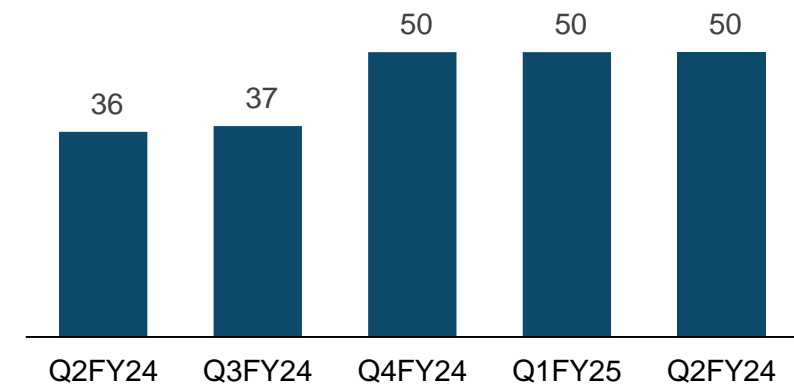
Disbursement (INR crore)



Incremental Yield (%)



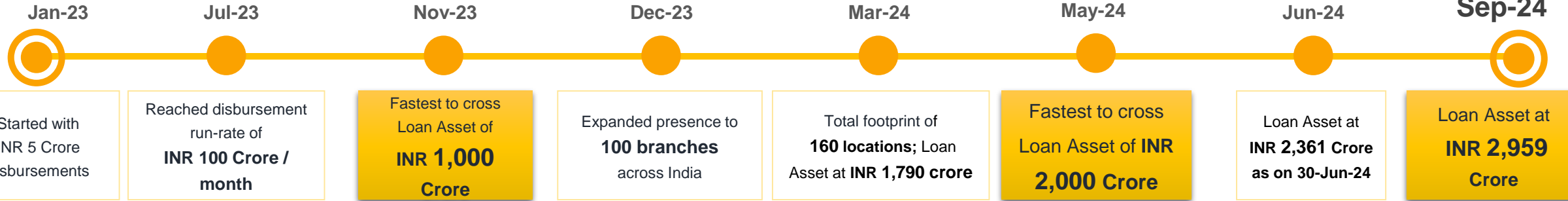
Branches/outreaches





Segment Update – Affordable

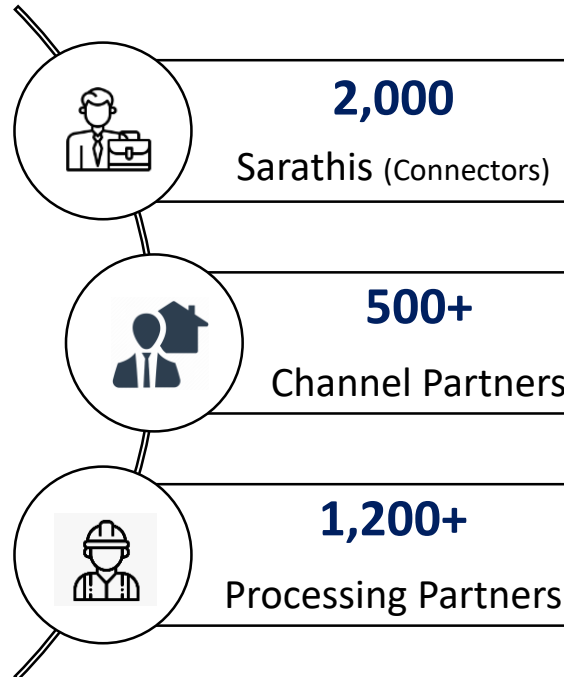
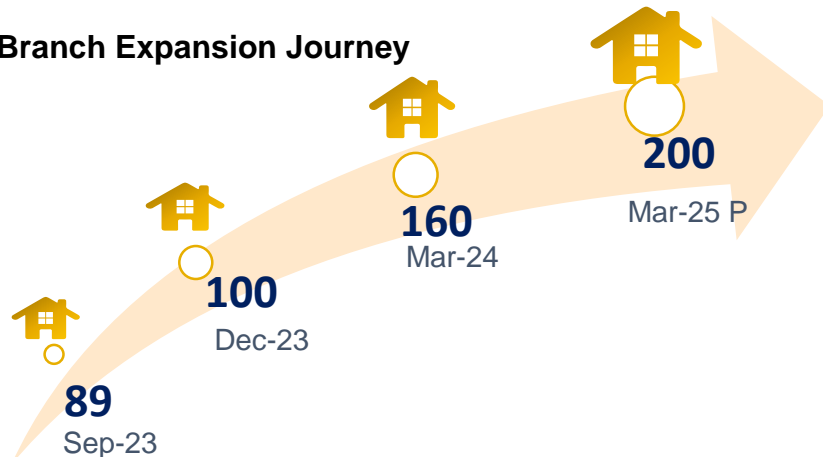
Roshni Business: Key Milestones



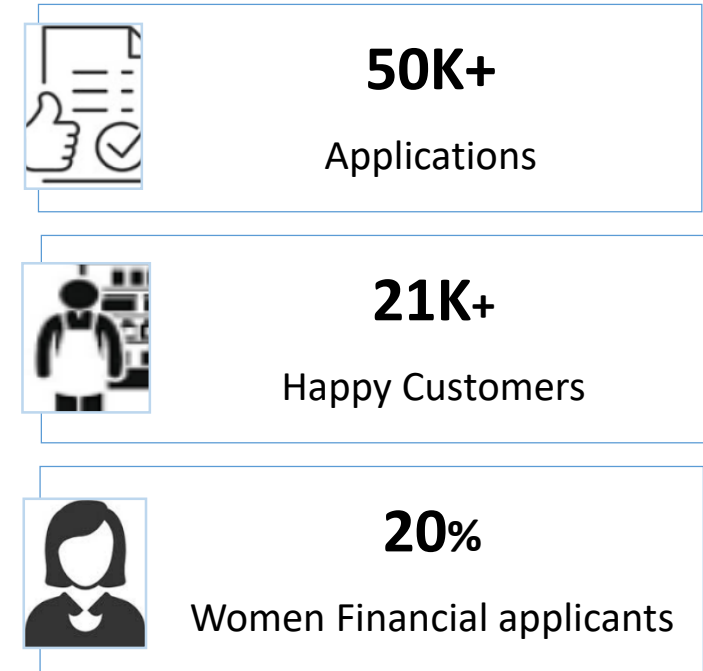
Distribution Network



Branch Expansion Journey



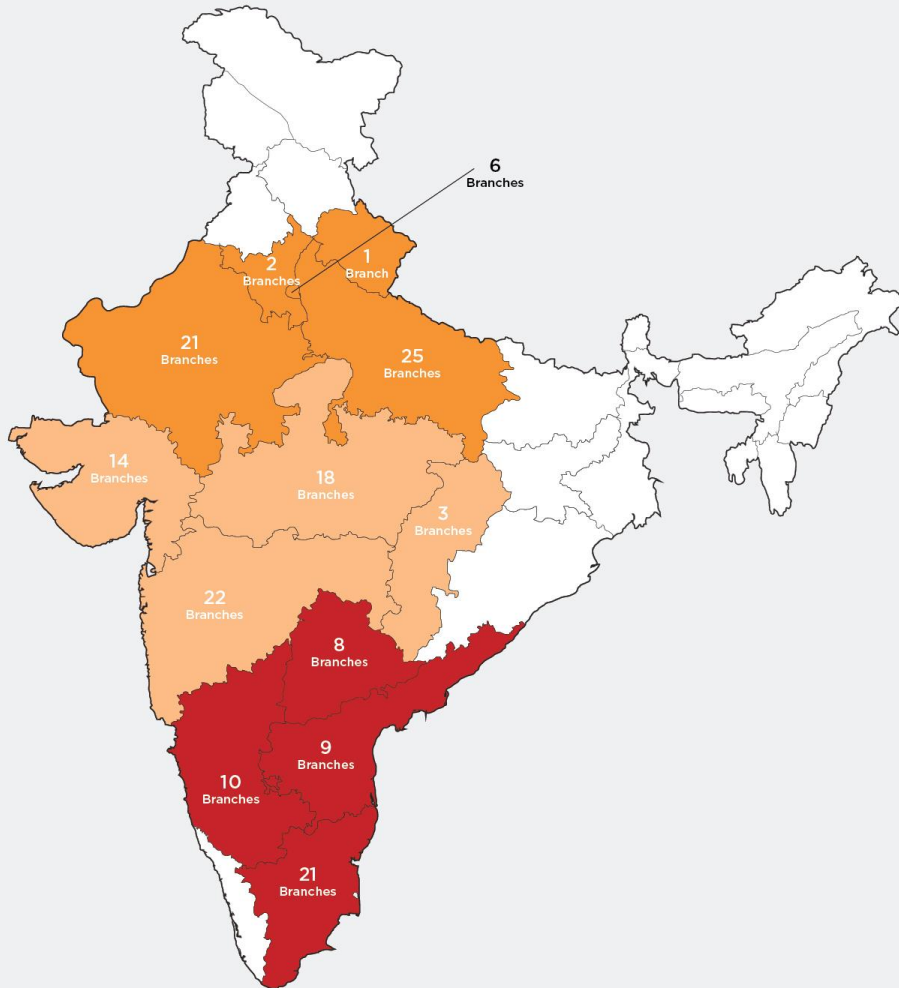
Customers



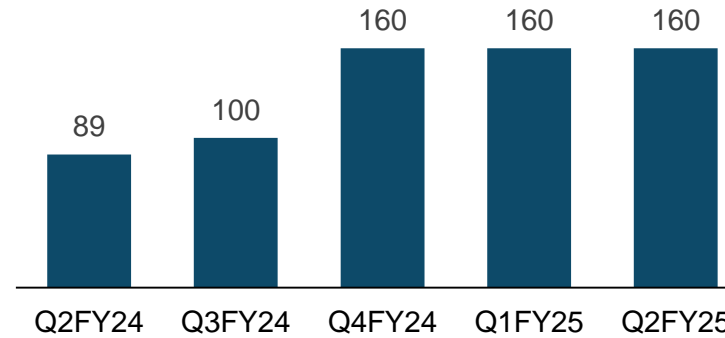
Affordable Loan Asset crossed INR 3,000 crore in October 2024

Affordable Segment Distribution Strategy

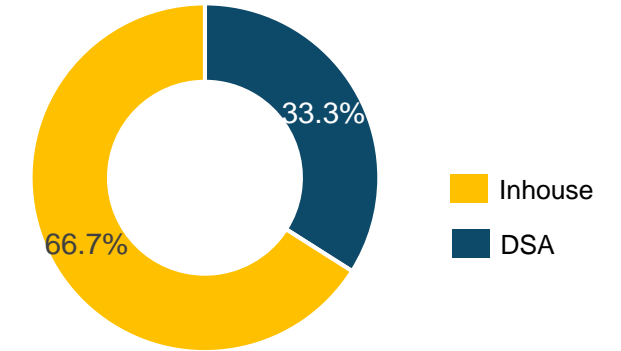
OUR ROSHNI OFFICE NETWORK



Distribution Network



Disbursement Channel Mix – H1 FY25

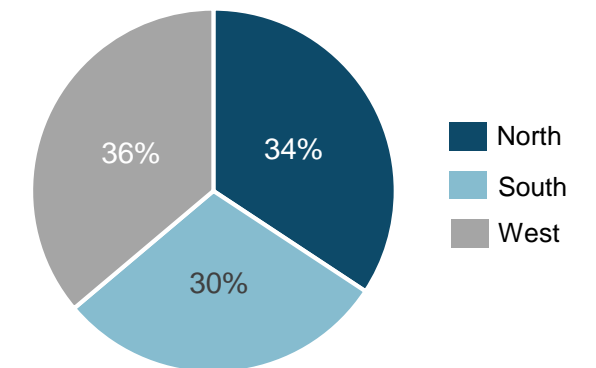


Geographic Presence

State	# Branches	% of Loan Asset	
		30-Sep-23	30-Sep-24
Tamil Nadu	21	19.9%	17.6%
Uttar Pradesh	25	18.9%	17.2%
Madhya Pradesh	18	16.6%	15.0%
Maharashtra	22	17.1%	14.7%
Rajasthan	21	12.0%	13.1%

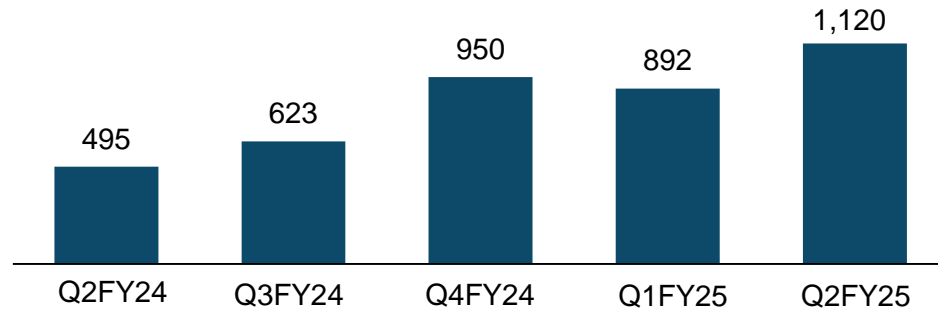
Derisking the Geographical presence; with branch expansions, top 5 states contribution reduced to 78% of Loan Asset as on 30-Sep-24 vs 85% a year ago

Loan Asset Geographical Breakup

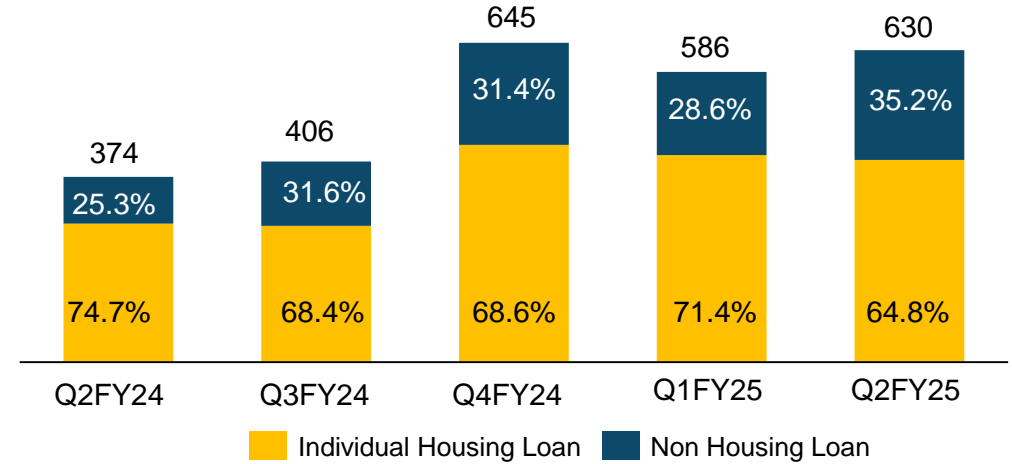


Ramp-up in Affordable Segment

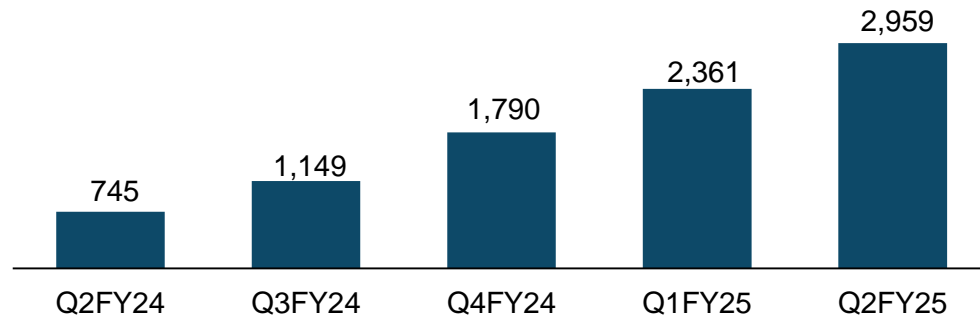
Sanction (INR crore)



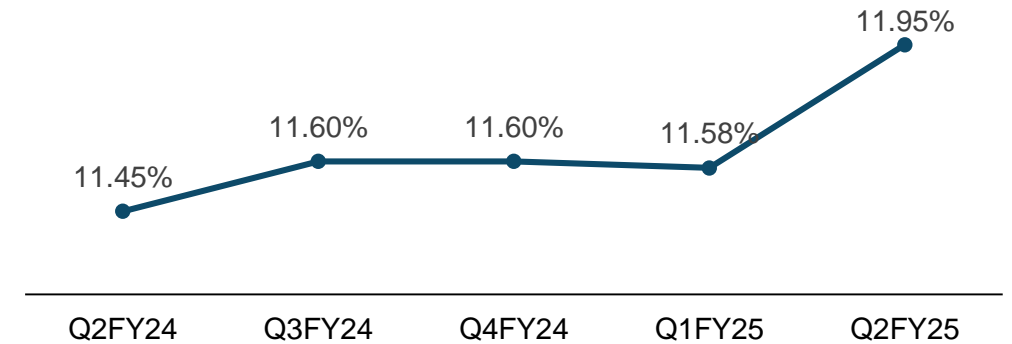
Disbursement (INR crore)



Loan Asset (INR crore)

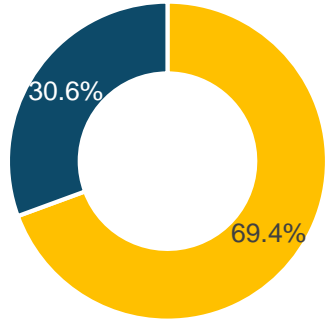


Incremental Yield



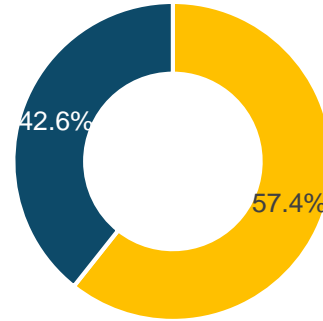
Affordable Segment Portfolio Matrix

Loan Asset by Product



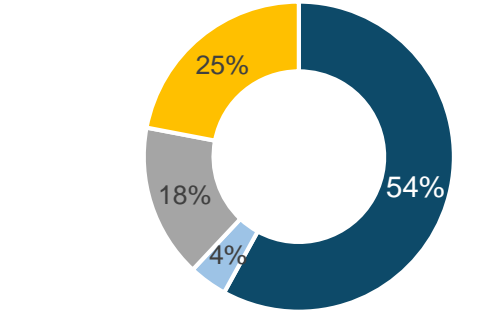
- Individual Housing Loan
- Non Housing Loan

Loan Asset by Profile



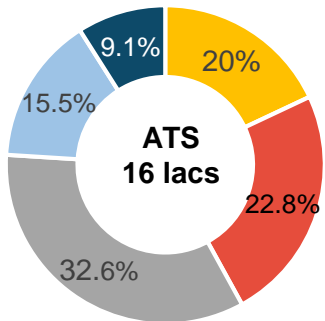
- Salaried
- Self Employed

Loan Asset by Profile – Formal/Informal



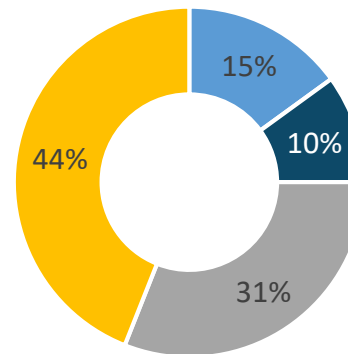
- SAL - Formal
- SAL - Informal
- SE - Formal
- SE - Informal

Loan Asset by Ticket Size



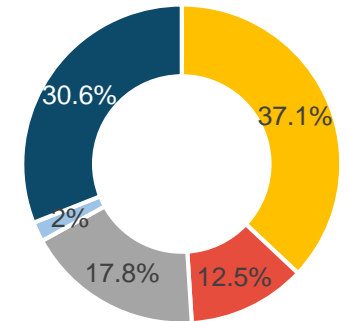
- Upto 10 lacs
- 10 to 15 lacs
- 15 to 25 lacs
- 25 to 35 lacs
- > 35 lacs

Loan Asset by Credit history



- NTC
- upto 700
- >700-750
- >750

Loan Asset by Purpose



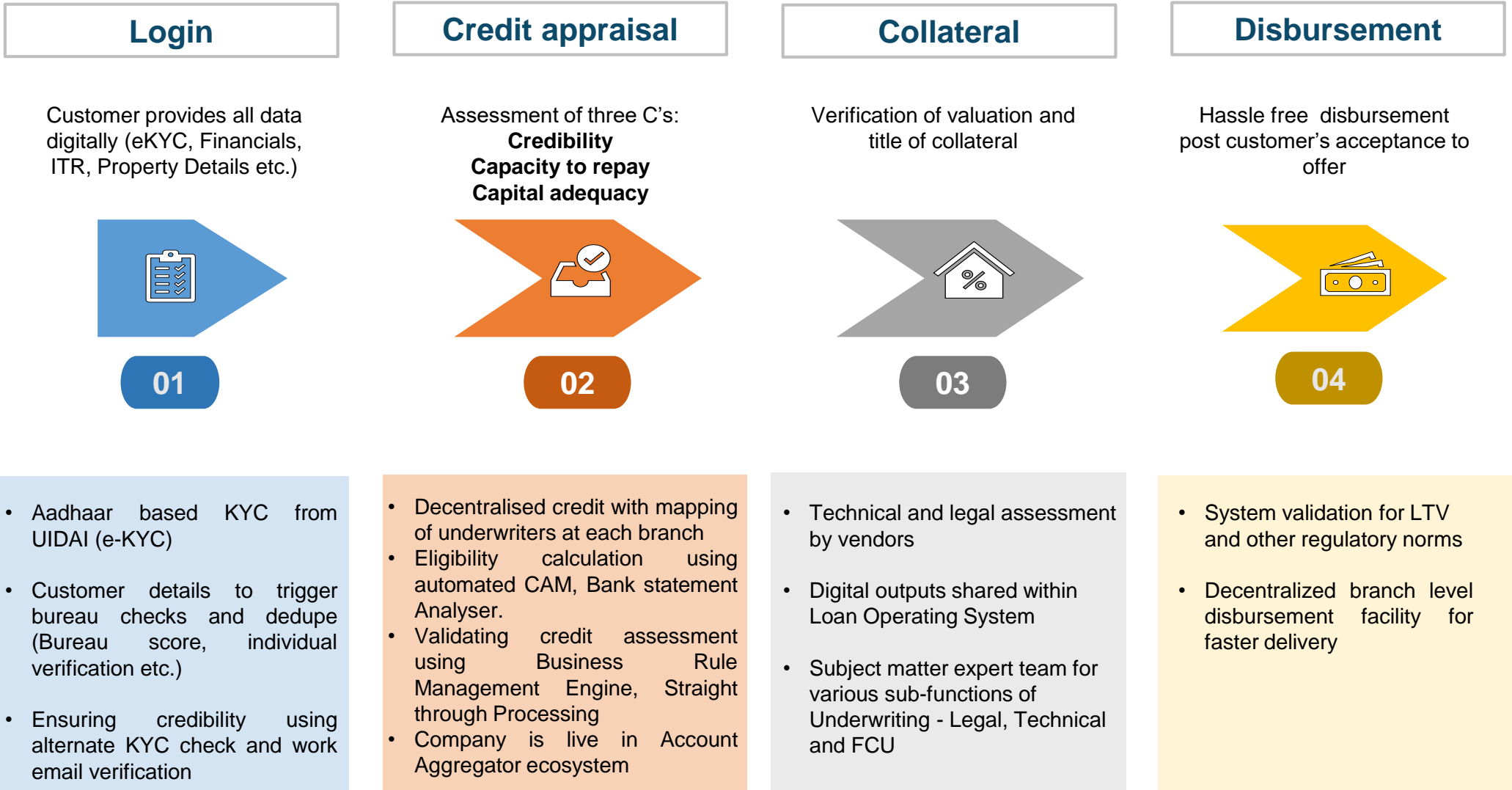
- Purchase/resale
- Plot + Construction
- Self Construction
- Home Extension
- Non-Housing Loan



Asset Quality

Credit Underwriting Process Flow

Digital intervention at each step



Sustainable growth

Total of 41,373 logins were booked in Q2 FY25 as against 36,151 logins in Q1 thereby registering **14% growth**



Focussed approach

Consistent focus on mid and low-ticket loans; **94% of fresh sanction volume** on boarded has ticket size of upto INR 1 cr.



Automation

Machine learning leading to economies of scale; **25%** of eligible salaried cases were STP



Improved credibility

Quarter on quarter improvement in sourcing quality; **87%** of the loans booked in Q2 FY25 had **bureau score of more than 700** vis-à-vis 86% in Q1 FY25

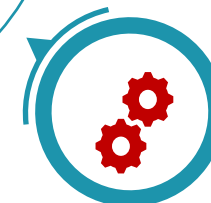


Controlled Delinquency

Early mortality; delinquency in business booked in last 12 months:

12 months - 30+ - 0.10%, 90+ - 0.02%

24 months- 30+: 0.43%, 90+: 0.09%



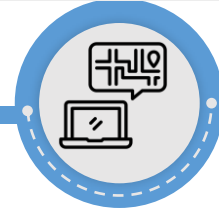
Collections supported by Technology, Data & Analytics



Analytics based case allocation



Geo-allocation



Real Time Field Force Tracking



Delinquency Prediction Modelling

Verticalization of Collection Team to Improve Asset Quality

X-Bucket Resolution

- X- Bucket resolution through
- Contact less Collections
 - Emphasis on Tele-calling
 - Regular Field Visits

95% Bucket X in Sept' 24

Pre-NPA Resolution

- Pre-NPA resolution through
- Focus on rollback / stabilization
 - Focus to limit forward flow

97% resolution in SMA II in Sept' 24

Consistent NPA Reduction

- NPA reduction through
- Focused early bucket cash collection
 - Support from Legal machinery & SARFAESI
 - One-time Settlements
 - Auction & Sale of properties

Retail Gross NPA reduced to 1.27% as on 30-Sept'24

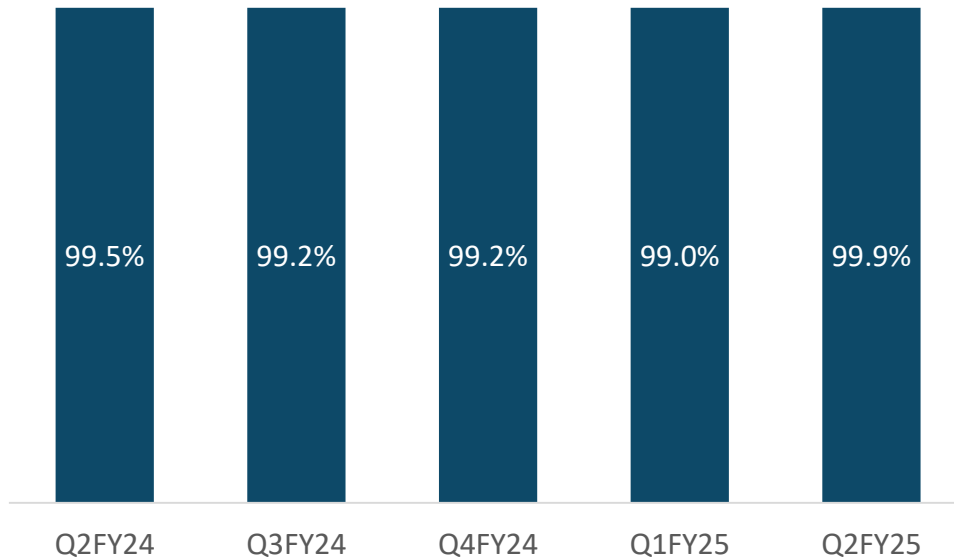
Emphasis on Recovery on written-off pool

- Recovery through
- OTS and property sale of written-off pool
 - Auction & Sale of property - auctioned 232 properties in H1 FY25

Recovery of INR 76 crore from written-off pool in H1FY25

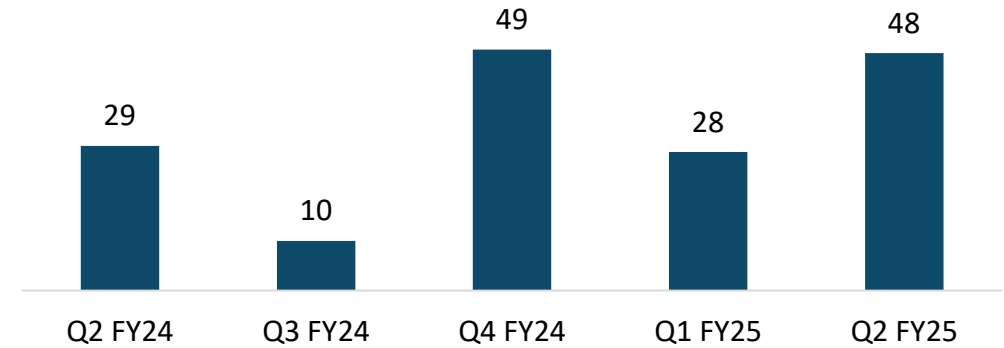
Collection Efficiency

Dedicated team to focus on bucket X, pre-NPA and NPA resolutions



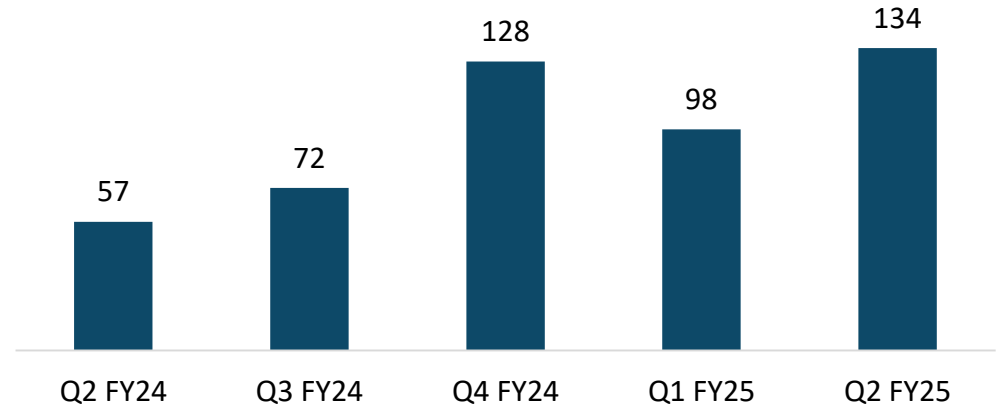
Write off Recovery

Dedicated team is handling the written off cases with the help of legal to get maximum recovery through settlement



Properties Sold

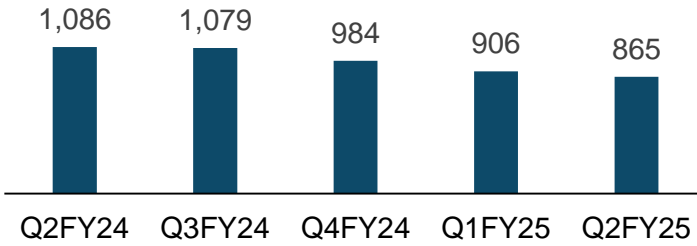
Dedicated team to focus on Disposal of repossessed properties



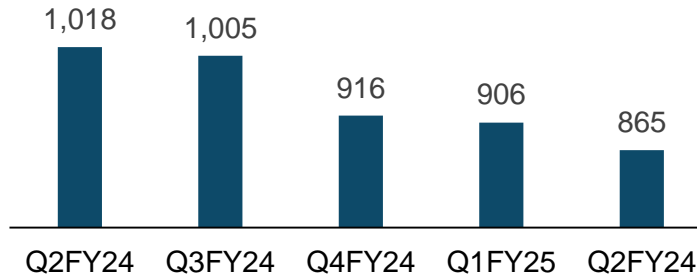
Asset Quality

Overall

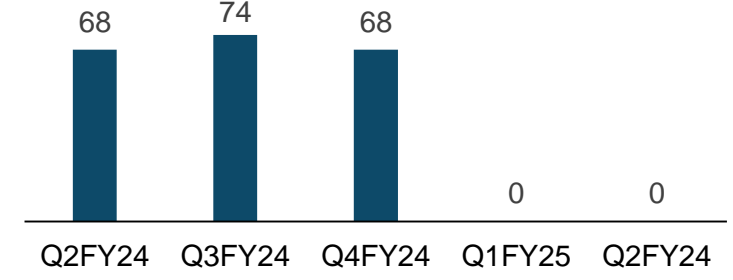
GNPA (INR Crore)



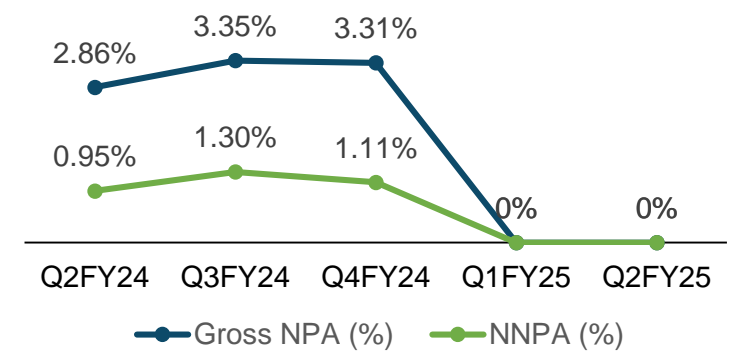
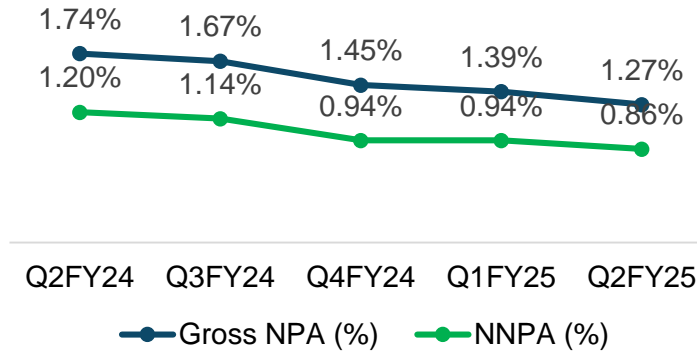
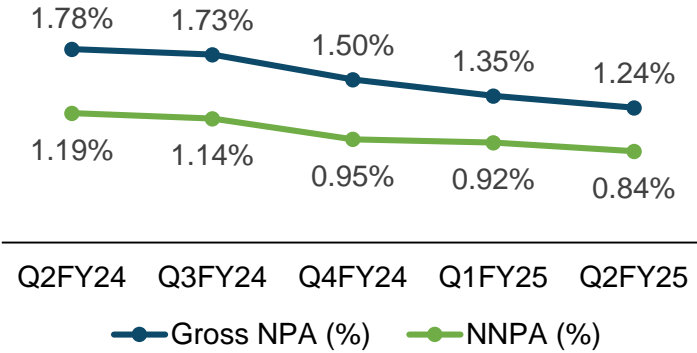
Retail



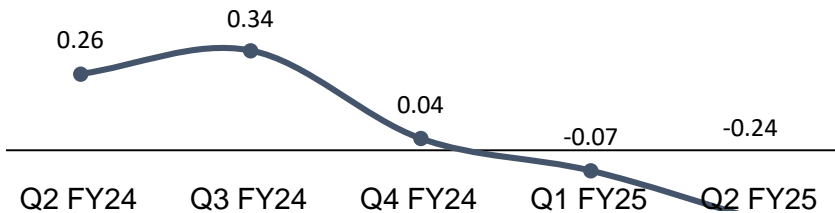
Corporate



GNPA & NNPA (%)



Credit Cost



NPA as a % of Loan Asset
As per IND-AS
Consolidated Numbers

Expected Credit Loss (ECL) Provisions

Particulars (INR Crore)	30-Sep-24	30-Jun-24	30-Sep-23
Gross Stage 1*	66,688	63,996	57,796
Gross Stage 1 as % to Loan Asset	95.95%	95.54%	94.98%
ECL Provision Stage 1	502.69	481	559
ECL Provision % Stage 1	0.75%	0.75%	0.97%
Gross Stage 2*	1,948	2,084	1,970
Gross Stage 2 as % to Loan Asset	2.80%	3.11%	3.24%
ECL Provision Stage 2	331	404	269
ECL Provision % Stage 2	17.01%	19.40%	13.65%
Gross Stage 3	865	906	1,086
Gross Stage 3 as % to Loan Asset	1.24%	1.35%	1.78%
ECL Provision Stage 3	283	294	369
ECL Provision % Stage 3	32.73%	32.45%	33.96%
Total Loan Asset	69,501	66,986	60,852
ECL Provision	1,117	1,179	1,196
Total ECL Provision / Total Loan Asset (%)	1.61%	1.76%	1.97%



Technology Update

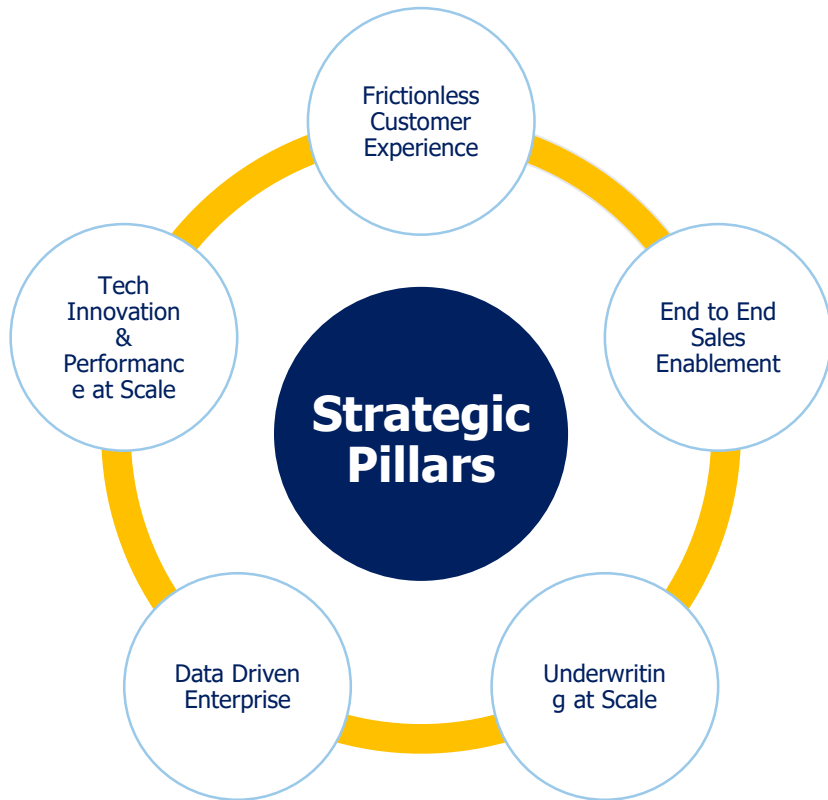
Technology Vision and Foundations



Tech Vision

PNBHFL to be a large **Digital player** in the **HFC ecosystem** collaborating and partnering with fintech, banks, market aggregators etc., leveraging synergy & scale through **platforms**, offering personalised products and **ease of services** promoting **high levels of adoption**.

IT 2.0: Embracing disruptive digital, data power and changing customer preferences



Tech foundations for enabling all strategic pillars



Strengthening Core Tech Foundations

Embracing Cloud
Implementing & leveraging Cloud workloads (SaaS, PaaS and IaaS)

API Journey
Vast APIfication of micro capabilities and services for seamless digital integrations



Robust security and resilience

Hybrid IT Setup
Balancing cost, scale and performance considerations

24x7 Monitoring
AI/ML based security monitoring & events correlation

Backup & DR capabilities
Building resiliency for business continuity

Zero Trust Security
Access controls across touchpoints & users



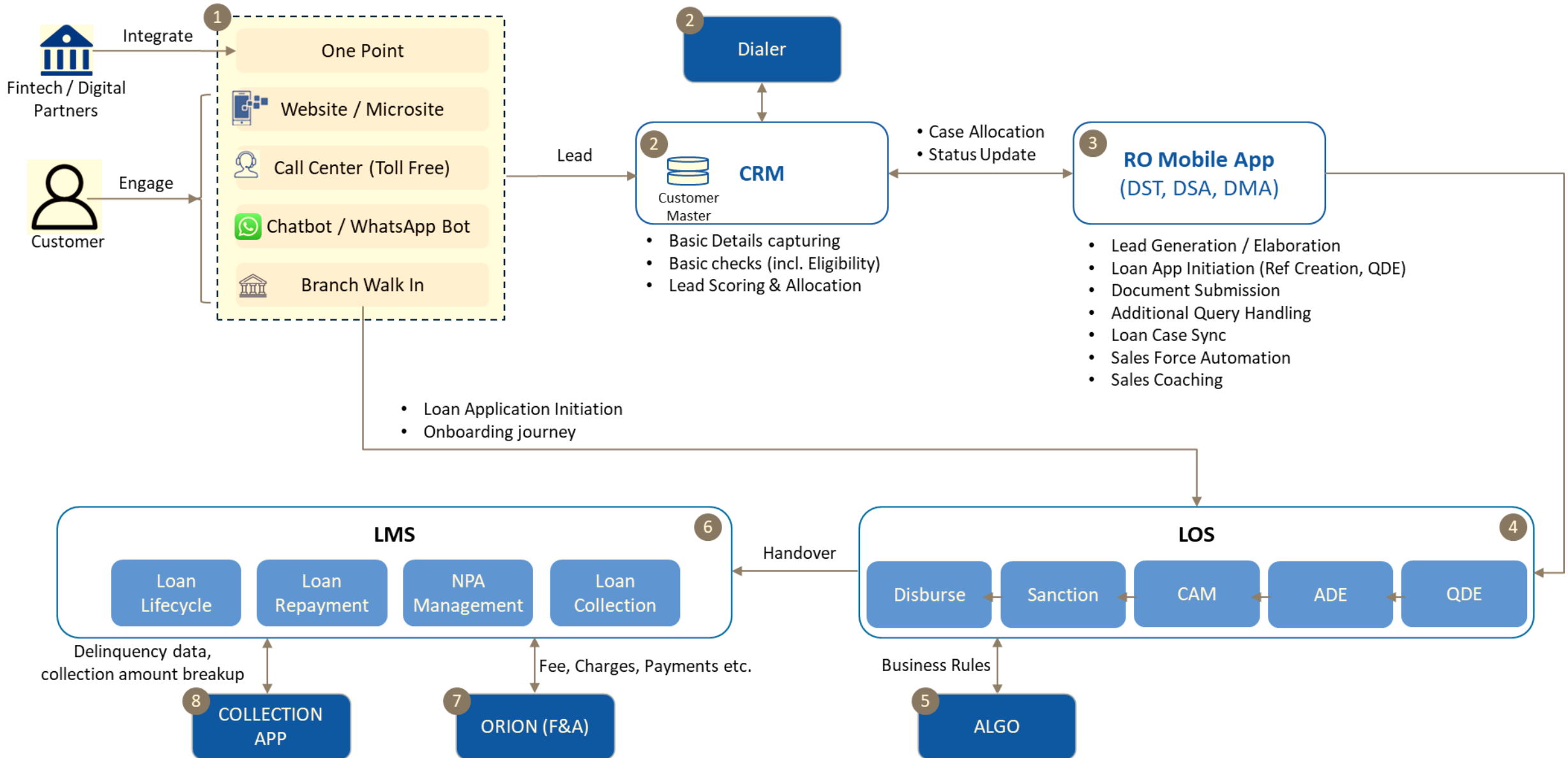
Enabling Tech for Tech

DevSecOps
Engineering capabilities scaled with integrated DevSecOps toolset driven pipeline

IT Service Management
Integrated IT service management and automation across application landscape

RPA driven Automation
Leveraging RPA for routine tasks and test automation

IT Landscape: Overall Flow and Applications



IT Landscape: Overall Flow and Applications

Technology Benefits Realized: LOS

- Full Digitalization of all verification activities during loan sourcing (Legal, Technical, FI, FCU)
- 150+ APIs integrated to digitize loan sourcing journey for customer and operations
- Account aggregator being leveraged for better underwriting
- Seamless journey for customers to interact digitally during loan sourcing
- Performance optimized at scale (leveraging cloud)

Technology Levers (CRM Solution):

- New & enhanced website with integrated channels
- Cloud based robust CRM solution
- Cloud based outbound dialer
- Integrated digital sourcing channels & lead allocation.

Strategic Technology Partners





Financial Performance

Retail and Corporate Profit & Loss Statement (Consolidated) — Quarterly

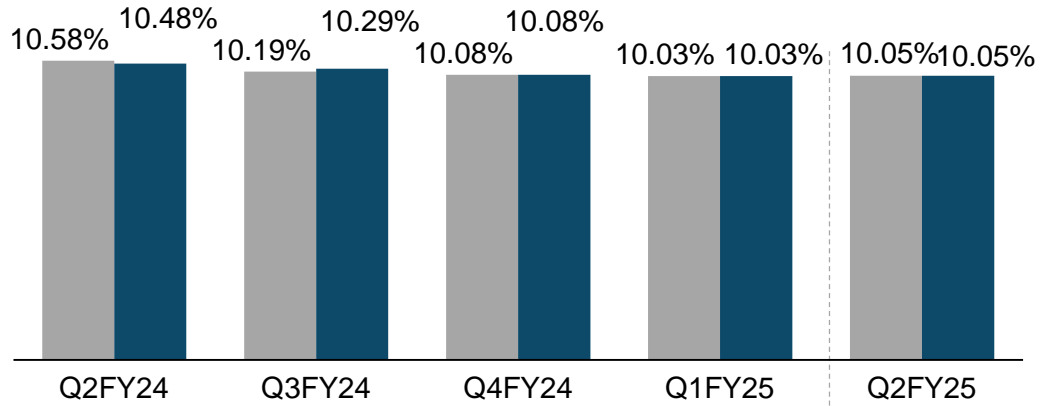
Particulars (INR crore)	Retail			Corporate			Total		
	Q2 FY25	Q2 FY24	Chg (YoY%)	Q2 FY25	Q2 FY24	Chg (YoY%)	Q2 FY25	Q2 FY24	Chg (YoY%)
Net Interest Income	634	563	12.5%	35	97	-64.5%	669	661	1.2%
Non fund based income	92	59	56.6%	0	3	-93.1%	93	62	50.6%
Gross Income	726	622	16.7%	35	100	-65.2%	761	722	5.4%
Operating expenses	198	168	17.6%	4	2	92.9%	202	170	18.6%
Operating Profit	529	454	16.4%	31	98	-68.9%	559	552	1.3%
Provisions and W/O	29	173	-83.0%	-75	-128	-41.6%	-46	45	-201.3%
Profit before tax	500	281	77.3%	106	226	-53.4%	605	507	19.2%
Profit after tax	388	213	82.3%	82	170	-52.1%	470	383	22.6%

Retail and Corporate Profit & Loss Statement (Consolidated) — Half-Yearly

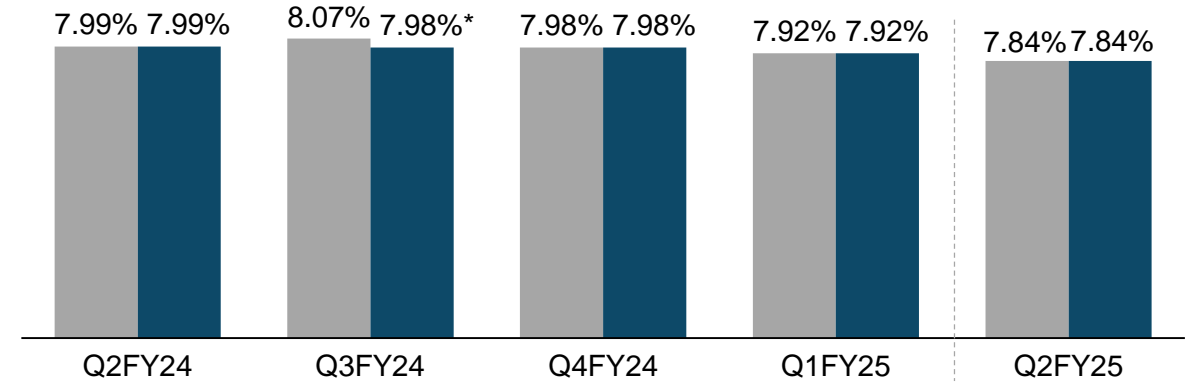
Particulars (INR crore)	Retail			Corporate			Total		
	H1 FY25	H1 FY24	Chg (YoY%)	H1 FY25	H1 FY24	Chg (YoY%)	H1 FY25	H1 FY24	Chg (YoY%)
Net Interest Income	1,244	1,118	11.3%	76	160	-52.6%	1,320	1,278	3.3%
Non fund based income	174	91	92.4%	2	3	-3.7%	177	93	89.8%
Gross Income	1,418	1,208	17.4%	78	162	-51.9%	1,496	1,371	9.2%
Operating expenses	387	314	23.3%	8	10	-14.2%	395	323	22.2%
Operating Profit	1,031	895	15.3%	70	153	-54.3%	1,101	1,048	5.1%
Provisions and W/O	91	209	-56.4%	-148	-103	43.7%	-58	105	-154.4%
Profit before tax	941	687	37.1%	218	256	-14.8%	1,159	942	23.0%
Profit after tax	733	537	36.6%	170	194	-12.4%	903	730	23.6%

Financial Ratio Analysis – Quarter on Quarter

Average Yield

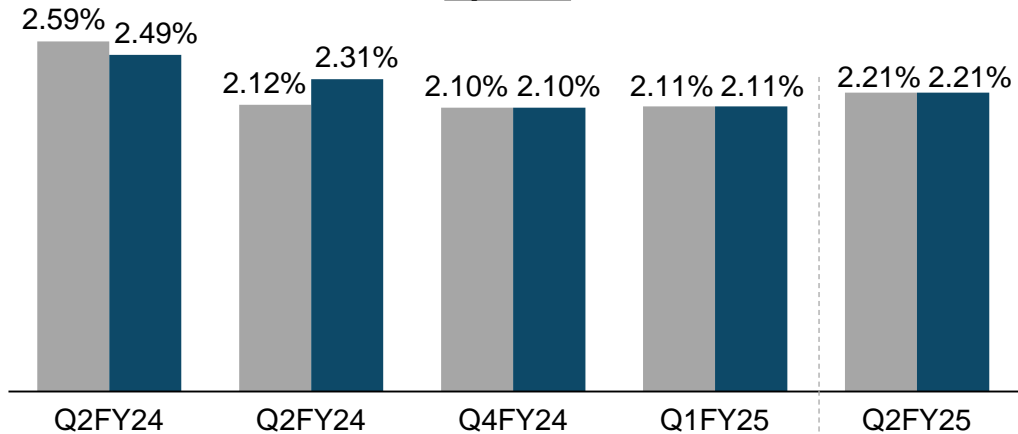


Average Cost of Borrowing

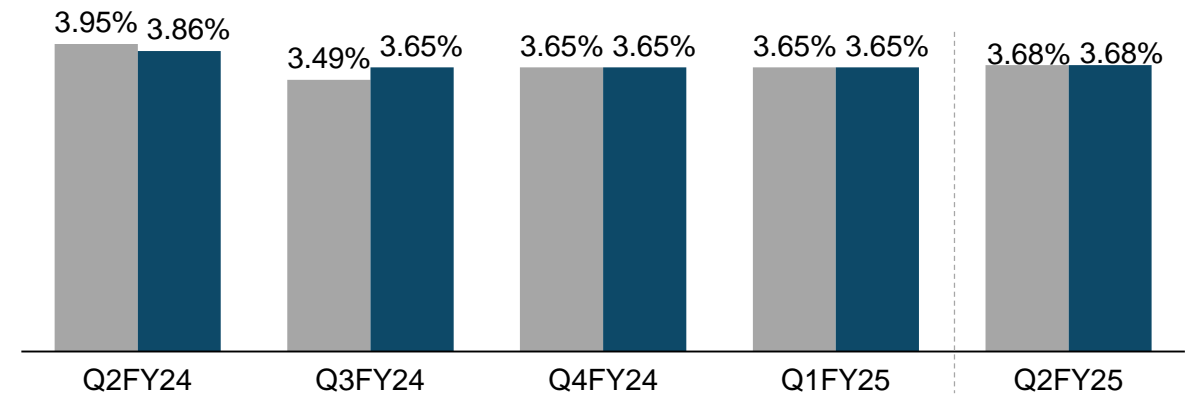


*In Q3FY24, there is a one-off of INR 11.79 crore on account of ECB hedging rate

Spread



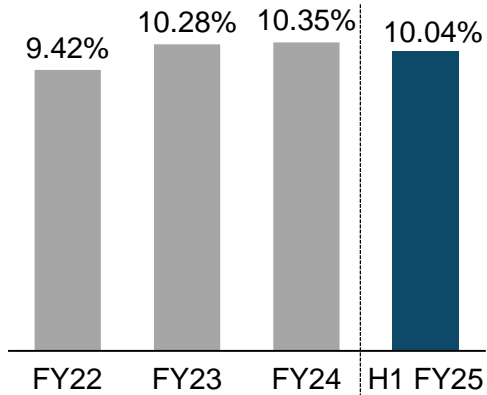
Net Interest Margin



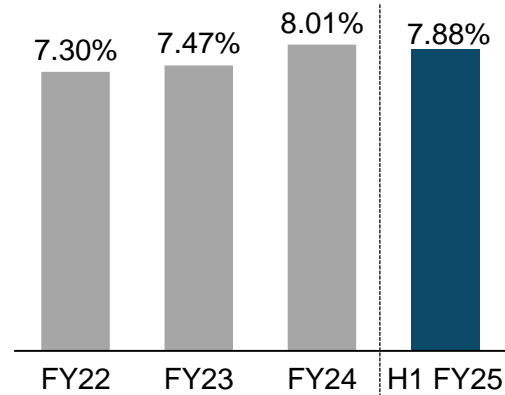
Reported x 1-off

Financial Ratio Analysis - Annual

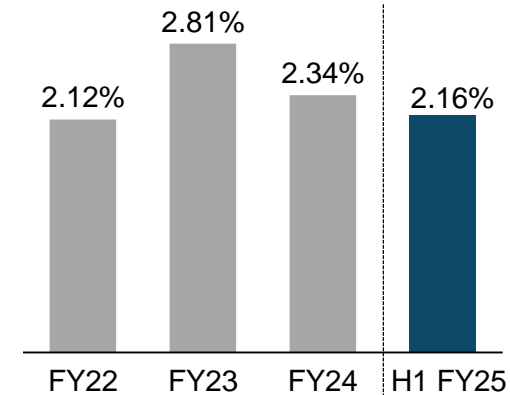
Average Yield



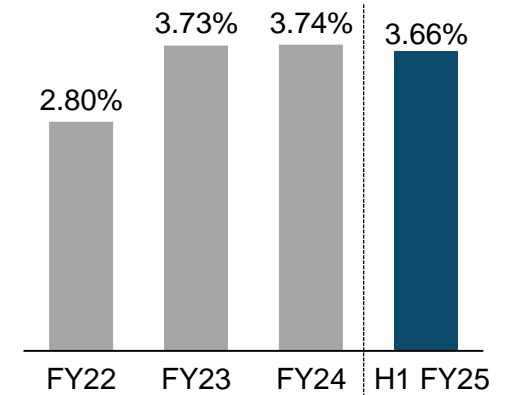
Average Cost of Borrowings



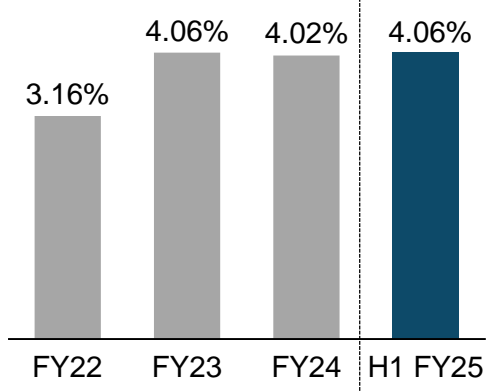
Spread



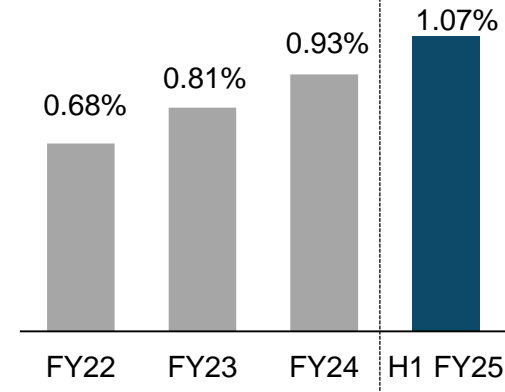
Net Interest Margin



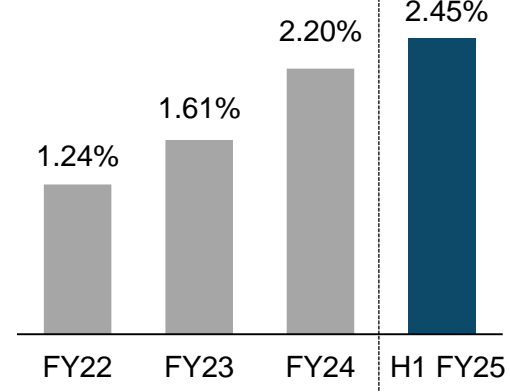
Gross Interest Margin



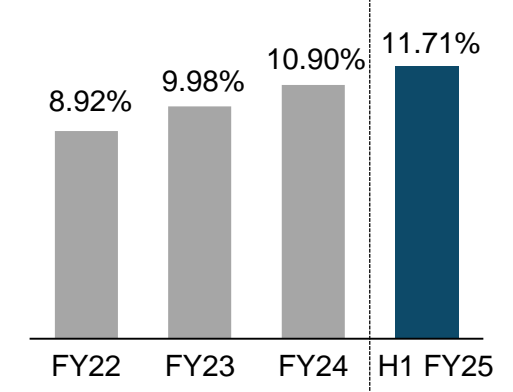
Opex to ATA Ratio



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)	Q2 FY25	Q2 FY24	YoY	Q1 FY25	QoQ	H1FY25	H1FY24	YoY	FY24	FY23	FY22
Interest Income	1,780	1,703	4.5%	1,739	2.4%	3,519	3,370	4%	6,742	6,199	5,822
Add: Net gain on fair value changes	6.8	15	-54.7%	9	-24.4%	16	24	-35%	35	34	111
Add: Income on derecognized (assigned) loans	-	-	-	-	-	-	-	-	-	11	-
Less: Finance Cost	1,119	1,057	5.8%	1,097	2.0%	2,215	2,105	5%	4,261	3,899	4,064
Net Interest Income	669	661	1.2%	651	2.7%	1,320	1,289	2%	2,516	2,346	1,869
Net Fees and other Income	89	59	51.4%	81	10.3%	171	87	96%	268	274	256
Gross Income	758	720	5.3%	732	3.5%	1,490	1,376	8%	2,784	2,620	2,125
Operating Expenses											
Less: Employee Benefit Expenses	109	85	28.0%	109	-0.1%	218	166	31%	337	266	217
Net loss on fair value changes	-	-	-	-	-	-	-	-	-	-	-
Less: Other Expenses	76	71	7.2%	67	13.6%	143	127	13%	270	202	187
Less: Impairment on assets held for sale	-	-	-	-	-	-	-	-	-	48	8
Less: Depreciation and Amortisation	14	11	25.9%	13	6.5%	27	24	13%	51	51	53
Operating Profit	559	552	1.3%	542	3.2%	1,101	1,059	4%	2,125	2,052	1,660
Less: Impairment on financial instruments & Write-offs (Expected Credit Loss)	-46	45	-201.4%	-12	280.1%	-58	105	-155%	171	691	576
Profit Before Tax	605	507	19.3%	554	9.2%	1,159	954	21%	1,954	1,361	1,084
Less: Tax Expense	135	124	8.9%	121	11.6%	256	223	15%	446	315	247
Net Profit after Tax	470	383	22.6%	434	8.5%	902	730	24%	1,508	1,046	836
Add: Other Comprehensive Income	-4	7	-155.0%	-17	-77.4%	-21	-8	161%	-16	77	97
Total Comprehensive Income	466	390	19.4%	416	12.0%	882	722	22%	1,492	1,123	934
EPS (Basic)	18.1	14.8		16.7			28.4		58	53	50

Consolidated Balance Sheet

	Particulars (INR Crore)	30-Sep-24	31-Mar-24	31-Mar-23	31-Mar-22
	LIABILITIES				
1	Financial Liabilities				
(a)	Derivative financial instruments	29			-
(b)	Debt Securities	10,316	7,852	3,994	6,202
(c)	Borrowings (Other than Debt Securities)	28,313	28,667	31,175	27,716
(d)	Deposits	17,646	17,758	17,214	17,605
(e)	Subordinated Liabilities	739	739	1,238	1,438
(f)	Other financial liabilities	2,088	2,200	1,993	2,581
	Sub Total - Financial Liabilities	59,131	57,216	55,615	55,542
2	Non-Financial Liabilities				
(a)	Current Tax Liabilities		-	-	-
(b)	Provisions	27	20	18	17
(c)	Other non-financial liabilities	152	194	227	299
	Sub Total - Non-Financial Liabilities	179	214	245	316
3	EQUITY				
(a)	Equity Share capital	260	260	169	169
(b)	Other Equity	15,608	14,715	10,845	9,703
	Sub Total - Equity	15,868	14,974	11,014	9,872
	TOTAL – EQUITY & LIABILITIES	75,178	72,405	66,874	65,730

	Particulars (INR Crore)	30-Sep-24	31-Mar-24	31-Mar-23	31-Mar-22
	ASSETS				
1	Financial Assets				
(a)	Cash and cash equivalents	2,064	2,142	3,678	5,066
(b)	Loans	68,384	64,108	57,840	55,336
(c)	Investments	3,637	4,346	3,196	3,483
(d)	Other Financial Assets	614	1,221	1,546	1,109
	Sub Total - Financial Assets	74,699	71,818	66,260	64,994
2	Non - Financial Assets				
(a)	Tax Assets (Net)	189	313	410	446
(b)	Property, Plant and Equipment	70	67	66	71
(c)	Right of use assets	118	123	66	60
(d)	Other Intangible assets	15	17	14	18
(e)	Other non-financial assets		68	58	31
(f)	Assets held for sale	87	-	-	109
	Sub Total - Non - Financial Assets	479	587	614	736
	TOTAL - ASSETS	75,178	72,405	66,874	65,730



Focus on Retail Loan Growth including Emerging Markets Segment

Continued focus on Retail Segment incl. high yielding Emerging Markets business

Pan India presence through 303 locations (incl. Emerging Markets & Affordable segment)



Grow Affordable Segment

Expanded presence to 160 locations to support growth

Scale-up in the Affordable segment; Build Loan Asset of INR 2,959 crore as on 30-Sep-24



Asset Quality

Augmented Collections efforts led to improvement in Gross and Net NPA to 1.24% and 0.84% respectively

Corporate NPA stands Nil as on 30-Sep-24



Recovery from written-off Pool

Recovered ~INR 48 crore from retail written-off pool in Q2 FY25 and INR 76 crore in H1 FY25

Total written-off pool recovery of 128 crore in H1 FY25



Liability Mix

Improved contribution from debt capital market in Q2FY25

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

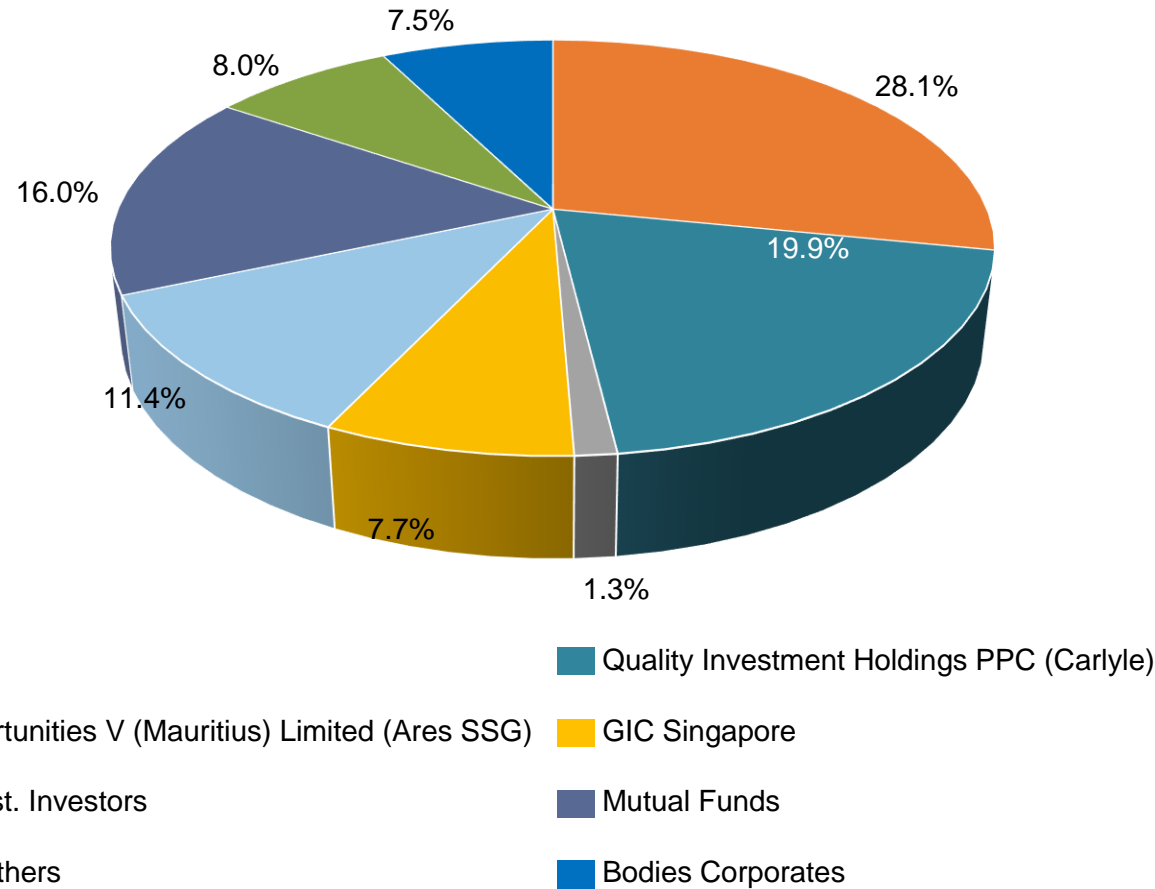


Enhance Profitability & Return Ratios

Improvement in Return on Asset to 2.54% in Q2'FY24 (annualized) and 2.45% in H1 FY25 (annualized)

Annexure

Shareholding as on 30-Sep-24



Outstanding Shares – 25,98,42,851 shares

Top 10 Shareholders

- Promoter (PNB)
- Carlyle
- GIC Singapore
- HSBC Mutual Fund
- Nippon Mutual Fund
- Birla Sun Life Mutual Fund
- Tata Mutual Fund
- Vanguard
- Abakkus AIF
- HDFC Mutual Fund

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



Pavan Kaushal
Independent Director



Gita Nayyar
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

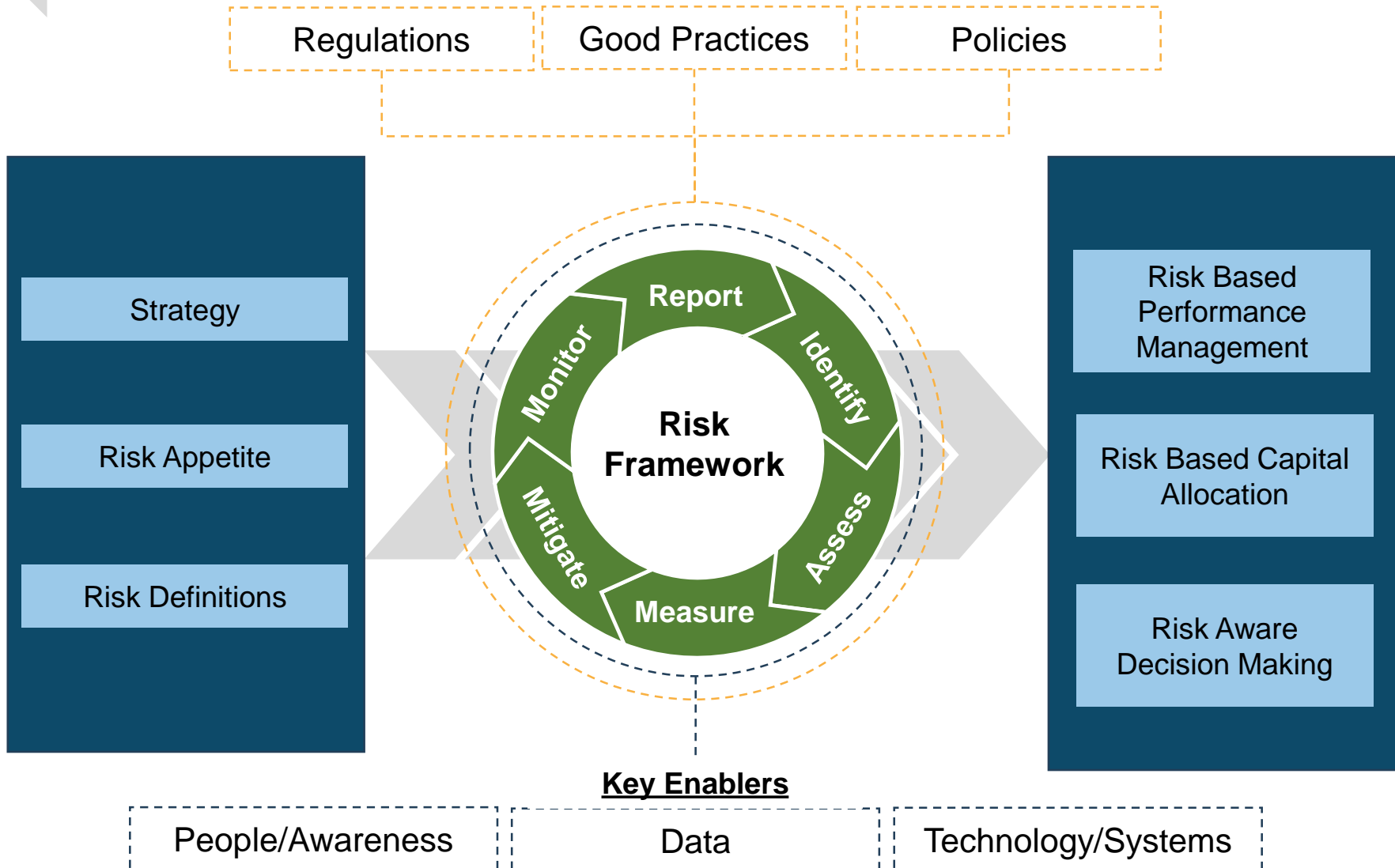


Bhavya Taneja
National Head - Marketing



Neeraj Manchanda
Chief Risk Officer

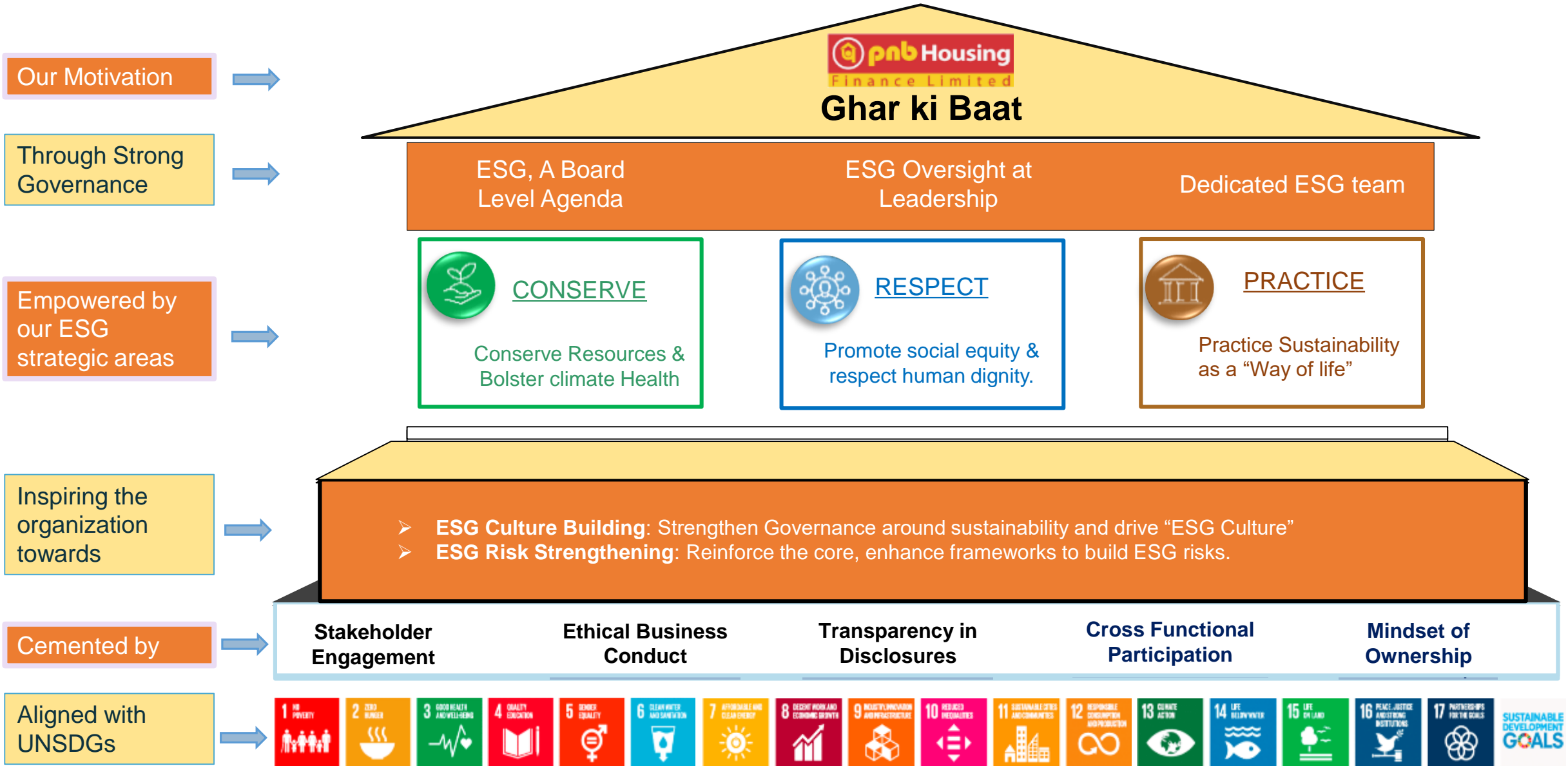
Governance



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*

- LED Lights deployment
- Non-plastic bottles & cutlery

Beyond the Fence

- 60KW Solar Power Plant inaugurated in Haryana
- 9000+ saplings Plantation in Chennai & Hyderabad



Social

16%+ Women Employees

15%+ Women In Senior Management & Above

20,000+ Hours clocked in Learning

250+ Hours clocked in POSH training

Supportive Policies (Already in practice)

- Equal Opportunity
- Sabbatical Policy
- DEI
- Grievance Policy



Project Sanjeevani – 7 No.

Ambulances handed over to Northern Command of the Indian Army to support civilians & army



4000 Sq.ft Material Recovery Facility inaugurated in Uttarakhand



80%+ Women Applicants/Co-Applicant**

15%+ Women Primary Applicants**

40%+ Loan Applicants from EWS

12%+ Loan Applicants from LIG

10%+ Loan Applicants from MIG

In Individual Housing Loan in Q2

Governance

60% Independent Directors

100% BRSR Disclosures Compliant

Fraud Risk Management Policy & Procedures

further strengthened as per latest RBI guidelines

Policies (Already in practice)

- Digital Personal Data Protection Policy
- Risk Management
- Anti-Bribery & Anti-Corruption Policy
- Code of Conduct

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 – 0.9 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 September 2024. DEI – Diversity, Equity & Inclusion

**Every day,
in every way,
we are getting better
and better...**

PNB Housing has
won an array of awards in
key strategic areas.
And the count continues
to grow...



Best Brand Building Campaign | Maximum Gross NPA % YoY Reduction | Great India Best Treasury Technology Innovations | New On-Ground Property Of The Year | Best Lead Generation Campaign | Best Corporate Communications Initiative



Most Effective Use Of PPC | Best Contact Centre Digitisation Initiative (Housing Finance) | Diversity & Inclusion Campaign Of The Year | CX Technology Implementation Of The Year | BFSI CEO Of The Year | Best Contact Centre Experience | Public Relations Campaign Of The Year - Affordable | Digital Finance Initiative Of The Year | Best Employee Engagement Strategy



Best Housing Finance Company | Marketing Campaign Of The Year | CEO Of The Year Financial Services | Financial Inclusion Initiative Of The Year | Excellence In Affordable Housing Finance | Leadership In Affordable Housing Finance

Ratios	Formulas Used
Average Yield (%)	$(\text{Interest Income} + \text{Assignment Income}) \text{ on Loans} / \text{Average Loan Book}$
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

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Thank You

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