5 years journey of PNB Housing
Key Milestones

1988
- Obtained NHB license for loans and deposits.
- Company commenced operations.

1994
- Crossed INR 100 Crores loan portfolio.

1997
- Crossed INR 100 Crores retail deposit.

2003
- Notified under SARBESI Act.

2006
- Crossed INR 1,000 crores loan portfolio.

2009
- Entered into a strategic financial partnership with Destimoney Enterprises Private Limited (DEPL) fully owned by New Silk Route,PE Fund.

2010
- Launched business process re-engineering project-“Kshitij”.

2011
- New Brand positioning with completely refurbished offices Contemporary look and feel introduced across all branches and hubs.
- Robust and elastic target operating model (TOM) implemented.

2012
- DEPL raises stake from 26% to 49% through conversion of compulsory convertible debentures.
- Gross and net NPAs brought lower than 0.5% of the asset portfolio.

2013
- Crossed INR 1,000 crores retail deposits.
- `CRISIL AA+` rating (for NCDs and bank term loans) and FAAA (for Deposits).

2014
- PAT crossed INR 100 Crores and Portfolio crossed INR 10,000 Crores.

2015
- Pilot implementation of Enterprise System Solution.
- Quality Investments Holdings, owned by the Carlyle group, a global investment firm bought DEPL, Mauritius.

2016
- Implemented end-to-end Enterprise System Solution – Pan India
- Crossed INR 25,000 Crores of loan portfolio
- Crossed INR 7,000 Crores of deposit book
- Launch of first ever 360 degree brand campaign
5 years Growth Journey
Year on Year Trends
Consistent growth trend

One of the fastest growing amongst top five HFCs in India with CAGR of 76%

Well balanced geographical distribution from a North centric organization to pan India presence
7X growth in Assets under Management (AuM) over the last 5 Years

- AuM has grown nearly 7 times during the last five years at a CAGR of 62%
- AuM crosses INR 25,000 Crore during FY 2016- qualifying PNB Housing as a “Large” HFC
- AuM of INR 10,000 Crore achieved in 26 years, AuM of next INR 17,000 Cr achieved in just last 2 years
Balanced Portfolio (AuM) mix maintained through growth years

FY12 INR 3,970 Cr.
- Housing Loan: 25%
- Non Housing Loan: 72%
- Construction Finance: 3%

FY13 INR 6,620 Cr.
- Housing Loan: 22%
- Non Housing Loan: 70%
- Construction Finance: 4%

FY14 INR 10,591 Cr.
- Housing Loan: 28%
- Non Housing Loan: 65%
- Construction Finance: 6%

FY15 INR 17,297 Cr.
- Housing Loan: 7%
- Non Housing Loan: 29%
- Construction Finance: 7%

FY16 INR 27,555 Cr.
- Housing Loan: 60%
- Non Housing Loan: 29%
- Construction Finance: 9%

Values in INR Crore
1 Crore=10 Million
Portfolio geographically diversified; mitigating concentration risk

Values in INR Crore
1 Crore=10 Million
Despite exponential portfolio growth, maintains one of the lowest NPAs in industry

<table>
<thead>
<tr>
<th></th>
<th>FY12</th>
<th>FY13</th>
<th>FY14</th>
<th>FY15</th>
<th>FY16</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gross NPAs</td>
<td>1.04%</td>
<td>0.67%</td>
<td>0.56%</td>
<td>0.32%</td>
<td>0.22%</td>
</tr>
<tr>
<td>Net NPAs</td>
<td>0.67%</td>
<td>0.35%</td>
<td>0.16%</td>
<td>0.07%</td>
<td>0.14%</td>
</tr>
</tbody>
</table>

- Absolute NPAs have come down while the portfolio has grown nearly 7 times since March 2012
37% CAGR achieved in Disbursement per employee over the last 5 years

- Annual disbursement per employee has crossed to INR 21 Crore
110% CAGR achieved in Deposit Outstanding

Our deposit book saw a stupendous scaling from INR 220 Crore in FY 2011 to INR 7,116 Crore on back of high credit rating, service quality and brand PNB.

Key highlights

2nd largest Housing Finance Company in terms of Deposit Book Size

Strong and predictable distribution channel- the base grew from approximately 300 brokers in FY 2011 to 3500 brokers.
55% CAGR achieved in Gross Revenue over last 5 years

- Consistent growth of gross revenue
- Declining trend in cost to Income ratio
5X growth in net worth over the last 5 years

- Consistent growth of Net Worth

Values in INR Crore
1 Crore=10 Million

Net Worth

<table>
<thead>
<tr>
<th>Financial Year</th>
<th>Net Worth (INR Cr.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY12</td>
<td>400</td>
</tr>
<tr>
<td>FY13</td>
<td>618</td>
</tr>
<tr>
<td>FY14</td>
<td>934</td>
</tr>
<tr>
<td>FY15</td>
<td>1,581</td>
</tr>
<tr>
<td>FY16</td>
<td>2,194</td>
</tr>
</tbody>
</table>
43% CAGR achieved in Profit After Tax (PAT) over the last 5 years

- Substantial growth in PAT of INR 77 Crore during FY 2012 to a PAT of INR 326 Crore during FY 2016
Well Diversified Borrowing Composition

- A balanced borrowing mix with subsequent decline in bank loans over the last 5 years
**Corporate Governance**

**Board Committees constitution:** The Board has four committees as under:

<table>
<thead>
<tr>
<th>Committee Name</th>
<th>Constitution Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>Audit Committee (ACB)</td>
<td>Under section 177 of the Companies Act, 2013. It has 3 members, 2 are independent directors and 1 is a nominee director.</td>
</tr>
<tr>
<td>Nomination and Remuneration Committee (NRC)</td>
<td>Under section 178 of the Companies Act, 2013. It has 5 members, 2 are independent directors, 2 are nominee directors and Managing Director.</td>
</tr>
<tr>
<td>Corporate Social Responsibility Committee (CSR)</td>
<td>Under section 135 of the Companies Act, 2013. It has 4 members, 1 independent director, 2 are nominee directors and Managing Director.</td>
</tr>
<tr>
<td>Credit Committee of the Board (CCB)</td>
<td>Under section 179 of the Companies Act, 2013. It has 3 members, 1 is independent director, 1 nominee director and Managing Director.</td>
</tr>
</tbody>
</table>
Well balanced Pan India presence

Strategically positioned hubs to catalyse future growth

Central Support Office (CSO) - Delhi

Zonal Office
North (Co-housed with COPS & CPC)
- Noida
- West
- Mumbai
- South
- Bangalore

Processing Hub
North (7)
- Chandigarh HUB, Dehradun HUB, Delhi HUB, Green Park HUB, Jaipur HUB, Kolkata HUB, Lucknow HUB, Noida HUB
- West (5)
- Ahmedabad HUB, Indore HUB, Mumbai HUB, Pune HUB, Thane HUB
- South (4)
- Bangalore HUB, Chennai HUB, Cochin HUB, Hyderabad HUB

As on 31st March, 2016.
Awards and Recognitions

- PNB Housing awarded for contribution towards CSR at the India Pride Awards
- 'Housing Finance Company of the Year' at the 8th Annual Real Estate Summit and Awards
- Outstanding Contribution to CSR by CREDAI
- Best Apprenticeship/ On the Job training program Gold Award
- PNB Housing’s Annual report wins bronze award at 20th Big Bang awards for excellence in communication and media
- 3rd time in a row for “Outstanding contribution to Real Estate” – Nov 2013

- PNB Housing IT Transformation Journey honoured at EMC Transformers Award 2015
- Felicitated for Successful Completion of 25 years of Service at India’s Top PSUs – Transforming India, 2014’ – July 2014
- Excellence in Talent Management
- ‘Significant Contribution to Housing’ by HUDCO
- Early adoption of Cloud Services in India
- Best Change Management Intervention
Thank You