



Ref: PNBHFL/SE/EQ/FY2025-26/07
April 28, 2025

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 4th quarter and financial year ended March 31, 2025

Ref: Our letter PNBHFL/SE/EQ/FY2025-26/06 dated April 28, 2025

We have enclosed the Investor Presentation of the Company for the 4th quarter and financial year ended March 31, 2025 which will be referred during earnings call with investors today at 05:30 P.M. (IST).

This investor presentation is submitted pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and the same shall also be available on the website of the Company at 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 March 2025

28-April-2025

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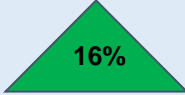

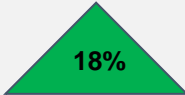

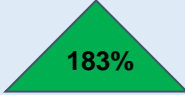

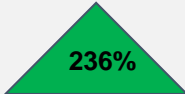




7

Financial Performance

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Annexure

FY25 Performance Report – On track

	31-Mar-24	31-Mar-25		
 <u>Disbursement</u>	INR 17,583 crore	INR 21,972 crore	 25%	<ul style="list-style-type: none"> Retail disbursement grew by 26% YoY Affordable and Emerging Markets segment accounted for 36% of Retail Disbursement
 <u>Loan Asset</u>	INR 65,358 crore	INR 75,765 crore	 16%	<ul style="list-style-type: none"> Crossed INR 75,000 crore in Loan Asset & INR 80,000 crore in AUM Retail Loan Asset is 99% of the total Loan Asset
 <u>Retail Loan Asset</u>	INR 63,306 crore	INR 74,802 crore	 18%	<ul style="list-style-type: none"> Retail Loan Asset grew by 18% YoY with growth coming from Affordable and Emerging Markets segment
 <u>Affordable Loan Asset</u>	INR 1,790 crore	INR 5,070 crore	 183%	<ul style="list-style-type: none"> Affordable Loan Asset crossed INR 5,000 crore Branch network expanded to 200 branches at Pan India level
 <u>Recoveries from Written off pool</u>	INR 100 crore	INR 336 crore	 236%	<ul style="list-style-type: none"> Bolstered write off recovery, led by focused possession and disposal of assets coupled with targeted settlements
 <u>Gross NPA/Net NPA</u>	1.50% / 0.95%	1.08% / 0.69%	 42 bps/ 26 bps	<ul style="list-style-type: none"> Verticalization of Collection Team to reduce forward flow and faster resolutions Improvement in asset quality with focus on early delinquencies
 <u>ROA</u>	2.20%	2.55%	 35 bps	<ul style="list-style-type: none"> Better margins, lower credit cost led to improved RoA

Key Performance Highlights

Retail Segment

Corporate Segment

Total



Disbursement (INR Crore)

6,854 (Q4 FY25)
(24% YoY | 27% QoQ)

- **Prime:** 4,141 (7% YoY)
- **Emerging Markets:** 1,422 (40% YoY)
- **Affordable:** 1,291 (100% YoY)

21,938 (FY25)
(26% YoY)

NIL (Q4 FY25)

34 (FY25)
(-66% YoY)

6,854 (Q4 FY25)
(23% YoY | 27% QoQ)

21,972 (FY25)
(25% YoY)



Loan Asset (INR Crore)

74,802 (31-Mar-25)
(18% YoY | 6% QoQ)

- **Prime:** 55,607 (12% YoY)
- **Emerging Markets:** 14,125 (21% YoY)
- **Affordable:** 5,070 (183% YoY)

INR 963 (31-Mar-25)
(-53% YoY | -23% QoQ)

INR 75,765 (31-Mar-25)
(16% YoY | 5% QoQ)



GNPA

1.09% (31-Mar-25) VS
1.21% (31-Dec-24) |
1.45% (31-Mar-24)

Nil (31-Mar-25) VS
Nil (31-Dec-24) |
3.31% (31-Mar-24)

1.08% (31-Mar-25) VS
1.19% (31-Dec-24) |
1.50% (31-Mar-24)

Key Performance Highlights



AUM

INR 80,397 Crore

(+13% YoY | +5% QoQ)



Loan Asset

INR 75,765 Crore

(+16% YoY | +5% QoQ)



Deposits

INR 17,642 Crore

Public 87% | ICD 13%



Net NPA

0.69% (31-Mar-25) vs

0.80% (31-Dec-24) |

0.95% (31-Mar-24)



Spread

2.19% (Q4FY25)

(+9 bps YoY | -10 bps QoQ)

2.19% (FY25)

(-15 bps YoY)



NIM

3.75% (Q4FY25)

(+10 bps YoY | +5 bps QoQ)

3.70% (FY25)

(-4 bps YoY)



ROA

2.76% (Q4FY25)

(+30 bps YoY | +25 bps QoQ)

2.55% (FY25)

(+35 bps YoY)



Capital Adequacy

29.38%

(12 bps YoY | 60 bps QoQ)

Tier I: 28.39% | Tier II: 0.99%



Gearing Ratio

3.70x

(+2 bps YoY | +3 bps QoQ)



Book Value Per Share

INR 649

(INR 577 31-Mar-24)

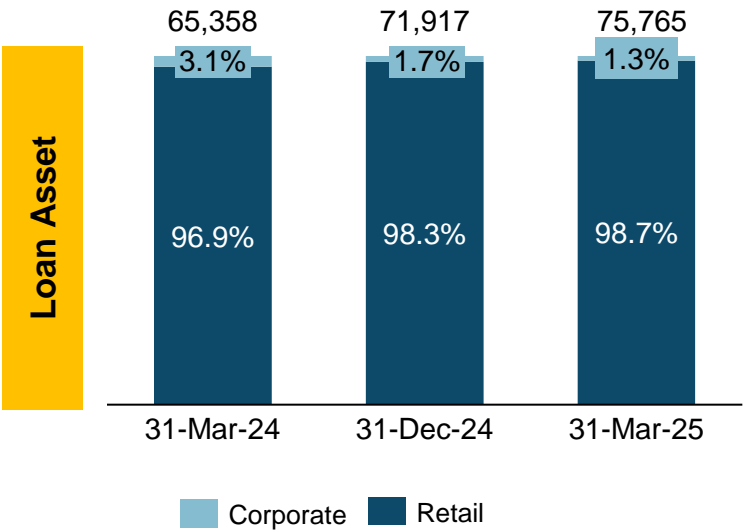


Overall Business Update

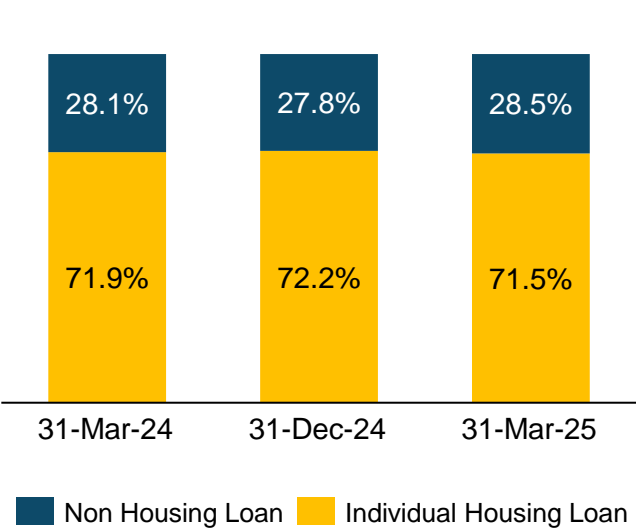
Loan Asset Mix

(INR Crore)

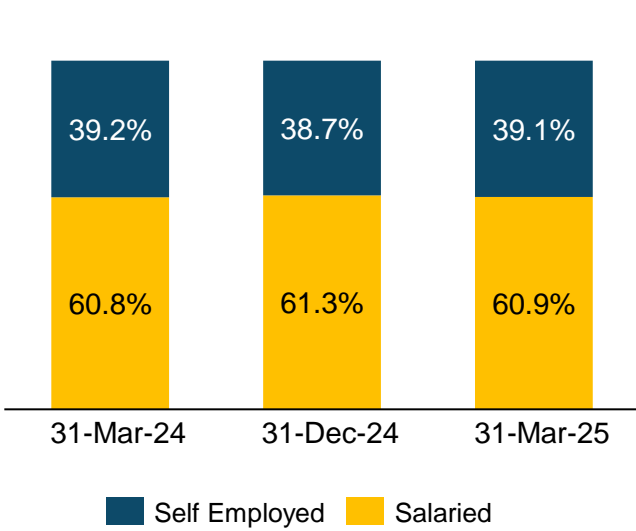
Segment Mix



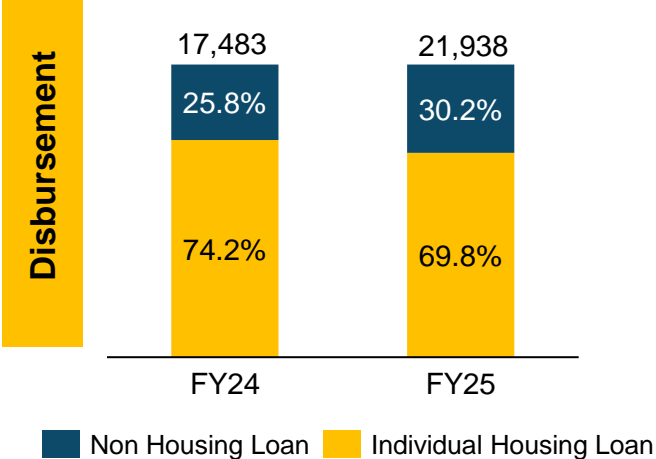
Retail Product Mix



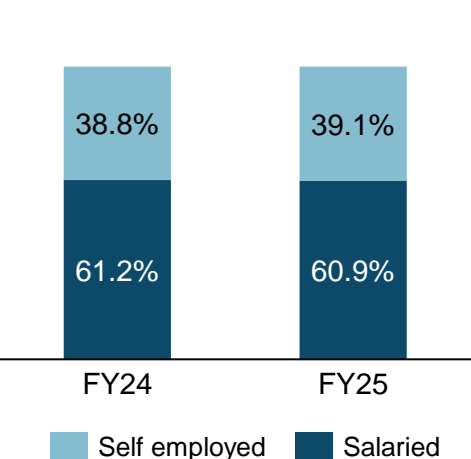
Retail Profile Mix



Retail Product Mix

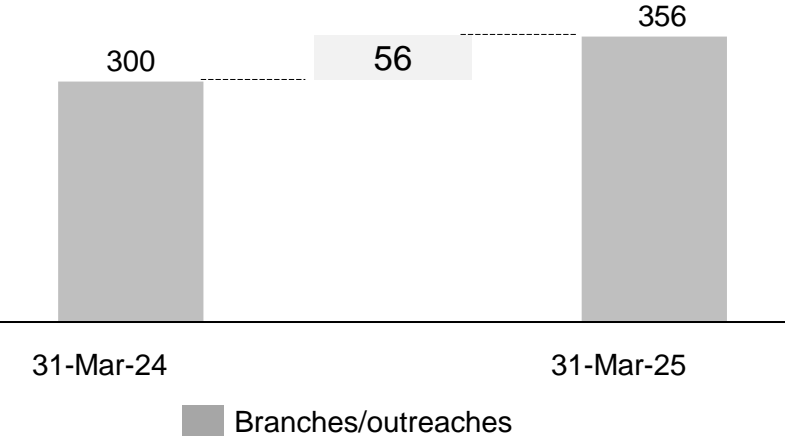
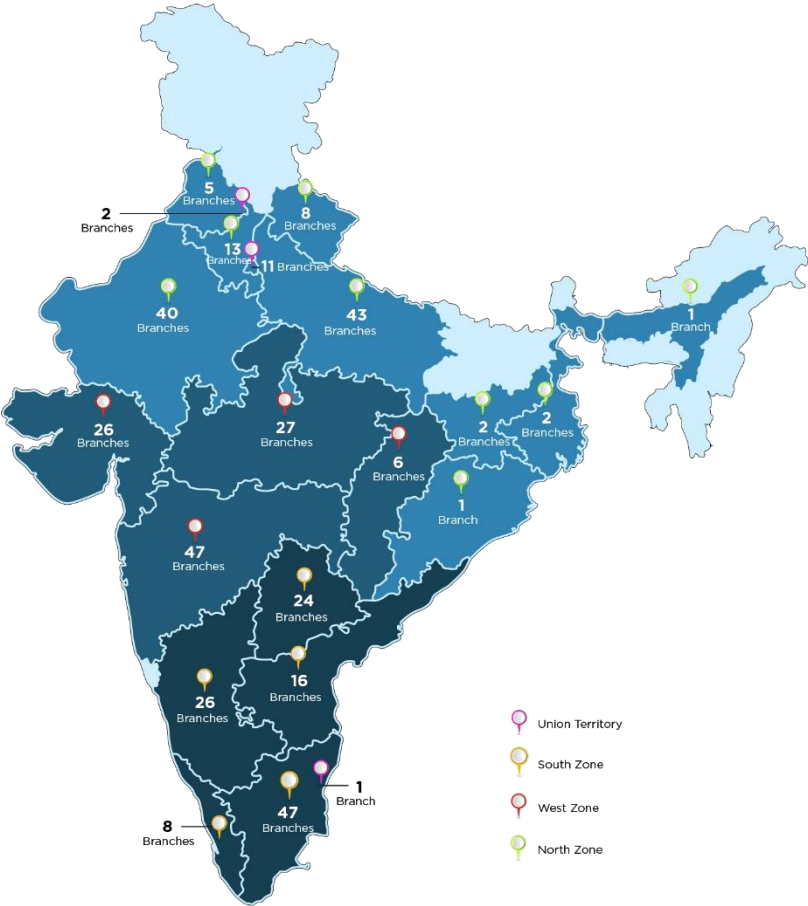


Retail Profile Mix



- > Live loan accounts serviced by the Company crossed 3,30,000 as on 31-Mar-25
- > Average ticket size for Individual Housing loan and Retail Non-Housing at INR 29 lac and INR 27 lac respectively (as on 31-Mar-25)
- > Affordable and Emerging Markets segment contributes 40% in Q4 FY25 and 36% in FY25 of the total Retail disbursement

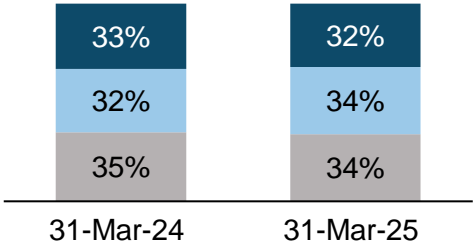
OUR OFFICE NETWORK



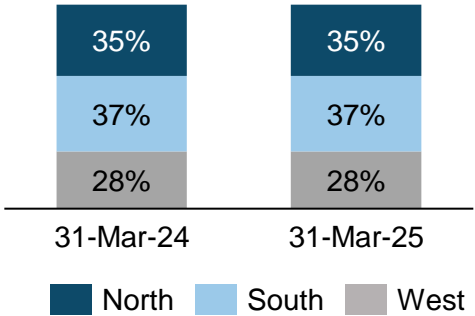
14,000+ Channel Partners for loans & deposits

Top 5 State share in the Retail Loan Asset (%)		
State	31-Mar-25	31-Mar-24
Maharashtra	21.5%	24.8%
Tamil Nadu	11.6%	10.7%
Delhi NCR	11.1%	11.6%
Telangana	9.1%	9.4%
Karnataka	8.8%	8.2%

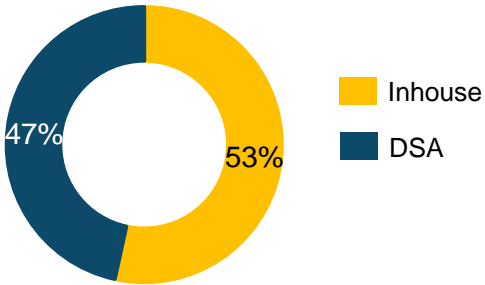
Loan Asset – Geographical Breakup



Disbursement - Geographical Break-up

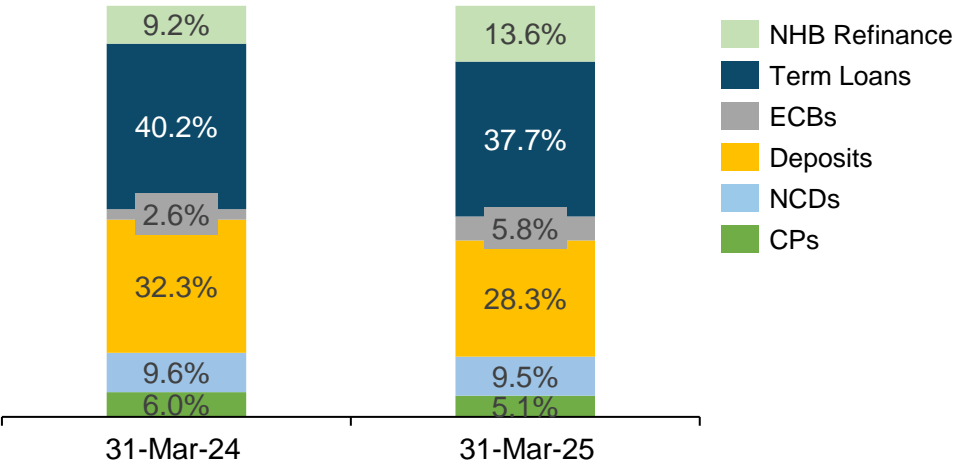


Disbursement Channel Mix –FY25



Well Diversified Borrowing Profile

Borrowing Mix



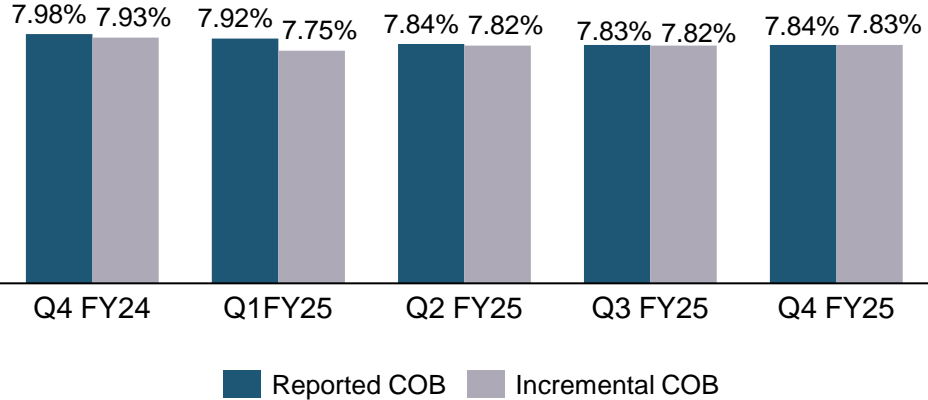
Borrowings

INR 55,057 Crore

INR 62,310 Crore

- ~67% of the total borrowings is floating
- Average daily Liquidity Coverage Ratio maintained at 223% for Q4 FY25
- SLR at 15% as on 31-Mar-25
- Raised INR 5,000 crore from NHB and USD 350 million from ECB during the year

Cost of Borrowing



Rating

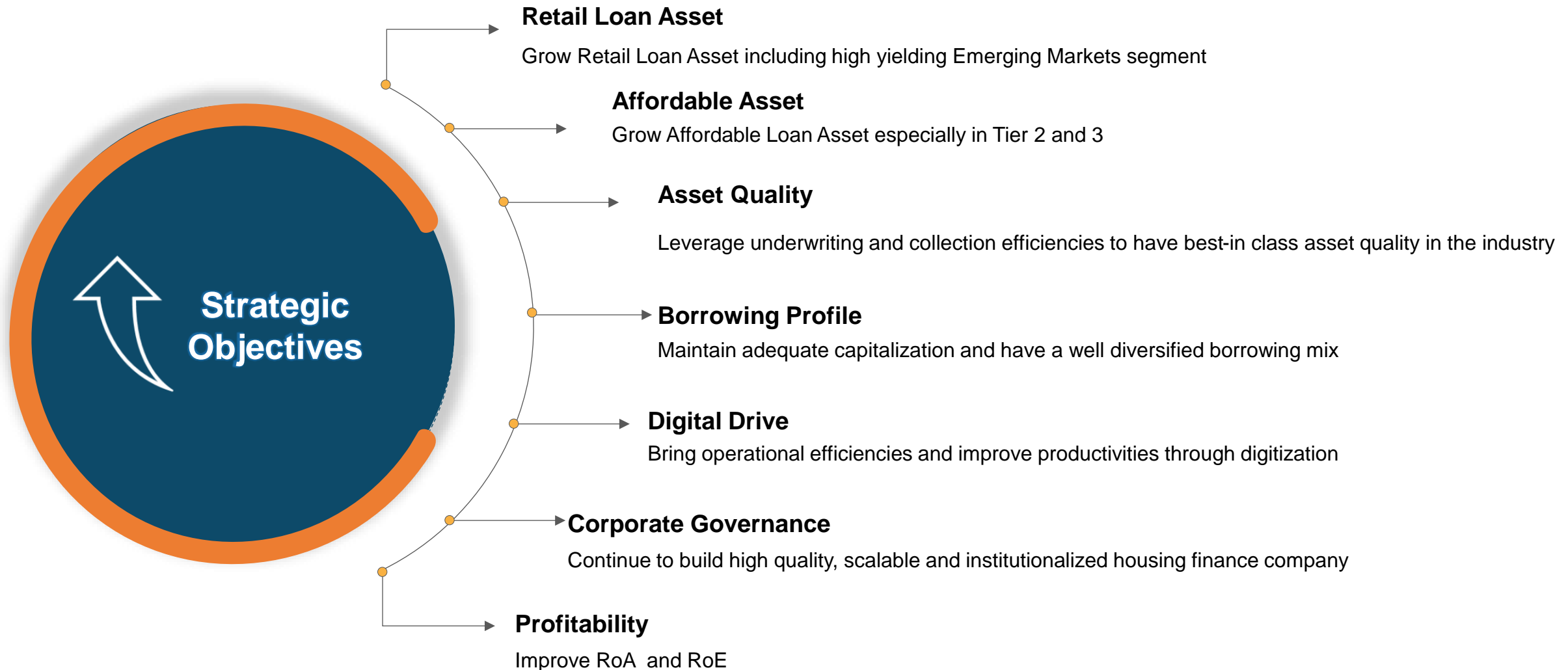
CRISIL
An S&P Global Company

ICRA

AA+
(Outlook: Stable)

CARE Ratings

India Ratings & Research
A Fitch Group Company



Retail strategy ramping up well

Retail Growth strategy and objectives...

Management team with deep retail business experience

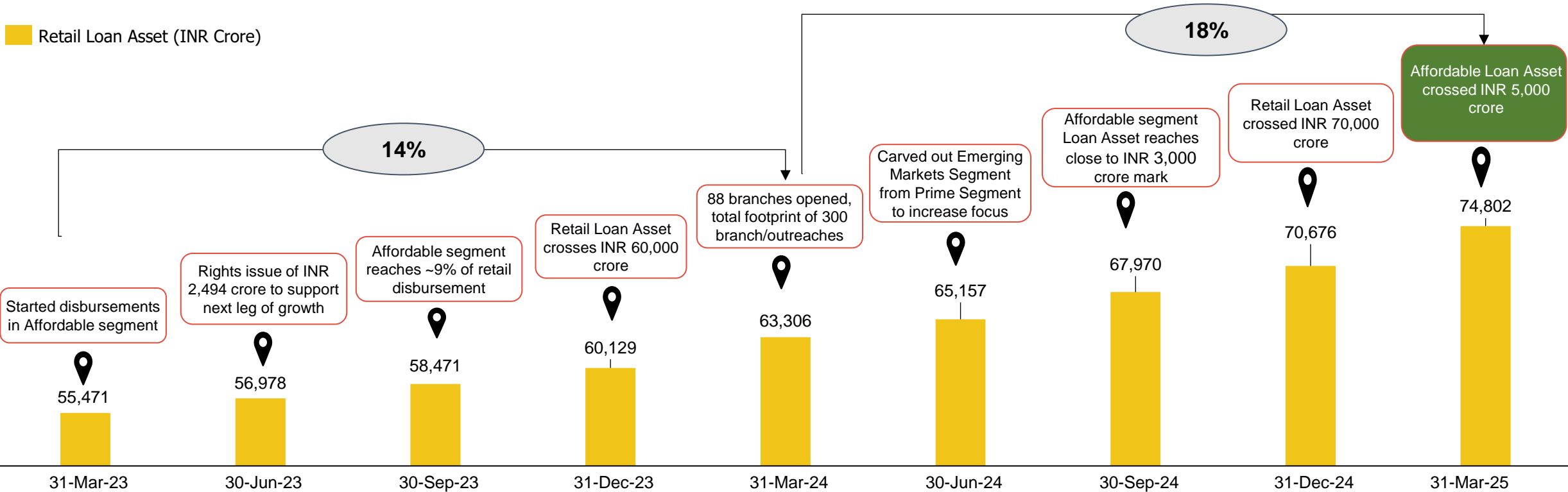
New strategy focused on building leading retail franchise

Continue growth trajectory in affordable segment

Focus on higher yielding Emerging Markets

Leverage strong parentage and best in class liabilities franchise

Tech focus for operational efficiency; Salesforce fully implemented in Affordable segment



Retail Business Focus Areas

<u>LOAN Asset (INR crore)</u>	Q4FY25	Q3FY25	Q4FY24	Change (YoY)
Prime	55,607	53,669	49,828	12%
Emerging Markets	14,125	13,169	11,688	21%
Affordable	5,070	3,838	1,790	183%
Total	74,802	70,676	63,306	18%
<u>Disbursement (INR crore)</u>	Q4FY25	Q3FY25	Q4FY24	
Prime	4,141	3,355	3,879	7%
Emerging Markets	1,422	1,105	1,017	40%
Affordable	1,291	920	645	100%
Total	6,854	5,380	5,541	24%
<u>Incremental Yield</u>	Q4FY25	Q3FY25	Q4FY24	
Prime	9.4%	9.4%	9.2%	+18 bps
Emerging Markets	9.8%	9.8%	9.4%	+39 bps
Affordable	11.7%	12.1%	11.6%	+14 bps
<u>No of Branches</u>	Q4FY25	Q3FY25	Q4FY24	
Prime	96	94	90	+2
Emerging Markets	60	50	50	+10
Affordable	200	161	160	+39

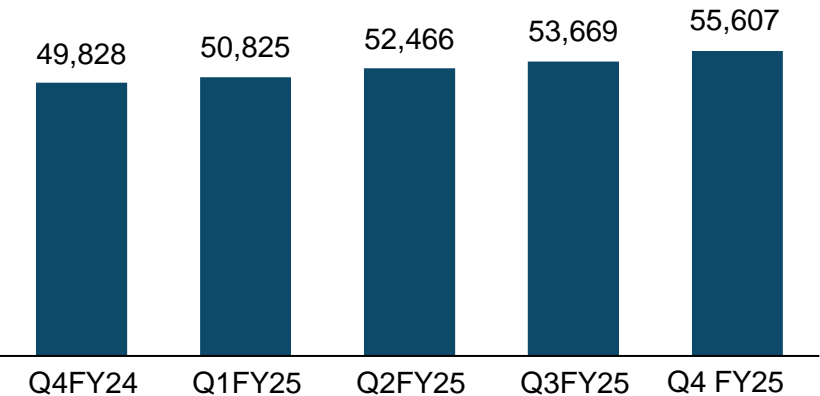
- Retail Segment classified as Prime, Emerging Markets and Affordable Segment
- Focus on Affordable and Emerging Markets Segment led to higher growth in Retail Loan Asset
- Affordable and Emerging Markets segment contributed 25% of Retail Loan Asset
- Focused approach in Emerging Markets segment led to 41 bps higher incremental yield as compared to Prime Segment
- Branch expansion focused on high yielding Affordable and Emerging Markets segments



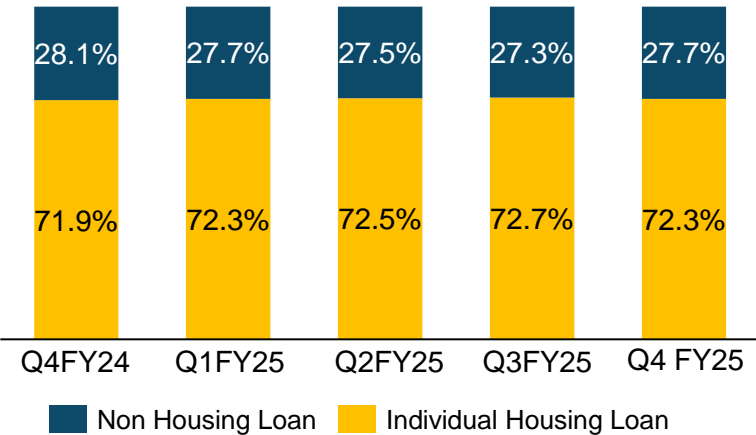
Segment Update – Prime

Prime Segment Update

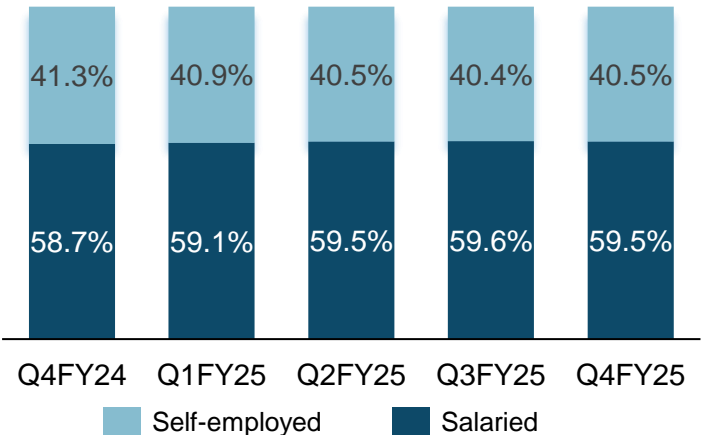
Loan Asset (INR crore)



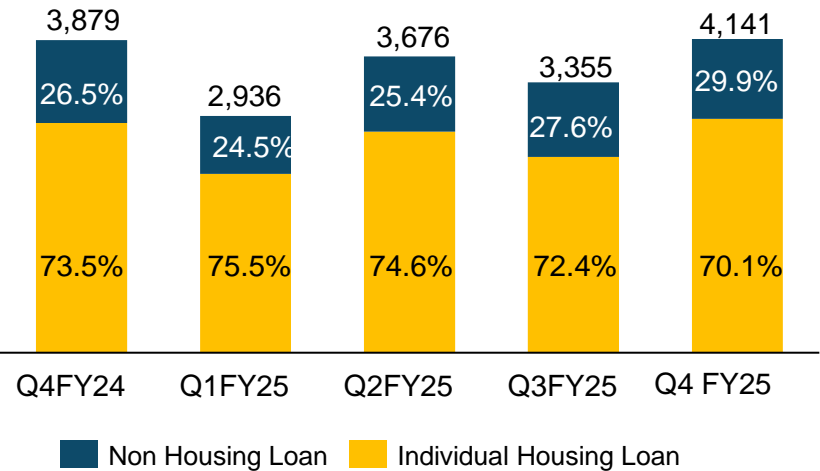
Loan Asset by Product (%)



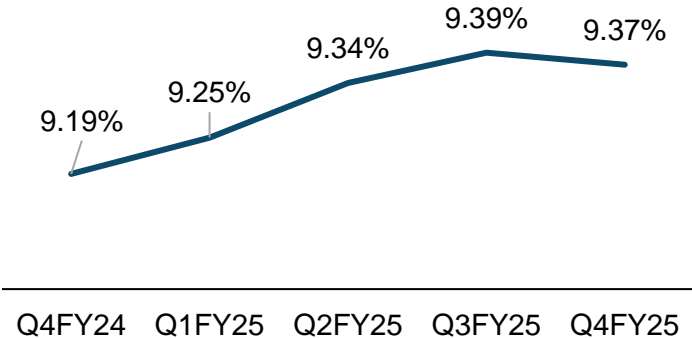
Loan Asset by Profile (%)



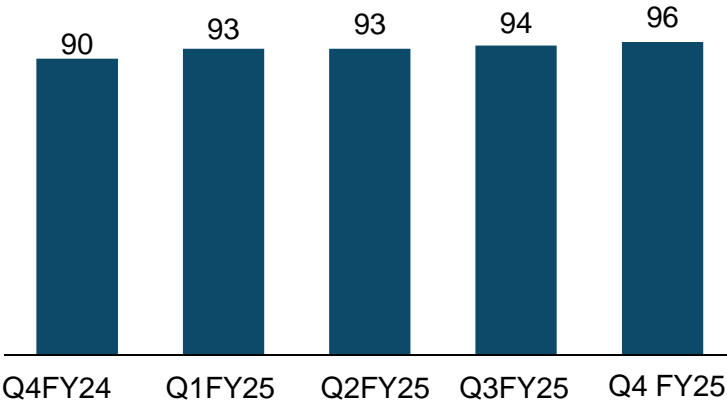
Disbursement (INR crore)



Incremental Yield (%)



Branches/outreaches

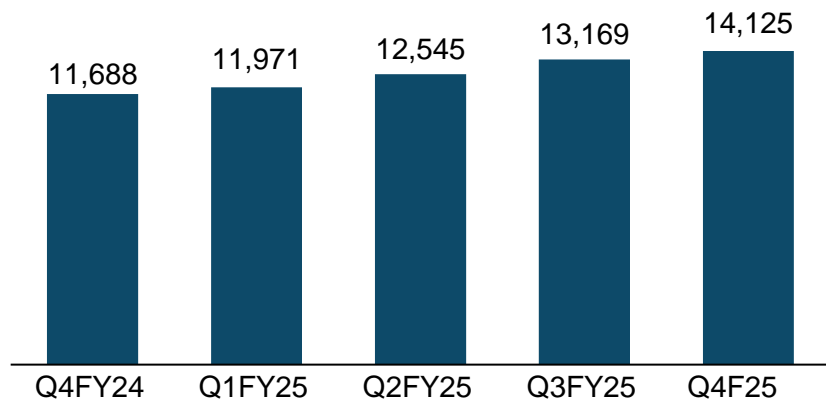




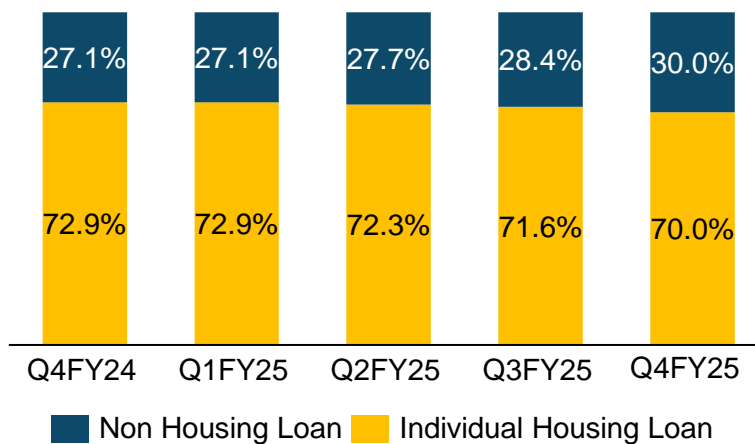
Segment Update – Emerging Markets

Emerging Markets Segment Update

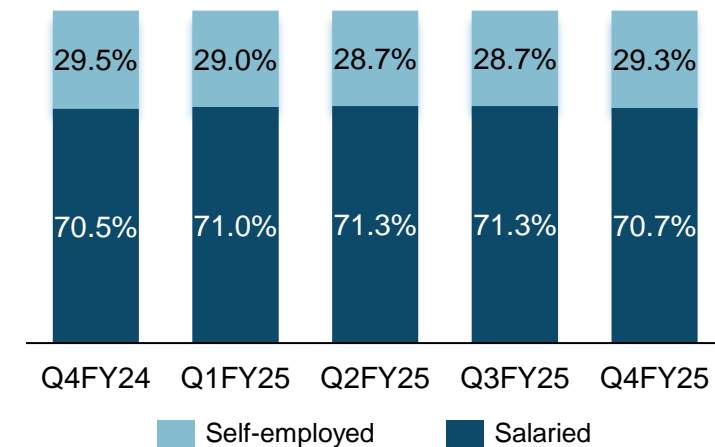
Loan Asset (INR crore)



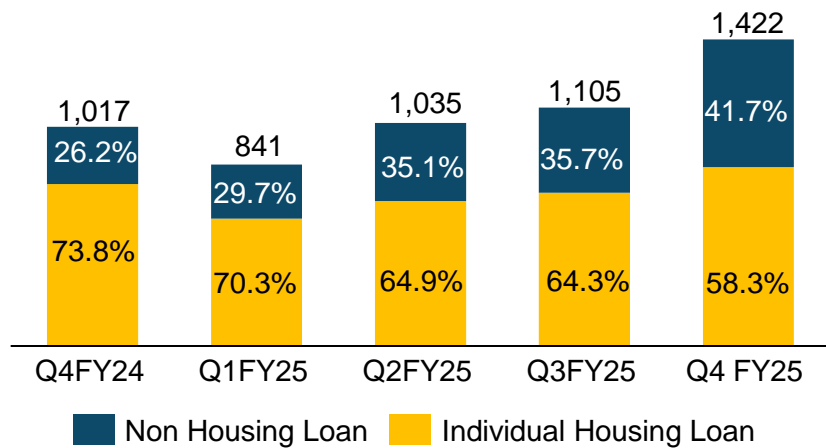
Loan Asset by Product (%)



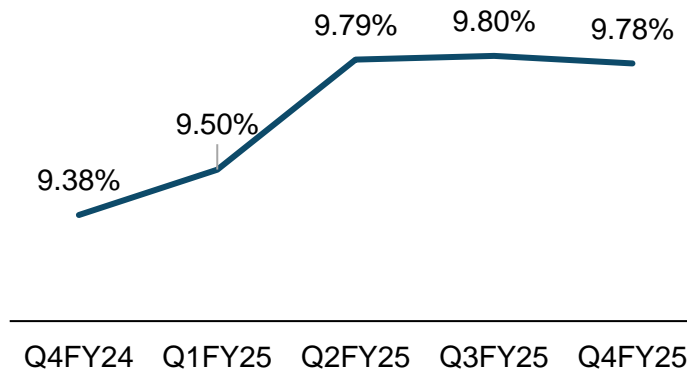
Loan Asset by Profile (%)



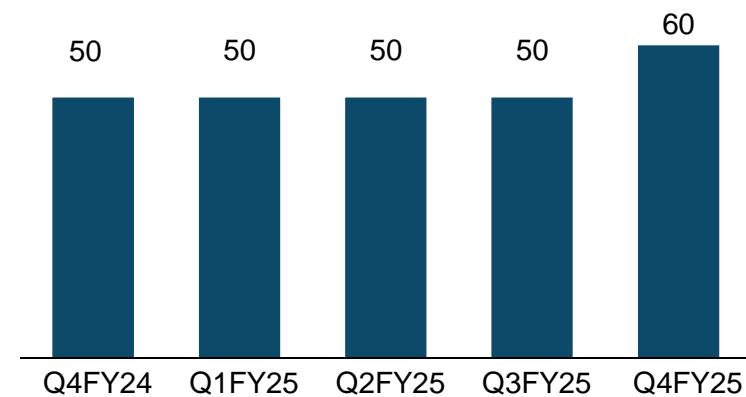
Disbursement (INR crore)



Incremental Yield (%)



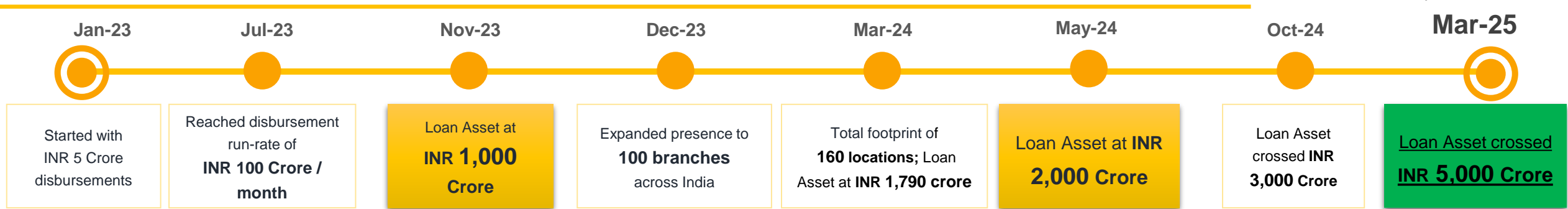
Branches/outreaches



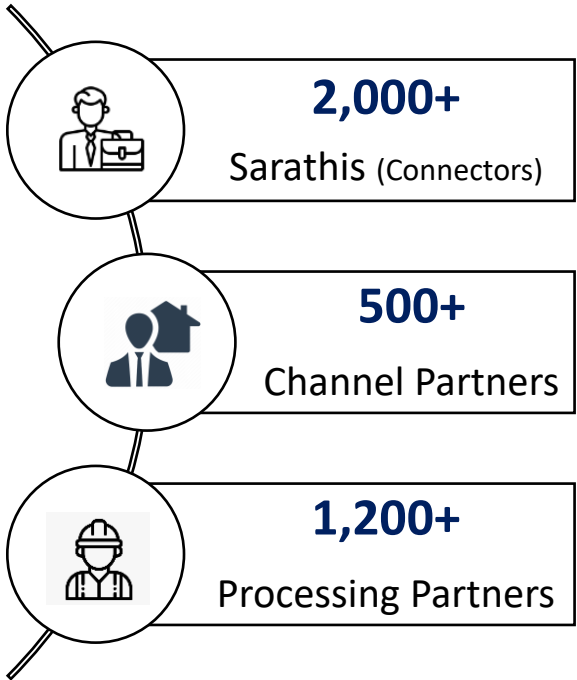


Segment Update – Affordable

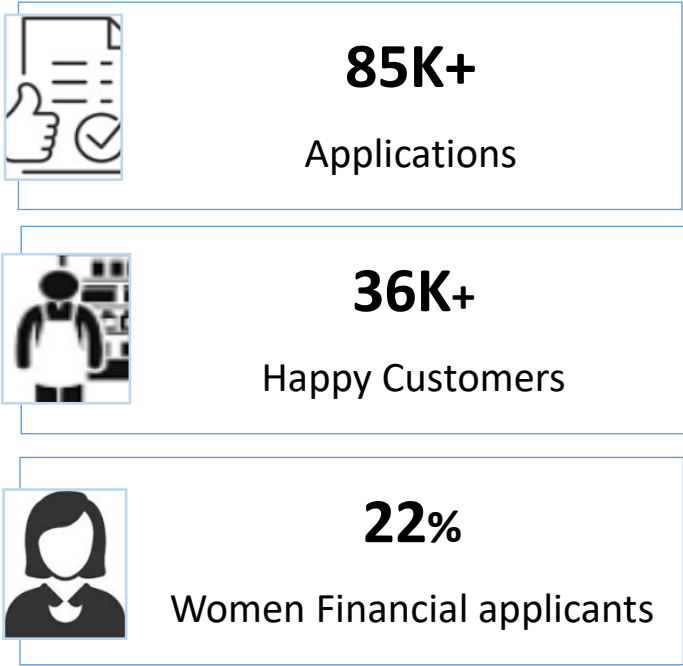
Roshni Business: Key Milestones



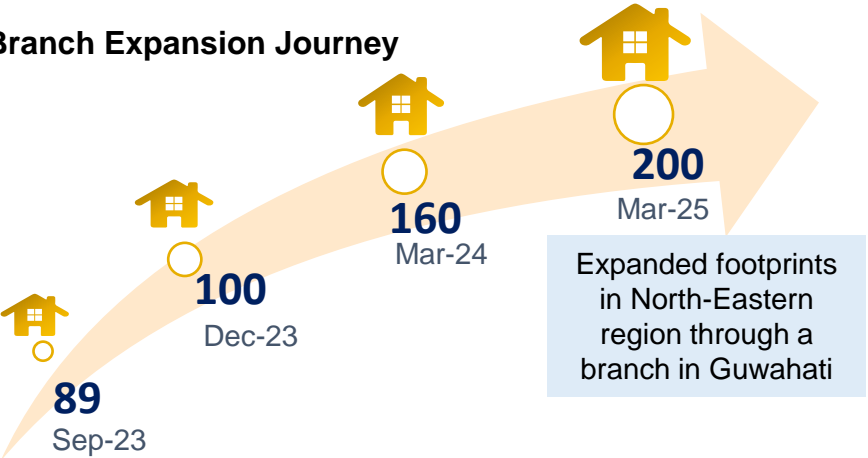
Distribution Network



Customers

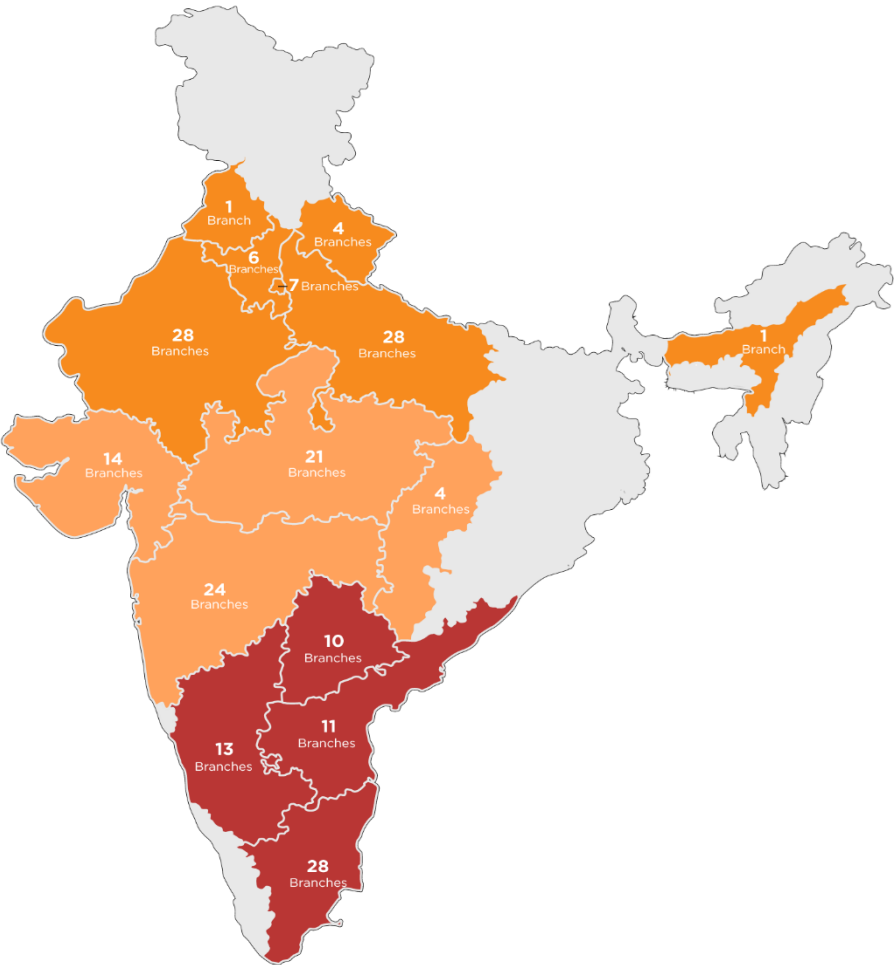


Branch Expansion Journey

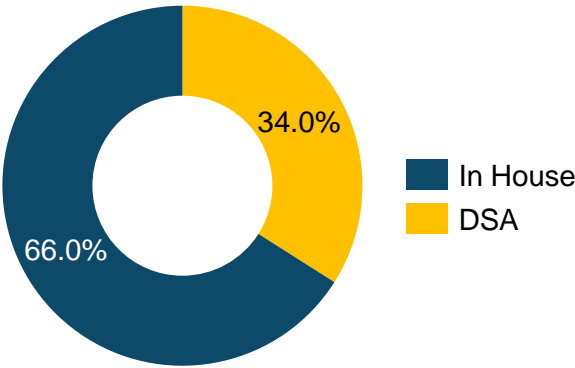


Affordable Segment Distribution Strategy

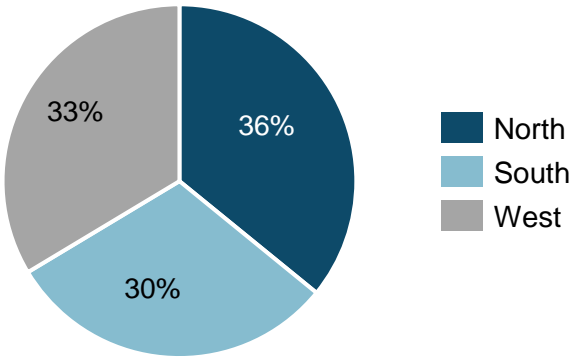
OUR ROSHNI OFFICE NETWORK



Disbursement Channel Mix – FY25



Disbursement Geographical Breakup

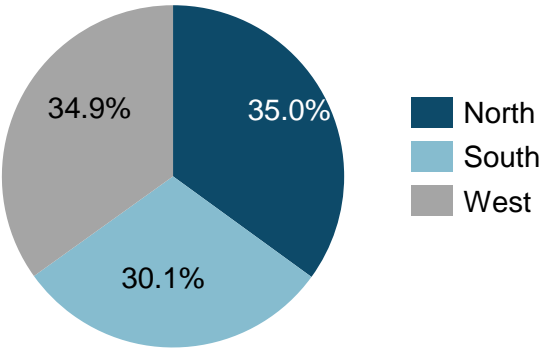


Geographic Presence

State	# Branches	% of Loan Asset	
		31-Mar-25	31-Mar-24
Tamil Nadu	28	16.8%	18.0%
Uttar Pradesh	28	16.2%	17.0%
Maharashtra	24	14.4%	16.3%
Madhya Pradesh	21	14.2%	15.6%
Rajasthan	28	13.2%	12.1%

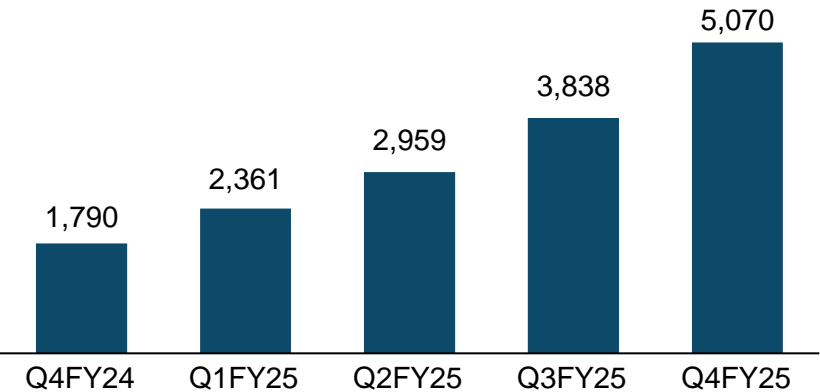
Derisking the Geographical presence; with branch expansions, top 5 states contribution reduced to 75% of Loan Asset as on 31-Mar-25 vs 79% a year ago

Loan Asset Geographical Breakup

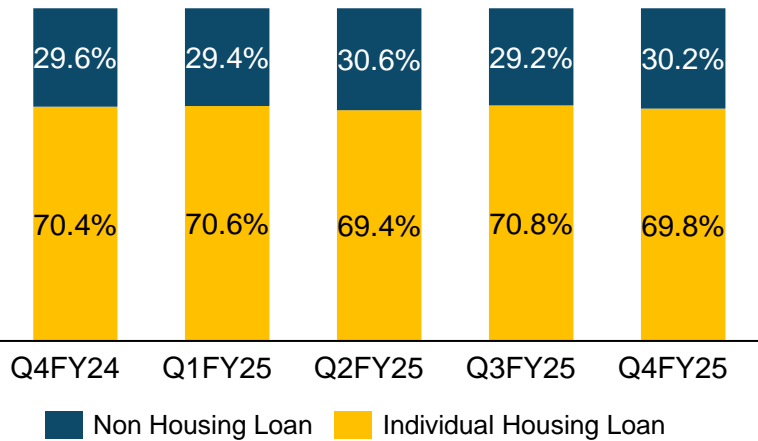


Affordable Segment Update

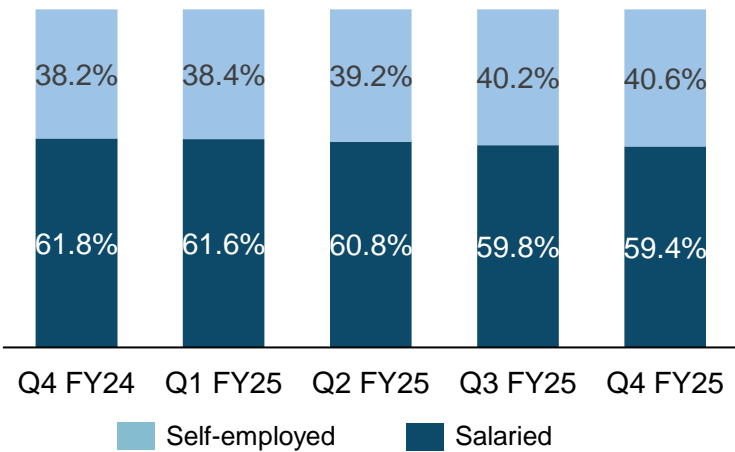
Loan Asset (INR crore)



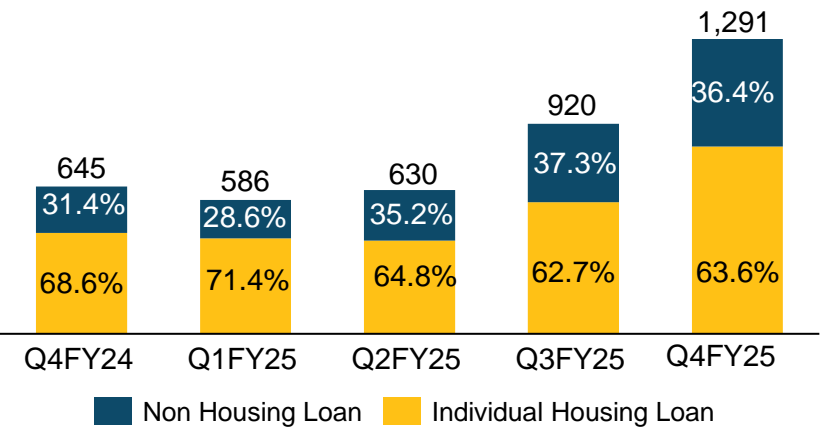
Loan Asset by Product (%)



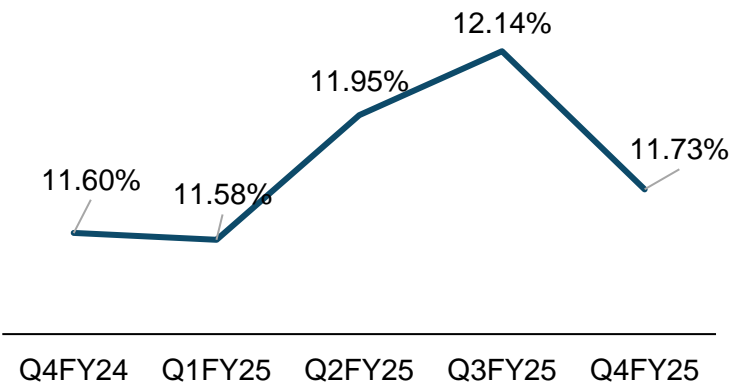
Loan Asset by Profile (%)



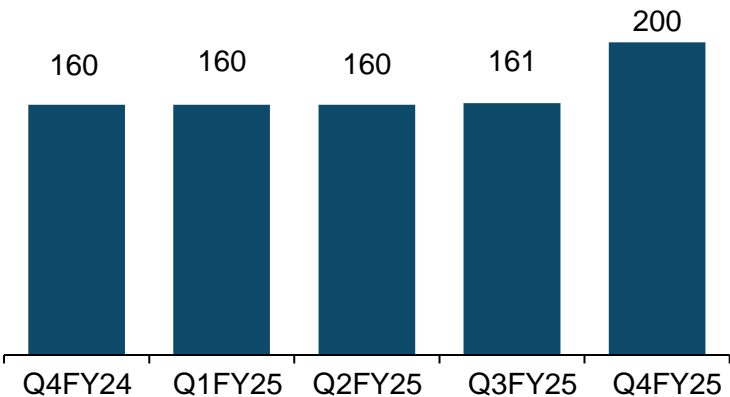
Disbursement (INR crore)



Incremental Yield (%)

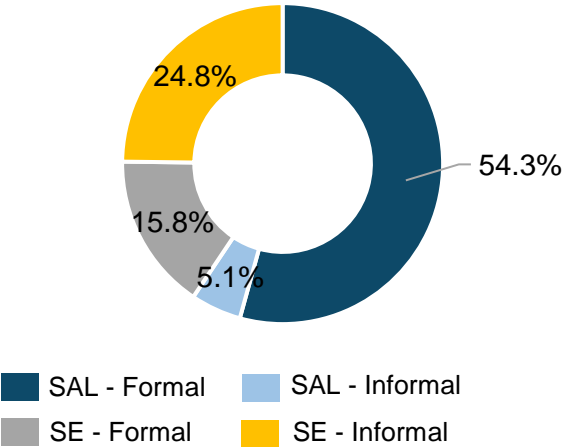


Branches/outreaches

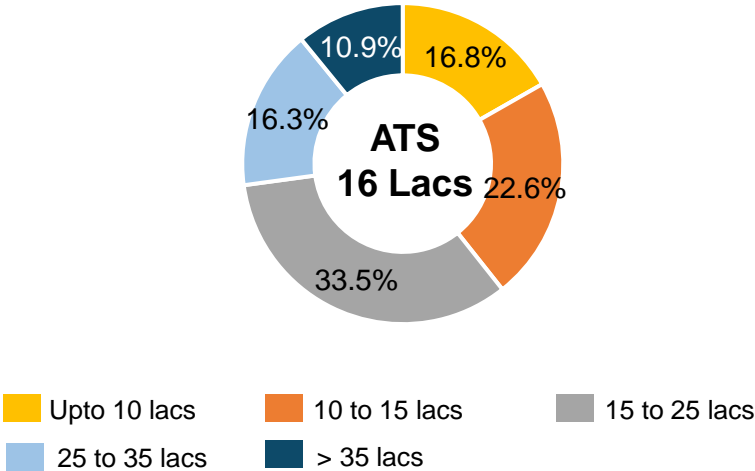


Affordable Segment Portfolio Matrix

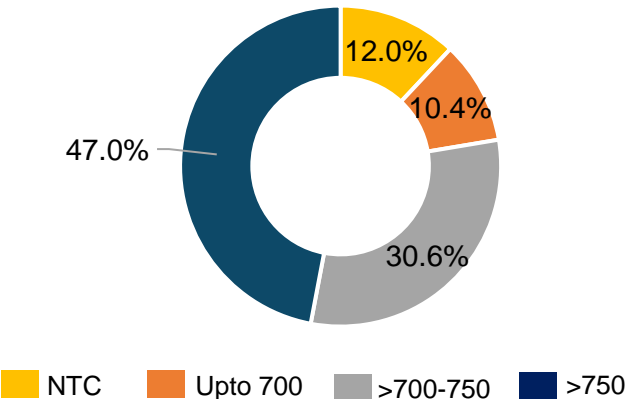
Loan Asset by Profile – Formal/Informal



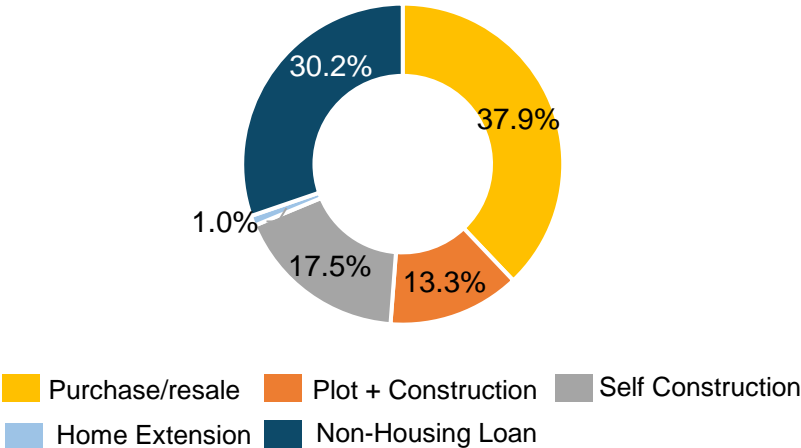
Loan Asset by Ticket Size



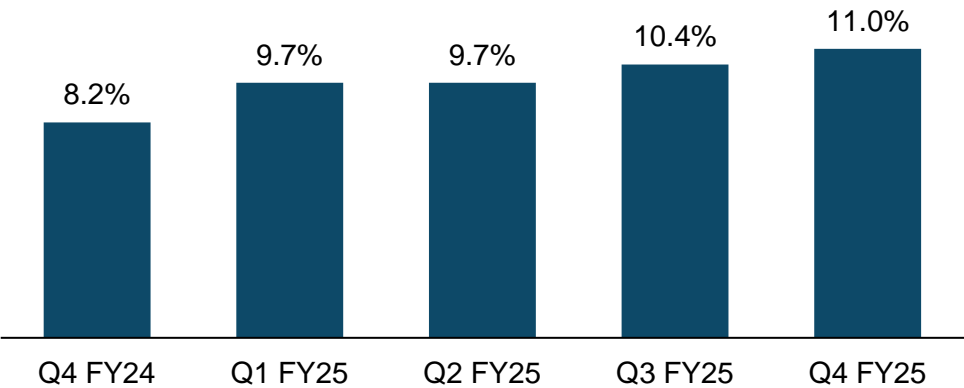
Loan Asset by Credit history



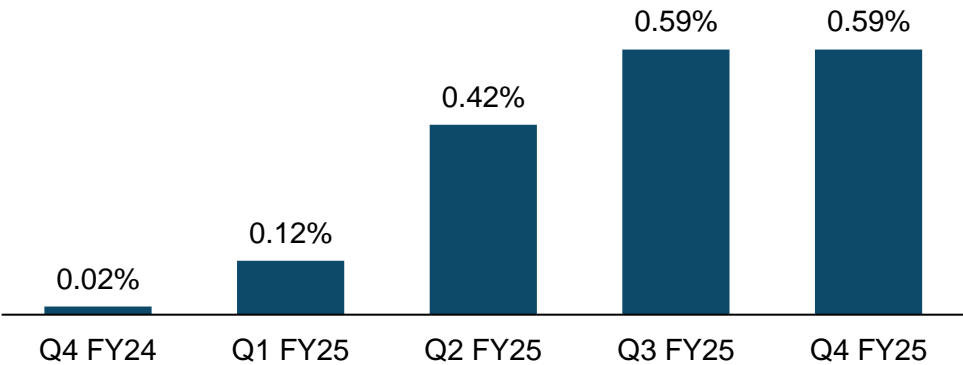
Loan Asset by Purpose



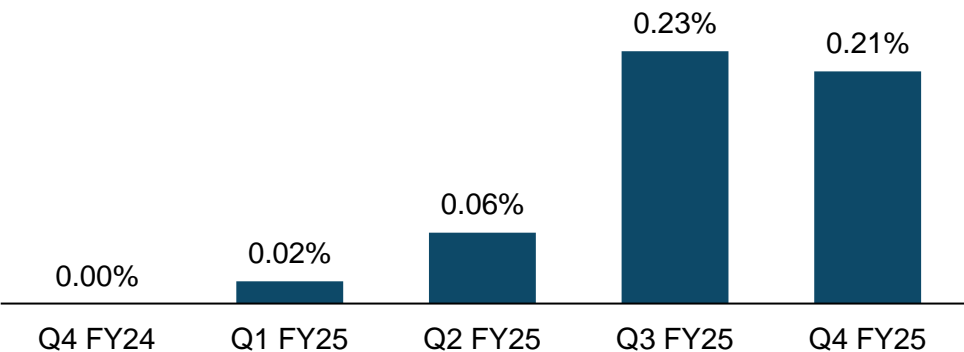
Bounce Rate



DPD 30+ (%)



Gross NPA (%)



- Early warning signals are encouraging
- Collection architecture in place
- Bounce rates are under control



Asset Quality

Sustainable growth

Total of 50,288 logins were booked in Q4 FY25 as against 41,348 logins in Q3 FY25

Focussed approach

Consistent focus on mid and low-ticket loans; ~96% of fresh sanction volume on boarded has ticket size of upto INR 1 cr.

Automation

Machine learning leading to economies of scale; ~26% of eligible salaried cases were STP in Q4 FY25.

Stable Credit Quality

Quarter on quarter improvement in sourcing quality; 84% of the loans booked in Q4 FY25 had bureau score of more than 700

Balance portfolio

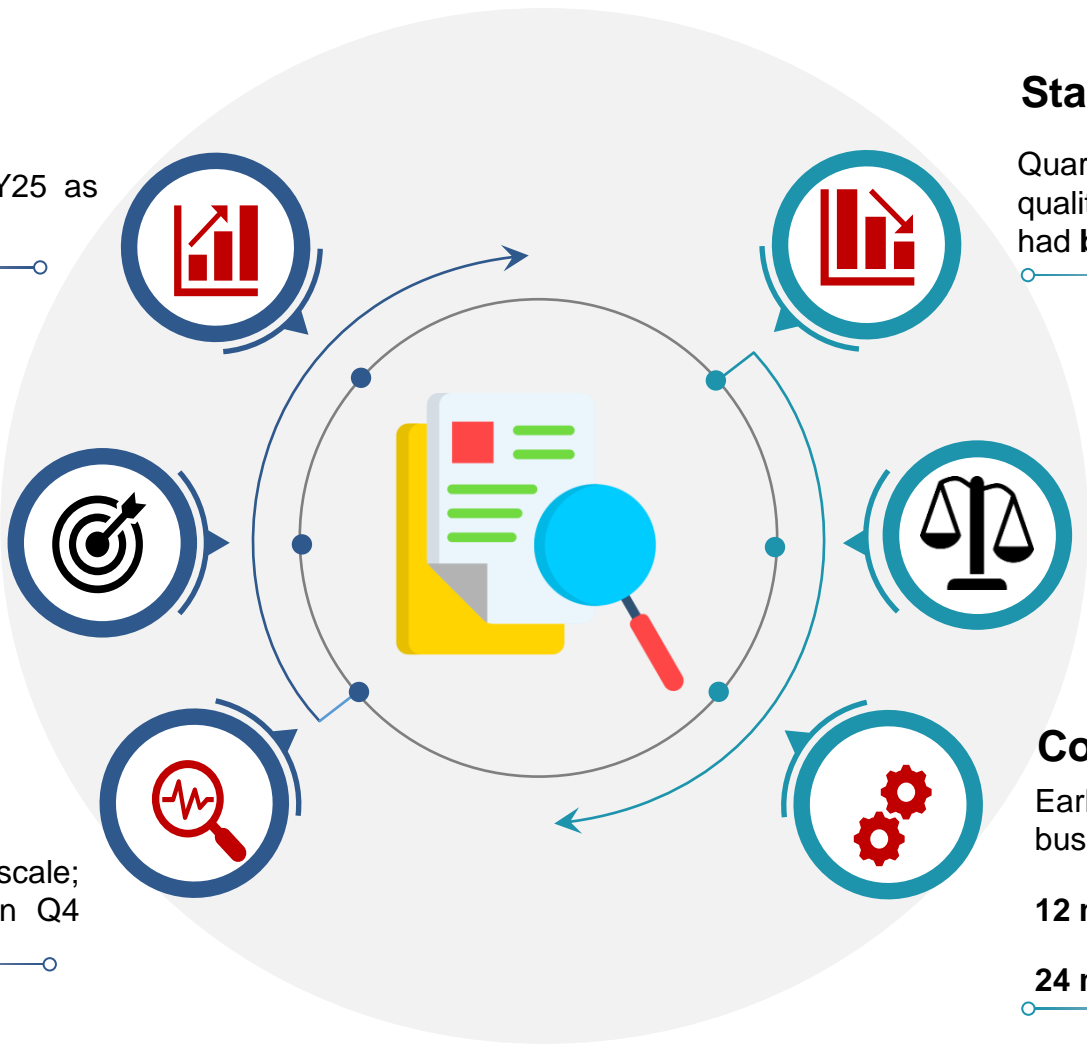
Maintained a balance portfolio with Individual Housing Loan at 72% and salaried customer at 61% of the retail portfolio

Controlled Delinquency

Early mortality; controlled delinquency in business booked in last:

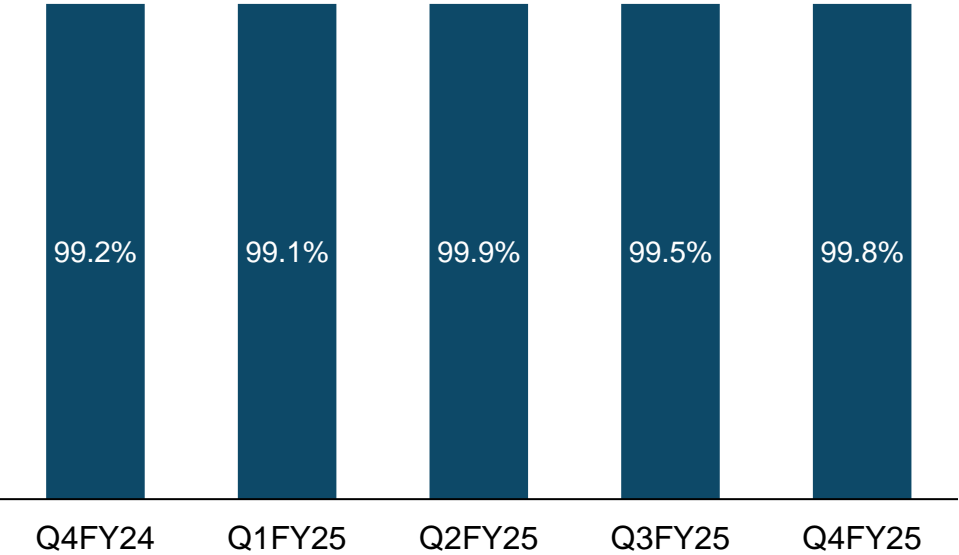
12 months - 30+ - 0.13%, 90+ - 0.03%

24 months- 30+: 0.48%, 90+: 0.14%



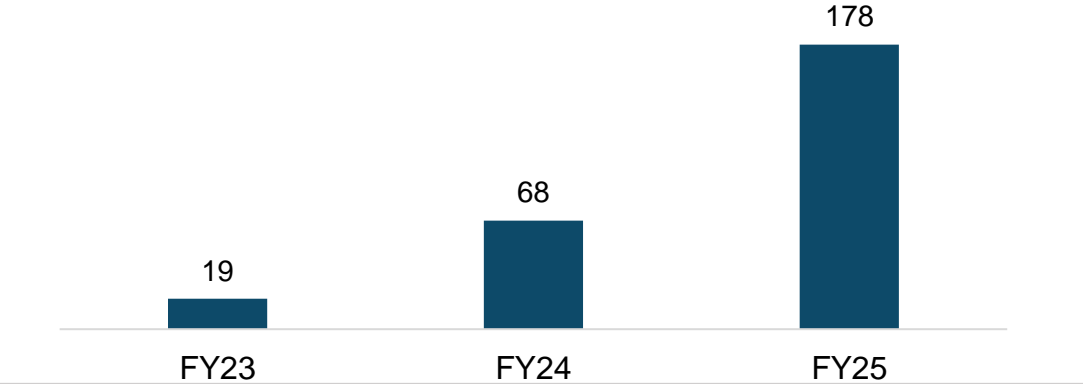
Collection Efficiency

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



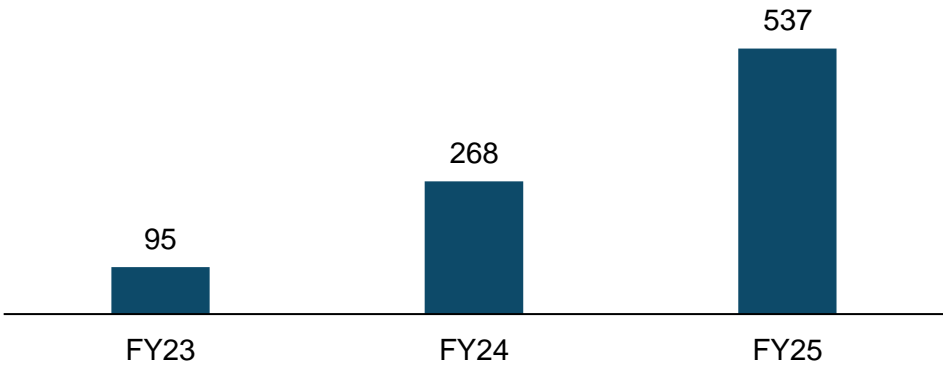
Write off Recovery

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



Properties Sold

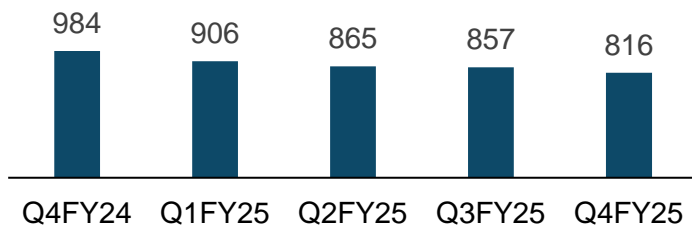
Dedicated team to focus on Disposal of repossessed properties



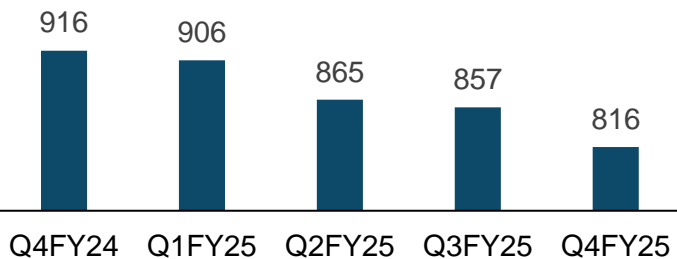
Asset Quality

Overall

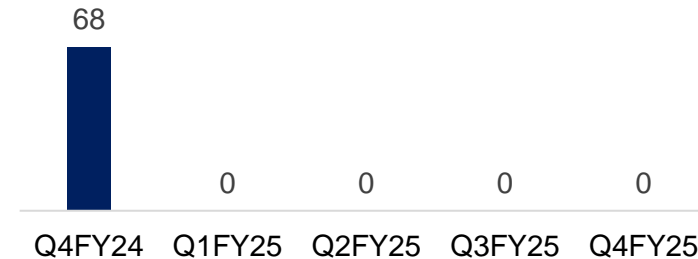
GNPA (INR Crore)



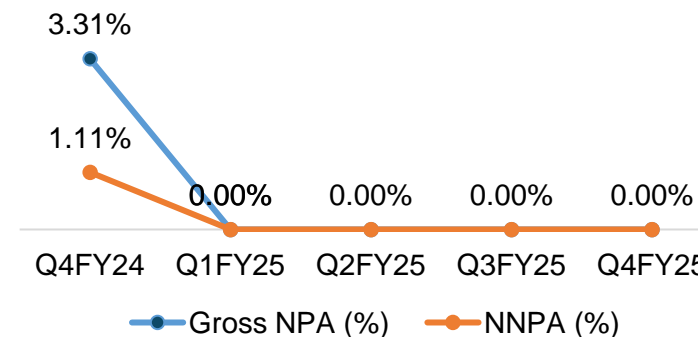
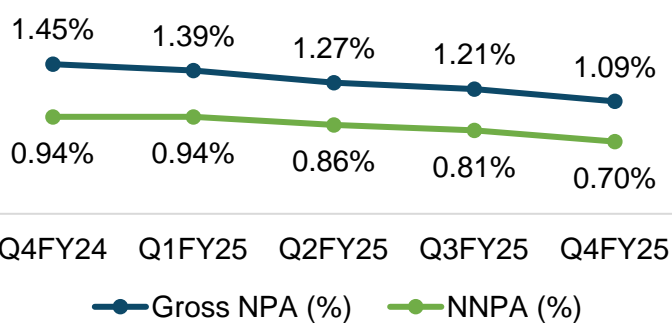
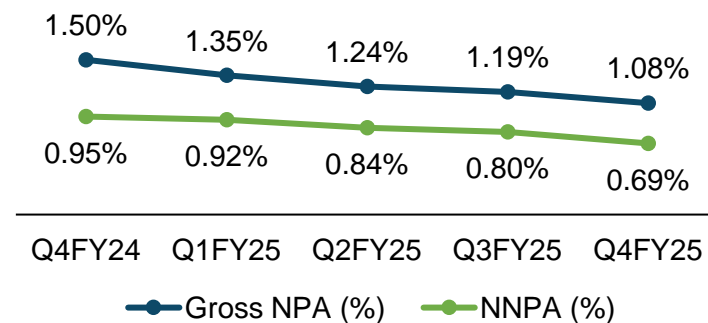
Retail



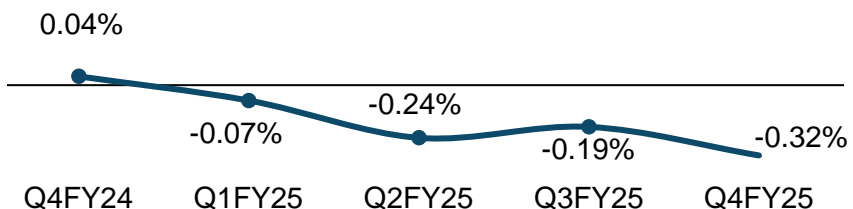
Corporate



GNPA & NNPA (%)



Credit Cost



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

Expected Credit Loss (ECL) Provisions

Particulars (INR Crore)	31-Mar-25	31-Dec-24	31-Mar-24
Gross Stage 1*	73,132	68,652	62,430
Gross Stage 1 as % to Loan Asset	96.52%	95.46%	95.52%
ECL Provision Stage 1	537	373	565
ECL Provision % Stage 1	0.73%	0.54%	0.90%
Gross Stage 2*	1,817	2,407	1,944
Gross Stage 2 as % to Loan Asset	2.40%	3.35%	2.97%
ECL Provision Stage 2	287	432	317
ECL Provision % Stage 2	15.82%	17.93%	16.31%
Gross Stage 3	816	857	984
Gross Stage 3 as % to Loan Asset	1.08%	1.19%	1.50%
ECL Provision Stage 3	294	285	368
ECL Provision % Stage 3	36.08%	33.19%	37.40%
Total Loan Asset	75,765	71,917	65,358
ECL Provision	1,119	1,089	1,250
Total ECL Provision / Total Loan Asset (%)	1.48%	1.51%	1.91%

Expected Credit Loss (ECL) Provisions – Retail & Corporate

Particulars (INR Crore)	Retail		Corporate	
	31-Mar-25	31-Mar-24	31-Mar-25	31-Mar-24
Gross Stage 1*	72,184	60,573	948	1,858
Gross Stage 1 as % to Loan Asset	96.50%	95.68%	98.48%	90.53%
ECL Provision Stage 1	287	260	251	305
ECL Provision % Stage 1	0.40%	0.43%	26.46%	16.42%
Gross Stage 2*	1,803	1,818	15	126
Gross Stage 2 as % to Loan Asset	2.41%	2.87%	1.52%	6.16%
ECL Provision Stage 2	285	252	3	65
ECL Provision % Stage 2	15.80%	13.86%	18.22%	51.52%
Gross Stage 3	816	916	0	68
Gross Stage 3 as % to Loan Asset	1.09%	1.45%	0.00%	3.31%
ECL Provision Stage 3	294	322	0	46
ECL Provision % Stage 3	36.06%	35.17%	-	67.37%
Total Loan Asset	74,802	63,306	963	2,052
ECL Provision	866	834	253	416
Total ECL Provision / Total Loan Asset (%)	1.16%	1.32%	26.33%	20.27%

As per IndAS

*With SICR

Consolidated basis



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

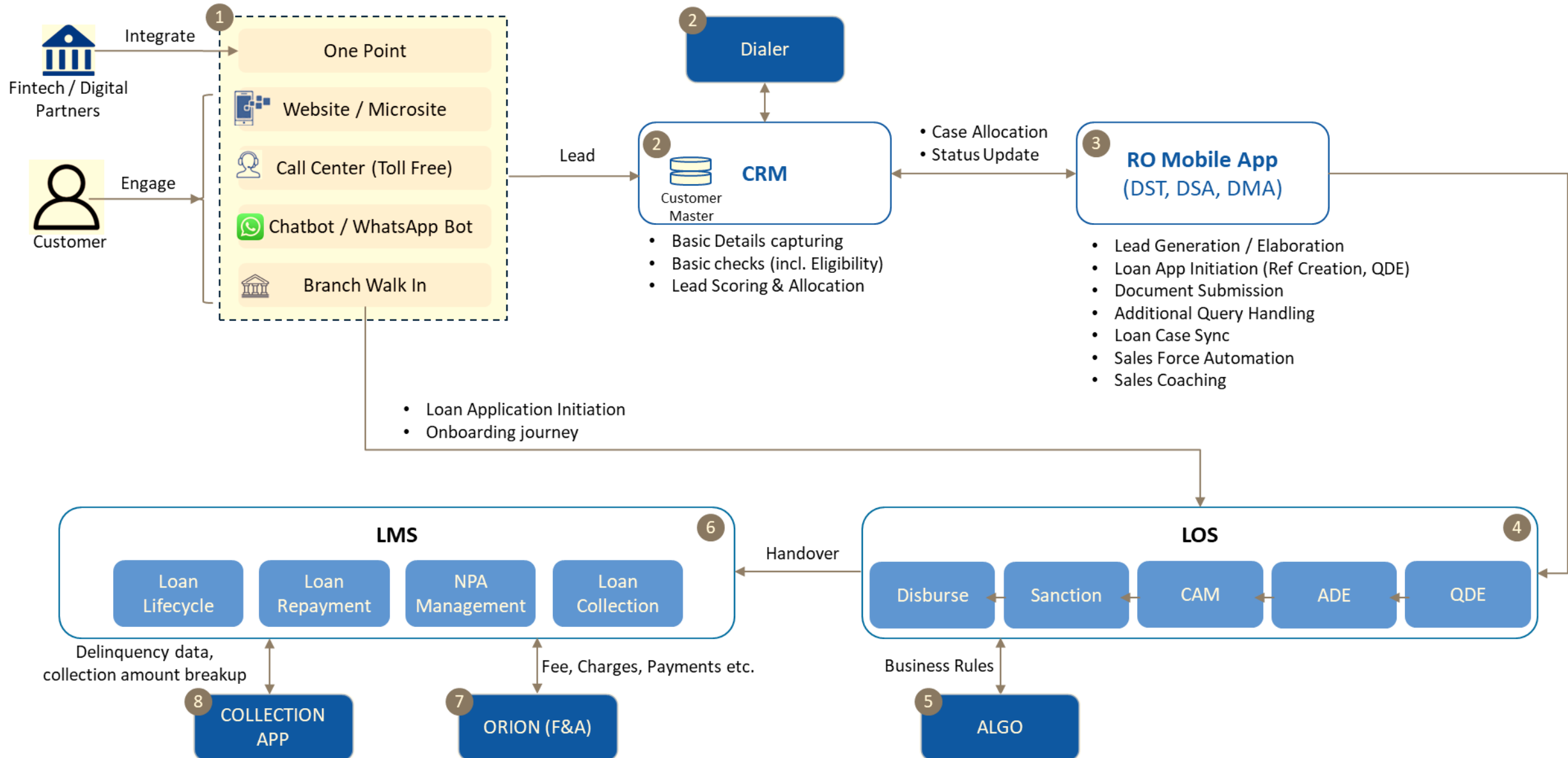
IT Service Management

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

Key Updates:

- LMS upgraded with several new capabilities and automations
- Deposit core platform phase 2 launched successfully including service and renewal modules, thereby completing upgrade of Deposit core platform
- New modules launched for collection app – Legal case management and Legal notice management
- Launched new digital application for DMA onboarding

Strategic Technology Partners





Financial Performance

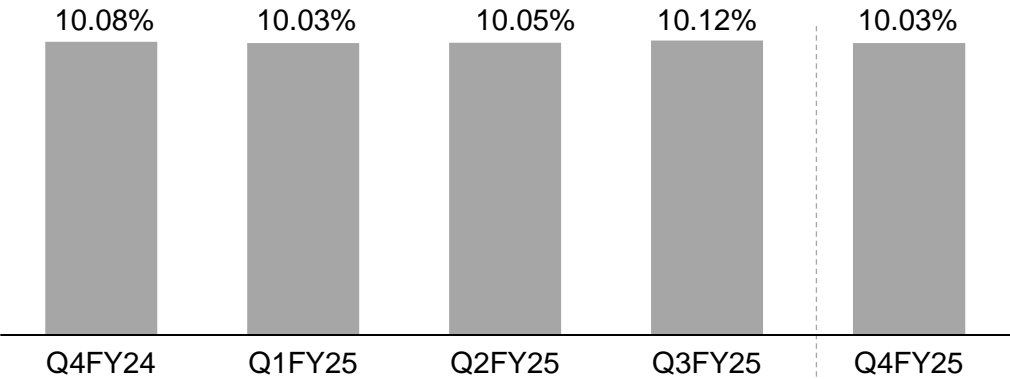
Retail and Corporate Profit & Loss Statement (Consolidated) — FY25

Particulars (INR crore)	Retail			Corporate			Total		
	FY25	FY24	Chg (YoY%)	FY25	FY24	Chg (YoY%)	FY25	FY24	Chg (YoY%)
Net Interest Income	2,621	2,279	15.0%	128	237	-46.0%	2,750	2,516	9.3%
Non fund based income	388	272	42.4%	3	8	-61.4%	391	280	39.5%
Gross Income	3,009	2,551	18.0%	131	245	-46.5%	3,140	2,796	12.3%
Operating expenses	795	650	22.4%	17	21	-16.1%	813	671	21.2%
Operating Profit	2,214	1,901	16.4%	114	224	-49.3%	2,327	2,125	9.5%
Provisions and W/O	113	288	-60.7%	-271	-117	132.5%	-158	171	-192.5%
Profit before tax	2,100	1,613	30.2%	385	341	12.9%	2,486	1,954	27.2%
Profit after tax	1,636	1,245	31.4%	300	263	13.9%	1,936	1,508	28.4%

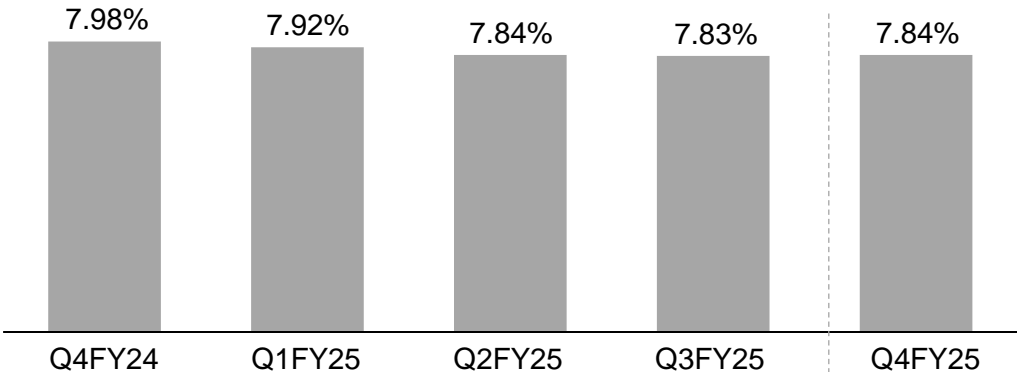
- Retail operating profit rose by 16.4% YoY
- Corporate operating profit decline by 49.2% YoY while the loan book degrew by 53% YoY
- Credit cost remain benign on account of recovery of INR178 crore from Retail book and INR 158 crore from the corporate book

Financial Ratio Analysis – Quarter on Quarter

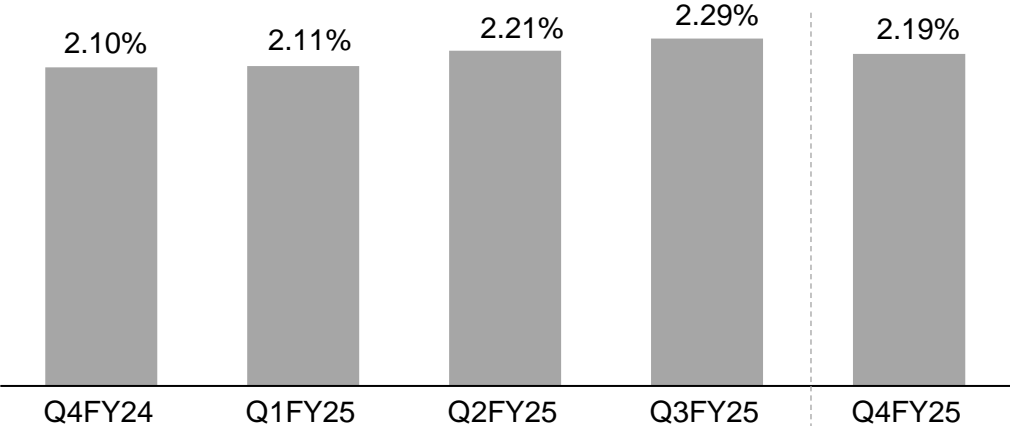
Average Yield



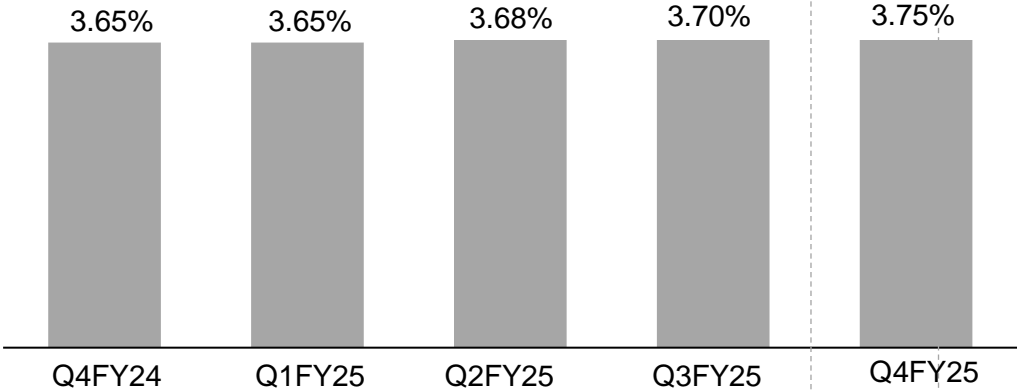
Average Cost of Borrowing



Spread



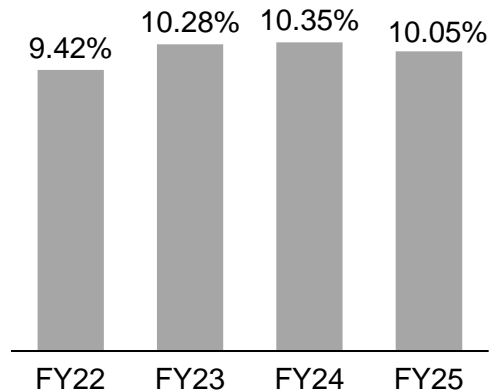
Net Interest Margin



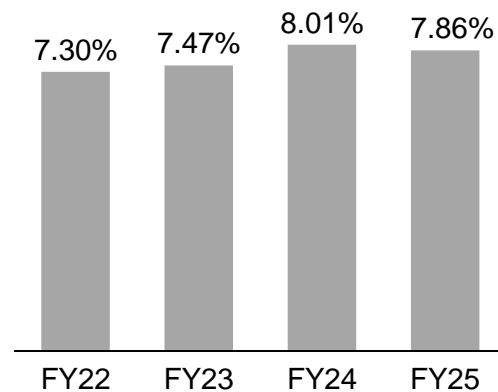
Ratios are calculated on Monthly Average

Financial Ratio Analysis - Annual

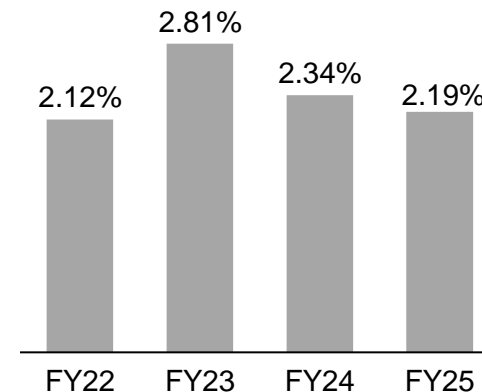
Average Yield



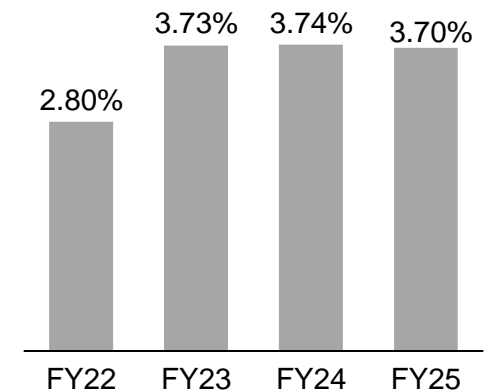
Average Cost of Borrowings



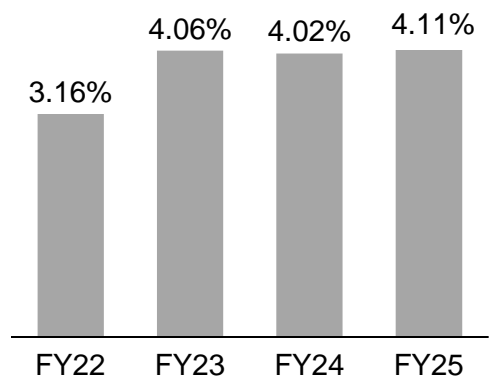
Spread



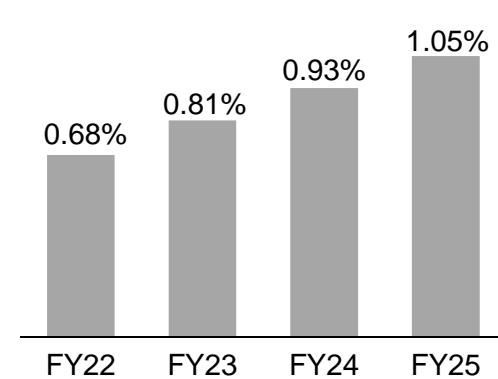
Net Interest Margin



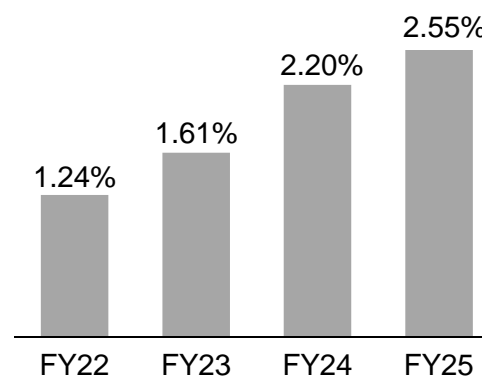
Gross Interest Margin



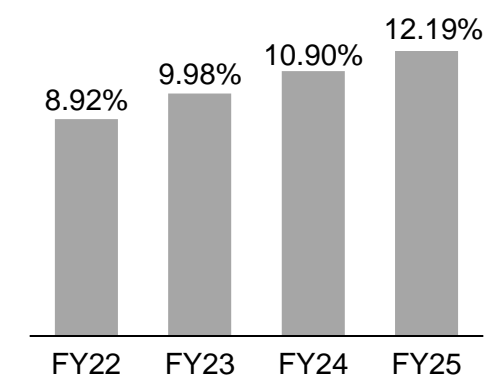
Opex to ATA Ratio



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)	Q4 FY25	Q4 FY24	YoY	Q3 FY25	QoQ	FY25	FY24	YoY	FY23
Interest Income	1,906	1,693	13%	1,848	3%	7,274	6,742	8%	6,199
Add: Net gain on fair value changes	6	9	-	5	-	27	35	-	34
Add: Income on derecognized (assigned) loans		0	-	-	-	0	0	-	11
Less: Finance Cost	1,178	1,070	10%	1,158	2%	4,551	4,261	7%	3,899
Net Interest Income	734	632	16.2%	696	5.5%	2,750	2,516	9.3%	2,346
Net Fees and other Income	120	110	9%	86	39%	377	268	41%	274
Gross Income	854	742	15.1%	782	9.2%	3,126	2,784	12.3%	2,620
Operating Expenses									
Less: Employee Benefit Expenses	105	91	16%	98	7%	421	337	25%	266
Less: Net loss on fair value changes	0	-	-	-	-	0	0	-	-
Less: Other Expenses	88	71	24%	90	-2%	322	270	19%	202
Less: Impairment on assets held for sale	0	0	-	-	-	0	0	-	48
Less: Depreciation and Amortisation	14	14	1%	14	2%	56	51	9%	51
Operating Profit	646	566	14.1%	580	11.4%	2,327	2,125	9.5%	2,052
Less: Impairment on financial instruments & Write-offs (Expected Credit Loss)	-65	7	-	-36	-	-159	171	-	691
Profit Before Tax	711	560	27.0%	616	15.5%	2,486	1,954	27.2%	1,361
Less: Tax Expense	161	121	-	132	-	550	446	-	315
Net Profit after Tax	550	439	25.3%	483	14.0%	1,936	1,508	28.4%	1,046
Add: Other Comprehensive Income	-42	-3	-	-7	-	-70	-16	-	77
Total Comprehensive Income	509	437	16%	476	7%	1866	1,492	25.1%	1,123
EPS (Basic)	21.2	17		19		75	58		53

Consolidated Balance Sheet

	Particulars (INR Crore)	31-Mar-25	31-Mar-24	31-Mar-23
	LIABILITIES			
1	Financial Liabilities			
(a)	Derivative financial instruments	50	-	-
(b)	Debt Securities	8,573	7,852	3,994
(c)	Borrowings (Other than Debt Securities)	35,555	28,667	31,175
(d)	Deposits	17,642	17,758	17,214
(e)	Subordinated Liabilities	540	739	1,238
(f)	Other financial liabilities	3,042	2,200	1,993
	Sub Total - Financial Liabilities	65,401	57,216	55,615
2	Non-Financial Liabilities			
(a)	Current Tax Liabilities		-	-
(b)	Provisions	22	20	18
(c)	Other non-financial liabilities	234	194	227
	Sub Total - Non-Financial Liabilities	256	214	245
3	EQUITY			
(a)	Equity Share capital	260	260	169
(b)	Other Equity	16,603	14,715	10,845
	Sub Total – Equity	16,863	14,974	11,014
	TOTAL – EQUITY & LIABILITIES	82,520	72,405	66,874

	Particulars (INR Crore)	31-Mar-25	31-Mar-24	31-Mar-23
	ASSETS			
1	Financial Assets			
(a)	Cash and cash equivalents	2,160	2,142	3,678
(b)	Loans	74,645	64,108	57,840
(c)	Investments	3,381	4,346	3,196
(d)	Other Financial Assets	1,836	1,221	1,546
	Sub Total - Financial Assets	82,023	71,818	66,260
2	Non - Financial Assets			
(a)	Tax Assets (Net)	179	313	410
(b)	Property, Plant and Equipment	82	67	66
(c)	Right of use assets	133	123	66
(d)	Other Intangible assets	24	17	14
(e)	Other non-financial assets	80	68	58
(f)	Assets held for sale	-	-	-
	Sub Total - Non - Financial Assets	497	587	614
	TOTAL - ASSETS	82,520	72,405	66,874



Focus on Retail Loan Growth including Emerging Markets Segment

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

Pan India presence through 356 locations (incl. Emerging Markets & Affordable segment)



Grow Affordable Segment

Expanded presence to 200 locations to support growth

Scale-up in the Affordable segment; Build Loan Asset of INR 5,070 crore as on 31-Mar-25



Asset Quality

Augmented Collections efforts led to improvement in Gross and Net NPA to 1.08% and 0.69% respectively

Corporate NPA stands Nil as on 31-Mar-25



Recovery from written-off Pool

Recovered ~INR 49 crore from retail written-off pool and ~INR 106 from corporate written off pool in Q4 FY25

Total written-off pool recovery from Retail and Corporate is of INR 336 crore in FY25



Liability Mix

Multiple sources of funding to help in reducing Cost of Borrowing

Focus on NHB, ECB and Debt Capital Market for further borrowing



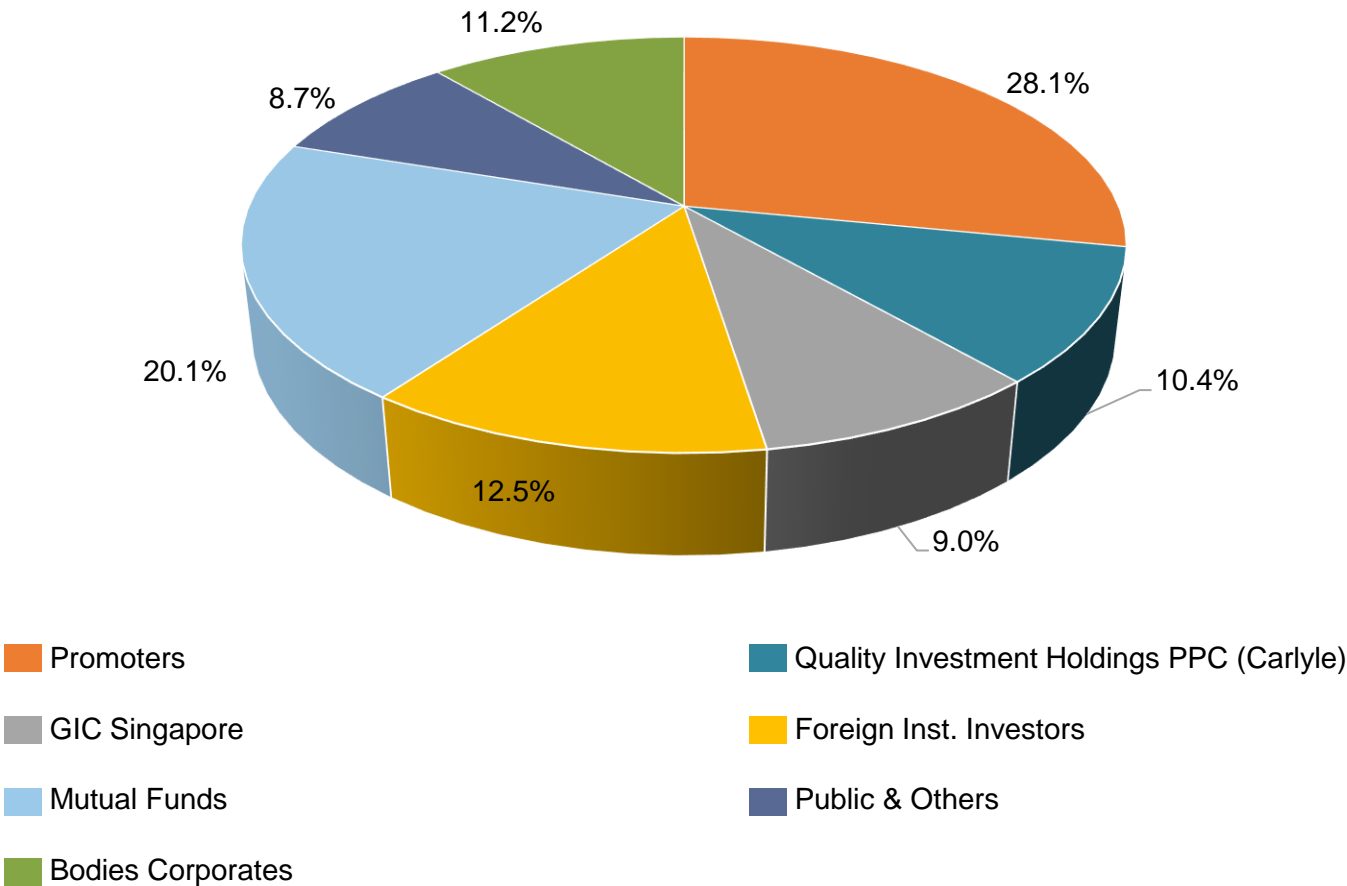
Enhance Profitability & Return Ratios

Improvement in Return on Asset to 2.55% in FY25 (annualized)

Dividend of INR 5 per equity share for FY25 recommended by the Board of Directors, subject to shareholder's approval

Annexure

Shareholding as on 31-Mar-25



Outstanding Shares – 25,99,25,043 shares

Top 10 Shareholders

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

**Company was added in NSE F&O
from 28-Mar-25**

Distinguished Board of Directors



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
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



Dilip Vaitheeswaran
Chief Sales Officer - Retail



Anujai Saxena
Business Head -Affordable Business



Valli Sekar
Chief Sales & Collection Officer -
Affordable



Veena Kamath
Company Secretary



Krishna Kant
Chief Compliance Officer



Anshul Dalela
Head – Customer Service & Operations



Anubhav Rajput
Chief Information Officer



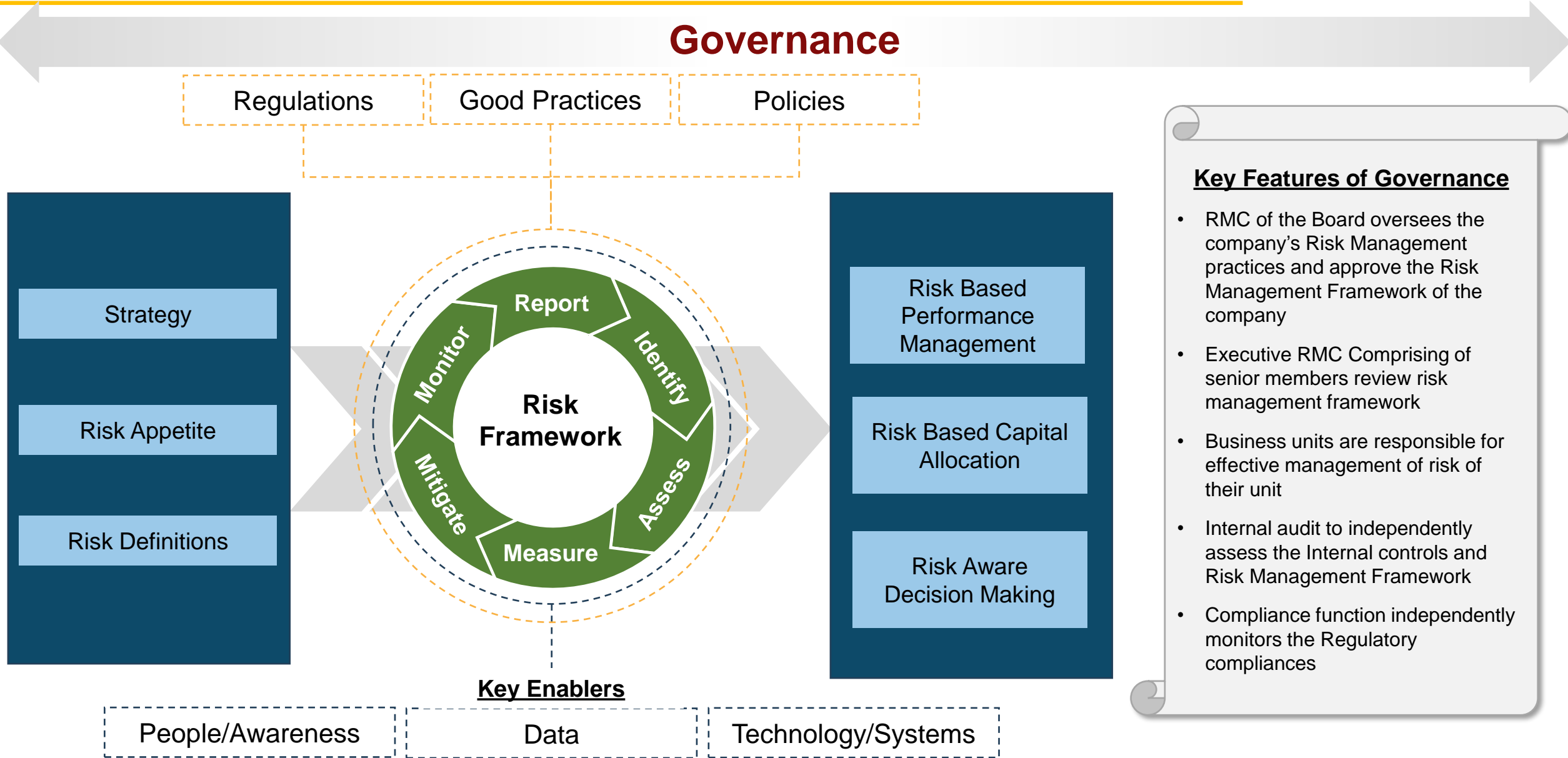
Vikas Rana
Head- Construction Finance



Bhavya Taneja
National Head - Marketing



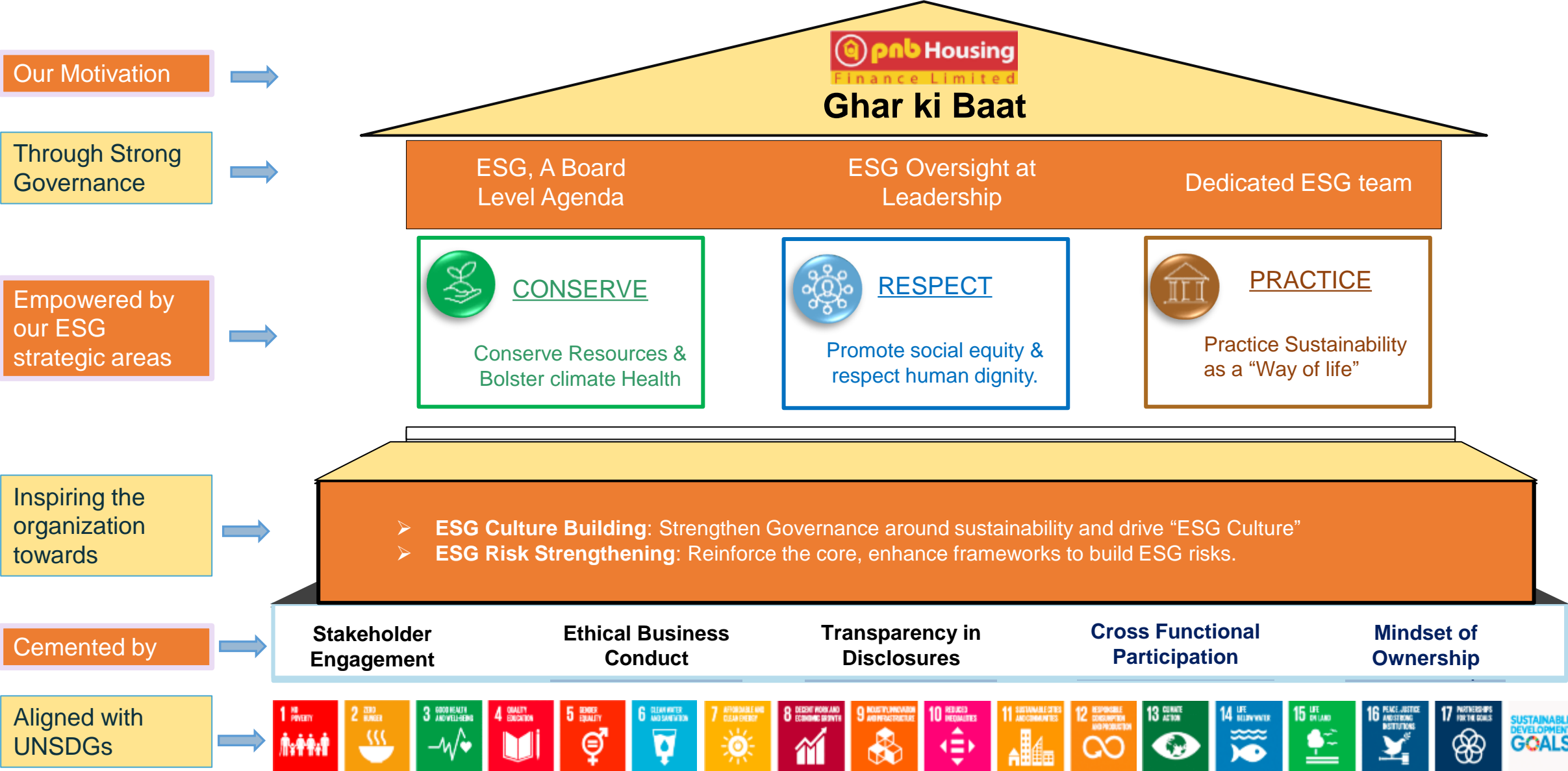
Neeraj Manchanda
Chief Risk Officer



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

-2.95 GJ/crore income
Energy Intensity

-0.60 Ton/crore income
CO2e Emissions Intensity

-0.18 Ton/passenger
CO2e Emissions Intensity
(Scope 3 – Business Travel)

Within the Fence

☐ 3 star & above rating
appliances

☐ Adoption of Digital
interventions

Beyond the Fence

☐ Tree Plantation Drives
across multiple locations


☐ Solar Power Plants & Solar
electrification projects
across several locations

Social


Great Place To Work®
Certified
JAN 2025 - JAN 2026
INDIA

2
Times
in a row

Project Parivartan-
Infrastructure upgradation
at Balika Inter College,
Ghaziabad



1100+ People
benefitted under
Integrated Village
Development project in
Varanasi.



82%+ Women
Loan Applicants/Co-
Applicants**

15%+ Women
Primary Loan
Applicants**

33%+
Loan Applicants from EWS

15%+
Loan Applicants from LIG

25%+
Loan Applicants from MIG

In Individual Housing
Loan in FY25*

17.5%+ Women
Employees

14.7%+ Women
in senior management &
above

85000+ Hours clocked
in Learning annually

1000+ Hours
clocked in POSH training

Governance

100% BRSR
Disclosures on ESG

New Website
Privacy Policy
released

Governance

☐ Implemented Master
Directions on
treatment of Wilful
and Large
Defaulters.

☐ Implemented Master
Directions on Fraud
Risk /Management in
NBFCs including
HFCs.

*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, The figures are provisional.
**Basis Live Loan Accounts as on 31st March 2025.

Public

46

An award studded journey. One shared spirit.

Because when every department gives its best, winning becomes Ghar Ki Baat



Ratios	Formulas Used
Average Yield (%)	(Interest Income + Assignment Income) on Loans / Average Loan Book
NIM (%)	Net Interest Income including assignment income / Average Earning Assets
Opex to ATA (%)	Operating Expenditure(Employee Cost + Other Expenses + Depreciation - Acquisition Cost + ESOP cost + CSR cost - Fair value on repossessed assets) / 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

NCDs	Non-Convertible Debentures
NIM	Net Interest Margin
NNPA	Net Non-Performing Asset
OTS	One-time Settlement
PAT	Profit After Tax
PCR	Provision Coverage Ratio
ROA	Return on Asset
ROE	Return on Equity
SLR	Statutory Liquidity Ratio
STP	Straight Through Process

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