



# INSPIRED

28th Annual Report 2015-16





## AT PNB HOUSING, WE ARE INSPIRED BY NATURE

It is said that Mother Nature never stops teaching those who wish to learn. The endless variety of animals and birds around us are more than just generous gifts from her to mankind. We may bask in our self-proclaimed supremacy on planet earth, yet the fact remains undeniable that our species can learn a lot from these magnificent and selfless creatures.

Think about the bonding that holds the elephant herd together, or the dolphins who care not only for their own kind, but for other species as well. Such traits are worthy of being adopted in our daily living. Let us use our discretion to comprehend and learn the tutelage being offered by our natural surroundings.

At PNB Housing, we admire the laws of nature and draw inspiration from them. For instance, no matter what the species, it never rents a dwelling but builds its own home. This verisimilitude encourages us to be a facilitator in fulfilling housing dreams for lacs of people through our easy and hassle free home loans.

We dedicate the Annual Report 2015-16 to some of the magnificent animals who inspire us by their natural behaviour. These inspirations guide us in building our character and help us in finding our way into the hearts of our customers.





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Mother Nature is always speaking. She speaks in a language understood within the peaceful mind of the sincere observer. Leopards, cobras, monkeys, rivers and trees; they all served as my teachers when I lived as a wanderer in the Himalayan foothills.

-Radhanath Swami

Come forth into the light of things, let nature be your teacher.

-William Wordsworth

”

## PNB HOUSING FINANCE, A LIMITED COMPANY PROMOTED BY PUNJAB NATIONAL BANK

### The Company

... has an experience of over 28 years in the mortgage sector

... is the 5th largest housing finance company by loan portfolio\*

... is the 2nd largest HFC in terms of deposit outstanding\*

... is one of the fastest growing housing finance companies in the Country\*

... offers retail home loans, non home loans and construction finance to real estate developers

... offers fixed deposits products

... has a healthy portfolio with one of the lowest NPAs in the Indian housing finance sector\*

... provides easy accessibility through 47 branches present in 38 cities in 17 states of the Country

\*as per IMaCs Report



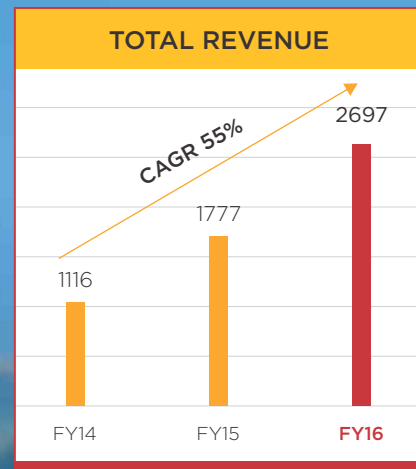


### 3 YEARS JOURNEY AT A GLANCE

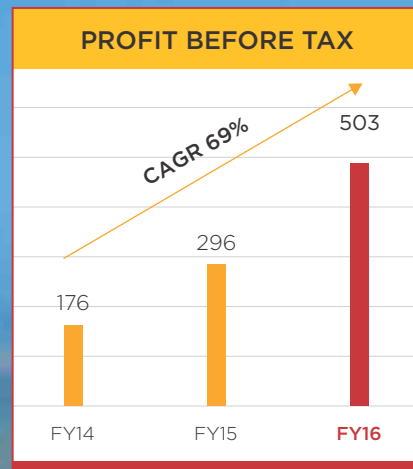
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	FY2013-14	FY2014-15	FY2015-16
Total Revenue	1116	1777	2697
Profit Before Tax	176	296	503
Profit After Tax	127	196	326
Net Worth	934	1581	2194
Dividend	30%	30%	34%
Deposits Outstanding	1712	4897	7116
Loan Approvals	8840	15076	23011
Loan Disbursements	5500	9440	14456
Loan Outstanding	10591	16819	27177
Gross NPA	0.32%	0.20%	0.22%
Net NPA	0.15%	0.07%	0.14%

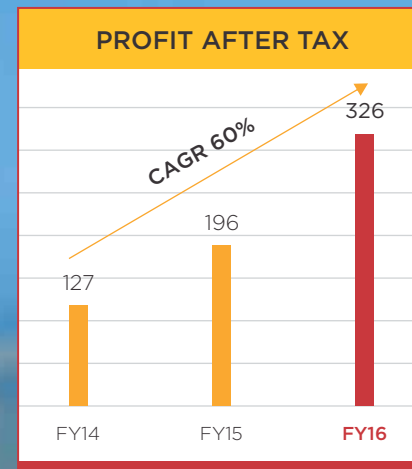
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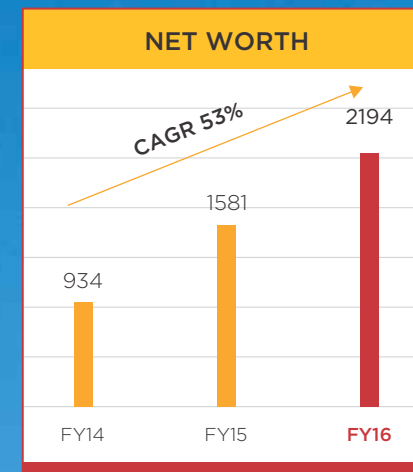
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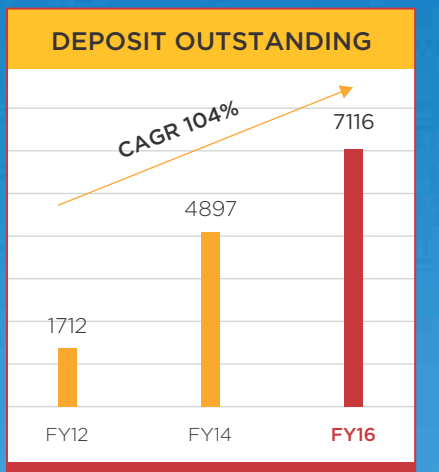
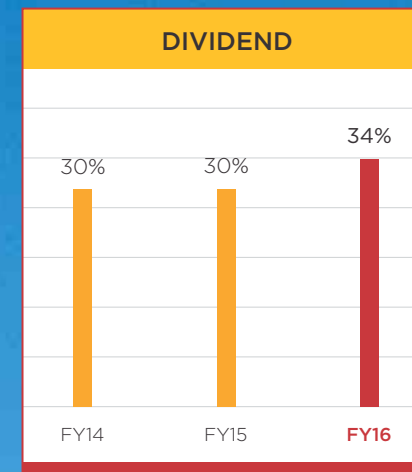
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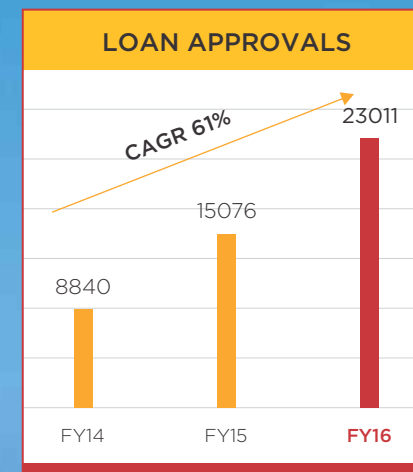
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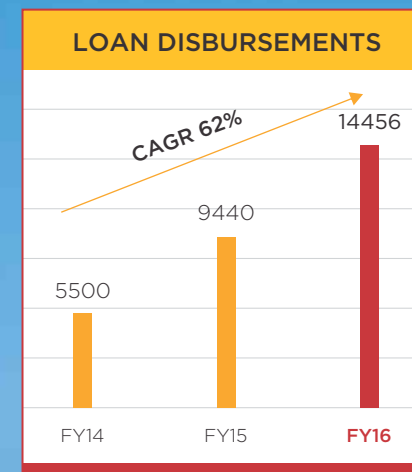
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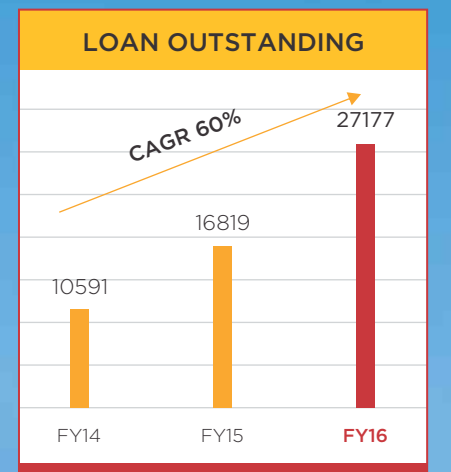
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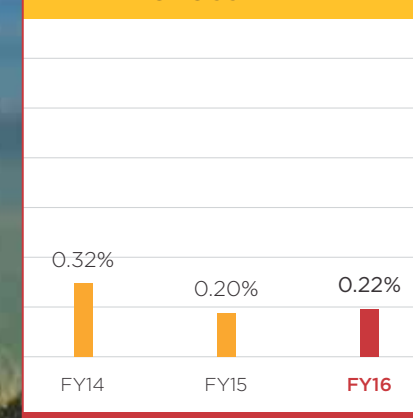
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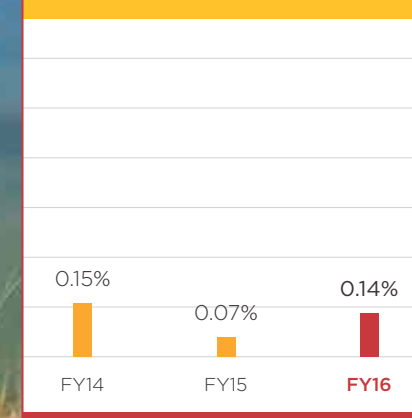
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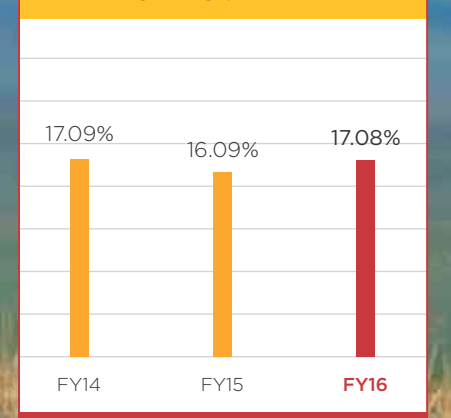
**GROSS NPA**



**NET NPA**



**RoE MOVEMENT**





# HIGHLIGHTS FOR FY2015-16

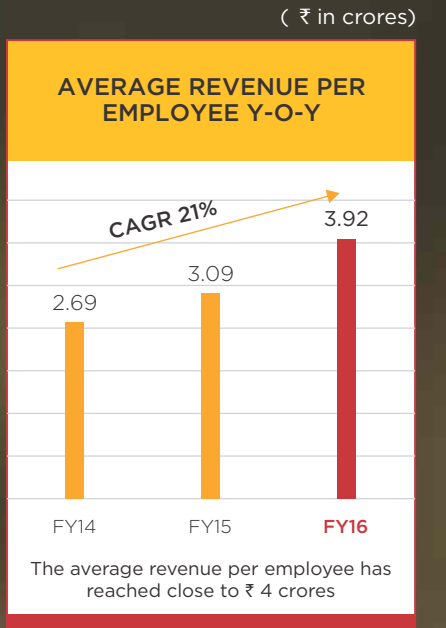
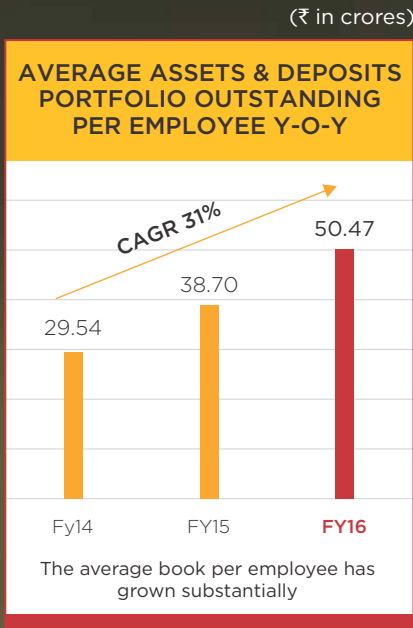
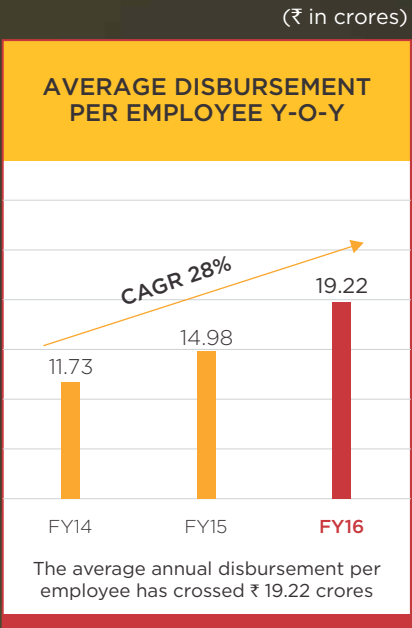
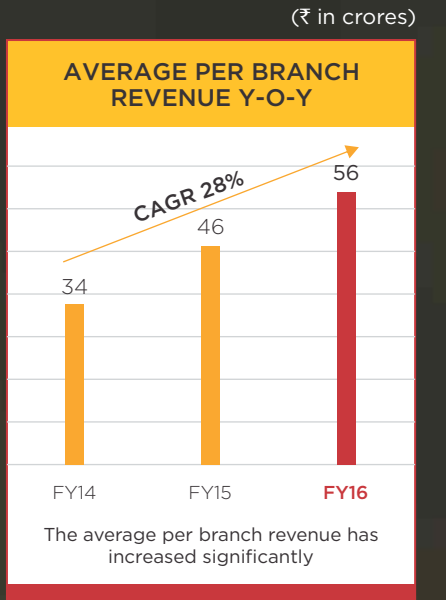
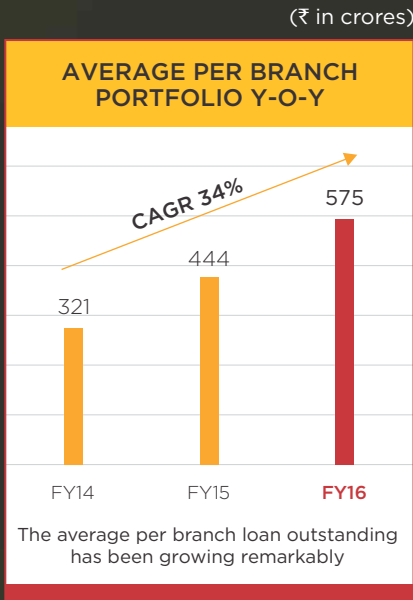
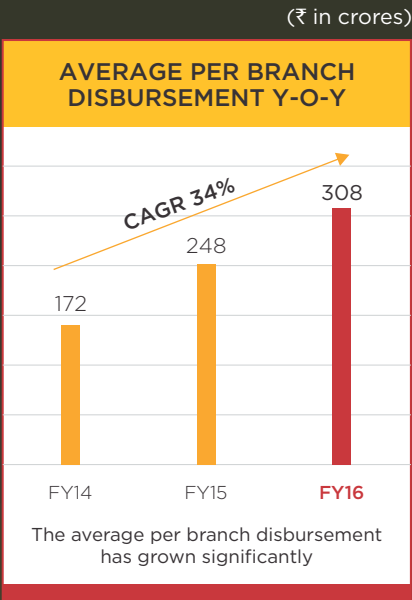
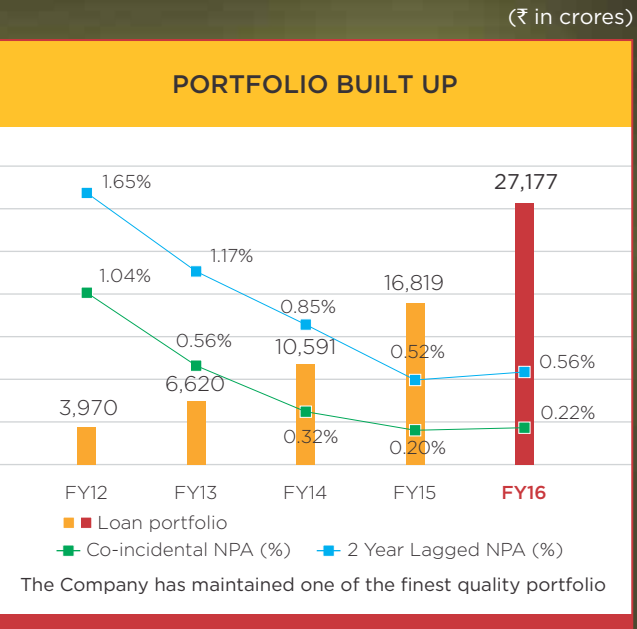
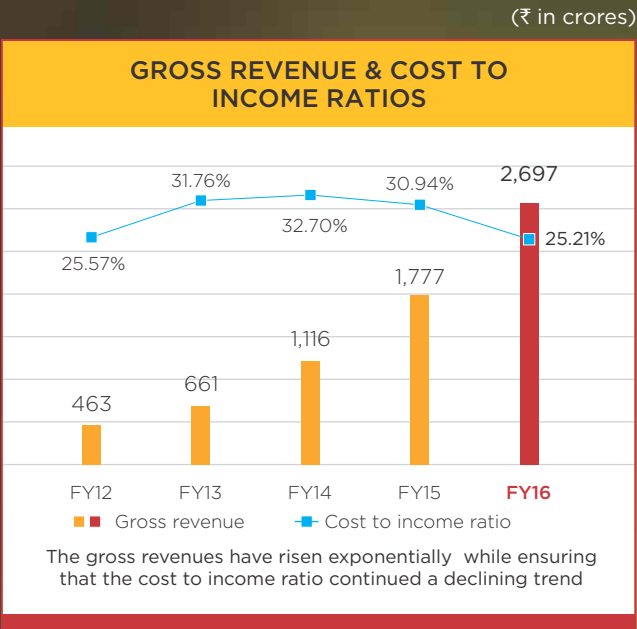
During the year, the net interest margins stood at 2.98%
One of the industry’s lowest gross NPAs ensured that the quality of portfolio remained high*
A judicious portfolio mix was maintained with exposure to housing and non housing loans at 70% and 30% of the total loan portfolio respectively
Further improvement in self-sufficiency was achieved with 55% incremental business sourced by in-house channels
In line with the expansion strategy, 9 new branches were opened in Nashik, Vadodara, Surat, Vijayawada, Vishakhapatnam, Hyderabad, Bhiwadi, Faridabad and Thrissur
Advancing on technology, fully functional enterprise system solution added new dimensions in customer service

\*as per IMaCs Report





OPERATIONAL EFFICIENCY OVER THE LAST FEW YEARS





# AWARDS AND RECOGNITION

The year brought new laurels for the Company. These recognitions fuel our stride for excellence.



## Felicitated for CSR at the Dainik Bhaskar Awards

PNB Housing awarded for contribution towards CSR at Dainik Bhaskar's India Pride Awards 2015-16.

## Best Apprenticeship

PNB Housing bagged the Best Apprenticeship Gold Award at the 7th Annual (Tata Institute of Social Sciences) TISS Leapvault CLO (Chief Learning Officers) Awards.

## Recognized by CREDAI for CSR Initiatives

PNB Housing was felicitated for 'Outstanding Contribution to CSR' at the CREDAI Conclave 2015.





## A TEAM FORTIFIED BY TOGETHERNESS

Elephants epitomise strength. Yet more than the physical might, it is the spirit of togetherness that makes their herd a formidable unit. We are inspired by the collective fortitude of these giants.

We, at PNB Housing, not only focus on augmenting the individual competencies, but also make an effort to strengthen the sense of belongingness within the team. The company is a second home to its employees. Also, with new associates and business partners joining in, the PNB Housing family is growing into a force to reckon with.





## SOARING HIGH, LOOKING BEYOND

The eagle flies the highest skies, yet it never loses focus over the ground below. Its ability to rise above and see the bigger picture inspires us.

Soaring on wings of determination, our stature in the housing finance sector has risen manifold in the last 5 years.