



Changing with time.  
Growing with change.

# What's inside



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## Key highlights\*

# 189

Branches & outreaches

# ₹59,273

Loan asset

# 2,60,205

Active loan customer base

# 1,690

Employees

\*As on 31<sup>st</sup> March 2023

## About PNB Housing Finance

PNB Housing Finance Limited is among the leading housing finance companies in India. The Company is operating in the Indian housing finance industry for over three and half decades through a pan-India network. Our product portfolio consists of retail loans, which include individual housing loans, loans against property, non-residential premises loans, and corporate loans. Our strong commitment to affordable housing financing is evident through our dedicated segment, Roshni, which focuses on providing loans for this purpose. With a focus on customer needs and a commitment to delivering value, PNB Housing Finance is a trusted provider of housing finance solutions.

The Company is registered with National Housing Bank (NHB). It was incorporated under the Companies Act, 1956 and commenced its operations on November 11 1988. PNB Housing Finance is promoted by Punjab National Bank (PNB). The Company came out with a public issue of equity shares in November 2016. Its equity shares are listed on National Stock Exchange (NSE) and BSE Ltd. with effect from 7<sup>th</sup> November 2016.

As one of the leading housing finance companies in India, we have earned our position as the fourth largest based on our impressive Loan Assets as of 31<sup>st</sup> March 2023. We take pride in offering a diverse range of loan products, catering primarily to retail customers.

PNB Housing Finance has a robust pan-India network of 189 branches/outreaches spanning 138 unique cities, which help its customers avail financial services (loans and deposits) seamlessly. Additionally, we operate our sales and distribution function through our wholly-owned subsidiary, PHFL Home Loans and Services Limited, which allows us to deliver exceptional customer service.



# Changing with time. Growing with change.

As the world rapidly evolves, witnessing changing tastes, preferences, and emerging technologies, the demand for affordable homes is on the rise. People are swiftly making decisions to secure their dream homes, driven by the desire for affordable housing solutions that cater to their evolving needs. This trend reflects the growing importance of providing accessible and sustainable housing options to meet the demands of a dynamic and diverse population.

Over time, housing finance companies have had to adapt to the changing trends across economies. At PNB Housing Finance, we recognise the importance of adapting to these changing dynamics and offering innovative solutions that meet the evolving needs of our customers.

The evolution we are currently undergoing as a Company represents a significant shift from our roots as a conventional mortgage lender to a more agile and innovative provider of financial services. Our new brand theme underscores our commitment to embracing change and transformation (inspired by the metamorphosis of a butterfly) to stay relevant in today's fast-paced business environment and to better serve the evolving needs of our customers. As we embody this dynamic approach to our work, we are poised to take on new challenges and opportunities and achieve even greater success in the future.



**Early Growth Goals**  
**As we recognised the  
changing world, we  
sowed the seeds for a  
better future.**



**Limitlessly Accommodating  
Residences with Vast Appetite**  
We eagerly devoured the  
trends around us to grow.



**Potential Unfolds in  
Preparation for Adulthood**  
Adapting to the changes,  
we continued to focus  
on internal strengthening  
to propel ourselves to  
greater heights.



**Advanced and Developed Unit  
Leading Today**  
Dedicatedly embracing the  
processes, we emerged as  
a top-tier housing finance  
company, ready to lead  
and shape the future.

### Our Inspiration

The transformation of a butterfly into its dazzlingly coloured, winged form is a process that unfolds gradually, over time and with purpose. From the moment it emerges from its cocoon, the butterfly sets about mastering the art of flight, honing its skills and adapting its body to best showcase the vibrant hues that will help it thrive in the world. This metamorphosis is not a mere momentary shift but a deliberate and inspiring evolution that reveals the beauty and power of change.

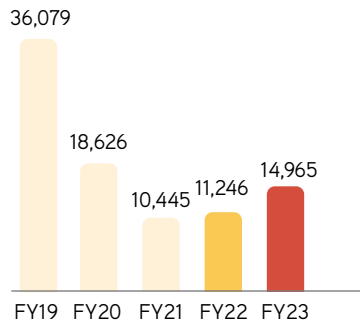
## PERFORMANCE METRICS

# Redefining success

While the past few years have been challenging, we have demonstrated remarkable resilience by swiftly adapting to the new normal and continuing business operations seamlessly throughout the year. We leveraged the power of digitalisation to improve operational efficiencies, drive sales, enhance customer experience and strengthen processes and controls and gradually refined each of our performance metrics.

### Loan disbursement\*

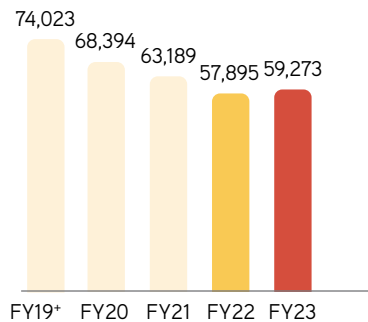
(₹ in crore)



\*Retail segment contributed to 99% of the total loan disbursement in FY23.

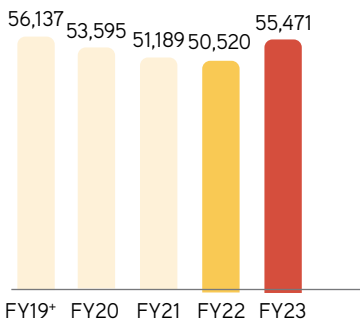
### Loan asset^

(₹ in crore)



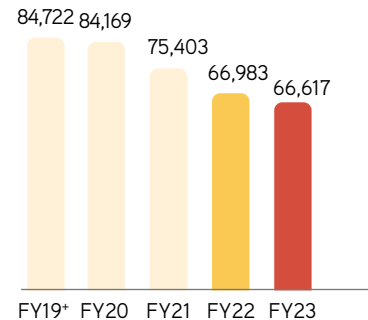
### Retail loan asset^

(₹ in crore)



### Assets under management#^

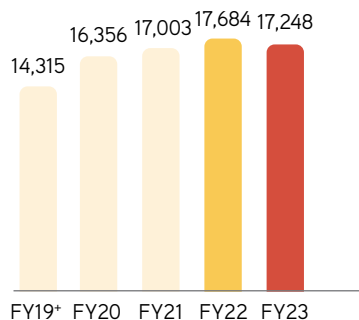
(₹ in crore)



#Retail segment contributed to 94% of the total AUM in FY23, whereas corporate segment contributed to 6%.

### Deposit outstanding^

(₹ in crore)

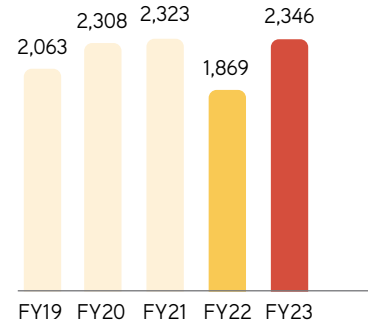


\* Principal outstanding including principal overdue

^Indicates dates as on 31<sup>st</sup> March

### Net interest income

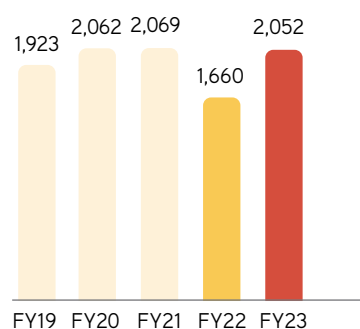
(₹ in crore)





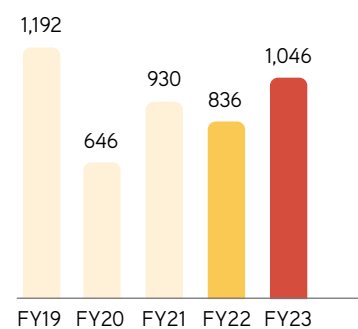
### Pre-provision operating profit

(₹ in crore)



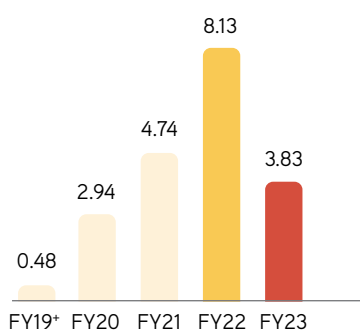
### Profit after tax

(₹ in crore)



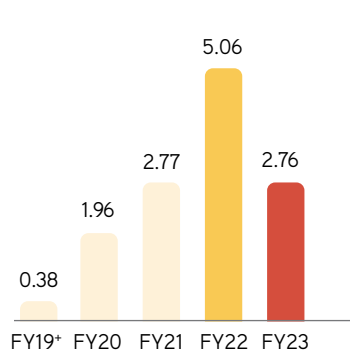
### Gross non-performing assets^

(%)



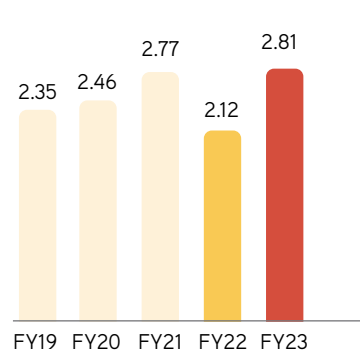
### Net non-performing assets^

(%)



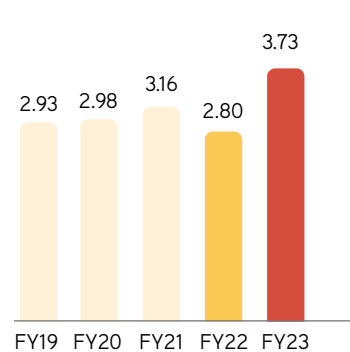
### Spread

(%)



### Net interest margin

(%)



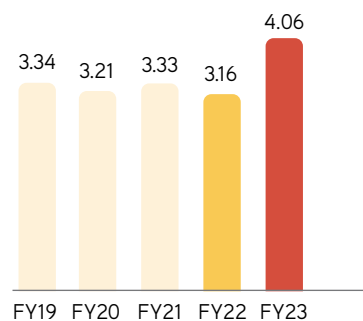
\*Principal outstanding including principal overdue

^Indicates dates as on 31<sup>st</sup> March

## PERFORMANCE METRICS

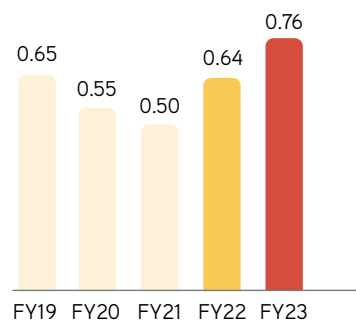
### Gross interest margin

(%)



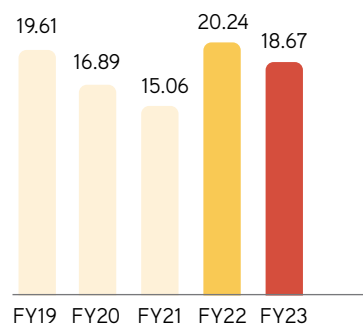
### OPEX to ATA

(%)



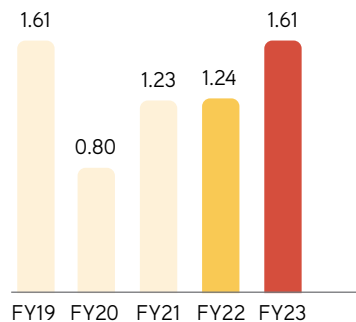
### Cost to Income

(%)



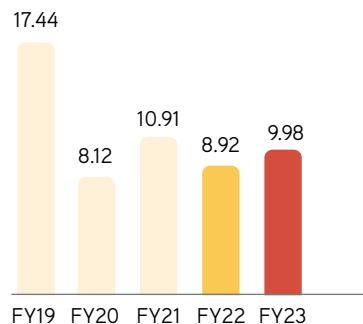
### Return on asset

(%)



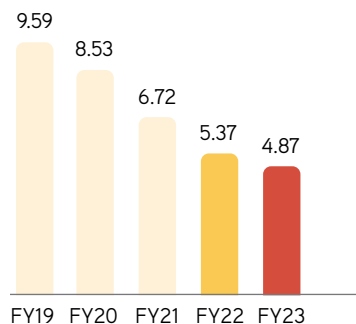
### Return on equity

(%)



### Gearing^

(%)



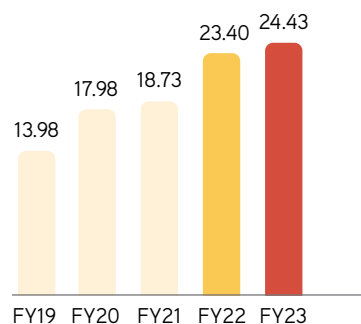
^Indicates dates as on 31<sup>st</sup> March





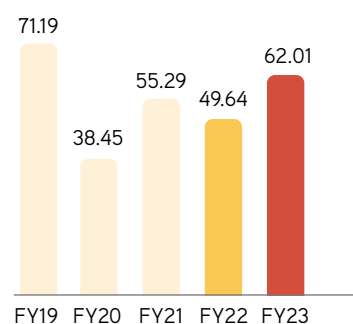
### CRAR<sup>^</sup>

(%)



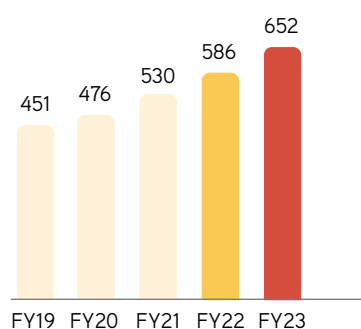
### Earnings per share

(₹)



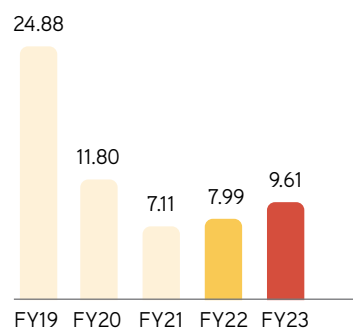
### Book value

(₹ /share)



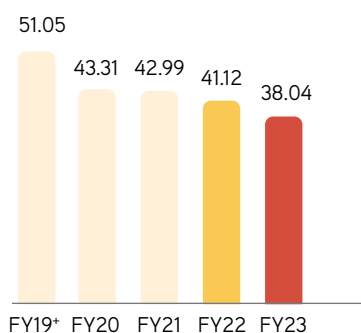
### Disbursement per average employee

(₹ in crore)



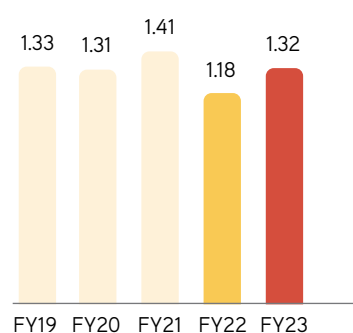
### Loan Asset per employee (average)

(₹ in crore)



### Pre provision Operating profit per employee (average)

(₹ in crore)



\*Principal outstanding including principal overdue

<sup>^</sup>Indicates dates as on 31<sup>st</sup> March



# Early Growth Goals

In the enchanting world of butterflies, the journey begins with a humble egg. It is a delicate offering, carefully placed on a leaf, carrying the promise of transformation and growth. Similar to this wondrous cycle, PNB Housing Finance embarked on its path towards success, laying the foundation for a remarkable journey ahead.