Share Department, Board & Coordination Division, HO Plot No.4 Sector 10, Dwarka, New Delhi-110075 Tel No. : 011-28044857, E-mail: hosd@pnb.co.in

Scrip Code : PNB	Scrip Code : 532461
National Stock Exchange of India Limited "Exchange Plaza" Bandra – Kurla Complex, Bandra (E) Mumbai – 400 051	BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400 001

Date: 25.01.2024

Dear Sir (s),

Reg.: Analyst Presentation

Pursuant to Regulation 30 of the SEBI (LODR) Regulations, 2015, please find enclosed the Analyst Presentation on the Financial Results for the quarter/nine months ended 31st December, 2023. The same is also available at https://www.pnbindia.in/financials-current.html

You are requested to take the above on record.

Yours faithfully,

EKTA PASRICHA

Digitally signed by EKTA PASRICHA
DN: cn=EKTA PASRICHA, c=IN, st=Delhi, o=Personal, title=5725, serialNumber=BEE4AE6E829EEEE60E0B52E2EF065410CCB94EC654442F55DAEC24909CCAF6C9
Date: 2024.01.25 15:22:58 +05'30'

पंजाब नैशनल बैंक P.N.B. शेयर विभाग बोर्ड व समन्वय प्रभाग Board & Coord. Division H.O. Share Department New Delhi-110075 प्र.का. नई दिल्ली-110075

(Ekta Pasricha)
Company Secretary
Encl.: A/a

FINANCIAL RESULTS

Q3 & 9M FY'24

December'2023

25th January 2024

Content

Performance Highlights : Q3 FY'24

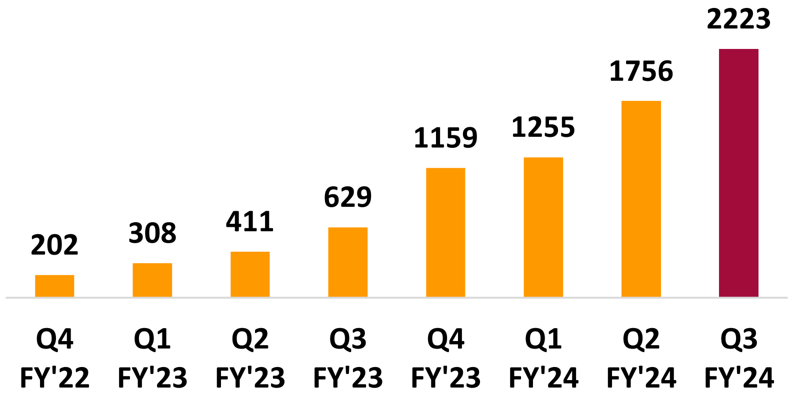
Profitability	₹ 2223 Cr 253.41% YoY ▲ *Net Profit*	₹ 6331 Cr 10.75% YoY ▲ *Operating Profit*	₹ 10293 Cr 12.13% YoY ▲ *Net Interest Income*	1.26% 61 bps YoY ▼ *Credit Cost %*
Asset Quality	6.24% 352 bps YoY ▼ *GNPA %*	0.96% 234 bps YoY ▼ *NNPA %*	94.28% 911 bps YoY ▲ *PCR (Inc.Two) %*	0.81% 136 bps YoY ▼ *Slippage Ratio%*
Business	₹ 2290742 Cr 10.82% YoY ▲ *Global Business*	₹ 1323486 Cr 9.35% YoY ▲ *Global Deposits*	₹ 967256 Cr 12.90% YoY ▲ *Global Advances*	55.07% 113 bps YoY ▲ *RAM Share*

PNB crossed Market Cap of Rs 1 Lakh Crores in Dec'23

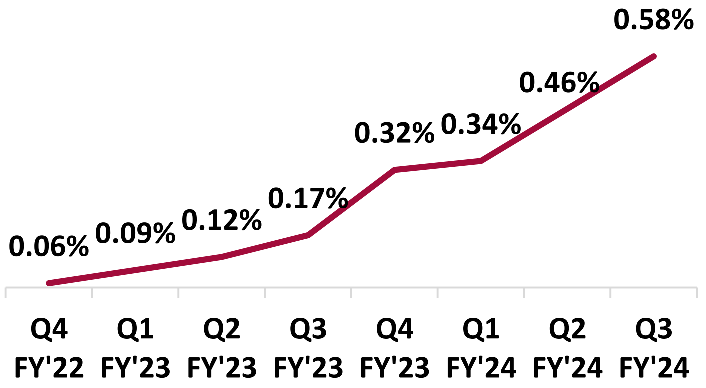
Increasing Profitability

Amt ₹ in Crore

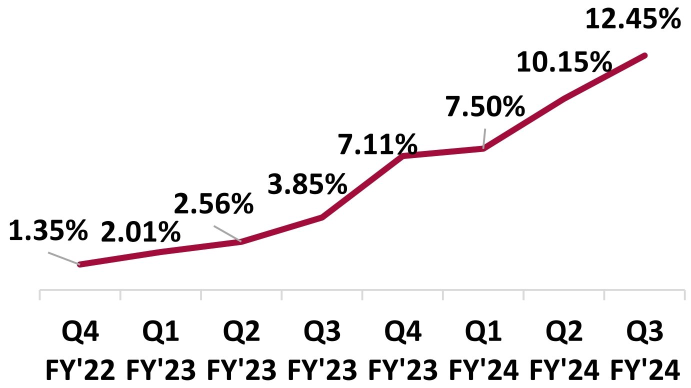
Net Profit



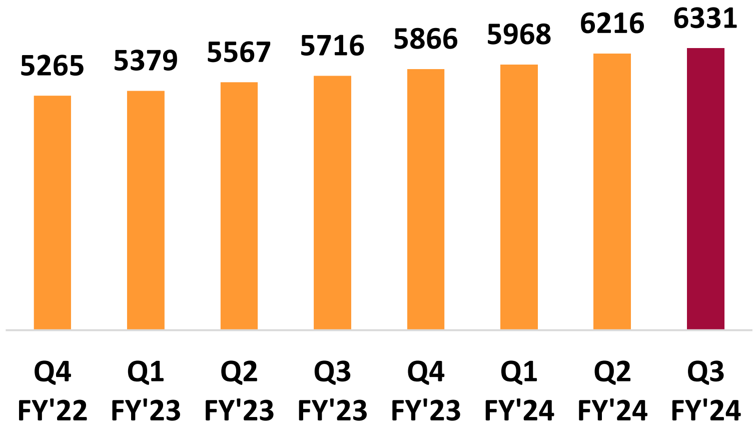
Return on Assets (%) *(Annualized)*



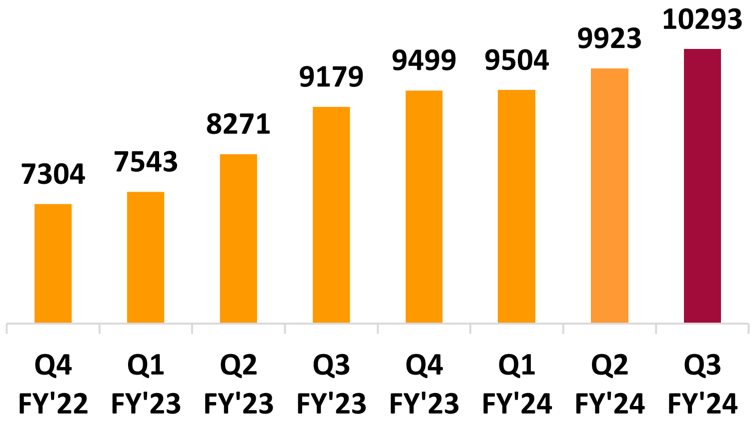
Return on Equity (%) *(Annualized)*



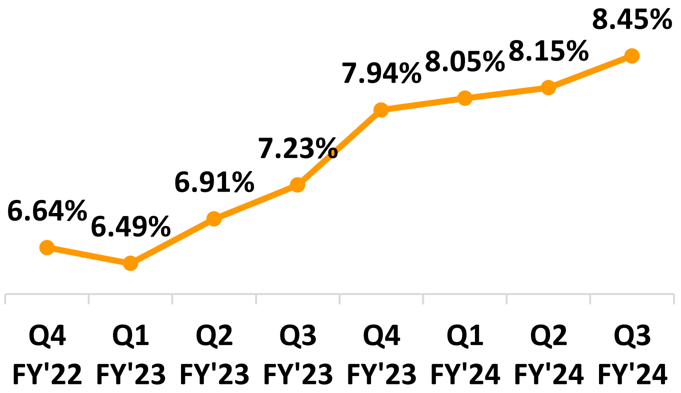
Operating Profit



Net Interest Income



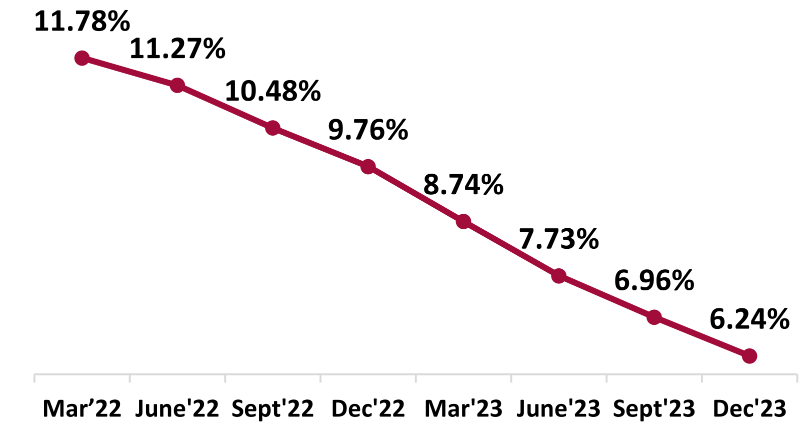
Yield on Advance (%)



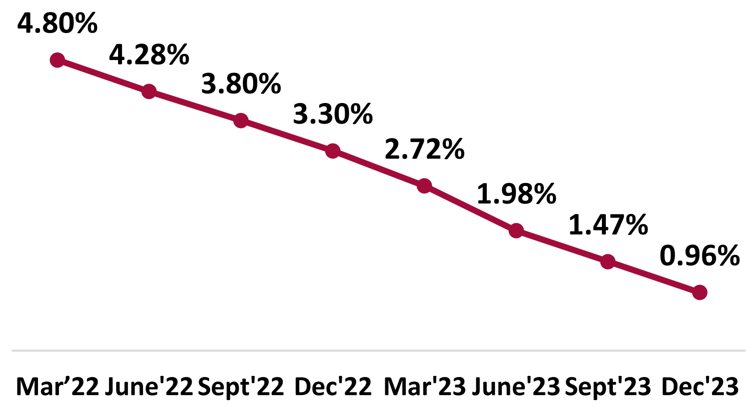
Improving Asset Quality

Amt ₹ in Crore

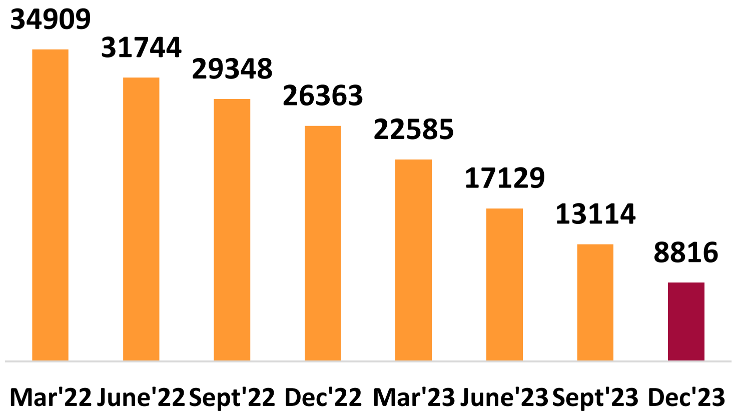
Gross NPA%

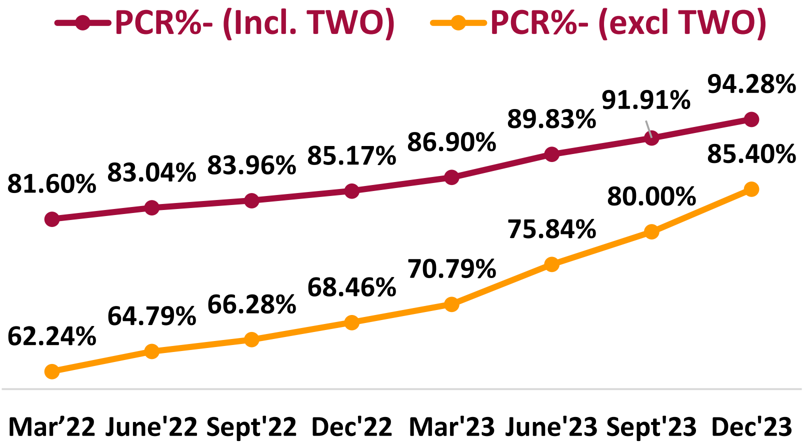


Net NPA%



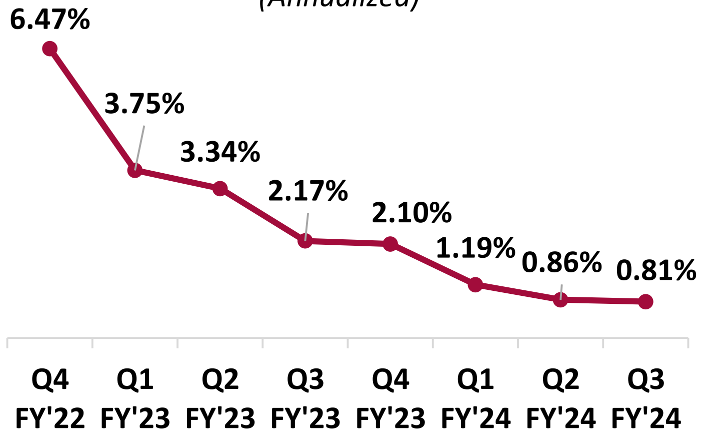
Net NPA Amount



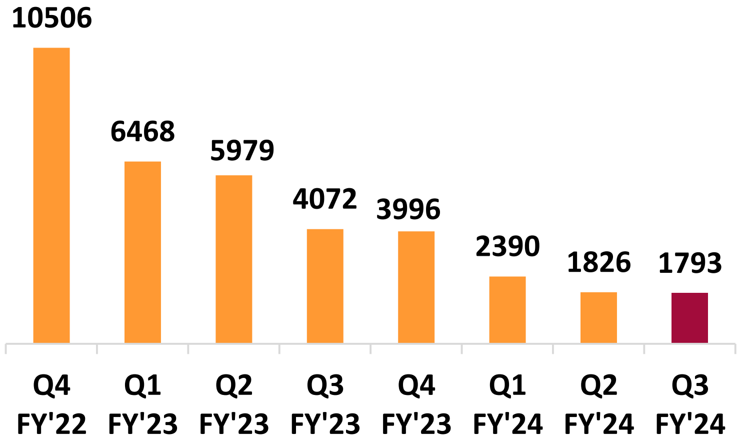


Slippages(Fresh Addition) Ratio(%)

(Annualized)

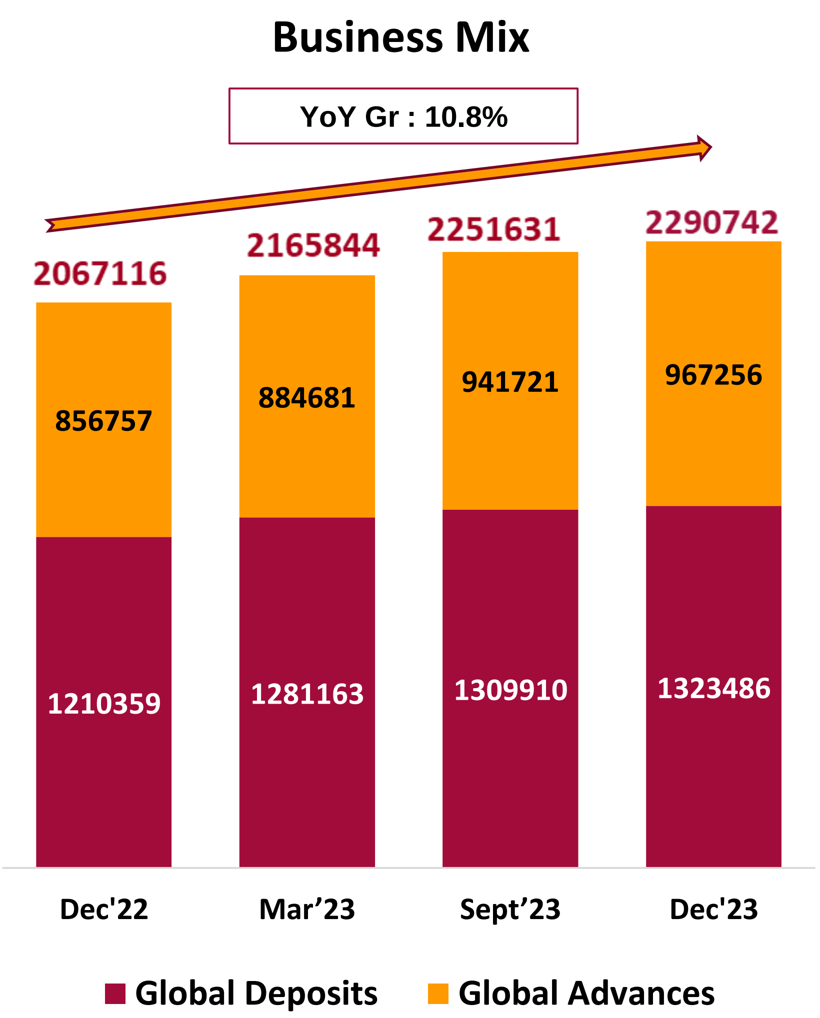


Slippages(Fresh Addition) Amount



Business Mix

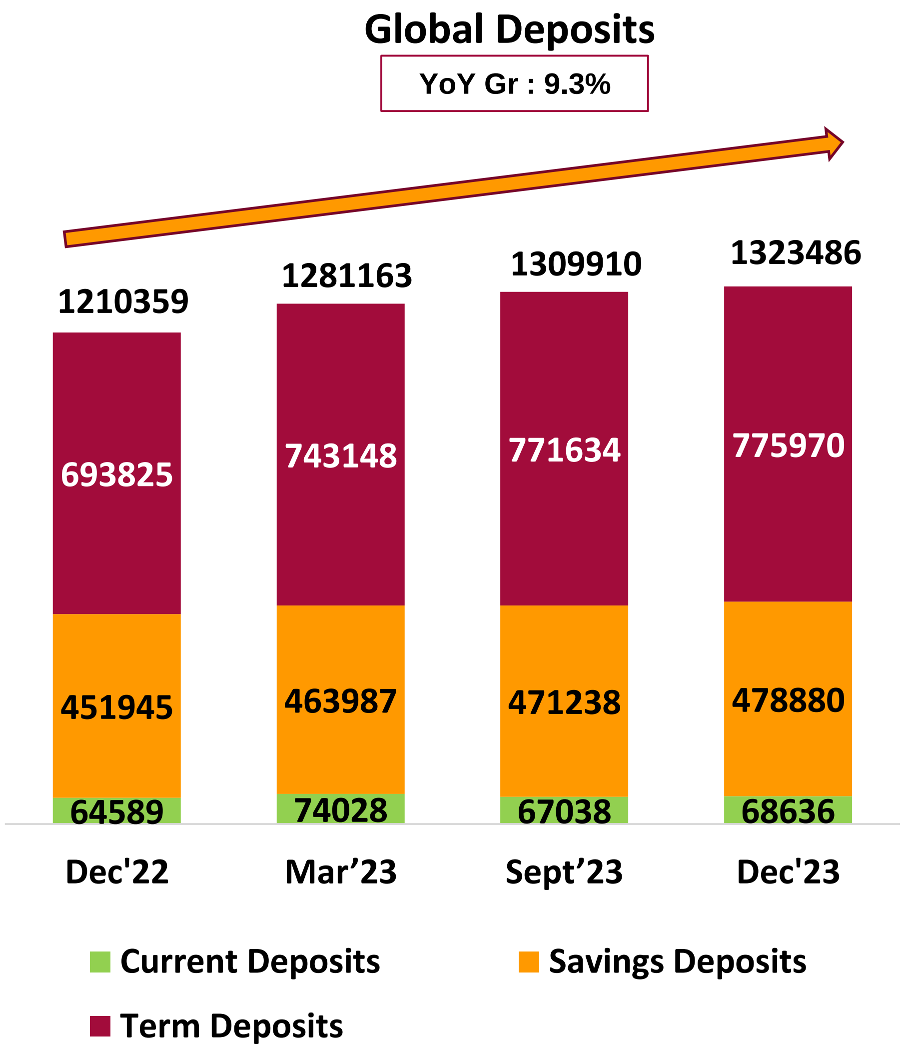
Sl.	Parameters	Dec'22	Mar'23	Sept'23	Dec'23	Growth % QoQ	Growth % YoY
1	Global Business	2067116	2165844	2251631	2290742	1.7%	10.8%
1a	Overseas Business	64640	64369	69405	71129	2.5%	10.0%
1b	Domestic Business	2002476	2101475	2182226	2219613	1.7%	10.8%
2	Global Deposits	1210359	1281163	1309910	1323486	1.0%	9.3%
2a	Overseas Deposits	28998	29455	32727	34216	4.5%	18.0%
2b	Domestic Deposits	1181361	1251708	1277183	1289270	0.9%	9.1%
3	Global Advances	856757	884681	941721	967256	2.7%	12.9%
3a	Overseas Advances	35642	34915	36678	36913	0.6%	3.6%
3b	Domestic Advances	821115	849766	905043	930343	2.8%	13.3%



Deposits & CASA Mix

Amt ₹ in Crore

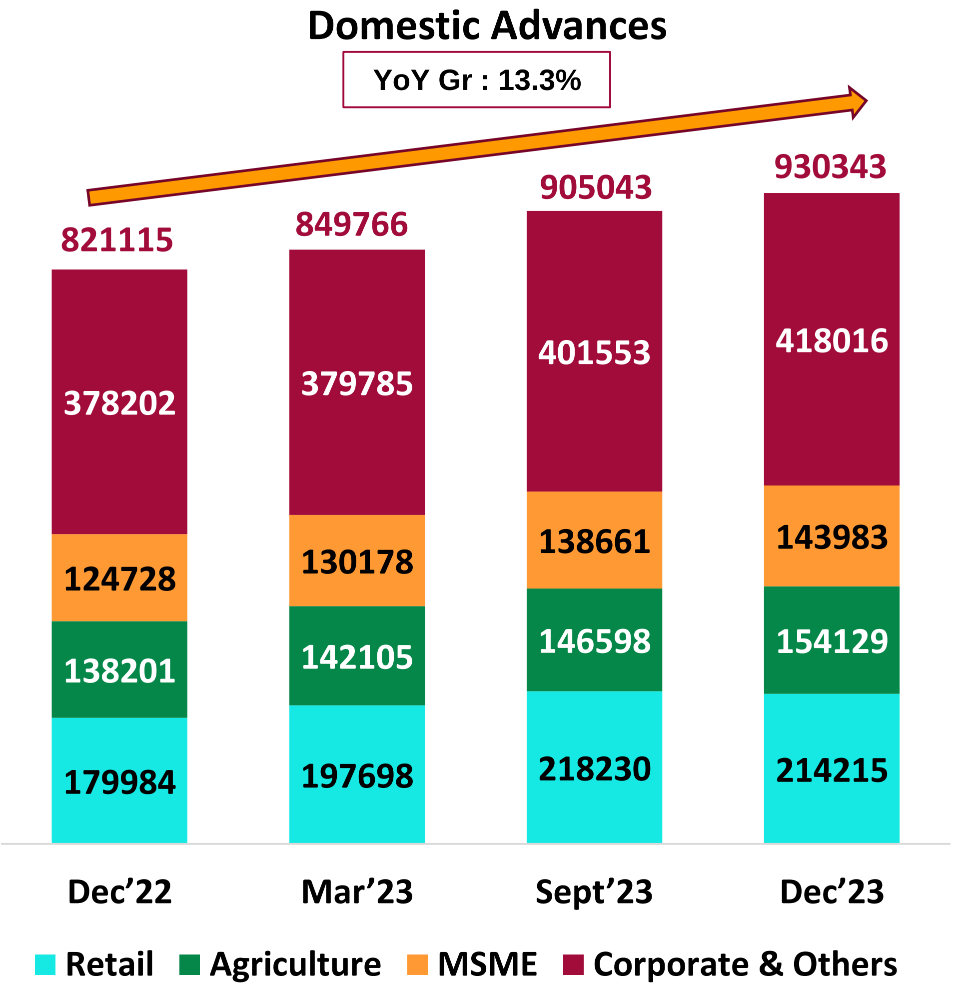
Sl.	Parameters	Dec'22	Mar'23	Sept'23	Dec'23	Growth % QoQ	Growth % YoY
1	Global Deposits (2+3)	1210359	1281163	1309910	1323486	1.0%	9.3%
2	Overseas Deposits	28998	29455	32727	34216	4.5%	18.0%
3	Domestic Deposits	1181361	1251708	1277183	1289270	0.9%	9.1%
4	Current Deposits	64589	74028	67038	68636	2.4%	6.3%
5	Savings Deposits	451945	463987	471238	478880	1.6%	6.0%
6	CASA Deposits (4+5)	516534	538015	538276	547516	1.7%	6.0%
7	CASA Share %	43.72%	42.98%	42.15%	42.47%		
8	Total Term Deposits	693825	743148	771634	775970	0.6%	11.8%
9	Term Deposits < 2 Crores	508293	513836	540300	550386	1.9%	8.3%



Advances Performance

Amt ₹ in Crore

	Parameters	Dec'22	Mar'23	Sept'23	Dec'23	Growth %	
						QoQ	YoY
1	Global Advances (2+3)	856757	884681	941721	967256	2.7%	12.9%
2	Overseas Advances	35642	34914	36678	36913	0.6%	3.6%
3	Domestic Advances	821115	849766	905043	930343	2.8%	13.3%
	Out of which						
4	Retail	179984	197698	218230	214215	-1.8%	19.0%
4a	Core Retail	130421	137335	147247	153384	4.2%	17.6%
5	Agriculture	138201	142105	146598	154129	5.1%	11.5%
5a	Agriculture PS	99590	106407	112585	116902	3.8%	17.4%
6	MSME	124728	130178	138661	143983	3.8%	15.4%
7	RAM (4+5+6)	442913	469981	503489	512327	1.8%	15.7%
8	RAM Share %	53.94%	55.31%	55.63%	55.07%		
9	Corporate & Others	378202	379785	401553	418016	4.1%	10.5%

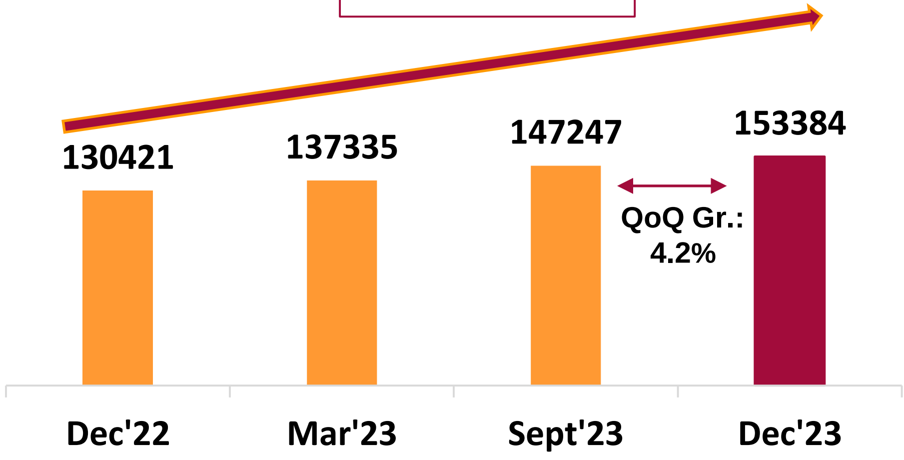


Core Retail Advances

Amt ₹ in Crore

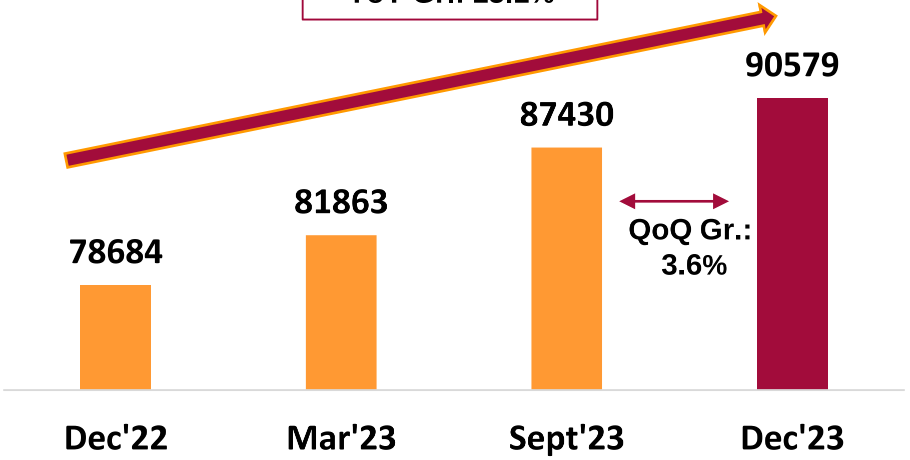
Core Retail*

YoY Gr.: 17.6%



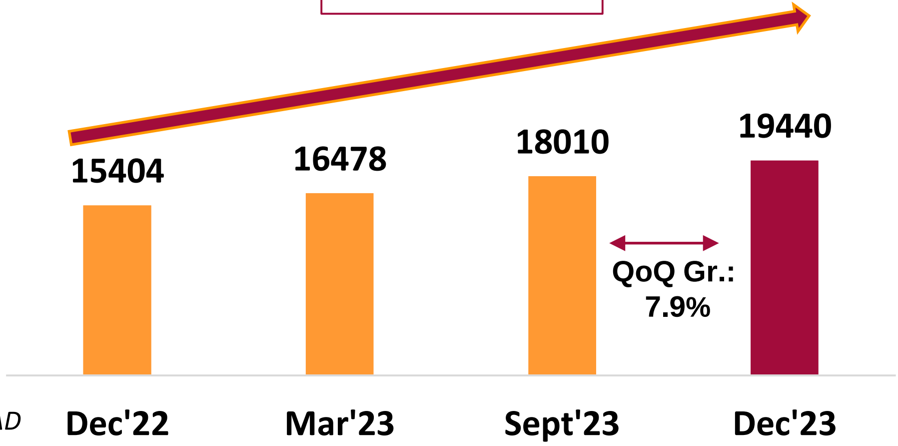
Home Loan

YoY Gr.: 15.1%



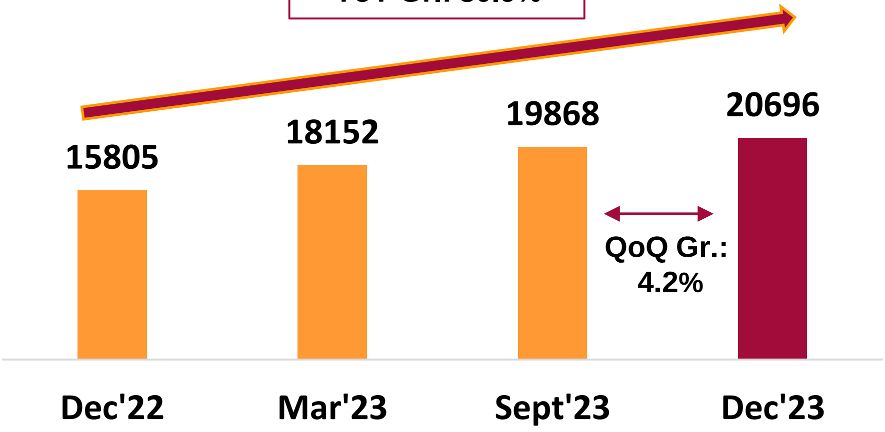
Vehicle Loan

YoY Gr.: 26.2%



Personal Loan

YoY Gr.: 30.9%



*Excl Pool, IBPC & LAD

Priority Sector Achievement

Amt ₹ in Crore

ACHIEVED ALL MANDATED TARGETS

TOTAL PRIORITY SECTOR ADVANCES
@43.45% of ANBC against norm of 40%

AGRICULTURE (PS) ADVANCES
@19.89% of ANBC against norm of 18%

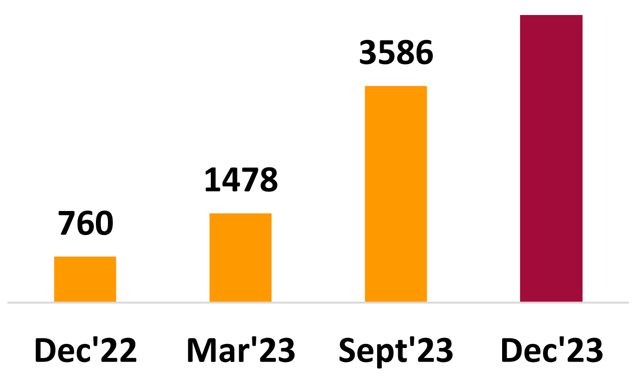
SMALL & MARGINAL FARMERS
@11.03% of ANBC against norm of 10%

WEAKER SECTION
@14.54% of ANBC against norm of 12%

MICRO ENTERPRISES
@9.07% of ANBC against norm of 7.5%

Agriculture Gold Loan

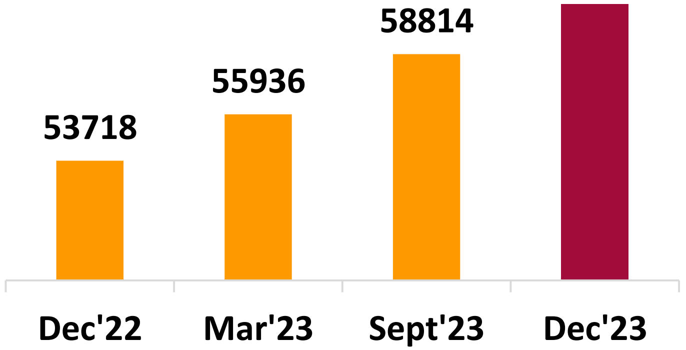
QoQ Gr.: 32.65%



Total Gold Loan (Agri + Retail) Dec'23: Rs 5315 Cr

Micro Enterprises

YoY Gr : 13.91%



PM SVANidhi

No. of Cases	9M FY23	9M FY24	Gr %
Sanctioned	56870	268471	372%
Disbursed	47659	241845	407%

mudra

Amt Rs in Crore	9M FY23	9M FY24
Sanctioned	14468	16276
Disbursed	14296	16106

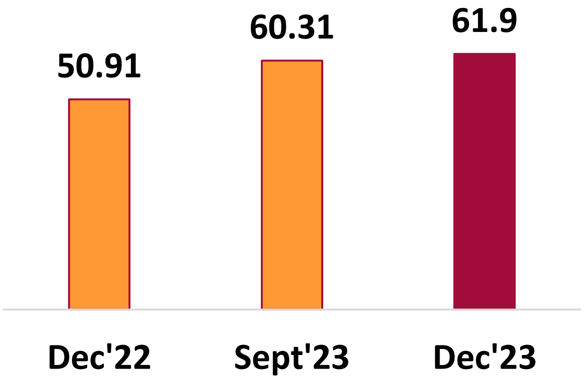
STAND UP India — Endeavour and Prosper

Target- No of cases	Ach	% Ach
20142	20818	103%

Financial Inclusion Performance

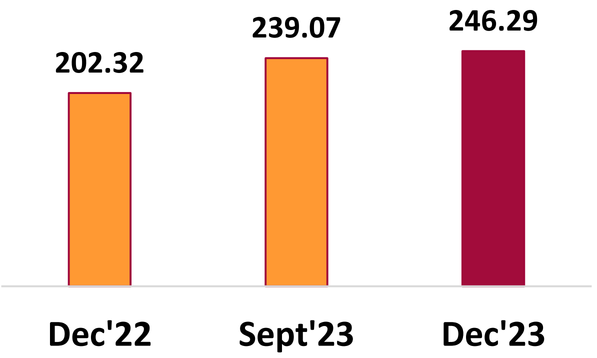
Nos in lakhs

Pradhan Mantri Jeevan Jyoti Bima Yojana (PMJJBY)



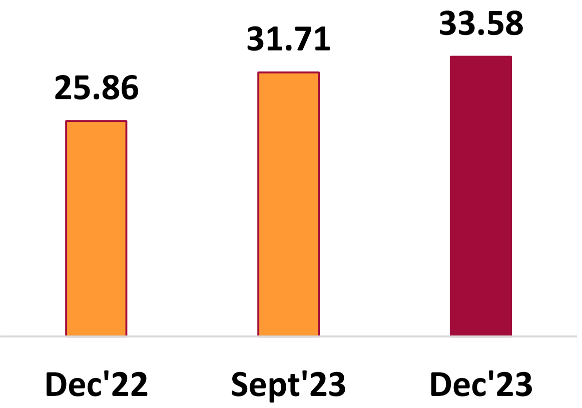
Nos in lakhs

Pradhan Mantri Suraksha Bima Yojana (PMSBY)



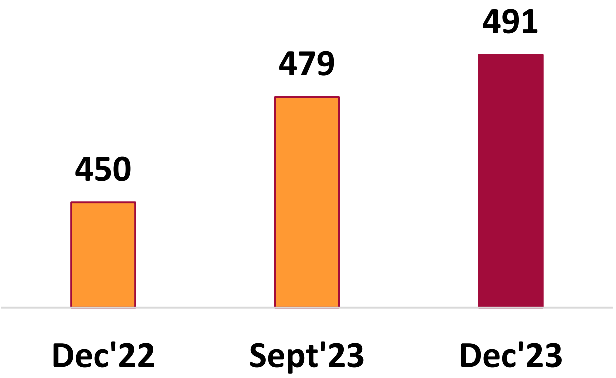
Nos in lakhs

Atal Pension Yojana



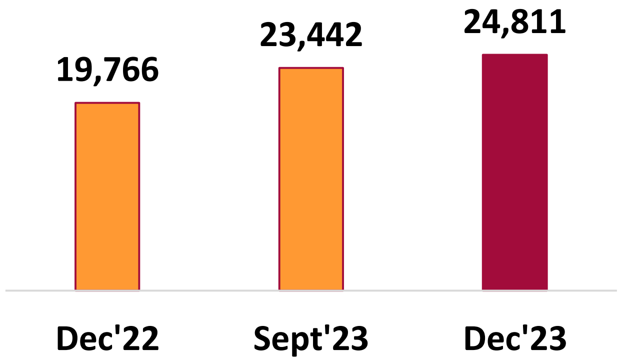
Nos in lakhs

PMJDY Accounts



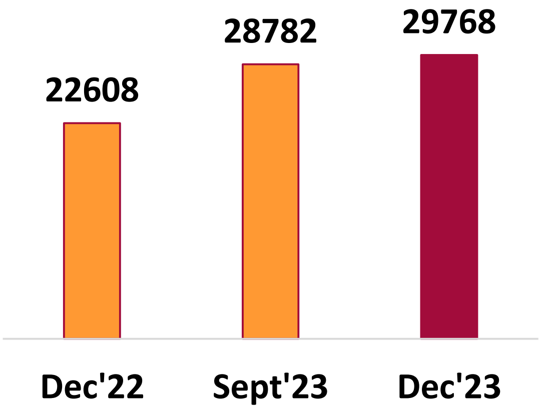
Amt ₹ in Crore

Deposits Mobilized by BCs



Nos

No. of BCs



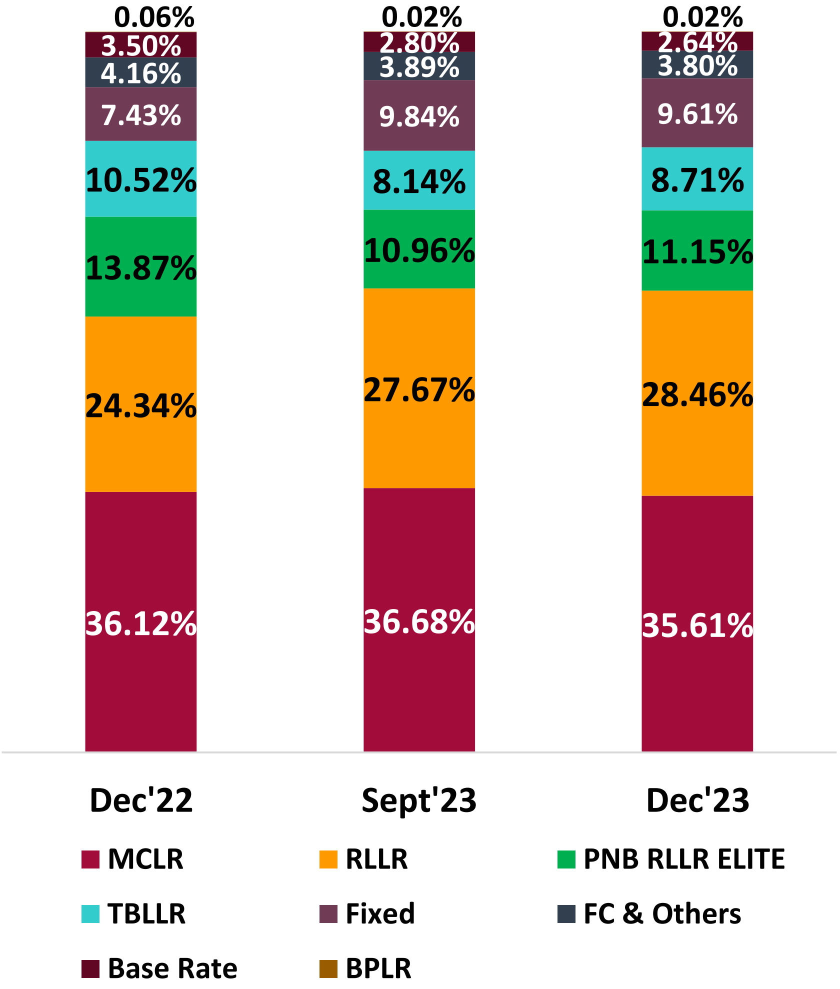
- **SLBC- 6**
- **LDMO- 112**
- **Rural Self Employment Training Institute (RSETI)- 76**
- **Rural Development Centre- 2**
- **Financial Literacy Centre- 175**
- **Farmer Training Centre – 12**
- **Villages adopted for holistic development - 307**

External Rating (Std FB) Portfolio & Adv. on Benchmark Rates

Amt ₹ in Crore

Sl	Rating Grade	Dec'22 Amt.	Dec'22 % Share	Sept'23 Amt.	Sept'23 % Share	Dec'23 Amt.	Dec'23 % Share
	Portfolio > Rs. 100 Crore						
1	AAA	137175	46.42%	144871	44.42%	147808	44.39%
2	AA	78757	26.65%	84386	25.87%	89917	27.01%
3	A	46386	15.70%	59047	18.10%	58423	17.55%
4	BBB	16087	5.44%	18892	5.79%	19277	5.79%
BBB & Above		278405	94.21%	307196	94.18%	315426	94.74%
5	BB	5175	1.75%	3955	1.21%	4315	1.30%
6	B	2193	0.74%	1738	0.53%	1842	0.55%
7	C	1077	0.36%	945	0.29%	745	0.22%
8	D	521	0.18%	429	0.13%	696	0.21%
BB & Below		8965	3.03%	7067	2.17%	7598	2.28%
9	Unrated	8151	2.76%	11910	3.65%	9936	2.98%
Sub-Total		295520	100.00%	326173	100%	332960	100.00%
Guarantee/Direct Claim on Central/State Govt		86488	22.64% (of Total Portfolio)	75681	18.83% (of Total Portfolio)	78526	19.08% (of Total Portfolio)
Total Portfolio		382009		401854		411487	

Advances Mix of Benchmark rate



Diversified Industry Portfolio & Key Sectors

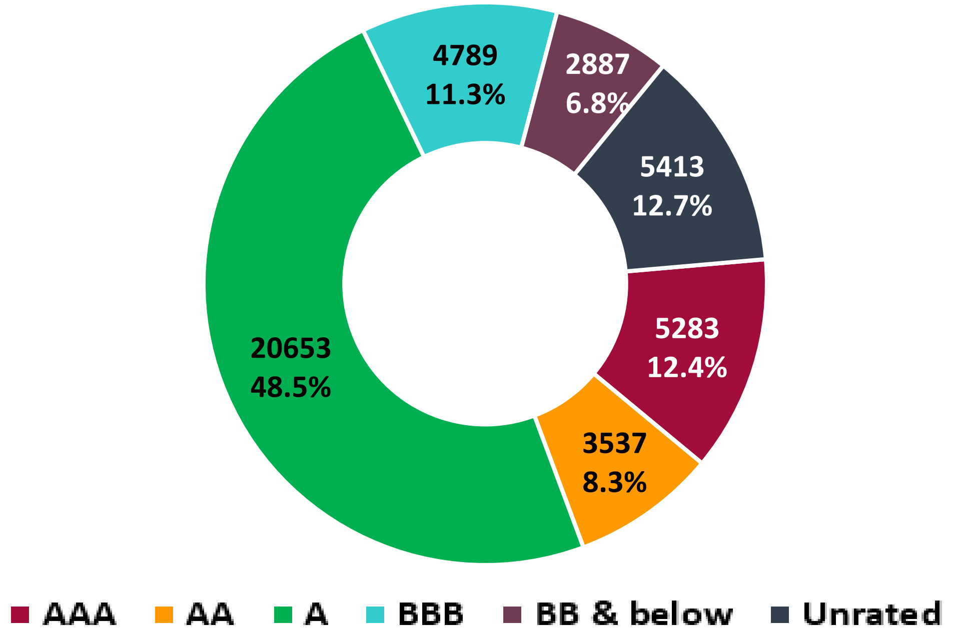
Amt ₹ in Crore

Sl.	Diversified Industry Portfolio	Dec'22		Sept'23		Dec'23	
		O/s	% to Domestic Advances	O/s	% to Domestic Advances	O/s	% to Domestic Advances
1	Infrastructure	91831	11.2%	96380	10.6%	97570	10.5%
	-Energy	38814	4.7%	43437	4.8%	43862	4.7%
	-Tele-Communication	9259	1.1%	11179	1.2%	10896	1.2%
	-Roads & Ports	36497	4.4%	35971	4.0%	37245	4.0%
	-Other Infra	7261	0.9%	5793	0.6%	5567	0.6%
2	Basic Metal & Metal Products	23138	2.8%	22729	2.5%	25330	2.7%
	-Iron & Steel	19973	2.4%	19646	2.2%	22365	2.4%
3	Textiles	10312	1.3%	10825	1.2%	11309	1.2%
4	Food Processing	18472	2.2%	19268	2.1%	21701	2.3%
5	Chemical & Chemical Products	5712	0.7%	5946	0.7%	5980	0.6%
6	All Engineering	6294	0.77%	6720	0.7%	7492	0.8%
7	Construction	2831	0.34%	2460	0.3%	2427	0.3%
8	Other Industries	56482	6.88%	56566	6.3%	50813	5.5%
	Total	215072	26.2%	220894	24.4%	222622	23.9%

Energy Sector

External Rating Standard Portfolio
31.12.2023 : ₹ 42562 Cr

External Rating wise Portfolio

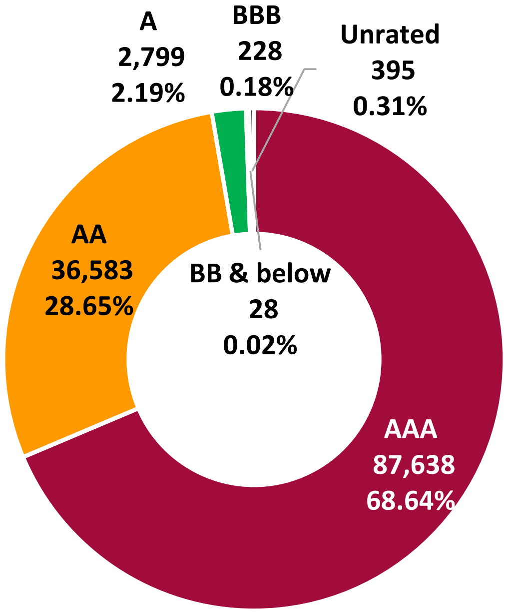


Sl.	Key Sectors	Dec'22 O/S	Sept'23 O/S	Dec'23 O/S
1	Commercial Real Estate	17017	15918	13321
2	Capital Market	480	172	235

NBFC Sector

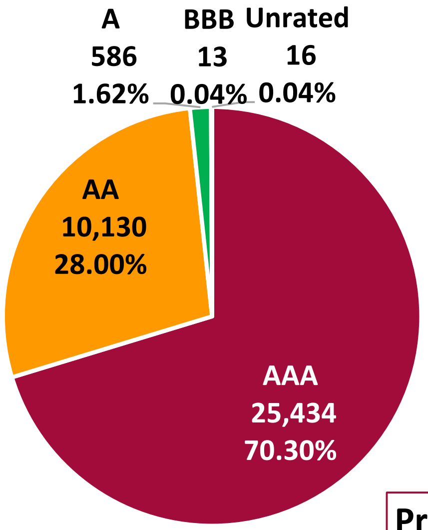
Key Sectors	As on		
	Dec'22	Sept'23	Dec'23
NBFC	127832	123843	127671
Out of which,			
NBFC- HFC	46958	39687	36179
NBFC- PSUs and PSU backed	29066	29327	30041
NBFC- Private	50674	53955	60489
NBFC- MFI	1134	874	962

Total NBFC
External Rating Wise Portfolio – As on 31.12.2023

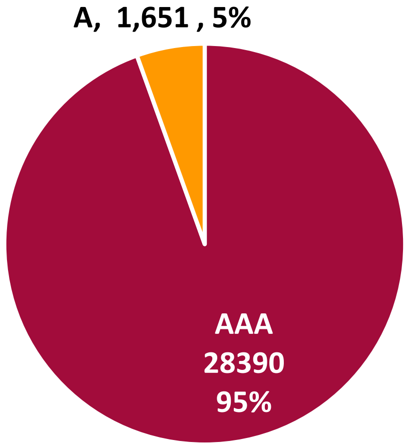


External Rating Wise Portfolio – As on 31.12.2023

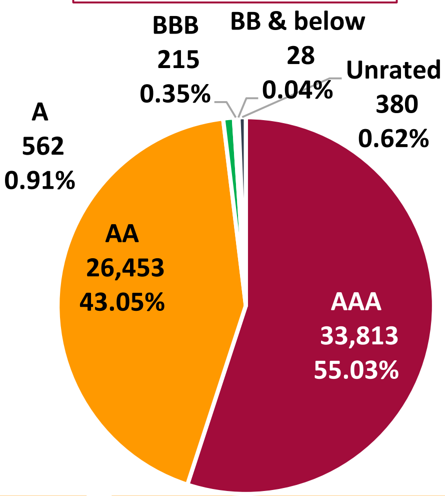
NBFC-Housing Finance Companies



NBFC-PSUs and PSU backed



Private NBFCs+MFIs



Investment Portfolio

Amt ₹ in Crore

Sl.	Parameters	Dec'22	Sept'23	Dec'23	YoY Variation	
					Amt.	%
1	Gross Domestic Investment	395674	423772	418301	22627	5.7%
a	SLR	292638	315604	310248	17610	6.0%
	SLR as % to Dom. Investment	73.96%	74.48%	74.17%		
b	Non SLR	103036	108168	108053	5017	4.9%
I	Held To Maturity (HTM)	313334	323942	325252	11918	3.8%
II	Available For Sale (AFS)	81793	96796	92043	10250	12.5%
III	Held For trading (HFT)	547	3034	1006	459	83.9%
2	Modified Duration (AFS+HFT)	2.73	3.49	3.54		
3	Net demand & time Liabilities	1152439	1270983	1260633	108194	9.4%
4	Investment by Overseas Branches	3798	4694	5003	1205	31.7%
5	Total Gross Investment (1+4)	399472	428466	423304	23832	6.0%
	HTM To Gross Domestic Investment (%)	79.19%	76.44%	77.76%		

Non SLR Investment

Amt ₹ in Crore

Sl.	Parameters	Dec'22		Sept'23		Dec'23		Y-o-Y Variation	
		O/S	% Share	O/S	% Share	O/S	% Share	Amt	Gr. %
1	PSU Bonds	15873	15.41%	20371	18.83%	20466	18.94%	4593	28.9%
2	Corporate and Other Bonds & Debentures	15826	15.36%	15129	13.99%	17227	15.94%	1401	8.9%
3	Special Govt. Sec excl. Recap Bonds	1058	1.03%	915	0.85%	885	0.82%	-173	-16.4%
4	CG Recap. Bond	55274	53.65%	55274	51.10%	55274	51.15%		
5	Share of PSU/Corporate/Others	6034	5.86%	5650	5.22%	5515	5.10%	-519	-8.6%
6	Venture Capital Fund	390	0.38%	323	0.30%	318	0.29%	-72	-18.5%
7	Regional Rural Bank	1073	1.04%	1387	1.28%	1387	1.28%	314	29.3%
8	Security Receipts	1421	1.38%	1200	1.11%	897	0.83%	-524	-36.9%
9	Subsidiaries JV	3389	3.29%	3960	3.66%	3960	3.66%	571	16.8%
10	Other	2698	2.62%	3959	3.66%	2124	1.97%	-574	-21.3%
	Total Non SLR Investment	103036	100.00%	108168	100.00%	108053	100.00%	5017	4.9%

Balance Sheet-Liabilities & Assets

Amt ₹ in Crore

Sl.	Parameters	31st Dec'22	30th Sep'23	31st Dec'23
	CAPITAL & LIABILITIES			
1	Capital	2202	2202	2202
2	Reserves and Surplus	97213	100671	102914
3	Deposits	1210359	1309910	1323485
4	Borrowings	65470	52927	61729
5	Other Liabilities and Provisions	26553	31390	33662
	Total Liabilities	**1401797**	**1497100**	**1523992**
	ASSETS			
1	Cash and Balances with RBI	85257	62822	65083
2	Balances with Banks	42531	40361	43388
3	Investments	390035	420047	414107
4	Net Advances	800412	889920	916445
5	Fixed Assets	12171	12108	12110
6	Other Assets	71391	71842	72859
	Total Assets	**1401797**	**1497100**	**1523992**

Income

Amt ₹ in Crore

Sl.	Parameters	Q3 FY23	Q2 FY24	Q3 FY24	QoQ Variation		YoY Variation		9M23	9M24	YoY Gr. %
					Amt.	%	Amt.	%			
1	Interest Income (2+3+4)	22384	26355	27288	933	3.5%	4904	21.9%	61295	78788	28.5%
2	Interest on Advances	14868	18464	19605	1141	6.2%	4737	31.9%	40676	55826	37.2%
3	Interest on Investments	6542	7095	7011	-84	-1.2%	469	7.2%	18573	20681	11.4%
4	Other Interest Income	975	796	672	-124	-15.5%	-303	-31.1%	2047	2281	11.4%
5	Other Income (6+7+8+9)	3338	3028	2674	-354	-11.7%	-664	-19.9%	8722	9136	4.7%
	of which										
6	Fee Based Income	1331	1375	1311	-64	-4.6%	-20	-1.5%	4389	4471	1.9%
7	Recovery in Written off Accounts	1868	1381	2059	678	49.1%	191	10.2%	4293	4461	3.9%
8	Treasury income	131	264	-699					-299	183	
	of which										
8.1	Profit on Sales on Investments	110	136	307	171	126.2%	197	179.3%	843	751	-10.9%
8.2	Profit on Exchange Tranction	238	59	87	28	48.0%	-151	-63.3%	642	349	-45.6%
8.3	Profit/(Loss) on Revaluation investment	-217	69	-1094					-1784	-917	
9	Others	8	9	4	-5	-58.7%	-4	-56.0%	340	21	-93.9%
10	Total Income (1+5)	25722	29383	29962	578	2.0%	4240	16.5%	70018	87924	25.6%

Expenses

Amt ₹ in Crore

Sl.	Parameters	Q3 FY23	Q2 FY24	Q3 FY24	QoQ Variation Amt.	QoQ Variation %	YoY Variation Amt.	YoY Variation %	9M23	9M24	YoY Gr. %
1	**Total Interest Paid (2+3+4)**	13205	16432	16995	563	3.4%	3790	28.7%	36303	49068	35.2%
2	Interest Paid on Deposits	12113	15319	15804	484	3.2%	3691	30.5%	33562	45699	36.2%
3	Interest Paid on Borrowings	406	332	334	2	0.6%	-72	-17.7%	792	1000	26.2%
4	Others	686	781	857	76	9.8%	171	25.0%	1949	2369	21.6%
5	**Operating Expenses (6+7)**	6801	6735	6636	-99	-1.5%	-165	-2.4%	17053	20341	19.3%
6	Establishment Expenses	4460	4200	4169	-31	-0.7%	-291	-6.5%	10239	12856	25.6%
7	Other Operating Expenses	2341	2535	2467	-68	-2.7%	126	5.4%	6813	7484	9.9%
8	**Total Expenses (1+5)**	20006	23167	23631	464	2.0%	3625	18.1%	53355	69409	30.1%

Profit & Provisions

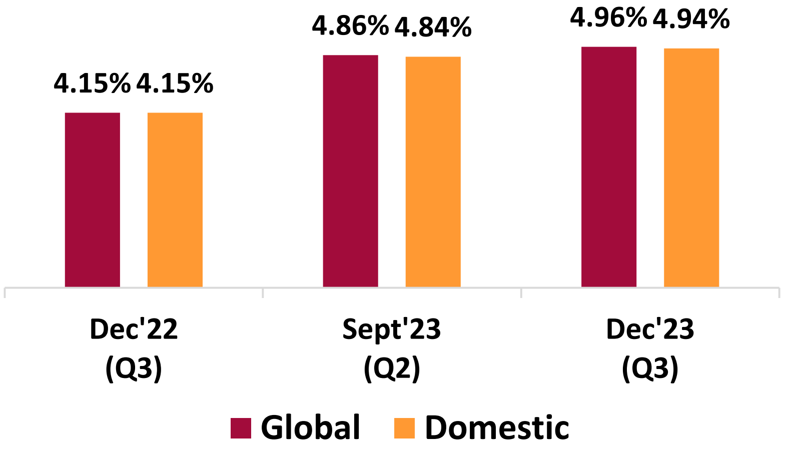
Amt ₹ in Crore

Sl.	Parameters	Q3 FY23	Q2 FY24	Q3 FY24	QoQ Variation		YoY Variation		9M23	9M24	YoY Gr. %
					Amt.	%	Amt.	%			
1	Net Interest Income	9179	9923	10293	370	3.7%	1114	12.1%	24993	29720	18.9%
2	Other Income	3338	3028	2674	-354	-11.7%	-664	-19.9%	8722	9136	4.7%
3	Operating Income (1+2)	12517	12951	12967	15	0.1%	450	3.6%	33715	38856	15.2%
4	Operating Expenses	6801	6735	6636	-99	-1.5%	-165	-2.4%	17053	20341	19.3%
5	Operating Profit	5716	6216	6331	114	1.8%	615	10.8%	16662	18515	11.1%
6	Provisions other than Tax	4713	3444	2739	-705	-20.5%	-1974	-41.9%	14410	10149	-29.6%
	Of which										
a	NPAs	3908	3019	2994	-25	-0.8%	-914	-23.4%	12278	10387	-15.4%
b	Standard Advances incl. Standard Restructured	469	464	246	-219	-47.1%	-223	-47.6%	885	621	-29.8%
c	Depreciation on Investment	-136	-112	-933	-821		-797		443	-1366	
d	Others	472	74	432	358	484.0%	-40	-8.4%	803	507	-36.9%
7	Profit Before Tax	1003	2772	3592	820	29.6%	2589	258.1%	2252	8367	271.5%
8	Provision for Income Tax	374	1016	1369	352	34.7%	995	266.0%	904	3132	246.5%
9	Net Profit	629	1756	2223	467	26.6%	1594	253.4%	1349	5234	288.0%

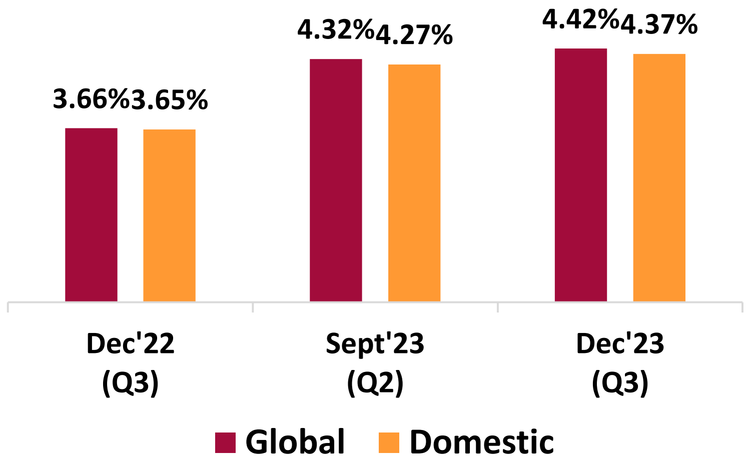
Efficiency Ratios (Quarter)

(Annualized)

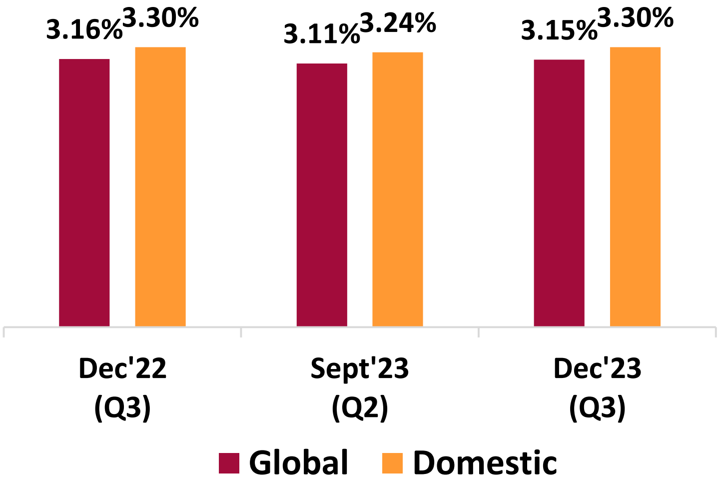
Cost of Deposits [%]



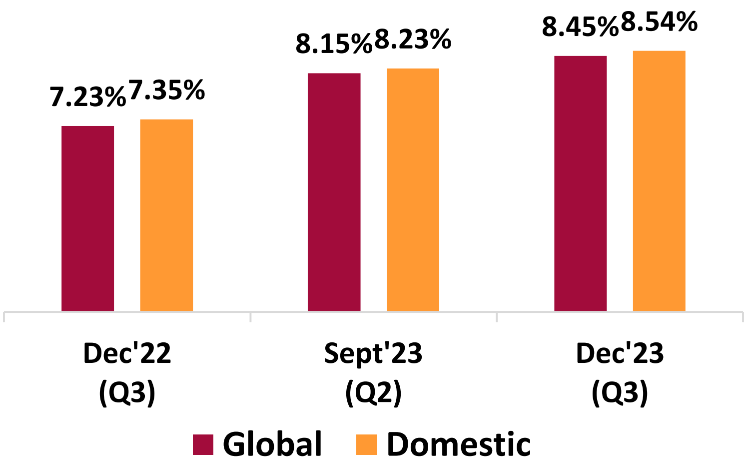
Cost of Funds [%]



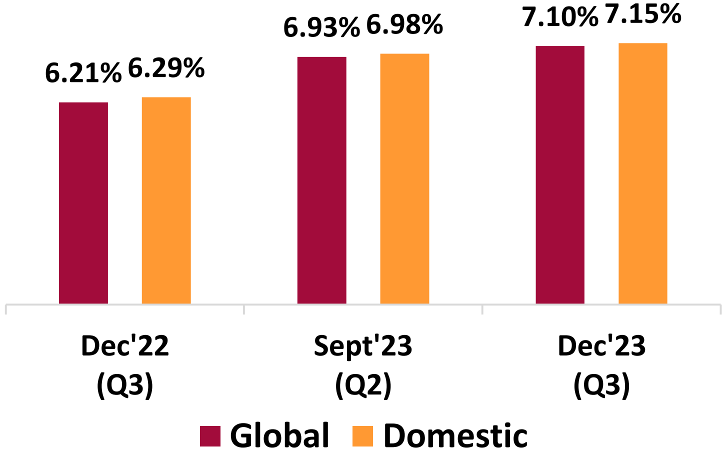
NIM [%]



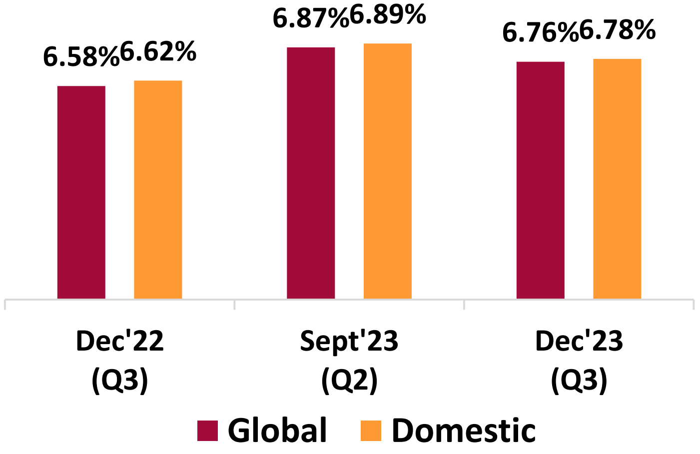
Yield on Advances [%]



Yield on Funds [%]



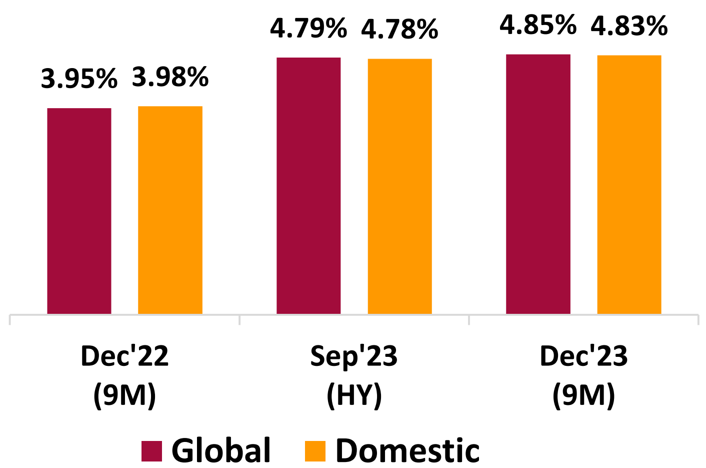
Yield on Investment [%]



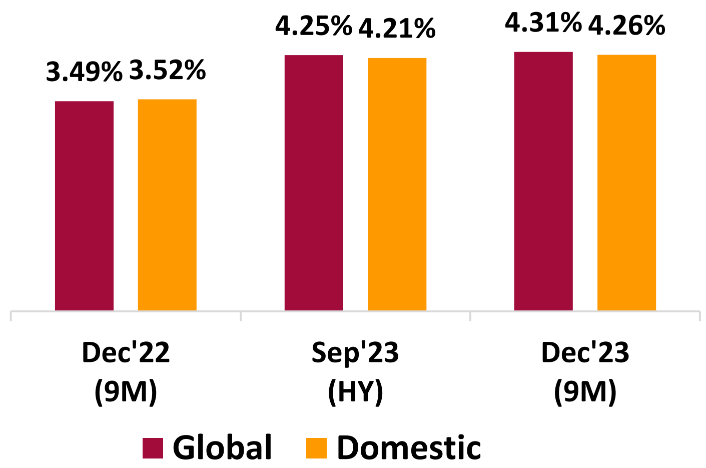
Efficiency Ratios (9 Months)

(Annualized)

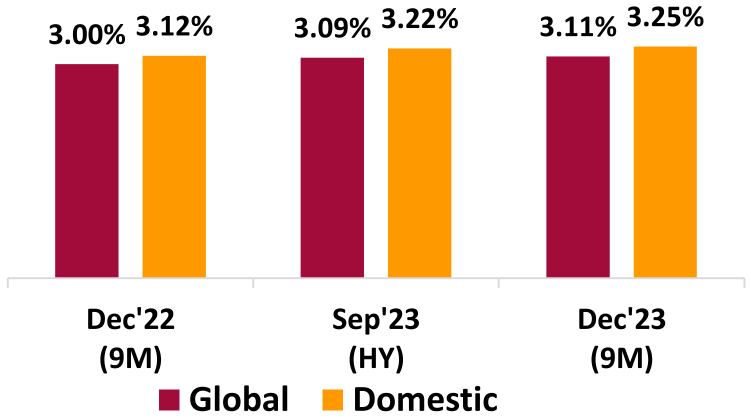
Cost of Deposits [%]



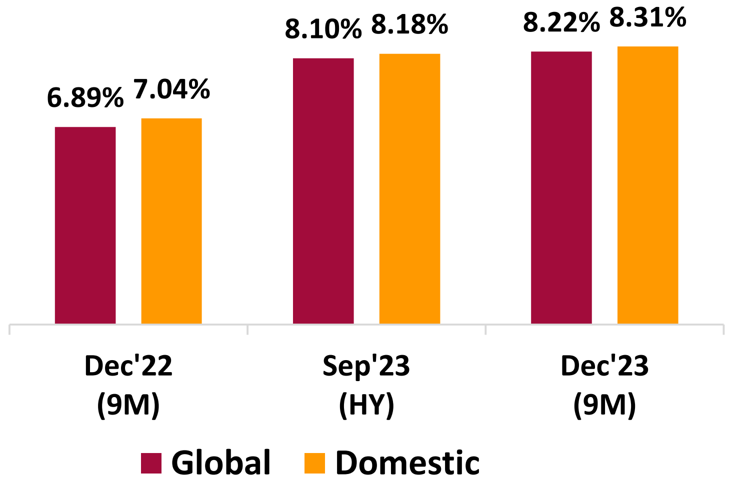
Cost of Funds [%]



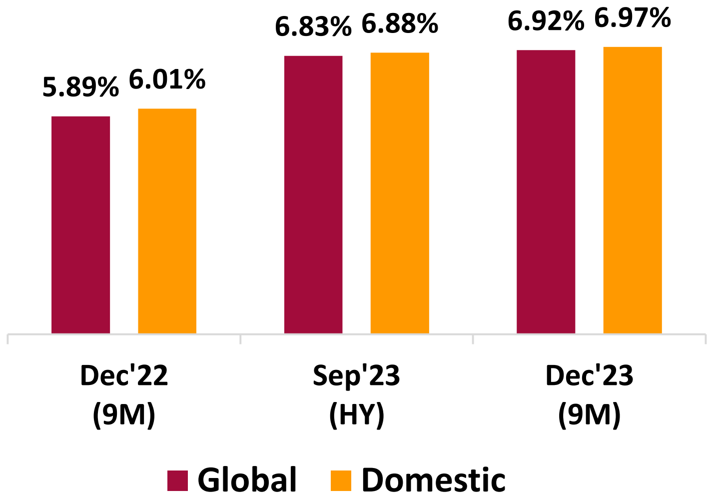
NIM [%]



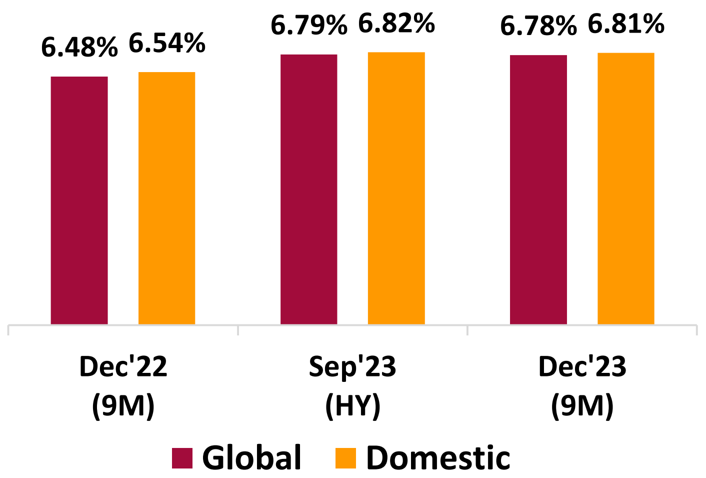
Yield on Advances [%]



Yield on Funds [%]



Yield on Investment [%]



Key Ratios

(Annualized)

Sl.	Profitability Ratios	Q3 FY23	Q2 FY24	Q3 FY24	9M FY23	9M FY24
1	Return on Assets [%]	0.17%	0.46%	0.58%	0.13%	0.46%
2	Return on Equity [%]	3.85%	10.15%	12.45%	2.85%	10.01%
3	Net Profit Per Employee [₹ in Lacs]	2.54	7.20	9.16	1.82	7.21
4	Net Profit Per Branch [₹ in Lacs]	24.83	69.21	87.47	17.81	68.91
5	Earnings per share [₹] (Not annualized)	0.57	1.59	2.02	1.22	4.75
6	Cost to Income Ratio [%]	54.34%	52.00%	51.18%	50.58%	52.35%
6a	Staff Cost to Income Ratio [%]	35.63%	32.43%	32.15%	30.37%	33.09%
6b	Other Cost to Income Ratio [%]	18.70%	19.57%	19.02%	20.21%	19.26%
7	Credit Cost [%]	1.87%	1.31%	1.26%	2.08%	1.56%

Sl.	Productivity/Share Ratios	Dec'22	Sep'23	Dec'23
1	Business Per Employee [₹ in Lacs]	2055	2265	2308
2	Business Per Branch [₹ in Lacs]	20074	21765	22051
3a	Book Value per Share [₹]	81.93	85.26	87.32
3b	Book Value per Share-Tangible [₹]	59.36	63.32	65.71

One Time Restructuring (OTR 1 & 2)

Amt ₹ in Crore

OTR 1

As per RBI's guidelines dated Aug 06,2020

Sl.	Loan and aggregate exposure category	Position as on 31.12.23 under OTR 1		Provisions Made#
		No. of accounts	Amount involved	Amt
1	Personal loans	3336	468	59
2	Other Exposures*	109	2154	276
3	Total (1+2)	3445	2622	335
4	MSME loans	1828	317	40
	Grand Total (3+4)	5273	2939	375

*Other Exposures includes corporate loans >Rs. 25 Crore as per RBI guidelines.

OTR 2

As per RBI's guidelines dated May 05,2021

Sl.	Loan and aggregate exposure category	Position as on 31.12.23 under OTR 2		Provisions Made#
		No. of accounts	Amount involved	Amt
1	Individual Borrowers	46023	3961	499
2	Small Business	1527	531	65
3	Total (1+2)	47550	4492	564
4	MSME loans	29181	2289	286
	Grand Total (3+4)	76731	6781	850

#Additional provision on OTR at higher rate of 12.5% as against 10%/5% earlier.

Improving Asset Quality –SMA 2 Accounts
(› Rs.5.00 Crore)

Amt ₹ in Crore

CATEGORY	Dec'22		Sept'23		Dec'23	
	SMA2	% of Domestic Advances	SMA2	% of Domestic Advances	SMA2	% of Domestic Advances
RETAIL	46	0.01%	118	0.01%	86	0.01%
AGRICULTURE	260	0.03%	360	0.04%	239	0.03%
MSME	1107	0.13%	958	0.11%	852	0.09%
RAM TOTAL	1413	0.17%	1436	0.16%	1177	0.13%
CORPORATE & OTHER	326	0.04%	11	0.00%	158	0.02%
TOTAL	1739	0.21%	1448	0.16%	1336	0.14%

Movement of NPA

Amt ₹ in Crore

Sl.	Parameters	Q3 FY'23	9M FY'23	Q2 FY'24	Q3 FY'24	9M FY'24
1	NPA as at the beginning of Year/Quarter	87035	92448	70899	65563	77328
2	-Cash Recovery	1820	7956	2179	1828	5656
3	-Up-gradation	1328	4399	1319	1217	3044
4	Cash Recovery & Up-gradation (2+3)	3148	12355	3498	3046	8701
5	Write Off	4375	10488	3664	3938	12806
6	Total Reduction (4+5)	7523	22843	7162	6984	21507
7	Fresh Addition (8+9)	4072	13979	1826	1793	4551
8	-Fresh slippages	3865	12380	1750	1594	4190
9	-Debits in existing NPA A/cs	206	1599	76	198	361
10	Gross NPAs at end of the period	83584	83584	65563	60371	60371
11	Eligible Deductions incl. Provisions	57221	57221	52449	51556	51556
12	Net NPAs at end of the period	26363	26363	13114	8816	8816
13	Recovery in TWO & RI	2887	6724	2035	3341	7180
14	Total Recovery (4+13)	6035	19079	5533	6387	15881

Asset Classification & Recovery v/s Slippages

Amt ₹ in Crore

Sl.	Parameters	Dec'22		Sept'23		Dec'23		YoY Variation	
		O/S	Share%	O/S	Share%	O/S	Share%	Amt.	Var. %
1	Standard	773173	90.24%	876158	93.04%	906885	93.76%	133712	17.29%
2	Gross NPA	83584	9.76%	65563	6.96%	60371	6.24%	-23213	-27.77%
2a	Sub-Standard	14229	1.66%	6870	0.73%	5384	0.56%	-8845	-62.16%
2b	Doubtful	46914	5.48%	42489	4.51%	42943	4.44%	-3971	-8.46%
2c	Loss	22440	2.62%	16205	1.72%	12044	1.25%	-10396	-46.33%
	Global Advances(1+2)	856757	100.00%	941721	100.00%	967256	100.00%	110499	12.90%

Recovery v/s Slippages

Period	FY 22-23	Q1 FY 24	Q2 FY 24	Q3 FY 24
Recovery	29096	5417	5532	6387
Slippage	20515	2390	1826	1793
Recovery v/s Slippage	1.4x	2.3x	3.0x	3.6x

NPA Classification - Sector Wise

Amt ₹ in Crore

Sl.	Parameters	Dec'22			Sept'23			Dec'23		
		Advances	GNPA	GNPA%	Advances	GNPA	GNPA%	Advances	GNPA	GNPA%
1	Retail Loans	179984	6088	3.38%	218230	5487	2.51%	214215	5254	2.45%
2	Agriculture	138201	26644	19.28%	146598	23904	16.31%	154129	23265	15.09%
3	MSME	124728	24996	20.04%	138661	22631	16.32%	143983	22154	15.39%
4	Corporate & Others	378202	24142	6.38%	401553	11851	2.95%	418016	8077	1.93%
5	Domestic (1+2+3+4)	821115	81870	9.97%	905043	63872	7.06%	930343	58750	6.31%
6	Overseas	35642	1714	4.81%	36678	1691	4.61%	36913	1621	4.39%
7	Global (5+6)	856757	83584	9.76%	941721	65563	6.96%	967256	60371	6.24%

NPA Classification- Industry Wise

Amt ₹ in Crore

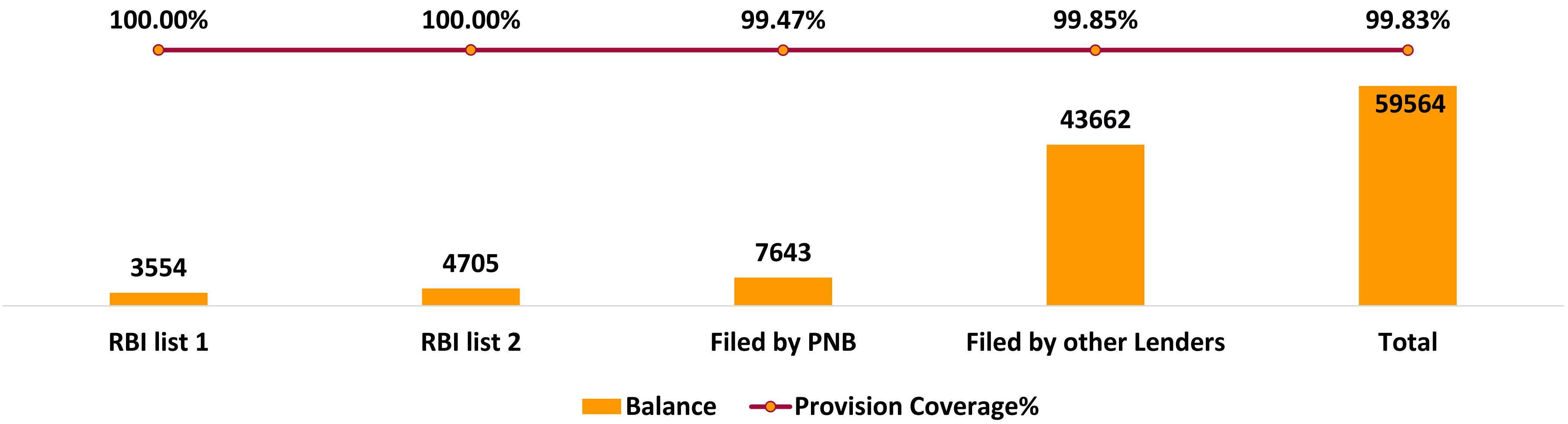
Sl.	Diversified Industry Portfolio	Dec'22			Sept'23			Dec'23		
		O/s	GNPA	GNPA %	O/s	GNPA	GNPA %	O/s	GNPA	GNPA %
1	Infrastructure	91831	5333	5.8%	96380	2517	2.6%	97570	3346	3.4%
	-Energy	38814	1144	2.9%	43437	450	1.0%	43862	1300	3.0%
	-Tele-Communication	9259	14	0.2%	11179	13	0.1%	10896	13	0.1%
	-Roads & Ports	36497	3029	8.3%	35971	1490	4.1%	37245	1486	4.0%
	-Other Infra	7261	1145	15.8%	5793	565	9.7%	5567	547	9.8%
2	Basic Metal & Metal Products	23138	1394	6.0%	22729	1271	5.6%	25330	1276	5.0%
	-Iron & Steel	19973	945	4.7%	19646	824	4.2%	22365	832	3.7%
3	Textiles	10312	1893	18.4%	10825	1693	15.6%	11309	1689	14.9%
4	Food Processing	18472	4384	23.7%	19268	4097	21.3%	21701	4057	18.7%
5	Chemical & Chemical Products	5712	312	5.5%	5946	254	4.3%	5980	256	4.3%
6	All Engineering	6294	833	13.2%	6720	776	11.5%	7492	780	10.4%
7	Construction	2831	1345	47.5%	2460	129	5.2%	2427	122	5.0%
8	Other Industries	56482	13309	23.6%	56566	9939	17.6%	50813	5171	10.2%
	Total	**215072**	**28803**	**13.4%**	**220894**	**20676**	**9.4%**	**222622**	**16697**	**7.5%**

Exposure to NCLT (Admitted) Accounts

As on 31.12.2023

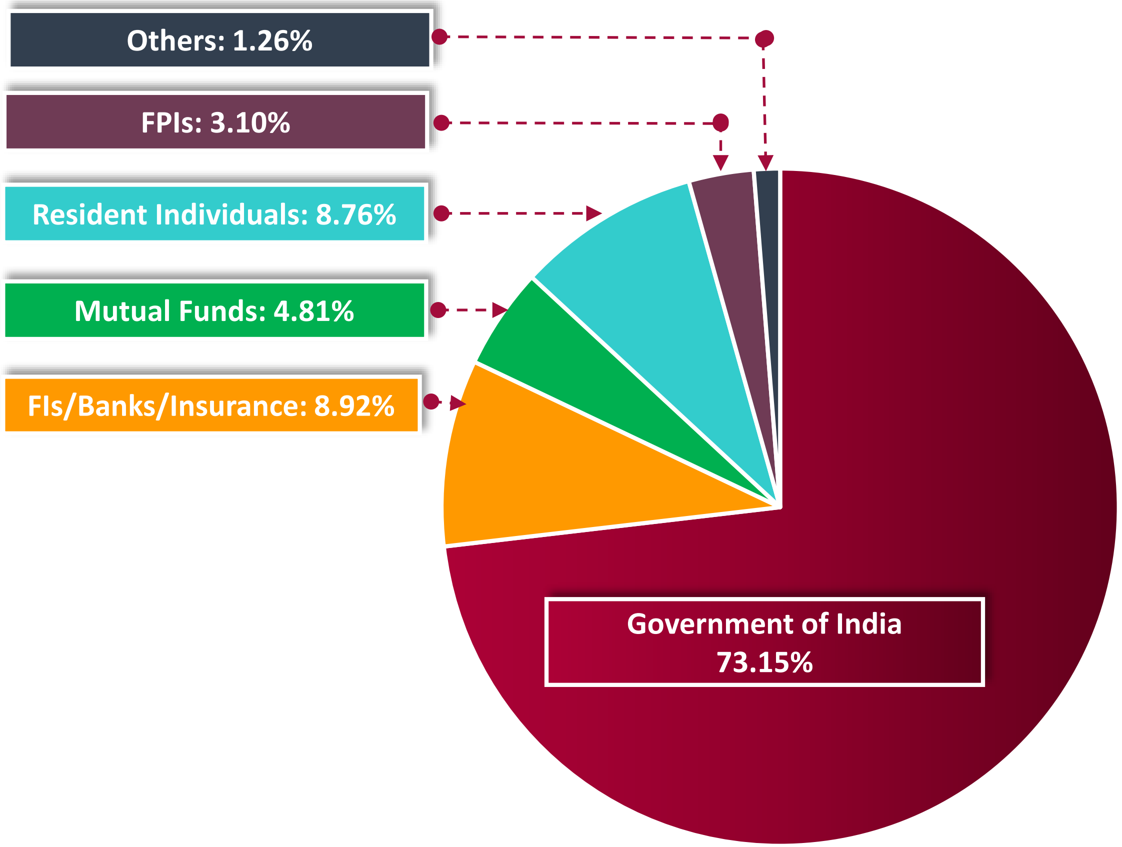
Amt ₹ in Crore

Sl.	Parameters	Accounts	Balance	Provision	PCR%
1	RBI list 1	4	3554	3554	100.00%
2	RBI list 2	10	4705	4705	100.00%
3	Filed by PNB	122	7643	7603	99.47%
4	Filed by Other Lenders	417	43662	43598	99.85%
5	Total	553	59564	59460	99.83%



Share Holding and Ratings

Shareholding as on 31.12.2023



Total No. of Shares: 1101.10 Crores

PNB's Rating

Moody's	Fitch
PNB's Rating- Baa3/P-3/ Stable	PNB's Rating- BBB-/F3/Stable

PNB's BOND RATING			
S.N	Rating Agency	Basel III	
		Additional Tier-1 Bonds Rating	Tier-II Bonds Rating
1	CRISIL Ratings	AA+/Stable	AAA/Stable
2	India Ratings	AA+/Stable	AAA/Stable
3	CARE Ratings	AA+/Stable	AAA/Stable
4	ICRA Ratings	AA+/Stable	AAA/Stable

RATINGS UPGRADED DURING Q3 FY'24

Rating Agency	CRISIL	ICRA
Tier 1	AA+/Stable ▲ (Upgraded from AA/Positive)	AA+ /Stable; ▲ (Upgraded from AA/Positive)
Tier 2	AAA/Stable ▲ (Upgraded from AA+/Positive)	AAA/Stable; ▲ (Upgraded from AA+ /Positive)

Capital Adequacy

Amt ₹ in Crore

Capital & CRAR

Sl.	Parameters	Dec'22	Mar'23	Sept'23	Dec'23
1	Total Capital (Tier I+II)	96385	102157	106839	107886
	CRAR %	15.15%	15.50%	15.09%	14.63%
Out of Which,					
2	Tier I	77700	83606	85116	86503
	Tier I %	12.21%	12.69%	12.02%	11.73%
2a	Common Equity	68983	73928	72434	72685
	CET-I %	10.84%	11.22%	10.23%	9.86%
2b	Additional Tier I	8717	9678	12682	13819
	AT-I %	1.37%	1.47%	1.79%	1.87%
3	Tier II	18685	18551	21723	21383
	Tier-II %	2.94%	2.81%	3.07%	2.90%

Risk Weighted Assets

Sl.	Parameters	Dec'22	Mar'23	Sept'23	Dec'23
1	Total RWA	636099	658982	708086	737201
Out of Which,					
a	Credit RWA	527908	551575	585005	615597
b	Market RWA	37972	37187	52027	50551
c	Operational RWA	70220	70220	71054	71054

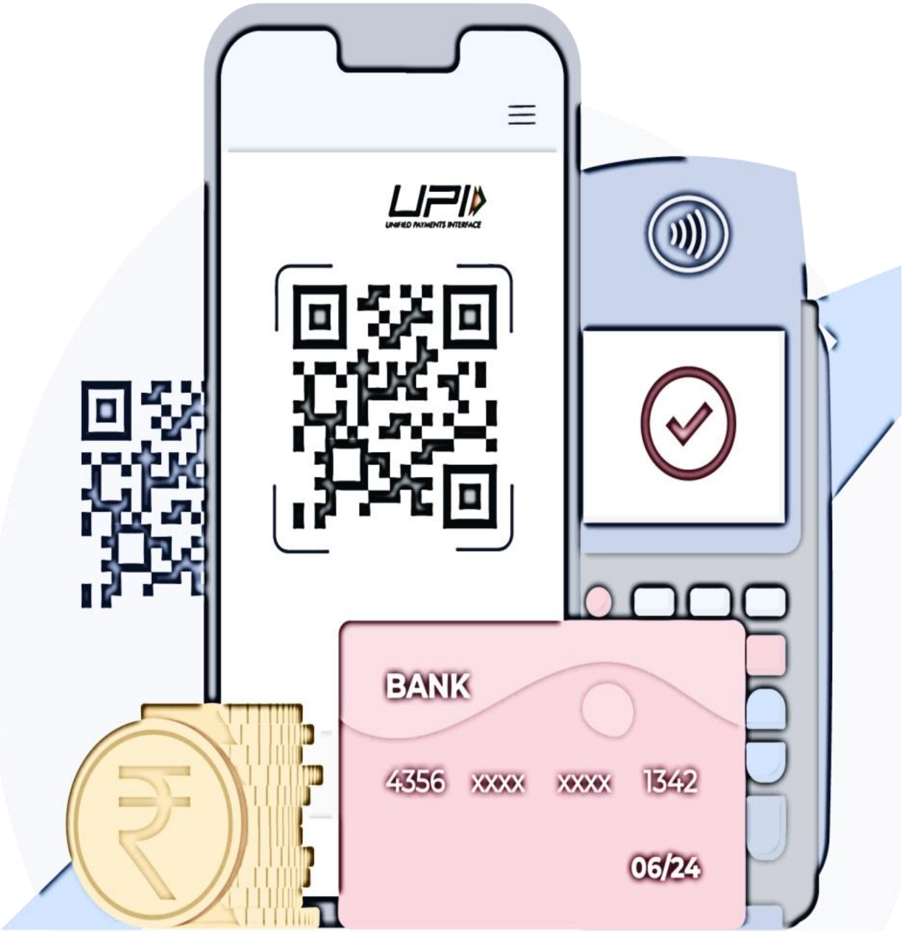
Increase in Credit RWA by Rs 27618 Cr on account of RBI guidelines towards Consumer Credit & Bank Credit to NBFCs dated 16/11/2023

Capital Raised During 9M FY23-24

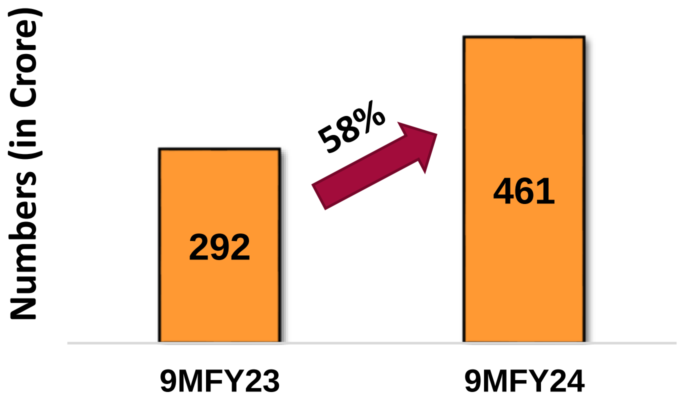
Type of Capital	Capital Raising Plan for FY'23-24	Amount Raised	Raised during
Tier I + Tier II	Rs 12000 Cr	Rs 7243 Cr	9MFY24
Out of Which,			
Tier-I (Raised through AT-I)	Rs 7000 Cr	Rs 3000 Cr	Q2FY24
		Rs 1153 Cr	Q3FY24
Total AT-I raised		Rs 4153 Cr	-
Tier-II	Rs 5000 Cr	Rs 3090 Cr	Q1FY24

Board Approval accorded for raising Equity Capital (QIP/FPO or any other permitted mode) upto Rs 7500 Crores during FY24-25

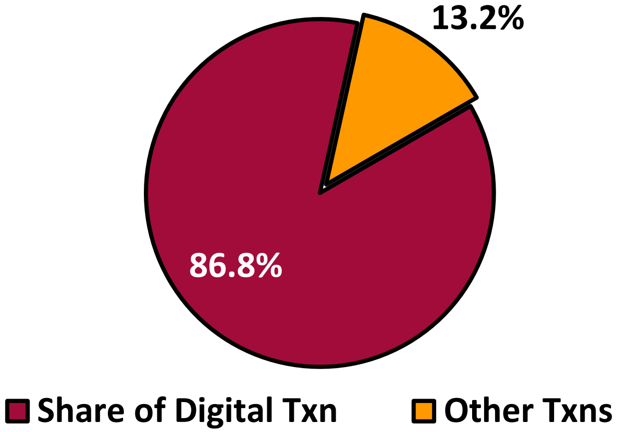
Augmenting Digital Base



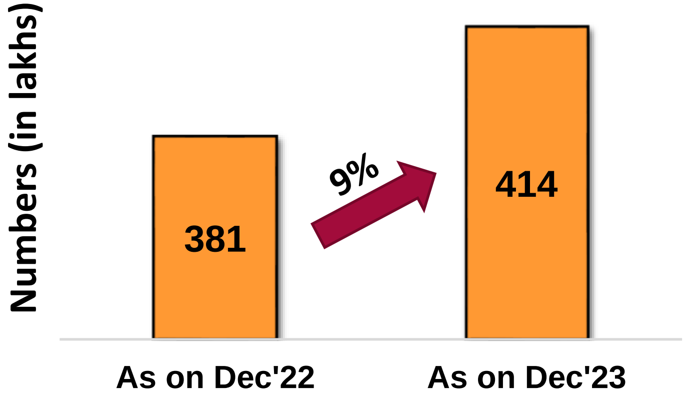
No. of Digital Transactions



Share of Digital Transactions –(9MFY24)

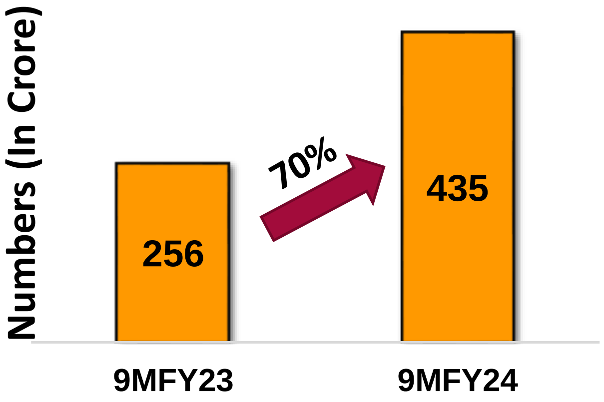


Internet Banking Users



UPI UNIFIED PAYMENTS INTERFACE

No. of UPI Transactions



PNB ONE - INCREASING PENETRATION

Metric	Dec'22	Dec'23
Avg Daily Downloads (Quarter)	26K	37K
Avg Daily Active Users (Quarter)	5.4 Lakh	9.5 Lakh
No. of Activations (Quarter)	15 Lakh	27 Lakh
Play Store Ratings	4.2	4.4

Metric	Dec'22	Dec'23
Avg Daily Activation (Quarter)	21K	38K
Avg Daily Login (Quarter)	11 Lakh	19 Lakh
Avg Daily Transactions (Quarter)	92K	165K
Active PNB One Users	95 Lakh	157 Lakh

just one app

Diversified Digital Reach Across All Segments

Retail

1. Pre Approved Personal Loan
2. Top-Up Pre Approved Personal Loan
3. Pre Qualified Credit Card
4. Online Credit Card against FD
5. Insta EMI Credit Card
6. Insta EMI Debit Card
7. Virtual Credit Card
8. e-OD against FD
9. Digital Home Loan
10. PNB Swagat (PL - New to Bank Cust)

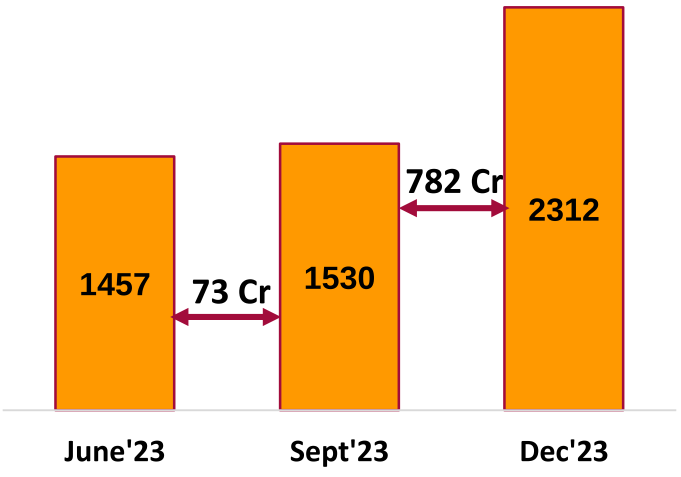
Agri

1. Krishi Tatkaal Rin
2. Digital renewal of KCC
3. Digi Gold Loan

MSME

1. STP e-Mudra
2. MSME Easy Renewal
3. Pre Approved Business Loan
4. STP GST Sahay
5. e-GST Express Loan
6. e-PM SVANidhi

Total Digital Loan Disbursed during the Quarter (Rs. in Crores)



Liabilities

1. Insta Saving Account
2. SB through Tab for Existing Customers
3. Current A/c opening through Video-KYC
4. Current A/c Opening Through Tab
5. Multi currency World Travel Card

Others

1. WhatsApp Banking
2. Revamped PNB One
3. Cash Management Services - Corporate
4. CMS – VAM (Virtual A/c Mgmt)
5. CBDC – Central Bank Digital Currency
6. e-SWAR- Soundbox for Bharat QR
7. Integrated Payment & Collection Services
8. CMS Auto Debit Mandate
9. Digital Document Execution

Customer Centric Major Digital Offerings

Processes

- ✓ PNB One registration with Aadhaar
- ✓ Account Aggregator in PNB LenS
- ✓ Credit Card Saral App -Digital onboarding
- ✓ UPI 123 - Feature Phone
- ✓ Cash Withdrawal Through UPI
- ✓ UPI Global – International Transactions
- ✓ Rupay Credit Card on BHIM UPI
- ✓ Digital KYC Updation
- ✓ PNB Shoppe
- ✓ Foreign Remittance Using PNB I-Banking

Portals

- ✓ Claim Settlement Portal
- ✓ PNB Saathi Portal for Pensioners
- ✓ Metaverse (Facebook)
- ✓ Customer 360 Dashboard
- ✓ Free CIC For Checking Credit Score
- ✓ Claim Settlement Portal

New Initiatives

Waiver of OTP authentication for bill payment, PPF, FD/RD, Emergency Services

PMJJBY & PMSBY using Jan Suraksha API through PNB One/Retail IBS.

Facility to manage **Rupay NCMC wallet** a/c through Retail IBS and PNB One

Online Locker Agreement Execution through NeSL

Central Bank Digital Currency: Launch of PNB Rupee Wallet App for customers

Online Portal for **Bank Guarantee Verification**

Pre-Filled Deposit Slip through PNB One

Financial Supply Chain Management: Financial Solution to optimize working capital and cash flows

Turbocharging Digitalization Journey-Way Forward

Digital Business Platform

- Single Platform for all Digital Journeys for customers
- integrated with Back office Functions for administrative and support purposes.

CRM

- Portal which will utilize detailed information about individual customers
- carefully managing all the customer touch points aims to maximize customer satisfaction
- Focus on Customer Loyalty

Next Gen Call Center

- Use of Artificial Intelligence
- Customer Segmentation
- Payment in Loan A/cs through IVR
- Introduction of new services through IVR
- Simplified 2 Factor Authentication for customers with multiple A/cs

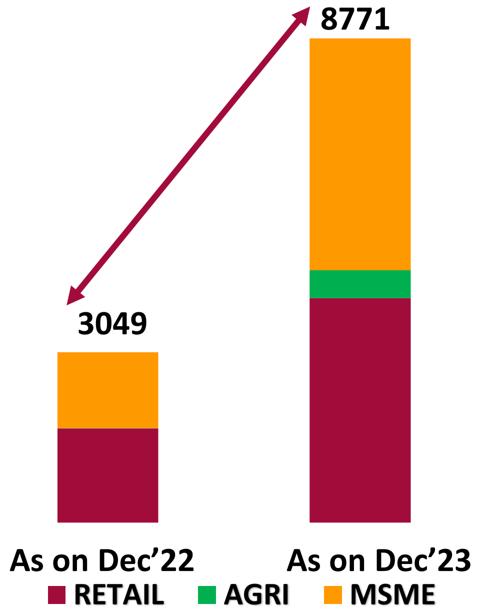
Corporate Mobile App

- Dedicated Mobile application for corporate customers.
- Enhanced security
- Easy to use interface

Data Analytics – Insights Through Analytics

Analytics Based Business Augmentation

(Amt ₹ in Crores)



Business

- ***Analytics based leads*** across business segment.
- ***Transaction Based*** *Leads for Retail products*
- *Machine Learning (ML) Based Product penetration in* ***KCC customers***.

Profitability

- *Machine Learning Based* ***Optimization of ATM/BNA*** *network.*
- ***Capital*** *Optimisation*
- *ML based* ***cash retention limit*** *for ATM/BNA*
- ***Advanced Customer Churn Prediction***

Collections & NPA Management

- *Analytics Based* ***Digital Collection Mechanism*** *to prioritise collection efforts*
- *ML Based* ***default prediction***.

Risk Mitigation

- ***Proactive approach*** *for reducing the delinquency.*
- *ML Based* ***categorization of high risk branches*** *for better supervision.*

Upcoming Initiatives

- Customer Outreach on Whatsapp
- AI CHATBOT
- Leveraging Unstructured data
- Risk Supervision using AI/ML

Cyber-Security – Keeping Cyber Threats at Bay

CONTROLS ACROSS ALL LAYERS

Infrastructure Security
Ensuring overall IT infrastructure security

Network Security
Ensuring network access is controlled and managed and known attack types at network level are addressed

Identity Access Management
Managing user authentication and authorization

Data Security
Data protection (rest & in motion) with information mgmt and malware protection

Endpoint Security
Data, information and malware protection on end-user devices

Monitoring
Anomaly detection and analysis through continuous monitoring

MAJOR INITIATIVES

- **ISO 27001:2013 certification** is implemented for data centers, Disaster Recovery Centers (DRC), and Network Operation Centers (NOC)
- **Cyber Security Centre of Excellence**
  - **Attack Surface Monitoring:** Active Monitoring of all the public facing assets of our bank.
  - **Threat Intelligence Services:** Group-IB, Computer Emergency Response Team-IT, National Critical Information Infrastructure Protection Centre (NCIIPC) - Integrated with SIEM
  - **Breach & Simulation System (BAS):** Achieved through RED TEAMING on regular basis
- **Cyber Security Analytics Centre**
  - Managing **Cyber Security Operation Centre (C-SOC)** on 24 X 7 basis
  - Analysing the security operation centre report with respect to breach of the identified threats
  - **180 dashboards** for real time monitoring of events operational.
- **Pre-Live Audit of Applications**

Upcoming Initiatives

- Implementation of Security Information and Event management (SIEM) with AI/ML and Data lakes capability
- Augmentation of External and Internal Perimeter Security setup including (Firewall, Threat Intelligence, etc.)
- Consolidation & Upgradation of End Point Security Setup

HR Transformation Project

UDAAN

Developing the best version of you

- **Clarity of roles & expectations** from each employees with well-defined, measurable KRAs.

Role Clarity Tool

- **Targets based** on historical CAGR, pin code level market performance data and risk appetite.

Target Setting Tool

- **Clear tracking, measurement & visibility of performance metrics** to identify improvement areas
- **Performance Dashboard & PMS Profiler Tools** to enable real-time monitoring.
- **Business target linked** to the reality of local market through scientific tool.

Performance Monitoring System

- **Job Family** for 46K+ officers over 9 Job Families has been allocated .
- **Job family wise** grooming plan is being prepared for Capacity building and hand holding of the staff in the respective Job Family

Job Family

- Comprehensive **LDP** to prepare future Bank leaders on **behavioral aspects for 900+ Officers.**
- LDP ongoing for Top Management Officials along with **One-to-One Coaching Sessions**.

Leadership Development Program (LDP)

- Designed to **identify and nurture high-potential successors** for all critical roles within our bank
- Ensuring **seamless transition of leadership** and fostering a culture of continuous growth.

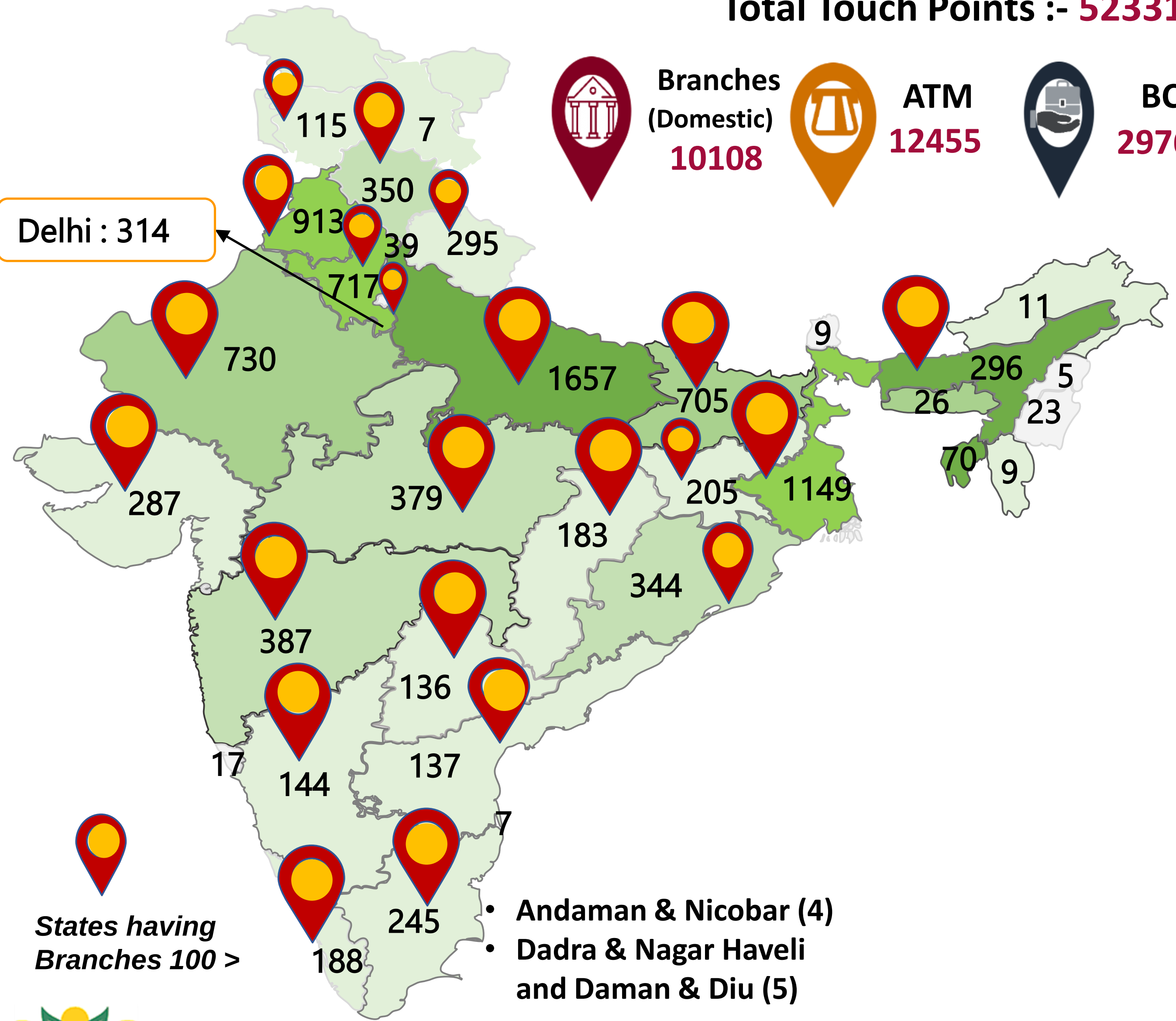
Succession Planning

Distribution Network & Social Media Presence

As on 31.12.2023

Total Touch Points :- 52331

Branches (Domestic)	ATM	BCs
10108	12455	29768



States having Branches 100 >

- Andaman & Nicobar (4)
- Dadra & Nagar Haveli and Daman & Diu (5)

International Presence

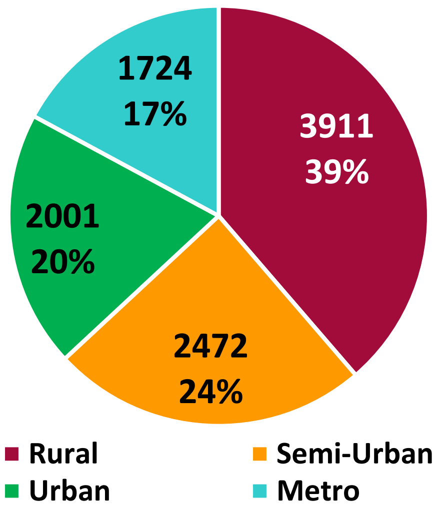
Branches at:- Dubai and Gift City, Gandhinagar

Subsidiaries:-London(UK) and Bhutan

Joint Venture:- Nepal

Representative Offices:- Myanmar and Bangladesh

Population Group Wise Branches



		YoY
YouTube	1,72,033	62.30%
Facebook	21,20,708	23.95%
LinkedIn	1,25,982	17.47%
X	4,39,868	22.49%
Instagram	2,22,715	93.87%
Koo	47,532	18.53%

PROJECT PALAASH

Highlights | Business | Financial | Asset Quality | Share/ Capital | Digitalization | HR/Network/GB/RRB | ESG/ Award

Group Structure of the Bank

PNB

Subsidiaries

Domestic

1. PNB Cards & Services Ltd. – 100%
2. PNBISL -100%
3. PNB Gilts Ltd - 74.07%

Foreign

1. PNBIL, London - 100%
2. DRUK PNB Bank Ltd, Bhutan - 51%

Associates & Joint-Venture

Domestic

1. PNB Housing Finance Ltd – 28.13%
2. PNB MetLife India Insurance Co. Ltd - 30%
3. Canara HSBC Life Insurance Co. Ltd (CANH)– 23%
4. India SME Asset Reconstruction Co. Ltd (ISARC) – 20.90%

Foreign

Everest Bank, Nepal-

20.03%

RRB

35% stake in each one:-

1. Dakshin Bihar Gramin Bank
2. Sarva Haryana Gramin Bank
3. Himachal Pradesh Gramin Bank
4. Punjab Gramin Bank
5. Prathama UP Gramin Bank
6. Assam Gramin Vikash Bank
7. Bangiya Gramin Vikash Bank
8. Tripura Gramin Bank
9. Manipur Rural Bank

Performance of Subsidiaries, Associates, Joint Venture & RRB's

Amt ₹ in Crore

Name of the entity	Results (3/6/9/12 M)	Total Income	Total Expenses	Gross Profit	Net Profit
PNB Housing Finance Ltd	Dec'23 (9M)	5585	3797	1788	1334
PNB Investment Services Ltd.	Dec'23 (9M)	8.67	4.48	4.19	3.12
PNB Cards & Services Limited	Dec'23 (9M)	13.36	11.30	2.06	1.48
PNB Gilts Ltd.	Dec'23 (9M)	1108	1099	12.56	1.60
PNB MetLife India Insurance Co. Ltd	Sept'23 (6M)	6247	6153	94	91
Canara HSBC Life Insurance Co. Ltd	Dec'23 (9M)	5497	5407	90	77
PNB (International) Ltd. (London) *(FY : 1st April to 31st March)*	Mar'23 (12M)	431	274	157	68
India SME Asset Reconstruction Co. Ltd	Sept'23 (6M)	4.27	2.25	2.02	1.51
Druk PNB Bank Ltd. (Bhutan) *(FY : 1st January to 31st December)*	Dec'22 (12M)	167	121	46	21
Everest Bank Ltd. (Nepal) *(FY : 16th July to 15th July)*	July'23 (12M)	1502	1201	301	210

Performance of RRBs

Consolidated Position	Q3 FY'23 Dec'22	Q3 FY'24 Dec'23	YOY
Business	193241	211607	9.5%
Loans and advances	69350	77514	11.8%
Deposits	123891	134093	8.2%
Capital Adequacy Ratio	12.02%	12.07%	0.4%
Total Income	7893	9694	22.8%
Operating profit	2128	2109	-0.9%
Net profit	-92	522	-ve to +ve

Bank's ESG Highlights

Environmental

- PNB Palaash – Go Green Initiate of PNB
  - ✓ 21000+ employees trained over 128 sessions
  - ✓ Planted more than 1 Lac trees.
  - ✓ EV charging station in Head Office
  - ✓ Cycle Parking Zone at HO
  - ✓ E vehicle Financing of Rs.507 Crores done
  - ✓ Encouraging employees for CFA and GARP's ESG certification
  - ✓ Environmental Awareness Courses and Podcasts on Bank's Learning Portal
- Focus on Digital products
- Rs.3,039 crores sanctioned for Green Finance and Rs.23,664 crores sanctioned for Renewable Energy Projects since inception.
- Solar Energy Plant installed at various Buildings
- Bank's Head Office is GRIHA 5-Star rated Green Building.
- Installed Occupancy Sensors, Sewage Treatment Plant, Rain Water Harvesting system etc. in Bank's buildings.

Social

- 12 Farmer Training Centers imparted training to 24,840 persons during Q3'FY24.
- 175 Financial Literacy Centres conducted 2162 seminars programs and provided training to 87,309 persons during Q3 FY'24
- 76 RSETIs imparting training to rural population. 15,245 persons were trained during Q3, FY'24. Of which, 78% of BPL families and 79% are women
- Under CSR policy, bank had taken various initiatives for disadvantaged and social strata of the society.
- Newly introduced Gender Diversity Policy to promote equal opportunities for women employees
- 20,818 startups for Women/SC/STs established under StandUp India

Governance

Well defined policies and SOPs such as -

- Cyber Security Policy
  - ✓ Initiated Cyber Security Centre of Excellence
  - ✓ Initiated Cyber Security Analytics Centre
- Whistle Blower Policy
- Customer Rights Policy
- Equal Opportunity Policy
- Technology driven Customer Grievance Redressal System for Timely & Faster resolution.
- Compliance Monitoring Tool.
- PNB SAMADHAAN for Grievance redressal of employees.
- New Enterprises Fraud Risk Management (EFRM) for prevention of unauthorized electronic banking transactions.

Awards & Accolades

1

IBSi Global Fintech Innovation Awards

- Best Digital Channel/Platform for the PNB ONE-Super App
- Best Transaction Banking Implementation

2

SCOPE Meritorious Awards

Innovative Practices in Women Empowerment 2016-17 Commendation Certificate

3

In EASE Reform Index for Q2FY'24 PNB reached at 3rd Number

E A S E

Ranked No.1:

Theme 2: Digital & Analytics Driven Business Improvement

Theme 3: Tech & Data Enabled Capability Building

Ranked No 3:

Theme 4: Developing People & Enhancing HR Operations

4

Jagdish Sheth School of Management (JAGSoM)

Recognition for Excellence in Customer Service

5

23rd Greentech Environment Award 2023

Outstanding achievements in "Environmental Excellence"

6

Warehousing Development and Regulatory Authority

2nd Position among PSBs with Highest Pledge Finance

Guidance vs Actuals for December'23

Parameters	Guidance for FY'24	Actuals Jun'23 (3M)	Actuals Sept'23 (HY)	Actuals Dec'23 (9M)
Credit Growth % (YoY)	12% - 13%	14.58%	13.43%	**12.90%**
Deposit Growth % (YoY)	10% - 11%	14.18%	9.75%	**9.35%**
CASA Share %	43% - 44%	41.90%	42.15%	**42.47%**
Operating Profit (YOY)	10% - 12%	10.90%	11.31%	**11.12%**
Net Interest Income (YOY)	Around 10%	26.00%	22.84%	**18.91%**
NIM %	Around 2.9% - 3.0%	3.08%	3.09%	**3.11%**
Gross NPA %	Below 6% *(revised from Below 7% in Sep'23)*	7.73%	6.96%	**6.24%**
Net NPA %	Below 1% *(revised from Below 2% in Sep'23)*	1.98%	1.47%	**0.96%**
PCR % (incl TWO)	Around 90%	89.83%	91.91%	**94.28%**
Credit Cost	1.50% - 1.75%	1.99%	1.67%	**1.56%**
Total Recovery	Rs. 22,000 Crores	Rs.5416 Crores	Rs.10,949 Crores	**Rs.17,337 Crores**

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Easy HOME LOAN from PNB Housing
DOORSTEP SERVICES
LOAN UP TO 90%
30 YEARS LOAN TENURE


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Go global with your savings game!
Interest earned is exempt from Income Tax*
NRE account is maintained in Indian Rupees(INR)
Saving, Current, FD & RD


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No branch visit & documentation
Zero joining fee
Instant EMI on purchase


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with PNB Agriculture
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