



FINANCIAL RESULTS FOR QUARTER ENDED 30th SEPTEMBER'2019

PERFORMANCE HIGHLIGHTS for Q2 FY'20

- ❖ Domestic Deposits increased YOY by 8.2% to Rs. 6,73,078 crore as at the end of September'19 from Rs. 6,22,329 crore in September'18.
- ❖ Gross Domestic Advances have increased YOY by 2.2% to Rs 4,55,130 crore as at September'19 from Rs 4,45,301 crore in September 2018.
- ❖ **Bank's Operating Profit increased YOY by 25.4% to Rs. 3562 crore during Q2 FY 20 from Rs. 2839 crore during Q2 FY 19.**
- ❖ **Bank registered a Net profit of Rs 507 crore during Q2 FY 20.**
- ❖ CRAR as per Basel III improved to 14.07% in September'19 from 10.08% in September'18.
- ❖ Operating Income grew YOY by 14.9% YOY to Rs 6529 crore in Q2 FY'20 from Rs 5684 crore in Q2 FY'19.
- ❖ Net Interest Income (NII) increased to Rs. 4264 crore in Q2 FY 20 from Rs. 3974 crore in Q2 FY 19, an increase of 7.3 % YoY.
- ❖ Non interest income increased YOY by 32.5% to Rs. 2265 crore during Q2 FY 20 from Rs. 1710 crore during Q2 FY 19.
- ❖ CASA Deposits grew by 9.4% YOY to Rs. 292940 crore in September'19, from Rs 267726 crore in September'18. Domestic CASA Share improved by 52 bps to 43.51% in September'19 from 42.99 % in September'18.
- ❖ CASA deposits were driven by 8.5% YOY growth in savings deposits to Rs. 247125 crore in September'19.
- ❖ Retail Credit grew by a robust 18.8% YoY to Rs. 96,457 crore in September'19 from Rs. 81198 crore in September'18. Housing loan grew by 27.9% YOY to Rs. 56,586 crore in September'19 from Rs. 44232 crore in September'18. Agriculture credit grew YOY by 9.72% YOY to Rs 80408 crore in September 2019.
- ❖ Domestic Net Interest Margin (NIM) improved to 2.39 % in Q2 FY 20, from 2.36 % in Q1 FY 20.
- ❖ GNPA ratio at 16.76 % is down 40 bps YoY in September'19 from 17.16 % in September'18.
- ❖ NNPA ratio at 7.65 % is down 125 bps YoY in September'19 from 8.90 % in September'18.
- ❖ Provision Coverage Ratio (PCR) improved significantly by 666 bps YoY from 66.92 % in September'18 to 73.58 % as on September'19.
- ❖ Bank's Stressed Assets ratio at 17.23 % is down by 66 bps YoY in September'19 from 17.89 % in September'18.
- ❖ Improvement in Business per employee to Rs. 1674 lacs in September'19 from Rs 1544 lacs in September'18.

OTHER HIGHLIGHTS FOR THE QUARTER ENDED SEPTEMBER 30, 2019

PRIORITY SECTOR

- The Bank has achieved National Goals in Priority sector and agricultural credit at 40% and 18.68% of ANBC, as against the prescribed target of 40% and 18%, respectively.

- Credit to Small and Marginal farmers grew by 18.6% YOY to reach Rs. 39,919 crore in September 2019. National Goal achievement is 9.27% of ANBC, exceeding the target of 8.0%.
- Credit to Weaker Sections grew by 14% YOY stood at Rs. 50,909 crore in September 2019. National Goal achievement is 11.83% of ANBC, exceeding the target of 10%.
- Credit to women beneficiaries stood at Rs. 29,856 Crore as on 30.09.19, with a yoy growth of 9%. The Bank has achieved National Goal at 6.94% of ANBC as against the target of 5%.

FINANCIAL INCLUSION

- Amount mobilized under Pradhan Mantri Jan Dhan Yojana (PMJDY) stood at Rs. 5144.48 crore as on 30.09.19.
- Business mobilized by BCs reached Rs. 3362.93 crore with a YoY growth of 18.36%.
- Income from Financial Inclusion stood at Rs. 35.84 crore, as on 30.09.19.
- Enrollment under PMJJBY, PMSBY & APY:-

(No. In Lacs)

JANSURAKSHA SCHEME ENROLLMENT UP TO	SEPTEMBER'18	SEPTEMBER '19
Pradhan Mantri Jeevan Jyoti Bima Yojana	14.33	16.46
Pradhan Mantri Suraksha Bima Yojana	66.80	71.72
Atal Pension Yojana	3.47	4.42

DIGITALIZATION

- PNB's ChatBot under name of "PIHU (PNB Instant Help for you)" is launched on Internet Banking platform. It is powered by Artificial Intelligence technology providing powerful automated customer service.
- Increase in Internet Banking Services users to 167.66 lac with YoY growth of 22.95%.
- PNB One Users increased to 10.46 lakhs in Sep'19, from 3.79 lakhs in Mar'19.
- More than 53.5% of the Bank's transactions are through Alternate Delivery channels.

NETWORK

- As on 30.09.2019, Bank has 23970 touch points including domestic branch network of 7040 along with 8985 ATMs and 7945 BCs.

NEW INITIATIVES

- **Several value addition undertaken in PNB ONE like** premature FD Closure, opening Recurring Deposit, performing NEFT, RTGS & IMPS transactions, viewing Interest Certificate of Loans & Deposits and setting overall limit upto 10 lakhs.
- **PNB FASTag Issuance through Branches:** PNB FASTag program is part of National Electronic Toll Collection (NETC) initiative rolled out by NPCI. The FASTag(s) are being sold to existing retail customers through branches.
- **Implementation of PNB VERIFY in Retail Internet Banking:** PNB VERIFY is integrated with IBS-Retail as an alternative option to SMS OTP for all financial and certain non-financial transactions like Confirming beneficiary, Enabling transaction password, Changing account access, Changing Limits and Changing image/phrase.
- **OTP authentication for Tax Payments for Corporate Internet Banking Customers:** In IBS Corporate, bank will provide OTP facility to specific IBS Corporate customers at the time of authenticating transaction of Tax Payments.

- **Co-Origination Model-** RBI has introduced the concept of Co-origination Model for providing much needed competitive credit to priority sector in collaboration with NBFCs (Non deposit taking). Bank has signed a MOU with Edelweiss finance limited for expanding MSME portfolio under Co-origination model.
- **Online Portal for in principal sanction of small loans upto Rs. 1,00,000 to MSEs :** As per PSB Reforms Agenda – EASE of MoF, Bank has developed an Online Portal for automated decision making for all micro enterprises loans upto Rs.1,00,000/- to reduce Turn Around Time. Till now, around 583 MSME applications have received in principal approval through this portal.
- **E-TReDS:** Bank has launched e-TReDS scheme for online discounting of trade receivable of MSME RMCs. The Bank is on-boarding & starting the operations on the TReDS platform through M1 platform.
- **The system of Online Loan application** has been revamped to accept all types of Agricultural Loans. The effective use of the facility will help us in providing a competitive edge in the market.
- More than 95% new accounts are opened in Lending Automation Processing System (LAPS) under agriculture.
- **Portal/Mobile APP for Monitoring of Agriculture Officers** on Real Time basis.
- **Promoting SHG Bank Linkage particularly in NLRM** intensified 250 districts.
- **Opening and operations in SHG accounts** under dual authentication facility at BC Locations.

AWARDS & ACCOLADES

- PNB awarded '**Bank of the year**' award by Indo-American Chamber Of Commerce (IACC) on 13th September 2019.
- PNB awarded **First Prize for Rajbhasha Kirti Award** on 13th September 2019.
- PNB was awarded '**Digital Payments Award 2018-19**' for outstanding performance in digital payments under DigiDhan Mission (50-100 crore target) by MeITY.
- PNB **won SCOPE Corporate Communication Excellence Award 2019** –Third prize in the category of Crisis Handling on 3rd August 2019.

New Delhi

Date: 05.11.2019