

TOTAL BUSINESS CROSSES Rs.5.55 lakh crore
NET INTEREST INCOME SURGES BY 39.3%
NET INTEREST MARGIN IMPROVES TO 3.96%
NET PROFIT RECORDS 13.5% GROWTH TO REACH Rs.4433 crore
OPERATING PROFIT GROWS BY 23.6% TO TOUCH Rs.9056 crore

PNB continues to be **NUMBER ONE** amongst nationalized banks in :

Highest Net Profit	Rs 4433 crore	(13.5%)
Highest Operating profit	Rs 9056 crore	(23.6%)
Highest Business	Rs 5.55 lac crore	(27.3%)
Highest Deposits	Rs 3.13 Lac crore	(25.5%)
Highest Advances	Rs 2.42 Lac crore	(29.7%)
Highest CASA	Rs 1.20 Lac crore	(18.1%)
Total Assets	Rs 3.78 Lac crore	(27.5%)
Highest Customer Base	6.3 crore	
Largest Network	More than 5100 branches	



- CASA share of the Bank is high at 39.16% (YoY growth of 18.1%)
- Net Interest Income grew by 39.3%, while NIM improved to 3.96%
- Earnings per Share increased to Rs.140.60
- Backed by the profit of the Bank, the Board of Directors proposed a Dividend of 220%.

Performance Highlights for the Q4 FY'11 and Year ended March 2011

Profit

- **Net Profit** of the Bank for the quarter ended March 2011 (Q4 FY'11) amounted to **Rs. 1201 crore** as against Rs.1135 crore last year, registering a YOY growth of **5.8%**.
 - **Net Profit of the Bank for Financial Year ended March 2011** amounted to **Rs.4433 crore** as compared to Rs.3905 crore last year, recording a y-o-y growth of **13.5 %**.
- **Core Net Profit** (excluding treasury operations) in Q4 FY'11, **amounted to Rs.1101 crore**, registering yoy growth of 10.8%.
 - **Core Net Profit** (excluding treasury operations) in FY 2010-11 **amounted to Rs.3987 crore** registering a **stellar YOY growth of 31.4%**.
- **Operating Profit for Q4 FY'11** stood at **Rs.2508 crore** in as against Rs.2332 crore in Q4 FY'10, registering a YOY growth of 7.5%.
 - **Operating profit of the Bank during the Financial Year ended March 2011** grew by **23.6%** to reach **Rs.9056 crore** from Rs 7326 crore.
- **Core Operating Profit** (excluding treasury profit) in Q4 FY 2011 grew by **11.8%** to reach **Rs.2455 crore**.
 - **Core Operating Profit** (excluding treasury profit) in FY'11 rose by robust **34.2%** to **Rs.8757 crore**.

Business

- **Total Business** of the Bank reached **Rs.5,55,005 crore** as against Rs. 4,35,931 crore in March 2011, showing a y-o-y growth of **27.3%**.
- **Deposits** of the Bank rose to **Rs.3,12,899 crore** as on 31.03.2011 from Rs 2,49,330 crore as on 31.03.2010, exhibiting a y-o-y growth of **25.5%**.
- **CASA deposits** increased to **Rs.1,20,325 crore** in March'11 from Rs.1,01,850 crore in March'10, recording a growth of **18.1%**.
 - **CASA share** stood at **39.16%** at FY ended March'11.
 - **Saving deposits** increased by **19.7%** to **Rs. 93,487 crore** while **Current deposits** rose by **13.2%** to **Rs. 26,838 crore**.
- **Advances** of the Bank at **Rs.2,42,107 crore** at the end of March'11 grew by robust **29.7%** as against Rs.1,86,601 crore at the end of March'10.
- **Credit Deposit Ratio** increased to **77.38%** as at March'11 from 74.84% in March'10.

Income

- **Total income** during **Q4 FY'11** rose by **31.2%** to **Rs.8586 crore** due to healthy growth of **33.2%** in **Interest Income**.
 - **Total income during FY 2011 increased to Rs.30,599 crore, recording a growth of 22.2% on account of 26% growth in Interest Income.**
- **Net interest income** for Financial Year ended March'11 improved by **39.3%** to **Rs.11,807 crore** (Q4 FY'11: Rs.3029 crore; Growth: 22.4%).
- **Non-Interest Income** in Q4 FY'11 amounted to **Rs.1145 crore** (19.6% growth) and **Rs.3613 crore** for FY ended March'11.

Important Ratios

- **Gross NPA ratio** stood at **1.79%** as at March'11 whereas **Net NPA ratio** was **0.85%**.
- **Provision Coverage Ratio** at **73.21%** was above stipulated 70% level.
- **Net Interest Margin (NIM)** improved to **3.96%** for FY ended March'11 from 3.57% in the previous year.
- **Return on Assets** stood at **1.34%** in the Q4 FY'11. (FY ended March'11: 1.34%).
- **Cost of Deposit** stood at **5.64%** for Q4 FY'11 and **5.24%** for FY ended March'11.
- **Cost to Income ratio** stood at **39.93%** in Q4 FY'11 and **41.27%** in FY ended March'11.
- **Return on Equity** stood at **23.97%** in Q4 FY'11 and **22.13%** in FY ended March'11.
- **Earnings Per Share** (annualized) was **Rs.154.52** for the Q4 FY'11 against Rs. 143.99 last year (FY ended March'11: **Rs. 140.60** against Rs.123.86 in March'10)
- **Book Value per Share** improved to **Rs.632.48** in March'11 as against Rs.514.77 in March'10.
- **CRAR** of the bank was comfortable at **12.42%** under **BASEL-II (Tier-I Capital: 8.44%; Tier-II Capital: 3.98%)**

Retail Credit

- Retail loans outstanding grew by **22.94%** on YoY basis to cross **Rs. 23,600 crore** at end of March'11 as against Rs.19,214 crore in corresponding last year.
 - Good y-o-y growth in Reverse Mortgage scheme (42.56%), Pensioners loan portfolio (30.47%), Car/Vehicle loan (24.22%) and Education loan (24.14%).
 - **Gold loan** portfolio rose by robust **91.48%** to **Rs. 375.64 crore**.

International Forays

- Bank has established overseas footprints via **4 overseas branches and an offshore banking unit in Mumbai, wholly owned subsidiary in UK with 7 branches & a subsidiary each in Kazakhstan & Bhutan, 4 Representative offices and one joint venture with Everest Bank Ltd., Nepal.**
- Bank has acquired a controlling stake of **63.64% in JSC Dana Bank, Kazakhstan.**
 - Bank's future overseas forays include **a wholly owned subsidiary in Canada and opening Rep-office in Sydney, Australia.**

Delivery Channels

- Bank's branch network stands at **5189** (including 28 extension counters).
- **5050 ATMs** and around **133 lakh card holders.**
- More than **13 lac internet banking users** with 21 lac customers availing SMS facility.
- More than 28% of business is being conducted through Alternate Delivery Channels.

CSR initiatives

- Launched "**PNB VIKAS**", scheme for integrating development of adopted villages on a sustainable basis. Under this, the Bank has adopted **117 villages** (60 in lead districts and 57 in non lead districts) across India.

Priority Sector

- PS Advances grew by **18.63%** to **Rs.75,652 crore** and accounted for 40.67% of Adjusted Net Bank Credit (ANBC) as against the stipulated ratio of 40%.
 - Outstanding Agricultural advances grew by **17.40%** to **Rs.35,462 crore**, constituting 19.30% of ANBC and exceeding the stipulated ratio of 18%.
 - Issued **36.16 lakh** Kisan Credit Cards till March 31st, 2011 with an enhanced limit of Rs.20 lakh.

Micro, Small & Medium Enterprises

- Credit to MSME sector rose to **Rs.45,296 crore** as at end of March'11 from Rs.35,034 crore last year, recording a growth of **29.29%**.
 - Credit to **Micro & Small Enterprises** grew by over **25%** to **Rs. 35,032 crore** as on 31.03.2011.
 - As a result, share of MSME advances in total credit improved to **20.21%** during the year.
- Credit to Micro enterprises grew by **robust 44.74%** to **Rs.14,370 crore**, accounted for 51.47% of MSE advances as against the stipulated ratio of 50%.

Financial Inclusion

- Opened **73.33 lakh "No Frill"/PNB Mitra accounts** out of which **40.89 lac** are ICT based accounts.
- Under FI plan, Bank has covered **2186** villages through BCs during FY 2010-11.

Empowerment Initiatives

- Around **1.13 lakh** people made enquires, **73,856** attended seminar and **74,861** availed facility through **58 Financial Literacy and Credit Counseling Centers (FLCCs)**; Imparted free of cost training to **27,303** and **3.23 lakh** persons by **30 PNB RSETI's** and **9 Farmers' Training Centres**, respectively.
- Formed "**PNB Prerna**", an Association of the wives of the Top Executives, to take forward CSR agenda of the Bank. The Association undertook various initiatives like donation of books and computers to facilitate empowerment of children from underprivileged segments.

New Initiatives

- An MoU signed with Indian Army Authorities for opening of salary accounts of Army Personnel under "**PNB Rakshak**" Scheme.
- Launched customized offers for LIC Agents, Doctors, Tour & Travel operators, etc for meeting their specific requirements.
- Entered into Rupee Drawing Arrangements (RDA) with 29 Exchange Houses in Gulf countries and one in Singapore to facilitate remittances from NRIs
- Tie up arrangements with **TATA AIG** and **Kotak Mahindra Old Mutual Life Insurance Ltd. (KLI)** offering life Insurance cover to borrowers to provide value addition to Housing and Education Loan Schemes.
- Branches equipped with **Retail Loan Appraisal-cum-Approval Software** for speedy processing of loan applications and faster service to retail customers.
- Soft launch of Corporate Credit Card with Corporate Liability in January 2011.
- Introduced a modified "**Micro Credit- SHGs- Non Govt Sponsored Scheme**" for financing of SHGs promoted by Bihar Rural Livelihoods Promotion Society (JEEVIKA).
- Developed web based software called **Fixed Assets Management System (FAMS)** to centralize upkeep and maintenance of Bank records of capital expenditure on fixed assets.

Recent Awards and Accolades

- **Received Gold trophy of SCOPE Meritorious Award for Best Managed Bank, Financial Institution or Insurance Company** for the year 2009-10 by Standing Conference of Public Enterprises, from the president of India.
- PNB adjudged as **Top Indian Company under "Banks" Category by Dun and Bradstreet – Rolta Corporate Award 2010.**
- "**Golden Peacock Corporate Social Responsibility Award 2011**" by Institute of Directors.
- **Best Corporate Social Responsibility Practice Award, 2011** by Bombay Stock Exchange for second year in a row.
- "**BML Munjal Award for Excellence in Learning & Knowledge Development**" by Hero Mindmine Institute.
- "**Golden Peacock National Training Award – 2011**" for the Best Training Provided by Institute of Directors.
- Bagged Second Prize under the category of "**Best Wind Power Project Financier**" 2011 by World Institute of Sustainable Energy.

New Delhi

Date: 4.05.2011