

# FINANCIAL RESULTS

## Q4 & FY'23 March'2023

19<sup>th</sup> May 2023



1

***Key Highlights*** | **3-5**

2

***Business Performance*** | **6-17**

3

***Financial Performance*** | **18-25**

4

***Asset Quality*** | **26-33**

5

***Shareholding & Capital*** | **34-35**

6

***Digitalization*** | **36-40**

7

***Network, Group Business,  
RRBs & HR*** | **41-44**



8



***ESG, Awards & Guidance*** | **45-47**



# Key Highlights : Q4 FY'23

## Profitability



 **₹ 1159 Cr**  
473.6% YoY   
**Net Profit**



 **₹ 5866 Cr**  
11.4% YoY   
**Operating Profit**



 **₹ 9499 Cr**  
30.05% YoY   
**Net Interest Income**



 **3.24%**  
48 bps YoY   
**Global NIM**

## Asset Quality

 **8.74%**  
304 bps YoY   
**GNPA %**

 **2.72%**  
208 bps YoY   
**NNPA %**


 **86.90%**  
530 bps YoY   
**PCR (Inc.Two) %**



 **1.72%**  
73 bps YoY   
**Credit Cost %**

## Business

 **₹ 2165844 Cr**  
12.14% YoY   
**Global Business**

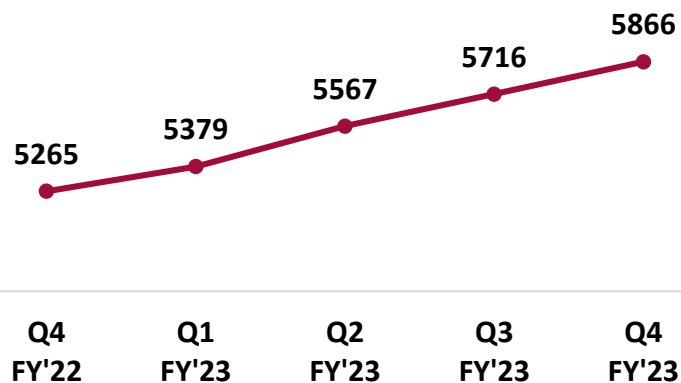
 **₹ 1281163 Cr**  
11.77% YoY   
**Global Deposits**

 **₹ 884681 Cr**  
12.68% YoY   
**Global Advances**

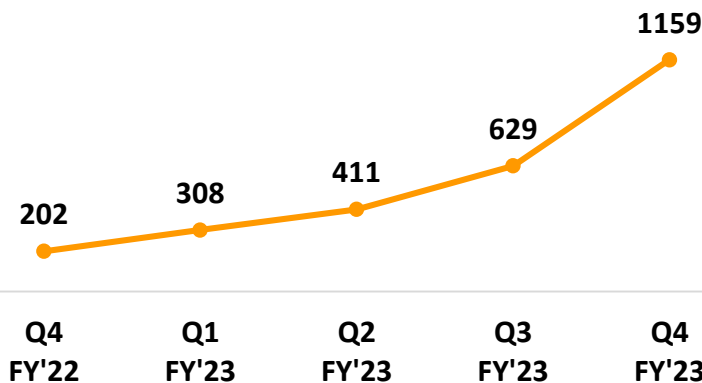
 **55.31%**  
408 bps YoY   
**RAM Share**

# Increasing Profitability & Capital

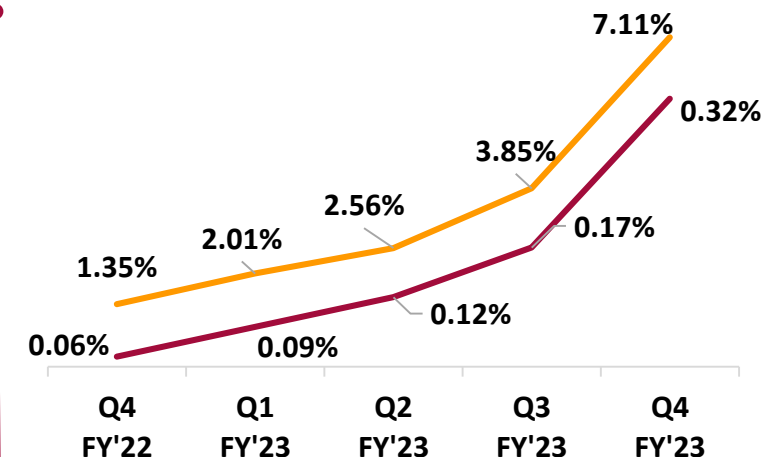
## Operating Profit



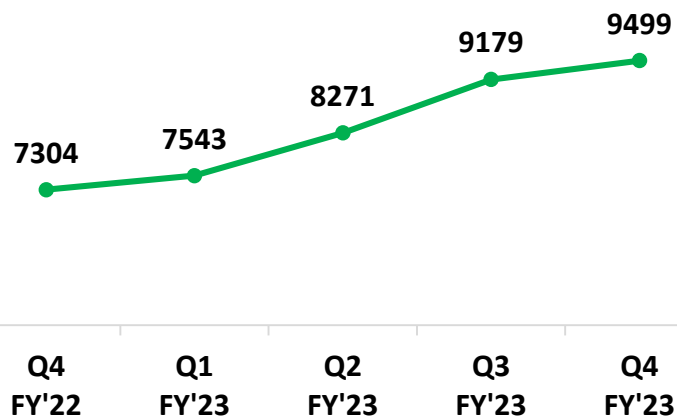
## Net Profit



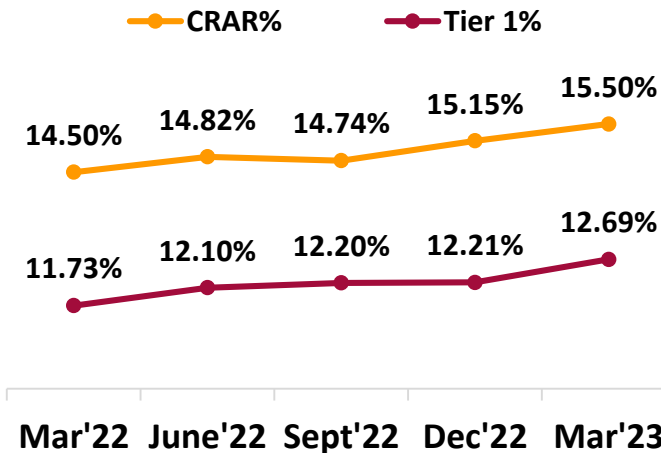
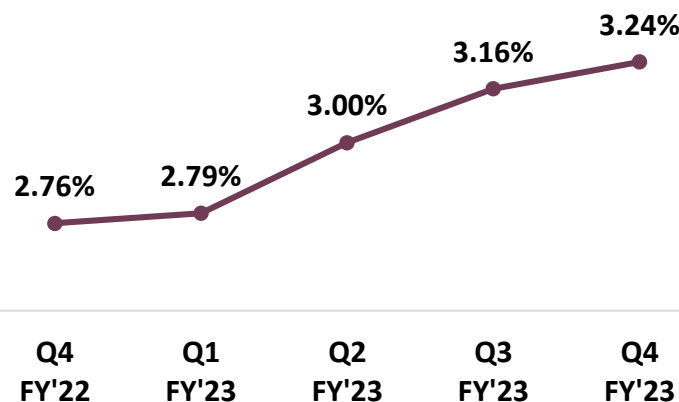
## Return on Assets (%) / Return on Equity (%)



## Net Interest Income



## NIM% (Global)



Highlights

Business

Financial

Asset  
Quality

Share/  
Capital

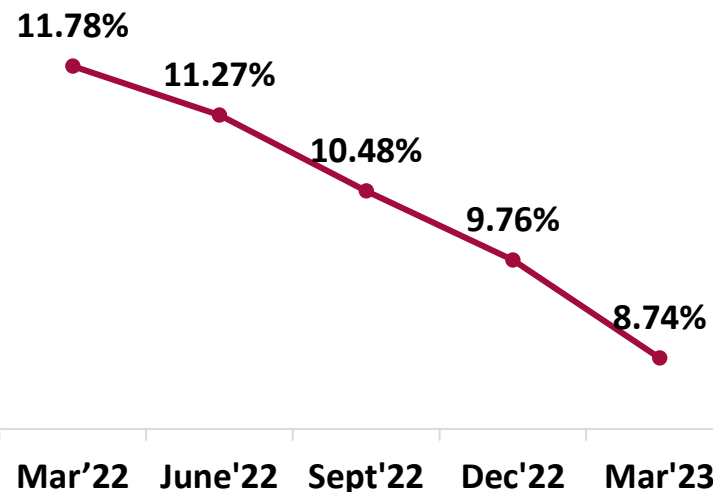
Digitalization

Network/GB/RRB/HR

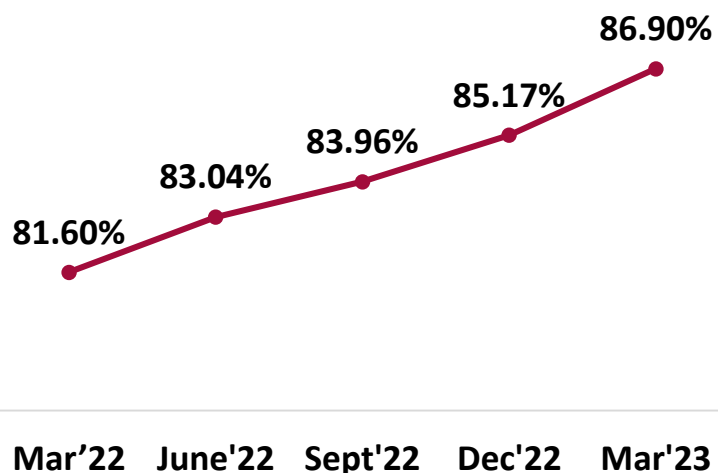
ESG/  
Award

# Improving Asset Quality

## Gross NPA%

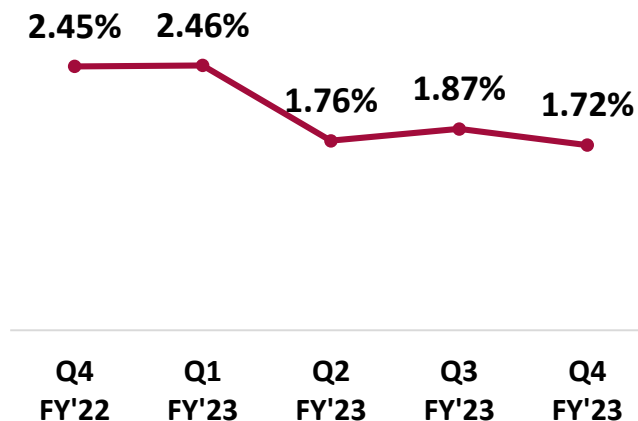


## PCR%- (Incl. TWO)

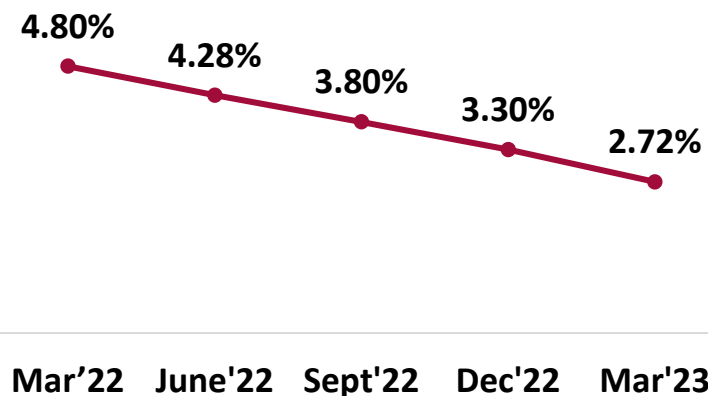


## Credit Cost

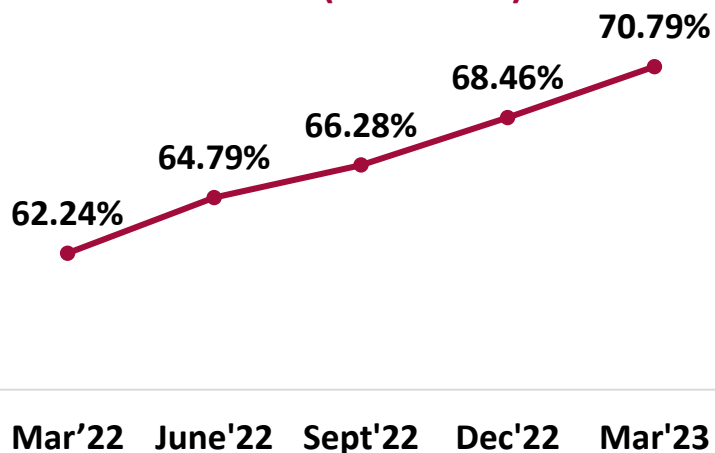
(Annualized)



## Net NPA%

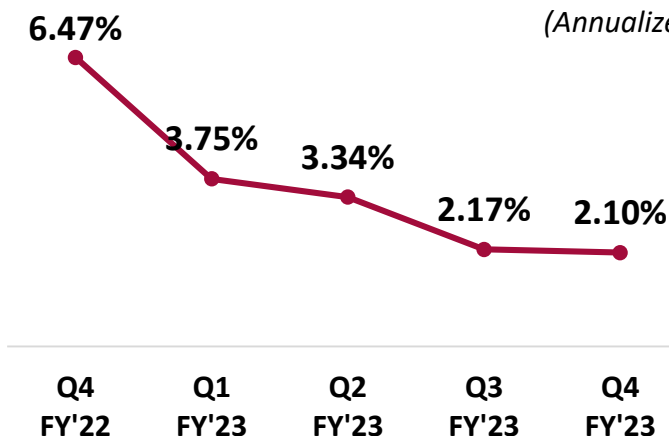


## PCR%- (Excl. TWO)



## Slippages(Fresh Addition) Ratio

(Annualized)



Highlights

Business

Financial

Asset  
Quality

Share/  
Capital

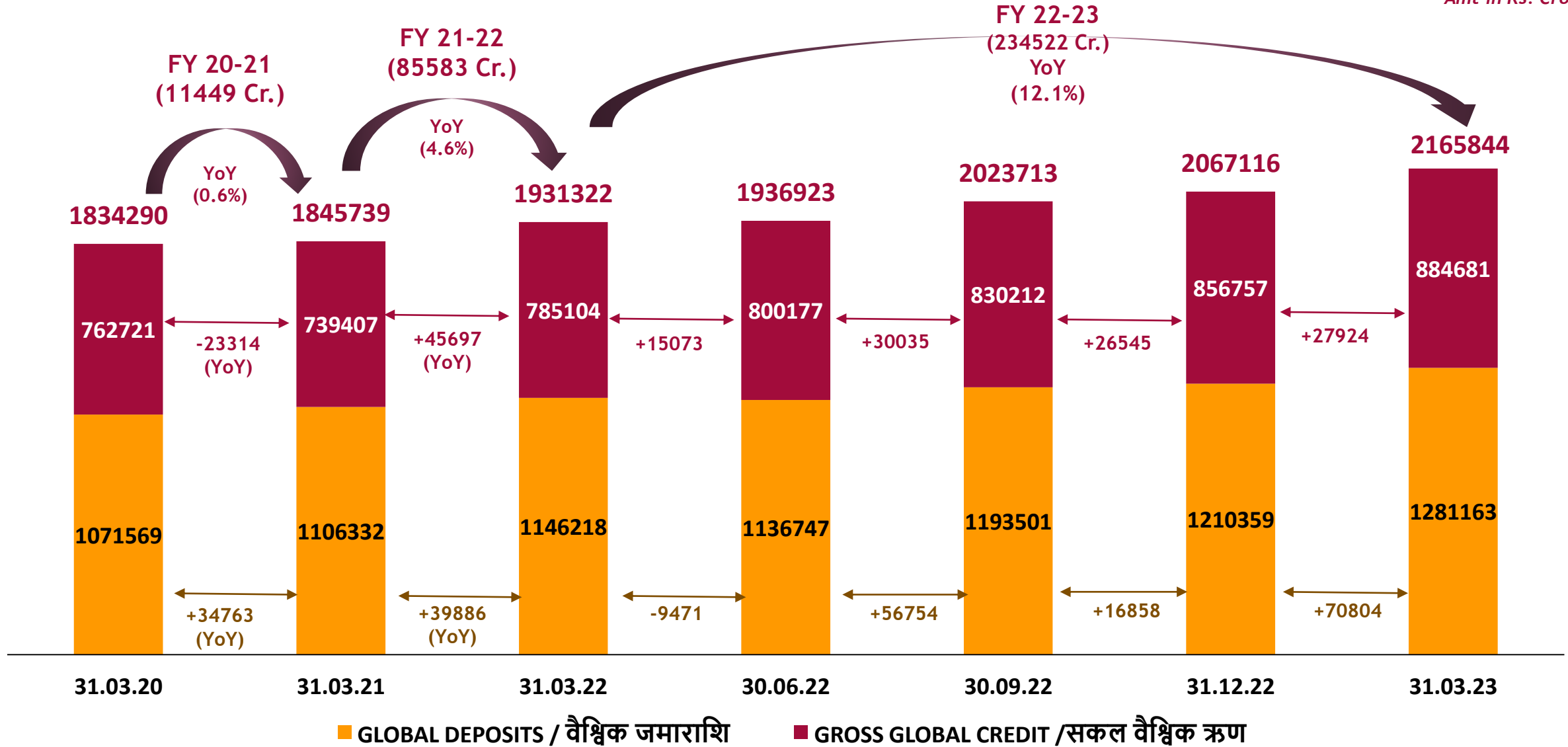
Digitalization

Network/GB/RRB/HR

ESG/  
Award

# Continuous Business Growth

Amt in Rs. Crore



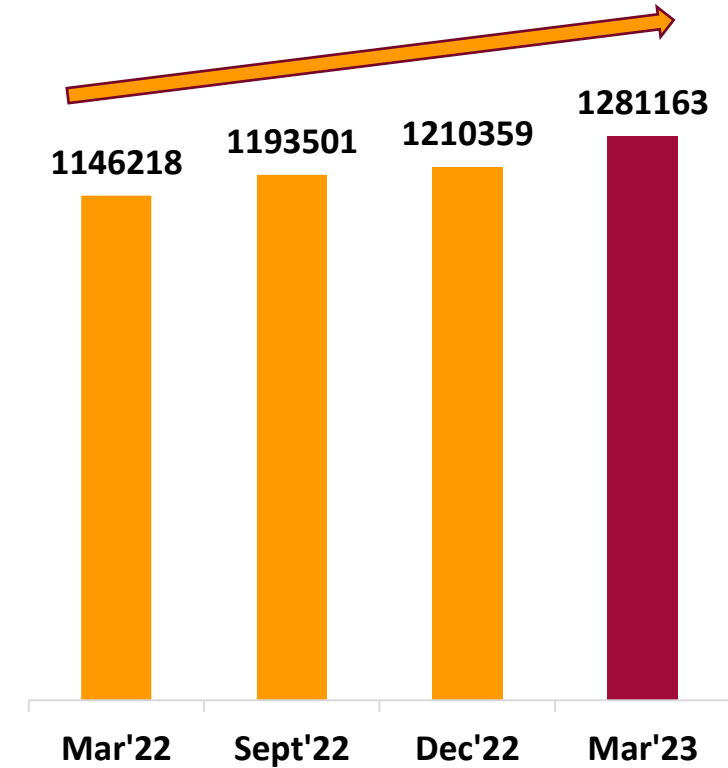
# Deposits & CASA Mix

Amt ₹ in Crore

Sl.	Parameters	Mar'22	Dec'22	Mar'23	Growth %	
					QoQ	YoY
1	Global Deposits	1146218	1210359	1281163	5.85%	11.77%
2	Overseas Deposits	21169	28998	29455	1.58%	39.14%
3	Domestic Deposits	1125049	1181361	1251708	5.95%	11.26%
4	Current Deposits	81974	64589	74028	14.61%	-9.69%
5	Savings Deposits	451680	451945	463987	2.66%	2.72%
6	CASA Deposits (4+5)	533654	516534	538015	4.16%	0.82%
7	CASA Share %	47.4%	43.7%	43.0%		
8	Total Term Deposits	612564	693825	743148	7.11%	21.32%

## Global Deposits

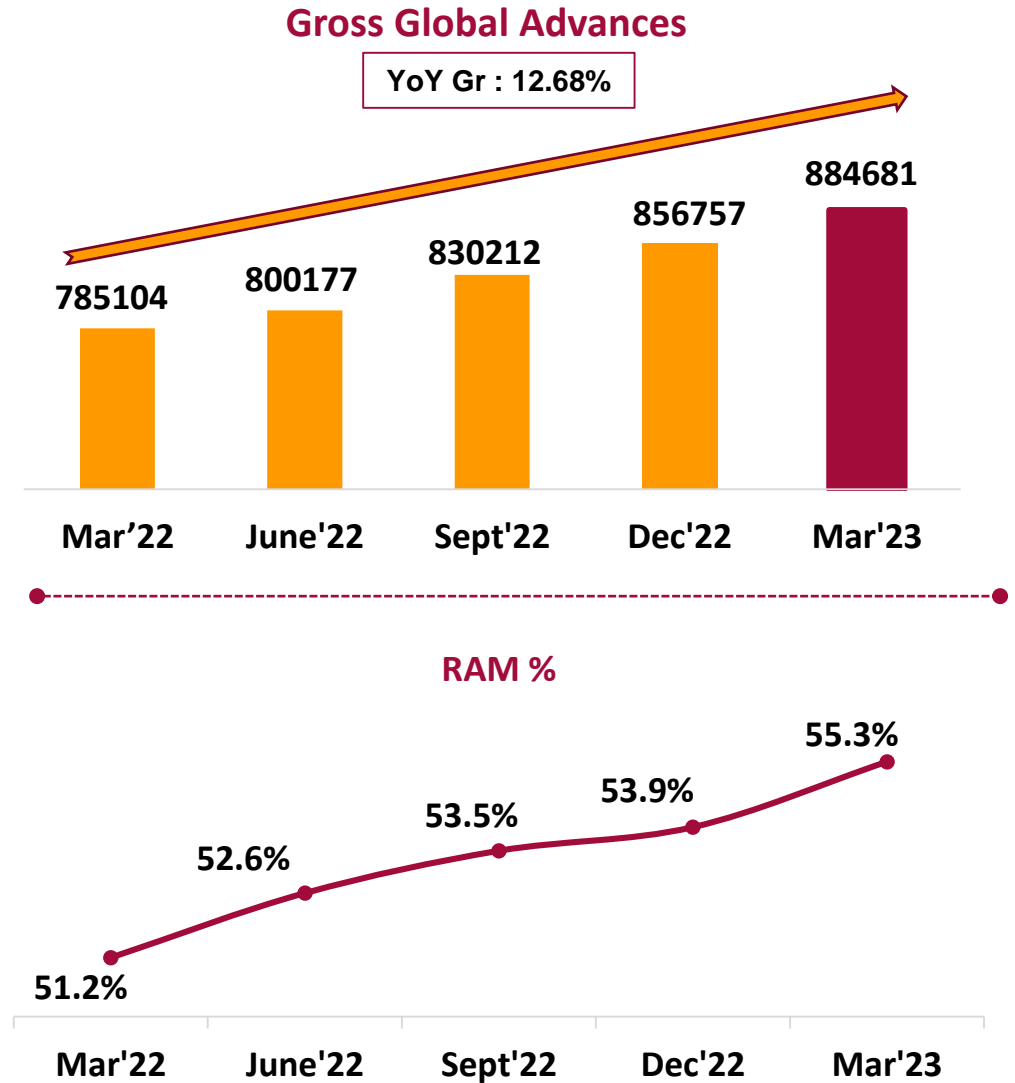
YoY Gr : 11.77%



# Advances Performance

Amt ₹ in Crore

	Parameters	Mar'22	Dec'22	Mar'23	Growth %	
					QoQ	YoY
1	Gross Global Advances (2+3)	785104	856757	884681	3.26%	12.68%
2	Gross Overseas Advances	25890	35642	34914	-2.04%	34.86%
3	Gross Domestic Advances	759214	821115	849766	3.49%	11.93%
	<i>Out of which</i>					
4	Retail	139594	179984	197698	9.84%	41.62%
5	Agriculture	124286	138201	142105	2.82%	14.34%
6	MSME	125032	124728	130178	4.37%	4.12%
7	RAM (4+5+6)	388912	442913	469981	6.11%	20.85%
8	RAM Share	51.2%	53.9%	55.3%		
9	Corporate & Others	370302	378202	379785	0.42%	2.56%



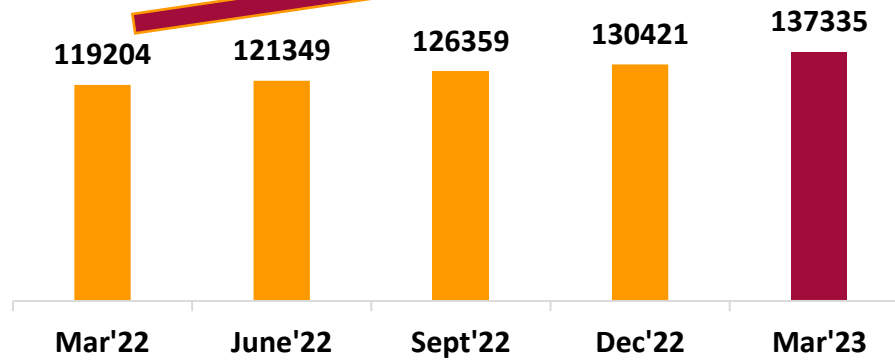


# Core Retail Advances

Amt ₹ in Crore

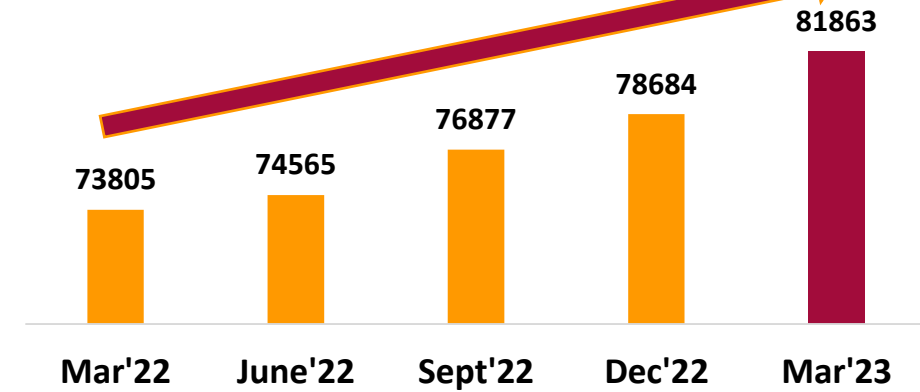
## Core Retail

YoY Gr.: 15.21%



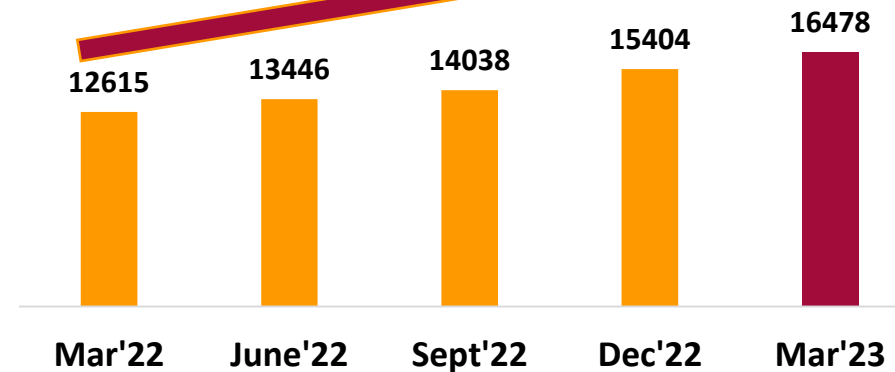
## Home Loan

YoY Gr.: 10.92%



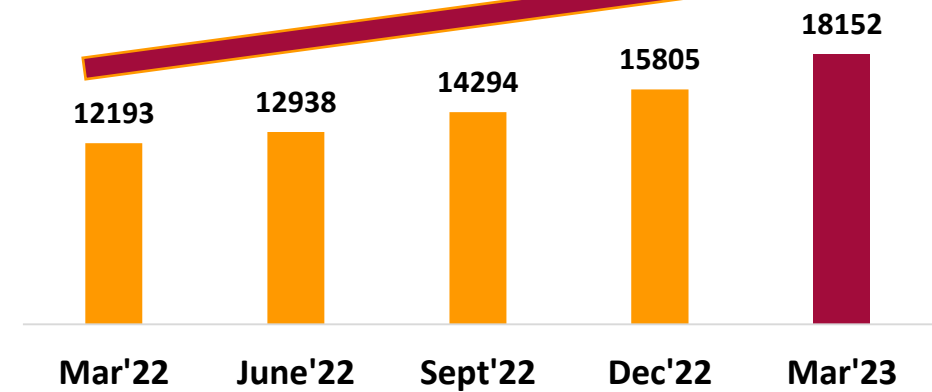
## Vehicle Loan

YoY Gr.: 30.62%



## Personal Loan

YoY Gr.: 48.87%



# Priority Sector Achievement

**SURPASSED  
THE  
MANDATED  
NORMS IN  
RESPECT OF**



**TOTAL PRIORITY SECTOR ADVANCES**  
@41.22% of ANBC against norm of 40%



**AGRICULTURE (PS) ADVANCES**  
@18.16% of ANBC against norm of 18%



**ADVANCES TO SMALL & MARGINAL FARMER**  
@9.56% of ANBC against norm of 9.50%



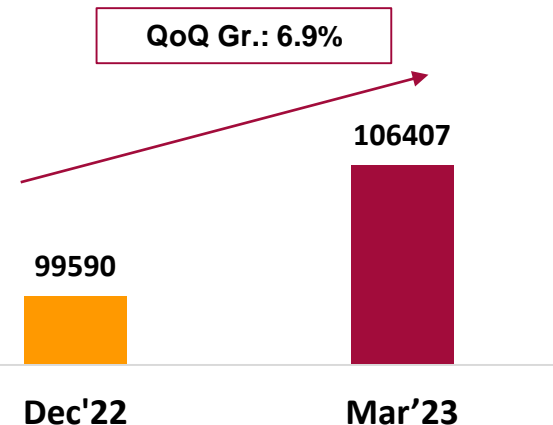
**WEAKER SECTION**  
@13.26% of ANBC against norm of 11.50%



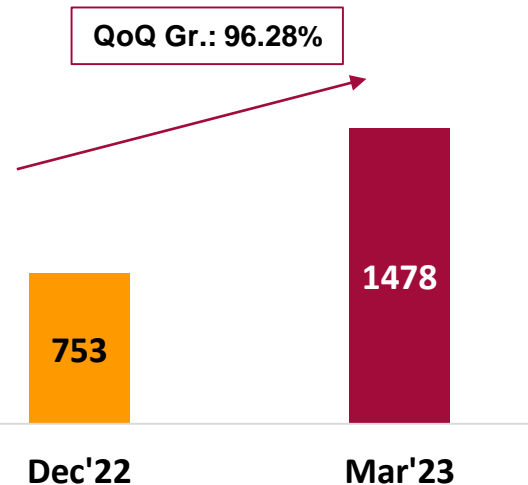
**MICRO ENTERPRISES**  
@7.67% of ANBC against norm of 7.50%

## Agriculture PS & Gold Loan

Agriculture PS



Agriculture Gold Loan



Highlights

Business

Financial

Asset  
Quality

Share/  
Capital

Digitalization

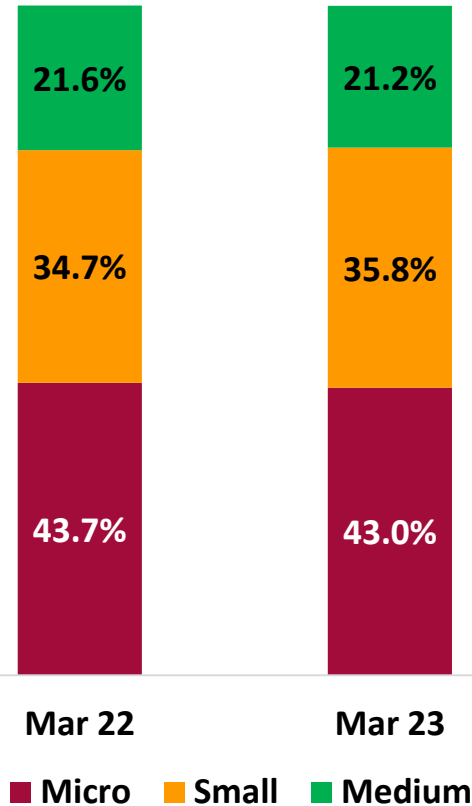
Network/GB/RRB/HR

ESG/  
Award

# MSME Portfolio Mix

Amt ₹ in Crore

## MSME Segment Mix Total:- Rs 130178 Crores



## Performance under GECL Facility

GECL	Upto Mar'22	Upto Mar'23
Amount Sanctioned	20616	21872
Amount Disbursed	17887	19198

**GECL Outstanding as on 31.03.23- Rs 11056 Crores**

## Performance under PMMY



Mudra Loans	FY22	FY23
Amount Sanctioned	14754	20601
Amount Disbursed	13241	20367

**PNB achieved 103% of disbursement target of PMMY for FY'23**



**PM SVANidhi**

Position- as on 31.03.23

Application Sanctioned	Disbursed out of Sanctioned
330080	307990

**93% Sanctioned applications are already disbursed**



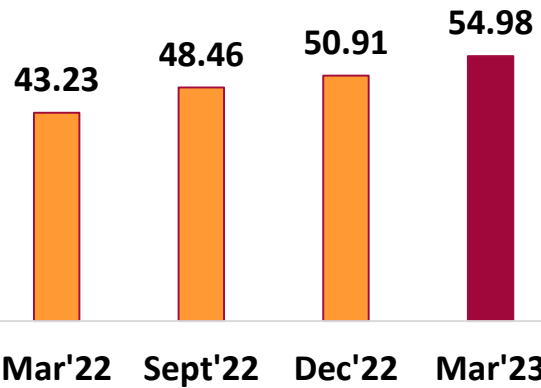
**Stand Up India Position- as on 31.03.23**

Target	Achievement	% Ach
20152	20722	103%

# Driving Financial Inclusion

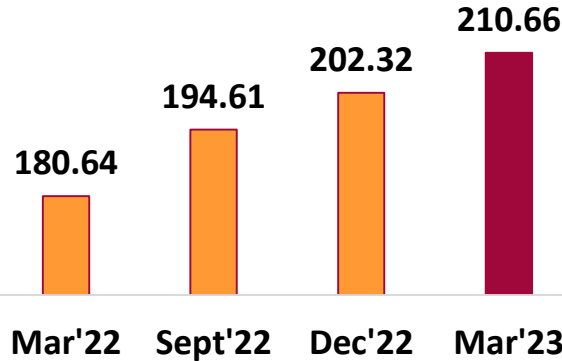
**Pradhan Mantri Jeevan Jyoti Bima Yojana (PMJJBY)**

Nos in lakhs



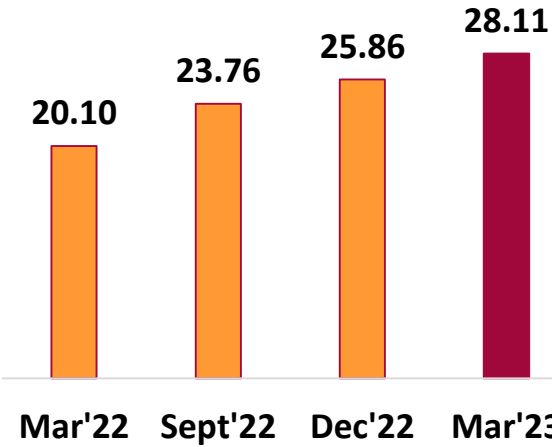
**Pradhan Mantri Suraksha Bima Yojana (PMSBY)**

Nos in lakhs



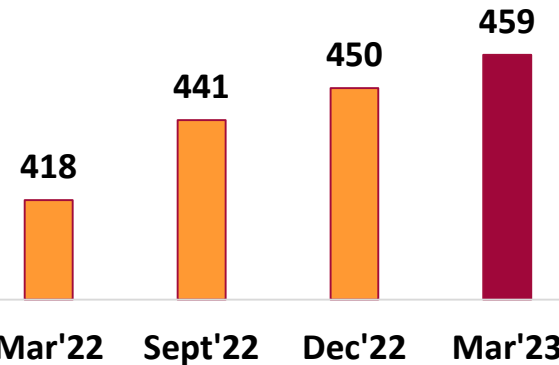
**Atal Pension Yojana**

Nos in lakhs



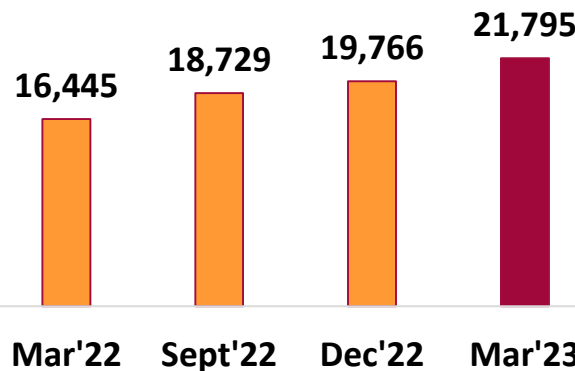
**PMJDY Accounts**

Nos in lakhs



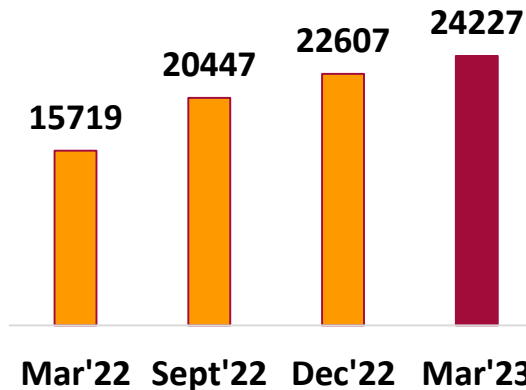
**Deposits Mobilized by BCs**

Amt ₹ in Crore



**No. of BCs**

Nos



- 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 - 305



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

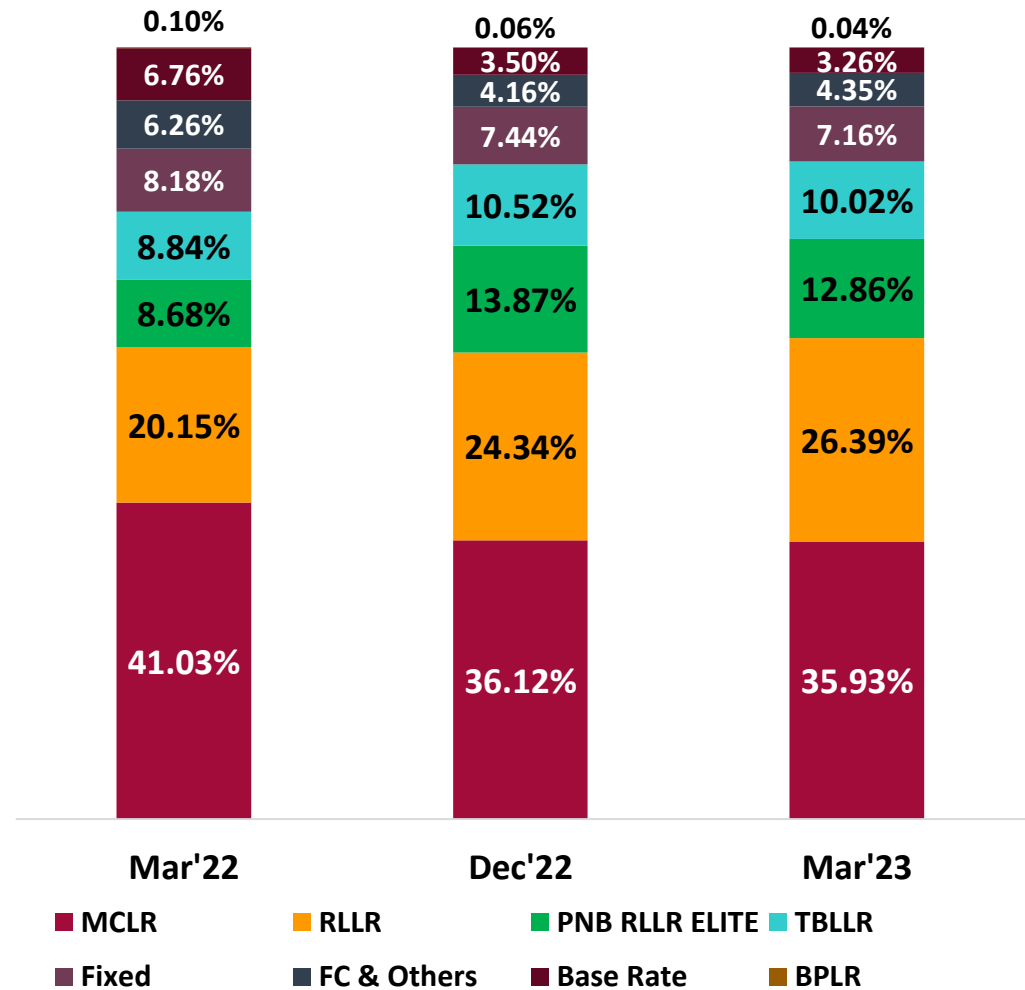


Amt ₹ in Crore

Advances Mix of Benchmark rate

Portfolio > Rs. 100 Crore					
Sl	Rating Grade	Dec'22		Mar'23	
		Amt.	% Share	Amt.	% Share
1	AAA	147211	37.37%	142094	35.77%
2	AA	86642	21.99%	88410	22.26%
3	A	55507	14.09%	53057	13.36%
4	BBB	27637	7.02%	26807	6.75%
Total BBB & Above		316996	80.47%	310369	78.13%
5	BB	5928	1.50%	5854	1.47%
6	B	2230	0.57%	1980	0.50%
7	C	836	0.21%	1251	0.31%
8	D	994	0.25%	962	0.24%
Total BB & Below		9988	2.54%	10047	2.53%
9	Unrated	66947	16.99%	76836*	19.34%
Out of unrated portfolio Govt guaranteed/direct claim by Central/State govt		53883	80.49% of unrated	62085	80.80% of unrated
Total		393931	100%	397251	100%

\* Increased due to non inclusion of Bank's name in rating



Highlights

Business

Financial

Asset  
Quality

Share/  
Capital

Digitalization

Network/GB/RRB/HR

ESG/  
Award



# Diversified Industry Portfolio & Key Sectors



Amt ₹ in Crore

Sl.	Diversified Industry Portfolio	March'22		Dec'22		Mar'23	
		O/s	% to Domestic Advances	O/s	% to Domestic Advances	O/s	% to Domestic Advances
1	Infrastructure	102522	13.5%	91831	11.2%	91405	10.8%
	-Energy	41679	5.5%	38814	4.7%	40544	4.8%
	-Tele-Communication	11084	1.5%	9259	1.1%	8207	1.0%
	-Roads & Ports	38457	5.1%	36497	4.4%	35442	4.2%
	-Other Infra	11302	1.5%	7261	0.9%	7212	0.8%
2	Basic Metal & Metal Products	19413	2.6%	23138	2.8%	23383	2.8%
	-Iron & Steel	15647	2.1%	19973	2.4%	20225	2.4%
3	Textiles	11643	1.5%	10312	1.3%	11057	1.3%
4	Food Processing	20375	2.7%	18472	2.2%	19148	2.3%
5	Chemical & Chemical Products	10515	1.4%	5712	0.7%	5879	0.7%
6	Other Industries	55911	7.4%	65607	8.0%	66264	7.8%
	<b>Total</b>	<b>220379</b>	<b>29.0%</b>	<b>215072</b>	<b>26.2%</b>	<b>217138</b>	<b>25.6%</b>

Sl.	Key Sectors	March'22	Dec'22	Mar'23
		O/S	O/S	O/S
1	NBFC	103794	127832	135606
	<i>Out of which,</i>			
	Housing Finance Companies	37025	46958	47645
2	Commercial Real Estate	19474	17017	14980
3	Capital Market	1057	480	401

Highlights

Business

Financial

Asset  
Quality

Share/  
Capital

Digitalization

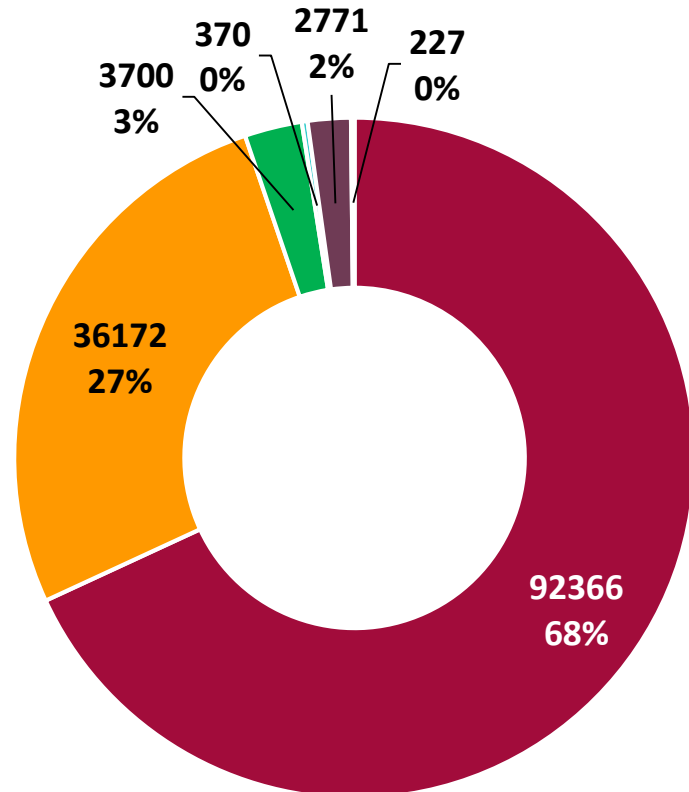
Network/GB/RRB/HR

ESG/  
Award

## NBFC Sector

Outstanding as on  
31.03.2023 : ₹ 135606 Cr

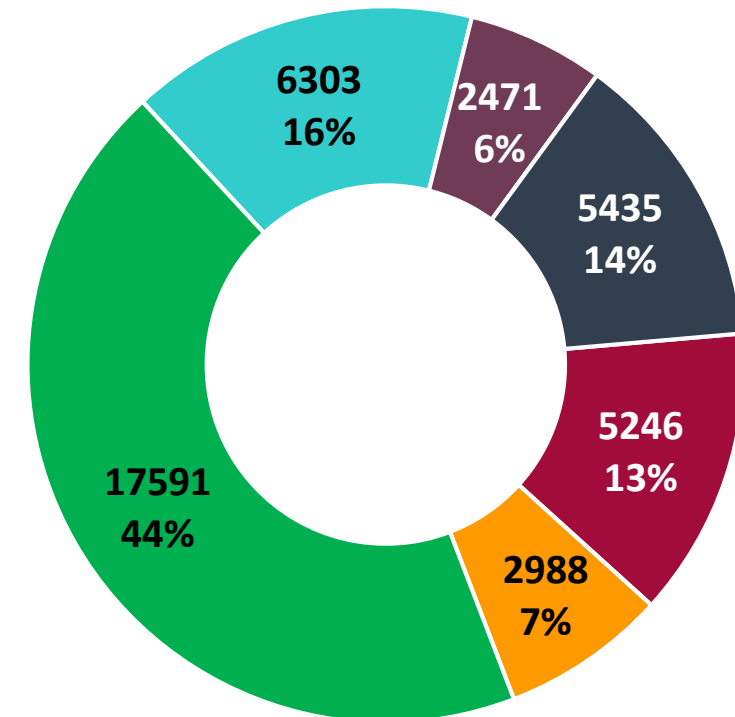
### External Rating wise Portfolio



## Energy Sector

External Rating Standard Portfolio  
31.03.2023 : ₹ 40034 Cr

### External Rating wise Portfolio



■ AAA ■ AA ■ A ■ BBB ■ BB & below ■ Unrated

# Investment Portfolio

Amt ₹ in Crore

Sl.	Parameters	Mar'22	Dec'22	Mar'23	YoY Variation	
					Amt.	%
1	Gross Domestic Investment	375006	395674	399830	24824	6.62%
a	SLR	267071	292638	296708	29637	11.10%
	SLR as % to Dom. Investment	71.22%	73.96%	74.21%		
b	Non SLR	107936	103036	103122	-4814	-4.46%
I	Held To Maturity (HTM)	302856	313334	317709	14853	4.90%
II	Available For Sale (AFS)	72179	81793	81991	9812	13.59%
III	Held For trading (HFT)	-29	547	130		
2	Modified Duration (AFS+HFT)	3.29	2.73	2.53		
3	Net demand & time Liabilities	1098982	1152439	1175099	76117	6.93%
4	Investment by Overseas Branches	4387	3798	5601	1214	27.67%
5	Total Gross Investment (1+4)	379393	399472	405431	26038	6.86%
	HTM To Gross Domestic Investment (%)	80.76%	79.19%	79.46%		



# Non SLR Investment

Amt ₹ in Crore

Sl.	Parameters	Mar'22		Dec'22		Mar'23		Y-o-Y Variation	
		O/S	% Share	O/S	% Share	O/S	% Share	Amt	Gr. %
1	PSU Bonds	17528	16.24%	15873	15.41%	20201	19.59%	2,672	15.25%
2	Corporate and Other Bonds & Debentures	16893	15.65%	15826	15.36%	13393	12.99%	-3500	-20.72%
3	Special Govt. Sec excl. Recap Bonds	1114	1.03%	1058	1.03%	915	0.89%	199	-17.83%
4	CG Recap. Bond	55274	51.21%	55274	53.65%	55274	53.60%		
5	Share of PSU/Corporate/Others	6827	6.33%	6034	5.86%	5679	5.51%	- 1148	-16.81%
6	Venture Capital Fund	365	0.34%	390	0.38%	407	0.39%	42	11.59%
7	Regional Rural Bank	814	0.75%	1073	1.04%	1387	1.35%	573	70.34%
8	Security Receipts	1612	1.49%	1421	1.38%	1380	1.34%	-232	-14.41%
9	Subsidiaries JV	3252	3.01%	3389	3.29%	3389	3.29%	137	4.21%
10	Other	4257	3.94%	2698	2.62%	1097	1.06%	-3160	-74.22%
	<b>Total Non SLR Investment</b>	<b>107936</b>	<b>100%</b>	<b>103036</b>	<b>100%</b>	<b>103122</b>	<b>100%</b>	<b>-4814</b>	<b>-4.46%</b>

Highlights

Business

Financial

Asset  
Quality

Share/  
Capital

Digitalization

Network/GB/RRB/HR

ESG/  
Award

# Balance Sheet-Liabilities & Assets

Amt ₹ in Crore

Sl.	Parameters	Mar'22	Dec'22	Mar'23
	<b>CAPITAL &amp; LIABILITIES</b>			
1	Capital	2202	2202	2202
2	Reserves and Surplus	93285	97213	97653
3	Deposits	1146219	1210359	1281163
4	Borrowings	45681	65470	51292
5	Other Liabilities and Provisions	27418	26553	29521
	<b>Total Liabilities</b>	<b>1314805</b>	<b>1401797</b>	<b>1461831</b>
	<b>ASSETS</b>			
1	Cash and Balances with RBI	85736	85257	78177
2	Balances with Banks	46911	42531	76932
3	Investments	372168	390035	395996
4	Loans & Advances	728186	800412	830834
5	Fixed Assets	10673	12171	12051
6	Other Assets	71131	71391	67841
	<b>Total Assets</b>	<b>1314805</b>	<b>1401797</b>	<b>1461831</b>

Sl.	Parameters	Q4 FY22	Q3 FY23	Q4 FY23	YoY Variation		QoQ Variation		FY22	FY23	YoY Gr. %
					Amt.	%	Amt.	%			
1	Interest Income (2+3+4)	18645	22384	23849	5204	27.9%	1465	6.5%	74880	85144	13.7%
2	Interest on Advances	12053	14868	16644	4591	38.1%	1776	11.9%	48498	57319	18.2%
3	Interest on Investments	5905	6542	6570	665	11.3%	28	0.4%	23487	25143	7.1%
4	Other Interest Income	687	975	635	-52	-7.6%	-340	-34.9%	2894	2682	-7.3%
5	Other Income (6+7+8+9+10)	2450	3338	3420	970	39.6%	82	2.5%	12320	12143	-1.4%
	of which										
6	Fee Based Income	1290	1331	1222	-68	-5.2%	-109	-8.2%	5179	5612	8.7%
	out of which										
6.1	Processing Fees	151	114	190	39	25.8%	76	66.7%	931	1000	7.4%
6.2	Income from Insurance & MF	132	114	144	12	9.3%	30	26.3%	401	437	9.0%
7	Recovery in Written off Accounts	879	1868	2216	1337	152.0%	348	18.6%	3441	6508	89.1%
8	Treasury income	254	131	-34	-288		-165		3630	-334	
	of which										
8.1	Profit on Sales on Investments	389	110	204	-186	-47.7%	94	85.0%	3169	1047	-67.0%
8.2	Profit on Exchange Transaction	242	238	162	-80	-33.2%	-76	-32.1%	695	804	15.6%
8.3	Profit/(Loss) on Revaluation of Investment	-377	-217	-399					-234	-2184	
9	Others	27	8	17	-10	-38.1%	9	108.8%	70	356	409.3%
10	Total Income (1+5)	21095	25722	27269	6174	29.3%	1547	6.0%	87200	97287	11.6%

# Expenses

Amt ₹ in Crore

Sl.	Parameters	Q4	Q3	Q4	YoY Variation		QoQ Variation		FY22	FY23	YoY Gr. %
		FY22	FY23	FY23	Amt.	%	Amt.	%			
1	Total Interest Paid (2+3+4)	11341	13205	14350	3009	26.5%	1145	8.7%	46185	50652	9.7%
2	Interest Paid on Deposits	10544	12113	13284	2740	26.0%	1171	9.7%	43238	46846	8.3%
3	Interest Paid on Borrowings	132	406	357	225	170.2%	-49	-12.1%	516	1149	122.7%
4	Others	665	686	709	44	6.6%	23	3.3%	2431	2657	9.3%
5	Operating Expenses (6+7)	4489	6801	7053	2564	57.1%	252	3.7%	20253	24105	19.0%
6	Establishment Expenses	2158	4460	4571	2413	111.8%	111	2.5%	11841	14810	25.1%
7	Other Operating Expenses	2331	2341	2482	151	6.5%	141	6.0%	8412	9295	10.5%
8	Total Expenses (1+5)	15830	20006	21402	5572	35.2%	1397	7.0%	66438	74758	12.5%

# Profit & Provisions

Amt ₹ in Crore

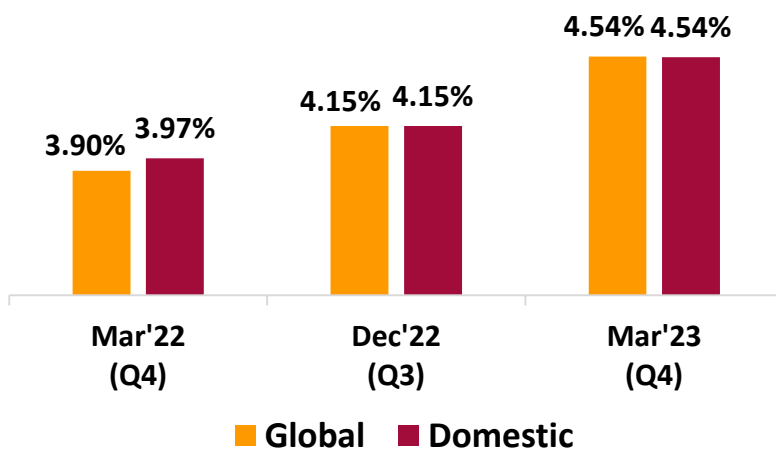
Sl.	Parameters	Q4 FY22	Q3 FY23	Q4 FY23	YoY Variation		QoQ Variation		FY22	FY23	YoY Gr. %
					Amt.	%	Amt.	%			
1	Net Interest Income	7304	9179	9499	2195	30.0%	320	3.5%	28694	34492	20.2%
2	Other Income	2450	3338	3420	970	39.6%	82	2.5%	12320	12143	-1.4%
3	Operating Income (1+2)	9754	12517	12919	3165	32.4%	402	3.2%	41014	46634	13.7%
4	Operating Expenses	4489	6801	7053	2564	57.1%	252	3.7%	20253	24105	19.0%
5	Operating Profit	5265	5716	5866	601	11.4%	150	2.6%	20761	22529	8.5%
6	Provisions other than Tax	4851	4713	3831	-1020	-21.0%	-882	-18.7%	16445	18240	10.9%
	<i>Of which</i>										
a	NPAs	4564	3908	3625	-939	-20.6%	-283	-7.2%	14159	15903	12.3%
b	Standard Advances incl. Standard Restructured	25	469	419	394	1575.3%	-50	-10.7%	1645	1304	-20.7%
c	Depreciation on Investment	99	-136	-270	-369	-372.8%	-134	98.6%	348	173	-50.2%
d	Others	164	472	57	-107	-65.2%	-415	-87.9%	294	860	192.6%
7	Profit Before Tax	413	1003	2036	1623	393.0%	1033	103.0%	4316	4288	-0.6%
8	Provision for Income Tax	212	374	877	665	313.8%	503	134.6%	859	1781	107.3%
9	Net Profit	202	629	1159	957	473.6%	530	84.2%	3457	2507	-27.5%

# Profitability Ratios

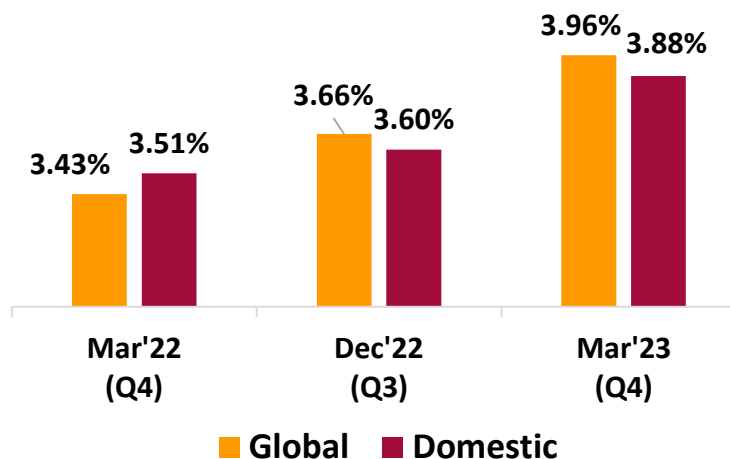
Sl.	Profitability Ratios	Q4 FY22	Q3 FY23	Q4 FY23	FY 22	FY 23
1	Return on Assets [%]	0.06%	0.17%	0.32%	0.26%	0.18%
2	Return on Equity [%]	1.35%	3.85%	7.11%	5.96%	3.94%
3	Earnings per share [₹] (Not annualized)	0.18	0.57	1.05	3.16	2.28
4	Book Value per Share [₹]	79.59	81.93	82.45	79.59	82.45
5	Book Value per Share-Tangible [₹]	54.77	59.36	60.70	54.77	60.70
6	Cost to Income Ratio [%]	46.02%	54.34%	54.59%	49.38%	51.69%
6a	Staff Cost to Income Ratio [%]	22.12%	35.63%	35.38%	28.87%	31.76%
6b	Other Cost to Income Ratio [%]	23.90%	18.70%	19.21%	20.51%	19.93%
7	Operating Profit to AWF [%]	1.59%	1.59%	1.62%	1.55%	1.61%
8	Operating Expenses To AWF [%]	1.36%	1.89%	1.95%	1.51%	1.72%

# Efficiency Ratios (Quarter)

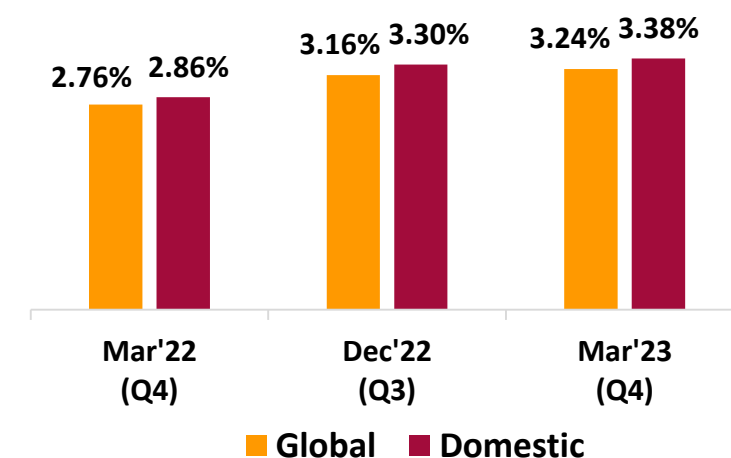
## Cost of Deposits [%]



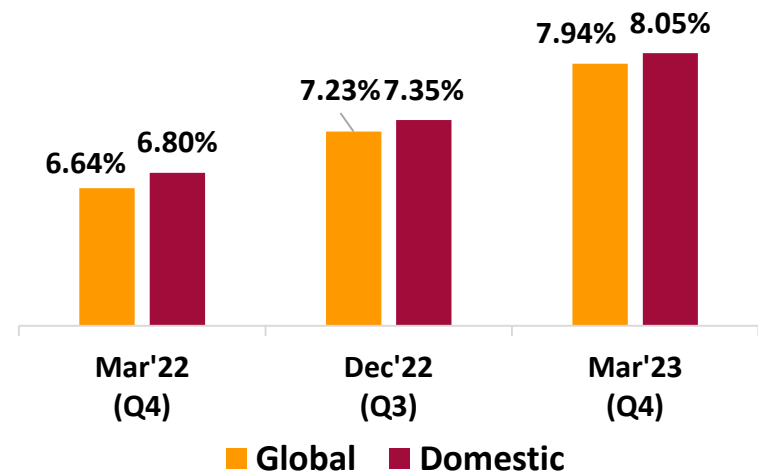
## Cost of Funds [%]



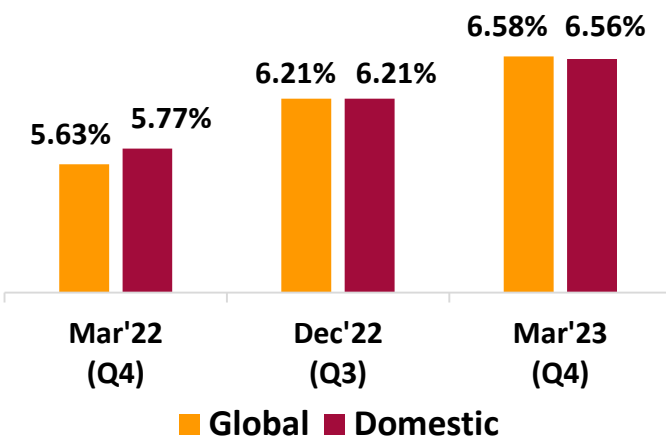
## NIM [%] (Annualized)



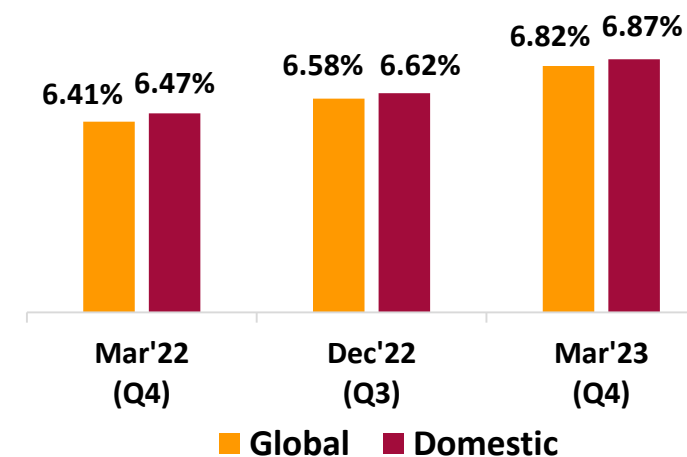
## Yield on Advances [%]



## Yield on Funds [%]

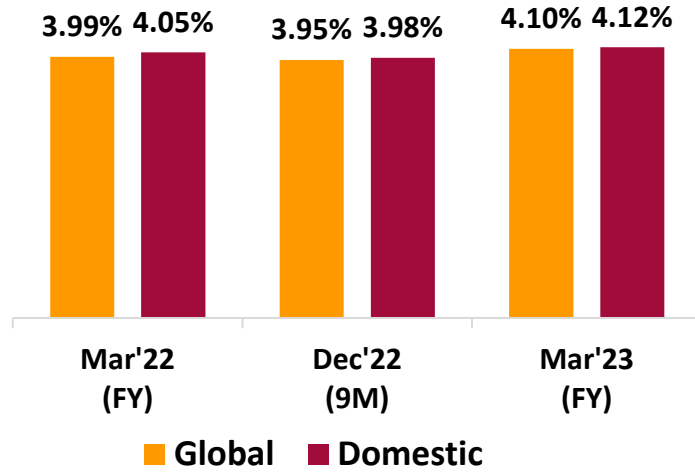


## Yield on Investment [%]

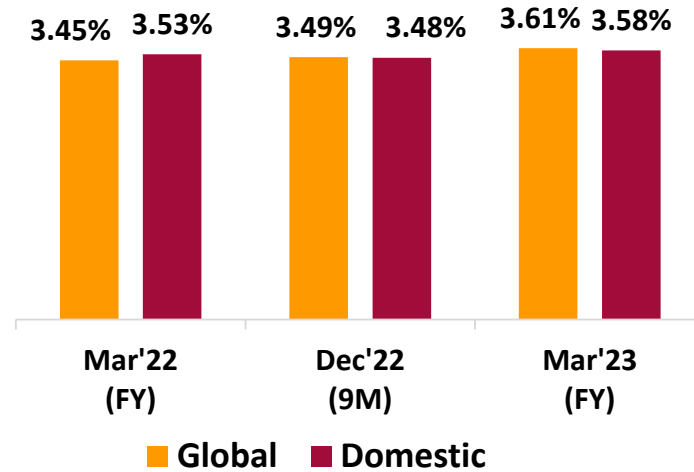


# Efficiency Ratios (FY)

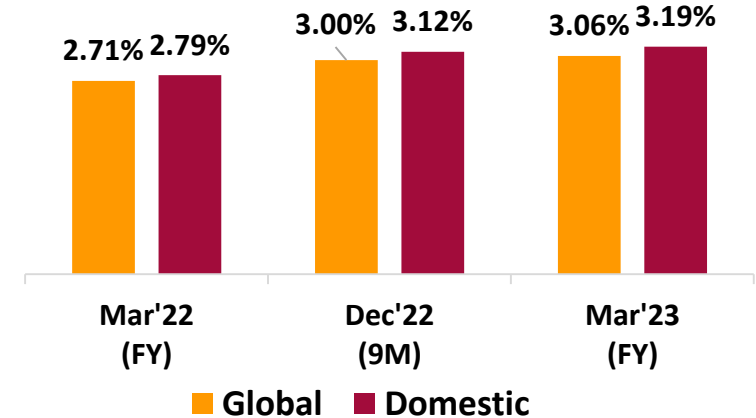
## Cost of Deposits [%]



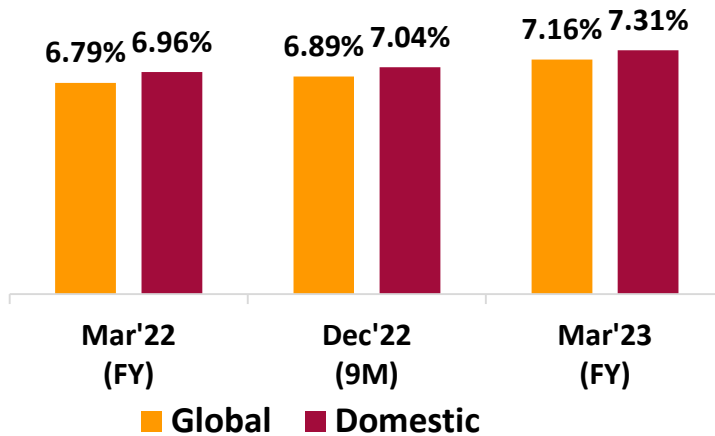
## Cost of Funds [%]



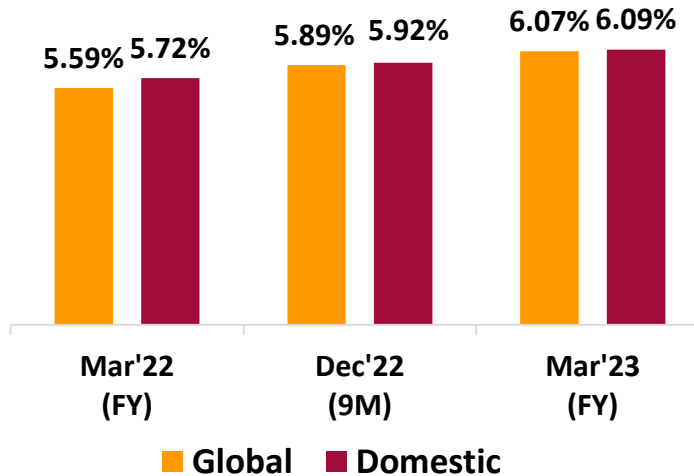
## NIM [%] (Annualized)



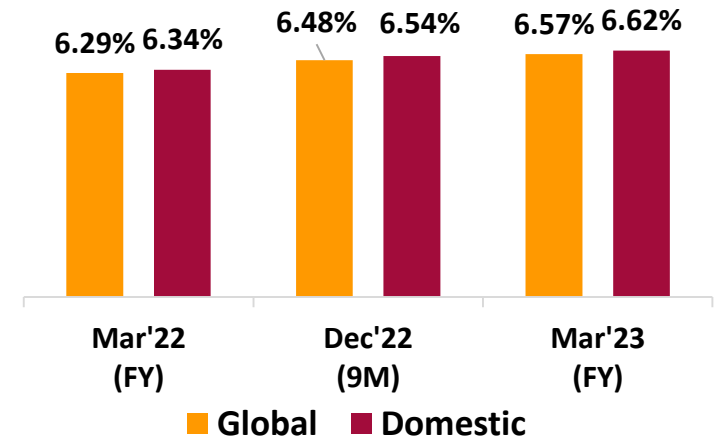
## Yield on Advances [%]



## Yield on Funds [%]



## Yield on Investment [%]



Highlights

Business

Financial

Asset  
Quality

Share/  
Capital

Digitalization

Network/GB/RRB/HR

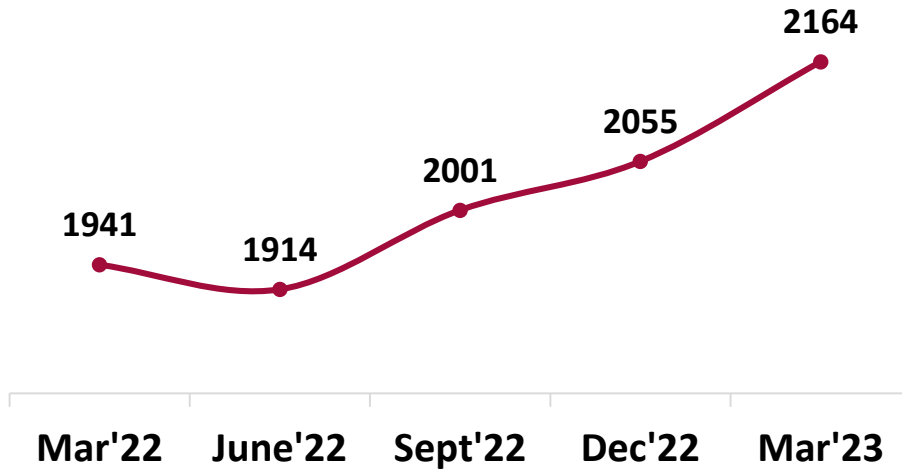
ESG/  
Award



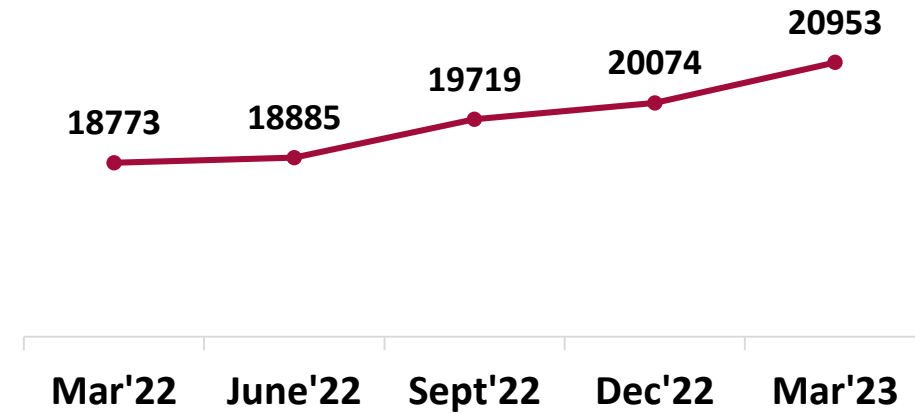
# Productivity Ratios (Annualized)

Amt in ₹ Lakhs

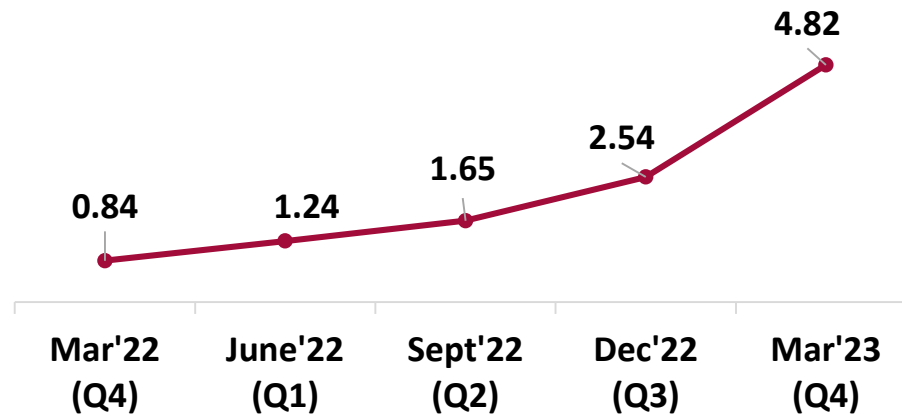
## Business per Employee



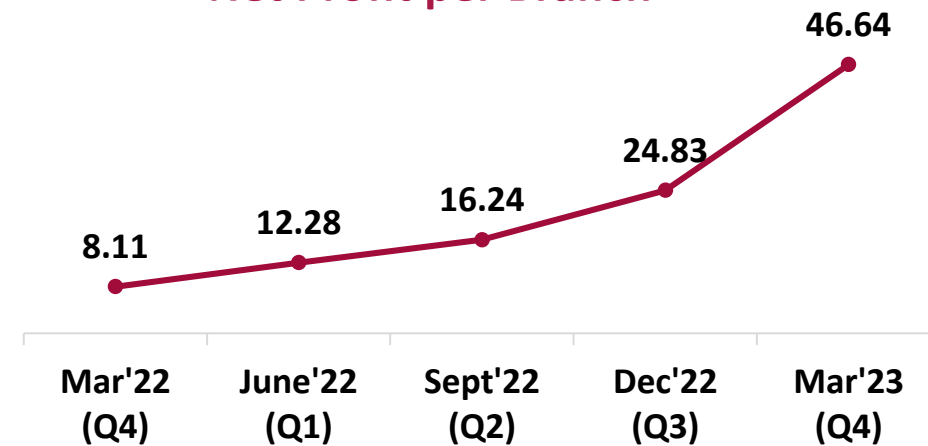
## Business per Branch



## Net Profit per Employee



## Net Profit per Branch



# 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 31.03.23 under OTR 1	
		No. of accounts	Amount involved
1	Personal loans	3976	551
2	Other Exposures*	188	2280
3	Total (1+2)	4164	2831
4	MSME loans	2549	343
	Grand Total (3+4)	6713	3174

\*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 31.03.23 under OTR 2	
		No. of accounts	Amount involved
1	Individual Borrowers	52105	4454
2	Small Business	4177	649
3	Total (1+2)	56282	5103
4	MSME loans	40393	2656
	Grand Total (3+4)	96675	7760

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

Amt ₹ in Crore

CATEGORY	Mar'22		Dec'22		Mar'23	
	SMA2	% of Domestic Advances	SMA2	% of Domestic Advances	SMA2	% of Domestic Advances
RETAIL	5	0.00%	46	0.01%	1	0.00%
AGRICULTURE	77	0.06%	260	0.03%	31	0.00%
MSME	27	0.02%	1107	0.13%	38	0.00%
RAM TOTAL	109	0.03%	1413	0.17%	70	0.01%
CORPORATE & OTHER	11	0.00%	326	0.04%	11	0.00%
TOTAL	120	0.02%	1739	0.21%	82	0.01%

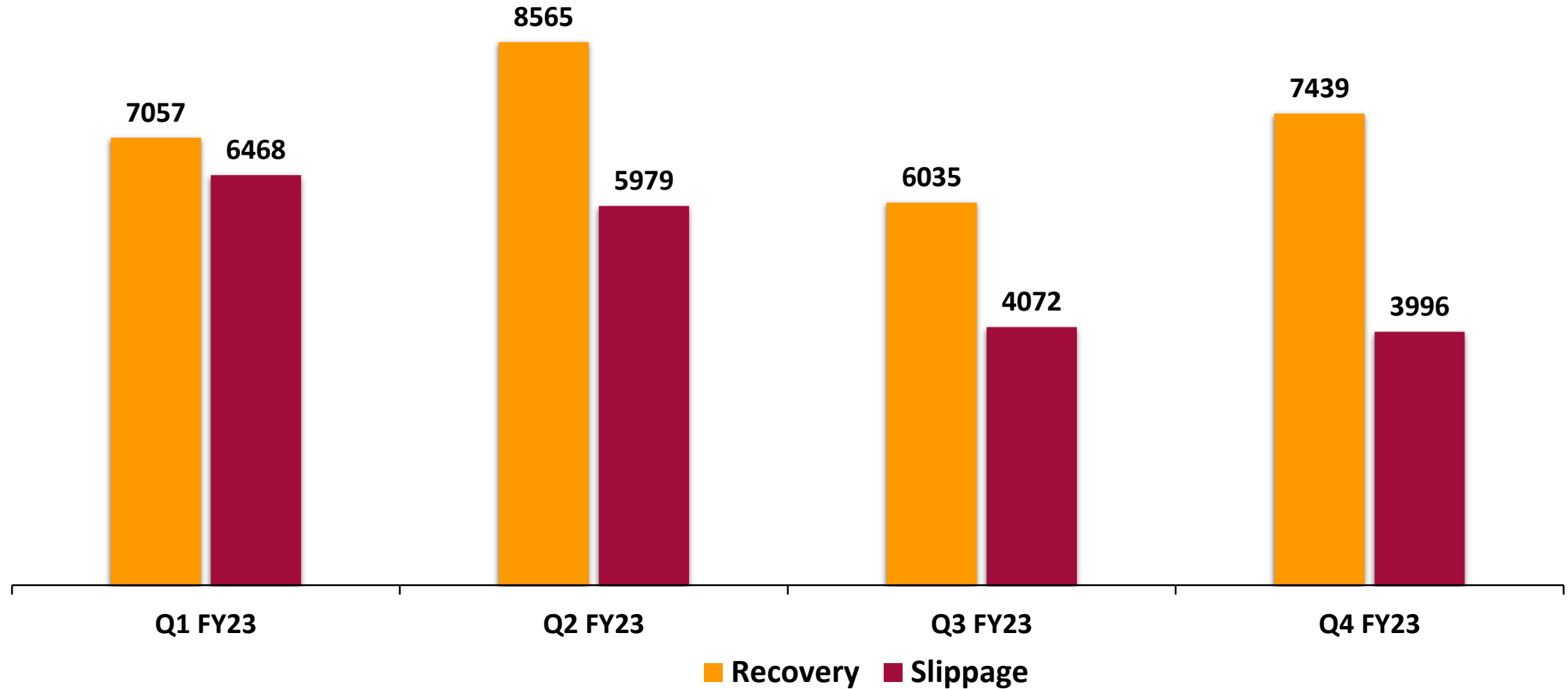
# Movement of NPA

Amt ₹ in Crore

Sl.	Parameters	Q4 FY'22	FY'22	Q3 FY'23	Q4 FY'23	FY'23
1	NPA as at the beginning of Year/Quarter	97259	104423	87035	83584	92448
2	-Cash Recovery	3045	9467	1820	2575	9801
3	-Up-gradation	1724	5253	1328	1582	4770
4	Cash Recovery & Up-gradation (2+3)	4769	14720	3148	4158	14571
5	Write Off	10548	21999	4375	6094	16578
6	<b>Total Reduction (4+5)</b>	<b>15317</b>	<b>36719</b>	<b>7523</b>	<b>10252</b>	<b>31149</b>
7	<b>Fresh Addition (8+9)</b>	<b>10506</b>	<b>24744</b>	<b>4072</b>	<b>3996</b>	<b>16029</b>
8	-Fresh slippages	9575	21612	3865	3518	14198
9	-Debits in existing NPA A/cs	931	3132	206	478	1831
10	<b>Gross NPAs at end of the period</b>	<b>92448</b>	<b>92448</b>	<b>83584</b>	<b>77328</b>	<b>77328</b>
11	Eligible Deductions incl. Provisions	57539	57539	57221	54743	54743
12	<b>Net NPAs at end of the period</b>	<b>34909</b>	<b>34909</b>	<b>26363</b>	<b>22585</b>	<b>22585</b>
13	Recovery in TWO & RI	1555	6321	2887	3281	10005
14	<b>Total Recovery (4+13)</b>	<b>6324</b>	<b>21041</b>	<b>6035</b>	<b>7439</b>	<b>24576</b>

# Increasing Recovery & Decreasing Slippages

Amt ₹ in Crore



# NPA Classification - Sector Wise

Amt ₹ in Crore

Sl.	Parameters	Mar'22			Dec '22			Mar'23		
		Advances	GNPA	GNPA%	Advances	GNPA	GNPA%	Advances	GNPA	GNPA%
1	Retail Loans	139594	6955	4.98%	179984	6088	3.38%	197698	5863	2.97%
	<i>Out of which</i>									
	<i>Housing</i>	84179	3877	4.61%	88098	3348	3.80%	89785	3275	3.65%
	<i>Car/Vehicle</i>	13865	575	4.15%	34577	563	1.63%	44415	539	1.21%
	<i>Personal Loan</i>	12193	284	2.33%	17600	236	1.34%	19973	231	1.16%
2	Agriculture	124286	25572	20.58%	138201	26644	19.28%	142105	26067	18.34%
3	MSME	125032	26520	21.21%	124728	24996	20.04%	130178	24601	18.90%
4	Corporate & Others	370302	31536	8.52%	378202	24142	6.38%	379785	19121	5.03%
5	Domestic (1+2+3+4)	759214	90583	11.93%	821115	81870	9.97%	849766	75651	8.90%
6	Overseas	25890	1865	7.20%	35642	1714	4.81%	34914	1677	4.80%
7	Global (5+6)	785104	92448	11.78%	856757	83584	9.76%	884681	77328	8.74%

# NPA Classification- Industry Wise

Amt ₹ in Crore

Sl.	Diversified Industry Portfolio	Mar'22			Dec '22			Mar'23		
		O/s	GNPA	GNPA %	O/s	GNPA	GNPA %	O/s	GNPA	GNPA %
1	Infrastructure	102522	9538	9.3%	91831	5333	5.8%	91405	3464	3.8%
	-Energy	41679	4123	9.9%	38814	1144	2.9%	40544	510	1.3%
	-Tele-Communication	11084	17	0.2%	9259	14	0.2%	8207	14	0.2%
	-Roads & Ports	38457	4072	10.6%	36497	3029	8.3%	35442	1687	4.8%
	-Other Infra	11302	1326	11.7%	7261	1145	15.8%	7212	1253	17.4%
2	Basic Metal & Metal Products	19413	2056	10.6%	23138	1394	6.0%	23383	1384	5.9%
	-Iron & Steel	15647	1176	7.5%	19973	945	4.7%	20225	937	4.6%
3	Textiles	11643	1933	16.6%	10312	1893	18.4%	11057	1791	16.2%
4	Food Processing	20375	5297	26.0%	18472	4384	23.7%	19148	4332	22.6%
5	Chemical & Chemical Products	10515	445	4.2%	5712	312	5.5%	5879	321	5.5%
6	Other Industries	55911	16951	30.3%	65607	15486	23.6%	66264	15282	23.1%
	<b>Total</b>	<b>220379</b>	<b>36220</b>	<b>16.4%</b>	<b>215072</b>	<b>28803</b>	<b>13.4%</b>	<b>217138</b>	<b>26573</b>	<b>12.2%</b>

Highlights

Business

Financial

Asset  
Quality

Share/  
Capital

Digitalization

Network/GB/RRB/HR

ESG/  
Award

# Asset Classification- Global Advances

Amt ₹ in Crore

Sl.	Parameters	Mar'22		Dec'22		Mar'23		YoY Variation	
		O/S	Share%	O/S	Share%	O/S	Share%	Amt.	Var. %
1	Standard	692656	88.22%	773173	90.24%	807353	91.26%	114697	16.56%
2	Gross NPA	92448	11.78%	83584	9.76%	77328	8.74%	-15120	-16.36%
2a	Sub-Standard	16402	2.09%	14229	1.66%	12227	1.38%	-4175	-25.46%
2b	Doubtful	59009	7.52%	46914	5.48%	43414	4.91%	-15595	-26.43%
2c	Loss	17037	2.17%	22440	2.62%	21687	2.45%	4650	27.30%
	Global Advances(1+2)	785104	100%	856757	100%	884681	100%	99577	12.68%

Highlights

Business

Financial

Asset  
Quality

Share/  
Capital

Digitalization

Network/GB/RRB/HR

ESG/  
Award

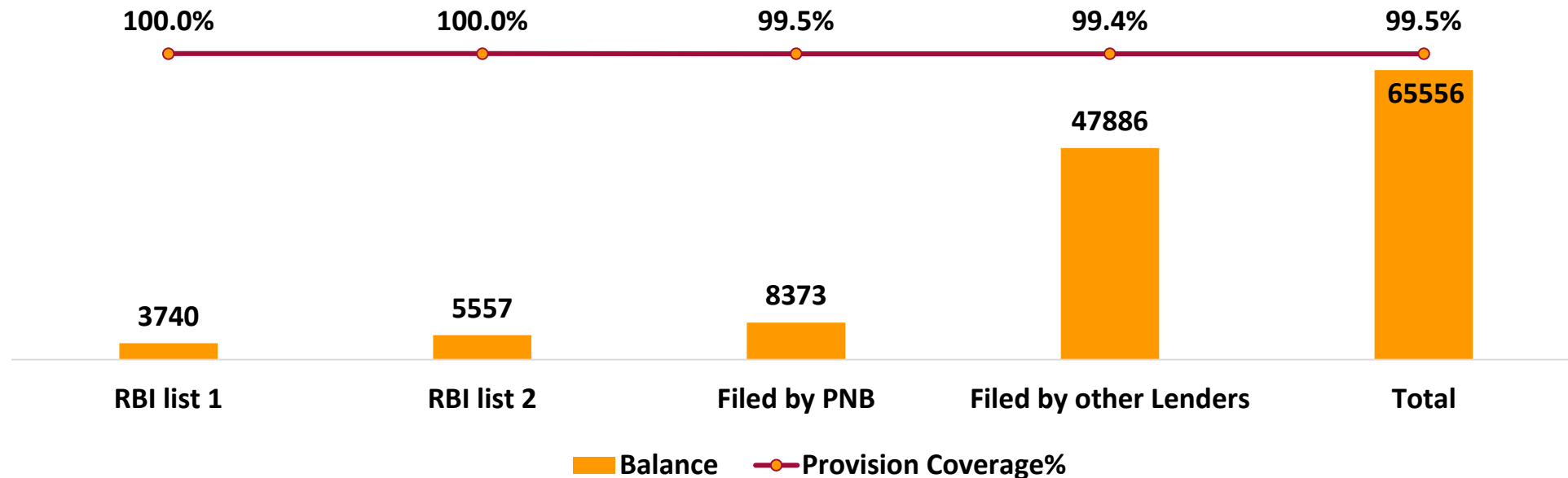


# Exposure to NCLT accounts

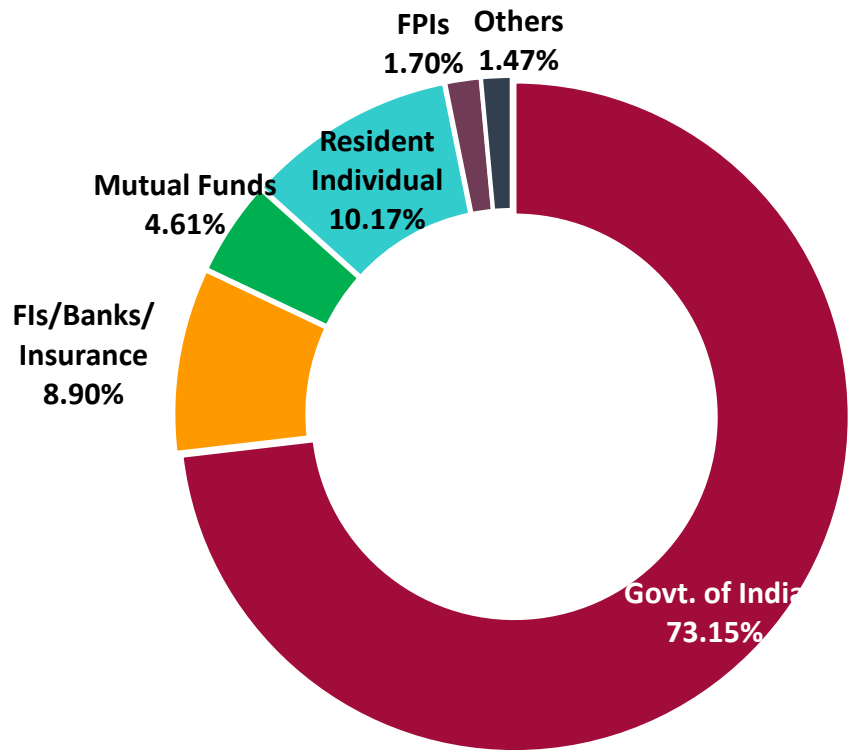
As on 31.03.2023

Amt ₹ in Crore

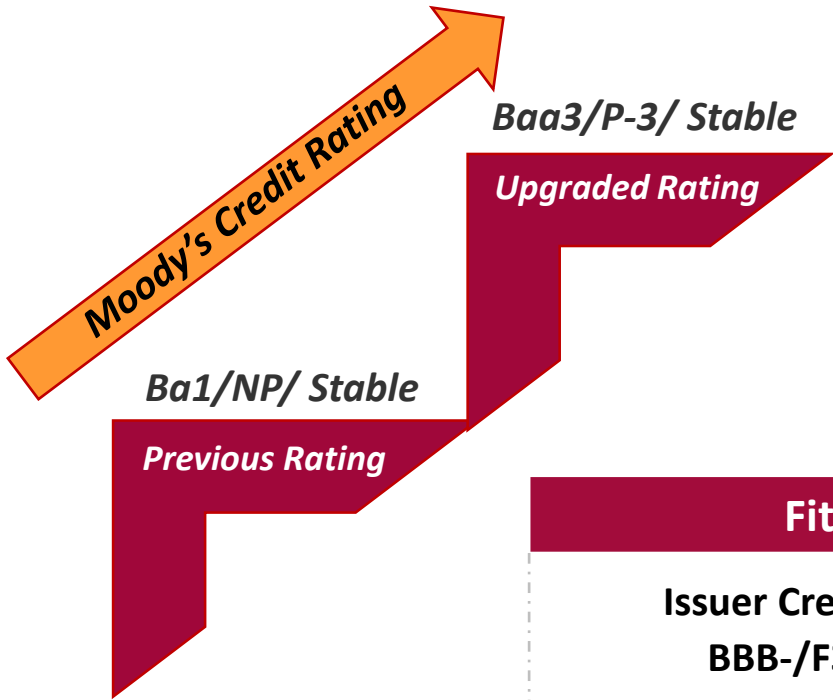
Sl.	Parameters	Accounts	Balance	Provision	PCR%
1	RBI list 1	04	3740	3740	100.0%
2	RBI list 2	11	5557	5557	100.0%
3	Filed by PNB	132	8373	8332	99.5%
4	Filed by Others	414	47886	47595	99.4%
5	<b>Total</b>	<b>561</b>	<b>65556</b>	<b>65224</b>	<b>99.5%</b>



Total No. of Shares: 1101.10 Crores



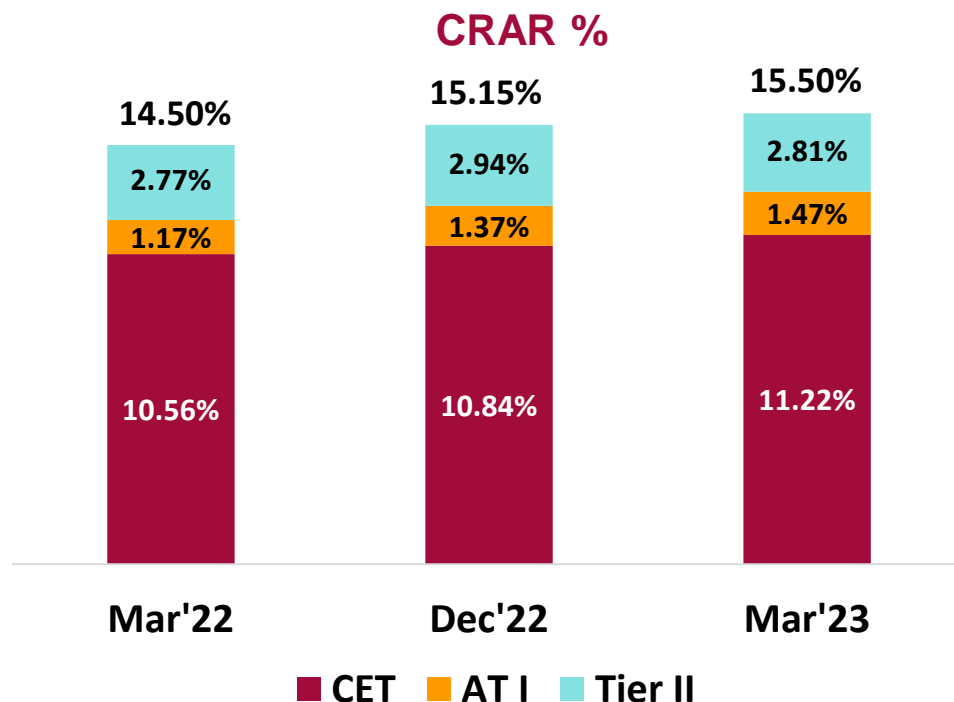
(Shareholding as on 31.03.2023)



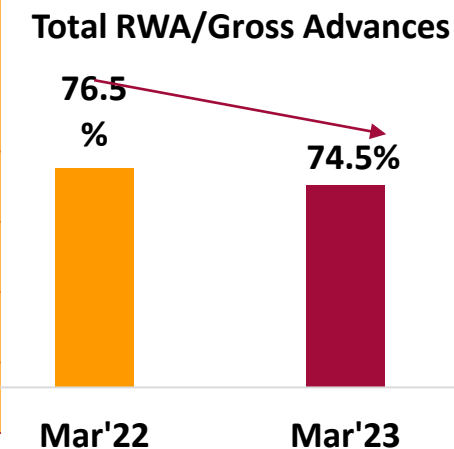
S.N	Rating Agency	Basel III	
		Additional Tier-1 Bonds Rating	Tier-II Bonds Rating
1	CRISIL Ratings	AA/Stable	AA+/Stable
2	India Ratings	AA+/Stable	AAA/Stable
3	CARE Ratings	AA/Stable	AA+/Stable
4	ICRA Ratings	AA/Stable	AA+/Stable

# Capital Adequacy

Amt ₹ in Crore



Parameters	Mar'22	Mar'23	YoY%
Credit RWA	488969	551575	12.80%
Market RWA	42225	37187	-11.93%
Operational RWA	69628	70220	0.85%
<b>Total RWA</b>	<b>600821</b>	<b>658982</b>	<b>9.68%</b>
Global Advances	785104	884681	12.68%



Sl.	Parameters	Mar'22	Dec'22	Mar'23
1	Tier I	70458	77700	83606
1a	Common Equity	63430	68983	73928
1b	Additional Tier I	7028	8717	9678
2	Tier II	16653	18685	18551
3	<b>Total (Tier I+II)</b>	<b>87111</b>	<b>96385</b>	<b>102157</b>

## Capital Raised during FY'2022-23

Type of Capital	Particulars	Capital Raising Plan	Amount Raised
Tier –I	Basel III Compliant AT-1 Bonds	Rs.5500 Cr	4214
Tier-II	Non-Convertible Fully Paid up Bonds	Rs.6500 Cr	4000
<b>Total Capital raised in FY23</b>		<b>Rs.12000 Cr</b>	<b>8214</b>

Type of Capital	Capital Raising Plan for FY'23-24
Tier-I (AT 1)	Rs 7000 Cr
Tier-II	Rs 5000 Cr
<b>Total</b>	<b>Rs 12000 Cr</b>

## Digital Journeys

### Retail

- 1 Pre-approved personal loan
- 2 Pre-Qualified Credit Card
- 3 eOD against FD
- 4 Credit Card against FD
- 5 Insta EMI Credit Card
- 6 Top-up pre-approved personal loan
- 7 Insta EMI Debit Card
- 8 Digital Housing Loan
- 9 New to bank Personal Loan
- 10 Education Loan
- 11 e-Loan Against Securities
- 12 Vehicle Loan
- 13 Gold Loan

### MSME

- 14 e-Mudra
- 15 Working Capital Renewals
- 16 Pre-Approved Business Loan
- 17 e-Svanidhi
- 18 GST Sahay
- 19 PNB e-GST Express

### Agri

- 20 KCC Renewals
- 21 Fresh Digital KCC
- 22 Agri Tatkal
- 23 Gold Loan

### Corporate

- 24 e-Bank Guarantee

### Liabilities

- 25 Tab-based SA opening
- 26 Insta Saving bank account
- 27 Tab-based CA Opening
- 28 Video-KYC based CA opening

### Third party products

- 29 Mutual Fund
- 30 Insurance

### Recovery

- 31 e-OTS
- 32 Digital collections of EMI's - UPI apps
- 33 SASTRA portal

xx Under implementation with calibrated go-live plan in FY23-24

xx Live



Under implementation



Live

Delivering superior customer experience

Process excellence

1 Death Claim Portal

2 Digital KYC updation

3 Whatsapp banking

4 UPI - 123 for Feature Phone

5 E-Swar- QR & Digital Soundbox through IB/MB

6 Safety Ring & Implementation of TPIN

7 PNB Saathi

8 Fintech Portal

9 API world

10 PNB Project Activity Reporting & Task Handling (PARTH)

11 PNB 360

12 Customer Relationship Management (CRM) tool

13 Digital Business Platform

Digital claims portal to initiate claims by nominee

E2e digital KYC updation by customer

Inquiry services via WhatsApp banking

UPI for feature phone on dial

QR code & soundbox for merchants

TPIN instead of password for transactions

Grievance portal for pensioners

On-tap empanelment of Fin-techs

Standard APIs for external partners

Project review & monitoring dashboard

Performance review & monitoring dashboard

Customer acquisition & service tool

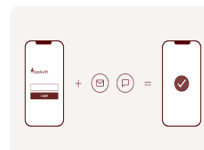
One-stop platform for digital journeys



PNB SHOPPE (E-market place) in PNB One and Internet Banking



QR code generation through PNB One and Internet Banking



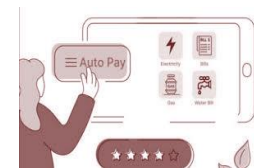
OTP on E-MAIL in Internet Banking



UPI 123PAY



Aadhaar+OTP Based On-boarding in lieu of Debit Cards



AutoPay functionality in BHIM PNB app

Highlights

Business

Financial

Asset Quality

Share/Capital

Digitalization

Network/GB/RRB/HR

ESG/Award

	Key metric	FY'22 actual	FY'23 Actual
	<b>End to End digital disb.</b> (RAM fresh disbursements INR cr.)	40 Cr	4,007 Cr (led by pre-approved PL emerging as one of the largest retail business segment)
	<b>Digital recovery of NPA</b> NPA reduction in INR cr. (# accounts)	NA	676 Cr (1 lakhs+ accounts) (e-OTS: non-discriminatory, non-discretionary digital offering ensuring complete transparency)
	<b>Digital Credit Card issuances</b> (vol. issuances)	9k (Subsidiary Mobile App)	54k (PQCC, CCAFD, DIY Credit Card, Subsidiary App)
	<b>Digitally sourced Saving Account</b> (% - last month FY)1	24% (TAB based SA)	81% (TAB based SA)
	<b>Digital STP renewals</b> (% - last month of FY)	NA	Agri KCC: 20%
	<b>Personal Loan through PAPL TAT</b>	3 DAYS	4 CLICKS
	<b>Digital cards activated</b>	55.5%	76.1%
	<b>Reduction in Crash Rate (%) of PNB One</b>	0.25%	0.09%

1. Excluding accounts opened through BC channel

# Strong growth in PNB ONE adoption

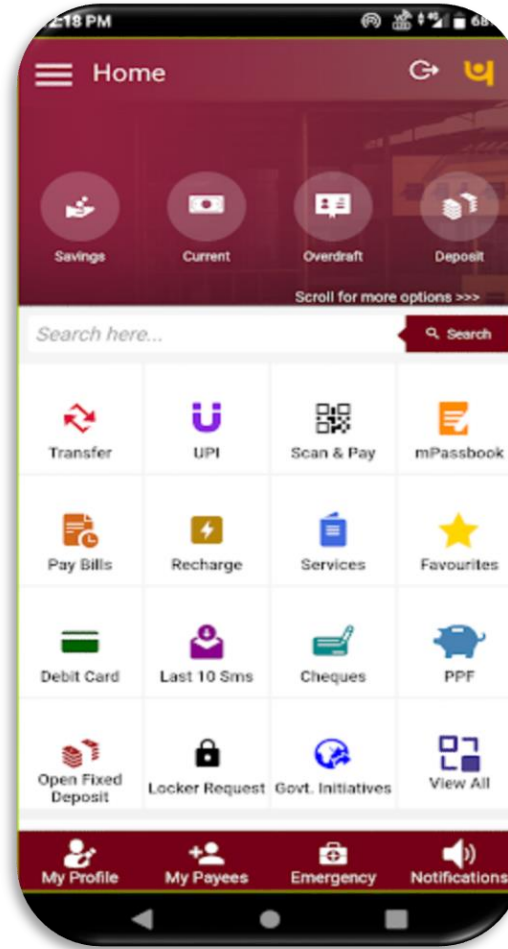
Average daily downloads



Avg. daily active users



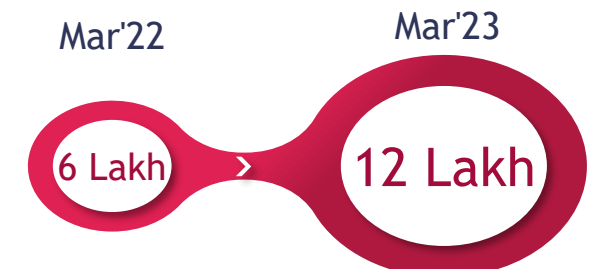
Google Play rating



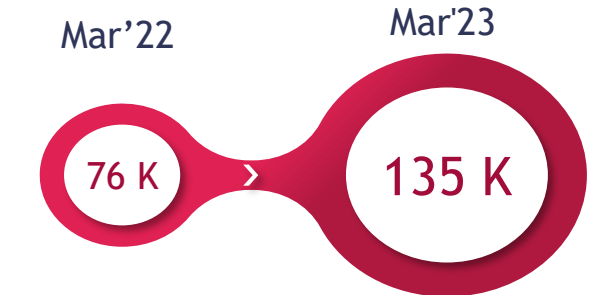
Daily Activation



Daily login



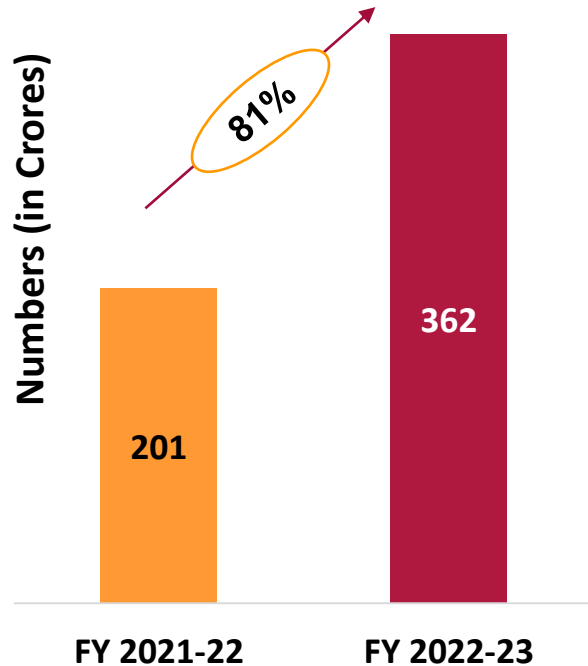
Daily Txn



# Augmenting Digital Base

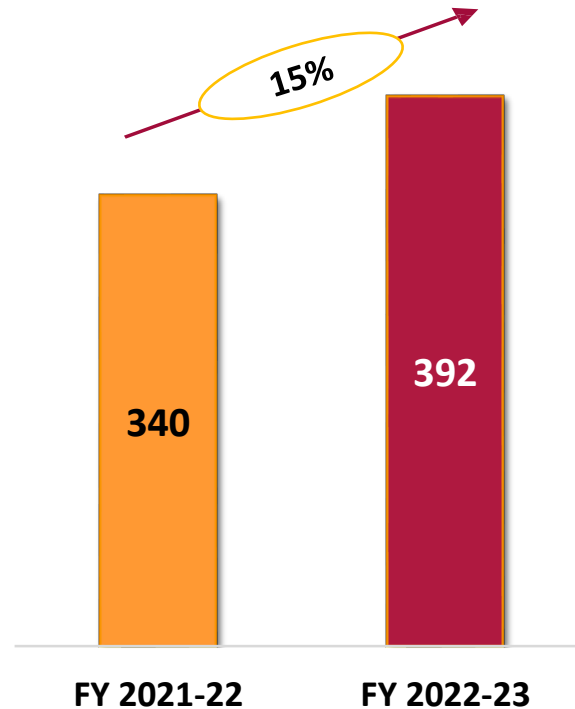
81% YOY Growth in Numbers of UPI transactions

Numbers (in Crores)

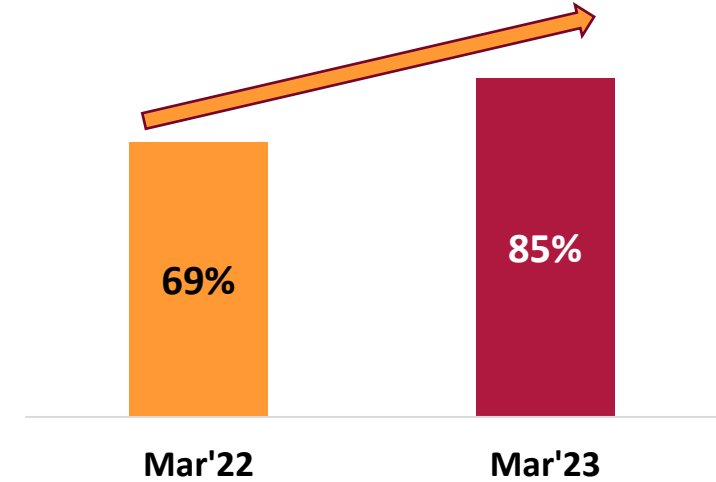


15% YoY Growth in Internet Banking Users

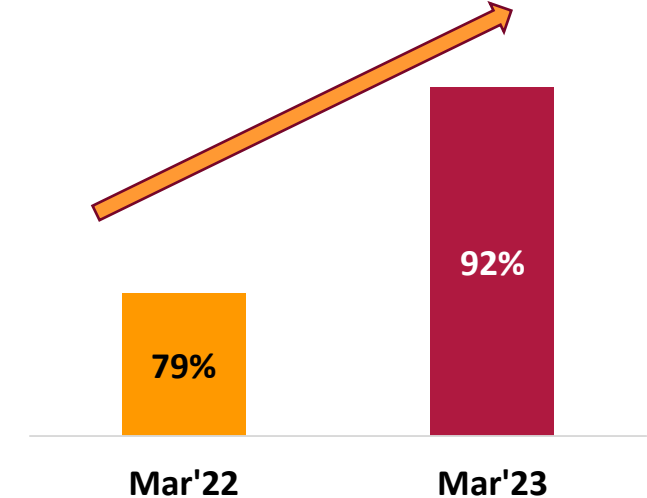
Numbers (in lakhs)



% Digital Transactions



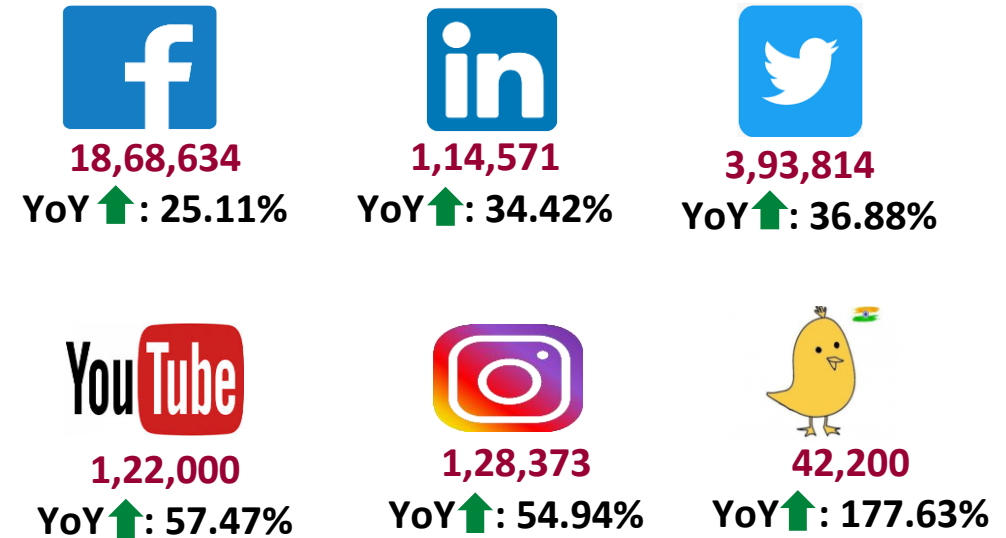
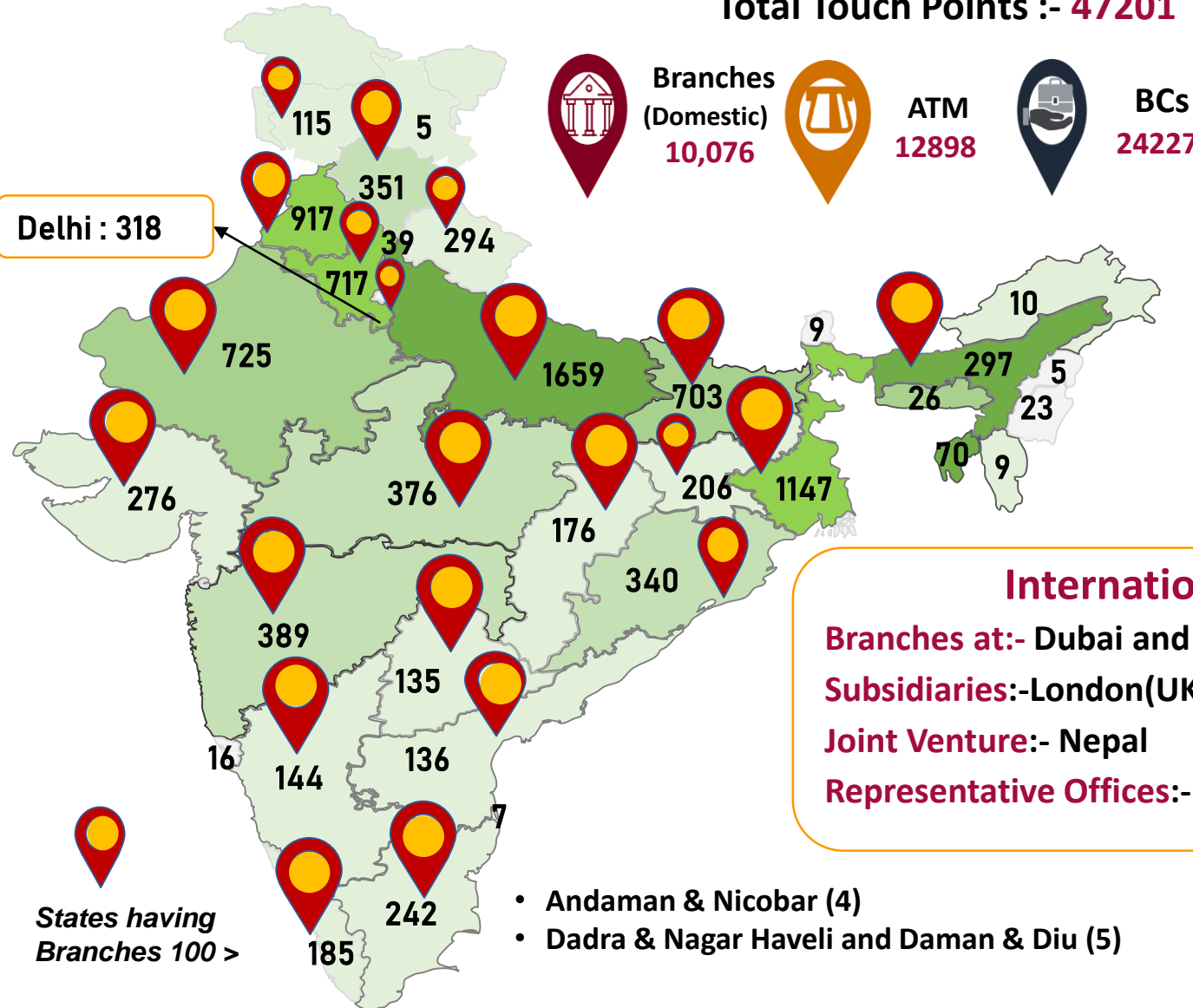
%ADC Transactions





# Distribution Network & Social Presence

Total Touch Points :- 47201



**International Business**

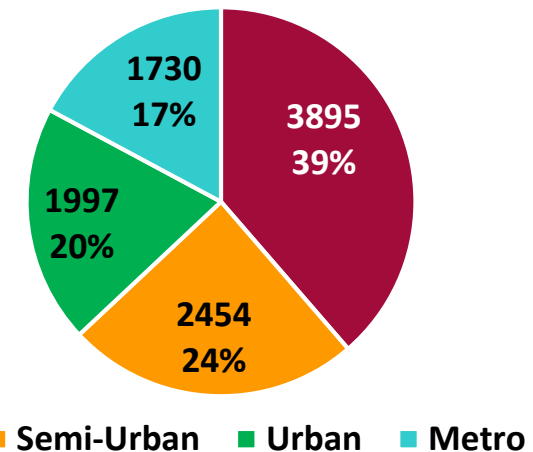
**Branches at:-** Dubai and Gift City, Gandhinagar

**Subsidiaries:-** London(UK) and Bhutan

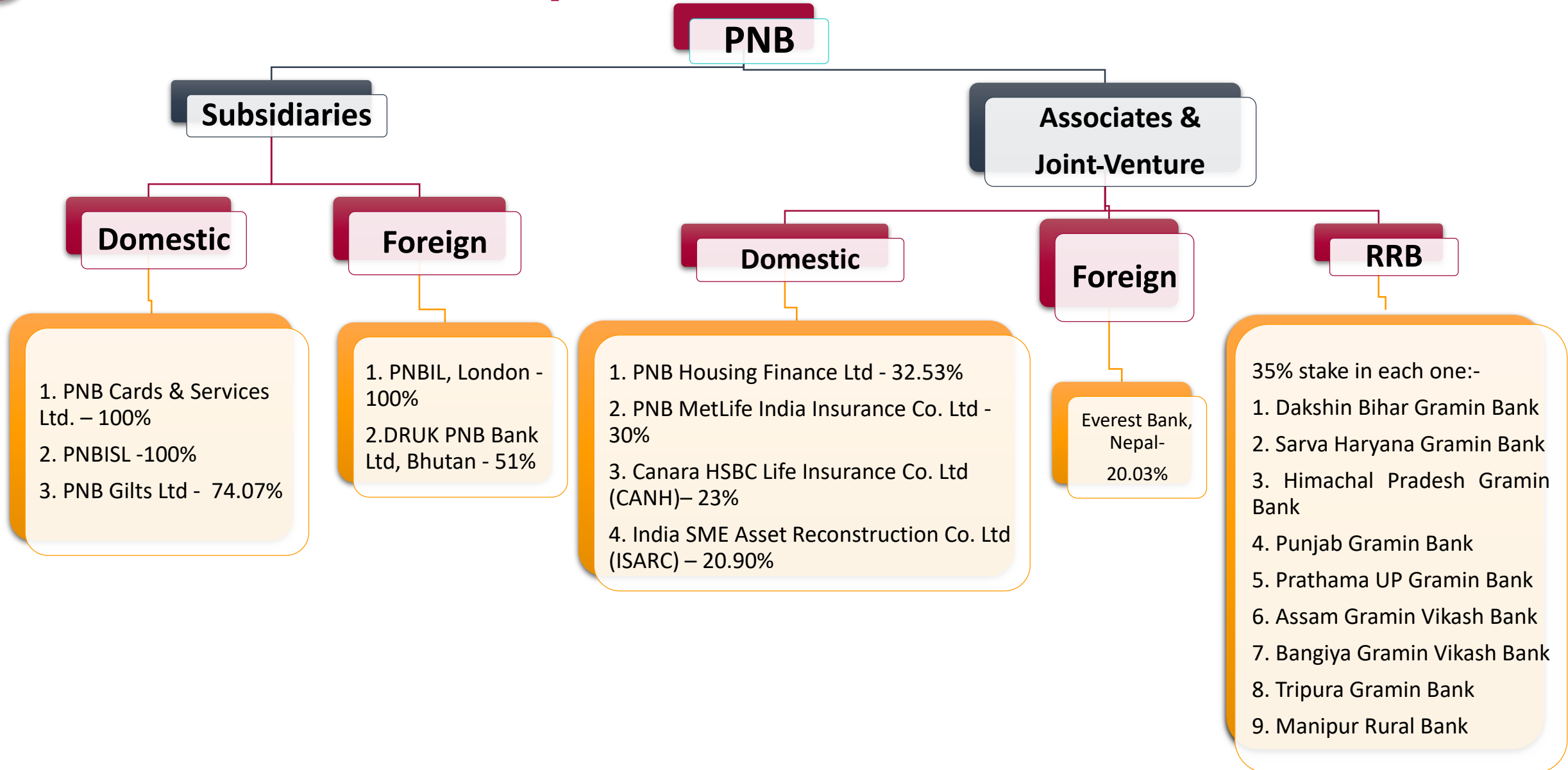
**Joint Venture:-** Nepal

**Representative Offices:-** Myanmar and Bangladesh

Population group Wise Branches



# Group Structure of the Bank



Amt ₹ in Crore

## Performance of Subsidiaries, Associates & Joint Venture

Name of the entity	Results (3/6/9/12 M)	Total Income	Total Expenses	Gross Profit	Net Profit
PNB Housing Finance Ltd	Mar'23 (12M)	6524	5803	720	535
PNB Investment Services Ltd.	Mar'23 (12M)	9.98	6.35	4.91	3.63
PNB Cards & Services Limited	Mar'23 (12M)	6.01	4.53	1.48	1.20
PNB Gilts Ltd.	Mar'23 (12M)	1230	1323	-85	-77
PNB MetLife India Insurance Co. Ltd	Mar'23 (12M)	10631	10508	123	112
Canara HSBC Life Insurance Co. Ltd	Mar'23 (12M)	8153	8053	100	91
PNB (International) Ltd. (London) (FY : 1 <sup>st</sup> April to 31 <sup>st</sup> March)	Mar'22 (12M)	321	228	93	60
India SME Asset Reconstruction Co. Ltd	Mar'23 (12M)	11.56	4.03	7.52	5.41
Druk PNB Bank Ltd. (Bhutan) (FY : 1 <sup>st</sup> January to 31 <sup>st</sup> December)	Dec'22 (12M)	167	121	46	21
Everest Bank Ltd. (Nepal) (FY : 16 <sup>th</sup> July to 15 <sup>th</sup> July)	July'22 (12M)	1085	863	222	155

## Performance of RRBs

Consolidated Position	FY'22	FY'23
Business	188493	204907
Loans and advances	66834	74537
Deposits	121659	130369
Capital Adequacy Ratio	12.84%	11.73%
Operating profit	2198	2527

# HR Transformation

**Comprehensive  
HR transformation  
efforts to improve  
employee  
productivity**

1

**Market-linked targets** for each branch

2

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

3

**Clear tracking, measurement & visibility of performance metrics** to identify improvement areas

4

Comprehensive **leadership development** program to prepare future Bank leaders on functional and behavioral aspects

5

Personalized, role-based training interventions to **upskill functional capabilities**

6

**Performance-linked rewards** to acknowledge & motivate contributors

Highlights

Business

Financial

Asset  
Quality

Share/  
Capital

Digitalization

Network/GB/RRB/HR

ESG/  
Award

# Bank's ESG Highlights



## Environmental



### Sustainable financing

- ✓ Sanctioned more than Rs. 990 Cr towards Project under renewable energy sector.
- ✓ PM Kusum scheme to add solar capacity with O/s of Rs. 25 Cr +
- ✓ PNB Green Car scheme for financing purchase of Electric Car with O/s 230 Cr +



Assessing the "Environmental" aspects while loan origination via Internal Rating Models



Installed roof top solar power plants across various office buildings



Rainwater harvesting in majority of its owned building.  
Bank has zero Liquid discharge Sewage Treatment Plant



Energy Efficient Measures adopted by bank & PNB Head Office Dwarka rated 5 Star By GRIHA Council.



shutterstock.com - 1212081027



## Social



12 FTCs imparted training to 17 lakh persons till 31<sup>st</sup> March 2023 .



175 FLCs conducted seminars programs and provided training to 3,08,680 persons during FY'23



76+ RSETIs imparting training to rural population. 51,618 persons were trained during FY'23. Of which, 79% of BPL families and 71% are women



Under CSR policy, bank had taken various initiatives for disadvantaged and social strata of the society.



24% Women employees in total workforce.



## Governance

Well defined policies and SOPs such as -

- Whistle Blower Policy
- Customer Rights Policy
- Equal Opportunity Policy
- Cyber Security Policy



Technology driven Customer Grievance Redressal System for Timely & Faster resolution.



Portal and Compliance Monitoring Tool.



All employees covered under group insurance policy.



PNB SAMADHAAN for Grievance redressal of employees.



New Enterprises Fraud Risk Management (EFRM) for prevention of unauthorized electronic banking transactions.





# Awards & Accolades



Achievement award for "Excellent Guarantee Coverage (number)" for FY 2022-23.



Best MSME Bank (Runner Up) at 9th MSME Excellence Awards and Summit



Punjab National Bank was felicitated with ET Best BFSI Brands



First prize for outstanding contribution under Prime Minister's Employment Generation Program in Uttar Pradesh



MSME Banking Excellence Award 2022 by Chamber of Indian Micro, Small and Medium Enterprises (CIMSME) :-

Best MSME Bank, MSME Friendly Bank, Govt. Schemes implementing Bank, Implementing COVID related scheme Bank

**Bank was recognized in third NPS Reward Recognition Programme (Maximum number of fresh Subscriber Registration) for FY 2022-23**

Parameters	FY'23 Target	FY'23 Actual	Guidance for FY'24
Credit Growth % (YoY)	11.2%	12.7%	12% - 13%
Deposit Growth % (YoY)	9.0%	11.7%	10% - 11%
CASA Share %	48%	43.0%	43% - 44%
Operating Profit % (YOY)	7%	8.5%	10% - 12%
Net Interest Income % (YOY)	10%	20.2%	Around 10%
NIM %	2.9 - 3.0%	3.06%	Around 2.9% - 3.0%
Gross NPA %	Around 9%	8.74%	Below 7%
Net NPA %	Around 3%	2.72%	Below 2%
PCR % (incl TWO)	Around 85%	86.9%	Around 90%
Credit Cost	Around 2%	2.0%	1.50% - 1.75%
Total Recovery	Rs. 32,000 Crores	Rs. 29,096 Crores	Rs. 22,000 Crores

# Disclaimer

"This presentation has been prepared by Punjab National Bank (the "Bank"), solely for general information purposes, without regard to any specific objectives, financial situations or informational needs of any particular person. Except for the historical information contained herein, statements in this presentation which contain words or phrases such as "is", "aims", "will", "would", "indicating", "expected to", "guidance", "way forward", "expected", "estimate", "objective", "goal", "strategy", "philosophy", "project" etc. and similar expressions or variations of such expressions may constitute 'forward-looking statements'. These forward-looking statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward-looking statements. Although forward looking statements, contained in this presentation are based upon what Bank believes are reasonable assumptions but these risks and uncertainties include, dynamic and complex internal and external environment, including but not limited to market, business, legal risks/changes in law etc., having bearing on bank's ability to successfully implement its strategy, future levels of non-performing loans, its growth and expansion in business, the impact of any acquisitions, the adequacy of its allowance for credit losses, its provisioning policies, technological implementation and changes, the actual growth in demand for banking products and services, investment income, cash flow projections, bank's exposure to market risks as well as other risks. Punjab National Bank undertakes no obligation to update the forward-looking statements to reflect events or circumstances after the date thereof.

Note: "All financial figures in the presentation are from Audited Financials/Limited Reviewed financials and/or upon the forward looking statements based on Management estimates. Any reliance on such financials by anyone shall be at their own risk/responsibility and bank shall not be liable for any loss/gain to anyone in any manner whatsoever."



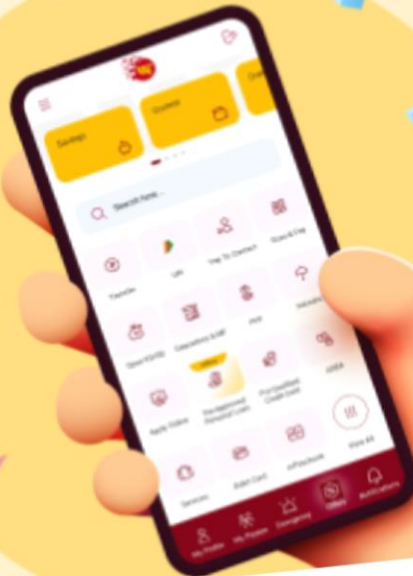


To improve is to change,  
to be perfect is to change often

## Revamped PNB One App



Update your current  
version or scan the code  
to download now



*Thank  
You*