

# FINANCIAL RESULTS

## Q3 & 9M FY22

### December 2021

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# Key Financial Highlights : Q3 December'21



**CRAR**

**14.91%**



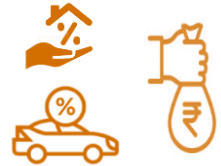
**NIM (Q3)**

**2.93%**



**Net Profit**

**1127 Cr**  
**122.7 % YoY Gr**



**Retail Advance**

**7.7% YoY Gr**



**Agriculture PS**

**6.2% YoY Gr**



**MSME**

**4.1% YoY Gr**



**Gross NPA**

**12.88%**



**Net NPA**

**4.90%**



**PCR**

**81.85%**



**Domestic CASA Share**

**45.65%**



**Saving Deposits**

**8.8% YoY Gr**



**CASA Deposits**

**7.6% YoY Gr**

# Key Financial Highlights for Quarter ended December 2021

## Profitability Parameters Improved Sequentially (QoQ)



Operating Profit

**26.2%** QoQ Gr



Total Income

**3.6%** QoQ Gr



Fee Based Income

**10.3%** QoQ Gr



Operating Expenses

Declined by  
**3.3%** QoQ Gr



Net Interest Income

**22.8%** QoQ Gr



Net Interest Margin

Improved by  
**54 bps**



Cost to Income Ratio

Improved by  
**660 bps**



Return on Equity  
(Annualized)

Improved by  
**7 bps**

## Asset Quality Improved Sequentially (QoQ)



GNPA Ratio

Improved by **75 bps**

NNPA Ratio

Improved by **59 bps**

PCR (Excluding Two)

Improved by **200 bps**

## Digital Transactions Increased



Digital Transactions improved to  
**70%** in month of Dec'21 from  
**66%** in month of Sep'21



# Business Performance (As on 31<sup>st</sup> December 2021)



Amt ₹ in Crore

Sl.	Parameters	Dec'20	Sep'21	Dec'21	Growth %	
					QoQ	YoY
1	Global Gross Business	1809587	1851097	1882623	1.70%	4.04%
	Overseas Gross Business	51765	37181	39882	7.26%	-22.96%
	Domestic Gross Business	1757823	1813916	1842741	1.59%	4.83%
2	Global Deposits	1082156	1115373	1127317	1.07%	4.17%
	Overseas Deposits	29312	17256	18948	9.81%	-35.36%
	Domestic Deposits	1052844	1098117	1108369	0.93%	5.27%
	Current Deposits	70864	71958	71564	-0.55%	0.99%
	Savings Deposits	399418	426799	434394	1.78%	8.76%
	CASA Deposits	470282	498757	505958	1.44%	7.59%
	Total Term Deposits	611873	616616	621359	0.77%	1.55%
	- Retail Term Deposits (<2 Cr.)	494209	520026	520081	0.01%	5.24%
	Retail Term Deposits + CASA Deposits	964491	1018783	1026039	0.71%	6.38%
3	Global Gross Advances	727432	735724	755306	2.66%	3.83%
	Overseas Gross Advances	22453	19925	20934	5.06%	-6.77%
	Domestic Gross Advances	704979	715799	734372	2.59%	4.17%

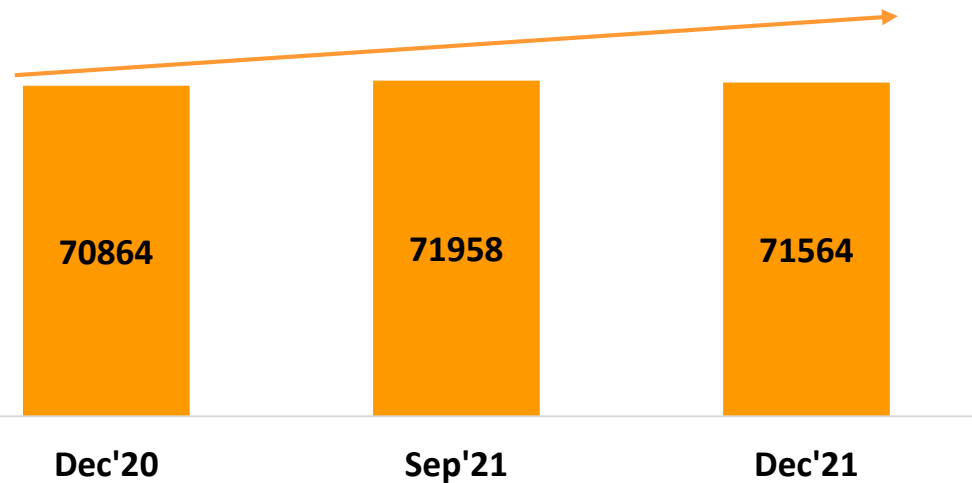


# CASA Performance

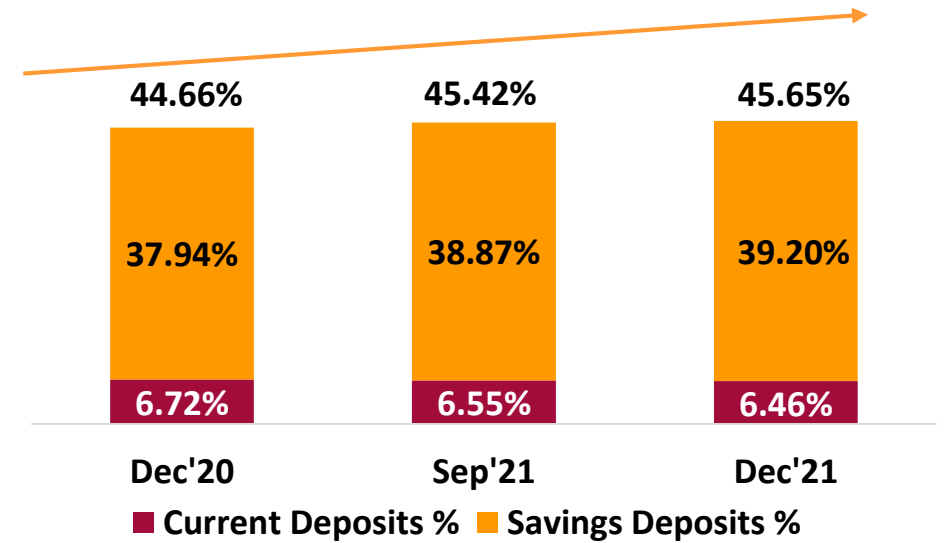
Amt ₹ in Crore

## Current Deposits

YoY Gr.: 1.0%

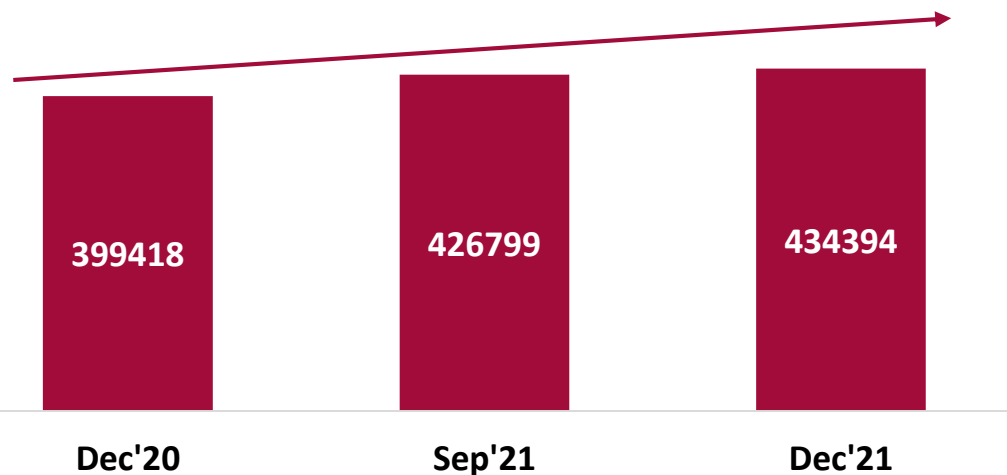


## Domestic CASA Share %

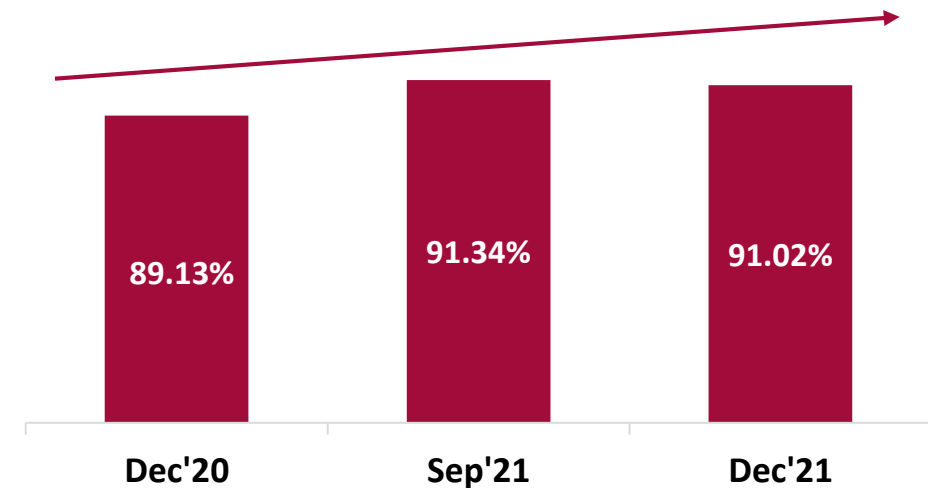


## Saving Deposits

YoY Gr.: 8.8%



## Global (Retail TD < Rs.2 Cr + CASA) Share %



# Composition of Advances

Particulars	Dec'20	Sep'21	Dec'21	YoY %
Retail	115353	120875	124201	7.7%
Agriculture (PS)	96446	100466	102412	6.2%
MSME	118373	120476	123225	4.1%

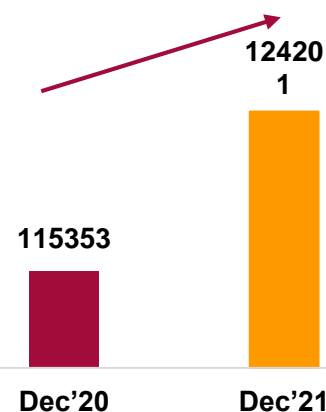
Figures are excluding pool Advances

As on 31.12.2021

Total Retail	Total Agriculture	Total MSME	RAM	Y-o-Y g%
134885	136449	126969	398303	9.1%

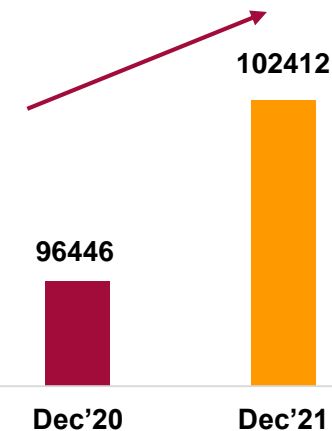
## Retail

YoY Gr.: 7.7%



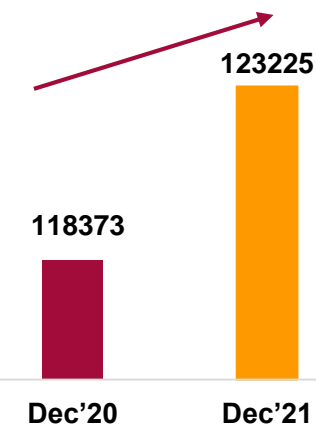
## Agriculture (PS)

YoY Gr.: 6.2%

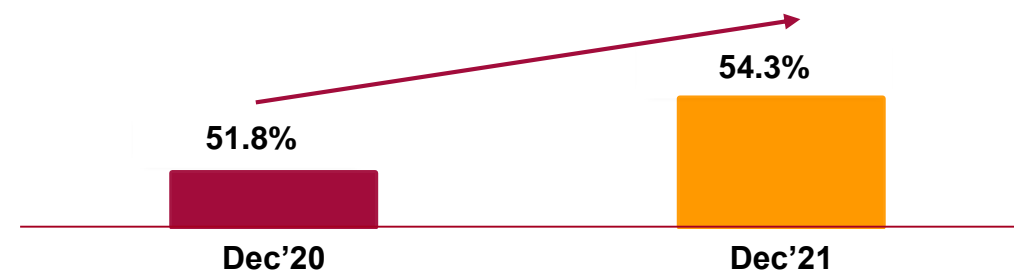


## MSME

YoY Gr.: 4.1%



## RAM Share to Domestic Advances(%)

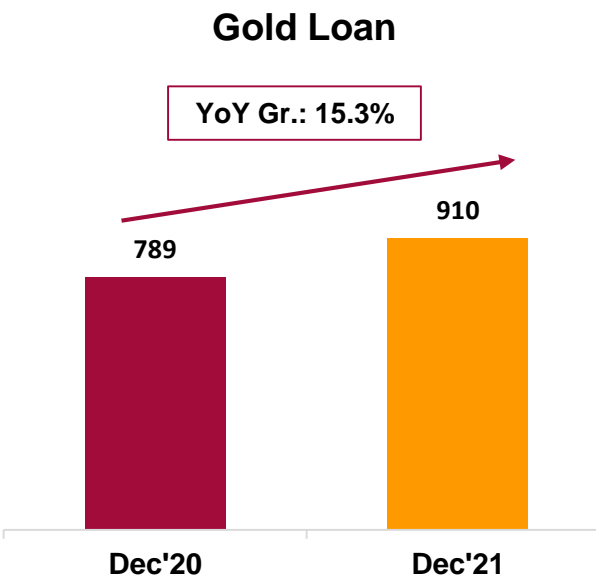
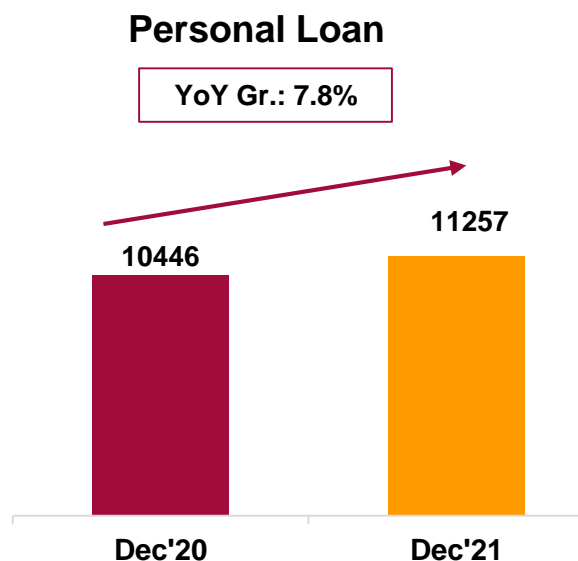
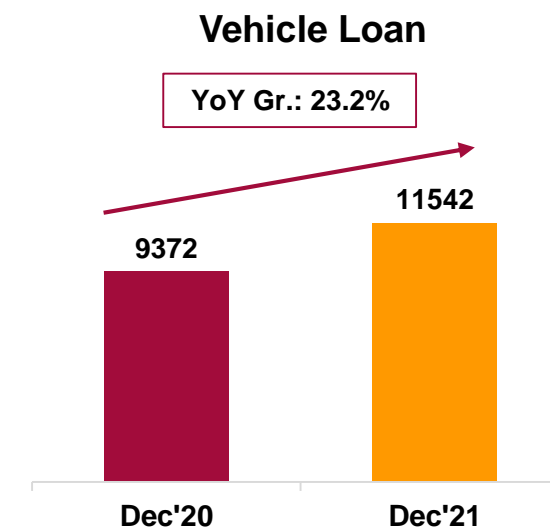
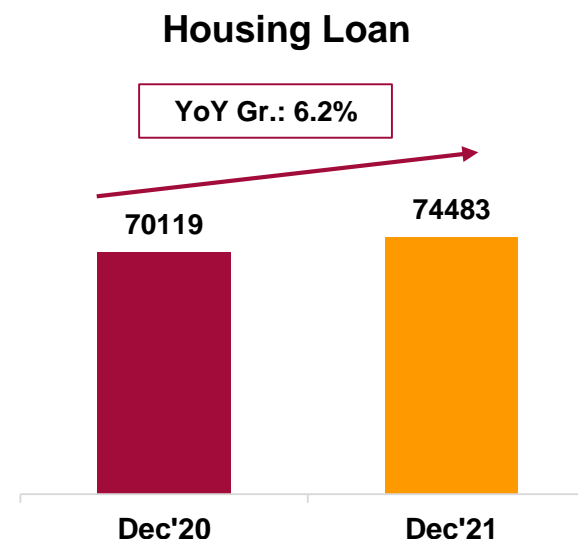


# Composition of Retail Advances

Amt ₹ in Crore

Particulars	Dec'20	Sep'21	Dec'21	YoY %
Home Loan	70119	73738	74483	6.2%
Vehicle Loan	9372	10378	11542	23.2%
Personal Loan	10446	10483	11257	7.8%
Gold Loan	789	870	910	15.3%
Other Retail	24627	25406	26009	5.6%

Figures are excluding pool Advances



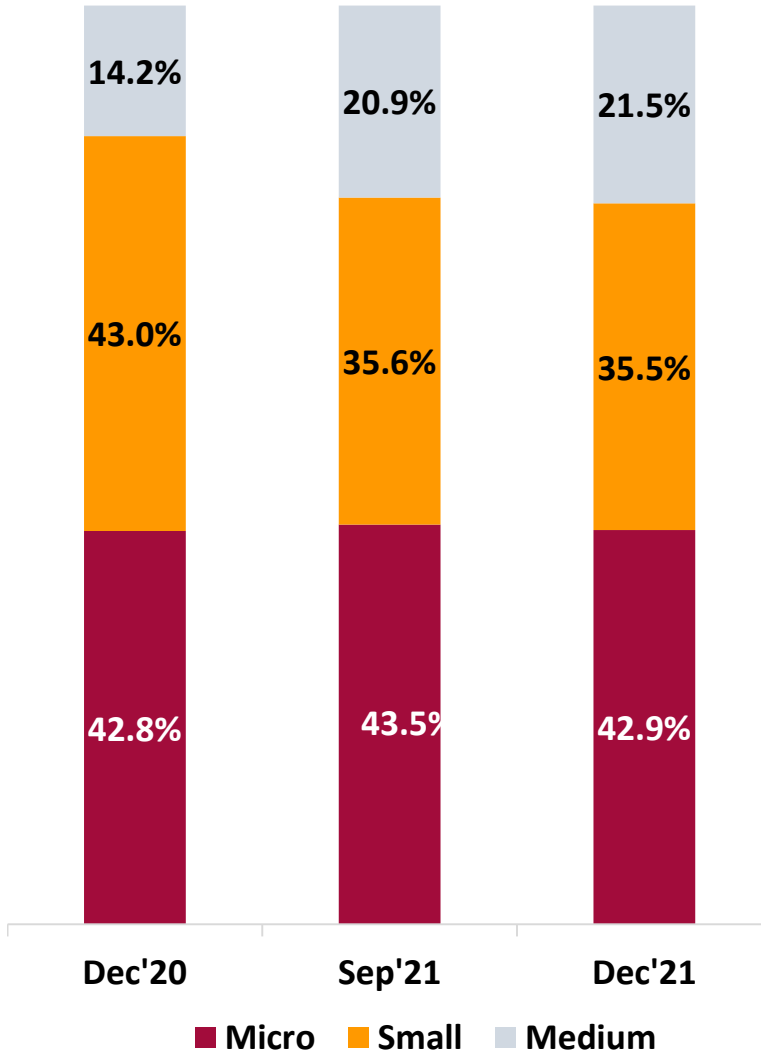


# Priority Sector Achievement

Sl.	Parameters	Mandated Targets	Dec'20	Sept'21	Dec'21
	ANBC		669799	647811	650773
1	Priority Sector		284122	282671	284708
	% to ANBC	40%	42.42%	43.63%	43.75%
2	Agriculture - PS		124549	123415	122749
	% to ANBC	18%	18.59%	19.05%	18.86%
3	Small and Marginal Farmers		53623	67174	66798
	% to ANBC	9%	8.01%	10.37%	10.26%
4	Weaker Section		73933	91152	91014
	% to ANBC	11%	11.04%	14.07%	13.99%
5	Micro Enterprises (PS)		52509	53841	54233
	% to ANBC	7.5%	7.84%	8.31%	8.33%

# MSME Portfolio Mix

## Segment Mix



## Performance under PMMY

Mudra Loans	9M'21	9M'22
Amount Sanctioned	8705	9887
Amount Disbursed	8148	8846



PM SVANidhi

***Upto 31.12.2021***

***No of Loans Sanctioned - 219246***

***Total Amount Sanctioned – Rs.203 Cr***



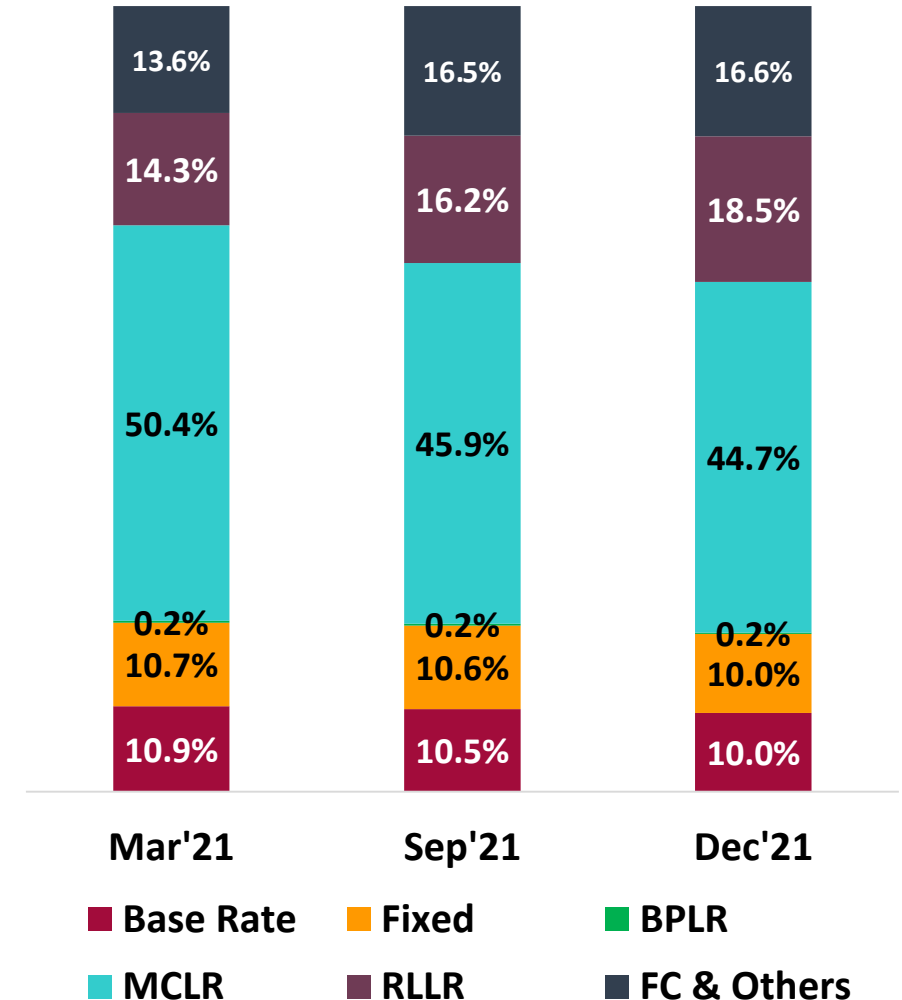
## Performance under GECL Facility

GECL	Dec'21
Amount Sanctioned	19114
Amount Disbursed	16337

Amt ₹ in Crore

Sl	Rating Grade	Portfolio > Rs. 100 Crore			
		Sep'21		Dec'21	
		Amt.	% Share	Amt.	% Share
1	AAA	90415	43.16%	97903	43.84%
2	AA	49107	23.44%	52984	23.73%
3	A	33498	15.99%	40606	18.18%
4	BBB	13441	6.42%	13782	6.17%
	<b>Total BBB &amp; Above</b>	<b>186462</b>	<b>89.01%</b>	<b>205275</b>	<b>91.92%</b>
5	BB	5083	2.43%	6592	2.95%
6	B	4479	2.14%	3707	1.66%
7	C	0	0.00%	206	0.09%
8	D	3019	1.44%	2581	1.16%
	<b>Total BB &amp; Below</b>	<b>12581</b>	<b>6.01%</b>	<b>13087</b>	<b>5.86%</b>
9	Unrated	10430	4.98%	4955	2.22%
	<b>Total</b>	<b>209473</b>	<b>100.00%</b>	<b>223318</b>	<b>100.00%</b>

Advances Mix of Benchmark rate



# Diversified Industry Portfolio & Key Sectors

Sl.	Diversified Industry Portfolio	Sep'21			Dec'21		
		O/s	% of Total Industry	% to Domestic Advances	O/s	% of Total Industry	% to Domestic Advances
1	Infrastructure	106148	48.0%	14.8%	105156	46.7%	14.3%
	-Energy	40848	18.5%	5.7%	40446	17.9%	5.5%
	-Tele-Communication	15661	7.1%	2.2%	14961	6.6%	2.0%
	-Roads & Ports	36534	16.5%	5.1%	37434	16.6%	5.1%
	-Other Infra	13105	5.9%	1.8%	12315	5.5%	1.7%
2	Basic Metal & Metal Products	21729	9.8%	3.0%	20947	9.3%	2.9%
	-Iron & Steel	18473	8.4%	2.6%	16944	7.5%	2.3%
3	Textiles	12293	5.6%	1.7%	13046	5.8%	1.8%
4	Food Processing	18644	8.4%	2.6%	20591	9.1%	2.8%
5	Chemical & Chemical Products	8970	4.1%	1.3%	10723	4.8%	1.5%
6	Other Industries	53391	24.1%	7.5%	54925	24.4%	7.5%
	<b>Total</b>	<b>221175</b>	<b>100.0%</b>	<b>30.9%</b>	<b>225388</b>	<b>100.0%</b>	<b>30.7%</b>

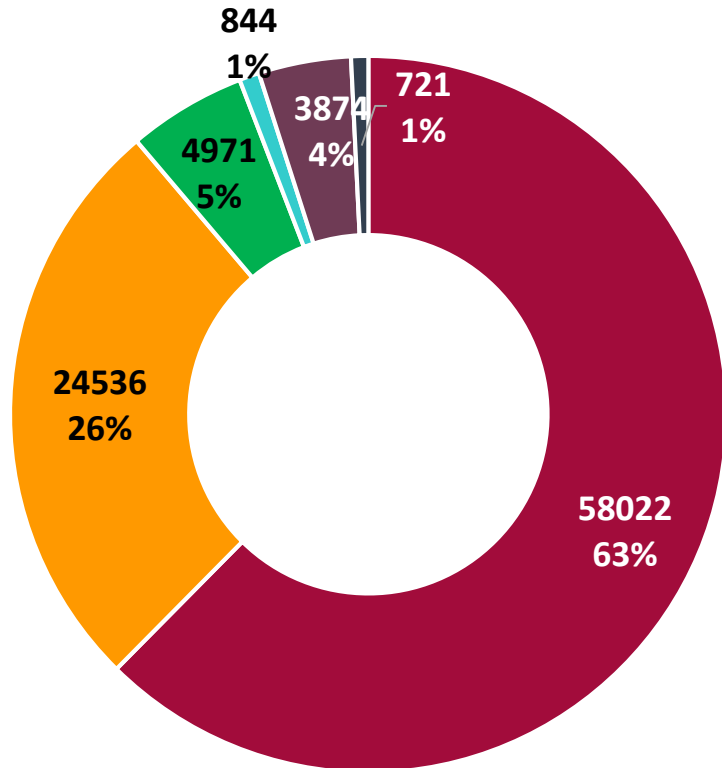
Sl.	Key Sectors	Sep'21	Dec'21
		O/S	O/S
1	Capital Market	605	918
2	Commercial Real Estate	20304	21721
3	NBFC	89663	92967
4	Aviation	6462	1883
5	Tourism, Hotel & Restaurant	1791	1908

# NBFC & Energy Sector

## NBFC Sector

O/s (Funded) as on  
31.12.2021 : ₹ 92967 Cr

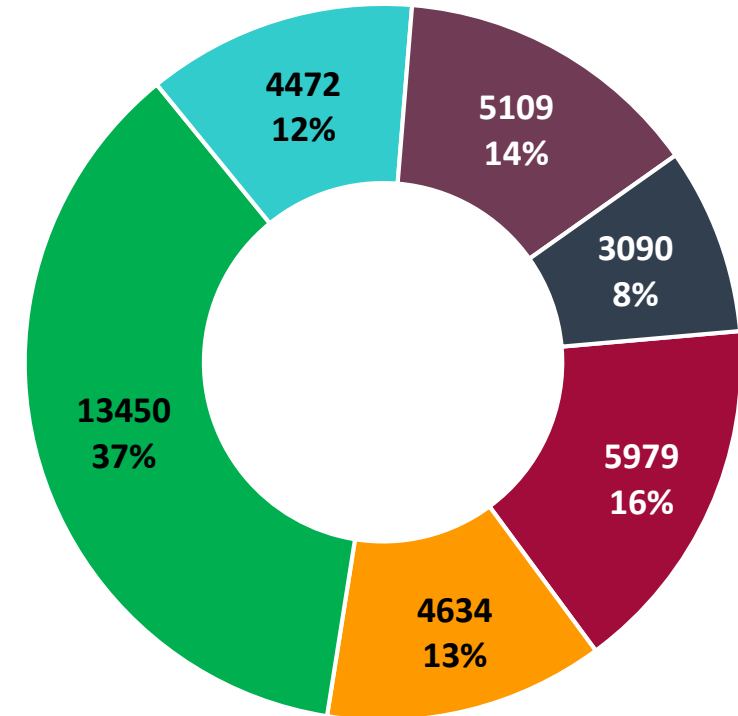
### External Rating wise Portfolio



## Energy Sector

External Rating Std. Portfolio  
31.12.2021 : ₹ 36734 Cr

### External Rating wise Portfolio



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

# Investment Portfolio

Sl.	Parameters	Dec'20	Sep'21	Dec'21	YoY Variation	
					Amt.	%
1	Gross Domestic Investment	394874	365905	381957	-12917	-3.3%
a	SLR	285483	259623	277385	-8098	-2.8%
b	Non SLR	109391	106282	104572	-4819	-4.4%
	SLR as % to Dom. Investment	72.3	70.9	72.6		
I	Held To Maturity (HTM)	273912	293256	300950	27038	9.9%
II	Available For Sale (AFS)	120675	72640	80850	-39825	-33.0%
III	Held For trading (HFT)	287	8	157	-130	-45.3%
2	Modified Duration (AFS+HFT)	2.80	2.38	2.71		
3	Net demand & time Liabilities	1058233	1086202	1095284	37051	3.5%
4	Investment by Overseas Branches	6167	4163	4513	-1654	-26.8%
5	Total Gross Investment (1+4)	401041	370068	386470	-14571	-3.6%
	HTM To Gross Domestic Investment (%)	69.4%	80.1%	78.8%		



# Non SLR Investment



Amt ₹ in Crore

Sl.	Parameters	Dec'20		Sep'21		Dec'21		Y-o-Y Variation	
		O/S	% Share	O/S	% Share	O/S	% Share	Amt	Gr. %
1	PSU Bonds	21271	19.4%	20418	19.2%	19935	19.1%	-1336	-6.3%
2	Corporate and Other Bonds & Debentures	12590	11.5%	12775	12.0%	12235	11.7%	-355	-2.8%
3	Special Govt. Sec excl. Recap Bonds	1394	1.3%	1253	1.2%	1253	1.2%	-141	-10.1%
4	CG Recap. Bond	55274	50.5%	55274	52.0%	55274	52.9%	0	0.0%
5	Share of PSU/Corporate/Others	7972	7.3%	8222	7.7%	7158	6.9%	-814	-10.2%
6	Venture Capital Fund	356	0.3%	361	0.3%	360	0.3%	4	1.1%
7	Regional Rural Bank	728	0.7%	814	0.8%	814	0.8%	86	11.8%
8	Security Receipts	2091	1.9%	1993	1.9%	1703	1.6%	-388	-18.6%
9	Subsidiaries JV	3205	2.9%	3220	3.0%	3220	3.1%	15	0.5%
10	Other	4511	4.1%	1952	1.8%	2620	2.5%	-1891	-41.9%
	<b>Total Non SLR Investment</b>	<b>109391</b>	<b>100%</b>	<b>106282</b>	<b>100%</b>	<b>104572</b>	<b>100%</b>	<b>-4819</b>	<b>-4.4%</b>

# Income

Amt ₹ in Crore

Sl.	Parameters	Q3 FY21	Q2 FY22	Q3 FY22	QoQ Variation		YoY Variation		9M21	9M22	YoY Gr. %
					Amt.	%	Amt.	%			
1	Interest Income (2+3+4)	20357	17980	19325	1345	7.5%	-1032	-5.1%	62010	56234	-9.3%
2	Interest on Advances	13553	11389	12734	1345	11.8%	-819	-6.0%	41483	36445	-12.1%
3	Interest on Investments	6208	5796	5815	19	0.3%	-393	-6.3%	18628	17582	-5.6%
4	Other Interest Income	597	795	776	-19	-2.4%	179	30.0%	1899	2207	16.2%
5	Other Income (6+7+8+9+10)	2684	3282	2701	-581	-17.7%	17	0.6%	9345	9870	5.6%
	of which										
6	Fee Based Income	1320	1288	1420	132	10.2%	100	7.6%	4215	4343	3.0%
7	Recovery in Written off Accounts	336	1076	653	-423	-39.3%	317	94.3%	1348	2561	90.0%
8	Trading Profit	1243	1049	614	-435	-41.5%	-629	-50.6%	3375	2780	-17.6%
9	Profit/(Loss) on Revaluation of Investment	-257	-169	11	180	-	268	-	325	143	-56.0%
10	Others	42	38	3	-35	-92.1%	-39	-92.9%	83	43	-48.2%
11	Total Income (1+5)	23042	21262	22026	764	3.6%	-1016	-4.4%	71355	66104	-7.4%

\* In terms of RBI guidelines, profit/loss on revaluation on investment have been regrouped under other income head.



# Fee Based Income

Amt ₹ in Crore

Sl.	Parameters	Q3 FY21	Q2 FY22	Q3 FY22	QoQ Variation		YoY Variation		9M21	9M22	YoY Gr. %
					Amt.	%	Amt.	%			
	Fee Based Income	1320	1288	1420	132	10.2%	100	7.6%	4215	4343	3.0%
1	Processing Fees	144	77	130	53	68.8%	-14	-9.7%	666	779	17.0%
2	LC/BG Income*	289	136	136	0	0.0%	-153	-52.9%	788	376	-52.3%
3	Income from Insurance & MF	113	95	110	15	15.8%	-3	-2.7%	249	269	8.0%
4	Govt. Business	40	51	50	-1	-2.0%	10	25.0%	120	136	13.3%
5	Exchange Profit	121	126	196	70	55.6%	75	62.0%	332	453	36.4%
6	Miscellaneous Fee Income	612	804	798	-6	-0.7%	186	30.4%	2059	2330	13.2%

\* Change in accounting policy on revenue recognition in respect of commission on LC and BG on accrual basis instead of realization basis.

# Expenses

Amt ₹ in Crore

Sl.	Parameters	Q3 FY21	Q2 FY22	Q3 FY22	QoQ Variation		YoY Variation		9M21	9M22	YoY Gr. %
					Amt.	%	Amt.	%			
1	Total Interest Paid (2+3+4)	12012	11628	11522	-106	-0.9%	-490	-4.1%	38421	34844	-9.3%
2	Interest Paid on Deposits	11251	10913	10804	-109	-1.0%	-477	-4.0%	36048	32693	-9.3%
3	Interest Paid on Borrowings	170	143	114	-29	-20.3%	-56	-32.9%	719	384	-46.6%
4	Others	591	571	605	34	6.0%	14	2.4%	1654	1766	6.8%
5	Operating Expenses (6+7)	4896	5614	5428	-186	-3.3%	532	10.9%	15263	15763	3.3%
6	Establishment Expenses	2928	3417	3311	-106	-3.1%	383	13.1%	9476	9683	2.2%
Of Which											
	Employee Benefits (AS-15)	251	545	499	-46	-8.4%	248	98.8%	1257	1548	23.2%
7	Other Operating Expenses	1968	2197	2117	-80	-3.6%	149	7.6%	5787	6080	5.1%
8	Total Expenses (1+5)	16908	17241	16950	-291	-1.7%	42	0.2%	53684	50607	-5.7%

# Profit & Provisions


Amt ₹ in Crore

Sl.	Parameters	Q3 FY21	Q2 FY22	Q3 FY22	QoQ Variation		YoY Variation		9M21	9M22	YoY Gr. %
					Amt.	%	Amt.	%			
1	Net Interest Income	8346	6353	7803	1450	22.8%	-543	-6.5%	23589	21390	-9.3%
2	Other Income	2684	3282	2701	-581	-17.7%	17	0.6%	9345	9870	5.6%
3	Operating Income (1+2)	11030	9635	10504	869	9.0%	-526	-4.8%	32934	31260	-5.1%
4	Operating Expenses	4896	5614	5428	-186	-3.3%	532	10.9%	15263	15763	3.3%
5	Operating Profit	6134	4021	5076	1055	26.2%	-1058	-17.2%	17671	15497	-12.3%
6	Provisions other than Tax	5176	3261	3354	93	2.8%	-1822	-35.2%	15139	11594	-23.4%
	<i>Of which</i>										
a	NPAs	3118	2693	3654	961	35.7%	536	17.2%	11766	9595	-18.5%
b	Standard Advances incl. Standard Restructured	2148	547	-120	-667	-	-2268	105.6%	2909	1620	-44.3%
c	Depreciation on Investment	39	-292	11	303	-	-28	-70.8%	446	249	-44.2%
d	Others	-129	313	-192	-505	-	-63	48.6%	19	130	585.5%
7	Profit Before Tax	958	760	1723	963	126.7%	765	79.8%	2531	3903	54.2%
8	Provision for Income Tax	452	-345	596	941	-	144	31.9%	1096	648	-40.9%
9	Net Profit	506	1105	1127	22	2.0%	621	122.7%	1435	3255	126.9%

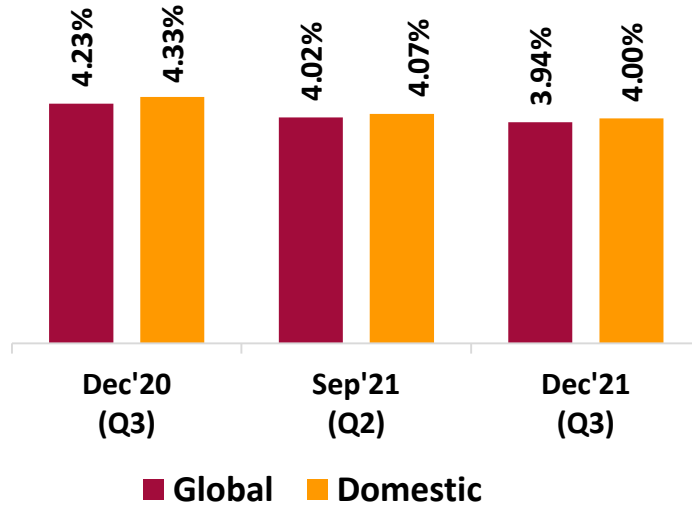
# Profitability Ratios

Sl.	Profitability Ratios	Q3 FY21	Q2 FY22	Q3 FY22		9M21	FY 21	9M22
1	Return on Assets [%]	0.15%	0.33%	0.34%		0.14%	0.15%	0.32%
2	Return on Equity [%]	3.75%	7.27%	7.34%		3.64%	3.88%	7.43%
3	Earnings per share [₹] (Not annualized)	0.53	1.00	1.02		1.52	2.08	2.98
4a	Book Value per Share [₹]	79.77	79.72	80.96		79.77	79.19	80.96
4b	Book Value per Share-Tangible [₹]	53.38	55.54	55.09		53.38	53.07	55.09
5	Cost to Income Ratio [%]	44.39%	58.27%	51.67%		46.35%	46.91%	50.43%
5a	Staff Cost to Income Ratio [%]	26.54%	35.46%	31.52%		28.77%	28.13%	30.98%
5b	Other Cost to Income Ratio [%]	17.85%	22.80%	20.15%		17.57%	18.79%	19.45%
6	Operating Profit to AWF [%]	1.85%	1.20%	1.51%		1.77%	1.73%	1.54%
7	Operating Expenses To AWF [%]	1.47%	1.67%	1.61%		1.53%	1.53%	1.56%

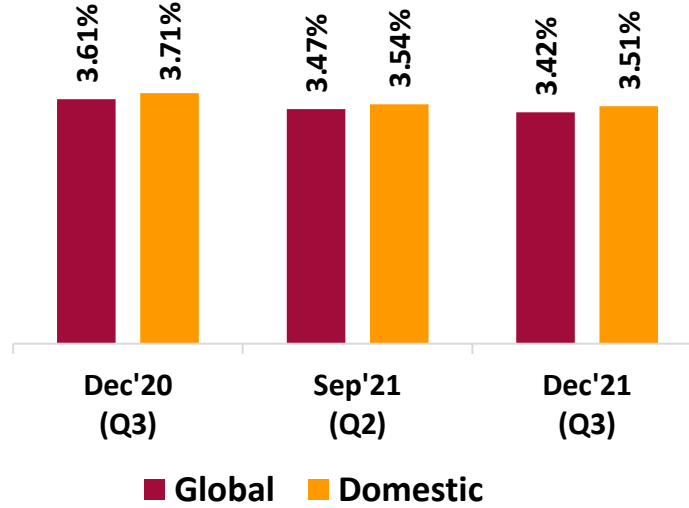
# Efficiency Ratios (Quarter)

(Annualized) 

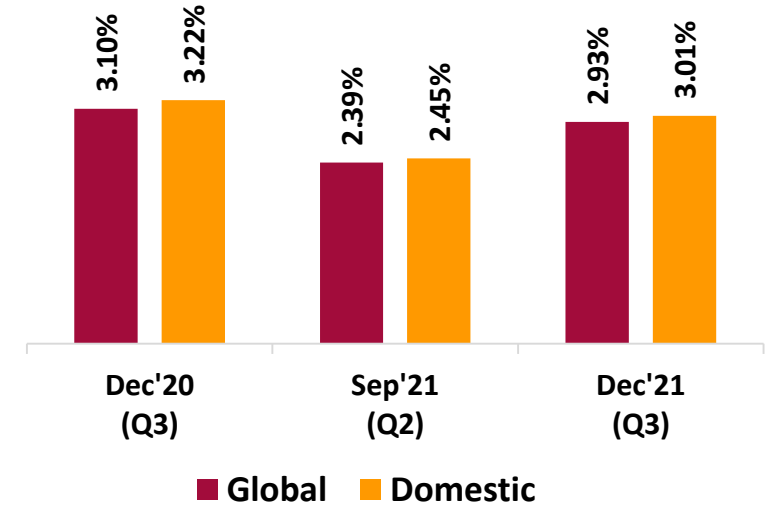
## Cost of Deposits [%]



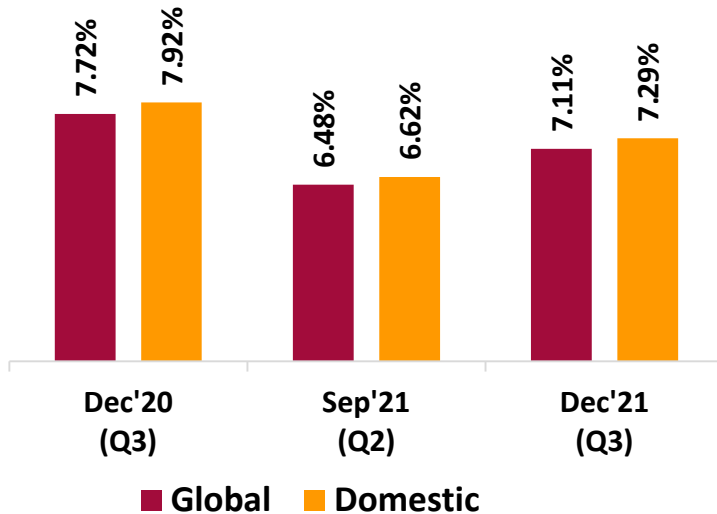
## Cost of Funds [%]



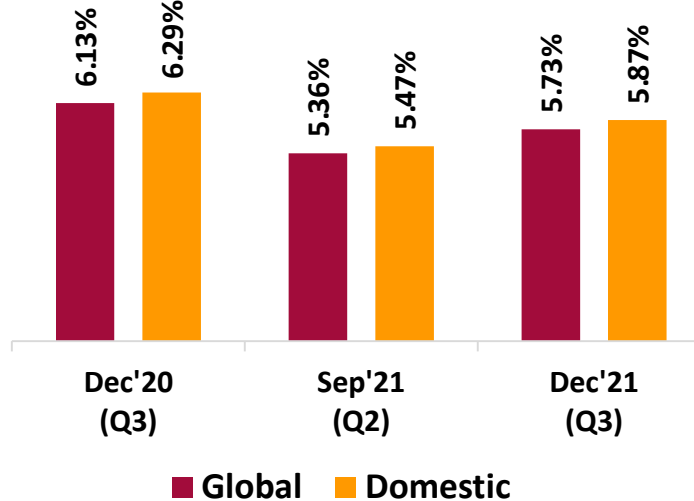
## NIM [%]



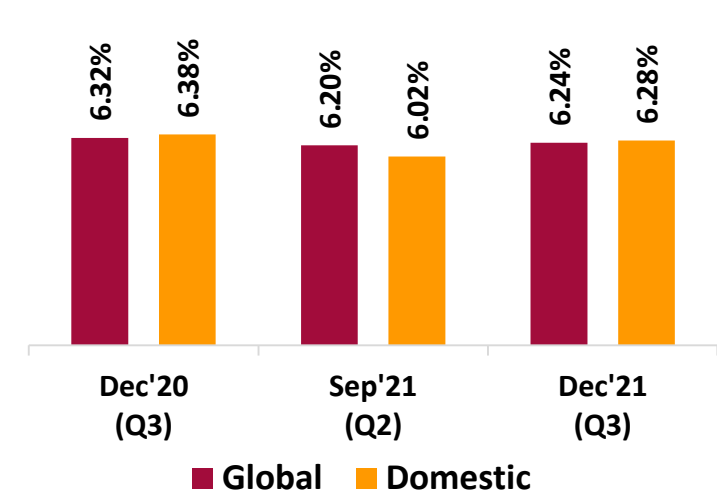
## Yield on Advances [%]




## Yield on Funds [%]



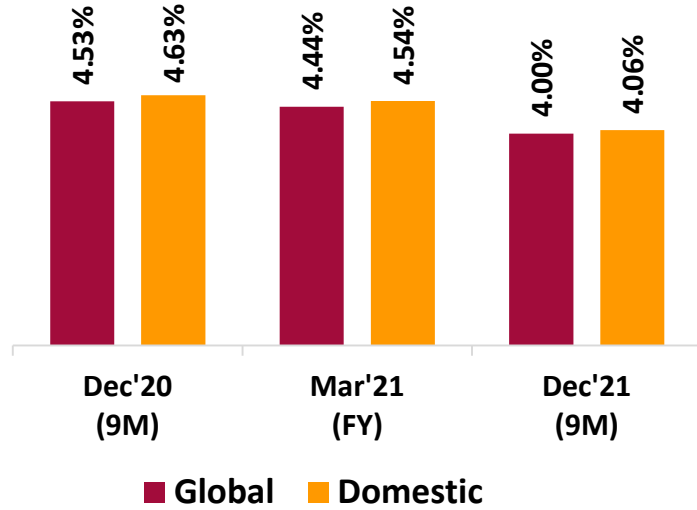
## Yield on Investment [%]



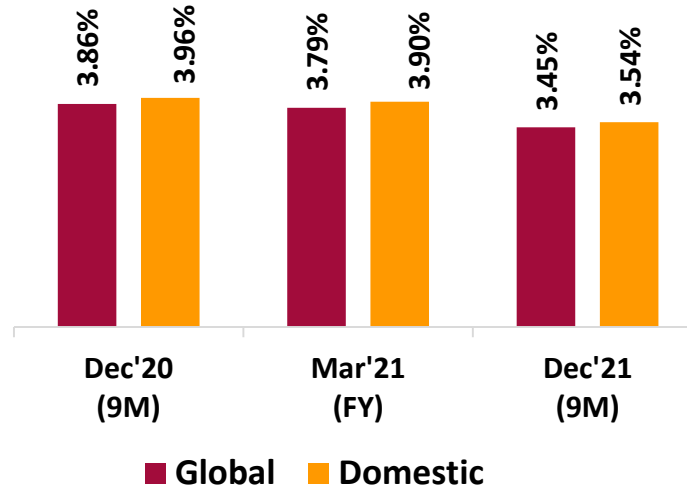
# Efficiency Ratios (9M)

(Annualized) 

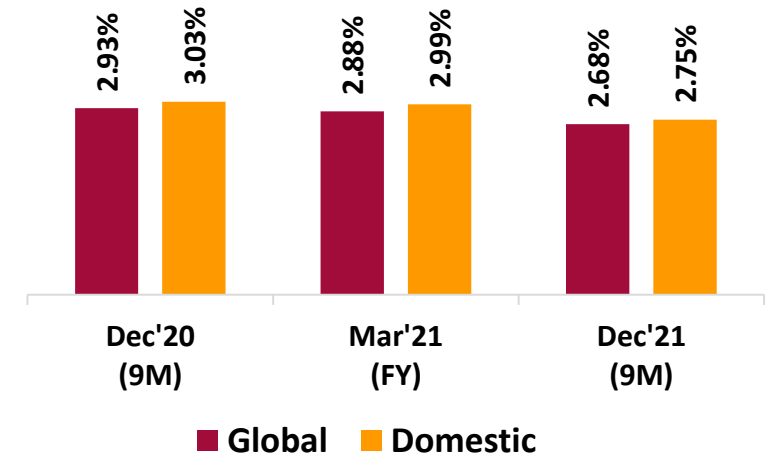
## Cost of Deposits [%]



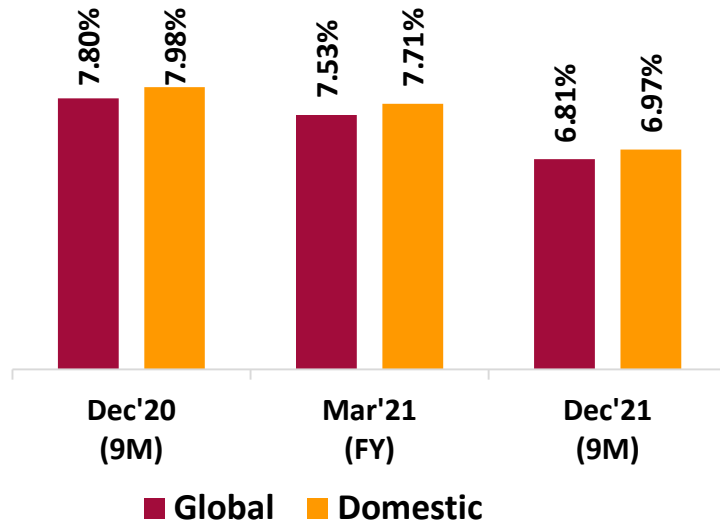
## Cost of Funds [%]



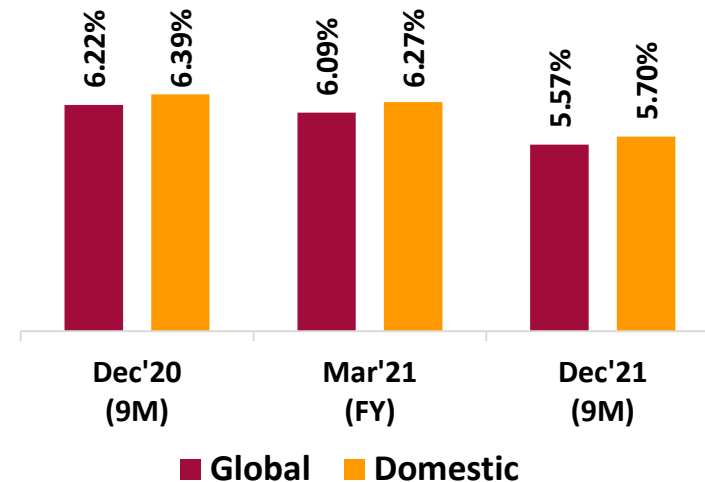
## NIM [%]



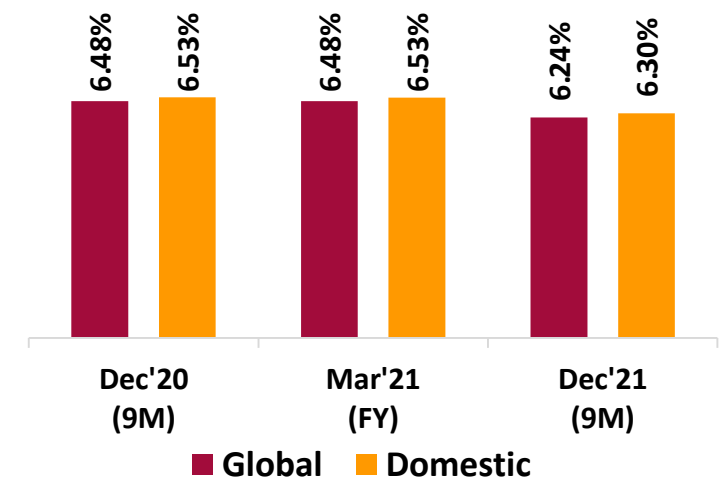
## Yield on Advances [%]



## Yield on Funds [%]



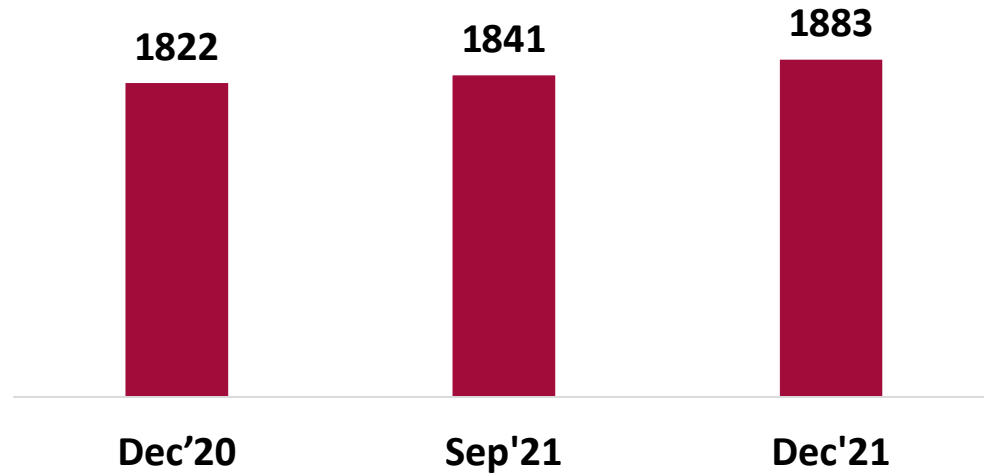
## Yield on Investment [%]



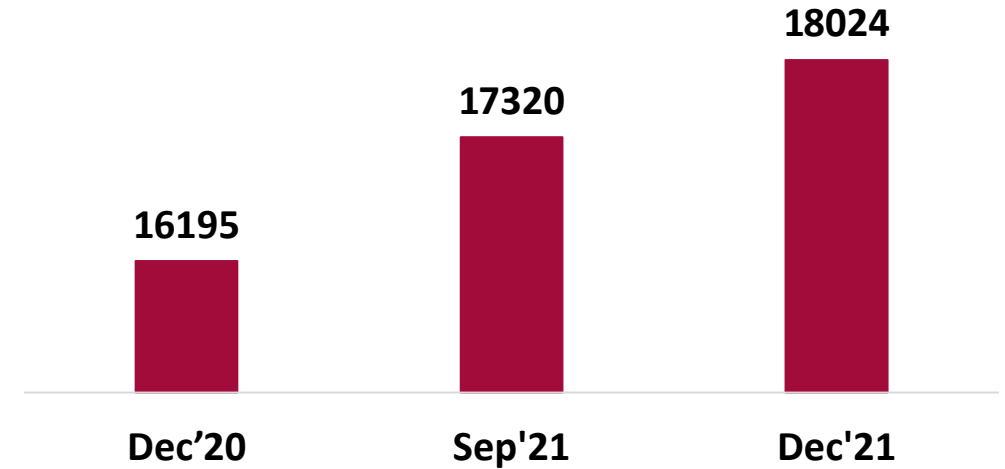
# Productivity Ratios

in ₹ Lakhs

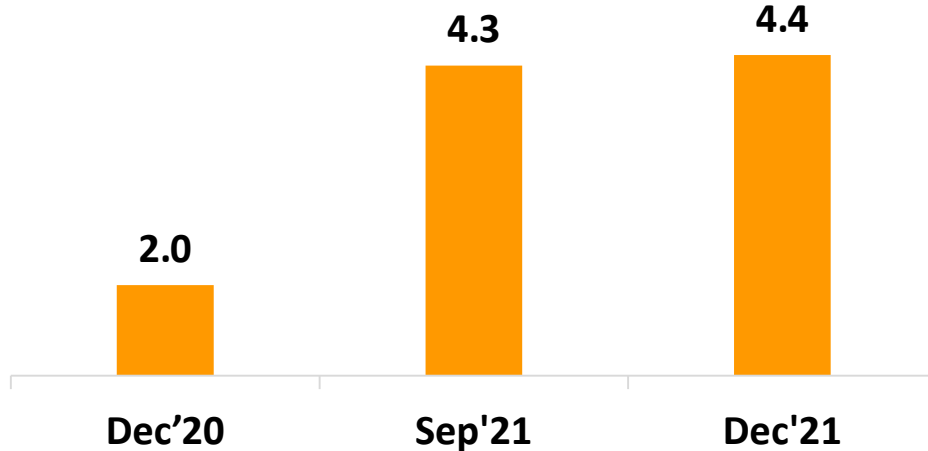
## Business per Employee



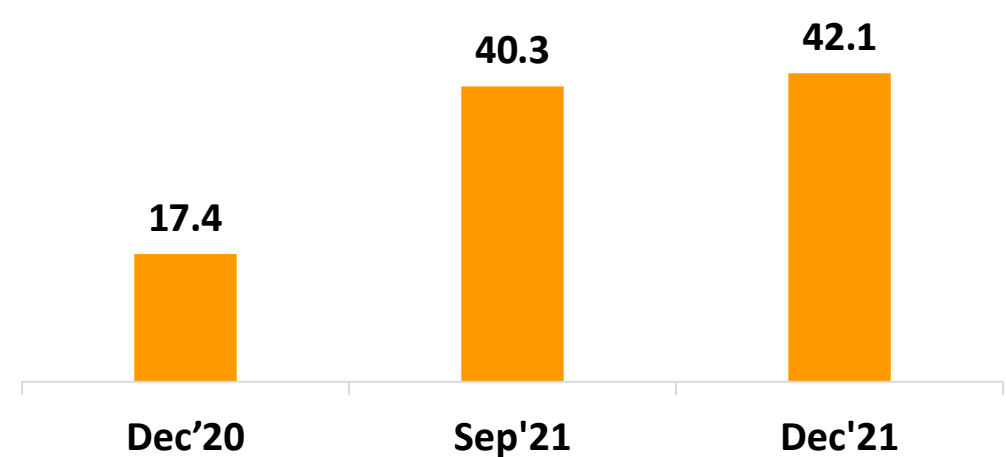
## Business per Branch



## Net Profit per Employee *Cumulative Annualized*



## Net Profit per Branch *Cumulative Annualized*



# Balance Sheet

Sl.	Parameters	31 <sup>st</sup> Dec'20	30 <sup>th</sup> Sep'21	31 <sup>st</sup> Dec'21
	<b>CAPITAL &amp; LIABILITIES</b>			
1	Capital	2096	2202	2202
2	Reserves and Surplus	89137	93498	94815
3	Deposits	1082156	1115373	1127317
4	Borrowings	52596	33623	54257
5	Other Liabilities and Provisions	28951	21212	26258
	<b>Total Liabilities</b>	<b>1254934</b>	<b>1265907</b>	<b>1304849</b>
	<b>ASSETS</b>			
1	Cash and Balances with RBI	71796	51298	55393
2	Balances with Banks	44607	95887	93252
3	Investments	394338	363626	379762
4	Loans & Advances	660486	673226	692807
5	Fixed Assets	10799	10827	10700
6	Other Assets	72907	71044	72935
	<b>Total Assets</b>	<b>1254934</b>	<b>1265907</b>	<b>1304849</b>



# One Time Restructuring of Advances

As per RBI's guidelines dated Aug 6, 2020 Position as on 31.12.2021

Sl.	Loan and aggregate exposure category	Restructuring Implemented		Provisions Made
		No. of accounts	Amount involved	Amt
1	Personal loans	5625	722	73
2	Other Exposures*	346	5357	635
3	Total (1+2)	5971	6079	708
4	MSME loans	5968	652	33
	Grand Total (3+4)	11939	6731	741

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

As per RBI's guidelines dated May 5, 2021 , Position as on 31.12.2021

Sl.	Loan and aggregate exposure category	Restructuring Implemented		Provisions Made
		No. of accounts	Amount involved	Amt
1	Individual Borrowers	77732	5457	562
2	Small Business	5491	1043	107
3	Total (1+2)	83223	6500	669
4	MSME loans	100650	5873	587
	Grand Total (3+4)	183873	12373	1256

# Standard Restructured Advances

Sl	Movement of Std. Restructured Advances	Mar'21 (FY 21)	Dec'21 (9M)
A	Opening Balance	2236	2372
B	Total Addition	794	2020
C	Reduction	658	116
1	In eligible	16	0
2	Down-gradation to NPA	19	111
3	Exit/Failure	623	5
	<b>Closing Balance (A+B-C)</b>	<b>2372</b>	<b>4276</b>

Sl.	Sector wise Std. Restructured	Dec' 21
A	Agriculture & Allied	2707
B	MSME	58
C	Corporate & Others	1511
	<b>Total</b>	<b>4276</b>

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

CATEGORY	Mar-21		Jun-21		Sep-21		Dec-21	
	SMA2	% of Total Dom. Advances	SMA2	% of Total Dom. Advances	SMA2	% of Total Dom. Advances	SMA2	% of Total Dom. Advances
AGRI	1243	1.10%	868	0.68%	798	0.60%	404	0.30%
MSME	4023	3.19%	2679	2.21%	2533	2.03%	1715	1.35%
RETAIL	285	0.21%	348	0.26%	239	0.18%	161	0.12%
RAM TOTAL	5551	1.48%	3895	1.02%	3570	0.91%	2280	0.57%
CORPORATE & OTHER	8157	2.37%	8629	2.64%	6084	1.87%	814	0.24%
TOTAL	13708	1.91%	12524	1.77%	9654	1.35%	3094	0.42%



# Improving Asset Quality - Movement of NPA

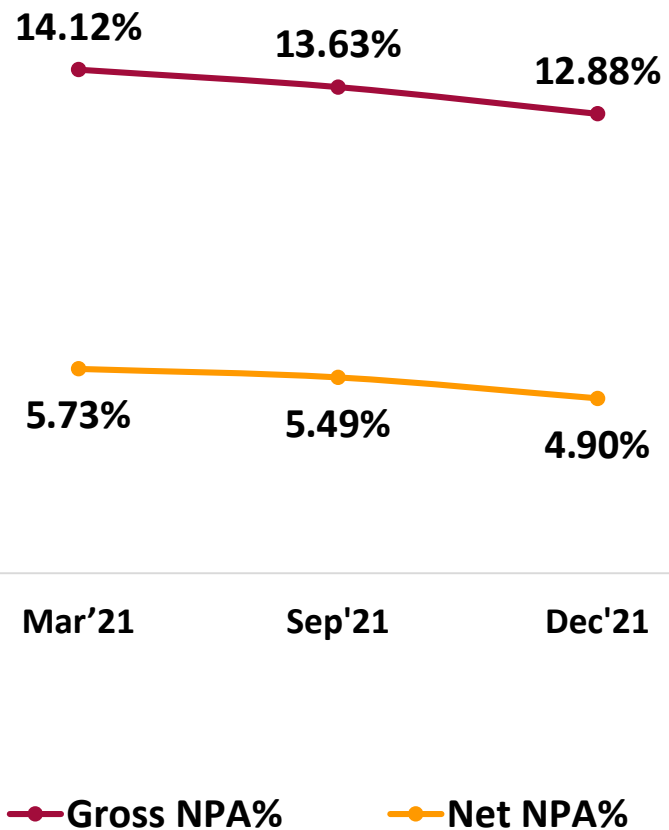


Amt ₹ in Crore

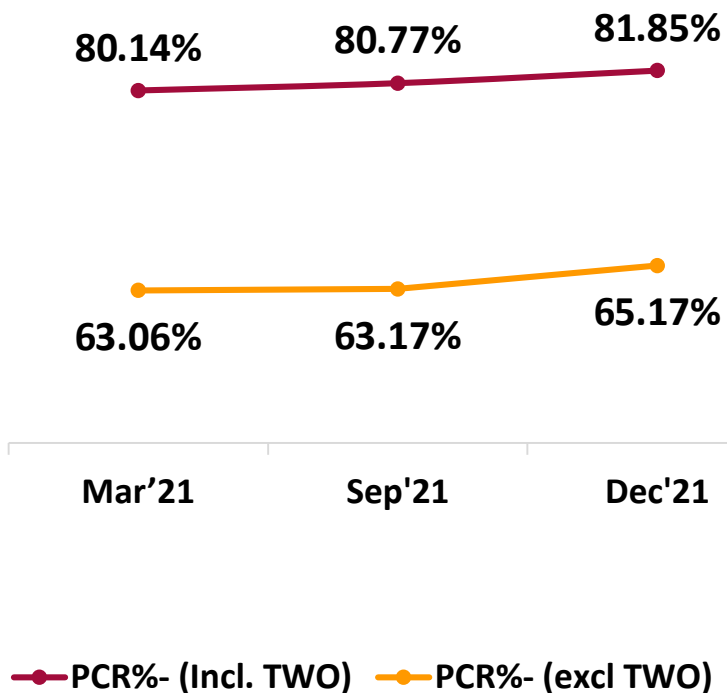
Sl.	Parameters	FY 21	Q2 FY'22	HY'22	Q3 FY'22	9M'22
1	NPA as at the beginning of Year/Quarter	105165	104076	104423	100291	104423
2	Cash Recovery	11442	5764	9167	3211	11795
	Out of (2) Recovery in written-off A/cs	2498	1076	1909	653	2561
3	Up-gradation	2363	3362	5441	1995	5798
	<i>Cash Recovery &amp; Up-gradation</i>	13805	9126	14608	5206	17593
4	Write Off	15877	3736	5982	2809	8752
5	Total Reduction (2+3+4)	29682	12862	20590	8015	26345
6	Fresh Addition	28940	9077	16458	4983	19181
	-Fresh slippages	25001	7620	13299	3431	14857
	-Debits in existing NPA A/cs	3939	1457	3159	1552	4324
7	Gross NPAs at end of the period	104423	100291	100291	97259	97259
8	Eligible Deductions incl. Provisions	65848	63357	63357	63380	63380
9	Net NPAs	38576	36934	36934	33879	33879

# Improving Asset Quality - Ratios

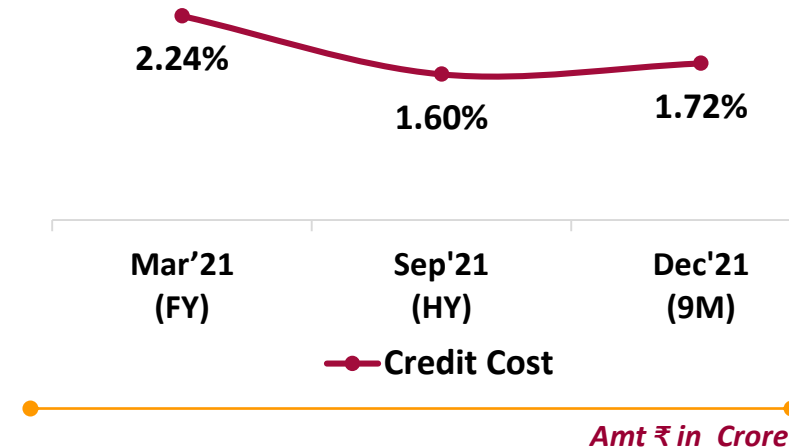
## NPA Ratios



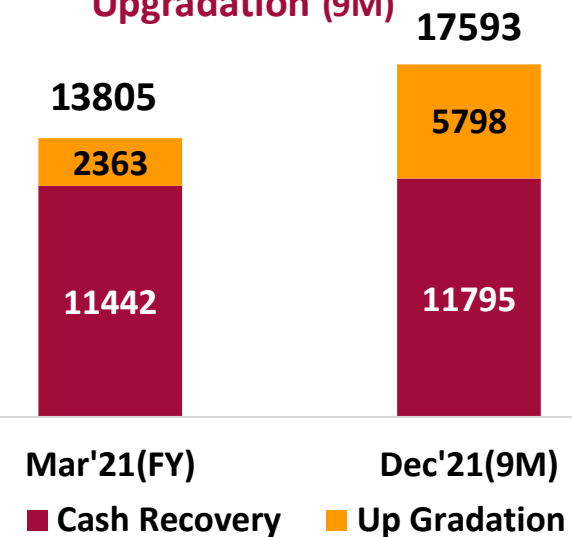
## Provision Coverage Ratio



## Credit Cost

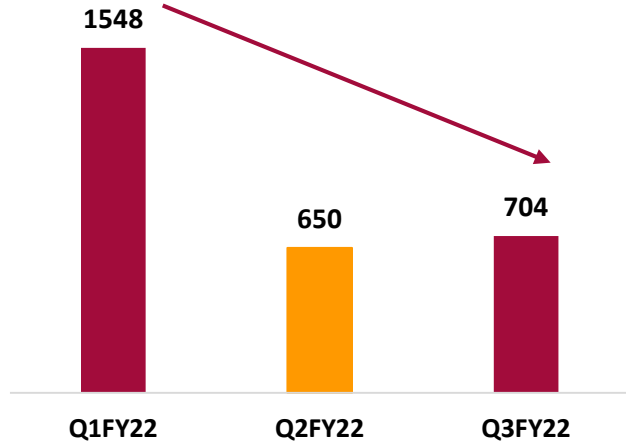


## Total Recovery including Upgradation (9M)

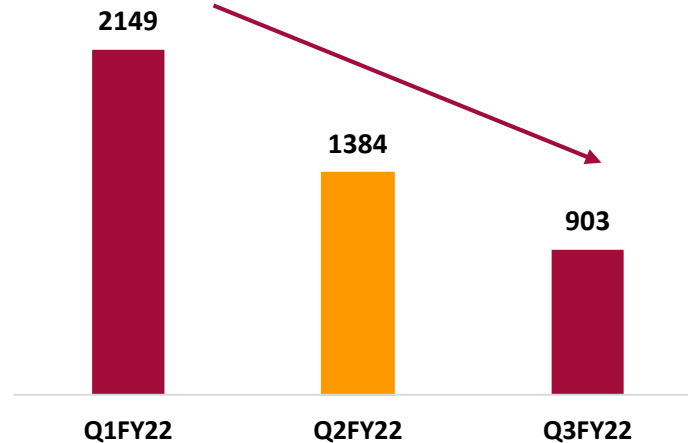


# Improving Asset Quality - Fresh Slippage

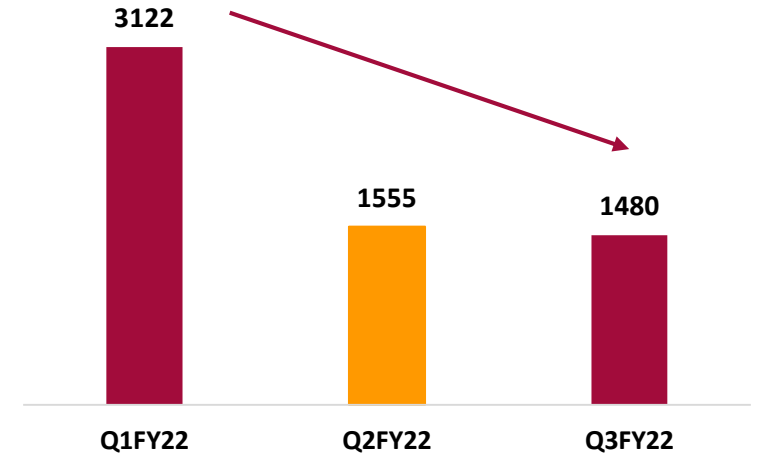
## RETAIL



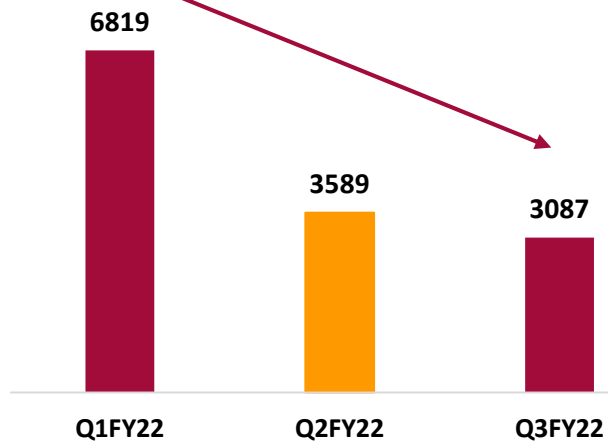
## AGRICULTURE



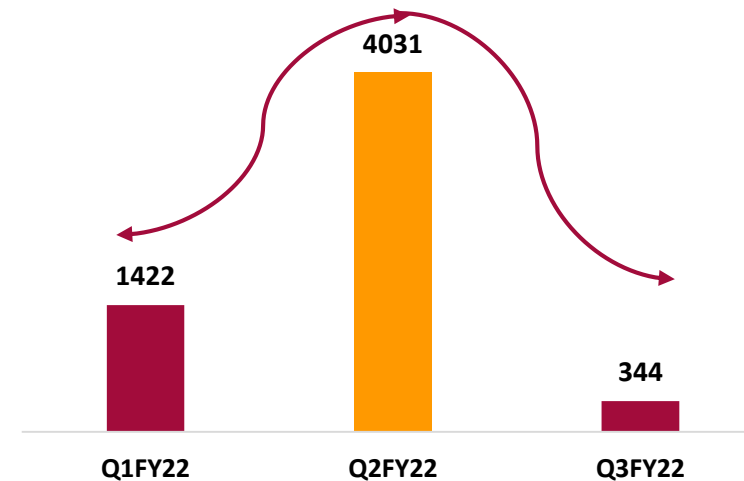
## MSME



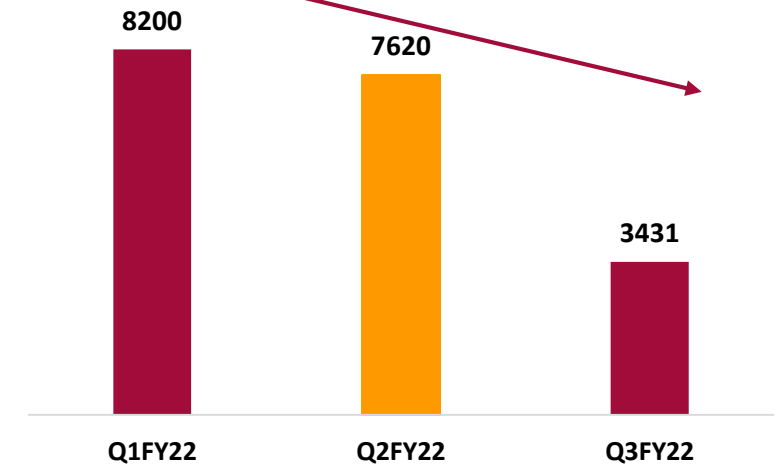
## RAM



## CORPORATE AND OTHERS



## TOTAL





# NPA Classification : Sector Wise

Sl.	Parameters	Mar'21		Sep'21		Dec'21	
		GNPA	GNPA%	GNPA	GNPA%	GNPA	GNPA%
1	Retail Loans	7167	5.28%	6880	5.18%	6586	4.88%
	<i>Out of Which,</i>						
1a	Housing	3766	4.41%	3817	4.57%	3618	4.35%
1b	Car/Vehicle	575	5.61%	559	5.16%	559	4.84%
1c	Personal Loan	245	2.29%	264	2.52%	265	2.35%
2	Agriculture (PS+NPS)	22201	19.61%	23658	17.67%	23718	17.38%
3	MSME	26845	21.31%	26971	21.66%	26910	21.19%
4	Corporate & Others	46184	13.42%	40974	12.63%	38235	11.38%
5	Domestic NPA (1+2+3+4)	102411	14.24%	98484	13.76%	95449	13.00%
6	Overseas NPA	2013	9.93%	1807	9.07%	1810	8.65%
7	Global NPA (5+6)	104423	14.12%	100291	13.63%	97259	12.88%

# NPA Classification: Industry Wise

Sl.	Diversified Industry Portfolio	Mar'21		Sep'21		Dec'21	
		GNPA	GNPA %	GNPA	GNPA %	GNPA	GNPA %
1	Infrastructure	14956	14.5%	13707	12.9%	12413	11.6%
	-Energy	4975	12.3%	4472	10.9%	3712	9.0%
	-Tele-Communication	3927	22.1%	3376	21.6%	3377	22.6%
	-Roads & Ports	4225	12.1%	4449	11.9%	4039	10.3%
	-Other Infra	1829	17.6%	1410	11.6%	1285	11.2%
2	Basic Metal & Metal Products	2971	12.7%	2727	12.6%	2163	10.1%
	-Iron & Steel	1782	8.7%	1418	7.7%	1141	6.7%
3	Textiles	3044	22.4%	3443	28.0%	2988	22.7%
4	Food Processing	5045	27.9%	5172	27.7%	5243	25.4%
5	Chemical & Chemical Products	1134	10.5%	540	6.0%	539	5.0%
6	Other Industries	20464	38.5%	17681	33.1%	17744	32.2%
	<b>Total</b>	<b>47614</b>	<b>21.4%</b>	<b>43270</b>	<b>19.6%</b>	<b>41090</b>	<b>18.0%</b>





# Asset Classification: Global Advances



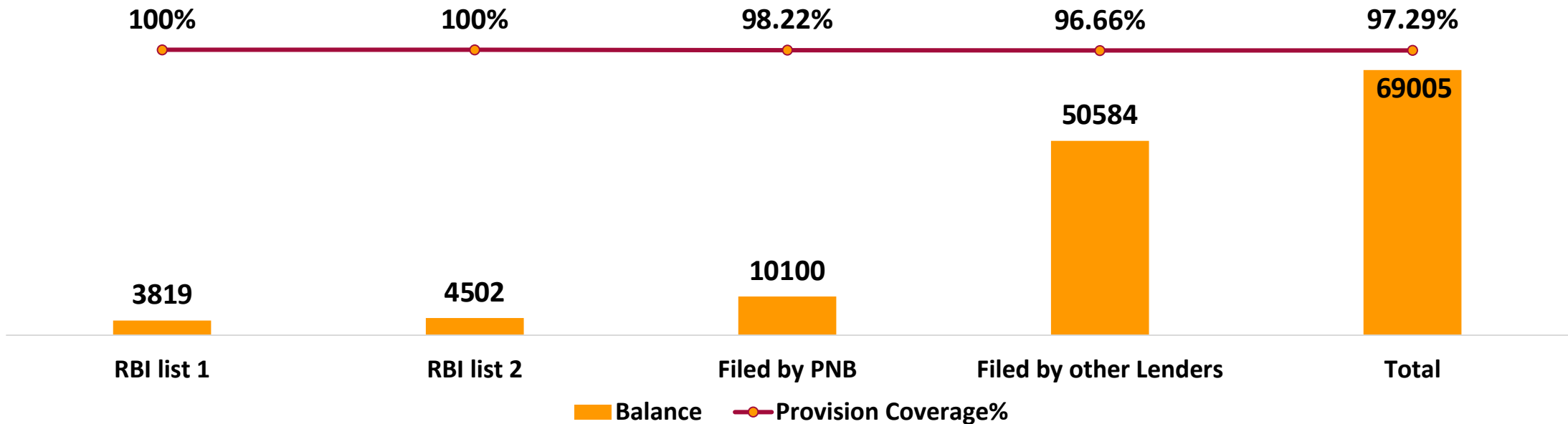
Amt ₹ in Crore

Sl.	Parameters	Mar'21		Sep'21		Dec'21	
		O/S	Share%	O/S	Share%	O/S	Share%
1	Standard	634984	85.88%	635434	86.37%	658047	87.12%
2	Gross NPA	104423	14.12%	100291	13.63%	97259	12.88%
2a	Sub-Standard	22980	3.11%	24949	3.39%	18831	2.49%
2b	Doubtful	60328	8.16%	54448	7.40%	57606	7.63%
2c	Loss	21116	2.86%	20894	2.84%	20822	2.76%
	Total Advances(1+2)	739407	100%	735724	100%	755306	100%

# Exposure to NCLT accounts

As on 31.12.2021

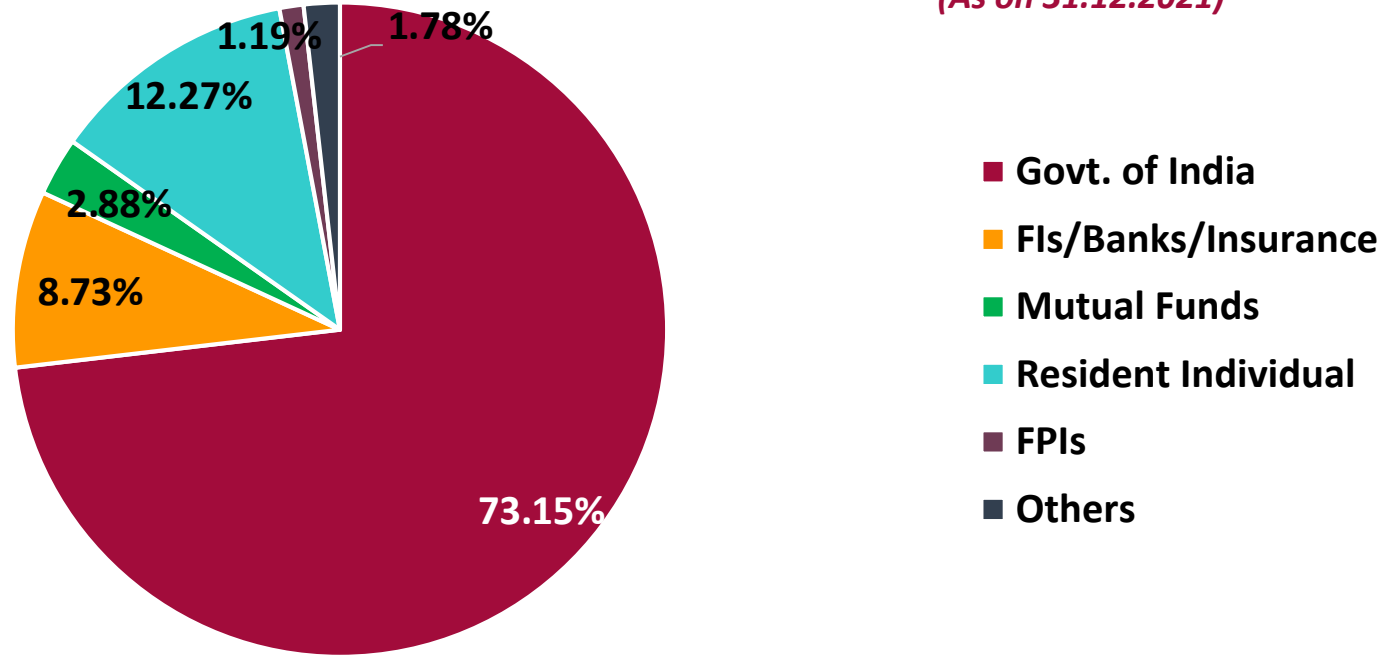
Sl.	Parameters	Accounts	Balance	Provision	PCR%
1	RBI list 1	4	3819	3819	100%
2	RBI list 2	9	4502	4502	100%
3	Filed by PNB	136	10100	9920	98.22%
4	Filed by Others	394	50584	48894	96.66%
5	<b>Total</b>	<b>543</b>	<b>69005</b>	<b>67135</b>	<b>97.29%</b>



# Share Holding and Capital Raised

(As on 31.12.2021)

Total No. of Shares:  
1101.10 Crores



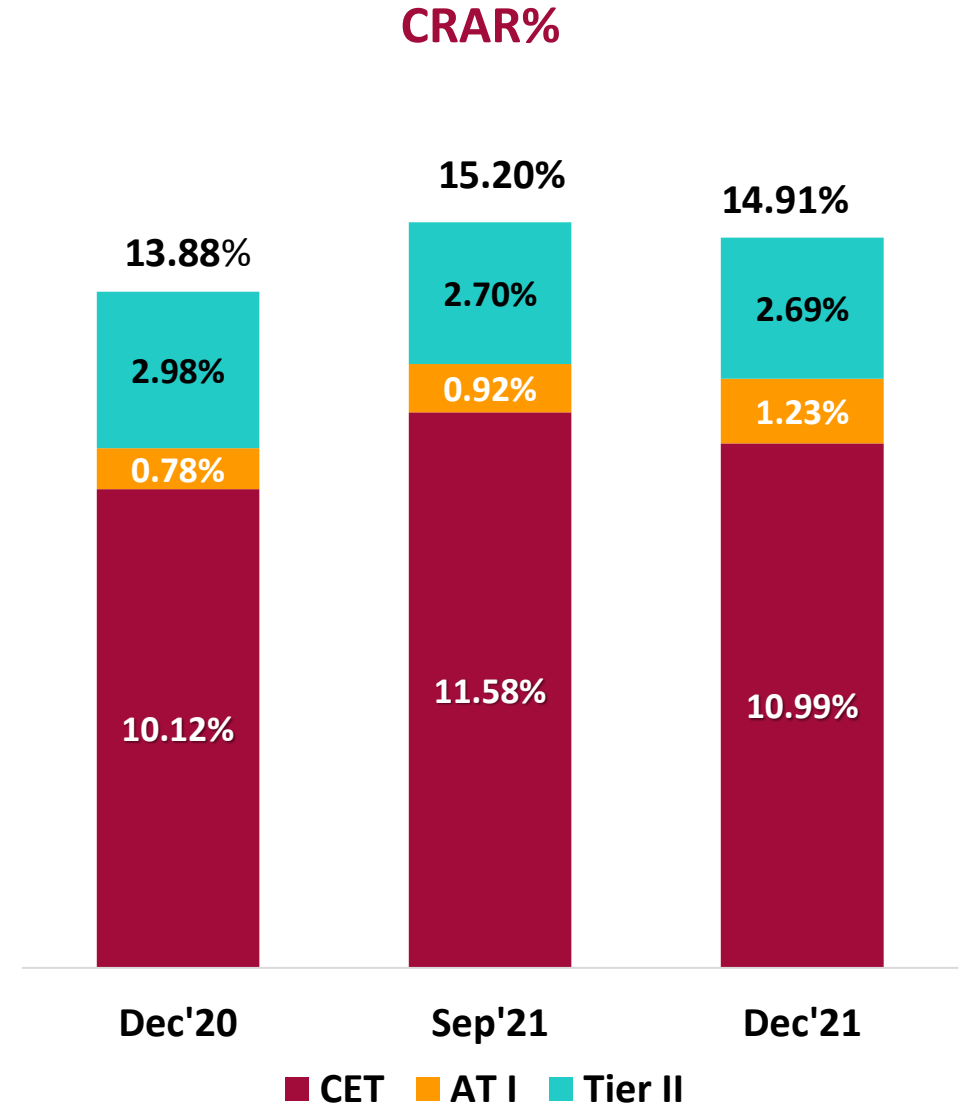
*Amt ₹ in Crore*

Tier	Capital Raised	FY21	FY22 (till date)
Tier-I (CET 1)	Equity through QIP	3788	1800
Tier-I (AT -1)	Basel III Compliant AT-1 Bonds	495	3971
Tier-II	Non convertible fully paid up bonds	3994	1919
	<b>Total Capital Raised</b>	<b>8277</b>	<b>7690</b>

# Capital Adequacy

Sl.	Parameters	Dec'20	Sep'21	Dec'21
1	Tier I	68827	73915	73505
	Common Equity	63886	68503	66077
	Additional Tier I	4941	5412	7428
2	Tier II	18809	15941	16196
3	<b>Total (Tier I+II)</b>	<b>87636</b>	<b>89856</b>	<b>89701</b>
4	Risk-weighted Assets	631488	591217	601461
1	Tier I %	10.90%	12.50%	12.22%
	Common Equity %	10.12%	11.58%	10.99%
	Additional Tier I %	0.78%	0.92%	1.23%
2	Tier II %	2.98%	2.70%	2.69%
3	<b>Total (Tier I+II) %</b>	<b>13.88%</b>	<b>15.20%</b>	<b>14.91%</b>

Raised Rs.1971 Crores on 13.01.2022 through issue of Basel-III complied AT-1 bonds



# Capital Optimization

Sl.	Parameters	Dec'20	Sep'21	Dec'21	YoY Variation %
1	Credit RWA	511256	476363	485634	-5.0%
2	<i>Of which</i> Credit RWA (Domestic FB)	383440	352620	358394	-6.5%
3	Market RWAs	54679	45227	46199	-15.5%
4	Operational RWAs	65553	69628	69628	6.2%
5	<b>Total RWAs</b>	<b>631488</b>	<b>591217</b>	<b>601461</b>	<b>-4.8%</b>
6	Global Credit Exposure	882806	909281	919906	4.2%
7	Credit Exposure (Domestic FB)	787453	807504	823389	4.6%
8	Credit RWA Density (2/6)	49%	44%	44%	
9	Total NFB O/S	66329	66570	70022	5.6%
10	NFB RWA	29168	26019	27657	-5.2%
11	<b>Leverage Ratio</b>	<b>4.32</b>	<b>4.59</b>	<b>4.52</b>	

Sl.	Concentration Risk	Dec'20	Sep'21	Dec'21
1	Exposure to Top 20 Borrowers as % of Total Exposure	16.29%	16.59%	16.20%
2	Exposure to Top 10 Groups as % of Total Exposure	13.03%	11.91%	12.08%

# Best-in-class Digital Banking

## Digital Banking Performance Snapshot

**7.19 Cr**

Debit Cards  
Issued

**70%**

Debit Card  
Penetration of  
eligible base

**20%**

Digitally-opened SF  
Accounts during Q3

**3.12 Cr**

Internet Banking  
User Base

**70%**

Digital  
Transactions  
(Dec 2021)

**48%**

Digital Funds  
Transfer  
(9M FY21-22)

**2.53 Cr**

PNB One User Base

**4.2%**

Market Share in Mobile  
app transactions  
(Nov 2021)

**4.3**

Google Play Store  
Rating of PNB One  
app

**1**



### Digital Payments and Transactions

Digital-first transaction channels for our increasing digitally-savvy customer base

**2**



### Digital Delivery

Strengthening our digital product and service delivery channels

**3**



### Digital Sourcing

Strengthening our digital lead sourcing channel

**4**



### Digital Product Offerings

Augmenting our product suite with digital products and services

**5**



### Digital Partnerships

Building partnerships to ensure market leadership in key digital product and service segments

**6**



### New Digital Initiatives

Several new developments to further strengthen digital capabilities

**6**

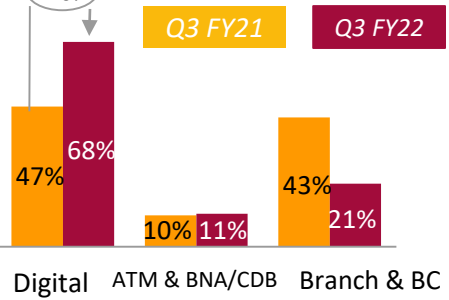
**Digitalization**

# Digital Payments & Transactions

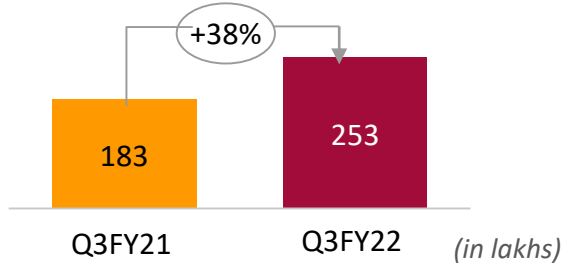
Significant uptick in mobile banking user base and transactions



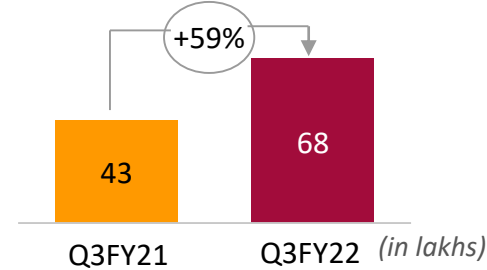
68% of bank's transactions are now digital



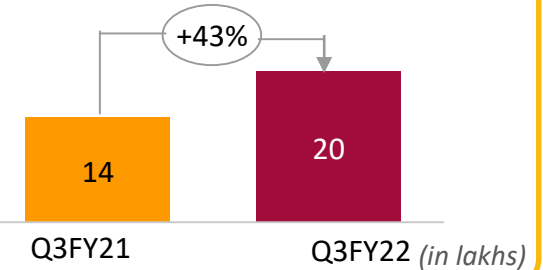
38% YoY Growth in PNB One Users



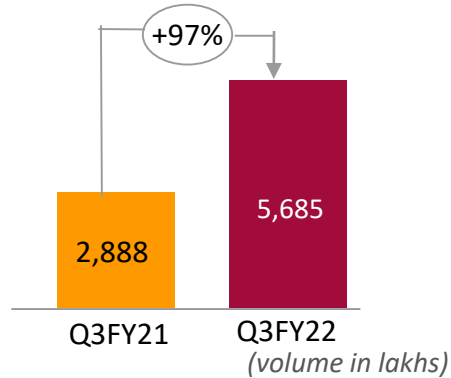
59% YoY Growth in PNB One Financial Transactions



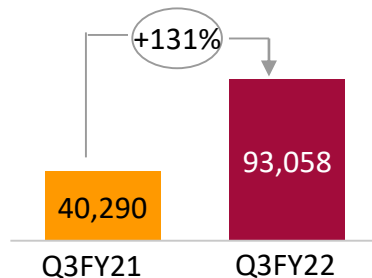
43% YoY Growth in PNB One Non-Financial Transactions



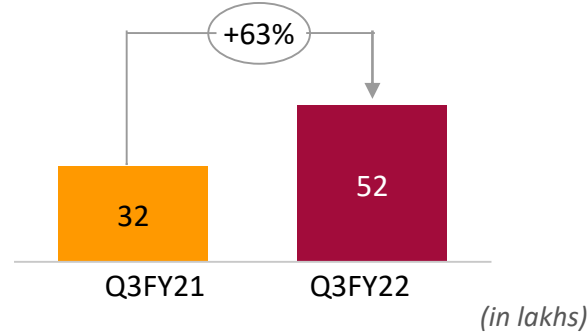
~Growth in UPI Transactions



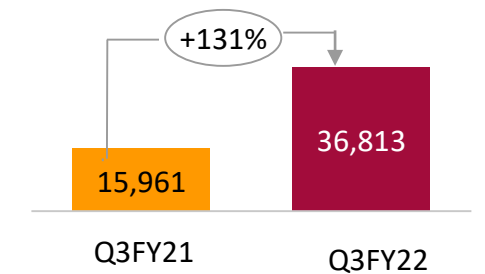
131% YoY Growth in FDs opened on PNB One



63% YoY Growth in Funds Transfer through PNB One



131% YoY Growth in Bharat Bill Pay through PNB One



# Digital Delivery & Digital Sourcing

PNB One as center-piece for bank's transactions by re-imaging it as true "Super App"



A wide range of features ...

- Biometric authentication and login
- Instant Money Transfer
- Real Time Utility Payments
- Manage Debit/Credit Card
- Online FD/RD Booking
- Open Instant Demat Account
- Interest Certificate
- Virtual Debit Card



YOUR PERSONAL ADVISOR

## Launch of PNB-PA (Personal Advisor)

Umbrella application with access to all of PNB's digital application PNB One, mPassbook, PNB Genie, BHIM PNB etc.

- Digital Account Opening
- Financial Calculators
- Doorstep Banking
- Product Information
- Contact Details

Significant increase in asset-leads through digital channels

Concessional pricing on home loans and vehicle loans to drive growth in digitally originated leads



**0.05%**  
on Home Loan



**0.10%**  
on Vehicle Loan

Significant success in sourcing and converting digital leads

**60%+**

increase in  
no. of digitally-  
originated leads  
(Dec'21 vs. Sep'21)

**7x**

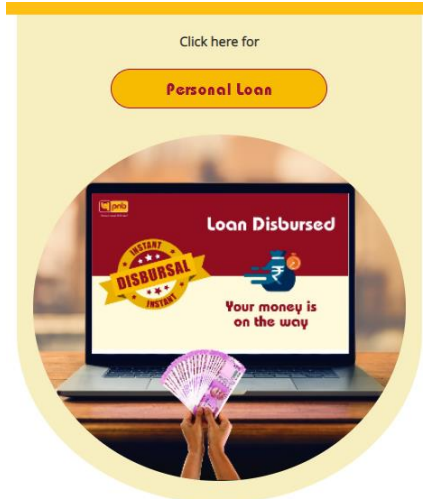
increase in %  
conversion of  
digitally-originated  
leads  
(Dec'21 vs. Sep'21)



# Digital Product Offerings

Strong traction observed across existing suite of digital products

## Pre-Approved Personal Loan



End-to-end Digital; No branch visit required

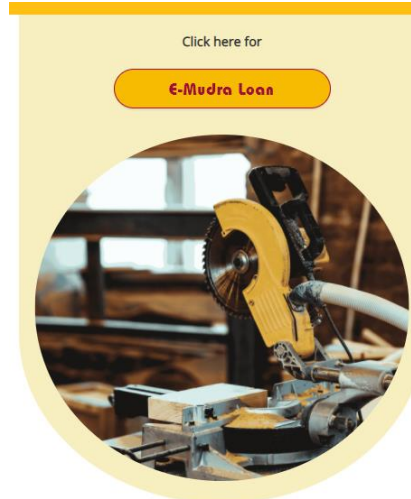


Seamless disbursement within minutes



Loans up to Rs. 8 lakhs

## Shishu Mudra



Seamless digital journey

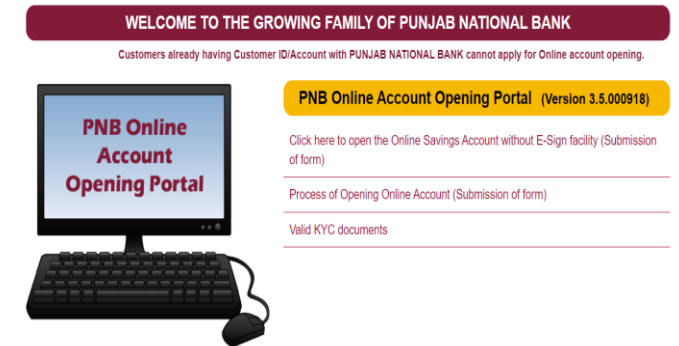


Quick Disbursement; Minimum Documentation



Flexible Repayment Terms

## Online Account Opening



24 x 7 Account Opening Facility



Multiple Savings Account Option



Digital KYC; No document submission Required

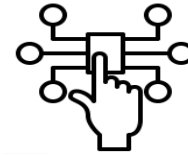
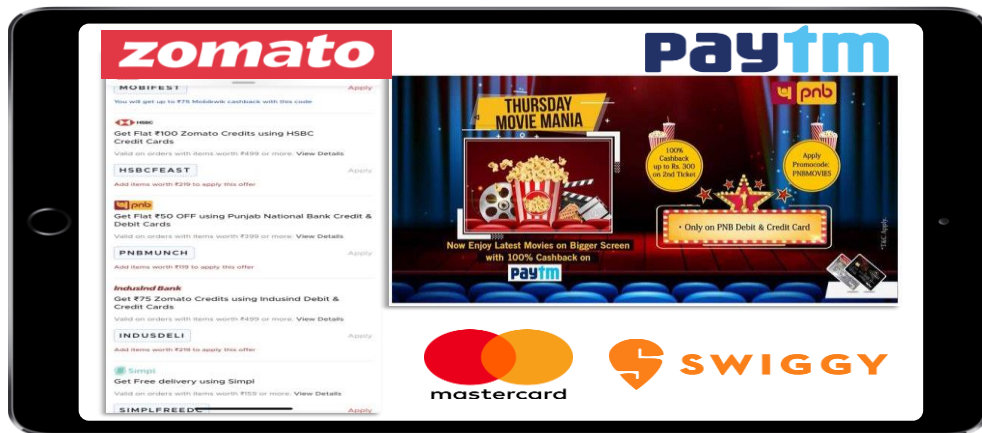
# Strengthening Digital Partnerships & New Initiatives



Co-lending partnerships with leading NBFCs



Co-discounting partnerships with e-commerce players



Introducing new and exciting digital products and services



FasTag



Video Life Certificate for Pensioners



Positive Pay System in Internet Banking



Virtual Debit Card



Voice-Assist Features



Liberalized Remittance Scheme in Internet Banking



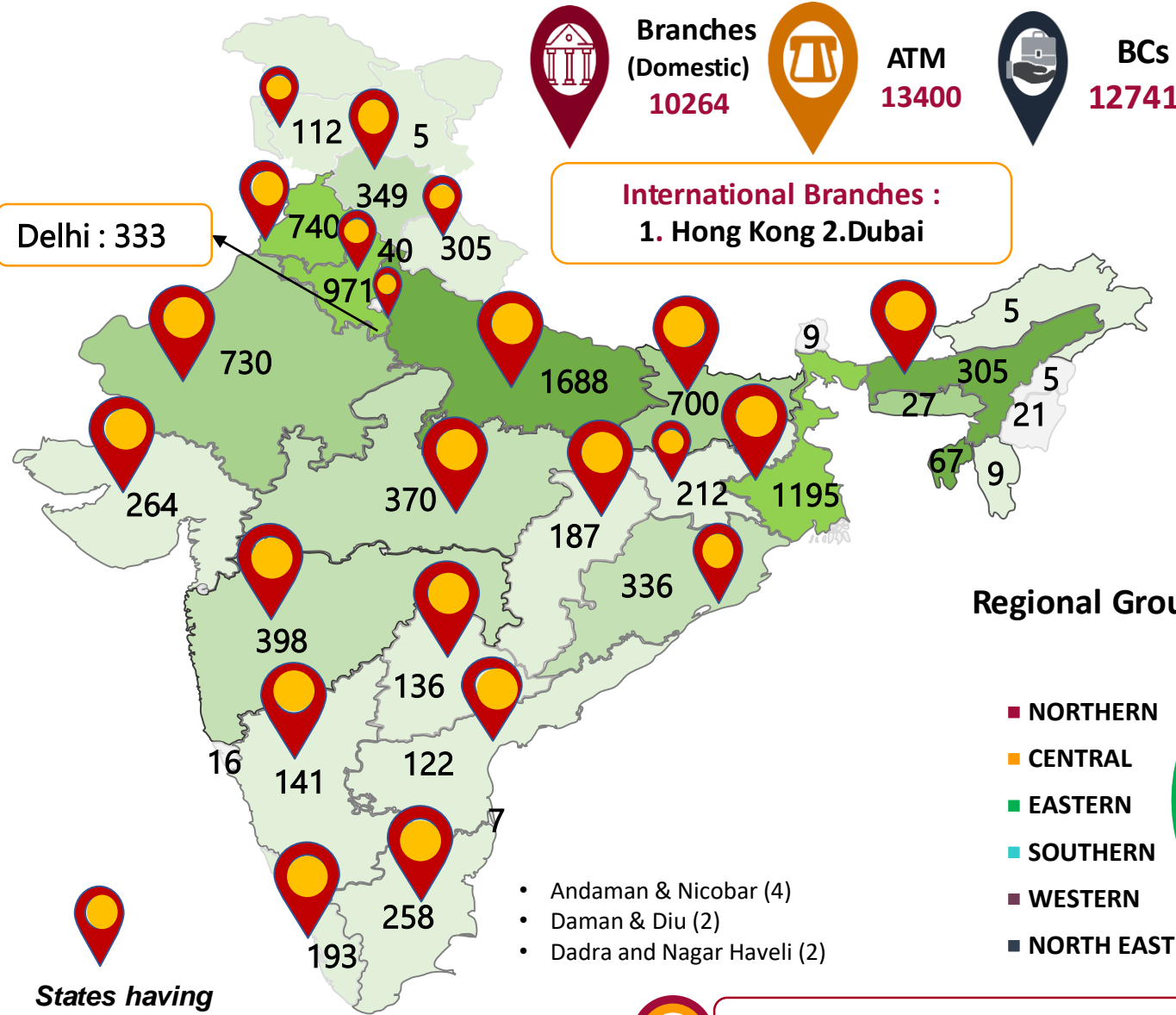
UPI International – Singapore & Bhutan

New Investment-led Partnerships



Equity participation with a vision to develop an open network for digital commerce

# Distribution Network & Social Media Presence



1420684

YoY ↑: 47.5%



79562

YoY ↑: 21.1%



267879

YoY ↑: 57.2%



69900

YoY ↑: 62.3%



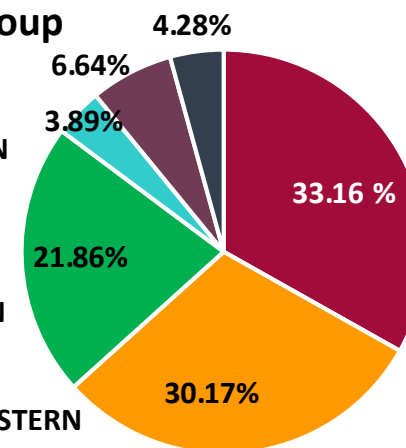
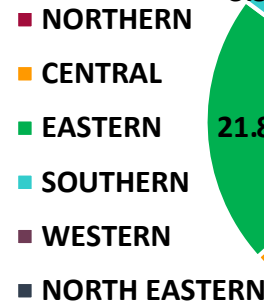
72750

YoY ↑: 44.23%

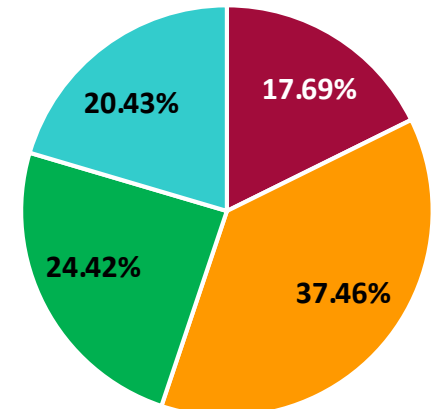
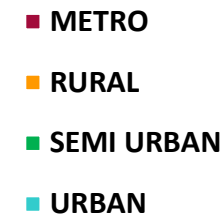


12400

Regional Group



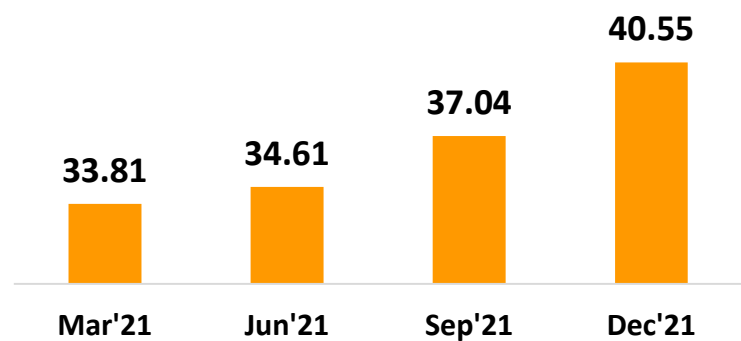
Population Group wise



# Financial Inclusion

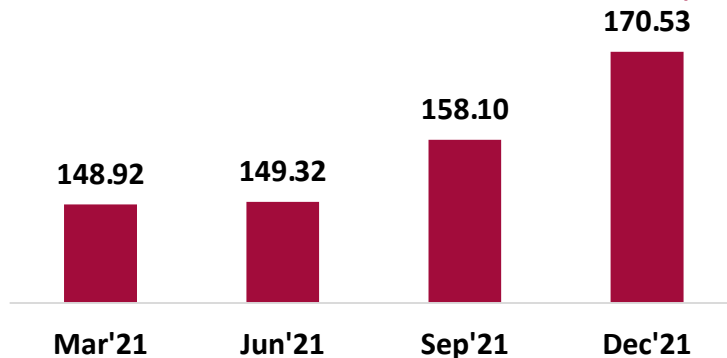
No. of enrollments under Pradhan Mantri Jeevan Jyoti Bima Yojna

(Lakhs)



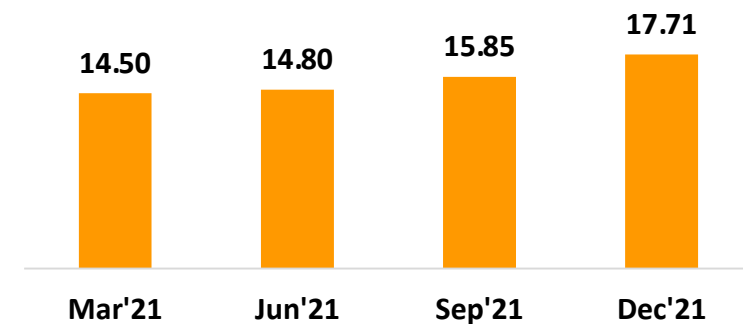
No. of enrollments under Pradhan Mantri Suraksha Bima Yojna

(Lakhs)



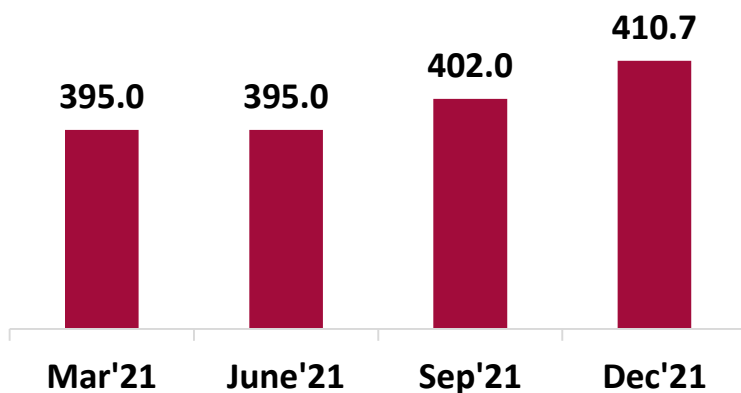
No. of enrollments under Atal Pension Yojna

(Lakhs)



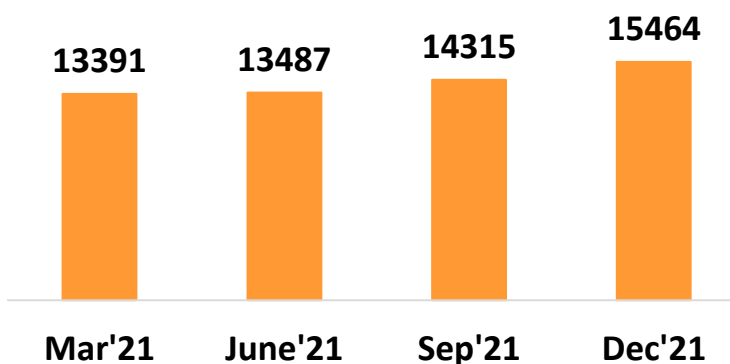
PMJDY Accounts

Amt ₹ in lakhs

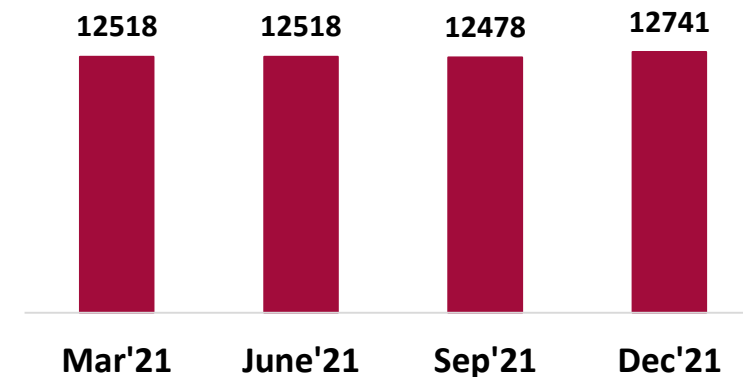


Deposit Mobilized by BCs

Amt ₹ in Crore



No. Of BCs



# Performance of Subsidiaries, Joint Venture and Associates

(Amount in INR Crore)

Type	Name of the entity	Country of Incorporation	Proportion of Ownership%	Results (3/6/9/12 M)	Total Income	Total Expenses	Gross Profit	Net Profit
Associates	PNB Housing Finance Ltd	India	32.57%	Dec'21 (9M)	4775	3915	860	667
Subsidiaries	PNB Investment Services Ltd.	India	100.00%	Dec'21 (9M)	9	5	4	3
Subsidiaries	PNB Cards & Services Limited	India	100.00%	Sept'21 (6M)	0.29	0.86	-0.57	-0.57
Subsidiaries	PNB Gilts Ltd.	India	74.07%	Dec'21 (9M)	757	606	151	117
Associates	PNB MetLife India Insurance Co. Ltd	India	30.00%	Sept'21 (6M)	4796	4897	-101	-101
Associates	Canara HSBC OBC Life Insurance Co. Ltd	India	23.00%	Dec'21 (9M)	4495	4564	-69	-69
Subsidiaries	PNB (International) Ltd. (FY : 1 <sup>st</sup> April to 31 <sup>st</sup> March)	UK	100.00%	Mar'21 (12M)	177	150	27	-75
Associates	India SME Asset Reconstruction Co. Ltd	India	20.90%	Sept'21 (6M)	3	9	-6	-6
Subsidiaries	Druk PNB Bank Ltd. (FY : 1 <sup>st</sup> January to 31 <sup>st</sup> December)	Bhutan	51.00%	Dec'20 (12M)	123	95	28	6
Joint Venture	Everest Bank Ltd. (FY : 16 <sup>th</sup> July to 15 <sup>th</sup> July)	Nepal	20.03%	July'21 (12M)	817	658	159	111

# Performance of RRBs

Amt ₹ in Crore

Consolidated Position	Dec'20	Mar'21	Dec'21
<b>Business</b>	<b>167707</b>	<b>175191</b>	<b>179728</b>
<b>Loans and advances</b>	<b>58946</b>	<b>62750</b>	<b>63070</b>
<b>Deposits</b>	<b>108762</b>	<b>112440</b>	<b>116658</b>
<b>Capital adequacy ratio</b>	<b>10.52%</b>	<b>9.88%</b>	<b>9.69%</b>

Consolidated Position	Dec'20 (9M)	FY 2021	Dec'21 (9M)
<b>Operating profit</b>	<b>2211</b>	<b>2870</b>	<b>1526</b>
<b>Net Profit</b>	<b>200</b>	<b>481</b>	<b>174</b>

## RRBs:

- 1.DBGB: Dakshin Bihar Gramin Bank, Patna
- 2.SHGB: Sarva Haryana Gramin Bank, Rohtak
- 3.HPGB: Himachal Pradesh Gramin Bank, Mandi
- 4.PGB: Punjab Gramin Bank, Kapurthala

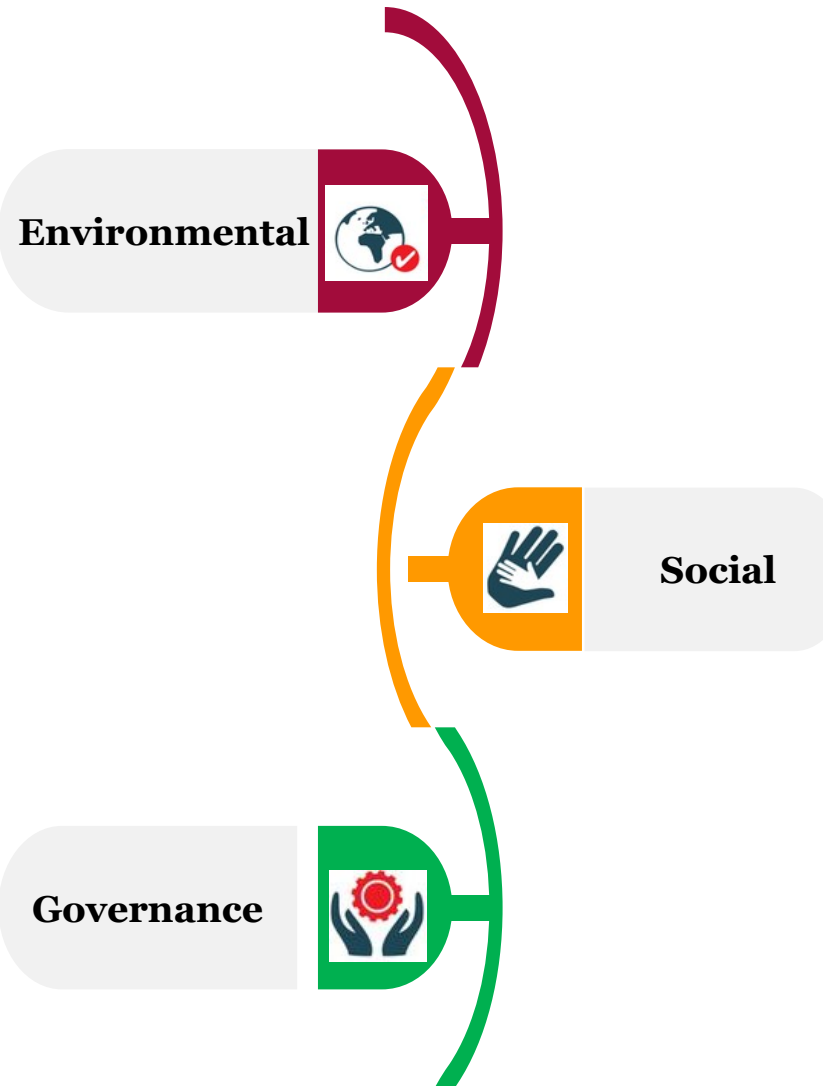
5. PUPGB: Prathama Uttar Pradesh Gramin Bank, Moradabad
6. TGB- Tripura Gramin Bank
7. MRB- Manipur Rural Bank
8. AGVB- Assam Gramin Vikash Bank
9. BGVB- Bangiya Gramin Vikash Bank



# Environmental, Social and Governance (ESG) Initiatives

- ❖ Environmental aspect covered at loan origination stage through Bank's risk rating models.
- ❖ Special schemes on clean energy helping contain the Green House Gases (GHG).
- ❖ PNB Green Car (e - vehicle) loan for financing the electric vehicle with concessional Rate of Interest.
- ❖ Restricted financing to Ozone Depleting Substances (ODS) consuming/producing segments

- ❖ Bank is committed to strong Corporate Governance practices based on transparency, professionalism and accountability
- ❖ Robust governance mechanism complying with Reserve Bank of India guidelines & SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.
- ❖ Prompt addressal of Investor grievances enhancing stakeholder confidence
- ❖ Top level oversight on critical aspects of customer service, cyber security and compliance
- ❖ Prudent Risk Management Framework



- ❖ 76 Rural Self Employment Training Institutes (RSETIs) & 2 Rural Development Center (RDCs). Trained 27,147 persons during 9M FY22 in RSETIs.
- ❖ 12 PNB Farmer Training Colleges for holistic approach of development of farmers' family.
- ❖ For promoting girl child education PNB Ladli Scheme. 10106 girls benefitted since inception up to 31.12.2021.
- ❖ PNB Hockey Academy: towards supporting National Game.
- ❖ SHG credit linkage as driver of financial inclusion & women empowerment. As on 31.12.21 o/s in SHGs is at Rs. 4392 Cr
- ❖ Other core CSR activities like contribution/donation to  
Disaster Management fund, Ambulance service, solar rickshaws, building toilet women hostel etc.

# Awards for Excellence

**Pension Fund Regulatory &  
Development Authority (PFRDA)**

- ❖ **Wondrous Warriors Award: Mar'21**
- ❖ **Warriors Award: Aug'21**

**2<sup>nd</sup> Best Bank in SHG Credit Linkage  
under NRLM scheme by  
Ministry of Rural Development (MoRD).**



**2<sup>nd</sup> highest percentage of digital payment  
Transactions**

**“Utkarsh Puruskar” DigiDhan Award 2019-20 (e-UNI) by  
Ministry of Electronics & Information Technology**

**Secured 1<sup>st</sup> position amongst peer banks  
under Agriculture Infrastructure Fund (AIF)  
campaign launched by  
Ministry of Agriculture and Farmers Welfare**

**NABARD’S “Special Commemorative Award”  
for Overall Performance in the  
Field of Agriculture Credit, Micro Finance, Financial Inclusion and Technology Adoption.**



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***"To position PNB as the 'Most Preferred Bank' for customers, the 'Best Place to Work In' for employees and a 'Benchmark of Excellence' for the industry"***



***"Creating Value for all its Customers, Investors and Employees for being the first choice for all stakeholders"***

# Thank You!