पंजाब नैशनल बैंक ...भरोसे का प्रतीक !

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GLOBAL BUSINESS CROSSES Rs. 11 LAKH CRORE LANDMARK



PNB - PARIVARTAN

PRESS RELEASE

FINANCIAL RESULT FOR THE QUARTER ENDED DEC 31, 2017

BUSINESS	ASSET QUALITY	PROFIT
• Global Business **11.00 Lac Cr.** • Global Deposits **6.47 Lac Cr.** • CASA **2.67 Lac Cr**. • Savings **2.23 Lac Cr**. • Domestic CASA share **45.52%** • Credit Rs. **4.74 Lac Cr**.	• Gross & Net NPA Ratios below Mar'17 and Sept'17 level • PCR up from 58.57% in Mar'17 to 60.78% in Dec'17 • Cost to Income Ratio as on Dec 17 down to 39.96% from 52.63% as on Dec16.	• Operating Profit 4245 **cr.** • Net Profit **230 cr.** • Non Intt Income **3082** cr.

Results at a Glance

Rs in Cr.

Particulars	Q3 FY 2016	Q3 FY 2017	YoY Growth
Global Business	997907	1100108	10.2%
Global Deposits	612180	647998	5.9%
Gross Advances	406042	474952	17.0%
CASA	262775	267685	1.9%
Domestic CASA share	47.09%	45.52%	
Saving Deposits	221997	223832	0.8%
Net Advances	385727	452110	17.2%
Operating Profit	2781	4245	52.7%

WAY FORWARD:

The Bank has launched "**MISSION PARIVARTAN**" i.e. People, Processes & Products transformational exercise for business excellence in June 2017 that encompasses ten focus areas aimed at improved access, efficiency and Productivity.
The results are pointer to the success of the initiatives taken in these focus areas that include crossing new landmark Rs. 11 Lakh crore Gross Business, stability in **Asset Quality** and focus on **Recovery**. The improvement in Business is outcome of strategic focus on "**Retail Business"**, qualitative **"increase in Credit"** and forging **"New Relationships"**. Improvement in **"Turnaround Time (TAT)"** and **'Ambience'** along with faster pace of digitalization and promotion of '**Alternate Delivery Channels (ADCs)'** while remaining **"Vigilant"** have led to enhanced access and Service Excellence.
Government Of India Reforms Agenda, EASE is dovetailed into Action Plan of the Bank for enhanced access and Service Excellence.

NETWORK

As on 31.12.2017, domestic branch network stands at **6957** along with 9598 ATMs.

International Forays

- Bank is having three overseas branches in Hong Kong, Dubai and Offshore Banking Unit in Mumbai and Representative Offices (RO) at Dubai (UAE), Shanghai (China), Sydney (Australia) and Dhaka (Bangladesh).
- Bank has two overseas subsidiaries viz. PNB International Ltd. (UK) and Druk PNB Bank Ltd (Bhutan).Bank also have one associate company viz. JSC Tengri Bank (Kazakhstan) and one Joint Venture Bank in Nepal i.e. Everest Bank Ltd.
- Bank has got permission from RBI for opening Representative office in Yangon (Mynamar). Bank is exploring possibilities for establishing presence in SAARC and BRICS countries.

BUSINESS

- Gross Business of the Bank, stood at Rs.11.00 Lac Cr as on Dec '17 registering a yoy growth of 10.2% over corresponding period last year.

- **Deposits**
  - Total Deposits of the Bank recorded a yoy growth of 5.9% to reach Rs 647998 Cr as on Dec17.
  - CASA deposits increased to Rs 267685 Cr in Dec'17. Domestic CASA share as on Dec'17 stood at 45.52%. The share is one of the highest among nationalized banks.
  - Saving deposits increased to Rs 223832 Cr.

- **Advances**
  - Gross Global Advances increased to Rs 474952 Cr as on Dec'17 registering a yoy growth of 17.0%.
  - Net Advances were Rs 452110 Cr as on Dec'17 showing a yoy growth of 17.2%.
  - Retail loans were at Rs 74582 Cr as on Dec'17, growing 22.20% on yoy basis over Dec'16. Housing loan grew by 19.03% yoy Car / Vehicle loans grew by 16.16% yoy, Pensioner Loans grew by 28.32% yoy and Mortgage loan grew by 34.59% yoy.

- **Micro, Small & Medium Advances**
  - MSME Advances increased to Rs 88587 Cr in Dec'17.
  - Credit to Micro & Small Enterprises stood at Rs 73840 Cr as on Dec'17.
  - Credit to Micro enterprises stood at Rs 33302 Cr showing yoy growth of 25.69%
  - As on 31.12.2017, the Share of Micro Enterprises to total MSME Outstanding stood at 37.6%.
  - Under Stand up India scheme launched by the Hon'ble Prime Minister, the Bank has opened 3034 accounts and disbursed Rs 511 Cr from 01.04.2017 to 31.12.2017.
  - Under Mudra Yojana , from 01.04.2017 to 31.12.2017, Bank has opened 355046 accounts and disbursed Rs 4353.3 crore.

PROFITABILITY

- **Operating & Net Profit**
  - Operating Profit for Dec'17 stood at Rs 4245 Cr showing yoy increase of 52.7%.
  - Net Profit for Dec'17 stood at Rs 230 Cr.
- **Income**
  - Total Income stood at Rs 15257 Cr.
  - Net Interest Income during Dec 17 stood at Rs 3989 Cr.
  - Non-interest Income stood at Rs 3082 Cr in Dec17.
- **ASSET QUALITY**
  - As on Dec'17, Gross NPA ratio stood at 12.11% and Net NPA ratio was at 7.55%.
  - Provision Coverage Ratio stood at 60.78% as on Dec'17.
- **PRIORITY SECTOR**
  - Total PS Credit as on 31.12.2017 stood at Rs 154005 crore constituting 44.11 % to ANBC.
  - Total advances to Agriculture & allied sector stood at Rs 71358 cr. Consisting 20.44% to ANBC.
  - During Dec 2017 quarter Bank issued 56253 new Kissan Credit Cards (KCCs).
  - PNB UTKARSH scheme launched for financing small food processing units.
- **FINANCIAL INCLUSION**
  - Under the PM Jan Dhan Yojana, Bank opened 179.94 lacs accounts .Rs 3380.31 Cr have been mobilized in these accounts.
  - No of transactions through BC channel have increased to 293.62 Lacs in Dec'17 against 232.49 lacs in Dec' 16.
- **PEOPLE DEVELOPMENT**

  The Bank believes that people development matters now more than ever to drive profitability through growth. The Bank took various initiatives in human resources development by keeping employee morale high through the inclusion of employees voice in various forums and decision making like **"Lead the Parivartan"** and providing learning and training through on-boarding and mentoring program **"PNB Navoday"**. Reverse Mentoring concept for Select Top Officials is being implemented as a tool of

Decision support system and knowledge sharing. Proficiency Database was introduced to capture the functionalexpertise of Senior officials in various roles / profiles.

- **MOVE TOWARDS DIGITALIZATION**
  - UPI services embedded in PNB mBanking application to facilitate mobile banking users to use UPI channel for making payment.
  - Banks digital products are being promoted through Social Media also.
  - The concept of one customer one statement implemented wherein monthly E statement of all accounts of a customer is being provided on the basis of Cust. ID in place of account number.
  - PNB E-RUPAYA solution in villages not having / having poor internet connectivity.
  - IBS integrated with UPI.

- **NEW PRODUCTS/INITIATIVES**

  - Banking is rushing into the digital era, pushing high-tech biometric identification cards and a cashless society. With a vision to increase the e-transactions to 78% of total customer induced transactions, number of new initiatives are being taken.
    - Expanding Digitalization using Artificial Intelligence (AI), ChatBot technologies.
    - Establishing "Digital Branches" to provide Digital Only Banking.
    - Tie-ups with Fin techs to launch pointed services for digital payments.
    - Tie-ups on line merchants to give more value added services to customers.
    - Instant Money Transfer - card less payment at ATM started.
    - Generation of Green Pin through PNB website without logging into IBS.
    - Launching multiple flavour debit cards like image card, Multi currency Card and migration to EMV cards.
    - PNB RuPay Credit Cards in tie up with NPCI launched.
    - Offering Internet Payment Gateway facility to non PNB customers.
    - Launched PNB Aadhar Pay and Bharat QR Code for on –boarding merchants for facilitating cashless Economy.

- **AWARDS & ACCOLADES**
  - Vigilance Excellence Award 2017 from CVC in Timely completion of Disciplinary proceeding category.
  - National Award in SHG-Bank Linkage for 2017 by Ministry of Rural Development.
  - IT innovation and excellence award 2017 by Computer Society of India.
  - Best MSME Bank Award by chambers of Indian MSME.
  - Best Public Sector Bank- Govt Scheme participation 2017 (Dun & Bradstreet Banking awards).
  - Corporate Vigilance Excellence award FY'17 by Institute of Public Enterprises.

New Delhi
Date: 06.02.2018