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Share Department, Board & Coordination Division, HO Plot No.4 Sector 10, Dwarka,
New Delhi-110075 Tel No. : 011-28044857, E-mail: hosd@pnb.co.in

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| Scrip Code : PNB | Scrip Code : 532461 |
| National Stock Exchange of India Limited "Exchange Plaza" Bandra – Kurla Complex, Bandra (E) Mumbai – 400 051 | BSE Limited 1 st Floor, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400 001 |

Date: 09.05.2024

Dear Sir (s),

Reg.: Analyst Presentation

Pursuant to Regulation 30 of the SEBI (LODR) Regulations, 2015, please find enclosed the Analyst Presentation on the Financial Results for the quarter/year ended 31st March, 2024. The same is also available at <https://www.pnbindia.in/financials-current.html>.

This is for your information please.

Thanking you,

Yours faithfully,

(Ekta Pasricha)
Company Secretary



pnbindia.in

T: 011 28075000, 28045000

पंजाब नैशनल बैंक punjab national bank

कॉर्पोरेट कार्यालय: प्लॉट सं.4, सेक्टर-10, द्वारका, नई दिल्ली-110075

Corp. Office: Plot No. 4, Sector - 10, Dwarka, New Delhi 110075 India



पंजाब नैशनल बैंक
...भरोसे का प्रतीक !



punjab national bank
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PNB0215A/LOT NO.01/JAN23/OMSAI



FINANCIAL RESULTS

Q4 & FY'24 March'2024

9th May 2024

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Content

1

Performance Highlights | 3-5

2

Business Performance | 6-16

3

Financial Performance | 17-23

4

Asset Quality | 24-31

5

Shareholding & Capital | 32-33

6

Digitalization & Analytics | 34-38

7

***HR, Network,
Group Business & RRBs*** | 39-42

8

ESG, Awards & Guidance | 43-45



Performance Highlights : Q4 FY'24/FY'24

Profitability (Q4)

₹ 3010 Cr
159.82% YoY
Net Profit ▲

0.77%
45 bps YoY
ROA% ▲

₹ 10363 Cr
9.10% YoY
Net Interest Income ▲

₹ 6416 Cr
9.36% YoY
Operating Profit ▲

Profitability (FY)

₹ 8245 Cr
228.84% YoY
Net Profit ▲

0.54%
36 bps YoY
ROA% ▲

₹ 40083 Cr
16.21% YoY
Net Interest Income ▲

₹ 24931 Cr
10.66% YoY
Operating Profit ▲

Asset Quality

5.73%
301 bps YoY
GNPA % ▼

0.73%
199 bps YoY
NNPA % ▼

95.39%
849 bps YoY
PCR (Inc.Two) % ▲

0.72%
159 bps YoY
Slippage Ratio%(FY) ▼

Business

₹ 2353038 Cr
8.64% YoY
Global Business ▲

₹ 1369713 Cr
6.91% YoY
Global Deposits ▲

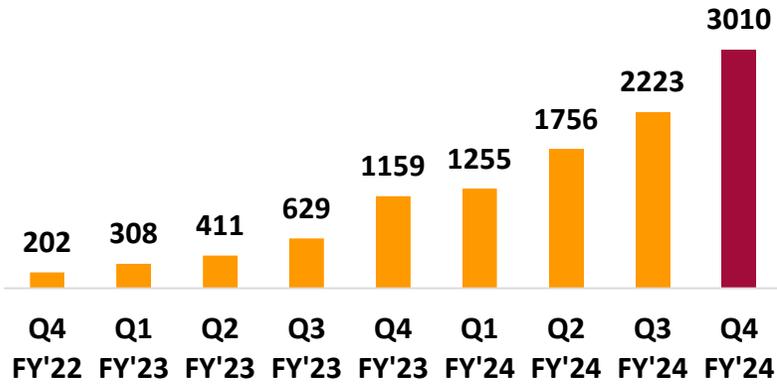
₹ 983325 Cr
11.15% YoY
Global Advances ▲

₹ 520050 Cr
10.70% YoY
RAM Advances ▲

Increasing Profitability

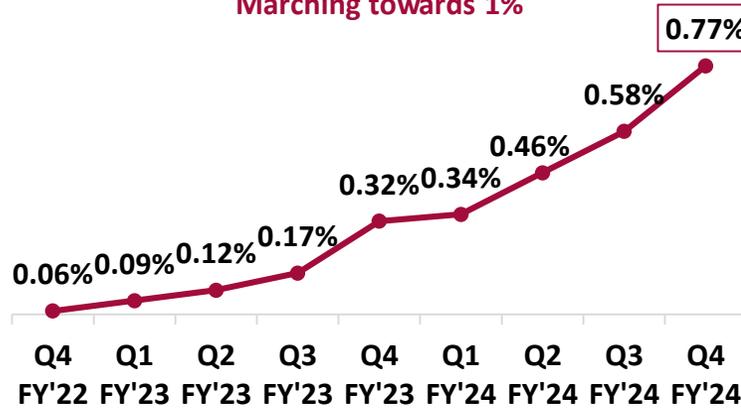
Amt ₹ in Crore

Net Profit

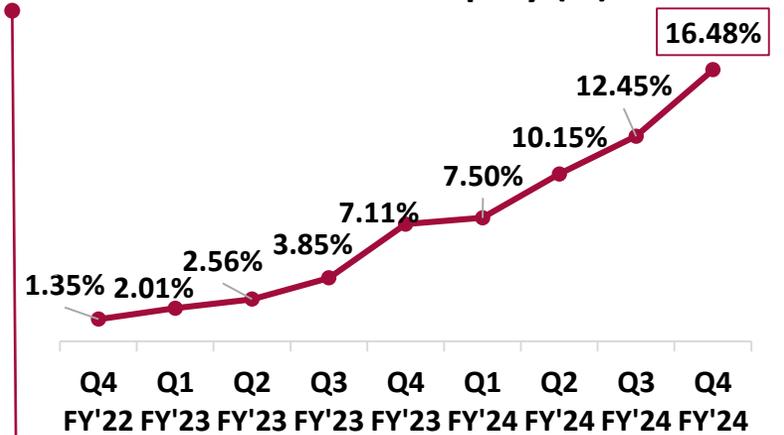


Return on Assets (%) (Annualized)

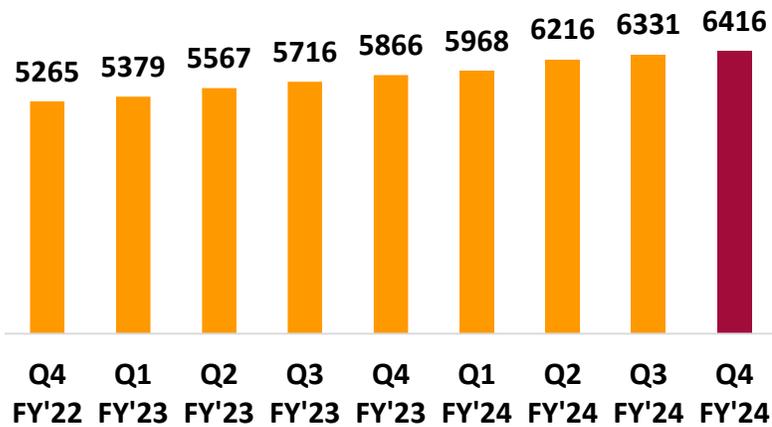
Marching towards 1%



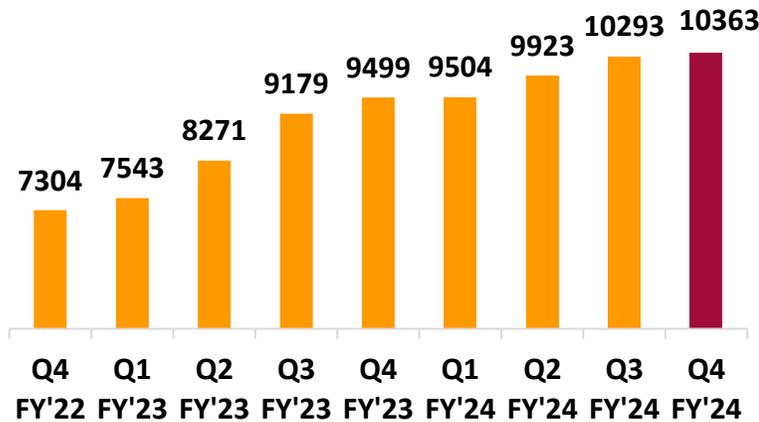
Return on Equity (%) (Annualized)



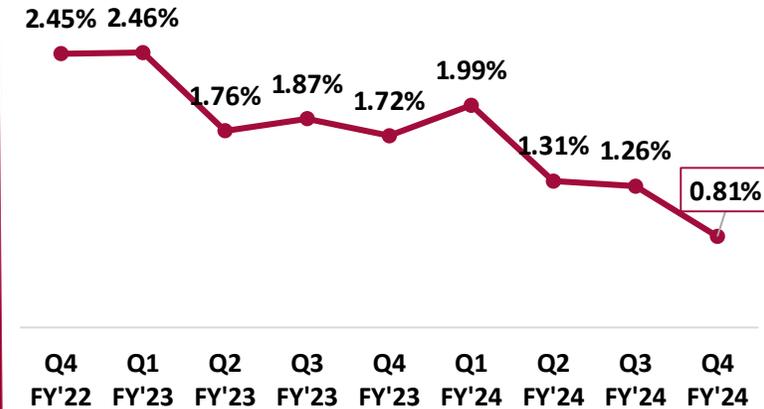
Operating Profit



Net Interest Income



Credit Cost (%)



Highlights

Business

Financial

Asset Quality

Share/Capital

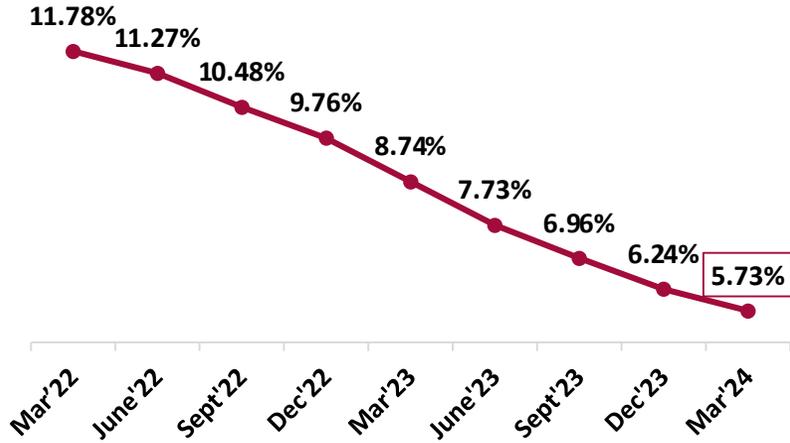
Digitalization/Analytics

HR/Network/GB/RRB

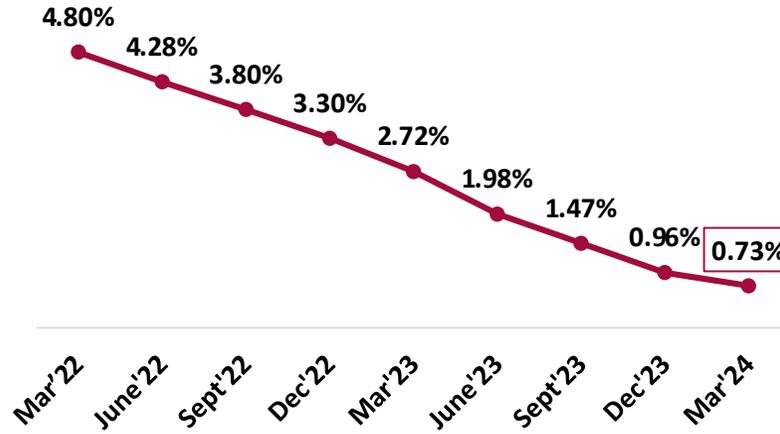
ESG/Award

Improving Asset Quality

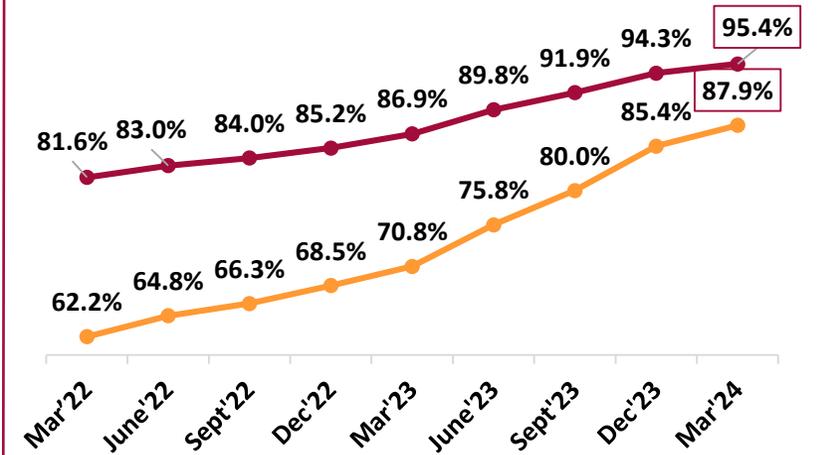
Gross NPA%



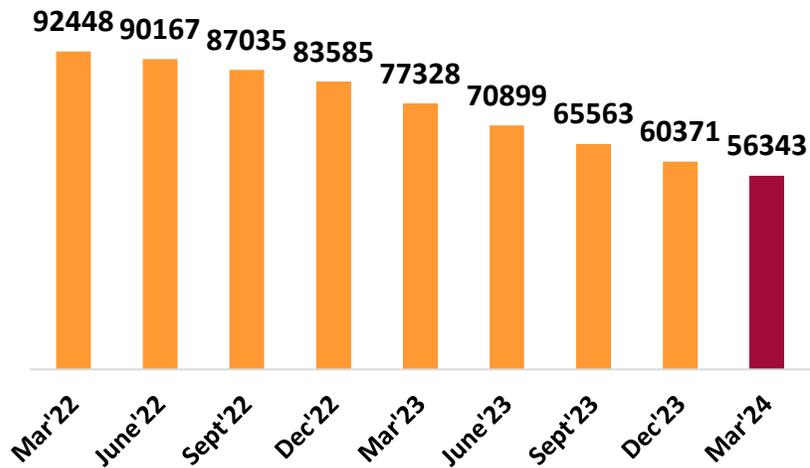
Net NPA%



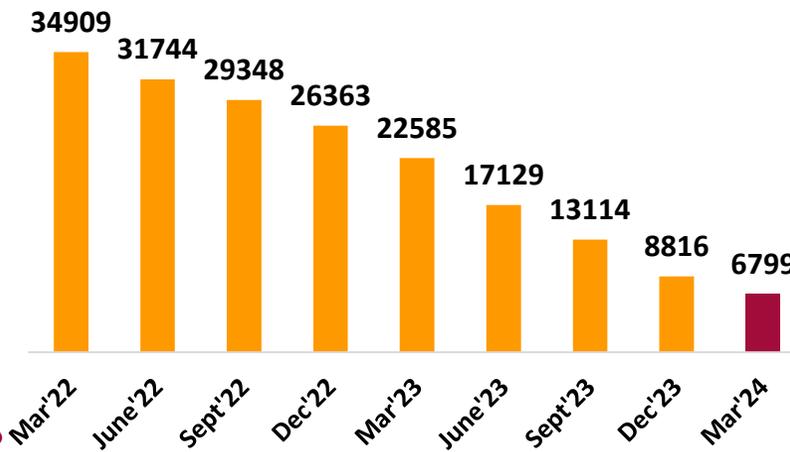
PCR%- (Incl. TWO) PCR%- (excl TWO)



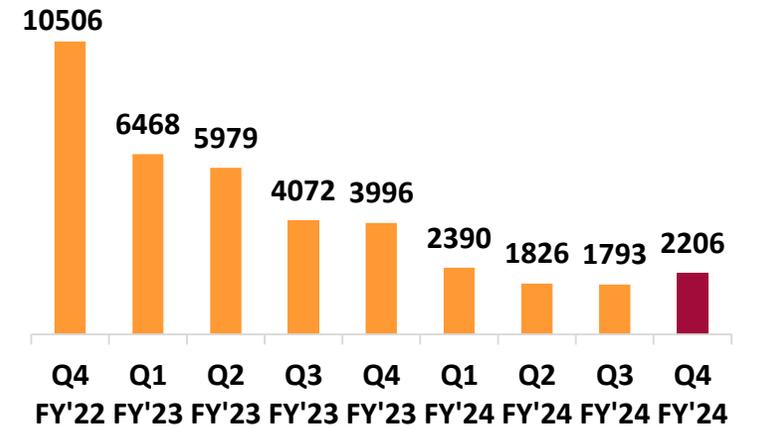
Gross NPA Amount



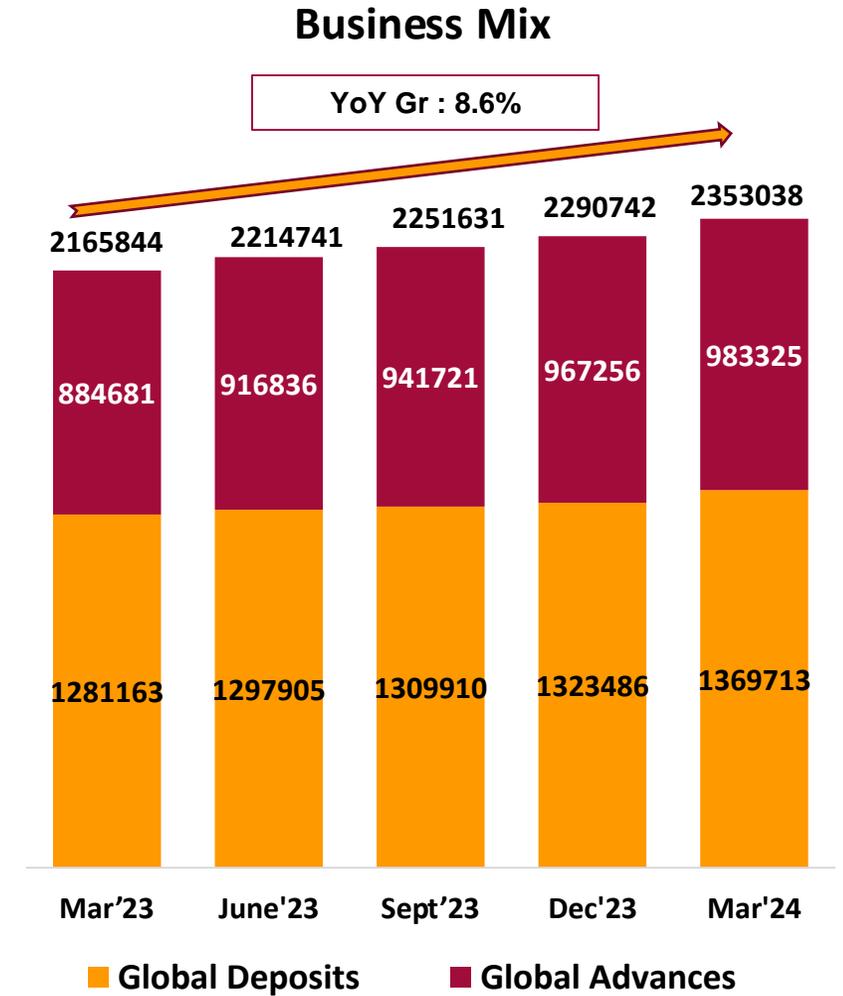
Net NPA Amount



Slippages(Fresh Addition) Amount



| S.N. | Parameters | Mar'23 | Dec'23 | Mar'24 | Growth %/bps | |
|------|------------------------|----------------|----------------|----------------|-----------------|----------------|
| | | | | | QoQ | YoY |
| 1 | Global Business | 2165844 | 2290742 | 2353038 | 2.7% | 8.6% |
| 1a | Overseas Business | 64369 | 71129 | 77282 | 8.6% | 20.1% |
| 1b | Domestic Business | 2101475 | 2219613 | 2275756 | 2.5% | 8.3% |
| 2 | Global Deposits | 1281163 | 1323486 | 1369713 | 3.5% | 6.9% |
| 2a | Overseas Deposits | 29455 | 34216 | 36348 | 6.2% | 23.4% |
| 2b | Domestic Deposits | 1251708 | 1289270 | 1333365 | 3.4% | 6.5% |
| 3 | Global Advances | 884681 | 967256 | 983325 | 1.7% | 11.2% |
| 3a | Overseas Advances | 34915 | 36913 | 40934 | 10.9% | 17.2% |
| 3b | Domestic Advances | 849766 | 930343 | 942391 | 1.3% | 10.9% |
| 4 | CD Ratio | 69.05% | 73.08% | 71.79% | -129 bps | 274 bps |



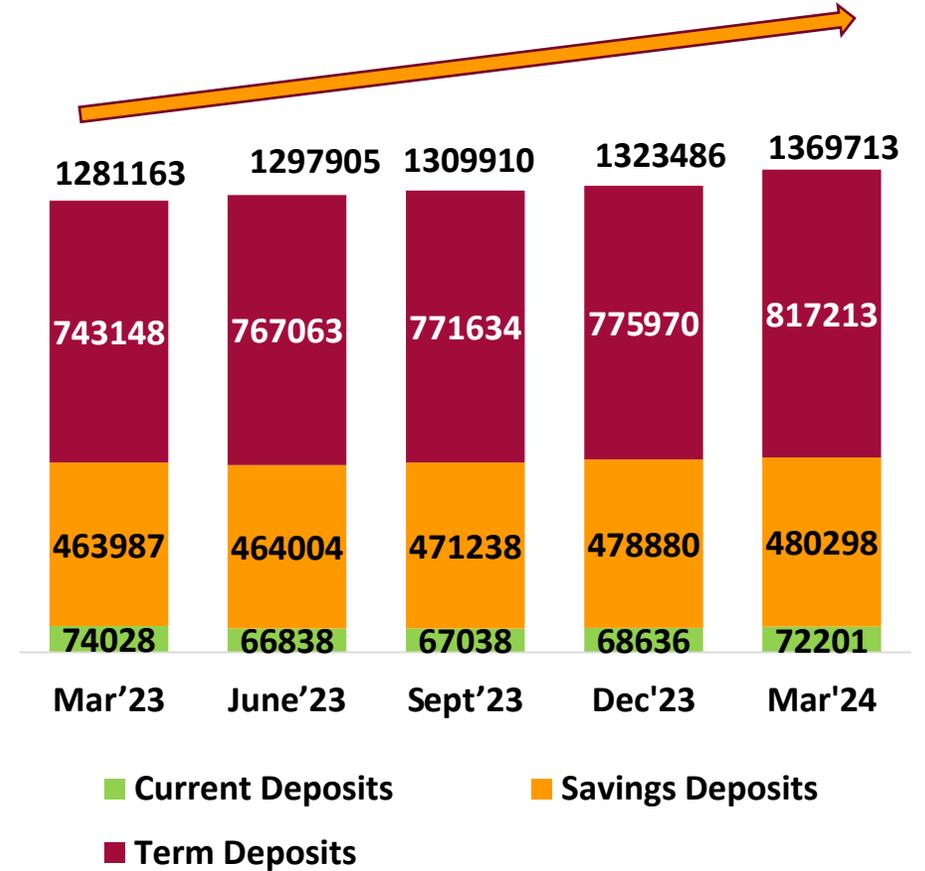
Deposits & CASA Mix

Amt ₹ in Crore

| Sl. | Parameters | Mar'23 | Dec'23 | Mar'24 | Growth % | |
|-----|--------------------------|---------|---------|---------|----------|-------|
| | | | | | QoQ | YoY |
| 1 | Global Deposits (2+3) | 1281163 | 1323486 | 1369713 | 3.5% | 6.9% |
| 2 | Overseas Deposits | 29455 | 34216 | 36348 | 6.2% | 23.4% |
| 3 | Domestic Deposits | 1251708 | 1289270 | 1333365 | 3.4% | 6.5% |
| 4 | Current Deposits | 74028 | 68636 | 72201 | 5.2% | -2.5% |
| 5 | Savings Deposits | 463987 | 478880 | 480298 | 0.3% | 3.5% |
| 6 | CASA Deposits (4+5) | 538015 | 547516 | 552499 | 0.9% | 2.7% |
| 7 | Domestic CASA Share % | 42.98% | 42.47% | 41.44% | | |
| 8 | Total Term Deposits | 743148 | 775970 | 817213 | 5.3% | 10.0% |
| 9 | Term Deposits < 2 Crores | 513836 | 550386 | 562705 | 2.2% | 9.5% |

Global Deposits

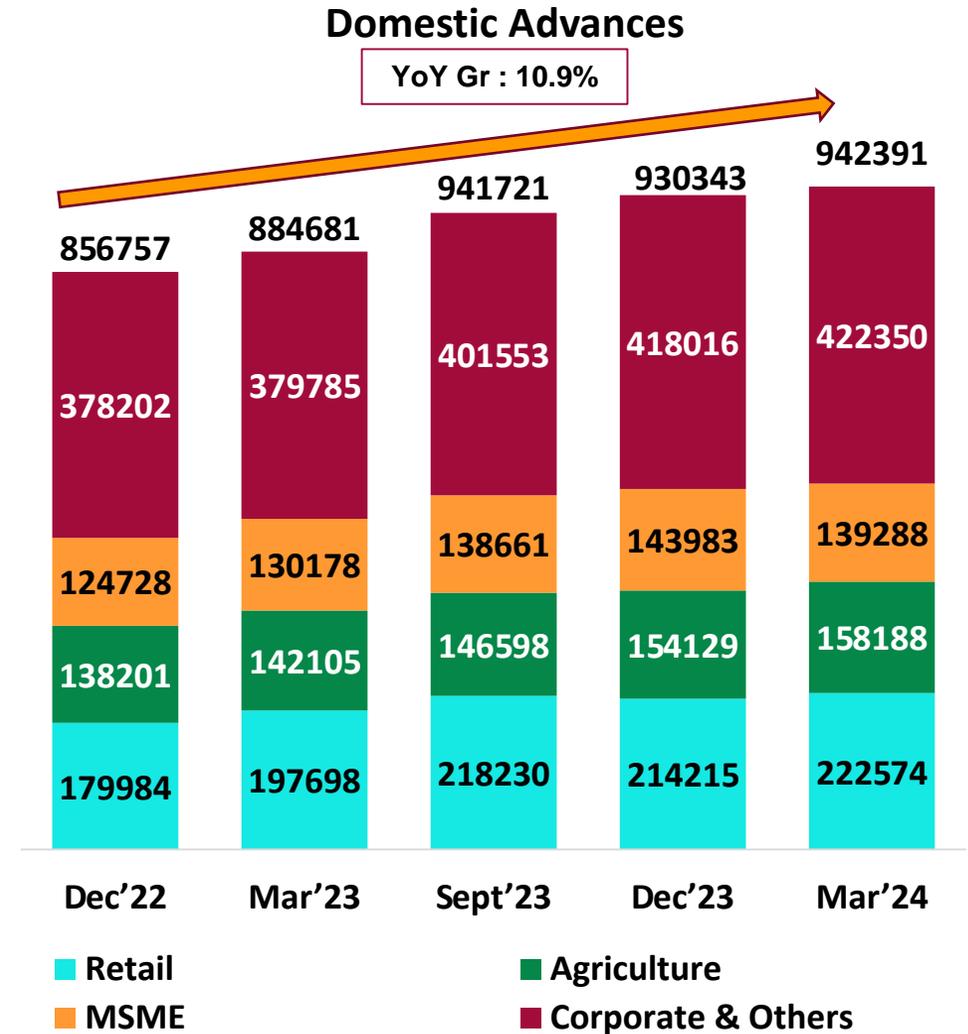
YoY Gr : 6.9%



Advances Performance

Amt ₹ in Crore

| | Parameters | Mar'23 | Dec'23 | Mar'24 | Growth % | |
|----|-----------------------|--------|--------|--------|----------|-------|
| | | | | | QoQ | YoY |
| 1 | Global Advances (2+3) | 884681 | 967256 | 983325 | 1.7% | 11.2% |
| 2 | Overseas Advances | 34914 | 36913 | 40934 | 10.9% | 17.2% |
| 3 | Domestic Advances | 849766 | 930343 | 942391 | 1.3% | 10.9% |
| | <i>Out of which</i> | | | | | |
| 4 | Retail | 197698 | 214215 | 222574 | 3.9% | 12.6% |
| 4a | Core Retail | 137335 | 153384 | 158246 | 3.2% | 15.2% |
| 5 | Agriculture | 142105 | 154129 | 158188 | 2.6% | 11.3% |
| 5a | Agriculture PS | 106407 | 116902 | 120321 | 2.9% | 13.1% |
| 6 | MSME | 130178 | 143983 | 139288 | -3.3% | 7.0% |
| 7 | RAM (4+5+6) | 469981 | 512327 | 520050 | 1.5% | 10.7% |
| 8 | RAM Share % | 55.3% | 55.1% | 55.2% | | |
| 9 | Corporate & Others | 379785 | 418016 | 422341 | 1.0% | 11.2% |

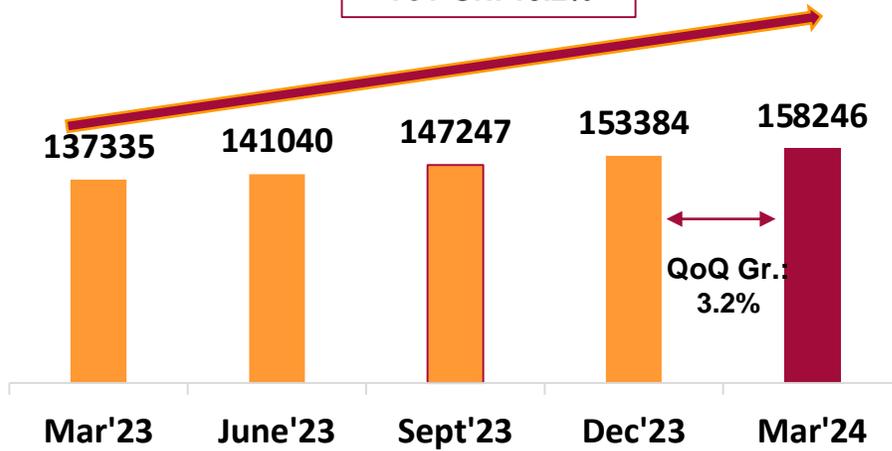


Core Retail Advances

Amt ₹ in Crore

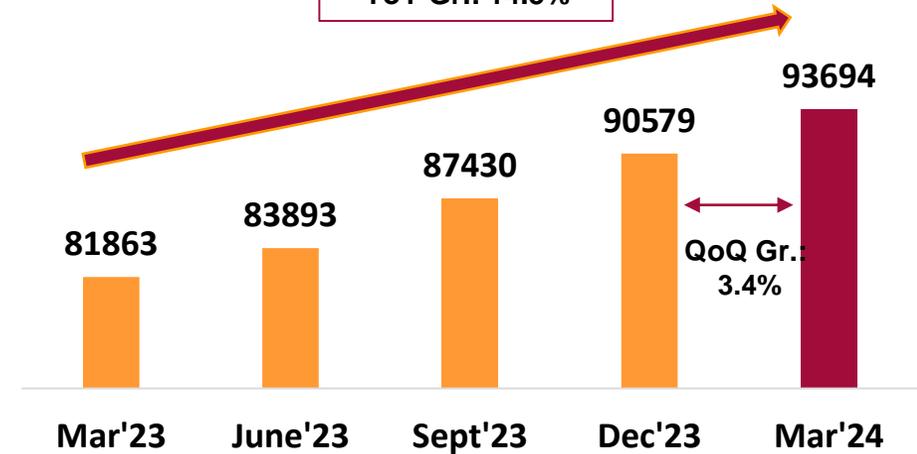
Core Retail*

YoY Gr.: 15.2%



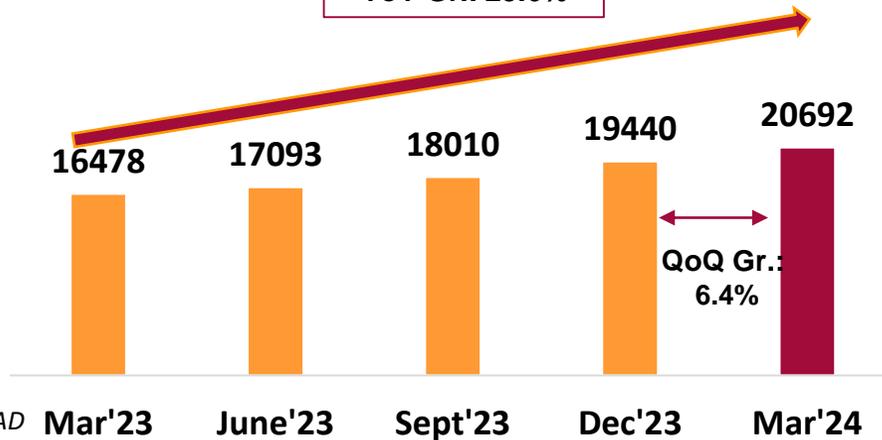
Home Loan*

YoY Gr.: 14.5%



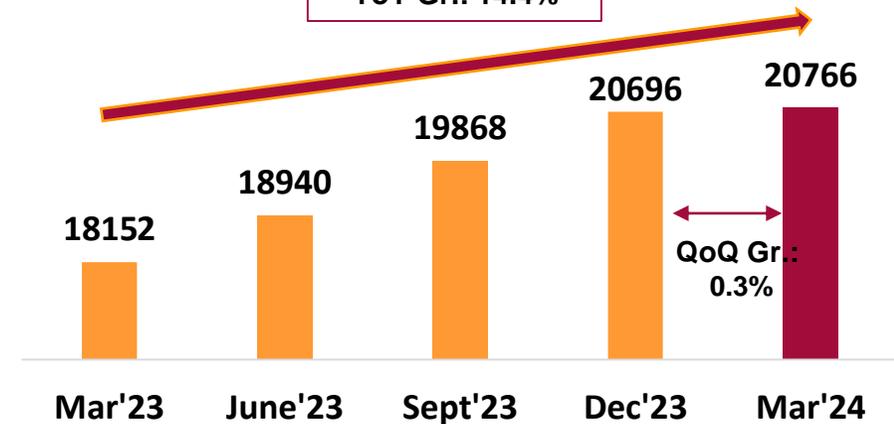
Vehicle Loan*

YoY Gr.: 25.6%



Personal Loan*

YoY Gr.: 14.4%



*Excl Pool, IBPC & LAD

Highlights

Business

Financial

Asset Quality

Share/Capital

Digitalization/Analytics

HR/Network/GB/RRB

ESG/Award

Priority Sector Achievement



TOTAL PRIORITY SECTOR ADVANCES
@40.57% of ANBC against norm of 40%



AGRICULTURE (PS) ADVANCES
@18.27% of ANBC against norm of 18%



SMALL & MARGINAL FARMERS
@10.09% of ANBC against norm of 10%



WEAKER SECTION
@13.57% of ANBC against norm of 12%



MICRO ENTERPRISES
@8.16% of ANBC against norm of 7.5%

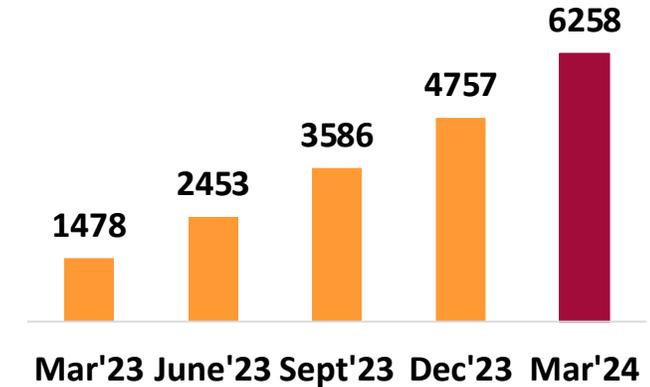
ACHIEVED ALL MANDATED TARGETS

| PM SVANidhi | | | |
|--------------|-------|--------|----------|
| No. of Cases | FY23 | FY24 | Growth % |
| Sanctioned | 78994 | 350201 | 343% |
| Disbursed | 74698 | 334369 | 348% |

| STAND UP India Endeavour and Prosper | | |
|-----------------------------------------|-------|-------|
| Target- No of cases | Ach | % Ach |
| 20156 | 20842 | 103% |

Agriculture Gold Loan

QoQ Gr.: 31.55%



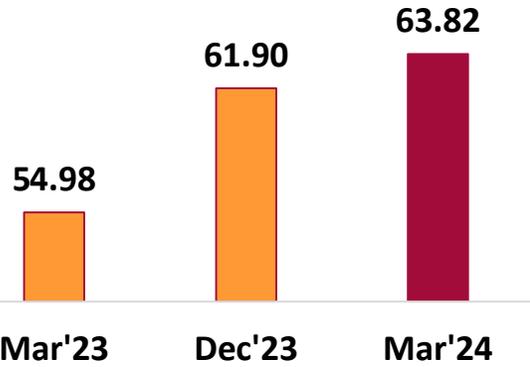
Total Gold Loan (Agri + Retail) Mar'24: Rs 6825 Cr

| ₹ मूद्रैः | | |
|-----------------|-------|-------|
| Amt Rs in Crore | FY23 | FY24 |
| Sanctioned | 20601 | 21720 |
| Disbursed | 20367 | 21475 |

Financial Inclusion Performance

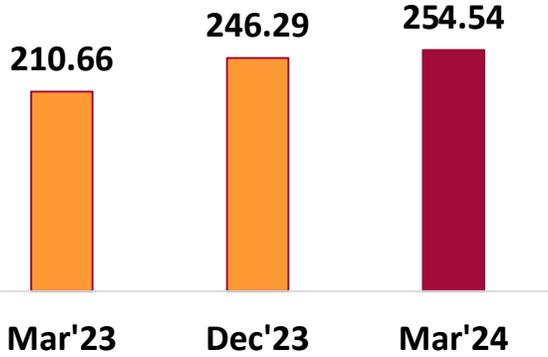
Nos in lakhs

Pradhan Mantri Jeevan Jyoti Bima Yojana (PMJJBY)



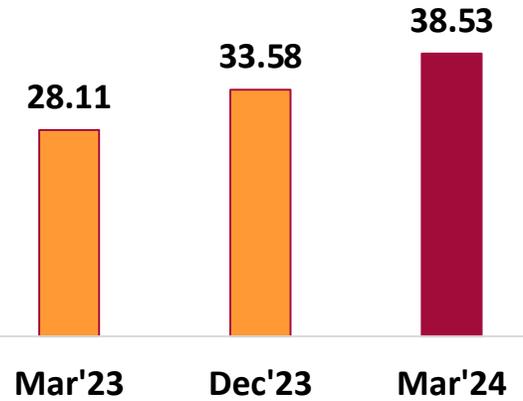
Nos in lakhs

Pradhan Mantri Suraksha Bima Yojana (PMSBY)



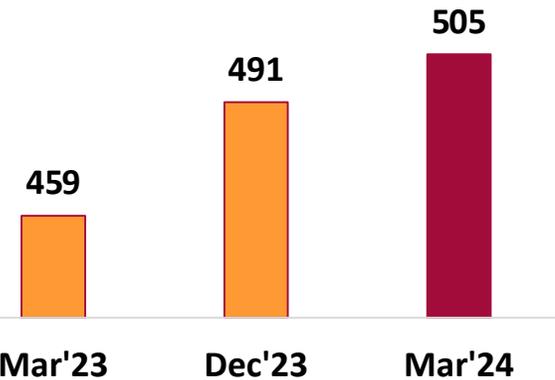
Nos in lakhs

Atal Pension Yojana



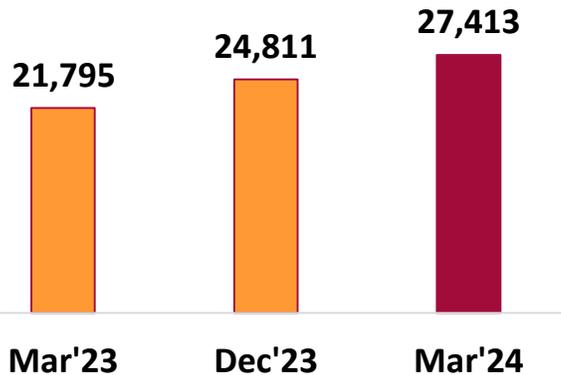
Nos in lakhs

PMJDY Accounts



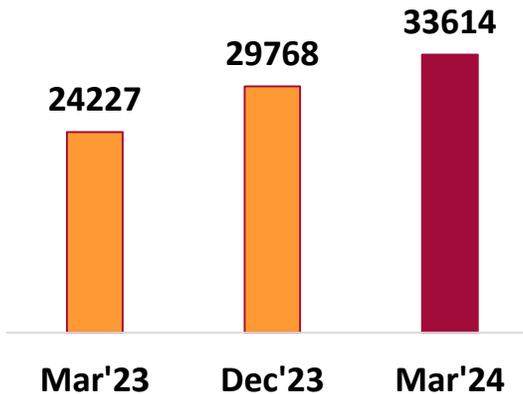
Amt ₹ in Crore

Deposits Mobilized by BCs



Nos

No. of BCs

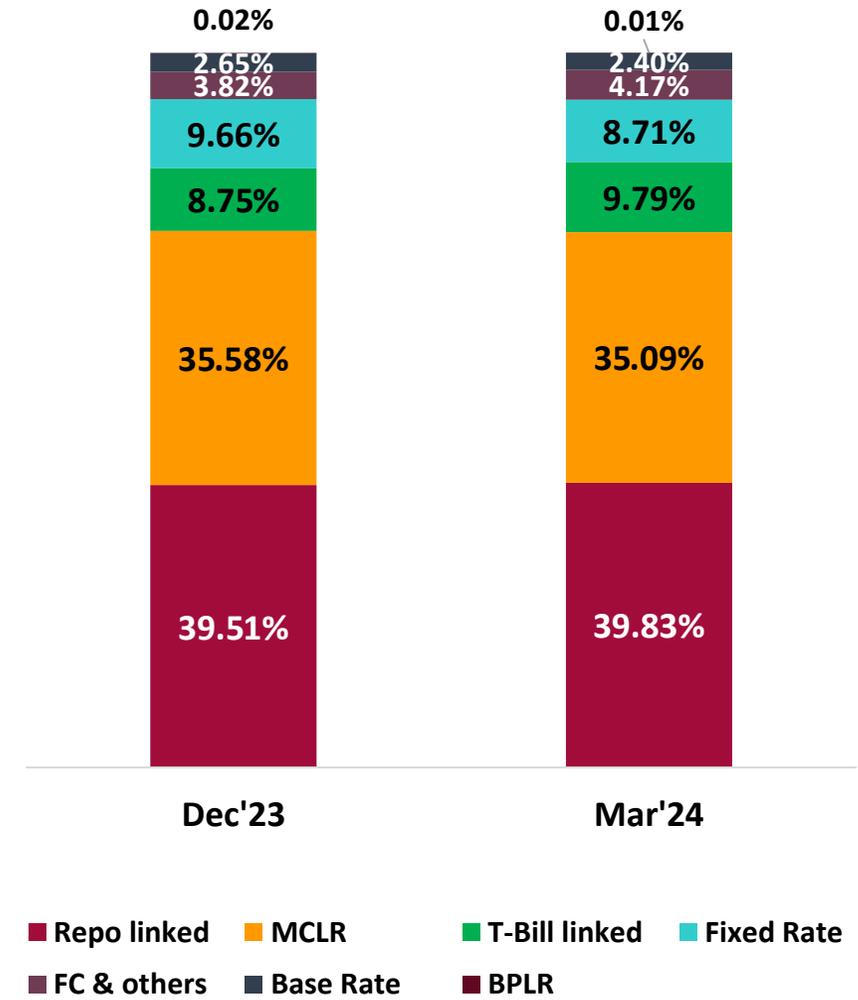


- SLBC- 5
- UTSLBC-1
- LDMO- 116
- Rural Self Employment Training Institute (RSETI)- 78
- Rural Development Centre- 2
- Financial Literacy Centre- 175
- Farmer Training Centre – 12
- Villages adopted for holistic development - 307

Amt ₹ in Crore

| Portfolio > Rs. 100 Crore | | | | | | | |
|----------------------------------------------|--------------|---------------|-----------------------------|---------------|-----------------------------|---------------|-----------------------------|
| Sl | Rating Grade | Mar'23 | | Dec'23 | | Mar'24 | |
| | | Amt. | % Share | Amt. | % Share | Amt. | % Share |
| 1 | AAA | 139918 | 46.27% | 147808 | 44.39% | 157516 | 46.79% |
| 2 | AA | 83155 | 27.50% | 89917 | 27.01% | 88235 | 26.21% |
| 3 | A | 43210 | 14.29% | 58423 | 17.55% | 54477 | 16.18% |
| 4 | BBB | 17357 | 5.74% | 19277 | 5.79% | 19289 | 5.73% |
| BBB & Above | | 283640 | 93.80% | 315426 | 94.74% | 319517 | 94.91% |
| 5 | BB | 4855 | 1.61% | 4315 | 1.30% | 4448 | 1.32% |
| 6 | B | 1944 | 0.64% | 1842 | 0.55% | 1135 | 0.34% |
| 7 | C | 1251 | 0.41% | 745 | 0.22% | 892 | 0.26% |
| 8 | D | 486 | 0.16% | 696 | 0.21% | 652 | 0.19% |
| BB & Below | | 8536 | 2.82% | 7598 | 2.28% | 7127 | 2.12% |
| 9 | Unrated | 10210 | 3.38% | 9936 | 2.98% | 10013 | 2.97% |
| Sub-Total | | 302386 | 100.00% | 332960 | 100.00% | 336658 | 100.00% |
| Guarantee/Direct Claim on Central/State Govt | | 84071 | 21.75% (of Total Portfolio) | 78526 | 19.08% (of Total Portfolio) | 80294 | 19.26% (of Total Portfolio) |
| Total Portfolio | | 386457 | | 411487 | | 416952 | |

Advances Mix of Benchmark rate

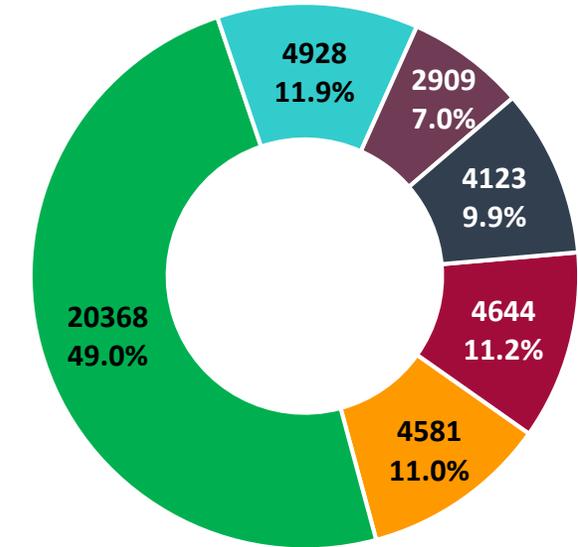


| Sl. | Diversified Industry Portfolio | Mar'23 | | Dec'23 | | Mar'24 | |
|-----|--------------------------------|---------------|------------------------|---------------|------------------------|---------------|------------------------|
| | | O/s | % to Domestic Advances | O/s | % to Domestic Advances | O/s | % to Domestic Advances |
| 1 | Infrastructure | 91405 | 10.8% | 97570 | 10.5% | 98494 | 10.5% |
| | -Energy | 40544 | 4.8% | 43862 | 4.7% | 42789 | 4.5% |
| | -Tele-Communication | 8207 | 1.0% | 10896 | 1.2% | 11420 | 1.2% |
| | -Roads & Ports | 35442 | 4.2% | 37245 | 4.0% | 38163 | 4.0% |
| | -Other Infra | 7212 | 0.8% | 5567 | 0.6% | 6122 | 0.6% |
| 2 | Basic Metal & Metal Products | 23383 | 2.8% | 25330 | 2.7% | 23737 | 2.5% |
| | -Iron & Steel | 20225 | 2.4% | 22365 | 2.4% | 20983 | 2.2% |
| 3 | Textiles | 11057 | 1.3% | 11309 | 1.2% | 11907 | 1.3% |
| 4 | Food Processing | 19148 | 2.3% | 21701 | 2.3% | 22615 | 2.4% |
| 5 | Chemical & Chemical Products | 5879 | 0.7% | 5980 | 0.6% | 6288 | 0.7% |
| 6 | All Engineering | 6472 | 0.8% | 7492 | 0.8% | 7360 | 0.8% |
| 7 | Construction | 3361 | 0.4% | 2427 | 0.3% | 2382 | 0.3% |
| 8 | Other Industries | 56434 | 6.6% | 50813 | 5.5% | 51161 | 5.4% |
| | Total | 217138 | 25.6% | 222622 | 23.9% | 223944 | 23.8% |

Energy Sector

External Rating Standard Portfolio
31.03.2024 : ₹ 41553 Cr

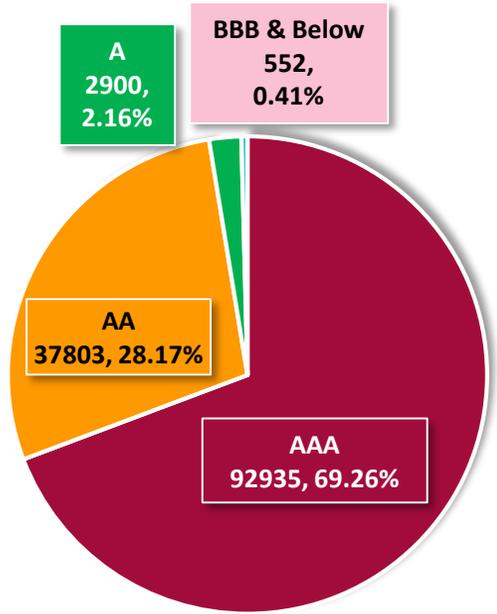
External Rating wise Portfolio



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

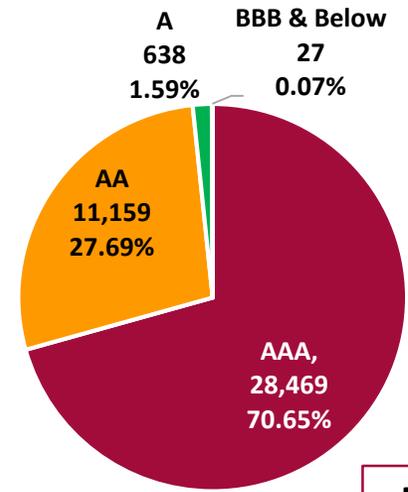
| Key Sectors | As on | | |
|---------------------------|---------------|---------------|---------------|
| | Mar'23 | Dec'23 | Mar'24 |
| NBFC | 135606 | 127671 | 134190 |
| <i>Out of which,</i> | | | |
| NBFC- HFC | 47645 | 36179 | 40294 |
| NBFC- PSUs and PSU backed | 28987 | 30041 | 32453 |
| NBFC- Private | 58160 | 60489 | 60435 |
| NBFC- MFI | 814 | 962 | 1007 |

**Total NBFC
External Rating Wise Portfolio – As on 31.03.2024**

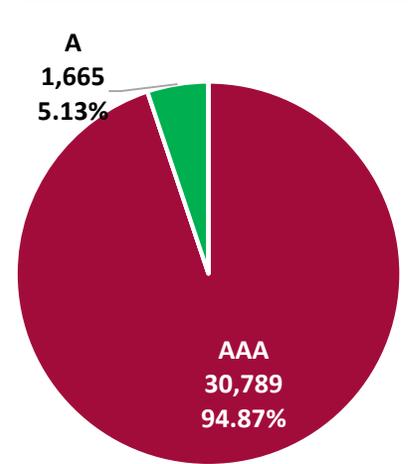


External Rating Wise Portfolio – As on 31.03.2024

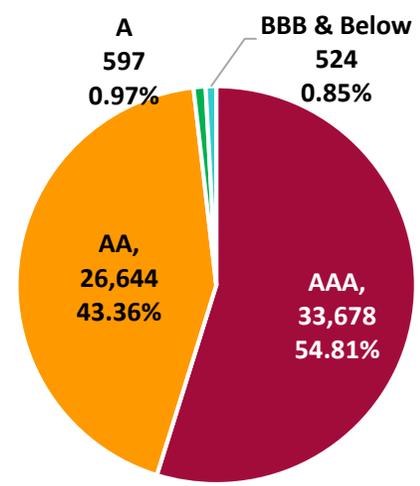
Housing Finance Companies



PSUs & PSU backed



Private NBFCs + MFIs



| Sl. | Parameters | Mar'23 | Dec'23 | Mar'24 | YoY Variation | |
|-----|--------------------------------------|---------------|---------------|---------------|---------------|-------------|
| | | | | | Amt. | % |
| 1 | Gross Domestic Investment | 399830 | 418301 | 423305 | 23475 | 5.9% |
| a | SLR | 296708 | 310248 | 316061 | 19353 | 6.5% |
| | SLR as % to Dom. Investment | 74.21% | 74.17% | 74.67% | | |
| b | Non SLR | 103122 | 108053 | 107244 | 4122 | 4.0% |
| I | Held To Maturity (HTM) | 317709 | 325252 | 328221 | 10512 | 3.3% |
| II | Available For Sale (AFS) | 81991 | 92043 | 93301 | 11310 | 13.8% |
| III | Held For trading (HFT) | 130 | 1006 | 1783 | 1653 | 1271.5% |
| 2 | Modified Duration (AFS+HFT) | 2.53 | 3.54 | 3.50 | | |
| 3 | Net demand & time Liabilities | 1175099 | 1260633 | 1292409 | 117310 | 10.0% |
| 4 | Investment by Overseas Branches | 5601 | 5003 | 5696 | 95 | 1.7% |
| 5 | Total Gross Investment (1+4) | 405431 | 423304 | 429001 | 23570 | 5.8% |
| | HTM To Gross Domestic Investment (%) | 79.46% | 77.76% | 77.54% | | |

Non SLR Investment

Amt ₹ in Crore

| Sl. | Parameters | Mar'23 | | Dec'23 | | Mar'24 | | Y-o-Y Variation | |
|-----|----------------------------------------|---------------|----------------|---------------|----------------|---------------|----------------|-----------------|-------------|
| | | O/S | % Share | O/S | % Share | O/S | % Share | Amt | Gr. % |
| 1 | PSU Bonds | 20201 | 19.59% | 20466 | 18.94% | 19212 | 17.91% | -989 | -4.9% |
| 2 | Corporate and Other Bonds & Debentures | 13393 | 12.99% | 17227 | 15.94% | 16691 | 15.56% | 3298 | 24.6% |
| 3 | Special Govt. Sec excl. Recap Bonds | 915 | 0.89% | 885 | 0.82% | 739 | 0.69% | -176 | -19.2% |
| 4 | CG Recap. Bond | 55274 | 53.60% | 55274 | 51.15% | 55274 | 51.54% | 0 | 0.0% |
| 5 | Share of PSU/Corporate/Others | 5679 | 5.51% | 5515 | 5.10% | 5179 | 4.83% | -500 | -8.8% |
| 6 | Venture Capital Fund | 407 | 0.39% | 318 | 0.29% | 306 | 0.29% | -101 | -24.8% |
| 7 | Regional Rural Bank | 1387 | 1.35% | 1387 | 1.28% | 1583 | 1.48% | 196 | 14.1% |
| 8 | Security Receipts | 1380 | 1.34% | 897 | 0.83% | 789 | 0.74% | -591 | -42.8% |
| 9 | Subsidiaries JV | 3389 | 3.29% | 3960 | 3.66% | 3960 | 3.69% | 571 | 16.8% |
| 10 | Other | 1097 | 1.06% | 2124 | 1.97% | 3511 | 3.27% | 2414 | 220.1% |
| | Total Non SLR Investment | 103122 | 100.00% | 108053 | 100.00% | 107244 | 100.00% | 4122 | 4.0% |

Balance Sheet-Liabilities & Assets

Amt ₹ in Crore

| Sl. | Parameters | 31 st Mar'23 | 31 st Dec'23 | 31 st Mar'24 |
|-----|----------------------------------|-------------------------|-------------------------|-------------------------|
| | CAPITAL & LIABILITIES | | | |
| 1 | Capital | 2202 | 2202 | 2202 |
| 2 | Reserves and Surplus | 97653 | 102914 | 104274 |
| 3 | Deposits | 1281163 | 1323485 | 1369713 |
| 4 | Borrowings | 51292 | 61729 | 50430 |
| 5 | Other Liabilities and Provisions | 29521 | 33662 | 35216 |
| | Total Liabilities | 1461831 | 1523992 | 1561835 |
| | ASSETS | | | |
| 1 | Cash and Balances with RBI | 78177 | 65083 | 65033 |
| 2 | Balances with Banks | 76932 | 43388 | 64072 |
| 3 | Investments | 395996 | 414107 | 420318 |
| 4 | Net Advances | 830834 | 916445 | 934430 |
| 5 | Fixed Assets | 12051 | 12110 | 12319 |
| 6 | Other Assets | 67841 | 72859 | 65663 |
| | Total Assets | 1461831 | 1523992 | 1561835 |

| Sl. | Parameters | Q4 FY23 | Q3 FY24 | Q4 FY24 | YoY Variation | | QoQ Variation | | FY23 | FY24 | YoY Gr. % |
|-----|--------------------------------------------|--------------|--------------|--------------|---------------|--------------|---------------|--------------|--------------|---------------|--------------|
| | | | | | Amt. | % | Amt. | % | | | |
| 1 | Interest Income (2+3+4) | 23849 | 27288 | 28113 | 4265 | 17.9% | 825 | 3.0% | 85144 | 106902 | 25.6% |
| 2 | Interest on Advances | 16644 | 19605 | 20114 | 3470 | 20.9% | 509 | 2.6% | 57319 | 75939 | 32.5% |
| 3 | Interest on Investments | 6570 | 7011 | 6963 | 393 | 6.0% | -48 | -0.7% | 25143 | 27645 | 10.0% |
| 4 | Other Interest Income | 635 | 672 | 1036 | 402 | 63.3% | 364 | 54.2% | 2682 | 3318 | 23.7% |
| 5 | Other Income (6+7+8+9) | 3420 | 2674 | 4248 | 827 | 24.2% | 1574 | 58.8% | 12143 | 13384 | 10.2% |
| 6 | Fee Based Income | 1222 | 1311 | 1613 | 390 | 31.9% | 302 | 23.0% | 5612 | 6084 | 8.4% |
| | <i>out of which</i> | | | | | | | | | | |
| 6.1 | Commission & Service Charges | 646 | 694 | 815 | 169 | 26.2% | 121 | 17.4% | 2877 | 3067 | 6.6% |
| 6.2 | Processing Fees | 190 | 157 | 183 | -7 | -3.8% | 26 | 16.5% | 1000 | 1094 | 9.4% |
| 6.3 | Non fund based Income | 143 | 178 | 174 | 31 | 21.7% | -4 | -2.2% | 517 | 685 | 32.5% |
| 6.4 | Income from Insurance & MF | 144 | 111 | 152 | 8 | 5.2% | 40 | 36.2% | 437 | 457 | 4.5% |
| 7 | Recovery in Written off Accounts | 2216 | 2059 | 1639 | -576 | -26.0% | -420 | -20.4% | 6508 | 6101 | -6.3% |
| 8 | Treasury income (8.1+8.2+8.3) | -34 | -700 | 974 | -ve to +ve | | | | -334 | 1157 | -ve to +ve |
| 8.1 | Profit on Sales on Investments | 204 | 307 | 602 | 399 | 196.0% | 295 | 96.2% | 1047 | 1354 | 29.3% |
| 8.2 | Profit on Exchange Transaction | 162 | 87 | 117 | -45 | -27.6% | 30 | 34.5% | 804 | 466 | -42.0% |
| 8.3 | Profit/(Loss) on Revaluation of Investment | -399 | -1094 | 255 | -ve to +ve | | | | -2184 | -663 | |
| 9 | Others | 17 | 4 | 22 | 5 | 31.3% | 18 | 448.1% | 356 | 43 | -88.0% |
| 10 | Total Income (1+5) | 27269 | 29962 | 32361 | 5092 | 18.7% | 2399 | 8.0% | 97287 | 120285 | 23.6% |

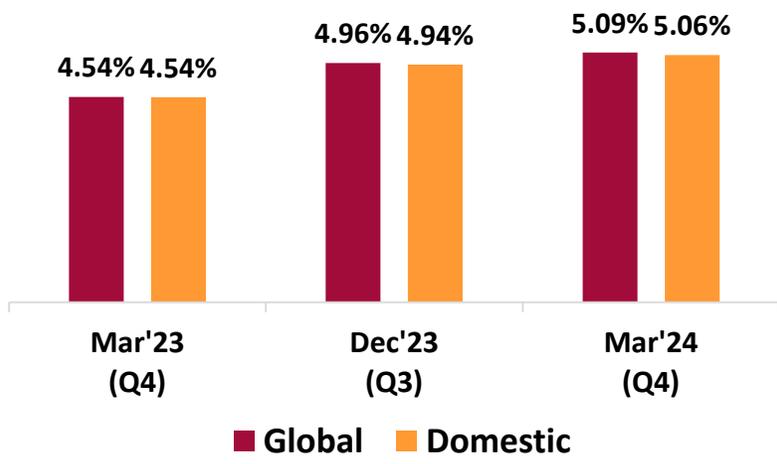
| Sl. | Parameters | Q4 | Q3 | Q4 | YoY Variation | | QoQ Variation | | FY23 | FY24 | YoY Gr. % |
|-----|--------------------------------------------|--------------|--------------|--------------|---------------|--------------|---------------|--------------|--------------|--------------|--------------|
| | | FY23 | FY24 | FY24 | Amt. | % | Amt. | % | | | |
| 1 | Total Interest Paid (2+3+4) | 14350 | 16995 | 17750 | 3401 | 23.7% | 755 | 4.4% | 50652 | 66819 | 31.9% |
| 2 | Interest Paid on Deposits | 13284 | 15804 | 16611 | 3327 | 25.0% | 807 | 5.1% | 46846 | 62311 | 33.0% |
| 3 | Interest Paid on Borrowings | 357 | 334 | 290 | -67 | -18.7% | -44 | -13.1% | 1149 | 1290 | 12.3% |
| 4 | Others | 709 | 857 | 849 | 140 | 19.8% | -8 | -1.0% | 2657 | 3218 | 21.1% |
| 5 | Operating Expenses (6+7) | 7053 | 6636 | 8195 | 1142 | 16.2% | 1559 | 23.5% | 24105 | 28536 | 18.4% |
| 6 | Establishment Expenses (6a+6b) | 4571 | 4169 | 5630 | 1059 | 23.2% | 1461 | 35.0% | 14810 | 18486 | 24.8% |
| 6a | Employee Benefit (AS-15) | 1245 | 332 | 2396 | 1151 | 92.5% | 2064 | 621.8% | 2880 | 4549 | 58.0% |
| 6b | <i>Establishment Expenses (excl.AS-15)</i> | 3326 | 3837 | 3234 | -92 | -2.8% | -603 | -15.7% | 11930 | 13938 | 16.8% |
| 7 | Other Operating Expenses | 2482 | 2467 | 2565 | 83 | 3.3% | 98 | 4.0% | 9295 | 10049 | 8.1% |
| 8 | Total Expenses (1+5) | 21402 | 23631 | 25945 | 4543 | 21.2% | 2314 | 9.8% | 74758 | 95354 | 27.6% |

| Sl. | Parameters | Q4 | Q3 | Q4 | YoY Variation | | QoQ Variation | | FY23 | FY24 | YoY Gr. % |
|-----|-----------------------------------------------|-------|-------|-------|---------------|--------|---------------|--------|-------|-------|-----------|
| | | FY23 | FY24 | FY24 | Amt. | % | Amt. | % | | | |
| 1 | Net Interest Income | 9499 | 10293 | 10363 | 864 | 9.1% | 70 | 0.7% | 34492 | 40083 | 16.2% |
| 2 | Other Income | 3420 | 2674 | 4248 | 828 | 24.2% | 1574 | 58.8% | 12143 | 13384 | 10.2% |
| 3 | Operating Income (1+2) | 12919 | 12967 | 14611 | 1692 | 13.1% | 1644 | 12.7% | 46634 | 53467 | 14.7% |
| 4 | Operating Expenses | 7053 | 6636 | 8195 | 1142 | 16.2% | 1559 | 23.5% | 24105 | 28536 | 18.4% |
| 5 | Operating Profit | 5866 | 6331 | 6416 | 550 | 9.4% | 85 | 1.3% | 22529 | 24931 | 10.7% |
| 6 | Provisions other than Tax | 3831 | 2739 | 1588 | -2243 | -58.5% | -1151 | -42.0% | 18240 | 11737 | -35.7% |
| | <i>Of which</i> | | | | | | | | | | |
| a | NPAs | 3625 | 2994 | 1958 | -1667 | -46.0% | -1036 | -34.6% | 15903 | 12345 | -22.4% |
| b | Standard Advances incl. Standard Restructured | 419 | 246 | -534 | -953 | | -780 | | 1304 | 87 | |
| c | Depreciation on Investment | -270 | -933 | -41 | 229 | -84.8% | 892 | -95.6% | 173 | -1407 | -913.5% |
| d | Others | 57 | 432 | 205 | 148 | 259.7% | -227 | -52.5% | 860 | 712 | -17.2% |
| 7 | Profit Before Tax | 2036 | 3592 | 4828 | 2792 | 137.1% | 1236 | 34.4% | 4288 | 13194 | 207.7% |
| 8 | Provision for Income Tax | 877 | 1369 | 1817 | 940 | 107.2% | 448 | 32.8% | 1781 | 4950 | 177.9% |
| 9 | Net Profit | 1159 | 2223 | 3010 | 1851 | 159.8% | 787 | 35.4% | 2507 | 8245 | 228.8% |

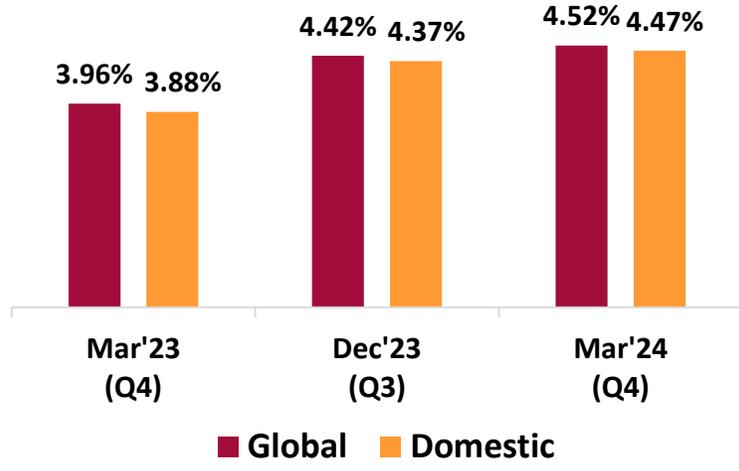


Efficiency Ratios (Quarter)

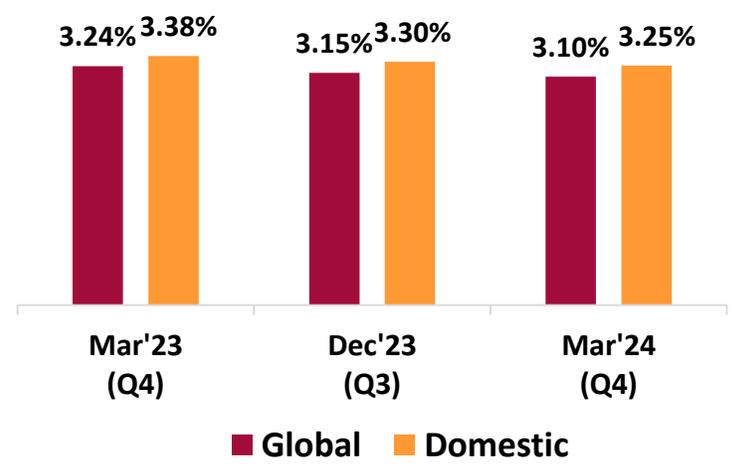
Cost of Deposits [%]



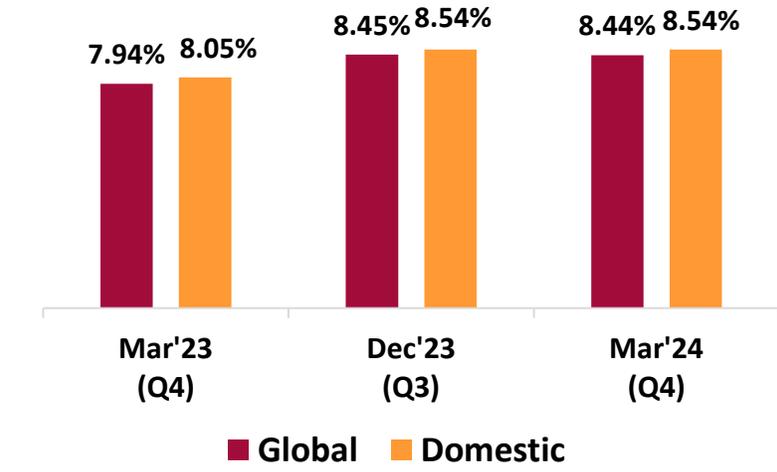
Cost of Funds [%]



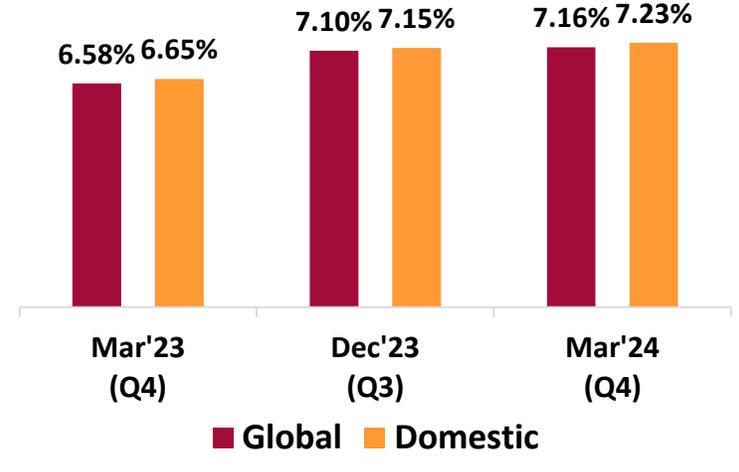
NIM [%] (Annualized)



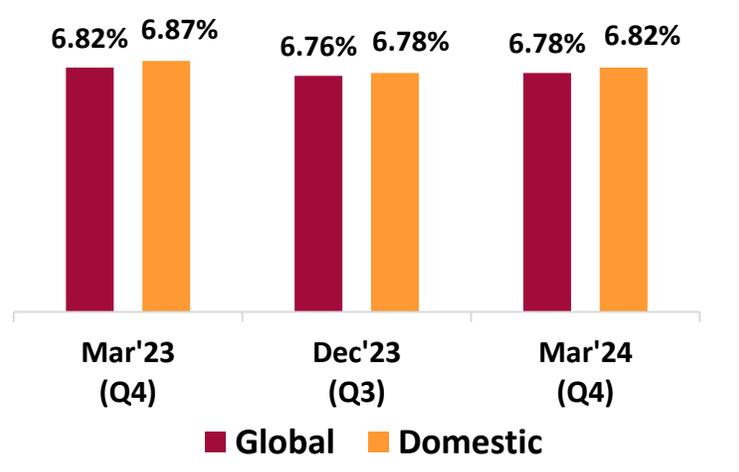
Yield on Advances [%]



Yield on Funds [%]

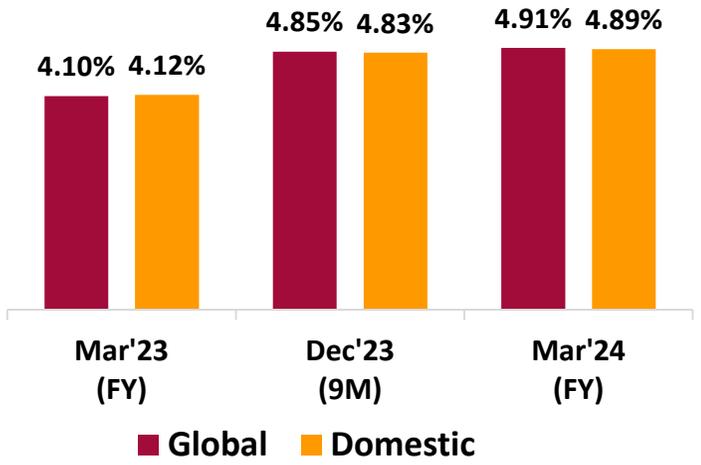


Yield on Investment [%]

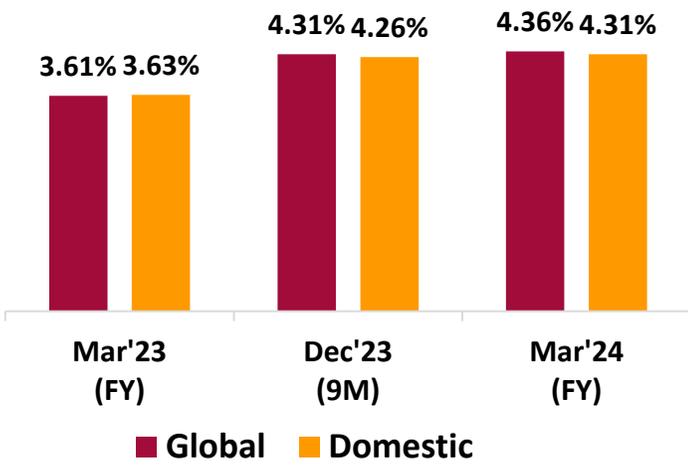


Efficiency Ratios (FY)

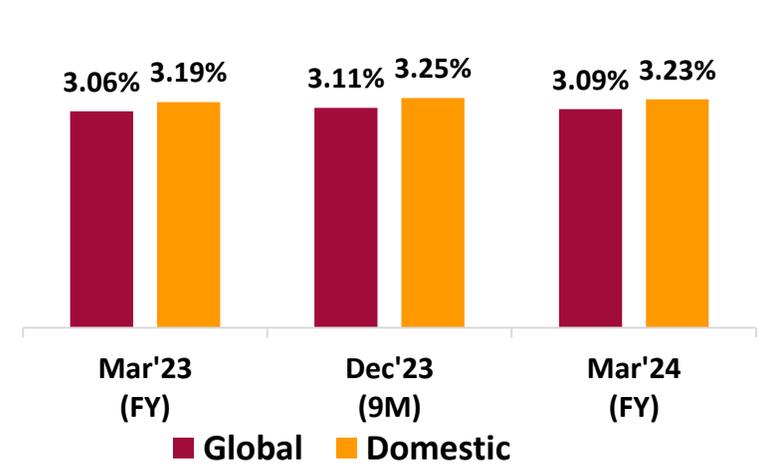
Cost of Deposits [%]



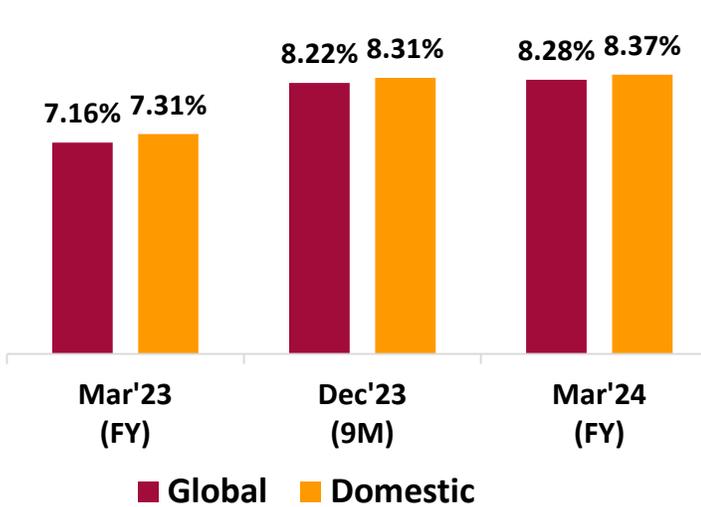
Cost of Funds [%]



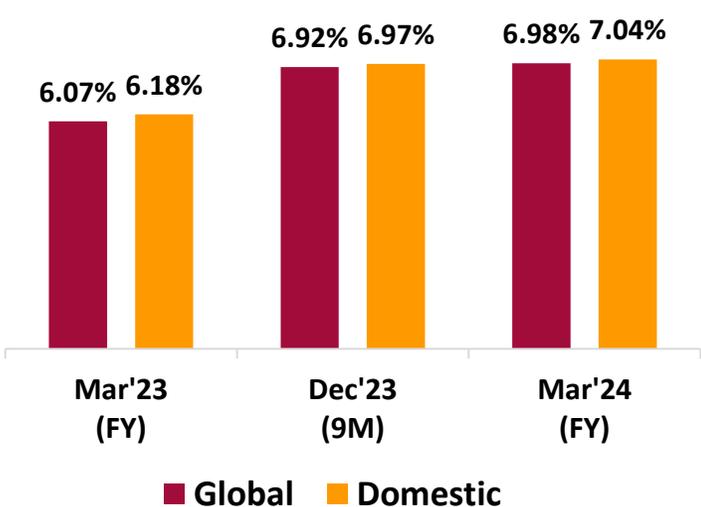
NIM [%]



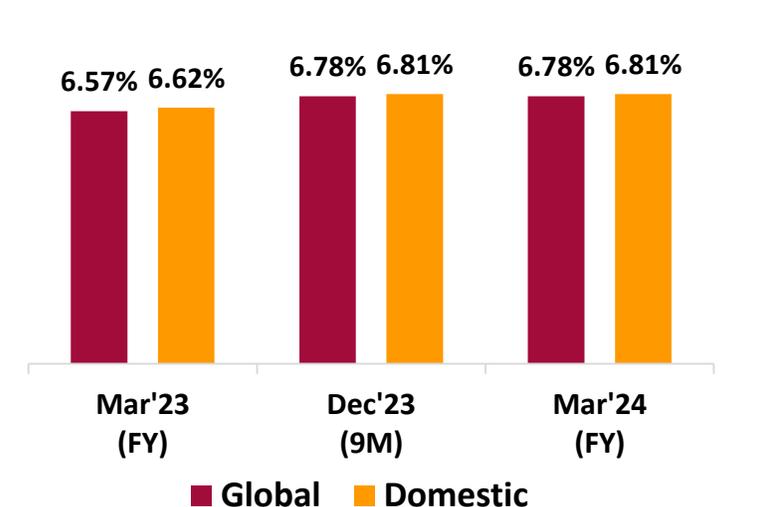
Yield on Advances [%]



Yield on Funds [%]



Yield on Investment [%]



| Sl. | Key Ratios | Q4 FY23 | Q3 FY24 | Q4 FY24 | FY23 | FY24 |
|-----|-----------------------------------------|---------|---------|---------|--------|--------|
| 1 | Return on Assets [%] | 0.32% | 0.58% | 0.77% | 0.18% | 0.54% |
| 2 | Return on Equity [%] | 7.11% | 12.45% | 16.48% | 3.94% | 11.66% |
| 3 | Book Value per Share [₹] | 82.45 | 87.32 | 88.59 | 82.45 | 88.59 |
| 4 | Book Value per Share-Tangible [₹] | 60.70 | 65.71 | 67.75 | 60.70 | 67.75 |
| 5 | Earnings per share [₹] (Not annualized) | 1.05 | 2.02 | 2.73 | 2.28 | 7.49 |
| 6 | Cost to Income Ratio [%] | 54.59% | 51.18% | 56.09% | 51.69% | 53.37% |
| 6a | Staff Cost to Income Ratio [%] | 35.38% | 32.15% | 38.53% | 31.76% | 34.58% |
| 6b | Other Cost to Income Ratio [%] | 19.21% | 19.02% | 17.56% | 19.93% | 18.80% |
| 7 | Credit Cost [%] | 1.72% | 1.26% | 0.81% | 2.03% | 1.40% |
| 8 | Net Profit Per Employee [₹ in Lacs] | 4.82 | 9.16 | 12.64 | 2.57 | 8.61 |
| 9 | Net Profit Per Branch [₹ in Lacs] | 46.64 | 87.47 | 119.44 | 24.88 | 81.33 |

| Sl. | Key Ratios | Mar'23 | Dec'23 | Mar'24 |
|-----|------------------------------------|--------|--------|--------|
| 1 | Business* Per Employee [₹ in Lacs] | 2164 | 2308 | 2384 |
| 2 | Business* Per Branch [₹ in Lacs] | 20953 | 22051 | 22525 |

*Excluding Interbank Deposits

One Time Restructuring (OTR 1 & 2)

OTR 1

As per RBI's guidelines dated
Aug 06,2020

| Sl. | Loan and aggregate exposure category | Position as on 31.03.24 under OTR 1 | | Provisions Made# |
|-----|--------------------------------------|-------------------------------------|-----------------|------------------|
| | | No. of accounts | Amount involved | Amt |
| 1 | Personal loans | 3197 | 454 | 57 |
| 2 | Other Exposures* | 121 | 1867 | 242 |
| 3 | Total (1+2) | 3318 | 2321 | 299 |
| 4 | MSME loans | 1625 | 293 | 37 |
| | Grand Total (3+4) | 4943 | 2614 | 336 |

*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 31.03.24 under OTR 2 | | Provisions Made# |
|-----|--------------------------------------|-------------------------------------|-----------------|------------------|
| | | No. of accounts | Amount involved | Amt |
| 1 | Individual Borrowers | 43984 | 3789 | 481 |
| 2 | Small Business | 1488 | 490 | 61 |
| 3 | Total (1+2) | 45472 | 4279 | 542 |
| 4 | MSME loans | 24995 | 2148 | 268 |
| | Grand Total (3+4) | 70467 | 6427 | 810 |

#Additional provision on OTR at higher rate of 12.5% as against 10%/5% earlier.

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

Amt ₹ in Crore

| S. N. | CATEGORY | Dec'23 | | Mar'24 | |
|-------|-------------------|--------|------------------------|--------|------------------------|
| | | SMA2 | % of Domestic Advances | SMA2 | % of Domestic Advances |
| 1 | RETAIL | 86 | 0.01% | 93 | 0.01% |
| 2 | AGRICULTURE | 239 | 0.03% | 210 | 0.02% |
| 3 | MSME | 852 | 0.09% | 877 | 0.09% |
| 4 | RAM TOTAL | 1177 | 0.13% | 1180 | 0.13% |
| 5 | CORPORATE & OTHER | 158 | 0.02% | 252 | 0.03% |
| 6 | TOTAL | 1336 | 0.14% | 1432 | 0.15% |

Movement of NPA

Amt ₹ in Crore

| Sl. | Parameters | Q4 FY'23 | FY'23 | Q3 FY'24 | Q4 FY'24 | FY'24 |
|-----|-----------------------------------------|--------------|--------------|--------------|--------------|--------------|
| 1 | NPA as at the beginning of Year/Quarter | 83584 | 92448 | 65563 | 60371 | 77328 |
| 2 | -Cash Recovery | 2575 | 9801 | 1828 | 1800 | 7106 |
| 3 | -Up-gradation | 1582 | 4770 | 1217 | 988 | 3448 |
| 4 | Cash Recovery & Up-gradation (2+3) | 4158 | 14571 | 3046 | 2787 | 10554 |
| 5 | Write Off | 6094 | 16578 | 3938 | 3447 | 16257 |
| 6 | Total Reduction (4+5) | 10252 | 31149 | 6984 | 6235 | 26811 |
| 7 | Fresh Addition (8+9) | 3996 | 16029 | 1793 | 2206 | 5826 |
| 8 | -Fresh slippages | 3518 | 14198 | 1594 | 2078 | 5552 |
| 9 | -Debits in existing NPA A/cs | 478 | 1831 | 198 | 128 | 274 |
| 10 | Gross NPAs at end of the period | 77328 | 77328 | 60371 | 56343 | 56343 |
| 11 | Eligible Deductions incl. Provisions | 54743 | 54743 | 51556 | 49544 | 49544 |
| 12 | Net NPAs at end of the period | 22585 | 22585 | 8816 | 6799 | 6799 |
| 13 | Recovery in TWO & RI | 3281 | 10005 | 3341 | 2406 | 9610 |
| 14 | Total Recovery (4+13) | 7439 | 24576 | 6387 | 5193 | 20164 |

Asset Classification

Amt ₹ in Crore

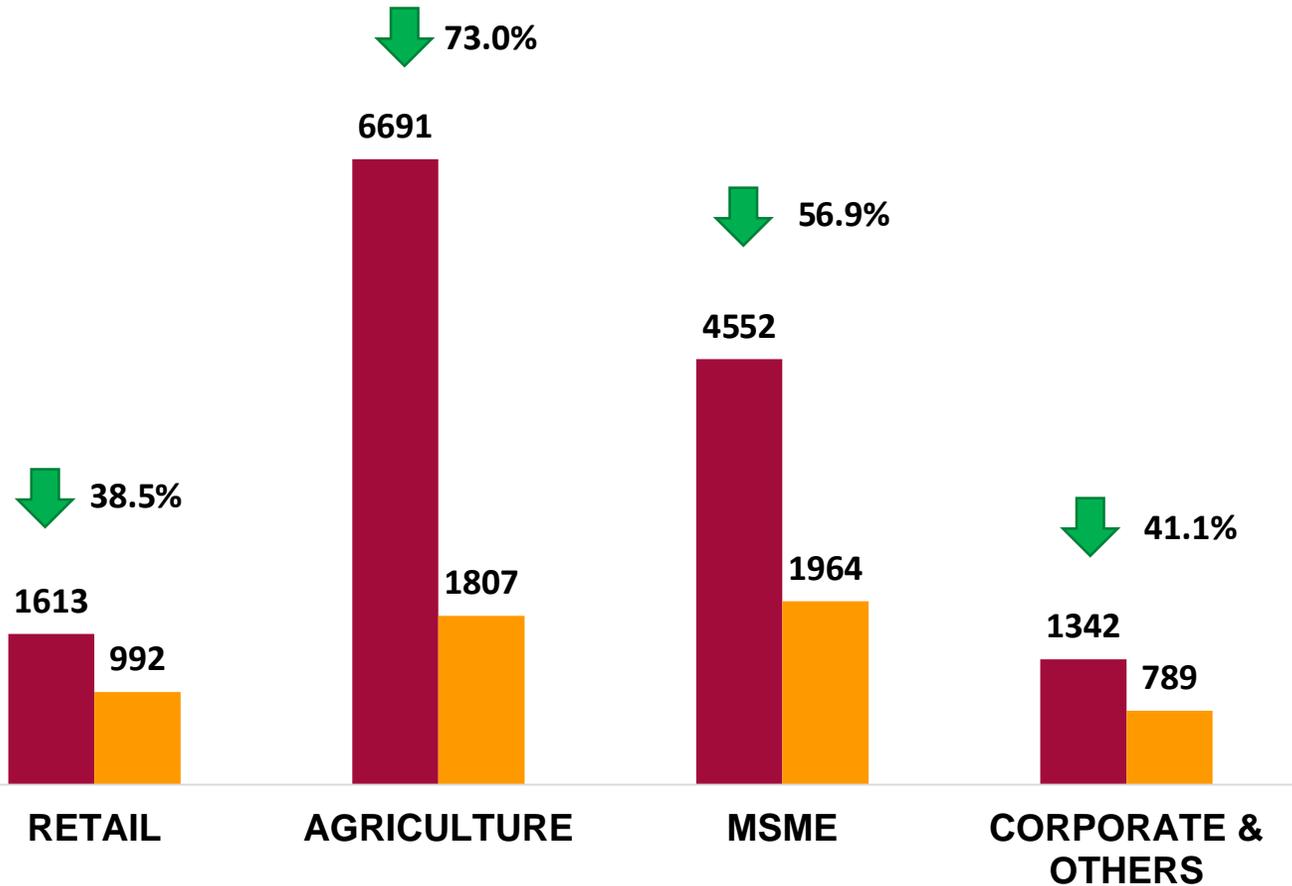
| Sl. | Parameters | Mar'23 | | Dec'23 | | Mar'24 | | YoY Variation | |
|-----|----------------------|--------|--------|--------|--------|--------|--------|---------------|--------|
| | | O/S | Share% | O/S | Share% | O/S | Share% | Amt. | Var. % |
| 1 | Standard | 807353 | 91.26% | 906885 | 93.76% | 926982 | 94.27% | 119629 | 14.8% |
| 2 | Gross NPA | 77328 | 8.74% | 60371 | 6.24% | 56343 | 5.73% | -20985 | -27.1% |
| 2a | Sub-Standard | 12227 | 1.38% | 5384 | 0.56% | 4876 | 0.50% | -7351 | -60.1% |
| 2b | Doubtful | 43414 | 4.91% | 42943 | 4.44% | 39551 | 4.02% | -3863 | -8.9% |
| 2c | Loss | 21687 | 2.45% | 12044 | 1.25% | 11916 | 1.21% | -9771 | -45.1% |
| | Global Advances(1+2) | 884681 | 100% | 967256 | 100% | 983325 | 100% | 98644 | 11.2% |

Slippages & Recoveries

Amt ₹ in Crore

SECTOR WISE SLIPPAGES

■ FY 2022-23 ■ FY 2023-24



Recovery v/s Slippages

| Period | Quarterly | | | | | Total of All Qtrs | |
|-----------------------|-----------|----------|----------|----------|----------|-------------------|----------|
| | Q4 FY 23 | Q1 FY 24 | Q2 FY 24 | Q3 FY 24 | Q4 FY 24 | FY 22-23 | FY 23-24 |
| Recovery | 7439 | 5417 | 5533 | 6387 | 5193 | 29095 | 22530 |
| Total Slippage | 3996 | 2390 | 1826 | 1793 | 2206 | 20515 | 8215 |
| Recovery v/s Slippage | 1.9x | 2.3x | 3.0x | 3.6x | 2.4x | 1.4x | 2.7x |
| Slippage Ratio | 2.10% | 1.19% | 0.86% | 0.81% | 0.98% | | |

Net Recovery v/s Net Slippages (FY)

| Period | FY 22-23 | FY 23-24 |
|-----------------------|----------|----------|
| Recovery | 31149 | 26811 |
| Total Slippage | 14198 | 5552 |
| Recovery v/s Slippage | 2.2x | 4.8x |
| Slippage Ratio | 2.31% | 0.72% |

NPA Classification - Sector Wise

Amt ₹ in Crore

| Sl. | Parameters | Mar'23 | | | Dec'23 | | | Mar'24 | | |
|-----|--------------------|----------|-------|--------|----------|-------|--------|----------|-------|--------|
| | | Advances | GNPA | GNPA% | Advances | GNPA | GNPA% | Advances | GNPA | GNPA% |
| 1 | Retail Loans | 197698 | 5863 | 2.97% | 214215 | 5254 | 2.45% | 222574 | 5060 | 2.27% |
| 2 | Agriculture | 142105 | 26067 | 18.34% | 154129 | 23265 | 15.09% | 158188 | 21979 | 13.89% |
| 3 | MSME | 130178 | 24601 | 18.90% | 143983 | 22154 | 15.39% | 139288 | 19727 | 14.16% |
| 4 | Corporate & Others | 379785 | 19121 | 5.03% | 418016 | 8077 | 1.93% | 422341 | 7953 | 1.88% |
| 5 | Domestic (1+2+3+4) | 849766 | 75651 | 8.90% | 930343 | 58750 | 6.31% | 942391 | 54719 | 5.81% |
| 6 | Overseas | 34914 | 1677 | 4.80% | 36913 | 1621 | 4.39% | 40934 | 1624 | 3.97% |
| 7 | Global (5+6) | 884681 | 77328 | 8.74% | 967256 | 60371 | 6.24% | 983325 | 56343 | 5.73% |

NPA Classification- Industry Wise

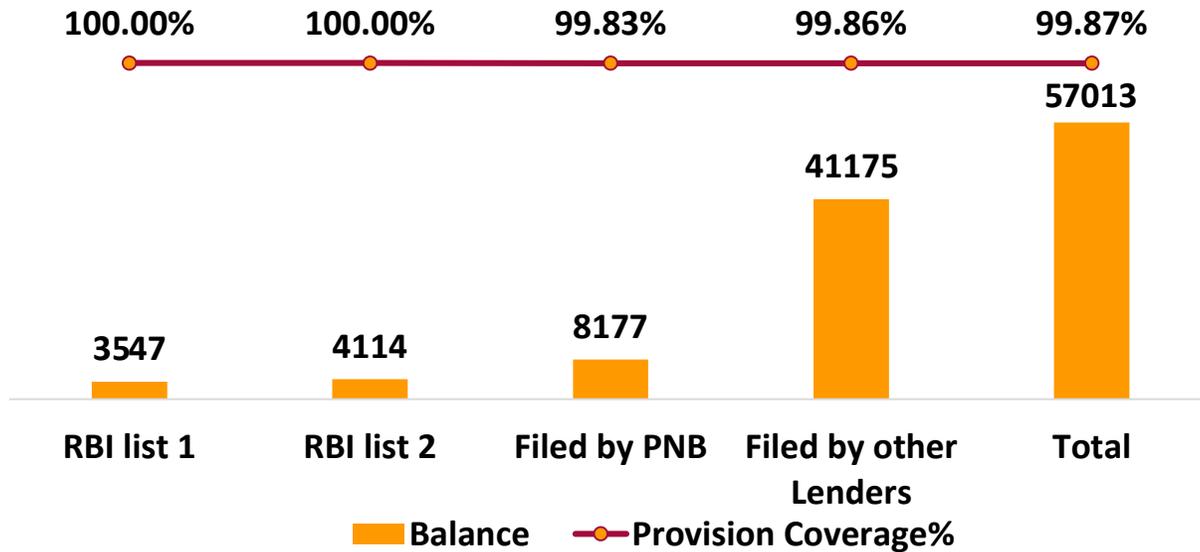
Amt ₹ in Crore

| Sl. | Diversified Industry Portfolio | Mar'23 | | | Dec'23 | | | Mar'24 | | |
|-----|--------------------------------|---------------|--------------|--------------|---------------|--------------|-------------|---------------|--------------|-------------|
| | | O/s | GNPA | GNPA % | O/s | GNPA | GNPA % | O/s | GNPA | GNPA % |
| 1 | Infrastructure | 91405 | 3464 | 3.8% | 97570 | 3346 | 3.4% | 98494 | 2792 | 2.8% |
| | -Energy | 40544 | 510 | 1.3% | 43862 | 1300 | 3.0% | 42789 | 1236 | 2.9% |
| | -Tele-Communication | 8207 | 14 | 0.2% | 10896 | 13 | 0.1% | 11420 | 12 | 0.1% |
| | -Roads & Ports | 35442 | 1687 | 4.8% | 37245 | 1486 | 4.0% | 38163 | 1069 | 2.8% |
| | -Other Infra | 7212 | 1253 | 17.4% | 5567 | 547 | 9.8% | 6122 | 475 | 7.8% |
| 2 | Basic Metal & Metal Products | 23383 | 1384 | 5.9% | 25330 | 1276 | 5.0% | 23737 | 1184 | 5.0% |
| | -Iron & Steel | 20225 | 937 | 4.6% | 22365 | 832 | 3.7% | 20983 | 806 | 3.8% |
| 3 | Textiles | 11057 | 1791 | 16.2% | 11309 | 1689 | 14.9% | 11907 | 1491 | 12.5% |
| 4 | Food Processing | 19148 | 4332 | 22.6% | 21701 | 4057 | 18.7% | 22615 | 3369 | 14.9% |
| 5 | Chemical & Chemical Products | 5879 | 321 | 5.5% | 5980 | 256 | 4.3% | 6288 | 282 | 4.5% |
| 6 | All Engineering | 6472 | 804 | 12.4% | 7492 | 780 | 10.4% | 7360 | 819 | 11.1% |
| 7 | Construction | 3361 | 1425 | 42.4% | 2427 | 122 | 5.0% | 2382 | 93 | 3.9% |
| 8 | Other Industries | 56434 | 13052 | 23.1% | 50813 | 5171 | 10.2% | 51161 | 4646 | 9.1% |
| | Total | 217138 | 26573 | 12.2% | 222622 | 16697 | 7.5% | 223944 | 14676 | 6.6% |

Exposure to NCLT (Admitted) Accounts

NCLT

| Sl. | Parameters | Accounts | Balance | Provision | PCR% |
|-----|------------------------|------------|--------------|--------------|---------------|
| 1 | RBI list 1 | 4 | 3547 | 3547 | 100.00% |
| 2 | RBI list 2 | 9 | 4114 | 4114 | 100.00% |
| 3 | Filed by PNB | 122 | 8177 | 8163 | 99.83% |
| 4 | Filed by Other Lenders | 402 | 41175 | 41117 | 99.86% |
| 5 | Total | 537 | 57013 | 56941 | 99.87% |



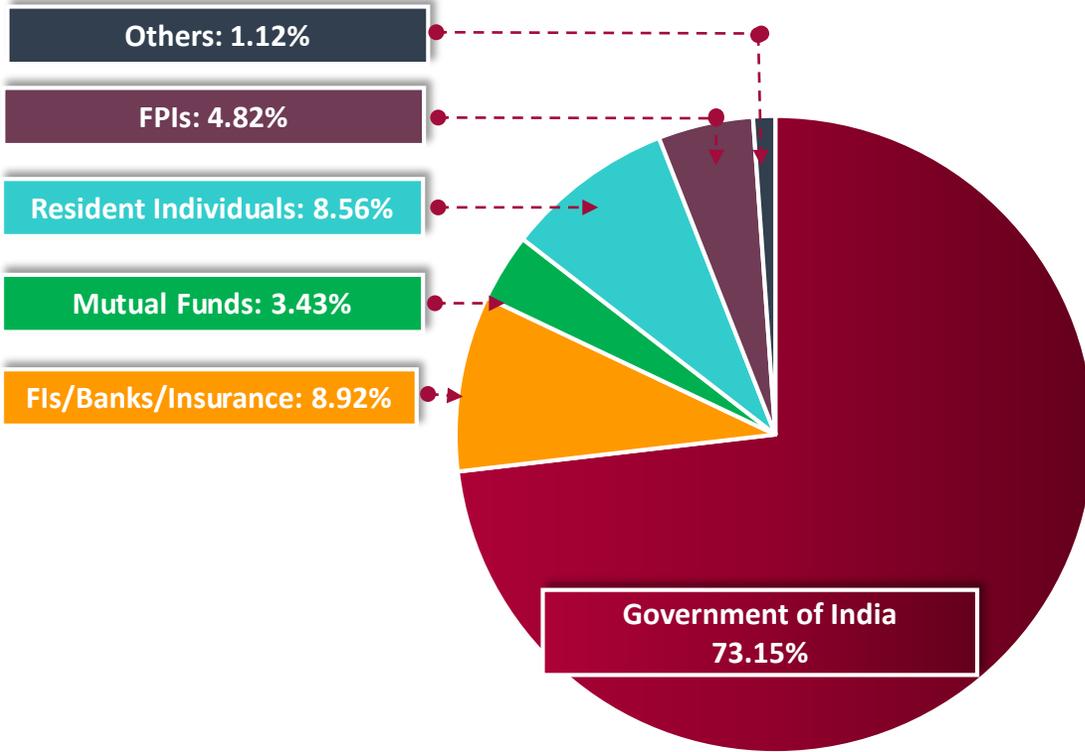
NARCL

| S.No | Position of accounts with PNB | No of Accounts | Balance Outstanding |
|------|------------------------------------------|----------------|---------------------|
| 1 | Accounts already resolved | 12 | 3524 |
| 2 | Bids received from NARCL and in process | 7 | 1707 |
| 3 | Under process with NARCL - Due Diligence | 9 | 1583 |
| | Total | 28 | 6814 |

Share Holding and Ratings

Shareholding as on 31.03.2024

Total No. of Shares: 1101.10 Crores



PNB's Rating

| Moody's |
|-----------------------------------|
| PNB's Rating- Baa3/P-3/ Stable |

| Fitch |
|---------------------------------|
| PNB's Rating- BBB-/F3/Stable |

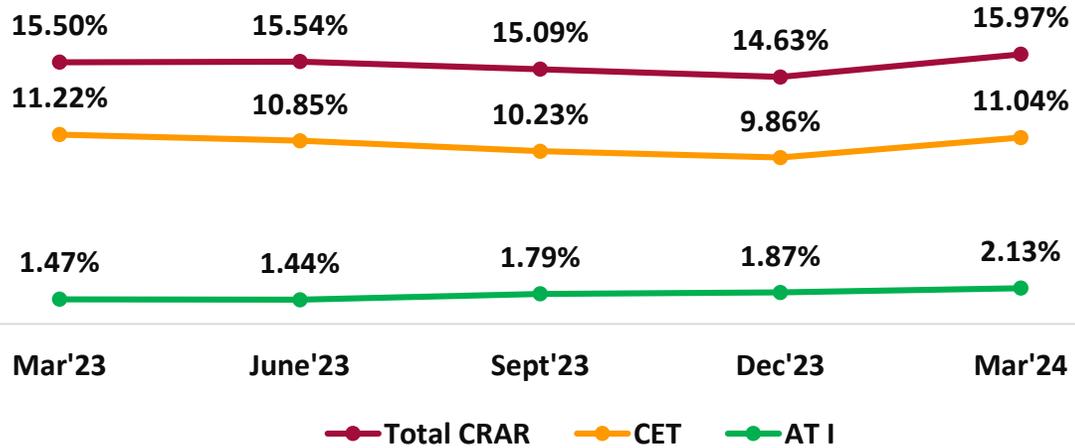
| PNB's BOND RATING | | | |
|-------------------|----------------|--------------------------------|----------------------|
| S.N | Rating Agency | Basel III | |
| | | Additional Tier-1 Bonds Rating | Tier-II Bonds Rating |
| 1 | CRISIL Ratings | AA+/Stable | AAA/Stable |
| 2 | India Ratings | AA+/Stable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

It is proposed to declare Dividend @75% for FY 2023-24

Capital & CRAR

| Sl. | Parameters | Mar'23 | Dec'23 | Mar'24 |
|----------------------|---------------------------|--------|--------|--------|
| 1 | Total Capital (Tier I+II) | 102157 | 107886 | 117466 |
| | CRAR % | 15.50% | 14.63% | 15.97% |
| <i>Out of Which,</i> | | | | |
| 2 | Tier I | 83606 | 86503 | 96885 |
| | Tier I % | 12.69% | 11.73% | 13.17% |
| 2a | Common Equity | 73928 | 72685 | 81187 |
| | CET-I % | 11.22% | 9.86% | 11.04% |
| 2b | Additional Tier I | 9678 | 13819 | 15698 |
| | AT-I % | 1.47% | 1.87% | 2.13% |
| 3 | Tier II | 18551 | 21383 | 20581 |
| | Tier-II % | 2.81% | 2.90% | 2.80% |

CRAR %



Risk Weighted Assets

| Sl. | Parameters | Mar'23 | Dec'23 | Mar'24 |
|----------------------|-----------------|--------|--------|--------|
| 1 | Total RWA | 658982 | 737201 | 735435 |
| <i>Out of Which,</i> | | | | |
| a | Credit RWA | 551575 | 615597 | 613704 |
| b | Market RWA | 37187 | 50551 | 50677 |
| c | Operational RWA | 70220 | 71054 | 71054 |

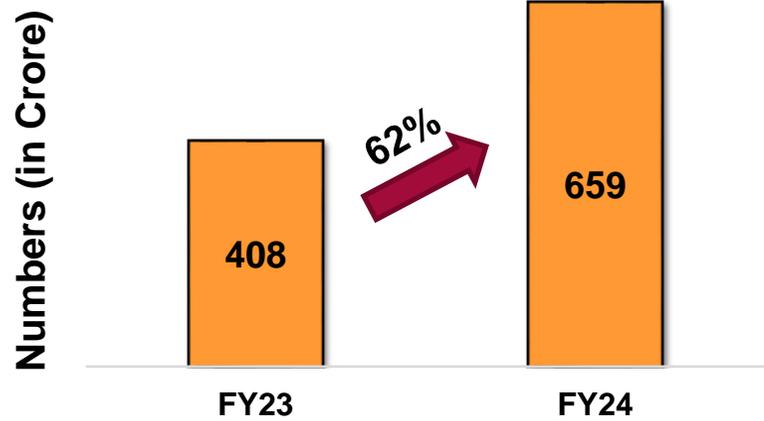
Capital Raised During FY23-24

| Type of Capital | Capital Raising Plan for FY'23-24 | Amount Raised |
|---------------------------------|-----------------------------------|---------------|
| Tier I + Tier II | Rs 12000 Cr | Rs 9102 Cr |
| <i>Out of Which,</i> | | |
| Tier-I (Raised through AT-I) | Rs 7000 Cr | Rs 6012 Cr |
| Tier-II | Rs 5000 Cr | Rs 3090 Cr |

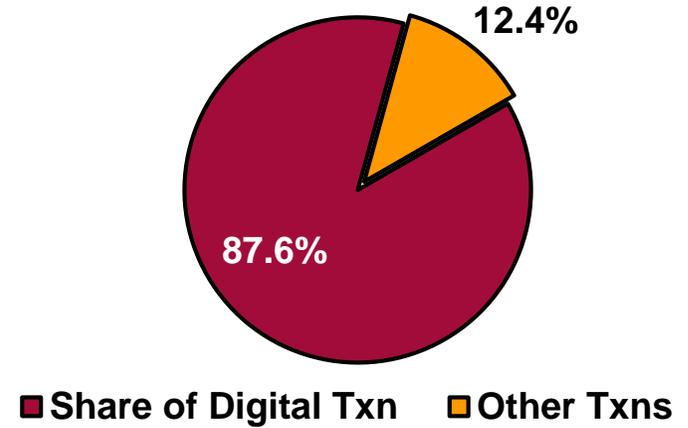
Bank has raised AT 1 bonds of Rs 1859 Crores during Q4 FY'24 @8.47%

Augmenting Digital Base

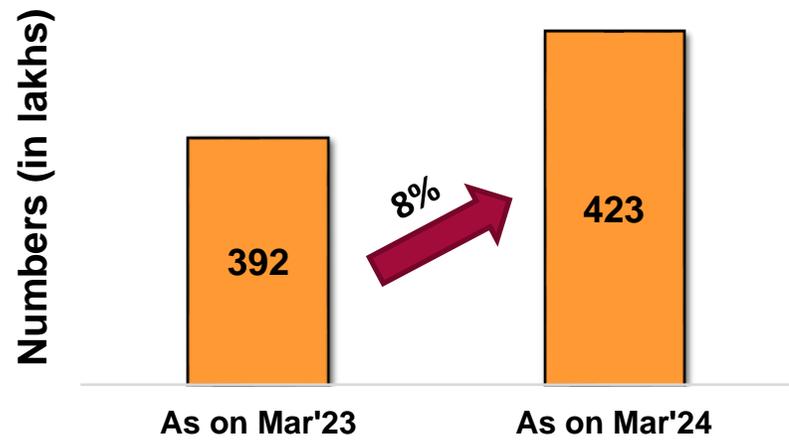
No. of Digital Transactions



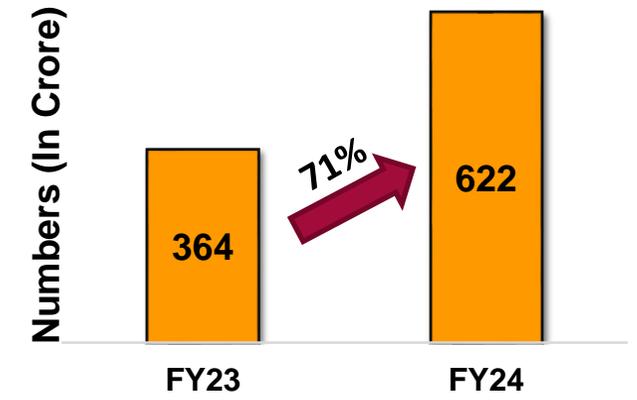
Share of Digital Transactions –(FY24)



Internet Banking Users



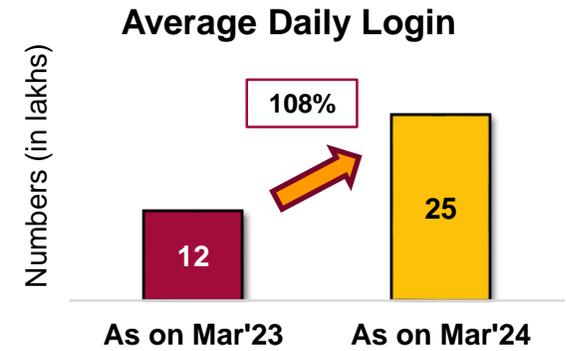
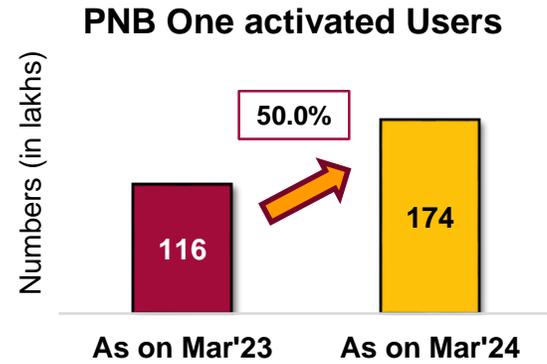
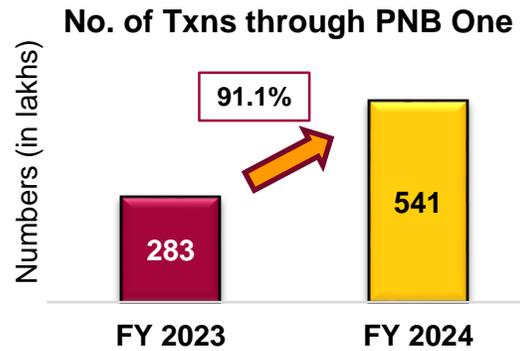
No. of UPI Transactions



Achieving Digital Acceleration Through PNB One



just one app



VALUE ADDED SERVICES THROUGH PNB ONE

जब साथ होंगे 3 यार

IPO ASBA PNB ONE

तब investment होगा शानदार!

Apply for ASBA via PNB One Mobile App | Earn interest during the ten period | Hassle free allotment | Also available in IBS, CBS & UPI

IPO Through ASBA
 FY 23: 3.66 Lakh
 FY 24: 13.69 Lakh

Smart Banking ki pehchan, **Cardless Cash Withdrawal** hai aasaan!!

- Login to PNB One
- Select Cardless cash withdrawal
- Select account and enter amount to generate reference no. & TPIN

Available on: [App Store, Play Store]

Cardless Cash Withdrawal
 FY 23: 1.94 Lakh
 FY 24: 3.97 Lakh

Start small, dream big with **PNB's Recurring Deposit!**

Min. amount - ₹100/month; Max. period upto 120 months

Loan facility available*

RD through PNB One
 FY 23: 1.17 Lakh
 FY 24: 3.22 Lakh

Your Debit Card has a new home Your smartphone!

Now register on UPI with your **Virtual Debit Card**

Available on: [App Store, Play Store]

Virtual Debit Card
 FY 23: 1.33 Lakh
 FY 24: 2.88 Lakh

Sovereign Gold Bond
 A Golden touch to your Investments!

Price: ₹6,213 (Online)
 ₹6,263 (Offline)

- Minimum Investment: 1 gram
- Maximum Investment for trust & similar entities: 20Kg
- Maximum Investment for individual & H.U.F: 4Kg
- Interest Earnings on Initial Investment @2.5% p.a.*

Subscription opens from February 12-16, 2024

Sovereign Gold Bond
 FY 23: 21,674
 FY 24: 54,581

Retail

- 1 Pre Approved Personal Loan
- 2 Top-Up Pre Approved Personal Loan
- 3 Pre Qualified Credit Card
- 4 Online Credit Card against FD
- 5 Insta EMI Credit Card
- 6 Insta EMI Debit Card
- 7 Virtual Credit Card
- 8 e-OD against FD
- 9 Digital Home Loan
- 10 PNB Swagat (PL - New to Bank Cust)
- 11 Digi Education Loan (Launched in Q4)
- 12 Digital Vehicle Loan (Launched in Q4)



MSME

- 1 STP e-Mudra
- 2 MSME Easy Renewal
- 3 Pre Approved Business Loan
- 4 STP GST Sahay
- 5 e-GST Express Loan
- 6 e-PM SVANidhi



Liabilities

- 1 Insta Saving Account
- 2 SB through Tab for Existing Customers
- 3 Current A/c opening through Video-KYC
- 4 Current A/c Opening Through Tab
- 5 Multi currency World Travel Card

Others

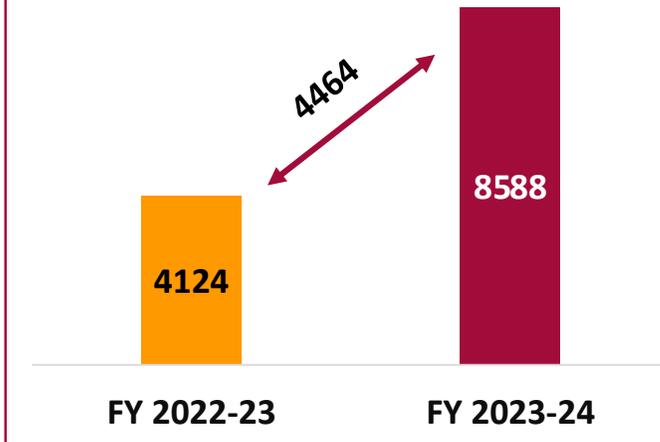
- 1 WhatsApp Banking
- 2 Revamped PNB One
- 3 Cash Management Services - Corporate
- 4 CMS – VAM (Virtual A/c Mgmt)
- 5 CBDC – Central Bank Digital Currency
- 6 e-SWAR- Soundbox for Bharat QR
- 7 Integrated Payment & Collection Services
- 8 CMS Auto Debit Mandate
- 9 Digital Document Execution

Agri

- 1 Krishi Tatkaal Rin
- 2 Digital renewal of KCC
- 3 Digi Gold Loan



Digital Lending Loans Disbursed During the Year (in crores)





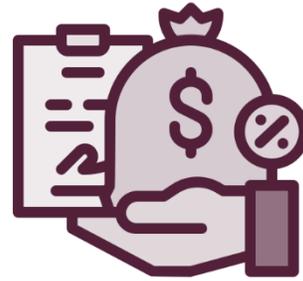
RETAIL

- E-Loan Against Securities
- Home Loan Top - Up



AGRI

- SHG Financing
- E-Negotiable Warehouse Receipt



MSME

- E-MUDRA for New to Bank customers
- GST Express for New to Bank Customers
- Working capital Renewal upto Rs. 1 Crore



DEPOSITS

- Savings Account on Mobile
- Digital Term Deposit for New Customers

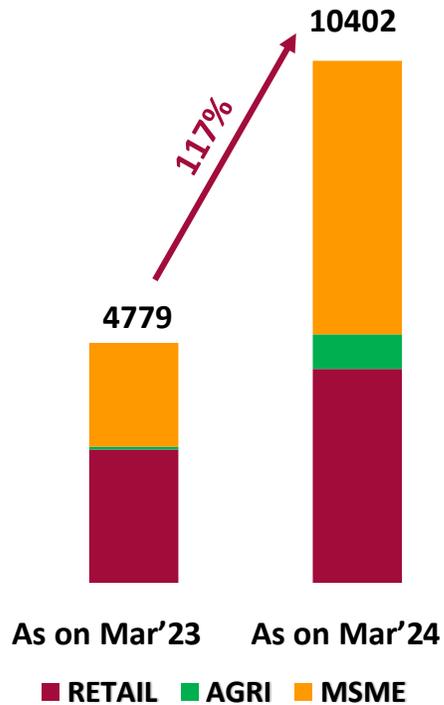


THIRD PARTY PRODUCTS

- Public Provident Fund
- Online Insurance

Analytics Driven Decision Making

Business Augmentation (Amt ₹ in Crore)



18+ Propensity Models for different bank products



Txn based nudges for boosting retail product



Accelerating UPI adoption on PNB One.



Leveraging Unstructured Data



ML Based Cash Retention Limit for ATM/BNA



Analytics Based Digital Collection Management System



Capital optimization



ML Based Risk Mitigation



AI/ML platform for model development

Future Roadmap

Leveraging NLP and Gen-AI to enhance overall customer experience.

Incorporating feedback from digital platforms and customer reviews into product innovation strategies.

Identification of suspicious pattern and potential instances of Fraud using AI.

Accelerating employee learning using Gen AI.

HR Transformation Project

UDAAN

Developing the best version of you



- **Dgiti zation** of onboarding process of MT's and Technical officers.
- Enhancing **training efficiency** & effective monitoring of Induction program

Management Trainee Induction Tool



- Centralized platform for **accessing and analysing** crucial skills and competencies.
- **Targeted and role-based training** to develop skills needed for evolving challenges.

Talent Management Tool



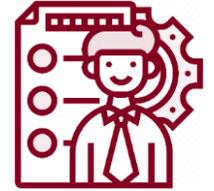
- Digitization of process of Lateral Recruitment to assist with **candidate selection and onboarding** journey.
- Functionality to upload candidature application, shortlist candidate and schedule interviews.

Recruitment Tool



- For scientific placements of officers increasing **transparency and performance** culture.
- Improved employee **role fitment** leading to increased productivity

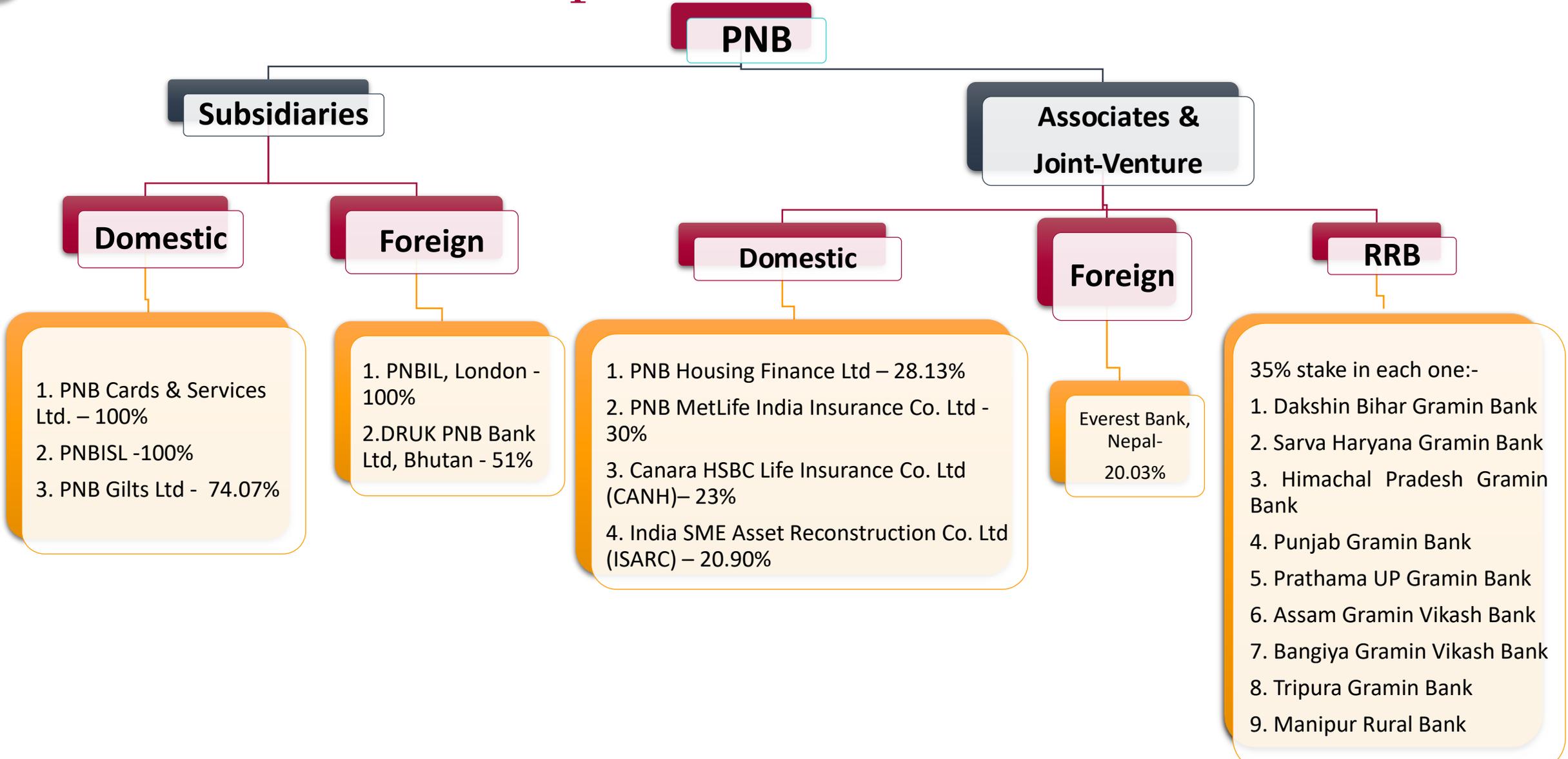
Postings Tool



- **More objectivity & transparently** through maximizing measurable KRAs and adopting **cohorting approach**.
- **Appraisal Policy** has been approved by the Board on 28.03.2024.

Appraisal Tool

Group Structure of the Bank



| Name of the entity | Results (3/6/9/12 M) | Total Income | Total Expenses | Gross Profit | Net Profit |
|---------------------------------------------------------------------------------------------|-------------------------|-----------------|-------------------|-----------------|---------------|
| PNB Housing Finance Ltd | Mar'24 (12M) | 7494 | 5103 | 2391 | 1783 |
| PNB Investment Services Ltd. | Mar'24 (12M) | 11.4 | 5.9 | 5.5 | 4.1 |
| PNB Cards & Services Limited | Mar'24 (12M) | 22.5 | 19.5 | 3.1 | 2.3 |
| PNB Gilts Ltd. | Mar'24 (12M) | 1577 | 1482 | 99 | 69 |
| PNB MetLife India Insurance Co. Ltd | Mar'24 (12M) | 14729 | 14440 | 289 | 276 |
| Canara HSBC Life Insurance Co. Ltd | Mar'24 (12M) | 8405 | 8282 | 124 | 113 |
| PNB (International) Ltd. (London) (FY : 1 st April to 31 st March) | Mar'23 (12M) | 431 | 274 | 157 | 68 |
| India SME Asset Reconstruction Co. Ltd | Dec'23 (9M) | 7.3 | 2.3 | 5.0 | 3.8 |
| Druk PNB Bank Ltd. (Bhutan) (FY : 1 st January to 31 st December) | Dec'23 (12M) | 218 | 145 | 73 | 54 |
| Everest Bank Ltd. (Nepal) (FY : 16 th July to 15 th July) | July'23 (12M) | 1502 | 1201 | 301 | 210 |

Performance of RRBs

| Consolidated Position | FY'23 Mar'23 | FY'24 Mar'24 | YOY |
|------------------------------|-----------------|-----------------|------------|
| Business | 204906 | 223669 | 9.2% |
| Loans and advances | 74537 | 82540 | 10.7% |
| Deposits | 130369 | 141129 | 8.3% |
| Capital Adequacy Ratio | 11.73% | 12.44% | 71 bps |
| Total Income | 11818 | 13195 | 11.7% |
| Operating profit | 2527 | 2658 | 5.2% |
| Net profit | (211) | 732 | -ve to +ve |

Bank's ESG Highlights

Environmental

- PNB Palaash – Go Green Initiative
- Focus on Digital products
- Climate risk strategy to assess climate related risks and opportunities and how to manage/ avail them.
- EV Charging Stations (5 Nos.) and Cycling stand commissioned at HO Building
- Solar Energy Plant: -
 - 662.5 KWp in Bank's owned buildings
 - 523 KWp under opex model in ATMs
 - 625 KWp is under execution
 - 1497 KWp has been planned
- HO Building is GRIHA 5-Star rated Green Building, installed with occupancy sensors, low flow taps, & dual flush system for saving electricity & water
- Drive for recycling of plastic waste
- Installation of hand dryers in washrooms to reduce consumption of paper napkins



Social

- 12 FTCs imparted training to 18.28 lakh persons till 31st March 2024
- 175 FLCs conducted 8072 seminars & camps and provided training to 2,95,558 persons during FY'23-24.
- 78 RSETIs imparting training to rural population. 60,721 persons were trained during FY'23-24. Of which, 79% of BPL families and 78% are women.
- CSR Policy Initiatives:
 - ✓ Infrastructure support to 2 Delhi Govt. schools on 129th Foundation Day.
 - ✓ "Ek Se Sreshtha" campaign for providing educational infrastructure to schools in Hamirpur district of Shimla.
 - ✓ Support to Maolkekei foundation to help internally displaced people of Manipur.
 - ✓ Infrastructural support to Air Force base Palam.



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.
 - Compliance Monitoring Tool
 - PNB SAMADHAAN for Grievance redressal of employees.
 - New Enterprises Fraud Risk Management (EFRM) for prevention of unauthorized electronic banking transactions
 - Formation of Sustainability and Resilience Committee (SARC) to facilitate governance of all sustainability related activities



Awards & Accolades



PNB has secured overall Rank 2 in Ease 6.0, and Rank 1 across Theme 2 (Tech & Data-enabled Capability Build) and Theme 3 (Digital and Analytics Driven Business Improvement)



1



EASE 5.0 reforms Index by Indian Banks' Association
2nd Runners-Up for Top Performance

2



International Inclusion Alliance Conference 2024
Excellence in Gender Inclusion

3



Confederation of Indian MSME
"Best MSME Friendly Bank"

4



9th Innovative CIOs Awards & Symposium 2024 for 2 projects:
1. e-Bank Guarantee
2. PNB Aarambh by CIO Axis

5



Annual Conference of General Managers of PSBs organized by IBA & TU CIBIL
Best Data Quality in Commercial Bureau Segment

6



CRIF (Centre for Research and International Finance) Highmark
Data Excellence Award in Consumer bureau segment



| Parameters | Guidance | Actuals | | | | Guidance |
|---------------------------|------------------------------------------------------|----------------------|----------------------|---------------------|----------------------|---------------|
| | FY'24 | June'23 (Q1 FY24) | Sep'23 (HY1 FY24) | Dec'23 (9M FY24) | Mar'24 (FY 23-24) | FY'25 |
| Deposit Growth % (YoY) | 10% - 11% | 14.2% | 9.7% | 9.4% | 6.9% | 9% -10% |
| CASA Share % | 43% - 44% | 41.9% | 42.2% | 42.5% | 41.4% | Around 42% |
| Credit Growth % (YoY) | 12% - 13% | 14.6% | 13.4 % | 12.9% | 11.2% | 11% - 12% |
| Gross NPA % | Below 6% <i>(revised from Below 7% in Sep'23)</i> | 7.73% | 6.96% | 6.24% | 5.73% | Below 5% |
| Net NPA % | Below 1% <i>(revised from Below 2% in Sep'23)</i> | 1.98% | 1.47% | 0.96% | 0.73% | Below 0.5% |
| PCR % (incl TWO) | Around 90% | 89.8% | 91.9% | 94.3% | 95.4% | More than 95% |
| Credit Cost | 1.50% - 1.75% | 1.99% | 1.67% | 1.56% | 1.40% | Below 1.0% |
| Slippage (Annualized) | | 1.19% | 0.85% | 0.75% | 0.72% | Below 1.0% |
| Total Recovery | Rs. 22,000 Crores | Rs.5416 Cr | Rs.10,949 Cr | Rs.17,337 Cr | Rs.22,530 Cr | Rs. 18,000 Cr |
| ROA | | 0.34% | 0.40% | 0.46% | 0.54% | Above 0.8% |
| Operating Profit (YOY) | 10% - 12% | 10.9% | 11.3% | 11.1% | 10.7% | 10% - 12% |
| Net Interest Income (YOY) | Around 10% | 26.0% | 22.8% | 18.9% | 16.2% | Around 10% |
| NIM % | Around 2.9% - 3.0% | 3.08% | 3.09% | 3.11% | 3.09% | 2.9% - 3.0% |

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