Karur Vysya Bank
Smart way to bank

IRC: F48:57:360:2020 25.06.2020

The Manager,
National Stock Exchange of India Ltd.,
Exchange Plaza, 5th Floor,
Plot No. C/1, 'G' Block,
Bandra – Kurla Complex,
Bandra (East)
Mumbai 400 051

Dear Sir,

Sub: Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 – Intimation of Investor Presentation – Audited Financial Results of the Bank for the Quarter and Year ended 31st March 2020.

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Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we forward herewith the Investor Presentation on the Audited Financial Results of the Bank for the Quarter and Year ended 31st March 2020 and the same has been updated in our Bank's website.

Please take the same on record.

Yours faithfully,

Srinivasa Rao M
Company Secretary &
Asst. General Manager

Encl: a.a.

THE KARUR VYSYA BANK LIMITED
Investor Relations Cell, Registered & Central Office,
No.20, Erode Road, Vadivel Nagar, L.N.S.,
Karur - 639 002.
✆: 04324-269431,35,40-43, Fax : 04324-225514
Email: kvbshares@kvbmail.com
Website : www.kvb.co.in
CIN : L65110TN1916PLC001295

KVB Karur Vysya Bank
Smart way to bank

Investor Presentation
31.03.2020

Karur Vysya Bank
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Forward-looking statements speak only as of the date they are made, and the Company undertakes no obligation to update any forward-looking statement to reflect the impact of circumstances or events that arise after the date the forward-looking statement was made.

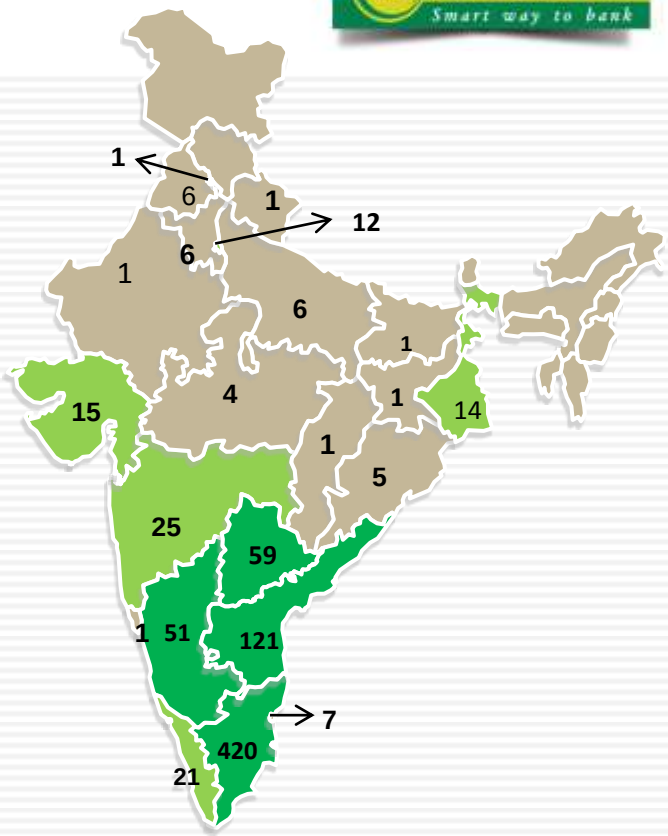
KVB – a unique franchise!

Bank of Choice, trusted by :

- Over **7.7 million** individuals
- Over **450000** businesses
- Over **700000** customers involved in agriculture

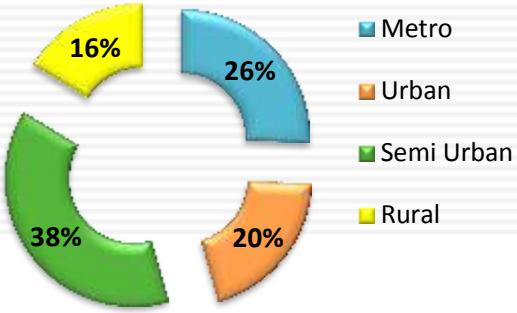
Unmatched presence in India's fast growing hinterland

Category	No. of Branches
Metro	200
Urban	155
Semi Urban	297
Rural	127
Total	**779**



Customer service excellence the differentiator

Category	31.03.20	31.03.19	31.03.18
Branches	779	778	790
ATM's + Cash Recyclers	**2,224**	**2179**	**2328**



Blending Tradition with Modernity

- **Healthy Capital Adequacy Levels**
  - *CET1 @ 15.27% and CAR @ 17.17%.*

- **Balance Sheet metrics continue to improve**
  - *Net NPA drops to 3.92%*
  - *PCR (with TWO) @ ~69%*
  - *PCR (without TWO) @ ~55%*

- **Deposit costs being managed tightly,**
  - *Cost of Deposit : Q4 is 5.55% & FY19-20 is 5.76%*
  - *End of Period CASA grows to 31%*

- **Concentrating on building a Granular Loan Book**
  - *Non- Corporate Business reaches ~75%.*
- **Co-origination platform progressing well**
- **Bullion Business launched and gearing up**

- **KVBs "Dlite" - mobile app is enriched with new features and continues its growth momentum**
  - *1.5+ million downloads*

Contents

- **New Initiatives**
- Performance Highlights
- Credit Portfolio Performance
- Financial Performance
- Other Parameters

KVB DISTRIBUTION EVOLUTION

Pre - 2018

Branch

Stand Alone Distribution Channel

Now

Branch
Acquires & Manages Liability Business, Retail & Small Commercial Business (i.e .< 200 lakh)

+

Corporate Business Unit
Manages all Corporate & Large SME accounts

+

Business Banking Unit
Manages all medium tier SME accounts

+

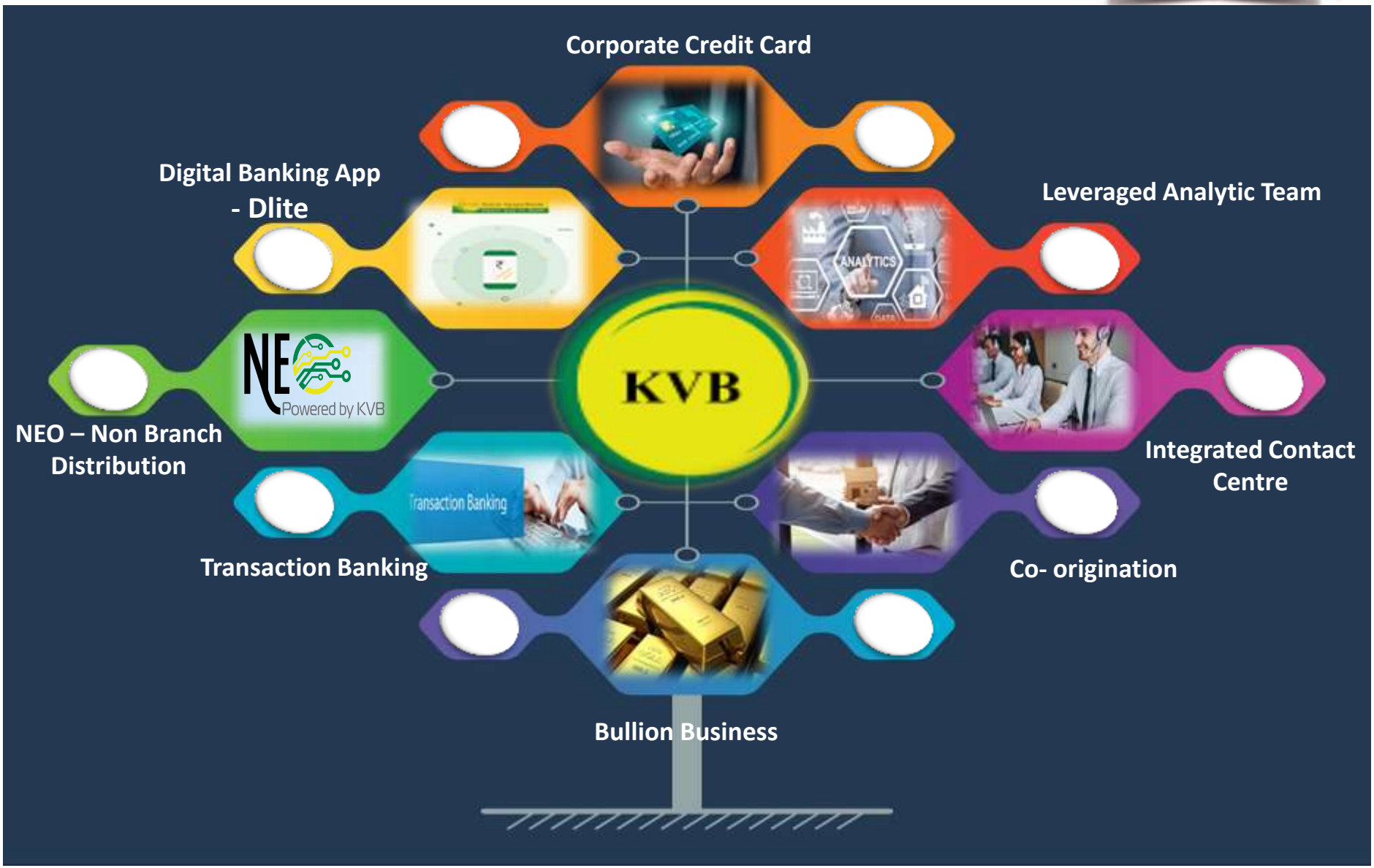
NEO
Alternative distribution Network & Co-origination

+

Precious Metal Division
Dedicated experts for bullion Business

Enhanced Distribution

Comprehensive Business Wings



TRANSACTION BANKING GROUP (TBG)
CASH MANAGEMENT AND SUPPLY CHAIN FINANCE

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Dealer Finance - IF

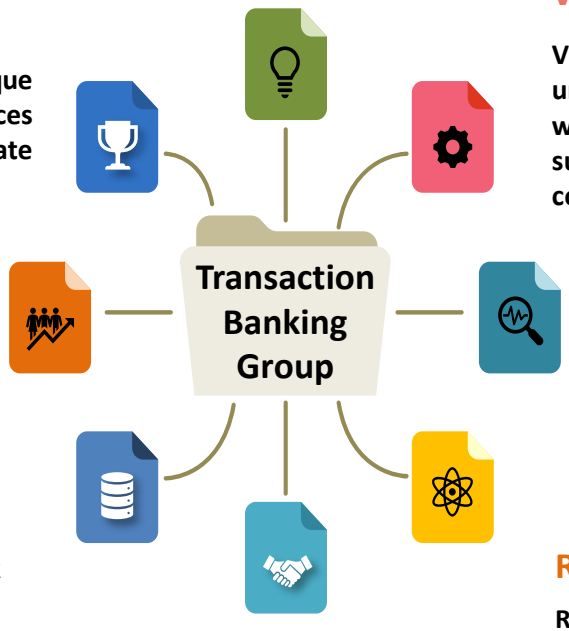
Inventory funding facility is being offered to the dealers of 7 OEMs .

Collection – Paper Based

Cash and cheque collection services extended to corporate customers

Vendor Finance

Vendor finance - direct and under referral arrangement with Fintechs are offered to suppliers of large buyer corporates



Collection – Electronic

Direct debit and Virtual account facilities are offered to corporate customers for collection and reconciliation

Factoring

Factoring arrangment with Tata Motors Limited for their Passenger Vehicle dealers are offfered .

Payments

Cheque, DD printing and bulk payment file upload solution to corporate clients

Receivable Funding

Receivables confirmed by buyer corporates are funded under this programe

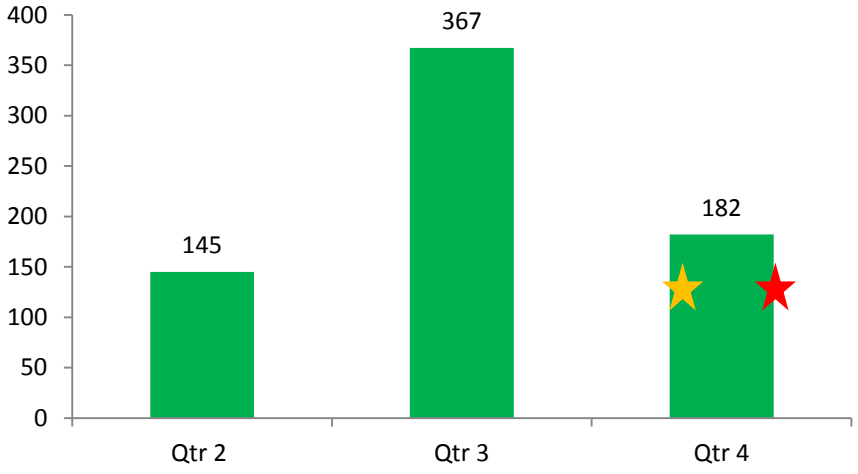
Trade Receivable Discounting System (TReDS)

On boarded in all the three TReDS platforms for vendor bill funding – RXIL, A.TReDS & M1xchange

NEO recalibrates growth inline with slowing economy

KEY ACHIEVEMENTS

- Operational in 15+ locations with average productivity of more than 3 CR per employee
- Average ticket size and customer profile continues to be in line with our distributed risk strategy.
- NEO launched one-of-its-kind checkout financing in partnership with Capital Float and Amazon.
- NEO is in talks with multiple partners to scale up the co-lending franchise.
- The high quality book is reflective in the moratorium utilization which are within manageable limits.
- In these uncertain times NEO has quickly re-oriented its efforts towards collections and has sustained good repayment, ensuring portfolio quality.
- NEO has a worked on post-Covid plan inline with government measures and bank's strategy to exploit new business opportunities.



Quarterly Disbursed amount (R.s. crore)

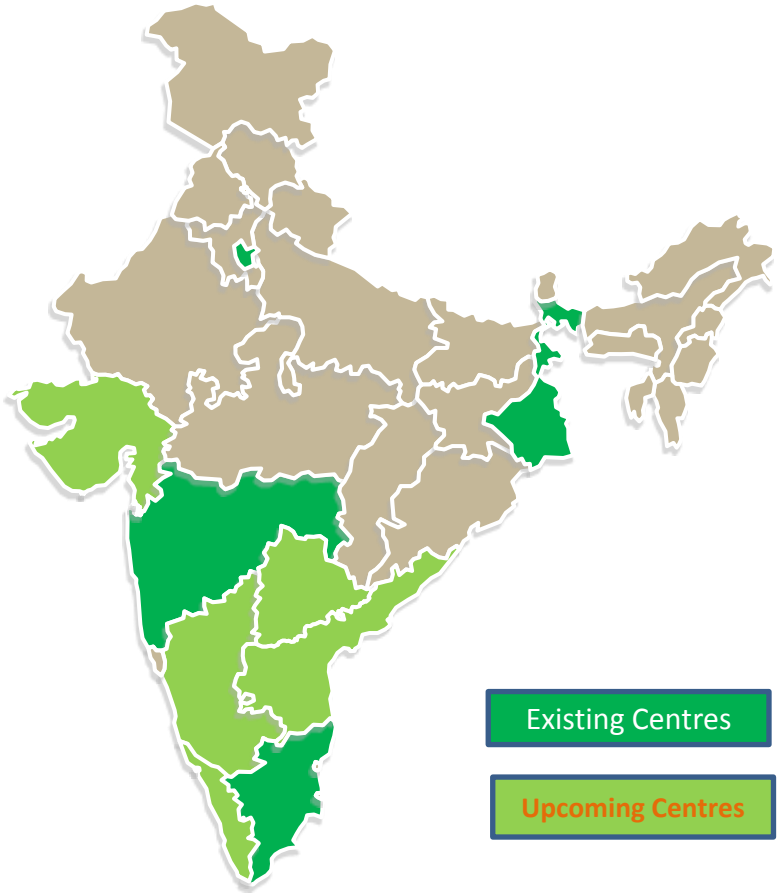
	Neo	Industry benchmark
AVERAGE PRODUCTIVITY	3 Crores	3.5-4.0 Crores
COST OF ACQUISITION	0.45%	0.7%- 1.0%
INSURANCE PENETRATION	95%	40%-50%
PROCESSING FEE	0.8%	0.5%
AVERAGE TICKET SIZE(SECURED)	3.3 Crores	3 Crores

Average productivity – loans disbursed per employee per month, Cost of acquisition – cost incurred to onboard a new customer, Insurance penetration – Insurance sold on the number of cases, Processing fee – as a percentage of loan disbursed

All data is as of 31st Mar'20.

Slowdown in economy *COVID -19*

PMD – PRECIOUS METALS DIVISION



- Bullion operations commenced – Feb. 20 and consignment delivered at Chennai & Coimbatore.
- Operations underway - Maharashtra, West Bengal, Tamil Nadu & Delhi;

  Proposed locations - Gujarat, Karnataka, Kerala, Andhra Pradesh & Telangana.
- KVB - One among 16 authorized banks to import Gold/Silver.
- Agreements with International Bullion Suppliers for the supply of bullion on consignment basis
- KVB-PMD will cater to bullion requirements of clients for Domestic as well as Export market
- Bullion deals through Outright sale or on Loan basis.

Card Journey Begins

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April 2019, Started credit card business for commercial clients

Cards issued to our existing OD /CC Clients as an additional limit

On boarded 2500+ MSMEs and growing

Retail Credit Card project kick off @ Dec 2019

10+ fin-techs under one roof for building complete life cycle of retail credit card journey in digital mode.

Proposed product launch in August,2020

Robust Digital Lending

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Paperless On-boarding

A complete feature rich digital application catering all types of loan products in Retail and Business Loans

Faster Sanctions

In-principle sanction in less than 15 minutes and disbursement in less than 10 days

Improved Credit Quality

The leads generated in the system get processed post various credit checks thus ensuring applications with better credit quality

Better Risk Mitigation

Technical Indicator driven approach provides more visibility to mitigate risk during the application processing period

Digital Documentation

Loan Documents generated with e-Stamping and e-Signatures making the product truly paperless

Best in-class Customer Experience

The digital application and workflow provides a hassle-free customer experience.

Front-End Application

An Omni device front-end that enables both assisted and Self-serve model with best-in-class User Interfaces

Front-End Application

API Gateway

A secured API Gateway which enables and orchestrates secure interactions with external organizations & service providers

API Gateway

External Systems

Legal Desk, Astute, Digio, Jocata

TransUnion , Experian, Perfios, NSDL

Bill Desk, Karvy, Car Trade

LOS

Loan Origination System

Flexible, Configurable and scalable architecture for the Loan Origination System providing custom journeys, high performance & maximum availability

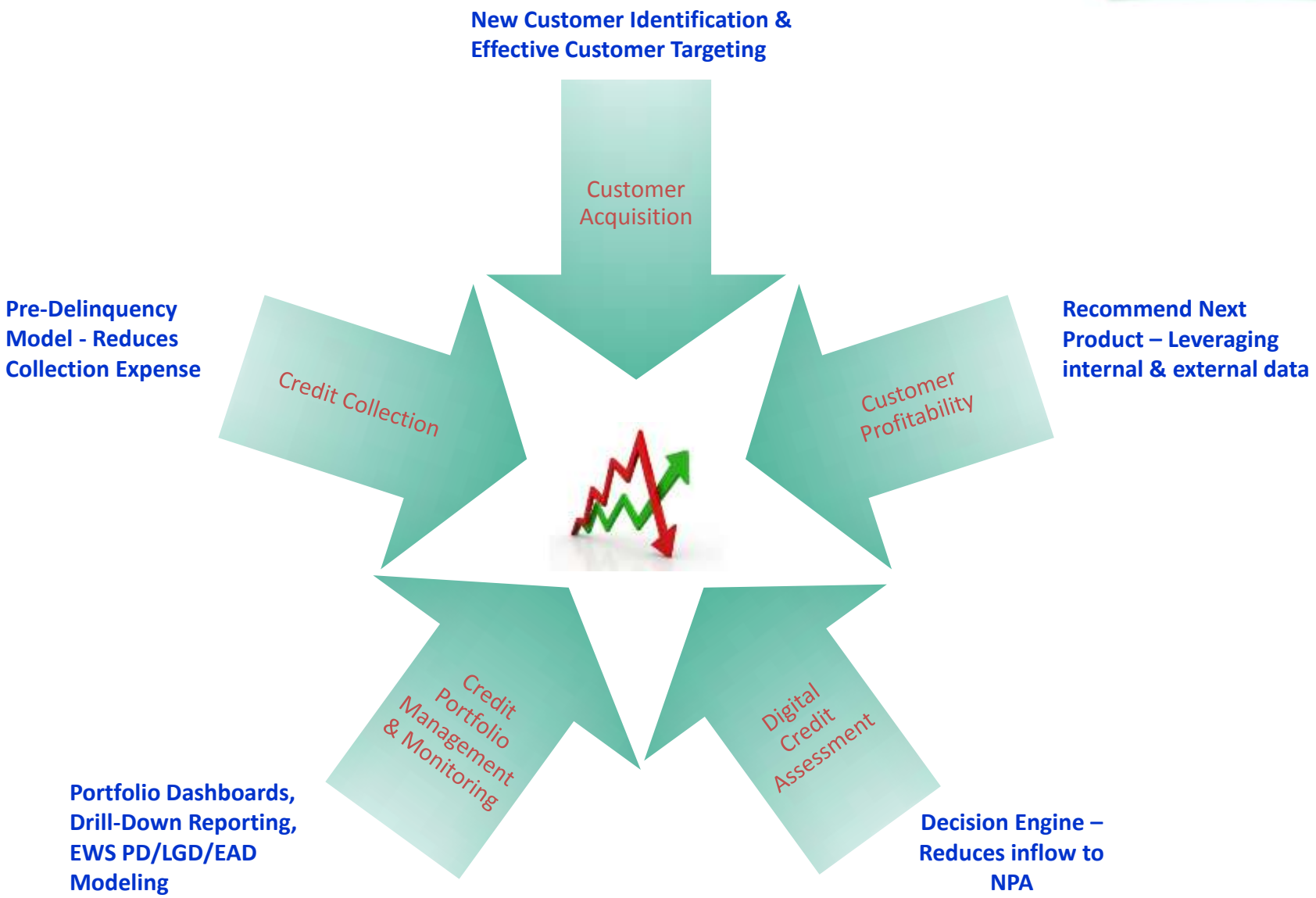
Other Systems

Loan Management System (LMS)

Analytics

Audit

Analytics - Key to Success



KVB CONTACT CENTER OPERATIONS – ONE VIEW

Dlite – Mobile App

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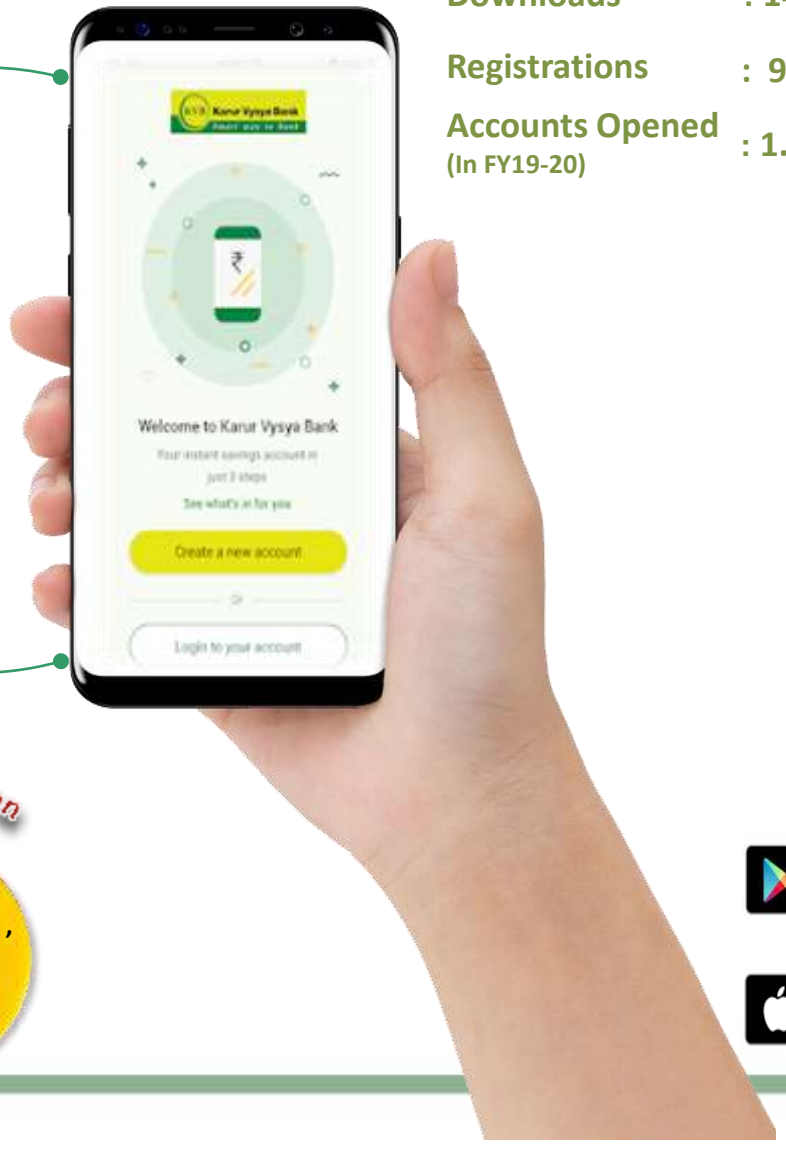
- Fund Transfer (Intra Bank)
- Bharat QR, UPI, Recharge Bill Payments, FASTag
- DLite Account Opening, Card Control
- E-ASBA, Demat Services, Insurance
- Locker & Cheque Management,
- New Addition: RTGS/NEFT online Gold Loan , Term Deposit , Nominee Maintenance

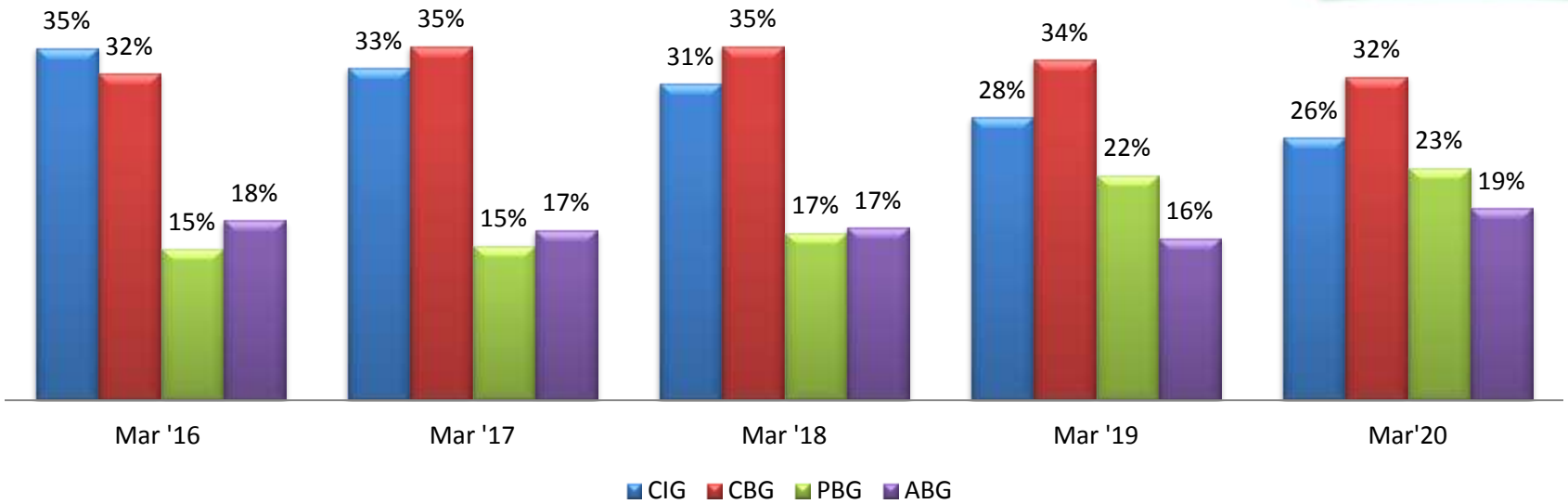


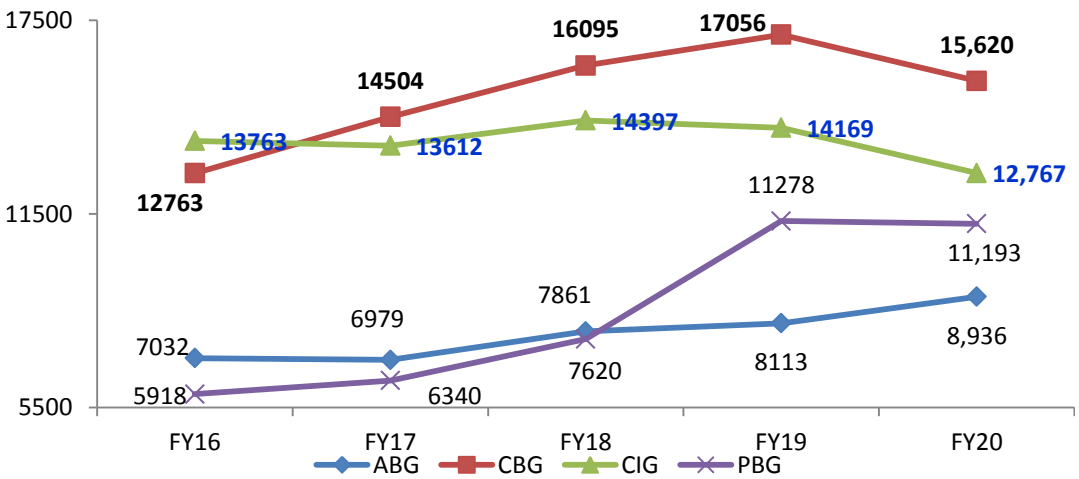
Downloads	: 14.27lacs
Registrations	: 9.46lacs
Accounts Opened (In FY19-20)	: 1.35lacs

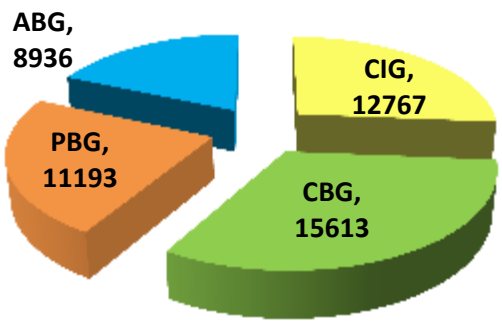
GET IT ON Google Play

Download on the App Store

Wholesale to Granular Book







Portfolio Mix (Amt in Crore)

** Portfolio inclusive of IBPCs*

Segments

ABG – Agri **CBG – Commercial (<= Rs. 25 crore)** **CIG* – Corporate (> Rs. 25 crore)** **PBG* – Personal**

Operation Centralization

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Process Standardization

Completed	In Process
3	10

Operational Risk Management

Completed	In Process
Nil	1

Increased Consistency & Repeatability

Completed	In Process
3	6

Cost & Resource Management

Completed	In Process
10	13

170 tasks & 60 processes identified for centralization

Use of systems & automation tools to enhance productivity

Expected to provide net release of ~540 staff when fully implemented

Expected manpower cost reduction ~Rs. 24 crore

Enhanced Control

Completed	In Process
2	12

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- **Performance Highlights**
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Highlights

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BUSINESS

Total Business at
Rs. 1,07,591 crore

CREDIT

Gross Advances
Rs. 48,516 crore

CRAR

CRAR at 17.17% &
Tier I at 15.27%

CASA

CASA share @ 31%
Total Deposits
Rs. 59,075 crore

PROFIT – 12M

Operating Profit Rs. 1,761 crore
Net Profit Rs. 235 crore

NIM – 12M

3.44%

Results Snapshot (EoP)*

(Rs. crore)

Basel III Capital	
CRAR	17.17
Tier I	15.27
Tier II	1.90
RoA % (12M)	0.32

Other Business Parameters	
Gross NPA	4,213
Net NPA	1,809
Gross NPA %	8.68
Net NPA %	3.92
PCR %	68.90

Particulars	Mar 20	Mar 19
Cost of Deposits	5.76	5.80
Yield on Advances	9.63	9.75
NIM	3.44	3.67
Net Interest Income	2,348	2,363
Operating Profit	1,761	1,711
Provisions	1,489	1,388
Net Profit	235	211
Profit/Emp. (Rs. Lakh)	2.96	2.80

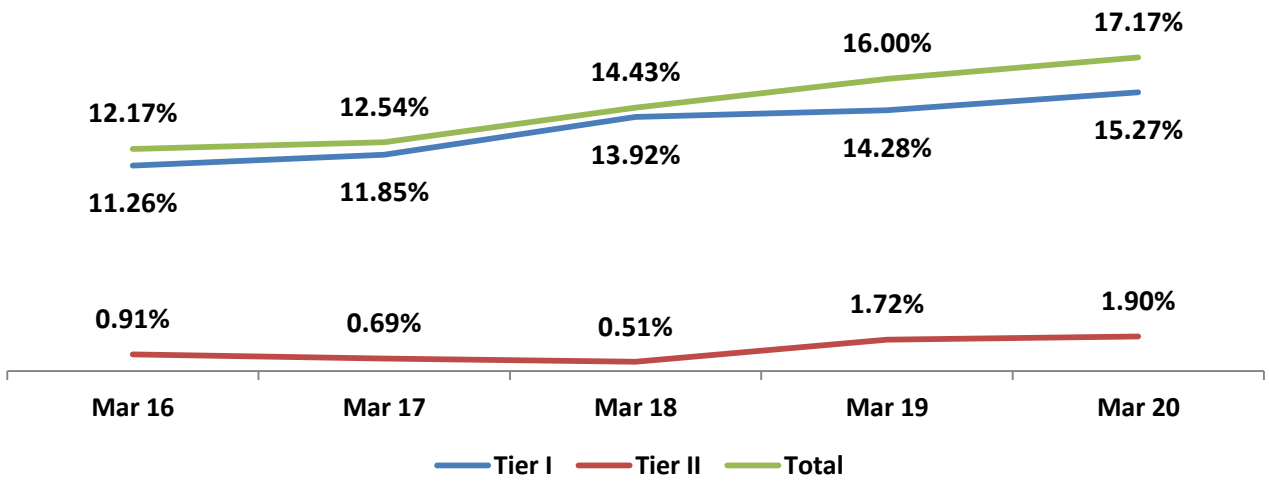
Financial Indicators – 31.03.2020		
Parameter	Amount	YoY growth
Total Deposits	59,075	(1)
Gross Advances	48,516	(4)
Total Business	**1,07,591**	**(3)**

**End of Period*

Capital Adequacy – Basel III

(Rs. crore)

Capital	As at				
	Mar 20	Mar 19	Mar 18	Mar 17	Mar 16
Tier I	6,404	6,245	6,145	4,790	4,064
Tier II	798	751	226	278	330
Total	**7,202**	**6,996**	**6,371**	**5,068**	**4,394**



Entire Tier I comprises of CET1 capital, well above the min. requirement of 7.375%

Business Profile (Averages)

(Rs. crore)

Particulars	Mar 20	Mar 19	Y-o-Y Growth	
			Amount	%
Avg. Deposits	**61,103**	**57,618**	**3,485**	**6**
Avg. Demand Deposit	5,830	5,465	365	7
% to Total	*10*	*9*		
Avg. Savings Deposit	12,308	11,274	1,034	9
% to Total	*20*	*20*		
Avg. Time Deposit	42,965	40,880	2,085	5
% to Total	*70*	*71*		
Avg. CASA	**18,138**	**16,739**	**1,399**	**8**
% to average deposit	*30*	*29*		
Avg. Advances	**48,468**	**47,161**	**1,307**	**3**
Avg. CD Ratio (%)	*79.32*	*81.85*		

Business Profile (EoP)*

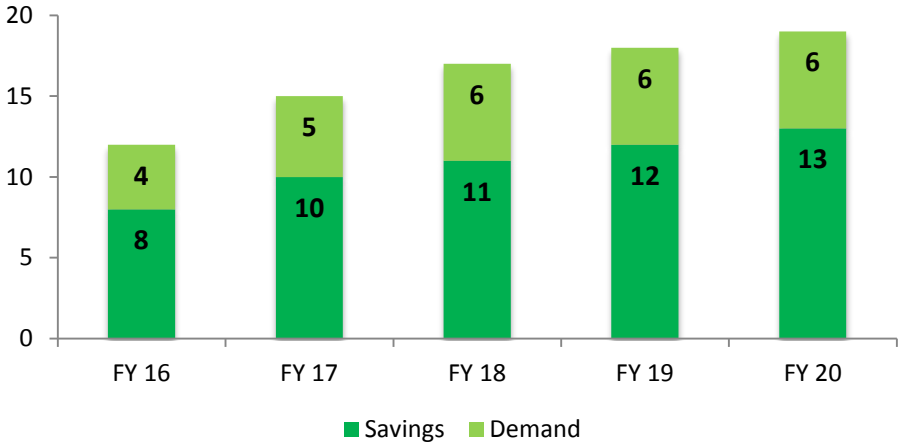
(Rs. crore)

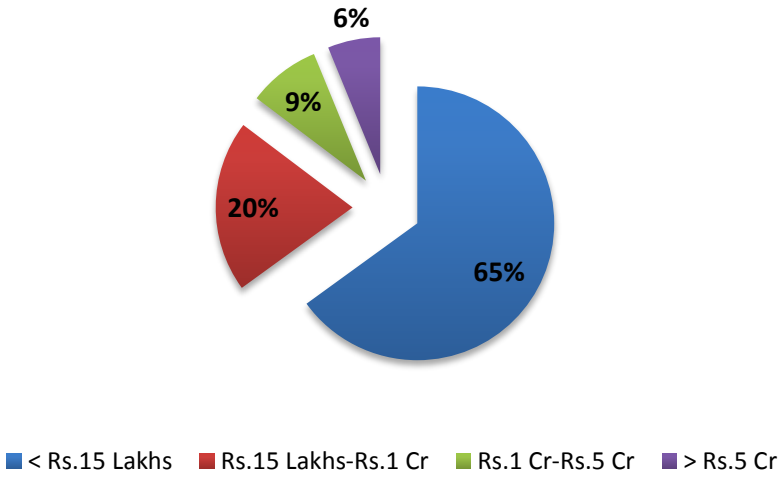
Particulars	Mar 20	Mar 19	Y-o-Y %
Total Deposits	**59,075**	**59,868**	**(1)**
Demand	5,504	5,814	(5)
Savings	13,003	12,101	7
CASA	**18,507**	**17,915**	**3**
Term Deposits	40,568	41,953	(3)
CASA %	*31*	*30*	
Gross Advances	**48,516**	**50,616**	**(4)**
Net Advances	46,098	48,581	(5)
Total Business	**1,07,591**	**1,10,484**	**(3)**

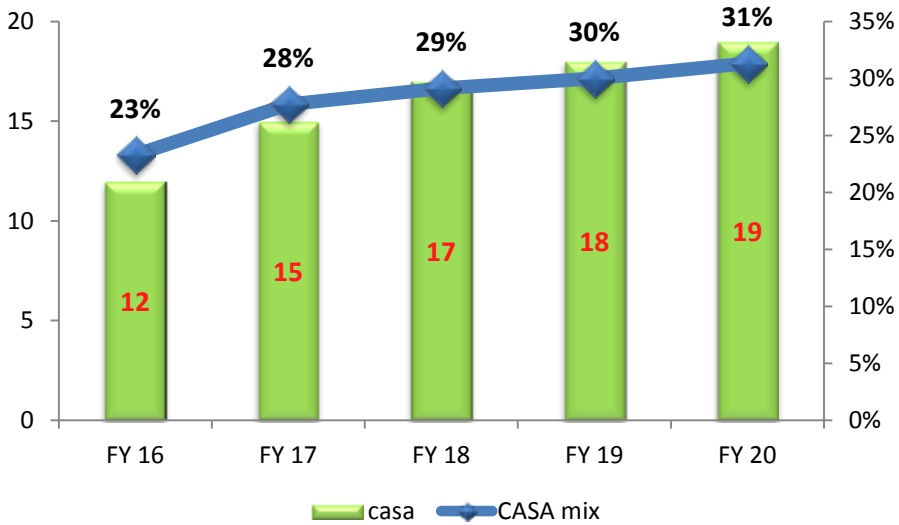
**End of Period*

Deposit Mix

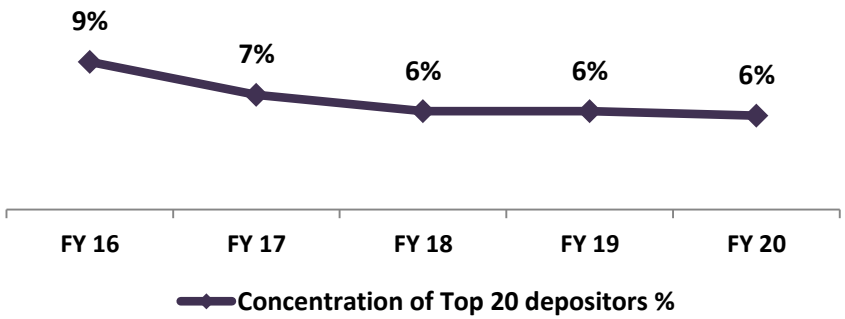
(Rs. thousand crore)



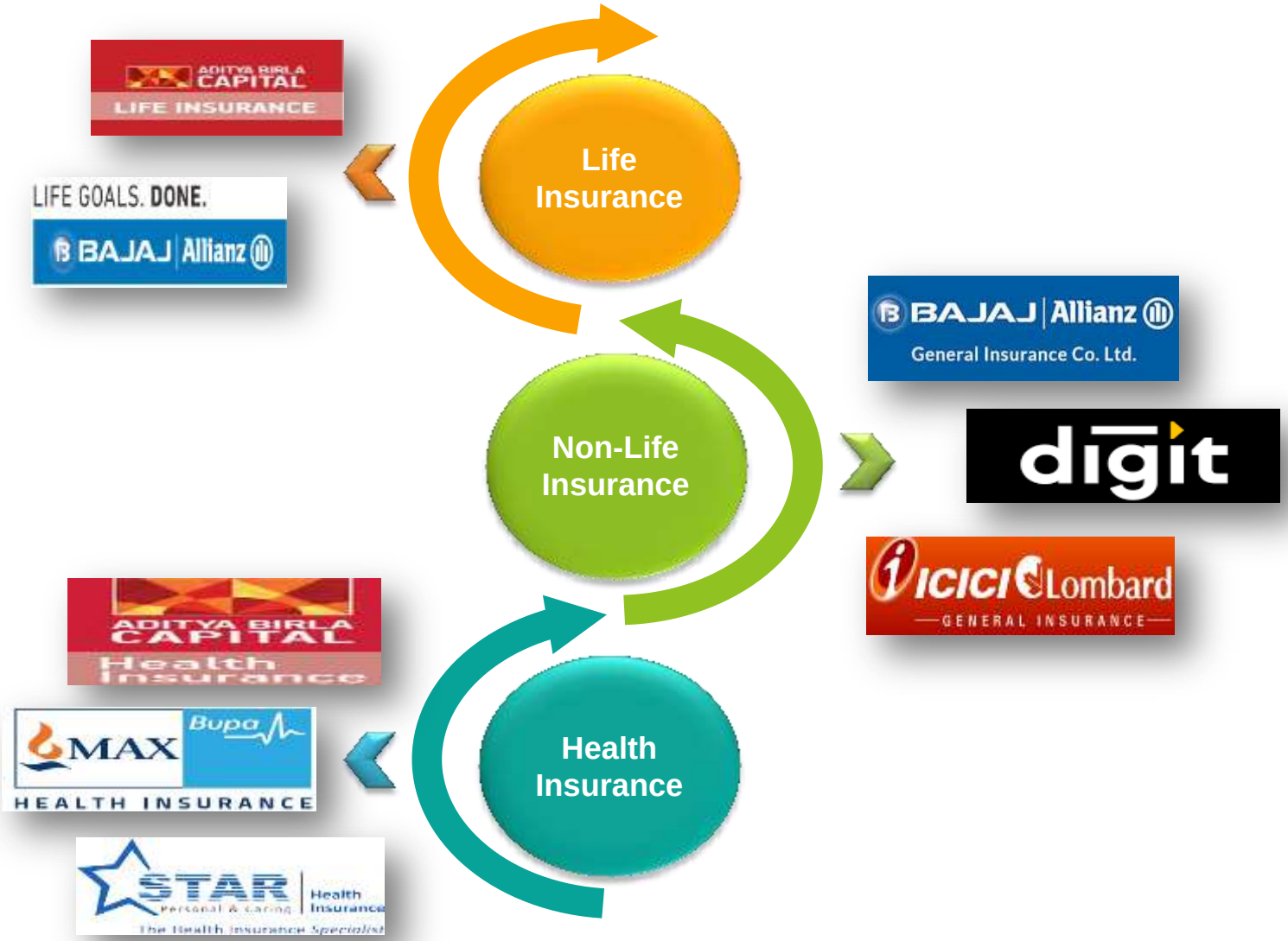




Low concentration of Deposits

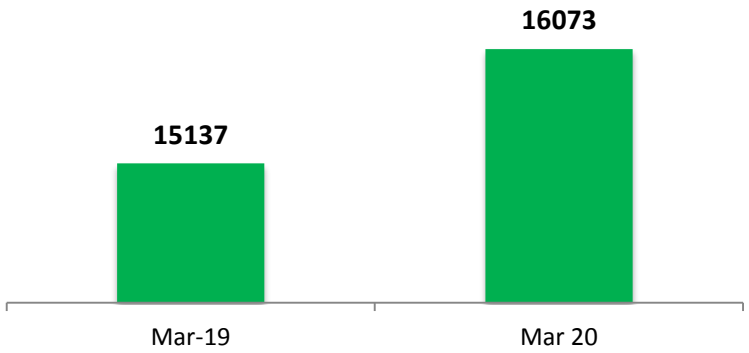


Partnering with

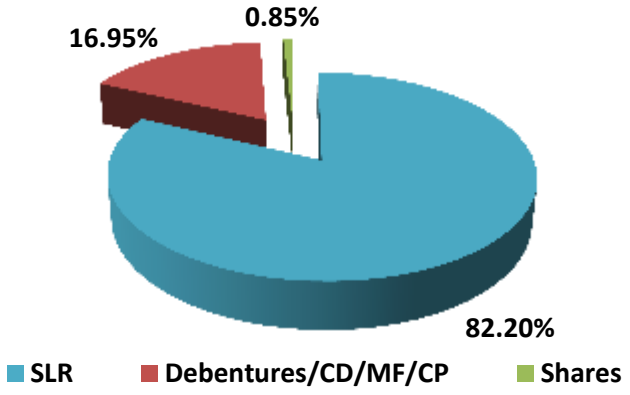


Investment Portfolio

Investments (Rs. crore)

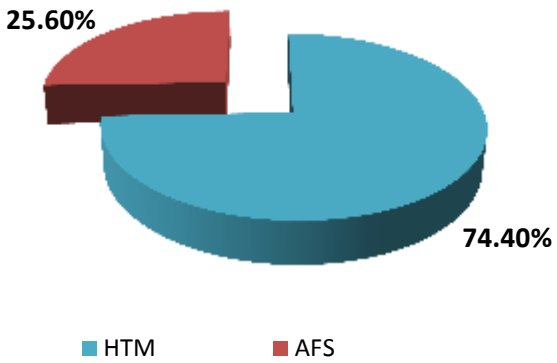


Investment Portfolio



Debentures/CD/MF/CP includes SRs of Rs. 620.89 cr (3.86%)

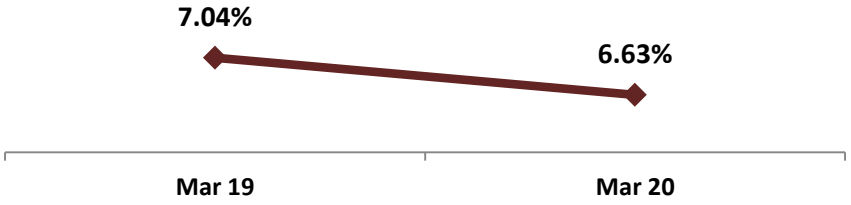
Portfolio wise Investment



Duration

AFS*	HFT	HTM*
1.52	-	3.74

Yield on Investment



** **AFS** Duration Sep 19 was 1.19, Dec 19 was 1.30 ; **HTM** Duration Sep 19 was 3.63 , Dec 19 was 3.46.*

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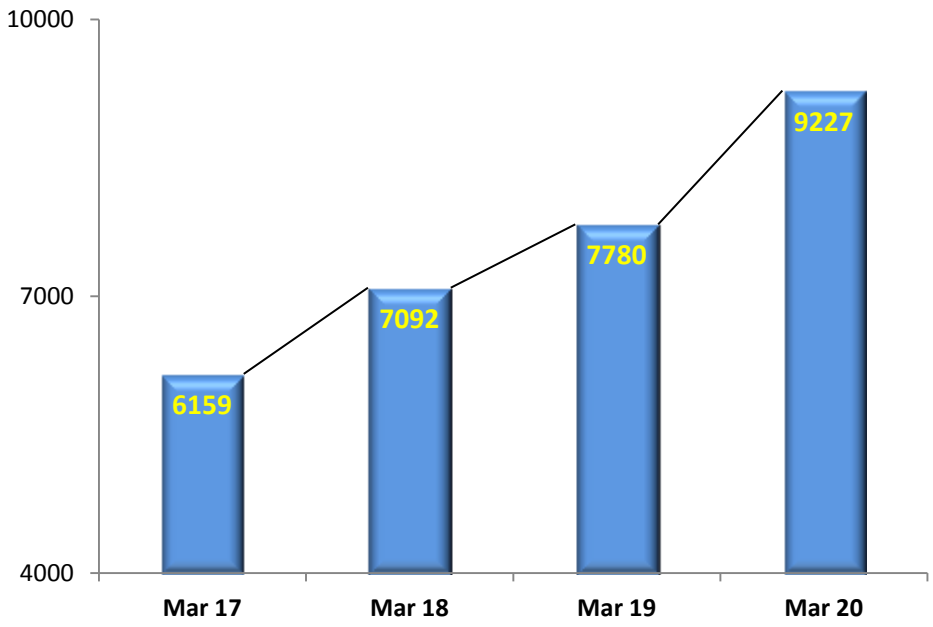
- Financial Performance
- Other Parameters

Gold Loan Book

(Rs. crore)



Gold Loans Outstanding As At					
Mar 20	Dec 19	Sep 19	June 19	Mar 19	Mar 18
9,227	8,580	8,130	7,890	7,781	7,092

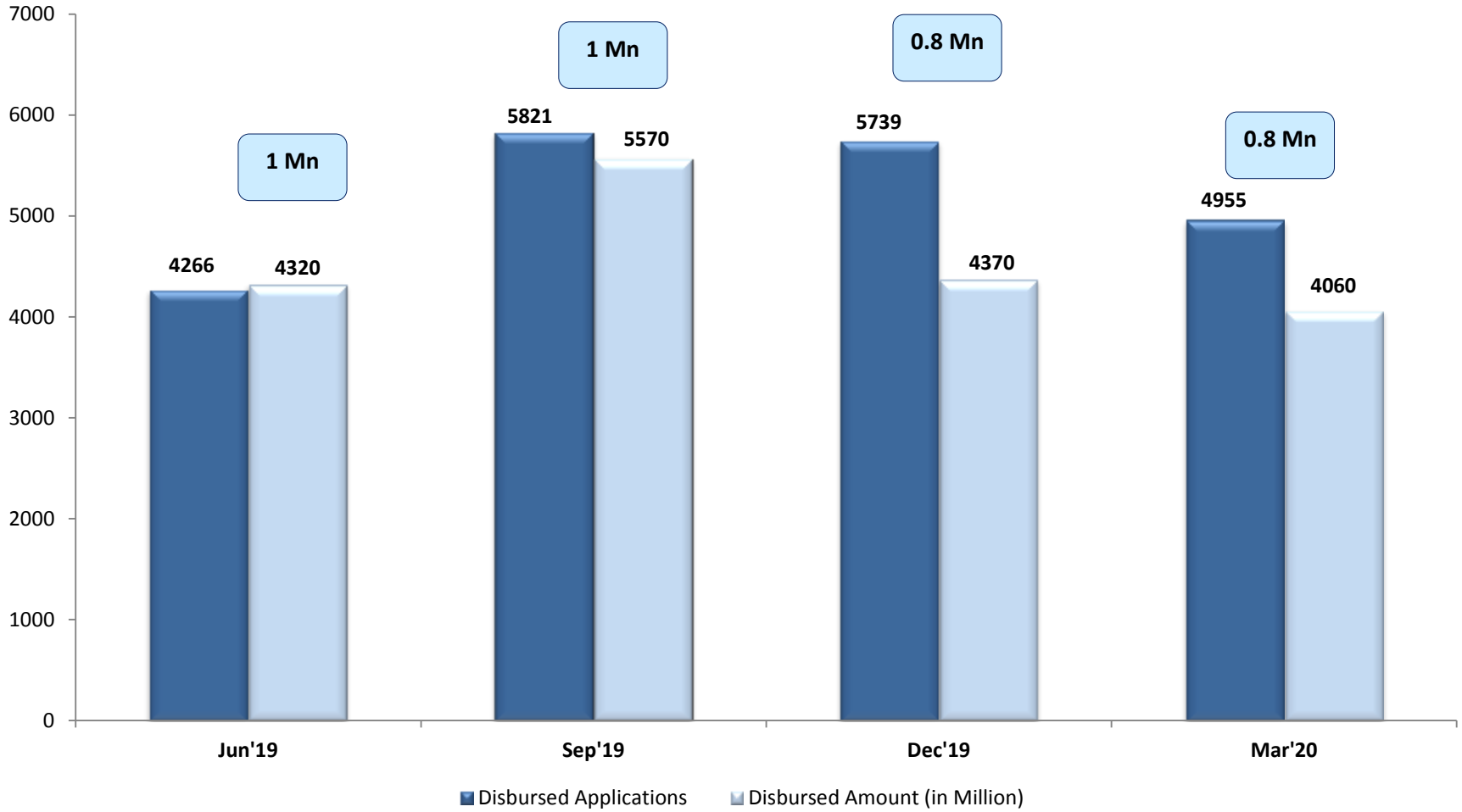
(Rs. crore)

Retail Portfolio Distribution

Segment	Advances outstanding as at				
	Mar 20	Mar 19	Mar 18	Mar 17	Mar 16
Housing	4,548	3,619	2,795	2,330	2,094
Mortgage (LAP)	1,683	1,712	1,393	965	787
Vehicle	989	1,044	1,017	921	831
Jewel Loans	895	625	578	596	703
Personal Loans	561	424	296	316	354
Education Loans	206	235	261	266	245
Others*	2,311	3,620	1,280	946	904
Total	**11,193**	**11,278**	**7,620**	**6,340**	**5,918**
Total Ex IBPC	**10,693**	**9,228**	**7,420**	**6,340**	**5,918**

*Includes IBPC of Rs.500 Cr, Rs.2050 Cr and Rs.200 Cr for Mar 20 , Mar 19 and Mar 18 respectively.

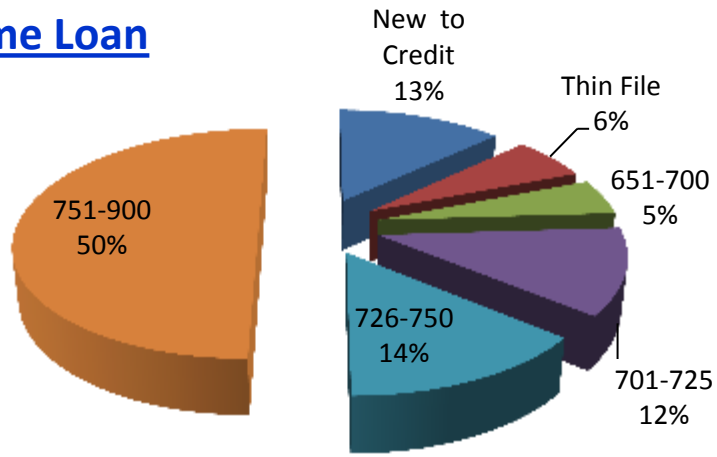
Digital Retail Platform – Origination Volumes



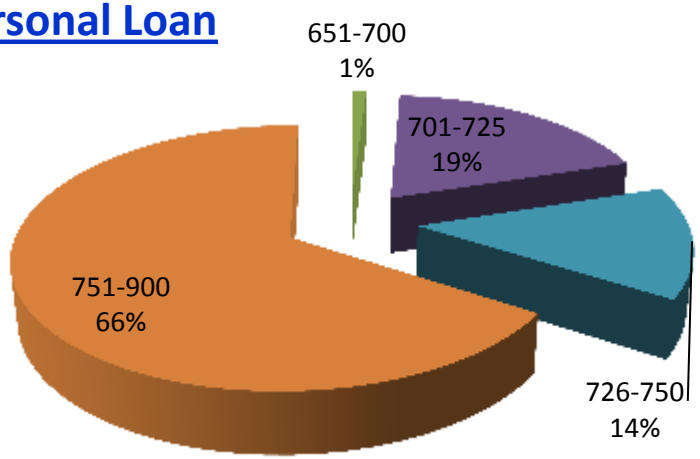
** End of Period – 31.03.20*

CIBIL Score - wise distribution of Disbursed Applications (Product Wise)

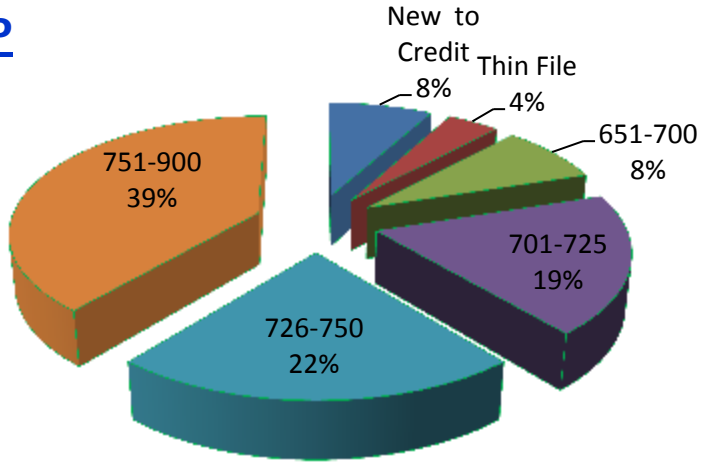
Home Loan



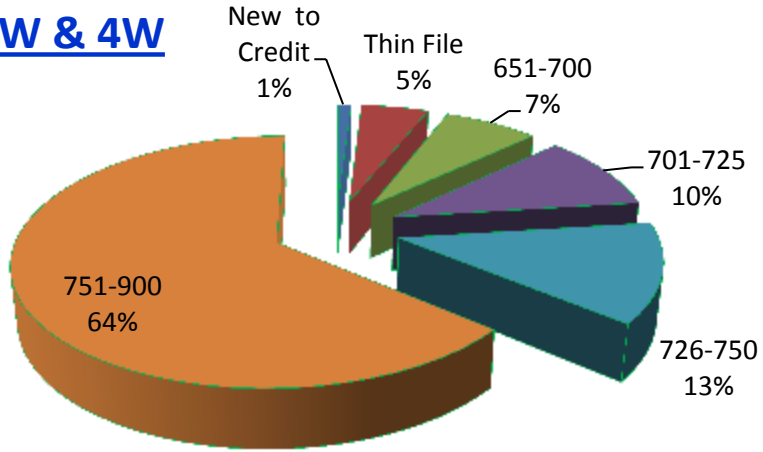
Personal Loan



LAP

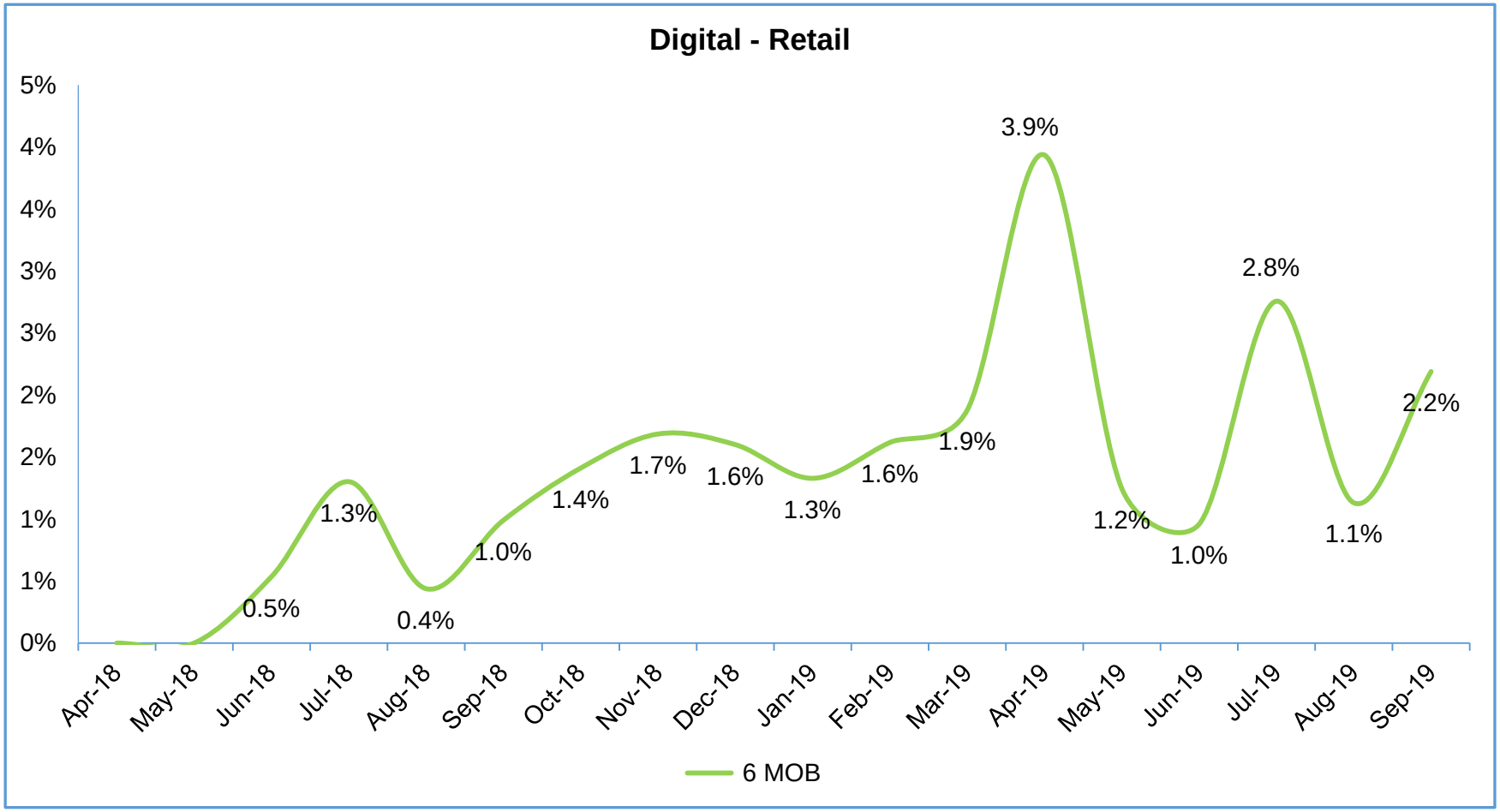


2W & 4W



** End of Period – 31.03.2020*

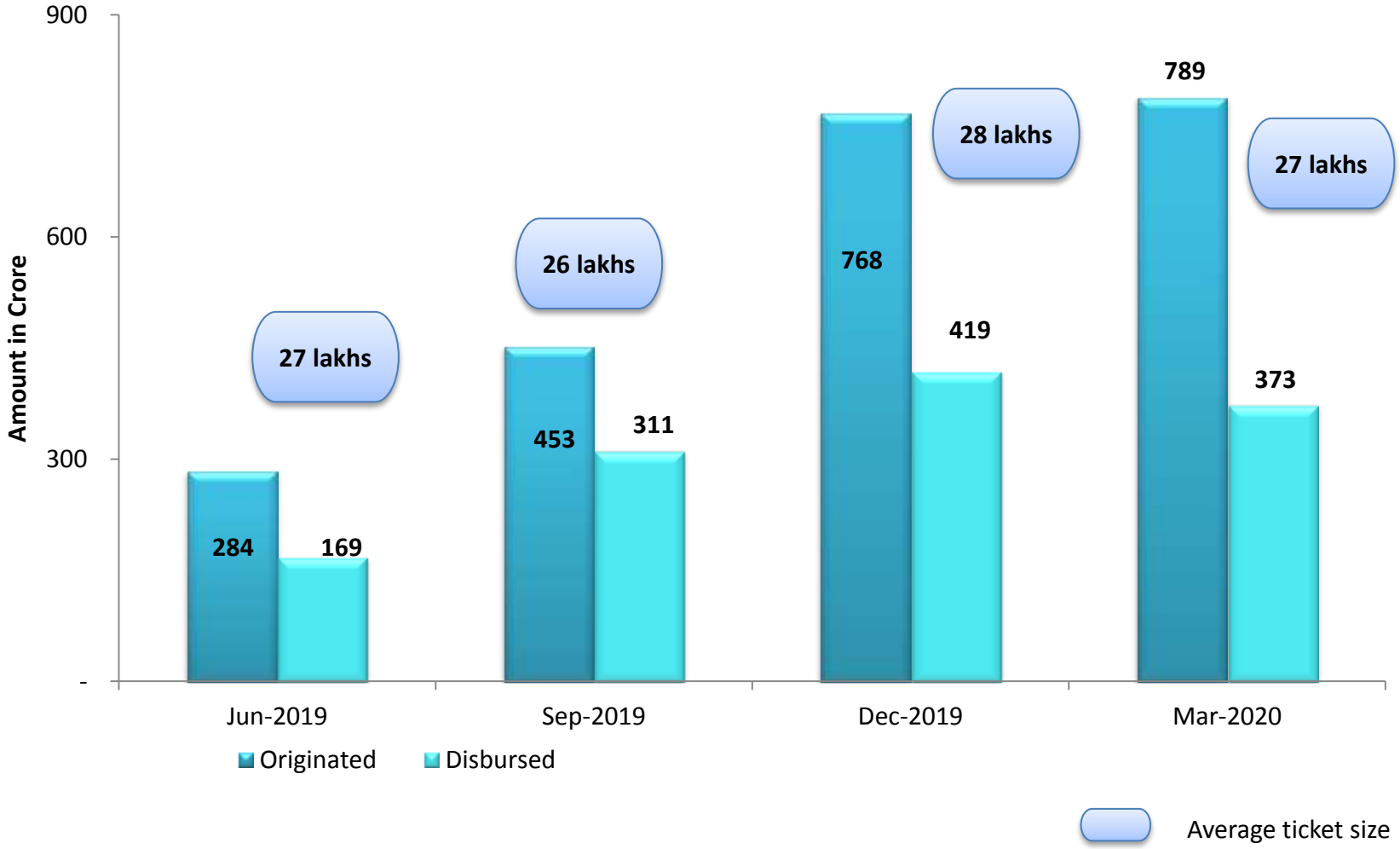
Digitally Originated Retail Loans Performing Well
Ever 30+ % at 6 MOB*



* Monthly vintages; Ever 30+% = $\frac{\text{Original Principal of any loans that is SMA1 anytime during the period}}{\text{Original principle of the Cohort in Consideration}}$

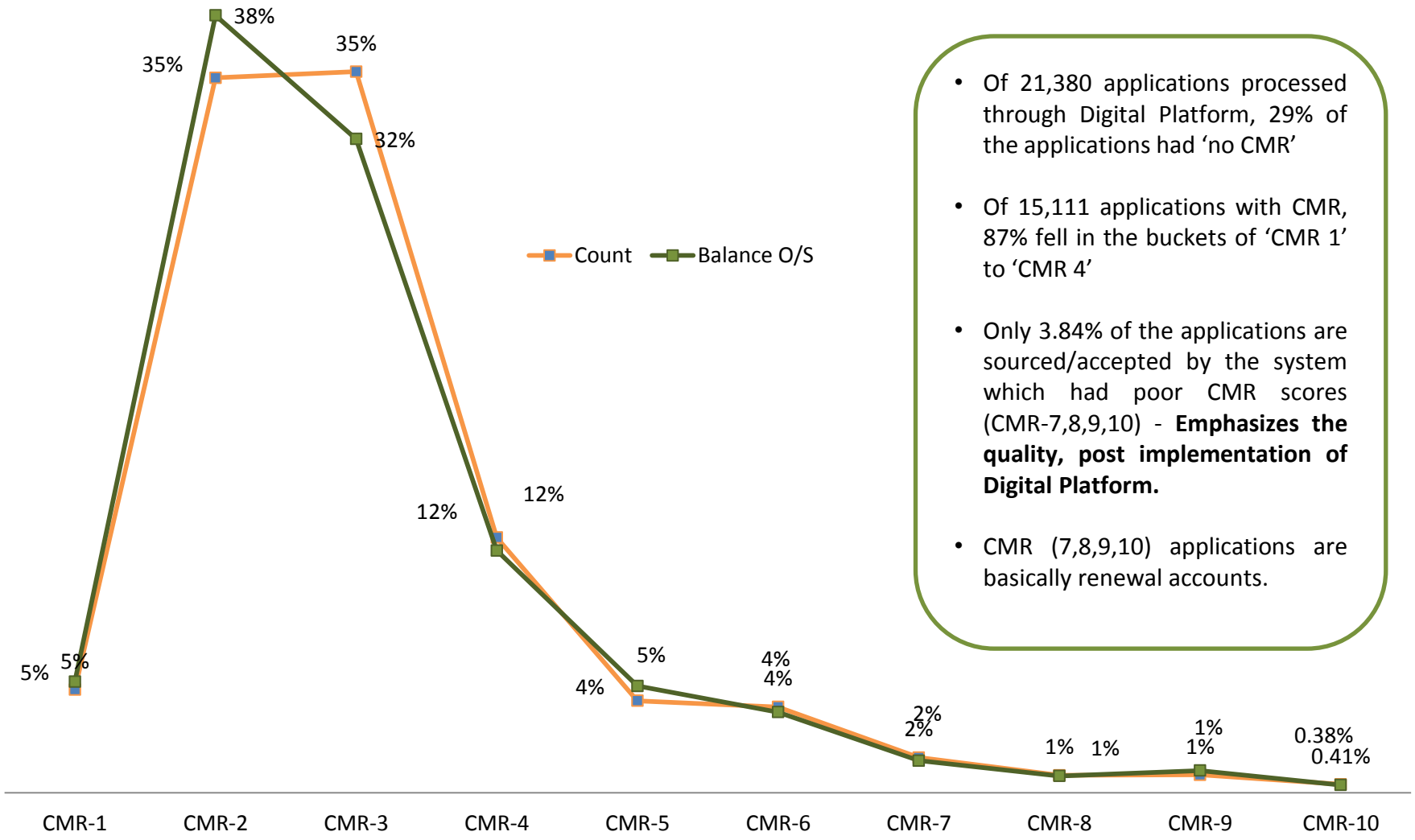
Digital SME Platform – Origination Volumes

Digital Commercial Loans (< 2 crore) – origination by amount



Digital SME Platform – application quality originated

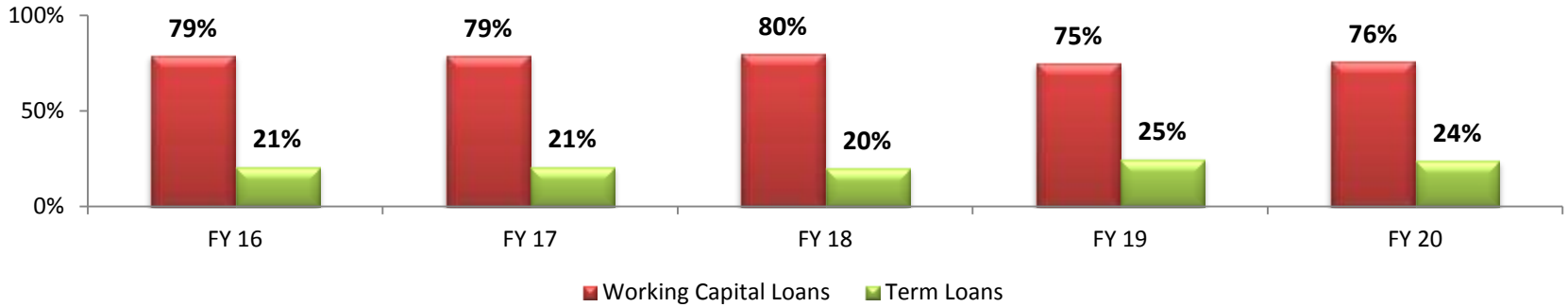
Digital Portfolio Distribution - CMR scores – EoP Mar 31, 2020



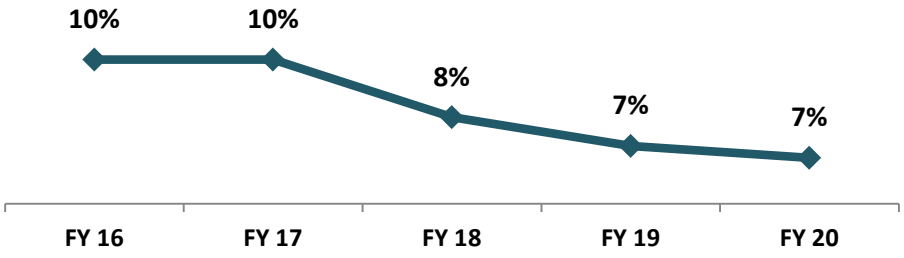
- Of 21,380 applications processed through Digital Platform, 29% of the applications had 'no CMR'
- Of 15,111 applications with CMR, 87% fell in the buckets of 'CMR 1' to 'CMR 4'
- Only 3.84% of the applications are sourced/accepted by the system which had poor CMR scores (CMR-7,8,9,10) - **Emphasizes the quality, post implementation of Digital Platform.**
- CMR (7,8,9,10) applications are basically renewal accounts.

Credit Portfolio – other metrics

Short term credit (Working Capital) forms major part of credit portfolio

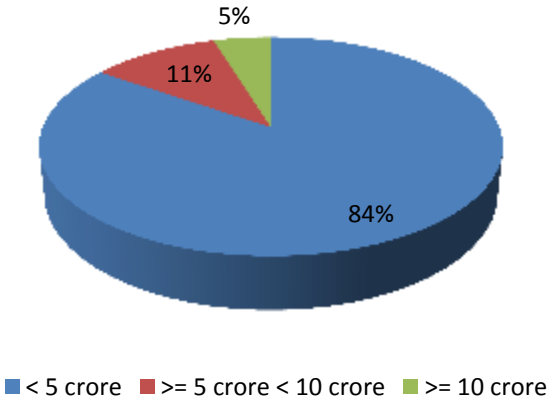


Low concentration : Top 20 borrowers (% of overall loans)



Ticket size of Commercial Book

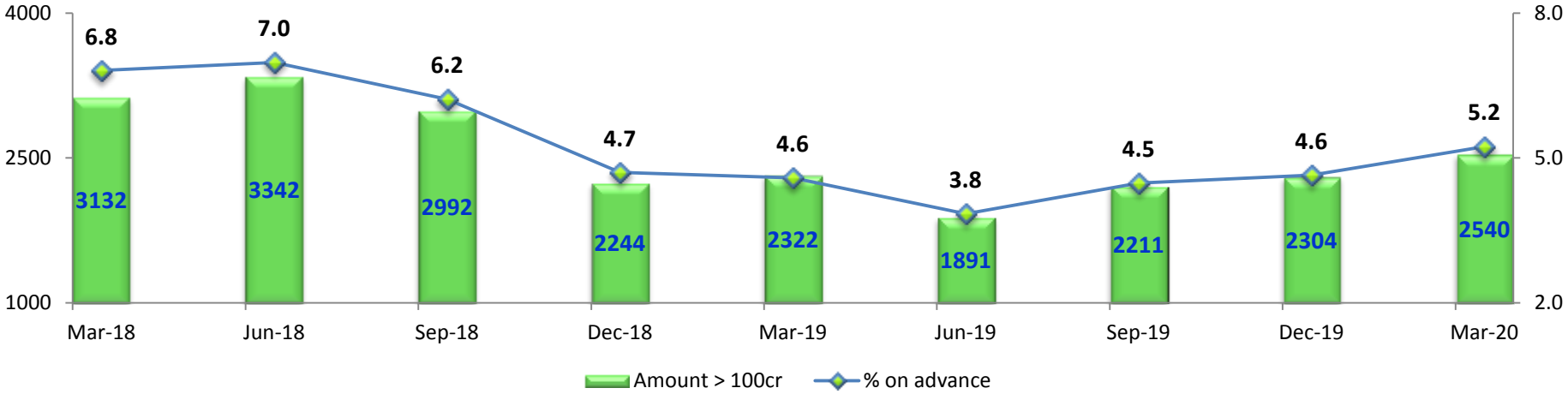
- Average ticket size - Rs. 40 lakh
- 84% of commercial loans are less than Rs. 5 crore



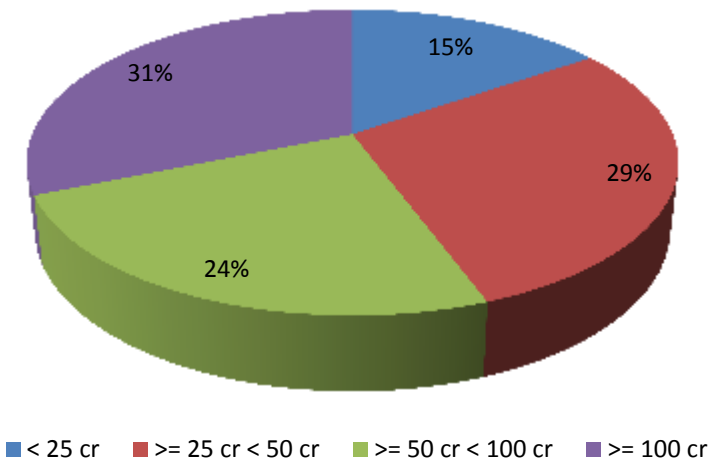
(Rs. crore)

Corporate Book (exposure > Rs. 25 crore)

Standard Corporate advances > 1 Bn



- Average ticket size Rs. 37 crore
- ~69% of corporate loans are less than Rs. 100 crore



Advances Portfolio

(Rs. crore)

Particulars	Mar 20	Mar 19	Y-o-Y Growth %
Commercial	15,620	17,056	(8)
Retail (Personal Banking)*	11,193	11,278	(1)
Agriculture	8,936	8,113	10
Corporate*	12,767	14,169	(10)
Gross Advances	**48,516**	**50,616**	**(4)**
Jewel Loans (included above)	*9,227*	*7,781*	*19*
** Retail (ex. IBPC)*	*10,693*	*9,228*	*16*
** Corporate (ex. IBPC)*	*12,467*	*14,169*	*(12)*

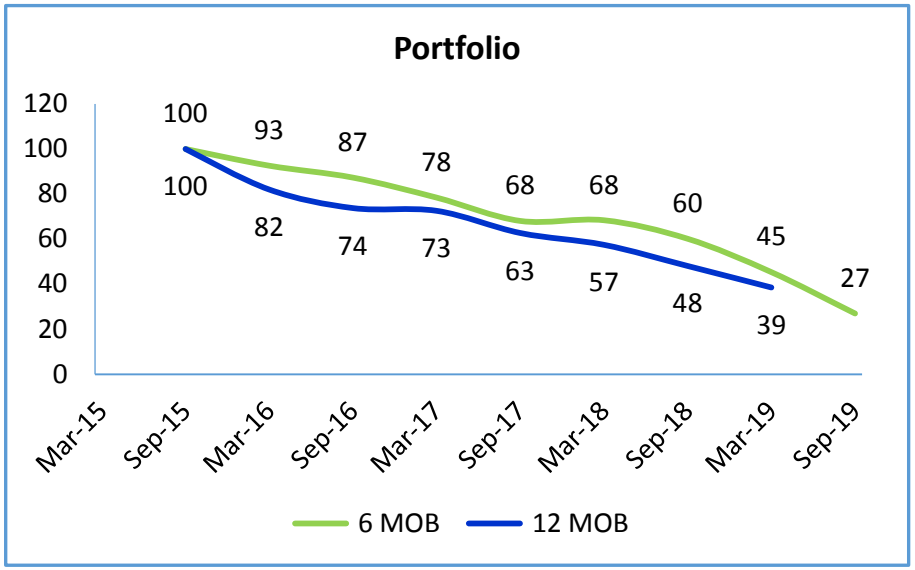
Security Coverage

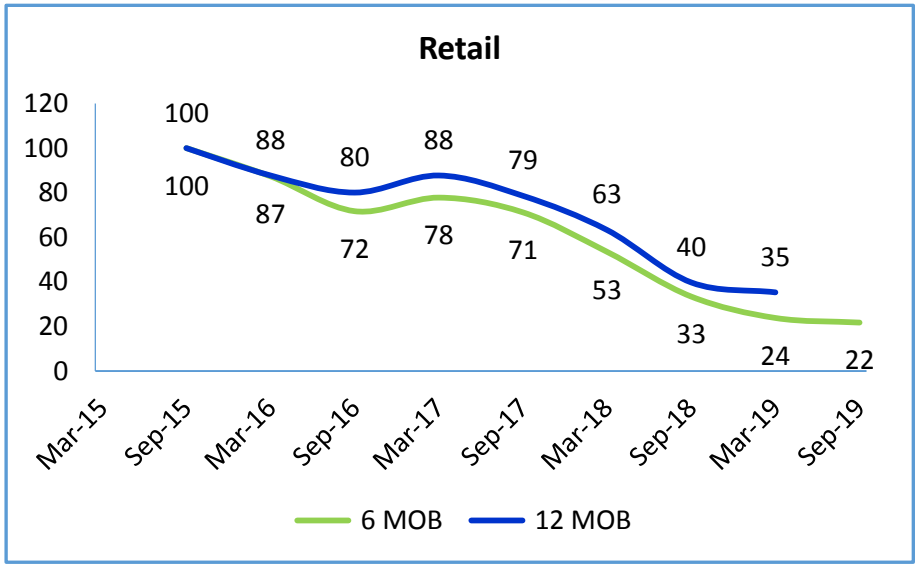
(Rs. crore)

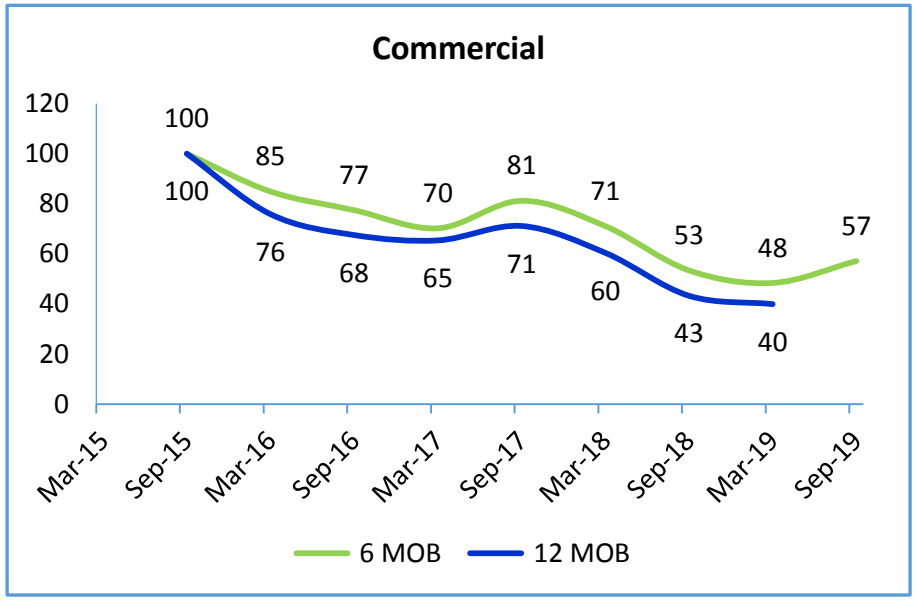
Nature of security	31.03.20	
Exposure backed by -		
Letter of Credit	239	
Liquid Assets ^	10,081	
Vehicles	2,691	
Commodities	222	
Total (1)		**13,233**
Exposure secured by Immovable Property (% Coverage)		
> 100%	22,509	
90% to <100%	8,528	
75% to <90%	1,581	
50% to <75%	3,898	
<50%	2,569	
Total (2)		**39,085**
Exposure without Immovable property as security		
Corporate, Consortium, Government, IBPC etc.	1,775	
Unsecured Exposure	534	
Total (3)		**2,309**
Total Risk Assets outstanding – Fund and Non Funded (1+2+3)*		**54,627**

** Total risk assets including technical write off accounts*
^ Liquid Assets - Cash, Jewels, NSC/Insurance policies & other liquid assets
Coverage defined as (Value of Security)/Loan Principal O/s; & is based on available valuation.

Improving Portfolio Performance (Normalized to Sep'2015)
Ever 30+ % @ 6 & 12 Month On Book (MOB)





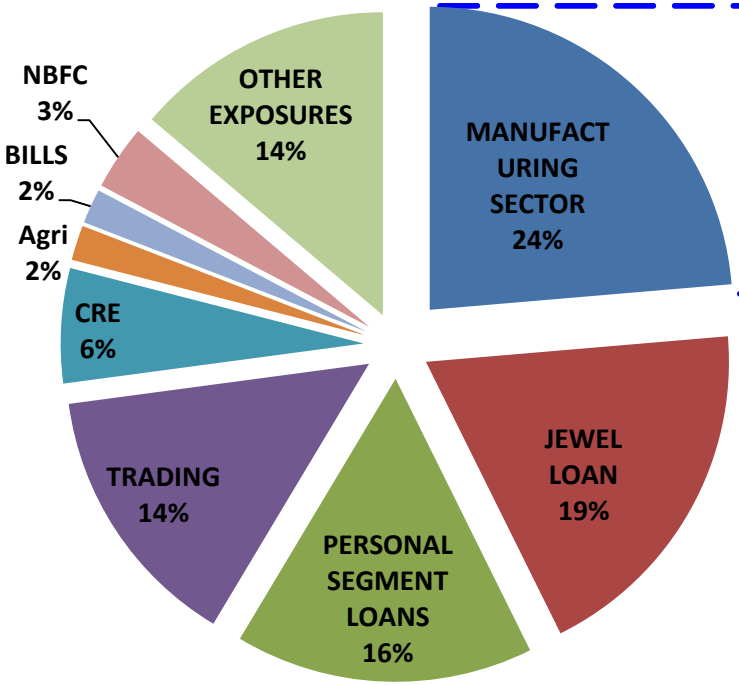


- Month on Book – Performance of a Cohort either over 6 or 12 months from booking of the loan
- Ever 30+% = $\frac{\text{Original Principal of any loans that is SMA1 anytime during the period}}{\text{Original principle of the Cohort in Consideration}}$
- All numbers are normalized to values prevailing at September 2015 for the respective vintage (i.e 6 or 12 MOB)
- Vintage of Sep 2015 represents the loans booked between April 2015 & Sep 2015 @ 6 & 12 MOB. Similarly for other time period mentioned.

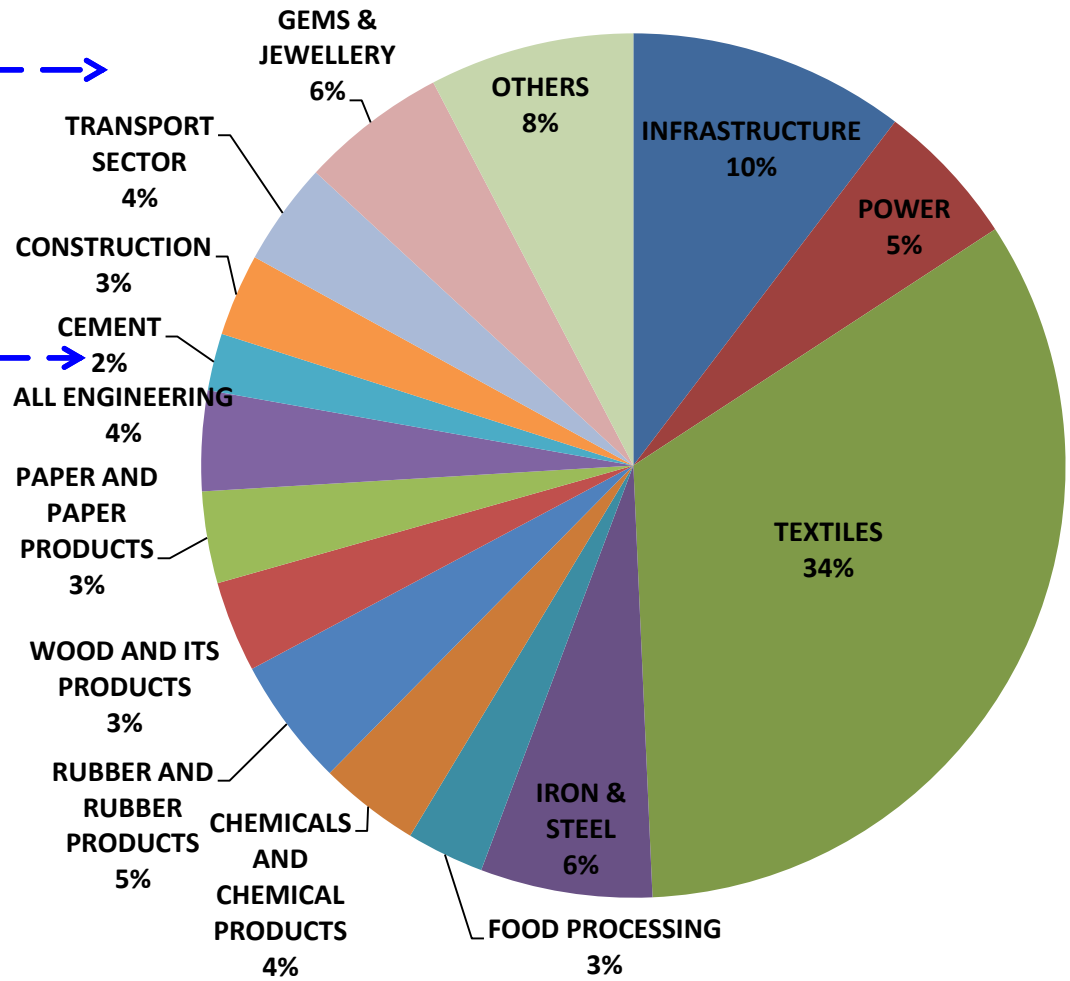
Advances – Composition

Well spread sub-sectoral exposures & diversified industrial exposures

Rs.485 Bn



Breakup of Industrial exposure (Rs.115 Bn)



(Rs. crore)

Advances – Composition

Particulars	Amount			% to Total Advance		Growth Over Mar 19	
	Mar 20	Mar 19	Dec 19	Mar 20	Mar 19	Amt	%
Manufacturing	11,461	13,162	11,777	24	26	(1,701)	(13)
Trading	6,934	7,979	7,134	14	16	(1,045)	(13)
Jewel loan	9,227	7,781	8,580	19	15	1,446	19
Personal loans @	7,720	6,942	7,660	16	14	778	11
CRE	2,971	2,832	3,047	6	6	139	5
Agri (other than Jewel Loan)	906	1,293	969	2	3	(387)	(30)
Bills	894	1,427	980	2	3	(533)	(37)
NBFC	1,682	1,669	1,992	3	3	13	1
Capital market	-	1	1	-	-	(1)	-
Others*	6,720	7,530	7,473	14	15	(810)	(11)
Total Advances	**48,516**	**50,616**	**49,613**	**100**	**100**	**(2,100)**	**(4)**

@ Vehicle, Housing, Deposit loans & Insta Loans
**Exposure to other service sectors.*

(Rs. crore)

Manufacturing Sector - Industry Wise

Industry	Amount		% to Total Advance		Y-o-Y Growth	
	Mar 20	Mar 19	Mar 20	Mar 19	Amount	%
Textile	3,839	4,275	7.9	8.4	(436)	(10)
Infrastructure	1,812	1,966	3.7	3.9	(154)	(8)
Basic Metal & Metal Products	738	837	1.5	1.7	(99)	(12)
Food Processing	334	864	0.7	1.7	(530)	(61)
Gems & Jewelry	626	629	1.3	1.2	(3)	-
All Engineering	425	520	0.9	1.0	(95)	(18)
Chemical & Chemical Products	432	506	0.9	1.0	(74)	(15)
Rubber and Plastic Products	551	571	1.1	1.1	(20)	(4)
Construction	353	459	0.7	0.9	(106)	(23)
Wood & Wood Products	391	477	0.8	0.9	(86)	(18)
Transport Sector	443	438	0.9	0.9	5	1
Paper & Paper Products	394	351	0.8	0.7	43	12
Cement & Cement products	245	246	0.5	0.5	(1)	-
Other Products	878	1,023	1.8	2.0	(145)	(14)
TOTAL	**11,461**	**13,162**	**23.6**	**26.1**	**(1,701)**	**(13)**

Other industries include : beverages & tobacco, mining & quarrying, petroleum, glass & glassware, leather& leather products, etc .

Infrastructure Advances

(Rs. crore)

Infrastructure	Amount O/s		% to Total Advance		Y-o-Y Growth	
	Mar 20	Mar 19	Mar 20	Mar 19	Amt	%
Power	624	645	1.3	1.3	(21)	(3)
Road	306	379	0.6	0.7	(73)	(19)
Infra Others	882	942	1.8	1.9	(60)	(6)
TOTAL	**1,812**	**1,966**	**3.7**	**3.9**	**(154)**	**(8)**

Power Sector Exposure		
Ownership	**Mar 20**	**Mar 19**
Government	326	365
Private	298	280
TOTAL	**624**	**645**

Movement of NPA

(Rs. crore)

Particulars	Apr 19 - Mar 20	Apr 18 - Mar19
Gross NPAs		
Opening Balance	4,450	3,016
Additions during the period	1,602	2,343
Reductions during the period	1,839	909
Closing Balance	**4,213**	**4,450**
Net NPAs		
Opening Balance	2,420	1,863
Additions during the period	86	931
Reductions/write off during the period	697	374
Closing Balance	**1,809**	**2,420**
Provisions		
Opening Balance	1,961	1,091
Provision made during the period	1,511	1,406
Write off/Write back of excess provision	1,121	536
Closing Balance	**2,351**	**1,961**

VERTICAL	Advances O/s. Mar 20	NPA Additions Q4	NPA Deletions* Q4	Total NPA Mar 20	Accretion rate* (%) Q4 (annualized)
COMMERCIAL	15,620	133	99	1,110	1
RETAIL (Per. Bankg.)	11,193	26	21	216	-
AGRICULTURE	8,936	11	9	228	-
CORPORATE	12,767	252	506	2,659	(8)
TOTAL	**48,516**	**422**	**634**	**4,213**	**(2)**

** Inclusive of assets sold during the quarter*

COVID-19 : Portfolio impact

(Rs. crore)

Vertical	Book Size	Moratorium extended as on 21.06.2020	% to segment advances	Current SMA balance of SMA 0, 1 & 2 as on 29.02.2020 under moratorium	% of segment advances
	A	B	B ÷ A	C	C ÷ A
Agriculture	8,936	2,289	26	72	0.81
Commercial	15,620	8,935	57	219	1.40
Corporate	12,767	4,880	38	35	0.27
Retail	11,193	3,785	34	272	2.43
Total	**48,516**	**19,889**	**41**	**598**	**1.23**

98% of branches were operational during lock down

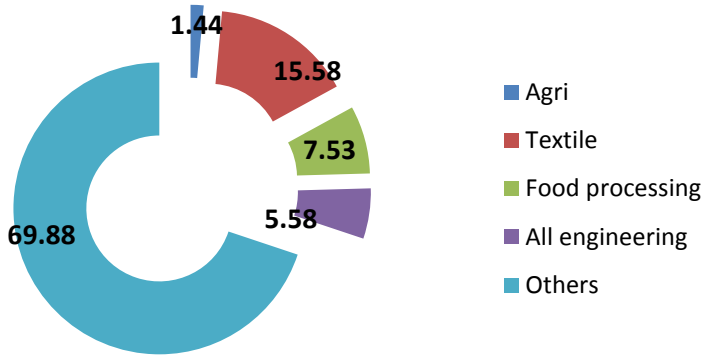
95% of ATMs were operational during lock down

(Rs. crore)

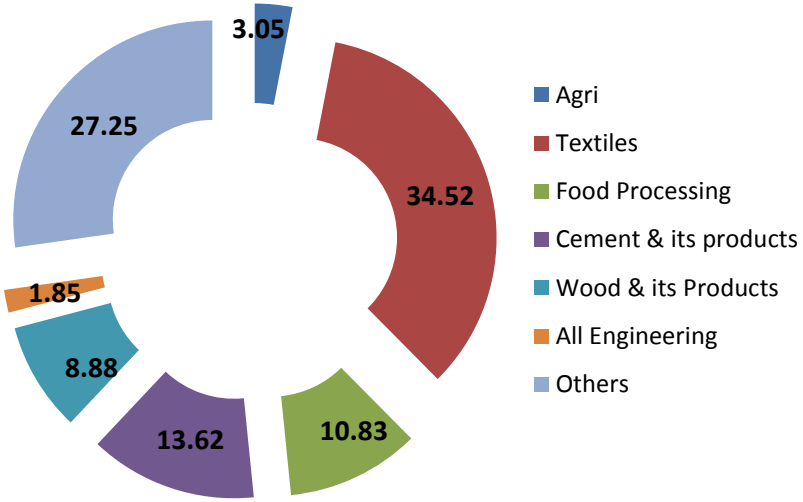
Sector-wise Restructured Advances

S. N.	SECTOR	Amount	
		Mar 20	Mar 19
1	Textile	66.72	11.13
2	Cement & Cement Products	26.32	-
3	Food & Food Processing	20.94	5.43
4	Wood & Wood Products	17.16	-
5	Agriculture	5.90	1.04
6	All Engineering	3.58	4.02
7	Others	52.67	50.47
TOTAL		**193.29**	**72.09**
% to Total Advances		***0.40***	***0.14***

% to Total Restructured Advances Mar 19

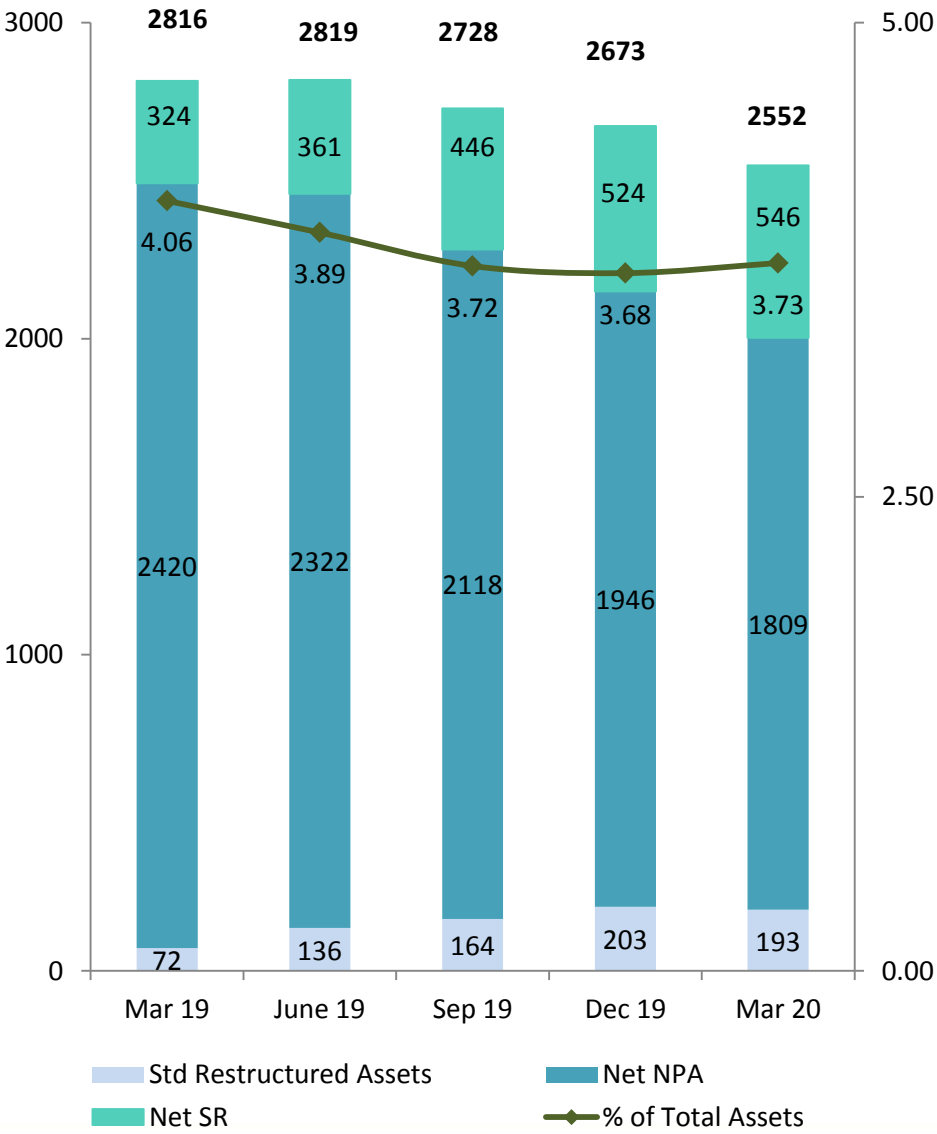


% to Total Restructured Advances Mar -20



Stressed Book Analysis

(Rs. crore)



Movement of Restructured Advances

Particulars	Apr 19 to Mar 20		Apr 18 to Mar 19	
	A/c's	Amt.	A/c's	Amt.
A. Position at the beginning of the period	34	72.09	22	262.43
B. Addition during the period	53	171.58	29	68.03
C. Additions in existing A/c's	-	1.72	-	0.61
D. Addition through upgradation from NPA	-	-	-	-
E. Accounts closed during the period	1	1.38	8	56.63
F. Accounts ceasing to attract higher provision (upgradation)	-	-	5	1.74
G. Recoveries during the period	-	1.82	-	-
H. Slippages during the period	13	48.90	4	200.60
Position at the end of the period A+B+C+D-(E+F+G+H)	**73**	**193.29**	**34**	**72.09**

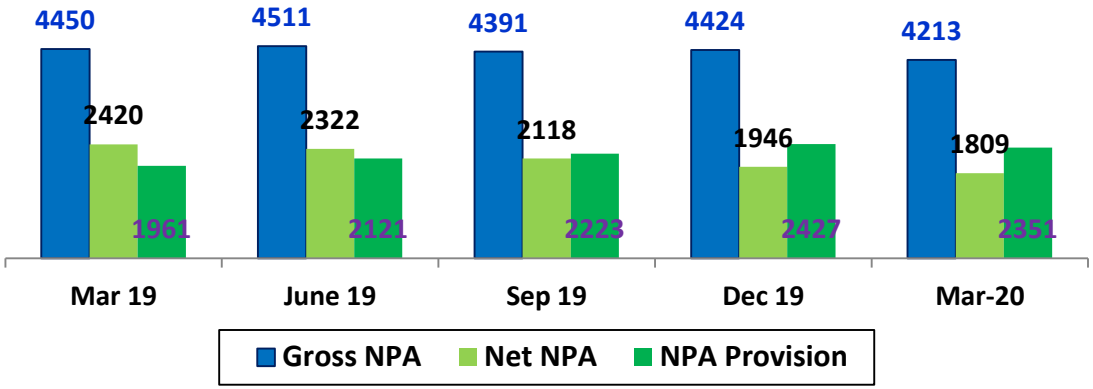
(Rs. crore)

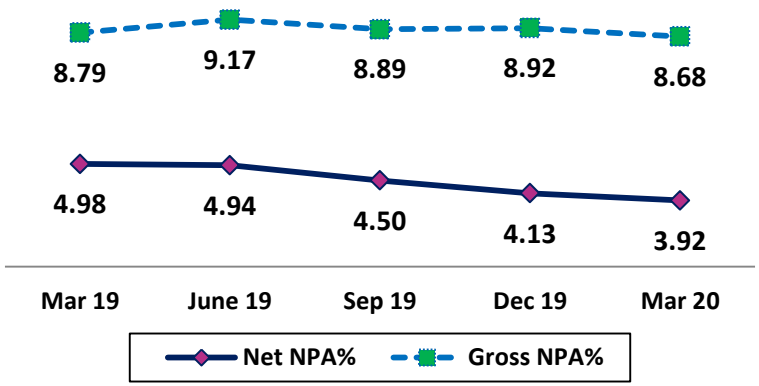
Provisions and Contingencies

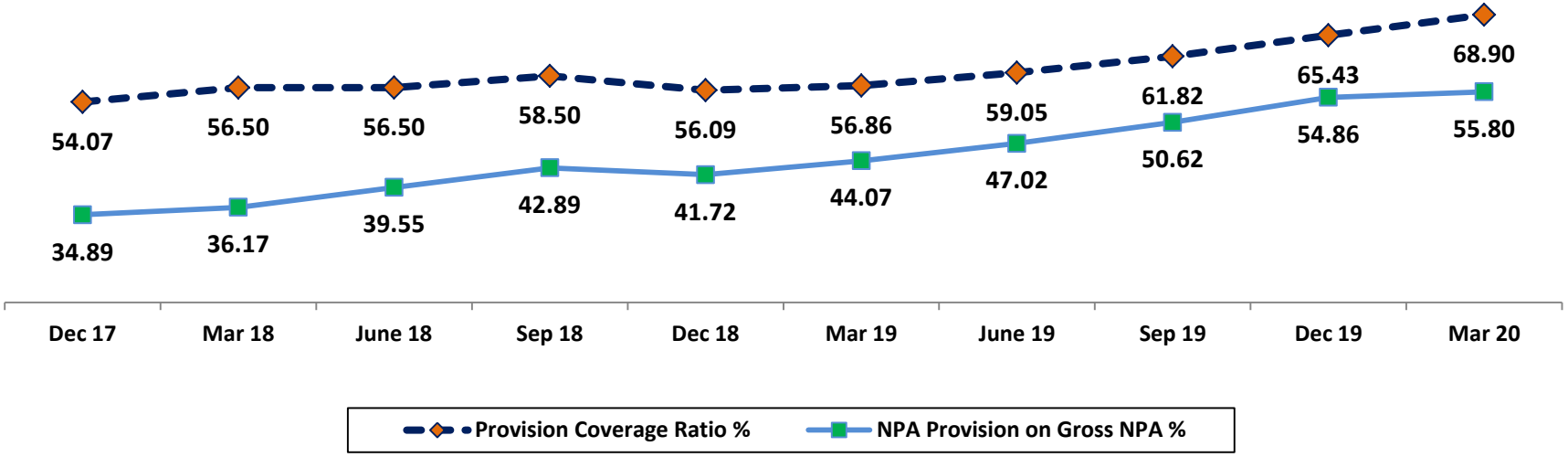
Provision for	Quarter		12 months	
	Mar 20	Mar 19	Mar 20	Mar 19
NPA	354	276	1,356	1,318
Standard Assets	(4)	5	3	(3)
Restructured Advances	(2)	3	4	(8)
SDR, S4A, 5/25 etc.	-	-	-	(10)
NCLT (specific a/c's)	-	-	-	(12)
Others (incl. NPI)	8	25	39	86
Covid -19 Relief Package	47	-	47	-
Investment Depreciation	26	42	40	17
Total Provisions (excl. Tax)	**429**	**352**	**1,489**	**1,388**
Tax Expense	(13)	52	37	111
Total Provisions	**416**	**404**	**1,526**	**1,499**

NPAs & Provisions

(Rs. crore)







Contents

- New Initiatives
- Performance Highlights
- Credit Portfolio Performance
- **Financial Performance**
- Other Parameters

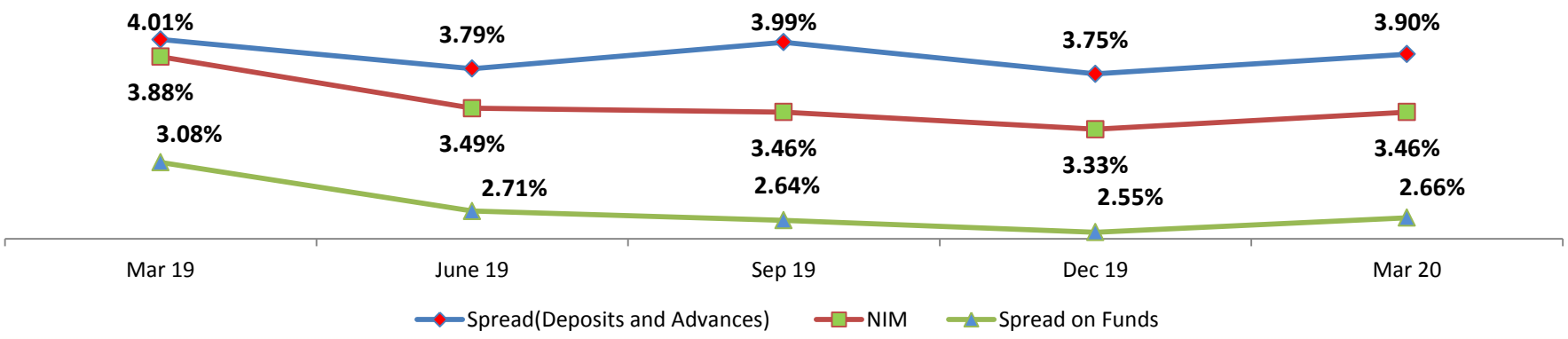
Balance Sheet

(Rs. crore)

Particulars	Mar 20	Mar 19	Y-o-Y (%)
Capital & Liabilities			
Capital	160	160	-
Reserves and Surplus	6,440	6,263	3
Deposits	59,075	59,868	(1)
Borrowings	1,184	1,565	(25)
Other Liabilities and Provisions	1,419	1,484	(4)
Total	**68,278**	**69,340**	**(2)**
Assets			
Cash and Balances with RBI	2,733	2,935	(6)
Balances with Banks	1,660	762	-
Investments (Net)	15,762	14,882	6
Advances (Net)	46,098	48,581	(5)
Fixed Assets	587	583	1
Other Assets	1,438	1,597	(10)
Total	**68,278**	**69,340**	**(2)**

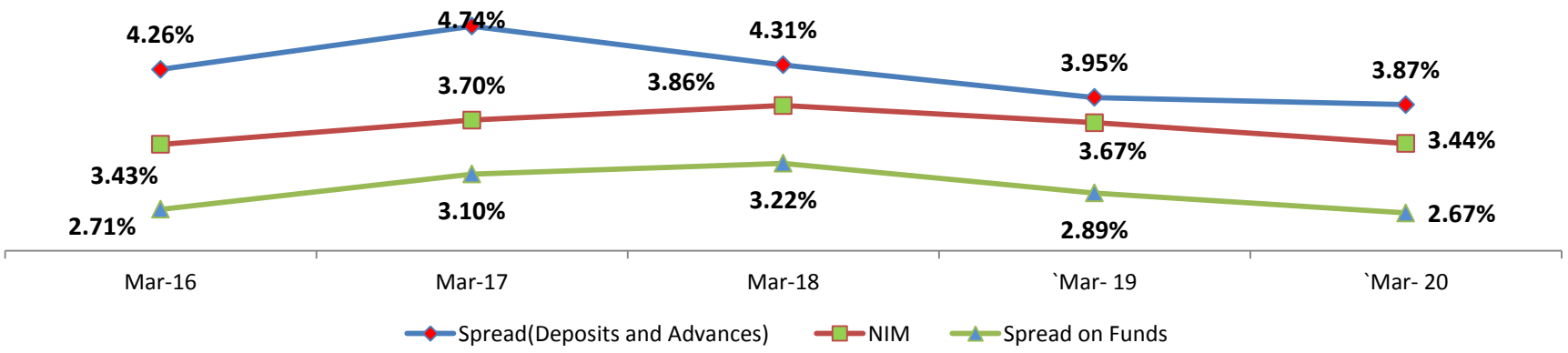
Key Ratios (Qtr.)

Particulars	Q4 FY 19-20	Q4 FY 18-19
Cost of Deposits	5.55	5.80
Yield on Advances	9.45	9.81
Cost of Funds	5.59	5.82
Yield on Funds	8.25	8.90
NIM	3.46	3.88
Spread	2.66	3.08
Cost to Income Ratio	46.68	47.88
Business/Emp. (Rs. Crore)	13.56	14.42
Profit/Emp. (Rs. Lakh)	4.23	3.13

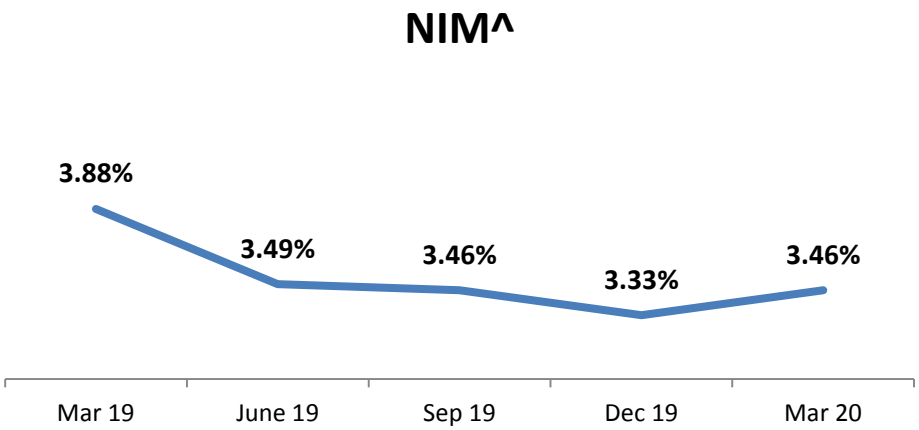


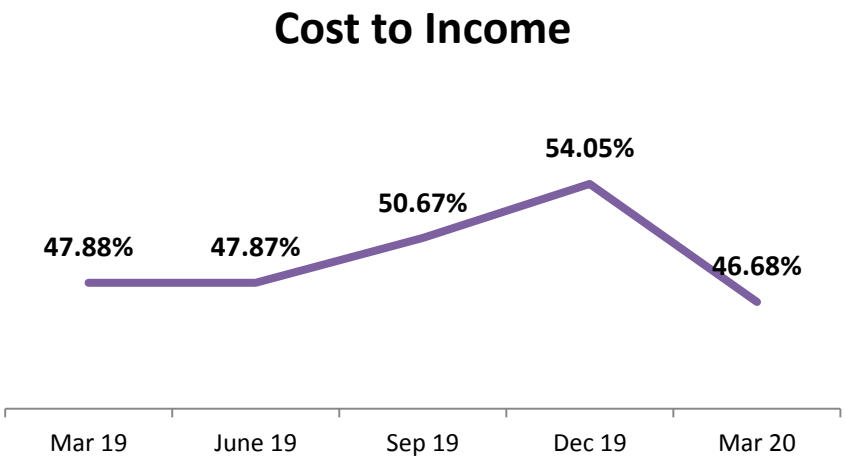
Key Ratios (12 months)

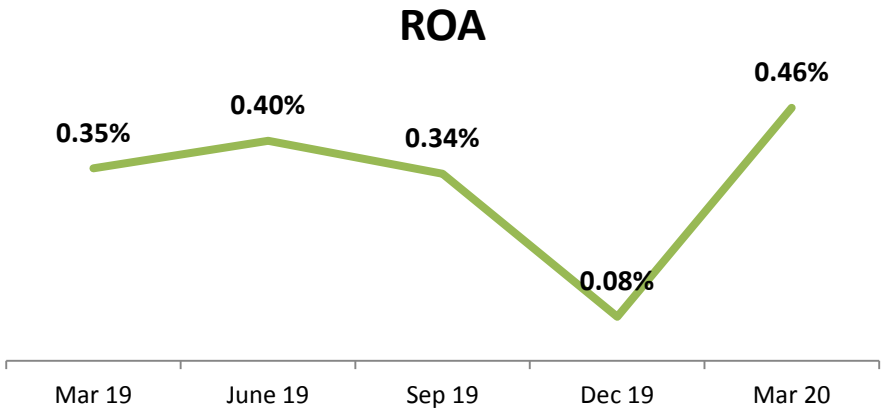
Particulars	Mar 20	Mar 19
Cost of Deposits	5.76	5.80
Yield on Advances	9.63	9.75
Cost of Funds	5.80	5.82
Yield on Funds	8.48	8.71
NIM	3.44	3.67
Spread	2.67	2.89
Cost to Income Ratio	49.73	48.56
Business/Emp. (Rs. Crore)	13.56	14.42
Profit/Emp. (Rs. Lakh)	2.96	2.75

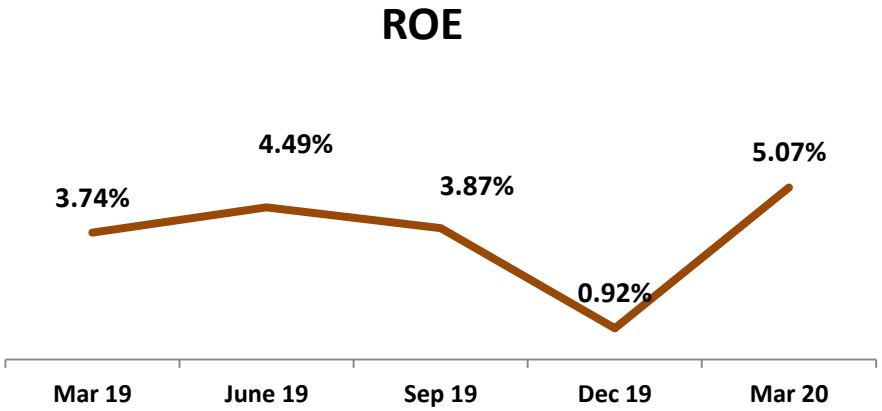


Key Ratios (Qtr)



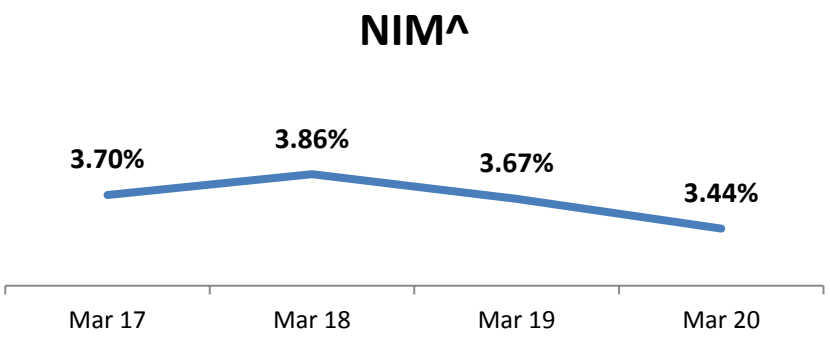


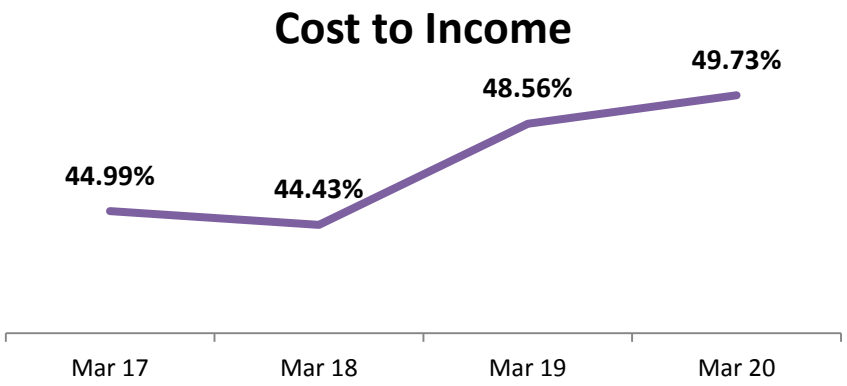


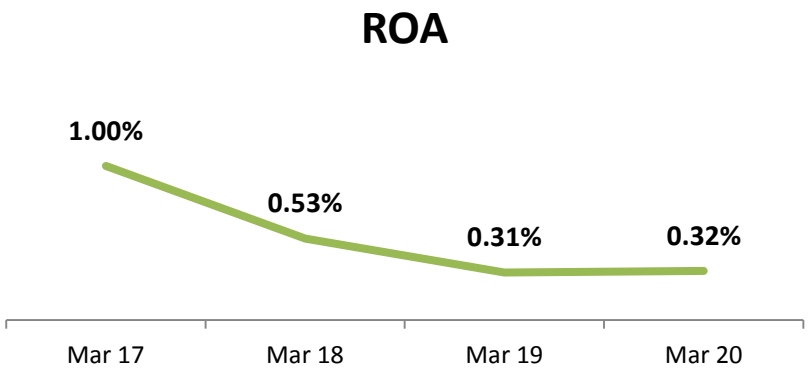


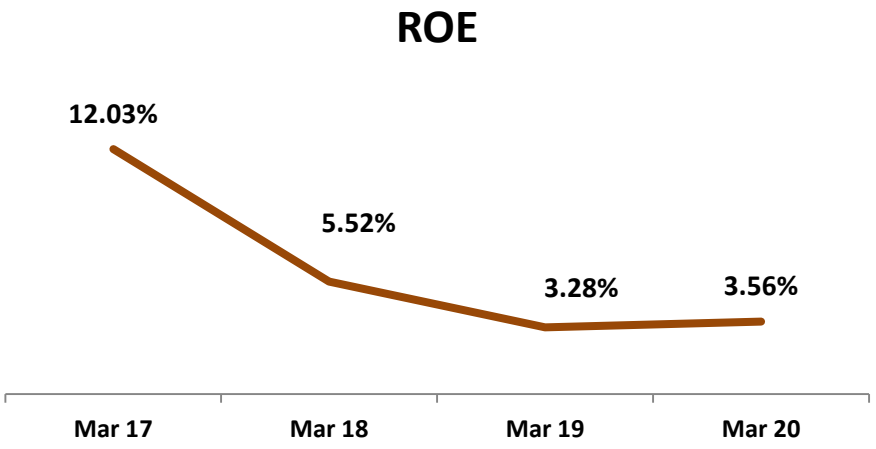
^ NIM for Mar 19 & Dec 19 includes items of non-recurring nature

Key Ratios (12 months)









^ NIM for Mar 19 includes items of non-recurring nature

Profit and Loss A/c (Qtr.)

(Rs. crore)

Particulars-	Q4 FY 19-20	Q4 FY 18-19	YoY (%)	Q3 FY 19-20
Net Interest Income	591	618	(4)	577
Other Income	347	273	27	260
Total Income	**938**	**891**	**5**	**837**
Operating Expenses	438	427	3	452
Operating Profit	**500**	**464**	**8**	**385**
Provisions	429	352	22	365
Credit Related	393	292	34	352
Others	36	60	(40)	13
Profit Before Tax	**71**	**112**	**-**	**20**
Tax	(13)	52	-	5
Net Profit	**84**	**60**	**40**	**15**

Profit and Loss A/c (12 months)

(Rs. crore)

Particulars	Mar 20	Mar 19	YoY (%)
Net Interest Income	2,348	2,363	(1)
Other Income	1,155	963	20
Total Income	**3,503**	**3,326**	**5**
Operating Expenses	1,742	1,615	8
Operating Profit	**1,761**	**1,711**	**3**
Provisions	1,489	1,388	7
Credit Related	1,411	1,293	9
Others	78	95	(18)
Profit Before Tax	**272**	**322**	**(16)**
Tax	37	111	-
Net Profit	**235**	**211**	**11**

(Rs. crore)

Break Up of Other Income

Particulars	Quarter				12 months		
	Mar 20	Mar 19	YoY (%)	Dec 19	Mar 20	Mar 19	YoY (%)
TOTAL NON-INT. INCOME	**347**	**273**	**27**	**260**	**1,155**	**963**	**20**
1) Fee Income	159	163	3	178	658	656	-
2) Investment trading profit	137	57	-	45	340	70	-
3) Forex Income	10	12	(17)	8	37	42	(12)
4) Others*	41	41	-	35	132	194	(32)
5) Profit/(loss) on sale of land, building, other assets etc.	-	-	-	(6)	(12)	1	-

**Includes recoveries from Written Off A/c's –*
Rs.9 crore (FY 19-20) & Rs. 70 crore (FY 18-19)
Rs 1 crore (Q4 FY 19-20) & Rs 10 crore (Q4 FY 18-19)

Healthy Other Income Profile

(Rs. crore)

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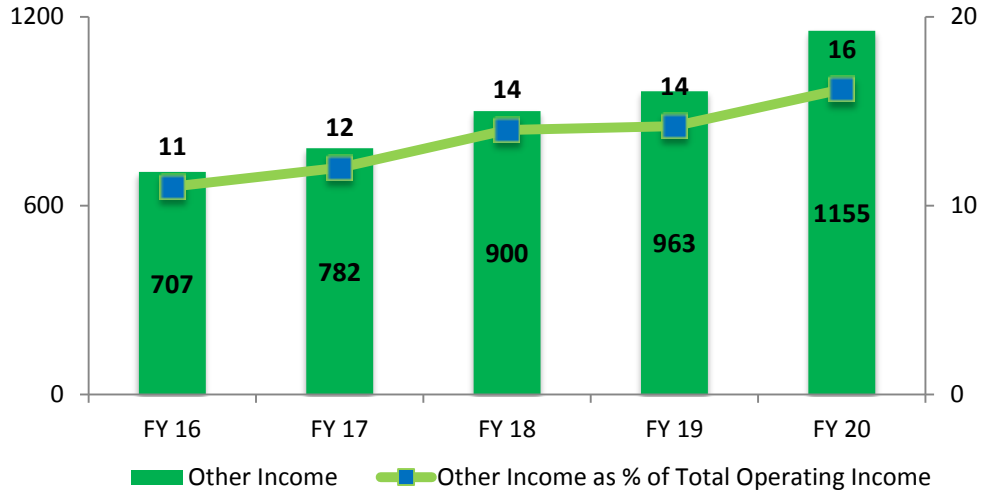
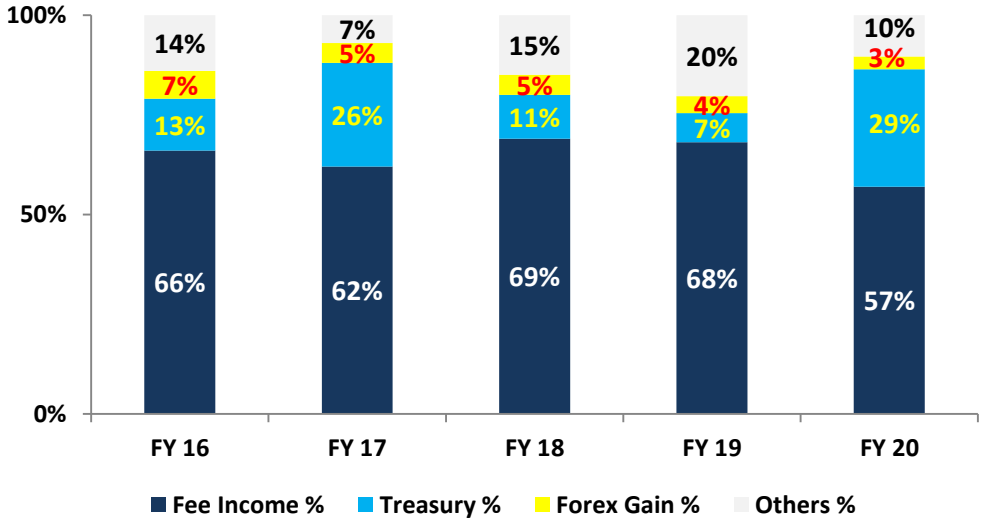
Smart way to bank

Growth in Other Income



- *Non interest income accrues through diverse sources - fee based, e-transactions, third party products etc.*
- *~16% share in total operating income (FY 2019-20)*

~57% of other income comes from fee income



Break Up of Operating Expenses

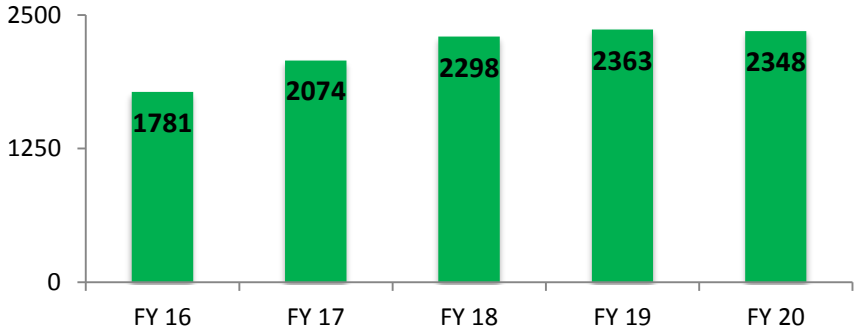
(Rs. crore)

Particulars	Quarter				12 months		
	Mar 20	Mar 19	YoY (%)	Dec 19	Mar 20	Mar 19	YoY (%)
Staff Expenses	215	212	1	225	857	761	13
Of above – Prov. for employee retirement benefits	39	42	(7)	55	180	138	30
Other Operating Expenses	223	215	4	227	885	854	4
TOTAL OPG. EXPENSES	**438**	**427**	**3**	**452**	**1,742**	**1,615**	**8**

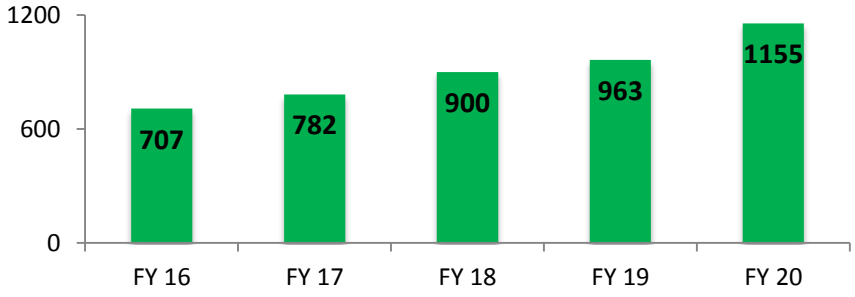
Income – Expenses – Op. Profit

(Rs. crore)

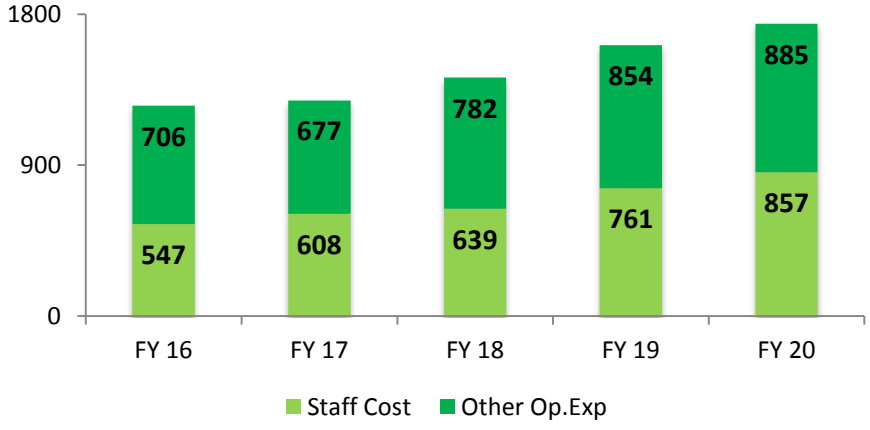
Net Interest Income



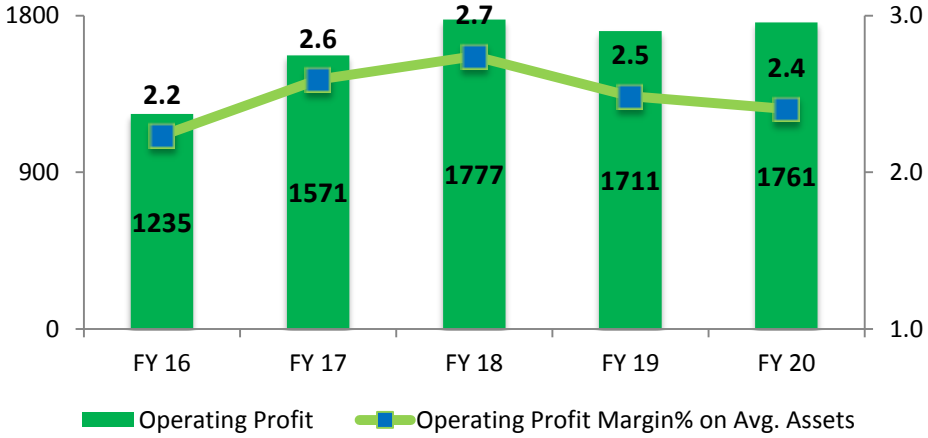
Non Interest Income



Operating Expenses



Opg. Profit Margin

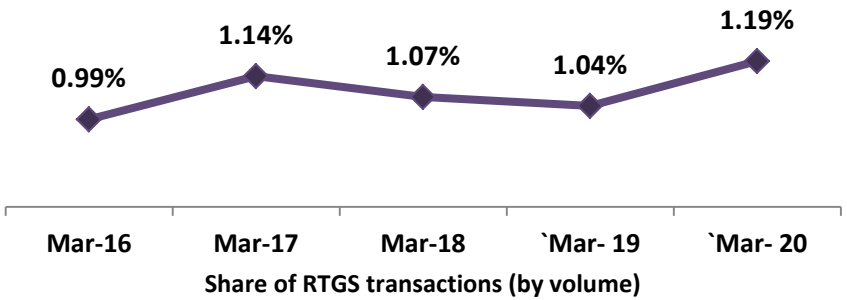


Contents

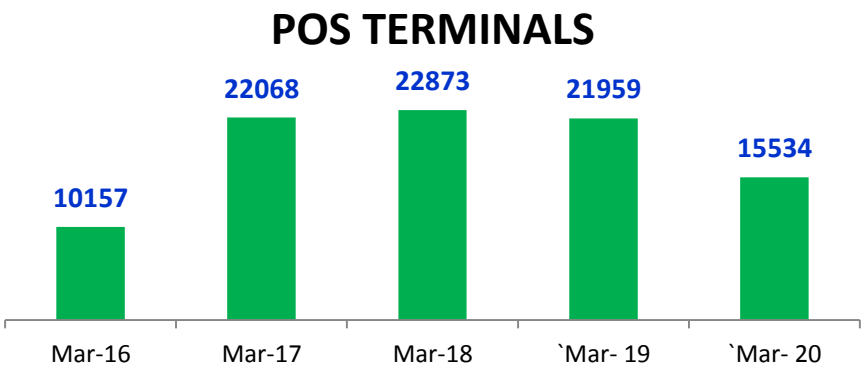
- New Initiatives
- Performance Highlights
- Credit Portfolio Performance
- Financial Performance
- **Other Parameters**

Leveraging Technology - Delivery Channels

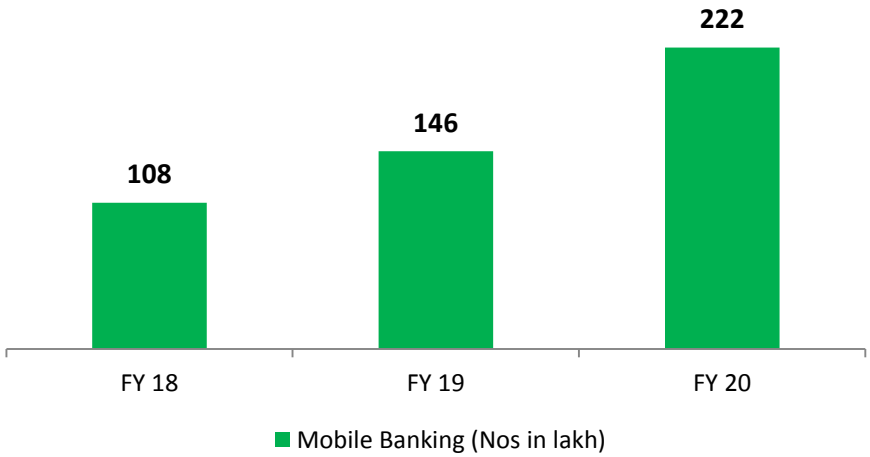
Market share in RTGS transactions



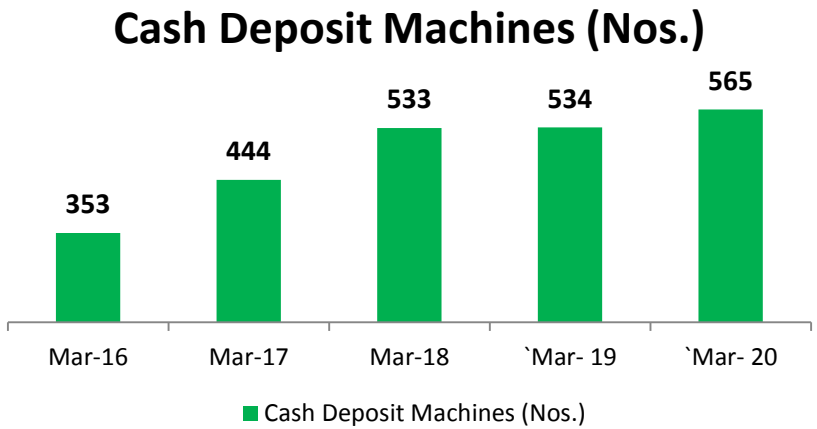
POS Terminals



Exponential growth in Mobile transactions



Cash Deposit Machines



Human Resources

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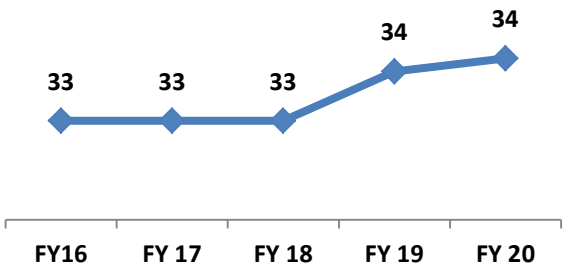
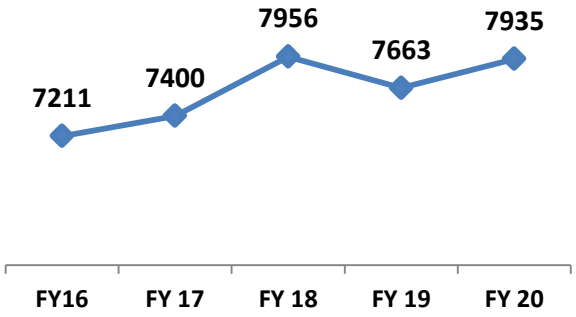
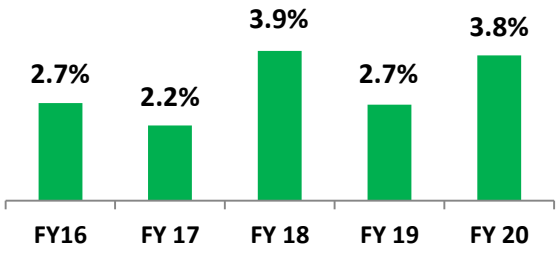
Young workforce…..



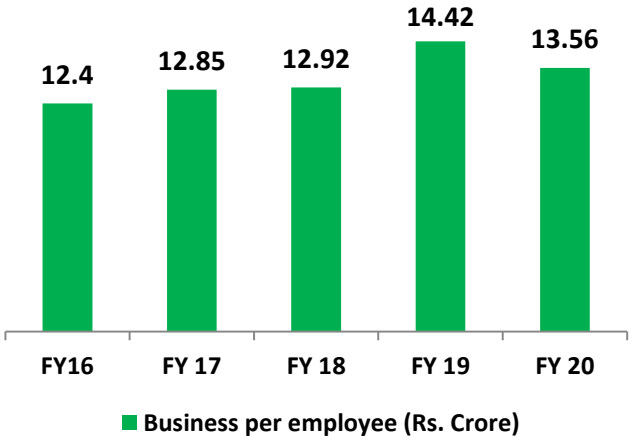
… number of employees…

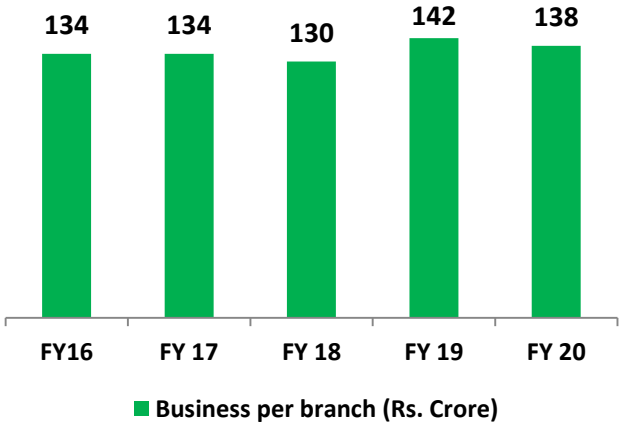


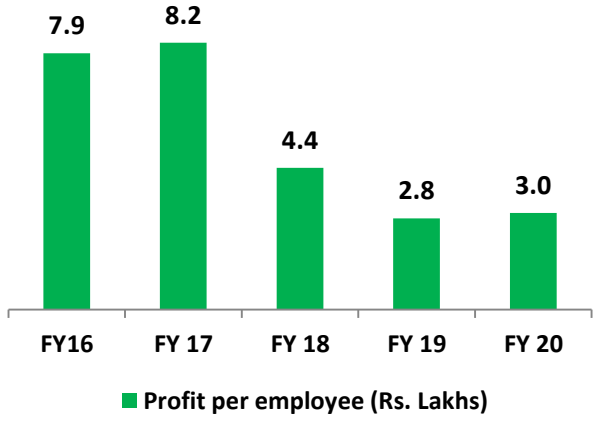
… lower attrition …



… leading to improved productivity







A Decade of Progress

(Rs. crore)

Year	2010-11	2011-12	2012-13	2013-14	2014-15	2015-16	2016-17	2017-18	2018-19	2019-20
Paid up Capital	94	107	107	107	122	122	122	145	160	160
Reserves	2,020	2,601	2,978	3,219	4,124	4,451	4,723	6,066	6,205	6,440
Owned funds	2,114	2,708	3,085	3,326	4,246	4,573	4,845	6,211	6,365	6,600
CRAR - Basel II (%)	14.41	14.33	14.41	12.77	14.63	12.26				
Basel III (%)				12.60	14.62	12.17	12.54	14.43	16.00	17.17
Deposits	24,722	32,112	38,653	43,758	44,690	50,079	53,700	56,890	59,868	59,075
Advances	18,052	24,205	29,706	34,226	36,691	39,476	41,435	45,973	50,616	48,516
Total Business	42,774	56,317	68,359	77,984	81,381	89,555	95,135	102,863	1,10,484	1,07,591
Total Income	2,482	3,621	4,695	5,680	5,977	6,150	6,405	6,600	6,779	7,145
Operating Profit	600	726	849	838	943	1,303	1,571	1,777	1,711	1,761
Net Profit	416	502	550	430	464	568	606	346	211	235
Dividend (%)	120	140	140	130	130	140	130	30	30	-
Branches (No.)	369	451	551	572	629	667	711	790	778	779
EPS (Rs.)	44.90	46.81	51.35	40.08	39.86	46.59	9.95*	4.78	2.64	2.94
Return on Assets (%)	1.71	1.56	1.35	0.86	0.88	1.03	1.00	0.53	0.31	0.32
Book Value(Rs.)	193.04	252.68	287.85	308.91	348.42	375.25	79.51*	85.49	79.56	82.57
No of Employees	4,574	5,673	6,730	7,339	7,197	7,211	7,400	7,956	7,663	7,935

* During the Financial Year 2016-17, one Equity Share face value of Rs.10/- each was subdivided into five Equity Shares of face value Rs.2/- each

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Thank You