

ओरियन्टल बैंक ऑफ़ कॉमर्स (भारत सरकार का उपक्रम) मर्चेन्ट बैंकिंग प्रभाग, प्रधान कार्यालय प्रथम तल, प्लॉट सं.5, सेक्टर-32, इंस्टीट्यूशनल एरिया, गुडगांव-122001, टेलि.सं.- 0124-4126285-86 फैक्स- 0124-4126574 ई-मेल- mbd@obc.co.in		Oriental Bank of Commerce (A GOVERNMENT OF INDIA UNDERTAKING) Merchant Banking Division, Corporate Office 1 st Floor, Plot No.5, Institutional Area, Sector - 32 Gurgaon -122001 (Haryana) Tel.: 0124-4126285-86 Fax : 0124-4126574 E-mail: mbd@obc.co.in
---	---	--

HO/MBD/2018

04.12.2018

Scrip Code: ORIENTBANK	Scrip Code: 500315
The Executive Director, National Stock Exchange of India Ltd., Exchange Plaza, 5 th Floor, Bandra Kurla Complex, Bandra (E), Mumbai-400051	General Manager, Dept. of Corporate Services, Bombay Stock Exchange Limited, Phiroze Jeejeebhoy Towers, Mumbai-400001

Dear Madam / Sir,

Reg: Schedule of Analysts / Institutional Investors Meet

In terms of Regulation 30, Regulation 46 and Schedule III, Part A and other applicable provisions of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, read with corresponding circulars and notifications issued thereunder, it is hereby informed that the representatives of the Bank will be meeting certain Analysts / Institutional investors from December 5, 2018 to December 7, 2018 (both days inclusive) at Mumbai.

A copy of the corporate presentation is attached. Furthermore, the presentation of the Bank is available on the website of the Bank at www.obcindia.co.in

This is for your information and record.

Thanking you,



Company Secretary
Enclosed: as above



ओरियन्टल बैंक ऑफ़ कॉमर्स
Oriental Bank of Commerce

CORPORATE PRESENTATION

December 2018



Prepaid Card | M-pay | Debit Cards | Internet Banking | Bhlm AAdhaar

Visit our website : www.obcindia.co.in | Connect at "OBC india"





This presentation has been prepared by Oriental Bank of Commerce (the “**Bank**”) for general information purposes only, without regard to any specific objectives, suitability, financial situations and needs of any particular person and does not constitute any recommendation or form part of any offer or invitation, directly or indirectly, in any manner, or inducement to sell or issue, or any solicitation of any offer to purchase or subscribe for, any securities of the Bank, nor shall it or any part of it or the fact of its distribution form the basis of, or be relied on in connection with, any contract or commitment therefor. This presentation does not solicit any action based on the material contained herein. Nothing in this presentation is intended by the Bank to be construed as legal, accounting or tax advice. This presentation has been prepared by the Bank based upon information available in the public domain. This presentation has not been approved and will not or may not be reviewed or approved by any statutory or regulatory authority in India or by any Stock Exchange in India.

This presentation contains certain forward-looking statements relating to the business, financial performance, strategy and results of the Bank and/ or the industry in which it operates. Forward-looking statements are statements concerning future circumstances and results, and any other statements that are not historical facts, sometimes identified by the words including, without limitation "believes", "expects", "predicts", "intends", "projects", "plans", "estimates", "aims", "foresees", "anticipates", "targets", and similar expressions. The forward-looking statements, including those cited from third party sources, contained in this presentation are based on numerous assumptions and are uncertain and subject to risks. The actual results could differ materially from those projected in any such forward-looking statements because of various factors. Neither the Bank nor its subsidiary or affiliates or advisors or representatives nor any of its or their parent or subsidiary undertakings or any such person's officers or employees guarantee that the assumptions underlying such forward-looking statements are free from errors nor does either accept any responsibility for the future accuracy of the forward-looking statements contained in this presentation or the actual occurrence of the forecasted developments. Given these uncertainties and other factors, viewers of this presentation are cautioned not to place undue reliance on these forward-looking statements.

The information contained in these materials has not been independently verified. None of the Bank, its directors, its subsidiary or affiliates, nor any of its or their respective employees, advisers or representatives or any other person accepts any responsibility or liability whatsoever, whether arising in tort, contract or otherwise, for any errors, omissions or inaccuracies in such information or opinions or for any loss, cost or damage suffered or incurred howsoever arising, directly or indirectly, from any use of this presentation or its contents or otherwise in connection with this presentation, and makes no representation or warranty, express or implied, for the contents of this presentation including its accuracy, fairness, completeness or verification or for any other statement made or purported to be made by any of them, or on behalf of them, and nothing in this presentation or at this presentation shall be relied upon as a promise or representation in this respect, whether as to the past or the future. Past performance is not a guide for future performance. The information contained in this presentation is current, and if not stated otherwise, made as of the date of this presentation. The Bank undertakes no obligation to update or revise any information in this presentation as a result of new information, future events or otherwise. Any person/ party intending to provide finance/ invest in the shares/ businesses of the Bank shall do so after seeking their own professional advice and after carrying out their own due diligence procedure to ensure that they are making an informed decision.

This presentation is not a prospectus, a statement in lieu of a prospectus, an offering circular, an advertisement or an offer document under the Companies Act, 2013, as amended, the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2018, or any other applicable law in India.

This presentation is strictly confidential and may not be copied or disseminated, in whole or in part, and in any manner or for any purpose. No person is authorized to give any information or to make any representation not contained in or inconsistent with this presentation and if given or made, such information or representation must not be relied upon as having been authorized by any person. Failure to comply with this restriction may constitute a violation of the applicable securities laws. This presentation is not intended for distribution or publication in the United States. Neither this document nor any part or copy of it may be distributed, directly or indirectly, in the United States. The distribution of this presentation in certain jurisdictions may be restricted by law and persons in to whose possession this presentation comes should inform themselves about and observe any such restrictions. By reviewing this presentation, you agree to be bound by the foregoing limitations.

This presentation is not an offer to sell or a solicitation of any offer to buy the securities of the Bank in the United States or in any other jurisdiction where such offer or sale would be unlawful. Securities may not be offered, sold, resold, pledged, delivered, distributed or transferred, directly or indirectly, in to or within the United States absent registration under the Securities Act of 1933, as amended (the “**Securities Act**”) and in compliance with any applicable securities laws of any state or other jurisdiction of the United States. The Bank’s securities have not been and will not be registered under the Securities Act.

- 1 Overview
- 2 Transformation & Turnaround Plan
- 3 Performance Highlights
- 4 Asset Quality Analysis
- 5 Financial Statements
- 6 Digital Penetration



ABOUT THE BANK

Overview

- Established in 1943 as the Oriental Bank of Commerce Limited at Lahore.
- First bank to go public with IPO in 1994 followed by FPO in 2005
- Operational for more than 75 years, offering a broad variety of wholesale and retail banking products and services
- Business is principally divided into:
 - (a) Retail Banking
 - (b) Agricultural & MSME Banking
 - (c) Corporate / Wholesale Banking
 - (d) Treasury Operations
 - (e) Other Banking Services

Achievements



'First time entered the World's most aluable 500 banking brands 2018 list concluded by Brand Finance'



"Bank is among the leading public sector banks in implementing EASE reforms agenda framework of "Responsive and Responsible PSBs"



"Best Performing Bank – Public Sector Bank for the APY during FY2017-18"

Bank's Reach (As on 30th September 2018)



2,387 Branches



23.1 Million Customers



Across 26 States & 5 U.Ts.

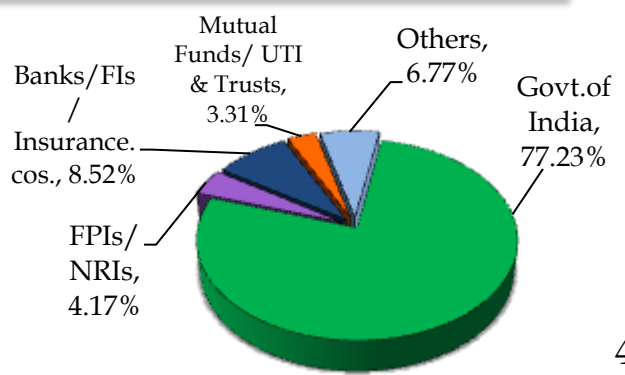


2,635 ATMs



22,199 Workforce

Shareholding Pattern





QUARTERLY UPDATE

	Q2FY19		Q1FY19
Gross NPA	INR 256,733 Mn	↓	INR 261,413 Mn
Net NPA	INR 137,952 Mn	↓	INR 142,620 Mn
Fresh Slippages	INR 14,512 Mn	↓	INR 28,312 Mn
Recovery and Upgradation	INR 11,555 Mn	↑	INR 10,229 Mn
PCR	65.31%	↑	64.59%
Credit Risk Weight Factor	76%	↓	79%
Capital Adequacy	10.35%	↑	10.25%
CASA	30.97%	↔	31.40%
NIM	2.58%	↓	2.82%
Credit Cost (Ann.)	2.69 %	↓	3.29 %
Cost to Income	50.19%	↓	59.72%
Retail Advances	INR 280,117 Mn	↑	INR 263,444 Mn

- 1) Asset quality showing signs of improvement.
- 2) Improved Recovery and Enhanced PCR.

- 1) Share of CASA increased from sub 25% in FY'15 to 31% in H1FY'19.
- 2) Bank is consistently maintaining targeted NIM above 2.50% in FY19.

Bank has adopted a new vertical structure leading to operational efficiency .

- 1) Advance portfolio predominantly driven by Retail.
- 2) Credit Cost Contained.

EXPERIENCED AND PROFESSIONAL MANAGEMENT TEAM



Mukesh Kumar Jain
Managing Director and
Chief Executive Officer

- Joined as Managing Director and Chief Executive Officer of Oriental Bank of Commerce on July 15, 2017.
- A Post Graduate in Economics from Delhi School of Economics and a qualified Chartered Accountant
- Prior experience includes association with Punjab & Sind Bank as an Executive Director and also association with Dena Bank as Chief General Manager heading the positions of Chief Financial Officer, Chief Strategist for Business Development.
- Over 32 years of wide and varied exposure both at Operational and Administrative levels covering the entire gamut of Banking including areas such as finance, Audit, Business Process Reengineering (BPR), Investor Relations etc.



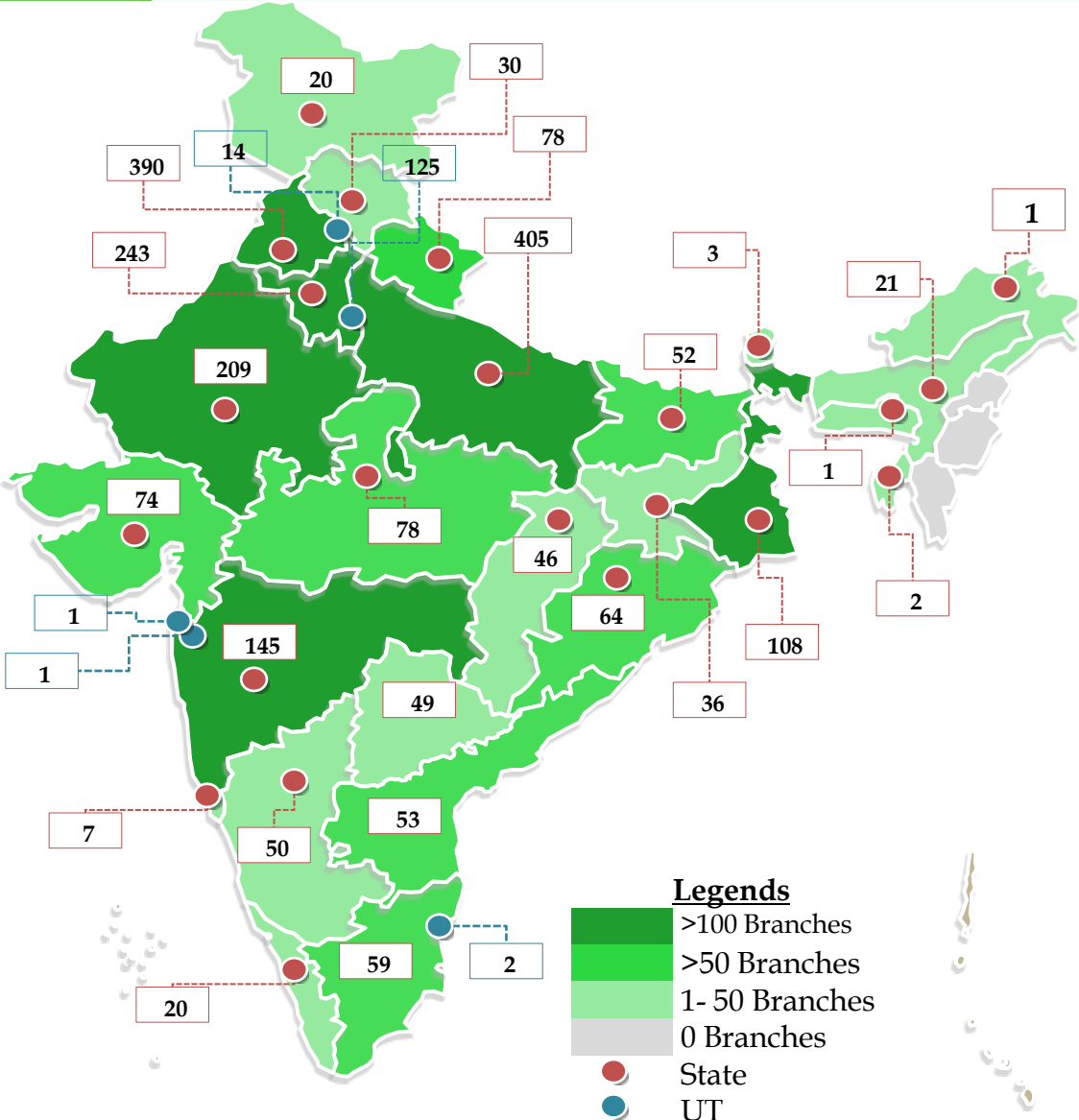
Vijay Dube
Executive Director

- Joined as the Executive Director of Oriental Bank of Commerce on November 1, 2018
- An MBA from FMS Delhi, University of Delhi and also holds a Post-Graduate degree in Statistics from Lucknow University.
- Over 34 years of experience in the banking sector.
- Prior experience includes association with Punjab National Bank and Vijaya Bank. Also served as CVO of IFICI Limited, Oriental Insurance Company Limited and the erstwhile State Bank of Mysore.

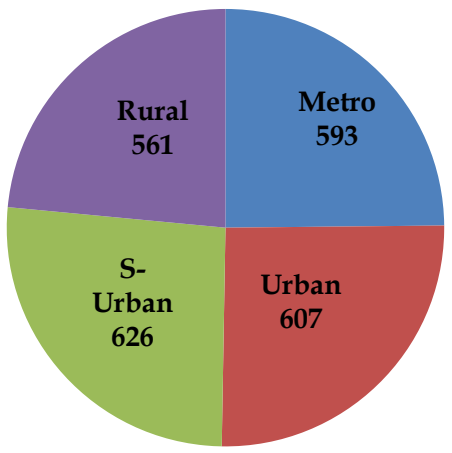


WIDE DISTRIBUTION NETWORK ACROSS INDIA

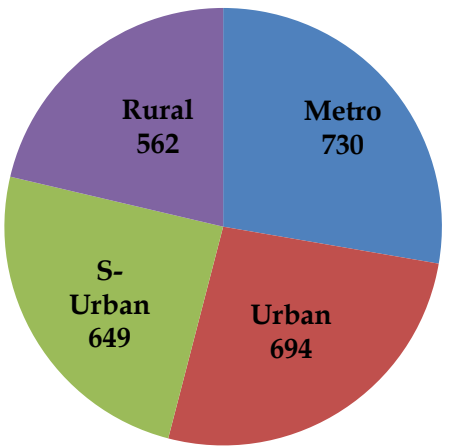
As on Sep'18



No. of Branches- 2,387



No. of ATMs- 2,635





TRANSFORMATION JOURNEY

1) Vertical Organization Structure

- Bank has transformed into a new vertical structure.
- Specialized verticals have been created for Retail, MSME, Recovery, CASA and Forex Business which have enabled quicker decision making and improved compliance
- ~90 % of the Bank's total business falls under this structure

2) Shift from Corporate to Retail Focus

- Leveraging 23.1 million strong retail client base across 2,387 branches to augment growth in Retail Advances and generating cross selling opportunities
- New products, improved lending processes and distribution channels for retail segment
- Modernization and Upgradation of ~500 branches is under implementation to enhance customer experience
- Digitisation of Retail Lending Processes
- Share of RAM credit has increased from 45.24% in FY15 to 51.42% to H1FY'19



3) Capital Optimization

- Capital optimized credit growth.
- Credit RWA have contained by 18% from FY'15 to H1FY'19.
- Share of A & better rated portfolio (>₹100 million) increased from 32% in FY'15 to 45% in H1FY'19.

4) Focus on improving fee income

- Dedicated Fee Based Vertical created.

5) Focus on Recovery and Resolution

- Created a dedicated Stressed Asset Management Vertical for cases above ₹100 million.
- 6 Field GMs, 67 dedicated clusters and 4000 strong recovery workforce deployed for resolution and recovery
- Recovery and Resolution of ₹35,038 million in H1FY19 (against ₹31,613 million during FY'18)

6) Technology Led Service Delivery

- Share of Digital Transactions has increased from 50.6% in FY15 to 68.9% as on H1FY'19.



Profit Maximisation

Asset Growth
Retail/ MSME

RAROC Pricing

Recovery & Resolution

Improvement in NIM

**Rationalisation of
Cost**

Credit Cost

Branch Rationalisation/
Space Audit

Reduction in
Operational Cost &
Leveraging Technology

Increase CASA

Non- Interest Income

Fee Based Income

Treasury & Forex Linked
Products

Trade Finance

New Third Party
Products (TPP)

Asset Utilisation

Monetisation of
Strategic Investment

Sale of Real Estate

Capital Optimisation
(Reduction of Credit
RWA)

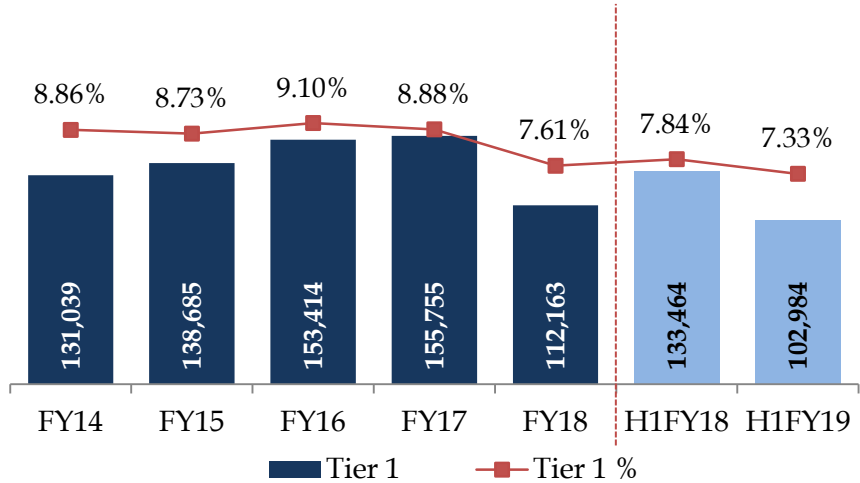
Increase in Non
Corporate Credit



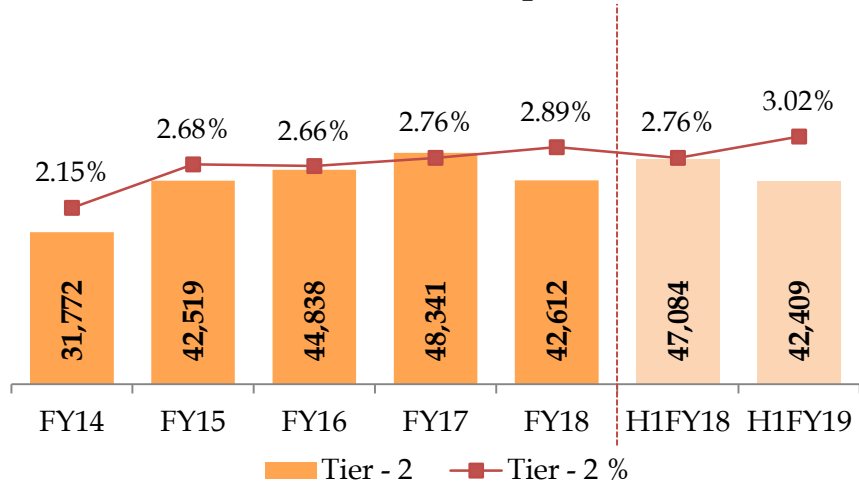
CAPITAL ADEQUACY (BASEL III)

(₹ in Million)

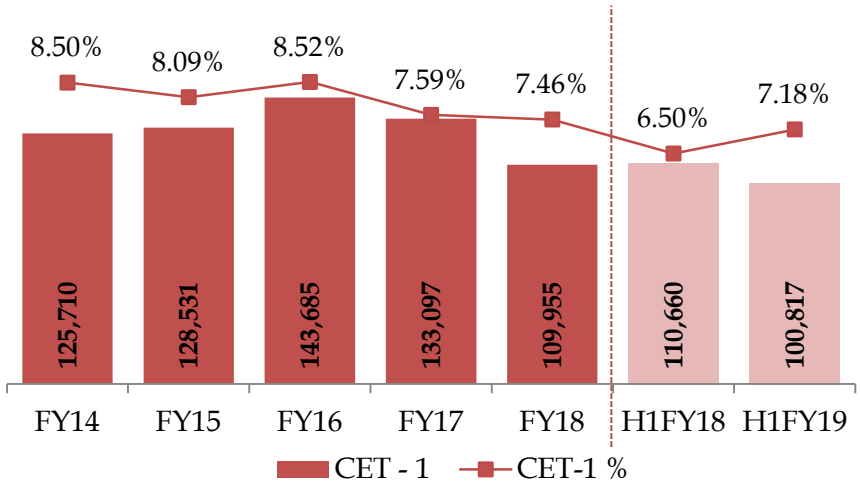
Tier 1 - Capital



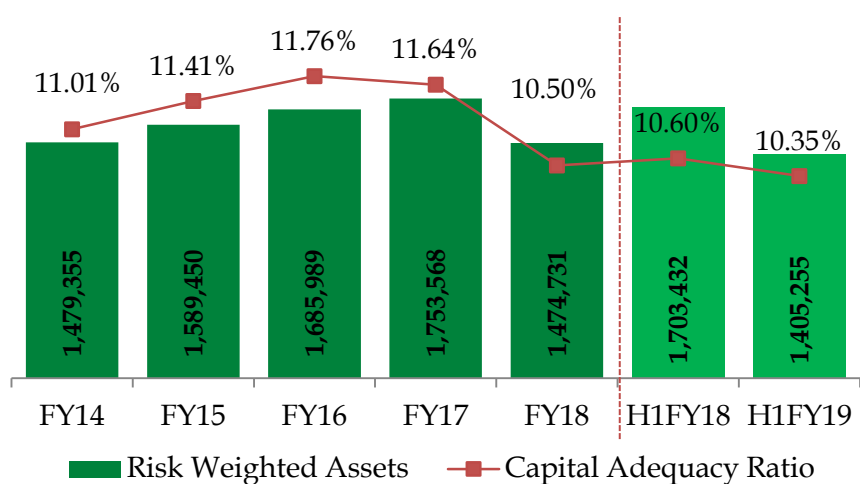
Tier 2 - Capital



CET 1 - Capital



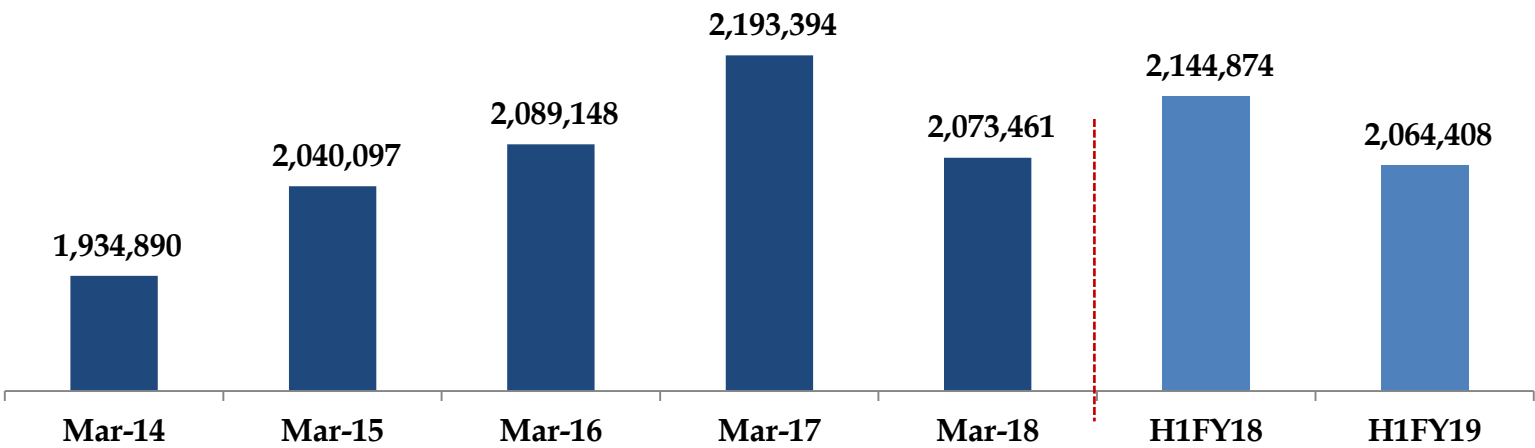
RWA and Capital Adequacy Ratio



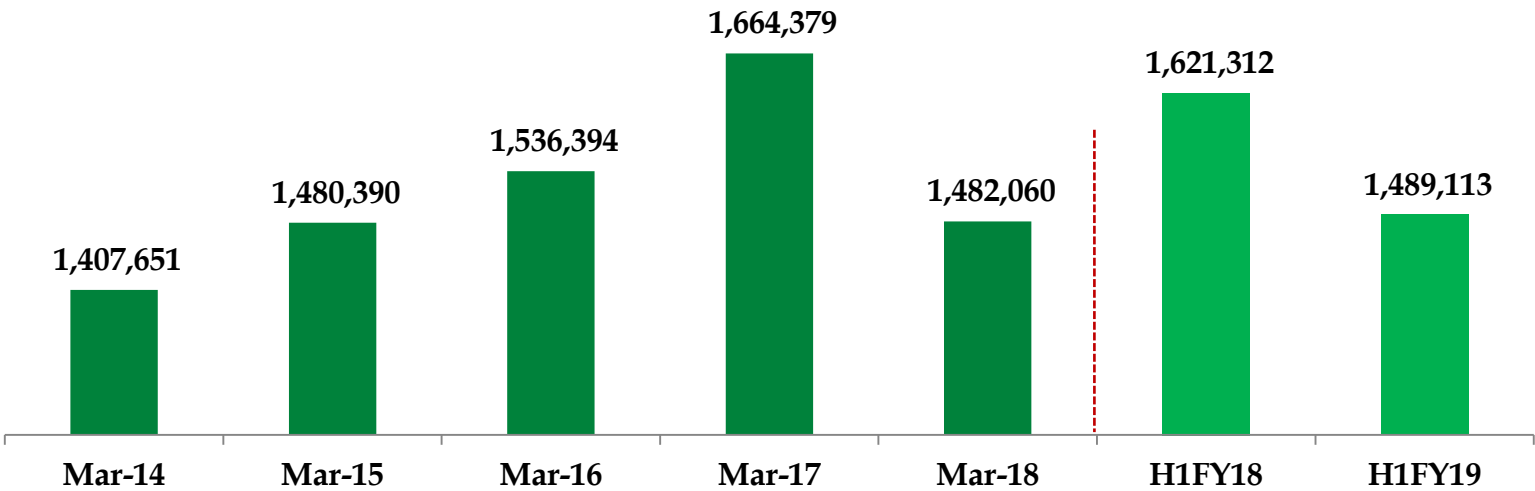


(₹ in Million)

Total Deposits



Total Advances

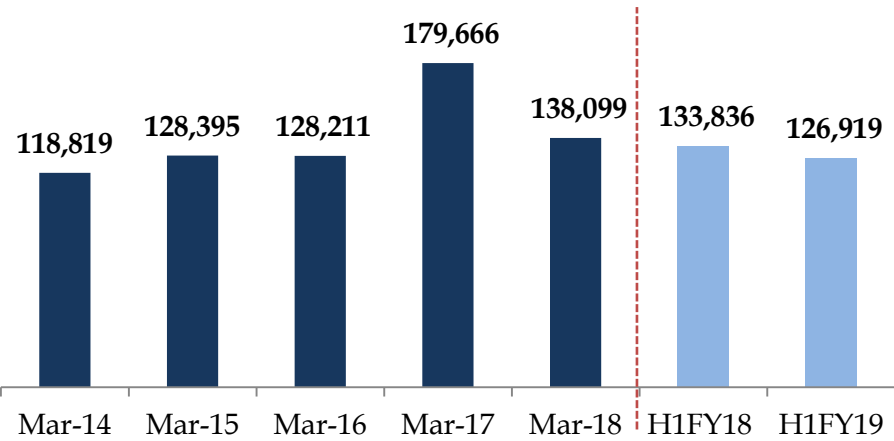




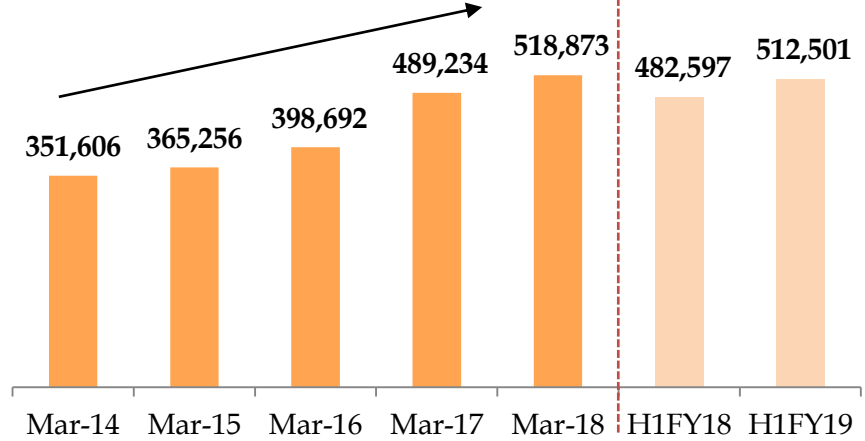
LIABILITY TRENDS

(₹ in Million)

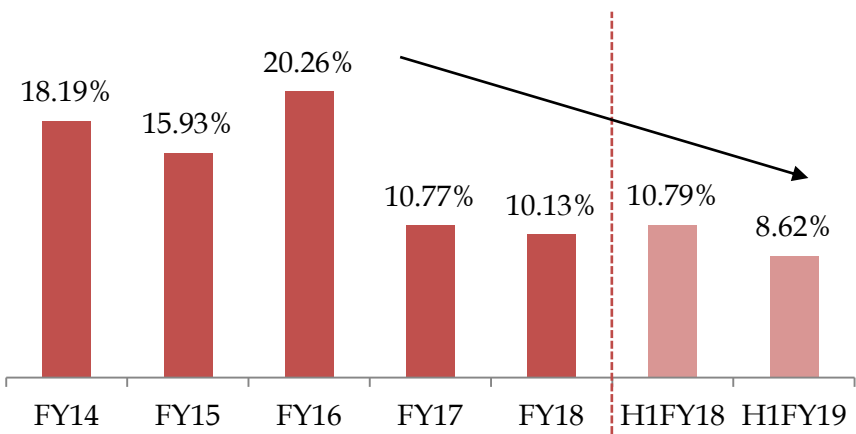
Current Deposits



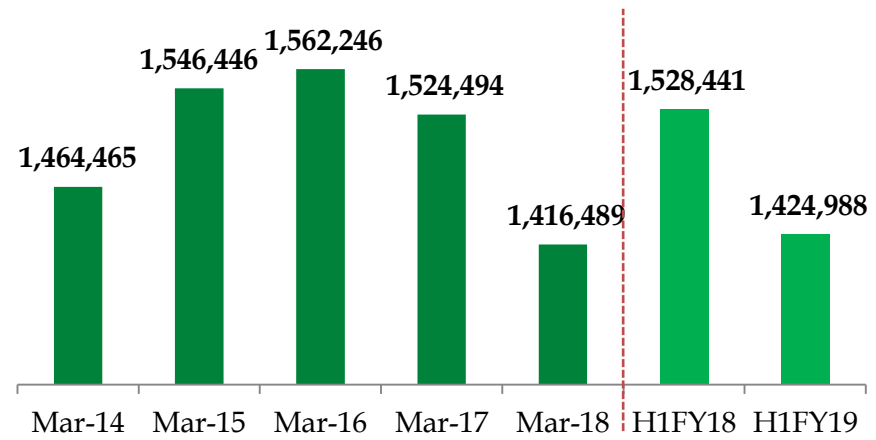
Savings Bank



Shredding of Bulk Deposits



Term Deposits



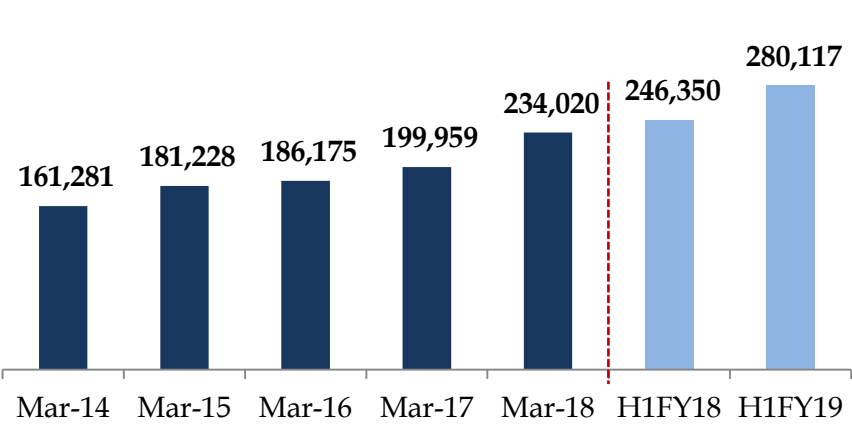
* Bulk Deposits (> INR 5 crs) as % of total deposits



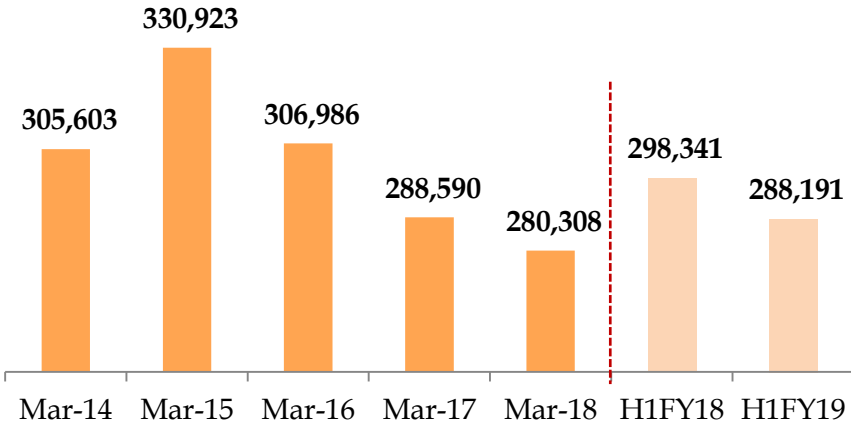
DISTRIBUTION OF ADVANCES

(₹ in Million)

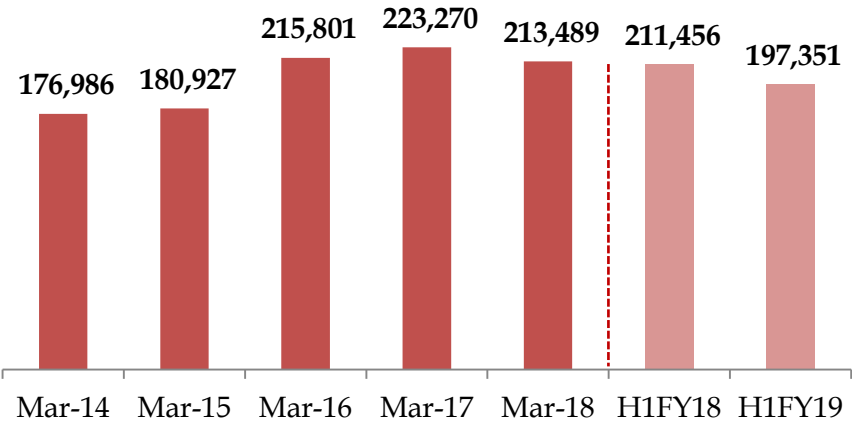
Retail



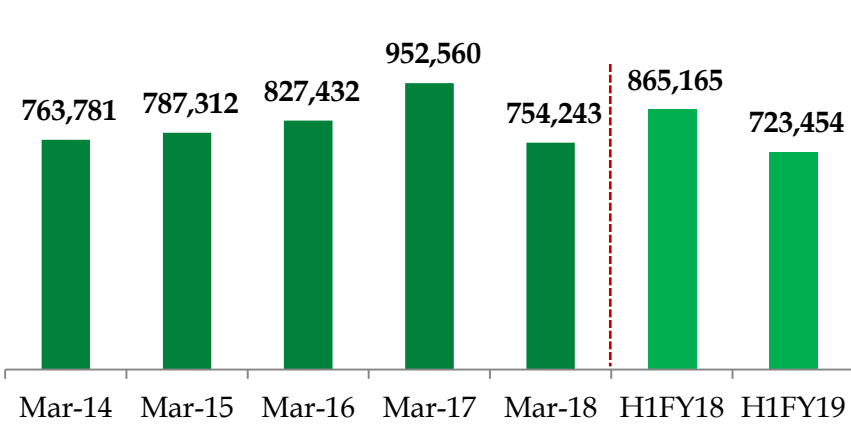
MSME



Agriculture (Excluding RIDF)



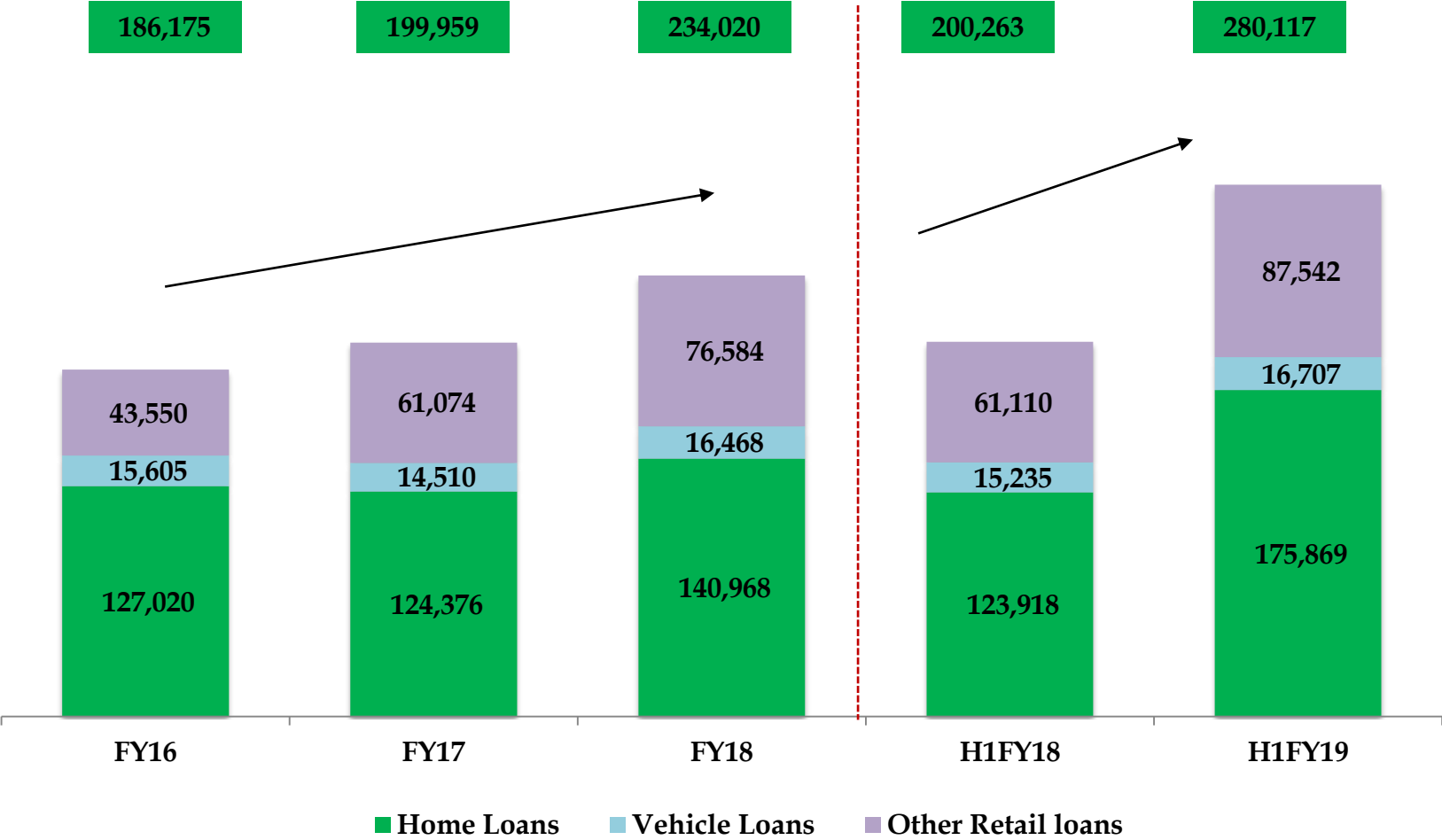
Corporate/Others





INCREASED FOCUS ON RETAIL LENDING

(₹in Million)
Excl. IBPC

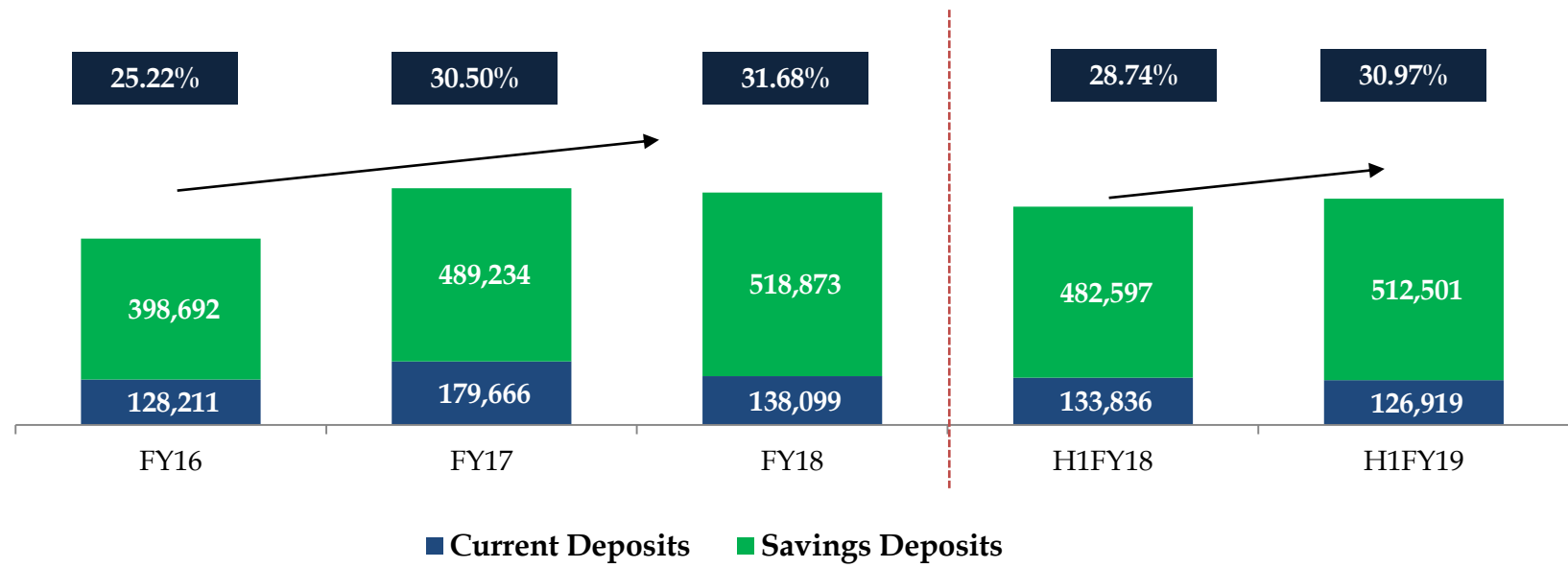




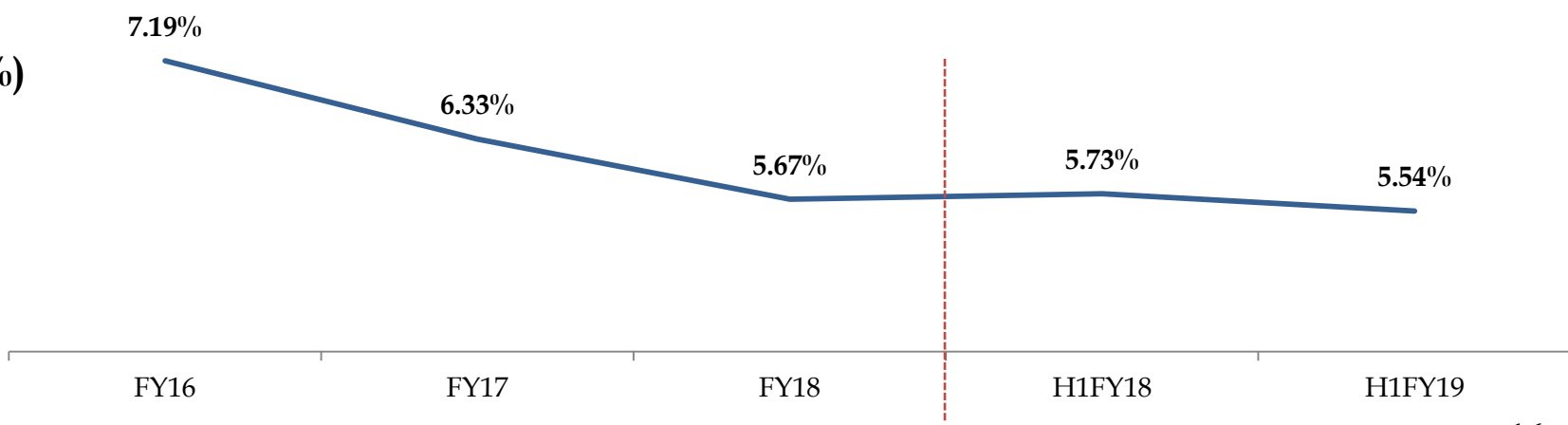
IMPROVEMENT IN CASA AND DECLINING COST OF DEPOSITS

(₹in Million)

CASA (%)

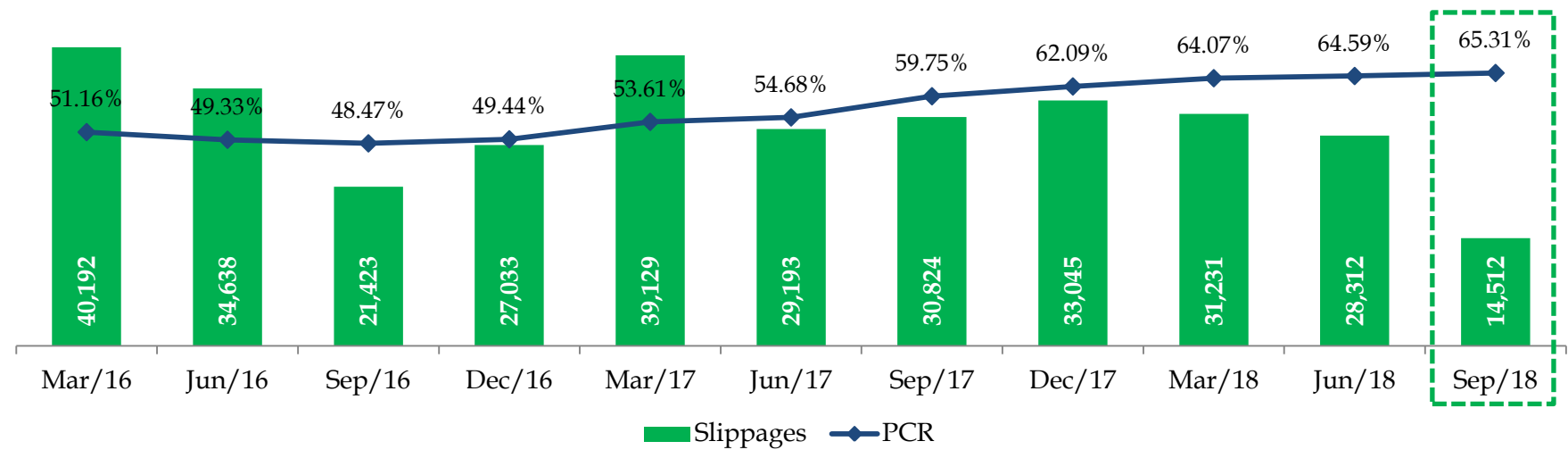
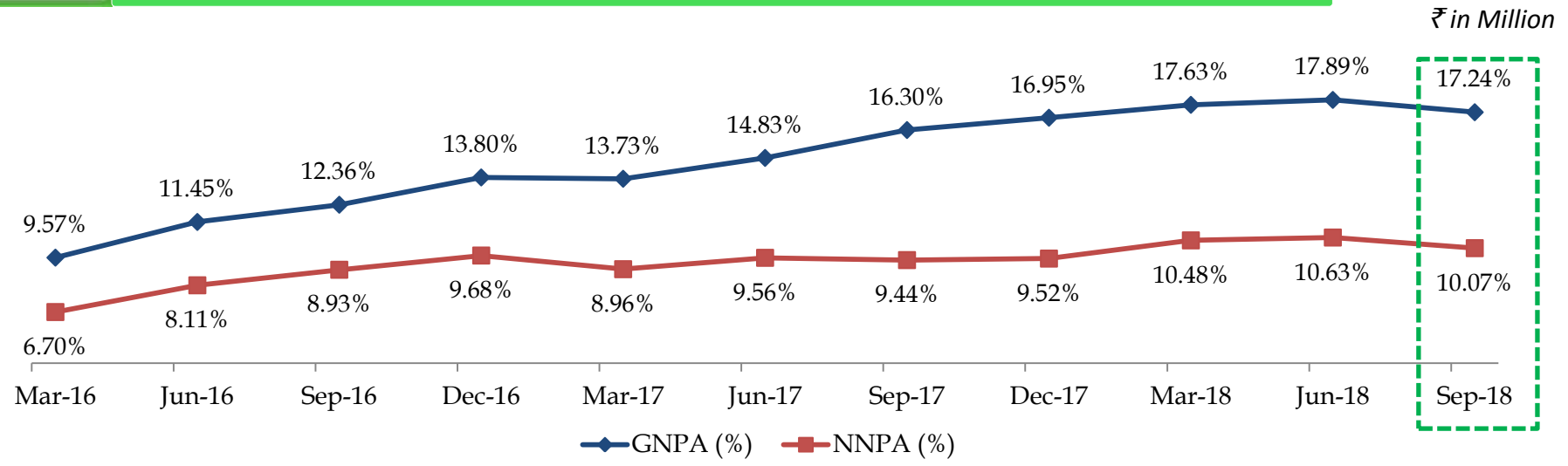


Cost of Deposit (%)





ASSET QUALITY DETERIORATION NEARING PEAK





NON-PERFORMING ASSETS

(₹ in Million)

Sr. No.	Parameters	Sep-18	Jun-18	Sep-17	Variation	
					Q2<>Q1	Y-o-Y
1	Gross NPA	256,733	261,413	264,319	(1.79%)	(2.87%)
2	Gross NPA as a % of Gross Advances	17.24%	17.89%	16.30%	(65 bps)	94 bps
3	Net NPA	137,952	142,620	141,283	(3.27%)	(2.36%)
4	Net NPA as a % of Net Advances	10.07%	10.63%	9.44%	(56 bps)	63 bps
5	Provision Coverage Ratio	65.31%	64.59%	59.75%	72 bps	556 bps

(₹ in Million)

Sr. No.	Particular	Sep 18 Q2	Jun 18 Q1	Sep-17 Q2
1	Opening Gross NPAs	261,413	261,336	244,095
2	Recovery in Ledger Balance	10,164	13,120	5,369
3	Up gradation	1,125	3,136	762
4	Write Off	7,903	11,980	4,469
5	Total Reduction (2+3+4)	19,192	28,236	10,600
6	Fresh Addition	14,512	28,312	30,824
7	Closing Gross NPAs	256,733	261,412	264,319
8	Provision	118,781	118,792	123,036
9	Closing Net NPAs	137,952	142,620	141,283
10-a	Cash Recovery in Bad Debt Written-off	3,202	804	561
10-b	Cash Recovery in Recorded Interest	419	3,069	184
10-c	Total Cash Recovery in Revenue i.e.(10a+10b)	3,621	3,873	745
11	Total Recovery including upgradation (2+3+10c)	14,910	20,129	6,876

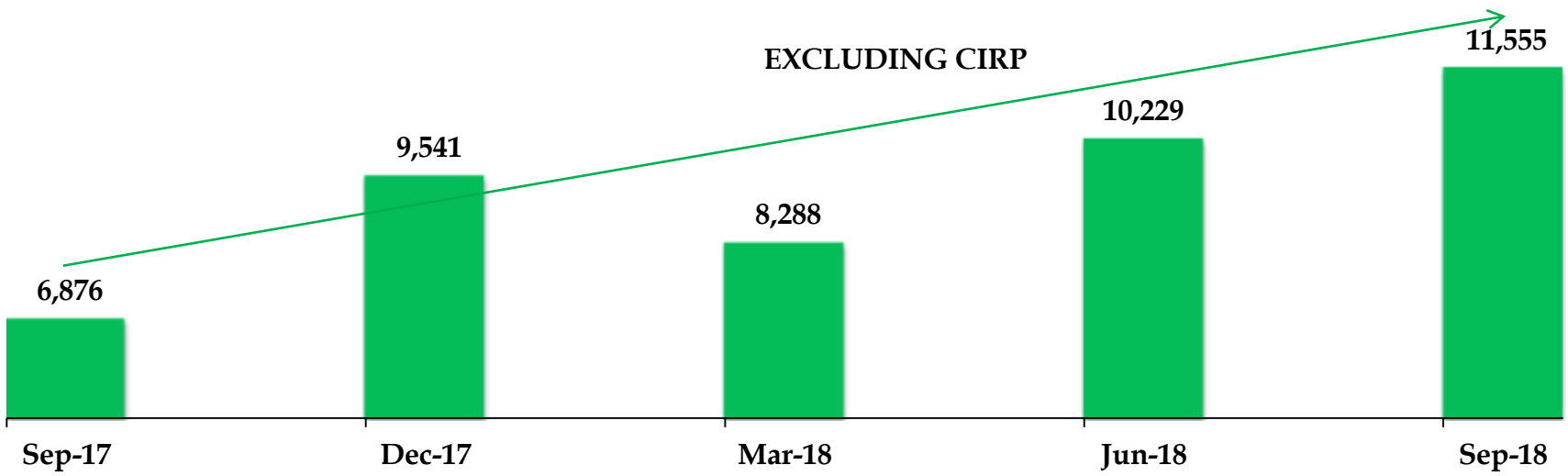
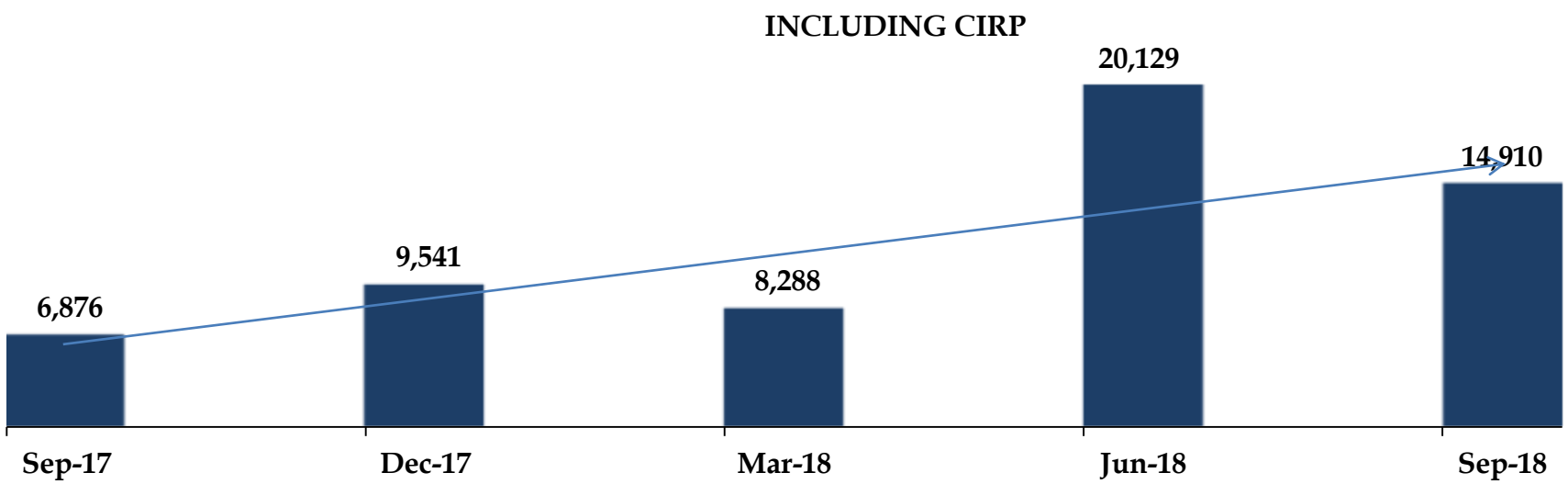
(₹ in Million)

Sn	Particular	Sep 18 H1	Mar 18 H2	Sep-17 H1
1	Opening Gross NPAs	261,336	264,319	228,592
2	Recovery in Ledger Balance	23,284	13,368	8,980
3	Up gradation	4,261	2,355	3,278
4	Write Off	19,884	51,537	12,032
5	Total Reduction (2+3+4)	47,429	67,260	24,290
6	Fresh Addition	42,825	64,277	60,017
7	Closing Gross NPAs	256,732	261,336	264,319
8	Provision	118,781	118,508	123,036
9	Closing Net NPAs	137,951	142,828	141,283
10-a	Cash Recovery in Bad Debt Written-off	4,006	1,638	999
10-b	Cash Recovery in Recorded Interest	3,488	469	528
10-c	Total Cash Recovery in Revenue i.e.(10a+10b)	7,494	2,107	1,527
11	Total Recovery including upgradation (2+3+10c)	35,039	17,830	13,785



RECOVERY AND UPGRADATION (QUARTERLY)

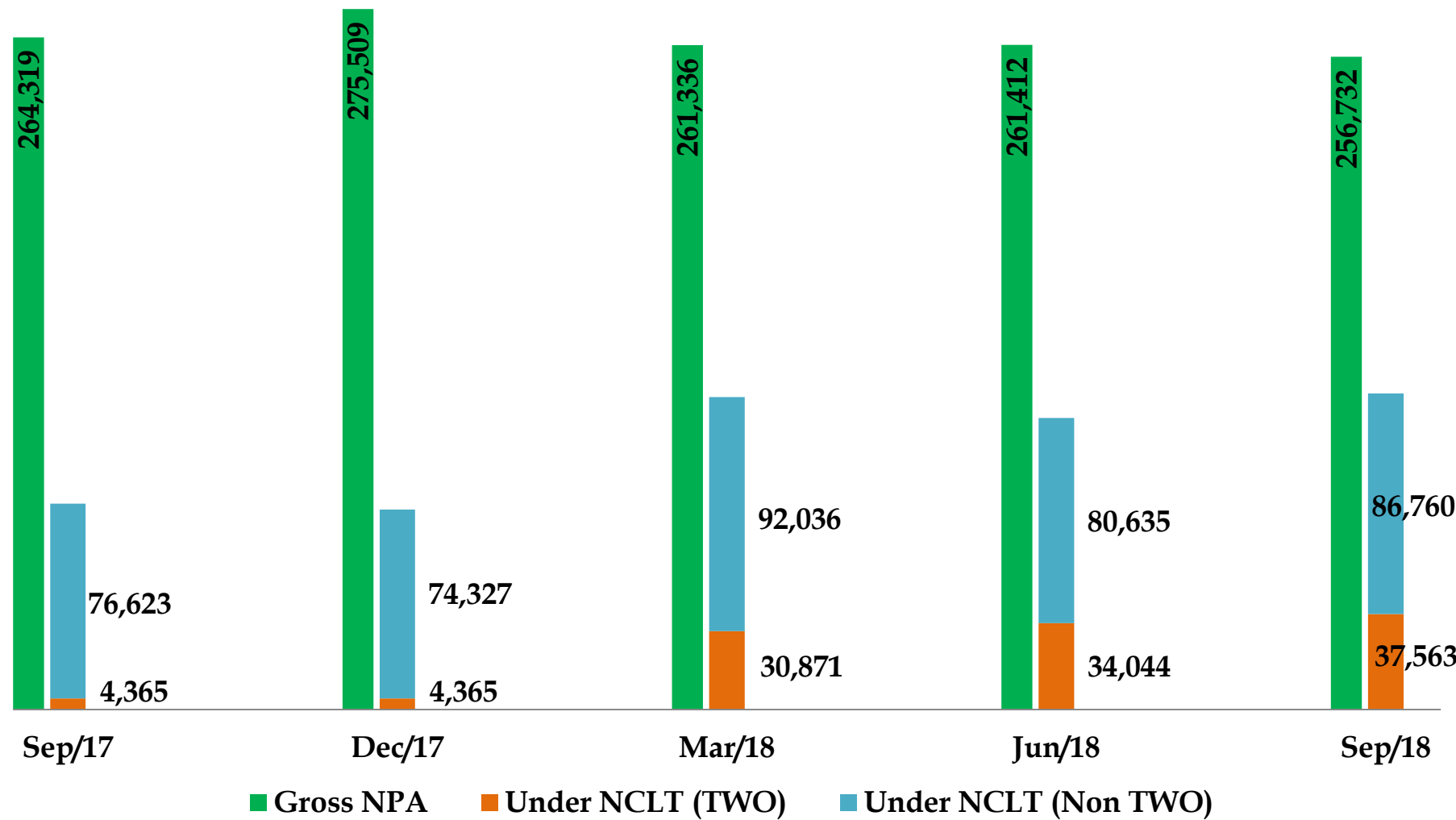
(₹in Million)





QUANTUM OF NPA REFERRED TO NCLT

(₹ in Million)



(₹ in Million)

Parameters	RBI 1 st List	RBI 2 nd List	Total	Cases filed by other Banks/ Others	Cases filed by our Bank	Grand Total
Number of accounts referred under IBC	9	16	25	60	39	124
No of Cases where Resolution Plan has been approved	3	1	4	1	-	5
Number of accounts referred under IBC as on 30 th Sep 2018	6	15	21	59	39	119
Outstanding as on 30 th Sep 2018	33,637	25,379	59,016	34,315	30,992	124,323
Provision made till 30 th Sep 2018	24,975	17,807	42,782	26,100	24,389	93,271
Provision Coverage as on 30 th Sep, 2018 in these account	74.25%	70.17%	72.49%	76.06%	78.70%	75.02%

(₹ in Million)

Sector/ Industries	As on 30.09.2018				As on 30.06.2018				As on 30.09.2017			
	O/s	NPA	% of NPA to O/s	% of NPA to Gross NPA	O/s	NPA	% of NPA to O/s	% of NPA to Gross NPA	O/s	NPA	% of NPA to O/s	% of NPA to Gross NPA
Retail	280,117	4,820	1.72%	1.88%	263,444	5450	2.07%	2.08%	246,350	5483	2.23%	2.07%
Agriculture (Excl. RIDF)	197,351	30,900	15.66%	12.04%	203,222	32,780	16.13%	12.54%	211,456	21,795	10.31%	8.25%
MSME (Excl. SIDBI Investments)	288,191	34,904	12.11%	13.60%	273,610	33,400	12.21%	12.78%	298,341	38,470	12.89%	14.55%
Total RAM	765,659	70,624	9.22%	27.51%	740,276	71,630	9.68%	27.40%	756,147	65,748	8.70%	24.87%
Others	723,454	186,060	25.72%	72.47%	721,311	189,730	26.30%	72.58%	865,165	198,540	22.95%	75.11%
Total Advances	1,489,113	256,730	17.24%	100.00%	1,461,587	261,410	17.89%	100.00%	1,621,312	264,318	16.30%	100.00%

(₹ in Million)

Sector/ Industries	As on 30.09.2018					As on 30.06.2018				As on 30.09.2017			
	O/s	NPA	% of NPA to O/s	% of NPA to Gross NPA	Provision coverage for NPA	O/s	NPA	% of NPA to O/s	% of NPA to Gross NPA	O/s	NPA	% of NPA to O/s	% of NPA to Gross NPA
Infra Structure	150,438	46,733	31.06%	18.20%	45.97%	143,270	47,490	33.15%	18.17%	159,410	31,450	19.73%	12.88%
Out of which Infra-power	67,294	29,246	43.46%	11.39%	36.90%	63,200	26,040	41.20%	9.96%	69,390	13,980	20.15%	5.73%
Textile	67,414	13,554	20.11%	5.28%	79.27%	70,467	14,746	20.93%	5.64%	75,101	20,583	27.41%	8.43%
Iron and Steel	83,443	56,493	67.70%	22.00%	69.17%	85,177	58,972	69.24%	22.56%	106,714	76,060	71.27%	31.16%
NBFC	154,145	189	0.12%	0.07%	100.00%	141,770	160	0.11%	0.06%	137,090	164	0.12%	0.07%



BALANCE SHEET HIGHLIGHTS

(₹ in Million)

Balance Sheet	FY16	FY17	FY18	H1FY18	H1FY19
Cash & Balances with RBI	94,329	108,131	122,548	102,406	101,404
Balances with banks and money at call and short notice	21,795	66,131	14,266	8,614	11,494
Investments	662,343	592,293	699,023	656,164	749,142
Advances	1,488,800	1,577,060	1,363,679	1,498,440	1,370,487
Fixed Assets	22,719	23,585	25,496	24,545	25,002
Other Assets	107,694	163,448	108,428	125,830	121,902
Total Assets	2,397,680	2,530,648	2,333,440	2,415,999	2,379,431
Paid up Capital	3,214	3,462	6,328	3,462	6,328
Reserves and Surplus	149,197	137,752	111,540	115,307	108,571
Deposits	2,089,148	2,193,394	2,073,461	2,144,874	2,064,407
Borrowings	101,239	145,922	96,940	101,120	145,080
Other liabilities and Provisions	54,882	50,118	45,171	51,236	55,045
Total Liabilities	2,397,680	2,530,648	2,333,440	2,415,999	2,379,431

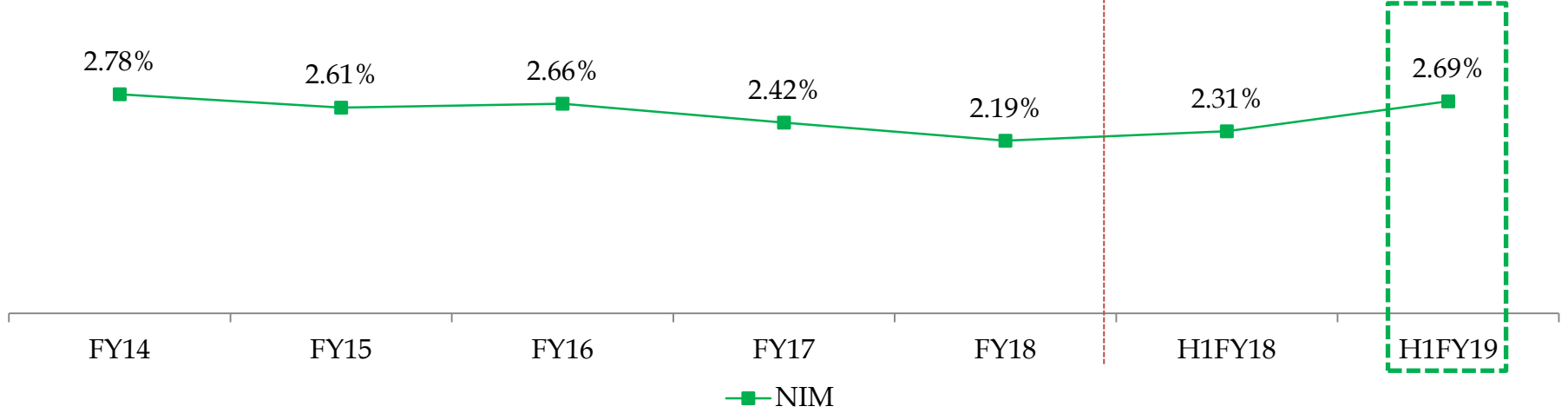
(₹ in Million)

Profit & Loss Statement	FY16	FY17	FY18	H1(FY18)	H1(FY19)
Interest Earned	201,685	184,223	173,989	88,902	85,588
Interest Expended	147,939	135,128	128,881	64,921	59,464
Net Interest Income	53,746	49,095	45,108	23,981	26,124
Other Income	17,663	27,655	27,823	18,460	11,381
Operating Income	71,409	76,750	72,931	42,441	37,505
Operating Expense	34,588	35,049	35,899	16,844	20,538
Operating Profit	36,821	41,701	37,032	25,597	16,967
Provisions & Contingencies	35,260	52,642	95,749	47,958	19,882
Net Profit	1,561	(10,941)	(58,717)	(22,361)	(2,915)
Key Ratios:					
Cost of Deposit	7.19%	6.33%	5.67%	5.73%	5.54%
Yield on Total Advances	10.34%	8.89%	7.73%	7.97%	8.14%
Yield on Earning Advances	11.52%	10.30%	9.28%	9.45%	9.95%
Net Interest Margin (NIM)	2.66%	2.42%	2.19%	2.31%	2.69%
Book value per share (in Rs.)	416.73	365.70	162.86	301.49	149.41
Earning per Share (in Rs.) (not annualised)-Basic & Diluted	5.20	(31.82)	(168.09)	(64.60)	(4.61)
Market Price (in Rs.)	91.65	140.85	91.60	119.15	61.50
Price Earning Ratio -Annualised	17.63	(4.42)	(0.54)	(0.92)	(6.69)
Price to Book Value Ratio	21.99%	38.52%	56.24%	39.52%	41.15%
Return on Assets	0.07%	(0.46%)	(2.31%)	(1.76%)	(0.24%)

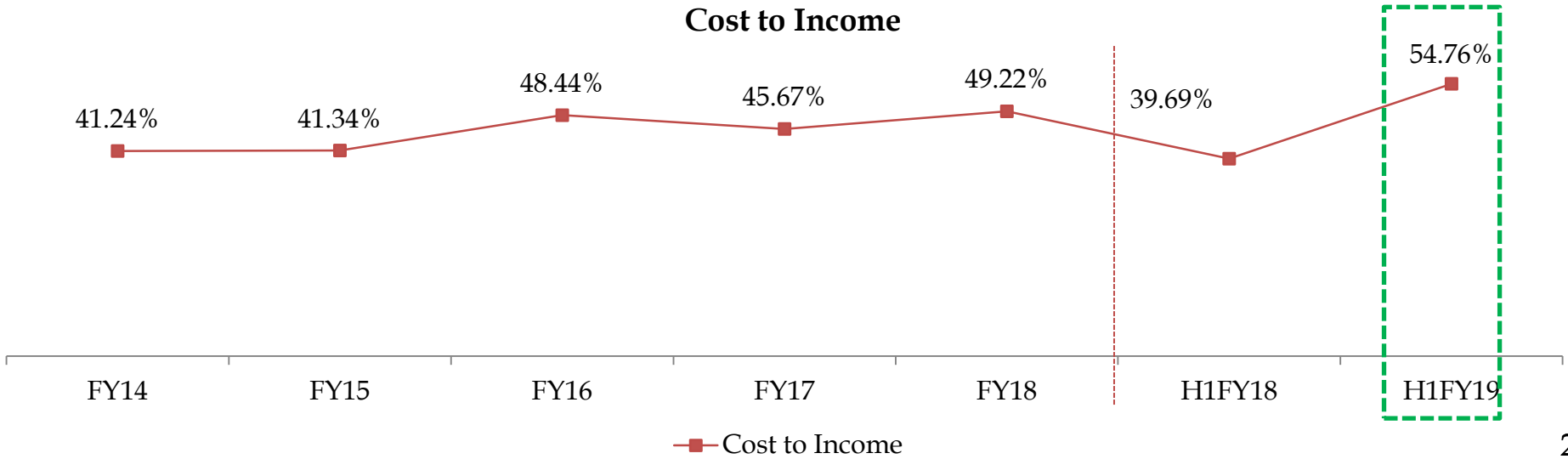


KEY PROFITABILITY METRICS

NIMs

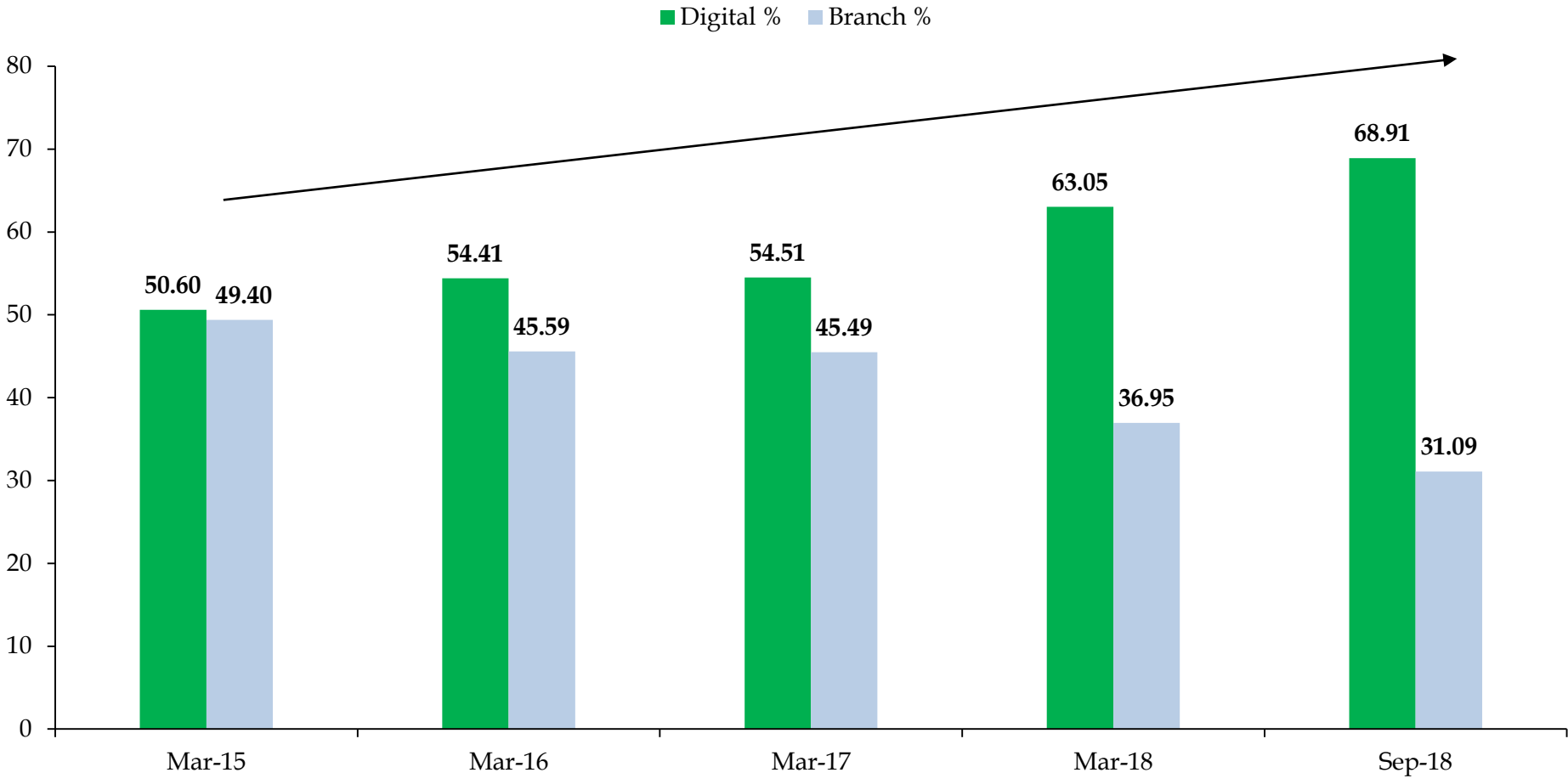


Cost to Income





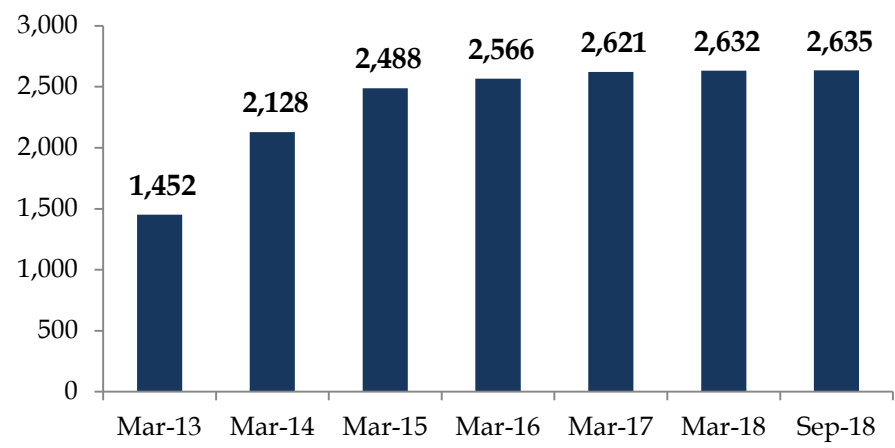
“ Effort to Increase Digital Transactions Paying Off “



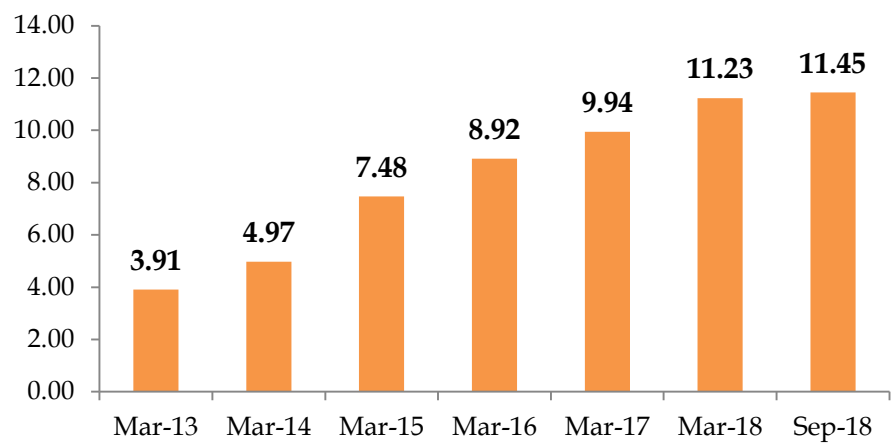


RISING DIGITAL PENETRATION

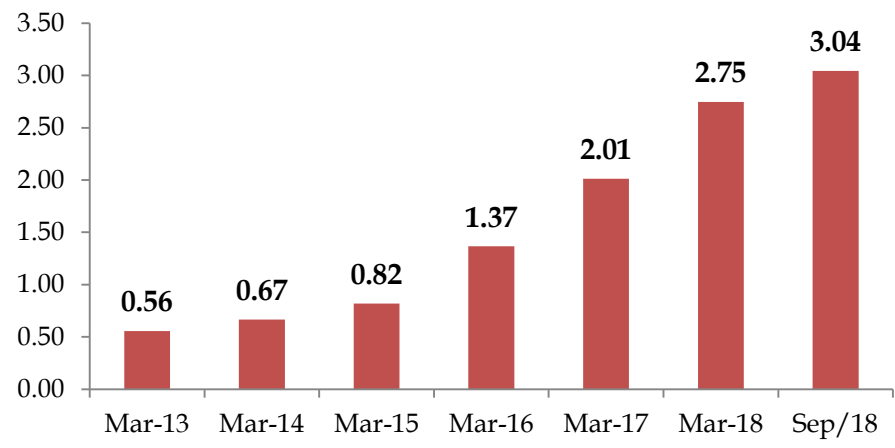
ATM No.



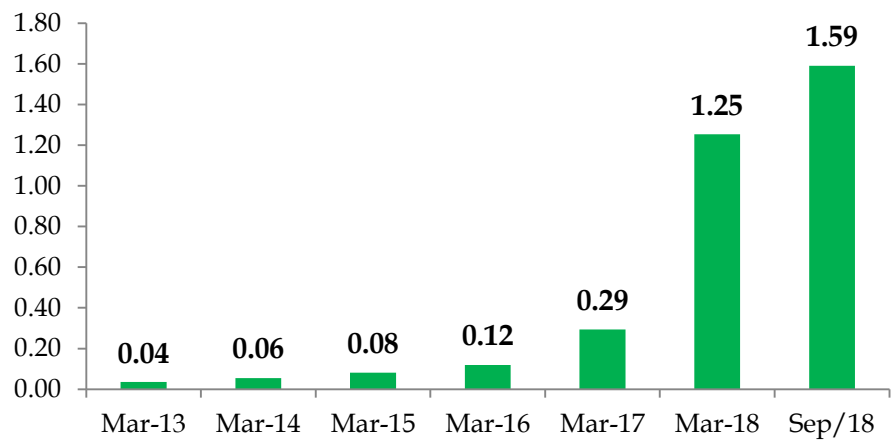
ATM Card Base (Million)



Internet Banking Customers (Million)



Mobile Banking Customers (Million)





Thank You