....the name you can BANK upon !

FINANCIAL RESULTS

Q2 FY'19

The Journey of Recovery & Rebound

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Key Financial Highlights

1. Saving Deposit increased – more than ₹ 10000 crore YoY
2. Cost of Deposit 5.04 %
3. Gross Domestic Advances growth- 14.3% YoY
4. RWA reduced by more than ₹ 54000 crore
5. NNPA Reduced by 235 bps over Mar'18 to 8.9%
6. PCR Increased by 850 bps over Mar'18 to 66.92%
7. Provisioning under NCLT accounts 71%
8. Domestic NIM Increased from 2.60% in Sep'17 to 2.68 % Sep'18
9. Core Operating Profit Growth 32.5 % YoY

Highlights

Deposits

Global deposits increased to ₹ 6.49 lakh crore as at Sept'18.

Domestic Deposits shown an increase of ₹ 43500 crore YoY to reach ₹ 6.22 lakh crore.

Increase of more than ₹ 10000 crore in Saving Deposit over Sep'17.

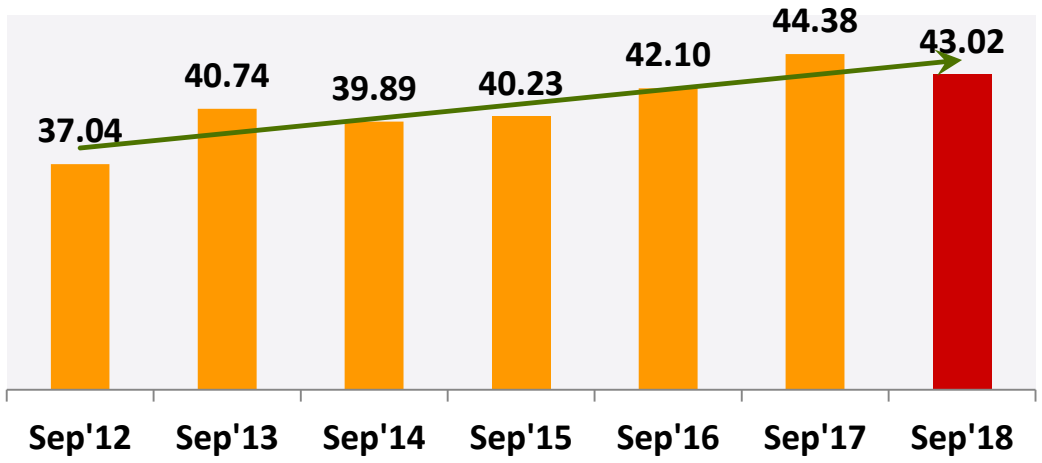
CASA share at 43.02% improved by 41 bps over June'18.

Cost of Deposit contained at 5.04%.

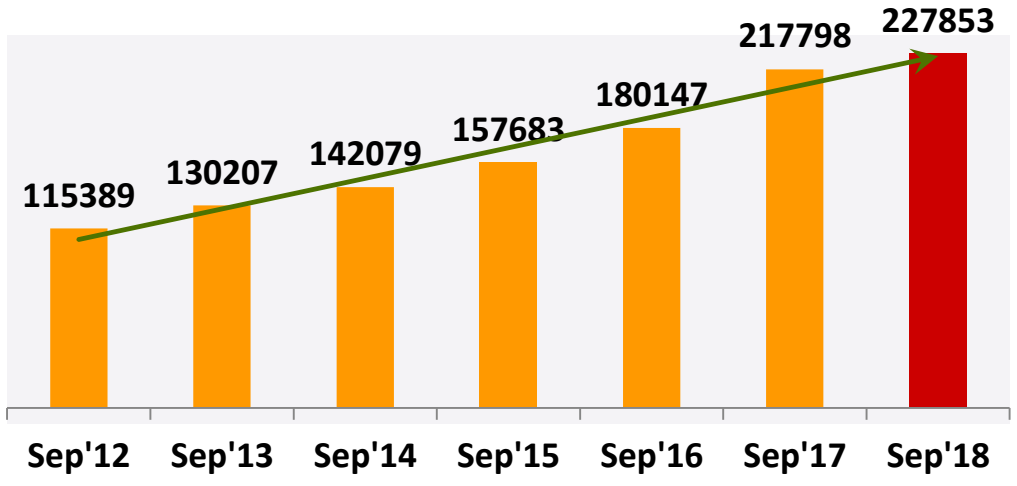
Deposits

Sustained CASA and Low Cost of Deposit

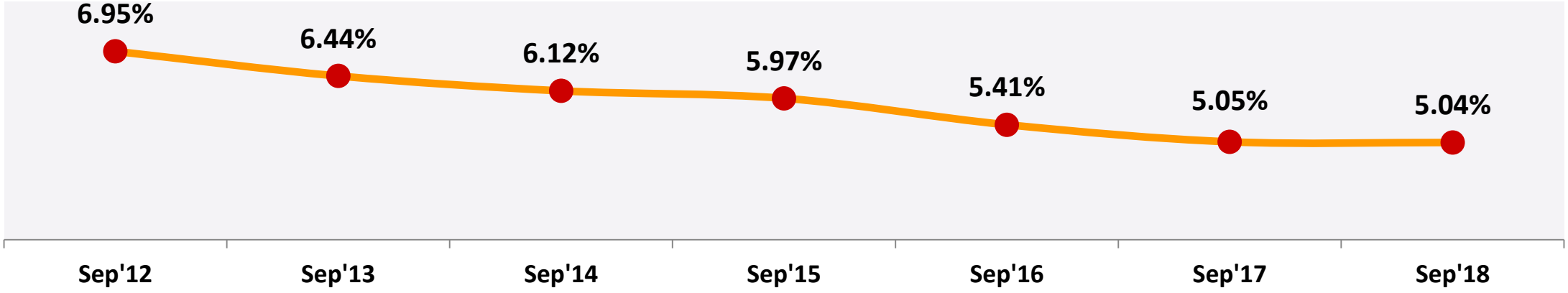
CASA Share %



Saving Deposit (₹ crore)



Cost of Deposit % (HY)



Credit

Domestic Advances have shown a healthy growth of 14.3% YoY.

MSME Advances increased by 14.3% YoY.

Retail loans increased by 14.1% YoY.

Share of Small Ticket Advances 55% as at Sep'18.

Achieved national goal under Priority Sector with 43.8% of ANBC against stipulated 40%.

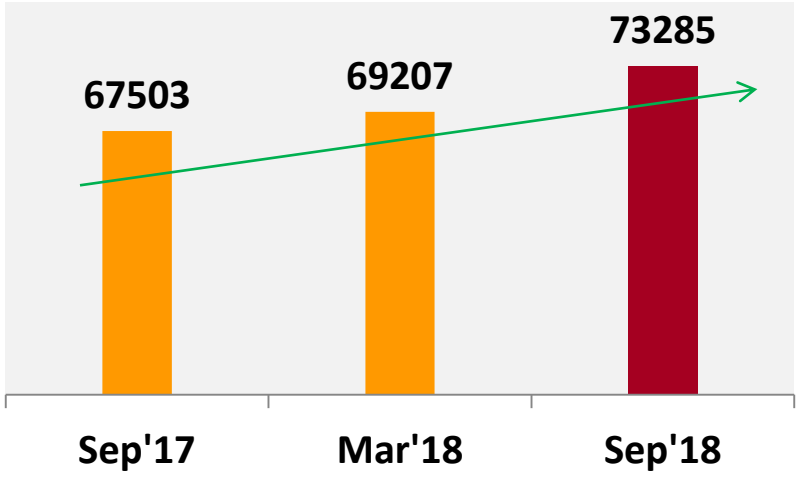
CD ratio improved by 184 bps YoY to 66.33%.

Small Ticket Advances – Classification

₹ crore

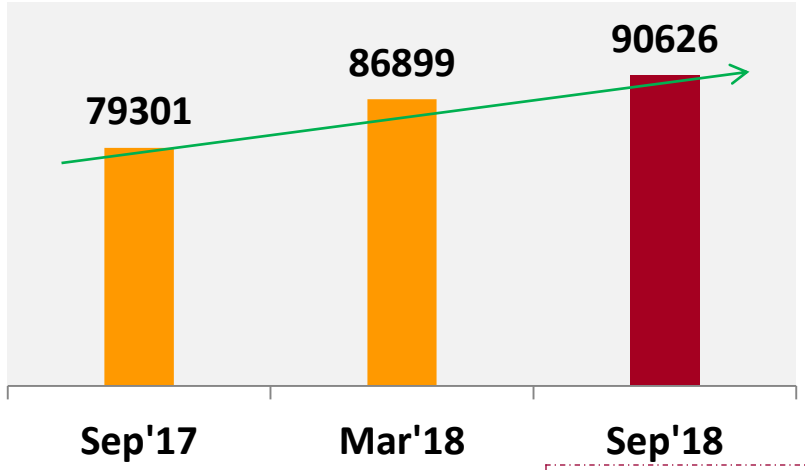
Agriculture

YoY %: 8.6%



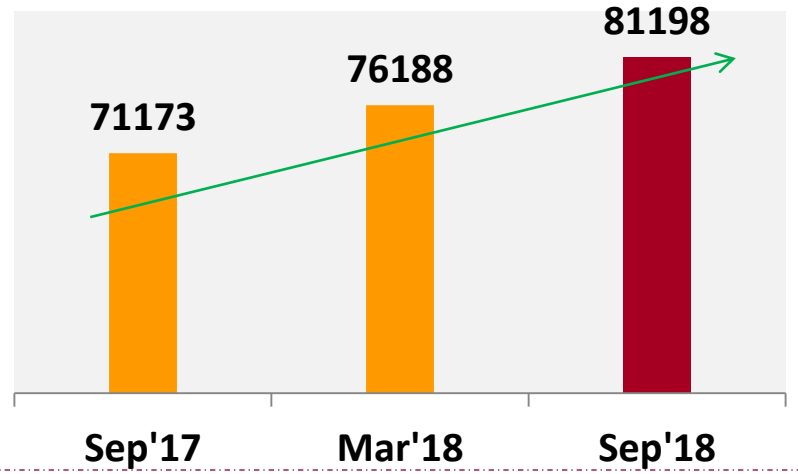
MSME

YoY %: 14.3%



Retail

YoY %: 14.1%



Performance under National Goals

Parameter	National Goals	Sep'18	
		Ach.	O/S
Priority Sector			
Priority Sector*	40%	43.82%	173303
Total Agriculture Adv.*	18%	18.53%	73285
Small & Marginal Farmers*	8%	8.51%	33670

* %age of ANBC

Composition of Retail Advances

Components	Sep'17	Sep'18	% Share	YoY %
Housing	38630	44232	54.5	14.5
Education	5381	5904	7.3	9.7
Pensioners	2248	2561	3.15	13.9
Others	21321	25304	31.1	18.7
Total Retail	71173	81198	100	14.1

Initiatives in MSME

MSME CLUSTERS: Under cluster based lending approach, Bank has adopted 205 clusters to give focused attention.

MSME Relationship Officers : Single point MSME Relationship Officers for the top 20 MSME accounts designated in each 87 MSME Specialized branches.

Facility of submission of online application and tracking under MSE segment provided. A **concession of 20%** in upfront fee and processing fee is extended to borrowers for online submission of applications.

414 MSME Credit Growth Initiative branches to give focused attention on MSME lending. **Additional Loaning Powers** vested to these branch Incumbents for faster disposal of MSMEs loan applications.

E-TReDS scheme for on line discounting of trade receivable of MSMEs launched.

Bank through consortium of PSBs lead by SIDBI invested in Fin-tech Company to provide **contactless loans to MSE borrowers** for credit facility from **₹ 10 lakh to ₹ 200 lakhs**.

Introduced a scheme for **financing of GST input Credit**.

Supported more than 10,600 borrowers under **Stand Up India scheme**.

Improving Asset quality – Reduction in NPA

GNPA declined by ₹ 5368 crore over Mar'18.

NNPA declined by ₹ 10405 crore over Mar'18.

Net NPA ratio reduced by 235 bps over Mar'18 to reach 8.9%.

GNPA ratio reduced by 122 bps over Mar'18.

Bank has sequentially reduced the NPA levels during last two quarters.

Overall stressed assets reduced by 160 bps over Mar'18.

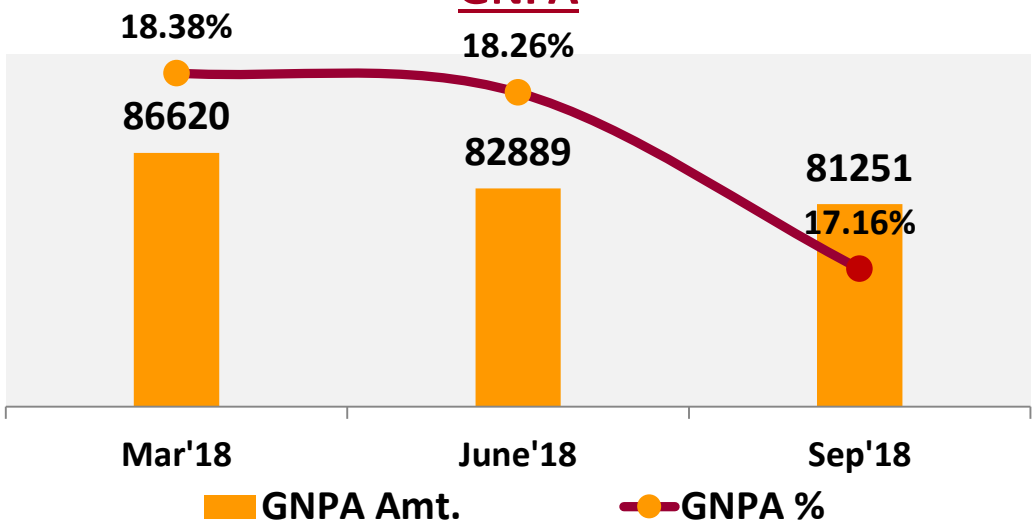
Provision Coverage Ratio has improved by 850 bps over Mar'18 to 66.92%.

Provision coverage under NCLT accounts stands at 71%.

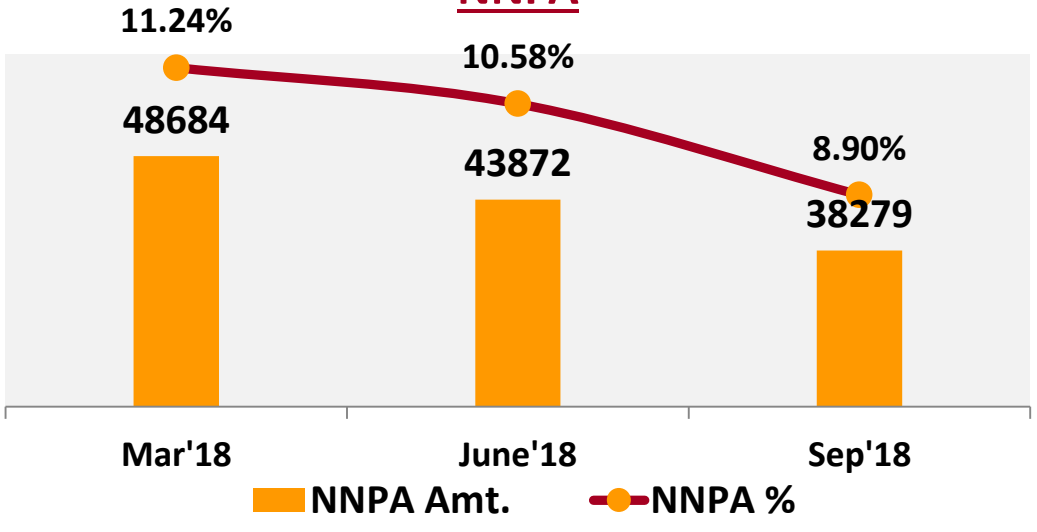
Improving Asset Quality

₹ crore

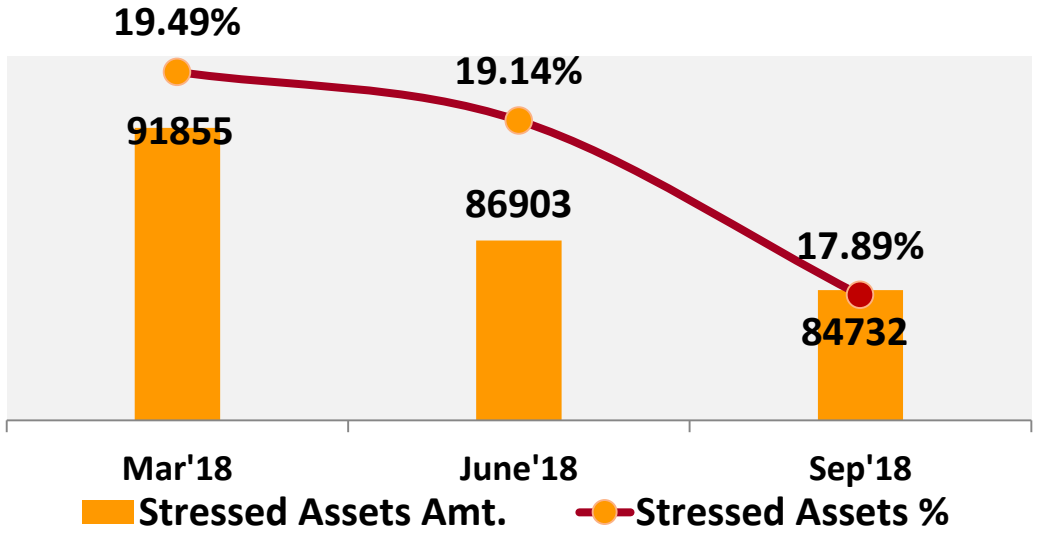
GNPA



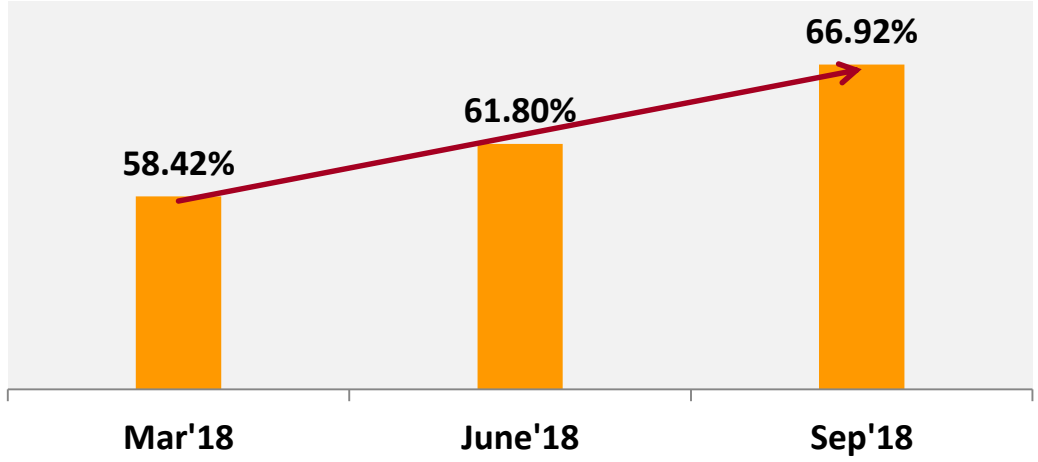
NNPA



Stressed Assets



PCR %



Improving Asset Quality- Initiatives taken for Recovery of NPA

Stressed Asset Management Vertical

Created Stressed Asset Management Vertical with dedicated staff for focused recovery

Mega Rin Mukti Shivirs

To give further impetus to recovery efforts, held on each Monday

Recovery Champions

To felicitate the outstanding performers, recognizing efforts made in Recovery

Special Schemes

Special OTS Schemes for Accounts upto 25 Crore.

Portals

SARFAESI, OTS and DRT portals to access real time progress.

ARC sale

159 a/c's having balance of Rs 17800 crore identified for ARC sale During FY'19

Mission Gandhigiri

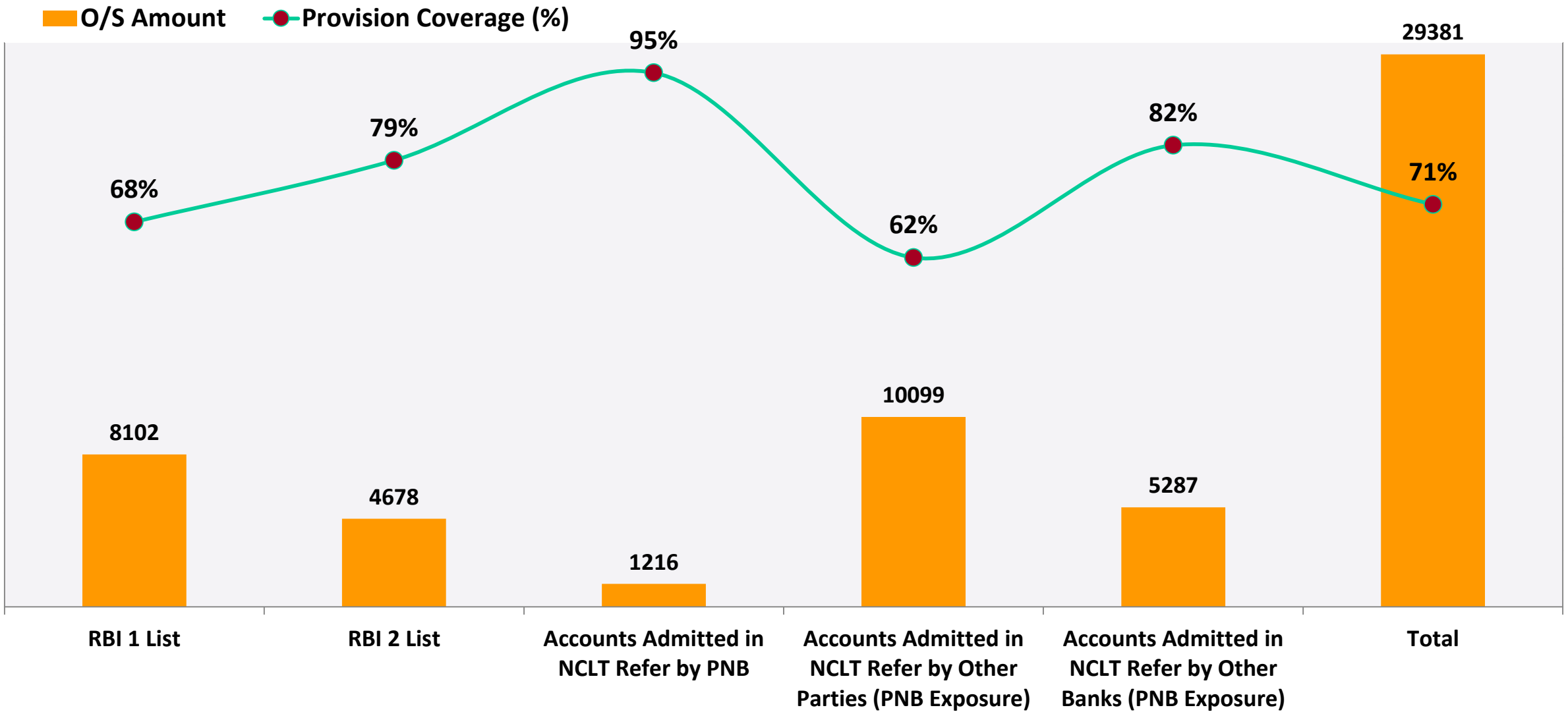
Recovery in silent protest / Demonstration in front of premises of recalcitrant borrowers

Call Centers

Call centers started calling NPA borrowers upto Rs 1 crore

Exposure to NCLT accounts

₹ crore



Improving Credit quality- Risk Rating

Bank has reduced the RWA density sequentially over the quarters by reorienting business model towards high rated borrowers.

RWA density has declined by 11.8% over Sept'17 to reach 52.2%.

Domestic credit exposure has increased by ₹ 44038 crore over Sept'17, while Domestic credit RWA declined by ₹ 36356 crore.

Fresh disbursement with external rating A and above has increased by 13.7% on YoY basis to reach 88.6%.

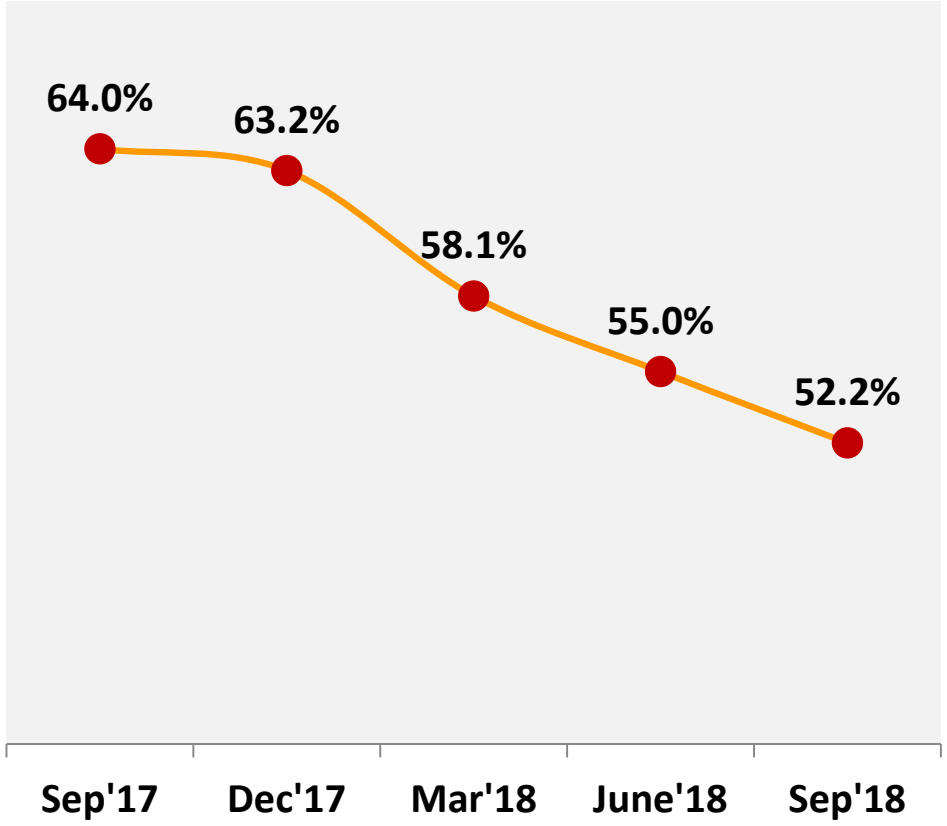
Advances with risk weight below 100% has increased to 71% as on Sept'18 showing an increase of 11% on YoY basis.

Capital Optimization and Conservation

₹ crore

Credit RWA Density: Domestic

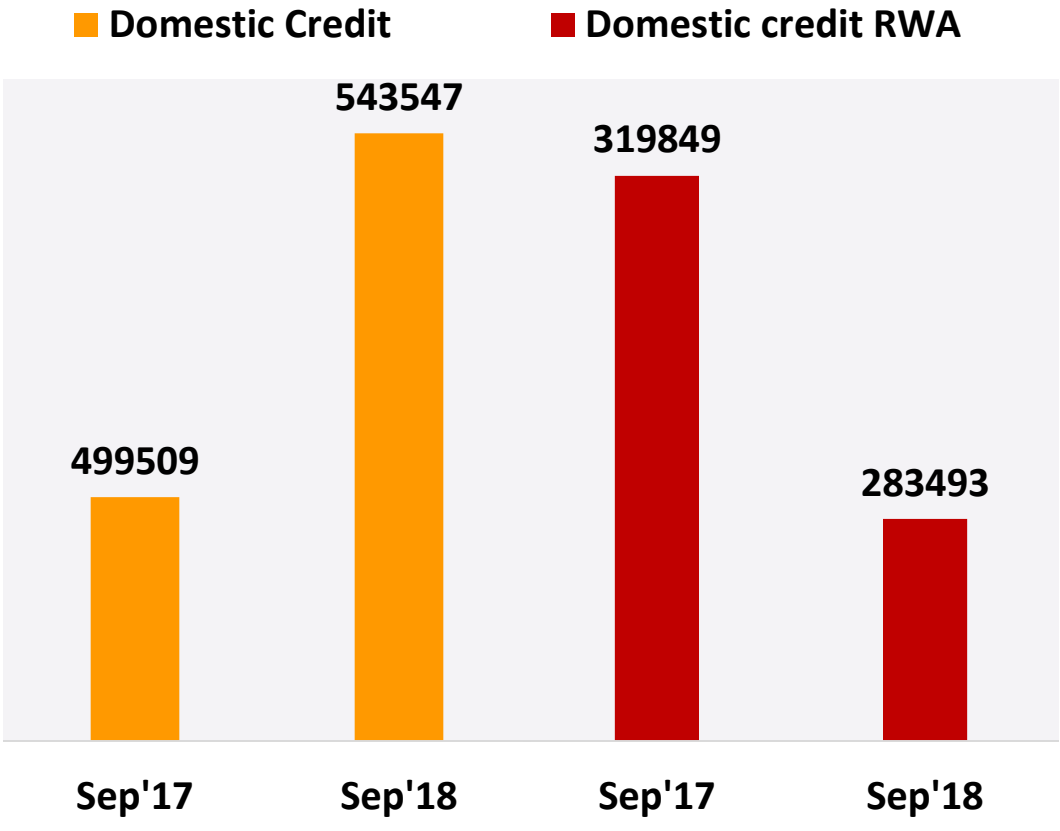
Decrease in Domestic Credit RWA density **by 1180 bps**



RWAs vis-a-vis Advances

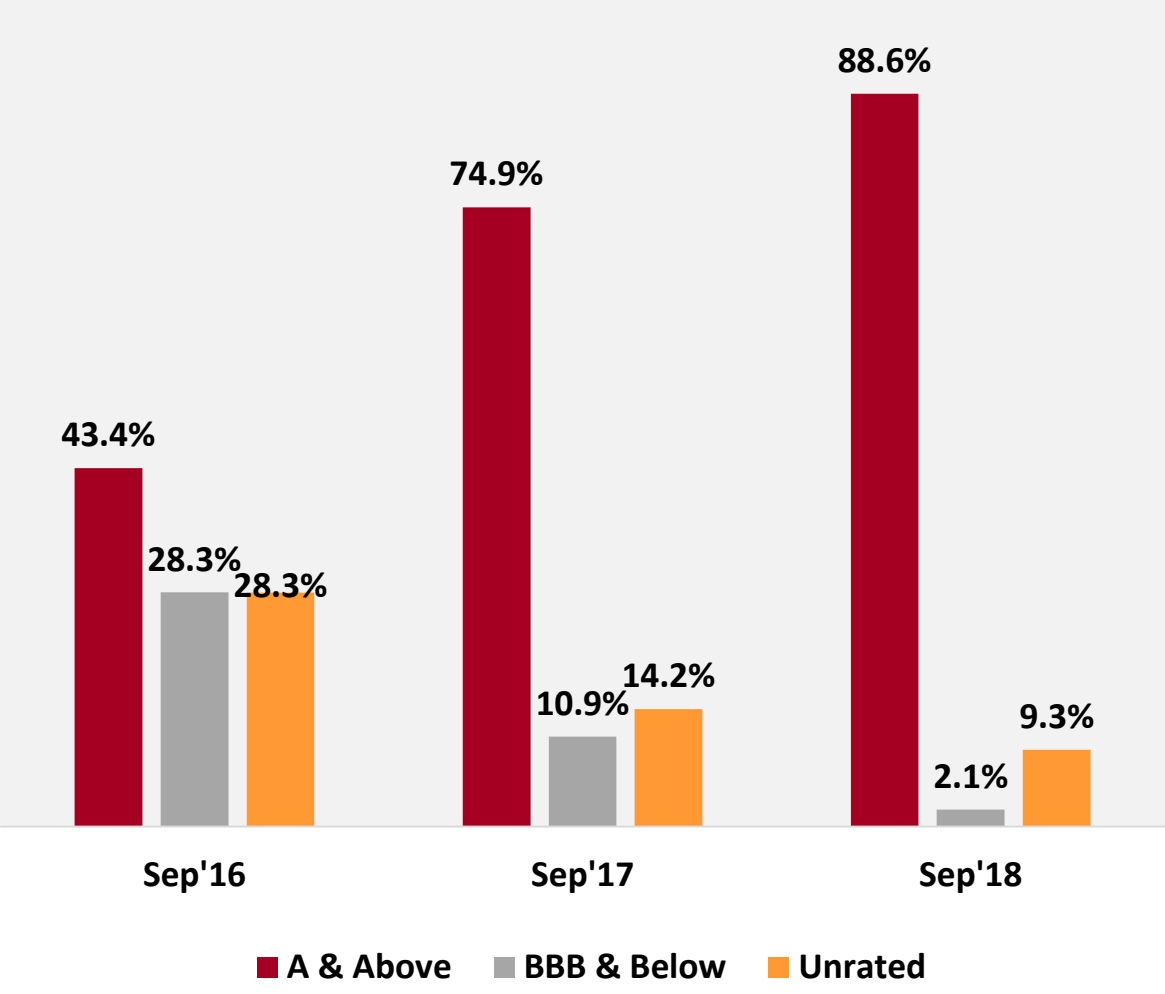
Increase in Gross Domestic credit Exposure by **₹ 44,038 crore**(YoY)

Decrease in domestic credit exposure RWA by **₹ 36,356crore(YoY)**

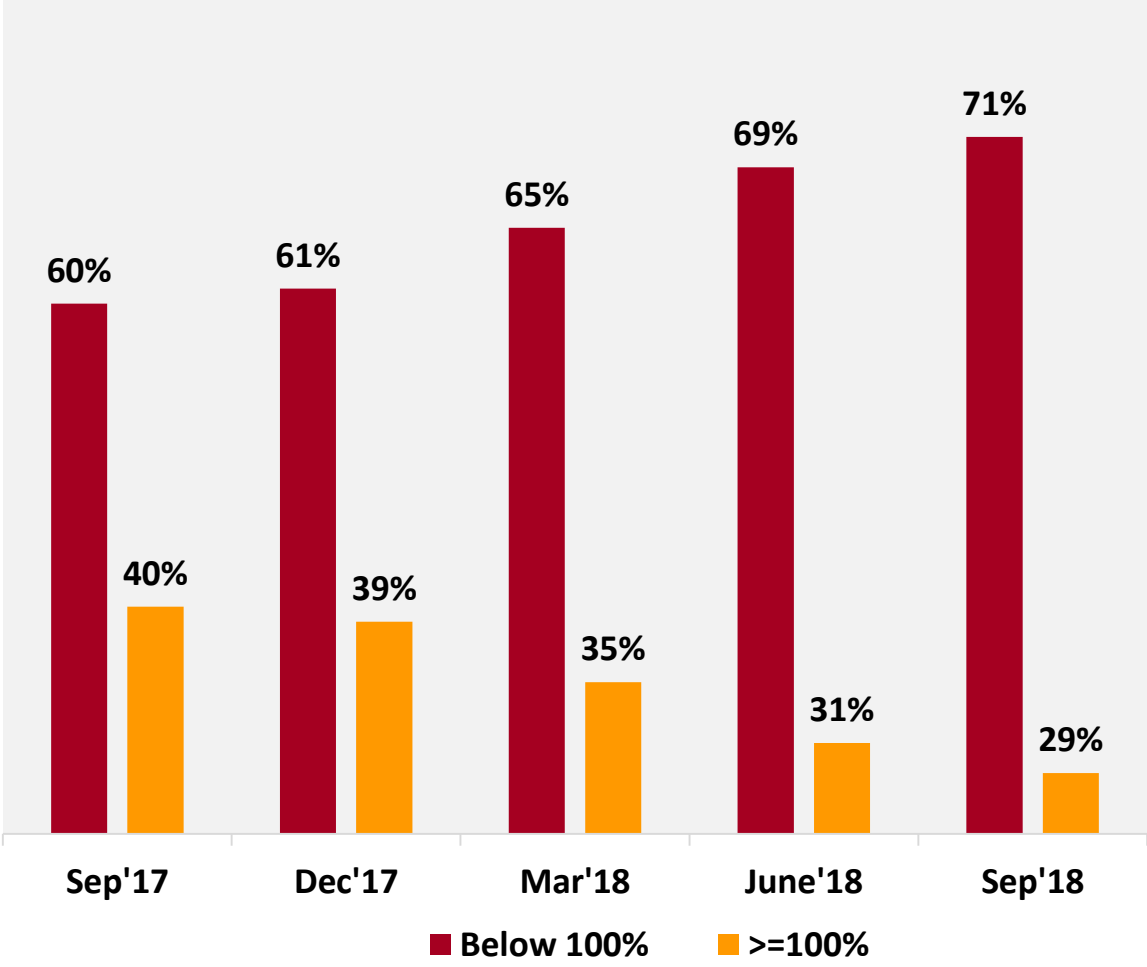


Increasing High Rated Portfolio

External Rating of Fresh Disbursement



Risk Weight wise Portfolio



Exposure after risk mitigation

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7 Way Forward

Business Performance (Terminal Level)

₹ crore

Sl.	Parameters	Sep'17	Mar'18	Sep'18	YoY Variation	
					Amt.	%
1	Gross Global Business	1069195	1113523	1123244	54049	5.1
1a	Gross Domestic Business	969672	1030681	1069019	99347	10.2
1b	Overseas Business (In ₹ crore)	99523	82842	54225	-45299	-45.5
	Overseas Business (In USD Mio)	15244	12711	7481	-7764	-50.9
2	Global Deposit	636208	642226	649726	13518	2.1
3	Global Gross Advances	432987	471297	473518	40531	9.4
4	Dom. Gross Advances	390932	430294	446690	55758	14.3
5	Global Net Advances	410266	433735	430968	20702	5.0
6	CD Ratio [%]	64.49	67.54	66.33		
7	CASA Deposits	256855	263247	267726	10871	4.2
8	Saving Deposits	217798	222873	227853	10055	4.6
9	CASA Share Domestic (%)	44.38	43.85	43.02		

Business Performance (Daily Average Basis)

₹ crore

Sl.	Parameters	Sep'17 (HY)	Mar'18 (FY)	Sep'18 (HY)	YoY Variation	
					Amt.	%
1	Gross Global Business	1012805	1038992	1070667	57863	5.7
1a	Gross Domestic Business	917969	941049	1005260	87292	9.5
1b	Gross Overseas Business	94836	97943	65407	-29429	-31.0
2	Domestic Deposit	553515	560721	590228	36713	6.6
3	Domestic Gross Advances	364453	380327	415032	50579	13.9
4	Domestic Net Advances	341970	357695	377562	35593	10.4
5	CASA Deposits	237228	241559	248326	11098	4.7
5a	Saving Deposits	208825	212606	219923	11097	5.3

Business Performance - Deposits

₹ crore

Sl.	Parameters	Sep'17	Mar'18	Sep'18	YoY Variation	
					Amt.	%
1	Global Deposit	636208	642226	649726	13518	2.1
2	Domestic Deposit	578740	600387	622329	43589	7.5
3	Overseas Deposit	57469	41839	27397	-30071	-52.3
4	CASA Deposit	256855	263247	267726	10871	4.2
5	Current Deposit	39057	40374	39874	816	2.1
6	Saving Deposit	217798	222873	227853	10055	4.6
	CASA Share Domestic (%)	44.38	43.85	43.02		

CASA Share improved by 41 bps over 42.61% level in June'18

Credit

₹ crore

Sl.	Parameters	Sep'17	Mar'18	Sep'18	YoY Variation	
					Amt.	%
1	Global Gross Advances	432987	471297	473518	40531	9.4
2	Overseas Advances	42055	41003	26827	-15227	-36.2
3	Domestic Advances	390932	430294	446690	55758	14.3
3a	Agriculture & Allied	67503	69207	73285	5782	8.6
3b	MSME	79301	86899	90626	11325	14.3
3c	Retail Loans	71173	76188	81198	10025	14.1
3d	Corporate & Others	172955	198000	201581	28626	16.6

Share of Small Ticket Advances 55% as at Sep'18.

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Profit

₹ crore

Sl.	Parameters	Q2' FY 18	Q1' FY 19	Q2' FY 19	YoY Variation		HY Sep'17	HY Sep'18	YoY Gr. %
					Amt.	Gr. %			
1	Interest Income	12299	13113	12326	27	0.2	24436	25439	4.1
2	Interest Expenses	8284	8421	8352	68	0.8	16565	16773	1.3
3	NII (Spread) (1-2)	4015	4692	3974	-41	-1.0	7870	8666	10.1
4	Other Income	1906	1959	1710	-196	-10.3	4238	3669	-13.4
5	Operating Income (3+4)	5921	6651	5684	-237	-4.0	12108	12335	1.9
6	Operating Expenses	2642	2456	2844	202	7.6	5612	5301	-5.5
6A	Other Op. Expenses	1052	1029	1182	130	12.4	2084	2212	6.1
7	Operating Profit (5-6)	3279	4195	2839	-440	-13.4	6496	7034	8.3
8	Provisions	2718	5135	7372	4653	171.2	5592	12507	123.6
9	Net Profit (7-8)	561	-940	-4532	-5093	-	904	-5472	-

Profit from Core Operations (Excluding Treasury)

₹ crore

Sl.	Parameters	Q2' FY 18	Q1' FY 19	Q2' FY 19	YoY Variation		HY Sep'17	HY Sep'18	YoY Gr. %
					Amt.	Gr. %			
1	Operating Profit	3279	4195	2839	-440	-13.4	6496	7034	8.3
2	Trading Profit	701	232	189	-512	-73.1	1503	420	-72.0
3	Core Operating Profit (1-2)	2578	3963	2651	73	2.8	4993	6614	32.5

Interest Income & Expenditure

₹ crore

Sl.	Parameters	Q2' FY 18	Q1' FY 19	Q2' FY 19	YoY Variation		HY Sep'17	HY Sep'18	YoY Gr. %
					Amt.	Gr. %			
1	Interest Income (2+3+4)	12299	13113	12326	27	0.2	24436	25439	4.1
2	Interest on Advances	8058	9208	8149	90	1.1	16203	17357	7.1
3	Interest on Investments	3527	3405	3542	15	0.4	6931	6947	0.2
4	Other Interest Income	714	500	636	-78	-10.9	1302	1136	-12.8
5	Total Interest Paid (6+7+8)	8284	8421	8352	68	0.8	16565	16773	1.3
6	Intt. Paid on Deposits	7631	7782	7891	260	3.4	15261	15673	2.7
7	Intt. Paid on Borrowings	133	155	178	45	33.7	252	333	31.8
8	Others	520	484	283	-237	-45.6	1052	768	-27.0
9	NII (Spread) (1-5)	4015	4692	3974	-41	-1.0	7870	8666	10.1

Provisions

₹ crore

Sl.	Parameters	Q2' FY 18	Q1' FY 19	Q2' FY 19	YoY Variation		HY Sep'17	HY Sep'18	YoY Gr. %
					Amt.	Gr. %			
1	Provision towards NPAs	2694	4982	7733	5039	187.1	5253	12715	142.0
2	Standard Advances incl. Std. Restructured	-268	-24	0	267	-99.9	-563	-24	-95.7
3	Depreciation on Investment	84	718*	1267	1182	1399.7	326	1984	509.3
4	Income Tax	278	-623	-2386	-2664	-959.2	543	-3010	-654.3
5	Others	-70	83	758	828	-1187.6	33	841	2410.8
6	Total Provision	2718	5135	7372	4653	171.2	5592	12507	123.6

*Including Shifting Losses

Fee Based Income

₹ crore

Sl.	Parameters	Q2' FY 18	Q1' FY 19	Q2' FY 19	YoY Variation		HY Sep'17	HY Sep'18	YoY Gr. %
					Amt.	Gr. %			
1	Processing Fees	133	320	60	-72.7	-54.8	509	380	-25.3
2	LC/LG Income	191	179	174	-16.7	-8.8	415	354	-14.8
3	Bills & Remittance	102	98	92	-9.9	-9.7	210	190	-9.2
4	Incidental Charges	69	81	89	19.9	29.1	124	170	36.9
5	Income from Ins & MF	44	41	53	9.5	21.7	78	94	21.0
6	Govt. Business	34	24	26	-8.0	-23.8	51	49	-3.0
7	Misc Fee Income	278	315	358	80.2	28.8	536	673	25.5
8	Exchange Profit	73	154	153	79.9	109.5	341	307	-10.0
	Fee Based Income	924	1211	1006	82.2	8.9	2264	2217	-2.1

Cost & Yield Ratios

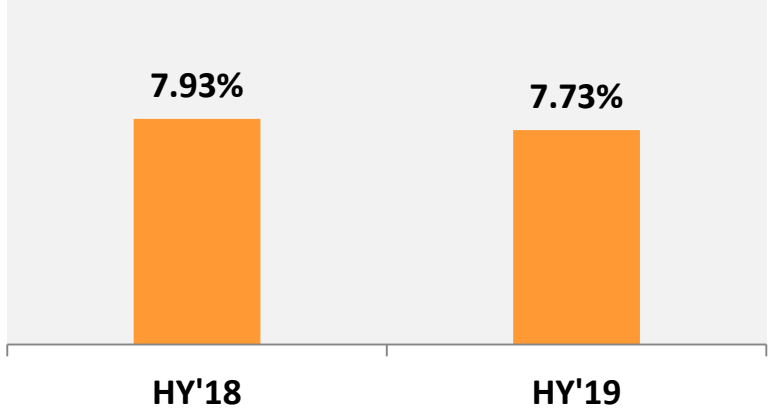
Annualized %

Sl.	Parameters	Q2' FY 18	Q1' FY 19	Q2' FY 19	HY Sep'17	HY Sep'18
1	Cost of Deposit	5.01	4.99	5.09	5.05	5.04
2	Cost of Fund	4.40	4.32	4.21	4.42	4.27
3	Yield on Advances	7.94	7.99	7.46	7.93	7.73
4	Yield on Investment	7.40	7.36	7.41	7.42	7.39
5	Yield on Fund	6.53	6.73	6.22	6.51	6.47
6	Domestic Net Interest Margin	2.64	2.90	2.46	2.60	2.68

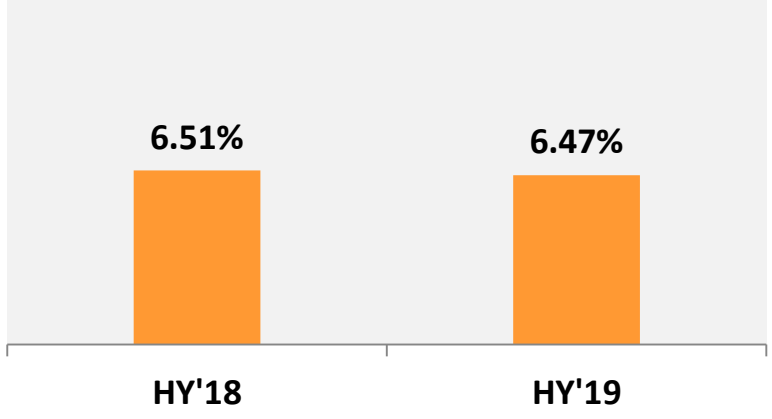
Cost & Yield Ratios

Annualized %

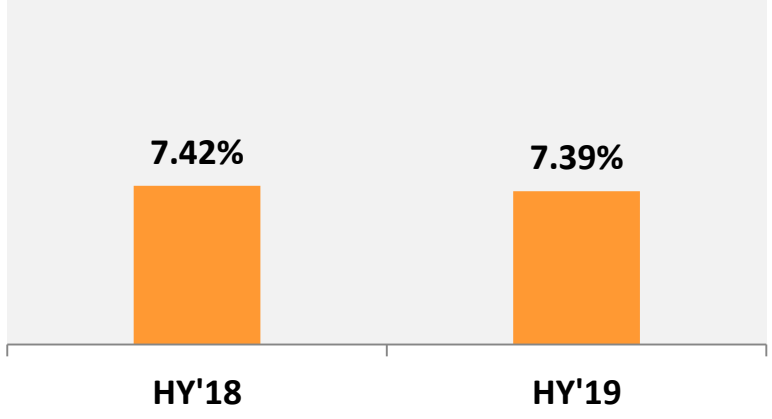
Yield on Advances



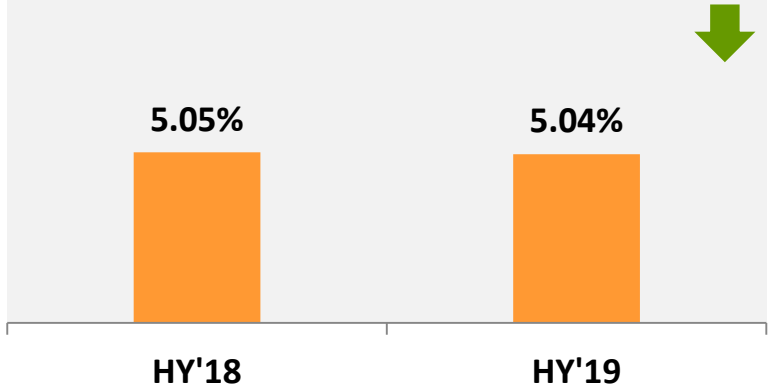
Yield on Funds



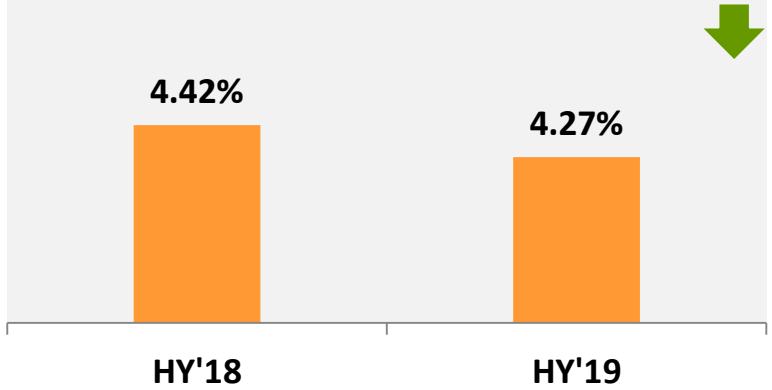
Yield on Investment



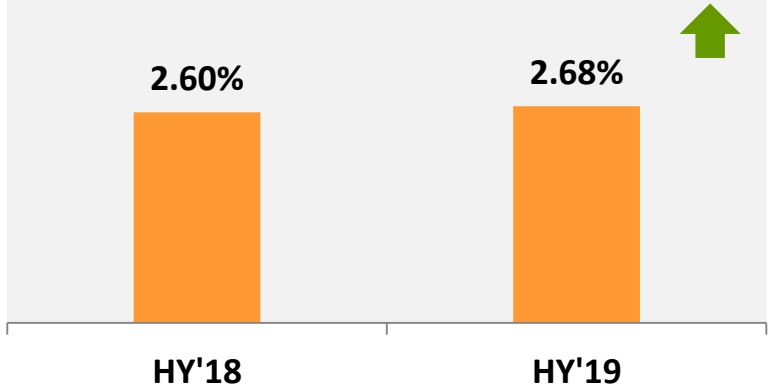
Cost of Deposit



Cost of Funds



NIM*



*Domestic

Profitability Ratios

Annualized %

Sl.	Parameters	Q2' FY 18	Q1' FY 19	Q2' FY 19	HY Sep'17	HY Sep'18
1	Return on Assets	0.30	Negative	Negative	0.24	Negative
2	Return on Net worth	5.60	Negative	Negative	4.51	Negative
3	Opt. Profit to AWF	1.74	2.15	1.43	1.73	1.79
4	Cost to Income Ratio	44.62	42.18*	50.04	46.35	42.97
5	Opt. Exp. To AWF	1.40	1.26	1.43	1.50	1.35
6	Book Value per Share [₹]	188.2	132.34	113.0	188.2	113.0
7	Earnings per share [₹]	10.54	Negative	Negative	8.50	Negative

*Excluding one time income of Rs. 827 Crore

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Treasury Portfolio

₹ crore

Sl.	Parameters	Sep'17	Mar'18	Sep'18
1	Domestic Investment	207009	197328	209837
	SLR	154323	145271	148107
	Non SLR	52686	52057	61730
	Held To Maturity	122211	119439	133003
	Available For Sale	84227	77839	76656
	Held For trading	571	50	178
2	Investment by Overseas Branches	4966	6081	6093
3	Global Investment	211975	203409	215930

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Movement of NPAs

₹ crore

Sl.	Parameters	Sep'17	Mar'18	Sep'18	Q1FY19	Q2FY19
1	NPA as at the beginning of Year	55370	55370	86620	86620	82889
2	-Cash Recovery	2819	4443	7719	5519	2321
3	-Up-gradation	1252	1174	2864	2926	1418
4	-Write Off	3778	7407	6191	2648	3543
5	Total Reduction (2+3+4)	7849	13025	16774	11094	7282
6	Fresh Addition	10109	44274	11405	7363	5644
	-Fresh slippages	8449	40672	8598	5250	4476
	-Debits in existing NPA A/cs	1660	3602	2807	2113	1167
7	Gross NPAs at end of the period	57630	86620	81251	82889	81251
8	Eligible Deductions incl. Provisions	23060	37936	42972	39016	42972
9	Net NPAs	34570	48684	38279	43872	38279
10	Recovery in written-off debt A/Cs	353	981	885	508	377
11	Gross NPA (%)	13.31	18.38	17.16	18.26	17.16
12	Net NPA (%)	8.44	11.24	8.90	10.58	8.90
13	Provision Coverage Ratio (%)	59.23	58.42	66.92	61.80	66.92

₹ 12184 crore

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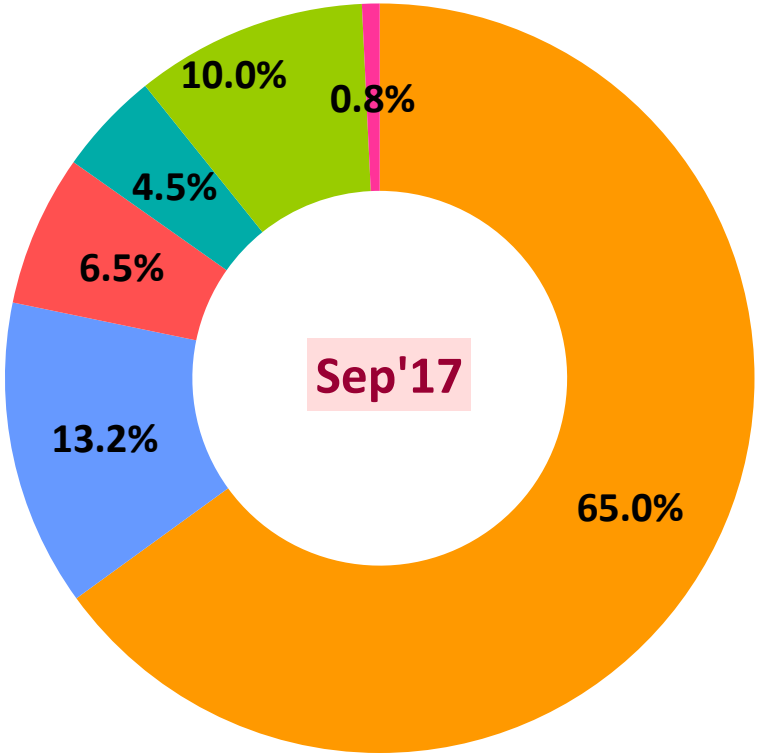
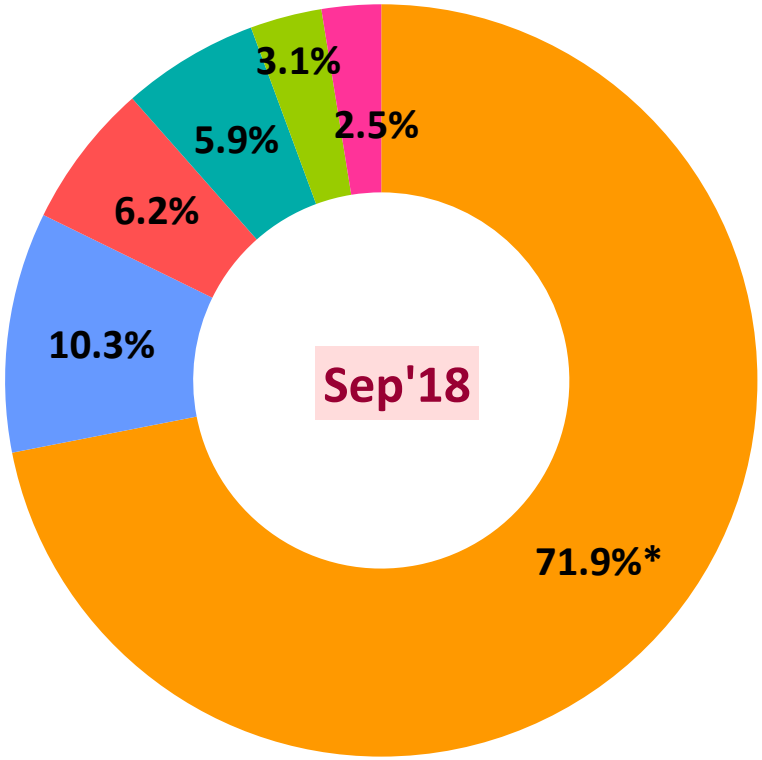
Capital Adequacy (Basel III)

₹ crore

Sl.	Parameters	Sep'17	Mar'18	Sep'18
1	Tier I	41323	32267	31978
	Common Equity	35684	26971	26680
	Additional Tier I	5639	5296	5298
2	Tier II	12459	9413	9426
3	Total (Tier I+II)	53782	41680	41404
4	Risk-weighted Assets	465232	453070	410833
1	Tier I %	8.88	7.12	7.78
	Common Equity %	7.67	5.95	6.49
	Additional Tier I %	1.21	1.17	1.29
2	Tier II %	2.68	2.08	2.29
3	Total (Tier I+II) %	11.56	9.20	10.08

Share holding Pattern





- Govt. of India
- Mutual Funds
- FIIs
- FIs/Banks/Insurance
- Resident Individual
- Non-institutions

*As at 01.11.2018, after allotment of 63.81 crore shares to the GoI against Capital infusion of ₹ 5431 crore.

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PNB Basket of Mobile Apps

pnb MobiEase

pnb Rewards

pnb Fin Literacy

pnb Yuva

pnb ATM Assist

BHIM pnb

pnb mBanking

pnb We Care

pnb Genie

pnb Kitty

pnb mPassbook

pnb Aadhar Pay

Digital Footprints

BHIM

Users Crossed
16.83 Lacs

Debit Card

Users Crossed
6.7 Crores
YoY: 8%

ATM

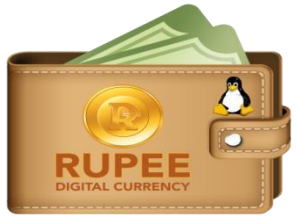
Total ATM
9429

Bharat QR Code

Total Installed
1703

PoS

Total Installed
60191
YoY:32.4%



PNB E-Rupaya

Solution in Villages

Internet Banking

Users Crossed
136.36 Lacs
YoY: 25%

Mobile Banking

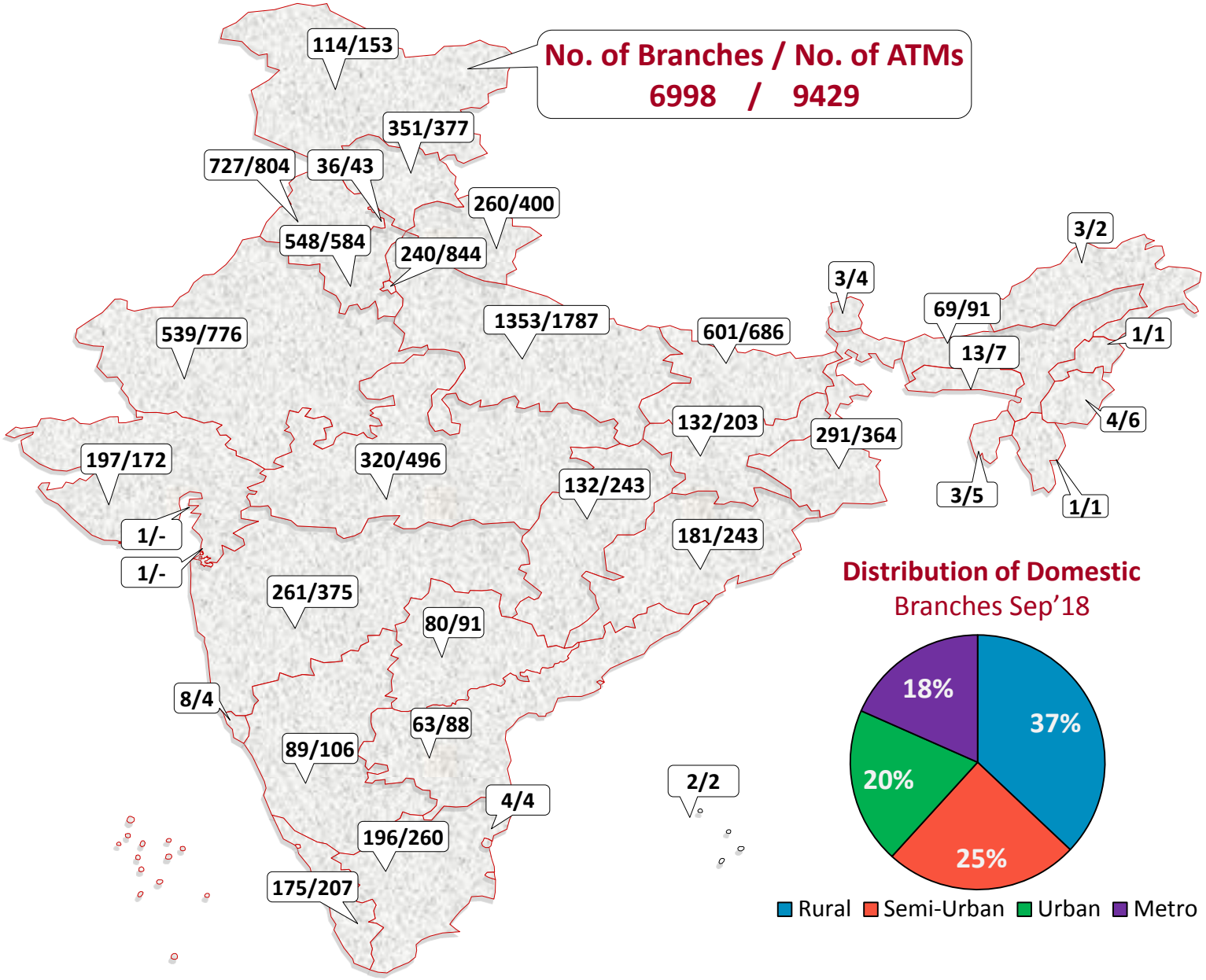
Users Crossed
136.48 Lacs
YoY: 36%

Credit Card

Total issued
325758
YoY:19.9%

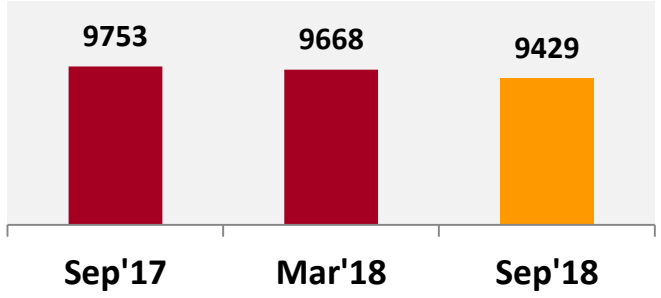
PNB awarded Special Award for excellent performance in Rupay, NFS ATM Network, CTS, UPI/ IMPS & NACH in National Payments Excellence Awards 2017

PAN India Presence

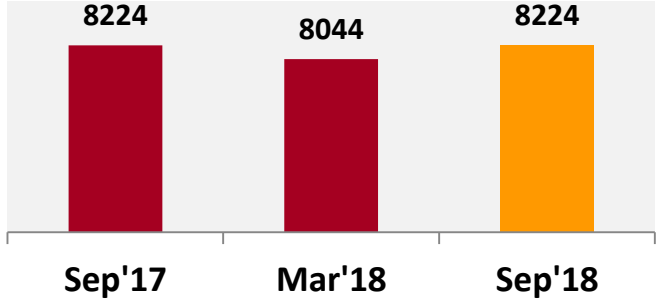


Distribution of Domestic Branches Sep'18

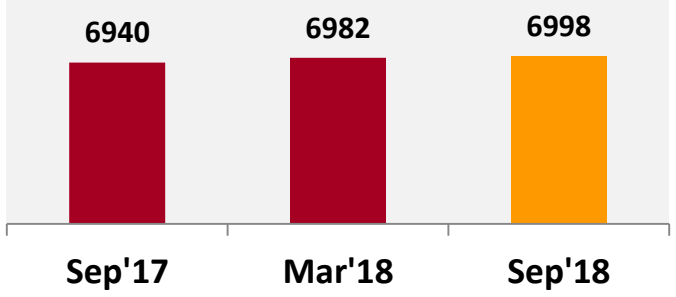
ATMs



BCs



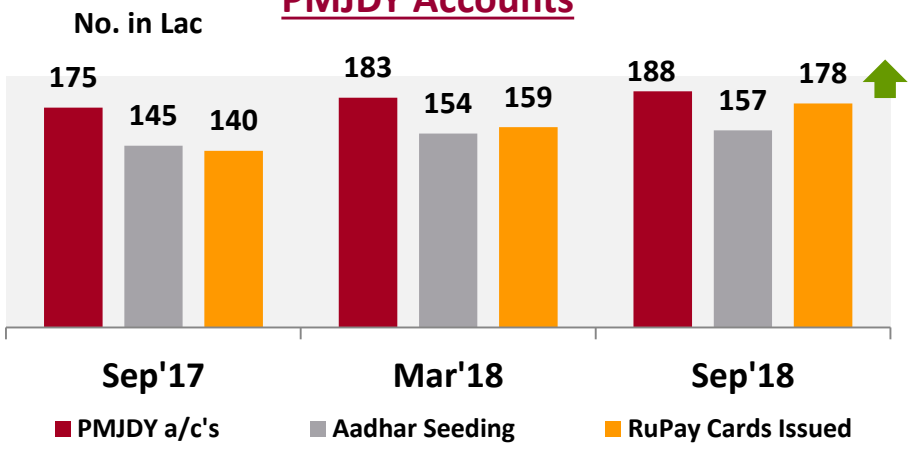
Branches*



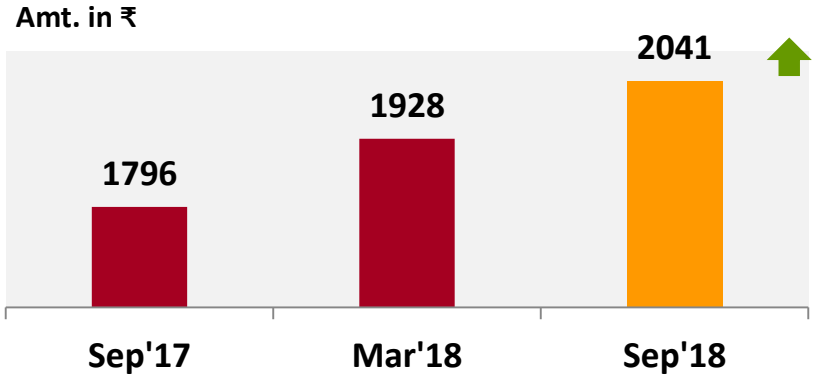
* Domestic

Financial Inclusion

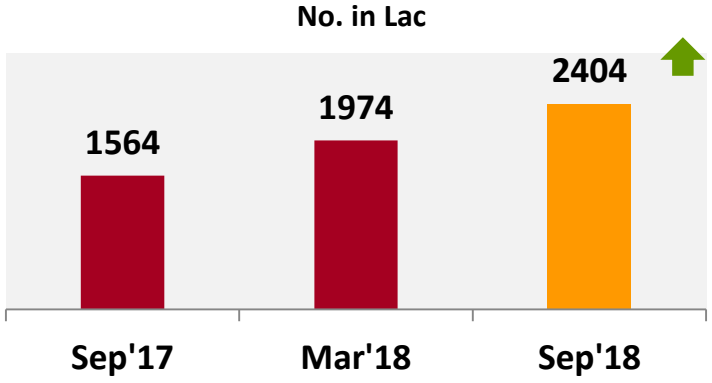
PMJDY Accounts



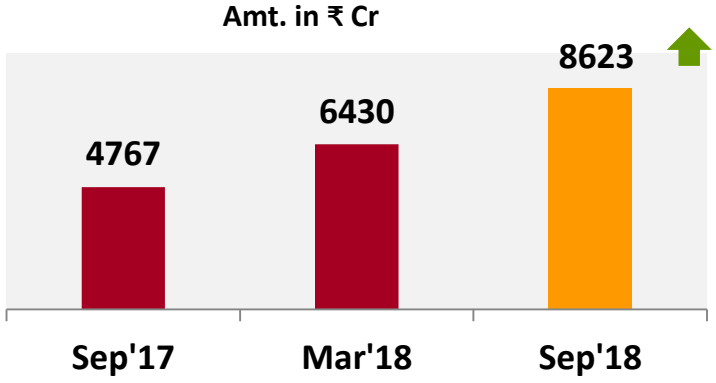
PMJDY Avg. Balance



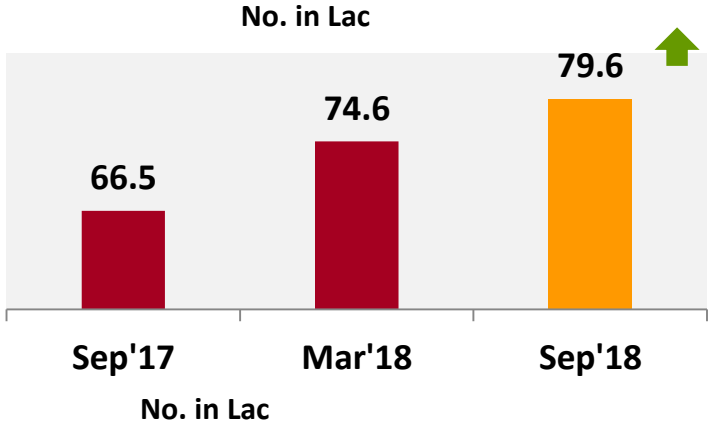
No. of DBT Txns



DBT Amount



A/c's opened thru eKYC



No. in Lac

Sl.	Jansuraksha Schemes Enrollment Up To	Sep'17	Mar'18	Sep'18
1	Pradhan Mantri Jeevan Jyoti Bima Yojana	13.4	13.9	14.3
2	Pradhan Mantri SurakshaBima Yojana	64.7	65.5	66.8
3	Atal Pension Yojana	2.6	3.1	3.5

CSR & Corporate Business Strategy

Training and Development: for empowering and enhancing livelihood to various segment to society.

RSETIs (55) & Rural Development Centres (2)

- Imparting self employment oriented training to rural youth and women.
- 2.47 lakh candidates have been trained in these centres since inception.

Farmers Training Centres (FTCs)

- Established 12 FTCs.
- Imparted training on agriculture and allied activities to 13.49 lakh persons since inception.

Financial Literacy Centres

- 103 FLCs imparting financial knowledge at grass root level.

Distribution of Schools bags under Balak Shiksha Protsahan Yojna

Distributing sewing machines to women beneficiary

Distributing essentials to Don Bosco Orphanage

Other CSR Activities

PNB Ladli scheme for popularizing education among girls of rural/ semi urban areas.

PNB Vikas- Village adoption scheme to develop adopted villages in holistic manner.

PNB Ujala for providing solar street lights

PNB Kisan Balak Shiksha protsahan Yojana to provide financial assistance to students of poor agriculture borrowers

Women empowerment: Mahila Kaushal Vikas Yojna

Swachchh Vidyalaya campaign for construction of toilets in government schools of adopted villages

PNB Prerna: An association of wives of Bank's Senior officials, perform a vital role in promoting CSR activities.

CSR is at the core of PNB's Corporate Business Strategy and the Bank makes following commitments:

- **Sustainability**
- **Corporate Volunteering**
- **Social Investments**
- **Health & Sanitation**
- **Green Initiatives**

....the name you can BANK upon

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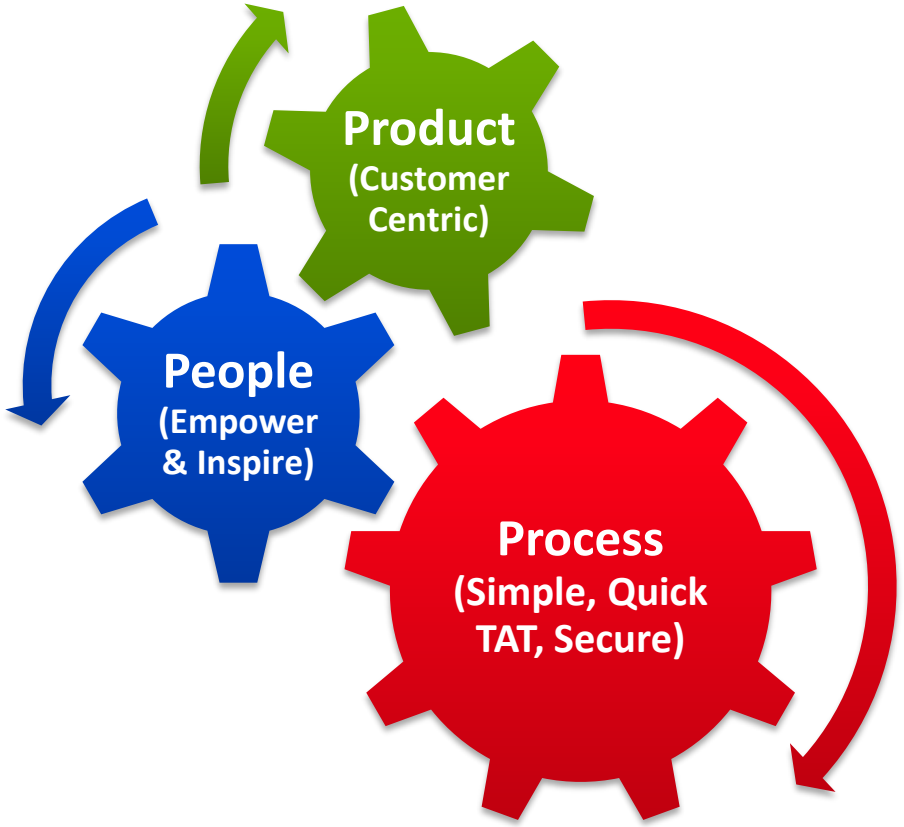
Mission Parivartan

Think-tank to provide Directional and Policy Inputs

*Aligns Bank's activities relating to **3 P's i.e.,** PEOPLE, PROCESSES & PRODUCTS more with the business strategy & vision.*



Vision

"Consistent Excellent Customer Service being facilitated through implementation of PARIVARTAN movement by all Internal stakeholders in the Bank."

Mission

"Be the Catalyst in Business Transformation by facilitating creation of an Innovative, Agile, Secure and Adaptive Future Ready Bank."

'LEAD THE PARIVARTAN' PORTAL LAUNCHED –A PLATFORM OFFERIING OPPORTUNITY TO ALL PNBIANS INCLUDING RETIRED STAFF TO CONTRIBUTE AS IDEATORS WITH TRANSFORMATIONAL IDEAS.

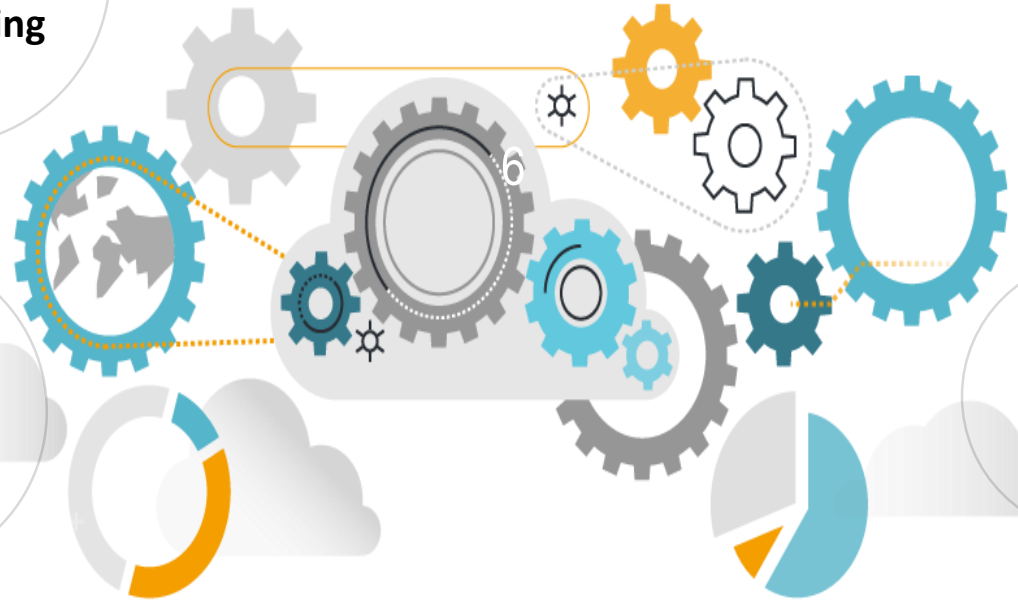
Bank on Transformation

Centralized Loan Processing Centers

7 CLPC were opened to segregate Pre & Post sanction responsibilities, qualitative credit assessment and efficient monitoring and improving TAT

SAMV

Formed a dedicated vertical i.e. Stressed Assets Management Vertical to deal with stressed assets



Revamping of Marketing Structure

Moving from Product Centric to Customer Centric Marketing with Technology Based Personalized Wealth Management Services

Trade Finance Centres

Centralization of all forex operations with emphasis on Business growth and compliance. Established two Trade Finance Centres

Human Values at work place

Imparts training on "Human Values at work place" to improve work culture

Digitalization of Trade Finance

End to End Digitalization of Trade Finance Operations through Robotic Process Automation underway.

Bank on Transformation
- In-house Big Data Analytics Centre

Bank has set up an in-house Big Data Analytics Centre over the large Enterprise wide Data warehouse.

Focus of Analytics

- To use Bank's data for better customer service
- Developing customer centric products
- Cross Sell and up sell
- Improvement of products and services
- Optimizing Customer's Profitability

Advance analytics have been done

- Sentiments analysis of Social Media feeds to improve customer services.
- Predictive analysis of ATM's Cash Optimization
- Predictive analysis of MSME accounts
- Next Best Offer to Customers

Way Forward

Development of Centralized Agriculture Loan Processing System for Improved TAT and Qualitative Credit Assessment

Streamlining our Footprints for Resource Optimization (Branch Rationalization)

Branch Profitability Dashboard to make action plans for maximizing of profits and achieving of budgets

Strengthening Inspection & Audit System of the Bank

Branch Operation Process Revamping (Review of Pragati)

Focus for the FY19

- RECOVERY IN NPA ACCOUNTS
- CONSERVATION OF CAPITAL AND MOBILIZING ADDITIONAL CAPITAL
- RATIONALISING OPERATIONS –DOMESTIC & INTERNATIONAL
- SALE OF NON CORE ASSETS
- REDUCTION IN RWA

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Note: All financial numbers in the presentation are from Audited Financials or Limited Reviewed financials or based on Management estimates.

Thank you!!!