Presentation on Financial Performance for the Quarter/FY March 2015

Performance Highlights

(Rs. Crore)

Top Line –Milestones:

- *Global Assets- Rs. 6.0 Lac*
- *Global Deposit- Rs. 5.0 Lac*
- *Saving Deposit- Rs. 1.5 Lac*
- *Overseas Business- Rs. 1.0 Lac*

Bottom Line –Achievements (FY15):

- *Operating Profit- Rs. 11955*
- *Total Income- Rs. 52206*
- *Other Income- Rs. 5891*

Key performance indicators:

- *CRAR (BASEL III): 12.21%*
- *Net Interest Margin: 3.15% (FY)*
- *Cost of Deposit: 6.09% (FY)*
- *Cost to Income Ratio: 46.74% (FY)*
- *Operating Profit to AWF: 2.06% (FY)*

YoY Growth (%):-

- *MSME Credit: 21.37%*
- *Retail Credit: 24.57%*
- *Housing Loan: 26.45%*

Overview of Performance

Particulars		Rs. Crore		YOY Growth %
Operating Profit	:			
- Q4 Mar'15		3203	↑	0.9
- FY Mar'15		11955	↑	5.0
Net profit	:			
- Q4 Mar'15		307		-62.0
- FY Mar'15		3062		-8.4
Global Business	:	881913	↑	10.1
Global Assets	:	603334	↑	9.6
Global Deposits	:	501379	↑	11.1
Global Credit	:	380534	↑	9.0

Profitability:

Performance of The Bank

during Q4 FY 15

Profit

(Rs. Crore)

Sl.	Parameters	Q4' FY 14	Q4' FY 15	Q3' FY 15	Variation (Q4' 15 over Q4'14) Amt.	(%)
1	Interest Income	11101	11651	11614	549	4.9
2	Interest Expenses	7100	7859	7381	759	10.7
3	NII (Spread) (1-2)	4002	3792	4233	-210	-5.3
4	Other Income	1397	1805	1291	408	29.2
5	Operating Expenses	2225	2394	2773	169	7.6
6	Contribution (4-5)	-828	-589	-1482	239	-28.9
7	Operating Profit (3+6)	3173	3203	2751	29	0.9
8	Provisions	2367	2896	1976	529	22.3
9	Net Profit	806	307	775	-500	-62.0

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Provisions

(Rs. Crore)

Sl.	Particulars	Q4' FY 14	Q4' FY 15	Q3' FY 15	Variation (Q4' 15 over Q4'14) Amt.	%
1	Provision towards NPAs (Net of floating provisions)	1755	3281	1723	1526	87.0
2	Standard Advances incl. Standard Restructured	380	324	135	-56	-14.6
4	Depreciation on Investment	28	286	-445	258	909.2
5	Income Tax	228	-938	508	-1166	-510.7
6	Others	-24	-57	55	-33	136.3
7	Total Provision	2367	2896	1976	529	22.3

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Break-up : Income

(Rs. Crore)

Sl.	Parameters	Q4' FY 14	Q4' FY 15	Q3' FY 15	Variation (Q4' 15 over Q4'14) Amt.	(%)
1	Interest on Advances	8249	8569	8736	320	3.9
2	Interest on Investments	2659	2781	2612	121	4.6
3	Other Interest Income	193	301	267	108	56.2
4	Interest Income (1+2+3)	11101	11651	11614	549	4.9
5	Other Income	1397	1805	1291	408	29.2
	of which					
6	Core Non-Interest Income	850	850	888	0	-0.1
7	Recovery in Written off a/cs	274	335	109	60	22.0
8	Trading Profit	189	538	211	348	184.2
9	Dividend from Liquid MF	72	85	77	13	17.5
10	Residual (incl. Derivative inc)	11	-2	6	-13	-115.5
11	Total Income (4+5)	12498	13456	12905	957	7.7

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Fee Based Income-Qtr

(Rs. Crore)

Sl.	Particulars	Q4' FY 14	Q4' FY 15	Q3' FY 15	Variation (Q4' 15 over Q4'14) Amt.	(%)
1	Processing Fees	127	124	75	-3	-2.3
2	LC/LG Income	208	198	178	-11	-5.1
3	Bills & Remittance	118	120	116	2	1.7
4	Incidental Charges	53	52	84	-1	-1.0
5	Inc from ATM operations	85	93	109	8	9.0
6	Income from Ins & MF	26	30	21	4	16.9
7	Misc. Income	120	135	131	15	12.8
8	Exchange Profit	114	98	175	-16	-13.8
9	Core Non Interest Income	850	850	888	0	0.0

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Break-up : Expenditure

(Rs. Crore)

Sl.	Parameters	Q4' FY 14	Q4' FY 15	Q3' FY 15	Variation (Q4' 15 over Q4'14)	
					Amt.	(%)
1	Intt. Paid on Deposits	6421	7161	6990	741	11.5
2	Intt. Paid on Borrowings	396	81	55	-315	-79.5
3	Others	283	617	336	333	117.7
4	Total Interest Paid (1+2+3)	7100	7859	7381	759	10.7
5	Estab. Expenses	1478	1507	2029	29	2.0
	Of Which					
5a	Employee Benefits (AS-15)	351	850	853	499	142.1
6	Other Operating Expenses	747	887	745	140	18.7
7	Operating Expenses (5+6)	2225	2394	2773	169	7.6
8	Total Expenses (4+7)	9325	10253	10154	928	10.0

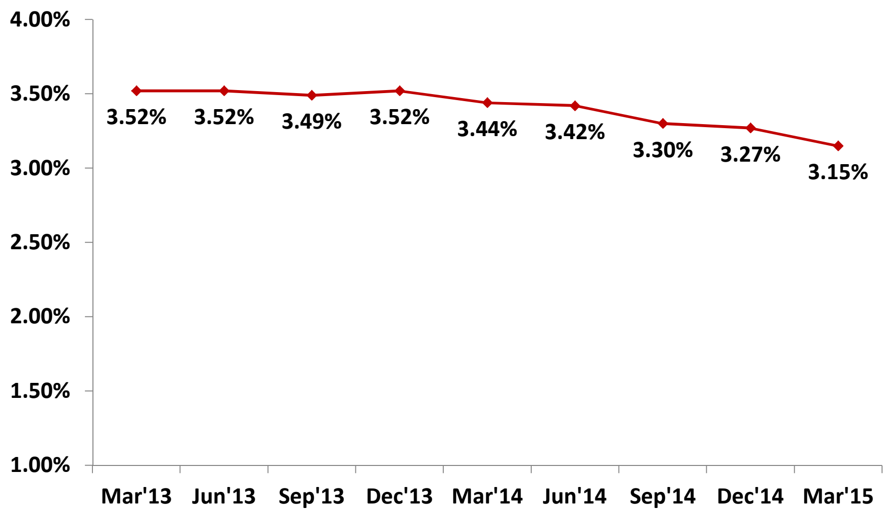
Cost & Yield Ratios

(Annualized)

Sl.	Particulars	Q 4 FY 14	Q 4 FY 15	Q 3 FY 15
1	Cost of Deposit [%]	6.14	6.04	6.11
2	Cost of Fund [%]	5.11	5.22	5.09
3	Yield on Advances [%]	9.94	9.51	9.86
4	Yield on Investment [%]	7.90	7.93	8.05
5	Yield on Fund [%]	7.99	7.73	8.00
6	Net Interest Margin [%]	3.20	2.79	3.21

Net Interest Margin (%)

(Annualized)



Profitability Ratios

(Annualized)

Sl.	Particulars	Q 4 FY 14	Q 4 FY 15	Q 3 FY 15
1	Return on Assets [%]	0.58	0.20	0.53
2	Return on Net worth [%]	9.35	3.25	8.32
3	Opt. Profit to AWF [%]	2.28	2.13	1.90
4	Cost to Income Ratio [%]	41.22	42.78	50.20
5	Estb. Exp. To Total Exp. [%]	15.85	14.70	19.98
6	Opt. Exp. To AWF [%]	1.60	1.59	1.91
7	*Book Value per Share [Rs]	190.50	203.24	205.73
8	*Earnings per share [Rs]	17.82	6.77	17.11

** Face Value of Share after splitting is Rs. 2/-*

Profitability:

Performance of The Bank

during FY 15

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Profit -FY

(Rs. Crore)

Sl.	Parameters	Mar'14	Mar'15	Variation (Mar'15 over Mar'14)	
				Amt.	(%)
1	Interest Income	43223	46315	3092	7.2
2	Interest Expenses	27077	29760	2683	9.9
3	NII (Spread) (1-2)	16146	16556	410	2.5
4	Other Income	4577	5891	1314	28.7
5	Operating Expenses	9338	10492	1153	12.4
6	Contribution (4-5)	-4762	-4601	161	
7	Operating Profit (3+6)	11384	11955	570	5.0
8	Provisions	8042	8893	851	10.6
9	Net Profit	3343	3062	-281	-8.4

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Provisions-FY

(Rs. Crore)

Sl.	Particulars	Mar'14	Mar'15	Variation (Mar'15 over Mar'14)	
				Amt.	(%)
1	Provision towards NPAs (Net of floating provisions)	4517	7979	3462	76.6
2	Standard Adv. Incl. Standard Restructured	1374	491	-883	-64.3
4	Depreciation on Investment	783	-567	-1349	-172.4
5	Income Tax	1348	896	-452	-33.6
6	Others	20	94	74	366.5
7	Total Provision	8042	8893	851	10.6

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Break-up : Income-FY

(Rs. Crore)

Sl.	Parameters	Mar'14	Mar'15	Variation (Mar'15 over Mar'14)	
				Amt.	(%)
1	Interest on Advances	32393	34794	2401	7.4
2	Interest on Investments	10266	10600	334	3.3
3	Other Interest Income	564	921	357	63.2
4	Interest Income (1+2+3)	43223	46315	3092	7.2
5	Other Income	4577	5891	1314	28.7
	of which				
6	Core Non-Interest Income	3320	3485	165	5.0
7	Recovery in Written off a/cs	515	1017	502	97.5
8	Trading Profit	549	1023	473	86.2
9	Dividend from Liquid MF	206	334	128	62.3
10	Residual (incl Derivative inc)	-13	32	45	-349.2
11	Total Income (4+5)	47800	52206	4406	9.2

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Fee Based Income-FY

(Rs. Crore)

Sl.	Particulars	Mar'14	Mar'15	Variation (Mar'15 over Mar'14)	
				Amt.	(%)
1	Processing Fees	582	577	-5	-0.9
2	LC/LG Income	765	796	31	4.1
3	Bills & Remittance	426	483	57	13.3
4	Incidental Charges	190	201	11	6.0
5	Inc from ATM operations	349	384	35	10.1
6	Income from Ins & MF	69	85	16	23.8
7	Misc. Income	395	461	66	16.6
8	Exchange Profit	544	498	-46	-8.5
9	Core Non Interest Income	3320	3485	165	5.0

Break-up : Expenditure- FY

(Rs. Crore)

Sl.	Parameters	Mar'14	Mar'15	Variation (Mar'15 over Mar'14)	
				Amt.	(%)
1	Intt. Paid on Deposits	25222	27621	2399	9.5
2	Intt. Paid on Borrowings	768	567	-201	-26.2
3	Others	1087	1571	484	44.5
4	Total Interest Paid (1+2+3)	27077	29760	2683	9.9
5	Estab. Expenses	6510	7337	826	12.7
	Of Which				
5a	Employee Benefits (AS-15)	2158	3218	1060	49.1
6	Other Operating Expenses	2828	3155	327	11.6
7	Operating Expenses (5+6)	9338	10492	1153	12.4
8	Total Expenses (4+7)	36416	40251	3836	10.5

Cost & Yield Ratios-FY

(Annualized)

Sl.	Particulars	FY Mar'14	FY Mar'15	9M Dec'14
1	Cost of Deposit [%]	6.33	6.09	6.12
2	Cost of Fund [%]	5.20	5.14	5.11
3	Yield on Advances [%]	10.36	9.88	10.01
4	Yield on Investment [%]	7.85	7.99	8.00
5	Yield on Fund [%]	8.31	8.00	8.09
6	Net Interest Margin [%]	3.44	3.15	3.27

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Profitability Ratios-FY

(Annualized)

Sl.	Particulars	FY Mar'14	FY Mar'15	9M Dec'14
1	Return on Assets [%]	0.64	0.53	0.64
2	Return on Net worth [%]	9.69	8.12	9.86
3	Opt. Profit to AWF [%]	2.19	2.06	2.04
4	Cost to Income Ratio [%]	45.06	46.74	48.06
5	Estb. Exp. To Total Exp. [%]	17.88	18.23	19.43
6	Opt. Exp. To AWF [%]	1.79	1.81	1.89
7	*Book Value per Share [Rs]	190.50	203.24	205.73
8	*Earnings per share [Rs]	18.78	16.91	20.29

** Face Value of Share after splitting is Rs. 2/-*

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Business:

Performance of the Bank

Business

(Rs. Crore)

Sl.	Parameters	Mar'14	Dec'14	Mar'15	Variation % Over	
					Mar'14	Dec'14
1	**Total Business**	**800666**	**846634**	**881913**	**10.1**	**4.2**
	Out of Which					
	Overseas Business	**73447**	**93975**	**100785**	**37.2**	**7.2**
	Overseas Business (USD Mio)	12282	14940	16161	31.6	8.2
	Share of Overseas Business [%]	**9.17**	**11.10**	**11.43**		
2	**Total Deposit**	**451397**	**484138**	**501379**	**11.1**	**3.6**
3	**Total Advances**	**349269**	**362496**	**380534**	**9.0**	**5.0**
4	**CD Ratio [%]**	**77.38**	**74.87**	**75.90**		

Deposit

(Rs. Crore)

Sl.	Parameters	Mar'14	Dec'14	Mar'15	Variation % Over	
					Mar'14	Dec'14
1	**Global Deposit**	**451397**	**484138**	**501379**	**11.1**	**3.6**
2	**Overseas Deposit**	**32972**	**45201**	**48350**	**46.6**	**7.0**
	Overseas Deposit (USD Mio)	5500	7171	7736	40.7	7.9
3	**Domestic Deposit**	418425	438937	453029	8.3	3.2
3a	**Current Deposit**	31499	29674	33581	6.6	13.2
3b	**SB Deposit**	141373	143463	150200	6.2	4.7
3c	**CASA Deposit**	**172872**	**173137**	**183780**	**6.3**	**6.1**
	Share of CASA To Dom. Dep. (%)	**41.31%**	**39.44%**	**40.57%**		
3d	**Term Deposit**	**245553**	**265800**	**269249**	**9.7**	**1.3**
	Core Term	212940	230543	243904	14.5	5.8
	Interbank	10101	11074	13222	30.9	19.4
	Differential Rate Dep. Incl. CD	22512	24183	12123	-46.1	-49.9
	Share of DRI Dep. to Total %	**4.99%**	**5.00%**	**2.42%**		
3e	**Core Deposit**	**385812**	**403680**	**427684**	**10.9**	**5.9**
	Core Dep. To Total (%)	**92.21%**	**91.97%**	**94.41%**		

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Advances- Sectoral

(Rs. Crore)

Sl.	Parameters	Mar'14	Dec'14	Mar'15	% Share in Gr. Non-food cr.	Variation Mar'15/Mar'14	
						Amt.	(%)
1	**Global Gross Advances**	**359646**	**372086**	**392422**		32776	9.1
2	Overseas Advances	40475	48774	52435		11960	29.5
3	Domestic Gross Advances	319171	323312	339987		20816	6.5
3a	Food Credit	6251	6970	5846		-405	-6.5
3b	**Dom. Non-Food Gross Adv.**	**312920**	**316342**	**334141**	**100.00**	**21221**	**6.8**
	- of Which (Sl. No. 4 to 9)						
4	**Agriculture & Allied**	**54586**	**53103**	**60006**	**16.79**	**5420**	**9.9**
5	**Industry**	**138741**	**139729**	**155205**	**44.17**	**16464**	**11.9**
5a	*MSME Manufacturing*	46499	51774	52199	16.37	5700	12.3
5b	*Large Industry*	92242	87955	103006	27.80	10764	11.7
6	**Retail Loans**	**38864**	**46215**	**48415**	**14.61**	**9551**	**24.6**
6a	*Housing*	17038	19759	21544	6.25	4506	26.4
6b	*Car/Vehicle*	3577	3923	4089	1.24	512	14.3
6c	*Education*	4258	4379	4397	1.38	139	3.3
6d	*Other Retail Loans*	13991	18154	18384	5.74	4394	31.4
7	Commercial Real Estate	**7795**	**8204**	**7486**	**2.59**	**-309**	**-4.0**
8	NBFC	**13473**	**11572**	**14191**	**3.66**	**718**	**5.3**
9	Services & Others	**59461**	**57519**	**48838**	**18.18**	**-10622**	**-17.9**

MSME Advances is Rs. 91093 cr. grew by 21.37%

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Advances –Industry wise Breakup

(Rs. Crore)

Major Industry wise Deployment	Mar'14		Dec'14		Mar'15		Variation Mar'15/Mar'14	
	Amt.	Share % to NFC	Amt.	Share % to NFC	Amt.	Share % to NFC	Amt.	(%)
Food Processing	9983	3.5	10618	3.8	14986	4.5	5003	50.1
Textiles	10994	3.9	10173	3.6	11646	3.5	652	5.9
Chemical & Chemical Products	5568	2.0	4893	1.7	5745	1.7	177	3.2
Cement & Cement Products	2570	0.9	2281	0.8	2537	0.8	-34	-1.3
Basic Metal & Metal Products	23406	8.3	22035	7.8	25538	7.6	2133	9.1
-Iron & Steel	21107	7.5	20326	7.2	23701	7.1	2595	12.3
Paper & paper products	1558	0.6	1549	0.5	1604	0.5	46	3.0
Petroleum	1600	0.6	1470	0.5	1812	0.5	213	13.3
All Engineering Products	5369	1.9	5713	2.0	6104	1.8	734	13.7
Vehicles & Vehicle parts	853	0.3	704	0.2	712	0.2	-141	-16.5
Construction	2188	0.8	2341	0.8	2775	0.8	587	26.8
Infrastructure	**54829**	**19.4**	**56989**	**20.1**	**63723**	**19.1**	**8894**	**16.2**
-Power	32746	11.6	34775	12.3	37109	11.1	4363	13.3
-Tele-Communication	6349	2.2	6221	2.2	5938	1.8	-411	-6.5
- Roads & Ports	10044	3.5	9813	3.5	13161	3.9	3117	31.0
- Others	5692	2.0	6180	2.2	7516	2.2	1824	32.1
Residual	19823	7.0	20963	7.4	18023	5.4	-1800	-9.1
Industry	**138741**	**49.0**	**139729**	**49.4**	**155205**	**46.4**	**16464**	**11.9**

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Investment

(Rs. Crore)

Sl.	Particulars	Mar'14	Dec'14	Mar'15
1	Gross Investment	140466	139943	149266
2	Held To Maturity (HTM)	95694	98547	106969
3	Available For Sale (AFS)	41439	39037	39116
4	Held For trading (HFT)	3333	2359	3181
5	Duration (AFS)	4.55	4.04	4.97
6	Modified Duration (AFS)	4.29	3.82	4.73
7	Duration Total Portfolio	4.73	4.78	5.09
8	Modified Duration Total Portfolio	4.51	4.58	4.89
9	Net demand & time Liabilities	413619	434885	455134
10	SLR (%)	25.02	26.28	27.19
11	SLR HTM toTotal SLR (%)	83.18	84.93	84.97
12	HTM To Gross Investment (%)	68.13	70.42	71.66
13	Total SLR	112644	113450	123133
14	Total Non SLR	27822	26493	26133

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Break up of Gross Credit as per Asset Class

(Rs. Crore)

	Standard Adv. (Excl. Std. Restructured)	Restructured Standard (O/S) Cumulative (As on Mar'15)	*NPA	Gross Advances
Upto 2008-09	153759	202	2507	156468
FY 2009-10	184890	202	3214	188306
FY 2010-11	239418	202	4379	243999
FY 2011-12	281841	7332	8720	297893
FY 2012-13	285689	16088	13466	315243
FY 2013-14	317287	23478	18880	359646
FY 2014-15	328412	38315	25695	392422

**This includes restructured NPA amounting to Rs. 4023.69 cr. as on Mar'15.*

01.04.2014 to 31.03.2015

Sl.	Standard Restructured A/cs (O/s)	No.	Amt. O/s	DFV
1	Under CDR	23	4358	387
2	Under SME	128	727	17
3	Others (Non-CDR)	162	9752	596
	Total	313	14837	1000

Sector wise O/S Restructured Accounts

(Rs. Crore)

01.04.2014 to 31.03.2015

Sl	Restructured Accounts	No.	Amt. O/s	Diminution in Fair Value
1	Standard Adv.	313	14837	1000
2	NPA	10	404	42
	Total	323	15241	1042

Cumulative

Sl.	Standard Restructured A/cs (O/s)	No.	Amt. O/s
1	Under CDR	80	14645
2	Under SME	379	1274
3	Others (Non-CDR)	233	22397
	Total	692	38315

Sl.	Sector	Mar'14	Mar'15	O/S Amt	%age Share
A	Agriculture	108	121	229	0.6
B	Housing	0	8	8	0.0
C	Real Estate	329	6	335	0.9
D	Industry	21020	13259	34278	89.5
E	Others	2022	1444	3466	9.0
	Total	**23478**	**14837**	**38315**	100.0
	Out of the Above Major Industries/Sectors				
1	Iron & Steel	3724	1864	5588	14.6
2	Infrastructure	11265	4777	16042	41.9
	Out of which				
	Power	9886	3799	13685	35.7
	Telecom	273	98	371	1.0
3	Drilling	610	0	610	1.6
4	Textiles	454	960	1414	3.7
5	Aviation	0	32	32	0.1
6	Sugar	206	1209	1415	3.7
7	Paper/Printing	37	110	147	0.4
8	Chemical/Fertiliser/Drugs	530	1418	1947	5.1
9	Cement	382	153	535	1.4
10	Manufacturing	686	903	1589	4.1
11	Engineering	14	179	194	0.5
12	Auto parts	150	7	156	0.4
13	Hotel	550	182	732	1.9
14	Education	267	211	478	1.2
15	Finance	0	105	105	0.3

Non-Performing Assets

(Rs. Crore)

Sl.	Parameters	Mar'14	Dec'14	Mar'15
1	NPA as at the beginning of Yr.	13466	18880	18880
2	Cash Recovery	2611	2234	2925
3	Upgradation	1429	830	1000
4	Write Off	1355	4754	5920
5	Total Reduction (2+3+4)	5396	7818	9845
6	Fresh Addition	10810	11149	16660
	-Fresh slippages	9865	10327	15692
	-Debits in existing NPA A/cs	945	822	968
7	Gross NPAs end period	18880	22211	25695
8	Eligible Deductions incl. Provisions	8963	8424	10298
9	Net NPAs	9917	13788	15396
10	Recovery in written-off debt A/Cs	515	682	1017

Particulars	Mar'14	Dec'14	Mar'15
Gross NPA%	5.25%	5.97%	6.55%
Net NPA%	2.85%	3.82%	4.06%
NPA Coverage Ratio	59.07%	57.27%	58.21%

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Capital Adequacy (Basel III)

(Rs. Crore)

Sl.	Particulars	Mar'14	Dec'14	Mar'15
	Capital Fund			
1	Tier I	33059	33616	36991
	Of Which			
	Common Equity	31842	32444	34745
	Additional Tier I (AT I)	1217	1172	2246
2	Tier II	9867	11999	11555
3	Total (Tier I+II)	42927	45614	48546
4	Risk-weighted Assets	372548	395281	397581
5	Capital Adequacy Ratio	11.52%	11.54%	12.21%
6	Tier I	8.87%	8.50%	9.30%
	Of Which			
	Common Equity	8.55%	8.22%	8.74%
	Additional Tier I (AT I)	0.33%	0.30%	0.56%
7	Tier II	2.65%	3.04%	2.91%

Tier I Capital under BASEL III increased from 8.87% in FY 14 to 9.30% in FY 15.

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Capital raised during FY 15

(Rs. Crore)

Date of issue	Type of instrument-Basel III	Amount
03.04.2014	Tier 2 Debt Instrument	500
09.09.2014	Tier 2 Debt Instrument	500
30.09.2014	Tier 2 Debt Instrument	1000
13.02.2015	Perpetual Debt Instrument AT-1 Capital	1500
31.03.2015	Equity infusion (GOI)	870
	Total During FY 15	4370

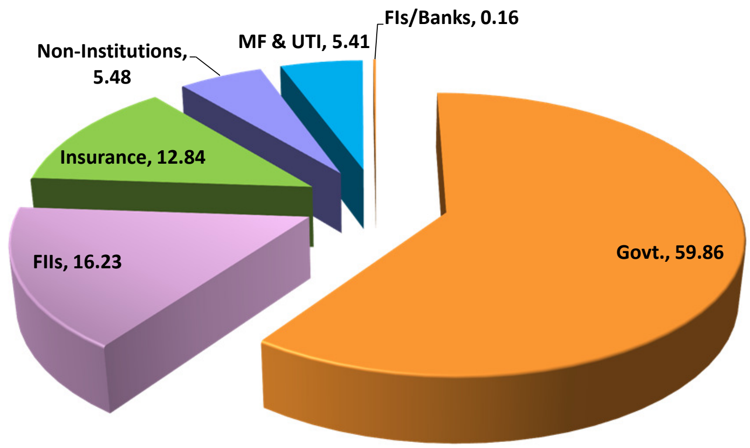
CRAR of the Bank under BASEL III -12.21%

Market Share & Productivity

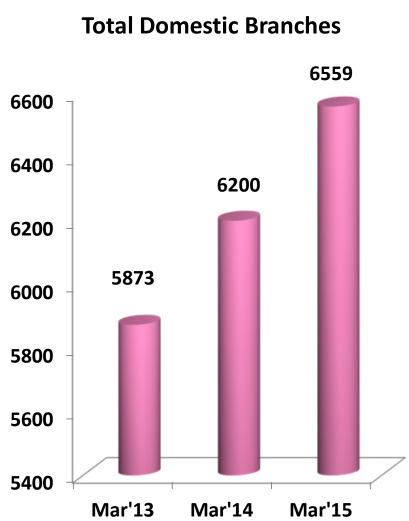
Sl.	Parameters	Mar'14	Dec'14	Mar'15
1	Deposit Market Share (%)	4.98	4.95	4.89
2	Credit Market Share (%)	4.98	4.85	4.80
3	Business Per Branch (Rs. Cr.)	126.10	126.05	127.42
4	Business Per Employee (Rs. Cr.)	12.83	12.82	13.19

Shareholding Pattern (%)

(Mar’15)



Capacity Building – Expanding Network

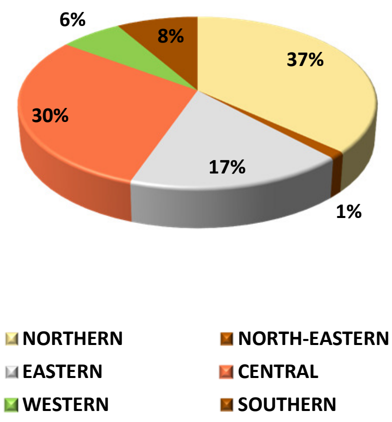


Population Group wise Branches (Mar’15)			
Metro	Urban	Semi-Urban	Rural
1032	1356	1579	2592
15.73	20.67	24.07	39.52

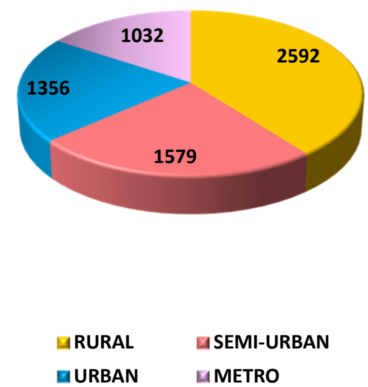
ATM Network		
Mar’13	Mar’14	Mar’15
6313	6940	8348

Branch Network –Mar'15

Geographic Distribution of Domestic Branches



Population group wise Distribution of Domestic Branches



Thank You