



Performance Analysis

Q3 & NME FY 20

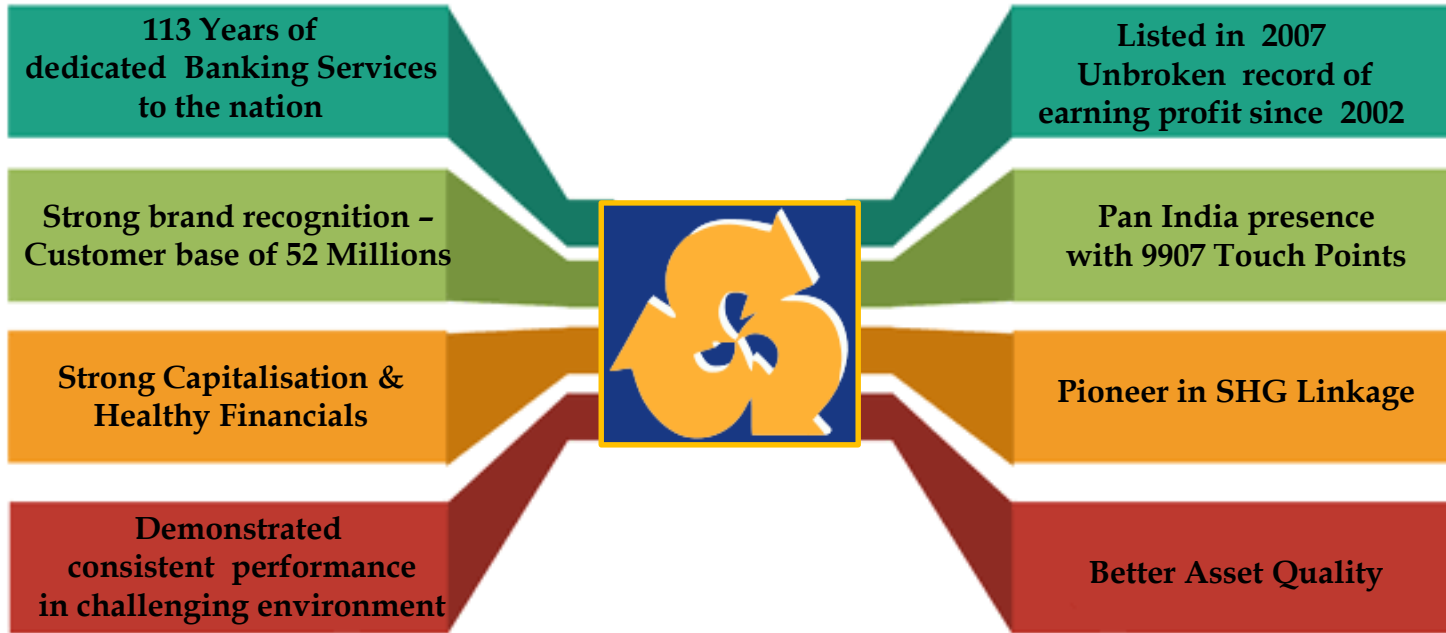


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Key Strengths



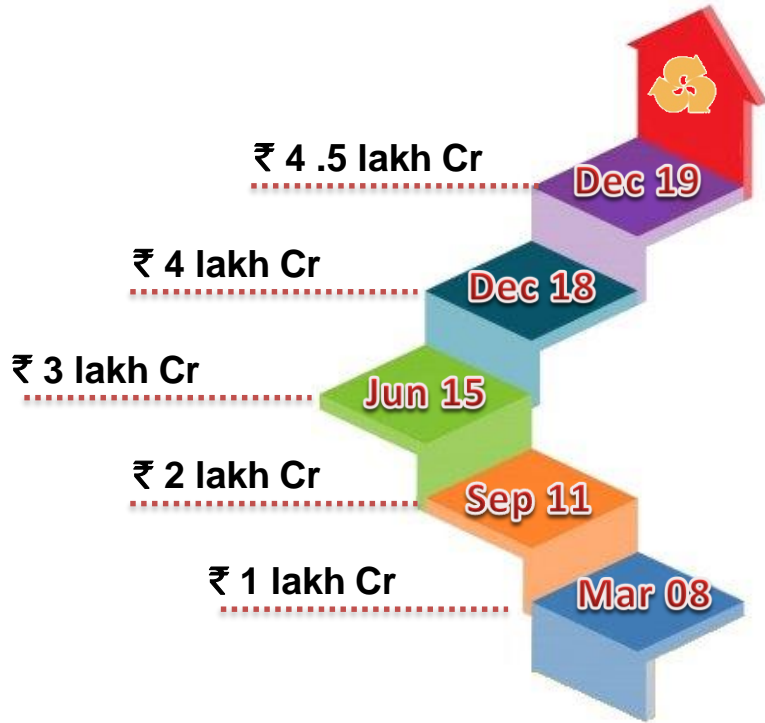
Bonding with Allahabad Bank soon to grow **Stronger** and **Scale** greater heights



Milestone Achievements



Business



*Business crosses
₹ 4.5 trillion
&
Balance sheet size crosses
₹ 3 trillion*

Performance Highlights - Q3 FY 20 (YoY)



↑
Total Business
₹4.50 lakh Cr
11.81%

↑
Deposits
₹2.57 lakh Cr
14.07%

↑
CASA 10%
Current Account – 7%
Savings Account – 11%

↑
Core Term Deposits
25%

↑
Advances
₹1.93 lakh Cr
8.93%

↑
Diversified Domestic Loan Book
RAM 64%

↑
Operating Profit
₹1919 Cr
67%

↑
Net Profit
₹247 Cr
62%

↑
RoA
0.33%
10 bps

↑
RoE
5.04%
132 bps

↑
Domestic NIM 2.91 %
3 bps

↓
Expense Ratio
38.91%

↑
CRAR (BASEL III)
15 %

↑
PCR at
70.84%
993 bps

Asset Quality (Sequential Quarter) – Gross NPA 7.20% (7.20%) ↔ Net NPA 3.50% (3.54%) ↓



Financials - Net Interest Income (NII) & Operating Profit



₹ in Cr

S No	Components	Year Ended	Quarter Ended				Nine Months Ended		
		31.03.2019	31.12.2018	30.09.2019	31.12.2019	Y-o-Y (%)	31.12.2018	31.12.2019	Y-o-Y (%)
1	Interest Income	19185	4824	5308	5467	13	14217	15912	12
2	Other Income	1883	445	738	1039	133	1313	2471	88
	Of which								
	Profit on sale of investment	175	58	249	240	--	80	691	768
	Recovery of bad debts	158	50	38	46	-8	104	117	13
	Fee Income	1185	266	304	346	30	849	930	10
	Forex Income	173	42	51	50	20	133	154	16
	Miscellaneous income	191	30	95	357	--	148	578	292
	<i>of which</i> Interest on Income Tax Refund	4	0	0	296	--	4	296	--
	PSLC Commssion	100	15	62	36	134	88	201	130
3	Total Income (1+2)	21068	5269	6045	6506	23	15530	18383	18
4	Interest Expenses	12167	3107	3445	3512	13	8962	10309	15
5	Net Interest Income (1-4)	7018	1717	1863	1955	14	5255	5604	7
6	Staff Expenses	2223	565	586	593	5	1651	1775	8
6A	Discount on ESPS	0	0	0	0	--	0	74	--
7	Overheads	1797	451	513	482	7	1282	1431	12
8	Operating Expenses (6+6A+7)	4020	1015	1099	1075	6	2933	3280	12
9	Total Expenses (4+8)	16187	4122	4544	4587	11	11895	13588	14
10	Operating Profit (3-9)	4881	1147	1502	1919	67	3635	4795	32



Net Profit - Snapshot



₹ in Cr

S No	Components	Year Ended	Quarter Ended			Nine Months Ended			
		31.03.2019	31.12.2018	30.09.2019	31.12.2019	Y-o-Y (%)	31.12.2018	31.12.2019	Y-o-Y (%)
1	Operating Profit	4881	1147	1502	1919	67	3635	4795	32
2	Total Provisions	4559	994	1143	1672	68	3123	3824	22
	Of which								
	Loan loss	3616	974	721	1702		2183	2905	
	Depreciation on investments	1035	-55	155	-145		919	302	
	Standard advances	-6	15	37	-2		-47	21	
	Income-tax	-38	71	234	142		166	590	
	Others	-49	-10	-3	-26		-97	4	
3	Net Profit (1-2)	322	152	359	247	62	512	971	90



Interest Income / Expenses & Net Interest Income



₹ in Cr

S No	Components	Year Ended	Quarter Ended				Nine Months Ended		
		31.03.2019	31.12.2018	30.09.2019	31.12.2019	Y-o-Y (%)	31.12.2018	31.12.2019	Y-o-Y (%)
1	Interest Income on Advances and Discount on Bills	13984	3553	3994	4050	14	10325	11896	15
2	Interest on investments	5043	1222	1267	1366	12	3789	3876	2
3	Sundry interest income	158	49	47	50	2	103	140	35
4	Total Interest Income (1+2+3)	19185	4824	5308	5467	13	14217	15912	12
5	Interest on deposits	11230	2892	3258	3330	15	8213	9739	19
6	Interest on borrowings	841	193	187	182	-6	676	570	-16
7	Sundry interest expenditure	95	22	0	0	--	73	0	--
8	Total Interest Expenditure (5+6+7)	12167	3107	3445	3512	13	8962	10309	15
9	Net Interest Income (NII) (4-8)	7018	1717	1863	1955	14	5255	5604	7



Fee Income



₹ in Cr

Components	Year Ended	Quarter Ended				Nine Months Ended		
	31.03.2019	31.12.2018	30.09.2019	31.12.2019	Y-o-Y (%)	31.12.2018	31.12.2019	Y-o-Y (%)
Fee Income (Total of (i) to (vii))	1185	266	304	346	30	849	930	10
Of which								
(i) Transaction fees	425	104	113	111	6	323	329	2
Of which								
ATM acquirer fee	188	48	52	50	3	142	149	5
(ii) Loan processing charges	179	35	59	64	83	118	161	37
(iii) Commission on LC/BG	134	29	37	42	43	92	110	19
(iv) Commission on Government business	49	11	11	12	14	32	33	5
(v) Cross selling	16	3	3	5	81	9	12	26
(vi) Income from PFMS operations	16	3	1	2	-46	14	10	-27
(vii) Misc fee Income	367	81	79	110	35	261	275	6
Of which								
Rent on lockers	69	18	15	18	1	51	50	-3
Incidental charges	44	11	13	13	18	32	40	25
Charges for other services	60	12	11	18	59	37	39	6
AMC Charges on ATM/ Debit Cards	66	16	18	18	15	53	56	5
DD commission (Inland)	33	8	7	7	-8	25	22	-14



Operating Expenses

₹ in Cr



S No	Components	Year Ended	Quarter Ended				Nine Months Ended		
		31.03.2019	31.12.2018	30.09.2019	31.12.2019	Y-o-Y (%)	31.12.2018	31.12.2019	Y-o-Y (%)
1	Staff Expenses	2223	565	586	593	5	1651	1775	8
	Of which								
	Salary	1788	449	463	457	2	1334	1312	-2
	Contribution for Employees	435	116	123	136	18	317	389	23
1A	Discount on ESPS	--	--	--	--	--	--	74	--
2	Overheads	1797	451	513	482	7	1282	1431	12
	Of which								
	Rent, Taxes & Lighting	298	70	87	76	9	215	232	8
	Depreciation	259	65	82	78	20	188	232	23
	Insurance	256	64	77	71	11	192	214	12
	Travelling and Halting	55	12	17	13	4	41	40	-4
	Postage, Telecommunications etc.	64	15	15	13	-14	40	38	-4
	Repairs and Maintenance	95	26	25	22	-15	71	70	-1
	Printing and Stationery	31	7	8	7	6	21	22	7
	Advertisement & Publicity	9	5	2	3	-47	7	5	-22
	Others	730	186	200	199	7	507	577	14
	Of which								
	ATM Issuer Fee paid	222	58	58	63	8	163	185	13
	Fee others	118	31	34	31	1	72	85	18
	Financial Inclusion Plan Expenses	52	13	14	14	1	39	42	7
	Audit Fees	37	6	13	10	74	21	30	47
3	Total Operating Expenses (1+1A+2)	4020	1015	1099	1075	6	2933	3280	12



Business Snapshot

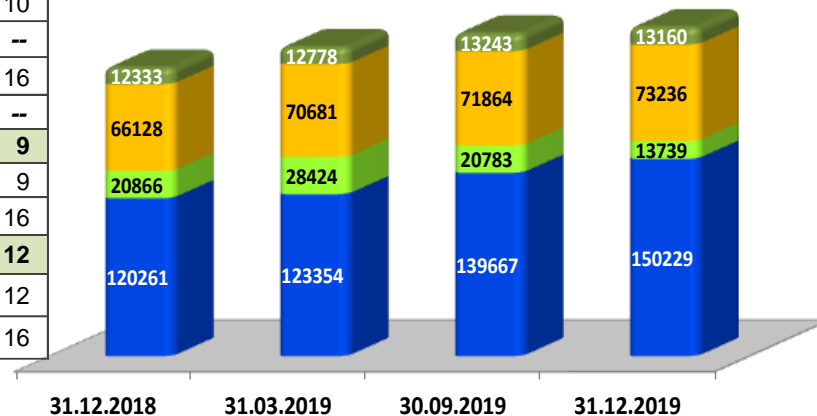


₹ in Cr

Parameter	31.12.2018	31.03.2019	30.09.2019	31.12.2019	YOY (%)
Deposits	225847	242076	253172	257621	14
Domestic	219588	235237	245557	250363	14
Overseas	6259	6839	7615	7257	16
Deposits breakup					
Current	12680	13256	13638	13623	7
Savings	66211	70766	71959	73320	11
CASA	78890	84022	85597	86943	10
CASA %	34.9%	34.7%	33.8%	33.7%	--
Term Deposit	146957	158054	167575	170678	16
Term Deposit %	65.1%	65.3%	66.2%	66.3%	--
Advances	176864	187896	194248	192658	9
Domestic	169690	180345	185836	184362	9
Overseas	7174	7551	8413	8295	16
Business	402711	429972	447420	450278	12
Domestic	389278	415582	431393	434726	12
Overseas	13433	14390	16027	15553	16

Domestic Deposits

- Core Term Deposits
- Savings Bank
- Other Term Deposits
- Current account



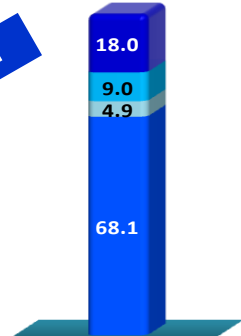
Advances (Domestic) - Composition



₹ in Cr

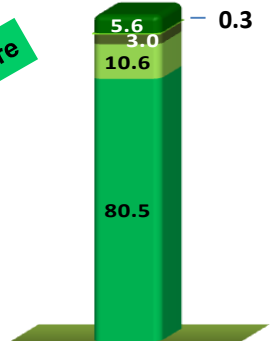
Sector	31.12.2018	31.03.2019	30.09.2019	31.12.2019	YoY (%)
Gross Advances-Domestic	169690	180345	185836	184362	9
R etail	30511	32853	35920	37207	22
A griculture	37286	39005	40980	42134	13
M SMSE	31808	33046	36765	37917	19
Total (RAM)	99604	104904	113665	117258	18
RAM % to Gross Advances	58.70	58.17	61.16	63.60	--
C orporates	70086	75441	72171	67104	-4

Retail



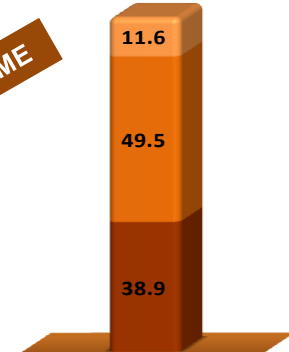
Home Loans & Mortgage loan	25362
Auto Loans	1808
Educational Loans	3340
Other Retail Loans	6697

Agriculture



Crop Loans	33910
Investment Credits	4477
Agri Allied	1251
Infra	140
Ancillary	2356

MSME



Micro	14736
Small	18786
Medium	4395



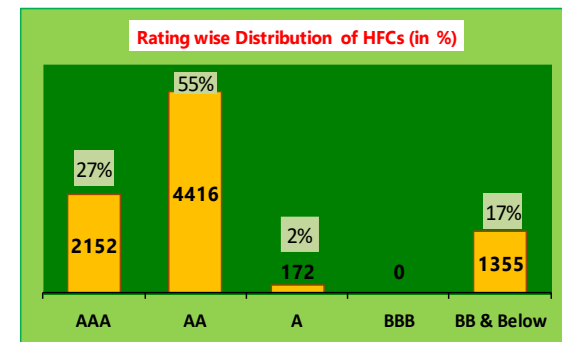
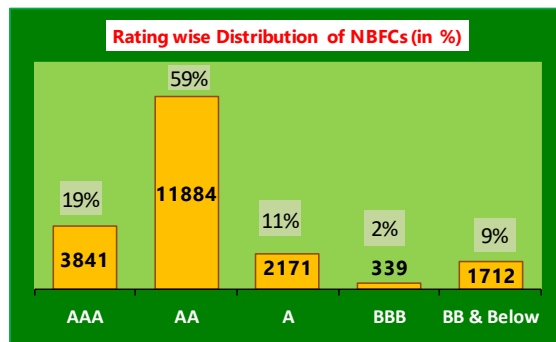
Corporate Sector - Overview



₹ in Cr

Composition	31.12.2018	% to Gross Advances	31.03.2019	% to Gross Advances	30.09.2019	% to Gross Advances	31.12.2019	% to Gross Advances
NBFCs	19646	12	19865	11	19990	11	19947	11
NBFC - PSUs	65	0	56	0	41	0	32	0
NBFC - HFCs	7534	4	7223	4	7884	4	8095	4
NBFC - MFIs	897	1	923	1	1098	1	1286	1
NBFC - Others	11150	7	11663	6	10967	6	10534	6
Exposure to PSUs	20702	12	23102	13	20853	11	18404	10
Other Corporates	29738	18	32474	18	31328	17	28753	16
Total Corporates	70086	41	75441	42	72171	39	67104	36

Composition of NBFCs & HFCs	₹ in Cr
NBFCs	
Bank sponsored	2677
Private Institutions & others	17270
Total	19947
HFCs	
Bank sponsored	2045
Private Institutions	6050
Total	8095



Sectoral Deployment - Domestic Advances



₹ in Cr

Sector	31.12.2018	% share to Gross Advances	31.12.2019	% share to Gross Advances	YoY (%)
Infrastructure	23851	14	26693	14	12
Of which					
Power	9057	5	8328	5	-8
Telecom	105	0	92	0	-12
Roads	4153	2	3582	2	-14
Other infrastructure	10536	6	14691	8	39
Basic Metal	4697	3	6492	4	38
Of which					
Iron & Steel	3669	2	5332	3	45
Textiles	4513	3	4314	2	-4
Petroleum	3264	2	1527	1	-53
All Engineering	3107	2	2771	2	-11
Food Processing	4181	2	4199	2	0
Chemicals & Chemical Products	1268	1	1314	1	4
Trade	7426	4	7162	4	-4
Commercial Real Estate	4763	3	3406	2	-28
Home Loans	16562	10	21715	12	31
Auto Loans	1684	1	1808	1	7
Other Retail Loans	11642	7	13684	7	18
Agriculture	37283	22	42134	23	13
NBFC	19646	12	19947	11	2
Others (Other Industries/Sectors)	25803	15	27196	15	5
Total Domestic Advances	169690	100	184362	100	9

Corporate Credit

April 19 to December 19

Sanctions	₹ 37756 Cr
Disbursements	₹ 32962 Cr



Standard Domestic Credit Exposure - Profile of External Rating



₹ in Cr

External Rating	31.12.2018		31.03.2019		30.09.2019		31.12.2019	
	Exposure	% to Total	Exposure	% to Total	Exposure	% to Total	Exposure	% to Total
AAA	15772	14	13825	13	11147	10	11777	11
AA	21177	19	22700	21	28258	25	29285	28
A	12045	11	13876	13	13888	13	14463	14
BBB	18661	17	17351	16	16722	15	18206	17
Unrated*	30100	28	28721	26	25073	23	19228	18
* Of which PSUs/ Government Guaranteed accounts/PSEs								
	12038	11	13946	13	12014	11	12677	12
BB and below	12018	11	12149	11	16425	15	13398	12



Investments - Domestic



₹ in Cr

Composition	31.12.2018	31.03.2019	30.09.2019	31.12.2019	Y-o-Y (%)
Central Government Securities	39134	38139	44486	47230	21
State Government Securities	13085	13880	17404	18048	38
Other Approved Securities	7	5	4	3	-57
Debentures & Bonds	9167	9275	8716	7390	-19
Treasury Bills	0	0	0	0	--
Shares	812	820	828	796	-2
Others	1886	3639	5209	4226	124
Gross Domestic Investment (Without netting LAF lending/borrowing)	64091	65758	76648	77693	21
A. SLR	52225	52024	61895	65281	25
Non SLR	11866	13734	14753	12412	5
Total	64091	65758	76648	77693	21
B. Held For Trading (HFT)	268	122	358	3	-99
Available For Sale (AFS)	24190	26798	27084	30110	24
Held To Maturity (HTM)	39633	38838	49206	47580	20
Total	64091	65758	76648	77693	21
Modified Duration of AFS & HFT portfolio	3.29	3.16	3.28	3.23	--



Performance Ratios



% Annualized

Parameters	Year Ended	Quarter Ended			Nine Months Ended	
	31.03.2019	31.12.2018	30.09.2019	31.12.2019	31.12.2018	31.12.2019
Cost of Deposits	5.28	5.37	5.45	5.39	5.26	5.43
Cost of Funds	5.32	5.42	5.46	5.34	5.31	5.43
Cost to Income Ratio	45.17	46.96	42.26	35.91	44.65	40.62
Yield on Advances	8.45	8.41	8.64	8.39	8.46	8.57
Return on Assets (RoA)	0.12	0.23	0.50	0.33	0.26	0.45
Net Interest Margin (NIM) Domestic	3.00	2.88	2.92	2.91	3.02	2.92
Return on Investments (Domestic)	7.35	7.45	8.18	8.11	7.26	8.23
Return on Average Networth (RoE)	2.00	3.72	8.00	5.04	4.22	7.25
Earnings per Share (₹)	6.70	12.68	29.18	19.08	14.21	25.98
Book Value per Share (₹)	328.64	342.93	394.34	* 325.76	342.93	* 325.76
Business per Employee (₹ in Cr)	21.74	20.07	23.19	23.48	20.07	23.48
Business per Branch (₹ in Cr)	149.56	141.70	154.98	155.81	141.70	155.81

*Adjusted post infusion of Capital by Government of India

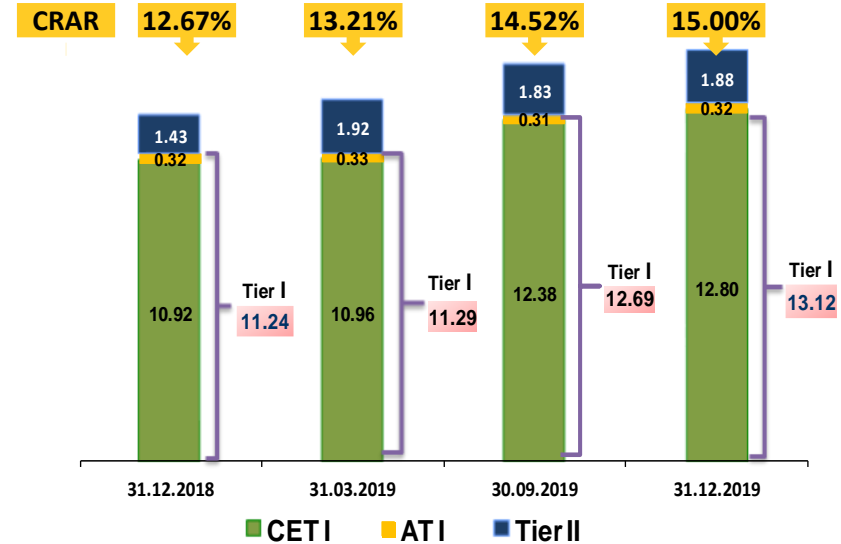


Capital Adequacy – Risk Management



₹ in Cr

Parameters	31.12.2018	31.03.2019	30.09.2019	31.12.2019
Capital	19609	20234	23622	23654
Common Equity Tier I (CET I)	16900	16790	20149	20188
Additional Tier I	500	500	500	500
Tier II	2209	2944	2973	2967
Total Risk Weighted Assets	154825	153188	162718	157738
CRAR %	12.67	13.21	14.52	15.00
CRAR % (excluding capital infusion of ₹2534 Cr)			12.96	13.39



Risk Weighted Assets (RWA)	31.12.2018	31.03.2019	30.09.2019	31.12.2019
Credit	128856	127604	135612	132372
	(72.86%)	(67.91%)	(69.81%)	(68.71%)
Market	12625	12241	12074	10335
	(50.93%)	(44.64%)	(43.76%)	(34.04%)
Operational	13343	13343	15031	15031
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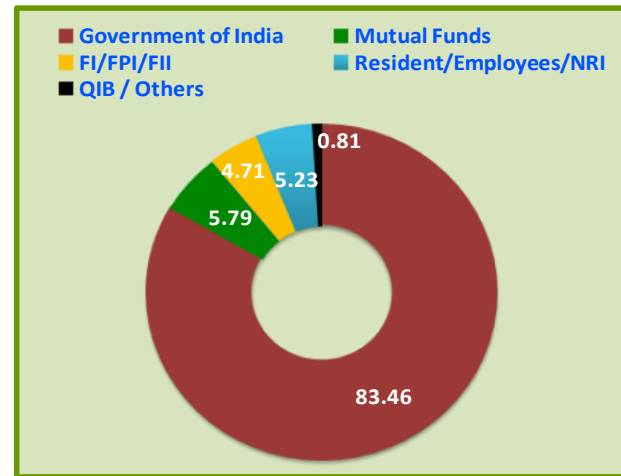
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Shareholding Pattern & Balance Sheet



Pattern of Equity Shareholding	
Shareholder	%
Government of India	83.46
Mutual Funds	5.79
FIs / FPIs / FIIs	4.71
Residents / Employees / NRIs	5.23
QIBs / Others	0.81
Of which Corporate Bodies	0.58
Clearing Members	0.15
QIBs / Trusts	0.08



₹ in Cr

Liabilities	31.12.2018	31.03.2019	30.09.2019	31.12.2019
Capital	480	480	492	609
Share Application money received	0	0	2534	0
Reserves & Surplus	18552	18908	19919	22615
Deposits	225847	242076	253172	257621
Borrowings	12809	12138	15676	10970
Other Liabilities & Provisions	6165	6463	5870	8295
Total	263853	280065	297662	300110

Assets	31.12.2018	31.03.2019	30.09.2019	31.12.2019
Cash & Balance with RBI	8636	11702	10452	12033
Bal. with banks & money at call	7773	8319	9311	10265
Investments	63212	64992	75500	76842
Advances	171157	181262	186823	185246
Fixed Assets	3407	3961	3954	3923
Other Assets	9668	9829	11621	11801
Total	263853	280065	297662	300110



Asset Quality - Movement of NPA



₹ in Cr

S No	Details	Quarter Ended			
		31.12.2018	31.03.2019	30.09.2019	31.12.2019
1	Gross NPA opening balance	12334	13198	13511	13981
	ADDITIONS :				
	Fresh Slippages	1769	962	741	2138
	To old NPAs / Others	-20	43	42	67
2	Sub-Total	1749	1005	783	2205
	LESS:				
	Cash Recovery	223	255	215	350
	Upgradation	105	56	78	100
	Technical Write off + Exchange difference	545	374	0	1702
	Normal Write off	12	16	21	171
	Assigned to ARCs	0	148	0	0
3	Sub-Total	885	849	314	2323
4	Gross NPA closing Balance (1+2-3)	13198	13354	13981	13862
	Gross NPA%	7.46	7.11	7.20	7.20
5	Provisions	5200	6158	6951	6935
6	Others (Interest Realisable, etc.)	427	402	417	440
7	Net NPA [4-(5+6)]	7571	6794	6613	6488
	Net NPA%	4.42	3.75	3.54	3.50
	AUC Recovery	50	61	42	40
	PCR % (including Technical Writeoff)	60.91	65.72	68.06	70.84
	PCR % (excluding Technical Writeoff)	42.64	49.13	52.70	53.20
	Slippage Ratio (%)	4.37	2.46	1.83	4.89
	Credit Cost (%)	2.29	3.28	1.55	3.50

MSME Restructuring
(as per RBI Circular dated 01.01.2019)

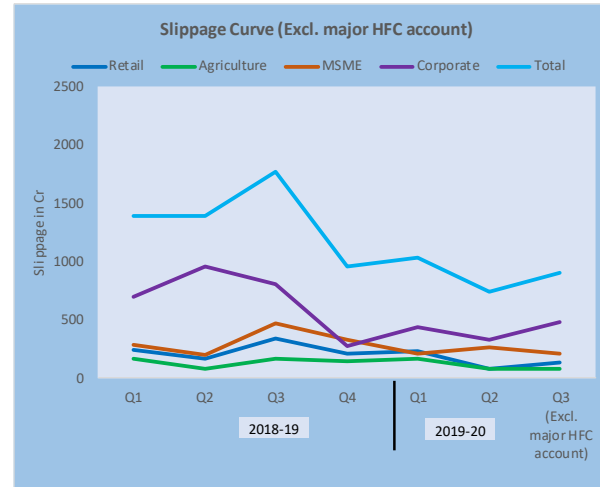
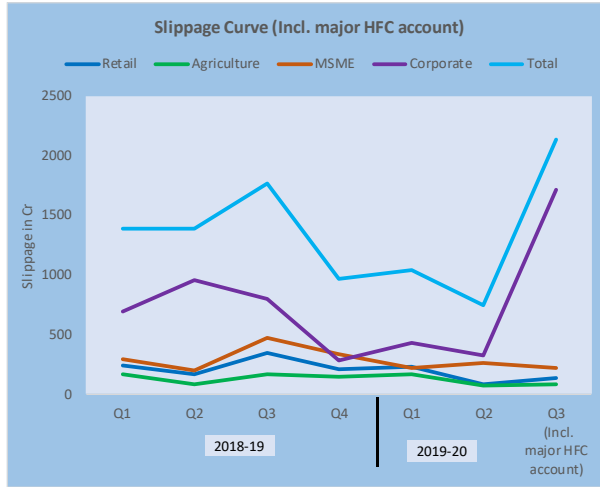
No of Accounts	Amount in Cr
47073	1795



Sectorwise Slippage



₹ in Cr



Sectorwise Quarterly slippage (₹ in Cr)								Annualized Slippage Ratio for FY 20	Q3 (Excl. major HFC account)	Annualized Slippage Ratio for FY 20 (Excl. major HFC account)
Sector	2018-19				2019-20					
	Q1	Q2	Q3	Q4	Q1	Q2	Q3 (Incl. major HFC account)			
Retail	241	161	339	210	226	79	136	1%	136	1%
Agriculture	168	77	163	143	164	74	82	3%	82	3%
MSME	288	198	467	331	213	262	212	2%	212	3%
Corporate	694	955	800	278	431	327	1708	5%	476	3%
Total	1391	1391	1769	962	1035	742	2138	3%	906	2%



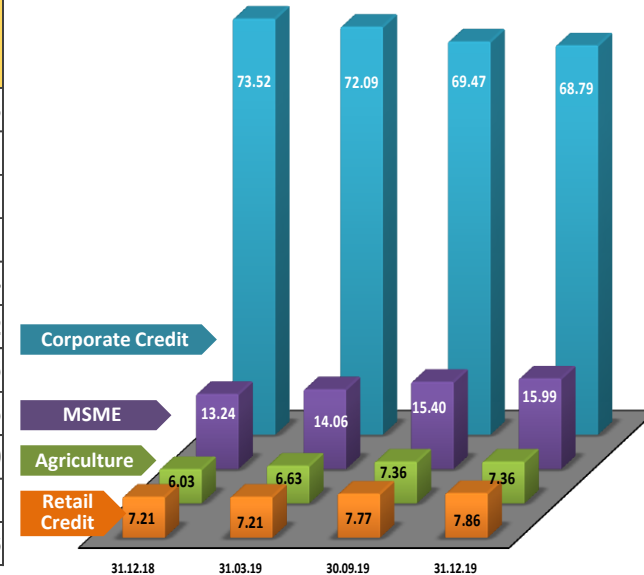
NPA Position - Sectorwise



₹ in Cr

Sector	31.12.2018		31.03.2019		30.09.2019		31.12.2019		
	Gross NPA	% to respective portfolio	Gross NPA	% to respective portfolio	Gross NPA	% to respective portfolio	Outstanding	Gross NPA	% to respective portfolio
Retail Credit	951	2.32	963	2.93	1086	3.02	37207	1090	2.93
Of which									
Home Loan	342	1.91	292	1.61	348	1.69	21715	349	1.61
Education Loan	469	9.25	547	16.81	594	17.77	3340	578	17.31
Vehicle Loan	38	1.83	34	1.93	39	2.25	1808	39	2.14
Agriculture	796	1.90	886	2.27	1029	2.51	42134	1020	2.42
MSME	1748	4.51	1878	5.68	2153	5.86	37917	2216	5.85
Corporate & Overseas	9703	12.67	9627	11.59	9713	12.05	75400	9536	12.65
Total	13198	7.16	13353	7.11	13981	7.20	192658	13862	7.20
Of which									
Priority	3150	3.27	3429	4.15	3910	4.37	92420	3940	4.26

Sectorwise GNPA to Total GNPA (%)



Stress build up reduced across RAM Sector on a sequential basis

NPA Position – Industry wise



₹ in Cr

Industry	31.12.2018		31.03.2019		30.09.2019		31.12.2019	
	Gross NPA	% to respective portfolio	Gross NPA	% to respective portfolio	Gross NPA	% to respective portfolio	Gross NPA	% to respective portfolio
Metal and Metal Products (Incl. Iron & Steel)	2075	40.83	1962	29.64	2124	24.44	1707	26.03
Petroleum & Other Minerals	837	75.93	830	81.12	837	80.36	4	2.02
All Engineering	906	29.15	643	25.16	653	26.02	665	25.20
Textiles	508	10.45	580	12.10	577	12.34	746	15.71
Infrastructure	3789	15.32	4157	17.72	4417	18.13	3920	14.21
Of which								
Power	1818	19.70	2102	23.34	2131	24.04	1980	21.32
Commercial Real Estate	539	20.23	475	16.86	247	4.68	267	7.82
Retail, Agriculture & MSME (RAM)	3596	3.62	3735	3.57	4268	3.77	4326	3.70
NBFC	283	1.45	283	1.43	283	1.42	1256	6.31
Other Industries (including other Sectors)	765	4.47	688	3.40	575	3.97	972	9.18
Total	13198	7.46	13353	7.11	13981	7.20	13862	7.20



Status of NCLT Accounts – Q3 FY 20



₹ in Cr

Category	No.of Accounts	Exposure	Provision	PCR%
RBI List I	6	1647	1252	76.0
RBI List II	9	727	669	92.0
Others *	78	6528	4532	69.4
Total	93	8902	6453	72.5

* Of which accounts filed by other banks at NCLT – 67 accounts (₹5465 Cr)

Recovery from List I : ₹2.63 Cr

NCLT adjudicated 27 accounts (₹1607 Cr) for liquidation



Business Network

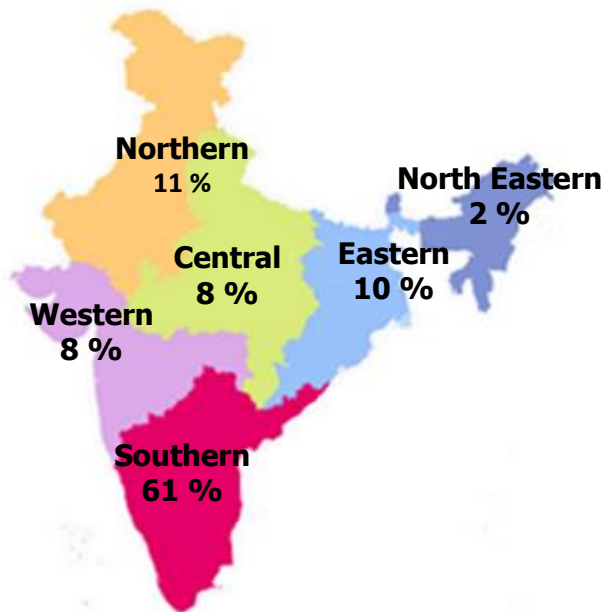


Network - Distribution

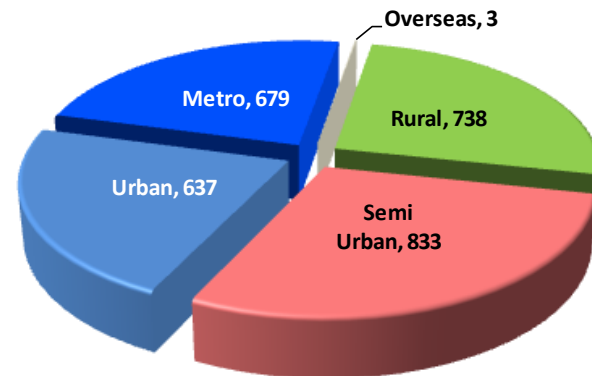


Breakup of Branches

Region wise



Population Group wise



Digital Initiatives



UPI 2.0

Customers can link Overdraft account to UPI, Issue Mandate, Apply for shares, Receive Foreign Inward Remittance



PPF Account Opening

Facility to Customers for opening PPF Account with nomination through Internet Banking



UPI QR-Small Merchant App

Facilitates merchants to receive funds instantly in secured digital mode using UPI without any extra charges



EMI @ PoS

Facility to pay in Debit Card / Credit card in easy Installments at the PoS terminals



Pre-approved Credit

Issue of Pre-approved credit cards to our valued customers with a default limit of ₹1 lakh

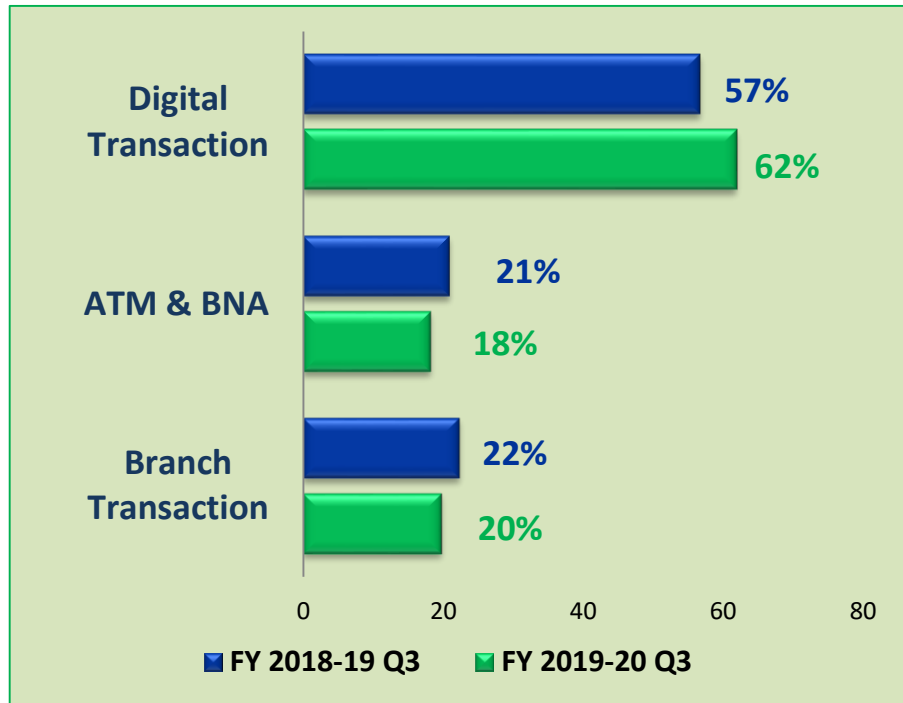


NEFT 24x7

Online money transfer using National Electronic Funds Transfer round the clock 24x7



Migration to Digital Channels

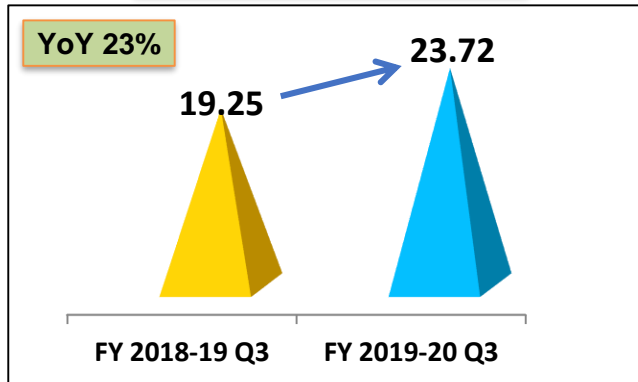


Transactions
At Branch/ATM ↓ 5%
Through Digital Channels ↑ 5%

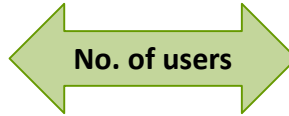
Digital Footprint



Net Banking Penetration

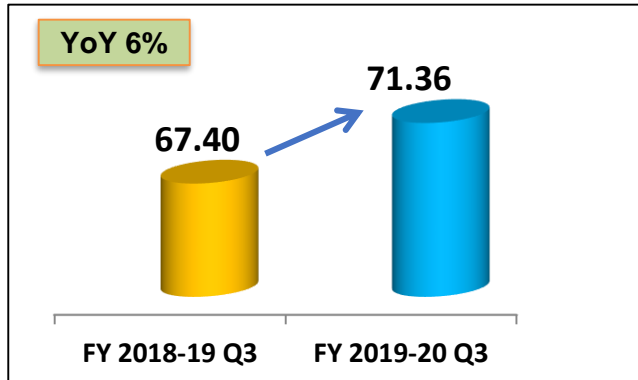
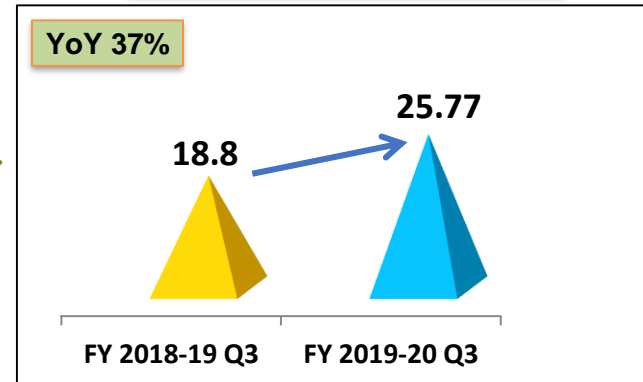


In lakhs

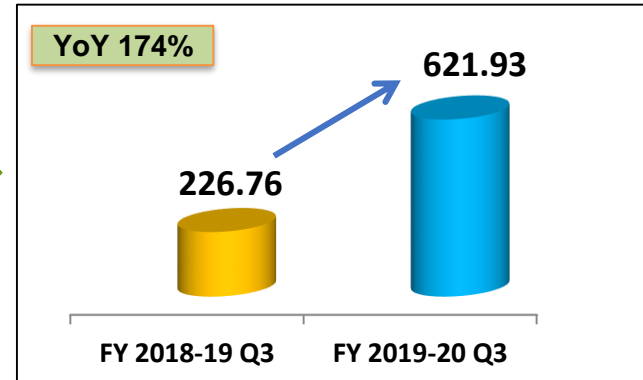


No. of users

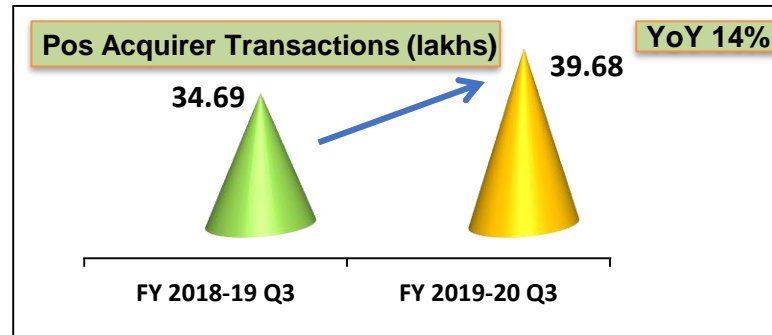
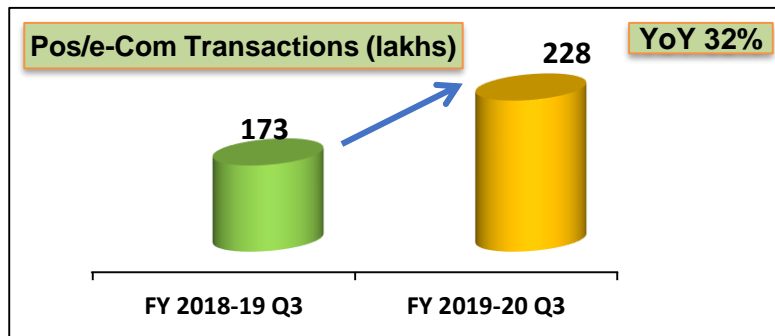
Mobile Banking Penetration



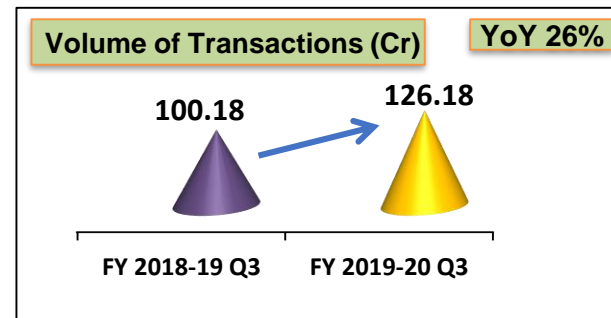
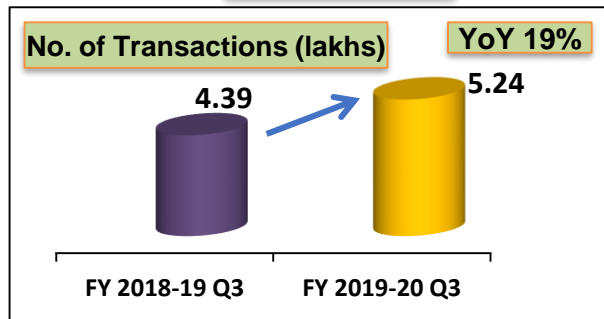
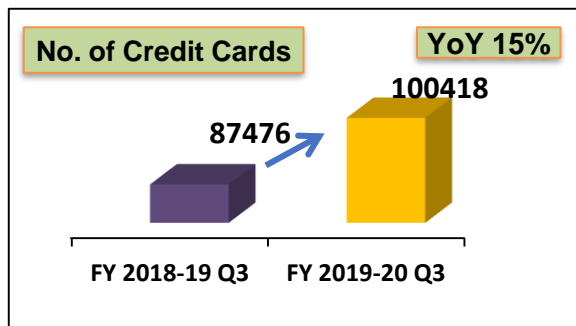
No. of Transactions



Digital Footprint - Performance under 24*7 Banking



Credit Card

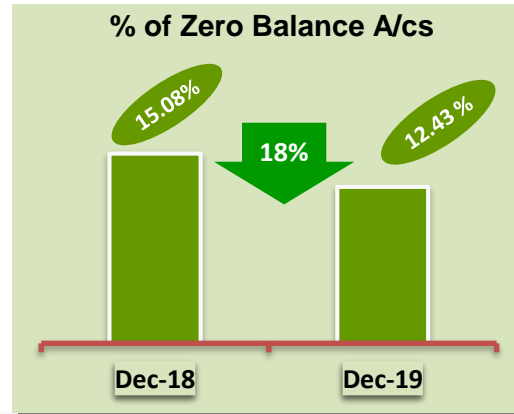
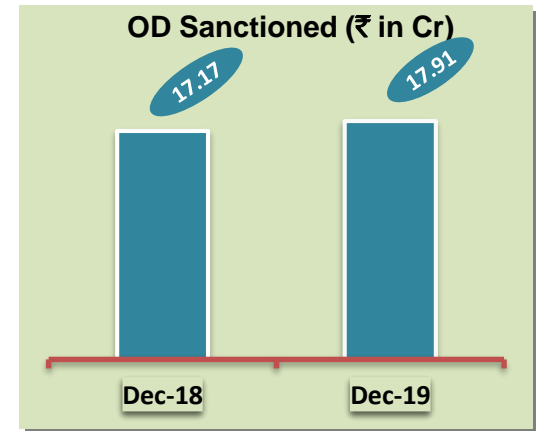
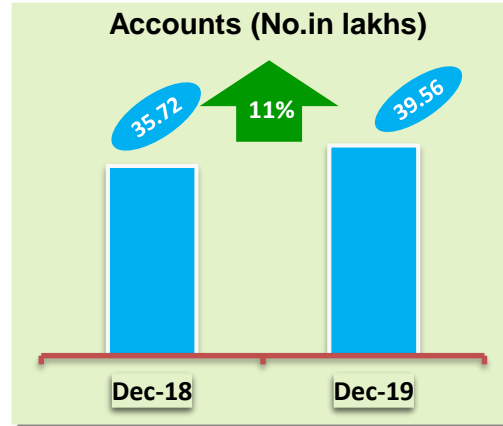
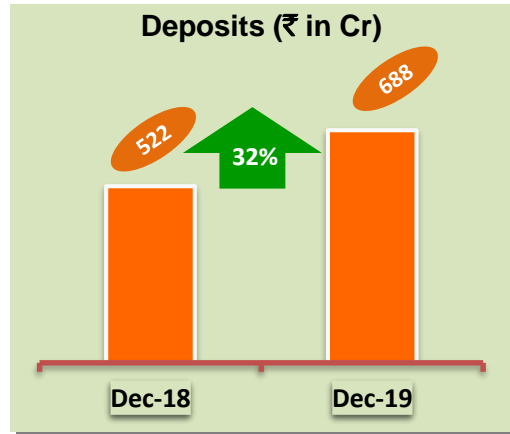


Credit Card Base reached the level of **1** lakh during Q3 FY 20

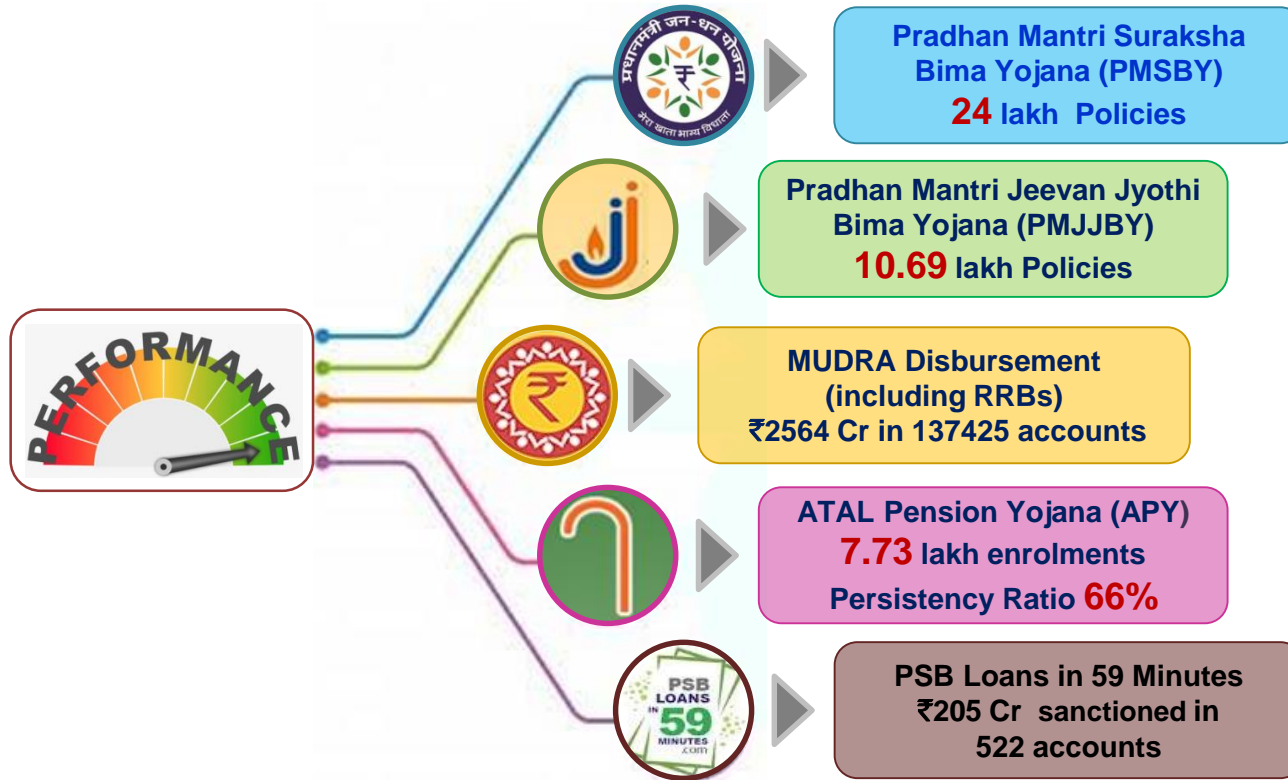
Net Profit earned till Dec 2019 is ₹12 Cr



Financial Inclusion – Performance under PMJDY



Performance under Government Schemes (as on 31.12.19)



Awards & Accolades



NABARD

**1st among PSBs
for Excellence in
performance under
“SHG Bank Linkage
programme”
in Tamil Nadu 18-19**



MeitY, Gov

**Winner
Digi Dhan Digital
Payment Award
2018-19**

**Under category A*
(Digital transactions under
>10 Cr to 50 Cr category)**



Govt. of India

**1st in
Swachhta
Pakhwada 2019
for outstanding
contribution to
cleanliness drive**



Reader's Digest

**Voted as a
' Trusted Bank '**
**in the Nationalised
Banks Category –
April 2019**



Indian Express

**Technology Senate
Digital South India
Award – 2019
Under category
“Enterprise
Application”**



Project Sangam - Synergies of Amalgamation



Pan India presence strengthened – 6058 Branches & 4821 ATMs with increased presence in Central, Eastern & Northern region



Wider clientele - 110 million



Increase in no.of BCs - 9108 - Penetration to the unbanked area



Leveraging Specialised Verticals / Branches/ Processing Centres & opportunities to diversify credit portfolio



Potential to increase the presence in Northern & Western region



Project Sangam – Amalgamation Status



- In-principle approval accorded on 13.11.2019 by the Alternative Mechanism (AM).
- Consultants/Advisor have been on-boarded.
- Committees have been formed
- Preparedness for “Legal Day 1” is under progress & Harmonisation of Policies/ Products/Processes for the merged entity being undertaken.

Town Hall Meetings

6 meetings conducted in Chennai, Vijayawada, Kolkata, Hyderabad, Allahabad & Lucknow

MD & CEO met Chief Minister of UP

Team Building

Common Workshop designed to develop team spirit among Executives, Officers & staff of both Banks

2 Workshops conducted

Portal for employees

IB-AB Parivaar

A staff Portal created for employees of both Banks to air their concerns/doubts

Portal for customers

IB-AB Parivaar

Bank is in the process of creating a Portal for Customers to get their feedback on Amalgamation



Strategic initiatives undertaken



Organizational restructuring

- ◆ 3 Specialised Corporate Credit branches
- ◆ Office of Field General Managers pan India
- ◆ Specialised Assets Monitoring Verticals at 7 centres

Initiatives to aid MSMEs

- ◆ Launch of new products
 - INDSME EASE - To focus on cash flow based lending
 - IB Standby Credit – To address liquidity mismatch
- ◆ 14 Centralised processing hubs pan India - To reduce TAT
- ◆ Discounting bills under TReDS platforms – To extend finance against receivables
- ◆ 27 MSME Clusters Pan India
- ◆ NBFCs - On-lending to MSMEs and co-origination of loans & purchase of pooled assets under Partial Credit Guarantee Scheme

Customer centric measures

- ◆ New deposit products viz., Savings Bank product for Senior Citizens and Current account products for Residents/NREs with exclusive offerings launched
- ◆ Loans extended to individuals/MSMEs products for purchase of Electric Vehicles

Instant transmission of Policy rate change to end users

- ◆ Repo linked products for Retail & MSEs

Technology aided processes & offerings

- ◆ Early capture of warning signals of stress build up in loan accounts
- ◆ Online OTS mechanism for transparent and quick settlement in loan accounts
- ◆ Additional services offered through Internet and Mobile Banking
- ◆ Interactive voice response system activated at Call centre
- ◆ Loyalty programs launched with reward points for extensive usage of digital channels



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



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