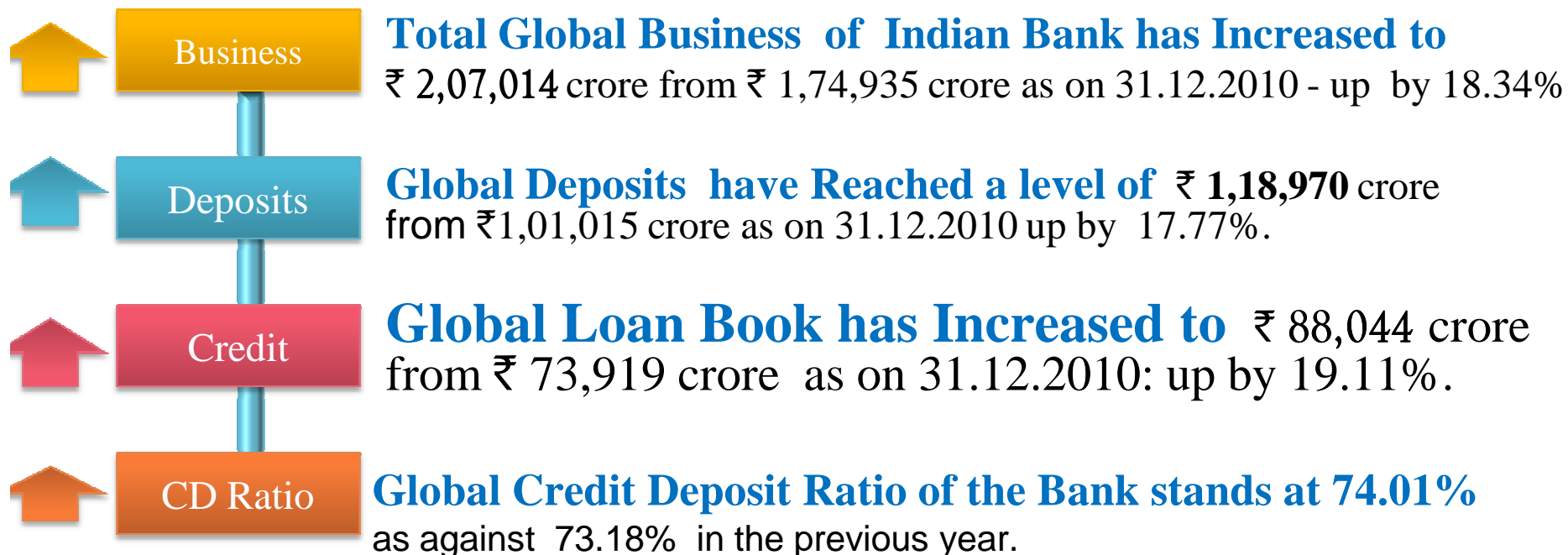


# Performance of the Bank

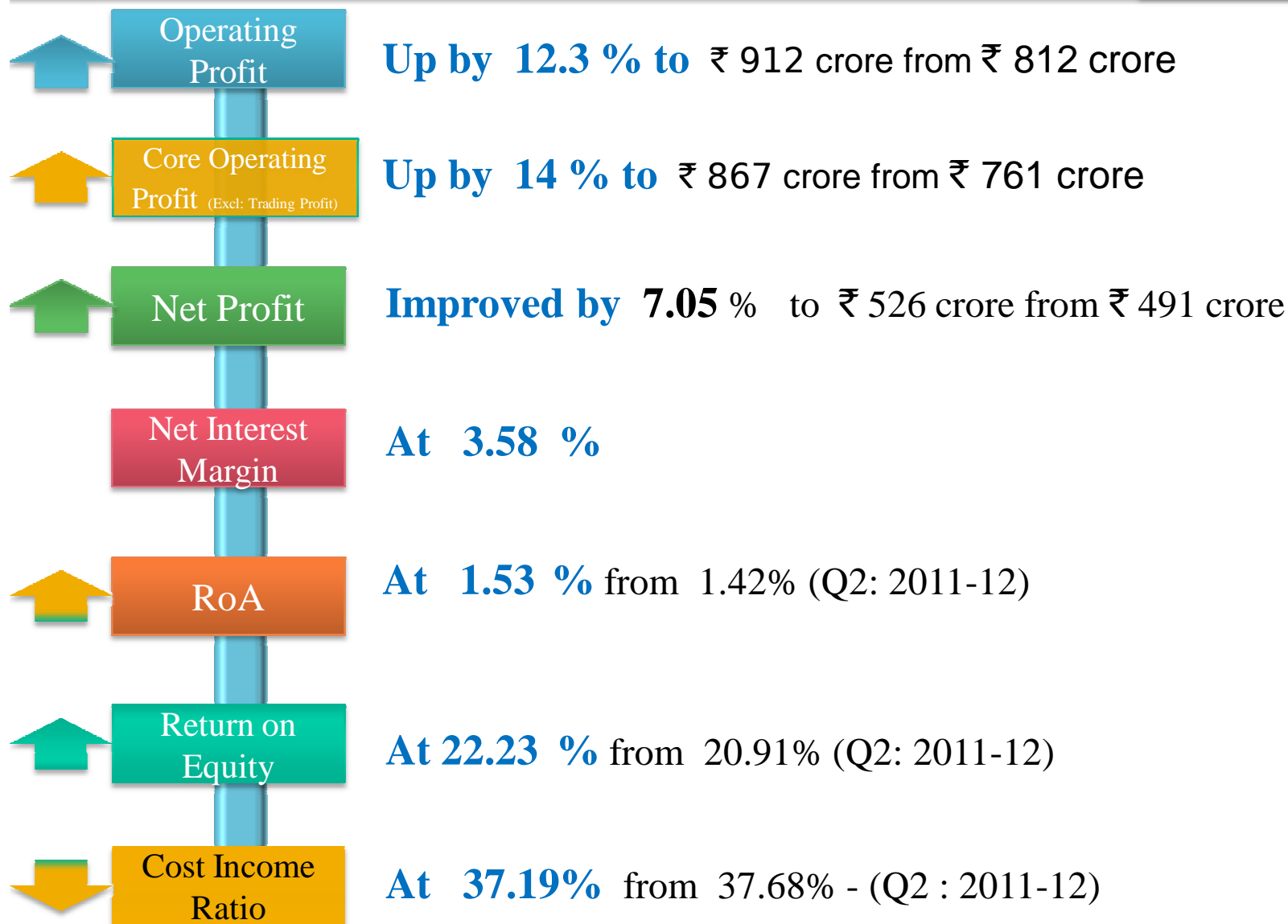
**Financial Results Q3: 2011-12**

**FINANCIAL RESULTS**

# Higher Topline



# Improved Bottomline – Q3



# Improved Bottomline – 3 Qs



Operating  
Profit

Up by **9.42 %** to ₹ 2614 crore



Net Profit

Improved by **9.91 %** to ₹ 1402 crore from ₹ 1,275 crore

Net Interest  
Margin

At **3.57 %**

RoA

At **1.42 %** from 1.37%(H1 2011-12)

Return on  
Equity

At **20.77 %**

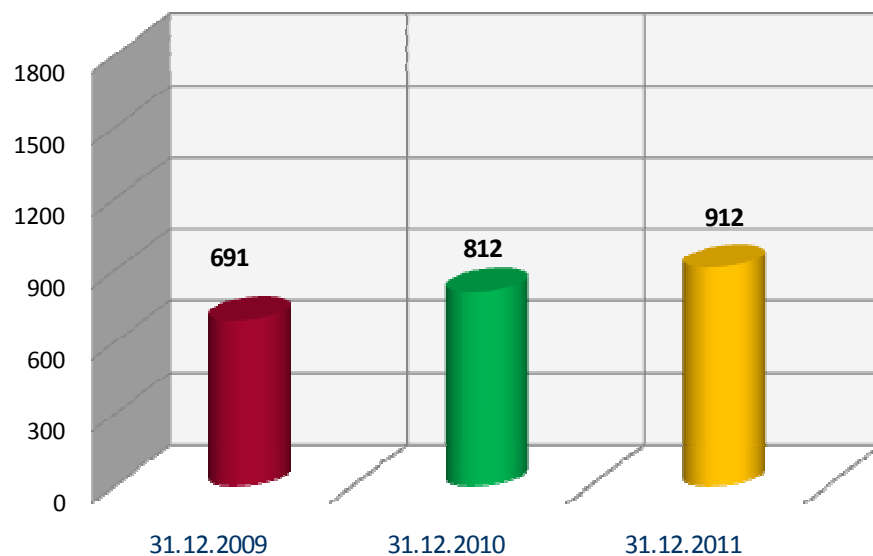
Cost Income  
Ratio

At **37.89 %** from 37.72%



# Operating Profit

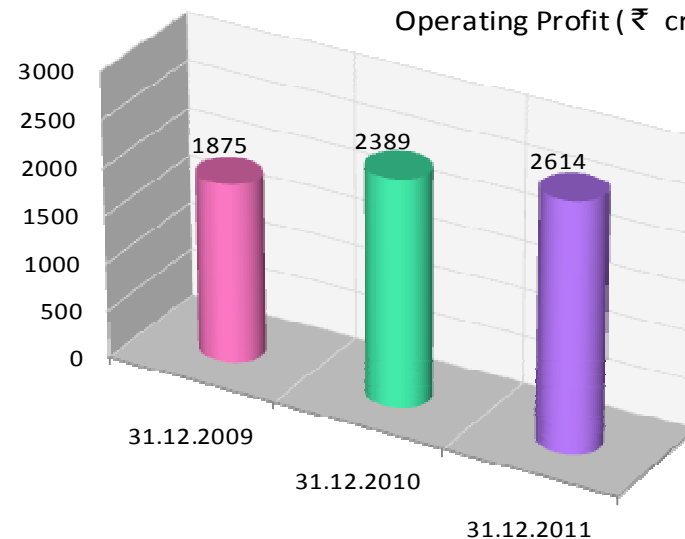
Operating Profit (₹ crore)



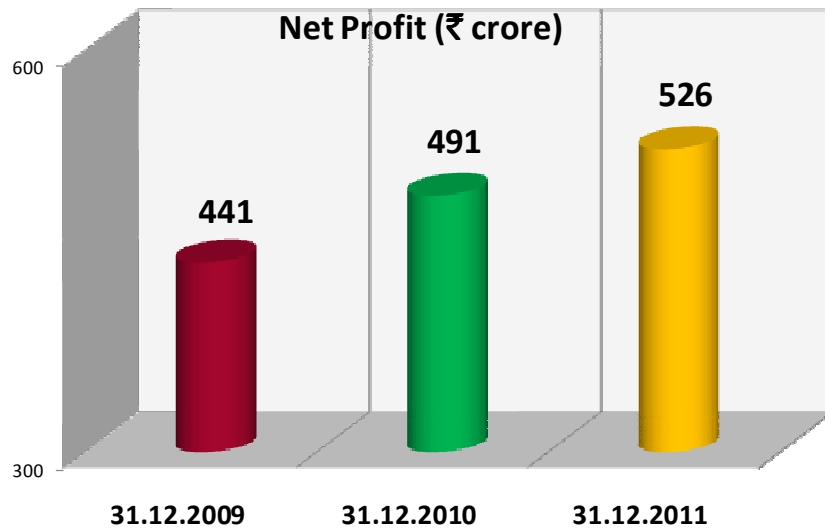
Q3 up  
by  
12.3%

3 Qs  
up by  
9.4%

Operating Profit (₹ crore)

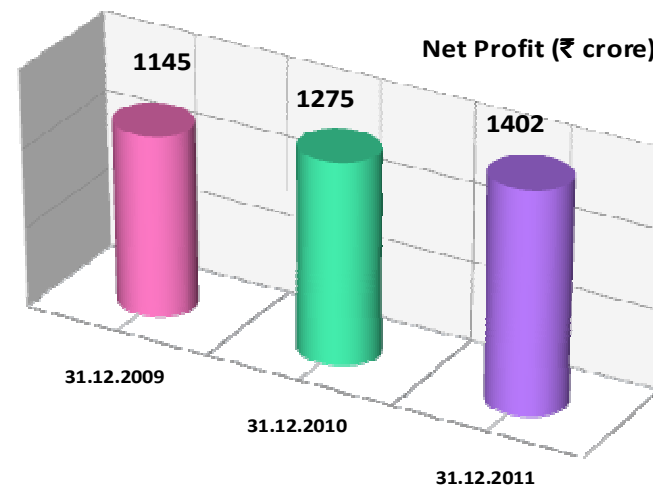


# Net Profit



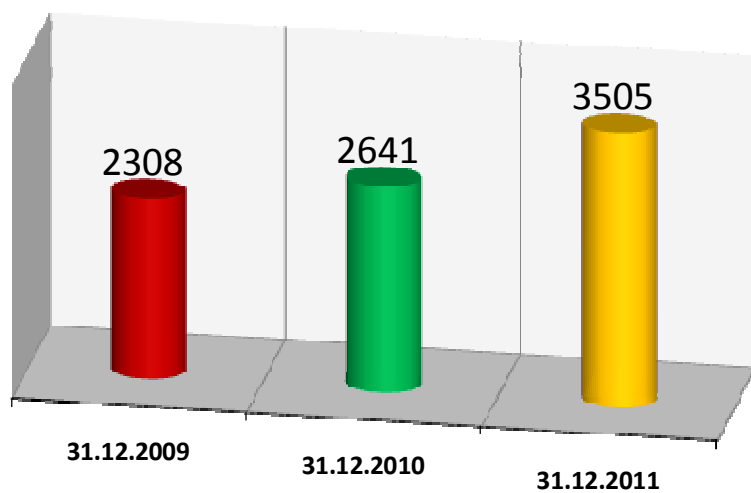
Q3 up  
by  
7.1%

3 Qs  
up by  
9.9%

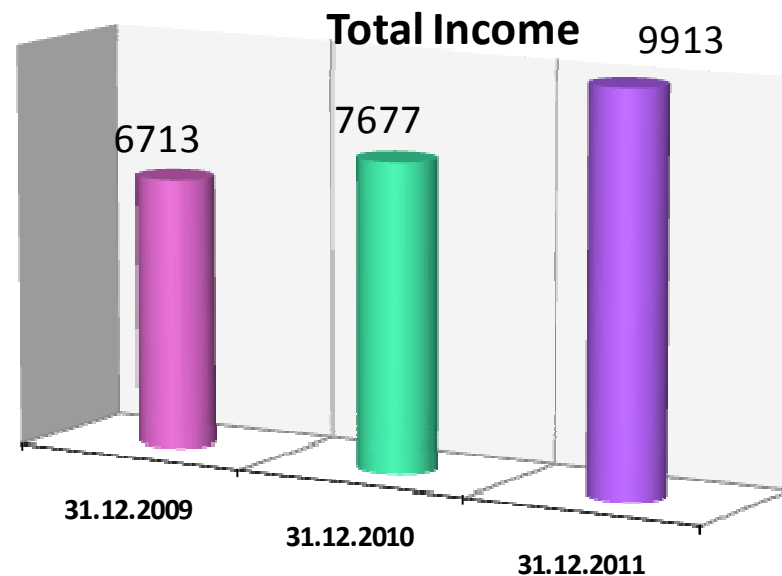


# Total Income

Total Income

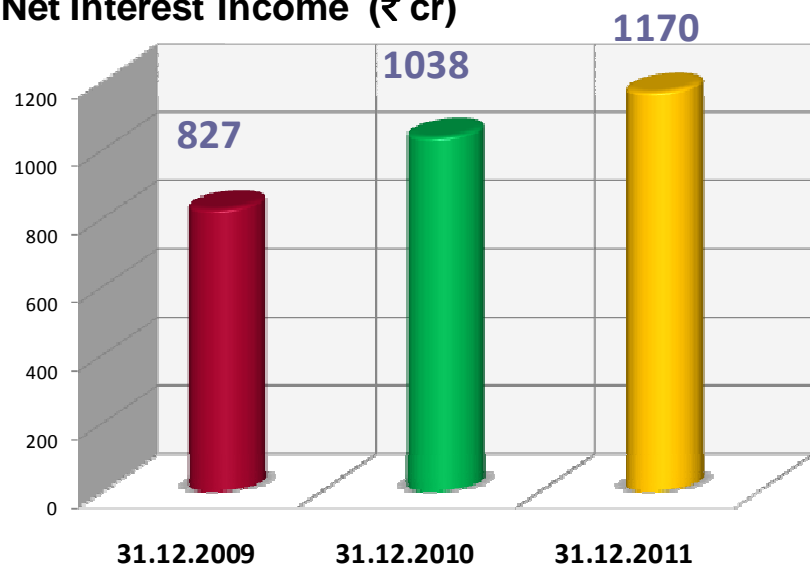


3 Qs  
up by  
29.1%



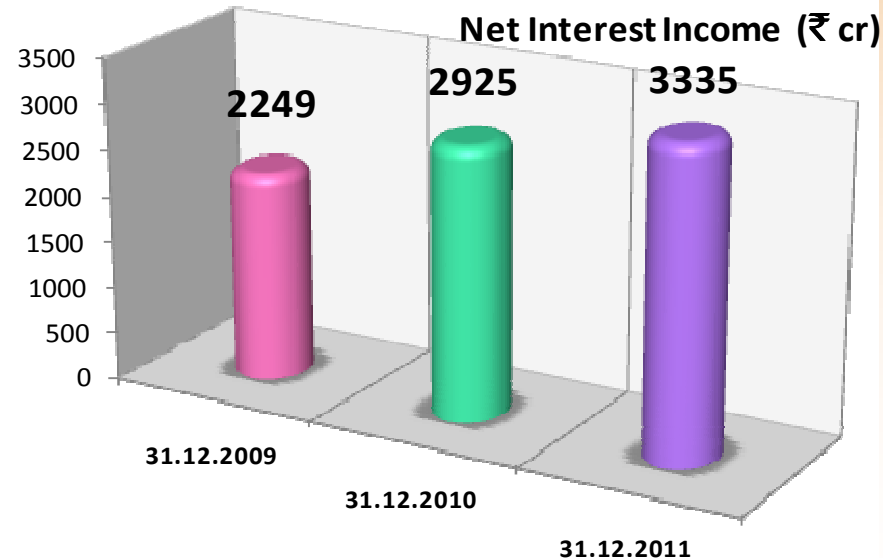
# Net Interest Income

Net Interest Income (₹ cr)



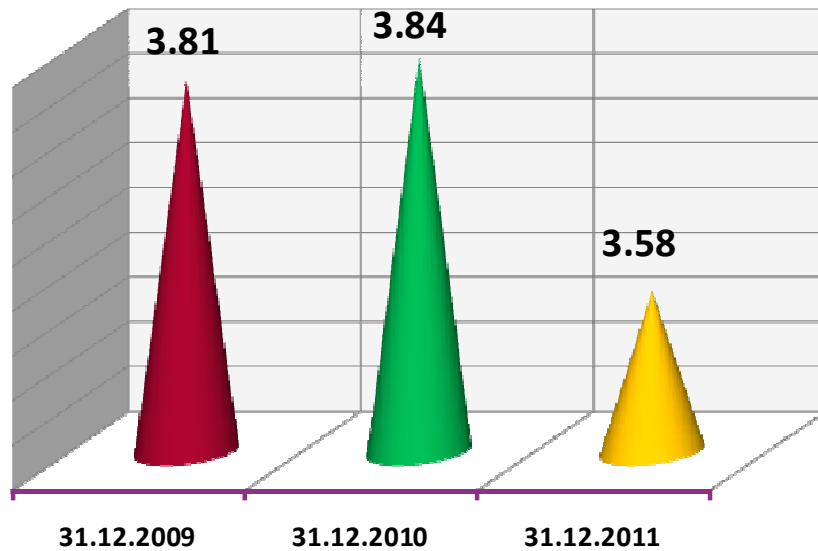
Q3 up  
by  
12.8%

3 Qs  
up by  
14%



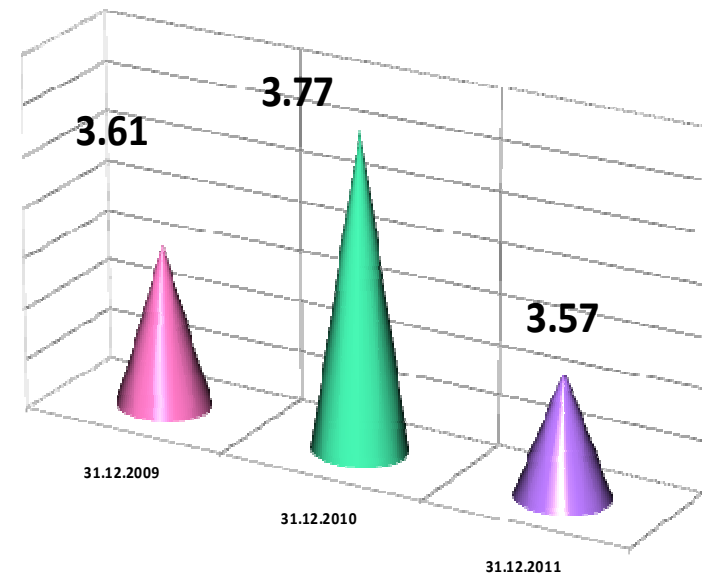
# Net Interest Margin

Net Interest Margin (%)



Q3 at  
3.58%

Net Interest Margin (%)



3Qs  
at  
3.57%

# Financial Snapshot

₹ in crore

Particulars	Q3 2010-11	Q3 2011-12	Y-o-Y Growth %	YE 2010-11
Interest income	2392	3224	35	9361
Other Income	249	281	13	1182
Total Income	2641	3505	33	10543
Interest Expenditure	1354	2054	52	5325
Operating expenditure	474	540	14	1926
Total Expenditure	1829	2594	42	7251
Core Operating profit	761	867	14	3015
Net Profit	491	526	7	1714

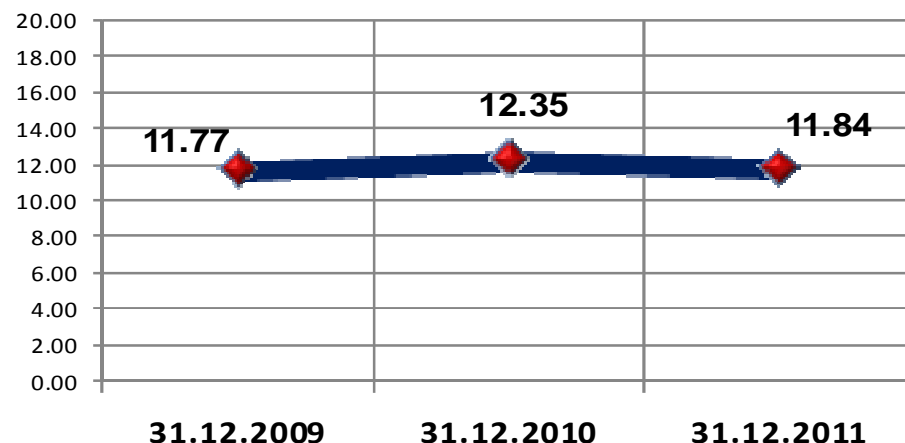
# Productivity

Parameters	Q3 2010-11	Q3 2011-12
Cost of Deposits	5.36	6.86
Yield on Advances	10.35	11.66
Yield on Investments	7.22	7.63

Parameters	Dec-10	Dec-11
Business per Employee (₹in lakh)	901.28	1062.55
Profit per Employee (₹in lakh)	10.24	10.98

# Capital Adequacy Ratio

**Capital Adequacy Ratio %**



**Dec. 2011**

Tier I (%) 9.55

Tier II (%) 2.29

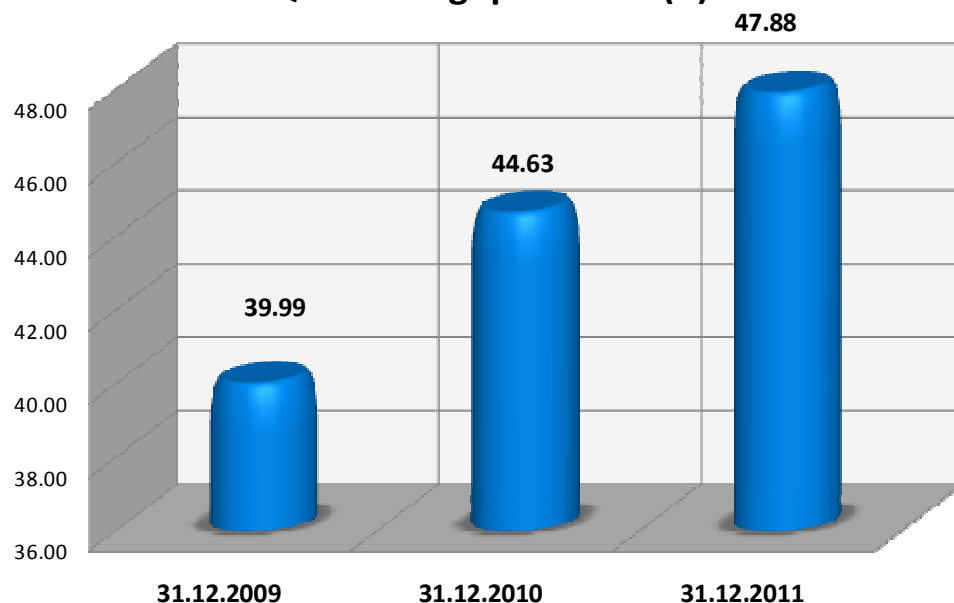
**CRAR as per BASEL II 11.84**

- Headroom available in Tier II is ₹ 6195.88 Crore.
- If the Current year Profit is taken for computation of CRAR improves to 13.48 % (Tier I : 11.19 %).
- Rating for Tier II of ₹ 1000 crore by Rating Agencies “AAA” by “CRISIL” & “CARE”.
- Government Permission to dilute 10% Govt. Holding i.e to issue 6.14 crore shares amounting to ₹ 61.40 crore in hand.
- Request for conversion of ₹ 400 crore Perpetual Non-Convertible Preference Shares(PNCPS) into equity under consideration of GOI/RBI
- Net worth improved to ₹ 9728 crore from ₹ 8327 crore as on 31.03.2011.



# Share Holders' Value

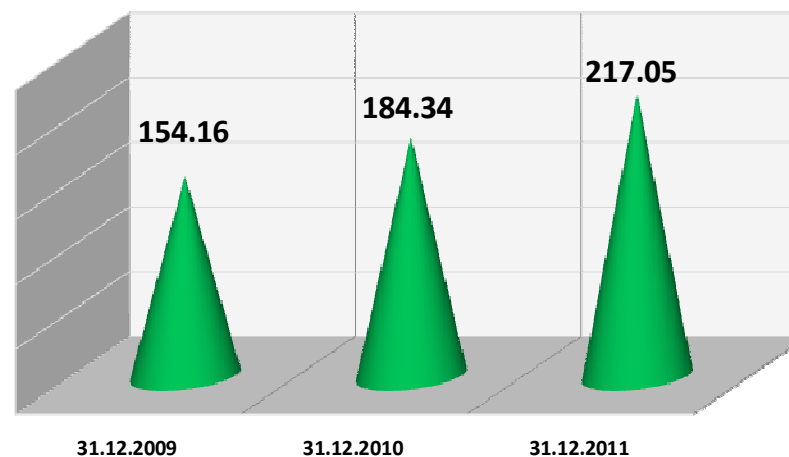
Q3: Earnings per share (₹)



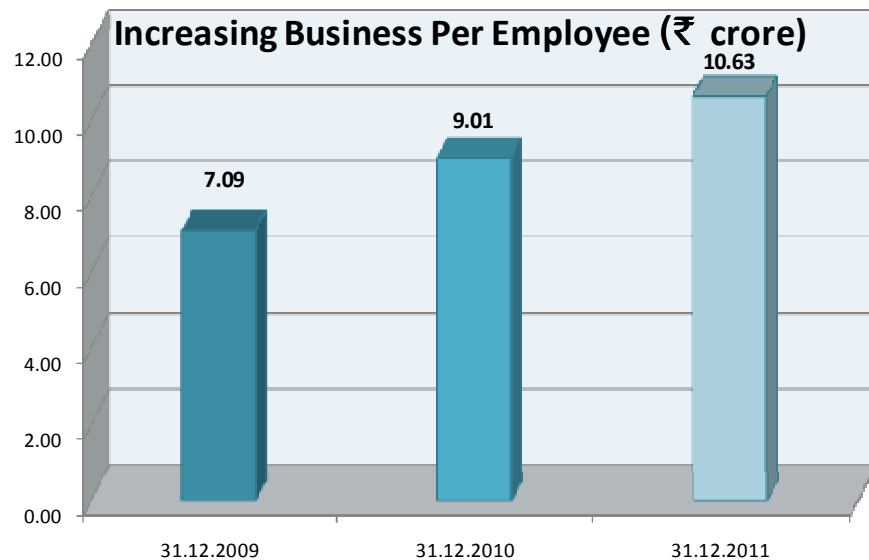
Earnings per share annualised ₹ 47.88

Book Value per share at ₹ 217.05

Book Value per share (₹)

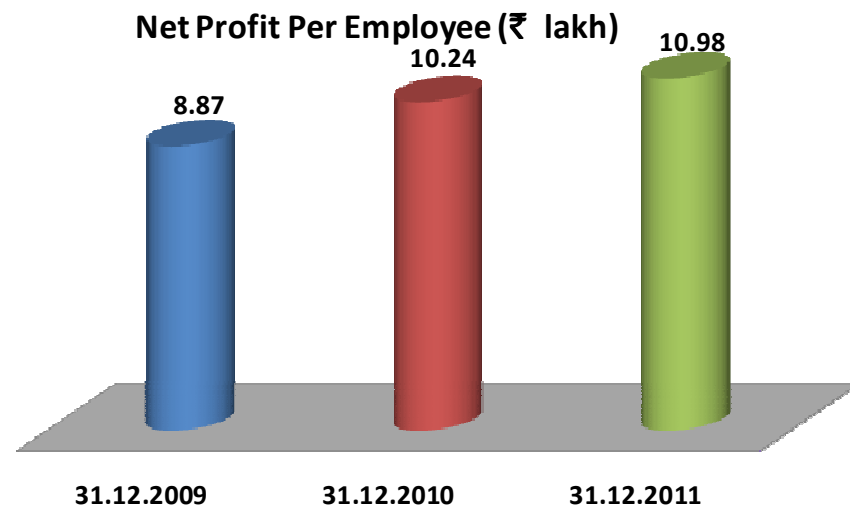


# Productivity



Business per employee at ₹10.63 crore

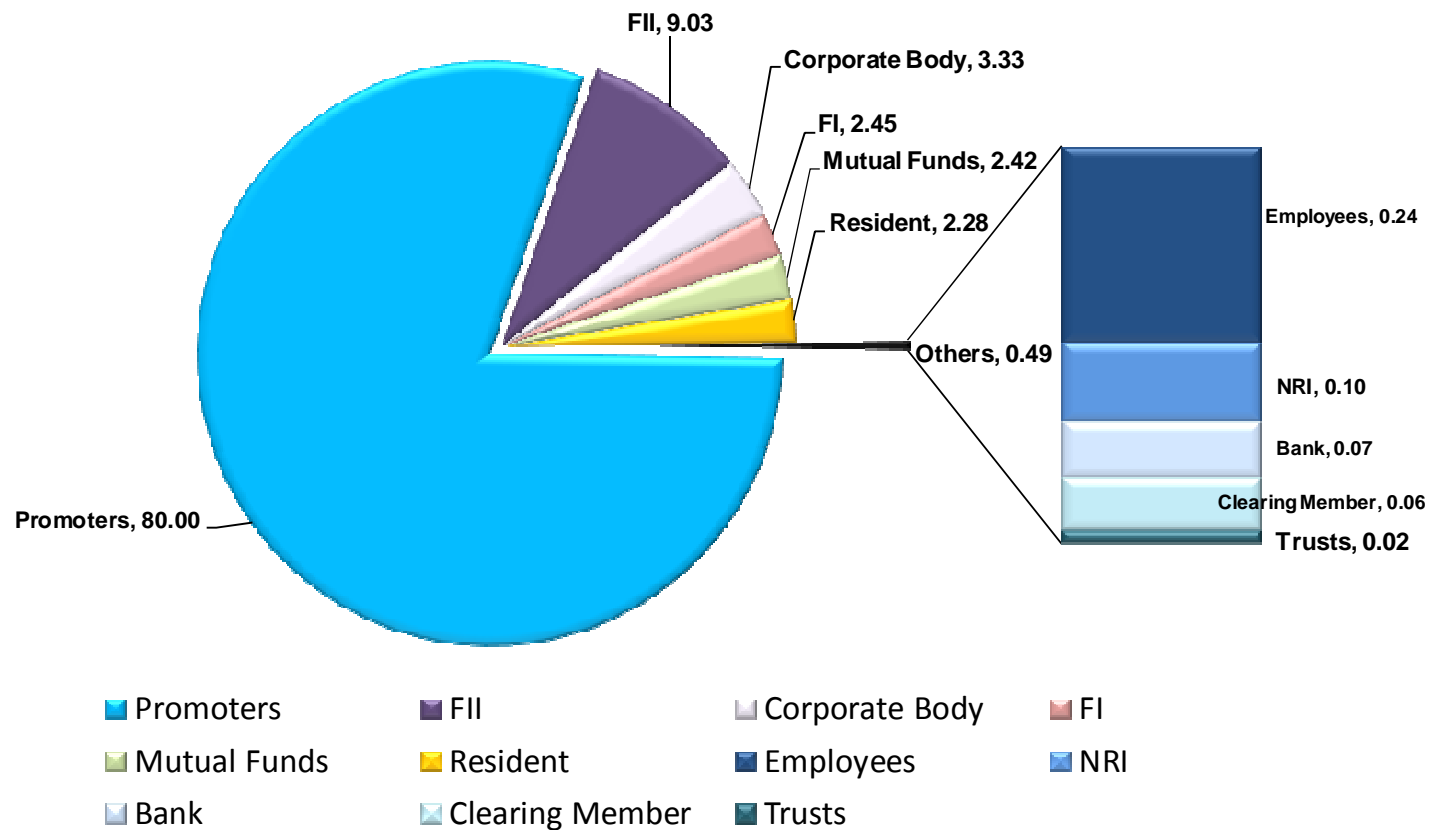
Net Profit per employee at ₹ 10.98 lakh



# Pattern of Equity Shareholding

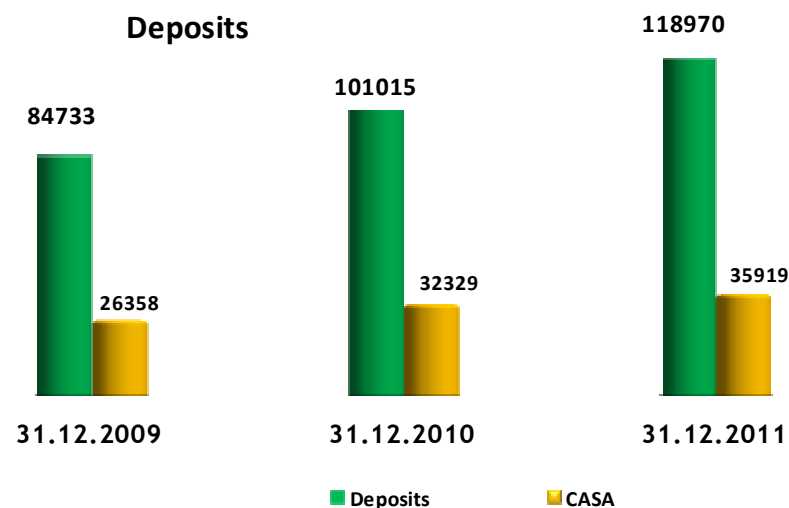
(%)

Pattern of Equity Shareholding (%) as on 31.12.2011



# Deposits

Deposits up by  
₹ 17,955 crore or  
17.8% to  
₹ 1,18,970 crore



CASA	31.12.2010	31.12.2011	Growth(%)
Savings deposits	25971.83	29489.10	13.54
Total CASA	32329.47	35918.93	11.10

# Composition of Advances

## Growth in Advances

- Global Gross Credit grew by ₹14,125 crore or 19.1% to ₹88,044 crore from ₹73,919 crore as on 31.12.2010

Credit to	31.12.2010	31.12.2011	Y-o-Y Growth (%)
Agriculture	10798	13588	25.84
Corporate & Commercial	39112	46770	19.58
Overseas Credit	3164	5086	60.75
Retail & Others	20846	22600	8.41
<b>Total</b>	<b>73919</b>	<b>88044</b>	<b>19.11</b>

## Priority Sector Credit

- Priority sector credit increased by ₹ 4379 crore or 17.4% to ₹ 29,590 crore as on 31.12.2011 constituting 40.93 % of Adjusted Net Bank Credit (as per new classification norms of Reserve Bank of India). Agriculture Credit increased by ₹ 2790 crore or 25.84% to ₹13,588 crore as on 31.12.2011 constituting 18.80% of Adjusted Net Bank Credit.

# Deployment of Credit to Select Industries

₹ in crore

	31.12.10	31.03.2011	31.12.2011	% to Gross Credit (Domestic)
Mining and Quarrying (Incl. Coal)	234.68	287.27	366.32	0.44
Beverages & Tobacco	253.69	266.02	290.62	0.35
Textiles	3102.90	3305.32	3796.35	4.58
Leather & Leather Products	155.50	144.56	133.08	0.16
Wood & Wood Products	128.90	143.54	125.21	0.15
Paper & Paper Products	395.97	341.50	465.97	0.56
Petroleum, Coal Products & Nuclear Fuels	1440.13	1990.57	2136.96	2.58
Chemicals and Chemical Products	459.87	438.79	704.14	0.85
Rubber, Plastics and their products	133.95	213.04	381.16	0.46
Glass & Glassware	214.06	188.67	216.85	0.26
Cement & Cement Products	962.29	998.70	1176.60	1.42
Basic Metal & Metal Products	2767.55	3136.94	3400.55	4.10
All Engineering	1441.43	1556.51	1994.27	2.40
Vehicles, Vehicle Parts & Trans	1036.29	1008.47	994.19	1.20
Gems & Jewellery	67.44	66.80	81.28	0.10
Construction	548.25	465.09	485.78	0.59
Infrastructure	14550.94	14490.61	16883.55	20.35
Other Industries	954.15	1093.96	1003.02	1.21

# Exposure to Industry

₹ in crore

Industry	Exposure (FB+NFB+ Investments)	Of which, NPA	Restructured Accounts	NPAs out of Restructured advances
(1)	(2)	(3)	(4)	(5)
Infrastructure	20149.09	48.85	1434.52	23.37
Of which, Power	11135.01	20.10	351.15	0.00
Ports/Roads	2736.94	0.28	130.93	0.00
Telecommunications	1130.39	0.26	214.04	0.00
Other Infrastructure	5146.75	28.21	738.40	23.37
Petroleum and Petro Products	2990.40	0.43	0.00	0.00
Textiles	4156.66	106.10	1600.19	0.00
Sugar	801.56	0.08	47.35	0.00
Iron and Steel	3683.92	34.91	181.36	18.66
Cement and Cement Products	1292.03	0.46	204.57	0.00
Electronics and Software	1176.79	70.48	16.10	6.49
Aviation	775.69	0.00	0.00	0.00
Commercial Real Estate	2076.07	69.23	116.50	0.00
NBFC	7921.76	0.00	0.00	0.00
Capital Market	786.96	0.00	0.00	0.00

# Investment Portfolio

₹ in crore

	Dec. 2010	Mar. 2011	Dec. 2011
Total Investments (Excl.LAF)	32362	35050	39390
Of which, SLR Investments	26495	27522	30339
SLR HTM as a % to DTL (excl. LAF)	21.09	20.68	21.85
SLR % to DTL (Net of LAF)	27.14	26.62	24.33

Classification of Investments	Dec. 2010	Mar. 2011	Dec. 2011	Duration
HFT	2.70	0.00	0.09	0.00
	(0.01%)	(0.00%)	(0.00%)	
AFS	10567.36	12460.59	12370.73	0.99
	(32.65%)	(35.55%)	(32.22%)	
HTM	21791.70	22589.69	26021.56	5.73
	(67.34%)	(64.45%)	(67.78%)	



# Lending to SHG ..Continued Thrust

- ◆ During the quarter ended December 2011, the Bank has disbursed ₹ 1359.36 crore to 55391 SHGs.
- ◆ The Bank has got 45 MICROSATE branches(specialized branches for Micro finance)

₹ in crore

Period	No. of SHGs financed	Amount of Credit disbursed	Outstanding
Dec-09	63072	1024	1743
Dec-10	56938	1185	2034
Dec-11	55391	1359	2336

# Focus on Education Loan



Period	Amount of Credit disbursed	Outstanding	YoY Growth	No. of students financed
Dec-10	510.44	2679	21.66	80973
Dec-11	511.99	3171	18.38	82809

Web Based online Education Loan Application System put in place.

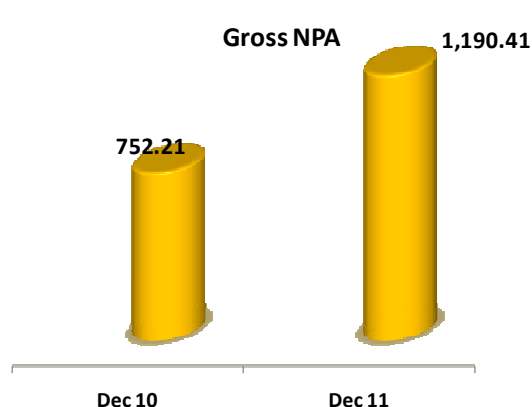
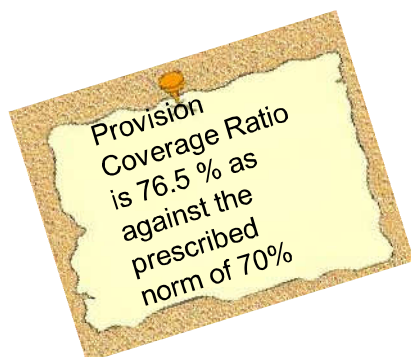
Interest Concession of 0.50% on the applicable card rate on Fresh Education Loan sanctioned to Girl students.

Central Scheme to provide interest subsidy for the moratorium period of education loan availed by students from economically weaker section is being implemented.

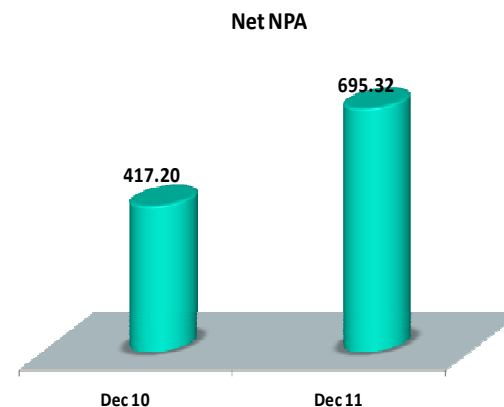
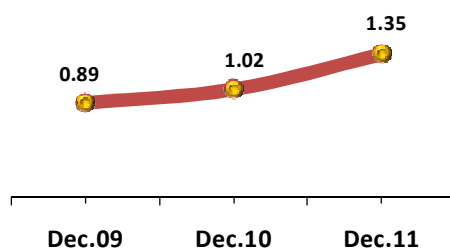
Bank's Educational Loan- Non IBA scheme implemented to help students pursuing courses under Management Quota and 3 year diploma courses

# NPA Management

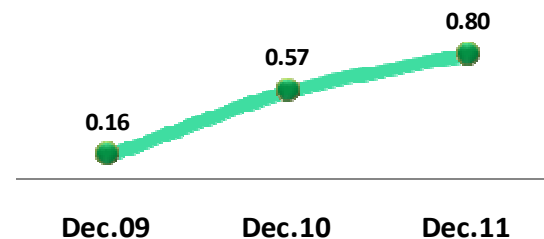
(₹ crore)



Gross NPA (%)



Net NPA (%)

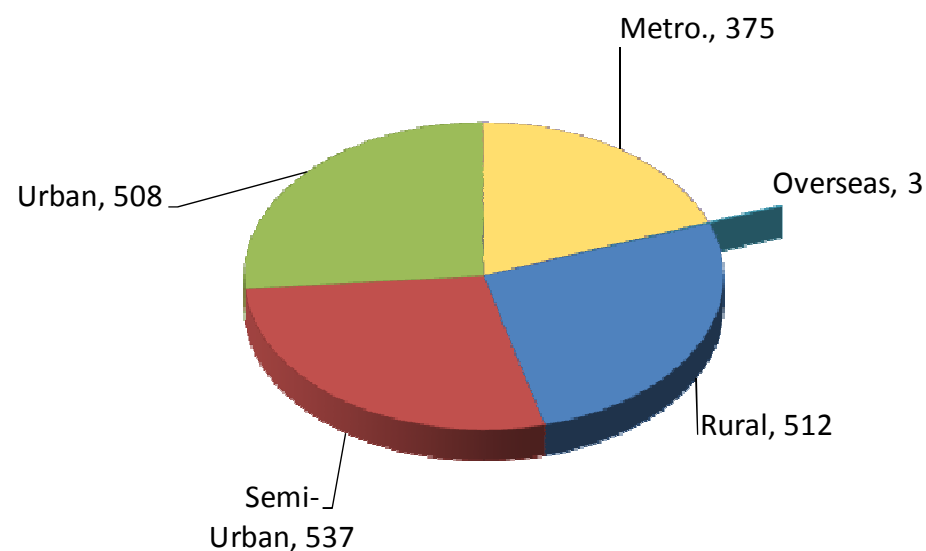


**Provision Coverage Ratio is 76.5 % as against the prescribed norm of 70%**

**The Bank has shifted to on line identification of NPAs through CBS since June 2010**

# Distribution Channel

	31.03.2011	31.12.2011
1.Domestic Branches	1860	1932
2.Overseas Branches	3	3
Total Branches	1863	1935
3. Extension Counters	37	35
4. Satellite Offices	23	23
5. ATMs	1128	1241
6. Banking Service Centre	39	66



# Financial Inclusion Plan

Under Financial Inclusion Plan, Indian Bank has been allotted with 1511 villages with population above 2000 for provision of banking services.

All the 1511 villages have been provided with banking services as on 31<sup>st</sup> December 2011 as below.

- 1413 villages through Smart card based Business Correspondent (BC) Model
- 53 villages through Banking Service Centres (BSCs)/branches
- 45 villages through Mobile Branch/Van

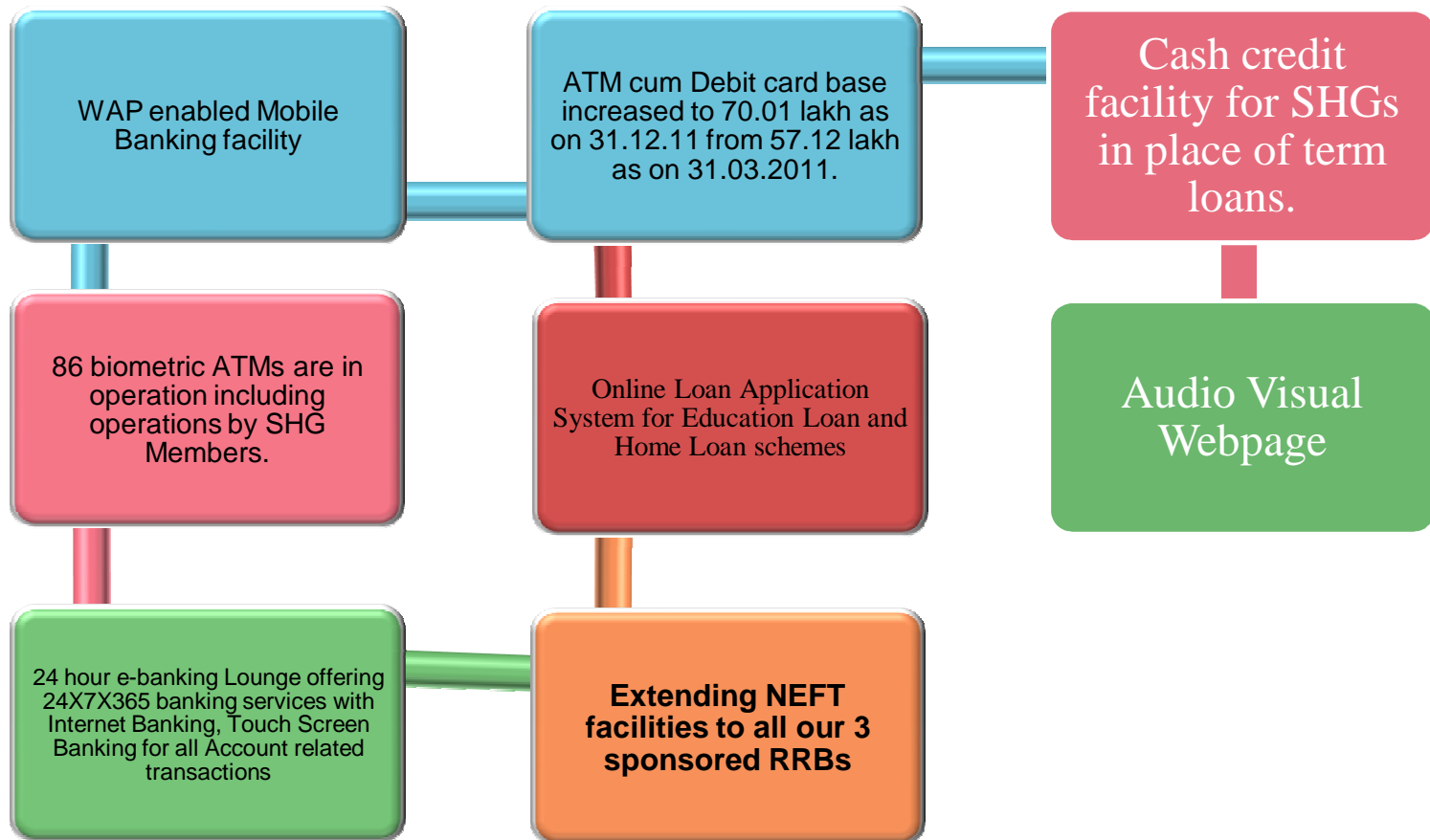
Bank has opened 4,01,412 no-frill accounts in the FI implementing villages and given smart cards to 3,37,029 account holders.

Apart from the Financial Inclusion Plan, as on 31.12.2011 Bank has opened 28.94 lakh 'No frill' accounts through various branches across the country. OD and GCC facilities sanctioned to 56208 beneficiaries amounting to ₹1298.95 lakhs

Launched special / variable Recurring deposit, SB cum Overdraft facility products.

In Union Territory of Puducherry, where the Bank is the SLBC Convenor, under Financial Inclusion Plan a total of 42 villages with population above 2000 and 25 villages with population 2000 and below are provided with banking services. **Thus, UT of Puducherry is the first State in the Country to have provided banking services to all the villages under financial Inclusion Plan.**

# Initiatives



# Awards & Accolades



## TAPPING INTO DEMAND

Indian Bank is turning out to be one of the most consistent players in this space. Last year, too, it was a winner in this award category. This time around, the factors that propelled it to the top were its wide reach and a healthy volume of loan disbursements through its branches in urban, semi-urban and rural areas.

Defaults are a major concern for players in the education loan space. The fact that the bank managed to bring down the number of defaults also helped its cause. It also fared well on parameters such as cost and convenience, disclosures and governance. Plus, the average loan size loan was low for Indian Bank, which swayed the results in its favour. □

### WINNER'S EDGE

- Healthy loan disbursal
- Wide reach
- Low default rate

"Best Risk Master Award" for Public Sector Bank Category from FIBAC in the FICCI – IBA Conference on 25.08.2011.

Dun & Bradstreet Banking Awards 2011 for Best Asset Quality on 30.08.2011

Best Bank Award among the Public Sector Banks (II Rank) by the Financial Express for 2010-11 on 17.09.2011

CNBC – TV 18 Award for the Best Public Sector Bank in mid size category for Superior Quality of Assets, Profitability, Efficiency & Productivity on 12.09.2011.

### Awards & Accolades in 2011



Winner of Outlook Money Awards 2011 under the best Education Loan provider on 20.12.2011



# Awards & Accolades

- “Skoch Financial Inclusion award - 2012” for Completion of 100% Financial Inclusion in UT of Puducherry



- Golden Peacock Innovative Product/Service Award – for the year 2011 in recognition of its contribution to promotion of Self Help Groups (SHG) at the World Congress on Total Quality held in Bengaluru.