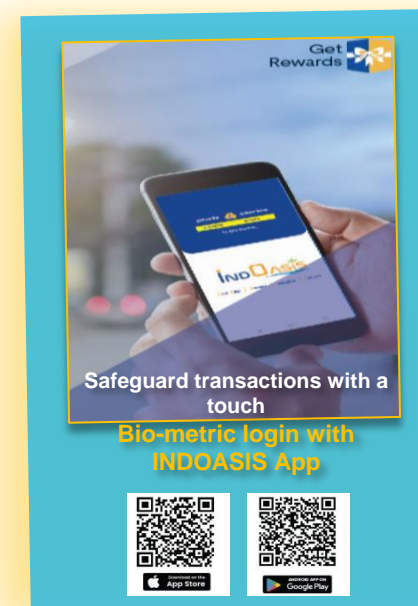












# Performance Analysis

## Q4 / FY 21-22



01	Performance Highlights	
02	Business Snapshot	
03	Financials	
04	Capital & Risk Management	
05	Asset Quality	
06	Financial Inclusion	
07	Digital Banking & Business Network	
08	Initiatives, Awards & Accolades	

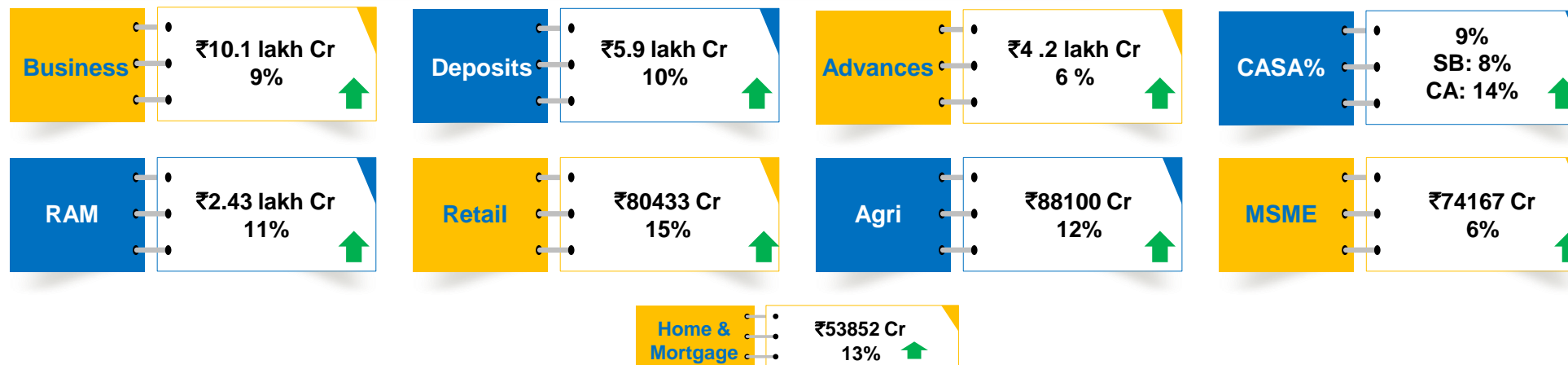
01

## Performance Highlights Q4 / FY 22



# Performance Highlights FY 22 (YoY)

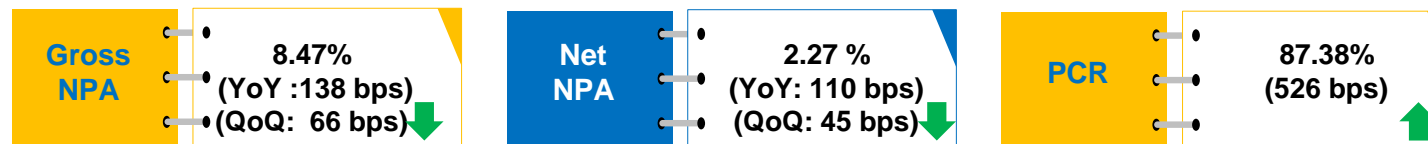
## Business



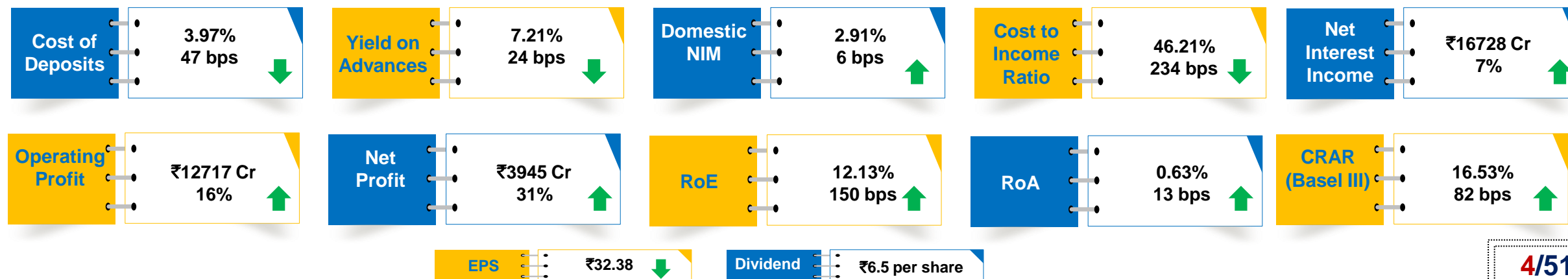
**CD Ratio**

70%

## Asset Quality

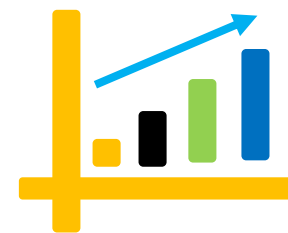


## Benchmark Ratios



02

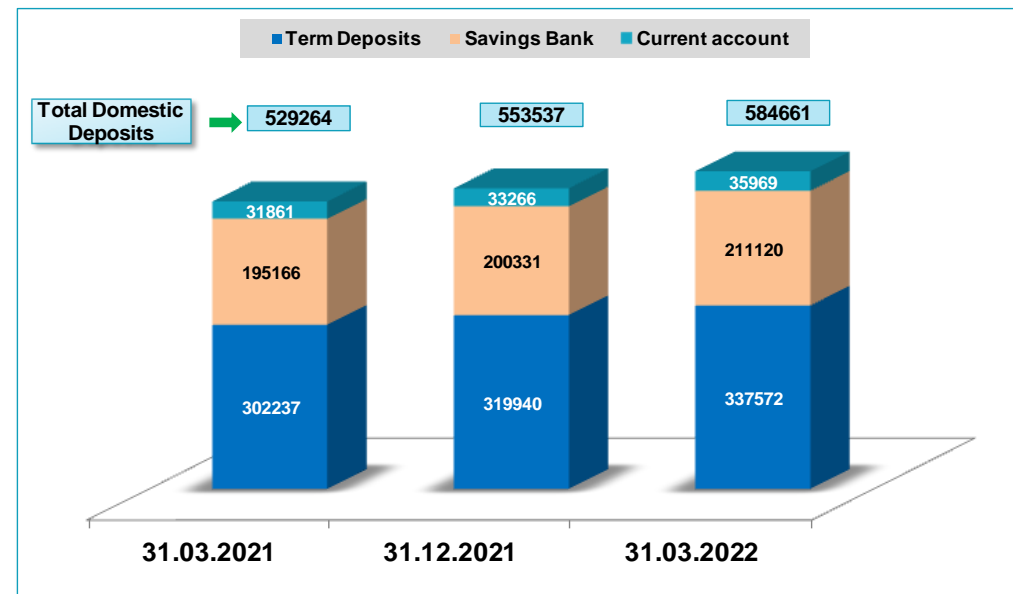
## Business Snapshot



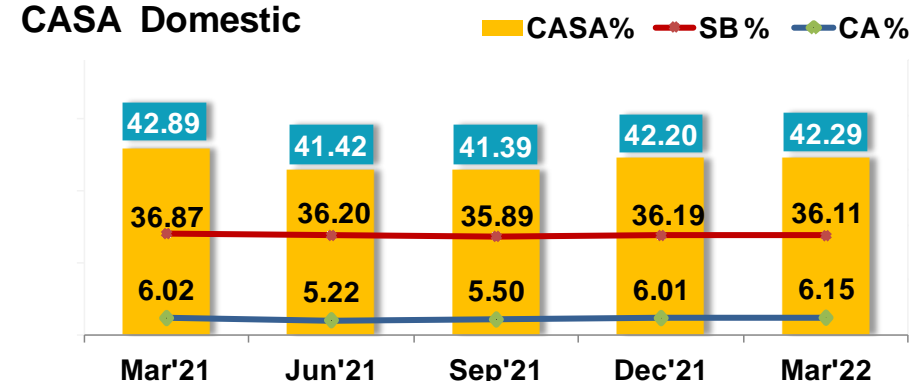
₹ in Cr

SI No	Parameter	31.03.2021	31.12.2021	31.03.2022	Q-o-Q (%)	YoY (%)
1	<b>Deposits</b>	<b>538071</b>	<b>562575</b>	<b>593618</b>	<b>6</b>	<b>10</b>
	Domestic	529264	553537	584661	6	10
	Overseas	8807	9038	8957	-1	2
	<b>Deposits breakup</b>					
	Current	32345	34001	36720	8	14
	Savings	195250	200421	211206	5	8
	<b>CASA</b>	<b>227595</b>	<b>234422</b>	<b>247926</b>	<b>6</b>	<b>9</b>
	<b>CASA %</b>	<b>42.30%</b>	<b>41.67%</b>	<b>41.77%</b>		
	Term Deposits	310476	328153	345691	5	11
2	<b>Advances</b>	<b>390317</b>	<b>400432</b>	<b>415625</b>	<b>4</b>	<b>6</b>
	Domestic	379537	385095	395698	3	4
	Overseas	10780	15337	19927	30	85
	<b>CD Ratio %</b>	<b>72.54%</b>	<b>71.18%</b>	<b>70.02%</b>		
3	<b>Business</b>	<b>928388</b>	<b>963007</b>	<b>1009242</b>	<b>5</b>	<b>9</b>
	Domestic	908801	938632	980358	4	8
	Overseas	19587	24375	28884	18	47

## DOMESTIC DEPOSITS



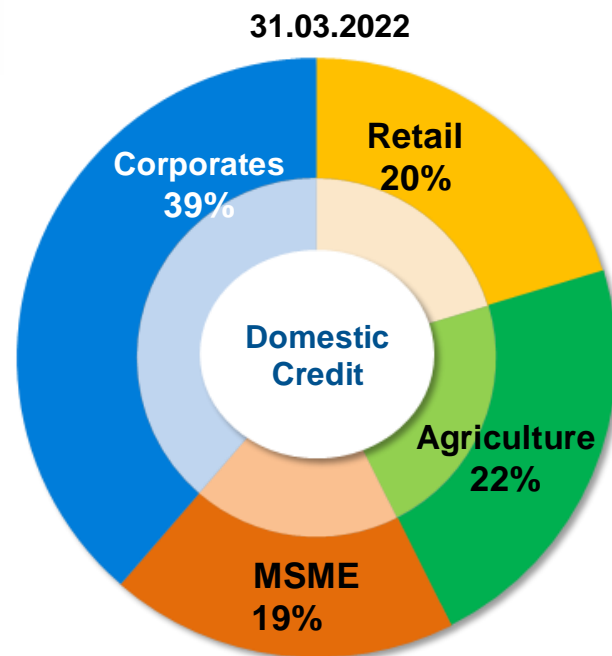
## CASA Domestic



# Advances (Domestic)

₹ in Cr

Sector	31.03.2021	31.12.2021	31.03.2022	YoY (%)
<b>Gross Advances-Domestic</b>	<b>379537</b>	<b>385095</b>	<b>395698</b>	<b>4</b>
<b>Retail</b>	69987	75646	80433	<b>15</b>
<b>Agriculture</b>	78775	85257	88100	<b>12</b>
<b>MSME</b>	70180	72835	74167	<b>6</b>
<b>Total (RAM)</b>	<b>218942</b>	<b>233738</b>	<b>242700</b>	<b>11</b>
<i>RAM % to Gross Domestic Advances</i>	<i>57.7%</i>	<i>60.7%</i>	<i>61.3%</i>	<i>-</i>
<b>Corporates</b>	<b>160595</b>	<b>151357</b>	<b>152998</b>	<b>-5</b>



Retail	31.03.2021	31.12.2021	31.03.2022	YoY (%)
Home Loan (Incl. Mortgage loans)	47682	51059	53852	13%
Auto Loan	3649	3948	4198	15%
Personal Loan	3745	4937	5306	42%
Jewel Loan Non Priority	3832	4232	4787	25%
Other Retail Loan	11079	11470	12290	11%
<b>Total Retail</b>	<b>69987</b>	<b>75646</b>	<b>80433</b>	<b>15%</b>

Agriculture	31.03.2021	31.12.2021	31.03.2022	YoY (%)
Crop Loans	64898	68142	69051	6%
Investment credit	6327	7706	9241	46%
Agri allied	1702	3018	3192	88%
Infrastructure & Ancillary	5848	6391	6616	13%
<b>Total Agriculture</b>	<b>78775</b>	<b>85257</b>	<b>88100</b>	<b>12%</b>

MSME	31.03.2021	31.12.2021	31.03.2022	YoY (%)
Micro	29303	28999	30648	5%
Small	30442	33347	32176	6%
Medium	10435	10489	11343	9%
<b>Total MSME</b>	<b>70180</b>	<b>72835</b>	<b>74167</b>	<b>6%</b>

## Performance under SHG as on 31.03.22

- Nos :3.30 lakh
- Balance Outstanding : ₹ 9524 Cr (YoY: 22 %)
- No. of Women Beneficiaries: 44 lakhs
- Disbursements (FY22) : ₹ 7035 Cr

Details	Cumulative Disbursement		Outstanding 31.03.2022
	Nos (in lakhs)	Amount (in ₹ Cr)	Amount (in ₹ Cr)
GECLS	2.73	10596	8983
PM Svanidhi	1.95	174	72.09

# Performance under Priority Sector

31.03.2022

₹ in Cr

Segment	Mandatory Target	Achievement (Amt) (Excluding PSLC)	Achievement (Excluding PSLC)
<b>Priority Sector</b>	<b>40%</b>	<b>148806</b>	<b>45.47%</b>
Agriculture	18%	68936	<b>21.06%</b>
Small /Marginal Farmers	9%	34255	<b>10.47%</b>
Weaker Section	11%	41458	<b>12.67%</b>
Micro under MSME	7.50%	30599	<b>9.35%</b>
Non Corporate farmers	12.73%	66776	<b>20.40%</b>

All the mandatory targets stipulated by RBI under Priority Sector advances have been surpassed.



# Sector Deployment – Domestic Advances

₹ in Cr

Sector	31.03.2021	% share to Gross Advances	31.03.2022	% share to Gross Advances
<b>Infrastructure</b>	<b>60849</b>	<b>16</b>	<b>58521</b>	<b>15</b>
Of which				
Power	18238	5	18543	5
Port and Road Project	10091	2	9011	2
Other infrastructure	32520	9	30967	8
<b>Basic Metal</b>	<b>9700</b>	<b>3</b>	<b>8006</b>	<b>2</b>
<b>Textiles</b>	<b>6497</b>	<b>2</b>	<b>7196</b>	<b>2</b>
<b>Petroleum and Coal Products</b>	<b>6761</b>	<b>2</b>	<b>8093</b>	<b>2</b>
<b>All Engineering</b>	<b>4739</b>	<b>1</b>	<b>5246</b>	<b>1</b>
<b>Food Processing</b>	<b>8720</b>	<b>2</b>	<b>8968</b>	<b>2</b>
<b>Trade</b>	<b>24356</b>	<b>6</b>	<b>22806</b>	<b>6</b>
<b>Commercial Real Estate</b>	<b>6489</b>	<b>2</b>	<b>7035</b>	<b>2</b>
<b>Home Loans/Auto Loans/Other Retail</b>	<b>69987</b>	<b>18</b>	<b>80433</b>	<b>20</b>
<b>Agriculture</b>	<b>78775</b>	<b>21</b>	<b>88100</b>	<b>22</b>
<b>NBFC</b>	<b>47516</b>	<b>13</b>	<b>51130</b>	<b>13</b>
<b>Others (Other Industries/Sectors)</b>	<b>55148</b>	<b>14</b>	<b>50164</b>	<b>13</b>
<b>Total Domestic Advances</b>	<b>379537</b>	<b>100</b>	<b>395698</b>	<b>100</b>

# Rating wise – Domestic Credit

₹ in Cr

• More than ₹10 Cr

• For CRE > ₹5 Cr

External Rating	31.03.2021		31.12.2021		31.03.2022	
	Exposure	% to Total	Exposure	% to Total	Exposure	% to Total
<b>Rated Exposure</b>						
AAA	34414	16%	36710	16%	37827	17%
AA	54498	25%	57004	26%	61530	27%
A	49499	22%	58951	27%	56875	25%
BBB	41574	19%	36355	16%	37298	17%
<b>Total BBB and above</b>	<b>179985</b>	<b>82%</b>	<b>189020</b>	<b>85%</b>	<b>193530</b>	<b>86%</b>
BB and below	<b>39683</b>	<b>18%</b>	<b>34074</b>	<b>15%</b>	<b>32731</b>	<b>14%</b>
Of which,						
PSU Accounts (More than INR 100 Crore)	11170	28%	11189	33%	10488	32%
Corporates (More than INR 100 Crore)	15578	39%	11421	34%	10359	32%
Others (Less than INR 100 Crore)	12935	33%	11464	34%	11884	36%
<b>Total Rated Exposure</b>	<b>219668</b>	<b>83%</b>	<b>223094</b>	<b>83%</b>	<b>226261</b>	<b>83%</b>
<b>Unrated Exposure</b>	<b>45749</b>	<b>17%</b>	<b>45427</b>	<b>17%</b>	<b>46857</b>	<b>17%</b>
Of which,						
PSU with Govt Guarantee	29556	65%	30181	66%	29682	63%
PSU without Govt Guarantee	8879	19%	9599	21%	10232	22%
Others	7314	16%	5647	12%	6943	15%
<b>Total</b>	<b>265417</b>		<b>268521</b>		<b>273118</b>	

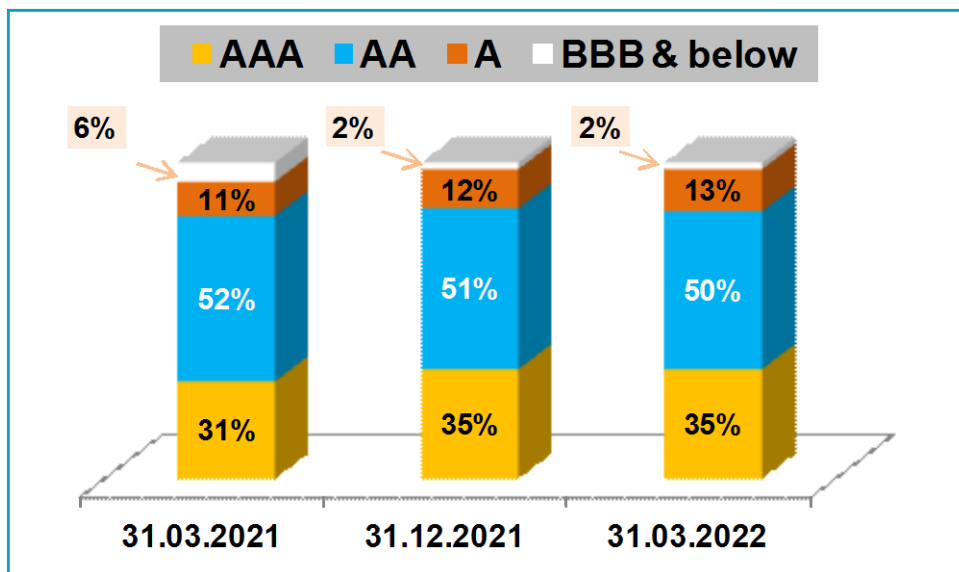
# Standard NBFC Advances

₹ in Cr

Standard NBFC	31.03.2021	%	31.12.2021	%	31.03.2022	%
NBFC - PSUs	4801	10%	4573	10%	4659	9%
NBFC - HFCs	18136	39%	18948	41%	20582	42%
NBFC - MFIs	1624	4%	1889	4%	2238	5%
NBFC - Others	21441	47%	20653	45%	21753	44%
<b>Total</b>	<b>46002</b>	<b>100%</b>	<b>46063</b>	<b>100%</b>	<b>49232</b>	<b>100%</b>

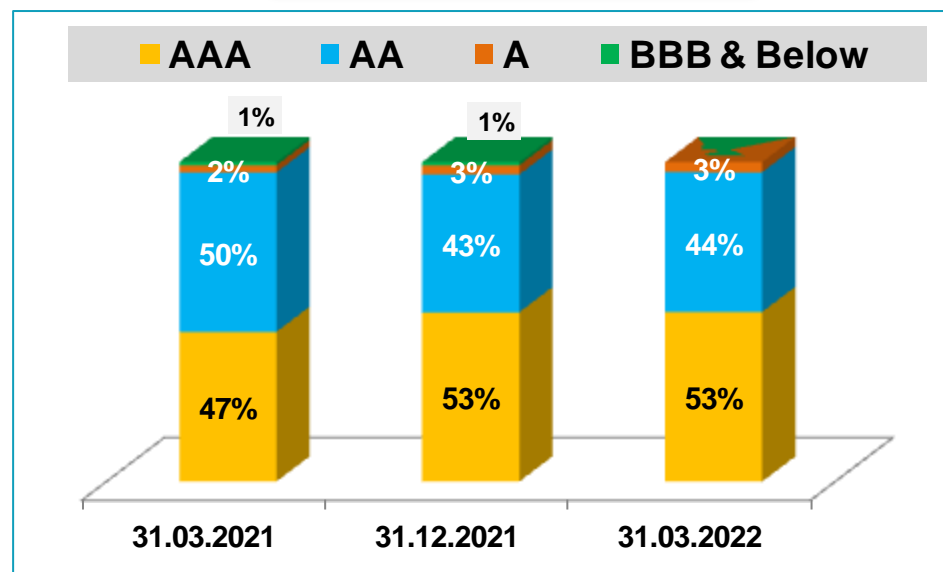
Standard NBFCs & HFCs as on 31.03.22	₹ in Cr
<b>NBFCs</b>	
Bank sponsored	2260
Private Inst & others	46972
<b>Total</b>	<b>49232</b>
<b>HFCs</b>	
Bank sponsored	1881
Private Institutions	18701
<b>Total</b>	<b>20582</b>

Rating profile of Std NBFCs



98% is rated A and above

Rating profile of Std HFCs



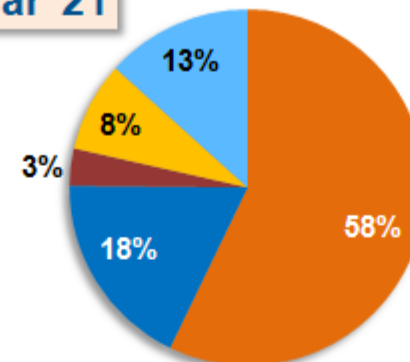
# Investments - Domestic

₹ in Cr

Details	31.03.2021	31.12.2021	31.03.2022	YoY (%)
<b>SLR Investments</b>	<b>139652</b>	<b>144920</b>	<b>140538</b>	<b>1</b>
<i>Of which</i>				
<b>Central Government Securities</b>	<b>84814</b>	<b>88726</b>	<b>88284</b>	<b>4</b>
<b>State Government Securities</b>	<b>43880</b>	<b>50546</b>	<b>49634</b>	<b>13</b>
<b>Treasury Bills</b>	<b>10953</b>	<b>5644</b>	<b>2620</b>	<b>-76</b>
<b>Other Approved Securities</b>	<b>5</b>	<b>4</b>	<b>0</b>	<b>--</b>
<b>Non SLR Investments</b>	<b>39918</b>	<b>39765</b>	<b>37897</b>	<b>-5</b>
<b>Total</b>	<b>179570</b>	<b>184685</b>	<b>178435</b>	<b>-1</b>
(i) Held For Trading (HFT)	0	22	41	--
(ii) Available For Sale (AFS)	51595	45813	41931	-19
(iii) Held To Maturity (HTM)	127975	138850	136463	7
<b>Total</b>	<b>179570</b>	<b>184685</b>	<b>178435</b>	<b>-1</b>
<b>Modified Duration of AFS &amp; HFT portfolio</b>	<b>2.26</b>	<b>2.61</b>	<b>2.57</b>	

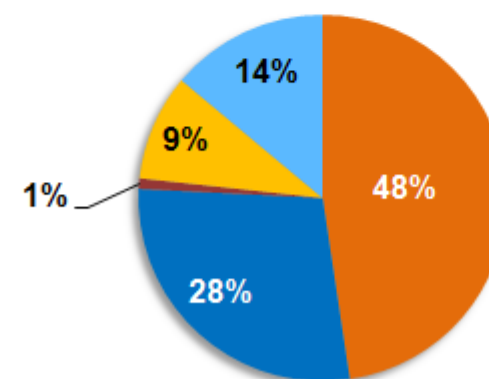
## AFS Book (YoY)

Mar' 21



■ G sec & T Bill 
 ■ Corporate Bonds 
 ■ CP 
 ■ SDLs 
 ■ Others

Mar' 22



# Non SLR Investments

₹ in Cr

Details	Mar-21	Dec-21	Mar-22
PSU Bonds	1596	1210	1319
Corporate and Other Bonds	9997	12252	10402
Special Govt.Sec.(Excluding Recap Bonds)	1908	1853	1793
CG Recap.Bond	17927	17927	17927
Share of PSU/Corporate/Others	2221	2304	2313
Venture Capital Fund	82	151	171
Regional Rural Bank	27	27	27
Security Receipts	3855	3349	3211
Subsidiaries JV	225	225	225
Others	2080	467	509
<b>Total Non SLR Investment</b>	<b>39918</b>	<b>39765</b>	<b>37897</b>

03

## Financials



# Operating Profit and Net Profit

₹ in Cr

SI No	Components	Quarter Ended					Year Ended		
		31.03.2021	31.12.2021	31.03.2022	Q-o-Q (%)	YoY (%)	31.03.2021	31.03.2022	YoY (%)
1	Interest Income	8904	9926	9832	-1	10	39106	38856	-1
2	Interest Expenses	5570	5531	5577	1	0.1	23440	22128	-6
3	<b>Net Interest Income (1-2)</b>	<b>3334</b>	<b>4395</b>	<b>4255</b>	<b>-3</b>	<b>28</b>	<b>15666</b>	<b>16728</b>	<b>7</b>
4	Non Interest Income*	1581	1556	1573	1	-1	5650	6915	22
5	<b>Operating Income (3+4)*</b>	<b>4915</b>	<b>5951</b>	<b>5828</b>	<b>-2</b>	<b>19</b>	<b>21316</b>	<b>23643</b>	<b>11</b>
6	Operating Expenses	2530	2663	3090	16	22	10349	10926	6
7	<b>Operating Profit (5-6)*</b>	<b>2385</b>	<b>3288</b>	<b>2738</b>	<b>-17</b>	<b>15</b>	<b>10967</b>	<b>12717</b>	<b>16</b>
8	Provisions	1589	2493	1915	-23	20	8061	9513	18
9	<b>Profit Before Taxes (7-8)</b>	<b>796</b>	<b>795</b>	<b>823</b>	<b>4</b>	<b>3</b>	<b>2905</b>	<b>3204</b>	<b>10</b>
10	Provision for Taxes	-913	105	-161	-	-	-99	-741	-
11	<b>Net Profit (9-10)</b>	<sup>#</sup> <b>1709</b>	<b>690</b>	<b>984</b>	<b>43</b>	<b>-42</b>	<b>3005</b>	<b>3945</b>	<b>31</b>

# In FY22, there is a change in DTA calculations from annual to quarterly basis.  
In Q4 FY21, Net profit was ₹1709 Cr factoring DTA of ₹913 Cr as against DTA of ₹161 Cr in Q4 FY22.

\* Figures of earlier period have been regrouped wherever necessary to confirm the current year classification - In the light of RBI Master Direction on Financial Statements – Presentation and Disclosures dated 30.08.21

₹ in Cr

Sl No	Components	Quarter Ended					Year Ended		
		31.03.2021	31.12.2021	31.03.2022	QoQ (%)	YoY (%)	31.03.2021	31.03.2022	YoY (%)
1	Interest Income on Advances and Discount on Bills	6025	6860	6635	-3	10	27455	26928	-2
2	Interest on investments	2789	2797	2752	-2	-1	11167	10965	-2
3	Other interest income	90	269	445	65	394	484	963	99
4	<b>Total Interest Income (1+2+3)</b>	<b>8904</b>	<b>9926</b>	<b>9832</b>	<b>-1</b>	<b>10</b>	<b>39106</b>	<b>38856</b>	<b>-1</b>
5	Profit/Loss on Sale of Investments	454	214	249	16	-45	2124	1626	-23
6	Recovery of bad debts	320	278	197	-29	-38	618	1612	161
7	Fee Income	659	665	813	22	23	2368	2555	8
8	Forex Income	165	148	274	85	66	406	690	70
9	PSLC Commission	107	150	152	1	42	410	571	39
10	Miscellaneous income	39	70	53	-24	36	153	204	33
11	Profit/Loss on Revaluation of Investments *	-163	31	-165	-632	1	-429	-343	-20
12	<b>Total Non Interest Income (5 to 11) *</b>	<b>1581</b>	<b>1556</b>	<b>1573</b>	<b>1</b>	<b>-1</b>	<b>5650</b>	<b>6915</b>	<b>22</b>
13	<b>Total Income (4+12) *</b>	<b>10485</b>	<b>11482</b>	<b>11405</b>	<b>-1</b>	<b>9</b>	<b>44756</b>	<b>45771</b>	<b>2</b>

\* Figures of earlier period have been regrouped wherever necessary to confirm the current year classification - In the light of RBI Master Direction on Financial Statements – Presentation and Disclosures dated 30.08.21



# Fee Income

₹ in Cr

Sl No	Components	Quarter Ended					Year Ended		
		31.03.2021	31.12.2021	31.03.2022	Q-o-Q (%)	YoY (%)	31.03.2021	31.03.2022	YoY (%)
1	Transaction fees	192	184	178	-3	-7	690	700	1
2	Loan processing charges	156	146	173	18	11	526	574	9
3	Commission on Government business	23	13	30	130	33	74	77	5
4	Commission on LC/BG	96	115	123	6	28	387	408	6
5	Cross selling	28	21	34	59	21	62	86	37
6	Income from PFMS operations	2	5	4	-34	107	15	25	68
7	Rent on Lockers	34	39	35	-8	4	131	125	-5
8	Misc fee Income	128	142	236	66	84	483	560	16
9	<b>Fee Income ( 1 to 8)</b>	<b>659</b>	<b>665</b>	<b>813</b>	<b>22</b>	<b>23</b>	<b>2368</b>	<b>2555</b>	<b>8</b>

₹ in Cr

SI No	Components	Quarter Ended				
		31.03.2021	31.12.2021	31.03.2022	Q-o-Q (%)	YoY (%)
1	Interest on deposits	5290	5221	5198	-0.4	-2
2	Interest on borrowings	26	71	148	110	477
3	Other interest expenses	254	239	231	-3	-9
4	<b>Total Interest Expenses (1+2+3)</b>	<b>5570</b>	<b>5531</b>	<b>5577</b>	<b>1</b>	<b>0</b>
5	Salary	1154	1139	1310	15	14
6	Employees Benefit	248	428	639	49	158
7	<b>Staff Expenses (5+6)</b>	<b>1402</b>	<b>1567</b>	<b>1949</b>	<b>24</b>	<b>39</b>
8	<b>Overheads</b>	<b>1128</b>	<b>1096</b>	<b>1141</b>	<b>4</b>	<b>1</b>
9	<b>Operating Expenses (7+8)</b>	<b>2530</b>	<b>2663</b>	<b>3090</b>	<b>16</b>	<b>22</b>
10	<b>Total Expenses (4+9)</b>	<b>8100</b>	<b>8194</b>	<b>8667</b>	<b>6</b>	<b>7</b>

Year Ended		
31.03.2021	31.03.2022	YoY (%)
22221	20936	-6
401	248	-38
818	944	15
<b>23440</b>	<b>22128</b>	<b>-6</b>
4018	4768	19
2360	1927*	-18
<b>6378</b>	<b>6695</b>	<b>5</b>
<b>3971</b>	<b>4231</b>	<b>7</b>
<b>10349</b>	<b>10926</b>	<b>6</b>
<b>33789</b>	<b>33054</b>	<b>-2</b>

\* - Includes ₹403 Cr additional contribution on account of revised ceiling in Family Pension

# Overhead Expenses

₹ in Cr

SI No	Components	Quarter Ended					Year Ended		
		31.03.2021	31.12.2021	31.03.2022	Q-o-Q (%)	YoY (%)	31.03.2021	31.03.2022	YoY (%)
1	Rent, Taxes & Lighting	149	150	173	15	16	603	614	2
2	Depreciation	208	149	145	-2	-30	633	597	-6
3	Insurance	171	190	190	0	11	682	742	9
4	Travelling and Halting	44	61	52	-15	18	143	196	37
5	Postage, Telecommunications etc.	27	27	25	-7	-7	117	110	-6
6	Repairs and Maintenance	45	56	83	48	84	197	244	24
7	Printing and Stationery	19	18	37	109	93	58	85	47
8	ATM Issuer Fee paid	123	121	116	-5	-6	424	409	-4
9	Others	342	324	320	-1	-7	1114	1234	11
10	<b>Overheads (1 to 9)</b>	<b>1128</b>	<b>1096</b>	<b>1141</b>	<b>4</b>	<b>1</b>	<b>3971</b>	<b>4231</b>	<b>7</b>

# Provisions and Net Profit

₹ in Cr

SI No	Components	Quarter Ended				
		31.03.2021	31.12.2021	31.03.2022	Q-o-Q (%)	YoY (%)
1	Operating Profit *	2385	3288	2738	-17	15
2	Total Provisions *	676	2598	1754	-32	159
	Of which					
	NPA - Advances	2870	2439	2046	-16	-29
	Standard advances	-1333	-54	-95	78	-93
	Income-tax	-913	105	-161	-253	-82
	Others	52	108	-36	-133	-169
4	Net Profit (1-2-3)	1709	690	984	43	-42

Year Ended		
31.03.2021	31.03.2022	YoY %
10967	12717	16
7962	8772	10
7318	8447	15
469	962	105
-99	-741	647
274	104	-62
3005	3945	31

\* Figures of earlier period have been regrouped wherever necessary to confirm the current year classification - In the light of RBI Master Direction on Financial Statements – Presentation and Disclosures dated 30.08.21

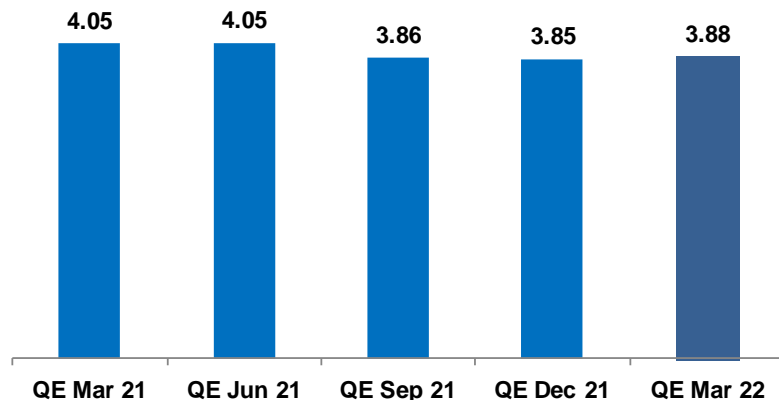
# Performance Ratios

% annualised

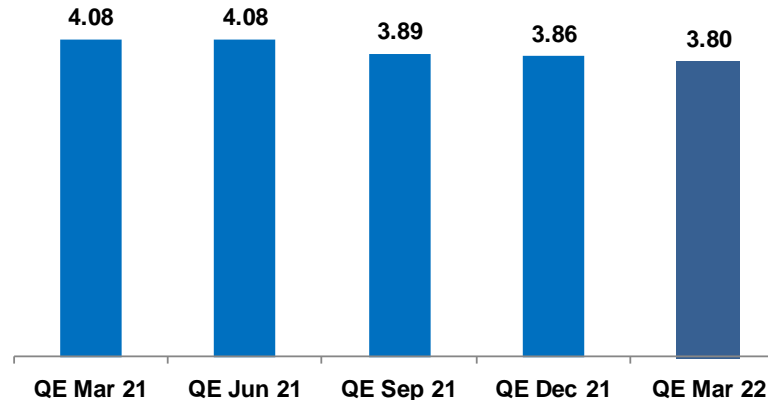
SI No	Parameters	Quarter Ended			Year Ended	
		31.03.2021	31.12.2021	31.03.2022	31.03.2021	31.03.2022
1	Cost of Deposits	4.05	3.85	3.88	4.44	3.97
2	Cost of Funds	4.08	3.86	3.80	4.43	3.90
3	Cost to Income Ratio *	51.47	44.75	53.03	48.55	46.21
4	Yield on Advances	6.27	7.19	7.00	7.45	7.21
5	Yield on Investments	6.41	6.19	6.43	6.63	6.25
6	Return on Assets (RoA)	1.09	0.43	0.62	0.50	0.63
7	Net Interest Margin (NIM) Domestic	2.34	3.03	2.87	2.85	2.91
8	Return on Investments (Domestic)	7.17	6.07	6.59	7.57	6.86
9	Return on Average Networth (RoE)	23.14	8.26	11.70	10.63	12.13
10	Earnings per Share (₹)	60.52	22.15	31.61	26.61	32.38
11	Book Value per Share (₹)	263.98	270.32	269.98	263.98	269.98
12	Business per Employee (₹ in Cr)	22.17	23.75	25.20	22.17	25.20
13	Business per Branch (₹ in Cr)	153.62	166.20	174.90	153.62	174.90
14	Net Profit per Employee (₹ in lakhs)	16.42	6.85	9.89	7.22	9.91

\* Figures of earlier period have been regrouped wherever necessary to confirm the current year classification - In the light of RBI Master Direction on Financial Statements – Presentation and Disclosures dated 30.08.21

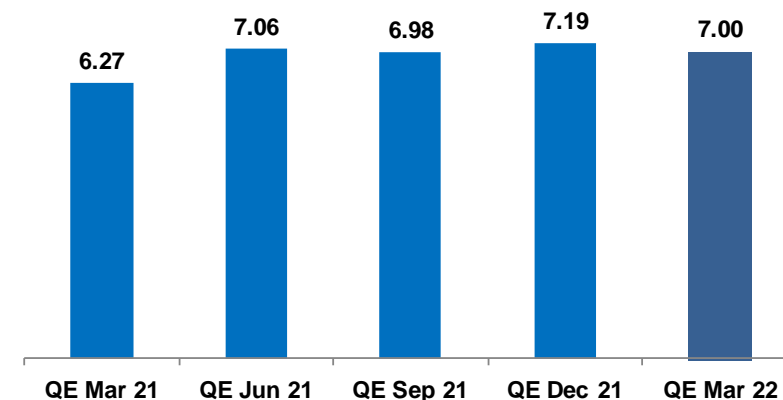
**Cost of Deposits (%)**



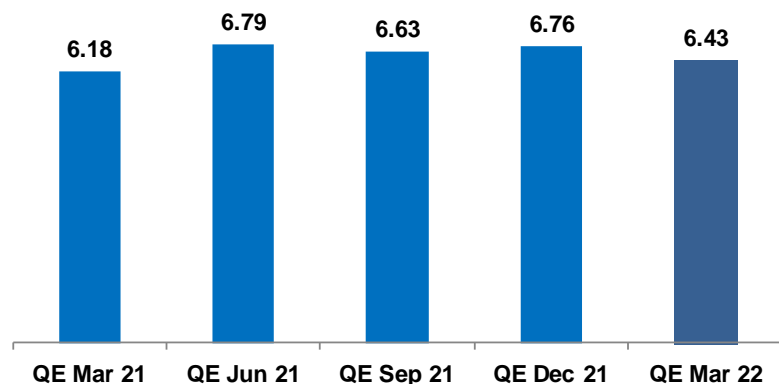
**Cost of Funds (%)**



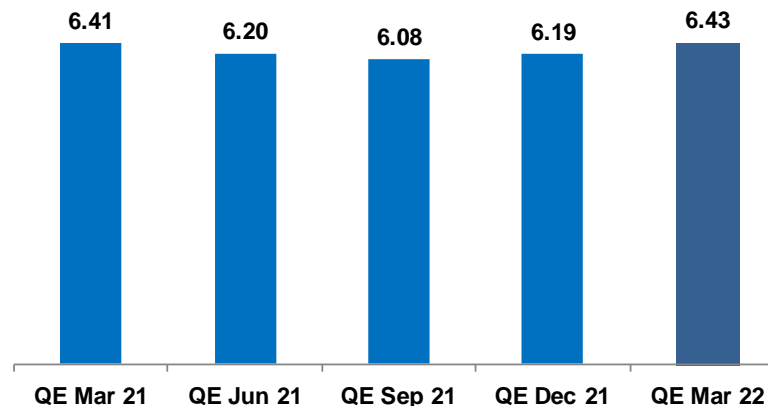
**Yield on Advances (%)**



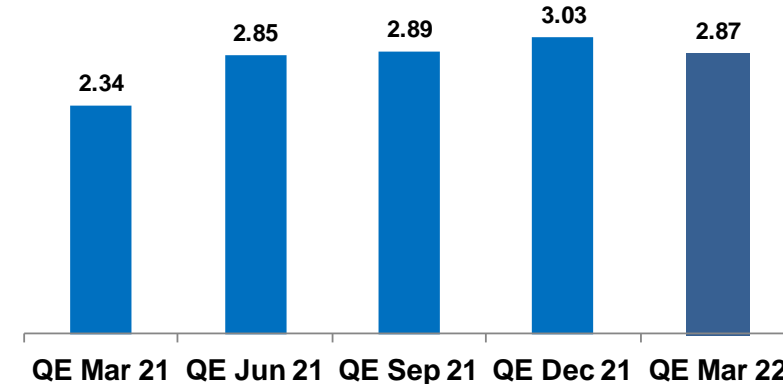
**Yield on Funds (%)**



**Yield on Investments (%)**



**(NIM) Domestic (%)**



04

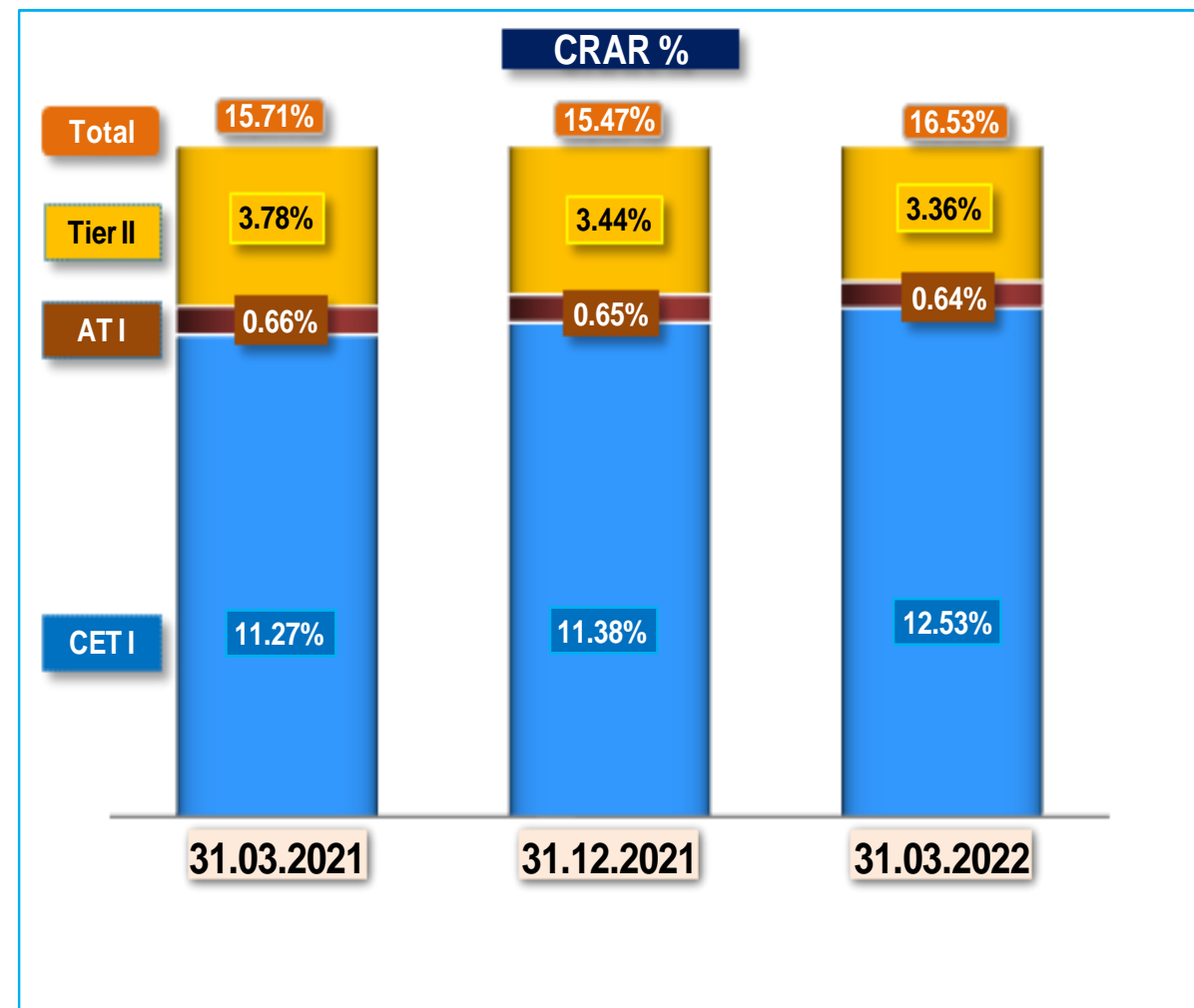
## Capital & Risk Management



Parameters	31.03.2021	31.12.2021	31.03.2022
Capital	46845	47274	51100
Common Equity Tier I (CET I)	33609	34777★	38725
Additional Tier I	1980	1980	1980
Tier II	11256	10517	10395
Total Risk Weighted Assets	298097	305509	308938
CRAR %	15.71	15.47	16.53

Risk Weighted Assets (RWA)	31.03.2021	31.12.2021	31.03.2022
Credit	253130	257070	261103
<i>Density</i>	64.85%	64.20%	62.77%
Of which			
<b>R</b> etail	41745	46633	48854
<i>Density</i>	59.65%	61.65%	60.74%
<b>A</b> griculture	27885	29349	29391
<i>Density</i>	35.40%	34.42%	33.36%
<b>M</b> SME	51876	55272	50184
<i>Density</i>	73.92%	75.89%	67.66%
Market	15319	15053	14509
<i>Density</i>	30.15%	33.64%	35.97%
Operational	29648	33386	33386
<i>Density</i>	--	--	--

₹ in Cr

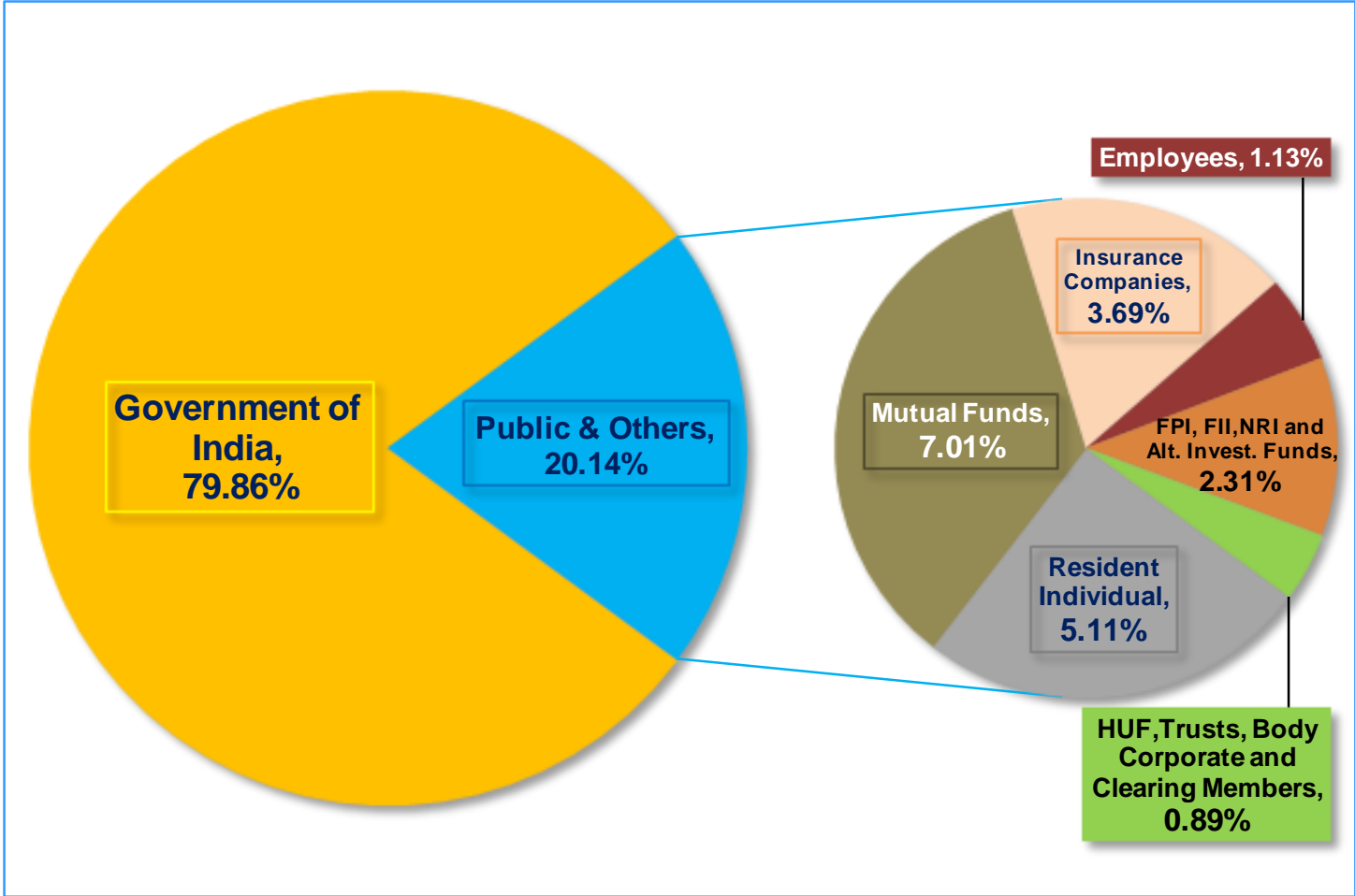


Equity capital ₹1650 Cr raised through QIP during Q1 FY 22



# Share Holding

31.03.2022

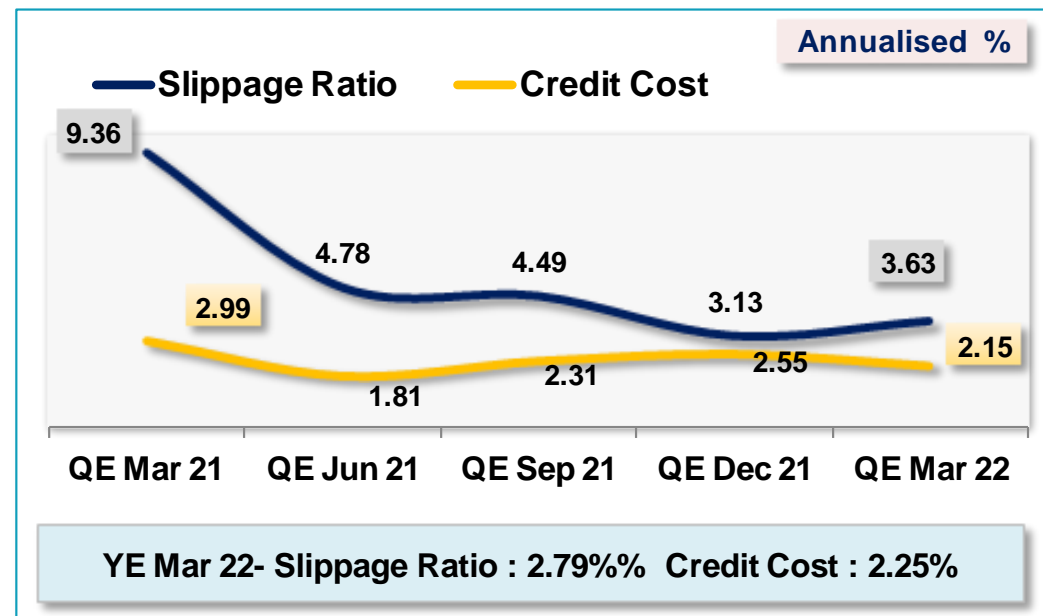
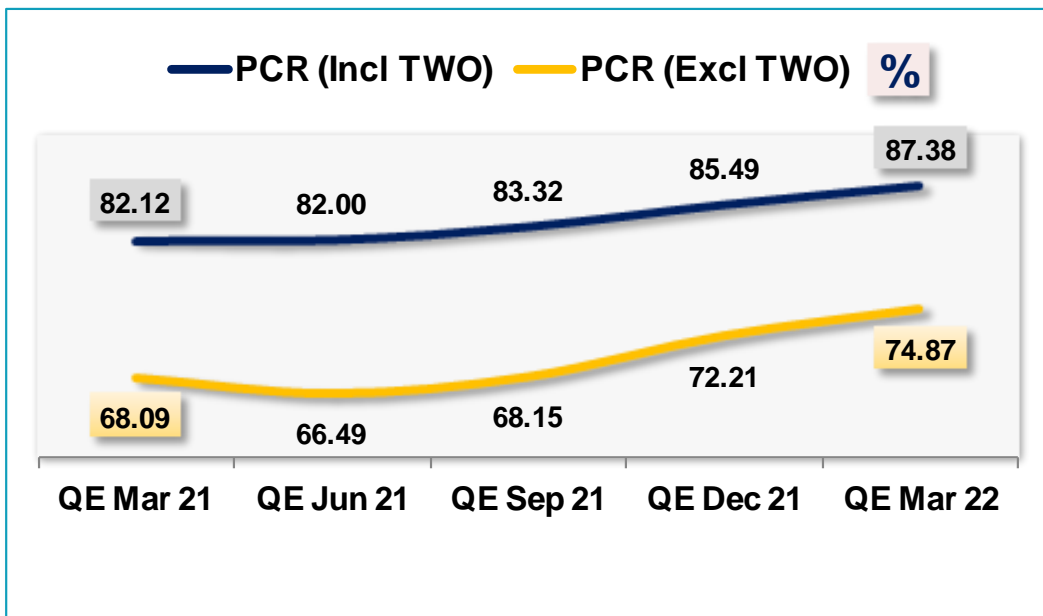
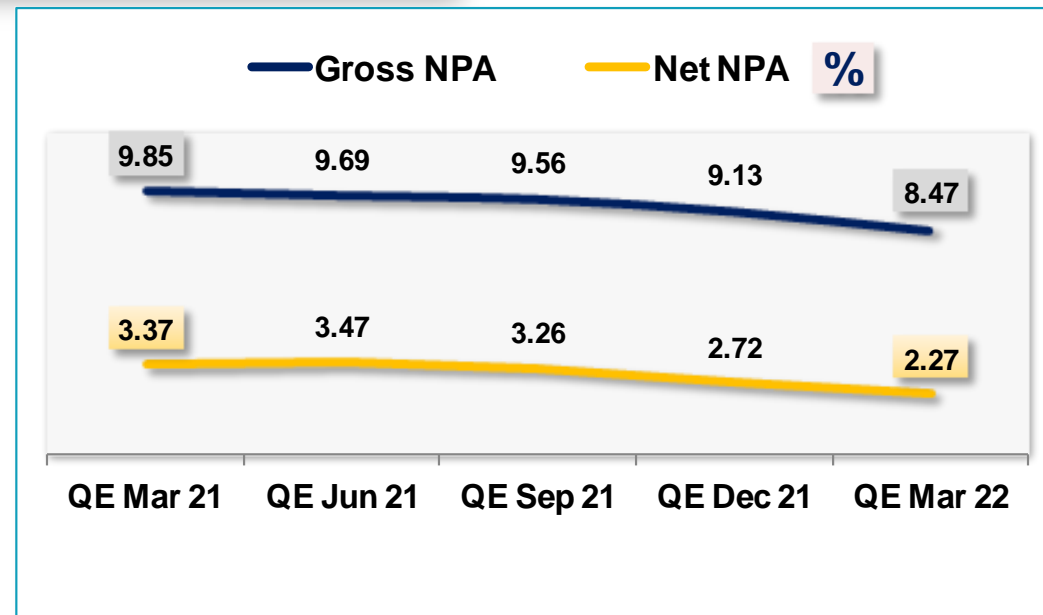
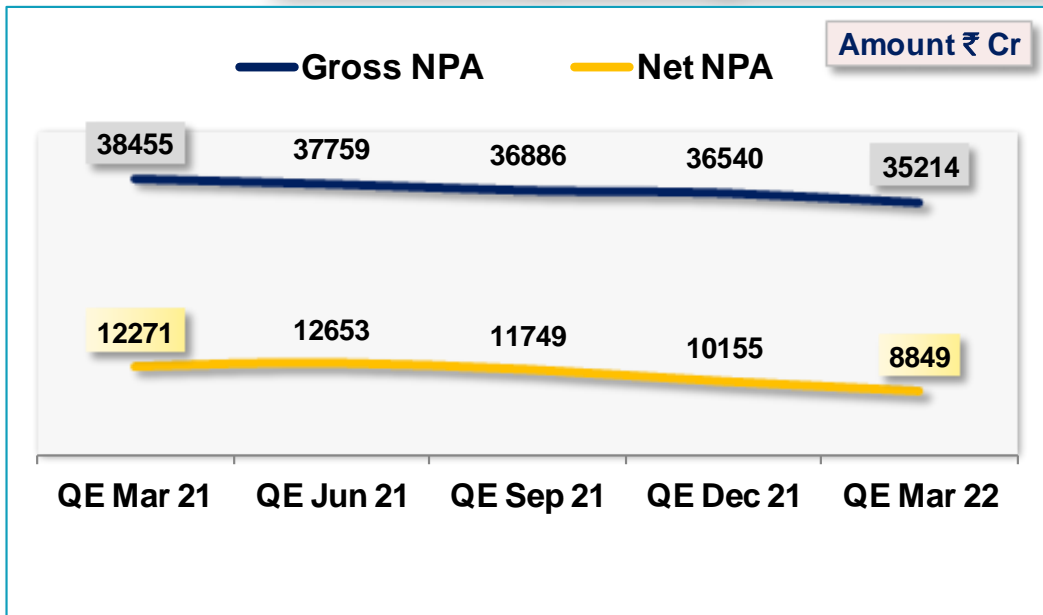


Pattern of Equity Shareholding	
Shareholder	%
Promoters	79.86
Public & Others	20.14
Total	100

05

## Asset Quality





# Movement of NPA

₹ in Cr

## Fresh slippages

S No	Details	Quarter Ended				
		31.03.2021	30.06.2021	30.09.2021	31.12.2021	31.03.2022
1	<b>Gross NPA opening balance</b>	<b>35237</b>	<b>38455</b>	<b>37759</b>	<b>36886</b>	<b>36540</b>
	<b>ADDITIONS :</b>					
	Fresh Slippages	8292	4204	3952	2732	3298
	To old NPAs / Others	21	208	0	73	70
2	<b>Sub-Total</b>	<b>8313</b>	<b>4412</b>	<b>3952</b>	<b>2805</b>	<b>3368</b>
	<b>LESS:</b>					
	Cash Recovery	2119	657	831	1096	1135
	Upgradation	116	1647	1698	955	1376
	Technical Write off	2489	2713	2001	650	1693
	Normal Write off	371	91	269	450	480
	Exchange difference	0	0	26	0	10
3	<b>Sub-Total</b>	<b>5095</b>	<b>5108</b>	<b>4825</b>	<b>3151</b>	<b>4694</b>
4	<b>Gross NPA closing Balance (1+2-3)</b>	<b>38455</b>	<b>37759</b>	<b>36886</b>	<b>36540</b>	<b>35214</b>
	<b>Gross NPA%</b>	<b>9.85</b>	<b>9.69</b>	<b>9.56</b>	<b>9.13</b>	<b>8.47</b>
5	Provisions	25643	24509	24518	25910	25761
6	Others (Interest Realisable, etc.)	541	597	619	475	604
7	<b>Net NPA [4-(5+6)]</b>	<b>12271</b>	<b>12653</b>	<b>11749</b>	<b>10155</b>	<b>8849</b>
	<b>Net NPA%</b>	<b>3.37</b>	<b>3.47</b>	<b>3.26</b>	<b>2.72</b>	<b>2.27</b>
	<b>AUC Recovery</b>	<b>314</b>	<b>359</b>	<b>777</b>	<b>278</b>	<b>197</b>
	<b>MOI Recovery</b>	<b>46</b>	<b>139</b>	<b>122</b>	<b>93</b>	<b>101</b>
	<b>Total Cash Recovery</b>	<b>2480</b>	<b>1155</b>	<b>1730</b>	<b>1467</b>	<b>1433</b>
	<b>Total Recovery (Cash +UPG)</b>	<b>2596</b>	<b>2802</b>	<b>3428</b>	<b>2422</b>	<b>2809</b>
	<b>PCR % (including Technical Writeoff)</b>	<b>82.12</b>	<b>82.00</b>	<b>83.32</b>	<b>85.49</b>	<b>87.38</b>
	<b>PCR % (excluding Technical Writeoff)</b>	<b>68.09</b>	<b>66.49</b>	<b>68.15</b>	<b>72.21</b>	<b>74.87</b>
	<b>Slippage Ratio (%) (Annualised)</b>	<b>9.36</b>	<b>4.78</b>	<b>4.49</b>	<b>3.13</b>	<b>3.63</b>
	<b>Credit Cost (%)</b>	<b>2.99</b>	<b>1.81</b>	<b>2.31</b>	<b>2.55</b>	<b>2.15</b>

Year Ended	
31.03.2021	31.03.2022
<b>41998</b>	<b>38455</b>
9152	9807
278	358
<b>9430</b>	<b>10165</b>
3860	3475
686	1574
7586	7057
841	1290
0	10
<b>12973</b>	<b>13406</b>
<b>38455</b>	<b>35214</b>
<b>9.85</b>	<b>8.47</b>
25643	25761
541	604
<b>12271</b>	<b>8849</b>
<b>3.37</b>	<b>2.27</b>
<b>605</b>	<b>1611</b>
<b>124</b>	<b>455</b>
<b>4589</b>	<b>5541</b>
<b>5275</b>	<b>7115</b>
<b>82.12</b>	<b>87.38</b>
<b>68.09</b>	<b>74.87</b>
<b>2.80</b>	<b>2.79</b>
<b>1.99</b>	<b>2.25</b>

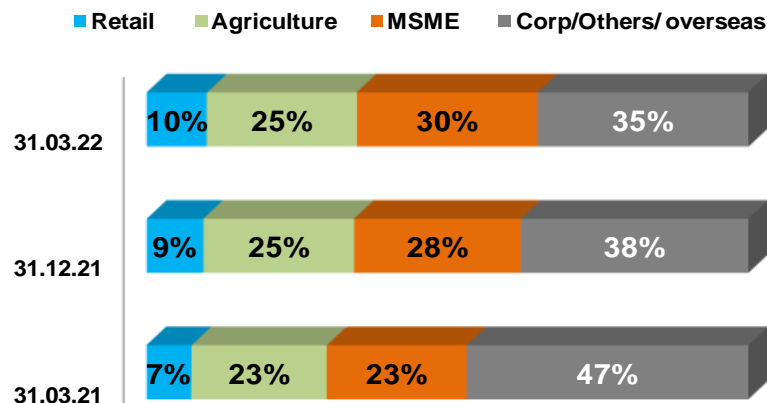
Category	FY 21	Q1 FY 22	Q2 FY 22	Q3 FY 22	Q4 FY 22	FY 22
Retail	1123	712	150	601	477	1273
Agriculture	1352	379	983	280	417	1730
MSME	3002	2472	746	896	1431	3873
<b>RAM</b>	<b>5477</b>	<b>3563</b>	<b>1879</b>	<b>1777</b>	<b>2325</b>	<b>6876</b>
Corporate	3675	641	2073	955	973	2931
<b>Total</b>	<b>9152</b>	<b>4204</b>	<b>3952</b>	<b>2732</b>	<b>3298</b>	<b>9807</b>

# NPA Position – Sector wise

₹ in Cr

S No	Sector	31.03.2021		31.12.2021		31.03.2022		
		Gross NPA	% to respective portfolio	Gross NPA	% to respective portfolio	Outstanding	Gross NPA	% to respective portfolio
1	Retail Credit	2883	4.12	3451	4.56	80433	3553	4.42%
	Of which							
	Home Loan	1195	2.86	1375	3.08	46557	1402	3.01%
	Education Loan	991	21.15	1202	25.55	4626	1211	26.18%
	Vehicle Loan	183	5.03	229	5.80	4198	240	5.72%
2	Agriculture	8738	11.09	9146	10.73	88100	8884	10.08%
3	MSME	8647	12.32	10126	13.90	74167	10674	14.39%
4	Corporate & Overseas	18187	10.61	13817	8.29	172925	12103	7.00%
5	Total ( 1 to 4)	38455	9.85	36540	9.13	415625	35214	8.47%
	Priority	18813	14.44	20846	14.43	148806	21136	14.20%

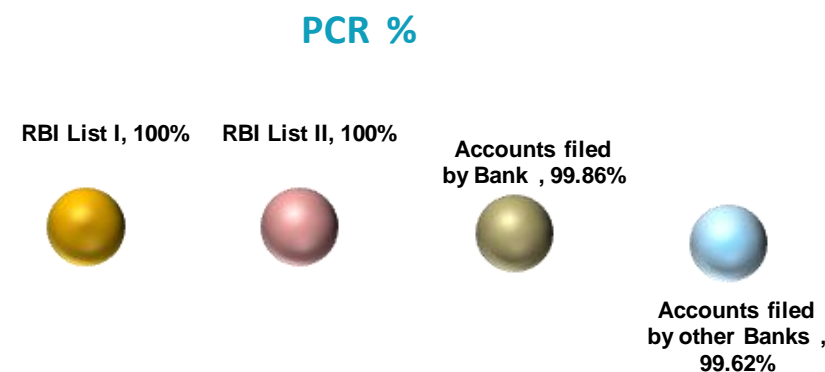
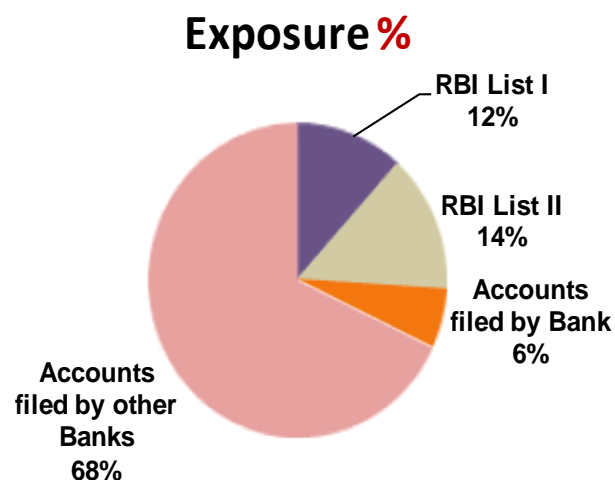
Sector wise  
 GNPA to  
 Total NPA %



Category	31.03.2022			
	No.of Accounts	Exposure	Provision	PCR%
RBI List I	7	2803	2803	100%
RBI List II	10	3432	3432	100%
Accounts filed by Bank	25	1455	1453	99.86%
Accounts filed by other Banks	171	16307	16245	99.62%
<b>Total</b>	<b>213</b>	<b>23997</b>	<b>23933</b>	<b>99.73%</b>

₹ in Cr

Recovery from NCLT	FY 2021		Q1 FY22		Q2 FY22		Q3 FY22		Q4 FY22		FY 2022	
	No of Acs	Amount	No of Acs	Amount	No of Acs	Amount	No of Acs	Amount	No of Acs	Amount	No of Acs	Amount
Through Resolution	17	1615	11	75	15	619	17	145	16	52	59	891
Under Liquidation	20	67	17	32	21	29	21	85	30	50	89	196
Total	37	1682	28	107	36	648	38	230	46	102	148	1087



# Transfer of NPAs to NARCL

₹ in Cr

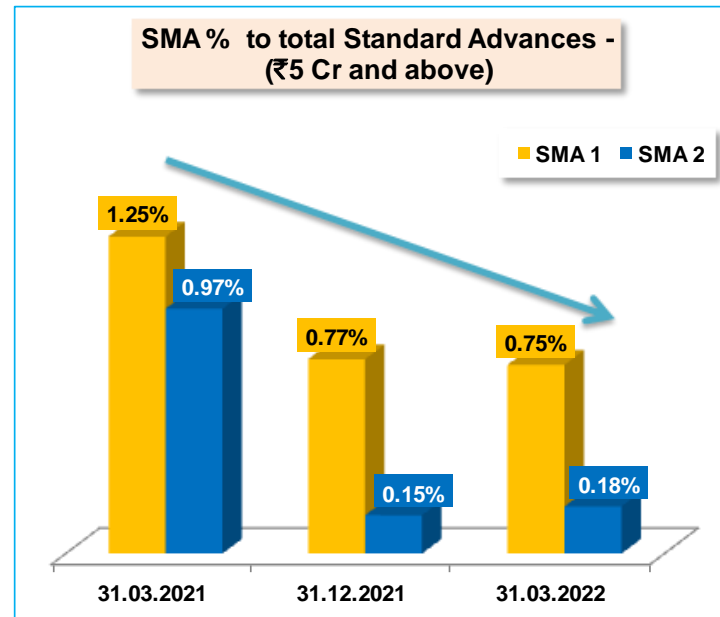
Accounts identified by NARCL		Indian Bank	
No of accounts	Amount	No of accounts	Amount
102	198334	34	5438
Phase 1			
Accounts identified by NARCL		Indian Bank	
No of accounts	Amount	No of accounts	Amount
22	82496	8*	1923
*3 accounts were resolved; balance in 5 accounts ₹1240 Cr			
Phase 2			
Accounts identified by NARCL		Indian Bank	
No of accounts	Amount	No of	Amount
23	32512	9	1284

Invested ₹ 139.49 Cr as Equity in NARCL

## SMA position ₹ 5 Cr and above

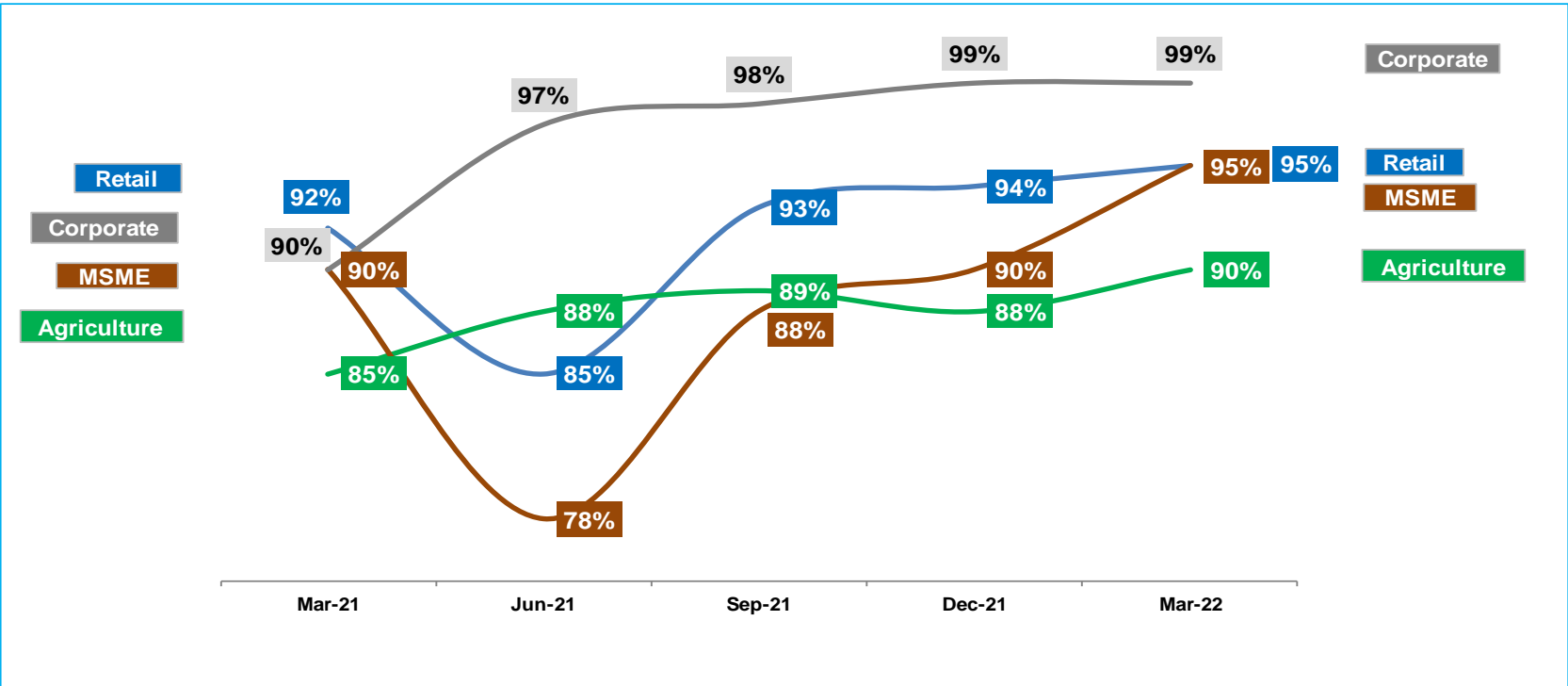
₹ in Cr

Sector	31.03.2021						31.12.2021						31.03.2022					
	SMA 1	SMA 2	Total	Standard Advances as on 31.03.21	% To Respective Sector Standard Advances	% to Total Standard Advances	SMA 1	SMA 2	Total	Standard Advances as on 31.12.21	% To Respective Sector Standard Advances	% to Total Standard Advances	SMA 1	SMA 2	Total	Standard Advances as on 31.03.22	% To Respective Sector Standard Advances	% to Total Standard Advances
Retail	334	56	390	67104	0.58%	0.11%	147	8	155	72195	0.21%	0.04%	232	12	244	76880	0.32%	0.06%
Agriculture	516	162	678	70037	0.97%	0.19%	338	51	388	76111	0.51%	0.11%	400	78	478	79216	0.60%	0.13%
MSME	1778	722	2500	61533	4.06%	0.71%	1663	492	2154	62709	3.44%	0.59%	1693	579	2272	63493	3.58%	0.60%
Corporate & Others	1777	2463	4240	153188	2.77%	1.21%	646	0	646	152878	0.42%	0.18%	512	40	552	160822	0.34%	0.15%
<b>TOTAL</b>	<b>4405</b>	<b>3403</b>	<b>7808</b>	<b>351862</b>	<b>2.22%</b>	<b>2.22%</b>	<b>2793</b>	<b>550</b>	<b>3343</b>	<b>363893</b>	<b>0.92%</b>	<b>0.92%</b>	<b>2837</b>	<b>709</b>	<b>3546</b>	<b>380411</b>	<b>0.93%</b>	<b>0.93%</b>





# Collection Efficiency



Collection efficiency from Mar'21 to Mar'22					
Sector	Mar-21	Jun-21	Sep-21	Dec-21	Mar-22
Retail	92%	85%	93%	94%	95%
Agriculture	85%	88%	89%	88%	90%
MSME	90%	78%	88%	90%	95%
Corporate	90%	97%	98%	99%	99%
Overall Collection	88%	90%	93%	94%	95%

# Sector wise Restructuring details

₹ in Cr

## COVID Restructuring

COVID 19										
SECTOR	Outstanding as on 31.03.21 (Standard)		Addition during the year		Reduction during the year			Outstanding as on 31.03.2022 (Standard)		Recovery Percentage
					Of which Upgradation	Recovery	NPA			
	No	Amt	No	Amt	Amt	Amt	Amt	No	Amt	%
Retail	3506	374	96636	8288	0	613	219	88122	7831	85.91%
Agriculture	0	0	34040	1205	0	9	38	29585	1158	86.10%
MSME	15126	1457	61888	7439	75	322	677	58024	7821	77.46%
RAM Total	18632	1831	192564	16932	75	944	934	175731	16810	82.19%
Corporate	7	468	10	2698	0	702	851	16	1612	96.94%
Total	18639	2299	192574	19630	75	1646	1785	175747	18422	88.81%

06

## Financial Inclusion



# Financial Inclusion - Performance

S No	FI Parameters	Mar'21	Jun'21	Sep'21	Dec'21	Mar'22
1	BCs engaged (Nos.)	9161	9186	9224	9322	9657
2	BSBD Accounts (No. in lakhs)	260	260	263	266	267
3	PMJDY Accounts under BSBDA (No. in lakhs)	179	180	182	183	185
4	<b>Balance in PMJDY accounts (₹ in Cr)</b>	<b>6779</b>	<b>6529</b>	<b>6693</b>	<b>7046</b>	<b>7609</b>
5	% of Zero Balance accounts	2.30%	2.67%	3.20%	3.93%	4.42%
6	Overdraft Sanctioned (₹ in Cr)	22.62	27.95	27.97	29.27	29.43
7	Rupay Cards issued (No. in lakhs)	106	106	108	109	110
8	Number of enrolments under PMJJBY (in lakhs)	27	27	28	29	30
9	Number of enrolments under PMSBY (in lakhs)	73	73	76	78	80
10	Number of enrolments under APY (in lakhs)	19	19	21	22	25
11	Number of claims settled under PMJJBY	11794	13534	15220	15749	16672
12	Number of claims settled under PMSBY	2241	3316	3613	3810	3947
13	ATAL Pension - Persistency ratio	59%	56%	54%	54%	55%

## IB Vs Industry

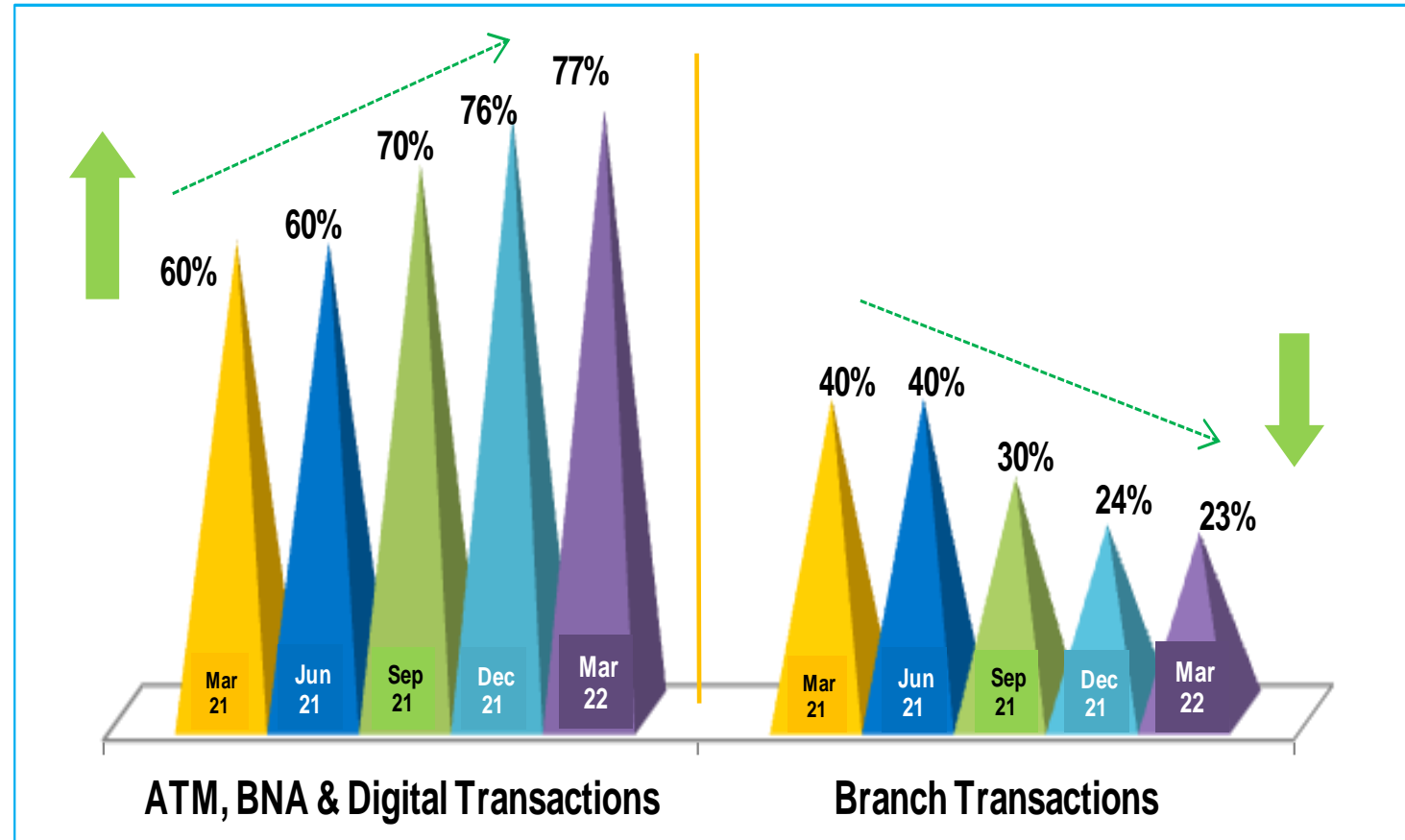
- Average Balance in PMJDY Stands at ₹4111 in comparison to Industry at ₹ 3694.
- % of Operative PMJDY stands at 88.20% against Industry average of 84%.
- % of Zero Balance in PMJDY Stands at 4% against Industry average of 7%.
- In APY, Bank bagged 2<sup>nd</sup> position from PFRDA in terms of annual APY performance with 96 Average Accounts Per Branch (AAPB) and awarded “Annual APY Award for Excellence” for FY 2021-22 for achieving 137% of target.

07

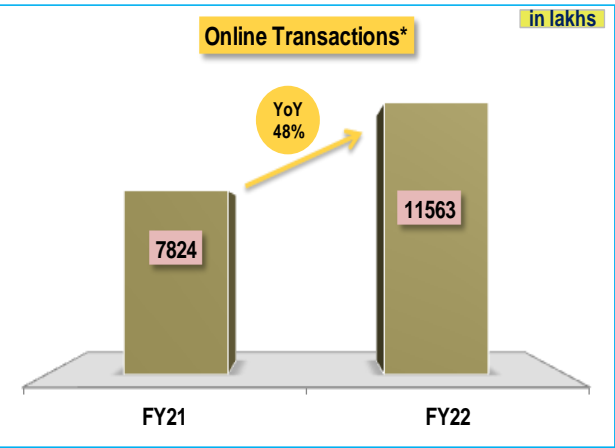
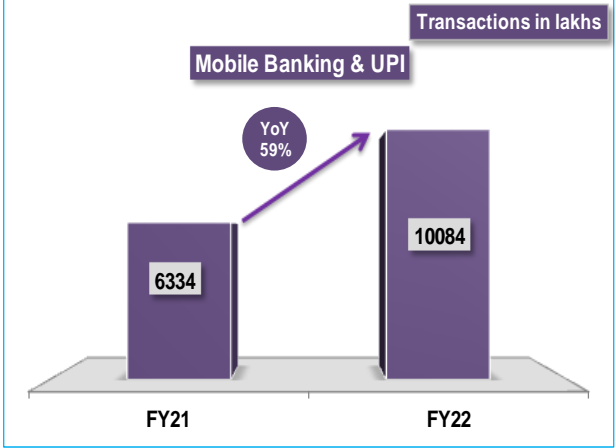
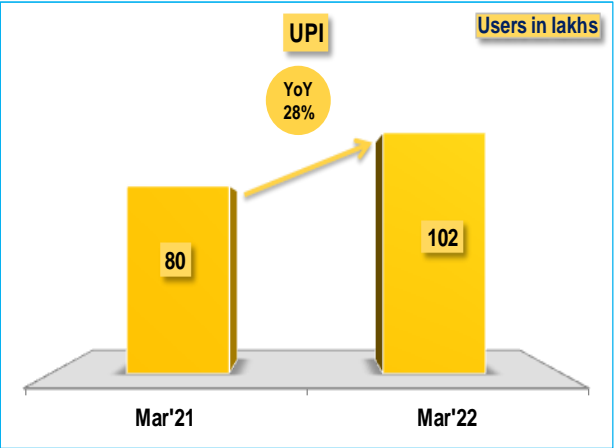
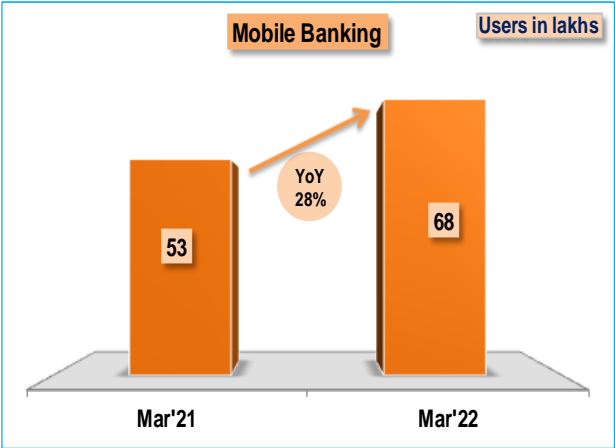
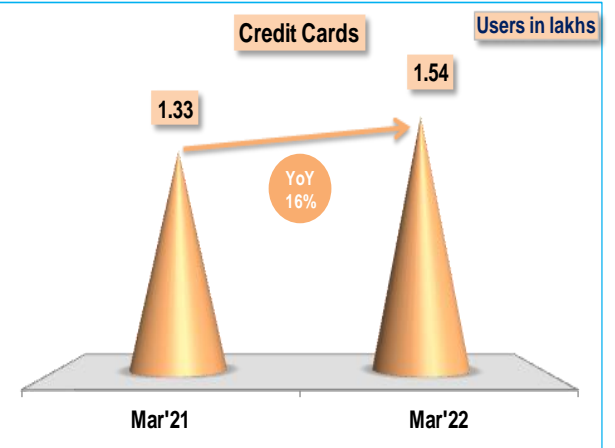
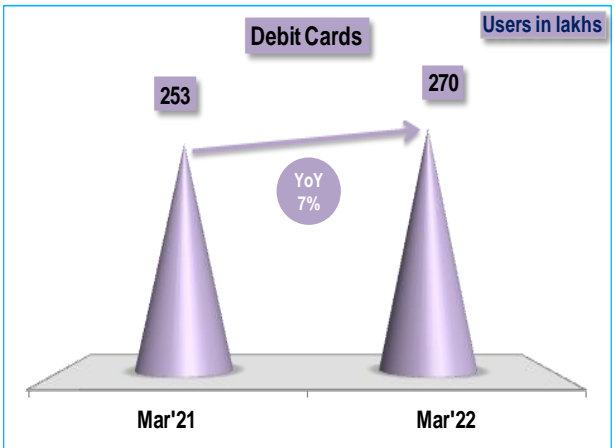
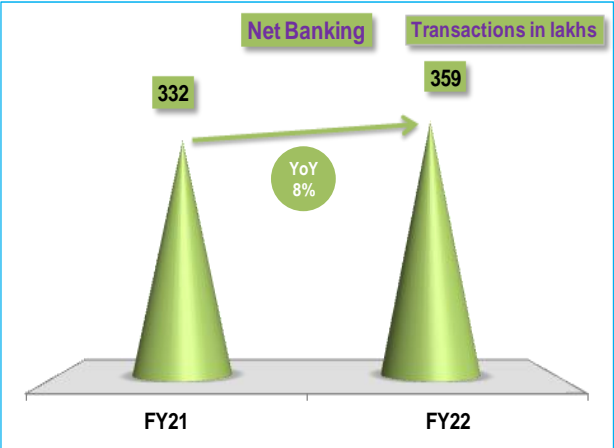
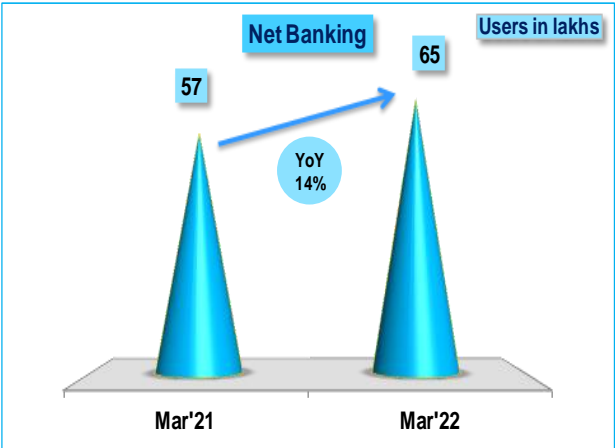
Digital Banking & Business Network



QoQ



Transactions through ATM, BNA & Digital Channels improved by **17% YoY** (Q4 FY21 to Q4 FY22)



\* Includes NB, MB, UPI, PoS/e-com

## Digital Offerings

- Loan Lifecycle Management System (**LLMS**) – for 'End to End' Digital Lending
- Lead Management System (**LMS**) for conversion of Leads into business.
- **Integration of National Portal** for credit linked Govt. Schemes.
- **TAB Banking and Video KYC** for ease of account opening instantly.
- **3 Digital Banking Units** proposed to provide complete digital experience .

## ATM & Cards

### ATM

- Interoperability Cash Deposit facility in BNA .

### Debit/Credit Card

- RuPay contactless Credit/Debit cards for contactless payments.
- Enabled Rupay debit card for international acceptance.
- EFRM Integration for debit card transactions.
- E-mandate introduced on Debit cards and UPI.



## Digi Touch

**Net Banking:** BBPS under bill presentment Module & TIN 2.0 portal for IT  
**Mobile Banking**

- **IndOASIS Mobile App** optimised & **Chatbot** assistance introduced
- GST enablement in UPI & Positive Pay System in IndOASIS
- UPI Recurring mandate, UPI International QR facility (@ Singapore)
- **e-Rupi (UPI prepaid voucher)** and voucher redemption app launched

## Other Digital Services

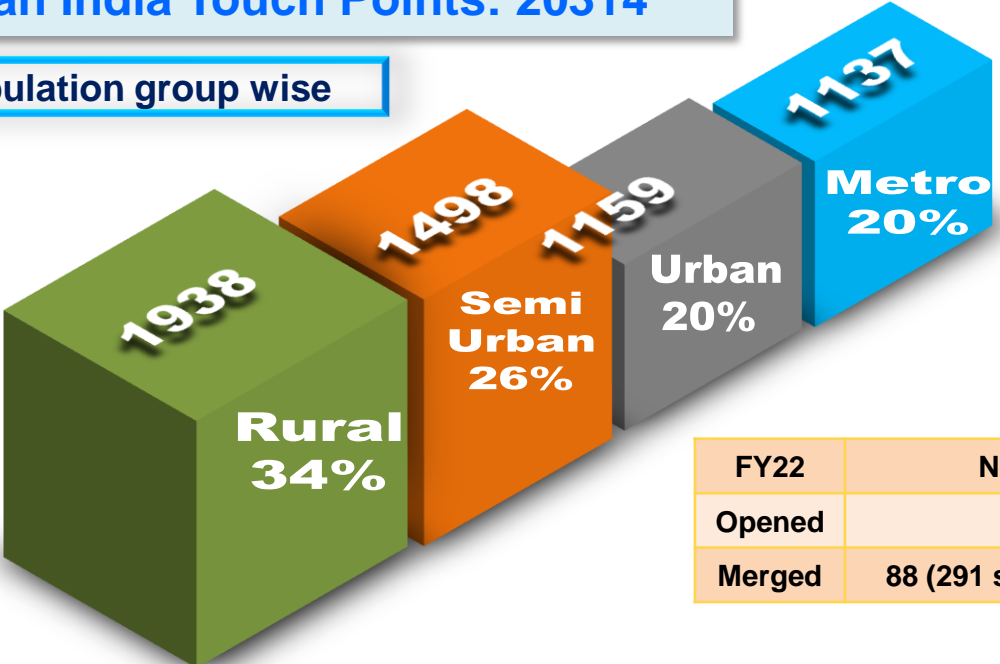
**PoS:** SoftPoS, PoS payment Kiosk solution, Android PoS , PoS to RRBs.  
**PFMS :** Implemented Software for managing **CSS-SNA**  
**FASTag:** Recharge Mobile App for retail customers.  
**DATA Analytics:** Developed 35+ analytics model for cross selling etc.  
**Digi Locker Services:** Deposit Interest certificate, account statement & e-Passbook .



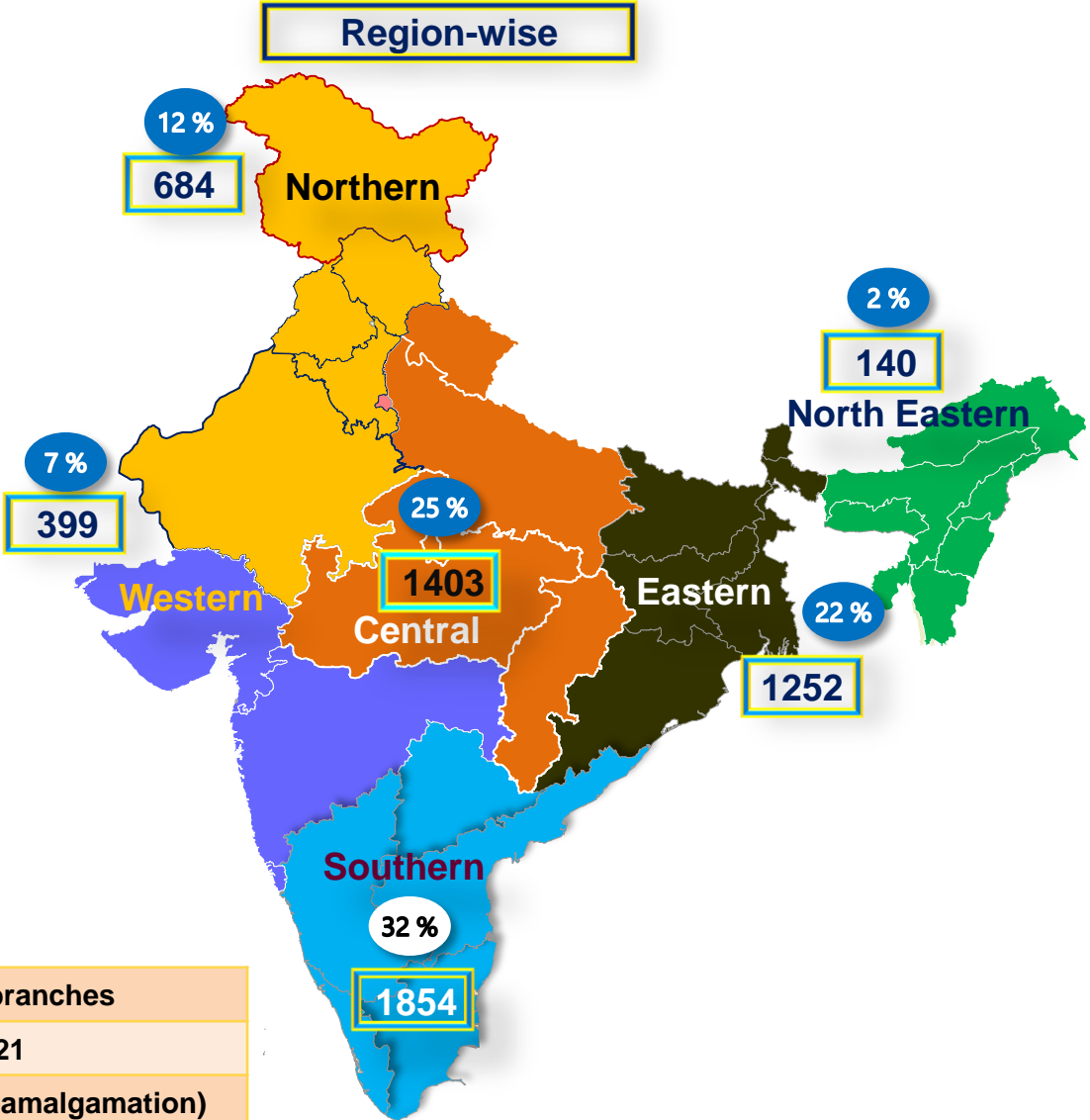


Pan India Touch Points: 20314

Population group wise

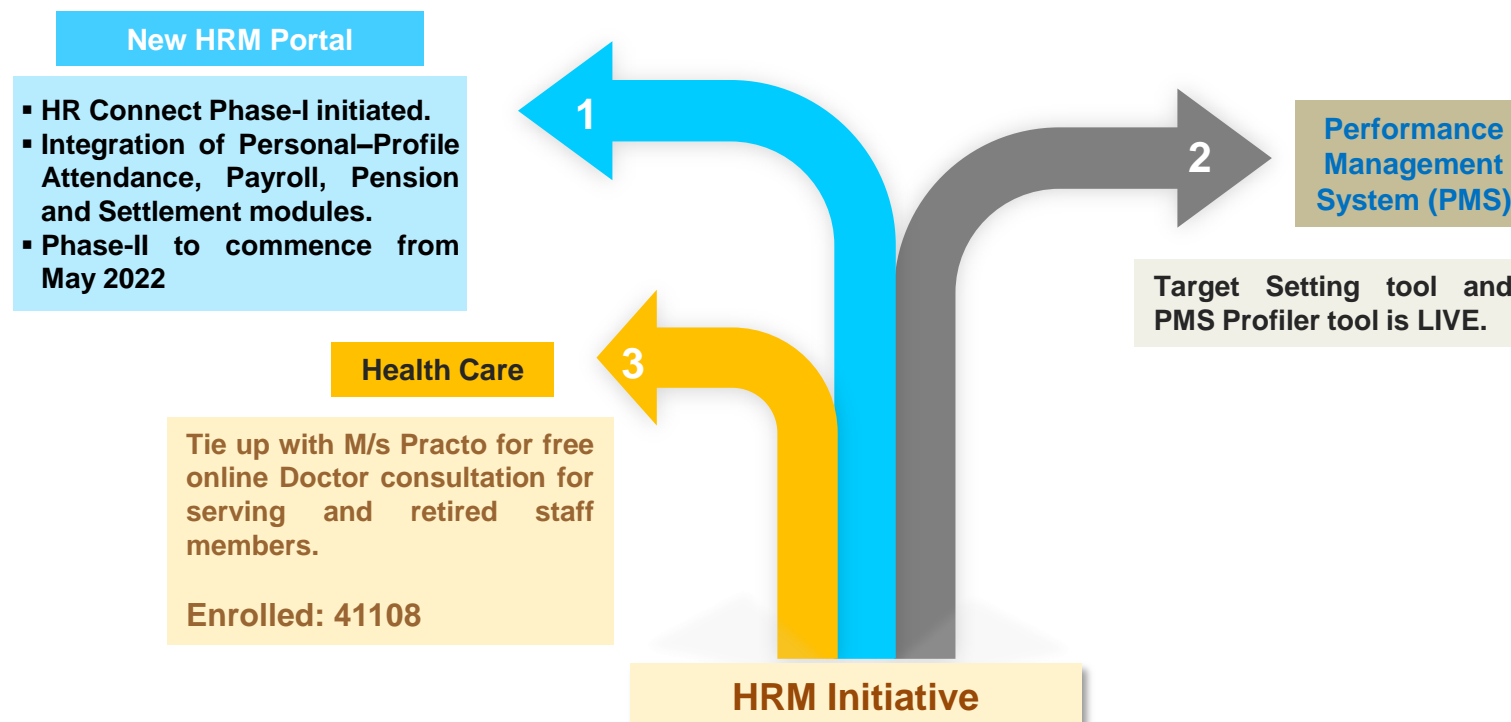


FY22	No.of branches
Opened	21
Merged	88 (291 since amalgamation)



# Staff Position of the Bank

Category (as on 31.03.22)	Total	Male	Female	Average age of staff	% of Female staff
Officers	24246	17565	6681	37	28%
Clerks	12577	8093	4484	39	36%
Sub-staff	2616	2249	367	47	14%
Full Time Sweepers	295	225	70	45	24%
<b>Total (Domestic)</b>	<b>39734</b>	<b>28132</b>	<b>11602</b>	<b>38</b>	<b>29%</b>



08

## Initiatives





## ' Project – WAVE ' World of Advanced Virtual Experience

- Created **exclusive Digitization Cell** on 30.12.2021 for undertaking key digitization initiatives to spearhead disruptive innovation and co-ordinate with all stakeholders from ideation to implementation.
- M/s **Boston Consultancy Group** as Digital Transformation Consultant .

### Periphery of Transformational journey



#### Digital Transformation Roadmap

Comprehensive roadmap chalked out -basis current standing & industry levers



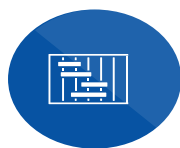
#### Digital Journeys

For Lending and Liability products with prioritized roll outs



#### Best in Class Digital Channels

- Revamping Digital Channels for a better customer experience.
- In the process of onboarding Omni-channel Vendor



#### Future-ready tech. architecture

- Setting up the right technology stack for supporting the Transformation.
- Formulating Cloud Adoption Strategies



#### Robust Digital Marketing

Digital Marketing with customer Experience, Performance Marketing & Search Engine Optimization

### Digital Lending Journeys

Creating seamless digital journeys for automated underwriting aimed at customer convenience

- Launched Pre approved Personal loan product with end to end digitization on 28.04.22, with instant disbursement in 3 Clicks
- Major journeys of KCC Renewal , Mudra & Gold Loan will be live in next 2-3 months.
- Plans to launch 15+ journeys across different verticals with prioritization to RAM

### Core Banking integrated branch journeys LLMS platform

Digitized through LLMS-Lend Perfect (Loan Lifecycle Management System) across RAM verticals with 8,3,2 products under MSME, Retail & Agriculture sector respectively with core banking integration.

## MSME Prerana (Business Mentoring Program for MSMEs)

MSME Prerana has been successfully covered in **10** states / UT (Uttar Pradesh, Tamil Nadu, Pondicherry, Maharashtra, Telangana, Uttarakhand, Gujarat, Odisha, West Bengal and Bihar) in **7** languages benefiting more than **1100** entrepreneurs (including **342** women entrepreneurs)

## Co-lending to Priority Sector

MoU with  
 Indiabulls Housing Finance Ltd  
 Indiabulls Commercial Credit Ltd and  
 IIFL Home Finance Ltd



## Ind Spring Board ... Financing for Start-ups

### MOU with

IIT  
 Madras

IIT  
 Bombay

IIT  
 Guwahati

IISc  
 Bangalore

IIM  
 Bengaluru

IIM  
 Kozhikode

Chennai  
 Angels

VIT  
 Vellore

## Environmental

- Implemented Solar Power plant of 55 kW for IMAGE Auditorium, 106 kW for HO/ CO and 115 kW for 11 branches across Chennai city.
- Harnessing of Solar Power at Corporate Office, classified under Green Building category (Gold Rating Status) and installing in Bank's own buildings, wherever technically feasible.
- LED lamps being installed in new branches. Installation effected in a phased manner at the time of replacement in other branches

## Governance

- Effective mechanism supported by well defined policies and SOPs to manage and oversee the functions of Bank.
- Technology driven Customer Grievance Redress System (CGRS), an in-house software developed with a flow of several unique features.

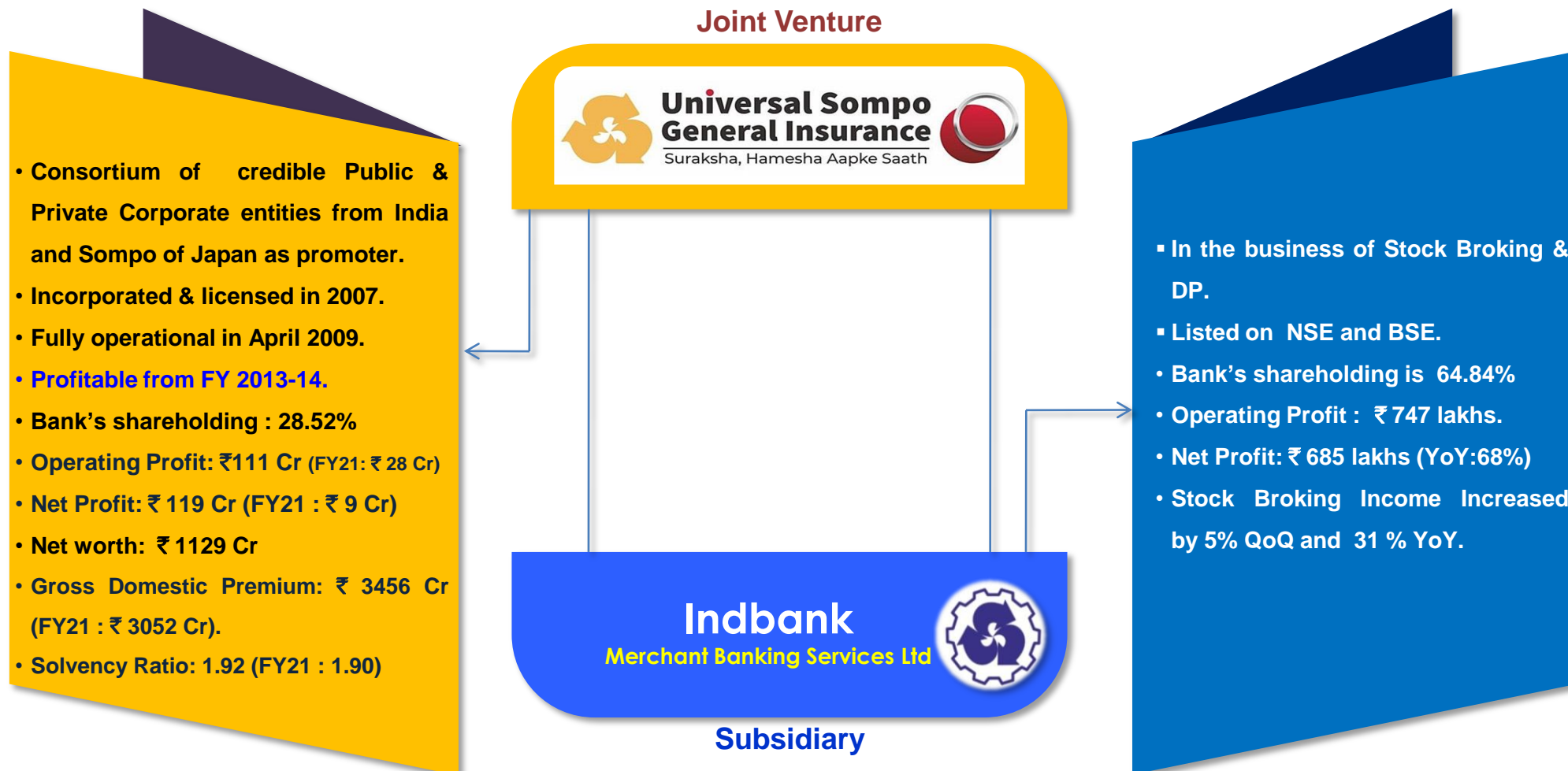
## Social

- CSR Activities covering Education, Health Care, Environment, Rural Upliftment, Poverty and Nutrition

- 37 RSETIs across the country to impart training to unemployed youth in Rural areas.
- Tabs to students of Rural Zilla Parishad School, Nasik
- School Bus to Tapan Rehabilitation Society
- Ambulances to Indira Gandhi Inst. of Medical Science, Patna & Gandhi Nagar Medical College, Ahmedabad
- Stationeries to meritorious students of Pantan and Patgaon School, Assam.
- Smart TV to set up a Digital Class room in Primary School, Barkherwa, Sitapur
- Blankets to sanitary workers of BBMP, Bengaluru
- Battery vehicle to Sri Kalahasti temple,



31.03.2022 (Provisional)





₹ in Cr

Parameters	TNGB (Un-audited)			SGB (Audited)			PBGB (Audited)			Total		
	YE		YoY	YE		YoY	YE		YoY	YE		YoY
	Mar'21	Mar'22		Mar'21	Mar'22		Mar'21	Mar'22		Mar'21	Mar'22	
Business	30578	34711	14%	15434	17453	13%	1731	1957	13%	47744	54121	13%
Operating Profit	463	571	23%	362	397	9%	14	16	13%	839	984	17%
Net Profit	185	232	25%	178	201	13%	9	10	13%	372	443	19%
Gross NPA %	2.16	1.65	-51 bps	1.47	1.10	-37 bps	2.56	2.49	-7 bps	-	-	-
Net NPA %	0.57	0.11	-46 bps	0	0	0	0	0	0	-	-	-
CRAR %	12.21	12.74	53 bps	13.55	15.19	164 bps	11.98	10.57	-141 bps	-	-	-
No. of branches	640	644	-	225	229	-	44	44	-	909	917	-

## Performance Highlights of RRBs

- Business :13%
- Operating Profit :17%
- Net Profit: 19%
- Net NPA% is Nil in 2 RRBs & 0.11% in 1 RRB
- Branches increased from 909 to 917

YoY  
Growth



## Best Performing Bank under SHG-Bank Linkage Program for FY 21



Ministry of Rural Development, Gol awarded Indian Bank, 'Best Performing Bank-SHG Bank Linkage' for FY 21 on 08.03.22 at New Delhi

## State level NABARD Award in SHG Credit Linkage- FY 21



Award for Best Bank under NABARD's "SHG Bank Linkage Program" for FY 21 received on 14.12.21.

## Tamil Nadu State level NABARD Award FY 21



Award for the Best Financial Performance and Developmental Initiatives in the State of Tamil Nadu - received during July'21

## 13th State Forum of Bankers Clubs (Kerala), Banking Excellence & Businessman of the Year



"2nd Best Performed Bank at National Level under PSBs"

## Atal Pension Yojana



"2nd Position in ATAL Pension Yojana Enrolments for FY 22"

## FINNOVITI AWARD For Technical Merger of Equals



**This presentation has been prepared by Indian Bank (the “Bank”) solely for information purposes, without regard to any specific objectives, financial situations or informational needs of any particular person.**

**Certain forward-looking statements in these slides involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward-looking statements. These risks and uncertainties include, but are not limited to our ability to successfully implement our strategy, future levels of non-performing loans, our growth and expansion, the adequacy of our allowance for credit losses, our provisioning policies, technological changes, investment income, cash flow projections, our exposure to market risks as well as other risks. Indian Bank undertakes no obligation to update the forward-looking statements to reflect events or circumstances after the date thereof.**

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

# Thank you

