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To drive your aspirations up & high

**IND DIGI Agri Jewel Loan..**  
Ease your way to a good harvest

**IB Bouquet of convenient products**  
.....always with you..for you....

**IB Collect..**  
Fee collection simplified

**IB Online loans..**  
Empowering convenient services

**IND DIGI KCC**  
Farming needs on your fingertips

**IB Star Agro Mills...**  
Let your business flourish

# Performance Analysis Q4 / FY 2022-23

**Digital ambience at your home..**  
With IB Credit Card

**IndOASIS APP..**  
Bank within reach 24\*7

**PoS Machines**  
Swipe, Tap or scan



1



**Performance Highlights**

2



**Business snapshot**

3



**Financials**

4



**Capital & Risk Management**

5



**Asset Quality**

6



**Financial Inclusion**

7



**Digital Banking & Business Network**

8

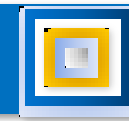


**Initiatives, Awards & Accolades**

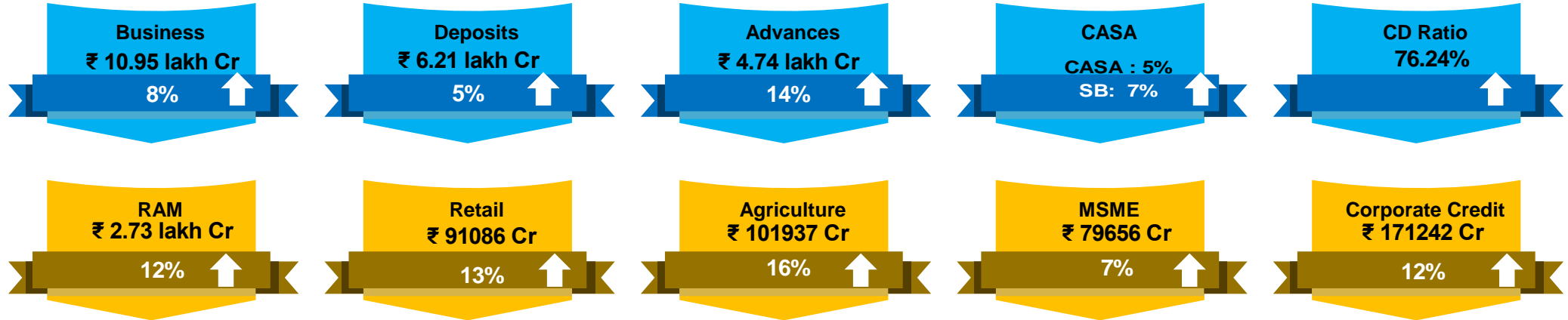
01 Performance Highlights Q4 FY23



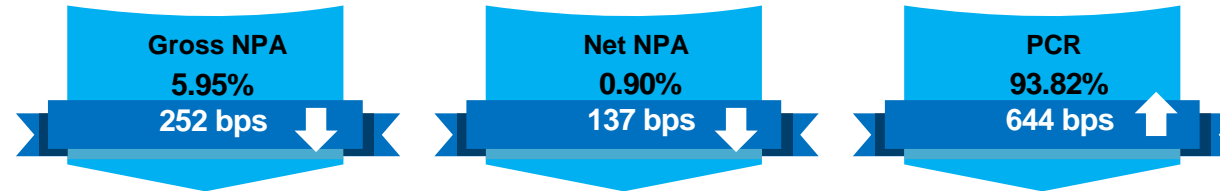
# Performance Highlights Q4 FY23 (YoY)



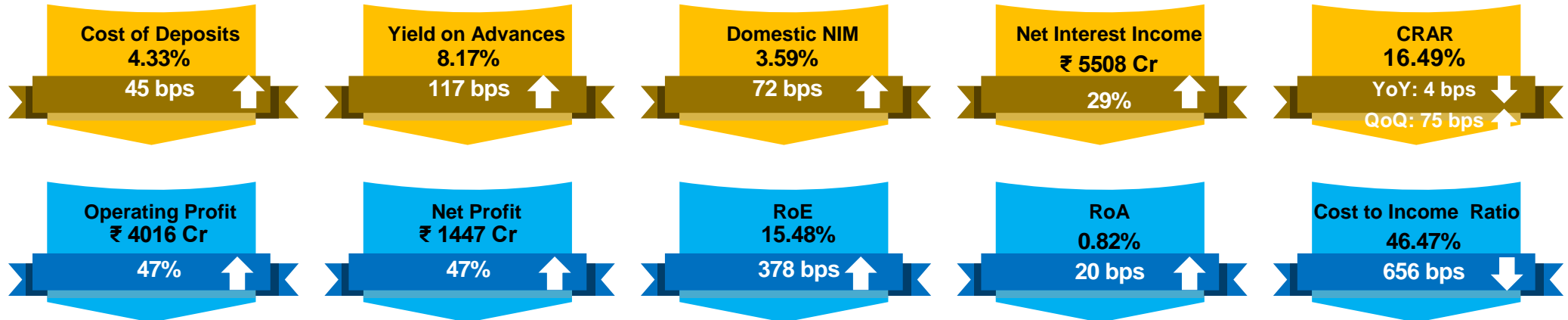
## Business



## Asset Quality

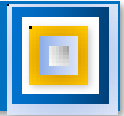


## Benchmark Ratios



02

# Business Snapshot

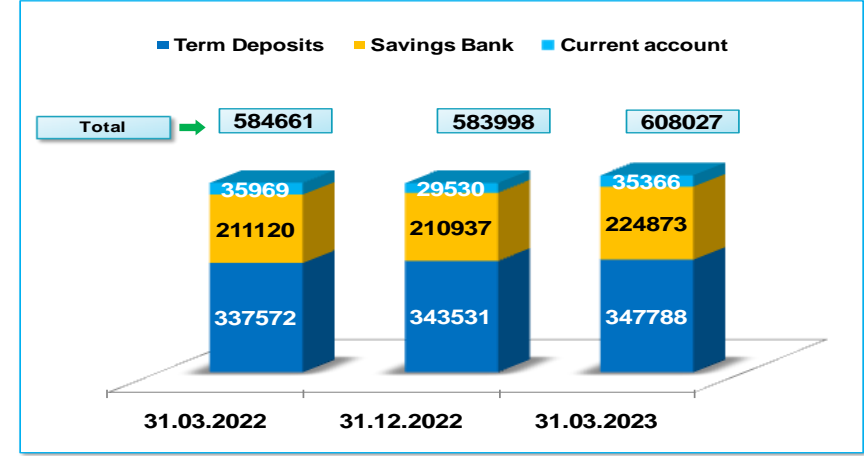




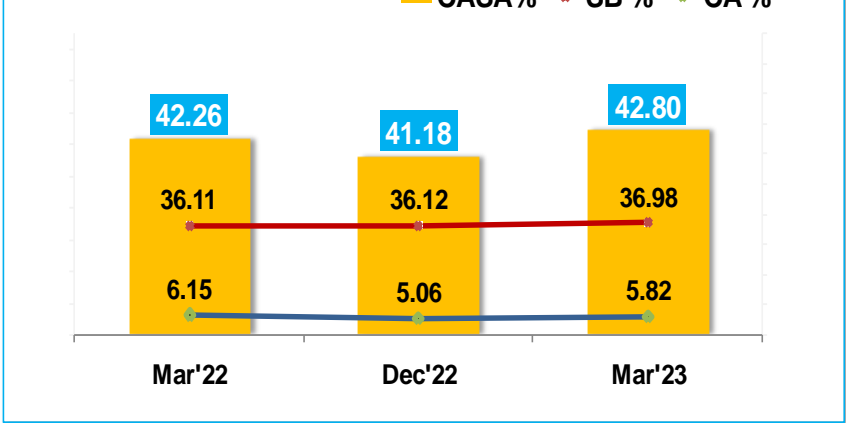
₹ in Cr

SI No	Parameter	31.03.2022	31.12.2022	31.03.2023	Q-o-Q (%)	YoY (%)
1	<b>Deposits</b>	<b>593618</b>	<b>597114</b>	<b>621166</b>	<b>4</b>	<b>5</b>
	Domestic	584661	583998	608027	4	4
	Overseas	8957	13116	13139	0.2	47
	<b>Deposits breakup</b>					
	Current	36720	30201	35857	19	-2
	Savings	211206	211012	224952	7	7
	<b>CASA</b>	<b>247926</b>	<b>241213</b>	<b>260809</b>	<b>8</b>	<b>5</b>
	<b>CASA %</b>	<b>41.77%</b>	<b>40.40%</b>	<b>41.99%</b>		
	Term Deposits	345692	355901	360357	1	4
2	<b>Advances</b>	<b>415625</b>	<b>451658</b>	<b>473586</b>	<b>5</b>	<b>14</b>
	Domestic	395698	424162	443921	5	12
	Overseas	19927	27496	29665	8	49
	<b>CD Ratio %</b>	<b>70.02%</b>	<b>75.64%</b>	<b>76.24%</b>		
3	<b>Business</b>	<b>1009243</b>	<b>1048772</b>	<b>1094752</b>	<b>4</b>	<b>8</b>
	Domestic	980359	1008160	1051948	4	7
	Overseas	28884	40612	42804	5	48

### DOMESTIC DEPOSITS



### CASA Domestic



# Advances (Domestic)



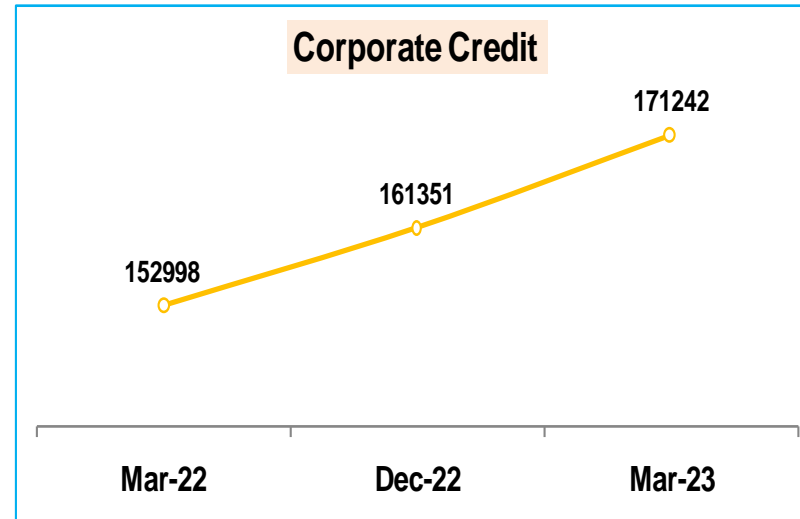
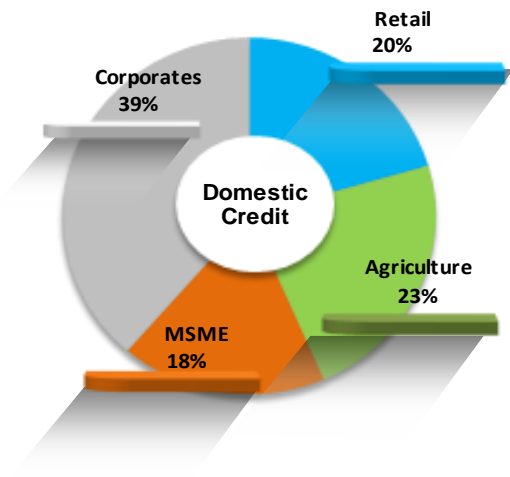
Sector	31.03.2022	31.12.2022	31.03.2023	YoY (%)
<b>Gross Advances-Domestic</b>	<b>395698</b>	<b>424162</b>	<b>443921</b>	<b>12</b>
<b>Retail</b>	80433	87219	91086	13
<b>Agriculture</b>	88100	98220	101937	16
<b>MSME</b>	74167	77372	79656	7
<b>Total (RAM)</b>	<b>242700</b>	<b>262811</b>	<b>272679</b>	<b>12</b>
<i>RAM % to Gross Domestic Advances</i>	61.33%	61.96%	61.43%	-
<b>Corporates</b>	<b>152998</b>	<b>161351</b>	<b>171242</b>	<b>12</b>

₹ in Cr

Retail	31.03.2022	31.12.2022	31.03.2023	YoY (%)
Home Loan (Incl.Mortgage loans)	53852	57263	59840	11%
Auto Loan	4198	4999	5377	28%
Personal Loan	5306	6649	7769	46%
Jewel Loan Non Priority	4787	5192	5206	9%
Other Retail Loan	12290	13116	12894	5%
<b>Total Retail</b>	<b>80433</b>	<b>87219</b>	<b>91086</b>	<b>13%</b>

Agriculture	31.03.2022	31.12.2022	31.03.2023	YoY (%)
Crop Loans	69051	74029	77894	13%
Investment credit	9241	11892	11980	30%
Agri allied	3192	3345	3610	13%
Infrastructure & Ancillary	6616	8954	8453	28%
<b>Total Agriculture</b>	<b>88100</b>	<b>98220</b>	<b>101937</b>	<b>16%</b>

MSME	31.03.2022	31.12.2022	31.03.2023	YoY (%)
Micro	30648	33522	34160	11%
Small	32176	31927	33814	5%
Medium	11343	11923	11682	3%
<b>Total MSME</b>	<b>74167</b>	<b>77372</b>	<b>79656</b>	<b>7%</b>





31.03.2023

₹ in Cr

Segment (as on 31.3.23)	RBI Benchmark (as % of ANBC)	Mandatory Target	Achievement (Amt) (Excluding PSLC)	Achievement (Excluding PSLC)
<b>Priority Sector</b>	<b>40.00%</b>	<b>138259</b>	<b>152992</b>	<b>44.26%</b>
Agriculture	18.00%	62217	66607	19.27%
Small /Marginal Farmers	9.50%	32837	36567	10.58%
Weaker Section	11.50%	39750	54998	15.91%
Micro under MSME	7.50%	25924	34109	9.87%
Non Corporate farmers	13.78%	47630	54955	15.90%

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

Performance as on 31.03.2023

**Self Help Group**

- Nos : 4.57 lakh
- Balance Outstanding : ₹ 13719 Cr
- Disbursements (Q4 FY23): ₹2303Cr
- Women Beneficiaries: 63 lakhs (No.)

**STAND Up INDIA**

- Nos Disbursed : 8424
- Disbursements: ₹1780 Cr (Cumulative) (Achievement: 89%)

**MUDRA (including RRBs)**

- Nos Disbursed : 8.59 lakh accounts
- Disbursements: ₹11161Cr

**PM SVANidhi**

- Nos Disbursed : 2.75 lakh
- Cumulative Disbursements: ₹328 Cr





₹ in Cr

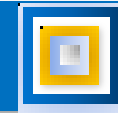
Sector	31.03.2022	% share to Gross Advances	31.03.2023	% share to Gross Advances
<b>Infrastructure</b>	<b>58521</b>	<b>15</b>	<b>54857</b>	<b>12</b>
Of which				
Power	18543	5	20271	5
Port and Road Project	9011	2	8495	2
Other infrastructure	30967	8	26091	6
<b>Basic Metal</b>	<b>8006</b>	<b>2</b>	<b>9729</b>	<b>2</b>
<b>Textiles</b>	<b>7196</b>	<b>2</b>	<b>7624</b>	<b>2</b>
<b>Petroleum and Coal Products</b>	<b>8093</b>	<b>2</b>	<b>9934</b>	<b>2</b>
<b>All Engineering</b>	<b>5246</b>	<b>1</b>	<b>5596</b>	<b>1</b>
<b>Food Processing</b>	<b>8968</b>	<b>2</b>	<b>9170</b>	<b>2</b>
<b>Trade</b>	<b>22806</b>	<b>6</b>	<b>22421</b>	<b>5</b>
<b>Commercial Real Estate</b>	<b>7035</b>	<b>2</b>	<b>13980</b>	<b>3</b>
<b>Home Loans/Auto Loans/Other Retail</b>	<b>80433</b>	<b>20</b>	<b>91086</b>	<b>21</b>
<b>Agriculture</b>	<b>88100</b>	<b>22</b>	<b>101937</b>	<b>23</b>
<b>NBFC</b>	<b>51130</b>	<b>13</b>	<b>66419</b>	<b>15</b>
<b>Others (Other Industries/Sectors)</b>	<b>50164</b>	<b>13</b>	<b>51168</b>	<b>12</b>
<b>Total Domestic Advances</b>	<b>395698</b>	<b>100</b>	<b>443921</b>	<b>100</b>

# Standard Domestic Credit



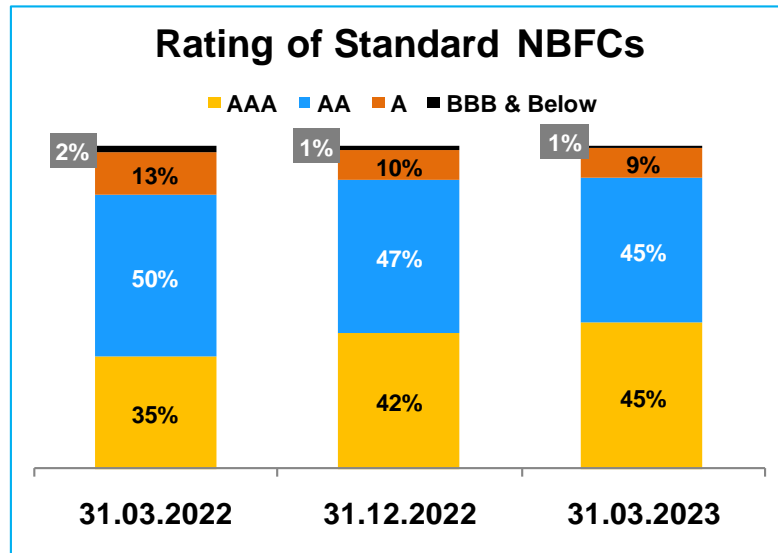
External Rating (More than ₹10 Cr; For CRE > ₹5 Cr)	31.03.2022		31.12.2022		31.03.2023	
	Exposure	% to Total	Exposure	% to Total	Exposure	% to Total
<b>Rated Exposure</b>						
AAA	33164	16%	37518	16%	44055	18%
AA	58634	28%	69728	30%	68717	29%
A	53985	25%	58842	25%	64914	27%
BBB	35825	17%	41150	18%	36556	15%
<b>Total BBB and above</b>	<b>181609</b>	<b>85%</b>	<b>207238</b>	<b>88%</b>	<b>214242</b>	<b>90%</b>
BB and below	<b>31344</b>	15%	<b>27852</b>	<b>12%</b>	<b>24259</b>	<b>10%</b>
Of which,						
<i>PSU Accounts (More than ₹100 Cr)</i>	10214	33%	6033	22%	4695	19%
<i>Corporates (More than ₹100 Cr)</i>	9399	30%	10191	37%	9008	37%
<i>Others (Less than ₹100 Cr)</i>	11730	37%	11628	42%	10556	44%
<b>Total Rated Exposure (A)</b>	<b>212953</b>	<b>83%</b>	<b>235090</b>	<b>85%</b>	<b>238501</b>	<b>84%</b>
<b>Unrated Exposure</b>						
<i>PSU with Govt Guarantee</i>	27914	62%	25279	62%	26330	56%
<i>PSU without Govt Guarantee</i>	10232	24%	8166	20%	11624	25%
<i>Others</i>	6019	14%	7399	18%	8795	19%
<b>Total Unrated Exposure (B)</b>	<b>44165</b>	<b>17%</b>	<b>40844</b>	<b>15%</b>	<b>46749</b>	<b>16%</b>
<b>Total (A+B)</b>	<b>257118</b>		<b>275934</b>		<b>285250</b>	

# Standard NBFC Advances

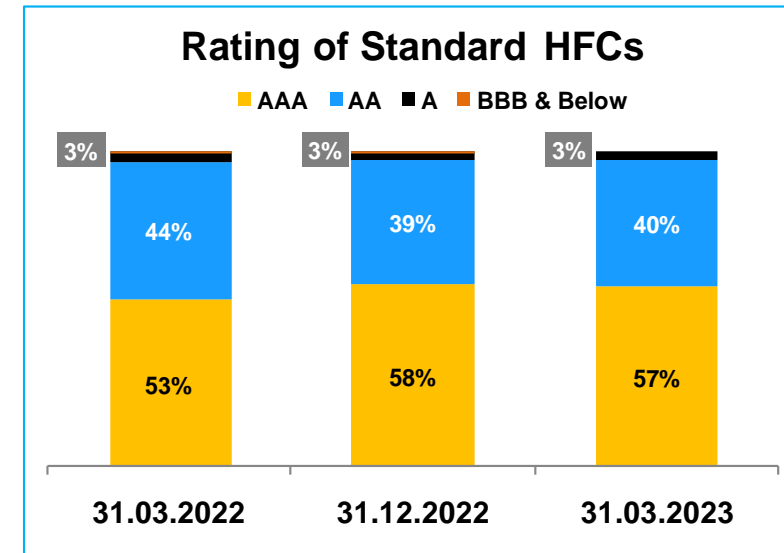


₹ in Cr

Standard NBFC	31.03.2022	%	31.12.2022	%	31.03.2023	%
NBFC - PSUs	4659	9%	6744	11%	6102	9%
NBFC - HFCs	20582	42%	23125	38%	24341	37%
NBFC - MFIs	2238	5%	1738	3%	2108	3%
NBFC - Others	21753	44%	28678	48%	33750	51%
<b>Total</b>	<b>49232</b>	<b>100%</b>	<b>60285</b>	<b>100%</b>	<b>66301</b>	<b>100%</b>



Rated A and above: 99%

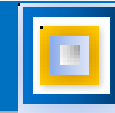


Rated A and above: 100%

Standard NBFCs	31.03.2022	31.12.2022	31.03.2023
<b>NBFCs</b>			
Bank sponsored	2260	4309	5847
Private Inst & others	46972	55976	60454
<b>Total</b>	<b>49232</b>	<b>60285</b>	<b>66301</b>

Out of Std NBFCs	31.03.2022	31.12.2022	31.03.2023
<b>HFCs</b>			
Bank sponsored	1881	3203	3517
Private Institutions	18701	19922	20824
<b>Total</b>	<b>20582</b>	<b>23125</b>	<b>24341</b>

# Investments (Domestic)

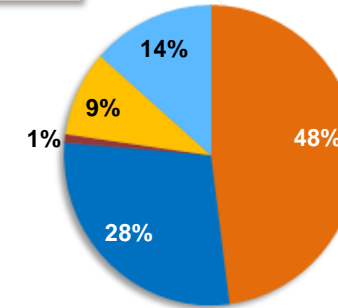


Details	31.03.2022	31.12.2022	31.03.2023	YoY (%)
<b>SLR Investments</b>	<b>140538</b>	<b>144668</b>	<b>148627</b>	<b>5.76</b>
<i>Of which</i>				
<b>Central Government Securities</b>	<b>88284</b>	<b>93253</b>	<b>94158</b>	<b>6.65</b>
<b>State Government Securities</b>	<b>49634</b>	<b>48871</b>	<b>51696</b>	<b>4.15</b>
<b>Treasury Bills</b>	<b>2620</b>	<b>2544</b>	<b>2773</b>	<b>5.84</b>
<b>Non SLR Investments</b>	<b>37897</b>	<b>37686</b>	<b>39255</b>	<b>3.58</b>
<b>Total</b>	<b>178435</b>	<b>182354</b>	<b>187882</b>	<b>5.29</b>
(i) Held For Trading (HFT)	41	348	92	122.87
(ii) Available For Sale (AFS)	41931	42431	45457	8.41
(iii) Held To Maturity (HTM)	136463	139575	142333	4.30
<b>Total</b>	<b>178435</b>	<b>182354</b>	<b>187882</b>	<b>5.29</b>
<b>Modified Duration of AFS &amp; HFT portfolio</b>	<b>2.57</b>	<b>2.20</b>	<b>1.98</b>	

₹ in Cr

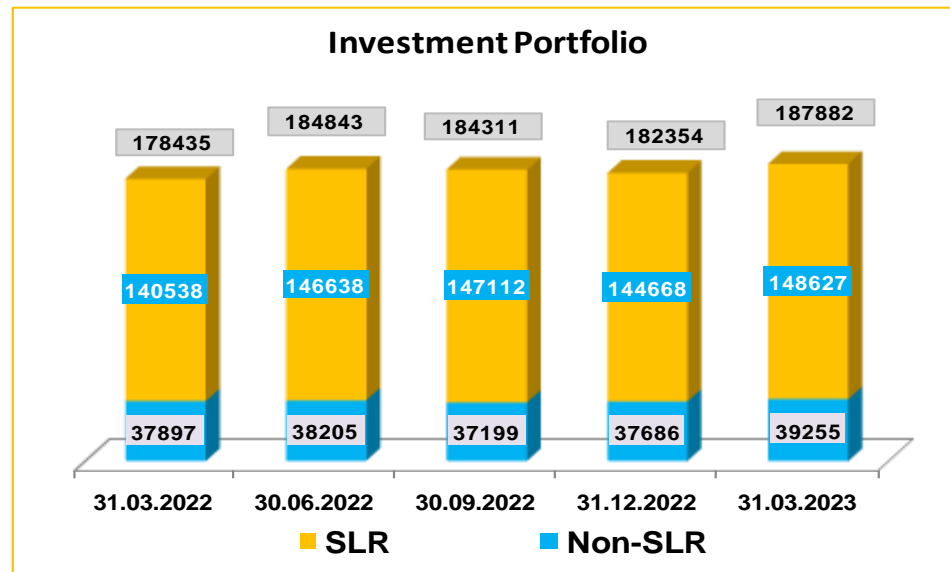
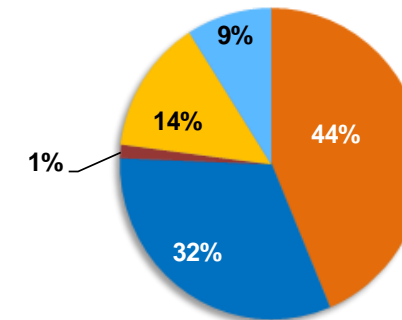
## AFS Book (YoY)

31.03.22



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

31.03.23



03 Financials



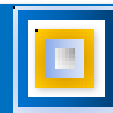
# Operating Profit and Net Profit



₹ in Cr

SI No	Components	Quarter Ended					Year Ended		
		31.03.2022	31.12.2022	31.03.2023	Q-o-Q (%)	YoY (%)	31.03.2022	31.03.2023	YoY (%)
1	Interest Income	9832	11834	12244	3	25	38856	44942	16
2	Interest Expenses	5577	6335	6736	6	21	22128	24717	12
3	<b>Net Interest Income (1-2)</b>	<b>4255</b>	<b>5499</b>	<b>5508</b>	<b>0.2</b>	<b>29</b>	<b>16728</b>	<b>20225</b>	<b>21</b>
4	Non Interest Income	1573	1716	1994	16	27	6915	7143	3
5	<b>Operating Income (3+4)</b>	<b>5828</b>	<b>7215</b>	<b>7502</b>	<b>4</b>	<b>29</b>	<b>23643</b>	<b>27369</b>	<b>16</b>
6	Operating Expenses	3090	3154	3486	11	13	10926	12098	11
7	<b>Operating Profit (5-6)</b>	<b>2738</b>	<b>4061</b>	<b>4016</b>	<b>-1</b>	<b>47</b>	<b>12717</b>	<b>15271</b>	<b>20</b>
8	Provisions (excl. Taxes)	1915	2515	2564	2	34	9513	9356	-2
9	<b>Profit Before Taxes (7-8)</b>	<b>823</b>	<b>1546</b>	<b>1452</b>	<b>-6</b>	<b>76</b>	<b>3204</b>	<b>5915</b>	<b>85</b>
10	Provision for Taxes	-161	150	5	-	-	-741	633	-
11	<b>Net Profit (9-10)</b>	<b>984</b>	<b>1396</b>	<b>1447</b>	<b>4</b>	<b>47</b>	<b>3945</b>	<b>5282</b>	<b>34</b>

# Income



₹ in Cr

Sl No	Components	Quarter Ended				
		31.03.2022	31.12.2022	31.03.2023	QoQ (%)	YoY (%)
1	Interest Income on Advances and Discount on Bills	6679	8552	8850	3	33
2	Interest on investments	2752	2918	3066	5	11
3	Other interest income	401	364	328	-10	-18
<b>4</b>	<b>Total Interest Income (1+2+3)</b>	<b>9832</b>	<b>11834</b>	<b>12244</b>	<b>3</b>	<b>25</b>
5	Profit/Loss on Sale of Investments	249	134	17	-87	-93
6	Profit/Loss on Revaluation of Investments	-165	67	65	-3	-
7	Recovery of bad debts	197	426	860	102	337
8	Fee Income	813	704	914	30	12
9	Forex Income	274	294	46	-84	-83
10	PSLC Commission	152	40	41	3	-73
11	Miscellaneous income	53	51	51	-	-4
<b>12</b>	<b>Total Non Interest Income (5 to 11)</b>	<b>1573</b>	<b>1716</b>	<b>1994</b>	<b>16</b>	<b>27</b>
<b>13</b>	<b>Total Income (4+12)</b>	<b>11405</b>	<b>13550</b>	<b>14238</b>	<b>5</b>	<b>25</b>

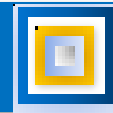
Year Ended		
31.03.2022	31.03.2023	YoY (%)
26928	31941	19
10965	11647	6
963	1354	41
<b>38856</b>	<b>44942</b>	<b>16</b>
1626	381	-77
-343	-87	-75
1612	2177	35
2555	2969	16
690	1009	46
571	479	-16
204	215	5
<b>6915</b>	<b>7143</b>	<b>3</b>
<b>45771</b>	<b>52085</b>	<b>14</b>



₹ in Cr

SI No	Components	Quarter Ended					Year Ended		
		31.03.2022	31.12.2022	31.03.2023	Q-o-Q (%)	YoY (%)	31.03.2022	31.03.2023	YoY (%)
1	Transaction fees	178	163	164	1	-8	700	704	1
2	Loan processing charges	173	175	208	19	20	574	693	21
3	Commission on Government business	30	16	22	38	-27	77	76	-1
4	Commission on LC/BG	123	117	140	20	14	408	461	13
5	Cross selling	34	39	48	23	41	86	136	58
6	Income from PFMS operations	4	11	6	-45	50	25	44	76
7	Rent on Lockers	35	33	47	42	34	125	144	15
8	Misc fee Income	236	150	279	86	18	560	711	27
9	<b>Fee Income ( 1 to 8)</b>	<b>813</b>	<b>704</b>	<b>914</b>	<b>30</b>	<b>12</b>	<b>2555</b>	<b>2969</b>	<b>16</b>





₹ in Cr

SI No	Components	Quarter Ended					Year Ended		
		31.03.2022	31.12.2022	31.03.2023	Q-o-Q (%)	YoY (%)	31.03.2022	31.03.2023	YoY (%)
1	Interest on deposits	5198	5911	6327	7	22	20936	23184	11
2	Interest on borrowings	148	191	174	-9	18	248	616	148
3	Other interest expenses	231	233	235	1	2	944	917	-3
4	<b>Total Interest Expenses (1+2+3)</b>	<b>5577</b>	<b>6335</b>	<b>6736</b>	<b>6</b>	<b>21</b>	<b>22128</b>	<b>24717</b>	<b>12</b>
5	Salary	1310	1443	1515	5	16	4837	5403	12
6	Employees Benefit	639	548	705	29	10	1858	2124	14
7	<b>Staff Expenses (5+6)</b>	<b>1949</b>	<b>1991</b>	<b>2220</b>	<b>12</b>	<b>14</b>	<b>6695</b>	<b>7527</b>	<b>12</b>
8	Overheads	1141	1163	1267	9	11	4231	4571	8
9	<b>Operating Expenses (7+8)</b>	<b>3090</b>	<b>3154</b>	<b>3486</b>	<b>11</b>	<b>13</b>	<b>10926</b>	<b>12098</b>	<b>11</b>
10	<b>Total Expenses (4+9)</b>	<b>8667</b>	<b>9489</b>	<b>10223</b>	<b>8</b>	<b>18</b>	<b>33054</b>	<b>36815</b>	<b>11</b>

# Overhead Expenses



₹ in Cr

SI No	Components	Quarter Ended					Year Ended		
		31.03.2022	31.12.2022	31.03.2023	Q-o-Q (%)	YoY (%)	31.03.2022	31.03.2023	YoY (%)
1	Rent, Taxes & Lighting	173	159	172	8	-1	614	621	1
2	Depreciation	145	131	129	-2	-11	597	529	-11
3	Insurance	190	210	208	-1	9	742	814	10
4	Travelling and Halting	52	58	53	-9	2	196	219	12
5	Postage, Telecommunications etc.	25	24	26	8	4	110	96	-13
6	Repairs and Maintenance	83	56	63	13	-24	244	192	-21
7	Printing and Stationery	37	23	27	17	-27	85	99	16
8	ATM Issuer Fee paid	116	115	132	15	14	409	456	11
9	Others	320	387	457	18	43	1234	1545	25
10	<b>Overheads (1 to 9)</b>	<b>1141</b>	<b>1163</b>	<b>1267</b>	<b>9</b>	<b>11</b>	<b>4231</b>	<b>4571</b>	<b>8</b>

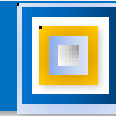
# Provisions and Net Profit



₹ in Cr

SI No	Components	Quarter Ended					Year Ended		
		31.03.2022	31.12.2022	31.03.2023	Q-o-Q (%)	YoY (%)	31.03.2022	31.03.2023	YoY (%)
1	Operating Profit	2738	4061	4016	-1	47	12717	15271	20
2	Total Provisions	1754	2665	2569	-4	46	8772	9989	14
	Of which								
	NPA - Advances	2046	1474	1040	-	-	8447	6516	-23
	NPA - Investments	2	39	0	-	-	111	405	264
	Standard advances	-95	990	1444	46	-	962	2295	139
	Income-tax	-161	150	5	-	-	-741	633	-
	Others	-38	12	80	-	-	-7	140	-
3	Net Profit (1-2)	984	1396	1447	4	47	3945	5282	34

# Performance Ratios



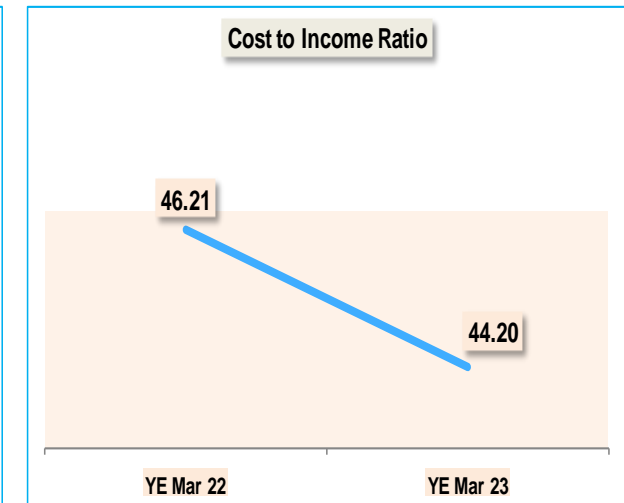
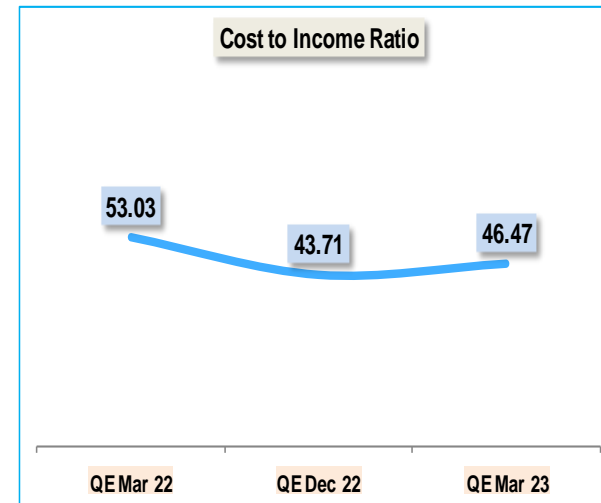
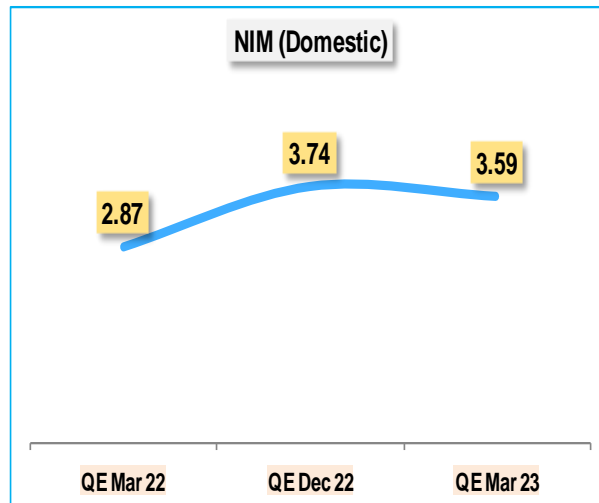
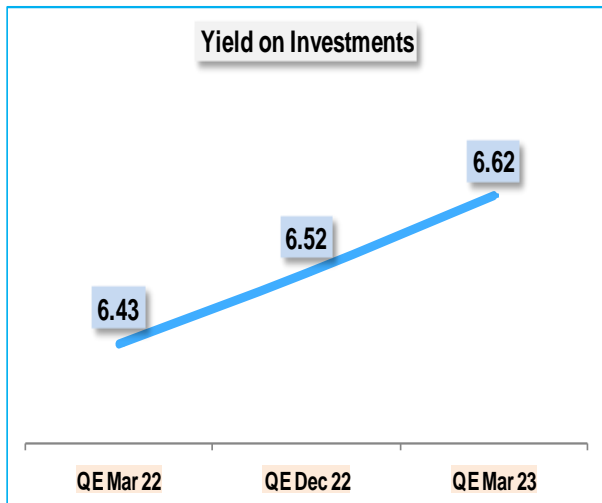
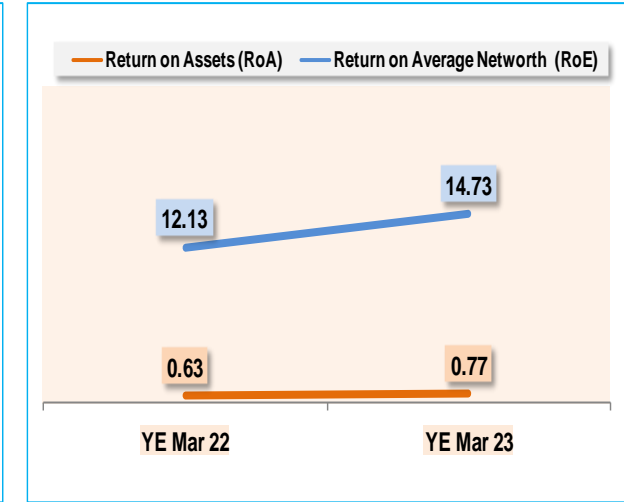
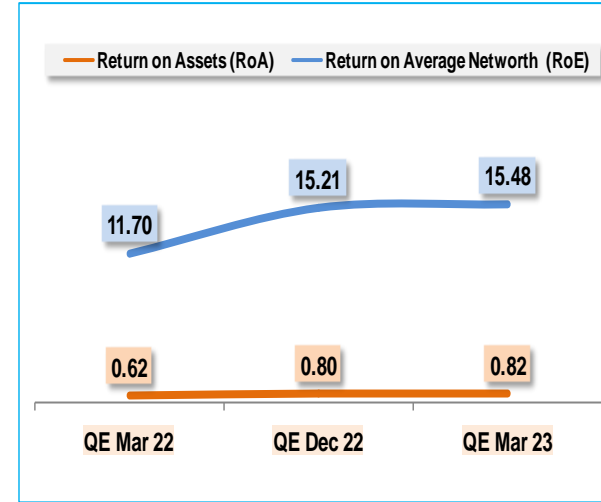
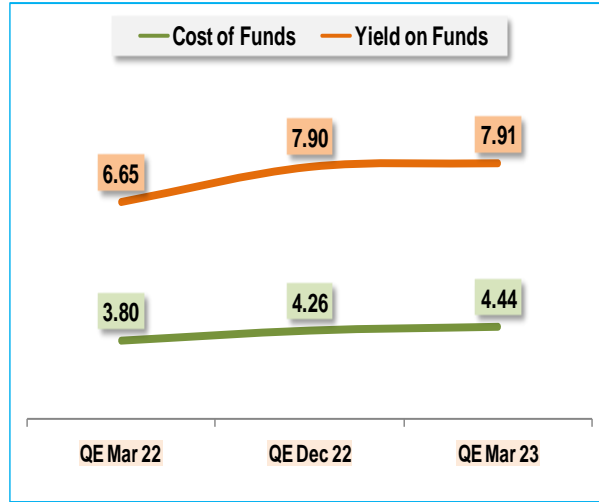
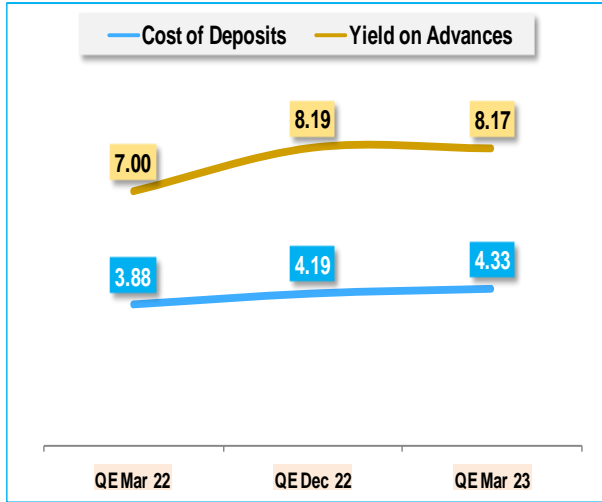
Annualised

SI No	Ratios	Quarter Ended			Year Ended	
		31.03.2022	31.12.2022	31.03.2023	31.03.2022	31.03.2023
1	Cost of Deposits	3.88	4.19	4.33	3.97	4.09
2	Cost of Funds	3.80	4.26	4.44	3.90	4.14
3	Cost to Income Ratio	53.03	43.71	46.47	46.21	44.20
4	Yield on Advances	7.00	8.19	8.17	7.21	7.76
5	Yield on Investments	6.43	6.52	6.62	6.25	6.45
6	Return on Assets (RoA)	0.62	0.80	0.82	0.63	0.77
7	Net Interest Margin (NIM) Domestic	2.87	3.74	3.59	2.91	3.41
8	Return on Investments (Domestic)	6.59	6.70	6.54	6.86	6.53
9	Return on Average Networth (RoE)	11.70	15.21	15.48	12.13	14.73
10	Earnings per Share (₹)	31.61	44.84	46.48	32.38	42.41
11	Book Value per Share (₹)	269.98	299.83	300.55	269.98	300.55
12	Business per Employee (₹ in Cr)	25.20	25.36	26.61	25.20	26.61
13	Business per Branch (₹ in Cr)	174.90	179.92	187.38	174.90	187.38
14	Net Profit per Employee (₹ in lakhs)	9.89	13.63	14.20	9.91	12.95

# Performance Ratios

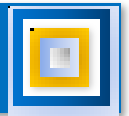


% annualised



04

# Capital & Risk Management



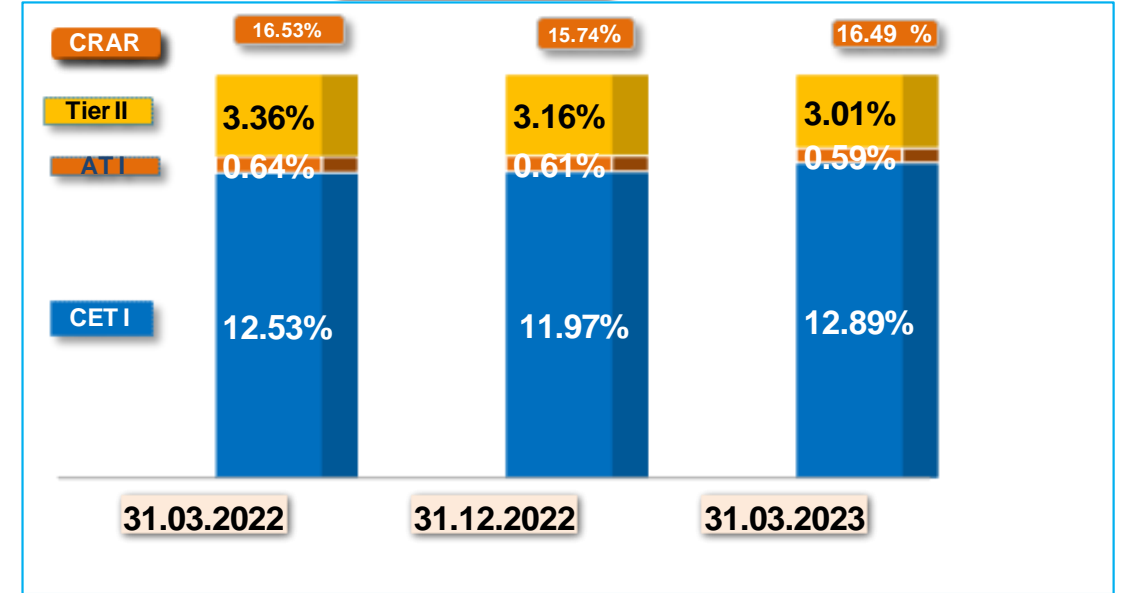


₹ in Cr

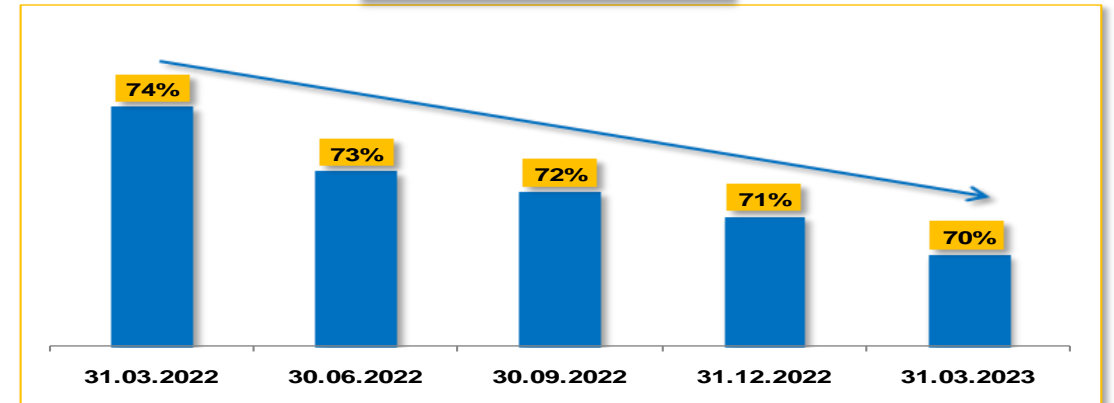
Parameters	31.03.2022	31.12.2022	31.03.2023
Capital	51100	50819	54992
Common Equity Tier I (CET 1)	38725	38638	42984
Additional Tier I	1980	1980	1980
Tier II	10395	10202	10027
Total Risk Weighted Assets	308938	322683	333582
CRAR %	16.53	15.74	16.49

S. No	Risk Weighted Assets (RWA)	31.03.2022	31.12.2022	31.03.2023
1	Credit	261043	269582	279644
	Density	62.81%	59.69%	59.05%
	Of which			
	Retail	48854	50992	54126
	Density	60.74%	58.46%	59.42%
	Agriculture	29391	31334	32111
	Density	33.36%	31.90%	31.50%
	MSME	50184	50653	53394
	Density	67.66%	65.47%	67.03%
2	Market	14509	15569	16406
	Density	35.97%	36.44%	36.10%
3	Operational	33386	37532	37532
	Density	--	--	--

CRAR %



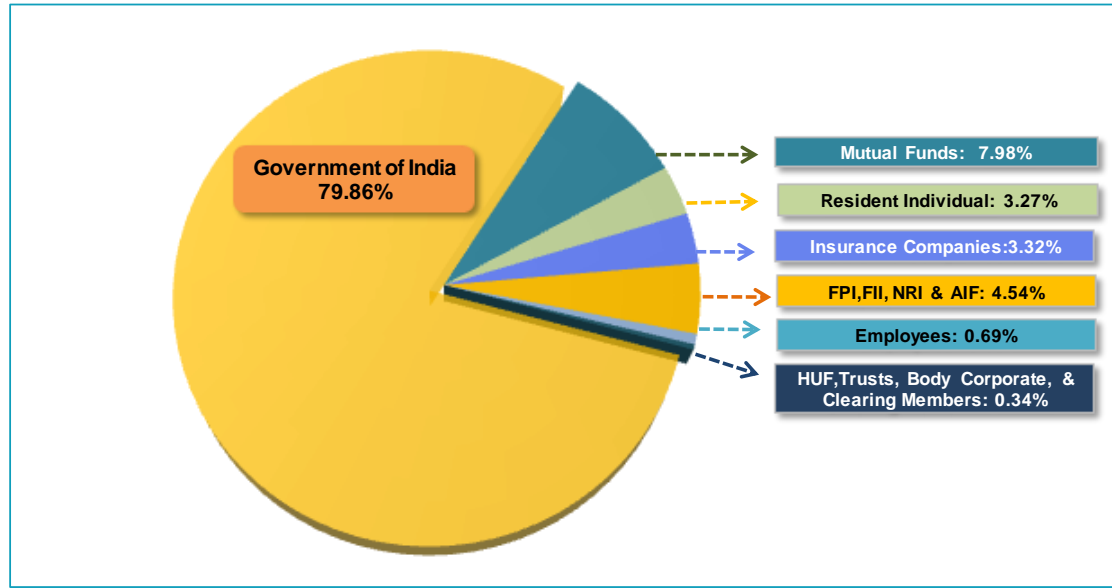
RWAs to Gross Advances



# Share Holding



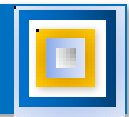
31.03.2023



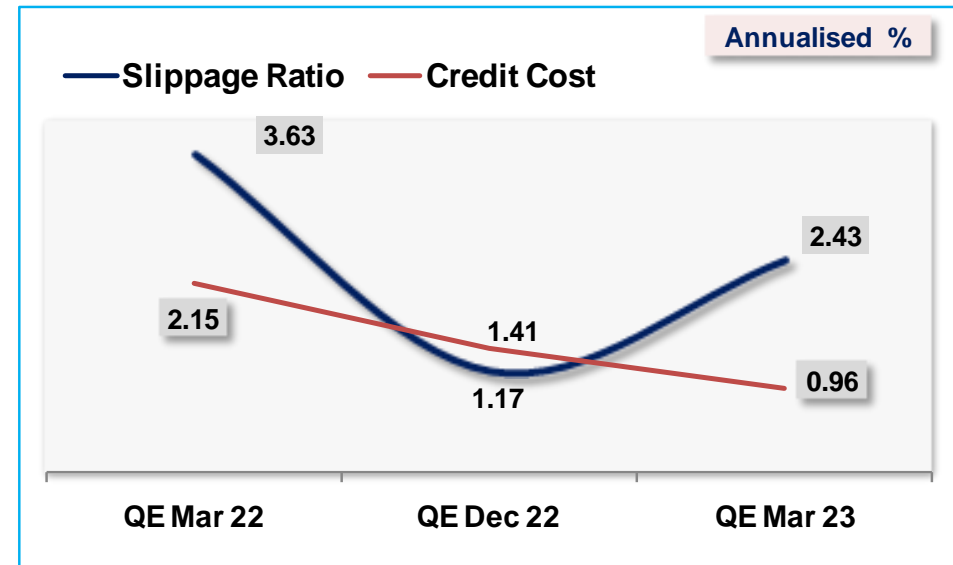
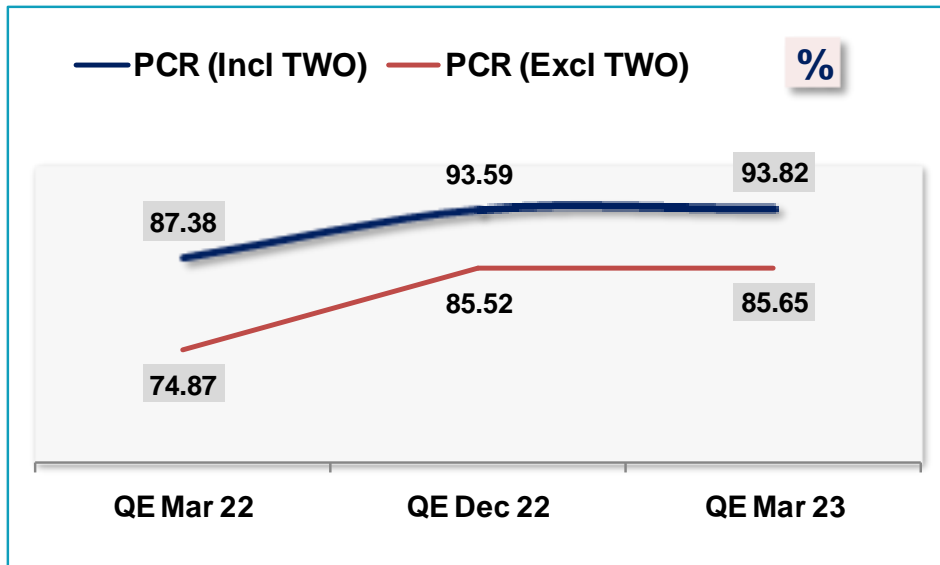
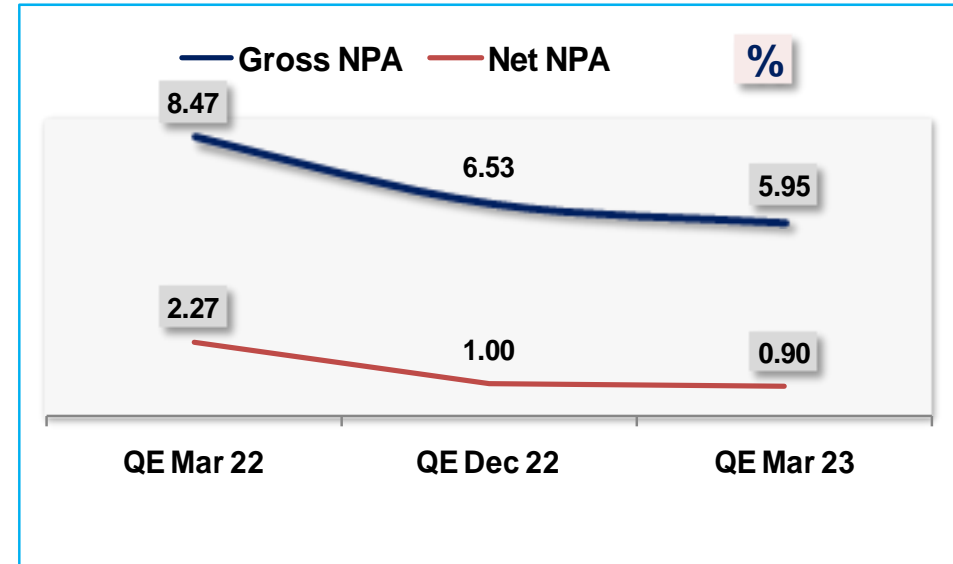
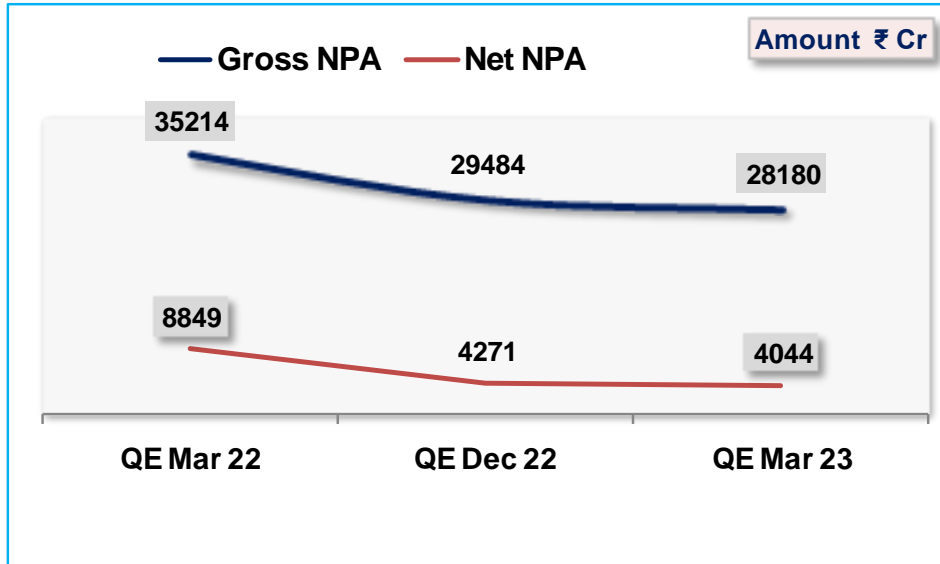
Pattern of Equity Shareholding Shareholder	%
Promoters	79.86
Public & Others	20.14
<b>Total</b>	<b>100</b>



05 Asset Quality



# Asset Quality



# Movement of NPA



₹ in Cr



S No	Details	Quarter Ended		
		31.03.2022	31.12.2022	31.03.2023
1	Gross NPA opening balance	36540	31959	29484
	<b>ADDITIONS :</b>			
	Fresh Slippages	3298	1192	2566
	To old NPAs / Others	70	121	0
2	<b>Sub-Total</b>	<b>3368</b>	<b>1313</b>	<b>2566</b>
	<b>LESS:</b>			
	Cash Recovery	1135	1339	1371
	Upgradation	1376	681	530
	Technical Write off	1693	1501	1502
	Normal Write off	480	267	316
	Exchange difference	10	0	151
3	<b>Sub-Total</b>	<b>4694</b>	<b>3788</b>	<b>3870</b>
4	<b>Gross NPA closing Balance (1+2-3)</b>	<b>35214</b>	<b>29484</b>	<b>28180</b>
	<b>Gross NPA%</b>	<b>8.47</b>	<b>6.53</b>	<b>5.95</b>
5	Provisions	25761	24641	23575
6	Others (Interest Realisable,etc.)	604	572	561
7	<b>Net NPA [4-(5+6)]</b>	<b>8849</b>	<b>4271</b>	<b>4044</b>
	<b>Net NPA%</b>	<b>2.27</b>	<b>1.00</b>	<b>0.90</b>
	<b>AUC Recovery</b>	<b>197</b>	<b>428</b>	<b>838</b>
	<b>MOI Recovery</b>	<b>101</b>	<b>183</b>	<b>180</b>
	<b>Total Cash Recovery</b>	<b>1433</b>	<b>1950</b>	<b>2389</b>
	<b>Total Recovery (Cash +Upgradation)</b>	<b>2809</b>	<b>2631</b>	<b>2919</b>
	<b>PCR % (including Technical Writeoff)</b>	<b>87.38</b>	<b>93.59</b>	<b>93.82</b>
	<b>PCR % (excluding Technical Writeoff)</b>	<b>74.87</b>	<b>85.52</b>	<b>85.65</b>
	<b>Slippage Ratio % (Annualised)</b>	<b>3.63</b>	<b>1.17</b>	<b>2.43</b>
	<b>Credit Cost % (Annualised)</b>	<b>2.15</b>	<b>1.41</b>	<b>0.96</b>

Year Ended	
31.03.2022	31.03.2023
38455	35214
9807	6642
358	400
10165	7042
3475	4524
1574	1146
7057	7189
1290	1052
10	167
13406	14077
35214	28180
8.47	5.95
25761	23575
604	561
8849	4044
2.27	0.90
1611	2155
455	679
5541	7358
7115	8504
87.38	93.82
74.87	85.65
2.79	1.75
2.25	1.58

## Fresh slippages

Category	Q4 FY 22	Q3 FY 23	Q4 FY 23	FY 22	FY 23
Retail	477	294	501	1273	1071
Agriculture	417	197	708	1730	1947
MSME	1431	676	1343	3873	2985
<b>RAM</b>	<b>2325</b>	<b>1167</b>	<b>2552</b>	<b>6876</b>	<b>6003</b>
Corporate	973	25	14	2931	639
<b>Total</b>	<b>3298</b>	<b>1192</b>	<b>2566</b>	<b>9807</b>	<b>6642</b>

# NPA Position – Sector-wise

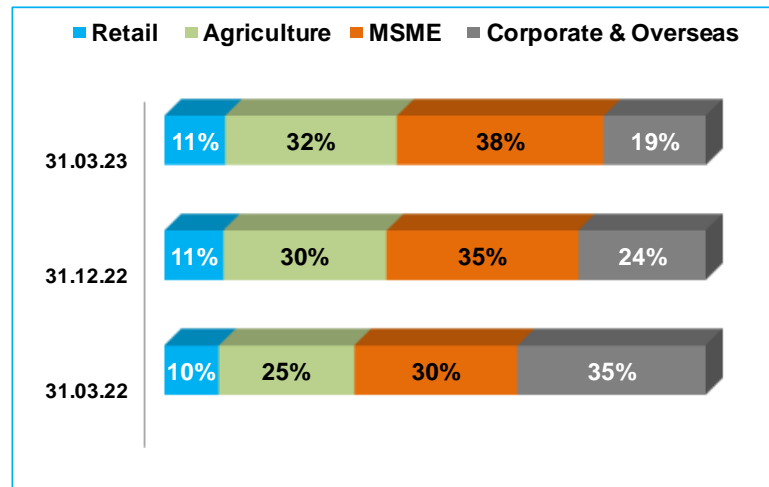


₹ in Cr

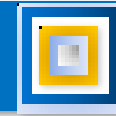


S No	Sector	31.03.2022		31.12.2022		31.03.2023		
		Gross NPA	% to respective portfolio	Gross NPA	% to respective portfolio	Outstanding	Gross NPA	% to respective portfolio
1	Retail Credit	3553	4.42%	3209	3.68%	91086	3168	3.48%
	<i>Of which</i>							
	Home Loan	1402	3.01%	1363	2.74%	51524	1491	2.89%
	Education Loan	1211	26.18%	924	20.46%	4623	919	19.88%
	Vehicle Loan	240	5.72%	244	4.89%	5377	243	4.52%
2	Agriculture	8884	10.08%	8879	9.04%	101937	8927	8.76%
3	MSME	10674	14.39%	10455	13.51%	79656	10767	13.52%
4	Corporate & Overseas	12103	7.00%	6939	3.67%	200907	5318	2.65%
5	Total ( 1 to 4)	35214	8.47%	29484	6.53%	473586	28180	5.95%
	Priority	21136	14.20%	23365	15.29%	152992	20581	13.45%

**Sector wise GNPA to Total NPA %**



# NCLT & NARCL



₹ in Cr



## NCLT

Category	31.03.2023			
	No.of Accounts	Exposure	Provision	PCR%
RBI List I	6	1400	1400	100%
RBI List II	9	2803	2803	100%
Accounts filed by Bank	23	1430	1430	100%
Accounts filed by other Banks	185	16812	16812	100%
<b>Total</b>	<b>223</b>	<b>22445</b>	<b>22445</b>	<b>100%</b>

Recovery from NCLT	Q4 FY22		Q3 FY23		Q4 FY23		FY 23	
	No of Acs	Amount	No of A/cs	Amount	No of A/cs	Amount	No of A/cs	Amount
Through Resolution	16	52	23	127	15	233	61	568
Under Liquidation	30	50	11	187	25	133	78	461
<b>Total</b>	<b>46</b>	<b>102</b>	<b>34</b>	<b>314</b>	<b>40</b>	<b>366</b>	<b>139</b>	<b>1029</b>

## NARCL

Accounts Identified by NARCL under process		Our Bank exposure as on 31.03.2023		Other Banks	
No of A/c	Amount	No of A/c	Amount	No of A/c	Amount
51	192760	22	6258	51	186502

Invested ₹ 139.49 Cr as Equity in NARCL

S.No	Position of Accounts with Indian Bank	No. of A/cs	Book Balance
1	Bids received from NARCL	9	3354
2	Under progress with NARCL	6	1492
3	Kept on hold temporarily by NARCL	7	1412
	<b>Total</b>	<b>22</b>	<b>6258</b>

# SMA Position



**₹5 Cr and above**

₹ in Cr

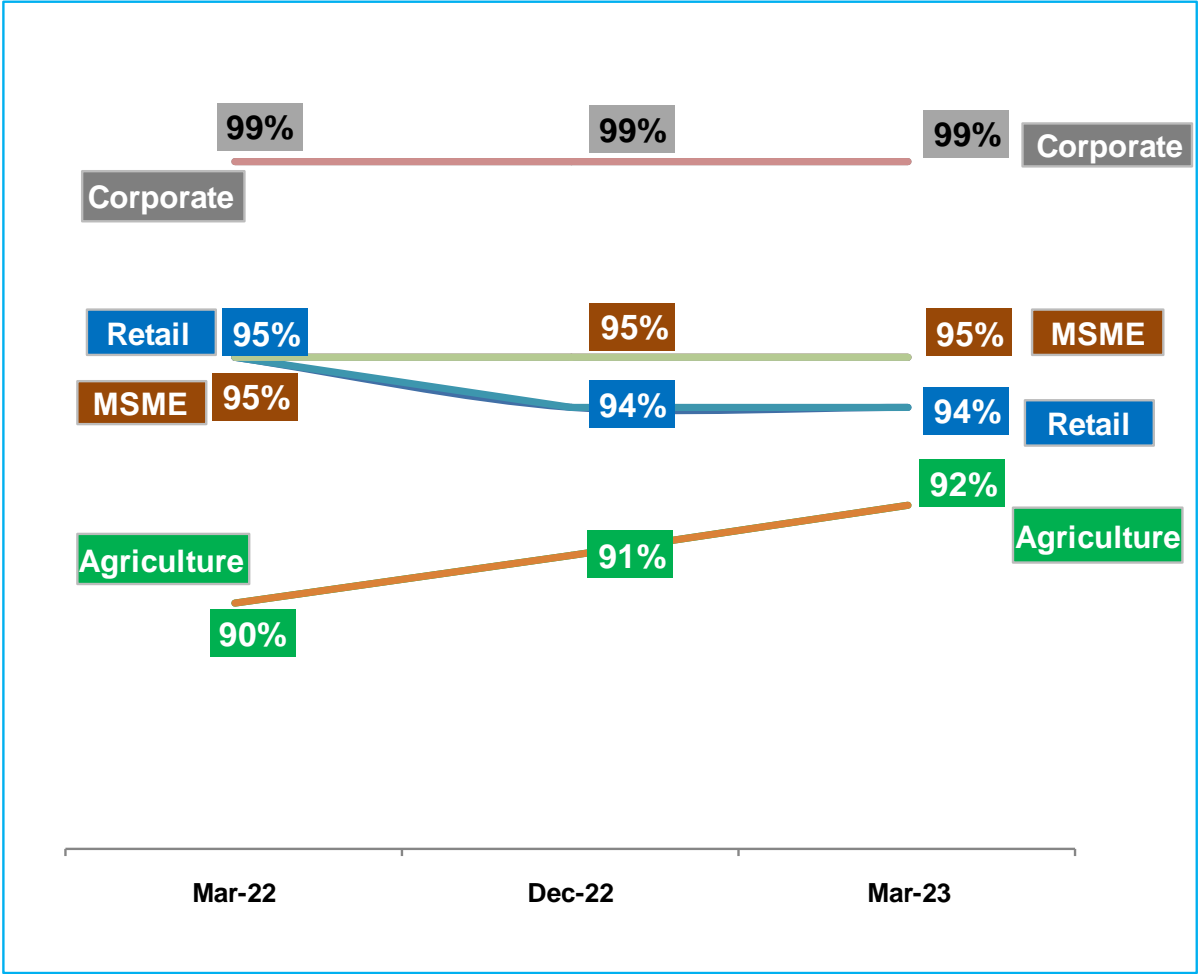
Sector	31.12.2022						31.03.2023					
	SMA 1	SMA 2	Total	Standard Advances as on 31.12.22	% to Respective Sector Standard Advances	% to Total Standard Advances	SMA 1	SMA 2	Total	Standard Advances as on 31.03.23	% to Respective Sector Standard Advances	% to Total Standard Advances
Retail	171	68	239	84010	0.28%	0.06%	92	74	166	87919	0.19%	0.04%
Agriculture	286	160	446	89341	0.50%	0.11%	230	75	305	93010	0.33%	0.07%
MSME	1092	1125	2217	66917	3.31%	0.53%	1399	459	1858	68889	2.70%	0.42%
Corporate & Others	124	223	347	181908	0.19%	0.08%	79	9	88	195590	0.04%	0.02%
<b>TOTAL</b>	<b>1673</b>	<b>1576</b>	<b>3249</b>	<b>422176</b>	<b>0.77%</b>	<b>0.77%</b>	<b>1800</b>	<b>617</b>	<b>2417</b>	<b>445408</b>	<b>0.54%</b>	<b>0.54%</b>

# Collection Efficiency (Month on Month)

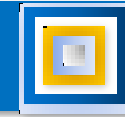


## Collection efficiency from Mar'22 to Mar'23

Sector	Mar-22	Dec-22	Mar-23
Retail	95%	94%	94%
Agriculture	90%	91%	92%
MSME	95%	95%	95%
Corporate	99%	99%	99%
Overall Collection	95%	95%	95%



# COVID Restructuring – Sector-wise



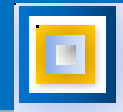
₹ in Cr

Sector	Outstanding as on 31.12.22 (Standard)		Addition during the quarter Mar'23		Reduction during the quarter Mar'23			Outstanding as on 31.03.2023 (Standard)		Recovery Percentage	Provision
	No	Amt	No	Amt	Of which Upgradation	Recovery	Fresh NPA	No	Amt	%	Amt
					Amt	Amt	Amt				
Retail	70577	6765	0	0	360	164	178	51539	6064	89%	1248
Agriculture	22957	953	0	0	279	9	52	16578	613	88%	123
MSME	42550	6438	0	0	2223	141	429	28977	3644	89%	801
Corporate	13	1049	0	0	0	53	40	11	957	94%	213
<b>Total</b>	<b>136097</b>	<b>15205</b>	<b>0</b>	<b>0</b>	<b>2862</b>	<b>367</b>	<b>699</b>	<b>97105</b>	<b>11278</b>	<b>89%</b>	<b>2385</b>

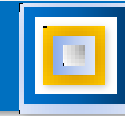


06

# Financial Inclusion



# Finance Inclusion - Performance



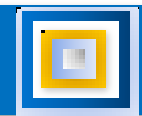
S No	FI Parameters*	Mar'22	Dec'22	Mar'23
1	BCs engaged (Nos.)	9657	10368	10750
2	BSBD Accounts (No. in lakhs)	267	285	289
3	PMJDY Accounts under BSBDA (No. in lakhs)	185	199	205
4	Balance in PMJDY accounts (₹ in Cr)	7609	8331	9342
5	Overdraft Sanctioned (₹ in Cr)	29	25	24
6	Rupay Cards issued (No. in lakhs)	110	112	114
7	Number of enrolments under PMJJBY (in lakhs)	30.24	39.38	43.74
8	Number of enrolments under PMSBY (in lakhs)	80.14	96.24	101.71
9	Number of enrolments under APY (in lakhs)	24.96	29.97	31.83
10	Number of claims settled under PMJJBY	16672	19106	20626
11	Number of claims settled under PMSBY	3947	4445	4681

\* Number of enrolments and claims are cumulative since launch of scheme

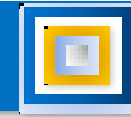
- Balance per PMJDY account stands at ₹4557 in comparison to industry average at ₹4087
- Registered YoY growth of 11% in PMJDY accounts under BSBDA.
- BC network in 24 States and 5 Union Territories.

- Performance under APY in FY23:**
- Bank achieved 6.86 lakh fresh enrolments with highest ever Average Account per Branch of 117.
  - Registered a growth of 6% (QoQ) and 28% (YoY)

07 Digital Banking & Business Network



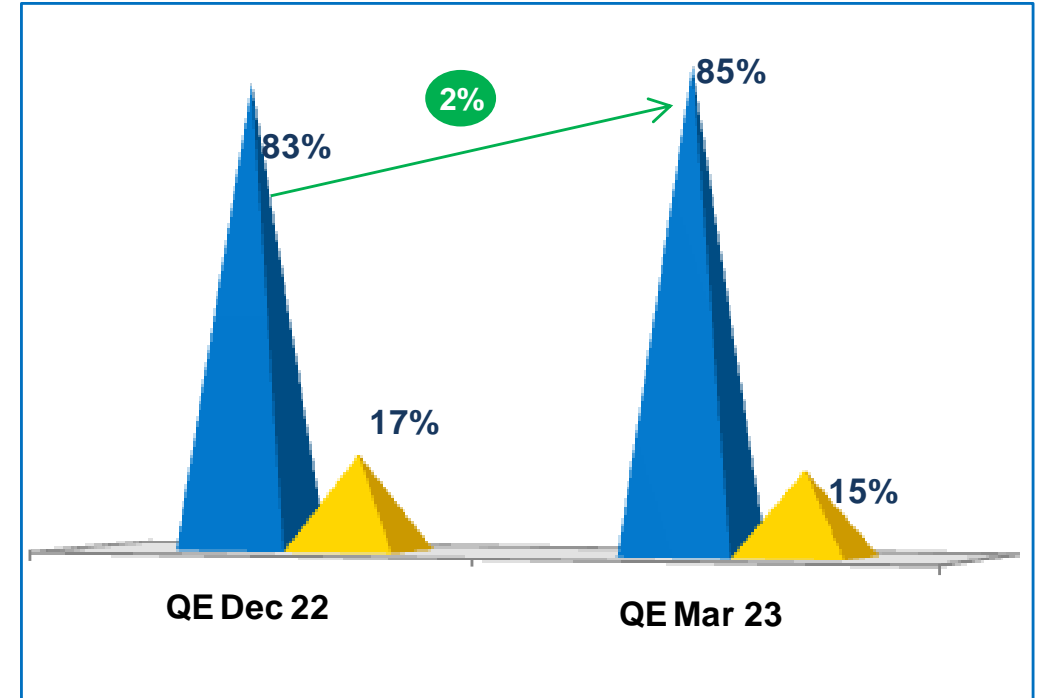
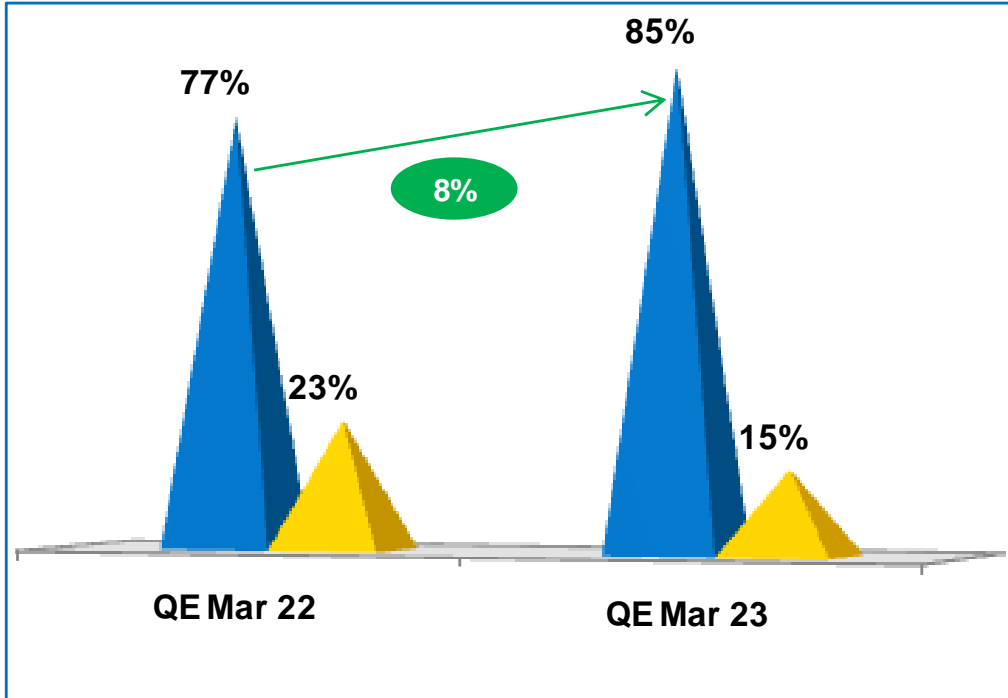
# Migration to Digital Channels



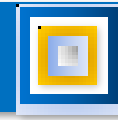
YoY

## Digital Migration

QoQ



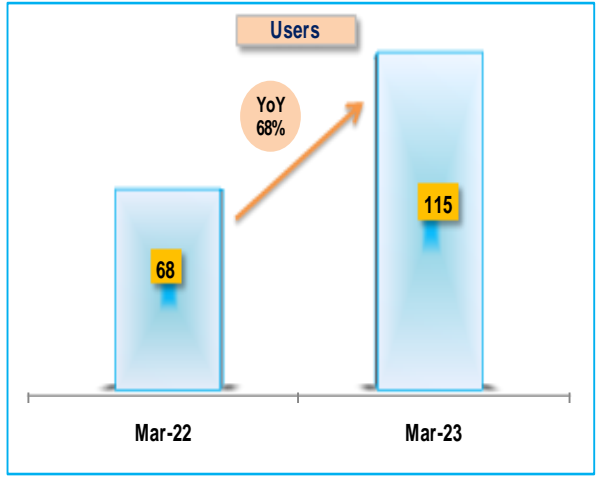
Transactions through ATM, BNA & Digital Channels improved by **8% YoY** (Q4 FY22 to Q4 FY23)



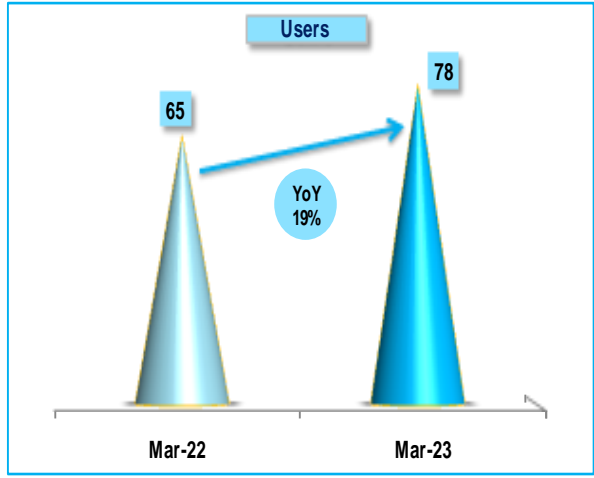
In lakhs



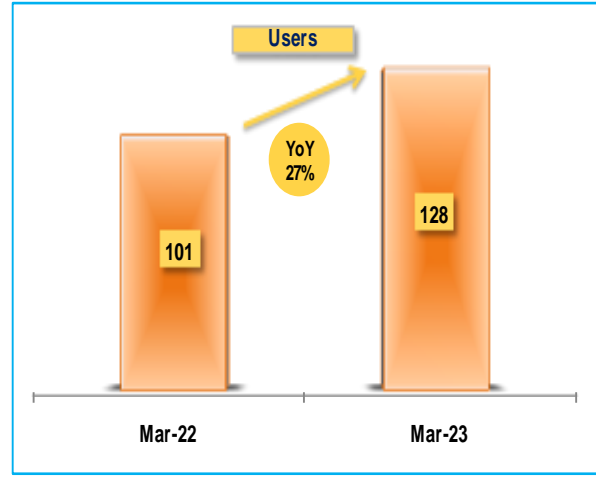
## Mobile Banking



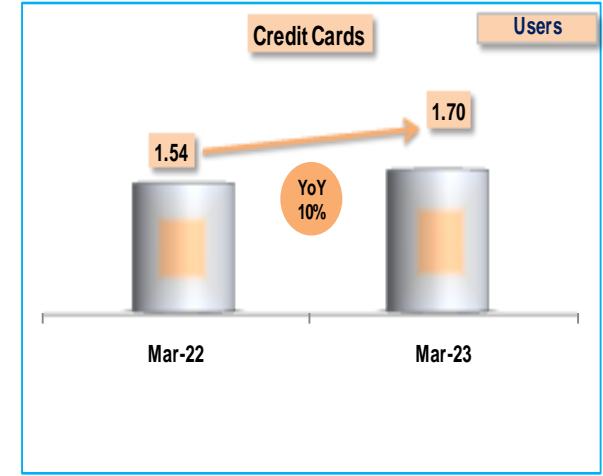
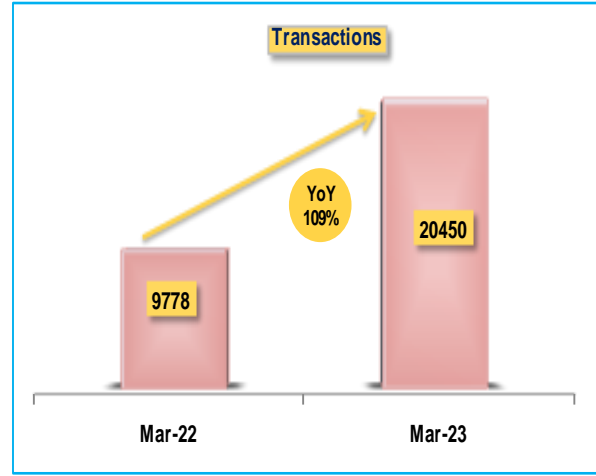
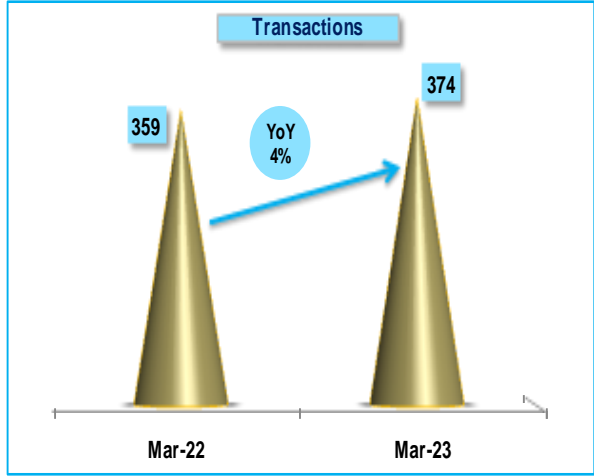
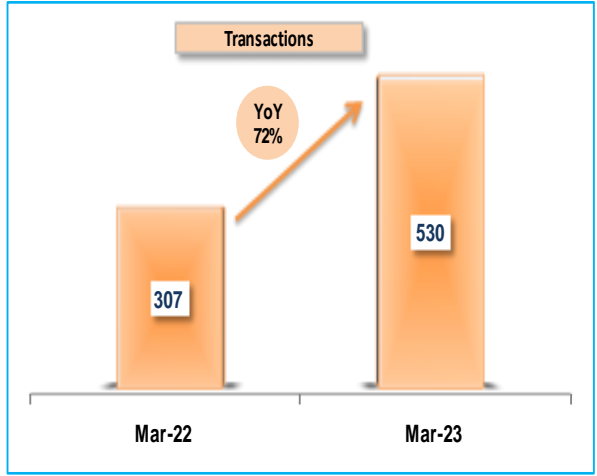
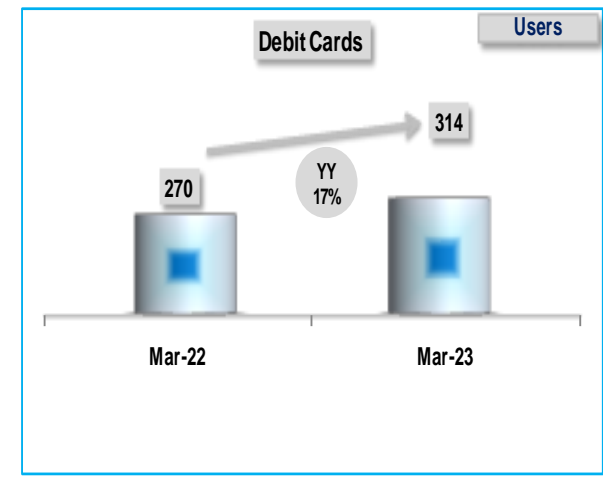
## Internet Banking



## UPI

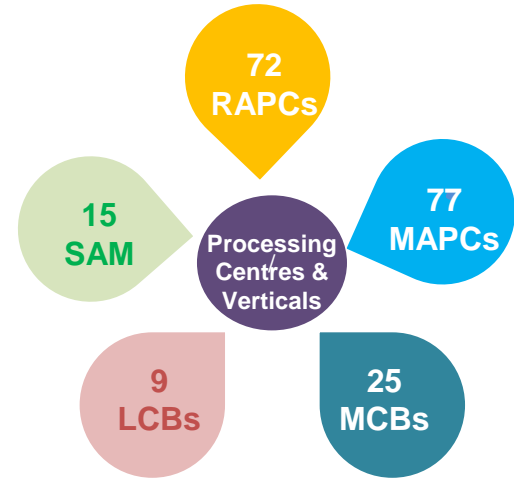


## Cards

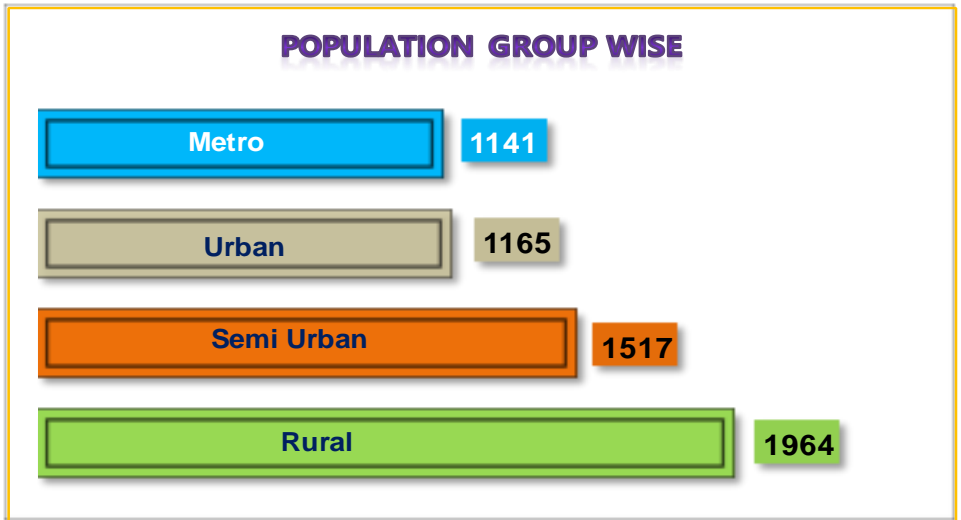


<b>Domestic Branches</b> 5787 (Including 3 DBUs)	<b>ATMs &amp; BNAs</b> 4929
<b>Business Correspondents</b> 10750	<b>Overseas Branches</b> 3 + 1 IBU

**Pan India Touch Points: 21467**

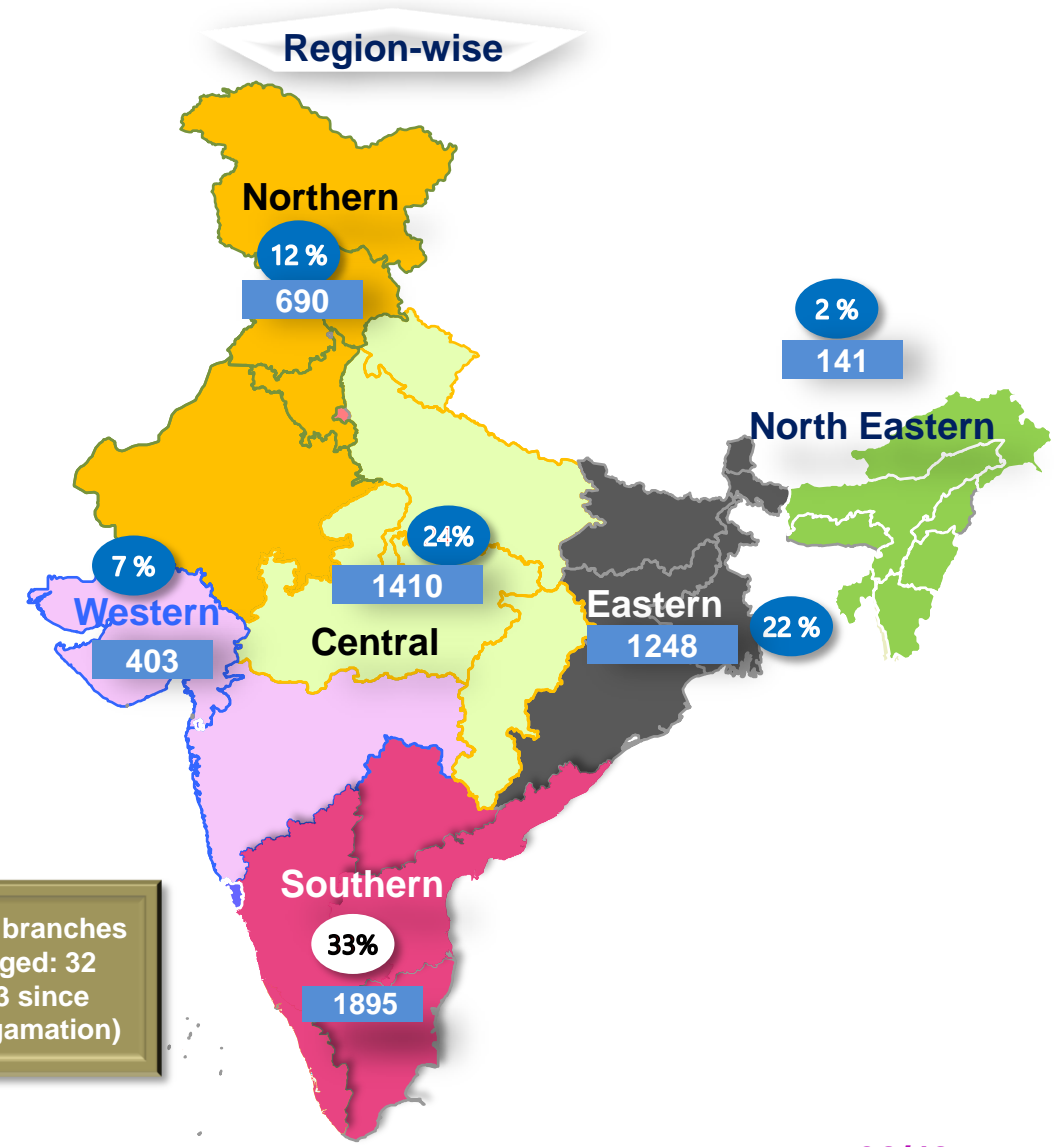


**Population group wise (Domestic)**

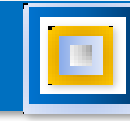


**FY23**

No. of branches opened: 87 (Including 3 DBUs)	No. of branches merged: 32 (323 since amalgamation)
---	---



# Staff Position & HRM Initiatives



31.03.2023

Domestic	Total	Male	Female	Average age of staff	% of Female
Officers	25069	18015	7054	37	28%
Clerks	12779	8132	4647	38	36%
Sub-staff	2584	2246	338	46	13%
Full Time Sweepers	280	215	65	45	23%
<b>Total</b>	<b>40712</b>	<b>28608</b>	<b>12104</b>	<b>38</b>	<b>30%</b>

## HRM Initiatives



### Skilling & Re-skilling

Job Family wise training (FY23)  
 No. of participants:

- Credit verticals : 6935
- Recovery Management : 1074
- Digital & Fintech : 6435
- Operations, Risk, Marketing, Strategy Analytics, Treasury etc :11250
- Human Resources :10958
- **Total : 36652**



### Digital Banking Champions

908 Digital Banking Champions (DBC) assigned to encourage customers - to make use of online channels for banking needs.



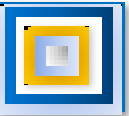
### Performance Management System

- Target Setting tool
- PMS Profiler tool
- Role Clarity tool
- Job family policy & Survey
- Succession Planning
- Career Path Role Mapping
- Ind Pride Grievance Redressal

In Live - Project IND PRIDE

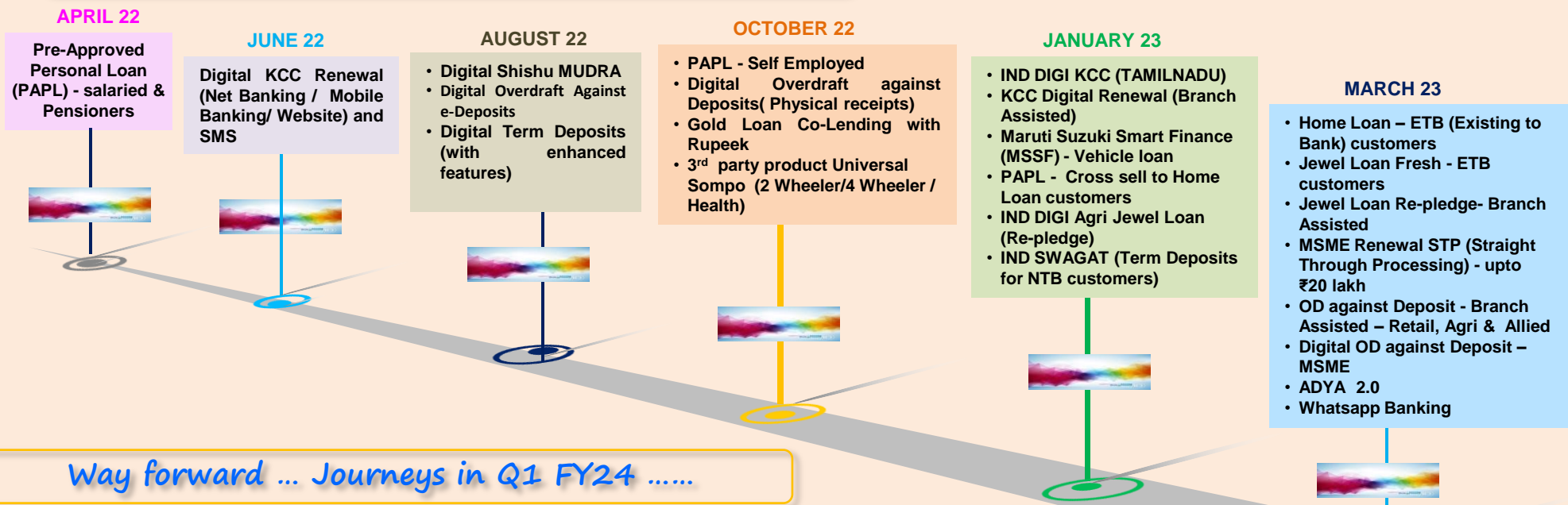
08 Initiatives & Awards





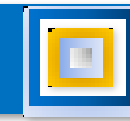
## Project Wave.. World of Advanced Virtual Experience

### Digital transformation ...Journeys launched



### Way forward ... Journeys in Q1 FY24 .....

Retail	Agriculture	MSME
<ul style="list-style-type: none"> <li>Vehicle loan (4W) – ETB</li> <li>Pre-approved Credit card</li> <li>PAPL - ₹3 lakh to ₹5 lakh with e-sign</li> <li>Credit card against Deposits (Secured)</li> </ul>	<ul style="list-style-type: none"> <li>Jewel loan –ETB – Branch assisted</li> <li>KCC fresh (in Karnataka)</li> <li>SHG</li> </ul>	<ul style="list-style-type: none"> <li>SME – GST advantage</li> <li>Pre-approved Business Loan (PABL)</li> <li>MSME Tradewell</li> <li>GST Sahay</li> <li>Supply Chain Finance</li> </ul>



**PROJECT IND LEAP - Transformation journey to address evolving customer expectations, emerging opportunities and revamp its operating model by leveraging technology and adopting best in class industry practices**



## ROAD TO STRATEGIC TRANSFORMATION

Seamless customer experience and improved operating model through



Centralisation



Standardisation



Automation



Efficient processing



Economies of scale

## KEY HIGHLIGHTS OF IND LEAP PROJECT



5-year Strategy and Business plan



Book growth through Micro-Market Study at a pin-code level



Customer Specific Propositions through redesigned product offerings



End-to-End process optimization across Retail, MSME, Agri and Corporate sectors



Enterprise Document Management System for digital storage and archival



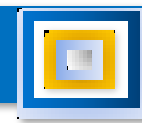
IT Application Modernization for cloud-adoption and implementation



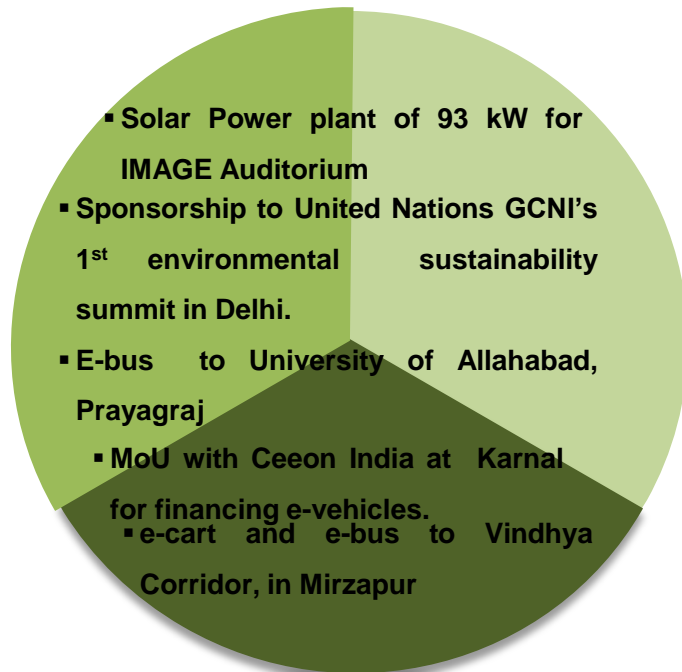
Audit Transformation through dynamic risk assessment



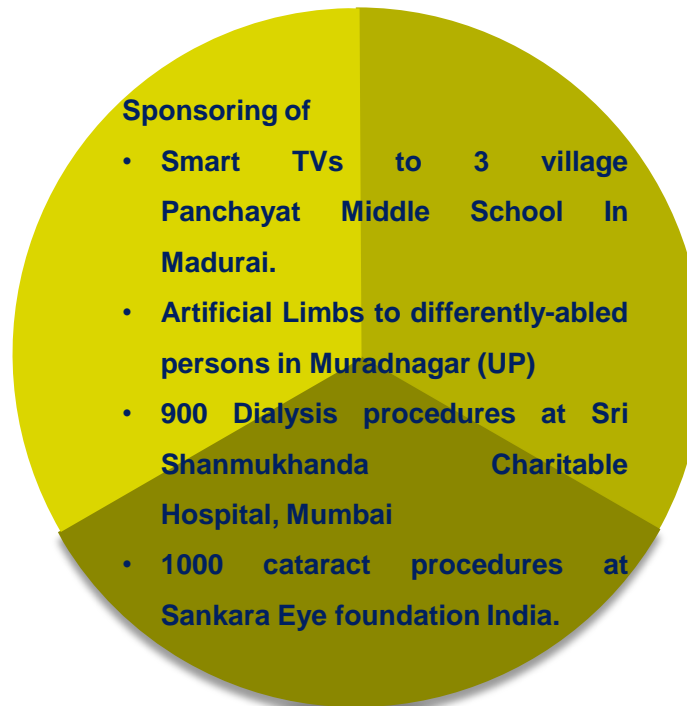
Flexible Working Policies for enhanced employee experience



## Environmental

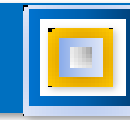


## Social



## Governance





31.03.2023 (Provisional)



*Joint venture*

- Consortium of credible Public & Private Corporate entities from India and Sampo of Japan as promoter.
- Incorporated & licensed in 2007.

- Bank's shareholding : 28.52%
- Operating Profit (FY23): ₹197 Cr (FY22: ₹111 Cr)
  - Net Profit (FY23): ₹176 Cr (FY22 : ₹119 Cr)
  - Net worth: ₹1278 Cr
  - Gross Direct Premium (FY23): ₹4103 Cr (FY22: ₹3456 Cr).

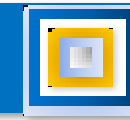


*Subsidiary*

- In the business of Stock Broking & DP.
- Listed on NSE and BSE.
- Bank's shareholding: 64.84%

- Operating Profit (FY23): ₹ 652 lakhs.
- Net Profit (FY23): ₹ 337 lakhs.
- Income under Stock Broking: ₹1244 lakhs.

# Regional Rural Banks (RRBs)

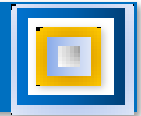


Parameters	TNGB			SGB			PBGB			Total		
	YE			YE			YE			YE		
	Mar'22	Mar'23	YoY	Mar'22	Mar'23	YoY	Mar'22	Mar'23	YoY	Mar'22	Mar'23	YoY
Business	34711	40417	16%	17453	22059	26%	1957	2251	15%	54121	64727	20%
Operating Profit	573	693	21%	397	538	35%	19	26	34%	989	1257	27%
Net Profit	229	418	83%	201	264	31%	10	14	39%	440	696	58%
Gross NPA %	1.68	1.20	- 48 bps	1.10	0.62	- 48 bps	2.07	1.98	- 9 bps	-	-	-
Net NPA %	0	0	-	0	0	-	0	0	-	-	-	-
CRAR %	12.96	13.61	65 bps	15.19	15.76	57 bps	10.57	10.55	- 2 bps	-	-	-
No. of branches	644	655	-	229	234	-	44	46	-	917	935	-

### Performance Highlights of RRBs

- Business: **20%**
- Operating Profit : **27%**
- Net Profit: **58%**
- In all 3 RRBs, Gross NPA% has decreased and Net NPA% is 0%
- Branches increased from **917 to 935**

YoY Growth



MD&CEO and GM/HRM received "GOLDEN PEACOCK NATIONAL TRAINING AWARD-2023" at Dubai from Cabinet member & Hon'ble Minister, UAE



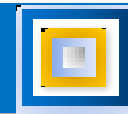
Former President Shri Ramnath Kovind presents 2<sup>nd</sup> Best Bank at National level Award at 14<sup>th</sup> SFBCK Banking Excellence Awards 2021-22



CGTMSE Achievement award FY 22-23 Best efforts for Information Dissemination



BFSI Award 2023 – Recognised as one of the Best BFSI Brands by The Economic Times



**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