



PERFORMANCE HIGHLIGHTS DECEMBER 2011



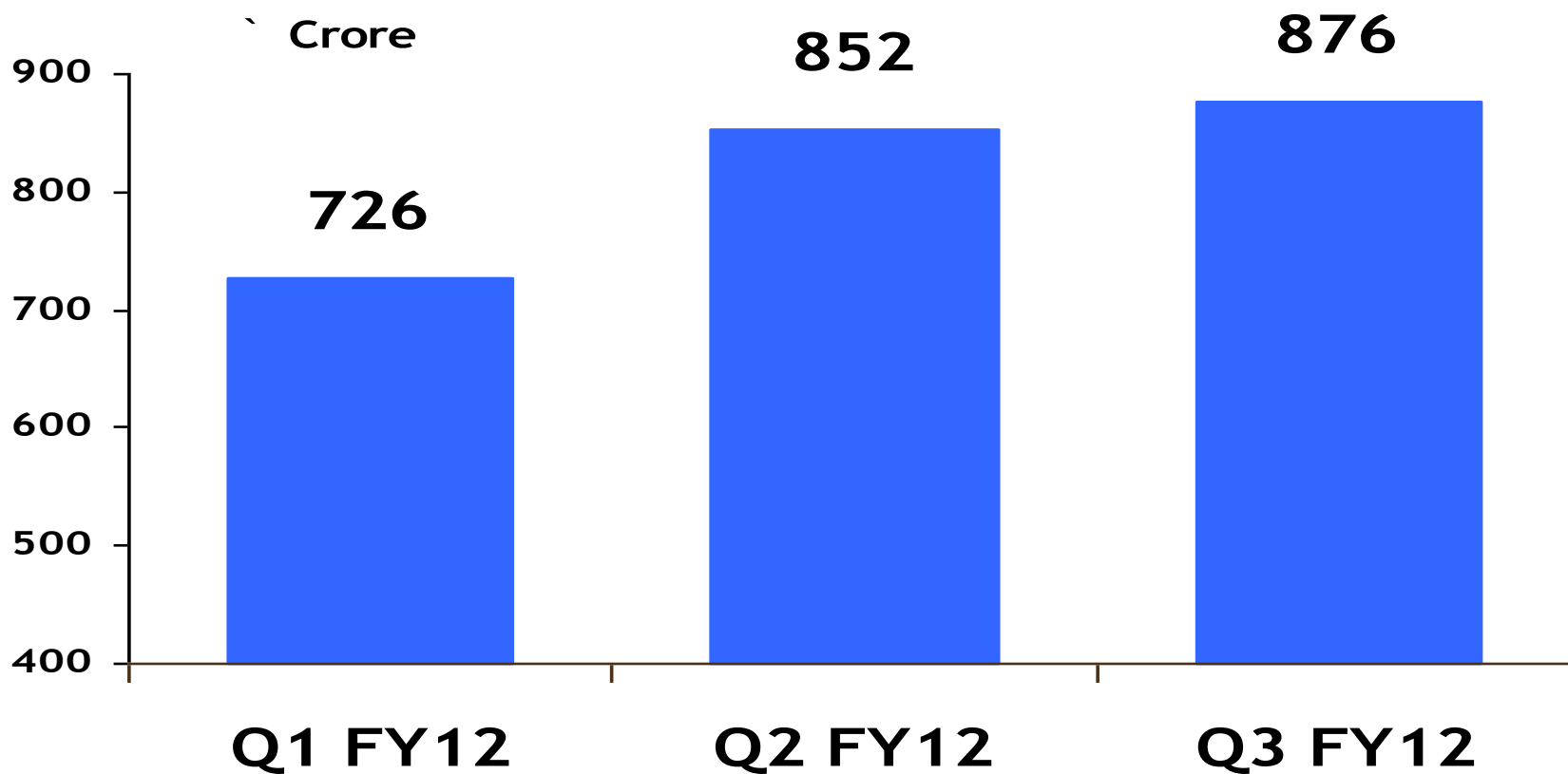
HIGHLIGHTS

Major Highlights

- **Total Business at ` 534710 crore, up by 18% y.o.y**
- **Sequential Increase in Net Profit for 3 Quarters of FY12**
- **Return on Assets at 1.02%**
- **Capital Adequacy Ratio at 13.22%**
- **Tier I Capital Ratio at 9.48%**
- **Record Cash Recovery at `2346 crore for 9 months compared to entire FY11 Cash Recovery of `2032 crore**
- **395 branches and 519 ATMs opened during the last one year, including 312 New Branches and 449 ATMs added in FY 12 so far**



SEQUENTIAL INCREASE IN NET PROFIT





INCOME, EXPENDITURE AND PROFIT

Amt. in ` Crore

	Q3			9M		
	FY11	FY12	Y-o-Y Incr (%)	FY11	FY12	Y-o-Y Incr (%)
Interest Income	5878	7812	32.9	16551	22583	36.4
Interest Expenditure	3789	5894	55.6	10796	16934	56.9
Net Interest Income	2089	1919	--	5755	5649	--
Non-Interest Income	566	779	37.6	1865	2158	15.7
Operating Expenses	1143	1121	--	3208	3355	4.6
Employee Cost	784	713	--	2172	2147	--
Operating Profit	1513	1577	4.2	4412	4452	--
Net Profit	1106	876	--	3127	2454	--

Operating Expenses under Control



PROVISIONS

Amt. in ` Crore

	Q3		9M	
	FY11	FY12	FY11	FY12
Provisions for NPA	130	142	460	904
Standard Assets	61	10	91	60
Income Tax	250	200	750	600
Provision for Investments	20	185	30	261
Other Provisions	-53	164	-46	174
Total Provisions	407	701	1285	1999

**Increase in Provisions on account of Depreciation on Investments (` 185 Cr)
and Restructured Assets (` 157 Cr)**



EARNINGS PROFILE

In Percent

	Q3		9M	
	FY11	FY12	FY11	FY12
	NIM	3.21	2.52	3.15
Domestic NIM	3.61	2.64	3.26	2.60
ROAA	1.62	1.02	1.52	0.95
EPS (₹)	26.97	19.76	76.27	55.39
Book Value (₹)	381.07	422.80	381.07	422.80
ROE	29.61	18.89	29.61	18.89
Cost-Income Ratio	43.03	41.55	42.10	42.97



OTHER INCOME

Amt. in ` Crore

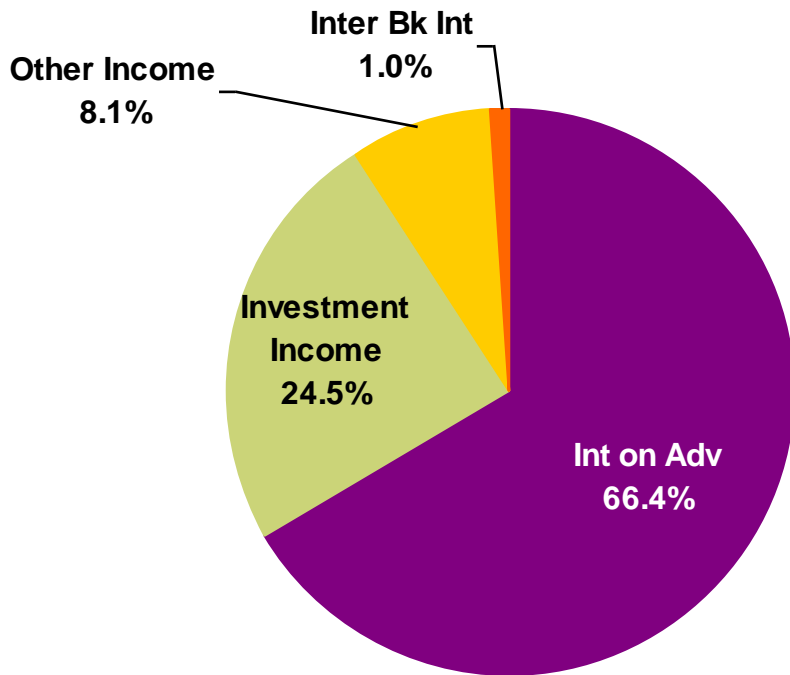
	Q3		9M	
	FY11	FY12	FY11	FY12
Commission & Exchange	169	205	507	582
Profit from Exchange Transaction	120	101	266	304
Trading Profit	29	157	254	229
Dividend Income	36	15	112	97
Recovery in w/off A/cs	72	73	227	270
Other Misc. Income	140	228	499	676
Total Other Income	566	779	1865	2158

37.6% increase in Non-Interest Income Q-o-Q

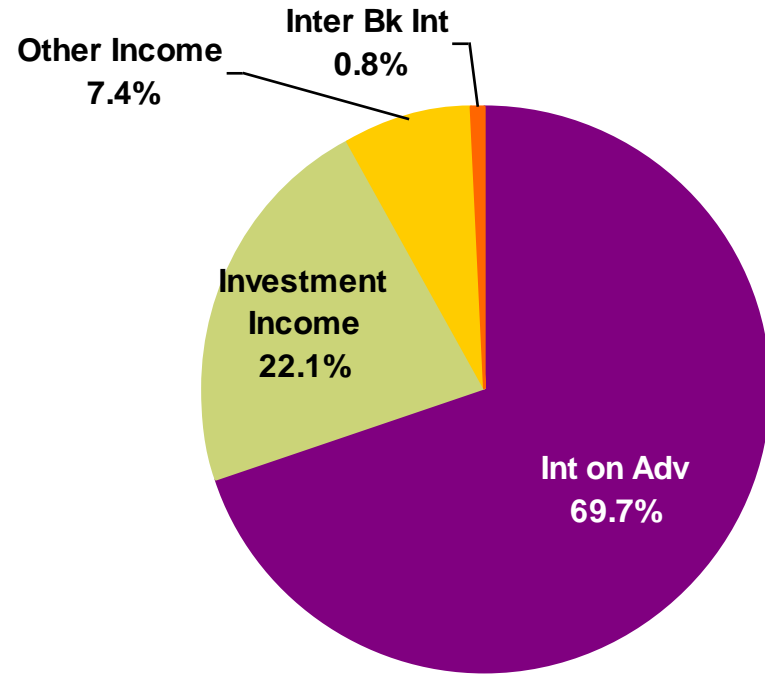


MAJOR COMPONENTS OF INCOME

DECEMBER 2010



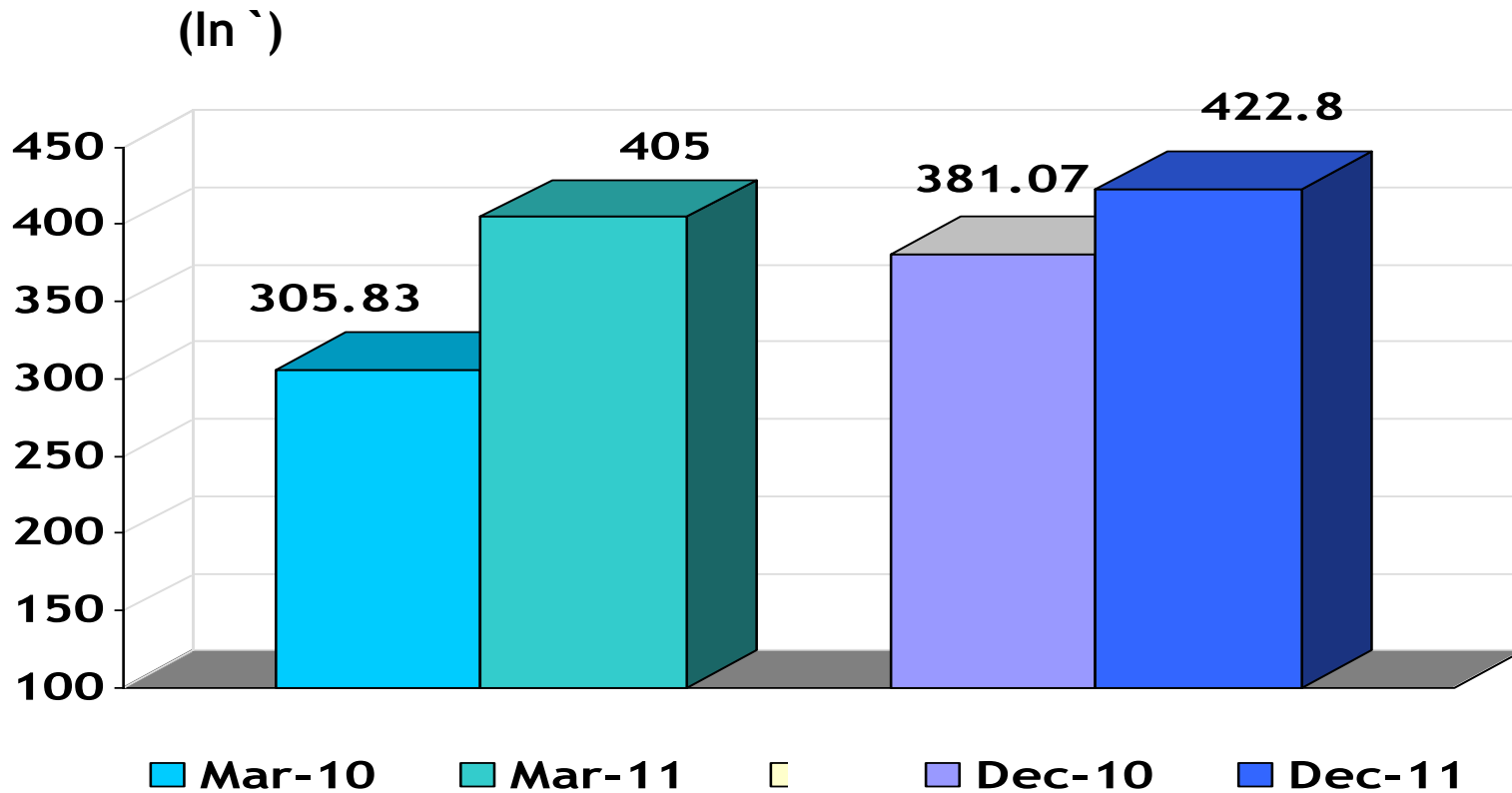
DECEMBER 2011



Interest Income continues to drive growth in income .. 70% of earnings from int on advances



BOOK VALUE



Increase in Book Value on Enlarged Capital



TREND IN COST AND YIELD (%)

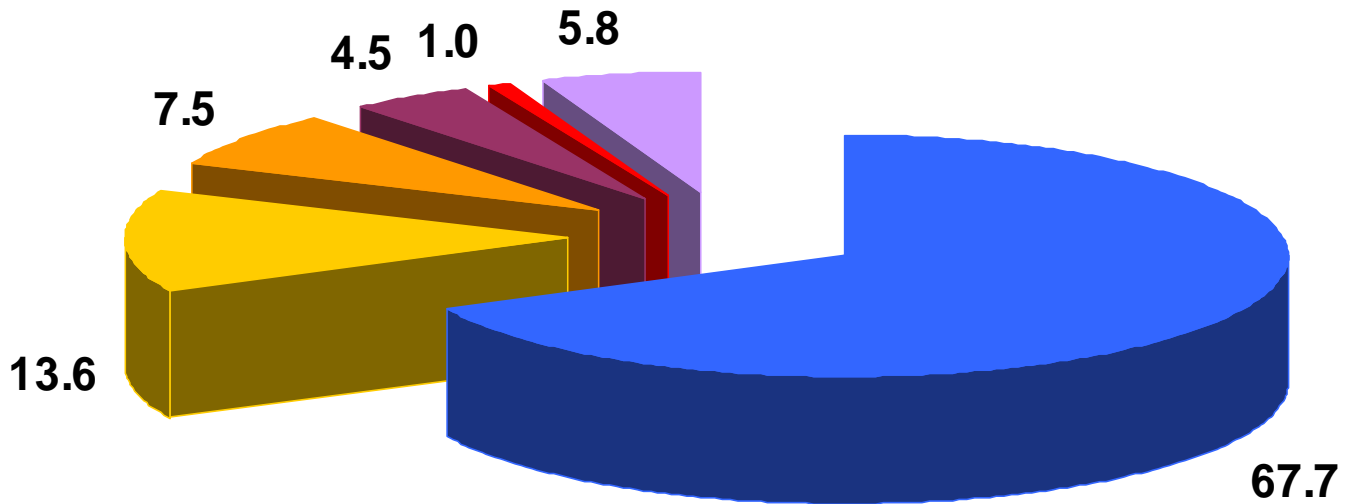
In Percent

	Dec'10	Mar'11	Jun'11	Sep'11	Dec'11
Cost of Deposits	5.66	5.80	7.05	7.13	7.27
Cost of Funds	5.26	5.37	6.50	6.55	6.59
Yield on Advances	9.67	9.73	10.50	10.72	10.85
Yield on Funds	8.12	8.13	8.63	8.76	8.79
Yield on Investments	7.68	7.72	7.86	7.89	7.93



SHAREHOLDING PATTERN

As on December 31, 2011



■ Govt of India ■ FIIs ■ Insurance Companies ■ Resident Individuals ■ Banks ■ Others



BUSINESS PROFILE

Amt. in ` Crore

	Dec'10	Mar'11	Dec'11	Y-o-Y Growth (%)
Global Business	453379	506440	534710	18.0
Global Deposits	263497	293973	315456	19.7
Global Advances (Net)	189882	212467	219253	15.5
CD Ratio (%)	72.06	72.27	69.50	--

Over ` 80000 Crore Business Added



DOMESTIC BUSINESS PROFILE

Amt. in ` Crore

	Dec'10	Dec'11	Y-o-Y Growth (%)	Y-o-Y Growth (%) By the Industry
Domestic Business	430360	506614	17.7	16.5
Domestic Deposits	250785	297827	18.8	16.9
Domestic Advances (Net)	179575	208787	16.3	15.9

Deposits and Advances grew higher than the Industry



CREDIT PORTFOLIO

Amt. in ` Crore

	Dec'10	Mar'11	Dec'11	Y-o-Y Growth(%)
Priority Sector Credit	65891	70757	72753	10.4
Agriculture Credit	27056	29656	31179	15.2
MSME Advances	35348	37684	39017	10.4
Retail Lending	23183	25259	24950	7.6
Housing	14348	15219	15802	10.1
Infrastructure Advances	32480	34702	38754	19.3
Industrial Advances	99706	118281	126665	27.0



PIONEERS IN EDUCATION LOAN

NUMBER 1 AMONGST NATIONALIZED BANKS IN OUTSTANDING EDUCATION LOANS



- Education Loans grew by 13.9 % y.o.y
- Outstanding Education Loans at ` 3898 crore
- The portfolio covers over 2.06 lakh students
- On-line Education Loan application in web portal



FINANCIAL INCLUSION

Holistic
Approach
to Financial
Inclusion

- 150 Rural/Semi Urban Branches opened so far to implement Financial Inclusion Programme, covering 15 States. These 150 branches have so far opened 3.55 lakhs accounts, with a business of ` 214 Cr.
- Mobilized 14.09 lakhs No-frill Accounts during 9 Months of FY12
- Cumulative No-frill Accounts 41.90 lakhs (Balance ` 720 Cr)
- 3.88 lakhs General Credit Cards issued (exposure ` 446 Cr)
- 2.14 lakhs Smart Cards have been issued.
- 19 Exclusive Micro-Finance Branches to help Urban Poor
- Cumulative SHG Tally up at 3.71 Lakhs ..Credit Linked 3.46 Lakhs
- Total Exposure under SHG (` 1170 Cr) spread over 86747 SHGs



FINANCIAL INCLUSION

Holistic Approach to Financial Inclusion

- 26 Financial Literacy and Credit Counseling Centres (FLCCs) in Kerala, Tamil Nadu, Karnataka and Bihar.
- 'Canara Financial Advisory Trust' to manage FLCCs
- Aadhaar enrolment is done in Delhi, Karnataka, Uttar Pradesh, Andhra Pradesh, Bihar, Kerala and Rajasthan.
- So far, 1.61 lakh Aadhaar enrolments completed.
- Electronic Benefit Transfer (EBT) for disbursement of government benefits under NREGP and social security pension has been taken up in 3 districts of Karnataka for payment through Smart Cards.
- The Bank has also participated in implementation of EBT for payment of social security pension in Thovalai taluk of Kanyakumari district, Madukkarai taluk of Coimbatore district and for NREGA payment in Nadauta village in Agra district.



INVESTMENTS

Amt. in ` Crore

	Dec'10	Dec'11
Net Investments (Domestic)	78699	93403
Held to Maturity	61943	67308
Available for Sale	16416	25677
Held for Trading	339	417
SLR Portfolio to NDTL (%)	26.04	25.94



DURATION OF INVESTMENT PORTFOLIO

DURATION OF AFS BOOK AND TOTAL INVESTMENT BOOK

	Dec'10	Dec'11
Duration of AFS Book	4.25	3.21
Duration of HTM Book	6.06	5.47
Duration of Total Investment Book	5.77	4.87

MODIFIED DURATION OF AFS BOOK AND TOTAL INVESTMENT BOOK

	Dec'10	Dec'11
Modified duration of AFS Book	4.04	3.06
Modified duration of HTM Book	5.82	5.25
Modified duration of Total Investment Book	5.54	4.66



ASSET QUALITY

Amt. in ` Crore

	Dec'10	Mar'11	June'11	Sep'11	Dec'11
Gross NPA (` Crore)	2753	3089	3606	3793	3999
Gross NPA Ratio (%)	1.44	1.45	1.67	1.73	1.81
Net NPA (` Crore)	1991	2347	2871	3117	3266
Net NPA Ratio (%)	1.05	1.11	1.34	1.43	1.49
Cash Recovery (` Crore)	1200	2032	750	1558	2346

Record Cash Recovery of `788 crore during Q3FY12



MOVEMENT OF NPA

Amt. in ` Crore

	March'11	June'11	Sep'11	Dec'11
Opening Balance	2590	3089	3606	3793
Fresh Slippages (+)	3508	1373	1236	862
Upgradation (-)	889	224	161	147
Cash Recovery (-)	1071	345	345	400
Write-off (-)	1049	287	543	109
Closing Balance	3089	3606	3793	3999

Total Cash Recovery at `788 crore includes recovery of unapplied interest (` 211 Cr), Write back (` 73 Cr) and upgradation from out of current quarter slippages (` 104 Cr)



SECTORAL NPA

Amt. in ` Crore

	March'11	June'11	Sep'11	Dec'11
Micro & Small Enterprises	555	1149	1318	1059
Agriculture	663	835	826	759
Other Priority Segments	474	463	400	366
Medium Enterprises	135	182	118	128
Large Industries	300	583	522	847
Non-Priority Segments	962	394	609	840
Total	3089	3606	3793	3999



COMPOSITION GROSS NPA

Amt. in ` Crore

	March'11	June'11	Sep'11	Dec'11
Substandard Assets	1586 (51.3%)	2053 (56.9%)	2393 (63.1%)	2129 (53.2)
Doubtful Assets	1477 (47.8%)	1527 (42.4%)	1371 (36.1%)	1840 (46.0)
Loss Assets	26 (0.9%)	26 (0.7%)	29 (0.8%)	30 (0.8)
Total NPA	3089 (100%)	3606 (100%)	3793 (100%)	3999

Figures in brackets denote percentage to total



AMOUNT RESTRUCTURED DURING Q3 FY12

		Amt. in ` Crore
	No. of Accounts	Amount
Agriculture	1410	16
MSME	297	32
Housing	84	7
Large Advances	20	1191
Others	1367	313
Total	3178	1559

Slippages during Q3 at ` 244 crore



OUTSTANDING RESTRUCTURED ADVANCES AS AT DEC 2011

Amt. in ` Crore

	No. of Accounts	Amount
Agriculture	42595	618
MSME	5306	789
Housing	11194	535
Large Advances	2745	6114
Others	38561	1499
Total	100401	9555

Total Slippages at ` 1043 crore



CAPITAL ADEQUACY

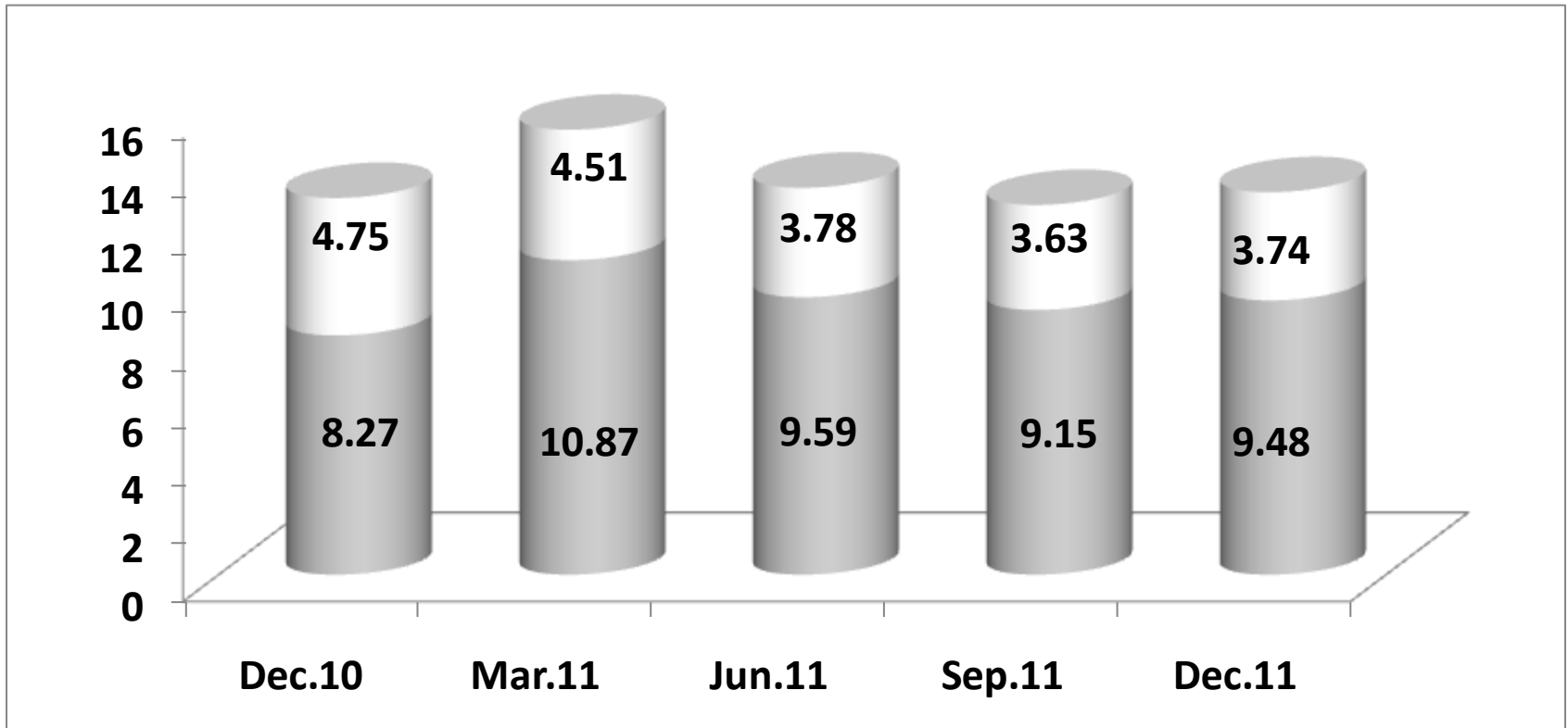
By reckoning 9 months profit, CAR works out to 14.44%, Tier I ratio 10.69%

- **CRAR of 13.22% at December 2011**
- **Tier I ratio at 9.48%**
- **Tier II ratio at 3.74%**
- **Govt. holding at 67.72%**
- **Paid-up Capital at `443 crore**

Strong Capital Adequacy, with sufficient headroom for raising further capital



CAPITAL ADEQUACY - BASEL II



Total CRAR
%

13.02%

15.38%

13.37%

12.78%

13.22%



EXPANDING THE REACH

	Dec'10	Mar'11	Dec'11	Y-o-Y Incr
Branch Network	3174	3257	3569	395
ATM Strength	2146	2216	2665	519
Card Base (In Lakh)	56.79	59.69	69.21	12.42

- **Branch Network Expanded by 395 and ATMs by 519**
- **Addition of 312 branches and 449 ATMs during FY12 so far**
- **5th Overseas Branch opened at Manama**



DEDICATING 106 BRANCHES AND 106 ATMS TO THE NATION - ON 19th Nov' 2011- The Bank's Founder Day



The Grand Function was Graced by the Hon'ble Union Finance Minister Shri Pranab Mukherjee in Mumbai



EXPANDED CLIENTELE BASE

(In Lakhs)

	Dec'10	Mar'11	Dec'11	Increase Over Mar'11
Clientele Base	381	387	414	27
No. of Deposit A/Cs	338	342	367	25
No. of Borrowal A/Cs	43	45	47	2

**4.14 Crore
Strong
Clientele
Base**

27 lakhs Clientele Added During the Nine Months Period



AWARDS



- **National Award - 2011 for excellence in the field of Khadi and Village Industries – Best Bank, South Zone for PMEGP.**
- **Corporate Social Responsibility Award for the year 2010-11 conferred by Institute of Public Enterprises and Subir Raha Centre for Corporate Governance, Hyderabad.**
- **Coveted 'SKOCH Award' for the Bank's financial inclusion activities.**



THANK YOU