

PERFORMANCE HIGHLIGHTS JUNE 2014



HIGHLIGHTS - JUNE'2014

- ◆ Net profit for Q1FY15 improved to `807 crore vis-à-vis `611 crore for Q4FY14, with a sequential growth of 32.1%.
- ◆ Record Cash Recovery at 2019 crore in Q1 more than doubled compared to `888 crore last year.
- ◆ Gross NPA Ratio down to 2.67% from 2.91% as at June 2013.
- ◆ Net NPA ratio down to 2.03% from 2.48% as at June 2013.
- ◆ Recovery from technically written off accounts at `867 crore (11.74% of outstanding amount). Upgradation during the quarter was at `535 crore.
- ◆ Provision Coverage ratio increased to 60.10% from 58.18% last year.
- ◆ Core Fee income (excl Treasury Profit) up by 18% to `936 crore from `795 crore last year.
- ◆ Total Business up by over `1.00 lakh crore (15.8% y-o-y) to `7.32 lakh crore.
- ◆ Total Deposits up by 12.3% y-o-y to `4.29 lakh crore.
- ◆ CASA ratio (domestic) at 24.15%, same level as last year.



HIGHLIGHTS - JUNE'2014

- ◆ Advances (net) up by 21.2% y-o-y to `3.03 lakh crore.
- ◆ Continued robust growth in retail business - MSME (33%), MSE (33%), Retail Lending (43%), Housing Loans (41%) and other personal loans (69%), of which Vehicle Loans (59%).
- ◆ 255 branches and 197 ATMs added during the Q1FY15, taking the total to 5010 branches and 6509 ATMs.
- ◆ Enhanced E-transactions to 44.34% from 33.94% last year.
- ◆ Income from loans/advances for Q1 FY15 rose by 22.6% to `7905 crore.
- ◆ Net Interest Income for Q1 FY15 at `2429 crore, increased by 22% y-o-y.
- ◆ Net Interest Margin (NIM) (Domestic) improved to 2.42% from 2.33% in Q1FY14 and 2.40% in Q4FY14. NIM (Global) improved to 2.30% from 2.21% in Q1 FY14 and 2.27% in Q4FY14.
- ◆ With a total provision at `988 crore in Q1 FY15, net profit for the Q1 improved to `807 crore.



PERFORMANCE HIGHLIGHTS- BUSINESS

Amt. in ` Crore

| Parameters | JUNE'13 | SEP'13 | Dec'13 | MAR'14 | JUNE'14 | SEQ (%) | y.o.y Growth (%) |
|----------------|---------|--------|--------|--------|---------|---------|------------------|
| Deposits | 381972 | 391613 | 408924 | 420723 | 428976 | 1.96 | 12.31 |
| Advances (net) | 249891 | 281104 | 287700 | 301067 | 302964 | 0.63 | 21.24 |
| Business | 631863 | 672717 | 696624 | 721790 | 731940 | 1.41 | 15.84 |
| C-D Ratio | 65.42 | 71.78 | 70.36 | 71.56 | 70.62 | -- | -- |

Note : SEQ- Sequential Quarter - Q1FY15 over Q4FY14



PERFORMANCE HIGHLIGHTS- OVERSEAS BUSINESS

| Parameters | JUN'13 | | MAR' 14 | | JUN'14 | | y.o.y Growth |
|-------------------|--------|-------|---------|-------|--------|-------|--------------|
| | USD Mn | ` Crs | USD Mn | ` Crs | USD Mn | ` Crs | (%) |
| Deposits | 2892 | 17045 | 3645 | 21870 | 3792 | 22875 | 34.20 |
| Advances | 3152 | 18434 | 3241 | 19224 | 3082 | 18319 | -0.62 |
| Gross Income | 48 | 267 | 181 | 1092 | 53 | 319 | 19.24 |
| Gross Expenditure | 33 | 183 | 141 | 851 | 41 | 244 | 33.39 |
| Gross Profit | 15 | 84 | 40 | 242 | 13 | 75 | (10.71) |

Overseas Business constitute 5.65% of the Total Business



PERFORMANCE HIGHLIGHTS- PROFITABILITY-Q1FY15

Amt. in ` Crore

| Parameters | Q1FY14 | Q4FY14 | Q1FY15 | SEQ (%) | y.o.y Growth (%) |
|------------------|--------|--------|--------|---------|------------------|
| Total Income | 10508 | 11610 | 11728 | 1.02 | 11.61 |
| Total Expenses | 8610 | 9728 | 9933 | 2.11 | 15.37 |
| Operating Profit | 1898 | 1882 | 1795 | -4.62 | -5.44 |
| Net Profit | 792 | 611 | 807 | 32.08 | 1.87 |
| NIM (%) Domestic | 2.33 | 2.40 | 2.42 | -- | -- |
| NIM (%) Global | 2.21 | 2.27 | 2.30 | -- | -- |



PERFORMANCE HIGHLIGHTS- EXPANDING THE REACH

| | Jun'13 | Mar'14 | Jun'14 | Y-o-Y incr. |
|----------------------|--------|--------|--------|-------------|
| Branch Network | 3770 | 4755 | 5010 | 1240 |
| ATM Strength | 3754 | 6312 | 6509 | 2755 |
| Debit Card (In Lakh) | 106.84 | 151.29 | 161.51 | 51.17 |

| | |
|-----------|-----|
| E-Lounges | 115 |
|-----------|-----|

5003 domestic Branches

7 overseas branches at Johannesburg, New York, London, Leicester, Shanghai, Manama & Hong Kong

| Population group | No.of branch | % to total |
|--------------------|--------------|------------|
| Rural | 1531 | 30% |
| Semi-Urban | 1544 | 31% |
| Rural + Semi-Urban | 3075 | 61 |
| Urban | 991 | 20% |
| Metro | 937 | 19% |



BUSINESS SEGMENTS



SEGMENT WISE DEPOSITS

Amt. in ` Crore

| Parameters | JUN'13 | SEP'13 | DEC'13 | MAR'14 | JUN'14 | y.o.y Growth (%) |
|-------------------------------|--------|--------|--------|--------|--------|------------------|
| Total Deposits | 381972 | 391613 | 408924 | 420723 | 428976 | 12.31 |
| Current | 14374 | 15208 | 14793 | 17744 | 16749 | 16.52 |
| Saving | 73938 | 80070 | 79671 | 85536 | 81594 | 10.35 |
| CASA | 88312 | 95278 | 94465 | 103279 | 98343 | 11.36 |
| CASA (%)Dom | 24.15% | 25.6% | 24.3% | 25.9% | 24.15 | -- |
| Term Deposits | 293659 | 296335 | 314460 | 317443 | 330633 | 12.59 |
| - PRDs + CDs | 51253 | 54205 | 63727 | 64443 | 56458 | 10.16 |
| % PRDs +CDs to Total Deposits | 13.42 | 13.84 | 15.58 | 15.32 | 13.16 | -- |



BROAD BASED CREDIT GROWTH Y.o.Y

| Credit Segments | Jun'13 Y.o.Y | Mar'14 Y.o.Y | Jun'14 Y.o.Y |
|----------------------|-----------------|-----------------|-----------------|
| Priority Sector | 27% | 24% | 25% |
| Agriculture | 38% | 20% | 25% |
| MSME | 16% | 35% | 33% |
| MSE | 23% | 38% | 33% |
| Retail | 10% | 45% | 43% |
| Housing | 5% | 50% | 41% |
| Other Personal Loans | 28% | 58% | 69% |
| - Of which Vehicle | 29% | 62% | 59% |



LOANS & ADVANCES SEGMENT

Amt. in ` Crore

| Parameters | JUN'13 | SEP'13 | DEC'13 | MAR'14 | JUN'14 | y.o.y Growth (%) |
|----------------------|--------|--------|--------|--------|--------|------------------|
| Advances (Net) | 249891 | 281104 | 287700 | 301067 | 302964 | 21.24 |
| Total Priority | 83085 | 88280 | 93018 | 97762 | 103694 | 24.80 |
| Agriculture | 43292 | 44042 | 45703 | 48797 | 53956 | 24.63 |
| - Direct Agriculture | 40195 | 39995 | 41787 | 44268 | 45202 | 12.46 |
| - Indirect Agri | 3097 | 4047 | 39165 | 4529 | 8754 | 182.66 |
| Other Priority | 12100 | 12603 | 12848 | 13345 | 13721 | 13.40 |
| MSME | 37173 | 43464 | 47678 | 50040 | 49316 | 32.67 |
| MSE | 27873 | 31773 | 34773 | 36703 | 37186 | 33.41 |
| Retail Credit | 25231 | 30274 | 32847 | 33529 | 36197 | 43.46 |

Mandated Targets under Priority Sector

Achieved the mandated targets in respect of:

- Agriculture (18.7% against 18% norm)
- Direct agriculture (15.6% against 13.5% norm)
- Credit to specified minority communities (17.5% against 15% norm)
- Weaker Section (10.6% against 10% norm)
- M&SE (33.4% y.o.y growth against 20% norm)
- Number of Micro Enterprises accounts (63.3% growth against 10% norm)
- Credit to women beneficiaries increased to 15.95% as against 5% norm.



Performance of Retail Advances

Amt. in ` Crore

| Type of Advances | JUN'13 | SEP'13 | DEC'13 | MAR'14 | JUN'14 | SEQ(%) | y.o.y Growth (%) |
|--------------------------|--------------|--------------|--------------|--------------|--------------|--------------|------------------|
| Housing loans | 14406 | 18392 | 20042 | 19684 | 20347 | 3.37% | 41.24% |
| Other Personal Loans | 6409 | 7211 | 8014 | 8944 | 10804 | 20.79% | 68.58% |
| - Of which Vehicle loans | 2091 | 2344 | 2791 | 3099 | 3335 | 7.62% | 59.42% |
| Education loans | 4416 | 4671 | 4791 | 4901 | 5046 | 2.96% | 14.27% |
| Grand total | 25231 | 30274 | 32847 | 33529 | 36197 | 7.96% | 43.46% |



EXPOSURE - INFRASTRUCTURE

Amt. in ` Crore

| Parameters | JUN'13 | DEC'13 | MAR'14 | JUN'14 | % Share Total Adv | y.o.y Growth (%) |
|---|--------|--------|--------|--------|-------------------|------------------|
| Roads | 5923 | 6529 | 6980 | 7242 | 2.37 | 22.27 |
| Ports | 613 | 1112 | 1092 | 1093 | 0.36 | 78.30 |
| Airports | 1474 | 1380 | 1827 | 1788 | 0.58 | 21.30 |
| Power (Generation, Transmission & Distribution) | 35804 | 38414 | 38294 | 42165 | 13.79 | 17.77 |
| Telecom | 6289 | 7190 | 6572 | 6629 | 2.17 | 5.41 |
| Other Infrastructure | 2009 | 2849 | 2983 | 2836 | 0.93 | 41.16 |
| Total Infrastructure | 52113 | 57474 | 57748 | 61751 | 20.20 | 18.49 |



EXPOSURE - POWER SECTOR & AVIATION

Amt. in ` Crore

| Parameters | JUN'13 | DEC'13 | MAR'14 | JUN'14 | % Share Total Adv | SEQ(%) | y.o.y Growth (%) |
|-------------------------|--------|--------|--------|--------|-------------------------|--------|------------------------|
| -Power Generation | 15796 | 19334 | 20003 | 21985 | 7.19 | 9.91 | 39.18 |
| -Power Transmission | 2072 | 2286 | 2215 | 2166 | 0.71 | -2.21 | 4.54 |
| -Power Distribution | 17936 | 16794 | 16076 | 18014 | 5.89 | 12.06 | 0.43 |
| Total Power | 35804 | 38414 | 38294 | 42165 | 13.79 | 10.11 | 17.77 |
| Of which SEBs | 23763 | 23927 | 23002 | 25723 | 8.41 | 11.83 | 8.25 |
| Exposure to Aviation | 1961 | 1833 | 1761 | 2009 | 0.66 | 14.08 | 2.45 |



EXPOSURE TO OTHER SECTORS

Amt. in ` Crore

| | JUN'13 | DEC'13 | MAR'14 | JUN'14 | SEQ(%) | y.o.y Growth (%) |
|---|--------|--------|--------|--------|--------|------------------|
| EXPOSURE TO CAPITAL MARKET | | | | | | |
| Outstanding | 2355 | 2312 | 2210 | 2365 | 7.01 | 0.42 |
| EXPOSURE TO NBFCs | | | | | | |
| Total | 20376 | 31293 | 26163 | 25474 | -2.63 | 25.02 |
| Out of above : | | | | | | |
| HFCs | 5701 | 11433 | 8144 | 8367 | 2.74 | 46.76 |
| Private | 9191 | 14740 | 12163 | 11621 | -4.46 | 26.44 |
| Public | 5481 | 5119 | 5536 | 5176 | -6.50 | -5.56 |
| EXPOSURE TO COMMERCIAL REAL ESTATE | | | | | | |
| Outstanding | 1842 | 3176 | 3483 | 3086 | -11.40 | 67.54 |



FINANCIALS



PROFITABILITY- Q1 FY15

Amt. in ` Crore

| Parameters | Q1FY14 | Q2 FY14 | Q3 FY14 | Q4 FY14 | Q1 FY15 | SEQ (%) | y.o.y Growth (%) |
|------------------|--------|---------|---------|---------|---------|---------|------------------|
| Total Income | 10508 | 10427 | 10935 | 11610 | 11728 | 1.02 | 11.61 |
| Total Expenses | 8610 | 9003 | 9344 | 9728 | 9933 | 2.11 | 15.37 |
| Operating Profit | 1898 | 1425 | 1591 | 1882 | 1795 | -4.62 | -5.44 |
| Provisions | 1106 | 799 | 1182 | 1271 | 988 | -22.27 | -10.67 |
| Net Profit | 792 | 626 | 409 | 611 | 807 | 32.08 | 1.87 |
| Net Int. Income | 1991 | 2191 | 2227 | 2535 | 2429 | -4.18 | 22.00 |
| Non Int. Income | 1238 | 773 | 851 | 1070 | 1027 | -4.02 | -17.07 |



BREAK-UP : INCOME - Q1 FY15

Amt. in ` Crore

| Parameters | Q1 FY14 | Q2 FY14 | Q3 FY14 | Q4 FY14 | Q1 FY15 | SEQ (%) | y.o.y Growth (%) |
|-------------------------|---------|---------|---------|---------|---------|---------|------------------|
| Interest on Advances | 6450 | 6964 | 7360 | 7683 | 7905 | 2.89 | 22.56 |
| Interest on Investments | 2482 | 2597 | 2575 | 2598 | 2625 | 1.04 | 5.78 |
| Other Interest Income | 338 | 93 | 149 | 259 | 171 | -33.98 | -49.39 |
| Total Interest Income | 9270 | 9654 | 10084 | 10540 | 10701 | 1.53 | 15.44 |
| Non - Interest Income | 1238 | 773 | 851 | 1070 | 1027 | -4.02 | -17.07 |
| Total Income | 10508 | 10427 | 10935 | 11610 | 11728 | 1.02 | 11.61 |



BREAK-UP : EXPENDITURE - Q1 FY15

Amt. in ` Crore

| Parameters | Q1 FY14 | Q2 FY14 | Q3 FY14 | Q4 FY14 | Q1 FY15 | SEQ (%) | y.o.y Growth (%) |
|----------------------|---------|---------|---------|---------|---------|---------|------------------|
| Interest Expenses | 7278 | 7463 | 7857 | 8005 | 8272 | 3.34 | 13.65 |
| Interest on Deposits | 6948 | 6923 | 7311 | 7476 | 7702 | 3.02 | 10.86 |
| Staff Expenses | 887 | 933 | 873 | 979 | 1038 | 6.03 | 17.02 |
| Other Op Exp | 444 | 607 | 614 | 744 | 623 | -16.26 | 40.31 |
| Total Op Exp | 1331 | 1539 | 1488 | 1723 | 1661 | -3.60 | 24.79 |
| Total Expenses | 8610 | 9003 | 9344 | 9728 | 9933 | 2.11 | 15.37 |



BREAK-UP: NON-INTEREST INCOME

Amt. in ` Crore

| Parameters | Jun'13 (Q1FY14) | Mar'14 (Q4FY14) | Jun'14 (Q1FY15) | y.o.y Growth (%) |
|--|--------------------|--------------------|--------------------|------------------------|
| Com & Exchange | 200 | 284 | 209 | 4.50 |
| -Bancassurance | 11 | 21 | 11 | 0.54 |
| Profit from Exch. Transactions | 178 | 226 | 263 | 47.75 |
| Rent - Lockers | 58 | 2 | 66 | 14.32 |
| Dividend Income | 7 | 19 | 7 | -- |
| Recovery in W/Off A/cs | 80 | 111 | 108 | 35.00 |
| Service Charges & Oth. Msc Income | 246 | 353 | 283 | 15.04 |
| Total (Excluding Treasury Trading Profit) | 795 | 995 | 936 | 17.73 |

Core fee income excluding Treasury Trading Profit up by 18% to ` 936 crore. Total Non interest income is at ` 1027 crore



BREAK-UP : PROVISIONS- Q1FY15

Amt. in ` Crore

| Provisions for | Q1 FY14 | Q2 FY14 | Q3 FY14 | Q4 FY14 | Q1 FY15 |
|--|-------------|------------|-------------|-------------|------------|
| NPAs | 443 | 347 | 543 | 802 | 1125 |
| Restructured Assets /Diminution in Fair value | 193 | (55) | 25 | (169) | 0.5 |
| Standard Assets | 90 | 183 | 93 | 112 | - |
| Provisions on Investments | 88 | 85 | 157 | 362 | (416) |
| Tax | 190 | 125 | 130 | 180 | 200 |
| Others | 102 | 114 | 233 | (16) | 78.5 |
| Total Provision &Contingency | 1106 | 799 | 1182 | 1271 | 988 |



EARNINGS PROFILE

In %

| Parameters | Q1FY14 | Q2FY14 | Q3FY14 | Q4FY14 | Q1FY15 |
|--------------------------------|--------|--------|--------|--------|--------|
| NIM - Domestic | 2.33 | 2.33 | 2.35 | 2.40 | 2.42 |
| NIM - Global | 2.21 | 2.22 | 2.21 | 2.27 | 2.30 |
| ROAA | 0.75 | 0.58 | 0.37 | 0.54 | 0.66 |
| EPS (`) (not Annualized) | 17.88 | 14.13 | 9.24 | 13.65 | 17.49 |
| Book Value (`) | 509.48 | 524.94 | 518.61 | 522.76 | 521.68 |
| ROE (Annualized) | 14.21 | 12.51 | 10.81 | 10.59 | 13.47 |
| Cost-Income Ratio (Cumulative) | 41.22 | 46.34 | 47.0 | 47.22 | 48.06 |



TREND IN COST AND YIELD (%)

(In %)

| | Jun'13 | Sep'13 | Dec'13 | Mar'14 | Jun'14 |
|----------------------|--------|--------|--------|--------|--------|
| Cost of Deposits | 7.54 | 7.50 | 7.48 | 7.42 | 7.44 |
| Cost of Funds | 6.91 | 6.86 | 6.82 | 6.80 | 6.80 |
| Yield on Advances | 10.74 | 10.63 | 10.55 | 10.54 | 10.69 |
| Yield on Funds | 8.80 | 8.81 | 8.75 | 8.79 | 8.80 |
| Yield on Investments | 8.00 | 7.99 | 7.99 | 8.03 | 8.05 |



Investment Classification

Amt. in ` Crore

| Parameters | Jun'13 | % Share in Total Portfolio | Mar'14 | % Share in Total Portfolio | Jun'14 | % Share in Total Portfolio |
|-------------------------|---------------|----------------------------------|---------------|----------------------------------|---------------|----------------------------------|
| SLR | 114565 | 84 | 108095 | 85 | 111401 | 86 |
| Non SLR | 21522 | 16 | 18758 | 15 | 18517 | 14 |
| Total (Domestic) | 136088 | 100 | 126853 | 100 | 129918 | 100 |
| Held For Trading | 484 | 0.4 | 157 | 0.1 | 520 | 0.40 |
| Available For Sale | 69295 | 51.2 | 40575 | 32 | 34008 | 26.3 |
| Held To Maturity | 65551 | 48.4 | 85315 | 67 | 94901 | 73.3 |
| M.DURATION | 4.42 yrs | -- | 4.63 yrs | -- | 4.64 yrs | -- |
| Total (Global) | 136063 | -- | 126828 | -- | 130305 | 100.00 |



ASSET QUALITY



ASSET QUALITY

Amt. in ` Crore

| | June'13 | Sep'13 | Dec'13 | Mar'14 | June'14 |
|-------------------------------|---------|--------|--------|--------|---------|
| Gross NPA | 7329 | 7475 | 8074 | 7570 | 8160 |
| Gross NPA Ratio (%) | 2.91 | 2.64 | 2.79 | 2.49 | 2.67 |
| Net NPA | 6209 | 6459 | 6870 | 5965 | 6150 |
| Net NPA Ratio (%) | 2.48 | 2.30 | 2.39 | 1.98 | 2.03 |
| Cash Recovery (cumulative) | 888 | 1923 | 3135 | 5494 | 2019 |

Cash Recovery of ` 2019 crore during the Q1 FY15



GROSS NPA MOVEMENT - Quarterly (in crore)

| PARTICULARS | 30.06.2013 | 31.03.2014 | 30.06.2014 |
|---|------------|-----------------|-----------------|
| Opening Gross NPA | 6260 | 6260 | 7570 |
| Additions | 2688 | 8443 | 2595 |
| Sub Total | 8948 | 14703 | 10165 |
| Less: Reduction (a+b+c+d)) | 1619 | 7133 | 2005 |
| a) Write Off (Including Addn Prudential Write-off) | 260 | 1591 | 800 |
| b) Upgradation | 1020 | 2853 | 535 |
| c) Recovery for movement (excluding recovery in w/o a/c and unapplied interest) | 339 | 2689 | 670 |
| Gross NPA - Closing Balance | 7329 | 7570 | 8160 |
| Gross Advances | 251970 | 303431 | 305723 |
| Gross NPA % | 2.91 | 2.49 | 2.67 |
| Net NPA | 6209 | 5965 | 6150 |
| Net NPA % | 2.48 | 1.98 | 2.03 |
| Total Cash Recovery (incl.rec. in Wr.-off a/cs, recovery in Current Year slippage & U/A interest) | 888 | 5494 | 2019 |
| Recovery under Loss Assets (Loss asset as at 31.03.2014 - Rs.4185 crore) | -- | 754 (18.06%) | 303 (7.24%) |
| Recovery in Technically written off a/cs (Tech. written off amount as at 31.03.2014 -Rs.7385 crore) | -- | 1247 (16.8%) | 867 (11.74%) |



NPA COMPOSITION

Amt. in ` Crore

| Parameters | JUN'13 | SEPT'13 | DEC'13 | MAR'14 | JUN'14 |
|------------------------------|--------|---------|--------|--------|--------|
| Gross Advances | 251970 | 283024 | 289833 | 303431 | 305723 |
| Sub-Standard | 5178 | 4770 | 5211 | 3436 | 4167 |
| Doubtful | 2125 | 2705 | 2863 | 4134 | 3993 |
| Loss | 26 | NIL | NIL | NIL | NIL |
| Provision Coverage Ratio (%) | 58.18 | 57.77 | 57.39 | 60.11 | 60.10 |



SECTOR-WISE NPA SLIPPAGES

Amt. in ` Crore

| SECTOR | Q1 FY14 | Q2 FY14 | Q3 FY14 | Q4 FY14 | Q1 FY15 | % to total Slippages |
|------------------------------|-------------|-------------|-------------|-------------|-------------|-------------------------|
| Micro & Small Ent. | 278 | 278 | 282 | 38 | 631 | 24.31 |
| Agriculture | 265 | 196 | 243 | 719 | 390 | 15.05 |
| Other Priority Sector | 184 | 116 | 125 | 74 | 184 | 7.10 |
| Total Priority Sector | 727 | 590 | 650 | 831 | 1205 | 46.46 |
| Medium Industries | 48 | 58 | 91 | 73 | 174 | 6.70 |
| Large Industries | 796 | 700 | 544 | 920 | 767 | 29.55 |
| Other Non-Priority | 1011 | 152 | 817 | 221 | 398 | 15.32 |
| Total Non-Priority | 1855 | 910 | 1452 | 1214 | 1338 | 51.57 |
| Total (Domestic) | 2582 | 1500 | 2101 | 2046 | 2544 | 98.03 |
| Overseas | 107 | 20 | - | 88 | 51 | 1.97 |
| Total (Global) | 2688 | 1520 | 2101 | 2134 | 2595 | 100.00 |



SECTOR- WISE NPA OUTSTANDING

Amt. in ` Crore

| SECTOR | Jun'13 | Sep'13 | Dec'13 | Mar'14 | Jun'14 |
|-----------------------------|-------------|-------------|-------------|-------------|-------------|
| Micro & Small Enterprises | 1440 | 1625 | 1488 | 1727 | 1959 |
| Agriculture | 1000 | 1018 | 1016 | 979 | 1179 |
| Other Priority Segments | 460 | 368 | 341 | 250 | 358 |
| Medium Enterprises | 324 | 402 | 379 | 389 | 441 |
| Large Industries | 2141 | 3146 | 3420 | 3279 | 3067 |
| Other Non-Priority Segments | 1964 | 916 | 1430 | 946 | 1155 |
| Total | 7329 | 7475 | 8074 | 7570 | 8160 |



SECTORAL CONTRIBUTION OF NPA

Amt. in ` Crore

| Particulars | Jun'13 | Sep'13 | Dec'13 | Mar'14 | Jun'14 |
|------------------------------|--------|--------|--------|--------|--------|
| Gross Advances | 251970 | 283024 | 289833 | 303431 | 305723 |
| Gross NPA | 7329 | 7475 | 8074 | 7570 | 8160 |
| Gross NPA % | 2.91 | 2.64 | 2.79 | 2.49 | 2.67 |
| Priority Sector Advances | 83085 | 88280 | 93018 | 97762 | 103694 |
| PS as % to Gross Advances | 33.0 | 31.2 | 32.1 | 32.2 | 33.92 |
| Total PS NPA | 2900 | 3011 | 2845 | 2956 | 3496 |
| Total PS NPA% | 3.5 | 3.4 | 3.10 | 3.02 | 3.37 |
| Share of PS NPA to Gross NPA | 39.6 | 40.3 | 35.23 | 39.05 | 42.84 |
| Agriculture NPA | 1000 | 1018 | 1016 | 979 | 1179 |
| Agriculture NPA% | 2.31 | 2.31 | 2.22 | 2.01 | 2.18 |
| MSE NPA | 1440 | 1625 | 1488 | 1727 | 1959 |
| MSE NPA % | 5.20 | 5.11 | 4.28 | 4.71 | 5.44 |
| Other Priority NPA | 460 | 368 | 341 | 250 | 358 |
| Other Priority NPA % | 3.80 | 2.92 | 2.65 | 1.87 | 2.61 |



RESTRUCTURED ASSETS

Amt. in ` Crore

| | Restructured PA | | Restructured NPA | | Total Restructured A/cs | |
|--|-----------------|--------|------------------|--------|-------------------------|--------|
| | No of A/Cs | Amount | No of A/Cs | Amount | No of A/Cs | Amount |
| A/c Restructured in Q1 2013-14 | 125 | 1365 | 9 | 318 | 134 | 1683 |
| A/c Restructured in Q2 2013-14 | 3416 | 973 | 59 | 26 | 3475 | 999 |
| A/c Restructured in Q3 2013-14 | 3032 | 3402 | 54 | 52 | 3086 | 3454 |
| A/c Restructured in Q4 2013-14 | 3323 | 1307 | 47 | 125 | 3370 | 1432 |
| Change in Balance and / or closure of acct during FY 13-14 | -3117 | -2700 | -1038 | 224 | -4155 | -2476 |
| Total Restructued accounts as on 31.03.2014 | 19860 | 20248 | 6230 | 2957 | 26090 | 23205 |
| A/c Restructured in Q1 2014-15 | 1340 | 879 | 59 | 479 | 1399 | 1358 |
| Total Restructued accounts as on 30.06.2014 | 18701 | 20901 | 6899 | 3099 | 25600 | 24000 |



RESTRUCTURED ASSETS UNDER CDR

Amt. in ` Crore

| POSITION AS ON | A/C | Amount |
|-----------------|-----|--------|
| JUNE- 2013 | 84 | 12314 |
| SEPTEMBER-2013 | 91 | 12932 |
| DECECEMBER-2013 | 94 | 12185 |
| MARCH-2014 | 96 | 10446 |
| JUNE- 2014 | 94 | 9224 |



SECTOR WISE RESTRUCTURED ACCOUNTS

| Name of the Sector Details of restructured Accounts | As on 30st Jun 2014 | | (Rs. In crore) |
|--|---------------------|--------------|------------------------------------|
| | No. of accounts | Amount | % to cumulatative Outstanding Amt. |
| INFRASTRUCTURE | 109 | 12062 | 50.26% |
| Of Which Power | | | - |
| POWER | 61 | 8871 | 36.96% |
| State DISCOMS | | 6580 | 27.42% |
| State Transmission | - | - | - |
| State Generation | - | - | - |
| Private | | 2291 | 9.55% |
| Of Which ROADS | 35 | 1378 | 5.74% |
| Of Which PORTS | 2 | 128 | 0.53% |
| Of Which AVIATION | 5 | 1034 | 4.31% |
| Of Which TELECOM | 6 | 652 | 2.72% |
| MINING | 31 | 24 | 0.10% |
| IRON AND STEEL | 115 | 2892 | 12.05% |
| TEXTILE | 409 | 1961 | 8.17% |
| ENGINEERING | 250 | 673 | 2.80% |
| PHARMACEUTICAL | 32 | 195 | 0.81% |
| CEMENT | 27 | 87 | 0.36% |
| HARDWARE | 18 | 77 | 0.32% |
| SHIPPING | 12 | 35 | 0.15% |
| EDIBLE OIL | 9 | 22 | 0.09% |
| AGRICULTURE | 9489 | 385 | 1.60% |
| EDUCATION | 4124 | 95 | 0.40% |
| HOUSING | 4474 | 213 | 0.89% |
| CHEMICAL | 28 | 41 | 0.17% |
| CONSTRUCTION AND REAL ESTATE | 205 | 2799 | 11.66% |
| OTHER INDUSTRIES | 471 | 1098 | 4.58% |
| OTHER SERVICES | 5797 | 1340 | 5.58% |
| TOTAL | 25600 | 24000 | 100.00% |



AMOUNT RESTRUCTURED DURING Q1 FY15

| | | Amt. in ` Crore |
|---------------------------------|-----------------|-----------------|
| | No. of Accounts | Amount |
| Agriculture | 500 | 12 |
| MSME | 297 | 41 |
| Housing / Education loan | 369 | 9 |
| Large Advances | 45 | 986 |
| Others | 188 | 310 |
| Total | 1399 | 1358 |



SECTOR WISE RESTRUCTURED ADVANCES OUTSTANDING AS AT JUNE 2014

Amt. in ` Crore

| | No. of Accounts | Amount |
|---------------------------------|-----------------|--------------|
| Agriculture | 9489 | 385 |
| MSME | 5614 | 643 |
| Housing / Education loan | 8598 | 308 |
| Large Advances | 551 | 13514 |
| Others | 1348 | 9150 |
| Total | 25600 | 24000 |



CAPITAL ADEQUACY - NEW BASEL III NORMS

Capital Adequacy Ratio

- CRAR of 10.23% at JUN 2014 Vs. 9% norm
- CET ratio at 7.12% vs. 5.5% norm
- Tier I ratio at 7.39% vs. 7% norm
- Tier II ratio at 2.84%
- Govt. holding at 69%
- Paid-up Capital at ` 461.26 crore

**Sufficient headroom available for raising further capital
Plans to raise equity capital during FY15 to augment Tier I capital**



CAPITAL ADEQUACY - BASEL III

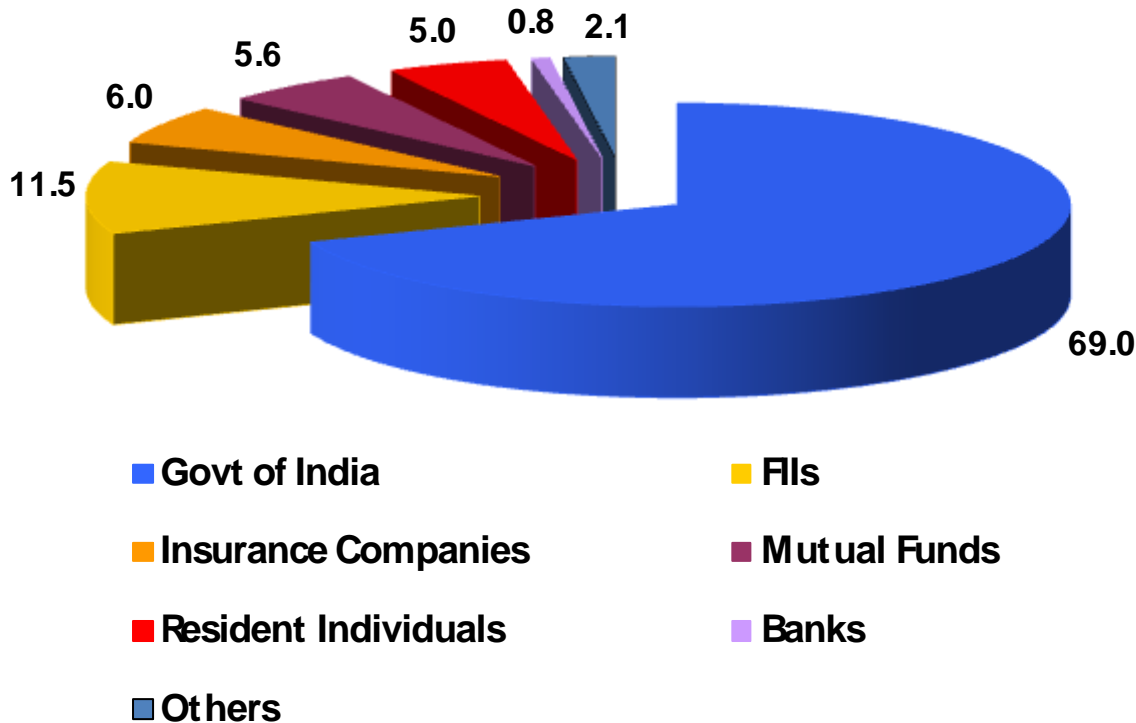
Amt. in ` Crore

| Particulars | BASEL III | | | | JUN'14 |
|-----------------------------|--|---|---|---|---|
| | JUN'13 | SEPT'13 | DEC-13 | Mar'14 | |
| Risk-weighted Assets | 260699 | 273066 | 302533 | 312226 | 321819 |
| Tier I Capital | 23260 | 23273 | 22609 | 23991 | 23802 |
| Tier I Ratio% | CET: 8.51% AT I: 0.41% Tier I: 8.92% | CET: 8.13% AT I: 0.39% Tier I:8.52% | CET: 7.13% AT I: 0.35% Tier I:7.48% | CET: 7.41% AT I: 0.27% Tier I:7.68% | CET: 7.12% AT I: 0.27% Tier I:7.39% |
| Tier II Capital | 5762 | 5724 | 7097 | 9205 | 9133 |
| Tier II Ratio% | 2.21 | 2.10 | 2.35 | 2.95 | 2.84 |
| Total Capital | 29022 | 28997 | 29706 | 33196 | 32936 |
| CRAR% | 11.13 | 10.62 | 9.83 | 10.63 | 10.23 |



SHAREHOLDING PATTERN

As on JUNE 30, 2014



| | |
|-----------------------|-------|
| Govt. | 69 |
| FIIs | 11.50 |
| Insurance Companies | 6.04 |
| Mutual Funds | 5.63 |
| Residents Individuals | 4.95 |
| Banks | 0.76 |
| Others | 2.12 |



FINANCIAL INCLUSION

Holistic Approach to Financial Inclusion

- The Bank has been allotted 10122 villages and urban wards (1624 villages in more than 2000 population category, 8425 villages in less than 2000 population category and 73 urban wards).
- 610 Brick and Mortar Branches have been opened in FI villages, which have mobilized a business of `6121 crore in 26 lakh accounts.
- The Bank has engaged 2402 Business Correspondent Agents (BCAs) through 5 Corporate Business Correspondents to cater to banking requirements in 5169 villages.
- Out of 544 Ultra Small branches, 42 USBs are upgraded as branches.
- Opened 2.60 lakh BSBD accounts during Q1FY15, taking the total tally under BSBD accounts to 87.88 lakh, with a deposit balance of `1630 crore.
- In built OD facility permitted to 3.23 lakh beneficiaries, amounting to `124 crore and exposure under IOD is `60 crore.
- 60 Financial Literacy Centres opened at District/ Block levels since inception have provided financial education to 18727 persons during this quarter.



FINANCIAL INCLUSION

Holistic Approach to Financial Inclusion

- 1106 Farmers' Clubs to disseminate the principles of development through credit among the rural masses.
- During the quarter, the Bank disbursed credit to the extent of ₹143 crore to 8796 SHGs.
- Provided life coverage to 18919 group members/ BSBD account holders under Micro Insurance policy during the quarter.
- Aadhaar enrollment rose to 520477 (in Karnataka 28394 enrollments, in Rajasthan - 59748 and Uttar Pradesh - 395599).
- The Bank is leading in the industry under the number of customers account seeded with Aadhaar at 43.14 lakh as at end-June 2014. Seeding of Aadhaar through the use of alternate channels stood at 15559 using DSDV utility of UIDAI.



NEW PRODUCTS

New Products /Scheme s

- **4 new MSME Schemes launched during the quarter:**
 - **Canara MSME CAP-** for financing against Property
 - **MSME VAHAN-** to finance MSME Entrepreneurs for purchase of Passenger Vehicles
 - **Canara MSE SMART** - for financing Professionals for business needs
 - **MSE VIJETA** - for financing of Women Entrepreneurs
- **Under 'Project Shikhar'** - a business process reengineering initiative undertaken by the Bank, 50 branches have been transformed as Shikhar branches on pilot basis. Standardization of processes in 5 pilot retail asset hubs and 5 central processing centres has been implemented.
- **Facility for opening online SB Joint Account** introduced.



IMPORTANT CUSTOMER-FRIENDLY TECHNOLOGY INITIATIVES

- Canara e-info book extended to 8 regional languages (Hindi, English, Kannada, Tamil, Malayalam, Telugu, Marathi and Bengali) with added facilities, viz., facility for windows tablets, locker appointment booking and e-lounge locator.
- National Automated Clearing House mandate management implemented.
- Biometric authentication introduced for locker access.
- Small value money transfer facility for migrant population introduced.
- ATM facility for visually challenged persons - Voice Guidance Solution introduced.
- Domestic funds transfer facility through card using ATMs introduced.
- CTS implemented at Agra, Ranchi, Dehradun, Bhilwara, Udaipur, Kanpur, Varanasi, Allahabad and Jamshedpur MICR Centres which are linked to Northern Grid.
- Printing of ATM receipts in any 3 languages (English, Hindi and regional language) implemented.
- Missed call facility for transaction enquiry in Hindi introduced.



EXPANDED CLIENTELE BASE

(In Lakhs)

| | Jun'13 | Mar'14 | Jun'14 | Y-o-Y Increase | % Y-o-Y Growth |
|----------------------|--------|--------|--------|----------------|----------------|
| Clientele Base | 499 | 555 | 565 | 66 | 13.2% |
| No. of Deposit A/cs | 435 | 489 | 498 | 63 | 14.5% |
| No. of Borrowal A/cs | 64 | 66 | 67 | 3 | 4.7% |

**5.65
Crore
Strong
Clientele
Base**

66 lakhs Clientele added Y-o-Y



MAJOR EVENTS

Celebrating 19th July, 2014, the Banks' Nationalization Day with 108 FI branches and 108 ATMs inaugurated by Shri Arun Jaitley, Hon'ble Union Minister for Finance, Corporate Affairs & Defence, Govt. of India.





MAJOR AWARDS/ACCOLADES IN FY15

In recognition of the varied initiatives, the Bank was conferred with the following awards during the quarter:

➤ Conferred with “Asia HRD Award” under the category “Contribution to Organization” of the Asia HRD Congress Awards - 2014.

➤ Awarded by NABARD for its performance in the State of Karnataka under Share of SHG business to overall business during 2012-13 and Maximum number of branches involved in SHG-Bank linkage programme during 2012-13.

➤ Awarded Platinum Award under the category of “Innovation” in the Skoch Financial Inclusion & Deepening Award 2014. The Bank also received “Order-of-Merit” Certificate in the 7 categories of Access to Banking and Financial Services, CSR, Customer Service, SME Advances, Technology, Strategy and Innovation.





MAJOR AWARDS/ACCOLADES IN FY15

➤ Conferred with “Gold Award” under the Corporate Category for “Innovation in Recruitment” and the Bank’s C&MD Shri R K Dubey was conferred with “Leading CEO of the Year - Platinum Award” under Individual Category instituted by prestigious M/s Greentech Foundation, New Delhi.

➤ Conferred with Pt. Madan Mohan Malviya Silver Award for Education 2014 for its CSR initiative of “Promoting Computer Education and Employment”.

➤ Awarded the "Namma Bengaluru's Best Brand" among Bangalore's Top 50 Brands.

➤ Conferred with the Best PSB award and C&MD Shri R.K. Dubey was conferred the Banking Financial Services & Insurance Lifetime Achievement Award by Lokmat Group.





GOALS - MAR'15

**PLAN
S
FY15**

- Aims to reach an aggregate business figure of over `8 lakh crore.
- Plans to take the number of branches to 6000+ and number of ATMs to 10000 by March 2015.
- Bank has received RBI's approval for opening 3 more branches in UK. Further, the Bank plans to open branches in Dubai, Germany and Subsidiaries in Brazil, Tanzania and a Representative Office in Japan during the year.
- Thrust on Retail Business- CASA, retail deposits, retail credit, recovery, fee income and asset quality.
- Ongoing thrust on technology and business process reengineering.
- Thrust on improving operational financial ratios, such as, NIM, RoA, RoE and Cost-to-Income.
- Plans to have Gross NPA around 2% and Net NPA around 1.5%.



THANK YOU