

PERFORMANCE HIGHLIGHTS SEPTEMBER 2014



HIGHLIGHTS - SEPT'2014

- ◆ Total Business up by 14.8% y-o-y to ` 7.72 lakh crore.
- ◆ Total Deposits up by 17.8% y-o-y to ` 4.61 lakh crore.
- ◆ Advances (net) up by 10.6% y-o-y to ` 3.11 lakh crore.
- ◆ Continued robust growth in retail business - MSME (27%), MSE (30%), Retail Lending (28%), Housing Loans (10%), Vehicle Loans (49%) and other personal loans (101%).
- ◆ Income from loans/advances for Q2 FY15 rose by 14.9% to ` 8005 crore.
- ◆ Total fee income for the quarter up by 32.1% to ` 1021 crore from ` 773 crore last year.
- ◆ Net Interest Income for Q2 FY15 at ` 2368 crore, increased by 8.1% y-o-y.
- ◆ Net Interest Margin NIM (global) increased to 2.24% from 2.22% y-o-y.
- ◆ Operating Profit for Q2 FY15 up by 14.1% to ` 1626 crore. Net profit for Q2FY15 was at ` 627 crore compared to ` 626 crore for Q2FY14.
- ◆ Gross NPA Ratio contained below 3% at 2.92% and Net NPA ratio at 2.31%, despite continuing stressed scenario at the industry level.
- ◆ Provision Coverage ratio increased to 58.68% from 57.77% last year.
- ◆ 504 branches and 586 ATMs added during the Q2FY15, taking the total to 5514 branches and 7095 ATMs.



PERFORMANCE HIGHLIGHTS- BUSINESS

Amt. in ` Crore

| Parameters | SEP'13 | Dec'13 | MAR'14 | JUNE'14 | SEP'14 | SEQ (%) | y.o.y Growth (%) |
|----------------|--------|--------|--------|---------|--------|---------|------------------|
| Deposits | 391613 | 408924 | 420723 | 428976 | 461193 | 7.51 | 17.77 |
| Advances (net) | 281104 | 287700 | 301067 | 302964 | 310860 | 2.61 | 10.59 |
| Business | 672717 | 696624 | 721790 | 731940 | 772053 | 5.48 | 14.77 |
| C-D Ratio | 71.78 | 70.36 | 71.56 | 70.62 | 67.40 | -- | -- |

Market share in deposits up by 21 bps to 5.14% over Mar 14.

Market share in Advances up by 9 bps to 4.57% over Mar 14.

Note : SEQ- Sequential Quarter - Q2FY15 over Q1FY15



PERFORMANCE HIGHLIGHTS- OVERSEAS BUSINESS

| Parameters | SEPT'13 | | MAR' 14 | | SEPT'14 | | y.o.y Growth |
|-------------------|---------|-------|---------|-------|---------|-------|--------------|
| | USD Mn | ` Crs | USD Mn | ` Crs | USD Mn | ` Crs | (%) |
| Deposits | 337.89 | 20865 | 354.17 | 21870 | 404.24 | 24962 | 19.63 |
| Advances | 318.04 | 19639 | 311.32 | 19224 | 345.72 | 21348 | 8.70 |
| Gross Income | 8.02 | 495 | 17.68 | 1092 | 10.56 | 652 | 31.72 |
| Gross Expenditure | 5.75 | 355 | 13.78 | 851 | 7.99 | 494 | 30.15 |
| Gross Profit | 2.27 | 140 | 3.92 | 242 | 2.56 | 158 | 12.86 |

Overseas Business constitute 6% of the Total Business



PERFORMANCE HIGHLIGHTS- PROFITABILITY-Q2FY15

Amt. in ` Crore

| Parameters | Q2FY14 | Q4FY14 | Q1FY15 | Q2FY15 | SEQ (%) | y.o.y Growth (%) |
|------------------|--------|--------|--------|--------|---------|------------------|
| Total Income | 10427 | 11610 | 11728 | 11915 | 1.59 | 14.27 |
| Total Expenses | 9003 | 9728 | 9933 | 10290 | 3.07 | 14.30 |
| Operating Profit | 1425 | 1882 | 1795 | 1626 | -9.46 | 14.08 |
| Net Profit | 626 | 611 | 807 | 627 | -22.38 | 0.10 |
| NIM (%) Domestic | 2.33 | 2.40 | 2.42 | 2.36 | -- | -- |
| NIM (%) Global | 2.22 | 2.27 | 2.30 | 2.24 | -- | -- |



PERFORMANCE HIGHLIGHTS- PROFITABILITY-H1 FY15

Amt. in ` Crore

| Parameters | H1FY14 | Mar'14 | H1FY15 | y.o.y Growth (%) |
|------------------|--------|--------|--------|------------------|
| Total Income | 20935 | 43480 | 23643 | 12.93 |
| Total Expenses | 17612 | 36684 | 20223 | 14.82 |
| Operating Profit | 3323 | 6796 | 3421 | 2.93 |
| Net Profit | 1418 | 2438 | 1434 | 1.11 |



PERFORMANCE HIGHLIGHTS- EXPANDING THE REACH

| | Sept'13 | Mar'14 | Sept'14 | Y-o-Y incr. |
|----------------------|---------|--------|---------|-------------|
| Branch Network | 4216 | 4755 | 5514 | 1298 |
| ATM Strength | 4005 | 6312 | 7095 | 3090 |
| Debit Card (In Lakh) | 116.03 | 151.29 | 184.70 | 59.18 |

| | |
|------------------|-----|
| <i>E-Lounges</i> | 132 |
|------------------|-----|

**5507 domestic
Branches**

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

| Population group | No. of branches | % to total |
|------------------------------------|-----------------|-------------|
| Rural | 1762 | 32.00% |
| Semi-Urban | 1691 | 30.71% |
| Rural + Semi-Urban | 3453 | 62.71% |
| Urban | 1070 | 19.43% |
| Metro | 984 | 17.87% |
| TOTAL Domestic | 5507 | 100% |
| Of which Branches | | |
| Financial Inclusion | 790 | 14.35% |
| SME | 154 | 2.79% |
| MCD* (minority Community District) | 1339 | 24.31 |



BUSINESS SEGMENTS



SEGMENT WISE DEPOSITS

Amt. in ` Crore

| Parameters | SEP'13 | DEC'13 | MAR'14 | JUN'14 | SEPT'14 | y.o.y Growth (%) |
|-------------------------------|--------|--------|--------|--------|---------|------------------|
| Total Deposits | 391613 | 408924 | 420723 | 428976 | 461193 | 17.77 |
| Current | 15208 | 14793 | 17744 | 16749 | 17743 | 16.67 |
| Saving | 80070 | 79671 | 85536 | 81594 | 86287 | 7.76 |
| CASA | 95278 | 94465 | 103279 | 98343 | 104030 | 9.19 |
| CASA (%)Dom | 25.63% | 24.27% | 25.90% | 24.15 | 23.71 | -- |
| Term Deposits | 296335 | 314460 | 317443 | 330633 | 357163 | 20.53 |
| - PRDs + CDs | 54205 | 63727 | 64443 | 56458 | 69194 | 27.65 |
| % PRDs +CDs to Total Deposits | 13.84 | 15.58 | 15.32 | 13.16 | 15.0 | -- |



BROAD BASED CREDIT GROWTH Y.o.Y

| Credit Segments | Mar' 14 Y.o.Y | Jun' 14 Y.o.Y | Sept' 14 Y.o.Y |
|----------------------|------------------|------------------|-------------------|
| Priority Sector | 24% | 25% | 23% |
| Agriculture | 20% | 25% | 25% |
| MSME | 35% | 33% | 27% |
| MSE | 38% | 33% | 30% |
| Retail | 45% | 43% | 28% |
| Housing (Direct) | 48% | 38% | 37% |
| Vehicle | 62% | 59% | 49% |
| Other Personal Loans | 58% | 73% | 101% |



LOANS & ADVANCES SEGMENT

Amt. in ` Crore

| Parameters | SEP' 13 | DEC' 13 | MAR' 14 | JUN' 14 | SEP' 14 | y.o.y Growth (%) |
|----------------------|---------|---------|---------|---------|---------|------------------|
| Advances (Net) | 281104 | 287700 | 301067 | 302964 | 310860 | 10.59 |
| Total Priority | 88280 | 93018 | 97762 | 103694 | 108748 | 23.2 |
| Agriculture | 44042 | 45703 | 48797 | 53956 | 54890 | 24.6 |
| - Direct Agriculture | 39995 | 41787 | 44268 | 45202 | 46705 | 16.8 |
| - Indirect Agri | 4047 | 3916 | 4529 | 8754 | 8185 | 102 |
| Other Priority | 12603 | 12848 | 13295 | 13718 | 14317 | 13.6 |
| MSME | 43464 | 47678 | 50040 | 49316 | 55011 | 26.6 |
| MSE | 31773 | 34773 | 36703 | 37186 | 41227 | 29.8 |
| Retail Credit | 30274 | 32847 | 33529 | 36197 | 38884 | 28.4 |

Mandated Targets under Priority Sector

Achieved the mandated targets in respect of:

- **Agriculture (18.98% against 18% norm)**
- **Direct agriculture (16.15% against 13.5% norm)**
- **Credit to specified minority communities (18.19% against 15% norm)**
- **Weaker Section (11.45% against 10% norm)**
- **M&SE (29.75% y.o.y growth against 20% norm)**
- **Number of Micro Enterprises accounts (44.7% growth against 10% norm) %**
- **% of Micro to MSE constitute 60.01%(against 60% norm).**
- **Credit to women beneficiaries increased to 12.84% as against 5% norm.**



Performance of Retail Advances

Amt. in ` Crore

| Type of Advances | SEP'13 | DEC'13 | MAR'14 | JUN'14 | SEP'14 | SEQ(%) | y.o.y Growth (%) |
|----------------------|--------|--------|--------|--------|--------|--------|------------------|
| Housing loans | 18392 | 20042 | 19684 | 20347 | 20273 | -0.4 | 10.2 |
| Vehicle loans | 2343 | 2791 | 3099 | 3335 | 3490 | 4.6 | 49.0 |
| Education loans | 4671 | 4791 | 4901 | 5046 | 5336 | 5.7 | 14.2 |
| Other Personal Loans | 4868 | 5223 | 5845 | 7469 | 9785 | 31.0 | 101.0 |
| Grand total | 30274 | 32847 | 33529 | 36197 | 38884 | 7.4 | 28.4 |



EXPOSURE - INFRASTRUCTURE

Amt. in ` Crore

| Parameters | SEP'13 | DEC'13 | MAR'14 | JUN'14 | SEP'14 | % Share Total Adv | y.o.y Growth (%) |
|---|--------------|--------------|--------------|--------------|--------------|-------------------|------------------|
| Roads | 5271 | 6529 | 6980 | 7242 | 7517 | 2.4 | 42.6 |
| Ports | 597 | 1112 | 1092 | 1093 | 831 | 0.27 | 39.2 |
| Airports | 1355 | 1380 | 1827 | 1788 | 1688 | 0.54 | 24.6 |
| Power (Generation, Transmission & Distribution) | 38707 | 38414 | 38294 | 42165 | 43539 | 14.01 | 12.5 |
| Telecom | 6960 | 7190 | 6572 | 6628 | 5609 | 1.80 | -19.4 |
| Other Infrastructure | 3431 | 2849 | 2983 | 2836 | 2902 | 0.93 | -15.4 |
| Total Infrastructure | 56322 | 57474 | 57748 | 61751 | 62086 | 19.97 | 10.2 |



EXPOSURE - POWER SECTOR & AVIATION

Amt. in ` Crore

| Parameters | SEP'13 | DEC'13 | MAR'14 | JUN'14 | SEP'14 | % Share Total Adv | SEQ (%) | y.o.y Growth (%) |
|------------------------|--------|--------|--------|--------|--------|-------------------------|------------|------------------------|
| -Power Generation | 18754 | 19334 | 20003 | 21985 | 22707 | 7.30 | 3.28 | 21.08 |
| -Power Transmission | 2171 | 2286 | 2215 | 2166 | 2205 | 0.71 | 1.80 | 1.57 |
| -Power Distribution | 17782 | 16794 | 16076 | 18014 | 18627 | 5.99 | 3.40 | 4.75 |
| Total Power | 38707 | 38414 | 38294 | 42165 | 43539 | 14.01 | 3.26 | 12.48 |
| Of which SEBs | 28317 | 23927 | 23002 | 25723 | 25941 | 8.34 | 0.85 | -8.39 |

| | | | | | | | | |
|-------------------------|------|------|------|------|------|------|-------|------|
| Exposure to Aviation | 1862 | 1833 | 1761 | 2009 | 1935 | 0.62 | -3.68 | 3.92 |
|-------------------------|------|------|------|------|------|------|-------|------|



EXPOSURE TO OTHER SECTORS

Amt. in ` Crore

| | SEP'13 | DEC'13 | MAR'14 | JUN'14 | SEP'14 | SEQ(%) | y.o.y Growth (%) |
|---|--------|--------|--------|--------|--------|--------|------------------|
| EXPOSURE TO CAPITAL MARKET | | | | | | | |
| Outstanding | 2310 | 2312 | 2210 | 2365 | 2348 | -0.7 | 2.26 |
| EXPOSURE TO NBFCs | | | | | | | |
| Total | 30692 | 31293 | 26163 | 25474 | 24589 | -3.5 | -19.8 |
| Out of above : | | | | | | | |
| HFCs | 10963 | 11433 | 8144 | 8367 | 7475 | -10.66 | -31.8 |
| Private | 14433 | 14740 | 12163 | 11621 | 12151 | 4.56 | -15.8 |
| Public | 5296 | 5119 | 5536 | 5176 | 4671 | -9.76 | -11.8 |
| EXPOSURE TO COMMERCIAL REAL ESTATE | | | | | | | |
| Outstanding | 2848 | 3176 | 3483 | 3086 | 3561 | 15.4 | 26 |



FINANCIALS



PROFITABILITY- Q2 FY15

Amt. in ` Crore

| Parameters | Q2 FY14 | Q3 FY14 | Q4 FY14 | Q1 FY15 | Q2 FY15 | SEQ (%) | y.o.y Growth (%) |
|------------------|---------|---------|---------|---------|---------|---------|------------------|
| Total Income | 10427 | 10935 | 11610 | 11728 | 11915 | 1.59 | 14.27 |
| Total Expenses | 9003 | 9344 | 9728 | 9933 | 10290 | 3.59 | 14.30 |
| Operating Profit | 1425 | 1591 | 1882 | 1795 | 1626 | -9.46 | 14.08 |
| Provisions | 799 | 1182 | 1271 | 988 | 999 | 1.10 | 24.99 |
| Net Profit | 626 | 409 | 611 | 807 | 627 | -22.38 | 0.14 |
| Net Int. Income | 2191 | 2227 | 2535 | 2429 | 2368 | -2.53 | 8.06 |
| Non Int. Income | 773 | 851 | 1070 | 1027 | 1021 | -0.56 | 32.12 |



PROFITABILITY - H1 FY15

Amt. in ` Crore

| Parameters | H1FY14 | Mar'14 | H1FY15 | y.o.y Growth (%) |
|------------------|--------|--------|--------|------------------|
| Total Income | 20935 | 43480 | 23643 | 12.93 |
| Total Expenses | 17612 | 36684 | 20223 | 14.82 |
| Operating Profit | 3323 | 6796 | 3421 | 2.93 |
| Provisions | 1905 | 4358 | 1987 | 4.28 |
| Net Profit | 1418 | 2438 | 1434 | 1.11 |
| Net Int. Income | 4182 | 8944 | 4797 | 14.70 |
| Non Int. Income | 2011 | 3933 | 2048 | 1.84 |



BREAK-UP : INCOME - Q2 FY15

Amt. in ` Crore

| Parameters | Q2 FY14 | Q3 FY14 | Q4 FY14 | Q1 FY15 | Q2 FY15 | SEQ (%) | y.o.y Growth (%) |
|-------------------------|---------|---------|---------|---------|---------|---------|------------------|
| Interest on Advances | 6964 | 7360 | 7683 | 7905 | 8005 | 1.26 | 14.94 |
| Interest on Investments | 2597 | 2575 | 2598 | 2625 | 2681 | 2.14 | 3.24 |
| Other Interest Income | 93 | 149 | 259 | 171 | 208 | 21.55 | 123.29 |
| Total Interest Income | 9654 | 10084 | 10540 | 10701 | 10894 | 1.80 | 12.84 |
| Non - Interest Income | 773 | 851 | 1070 | 1027 | 1021 | -0.54 | 32.13 |
| Total Income | 10427 | 10935 | 11610 | 11728 | 11915 | 1.60 | 14.27 |



BREAK-UP : INCOME - H1 FY15

Amt. in ` Crore

| Parameters | H1 FY14 | Mar'14 | H1FY15 | y.o.y Growth (%) |
|-------------------------|---------|--------|--------|------------------|
| Interest on Advances | 13414 | 28458 | 15910 | 18.60 |
| Interest on Investments | 5079 | 10251 | 5306 | 4.48 |
| Other Interest Income | 431 | 839 | 379 | -12.09 |
| Total Interest Income | 18924 | 39548 | 21595 | 14.11 |
| Non – Interest Income | 2011 | 3933 | 2048 | 1.84 |
| Total Income | 20935 | 43480 | 23643 | 12.93 |



BREAK-UP : EXPENDITURE - Q2 FY15

Amt. in ` Crore

| Parameters | Q2 FY14 | Q3 FY14 | Q4 FY14 | Q1 FY15 | Q2 FY15 | SEQ (%) | y.o.y Growth (%) |
|----------------------|---------|---------|---------|---------|---------|---------|------------------|
| Interest Expenses | 7463 | 7857 | 8005 | 8272 | 8526 | 3.07 | 14.24 |
| Interest on Deposits | 6923 | 7311 | 7476 | 7702 | 7964 | 3.40 | 15.05 |
| Staff Expenses | 933 | 873 | 979 | 1038 | 1036 | -0.22 | 11.06 |
| Other Op Exp | 607 | 614 | 744 | 623 | 728 | 16.81 | 19.99 |
| Total Op Exp | 1539 | 1488 | 1723 | 1661 | 1764 | 6.17 | 14.58 |
| Total Expenses | 9003 | 9344 | 9728 | 9933 | 10290 | 3.59 | 14.30 |



BREAK-UP : EXPENDITURE - H1 FY15

Amt. in ` Crore

| Parameters | H1 FY14 | Mar'14 | H1FY15 | y.o.y Growth (%) |
|----------------------|---------|--------|--------|------------------|
| Interest Expenses | 14742 | 30603 | 16798 | 13.95 |
| Interest on Deposits | 13871 | 28658 | 15667 | 12.95 |
| Staff Expenses | 1820 | 3672 | 2074 | 13.97 |
| Other Op Exp | 1050 | 2409 | 1351 | 28.54 |
| Total Op Exp | 2870 | 6081 | 3425 | 19.32 |
| Total Expenses | 17612 | 36684 | 20223 | 14.82 |



BREAK-UP: NON-INTEREST INCOME

Amt. in ` Crore

| Parameters | Sep'13 Q2FY14 | Mar' 14 Q4FY14 | Jun'14 Q1FY15 | Sep'14 Q2FY15 | y.o.y Growth(%) |
|--|------------------|-------------------|------------------|------------------|--------------------|
| Com & Exchange | 269 | 284 | 209 | 224 | -16.45 |
| -Bancassurance | 4 | 21 | 11 | 17 | 282.18 |
| Profit from Exch. Transactions | 118 | 226 | 263 | 206 | 74.18 |
| Rent - Lockers | 4 | 2 | 66 | 4 | -8.40 |
| Dividend Income | 21 | 19 | 7 | 22 | 0.14 |
| Recovery in W/Off A/cs | 85 | 111 | 108 | 90 | 5.66 |
| Service Charges & Oth. Msc Income | 208 | 353 | 283 | 331 | 60.43 |
| Total (Excluding Treasury Trading Profit) | 705 | 995 | 936 | 877 | 24.53 |
| Total (Including Treasury Trading Profit) | 773 | 1070 | 1027 | 1021 | 32.13 |

**Core fee income excluding Treasury Trading Profit up by 25% to ` 877 crore.
Total Non interest income is at ` 1021 Crore for Q2FY15**



BREAK-UP: NON-INTEREST INCOME

Amt. in ` Crore

| Parameters | H1FY14 | Mar'14 | H1FY15 | y.o.y Growth (%) |
|--|-------------|-------------|-------------|------------------|
| Com & Exchange | 469 | 940 | 433 | -7.62 |
| -Bancassurance | 15 | 47 | 47 | 202.27 |
| Profit from Exch. Transactions | 296 | 670 | 469 | 58.45 |
| Rent – Lockers | 62 | 67 | 70 | 12.58 |
| Dividend Income | 28 | 70 | 28 | -2.06 |
| Recovery in W/Off A/cs | 165 | 425 | 209 | 26.31 |
| Service Charges & Oth. Msc Inc | 479 | 1097 | 500 | 4.37 |
| Total (Excluding Treasury Trading Profit) | 1499 | 3269 | 1709 | 14.01 |
| Total (Including Treasury Trading Profit) | 2011 | 3933 | 2048 | 1.84 |



BREAK-UP : PROVISIONS- Q2FY15

Amt. in ` Crore

| Provisions for | Q2 FY14 | Q3 FY14 | Q4 FY14 | Q1 FY15 | Q2 FY15 |
|---|------------|-------------|-------------|------------|------------|
| NPAs | 347 | 543 | 802 | 1125 | 912 |
| Standard Assets | 183 | 93 | 112 | - | - |
| Provisions on Investments | 85 | 157 | 362 | (416) | (22) |
| Tax | 125 | 130 | 180 | 200 | 185 |
| Restructured & Others | 59 | 259 | (185) | 79 | (76) |
| Total Provision &Contingency | 799 | 1182 | 1271 | 988 | 999 |



BREAK-UP : PROVISIONS - H1FY15

Amt. in ` Crore

| Provisions for | H1 FY14 | Mar'14 | H1FY15 |
|---|-------------|-------------|--------------|
| NPAs | 790 | 2135 | 2037 |
| Standard Assets | 273 | 478 | - |
| Provisions on Investments | 173 | 692 | (438) |
| Tax | 315 | 625 | 385 |
| Restructured & Others | 354 | 428 | 3 |
| Total Provision &Contingency | 1905 | 4358 | 1987 |



EARNINGS PROFILE

In %

| Parameters | Q2FY14 | Q3FY14 | Q4FY14 | Q1FY15 | Q2FY15 |
|--------------------------------|--------|--------|--------|--------|--------|
| NIM - Domestic | 2.33 | 2.35 | 2.40 | 2.42 | 2.36 |
| NIM - Global | 2.22 | 2.21 | 2.27 | 2.30 | 2.24 |
| ROAA | 0.58 | 0.37 | 0.54 | 0.66 | 0.51 |
| EPS (`) (not Annualized) | 14.13 | 9.24 | 13.65 | 17.49 | 13.59 |
| Book Value (`) | 524.94 | 518.61 | 522.76 | 521.68 | 538.01 |
| ROE (Annualized) | 12.51 | 10.81 | 10.59 | 13.47 | 11.78 |
| Cost-Income Ratio (Cumulative) | 46.34 | 47.0 | 47.22 | 48.06 | 50.03 |



TREND IN COST AND YIELD (%)

(In %)

| | Sep'13 | Dec'13 | Mar'14 | Jun'14 | Sep'14 |
|----------------------|--------|--------|--------|--------|--------|
| Cost of Deposits | 7.50 | 7.48 | 7.42 | 7.44 | 7.40 |
| Cost of Funds | 6.86 | 6.82 | 6.80 | 6.80 | 6.82 |
| Yield on Advances | 10.63 | 10.55 | 10.54 | 10.69 | 10.69 |
| Yield on Funds | 8.81 | 8.75 | 8.79 | 8.80 | 8.77 |
| Yield on Investments | 7.99 | 7.99 | 8.03 | 8.05 | 8.04 |



Investment Classification

| Parameters | Amt. in ` Crore | | | | | |
|--------------------|-----------------|----------------------------|--------|----------------------------|--------|----------------------------|
| | Sep'13 | % Share in Total Portfolio | Mar'14 | % Share in Total Portfolio | Sep'14 | % Share in Total Portfolio |
| SLR | 101301 | 85.0 | 108095 | 85 | 123612 | 84 |
| Non SLR | 17929 | 15.0 | 18758 | 15 | 22377 | 15 |
| Total (Domestic) | 119229 | 100 | 126853 | 100 | 145989 | 100 |
| Held For Trading | 237 | 0.2 | 157 | 0.1 | 490 | 0.3 |
| Available For Sale | 29720 | 24.4 | 41351 | 32 | 43716 | 29.7 |
| Held To Maturity | 89523 | 75.0 | 85320 | 67 | 102189 | 70 |
| M.DURATION | 4.66 | -- | 4.63 | -- | 4.25 | -- |
| Total (Global) | 119481 | -- | 126828 | -- | 146395 | -- |



ASSET QUALITY



ASSET QUALITY

Amt. in ` Crore

| | Sep'13 | Dec'13 | Mar'14 | June'14 | Sep'14 |
|-------------------------------|--------|--------|--------|---------|--------|
| Gross NPA | 7475 | 8074 | 7570 | 8160 | 9164 |
| Gross NPA Ratio (%) | 2.64 | 2.79 | 2.49 | 2.67 | 2.92 |
| Net NPA | 6459 | 6870 | 5965 | 6150 | 7170 |
| Net NPA Ratio (%) | 2.30 | 2.39 | 1.98 | 2.03 | 2.31 |
| Cash Recovery (cumulative) | 1923 | 3135 | 5494 | 2019 | 3213 |

Cash Recovery of ` 1194 crore during the Q2 FY15



GROSS NPA MOVEMENT - Quarterly (` in crore)

| PARTICULARS | Sep'13 | Mar'14 | June'14 | Sep'14 |
|---|--------|--------|---------|--------|
| Opening Gross NPA (` Crore) | 6260 | 6260 | 7570 | 7570 |
| Additions | 4209 | 8443 | 2595 | 5773 |
| Sub Total | 10469 | 14703 | 10165 | 13343 |
| Less: Reduction (a+b+c+d)) | 2994 | 7134 | 2005 | 4179 |
| a) Write Off (Including Addn Prudential Write-off) | 749 | 1591 | 800 | 1854 |
| b) Upgradation | 1406 | 2853 | 535 | 1197 |
| c) Recovery for movement (excluding recovery in w/o a/c and unapplied interest) | 839 | 2689 | 670 | 1128 |
| Gross NPA - Closing Balance | 7475 | 7570 | 8160 | 9164 |
| Gross Advances | 283024 | 303431 | 305723 | 313431 |
| Gross NPA % | 2.64 | 2.49 | 2.67 | 2.92 |
| Net NPA | 6459 | 5965 | 6150 | 7170 |
| Net NPA % | 2.30 | 1.98 | 2.03 | 2.31 |
| Total Cash Recovery (incl.rec. in Wr.-off a/cs, recovery in Current Year slippage & U/A interest) | 1923 | 5494 | 2019 | 3213 |



NPA COMPOSITION

Amt. in ` Crore

| Parameters | SEPT'13 | DEC'13 | MAR'14 | JUN'14 | SEPT'14 |
|------------------------------|---------|--------|--------|--------|---------|
| Gross Advances | 283024 | 289833 | 303431 | 305723 | 313431 |
| Sub-Standard | 4770 | 5211 | 3436 | 4167 | 5416 |
| Doubtful | 2705 | 2863 | 4134 | 3993 | 3748 |
| Loss | NIL | NIL | NIL | NIL | NIL |
| Provision Coverage Ratio (%) | 57.77 | 57.39 | 60.11 | 60.10 | 58.68 |



SECTOR-WISE NPA SLIPPAGES

Amt. in ` Crore

| SECTOR | Q2 FY14 | Q3 FY14 | Q4 FY14 | Q1 FY15 | Q2 FY15 | % to total Slippages |
|------------------------------|-------------|-------------|-------------|-------------|-------------|-------------------------|
| Micro & Small Ent. | 278 | 282 | 426 | 631 | 970 | 30.5 |
| Agriculture | 196 | 243 | 200 | 390 | 373 | 11.7 |
| Other Priority Sector | 116 | 125 | 107 | 184 | 200 | 6.3 |
| Total Priority Sector | 590 | 650 | 733 | 1205 | 1543 | 48.6 |
| Medium Industries | 58 | 91 | 53 | 174 | 391 | 12.3 |
| Large Industries | 700 | 544 | 969 | 767 | 1071 | 33.7 |
| Other Non-Priority | 152 | 817 | 291 | 398 | 171 | 5.4 |
| Total Non-Priority | 910 | 1452 | 1313 | 1338 | 1633 | 51.4 |
| Total (Domestic) | 1500 | 2101 | 2046 | 2544 | 3176 | 99.9 |
| Overseas | 20 | -1 | 89 | 51 | 2 | 0.1 |
| Total (Global) | 1520 | 2100 | 2135 | 2595 | 3178 | 100.0 |



SECTOR- WISE NPA OUTSTANDING

Amt. in ` Crore

| SECTOR | Sep'13 | Dec'13 | Mar'14 | Jun'14 | Sep'14 |
|-----------------------------|-------------|-------------|-------------|-------------|-------------|
| Micro & Small Enterprises | 1625 | 1488 | 1727 | 1959 | 2401 |
| Agriculture | 1018 | 1016 | 979 | 1179 | 1189 |
| Other Priority Segments | 368 | 341 | 250 | 358 | 402 |
| Medium Enterprises | 402 | 379 | 389 | 441 | 727 |
| Large Industries | 3146 | 3420 | 3279 | 3067 | 3386 |
| Other Non-Priority Segments | 916 | 1430 | 946 | 1155 | 1059 |
| Total | 7475 | 8074 | 7570 | 8160 | 9164 |



SECTORAL CONTRIBUTION OF NPA

Amt. in ` Crore

| Particulars | Sep'13 | Dec'13 | Mar'14 | Jun'14 | Sep'14 |
|------------------------------|--------|--------|--------|--------|--------|
| Gross Advances | 283024 | 289833 | 303431 | 305723 | 313431 |
| Gross NPA | 7475 | 8074 | 7570 | 8160 | 9164 |
| Gross NPA % | 2.64 | 2.79 | 2.49 | 2.67 | 2.92 |
| Priority Sector Advances | 88280 | 93018 | 97762 | 103694 | 108748 |
| PS as % to Gross Advances | 31.2 | 32.1 | 32.2 | 33.92 | 34.69 |
| Total PS NPA | 3011 | 2845 | 2956 | 3496 | 3992 |
| Total PS NPA% | 3.4 | 3.10 | 3.02 | 3.37 | 3.67 |
| Share of PS NPA to Gross NPA | 40.3 | 35.23 | 39.05 | 42.84 | 43.56 |
| Agriculture NPA | 1018 | 1016 | 979 | 1179 | 1189 |
| Agriculture NPA% | 2.31 | 2.22 | 2.01 | 2.18 | 2.17 |
| MSE NPA | 1625 | 1488 | 1727 | 1959 | 2401 |
| MSE NPA % | 5.11 | 4.28 | 4.71 | 5.44 | 6.07 |
| Other Priority NPA | 368 | 341 | 250 | 358 | 402 |
| Other Priority NPA % | 2.92 | 2.65 | 1.87 | 2.61 | 2.81 |



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 Restructured 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 |
| A/c Restructured in Q2 2014-15 | 8694 | 819 | 206 | 111 | 8900 | 930 |
| Total Restructured accounts as on 30.09.2014 | 23648 | 20392 | 7162 | 4165 | 30810 | 24557 |



RESTRUCTURED ASSETS UNDER CDR

Amt. in ` Crore

| POSITION AS ON | A/C | Amount |
|----------------|-----|--------|
| JUNE- 2013 | 84 | 12314 |
| SEPTEMBER-2013 | 91 | 12932 |
| DECEMBER-2013 | 94 | 12185 |
| MARCH-2014 | 96 | 10446 |
| JUNE- 2014 | 94 | 9224 |
| SEPTEMBER-2014 | 85 | 9261 |



SECTOR WISE RESTRUCTURED ACCOUNTS

| Name of the Sector Details of restructured Accounts | As on 30-09-2014 | | (` in Crore) |
|--|------------------|--------------|------------------------------------|
| | No. of accounts | Amount | % to cumulatative Outstanding Amt. |
| INFRASTRUCTURE | 113 | 12462 | 50.75% |
| Of Which Power | | | |
| POWER | 61 | 8843 | 36.01% |
| State DISCOMS | | 6533 | 26.60% |
| State Transmission | - | - | - |
| State Generation | - | - | - |
| Private | | 2310 | 9.41% |
| Of Which ROADS | 36 | 1560 | 6.35% |
| Of Which PORTS | 2 | 133 | 0.54% |
| Of Which AVIATION | 3 | 1039 | 4.23% |
| Of Which TELECOM | 11 | 887 | 3.61% |
| MINING | 35 | 25 | 0.10% |
| IRON AND STEEL | 114 | 2742 | 11.17% |
| TEXTILE | 505 | 1962 | 7.99% |
| ENGINEERING | 277 | 810 | 3.30% |
| PHARMACEUTICAL | 36 | 285 | 1.16% |
| CEMENT | 34 | 345 | 1.40% |
| HARDWARE | 17 | 73 | 0.30% |
| SHIPPING | 12 | 34 | 0.14% |
| EDIBLE OIL | 18 | 21 | 0.08% |
| AGRICULTURE | 10799 | 430 | 1.75% |
| EDUCATION | 6234 | 135 | 0.55% |
| HOUSING | 4498 | 221 | 0.90% |
| CHEMICAL | 30 | 42 | 0.17% |
| CONSTRUCTION AND REAL ESTATE | 121 | 2781 | 11.32% |
| OTHER INDUSTRIES | 494 | 1066 | 4.34% |
| OTHER SERVICES | 7473 | 1123 | 4.57% |
| TOTAL | 30810 | 24557 | 100.00% |



AMOUNT RESTRUCTURED DURING Q2 FY15

| | | Amt. in ` Crore |
|---------------------------------|-----------------|-----------------|
| | No. of Accounts | Amount |
| Agriculture | 2402 | 67 |
| MSME | 2261 | 89 |
| Housing / Education loan | 3377 | 93 |
| Large Advances | 15 | 656 |
| Others | 845 | 25 |
| Total | 8900 | 930 |



SECTOR WISE RESTRUCTURED ADVANCES OUTSTANDING AS AT SEP 2014

Amt. in ` Crore

| | No. of Accounts | Amount |
|---------------------------------|-----------------|--------------|
| Agriculture | 10799 | 430 |
| MSME | 7047 | 1223 |
| Housing / Education loan | 10732 | 356 |
| Large Advances | 519 | 22173 |
| Others | 1713 | 375 |
| Total | 30810 | 24557 |



CAPITAL ADEQUACY - NEW BASEL III NORMS

Capital Adequacy Ratio

- CRAR of 10.19% at SEP 2014 Vs. 9% norm
- CET ratio at 7.13% vs. 5.5% norm
- Tier I ratio at 7.41% vs. 7% norm
- Tier II ratio at 2.78%
- Govt. holding at 69%
- Paid-up Capital at ` 461.26 crore

Sufficient headroom available for raising further capital



CAPITAL ADEQUACY - BASEL III

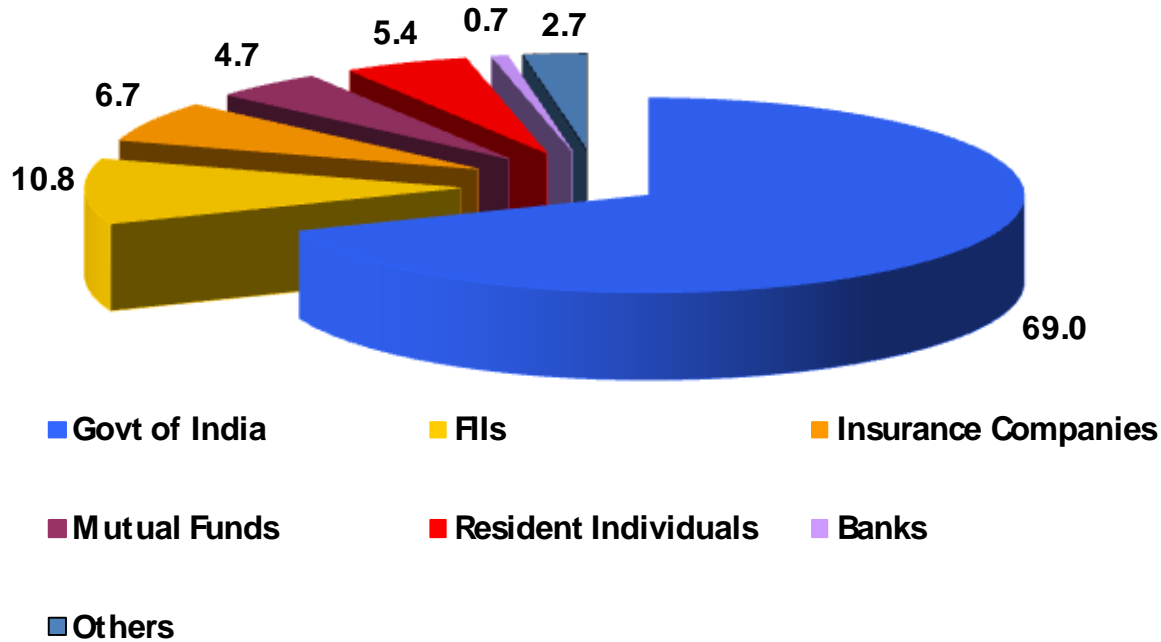
Amt. in ` Crore

| Particulars | BASEL III | | | | SEPT' 14 |
|-----------------------------|---|---|---|---|---|
| | SEPT' 13 | DEC-13 | Mar'14 | JUN' 14 | |
| Risk-weighted Assets | 273066 | 302155 | 312226 | 321819 | 322093 |
| Tier I Capital | 23273 | 22609 | 23991 | 23803 | 23859 |
| Tier I Ratio% | 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% | CET: 7.13% AT I: 0.28% Tier I:7.41% |
| Tier II Capital | 5724 | 7097 | 9205 | 9133 | 8959 |
| Tier II Ratio% | 2.10 | 2.35 | 2.95 | 2.84 | 2.78 |
| Total Capital | 28997 | 29706 | 33196 | 32936 | 32819 |
| CRAR% | 10.62 | 9.83 | 10.63 | 10.23 | 10.19 |



SHAREHOLDING PATTERN

As on SEPT 30, 2014



| | |
|-----------------------|-------|
| Govt. | 69.00 |
| FIIs | 10.82 |
| Insurance Companies | 6.67 |
| Mutual Funds | 4.73 |
| Residents Individuals | 5.37 |
| Banks | 0.72 |
| Others | 2.69 |



Pradhan Mantri Jan Dhan Yojana (PMJDY)

PMJDY

- Under PMJDY, the Bank has opened 36.50 lakh accounts so far, with an outstanding balance of 725 crore.
- The Bank issued 27.18 lakh RuPay cards.
- The Scheme envisages an Over draft facility of 5000/- in respect of accounts that have satisfactory operation for 6 months.
- The Bank is allotted 3962 Sub Service Areas (SSAs) and 3371 wards and 98% has been completed till date.
- The Bank has appointed 2455 Bank Mitras across the country.
- An exclusive Toll free number 1800-425-11222 is set up in Kerala where the Bank is the SLBC Convener for grievance redressal.



Financial Inclusion (FI)

Holistic Approach to Financial Inclusion

- During the year, the Bank opened 254 branches in financial inclusion/unbanked villages taking the total tally of FI branches to 790.
- The Bank has also 479 Ultra Small Branches and engaged 2459 Business Correspondent Agents for financial inclusion activities.
- Basic Savings Bank Deposits (BSBD) accounts increased to 1.13 crore, with an outstanding deposit balance of 1783 crore.
- Exposure under Self-Help Groups (SHGs) increased to 2101 crore under 1 lakh SHG accounts.
- Exposure under General Credit Cards increased to 1473 crore under 7.45 lakh accounts.
- 63 Financial Literacy Centres have been set up to provide financial education to the poor and the common man.
- 21 Micro Finance Branches in urban areas are operational to cater to the needs of the urban poor.
- 317 Farmers Clubs opened by the Bank during the current financial year.
- Aadhaar enrolment taken up in 9 states and enrolled 34.35 lakh residents till September 2014.
- Aadhaar seeding in CBS improved to 57.38 lakh as on September 2014.



IMPORTANT CUSTOMER-FRIENDLY TECHNOLOGY INITIATIVES

- Five MSME Consultancy Services Centres established for providing consultancy services to MSME clientele.
- Introduced a new credit scoring model for evaluating the eligibility of MSME entrepreneurs to avail finance from banks, first of its kind in the industry.
- Launched a new dedicated website for MSME sector www.canaramsme.com
- For online display and marketing of products and services of MSME entrepreneurs, Bank has launched online marketing portal www.canbankemart.com
- Branch Transformation initiatives implemented in 550 Shikhar Branches as part of the Bank's BPR activities and optimization of processes implemented in 10 more Retail Assets Hubs.
- Introduced Secured Credit Card with the option of EMV Global Variant. These Cards are targeted/ issued to customers against security of KDR/ FD.



IMPORTANT CUSTOMER-FRIENDLY TECHNOLOGY INITIATIVES

- **Canara m-Wallet Mobile App released.**
- **Canara easyCash Product released for cash transfer to migrant population.**
- **Canara P-Serve (Touch Screen Kiosk Application) released.**
- **Mobile Banking through National Unified USSD Platform (NUUP) made available.**
- **Online SB Account Opening Portal for NRIs released.**
- **Treasury Collection Module for Government of Kerala released.**
- **Commercial Taxes Collection application for Gujarat implemented.**
- **Export Data Processing and Monitoring System (EDPMS) Software for Treasury made live.**
- **Sarva Shiksha Abhiyan Software (Fund Transfer from Central Government to School) for Andhra Pradesh completed.**



EXPANDED CLIENTELE BASE

(In Lakhs)

| | Sep'13 | Mar'14 | Sep'14 | Y-o-Y Increase | % Y-o-Y Growth |
|-----------------------------|------------|------------|------------|----------------|----------------|
| Clientele Base | 516 | 555 | 602 | 86 | 17 |
| No. of Deposit A/cs | 456 | 489 | 533 | 77 | 17 |
| No. of Borrowal A/cs | 60 | 66 | 69 | 9 | 15 |

**6.02
Crore
Strong
Clientele
Base**

86 lakhs Clientele added Y-o-Y



MAJOR AWARDS/ACCOLADES IN Q2FY15

The Bank conferred with the following awards during the quarter in recognition of the varied initiatives.

➤ Golden Peacock Award for Corporate Governance by the Institutes of Directors, India.

➤ Assocham Social Banking Excellence Award 2014 under Public Sector Banks category for excellent performance under Corporate Social Responsibility initiatives.

➤ CEO with HR Orientation at the Asia Pacific HRM Congress 2014 instituted by World HRD Congress.

➤ 40 Most Talented HR Leaders at the Asia Pacific HRM Congress 2014 instituted by World HRD Congress.

➤ I Prize under Indira Gandhi Rajbhasha Puraskar Yojana for effective implementation of Official Language in Region 'C'.





GOLDEN PEACOCK AWARD FOR CORPORATE GOVERNANCE



The Award received by Shri V. S. Krishna Kumar, Executive Director, from Honourable Theresa May, M P , Secretary of State for the Home Department of U.K



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 is opening 3 more branches in UK and one branch each in Frankfurt (Germany), DFC -Dubai (UAE), Jeddah (Saudi Arabia), wholly owned Subsidiaries in Brazil and Tanzania and Representative Offices in Tokyo (Japan), Abuja (Nigeria), Jakarta (Indonesia) and Istanbul (Turkey).
- 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