



Investor Presentation **Q3-FY 2023-24**



BOARD OF DIRECTORS



Shri. K. N Madhusoodanan
Part-time Chairman



Shri. Shivan J. K
Managing Director & CEO



Shri. G Rajagopalan Nair
Independent Director



Shri. D. K Kashyap
RBI Additional Director



**Shri. Sreesankar
Radhakrishnan**
Independent Director



**Dr. Nirmala
Padmanabhan**
Independent Director



**Ms. Vardhini
Kalyanaraman**
Independent Director



**Shri. Nageswara Rao
Chatradi**
RBI Additional Director

- ❖ Total Business of the Bank grew by **11.14%** and reached **Rs.24,654** Crore.
- ❖ Total Deposit of the Bank registered a growth of **10.83 %** to reach **Rs.14,340** Crore.
- ❖ Gross Advance of the Bank grew by **11.58%** to reach **Rs.10,314** Crore.
- ❖ Gold Loan Portfolio registered a growth of **28.36%** to reach **Rs.2675** Crore
- ❖ Interest Income improved to **Rs.307.72** Crore from **Rs.276.26** Crore.
- ❖ Yield on Advances improved to **9.57%** from **9.38%**.
- ❖ CD ratio improved to **71.92%** from **71.45%**
- ❖ The Bank Recorded Operating Profit **Rs.103.85** Crore as on December 31, 2023.
- ❖ The Bank recorded net profit of **Rs.54.51** Crore as on December 31, 2023 against **Rs.11.19** Crore of December 31, 2022.

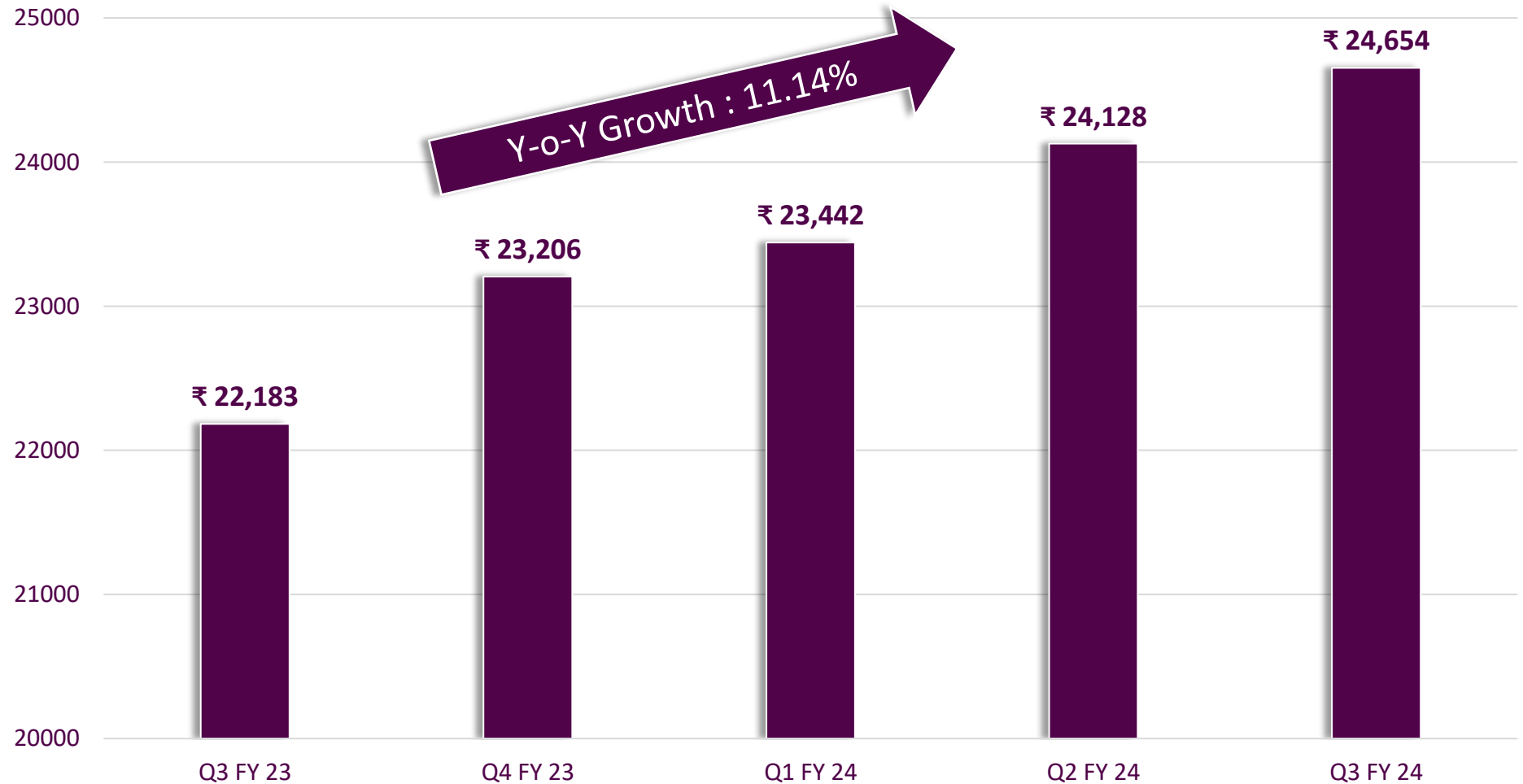
**Performance
Highlights
Y-o-Y**

- ❖ Total Income increased by 31.25%
- ❖ Cost Income Ratio reduced to 77.67% from 78.72%.
- ❖ Cost of Deposits increased to 5.21% from 4.39%.
- ❖ Cost of Funds increased to 5.29% from 4.51%.
- ❖ Gross NPA percentage improved to 4.81% from 5.83%.
- ❖ Net NPA percentage improved to 1.27% from 1.81%.
- ❖ Yield on Investments improved to 5.72% from 5.60%.
- ❖ Provision Coverage Ratio improved to 88.64% from of 86.57%
- ❖ Net Interest Margin (NIM) reduced to 3.34% from 3.65%.

**Performance
Highlights
Y-o-Y**

BUSINESS PERFORMANCE

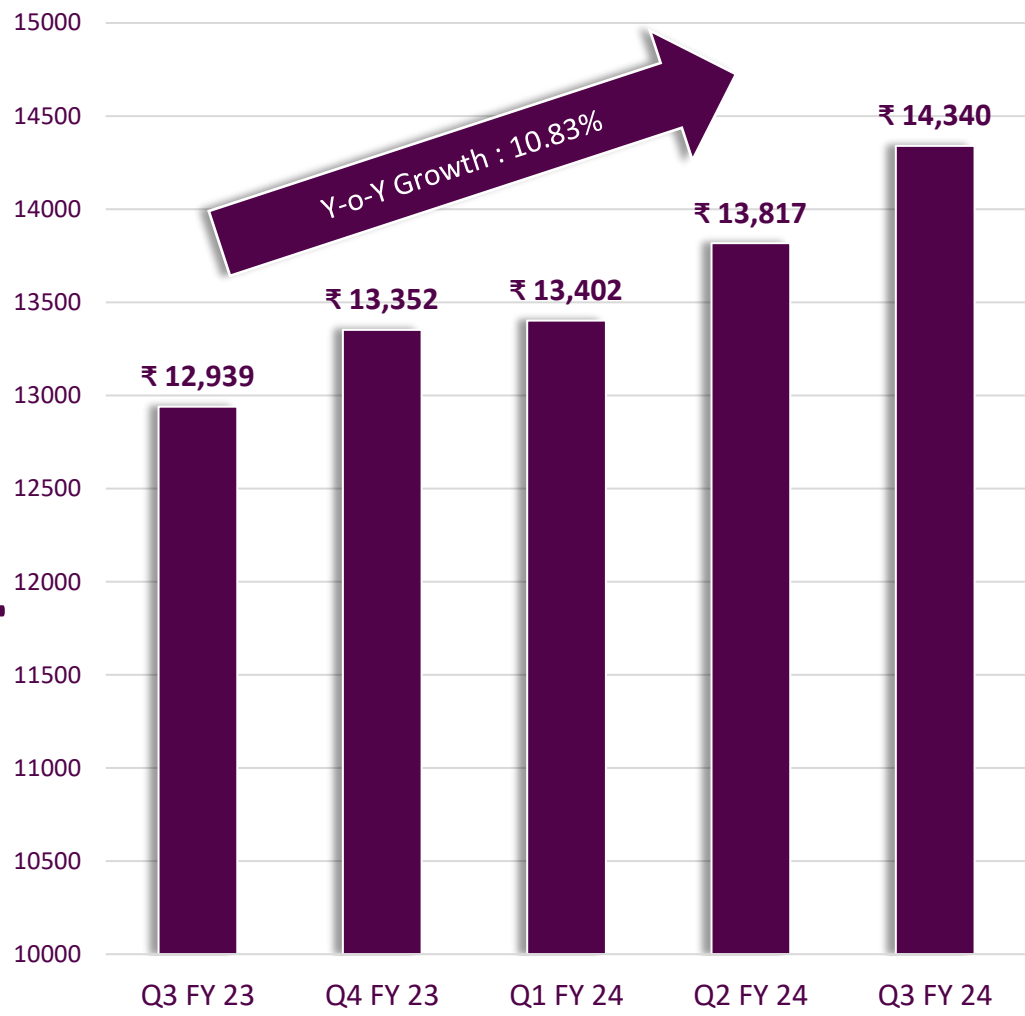
₹. in Crore



**TOTAL
BUSINESS**

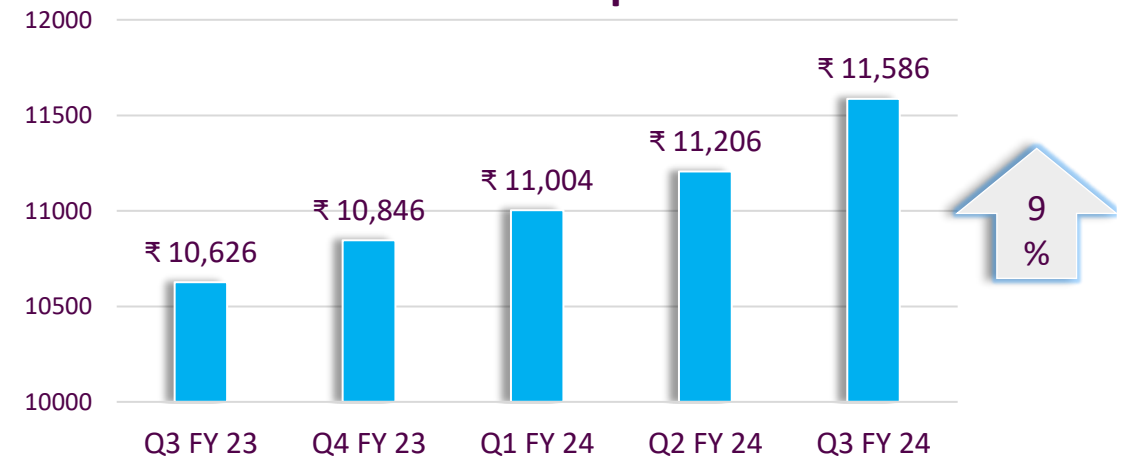
**TOTAL
DEPOSIT**

TOTAL DEPOSIT

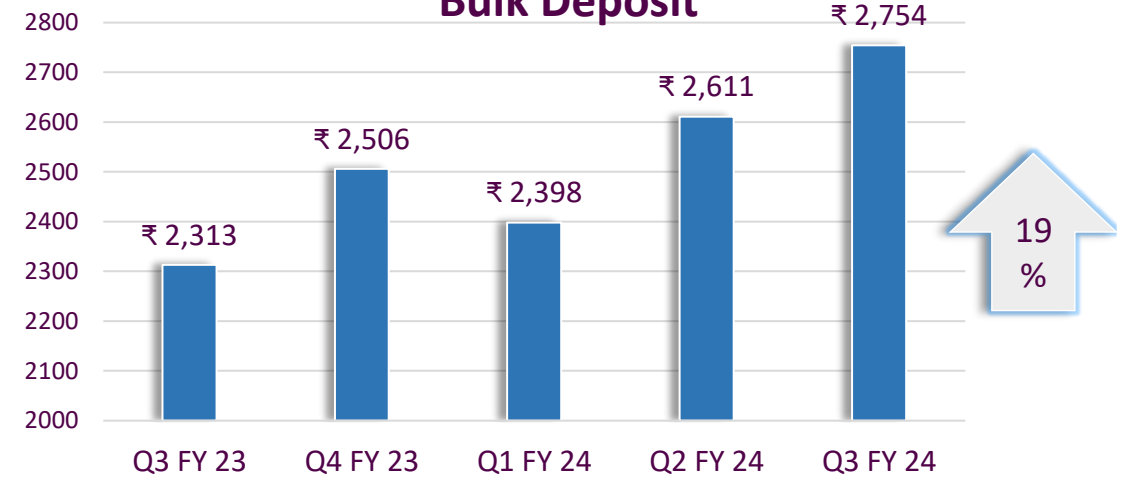


₹. in Crore

Retail Deposit

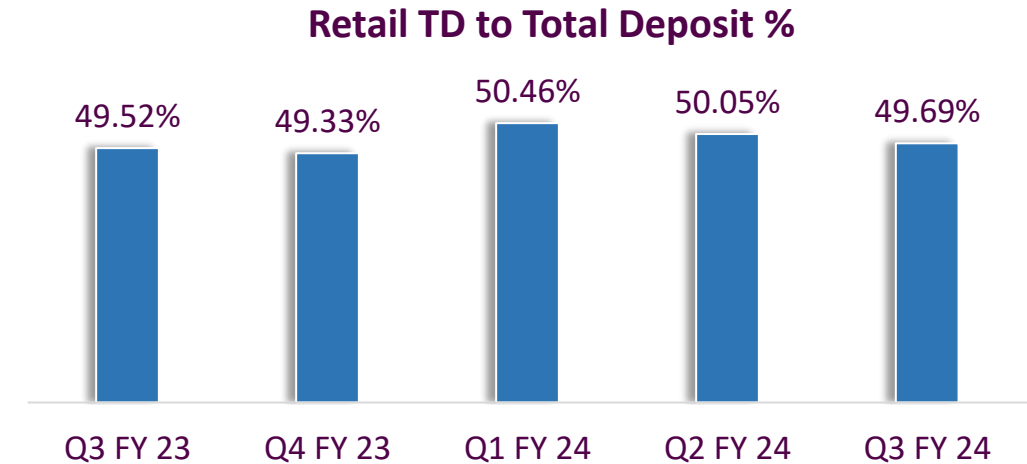
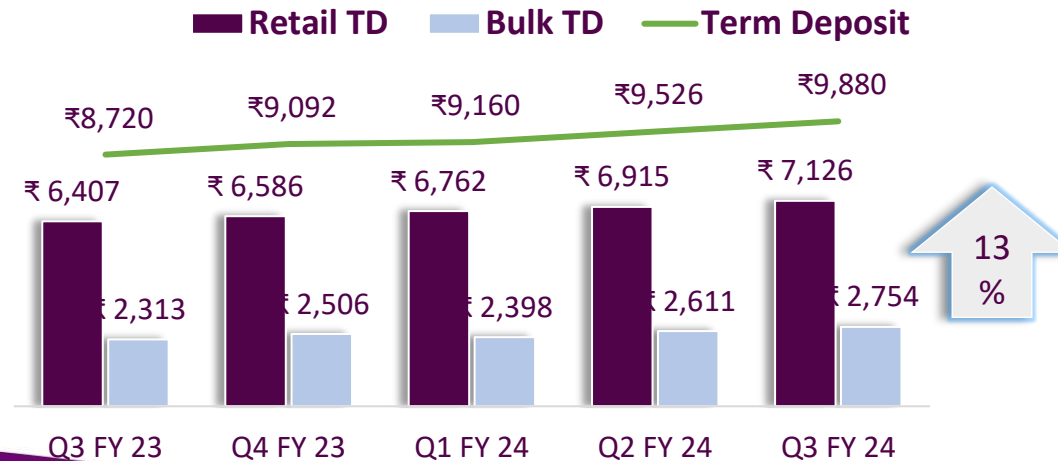
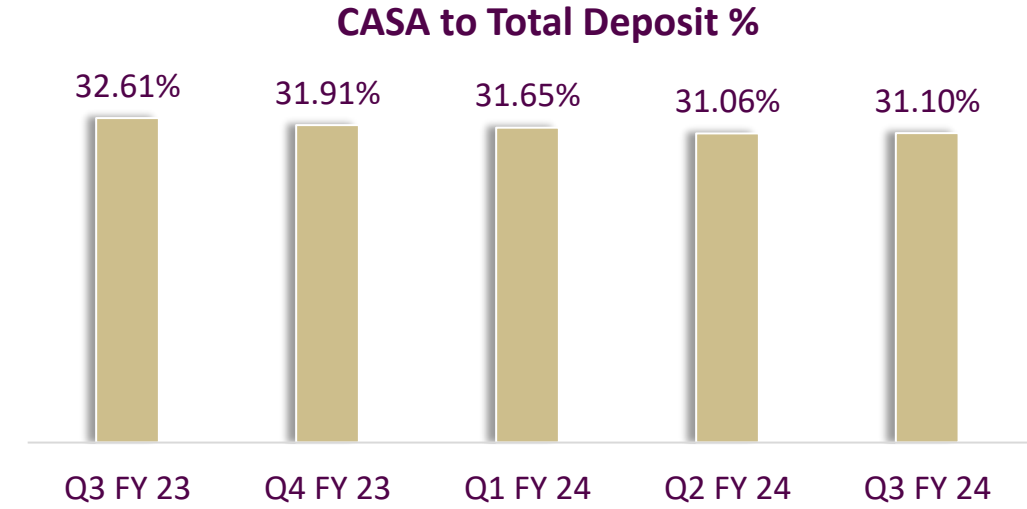
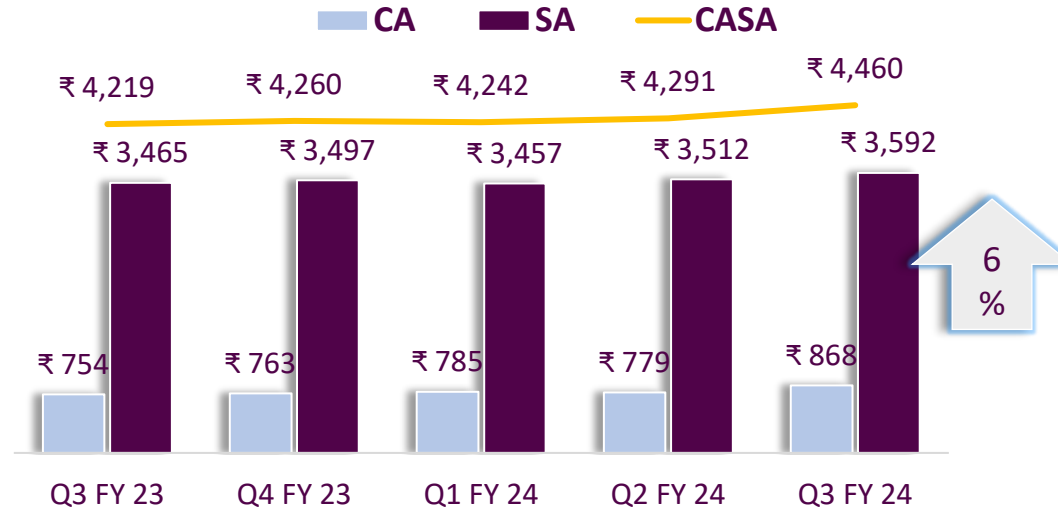


Bulk Deposit



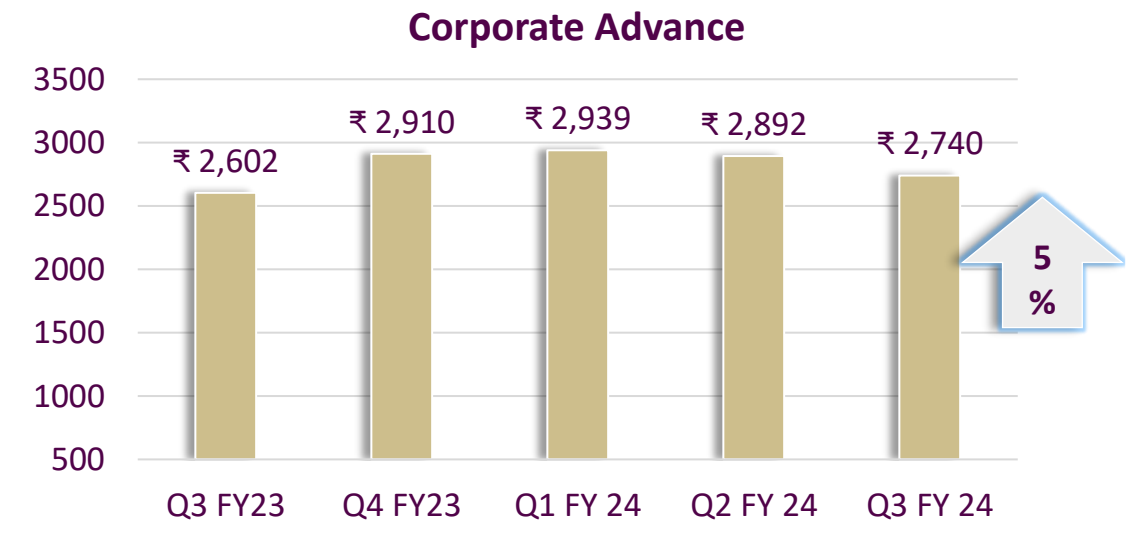
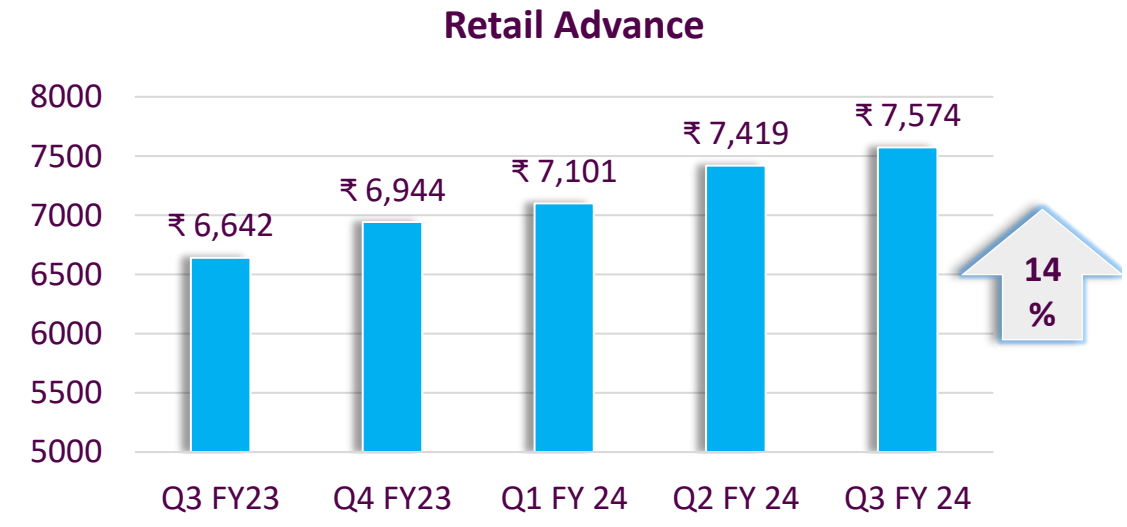
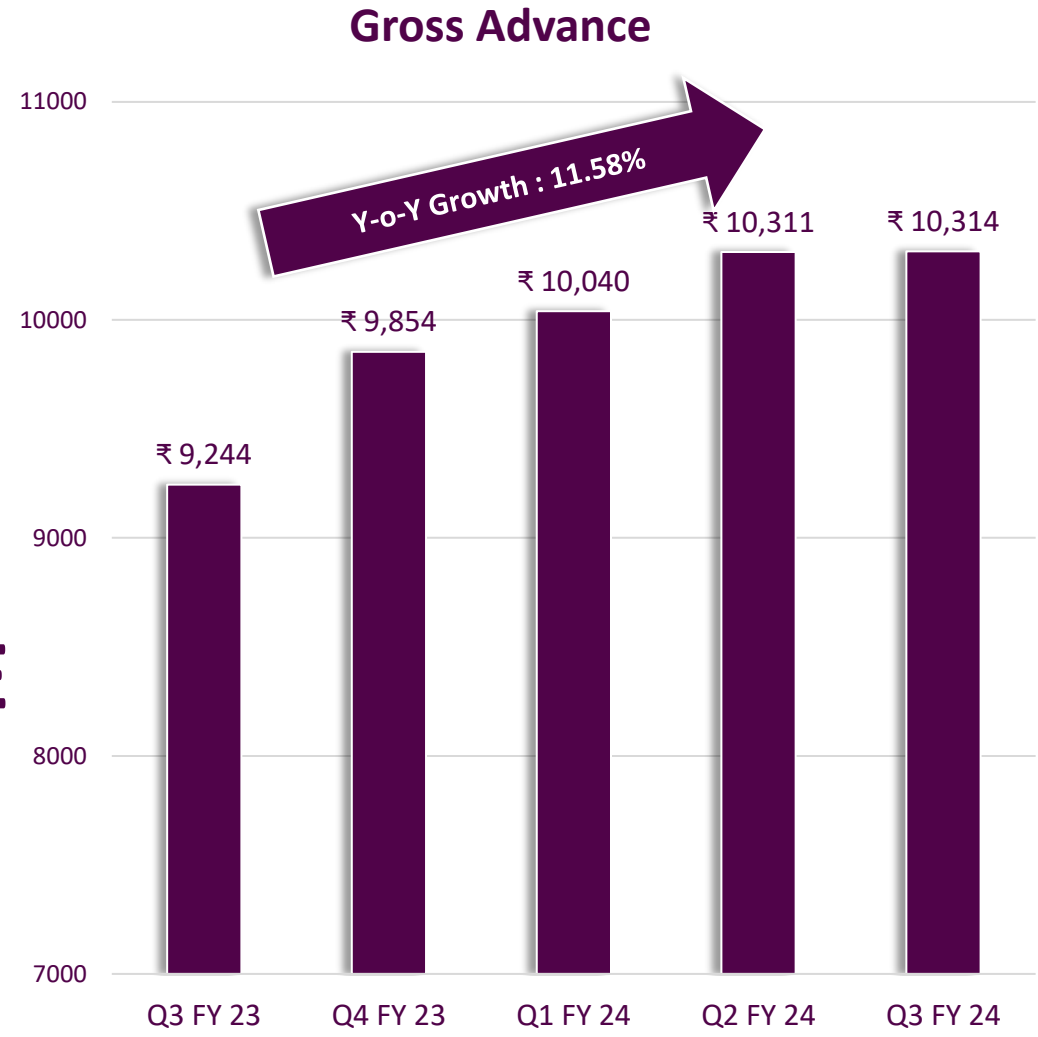
₹. in Crore

DEPOSIT MIX



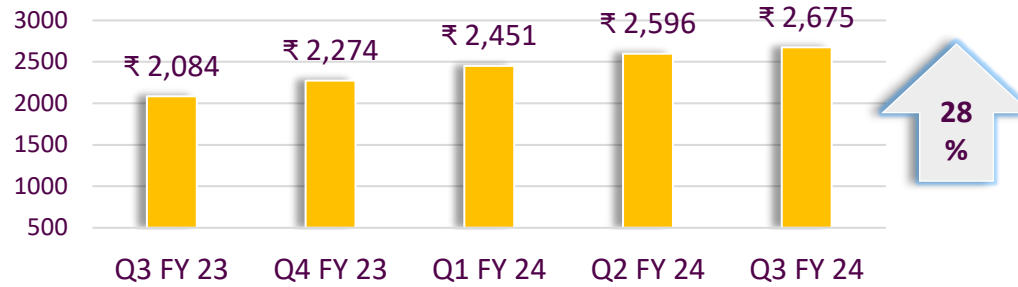
₹. in Crore

GROSS ADVANCE

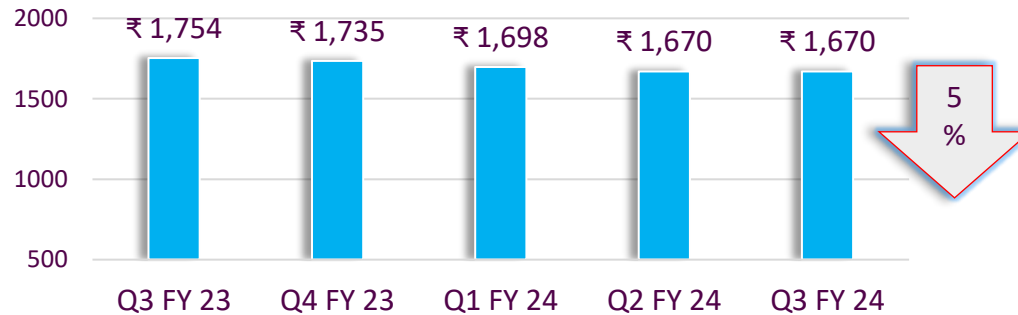


₹. in Crore

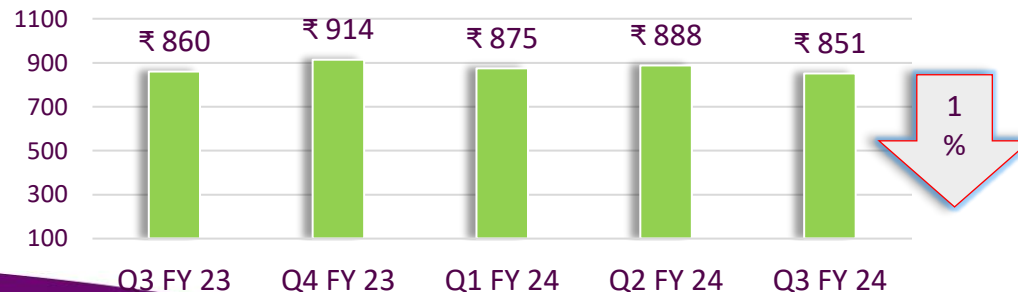
Gold Loan



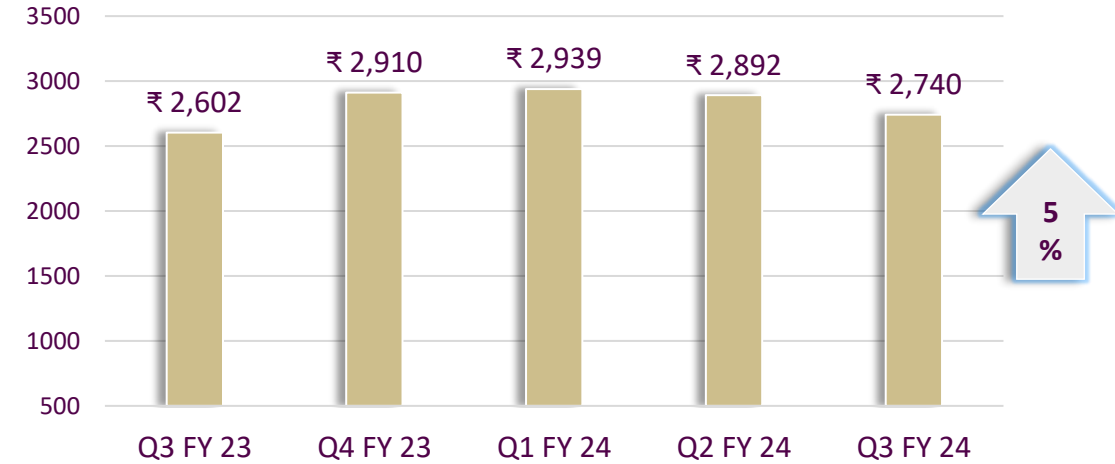
SME



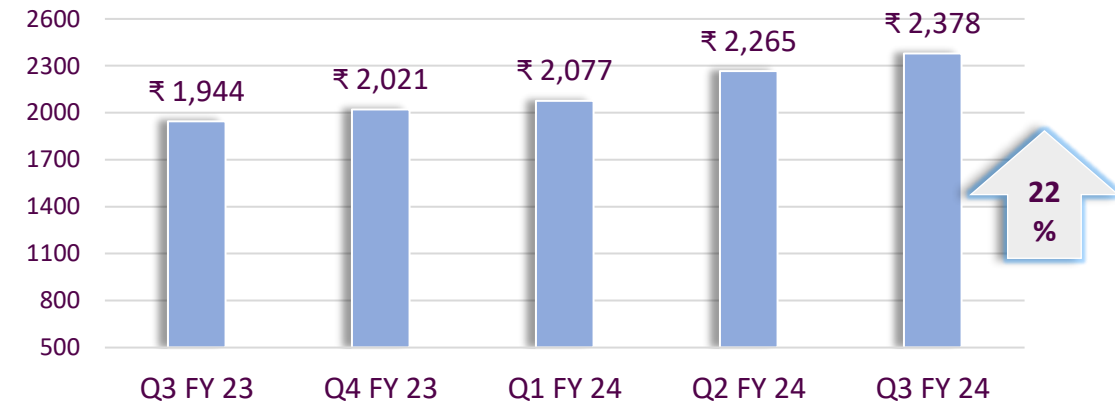
Agri & Micro (Excl. Gold)



Corporate



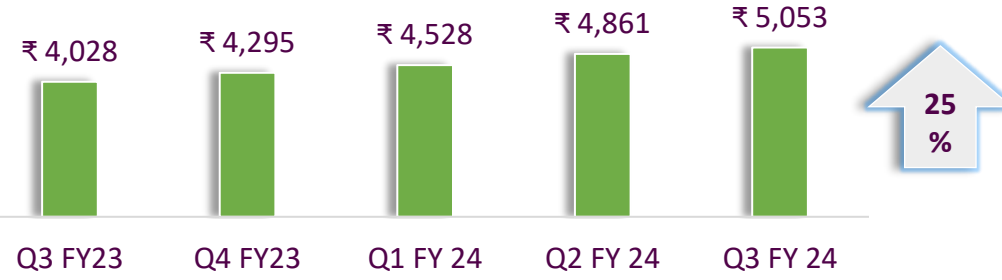
Retail (Excl. Gold)



**Advance
Mix**

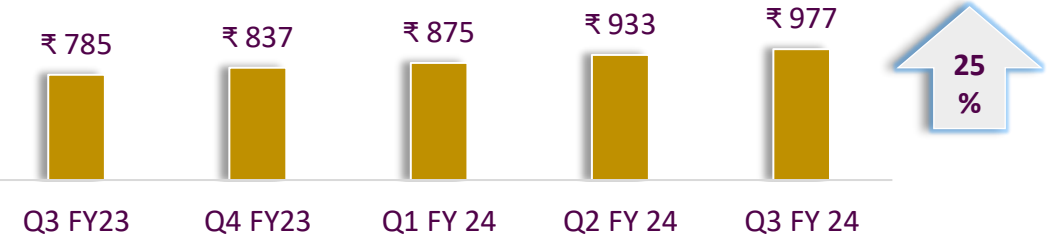
Retail Segment

Retail Loan Total

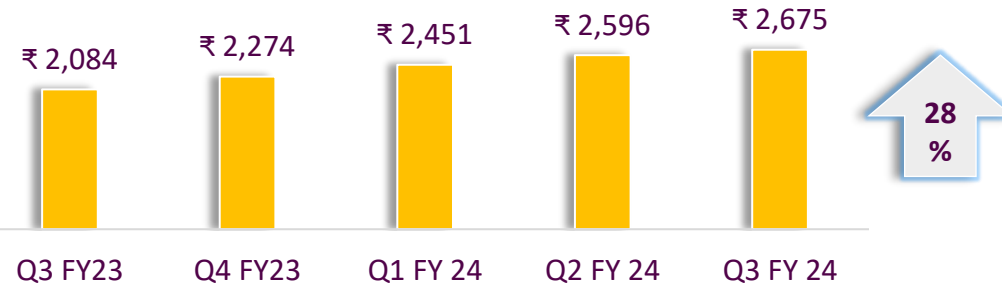


Housing Loan

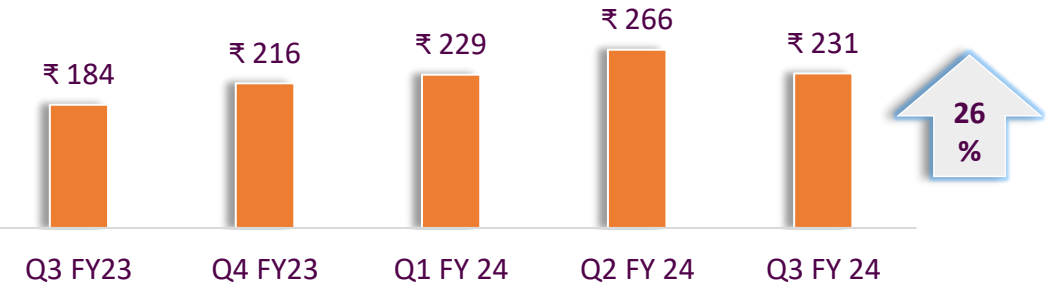
₹. in Crore



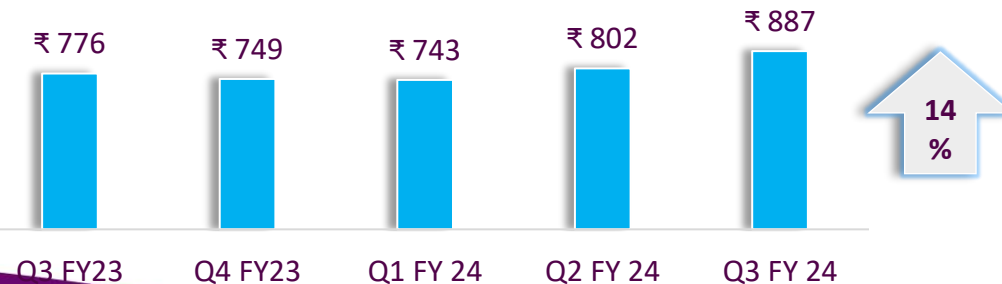
Gold Loan



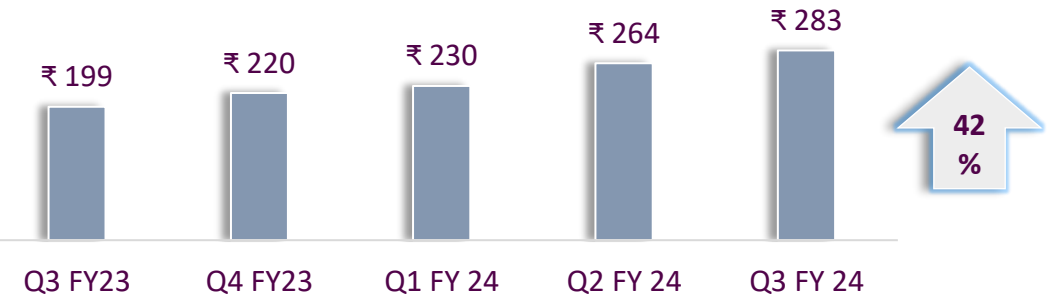
Loan against property



Other Retail Loans

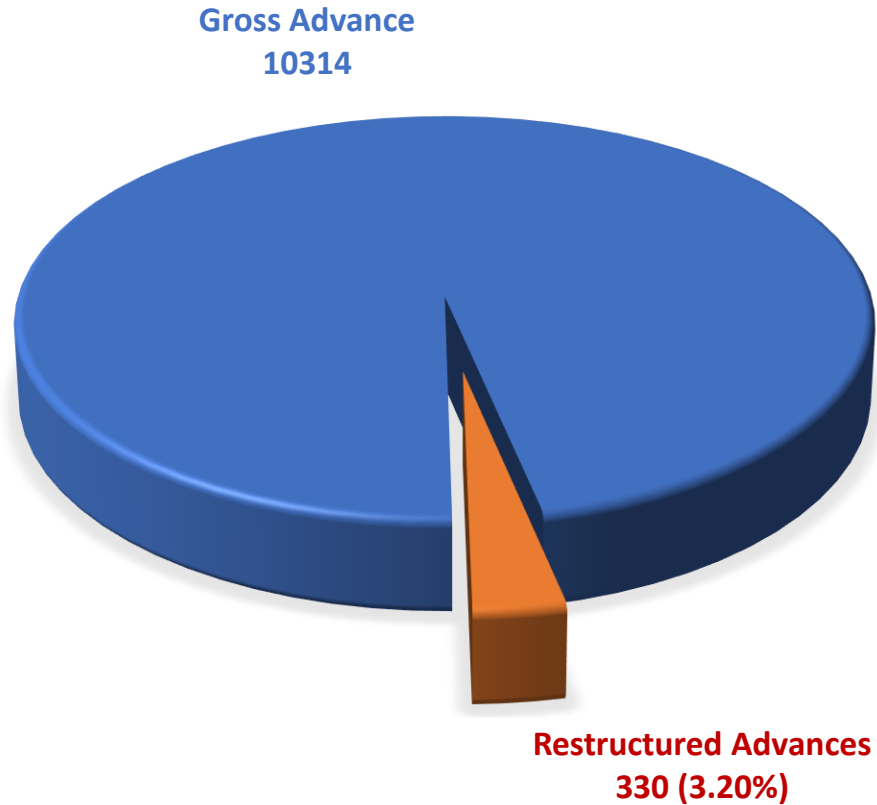


Vehicle Loan



Total Restructured Advances Rs.329.63 Crore on 31st December 2023

₹. in Crore

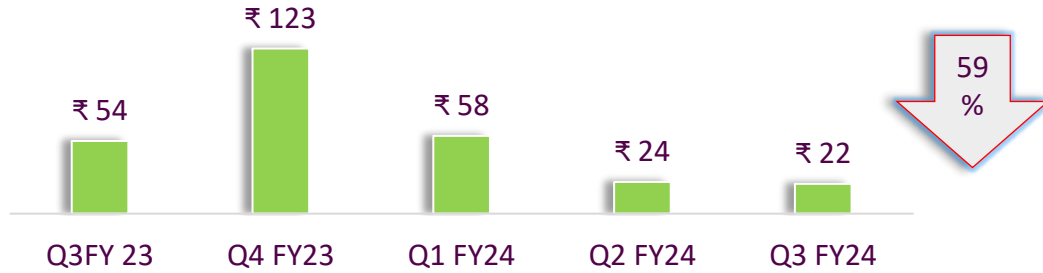


**Restructured
Advances**

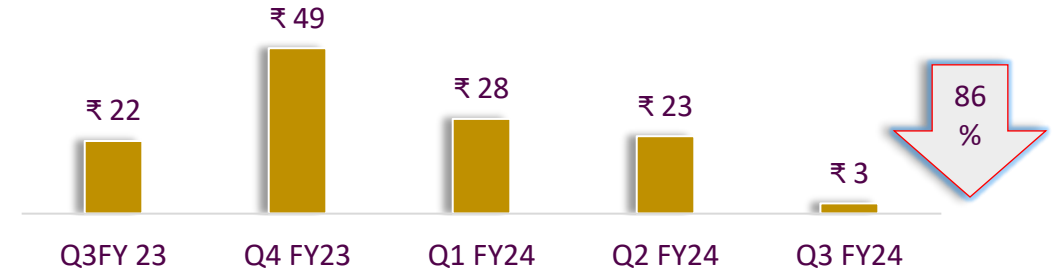
Restructured Advance		
Particulars	Total Restructured Advance	Restructured Advance Standard
Gross Advance	10314	10314
Education Loan Scheme	2.91	1.25
MSME standard Restructuring	30.40	7.23
Other restructuring	11.02	0.50
Prudential Framework	21.56	0.26
Project Under Implementation	38.43	29.09
RFCS -1	46.98	14.63
RFCS -2 and RFCS -MSME	178.33	113.89
Total Restructured Advances	329.63	166.85

Indicators Q3 to Q3

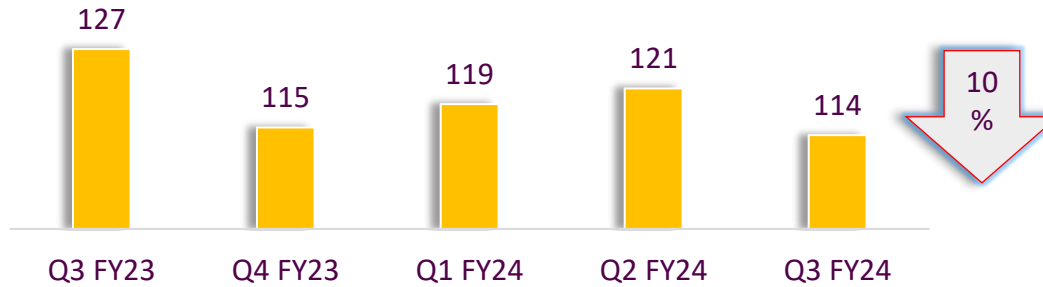
Operating Profit



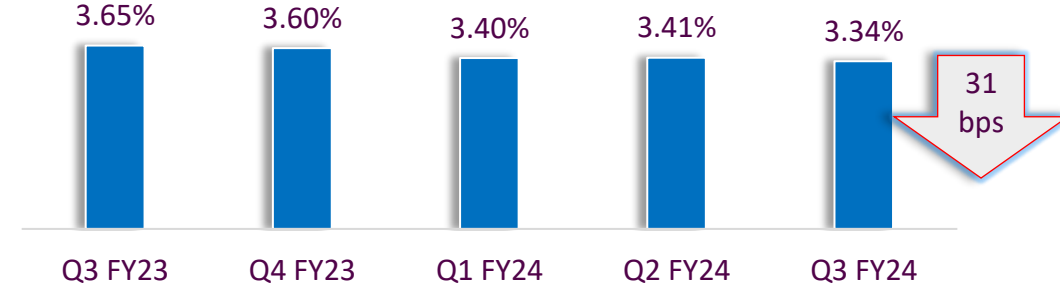
Net Profit



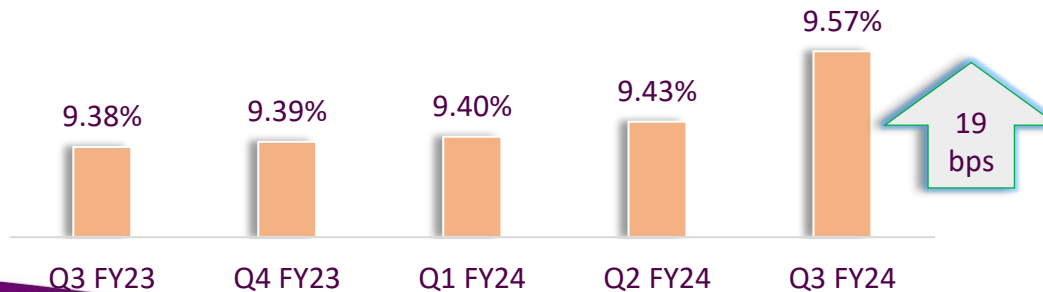
NII



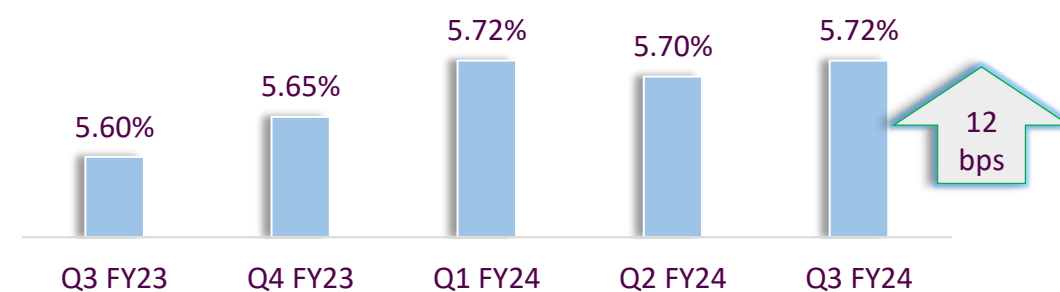
NIM



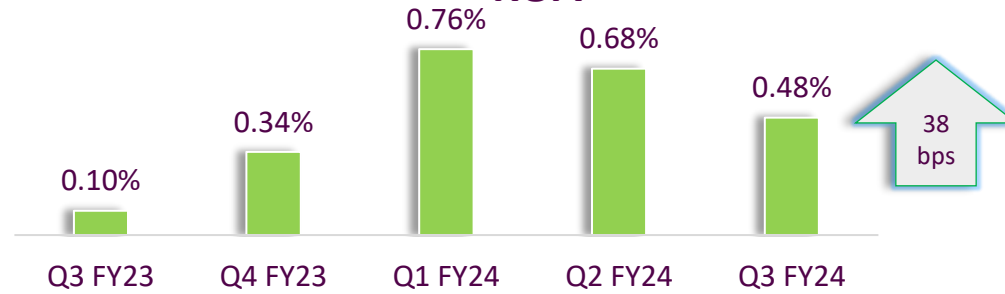
Yield on Advance



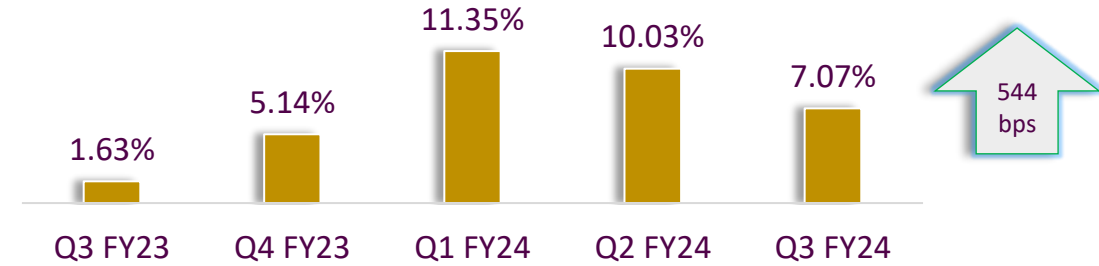
Yield on Investment



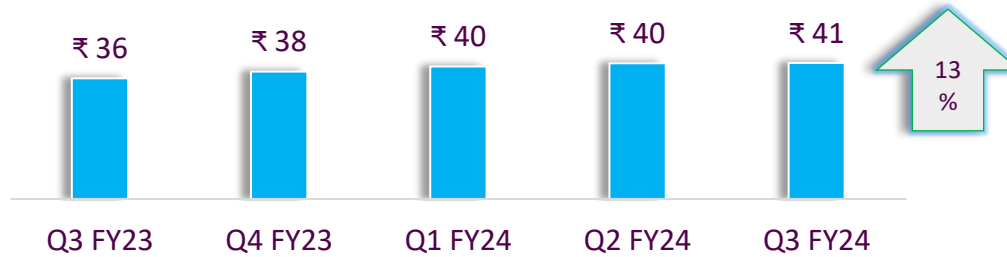
ROA



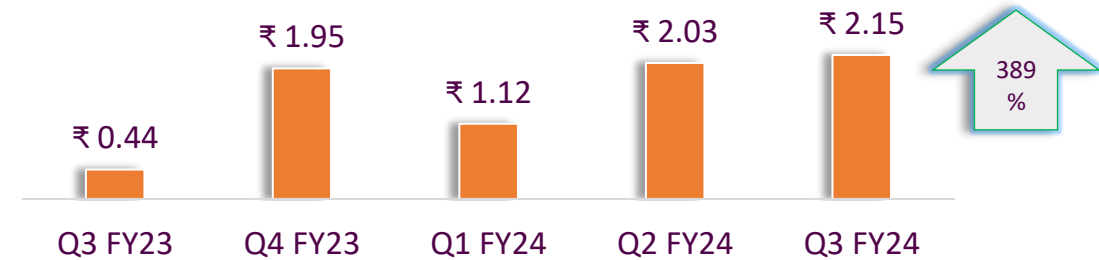
ROE



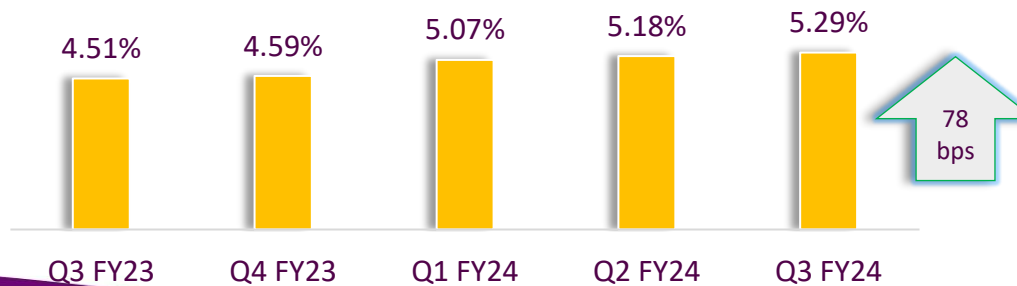
Book Value (Rs.)



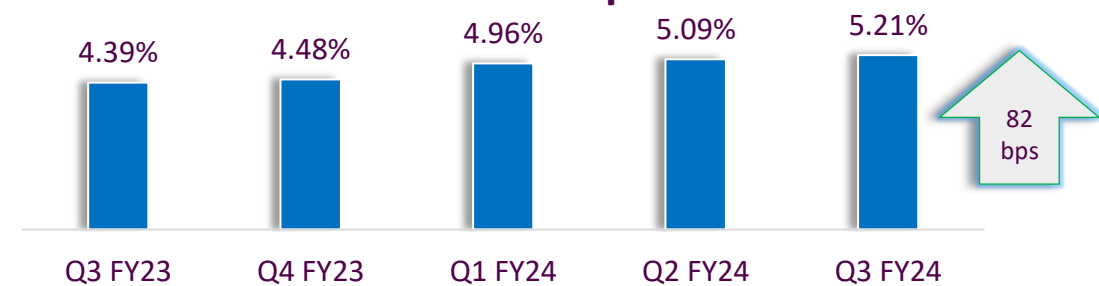
EPS (Rs.)



Cost of Funds



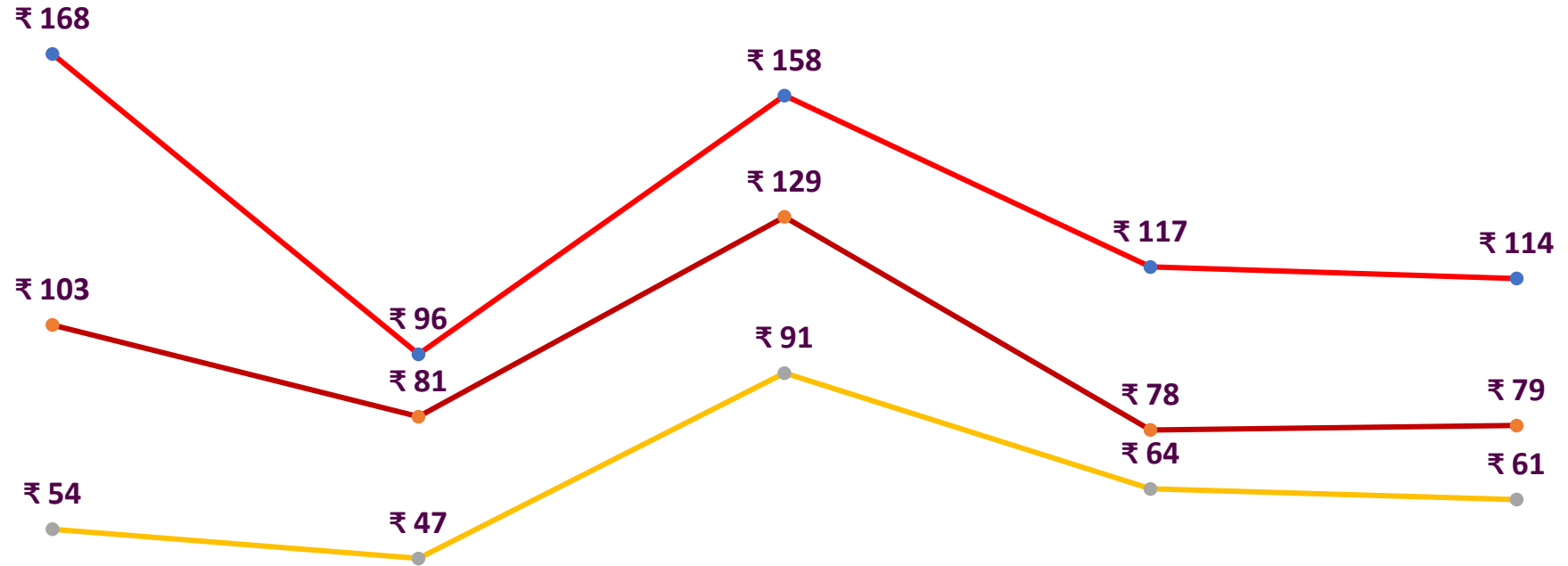
Cost of Deposits



Ratios Q3 to Q3

₹. in Crore

SMA Movement

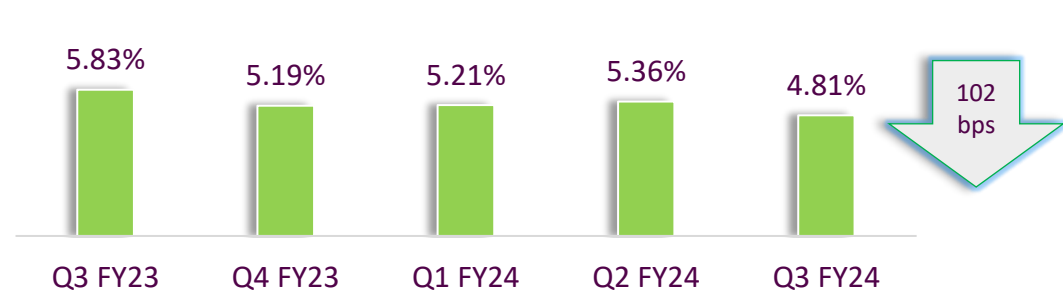


22 %

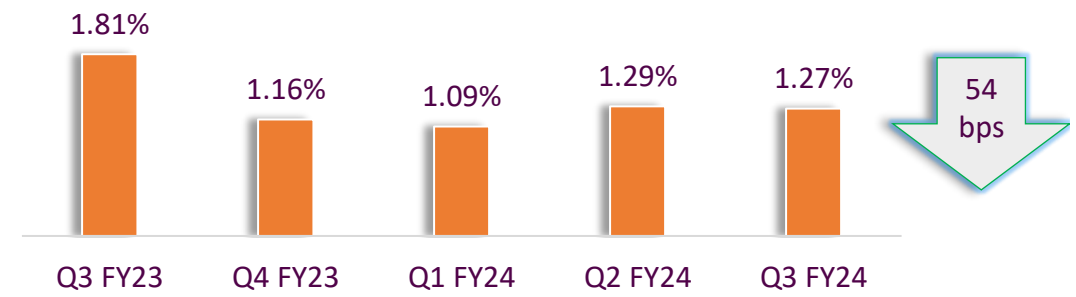
Asset
Quality

**Asset
Quality
Q3 to Q3**

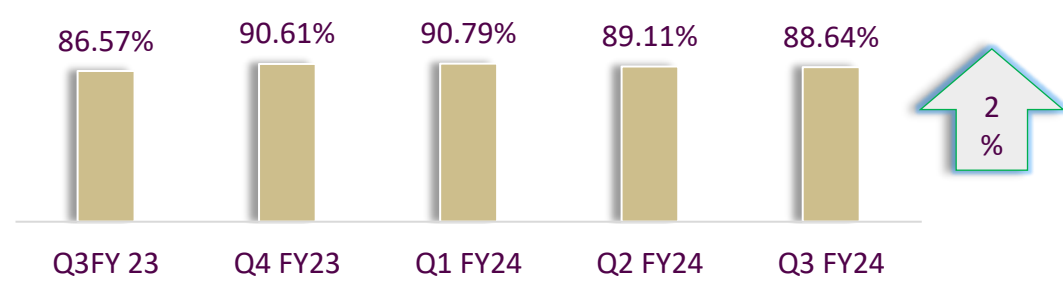
Gross NPA%



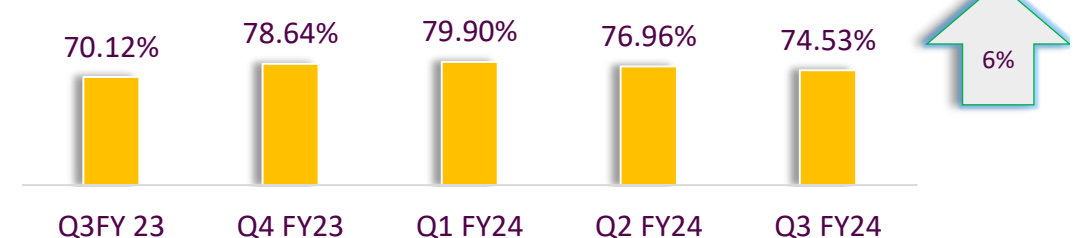
Net NPA%



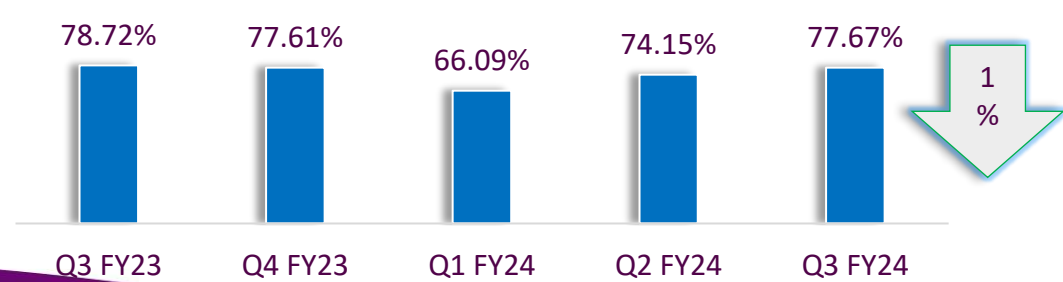
Provision Coverage Ratio



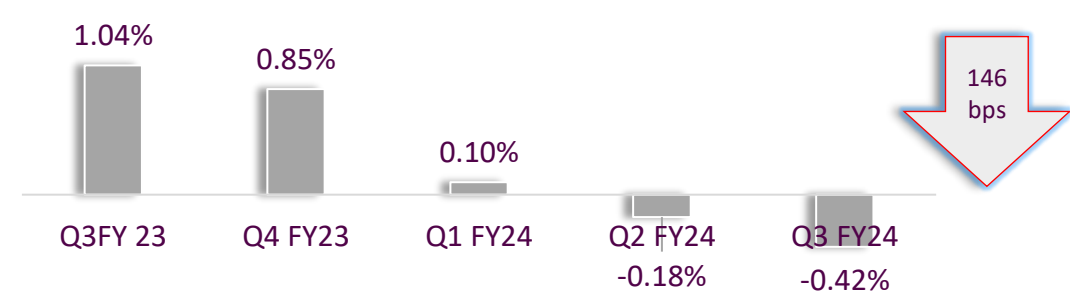
**Provision Coverage Ratio
(without Technical W/Off)**



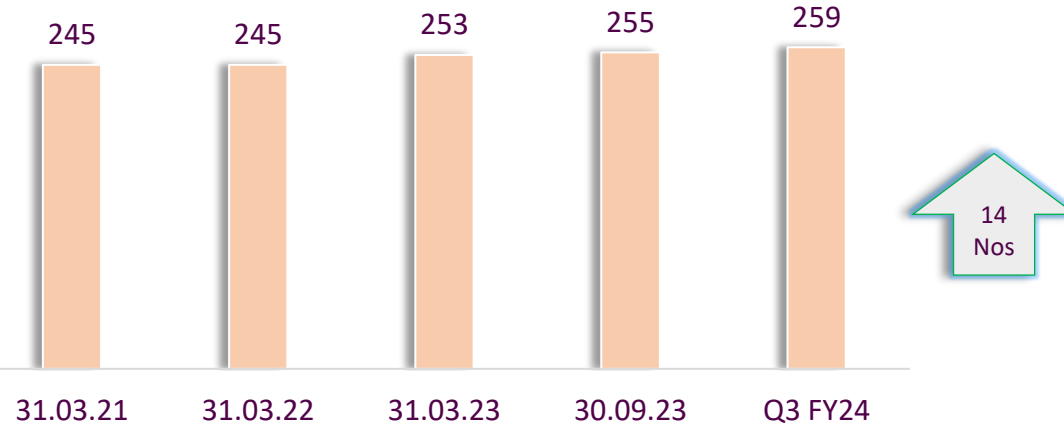
Cost to Income Ratio



Credit Cost Ratio (Annualised)

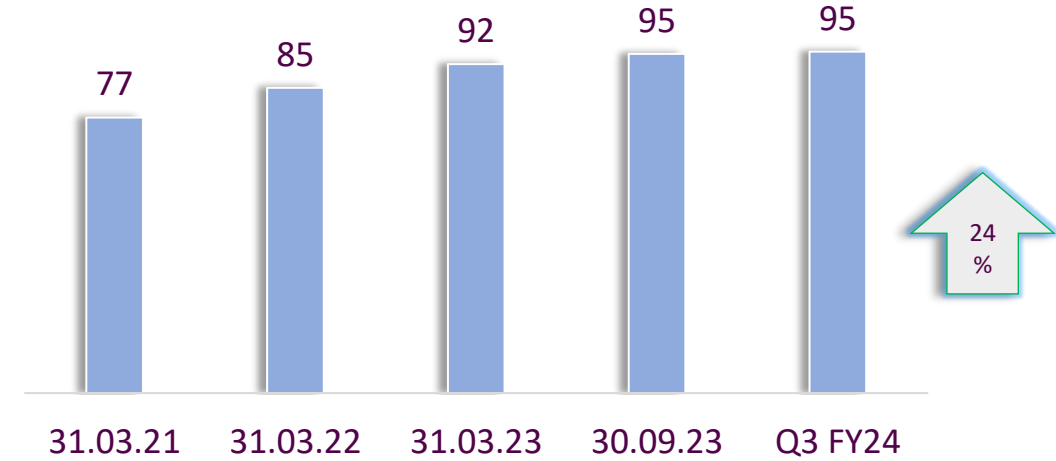


Number of Branches

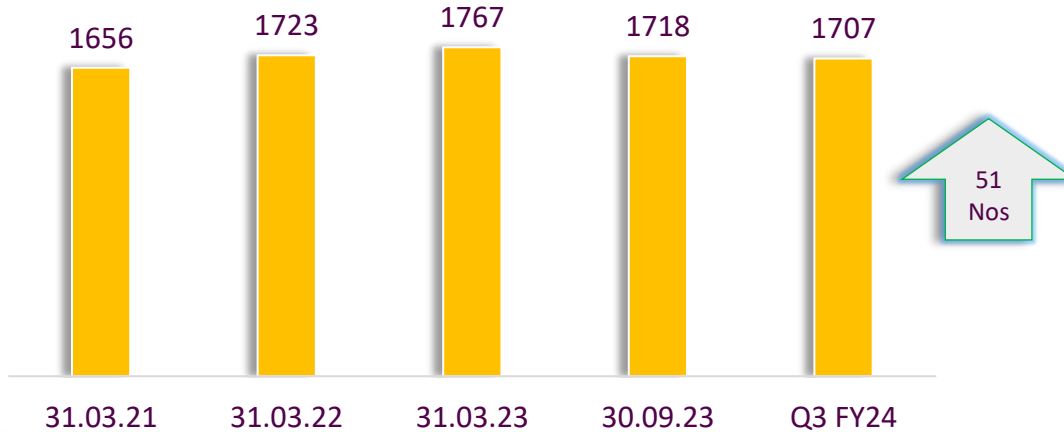


Per Branch Business

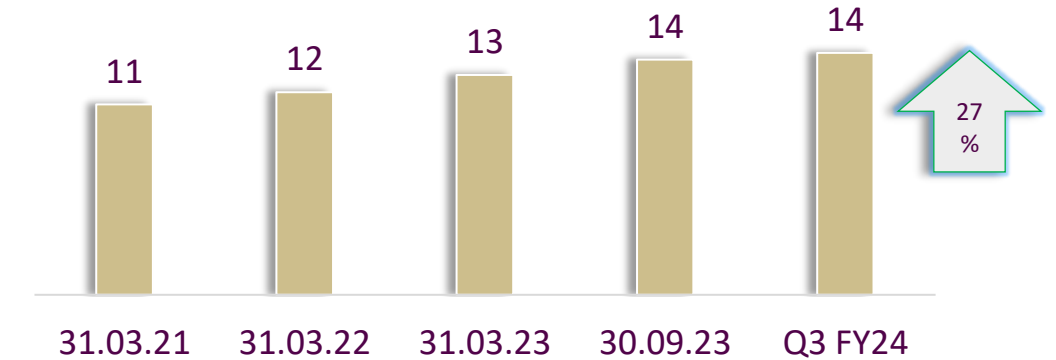
₹. in Crore



Number of Staff

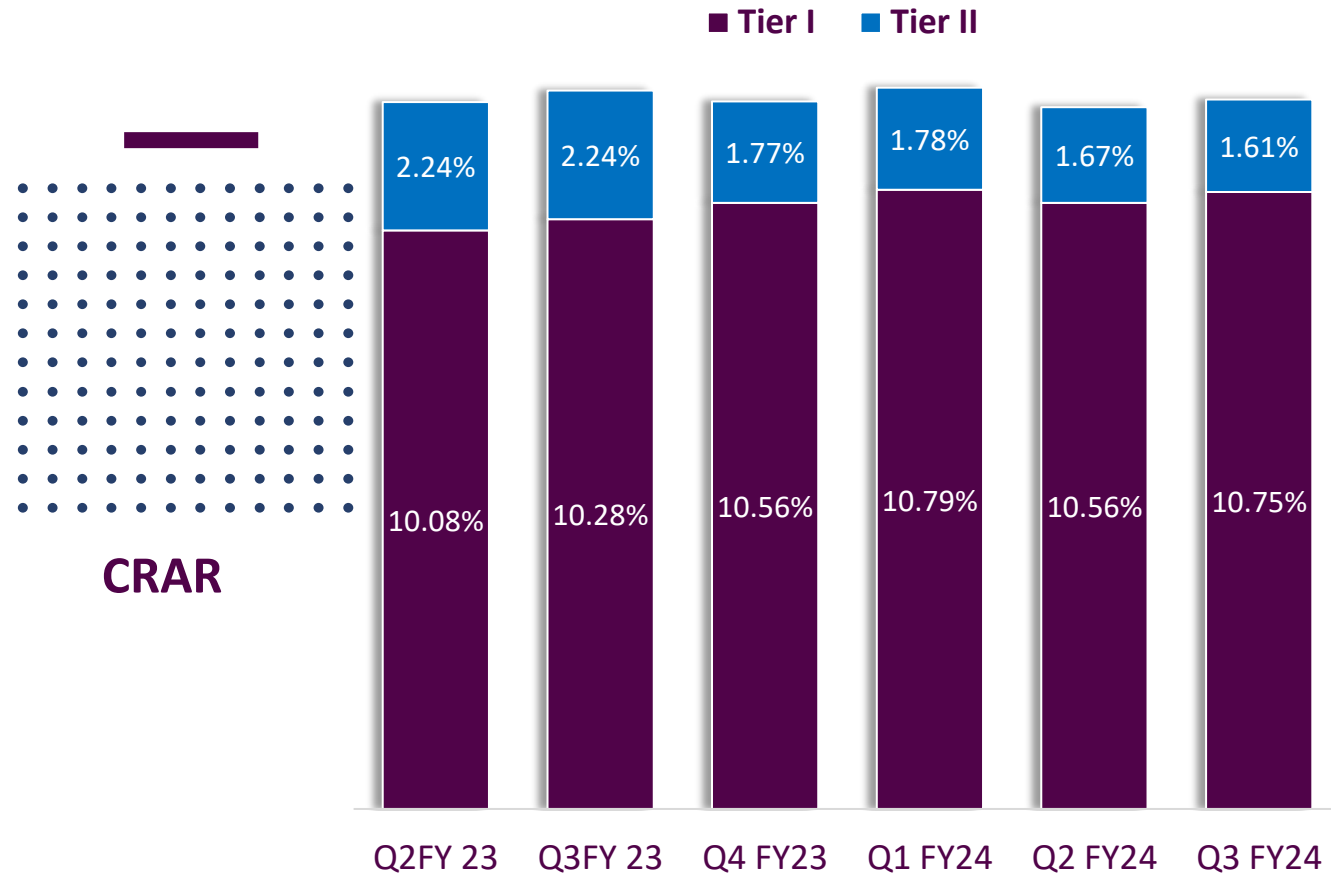


Business Per Employee



Performance
Q3 to Q3

CRAR AND LIQUIDITY



Particulars	Q3FY 23	Q4 FY23	Q1 FY24	Q2 FY24	Q3 FY24
Capital Adequacy Ratio (%)	12.52%	12.32%	12.57%	12.23%	12.37%
CRAR (%)	12.52%	12.32%	12.57%	12.23%	12.37%
TIER I (%)	10.28%	10.56%	10.79%	10.56%	10.75%
Risk Weighted Assets (in Cr)	6796	7174	7094	7222	7425
Credit Risk(in Cr)	5363	5758	5757	5890	6022
Market Risk(in Cr)	537	471	392	387	459
Operational Risk(in Cr)	897	945	945	945	945
Credit RWA to Gross Advance	58%	58%	57%	57%	58%
Liquidity Coverage Ratio(%)	241%	277%	201%	183%	183%

₹. in Crore

Particulars	For the Quarter Ended (Standalone)			Year Ended	Growth (YOY)	YOY Growth %	Growth (QoQ)	QoQ Growth %
	31.12.2022 (Reviewed)	30.09.2023 (Reviewed)	31.12.2023 (Reviewed)	31.03.2023 (Audited)				
	Q2FY 23	Q2 FY 24	Q2 FY 24					
Interest Income	276.26	303.90	307.72	1071.23	31.46	11.39%	3.82	1.26%
Interest Expenses	149.40	182.94	193.72	595.48	44.32	29.67%	10.78	5.89%
Net Interest Income	126.86	120.96	114.00	475.75	-12.86	-10.14%	-6.96	-5.75%
Non Interest Income	35.91	23.53	35.70	74.51	-0.21	-0.58%	12.17	51.72%
Operating Expenses	108.46	120.89	127.39	427.07	18.93	17.45%	6.50	5.38%
Operating Profit	54.31	23.60	22.31	123.20	-32.00	-58.92%	-1.29	-5.47%
Provisions and Contingencies	32.58	0.44	19.26	73.84	-13.32	-40.88%	18.82	4277.27%
Net Profit	21.73	23.16	3.05	49.36	-18.68	-85.96%	-20.11	-86.83%

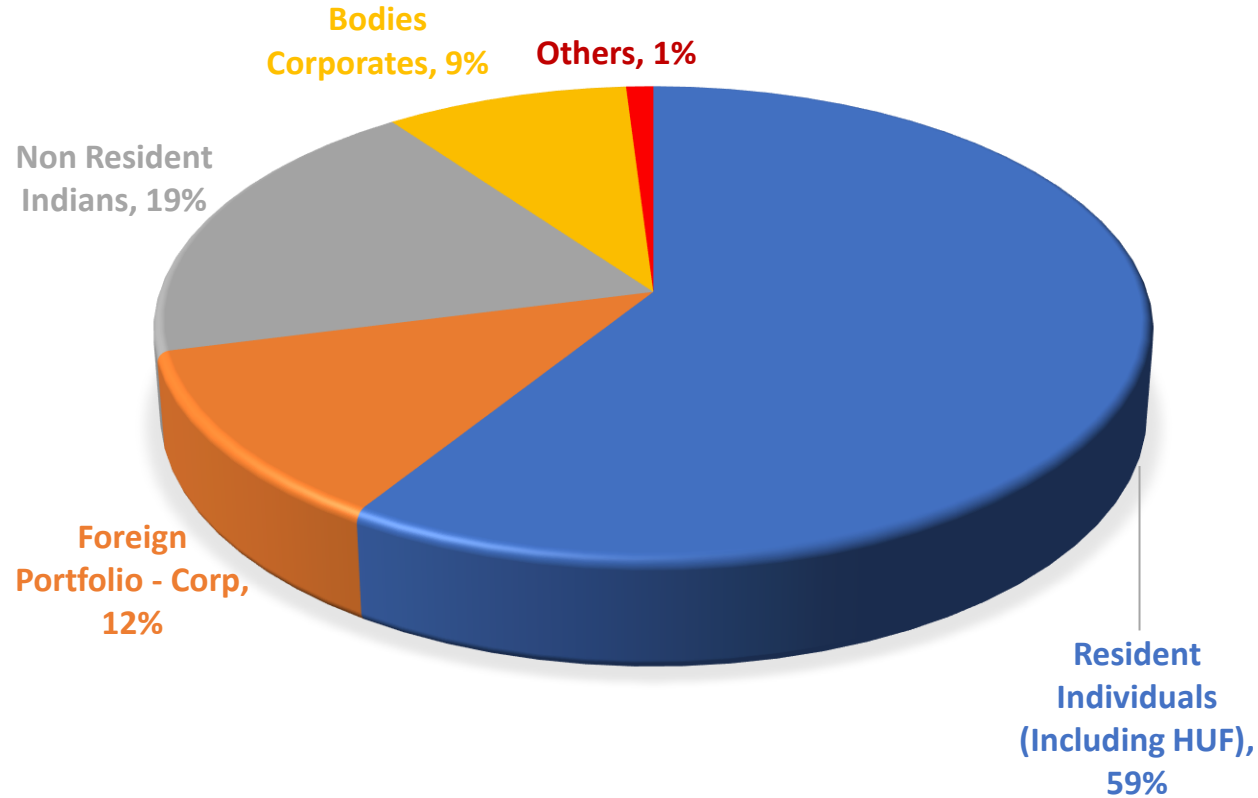
Business Result

₹. in Crore

Particulars	31.12.2022 (Reviewed)	31.03.2023 (Audited)	30.06.2023 (Reviewed)	30.09.2023 (Reviewed)	31.12.2023 (Reviewed)
CAPITAL AND LIABILITIES					
Capital	253	253	253	253	253
Reserves and Surplus	658	708	747	770	773
Deposits	12939	13352	13402	13817	14340
Borrowings	460	492	225	165	150
Other Liabilities and Provisions	281	327	285	288	326
TOTAL	14591	15132	14912	15293	15842
ASSETS					
Cash and Balances with RBI	845	836	863	858	940
Balances with Banks and Money at call and short notice	57	10	11	56	264
Investments	3936	3889	3488	3544	3747
Advances	8866	9452	9621	9885	9945
Fixed Assets	227	258	250	271	271
Other Assets*	660	687	679	679	675
TOTAL	14591	15132	14912	15293	15842
* Out of Which RIDF/RHF/MSME Deposits	253	255	249	246	246
Contingent Liabilities	598	668	681	684	672
Bills for collection	307	300	302	304	305

Balance Sheet Overview

Shareholding Pattern(as on December 31, 2023)



Category	No. of Holders	Total Shares	% To Equity
Resident Individuals (Including HUF)	126094	150667206	59%
Foreign Portfolio - Corp	15	30082334	12%
Non Resident Indians	1209	47781685	19%
Bodies Corporates	407	22411099	9%
Others	2	511910	1%
Total	9	1557850	100%

Performance



Over 555 Customer Touch Points including
 259 Branches, 279 ATMs and 17 BCs

Branch Presence

Population	No. of Branches	
	31.12.2022	31.12.2023
Metropolitan	58	58
Urban	65	70
Semi Urban	107	111
Rural	19	20
Grand Total	249	259

Digital Migration

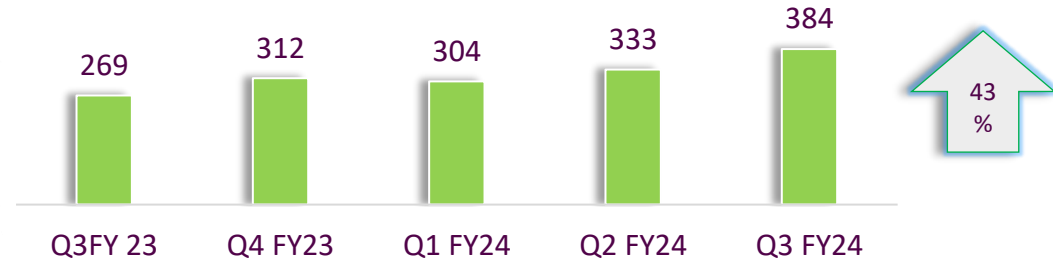


78.38%

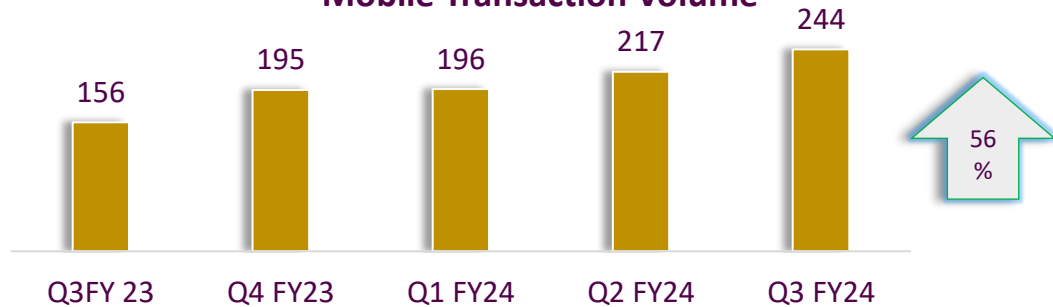
Share of Digital
Banking
Transaction @
78.38% as on
31st December 2023
Compared to
72.49% as on
31st December 2022

In '000

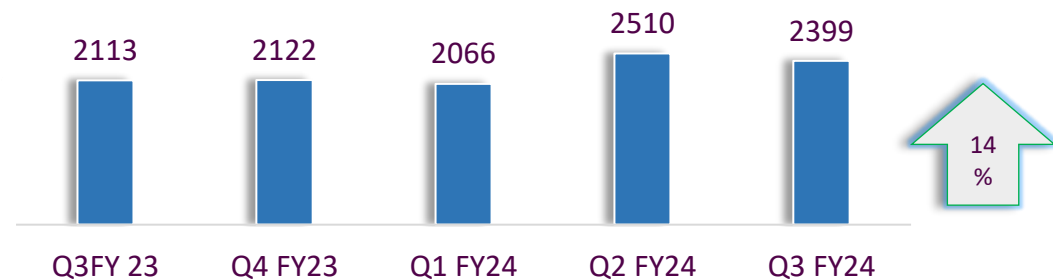
Internet Transaction Volume



Mobile Transaction Volume



Debit Card Transaction Volume





PARTNERS



Strong Management Team



Mr. Shivan J.K,
Managing Director & CEO

- Bachelor in Agriculture, MBA & CAIIB; More than 37 years of experience in Retail, Agri, Corporate, International & Forex operations.
- Was Chief General Manager of Stressed Assets Resolution Group of State Bank of India and worked with EY India as Senior Advisor.
- Member of two committees of the Indian Banks' Association- Standing Committee of Stressed Asset Management and Sectoral Committee of Private Sector Banks



Ms. Kavitha T A,
Chief Financial Officer

- Qualified Chartered Accountant and Graduate in Commerce with CAIIB. Associated with DLB for over 20 years in different capacities.
- Has played a pivotal role in setting up the Integrated Risk Management Department and Operations Department of the Bank.
- Was the Regional Head of 32 branches spread over North Districts of Kerala & Karnataka State.
- Also worked in Manappuram Group of Companies for 3 ½ years.



Mr. L. Chandran,
General Manager

- A post graduate in Science, MBA(Finance), CAIIB and B.Ed;
- Associated with DLB for over 25 years in different capacities in various geographical areas and was Chief Risk Officer, Chief Compliance Officer, Chief Recovery Officer and Head SME (Credit Underwriting). Also worked in Government and Public Sector Financial Institution for about 7 years.



Mr. John Varughese,
Head IT and Digital Banking

- Engineering graduate, MBA, Certified Information System Auditor (CISA) & CAIIB; Over 28 years of experience in IT & Banking including with Federal Bank.
- Worked as Chief Information Security Officer, Head – Alternate Channels, Regional Head, Chief Compliance Officer and Chief Credit Officer.

Strong Management Team



Mr. Surendran A.V,
Head - Wholesale Banking

- Graduate in Science and CAIIB; More than 33 Years of experience in banking with specialization in Treasury Management for 17 years.
- Worked as Regional Head and handled Government Business.



Mr. Santoy John,
Chief Compliance Officer

- Post Graduate in Science, CISA & CAIIB and PGCP in Business Management from XIMB Bhubaneswar, previously associated with ICICI Bank and RBL Bank.
- Over 24 Years of experience covering Teaching, Retail Banking, Internal Audit, Information Security, Payment systems, Centralized Operations and Compliance.



Mr. Binoy B.S,
Head- Internal Audit

- Graduate in Science, LLM & CAIIB. Over 27 years of experience in banking including working with South Indian Bank and 4 years' experience as a practicing lawyer
- Vast experience in Legal, Credit Sanction, Credit Monitoring, Recovery and Internal Audit.



Mr. Satheesan V,
Head Legal

- Graduate in Law (BAL, LLB), Master of Business Law (MBL) and MBA (International Business);
- Over 29 years experience which includes as a practicing lawyer and with Indian Overseas Bank.



Strong Management Team



Mr. Suresh M Nair,
Chief Credit Officer

- Bachelor in Commerce and CAIIB; Over 40 Years of experience in Banking with SBI Group (State Bank of Travancore, State Bank of Patiala & SBI).
- Vast experience in Corporate Credit, SME, Stressed assets & Project Finance.



Mr. Arvind Kanagasabai,
Head- Treasury

- Graduate in Commerce and holds Post Graduate Diploma in Human Resources Development and CAIIB.
- 40 years of Banking experience in SBI and Bandhan Bank, of which 20 years in Treasury including being Head of Central Treasury at Hong Kong Branch of State Bank of India



Mr. Venkatesh H,
Company Secretary

- A qualified Company Secretary, Chartered Accountant, Cost Accountant and Post Graduate in Commerce & JAIB.
- Over 9 years of experience in Secretarial operations.



Mr. Balasubramanian A D,
Chief Vigilance Officer

- Post Graduate in Economics
- Over 30 Years of experience in handling Vigilance activities in Kerala Police, Vigilance & Anti-corruption Bureau as Deputy Superintendent of Police including 16 years experience as Deputy Chief Vigilance Officer in Cochin Shipyard and Port



Mr. Rajan Sleeba,
Head- Human Resources Department

- Post Graduate in law (LLM) and CAIIB; Over 36 years of experience in banking sector including working with Federal Bank.
- Vast experience in Branch Banking, Credit and as Regional Head.



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