



# Investor Presentation

## Q1-FY 2023 -24



# BOARD OF DIRECTORS



**Shri. Shivan J.K**  
MANAGING DIRECTOR & CEO



**Shri. C.K. Gopinathan**  
DIRECTOR



**Shri. G. Rajagopalan Nair**  
INDEPENDENT DIRECTOR



**Shri. D. K. Kashyap**  
RBI ADDITIONAL DIRECTOR



**Shri Jayakumar Yarasi**  
RBI ADDITIONAL DIRECTOR



**Shri. K.N Madhusoodanan**  
INDEPENDENT DIRECTOR



**Shri. Sreesankar  
Radhakrishnan**  
INDEPENDENT DIRECTOR



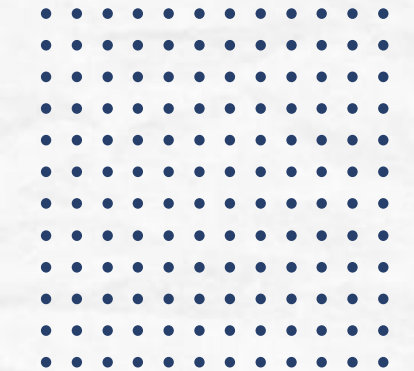
**Dr. Nirmala Padmanabhan**  
INDEPENDENT DIRECTOR



**Shri. Sridhar  
Kalyanasundaram**  
INDEPENDENT DIRECTOR



**Ms. Vardhini Kalyanaraman**  
INDEPENDENT DIRECTOR

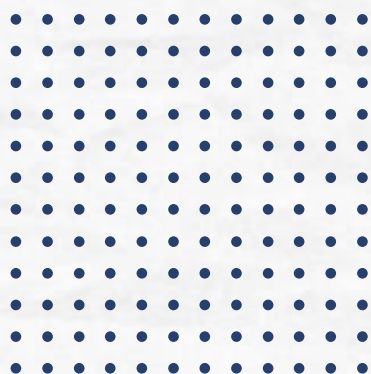


## DIRECTORS





- ❖ Total Business of the Bank grew by **10%** and reached **Rs.23,442** Crore.
- ❖ Total Deposit of the Bank registered a growth of **7 %** to reach **Rs.13,402** Crore.
- ❖ Gross Advance of the Bank grew by **15%** to reach **Rs.10,040** Crore.
- ❖ Gold Loan Portfolio registered a growth of **25%** to reach **Rs.2451** Crore
- ❖ Interest Income improved to **Rs.289.14** Crore from **Rs.258.37** Crore.
- ❖ Yield on Advances is stable at **9.40%** against that of **9.41%**.
- ❖ CD ratio improved to **75%** from **69%**
- ❖ Operating Profit increased to **Rs.57.94** Crore from a loss of **Rs.5.02** Crore.
- ❖ The Bank recorded net profit of **Rs.28.30** Crore as on June 30, 2023 as against the net loss of **Rs.26.43** Crore of June 30, 2022.



## Performance Highlights

Total Income increased by **44.16%** to reach **Rs.341.40** Crore from **Rs.236.82** Crore

Cost Income Ratio reduced to **66.09%** from **105.24%**.

Cost of Deposits increased to **4.96%** from **4.41%**.

Cost of Funds increased to **5.07%** from **4.52%**.

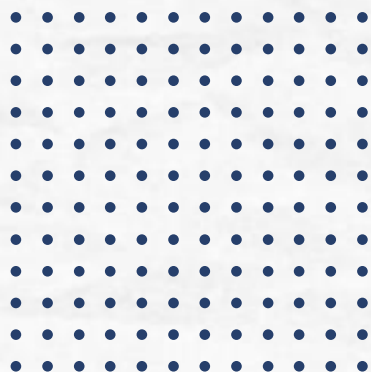
Gross NPA percentage improved to **5.21%** from **6.35%**.

Net NPA percentage improved to **1.09%** from **2.69%**.

Yield on Investments improved to **5.72%** from **5.59%**.

Provision Coverage Ratio improved to **91%** from of **81%**

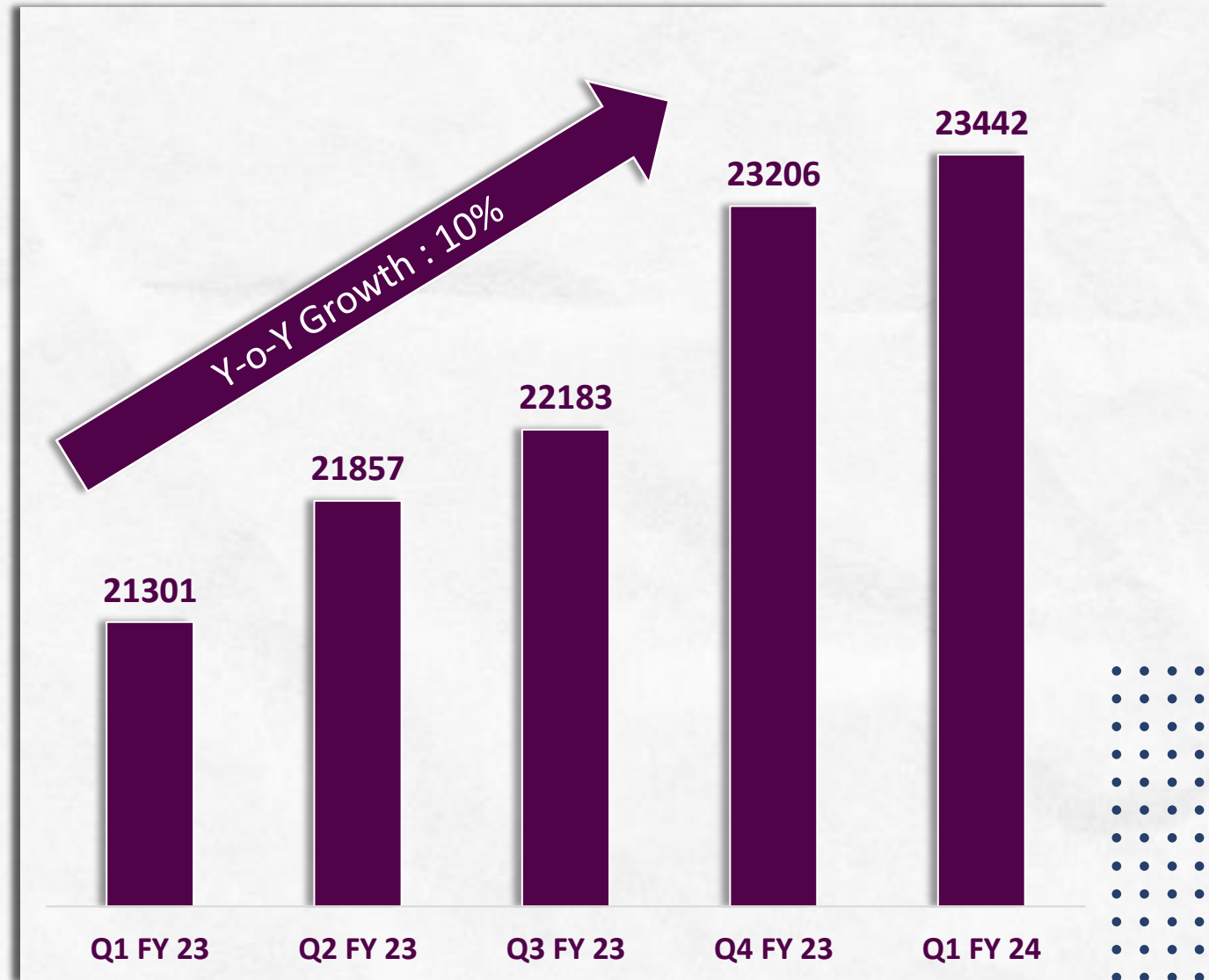
Net Interest Margin (NIM) reduced to **3.40%** from **3.64%**.



## Performance Highlights

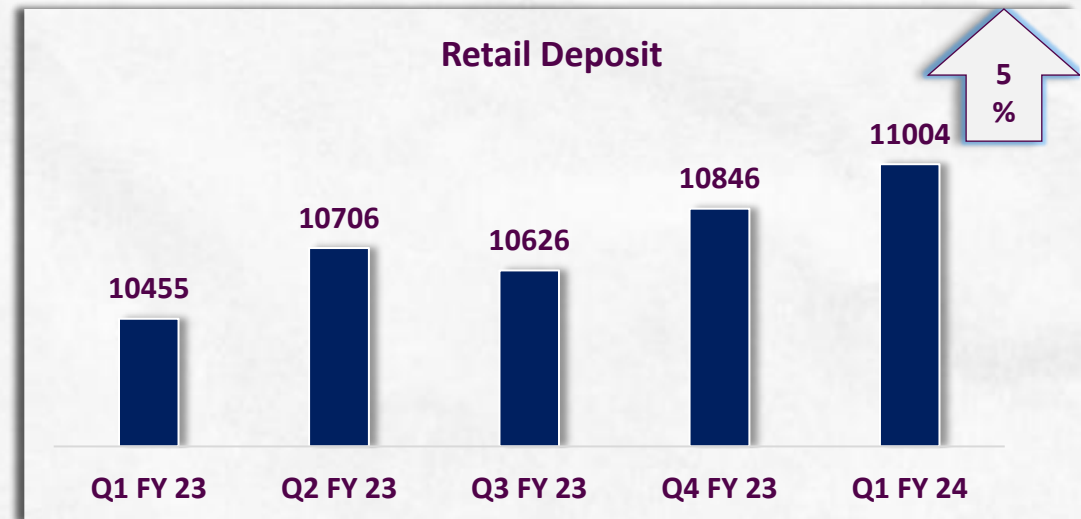
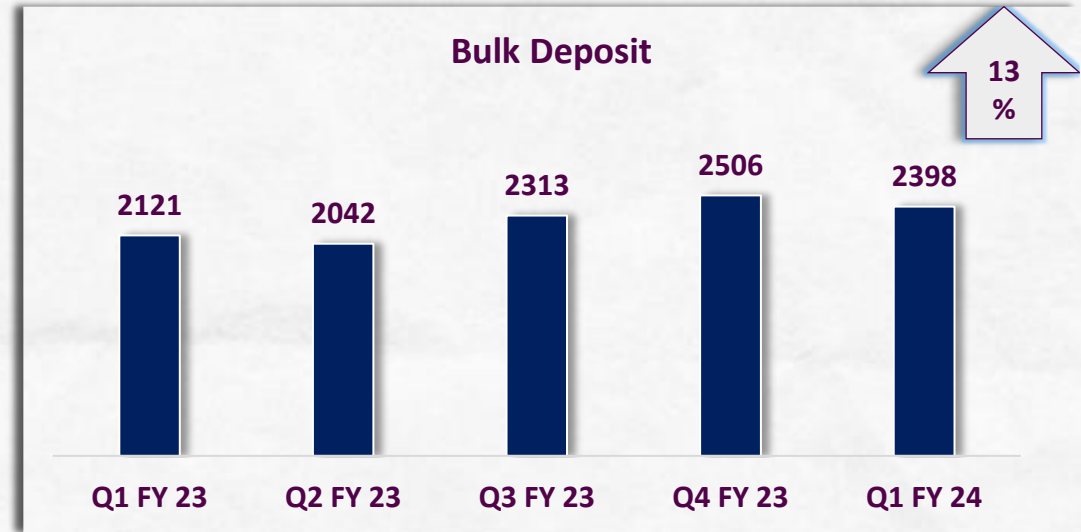
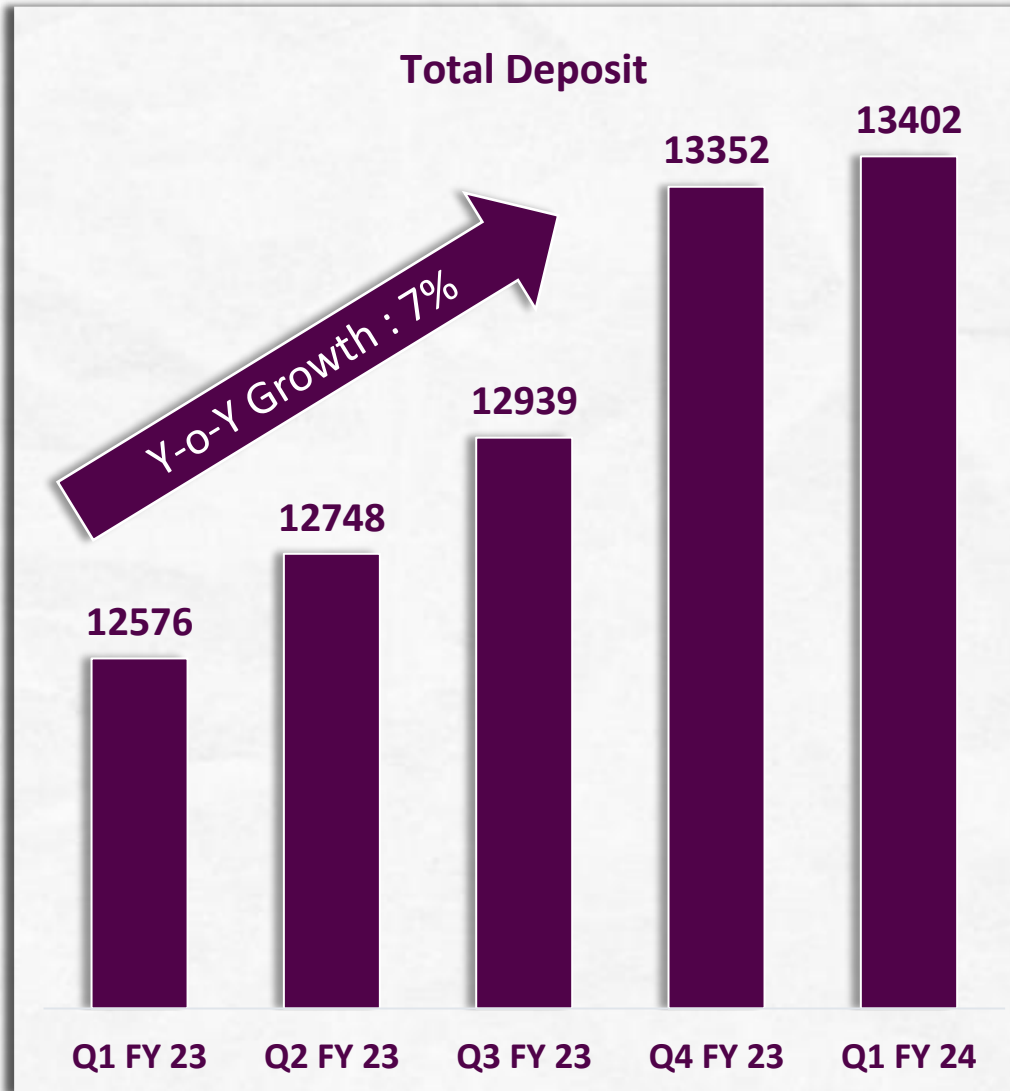
₹. in Crore

## TOTAL BUSINESS

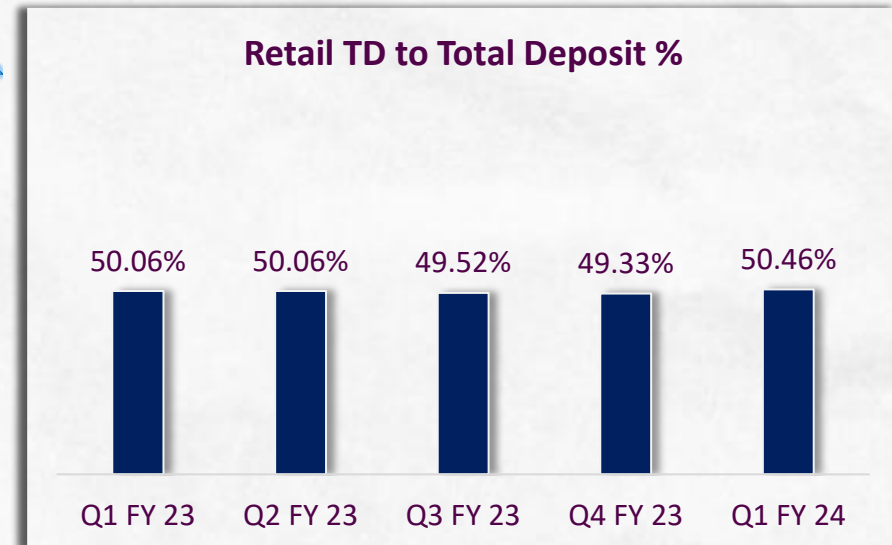
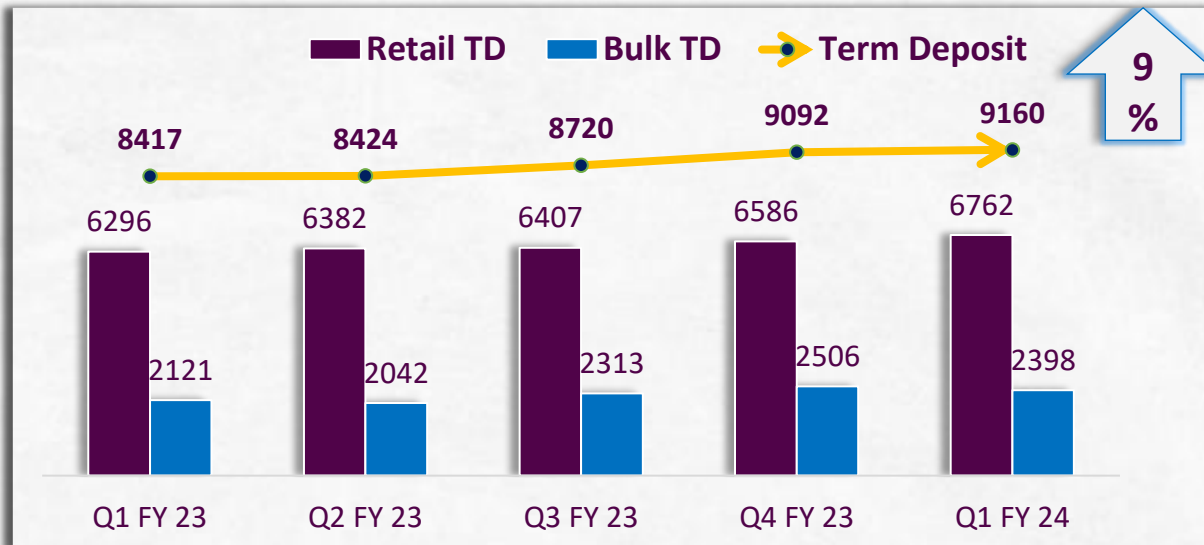
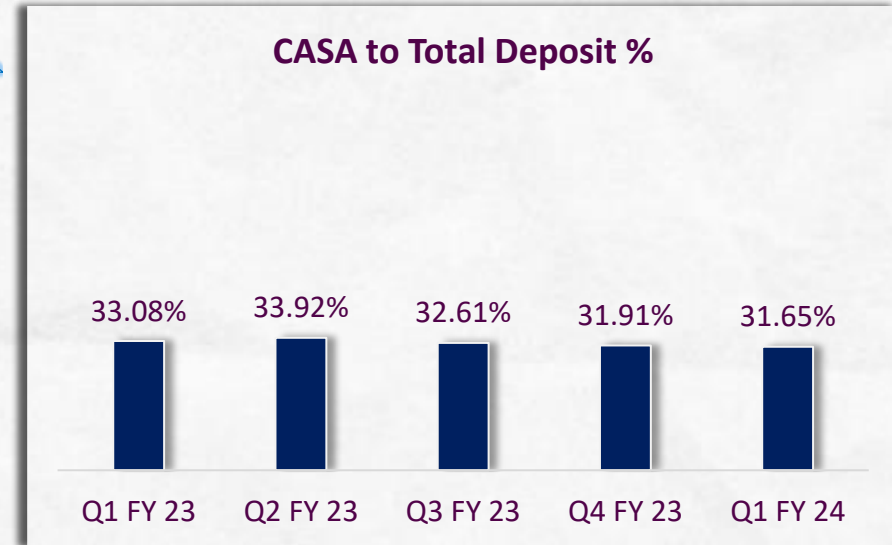
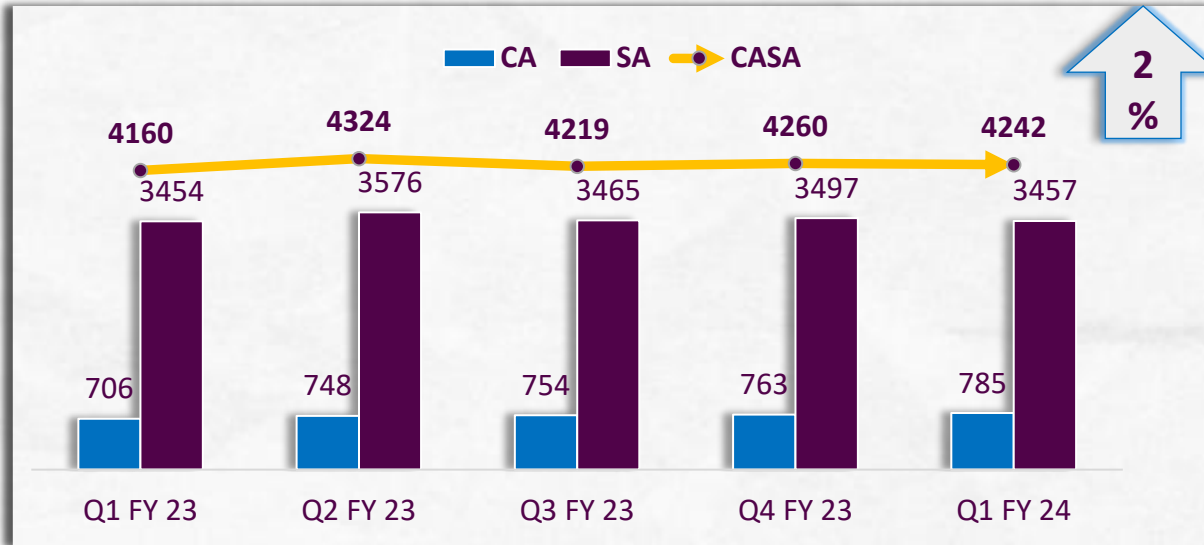


₹. in Crore

## TOTAL DEPOSIT



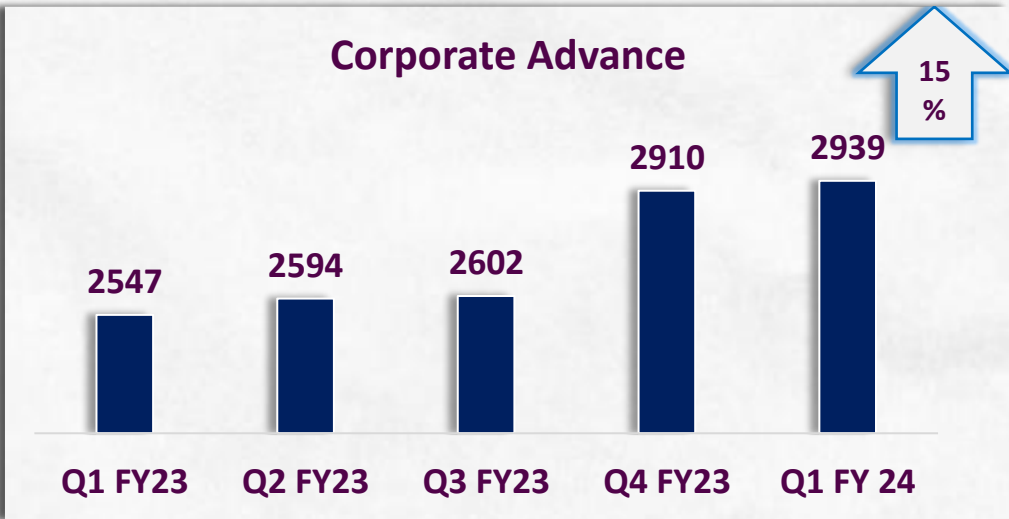
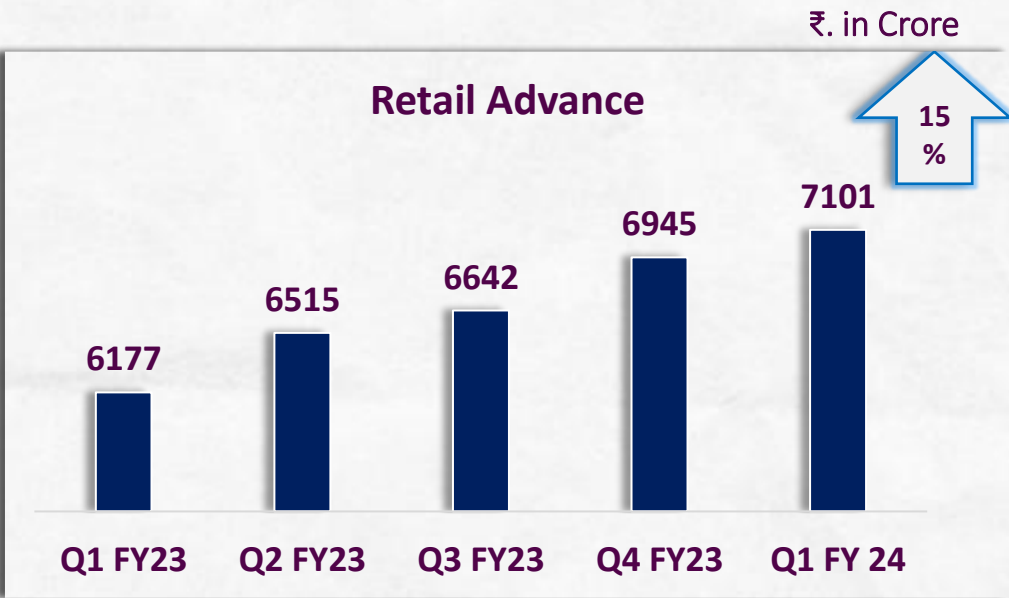
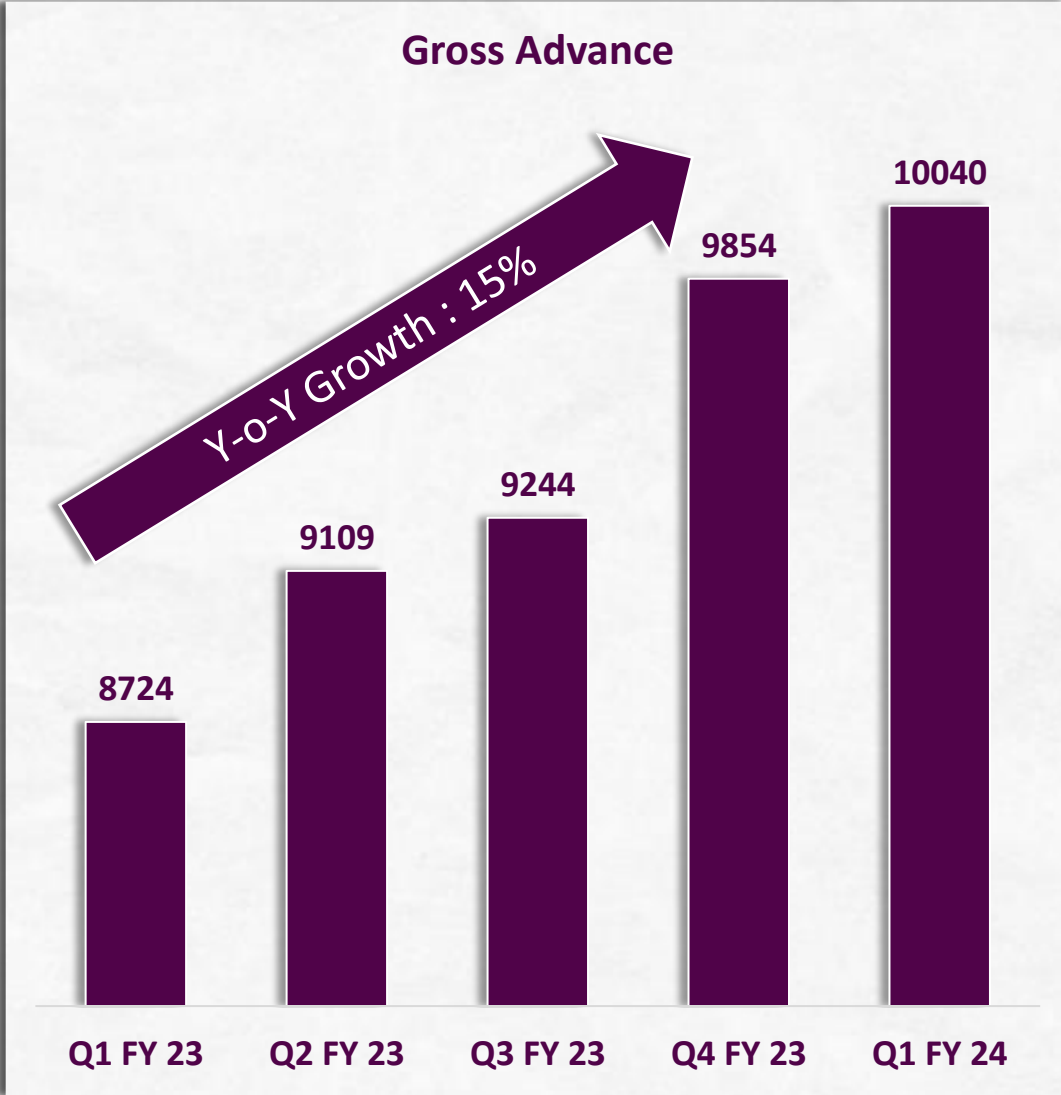
₹. in Crore



**DEPOSIT  
MIX**

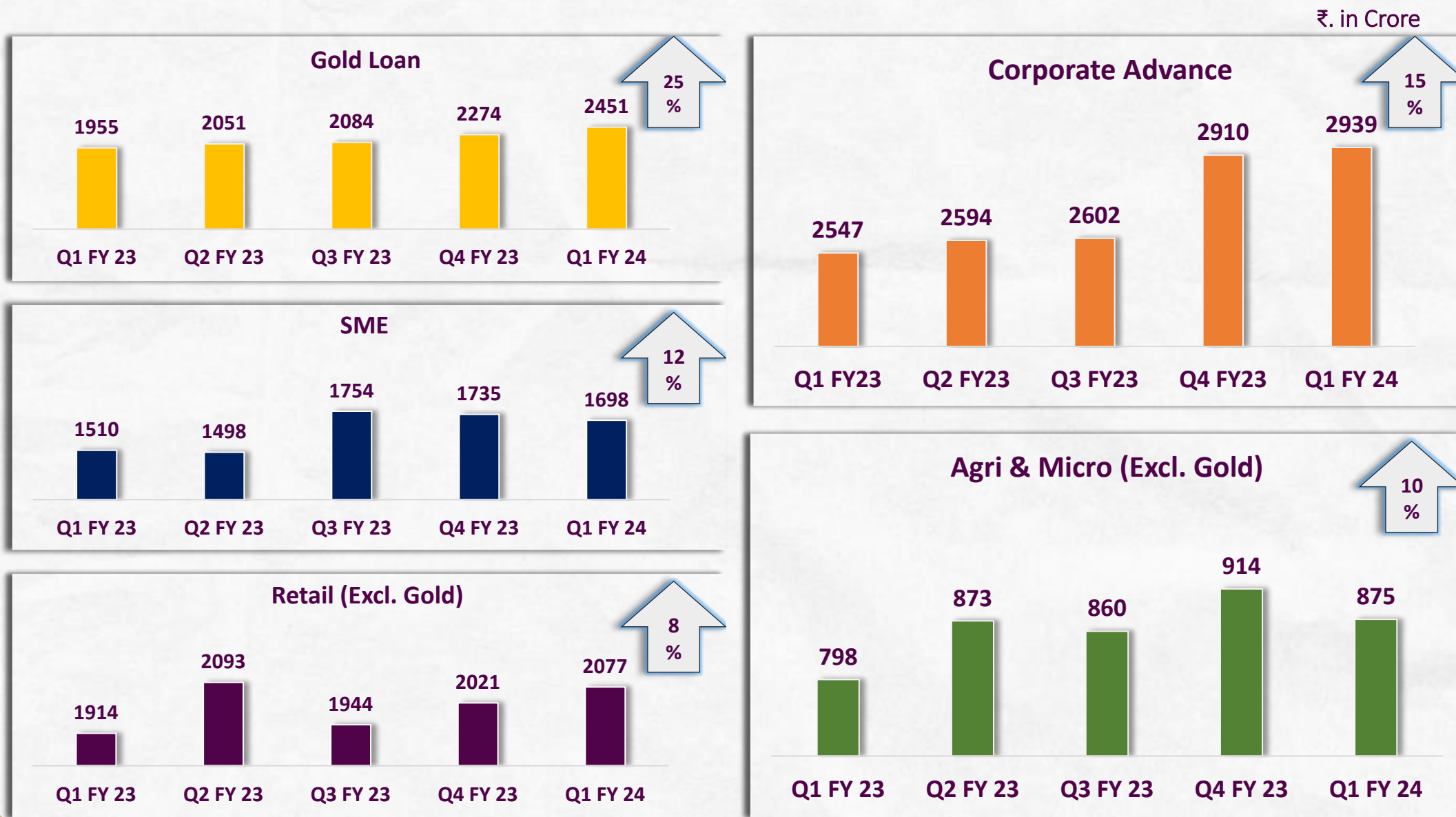


GROSS  
ADVANCE



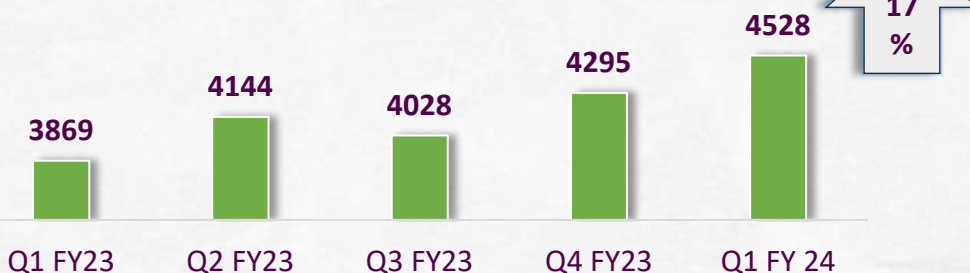


## Advance Mix

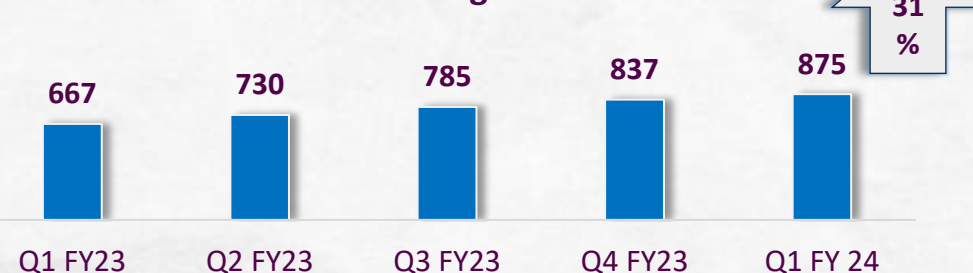


₹. in Crore

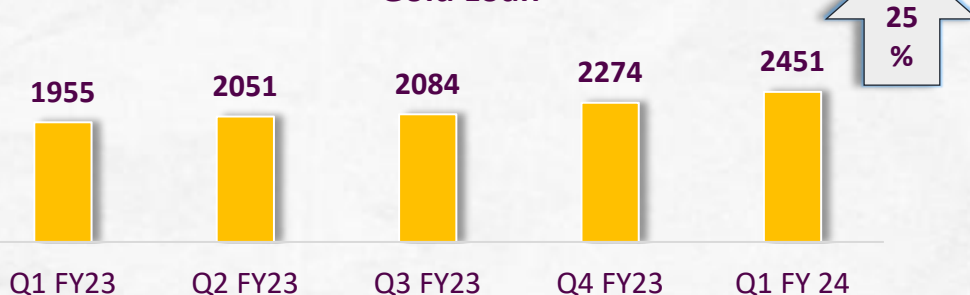
## Retail Loan Total



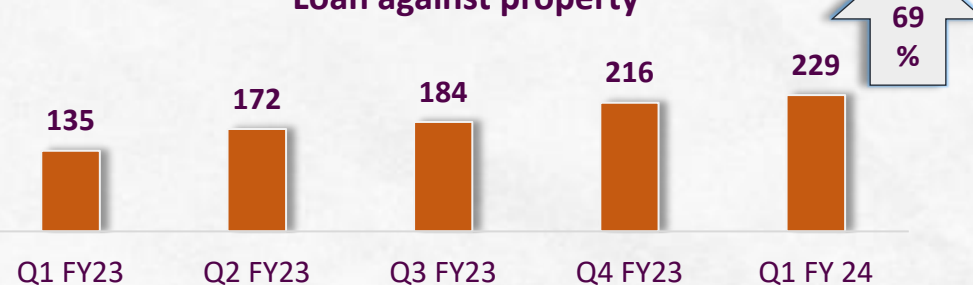
## Housing Loan



## Gold Loan



## Loan against property



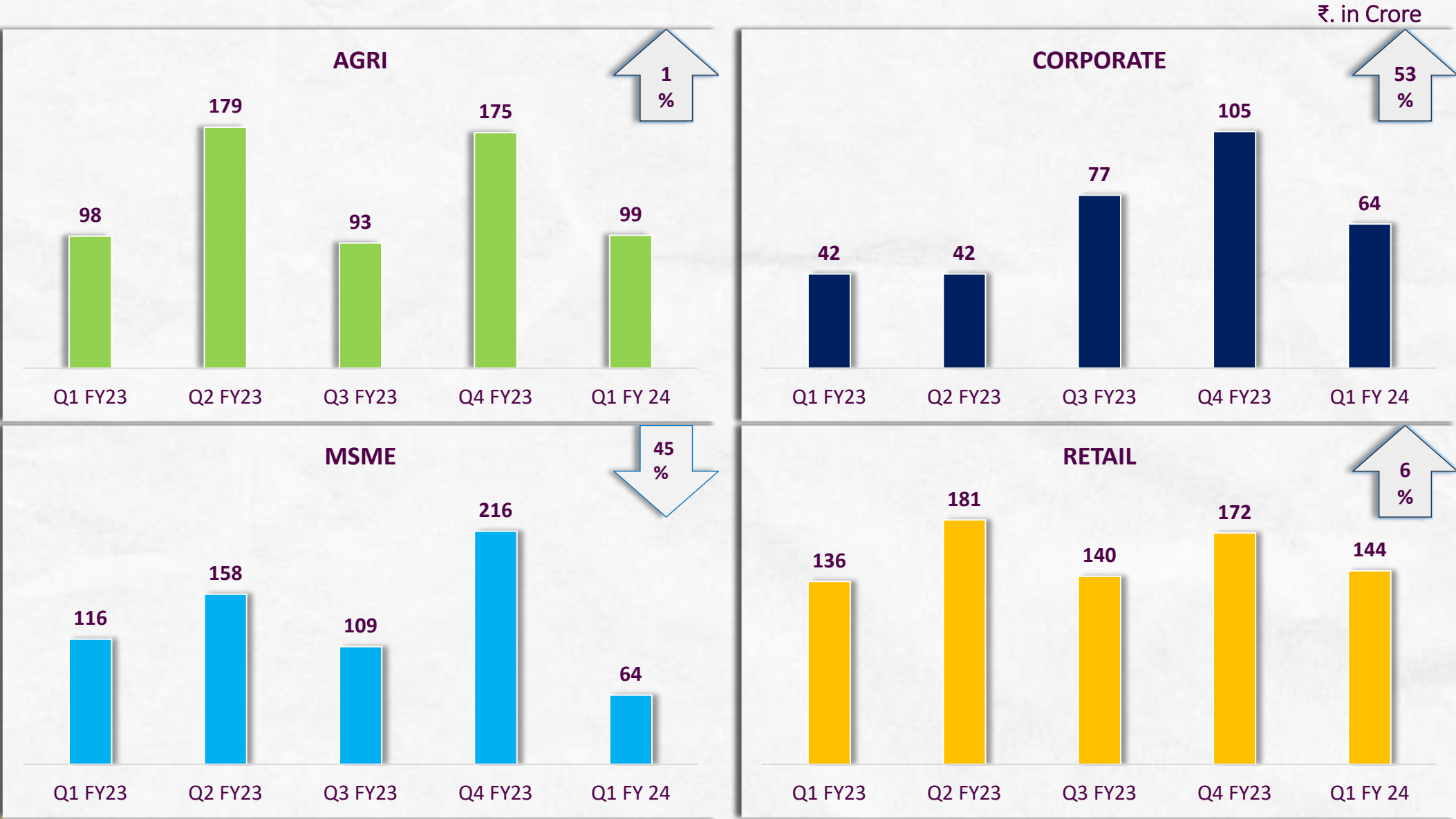
## Other Retail Loans



## Vehicle Loan



**Retail Segment**

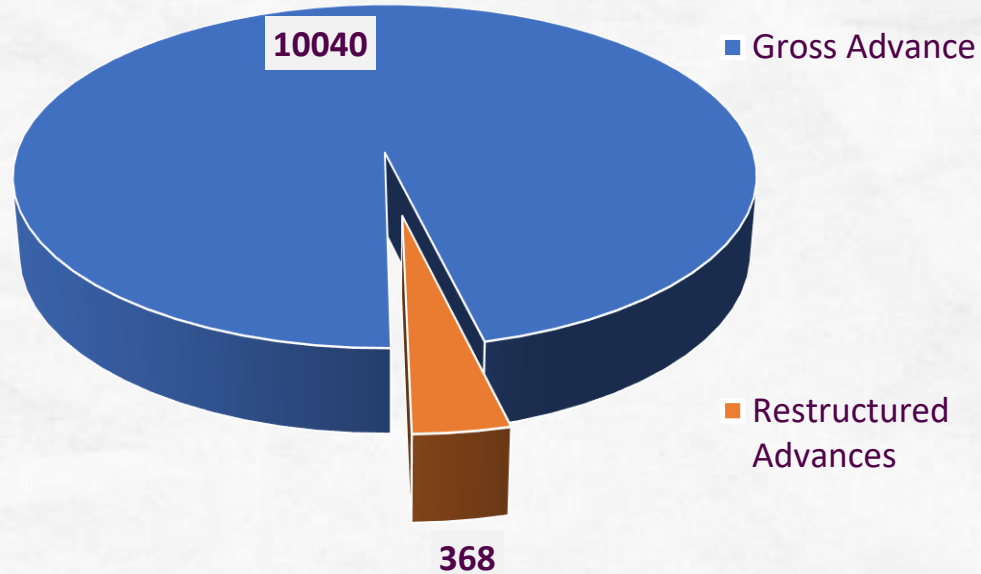




# RESTRUCTURED ADVANCES

₹. in Crore

**Total Restructured Advances Rs.368.13 Crore on 30<sup>th</sup> June, 2023.**

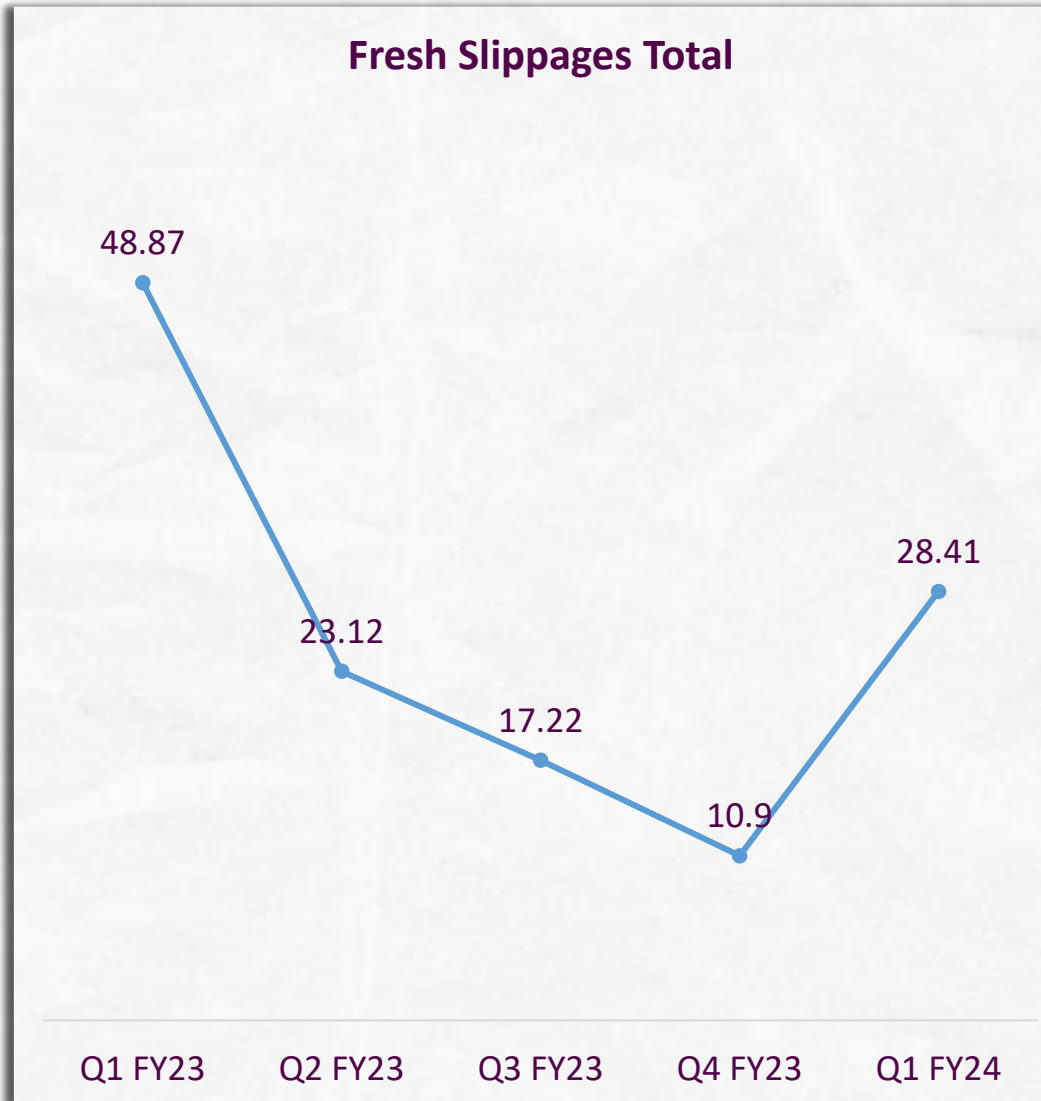


Particulars	Restructured Advance	
	Total Restructured Advance	Restructured Advance Standard
Gross Advance	10040	10040
Education Loan Scheme	2.82	1.13
MSME standard Restructuring	32.19	2.53
Other restructuring	11.07	0.53
Prudential Framework	18.39	-
Project Under Implementation	39.41	39.41
RFCS -1	47.84	15.49
RFCS -2 and RFCS - MSME	216.41	186.97
<b>Total Restructured Advances</b>	<b>368.13</b>	<b>246.06</b>

**Restructured  
Advances**

₹. in Crore

## Fresh Slippages

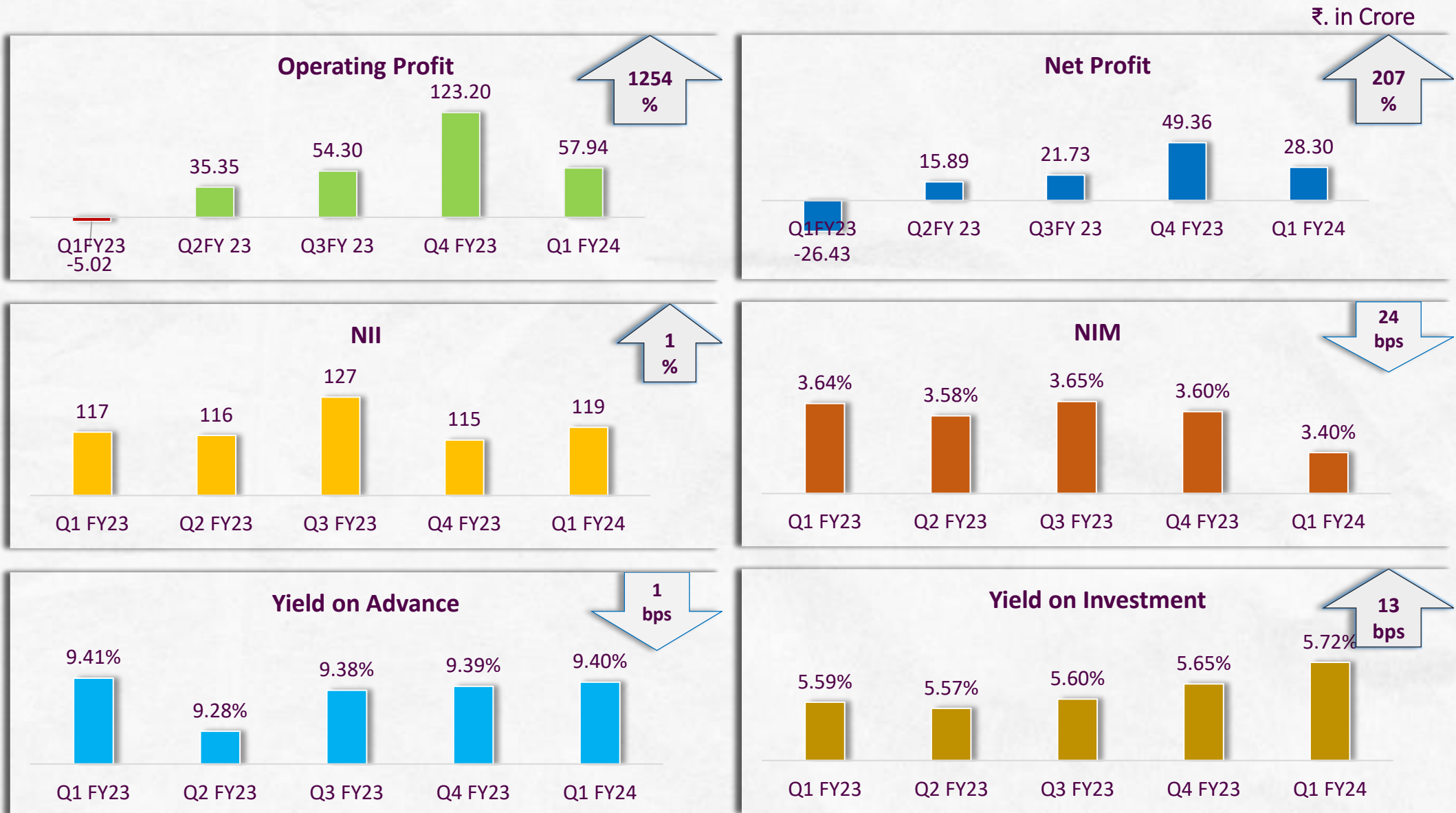


Segment wise Fresh Slippages					
Particulars	Q1 FY23	Q2 FY23	Q3 FY23	Q4 FY23	Q1 FY24
Agriculture	2.02	3.11	1.54	1.16	2.13
Corporate	31.75	3.61	0	0	8.99
MSME	10.81	4.7	6.93	5.3	8.48
Retail	4.29	11.7	8.75	4.44	8.81
<b>Fresh Slippages Total</b>	<b>48.87</b>	<b>23.12</b>	<b>17.22</b>	<b>10.9</b>	<b>28.41</b>

Segment wise Gross NPA Slippages (Rs. in crore)					
Particulars	Q1 FY23	Q2 FY23	Q3 FY23	Q4 FY23	Q1 FY24
Agriculture	29.72	29.75	27.81	24.21	24.66
Corporate	192.08	195.04	195.25	197.33	204.74
MSME	132.13	125.72	127.25	111.05	173.1
Retail	199.89	198.46	188.8	178.56	120.88
<b>Gross NPA</b>	<b>553.82</b>	<b>548.97</b>	<b>539.11</b>	<b>511.15</b>	<b>523.38</b>

# EARNINGS INDICATORS

## Indicators

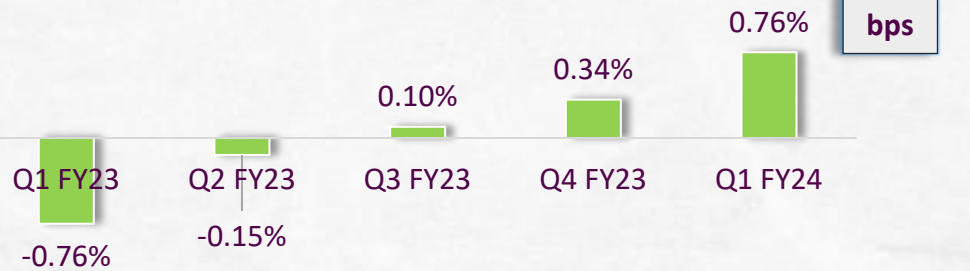




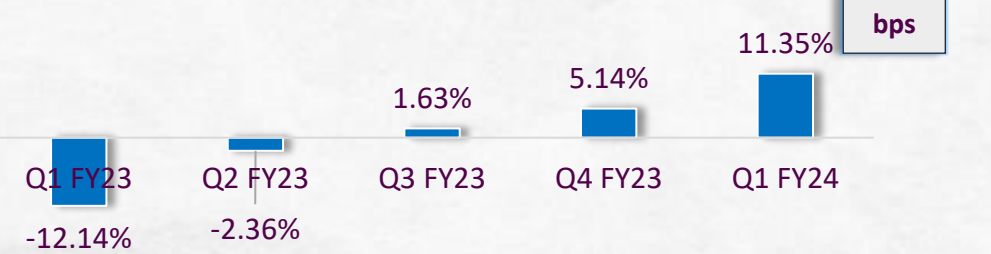
# KEY RATIOS

## Ratios

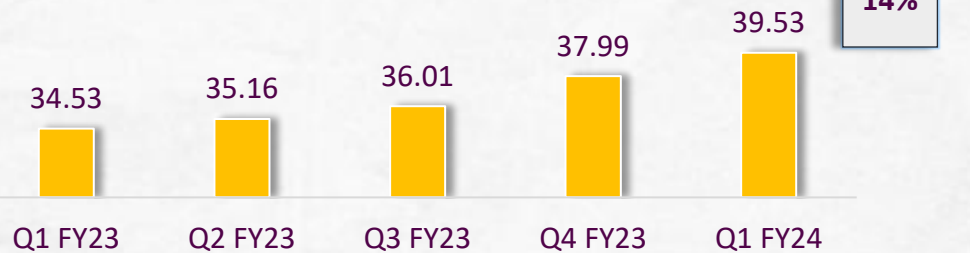
### ROA



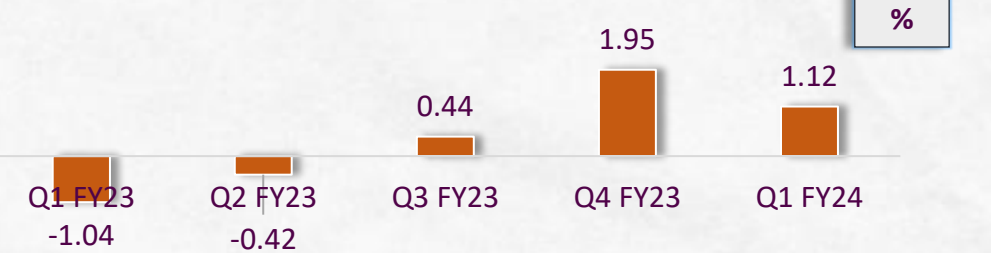
### ROE



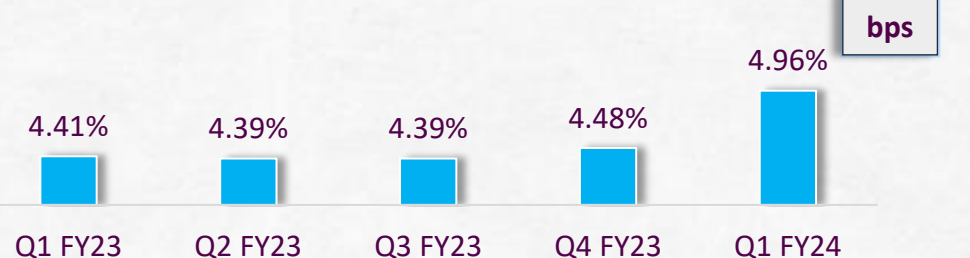
### Book Value (Rs.)



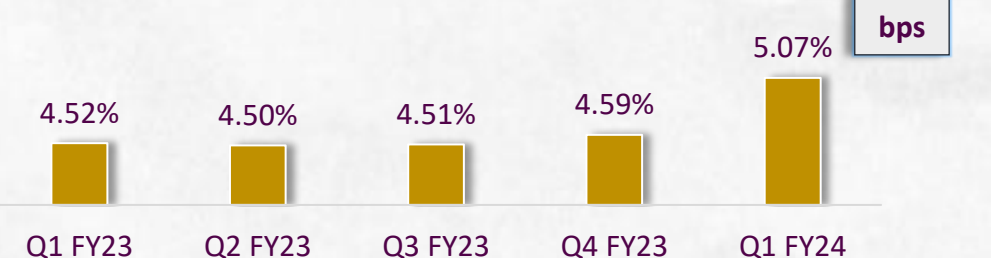
### EPS (Rs.)



### Cost of Deposits



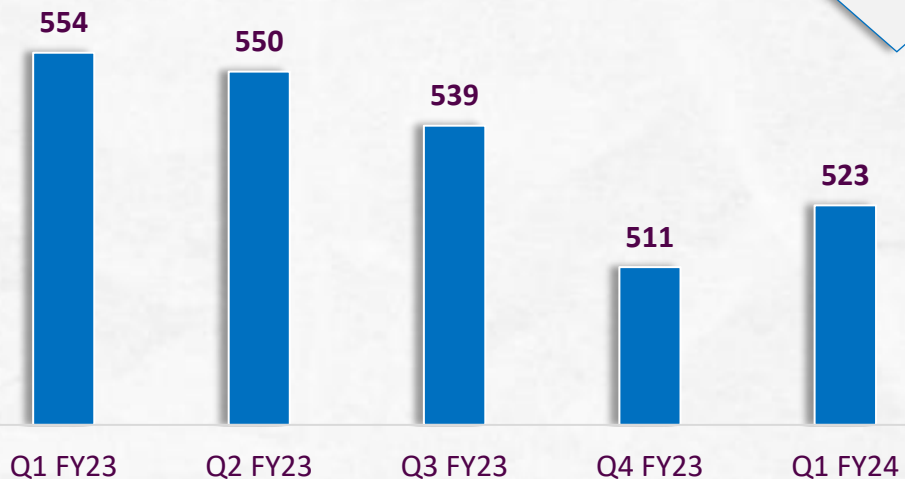
### Cost of Funds



# ASSET QUALITY

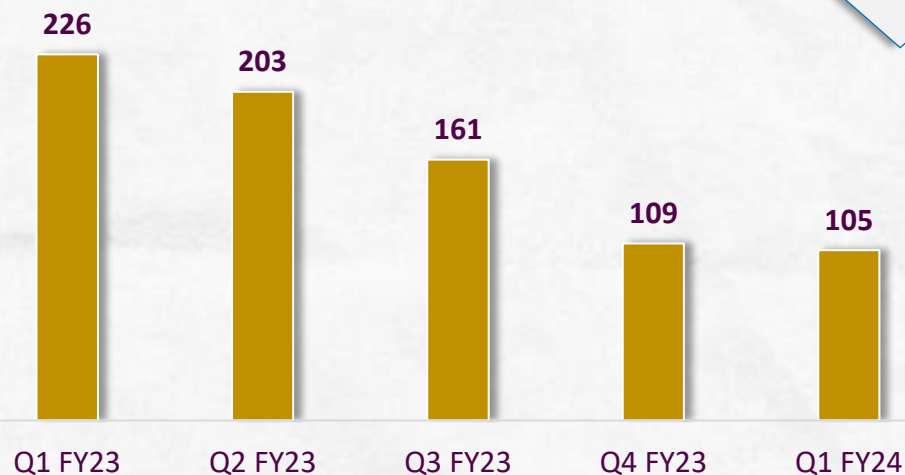
₹. in Crore

### Gross NPA



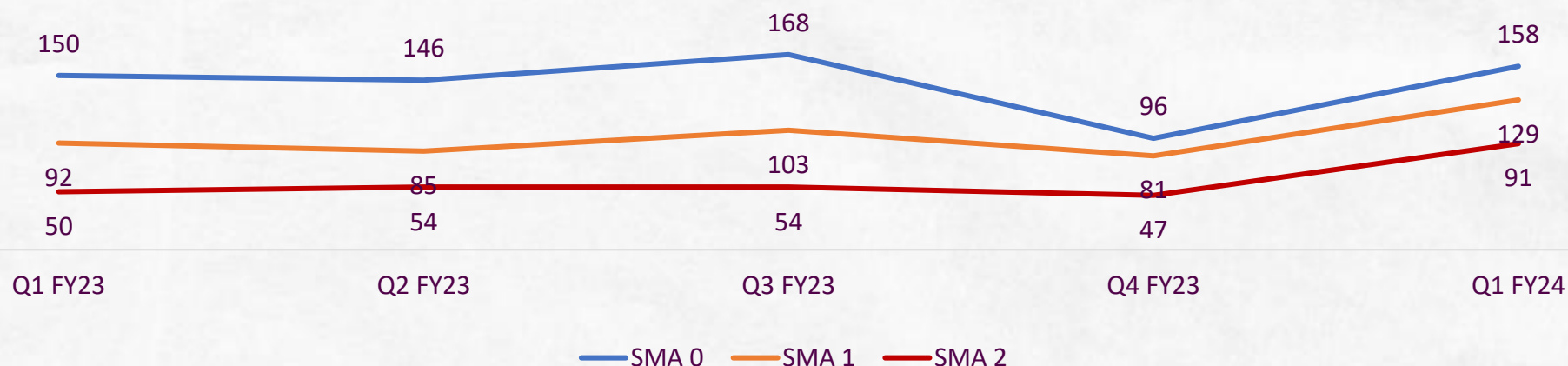
5%

### Net NPA



53 %

### SMA Movement



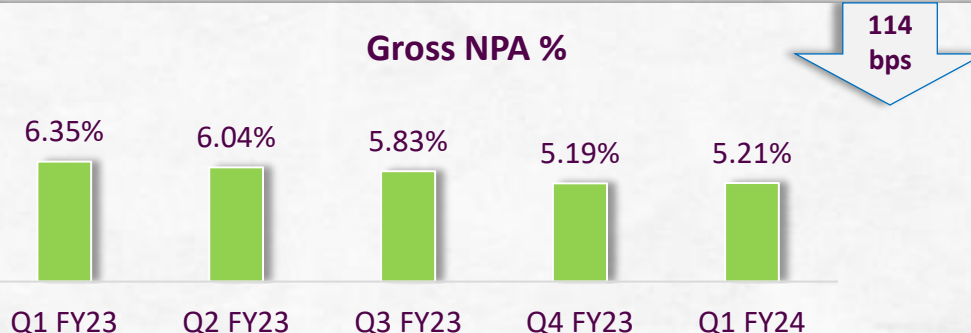
30 %

Asset  
Quality

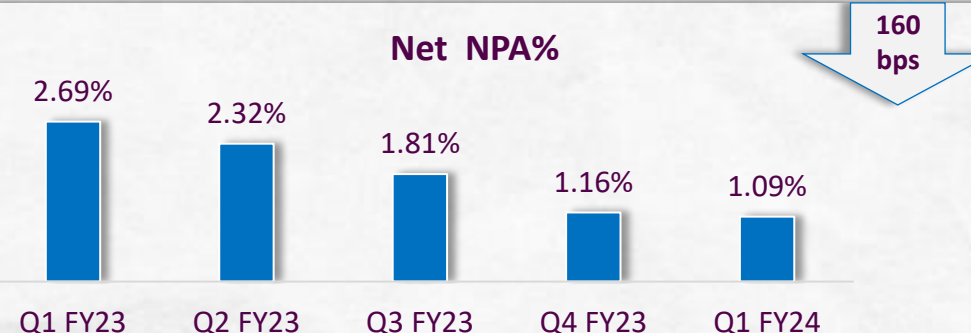
# ASSET QUALITY

## Asset Quality

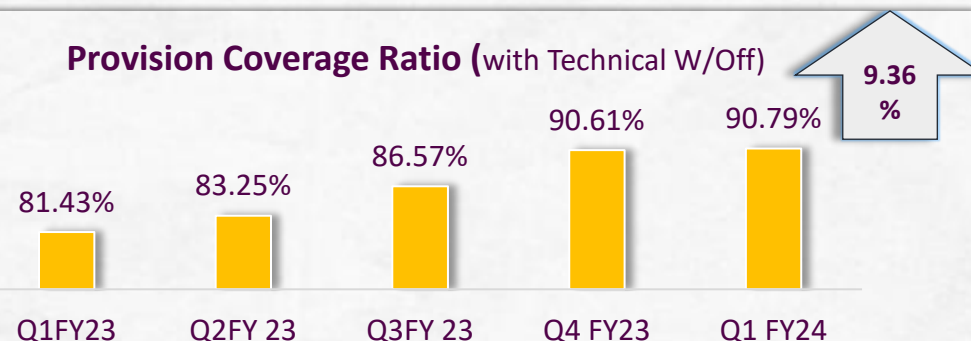
### Gross NPA %



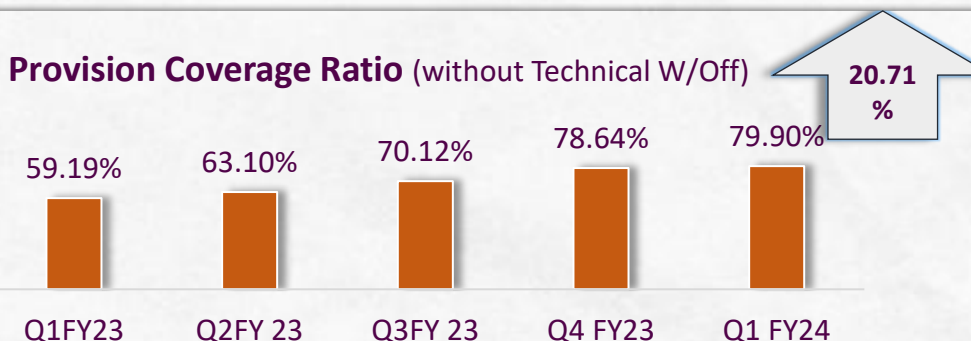
### Net NPA%



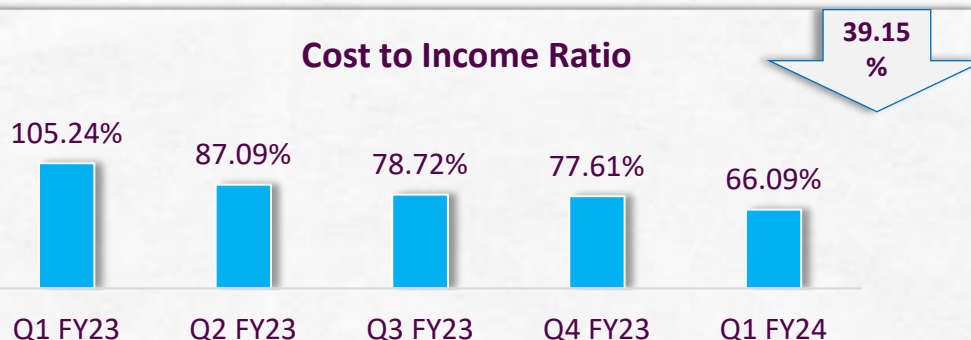
### Provision Coverage Ratio (with Technical W/Off)



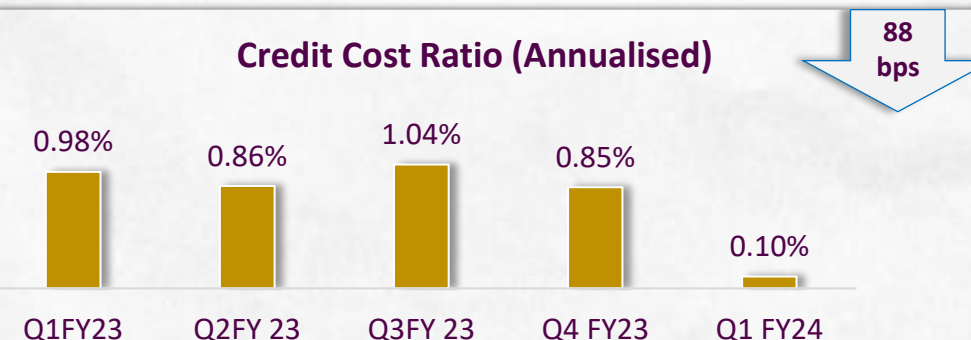
### Provision Coverage Ratio (without Technical W/Off)



### Cost to Income Ratio

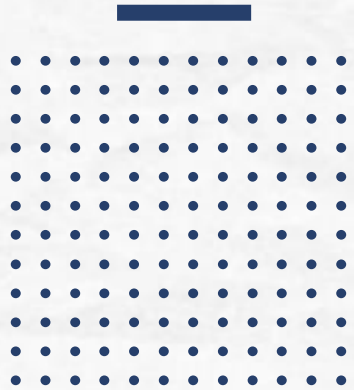


### Credit Cost Ratio (Annualised)

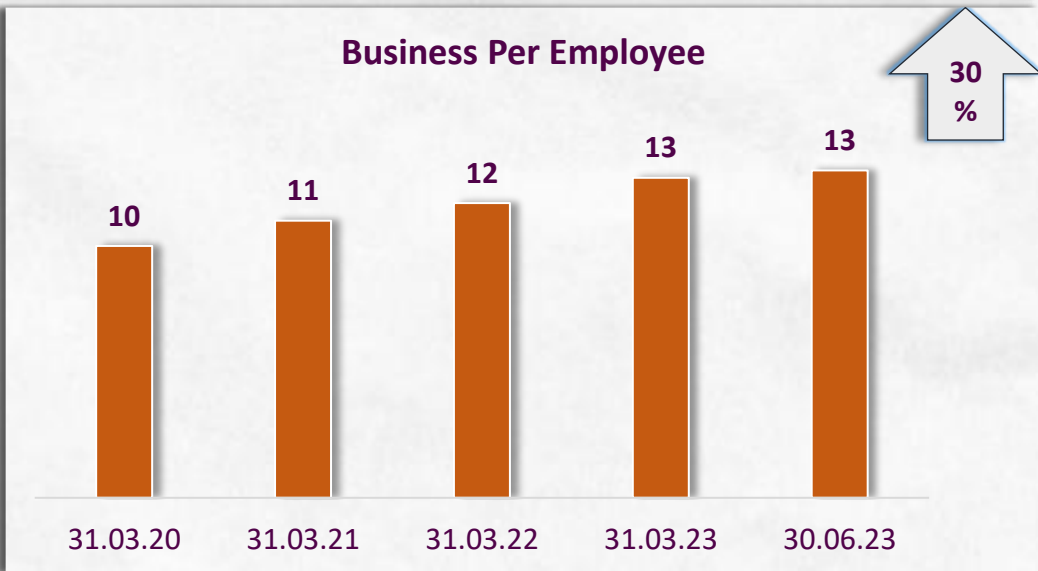
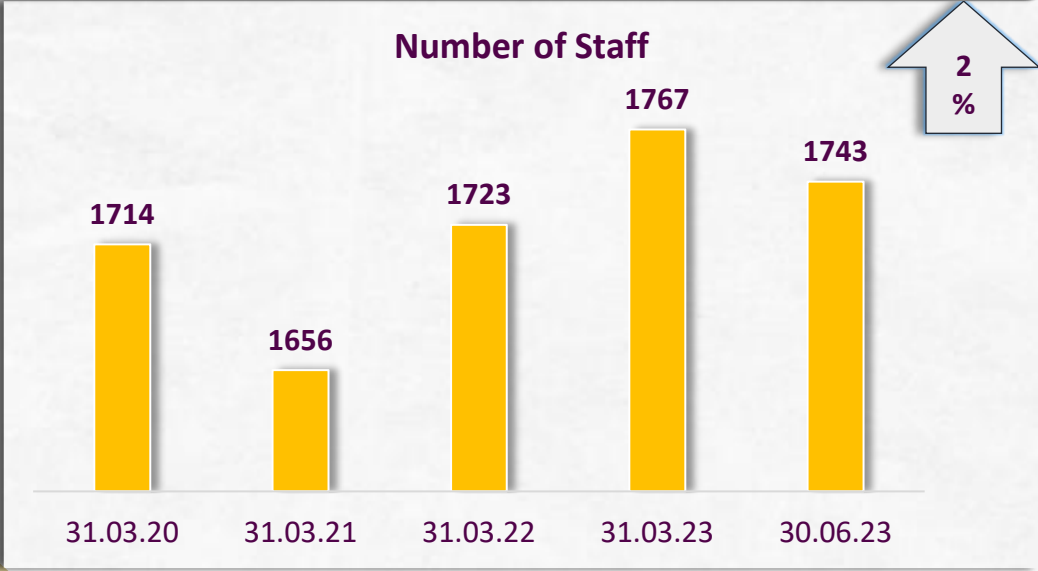
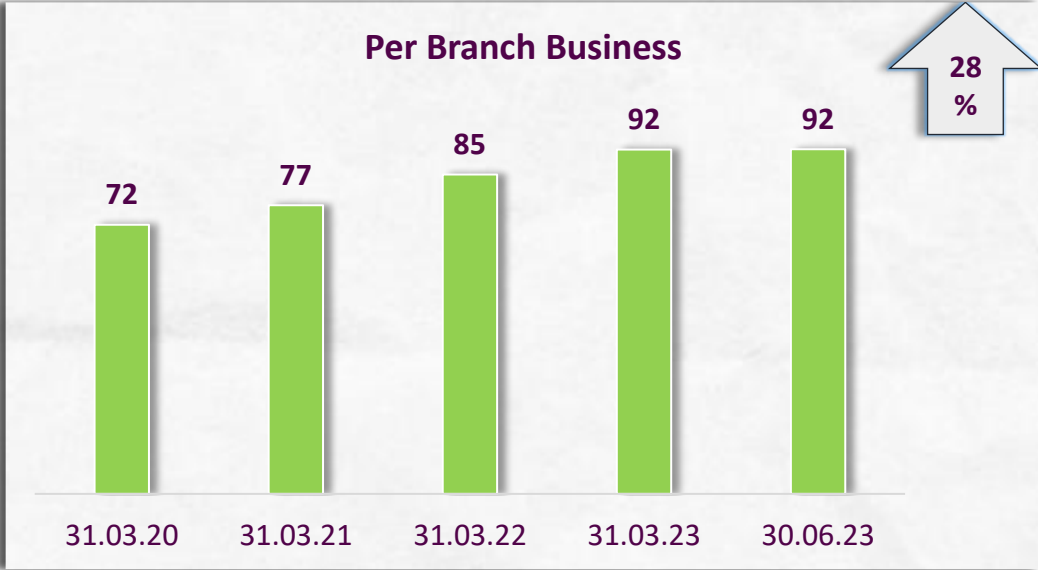
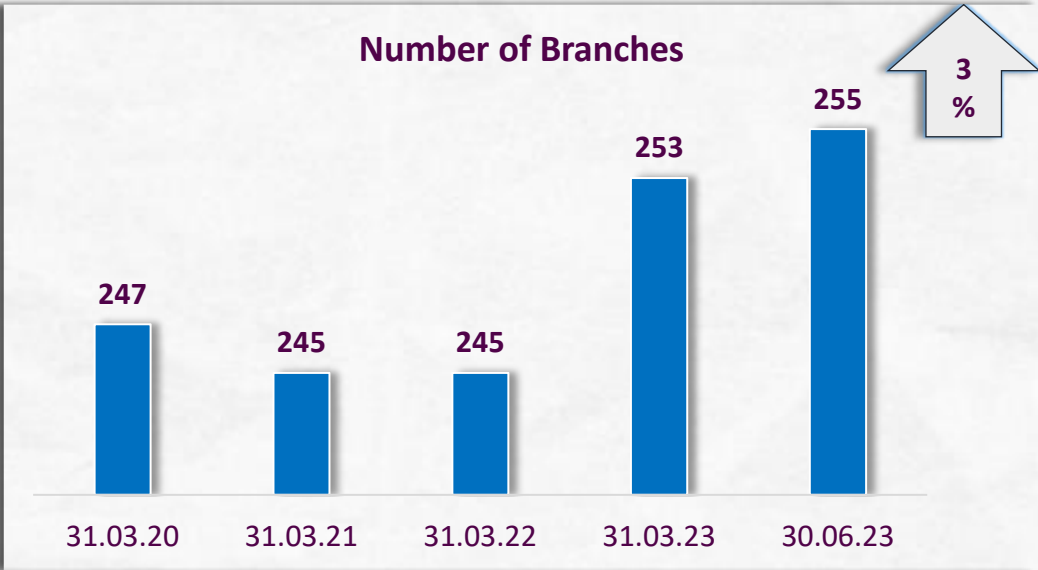




# PERFORMANCE DASHBOARD

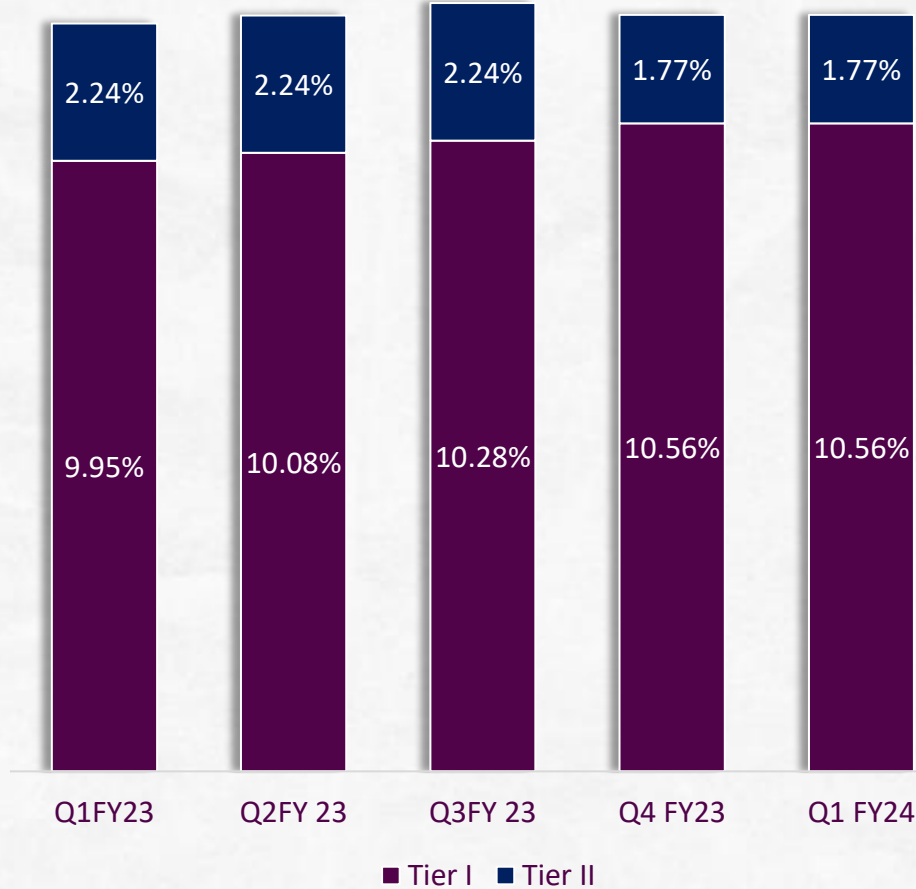


Performance



# CRAR AND LIQUIDITY

**CRAR**



₹. in Crore

Particulars	Q1FY23	Q2FY 23	Q3FY 23	Q4 FY23	Q1 FY24
Capital Adequacy Ratio (%)	12.19%	12.32%	12.52%	12.32%	12.57%
CRAR (%)	12.19%	12.32%	12.52%	12.32%	12.57%
TIER I (%)	9.95%	10.08%	10.28%	10.56%	10.79%
Risk Weighted Assets (in Cr)	6755	6804	6796	7174	7094
Credit Risk(in Cr)	5283	5374	5363	5758	5757
Market Risk(in Cr)	576	534	537	471	392
Operational Risk(in Cr)	897	897	897	945	945
Credit RWA to Gross Advance	61%	59%	58%	58%	57%
Liquidity Coverage Ratio(%)	355%	266%	241%	277%	201%

# BUSINESS RESULT

₹. in Crore

Particulars	For the Quarter Ended			Year Ended	Growth (YOY)	YOY Growth %	Growth (QoQ)	QoQ Growth %
	30.06.2022 (Reviewed)	31.03.2023 (Audited)	30.06.2023 (Reviewed)	31.03.2023 (Audited)				
	Q1 FY 23	Q4 FY 23	Q1 FY 24	Q4 FY 23				
Interest Income	258.37	274.10	289.14	1071.24	30.77	11.91	15.04	5.49
Interest Expenses	141.07	158.95	170.51	595.48	29.44	20.87	11.56	7.27
Net Interest Income	117.3	115.15	118.63	475.76	1.33	1.13	3.48	3.02
Non Interest Income	-21.55	37.39	52.26	74.51	73.81	342.51	14.87	39.77
Operating Expenses	100.77	113.98	112.95	427.07	12.18	12.09	-1.03	-0.90
Operating Profit	-5.02	38.56	57.94	123.20	62.96	1254.18	19.38	50.26
Provisions and Contingencies	21.41	0.39	29.64	73.84	8.23	38.44	29.25	7500.00
Net Profit	-26.43	38.17	28.30	49.36	54.73	207.08	-9.87	-25.86

**Business  
Result**



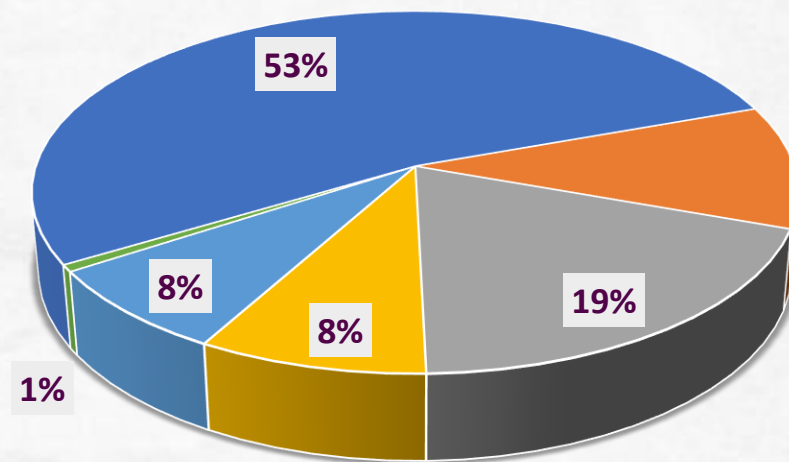
# BALANCE SHEET OVERVIEW

₹. in Crore

Particulars	30.06.2022 (Reviewed)	30.09.2022 (Reviewed)	31.12.2022 (Reviewed)	31.03.2023 (Audited)	30.06.2023 (Reviewed)
<b>CAPITAL AND LIABILITIES</b>					
Capital	253	253	253	253	253
Reserves and Surplus	621	636	658	708	747
Deposits	12576	12748	12939	13352	13402
Borrowings	454	580	460	492	225
Other Liabilities and Provisions	265	281	281	327	285
<b>TOTAL</b>	<b>14169</b>	<b>14498</b>	<b>14591</b>	<b>15132</b>	<b>14912</b>
<b>ASSETS</b>					
Cash and Balances with RBI	704	764	845	836	863
Balances with Banks and Money at call and short notice	100	31	57	10	11
Investments	4102	4061	3936	3889	3488
Advances	8396	8762	8866	9452	9621
Fixed Assets	222	224	227	258	250
Other Assets*	645	656	660	687	679
<b>TOTAL</b>	<b>14169</b>	<b>14498</b>	<b>14591</b>	<b>15132</b>	<b>14912</b>
* Out of Which RIDF/RHF/MSME Deposits	250	249	253	255	249
Contingent Liabilities	1036	1106	598	668	681
Bills for collection	305	303	307	300	302

## Balance Sheet Overview

# Shareholding Pattern(as on June 30, 2023)

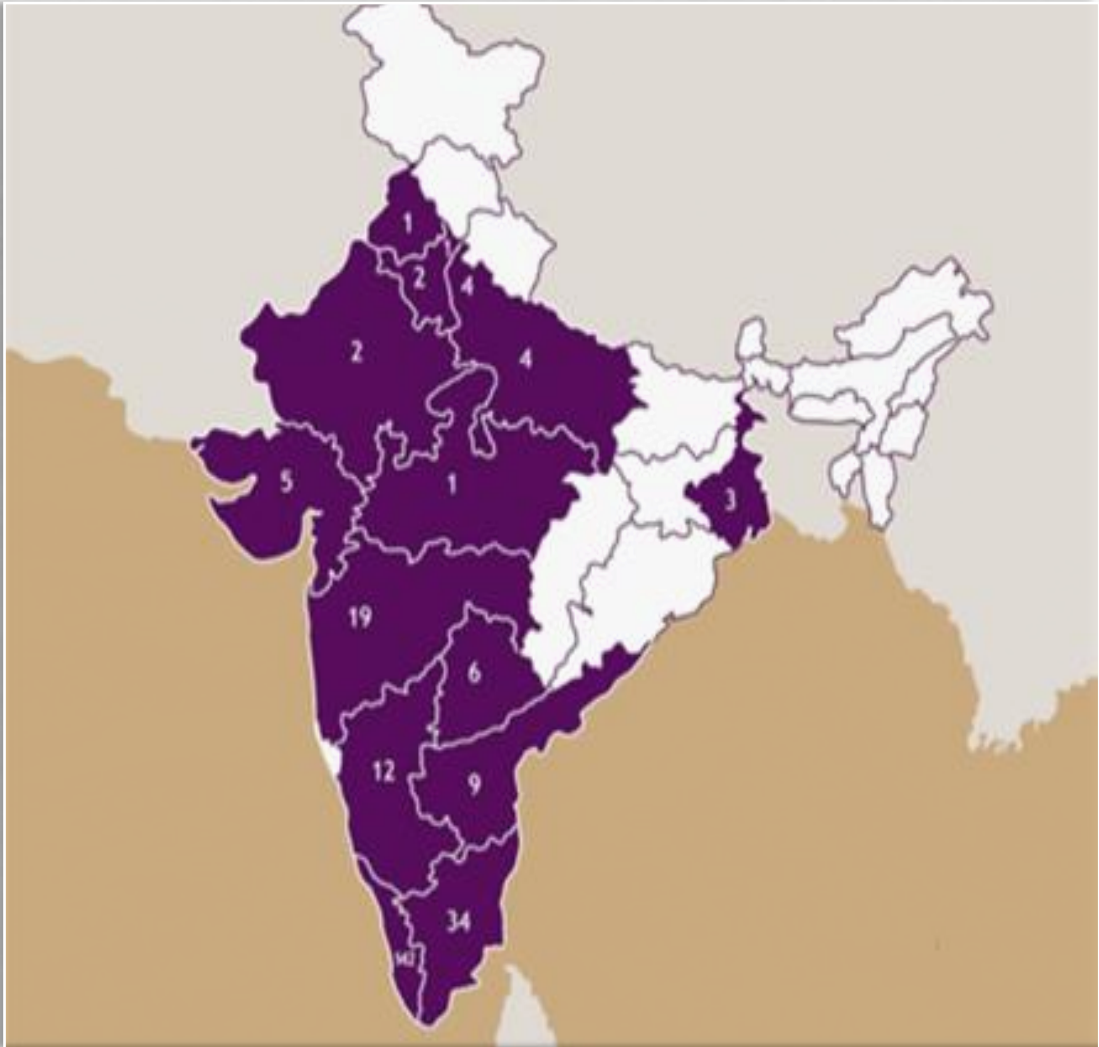


- Resident Individuals (Including HUF)
- Foreign Portfolio - Corp
- Non Resident Indians
- Bodies Corporates
- Directors
- Others

Category	No. of Holders	Total Shares	% To Equity
Resident Individuals (Including HUF)	1,06,902	13,43,68,965	53%
Foreign Portfolio - Corp	7	2,77,72,016	11%
Non Resident Indians	1106	4,84,06,275	19%
Bodies Corporates	367	2,14,18,562	8%
Directors	4	1,94,82,010	8%
Others	13	15,64,256	1%
<b>Total</b>	<b>1,08,399</b>	<b>25,30,12,084</b>	<b>100%</b>

## Share Holding Pattern

₹. in Crore



Over 545 Customer Touch Points including  
255 Branches, 273 ATMs and 17 BCs

Branch Presence

Population	No. of Branches	
	30.06.2022	30.06.2023
Metropolitan	106	111
Urban	62	66
Semi Urban	58	58
Rural	19	20
Grand Total	245	255

Performance



**100%** achievement in Digital Transactions & Merchant Acquisition in the Bank Score card for FY 2022-23 released by Ministry of Electronics & Information Technology (MEITY).

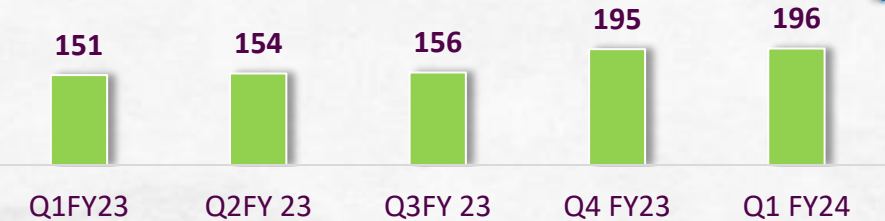


**76.39%**

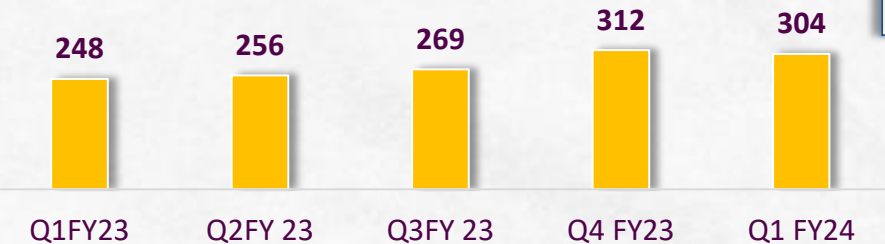
Share of Digital Banking Transaction @ 76.39% as on 30<sup>th</sup> June 2023 Compared to 69.23% as on 30<sup>th</sup> June 2022.

In '000

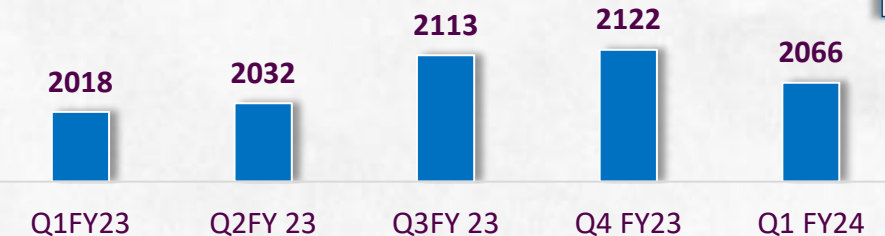
## Mobile Transaction Volume



## Internet Transaction Volume



## Debit Card Transaction Volume





# PARTNERS





## 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



## 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.



## Ms. Kavitha T A, Chief Financial Officer

- Qualified Chartered Accountant and Graduate in Commerce with CAIIB. Associated with DLB for over 19 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. 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.



## **Mr. Surendran A.V, Head- Treasury & 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.



## **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 & State Bank of India).
- Vast experience in Corporate Credit, SME, Stressed assets & Project Finance.



## **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 Superiendent of Police including 16 years experience as Deputy Chief Vigilance Officer in Cochin Shipyard and Port



## **Mr. Venkatesh H, Company Secretary**

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



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