



# **INVESTOR PRESENTATION**

## **SEPTEMBER 2017**



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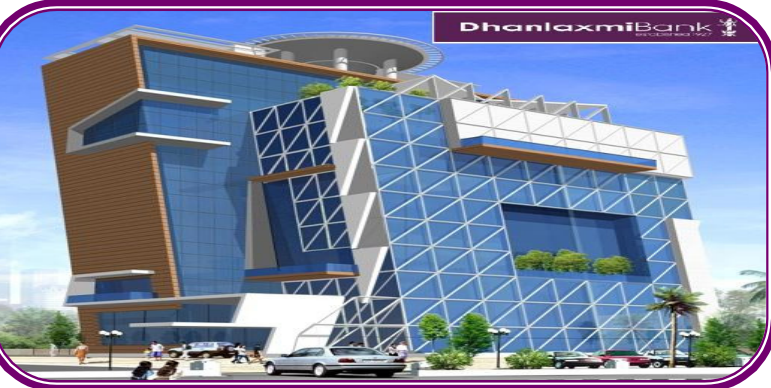
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# Dhanlaxmi Bank- Profile



- Incorporated in 1927 at Thrissur, Kerala by a group of ambitious and enterprising entrepreneurs.
- Over the 90 years that followed, earned the trust and goodwill of clients.
- Our strength is the number of customers, scale of business, breadth of our product offerings, banking experience we offer and the trust that people invest in us.
- With 258 branches and 645 touch points across 15 States and 1 Union Territory; our focus has always been on customizing services and personalizing relations.

# Key Milestones

<b>2017:</b> Raised Rs. 1200.00 million Equity capital through Preferential Allotment issue. Recorded net profit of Rs.123.8 Million
<b>2016:</b> Raised Rs. 841.9 million of Equity capital through Preferential Allotment issue.
<b>2014:</b> Raised Rs. 2296 million of Equity through Preferential Allotment issue.
<b>2013:</b> Raised Rs. 1839.83 million of Equity through Qualified Institutional Placement and Preferential Allotment issue.
<b>2012 :</b> Awarded the Asian Banker Technology Implementation award - International award for Best branch automation
<b>2011:</b> Awarded the "Best Mid-sized Bank in Growth Category" by Business Today- KPMG survey. Awarded the Information Week EDGE Award 2011 for IT transformation
<b>2010:</b> Launched new "Dhanlaxmi Bank" brand. Total business* of Rs. 1,00,000 Million. Raised Rs.3,800 Millions by way of Qualified Institutional Placement . Opened 250 <sup>th</sup> branch.
<b>2009:</b> Recorded net profit of Rs.574.5 Million. Opened 200 <sup>th</sup> branch with first branch in East region in Kolkata
<b>2008:</b> Total business of Rs. 75,000 Million. Second Rights Issue . All branches under core banking
<b>2003:</b> Introduced Core Banking
<b>2002:</b> Raised Rs. 270 million in a Rights Issue
<b>2000:</b> Installed first ATM
<b>1996:</b> Raised Rs. 240 million in IPO and listed Equity Shares on the National Stock Exchange, Bombay Stock Exchange and the Cochin Stock Exchange
<b>1989:</b> First branch outside Southern region was opened in Mumbai.
<b>1986:</b> Total business of Rs. 1000 Million.
<b>1980:</b> 100-strong branch network
<b>1977:</b> Designated as scheduled commercial bank by the Reserve Bank of India (RBI). Opened first branch outside Kerala
<b>1975:</b> Set up the first branch outside the home state of Kerala, at Chennai Mount Road
<b>1927 :</b> Incorporated in Thrissur, Kerala

# Vision & Mission




## Vision

Banking on Relationships forever

## Mission

To Become a Strong and Innovative Bank with Integrity and Social Responsibility to Maximize Customer Satisfaction as well as that of the Employees, Shareholders and the Society.




# Profile of Board of Directors

	Name	Experience & Other Directorships
	<b>Dr. Jayaram Nayar</b> Part-time Chairman	He carries with him 36 years of experience in banking and higher education. He served the Reserve Bank of India for 17 years in various departments including Currency, Accounts, Bank Examination and Regulation Departments. With a Doctorate in Economics from the University of Kerala, he is also a Certified Associate of the Indian Institute of Bankers.
	<b>Mr. G. Sreeram</b> MD & CEO	Took charge as MD&CEO on 6th April, 2015. Prior to this, he was the Chief General Manager, Mumbai Circle of Canara Bank, having 35 years of banking experience in Canara Bank. He was also a Director of Canara Robecco Asset Management Company Limited, Canara Bank Securities Limited and Senior Vice President of Canbank Venture Capital Fund Limited. He was also DGM at London Branch of Canara Bank for 2 years handling credit, investments and forex. An engineering graduate, he is also a Certified Associate of the Indian Institute of Bankers and a postgraduate in Personnel Management & IR
	<b>Mr. P. Mohanan</b> Independent Director	He has 35 years of Banking experience and retired as General Manager of Canara Bank. While at Canara Bank, he was part of the core team for the Canara Bank's IPO and also contributed in the formulation of Bank's corporate governance policy. He is a post-graduate in Economics and LLB. He has undergone various Executive Development Programs at IIM Ahmedabad, ISB Hyderabad and training in Microfinance at Bank Rakia, Indonesia.








# Profile of Board of Directors

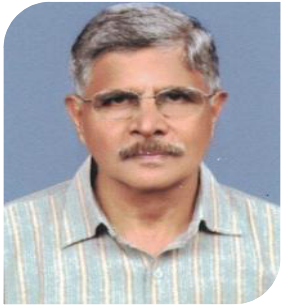

Name	Experience & Other Directorships
	<p><b>Mr. Chella K Srinivasan</b> <b>Independent Director</b></p> <p>Mr. Chella K Srinivasan is a Practicing Chartered Accountant for more than 33 years. He has professional expertise in accounting, auditing and corporate taxation and has varied experience in audits of manufacturing companies, hotels, Insurance companies, NBFCs and Banks (Statutory Audits of Bank of India and RBI). On behalf of his firm, he has carried out inspection of NBFC registration as directed by the RBI and also NSE members on behalf of SEBI. Mr.Srinivasan is the past National President of the Indo-American Chamber of Commerce (IACC) and was also a member of the Vision Committee of the Institute of Chartered Accountants of India.</p>
	<p><b>Dr. Lakshmy Devi K.R</b> <b>Independent Director</b></p> <p>Dr. Lakshmy Devi K.R. was Head of Department of Economics of University of Calicut. She completed her Ph.D in Economics from Calicut University in 1986. Her post doctoral experience includes Ford Foundation Post Doctoral Fellowship at University of Maryland, Washington DC, U.S.A and Senior Fellowship of the Social Sciences Research Council, New York, U.S.A.</p>
	<p><b>Mr. P. S Sreekumar</b> <b>Independent Director</b></p> <p>Mr. P. S Sreekumar was Supervisory Officer in the Co-operation department with Government of Kerala. He is a government nominee on the Board of Mannam Sugar Mills Co-operative Limited. He has worked as Special Secretary in the Public Works Department, Government of Kerala and Secretary of Institute of Management in Government. He holds bachelor's degrees in Commerce and law, master's degree in Public Administration and Post-graduate Diploma in Journalism.</p>

# Profile of Board of Directors

	Name	Experience & Other Directorships
	<b>Mr.C.K.Gopinathan</b> <b>Director</b>	<p>Mr.C.K.Gopinathan is promoter Director of C.K.G.Supermarket. He was also Director in the Catholic Syrian Bank Limited for 8 years. Mr.C.K.Gopinathan is a major share holder of our Bank. He has more than 25 years of experience in banking and finance sectors.</p>
	<b>Mr. G. Vijayaraghavan</b> <b>Independent Director</b>	<p>Mr. G. Vijayaraghavan was the founder CEO of Technopark, Trivandrum for 7 years. He was the centre coordinator (C-DAC) for 2 years He has worked in Mohsin Haider Darwish, LLC, Oman and in HCL Li.mited. He was also the Member of Kerala State Planning Board from 2011 to 2016. He holds a degree of B.Sc (Engg.) in Electrical Engineering Mr. G. Vijayaraghavan represents "Majority Sector – Information Technology" in the Board of the Bank.</p>
	<b>Mr. S T Kannan</b> <b>RBI Additional Director</b>	<p>Mr.S. T. Kannan has been appointed as Additional Director on the Board by Reserve Bank of India. He is a serving General Manager in the Reserve Bank of India, and in charge of Reserve Bank India, Regional Office, Goa.</p>



# Profile of Board of Directors

Name	Experience & Other Directorships
 <p><b>Mr. E. Madhavan</b> <b>RBI Additional Director</b></p>	<p>Mr. E Madhavan has been appointed as Additional Director by Reserve Bank of India for a period of 2 years w.e.f May 11, 2017 to May 10, 2019 or till further orders of RBI.</p>
 <p><b>Ms. N Sara Rajendra Kumar</b> <b>RBI Additional Director</b></p>	<p>Ms. N.Sara Rajendra Kumar has been appointed as Additional Director by Reserve Bank of India for a period of 2 years w.e.f May 11, 2017 to May 10, 2019 or till further orders of RBI. She is a serving General Manager in the Reserve Bank of India, Regional Office, Hyderabad.</p>

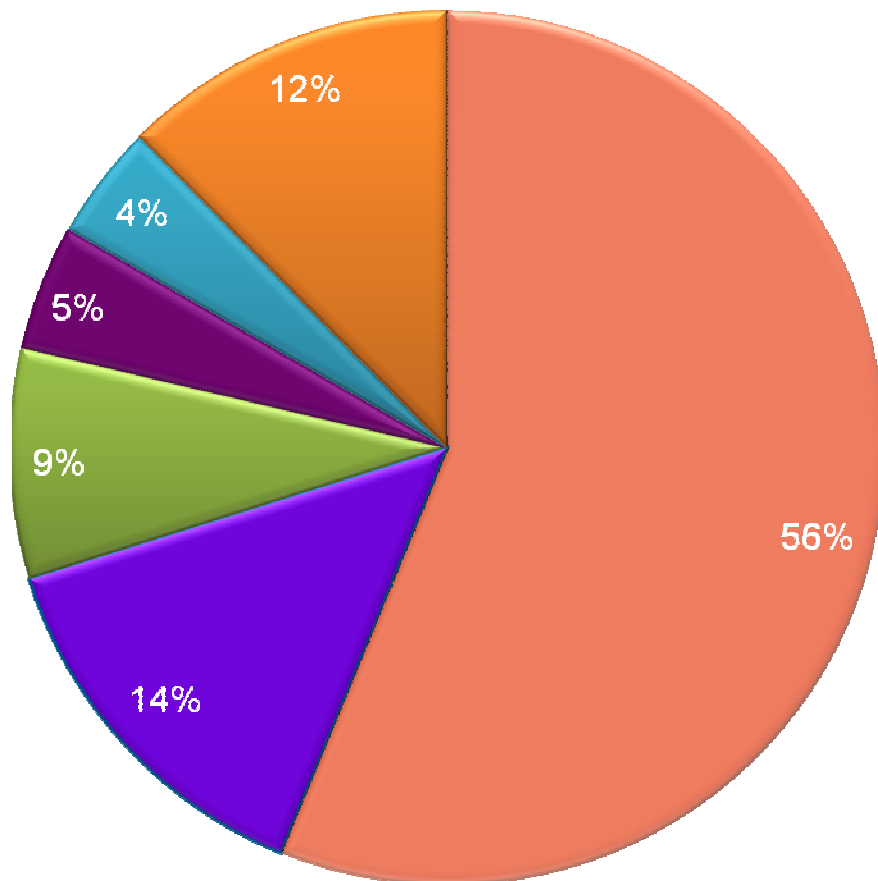
# Profile of Key Management Personnel

Name	Experience
<b>Mr. P. Manikandan</b> <b>Chief General Manager</b>	<ul style="list-style-type: none"> <li>▪ Experience of 37 years in banking sector</li> <li>▪ Experience of 12 years in Planning, Operations, Credit, HRD, Inspection, Vigilance, Third Party Products, Premises and Cash Management System areas of the Bank.</li> <li>▪ He holds M Com, LLB and PGDCA. He is also a Certified Associate of the Indian Institute of Bankers.</li> </ul>
<b>Mr. A. Rajan</b> <b>General Manager</b>	<ul style="list-style-type: none"> <li>▪ Experience of 37 years with Canara Bank in various positions across cadres at Regional Offices, Head Office and with sponsored exchange companies in Dubai.</li> <li>▪ Expertise in handling legal issues, industrial relations matters, service matters, disciplinary matters, etc.</li> <li>▪ He holds an LLB degree post his graduation in Science.</li> </ul>
<b>Mr. L. Chandran</b> <b>Chief Compliance Officer</b>	<ul style="list-style-type: none"> <li>▪ Experience of 27 years in banking/financial sector. Worked in Branch, Zonal Office, Credit Department (SME &amp; Corporate underwriting). He also headed Integrated Risk Management Department of the Bank. Had a key role in formulation of Credit Policy, Credit Appraisal Formats and Credit Rating Models of the Bank.</li> <li>▪ Worked in Government sector, Public Sector Financial Institution for about 7 years and Bank for 20 years in different capacities in various geographical areas.</li> <li>▪ A post graduate in Science, he holds an MBA (Finance) and B.Ed. Degree. He is also a Certified Associate of the Indian Institute of Bankers.</li> </ul>
<b>Mr. Bhasi K V</b> <b>Chief Financial Officer</b>	<ul style="list-style-type: none"> <li>▪ Experience of 29 years in diverse areas of Banking, Finance &amp; Accounts, Fund Management, Statutory Compliance, IT / Service tax returns and appeals, etc.</li> <li>▪ He was previously working with Sunrise Group as General Manager, Finance and with South Indian Bank as AGM and headed Treasury, Risk Management functions during his tenure.</li> <li>▪ He is an Associate member of Institute of Chartered Accountants of India (ACA) and a Certified Associate of the Indian Institute of Bankers (CAIIB).</li> </ul>

# Profile of Senior Management

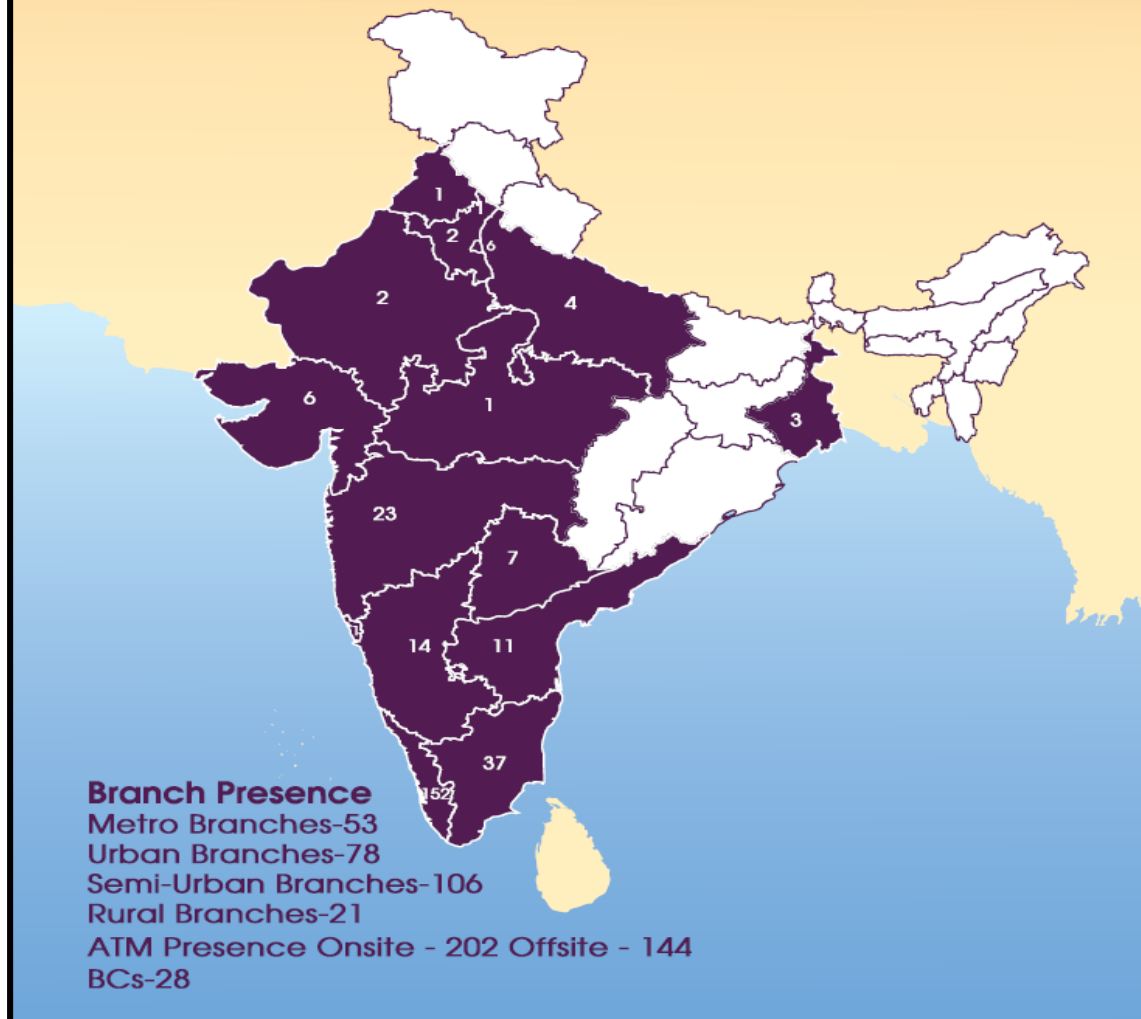
Name	Experience
<b>Mr. Manoj Kumar S Chief Credit Officer (Officiating)</b>	<ul style="list-style-type: none"> <li>• A Credit Manager having 27 years of exposure in India and overseas, having worked in retail finance, retail and SME banking Credit, Credit Administration and Recovery .</li> <li>• A post Graduate in Commerce, he previously worked in Can Fin Homes Limited, ICICI Bank International Banking Group and First Gulf Bank, UAE prior to joining Dhanlaxmi Bank</li> </ul>
<b>Mr. Santosh Kumar Barik Company Secretary</b>	<ul style="list-style-type: none"> <li>▪ He is an Associate Member (ACS) of the Institute of Company Secretaries of India (ICSI) and was previously working as Asst. Company Secretary at Manappuram Finance Ltd.</li> <li>▪ He is also having rich experience in handling Secretarial Audit, IPO diligence, Appointing Merchant Bankers, Compliance, Liaisoning with Regulators, Conducting board meeting &amp; Annual Report Preparations, etc.</li> <li>▪ He is a CS with a post graduation in Commerce.</li> </ul>

# Overview of Distribution Network



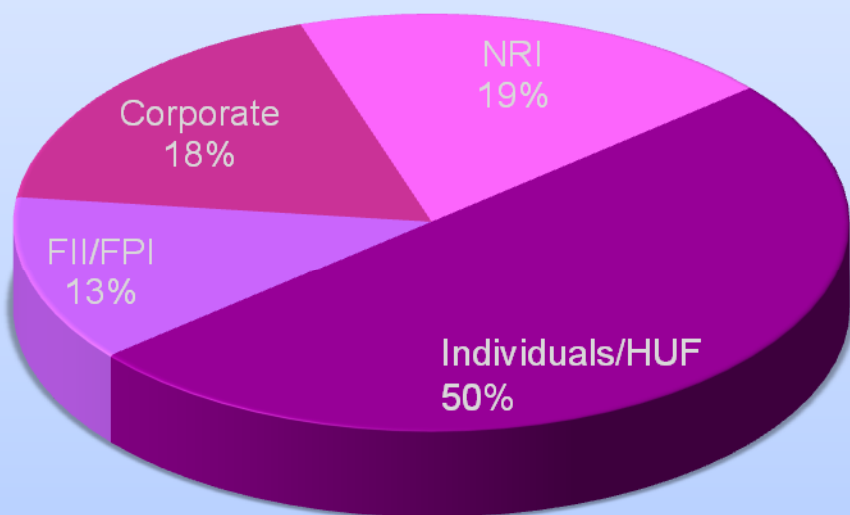
■ Kerala  
■ Maharashtra  
■ Andhra Pradesh  
■ Tamil Nadu  
■ Karnataka  
■ Others

Over 645 customer touch points including  
258 branches, 346 ATMs and 28 BCs



# Shareholding pattern

Shareholding 1% & above (As on Sep 30, 2017)



Share Holder	% Stake
B RAVINDRAN PILLAI	9.9995
GOPINATHAN C K	7.4898
YUSUFFALI MUSALIAM VEETIL ABDUL KADER .	4.9997
KAPILKUMAR WADHAWAN	4.9996
NICHE FINANCIAL SERVICES PVT LTD	4.9741
CANARA HSBC ORIENTAL BANK OF COMMERCE LIFE INSURANCE COMPANY LTD	3.5577
SHITAL RAGHU KATARIA	2.6306
ELARA INDIA OPPORTUNITIES FUND LIMITED	2.6260
P RAJA MOHAN RAO	2.5343
MARSHAL GLOBAL CAPITAL FUND LTD	2.1738
ANTARA INDIA EVERGREEN FUND LTD	2.1540
LAVINA ASHISH GOENKA	1.7093
MOHANACHANDRAN NAIR B	1.5991
B GOVINDAN	1.5198
DEEPA ARUN KUMAR	1.3833
HAREENDRAN C K	1.3833
NATIONAL WESTMINSTER BANK PLC AS TRUSTEE OF THE JUPITER INDIA FUND	1.3616
INDIA MAX INVESTMENT FUND LIMITED	1.0845

# Comprehensive Range of Products

Deposits	Corporate Products	Retail Products	Other Services	Technology Related products
Current Account	Cash Credit	Agriculture / Kissan Vahana Loan/ Kissan Card	Insurance Business	Retail & Corporate Internet Banking
Savings Account	Overdraft	Home Loan / Loan against property	Mutual Fund Distribution	Missed Call Services
Term Deposit	Term Loans	Gold Loan/ Loan against Sovereign Gold Bonds	Depository Services & Online trading	Mobile Banking
Corporate Salary	Corporate Loans	Vehicle Loan	Locker Services	IMPS
NRE Account	Project Finance	Live Stock Loan	Forex Services	e-IT Return Filing
NRO Account	Bill Advance and Packing Credit Advance	Personal Loans/ Educational Loan	Bankers to Issue /ASBA	Remittances – Real Time Gross Settlement (RTGS) / National Electronics Funds Transfer (NEFT)/MTS
Foreign Currency Non Repatriable Fixed Deposit	Foreign Currency Loans	Loan against LIC policy/ Deposit/ Overdraft against Shares	Aadhaar Services/ Aadhaar Based Payments	Personalised Photo Debit Cards /International Debit cards / Gift Cards
3 in 1 account (Saving Account, Demat Account & Trading Account)	Invoice / Dealer Financing	Micro Credit Loan/ Self Help Group Loans	Import Export related	Point of Sale
Business Correspondents	Lease Rental Discounting	Medical Equipment Loan	Sovereign Gold Bonds	Pay Smart
	Office Equipment Loan	Credit Cards	PAN Card Services	Bharat Bill Payment/Bill Payment services



## Bank at a Glance

No : Branches	258
No : ATMs	346
Deposit (Rs. in Crore)	10998
Advances(Gross) (Rs. in Crore)	6369
Total Business (Rs. in Crore)	17367
Total Assets (Rs. in Crore)	12185

# Performance Overview

◇ Operating Profit shows increasing trend

◇ YoY decreased Cost of funds

◇ YoY Improved Cost Income Ratio

◇ YoY Improved Interest Spread

◇ YoY Improved ROA and NIM

# Performance Highlights

PARTICULARS	Quarter ended			Half year ended(Reviewed)		Year ended
	Sep17	June 17	Sep16	Sep17	Sep 16	Mar 17
	(Rs in Crore)	(Rs in Crore)	(Rs in Crore)	(Rs in Crore)	(Rs in Crore)	(Rs in Crore)
Net Profit	6.06	7.97	6.02	14.03	11.75	12.38
Advances(Net)	6207	6137	6690	6207	6690	6446
Deposits	10998	11072	11208	10998	11208	11293
GNPA%	6.11	5.62	6.86	6.11	6.86	4.78
NNPA%	3.67	3.15	2.52	3.67	2.52	2.58
NIM %	2.93	2.84	2.81	2.93	2.81	2.76
ROA %	0.23	0.26	0.19	0.23	0.19	0.10
ROE %	3.55	4.09	3.89	3.55	3.89	2.07
Cost/Income Ratio %	75.13	76.51	80.64	75.13	80.64	78.75
CASA to Total Deposits%	31	30	27	31	27	29



# Performance Highlights

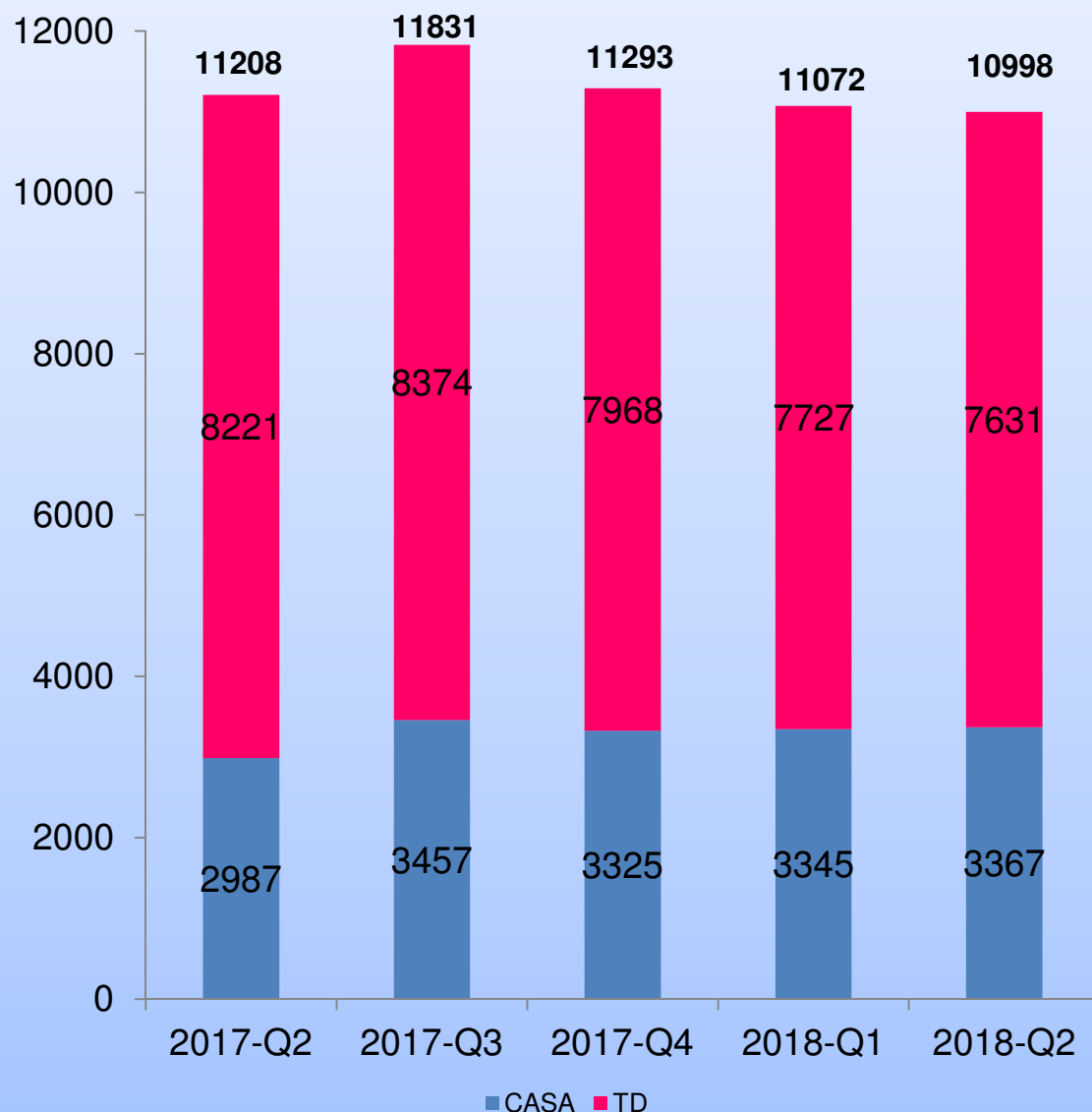
PARTICULARS	Quarter ended			Half year ended		Year ended
	Sep17	June 17	Sep16	30.09.17 (Reviewed)	30.09.16 (Reviewed)	31.03.17 (Audited)
Market Capitalization (Rs. in crore)	934.88	991.81	499.43	934.88	499.43	623.24
Book Value Per Share (Amt in rupees)	31.16	30.92	28.74	31.16	28.74	31.19
CRAR Basel III %	11.62	12.01	9.03	11.62	9.03	10.26

# POSITIVE FACTORS

- ✓ Net profit (yoy) increased by Rs.2.28 Cr i.e 19.40%.
- ✓ Employee cost decreased by Rs.14.96 Cr i.e 13.48%.
- ✓ Gross advances for Q2 increased by Rs.70.61Cr as compared to Q117(QoQ)
- ✓ Cost of deposits has declined from 6.66% to 5.96% (yoy).
- ✓ Operating profit increased by Rs.12 Cr which comes to 26.93% (yoy).

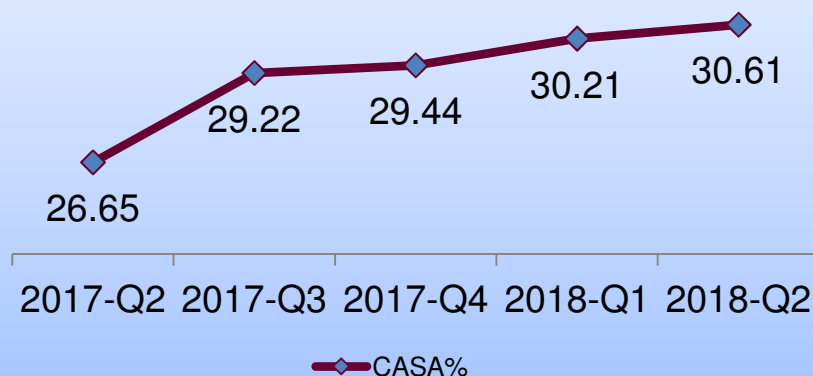
# Performance Highlights

(Rs. in Cr)



## CASA Growth 380 Cr (Y-o-Y)

Trend in movement of CASA %



## Trend in movement of Retail Deposit %

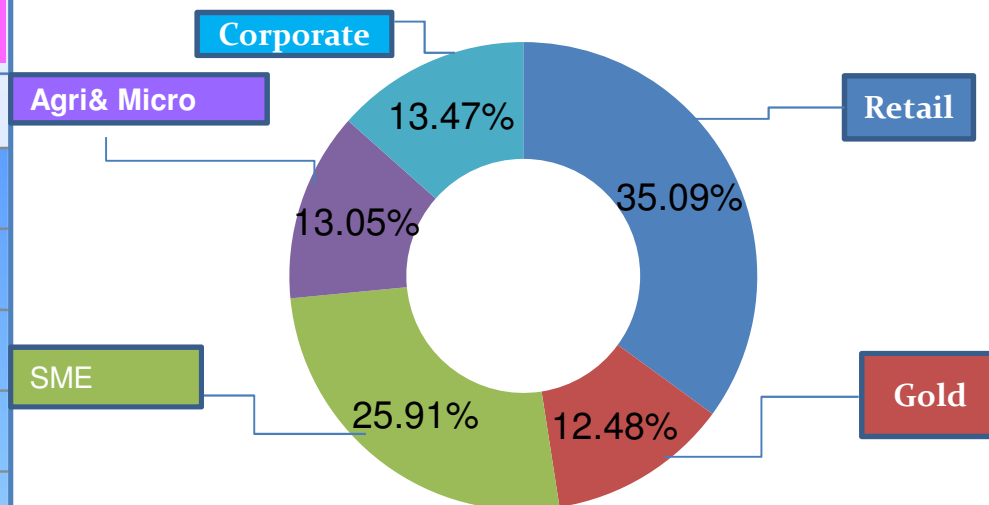
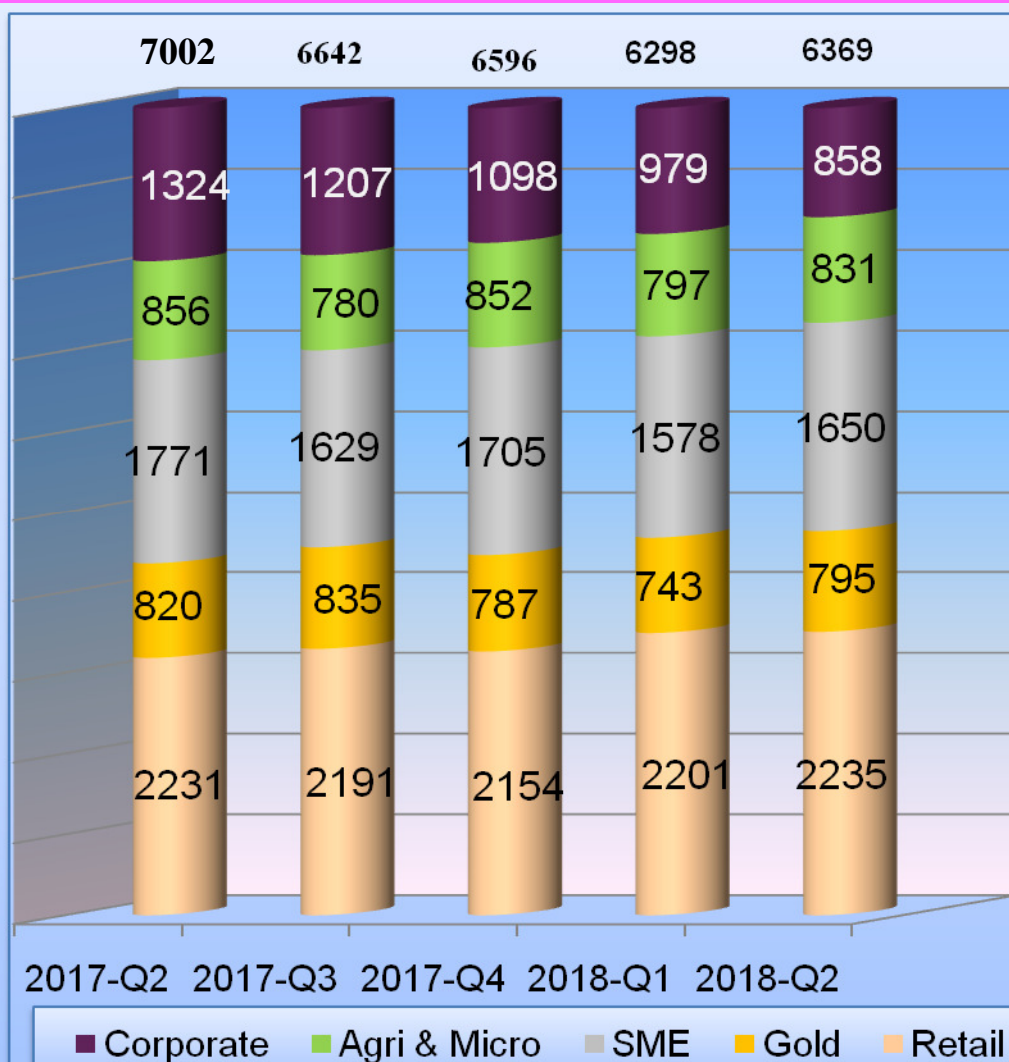




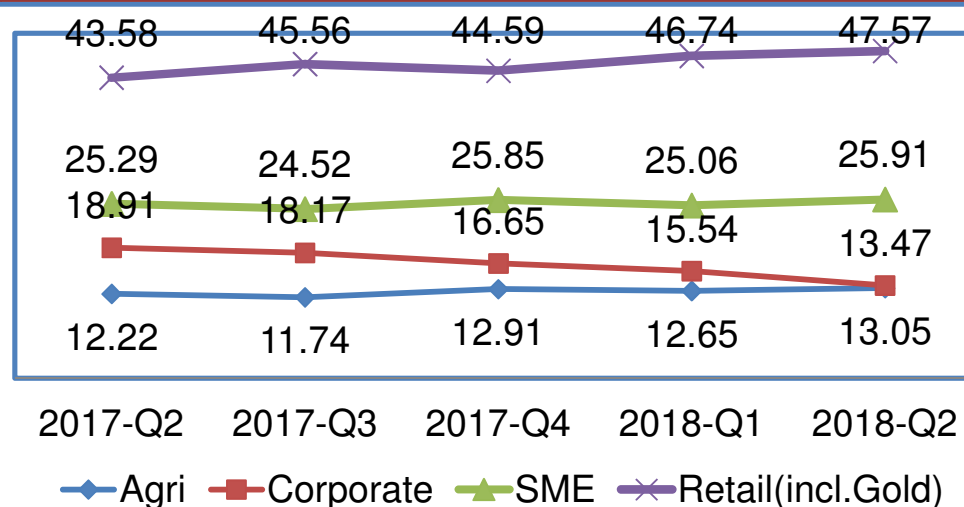
# Advance Portfolio

Rs.in Cr.

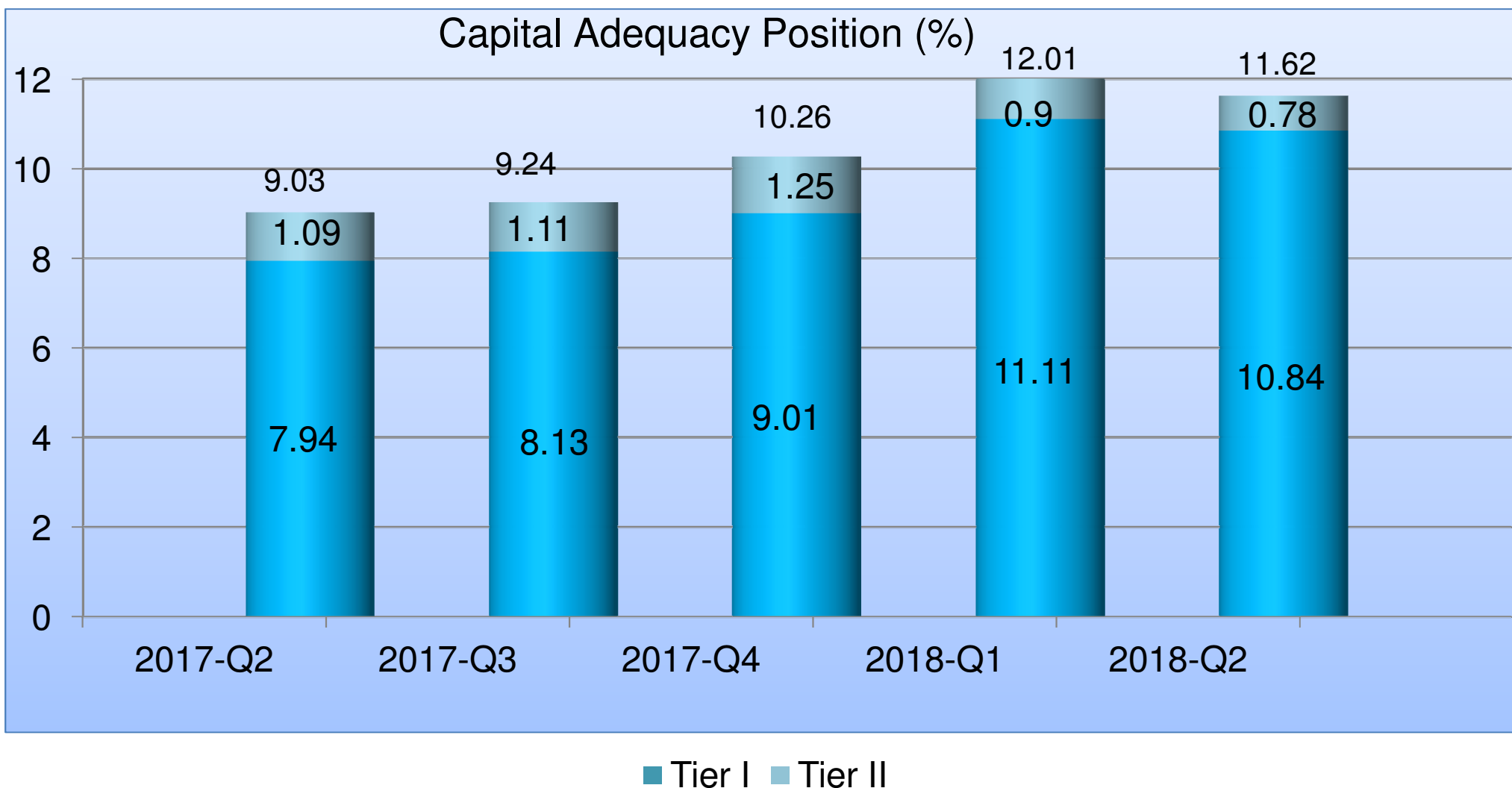
## Gross Advance



## Segmentwise Movement



# Performance Highlights



**Capital Infusion in FY 2017-2018 –Rs. 1200Mn**





# Income and Margins



# Business Result

Rs. in crore

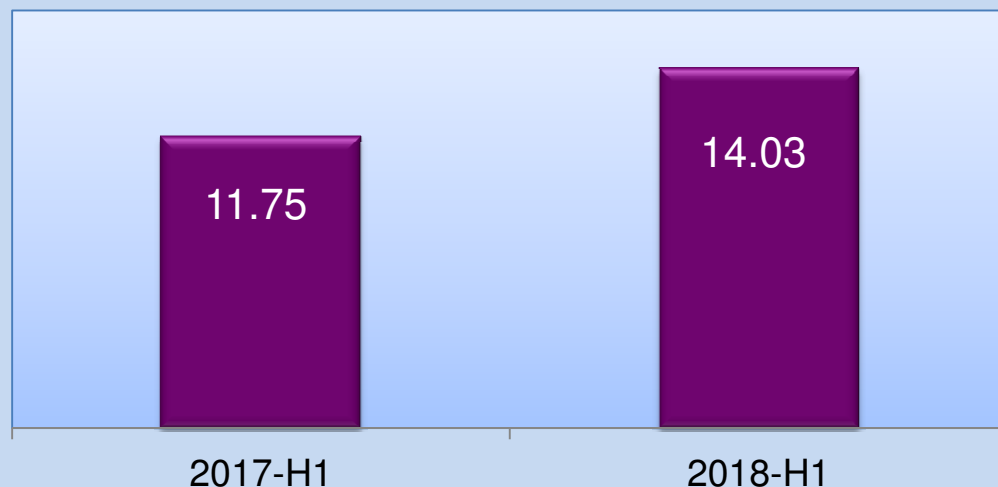
Particulars	Quarter ended			30.09.2017 (Reviewed)	30.09.2016 (Reviewed)	31.03.2017 (Audited)
	Sep17	June 17	Sep16			
Interest Income	259.16	259.30	272.59	518.46	553.66	1089.05
Interest Expenses	168.23	173.89	188.51	342.12	383.37	757.45
<b>Net Interest Income</b>	<b>90.93</b>	<b>85.41</b>	<b>84.08</b>	<b>176.34</b>	<b>170.29</b>	<b>331.60</b>
Non Interest Income	23.14	27.95	40.14	51.09	59.85	111.02
Operating Expenses	84.15	86.73	90.01	170.87	185.58	346.25
<b>Operating Profit</b>	<b>29.92</b>	<b>26.63</b>	<b>34.21</b>	<b>56.56</b>	<b>44.56</b>	<b>96.37</b>
Provisions and Contingencies	23.86	18.66	28.19	42.53	32.81	81.69
Exceptional Item	-	-	-	-	-	2.30
<b>Net Profit</b>	<b>6.06</b>	<b>7.97</b>	<b>6.02</b>	<b>14.03</b>	<b>11.75</b>	<b>12.38</b>



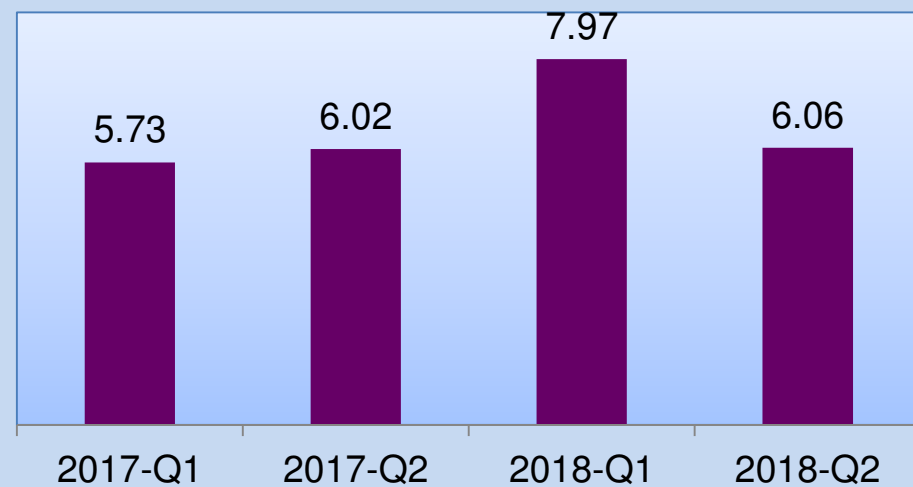
# Business Result

(Rs. in Cr.)

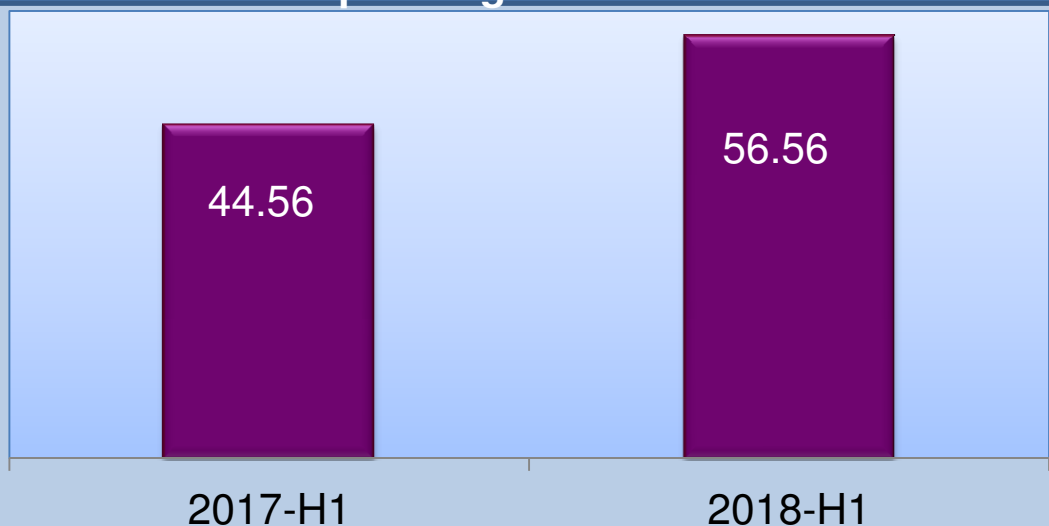
## Net Profit Y-o-Y



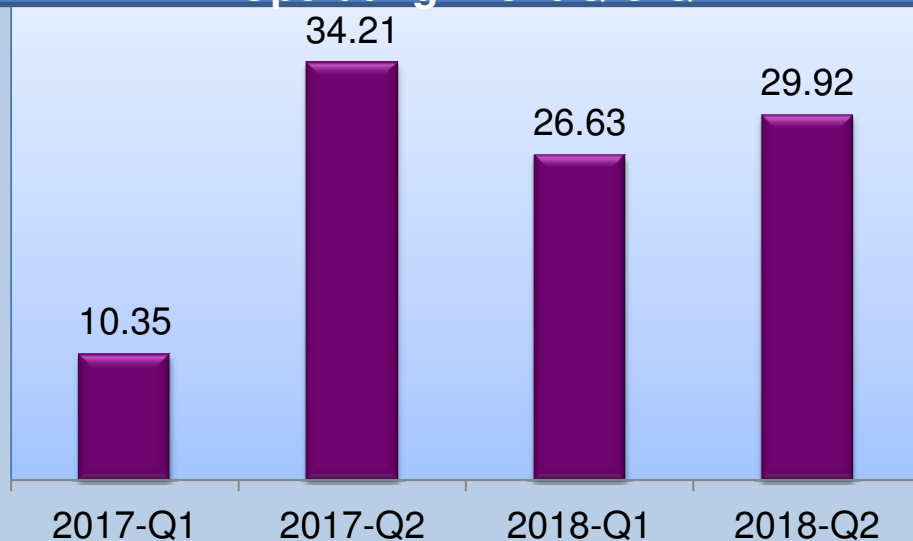
## Net Profit Q-o-Q



## Operating Profit Y-o-Y



## Operating Profit Q-o-Q



# Business Result

(Rs. in Cr.)

## Net Interest Income Y-o-Y

170.29

176.34

2017 H1

2018 H1

## Net Interest Income Q-o-Q

84.08

76.78

84.53

85.41

90.93

2017-Q2

2017-Q3

2017-Q4

2018-Q1

2018-Q2

## Net Interest Margin (%)

Q2 FY17

2.81

Q3 FY17

2.71

Q4 FY17

2.76

Q1FY18

2.84

Q2FY18

2.93

### Y-o-Y Performance

- Net Profit increased by 19.40%
- Operating Profit improved by 26.93%
- Net interest income improved by 3.55%
- Net Interest Margin improved by 12 bps



# Business Results - Non Interest Income

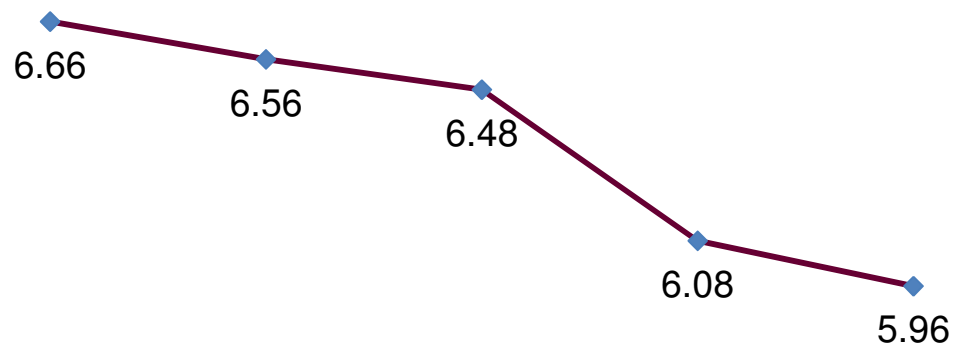
(Rs. in Cr.)

Particulars	Quarter ended			For the half year		For the year ended
	30 Sep 17	30 June 17	30 Sep 16	30.09.2017	30.09.2016	31.03.2017
Commission, Exchange and Brokerage	1.30	1.30	1.25	2.60	2.79	5.43
Profit/(Loss) on sale of Investments (Net)	3.00	7.77	22.04	10.76	27.12	34.56
Profit on sale of land, building and other Assets (Net)	0.00	-0.12	-	-0.12	-	0.06
Profit on exchange transactions (Net)	1.17	1.80	1.09	2.97	2.31	4.66
Income from Insurance	1.27	0.49	0.93	1.76	1.35	1.94
Miscellaneous Income	16.40	16.71	14.83	33.12	26.28	64.37
<b>Total</b>	23.14	27.95	40.14	51.09	59.85	111.02
<b>Total Income</b>	<b>282.30</b>	<b>287.25</b>	<b>312.73</b>	<b>569.55</b>	<b>613.51</b>	<b>1200.07</b>
<b>% of Other Income to Total income</b>	<b>8.19</b>	<b>9.73</b>	<b>12.83</b>	<b>8.97</b>	<b>9.76</b>	<b>9.25</b>

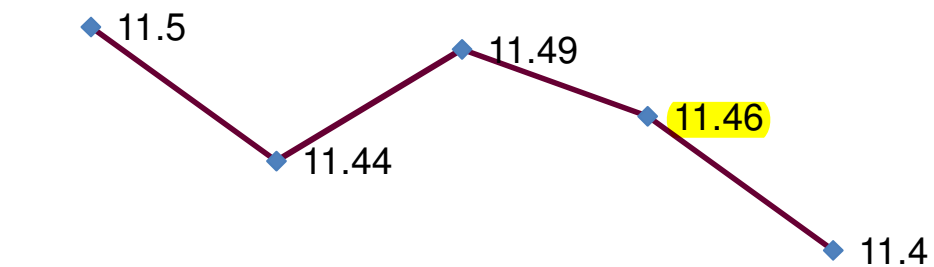


# Income and Margins

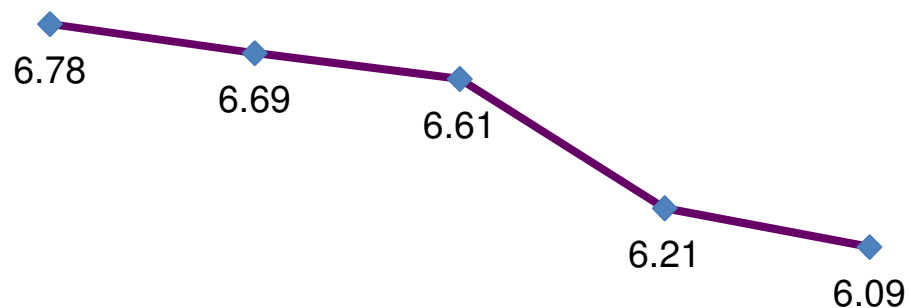
## Cost of Deposits(%)



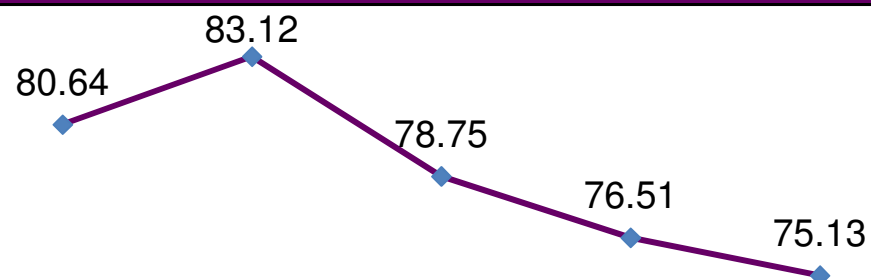
## Yield on Advance(%)



## Cost of Funds(%)



## Cost Income Ratio(%)

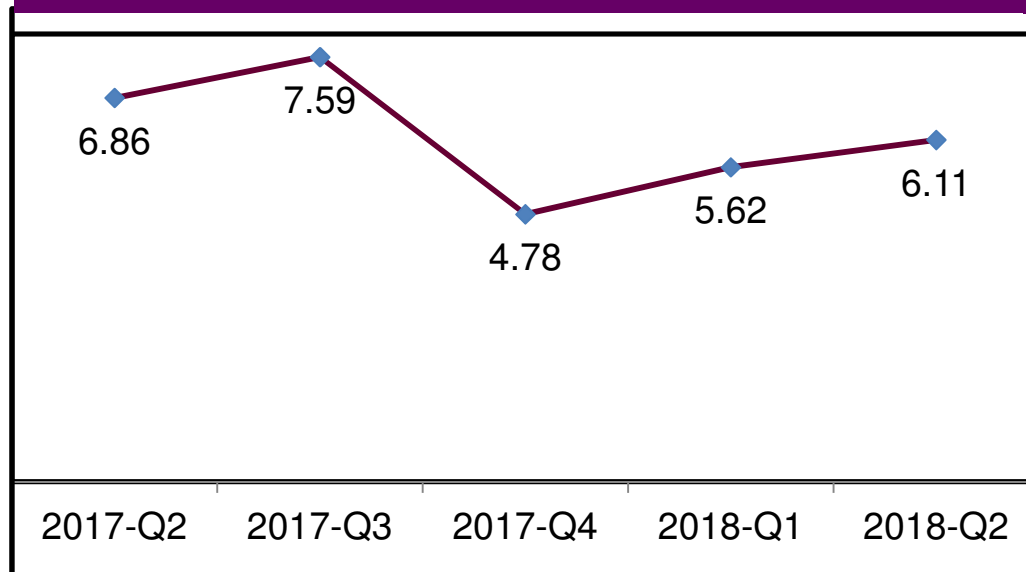


# Asset Quality

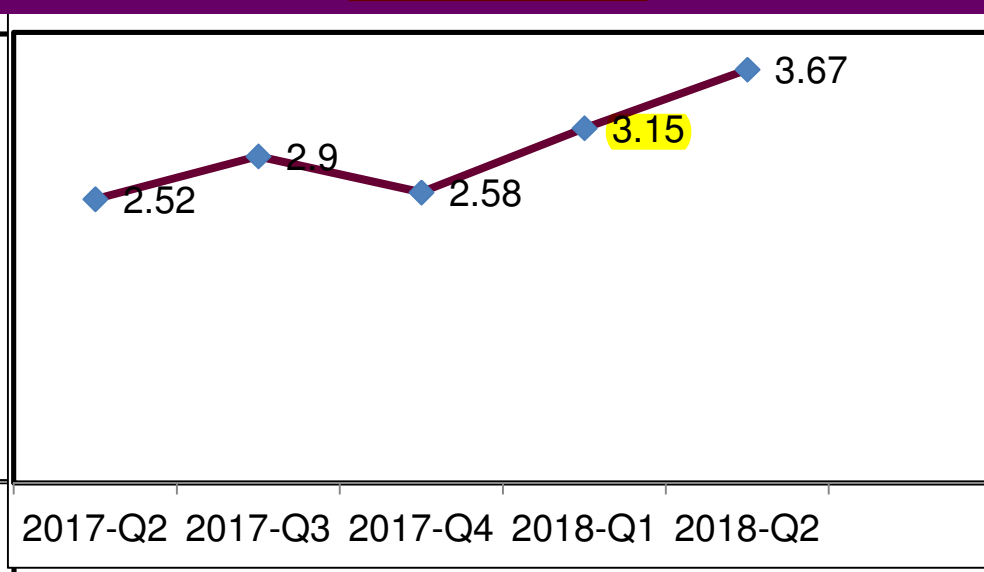
(Rs. in Cr.)

Particulars	Quarter ended				
	30 Sep 17	30 Jun 17	31 Mar 17	31 Dec 16	30 Sep 16
Gross NPA	389.16	354.13	315.60	503.83	480.55
Net NPA	228.04	193.12	166.48	183.39	168.52
Provision Coverage Ratio	74.69	77.71	79.99	78.02	79.24

## Gross NPA (%)



## Net NPA (%)



# Summary of Financials – Balance Sheet

(Rs. in Cr.)

Particulars	As at September 2016 (Reviewed)	As at March 2017 (Audited)	As at June 2017 (Reviewed)	As at September 2017 (Reviewed)
<b>CAPITAL AND LIABILITIES</b>				
Capital	210	210	253	253
Reserves and Surplus	393	445	529	535
Deposits	11208	11293	11072	10998
Borrowings	164	145	145	145
Other Liabilities and Provisions	234	240	226	254
<b>TOTAL</b>	<b>12209</b>	<b>12333</b>	<b>12225</b>	<b>12185</b>
<b>ASSETS</b>				
Cash and Balances with Reserve Bank of India	588	575	581	560
Balances with Banks and Money at call and short notice	365	233	255	174
Investments	3738	4194	4337	4354
Advances	6690	6446	6137	6207
Fixed Assets	174	214	209	206
Other Assets	654	671	706	684
<b>TOTAL</b>	<b>12209</b>	<b>12333</b>	<b>12225</b>	<b>12185</b>
Contingent Liabilities	793	792	848	797
Bills for collection	262	258	301	286



# Way Forward

Profitability Approach	Liability Strategy	<ul style="list-style-type: none"> <li>• Systematic Growth in Deposits</li> <li>• Increasing CASA</li> <li>• Increasing Retail / Low cost Deposits</li> </ul>
	Asset Strategy	<ul style="list-style-type: none"> <li>• Quality Advance Portfolio</li> <li>• Increasing Retail Advances</li> <li>• Lending based on Collaterals</li> <li>• Better Pricing</li> </ul>
	NPA Management	<ul style="list-style-type: none"> <li>• Early Resolution of NPA Accounts</li> <li>• Close Monitoring of accounts to avoid slippages</li> <li>• Increased Provision Coverage Ratio</li> </ul>
	Cost Rationalization	<ul style="list-style-type: none"> <li>• Relocating high Cost Premises &amp; low hit ATMs</li> <li>• Renegotiating with vendors for cost reduction</li> <li>• Other Cost Rationalization Measures</li> </ul>
	Focus on Non Interest Income	<ul style="list-style-type: none"> <li>• Continued focus on Cross Selling</li> <li>• Focus on Insurance and Mutual Fund Products</li> <li>• Increased focus on Non Fund based facilities</li> </ul>
	Other Initiatives	<ul style="list-style-type: none"> <li>• Leveraging of Technology Products</li> <li>• Transformation Projects</li> <li>• Effective use of data mining tools</li> <li>• Improved Visibility Measures</li> </ul>



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established 1927

