

Performance Highlights for the quarter ended December 2013

- ✱ TOTAL BUSINESS GROWS BY 9.3%
- ✱ DEPOSITS GROW BY 9.0%
- ✱ CASA DEPOSITS ABOVE Rs 160000 CRORE
- ✱ CASA RATIO IN DOMESTIC DEPOSITS AT 40.4%
- ✱ NET INTEREST MARGIN REMAINS HIGH AT 3.52%
- ✱ BOOK VALUE PER SHARE INCREASES TO Rs 936.85
- ✱ GROSS NPAs CONTAINED

Net Profit Q3	:	Rs 755 crore
CASA Deposits	:	Rs 160961 crore
Book Value per share	:	Rs 936.85

Profit

- Operating Profit for Q3FY'14 at **Rs.2702 crore** is marginally higher as compared to Rs.2682 crore in Q3 FY'13.
- Operating profit of the Bank during the nine months FY'14 grew by 1.9 % to reach **Rs. 8211 crore** from Rs. 8056 crore as of nine months FY'13.
- Net Profit of the Bank during Q3FY14 reached Rs 755 crore
- Net Profit for nine months ended Dec'13 amounted to **Rs 2536 crore**.

Business

- Total Business of the Bank rose to **Rs.746780 crore** in Dec 13 as compared to Rs. 683098 crore in Dec'12, showing a YoY growth of 9.3 %.
- Deposits at the end of Dec'13 amounted to **Rs.420647 crore** as compared to Rs.385785 crore in Dec'12, exhibiting a growth of 9.0% on YoY basis.
- CASA deposits increased from **Rs. 142442 crore** in Dec'12 to **Rs.160961 crore** in Dec'13 recording a growth of 13.0%.
 - CASA share in domestic deposits stood at 40.4 % showing improvement from 38.4% in Dec'12.
 - Bank continued to consolidate its strong Savings deposit base by registering YoY growth of 14.3% to reach **Rs. 133814 crore**.
 - Current deposits grew by 7.1% to cross Rs27147 crore.
- Net Advances of the Bank at **Rs. 326133 crore** at the end of Dec'13 grew by 9.7% (YoY) from Rs.297313 crore at the end of Dec'12.
- Credit Deposit Ratio stood at 77.53% as at Dec'13.

Income

- **Total income** during **Q3FY'14** rose by **3.7%** to **Rs.11922 crore**. Interest Income reached **Rs.10984 crore**.
- **Total income** during nine months **FY'14** increased to **Rs.35302 crore**, recording a growth of **2.2 %**
- **Net interest income** during nine months **FY'14** improved by **9.7%** from Rs. 11073 crore in Dec'12 to **Rs. 12144 crore in Dec'13**.
- **Non-Interest Income** in **Q3FY'14** was **Rs. 938 crore** . During nine months **FY14**, Non Interest Income improved by 4.4% to Rs 3180 crore. **Core Non-Interest Income** increased by 5.6% in nine months **FY14** to Rs2469 crore from Rs 2338 crore in nine months **FY 13**.

Important Ratios

- **Gross NPA ratio** reduced to 4.96% as at Dec'13 from 5.14 % as at Sep'13 whereas **Net NPA ratio** reduced to **2.80% from 3.07% as at Sept 13**.
- **Provision Coverage Ratio** is at **58.5%** as at Dec'13.
- **Net Interest Margin (NIM)** remains high at 3.57% for the quarter ended Dec'13 and 3.52% for nine months ended Dec'13 (3.52% nine months FY'13).
- **Return on Assets** stood at 0.58 % in the Q3 FY'14. (nine months **FY'14: 0.67%**)
- **Cost of Deposit** stood at 6.33% in Q3FY'14. (nine months FY'14:6.40 %)
- **Yield on Advances** worked out to 10.60% for Q3FY'14 (nine months FY14: 10.51%)
- **Cost to Income ratio** worked out to **46.42% in nine months FY'14** as against 42.95% last year.
- **Return on Equity** stood at **8.91 %** in the Q3 FY'14 (**nine months FY'14:9.97 %**)
- **Earnings Per Share** (annualized) was Rs.85.15 for the Q3 FY'14 (nine months ended Dec'13: Rs.95.54)
- **Book Value Per Share** improved to Rs.936.85 in Dec'13 (Rs.884.01 in Dec'12).
- **CRAR** of the bank is at 11.02% under **BASEL-III** (Tier-I :8.54 %;Tier-II :2.48 %).

Delivery Channels

- Bank's Domestic branch network stands at 6075.
- Number of ATMs installed by the bank at 6698 is more than the number of branches.
- **240 lakh ATM Card holders** that recorded an annual growth of 26.87%.
- More than 24 lac **Internet Banking users** and **229 lac customers** availing **SMS Alert facility**.

Retail Credit

- Retail loans outstanding grew by 17.5% on YoY basis to reach Rs 36066 crore at end Dec'13.
 - Housing loans portfolio grows by 16.70% to reach Rs 16005 crore.
 - 16.31% y-o-y growth in Car/Vehicle loans.
 - **Personal loan** portfolio rose by 32.73%.

International Forays

- Bank has established overseas footprints via 5 Overseas Branches, 3 Subsidiaries, 1 Joint Venture and 5 Rep Offices.
- Bank has got permission from RBI for opening of representative office in Yangon (Myanmar) and Dhaka (Bangladesh).
 - Bank's future overseas forays include up gradation of rep-office at Norway and Australia into branches, and exploring possibilities for presence in Brazil, South Africa, Sri Lanka, Canada and Mozambique.

CSR & Empowerment initiatives

- Two special Agriculture Credit Campaigns organized during rabi and kharif season of the current year keeping a target of Rs 5000 crore credit dispensations to five lakh new farmers' accounts.
- Under "PNB Vikas", a scheme for village adoption, Bank has adopted 125 **villages** for integrated development of these villages in a holistic manner.
- **92547** persons trained at Bank's cost by 10 **Farmers' Training Centers** during nine months FY13
- Under the aegis of PNB Centenary Rural Development Trust (**PNBCRDT**)
 - **20336 persons** including 14132 women trained at 47 **PNB Rural Self Employment Training Institutes (PNBRSETIs)** during nine months FY14.
- PNB CRDT has also opened 103 financial literacy centers to provide financial literacy counseling to the customers. During 2013-14, enquiries from 136541 persons were attended to and 172370 persons attended 3476 seminars conducted by Financial Literacy Centers.

Priority Sector

- PS Advances grew by 18.45% to **Rs 105374 crore**.
 - Outstanding Agricultural advances were Rs.44149 crore as at Dec'13.
 - The Bank has Issued 283954 fresh Kisan Credit Cards (KCCs) during 2013-14 upto Dec 2013 taking the cumulative number of KCCs issued to 48.97 lakh since inception.

Micro, Small & Medium Enterprises

- Credit to MSME sector grew by 24.99%(yoy) to Rs 69918 crore as at end Dec'13.
 - Credit to **Micro Enterprises** recorded a YoY growth of 28.78% to Rs **23059 crore** as on 31.12.2013.
 - Credit to **Micro & Small Enterprises** recorded a yoy growth of 24.0% to Rs **55079 crore as on 31.12.2013.**
- **88 Specialized MSME branches** & 465 SME focus branches.
- Bank is providing 20% concession in processing / upfront fee for credit requirements up to Rs 50 Lac if application is received online.
- 0.75% concession on chargeable intt rate to Micro and small enterprises for loans up to Rs 25 lacs.

Financial Inclusion

- 93.36 lakh No frill account / BSBDA accounts opened so far
- 1.92 lac **General Credit Cards** have been issued till now.
- PNB has covered 4588 villages with population of over 2000, allocated to it to be covered either through Business Correspondent model or Opening Brick & Mortar branches.

Recent Awards and Accolades

- Life Time Achievement Award to Shri K R Kamath (CMD) for the year 2013 by Dainik Bhaskar.
- Most Innovative Mass Retail Lender for Under-served segments (Special Mention) in BANCON 2013.
- Best Bankers' Award under the category of Agriculture Credit and Inclusion by The Sunday Standard.
- 3rd Asia's Best CSR Practices Awards- Best CSR Practices Overall by World CSR Day.
- 4th Asia's Best Employer Brand Awards 2013- Excellence in Training by Employer Branding Awards.
- Banking Technology Excellence Awards - Customer Management and Business Intelligence Initiatives by IDBRT, Hyderabad.
- Business Today - PwC adjudged Shri K R Kamath in Top 100 amongst India's Best CEOs in 2013. He is the only CEO from PSBs category to get figured in the list.