

PERFORMANCE HIGHLIGHTS FOR Q1 FY 13

- ✿ OPERATING PROFIT Q 1 GROWS BY 14.8% TO TOUCH Rs. 2841 CRORE.
- ✿ NET PROFIT Q 1 RECORDS 12.7% GROWTH TO REACH Rs. 1246 CRORE.
- ✿ TOTAL BUSINESS TOUCHES RS 6.80 LAC CRORE.
- ✿ TOTAL ASSETS CROSS Rs. 4.59 LAC CRORE.
- ✿ NET INTEREST MARGIN REMAINS HIGH AT 3.60%.
- ✿ TOTAL INCOME GROWS BY 24.6%.
- ✿ CORE NON INTEREST INCOME GROWS BY 18.6%.

Business	:	Rs. 679823 crore	↑	19.9%
Deposits	:	Rs. 385355 crore	↑	18.9%
Credit	:	Rs. 294468 crore	↑	21.2%
Total Assets	:	Rs. 459234 crore	↑	19.1%
Book Value per Share	:	Rs. 814.14	↑	22.0%

Profit

- **Net Profit** of the Bank for the quarter ended June 2012 (Q1 FY'13) amounted to **Rs. 1246 crore** as against Rs 1105 crore last year, registering a YOY growth of 12.7%.
- **Operating Profit for Q1 FY'13** stood at **Rs 2841 crore** as against Rs 2474 crore in Q1 FY'12, registering a YOY growth of 14.8%.

Income

- **Total income** during **Q1 FY'13** rose by **24.6%** to **Rs. 11711 crore** due to **healthy growth of 26.8% in Interest Income.**
- **Net Interest Income** for Quarter ended June '12 improved by **18.6%** to **Rs. 3695 crore.**
- **Non-Interest Income** in Q1 FY'13 amounted to **Rs. 1166 crore.**

Business

- **Total Business** of the Bank reached **Rs. 679823 crore** as against Rs 5,67,005 crore in June 2011, showing a y-o-y growth of 19.9%.
- **Deposits** of the Bank rose to **Rs. 385355 crore** as on 30.06.2012 from Rs 3,24,097 crore as on 30.06.2011, exhibiting a y-o-y growth of 18.9%.
 - **CASA deposits** increased to **Rs. 133149 crore** in June'12 from Rs. **1,21,260** crore in June'11, recording a growth of **9.8%**. **CASA share** worked out to **35.6%** due to continued higher growth of Retail Term deposits on account of prevailing higher differential in Savings and Term deposit interest rates.
 - **Saving deposits** increased by **13.2%** to **Rs. 107425 crore**.
- **Advances** of the Bank at **Rs. 294468 crore** at the end of June'12 grew by **21.2%** as against Rs. **2,42,908** crore at the end of June'11.
- **Credit Deposit Ratio** works out to **76.4%** as at June'12.
- **Market Share:** Market share of the Bank in both deposits and Advances improved from 5.55% and 5.44% respectively in June'11 to 5.65% (**Deposits**) and **5.60% (Advances)** in June 2012.

Important Ratios

- Current phase of difficult economic conditions has been resulting in increased delinquencies. Strong performance on NPA reduction during the quarter got outpaced by fresh slippages. Thus **Gross NPA ratio** stood at 3.34% as at June'12 whereas Net NPA ratio was 1.68%.
- **Net Interest Margin (NIM)** remains good at **3.60%** for Q1 FY'13.
- **Return on Assets** stood at 1.08% in the Q1 FY'13.
- **Cost of Deposit** stood at 6.98% for Q1 FY'13.
- **Cost to Income ratio** stood at 41.56% in Q1 FY'13.
- **Return on Equity** stood at 18.04% in Q1 FY'13.
- **Earnings Per Share** (annualized) increased to Rs. **146.90** for the Q1 FY'13 from Rs. 139.52 **last year**.
- **Book Value per Share** improved to **Rs. 814.14** in June'12 as against Rs. **667.36** in June'11.
- **CRAR** of the bank was comfortable at 12.57% under BASEL-II (Tier-I Capital: 9.33%; Tier-II Capital: 3.24%).

Delivery Channels

- Bank has a strong pan India presence with wide network of branches which almost reached 5700 branches during the quarter.
- Bank's ATM network reached 6059 and number of card holders increased to 177 lakh.
- PNB Internet Banking Channels are witnessing a steady increase in usage with more than 17 lac internet banking users.
- More than 96 lac customers are availing SMS alert facility.
- Around 28% of transactions are being conducted through Alternate Delivery Channels.

Retail Credit

- **Focus on Retail lending continued during the quarter and Retail loans outstanding grew by 21.44 % on YoY basis to Rs. 29,280 crore at end of June'12 as against Rs. 24,111 crore in corresponding period last year.**
 - Good y-o-y growth in Car/Vehicle loan (43.22%), Reverse Mortgage scheme (29.66%), Pensioners loan portfolio (22.47%), Housing loan (18.82%) and Education loan (15.49%).
 - **Gold loan portfolio rose by robust 79.56% to Rs. 860.6 crore.**

International Forays

- Bank has established overseas footprints in 10 countries via 4 **overseas branches and an offshore banking unit in Mumbai**; 3 overseas subsidiaries i.e., **wholly owned subsidiary in UK with 7 branches & a subsidiary each in Kazakhstan & Bhutan**; 5 **Representative offices in Australia, Norway, Dubai, China and Kazakhstan**; and one joint venture with Everest Bank Ltd., Nepal.
- PNB is also looking to upgrade its Representative Offices in Oslo in Norway, Sydney in Australia & Shanghai in China to full fledged branches.
- Bank is also exploring possibilities for presence in Bangladesh, Myanmar, Pakistan, Singapore and Brazil.

Priority Sector

- Bank has always remained in the forefront while extending credit to Priority Sector. PS Advances grew by 24.42 % to **Rs 94,760 crore**.
- Outstanding Agricultural advances grew by 30.56 % to **Rs 44,591 crore**.
- Issued 41.51 lac Kisan Credit Cards (KCC) till June 30th, 2012.

Micro, Small & Medium Enterprises

- Credit to MSME sector rose to **Rs 56368 crore** as at end of June'12 from Rs 46714 crore last year, recording a growth of 20.67%.
 - Credit to **Micro & Small Enterprises** grew by 23.0% to **Rs. 44866 crore** as on 30.06.2012.
 - Credit to Micro enterprises grew by **22.43. %** to **Rs 18282 crore**.

Financial Inclusion

- Under FI plan, the bank has engaged Technical Service Providers (TSPs) and the corporate Business Correspondents (BCs) for providing banking services in villages using ICT based BC model. The village level BC agents are using Hand Held Terminals/ POS machines & smart cards.
- The bank is continuing with a number of Information & Communication Technology (ICT) based projects covering about 3000 villages through Business Correspondent model.
- Electronic Benefit Transfer (EBT): The Bank is continuing with 5 projects under the EBT for payment of Social Security Benefits/NREGA payments.

CSR & Empowerment initiatives

- Bank has adopted a good number of villages to develop the identified villages in an integrated manner, which includes Human Development, Economic Development & other Infrastructure Development.
- Under the aegis of **PNB Centenary Rural Development Trust** (PNBCRDT), Bank has operationalised 39 PNB Rural Self Employment Training Institutes (PNBRSETIs) for providing training to the rural youth with focus on BPL families and women so that they can engage themselves in self employment or get wage employment and raise their income level.
- Bank has set up many **Financial Literacy and Credit Counseling Centres** to provide financial literacy and credit counseling where knowledge about schemes of various Banks, the benefits of getting linked to banks is disseminated through one-to-one discussion and holding seminars. Services are provided are free of cost.
- Under the aegis of the PNB Farmers' Welfare Trust, Ten Farmers' Training Centres are working which provide free of cost training on agriculture & allied activities, Computers, cutting & tailoring / embroidery and conduct entrepreneurship development programs. These FTCs have imparted training to **21796** farmers and youth by conducting **730** training programmes during the year 2012-13 upto June 12

Recent Awards and Accolades

- Conferred with **3rd Asia's Best Employer Brand Awards 2012** under the category "Excellence in Training".
- Golden Peacock National Training Award 2011 by Institute of Directors.
- Best Overall Corporate Social Responsibility Award by World HRD Congress.
- Bank's commendable work for progressive use of official language has been recognized by Reserve Bank of India by awarding 3 prizes under RBI Rajbhasha Shield Competition while PNB's Staff Journal was awarded first prize.

New Delhi

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