

Performance Highlights for Q4 FY 13 and FY 2013

- ✿ TOTAL BUSINESS CROSSES Rs. 7.00 LAC CRORE.
- ✿ DOMESTIC CASA SHARE ABOVE 40%.
- ✿ OPERATING PROFIT FOR FY ABOVE Rs 10000 CRORE.
- ✿ NET INTEREST MARGIN CONTINUES TO BE ABOVE 3.50%.
- ✿ NET INTEREST INCOME FOR Q4 GROWS BY 14.2%.
- ✿ RETURN ON ASSETS STOOD AT 1.0%.
- ✿ GROSS & NET NPAs SHOW DECLINE OVER PREVIOUS QUARTER

Business	:	Rs. 700285 crore	↑	4.0%
Domestic CASA Share	:	40.86%	↑	
Operating Profit (FY)	:	Rs.10908 crore	↑	2.8%
Net Interest Margin (FY)	:	3.52%	↑	
Book Value per Share	:	Rs. 915.50	↑	17.8%
Clientele base	:	80 million		

Profitability

Q4FY13

- **Net Profit** of the Bank for the quarter ended March 2013 (Q4 FY'13) amounted to **Rs. 1131 crore** as against Rs 1424 crore last year. Net Profit from Core Operations (*i.e. excluding treasury trading profit and depreciation on investments*) at Rs 1059 crore for Q4FY13 was marginally lower than Rs 1063 crore in the corresponding period Q4FY12
- **Operating Profit for Q4 FY'13** stood at **Rs 2853 crore** as against Rs 2936 crore in Q4 FY'12 and Rs 2682 crore in the previous quarter (Q3FY13).
- **Total income** during **Q4 FY'13 rose by 5.5 % to Rs. 11554 crore** due to a **growth of 7.2%** in Interest Income.
- **Net Interest Income** during Q4 FY'13 rose by 14.2% to reach Rs 3779 crore as against 3310 Crore in Q4 FY'12.

FY13

- **Net Profit** of the Bank for Financial Year ended March 2013 amounted to **Rs. 4748 crore** as compared to Rs 4884 crore last year.
- **Operating profit** of the Bank during the Financial Year ended March 2013 grew by **2.8%** to reach **Rs.10908 crore** from Rs 10614 crore in March'12.
- **Total income** during **FY'13 rose by 13.5 % to Rs. 46110 crore** due to a **growth of 15.0%** in Interest Income.
- Net Interest Income during FY'13 rose by 10.8% to reach Rs 14857 crore as against 13414 Crore in FY'12.

Business

- **Total Business** of the Bank reached **Rs.700285 crore** as against Rs. 673363 crore in March 2012, showing a y-o-y growth of 4.0 %.
- **Deposits** of the Bank rose to **Rs. 391560 crore** as on 31.03.2013 from Rs 379588 crore as on 31.03.2012, exhibiting a y-o-y growth of 3.2%.
 - During FY13, Bank has shed around Rs 40000 crore of bulk high cost deposits, thus overall deposit growth appears to be lower.
 - **CASA deposits** increased to **Rs.153344 crore** in March'13 from Rs. **134129** crore in March'12, recording a growth of 14.3%. Domestic **CASA share** has improved to 40.86% from 36.2% in March'12.
 - There was increased focus on **Saving deposits** and a successful campaign was organized during the year with active participation from employees resulting in increase in Saving deposit to **Rs. 123470 crore** showing a growth of **16.9%**. **Current deposits** rose by **4.9%** to **Rs. 29874 crore**.
- **Advances** of the Bank at **Rs.308725 crore** at the end of March'13 grew by 5.1 % as against Rs.293775 crore at the end of March'12.
- **Credit Deposit Ratio** works out to 78.84% as at March'13.
- **Market Share:** Market share of the Bank in Deposits and Advances stood at 5.18% and 5.11% respectively as on March 2013.

Asset Quality

- **Due to improved recovery effort, Bank has been able to bring down the Gross and Net NPA level on sequential quarter basis.**
- **Gross NPAs** came down to Rs 13466 crore in Mar'13 from Rs 13998 crore in Dec'12 while Gross NPA ratio came down to 4.27% from 4.61% in the same period.
- **Net NPAs** declined to Rs 7237 crore in Mar'13 from Rs 7586 crore in Dec'12 and Net NPA ratio declined to 2.35% from 2.56%.
- **Provision Coverage ratio** also improved to 58.83% in Mar'13 from 55.97% in Dec'12.

Important Ratios

- **Net Interest Margin (NIM)** for FY ended March'13 is 3.52% (Q4FY13: 3.51%).
- **Return on Assets** stood at 1.00% for FY'13.
- **Cost of Deposit** stood at 6.62% for Q4 FY'13 and 6.82% for FY ended March'13.
- **Cost to Income ratio** stood at 42.41 % in Q4 FY'13 and 42.81% in FY ended March'13.
- **Return on Average Equity** stood at 15.40% in Q4 FY'13 and 16.17% in FY ended March'13.
- **Earnings Per Share** was Rs.131.61 for Q4 FY'13 and Rs.139.52 in FY ended March'13.
- **Book Value per Share** improved to Rs 915.50 in March'13 as against Rs.777.35 in March'12.
- **CRAR** of the bank was comfortable at 12.72% under BASEL-II (Tier-I Capital: 9.76%; Tier-II Capital: 2.96%).

Delivery Channels

- Bank's branch network stands at 5874 (including extension counters).
- Bank's network of ATMs at 6313 is more than its number of branches.
- PNB Internet Banking Channels are witnessing an increase in usage with about 20 lac internet banking users.
- More than 156 lac customers are availing SMS alert facility.
- More than 51% of transactions are being conducted through **Alternate Delivery Channels**.

Retail Credit

- **Retail loans outstanding grew by 7.2% on YoY basis to cross Rs.31000 crore at end of March'13 as against Rs. 29196 crore in corresponding period last year.**
 - Good y-o-y growth in Car/Vehicle loan (15.1%), Reverse Mortgage scheme (25.4%), Pensioners loan portfolio (17.5%), Housing loan (13.3%) and Education loan (8.4%).
 - **Gold loan portfolio rose by robust 81.9% to Rs.1470 crore.**

Priority Sector & MSME Advances

- Priority Sector Advances reached **Rs 91427 crore**.
- National goals in respect of financing to Weaker Sector have been surpassed besides meeting the target of 15% of Priority Sector advances to Minority communities.
 - Outstanding Agricultural advances reached **Rs 38055 crore**.
 - Issued 45.32 lac Kisan Credit Cards (KCC) till March 31st, 2013.
- Credit to MSME sector rose to **Rs 61478 crore** as at end of March'13 from Rs.56738 crore last year, recording a growth of 8.35%.
 - Credit to **Micro & Small Enterprises** grew by over 9.58% to **Rs.48681 crore** as on 31.03.2013, out of which credit to Micro enterprises amounted to **Rs 18905 crore**.

Financial Inclusion

- Under FI plan, Bank has covered all villages with population over 2000 as allocated by SLBCs for providing Banking services during FY 2012-13.
- The Bank has been continuing 39 Information & Communication Technology based projects in 16 States through the Business Correspondent Model.
- Under the Swabhiman campaign, Bank has covered all 4588 villages allotted to it and has provided 7256 banking outlets in these villages.
- Bank has opened 89 lac No frill accounts, out of which 48 lac accounts have been opened through BC outlets till March 2013.

CSR initiatives & Empowerment Initiatives

- Ten "**Farmers' Training Centres**" working under the aegis of PNB Farmers Welfare Trust are providing free of cost training on agriculture and allied activities. More than 1 lac persons were provided training by these centres through 3409 training programmes during FY13.
- Under PNB VIKAS (village adoption scheme), Bank has adopted 120 villages to develop the identified villages in an integrated manner.
- **Bank's 100 Financial Literacy and Credit Counseling Centers (FLCCs)** attended to enquiries from more than **2.24 lakh** people and another **2.64 lac persons** attended 5084 seminars conducted by FLCCs;

International Forays

- Bank has established overseas footprints in 10 countries via 4 **overseas branches and an offshore banking unit in Mumbai, 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 to full fledged branches .
- Bank has got permission from RBI for opening of a qualifying full bank (QFB) branch in Singapore and opening of a rep office in Yangon , Myanmar.
- Bank's future overseas forays include presence in Canada, Maldives, Mozambique, Bangladesh, Pakistan and Brazil.

New Initiatives

- Bank has embarked on an ambitious organizational restructuring exercise named "PNB Pragati". The programme is based on three pillars namely - HR Transformation, Operating Model Optimization & Alternate Channels & New Business Opportunities. It is aimed at moving the Bank into higher growth trajectory giving edge over its peers and new players.
- Cash Deposit Machines have been installed in the branches providing a self service terminal where customers can deposit cash which gets credited to their accounts on real time basis.
- Installed Self Service Pass Book Printer terminals in the branches and e-lobbies, which help the customers to get the passbooks updated at their convenience.

Recent Awards and Accolades

- ✿ Golden Peacock Business Excellence Award 2013.
- ✿ Bank has conferred with National Award 2012 for North Zone under PMEGP Scheme.
- ✿ Indira Gandhi Rajbhasha Shield – a top most prize scheme of Govt. of India.
- ✿ Reserve Bank of India has declared first prize for our Bank's House Magazine "PNB Staff Journal" in the inter-bank bilingual house magazine competition
- ✿ Social and Corporate Governance Award - Best Corporate Social Responsibility by World CSR Day (World CSR Congress) and BSE.
- ✿ Most Socially Responsive Bank 2012- Business world- PwC
- ✿ Best Public Sector Bank by CNBC TV 18
- ✿ Organization with Innovative HR Practices by ASIA Pacific HRM Congress.
- ✿ Prestigious Awards by Indian Banks' Association:
 - Best Use of Business intelligence - Winner
 - Best Risk Management and Security Initiatives - Winner
 - Best Bank Online – First Runner up
 - Best financial Inclusion Initiatives – Second Runner up
- ✿ Best Banker Award under Agriculture Credit (Large Bank) by The Sunday Standard.
- ✿ Best Public Sector Bank under Priority Sector Lending by Dun & Bradstreet Polaris Financial Technology Banking Awards 2012
- ✿ CMO Asia Excellence for Branding and Marketing under BFSI category.
- ✿ 3rd Asia's Best Employer Brand Awards 2012-Excellence in Training by Employer Brand Awards & World HRD Congress.

New Delhi

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