



Presentation on Financial Performance for the Quarter/9M December 2014



Overview of Performance

Particulars		Rs. Crore		YOY Growth %
Operating Profit	:			
- Q3 Dec'14		2751	↑	1.8
- 9M Dec'14		8752	↑	6.6
Net profit	:			
- Q3 Dec'14		775	↑	2.5
- 9M Dec'14		2755	↑	8.6
Global Business	:	846634	↑	13.4
Global Assets	:	574860	↑	10.1
Global Deposits	:	484138	↑	15.1
Global Credit	:	362496	↑	11.1



Profitability:

Performance of The Bank

during Q3 FY 15



Profit

(Rs. Crore)

Sl.	Parameters	Q3 FY 14	Q3 FY 15	Q2 FY 15	Variation (Q3 15 over Q3 14)	
					Amt.	(%)
1	Interest Income	10984	11614	11462	630	5.7
2	Interest Expenses	6763	7381	7311	618	9.1
3	NII (Spread) (1-2)	4221	4233	4151	12	0.3
4	Other Income	938	1291	1558	352	37.5
5	Operating Expenses	2457	2773	2834	316	12.9
6	Contribution (4-5)	-1519	-1482	-1275	36	-2.4
7	Operating Profit (3+6)	2702	2751	2876	48	1.8
8	Provisions	1947	1976	2301	29	1.5
9	Net Profit	755	775	575	19	2.5



Profit from Core Operations

(Rs. crore)

Particulars	Q3 FY 14	Q3 FY 15	Q 2 FY 15	Variation (Q3 15 over Q3 14)	
				Amt.	(%)
Net Profit Declared	755	775	575	19	2.5
Operating Profit Declared	2702	2751	2876	48	1.8
Treasury Trading Profit	24	211	125	187	793.3
Core Operating Profit (Excl. Trading Profit)	2679	2540	2751	-139	-5.2



Provisions

(Rs. Crore)

Sl.	Particulars	Q3 FY 14	Q3 FY 15	Q2 FY 15	Variation (Q3 15 over Q3 14)	
					Amt.	(%)
1	Provision towards NPAs (Net of floating provisions)	1083	1723	1638	640	59.2
2	Standard Advances (incl. Standard Restructured)	278	135	120	-143	-51.4
4	Depreciation on Investment	219	-445	-26	-664	-303.1
5	Income Tax	357	508	533	151	42.4
6	Others	11	55	36	44	418.4
7	Total Provision	1947	1976	2301	29	1.5



Break-up : Income

(Rs. Crore)

Sl.	Parameters	Q3 FY 14	Q3 FY 15	Q2 FY 15	Variation (Q3 15 over Q3 14)	
					Amt.	(%)
1	Interest on Advances	8246	8736	8654	489	5.9
2	Interest on Investments	2599	2612	2609	13	0.5
3	Other Interest Income	139	267	199	128	92.3
4	Interest Income (1+2+3)	10984	11614	11462	630	5.7
5	Other Income	938	1291	1558	352	37.5
	of which					
6	Fee Based Income	775	888	822	113	14.6
7	Recovery in Written off a/cs	86	109	483	23	26.3
8	Trading Profit	24	211	125	187	793.3
9	Dividend from Liquid MF	41	77	103	36	88.0
10	Residual (incl. Derivative inc)	13	6	26	-6	-50.7
11	Total Income (4+5)	11922	12905	13020	983	8.2



Fee Based Income-Qtr

(Rs. Crore)

Sl.	Particulars	Q3 FY 14	Q3 FY 15	Q2 FY 15	Variation (Q3 15 over Q3 14)	
					Amt.	(%)
1	Processing Fees	87	75	105	-13	-14.5
2	LC/LG Income	199	178	224	-22	-10.9
3	Bills & Remittance	106	116	128	10	9.4
4	Incidental Charges	64	84	17	20	31.9
5	Income from ATM operations	95	109	96	14	14.6
6	Income from Ins & MF	15	21	21	5	35.4
7	Misc. Income	101	131	103	30	29.6
8	Exchange Profit	107	175	128	68	63.2
9	Total Fee Based Income	775	888	822	113	14.6



Break-up : Expenditure

(Rs. Crore)

Sl.	Parameters	Q3 FY 14	Q3 FY 15	Q2 FY 15	Variation (Q3 15 over Q3 14)	
					Amt.	(%)
1	Intt. Paid on Deposits	6315	6990	6867	675	10.7
2	Intt. Paid on Borrowings	178	55	136	-123	-69.1
3	Others	270	336	308	66	24.4
4	Total Interest Paid (1+2+3)	6763	7381	7311	618	9.1
5	Estab. Expenses	1758	2029	2034	271	15.4
	Of Which					
5a	Employee Benefits (AS-15)	649	853	852	204	31.4
6	Other Operating Expenses	699	745	799	45	6.5
7	Operating Expenses (5+6)	2457	2773	2834	316	12.9
8	Total Expenses (4+7)	9220	10154	10144	934	10.1



Cost & Yield Ratios

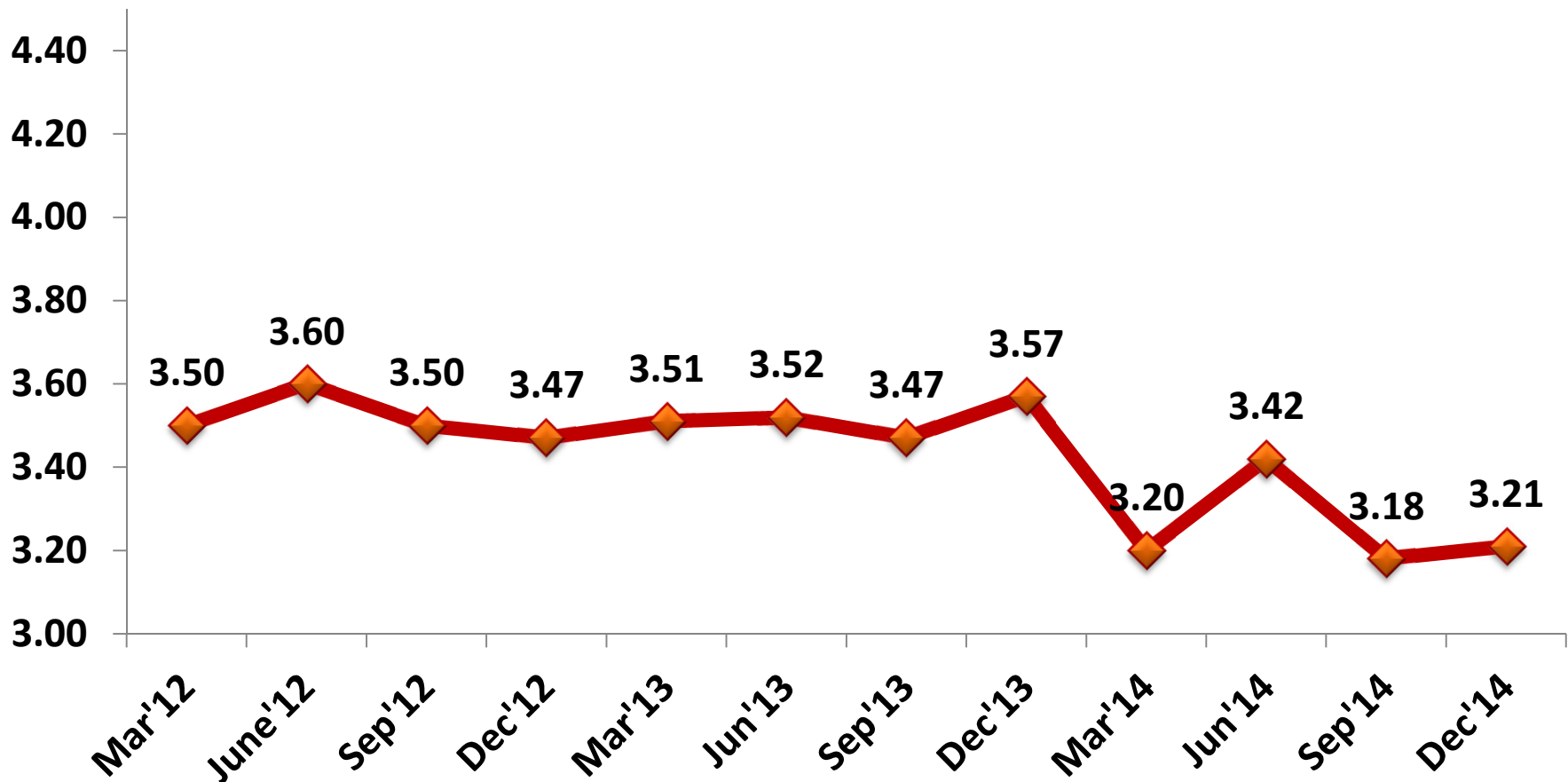
(Annualized)

Sl.	Particulars	Q 3 FY 14	Q 3 FY 15	Q 2 FY 15
1	Cost of Deposit [%]	6.33	6.11	6.14
2	Cost of Fund [%]	5.18	5.09	5.10
3	Yield on Advances [%]	10.60	9.86	9.90
4	Yield on Investment [%]	7.84	8.05	7.99
5	Yield on Fund [%]	8.41	8.00	8.00
6	Net Interest Margin [%]	3.57	3.21	3.18



Quarterly Net Interest Margin (%)

(Annualized)





Profitability Ratios

(Annualized)

Sl.	Particulars	Q 3 FY 14	Q 3 FY 15	Q 2 FY 15
1	Return on Assets [%]	0.58	0.53	0.40
2	Return on Net worth [%]	8.91	8.32	6.31
3	Opt. Profit to AWF [%]	2.07	1.90	2.01
4	Cost to Income Ratio [%]	47.62	50.20	49.63
5	Estb. Exp. To Total Exp. [%]	19.07	19.98	20.05
6	Opt. Exp. To AWF [%]	1.88	1.91	1.98
7	*Book Value per Share [Rs]	187.37	205.73	201.43
8	*Earnings per share [Rs]	17.03	17.11	12.71

** Face Value of Share after splitting is Rs. 2/-*



Profitability:

Performance of The Bank

during 9M FY 15



Profit -9M

(Rs. Crore)

Sl.	Parameters	9M Dec'13	9M Dec'14	FY Mar'14	Variation (Dec'14 over Dec'13)	
					Amt.	(%)
1	Interest Income	32122	34665	43223	2543	7.9
2	Interest Expenses	19978	21901	27077	1923	9.6
3	NII (Spread) (1-2)	12144	12764	16146	620	5.1
4	Other Income	3180	4086	4577	906	28.5
5	Operating Expenses	7113	8098	9338	985	13.8
6	Contribution (4-5)	-3933	-4012	-4762	-79	2.0
7	Operating Profit (3+6)	8211	8752	11384	541	6.6
8	Provisions	5675	5997	8042	322	5.7
9	Net Profit	2536	2755	3343	219	8.6



Profit from Core Operations-9M (Rs. crore)

Particulars	9M Dec'13	9M Dec'14	FY Mar'14	Variation (Dec'14 over Dec'13)	
				Amt.	(%)
Net Profit Declared	2536	2755	3343	219	8.6
Operating Profit Declared	8211	8752	11384	541	6.6
Treasury Trading Profit	360	485	549	125	34.7
Core Operating Profit (Excl. Trading Profit)	7851	8267	10835	416	5.3



Provisions-9M

(Rs. Crore)

Sl.	Particulars	9M Dec'13	9M Dec'14	FY Mar'14	Variation (Dec'14 over Dec'13)	
					Amt.	(%)
1	Provision towards NPAs (Net of floating provisions)	2762	4698	4517	1936	70.1
2	Standard Adv. Incl. Standard Restructured	994	167	1374	-827	-83.2
4	Depreciation on Investment	754	-853	783	-1607	-213.0
5	Income Tax	1120	1834	1348	714	63.8
6	Others	44	151	20	107	240.5
7	Total Provision	5675	5997	8042	322	5.7



Break-up : Income-9M

(Rs. Crore)

Sl.	Parameters	9M Dec'13	9M Dec'14	FY Mar'14	Variation (Dec'14 over Dec'13)	
					Amt.	(%)
1	Interest on Advances	24144	26226	32393	2082	8.6
2	Interest on Investments	7606	7819	10266	213	2.8
3	Other Interest Income	372	620	564	248	66.8
4	Interest Income (1+2+3)	32122	34665	43223	2543	7.9
5	Other Income	3180	4086	4577	906	28.5
	of which					
6	Fee Based Income	2469	2635	3320	166	6.7
7	Recovery in Written off a/cs	241	682	515	442	183.7
8	Trading Profit	360	485	549	125	34.7
9	Dividend from Liquid MF	134	249	206	116	86.4
10	Residual (incl. Derivative inc)	-24	34	-13	58	-241.1
11	Total Income (4+5)	35302	38750	47800	3449	9.8



Fee Based Income-9M

(Rs. Crore)

Sl.	Particulars	9M Dec'13	9M Dec'14	FY Mar'14	Variation (Dec'14 over Dec'13)	
					Amt.	(%)
1	Processing Fees	455	453	582	-2	-0.5
2	LC/LG Income	556	598	765	42	7.5
3	Bills & Remittance	309	363	426	55	17.8
4	Incidental Charges	137	149	190	12	8.8
5	Inc from ATM operations	263	291	349	28	10.5
6	Income from Ins & MF	43	55	69	12	27.9
7	Misc. Income	275	325	395	50	18.3
8	Exchange Profit	431	400	544	-31	-7.1
9	Total Fee Based Income	2469	2635	3320	166	6.7



Break-up : Expenditure- 9M

(Rs. Crore)

Sl.	Parameters	9M Dec'13	9M Dec'14	FY Mar'14	Variation (Dec'14 over Dec'13)	
					Amt.	(%)
1	Intt. Paid on Deposits	18801	20460	25222	1659	8.8
2	Intt. Paid on Borrowings	372	486	768	114	30.5
3	Others	804	955	1087	151	18.7
4	Total Interest Paid (1+2+3)	19978	21901	27077	1923	9.6
5	Estab. Expenses	5033	5830	6510	797	15.8
	Of Which					
5a	Employee Benefits (AS-15)	1807	2368	2158	561	31.0
6	Other Operating Expenses	2080	2267	2828	187	9.0
7	Operating Expenses (5+6)	7113	8098	9338	985	13.8
8	Total Expenses (4+7)	27091	29998	36416	2908	10.7



Cost & Yield Ratios-9M

(Annualized)

Sl.	Particulars	9M Dec'13	9M Dec'14	FY Mar'14
1	Cost of Deposit [%]	6.40	6.12	6.33
2	Cost of Fund [%]	5.24	5.11	5.20
3	Yield on Advances [%]	10.51	10.01	10.36
4	Yield on Investment [%]	7.84	8.00	7.85
5	Yield on Fund [%]	8.43	8.09	8.31
6	Net Interest Margin [%]	3.52	3.27	3.44



Profitability Ratios-9M

(Annualized)

Sl.	Particulars	9M Dec'13	9M Dec'14	FY Mar'14
1	Return on Assets [%]	0.67	0.64	0.64
2	Return on Net worth [%]	9.97	9.86	9.69
3	Opt. Profit to AWF [%]	2.15	2.04	2.19
4	Cost to Income Ratio [%]	46.42	48.06	45.06
5	Estb. Exp. To Total Exp. [%]	18.58	19.43	17.88
6	Opt. Exp. To AWF [%]	1.87	1.89	1.79
7	*Book Value per Share [Rs]	187.37	205.73	190.50
8	*Earnings per share [Rs]	19.11	20.29	18.78

** Face Value of Share after splitting is Rs. 2/-*



Business:

Performance of the Bank



Business

(Rs. Crore)

Sl.	Parameters	Dec'13	Mar'14	Dec'14	Variation % Over	
					Mar'14	Dec'13
1	Global Business	746833	800666	846634	5.7	13.4
	<i>Out of Which</i>					
	Overseas Business	57112	73447	93975	27.9	64.5
	Overseas Business (USD Mio)	9265	12282	14940	21.6	61.3
2	Deposit	420647	451397	484138	7.3	15.1
3	Advances	326186	349269	362496	3.8	11.1
4	CD Ratio [%]	77.54%	77.38%	74.87%		



Deposit

(Rs. Crore)

Sl.	Parameters	Dec'13	Mar'14	Dec'14	Variation % Over	
					Mar'14	Dec'13
1	Global Deposit	420647	451397	484138	7.3	15.1
2	Overseas Deposit	22220	32972	45201	37.1	103.4
	Overseas Deposit (USD Mio)	3595	5500	7171	30.4	99.5
3	Domestic Deposit	398427	418425	438937	4.9	10.2
3a	Current Deposit	27147	31499	29674	-5.8	9.3
3b	SB Deposit	133814	141373	143463	1.5	7.2
3c	CASA Deposit	160961	172872	173137	0.2	7.6
	<i>Share of CASA To Dom. Dep.</i>	40.40%	41.31%	39.44%		
3d	Term Deposit	237466	245553	266462	8.5	12.2
	1)Core Term	207433	212940	231205	8.6	11.5
	2) Interbank	8637	10101	11074	9.6	28.2
	3)Differential Rate Dep. Incl. CD	21396	22512	24183	7.4	13.0
	4)Share of DRI Dep. to Total	5.09%	4.99%	5.00%		
3e	Core Deposit	368394	385812	404342	4.8	9.8
	<i>Core Dep. To Total</i>	92.46%	92.21%	92.12%		



Advances- Sectoral

(Rs. Crore)

Sl.	Parameters	Dec'13	Mar'14	Dec'14	% Share in Gr. Non-food cr.	Variation Dec'14/Dec'13	
						Amt.	(%)
1	Global Gross Advances	334581	359646	372086		37505	11.2
2	Overseas Advances	34893	40475	48774		13881	39.8
3	Domestic Gross Advances	299688	319171	323312		23624	7.9
3a	Food Credit	7146	6251	6970		-176	-2.5
3b	Dom. Non-Food Gross Adv.	292542	312920	316342	100.00	23800	8.1
	- of Which (Sl. No. 4 to 9)						
4	Agriculture & Allied	44149	53053	53103	16.79	8954	20.3
5	Industry	137318	142013	140910	44.54	3591	2.6
5a	<i>MSME Manufacturing</i>	43661	46499	51774	16.37	8113	18.6
5b	<i>Large Industry</i>	93657	95514	89136	28.18	-4522	-4.8
6	Retail Loans	36066	38864	46215	14.61	10149	28.1
6a	<i>Housing</i>	16005	17038	19759	6.25	3753	23.5
6b	<i>Car/Vehicle</i>	3239	3577	3923	1.24	683	21.1
6c	<i>Education</i>	4228	4258	4379	1.38	151	3.6
6d	<i>Other Retail Loans</i>	12593	13991	18154	5.74	5561	44.2
7	Commercial Real Estate	7666	7795	8204	2.59	538	7.0
8	NBFC	11728	13473	11572	3.66	-156	-1.3
9	Services & Others	55615	57722	56338	17.81	723	1.3



Advances – Industry wise Breakup

(Rs. Crore)

Major Industry wise Deployment	Dec'13		Mar'14		Dec'14		Variation Dec'14/Dec'13	
	Amt.	Share % to NFC	Amt.	Share % to NFC	Amt.	Share % to NFC	Amt.	(%)
Food Processing	7317	2.5	9307	3.0	10102	3.2	2785	38.1
Textiles	9841	3.4	10593	3.4	10670	3.4	829	8.4
Chemical & Chemical Products	4844	1.7	5579	1.8	4888	1.5	44	0.9
Cement & Cement Products	2354	0.8	2571	0.8	2281	0.7	-73	-3.1
Basic Metal & Metal Products	23116	7.9	23325	7.5	22002	6.9	-1113	-4.8
-Iron & Steel	20359	7.0	21028	6.7	20297	6.4	-62	-0.3
Paper & paper products	1535	0.5	1554	0.5	1549	0.5	14	0.9
Petroleum	1552	0.5	1593	0.5	1462	0.5	-90	-5.8
All Engineering Products	5234	1.8	5317	1.7	5695	1.8	460	8.8
Vehicles & Vehicle parts	941	0.3	864	0.3	698	0.2	-242	-25.7
Construction	2274	0.8	2363	0.8	2329	0.7	55	2.4
Infrastructure	56870	19.4	58077	18.6	60517	19.0	3647	6.4
-Power	31985	10.9	32747	10.5	33779	10.6	1794	5.6
-Tele-Communication	6599	2.3	6349	2.0	6221	2.0	-379	-5.7
- Roads & Ports	11408	3.9	12813	4.1	13001	4.1	1593	14.0
- Others	6877	2.4	6168	2.0	7516	2.4	639	9.3
Others	21441	7.3	20870	6.7	18716	5.9	-2725	-12.7
Total Industry	137318	46.9	142013	45.4	140910	44.3	3591	2.6



Investment

(Rs. Crore)

SL	Particulars	Dec'13	Mar'14	Dec'14
1	Gross Investment	141851	140466	139943
2	Held To Maturity (HTM)	96424	95694	98547
3	Available For Sale (AFS)	44247	41439	39037
4	Held For trading (HFT)	1180	3333	2359
5	Duration (AFS)	4.30	4.55	4.04
6	Modified Duration (AFS)	4.05	4.29	3.82
7	Duration Total Portfolio	4.78	4.73	4.78
8	Modified Duration Total Portfolio	4.56	4.51	4.58
9	Net Demand & Time Liabilities	403177	413619	434885
10	SLR (%)	26.26	25.02	26.93
11	SLR HTM to Total SLR (%)	82.11	83.18	84.93
12	HTM To Gross Investment (%)	67.98	68.13	70.42
13	Total SLR	114948	112643	113450
14	Total Non SLR	26903	27823	26493



Break up of Gross Credit as per Asset Class

(Rs. Crore)

	Standard Adv. (Excl. Std. Restructured)	Restructured Standard (O/S) Cumulative (As on Dec'14)	*NPA	Gross Advances
Upto 2008-09	153761	200	2507	156468
FY 2009-10	184891	200	3214	188306
FY 2010-11	239179	440	4379	243999
FY 2011-12	280233	8940	8720	297893
FY 2012-13	283345	18432	13466	315243
FY 2013-14	313633	27133	18880	359646
FY 2014-15				
31 st Dec'14	315541	34333	22211	372086

**This includes restructured NPA amounting to Rs. 2721.70 cr. as on Dec'14*

01.04.2014 to 31.12.2014

Sl.	Standard Restructured A/cs (O/s)	No.	Amt. O/s	DFV
1	Under CDR	18	3382	340
2	Under SME	65	334	7
3	Others (Non-CDR)	103	3484	209
	Total	186	7200	556



(Rs. Crore)

Sector wise O/S Restructured Accounts

01.04.2014 to 31.12.2014

Sl	Restructured Accounts	No.	Amt. O/s	Diminution in Fair Value
1	Standard Adv.	186	7200	556
2	NPA	5	107	23
	Total	191	7307	579

Cumulative

Sl.	Standard Restructured A/cs (O/s)	No.	Amt. O/s
1	Under CDR	87	15954
2	Under SME	404	1077
3	Others (Non-CDR)	232	17302
	Total	723	34333

Industry wise Restructuring (Standard)					
Sl.	Sector	Mar'14	Dec'14	O/S Amt	%age Share
A	Agriculture	113	39	152	0.4
B	Housing	0	7	7	0.0
C	Real Estate	306	0	306	0.9
D	Industry	23934	6359	30294	88.2
E	Others	2779	795	3574	10.4
	Total	27133	7200	34333	100.0
Out of the Above Major Industries/Sectors					
1	Iron & Steel	4664	450	5114	14.9
2	Infrastructure	12524	1386	13910	40.5
Out of which					
	Power	10342	954	11296	32.9
	Telecom	1013	0	1013	2.9
3	Drilling	526	0	526	1.5
4	Textiles	1113	594	1707	5.0
5	Sugar	415	1069	1484	4.3
6	Paper/Printing	48	0	48	0.1
7	Chemical/Fertiliser/Drugs	814	1290	2104	6.1
8	Cement	376	0	376	1.1
9	Manufacturing	680	716	1396	4.1
10	Engineering	22	87	109	0.3
11	Auto parts	180	6	185	0.5
12	Hotel	525	150	675	2.0
13	Education	559	211	770	2.2
14	Finance	8	0	8	0.0



Non-Performing Assets

(Rs. Crore)

Sl.	Parameters	Dec'13	Mar'14	Dec'14
1	NPA as at the beginning of Yr.	13466	13466	18880
2	Cash Recovery	2107	2611	2234
3	Upgradation	623	1429	830
4	Write Off	1256	1355	4754
5	Total Reduction (2+3+4)	3985	5396	7818
6	Fresh Addition	7115	10810	11149
	<i>-Fresh slippages</i>	6255	9865	10327
	<i>-Debits in existing NPA A/cs</i>	860	945	822
7	Gross NPAs end period	16596	18880	22211
8	Eligible Deductions incl. Provisions	7512	8963	8424
9	Net NPAs	9084	9917	13788
10	Recovery in written-off debt A/Cs	241	515	682

Particulars	Dec'13	Mar'14	Dec'14
Gross NPA%	4.96%	5.25%	5.97%
Net NPA%	2.80%	2.85%	3.82%
NPA Coverage Ratio	58.55%	59.07%	57.27%



Capital Adequacy (Basel III)

(Rs. Crore)

Sl.	Particulars	Dec'13	Mar'14	Dec'14
	Capital Fund			
1	Tier I	30562	33059	33616
	<i>Of Which</i>			
	Common Equity	29218	31842	32444
	Additional Tier I	1345	1217	1172
2	Tier II	8871	9867	11999
3	Total (Tier I+II)	39433	42927	45614
4	Risk-weighted Assets	357924	372548	395281
5	Capital Adequacy Ratio	11.02%	11.52%	11.54%
6	Tier I	8.54%	8.87%	8.50%
	<i>Of Which</i>			
	Common Equity	8.16%	8.55%	8.22%
	Additional Tier I	0.38%	0.33%	0.30%
7	Tier II	2.48%	2.65%	3.04%



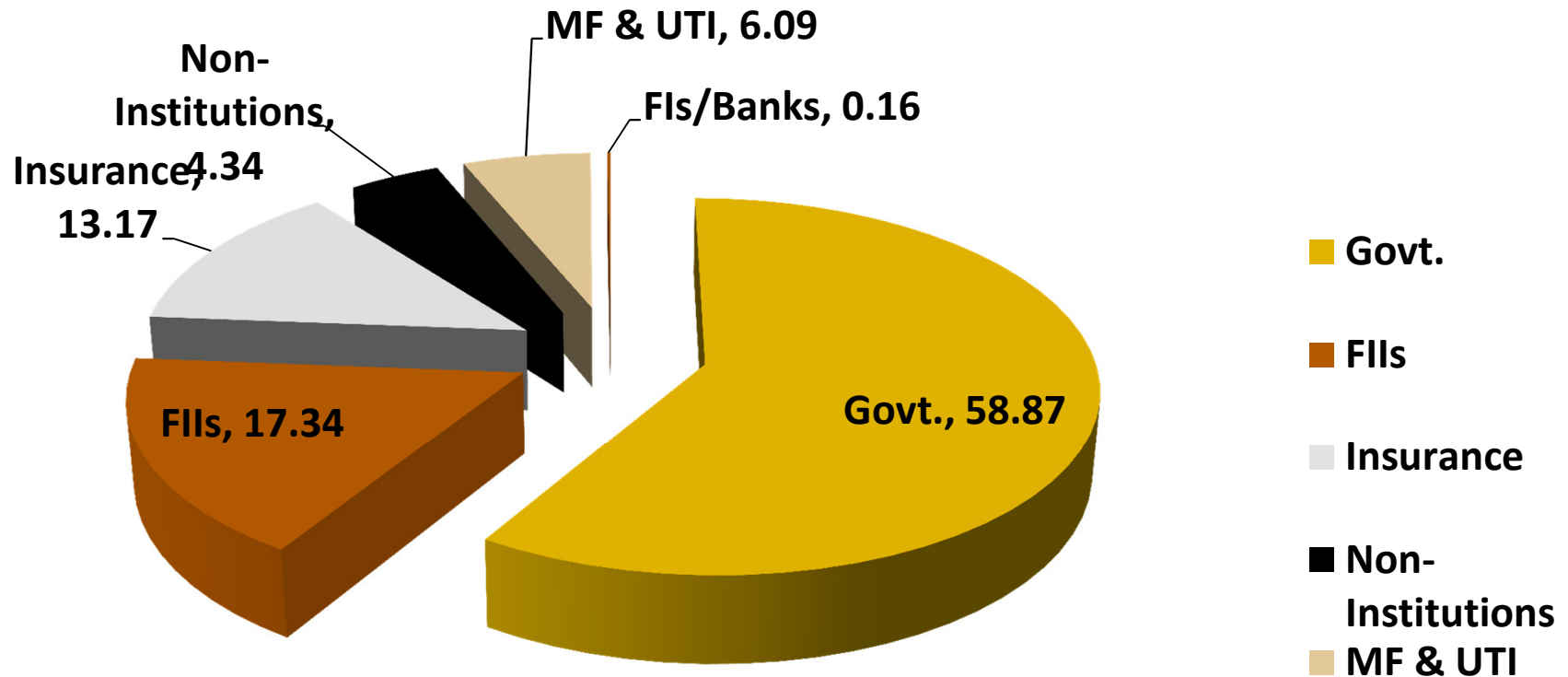
Market Share & Productivity

Sl.	Parameters	Dec'13	Mar'14	Dec'14
1	Deposit Market Share (%)	5.01	4.98	4.95
2	Credit Market Share (%)	4.99	4.98	4.85
3	Business Per Branch (Rs. Cr.)	120.60	126.10	126.05
4	Business Per Employee (Rs. Cr.)	12.01	12.83	12.82



Shareholding Pattern (%)

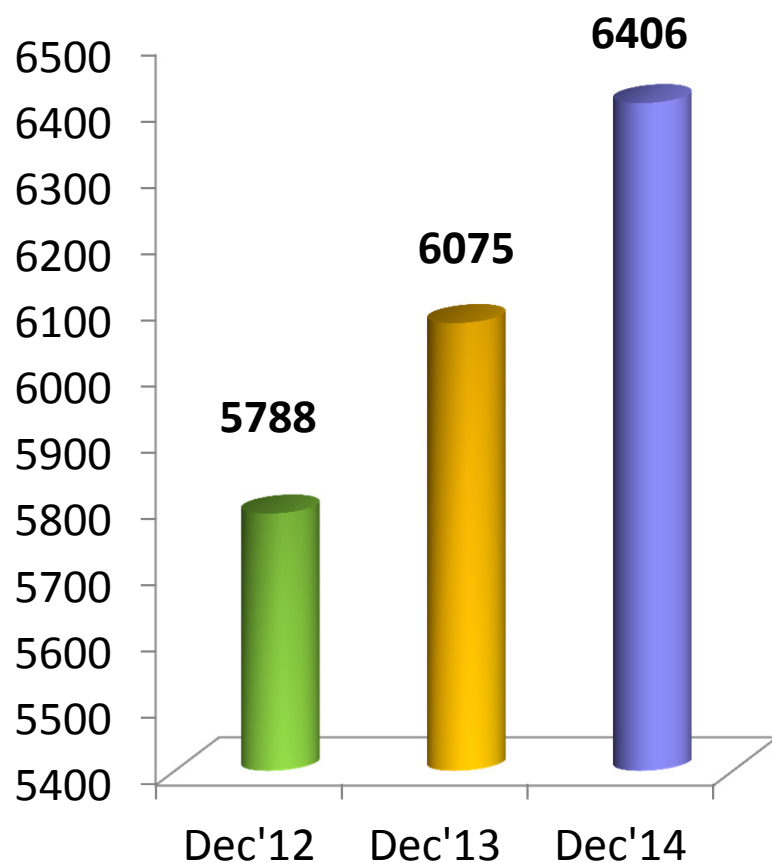
(Dec'14)





Capacity Building – Expanding Network

Total Domestic Branches



**Population Group wise Branches
(Dec'14)**

Metro	Urban	Semi-Urban	Rural
1009	1335	1541	2521
15.75	20.84	24.06	39.35

ATM Network

Dec'12	Dec'13	Dec'14
6058	6698	8209



Thank You