

केनरा बैंक  
(भारत सरकार का उपक्रम)



Canara Bank  
(A Government of India Undertaking)  
Together We Can

# Financial Results

## 30th September 2016

*Reorienting towards retail business and recovery for a sustained path of growth and profitability.*





# FUNDAMENTAL STRENGTHS

**A Premier Bank with 110  
years of history**

**Diversified Asset  
Portfolio**

**Contemporary and  
Appealing Brand Equity**

**Pan India Presence  
5860 Branches & 10026  
ATMs**



**7.52 Crore Clientele  
Accounts**

**Enhancing Digital  
Banking with  
E-Transaction ratio at  
59.30%**

**Focus on Retail Business  
With Retail Term Deposit  
at 60.20% and Retail  
Assets at 60.32%**

**Improving Share of Non  
Interest Income to Total  
Income at 14.62%**



## HIGHLIGHTS - SEPTEMBER 2016

### Major Highlights

- ❖ Net profit for Q2 FY17 stood at Rs. 357 crore, sequentially up from Rs. 229 crore posted in Q1 FY17.
- ❖ Gross profit increased to Rs. 2141 crore, up by 10.13% y.o.y.
- ❖ Total expenditure declined by 4.63% y.o.y.
- ❖ Interest expenses, including interest paid on deposits reduced by 7.64% y.o.y.
- ❖ Cost of deposits came down to 6.38% from 6.45% as at June 2016 and 7.07% last year.
- ❖ CASA Deposits at Rs. 1.32 lakh crore, up by 13.57% y.o.y.
- ❖ CASA share (domestic) improved to 29.11% from 25.49% last year.
- ❖ Non-Interest Income grew by 47.20% to Rs. 1782 crore.
- ❖ % share of non-interest income in total income improved to 14.62 %, up from 9.70% a year ago.



## HIGHLIGHTS - SEPTEMBER 2016

### Major Highlights

- ❖ Gross NPA Ratio marginally up at 9.81% from 9.71% in June 2016 and 4.27% a year ago.
- ❖ Net NPA ratio at 6.69%, remained same level as at June 2016 and 2.90% a year ago.
- ❖ Cash Recovery during the quarter at Rs. 1040 crore taking the cumulative figure to Rs. 1958 crore.
- ❖ Provision Coverage ratio at 51.75 %, up from 50.82% in June 2016 and 59.81% a year ago.
- ❖ Net Interest Margin (NIM) (Domestic) at 2.35% and NIM (Global) at 2.19%.
- ❖ ROA improved to 0.21% and ROE improved to 4.44%.
- ❖ Capital adequacy ratio improved to 12.19%, up from 11.04% a year ago.



## HIGHLIGHTS - SEPTEMBER 2016

### Major Highlights

- ❖ Global Business reached Rs.8.11 lakh crore comprising global Deposits of Rs.4.84 lakh crore and net advances of Rs. 3.27 lakh crore.
- ❖ Sustained growth in retail assets (y.o.y)- Agriculture (14.42%), MSME (8.30%), Retail Lending (22.61%), Direct Housing (18.61%), Vehicle (17.38%), Education (15.95%) and Other Personal loans (17.03%).
- ❖ Total number of branches at 5868 and Number of ATMs at 10026.
- ❖ 39.94 lakhs Mobile Banking and 25.76 lakhs Net Banking users.
- ❖ Enhanced E-transactions ratio at 59.30%, up from 53.73% last year.



## PERFORMANCE HIGHLIGHTS- BUSINESS

Amt. in Rs. Crore

| Parameters     | SEP'15 | DEC'15 | MAR'16 | JUN'16 | SEP'16 | y.o.y Growth (%) |
|----------------|--------|--------|--------|--------|--------|------------------|
| Deposits       | 485206 | 490599 | 479792 | 465314 | 484321 | (0.18)           |
| Advances (net) | 323077 | 331915 | 324715 | 321283 | 327129 | 1.25             |
| Business       | 808283 | 822514 | 804506 | 786597 | 811451 | 0.39             |
| C-D Ratio      | 66.59  | 67.66  | 67.68  | 69.05  | 67.54  | ...              |

Market share in deposits at 4.43% and Market share in Advances at 4.27%



## PERFORMANCE HIGHLIGHTS- OVERSEAS BUSINESS

Amt. in Rs. Crore

| Parameters     | SEPT'15 | MAR'16 | SEPT'16 | y.o.y<br>Growth<br>% |
|----------------|---------|--------|---------|----------------------|
| Deposits       | 31060   | 29003  | 33057   | 6.43                 |
| Advances       | 23324   | 21865  | 24571   | 5.35                 |
| Total Business | 54384   | 50868  | 57628   | 5.96                 |
| Gross Profit   | 160     | 213    | 110     | (31.25)              |

Overseas Business constitutes 7.10% of the Global Business



## PERFORMANCE HIGHLIGHTS- PROFITABILITY-Q2FY17

Amt. in Rs. Crore

| Parameters       | Q2FY16 | Q3FY16 | Q4FY16 | Q1FY17 | Q2FY17 | y.o.y<br>Gr(%) |
|------------------|--------|--------|--------|--------|--------|----------------|
| Total Income     | 12478  | 12051  | 12116  | 11786  | 12187  | (2.33)         |
| Total Expenses   | 10534  | 10498  | 10470  | 9967   | 10046  | (4.63)         |
| Operating Profit | 1944   | 1552   | 1647   | 1819   | 2141   | 10.13          |
| Net Profit       | 529    | 85     | (3905) | 229    | 357    | (32.45)        |
| NIM (%) Domestic | 2.38   | 2.29   | 2.34   | 2.29   | 2.35   | --             |
| NIM (%) Global   | 2.24   | 2.16   | 2.19   | 2.15   | 2.19   | --             |



# **BUSINESS SEGMENTS**



## SEGMENT WISE DEPOSITS

Amt. in Rs. Crore

| Parameters                              | SEPT'15 | DEC'15 | MAR'16 | JUN'16 | SEPT'16 | y.o.y Growth (%) |
|-----------------------------------------|---------|--------|--------|--------|---------|------------------|
| Total Deposits                          | 485206  | 490599 | 479792 | 465314 | 484321  | (0.18)           |
| Current                                 | 19257   | 19247  | 19827  | 20431  | 20663   | 7.30             |
| Saving                                  | 96745   | 98878  | 103715 | 107839 | 111075  | 14.81            |
| CASA                                    | 116002  | 118125 | 123542 | 128270 | 131738  | 13.57            |
| CASA (%)Dom                             | 25.49   | 25.71  | 27.38  | 29.27  | 29.11   | --               |
| Term Deposits                           | 369203  | 372474 | 356249 | 337044 | 352583  | (4.50)           |
| Retail Term Deposit (RTD)               | 160036  | 165899 | 172285 | 180462 | 187270  | 17.02            |
| % RTD to Domestic Term Dep (Excl. CDs). | 50.11   | 51.41  | 56.54  | 60.70  | 60.20   | --               |

Note: Bulk Dep- Rs.1 Crore and above, Retail Dep.- Rs.1 Crore & below



## LOANS & ADVANCES SEGMENT

Amt. in Rs. Crore

| Parameters         | SEP'15 | DEC'15 | MAR'16 | JUN'16 | SEP'16 | y.o.y<br>Growth<br>(%) |
|--------------------|--------|--------|--------|--------|--------|------------------------|
| Advances (Net)     | 323077 | 331915 | 324715 | 321283 | 327129 | 1.25                   |
| Total Priority     | 139021 | 142652 | 145558 | 147681 | 154891 | 11.42                  |
| Agriculture        | 63541  | 65061  | 67176  | 69419  | 72705  | 14.42                  |
| Other Priority     | 16153  | 16568  | 17150  | 17835  | 18297  | 13.27                  |
| Weaker Section     | 42055  | 42982  | 43498  | 44379  | 45794  | 8.89                   |
| Minority community | 24865  | 25273  | 25849  | 26465  | 27358  | 10.02                  |
| MSME               | 64749  | 66241  | 66689  | 67074  | 70120  | 8.30                   |
| MSE                | 49383  | 50522  | 50898  | 50997  | 51995  | 5.29                   |
| Retail Credit      | 44451  | 48447  | 54069  | 56155  | 54500  | 22.61                  |



## ACHIEVEMENT UNDER MANDATED TARGETS - PRIORITY SECTOR

**Mandated  
Norms  
under  
Priority  
Sector**

*Achieved the mandated norms in respect of:*

- **Total Priority (52.07% to ANBC against 40% norm)**
- **Agriculture (24.44% to ANBC against 18% norm)**
- **Weaker Section (15.39% to ANBC against 10% norm)**
- **Number of Micro Enterprises accounts (16.17% growth against 10% norm)**
- **Credit to specified minority communities (17.66% against 15% norm)**
- **Credit to women beneficiaries (14.84% to ANBC against 5% norm)**



# PERFORMANCE OF RETAIL ADVANCES

Amt. in Rs. Crore

| Type of Advances       | SEP'15 | DEC'15 | MAR'16 | JUN'16 | SEP'16 | y.o.y Growth (%) |
|------------------------|--------|--------|--------|--------|--------|------------------|
| Housing Loans (Direct) | 18396  | 19305  | 20475  | 21195  | 21819  | 18.61            |
| Vehicle loans          | 3901   | 4129   | 4307   | 4433   | 4579   | 17.38            |
| Education loans        | 6363   | 6544   | 6738   | 6915   | 7378   | 15.95            |
| Other Personal Loans   | 10785  | 11651  | 12049  | 11949  | 12623  | 17.03            |
| Retail Total           | 44451  | 48447  | 54069  | 56155  | 54500  | 22.61            |



# EXPOSURE - INFRASTRUCTURE

Amt. in Rs. Crore

| Parameters                                               | SEP'15 | DEC'15 | MAR'16 | JUN'16 | SEP'16 | % Share<br>Total Adv | y.o.y<br>Growth<br>% |
|----------------------------------------------------------|--------|--------|--------|--------|--------|----------------------|----------------------|
| Roads                                                    | 8451   | 8362   | 8603   | 8526   | 8370   | 2.56                 | -0.9                 |
| Ports                                                    | 393    | 402    | 344    | 356    | 361    | 0.11                 | -8.14                |
| Airports                                                 | 1411   | 1372   | 1436   | 1595   | 1575   | 0.48                 | 11.62                |
| Power<br>(Generation,<br>Transmission &<br>Distribution) | 44861  | 44407  | 35220  | 33641  | 32544  | 9.95                 | -27.46               |
| Telecom                                                  | 5885   | 5681   | 5598   | 5622   | 5604   | 1.71                 | -4.77                |
| Other<br>Infrastructure                                  | 2937   | 2894   | 3087   | 3115   | 3168   | 0.97                 | 7.86                 |
| Total<br>Infrastructure                                  | 63939  | 63118  | 54287  | 52856  | 51622  | 15.78                | -19.26               |



# EXPOSURE - POWER SECTOR & AVIATION

Amt. in Rs. Crore

| Parameters              | SEP'15 | DEC'15 | MAR'16 | JUN'16 | SEP'16 | % Share<br>Total<br>Adv | y.o.y<br>Growth<br>% |
|-------------------------|--------|--------|--------|--------|--------|-------------------------|----------------------|
| -Power<br>Generation    | 24055  | 23839  | 22335  | 21833  | 22014  | 6.73                    | -8.48                |
| -Power<br>Transmission  | 1574   | 1503   | 1368   | 1181   | 1147   | 0.35                    | -27.13               |
| -Power<br>Distribution  | 19233  | 19065  | 11516  | 10626  | 9383   | 2.87                    | -51.21               |
| Total Power             | 44861  | 44407  | 35220  | 33641  | 32544  | 9.95                    | -27.46               |
| Of which SEBs           | 26347  | 26955  | 19287  | 17651  | 15670  | 4.79                    | -40.52               |
| Exposure to<br>Aviation | 1813   | 1845   | 1843   | 1841   | 1642   | 0.50                    | -9.43                |



# EXPOSURE TO OTHER SECTORS

Amt. in Rs. Crore

|                                           | SEP'15 | DEC'15 | MAR'16 | JUN'16 | SEP'16 | y.o.y<br>Growth (%) |
|-------------------------------------------|--------|--------|--------|--------|--------|---------------------|
| <b>EXPOSURE TO CAPITAL MARKET</b>         |        |        |        |        |        |                     |
| Outstanding                               | 2737   | 2651   | 2553   | 2116   | 2036   | -25.61              |
| <b>EXPOSURE TO NBFCs</b>                  |        |        |        |        |        |                     |
| Total                                     | 18496  | 20885  | 25510  | 24242  | 22603  | 22.20               |
| Out of above :                            |        |        |        |        |        |                     |
| HFCs                                      | 5756   | 8109   | 10196  | 11049  | 8053   | 39.91               |
| Private                                   | 9673   | 9775   | 10642  | 8976   | 9402   | -2.80               |
| Public                                    | 2848   | 2660   | 4273   | 3829   | 3935   | 38.17               |
| <b>EXPOSURE TO COMMERCIAL REAL ESTATE</b> |        |        |        |        |        |                     |
| Outstanding                               | 3594   | 3743   | 3803   | 4065   | 3543   | -1.42               |



# FINANCIALS



# PROFITABILITY- Q2 FY17

Amt. in Rs. Crore

| Parameters       | Q2<br>FY16 | Q3<br>FY16 | Q4<br>FY16 | Q1<br>FY17 | Q2<br>FY17 | y.o.y<br>Growth<br>(%) |
|------------------|------------|------------|------------|------------|------------|------------------------|
| Total Income     | 12478      | 12051      | 12116      | 11786      | 12187      | (2.33)                 |
| Total Expenses   | 10534      | 10498      | 10470      | 9967       | 10046      | (4.63)                 |
| Operating Profit | 1944       | 1552       | 1647       | 1819       | 2141       | 10.13                  |
| Provisions       | 1415       | 1467       | 5552       | 1590       | 1784       | 26.07                  |
| Net Profit       | 529        | 85         | -3905      | 229        | 357        | (32.45)                |
| Net Int. Income  | 2647       | 2227       | 2374       | 2307       | 2443       | (7.72)                 |
| Non Int. Income  | 1210       | 1169       | 1383       | 1585       | 1782       | 47.20                  |



## PROFITABILITY - H1 FY17

Amt. in Rs. Crore

| Parameters       | H1FY16 | Mar'16 | H1FY17 | y.o.y<br>Growth<br>(%) |
|------------------|--------|--------|--------|------------------------|
| Total Income     | 24731  | 48897  | 23973  | (3.06)                 |
| Total Expenses   | 20783  | 41751  | 20014  | (3.70)                 |
| Operating Profit | 3948   | 7147   | 3960   | 0.31                   |
| Provisions       | 2940   | 9959   | 3374   | 14.76                  |
| Net Profit       | 1008   | (2813) | 586    | (41.83)                |
| Net Int. Income  | 5163   | 9763   | 4750   | (8.00)                 |
| Non Int. Income  | 2323   | 4875   | 3366   | 44.89                  |



## BREAK-UP : INCOME - Q2 FY17

Amt. in Rs. Crore

| Parameters              | Q2 FY16 | Q3 FY16 | Q4 FY16 | Q1 FY17 | Q2 FY17 | y.o.y Growth (%) |
|-------------------------|---------|---------|---------|---------|---------|------------------|
| Interest on Advances    | 8126    | 7629    | 7521    | 7436    | 7505    | (7.63)           |
| Interest on Investments | 2890    | 2924    | 2691    | 2505    | 2613    | (9.58)           |
| Other Interest Income   | 252     | 329     | 521     | 261     | 287     | 13.89            |
| Total Interest Income   | 11268   | 10882   | 10733   | 10202   | 10405   | (7.65)           |
| Non - Interest Income   | 1210    | 1169    | 1383    | 1585    | 1782    | 47.27            |
| Total Income            | 12478   | 12051   | 12116   | 11786   | 12187   | (2.38)           |



# BREAK-UP : INCOME - H1 FY17

Amt. in Rs. Crore

| Parameters                 | H1FY16 | Mar'16 | H1FY17 | y.o.y<br>Growth<br>(%) |
|----------------------------|--------|--------|--------|------------------------|
| Interest on<br>Advances    | 16227  | 31377  | 14941  | (7.92)                 |
| Interest on<br>Investments | 5689   | 11408  | 5118   | (10.04)                |
| Other Interest<br>Income   | 491    | 1237   | 548    | 11.61                  |
| Total Interest<br>Income   | 22407  | 44022  | 20607  | (8.03)                 |
| Non - Interest Income      | 2323   | 4875   | 3366   | 44.89                  |
| Total Income               | 24731  | 48897  | 23973  | (3.06)                 |



## BREAK-UP : EXPENDITURE - Q2 FY17

Amt. in Rs. Crore

| Parameters           | Q2<br>FY16 | Q3<br>FY16 | Q4<br>FY16 | Q1<br>FY17 | Q2<br>FY17 | y.o.y<br>Growth (%) |
|----------------------|------------|------------|------------|------------|------------|---------------------|
| Interest Expenses    | 8621       | 8655       | 8359       | 7894       | 7963       | (7.64)              |
| Interest on Deposits | 8182       | 8215       | 7774       | 7334       | 7360       | (10.04)             |
| Staff Expenses       | 1108       | 1040       | 1240       | 1208       | 1217       | 9.87                |
| Other Op Exp         | 805        | 803        | 871        | 865        | 866        | 7.61                |
| Total Op Exp         | 1913       | 1843       | 2110       | 2073       | 2083       | 8.92                |
| Total Expenses       | 10534      | 10498      | 10470      | 9967       | 10046      | (4.63)              |



# BREAK-UP : EXPENDITURE - H1 FY17

Amt. in Rs. Crore

| Parameters           | H1FY16 | Mar' 16 | H1FY17 | y.o.y<br>Growth<br>(%) |
|----------------------|--------|---------|--------|------------------------|
| Interest Expenses    | 17244  | 34259   | 15857  | (8.04)                 |
| Interest on Deposits | 16361  | 32350   | 14694  | (10.19)                |
| Staff Expenses       | 2167   | 4446    | 2425   | 11.93                  |
| Other Op Exp         | 1372   | 3046    | 1731   | 26.18                  |
| Total Op Exp         | 3539   | 7492    | 4157   | 17.46                  |
| Total Expenses       | 20783  | 41751   | 20014  | (3.70)                 |



## BREAK-UP: NON-INTEREST INCOME Q2 FY17

Amt. in Rs. Crore

| Parameters                                   | Q2<br>FY16 | Q3<br>FY16 | Q4<br>FY16 | Q1<br>FY17 | Q2<br>FY17 | Y-o-Y<br>Growth(%) |
|----------------------------------------------|------------|------------|------------|------------|------------|--------------------|
| Com & Exchange                               | 222        | 231        | 250        | 224        | 456        | 105.41             |
| -Of which Bancassurance                      | 17         | 15         | 27         | 20         | 15         | -11.76             |
| Profit from Exch.<br>Transactions            | 165        | 209        | 193        | 276        | 317        | 92.12              |
| Rent - Lockers                               | 4          | 3          | 2          | 81         | 3          | -25.00             |
| Dividend Income                              | 23         | 7          | 26         | 5          | 29         | 26.09              |
| Recovery in W/Off A/cs                       | 161        | 141        | 96         | 50         | 161        | 0.00               |
| Service Charges & Oth. Msc<br>Income         | 340        | 417        | 480        | 322        | 346        | 1.76               |
| Total (Excluding Treasury<br>Trading Profit) | 915        | 1008       | 1047       | 978        | 1312       | 43.39              |
| Trading Profit (net)                         | 295        | 161        | 336        | 607        | 469        | 58.98              |
| Total (Including Treasury<br>Trading Profit) | 1210       | 1169       | 1383       | 1585       | 1781       | 47.19              |

**47.19 % Y-o-Y increase in Non –Interest Income**



## BREAK-UP: NON-INTEREST INCOME H1FY17

Amt. in Rs. Crore

| Parameters                            | H1FY16 | Mar'16 | H1FY17 | Y-o-Y Growth (%) |
|---------------------------------------|--------|--------|--------|------------------|
| Com & Exchange                        | 436    | 917    | 680    | 55.96            |
| -Bancassurance                        | 28     | 70     | 35     | 25.00            |
| Profit from Exch. Transactions        | 267    | 669    | 593    | 122.10           |
| Rent - Lockers                        | 78     | 83     | 84     | 7.69             |
| Dividend Income                       | 30     | 63     | 34     | 13.33            |
| Recovery in W/Off A/cs                | 371    | 608    | 211    | -43.13           |
| Service Charges & Oth. Msc Inc        | 650    | 1545   | 688    | 5.85             |
| Total (Excl. Treasury Trading Profit) | 1831   | 3885   | 2290   | 25.07            |
| Total (Incl. Treasury Trading Profit) | 2323   | 4875   | 3366   | 44.90            |

**44.90 % Y-o-Y increase in Non –Interest Income**



## BREAK-UP : PROVISIONS- Q2FY17

Amt. in Rs. Crore

| Provisions for               | Q2 FY16 | Q3 FY16 | Q4 FY16 | Q1FY17 | Q2FY17 |
|------------------------------|---------|---------|---------|--------|--------|
| NPAs                         | 979     | 1432    | 5883    | 1469   | 1558   |
| Standard Assets              | (44)    | (79)    | (276)   | (28)   | (8)    |
| Provisions on Investments    | 64      | 155     | (85)    | 17     | 15     |
| Tax                          | 203     | 38      | (779)   | 97     | 198    |
| Restructured & Others        | 213     | (79)    | 442     | 35     | 21     |
| Total Provision &Contingency | 1415    | 1467    | 5552    | 1590   | 1784   |



## BREAK-UP : PROVISIONS - H1FY17

Amt. in Rs. Crore

| Provisions for               | H1FY16 | Mar'16 | H1FY17 |
|------------------------------|--------|--------|--------|
| NPAs                         | 2293   | 9608   | 3027   |
| Standard Assets              | (104)  | (459)  | (30)   |
| Provisions on Investments    | 197    | 268    | 32     |
| Tax                          | 368    | (373)  | 295    |
| Restructured & Others        | 186    | 531    | 50     |
| Total Provision &Contingency | 2940   | 9959   | 3374   |



## EARNINGS PROFILE- SEPT'16

(In %)

| Parameters                        | Q2FY16 | Q3FY16 | Q4Y16   | Q1FY17 | Q2FY17 |
|-----------------------------------|--------|--------|---------|--------|--------|
| NIM - Domestic                    | 2.38   | 2.29   | 2.34    | 2.29   | 2.35   |
| NIM - Global                      | 2.24   | 2.16   | 2.19    | 2.15   | 2.19   |
| ROAA                              | 0.39   | 0.06   | (0.52)  | 0.17   | 0.21   |
| ROE (Annualized)                  | 7.14   | 5.15   | (10.69) | 3.50   | 4.44   |
| Cost-Income Ratio<br>(Cumulative) | 47.27  | 49.45  | 50.65   | 52.74  | 50.70  |



## COST AND YIELD TRENDS

(In %)

|                      | SEP'15 | DEC'15 | MAR'16 | JUN'16 | SEP'16 |
|----------------------|--------|--------|--------|--------|--------|
| Cost of Deposits     | 7.07   | 7.01   | 6.94   | 6.45   | 6.38   |
| Cost of Funds        | 6.39   | 6.90   | 6.31   | 5.86   | 5.78   |
| Yield on Advances    | 10.18  | 9.92   | 9.71   | 9.15   | 9.15   |
| Yield on Funds       | 8.30   | 8.12   | 8.11   | 7.58   | 7.51   |
| Yield on Investments | 7.95   | 7.93   | 7.92   | 7.92   | 7.88   |



# INVESTMENT CLASSIFICATION

Amt. in Rs. Crore

| Parameters         | SEP'15 | % Share<br>in Total<br>Portfolio | MAR'16 | % Share<br>in Total<br>Portfolio | SEP'16 | % Share<br>in Total<br>Portfolio |
|--------------------|--------|----------------------------------|--------|----------------------------------|--------|----------------------------------|
| SLR                | 135978 | 89%                              | 118091 | 83%                              | 116389 | 82%                              |
| Non SLR            | 16705  | 11%                              | 23661  | 17%                              | 24760  | 18%                              |
| Total (Domestic)   | 152683 | 100%                             | 141752 | 100%                             | 141149 | 100%                             |
|                    |        |                                  |        |                                  |        |                                  |
| Held For Trading   | 481    | 0.3%                             | 293    | 0.21%                            | 377    | 0.27%                            |
| Available For Sale | 54269  | 35.4%                            | 39149  | 28%                              | 39054  | 28%                              |
| Held To Maturity   | 98480  | 64.3%                            | 102868 | 72%                              | 101958 | 72%                              |
| Modified Duration  | 4.33   |                                  | 4.71   | --                               | 5.11   | --                               |
| Total (Global)     | 153230 | 100%                             | 142309 | 100%                             | 141389 | 100%                             |



# ASSET QUALITY



# ASSET QUALITY

Amt. in Rs. Crore

| PARTICULARS                   | SEP'15 | DEC'15 | MAR'16 | JUN'16 | SEP'16 |
|-------------------------------|--------|--------|--------|--------|--------|
| Gross NPA                     | 14021  | 19813  | 31638  | 32334  | 33315  |
| Gross NPA Ratio (%)           | 4.27   | 5.84   | 9.40   | 9.71   | 9.81   |
| Net NPA                       | 9383   | 12940  | 20833  | 21494  | 21887  |
| Net NPA Ratio (%)             | 2.90   | 3.90   | 6.42   | 6.69   | 6.69   |
| Cash Recovery<br>(cumulative) | 2266   | 3383   | 4758   | 918    | 1958   |

Cash Recovery of Rs.1040 crore during the Q2 FY17



# GROSS NPA MOVEMENT

Amt. in Rs. Crore

| PARTICULARS                                                                                        | 31.03.2015       | 30.09.2015     | 31.3.2016      | 30.6.2016      | 30.09.2016     |
|----------------------------------------------------------------------------------------------------|------------------|----------------|----------------|----------------|----------------|
| Opening Gross NPA                                                                                  | 7570             | 13040          | 13040          | 31638          | 31638          |
| Additions :                                                                                        |                  |                |                |                |                |
| i) Slippage                                                                                        | 10870            | 4720           | 24724          | 3230           | 5291           |
| ii) Debits in Existing NPA accounts                                                                |                  |                |                | 648            | 1036           |
| Sub Total                                                                                          | 18440            | 17760          | 37764          | 35516          | 37965          |
| Less: Reduction (a+b+c)                                                                            | 5400             | 3739           | 6126           | 3182           | 4650           |
| a. Recovery for Movement (excl recovery in W/O a/cs, & U/A int.)                                   | 1896             | 702            | 1279           | 412            | 712            |
| b. Upgradation                                                                                     | 2031             | 1068           | 1460           | 1426           | 1705           |
| c. Write Off (Including Addn Prudential Write-off)                                                 | 1473             | 1969           | 3387           | 1344           | 2233           |
| Gross NPA - Closing Balance                                                                        | 13040            | 14021          | 31638          | 32334          | 33315          |
| Gross Advances                                                                                     | 334947           | 328387         | 336548         | 333121         | 339511         |
| Gross NPA %                                                                                        | 3.89             | 4.27           | 9.40           | 9.71           | 9.81           |
| Net NPA                                                                                            | 8740             | 9383           | 20833          | 21494          | 21887          |
| Net NPA %                                                                                          | 2.65             | 2.90           | 6.42           | 6.69           | 6.69           |
| Total Cash Recovery (incl.rec. in Wr.-off a/cs, recovery in Current Year slippage & U/A interest)  | 5993             | 2266           | 4758           | 918            | 1958*          |
| Recovery under Loss Assets ( Loss assets as at 31.03.2016 – Rs.6285 Cr.)                           | 666<br>(15.91%)  | 166<br>(3.38%) | 461<br>(9.40%) | 61<br>(0.97%)  | 148<br>(2.35%) |
| Recovery in Technically written off A/cs (Tech. Written off amount as at 31.03.2016 – Rs.9936 Cr.) | 1351<br>(18.29%) | 250<br>(3.37%) | 617<br>(8.31%) | 147<br>(1.48%) | 278<br>(2.80%) |



## NPA COMPOSITION

Amt. in Rs. Crore

| Parameters                  | SEP'15 | DEC'15 | MAR'16 | JUN'16 | SEP'16 |
|-----------------------------|--------|--------|--------|--------|--------|
| Gross Advances              | 328387 | 339411 | 336548 | 333121 | 339511 |
| Sub-Standard                | 6551   | 9163   | 17390  | 17624  | 17430  |
| Doubtful                    | 7470   | 10650  | 14248  | 14710  | 15885  |
| Loss                        | NIL    | Nil    | Nil    | Nil    | Nil    |
| Provision Coverage Ratio(%) | 59.81  | 53.96  | 50.11  | 50.82  | 51.75  |



## SECTOR-WISE NPA SLIPPAGES

Amt. in Rs. Crore

| SECTOR                       | Q2<br>FY16  | Q3<br>FY16  | Q4<br>FY16   | Q1<br>FY17  | Q2<br>FY17  | % to total<br>Slippages |
|------------------------------|-------------|-------------|--------------|-------------|-------------|-------------------------|
| Micro & Small Ent.           | 738         | 1006        | 990          | 1346        | 960         | 39.20                   |
| Agriculture                  | 304         | 326         | 538          | 602         | 233         | 9.51                    |
| Other Priority Sector        | 165         | 166         | 107          | 382         | 163         | 6.66                    |
| <b>Total Priority Sector</b> | <b>1207</b> | <b>1498</b> | <b>1635</b>  | <b>2330</b> | <b>1356</b> | <b>55.37</b>            |
| Medium Industries            | 178         | 229         | 409          | 221         | 115         | 4.70                    |
| Large Industries             | 429         | 2075        | 11417        | 1099        | 232         | 9.47                    |
| Other Non-Priority           | 364         | 263         | 777          | 211         | 687         | 28.05                   |
| <b>Total Non-Priority</b>    | <b>971</b>  | <b>2567</b> | <b>12603</b> | <b>1531</b> | <b>1034</b> | <b>42.22</b>            |
| <b>Total (Domestic)</b>      | <b>2178</b> | <b>4065</b> | <b>14238</b> | <b>3861</b> | <b>2390</b> | <b>97.59</b>            |
| Overseas                     | 24          | 1337        | 364          | 17          | 59          | 2.41                    |
| <b>Total (Global)</b>        | <b>2202</b> | <b>5402</b> | <b>14602</b> | <b>3878</b> | <b>2449</b> | <b>100.00</b>           |



## SECTOR- WISE NPA OUTSTANDING

Amt. in Rs. Crore

| SECTOR                      | SEP'15 | DEC'15 | MAR'16 | JUN'16 | SEP'16 |
|-----------------------------|--------|--------|--------|--------|--------|
| Micro & Small Enterprises   | 3913   | 4472   | 4663   | 5076   | 5618   |
| Agriculture                 | 1689   | 1906   | 2159   | 2401   | 2611   |
| Other Priority Segments     | 539    | 579    | 588    | 664    | 646    |
| Medium Enterprises          | 1151   | 1321   | 1483   | 1505   | 1399   |
| Large Industries            | 4788   | 7916   | 18037  | 18303  | 17924  |
| Other Non-Priority Segments | 1940   | 3619   | 4708   | 4385   | 5117   |
| Total                       | 14021  | 19813  | 31638  | 32334  | 33315  |



# SECTORAL CONTRIBUTION OF NPA

Amt. in Rs.Crore

| Particulars                  | SEP'15 | DEC'15 | MAR'16 | JUN'16 | SEP'16 |
|------------------------------|--------|--------|--------|--------|--------|
| Gross Advances               | 328387 | 339411 | 336548 | 333121 | 339511 |
| Gross NPA                    | 14021  | 19813  | 31638  | 32334  | 33315  |
| Gross NPA %                  | 4.27   | 5.84   | 9.40   | 9.71   | 9.81   |
| Priority Sector Advances     | 139021 | 142652 | 147771 | 147681 | 154891 |
| PS as % to Gross Advances    | 42.33  | 42.03  | 43.91  | 44.33  | 45.62  |
| Total PS NPA                 | 6141   | 6957   | 7411   | 8141   | 8875   |
| Total PS NPA%                | 4.42   | 4.88   | 5.01   | 5.51   | 5.73   |
| Share of PS NPA to Gross NPA | 43.80  | 35.11  | 23.42  | 25.18  | 26.14  |
| Agriculture NPA              | 1689   | 1906   | 2159   | 2401   | 2611   |
| Agriculture NPA%             | 2.66   | 2.93   | 3.21   | 3.46   | 3.59   |
| MSE NPA                      | 3913   | 4472   | 4663   | 5076   | 5618   |
| MSE NPA %                    | 8.29   | 9.26   | 9.16   | 10.22  | 10.80  |
| Other Priority NPA           | 539    | 579    | 588    | 664    | 646    |
| Other Priority NPA %         | 1.91   | 1.97   | 1.97   | 2.32   | 2.14   |



# RESTRUCTURED ASSETS

Amt. in Rs. Crore

## Restructured during the year (Standalone year wise)

| Particulars        | F/Y 2014-15 | F/Y 2015-16 | F/Y 2016-17(Q1) | F/Y 2016-17(Q2) |
|--------------------|-------------|-------------|-----------------|-----------------|
|                    | Amount      | Amount      | Amount          | Amount          |
| Total Restructured | 6821        | 1344        | 11              | 54              |
| Of which Standard  | 6130        | 944         | 00              | 00              |
| NPA                | 691         | 400         | 11              | 54              |

## Outstanding during the year

| Particulars        | F/Y 2013-14 | F/Y 2015-16 | F/Y 2016-17(Q1) | F/Y 2016-17(Q2) |
|--------------------|-------------|-------------|-----------------|-----------------|
|                    | Amount      | Amount      | Amount          | Amount          |
| Total Restructured | 28371       | 23227       | 23407           | 23409           |
| Of which Standard  | 22491       | 13045       | 13404           | 13147           |
| NPA                | 5880        | 10182       | 10003           | 10262           |



# RESTRUCTURED ASSETS

Amt. in Rs. Crore

| Particulars                                 | Mar15  | Mar 16 | Jun 16 | Sept 2016 |
|---------------------------------------------|--------|--------|--------|-----------|
| Gross Advances                              | 334947 | 336545 | 333121 | 339511    |
| Restructured Assets                         | 28371  | 23227  | 23407  | 23409     |
| % of Std. Restructured Assets to total Adv  | 6.71   | 3.88   | 4.02   | 3.87      |
| % of Total Restructured Assets to total Adv | 8.47   | 6.90   | 7.03   | 6.89      |
| CDR                                         | 10490  | 8990   | 9647   | 9526      |
| % of CDR to Total Restructured Adv          | 36.97  | 38.70  | 41.21  | 40.69     |
| NON-CDR                                     | 17881  | 14237  | 13760  | 13883     |
| % of Non CDR to Total Restructured Adv      | 63.03  | 61.30  | 58.79  | 59.31     |



# Sector wise Cumulative Restructured accounts

Amt. in Rs. Crore

| Sector        | F/Y 2014-15 | F/Y 2015-16 | F/Y 2016-17<br>(Q1) | F/Y 2016-17<br>(Q2) |
|---------------|-------------|-------------|---------------------|---------------------|
|               | Amt         | Amt         | Amt                 | Amt                 |
| Agriculture   | 470         | 374         | 346                 | 325                 |
| MSME          | 1509        | 1671        | 1615                | 1595                |
| Housing Loans | 525         | 276         | 253                 | 238                 |
| Large Advance | 25470       | 20721       | 21010               | 21070               |
| Others        | 397         | 185         | 183                 | 181                 |
| Total         | 28371       | 23227       | 23407               | 23409               |



## Sector wise Restructured accounts for Q2 FY17

Amt. in Rs. Crore

| Sector        | Q2 FY17 |      |
|---------------|---------|------|
|               | A/cs    | Amt. |
| Agriculture   | 61      | 02   |
| MSME          | 159     | 03   |
| Housing Loans | 25      | 02   |
| Large Advance | 01      | 47   |
| Others        | 38      | 00   |
| Total         | 284     | 54   |



## RESTRUCTURED ASSETS

Amt. in Rs. Crore

|         | As on<br>31.03.2015 | As on<br>31.03.2016 | As on<br>30.06.2016 | As on<br>30.09.2016 |
|---------|---------------------|---------------------|---------------------|---------------------|
| CDR     | 10490               | 8990                | 9647                | 9526                |
| NON CDR | 17881               | 14237               | 13760               | 13883               |
| Total   | 28371               | 23227               | 23407               | 23409               |



# SECTOR WISE RESTRUCTURED ACCOUNTS

Amt. in Rs.Crore

| Name of the Sector               | As on 30 <sup>th</sup> September 2016 |              |                                  |
|----------------------------------|---------------------------------------|--------------|----------------------------------|
| Details of restructured Accounts | No. of a/cs                           | Amnt         | % to cumulative Outstanding Amt. |
| <b>INFRASTRUCTURE</b>            |                                       |              |                                  |
| (a+b+c+d+e+f+g+h)                | 110                                   | 9289         | 39.68                            |
| Of Which Power                   |                                       |              |                                  |
| POWER (a+b+c+d)                  | 44                                    | 5157         | 22.03                            |
| State DISCOMS (a)                | 6                                     | 1581         |                                  |
| State Transmission (b)           |                                       |              |                                  |
| State Generation (c)             |                                       |              |                                  |
| Private (d)                      | 38                                    | 3576         |                                  |
| Of Which ROADS (e)               | 46                                    | 1986         | 8.48                             |
| Of Which PORTS (f)               | 4                                     | 258          | 1.10                             |
| Of Which AVIATION (g)            | 3                                     | 1015         | 4.34                             |
| Of Which TELECOMMUNICATION(h)    | 13                                    | 874          | 3.73                             |
| MINING                           | 28                                    | 29           | 0.13                             |
| IRON AND STEEL                   | 149                                   | 3129         | 13.36                            |
| TEXTILE                          | 419                                   | 1767         | 7.55                             |
| ENGINEERING                      | 275                                   | 971          | 4.15                             |
| PHARMACEUTICAL                   | 44                                    | 397          | 1.70                             |
| CEMENT                           | 18                                    | 344          | 1.47                             |
| HARDWARE                         | 25                                    | 78           | 0.34                             |
| SHIPPING                         | 8                                     | 03           | 0.01                             |
| EDIBLE OIL                       | 20                                    | 118          | 0.51                             |
| AGRICULTURE                      | 5634                                  | 325          | 1.39                             |
| EDUCATION                        | 0                                     | 0            | 0                                |
| HOUSING                          | 3704                                  | 238          | 1.02                             |
| CHEMICAL                         | 25                                    | 36           | 0.15                             |
| CONSTRUCTION                     | 114                                   | 3537         | 15.10                            |
| OTHER INDUSTRIES                 | 428                                   | 1568         | 6.70                             |
| OTHER SERVICES                   | 5912                                  | 1579         | 6.74                             |
| <b>TOTAL</b>                     | <b>16913</b>                          | <b>23409</b> | <b>100.00</b>                    |



# CAPITAL ADEQUACY -BASEL III

**Capital  
Adequacy Ratio**

- **CRAR of 12.19 % at September 2016**
- **CET ratio at 8.25 % vs. 5.5% norm**
- **Tier I ratio at 8.87 % vs.7% norm**
- **Tier II ratio at 3.32 %**

**Sufficient headroom available for raising further capital**



# CAPITAL ADEQUACY - BASEL III

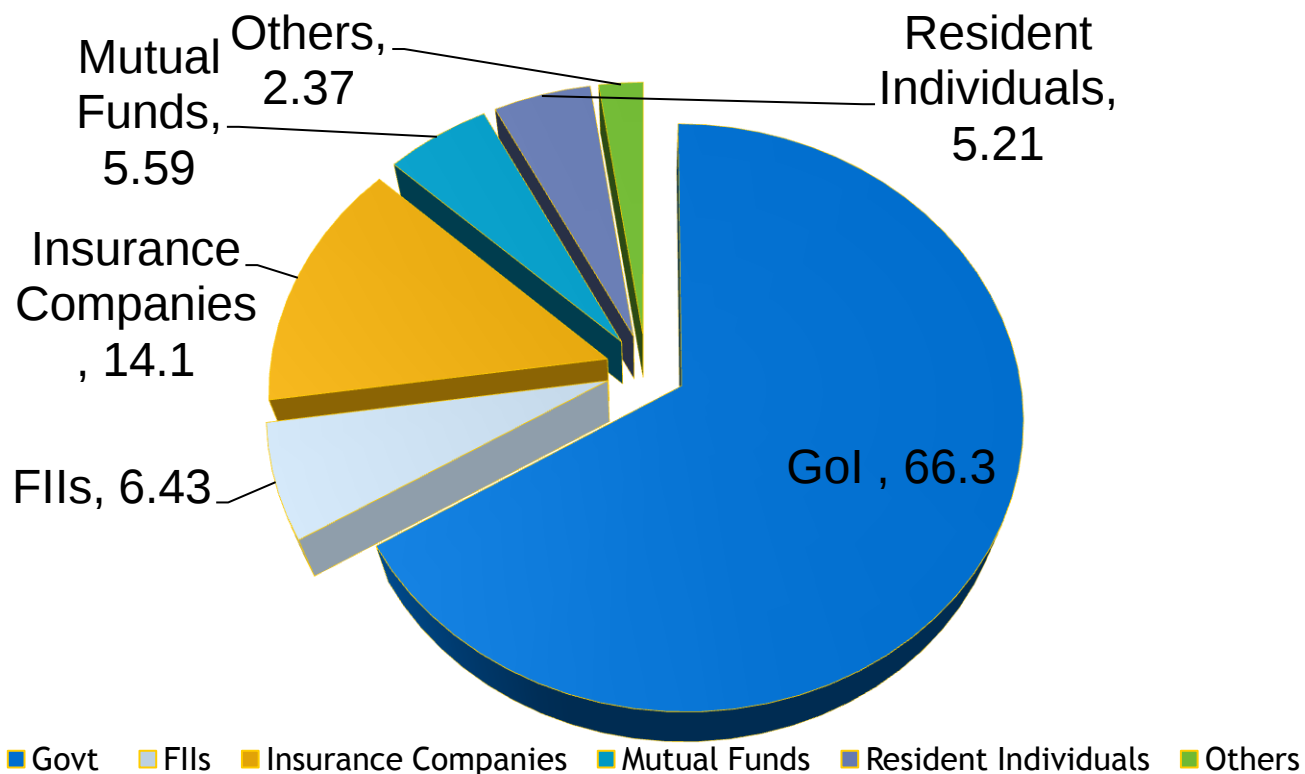
Amt. in Rs. Crore

|                      | BASEL III                                 |                                        |                                        |                                         |                                           |
|----------------------|-------------------------------------------|----------------------------------------|----------------------------------------|-----------------------------------------|-------------------------------------------|
| Particulars          | SEPT'15                                   | DEC'15                                 | Mar'16                                 | JUN'16                                  | SEP'16                                    |
| Risk-weighted Assets | 346722                                    | 344773                                 | 333869                                 | 331454                                  | 331367                                    |
| Tier I Capital       | 29906                                     | 29915                                  | 29372                                  | 29276                                   | 29394                                     |
| Tier I Ratio%        | CET: 7.98%<br>AT I: 0.65%<br>Tier I:8.63% | CET:8.03%<br>AT1:0.65%<br>Tier I:8.68% | CET:8.18%<br>AT1:0.62%<br>Tier I:8.80% | CET:8.21%<br>AT I:0.62%<br>Tier I:8.83% | CET:8.25 %<br>AT I:0.62 %<br>Tier I:8.87% |
| Tier II Capital      | 8362                                      | 9879                                   | 7633                                   | 10854                                   | 11011                                     |
| Tier II Ratio(%)     | 2.41                                      | 2.86                                   | 2.28                                   | 3.28                                    | 3.32                                      |
| Total Capital        | 38268                                     | 39793                                  | 37005                                  | 40130                                   | 40406                                     |
| CRAR%                | 11.04                                     | 11.54                                  | 11.08                                  | 12.11                                   | 12.19                                     |



# SHAREHOLDING PATTERN

As on Sept 30, 2016



|                      |       |
|----------------------|-------|
| Govt.                | 66.30 |
| FIIs                 | 6.43  |
| Insurance Companies  | 14.10 |
| Mutual Funds         | 5.59  |
| Resident Individuals | 5.21  |
| Others               | 2.37  |



# FINANCIAL INCLUSION

Amt. in Rs. Crore



**Pradhan Mantri  
Jan Dhan Yojana**

Prime Minister's Social Security Schemes



Period of Insurance, Annual : 1<sup>st</sup> June - 31<sup>st</sup> May

Your bank account is now  
key to security as well



## Progress Under Pradhan Mantri Jan Dhan yojana (PMJDY)

| Parameters                      | As on 30.09.2016 |
|---------------------------------|------------------|
| Accounts opened till 30.09.2016 | 78.01 lacs       |
| Deposits                        | Rs.1397 Cr       |
| RuPay cards issued              | 71.59 lakhs      |
| Aadhar Seeding                  | 45.62 lakhs      |
| Villages Covered                | 10049            |
| Sub Service Areas               | 3962             |
| Urban Wards                     | 3371             |

## Progress Under PMSBY, PMJJBY AND APY SCHEMES

| Scheme name                                      | As on 30.09.2016 |
|--------------------------------------------------|------------------|
| Pradhan Mantri Suraksha Bima Yojana (PMSBY)      | 45.01 lakhs      |
| Pradhan Mantri Jeevan Jyoti Bima Yojana (PMJJBY) | 18.71 lakhs      |
| Atal Pension Yojana (APY)                        | 0.98 lakhs       |

## Progress Under MUDRA Yojana (PMMY)

| Category                                    | As on 30.09.2016 (H1FY17) |                |                 |
|---------------------------------------------|---------------------------|----------------|-----------------|
|                                             | No of A/cs                | Sanction Amt   | Outstanding Amt |
| Shishu (< Rs.50K)                           | 113867                    | 387.08         | 357.82          |
| Kishor (Above Rs.50K- Rs.5.00 Lacs)         | 66903                     | 1150.63        | 1019.23         |
| Tarun (Above Rs.5.00 lacs to Rs.10.00 lacs) | 7040                      | 547.60         | 483.95          |
| <b>Total</b>                                | <b>187810</b>             | <b>2085.31</b> | <b>1861</b>     |



## IMPORTANT CUSTOMER-FRIENDLY TECHNOLOGY INITIATIVES IN H1FY17

- ❖ **Canara Empower- Unified payment interface for single platform in accessing multiple bank accounts**
- ❖ **CANARA TECH Support for structured resolution of queries related to Tech products**
- ❖ **Aadhaar seeding through BC Terminal**
- ❖ **Renewal of Subscription for Social Security Schemes (PMJJBY/PMSBY)**
- ❖ **Mobile Banking Registration through ATMs**
- ❖ **Missed Call / SMS Based ePass Sheet generation**
- ❖ **SMS/Email Alerts to customers intimating to submit RC Copy/Insurance for the vehicle loans and tax paid receipt/certificate for the mortgaged property.**
- ❖ **SMS/Email Alerts to NPA Borrowers intimating to regularize overdues in accounts.**

# *A moment of glory... Canara Bank drives the MSME growth story.*



**Sri Narendra Modi, Hon'ble Prime Minister** handing over the  
**National Award for Excellence in MSE Lending**  
to **Sri Rakesh Sharma, MD & CEO, Canara Bank**  
at a glittering function in Ludhiana on 18.10.2016

#### **Awards conferred on the Bank:**

- Excellence in MSE Lending – I Prize – 2013-14 (National Award to Banks)
- Excellence in MSE Lending – I Prize – 2014-15 (National Award to Banks)
- Excellence in Lending to Micro Enterprises – I Prize – 2013-14 (National Award to Banks)
- Excellence in Lending to Micro Enterprises – II Prize – 2014-15 (National Award to Banks)
- Excellence in the field of Khadi & Village Industries – Best Bank under PMEGP, South Zone for the year 2013-14
- Excellence in the field of Khadi & Village Industries – Best Bank under PMEGP, South Zone for the year 2014-15



#### **CUSTOMER AWARENESS**

Lodge a complaint with local police / cyber-crime authorities immediately if you are harassed by telephone calls or e-mails offering a huge sum of money.

Follow us on  : @canarabanktweet





## MAJOR AWARDS/ACCOLADES



- ❖ Award for excellence, 1<sup>st</sup> position in MSE lending by Government of India for FY14 and FY15.
- ❖ National Award for excellence in lending to Micro Enterprises, 1<sup>st</sup> position for FY14 and 2<sup>nd</sup> Position for FY15 by Government of India.
- ❖ Best bank Award under PMEGP, South Zone in the field of Khadi and Village Industries for FY14 and FY15 by Government of India.
- ❖ Received “MasterCard Innovation Award” for Canara International Travel Prepaid Card under Prepaid segment.
- ❖ RuPay Special Award for being the highest RuPay Card Issuing Bank by NPCI.
- ❖ “Visa Award” on crossing a Key milestone on issuance of 1.35 Crore Visa Debit card
- ❖ Dun & Bradstreet Award 2016 for being the best Public Sector Bank under Priority Sector Lending and Retail Growth Performance.
- ❖ Indy Wood CSR Excellence Award 2016 for outstanding achievement in Corporate Social Responsibility (CSR) by Indywood Film Carnival.



## SUBSIDIARIES & JVs

| SUBSIDIARIES & JVs                                                                                                                                                                                                   | % STAKE |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------|
|  <b>Canbank Venture</b><br>Creating Value                                                                                            | 100%    |
|  <b>CanFinHomes Ltd</b><br>(Sponsor: <b>CANARA BANK</b> )<br><b>HOME LOANS ♦ DEPOSITS</b><br><i>Translating Dreams into Reality</i> | 43.45%  |
|  <b>CANBANK COMPUTER SERVICES LIMITED</b>                                                                                           | 69.14%  |
|  <b>CANBANK FACTORS LTD.</b>                                                                                                       | 70%     |

| SUBSIDIARIES & JVs                                                                                                                                                                                                                                                                                                     | % STAKE |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------|
| <b>CANARA ROBECO</b><br>Mutual Fund                                                                                                                                                                                                                                                                                    | 51%     |
| <b>Canara Bank Securities Ltd</b><br><small>A SUBSIDIARY OF CANARA BANK</small><br><small>(FORMERLY: GILT SECURITIES TRADING CORPORATION LTD.)</small>                                                                              | 100%    |
|  <b>Canara HSBC</b> <br> <b>OBC</b><br><small>ओ.बी.सी.</small> | 51%     |
| <b>Life Insurance</b>                                                                                                                                                                                                                                                                                                  |         |
| <b>COMMERCIAL INDO BANK LLC</b><br>(JOINT VENTURE WITH STATE BANK OF INDIA)                                                                                                                                                                                                                                            | 40%     |

**CANBANK FINANCIAL SERVICES LIMITED (CANFINA) 100% subsidiary-is confining its activities to legal matter .**

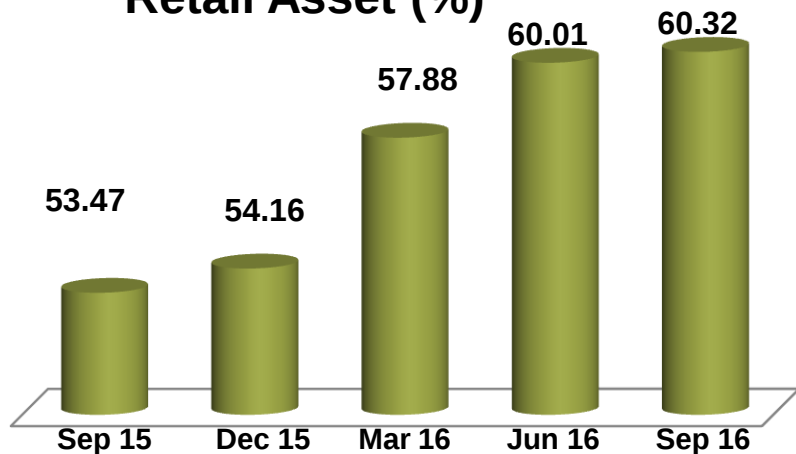


# **BUSINESS STRATEGY**

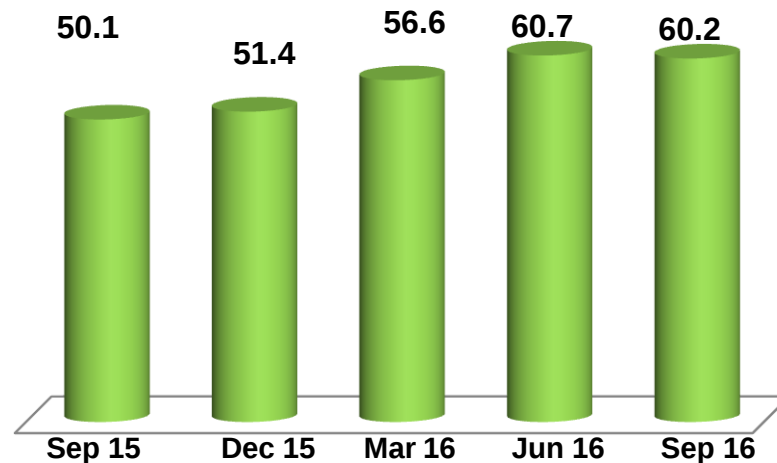


# FOCUS ON RETAIL BUSINESS

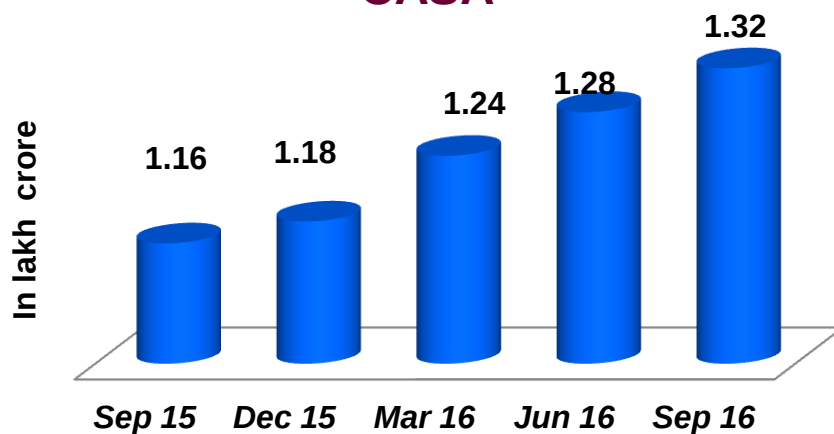
## Retail Asset (%)



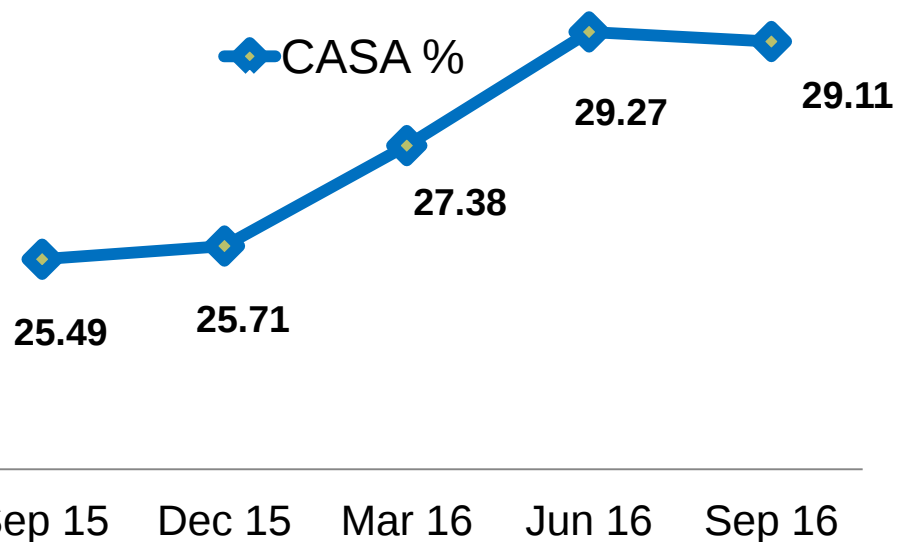
## Retail Deposits (%)



## CASA



## CASA %





# Major Branch Transformation for better Customer Service & Business Growth

| Star Level | No of branches |
|------------|----------------|
| 5 Star     | 130            |
| 4 Star     | 56             |
| 3 Star     | 189            |
| 2 Star     | 358            |
| 1 Star     | 93             |
| Total      | 826            |

## Three fold focus :

- ✓ Channel Excellence - Branch Transformation & New Channel Excellence
- ✓ Strengthening Core Business - CASA & Fee Based Income
- ✓ Process Excellence - Operating Model optimization & process

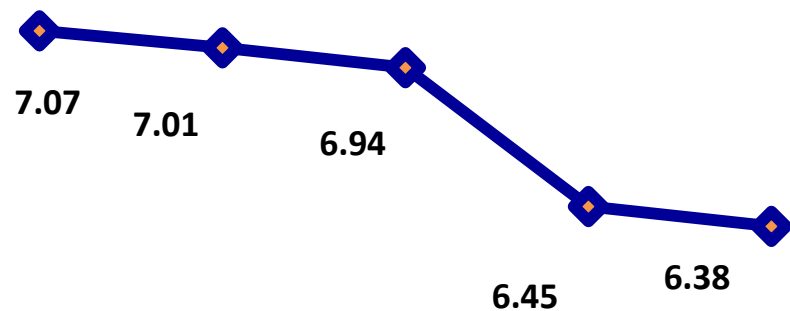
## Branch Transformation:

- ✓ Better Branch Layout & customer service for customer's delight
- ✓ Quality service delivery & reduction in service time for customers
- ✓ Promoting transactions on machines and alternate channels
- ✓ Inculcating sales culture



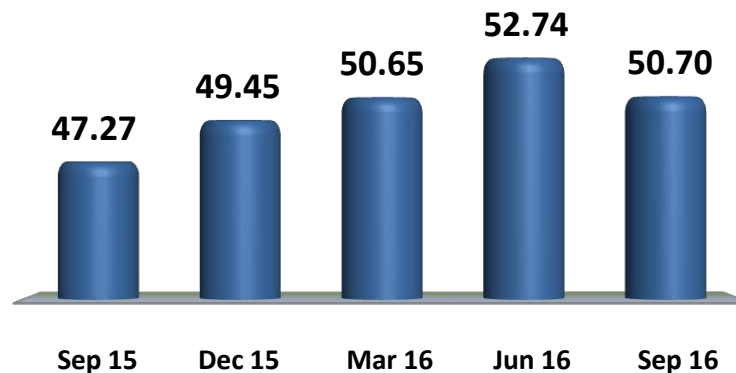
# Thrust on Increasing Income & Reducing Cost

◆ Cost Of Deposit (%)



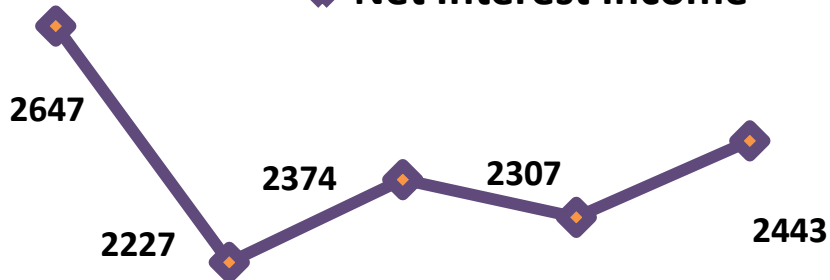
Sep 15      Dec 15      Mar 16      Jun 16      Sep 16

Cost income Ratio



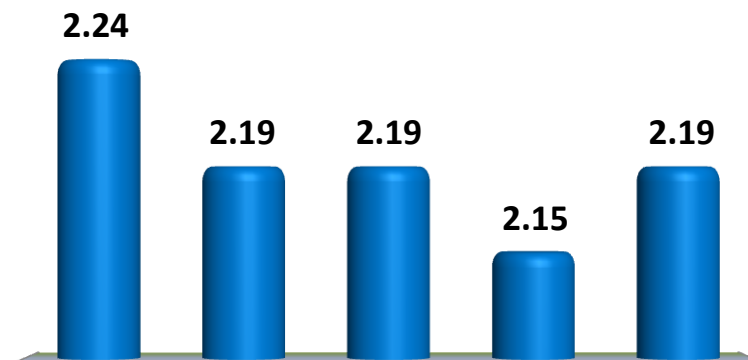
Sep 15      Dec 15      Mar 16      Jun 16      Sep 16

◆ Net Interest Income



Sep 15      Dec 15      Mar 16      Jun 16      Sep 16

NIM (%)

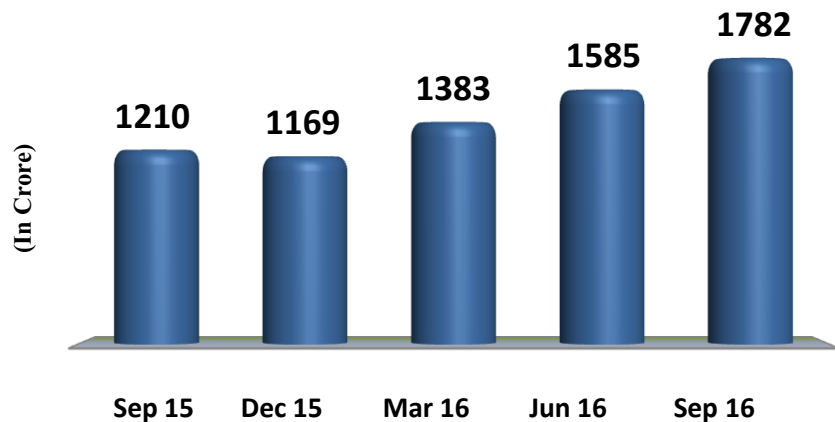


Sep 15      Dec 15      Mar 16      Jun 16      Sep 16

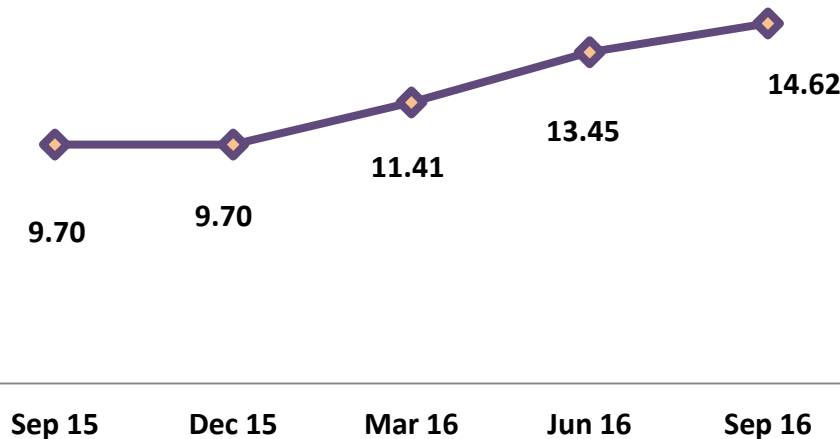


# Improving Non Interest Income

Non Interest Income



Share of NII to Total Income



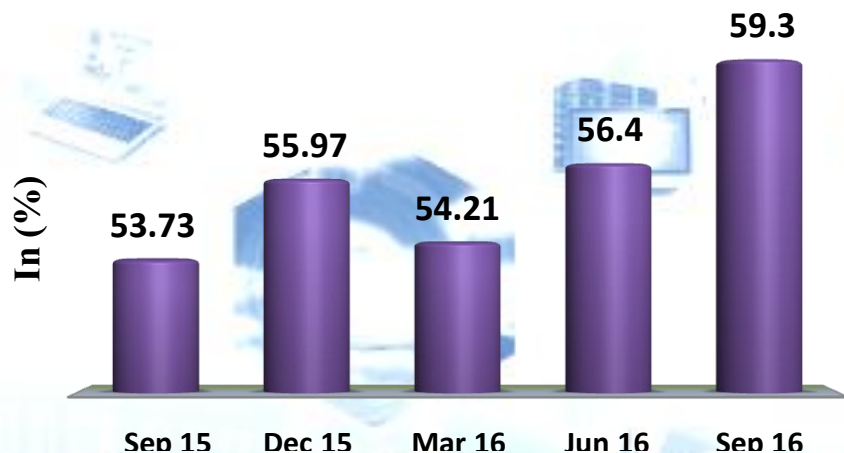
- To garner new business under LC / BG.
- Recovery in written off accounts.
- Improving Government Business .
- Income from third party products.

- Focusing on Locker income.
- Enhancing Card business income.
- Syndication, Project appraisal, Merchant banking etc. for new avenues in fee income

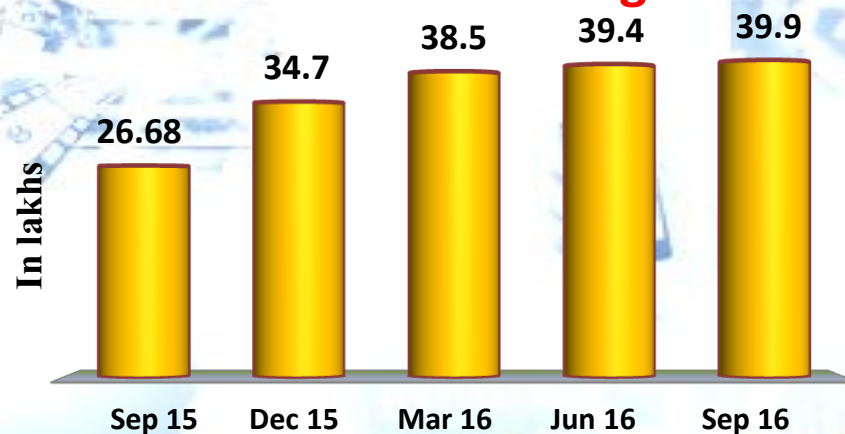


# Enhancing Digital Footprints

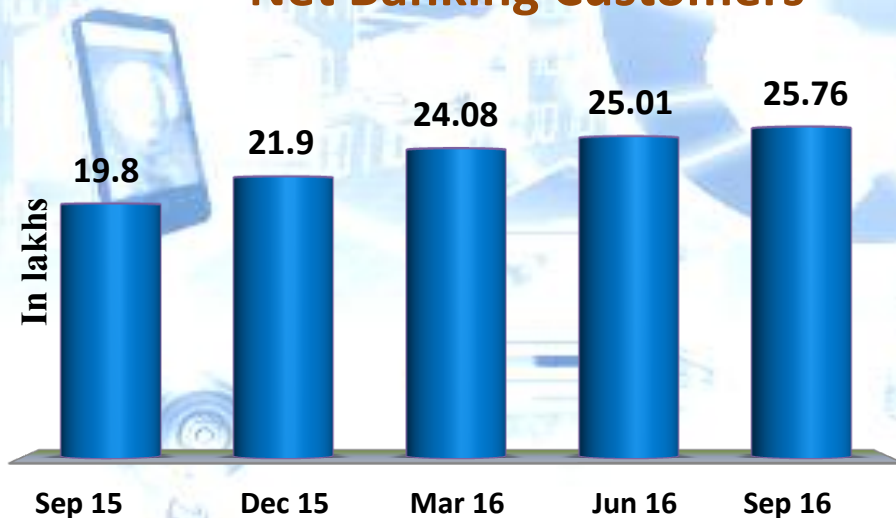
## E-Trasactions



## Mobile Banking



## Net Banking Customers



## Debit Card Customers





# Recovery & NPA Management

Maximum thrust on Recovery and NPA management

- ➔ Mission Samadhan- Conducting Recovery Meets / Adalats / Mega Adalats besides regular Recovery Camps at branch/Circle and RO level.
- ➔ One Time Settlement and follow up the OTS permitted accounts closely for recovery.
- ➔ Exclusive monitoring of small value NPA (upto Rs.10 lakhs) & newly slipped accounts.
- ➔ Separate Division for Asset Recovery Management Branches.



# EXPANDING THE REACH

| Particulars          | SEPT'15 | MAR'16 | SEPT'16 |
|----------------------|---------|--------|---------|
| Branch Network       | 5734    | 5849   | 5868    |
| ATM Strength         | 9132    | 9251   | 10026   |
| Debit Card (In Lakh) | 288     | 319    | 341     |

|                         |            |
|-------------------------|------------|
| <b><i>E-Lounges</i></b> | <b>182</b> |
|-------------------------|------------|

**5860 domestic  
Branches**

**8 overseas branches at  
Johannesburg, New  
York, London,  
Leicester, Shanghai,  
Manama, Hong Kong &  
Dubai**

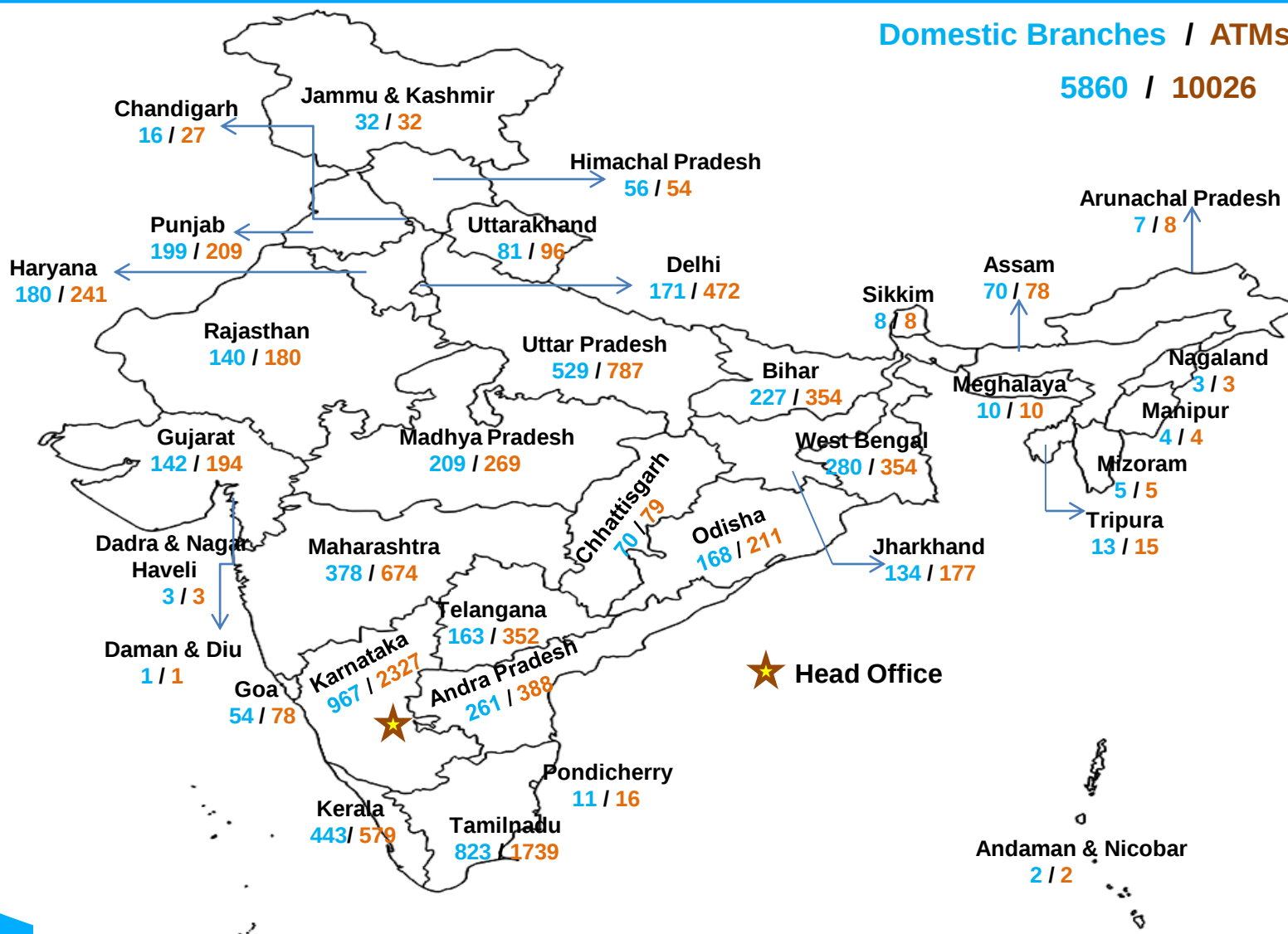
| Population group      | No. of branches | % to total |
|-----------------------|-----------------|------------|
| Rural                 | 1859            | 31.72      |
| Semi-Urban            | 1820            | 31.06      |
| Rural + Semi-Urban    | 3679            | 62.78      |
| Urban                 | 1141            | 19.47      |
| Metro                 | 1040            | 17.75      |
| <b>TOTAL Domestic</b> | <b>5860</b>     | <b>100</b> |



# Expanding the Reach....

Domestic Branches / ATMs

5860 / 10026





## EXPANDED CLIENTELE

(In Lakhs)

|                         | SEP'15 | MAR'16 | SEP'16 | Y-o-Y<br>Increase | Y-o-Y<br>Growth (%) |
|-------------------------|--------|--------|--------|-------------------|---------------------|
| Clientele               | 696    | 725    | 752    | 56                | 8.04                |
| No. of Deposit<br>A/cs  | 619    | 644    | 669    | 50                | 8.08                |
| No. of Borrowal<br>A/cs | 77     | 81     | 83     | 6                 | 7.79                |

**7.52  
crore  
Strong  
Clientele  
Accounts**

**56 lakhs Clientele accounts added y-o-y.**



# GOALS - MARCH 2017

## Goals

### **Thrust on Retail Business & Asset Quality-**

- **CASA & Retail deposits**
- **Retail credit**
- **Fee income**
- **Containing NPA**
- **Recovery & Upgradation**
- **Improving operational financial ratios- NIM, RoA, RoE and Cost-to-Income.**



**THANK YOU**