



Investor Presentation

31.03.2018

Carry your bank.



KVB mPay
Mobile Banking

- Bank on the move • Funds transfer
- Bill payments • Air / Rail ticket booking
- Mobile / DTH Recharge

Blending Tradition with Modernity

Inception **1916** | Customer Base **6.88 million**

102 years Consistently Profitable & Unbroken Dividend Pay Out

1st BANK RBI approves us as the first bank to issue BONUS SHARES

Banking technology pioneers **13 years** | 100 % CBS **2005**

Top Credit Rating (short term borrowings) by CRISIL & ICRA **A1+**

KVB – an unique franchise!

Bank of Choice, trusted by :

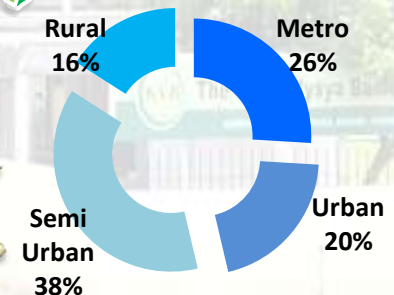
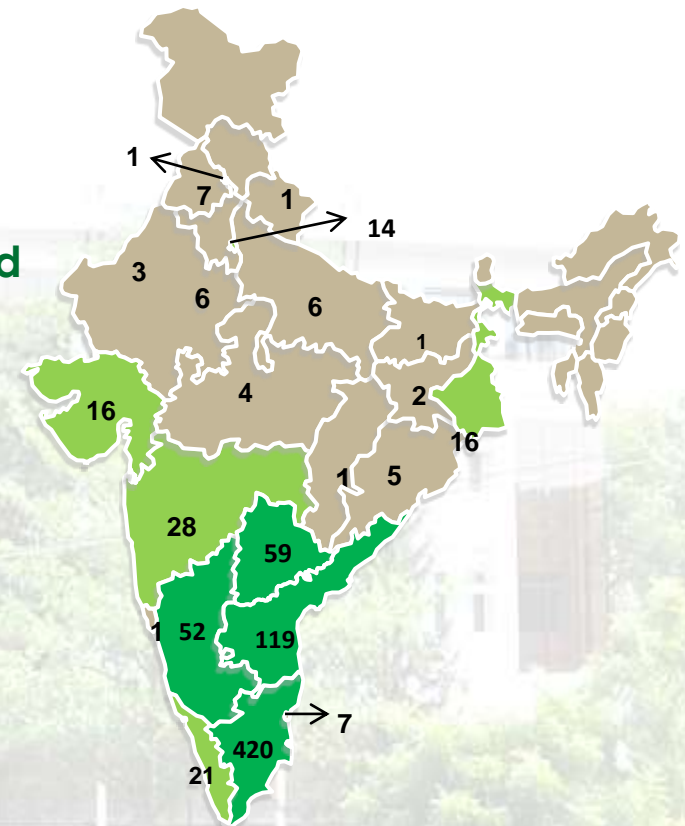
- Over **6.8 million** individuals
- Over **450000** businesses
- Over **700000** customers involved in agriculture

Unmatched presence in India's fast growing hinterland

CATEGORY	No of Branches*
Metro	205
Urban	162
Semi Urban	300
Rural	47
Unbanked Rural	85
Total	799

* Includes extension counters & satellite branches

Category	31.03.18	31.03.17	31.03.16
Branches	790	711	667
ATM's + Cash Recyclers	2328	2191	2008



Customer service excellence the differentiator

Performance Highlights FY 2017-18

- § Total Business crosses **Rs.1,00,000 crore** milestone to **Rs. 1,02,863 crore**, registering a growth of **8%**
- § Robust credit growth of **11%** (Rs. 4,538 crore) - gross advances stands at **Rs. 45,973 crore**
- § CASA balances continue to grow well - **11%** growth Y-o-Y.
- § CA growth - **13%** & SA growth - **10%**. CASA mix up at **29%**
- § Operating Profit improves by **13%** to **Rs. 1,777 crore**
- § Net Interest Income up by **Rs. 225 crore** (**11%** rise)
- § NIM improves by **16 bps** to 3.86%
- § Other Income increases by **Rs. 118 crore** (**15%** rise)
- § CRAR stands at 14.43%

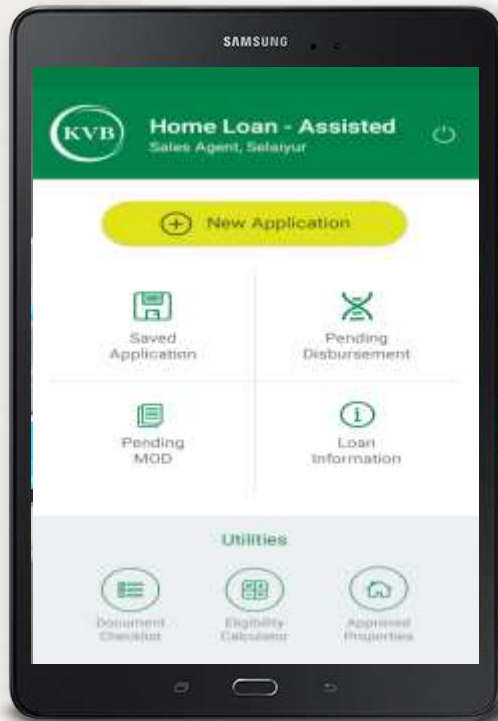
Blending Tradition with Modernity

- **Core banking platform upgradation underway**
 - Upgrading to version 11.7 of Flexcube for improved security & functionality
 - Based on service oriented architecture that enables open API banking
 - Integration gateway enabled
- **Digital transformation progressing well**
 - Home loan & working capital loan renewal live
 - Fully paperless solution available in assisted & self service modes



- **Dedicated Asset Sales Force created to facilitate retail asset growth**
- **Third Party Product Sales Force established**
 - To facilitate sale of Insurance/Investment & other ancillary products
- **Centralized Collection Infrastructure established**
 - Live since January 2018
 - Retail Credit products covered, Commercial products coverage to start in Q3
- **Chief Risk Officer in Place**
 - Recruitment initiated to establish a Best in Class Risk Functions
- **Analytics – Centre of Excellence**
 - Being established (Q3, 2018)

Digital Transformation



**Working Capital
(Renewal)
Mar. 2018**

**Home Loans
Mar. 2018**

**Loan Against
Property
Scheduled*
Jun. 2018**

**Personal Loan
Scheduled*
Jun. 2018**

**Digital Bank
Scheduled*
Jul. 18**

**Auto Loans
Scheduled*
Aug. 2018**

**Working Capital
(Fresh)
Scheduled*
Aug. 18**

**Commercial
Credit Card
Scheduled*
Q3, FY18-19**

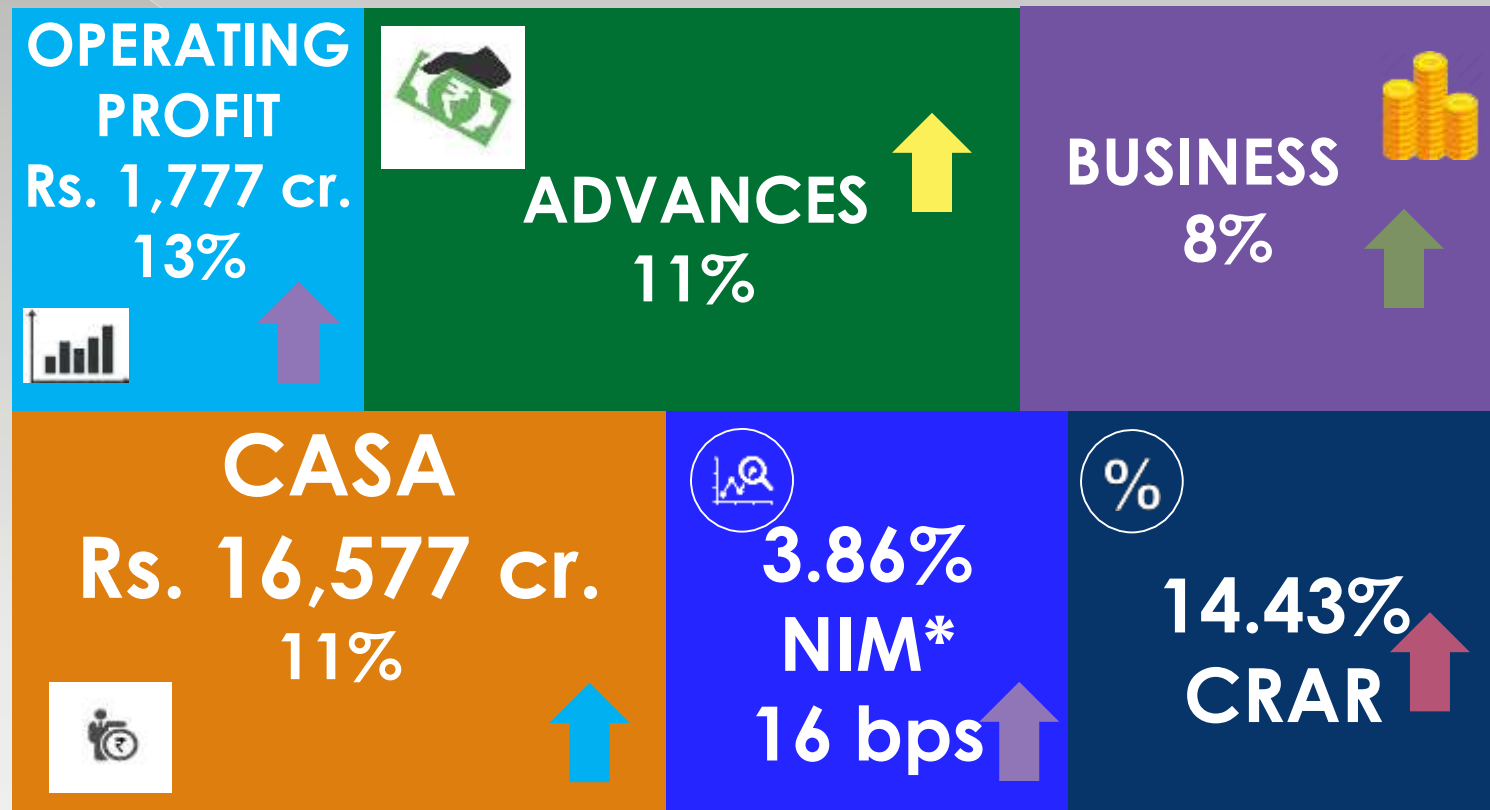
The New Operational Paradigm – A Work in Progress



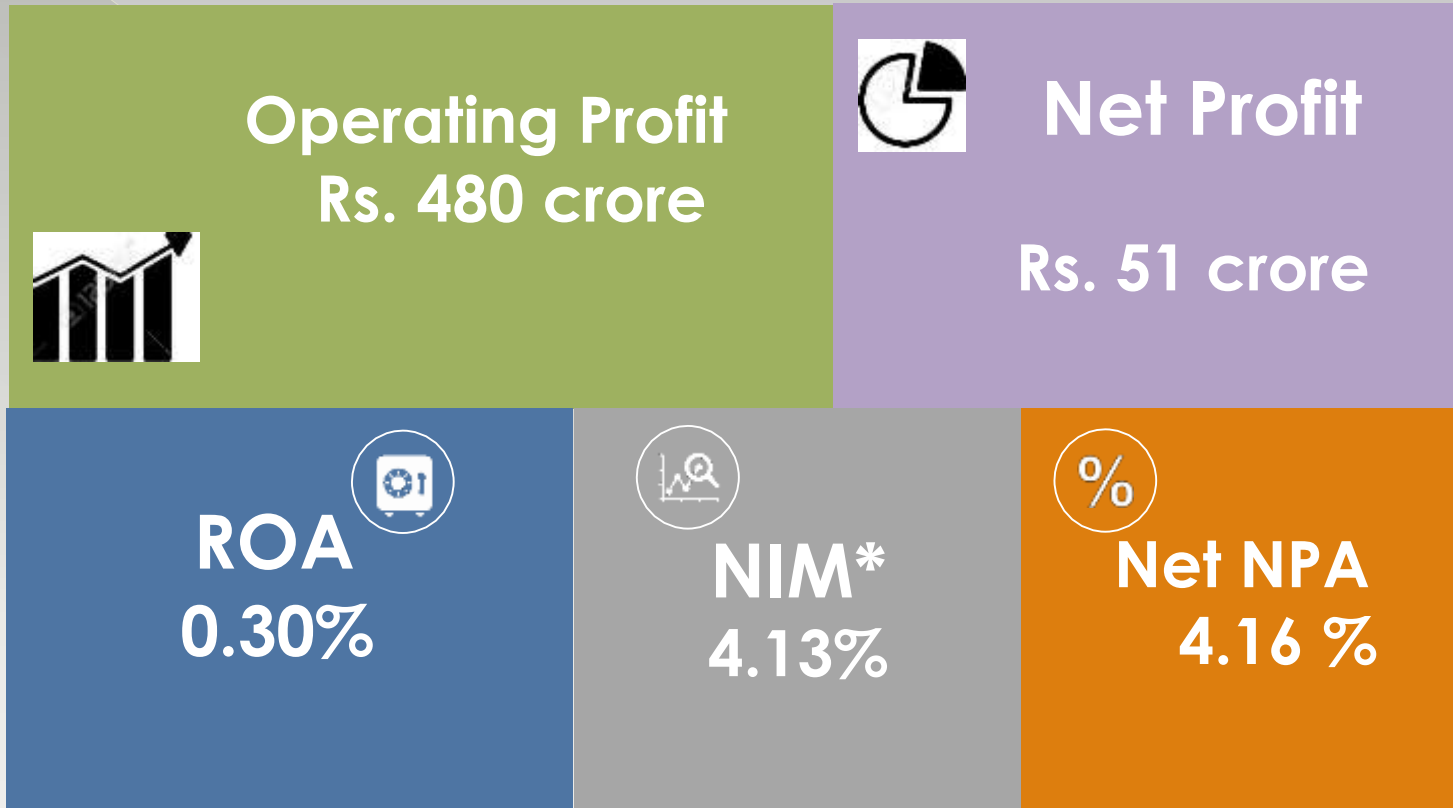
Hyper Local branches with
empowered Managers to
meet customer needs
immediately

Systemic controls to ensure adherence to
policies & procedures

Performance Highlights FY 2017-18



Q4 FY18 Results Snapshot



Balance Sheet

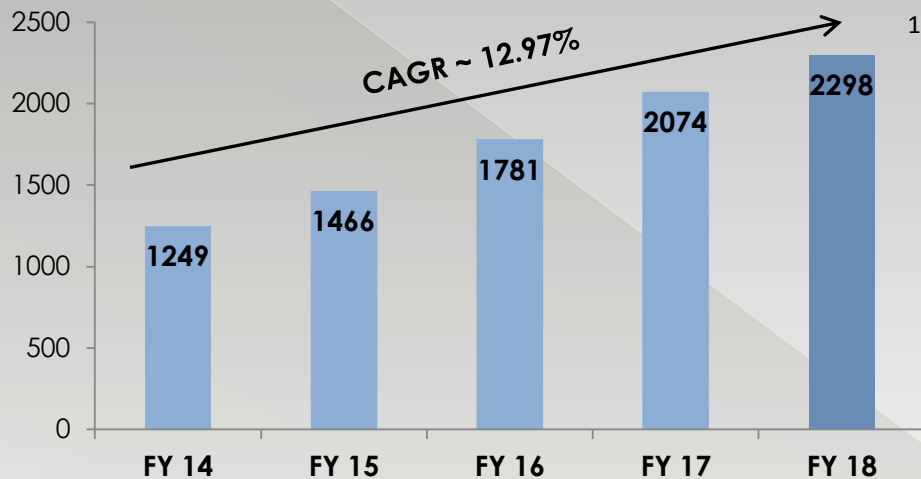
(Rs. in crore)

Particulars	FY 2017-18	FY 2016-17	Y-o-Y (%)
Capital & Liabilities			
Capital	145	122	18.85
Reserves and Surplus	6,119	4,914	24.52
Deposits	56,890	53,700	5.94
Borrowings	2,382	1,696	40.45
Other Liabilities and Provisions	1,393	1,376	1.24
Total	66,929	61,808	8.29
Assets			
Cash and Balances with RBI	2,960	2,790	6.09
Balances with Banks	1,337	1,555	(14.02)
Investments	15,803	14,857	6.37
Advances	44,800	40,908	9.51
Fixed Assets	528	419	26.01
Other Assets	1,501	1,279	17.36
Total	66,929	61,808	8.29
Business (Gross Advances + Deposits)	1,02,863	95,135	8.12

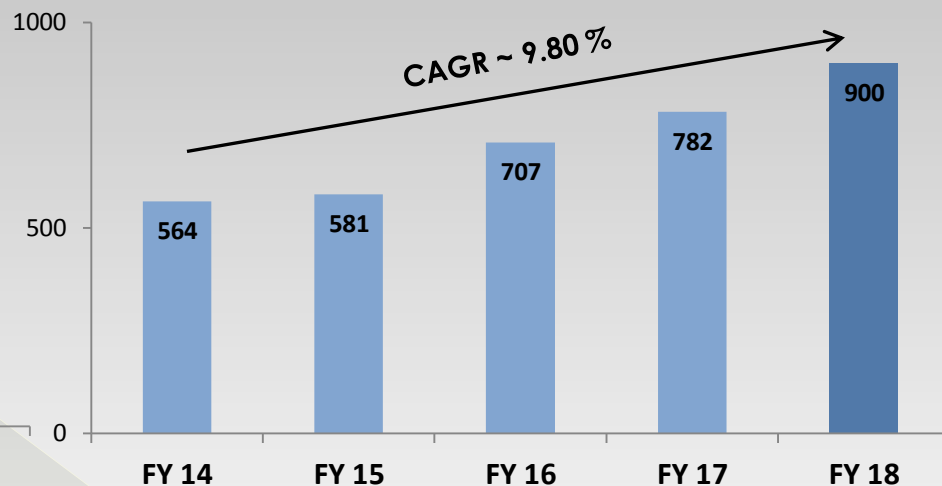
Income v/s Expenses

INR crore

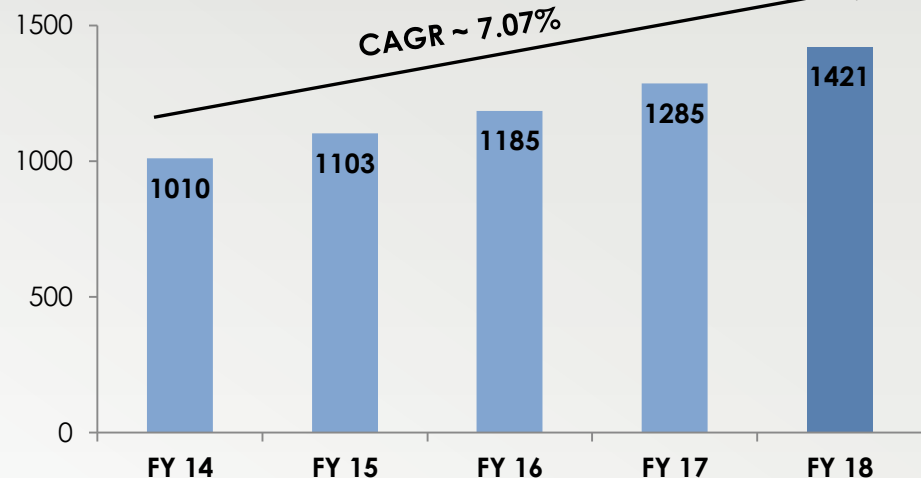
Net Interest Income



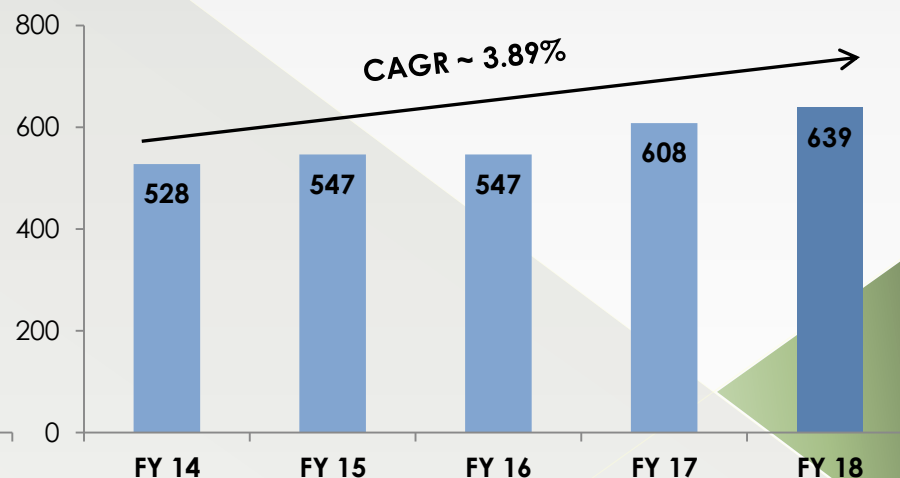
Non Interest Income



Operating Expense



Staff Cost



Profit and Loss A/c

(Rs. in crore)

Particulars	Mar-18	Mar-17	YoY (%)
Net Interest Income	2,298	2,074	10.80
Other Income	900	782	15.09
Total Income	3,198	2,856	11.97
Operating Expenses	1,421	1,285	10.58
Operating Profit	1,777	1,571	13.11
Provisions	1,273	688	85.03
Credit Related	1,190	648	83.64
Others	83	40	107.5
Profit Before Tax	504	883	(42.92)
Tax	158	277	-
Net Profit	346	606	(42.90)

Profit and Loss A/c (Quarter)

(Rs. in crore)

Particulars	Q4 FY 17-18	Q4 FY 16-17	YoY (%)
Net Interest Income	643	580	10.86
Other Income	209	232	(9.91)
Total Income	852	812	4.93
Operating Expenses	372	305	21.97
Operating Profit	480	507	(5.33)
Provisions	394	217	81.57
Credit Related	360	198	81.82
Others	34	19	78.95
Profit Before Tax	86	290	(70.34)
Tax	35	72	-
Net Profit	51	218	(76.61)

Break Up of Other Income

(Rs. in crore)

Particulars	FY 17-18	FY 16-17	YoY (%)
TOTAL NON INTEREST INCOME	900	782	15.09
1) Fee Income	799	577	38.47
• Commissions	617	480	28.54
• Forex	44	38	15.79
• Others*	138	59	133.90
2) Investments trading profit	101	205	(50.73)

Break Up of Other Income (Quarter)

(Rs. in crore)

Particulars	Q4 FY 17-18	Q4 FY 16-17	YoY (%)
TOTAL NON INTEREST INCOME	209	233	(10.30)
1) Fee Income	201	155	29.67
• Commissions	153	127	20.47
• Forex	14	11	27.27
• Others*	34	17	100
2) Investment trading profit	8	78	(89.74)

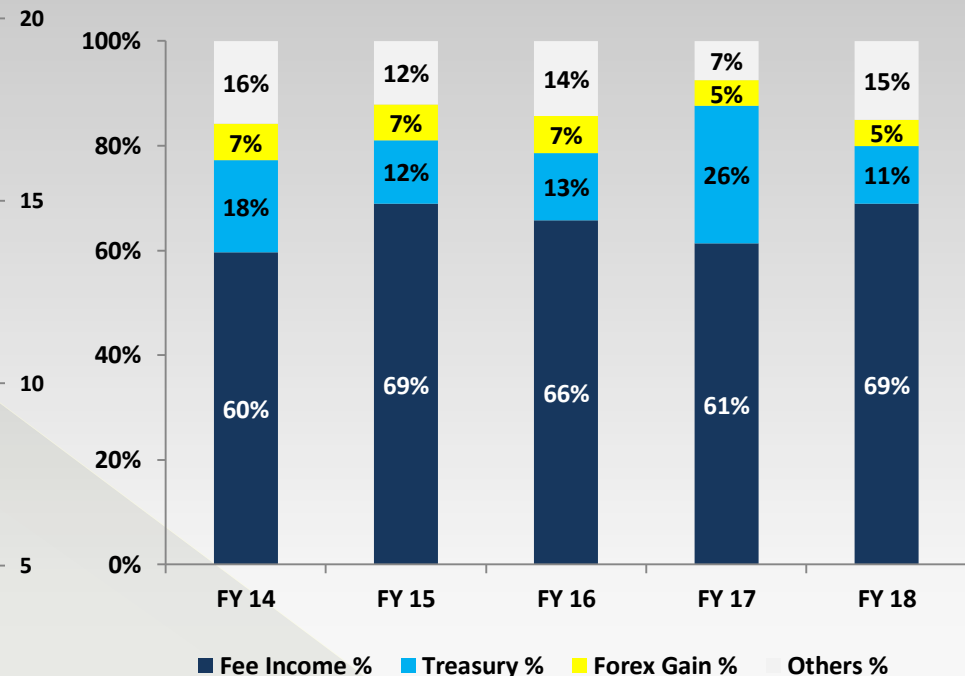
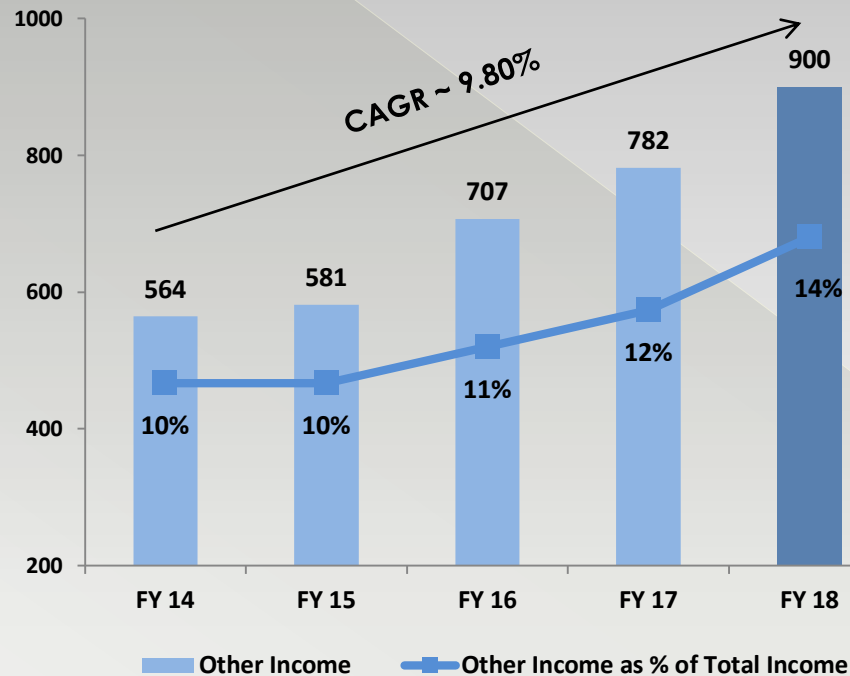
*Includes recoveries from Written Off A/c's - Rs. 7 crore (Q4 FY 17-18) & Rs. 4 crore (Q4 FY 16-17)

Healthy Other Income Profile

(Rs. in crore)

Growth in Other Income

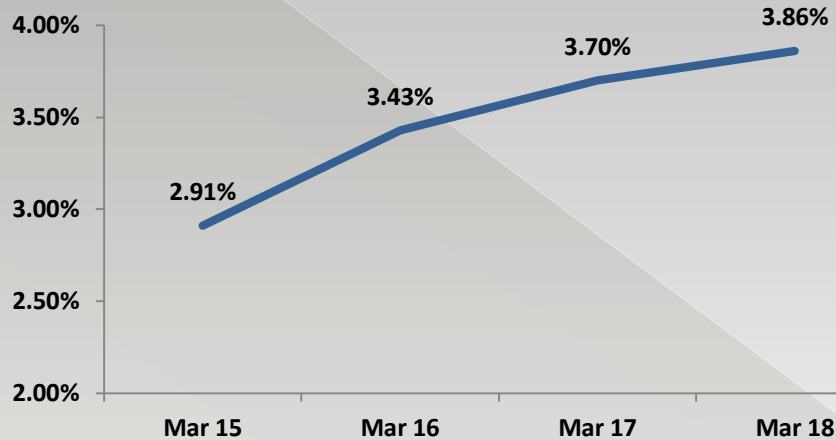
Fee income consistently contributes > 60% of other income



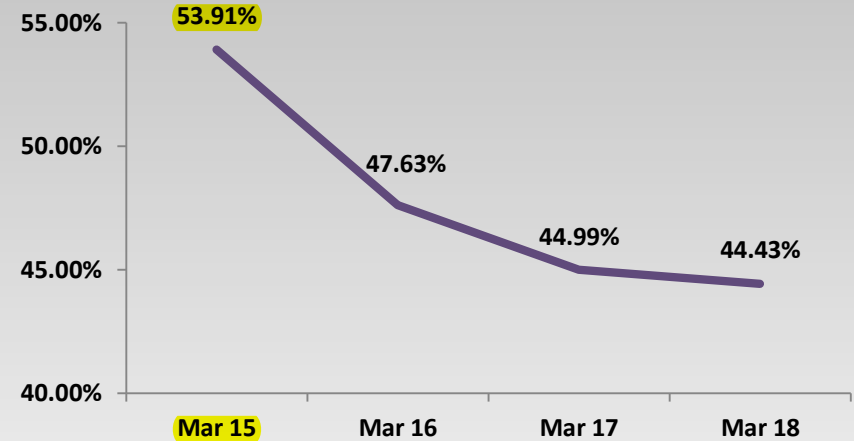
- Non interest income accrues from diverse sources – fee based, digital products, bancassurance etc. and has shown steady growth
- Share in Total Income 14% (FY 2017-18)

Key Ratios (Annual)

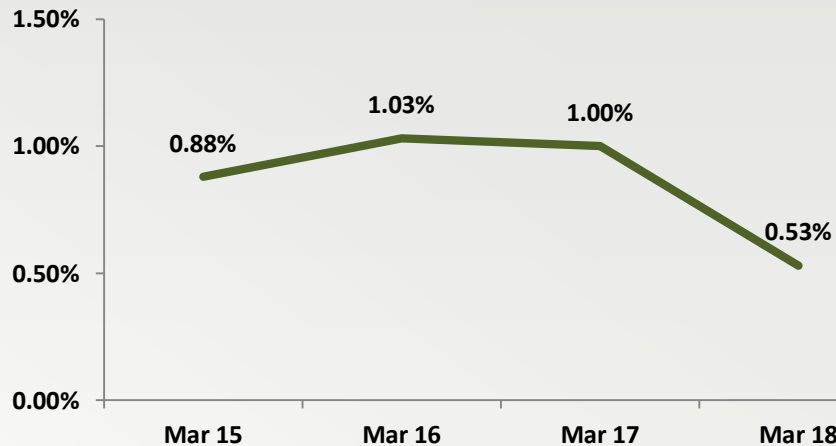
NIM



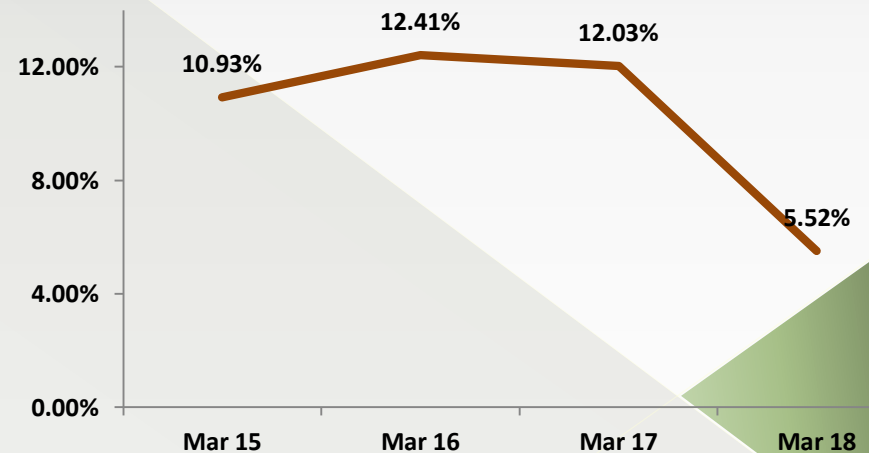
Cost to Income %



ROA

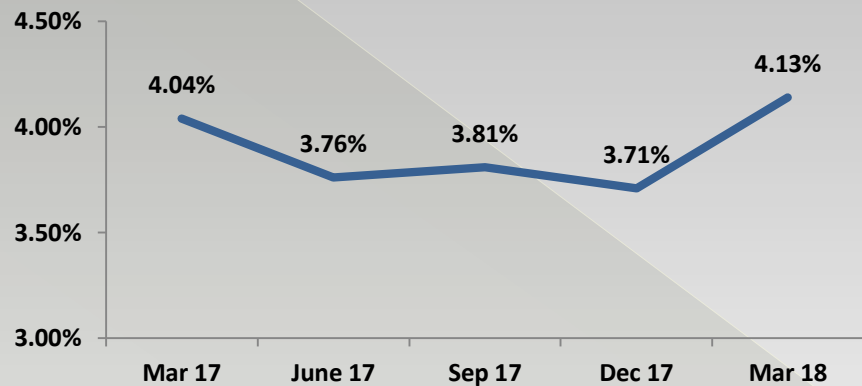


ROE

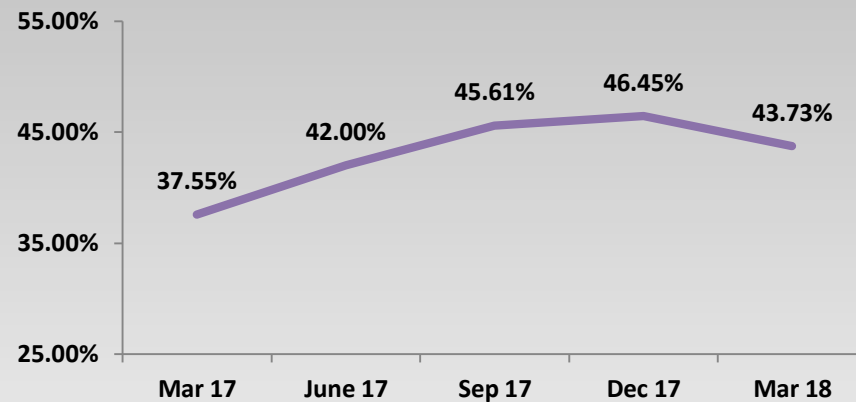


Key Ratios (Quarterly)

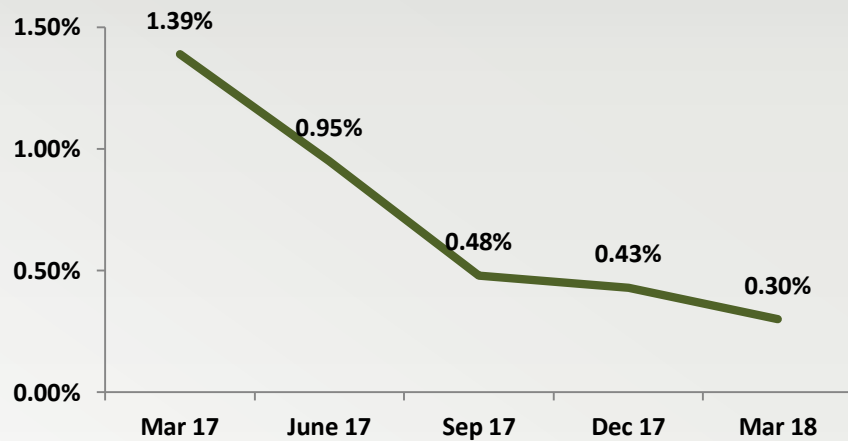
NIM



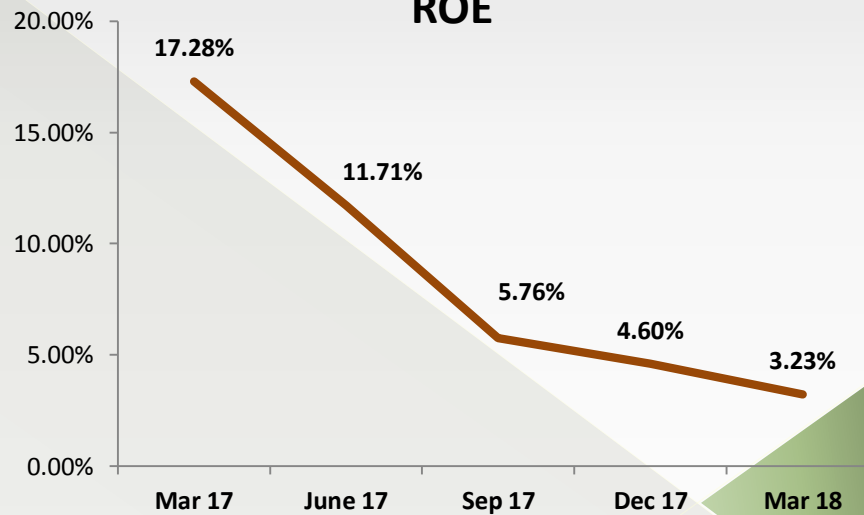
Cost to Income %



ROA

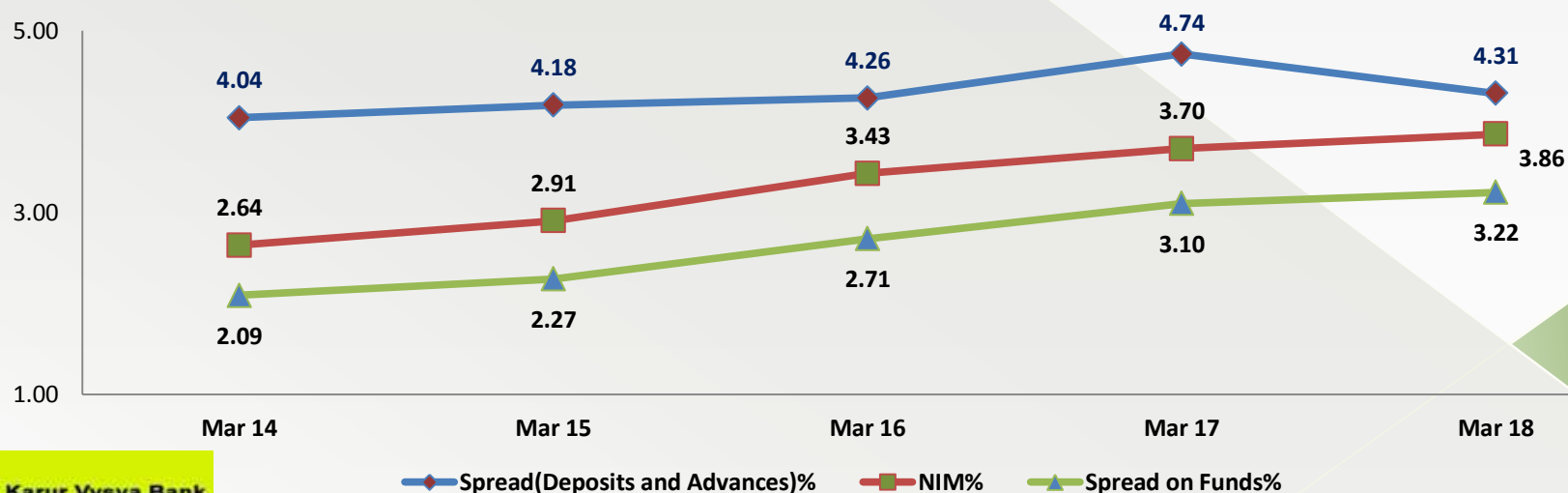


ROE



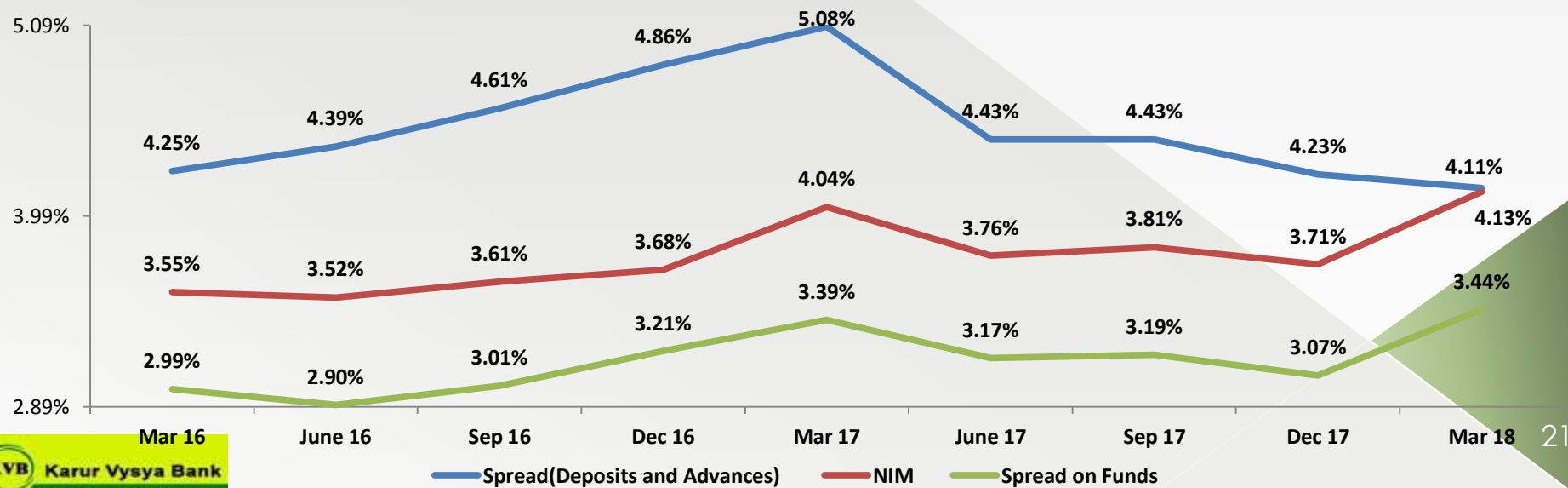
Key Ratios

Particulars	FY 17-18	FY 16-17
Cost of Deposits	5.99%	6.60%
Yield on Advances	10.30%	11.34%
Cost of Funds	5.91%	6.52%
Yield on Funds	9.13%	9.62%
NIM	3.86%	3.70%
Spread	3.22%	3.10%
Cost Income Ratio	44.43%	44.99%
Business/Emp. (Rs. Crore)	12.92	12.85
Profit/Emp. (Rs. Lakh)	4.35	8.19



Key Ratios (Quarterly)

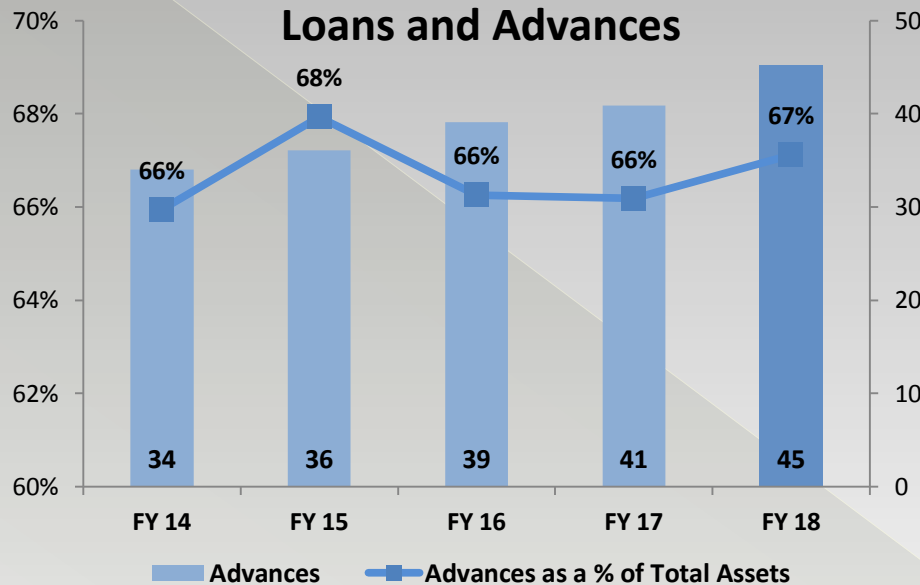
Particulars	Q4 FY 17-18	Q4 FY 16-17
Cost of Deposits	5.78%	6.15%
Yield on Advances	9.89%	11.23%
Cost of Funds	5.70%	6.03%
Yield on Funds	9.14%	9.52%
NIM	4.13%	4.04%
Spread	3.44%	3.49%
Cost Income Ratio	43.73%	37.55%
Business/Emp. (Rs. Crore)	12.92	12.85
Profit/Emp. (Rs. Lakh)	2.56	11.73



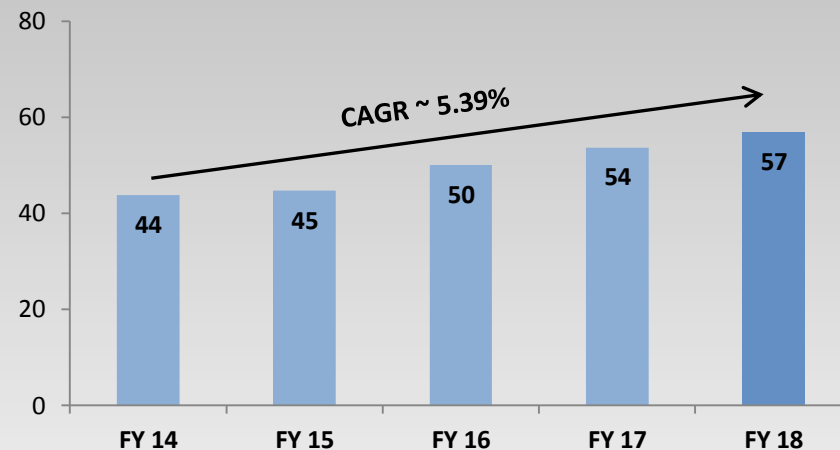
Advances v/s Deposits

INR '000 crore

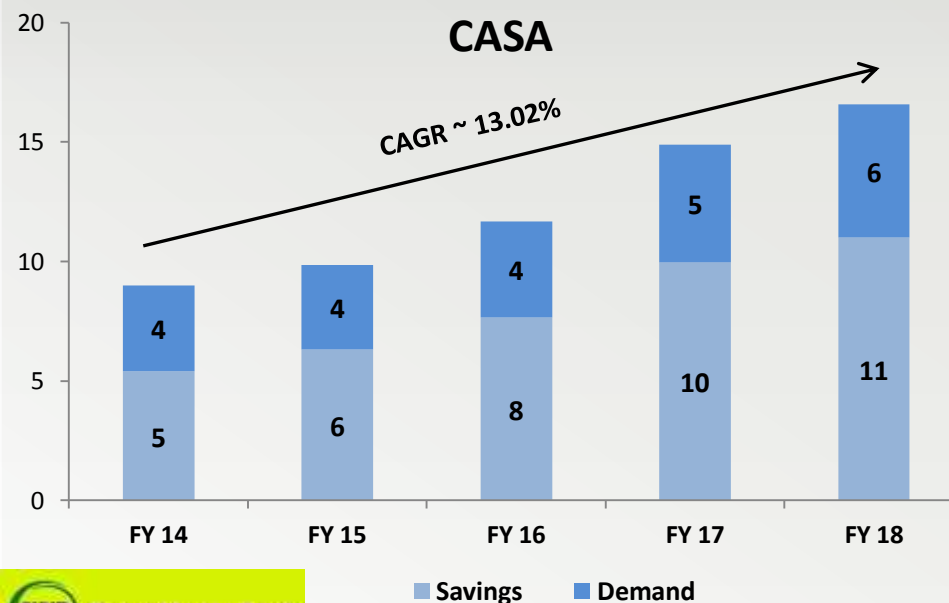
Loans and Advances



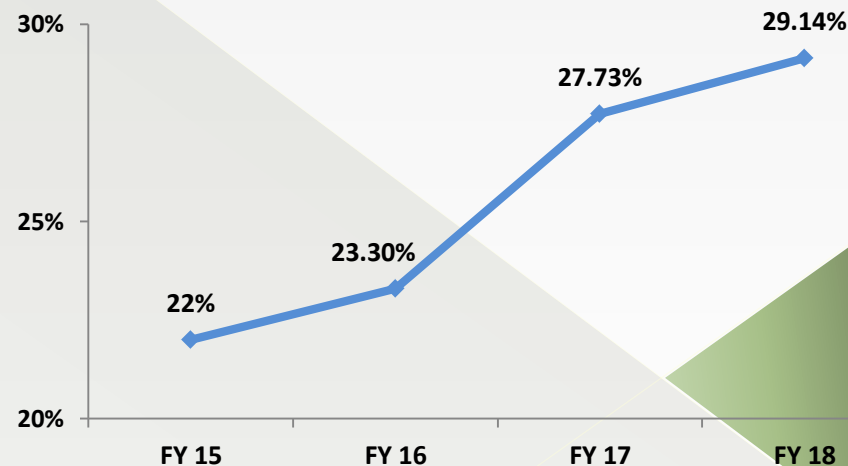
Customer Deposits



CASA



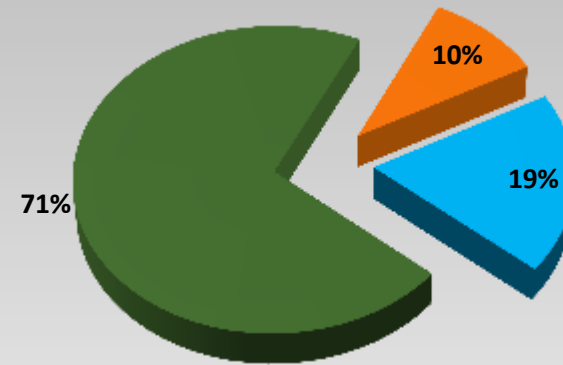
CASA Mix %



Retail Liability Franchise-Granular and Sticky

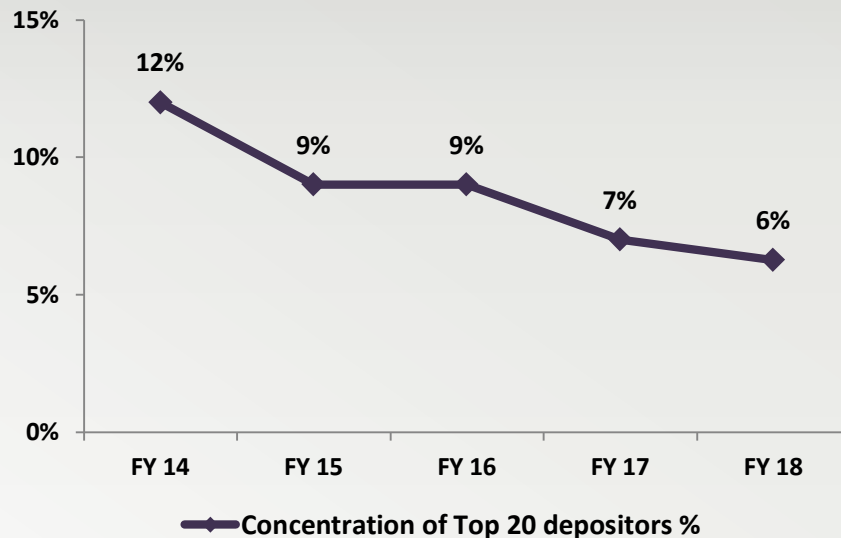
Break Up of Deposits (FY18)

Term deposits are primarily retail deposits.
Only 8% of term deposits are > Rs.5 Cr

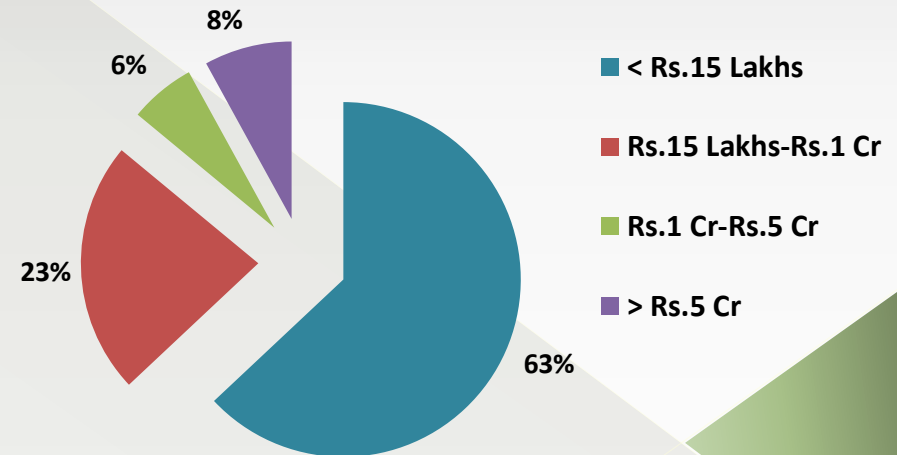


■ Term Deposits ■ Demand Deposits ■ Savings Deposits

Low concentration of Deposits



Low dependence on wholesale deposits



■ < Rs.15 Lakhs
■ Rs.15 Lakhs-Rs.1 Cr
■ Rs.1 Cr-Rs.5 Cr
■ > Rs.5 Cr

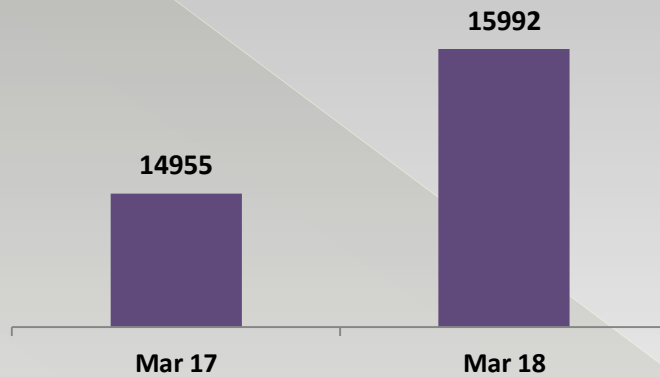
Total Deposits & CASA

(Rs. in crore)

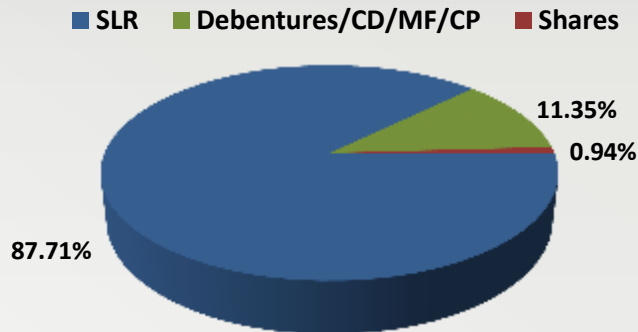
Particulars	FY 17-18	FY 16-17	Y-o-Y Growth
Total Deposits	56,890	53,700	5.94%
Demand	5,576	4,921	13.31%
Savings	11,001	9,968	10.36%
Term Deposits	40,313	38,811	3.87%
CASA	16,577	14,889	11.34%
CASA %	29.14%	27.73%	

Investment Portfolio

Investments (Rs. crore)

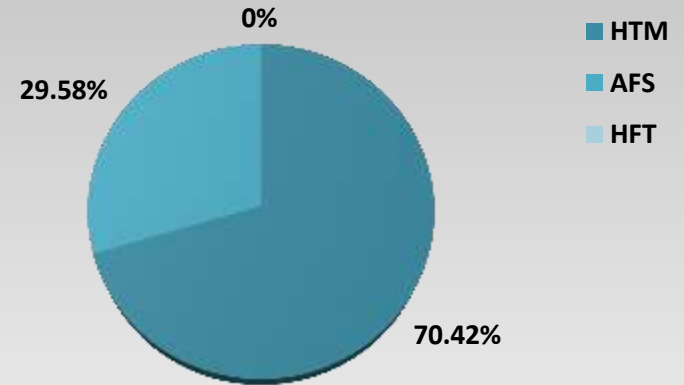


Investment Portfolio



Debentures/CD/MF/CP includes SRs of Rs.492.48 crore (3.08%)

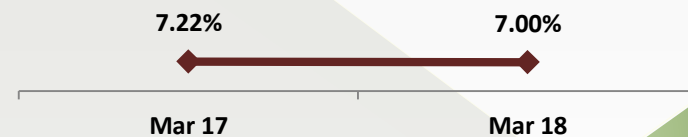
Portfolio wise Investment



Modified Duration

HTM	AFS	HFT	Total
4.65	3.47	0.00	4.32

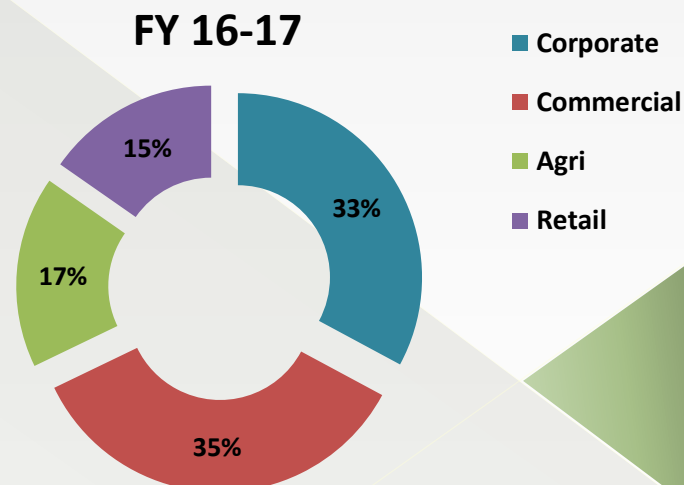
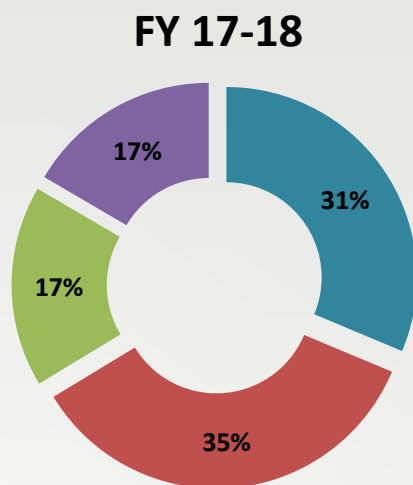
Yield on Investment



Advances Portfolio

(Rs. in crore)

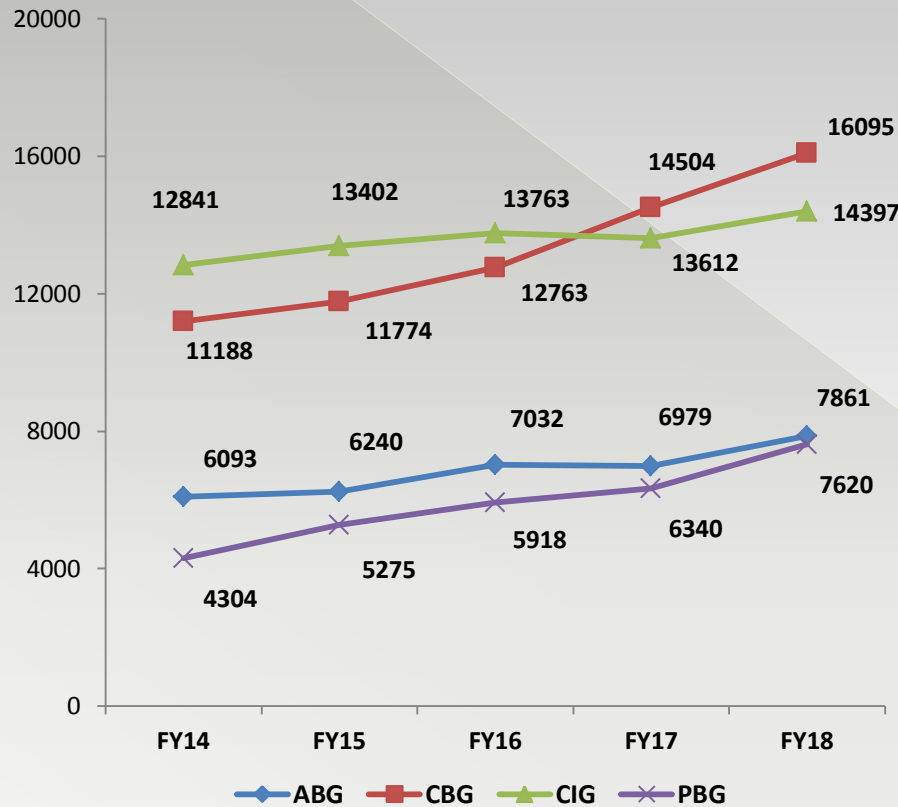
Particulars	FY 17-18	FY 16-17	Y-o-Y Growth %
Advances	45,973	41,435	10.95
Commercial	16,095	14,504	10.97
Corporate	14,397	13,612	5.77
Agriculture	7,861	6,979	12.64
Retail (Personal Banking)	7,620	6,340	20.19
Jewel Loans (incl. in above)	7,092	6,159	15.15



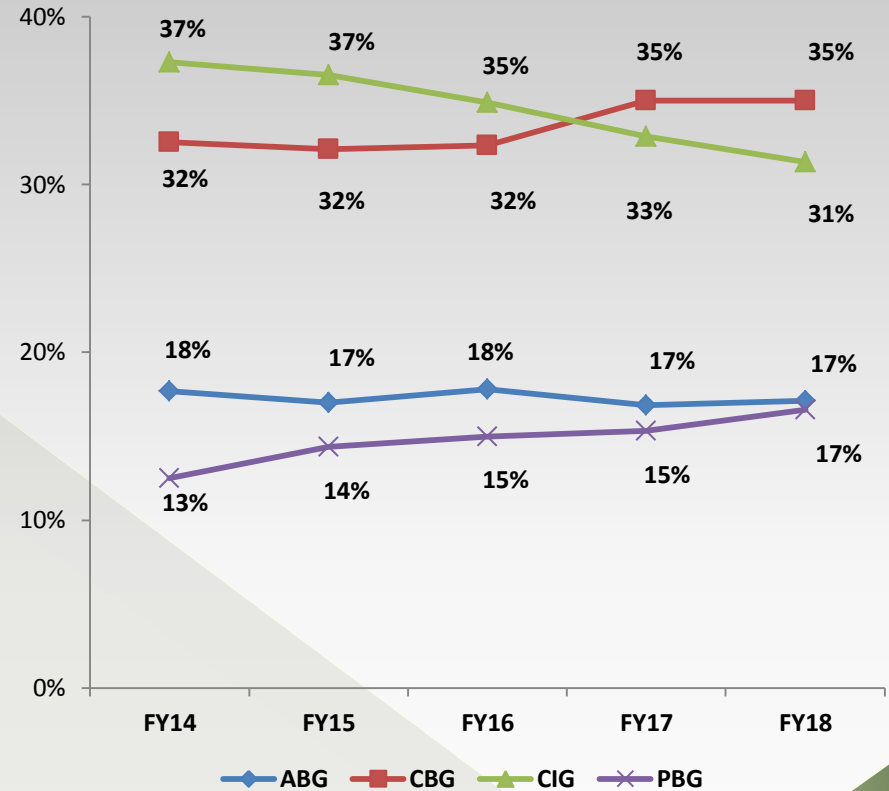
Segment wise contribution to advances portfolio

Advances – Business Verticals

Advances by Value



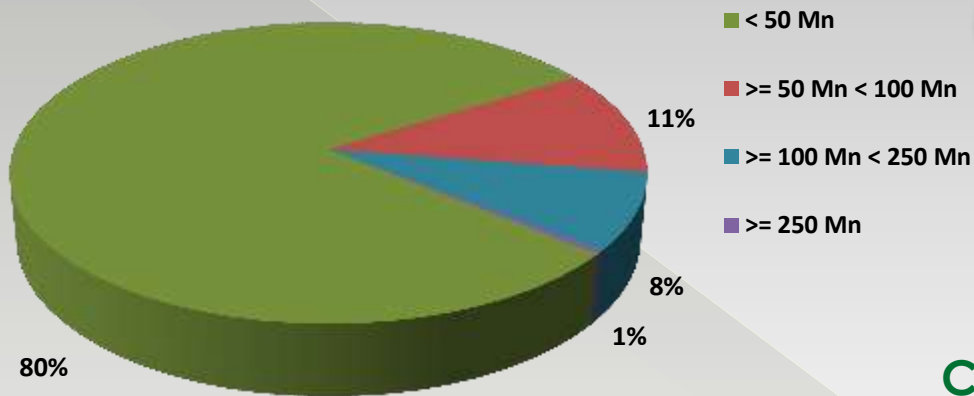
Advances (%)



ABG - Agri Banking , CBG – Commercial Banking, CIG – Corporate Banking, PBG – Personal Banking

Granular Loan Book

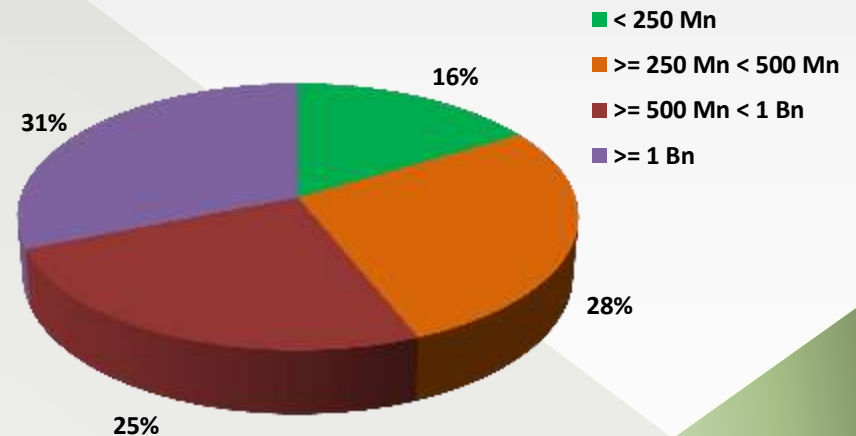
Commercial book



- Average ticket size of Rs 3.9 Mn
- 80% of commercial loans are less than Rs. 50 Mn

- Average ticket size of Rs 353 Mn
- 69 % of corporate loans are less than Rs.1 Bn

Corporate book



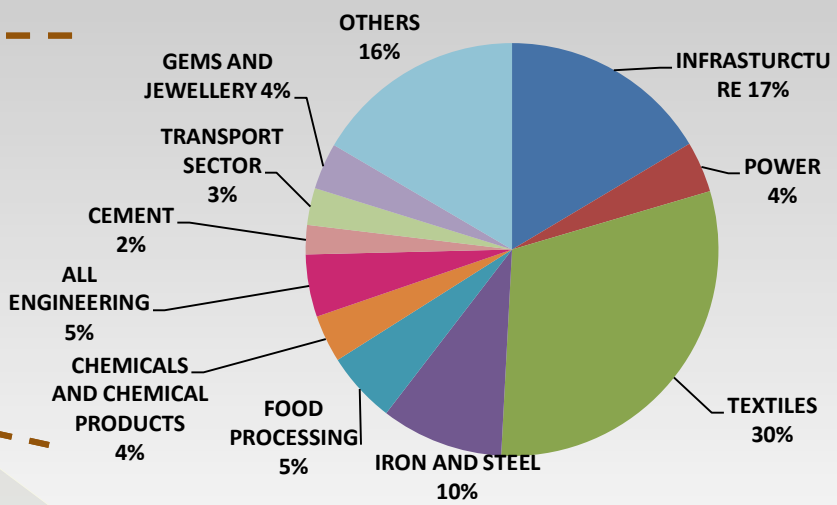
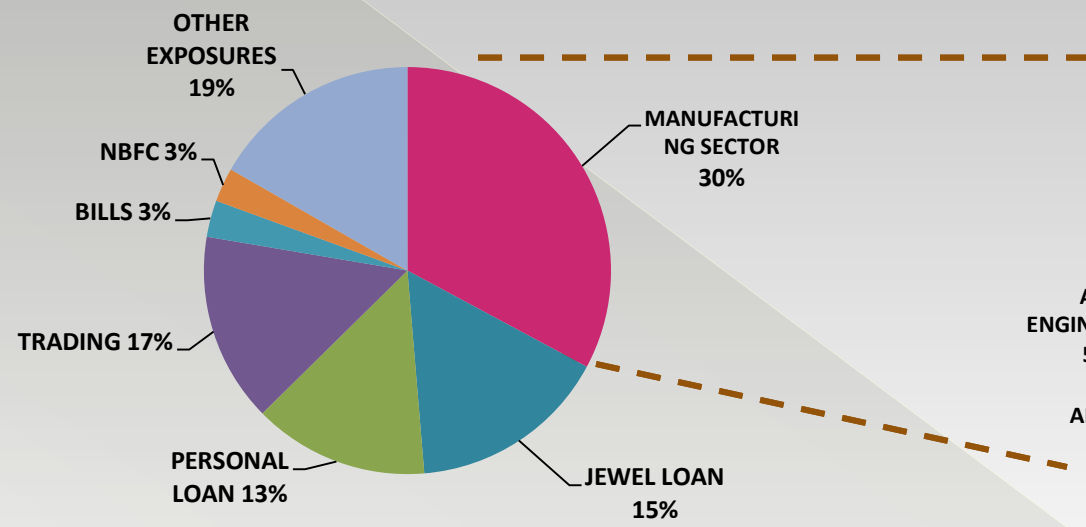
- Commercial Loans : Exposures upto Rs. 250 Mn
- Corporate Loans : Exposures above Rs. 250 Mn

Advances - Composition

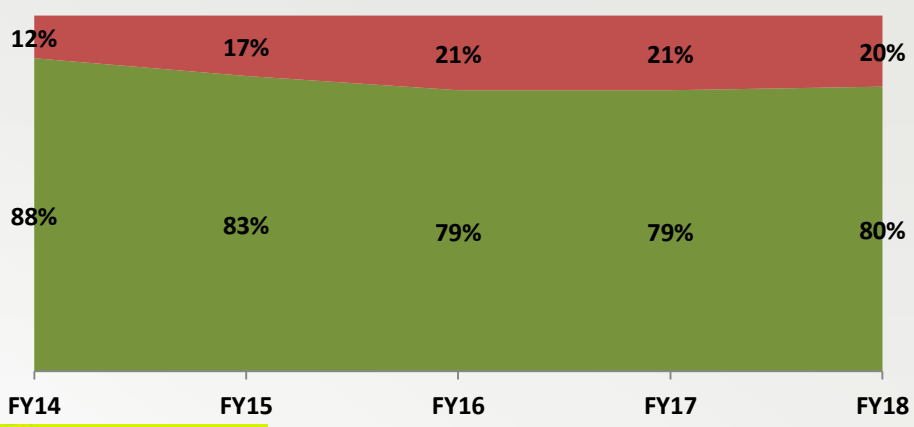
Sub-sectoral exposures well spread out; diversified industrial exposures (FY 17-18)

Rs.460 Bn

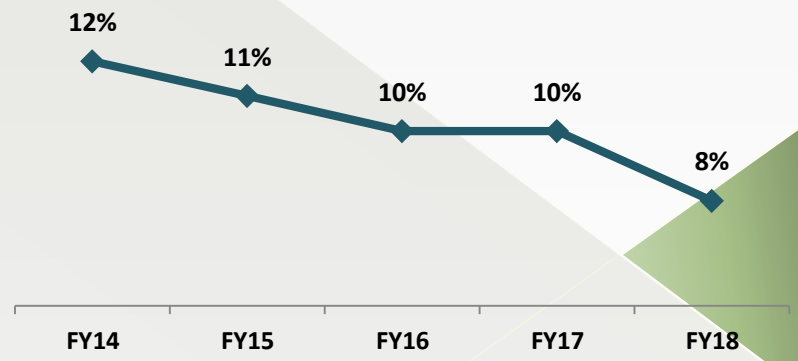
Breakup of Industrial exposure (Rs.136 Bn)



Working capital focus enables quicker repricing of loans



Low concentration: Top 20 borrowers (% of overall loans)



Advances – Sector Details

Particulars	Amount (Rs.in Crore)		% to Total Advance		Growth	
	Mar 18	Mar 17	Mar 18	Mar 17	Amt	%
Manufacturing sector	13,626	12,686	29.64	30.62	940	7.41
Trading	7,851	6,889	17.08	16.63	962	13.96
Jewel loan	7,092	6,159	15.43	14.86	933	15.15
Personal loans @	5,790	5,488	12.59	13.24	302	5.50
CRE	2,761	2,201	6.01	5.31	560	25.44
Bills	1,542	1,592	3.35	3.84	(50)	(3.14)
NBFC	1,295	1,159	2.82	2.80	136	11.73
Capital market	71	111	0.15	0.27	(40)	(36.04)
Others*	5,945	5,150	12.93	12.43	795	15.44
Total Advances	45,973	41,435	100.00	100.00	4,538	10.95

@ Vehicle, Housing, Deposit loans & Insta Loans

*Exposure to other service sectors.

Manufacturing Sector - Industry Wise

Industry	Amount (Rs.in Crore)		% to Total Advance		Growth over Mar 17	
	Mar 18	Mar 17	Mar 18	Mar 17	Amount	%
TEXTILES	4,154	3,769	9.0	9.1	385	10.2
INFRASTRUCTURE	2,787	2,964	6.1	7.2	(177)	(6.0)
BASIC METAL & METAL PRODUCTS	1,324	1,194	2.9	2.9	130	10.9
FOOD PROCESSING	749	536	1.6	1.3	213	39.7
ALL ENGINEERING	625	513	1.4	1.2	111	21.6
CHEMICALS & CHEMICAL PRODUCTS	513	522	1.1	1.3	(9)	(1.7)
GEMS & JEWELLERY	501	444	1.1	1.1	57	12.8
CONSTRUCTION	471	371	1.0	0.9	100	27.0
TRANSPORT SECTOR	400	396	0.9	1.0	4	1.0
RUBBER & PLASTIC PRODUCTS	361	355	0.8	0.9	6	1.7
CEMENT & CEMENT PRODUCTS	292	385	0.6	0.9	(93)	(24.2)
WOOD & WOOD PRODUCTS	304	268	0.7	0.6	36	13.4
PAPER & PAPER PRODUCTS	251	195	0.5	0.5	56	28.7
MINING & QUARRYING	187	304	0.4	0.7	(117)	(38.5)
BEVERAGES & TOBACCO	180	112	0.4	0.3	68	60.7
LEATHER & LEATHER PRODUCTS	61	37	0.1	0.1	24	64.9
GLASS & GLASSWARE	58	40	0.1	0.1	18	45
PETROLEUM	30	34	0.1	0.1	(4)	(11.8)
OTHER INDUSTRIES	379	247	0.8	0.6	132	53.4
TOTAL	13,626	12,686	29.6	30.6	940	7.4

Retail Portfolio

(Rs. in crore)

Segment	Amount (Rs. in crore)				
	Mar-18	Mar-17	Mar-16	Mar-15	Mar-14
Housing	2,795	2,330	2,094	1,757	1,387
Mortgage (LAP)	1,393	965	787	568	381
Vehicle	1,017	921	831	782	735
Jewel Loans	578	596	703	793	802
Personal Loans	296	316	354	356	353
Education Loans	261	266	245	207	169
Others	1,045	946	904	779	464
Total	7,385	6,340	5,918	5,242	4,291

Security Coverage

(Rs. in crore)

CATEGORY	31.03.18
Exposure backed by -	
Letter of Credit	895
Liquid Assets ^	7,836
Vehicles	1,747
Commodities	1,131
Total (1)	11,609
Exposure secured by Immovable Property (% Coverage)	
> 100%	23,485
90% to <100%	4,454
75% to <90%	2,091
50% to <75%	3,874
<50%	3,483
Total (2)	37,387
Exposure without Immovable property as security	
Corporate, Consortium, Government, IBPC etc.	2,679
Unsecured Exposure	416
Total (3)	3,095
Total Risk Assets outstanding – Fund and Non Funded (1+2+3)*	52,091

* Total risk assets excludes technical write off accounts

^Liquid Assets - Cash, Jewels, NSC/Insurance policies & other liquid assets

Coverage defined as (Value of Security)/Loan Principal O/s; & is based on available valuation.

Stress Accounts

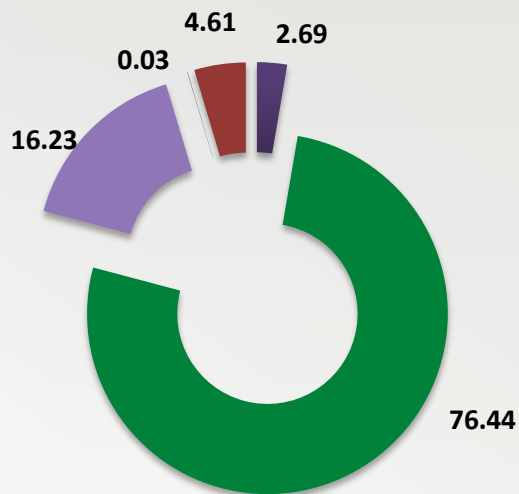
(Rs. in crore)

Category	31.03.18	31.03.17
SDR Outstanding	Nil	105
5/25	76	77
S4A Accounts	79	54
Sale to ARC during the year	Nil	Nil

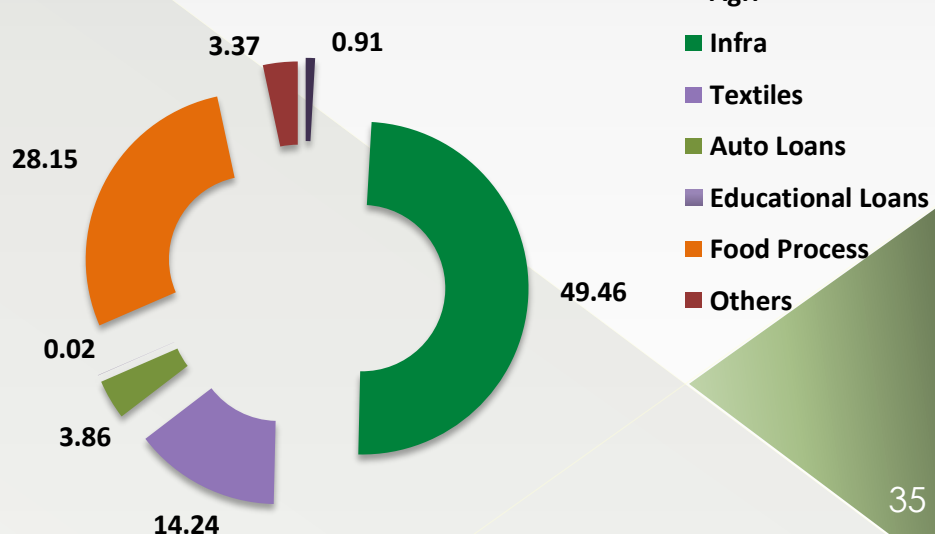
Sector-wise Restructured Advances

S. N.	SECTOR	AMOUNT (Rs. In Crore)		(%) to Total Rest. Adv	
		Mar-18	Mar-17	Mar-18	Mar-17
1	INFRASTRUCTURE	200.59	416.36	76.44	49.46
2	TEXTILES	42.59	119.88	16.23	14.24
3	AGRICULTURE	7.07	7.63	2.69	0.91
4	EDUCATIONAL LOANS	0.08	0.15	0.03	0.02
5	AUTO LOANS	-	32.47	-	3.86
6	FOOD PROCESSING	-	236.94	-	28.15
7	OTHERS	12.1	28.38	4.61	3.37
TOTAL		262.43	841.81	100	100
% to Total Standard Advance		0.57%	2.03%		

% to Total Restructured Advances-Mar 18



% to Total Restructured Advances-Mar 17



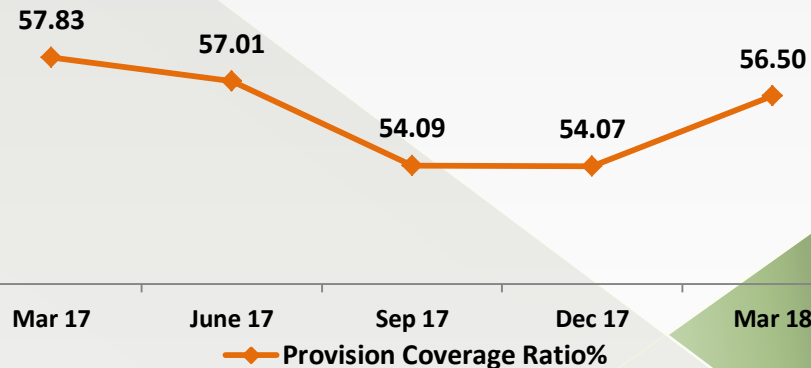
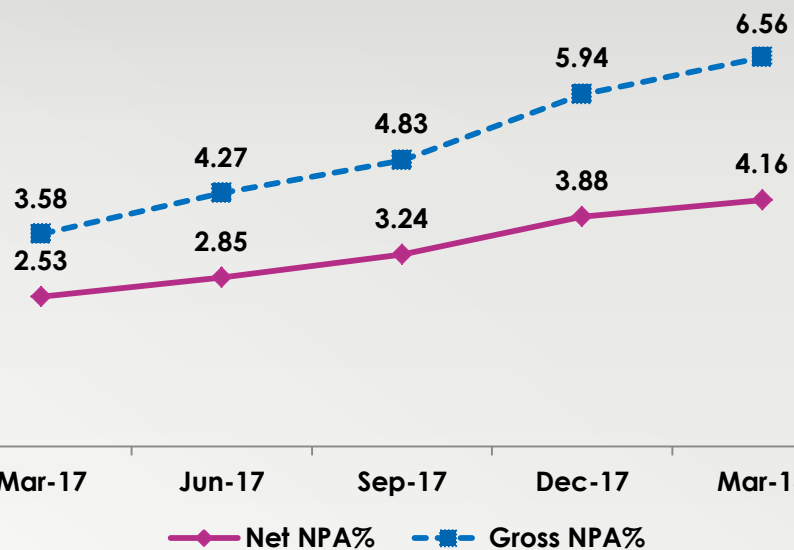
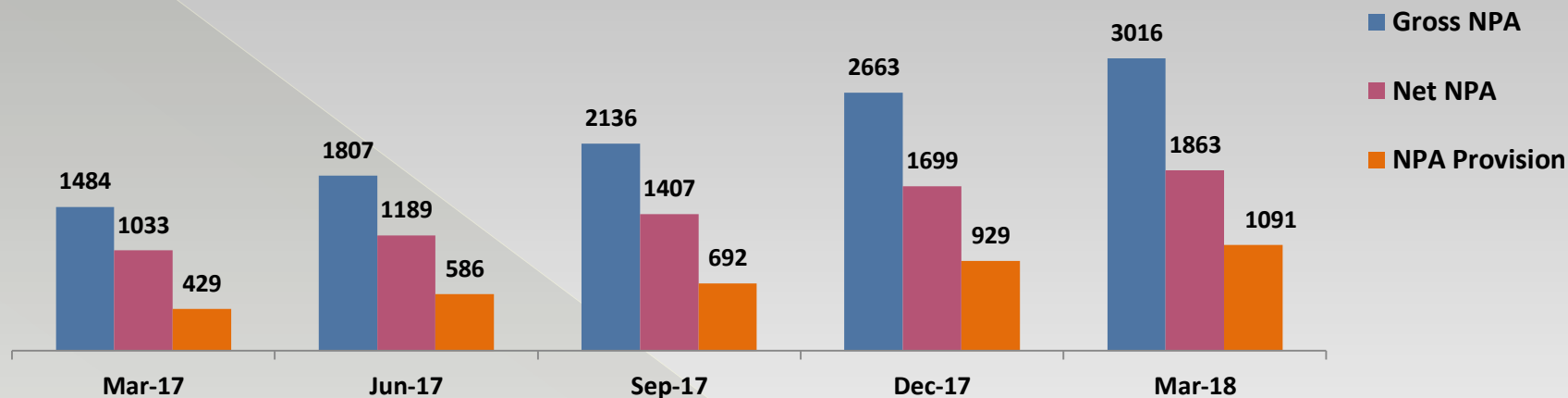
Movement of Restructured Advances

(Rs. in crore)

Particulars	Apr-17 to Mar-18		Jan-18 to Mar-18	
	No of A/c's	Amount	No of A/c's	Amount
Position at the beginning of the period - [A]	33	841.81	32	715.24
Addition during the period - [B]	3	0.05	-	-
Addition of facilities in existing A/c's - [C]	-	-	-	-
Addition through upgradation from NPA – [D]	2	0.04	-	-
Accounts closed during the period - [E]	5	0.60	1	0.08
Accounts ceasing to attract higher provision (upgradation)– [F]	3	9.97	3	10.21
Amount recovered during the period – [G]	-	11.00	-	7.66
Accounts slipping to NPA during the period - [H]	8	557.90	6	434.86
Position at the end of the period A+B+C+D-(E+F+G+H)	22	262.43	22	262.43

NPAs, Provisions & PCR

(Rs. in crore)



Movement of NPA

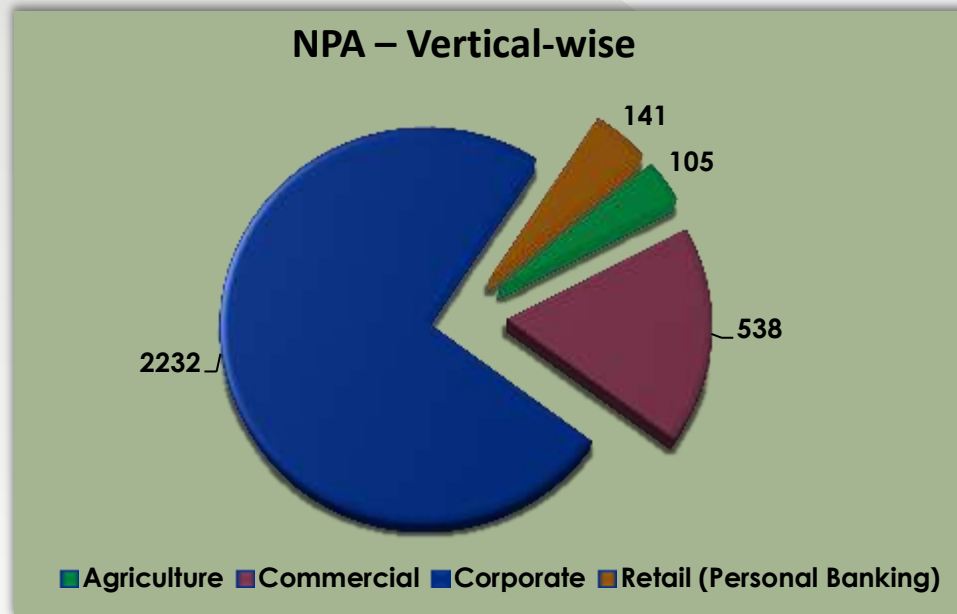
(Rs. in crore)

Particulars	Apr 17 - Mar 18	Apr 16 - Mar 17
Movement of Gross NPAs		
Opening Balance	1,484	511
Additions during the period	2,092	1,331
Reductions during the period	560	358
Closing Balance	3,016	1,484
Movement of Net NPAs		
Opening Balance	1,033	216
Additions during the period	1,103	941
Reductions/write off during the period	273	124
Closing Balance	1,863	1,033
NPA Provision movement		
Opening Balance	429	285
Provn. made during the period	1,024	484
Write off/Write back of excess provn.	362	340
Closing Balance	1,091	429

Vertical-wise Advances vis-à-vis NPA

(Rs. in crore)

VERTICAL	Advances O/s. as on 31.03.2018	NPA Addition during Q4	NPA as on 31.03.2018	Total Net NPA Addition during FY 17-18	% NPA Addition Q4 (annld.)
COMMERCIAL	16,095	63	538	191	1.56
CORPORATE	14,397	513	2,232	1,297	14.25
AGRICULTURE	7,861	11	105	16	0.56
RETAIL (PERSONAL BANKING)	7,620	2	141	28	0.10
TOTAL	45,973	589	3,016	1,532	5.12



Divergence Disclosure

(Rs. in crore)

Particulars	Amount
Divergence in NPA	651
<i>of which -</i>	
Loans classified as NPA prior to RBI Inspection (i.e. upto Q3 2017-18)	651
Loans classified as NPA consequent to RBI Inspection (i.e. in Q4 2017-18)	Nil
Incremental provision requirement post RBI Inspection	98

Credit & other Provisions (excl. Tax)

(Rs. in crore)

Particulars	FY 17-18	FY 16-17
Total Provisions	1,274	687
NPA	1,025	409
Standard Assets	(18)	(11)
A/c's referred to NCLT (Std)	12	-
Restructured (Incl. SDR,S4A,5/25 etc..)	(13)	-
Investment	91	38
Others (including loss on sale of assets to ARCs)	177	251

Availed benefits under deferred provision for NCLT A/cs of Rs.70 Crs and amortisation of MTM losses of Rs.24 Crs to be charged in the FY 18-19.

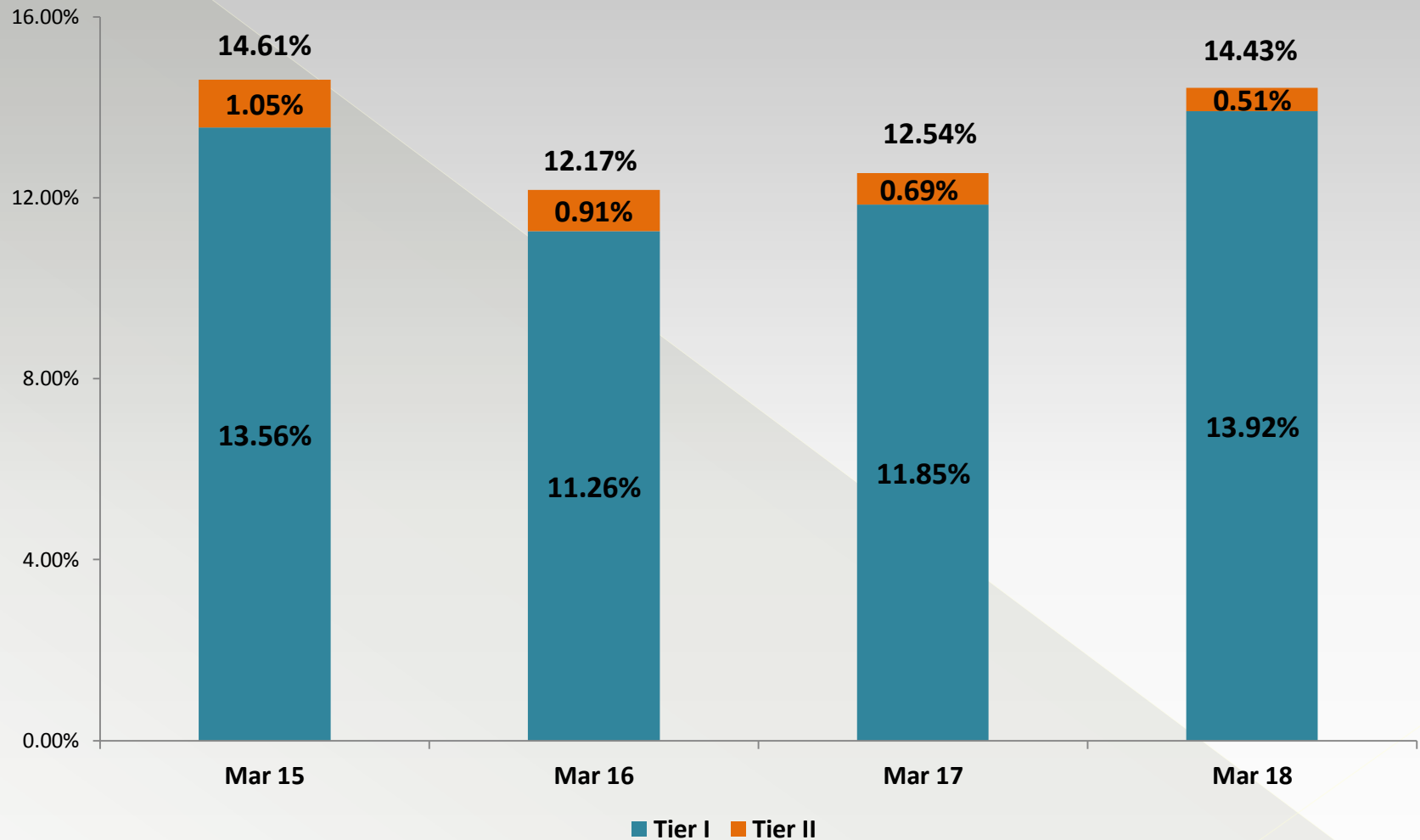
Credit & other Provisions (excl. Tax) - Qtly

(Rs. in crore)

Particulars	Q4 FY 17-18	Q4 FY 16-17
Total Provisions	394	217
NPA	414	198
Standard Assets	(27)	(2)
A/c's referred to NCLT (Std.)	7	-
Restructured (Incl. SDR,S4A,5/25 etc..)	(33)	(4)
Investment	33	25
Others	-	-

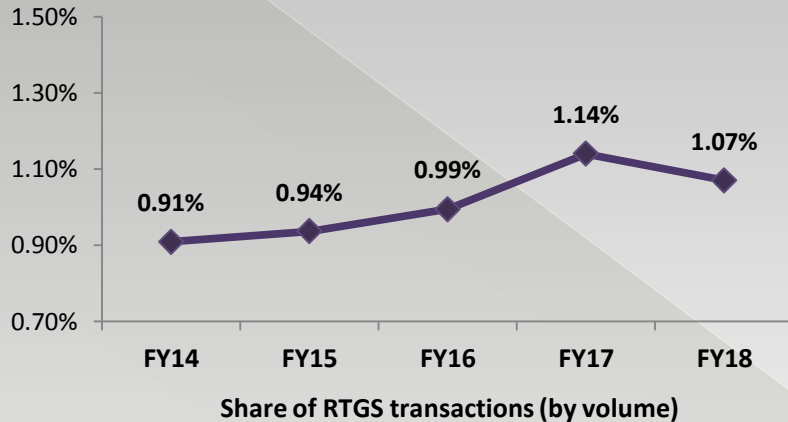
Capital Adequacy – Basel III

Entire Tier I comprises of CET1 capital, well above the min. requirement of 7.375%

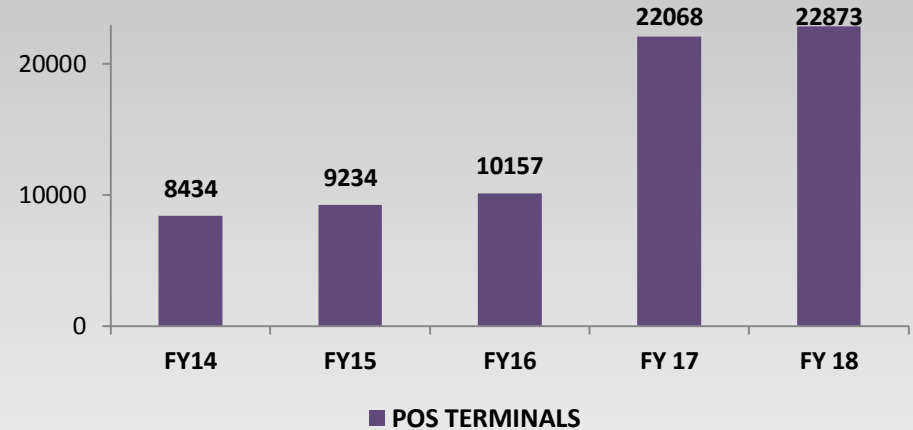


Leveraging Technology- Delivery Channels

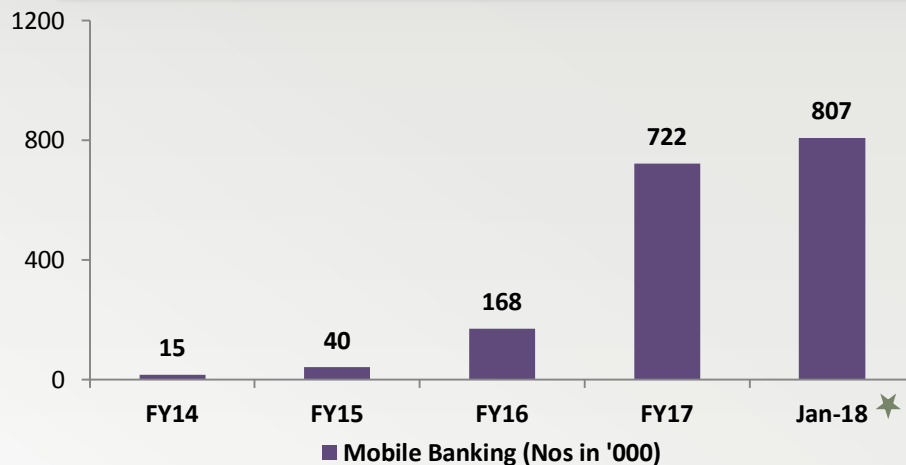
Market share in RTGS transactions



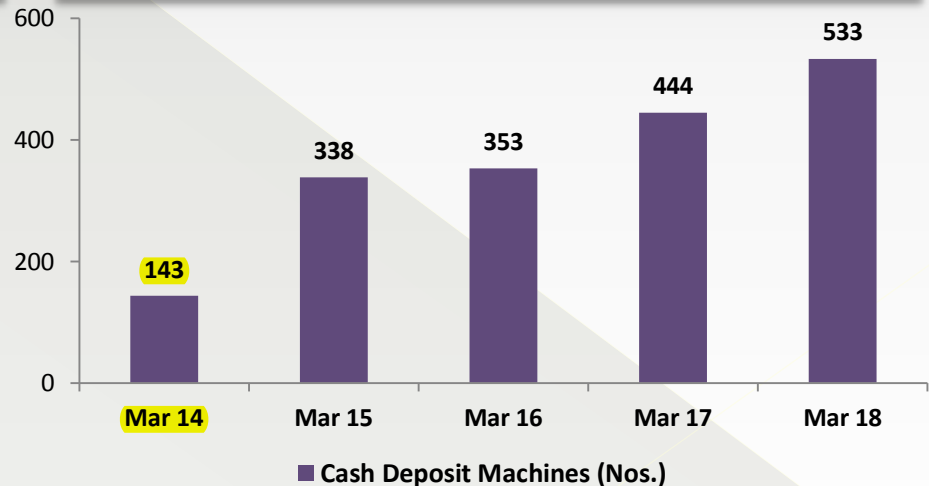
POS Terminals



Exponential growth in Mobile transactions

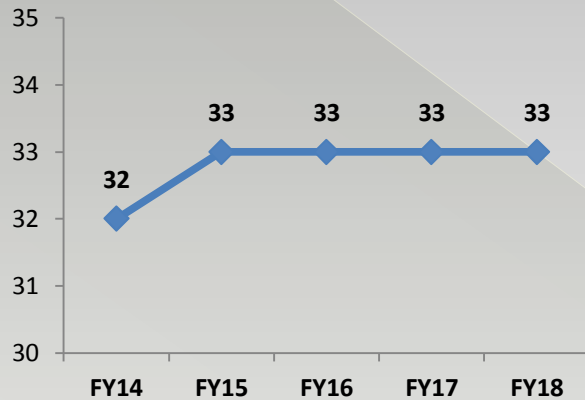


Cash Deposit Machines

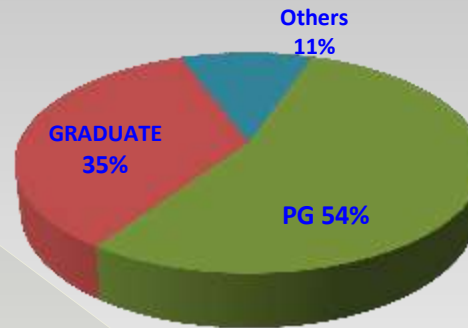


Human Resources

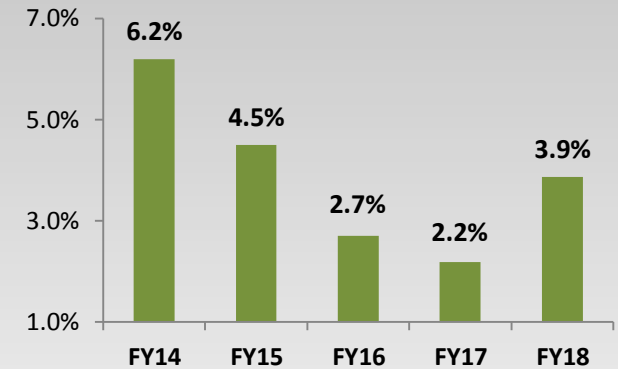
Young workforce (average 33 years).....



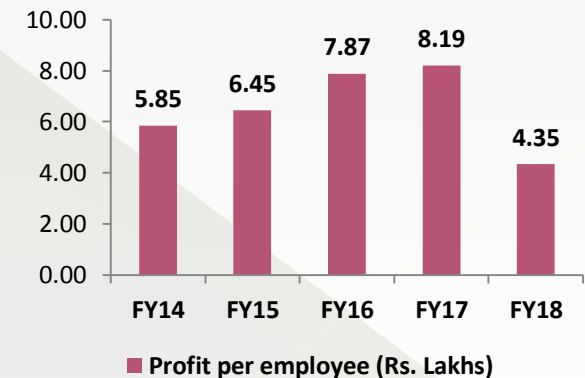
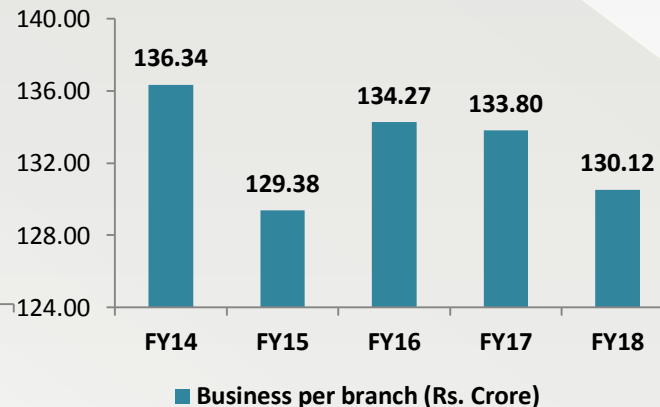
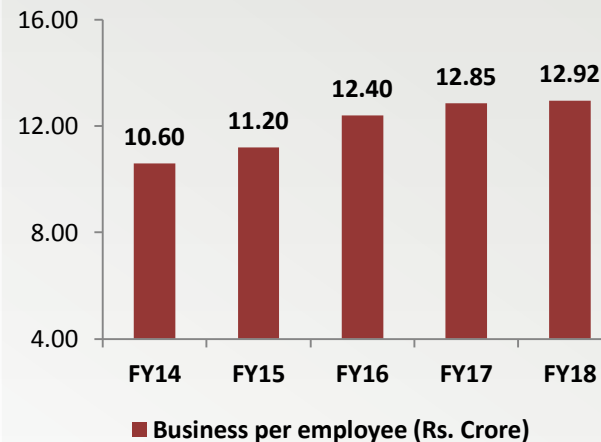
... and well qualified work force...



...with lower attrition ...



...leading to better productivity



Awards & Accolades



- ★ IDRBT- **Best Bank Award** - for innovative use of technology among Small Banks - **winner for 9 straight years**
- ★ Business World-PwC award for **Best Small Bank** 2016 -Runner up
- ★ Kamikaze Payments & Cards Summit - award for **Most Disruptive Payments Technology** of the year : **FASTag**
- ★ NSDL award : 2nd position in **Top Performer** for Demat accounts opened by Banks

A Decade of Progress

(Rs. in crore)

Year	2008-09	2009-10	2010-11	2011-12	2012-13	2013-14	2014-15	2015-16	2016-17	2017-18
Paid up Capital	53.95	54.44	94.49	107.18	107.18	107.18	121.63	121.86	121.86	145.33
Reserves	1296.21	1565.54	2020.05	2601.04	2978.01	3219.16	4124.44	451.09	4723.16	6066.38
Owned funds	1350.16	1619.98	2114.54	2708.22	3085.19	3326.34	4246.03	4572.95	4845.02	6211.71
CRAR - Basel II	14.92%	14.49%	14.41%	14.33%	14.41%	12.77%	14.63%	12.26		
Basel III						12.60%	14.62%	12.17	12.54	14.43
Deposits	15101	19272	24722	32112	38653	43758	44690	50079	53700	56,890
Advances	10563	13675	18052	24205	29706	34226	36691	39476	41435	45,973
Total Income	1711	2005	2482	3621	4695	5680	5977	6150	6405	6600
Operating Profit	418	463	600	726	849	838	943	1303	1571	1777
Net Profit	236	336	416	502	550	430	464	568	606	346
Dividend (%)	120	120	120	140	140	130	130	140	130	30
Branches (No.)	312	335	369	451	551	572	629	667	711	790
EPS (Rs.)	43.71	62.23	44.9	46.81	51.35	40.08	39.86	46.59	9.95*	4.98
Return on Assets	1.49%	1.76%	1.71%	1.56%	1.35%	0.86%	0.88%	1.03%	1.00%	0.53%
Book Value(Rs.)	250.25	297.6	193.04	252.68	287.85	308.91	348.42	375.25	79.51*	85.49
No of Employees	3941	4175	4574	5673	6730	7339	7197	7211	7400	7956

*During the Financial Year 2016-17, one Equity Share face value of Rs.10/- each was subdivided into five Equity Shares face value of Rs.2/- each

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