

PRESS RELEASE

Un-Audited (Reviewed) Financial Results

'Q1 FY 2012 – 13'

Operating Profit at ₹ 457.92 cr ↑ by 48.80 %



Net Profit at ₹ 238.63 cr ↑ by 41.97 %



Net Interest Income (NII) ↑ by 37.10 %



Net Interest Margin ↑ by 16 bps at 3.06 %



Gross NPA Ratio ↓ from 1.86% to 1.80 %



Net NPA Ratio ↓ from 1.08% to 1.01 %



Business Mix ↑ by 31.33 %



CASA at 30.91%



Agriculture Credit by 70.27%



MSME Credit ↑ by 31.26 %



Retail Banking Credit ↑ by 17.46 %



Capital Adequacy Ratio (Basel- II) at 12.35%



Tier I Capital ↑ by 23.26 %



Net Worth at ₹ 4454 cr ↑ by 26.11%



Earning Per Share (EPS) at ₹ 6.82 ↑ by 35.32%



BUILDING HUMAN ASSETS:

SKILL BUILDING: FOR CUSTOMER SATISFACTION & ENHANCED PRODUCTIVITY

- Bank has been imparting training to employees as an on-going process for development / improvement of their knowledge, skill and business confidence. Such training programmes are conducted in-house through various training centres and also through reputed institutes like NIBM, CAB, BIRD, ASCI, MDI, and JNIDB etc. Bank is also nominating for training programmes in different foreign locations.
- Recruitment of fresh talent- Bank has completed process of recruitment of 500 Probationary Officers & 1090 clerks; selected candidates will join Bank shortly.
- During 2012-13, Bank will further initiate process of recruiting 193 Specialist/ Probationary Officers.

STRATEGIES:

- ❖ MSME has been identified as one of the growth engines for increasing credit portfolio of the Bank. Central Processing Cells are set-up in all the 21 Regional offices for speedy processing of MSME proposals. Interest rates on MSME advances are also significantly reduced to make it competitive. Bank has also entered into tie-up with different auto manufacturers for financing of 3 wheelers. The Bank is having 95 specialized MSME Branches for better servicing to MSME Sector.
- ❖ Bank has appointed IDBI Intech (a PSU owned by IDBI) to suggest strategies and assist in the implementation of Business Processing Re-engineering exercise.
- ❖ With the advancement of banking technology, Bank has kept pace by introducing state of the art products and services for its customers in the form of Internet

banking, ATM, Mobile Banking, Phone Banking etc. During the current year the Bank has ambitious plan to expand the range of offerings through alternate delivery channels as under:

- Utility Bill Payment through ATM and Mobile Banking.
- Income Tax payments through ATM
- Establishing call centre
- Card less remittance through ATM
- Issue of Gift & Travel Cards

FINANCIAL INCLUSION PLAN

- ❖ The Bank has successfully implemented Financial Inclusion Plan (FIP) which envisages road map for provision of banking services through banking outlet in 730 villages allocated to it.
- ❖ Bank has set up Ultra Small Branches in 683 villages, which are serviced through Business Correspondent Model.
- ❖ Similarly Bank has embarked upon urban financial inclusion plan for providing banking services to migrant workers/laborers in select urban areas in the state of Gujarat. So far 5 kiosks have been set up & Bank has plan to set up 100 Kiosks in urban areas during FY 2012-13.
