



WELCOME

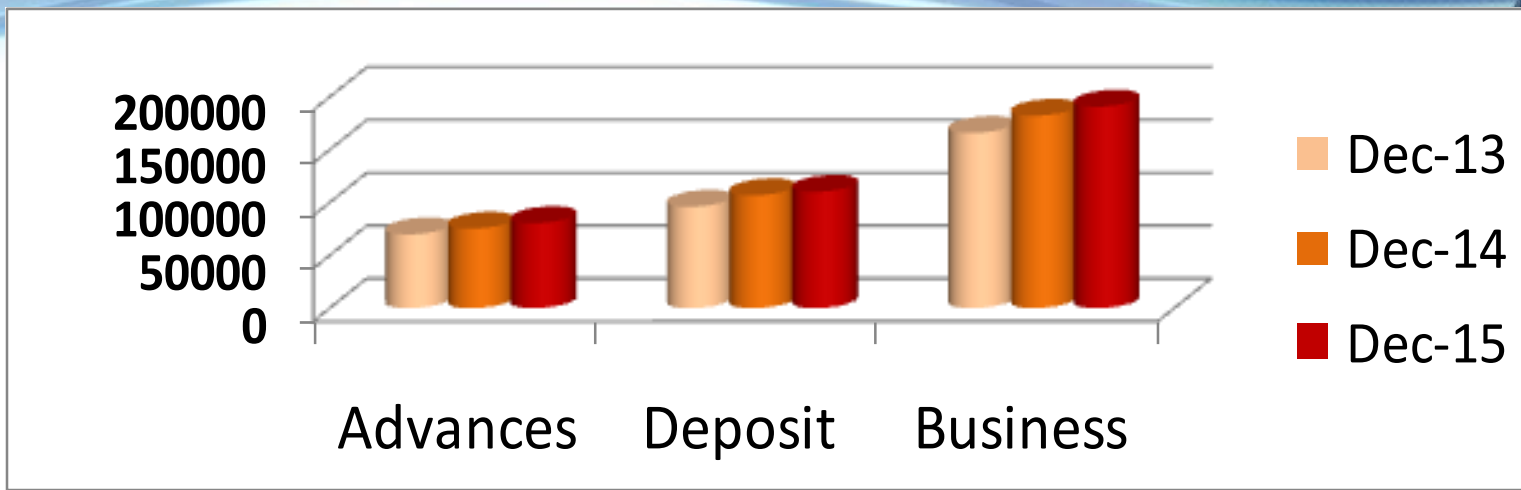
TO

ANALYST MEET

10th February 2016

**Un-Audited/ Reviewed Financial Results For the
Quarter / Nine Months ended Dec 31,2015**

BUSINESS PROFILE



[₹ cr]

Parameter	Dec 13	Dec 14	Dec 15	Y-o-Y % Growth
Gross Advances	69,894.80	75,356.28	80,406.31	6.70
Total Deposits	96,081.40	1,06,906.70	1,10,317.89	3.19
Total Business	1,65,976.20	1,82,262.98	1,90,724.19	4.64

KEY INDICATORS



[₹ cr]

Particulars	Full Year	Quarter			Increase [%]	Nine Months		Increase [%]
	Mar 15	Sept 15	Dec 14	Dec 15		Dec 14	Dec 15	
Operating Profit	1,330.27	282.83	319.90	182.47	[42.96]	952.47	691.60	[27.39]
Net Profit	265.48	38.76	76.56	[662.85]	[-ve]	209.66	[608.93]	[-ve]
Total Income	11,484.82	2,872.08	2,867.32	2,722.23	[5.06]	8,577.12	8,509.18	[0.79]
Total Expenses	10,154.55	2,589.25	2,547.42	2,539.76	[0.30]	7,624.65	7,817.58	2.53
Provision & Contingencies	1,064.79	244.07	243.34	845.32	247.38	742.81	1,300.53	75.08

INCOME

 [₹ cr]
 

Particulars	Full Year	Quarter			Increase [%]	Nine Months		Increase [%]
	Mar 15	Sept 15	Dec 14	Dec 15		Dec 14	Dec 15	
Total Income	11,484.82	2,872.08	2,867.32	2,722.23	[5.06]	8,577.12	8,509.18	[0.79]
Interest Income	10,763.49	2,680.32	2,671.11	2,559.17	[4.19]	8,057.14	8,008.25	[0.61]
Advances	7,970.30	1,969.68	1,970.96	1,844.59	[6.41]	5,973.74	5,845.48	[2.15]
Investments	2,541.92	633.39	637.76	652.51	2.31	1,900.03	1,946.09	2.42
Other	251.27	77.25	62.39	62.07	[0.51]	183.37	216.68	18.16
Non Interest Income	721.33	191.76	196.21	163.06	[16.90]	519.98	500.93	[3.66]

NON INTEREST INCOME

 [₹ cr]
 

Particulars	Full Year	Quarter			Increase [%]	Nine Months		Increase [%]
	Mar 15	Sept 15	Dec 14	Dec 15		Dec 14	Dec 15	
Comm. Exchange, Brokerage	211.55	57.55	47.97	51.51	7.38	152.10	155.91	2.51
Exchange Earned on Forex	76.29	32.77	18.00	8.45	[53.06]	61.53	68.64	11.56
Profit on Sale of Investment	130.01	26.19	46.42	21.51	[53.66]	99.81	45.46	[54.45]
Recovery in written off a/cs	33.99	9.85	9.37	18.25	94.77	20.84	49.52	137.61
Process Fee	102.84	22.70	19.96	26.22	31.36	59.30	69.18	16.66
Other Income	166.65	42.70	54.49	37.11	[31.89]	126.40	112.22	[11.21]
Total	721.33	191.76	196.21	163.06	[16.90]	519.98	500.93	[3.66]

NET INTEREST INCOME



[₹ cr]

Particulars	Full Year	Quarter			Nine Months	
	Mar 15	Sept 15	Dec 14	Dec 15	Dec 14	Dec 15
Net Interest Income	2,447.87	656.90	602.33	566.49	1,839.15	1,851.58
Net Interest Margin [%]	2.25	2.34	2.23	2.02	2.26	2.18

EXPENSES

[₹ cr]

Particulars	Full Year	Quarter			Increase [%]	Nine Months		Increase [%]
	Mar 15	Sept 15	Dec 14	Dec 15		Dec 14	Dec 15	
Total Expenses	10,154.54	2,589.25	2,547.42	2,539.76	[0.30]	7,624.65	7,817.58	2.53
Interest Expenses	8,315.62	2,023.42	2,068.78	1,992.68	[3.68]	6,217.99	6,156.68	[0.99]
Deposits	7,989.13	1,924.12	2,011.37	1,870.16	[7.02]	5,978.10	5,838.66	[2.33]
Others	326.49	99.30	57.41	122.52	113.41	239.89	318.02	32.57
Operating Expenses	1,838.92	565.83	478.64	547.08	14.30	1,406.66	1,660.90	18.07
a. Salaries	1,116.68	369.18	302.55	360.12	19.03	889.04	1,084.86	22.03
b. Other Operating Expenses	722.24	196.65	176.09	186.96	6.17	517.62	576.04	11.29

PROVISIONS & CONTINGENCIES

[₹ cr]



Particulars	Full Year	Quarter			Increase [%]	Nine Months		Increase [%]
	Mar 15	Sept 15	Dec 14	Dec 15		Dec 14	Dec 15	
NPA	1,114.74	286.77	194.56	1,002.24	415.13	748.81	1,629.84	117.65
Tax Expense	[198.08]	[39.45]	2.01	[121.65]	[-ve]	[41.80]	[274.71]	[-ve]
Investment Depreciation	[70.01]	[7.71]	[7.13]	16.29	[-ve]	[71.49]	23.15	[-ve]
Standard Assets	88.31	[1.40]	12.16	[12.79]	[-ve]	18.42	6.16	[66.56]
FITL	96.53	7.92	22.73	[28.35]	[-ve]	58.82	[37.72]	[-ve]
NPV of Restructured A/cs	27.12	[5.16]	16.08	0.63	[96.08]	23.26	[41.13]	[-ve]
Others	6.18	3.10	2.93	[11.05]	[-ve]	6.79	[5.06]	[-ve]
Total Provisions	1,064.79	244.07	243.34	845.32	247.38	742.81	1,300.53	75.08

RESOURCES / DEPLOYMENT



[₹ cr]

Particulars	Mar 15	Sept 15	Dec 14	Dec 15	Growth %
Current Deposits	6,414.50	6,211.08	6,201.00	5,966.67	[3.78]
Savings Deposits	25,706.03	26,168.37	23,937.22	26,101.79	9.04
CASA Deposits	32,120.53	32,379.45	30,138.22	32,068.46	6.40
Term Deposits	72,927.67	68,864.29	68,912.84	73,518.23	6.68
Aggregate Deposits	1,05,048.20	1,01,243.74	99,051.06	1,05,586.69	6.60
CASA [%] to Total Deposits	27.71	30.42	28.19	29.07	
Inter Bank Deposits	10,887.88	5,186.07	7,855.64	4,731.19	[39.77]
TOTAL DEPOSITS	1,15,936.08	1,06,429.81	1,06,906.70	1,10,317.89	3.19
GROSS ADVANCES	80,629.24	77,204.38	75,356.28	80,406.31	6.70
BUSINESS MIX	1,96,565.32	1,83,634.19	1,82,262.98	1,90,724.19	4.64

ADVANCES



[₹ cr]

Particulars	Mar 15	Sept 15	Dec 14	Dec 15
Gross Advances	80,629	77,204	75,356	80,406
[Growth %]	[2.55]	[2.44]	[7.81]	[6.70]
Priority Sector	28,454	32,434	27,770	32,768
[Growth %]	[8.72]	[25.01]	[33.07]	[17.99]
Agriculture	11,866	14,655	11,526	15,254
[Growth %]	[48.03]	[28.67]	[52.56]	[32.34]
MSME	15,256	13,966	13,787	*13,096
[Growth %]	[15.42]	[7.73]	[15.84]	[-5.01]
Retail	10,910	10,415	10,005	10,681
[Growth %]	[12.41]	[8.12]	[14.04]	[6.75]
CD Ratio	69.55	72.54	70.49	72.89

* Decline due to shifting of loan to Agri. Processing Units of Rs 1297 cr to Direct Agriculture as per new guidelines. The growth in Direct agriculture would have been 21% and MSME 4.4% with the exclusion of above changes.

COMPOSITION OF ADVANCES



[₹ cr]

Particulars	Outstanding as of				Growth over Dec 14		% to Total Advances
	Mar 15	Sept 15	Dec 14	Dec 15	Amt	%	
Agriculture	11,866	14,565	11,526	15,254	3,728	32.34	18.97
MSME	15,256	13,966	13,787	* 13,096	[691]	[5.01]	16.29
Large Industries	29,645	27,579	26,237	30,521	4,284	16.33	37.96
Retail	10,910	10,409	10,005	10,681	676	6.75	13.28
Food Credit	1,524	1,373	1,402	1,486	84	5.99	1.85
Others	10,982	9,312	12,399	9,368	[3,031]	[24.44]	11.65
Total	80,629	77,204	75,356	80,406	5,050	6.70	100

* Decline due to shifting of loan to Agri. Processing Units of Rs 1297 cr to Direct Agriculture as per new guidelines. The growth in Direct agriculture would have been 21% and MSME 4.4% with the exclusion of above changes.

RETAIL PORTFOLIO

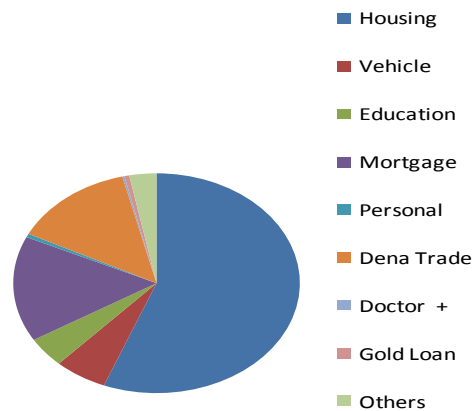


[₹ cr]	Mar 15	Sept 15	Dec 14	Dec 15	Y-o-Y Growth %
Direct Retail	8,969.08	9,101.34	8,681.32	9,431.85	8.65
Total Retail	10,910.26	10,415.04	10,005.16	10,681.36	6.76
% of Gross Advances	13.53	13.48	13.20	13.28	

[₹ cr]

Segment	Amount	% To Total Retail
Housing	4,866.68	50.50
Vehicle	591.37	6.14
Education	471.56	4.89
Mortgage	1,622.50	16.84
Personal	36.33	0.38
Dena Trade	1,434.75	14.89
Doctor +	23.91	0.25
Gold Loan	61.96	0.64
Others	527.46	5.47
Total	9,636.52	100

Retail Advances



PRIORITY SECTOR LENDING



[₹ cr]

Sr No	Particulars	Mar 15	Sept 15	Dec 14	Dec 15	Y-o-Y	Targets FY 15-16
1	Agriculture	11,865.89	14,654.64	11,526.00	15,254.09	32.34	15,300
2	MSME-PS	13,003.45	14,011.90	12,075.00	13,189.10	9.22	15,200
3	Others	3,584.19	3,767.95	4,169.00	4,325.00	3.74	4,500
4	Total PSL	28,453.53	32,434.49	27,770.00	32,768.19	17.99	34,000
5	PSL % to ANBC	35.03%	38.25%	34.18 %	38.64 %		

TREASURY MANAGEMENT

[₹ cr]

Particulars	Sept 15	Dec 14	Dec 15	% Growth	% to Total Investment
Gross Investment	32,643.91	32,728.21	34,118.16	4.25	100.00
Of which					
(i) HFT	536.73	732.23	705.99	[3.58]	2.07
(ii) AFS	7,462.43	6,820.31	9,060.33	32.84	26.56
(iii) HTM	24,644.76	25,175.57	24,351.84	[3.27]	71.38
SLR Investment	29,502.53	28,688.91	30,976.33	7.97	90.79
Non-SLR Investment	3,141.38	4,039.20	3,141.83	[22.22]	9.21
of which – Rated	3,121.67	3,876.42	3,122.12	[19.46]	9.15
– Unrated	19.71	162.78	19.71	[87.89]	0.06
Average Yield on all Investments [FY]	7.75	7.77	7.78		
Trading Profits [FY]					
HFT	[1.96]	7.87	[0.84]		
AFS	25.84	30.95	37.38		
HTM	0.08	7.60	8.93		
Total	23.96	46.42	45.47		
VAR	26.47	29.36	48.65		
Duration (Yrs)					
AFS + HFT	5.46	4.60	5.80		
HTM	4.18	4.47	4.03		
Total	4.48	4.50	4.52		

ADVANCES - CLASSIFICATION



[₹ cr]

Asset Category	Mar 15		Dec 14		Dec 15	
	Amount	% age	Amount	% age	Amount	% age
Standard	76,236.21	94.55	71,126.36	94.39	72,489.84	90.15
Sub Standard	1,568.49	1.95	1,778.01	2.35	2,732.28	3.40
Doubtful	2,571.96	3.19	2,325.88	3.09	4,965.01	6.18
Loss	252.59	0.31	126.03	0.17	219.18	0.27
Total NPAs	4,393.04	5.45	4,229.92	5.61	7,916.47	9.85
Total	80,629.25	100	75,356.28	100	80,406.31	100.00

MOVEMENT OF NPA

[₹ cr]



Particulars	Full Year	Quarter			Nine Months	
	Mar 15	Sept 15	Dec 14	Dec 15	Dec 14	Dec 15
Gross NPA Opening Balance	2,616.03	4,840.70	3,861.26	5,282.62	2,616.03	4,393.04
Less: Cash recoveries	594.70	91.50	133.93	147.05	269.90	367.90
Less: Up gradations	786.98	76.57	140.31	55.40	539.86	264.28
Less: Write off	515.30	122.32	105.35	85.35	222.73	306.95
Total Reductions	1,896.98	290.39	379.59	287.80	1,032.49	939.13
Add: Slippage & Debit Operations	3,673.99	732.31	748.25	2,921.65	2,646.38	4,462.56
GROSS NPA	4,393.04	5,282.62	4,229.92	7,916.47	4,229.92	7,916.47
GROSS NPA [%]	5.45	6.84	5.61	9.85	5.61	9.85
NET NPA	3,014.30	3,493.45	2,928.54	5,176.27	2,928.54	5,176.27
NET NPA [%}	3.82	4.65	3.97	6.68	3.97	6.68
Recovery in w/o A/cs	33.99	9.85	9.37	20.09	20.84	53.88

EXPOSURE TO MAJOR INDUSTRIES



[₹ cr]

Sector	Mar 15		Dec 14		Dec 15	
	Amount	% age	Amount	% age	Amount	% age
Infrastructure	15,335.71	19.02	13,987.46	18.56	15,047.98	18.71
Power	9,945.68	12.34	9,696.38	12.87	9,468.00	11.78
Telecom	1,204.06	1.49	1,171.69	1.55	1,313.76	1.63
Roads & Ports	2,650.51	3.29	2,425.69	3.22	2,671.90	3.32
Other Infra	1,535.46	1.90	693.70	0.92	1,594.32	1.98
Metal incl Iron & Steel	4,333.69	5.37	3,979.63	5.28	4,529.67	5.63
Textiles	4,308.49	5.34	4,171.66	5.54	4,473.07	5.56
Chemical & Chemical Products	1,237.81	1.54	1,196.10	1.59	1,154.43	1.44
All Engineering	2,783.96	3.45	2,825.50	3.75	3,062.50	3.81
Gems & Jewellery	769.51	0.95	728.29	0.97	760.93	0.95
Food Processing	1,471.22	1.82	1,430.49	1.90	1,742.64	2.17
Construction	1,593.78	1.98	1,205.79	1.60	2,281.48	2.84

RESTRUCTURED ADVANCES



[₹ cr]

Sector	Mar 15		Sept 15		Dec 14		Dec 15	
	Amount	% age	Amount	% age	Amount	% age	Amount	% age
Agriculture	108.97	1.11	111.47	1.07	96.53	1.12	111.56	1.08
Power	3,735.98	38.01	4,078.62	39.29	3,385.94	39.42	4,072.03	39.35
Textiles	754.89	7.68	388.20	3.74	730.49	8.51	386.61	3.74
Cement & Products	298.44	3.04	278.60	2.68	240.22	2.80	283.17	2.74
Iron & Steel	1,201.00	12.22	1,464.41	14.11	1,030.54	12.00	1,473.07	14.23
Telecom	413.11	4.20	432.13	4.16	388.40	4.52	422.89	4.09
Civil Aviation	160	1.63	159.83	1.54	161.40	1.88	159.11	1.54
Hotel	108.51	1.10	62.10	0.60	107.25	1.25	62.37	0.60
Petro Chemical	72.14	0.73	71.37	0.69	70.95	0.83	70.72	0.68
Other Infra.	711.23	7.24	400.62	6.36	586.45	6.83	420.83	4.07
Others	2,264.51	23.04	2,932.21	25.75	1,790.47	20.85	2,883.74	27.88
Total	9,828.78	100.00	10,379.56	100.00	8,588.64	100.00	* 10,348.51	100.00

Restructuring of SEB (DISCOM) of ₹ 3194.66 cr [30.87% of total restructured portfolio]. Out of which ₹ 3043.26 cr are covered by State Govt.

* This includes ₹ 2,256.62 cr which has already been classified as NPA .

CAPITAL ADEQUACY

[₹ cr]



[₹ cr]	31.03.2015	30.09.2015	31.12.2014	31.12.2015
Net Worth	5,959.69	6,285.99	5,800.23	5,526.45
Risk Weighted Assets	84,728.95	84,524.56	79,978.35	85,957.67
Total Capital Funds	9,256.76	9,484.64	8,605.93	8,749.04
Tier I Capital	6,495.63	6,776.90	5,677.14	6,065.22
Tier II Capital	2,761.13	2,707.74	2,928.79	2,683.82

Capital Adequacy Ratio				
[₹ cr]	31.03.2015	30.09.2015	31.12.2014	31.12.2015
Under Basel II	11.21	12.03	11.39	10.99
Tier I	7.32	8.19	7.28	7.22
Tier II	3.89	3.84	4.11	3.77
Under Basel III	10.93	11.22	10.76	10.17
Tier I	7.67	8.02	7.10	7.05
Tier II	3.26	3.20	3.66	3.12

KEY RATIOS



Ratios		Full Year	Quarter			Nine Months	
		Mar 15	Sept 15	Dec 14	Dec 15	Dec 14	Dec 15
A	Cost of Deposits [%]	7.66	7.26	7.71	7.13	7.69	7.30
B	Cost of Funds [%]	7.71	7.29	7.71	7.17	7.71	7.35
C	Yield on Advances [%]	10.89	10.43	10.85	9.63	10.91	10.22
D	Yield on Investments [%]	7.80	7.76	7.90	7.78	7.77	7.75
E	Yield on Funds [%]	9.42	9.06	9.44	8.52	9.45	8.96
F	Net Interest Margin [%]	2.25	2.34	2.23	2.02	2.26	2.18
G	Provision Coverage Ratio [Incl Tech W/O]	52.97	53.12	50.94	49.00	50.94	49.00

KEY RATIOS



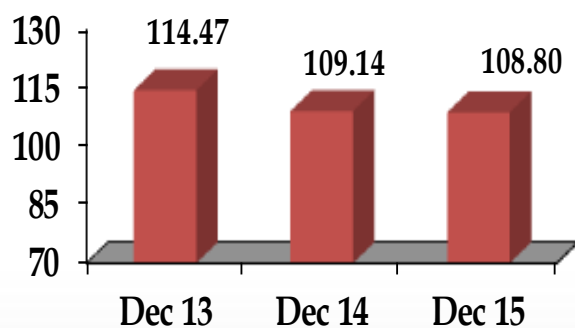
Ratios		Full Year	Quarter			Nine Months	
		Mar 15	Sept 15	Dec 14	Dec 15	Dec 14	Dec 15
A.	Cost to Income Ratio	58.02	66.67	59.94	74.99	59.63	70.60
i)	Staff Cost to Income Ratio	35.24	43.50	37.89	49.36	37.69	46.11
ii)	Other Overhead to Income Ratio	22.78	23.17	22.05	25.63	21.94	24.49
B	Net Profit to Total Income	2.31	1.35	2.67	[24.35]	2.44	[7.16]
C	Return on Assets [Annualised]	0.22	0.13	0.25	[2.18]	0.23	[0.66]
D	Return on Equity [Annualised]	4.08	2.24	4.77	[39.12]	4.34	[12.40]
E	Earning Per Share ₹	4.94	0.69	1.42	[10.27]	3.90	[10.33]
F	Book Value ₹	119.84	109.26	122.95	97.49	122.95	97.49

PRODUCTIVITY RATIOS

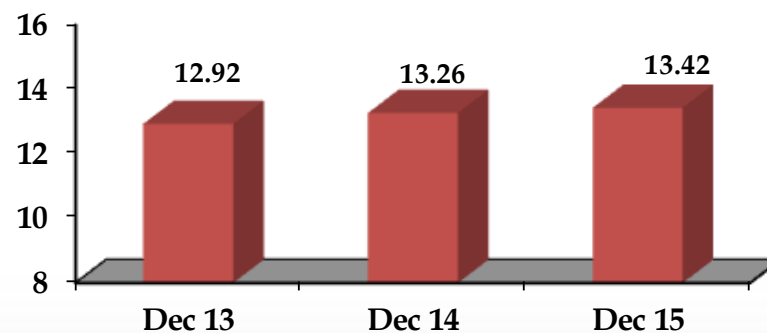


Particulars	March 15	Dec 14	Dec 15
Business per Branch [₹ cr]	118.13	109.14	108.80
Business per Employee [₹ cr]	14.42	13.26	13.42
Profit Per Branch [₹ lacs]	15.95	16.74	[46.32]
Profit Per Employee [₹ lacs]	1.95	2.03	[5.71]

- Staff strength has increased by 427 during the period to cater the requirement of new branches.

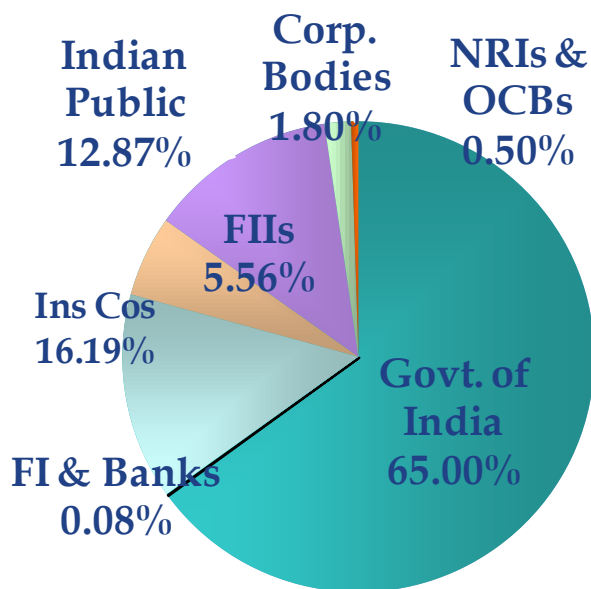


■ Business per Branch



■ Business per Employee

SHARE HOLDING PATTERN



- Share Capital ₹ 645.26 cr
- No. of Shares 64.52 cr
- Net worth ₹ 5,526.45 cr
- B. V. per share ₹ 97.49
- Return on Equity [12.40 %] (annualised)

Govt. of India	65.00
FII	5.56
Insurance Companies	14.19
FIs/Banks	0.08
Mutual Funds	0.00
Bodies Corporate	1.80
NRI & OCBs	0.50
Public	12.87

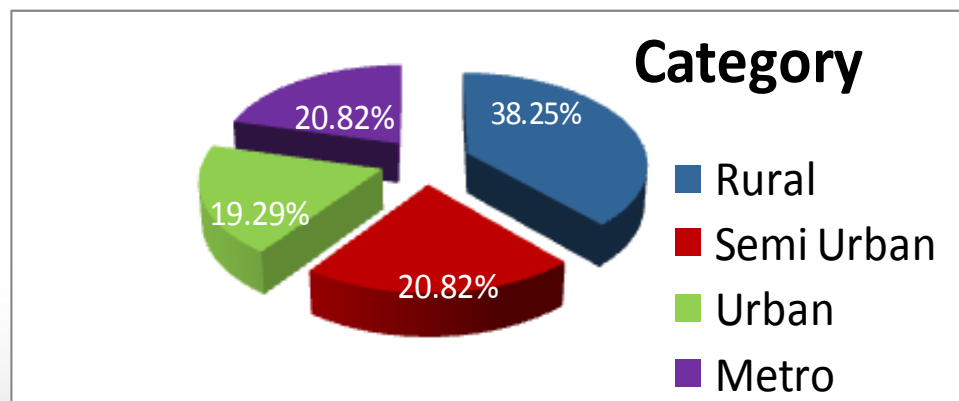
BRANCH NETWORK



	March 15	Sept 15	Dec 14	Dec 15
Branches	1,739	1,773	1670	1825
Ext. Counters	5	5	5	5
ATMs	1,482	1,466	1,432	1,471
E-smart Lobbies	17	50	2	59

Category	Dec 15	% share
Rural	698	38.25
Semi Urban	395	21.64
Urban	352	19.29
Metro	380	20.82
Total	1825	100

Bank has opened 52 branches during Quarter & 86 branches during nine months ended Dec 2015. Plans to open 115 new branches during the FY 2015-16



GOING FORWARD



- **Bank will strive to achieve Credit Deposit Ratio of 74%.**
- **Bank expects to maintain NIM in the range of 2.25% to 2.50%.**
- **Bank targets to open 115 new branches during Financial Year 2015-16.**
- **Continue to focus on Retail & MSME advances.**
- **Strengthening of Loan Processing Centres.**
- **To cater to needs of new branches being opened and provide personalized customer service, Bank has recruited 195 POs, 128 Specialist Officers and 496 Clerks during the quarter ended Dec 2015.**

GOING FORWARD



➤ IT Initiatives

- ❖ Bank has provided 1272 on Site ATMs and 199 off site ATMs
- ❖ Issue of RuPay Platinum Debit Card.
- ❖ Mobile Banking on USSD platform has been made operational.
- ❖ Bank has implemented the HRMS software.
- ❖ Bank has 59 e-smart lobbies and target of open 100 such lobbies by March 2016.
- ❖ E-payment of Customs Duty and Dena InstaPay has been introduced.

FINANCIAL INCLUSION



- Bank has opened 34.22 lacs accounts under Pradhan Mantri Jan Dhan Yojana [PMJDY] against the target of 18.50 lacs and issued 27.98 lacs RuPay Cards.
- Bank has covered all the allotted 6,475 villages under FI. Out of above 5,794 villages through BC model and 681 villages through Brick & Mortar Branches.
- Bank has enrolled 7.42 cr residents for Aadhar Number as of Dec 2015 and having top position amount Non State Registrars (NSR) to UIDAI.
- Bank has also successfully launched and implementing Direct Benefit Transfer Scheme as per GOI Guidelines through Aadhar Payment Bridge System (ABPS) and Aadhar Enabled Payment System (AEPS).
- Bank has opened 57.85 lacs BSBDA's (Basis Savings Bank Deposit Accounts) against the target of 20.75 lacs accounts to be achieved by March 2016.
- Bank has received subsidy in 151 lacs records amounting ₹ 355.71 cr under DBT & DBTL as Dec 2015.



Thank You !

