

- ✿ GLOBAL DEPOSITS CROSS 4 LAC CRORE MILESTONE
- ✿ GLOBAL GROSS ADVANCES CROSS 3 LAC CRORE
- ✿ CASA DEPOSITS ABOVE Rs 140000 CRORE
- ✿ CASA RATIO IN DOMESTIC DEPOSITS AT 37%
- ✿ NET INTEREST MARGIN REMAINS HIGH AT 3.50%
- ✿ BOOK VALUE PER SHARE INCREASES TO RS 846

Total Assets	:	4.72 lac crore	↑	17.1%
Deposits	:	4.01 lac crore	↑	17.3%
CASA Deposits	:	1.43 lac crore	↑	15.6%
Book Value per share	:	Rs 845.54	↑	19.9%
Customer Base	:	More than 75 million		

### Performance Highlights for the quarter ended September 2012

#### Profit

- **Operating Profit** for Q2FY'13 at **Rs.2533** crore is marginally higher as compared to Rs.2528 crore in Q2 FY'12.
- **Operating profit** of the Bank during the H1FY'13 grew by 7.4% to reach **Rs. 5374 crore** from Rs.5002 crore as at H1FY'12.
- **Net Profit** of the Bank during Q2FY13 reached Rs 1066 crore which was lower than Rs 1205 crore in the corresponding quarter of FY12. Increase in provisioning towards NPAs by 257% on YoY basis during the quarter resulted in decline in Net Profit for the quarter.
- **Net Profit** for Half Year ended Sep'12 (H1FY'13) amounted to **Rs 2311 crore** which is marginally higher as compared to Rs.2310 crore last year.

#### Business

- **Total Business** of the Bank rose to **Rs. 695534 crore** as compared to Rs. **590803** crore in Sep'11, showing a YoY growth of **17.7%**.
- **Deposits** at the end of Sep'12 amounted to **Rs. 400747 crore** as compared to Rs. **341783** crore in Sep'11, exhibiting a growth of 17.3% on YoY basis.
- **CASA deposits** increased from **Rs. 124022** crore in Sep'11 to **Rs. 143429 crore** in Sep'12 recording a growth of 15.6%.
  - **CASA share** stood at 37.0% showing improvement from 36.2% in Mar'12.
  - Bank continued to consolidate its strong **Savings deposit** base by registering YoY growth of 14.8% to reach **Rs. 115389 crore**.
  - Current deposits grew by 19.2% to cross Rs 28000 crore.
- **Net Advances** of the Bank at **Rs. 294787 crore** at the end of Sep'12 grew by 18.4% (YoY) from **Rs. 249070** crore at the end of Sep'11

## Income

- Total income during Q2FY'13 rose by 15.1% to Rs.11326 crore due to healthy growth of 16.4% in Interest Income which reached Rs.10421 crore.
- Total income during H1 FY'13 increased to Rs. 23037 crore, recording a growth of 19.7% on account of 21.4% growth in Interest Income (Rs.20966 crore).
- Net interest income during H1FY'13 improved by 11.8% from Rs. 6568 crore in Sep'11 to Rs. 7345 crore in Sep'12.
- Non-Interest Income in Q2FY'13 improved to Rs. 905 crore as compared to Rs 889 crore in Sep'11 quarter. During H1FY13, Non Interest Income improved by 5% to Rs 2071 crore. Core Non-Interest Income increased by 10% in H1FY13 to Rs 1631 crore from Rs 1483 crore in H1FY 12.

## Important Ratios

- In view of the current stressed economic conditions, Gross NPA ratio stood at 4.66% as at Sep'12 whereas Net NPA ratio was 2.69%.
- Provision Coverage Ratio is at 54.31% as at Sep'12.
- Net Interest Margin (NIM) remains high at 3.50% for the quarter ended Sep'12 and - 3.55% for H1 ended Sep'12 (3.88% H1FY'12).
- Return on Assets stood at 0.91% in the Q2 FY'13. (H1FY'13: 1.00%)
- Cost of Deposit stood at 6.91% in Q2FY'13. (H1FY'13: 6.95%)
- Yield on Advances worked out to 11.09% for Q2FY'13 (H1FY13: 11.30%)
- Cost to Income ratio worked out to 42.93% in H1 FY'13 as against 41.43% last year.
- Return on Equity stood at 14.86% in the Q2 FY'13 (H1FY'13: 16.12%)
- Earnings Per Share (annualized) was Rs.125.67 for the Q2 FY'13 against Rs. 152.15 last year (H1 ended Sep'12: Rs.136.29 against Rs 145.83 in previous period)
- Book Value Per Share improved to Rs. 845.54 in Sep'12 (Rs.705.40 in Sep'11).
- CRAR of the bank is at 11.73% under BASEL-II (Tier-I : 8.72%;Tier-II : 3.01%).

## Delivery Channels

- Bank's Domestic branch network stands at 5748.
- Number of ATMs installed by the bank at 6005 is more than the number of branches.
- 186 lakh ATM Card holders that recorded an annual growth of 23.42%.
- More than 18 lac Internet Banking users and 123 lac customers availing SMS Alert facility.

## Retail Credit

- Retail loans outstanding grew by 20.3% on YoY basis to cross Rs 29000 crore at end Sep'12.
  - Housing loans portfolio grows by 21.0% to reach Rs 14420 crore.
  - Good y-o-y growth in Car/Vehicle loans (40.3%).
  - Gold loan portfolio rose by 49.9% to Rs.1034 crore.
  - More than 70 Retail Asset branches are exclusively disbursing Retail loans.

## International Forays

- Bank has established overseas footprints via 5 Overseas Branches, 3 Subsidiaries, 1 Joint Venture and 5 Rep Offices.
- Bank has got permission from RBI for opening of representative office in Yangon Myanmar.
  - Bank's future overseas forays include a wholly owned subsidiary in Canada which would be the second one after PNB International Ltd. (UK), upgradation of rep-office at Norway and Australia into branches, and exploring possibilities for presence in Pakistan, Bangladesh, Brazil , Singapore, Canada and Mozambique.

## CSR & Empowerment initiatives

- Under "PNB Vikas", a scheme for village adoption, Bank has adopted **119 villages** for integrated development of these villages in a holistic manner.
- 46825 persons trained at Bank's cost by 10 **Farmers' Training Centres** during H1FY13
- Under the aegis of PNB Centenary Rural Development Trust
  - **12179 persons** including 9399 women trained at 41 **PNB Rural Self Employment Training Institutes (PNBRSETIs)** during H1FY13.

## Priority Sector

- PS Advances grew by 13.9% to **Rs 88790 crore**.
  - Outstanding Agricultural advances grew by 14.9% to Rs. 40291 crore as at Sep'12.
  - Issued 42.6 lakh Kisan Credit Cards till Sept 30, 2012.

## Micro, Small & Medium Enterprises

- Credit to MSME sector grew by 11.1% to Rs 54905 crore as at end Sept'12.
  - Credit to **Micro Enterprises** recorded a growth of more than 13.5% to Rs **17820 crore** as on 30.09.2012.
  - Credit to **Micro & Small Enterprises** recorded a growth of more than 13.6% to Rs **43366 crore as on 30.09.2012**.
- **59 Specialised MSME branches** & 465 SME focus branches.
- Bank is providing 20% concession in processing / upfront fee for credit requirements upto Rs 50 Lac if application is received online.

## Financial Inclusion

- **Electronic Benefit Transfer (EBT)**: The Bank has undertaken 5 projects under the EBT for Social Security Benefits/NREGA payments with 3.67 lakh beneficiaries.
- More than 1.33 lac **General Credit Cards** have been issued till now.
- PNB has covered 4588 villages with population of over 2000, allocated to it through Business Correspondent model/Opening Brick & Mortar branches.
- The Bank has launched Swavalamban Scheme under National Pension System in about 1800 branches of 5 States namely, Punjab, Haryana, UP, Rajasthan & MP. We have enrolled 761 subscribers under the scheme.

## Recent Awards and Accolades

- Best Public Sector Bank by CNBC TV 18
- Excellence in Business Communication by Association of Business Communicators of India (ABCI).
- Organization with Innovative HR Practices by ASIA Pacific HRM Congress.
- Prestigious Awards by Indian Banks' Association:
  - Best Use of Business intelligence - Winner
  - Best Risk Management and Security Initiatives - Winner
  - Best Bank Online – First Runner up
  - Best financial Inclusion Initiatives – Second Runner up
- Best Banker Award under Agriculture Credit (Large Bank) by The Sunday Standard.
- Best Public Sector bank under Priority Sector Lending by Dun & Bradstreet Polaris Financial Technology Banking Awards 2012
- CMO Asia Excellence for Branding and Marketing under BFSI
- 3<sup>rd</sup> Asia's Best Employer Brand Awards 2012-Excellence in Training by Employer Brand Awards & World HRD Congress.
- Third Rank among Top 50 Financial Companies by Business World

**New Delhi**

**26<sup>th</sup> October, 2012**