

- ✿ NET PROFIT INCREASED BY 13.5%
- ✿ RETURN ON ASSETS ABOVE 1%
- ✿ CASA DEPOSITS ABOVE Rs 140000 CRORE
- ✿ CASA RATIO IN DOMESTIC DEPOSITS AT 38.44%
- ✿ NET INTEREST MARGIN REMAINS HIGH AT 3.52%
- ✿ BOOK VALUE PER SHARE INCREASES TO Rs 884
- ✿ GROSS NPAs CONTAINED DURING THE QUARTER

Net Profit Q3	:	1306 crore	↑	13.5%
Return on Assets Q3	:	1.09%		
CASA Deposits	:	1.42 lac crore	↑	13.1%
Book Value per share	:	Rs. 884	↑	19.2%
Customer Base	:	More than 78 million		

Performance Highlights for the quarter ended December 2012

Profit

- **Operating Profit** for Q3FY'13 at **Rs.2682** crore is marginally higher as compared to Rs.2676 crore in Q3 FY'12.
- **Operating profit** of the Bank during the nine months FY'13 grew by 4.9% to reach **Rs. 8056 crore** from Rs. 7678 crore as of nine months FY'12.
- **Net Profit** of the Bank during Q3FY13 grew by 13.5% to reach Rs. 1306 crore as compared to Rs 1150 crore in the corresponding quarter of FY12.
- **Net Profit** for nine months ended Dec'12 amounted to **Rs. 3617 crore** which is higher by 4.5% as compared to Rs.3460 crore last year.

Business

- **Total Business** of the Bank rose to **Rs. 683098 crore** as compared to Rs. **619122** crore in Dec'11, showing a YoY growth of **10.3%**.
- **Deposits** at the end of Dec'12 amounted to **Rs. 385785 crore** as compared to Rs.356517 crore in Dec'11, exhibiting a growth of **8.2%** on YoY basis.
- **CASA deposits** increased from **Rs. 125966** crore in Dec'11 to **Rs. 142442 crore** in Dec'12 recording a growth of 13.1 %.
 - **CASA share in domestic deposits** stood at 38.44% showing improvement from 36.2% in Mar'12 & Dec'11.
 - Bank continued to consolidate its strong **Savings deposit** base by registering YoY growth of 14% to reach **Rs. 117097 crore**.
 - Current deposits at Rs. 25345 crore grew by 9%.
 - Share of differential rate deposit in total deposit brought down to 15.3%
- **Net Advances** of the Bank at **Rs. 297313 crore** at the end of Dec'12 grew by 13.2% (YoY) from Rs. 262605 crore at the end of Dec'11.
- **Credit Deposit Ratio** stood at **77.07%** as at Dec'12.

Income

- **Total income during Q3FY'13 rose by 10.4% to Rs.11519 crore** due to **growth of 11.3%** in Interest Income which reached **Rs.10548 crore**.
- **Total income during nine months FY'13 increased to Rs. 34556 crore**, recording a **growth of 16.4 % on account of 17.8% growth in Interest Income (Rs.31515 crore)**.
- **Net interest income during nine months FY'13 improved by 9.6%** from Rs. 10105 crore in Dec'11 to **Rs. 11078 crore in Dec'12**.
- **Non-Interest Income** in Q3FY'13 improved to **Rs. 971 crore** as compared to Rs. 954 crore in Dec'11 quarter. During nine months FY13, Non Interest Income improved by 3.9% to Rs. 3042 crore. **Core Non-Interest Income** increased by 3.2% in nine months FY13 to Rs. 2333 crore from Rs. 2261 crore in nine months FY 12.

Important Ratios

- **Intensive efforts made for recovery and rigorous monitoring of overdue accounts to prevent slippages resulted in the bank containing the Gross NPAs marginally below the previous quarter level. Gross NPA ratio reduced to 4.61% as at Dec'12 from 4.66% as at Sep'12 whereas Net NPA ratio was 2.56%.**
- **Provision Coverage Ratio** is at **55.97%** as at Dec'12.
- **Net Interest Margin (NIM) remains high** at 3.47% for the quarter ended Dec'12 and 3.52% for nine months ended Dec'12 (3.85% nine months FY'12).
- **Return on Assets** stood at 1.09 % in the Q3 FY'13. (Nine months **FY'13: 1.03%**)
- **Cost of Deposit** stood at 6.75% in Q3 FY'13. (Nine months FY'13: 6.88%)
- **Yield on Advances** worked out to 10.9% for Q3 FY'13 (nine months FY13: 11.17%)
- **Cost to Income ratio worked out to 42.96% in nine months FY'13** as against 41.08% last year.
- **Return on Equity stood at 17.42%** in the Q3 FY'13 (**nine months FY'13: 16.08%**)
- **Earnings Per Share** (annualized) was Rs.153.99 for the Q3 FY'13 against Rs. 145.20 last year (nine months ended Dec'12: Rs.142.19)
- **Book Value Per Share** improved to Rs. 884 in Dec'12 (Rs.742 in Dec'11).
- **CRAR** of the bank is at **11.66%** under **BASEL-II** (Tier-I: 8.62%; Tier-II: 3.04%).

Delivery Channels

- Bank's Domestic branch network stands at 5788.
- Number of ATMs installed by the bank at 6058 is more than the number of branches.
- **190 lakh ATM Card holders** that recorded an annual growth of 18.2%.
- More than **19 lac Internet Banking users** and **142 lac customers availing SMS Alert facility**.

Retail Credit

- Retail loans outstanding grew by 16.48% on YoY basis to reach Rs 30295 crore at end Dec'12.
 - Housing loans portfolio grows by 20.74% to reach Rs. 14939 crore.
 - Good y-o-y growth in Car/Vehicle loans (27.87%).
 - **Gold loan** portfolio rose by 48.62% to Rs.1151 crore.
 - More than 76 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 upgradation of rep-office at Norway and Australia into branches, and exploring possibilities for presence in Pakistan, Bangladesh, Brazil, Singapore, Maldives, Canada and Mozambique.

CSR & Empowerment initiatives

- Under Bank's scheme for financing farmers for repayment of debt to informal sources (PNB Krishak Saathi), Bank has financed Rs. 169.51 crore to 23850 farmers.
- Under "PNB Vikas", a scheme for village adoption, Bank has adopted **119 villages** for integrated development of these villages in a holistic manner.
- **74802** persons trained at Bank's cost by 10 **Farmers' Training Centres** during nine months FY13
- Under the aegis of PNB Centenary Rural Development Trust
 - **68360 persons** including **49422** women trained at 43 **PNB Rural Self Employment Training Institutes (PNBRSETIs)** during nine months FY13.
- Bank has launched following New/ modified Schemes
 - ✓ Loan for Agricultural purpose against gold.
 - ✓ Kisan Tatkal Scheme (providing instant credit for emergency requirements)
 - ✓ Loans for purchase of renewable energy equipments for agriculture.
 - ✓ Kisan ATM Cards (Rupay based).

Priority Sector

- PS Advances grew by 10.86% to **Rs. 91009 crore**.
 - Outstanding Agricultural advances grew by 8.99% to Rs. 41750 crore as at Dec'12.
 - The Bank has Issued 318540 fresh Kisan Credit Cards (KCCs) during 2012-2013 upto December 2012 taking the cumulative number of KCCs issued to 44 lakh.

Micro, Small & Medium Enterprises

- Credit to MSME sector grew by 6.94% to Rs. 55941 crore as at end Dec'12.
 - Credit to **Micro Enterprises** recorded a growth of 8.63% to Rs. **17906 crore** as on 31.12.2012.
 - Credit to **Micro & Small Enterprises** recorded a growth of 10.11% to Rs. **44417 crore** as on 31.12.2012.
- **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.
- 0.75% concession on chargeable interest rate to Micro and small enterprises for loans upto Rs. 25 lacs.

Financial Inclusion

- **Electronic Benefit Transfer (EBT):** Bank has geared itself to undertake seamless implementation of the Govt. programme to roll out Direct Benefit Transfer in 20 districts w.e.f 01.01.2013 and total 43 districts upto March 2013. Bank is having lead bank responsibility in 6 out of the 43 districts.
- The Bank has launched **Swavalamban Scheme** under National Pension System in about 3758 branches of 9 States.
- **Swabhiman campaign of Govt:** The bank has covered 7738 villages by deploying 5499 BC agents. Out of these 7738 villages, 4683 villages are with population over 2000. Thus, bank has achieved its targets under the campaign of GOI.
- More than 1.35 lac **General Credit Cards** have been issued till now.
- The bank has developed technological capability to use **Aadhaar** based platform launched by UIDAI and making use of the same.
- The bank has upgarded 2126 BC locations into Ultra Small Branches.
- Total 89.70 lakh saving accounts have been opened under Financial Inclusion. Out of this 49.53 lakh accounts have been opened through BC model.

Recent Awards and Accolades

- ✿ Most Socially Responsible Bank 2012- Business world- PwC
- ✿ Asia Pacific HRM congress awarded the Bank “Organization with Innovative HR Practices”.
- ✿ Best Public Sector Bank by CNBC TV 18.
- ✿ Prestigious Awards by Indian Banks’ Association under the categories:
 - Best Use of Business intelligence
 - Best Risk Management and Security Initiatives
- ✿ Best Banker Award under Agriculture Credit (Large Bank) by “The Sunday FINWIZ”.
- ✿ Best Public Sector bank under Priority Sector Lending by “Dun & Bradstreet”.
- ✿ In the worldwide ranking of “THE BANKER” PNB has improved its rank from 186 to 175th position in 2012.

New Delhi
31st January 2013