

Performance Highlights for the quarter ended December 2014

- ✿ **TOTAL BUSINESS GROWS BY 13.4%**
- ✿ **GLOBAL DEPOSITS GROW BY 15.1%**
- ✿ **CASA DEPOSITS ABOVE Rs 173000 CRORE**
- ✿ **CASA SHARE IN DOMESTIC DEPOSITS AT 39.44 %**
- ✿ **NET INTEREST MARGIN REMAINS HIGH AT 3.21 %**
- ✿ **BOOK VALUE PER SHARE INCREASES TO Rs 205.73**
- ✿ **NUMBER OF ACCOUNTS CROSS 10 CRORE**

Profit

- **Operating Profit** for Q3FY'15 **IS** at **Rs.2751** crore.
- **Operating profit** of the Bank during the nine months FY'15 grew by 6.6% to reach **Rs.8752 crore** from Rs. 8211 crore as of nine months FY'14.
- **Net Profit** of the Bank during Q3FY15 reached Rs 775 crore
- **Net Profit** for nine months ended Dec'14 amounted to **Rs2755 crore** .

Business

- **Total Business** of the Bank rose to **Rs. 846634 crore** in Dec 14 as compared to Rs. **746833** crore in Dec'13, showing a YoY growth of 13.4%.
- **Deposits** at the end of Dec'14 amounted to **Rs.484138 crore** as compared to Rs.420647 crore in Dec'13, exhibiting a growth of 15.1% on YoY basis.
- **CASA deposits** increased from **Rs. 160961** crore in Dec'13 to **Rs.173137 crore** in Dec'14 recording a growth of 7.6 %.
 - **CASA share in domestic deposits** stood at 39.44% .
 - Bank's **Savings deposit** registered YoY growth of 7.2% to reach **Rs.143463 crore**.
 - Current deposits grew by 9.3% to reach Rs29674 crore.
- **Net Advances** of the Bank at **Rs.362496 crore** at the end of Dec'14 grew by 11.1% (YoY) from Rs.326186 crore at the end of Dec'13.
- **Credit Deposit Ratio** stood at 74.87 % as at Dec'14.

Income

- **Total income** during **Q3FY'15** rose by **8.2%** to **Rs.12905 crore**. Interest Income reached **Rs.11614 crore**.
- **Total income** during nine months **FY'15** increased to **Rs.38750 crore**, recording a **growth of 9.8%**
- **Net interest income** during nine months **FY'15** improved by **5.1%** from **Rs.12144 crore** in Dec'13 to **Rs 12764 crore in Dec'14**.
- **Non-Interest Income** in Q3FY'15 was **Rs.1291 crore** . During nine months FY14, Non Interest Income improved by 28.5 % to Rs 4086 crore. **Fee Based Income** increased by 6.7% in nine months FY15 to Rs 2635 crore from Rs 2469 crore in nine months FY 14.

Important Ratios

- **Gross NPA ratio** 5.97% while **Net NPA ratio** 3.82% as at **Dec 14**.
- **Provision Coverage Ratio** is at **57.27%** as at Dec'14.
- **Net Interest Margin (NIM)** remains high at 3.21% for the quarter ended Dec'14 and 3.27 % for nine months ended Dec'14.
- **Return on Assets** stood at 0.53% in the Q3 FY'15. (Nine months **FY'15: 0.64%**)
- **Cost of Deposit** stood at 6.11% in Q3FY'15. (Nine months FY'15: 6.12%)
- **Yield on Advances** worked out to 9.86% for Q3FY'15 (nine months FY15: 10.01%)
- **Cost to Income ratio** worked out to **48.06 % in nine months FY'15**.
- **Return on Equity** stood at **8.32%** in the Q3 FY'15 (**nine months FY'15: 9.86%**)
- **Earnings Per Share** (annualized) was Rs.17.11 for the Q3 FY'15 (nine months ended Dec'14: Rs.20.29)
- **Book Value Per Share** improved to Rs.205.73 in Dec'14 (Rs.187.37 in Dec'13).
- **CRAR** of the bank is at 11.54% under **BASEL-III** (Tier-I : 8.50% ;Tier-II : 3.04 %).

Delivery Channels

- Bank's Domestic branch network stands at 6406.
- Number of ATMs installed by the bank at 8209 is more than the number of branches.
- **308 lakh ATM Card holders** that recorded an annual growth of 28.3%.
- More than **28 lac Internet Banking users** and **314 lac customers availing SMS Alert facility**.

Retail Credit

- Retail loans outstanding grew by 28.14% on YoY basis to reach Rs 46215 crore at end Dec'14.
 - Housing loans portfolio grows by 23.45% to reach Rs 19759 crore.
 - 21.10% y-o-y growth in Car/Vehicle loans.
 - **Personal loan** portfolio rose by 22.39%.
 - 80 Retail Asset branches are exclusively disbursing Retail loans.

Priority Sector

- PS Advances grew by 19.47% to **Rs 125890 crore**.
 - Outstanding Agricultural advances were Rs.53103 crore as at Dec'14.
 - The Bank has Issued 69633 fresh Kisan Credit Cards (KCCs) during Dec 2014 quarter taking the cumulative number of KCCs issued to 51.95 lakh since inception.

Micro, Small & Medium Enterprises

- Credit to MSME sector grew by 23.59% (yoy) to Rs 86409 crore as at end Dec'14.
 - Credit to **Micro Enterprises** recorded a YoY growth of 13.22% to Rs **25377 crore** as on 31.12.2014.
 - Credit to **Micro & Small Enterprises** recorded a yoy growth of 20.56% to Rs **67585 crore as on 31.12.2014**.
- **284 MSME credit growth initiative branches**.
- Bank is providing 20% concession in processing / upfront fee for credit requirements, if application is received online.

Financial Inclusion

- 58.86 lakh accounts ,with Rs 776.47 crore opened under Prime Minister Jan Dhan Yojna. (Upto 31.12.2014)
- 2.18 lac **General Credit Cards** have been issued till now.
- PNB has covered 6923 villages with population of over 2000 for implementation of FIP.

CSR & Empowerment Initiatives

- Special Agriculture Credit Campaigns organized during rabi season of the current year keeping a target of Rs 4000 crore..
- **100732** persons trained at Bank's cost by 10 **Farmers' Training Centers** during nine months FY15
- Under the aegis of PNB Centenary Rural Development Trust (**PNBCRDT**)
 - **19697** persons including 12125 women trained at 52 **PNB Rural Self Employment Training Institutes (PNBRSETIs)** during nine months FY15.
- Three new schemes for promoting finance under agriculture viz. PNB Dugdha Vikas Yojna , Scheme for financing under contract farming and scheme on organic farming.

International Forays

- Bank has established overseas footprints via 4 Overseas Branches, 3 Subsidiaries, 1 Joint Venture and 3 Rep Offices.
- Bank has got permission from RBI for opening of representative office in Yangon (Myanmar) and Dhaka (Bangladesh).
 - Bank's future overseas forays include up gradation of rep-office at Australia into a branch, and exploring possibilities for presence in Brazil , South Africa, Sri Lanka and Mozambique.

Recent Awards and Accolades

- **PNB was awarded with 'MSME BANKING EXCELLENCE AWARD 2014' (RUNNER UP) FOR FINANCING MSME AND THEIR FINANCIAL INCLUSION**
- PNB awarded Niryat Shree & Niryat Bandhu Awards
- **Punjab National Bank was conferred Financial Inclusion Citation by CNBC TV 18**
- Punjab National Bank was conferred 'Social Banking Excellence Award' 2014 by The Associated Chambers of Commerce & Industry of India
- Banking Frontiers HR Awards-Inspiring Work Place 2014.
- Runner up in National Payment Excellence Award in the category of IMPS by NPCI

New Delhi
3 February 2015