

- ✿ TOTAL BUSINESS CROSSES Rs 6,00,000 CRORE.
- ✿ CASA DEPOSITS CROSS Rs 1,25,000 CRORE
- ✿ TOTAL ASSETS CROSS Rs. 4,21,000 CRORE.
- ✿ NET INTEREST MARGIN REMAINS HIGH AT 3.85%
- ✿ BOOK VALUE PER SHARE ABOVE Rs 740
- ✿ NET PROFIT RECORDS 7.0% GROWTH TO REACH Rs. 3460 CRORE
- ✿ OPERATING PROFIT GROWS BY 17.3% TO TOUCH Rs. 7678 CRORE

Business	:	Rs 6,19,122 crore	↑	21.4%
Deposits	:	Rs 3,56,517 crore	↑	23.4%
Credit	:	Rs 2,62,605 crore	↑	18.7%
Total Assets	:	Rs 4,21,873 crore	↑	22.8%
Book value per share (annualized)	:	Rs 741.8	↑	20.2%

- Net Interest Income for 9 months cross Rs10,000 crore mark to reach Rs 10,105 cr.
- Net Profit from Core operations grows at 19.2%.
- CASA Deposits to Total domestic Deposits of the Bank was at 36.2%.
- Earnings per Share increased to Rs. 145.62 (annualized).

### Performance Highlights for the Q3 FY'12 and 9M FY'12 ended December 2011

#### Profit

- **Net Profit** for nine months ended Dec'11 (9M FY'12) amounted to **Rs 3460 crore** as compared to Rs.3233 crore last year, registering a y-o-y growth of 7.0%.
  - **Net Profit** from core operations (excluding treasury operations and depreciation) witnessed an increase of 19.2% to reach **Rs3709 crore** for 9M FY'12 from Rs.3111 crore in Dec'10.
- **Net Profit** of the Bank for the third quarter of 2011-12 (Q3 FY'12) recorded a YoY growth of 5.5% to reach **Rs 1150 crore** as compared to a profit of Rs 1090 crore in Q3 FY'11.
  - **Net Profit** from core operations for Q3 FY'12 rose by 15.2% to reach **Rs1205 crore** from Rs.1047 crore in Dec'10.
- **Operating profit** grew by 17.3% to reach **Rs 7678 crore** in 9M FY'12 as compared to Rs.6548 crore as at 9M FY'11.

- Core Operating Profit excluding trading profit rose by 18.9% to Rs 7490 crore for 9M FY'12 from Rs.6302 crore for the same period last year.
- **Operating Profit** for Q3 FY'12 stood at **Rs 2676 crore** as against Rs.2350 crore in Q3 FY'11, registering a YoY growth of 13.9%.

## Business

- **Total Business** of the Bank crossed Rs 6,00,000 crore milestone to reach **Rs 6,19,122 crore**, recording a YoY growth of **21.4%** over Rs.5,10,125 crore in Dec'10.
- **Deposits** at the end of Dec'11 amounted to **Rs 3,56,517 crore** as compared to Rs. 2,88,873 crore in Dec'10, exhibiting a growth of 23.4% on YoY basis.
- **CASA deposits** increased to **Rs 1,25,966 crore** in Dec'11 from Rs.1,12,806 crore in Dec'10, recording a growth of 11.7%.
  - CASA share in domestic deposits is 36.2% at Dec'11 end.
  - Saving deposits increased by 14.3% to Rs 1,02,705 crore while Current deposits rose to Rs 23,260 crore.
- **Advances** of the Bank at **Rs 2,62,605 crore** at the end of Dec'11 grew by 18.7% (YoY) from Rs.2,21,252 crore at the end of Dec'10.
- **Credit Deposit Ratio** was at 73.66% as at Dec'11.

## Income

- **Total income** during Q3 FY'12 rose by 30.8% to **Rs.10435 crore** due to **healthy growth of 33.2%** in Interest Income.
  - *Total income during 9M FY'12 increased to Rs29675 crore, recording a growth of 34.8% on account of 36.8% growth in Interest Income.*
- **Net interest income** during 9M FY'12 improved by 15.1% to **Rs10105 crore** (Q3 FY'12: Rs 3537 crore; Growth: 10.4%) despite huge increase in interest expenses of 54.6% in 9M FY'12 (Q3 FY'12: 51.8%).
- **Non-Interest Income** in Q3 FY'12 amounted to **Rs 954 crore** and **Rs 2927 crore** for 9M FY'12.
- **Core Non-Interest Income** registered a growth of 22.7% in Q3 FY'12 and 25.3% for 9M FY'12.

## Important Ratios

- **Gross NPA ratio** stood at 2.42% as at Dec'11 whereas **Net NPA ratio** was **1.11%**.
- **Provision Coverage Ratio** was at **70.01%**.
- **Net Interest Margin (NIM)** remained high at **3.85%** for nine months ended Dec'11.
- **Return on Assets** stood at **1.16%** for 9M FY'12.
- **Cost of Deposit** stood at 6.51% for 9M FY'12 and 6.74% for Q3 FY'12.
- **Yield on Advances** improved to 11.97% for Q3 FY'12 and 11.77% for 9M FY'12.
- **Cost to Income ratio** stood at **40.40%** in Q3 FY'12 and **41.08%** in 9M FY'12.

- **Earnings Per Share** (annualized) was **Rs 145.20** for the Q3 FY'12 against Rs 138.25 last year (Nine Months ended Dec'11: **Rs 145.62** against Rs.136.70 in previous period)
- **Book Value per Share (annualized) improved to Rs. 741.83** in Dec '11 as against Rs.617.28 in Dec'10.
- **CRAR** of the bank was 11.48% under **BASEL-II** (Tier-I Capital: 7.85%; Tier-II Capital: 3.63%).

### Delivery Channels

- Bank's branch network is above 5400 at 5402.
- **5793 ATMs** and around **160.5 lakh card holders**.
- Around **16 lac internet banking users**
- **63.4 lac customers availing SMS alert facility**.
- Around 29% of business is being conducted through Alternate Delivery Channels.

### Retail Credit

- Retail loans outstanding grew by 19.7% on YoY basis to cross **Rs 26,000** crore at end Dec'11 as against Rs. 21,731 crore in previous year.
  - Good y-o-y growth in Gold loan (128.3%), Car/Vehicle loan (42.7%) and Reverse Mortgage scheme (34.8%).

### International Forays

- Bank has established overseas footprints in 10 countries, via **4 overseas branches & an offshore banking unit in SEEPZ Mumbai, 3 subsidiaries, 1 joint venture and 5 Rep offices**.

### Priority Sector

- PS Advances grew by 12.9% to **Rs 82090 crore**.
  - Outstanding Agricultural advances grew by around 13.0% to Rs 38306 crore as at Dec'11.
  - Issued 39.7 lakh Kisan Credit Cards till Dec 31, 2011. Limit enhanced to Rs 20 lakh.

### Micro, Small & Medium Enterprises

- Credit to MSME sector crossed **Rs. 52,300 Crore** as at end Dec'11 as against Rs. 44,125 crore last year showing a growth of 18.55%
  - Credit to **Micro & Small Enterprises** recorded an increase of around 15.5% to **Rs 40,325 crore** as on 31.12.2011.

### Financial Inclusion

- Opened 78.16 lakh “No Frill”/PNB Mitra accounts out of which 41.9 lac are ICT based accounts.
- Under FI plan, the Bank shall cover 4574 villages with population of over 2,000 by March 2012.

### CSR initiatives

- For financing farmers for repayment of debt to informal sources, the Bank has formulated a scheme, called **PNB Krishak Saathi (Debt Swap Scheme)**. Under the scheme, bank has financed Rs.438 crore to 58900 farmers during the 9 months ended Dec, 2011.
- Benefitted 1.4 lakh persons through **58 Financial Literacy and Credit Counseling Centers (FLCCs)**; Trained **12703** individuals and 66029 persons by **PNB Centenary Rural Development Trust and 10 Farmers’ Training Centres** respectively.
- During 2011-12 upto Dec, 2011, 26 Human Health Check Up Camps, 73 Animal Health Check up Camps were conducted through Farmer’s Training Centres.
- Under PNB VIKAS (village adoption scheme), Bank has adopted 118 villages to develop the identified village/s in an integrated manner with the other stake holders, the villagers, the Govt. authorities, local bodies etc.

### Recent Awards and Accolades

- **Most Socially Responsive Bank Award 2011** by Businessworld-PricewaterhouseCoopers (PwC).
- **India Prides Award in Corporate Social Responsibility (CSR)** for the year 2011 by Dainik Bhaskar with Daily News Analysis.
- **Golden Peacock National Training Award 2011 by Institute of Directors.**
- **SKOCH Financial Inclusion Award 2012** under “Access to banking and Financial Services” category.
- PNB has been conferred with the **Best Bank Award 2011** amongst all the Banks in India by **Business India**.
- **MSME National Awards:** One award for excellent performance in lending under PMEGP scheme in North Zone and the other award at National level for excellence in lending under Interest Subsidy Eligibility Certificate (ISEC) Scheme of KVIC
- **‘Most Productive Public Sector Bank’ Award 2011**, instituted by Federation of Indian Chambers of Commerce and Industry (FICCI) and Indian Banks’ Association (IBA).
- PNB’s Overseas Branch, IDFC, Dubai has received **‘Business Super Achiever Award’** under individual category from Asian Leadership Awards in addition to the Asia’s Most Preferred Branch (Banking & Finance) Award.
- Received **“Technology Adoption’ Award** in Public Sector Bank Category instituted by Dun & Bradstreet and Polaris software.

**New Delhi**  
**Date: 31.01.2012**