

## Performance Highlights for Q4 FY 14 and FY 2014

- ✿ TOTAL DOMESTIC BRANCHES 6200
- ✿ TOTAL BUSINESS CROSSES Rs.8 LAC CRORE.
- ✿ DOMESTIC CASA SHARE ABOVE 41%.
- ✿ OPERATING PROFIT FOR FY ABOVE Rs 11300 CRORE.
- ✿ NET INTEREST MARGIN 3.44%.
- ✿ NET INTEREST INCOME FOR FY'14 GROWS BY 8.7%.

Business	:	Rs. 800666 crore	↑	14.3%
Domestic CASA Share	:	41.3 %	↑	
Operating Profit (FY)	:	Rs. 11384 crore	↑	4.4%
Net Interest Margin (FY)	:	3.44 %		
Book Value per Share	:	Rs. 952.50	↑	7.7%
Clientele base	:	89 million		

### Profitability

#### Q4FY14

- **Net Profit** of the Bank for the quarter ended March 2014 (Q4 FY'14) amounted to **Rs.806 crore** as against Rs 1131 crore last year. Net Profit from Core Operations (*i.e. excluding treasury trading profit and depreciation on investments*) was at Rs 646 crore for Q4FY14.
- **Operating Profit for Q4 FY'14** stood at **Rs.3173 crore** as against Rs.2852 crore in Q4 FY'13 .
- **Total Income** during **Q4 FY'14** rose by **8.2%** to **Rs.12498 crore**.
- **Net Interest Income** during Q4 FY'14 rose by 6% to reach Rs 4002 crore as against 3776 Crore in Q4 FY'13.

#### FY14

- **Net Profit** of the Bank for Financial Year ended March 2014 amounted to **Rs.3343 crore** as compared to Rs 4748 crore last year.
- **Operating Profit** of the Bank for the Financial Year ended March 2014 grew by 4.4 % to reach **Rs.11384 crore** from Rs 10907 crore in March'13.
- **Total Income** during **FY'14** rose by **3.7 %** to **Rs. 47800 crore** .
- Net Interest Income during FY'14 rose by 8.7% to reach Rs 16146 crore as against 14849 Crore in FY'13.

## Business

- **Total Business** of the Bank reached **Rs.800666 crore** as against Rs. 700356 crore in March 2013, showing a y-o-y growth of 14.3 %.
- **Deposits** of the Bank rose to **Rs.451397 crore** as on 31.03.2014 from Rs 391560 crore as on 31.03.2013, exhibiting a y-o-y growth of 15.3 %.
  - **CASA deposits** increased to **Rs.172872 crore** in March'14 from Rs. **153344** crore in March'13, recording a growth of 12.7%. Domestic **CASA share** has improved to 41.3 % from 40.9% in March'13.
  - There was increased focus on **Saving deposits** and a successful campaign was organized during the year with active participation from employees resulting in increase in Saving deposits to **Rs.141373 crore** showing a growth of **14.5%**. **Current deposits** rose by **5.4%** to **Rs.31499 crore**.
- **Advances** of the Bank stood at **Rs.349269 crore** at the end of March'14 as against Rs308796 crore at the end of March'13 showing a growth of 13.1%.
- **Credit Deposit Ratio** works out to 77.38% as at March'14.

## Asset Quality

- **As on March'14 Gross NPAs** stood at Rs.18880 crore with a Gross NPA ratio of 5.25%.
- **As on March'14 Net NPAs** stood at Rs.9917 crore with a Net NPA ratio of 2.85%.
- **Provision Coverage ratio** stands at 59.07% .

## Important Ratios

- **Net Interest Margin (NIM)** for FY '14 is 3.44% (Q4FY14:3.20%).
- **Return on Assets** stood at 0.64% for FY'14.
- **Cost of Deposit** stood at 6.14% for Q4 FY'14 and 6.33% for FY '14.
- **Cost to Income ratio** stood at 41.22% in Q4 FY'14 and 45.06% for FY '14.
- **Return on Average Equity** stood at 9.35% in Q4 FY'14 and 9.69% for FY '14.
- **Earnings Per Share** was Rs.89.08 for Q4 FY'14 and Rs.93.91 for FY '14.
- **Book Value per Share** improved to Rs. 952.50 in March'14 as against Rs.884.03 in March'13.
- **CRAR** of the bank as per Basel III was 11.52% (Tier I 8.87% ; Tier II 2.65%).

## Delivery Channels

- Bank's branch network stands at 6200 (excluding extension counters).
- Bank's network of ATMs at 6940 is more than its number of branches.
- PNB Internet Banking Channels are witnessing an increase in usage with about 24 lac internet banking users.
- More than 246 lac customers are availing SMS alert facility.
- More than 55% of transactions are being conducted through **Alternate Delivery Channels**.

## Retail Credit

- **Retail loans outstanding grew by 24.1% on YoY basis to reach Rs.38864 crore at end of March'14 as against Rs. 31310 crore in corresponding period last year.**
  - Good y-o-y growth in Car/Vehicle loan (24.2%), Reverse Mortgage scheme (16.1%), Pensioners loan portfolio (19.0%), Housing loan (18.9%) and Education loan (18.7%).

## Priority Sector & MSME Advances

- Priority Sector Advances reached **Rs 120008 crore** .
- National goals in respect of advances to Weaker Sector have been surpassed besides meeting the target of 15% of Priority Sector advances to Minority communities.
  - Outstanding Agricultural advances reached **Rs 53053 crore** .
  - 49.82 lac Kisan Credit Cards (KCC) were issued till March 31<sup>st</sup>, 2014.
- Credit to MSME sector rose to **Rs 75051 crore** as at end of March'14 from Rs.61478 crore last year, recording a growth of 22.08%.
  - Credit to **Micro & Small Enterprises** grew by over 21.63% to **Rs.59213 crore** as on 31.03.2014, out of which credit to Micro enterprises amounted to **Rs 24716 crore**.

## Financial Inclusion

- Under FI plan, Bank has covered all villages with population over 2000 as allocated by SLBCs for providing Banking services during FY 2013-14.
- 39.81 lac transactions amounting to Rs 289.30 crore were routed through NACH platform of NPCI.
- 24.76 lac accounts of DBT beneficiaries mapped with NPCI.
- Bank has opened 100.53 lac BSBDA accounts and 2.01 lac General Credit Cards were issued..

## CSR initiatives & Empowerment Initiatives

- 10 "**Farmers' Training Centres**" working under the aegis of PNB Farmers Welfare Trust are providing free of cost training on agriculture and allied activities. 122605 farmers were provided training by these centres through 4042 training programs during FY14.
- During FY 2013-14, 3 new RSETIs were operationalized increasing the number of RSETIs to 47. During the financial year 28011 persons. Including 18315 women, have been trained in these centres out of which 9238 belong to BPL families.
- **Bank's 106 Financial Literacy and Credit Counseling Centers (FLCCs)** attended to enquiries from more than 243781 people and another 2.90 lac persons attended 5706 seminars conducted by FLCs.

## International Forays

- Bank has overseas footprints in 10 countries with 4 **overseas branches and an offshore banking unit in Mumbai; wholly owned subsidiary in UK with 7 branches; a subsidiary each in Kazakhstan & Bhutan; 5 Representative offices in Australia, Norway, Dubai, China and Kazakhstan; and one joint venture with Everest Bank Ltd., Nepal.**
- PNB is also looking to upgrade its Representative Office in Sydney (Australia) to full fledged branch.
- Bank has got permission from RBI for opening of a Representative Office in Yangon (Mynamar) and Dhaka (Bangladesh).

- Bank is also exploring possibilities for expanding its presence to Maldives, Canada, Mozambique, Brazil and South Africa.

### **New Initiatives**

- Bank has embarked on an ambitious organizational restructuring exercise named “PNB Pragati”. The programme is based on three pillars namely - HR Transformation, Operating Model Optimization and Alternate Channels & New Business Opportunities.
- Cash Deposit Machines have been installed in the branches providing a self service terminal where customers can deposit cash which gets credited to their accounts on real time basis.
- Self Service Pass Book Printer terminals have been installed in the branches and e-lobbies, which help the customers to get the passbooks updated at their convenience.

### **Recent Awards and Accolades**

- Banking , Financial Services & Insurance Award under the category “Bank with Leading Financial Inclusion Initiatives” by ABP News.
- Life Time Achievement Award 2013 to Sh K R Kamath by Dainik Bhaskar Group.
- Prestigious Awards by Indian Banks’ Association:
  - Best Risk Management and Security Initiatives - Winner
  - Best Customer Management initiative PSU – First Runner up
  - Best use of Technology in training and e learning– Second Runner up
- Most Innovative Mass Retail Lender for under-Served Segments (special mention) by BANCON 2013.
- Skoch Digital Inclusion Award – Financial Inclusion project.
- Best Banker award for Agriculture Credit and Inclusion by The Sunday Standard.
- Banking Technology Excellence award for Customer Management and Business Excellence by IDBRT Hyderabad.
- 4<sup>th</sup> Asia’s Best Employer Brand Awards 2013 for Excellence in Training by Employer Branding Awards.

**New Delhi**

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