

# **Analyst Presentation**

## **30<sup>th</sup> June, 2013**

# BANK OF INDIA FRONT-RUNNER IN INDIA'S GROWTH STORY



Journey Commenced here - 1906



Corporate Office BKC, Mumbai- 2003



# Global Footprints – Foreign Offices



USA (New York & SFO)

UK (London + 7branches)

Europe  
-France (Paris)  
-Belgium (Antwerp)

Hong Kong  
Kowloon  
Shenzen

Singapore  
Jakarta  
Ho Chi Minh

Japan (Tokyo & Osaka)  
Phnom Penh

West Indies  
- Cayman Islands

Channel Islands

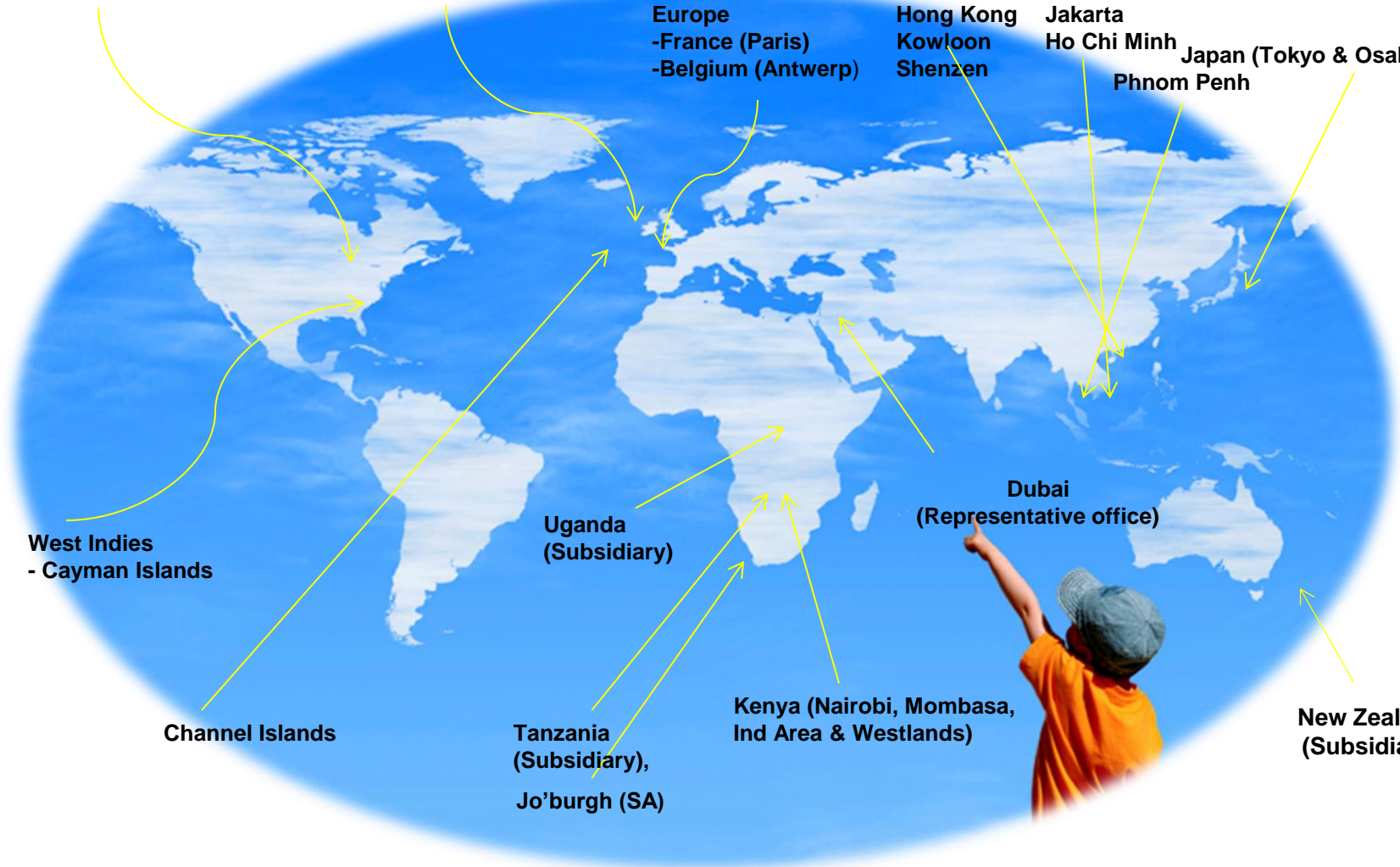
Uganda  
(Subsidiary)

Tanzania  
(Subsidiary),  
Jo'burgh (SA)

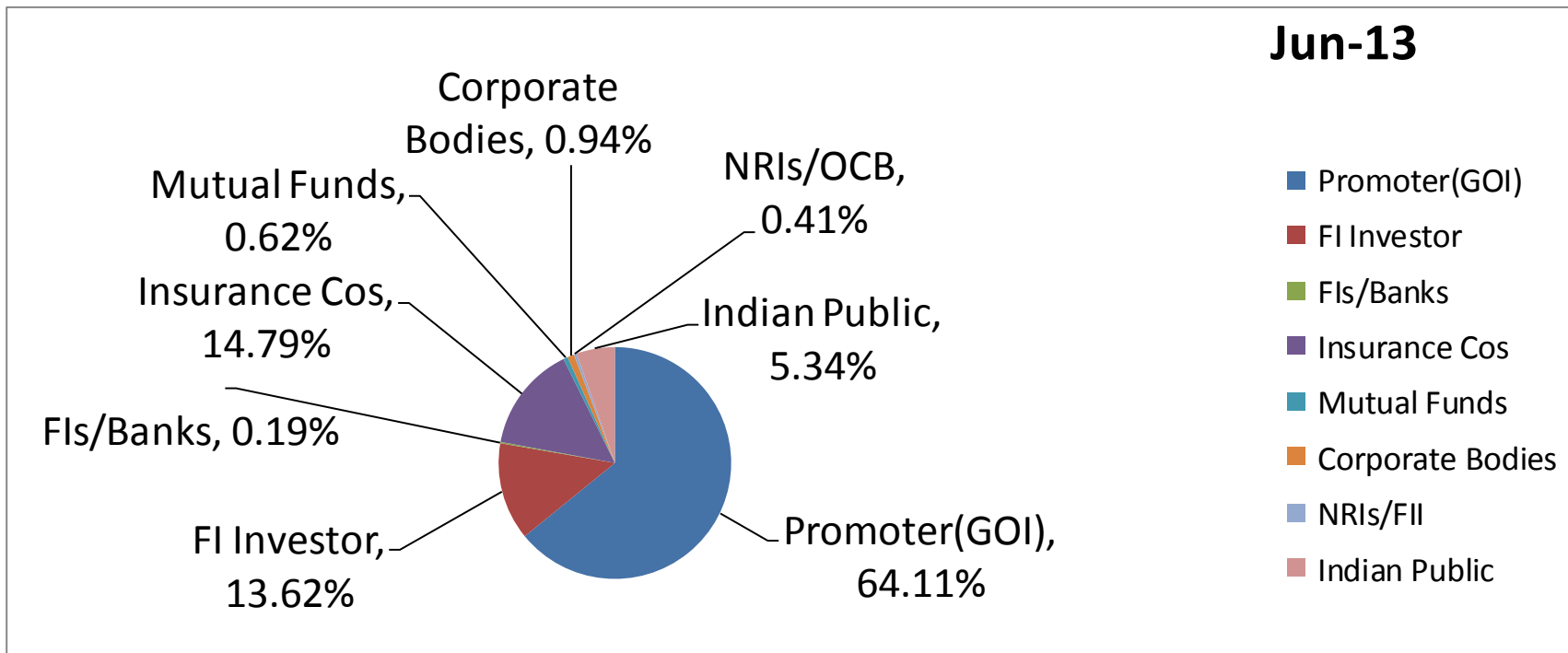
Kenya (Nairobi, Mombasa,  
Ind Area & Westlands)

Dubai  
(Representative office)

New Zealand  
(Subsidiary)



# Investor Profile- Shareholding Pattern (%)



**Total Foreign Holding: 14.01 %**

# Strategic Investments - Alliances & Jt. Ventures



- Promoter & largest share-holder of a leading Indian Primary Dealer – STCI (Finance) Ltd.
- JV with BSE to manage clearing & settlement operations – BOI Shareholding Ltd.
- JV Insurance company – SUD Life Insurance Co. Ltd. (Partners: Dai-ichi Life Insurance Co. Ltd., Japan & Union Bank of India)
- 100% subsidiary in Tanzania – BOI (Tanzania) Ltd.
- Bank of India (New Zealand) Ltd.- 100% subsidiary in New Zealand
- Bank of India (Uganda) Ltd.- 100% subsidiary in Uganda
- 51% subsidiary – BOI AXA Investments Managers Pvt. Ltd- BOI AXA Mutual Fund.
- Bank of India Indonesia (76% stake)
- ASREC – Asset reconstruction company- Joint venture(26% stake)
- Indo Zambia Bank –Joint venture (20% stake)
- Certificate of appreciation awarded by Computer Society of India to the bank for the Project – Financial Inclusion through ICT enabled solution
- Pilot branch migration of Kshetriya Kisan Gramin Bank with Aryavrat Kshetriya Gramin Bank.
- Launching of Revamped New Zealand Subsidiary website on the latest Web platform.

Particulars		%age growth (Y-O-Y)
Global Deposits	↑	22.41
Global Advances	↑	17.14
CASA Deposits	↑	16.16
Operating Profit	↑	30.23
Net Profit	↑	8.68
Net Interest Income	↑	24.15
Non-Interest Income	↑	40.42
<b>Particulars</b>		<b>June-13</b>
Net Interest Margin	↑	2.50
Net Interest Margin –Domestic	↑	3.07
Return on Assets	↑	0.80

- **Global Business Mix increased from ₹ 6031440 Mn in June-12 to 7243960 Mn in June -13 . (YOY Growth 20.10 %).**
- **Global Advances increased from ₹ 2641610 Mn in june -12 to ₹ 3094320 Mn in June-13. (YOY Growth 17.14 %)**
- **Global Deposits increased from ₹ 3389830 Mn in june,12 to ₹ 4149640 Mn in june-13 (YOY Growth 22.41 %)**
- **CASA Deposits at ₹966870 Mn in june-13 from ₹832330 Mn. In June -12 .(YOY Growth 16.16 %)**
- **Operating Profit Increased from ₹ 16730 Mn in june-12 to ₹ 21800 Mn in June-13 . (YOY Growth 30.23 %)**
- **Net Profit increased from ₹ 8870 Mn in June,12 to ₹ 9640 Mn In June,13. .(YOY Growth 8.68 %)**
- **Net Interest margin at 3.07 % (Domestic) and 2.50 % (Global) in June-13**
- **Net Interest Income increased from ₹ 20440 Mn in june-12 to ₹ 25370 Mn in june-13 .(YOY Growth 24.15 %)**
- **Non Interest Income increased from ₹ 8410 Mn in june-12 to ₹ 11810 Mn in june-13 .(YOY Growth 40.42 %)**
- **Return on Assets improves from 0.68 in March,2013 to 0.80 in June,2013.**

## Major Business Parameters- Sequential



	Quarter ended				Jun-13
	Jun -12	Sept -12	Dec. -12	Mar -13	
<b>Business Mix</b>	6,031,442	5,930,732	6,294,731	6,748,075	7243964
<b>Deposits</b>	3,389,826	3,326,947	3,491,171	3,818,396	4149642
<b>Advances</b>	2,641,616	2,603,785	2,803,560	2,929,679	3094322
<b>Operating Profit</b>	16,736	18,541	18,558	20,751	21804
<b>Net Profit</b>	8,875	3,019	8,035	7,566	9642
<b>NIM (%)</b>	2.27	2.42	2.36	2.46	2.50
<b>Gross NPA (%)</b>	2.56	3.42	3.08	2.99	3.04
<b>Net NPA (%)</b>	1.69	2.04	1.97	2.06	2.10
<b>ROA (%)</b>	0.86	0.30	0.75	0.68	0.80
<b>Book Value (INR)</b>	341.97	347.22	361.21	362.37	378.53



# Business Growth- Sequential

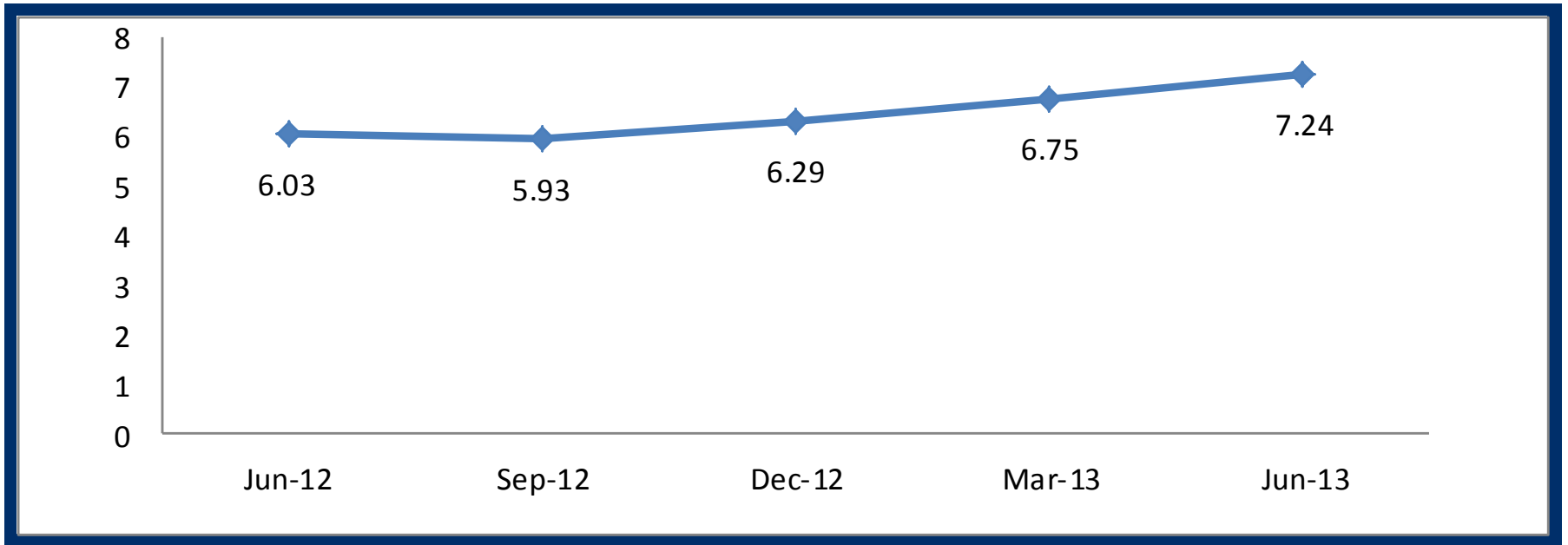


( ₹ in Mn.)

Business Mix	June-12	Sept-12	Dec-12	March-13	June-13	Growth % Y-o-Y
Domestic	4,506,754	4,472,715	4,571,562	4,981,024	5249952	16.49
Foreign	1,524,688	1,458,017	1,723,169	1,767,051	1994012	30.78
Global	6,031,442	5,930,732	6,294,731	6,748,075	7243964	20.10



## Business Mix (Sequential)

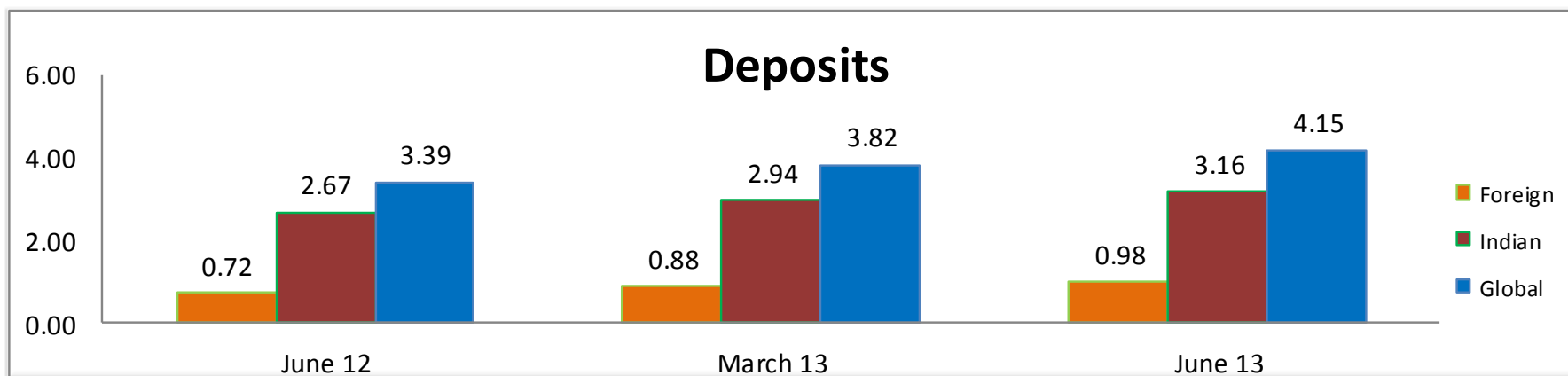


## Deposits-- Sequential



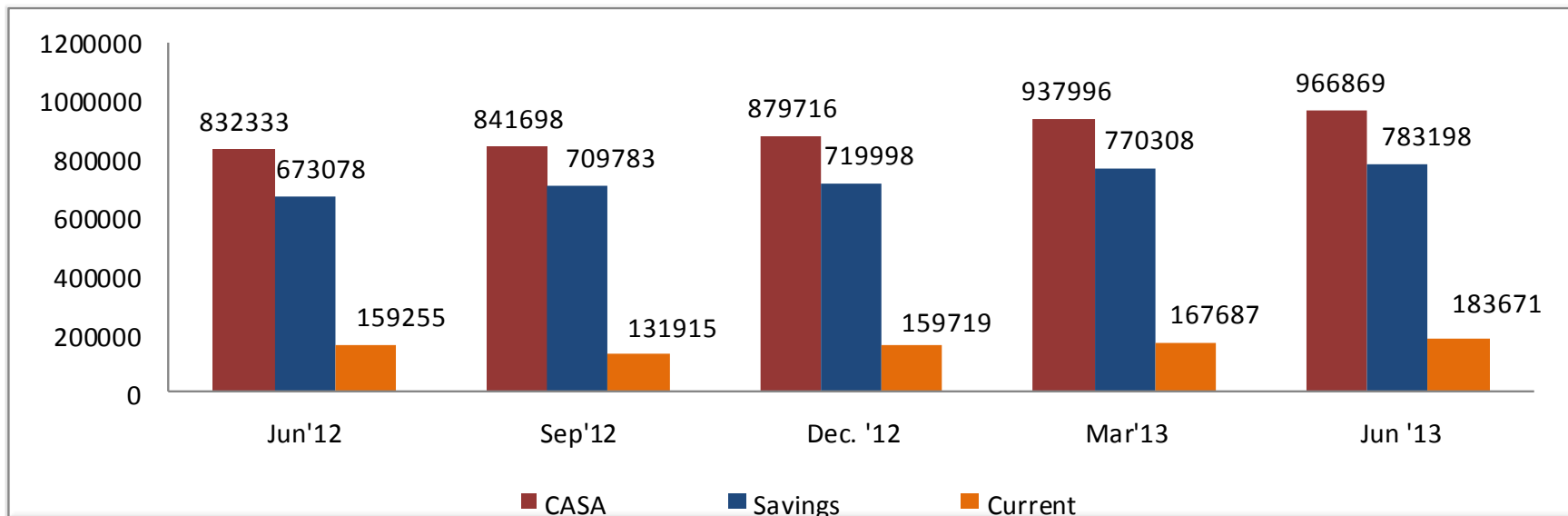
	Quarter ended					Growth % Y-O-Y
	Jun -12	Sept -12	Dec. -12	Mar -13	Jun -13	
<b>Global</b>	3,389,826	3,326,947	3,491,171	3,818,396	4,149,642	22.41
<b>Domestic</b>	2,672,828	2,647,456	2,681,763	2,940,667	3,161,119	18.27
<b>Foreign</b>	716,998	679,491	809,408	877,729	988,523	37.87

# Deposits



<b>Domestic Deposits</b> ❖ Y-o-Y Growth: 18.27 %	<b>Foreign Deposits</b> Y-o-Y Growth: 37.87 %	<b>Global Deposits</b> Y-o-Y Growth: 22.41 %
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# DOMESTIC DEPOSITS (CASA)



**CASA Deposits**  
(YOY growth 16.16 %)

**Savings Bank**  
(YOY growth 16.36 %)

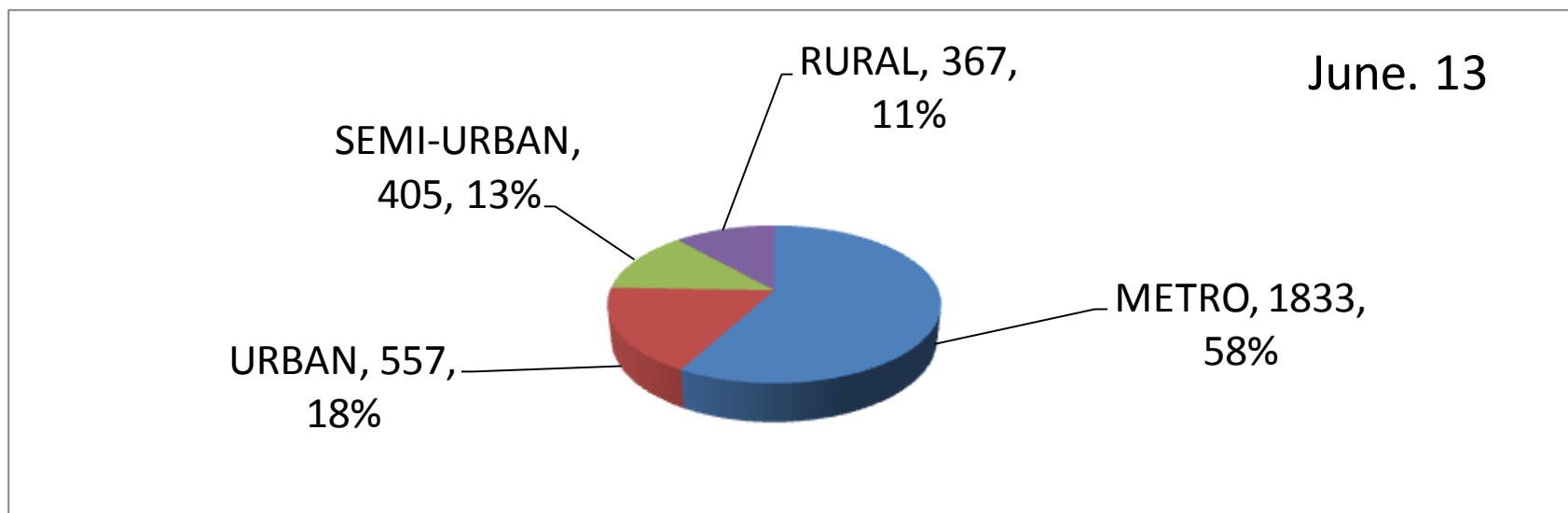
# High Cost Deposits

₹ Mn

	Jun-12	Mar-13	Jun-13	%age of Domestic Deposits
High cost Deposits	564,440	271,730	129,800	4.11 %
Certificate of Deposits	149,280	119,970	143,040	4.52 %

## Domestic Deposits – Category Wise

₹ Bn

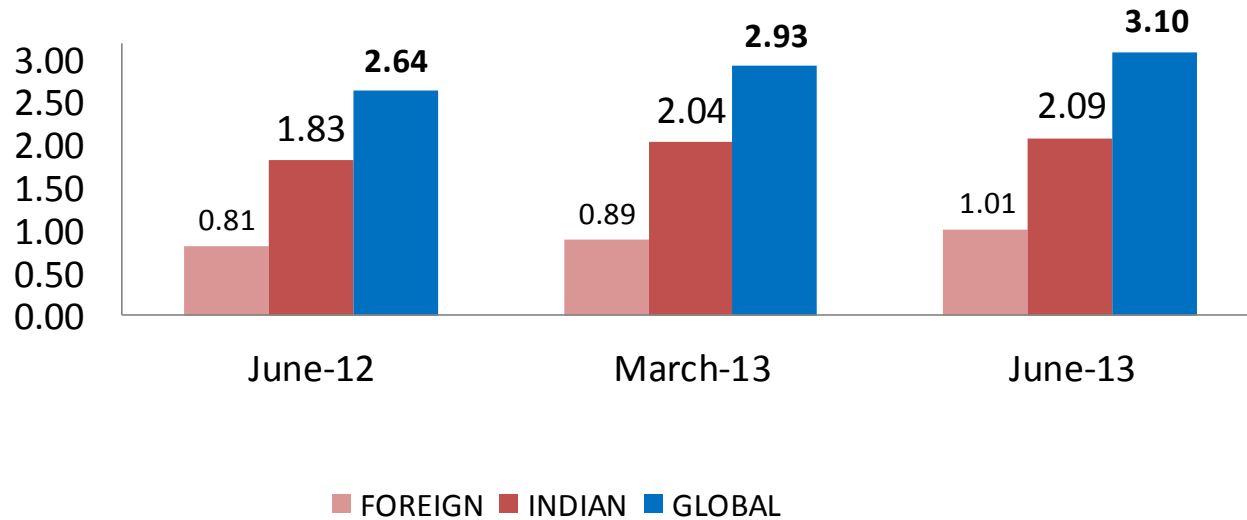


## Gross Advances - Sequential

₹ Mn

	June-12	Sep-12	Dec- 12	Mar-13	June-13	Growth % Y-O-Y
<b>Business Mix</b>	6,031,442	5,930,732	6,294,731	6,748,075	7,243,964	20.10
<b>Gross Advances (Global)</b>	2,641,616	2,603,785	2,803,560	2,929,679	3,094,322	17.14
<b>--Domestic</b>	1,833,926	1,825,259	1,889,799	2,040,357	2,088,833	13.90
<b>-- Foreign</b>	807,690	778,526	913,761	889,322	1,005,489	24.49

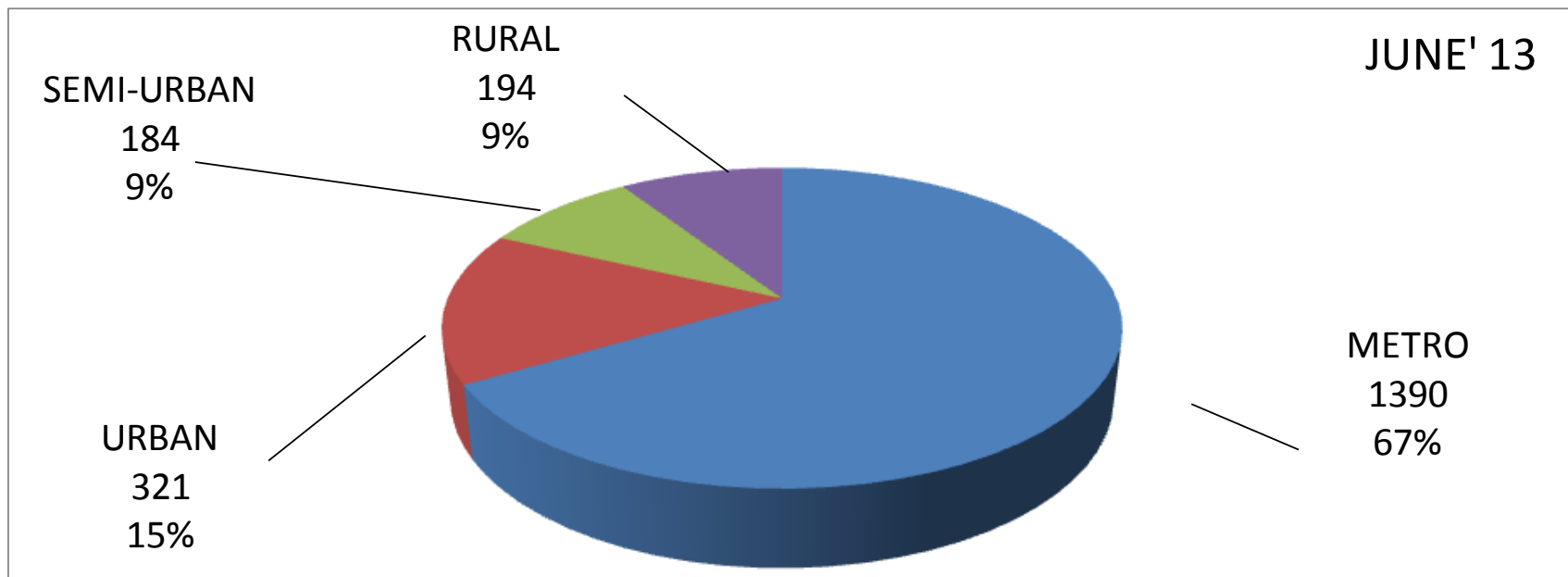




Domestic	Foreign	Global
YoY Growth: 13.90 %	YoY Growth: 24.69 %	YoY Growth: 17.14 %

## Domestic Advances – Category Wise

₹ Bn



## Key Sectors (Domestic Credit)



₹ Mn

	June-12	Mar-13	June-13	% Y-o-Y Growth
<b>Agriculture</b>	235,120	270,410	281,470	19.71
<b>MSME</b>	296,970	372,300	379,420	27.76
<b>Retail Credit</b>	197,180	223,500	229,720	16.50
<b>Corporate</b>	1,104,660	1,174,150	1,198,220	8.47
<b>Total</b>	1,833,930	2,040,360	2,088,830	13.90

# Retail Loan



	June-12	Mar-13	June-13	% Y-o-Y Growth
				%age
Home Loan	86,950	102,670	108,220	24.46 %
Mortgage Loan	15,850	20,080	21,100	33.12 %
Auto Loan	18,360	20,370	20,550	11.93 %
Educational Loan	22,270	24,110	24,640	10.64 %
Others	53,750	56,270	55,210	2.72 %
<b>Total</b>	<b>197,180</b>	<b>223,500</b>	<b>229,720</b>	<b>16.50 %</b>

# Priority Sector Advances

	June-12	Mar-13	June-13	% Y-o-Y Growth
				%age
<b>Agriculture</b>	235,120	270,410	281,470	19.71 %
<b>MSE</b>	251,190	289,130	291,360	15.99 %
<b>Housing Loan</b>	66,150	67,900	69,740	5.43 %
<b>Educational Loan</b>	22,260	23,290	23,790	6.87 %
<b>others</b>	0	3,460	3,550	-
<b>Total Priority Sector Advances</b>	574,720	655,180	669,910	16.56 %

## Major Industry-wise Advances - Domestic



	June-12	Sep-12	Dec-12	Mar-13	June-13	Y-o-Y Growth %
Textiles	80,380	82,040	83,960	88,820	86,520	7.64
Chemicals & Chemical products	48,860	48,830	49,310	51,100	54,290	11.11
Rubber, Plastic & their products	23,090	22,950	24,980	25,490	23,850	3.29
Basic metal & metal products	123,100	130,650	133,240	136,990	134,970	9.64
Vehicles, vehicle parts & Transport equipment	23,570	24,340	21,140	20,520	19,520	-17.18
Gems & Jewellery	37,910	39,000	45,320	46,050	44,620	17.70
Construction	13,630	14,190	14,820	17,700	17,860	31.03
Infrastructure	283,200	306,330	315,090	334,950	349,320	23.35
Other Industries	191,640	203,130	220,230	232,880	231,170	18.32
<b>Total</b>	<b>829,120</b>	<b>871,460</b>	<b>908,090</b>	<b>954,500</b>	<b>962,120</b>	<b>16.04</b>

# Advances to Infrastructure Sector

Particulars	Jun-12	Mar-13	Jun-13
Power	182,270 (6.90 %)	222,700 (7.60%)	227,720 (7.36 %)
Out of which:			
a. State Electricity Boards (SEBs)	94,080	89,070	87,970
b. Others	88,190	133,630	139,750
Telecommunication	14,890	14,270	14,,320
Roads & Ports	63,920	71,740	77,450
Others	22,120	26,240	29,830
Total	283,200	334,950	349,320

## Overseas Advances - Breakup

	Jun-12	Mar-13	Jun – 13
TRADE	76,135	63,673	71,727
MANUFACTURING	81,819	81,902	90,275
REAL ESTATE	13,596	13,954	12,975
LOAN AGAINST DEPOSITS	17,876	17,137	18,206
BUYERS CREDIT	400,497	489,884	572,688
OTHERS *	217,805	222,772	239,618
<b>TOTAL</b>	<b>807,728</b>	<b>889,322</b>	<b>1,005,489</b>

\* Others include Staff Loans, Bills discounted for other banks, syndication/ECB loans, FCTL, etc.



## Standard Restructured Advances as on 30.06.2013 as per RBI Guidelines



( ₹ in Mn.)

Particulars	June-13	%age to Advances
Domestic	150,454	7.20
Foreign	11,862	1.18
Total	162,316	5.25

# Sector wise breakup of Standard Restructured Advances (Domestic)



SECTOR	AMOUNT
INFRA	59,464
AVIATION	24,080
TEXTILES	11,823
STEEL	8,494
HOTELS	6,901
ENGINEERING	6,149
COMPUTER/IT RELATED	5,233
SUGAR	3,734
EDUCATION	2,845
PHARMACEUTICALS	1,793
OTHER METALS	1,703
CONSTRUCTION	-
PAPER & PAPER PRODUCTION	1,125
CHEMICALS	2,267
AGRI	1,194
TRADE	1,955
CRE	387
SERVICES	24
AUTOMOBILES	-
MISC **	11,283
<b>GRAND TOTAL</b>	<b>150,454</b>

# NPAs



₹ Mn

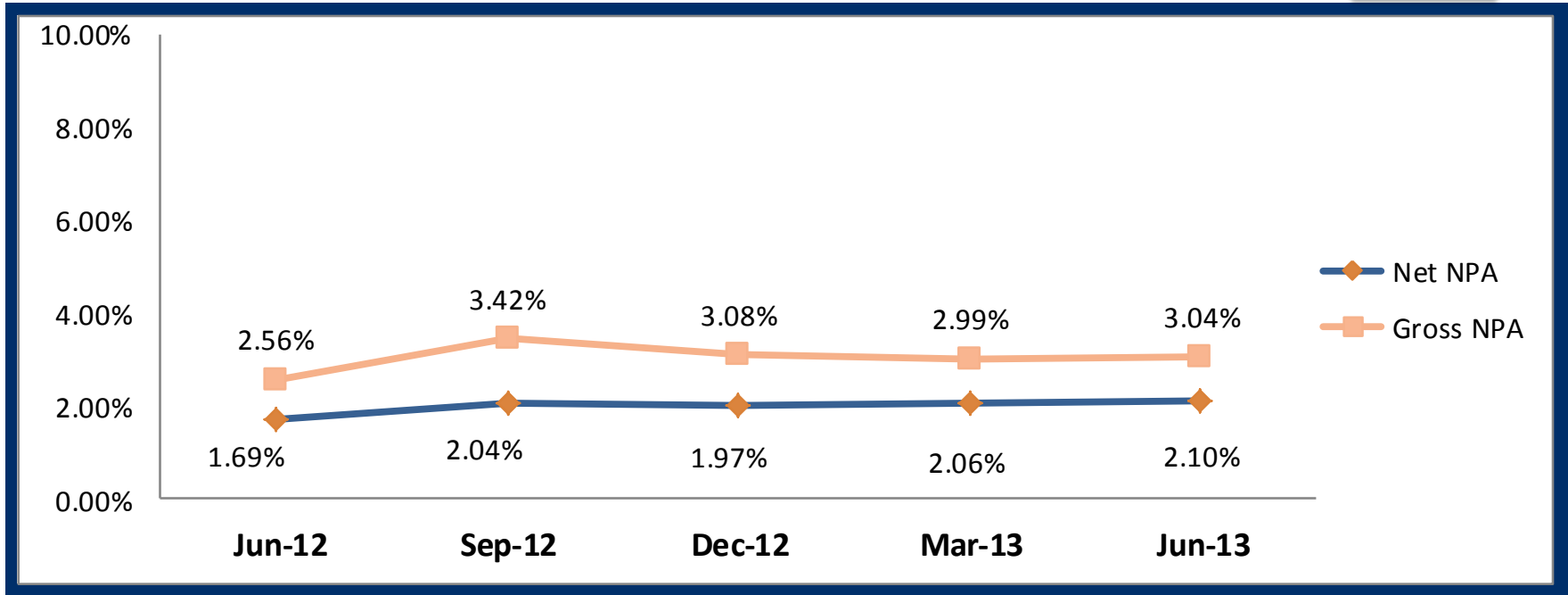
	June-12	Sept.-12	Dec.-12	Mar-13	June-13
Gross NPA	67,518	88,986	86,251	87,653	94,135
Net NPA	44,134	52,283	54,555	59,473	64,089
Gross NPA %	2.56	3.42	3.08	2.99	3.04
Net NPA %	1.69	2.04	1.97	2.06	2.10
Provision Coverage Ratio %	60.86	60.96	60.74	60.92	60.97

	June-12	Sept.-12	Dec.-12	Mar.-13	June-13
<b>Gross NPA (Global)</b>	67,518	88,986	86,251	87,653	94135
--Domestic	57,694	75,493	72,111	71,520	82450
----Foreign	9,824	13,493	14,140	16,133	11685
<b>Net NPA (Global)</b>	44,134	52,283	54,555	59,473	64089
---Domestic	40,345	47,203	49,020	52,640	57747
---Foreign	3,789	5,080	5,535	6,833	6342
<b>Gross NPA % (Global)</b>	2.56	3.42	3.08	2.99	3.04
----Domestic	3.15	4.14	3.82	3.51	3.95
----Foreign	1.22	1.73	1.55	1.81	1.16
<b>Net NPA % (Global)</b>	1.69	2.04	1.97	2.06	2.10
---Domestic	2.23	2.64	2.64	2.61	2.81
----Foreign	0.47	0.66	0.61	0.78	0.63
<b>Provision Coverage Ratio</b>	60.86	60.96	60.74	60.92	60.97

# NPA



(₹/Mn)



# Movement of NPA



( ₹ / Mn)

	Q1 2012-13			Q2 2012-13			Q3 2012-13			Q4 2012-13 (31.03.2013)			Q1 2013-14		
	Domestic	Foreign	Total	Domestic	Foreign	Total	Domestic	Foreign	Total	Domestic	Foreign	Total	Domestic	Foreign	Total
Opening Balance	51,700	7,240	58,940	57,690	9,830	67,520	75,490	13,490	88,980	72,110	14,140	86,250	71,520	16,130	87,650
Add : Slippages	14,580	2,890	17,470	23,390	3,940	27,330	11,280	930	12,210	14,660	2,110	16,770	18,230	1,630	19,860
Total	66,280	10,130	76,410	81,080	13,770	94,850	86,770	14,420	101,190	86,770	16,250	103,020	89,750	17,760	107,510
Less :															
Recovery	3,040	290	3,330	2,920	240	3,160	3,730	-80	3,650	2,280	30	2,310	3,650	60	3,710
Upgradation	2,220	00	2,220	2,080	0	2,080	2,810	330	3,140	110	60	170	3,330	20	3,350
Write Off	3,060	00	3,060	100	0	100	8,110	0	8,110	12,850	10	12,860	-30	6,010	5,980
Total reduction	8,320	290	8,610	5,100	240	5,340	14,650	250	14,900	15,240	100	15,340	6,950	6,090	13,040
Less URI	270	10	280	490	40	530	10	30	40	10	20	30	350	-10	340
Closing Balance	57,690	9,830	67,520	75,490	13,490	88,980	72,110	14,140	86,250	71,520	16,130	87,650	82,440	11,680	94,130

## Sector wise Breakup of NPA - Domestic



₹ Mn

	Outstanding June-13	NPA	% NPA of Outstanding
Agriculture	281,470	7,370	2.61
Industry	962,120	49,720	5.16
Services	494,150	22,300	4.51
Retail	229,720	3,040	1.32

# NPA-Overseas



₹ Mn

	June-12	Mar.-13	June-13
TRADE	2,118	2,414	1,096
MANUFACTURING	1,843	2,829	2,626
REAL ESTATE	1,169	2,239	1,097
OTHERS	4,694	8,650	6,866
TOTAL	9,824	16,132	11,685



# Net Interest Income

	Qtr June-12	Qtr Mar-13	Qtr June-13	Variation Y-o-Y (%)
TOTAL INTEREST INCOME	77,092	81,716	85,412	10.79
INT. INCOME FROM ADVANCES	55,412	59,264	61,904	11.71
INT. INCOME FROM INVESTMENTS	18,962	17,201	18,851	-0.58
OTHER INTEREST INCOME	2,718	5,250	4,657	71.32
TOTAL INTEREST EXPENDED	56,656	56,956	60,042	5.98
INT. EXPENDED ON DEPOSITS	48,758	51,236	54,008	10.77
INT. EXPENDED ON BORROWINGS	4,996	2,832	2,957	-40.81
INTEREST EXPENSES ON SUBORDINATED DEBT etc.	1,660	1,642	1,660	0.00
Others	1,242	1,246	1,417	14.09
NET INTEREST INCOME	20,436	24,760	25,370	24.15

# Net Profit – Sequential

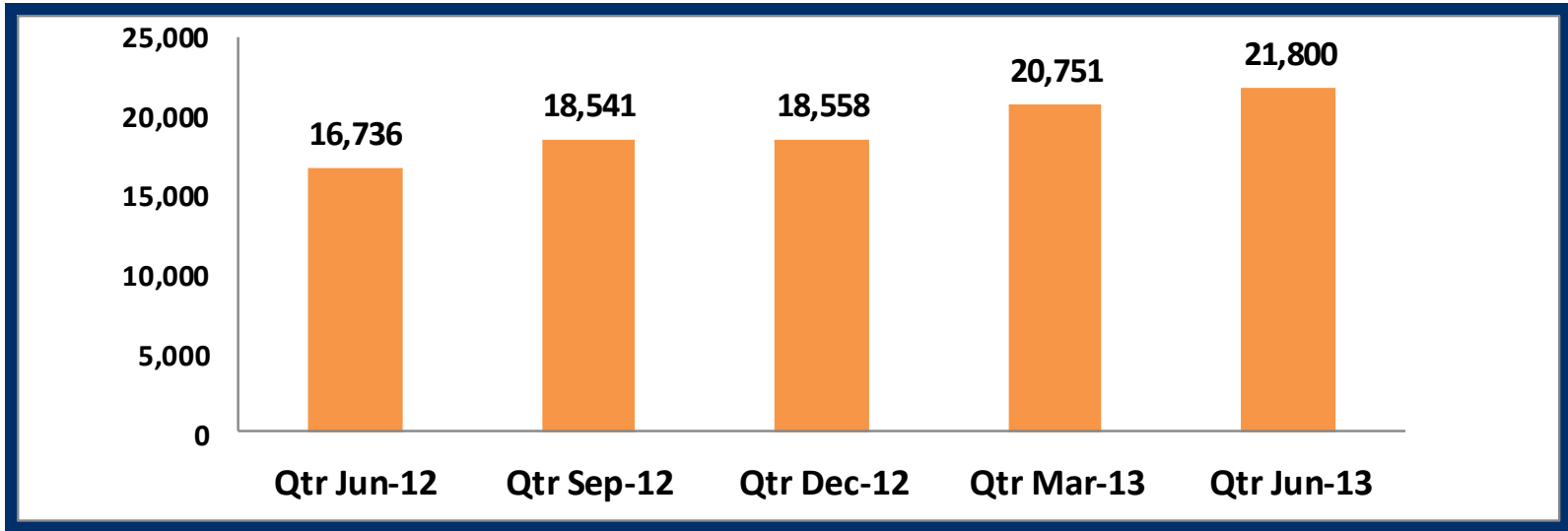


		Qtr Jun 2012	Qtr Sept. 2012	Qtr Dec. 2012	Qtr Mar 2013	Qtr Jun 2013	Variation YoY (%)
1	Interest Earned	77,092	80,055	80,227	81,716	85,412	10.79
2	Interest Expended	56,656	58,095	57,142	56,956	60,042	5.98
3	Net Interest Income (1 - 2)	20,436	21,960	23,085	24,760	25,370	24.15
4	Non-Interest Income	8,409	8,941	9,372	10,940	11,808	40.42
5	Total Operating Income (3+4)	28,845	30,901	32,457	35,700	37,178	28.89
6	Operating Expenses	12,109	12,360	13,899	14,949	15,374	26.96
7	Operating Profit (5 - 6)	16,736	18,541	18,558	20,751	21,804	30.28
8	Total Provision	7,861	15,522	10,523	13,185	12,162	54.71
9	Net Profit	8,875	3,019	8,035	7,566	9,642	8.68

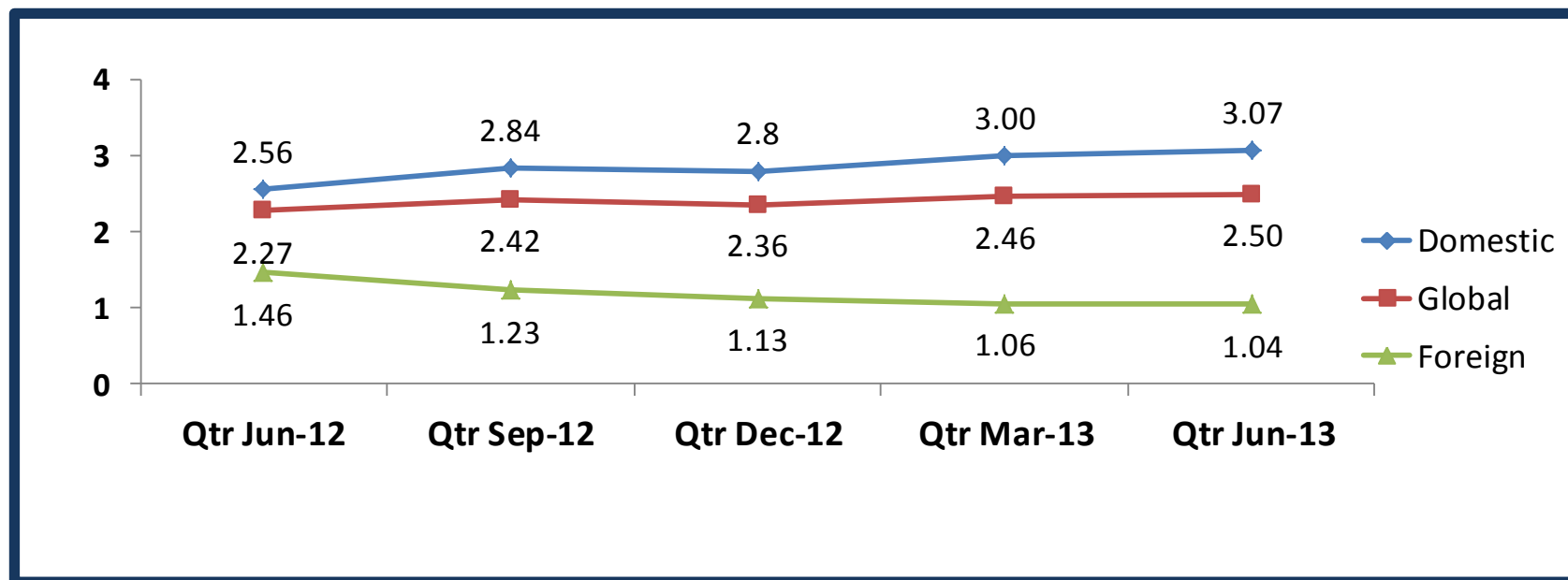
Parameters	Quarter ended		
	June-12	Mar-13	June-13
Operating Profit	16,740	20,750	21,800
<b>Provisions</b>			
Provisions for Taxation	3,140	-1,920	5,220
Prov. For B&D	5,690	10,890	6,270
Prov. For Standard Restructure	20	820	800
Prov. For Depreciation on Investment	-1,360	2,580	-800
NPV Provisions/Other Provisions	380	810	670
<b>Total Provisions</b>	<b>7,860</b>	<b>13,180</b>	<b>12,160</b>
<b>Net Profit</b>	<b>8,870</b>	<b>7,570</b>	<b>9,640</b>

# Operating Profit (Sequential)

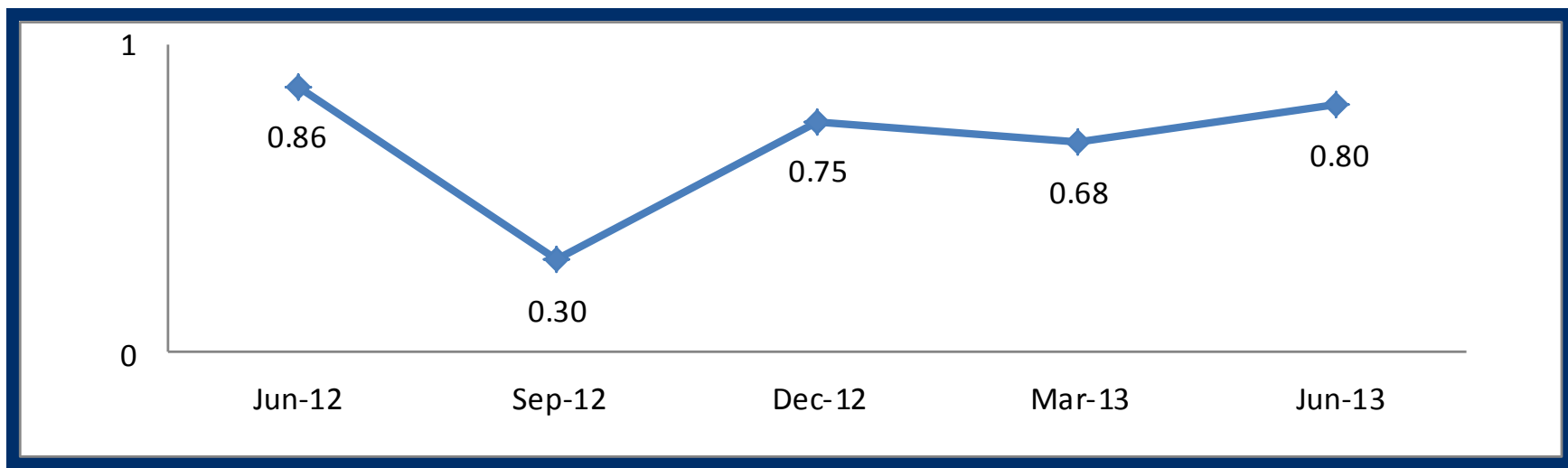
(₹ Mn)



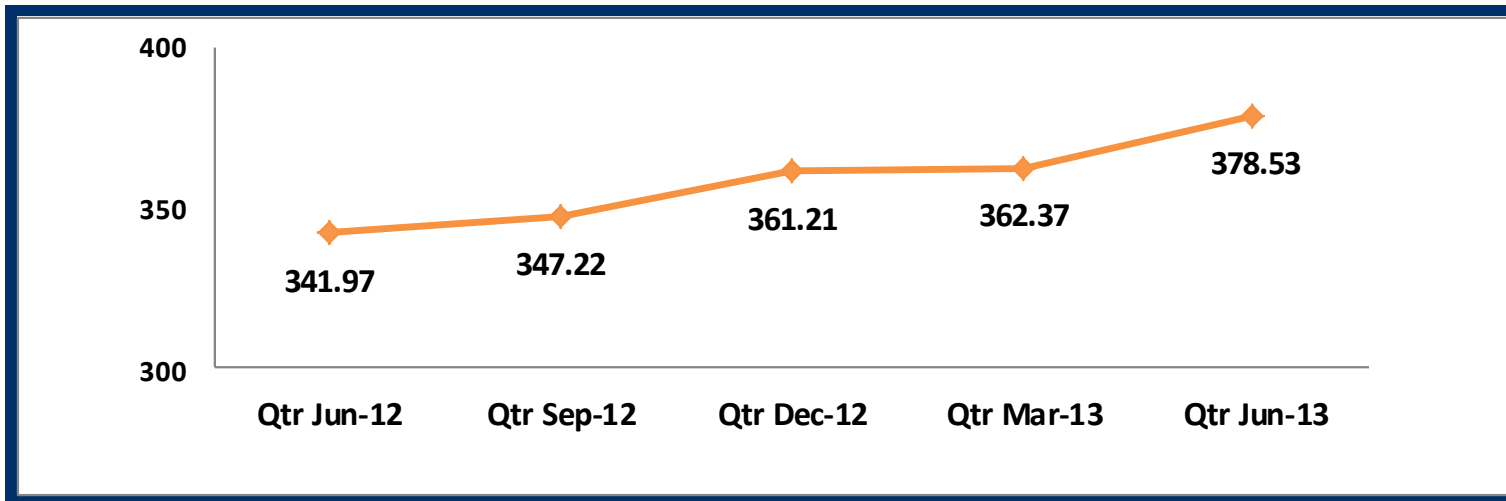
# Net Interest Margin



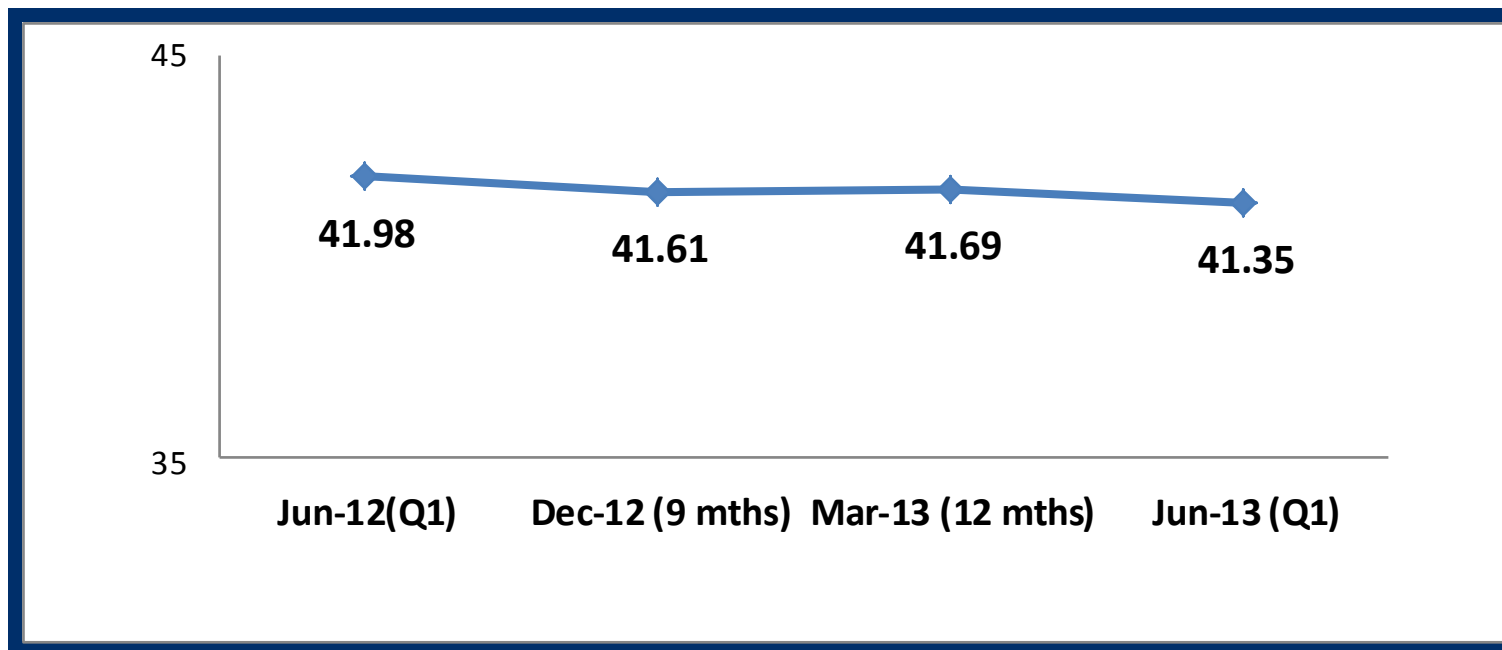
## Return on Assets (Sequential)



# Book Value per Share



# Cost to Income Ratio- Sequential





## Cost and Yield- (Financial Year)



	June, 12			March,13			June, 13		
	INDIAN	FOREIGN	GLOBAL	INDIAN	FOREIGN	GLOBAL	INDIAN	FOREIGN	GLOBAL
<b>Cost of Deposits</b>	7.25	1.30	5.94	7.15	1.17	5.75	7.10	1.07	5.71
<b>Cost of Funds</b>	6.84	2.39	5.77	6.39	1.95	5.25	6.26	1.80	5.12
<b>Yield on Advances</b>	11.25	3.40	8.85	11.34	2.73	8.60	11.32	2.58	8.57
<b>Yield on Investments</b>	8.01	6.79	7.95	7.92	4.48	7.76	8.20	3.75	7.99
<b>Yield on Funds</b>	9.12	3.84	7.86	9.11	2.96	7.53	8.82	2.80	7.28
<b>Interest Spread</b>	2.28	1.45	2.09	2.72	1.01	2.28	2.56	1.00	2.16
<b>Return on Assets</b>	0.85	0.89	0.86	0.96	-0.12	0.68	0.96	0.37	0.80
<b>Cost to Income Ratio</b>	46.27	18.28	41.98	43.84	25.56	41.87	43.23	25.39	41.35
<b>Book Value per Share</b>	-	-	341.97	-	-	362.37	-	-	378.53
<b>Earning per share</b>	-	-	15.47	-	-	13.04	-	-	16.18

# Investments - Domestic



	Jun.12				Jun.13			
	AFS	HTM	HFT	TOTAL	AFS	HTM	HFT	TOTAL
<b>1. SLR INVESTMENTS</b>	149,786	586,518	815	737,119	156,500	675,753	0	832,253
OF WHICH:								
GOVERNMENT SECURITIES	149,045	585,254	815	735,114	156,500	674,192	0	830,692
OTHER APPROVED SECURITIES	741	1,264	0	2,005	0	1,561	0	1,561
M Duration	2.61	5.06	6.50	4.56	1.67	5.22	0	4.55
<b>2. NON SLR INVESTMENTS</b>	100,574	10,804	10	111,388	218,580	11,176	0	229,756
M Duration	2.39	0.80	0	2.34	1.28	0.82	0	1.27
<b>TOTAL</b>	<b>250,360</b>	<b>597,322</b>	<b>825</b>	<b>848,507</b>	<b>375,080</b>	<b>686,929</b>	<b>0</b>	<b>1,062,009</b>

## Investments – Foreign (Position as on 30.06.2013)



Type of Investment	Book Value
G-Sec	28,332
Bonds /CLN– Lehman Bros	1,506
Bonds-Others	15,818
CLN (Other issuers)	3,566
<b>Total</b>	<b>49,222</b>

# Capital Adequacy – Basel II



	30.06.2012	30.09.2012	31.12.2012	31.03.2013	30.06.2013
<b>Tier I Capital</b>	202,700	202,390	202,460	230,187	230,350
<b>Tier II Capital</b>	76,670	76,140	78,300	79,157	77,470
<b>Total Capital</b>	279,370	278,530	280,760	309,344	307,820
<b>Total Assets</b>	4,005,410	3,957,392	4,159,661	4,526,020	4,858,240
<b>Risk Weighted Assets</b>	2,445,440	2,508,320	2,650,820	2,806,370	2,887,990
<b>CRAR - Tier I (%)</b>	8.29	8.07	7.64	8.20	7.98
<b>CRAR - Tier II (%)</b>	3.13	3.03	2.95	2.82	2.68
<b>CRAR (%)</b>	11.42	11.10	10.59	11.02	10.66

# Branch Expansion

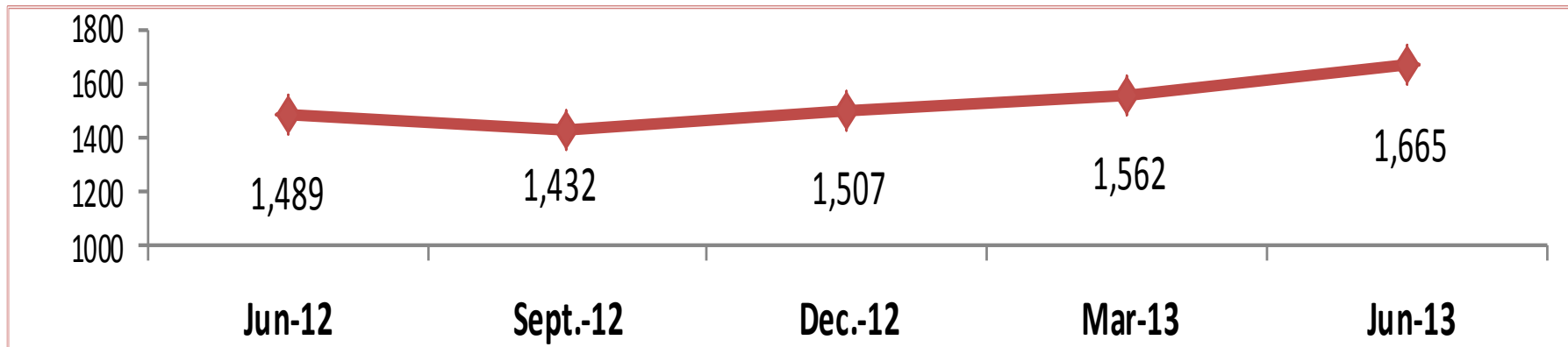


	June-12	Sept-12	Dec-12	Mar-13	June-13
Metro	754	757	766	787	791
Urban	703	710	715	742	744
Semi-Urban	1,072	1,101	1,110	1,165	1,179
Rural	1,493	1,544	1,556	1,598	1,608
Total	4,022	4,112	4,147	4,292	4,322

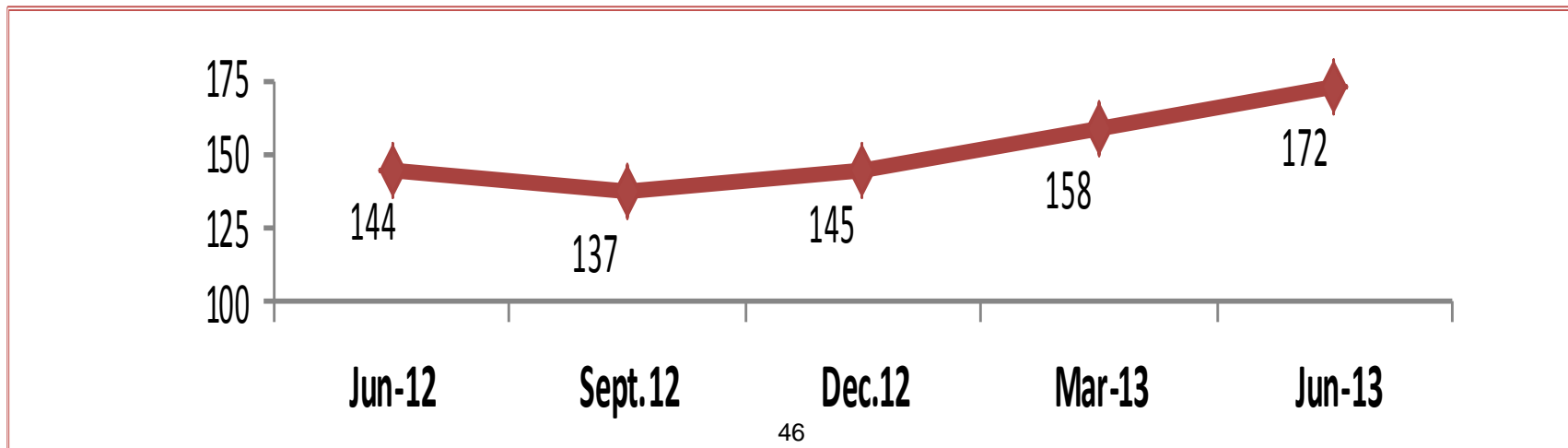
# Productivity



## Business Per Branch



## Business Per Employee



# Awards & Accolades

- Bank has been awarded as “The Best Bank for excellence in AADHAR related UIDAI programme of Government of India at the hands of Prime Minister at DODU village near Jaipur in Rajasthan”.
- The Bank has been awarded the ‘Outlook Money Award 2012’ for “Best Education Loan” provider.
- The Bank has been rated by ET as the Second Most Trusted Brand in India” among the PSU banks.
- The Bank has been conferred with National Award-2011 and 2012 for implementing PMEGP scheme in West Zone and East Zone.
- The Bank has been ranked Second by Ministry of MSME, New Delhi based on its performance in lending to Micro Enterprises.
- Bank of India ,Mumbai North Zone received 3<sup>rd</sup> prize for use of official language Hindi in Bank from Govt. of India, Ministry of Home Affairs , and Official Language Department.

# Awards & Accolades

- Bank has been awarded as “The Best Banker” award at the India SME Excellence Awards-2013 on the occasion of 19<sup>th</sup> Foundation day celebration of SME Chamber of India for Exemplary contribution in Banking Sector.
- Bank has been awarded WSIS project award for implementation of social security payment program in Indore .
- Bank has received ‘ CIO Master-2013 “certificate of recognition of Unique Achievement in the area of Data Centre.
- Bank has received “eIndia certificate of excellence” for IT security implementation –“STARTOKEN” Next Generation Two Factor Authentication.



- **Our Motto- “ PERFORM TO POTENTIAL”**
- **Emphasis on CASA growth.**
- **Expansion of SME, Retail and Rural Business.**
- **Focus on Credit Monitoring and Recovery in NPA.**
- **Inclusive Growth through Financial Inclusion.**
- **Progress on I.T. Enabled Services for better customer satisfaction.**
- **Focused attention on Human resources.**

