INVESTOR PRESENTATION - SEPTEMBER 2014

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7. Overview

## City Union Bank - A specilized banking model aligned to Target Segment - SME / MSME



## Key milestones



Important milestone in our history......

Proudly announce completion of 110 years of purposeful banking

2. Q2 FY 2015 - PEFORMANCE HIGHLIGHTS

## Q2 / H1 FY 2015 Performance - A snapshot

$\checkmark$ Deposits increased by 10\% from Rs. 211 Bn to Rs. 232 Bn Y-o-Y
$\checkmark$ Advances registered a growth of 7\% from Rs. 158 Bn to Rs. $169 \mathrm{Bn} \quad \mathrm{Y}-\mathrm{o}-\mathrm{Y}$
$\checkmark$ Gross Profit registered a growth of 23\% from Rs.1408 Mn to Rs.1729 Mn on Q2-Vs-Q2 basis and 14\% from Rs. 3024 Mn to Rs. 3455 Mn H1-Vs-H1
$\checkmark \quad$ Net Profit increased by $11 \%$ from Rs. 844 Mn to Rs. 938 Mn on Q2-Vs-Q2 and $11 \%$ from Rs. 1746 Mn to Rs. 1932 Mn H1-Vs-H1.
$\checkmark \quad$ Profitability and efficiency ratios - at par with the best in industry:
Q2 FY 2015
H1 FY 2015
$>$ Return on Assets $\quad$ - $1.42 \%$ 1.50\%
$>$ Net Interest Margin - 3.54\% 3.43\%
$>$ Return on Equity - $16.19 \%$ 17.70\%
$>$ Earnings per share - Rs.1.61 Rs.3.44
$\checkmark \quad$ Gross NPA - 2.00\% and Net NPA - 1.30\%
$\checkmark$ Provision Coverage Ratio - 62\%
$\checkmark$ CRAR - 16.00\% (Basel III) of which core CRAR - 15.50\%.

## 3. Branch Network

## Strong presence in the South

$\checkmark$ A network of 430 branches of which 383 branches are located in South India and 295 in Tamil Nadu alone


| State | No. of Branches | \% of Deposits | $\%$ of Advances | \% of Business |
| :---: | :---: | :---: | :---: | :---: |
| Tamilnadu | 295 | 77 | 69 | 73 |
| Telengana | 18 | 3 | 5 | 4 |
| Seemandhra | 33 | 2 | 8 | 5 |
| Karnataka | 24 | 6 | 5 | 5 |
| Maharashtra | 17 | 4 | 4 | 4 |
| Kerala | 13 | 3 | 2 | 3 |
| Gujarat | 6 | 1 | 3 | 2 |
| Others | 24 | 4 | 4 | 4 |
| Total | 430 |  |  |  |



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4. Ownership Pattern

## A well diversified investor base

## Ownership profile



Well diversified ownership of shareholders around 84000
Long term investors ensuring stability and support to management
Higher Participation from FIl's
Limit on FII ownership increased to 40\% from 35\%

## A well diversified investor base

Major Institutional Shareholders as on 30 ${ }^{\text {th }}$ September 2014

| Shareholders | \% of holding |
| :--- | :---: |
| Lavender Investments Ltd | 3.97 |
| GKFF Ventures | 3.95 |
| LIC of India | 3.64 |
| Equinox Partners L P | 2.78 |
| Wasatch Core Growth Fund | 1.84 |
| Acacia Partners | 1.82 |
| Amansa Capital Pte Ltd | 1.81 |
| NT Asian Discovery Master Fund | 1.67 |
| Emblem FII | 1.59 |
| Regal Investment \& Trading Co. Pvt. Ltd | 1.27 |
| Bank Muscat India Fund | 1.26 |
| Somerset Emerging Markets Small Cap Fund | 1.14 |
| Faering Capital India Evolving Fund | 1.12 |

5. Management

## Transparent 'Corporate Governance' practices



Board consists of 7 Independent Directors and 3 Non-Independent Directors


Various sub-committees of Board functions to oversee the operations of the Bank


Code of conduct for directors and senior management put in place


Disclosure norms strictly adhered to

KYC / AML norms strictly complied with.
We have eminent personalities on our Board;
$\checkmark$ Chairman - Veteran Banker with 40 years of experience with City Union Bank
$\checkmark 1$ Chartered Accountant - Retd. CFO from Tata Consultancy Services
$\checkmark 1$ Former IRDA \& RBI Chief of Banking Operations \& Development
$\checkmark 1$ Retired High Court Judge
$\checkmark 1$ Professor of IIT, Chennai
$\checkmark 1$ Industrialist
$\checkmark 1$ Advocate
$\checkmark 1$ Career Banker with 39 years of banking experience
$\checkmark 1$ Chartered Accountant having specialized knowledge in Banking \& Accountancy - first woman director of the Banf

|  | Name | Profile |
| :---: | :---: | :---: |
|  | Mr. S. Balasubramanian, Chairman (Non-Executive) | He holds a Master degree in Mathematics, CAIIB and PGDFM and has 40 years of experience in the banking industry. He joined City Union Bank in 1971 as a probationary officer and was associated with the Bank in various capacities. In 2005 he was appointed as the Chairman \& CEO of our Bank and thereafter, in 2009 he was appointed as the Managing Director and CEO. From May 2011, appointed as Non-Executive Chairman of the Bank. |
|  | Dr. N. Kamakodi, MD \& CEO | He is a Bachelor of Technology, MBA, CAIIB and Ph.D. in e-Banking. He joined the Bank as DGM in the year 2003 was elevated to the post of GM in 2005 and later as Executive Director in 2006. He has excellent academic background and also acquired hands on experience on the overall operations of the Bank. He was reappointed as MD \& CEO of the Bank for a further period of three years up to April 2017. |
|  | Mr. R.G. Chandramogan, Director | He is a well known Industrialist in South India. He is the Chairman \& Managing Director of Hatsun Agro Product Limited which is the largest procurer of milk in the Private Sector in the country. He is a member in Screening Cum Implementation Group - Secondary Agriculture and Working Group on Animal Husbandary \& Dairying, both constituted by Planning Commission, Government of India. He is also a member in National Agriculture constituted by Confederation of Indian Industry. |
| $6$ | Mr. T.K. Ramkumar, Director | He is a graduate in Commerce and Law specialized in Banking law, Company law and Intellectual Property Rights. He is one of the leading Lawyers in Chennai. |
| $1$ | Justice (Retd.) S.R. Singaravelu, Director | He is a former Judge of High Court of Madras and High Court of Orissa. He has vast experience of 36 years in the Judiciary where he has held various positions. |

## A well experienced and strong Board

| Name | Profile |
| :--- | :--- | :--- |
| Mr. C.R. Muralidharan, |  | | He retired as Chief General Manager, Dept of Banking Operations \& Development Reserve Bank of |
| :--- |
| India. He has extensive experience in regulatory Banking. He was also a whole time member of |
| Insurance Regulatory and Development Authority (IRDA). |

6. Financial Performance and Business Profile

## H1 FY 2014-15 Performance - A snapshot

## HIGHLIGHTS FOR THE HALF YEAR ENDED 30th SEPTEMBER 2014

$\checkmark$ Deposits increased by 10\% to Rs. 232 Bn from Rs. 211 Bn
$\checkmark$ Advances increased by 7\% from Rs. 158 Bn to Rs. 169 Bn
$\checkmark \quad$ Total Business grew by 9\% from Rs. 369 Bn to Rs. 401 Bn
$\checkmark$ CASA improved by $21 \%$ to Rs. 43 Bn from Rs. 35 Bn
$\checkmark$ Gross Profit increased by $14 \%$ to Rs. 3455 Mn from Rs. 3024 Mn
$\checkmark \quad$ Net Profit increased by $11 \%$ to Rs. 1932 Mn from Rs. 1746 Mn
$\checkmark \quad$ Gross NPA stood at 2.00\% and Net NPA at 1.30\%
$\checkmark \quad$ ROA stands tall at 1.50\%
$\checkmark$ ROE stood at 17.70\%
$\checkmark \quad$ Net Interest Margin stands at 3.43\%

## Deposits



Gross Profit

CASA
Advances

## Gross NPA



Net Profit


## Net NPA



## FY 2013-14 Performance - A snapshot

## HIGHLIGHTS FOR THE YEAR ENDED 31st MARCH 2014

$\checkmark$ Deposits increased by 8\% to Rs. 220 Bn from Rs. 203 Bn
$\checkmark$ Advances increased by 6\% from Rs. 153 Bn to Rs. 162 Bn
$\checkmark$ Total Business grew by 7\% from Rs. 356 Bn to Rs. 382 Bn
$\checkmark$ CASA improved by $15 \%$ to Rs. 39 Bn from Rs. 34 Bn
$\checkmark \quad$ NII increased by 22\% from Rs.6.2 Bn to Rs.7.6 Bn
$\checkmark$ Gross Profit increased by $11 \%$ to Rs.5.8 Bn from Rs.5.2 Bn
$\checkmark \quad$ Net Profit increased by 8\% from Rs.3.2 Bn to Rs.3.5 Bn
$\checkmark$ Net NPA stood at 1.23\%
$\checkmark$ ROA stands at 1.44\%
$\checkmark$ ROE stands at 19.08\%
$\checkmark \quad$ Net Interest Margin increased from 3.35\% to 3.50\%

Deposits

## Advances



CASA

15\%

Gross Profit


## Gross NPA



Net Profit


Net NPA


## H1 FY 15 Vs H1 FY 14 - Performance - A snapshot

Financial Performance
(in INR Mn)

| Particulars | $\begin{gathered} \text { H1 FY } \\ 2015 \end{gathered}$ | $\begin{gathered} \text { H1 FY } \\ 2014 \end{gathered}$ | Inc / (Dec) | Growth | $\%$ <br> Growth | $\begin{gathered} \text { FY } \\ 2014 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Deposits | 231517 | 210562 | - | 20955 | 10\% | 220169 |
| Advances | 169084 | 158485 | $\square$ | 10599 | 7\% | 162236 |
| Total Business | 400601 | 369047 | - | 31554 | 9\% | 382405 |
| Demand Deposits | 16467 | 13580 | T | 2887 | 21\% | 14420 |
| Savings Deposits | 26345 | 21732 | - | 4613 | 21\% | 24754 |
| CASA | 42812 | 35312 | - | 7500 | 21\% | 39173 |
| Gross NPA | 3379 | 2632 | T | 747 | 28\% | 2931 |
| Net NPA | 2187 | 1311 | - | 876 | 67\% | 1973 |
| Gross NPA (\%) | 2.00\% | 1.66\% |  |  |  | 1.81\% |
| Net NPA (\%) | 1.30\% | 0.83\% |  |  |  | 1.23\% |
| C R A R (BASEL II) | 16.08\% | 14.34\% |  |  |  | 15.11\% |
| C R A R (BASEL III) | 16.00\% | 14.28\% |  |  |  | 15.01\% |
| - Of which Tier I | 15.50\% | 13.69\% |  |  |  | 14.43\% |
| CD Ratio | 73.03\% | 75.27\% |  |  |  | 73.69\% |
| PCR | 61.99\% | 70.08\% |  |  |  | 61.74\% |

## H1 FY 15 Vs H1 FY 14 - Performance - A snapshot

Financial Performance

| Particulars | $\begin{gathered} \text { H1 FY } \\ 2015 \end{gathered}$ | $\begin{gathered} \text { H1 FY } \\ 2014 \end{gathered}$ | $\begin{aligned} & \text { INC / } \\ & \text { (DEC) } \end{aligned}$ | \% GROWTH | $\begin{gathered} \text { FY } \\ 2013-14 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net Interest Income | 3929 | 3772 | 157 | 4\% | 7594 |
| Other Income | 2009 | 1357 | 652 | 48\% | 2799 |
| Operating Expenses | 2483 | 2105 | 378 | 18\% | 4583 |
| Gross Profit | 3455 | 3024 | 431 | 14\% | 5810 |
| Provisions \& Contingencies | 1523 | 1277 | 246 | 19\% | 2339 |
| Net Profit | 1932 | 1746 | 186 | 11\% | 3471 |
| Return on Assets | 1.50\% | 1.48\% |  |  | 1.44\% |
| Return on Equity | 17.70\% | 19.61\% |  |  | 19.08\% |
| Net Interest Margin | 3.43\% | 3.53\% |  |  | 3.50\% |

## Q2 FY 15 Vs Q2 FY 14 - Performance - A snapshot

## Financial Performance

| Particulars | $\begin{aligned} & \text { Q2 FY } \\ & 2015 \end{aligned}$ | $\begin{gathered} \text { Q2 FY } \\ 2014 \end{gathered}$ | INC / <br> (DEC) | $\begin{gathered} \text { \% } \\ \text { GROWTH } \end{gathered}$ | $\begin{gathered} \text { FY } \\ 2013-14 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net Interest Income | 2062 | 1898 | 164 | 9\% | 7594 |
| Other Income | 902 | 568 | 334 | 59\% | 2799 |
| Operating Expenses | 1235 | 1058 | 177 | 17\% | 4583 |
| Gross Profit | 1729 | 1408 | 321 | 23\% | 5810 |
| Provisions \& Contingencies | 791 | 564 | 227 | 40\% | 2339 |
| Net Profit | 938 | 844 | 94 | 11\% | 3471 |
| Return on Assets | 1.42\% | 1.40\% |  |  | 1.44\% |
| Return on Equity | 16.19\% | 18.46\% |  |  | 19.08\% |
| Net Interest Margin | 3.54\% | 3.51\% |  |  | 3.50\% |

## H1 FY 15 Vs H1 FY 14 - Income and Expenses - Breakup

(in INR Mn)

Interest Income Breakup

| Particulars | $\begin{gathered} \text { H1 FY } \\ 2015 \end{gathered}$ | $\begin{gathered} \text { H1 FY } \\ 2014 \end{gathered}$ | Growth (\%) |
| :---: | :---: | :---: | :---: |
| Interest on Loans | 10680 | 10398 | 3\% |
| Interest on Investments | 2506 | 2135 | 17\% |
| Other Interest Income | 76 | 111 | -ve |
| Total Interest Income | 13262 | 12644 | 5\% |

Other Income Breakup

| Particulars | $\begin{gathered} \text { H1 FY } \\ 2015 \end{gathered}$ | $\begin{gathered} \text { H1 FY } \\ 2014 \end{gathered}$ | Growth <br> (\%) |
| :---: | :---: | :---: | :---: |
| CEB \& Charges | 1005 | 877 | 15\% |
| Treasury Income | 472 | 273 | 73\% |
| All other Income incl suit account recoveries | 531 | 207 | 156\% |
| Total Other Income | 2008 | 1357 | 48\% |

Interest Expenses Breakup

| Particulars | $\begin{gathered} \text { H1 FY } \\ 2015 \end{gathered}$ | $\begin{gathered} \text { H1 FY } \\ 2014 \end{gathered}$ | Growth (\%) |
| :---: | :---: | :---: | :---: |
| Int Exp on Deposits | 9207 | 8614 | 7\% |
| Other Int Expenses | 126 | 258 | -ve |
| Total Interest Expenses | 9333 | 8872 | 5\% |

Operating Expenses Breakup

| Particulars | $\begin{gathered} \text { H1 FY } \\ 2015 \end{gathered}$ | $\begin{gathered} \text { H1 FY } \\ 2014 \end{gathered}$ | Growth (\%) |
| :---: | :---: | :---: | :---: |
| Employee Cost | 990 | 855 | 16\% |
| Other Operating Expenses | 1493 | 1250 | 19\% |
| Total Expenses | 2483 | 2105 | 18\% |

## Q2 FY 15 Vs Q2 FY 14 - Income and Expenses - Breakup

(in INR Mn)

Interest Income Breakup

| Particulars | $\begin{gathered} \text { Q2 FY } \\ 2015 \end{gathered}$ | $\begin{gathered} \text { Q2 FY } \\ 2014 \end{gathered}$ | Growth (\%) |
| :---: | :---: | :---: | :---: |
| Interest on Loans | 5469 | 5221 | 5\% |
| Interest on Investments | 1317 | 1110 | 19\% |
| Other Interest Income | 43 | 73 | -ve |
| Total Interest Income | 6829 | 6404 | 7\% |

Other Income Breakup

| Particulars | $\begin{aligned} & \text { Q2 FY } \\ & 2015 \end{aligned}$ | $\begin{gathered} \text { Q2 FY } \\ 2014 \end{gathered}$ | Growth (\%) |
| :---: | :---: | :---: | :---: |
| CEB \& Charges | 510 | 404 | 26\% |
| Treasury Income | 249 | 125 | 99\% |
| All other Income incl suit account recoveries | 143 | 39 | 267\% |
| Total Other Income | 902 | 568 | 59\% |

Interest Expenses Breakup

| Particulars | Q2 FY | Q2 FY | Growth |
| :--- | ---: | ---: | ---: |
| 2015 | 2014 | (\%) |  |
| Int Exp on Deposits | 4701 | 4366 | $8 \%$ |
| Other Int Expenses | 65 | 140 | -ve |
| Total Interest <br> Expenses | 4766 | 4506 | $6 \%$ |

Operating Expenses Breakup

| Particulars | $\begin{gathered} \text { Q2 FY } \\ 2015 \end{gathered}$ | $\begin{aligned} & \text { Q2 FY } \\ & 2014 \end{aligned}$ | Growth (\%) |
| :---: | :---: | :---: | :---: |
| Employee Cost | 467 | 400 | 17\% |
| Other Operating Expenses | 768 | 658 | 17\% |
| Total Expenses | 1235 | 1058 | 17\% |

## FY 13-14 Vs FY 12-13 - Income and Expenses - Breakup

(in INR Mn)

Interest Income Breakup

| Particulars | $\begin{gathered} \text { FY } \\ 13-14 \end{gathered}$ | $\begin{gathered} \text { FY } \\ 12-13 \end{gathered}$ | Growth (\%) |
| :---: | :---: | :---: | :---: |
| Interest on Loans | 20921 | 18122 | 15\% |
| Interest on Investments | 4380 | 3723 | 18\% |
| Other Interest Income | 158 | 43 | 267\% |
| Total Interest Income | 25459 | 21888 | 16\% |

Interest Expenses Breakup

| Particulars | $\begin{gathered} \text { FY } \\ 13-14 \end{gathered}$ | $\begin{gathered} \text { FY } \\ 12-13 \end{gathered}$ | Growth (\%) |
| :---: | :---: | :---: | :---: |
| Int Exp on Deposits | 17340 | 15045 | 15\% |
| Other Int Expenses | 525 | 602 | -ve |
| Total Interest Expenses | 17865 | 15647 | 14\% |

Operating Expenses Breakup

| Particulars | $\begin{gathered} \text { FY } \\ 13-14 \end{gathered}$ | $\begin{gathered} \text { FY } \\ 12-13 \end{gathered}$ | Growth <br> (\%) |
| :---: | :---: | :---: | :---: |
| Employee Cost | 1856 | 1509 | 23\% |
| Other Operating Expenses | 2727 | 2050 | 33\% |
| Total Expenses | 4583 | 3559 | 29\% |

## Key Business Indicators

Key indicators

| Particulars | H1 | H1 | Q2 | Q2 | FY |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY 2015 | FY 2014 | FY 2015 | 2013-14 |  |
| Cost of Deposits | $8.24 \%$ | $8.44 \%$ | $8.22 \%$ | $8.44 \%$ | $8.37 \%$ |
| Yield on Advances | $13.28 \%$ | $13.56 \%$ | $13.57 \%$ | $13.64 \%$ | $13.43 \%$ |
| Yield on Investments | $7.45 \%$ | $7.30 \%$ | $7.40 \%$ | $7.25 \%$ | $7.33 \%$ |
| Net Interest Margin | $3.43 \%$ | $3.53 \%$ | $3.54 \%$ | $3.51 \%$ | $3.50 \%$ |
| Cost to Income | $41.81 \%$ | $41.05 \%$ | $41.68 \%$ | $42.91 \%$ | $44.10 \%$ |
| Cost of Funds | $7.21 \%$ | $7.49 \%$ | $7.15 \%$ | $7.48 \%$ | $7.40 \%$ |
| Yield on Funds | $10.24 \%$ | $10.68 \%$ | $10.24 \%$ | $10.64 \%$ | $10.55 \%$ |
| Per Employee Business (in INR Mn) | 90.48 | 89.63 | 90.48 | 89.63 | 90.62 |
| Per Employee Profit (in INR Mn) (Ann) | 0.87 | 0.85 | 0.85 | 0.82 | 0.82 |
| EPS (in INR) - FV INR 1/- share (Not Ann) | 3.44 | 3.51 | 1.61 | 1.62 | 6.69 |

## Strong Deposits and Advances growth



## Income Growth over the years ...

Net Interest Income Growth


## CEB Growth



Other Income Growth



## Cost of deposits \& Yield on advances

## Cost of Deposits and Yield on Advances



- $11.00-10.85-11.32$


| 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | Sep-14 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |

## Key Business Ratios - Yearwise



## Efficiency

( Rs in Mn )


## Loan Book - Products Composition

| Loan Book Products Composition | Amount <br> (INR Mn) | \% to Total <br> Advances |
| :--- | :---: | :---: |
| Cash Credit \& Demand Loans | 110612 | $65 \%$ |
| Term Loans | 55510 | $33 \%$ |
| Bills Purchased \& Bills Discounted | 2962 | $2 \%$ |
| Gross Loans Total | $\mathbf{1 6 9 0 8 4}$ | $\mathbf{1 0 0 \%}$ |

$\checkmark$ Working capital loans yielding higher interest constitute 65\% of advances
$\checkmark$ Re-pricing possible at short intervals thus reducing interest rate risk
$\checkmark \sim 80 \%$ of our loan book is on floating rate basis which reduces interest rate risk


## Loan book - Composition

Sectoral Deployment as on 30th September 2014

| Particulars <br> Ampunt <br> (INR Mn to Total |  |  |
| :--- | ---: | :---: |
| Agriculture (includes AJL-21426 Mn) | 30291 | $18 \%$ |
| M S M E | 52448 | $31 \%$ |
| Large Industries | 12209 | $7 \%$ |
| Retail Traders | 10341 | $6 \%$ |
| Wholesale Traders | 19987 | $12 \%$ |
| Commercial Real Estate | 9161 | $5 \%$ |
| JL Non Agriculture | 6025 | $4 \%$ |
| Housing Loans | 9879 | $6 \%$ |
| Other Personal Loan (includes <br> Personal Loan, Clean loan, Clean OD, |  |  |
| Consumer loan, etc.) | 3767 | $2 \%$ |
| Loans collateralized by Deposits | 3066 | $2 \%$ |
| Infrastructure | 1304 | $1 \%$ |
| NBFC | 2079 | $1 \%$ |
| Others (Educational Loan, Staff Loan, <br> etc) | 8527 | $5 \%$ |
| Gross Loans Total | $\mathbf{1 6 9 0 8 4}$ | $\mathbf{1 0 0 \%}$ |

## Secured \& Unsecured Advances

| Particulars | Amount <br> (INR Mn) |  |
| :--- | :---: | :---: |
| \% to Total |  |  |
| Advances |  |  |$|$

$\checkmark$ Trading \& MSME loans earning higher yields constitute about 49\%.
$\checkmark$ Diversified credit portfolio reduces credit risk
$\checkmark$ Lower ticket size backed by adequate collaterals
$\checkmark$ Unsecured Advances aggregate to 2\% only
$\checkmark$ Jewel Loan portfolio decreased by Rs. 6476 Mn when compared to Q2 FY 2014.
$\checkmark$ Total Jewel Loan outstanding as on 30.09.2014 Rs.27,653 Mn

AJL - Agricultural Jewel Loan
JL - Jewel Loan

## Loan Book - Sectoral Deployment

## Sectoral Deployment chart



## Loan Book - Advances to Major Industries

Advances to Major Industries as on 30th September 2014

| Industry Name | Amount (in INR Mn) | \% to Total Advances |
| :---: | :---: | :---: |
| Textiles <br> a) Cotton <br> b) Other Textiles | $\begin{aligned} & 9513 \\ & 3636 \end{aligned}$ | $\begin{aligned} & 5 \% \\ & 2 \% \end{aligned}$ |
| Metals <br> a) Iron \& Steel <br> b) Other Metals | $\begin{aligned} & 8008 \\ & 2461 \end{aligned}$ | $\begin{aligned} & 5 \% \\ & 1 \% \end{aligned}$ |
| Paper \& Paper Products | 4151 | 2\% |
| Food Processing | 2677 | 2\% |
| Chemicals | 1744 | 1\% |
| Rubber \& Plastics | 1463 | 1\% |
| Engineering | 2639 | 1\% |
| Beverage \& Tobacco | 180 | 1\% |
| Automobiles | 616 | 1\% |
| Other Industries (includes Leather, Wood, Cement, Gems \& Jewels, etc) | 2295 | 1\% |
| Total | 39383 | 23\% |
| All other advances (Agri, Trade, Service, Gold Loan, etc.) | 129701 | 77\% |
| Total Gross Advances | 169084 | 100\% |

## Asset Quality

( Rs in Mn )

Gross NPA Qtm \& Gross NPA \%


Net NPA Qtm \& Net NPA \%


Asset Quality Position - Movement over the years

| (Rs in Mn) |  | FY <br> Mar-11 | $\begin{gathered} \text { FY } \\ \text { Mar-12 } \end{gathered}$ | $\begin{gathered} \text { FY } \\ \text { Mar-13 } \end{gathered}$ | $\begin{gathered} \text { F Y } \\ \text { Mar-14 } \end{gathered}$ | $\begin{gathered} \text { Q2 FY } \\ 2015 \end{gathered}$ | $\begin{gathered} \text { H1 FY } \\ 2015 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| NPA Opening balance |  | 882 | 1125 | 1235 | 1731 | 3083 | 2931 |
| Additions | A | 1207 | 1444 | 2234 | 4562 | 834 | 2510 |
| Recovery / SR |  | 376 | 649 | 486 | 1865 | 152 | 1296 |
| Upgradations |  | 114 | 165 | 232 | 168 | 68 | 82 |
| Net Addition | B | 717 | 630 | 1516 | 2529 | 614 | 1132 |
| Write-off |  | 474 | 520 | 1020 | 1329 | 319 | 684 |
| NPA Closing balance |  | 1125 | 1235 | 1731 | 2931 | 3379 | 3379 |
| Technical Write-off (TW) during the period |  | 540 | 484 | 948 | 1226 | 309 | 618 |
| Provision made during the period | C | 672 | 570 | 970 | 1485 | 518 | 958 |
| T W recovery | D | 291 | 400 | 599 | 544 | 124 | 504 |
| Provision made net of TW Recovery | $E=C-D$ | 381 | 170 | 371 | 941 | 394 | 454 |
| Gross Advance | F | 92555 | 122217 | 153428 | 162236 | 169084 | 169084 |
| Additions \% of Gross Advance | A / F | 1.30 | 1.18 | 1.46 | 2.81 | 0.49 | 1.48 |
| Net Addition \% of Gross Advance | B / F | 0.77 | 0.52 | 0.99 | 1.56 | 0.36 | 0.67 |
| Net provision made \% of Gross Adv | E/F | 0.41 | 0.14 | 0.24 | 0.58 | 0.23 | 0.27 |
| Gross NPA \% |  | 1.21 | 1.01 | 1.13 | 1.81 | 2.00 | 2.00 |
| Net NPA \% |  | 0.52 | 0.44 | 0.63 | 1.23 | 1.30 | 1.30 |

## Restructured Accounts

## No additions to Restructured Accounts in Q2 FY 2015

Balance outstanding as on 30.09.2014 in respect of Restructured Standard borrowers:

| Type Restructuring | No. of <br> Borrowers |  |
| :--- | :---: | :---: |
| Under CDR Mechanism | 2 | Amount <br> (in INR Mn) |
| Under SME Debt Restructuring Mechanism | 7 | 727 |
| Under Other Debt Restructuring Mechanism | 3 | 133 |
| Total | $\mathbf{1 2}$ | 1642 |

$\checkmark$ The above disclosure is in respect of Restructured Standard Accounts excluding NPA.
$\checkmark$ \% of Restructured Standard Advances to Gross Advances - 1.48\% Vs 1.62\% in Q1 FY 2015
$\checkmark$ Amount outstanding in Security Receipts / SR Application money - 3186 Mn

## Investments - At a Glance

Investments Breakup and Categorywise
(in INR Mn)

| Particulars | SEP 2014 | SEP 2013 |
| :--- | :---: | :---: |
| SLR Securities | 61217 | 52965 |
| Non-SLR Securities | 7805 | 6894 |
| Total Investments | 69022 | 59859 |
| Yield on Investments | $7.45 \%$ | $7.30 \%$ |
| Investments Breakup: |  |  |
| - A F S | $13583(20 \%)$ | $3806(6 \%)$ |
| - H T M | $55330(80 \%)$ | $56052(94 \%)$ |
| - H F T | 109 | 1 |
| Total Investments | 69022 | 59859 |
| Modified Duration: |  |  |
| - A F S | 4.94 | 0.96 |
| - H T M | 6.26 | 4.42 |
| - H F T | 4.03 | - |
| - Overall Portfolio |  | 4.23 |

Thank You

