




Karnataka Bank
Your Family Bank Across India

Analysis of Financial Results
March 2019

Table of contents



1	Company Overview	
2	Financial Performance	
3	Annexure	
4	Business Strategy	

Company Overview

- 01 Time tested Bank with over 95 years of banking history .
- 02 Pan-India footprint.
- 03 Robust technology and risk management systems.
- 04 Strong productivity, capital adequacy ratios.
- 05 Experienced management team & Professional Board.
- 06 Highest Standards of Corporate Governance.
- 07 Consistent track record of profit since inception.
- 08 Powered by KBL - VIKAAS for Total Transformation.

History

2017-19	<ul style="list-style-type: none">❑ Customer base crossed the milestone of 1 crore.❑ Business turnover crossed the historic milestone of ₹ 1,00,000 crore.❑ Formed Investor Relation Cell.❑ Networth of the Bank crossed ₹ 5,000 crs.
2012-16	<ul style="list-style-type: none">❑ Completed 1:2 rights issue to raise ₹ 658.96 crs.❑ Unveiled KBL - VISION 2020 & adopted Vision Statement.❑ No. of branches crossed 500 & No. of ATMs crossed 1,000.❑ Business turnover crossed the milestone of ₹ 75,000 crore.❑ Secured ISO 27001 : 2005 Certificate from NQA..❑ Launched ASBA facility
2007-11	<ul style="list-style-type: none">❑ Right issue of ₹ 457.03 crore in the ratio of 2:5.❑ Launched Online Trading facility.❑ Maiden QIP aggregate ₹ 160.83 crs.❑ Completion of 100% core banking
2002-06	<ul style="list-style-type: none">❑ Floated general insurance JV along with Allahabad Bank, Indian Overseas Bank, Dabur Investments and Sampo Japan Insurance.❑ Launched CDSL-DP services at select branches .❑ Rights issue in the ratio of 2:1 to raise ₹ 160 crs.❑ Right issue in the ratio of 1:2.❑ Bancassurance tie-up with MetLife.❑ Maiden bonus issue in the ratio of 1:1
1997-2002	<ul style="list-style-type: none">❑ Implementation of "Finacle" CBS in 2000
1977-96	<ul style="list-style-type: none">❑ Public issue of 45 lakh equity shares in October 1995❑ Became an authorised dealer of foreign exchange in 1977
1960-66	<ul style="list-style-type: none">❑ Took over Sringeri Sharada Bank Ltd, Chitaldurg Bank & Bank of Karnataka, Hubli.
1924	<ul style="list-style-type: none">❑ Incorporated on 18th February 1924 at Mangalore by Late B R Vyasarayachar & other leading members of the South Kanara Region

Evolution

Oldest
Bank

Offers wide
variety of
banking
products

2,047 Outlets
all over India

With
₹ 1,23,280 Cr
business
turnover

- Business Turnover of ₹ 1,23,280 crore as on 31.03.2019.
- Networth of ₹ 5,785 crore as on 31.03.2019.
- **2,047** service outlets with **836** branches, **1** Extension Counter and **1,210** ATMs (incl. 330 recyclers) in 542 centres across India as on 31.03.2019.
- Offers wide variety of corporate and retail banking products and services to over **10.3 million** customers.
- Incorporated in **1924**, one of the oldest time tested private sector Banks.

Robust technology platform and risk management systems



Strong technology platform

The existing “ISO 27001:2013” certificate encompassing the Information Security Management System (ISMS) at the Bank’s Data Centre, Near line Site [NLS] at Bengaluru and Information Technology Department including the DR site [IT & DR] at Head Office, Mangaluru, has been renewed by AJA Registrars, UK, for a further period of three years up to March 2022, reflecting the Bank’s continued commitment to technology adoption.



Pioneer in implementing “Finacle” (CBS) amongst the first generation private sector banks

State-of-art IT set up which has enabled Anytime Anywhere Banking through alternate delivery channels such as ATMs, VISA International Debit Card, RUPAY Debit Card, Internet Banking, Mobile Banking, IMPS, e-lobby etc.

Implemented ‘M-Passbook’ (Mobile Passbook), ‘KBL Apna App’ (SMS Banking), ‘KBL-Mobile’ (Mobile Banking) app, ‘BHIM KBL UPI’ app on Unified Payment Interface, etc as additional facilities for the convenience of customers.

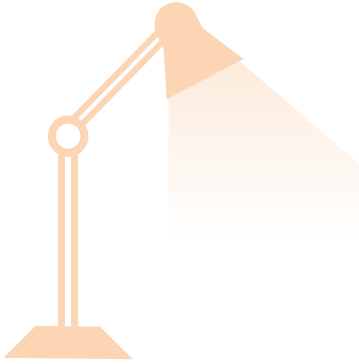
Also offers other Products such as NGRTGS, NEFT, NECS, CTS, Online Trading, ASBA facility, Gift Card, Travel Card, Biometric Smart Card under Financial Inclusion, PoS Network, Online inward remittance facility to NRIs etc.

Implemented Lending Automation Processing System (LAPS) software for efficient life cycle management of loan accounts and improved monitoring.

Implemented an Enterprise Level Fraud Risk Management System (ELFRMS) for effective cyber fraud prevention across delivery channels.

Robust technology platform and risk management systems

Effective risk management system



1

Periodical monitoring & reviewing of risk profile of the bank.

2

Internal Credit Rating of all the borrowers: Credit exposure above INR 25 lakh are rated borrower-wise and credit facilities below INR 25 lakh & all schematic advances including agri-credit proposals are rated under 'Pool based approach'.

3

Continuous offsite surveillance of borrower accounts.

4

Effective ALM/ mid office set up to monitor Liquidity risk/ Market risk on a continuous basis.

5

To effectively control possible frauds in "online transactions" done by customers, enterprise level fraud risk Management solution is implemented.

6

For effective Operational risk management:

- Bank is building up a database of internal Loss data, near- miss cases and other Operational risk events, since Sept 2007.
- Bank has an effective AML monitoring system to scrutinize the customer transactions to ensure compliance to the extant guidelines.

7

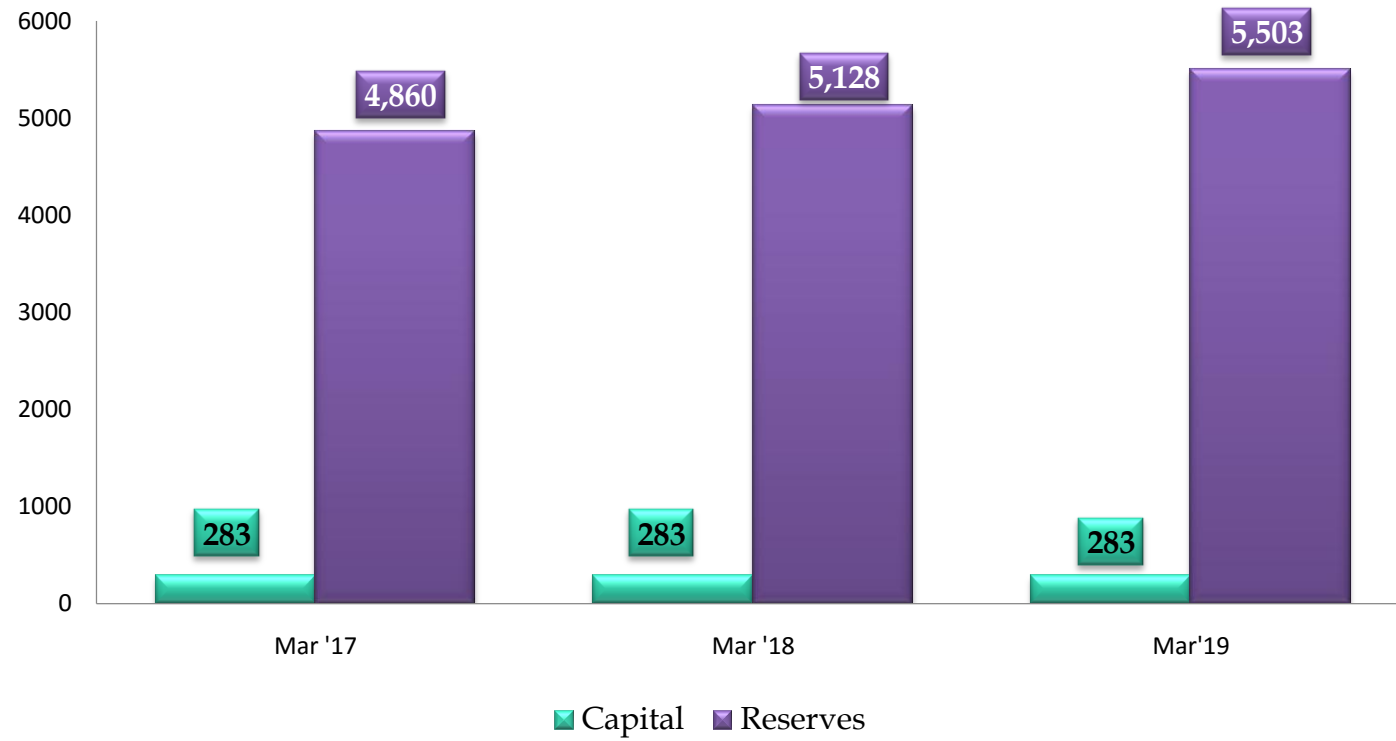
Bank has taken all necessary steps for migration to 'Basel II advanced approaches' under Credit, Market and Operational Risk and also complied with the extant 'Basel III' guidelines of RBI.

8

Bank has implemented a scientific Fund Transfer Pricing (FTP) & Customer Profitability Management System (CPMS) to assess the performance of branches / products / portfolios / customers.

Financial strength of the Bank

Networth (₹ crs)



Highlights - Q4 FY 19

3 Months

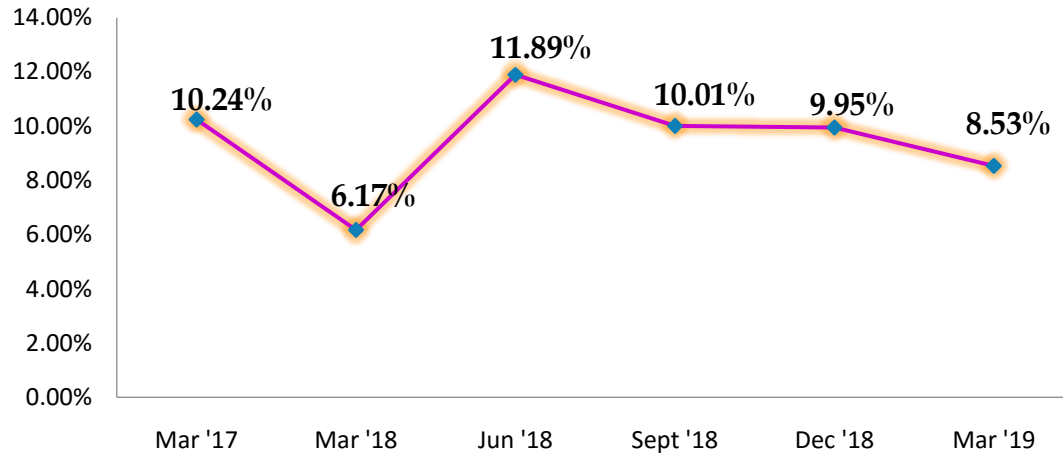
12 Months

(₹ crs)

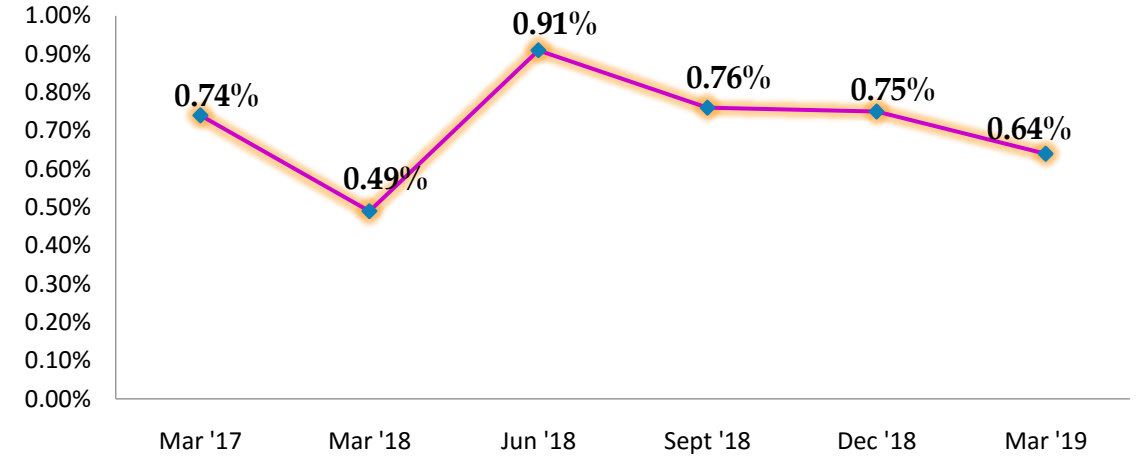
KPAs	Q4 FY 19	Q4 FY 18	Q4 FY 19	Q4 FY 18
Turnover	1,23,280	1,10,123	1,23,280	1,10,123
Operating profit	324.23	475.33	1,449.81	1,473.16
Net profit	61.73	11.00	477.24	325.61
Return on Asset	0.32%	0.06%	0.64%	0.49%
Earning per Share	2.18	0.39	16.89	11.52
Return on Equity	4.29%	0.81%	8.53%	6.17%
Net Interest Income	480.88	541.51	1,905.12	1,857.65
Net Interest Margin	2.87%	3.54%	2.93%	3.18%
Gross NPA	4.41%	4.92%	4.41%	4.92%
Net NPA	2.95%	2.96%	2.95%	2.96%
Cost to Income	57.97%	43.14%	50.13%	47.61%
CRAR (Basel III)	13.17%	12.04%	13.17%	12.04%

Return and Capital Adequacy Ratios

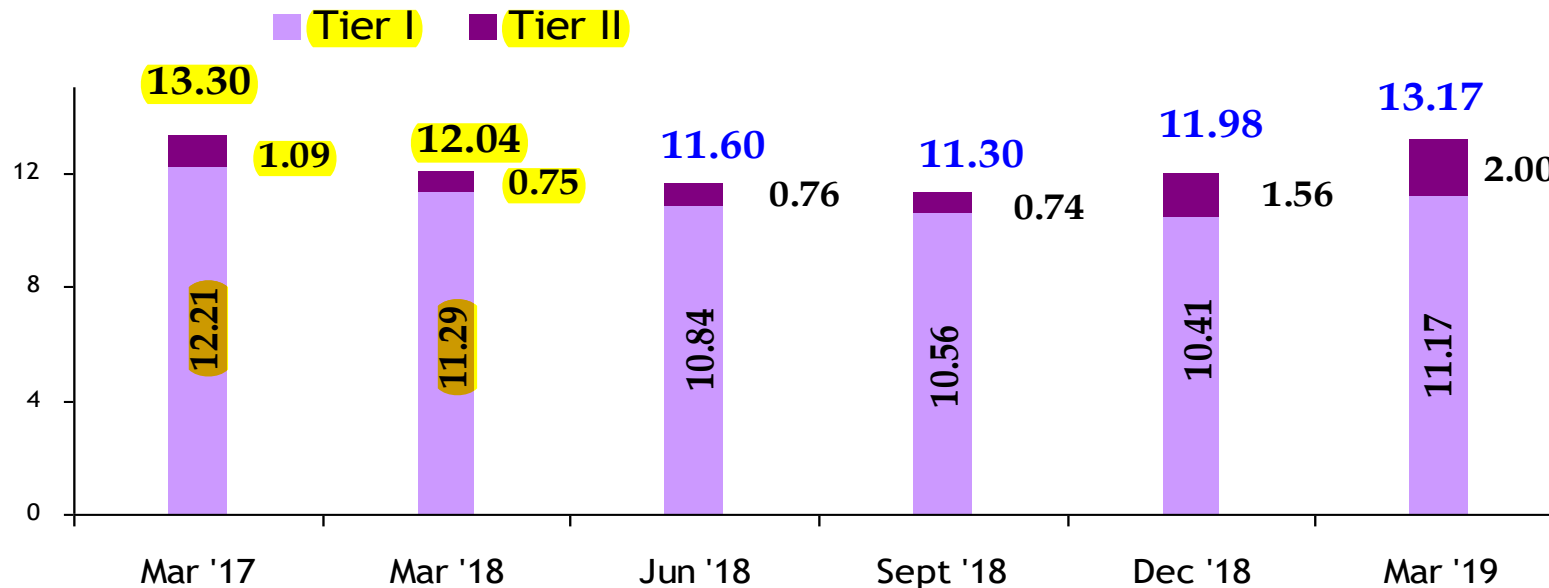
Return on Equity (%) (after tax)



Return on Assets (%) (after tax)

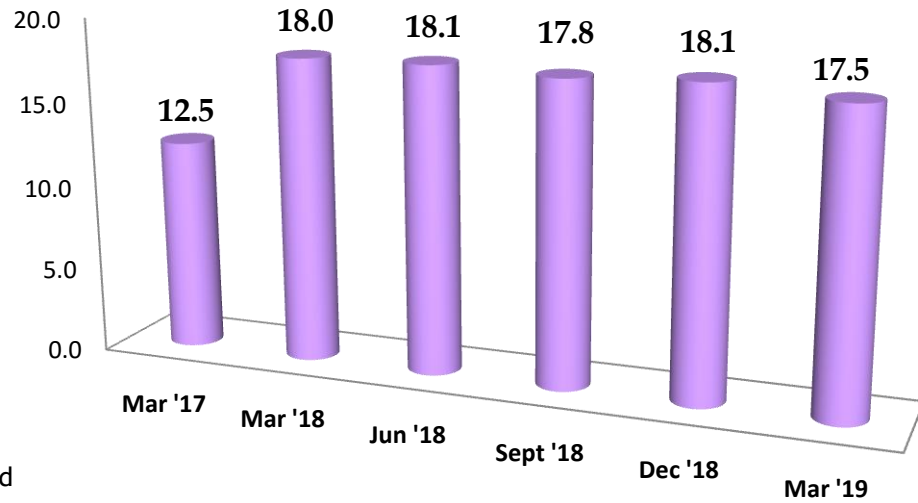


Capital Adequacy (%) - Basel III

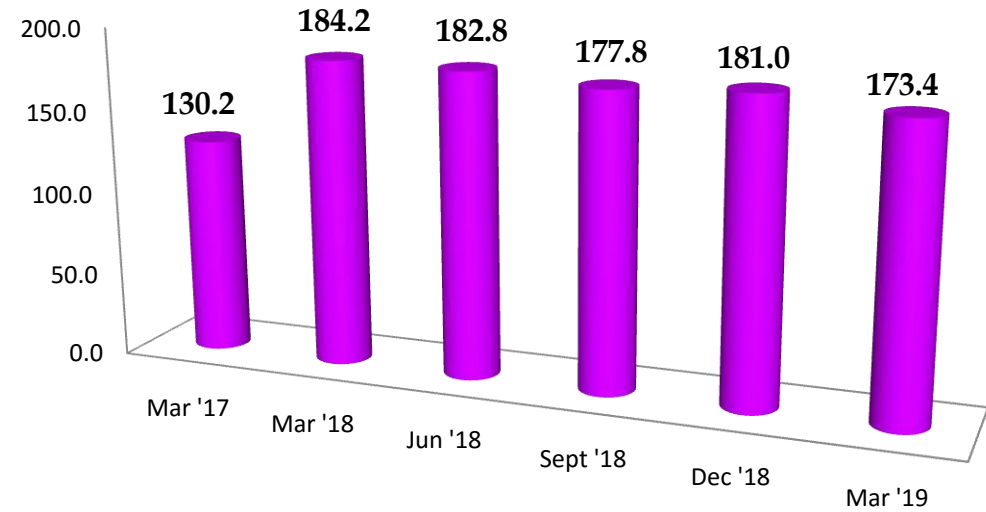


Productivity ratios

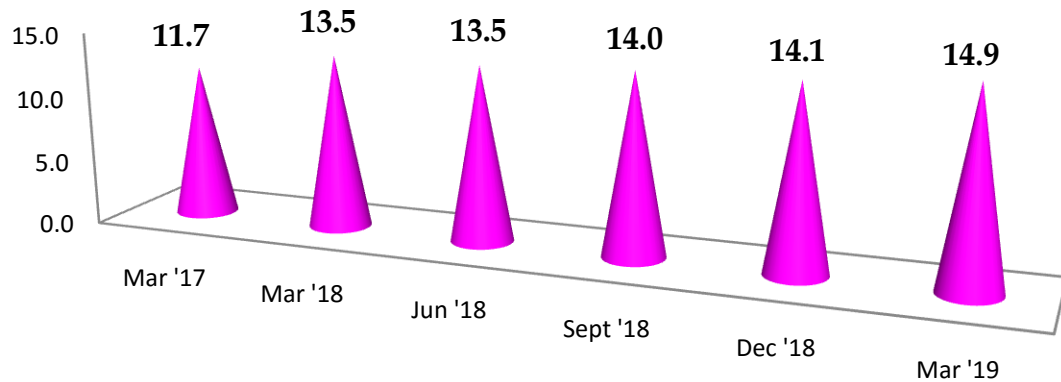
Operating Profit per employee (₹ lakh) *



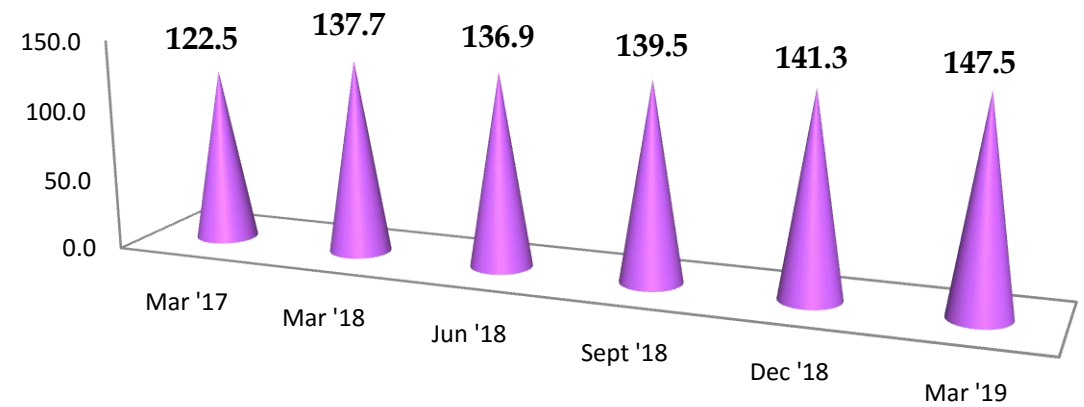
Operating Profit per branch (₹ lakh) *



Business per employee (₹ crs)



Business per branch (₹ crs)

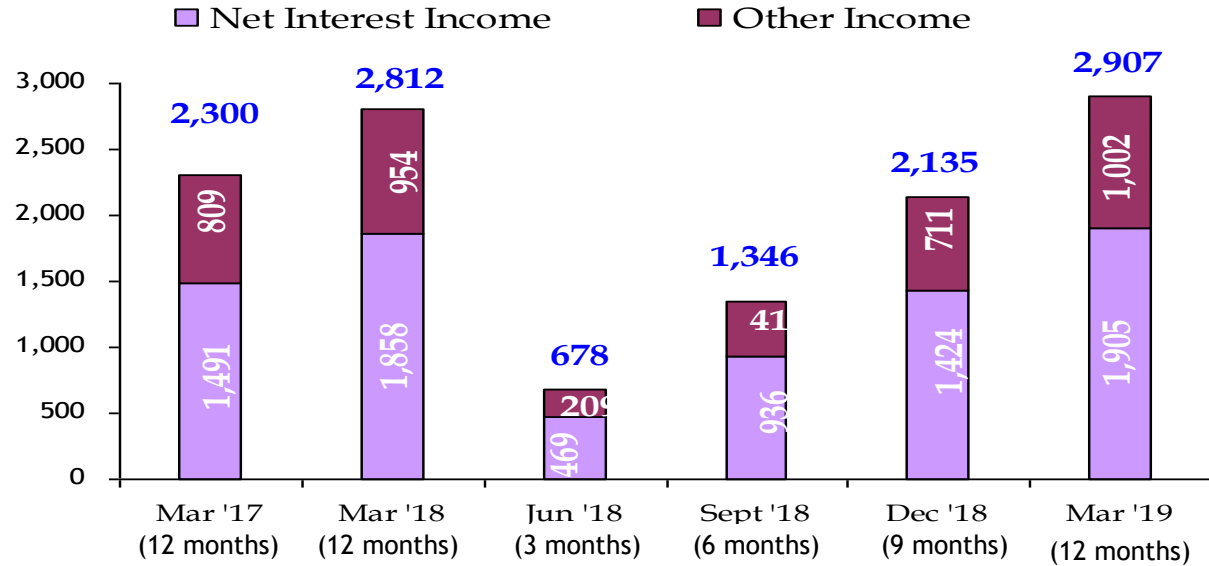


Financial Performance

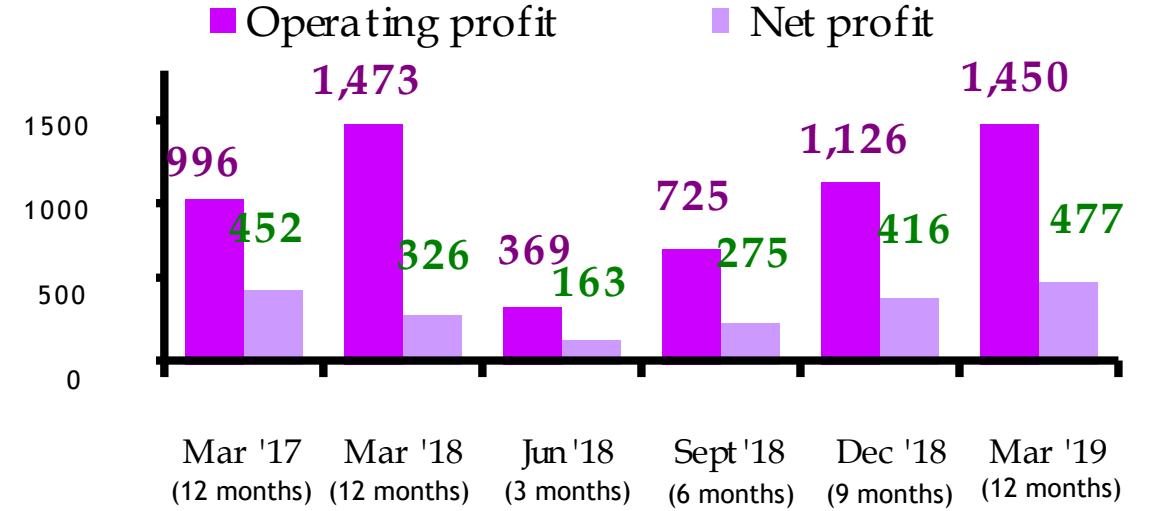


Income & Profit

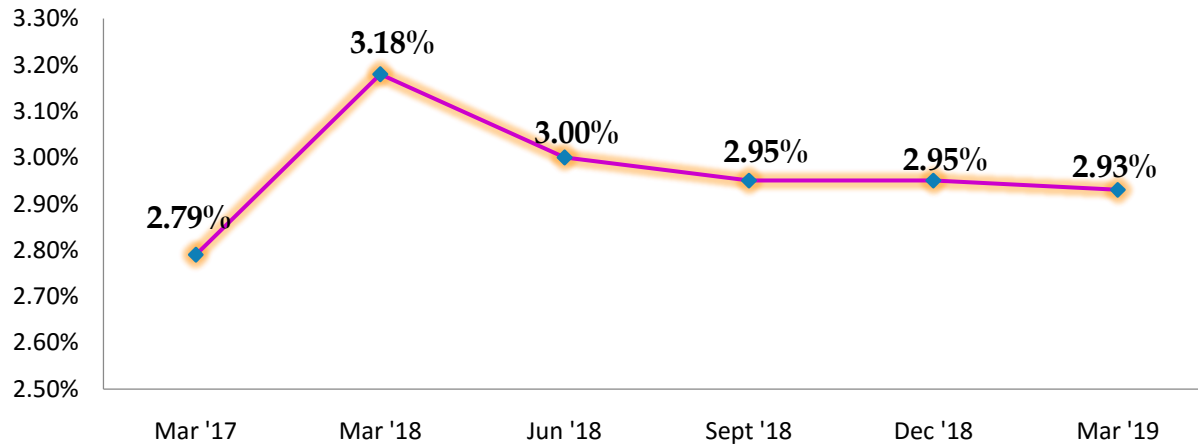
Net Income (₹ crs)



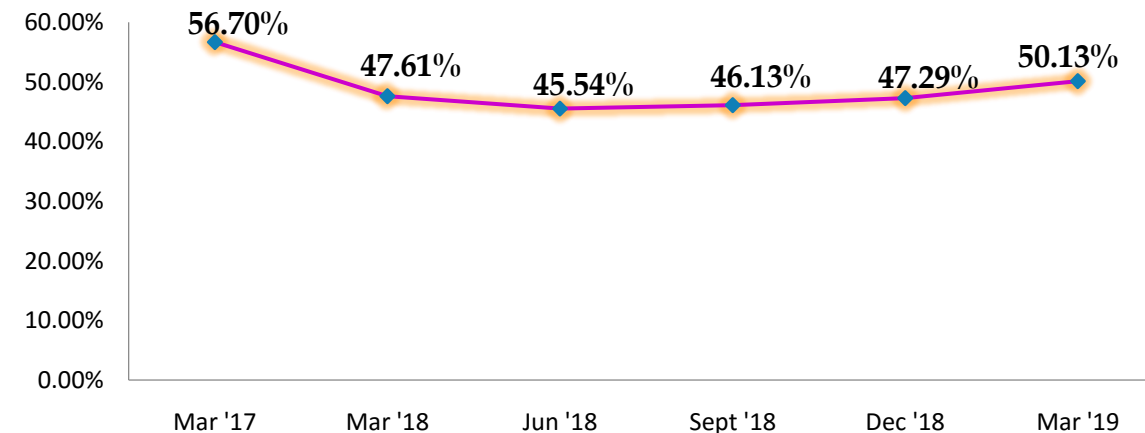
Operating and Net Profit (₹ crs)



Net Interest Margins (%)

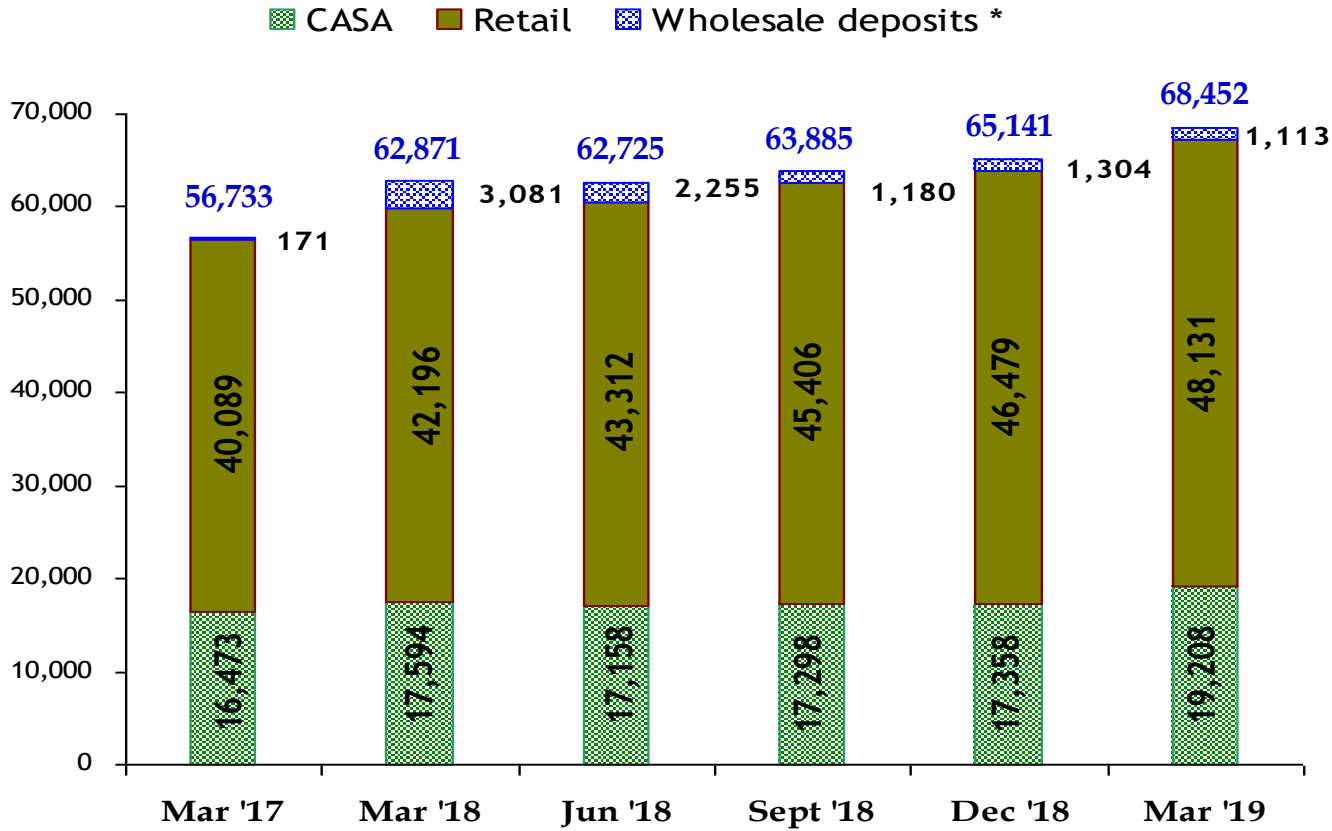


Cost to Income Ratio (%)



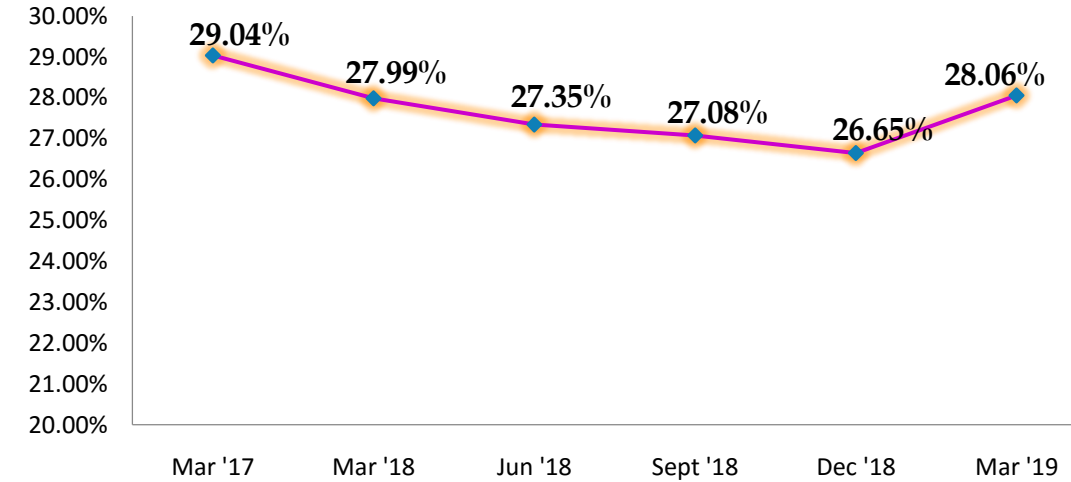
Deposits

Deposits (₹ crs)



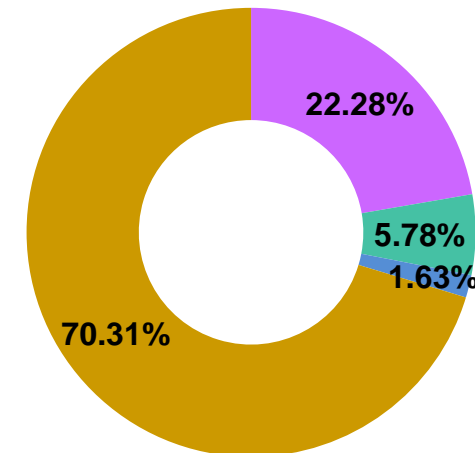
* Wholesale deposits = Purchase liability + Certificates of deposit + Interbank deposits

CASA share to total Deposits



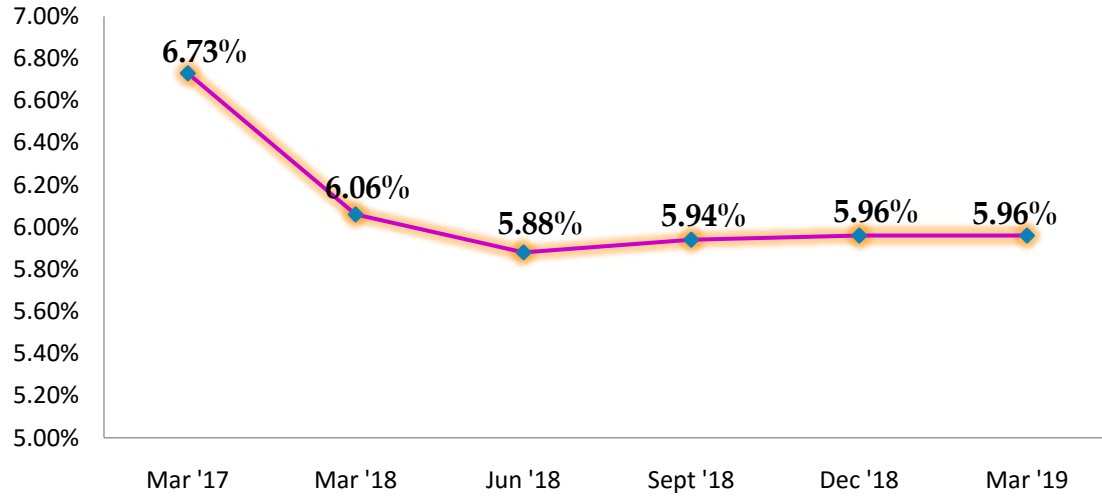
Deposits break up (Mar '19)

- Savings Bank
- Current Account
- Wholesale deposits
- Retail Term Deposits

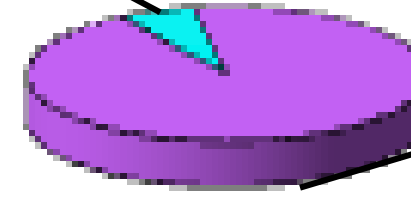


Deposits

Cost of Deposits

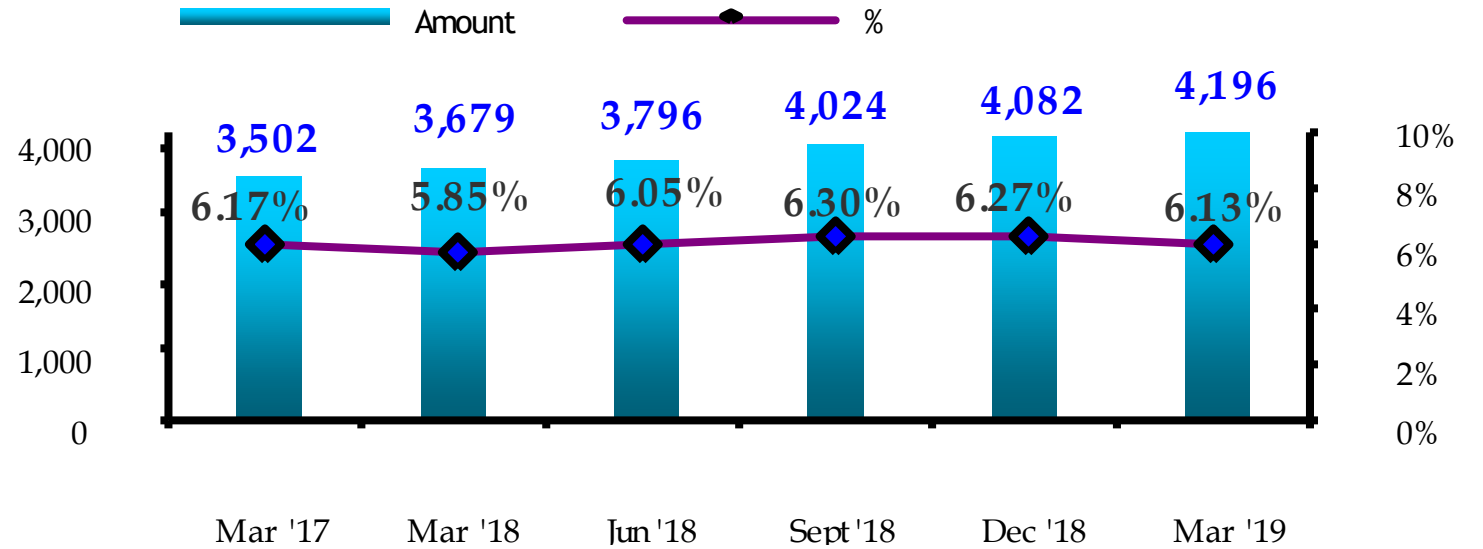


NRI deposits
6.13%



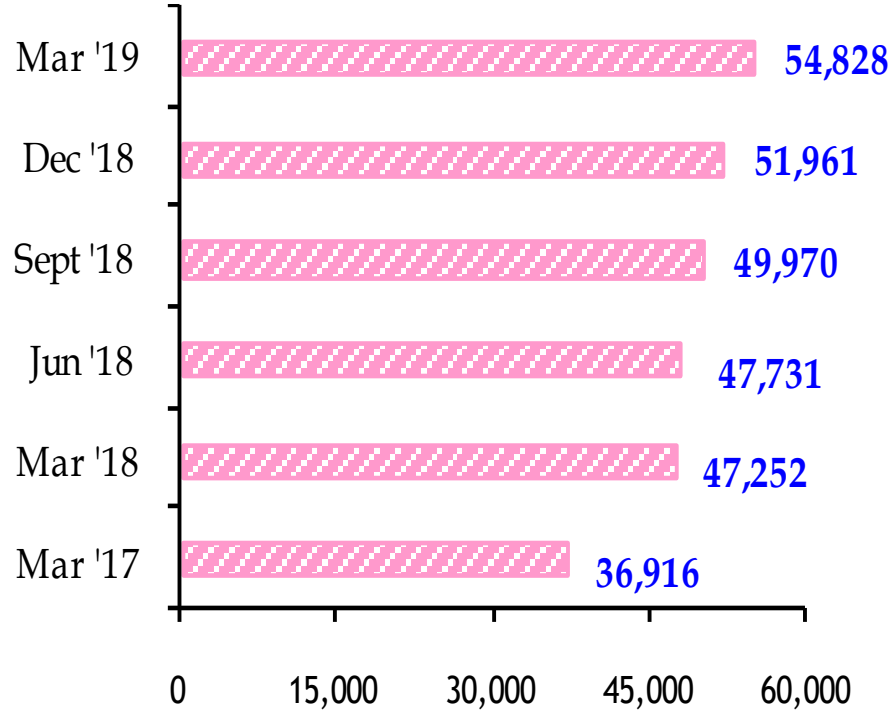
Domestic deposits
93.87%

NRI Deposits (₹ crs)



Advances

Advances [Net] (₹ crs)



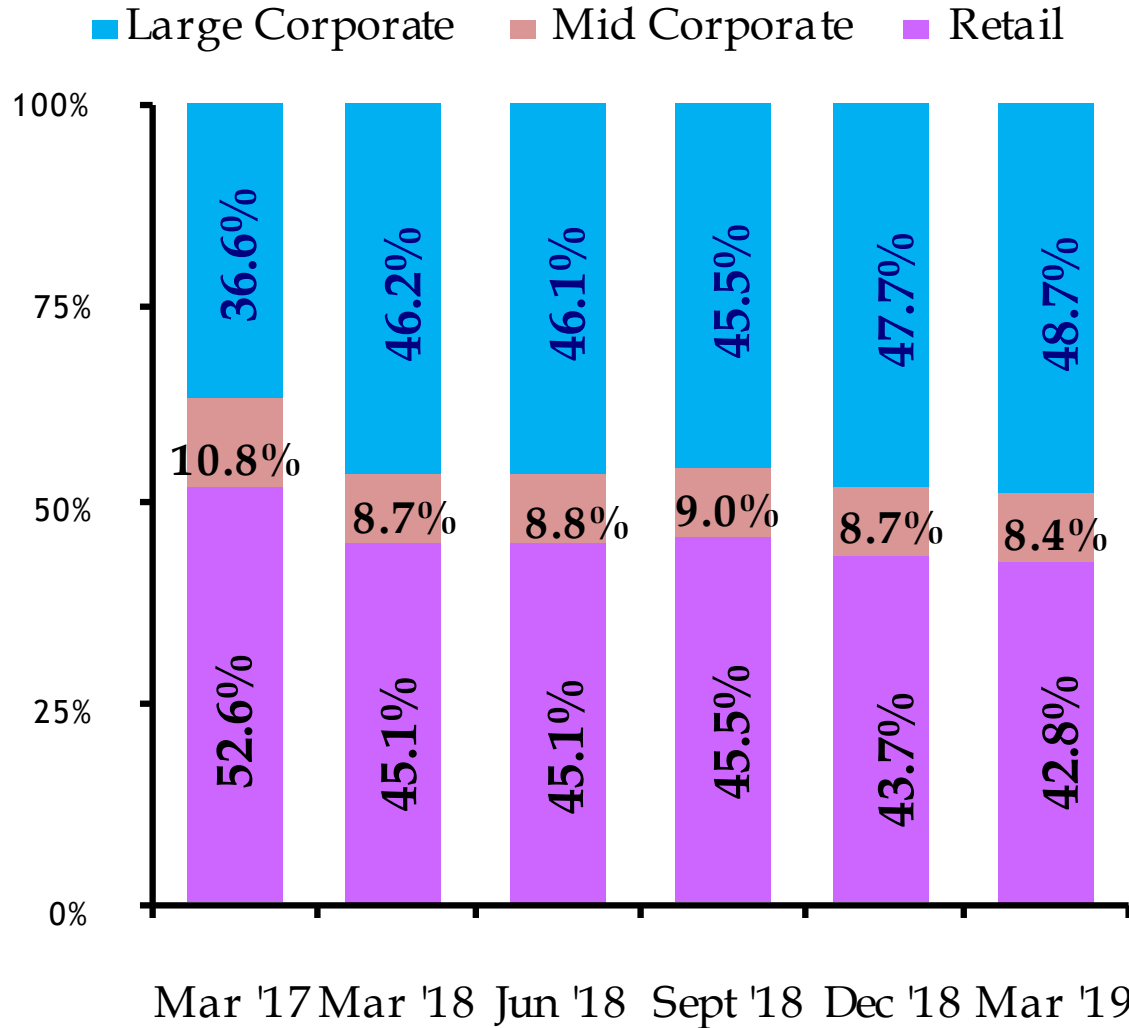
External rating wise Credit Portfolio as of Mar '19

[Figures in brackets - as of Mar '18]

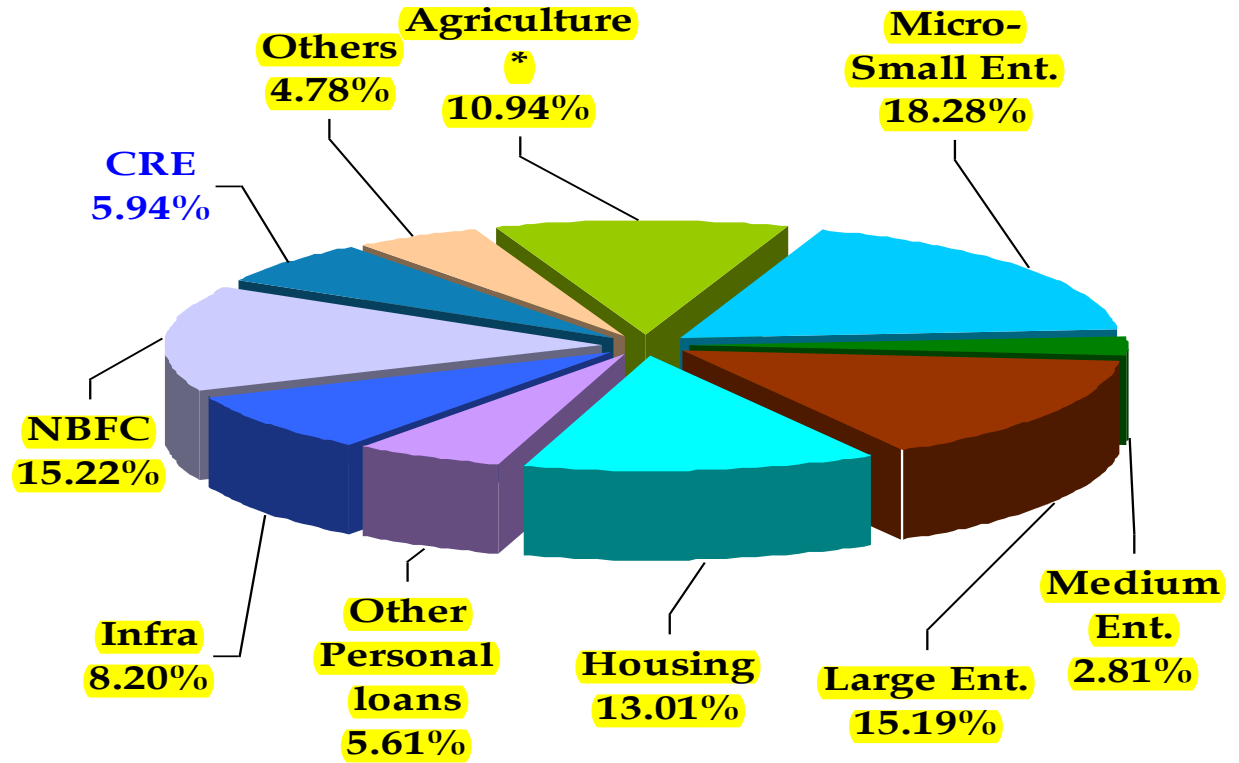
Rating	No of Borrowers	Balance O/s (in cr)	% to GBC	Of which, NPA - no. of borrowers	NPA - Bal o/s (cr)
AAA	22 (18)	7,925.19 (6,161.32)	14.23 (12.77)	-	-
AA	44 (36)	6,284.86 (4,211.27)	11.28 (8.73)	-	-
A	37 (28)	1,789.11 (734.75)	3.21 (1.52)	-	-
BBB	80 (63)	1,860.20 (1,641.70)	3.34 (3.40)	1 (-)	31.26 (-)
BB	72 (71)	1,719.83 (1,840.44)	3.09 (3.81)	1 (1)	24.75 (22.72)
B	33 (34)	487.51 (509.37)	0.88 (1.06)	2 (1)	90.64 (31.86)
C	1 (1)	12.95 (10.09)	0.02 (0.02)	1 (-)	12.95 (-)
D	23 (20)	832.44 (1,001.35)	1.49 (2.08)	10 (7)	638.09 (808.31)
Total	312 (271)	20,912.09 (16,110.29)	37.55 (33.39)	15 (9)	797.69 (862.89)
Gross Bank Credit		55,692.75 (48,245.51)			

Advances

Retail & Corporate Advances (%)



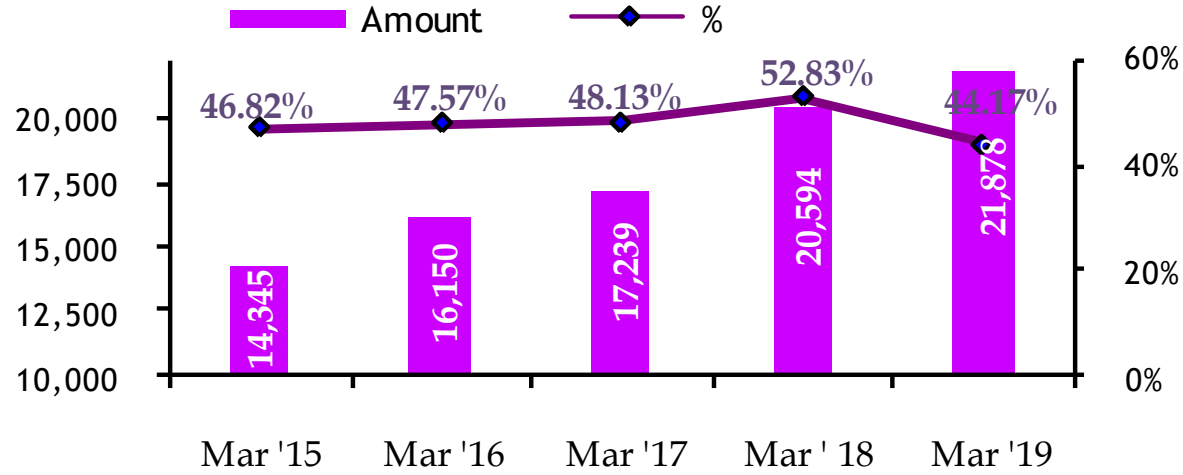
Segmentation of Gross Advances (Mar '19)



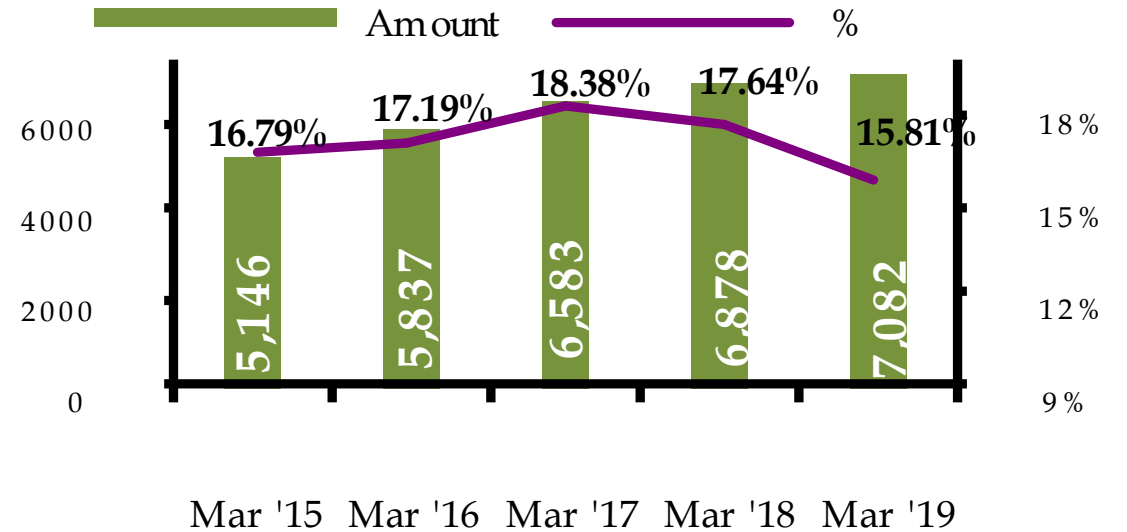
* However, this works out to 15.81% of the ANBC of 31.03.2018.

Advances

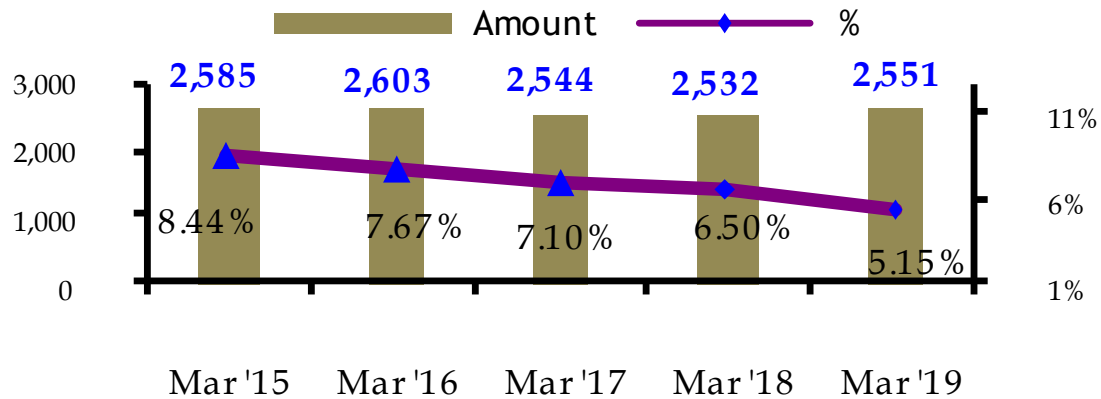
Priority Sector Advances (₹ crs)



Agriculture Advances (₹ crs)

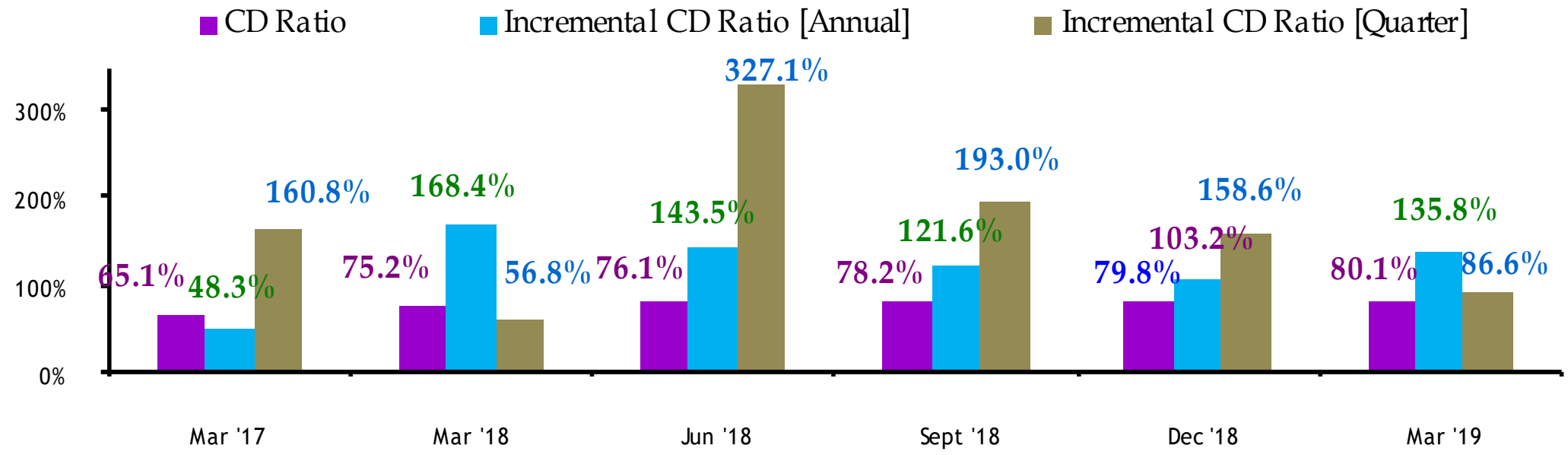


Advances to Weaker Section (₹ crs)

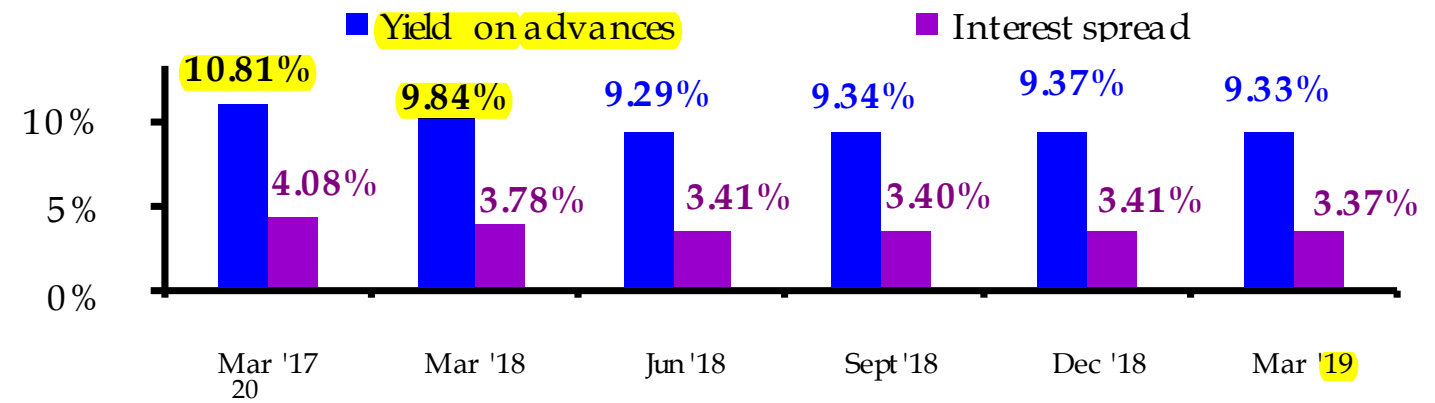


CD Ratio & Yield on Advances

Credit Deposit ratio (%)

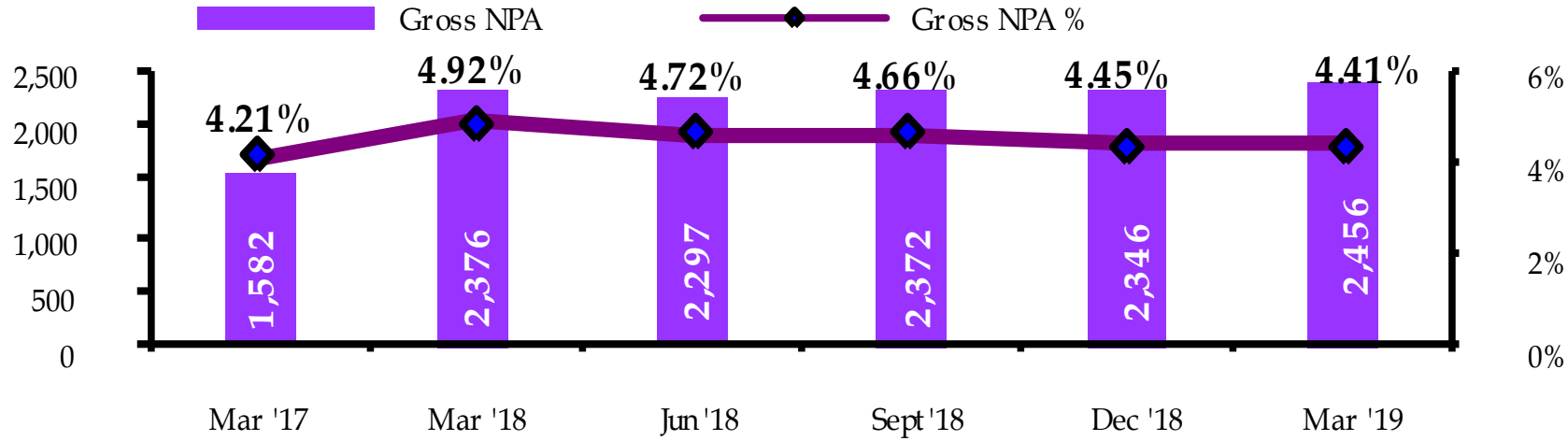


Yield on Advances & Interest Spread (%)

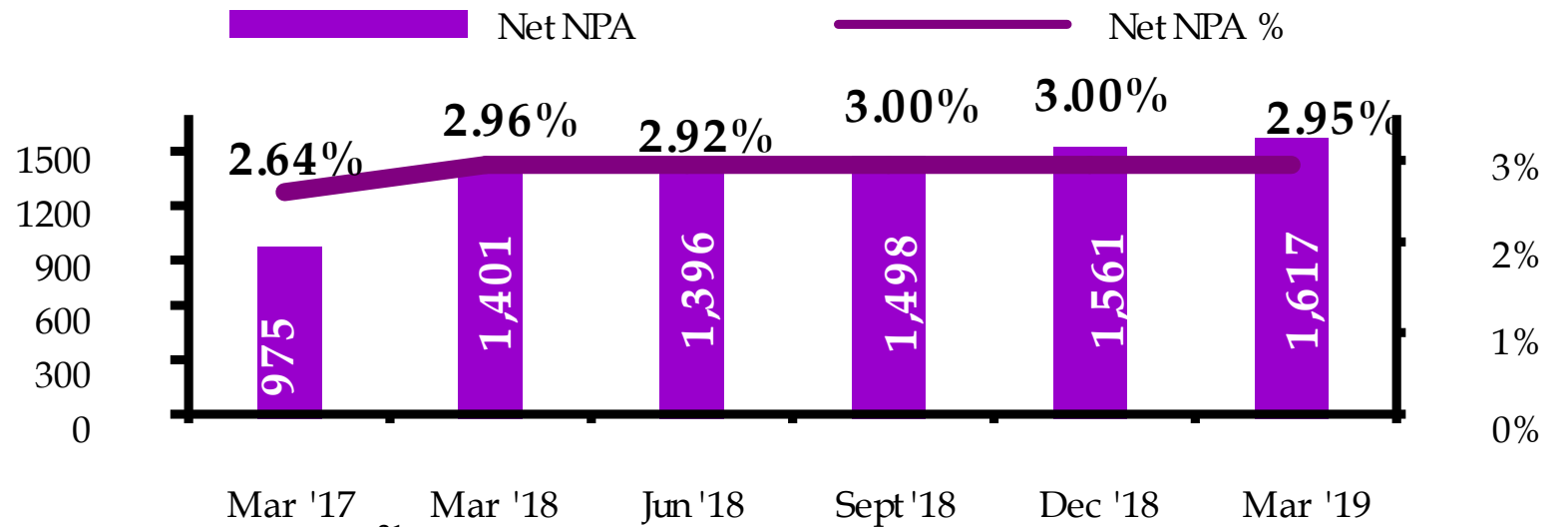


NPAs

Gross NPAs (₹ crs)



Net NPAs (₹ crs)

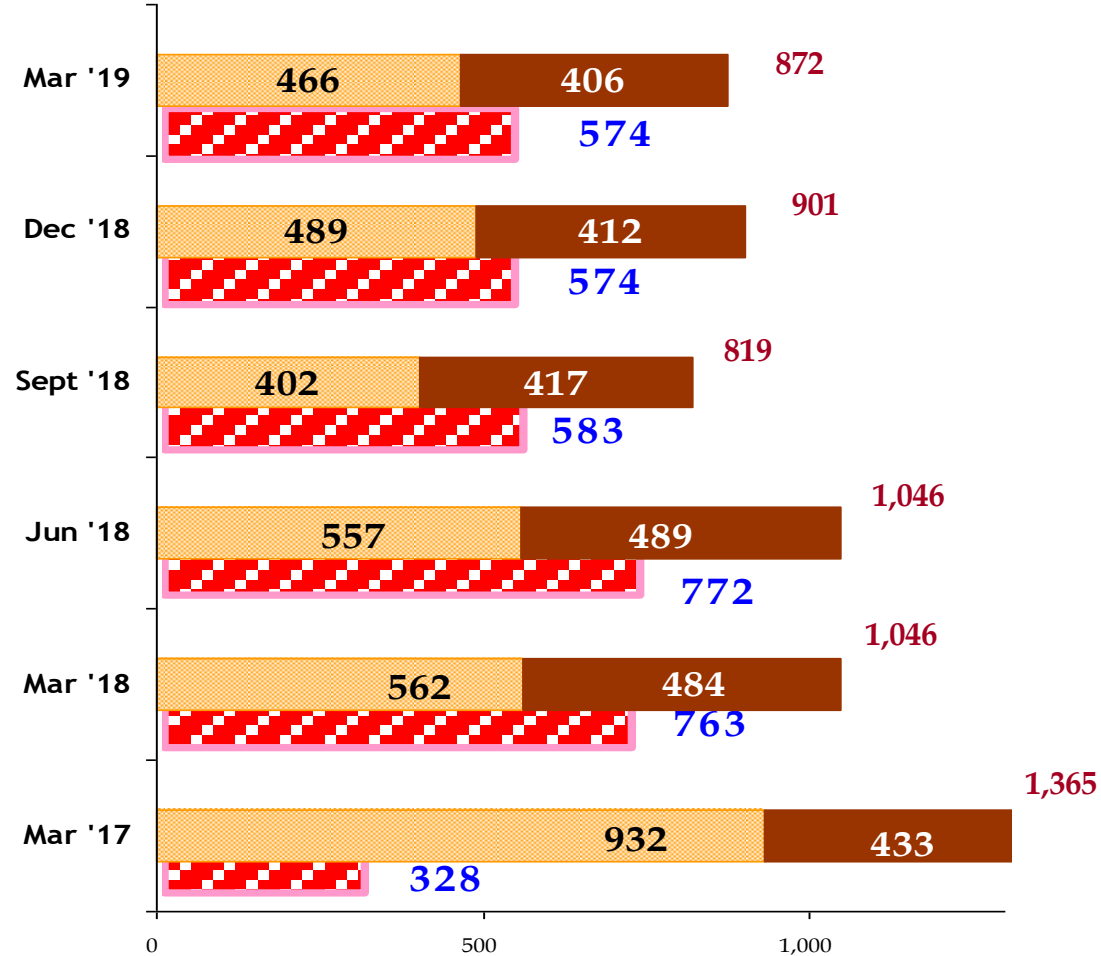


Restructured Advances

(₹ crs)

Restructured loans & related accounts

Restructured loans Related a/cs Of which, NPA



Sector wise Restructured Adv. as Mar '19:

Sector	Restructured Adv.	Of which, NPA
Large Industry	380.99	380.99
Infrastructure	168.55	167.88
MSME [excl. Infrastructure]	134.08	16.07
Agriculture	68.92	8.73
Education [Individual + Institution]	49.65	-
Housing	25.32	0.01
Others	22.13	-
Consumption loans	22.09	0.03
Wholesale/Retail Trade [excl. services]	0.67	-
Grand Total	872.40	573.71

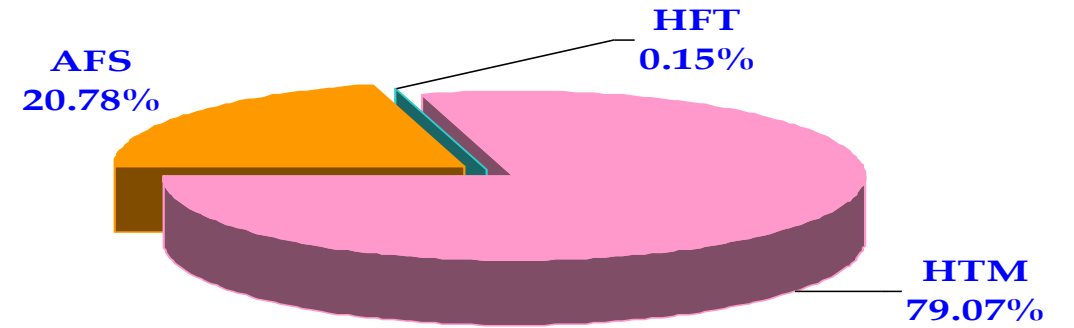
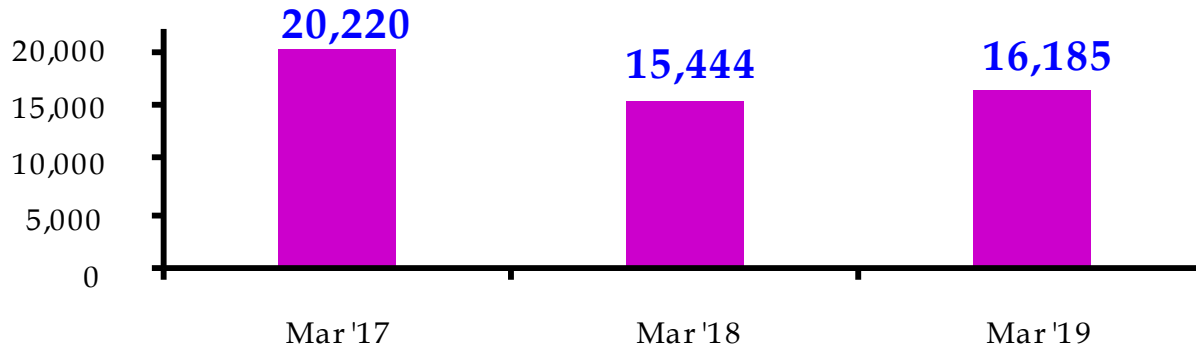
SMA2 Movement



	No. of a/cs	Amount (₹ in cr)
Opening balance as on 31.12.2018	25	333.57
Addition	5	62.06
Deletion / Upgradation	19	227.22
Position as on 31.03.2019	11	168.41

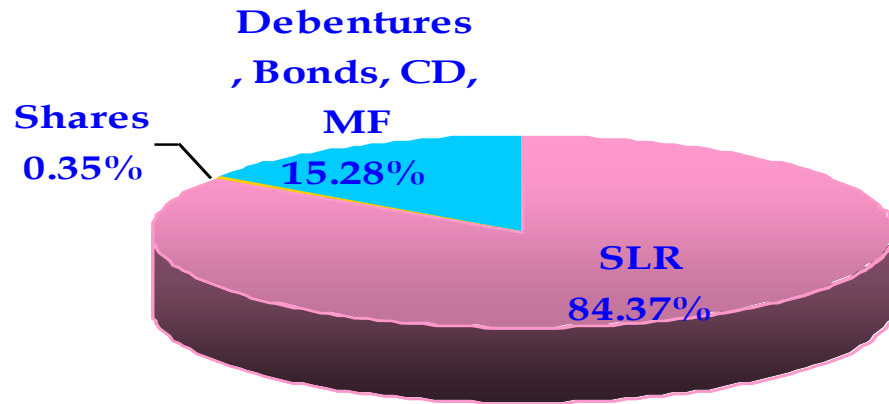
Investments

Investments [excl. RIDF] (₹ crs)

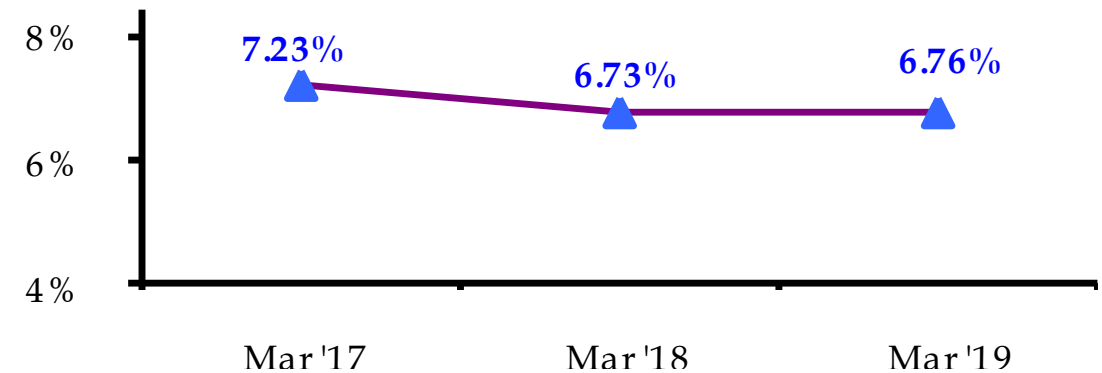


Duration

Category	AFS	HFT	HTM	TOTAL
Duration	2.30	0.01	5.22	4.58

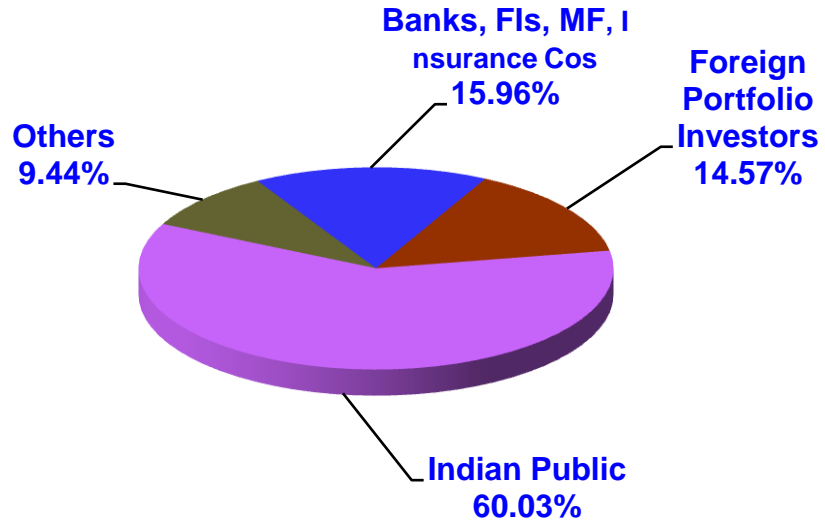


Yield on Investments (%)

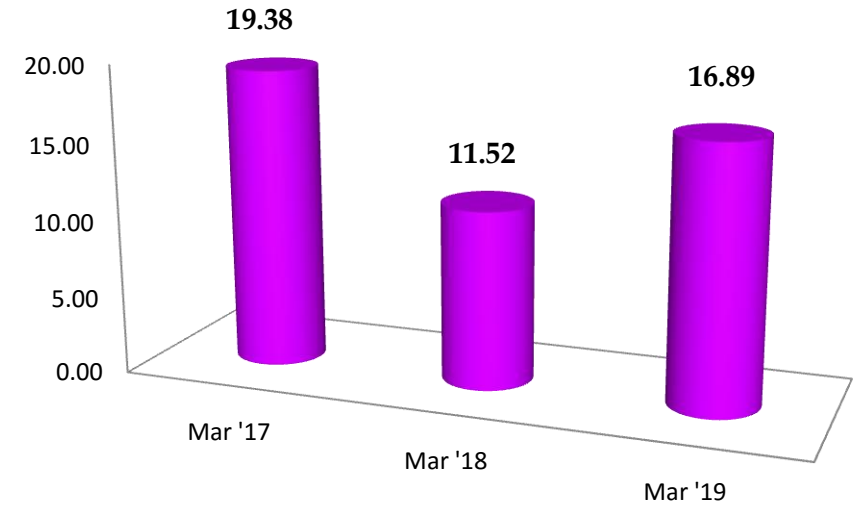


Share holders' value

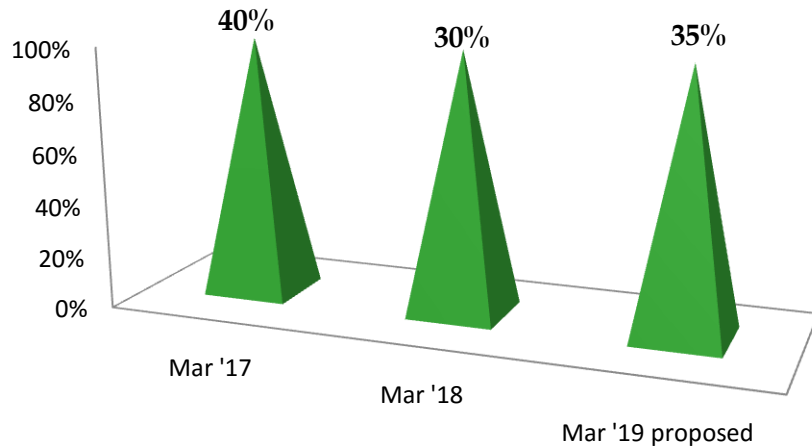
Share holding pattern (Mar '19)



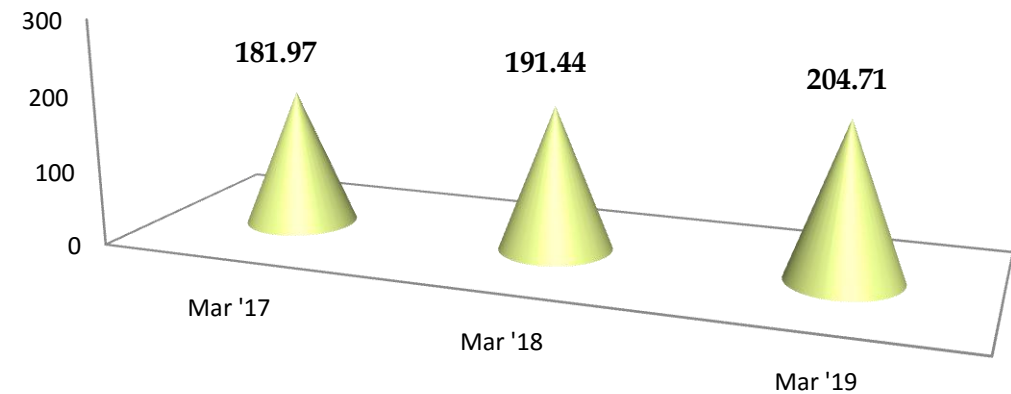
Earning Per Share (₹)



Dividend (%)



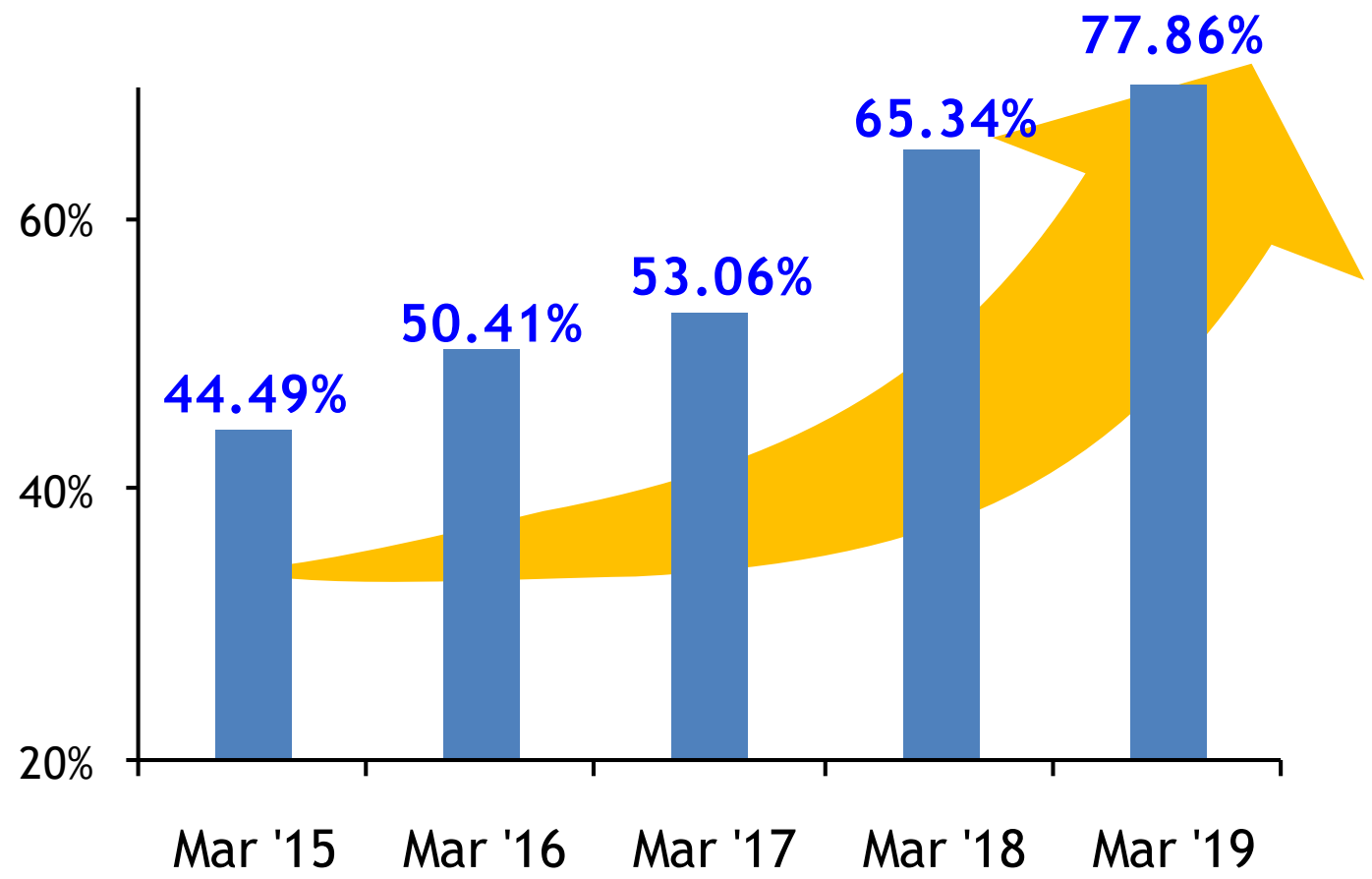
Book value (₹)



Leveraging on Technology

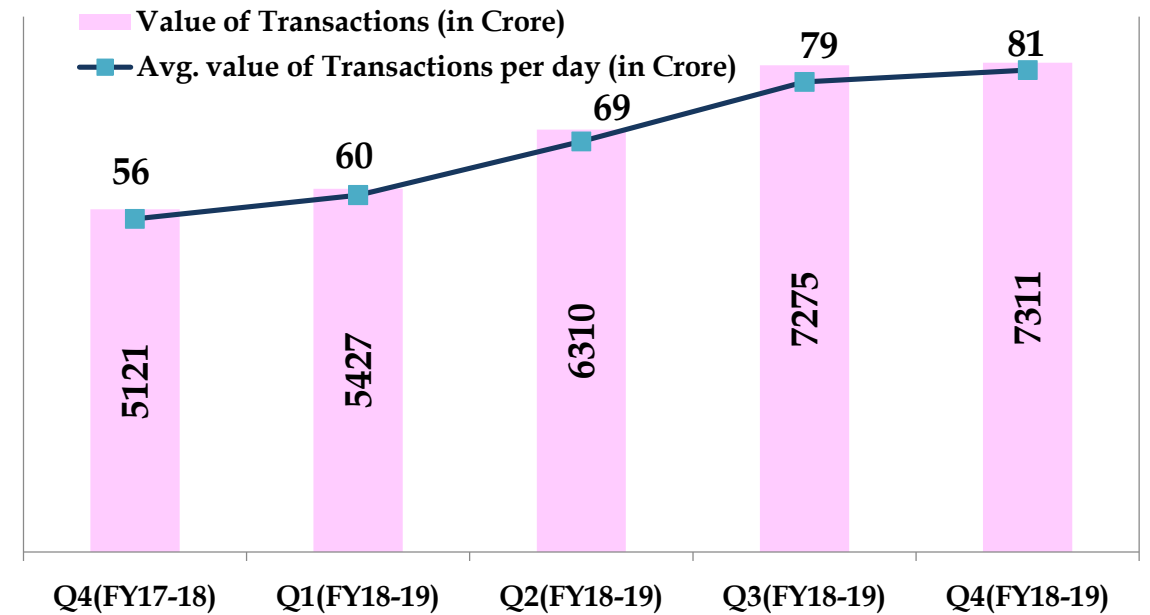
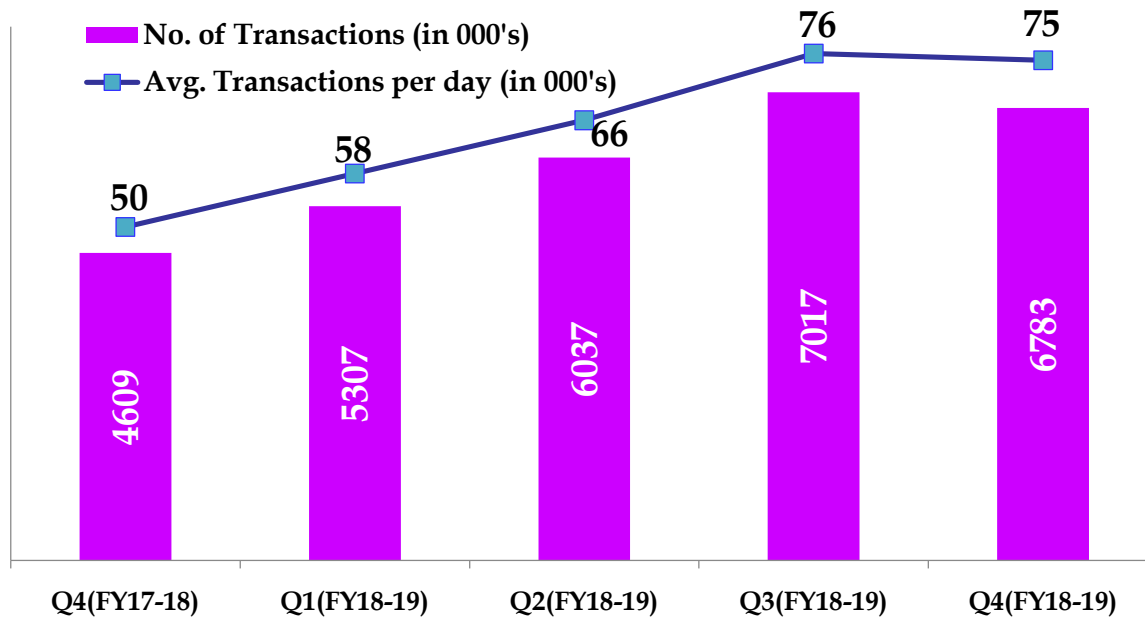
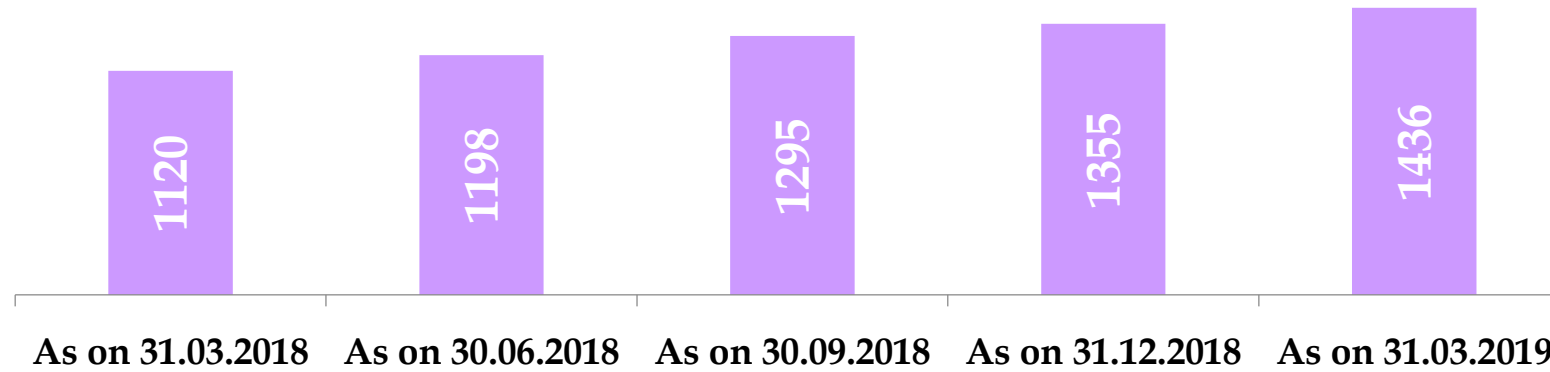
Migration to Digital Channel

[share of ADC transactions to total CBS transactions]



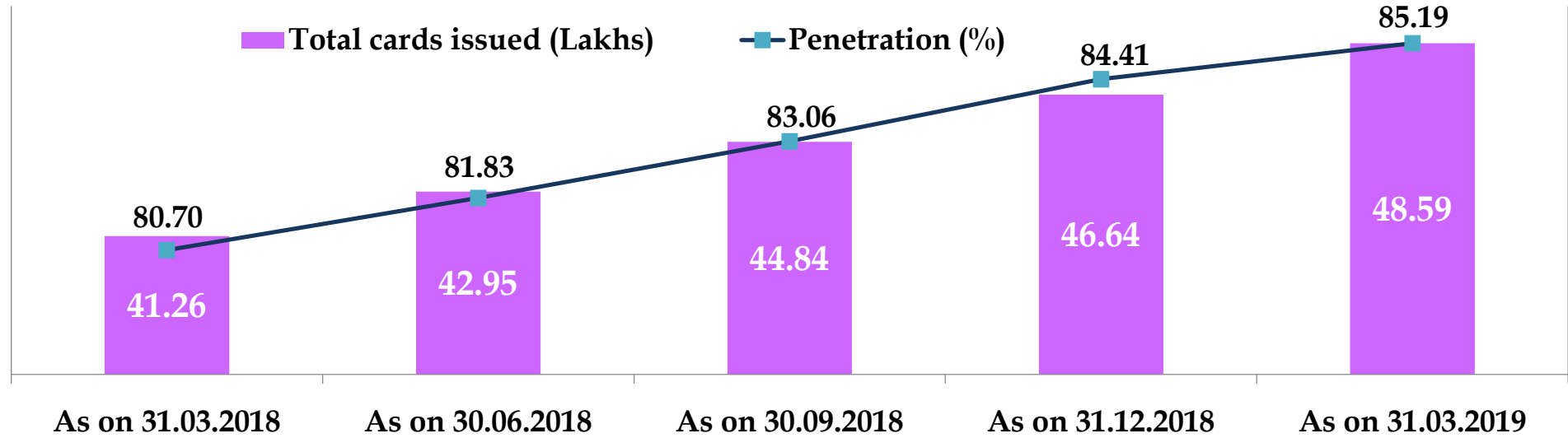
Mobile Banking

No. of Regd users (Thousands)

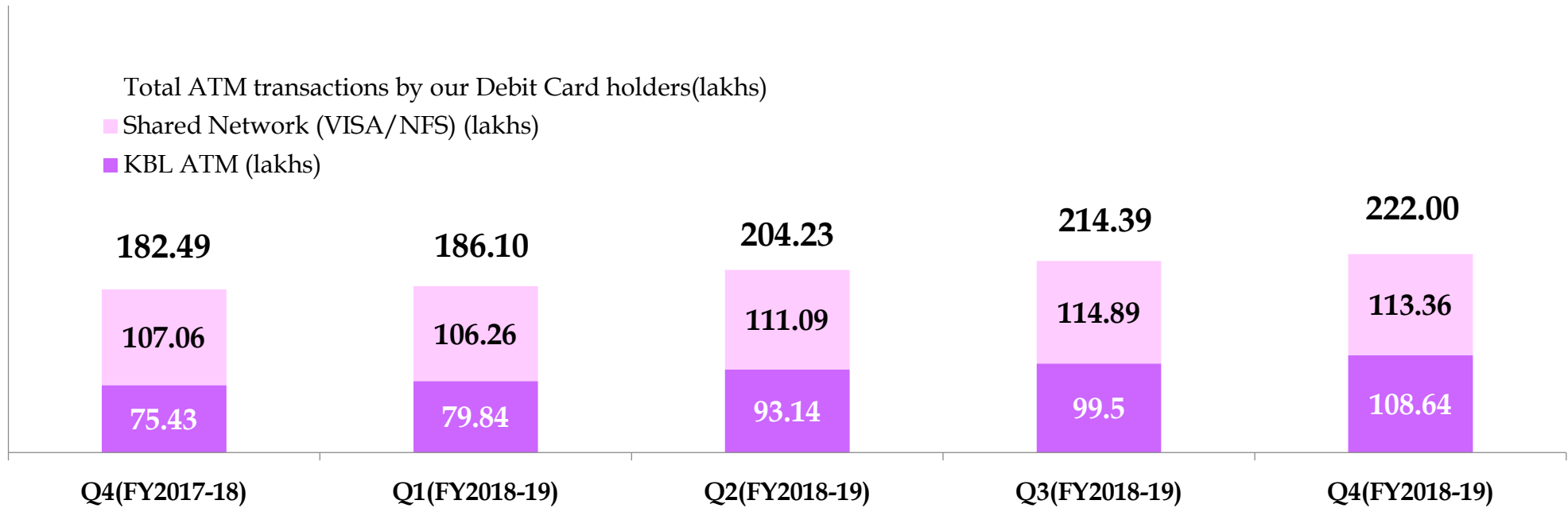


Debit Cards

Debit cards Penetration

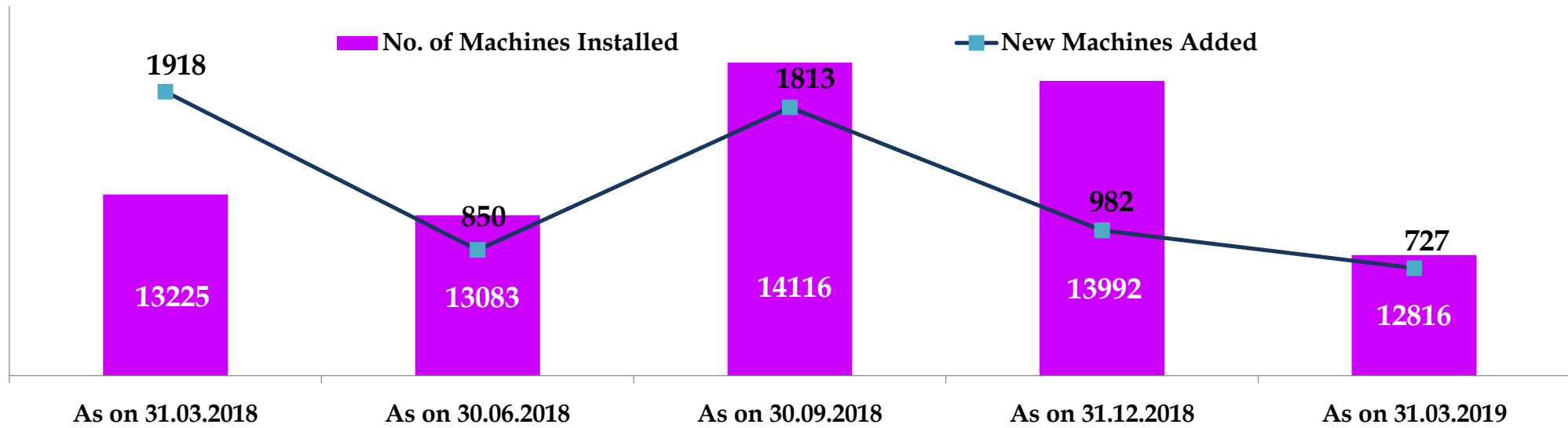


Cards Usage

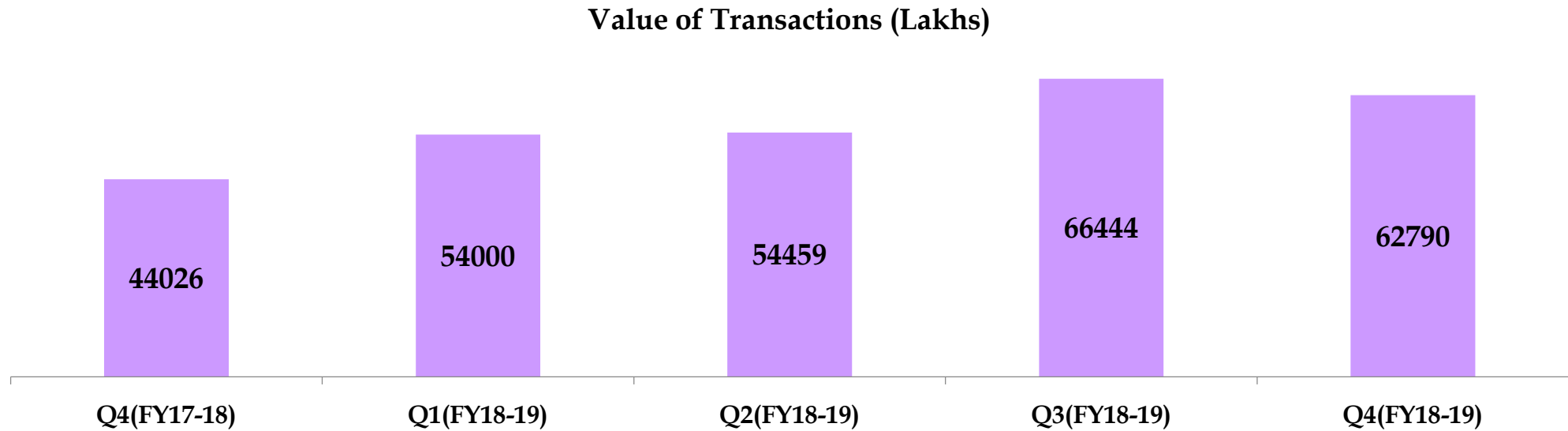


Point of Sale (POS) Business

POS Installation Report

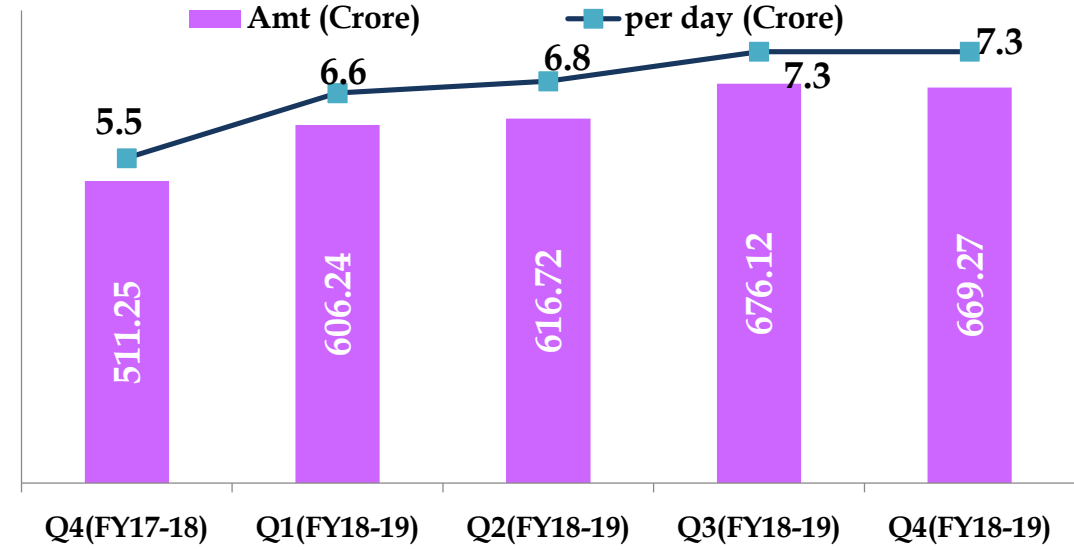
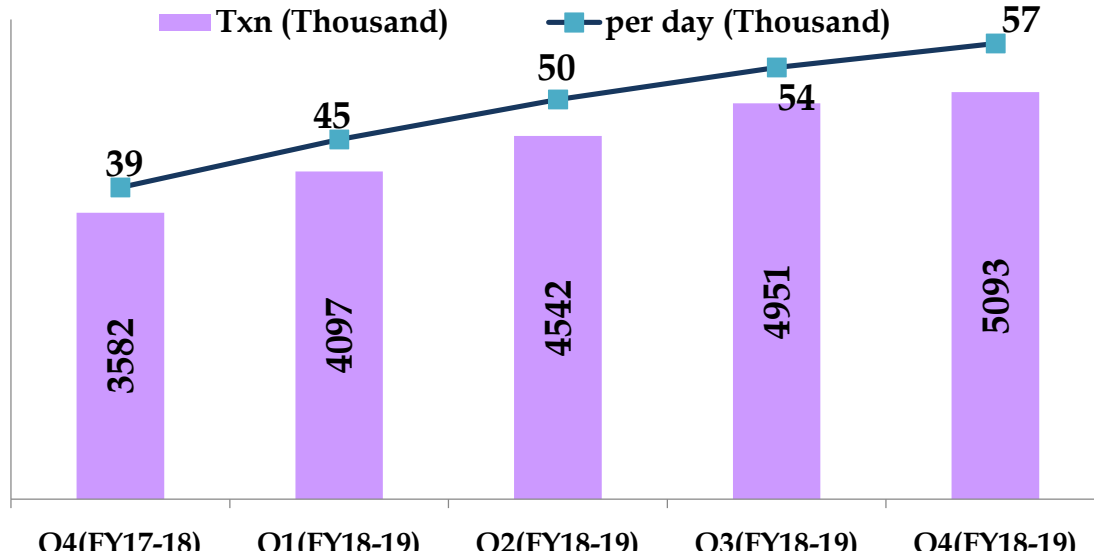


POS Transaction Value

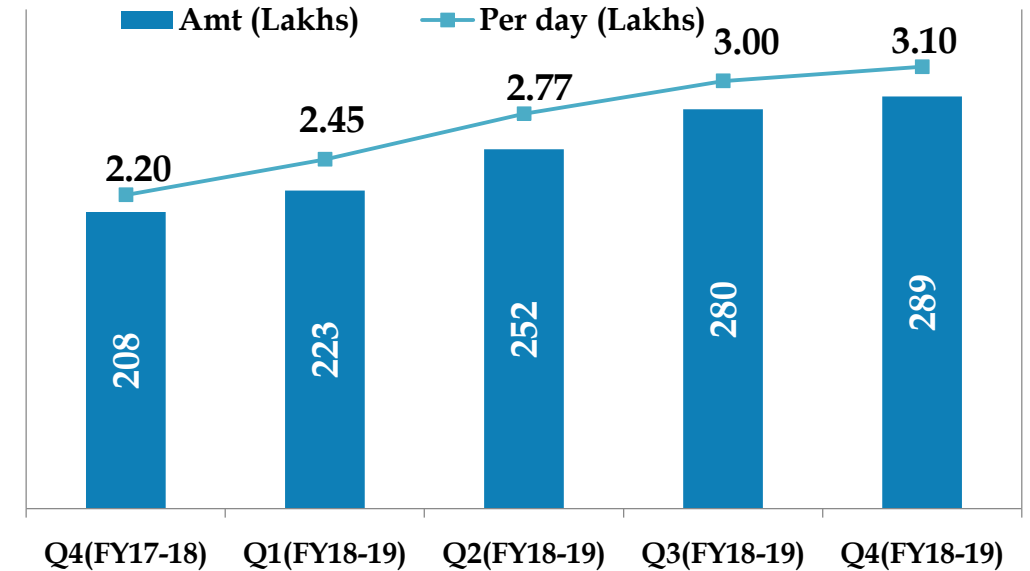
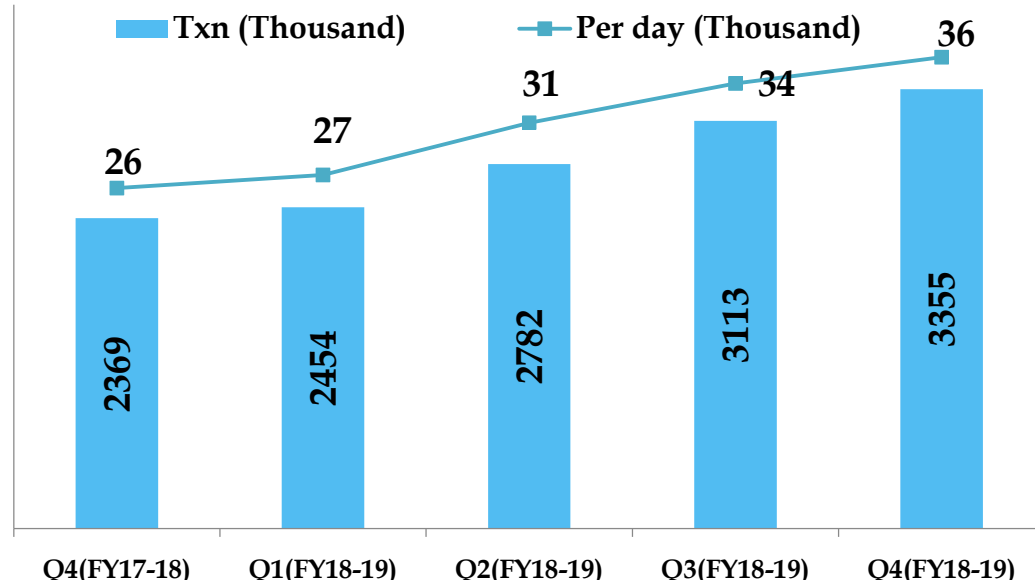


POS & ECOM transactions

POS Transactions



ECOM Transactions



Annexure



Deposits & Advances

₹ crs	<u>Mar-17</u>	<u>Mar-18</u>	<u>Mar-19</u>
Total Deposits	56,733	62,871	68,452
CASA Deposits	16,473	17,594	19,215
Retail Deposits	40,089	42,196	48,125
Wholesale Deposits	171	3,081	1,113
Total Advances	36,916	47,252	54,828
Priority Sector Advances	17,239	20,594	21,787
Agri Advances	6,583	6,878	7,082
MSE Advances	8,496	9,683	10,178
Advances to Weaker Section	2,544	2,532	2,551

Income & Expenditure

₹ crs	<u>Mar-17</u> [12 months]	<u>Mar-18</u> [12 months]	<u>Mar-19</u> [12 months]
Interest Income	5,185	5,424	5,906
Interest Expense	3,694	3,566	4,001
Net Interest Income	1,491	1,858	1,905
Fee Income	505	757	839
Treasury Income	304	197	163
Non-Interest Income	809	954	1,002
Total Income (Net of Interest Expense)	2,300	2,812	2,907
Operating Expenses	1,304	1,339	1,457
Operating Profit	996	1,473	1,450
Provision for loan losses in Adv. / losses in Invts. / Taxes / other	544	1,147	973
Net Profit	452	326	477

Interest Income & Interest Expenditure

₹ crs	<u>Mar-17</u> [12 months]	<u>Mar-18</u> [12 months]	<u>Mar-19</u> [12 months]
<u>Interest Income</u>			
Interest Income	5,185	5,424	5,906
Interest on Advances	3,794	4,082	4,698
Interest on Investments	1,271	1,162	1,106
Other interest	120	180	102
Yield on Advances	10.81%	9.84%	9.33%
Adjusted yield on Invts.	8.88%	7.31%	7.58%
<u>Interest Expense</u>			
Interest Expense	3,694	3,566	4,001
Interest on Deposits	3,601	3,473	3,823
Other interest	93	93	178
Cost of Deposits	6.73%	6.06%	5.96%
<u>Net Interest Income</u>			
Net Interest Income	1,491	1,858	1,905
Interest Spread in Lending	4.08%	3.78%	3.37%
Net Interest Margin on average earning assets	2.79%	3.18%	2.93%

Capital Adequacy under BASEL III

₹ crs	<u>Mar-17</u>	<u>Mar-18</u>	<u>Mar-19</u>
Total Risk Weighted Assets	38,902	44,981	47,880
Total Capital Fund	5,172	5,414	6,307
Total Tier I Capital	4,749	5,079	5,349
Paid up Equity Capital	283	283	283
Reserves under Tier I Cap.	4,467	4,796	5,067
Total Tier II Capital	423	335	959
Surplus Provisions & Reserves	258	235	164
Subordinated Debt Fund	165	100	795
Total CRAR	13.30%	12.04%	13.17%
CRAR Common Equity Tier I Capital	12.21%	11.29%	11.17%
CRAR Tier I Capital	12.21%	11.29%	11.17%
CRAR Tier II Capital	1.09%	0.75%	2.00%

Corporate Social Responsibility



Foundation Stone Laying ceremony of the open stage theatre proposed to be constructed with the support of the Bank under its CSR initiatives at the premises of University College, Mangaluru.



Donation of the Embosser machine to M/s Mitra Jyoti for promoting the training and education of visually impaired students.

Other initiatives / developments

- 01 Successful migration to Finacle 10.
- 02 Launched Centralized Account Opening process for CASA accounts.
- 03 Launched Cash@PoS facility & Deposit Only Card.
- 04 Launched DigiLocker Account facility through MoneyClick® Internet Banking.
- 05 Integrated Bank's education loan scheme with Govt of India's Vidya Lakshmi Portal for online education loan.
- 06 Implemented many of the Robotic Process Automation.
- 07 Launched new mobile banking app 'KBL-Mobile Plus'.
- 08 Partnered with Karvy DigiKonnnect for Contact Centre Services
- 09 Tied up with Bharti AXA Life Insurance Co. Ltd for Life Insurance Business and Launched 'QR code' instant two-wheeler insurance policy

KBL-Vikaas - Bank's Transformation Journey

BCG as transformation consultant



As a part of Transformation journey

- Launched Regional Loan Processing Centres [RLPCs] at all the Regions.
- Focus on Housing, Retail & MSME loans at these RLPCs.
- Tied up with more number of DSAs, BSAs and MRAs, pan India, to strengthen the credit portfolio.
- Tied up with Fintech companies for Digital Home Loan sourcing.
- Launched “KBL FORCE” - an integrated Lead Management System (LMS) and KBL-FORCE (LMS) Mobile App.
- Verticalized Credit Department as “Sales vertical” and “Sanctions vertical”.
- Introduced Collection Management System.
- Launched “KBL KOLLECT+” - a Collection tool, on pilot basis at Regional Collection Hub in Bengaluru.
- Launching of Monitoring Excellence Initiatives.
- A new institutional SB product called KBL SB-TASC (Trusts, Associations, Societies & Clubs) was launched.
- Implementation of Employee Satisfaction and Career Development System [ESCDS] and Key Result Area [KRA].
- Launched ESOP scheme.
- Revamped Internet Banking to improve customer experience.
- Bank's first 'Digi Branch' was inaugurated at Bengaluru.
- Established Digital Centre of Excellence (DCoE).

Awards & Accolades

Awards & accolades received during the FY 2018-19:

- ❖ “SMEs Excellence Award - 2018” under “Excellent Service (Private sector)” category, instituted by ASSOCHAM.
- ❖ “Best MSME Bank Award - Runner Up” instituted by Chamber of Indian Micro Small & Medium Enterprises [CIMSME].
- ❖ “Best Performing Bank” under the following categories of Atal Pension Yojana,
 - ‘People First’ campaign at Tamilnadu for 100% branch activation,
 - ‘Icons of inspiration’ campaign, held during 2017-18,
 - ‘Best Private Bank’ during 2017-18,
 - ‘Winners Arts of Possible’ campaign 2018-19,
 - ‘Winners of Winning Wednesday’ campaign - New Delhi - R K Puram Branch,
 - ‘Winners of Winning Wednesday’ campaign - Delhi Regional Office,
 - Lead to Leap for FY 2018-19,
- ❖ **STP Award 2017:** In recognition of Bank’s outstanding payment formatting and straight through rate, instituted by Bank of New York, Mellon.

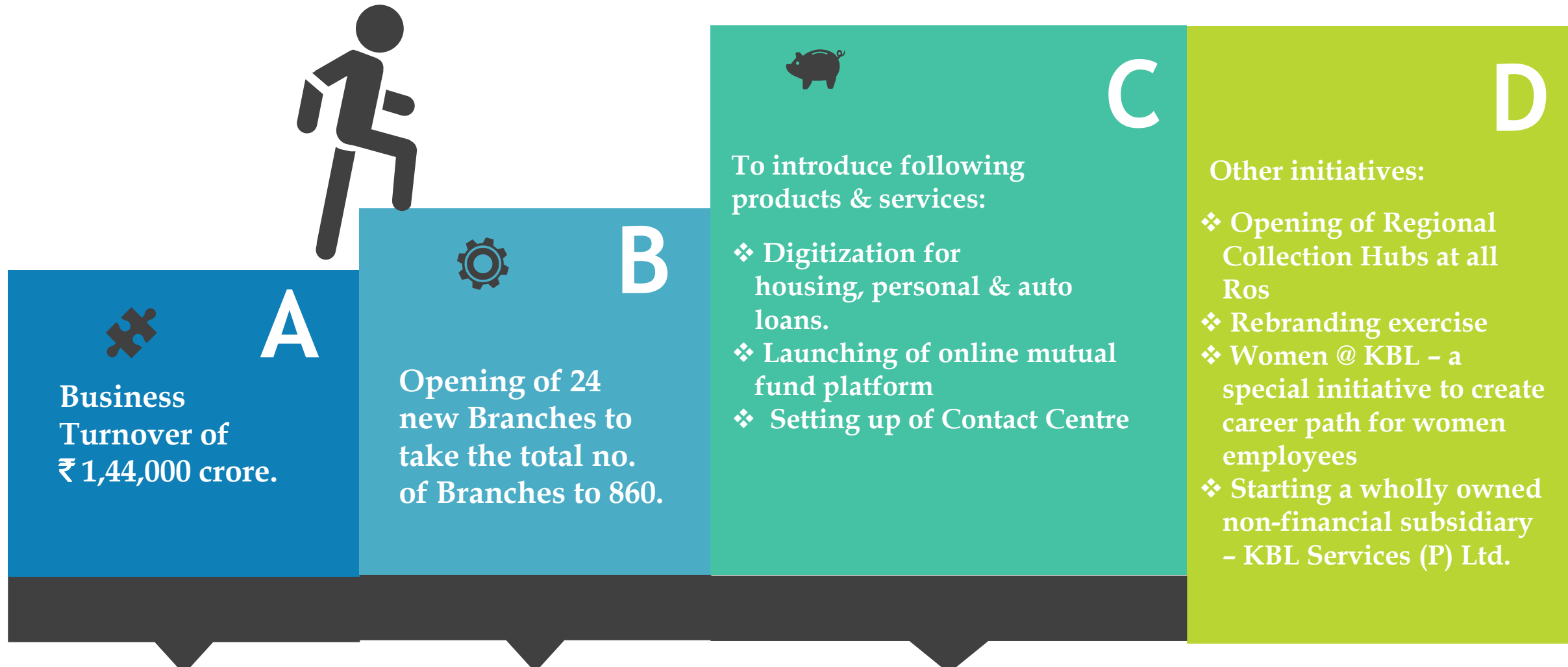


- ❖ **ET Now - BFSI Awards** under
 - “Bank with Best Technology Orientation”
 - “Best Corporate Social Responsibility Practices”
- ❖ **ET Now - World HRD Congress Awards** under
 - “Bank E-Learning module online”
 - “Best Employee Engagement in Banking Sector”
 - “Best Change Management Program”
 - “Best Learning & Development Strategy”
 - “Best use of Training in Employee Engagement”.
- ❖ **ASSOCHAM Social Banking Excellence Awards - 2018 :**
 - Winner - Technology
 - Runner Up - Priority sector lending other than Agriculture
 - Runner Up - Overall best social banking.
- ❖ **IBA Banking Technology awards - 2019** in “Most Customer Centric Bank” under Small bank category.

Business Strategy



Corporate Goal for 2019 -20



Business Strategy

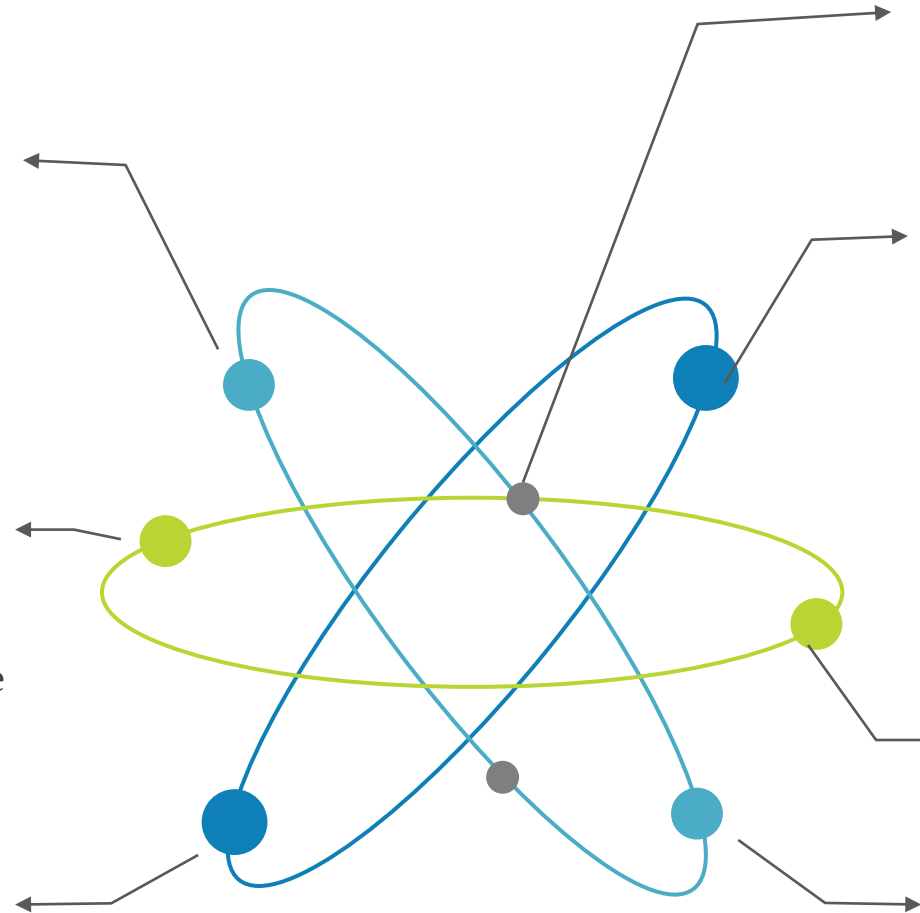
Minimum space maximum business.

Credit augmentation

- ❑ Focusing on MSME sector
- ❑ Focusing on mid-corporate & retail sectors
- ❑ Redesigning Home loan product
- ❑ Flow based lending and an exclusive personal loan product.

NPA & Stressed Assets management

- ❑ Minimizing slippages and improving recovery management.
- ❑ A comprehensive collection mechanism.



CASA deposits

- ❑ Focusing on customer onboarding to increase CASA as well as cross selling.

Digital Banking initiatives

- ❑ Focusing on digital marketing of Bank's products & services
- ❑ Value addition to Bank's existing Mobile Banking channel
- ❑ Installation of self service kiosks
- ❑ Comprehensive IT and Digital Strategy - Requirement of critical applications and IT infrastructure

Para banking activities.

Partnering with an efficient call center handling company for handling service calls for better customer service and handling sales and collection calls for marketing and credit monitoring.



Thank You

WE EXPRESS OUR
HEARTFELT GRATITUDE
TO ALL OUR STAKE
HOLDERS FOR THEIR
TRUST & SUPPORT AND
SOLICIT THEIR
CONTINUED
PATRONAGE, AS WE
CONTINUE OUR JOURNEY
WITH RENEWED
DEDICATION &
COMMITMENT TO
MAKE OUR BELOVED
KARNATAKA BANK A
FINANCIAL POWER
HOUSE.

Board of Directors



P Jayarama Bhat
Non Executive Chairman



Mahabaleshwara M S
Managing Director & CEO



Ashok Haranahalli
Bengaluru
Advocate



Rammohan Rao Belle
Bengaluru
Former MD & CEO, SBI Gen.
Insu. Co. Ltd



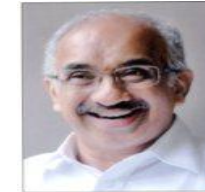
B A Prabhakar
Bengaluru
Former Chairman & MD of Andhra Bank



U R Bhat
Mumbai
Investment Adviser &
Columnist



Keshav Krishnarao Desai
Hubballi
Businessman



D. Surendra Kumar,
Shri Kshethra Dharmastala,
Dakshina Kannada
Educationist



Mrs Mythily Ramesh,
Bengaluru
IT Professional and Co-Founder &CEO of
NextWealth

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