



FY2011-12

Investor Presentation

About Us

Origin

Established in 1916 at Karur by two illustrious sons of the soil Sri. M.A.Venkatarama Chettiar & Sri. Athi Krishna Chettiar with a seed capital of Rs.1.00 lakh which has grown into a leading financial institution that offers various financial services to millions of its customers under one roof

Vision

Delight the customers continually by blending tradition with technology to deliver innovative products and services at affordable costs through a pan-India branch network



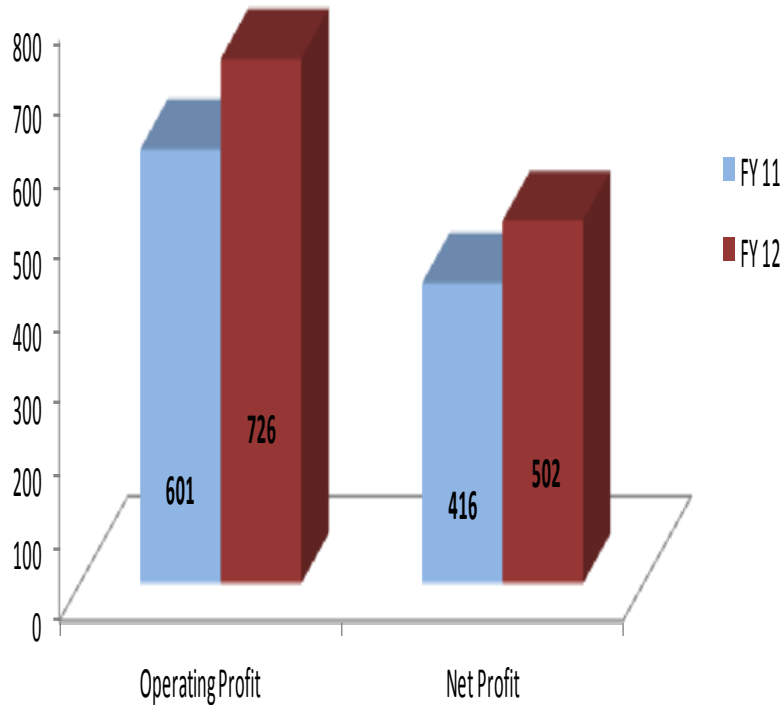
About Us

- Banking tradition of 95 years
- Quick to adopt to the changing banking scenario
- Earning profits since its inception
- Declaration of uninterrupted dividend
- Dividend of 140% proposed for the year 2012
- 100% and above dividend for 9 years from 2004 out of which 120% for five years
- Total of 14 Rights issue and 7 Bonus issue till date.
- First bank to get permission from RBI to issue bonus shares
- 451 branches and 825 ATMs
- The Bank has been fully on CBS facility since 2005 and all latest technology products are available
- Top Rating from CRISIL (A1+) and ICRA (A1+) for Short Term Borrowings



Financial Highlights

Operating Profit & Net Profit (Rs. in crore)



20.83% ↑

20.72% ↑

	Q4 FY 12	FY 2011-12
Net Profit	↑ 27.32% YOY	↑ 20.72% YOY
Net Int. Income	↑ 23.49% YOY	↑ 19.59% YOY
Operating Revenue	↑ 35.57 YOY	↑ 22.90% YOY
Operating Profit	↑ 46.03% YOY	↑ 20.83% YOY
Non Interest Income	↑ 43.36%	↑ 55.56%
NIM	3.04%	3.08%
ROA	1.63%	1.56%
Return on Networth	21.64%	18.53%

Incomes & Expenses

Particulars	Mar 12	Mar-11	YOY Growth	Mar 12	Mar-11	Q4 Vs Q4 Growth	Dec 11	Seq. Growth
	12 M	12 M		Q4	Q4		Q3	
Interest earned	3270	2218	47.47%	947	632	49.98%	856	10.64%
Interest expended	2353	1451	62.20%	686	421	63.30%	621	10.43%
Net Interest Income	917	767	19.59%	261	211	23.49%	235	11.22%
Non Int Income	324	226	43.36%	98	63	55.56%	82	19.51%
Profit on Investment	26	38	-30.58%	14	1	1300%	7	102.98%
Total Income	1267	1031	22.90%	373	275	35.57%	324	15.02%
Operating expenses	541	430	25.77	160	129	23.74%	134	18.87%
Employee cost	264	229	15.21%	74	68	8.63%	68	7.80%
Other expenses	277	201	37.82%	86	61	40.40%	66	30.28%
Operating Profit	726	601	20.83%	213	146	46.03%	190	12.29%
Provisions (Excl. Tax)	94	39	138.51%	7	3	146.93%	36	-81.01%
Provision for Taxes	130	146	-10.61%	59	28	113.51%	29	106.39%
Net Profit	502	416	20.72%	147	115	27.32%	125	17.51%



Provisions & Contingencies

(Rs. In crore)

Particulars	2011-12 12 M	2010-11 12 M	Q4 2011-12 3 M	Q4 2010-11 3 M
NPA	19.09	4.91	-15.15	-5.39
Standard Assets	28.84	15.23	10.47	6.12
Restructured Advances	3.81	1.24	5.73	0.55
Others	0.69	-1.19	-0.64	-1.28
Investments	41.33	19.12	6.43	2.77
Provisions Before Tax	93.76	39.31	6.84	2.77
Provisions for Tax	130.23	145.68	59.42	27.83
Total Provisions	223.99	184.99	66.26	30.60

Business Performance

	Mar 12 Rs. In Cr	Mar 11 Rs. In Cr	Growth	5 Yr CAGR
Business	56,317	42,774	31.66% ↑	27.78%
Gross Deposit	32,112	24,722	29.89% ↑	28.02%
Gross Advances	24,205	18,052	34.08% ↑	27.46%
Average Deposit	27,156	20,973	29.48% ↑	26.10%
Average Advances	19,976	15,001	33.16% ↑	26.32%
Total Assets	37,635	28,225	33.34% ↑	27.71%

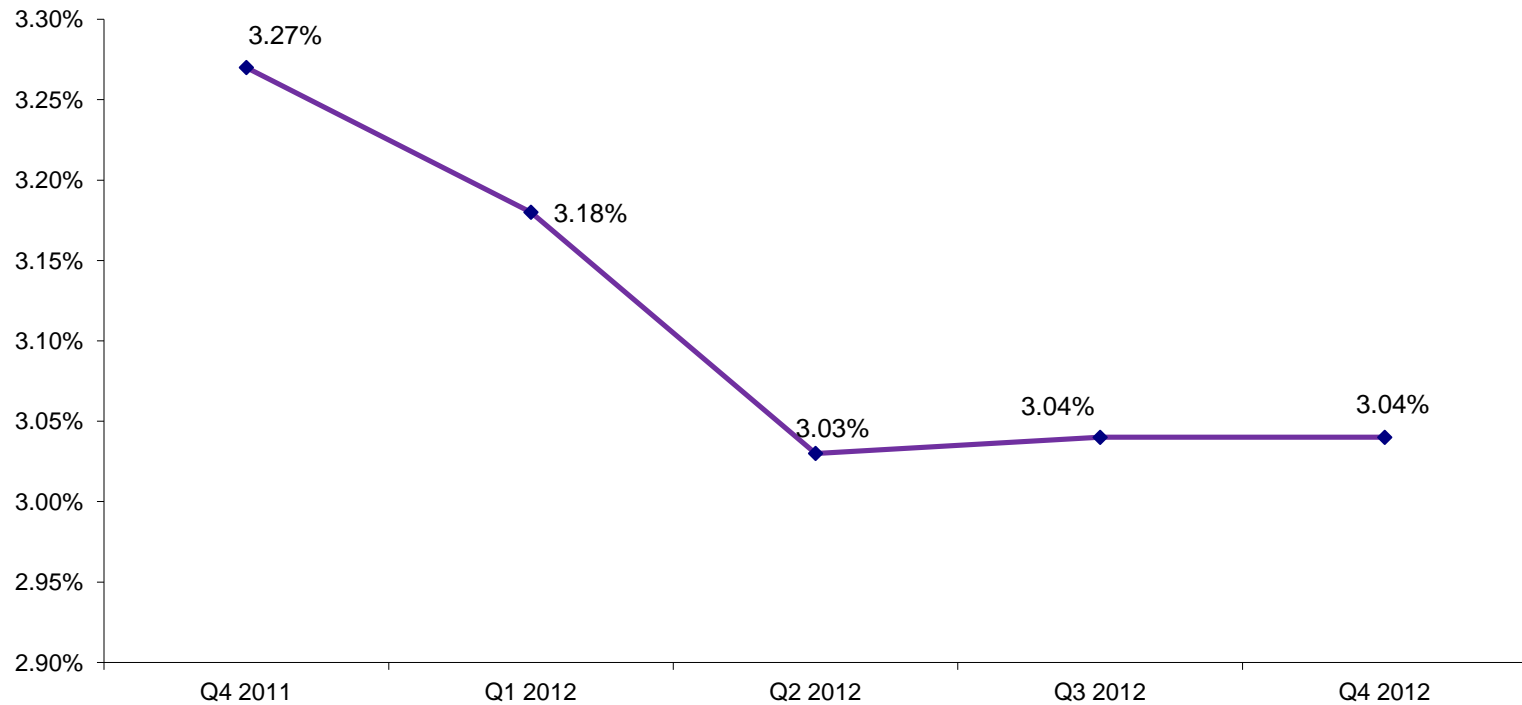


Key Ratios

Particulars	FY 2011-12	FY 2010-11	FY 12 Q4 (3M)	FY 11 Q4 (3M)	FY 12 Q3(3M)
Cost of Deposits	8.11%	6.67%	8.29%	7.18%	8.18%
Yield on Advances	12.71%	11.22%	12.90%	11.73%	12.80%
Yield on Investments	7.73%	7.48%	7.80%	7.48%	7.74%
Cost of Funds	8.11%	6.63%	8.35%	7.12%	8.16%
Yield on Funds	10.44%	9.37%	10.63%	9.79%	10.51%
Spread	2.33%	2.74%	2.28%	2.67%	2.35%
NIM	3.08%	3.39%	3.04%	3.27%	3.04%
Staff Cost to total income	7.30%	9.25%	6.94%	9.73%	7.21%
Cost to income	42.73%	41.76%	42.85%	46.95%	41.46%
ROA	1.56%	1.71%	1.63%	1.73%	1.49%



Net Interest Margin



NIM for the last 5 years

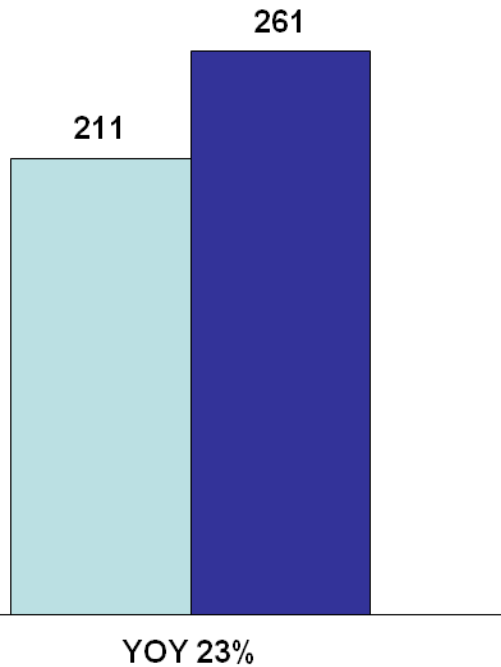
FY08	2.83%
FY09	2.95%
FY10	3.23%
FY11	3.39%
FY12	3.08%



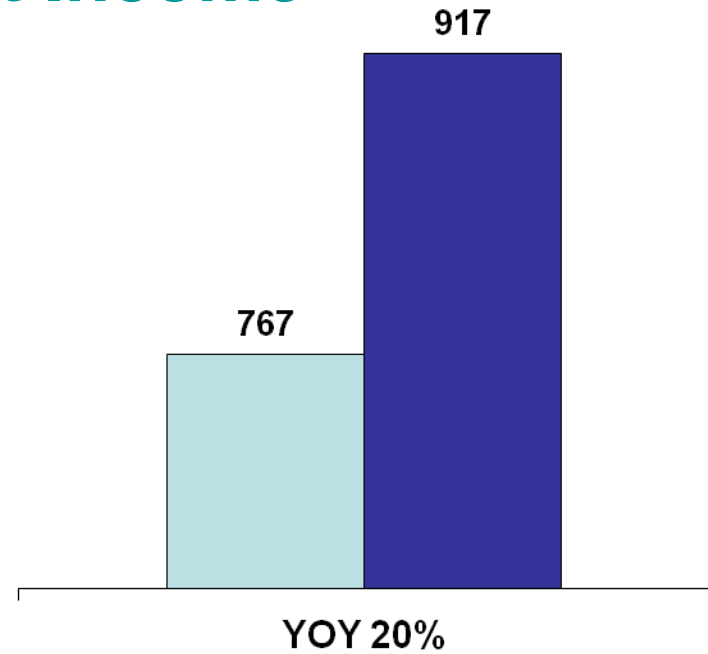
Karur Vysya Bank

Smart way to bank

Net Interest Income



Q4FY11 Q4FY12



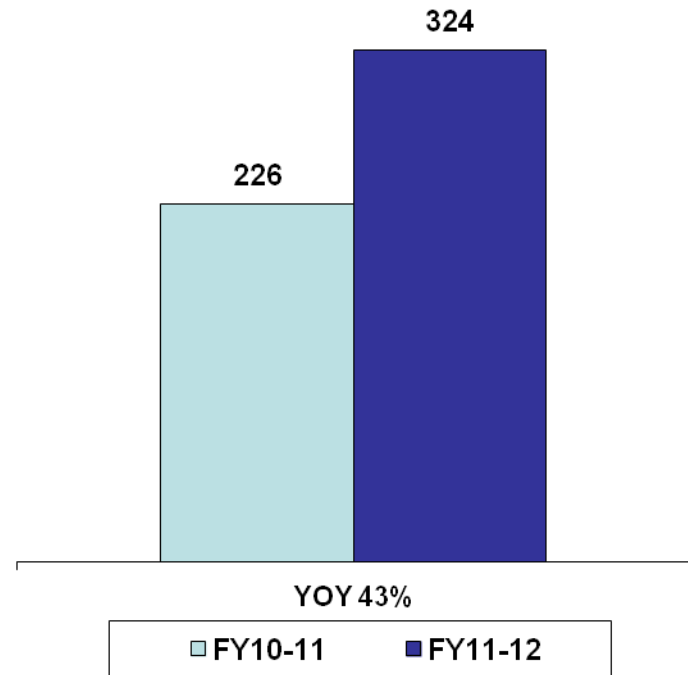
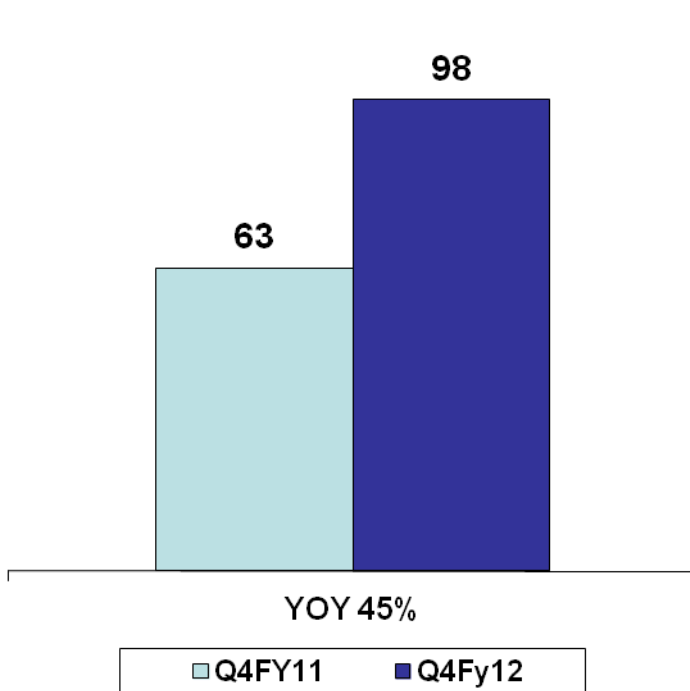
FY10-11 Fy11-12

Net Interest Income for the last 5 years

FY08	369 Cr
FY09	410 Cr
FY10	565 Cr
FY11	767 Cr
FY12	917 Cr

5 year CAGR 21.45%

Non Interest Income (Other than from Investments)

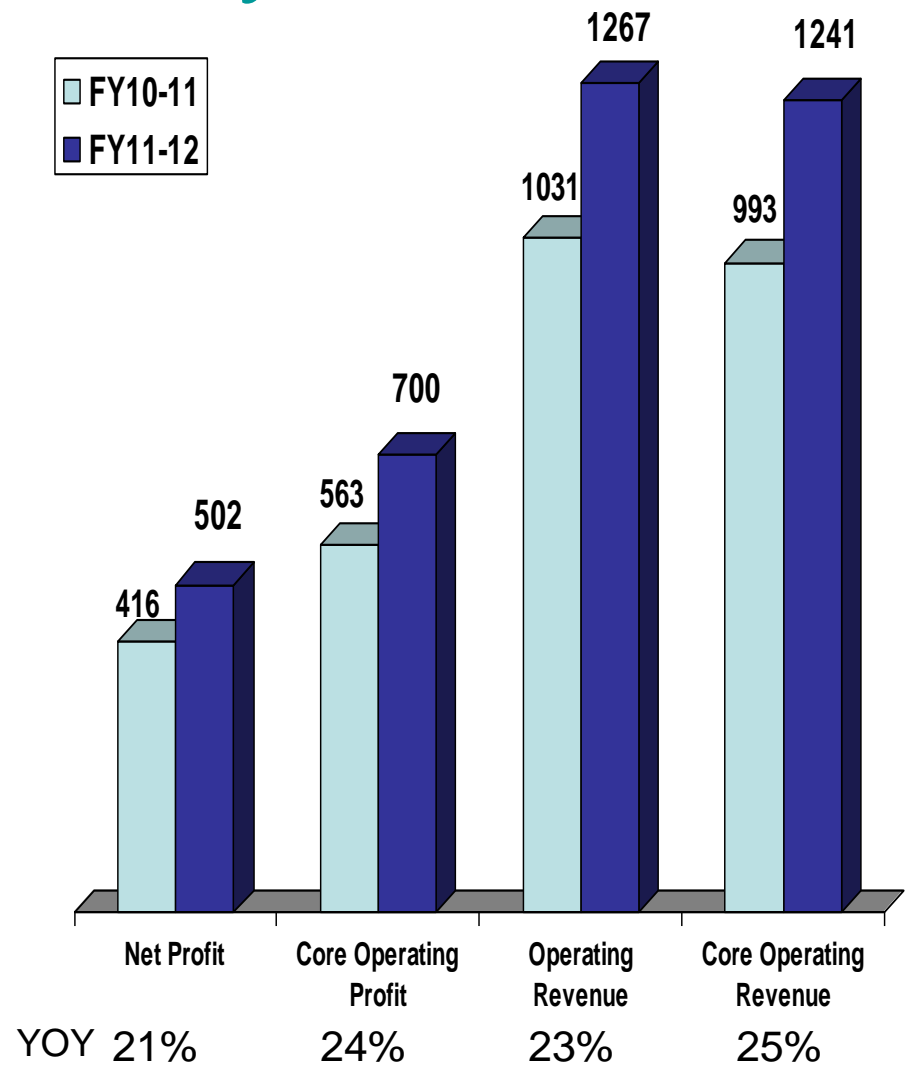
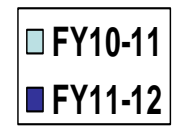
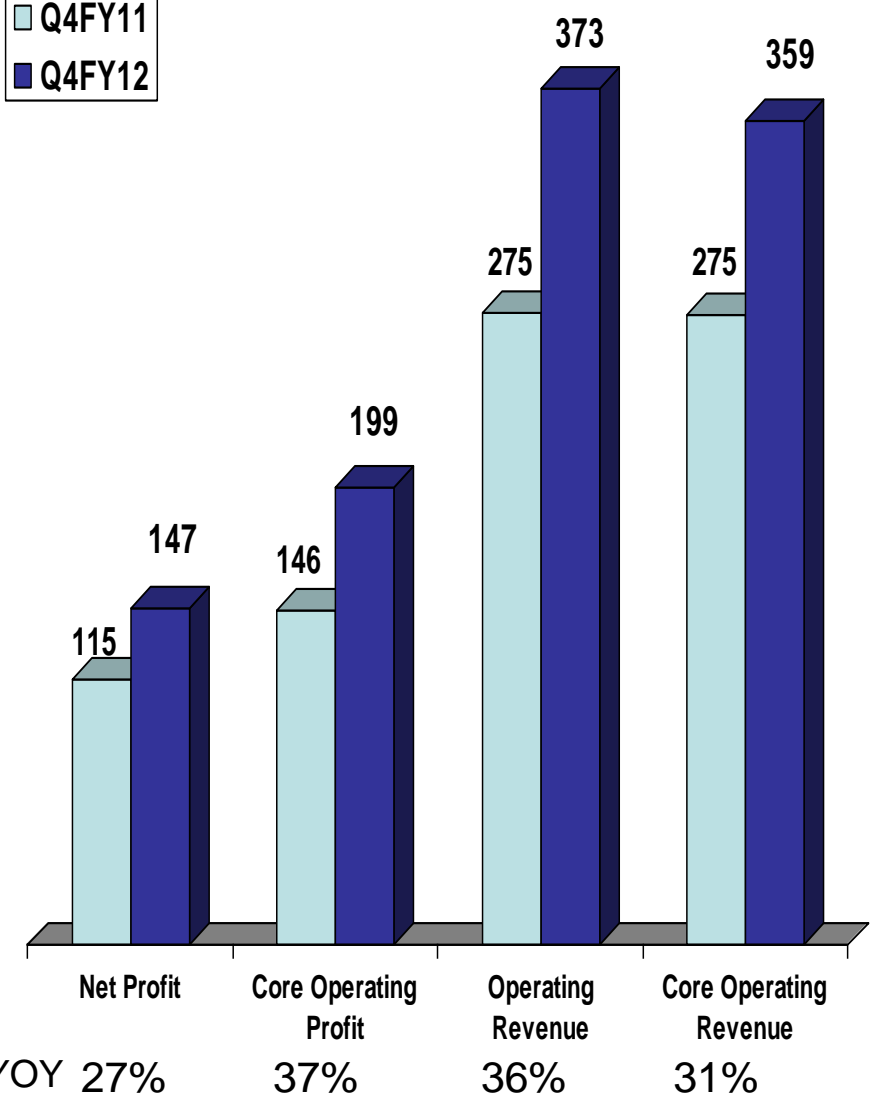
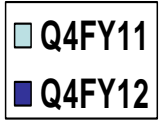


Fee Income for the last 5 years

FY08	152 Cr
FY09	172 Cr
FY10	191 Cr
FY11	226 Cr
FY12	324 Cr

5 year CAGR 22.18%

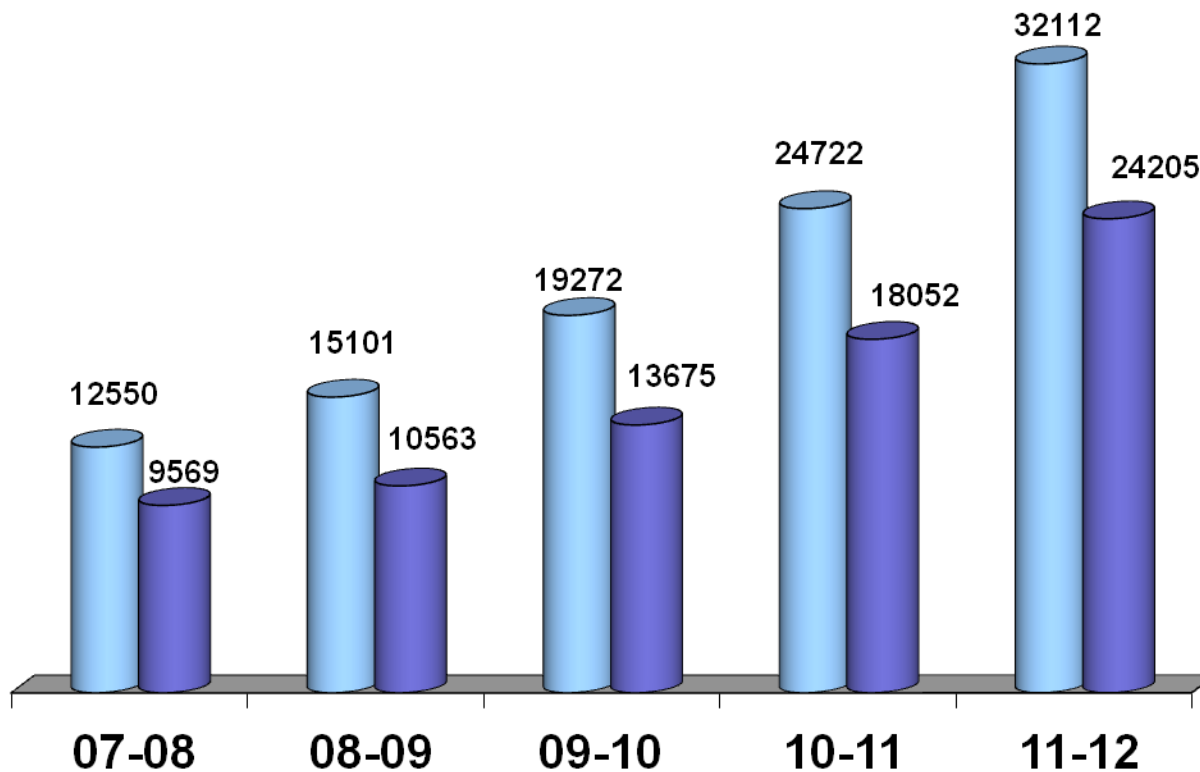
Profitability



Core Revenue/Profit excludes profit from investment

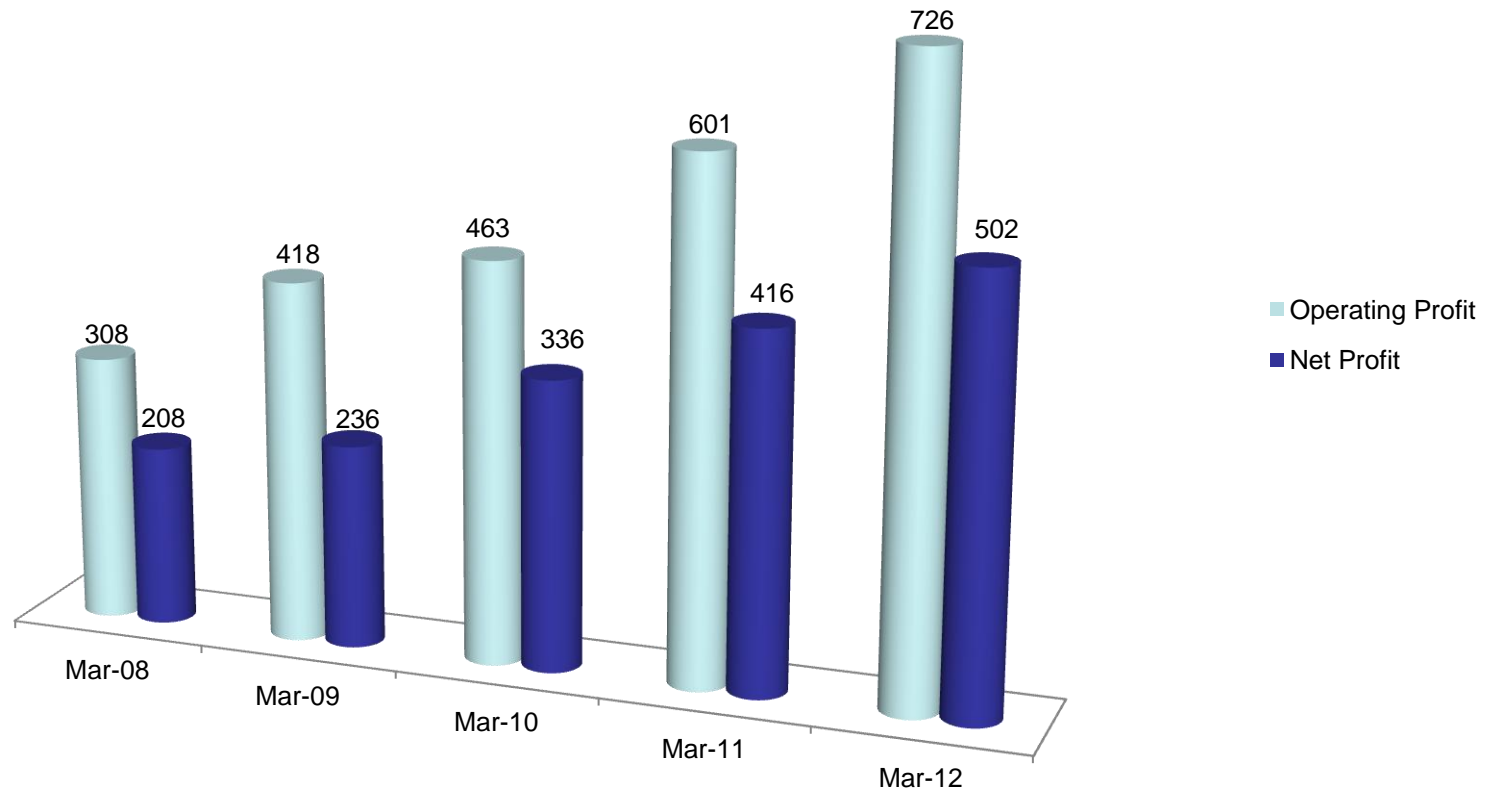


Deposits & Advances (Rs. In Crore)



CAGR	5 Yr
Deposits	28.02%
Advances	27.46%

Operating Profit & Net Profit



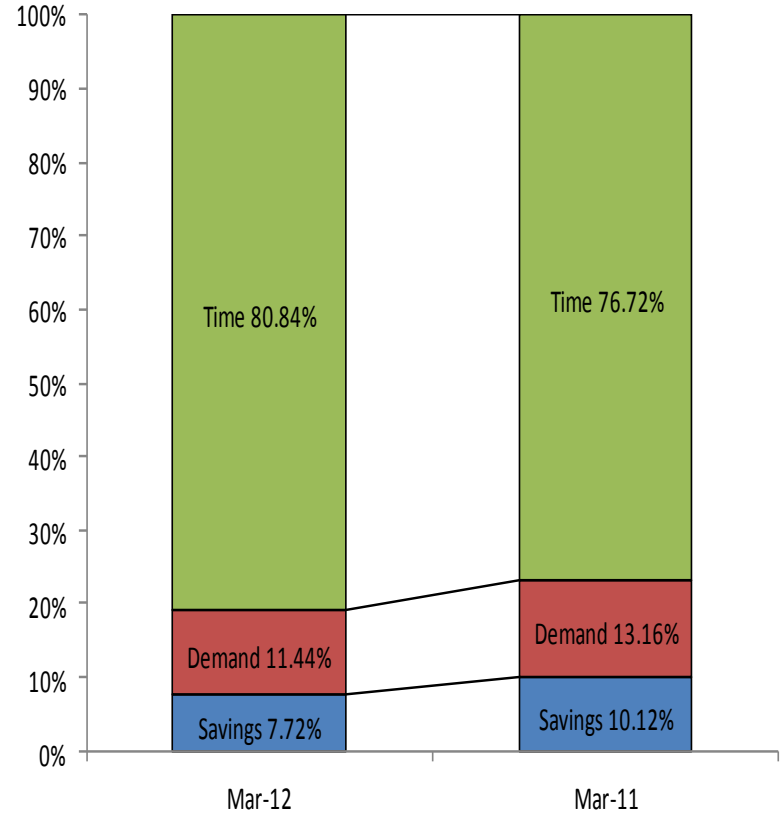
CAGR	5 Yr
Operating Profit	21.53%
Net Profit	25.68%

DEPOSIT MIX

Average



Outstanding

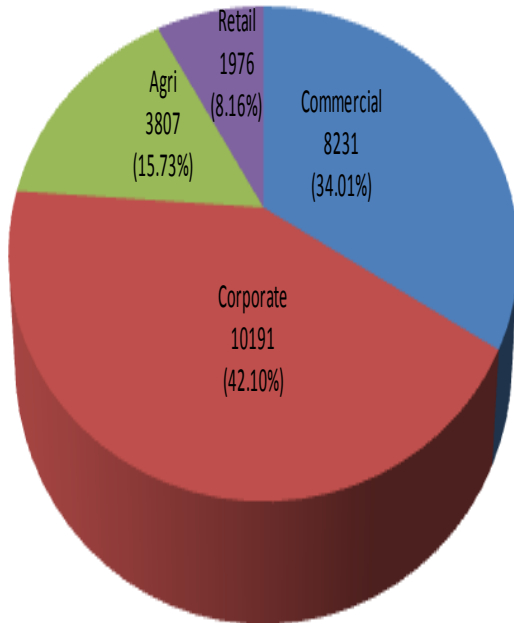


Advance Mix

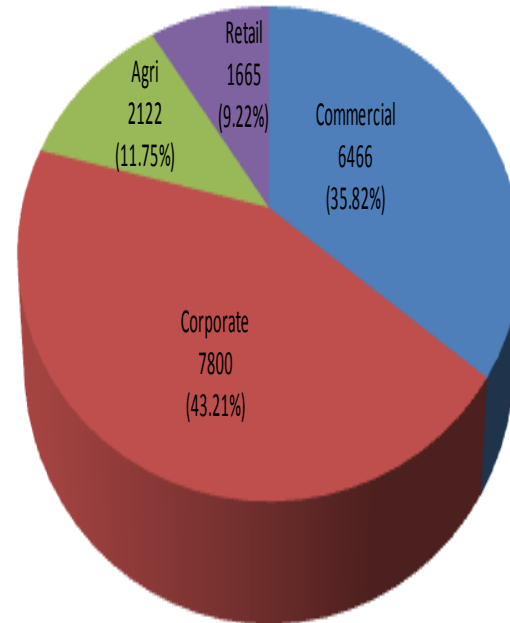
(Rs. in Crore)

(Rs. in Crore)

Mar-12



Mar-11



Advances – Category Wise

(Rs. in Crore)

Particulars	MAR 2012	% TO TOTAL ADVANCE	Mar 2011	% TO TOTAL ADVANCE	Quantum Growth Over Mar 2011	% Growth over Mar 2011
INDUSTRY EXPOSURE*	8482	35.04%	7530	41.71%	952	12.65
TRADING	2576	10.64%	1514	8.39%	1062	70.13
BILLS	1291	5.34%	951	5.27%	340	35.80
JL	5200	21.48%	2929	16.23%	2270	77.51
NBFC	1255	5.18%	591	3.27%	664	112.29
Personal Segment Loans (Vehicle, Housing, Deposit)	3077	12.71%	2480	13.74%	597	24.07
OTHER EXPOSURES**	2324	9.60%	2057	11.40%	267	12.98
TOTAL ADVANCES	24205	100.00%	18052	100.00%	6152	34.08

* Industrywise breakup given on next page

** This includes Commercial Real estate, Capital Market exposure and Loans given other than to industry like short term loans, Cash credit & over draft etc

Breakup for Industry Exposure (Rs in crore)

INDUSTRY	Mar 2012	% TO TOTAL ADVANCE	Mar 2011	% TO TOTAL ADVANCE	Quantum Growth Over Mar 2011	% Growth over Mar 2011
TEXTILES	1777	7.34%	1876	10.39%	-99	-5.28
INFRASTRUCTURE**	2984	12.33%	2736	15.15%	248	9.06
FOOD PROCESSING	633	2.61%	523	2.90%	110	21.04
BEVERAGE & TOBACCO	103	0.42%	98	0.54%	5	5.57
LEATHER	2	0.01%	2	0.01%	0	45.88
WOOD	113	0.47%	72	0.40%	41	56.04
PAPER	76	0.31%	82	0.45%	-6	-7.33
PETROLEUM	2	0.01%	1	0.01%	1	70.63
RUBBER	195	0.80%	129	0.71%	66	50.72
GLASS	6	0.02%	26	0.14%	-20	-76.97
CEMENT	95	0.39%	177	0.98%	-82	-46.24
METAL	188	0.78%	140	0.77%	48	34.46
ALL ENGINEERING	270	1.12%	174	0.96%	96	55.59
AUTO PARTS	256	1.06%	236	1.31%	20	8.23
GEMS & JEWELLERY	217	0.90%	129	0.72%	88	68.14
CONSTRUCTION	105	0.44%	39	0.22%	66	167.11
CHEMICALS PRODUCTS	494	2.04%	478	2.65%	16	3.31
IRON AND STEELS	966	3.99%	612	3.39%	354	57.95
Total INDUSTRY EXPOSURE	8482	35.04%	7530	41.71%	952	12.65

** Breakup given on next page



Infrastructure Advances

Rs. in Crore

INFRASTRUCTURE	MAR 2012	% TO TOTAL ADVANCE	Mar 2011	% TO TOTAL ADVANCE	Quantum Growth Over Mar 2011	% Growth over Mar 2011
POWER	1799	7.43%	1698	9.41%	101	5.91
ROAD	315	1.30%	157	0.87%	158	100.89
TELECOMMUNICATION	63	0.26%	92	0.51%	-29	-31.13
INFRA OTHERS	807	3.33%	789	4.37%	18	2.26
TOTAL	2984	12.33%	2736	15.51%	248	9.06

	Mar 2012	Mar 2011
POWER GOVERNMENT	1624	1573
POWER PRIVATE	175	125
TOTAL	1799	1698

SECTORWISE RESTRUCTURED ACCOUNTS

S.NO	SECTOR	NO. OF ACCOUNTS		AMOUNT (RS.in Cr)		(%) to total Rest. Adv	
		Mar 12	Mar 11	Mar 12	Mar 11	Mar 12	Mar 11
1	FOOD	9	7	33	4	5.02%	0.84%
2	STEEL	3	1	13	11	2.04%	2.03%
3	TEXTILE	57	45	273	284	41.62%	55.19%
4	REAL ESTATE	33	24	6	5	0.91%	1.02%
5	COMMERCIAL REAL ESTATE	10	11	11	15	1.67%	2.92%
6	PAPER	3	2	3	4	0.53%	0.82%
7	PHARMA	1	1	11	11	1.70%	2.21%
8	CHEMICAL	3	2	13	15	1.91%	2.89%
9	OTHERS	83	53	293	165	44.60%	32.08%
TOTAL %to total Advance		202	146	656 2.71%	514 2.85%	100.00%	100.00%

Movement of Restructured Advances

Movement of Restructured Accounts for FY 2011-12	No. OF A/Cs	AMT (IN CR)	Movement of Restructured Accounts for Q4 of FY12	No. OF A/Cs	AMT (IN CR)
Restructured accounts as on 31.03.2011	146	515	Restructured accounts as on 31.12.2011	178	520
Addition during the period - [A]	88	329	Addition during the period - [A]	31	201
Accounts closed during the period - [B]	18	61	Accounts closed during the period - [B]	6	40
Amount recovered during the period - [C]	-	70	Amount recovered during the period - [C]	-	10
Accounts slipped into NPA during the period - [D]	14	57	Accounts slipped into NPA during the period - [D]	1	15
Restructured accounts as on 31.03.2012 A-(B+C+D)	202	656	Restructured accounts as on 31.03.2012 A-(B+C+D)	202	656

Advances-Breakup

(Rs in Cr)

SECTOR	March 2012		March 2011		Quantum Growth Over Mar 2011	% Growth over Mar 2011
	Amount (Rs. In Crore)	% of Total Advances	Amount (Rs. In Crore)	% of Total Advances		
BILLS	1292	5.34%	951	5.27%	340	35.80
DEMAND LOAN	12450	51.44%	8422	46.65%	4029	47.83
TERM LOAN	10463	43.23%	8679	48.08%	1784	20.55
TOTAL	24205	100.00%	18052	100.00%	6153	34.08



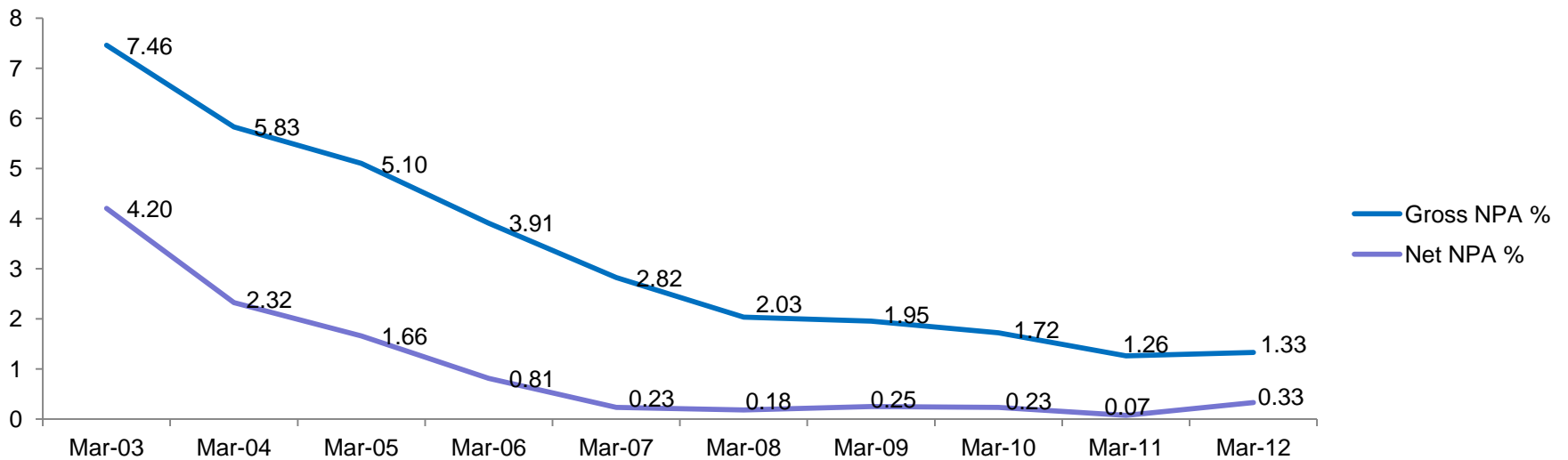
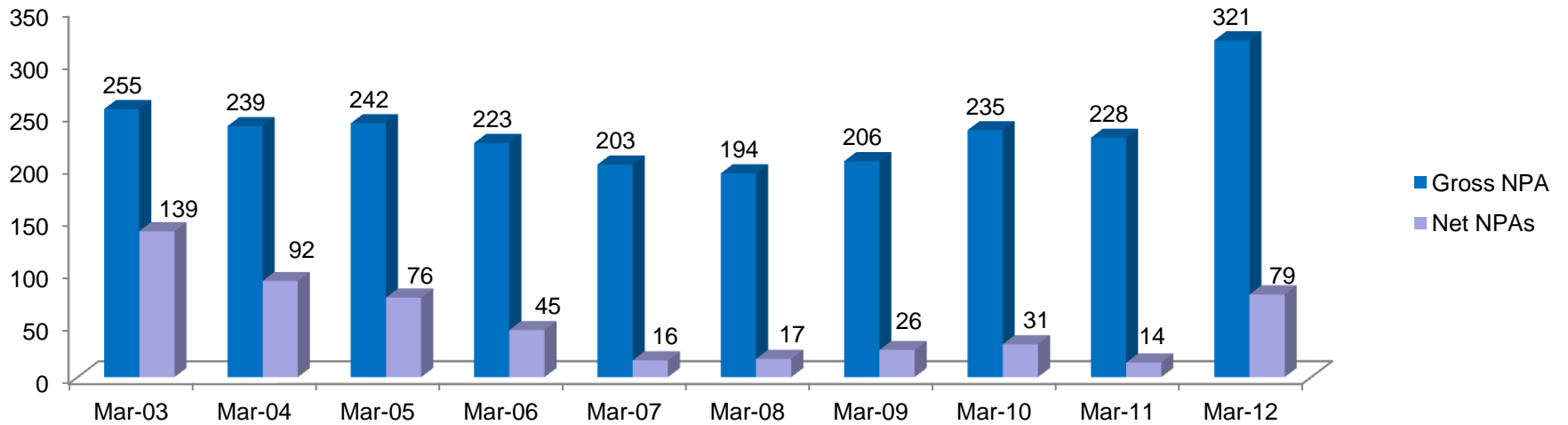
Advances - Other details

(Rs. In Cr)

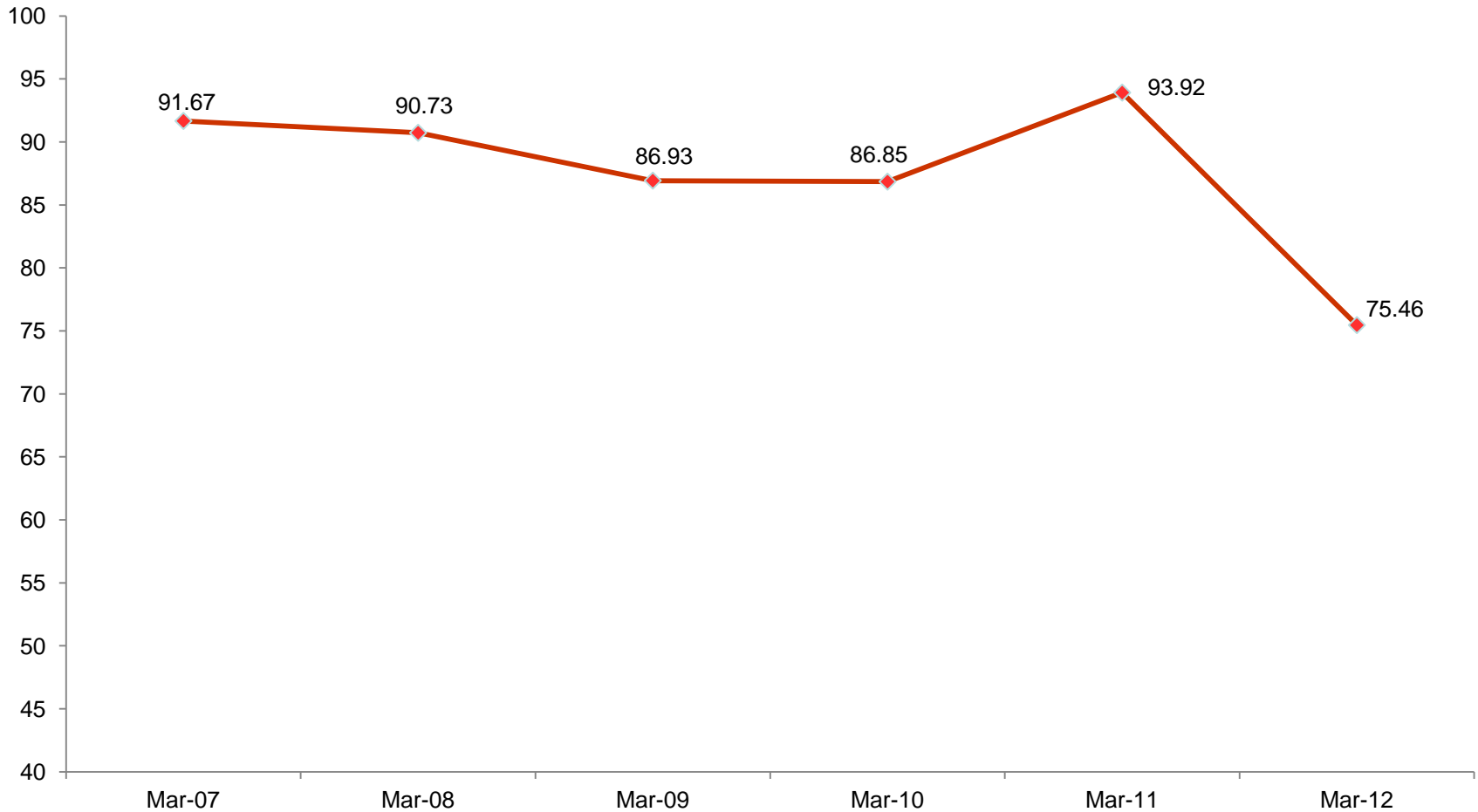
PARTICULARS	Mar 2012	% to Total Advance	Mar 2011	% to Total Advance	Qtm Growth	% Growth
COMMERCIAL REAL ESTATE	744	3.07%	463	2.56%	281	60.69%
CAPITAL MARKET	189	0.78%	70	0.39%	119	168.39%
HOUSING LOANS	955	3.95%	656	3.63%	299	45.58%
AUTO LOANS	841	3.47%	691	3.83%	150	21.78%
NBFCs	1255	5.18%	591	3.27%	664	112.27%
PERSONAL LOANS	319	1.32%	261	1.45%	58	22.08%



Gross NPA & Net NPA



PROVISION COVERAGE RATIO (%)

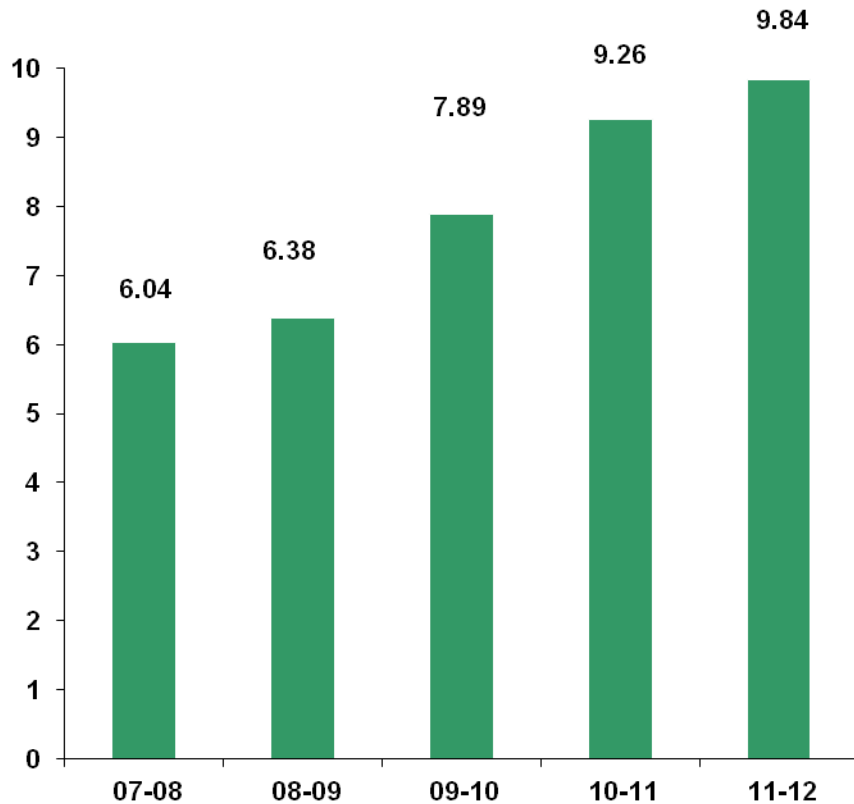


Movement of NPA

ITEMS	Apr11 – Mar 12	Jan 12 - Mar12
Movement of NPAs (Gross)		
Opening Balance	228.15	322.12
Additions during the period	174.00	44.00
Reductions during the period	81.16	45.13
Closing Balance	320.99	320.99
Movement of Net NPAs		
Opening Balance	13.87	64.34
Additions during the period	90.92	35.42
Reductions during the period	26.01	20.98
Closing Balance	78.78	78.78
Movement of provisions for NPAs (excluding provision on Standard Assets)		
Opening Balance	182.42	216.66
Provisions made during the period	52.43	10.52
Write off/Write back of excess provision	33.34	25.67
Closing Balance	201.51	201.51

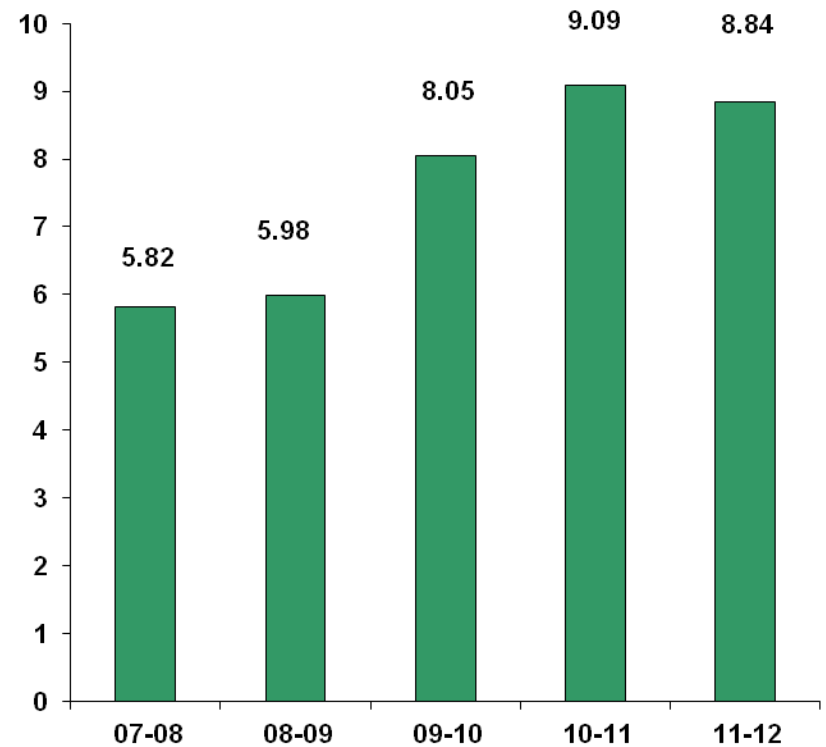


Business Per Employee



(Rs. in crores)

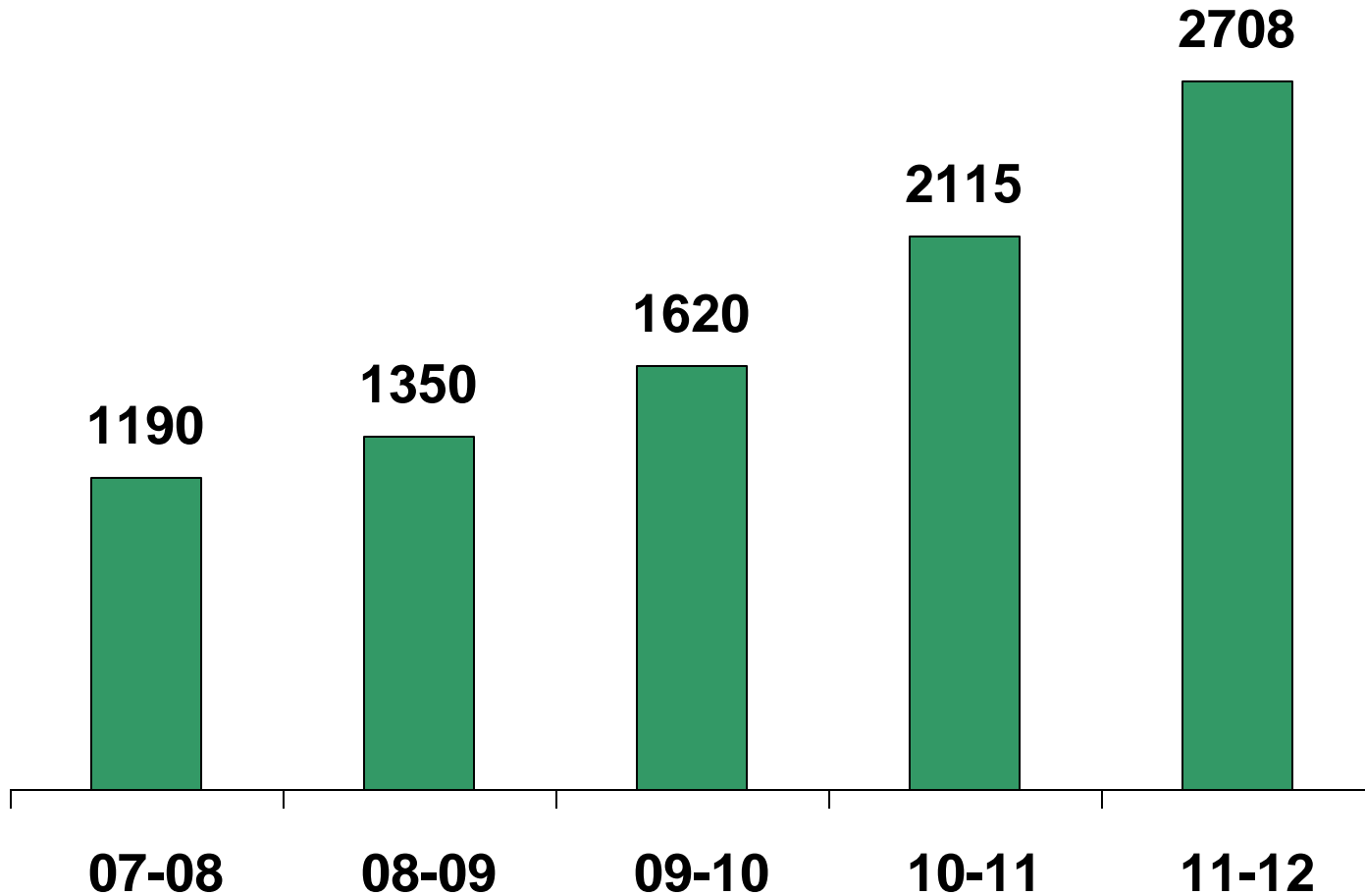
Profit Per Employee



(Rs. in Lakhs)

Owned Funds

(Rs. In Cr)



CAGR

**5 Yr
20.57%**



Capital Adequacy Ratio

(Rs. In Cr)

Particulars	Mar 12	Mar 11
Tier I Capital	2677	2117
Tier II Capital	246	217
Tier (I + II)	2923	2334
Total RWA	20403	16193
Tier I – CRAR	13.12%	13.50%
Tier II – CRAR	1.21%	1.33%
CRAR – Basel II	14.33%	14.41%

- **“LA+” Rating from ICRA for Long Term Bond Issuance**
- **Top Rating from CRISIL (A1+) and ICRA (A1+) for Short Term Borrowing**

Network and Human Resources

Particulars	Mar 08	Mar 09	Mar 10	Mar 11	Mar 12
No of Branches	288	312	335	369	451
No of ATMs	286	324	376	488	825
No of Employees	3580	3941	4175	4574	5673

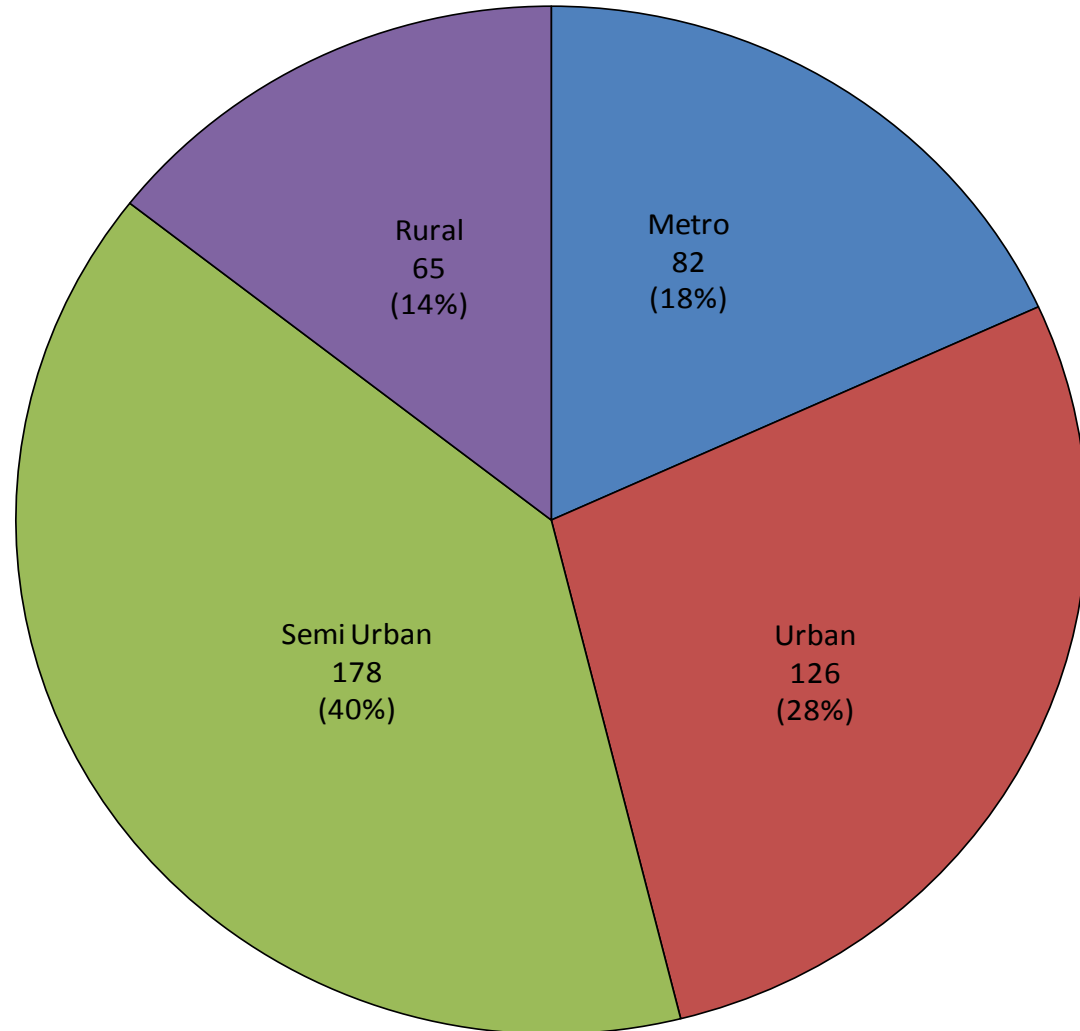


Karur Vysya Bank

Smart way to bank

Network of 451 Branches

STATE	Mar 11	Mar 12
TAMILNADU	197	227
ANDHRA PRADESH	77	96
KARNATAKA	25	32
MAHARASHTRA	20	21
GUJARAT	9	14
KERALA	9	11
DELHI	7	9
WEST BENGAL	3	12
PUNJAB	4	5
HARYANA	4	4
ORISSA	3	4
M.P.	3	3
UTTARPRADESH	3	5
PONDICHERY	2	2
RAJASTHAN	1	2
CHANDIGARH	1	1
CHATTISGARH	Nil	1
GOA	1	1
JHARKHAND	Nil	1
Total	369	451



A Decade of Progress

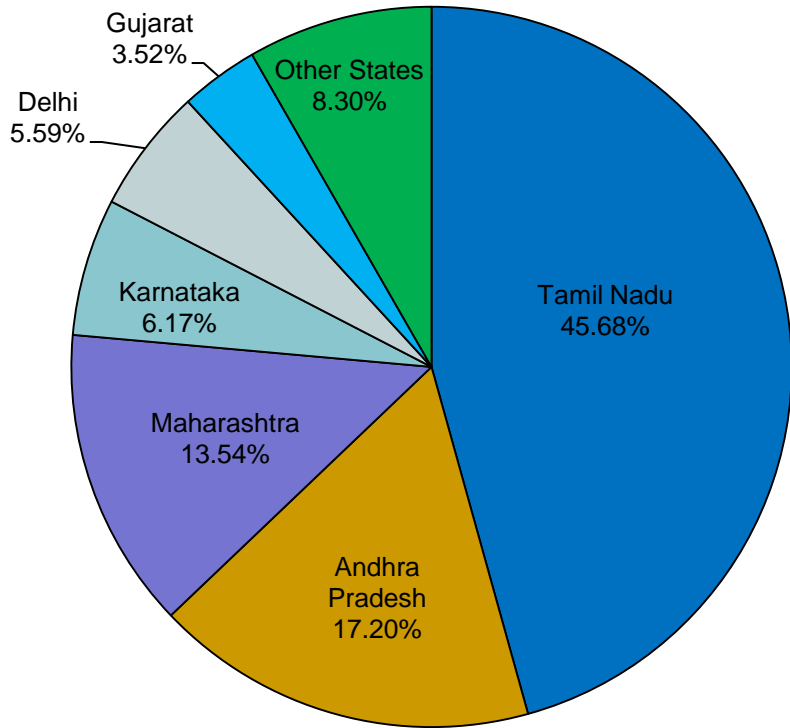
(Rs in Cr)

Year	2002-03	2003-04	2004-05	2005-06	2006-07	2007-08	2008-09	2009-10	2010-11	2011-12
Paid up Capital	16.41	17.98	17.98	17.98	49.49	53.94	53.95	54.44	94.49	107.18
Reserves	542.27	694.05	742.90	853.65	1013.67	1136.06	1296.21	1565.54	2020.05	2601.04
Owned funds	558.68	712.03	760.88	871.63	1063.16	1190.00	1350.16	1619.98	2114.54	2708.22
CRAR - Basel I	17.01%	17.11%	16.07%	14.79%	14.51%	12.58%	13.08%	12.48%	12.16%	11.64%
Basel II	-	-	-	-	-	-	14.92%	14.49%	14.41%	14.33%
Deposits	5122	5911	6672	7577	9340	12550	15101	19272	24722	32112
Advances	3344	4023	4620	5701	7194	9569	10563	13675	18052	24205
Investments	1845	2173	2219	2298	2874	3526	4716	6649	7776	10581
Gross Income	648	722	704	771	987	1289	1711	2005	2482	3621
Net Profit	125	161	105	135	160	208	236	336	416	502
Dividend	70%	100%	100%	120%	100%	120%	120%	120%	120%	140%*
Branches	214	223	231	238	269	288	312	335	369	451
EPS (Rs.)	156.28	89.58	58.59	28.29	32.80	38.62	43.71	62.23	44.90	46.81
Book Value(Rs.)	340.45	396.05	423.22	484.80	197.09	220.61	250.25	297.60	200.33	252.68
No of Employees	2833	2849	2811	2908	3286	3580	3941	4175	4574	5673

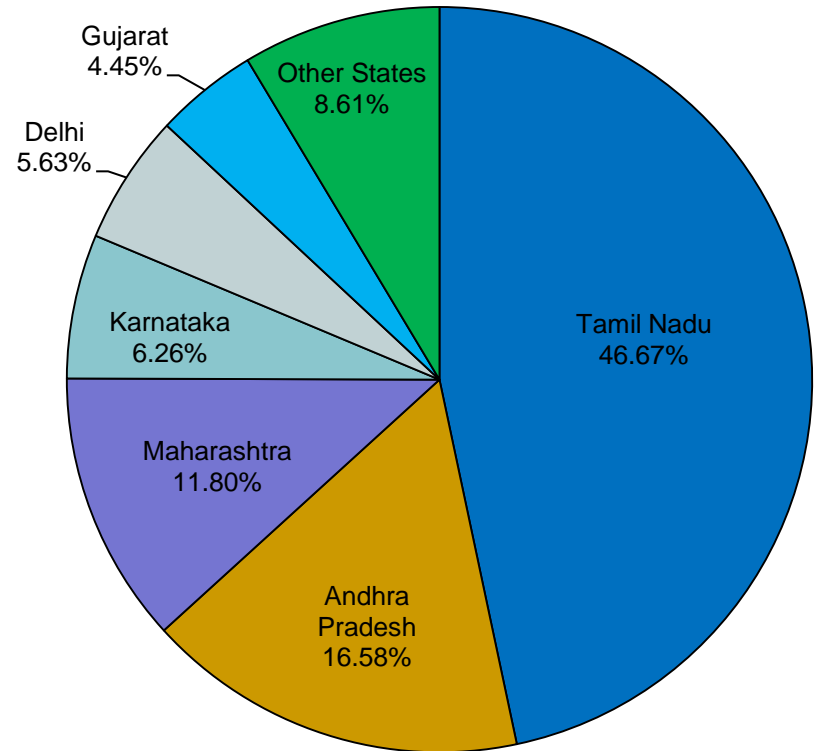
* Proposed Dividend

Statewise Contribution in Total Business

Mar-12



Mar-11



New Initiatives

- ❖ Special product packages for Rice Mills, Timber Trade, Transporters and Educational Institutions introduced
- ❖ Sale of Silver Coins launched
- ❖ KVB - SBI Co branded Credit card launched
- ❖ Launched Anmol Rewards programme for POS/ Ecommerce transactions
- ❖ Net banking features enhanced – such as option to open term deposit account.
- ❖ Direct Tax payment through Net Banking



Awards and Recognitions

- ✓ Bloomberg UTV Financial Leadership Awards, 2012 – **Best Private Sector Bank**
- ✓ CNBC-TV18 Best Banks & Financial Institutions Award, 2011 by CNBC-TV 18 – MCX – **Best Old Private Sector Bank**
- ✓ Business World – Price Waterhouse Coopers Best Bank Awards, 2011 - **Best Small Bank & The Fastest Growing Small Bank -2011**
- ✓ Financial Express India's Best Bank Award, 2011 – **Best Old Private Sector Bank – Runner up**
- ✓ SFBC Kerala Excellence Award, 2010-11 – **Best Private Sector Bank**
- ✓ FIBAC Best Bank Award, 2011 by FICCI - IBA – **Best Cost Efficient Bank Private Sector Bank**
- ✓ Business Today – KPMG Best bank Awards, 2011 – **Best Mid-sized Bank in Asset Quality & Best Mid-sized Bank – Runner up.**
- ✓ IDRBT Banking Technology Excellence Award, 2010-11 by Institute for Development and Research in Banking Technology, Hyderabad - **Best Bank Award for Mobile Banking among Small Banks**



Outlook

- *Planned to open around 100 branches and 400 ATMs during the current fiscal. (The bank opened 82 branches and 337 ATMs in FY 2011-12)*
- *Planned to achieve total business of Rs 72000 Cr by 31st March 2013*
- *Aiming to achieve Rs. 41,000 Cr of Deposits for the fiscal 2012-13*
- *Aiming to achieve Rs. 31,000 Cr of Advances for the fiscal 2012-13*





Thank You