

# **INVESTOR PRESENTATION**

FY 2018 -19





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# The Bank of choice - trusted by all







Over 7 million individuals

Over
450000
businesses

Over
700000
agri customers

# KVB – a unique franchise!

# KVB Karur Vysya Bank Smart way to bank

#### **Bank of Choice, trusted by:**

- > Over **7 million** individuals
- > Over **450000** businesses
- ➤ Over **700000** customers involved in agriculture

#### Unmatched presence in India's fast growing hinterland

Category	No. of Branches
Metro	201
Urban	155
Semi Urban	296
Rural	126
Total	778

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Customer service

Customer service

excellence the

differentiator

Category	31.03.19	31.12.18	31.03.18
Branches	778	782	790
ATM's + Cash Recyclers	2179	2183	2328

## **Blending Tradition with Modernity**



- New Digital Systems live and fully embedded
  - ✓ Capable of managing substantial volumes (Retail Digital Platform handled ~110,000 applications)
- New Business Banking Unit established to originate and manage small business credit requirements
  - ✓ Underwriting process centralized with specialist team
- Non-branch distribution channel hiring substantially complete
  - ✓ Operations and scaling to begin shortly
- Risk framework continues to be strengthened
  - √ Through the Door' quality improvements leading to better performance of newer cohorts
- Dlite Banking Application set to cross 1 million downloads
  - **√** 23% increase in registered users in the quarter (621,000 registered users)
- Commercial cards issued to ~1000 Commercial Establishments
  - ✓ Usage, activation and payment patterns encouraging

# **Blending Tradition with Modernity**



- Risk based pricing fully implemented in Retail / Commercial products
  - ✓ NIM improves by 28 bps during Q4 sequentially
  - ✓ Weighted Average Yield on new loan (Retail / Commercial) up by 1.43% & 0.91% YoY
- Co-origination of loans through API platform enabled
- Talent acquisition continuing
  - ✓ Lateral hiring across various domains picking up speed
- Branch Operational centralization progressing well
- Collection processes stabilized leading to improved portfolio statistics
  - ✓ Additional collections infrastructure being created in Chennai
- Third Party Products Continue to Grow well
  - ✓ Life Insurance Premium YTD growth 34% over FY 17 18
  - ✓ Mutual Fund revenue YTD growth 159% over FY 17 18

## **Digital Transformation of KVB**



**Apr. 19** 

SME Term Loan & SRTO - LIVE

July 18

Working Capital (Enhancement, Adhoc), Loan Against Property, Personal Loan & Digital Bank - LIVE



Working Capital (Fresh) & Auto Loan - LIVE

Aug. 18



Jan. 19
Commercial
Credit Card
- LIVE

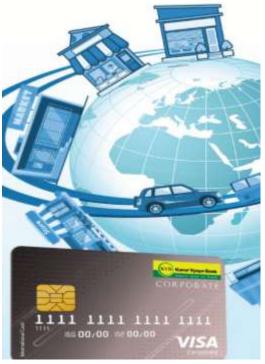
Mar. 18

**Home Loans - LIVE** 

Working

(Renewals)

**Capital** 



# **KVB DLite App**

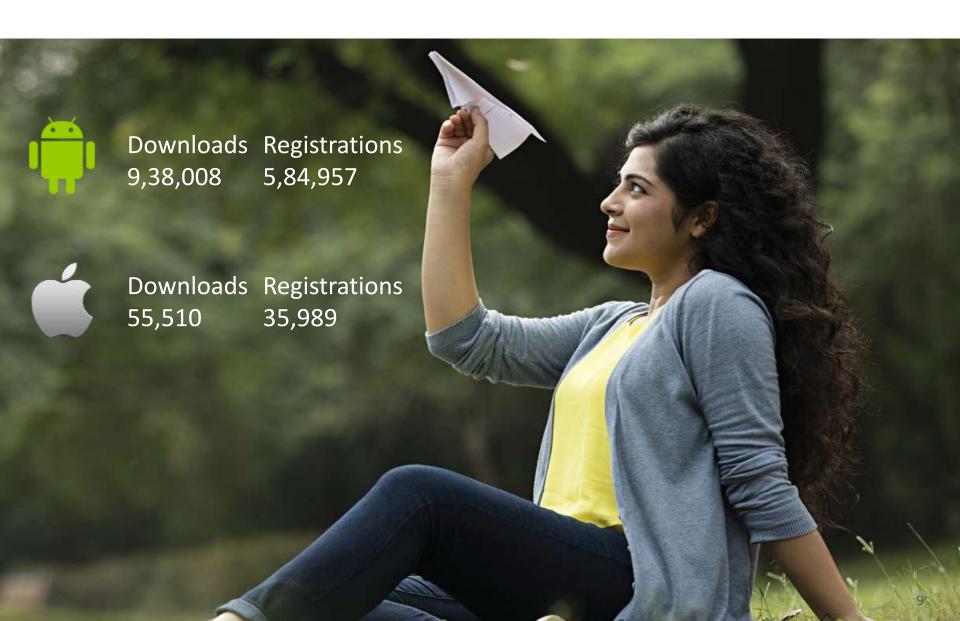




- Instant account opening
- Fund transfer
- Cheque Management
- Locker Management
- Demat Accounts
- Savings Accounts
- Bill Pay
- Mobile recharge
- FASTag
- Bharat QR
- UPI
- E-ASBA
- Insurance

# **KVB DLite App – Million downloads!!**





## Key Upshots .....



## **CRAR**

CRAR at 16.00% & Tier I at 14.28%

## **PROFIT**

Operating Profit Rs. 1,711 crore; Net Profit Rs. 211 crore

## NIM

NIM 3.88% for Q4 (3.67% for the year)



## **BUSINESS**

Total business up by 7% to Rs. 1,10,484 crore

#### **CREDIT GROWTH**

Gross Advances grew by 10% and stands at Rs. 50,616 crore

## **CASA**

CASA share up at 30% - Rs. 17,915 crore out of Total Deposits of Rs. 59,868 crore

2018-19 - year of introduction of new processes to fuel growth by leveraging IT infrastructure and improved business processes

# Results Snapshot (EoP)\*



Financial Indicators – 31.03.2019						
Parameter	Amount	YoY Growth %				
Total Deposits	59,868	5				
Gross Advances	50,616	10				
Total Business	1,10,484	7				
Total Income	3,326	4				
Operating Profit	1,711	(4)				
Net Profit	211	(39)				

Other Business Parameters					
Gross NPA	4,450				
Net NPA	2,420				
Gross NPA %	8.79				
Net NPA %	4.98				
PCR %	56.86				
Basel III Capital	6,996				
CRAR	16.00				
Tier I	14.28				
Tier II	1.72				
NIM %	3.67				
RoA %	0.31				

\*End of Period 11

# **Business Profile (Averages)**



Particulars	Mar 10	84 40	Y-o-Y Growth	
Particulars	Mar-19	Mar-18	Amount	%
Avg. Deposits	57,618	55,239	2,379	4
Avg. Demand Deposit	5,465	5,134	331	6
% to Total	9	9		
Avg. Savings Deposit	11,274	10,086	1,188	12
% to Total	20	19		
Avg. Time Deposit	40,880	40,019	861	2
% to Total	71	72		
CASA	16,739	15,220	1,519	10
% to average deposit	29	28		
Avg. Advances	47,161	42,982	4,179	10
Avg. CD Ratio (%)	81.85	77.81		

# **Business Profile (EoP)\***



Particulars	Mar 19	Mar 18	Y-o-Y %
Total Deposits	59,868	56,890	5
Demand	5,814	5,576	4
Savings	12,101	11,001	10
CASA	17,915	16,577	8
Term Deposits	41,953	40,313	4
CASA %	30	29	
Gross Advances	50,616	45,973	10
Net Advances	48,581	44,800 8	
Total Business	1,10,484	1,02,863	7

\*End of Period

#### (Rs. crore)

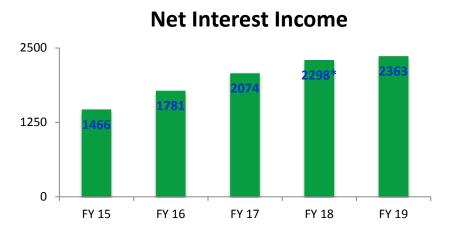
# **Balance Sheet**

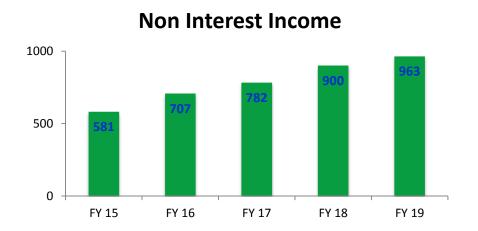


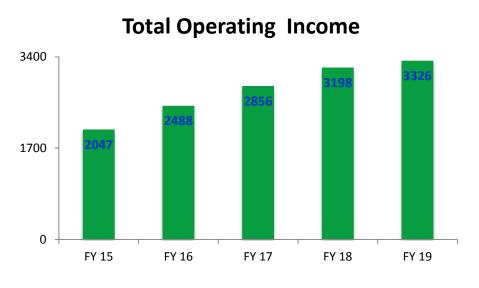
			Smart way to bank
Particulars	Mar 19	Mar 18	Y-o-Y (%)
Capital & Liabilities			
Capital	160	145	10
Reserves and Surplus	6,263	6,119	2
Deposits	59,868	56,890	5
Borrowings	1,565	2,394	(35)
Other Liabilities and Provisions	1,484	1,393	7
Total	69,340	66,941	4
Assets			
Cash and Balances with RBI	2,935	2,960	(1)
Balances with Banks	762	1,349	(44)
Investments	14,882	15,803	(6)
Advances	48,581	44,800	8
Fixed Assets	583	528	10
Other Assets	1,598	1,501	6
Total	69,340	66,941	4

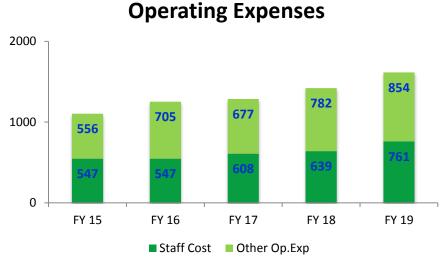
# **Income v/s Expenses**





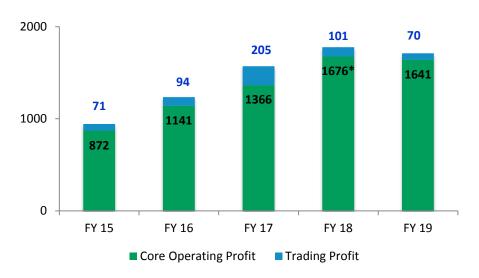


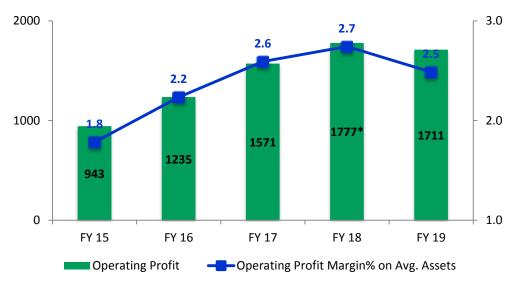




# **Operating Profit**







# Profit and Loss A/c (Qtr.)



Particulars	Q4 FY 18-19	Q4 FY 17-18	YoY (%)
Net Interest Income	618	643	(4)
Other Income	273	209	31
Total Income	891	852	5
Operating Expenses	427	372	15
<b>Operating Profit</b>	464	480	(3)
Provisions	352	394	(11)
Credit Related	292	360	(19)
Others	60	34	76
<b>Profit Before Tax</b>	112	86	30
Tax	52	35	49
Net Profit	60	51	18

# **Profit and Loss A/c (Annual)**



Particulars	FY 18-19	FY 17-18	YoY (%)
Net Interest Income	2,363	2,298	3
Other Income	963	900	7
Total Income	3,326	3,198	4
Operating Expenses	1,615	1,421	14
<b>Operating Profit</b>	1,711	1,777	(4)
Provisions	1,388	1,273	9
Credit Related	1,293	1,190	9
Others	95	83	14
<b>Profit Before Tax</b>	322	504	(36)
Tax	111	158	(30)
Net Profit	211	346	(39)

## **Other Income Avenues**

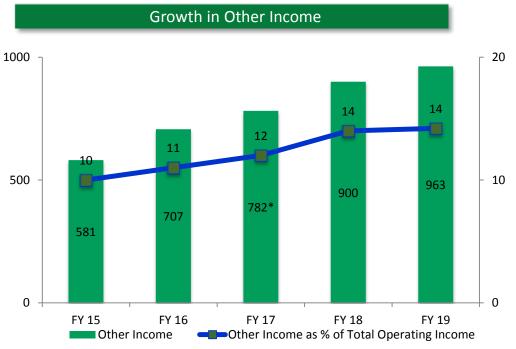


	QUARTER			YEAR ENDED		
Particulars	Mar 19	Mar 18	YoY (%)	Mar 19	Mar 18	YoY (%)
TOTAL NON-INT. INCOME	273	209	31	963	900	7
1) Fee Income	163	153	7	656	617	6
2) Investment trading profit	57	8	-	70	101	-
3) Forex Income	12	14	(14)	43	44	(2)
4) Others*	41	34	21	194	138	41

<sup>\*</sup>Includes recoveries from Written Off A/c's – Rs.10 crore (Q4 FY 18-19) & Rs. 7 crore (Q4 FY 17-18) & Rs.70 crore (FY 18-19) & Rs. 44 crore (FY 17-18)

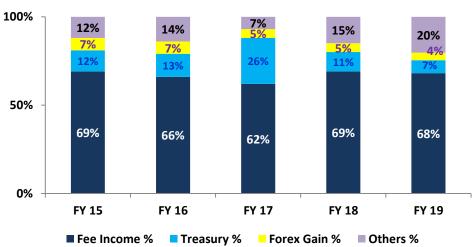
# Other Income remains healthy.....





- Steady growth in non interest income, through diverse sources (fee based, e-transactions, third party products etc.)
- 14% share in total operating income (FY 2018-19)

~68% of other income comes from fee income



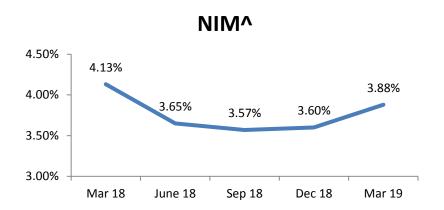
# **Operating Expenses**

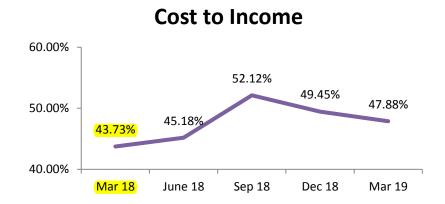


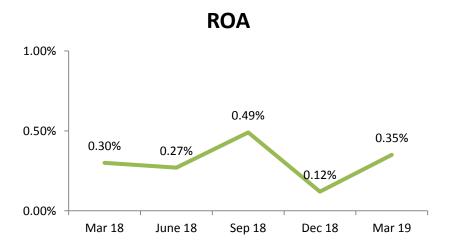
Particulars	QUARTER			YEAR ENDED		
	Mar 19	Mar 18	YoY (%)	Mar 19	Mar 18	YoY (%)
Staff Expenses	212	179	18	761	639	19
Of above — Prov. for employee retirement benefits	42	15		138	64	
Other Operating Expenses	215	193	12	854	782	9
TOTAL OPG. EXPENSES	427	372	15	1,615	1,421	14

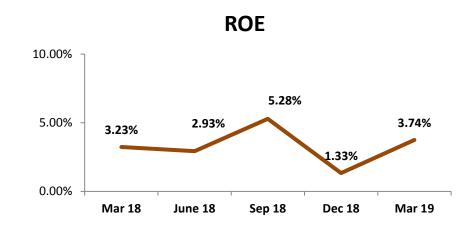
# **Key Ratios (Quarterly)**





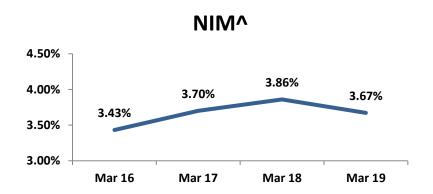


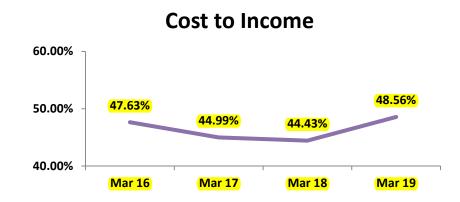


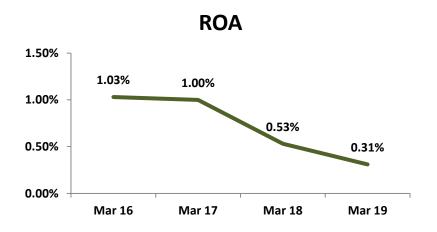


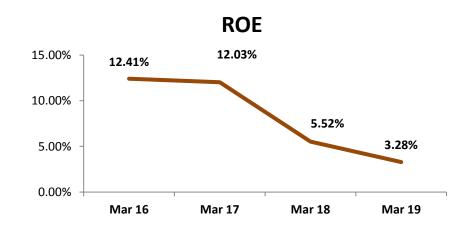
# **Key Ratios (Annual)**







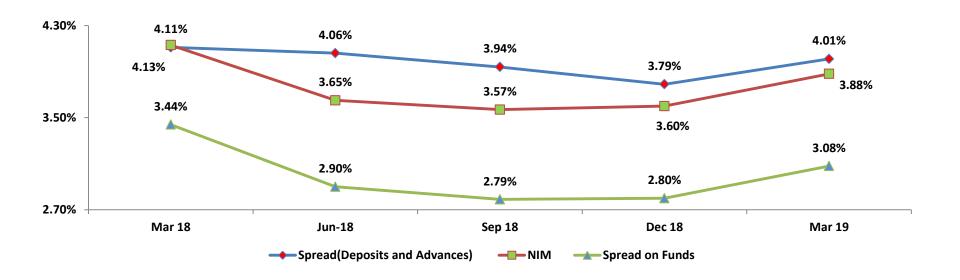




# **Key Ratios (Qtr.)**



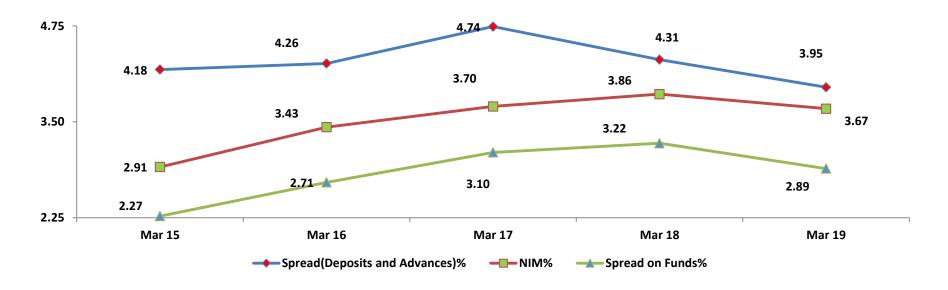
Particulars	Q3 FY 18-19	Q4 FY 18-19	Q4 FY 17-18
Cost of Deposits	5.80	5.80	5.78
Yield on Advances	9.59	9.81	9.89
Cost of Funds	5.82	5.82	5.70
Yield on Funds	8.62	8.90	9.14
NIM	3.60	3.88	4.13
Spread	2.80	3.08	3.44



# **Key Ratios (Annual)**

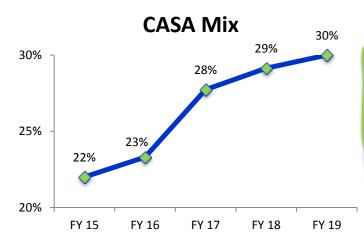


Particulars	FY 18-19	FY 17-18
Cost of Deposits	5.80	5.99
Yield on Advances	9.75	10.30
Cost of Funds	5.82	5.91
Yield on Funds	8.71	9.13
NIM	3.67	3.86
Spread	2.89	3.22

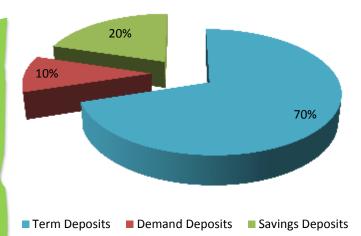


## Retail Liability Franchise: Granular & Sticky

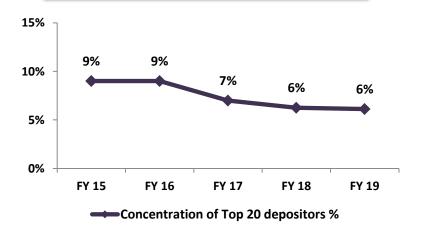




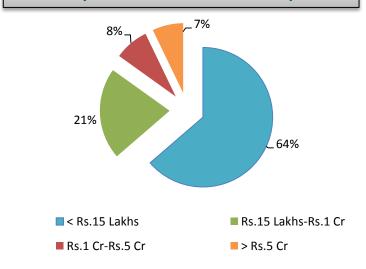
- ✓ Term deposits are primarily retail deposits
- ✓ 93% of term deposits are below Rs. 5 crore



#### **Low concentration of Deposits**



#### Low dependence on wholesale deposits



## **Investment Portfolio**

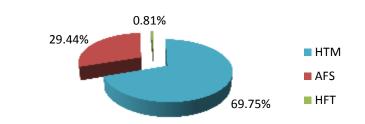






# Investment Portfolio 17.77% 0.98% SLR Debentures/CD/ MF/CP Shares

#### Portfolio wise Investment



#### Duration

AFS	HFT	НТМ
1.96	0.06	3.89

#### Yield on Investment

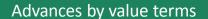


Debentures/CD/MF/CP includes SRs of Rs.422.72 crore (2.79%)

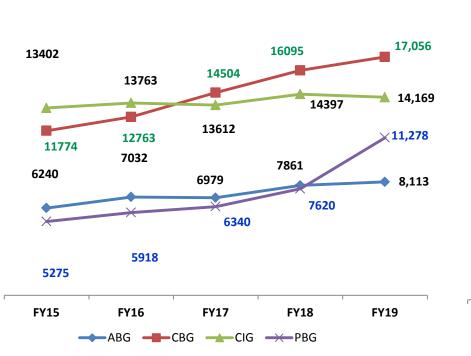
<sup>\*</sup> AFS Duration Dec 18 was 1.82, Sep 18 was 2.63; HTM Duration Dec 18 was 4.05, Sep 18 was 4.27

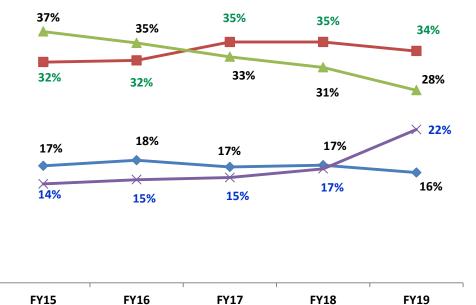
# **Advances – Business Verticals**





#### Advances - Portfolio wise





→ ABG ← CBG → CIG → PBG

**Banking Groups** 

ABG – Agri CBG – Commercial

**CIG** – Corporate

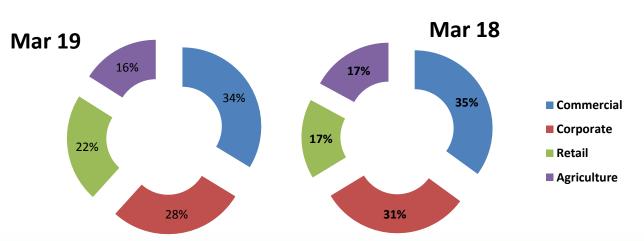
**PBG – Personal** 

# **Advances Portfolio**



Particulars	Mar 19	Mar 18	Y-o-Y Growth %
Gross Advances	50,616	45,973	10
Commercial	17,056	16,095	6
Corporate	14,169	14,397	(2)
Retail (Personal Banking)*	11,278	7,620	48
Agriculture	8,113	7,861	3
Jewel Loans (incl. in above)	7,780	7,092	10

**Segment wise advances** 



## **Retail Portfolio**



Cogmont	Advances outstanding as at						
Segment	Mar-19	Mar-18	Mar-17	Mar-16	Mar-15		
Housing	3,619	2,795	2,330	2,094	1,757		
Mortgage (LAP)	1,712	1,393	965	787	568		
Vehicle	1,044	1,017	921	831	782		
Jewel Loans	625	578	596	703	793		
Personal Loans	424	296	316	354	356		
Education Loans	235	261	266	245	207		
Others*	3,620	1,280	946	904	779		
Total	11,278	7,620	6,340	5,918	5,242		

# **Security Coverage**



Smart way to b.				
Nature of security	31.0	3.19		
Exposure backed by -				
Letter of Credit	543			
Liquid Assets ^	8,746			
Vehicles	2,996			
Commodities	700			
Total (1)		12,985		
Exposure secured by Immovable Property (% Coverage)				
> 100%	23,440			
90% to <100%	7,341			
75% to <90%	1,956			
50% to <75%	3,169			
<50%	3,100			
Total (2)		39,006		
Exposure without Immovable property as security				
Corporate, Consortium, Government, etc.	2,205			
Unsecured Exposure	508			
Total (3)		2,713		
Total Risk Assets outstanding – Fund and Non Funded (1+2+3)*		54,704		

<sup>\*</sup> Total risk assets excludes technical write off accounts

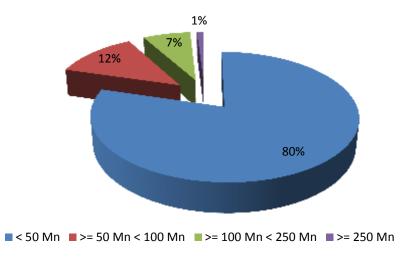
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<sup>^</sup>Liquid Assets - Cash, Jewels, NSC/Insurance policies & other liquid assets

## **Granular Loan Book**



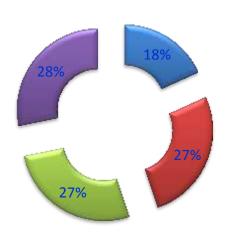
#### **Commercial book**



- Average ticket size of Rs. 347 Mn
- 72 % of corporate loans are less than Rs.1 Bn
- SMA 1 & 2 in corporate credit is ~0.61% of the book

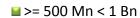
- Commercial Loans : Exposures upto Rs. 250 Mn
- Corporate Loans: Exposures above Rs. 250 Mn
- Average ticket size of Rs. 4 Mn
- 80% of commercial loans are less than Rs.
   50 Mn

## **Corporate book**





■>= 250 Mn < 500 Mn

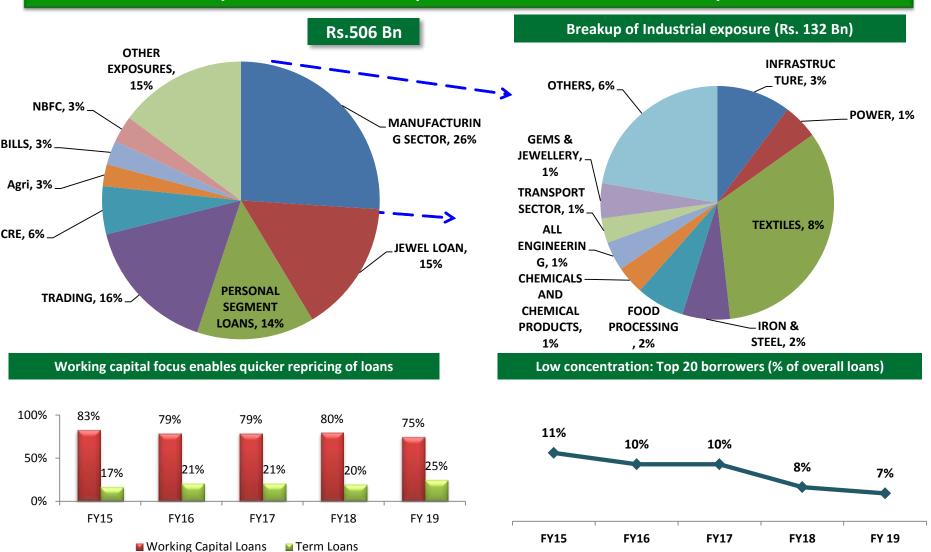


≥= 1 Bn

# **Advances – Composition**



#### Well spread sub-sectorial exposures & diversified industrial exposures



## **Advances – Sector Details**



Particulars	Amo	Amount % to Total Advance		Growth over Mar-18		
	Mar-19	Mar-18	Mar-19	<b>Mar 18</b>	Amt	%
Manufacturing	13,162	13,626	26	30	(464)	(3)
(Trading)	7,979	7,851	16	17	128	1
Jewel loan	7,781	7,092	15	15	689	10
Personal loans @	6,942	5,990	14	13	952	16
CRE	2,832	2,761	6	6	71	3
Agri (other than Jewel) Loan)	1,293	1,613	3	4	(320)	(20)
( <mark>Bills</mark> )	1,427	1,542	3	3	(115)	(7)
(NBFC)	1,669	1,295	3	3	374	28
Capital market	1	71	-	-	(70)	-
Others*	7,530	4,132	15	9	3,398	82
Total Advances	50,616	45,973	100	100	4,643	10

# Manufacturing Sector - Industry Wise Karuf Vysya Bank



	An	nount	% to Tota	l Advance	Y-o-Y Gı	owth
Industry	Mar-19	Mar-18	Mar-19	Mar-18	Amount	%
TEXTILES	4,275	4,154	8.4	9.0	121	2.9
INFRASTRUCTURE	1,966	2,787	3.9	6.1	(821)	(29.5)
BASIC METAL & METAL PRODUCTS	837	1,324	1.7	2.9	(487)	(36.8)
FOOD PROCESSING	864	749	1.7	1.6	115	15.4
GEMS & JEWELLERY	629	501	1.2	1.1	128	25.5
ALL ENGINEERING	520	625	1.0	1.4	(105)	(16.8)
CHEMICALS & CHEMICAL PRODUCTS	506	513	1.0	1.1	(7)	(1.4)
RUBBER & PLASTIC PRODUCTS	571	361	1.1	0.8	210	58.2
CONSTRUCTION	459	471	0.9	1.0	(12)	(2.5)
WOOD & WOOD PRODUCTS	477	304	0.9	0.7	173	56.9
TRANSPORT SECTOR	438	400	0.9	0.9	38	9.5
PAPER & PAPER PRODUCTS	351	251	0.7	0.5	100	39.8
CEMENT & CEMENT PRODUCTS	246	292	0.5	0.6	(46)	(15.8)
BEVERAGES & TOBACCO	191	180	0.4	0.4	11	6.1
MINING & QUARRYING	269	187	0.5	0.4	82	43.9
PETROLEUM	46	30	0.1	0.1	16	53.3
GLASS & GLASSWARE	36	58	0.1	0.1	(22)	(37.9)
LEATHER & LEATHER PRODUCTS	45	61	0.1	0.1	(16)	(26.2)
OTHER INDUSTRIES	436	379	0.9	0.8	57	15.0
TOTAL	13,162	13,626	26.1	29.6	(464)	(3.4)

# **Infrastructure Advances**



	Amount O/s		% to Total Advance		Y-o-Y Growth	
Infrastructure	Mar 19	Mar 18	<b>Mar 19</b>	Mar 18	Amt	%
Power	645	517	1.3	1.1	128	25
Road	379	483	0.8	1.1	(104)	(22)
Infra Others	942	1,787	1.9	3.9	(845)	(47)
TOTAL	1,966	2,787	3.9	6.1	(823)	(29)

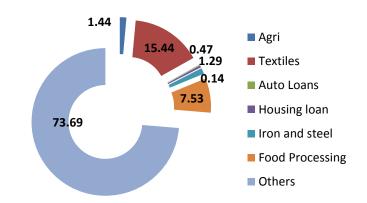
Power Sector Exposure						
Ownership Mar 19 Mar 18						
Government	365	227				
Private	280	290				
TOTAL	645	517				

### **Sector-wise Restructured Advances**

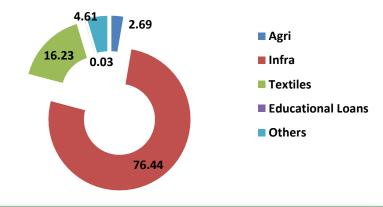


S. N.	SECTOR	AMOUNT			
	SECTOR	Mar 19	Mar 18		
1	INFRASTRUCTURE	-	200.59		
2	TEXTILES	11.13	42.59		
3	AGRICULTURE	1.04	7.07		
4	EDUCATIONAL LOANS	-	0.08		
5	AUTO LOANS	0.10	-		
6	FOOD PROCESSING	5.43	-		
7	HOUSING LOAN	0.34	-		
8	IRON & STEEL	0.94	-		
9	OTHERS	53.12	12.10		
	TOTAL	72.09	262.43		
% t	to Total Advances	0.14	0.57		

#### % to Total Restructured Advances Mar-19



#### % to Total Restructured Advances Mar-18

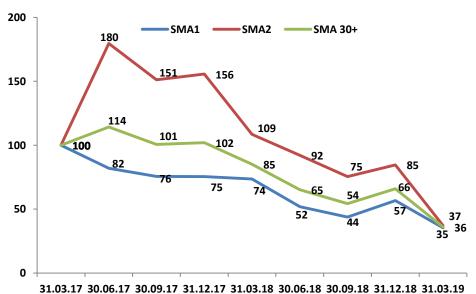


## **Portfolio performance**

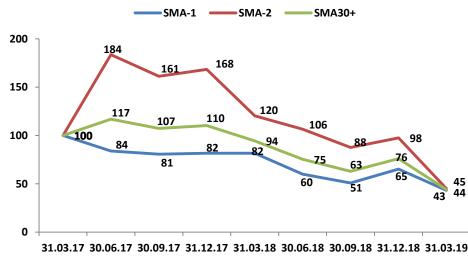


# Portfolio performance improving steadily

Portfolio performance improving
Portfolio Outstanding in %, Base Mar.31, 2017 = 100

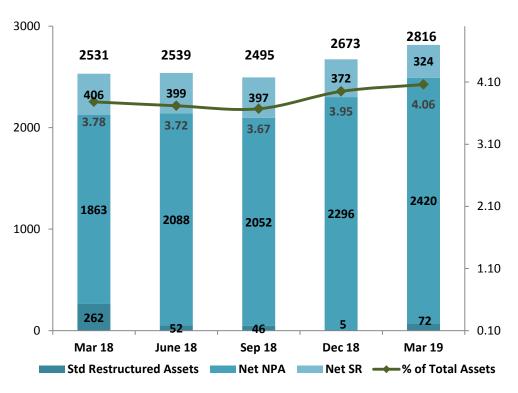


#### Portfolio performance improving Balance in INR, Base Mar. 31, 2017 = 100



## **Stressed Book Analysis**





#### Position under various dispensation packages

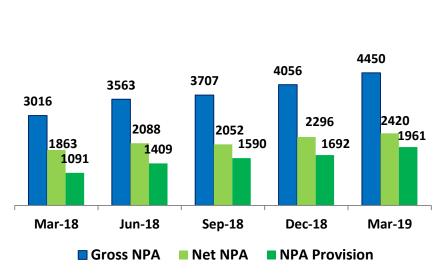
Category	31.03.19	31.03.18		
5/25	75	76		
S4A Accounts	-	79		

#### **Movement of Restructured Advances**

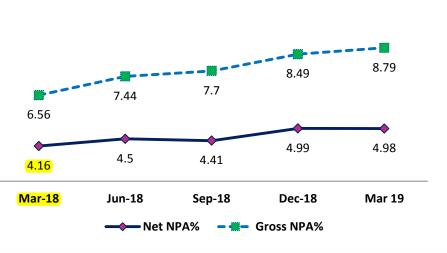
Particulars	•	to Mar- .9	Jan 19 to Mar- 19		
Turticulars	A/c's	A/c's Amt.		Amt.	
A. Position at the beginning of the period	22	262.43	10	5.18	
B. Addition during the period	29	68.03	29	68.03	
C. Additions in existing A/c's	-	0.61	-	0.52	
D. Addition through upgradation from NPA			-	-	
E. Accounts closed during the period	8	56.63	-	-	
F. Accounts ceasing to attract higher provision (upgradation)	5	1.74	5	1.64	
G. Recoveries during the period	-	-	-	-	
(H. Slippages during the period)	4	200.60	-	-	
Position at the end of the period A+B+C+D-(E+F+G+H)	34	72.09	34	72.09	

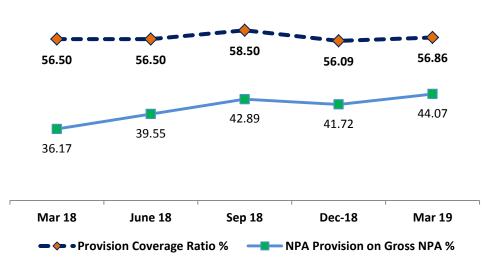
### **NPAs & Provisions**





VERTICAL	Advances O/s. Mar. 19	Net NPA Addition Q4	Total NPA Mar. 19	Accretion rate (%) Q4 (annld.)	
сомм.	17,056	112	1,074	2.63	
CORP.	14,169	287	3,063	8.10	
AGRI.	8,113	6	145	0.30	
RETAIL (Per. Banking)	11,278	<mark>(11)</mark>	<b>168</b>	(0.39)	
TOTAL	50,616	394	4,450	3.11	





## **Movement of NPA**



Particulars	Apr 18 - Mar19	Apr 17 - Mar 18						
Gross NPAs								
Opening Balance	3,016	1,484						
Additions during the period	2,343	2,092						
Reductions during the period	909	560						
Closing Balance	4,450	3,016						
Net NPAs								
Opening Balance	1,863	1,033						
Additions during the period	931	1,103						
Reductions/write off during the period	372	273						
Closing Balance	2,420	1,863						
Provisions								
Opening Balance	1,091	429						
Provn. made during the period	1,406	1,024						
Write off/Write back of excess provn.	536	362						
Closing Balance	1,961	1,091						

### **Provisions and Contingencies**

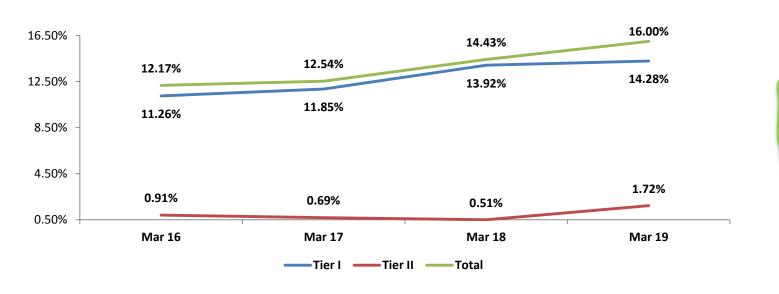


Drovision for	Year o	ended	Quarter ended		
Provision for	Mar 19	Mar 18	Mar 19	Mar 18	
NPA	1,318	1,025	276	414	
Standard Assets	(3)	(2)	5	(10)	
Restructured Advances	(8)	(11)	3	(8)	
Loss on sale to ARC	-	185	-	-	
SDR, S4A, 5/25 etc.	(10)	(2)	-	(26)	
NCLT (specific a/c's)	(12)	13	-	7	
Others (incl. NPI)	86	3	25	(3)	
Investment Depreciation	17	63	42	20	
Total Provisions (excl. Tax)	1,388	1,274	352	394	
Tax Expense	111	158	52	35	
Total Provisions	1,499	1,432	404	429	

## Capital Adequacy – Basel III



Nature	Capital as at							
Ivature	Mar-19	Mar-18	Mar-17	Mar-16				
Tier I	6,245	6,145	4,790	4,064				
Tier II	752	2 226 27		330				
Total	6,996	6,371	5,068	4,394				



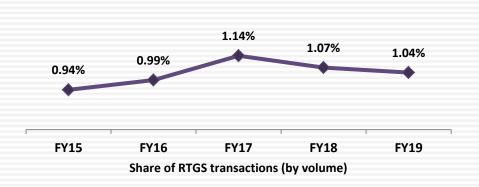
Entire Tier I comprises of CET1 capital, well above the min. requirement of 7.375%

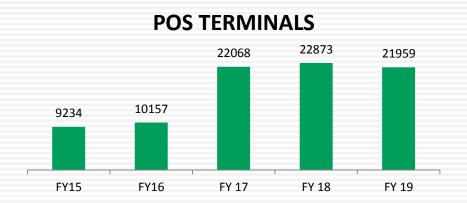
### **Leveraging Technology - Delivery Channels**



Market share in RTGS transactions

**POS Terminals** 

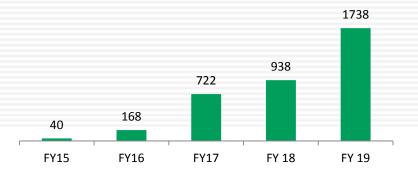




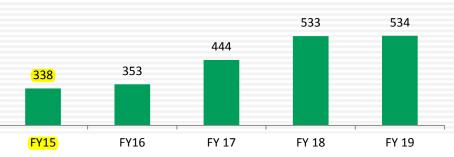
**Exponential growth in Mobile transactions** 

**Cash Deposit Machines** 

#### **Mobile Banking (Nos in '000)**



#### **Cash Deposit Machines (Nos.)**



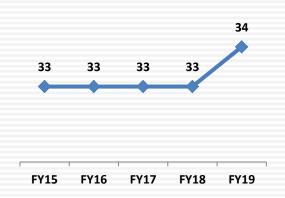
### **Human Resources**

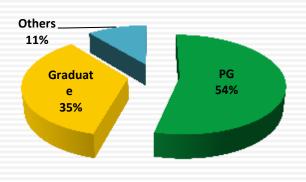


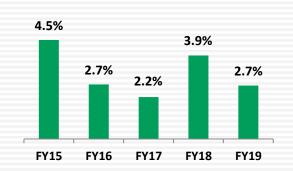
Young workforce.....

... well qualified ...

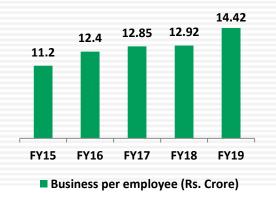
... lower attrition ...

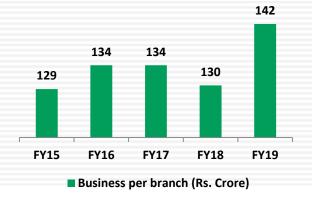


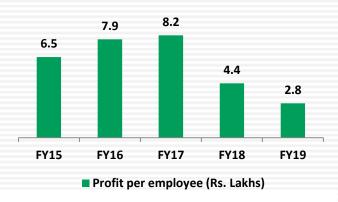




#### ... leading to improved productivity









## **A Decade of Progress**



								Smart	way to bank	
Year	2009-10	2010-11	2011-12	2012-13	2013-14	2014-15	2015-16	2016-17	2017-18	2018-19
Paid up Capital	54	94	107	107	107	122	122	122	145	160
Reserves	1,566	2,020	2,601	2,978	3,219	4,124	4,451	4,723	6,066	6,205
Owned funds	1,620	2,114	2,708	3,085	3,326	4,246	4,573	4,845	6,211	6,365
CRAR - Basel II	14.49%	14.41%	14.33%	14.41%	12.77%	14.63%	12.26%			
Basel III					12.60%	14.62%	12.17%	12.54%	14.43%	16.00%
Deposits	19,272	24,722	32,112	38,653	43,758	44,690	50,079	53,700	56,890	59,868
Advances	13,675	18,052	24,205	29,706	34,226	36,691	39,476	41,435	45,973	50,616
Total Business	32,947	42,774	56,317	68,359	77,984	81,381	89,555	95,135	102,863	1,10,484
Total Income	2,005	2,482	3,621	4,695	5,680	5,977	6,150	6,405	6,600	6,779
Operating Profit	463	600	726	849	838	943	1,303	1,571	1,777	1,711
Net Profit	336	416	502	550	430	464	568	606	346	211
Dividend (%)	120	120	140	140	130	130	140	130	30	30
Branches (No.)	335	369	451	551	572	629	667	711	790	778
EPS (Rs.)	62.23	44.9	46.81	51.35	40.08	39.86	46.59	9.95*	4.78	2.64
Return on Assets	1.76%	1.71%	1.56%	1.35%	0.86%	0.88%	1.03%	1.00%	0.53%	0.31
Book Value(Rs.)	297.6	193.04	252.68	287.85	308.91	348.42	375.25	79.51*	85.49	79.56
No of Employees	4,175	4,574	5,673	6,730	7,339	7,197	7,211	7,400	7,956	7,663

<sup>\*</sup> During the Financial Year 2016-17, one Equity Share face value of Rs.10/- each was subdivided into five Equity Shares of face value Rs.2/- each

