

INVESTOR PRESENTATION

Q4-FY23 / March 2023

Company Overview

Business Overview

Earnings

Digital Penetration

Strategy



100 Years+

703 Branches and
528 ATM/CRMs



Happy
Customers

Presence in 16
States and 4 UTs



Business

7 Bancassurance Tie ups
with Industry Leaders

A Century Young
Organization



Branches/ATMs

2.1 Million+
Happy Customers



Network

Total Business
Crossed Rs 45,900 Cr



Banca
Tie-Ups

Company Overview

Business Overview

Earnings

Digital Penetration

Strategy

Profitability

PAT

Rs 547 Cr

↑ 20% QoQ ↑ 19% YoY

NII

Rs. 1334 Cr

↑ 15% QoQ ↑ 16% YoY

RoA

2.06%

↑ 10 bps QoQ ↑ 16 bps YoY

NIM

5.48%

↓ 4 bps QoQ ↑ 21 bps YoY

EPS

Rs 31.55

↑ Rs2.44 QoQ ↑ Rs5.12 YoY

Growth

Deposits

Rs.24506 Cr

↑ 21% YoY

Advances

Rs. 21489 Cr

↑ 28% YoY

Business

Rs. 45995 Cr

↑ 25% YoY

Gold

Rs 9701 Cr

↑ 48% YoY

CD Ratio

87.69%

↑ 476 bps YoY

Capital

CRAR

27.10%

↑ 120 bps YoY

Tier I

25.87%

↑ 152bps YoY

BVPS

Rs 176

↑ Rs 32 YoY

LCR

123%

Comfortable Liquidity

NSFR

155%

Stable NSFR

Asset Quality

GNPA

Rs. 263 Cr

↓ Rs27 Cr YoY

GNPA %

1.26%

↓ 55 bps YoY

NNPA

72 Cr

↓ Rs35 Cr YoY

NNPA %

0.35%

↓ 33 bps YoY

PCR

92.11%

↑ 243 bps YoY

Company Overview

Business Overview

Earnings

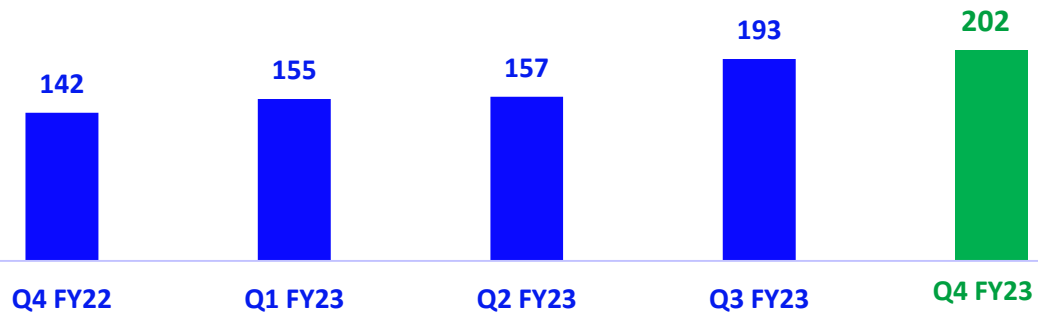
Digital Penetration

Strategy

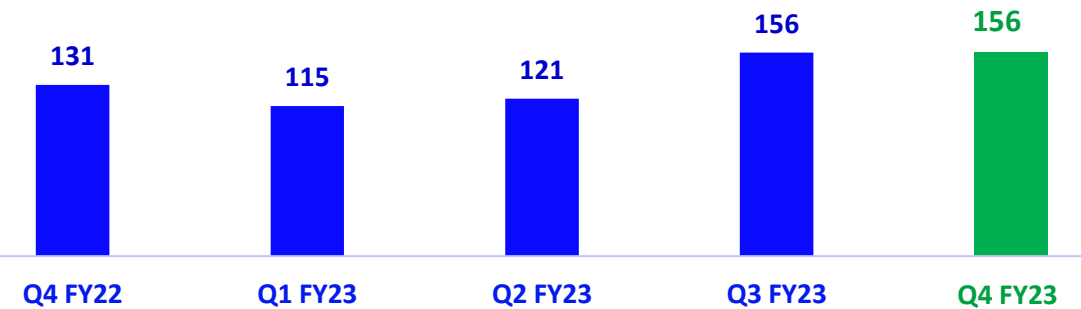
Profitability

Amt in Cr

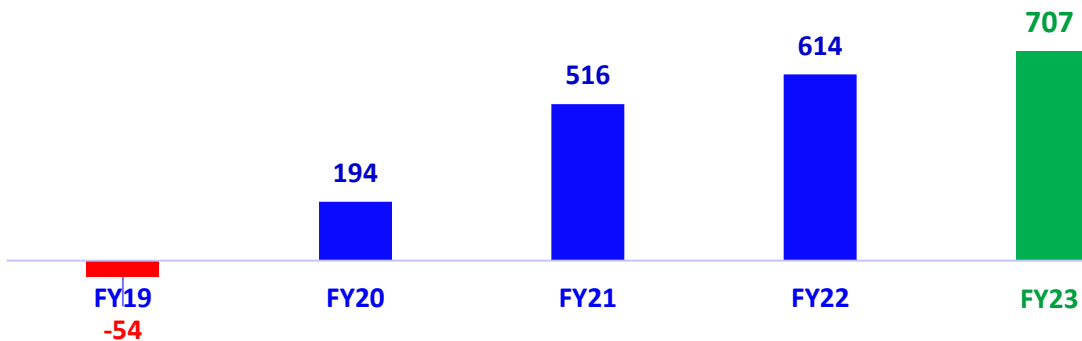
Operating Profit QoQ



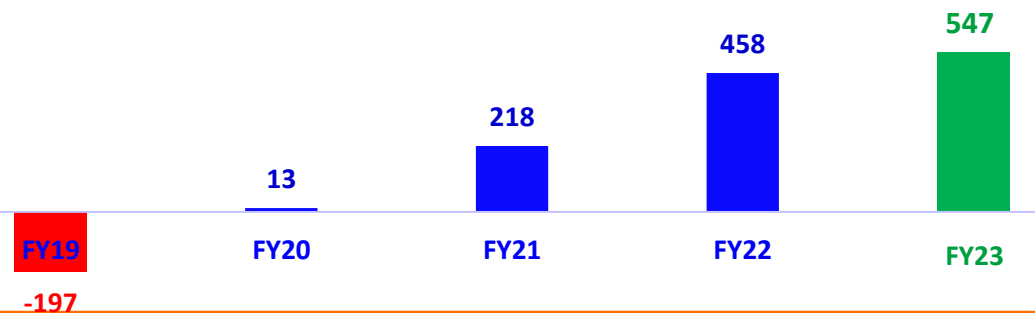
Net Profit QoQ



Operating Profit YoY



Net Profit YoY



Prudential Provisioning Policy

	Asset Classification		RBI Norms	Our Norms
NPA Provision	Sub Standard Assets	Secured	15%	25%
		Unsecured	25%	50%
	Doubtful Assets (Up to one year)	Secured	25%	50%
		Unsecured	100%	100%
	Doubtful Assets (One to three years)	Secured	40%	100%
		Unsecured	100%	100%
	Doubtful Assets (More than three years)	Secured/Unsecured	100%	100%
	Loss Assets	Secured/Unsecured	100%	100%

Prudential Provisions	Amount (in Cr)
NPA Provision	65
Contingency provision	106
Total	171
Tax	43
After Tax Impact	128

Contingency provision is **1.50x** Net NPA

Company Overview

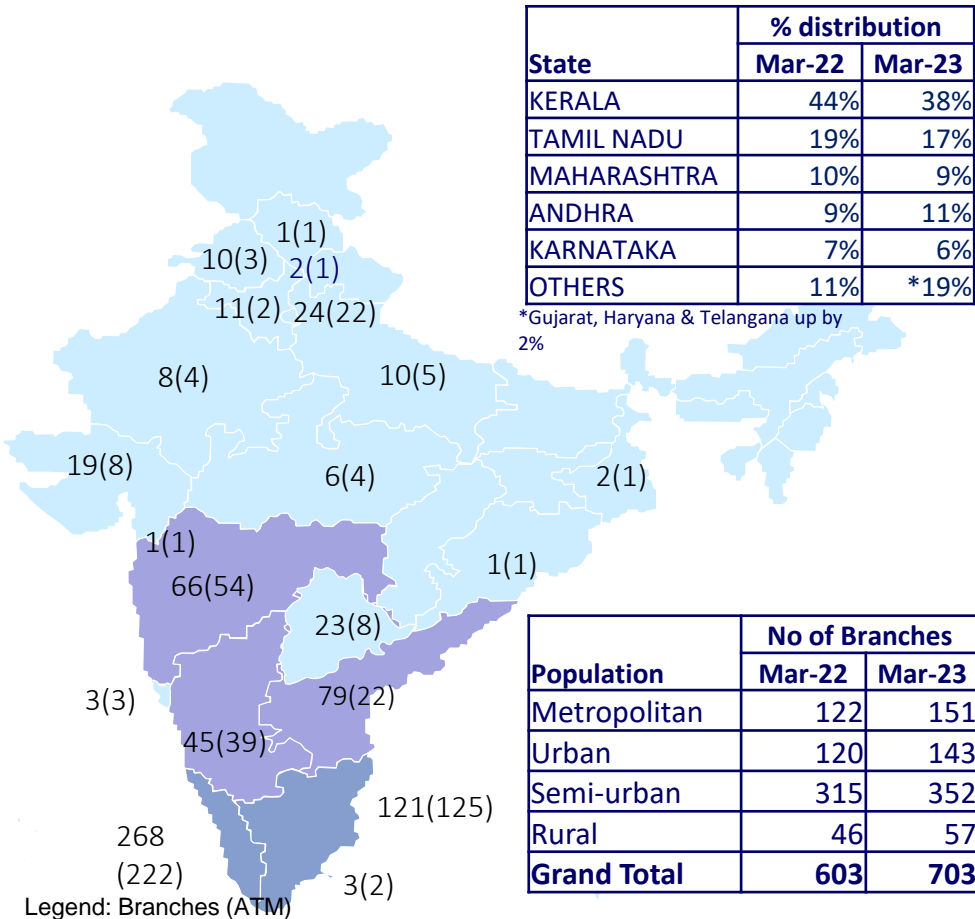
Business Overview

Earnings

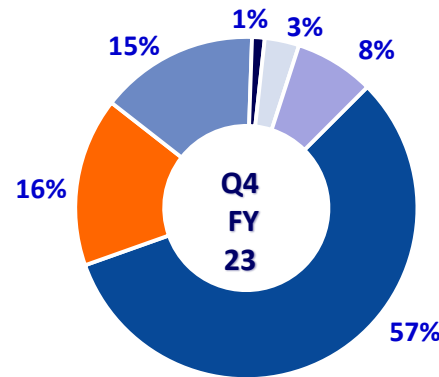
Digital Penetration

Strategy

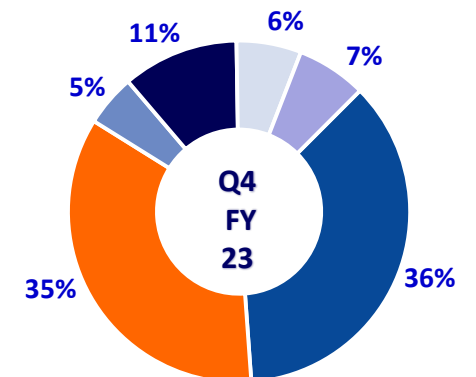
Branch Distribution



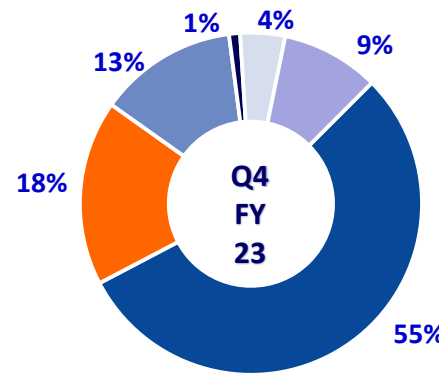
CASA



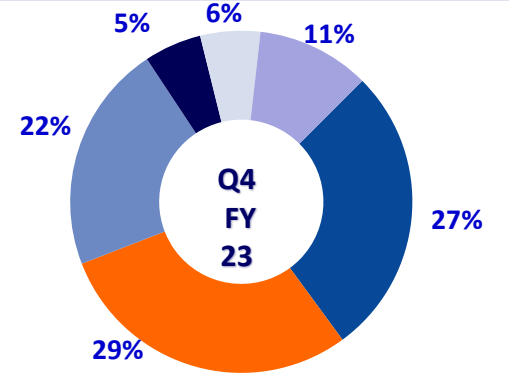
Gold Loans



Total Deposits



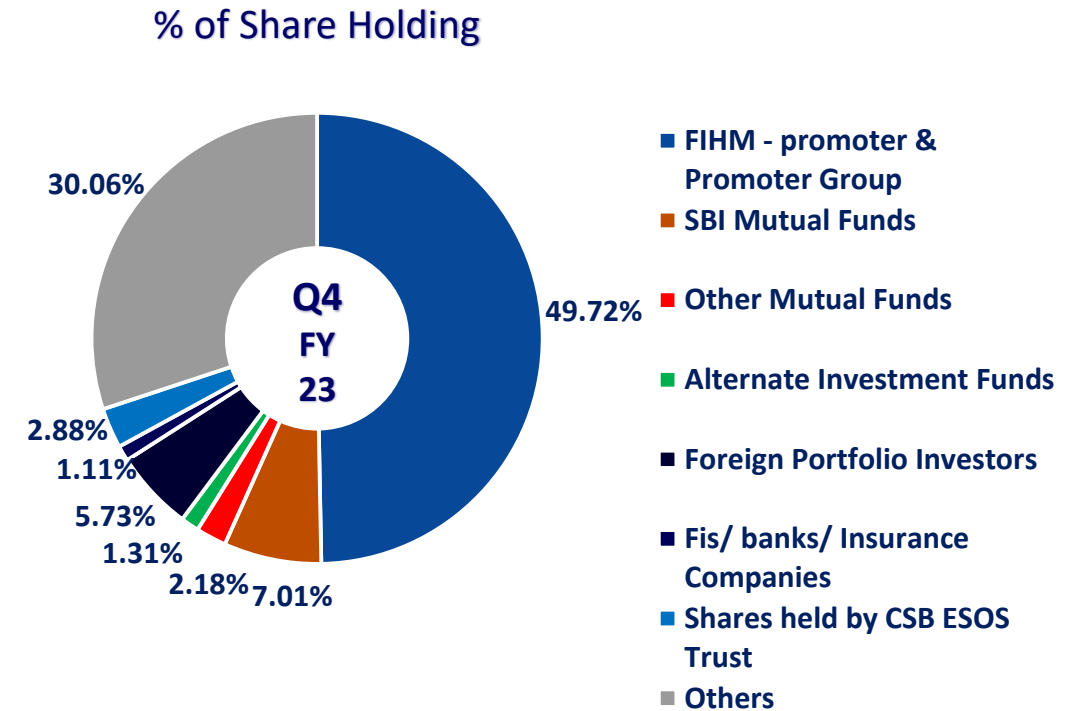
Total Advances



■ Kerala ■ Tamil Nadu ■ Maharashtra ■ Andhra ■ Karnataka ■ Others

Share Holding Pattern

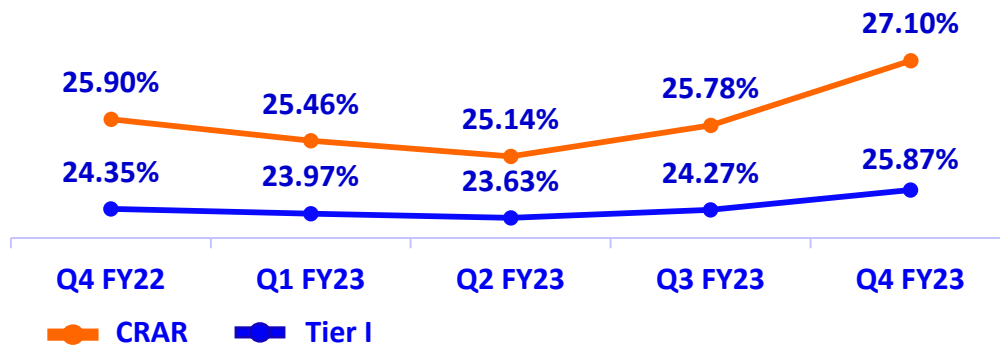
Category	No of Shareholders	No of Shares Held(in Mio)	% of Holding
FIHM - promoter & Promoter Group	1	86.26	49.72%
SBI Mutual Fund	1	12.16	7.01%
Other Mutual Funds	8	3.79	2.18%
Alternate Investment Funds	8	2.27	1.31%
Foreign Portfolio Investors	54	9.94	5.73%
Fis/ banks/ Insurance Companies	1	1.92	1.11%
Shares held by CSB ESOS Trust	1	5.00	2.88%
Others	56678	52.14	30.06%
Total	56752	173.48	100.00%



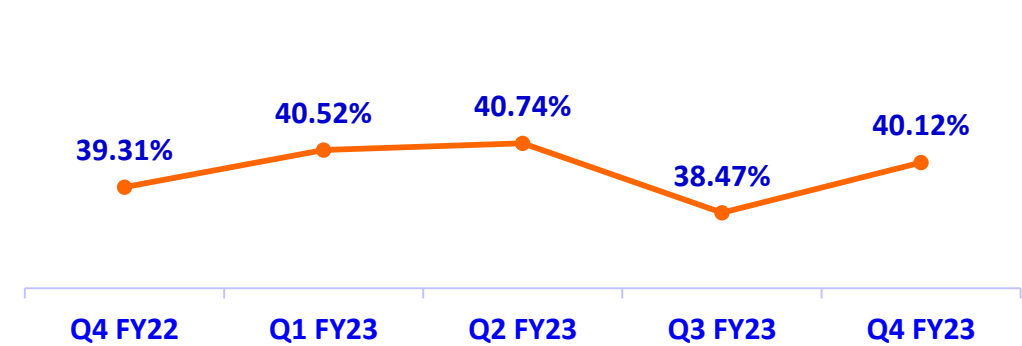
Solid CRAR & Adequate Liquidity – Our Strength

Amt in Cr

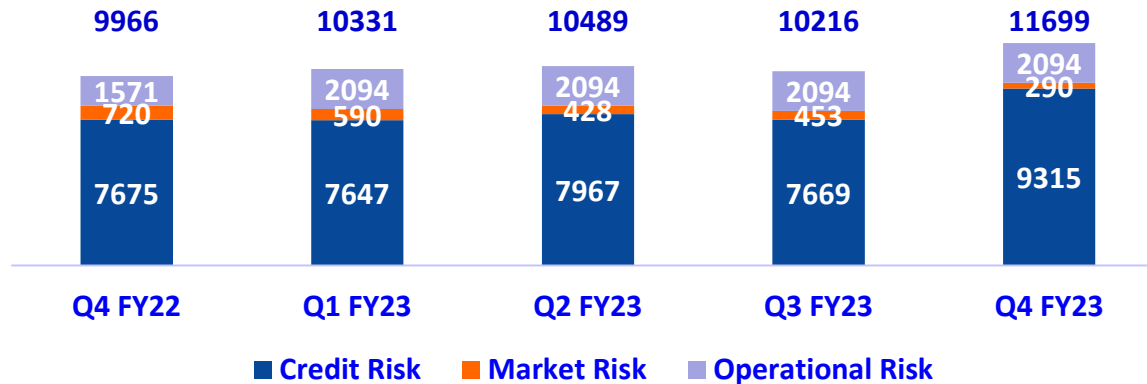
Capital Adequacy Ratio



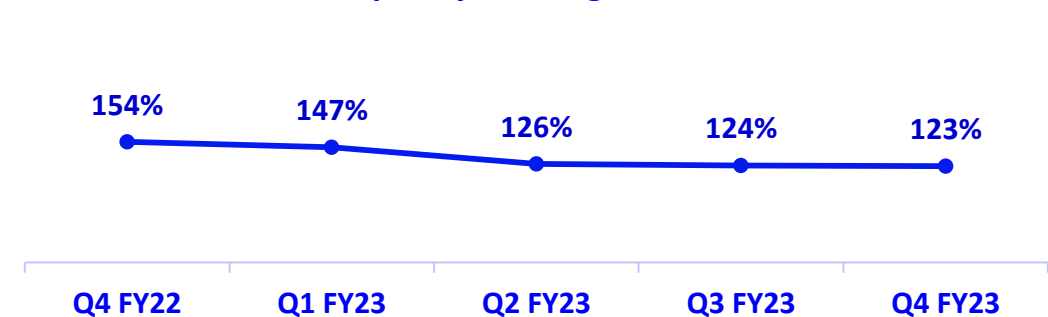
RWA to Total Assets



Risk Weighted Assets



Liquidity Coverage Ratio



Company Overview

Business Overview

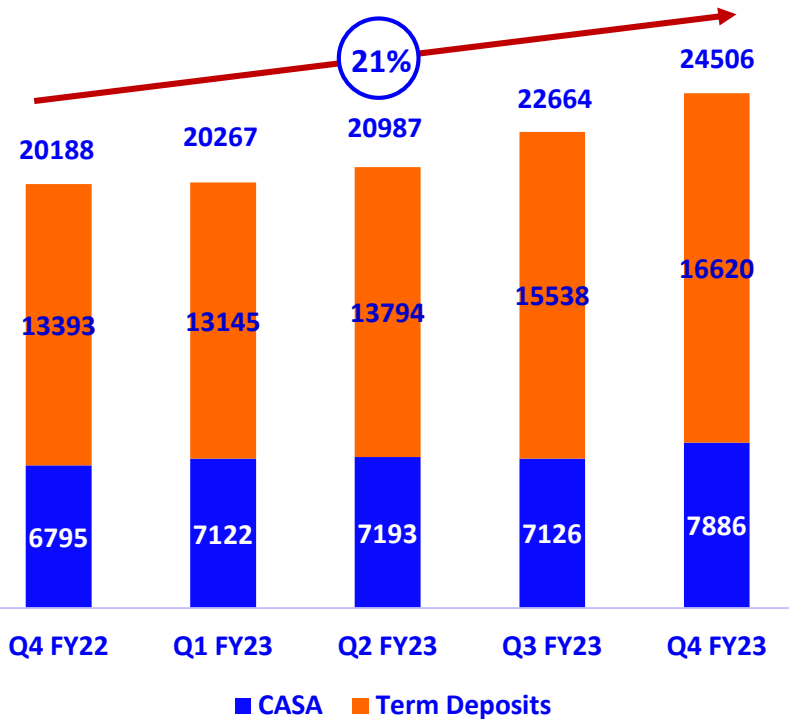
Earnings

Digital Penetration

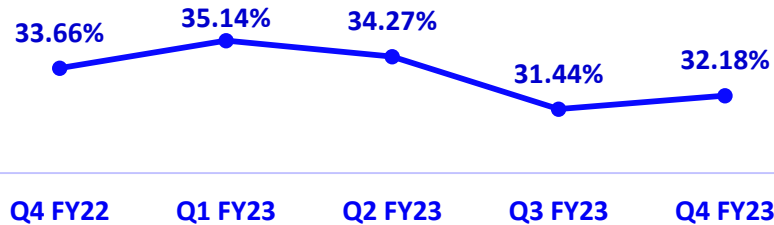
Strategy

Total Deposits

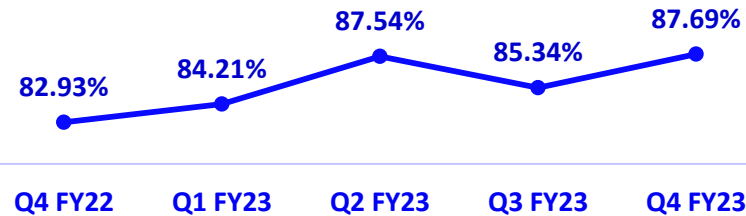
(Amt in Cr)



CASA Ratio

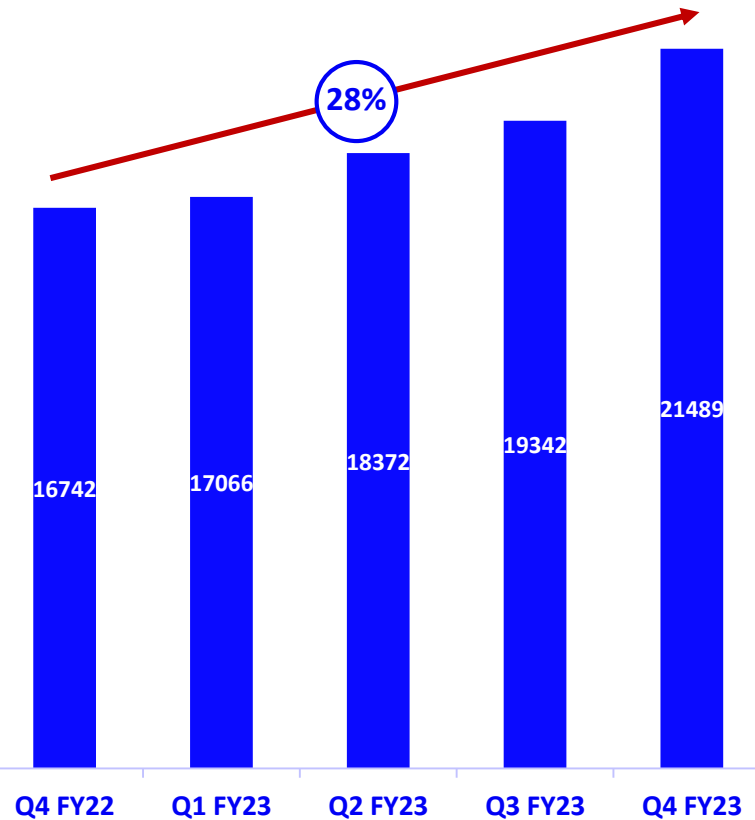


Gross CD Ratio

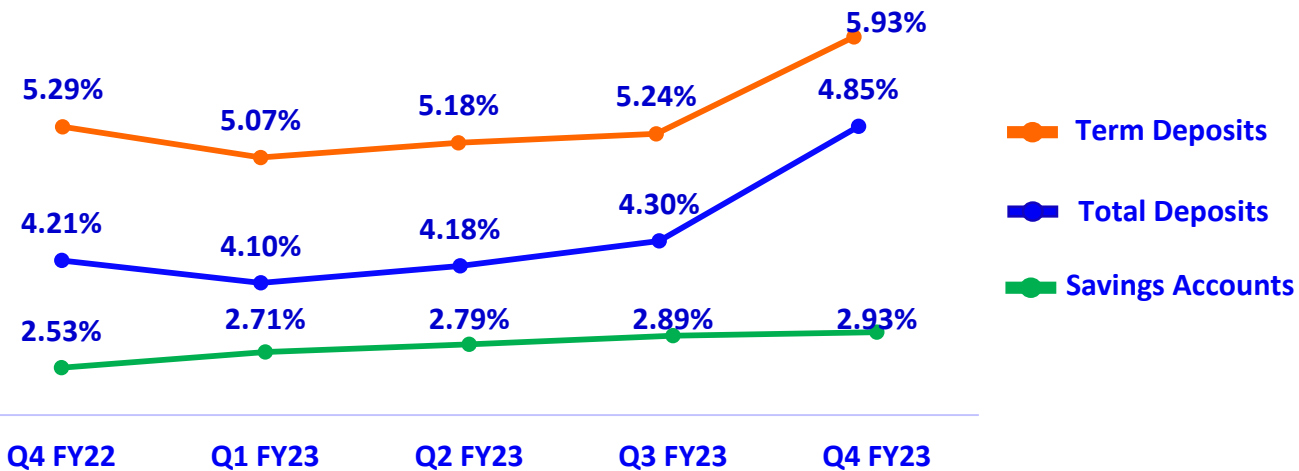


Total Gross Advances

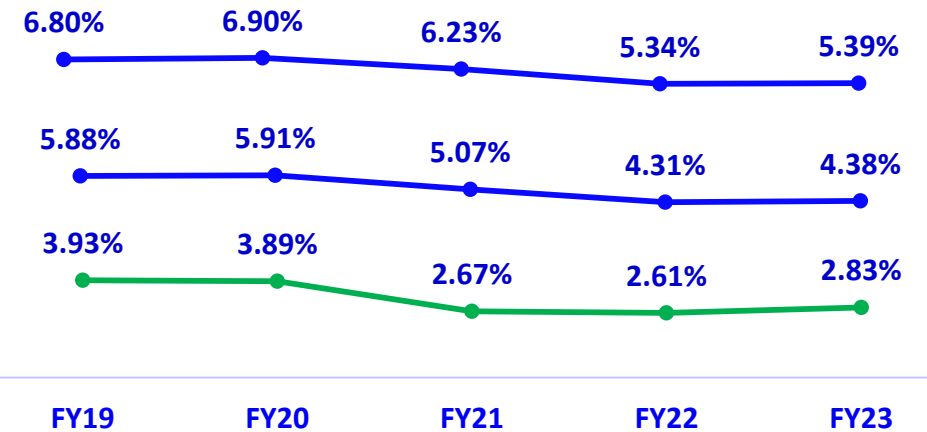
(Amt in Cr)



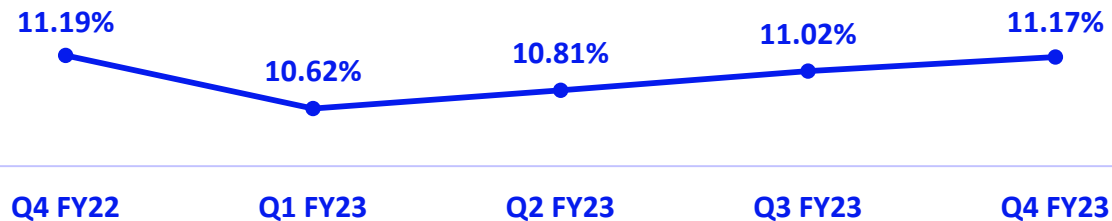
Cost of Deposits (QoQ)



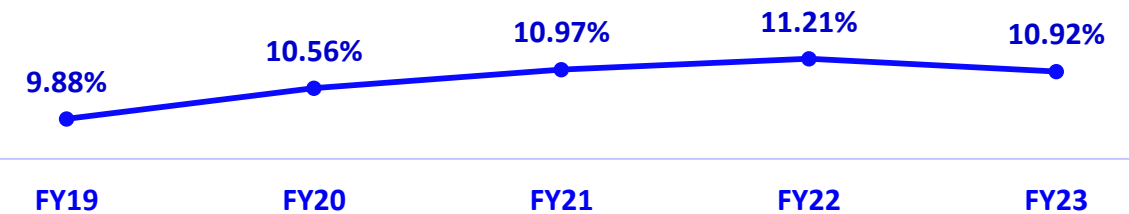
Cost of Deposits (YoY)



Yield on Advances (QoQ)



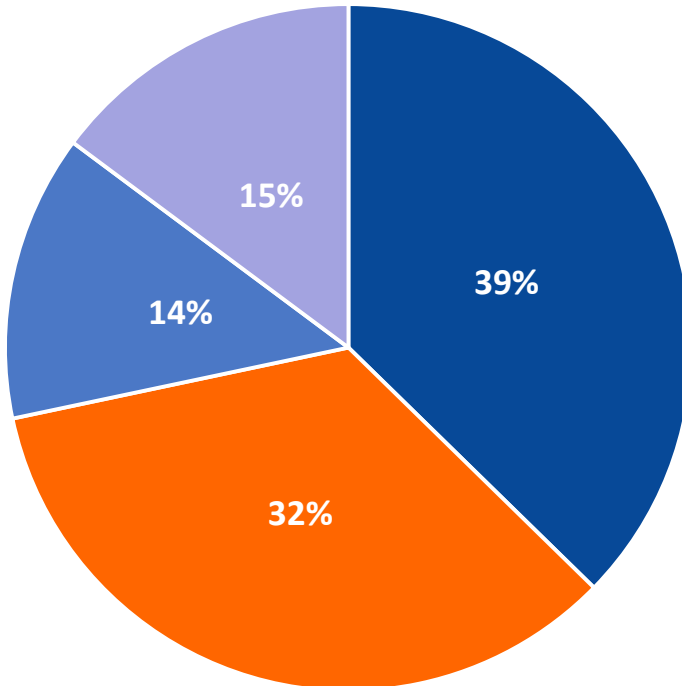
Yield on Advances (YoY)



Advance Mix

(Amt in Cr)

Q4 FY 22



Retail Loans includes 34% agri, 13% MFI, 9% HL, 8% TW, 3% EL & 33% Others incl PL& Lap

6570

Gold Loans

9701

↑ 48%

5444

Corporate Loans

6332

↑ 16%

2279

Retail Loans

2966

↑ 30%

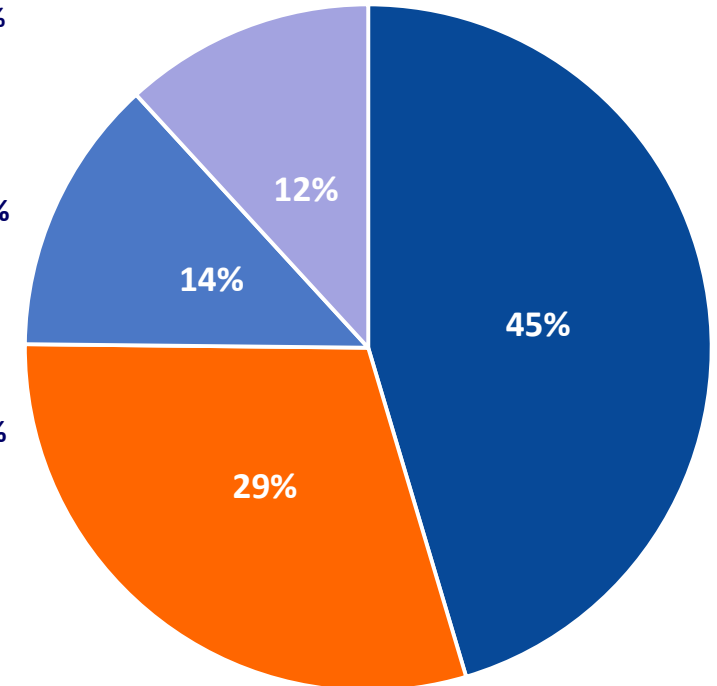
2449

SME Loans

2491

↑ 2%

Q4 FY 23



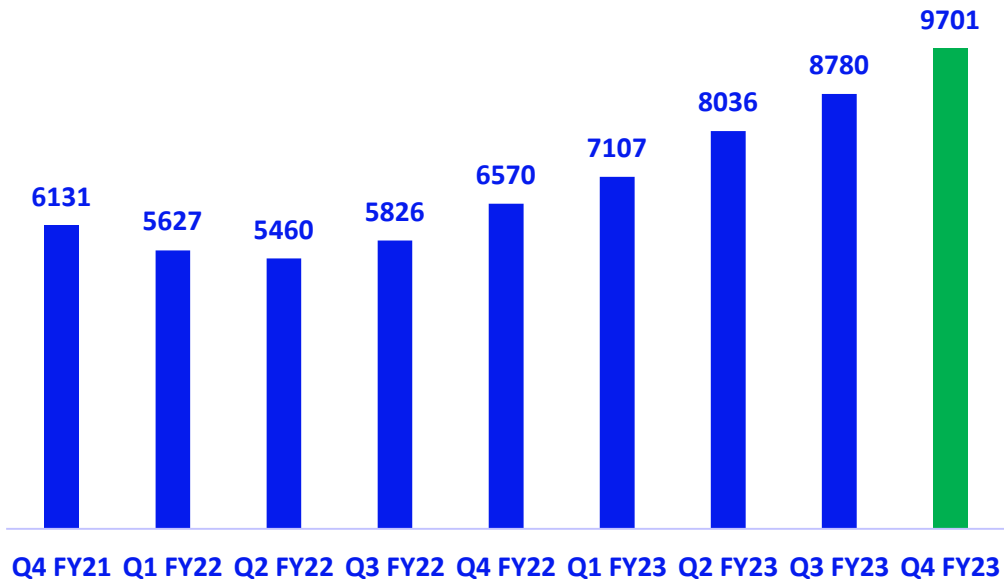
64% of Assignments loans are gold DA,
Retail Loans includes 32% Agri, 16% MFI, 5% HL, 5% TW, 2% EL & 40% others incl PL& Lap

Gold Loan – Our DNA

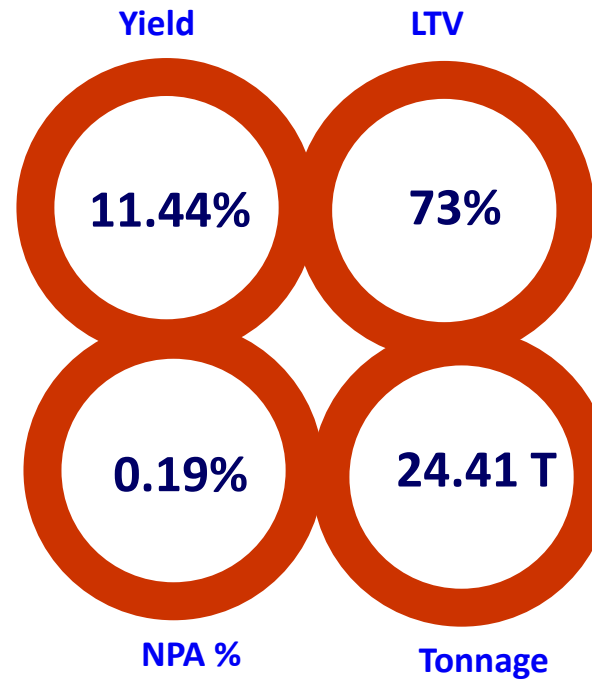
(Amt in Cr)

Portfolio Movements

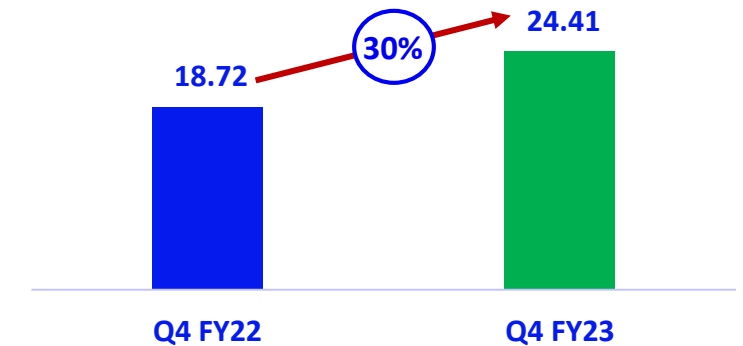
↑ 48% YoY ↑ 10% QoQ



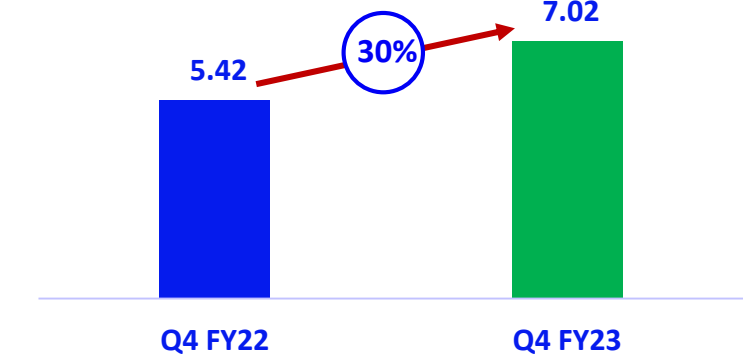
Portfolio Quality



Tonnage

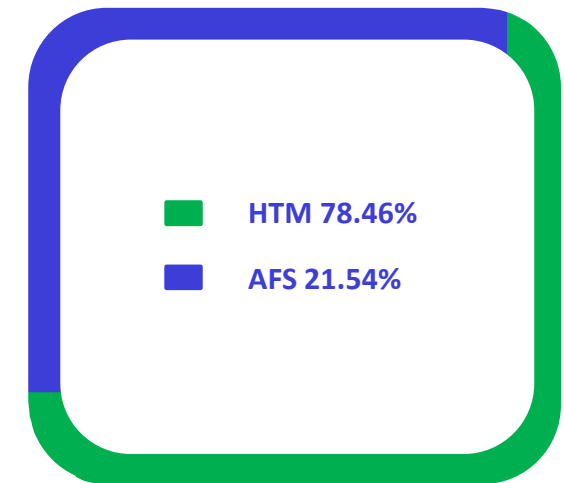
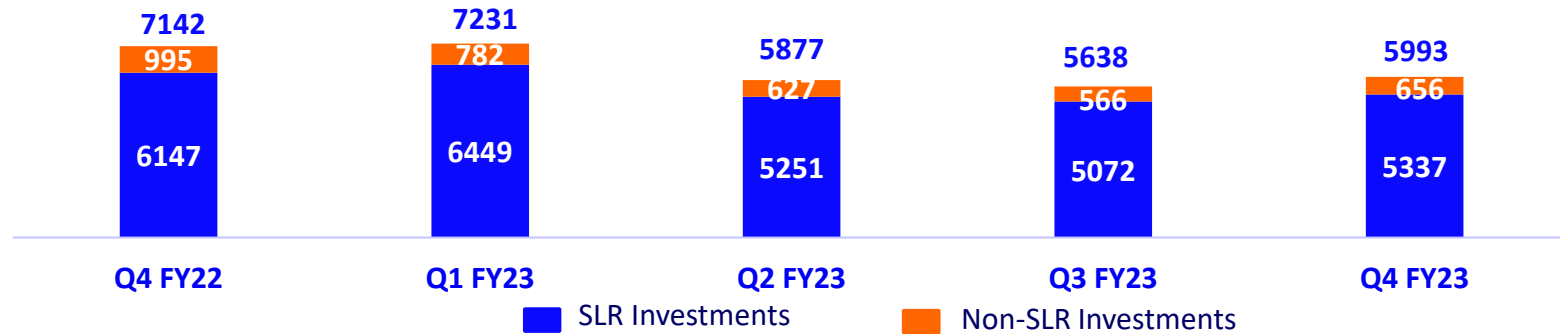


No of Accounts (in Lakhs)



Investments

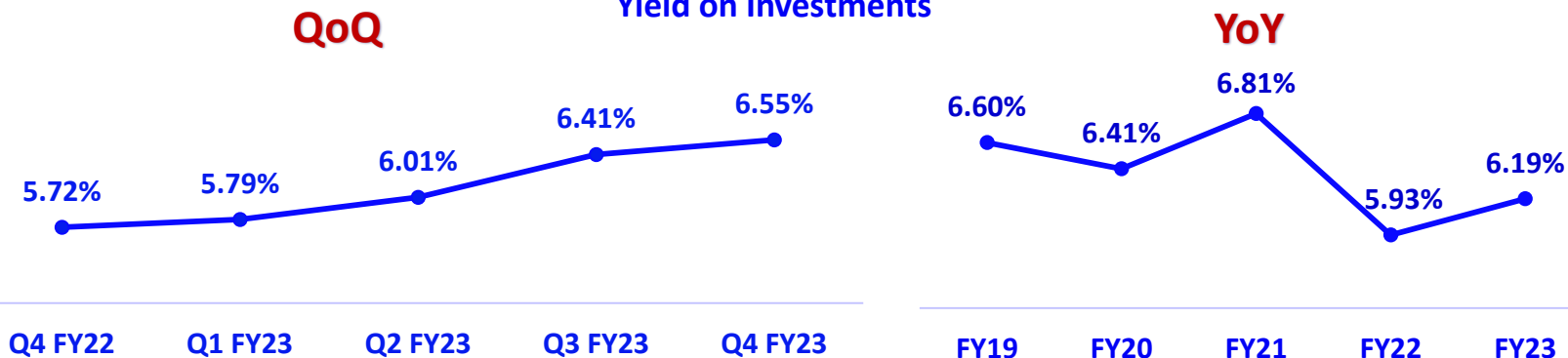
(Amt in Cr)



M Duration

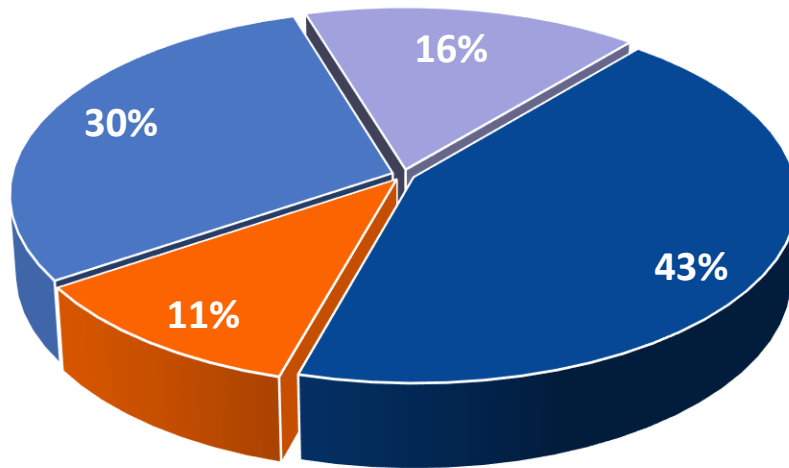
AFS	HTM	Total
0.37	5.61	4.57

Yield on Investments



Sector Wise Exposure

Sector Wise Exposure



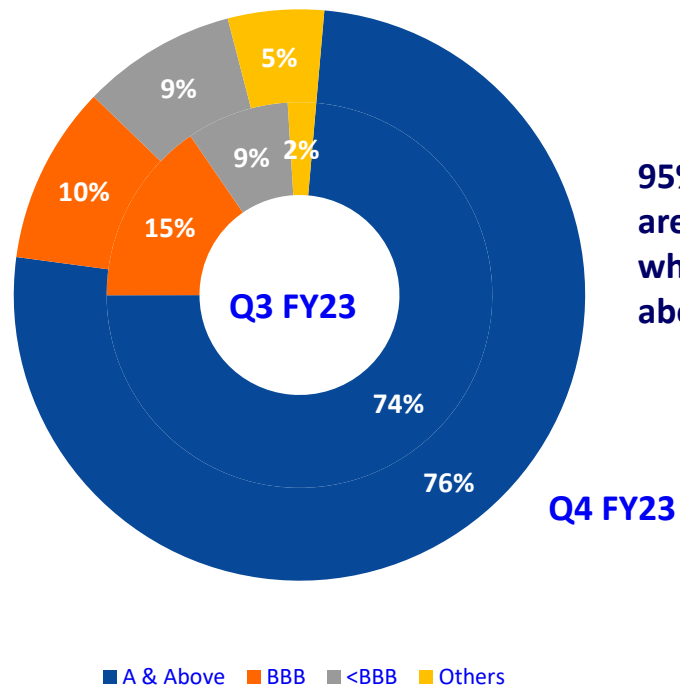
- Agriculture and Allied Activities
- Industry
- Services
- Retail & Others

Industries	% to Gross advances
Textiles	3.15%
Food Processing	1.80%
Infrastructure	1.38%
Construction	1.01%
Basic Metal and Metal Products	0.73%
Chemicals and Chemical Products (Dyes, Paints, etc)	0.60%
Beverages (excluding Tea & Coffee) and Tobacco	0.44%
All Engineering	0.43%
Vehicles, Vehicle Parts and Transport Equipments	0.43%
Rubber, Plastic and their Products	0.27%
Leather and Leather products	0.26%
Paper and Paper Products	0.21%
Gems and Jewellery	0.14%
Wood and Wood Products	0.09%
Cement and Cement Products	0.03%
Mining and Quarrying	0.01%
Other Industries	0.22%

Services	% to Gross advances
NBFCs	8.81%
HFC	4.68%
Wholesale & Retail Trade	3.19%
Tourism, Hotel and Restaurants	1.69%
Real Estate Activities	1.32%
Transport Operators	0.63%
Computer and Related Activities	0.30%
MFIs	0.23%
Other Services	8.76%

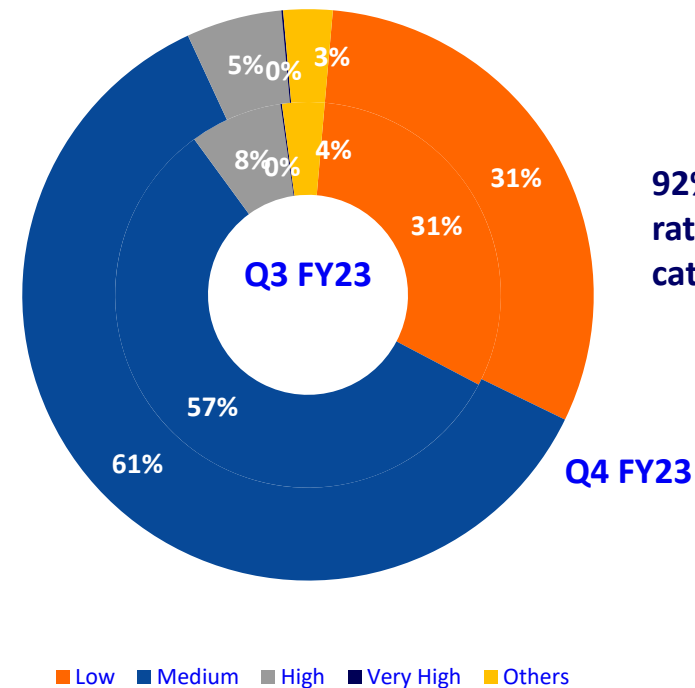
Rating wise Exposure

External Rating of Corporate Accounts (>Rs 25Cr)



95% of Corporate advances are externally rated of which 76% are having A & above rating.

Internal Rating of SME accounts



92% of SME advances are rated as Low/Medium risk categories

Company Overview

Business Overview

Earnings

Digital Penetration

Strategy

Profit & Loss Account - Q4 FY 23

Amt in Cr

	Q3 FY23	Q4 FY23	QoQ	Q4 FY22	YoY
Interest Income	592.0	636.5	8%	519.6	22%
Interest Expense	242.3	288.0	19%	215.7	34%
Net Interest Income	349.7	348.4	0%	303.9	15%
Treasury Profit	6.2	7.7	24%	-1.2	-742%
Exchange Profit	2.4	2.5	4%	2.1	19%
Processing Fees	27.9	41.7	49%	10.3	305%
Commission Income	22.7	31.2	37%	22.6	38%
PSLC Income	3.6	7.6	111%	-	
Other Income	27.1	35.6	31%	29.9	19%
Total Non Interest Income	89.9	126.3	40%	63.6	99%
Total Net Operating Income	439.6	474.7	8%	367.5	29%
Staff Cost	151.7	155.6	3%	143.4	9%
Other Opex	94.5	117.3	24%	82.0	43%
Total Opex	246.2	272.9	11%	225.4	21%
Operating Profit	193.4	201.8	4%	142.1	42%

	Q3 FY23	Q4 FY23	QoQ	Q4 FY22	YoY
Operating Profit	193.4	201.8	4%	142.1	42%
Provision for NPA	-15.5	-17.6	14%	-37.3	-53%
Other Provisions	0.5	8.3	1560%	3.2	159%
Total Provisions	-15.0	-9.3	-38%	-34.1	-73%
Profit Before Tax	208.4	211.1	1%	176.2	20%
Tax	52.4	54.7	4%	45.5	20%
Profit/Loss (-) After Tax	156.0	156.4	0%	130.7	20%

- Quarterly Operating Profit of Rs 201.8 Cr- up by 42% YoY & 4% QoQ
- Q4 PAT of Rs 156 Crs up by 20% YoY
- NII up by 15% YoY
- Non Interest income up by 99% YoY & 40%QoQ
- Processing Fee has gone up by 305% YoY & 49% QoQ
- Increased staff count and new branch openings resulted in increase in Opex
- Negative credit cost for all the quarters in FY 23

Company Overview

Business Overview

Earnings

Digital Penetration

Strategy

Profit & Loss Account - FY 23

Amt in Cr

	FY22	FY23	YoY	YoY%
Interest Income	2,038.3	2,319.7	281.4	14%
Interest Expense	885.0	985.8	100.8	11%
Net Interest Income	1,153.3	1,333.9	180.6	16%
Treasury Profit	11.5	2.4	-9.1	-79%
Exchange Profit	8.8	9.5	0.7	8%
Processing Fees	47.4	99.2	51.8	109%
Commission Income	71.5	97.3	25.8	36%
PSLC Income	33.4	11.2	-22.2	-66%
Other Income	74.1	96.4	22.3	30%
Total Non Interest Income	246.7	316.0	69.3	28%
Total Net Operating Income	1,400.0	1,649.9	249.9	18%
Staff Cost	481.9	558.5	76.6	16%
Other Opex	304.5	383.9	79.4	26%
Total Opex	786.4	942.4	156.0	20%
Operating Profit	613.6	707.5	93.9	15%

	FY22	FY23	YoY	YoY%
Operating Profit	613.6	707.5	93.9	15%
Provision for NPA	-9.8	-42.9	-33.1	338%
Other Provisions	9.3	16.7	7.4	80%
Total Provisions	-0.5	-26.2	-25.7	5140%
Profit Before Tax	614.1	733.7	119.6	19%
Tax	155.7	186.3	30.6	20%
Profit/Loss (-) After Tax	458.4	547.4	89.0	19%

- Operating profit crossed the 700 Cr mark- up by 15% YoY
- NII up by 16% YoY
- Despite lower treasury profits(-9 Crs) and PSLC income(-22 Crs), non interest income improved by 28% due to increase in PF & Commission income
- Ex treasury, Non interest income improved by 33%
- Increase in opex on account of increased hiring and opening of new branches
- Improved recoveries helped in provision reversals ; Lower slippages compared to FY 22(Rs 81 Crs vis a vis Rs 119 Cr in FY 22)
- Net Profit up by 19% YoY

Company Overview

Business Overview

Earnings

Digital Penetration

Strategy

Balance Sheet – FY 23

Amt in Cr

31-03-2022

31-03-2023

YoY (%)

31-12-2022

QoQ (%)

Liabilities

Capital	173.5	173.5	0%	173.5	0%
Reserves & Surplus	2,477.9	3,030.1	22%	2,872.8	5%
Deposits	20,188.3	24,505.8	21%	22,664.0	8%
Of Which CASA	6,795.2	7,886.3	16%	7,125.7	11%
Borrowings	2,007.2	783.0	-61%	312.5	151%
Other Liabilities & Provisions	509.4	669.9	32%	531.7	26%
Total	25,356.3	29,162.3	15%	26,554.6	10%

Cash & Balance with RBI	1,473.2	1,469.9	0%	1,412.3	4%
Balance with Banks Money at call & Short Notice	100.5	366.8	265%	132.9	176%
Investments	7,011.6	5,848.7	-17%	5,491.8	6%
Advances	15,814.7	20,650.6	31%	18,456.7	12%
Fixed Assets	287.9	319.4	11%	300.3	6%
Other Assets	668.4	506.9	-24%	760.6	-33%
Total	25,356.3	29,162.3	15%	26,554.6	10%

Asset Quality

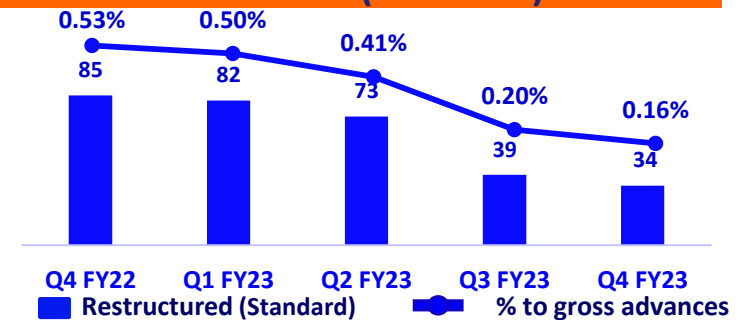
Amt in Cr

Gross NPA: Movement	QoQ movement					YoY movement	
	Q4 FY22 (3 months)	Q1 FY22 (3 months)	Q2 FY23 (3 months)	Q3 FY23 (3 months)	Q4 FY23 (3 months)	FY22 (12 months)	FY23 (12 months)
Opening Balance of Gross NPA	389	290	293	291	271	393	290
Additions	38	37	42	26	35	119	81
Sub-total (A)	427	327	335	317	306	512	371
Less:-							
(i) Upgradations	36	15	13	10	10	46	19
(ii) Recoveries	98	17	20	32	29	82	73
(iii) Technical/ Prudential Write-offs	-	-	-	-	-	90	-
(iv) Write-offs	3	2	11	4	4	4	16
Sub-total (B)	137	34	44	46	44	222	108
Closing balance of Gross NPA (A – B)	290	293	291	271	263	290	263

Security Receipts

	Q4 FY22	Q1 FY23	Q2 FY23	Q3 FY23	Q4 FY23
Book Value	161	155	152	143	143
Net Book Value	33	33	13	0	0

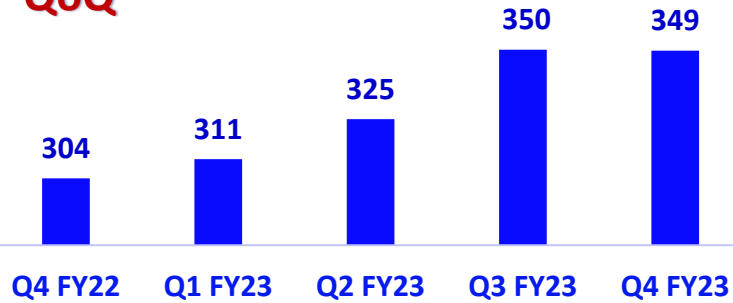
Restructured (Standard)



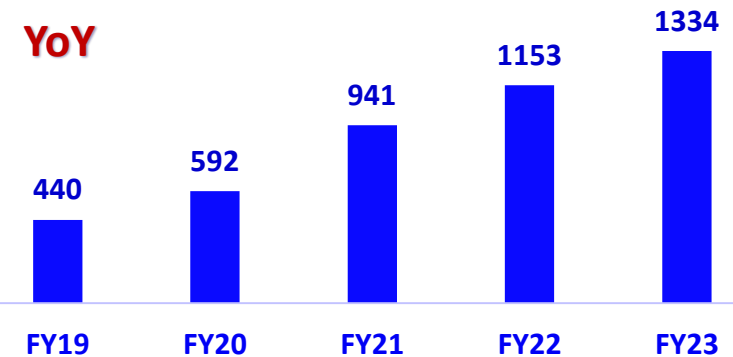
Profitability Ratios

Net Interest Income (in Cr)

QoQ

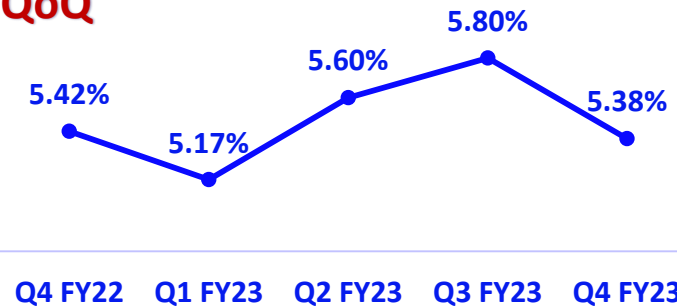


YoY

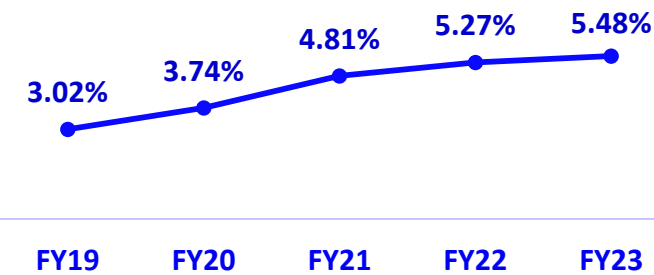


NIM

QoQ



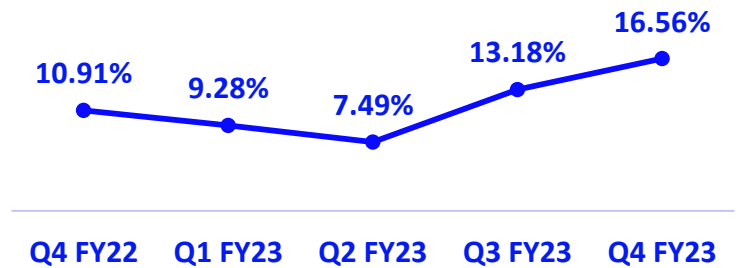
YoY



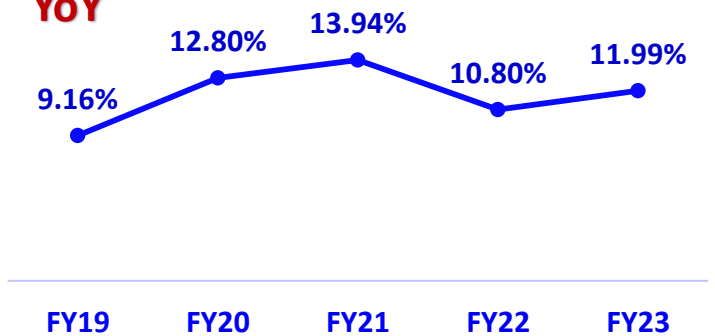
*NIM = NII/Avg interest earning assets

Non interest Income to Total Income

QoQ



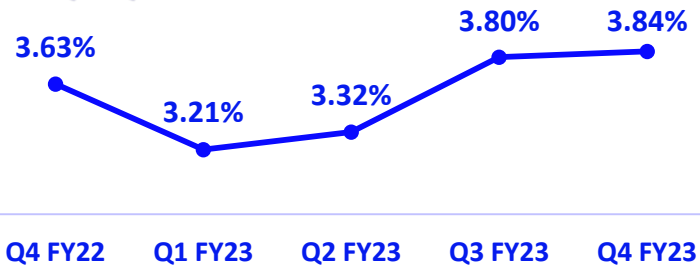
YoY



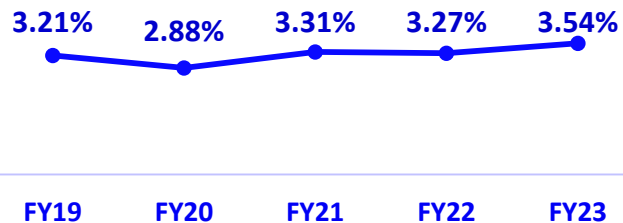
Profitability Ratios

Opex to Average assets

QoQ

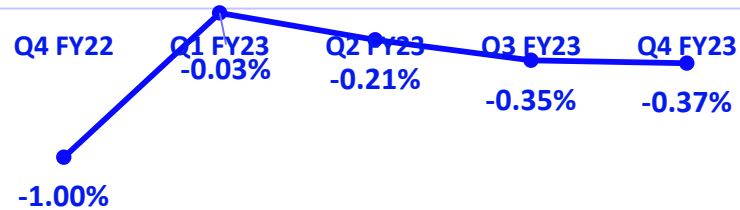


YoY

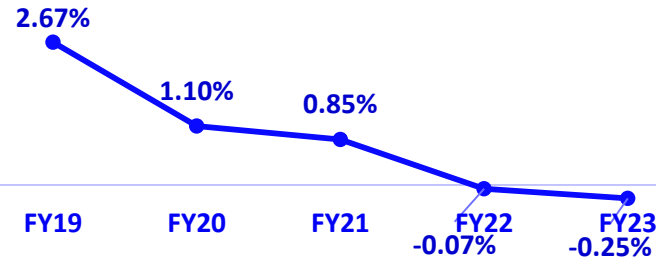


Credit Cost

QoQ

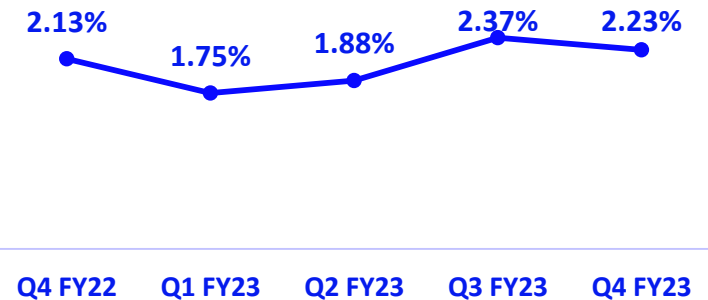


YoY

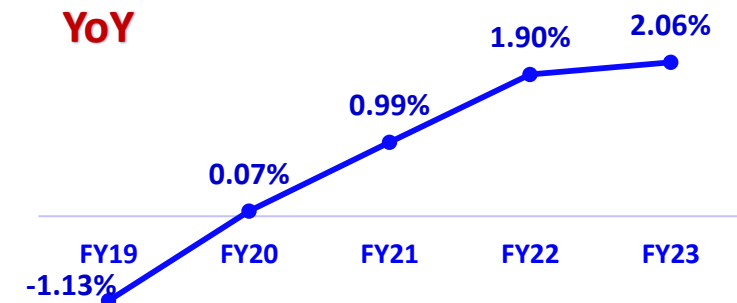


RoA

QoQ



YoY



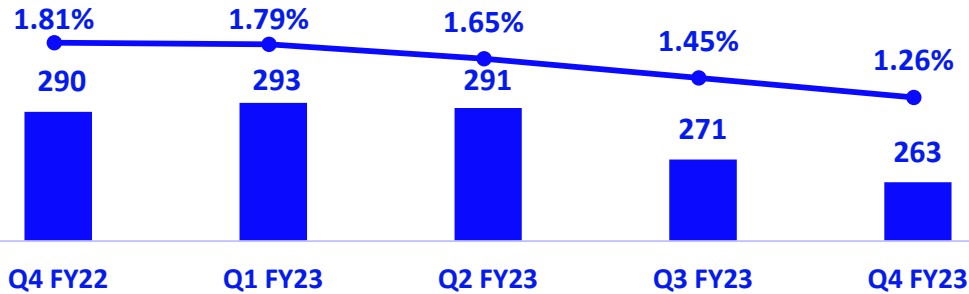
Asset Quality Ratios

Amt in Cr

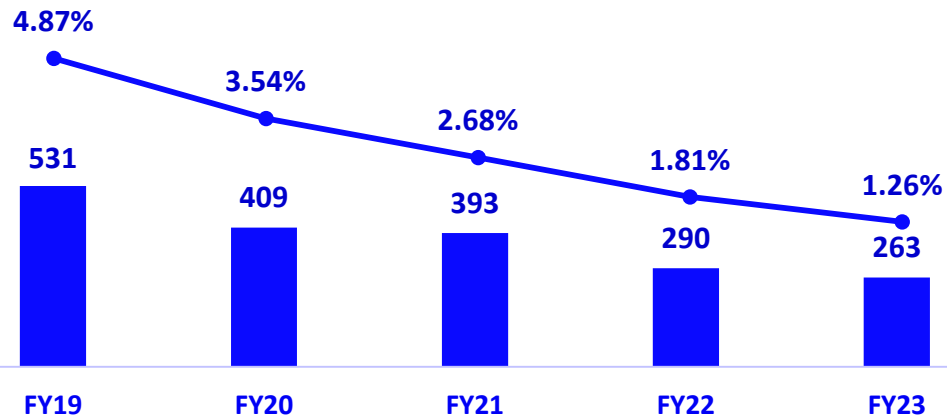
■ Gross NPA

— Gross NPA %

QoQ



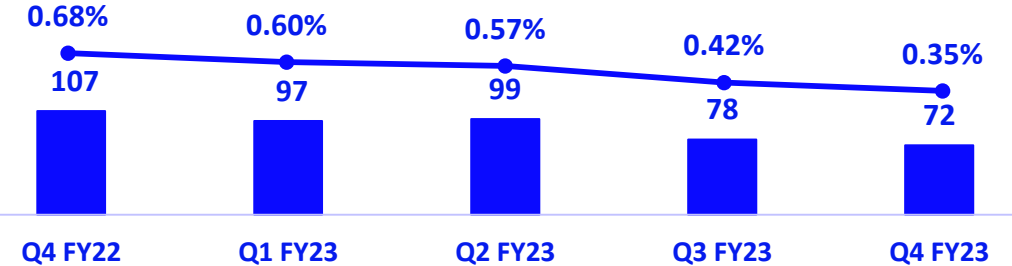
YoY



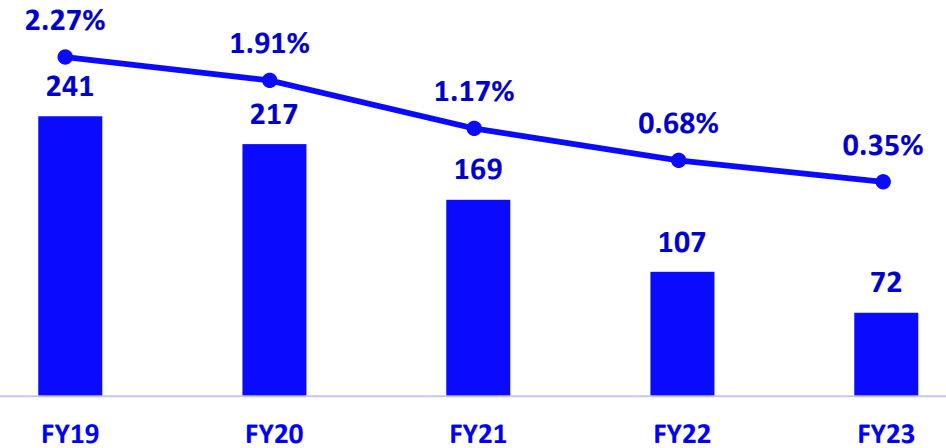
■ Net NPA

— Net NPA %

QoQ



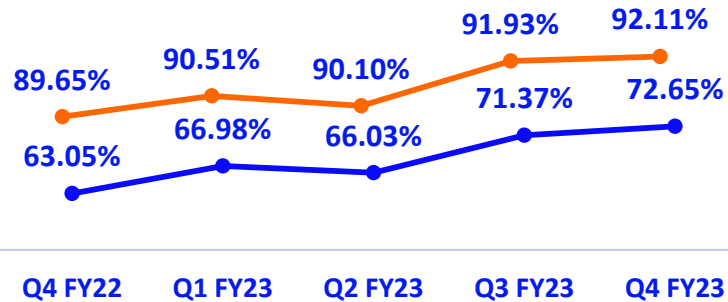
YoY



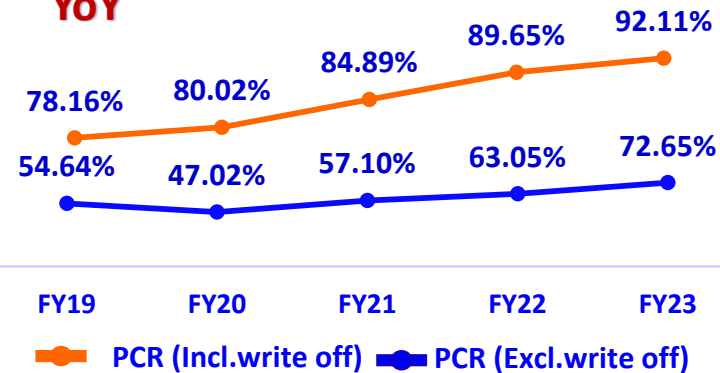
Profitability Ratios

Provision Coverage Ratio

QoQ

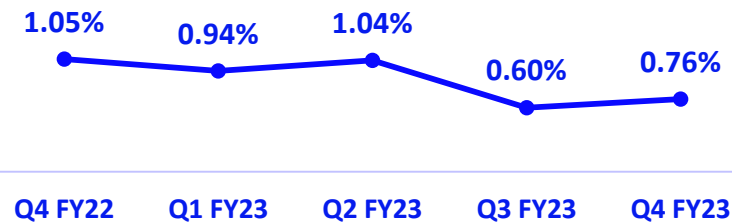


YoY

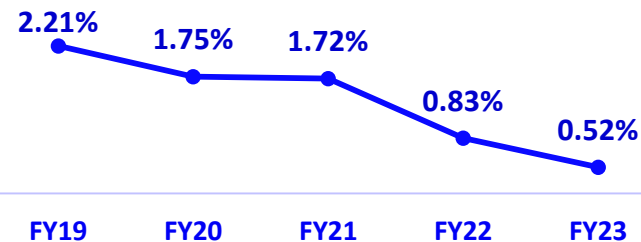


Slippage Ratio

QoQ

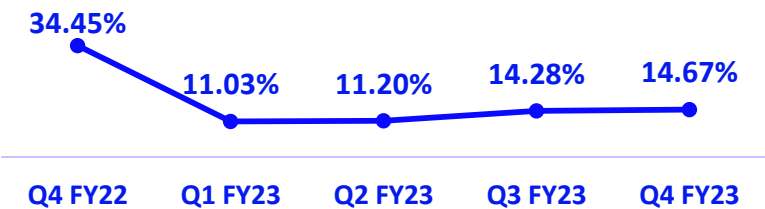


YoY

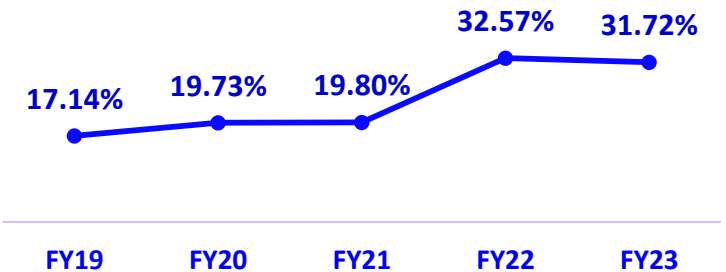


Recovery Rate

QoQ



YoY

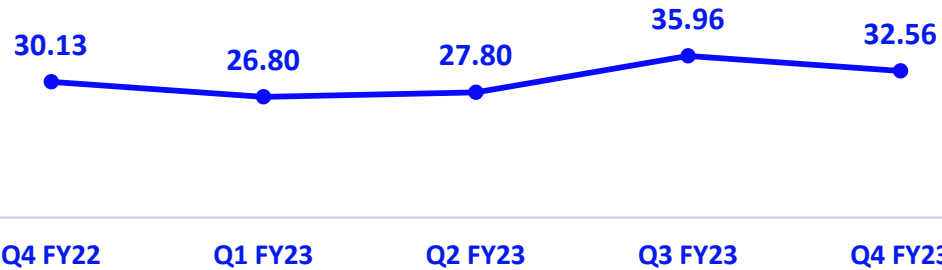


Share Holders Return & Risk Ratios

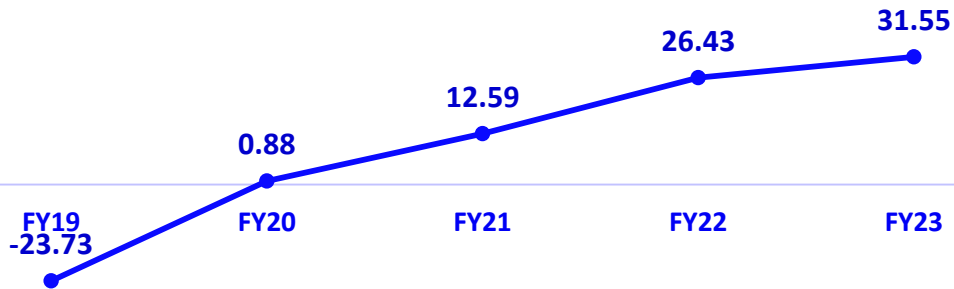
EPS

(in Rs)

QoQ

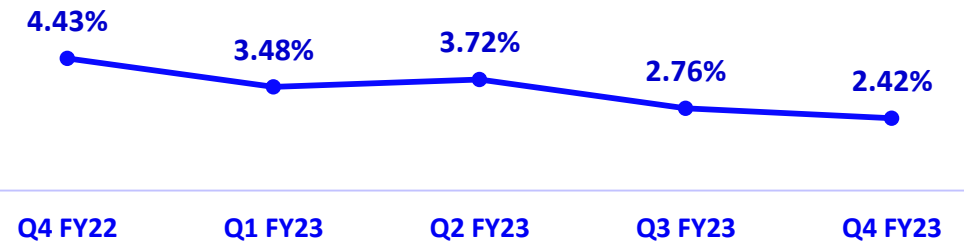


YoY

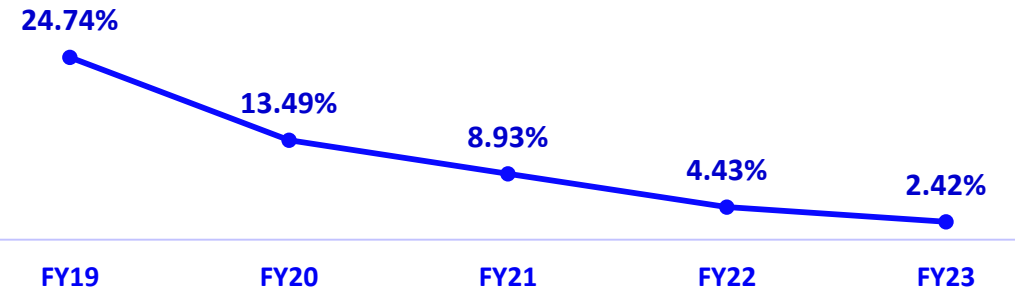


Net NPA to Networth

QoQ



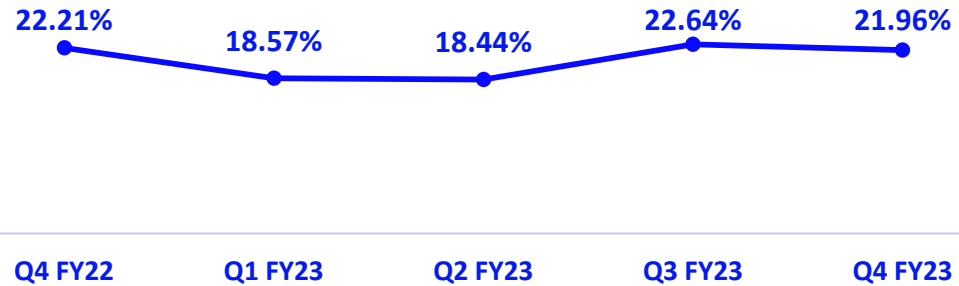
YoY



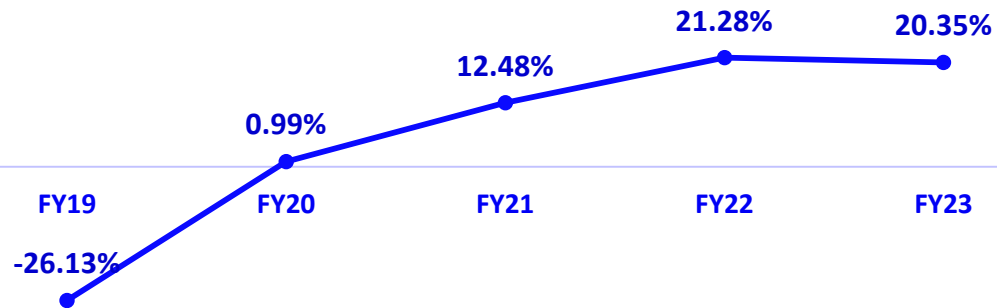
Share Holders Return & Risk Ratios

RoE

QoQ



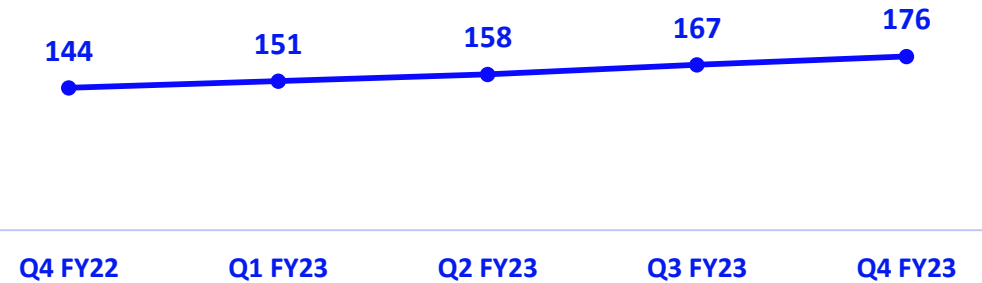
YoY



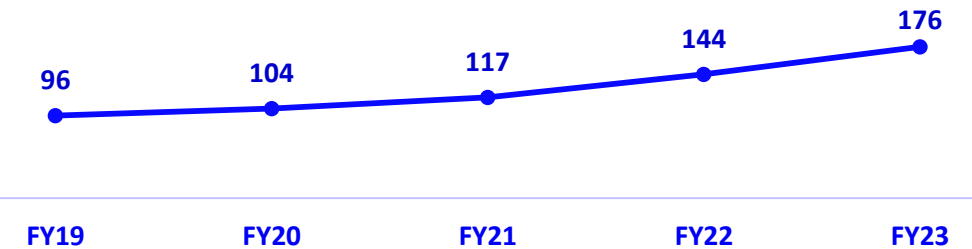
Book Value per Share

(in Rs)

QoQ



YoY

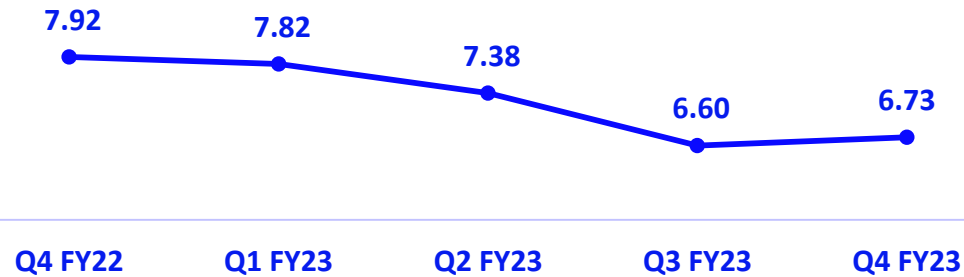


Efficiency Ratios

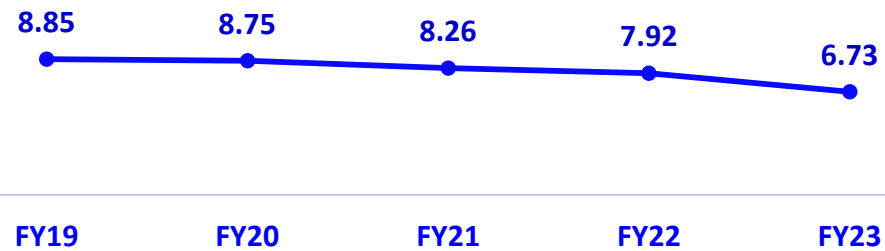
Business per Employee

(In Cr)

QoQ



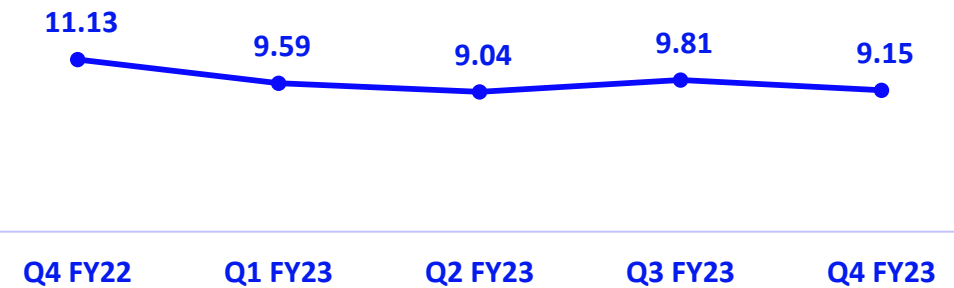
YoY



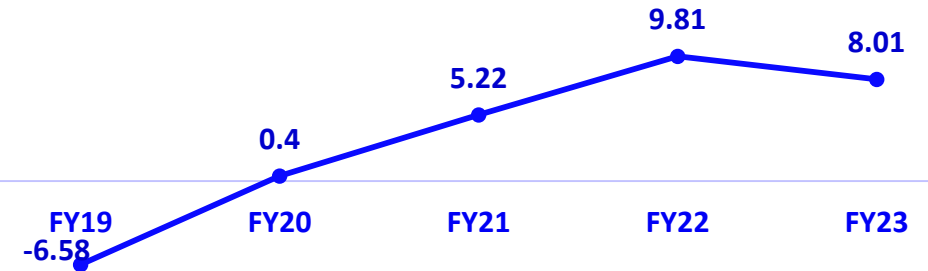
Profit per Employee

(in Lakhs)

QoQ



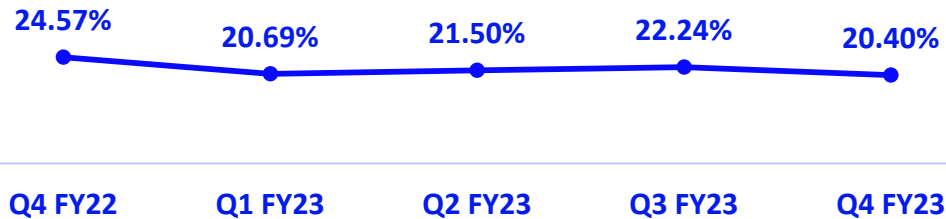
YoY



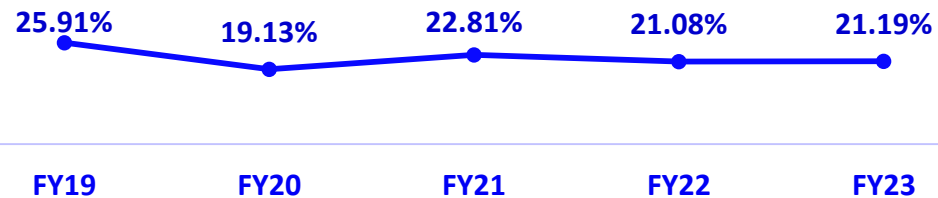
Efficiency Ratios

Staff Cost to Total Income

QoQ

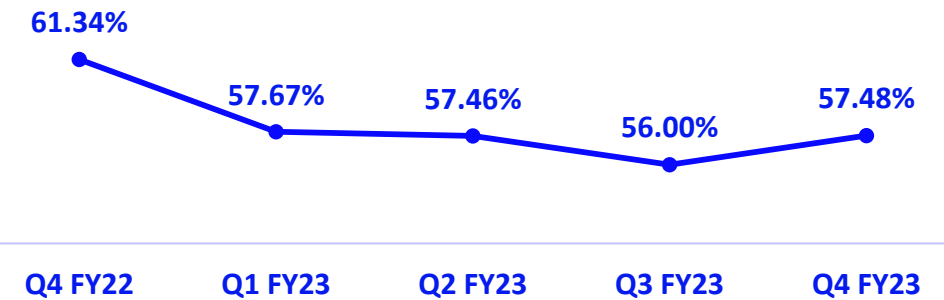


YoY

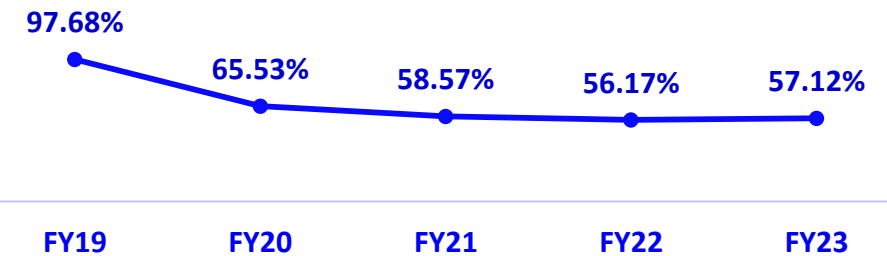


Cost to Income Ratio

QoQ



YoY



Company
Overview

Business
Overview

Earnings

Digital
Penetration

Strategy

Digital Touch Points



1,352 Installations



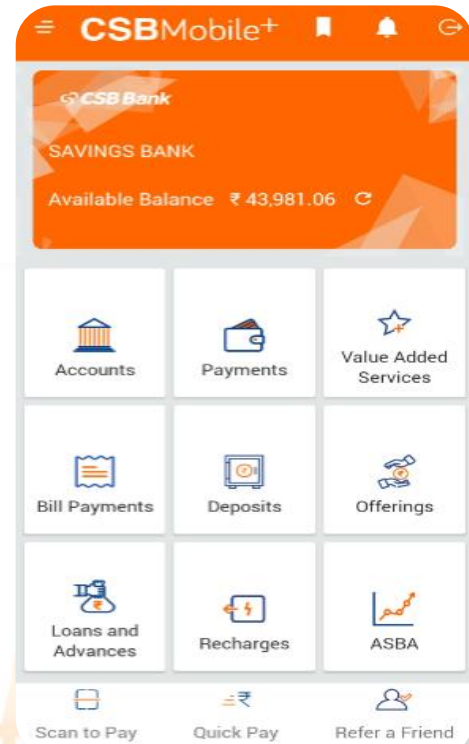
7.10 lacs + Debit Cards



4.60 lacs+ Net
Banking users



528 ATM
Network



4.47 lacs+ Mobile
Banking Users



6,170+ QR
Installations



92,927+ ePassbook
Downloads



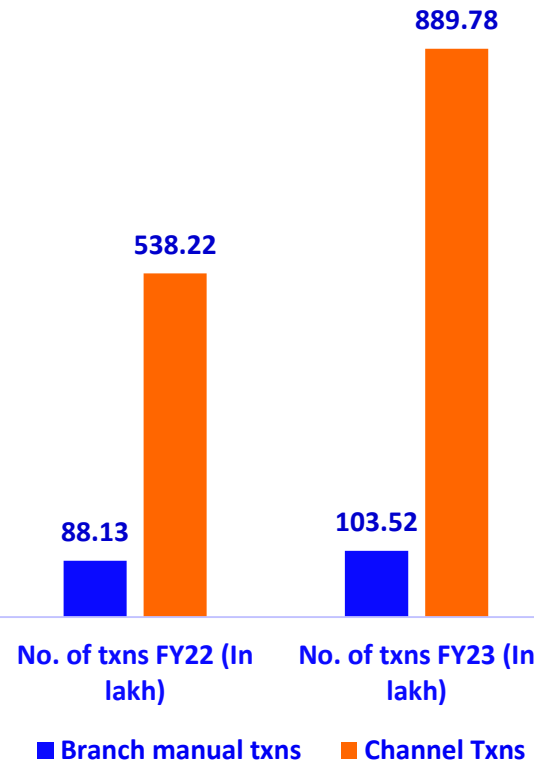
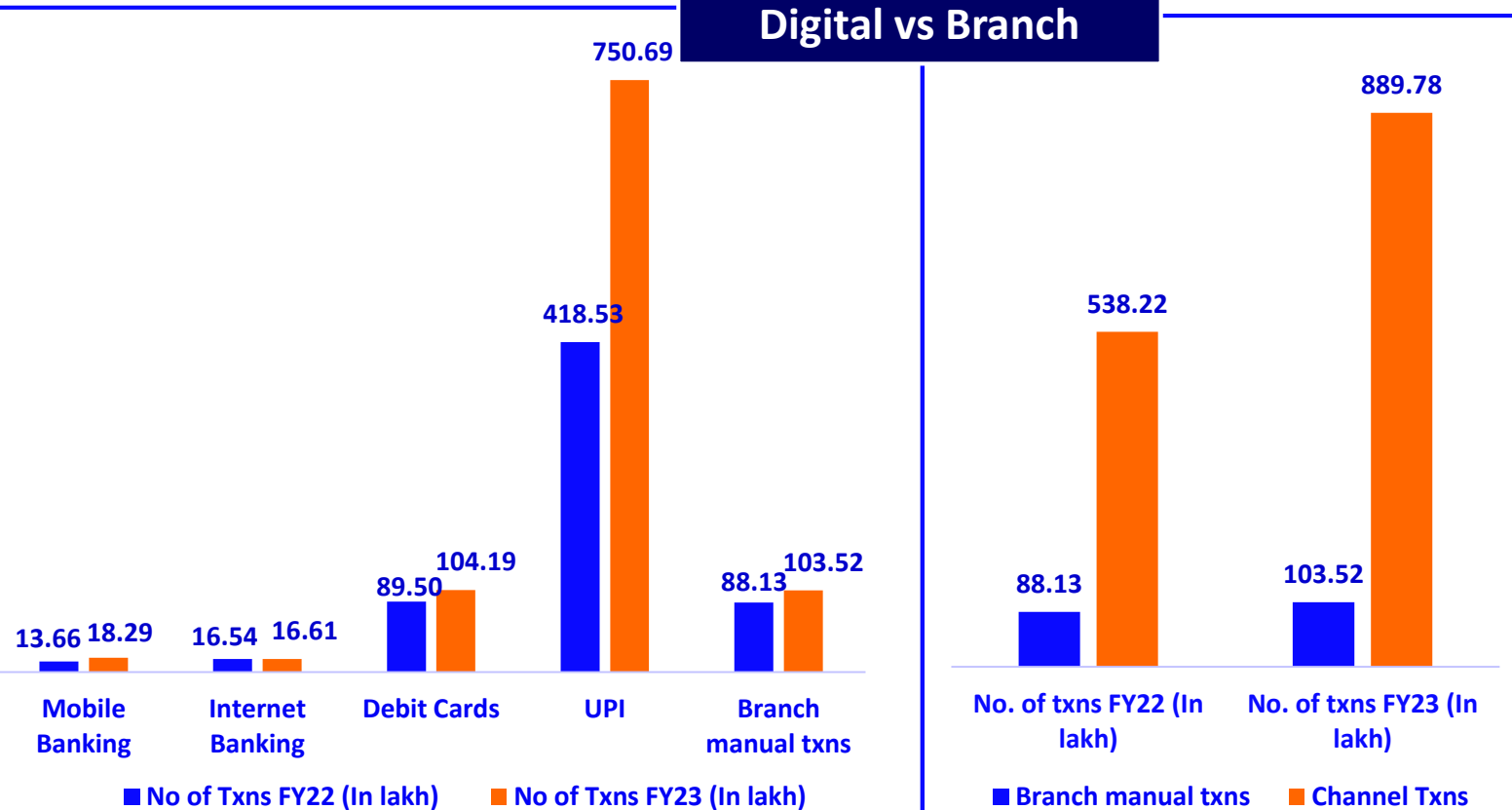
78,660+Prepaid
Cards



1.38 lac+ UPI
Downloads

Channel Transactions

Digital vs Branch



	No. of txns	
	FY22 (In lakh)	FY23 (In lakh)
Mobile Banking	13.66	18.29
Internet Banking	16.54	16.61
Debit Cards	89.50	104.19
UPI	418.53	750.69
Branch txns	88.13	103.52
Total Channel Transactions	538.22	889.78
% of channel txns	85.93%	89.58%

**Company
Overview**

**Business
Overview**

Earnings

**Digital
Penetration**

Strategy

SBS 2030

SUSTAIN

PROFITABLE FRANCHISE



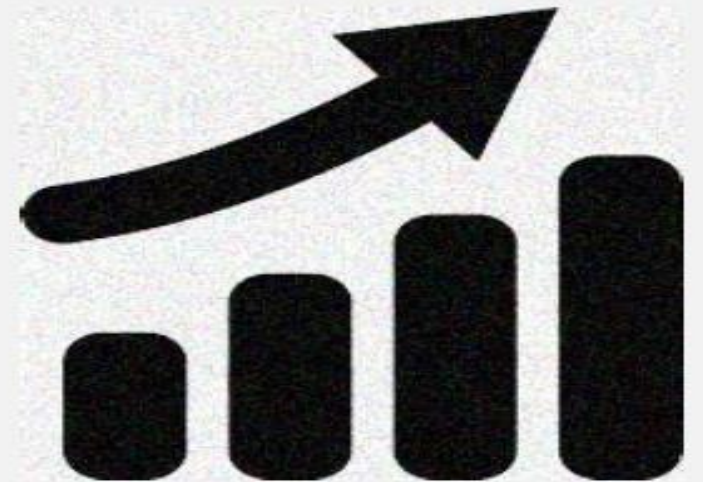
BUILD

PLATFORMS FOR FUTURE



SCALE

EXECUTE WITH GUARDRAILS





THANK YOU!

Disclaimer

This presentation has been prepared by CSB Bank Limited (the “Bank”) solely for information purposes, without regard to any specific objectives, financial situations or informational needs of any particular person. All information contained has been prepared solely by the Bank.

No information contained herein has been independently verified by anyone else. This presentation may not be copied, distributed, redistributed or disseminated, directly or indirectly, in any manner.

This presentation does not constitute an offer or invitation, directly or indirectly, to purchase or subscribe for any securities of the Bank by any person in any jurisdiction, including India and the United States. No part of it should form the basis of or be relied upon in connection with any investment decision or any contract or commitment to purchase or subscribe for any securities. Any person placing reliance on the information contained in this presentation or any other communication by the Bank does so at his or her own risk and the Bank shall not be liable for any loss or damage caused pursuant to any act or omission based on or in reliance upon the information contained herein.

No representation or warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained in this presentation. Such information and opinions are in all events not current after the date of this presentation. Further, past performance is not necessarily indicative of future results.

This presentation is not a complete description of the Bank. This presentation may contain statements that constitute forward-looking statements. All forward looking statements are subject to risks, uncertainties and assumptions that could cause actual results to differ materially from those contemplated by the relevant forward-looking statement. Important factors that could cause actual results to differ materially include, among others, future changes or developments in the Bank’s business, its competitive environment and political, economic, legal and social conditions. Given these risks, uncertainties and other factors, viewers of this presentation are cautioned not to place undue reliance on these forward-looking statements. The Bank disclaims any obligation to update these forward-looking statements to reflect future events or developments.

Except as otherwise noted, all of the information contained herein is indicative and is based on management information, current plans and estimates in the form as it has been disclosed in this presentation. Any opinion, estimate or projection herein constitutes a judgment as of the date of this presentation and there can be no assurance that future results or events will be consistent with any such opinion, estimate or projection. The Bank may alter, modify or otherwise change in any manner the content of this presentation, without obligation to notify any person of such change or changes. The accuracy of this presentation is not guaranteed, it may be incomplete or condensed and it may not contain all material information concerning the Bank.

This presentation is not intended to be an offer document or a prospectus under the Companies Act, 2013 and Rules made thereafter , as amended, the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2009, as amended or any other applicable law.

Figures for the previous period / year have been regrouped wherever necessary to conform to the current period's / year's presentation. Total in some columns / rows may not agree due to rounding off.

Note: All financial numbers in the presentation are from Audited Financials or Limited Reviewed financials or based on Management estimates.