

INVESTOR PRESENTATION

Q1-FY24 / June 2023

Company Overview

Business Overview

Earnings

Digital Penetration

Strategy



100 Years+

706 Branches and
540 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 46,400 Cr



Banca
Tie-Ups

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Profitability

PAT

Rs 132 Cr

↑ 15% YoY

NII

Rs. 364 Cr

↑ 17% YoY

RoA

1.79 %

↑ 4 bps YoY

NIM

5.40 %

↑ 23 bps YoY

EPS

Rs 30.57

↑ Rs 4.09 YoY

Growth

Deposits

Rs.24475 Cr

↑ 21% YoY

Advances

Rs. 21945 Cr

↑ 29% YoY

Business

Rs. 46420 Cr

↑ 24% YoY

Gold

Rs 10072 Cr

↑ 42% YoY

CD Ratio

89.66%

↑ 546 bps YoY

Capital/ Liquidity

CRAR

25.99%

↑ 53 bps YoY

Tier I

24.80%

↑ 83 bps YoY

BVPS

Rs 184

↑ Rs 33 YoY

LCR

107%

Stable Liquidity

NSFR

152%

Strong Funding Base

Asset Quality

GNPA

Rs.271 Cr

↓ Rs 22 Cr YoY

GNPA %

1.27%

↓ 52 bps YoY

NNPA

68 Cr

↓ Rs 29 Cr YoY

NNPA %

0.32%

↓ 28 bps YoY

PCR

92.54%

↑ 203 bps YoY

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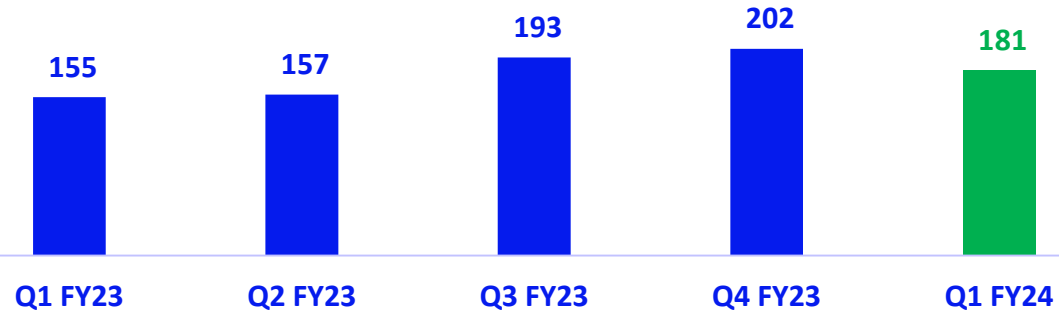
Digital Penetration

Strategy

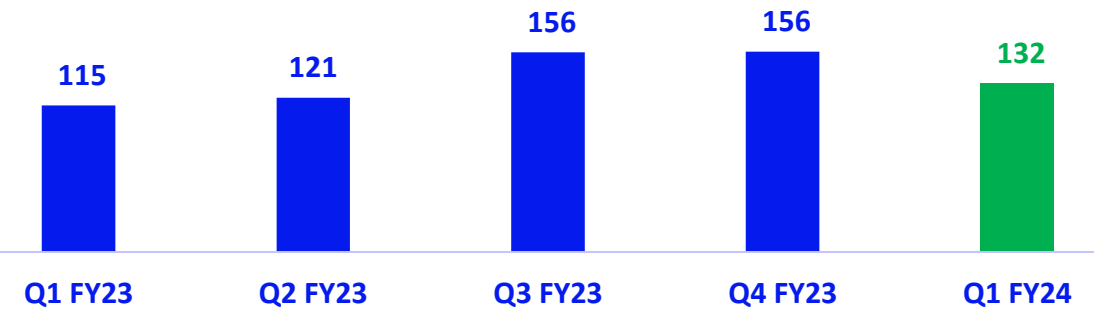
Profitability

Amt in Cr

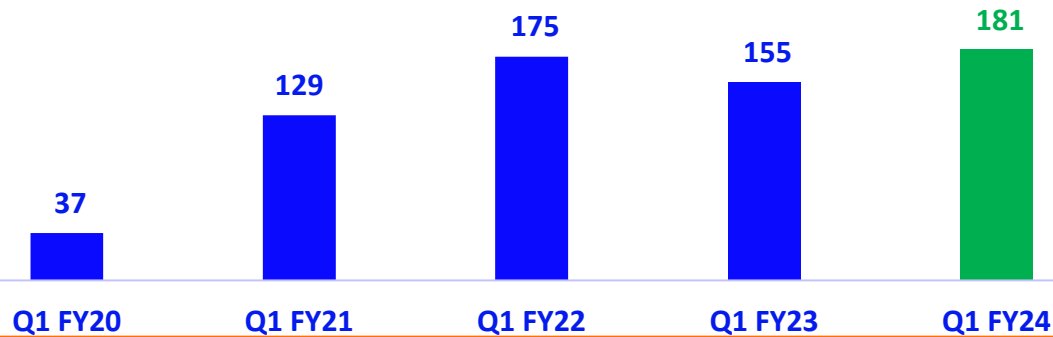
Operating Profit QoQ



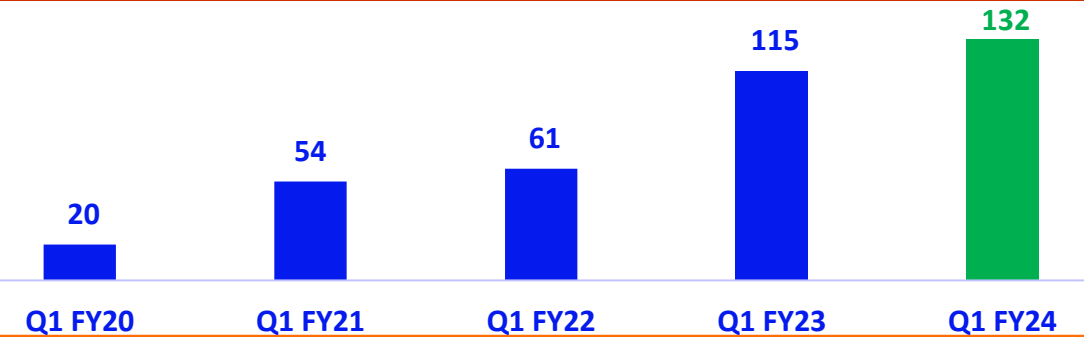
Net Profit QoQ



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	66
Contingency provision	106
Total	172
Tax	43
After Tax Impact	129

Contingency provision is **1.56x** Net NPA

Company Overview

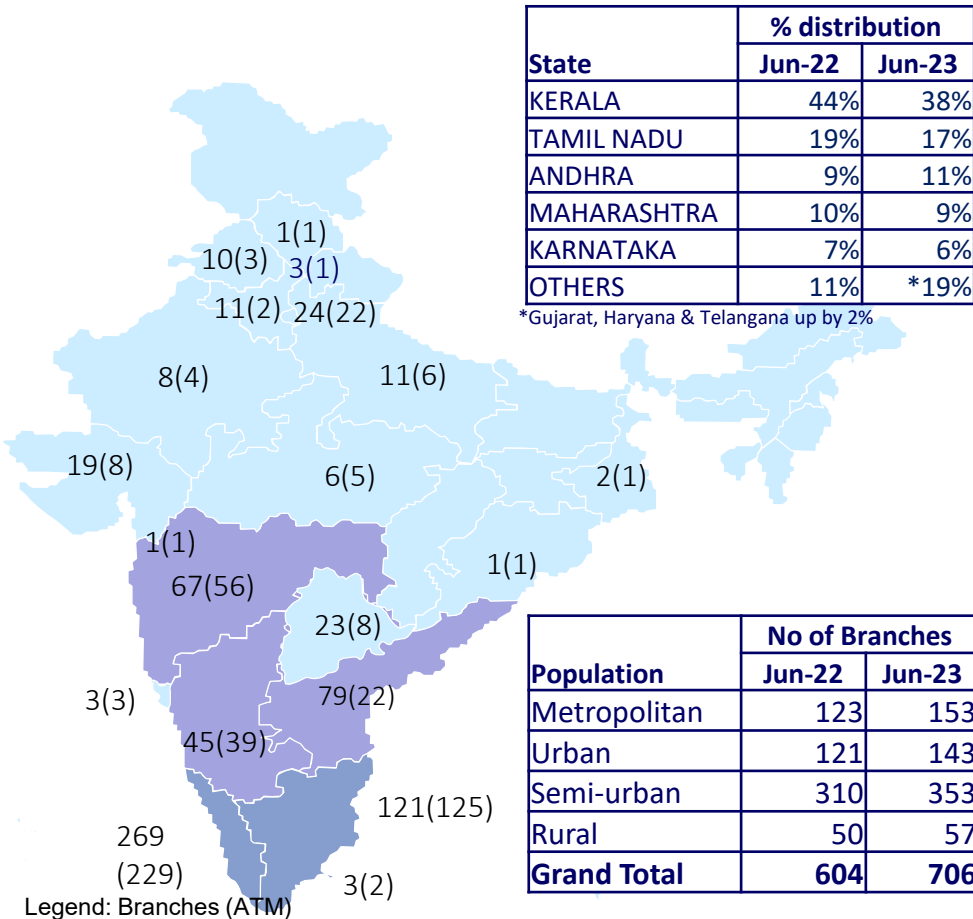
Business Overview

Earnings

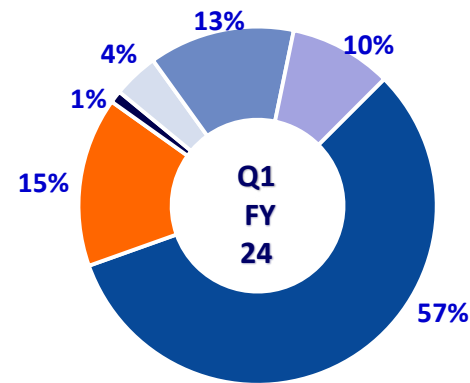
Digital Penetration

Strategy

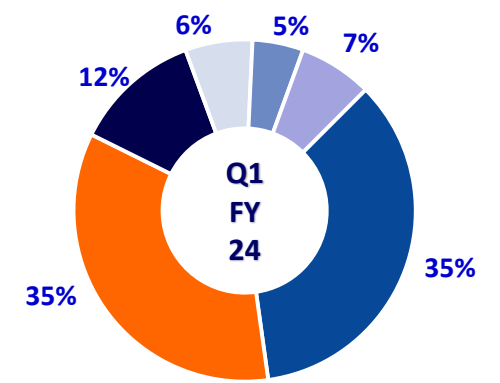
Branch Distribution



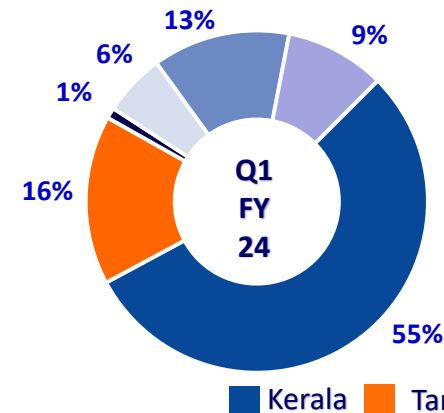
CASA



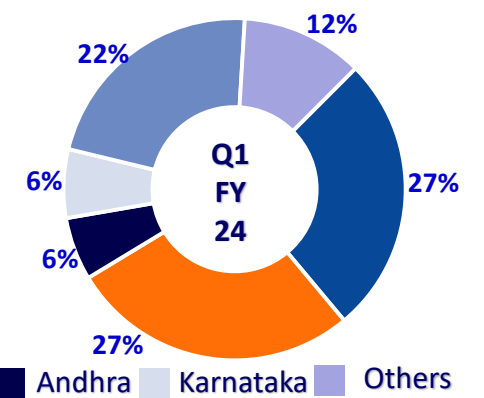
Gold Loans



Total Deposits

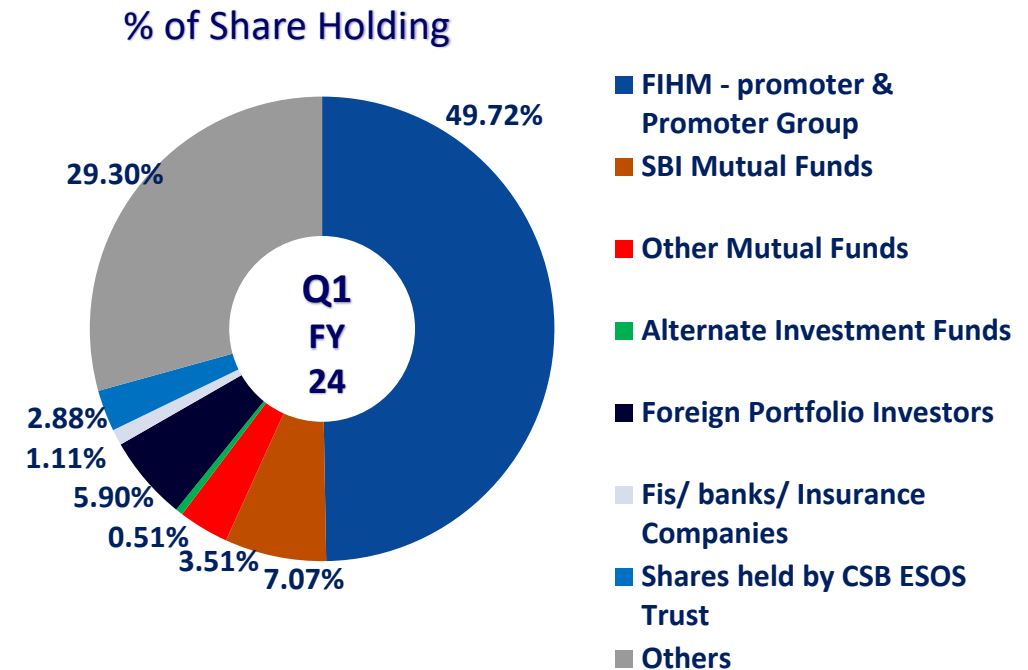


Total Advances



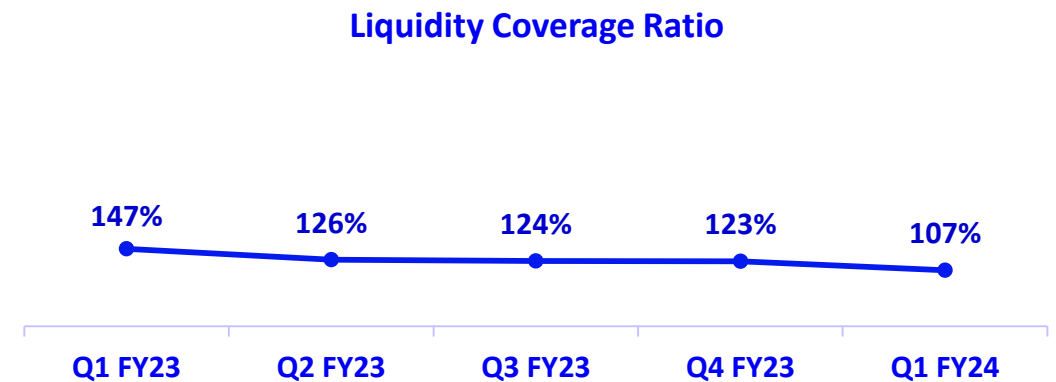
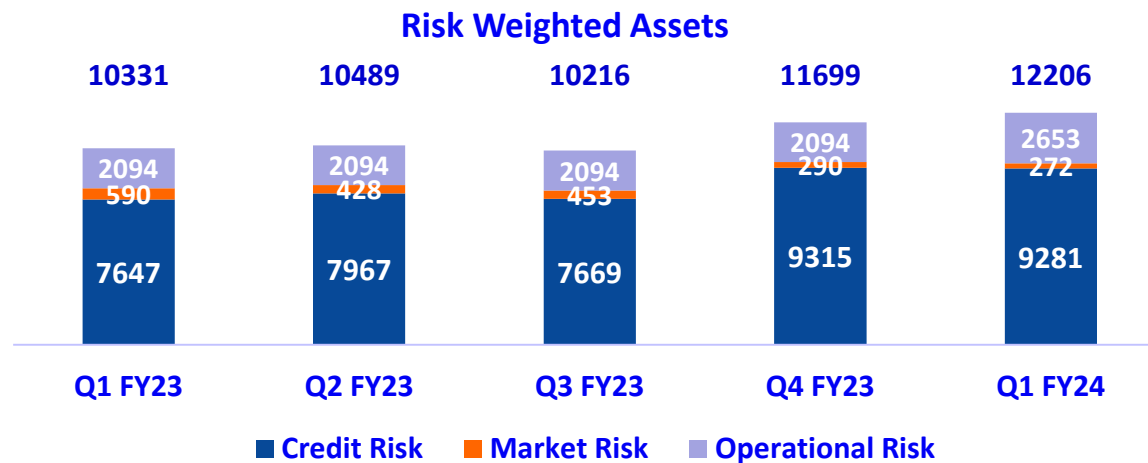
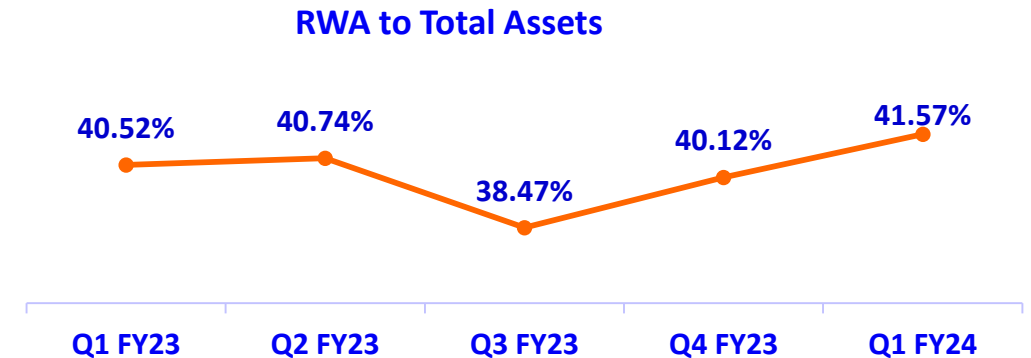
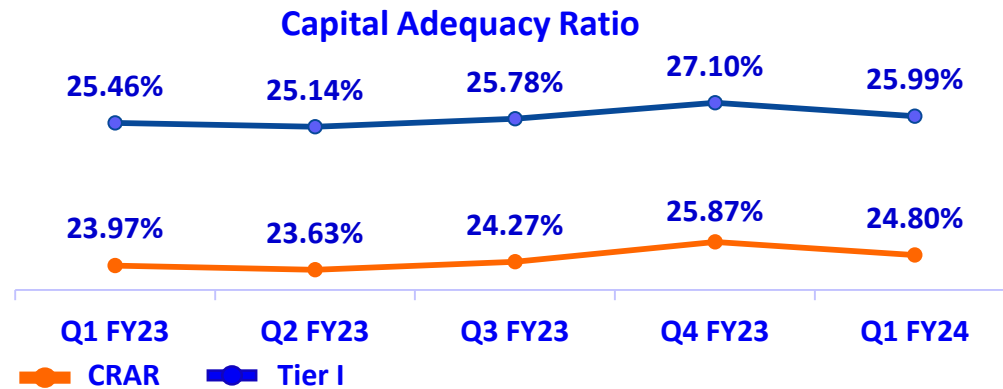
Share Holding Pattern

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	12.25	7.07%
Other Mutual Funds	10	6.09	3.51%
Alternate Investment Funds	7	0.88	0.51%
Foreign Portfolio Investors	53	10.23	5.90%
Fis/ banks/ Insurance Companies	1	1.92	1.11%
Shares held by CSB ESOS Trust	1	5	2.88%
Others	57014	50.85	29.30%
Total	57088	173.48	100.00%



Solid CRAR & Adequate Liquidity – Our Strength

Amt in Cr



Company Overview

Business Overview

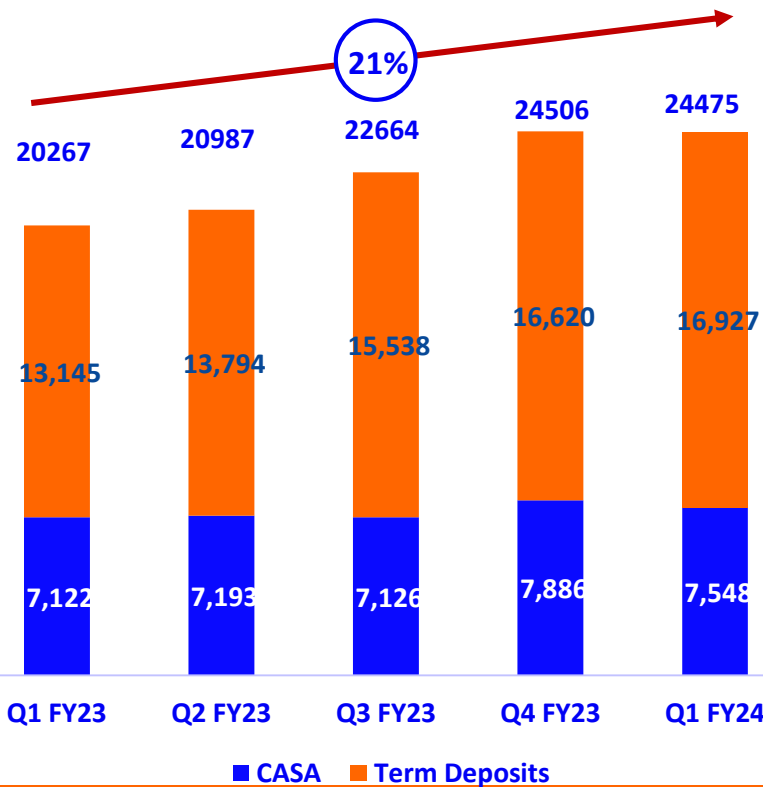
Earnings

Digital Penetration

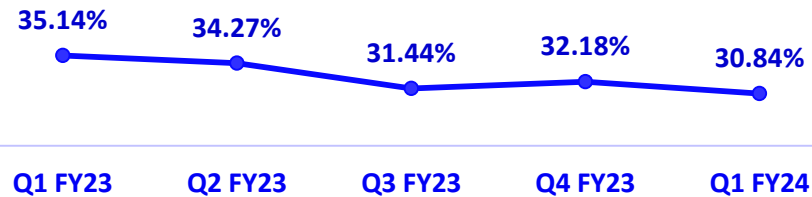
Strategy

Total Deposits

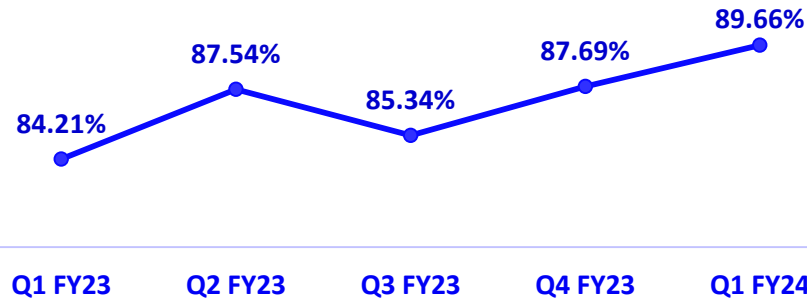
(Amt in Cr)



CASA Ratio

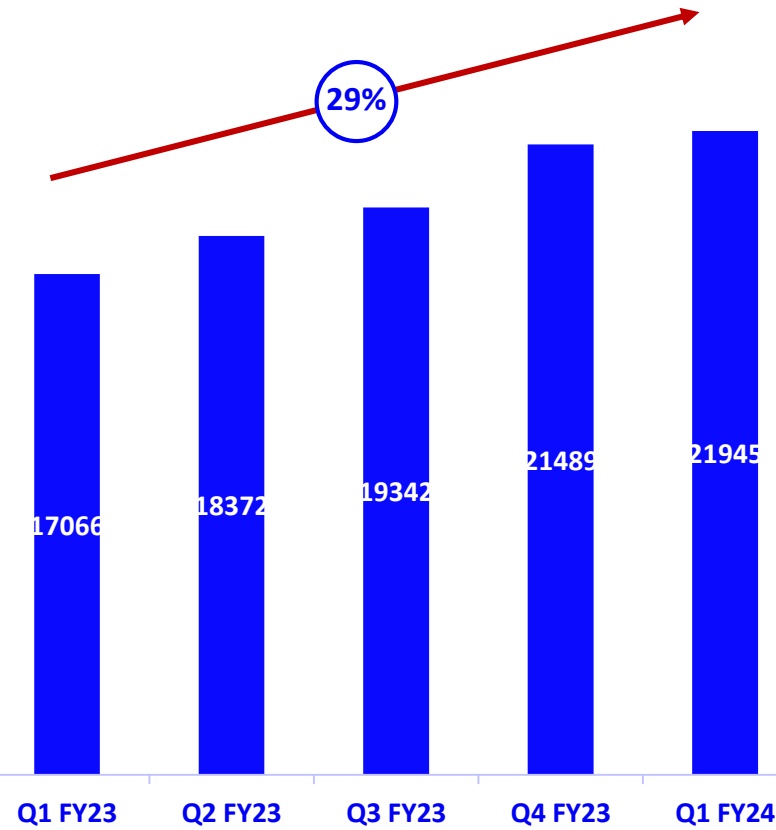


Gross CD Ratio



Total Gross Advances

(Amt in Cr)



Company Overview

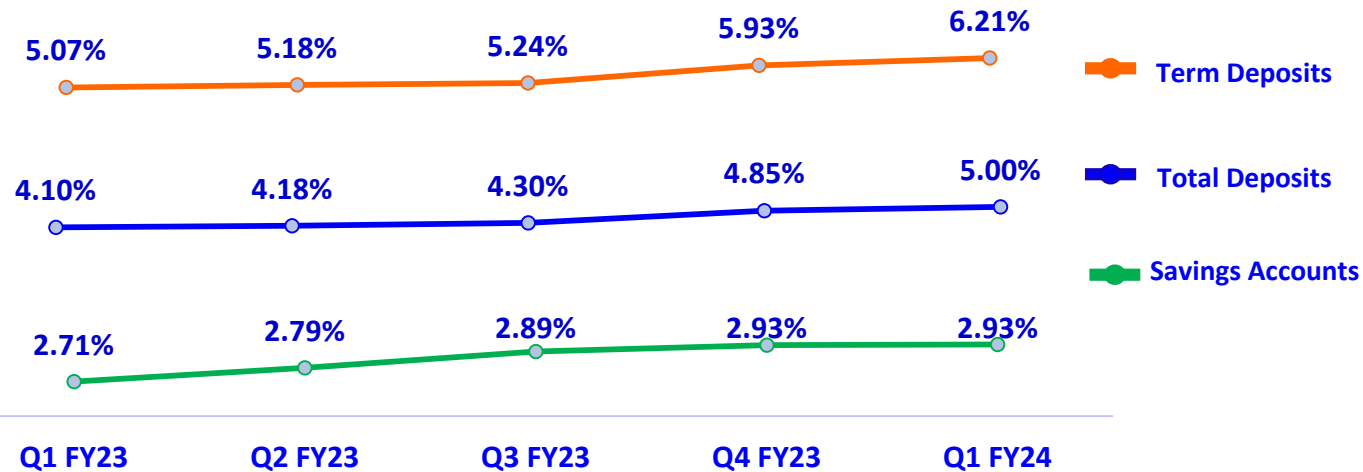
Business Overview

Earnings

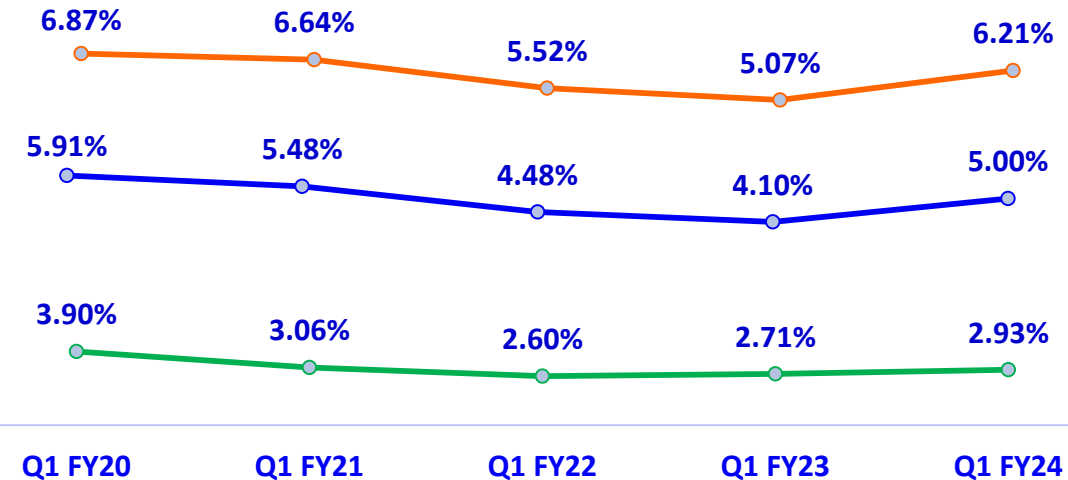
Digital Penetration

Strategy

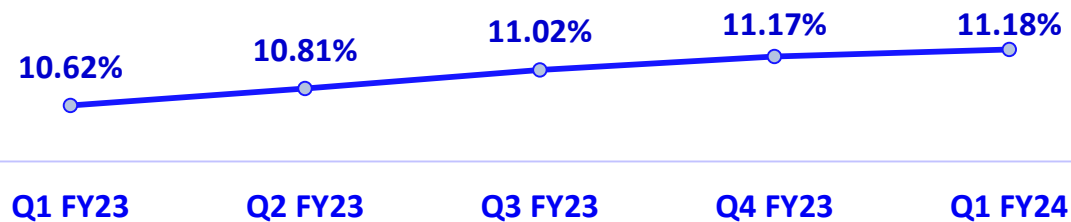
Cost of Deposits (QoQ)



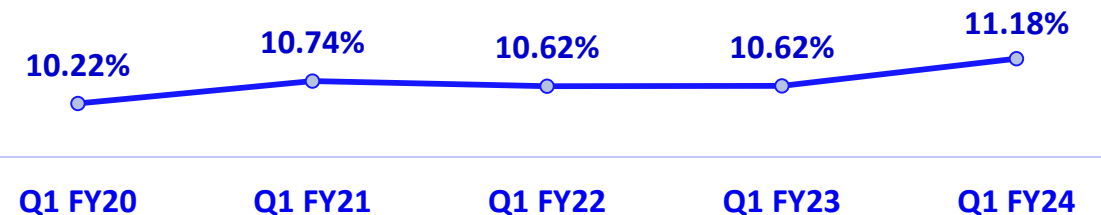
Cost of Deposits (YoY)



Yield on Advances (QoQ)



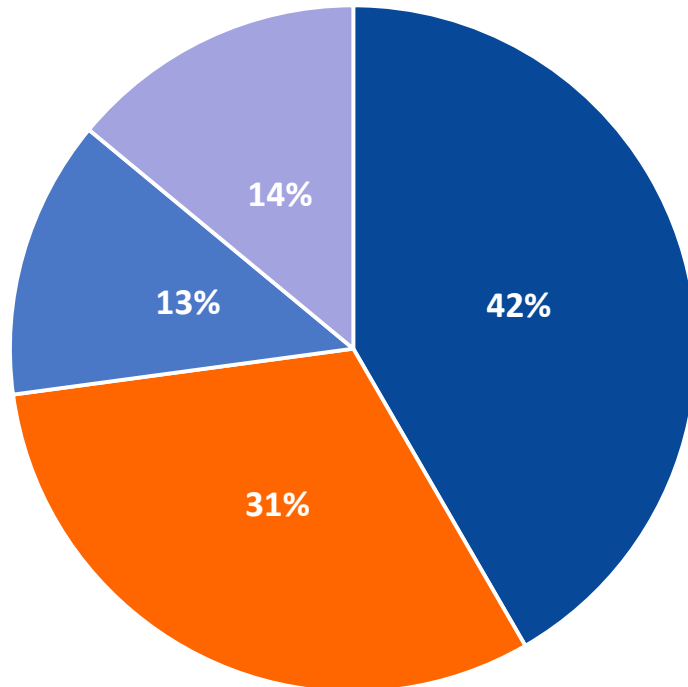
Yield on Advances (YoY)



Advance Mix

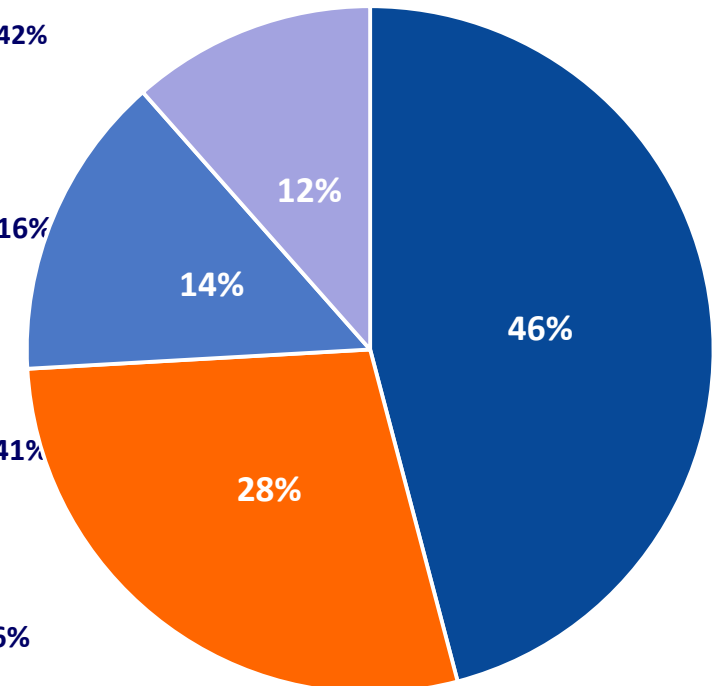
(Amt in Cr)

Q1 FY 23



Retail Loans includes 36% agri, 11% MFI, 8% HL, 8% TW & 37% Others incl PL& Lap

Q1 FY 24



Retail Loans includes 28% Agri, 16% MFI, 5% HL, 5% TW & 46% others incl PL& Lap

7107

Gold Loans

10072

↑ 42%

5328

Corporate Loans

6191

↑ 16%

2243

Retail Loans

3155

↑ 41%

2389

SME Loans

2527

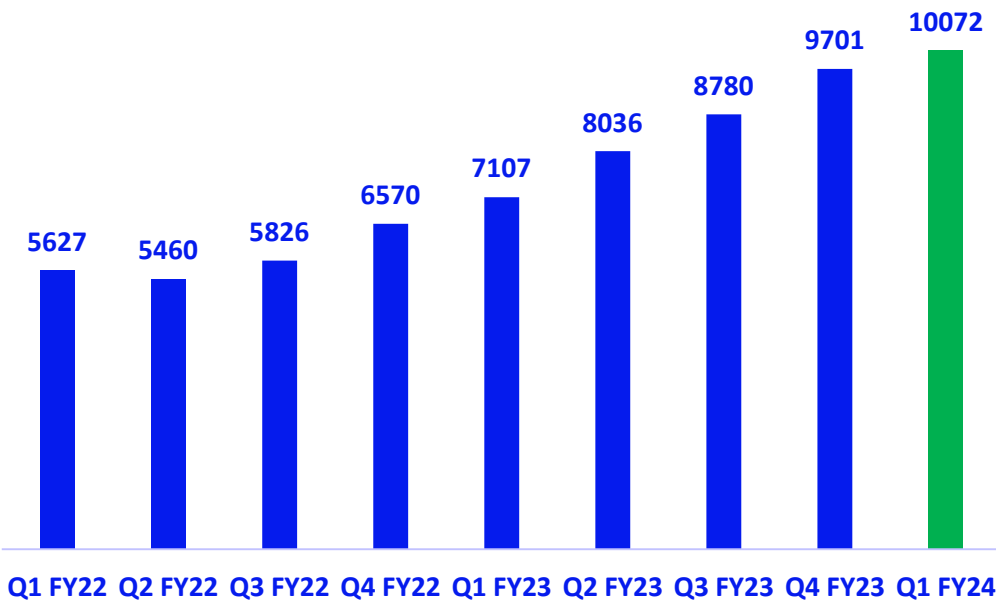
↑ 6%

Gold Loan – Our DNA

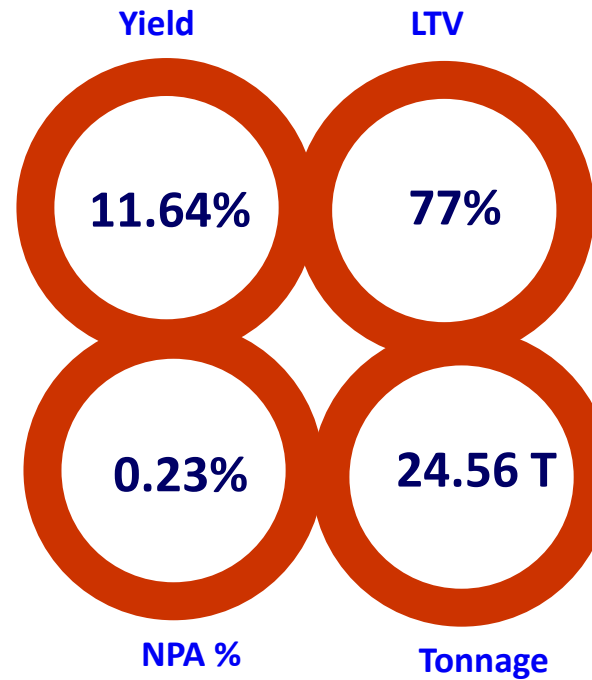
(Amt in Cr)

Portfolio Movements

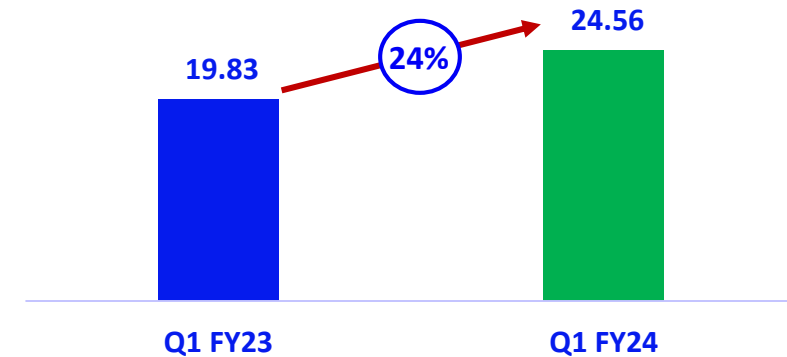
↑ 42% YoY ↑ 4% QoQ



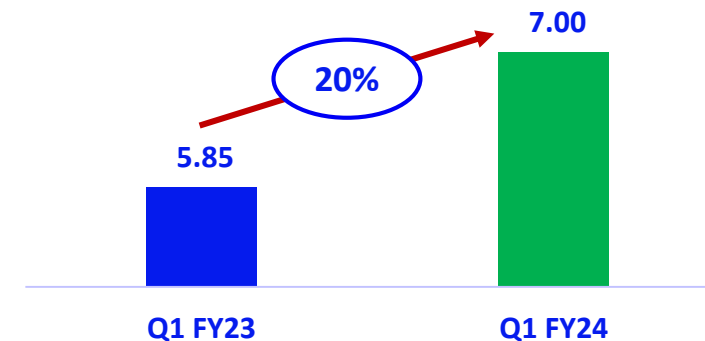
Portfolio Quality



Tonnage

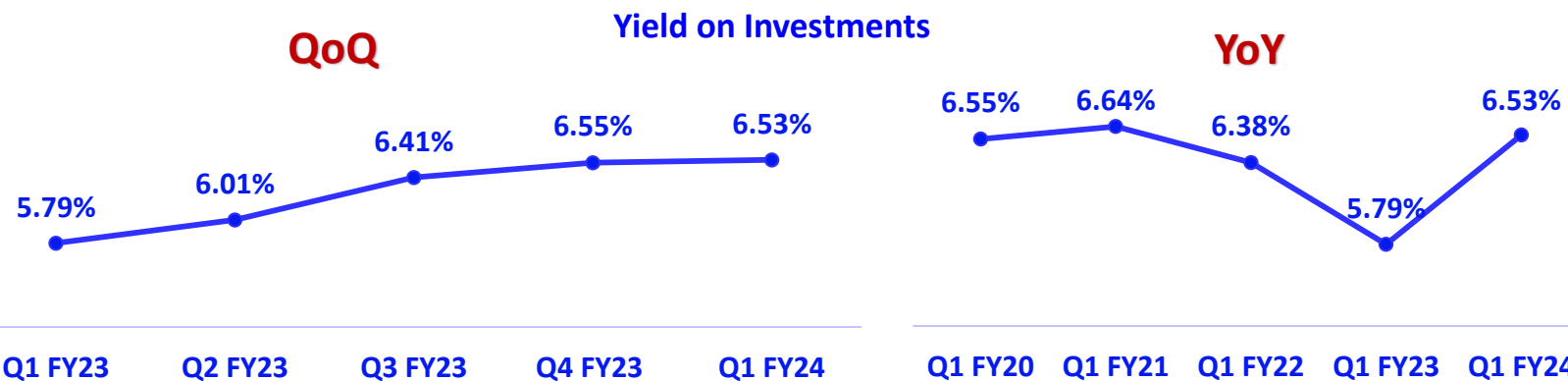
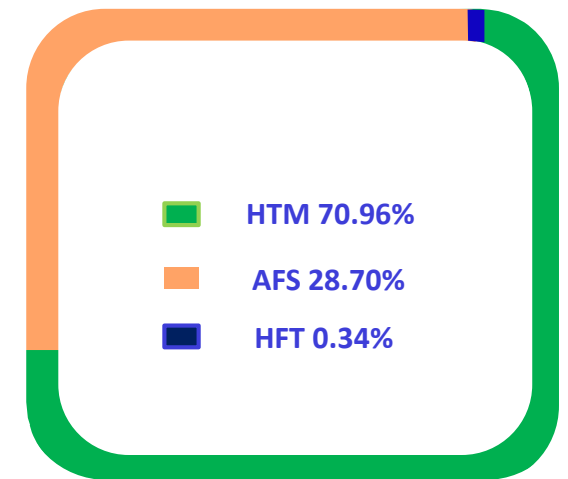
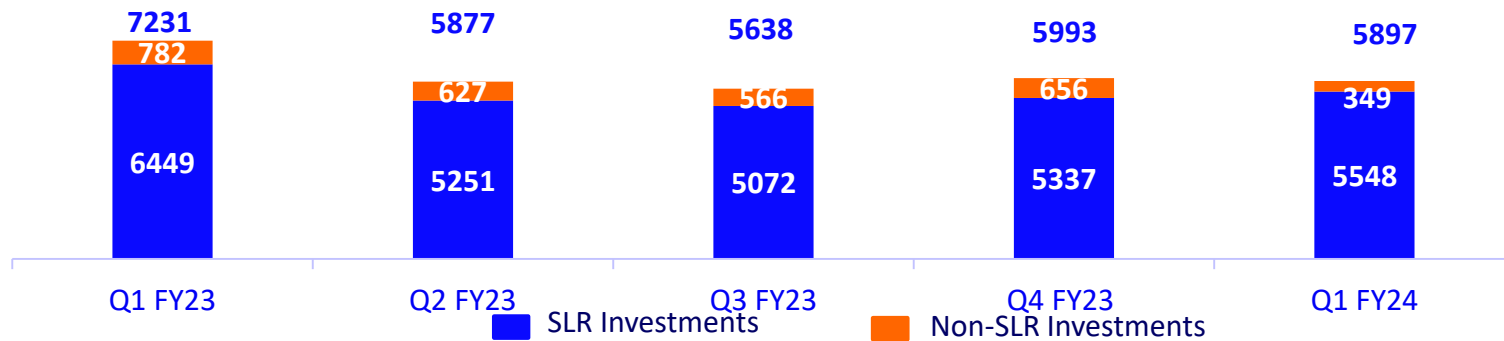


No of Accounts (in Lakhs)



Investments

(Amt in Cr)

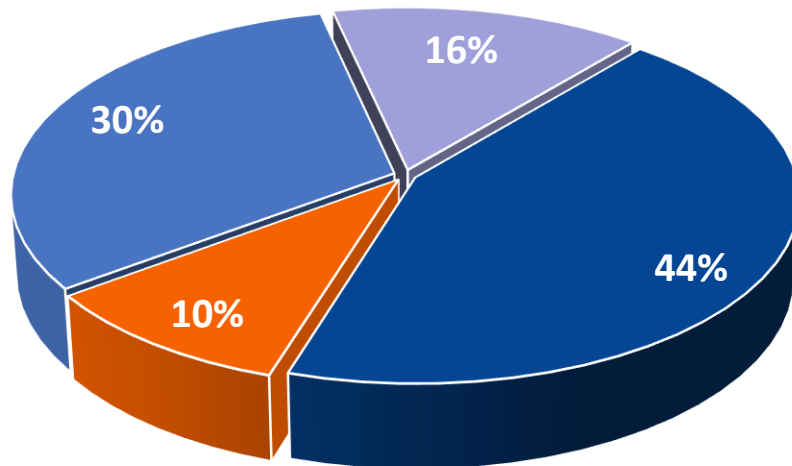


M Duration

HFT	AFS	HTM	Total
4.88	1.25	5.51	4.34

Sector Wise Exposure

Sector Wise Exposure



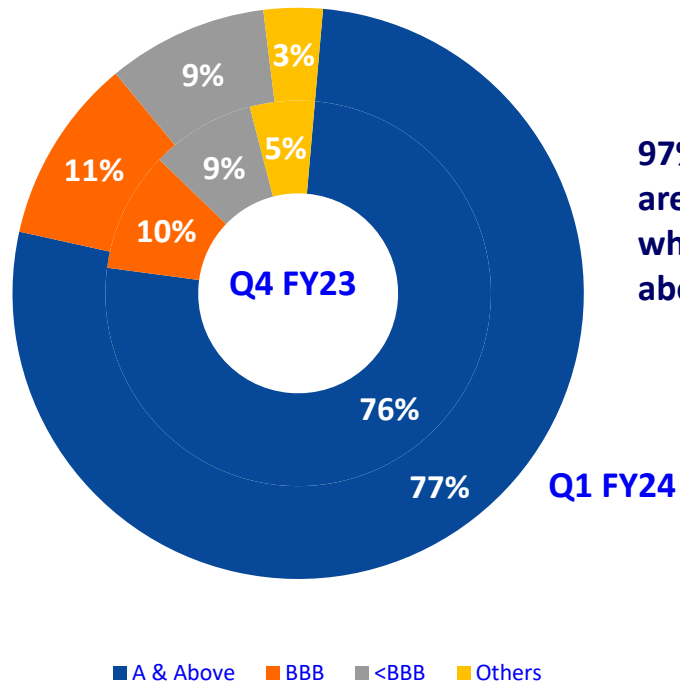
- Agriculture and Allied Activities
- Industry
- Services
- Retail & Others

Industries	% to Gross advances
Textiles	2.96%
Food Processing	1.82%
Infrastructure	0.86%
Construction	0.82%
Basic Metal and Metal Products	0.71%
Chemicals and Chemical Products (Dyes, Paints, etc)	0.61%
All Engineering	0.43%
Beverages (excluding Tea & Coffee) and Tobacco	0.42%
Vehicles, Vehicle Parts and Transport Equipments	0.41%
Leather and Leather products	0.23%
Paper and Paper Products	0.19%
Rubber, Plastic and their Products	0.19%
Gems and Jewellery	0.13%
Wood and Wood Products	0.06%
Cement and Cement Products	0.03%
Mining and Quarrying	0.01%
Other Industries	0.15%

Services	% to Gross advances
NBFCs	9.67%
HFC	4.75%
Wholesale & Retail Trade	2.30%
Tourism, Hotel and Restaurants	1.74%
Real Estate Activities	1.55%
Transport Operators	0.60%
Computer and Related Activities	0.27%
Other Services	9.33%

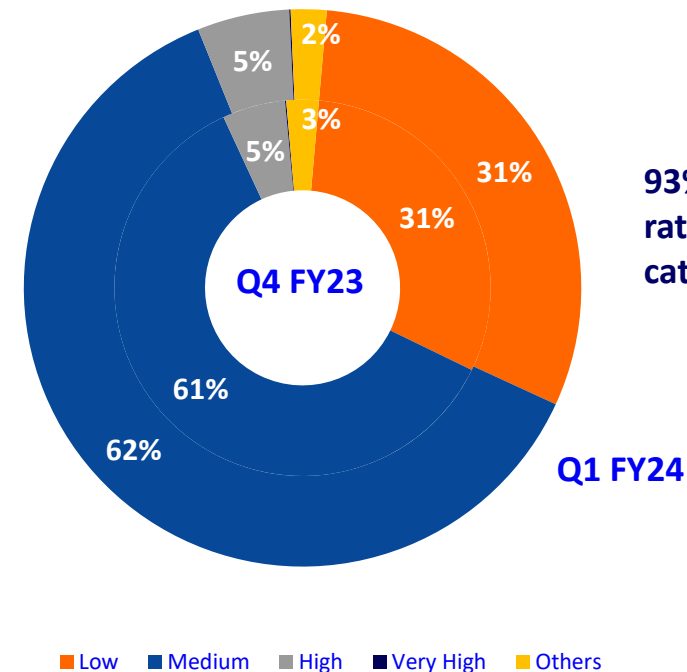
Rating wise Exposure

External Rating of Corporate Accounts (>Rs 25Cr)



97% of Corporate advances are externally rated of which 77% are having A & above rating.

Internal Rating of SME accounts



93% of SME advances are rated as Low/Medium risk categories

Profit & Loss Account - Q1 FY 24

Amt in Cr

	Q4 FY23	Q1 FY24	QoQ	Q1 FY23	YoY
Interest Income	636.5	683.5	7%	535.9	28%
Interest Expense	288.0	319.5	11%	225.2	42%
Net Interest Income	348.5	364.0	4%	310.7	17%
Treasury Profit	7.7	12.2	58%	9.9	23%
Exchange Profit	2.5	2.7	7%	2.8	-3%
Processing Fees	41.7	35.6	-15%	7.7	364%
Commission Income	31.2	26.7	-14%	17.9	49%
PSLC Income	7.6	0.0	-100%	0.0	-
Other Income	35.6	44.3	25%	16.5	168%
Total Non Interest Income	126.3	121.5	-4%	54.9	122%
Total Net Operating Income	474.8	485.5	2%	365.5	33%
Staff Cost	155.6	182.0	17%	122.2	49%
Other Opex	117.3	122.1	4%	88.6	38%
Total Opex	272.9	304.1	11%	210.8	44%
Operating Profit	201.8	181.4	-10%	154.7	17%

	Q4 FY23	Q1 FY24	QoQ	Q1 FY23	YoY
Operating Profit	201.8	181.4	-10%	154.7	17%
Provision for NPA	-17.6	3.7	-121%	-1.2	-414%
Other Provisions	8.3	1.0	-85%	2.9	-56%
Total Provisions	-9.3	4.7	-154%	1.7	182%
Profit Before Tax	211.1	176.7	-16%	153.0	15%
Tax	54.7	44.5	-19%	38.5	15%
Profit/Loss (-) After Tax	156.4	132.2	-15%	114.5	15%

- NII up by 17% YoY
- Non Interest income up by 122% YoY
- ~5x Processing Fee income compared to Q1 FY 23
- Investments in people, distribution and systems resulted in increase in Opex
- Quarterly Operating Profit of Rs 181 Cr - up by 17% YoY
- Q1 PAT of Rs 132 Crs- up by 15% YoY

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Balance Sheet – Q1 FY 24

Amt in Cr

30-06-2022

30-06-2023

YoY (%)

31-03-2023

QoQ (%)

Liabilities

Capital	173.5	173.5	0%	173.5	0%
Reserves & Surplus	2593.2	3164.0	22%	3030.1	4%
Deposits	20266.8	24475.5	21%	24505.8	0%
Of Which CASA	7121.9	7548.1	6%	7886.3	-4%
Borrowings	1985.0	913.9	-54%	783.0	17%
Other Liabilities & Provisions	476.2	637.3	34%	669.9	-5%
Total	25494.8	29364.2	15%	29162.3	1%

Cash & Balance with RBI	1,112.7	1,415.3	27%	1,469.9	-4%
Balance with Banks Money at call & Short Notice	36.5	72.3	98%	366.8	-80%
Investments	7,105.4	5,751.0	-19%	5,848.7	-2%
Advances	16,142.1	21,103.5	31%	20,650.6	2%
Fixed Assets	286.8	319.6	11%	319.4	0%
Other Assets	811.3	702.5	-13%	506.9	39%
Total	25,494.8	29,364.2	15%	29,162.3	1%

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Asset Quality

Amt in Cr

QoQ movement

	Q1 FY23 (3 months)	Q2 FY23 (3 months)	Q3 FY23 (3 months)	Q4 FY23 (3 months)	Q1 FY24 (3 months)
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Gross NPA Movement

Opening Balance of Gross NPA	290	293	291	271	263
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Additions	37	42	26	35	33
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Sub-total (A)	327	335	317	306	296
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Less:-

(i) Upgradations	15	13	10	10	7
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(ii) Recoveries	17	20	32	29	16
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(iii) Technical/ Prudential Write-offs	-	-	-	-	-
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(iv) Write-offs	2	11	4	4	2
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Sub-total (B)	34	44	46	44	25
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Closing balance of Gross NPA (A – B)	293	291	271	263	271
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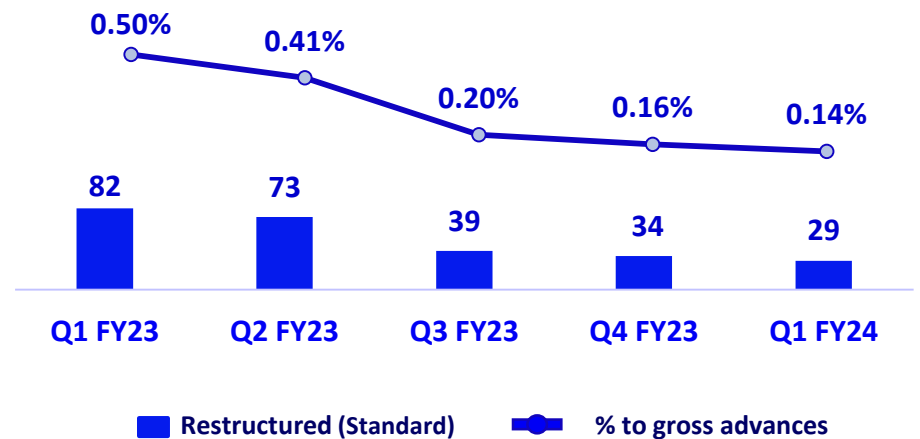
Security Receipts

	Q1 FY23	Q2 FY23	Q3 FY23	Q4 FY23	Q1 FY24
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Book Value	155	152	143	143	143
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Net Book Value	33	13	0	0	0
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Restructured (Standard)

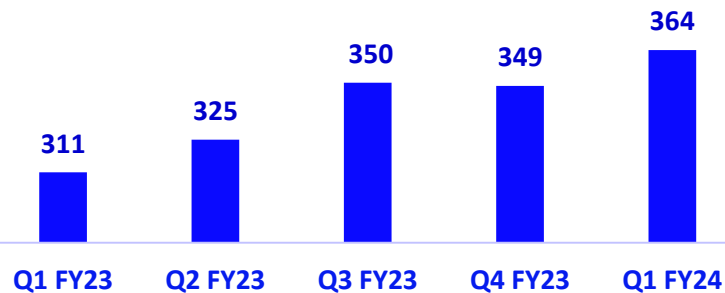


Profitability Ratios

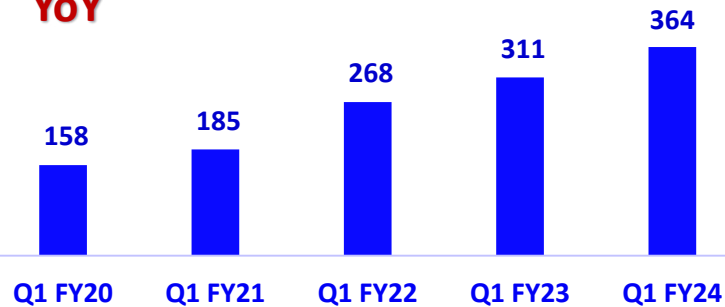
Net Interest Income (in Cr)

(in Cr)

QoQ

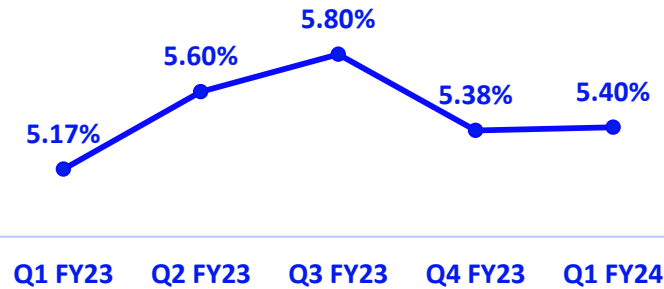


YoY

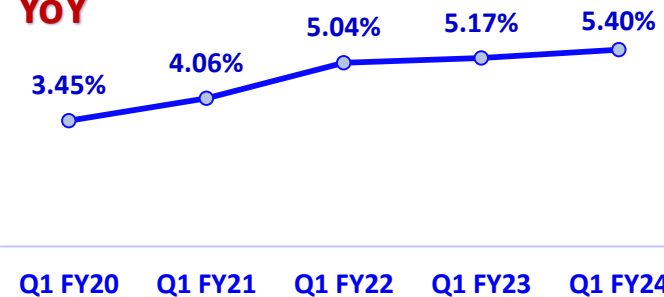


NIM

QoQ



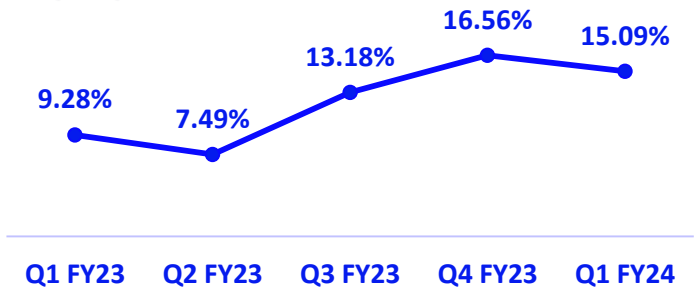
YoY



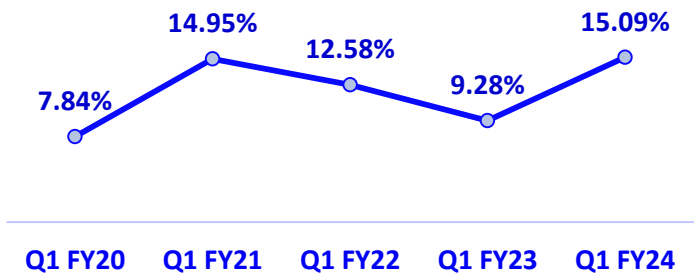
*NIM = NII/Avg interest earning assets

Non interest Income to Total Income

QoQ



YoY



Profitability Ratios

Opex to Average assets

QoQ



Q1 FY23 Q2 FY23 Q3 FY23 Q4 FY23 Q1 FY24

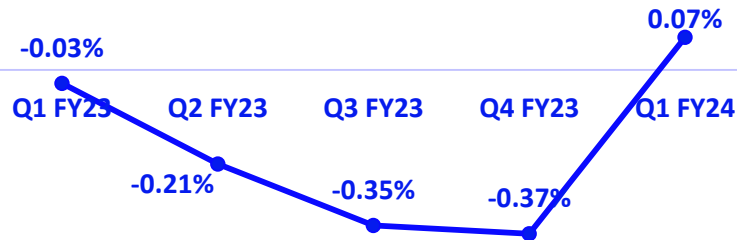
YoY



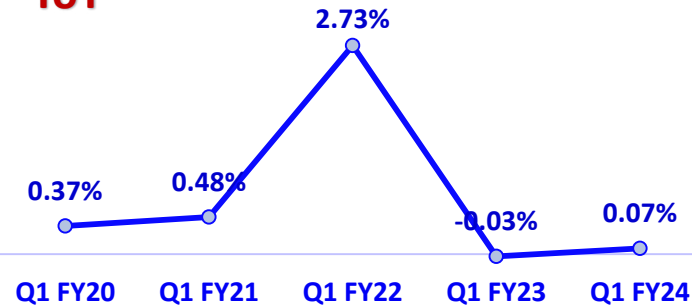
Q1 FY20 Q1 FY21 Q1 FY22 Q1 FY23 Q1 FY24

Credit Cost

QoQ



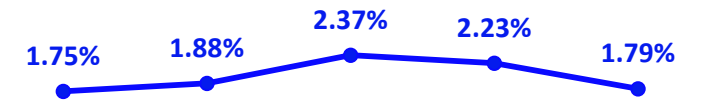
YoY



Q1 FY20 Q1 FY21 Q1 FY22 Q1 FY23 Q1 FY24

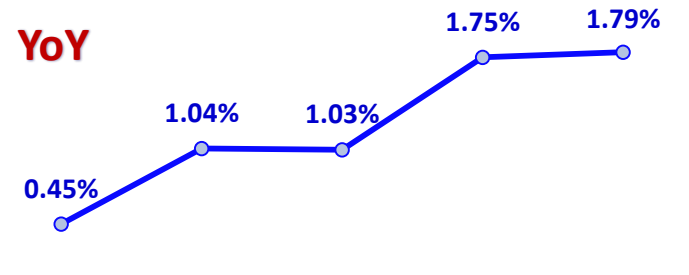
RoA

QoQ



Q1 FY23 Q2 FY23 Q3 FY23 Q4 FY23 Q1 FY24

YoY



Q1 FY20 Q1 FY21 Q1 FY22 Q1 FY23 Q1 FY24

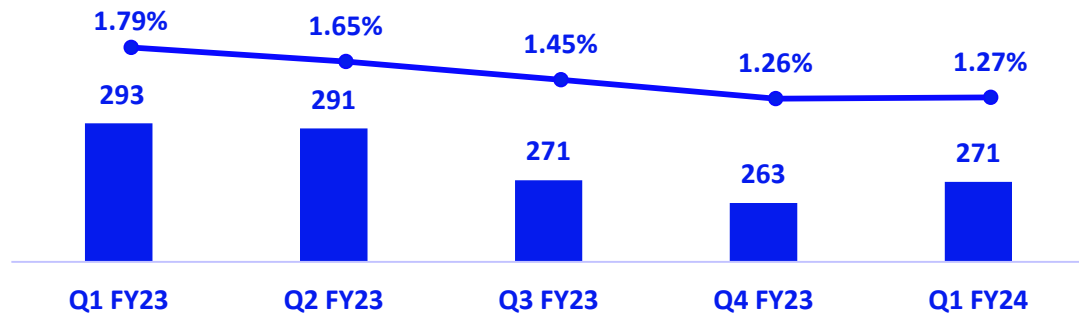
Asset Quality Ratios

Amt in Cr

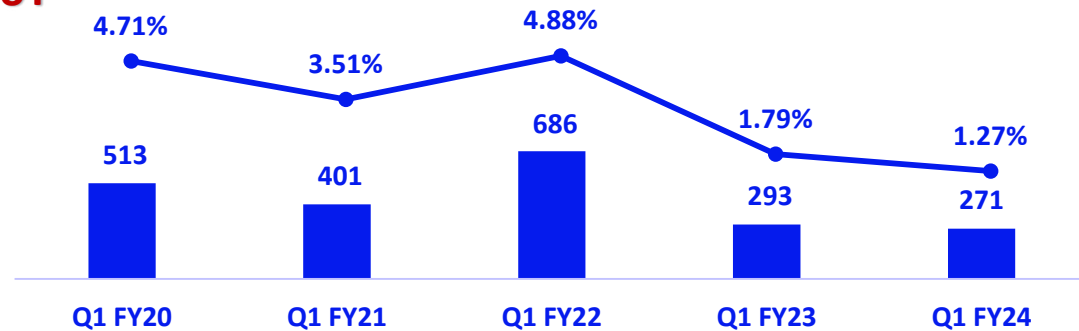
Gross NPA

Gross NPA %

QoQ



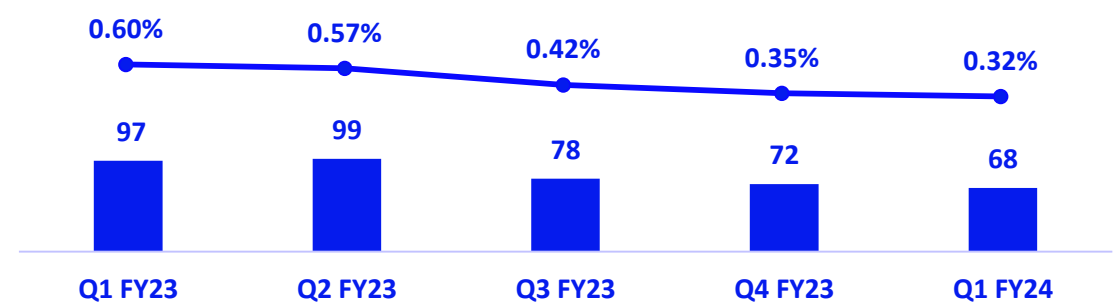
YoY



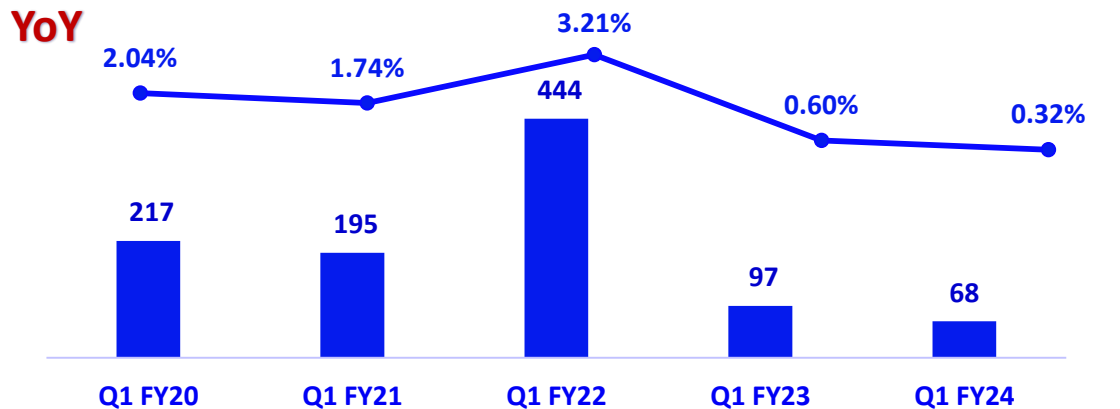
Net NPA

Net NPA %

QoQ



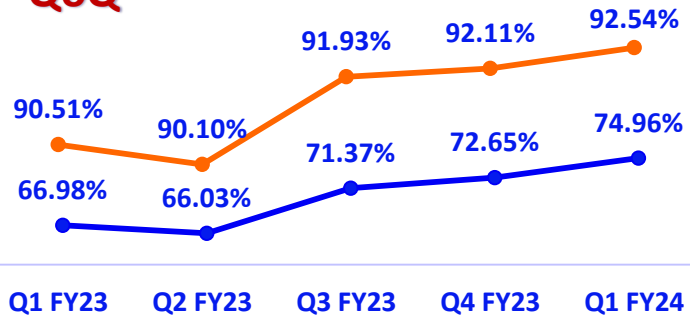
YoY



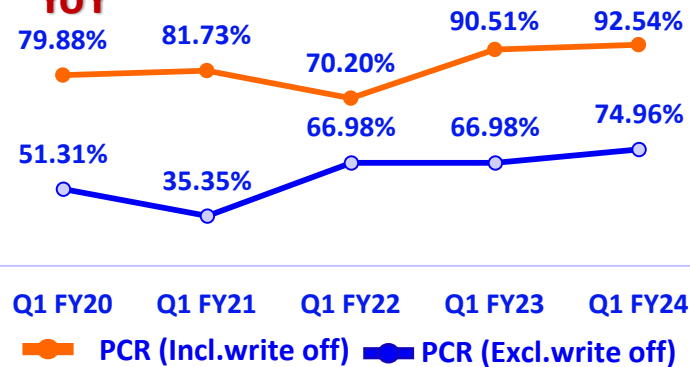
Profitability Ratios

Provision Coverage Ratio

QoQ

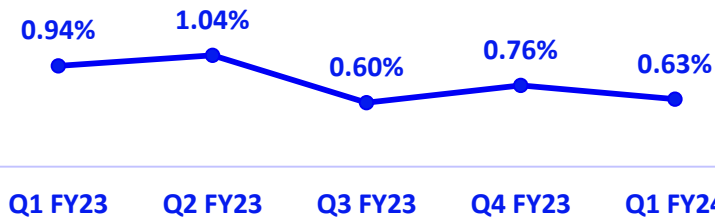


YoY

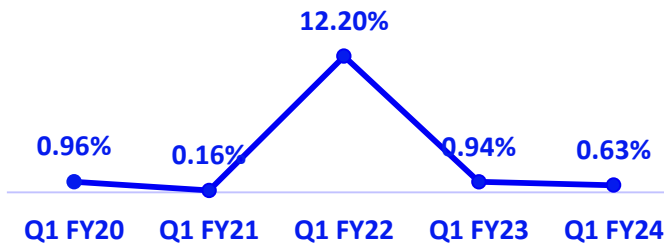


Slippage Ratio

QoQ

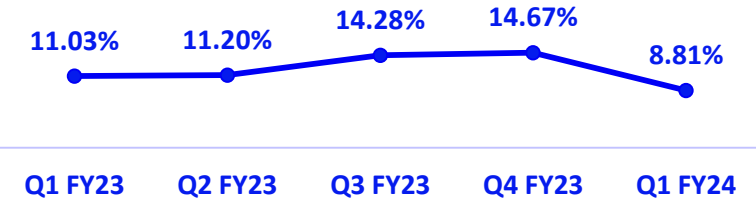


YoY

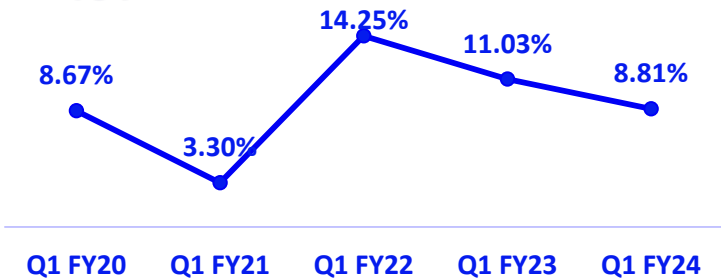


Recovery Rate

QoQ



YoY

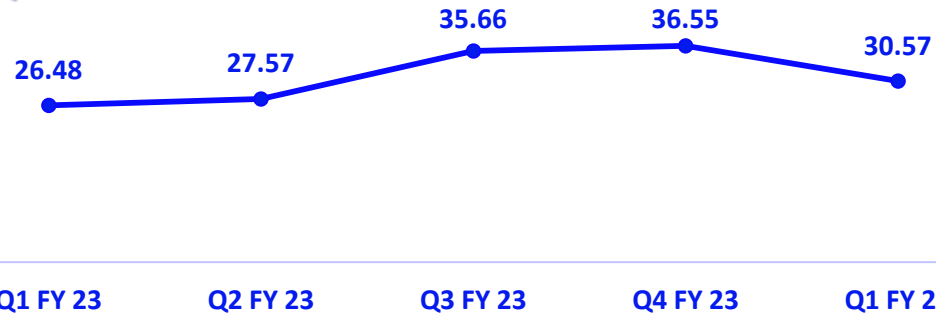


Share Holders Return & Risk Ratios

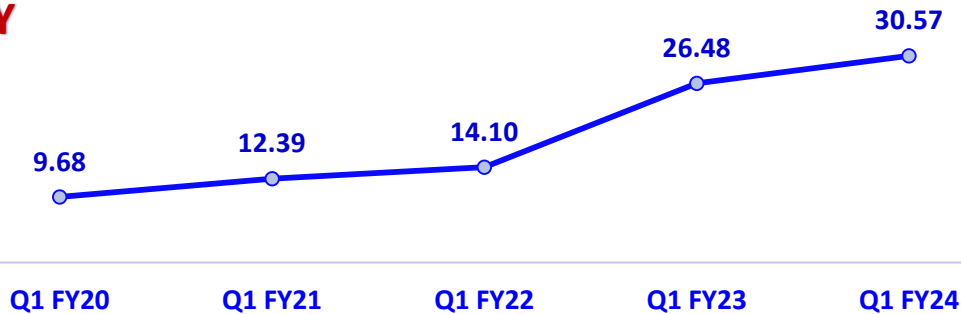
EPS

(in Rs)

QoQ

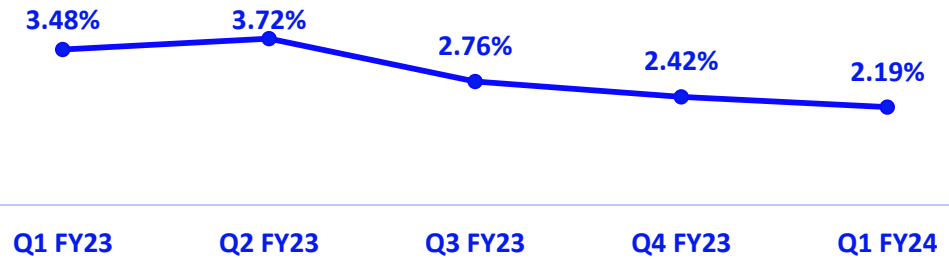


YoY

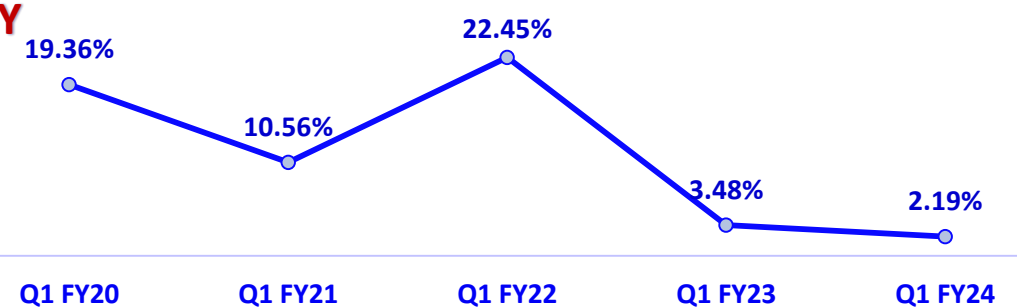


Net NPA to Networth

QoQ



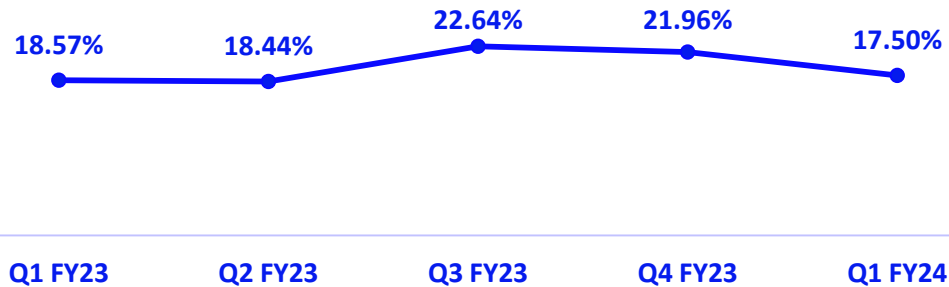
YoY



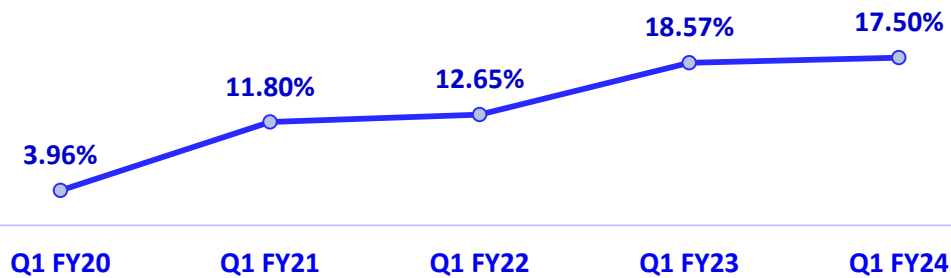
Share Holders Return & Risk Ratios

RoE

QoQ



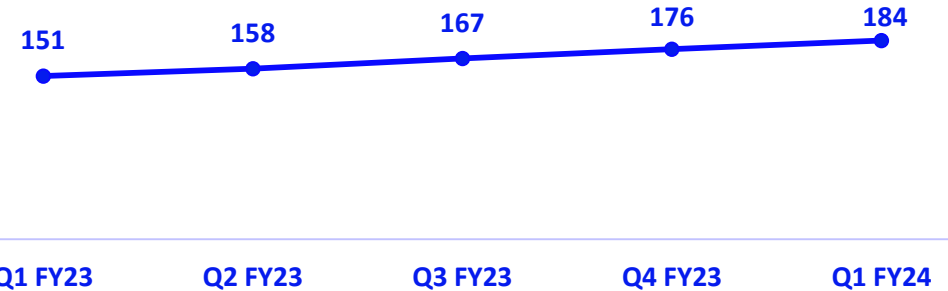
YoY



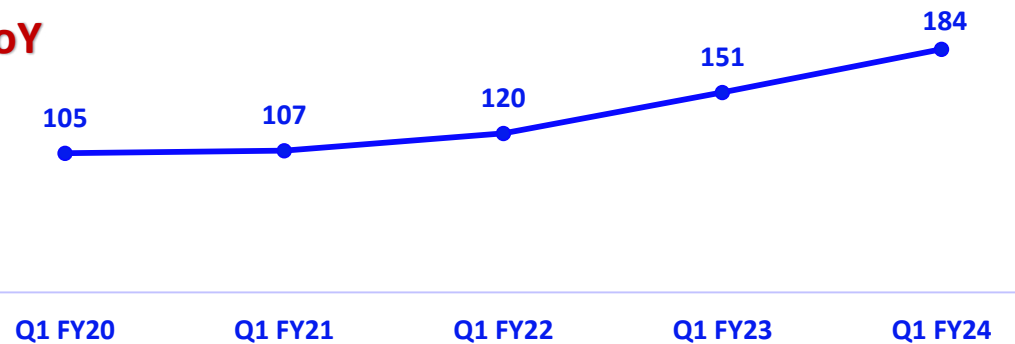
Book Value per Share

(in Rs)

QoQ



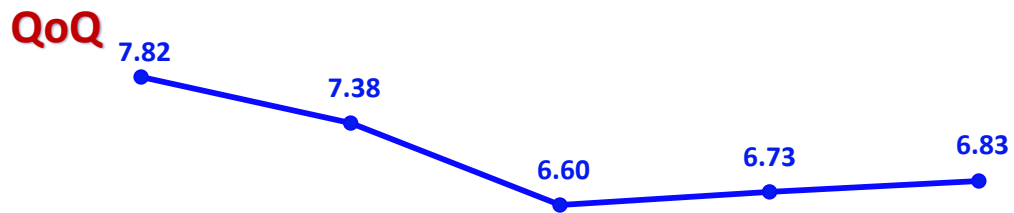
YoY



Efficiency Ratios

Business per Employee

(In Cr)



YoY



Q1 FY20 Q1 FY21 Q1 FY22 Q1 FY23 Q1 FY24

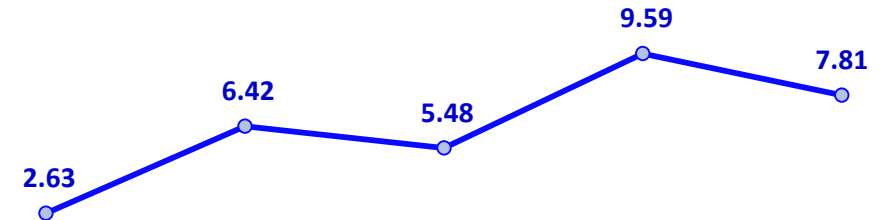
Profit per Employee

(in Lakhs)

QoQ



YoY

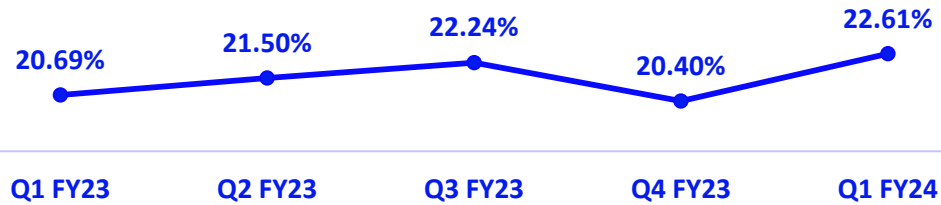


Q1 FY20 Q1 FY21 Q1 FY22 Q1 FY23 Q1 FY24

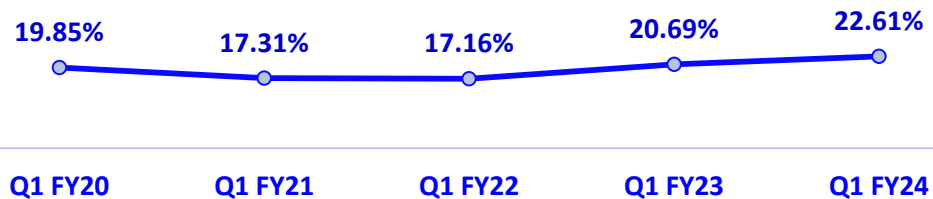
Efficiency Ratios

Staff Cost to Total Income

QoQ

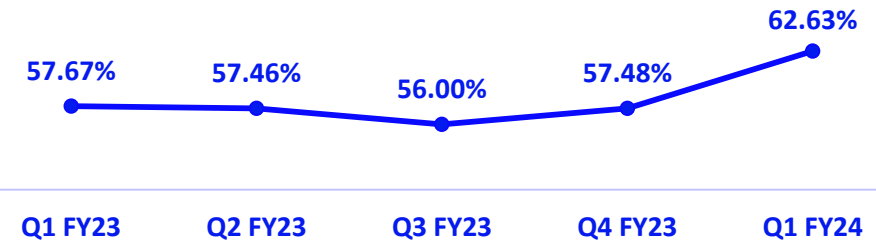


YoY

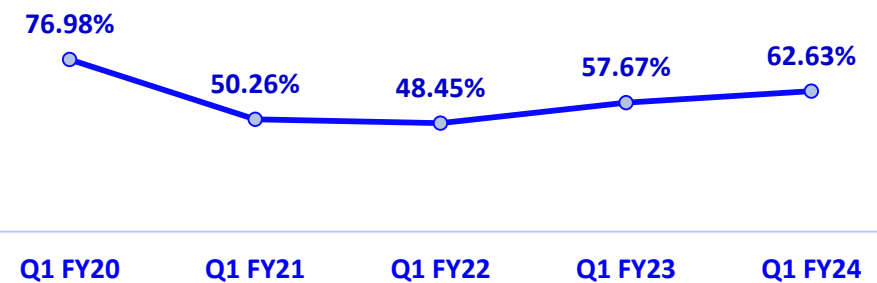


Cost to Income Ratio

QoQ



YoY



Company
Overview

Business
Overview

Earnings

Digital
Penetration

Strategy

Digital Touch Points



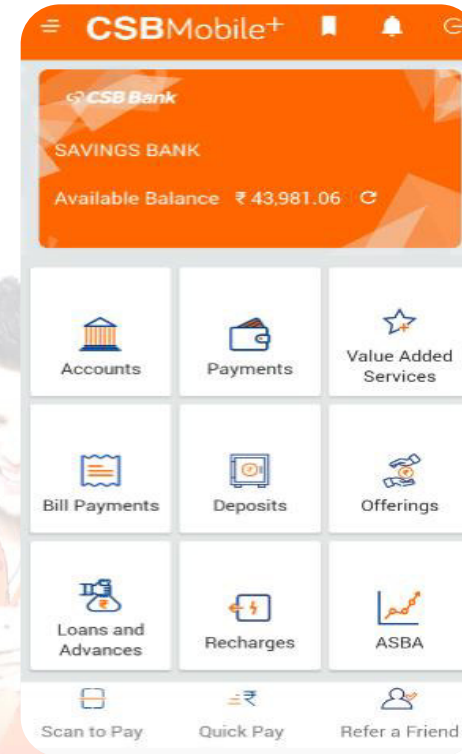
1,332 Installations



4.87 lacs+
Net Banking users



8.43 lacs + Debit Cards



4.74 lacs+ Mobile
Banking Users



Ministry of
Electronics & IT has
rated
Bank's
Digital Performance
as
"Good"
for
FY 23



6,880+ QR
Installations



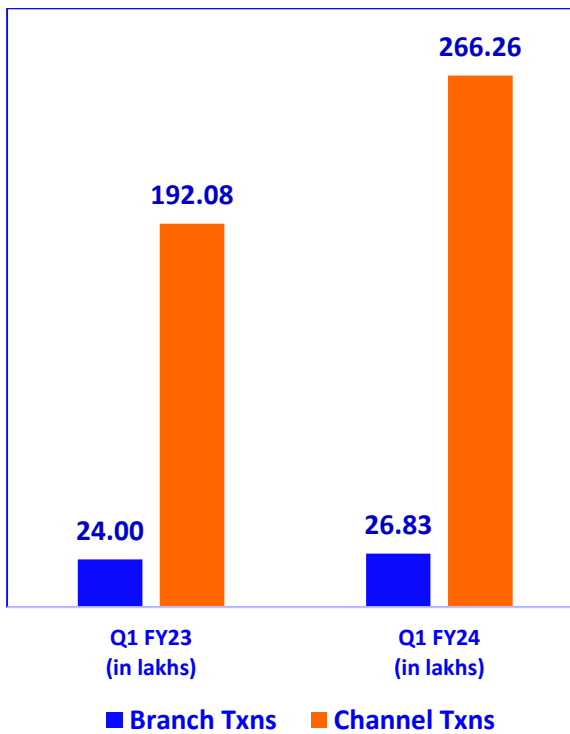
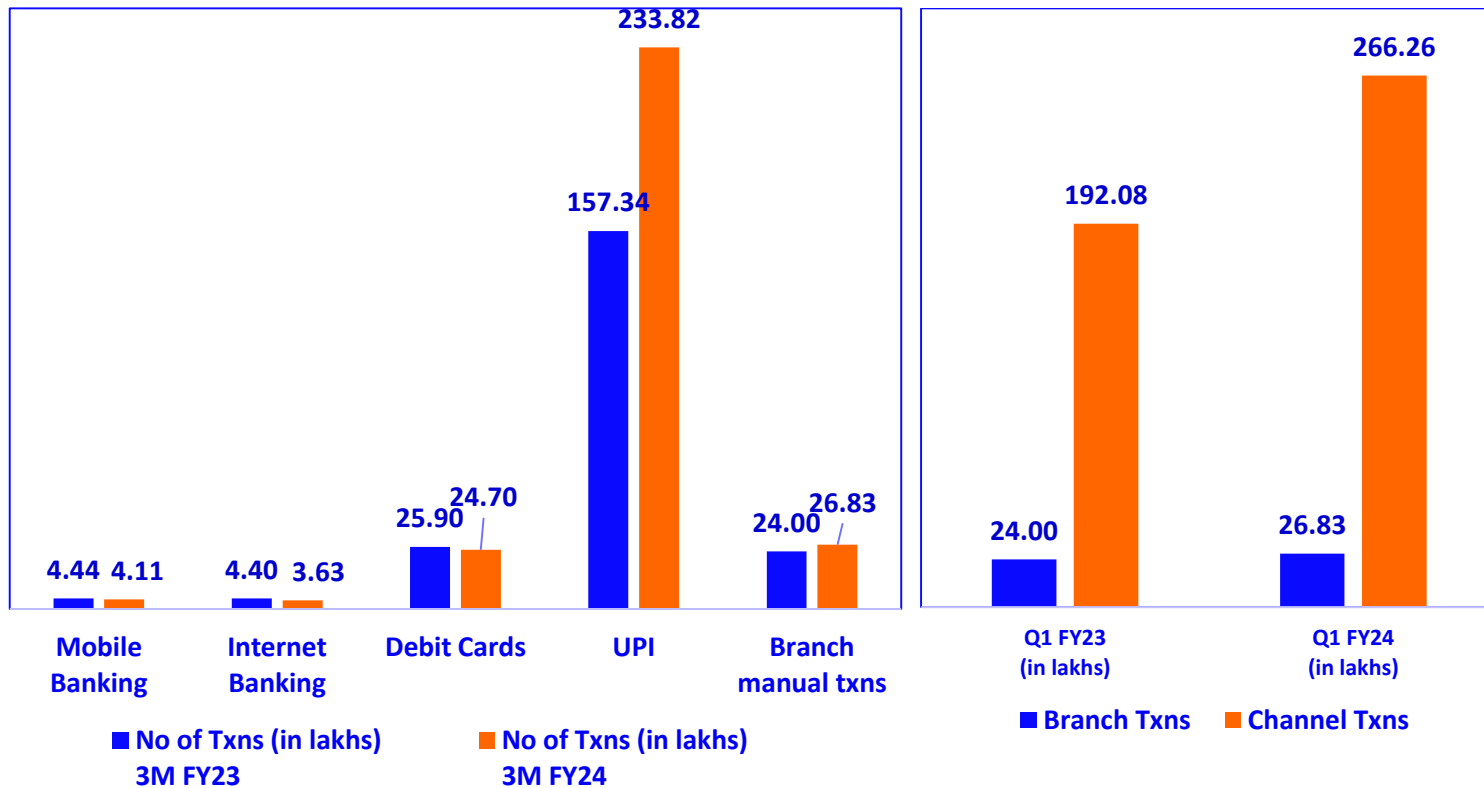
1.66 lacs+
ePassbook Downloads



540 ATM
Network

Channel Transactions

Digital vs Branch



	No of Txns	
	3M FY23 (in lakhs)	3M FY24 (in lakhs)
Mobile Banking	4.44	4.11
Internet Banking	4.40	3.63
Debit Cards	25.90	24.70
UPI	157.34	233.82
Branch manual txns	24.00	26.83
Total Channel Transactions	192.08	266.26
% of channel txns	88.89%	90.85%

**Company
Overview**

**Business
Overview**

Earnings

**Digital
Penetration**

Strategy

SBS 2030

SUSTAIN

PROFITABLE FRANCHISE



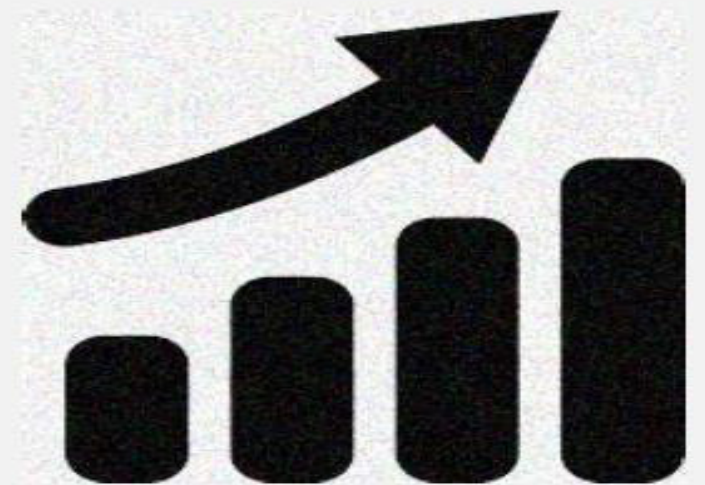
BUILD

PLATFORMS FOR FUTURE



SCALE

EXECUTE WITH GUARDRAILS





THANK YOU!

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