

SEC/160/2024

April 26, 2024

BSE Limited,  
Phiroze Jeejeebhoy Towers,  
Dalal Street,  
Mumbai 400001.  
**Scrip code: 542867**

National Stock Exchange of India Ltd.,  
Exchange Plaza, 5th Floor,  
Bandra-Kurla Complex,  
Bandra (E), Mumbai 400051.  
**Symbol: CSBBANK**

Dear Sir/Madam,

**Presentation to Institutional Investors/Analyst - Audited Financial Results for the quarter and financial year ended March 31, 2024**

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 and in continuation of our letter no. SEC/159/2024 dated April 26, 2024, please find enclosed a copy of Investor Presentation on financial and business performance of the Bank for the quarter and financial year ended March 31, 2024.

This intimation shall also be made available on the Bank's website at [www.csb.co.in](http://www.csb.co.in)

Kindly take the same on records.

Thanking You,

Yours faithfully,

**Sijo Varghese**  
**Company Secretary**

Encl: As above.

# ***INVESTOR PRESENTATION***

**Q4-FY24 / March 2024**

# Company Overview

# Business Overview

# Earnings

# Digital Penetration

# Strategy



100 Years+

779 Branches and  
731 ATM/CRMs



Branches/ATMs

A Century  
Young  
Organization



Happy  
Customers

2.1 Million+  
Happy Customers

Presence in 16  
States and 4 UTs



Network



Business

Total Business  
Crossed Rs 54,000 Crs



Banca  
Tie-Ups

8  
Bancassurance  
Tie ups with  
Industry  
Leaders

## Company Overview

## Business Overview

## Earnings

## Digital Penetration

## Strategy

### Profitability

**PAT**

**Rs. 567 Cr**

↑ 4% YoY

**NII**

**Rs. 1476 Cr**

↑ 11% YoY

**RoA**

**1.79 %**

↓ 27 bps YoY

**NIM**

**5.09 %**

↓ 39 bps YoY

**EPS**

**Rs. 32.67**

↑ Rs 1.12 YoY

### Growth

**Deposits**

**Rs. 29719 Cr**

↑ 21% YoY

**Gross Advances**

**Rs. 24572 Cr**

↑ 18% YoY

**Business**

**Rs. 54291 Cr**

↑ 20% YoY

**Gold**

**Rs. 11818 Cr**

↑ 22% YoY

**CD Ratio (Gross)**

**82.68%**

↓ 237 bps YoY

### Capital/ Liquidity

**CRAR**

**24.47%**

↓ 263 bps YoY

**Tier I**

**23.10%**

↓ 277 bps YoY

**BVPS**

**Rs.209**

↑ Rs 33 YoY

**Avg LCR**

**117%**

Stable Liquidity

**NSFR**

**149%**

Strong Funding Base

### Asset Quality

**GNPA**

**Rs. 361 Cr**

↑ Rs 98 Cr YoY

**GNPA %**

**1.47%**

↑ 21 bps YoY

**NNPA**

**Rs.125 Cr**

↑ Rs 53 Cr YoY

**NNPA %**

**0.51%**

↑ 16 bps YoY

**PCR**

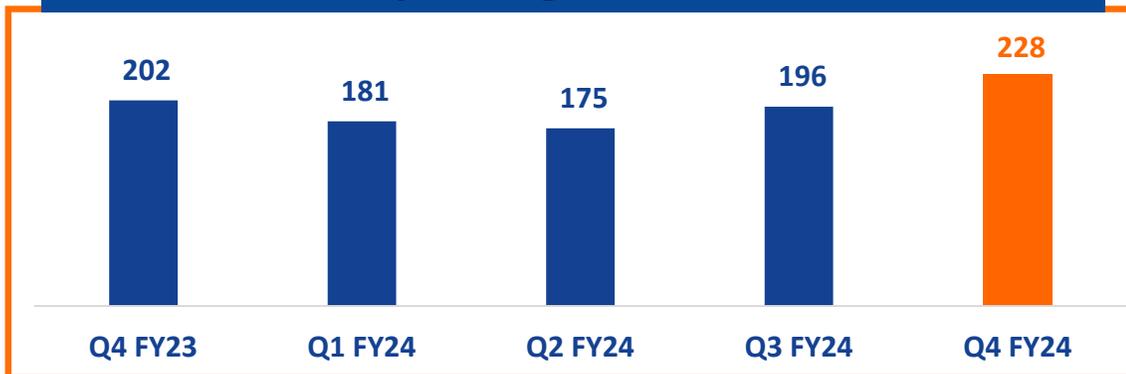
**86.44%**

↓ 567 bps YoY

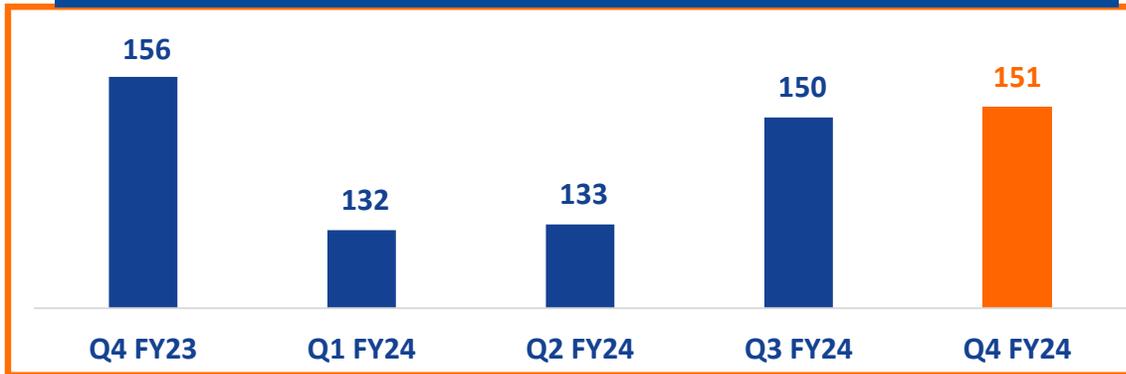
Profitability

Amt in Cr

Operating Profit QoQ



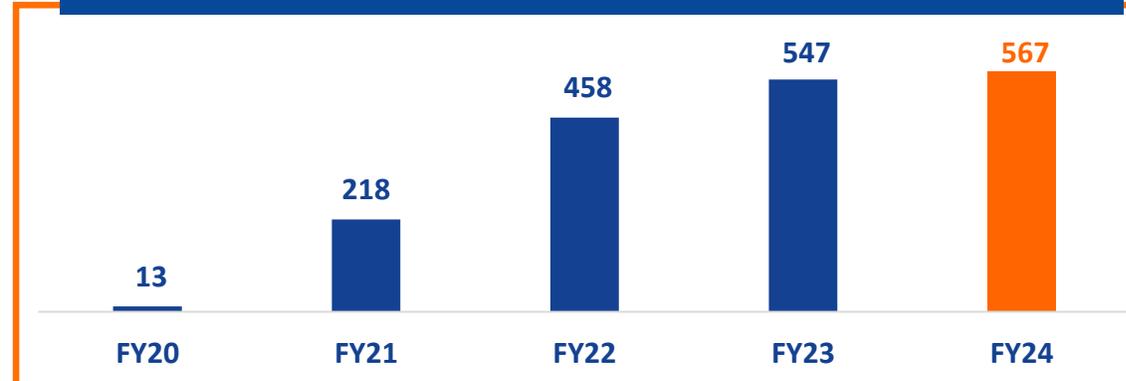
Net Profit QoQ



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

# Credit Cards, our norms range from 50%-100% based on DPD

# Company Overview

# Business Overview

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# Digital Penetration

# Strategy

## Branch Distribution

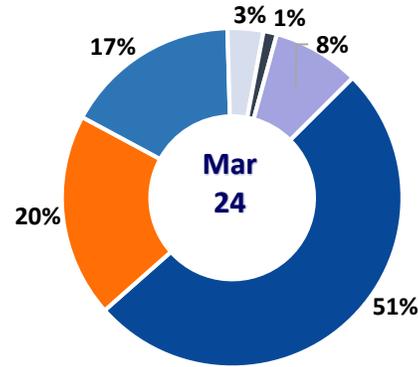
State	% distribution	
	Mar-23	Mar-24
KERALA	38%	35%
TAMIL NADU	17%	17%
ANDHRA	11%	12%
MAHARASHTRA	9%	10%
KARNATAKA	6%	7%
OTHERS	19%	*19%

\*of which Delhi (4%), Telangana (3%), Gujarat (3%)

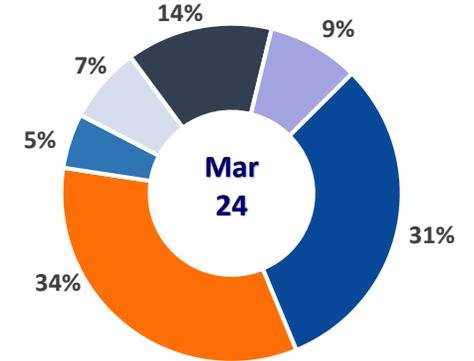
Population	No of Branches	
	Mar-23	Mar-24
Metropolitan	151	188
Urban	143	159
Semi-urban	352	366
Rural	57	66
<b>Grand Total</b>	<b>703</b>	<b>779</b>

Legend: Branches (ATM)

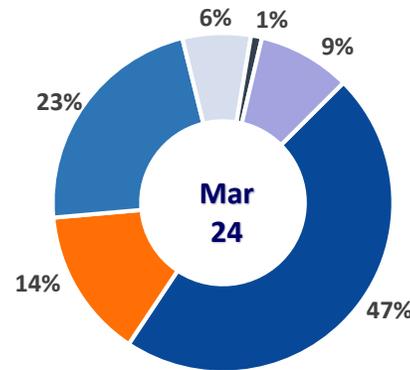
## CASA



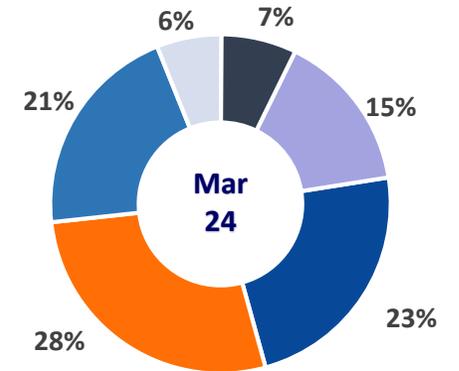
## Gold Loans



## Total Deposits



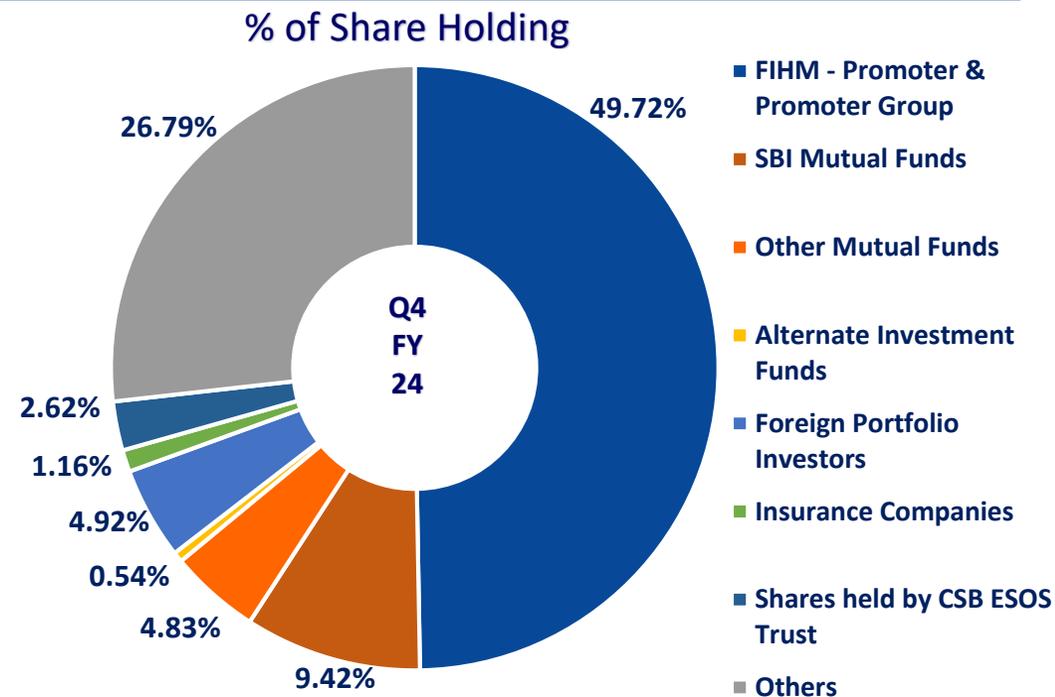
## Gross Advances



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

Share Holding Pattern

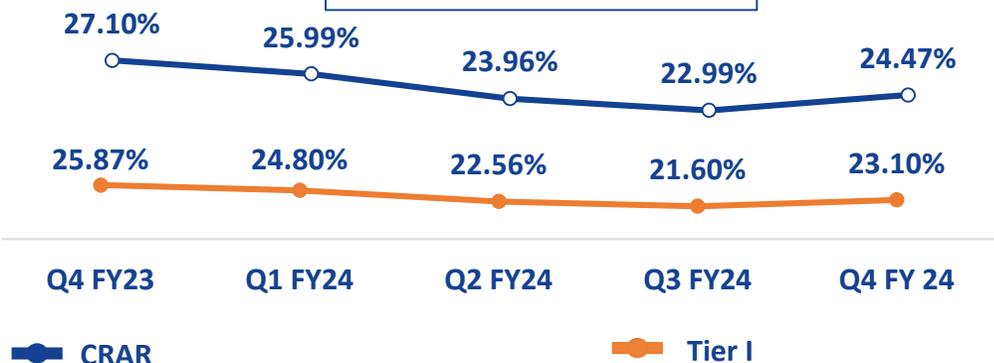
Category	No of Shareholders	No of Shares Held (in Mio)	% of Holding
FIHM - Promoter & Promoter Group	1	86.26	49.72%
SBI Mutual Funds	1	16.34	9.42%
Other Mutual Funds	15	8.37	4.83%
Alternate Investment Funds	9	0.94	0.54%
Foreign Portfolio Investors	64	8.54	4.92%
Insurance Companies	4	2.02	1.16%
Shares held by CSB ESOS Trust	1	4.55	2.62%
Others	63402	46.46	26.79%
Total	63497	173.48	100.00%



Solid CRAR & Adequate Liquidity – Our Strength

Amt in Cr

Capital Adequacy Ratio



RoRWA



RWA to Total Assets



Risk Weighted Assets



Liquidity Coverage Ratio\*



\*Average

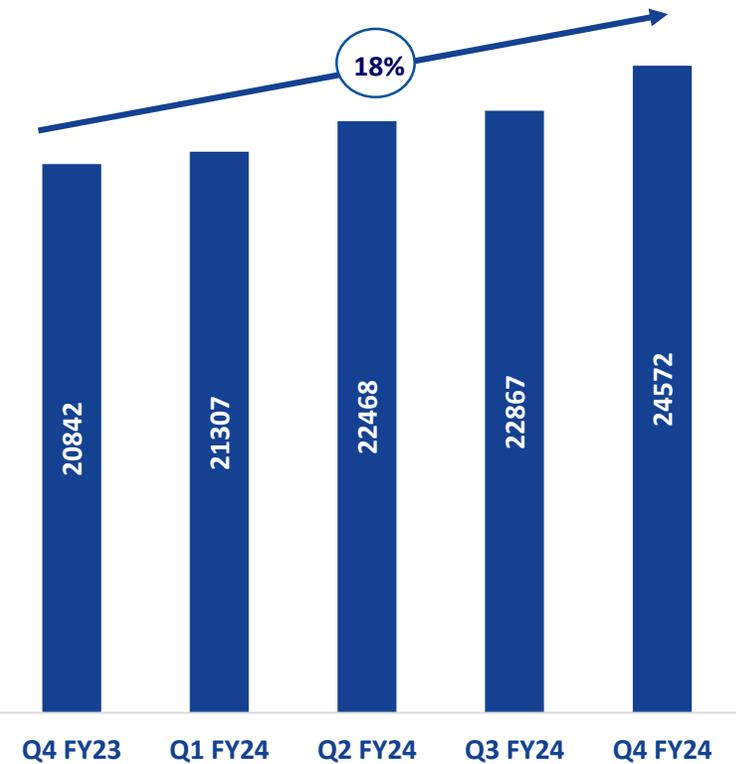
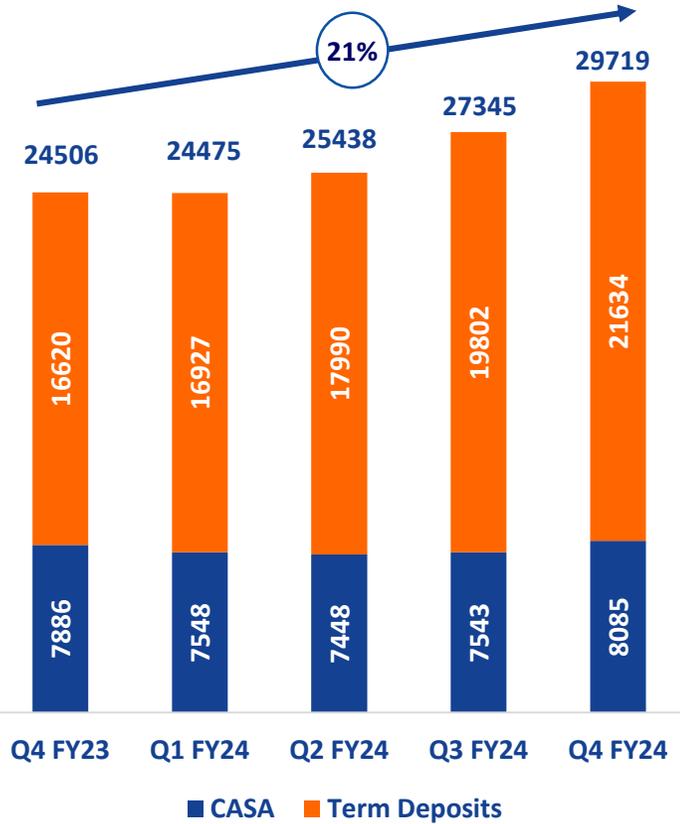
Total Deposits

(Amt in Cr)

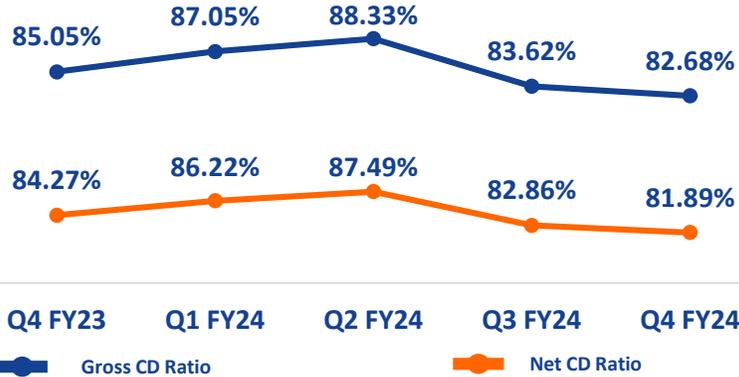
CASA Ratio

Gross Advances

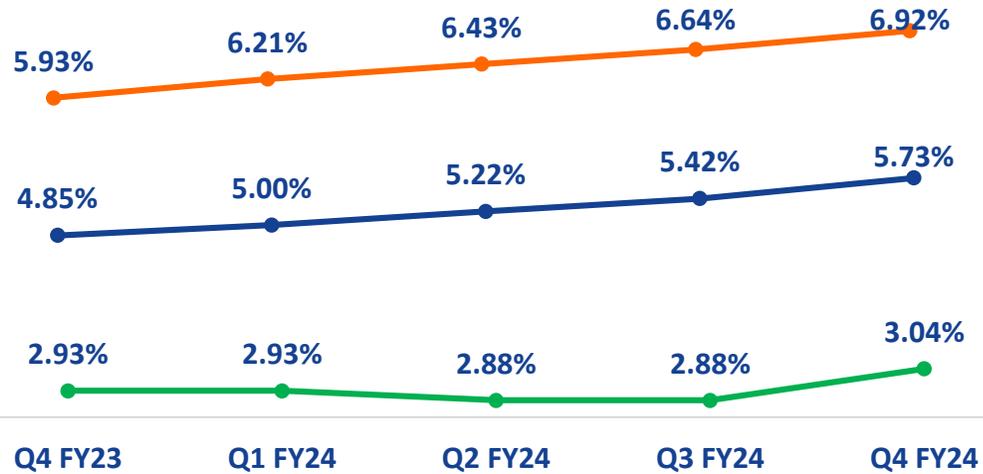
(Amt in Cr)



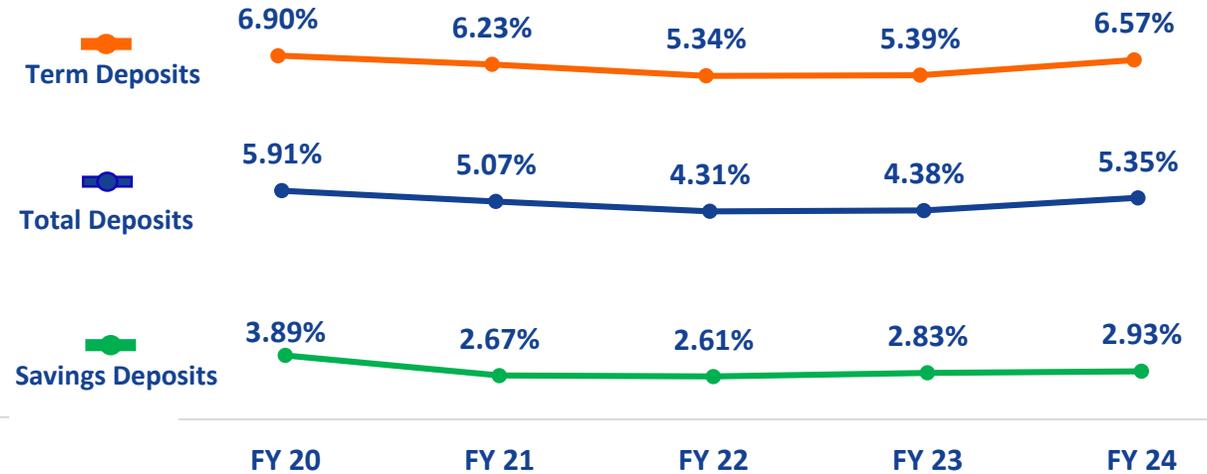
CD Ratio



Cost of Deposits (QoQ)



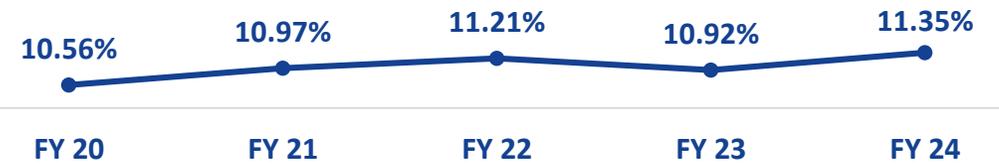
Cost of Deposits (YoY)



Yield on Advances (QoQ)



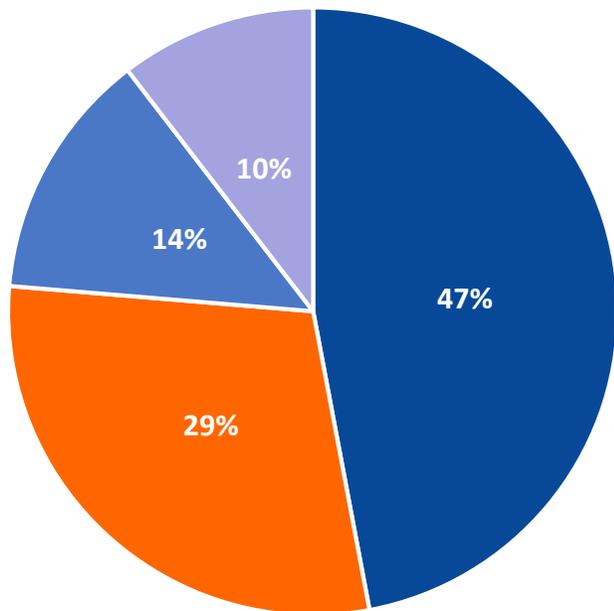
Yield on Advances (YoY)



Gross Advance Mix

(Amt in Cr)

Q4 FY 23



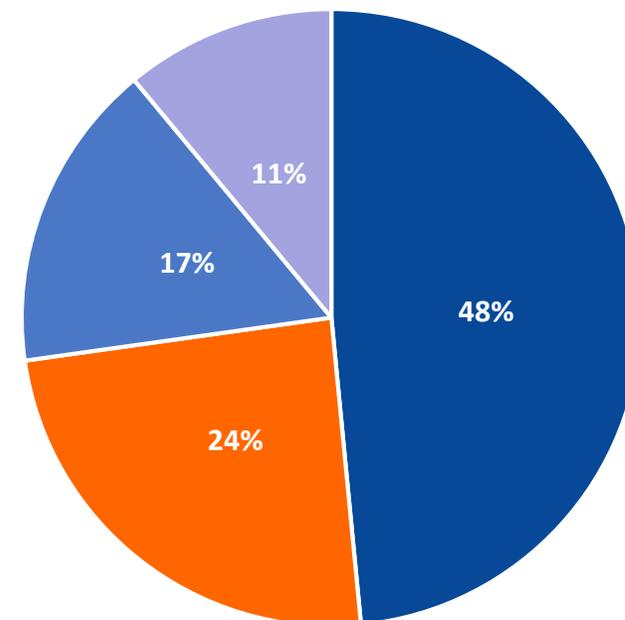
9694 Gold Loans 11818 ↑ 22%

6061 Corporate Loans 5956 ↓ -2%

2924 Retail Loans 4029 ↑ 38%

2163 SME Loans 2769 ↑ 28%

Q4 FY 24



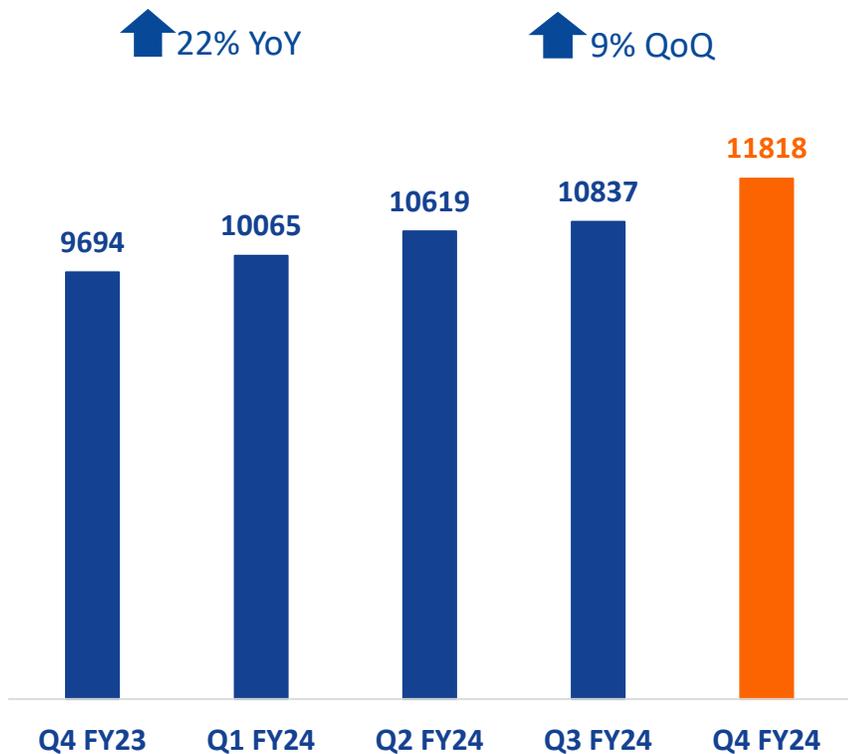
Retail Loans includes 33% Agri and 16% MFI  
Corporate Loan includes DA, LCBD, TReDs etc

Retail Loans includes 23% Agri and 14% MFI

Gold Loan – Our DNA

(Amt in Cr)

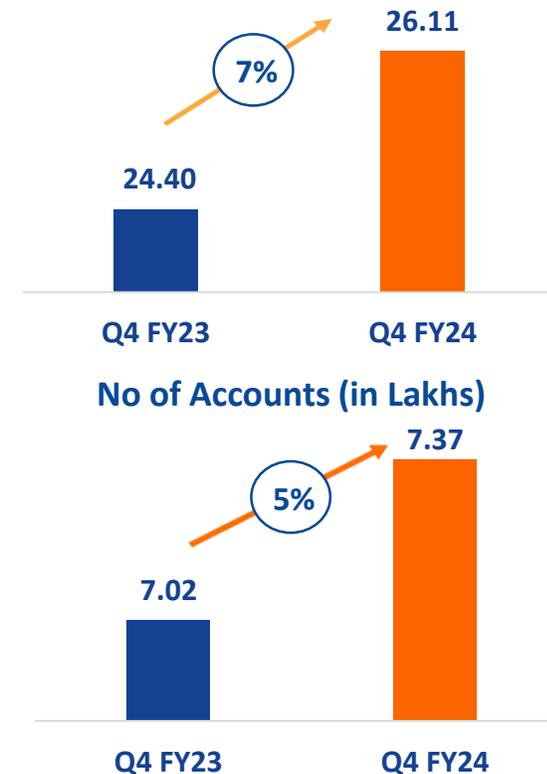
Portfolio Movements (Gross)



Portfolio Quality



Tonnage

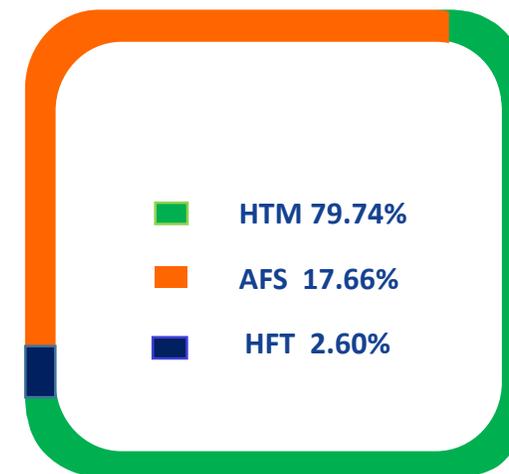
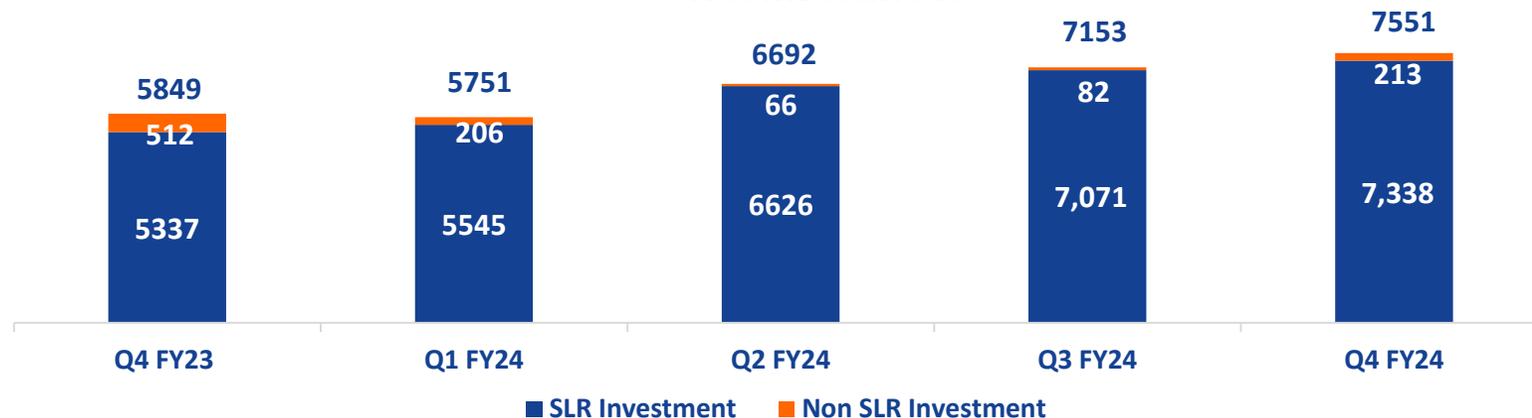


\*Actual yield for 12M

Investments

(Amt in Cr)

Net Investments



Yield on Investments

QoQ

YoY

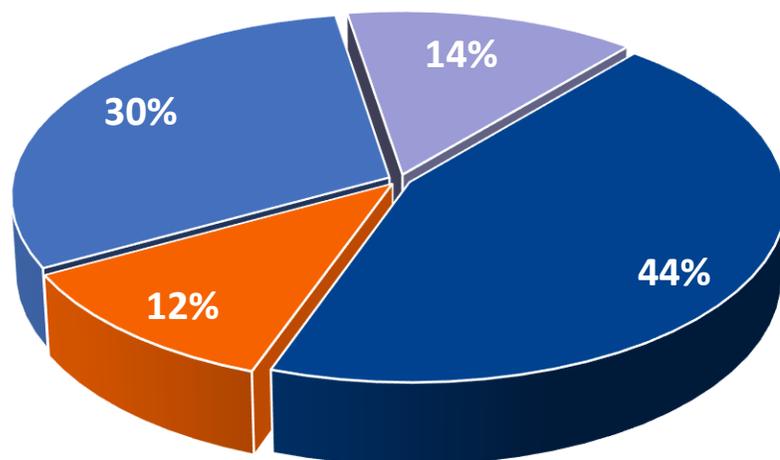


M Duration

HFT	AFS	HTM	Total
5.90	3.00	5.05	4.71

Sector Wise Exposure

Sector Wise Exposure



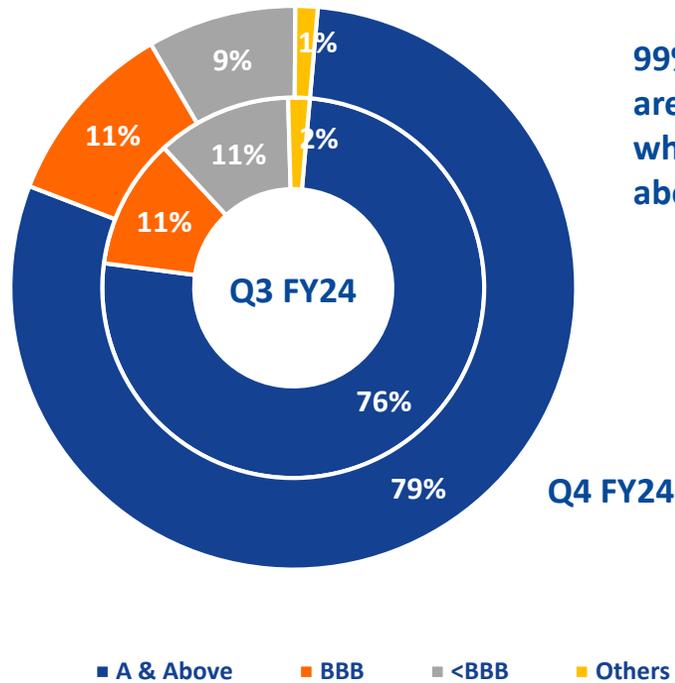
- Agriculture and Allied Activities
- Industry
- Services
- Retail & Others

Industries	% to Gross advances
Textiles	2.95%
Food Processing	1.53%
Infrastructure	1.51%
Construction	0.82%
Basic Metal and Metal Products	0.81%
Chemicals and Chemical Products (Dyes, Paints, etc)	0.90%
All Engineering	0.69%
Beverages (excluding Tea & Coffee) and Tobacco	0.57%
Vehicles, Vehicle Parts and Transport Equipments	0.30%
Rubber, Plastic and their Products	0.26%
Leather and Leather products	0.20%
Paper and Paper Products	0.22%
Mining and Quarrying	0.15%
Gems and Jewellery	0.09%
Wood and Wood Products	0.06%
Cement and Cement Products	0.03%
Other Industries	0.45%

Services	% to Gross advances
NBFCs	9.80%
HFC	4.57%
Wholesale & Retail Trade	3.43%
Tourism, Hotel and Restaurants	1.55%
Real Estate Activities	1.15%
Transport Operators	0.74%
Other Services	9.20%

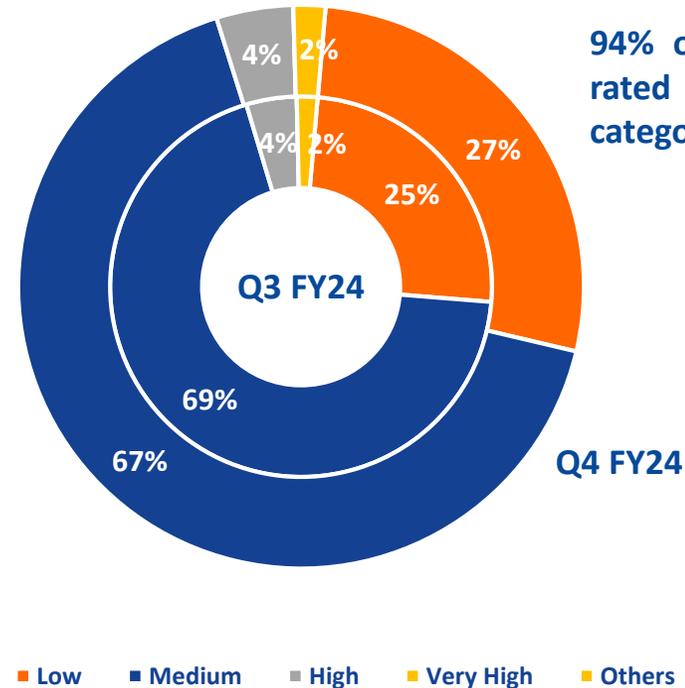
Rating wise Exposure

External Rating of Corporate Accounts (>Rs 25Cr)



99% of Corporate advances are externally rated of which 79% are having A & above rating.

Internal Rating of SME accounts



94% of SME advances are rated as Low/Medium risk categories

## Profit &amp; Loss Account - Q4 FY 24

Amt in Cr

	Q3 FY24	Q4 FY24	QoQ	Q4 FY23	YoY		Q3 FY24	Q4 FY24	QoQ	Q4 FY23	YoY
Interest Income	762	795	4%	636	25%	Operating Profit	196	228	16%	202	13%
Interest Expense	379	409	8%	288	42%	Provision for NPA	-6	6		-17	
<b>Net Interest Income</b>	<b>383</b>	<b>386</b>	<b>1%</b>	<b>348</b>	<b>11%</b>	Other Provisions	1	16		8	
Treasury Profit	13	17	36%	8	122%	Total Provisions	-5	22		-9	
Exchange Profit	3	6	74%	3	137%	Profit Before Tax	200	206	3%	211	-2%
Processing Fees	33	43	28%	42	2%	Tax	50	55	9%	55	0%
Commission Income	36	62	74%	31	99%	<b>Profit/Loss (-) After Tax</b>	<b>150</b>	<b>151</b>	<b>1%</b>	<b>156</b>	<b>-3%</b>
PSLC Income	6	7	16%	8	-5%						
Other Income	34	62	80%	34	75%	➤ NII up by 11% YoY					
<b>Total Non Interest Income</b>	<b>125</b>	<b>197</b>	<b>57%</b>	<b>126</b>	<b>56%</b>	➤ Quarterly Operating Profit of Rs 228 Cr - up by 13% YoY					
<b>Total Net Operating Income</b>	<b>508</b>	<b>583</b>	<b>15%</b>	<b>474</b>	<b>23%</b>	➤ Higher opex due to investments in people, distribution and systems					
Staff Cost	173	190	10%	153	24%	➤ Q4 PAT of Rs 151 Crs					
Other Opex	139	165	18%	119	38%						
<b>Total Opex</b>	<b>312</b>	<b>355</b>	<b>14%</b>	<b>272</b>	<b>30%</b>						
<b>Operating Profit</b>	<b>196</b>	<b>228</b>	<b>16%</b>	<b>202</b>	<b>13%</b>						

## Profit &amp; Loss Account - FY 24

Amt in Cr

	FY 23	FY24	YoY	YoY%		FY 23	FY24	YoY	YoY%
Interest Income	2320	2927	607	26%	Operating Profit	707	780	73	10%
Interest Expense	986	1451	465	47%	Provision for NPA	-43	-5	38	
<b>Net Interest Income</b>	<b>1334</b>	<b>1476</b>	<b>142</b>	<b>11%</b>	Other Provisions	17	23	6	
Treasury Profit	2	48	46	1851%	Total Provisions	-26	18	44	
Exchange Profit	10	16	6	64%	Profit Before Tax	733	762	29	4%
Processing Fees	99	151	52	52%	Tax	186	195	9	4%
Commission Income	97	164	67	69%	<b>Profit/Loss (-) After Tax</b>	<b>547</b>	<b>567</b>	<b>20</b>	<b>4%</b>
PSLC Income	11	13	2	20%					
Other Income	96	193	97	101%					
<b>Total Non Interest Income</b>	<b>315</b>	<b>585</b>	<b>270</b>	<b>85%</b>					
<b>Total Net Operating Income</b>	<b>1649</b>	<b>2061</b>	<b>412</b>	<b>25%</b>					
Staff Cost	553	715	162	29%					
Other Opex	389	566	177	45%					
<b>Total Opex</b>	<b>942</b>	<b>1281</b>	<b>339</b>	<b>36%</b>					
<b>Operating Profit</b>	<b>707</b>	<b>780</b>	<b>73</b>	<b>10%</b>					

- NII up by 11% YoY
- Non Interest income up by 85% YoY
- Operating Profit of Rs 780 Cr - up by 10% YoY
- Higher opex due to investments in people, distribution and systems
- PAT of Rs 567 Crs- up by 4% YoY

## Balance Sheet – FY 24

Amt in Cr

	31-03-2023	31-03-2024	YoY (%)	31-12-2023	QoQ (%)
<b>Liabilities</b>					
Capital	174	174	0%	174	0%
Reserves & Surplus	3030	3630	20%	3451	5%
Deposits	24506	29719	21%	27345	9%
Of Which CASA	7886	8084	3%	7543	7%
Borrowings	783	1757	124%	1361	29%
Other Liabilities & Provisions	669	776	16%	703	10%
<b>Total</b>	<b>29162</b>	<b>36056</b>	<b>24%</b>	<b>33034</b>	<b>9%</b>
<b>Assets</b>					
Cash & Balance with RBI	1470	3090	110%	2046	51%
Balance with Banks Money at call & Short Notice	367	65	-82%	55	19%
Investments	5848	7551	29%	7153	6%
Advances	20651	24336	18%	22658	7%
Fixed Assets	319	406	27%	331	23%
Other Assets	507	608	20%	792	-23%
<b>Total</b>	<b>29162</b>	<b>36056</b>	<b>24%</b>	<b>33034</b>	<b>9%</b>

## Asset Quality

Amt in Cr

Gross NPA Movement	QoQ movement					YoY Movement	
	Q4 FY23	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	FY 23	FY 24
	(3 M)	(3 M)	(3 M)	(3 M)	(3 M)	(12 M)	(12 M)
Opening Balance of Gross NPA	271	263	271	285	279	290	263
Additions	35	33	54	36	122	81	176
Sub-total (A)	306	295	325	321	401	371	438
Less:-							
(i) Upgradations	10	7	14	12	7	19	16
(ii) Recoveries	29	16	26	22	32	73	55
(iii) Technical/ Prudential Write-offs	-	-	-	-	-	0	0
(iv) Write-offs	4	2	1	8	1	16	6
Sub-total (B)	44	25	40	42	40	108	77
Closing balance of Gross NPA (A – B)	263	271	285	279	361	263	361

## Security Receipts

	Q4 FY23	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24
Book Value	143	143	140	139	135
Net Book Value	0	0	0	0	0

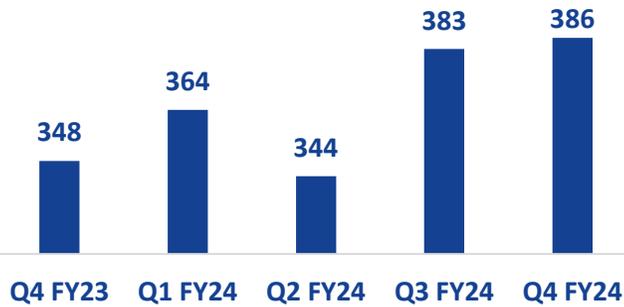
## Restructured (Standard)



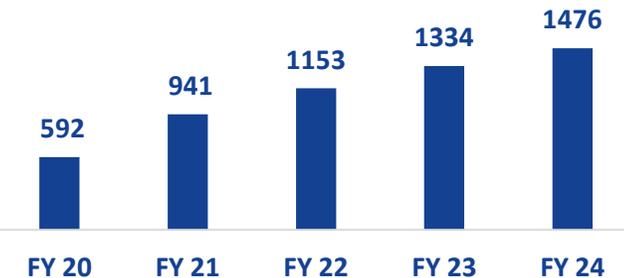
Profitability Ratios

Net Interest Income (in Cr)

QoQ

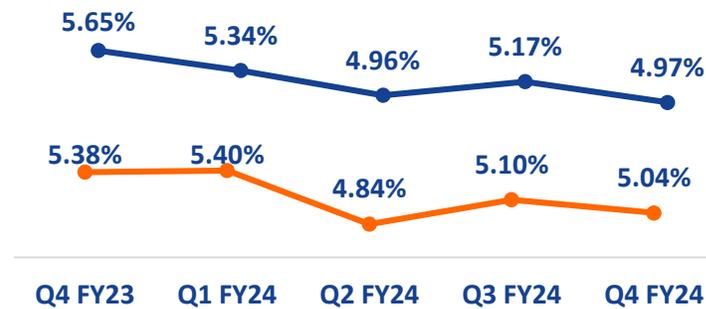


YoY

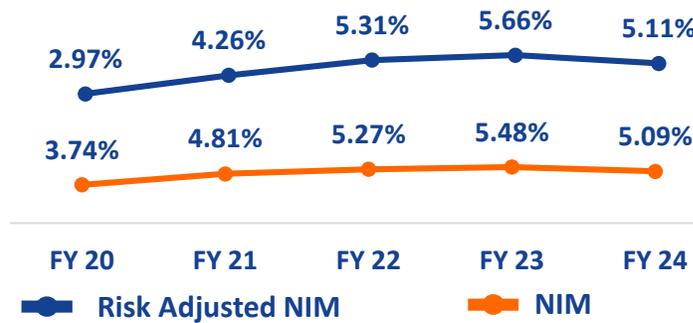


NIM

QoQ



YoY



Non interest Income to Total Income

QoQ



YoY

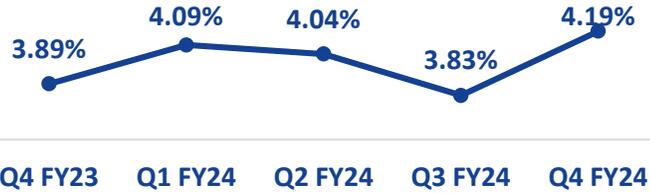


\*NIM = NII/Avg interest earning assets

Profitability Ratios

Opex to Average assets

QoQ



YoY



Credit Cost

QoQ



YoY



RoA

QoQ

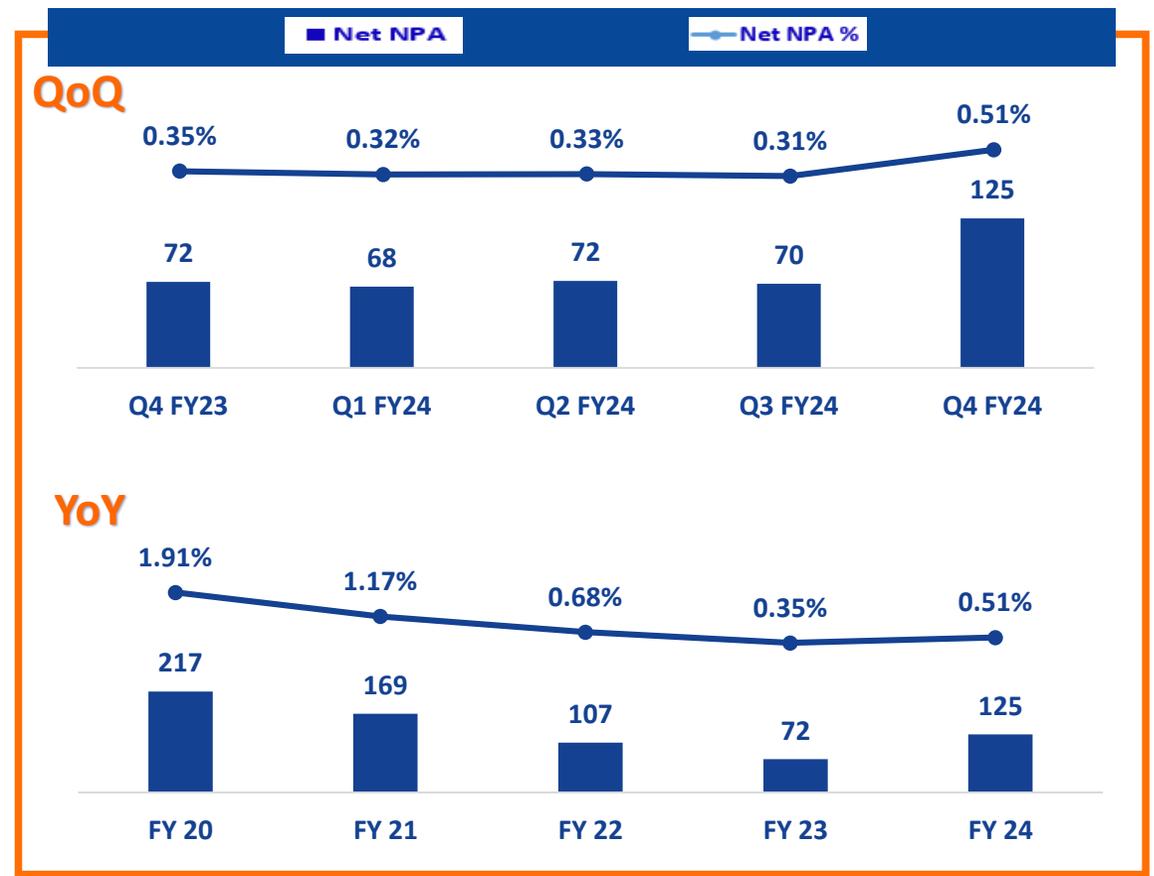
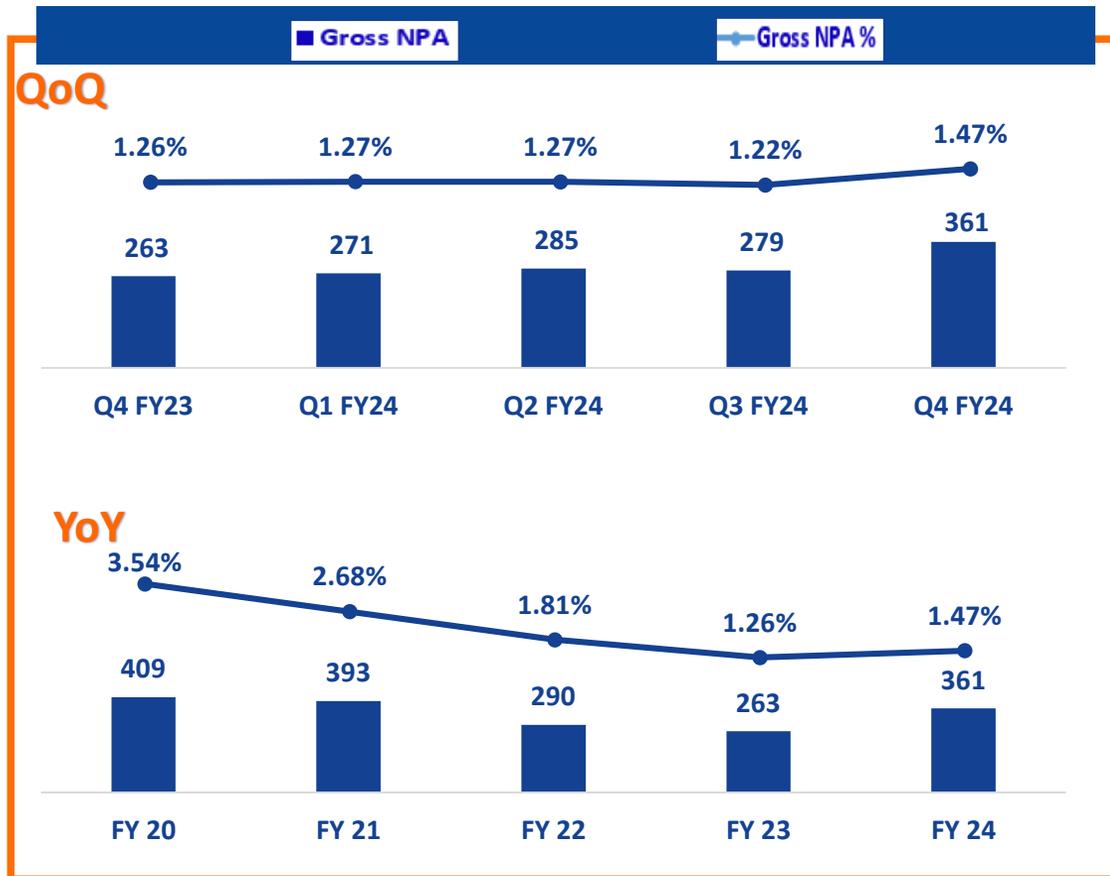


YoY



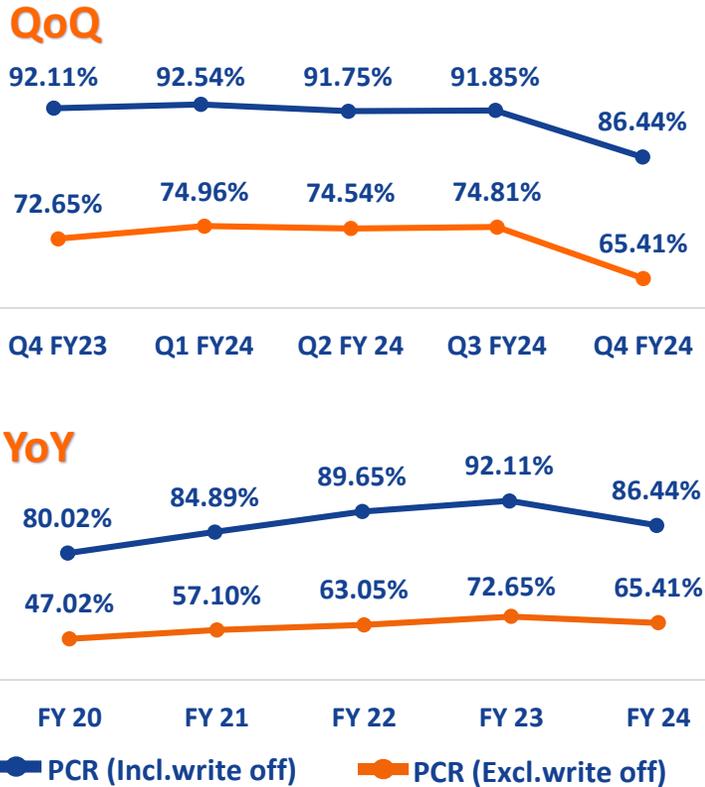
Asset Quality Ratios

Amt in Cr

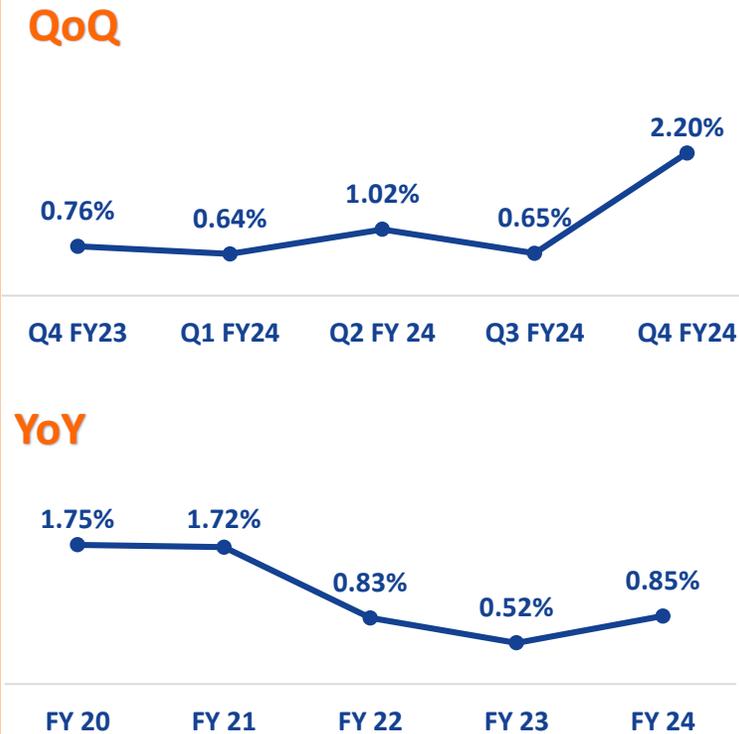


Profitability Ratios

Provision Coverage Ratio



Slippage Ratio



Recovery Rate



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)

(In Cr)

QoQ



YoY



Profit per Employee (in Lakhs)

(in Lakhs)

QoQ



YoY



Efficiency Ratios

Staff Cost to Total Income

QoQ



YoY



Cost to Income Ratio

QoQ



YoY



Digital Touch Points



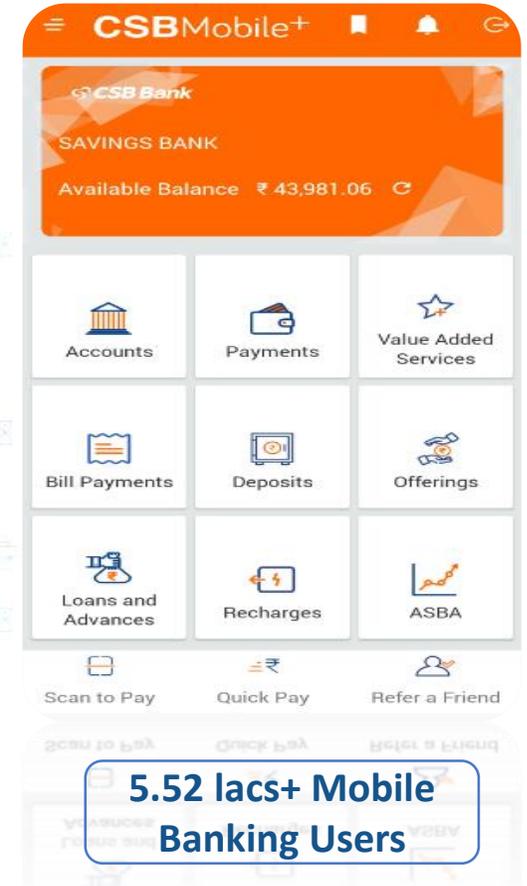
1,600+ Installations



5.63 lacs+ Net Banking users



9.29 lacs + Debit Cards



5.52 lacs+ Mobile Banking Users



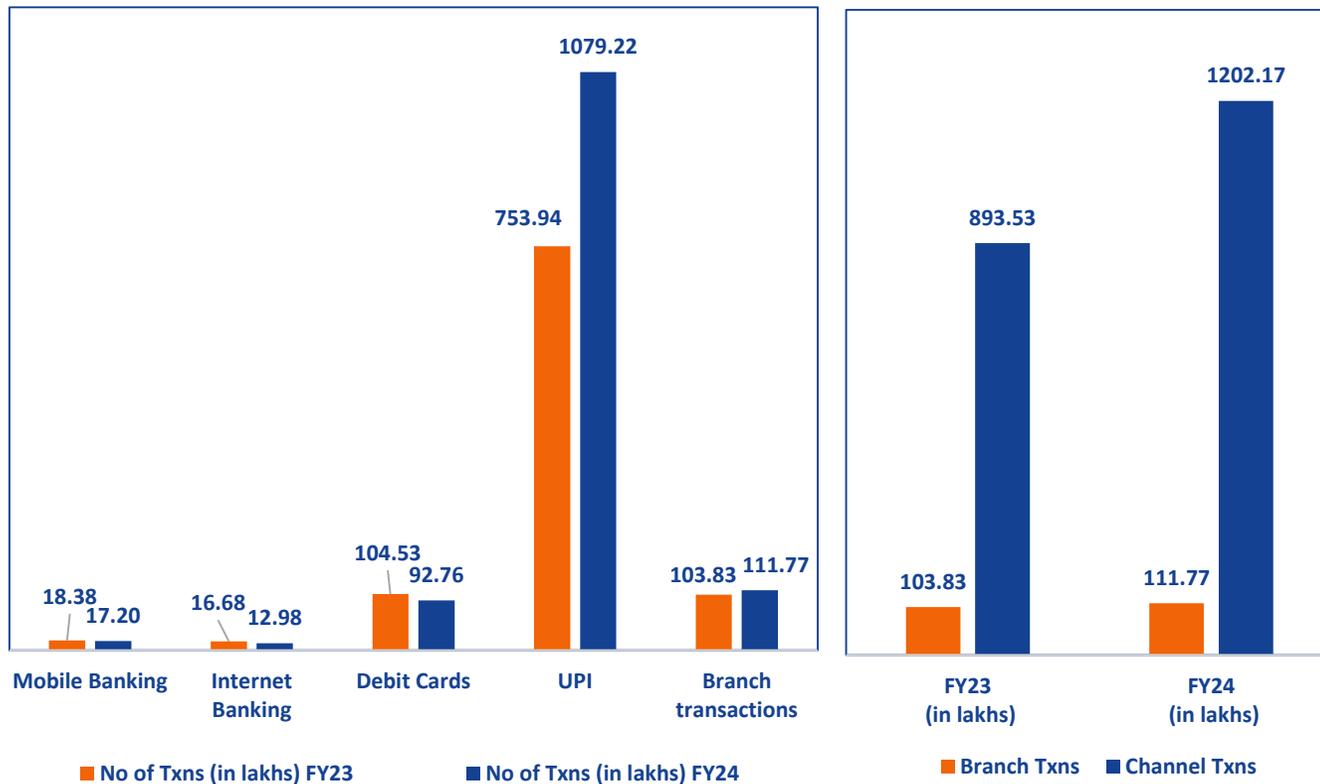
11,300+ QR Installations



731 ATM Network

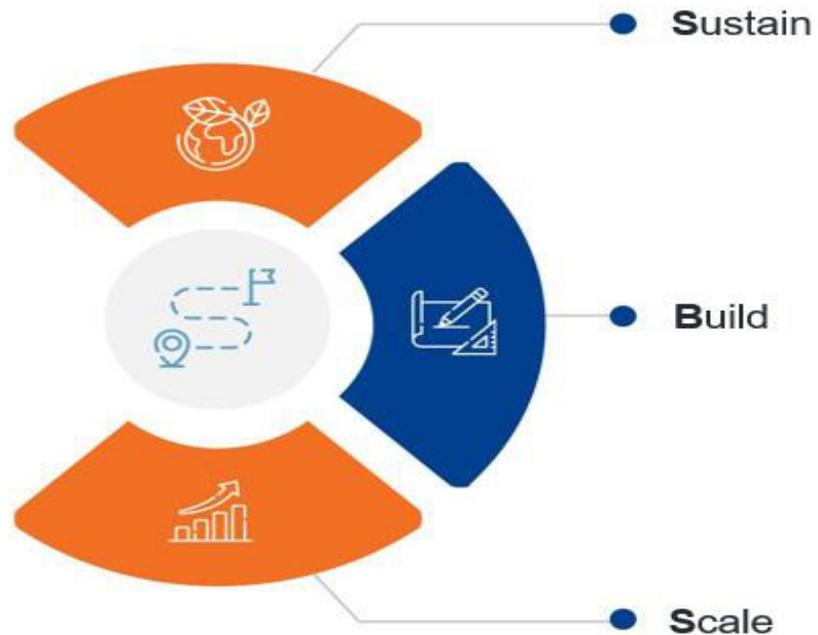
Channel Transactions

Digital vs Branch



	No of Transactions (in lakhs)	
	FY23	FY24
Mobile Banking	18.38	17.20
Internet Banking	16.68	12.98
Debit Cards	104.53	92.76
UPI	753.94	1079.22
Branch transactions	103.83	111.77
<b>Total Channel Transactions</b>	<b>893.53</b>	<b>1202.17</b>
<b>% of channel txns</b>	<b>89.59%</b>	<b>91.49%</b>

## Strategic Roadmap: SBS 2030



## Awards & Recognition



***THANK YOU !***

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