

INVESTOR PRESENTATION

Q4-FY24 / March 2024

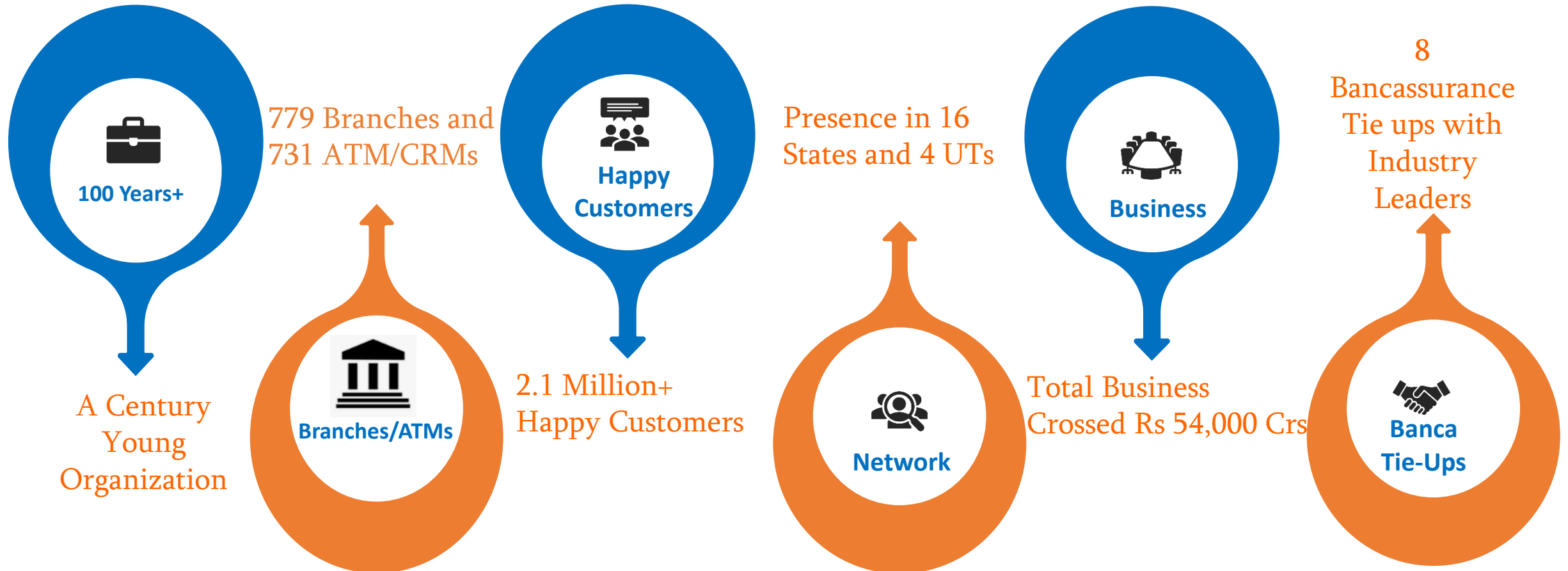
Company Overview

Business Overview

Earnings

Digital Penetration

Strategy



Company Overview

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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

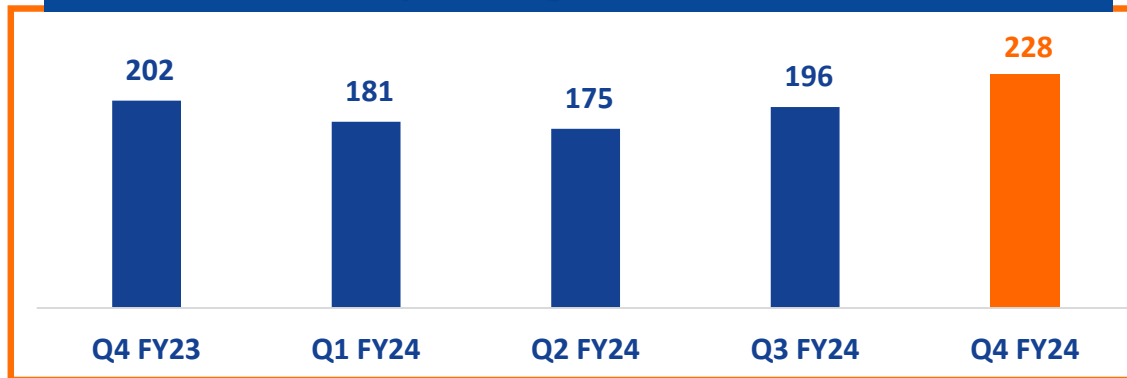
86.44%

↓ 567 bps YoY

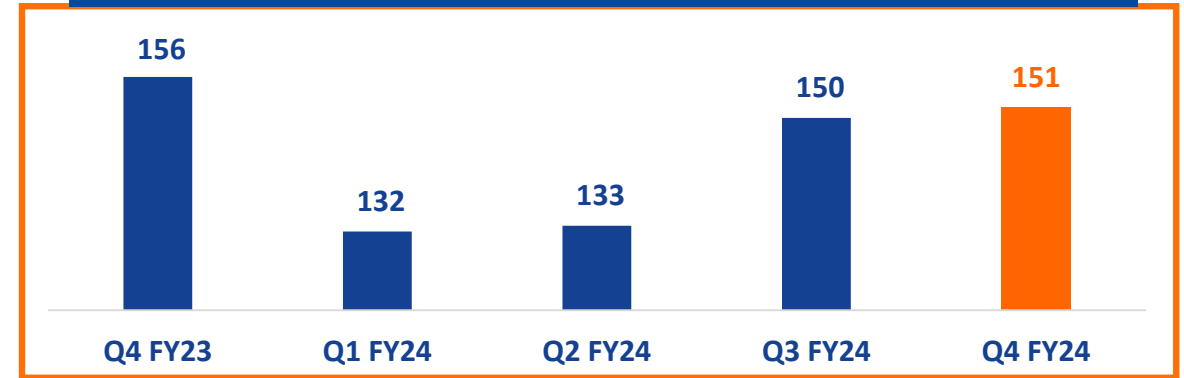
Profitability

Amt in Cr

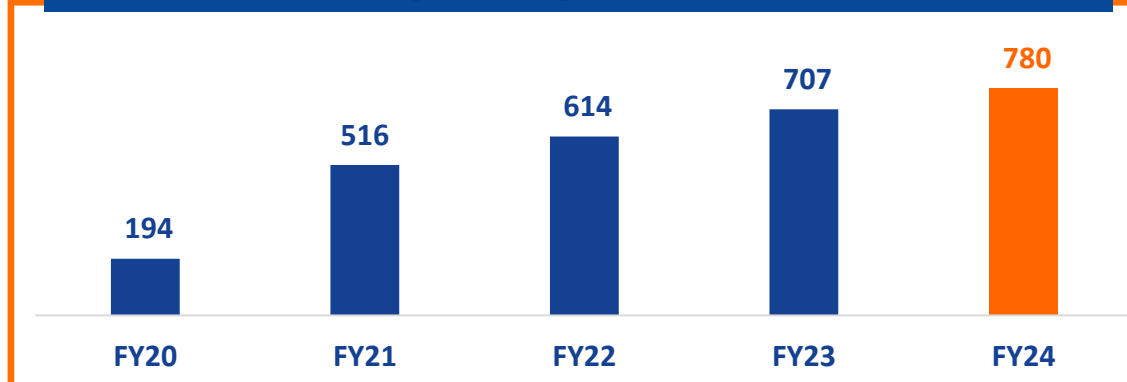
Operating Profit QoQ



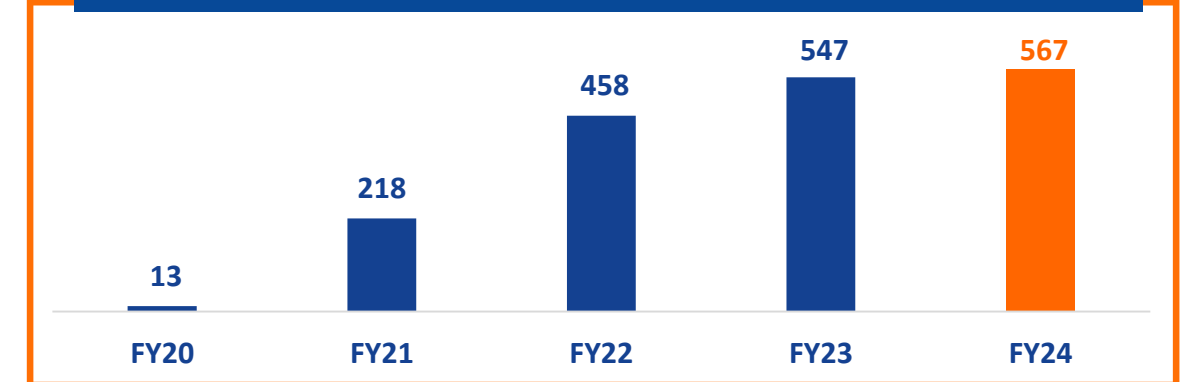
Net Profit QoQ



Operating Profit YoY



Net Profit YoY



Prudential Provisioning Policy

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

| 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

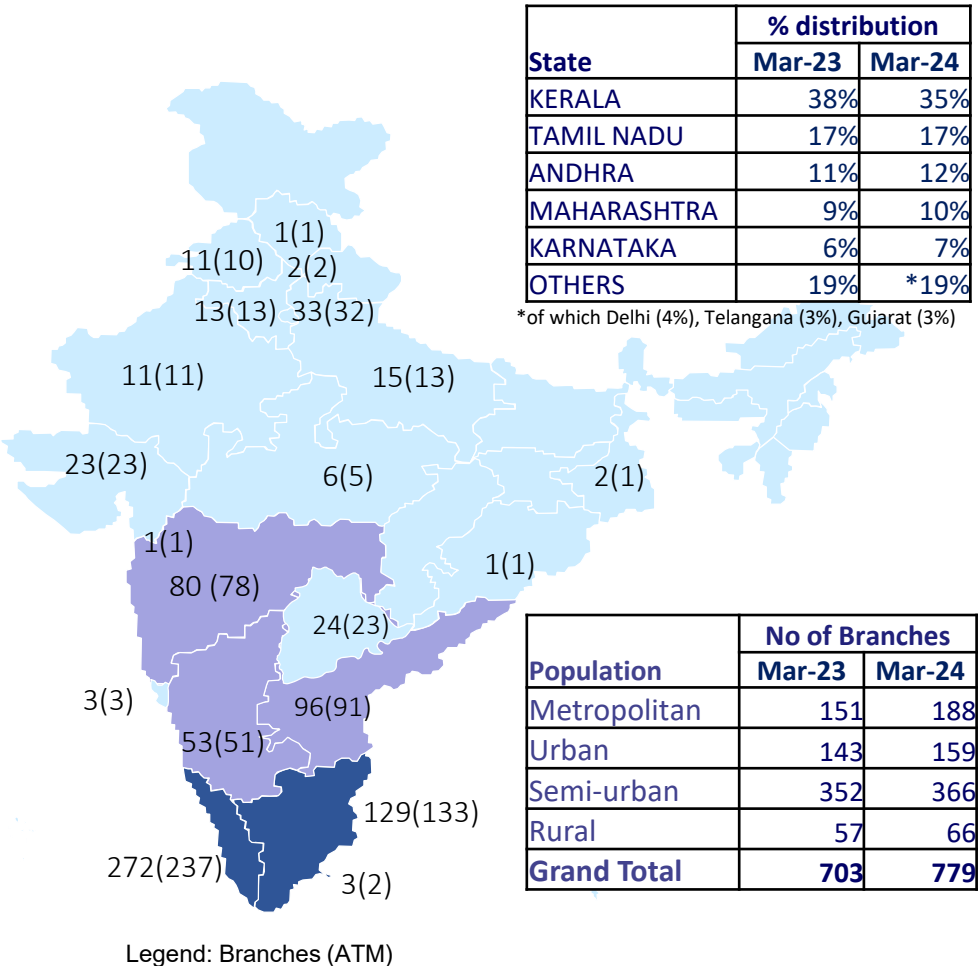
Business Overview

Earnings

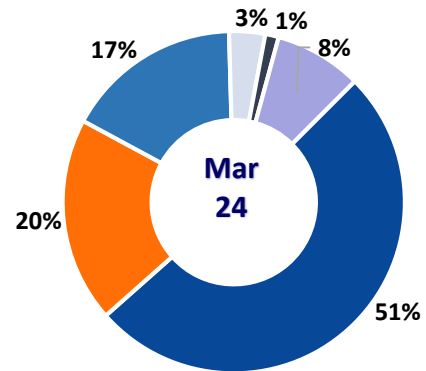
Digital Penetration

Strategy

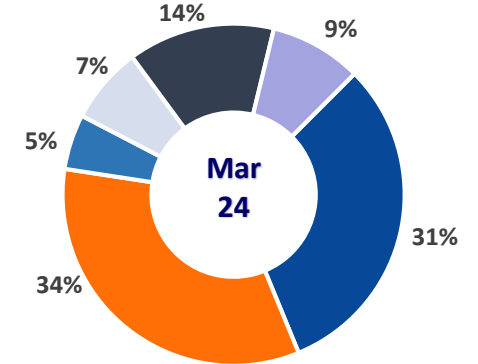
Branch Distribution



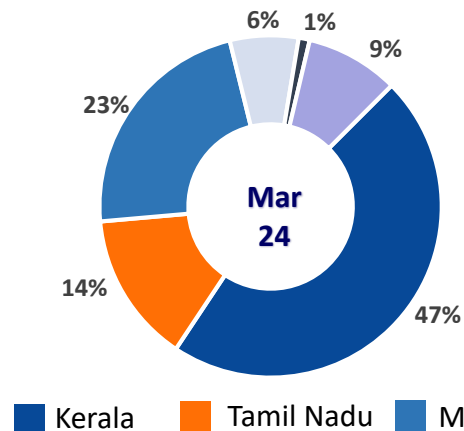
CASA



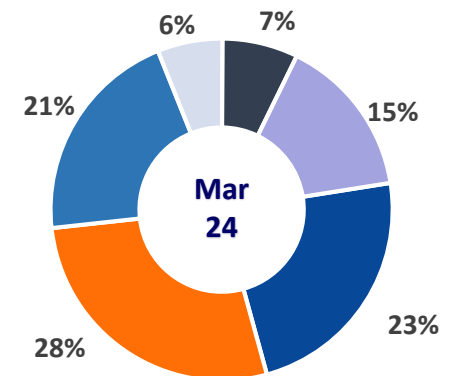
Gold Loans



Total Deposits

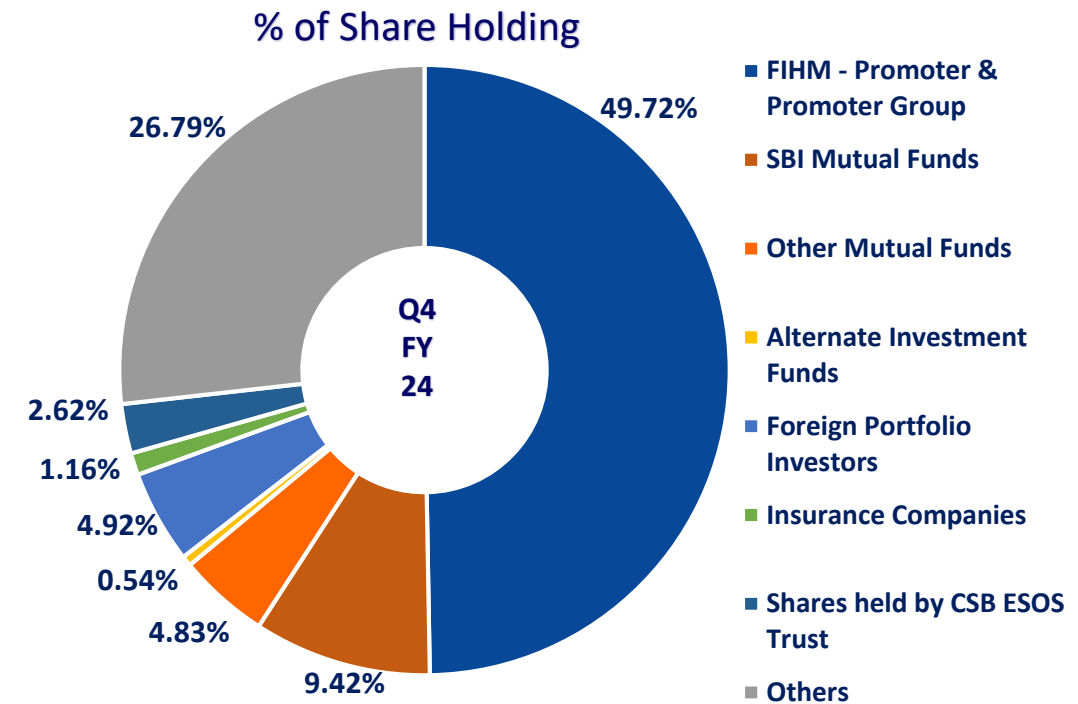


Gross Advances



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 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% |

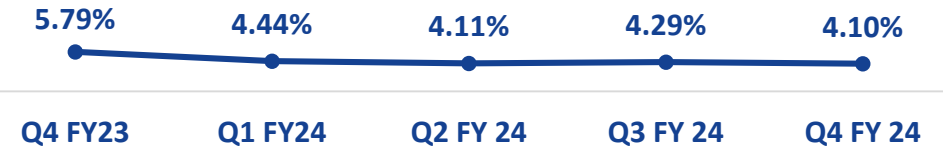
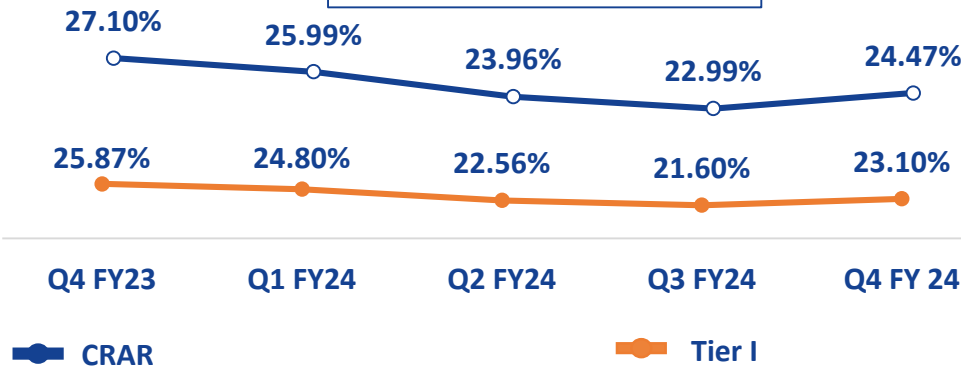


Solid CRAR & Adequate Liquidity – Our Strength

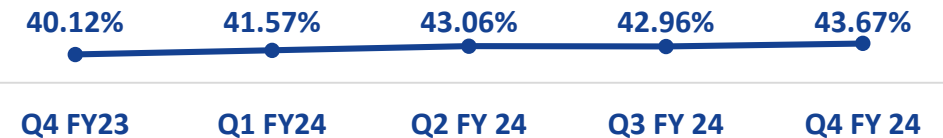
Amt in Cr

Capital Adequacy Ratio

RoRWA

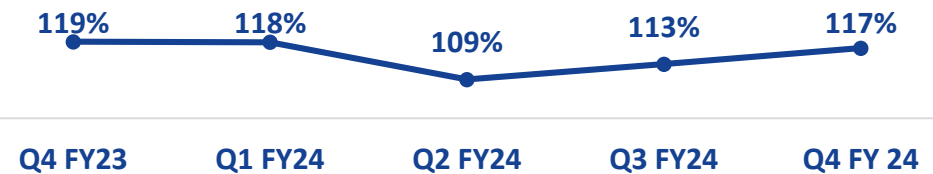
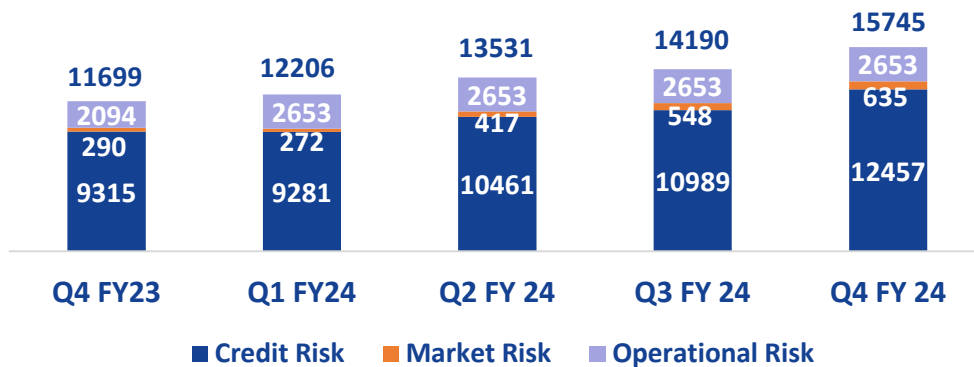


RWA to Total Assets



Risk Weighted Assets

Liquidity Coverage Ratio*



*Average

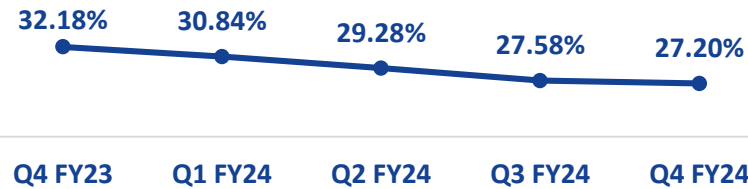
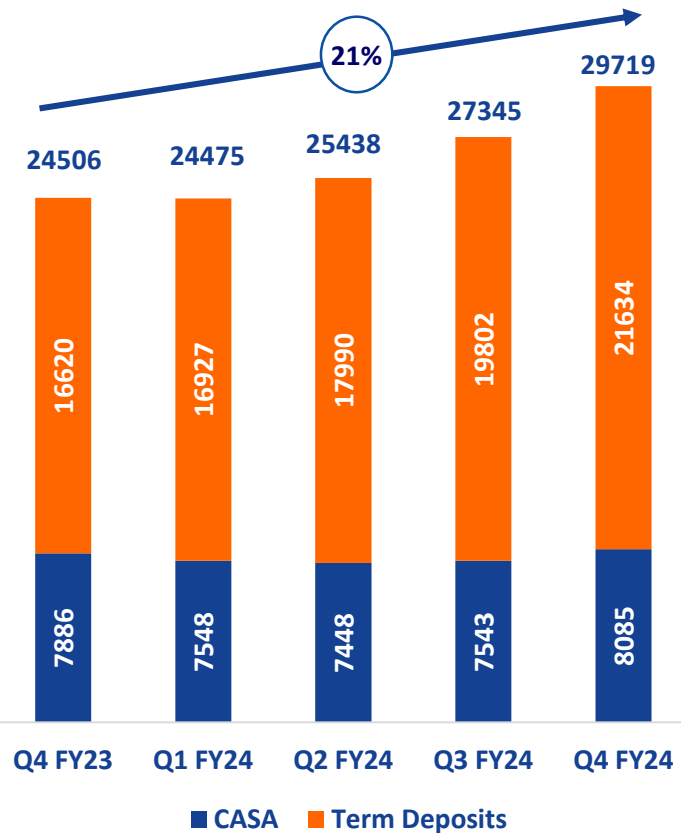
Total Deposits

(Amt in Cr)

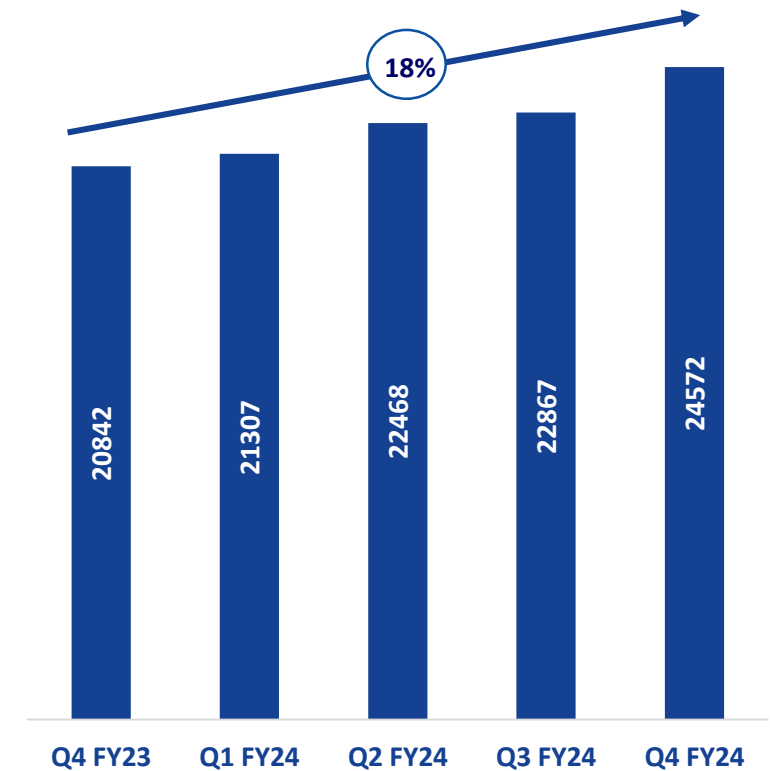
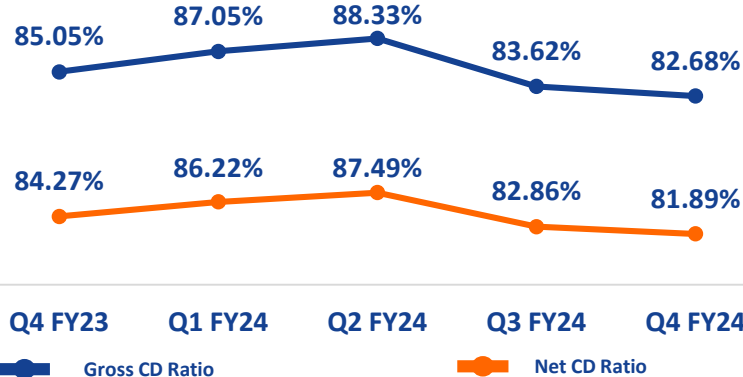
CASA Ratio

Gross Advances

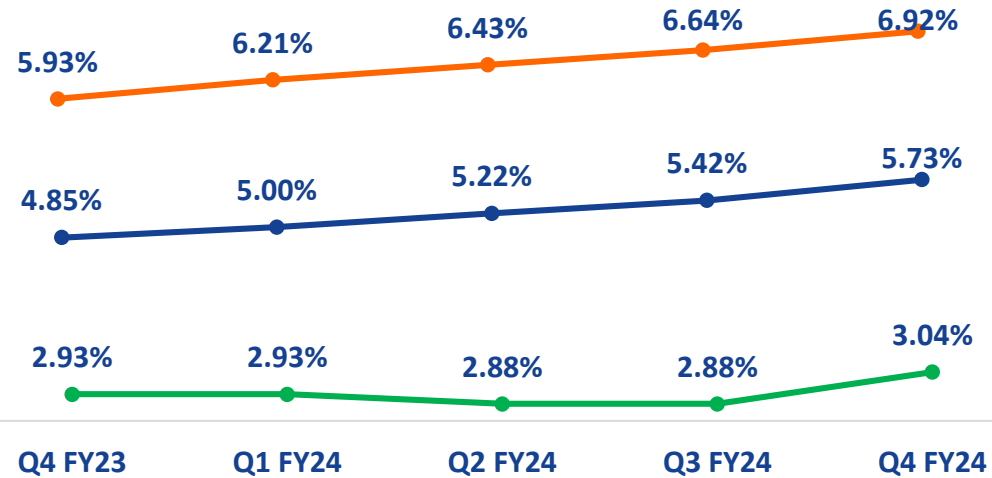
(Amt in Cr)



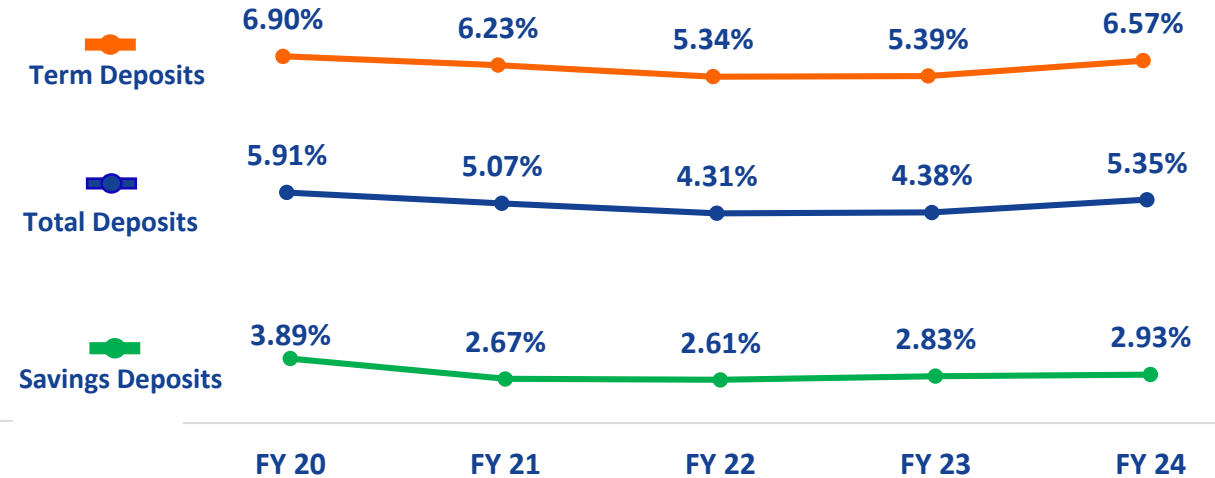
CD Ratio



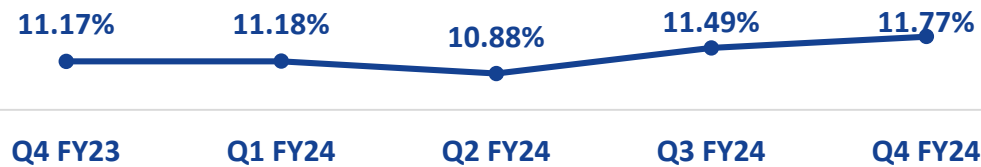
Cost of Deposits (QoQ)



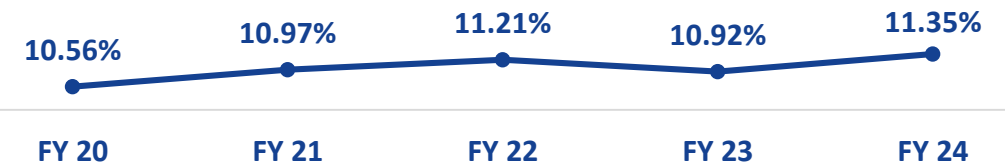
Cost of Deposits (YoY)



Yield on Advances (QoQ)



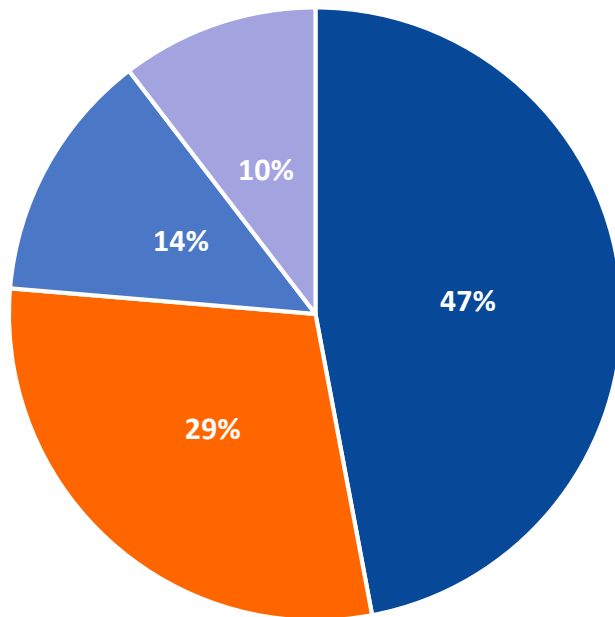
Yield on Advances (YoY)



Gross Advance Mix

(Amt in Cr)

Q4 FY 23



9694

Gold Loans

11818

↑ 22%

6061

Corporate Loans

5956

↓ -2%

2924

Retail Loans

4029

↑ 38%

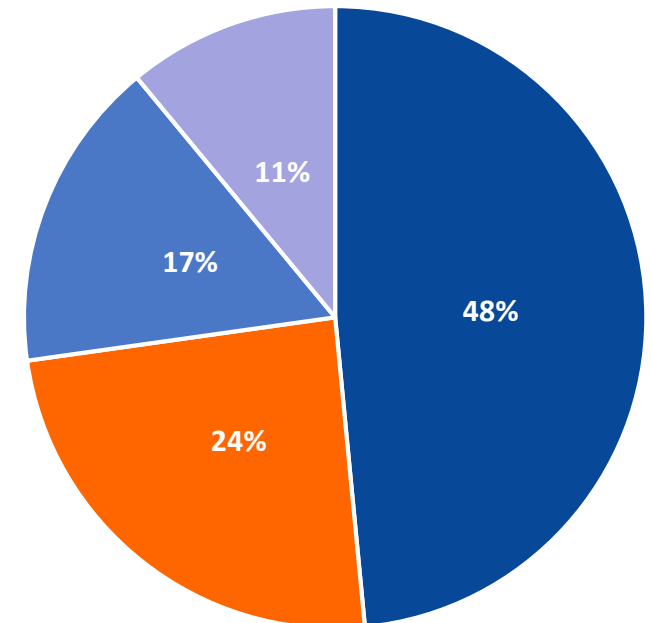
2163

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

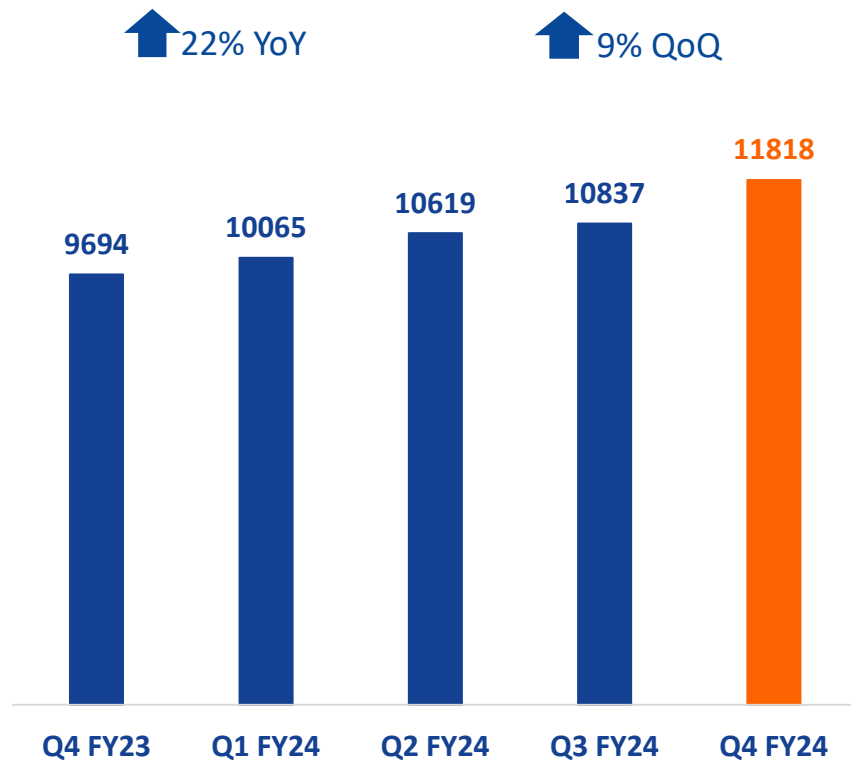
Based on the internal business vertical definitions/reclassification

CSB Bank Investor Presentation Q4 FY24

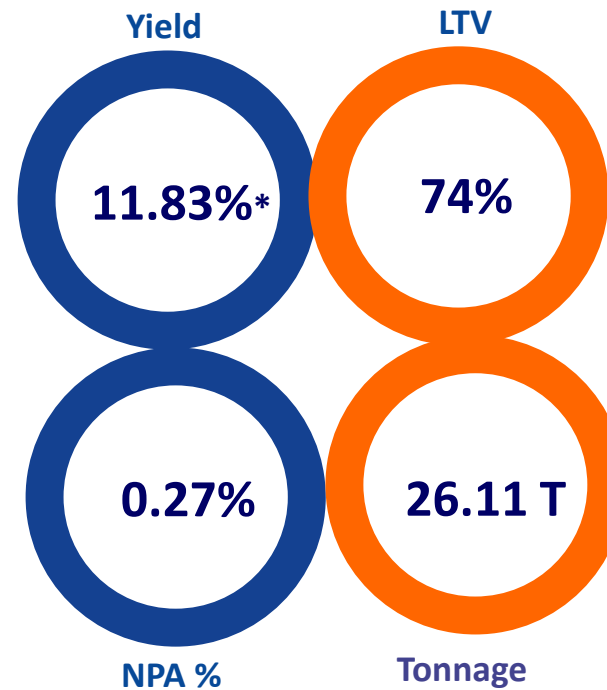
Gold Loan – Our DNA

(Amt in Cr)

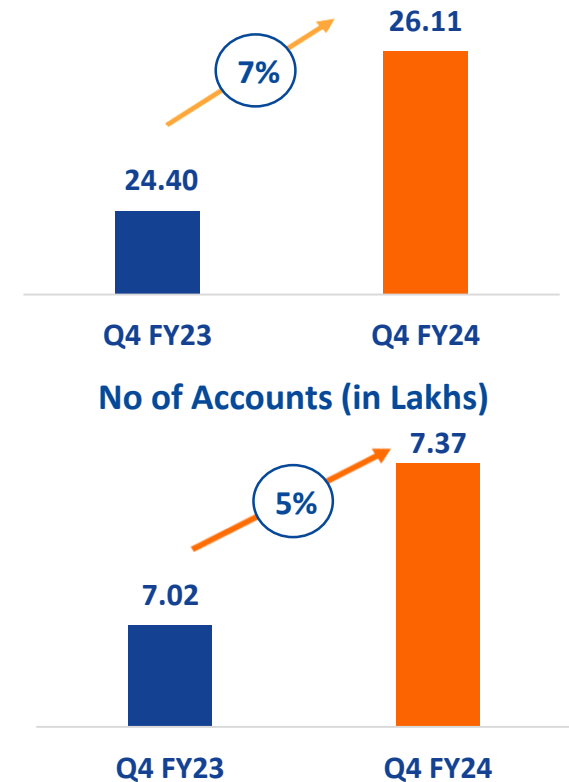
Portfolio Movements (Gross)



Portfolio Quality



Tonnage

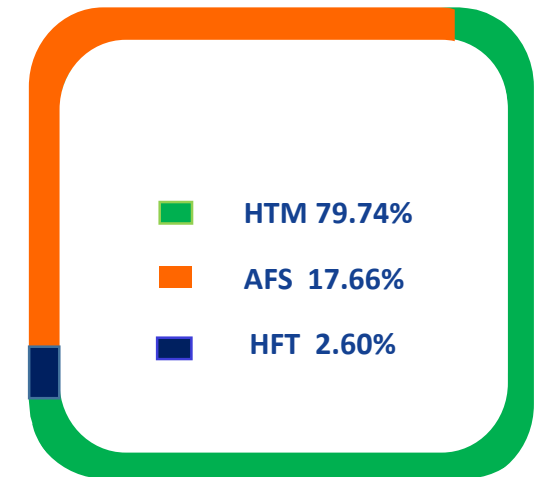
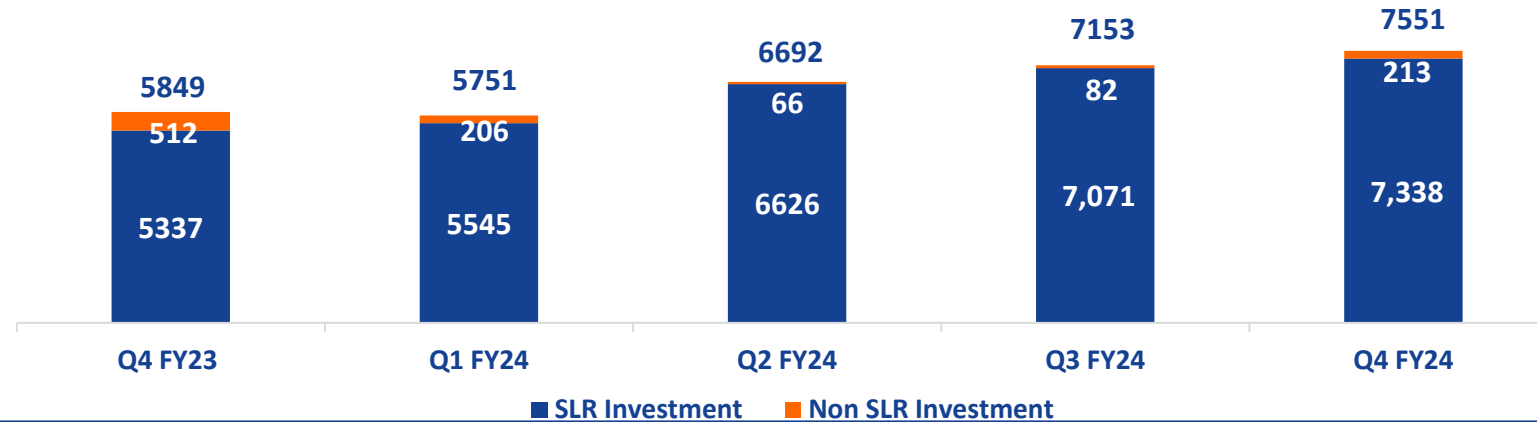


*Actual yield for 12M

Investments

(Amt in Cr)

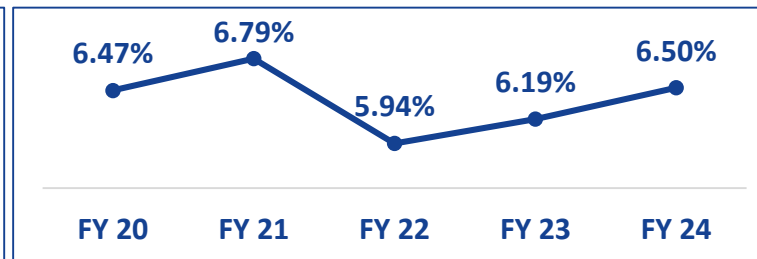
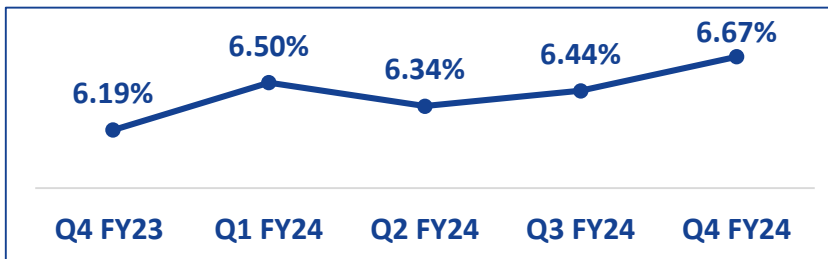
Net Investments



Yield on Investments

QoQ

YoY

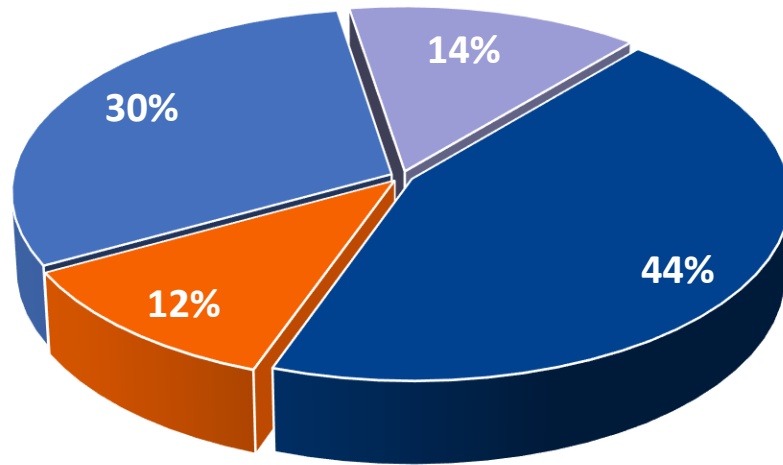


M Duration

| HFT | AFS | HTM | Total |
|------|------|------|-------|
| 5.90 | 3.00 | 5.05 | 4.71 |

Sector Wise Exposure

Sector Wise Exposure



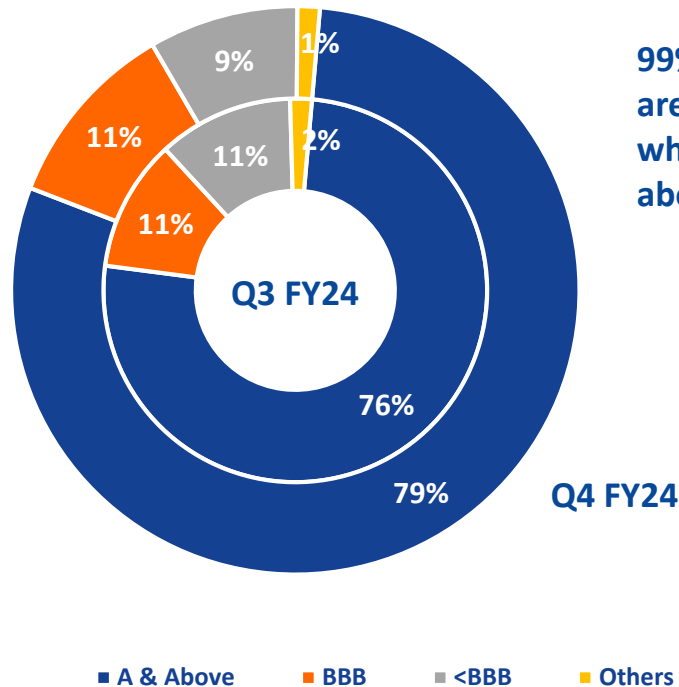
- Agriculture and Allied Activities
- Industry
- Services
- Retail & Others

| 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% |

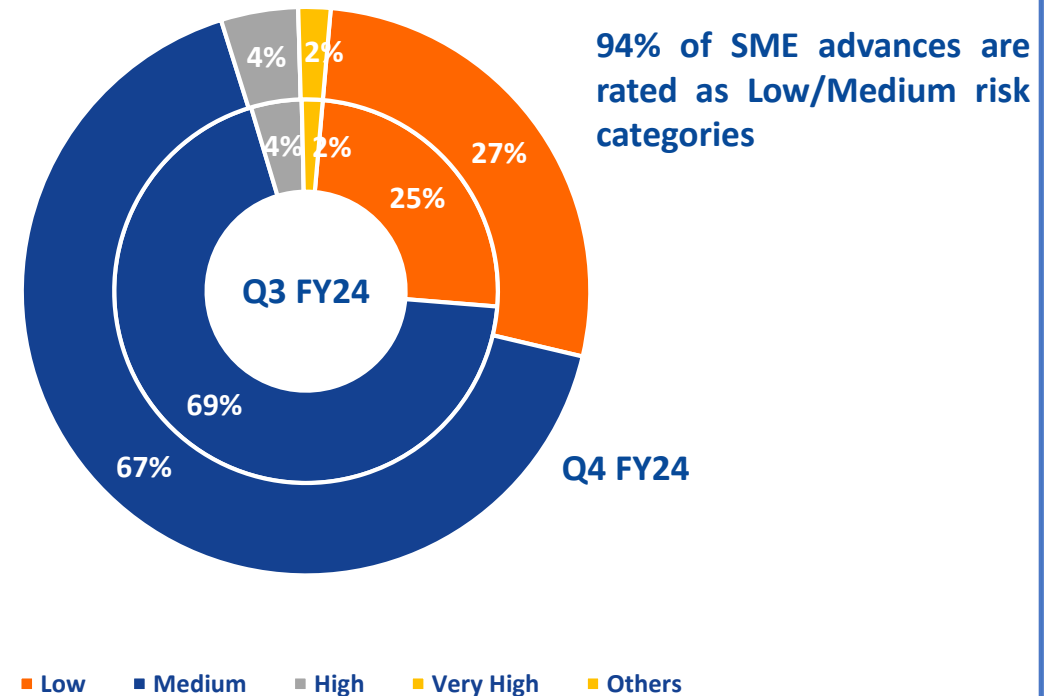
| Services | % to Gross advances |
|--------------------------------|---------------------|
| NBFCs | 9.80% |
| HFC | 4.57% |
| Wholesale & Retail Trade | 3.43% |
| Tourism, Hotel and Restaurants | 1.55% |
| Real Estate Activities | 1.15% |
| Transport Operators | 0.74% |
| Other Services | 9.20% |

Rating wise Exposure

External Rating of Corporate Accounts (>Rs 25Cr)



Internal Rating of SME accounts



Profit & 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 | |
| Net Interest Income | 383 | 386 | 1% | 348 | 11% | 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% | Profit/Loss (-) After Tax | 150 | 151 | 1% | 156 | -3% |
| PSLC Income | 6 | 7 | 16% | 8 | -5% | <ul style="list-style-type: none"> ➤ NII up by 11% YoY ➤ Quarterly Operating Profit of Rs 228 Cr - up by 13% YoY ➤ Higher opex due to investments in people, distribution and systems ➤ Q4 PAT of Rs 151 Crs | | | | | |
| Other Income | 34 | 62 | 80% | 34 | 75% | | | | | | |
| Total Non Interest Income | 125 | 197 | 57% | 126 | 56% | | | | | | |
| Total Net Operating Income | 508 | 583 | 15% | 474 | 23% | | | | | | |
| Staff Cost | 173 | 190 | 10% | 153 | 24% | | | | | | |
| Other Opex | 139 | 165 | 18% | 119 | 38% | | | | | | |
| Total Opex | 312 | 355 | 14% | 272 | 30% | | | | | | |
| Operating Profit | 196 | 228 | 16% | 202 | 13% | | | | | | |

Profit & 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 | |
| Net Interest Income | 1334 | 1476 | 142 | 11% | 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% | Profit/Loss (-) After Tax | 547 | 567 | 20 | 4% |
| PSLC Income | 11 | 13 | 2 | 20% | <ul style="list-style-type: none"> ➤ 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 | | | | |
| Other Income | 96 | 193 | 97 | 101% | | | | | |
| Total Non Interest Income | 315 | 585 | 270 | 85% | | | | | |
| Total Net Operating Income | 1649 | 2061 | 412 | 25% | | | | | |
| Staff Cost | 553 | 715 | 162 | 29% | | | | | |
| Other Opex | 389 | 566 | 177 | 45% | | | | | |
| Total Opex | 942 | 1281 | 339 | 36% | | | | | |
| Operating Profit | 707 | 780 | 73 | 10% | | | | | |

Balance Sheet – FY 24

Amt in Cr

| | 31-03-2023 | 31-03-2024 | YoY (%) | 31-12-2023 | QoQ (%) |
|---|--------------|--------------|------------|--------------|-----------|
| Liabilities | | | | | |
| 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% |
| Total | 29162 | 36056 | 24% | 33034 | 9% |
| Assets | | | | | |
| 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% |
| Total | 29162 | 36056 | 24% | 33034 | 9% |

Asset Quality

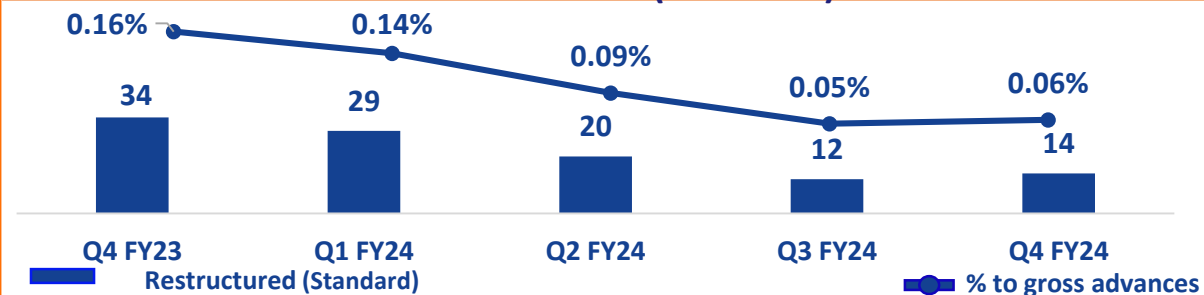
Amt in Cr

| 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 |

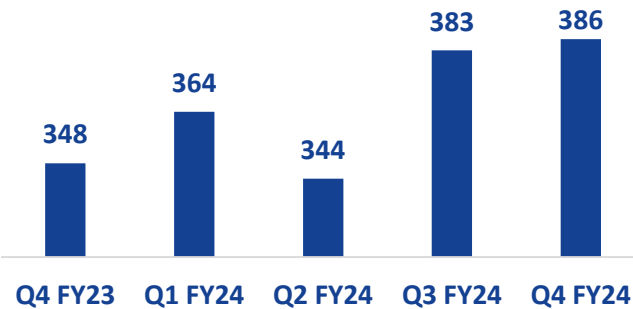
Restructured (Standard)



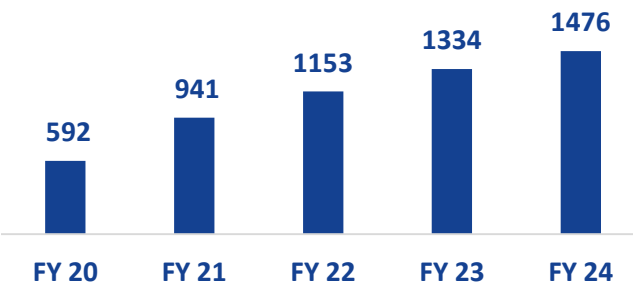
Profitability Ratios

Net Interest Income (in Cr)

QoQ

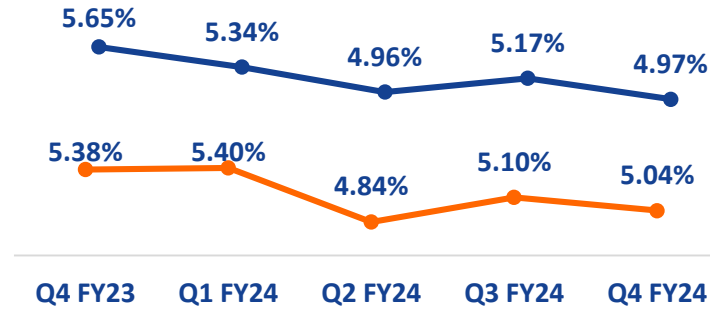


YoY

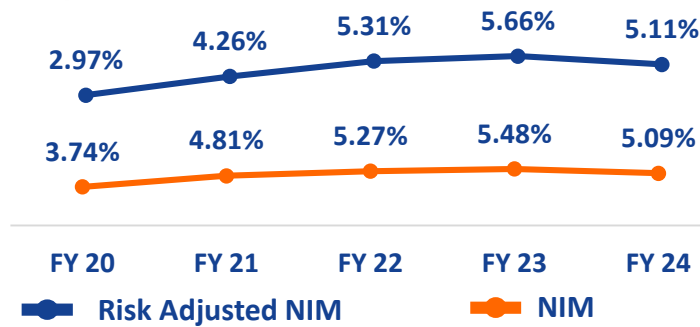


NIM

QoQ



YoY

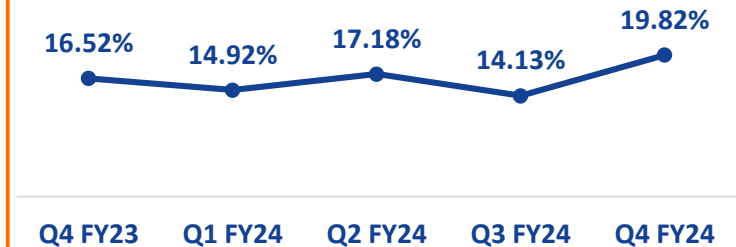


■ Risk Adjusted NIM

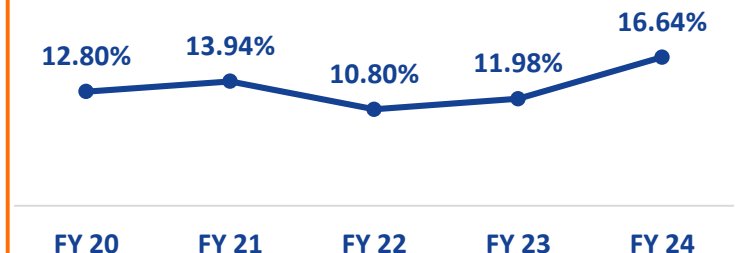
■ NIM

Non interest Income to Total Income

QoQ



YoY

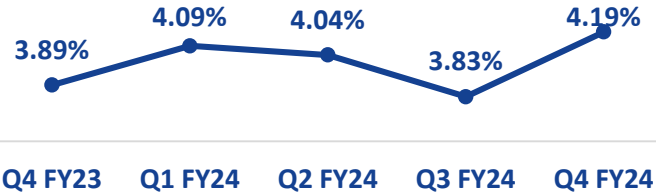


*NIM = NII/Avg interest earning assets

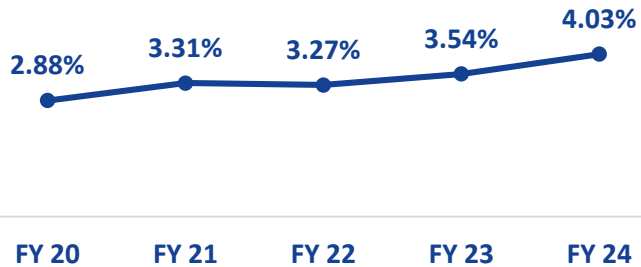
Profitability Ratios

Opex to Average assets

QoQ

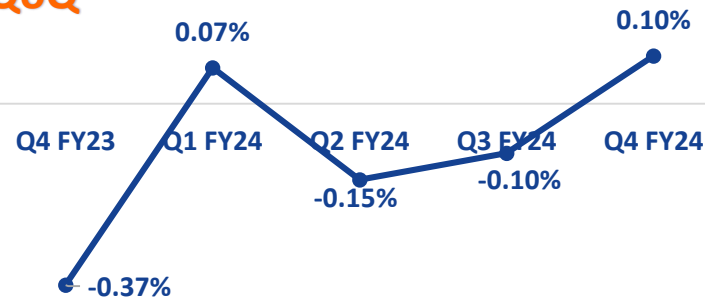


YoY

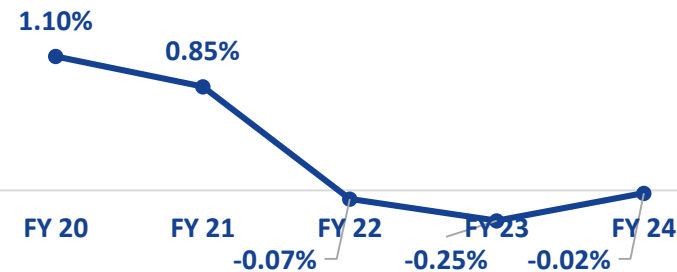


Credit Cost

QoQ

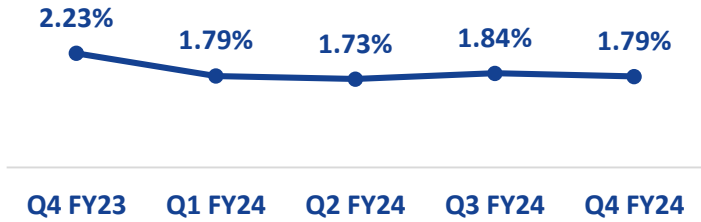


YoY

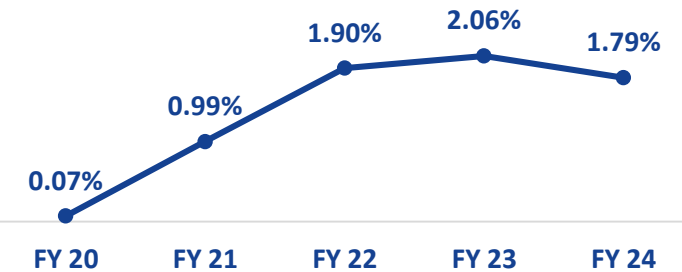


RoA

QoQ

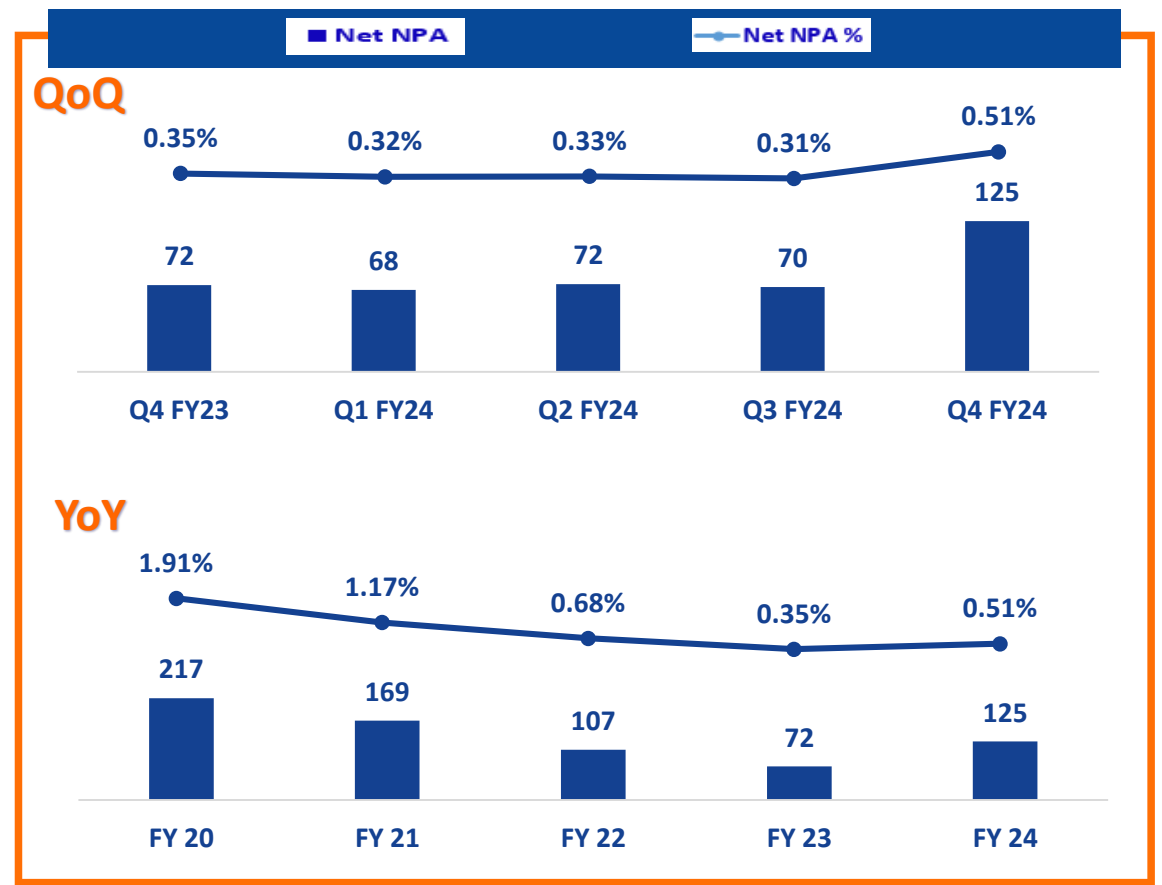
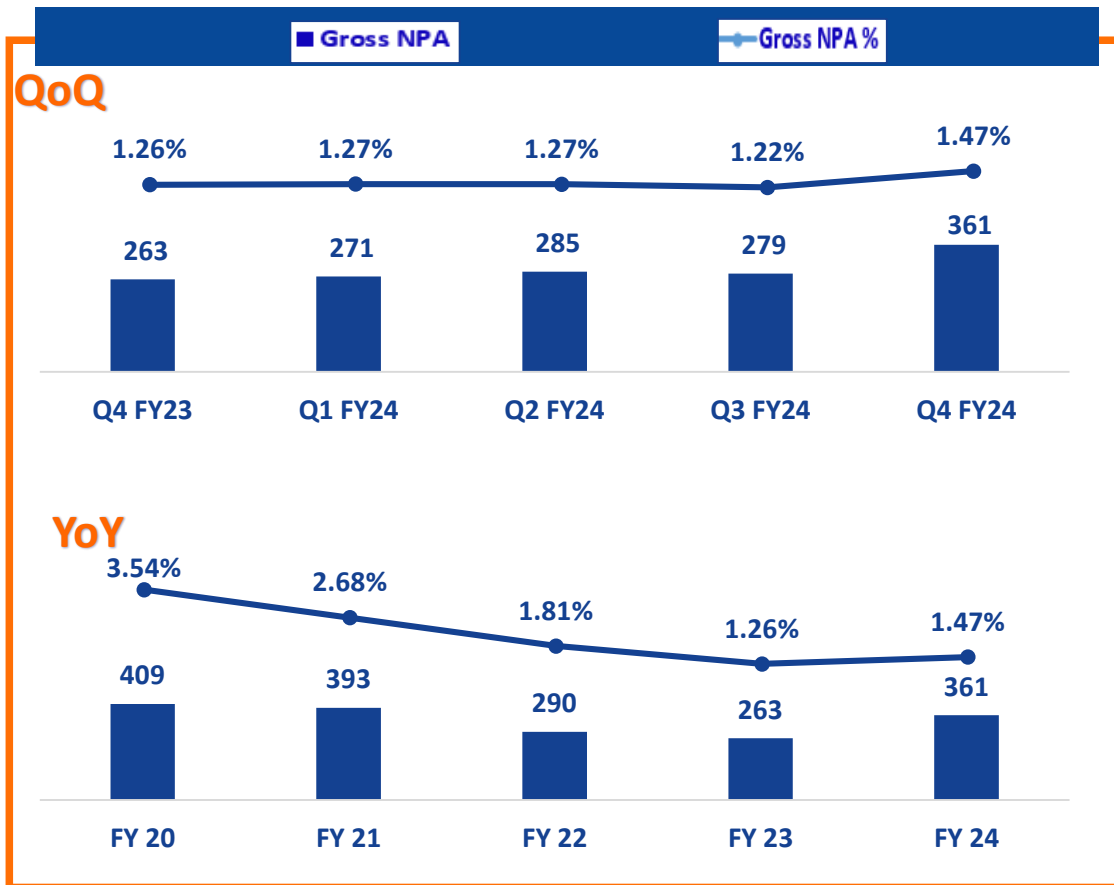


YoY



Asset Quality Ratios

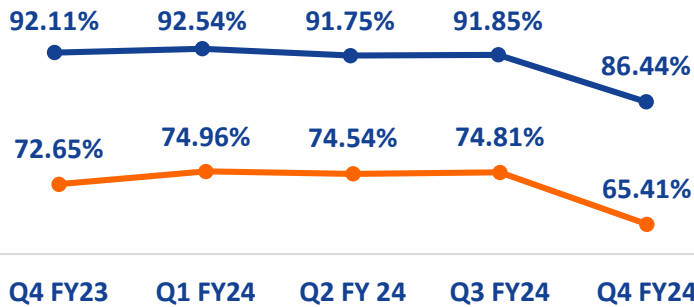
Amt in Cr



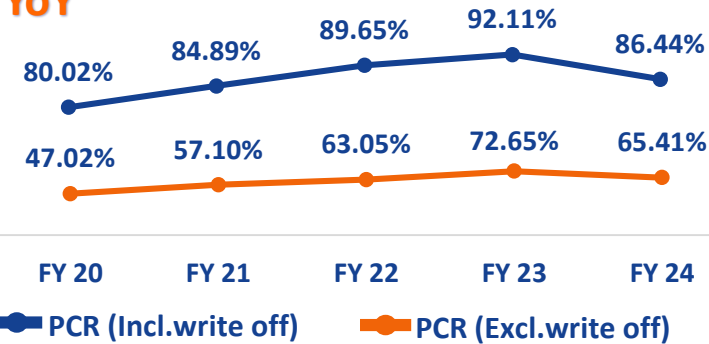
Profitability Ratios

Provision Coverage Ratio

QoQ

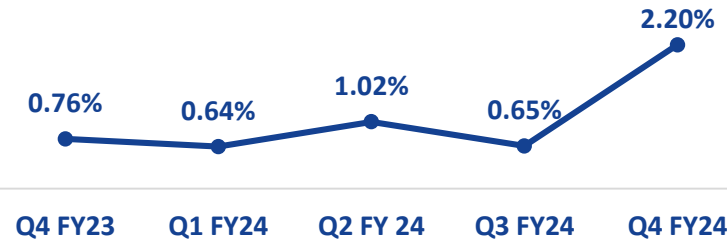


YoY

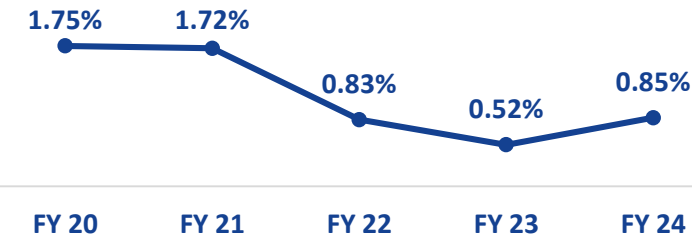


Slippage Ratio

QoQ

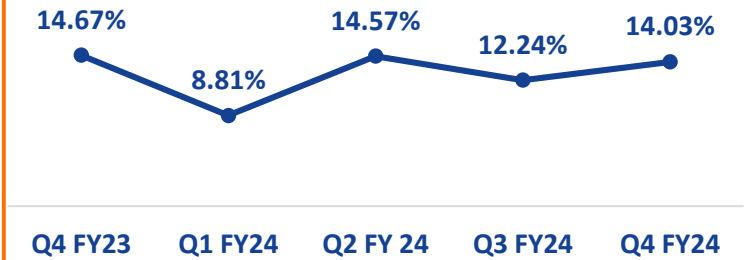


YoY

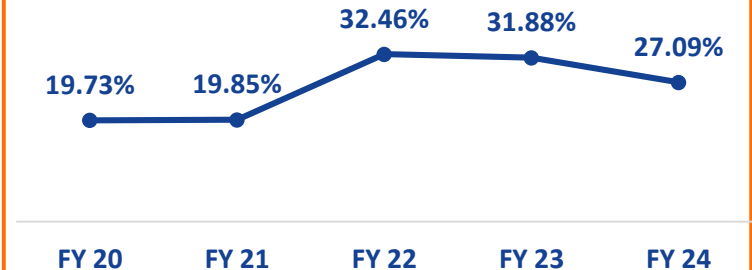


Recovery Rate

QoQ



YoY

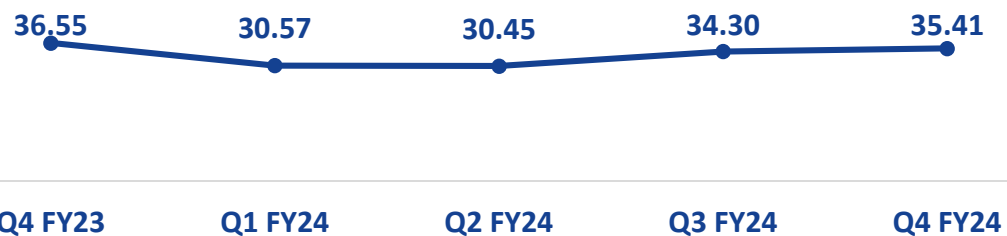


Share Holders Return & Risk Ratios

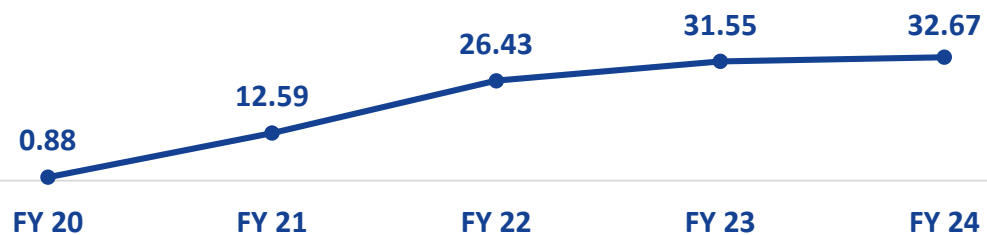
EPS

(in Rs)

QoQ

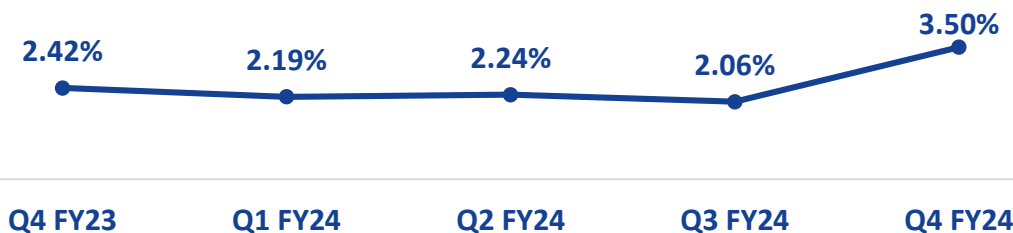


YoY

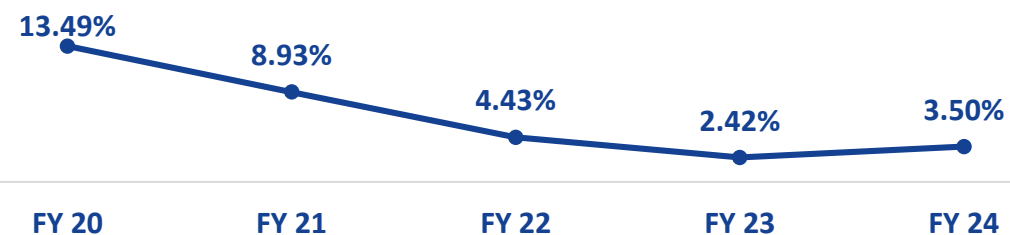


Net NPA to Networth

QoQ



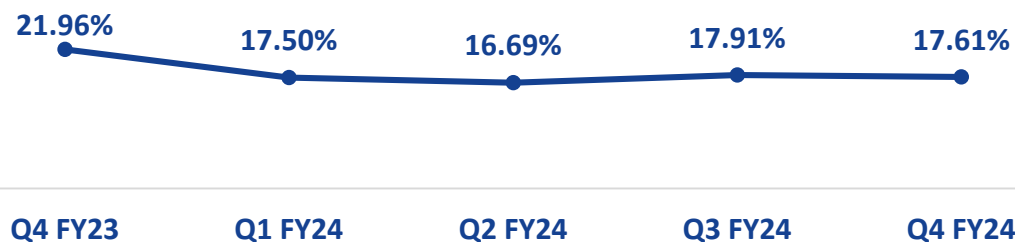
YoY



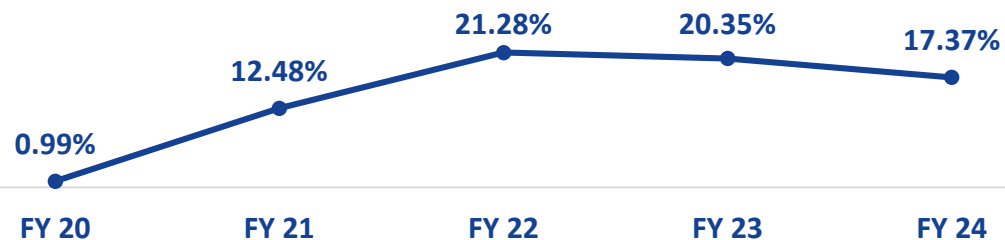
Share Holders Return & Risk Ratios

RoE

QoQ



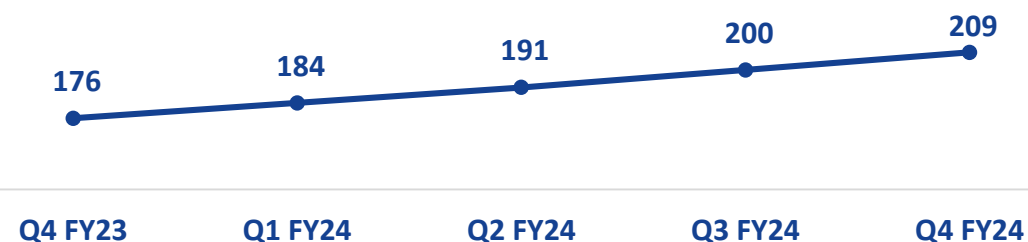
YoY



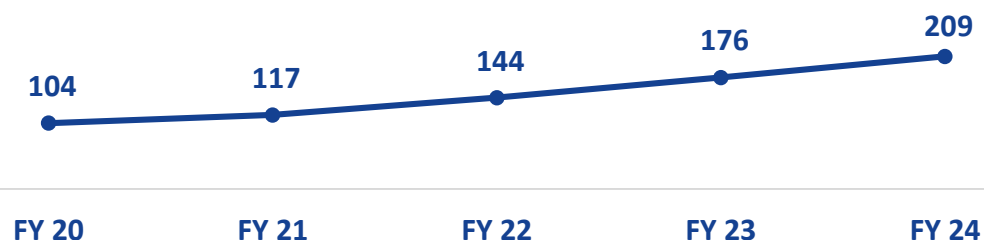
Book Value per Share

(in Rs)

QoQ



YoY



Efficiency Ratios

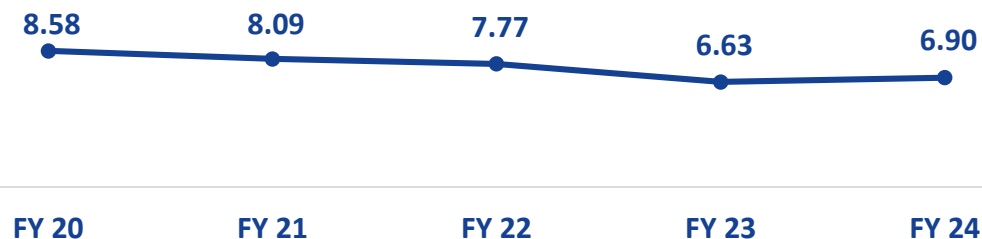
Business per Employee

(In Cr)

QoQ



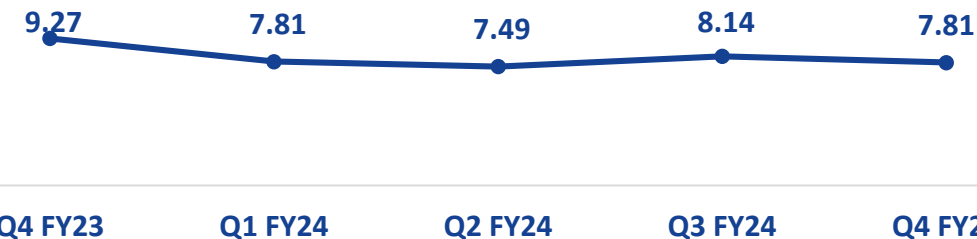
YoY



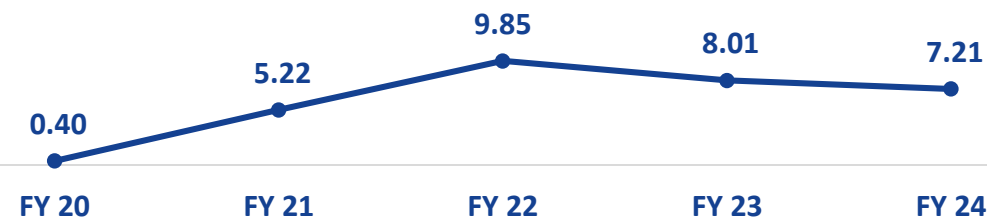
Profit per Employee

(in Lakhs)

QoQ



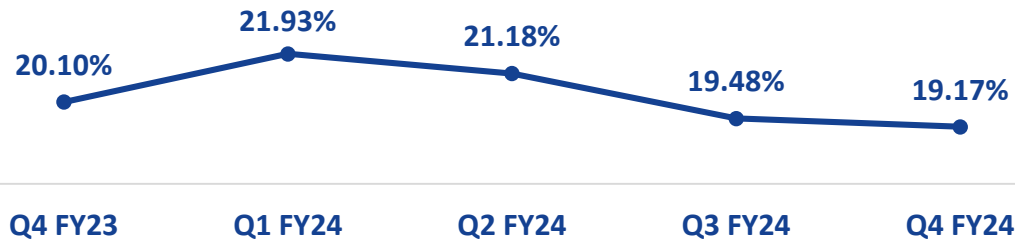
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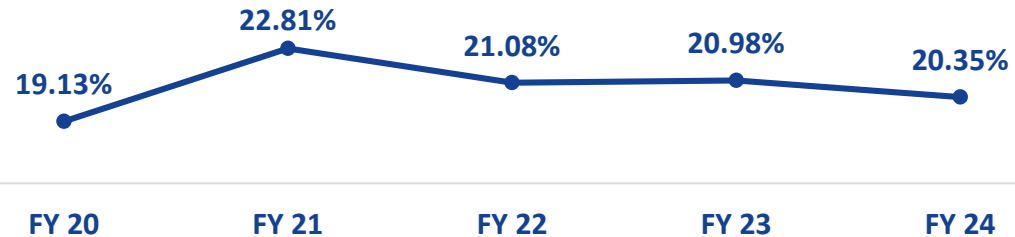
Efficiency Ratios

Staff Cost to Total Income

QoQ

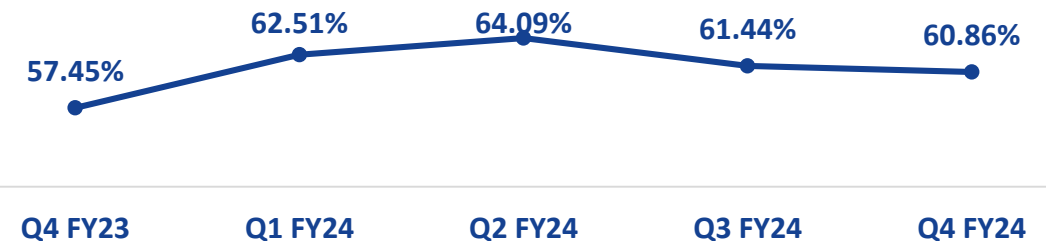


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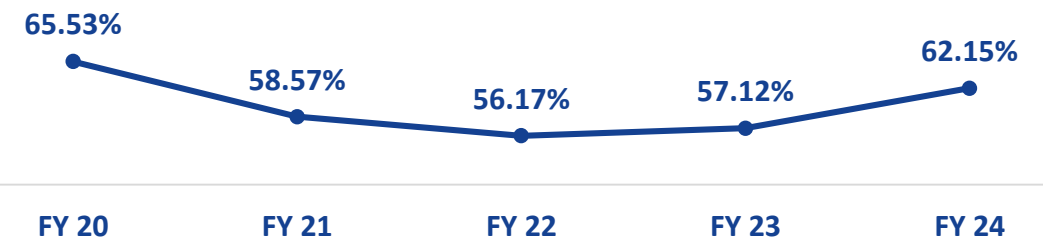


Cost to Income Ratio

QoQ



YoY



Digital Touch Points



1,600+ Installations



5.63 lacs+
Net Banking users



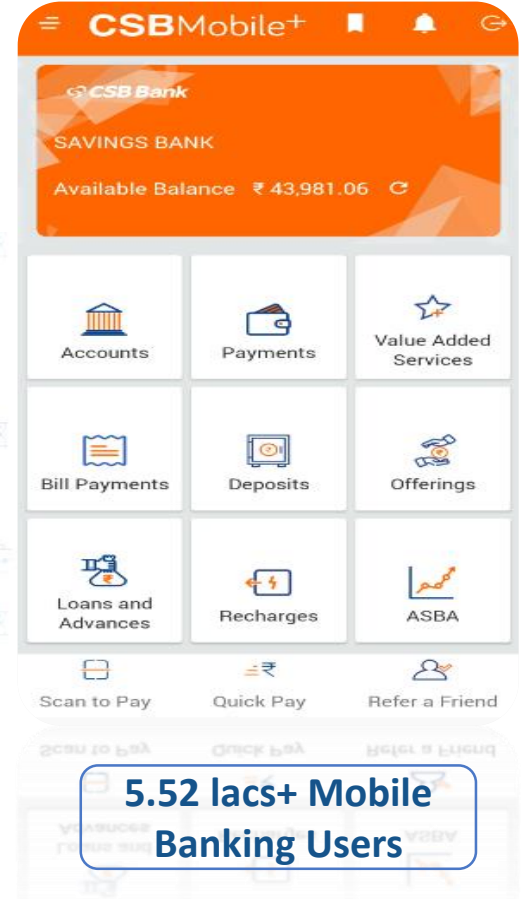
9.29 lacs + Debit Cards



731 ATM
Network



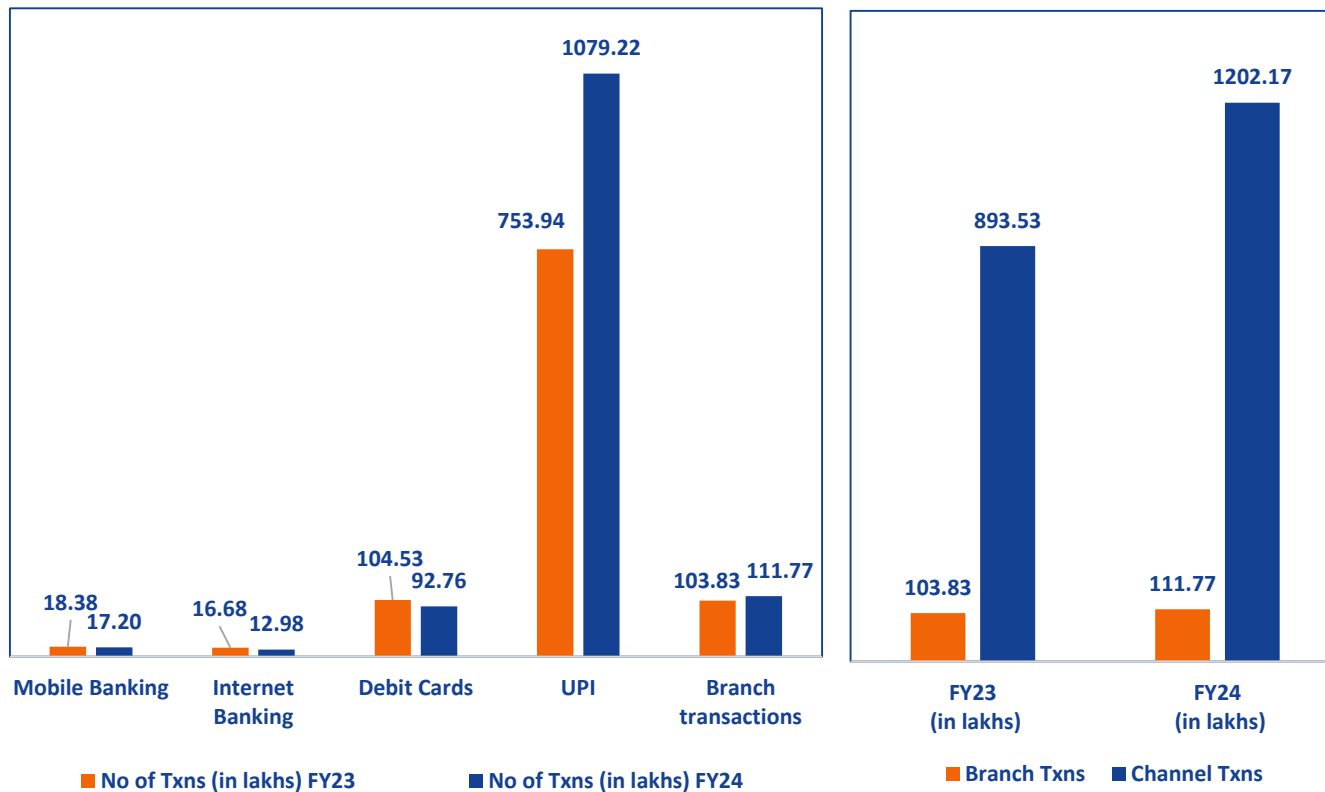
11,300+ QR
Installations



5.52 lacs+ Mobile
Banking Users

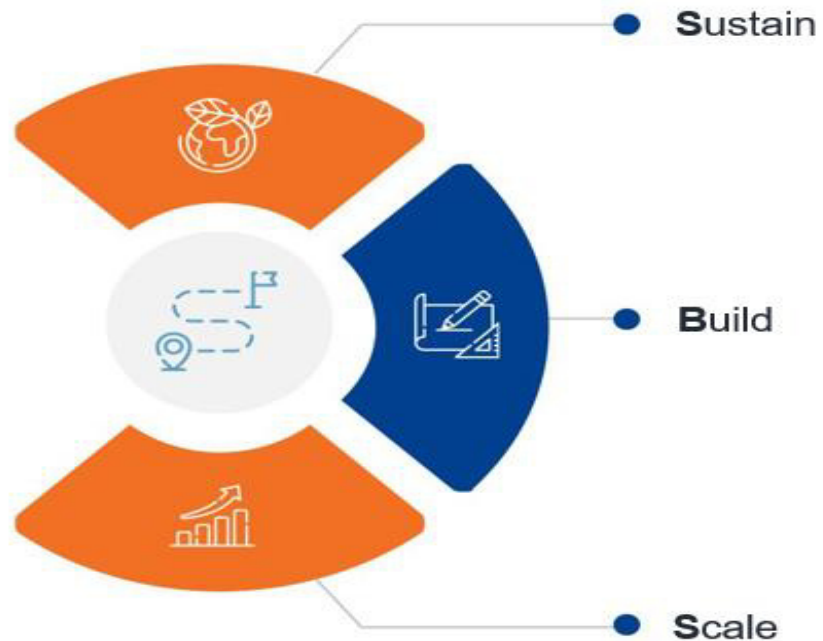
Channel Transactions

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 |
| Total Channel Transactions | 893.53 | 1202.17 |
| % of channel txns | 89.59% | 91.49% |

Strategic Roadmap: SBS 2030



Awards & Recognition



THANK YOU !

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