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Performance Analysis Q4 / FY 2022-23

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1



Performance Highlights

2



Business snapshot

3



Financials

4



Capital & Risk Management

5



Asset Quality

6



Financial Inclusion

7



Digital Banking & Business Network

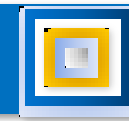
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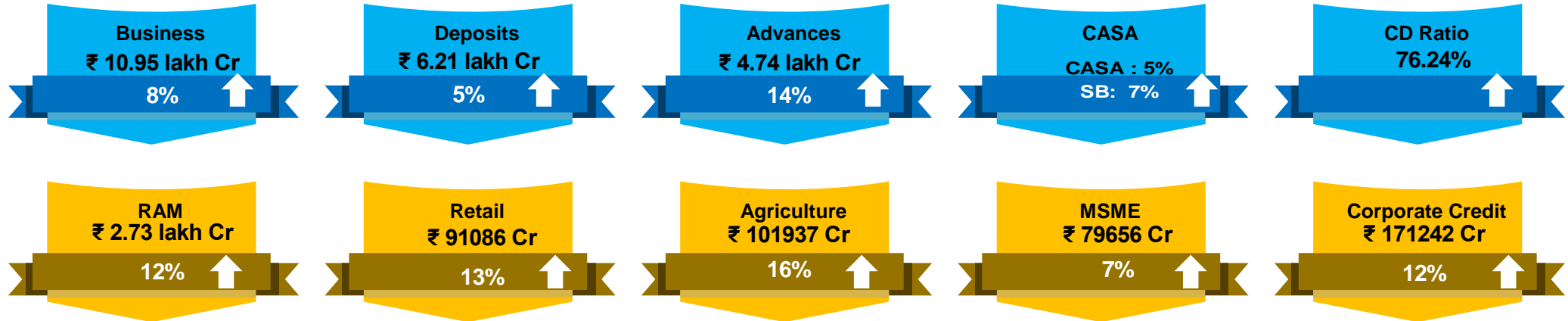
Initiatives, Awards & Accolades

01 Performance Highlights Q4 FY23

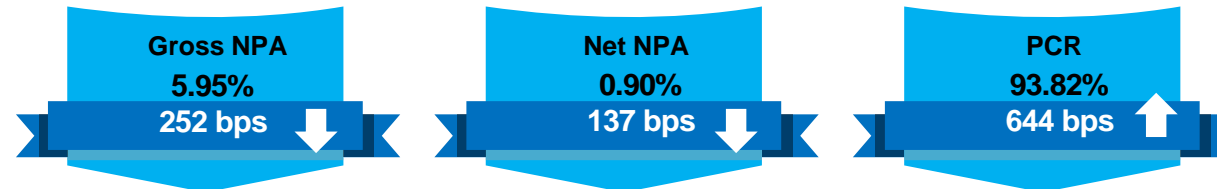




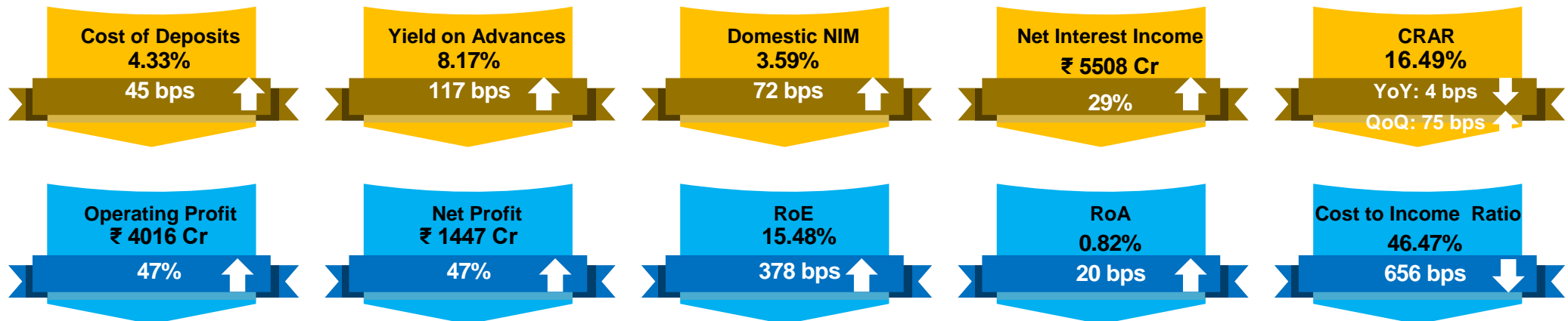
Business



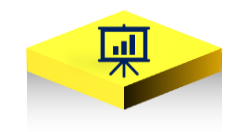
Asset Quality



Benchmark Ratios



02 Business Snapshot

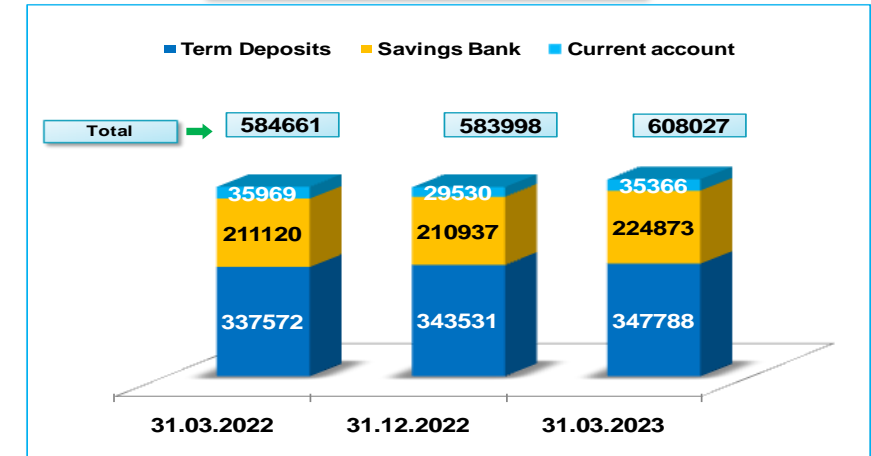




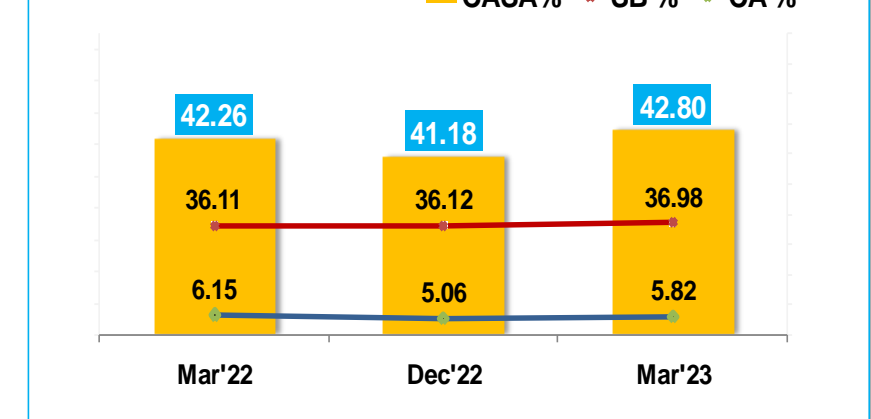
₹ in Cr

SI No	Parameter	31.03.2022	31.12.2022	31.03.2023	Q-o-Q (%)	YoY (%)
1	Deposits	593618	597114	621166	4	5
	Domestic	584661	583998	608027	4	4
	Overseas	8957	13116	13139	0.2	47
	Deposits breakup					
	Current	36720	30201	35857	19	-2
	Savings	211206	211012	224952	7	7
	CASA	247926	241213	260809	8	5
	CASA %	41.77%	40.40%	41.99%		
	Term Deposits	345692	355901	360357	1	4
2	Advances	415625	451658	473586	5	14
	Domestic	395698	424162	443921	5	12
	Overseas	19927	27496	29665	8	49
	CD Ratio %	70.02%	75.64%	76.24%		
3	Business	1009243	1048772	1094752	4	8
	Domestic	980359	1008160	1051948	4	7
	Overseas	28884	40612	42804	5	48

DOMESTIC DEPOSITS



CASA Domestic



Advances (Domestic)



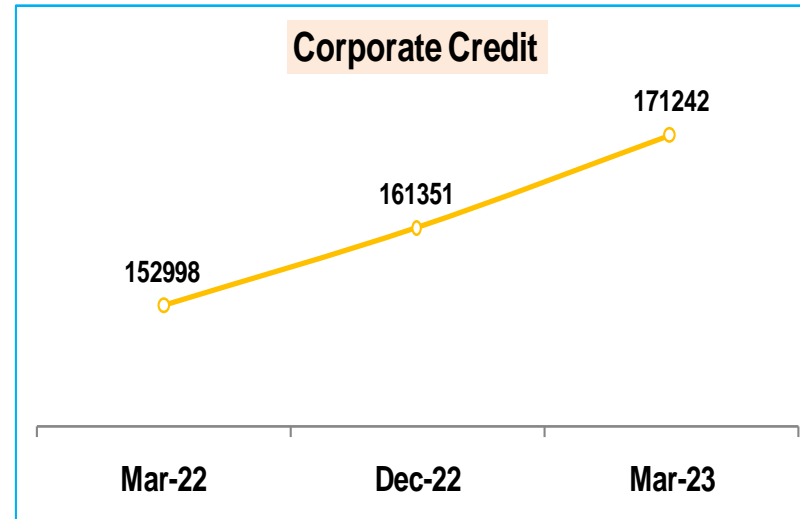
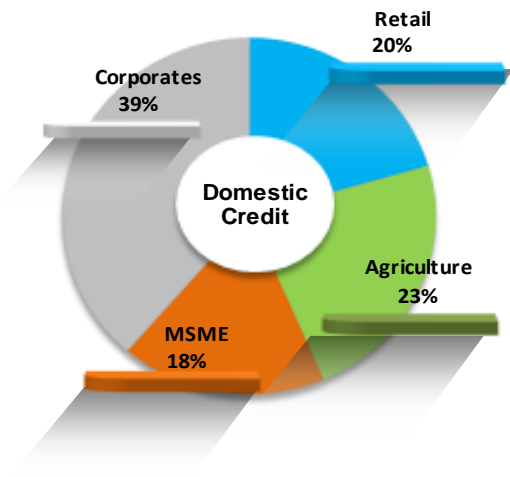
Sector	31.03.2022	31.12.2022	31.03.2023	YoY (%)
Gross Advances-Domestic	395698	424162	443921	12
Retail	80433	87219	91086	13
Agriculture	88100	98220	101937	16
MSME	74167	77372	79656	7
Total (RAM)	242700	262811	272679	12
<i>RAM % to Gross Domestic Advances</i>	61.33%	61.96%	61.43%	-
Corporates	152998	161351	171242	12

₹ in Cr

Retail	31.03.2022	31.12.2022	31.03.2023	YoY (%)
Home Loan (Incl.Mortgage loans)	53852	57263	59840	11%
Auto Loan	4198	4999	5377	28%
Personal Loan	5306	6649	7769	46%
Jewel Loan Non Priority	4787	5192	5206	9%
Other Retail Loan	12290	13116	12894	5%
Total Retail	80433	87219	91086	13%

Agriculture	31.03.2022	31.12.2022	31.03.2023	YoY (%)
Crop Loans	69051	74029	77894	13%
Investment credit	9241	11892	11980	30%
Agri allied	3192	3345	3610	13%
Infrastructure & Ancillary	6616	8954	8453	28%
Total Agriculture	88100	98220	101937	16%

MSME	31.03.2022	31.12.2022	31.03.2023	YoY (%)
Micro	30648	33522	34160	11%
Small	32176	31927	33814	5%
Medium	11343	11923	11682	3%
Total MSME	74167	77372	79656	7%





31.03.2023

₹ in Cr

Segment (as on 31.3.23)	RBI Benchmark (as % of ANBC)	Mandatory Target	Achievement (Amt) (Excluding PSLC)	Achievement (Excluding PSLC)
Priority Sector	40.00%	138259	152992	44.26%
Agriculture	18.00%	62217	66607	19.27%
Small /Marginal Farmers	9.50%	32837	36567	10.58%
Weaker Section	11.50%	39750	54998	15.91%
Micro under MSME	7.50%	25924	34109	9.87%
Non Corporate farmers	13.78%	47630	54955	15.90%

All the mandatory targets stipulated by RBI under Priority Sector advances have been surpassed.

Performance as on 31.03.2023

Self Help Group

- Nos : 4.57 lakh
- Balance Outstanding : ₹ 13719 Cr
- Disbursements (Q4 FY23): ₹2303Cr
- Women Beneficiaries: 63 lakhs (No.)

STAND Up INDIA

- Nos Disbursed : 8424
- Disbursements: ₹1780 Cr (Cumulative) (Achievement: 89%)

MUDRA (including RRBs)

- Nos Disbursed : 8.59 lakh accounts
- Disbursements: ₹11161Cr

PM SVANidhi

- Nos Disbursed : 2.75 lakh
- Cumulative Disbursements: ₹328 Cr



₹ in Cr

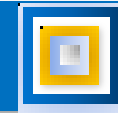
Sector	31.03.2022	% share to Gross Advances	31.03.2023	% share to Gross Advances
Infrastructure	58521	15	54857	12
Of which				
Power	18543	5	20271	5
Port and Road Project	9011	2	8495	2
Other infrastructure	30967	8	26091	6
Basic Metal	8006	2	9729	2
Textiles	7196	2	7624	2
Petroleum and Coal Products	8093	2	9934	2
All Engineering	5246	1	5596	1
Food Processing	8968	2	9170	2
Trade	22806	6	22421	5
Commercial Real Estate	7035	2	13980	3
Home Loans/Auto Loans/Other Retail	80433	20	91086	21
Agriculture	88100	22	101937	23
NBFC	51130	13	66419	15
Others (Other Industries/Sectors)	50164	13	51168	12
Total Domestic Advances	395698	100	443921	100

Standard Domestic Credit



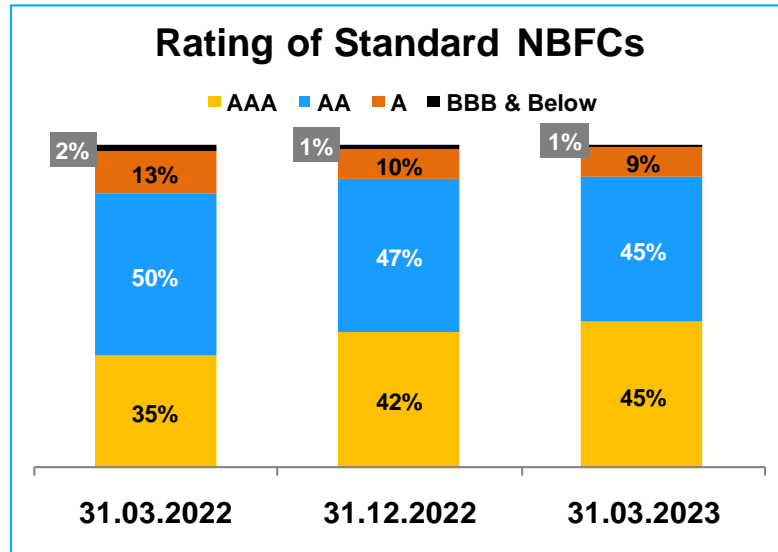
External Rating (More than ₹10 Cr; For CRE > ₹5 Cr)	31.03.2022		31.12.2022		31.03.2023	
	Exposure	% to Total	Exposure	% to Total	Exposure	% to Total
Rated Exposure						
AAA	33164	16%	37518	16%	44055	18%
AA	58634	28%	69728	30%	68717	29%
A	53985	25%	58842	25%	64914	27%
BBB	35825	17%	41150	18%	36556	15%
Total BBB and above	181609	85%	207238	88%	214242	90%
BB and below	31344	15%	27852	12%	24259	10%
Of which,						
<i>PSU Accounts (More than ₹100 Cr)</i>	10214	33%	6033	22%	4695	19%
<i>Corporates (More than ₹100 Cr)</i>	9399	30%	10191	37%	9008	37%
<i>Others (Less than ₹100 Cr)</i>	11730	37%	11628	42%	10556	44%
Total Rated Exposure (A)	212953	83%	235090	85%	238501	84%
Unrated Exposure						
<i>PSU with Govt Guarantee</i>	27914	62%	25279	62%	26330	56%
<i>PSU without Govt Guarantee</i>	10232	24%	8166	20%	11624	25%
<i>Others</i>	6019	14%	7399	18%	8795	19%
Total Unrated Exposure (B)	44165	17%	40844	15%	46749	16%
Total (A+B)	257118		275934		285250	

Standard NBFC Advances

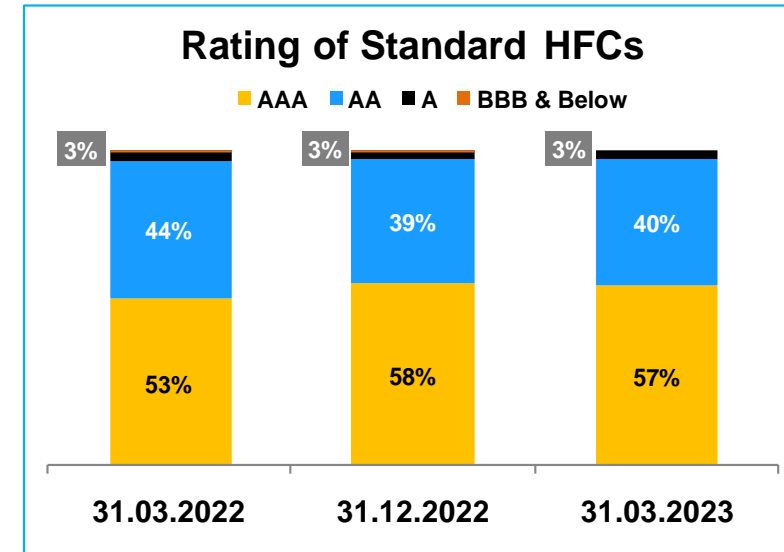


₹ in Cr

Standard NBFC	31.03.2022	%	31.12.2022	%	31.03.2023	%
NBFC - PSUs	4659	9%	6744	11%	6102	9%
NBFC - HFCs	20582	42%	23125	38%	24341	37%
NBFC - MFIs	2238	5%	1738	3%	2108	3%
NBFC - Others	21753	44%	28678	48%	33750	51%
Total	49232	100%	60285	100%	66301	100%



Rated A and above: 99%

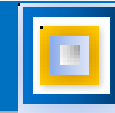


Rated A and above: 100%

Standard NBFCs	31.03.2022	31.12.2022	31.03.2023
NBFCs			
Bank sponsored	2260	4309	5847
Private Inst & others	46972	55976	60454
Total	49232	60285	66301

Out of Std NBFCs	31.03.2022	31.12.2022	31.03.2023
HFCs			
Bank sponsored	1881	3203	3517
Private Institutions	18701	19922	20824
Total	20582	23125	24341

Investments (Domestic)

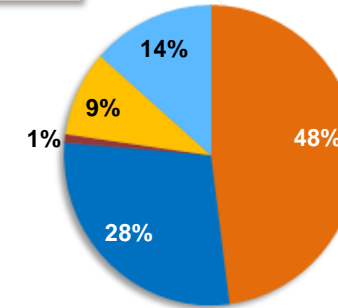


Details	31.03.2022	31.12.2022	31.03.2023	YoY (%)
SLR Investments	140538	144668	148627	5.76
<i>Of which</i>				
Central Government Securities	88284	93253	94158	6.65
State Government Securities	49634	48871	51696	4.15
Treasury Bills	2620	2544	2773	5.84
Non SLR Investments	37897	37686	39255	3.58
Total	178435	182354	187882	5.29
(i) Held For Trading (HFT)	41	348	92	122.87
(ii) Available For Sale (AFS)	41931	42431	45457	8.41
(iii) Held To Maturity (HTM)	136463	139575	142333	4.30
Total	178435	182354	187882	5.29
Modified Duration of AFS & HFT portfolio	2.57	2.20	1.98	

₹ in Cr

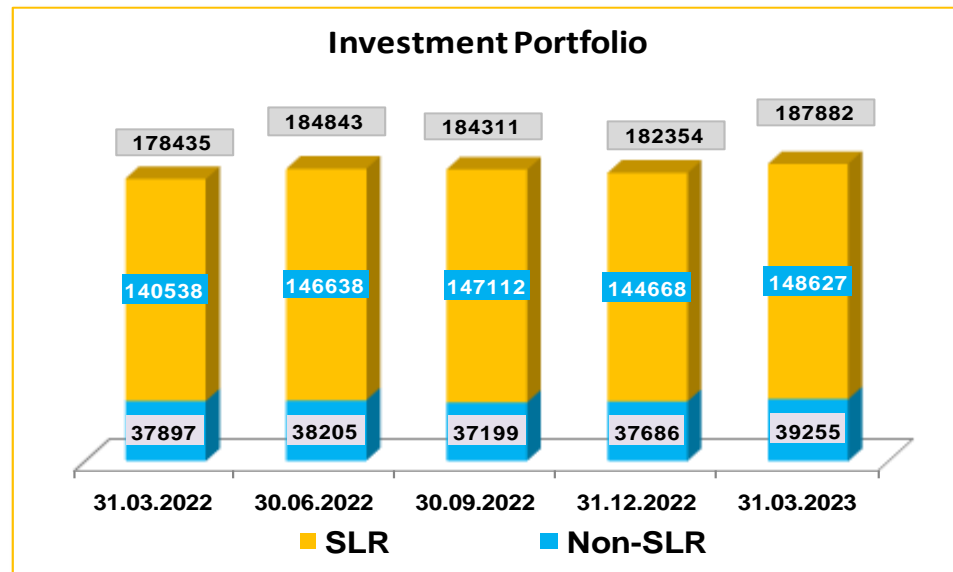
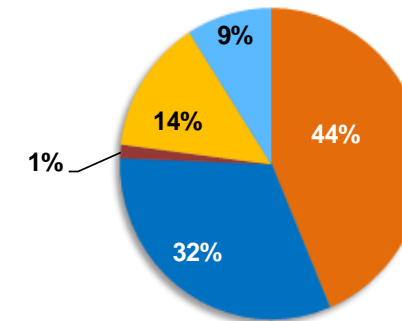
AFS Book (YoY)

31.03.22

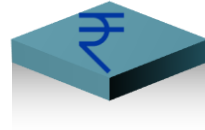


■ G sec & T Bill ■ Corporate Bonds ■ CP ■ SDLs ■ Others

31.03.23



03 Financials



Operating Profit and Net Profit



₹ in Cr

SI No	Components	Quarter Ended					Year Ended		
		31.03.2022	31.12.2022	31.03.2023	Q-o-Q (%)	YoY (%)	31.03.2022	31.03.2023	YoY (%)
1	Interest Income	9832	11834	12244	3	25	38856	44942	16
2	Interest Expenses	5577	6335	6736	6	21	22128	24717	12
3	Net Interest Income (1-2)	4255	5499	5508	0.2	29	16728	20225	21
4	Non Interest Income	1573	1716	1994	16	27	6915	7143	3
5	Operating Income (3+4)	5828	7215	7502	4	29	23643	27369	16
6	Operating Expenses	3090	3154	3486	11	13	10926	12098	11
7	Operating Profit (5-6)	2738	4061	4016	-1	47	12717	15271	20
8	Provisions (excl. Taxes)	1915	2515	2564	2	34	9513	9356	-2
9	Profit Before Taxes (7-8)	823	1546	1452	-6	76	3204	5915	85
10	Provision for Taxes	-161	150	5	-	-	-741	633	-
11	Net Profit (9-10)	984	1396	1447	4	47	3945	5282	34

Income



₹ in Cr

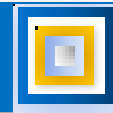
Sl No	Components	Quarter Ended				
		31.03.2022	31.12.2022	31.03.2023	QoQ (%)	YoY (%)
1	Interest Income on Advances and Discount on Bills	6679	8552	8850	3	33
2	Interest on investments	2752	2918	3066	5	11
3	Other interest income	401	364	328	-10	-18
4	Total Interest Income (1+2+3)	9832	11834	12244	3	25
5	Profit/Loss on Sale of Investments	249	134	17	-87	-93
6	Profit/Loss on Revaluation of Investments	-165	67	65	-3	-
7	Recovery of bad debts	197	426	860	102	337
8	Fee Income	813	704	914	30	12
9	Forex Income	274	294	46	-84	-83
10	PSLC Commission	152	40	41	3	-73
11	Miscellaneous income	53	51	51	-	-4
12	Total Non Interest Income (5 to 11)	1573	1716	1994	16	27
13	Total Income (4+12)	11405	13550	14238	5	25

Year Ended		
31.03.2022	31.03.2023	YoY (%)
26928	31941	19
10965	11647	6
963	1354	41
38856	44942	16
1626	381	-77
-343	-87	-75
1612	2177	35
2555	2969	16
690	1009	46
571	479	-16
204	215	5
6915	7143	3
45771	52085	14



₹ in Cr

SI No	Components	Quarter Ended					Year Ended		
		31.03.2022	31.12.2022	31.03.2023	Q-o-Q (%)	YoY (%)	31.03.2022	31.03.2023	YoY (%)
1	Transaction fees	178	163	164	1	-8	700	704	1
2	Loan processing charges	173	175	208	19	20	574	693	21
3	Commission on Government business	30	16	22	38	-27	77	76	-1
4	Commission on LC/BG	123	117	140	20	14	408	461	13
5	Cross selling	34	39	48	23	41	86	136	58
6	Income from PFMS operations	4	11	6	-45	50	25	44	76
7	Rent on Lockers	35	33	47	42	34	125	144	15
8	Misc fee Income	236	150	279	86	18	560	711	27
9	Fee Income (1 to 8)	813	704	914	30	12	2555	2969	16



₹ in Cr

SI No	Components	Quarter Ended					Year Ended		
		31.03.2022	31.12.2022	31.03.2023	Q-o-Q (%)	YoY (%)	31.03.2022	31.03.2023	YoY (%)
1	Interest on deposits	5198	5911	6327	7	22	20936	23184	11
2	Interest on borrowings	148	191	174	-9	18	248	616	148
3	Other interest expenses	231	233	235	1	2	944	917	-3
4	Total Interest Expenses (1+2+3)	5577	6335	6736	6	21	22128	24717	12
5	Salary	1310	1443	1515	5	16	4837	5403	12
6	Employees Benefit	639	548	705	29	10	1858	2124	14
7	Staff Expenses (5+6)	1949	1991	2220	12	14	6695	7527	12
8	Overheads	1141	1163	1267	9	11	4231	4571	8
9	Operating Expenses (7+8)	3090	3154	3486	11	13	10926	12098	11
10	Total Expenses (4+9)	8667	9489	10223	8	18	33054	36815	11

Overhead Expenses



₹ in Cr

SI No	Components	Quarter Ended					Year Ended		
		31.03.2022	31.12.2022	31.03.2023	Q-o-Q (%)	YoY (%)	31.03.2022	31.03.2023	YoY (%)
1	Rent, Taxes & Lighting	173	159	172	8	-1	614	621	1
2	Depreciation	145	131	129	-2	-11	597	529	-11
3	Insurance	190	210	208	-1	9	742	814	10
4	Travelling and Halting	52	58	53	-9	2	196	219	12
5	Postage, Telecommunications etc.	25	24	26	8	4	110	96	-13
6	Repairs and Maintenance	83	56	63	13	-24	244	192	-21
7	Printing and Stationery	37	23	27	17	-27	85	99	16
8	ATM Issuer Fee paid	116	115	132	15	14	409	456	11
9	Others	320	387	457	18	43	1234	1545	25
10	Overheads (1 to 9)	1141	1163	1267	9	11	4231	4571	8

Provisions and Net Profit



₹ in Cr

SI No	Components	Quarter Ended					Year Ended		
		31.03.2022	31.12.2022	31.03.2023	Q-o-Q (%)	YoY (%)	31.03.2022	31.03.2023	YoY (%)
1	Operating Profit	2738	4061	4016	-1	47	12717	15271	20
2	Total Provisions	1754	2665	2569	-4	46	8772	9989	14
	Of which								
	NPA - Advances	2046	1474	1040	-	-	8447	6516	-23
	NPA - Investments	2	39	0	-	-	111	405	264
	Standard advances	-95	990	1444	46	-	962	2295	139
	Income-tax	-161	150	5	-	-	-741	633	-
	Others	-38	12	80	-	-	-7	140	-
3	Net Profit (1-2)	984	1396	1447	4	47	3945	5282	34

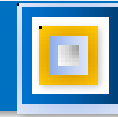
Performance Ratios



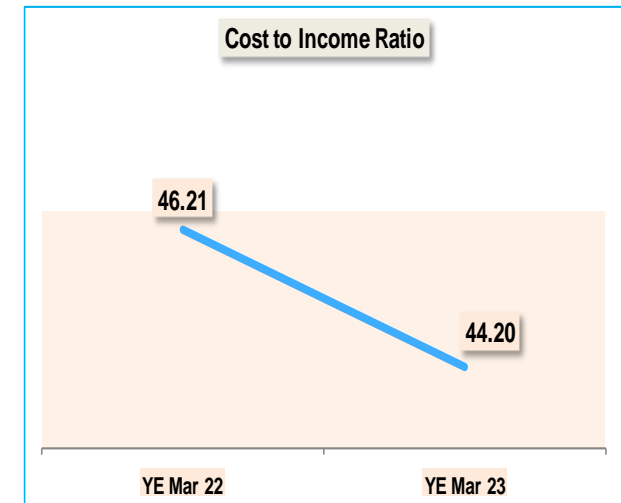
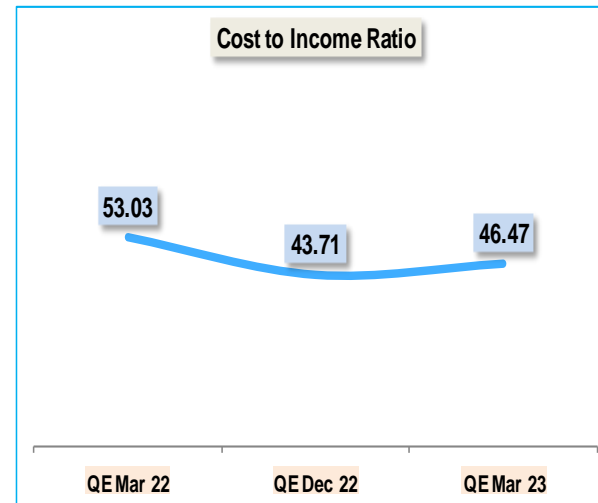
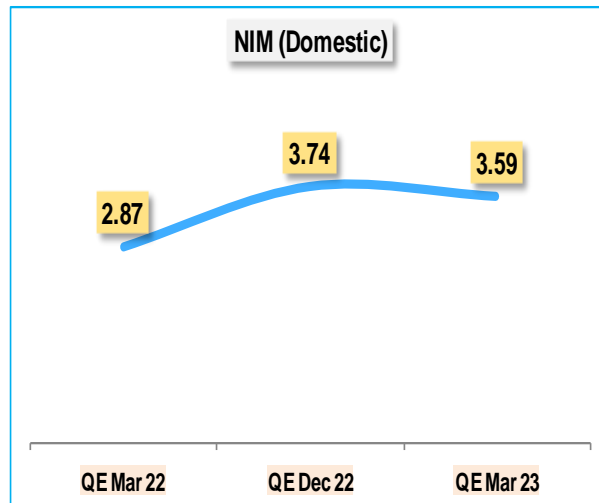
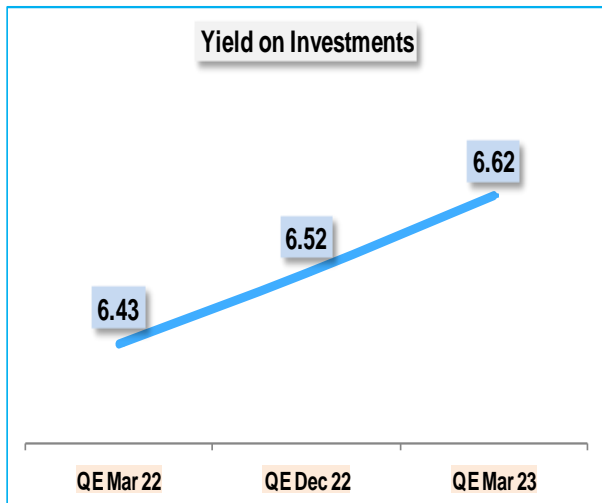
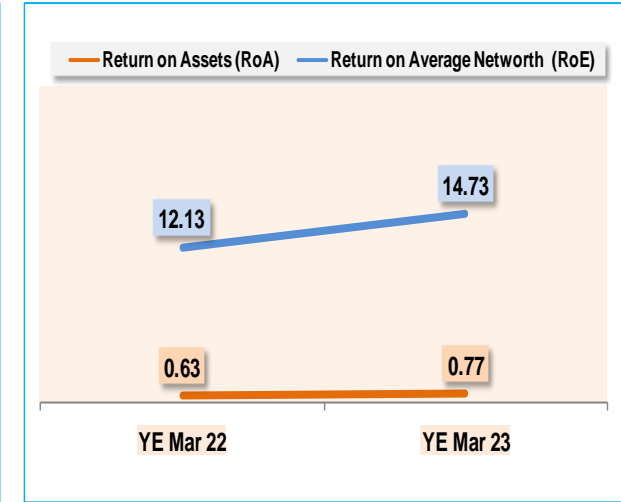
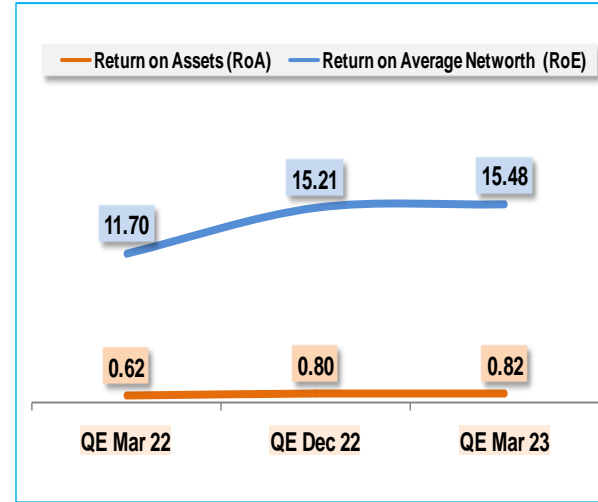
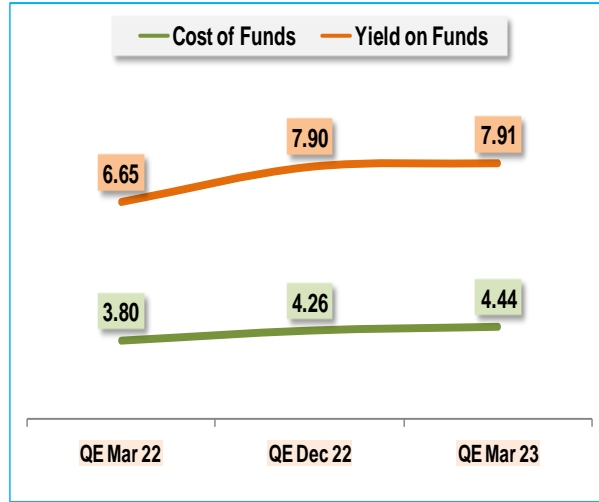
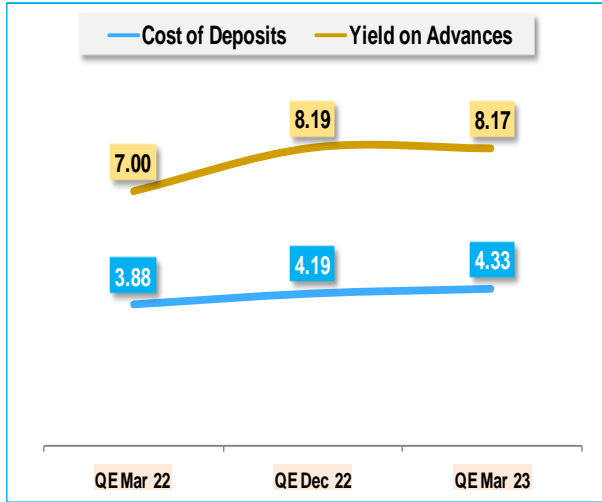
Annualised

SI No	Ratios	Quarter Ended			Year Ended	
		31.03.2022	31.12.2022	31.03.2023	31.03.2022	31.03.2023
1	Cost of Deposits	3.88	4.19	4.33	3.97	4.09
2	Cost of Funds	3.80	4.26	4.44	3.90	4.14
3	Cost to Income Ratio	53.03	43.71	46.47	46.21	44.20
4	Yield on Advances	7.00	8.19	8.17	7.21	7.76
5	Yield on Investments	6.43	6.52	6.62	6.25	6.45
6	Return on Assets (RoA)	0.62	0.80	0.82	0.63	0.77
7	Net Interest Margin (NIM) Domestic	2.87	3.74	3.59	2.91	3.41
8	Return on Investments (Domestic)	6.59	6.70	6.54	6.86	6.53
9	Return on Average Networth (RoE)	11.70	15.21	15.48	12.13	14.73
10	Earnings per Share (₹)	31.61	44.84	46.48	32.38	42.41
11	Book Value per Share (₹)	269.98	299.83	300.55	269.98	300.55
12	Business per Employee (₹ in Cr)	25.20	25.36	26.61	25.20	26.61
13	Business per Branch (₹ in Cr)	174.90	179.92	187.38	174.90	187.38
14	Net Profit per Employee (₹ in lakhs)	9.89	13.63	14.20	9.91	12.95

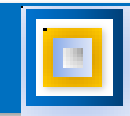
Performance Ratios



% annualised



04 Capital & Risk Management



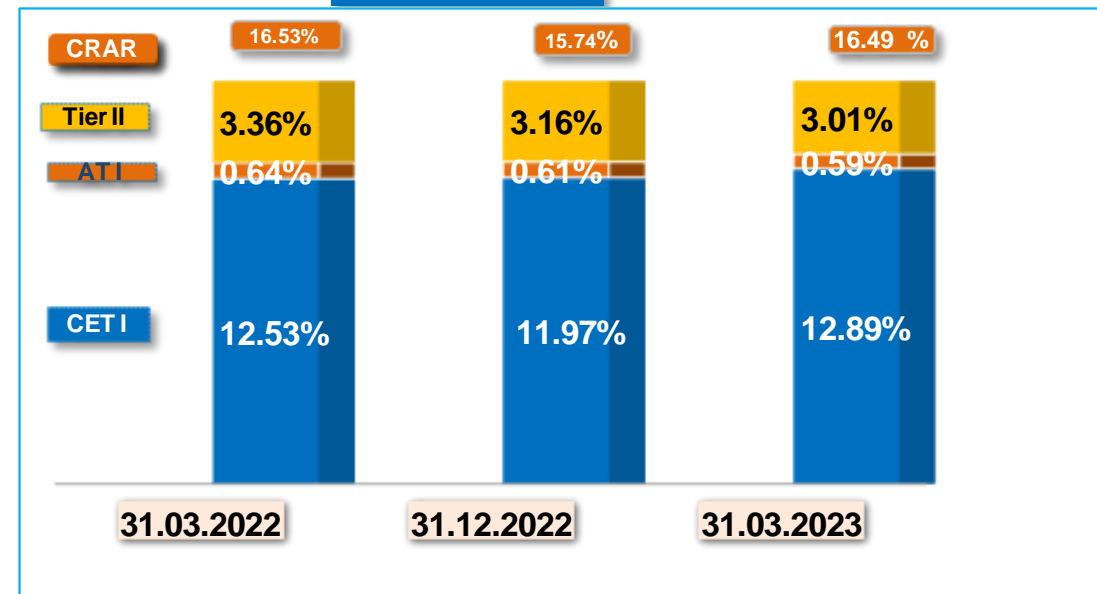


₹ in Cr

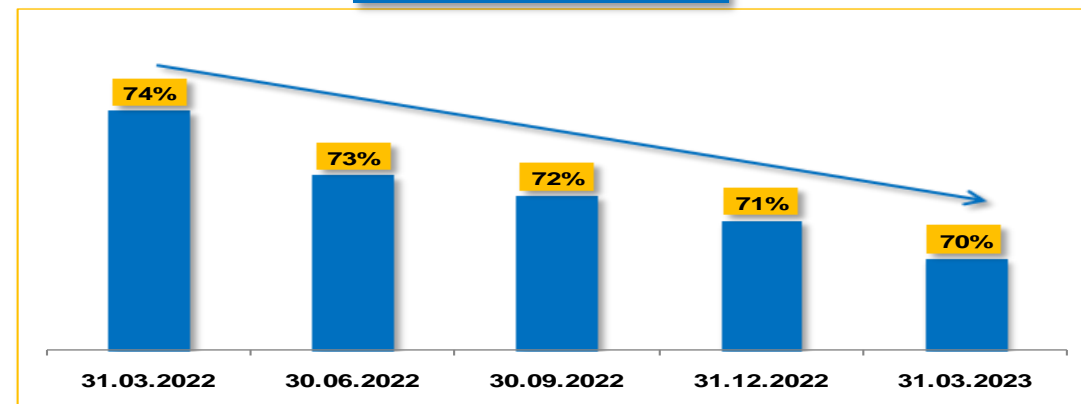
Parameters	31.03.2022	31.12.2022	31.03.2023
Capital	51100	50819	54992
Common Equity Tier I (CET 1)	38725	38638	42984
Additional Tier I	1980	1980	1980
Tier II	10395	10202	10027
Total Risk Weighted Assets	308938	322683	333582
CRAR %	16.53	15.74	16.49

S. No	Risk Weighted Assets (RWA)	31.03.2022	31.12.2022	31.03.2023
1	Credit	261043	269582	279644
	<i>Density</i>	62.81%	59.69%	59.05%
	<i>Of which</i>			
	Retail	48854	50992	54126
	<i>Density</i>	60.74%	58.46%	59.42%
	Agriculture	29391	31334	32111
	<i>Density</i>	33.36%	31.90%	31.50%
	MSME	50184	50653	53394
	<i>Density</i>	67.66%	65.47%	67.03%
2	Market	14509	15569	16406
	<i>Density</i>	35.97%	36.44%	36.10%
3	Operational	33386	37532	37532
	<i>Density</i>	--	--	--

CRAR %



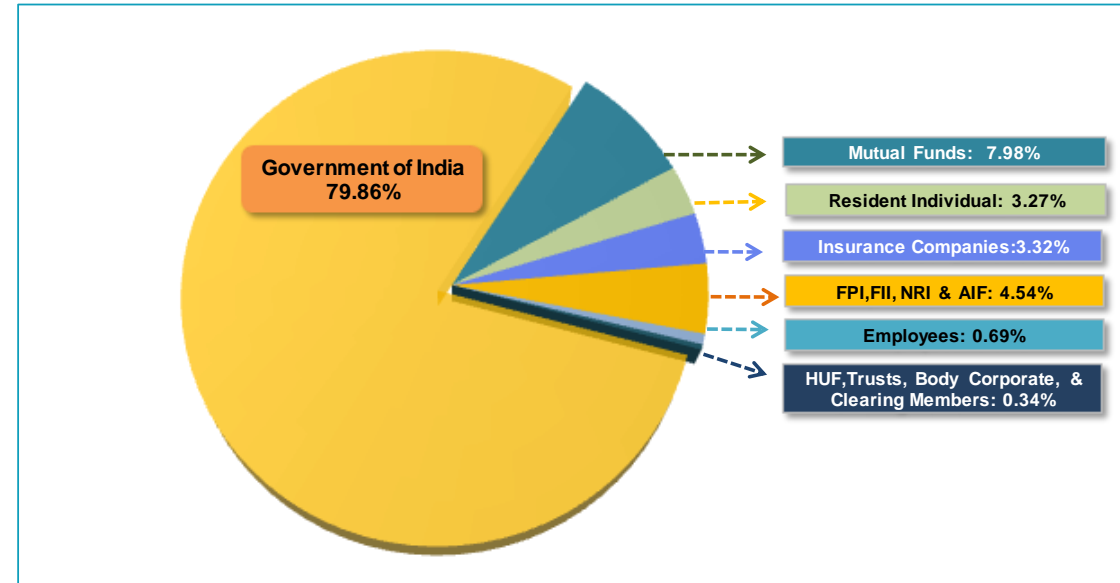
RWAs to Gross Advances



Share Holding

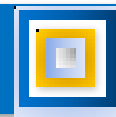


31.03.2023

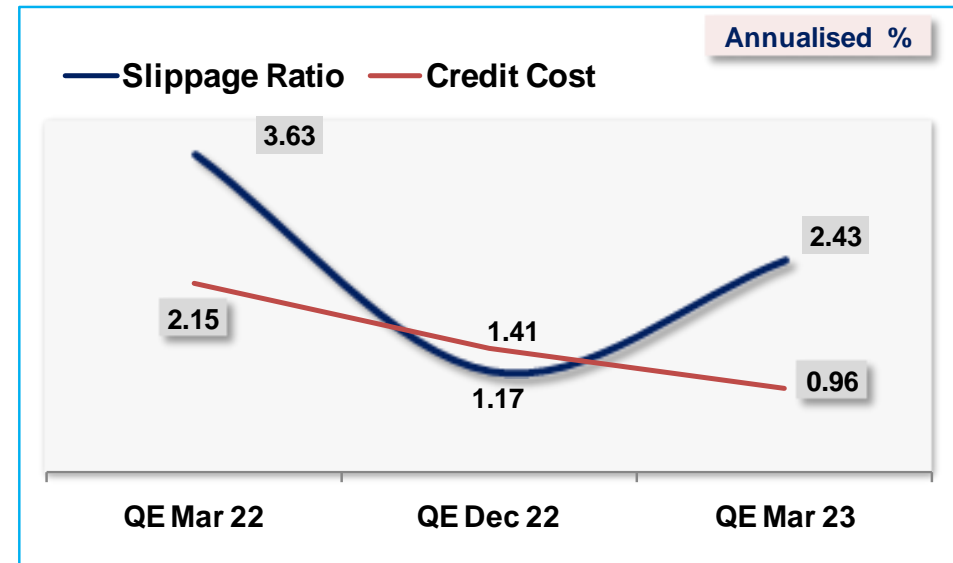
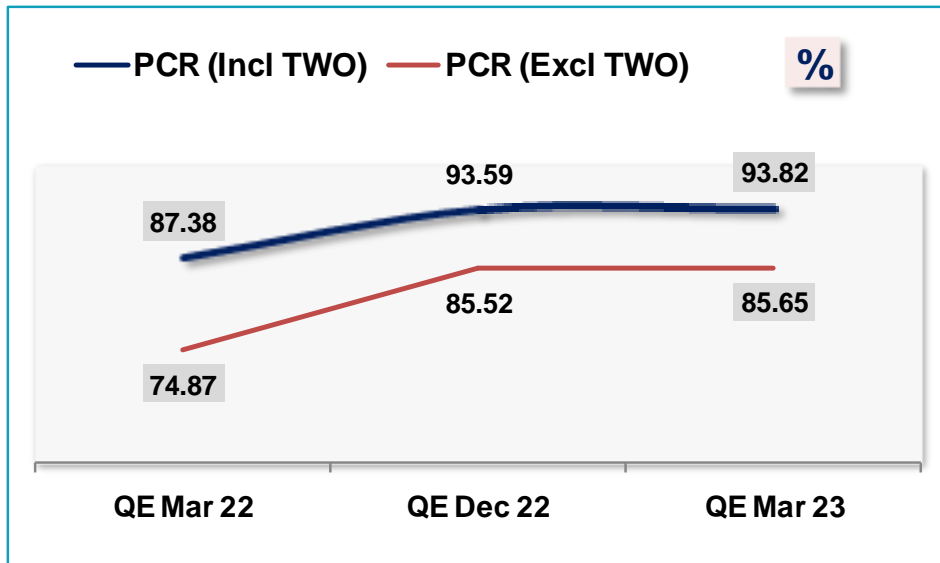
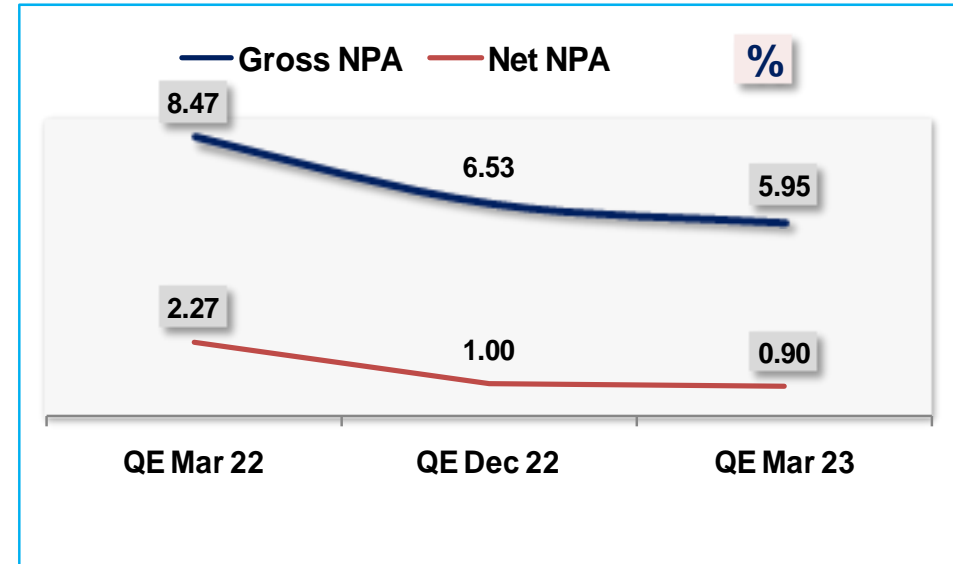
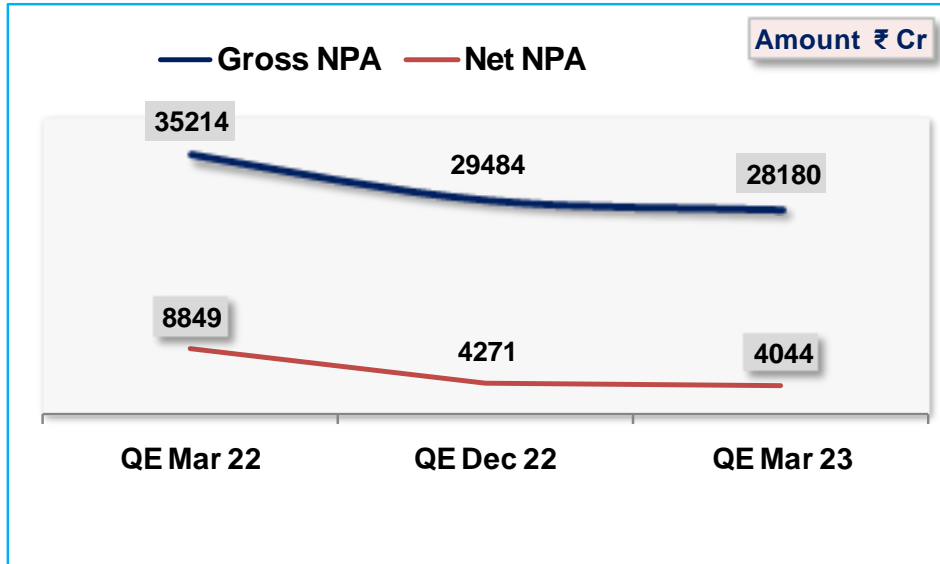


Pattern of Equity Shareholding Shareholder	%
Promoters	79.86
Public & Others	20.14
Total	100

05 Asset Quality



Asset Quality



Movement of NPA



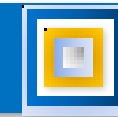
₹ in Cr

S No	Details	Quarter Ended			Year Ended	
		31.03.2022	31.12.2022	31.03.2023	31.03.2022	31.03.2023
1	Gross NPA opening balance	36540	31959	29484	38455	35214
	ADDITIONS :					
	Fresh Slippages	3298	1192	2566	9807	6642
	To old NPAs / Others	70	121	0	358	400
2	Sub-Total	3368	1313	2566	10165	7042
	LESS:					
	Cash Recovery	1135	1339	1371	3475	4524
	Upgradation	1376	681	530	1574	1146
	Technical Write off	1693	1501	1502	7057	7189
	Normal Write off	480	267	316	1290	1052
	Exchange difference	10	0	151	10	167
3	Sub-Total	4694	3788	3870	13406	14077
4	Gross NPA closing Balance (1+2-3)	35214	29484	28180	35214	28180
	Gross NPA%	8.47	6.53	5.95	8.47	5.95
5	Provisions	25761	24641	23575	25761	23575
6	Others (Interest Realisable,etc.)	604	572	561	604	561
7	Net NPA [4-(5+6)]	8849	4271	4044	8849	4044
	Net NPA%	2.27	1.00	0.90	2.27	0.90
	AUC Recovery	197	428	838	1611	2155
	MOI Recovery	101	183	180	455	679
	Total Cash Recovery	1433	1950	2389	5541	7358
	Total Recovery (Cash +Upgradation)	2809	2631	2919	7115	8504
	PCR % (including Technical Writeoff)	87.38	93.59	93.82	87.38	93.82
	PCR % (excluding Technical Writeoff)	74.87	85.52	85.65	74.87	85.65
	Slippage Ratio % (Annualised)	3.63	1.17	2.43	2.79	1.75
	Credit Cost % (Annualised)	2.15	1.41	0.96	2.25	1.58

Fresh slippages

Category	Q4 FY 22	Q3 FY 23	Q4 FY 23	FY 22	FY 23
Retail	477	294	501	1273	1071
Agriculture	417	197	708	1730	1947
MSME	1431	676	1343	3873	2985
RAM	2325	1167	2552	6876	6003
Corporate	973	25	14	2931	639
Total	3298	1192	2566	9807	6642

NPA Position – Sector-wise

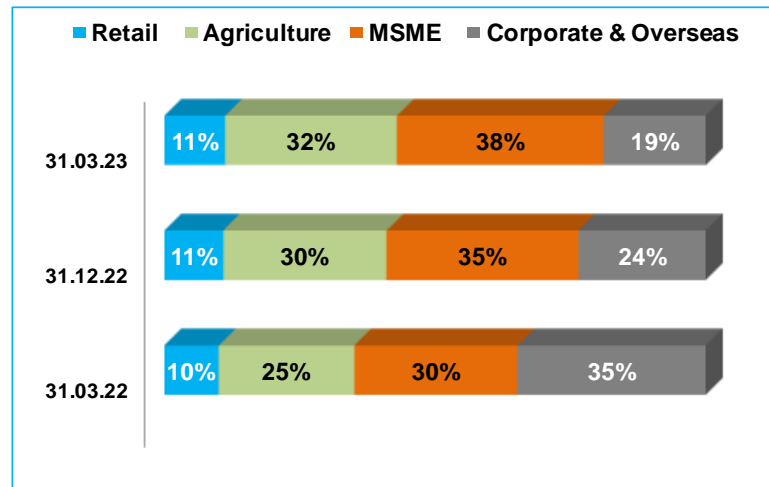


₹ in Cr

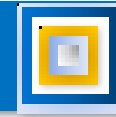


S No	Sector	31.03.2022		31.12.2022		31.03.2023		
		Gross NPA	% to respective portfolio	Gross NPA	% to respective portfolio	Outstanding	Gross NPA	% to respective portfolio
1	Retail Credit	3553	4.42%	3209	3.68%	91086	3168	3.48%
	<i>Of which</i>							
	Home Loan	1402	3.01%	1363	2.74%	51524	1491	2.89%
	Education Loan	1211	26.18%	924	20.46%	4623	919	19.88%
	Vehicle Loan	240	5.72%	244	4.89%	5377	243	4.52%
2	Agriculture	8884	10.08%	8879	9.04%	101937	8927	8.76%
3	MSME	10674	14.39%	10455	13.51%	79656	10767	13.52%
4	Corporate & Overseas	12103	7.00%	6939	3.67%	200907	5318	2.65%
5	Total (1 to 4)	35214	8.47%	29484	6.53%	473586	28180	5.95%
	Priority	21136	14.20%	23365	15.29%	152992	20581	13.45%

Sector wise GNPA to Total NPA %



NCLT & NARCL



₹ in Cr



NCLT

Category	31.03.2023			
	No.of Accounts	Exposure	Provision	PCR%
RBI List I	6	1400	1400	100%
RBI List II	9	2803	2803	100%
Accounts filed by Bank	23	1430	1430	100%
Accounts filed by other Banks	185	16812	16812	100%
Total	223	22445	22445	100%

Recovery from NCLT	Q4 FY22		Q3 FY23		Q4 FY23		FY 23	
	No of Acs	Amount	No of A/cs	Amount	No of A/cs	Amount	No of A/cs	Amount
Through Resolution	16	52	23	127	15	233	61	568
Under Liquidation	30	50	11	187	25	133	78	461
Total	46	102	34	314	40	366	139	1029

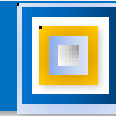
NARCL

Accounts Identified by NARCL under process		Our Bank exposure as on 31.03.2023		Other Banks	
No of A/c	Amount	No of A/c	Amount	No of A/c	Amount
51	192760	22	6258	51	186502

Invested ₹ 139.49 Cr as Equity in NARCL

S.No	Position of Accounts with Indian Bank	No. of A/cs	Book Balance
1	Bids received from NARCL	9	3354
2	Under progress with NARCL	6	1492
3	Kept on hold temporarily by NARCL	7	1412
	Total	22	6258

SMA Position



₹5 Cr and above

₹ in Cr

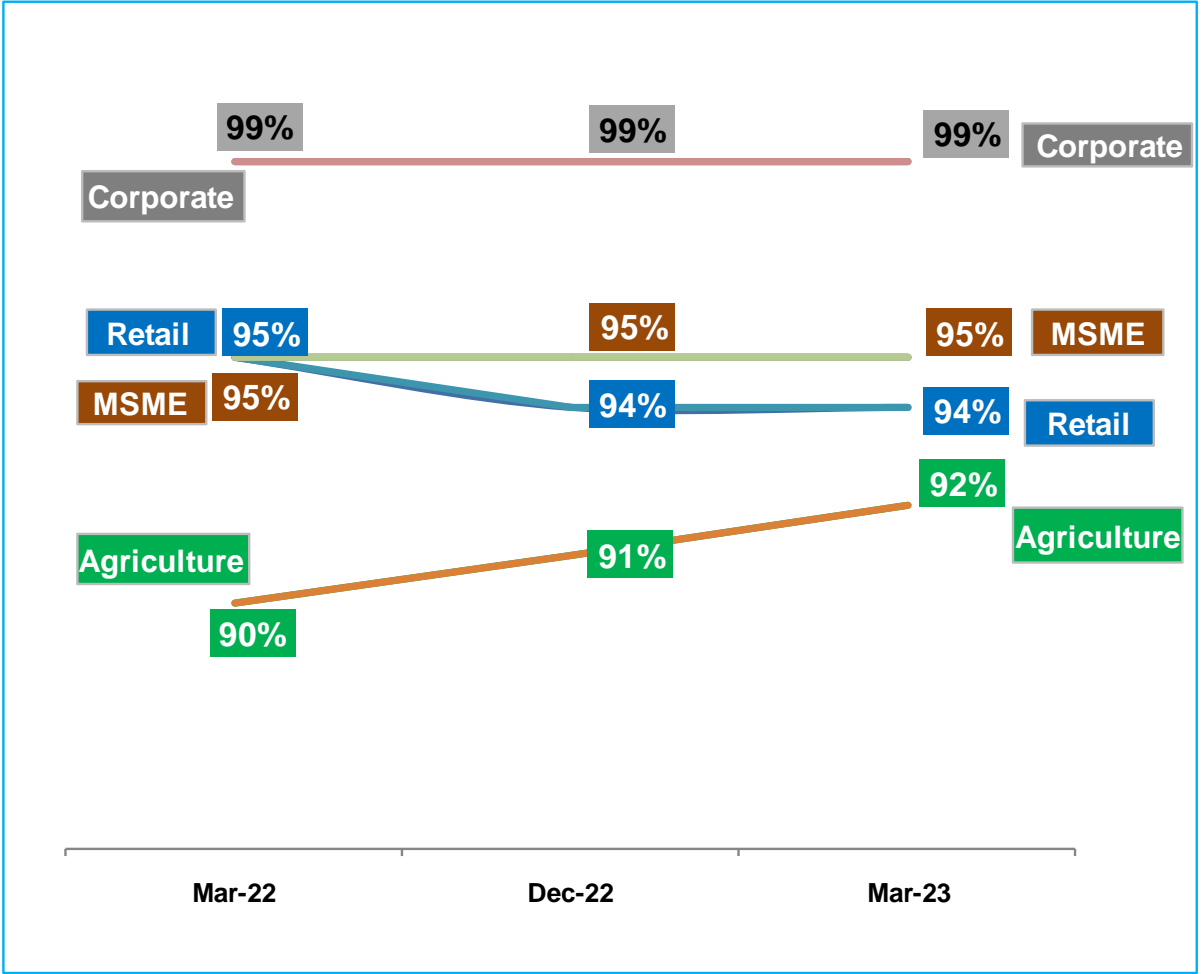
Sector	31.12.2022						31.03.2023					
	SMA 1	SMA 2	Total	Standard Advances as on 31.12.22	% to Respective Sector Standard Advances	% to Total Standard Advances	SMA 1	SMA 2	Total	Standard Advances as on 31.03.23	% to Respective Sector Standard Advances	% to Total Standard Advances
Retail	171	68	239	84010	0.28%	0.06%	92	74	166	87919	0.19%	0.04%
Agriculture	286	160	446	89341	0.50%	0.11%	230	75	305	93010	0.33%	0.07%
MSME	1092	1125	2217	66917	3.31%	0.53%	1399	459	1858	68889	2.70%	0.42%
Corporate & Others	124	223	347	181908	0.19%	0.08%	79	9	88	195590	0.04%	0.02%
TOTAL	1673	1576	3249	422176	0.77%	0.77%	1800	617	2417	445408	0.54%	0.54%

Collection Efficiency (Month on Month)

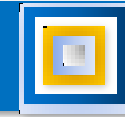


Collection efficiency from Mar'22 to Mar'23

Sector	Mar-22	Dec-22	Mar-23
Retail	95%	94%	94%
Agriculture	90%	91%	92%
MSME	95%	95%	95%
Corporate	99%	99%	99%
Overall Collection	95%	95%	95%



COVID Restructuring – Sector-wise

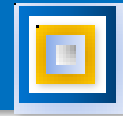


₹ in Cr

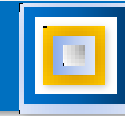
Sector	Outstanding as on 31.12.22 (Standard)		Addition during the quarter Mar'23		Reduction during the quarter Mar'23			Outstanding as on 31.03.2023 (Standard)		Recovery Percentage	Provision
	No	Amt	No	Amt	Of which Upgradation	Recovery	Fresh NPA	No	Amt	%	Amt
					Amt	Amt	Amt				
Retail	70577	6765	0	0	360	164	178	51539	6064	89%	1248
Agriculture	22957	953	0	0	279	9	52	16578	613	88%	123
MSME	42550	6438	0	0	2223	141	429	28977	3644	89%	801
Corporate	13	1049	0	0	0	53	40	11	957	94%	213
Total	136097	15205	0	0	2862	367	699	97105	11278	89%	2385

06

Financial Inclusion



Finance Inclusion - Performance



S No	FI Parameters*	Mar'22	Dec'22	Mar'23
1	BCs engaged (Nos.)	9657	10368	10750
2	BSBD Accounts (No. in lakhs)	267	285	289
3	PMJDY Accounts under BSBDA (No. in lakhs)	185	199	205
4	Balance in PMJDY accounts (₹ in Cr)	7609	8331	9342
5	Overdraft Sanctioned (₹ in Cr)	29	25	24
6	Rupay Cards issued (No. in lakhs)	110	112	114
7	Number of enrolments under PMJJBY (in lakhs)	30.24	39.38	43.74
8	Number of enrolments under PMSBY (in lakhs)	80.14	96.24	101.71
9	Number of enrolments under APY (in lakhs)	24.96	29.97	31.83
10	Number of claims settled under PMJJBY	16672	19106	20626
11	Number of claims settled under PMSBY	3947	4445	4681

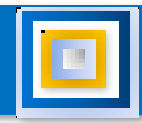
* Number of enrolments and claims are cumulative since launch of scheme

- Balance per PMJDY account stands at ₹4557 in comparison to industry average at ₹4087
- Registered YoY growth of 11% in PMJDY accounts under BSBDA.
- BC network in 24 States and 5 Union Territories.

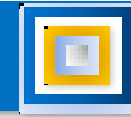
Performance under APY in FY23:

- Bank achieved 6.86 lakh fresh enrolments with highest ever Average Account per Branch of 117.
- Registered a growth of 6% (QoQ) and 28% (YoY)

07 Digital Banking & Business Network



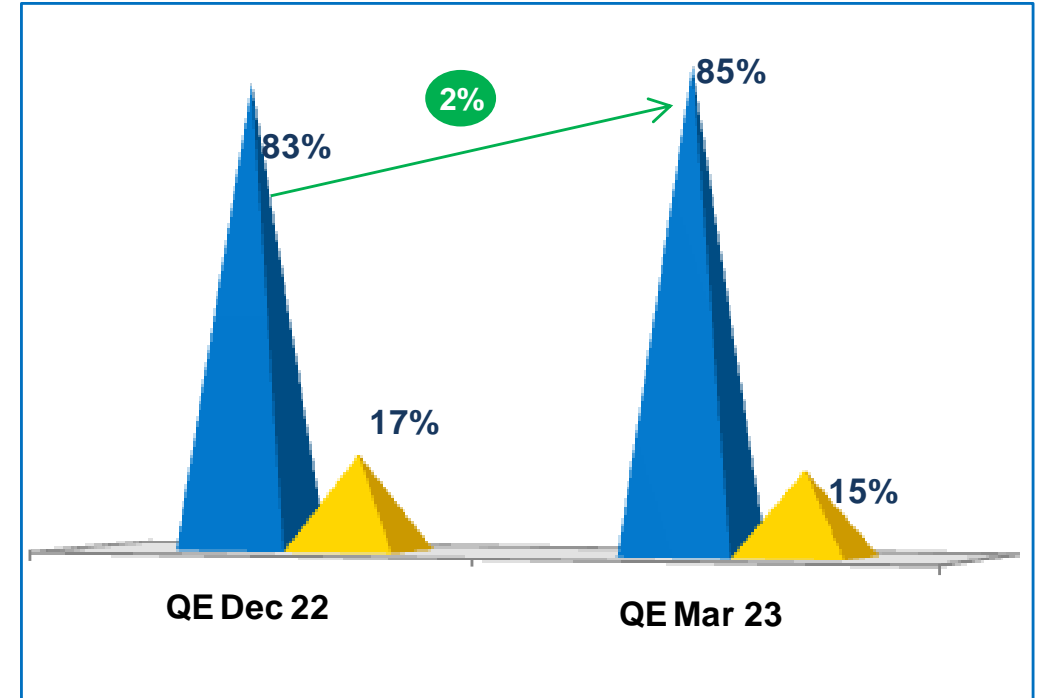
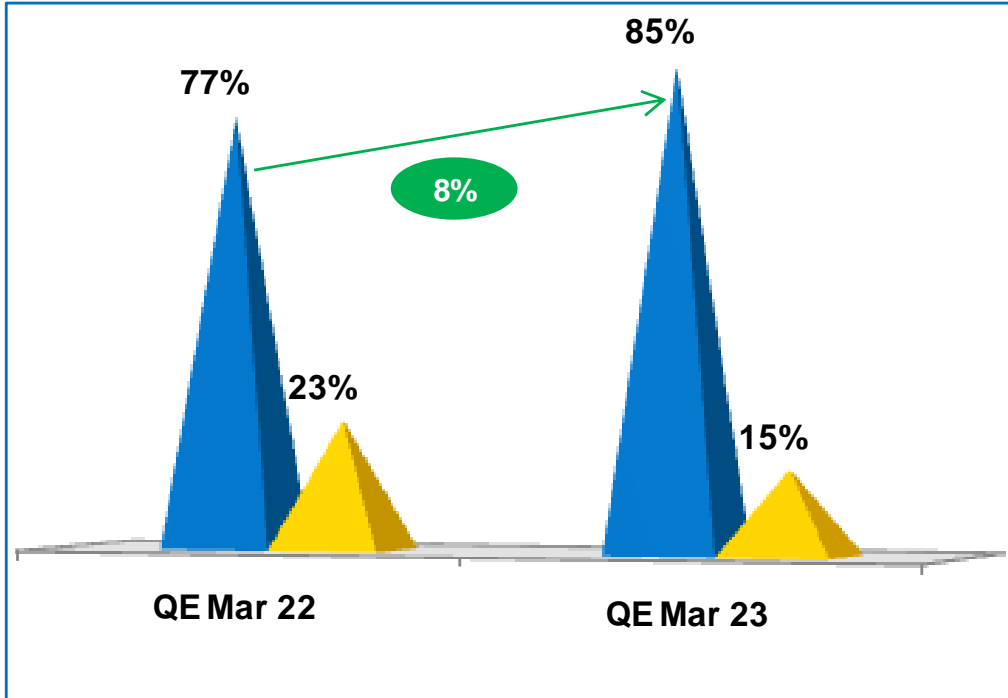
Migration to Digital Channels



YoY

Digital Migration

QoQ



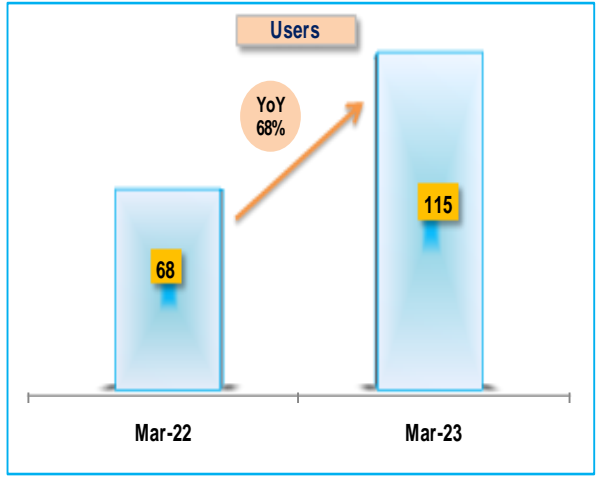
Transactions through ATM, BNA & Digital Channels improved by **8% YoY** (Q4 FY22 to Q4 FY23)



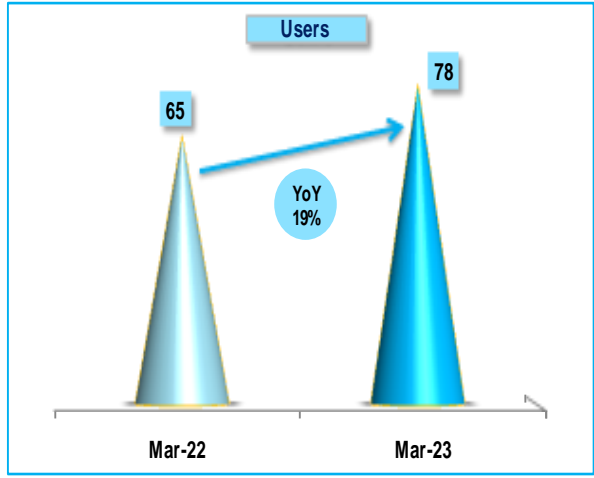
In lakhs



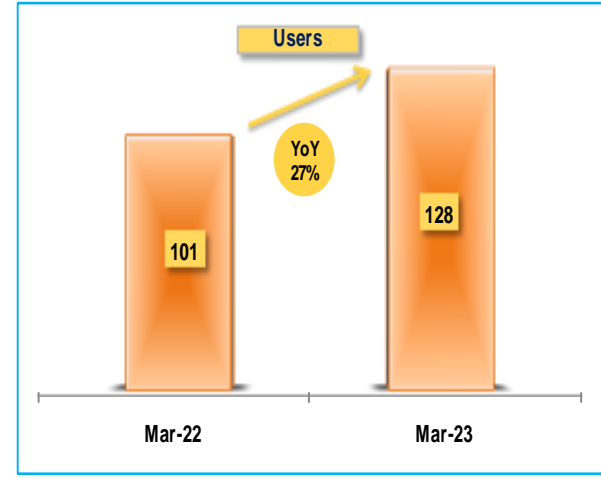
Mobile Banking



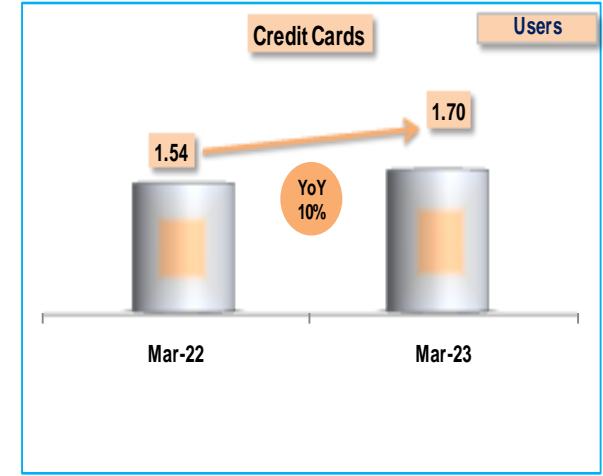
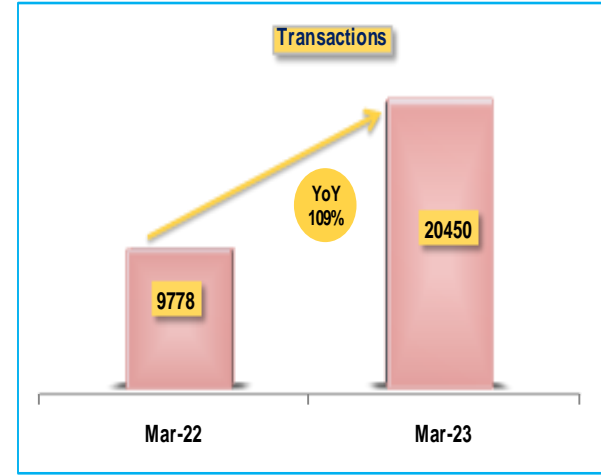
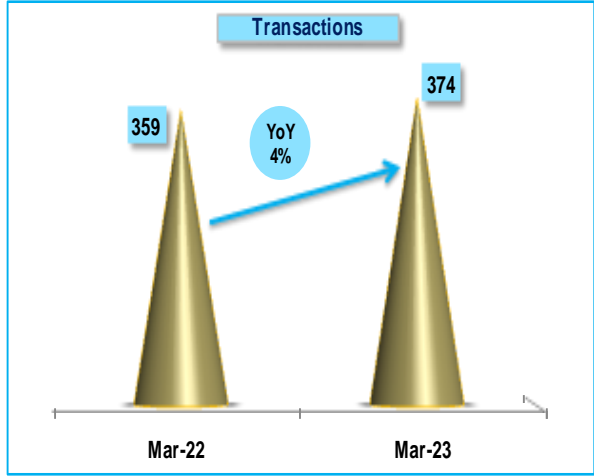
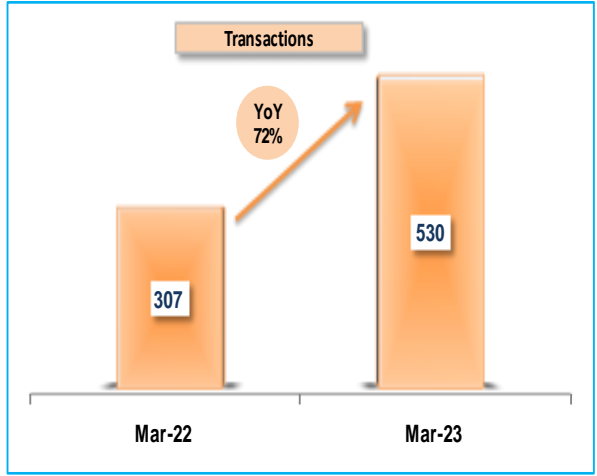
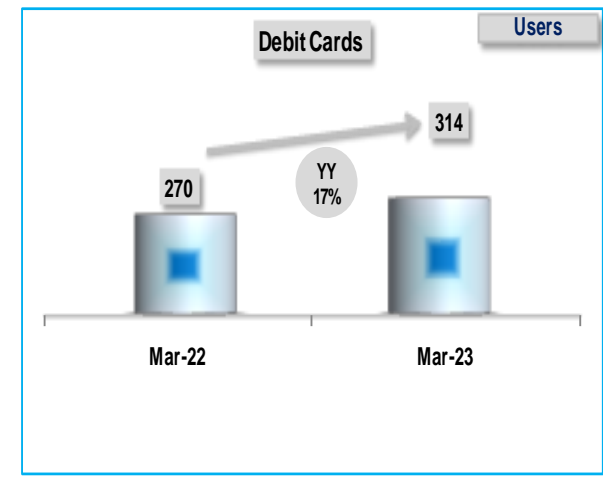
Internet Banking



UPI

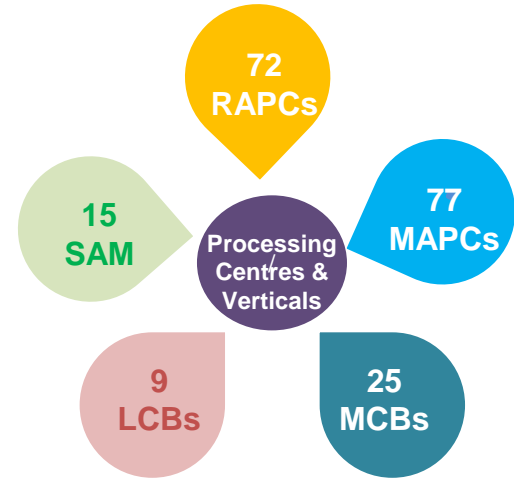


Cards

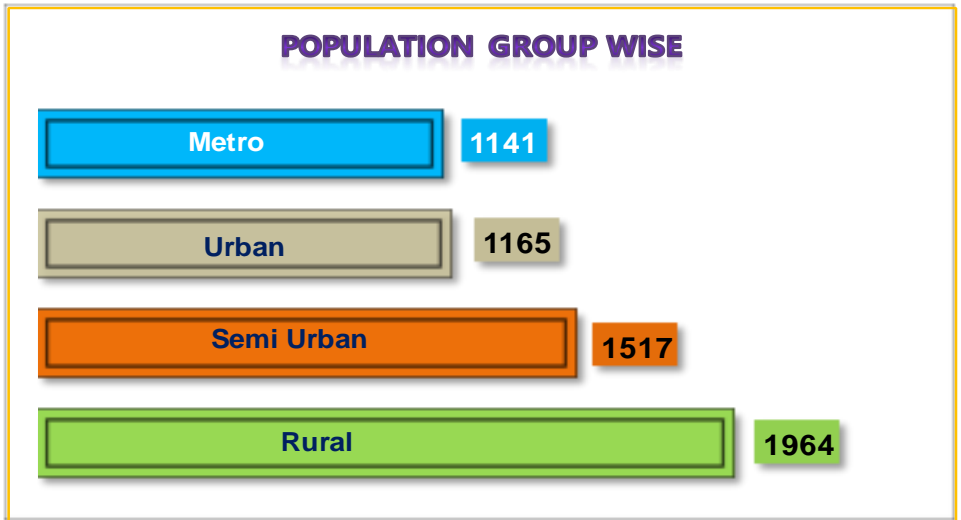


Domestic Branches 5787 (Including 3 DBUs)	ATMs & BNAs 4929
Business Correspondents 10750	Overseas Branches 3 + 1 IBU

Pan India Touch Points: 21467

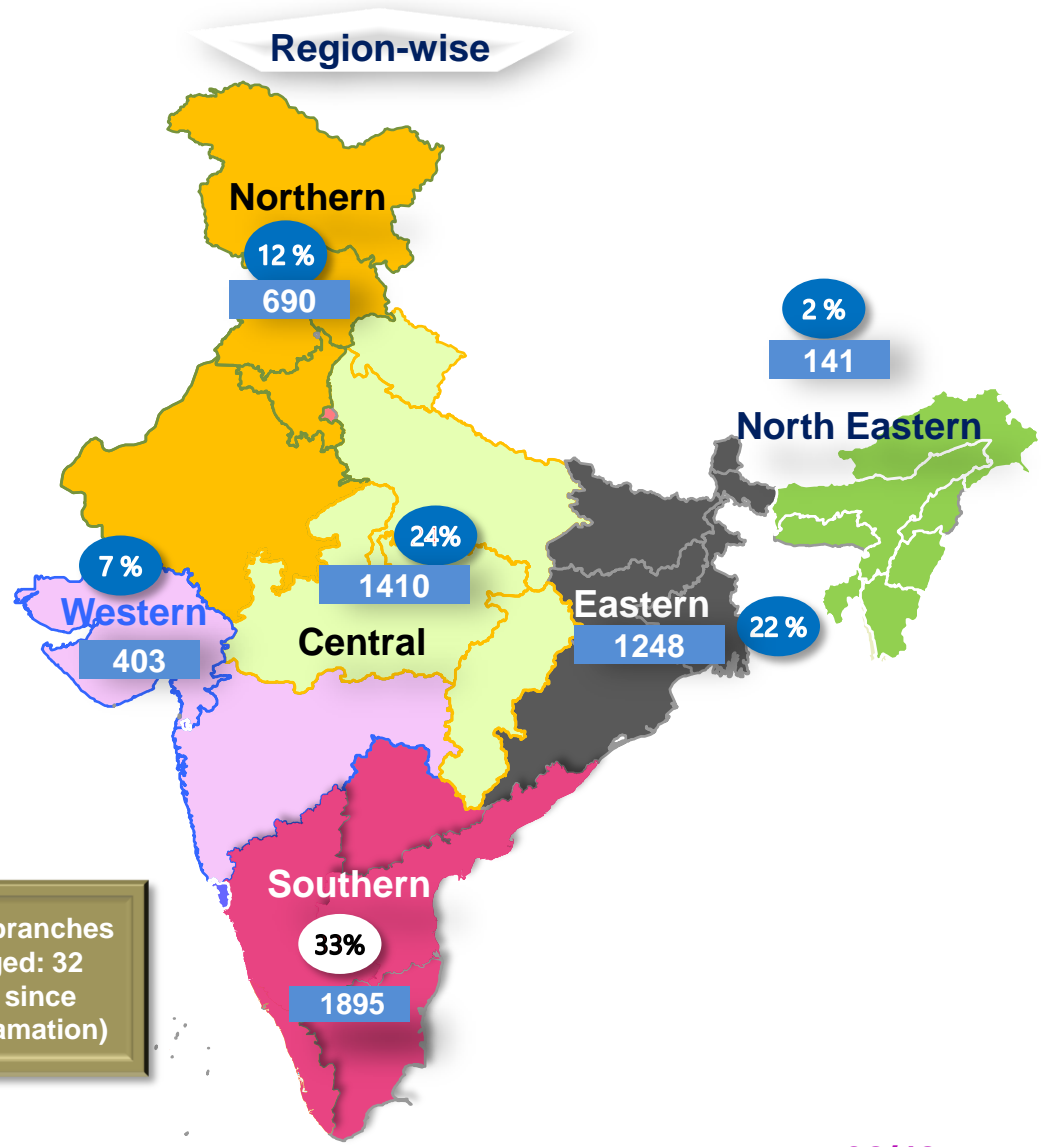


Population group wise (Domestic)



FY23

No. of branches opened: 87 (Including 3 DBUs)	No. of branches merged: 32 (323 since amalgamation)
---	---



Staff Position & HRM Initiatives



31.03.2023

Domestic	Total	Male	Female	Average age of staff	% of Female
Officers	25069	18015	7054	37	28%
Clerks	12779	8132	4647	38	36%
Sub-staff	2584	2246	338	46	13%
Full Time Sweepers	280	215	65	45	23%
Total	40712	28608	12104	38	30%

HRM Initiatives



Skilling & Re-skilling

Job Family wise training (FY23)
 No. of participants:

- Credit verticals : 6935
- Recovery Management : 1074
- Digital & Fintech : 6435
- Operations, Risk, Marketing, Strategy Analytics, Treasury etc :11250
- Human Resources :10958
- **Total : 36652**



Digital Banking Champions

908 Digital Banking Champions (DBC) assigned to encourage customers - to make use of online channels for banking needs.

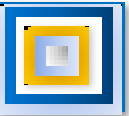


Performance Management System

- Target Setting tool
- PMS Profiler tool
- Role Clarity tool
- Job family policy & Survey
- Succession Planning
- Career Path Role Mapping
- Ind Pride Grievance Redressal

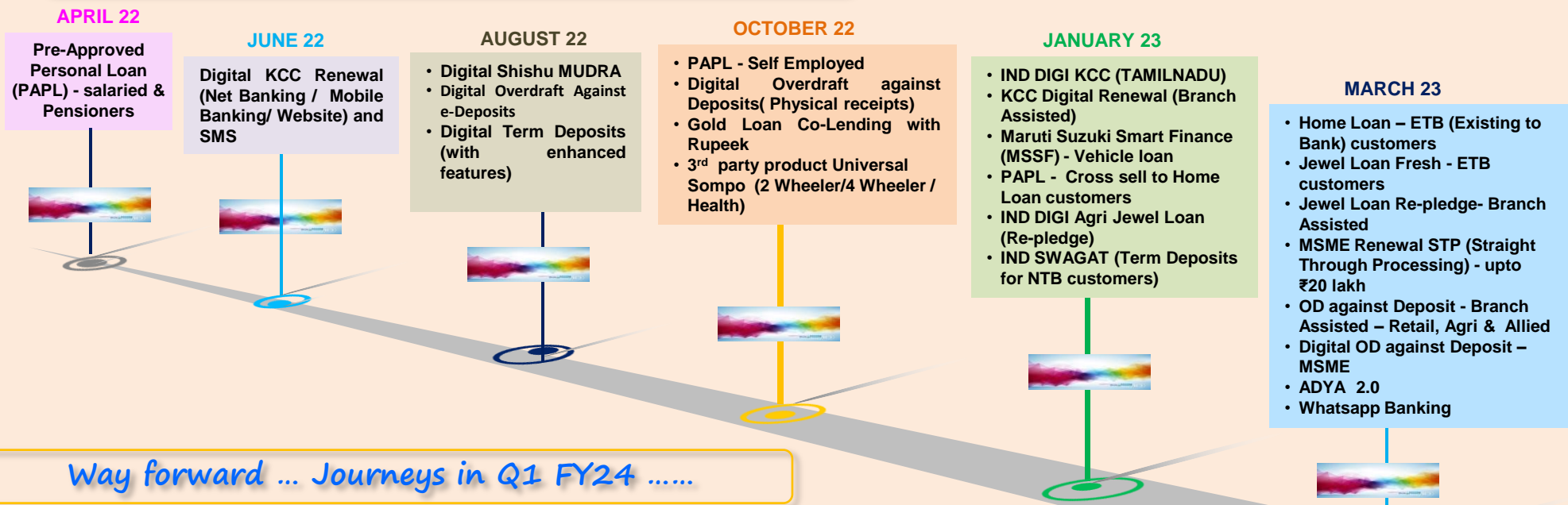
In Live - Project IND PRIDE

08 Initiatives & Awards



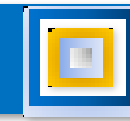
Project Wave.. World of Advanced Virtual Experience

Digital transformation ...Journeys launched



Way forward ... Journeys in Q1 FY24

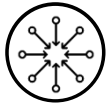
Retail	Agriculture	MSME
<ul style="list-style-type: none"> Vehicle loan (4W) – ETB Pre-approved Credit card PAPL - ₹3 lakh to ₹5 lakh with e-sign Credit card against Deposits (Secured) 	<ul style="list-style-type: none"> Jewel loan –ETB – Branch assisted KCC fresh (in Karnataka) SHG 	<ul style="list-style-type: none"> SME – GST advantage Pre-approved Business Loan (PABL) MSME Tradewell GST Sahay Supply Chain Finance



PROJECT IND LEAP - Transformation journey to address evolving customer expectations, emerging opportunities and revamp its operating model by leveraging technology and adopting best in class industry practices

ROAD TO STRATEGIC TRANSFORMATION

Seamless customer experience and improved operating model through



Centralisation



Standardisation



Automation



Efficient processing



Economies of scale

KEY HIGHLIGHTS OF IND LEAP PROJECT



5-year Strategy and Business plan



Book growth through Micro-Market Study at a pin-code level



Customer Specific Propositions through redesigned product offerings



End-to-End process optimization across Retail, MSME, Agri and Corporate sectors



Enterprise Document Management System for digital storage and archival



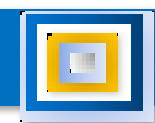
IT Application Modernization for cloud-adoption and implementation – **35+ applications migrated to cloud**



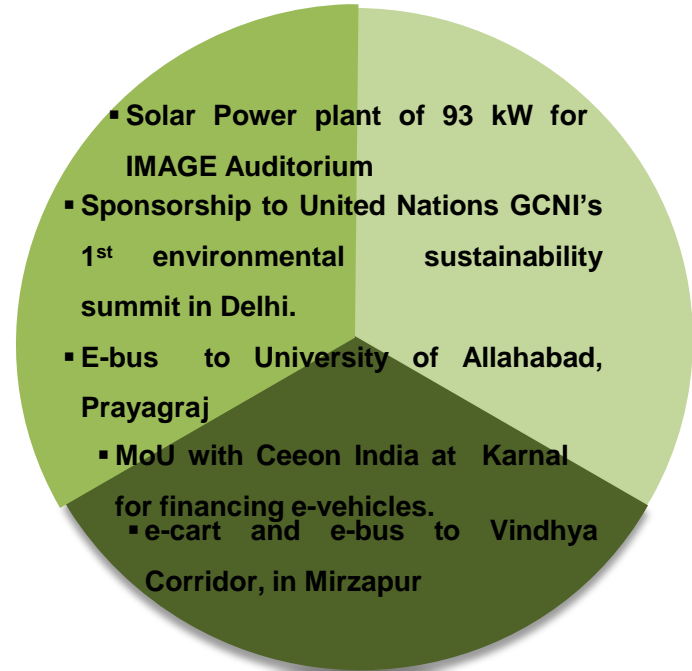
Audit Transformation through dynamic risk assessment



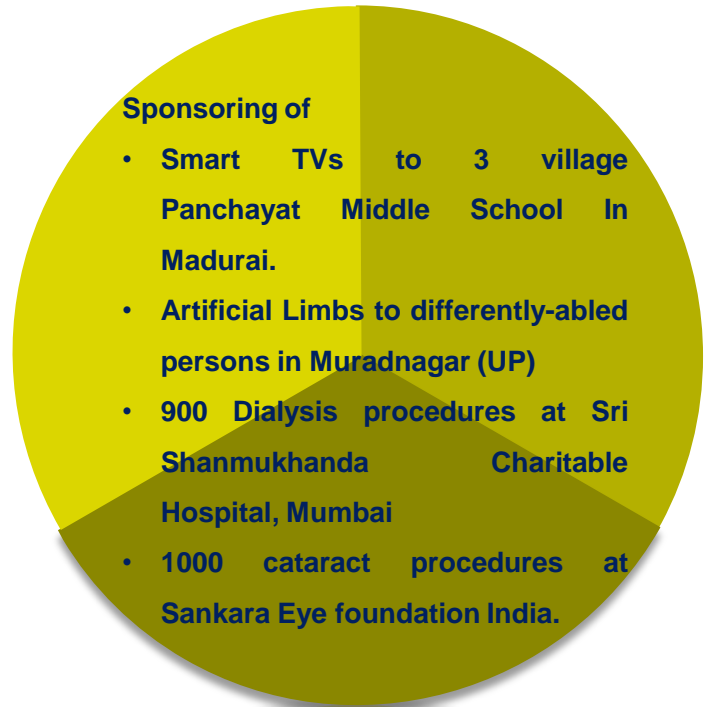
Flexible Working Policies for enhanced employee experience



Environmental

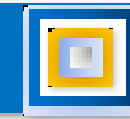


Social



Governance





31.03.2023 (Provisional)



Joint venture

- Consortium of credible Public & Private Corporate entities from India and Sampo of Japan as promoter.
- Incorporated & licensed in 2007.

- Bank's shareholding : 28.52%
- Operating Profit (FY23): ₹197 Cr (FY22: ₹111 Cr)
 - Net Profit (FY23): ₹176 Cr (FY22 : ₹119 Cr)
 - Net worth: ₹1278 Cr
 - Gross Direct Premium (FY23): ₹4103 Cr (FY22: ₹3456 Cr).

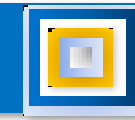


Subsidiary

- In the business of Stock Broking & DP.
- Listed on NSE and BSE.
- Bank's shareholding: 64.84%

- Operating Profit (FY23): ₹ 652 lakhs.
- Net Profit (FY23): ₹ 337 lakhs.
- Income under Stock Broking: ₹1244 lakhs.

Regional Rural Banks (RRBs)

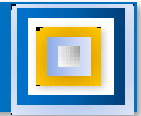


Parameters	TNGB			SGB			PBGB			Total		
	YE			YE			YE			YE		
	Mar'22	Mar'23	YoY	Mar'22	Mar'23	YoY	Mar'22	Mar'23	YoY	Mar'22	Mar'23	YoY
Business	34711	40417	16%	17453	22059	26%	1957	2251	15%	54121	64727	20%
Operating Profit	573	693	21%	397	538	35%	19	26	34%	989	1257	27%
Net Profit	229	418	83%	201	264	31%	10	14	39%	440	696	58%
Gross NPA %	1.68	1.20	- 48 bps	1.10	0.62	- 48 bps	2.07	1.98	- 9 bps	-	-	-
Net NPA %	0	0	-	0	0	-	0	0	-	-	-	-
CRAR %	12.96	13.61	65 bps	15.19	15.76	57 bps	10.57	10.55	- 2 bps	-	-	-
No. of branches	644	655	-	229	234	-	44	46	-	917	935	-

Performance Highlights of RRBs

- Business: **20%**
- Operating Profit : **27%**
- Net Profit: **58%**
- In all 3 RRBs, Gross NPA% has decreased and Net NPA% is 0%
- Branches increased from **917 to 935**

YoY Growth



MD&CEO and GM/HRM received "GOLDEN PEACOCK NATIONAL TRAINING AWARD-2023" at Dubai from Cabinet member & Hon'ble Minister, UAE



Former President Shri Ramnath Kovind presents 2nd Best Bank at National level Award at 14th SFBCK Banking Excellence Awards 2021-22



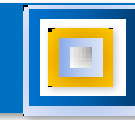
Winner
Mint W3 Awards 2023- Company of the Year



CGTMSE Achievement award FY 22-23
Best efforts for
Information Dissemination



BFSI Award 2023 – Recognised as one of the Best BFSI Brands by The Economic Times



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Certain forward-looking statements in these slides involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward-looking statements. These risks and uncertainties include, but are not limited to our ability to successfully implement our strategy, future levels of non-performing loans, our growth and expansion, the adequacy of our allowance for credit losses, our provisioning policies, technological changes, investment income, cash flow projections, our exposure to market risks as well as other risks. Indian Bank undertakes no obligation to update the forward-looking statements to reflect events or circumstances after the date thereof.

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



Thank you