

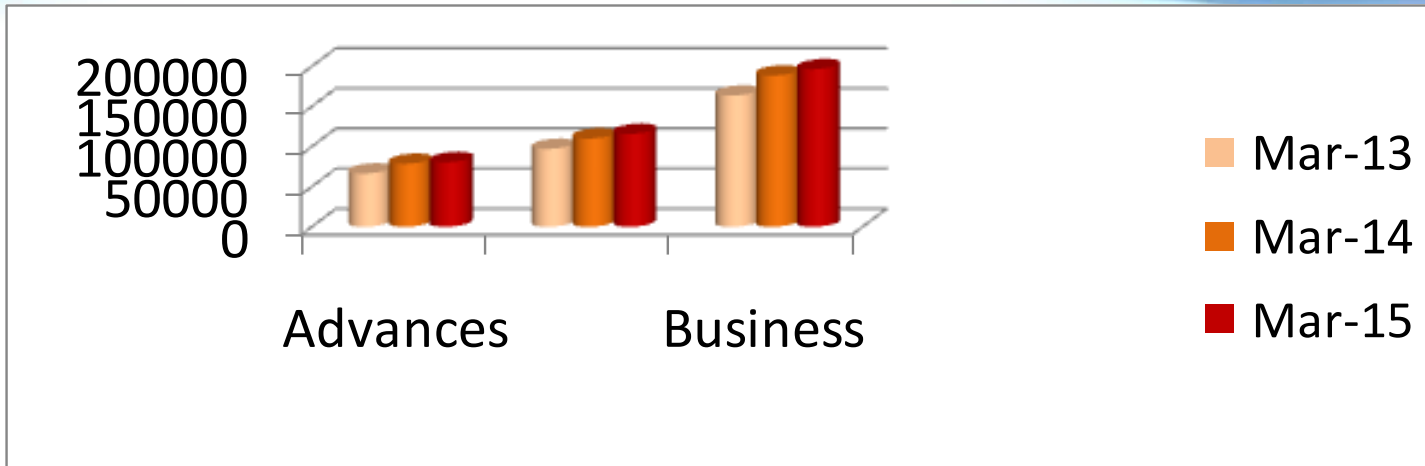


Audited Financial Results

For Q / FY

March, 2015

BUSINESS PROFILE



[₹ cr]

Parameter	Mar 13	Mar 14	Mar 15	Y-o-Y % Growth
Gross Advances	66,457	78,622	80,629	2.55
Total Deposits	97,207	1,10,028	1,15,936	5.37
Total Business	1,63,664	1,88,650	1,96,565	4.20

KEY INDICATORS



[₹ cr]

Parameter	Full Year		Increase [%]	Quarter		Increase [%]
	Mar 14	Mar 15		Mar 14	Mar 15	
Operating Profit	1,774.03	1,330.27	[25.01]	447.70	377.80	[15.61]
Net Profit	551.66	265.48	[51.88]	187.28	55.82	[70.19]
Total Income	10,895.20	11,484.82	5.41	2,866.78	2,907.70	1.43
Total Expenses	9,121.17	10,154.55	11.33	2,419.07	2,529.90	4.58
Provision & Contingencies	1,222.37	1,064.79	[12.89]	260.42	321.98	23.64

INCOME



[₹ cr]

Parameter	Full Year		Increase [%]	Quarter		Increase [%]
	Mar 14	Mar 15		Mar 14	Mar 15	
Total Income	10,895.20	11,484.82	5.41	2,866.78	2,907.70	1.43
Interest Income	9,978.47	10,763.49	7.87	2,594.37	2,706.35	4.32
Advances	7,353.18	7,970.30	8.39	1,921.90	1,996.55	3.88
Investments	2,556.85	2,738.41	7.10	662.38	695.67	5.03
Other	68.44	54.78	[19.96]	10.09	14.13	40.04
Non Interest Income	916.73	721.33*	[21.31]	272.41	201.35	[26.09]
* Due to lower Profit on Sale of Investment Rs. 155 cr & lower recovery in w/o a/cs- Rs. 125 cr						

NON INTEREST INCOME

[₹ cr]



Parameter	Full Year		Increase [%]	Quarter		Increase [%]
	Mar 14	Mar 15		Mar 14	Mar 15	
Comm. Exchange, Brokerage	195.00	211.55	8.49	54.83	59.45	8.43
Exchange Earned on Forex	74.93	76.29	1.82	15.81	14.75	[6.70]
Profit on Sale of Investment	284.64	130.01	[54.32]	11.86	30.20	154.64
Recovery in written off a/cs	158.46	33.99	[78.55]	117.34	13.15	[88.79]
Process Fee	103.32	102.84	[0.46]	41.98	43.55	3.74
Other Income	100.38	166.65	66.02	30.59	40.25	31.58
Total	916.73	721.33	[21.31]	272.41	201.35	[26.09]

NET INTEREST INCOME



[₹ cr]

Parameter	Full Year		Quarter	
	Mar 14	Mar 15	Mar 14	Mar 15
Net Interest Income	2,505.08	2,447.87	614.29	608.72
Net Interest Margin [%]	2.52	2.25*	2.32	2.22

* NIM is affected due to reversal of interest income in fresh slippages.

EXPENSES



[₹ cr]

Parameter	Full Year		Increase [%]	Quarter		Increase [%]
	Mar 14	Mar 15		Mar 14	Mar 15	
Total Expenses	9,121.17	10,154.54	11.33	2,419.09	2,529.90	4.58
Interest Expenses	7,473.39	8,315.62	11.27	1,980.08	2,097.63	5.94
Deposits	7,109.29	7,989.13	12.38	1,863.57	2,011.03	7.91
Others	364.10	326.49	[10.33]	116.51	86.60	[25.67]
Operating Expenses	1,647.78	1,838.92	11.60	439.01	432.27	[1.54]
a. Salaries	1,005.01	1,116.68	11.11	259.66	227.65	[12.33]
b. Other Operating Expenses	642.77	722.24	12.36	179.35	204.62	14.09

PROVISIONS & CONTINGENCIES

[₹ cr]



Parameter	Full Year		Increase [%]	Quarter		Increase [%]
	Mar 14	Mar 15		Mar 14	Mar 15	
NPA	733.16	1,114.74	52.05	335.43	365.93	9.09
Tax Expense	[293.97]	[198.08]		[310.17]	[156.28]	
Investment Depreciation	338.35	[70.01]		129.95	1.48	[98.86]
Standard Assets	155.81	88.31	[43.32]	67.02	69.89	4.28
FITL	156.12	96.53	38.17	52.92	37.70	[28.74]
NPV of Restructured A/cs	138.17	27.12	[80.37]	[8.06]	3.86	
Others	[5.27]	6.18		[6.68]	[0.60]	
Total Provisions	1,222.37	1,064.79	[12.89]	260.41	321.98	23.64

RESOURCES / DEPLOYMENT

[₹ cr]

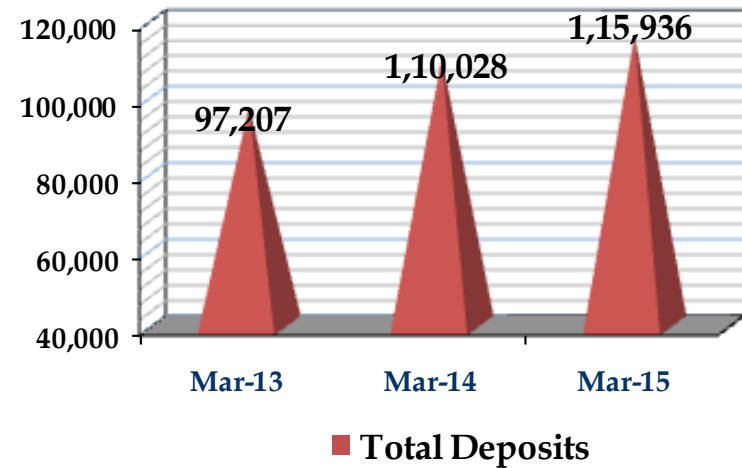
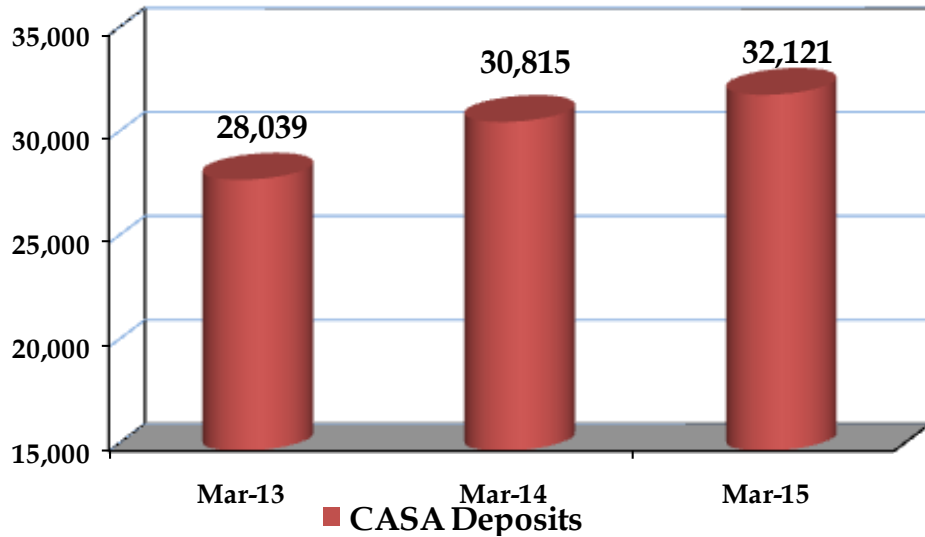


Parameter	Mar 13	Mar 14	Mar 15	Increase [%]
Current Deposits	6,755.48	6,673.45	6,414.50	[3.88]
Savings Deposits	21,283.07	24,142.42	25,706.03	6.48
CASA Deposits	28,038.55	30,815.87	32,120.53	4.23
Term Deposits	59,854.37	66,587.20	72,927.67	9.52
Aggregate Deposits	87,892.92	97,403.07	1,05,048.20	7.85
CASA [%] to Total Deposits	28.84	28.01	27.71	
Inter Bank Deposits	9,314.23	12,624.62	10,887.88	[13.76]
TOTAL DEPOSITS	97,207.15	1,10,027.69	1,15,936.08	5.37
GROSS ADVANCES	66,456.88	78,621.86	80,629.24	2.55
BUSINESS MIX	1,63,664.03	1,88,649.55	1,96,565.32	4.20

RESOURCES / DEPLOYMENT



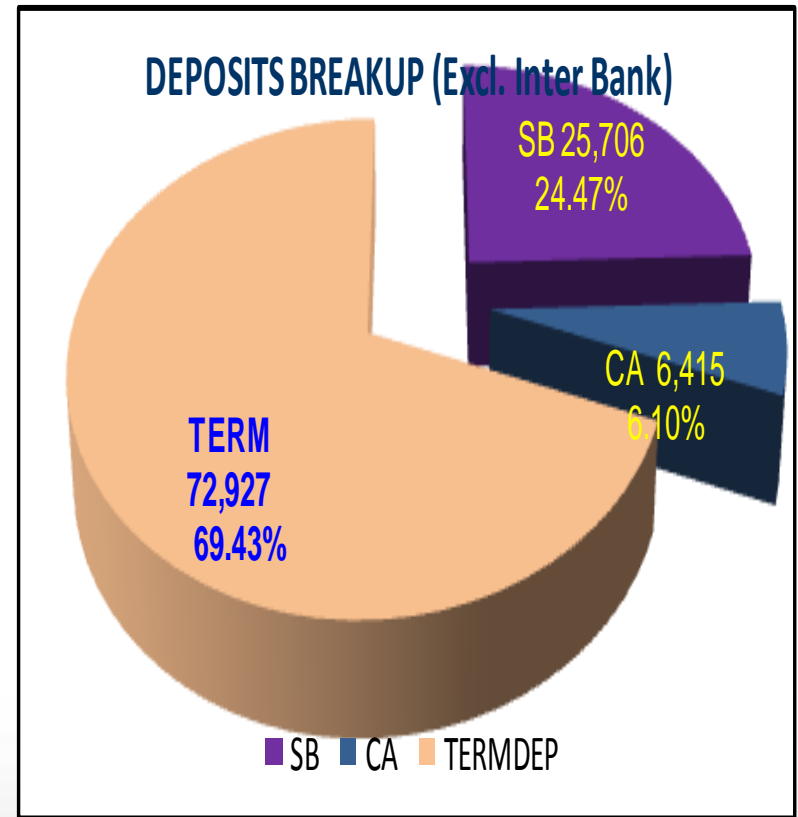
[₹ cr]



DEPOSITS



- Total Deposits growth by 5.37% y-o-y at ₹ 1,15,936.08 cr.
- Term Deposits growth by 9.52% y-o-y at ₹ 72,927.67 cr.
- CASA growth by 4.23% y-o-y at ₹ 32,120.53 cr.
- CASA share in Total Deposits at 27.71%.



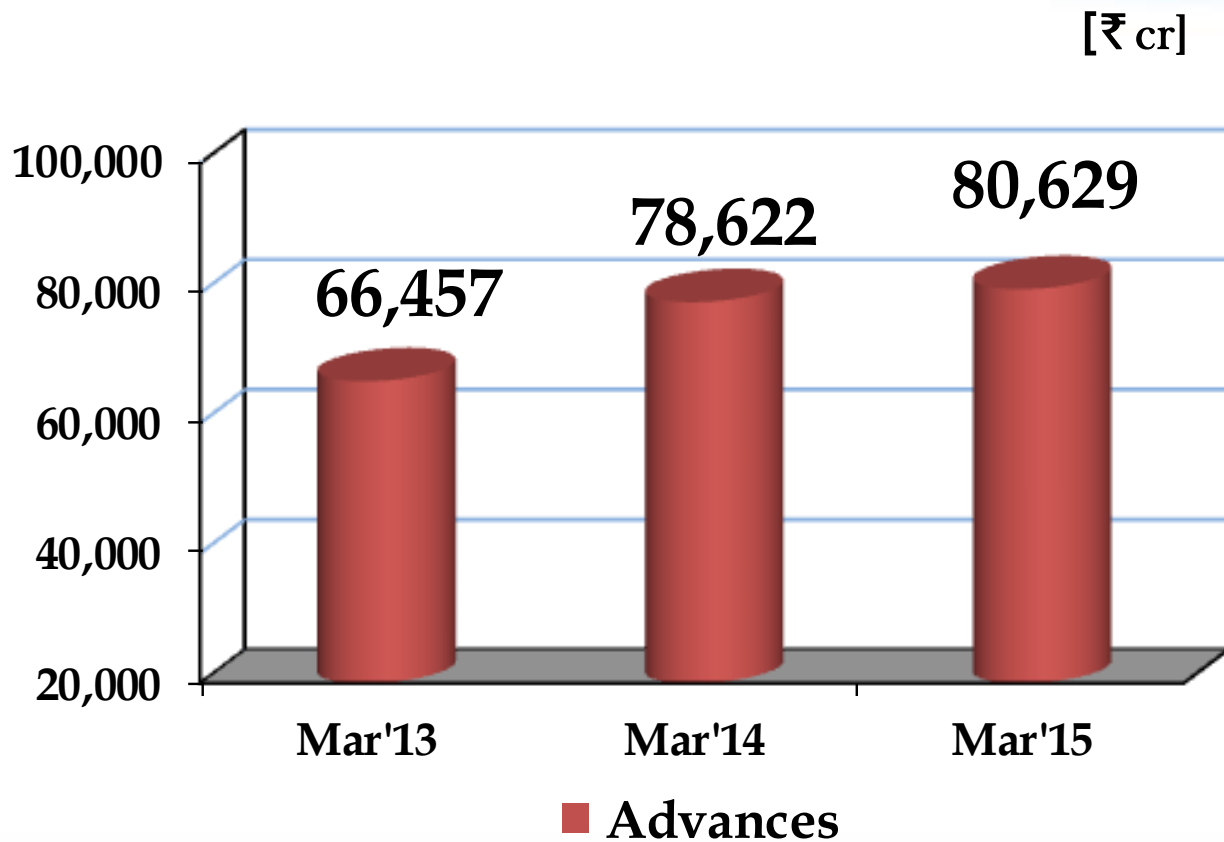
ADVANCES



[₹ cr]

	Mar 13	Mar 14	Mar 15
Gross Advances	66,457	78,622	80,629
[Growth %]	[16.27]	[18.31]	[2.55]
Priority Sector	18,868	26,173	28,454
[Growth %]	[21.72]	[38.72]	[8.72]
Direct Agriculture	5,295	6,886	8,211
[Growth %]	[36.65]	[30.06]	[19.24]
MSME	10,673	13,217	15,256
[Growth %]	[28.73]	[23.84]	[15.42]
Retail	7,724	9,706	10,910
[Growth %]	[6.07]	[25.67]	[12.41]
CD Ratio	68.37	71.46	69.55

ADVANCES



COMPOSITION OF ADVANCES



[₹ cr]

Parameter	Outstanding as of		Growth over Mar 14		% to Total Advances
	Mar 14	Mar 15	Amt	%	
Agriculture	10800	12312	1512	14.00	15.27
MSME	13,217	15,256	2,039	15.42	18.92
Large Industries	27,955	29645	1690	6.05	36.77
Retail	9,706	10910	1204	12.41	13.53
Food Credit	1,252	1524	272	21.74	1.89
Others	15,692	10982	-4,710	-30.02	13.62
Total	78,622	80629	2007	2.55	100.00

RETAIL PORTFOLIO

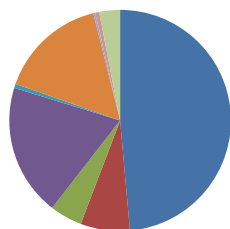


[₹ cr]	March 14	March 15	Y-o-Y Growth %
Direct Retail	8,039.33	8,969.08	11.56
Total Retail	9,706.08	10,910.26	12.41
% of Gross Advances	12.34	13.53	

[₹ cr]

Segment	Amount	% To Total Retail
Housing	4,357.68	48.59
Vehicle	645.40	7.20
Education	424.05	4.73
Mortgage	1,726.21	19.25
Personal	54.73	0.61
Dena Trade	1,411.90	15.74
Doctor +	25.03	0.28
Gold Loan	51.95	0.58
Others	272.13	3.02
Total	8,969.08	100

Retail Advances



- Housing
- Vehicle
- Education
- Mortgage
- Personal
- Dena Trade
- Doctor +
- Gold Loan
- Others

PRIORITY SECTOR LENDING



[₹ cr]

Sr No	Parameters	March 14	March 15	Y-o-Y	Targets FY 14-15
1	Agriculture	10,800	12,312	1,512	14,630
	- Direct	6,886	8,211	1,325	10,975
	- Indirect	3,914	4101*	187	3,655
2	MSE	12,110	12,962	852	14,500
3	Others	3,263	3,180	-83	3,370
4	Total PSL	26,173	28,454	2,281	32,500
5	PSL % to ANBC	38.44	35.03		

- Eligible RIDF amounting to ₹ 3,058.39 cr has been included in Indirect Agri-PSL as per RBI guidelines.

INVESTMENTS



	March 14	March 15	[₹ in] % to Total
GROSS INVESTMENTS	37,087.79	36,623.58	
SLR INVESTMENTS			
Treasury Bills	1,060.89	0	0.00
CG securities	20,927.93	21,086.77	57.59
State Govt. Securities	7,383.99	7,445.17	20.32
Other Approved Securities	0.00	0.00	0.00
Total	29,372.82	28,531.94	77.91
NON-SLR INVESTMENTS			
PSU Bonds	2,313.47	2,205.15	6.02
Corporate Debentures	536.33	388.57	1.06
CDs	944.92	95.60	0.26
CPs	47.20	0	0.00
Shares of PSUs / Corporates & Others	208.37	254.64	0.70
Regional Rural Banks	19.33	19.33	0.05
Units of MF	1.00	6.00	0.02
Venture CF	34.68	40.68	0.11
RIDF /SIDBI /NHB	3,356.85	3,737.20	10.20
Security Receipts	252.81	245.97	0.67
CBLO & Others	0	1,098.5	3.00
Total	7,714.96	8,091.64	22.09

TREASURY MANAGEMENT

[₹ cr]



	March 14	March 15	% Growth	% to Total Investment
Gross Investment	37,087.79	36,623.58	-1.25	100.00
Of which				
(i) HFT	344.56	718.56	108.54	1.96
(ii) AFS	9,777.29	7,083.50	-27.55	19.34
(iii) HTM	26,965.94	28,821.52	6.88	78.70
SLR Investment	29,372.82	28,531.94	-2.86	77.91
Non-SLR Investment	7,714.97	8,091.64	4.88	22.09
of which - Rated	3,641.80	4,300.86		
- Unrated	199.79	53.58		
- RIDE/NHB/SIDBI	3,356.85	3,737.20		
Average Yield on all Investments [FY]	7.57%	7.80		
Trading Profits [FY]				
HFT	9.87	21.77		
AFS	259.57	90.28		
HTM	15.20	17.95		
	284.64	130.00		
VAR	30.88	87.79		
M. Duration (Yrs)				
AFS + HFT	3.59	4.73		
HTM	4.85	4.34		
Total	4.11	4.41		

ADVANCES - CLASSIFICATION



[₹ cr]

Asset Category	March 14		March 15	
	Amount	% age	Amount	% age
Standard	76,005.83	96.67	76,236.21	94.55
Sub Standard	1,567.70	1.99	1,568.49	1.95
Doubtful	919.68	1.17	2,571.96	3.19
Loss	128.65	0.17	252.59	0.31
Total NPAs	2,616.03	3.33	4,393.04	5.45
Total	78,621.86	100	80,629.25	100

MOVEMENT OF NPA

[₹ cr]



	Full Year		Quarter	
	March 14	March 15	March 14	March 15
Gross NPA Opening Balance	1,452.45	2,616.03	2,065.71	4,229.92
Less: Cash recoveries	416.38	594.70	204.13	324.80
Less: Up gradations	361.05	786.98	43.35	247.12
Less: Write off	478.85	515.30	228.50	292.57
Total Reductions	1,256.28	1,896.98	475.98	864.49
Add: Slippage & Debit Operations	2,419.86	*3,673.99	1,026.30	1,027.61
GROSS NPA	2,616.03	4,393.04	2,616.03	4,393.04
GROSS NPA [%]	3.33	5.45	3.33	5.45
NET NPA	1,818.92	3,014.30	1,818.92	3,014.30
NET NPA [%]	2.35	3.82	2.35	3.82
Recovery in w/o A/cs	158.46	33.19	117.34	13.15

14 Accounts with o/s above Rs. 50 cr account for slippages of Rs. 1,144 cr.

EXPOSURE TO MAJOR INDUSTRIES



[₹ cr]

Sector	March 14		March 15	
	Amount	% age	Amount	% age
Infrastructure	13,803.94	17.56	15,335.71	19.02%
Power	9,885.95	12.57	9,945.68	12.34%
Telecom	1,085.14	1.38	1,204.06	1.49%
Roads & Ports	2,213.02	2.81	2,650.51	3.29%
Other Infra	619.83	0.79	1,535.46	1.90%
Metal incl Iron & Steel	3,742.35	4.76	4,333.69	5.37%
Textiles	4,404.10	5.60	4,308.49	5.34%
Chemical & Chemical Products	1,376.64	1.75	1,237.81	1.54%
All Engineering	2,814.59	3.58	2,783.96	3.45%
Gems & Jewellery	704.12	0.90	769.51	0.95%
Food Processing	1,242.96	1.58	1,471.22	1.82%
Construction	616.98	0.78	1,593.78	1.98%

RESTRUCTURED ADVANCES

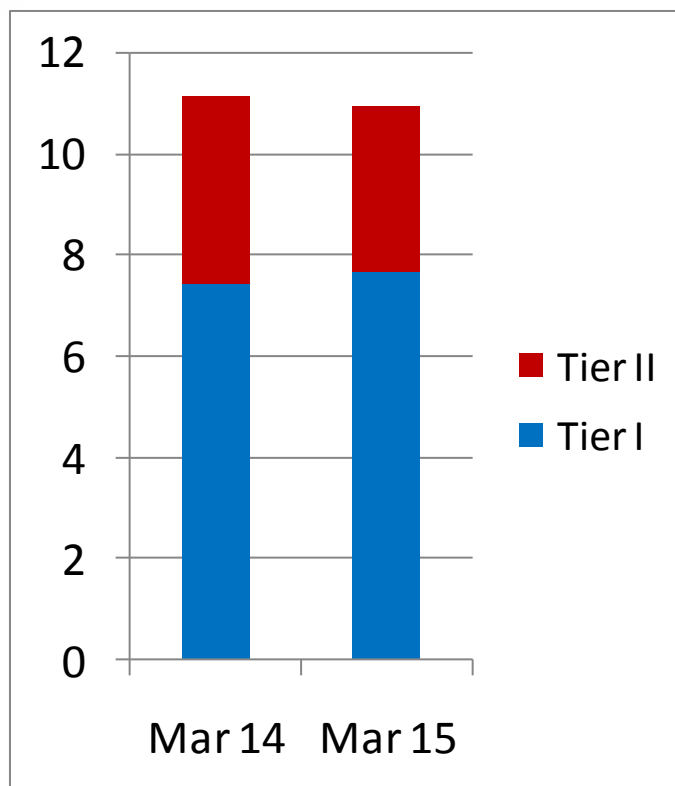


[₹ cr]

Sector	March 14		March 15	
	Amount	% age	Amount	% age
Agriculture	59.12	0.77	108.97	1.11
Power	3,077.29	40.29	3,735.98	38.01
Textiles	673.34	8.82	754.89	7.68
Cement & Products	317.57	4.16	298.44	3.04
Iron & Steel	683.96	8.96	1,201.00	12.22
Telecom	396.6	5.19	413.11	4.20
Civil Aviation	162.75	2.13	160	1.63
Hotel	97.21	1.27	108.51	1.10
Petro Chemical	77.27	1.01	72.14	0.73
Other Infrastructure	492.6	6.45	711.23	7.24
Others	1,599.57	20.94	2,264.51	23.04
Total	7,637.28	100.00	* 9,828.78	100.00

* Out of this, ₹ 3,145.54 cr (32.00%) backed by Government Guarantee.

CAPITAL ADEQUACY



[₹ cr]

[₹ cr]	31.03.2014	31.03.2015
Net Worth	5,804.39	5,959.69
Risk Weighted Assets	78,947.71	84,728.95
Total Capital Funds	8,804.04	*9,256.76
Tier I Capital	5,869.36	*6,495.63
Tier II Capital	2,934.68	2,761.13

* As per Basel III

Capital Adequacy Ratio		
[₹ cr]	31.03.2014	31.03.2015
Under Basel II	11.87	11.21
Tier I	7.63	7.32
Tier II	4.24	3.89
Under Basel III	11.14	10.93
Tier I	7.43	7.67
Tier II	3.71	3.26

* Fresh Infusions during the year:
 Equity Capital to GOI ₹ 140 cr
 Basel III Compliant IPDI Bonds ₹ 400 cr

KEY RATIOS



		Full Year		Quarter	
		Mar 14	Mar 15	Mar 14	Mar 15
A	Cost of Deposits [%]	7.60	7.66	7.58	7.60
B	Cost of Funds [%]	7.62	7.71	7.66	7.70
C	Yield on Advances [%]	11.29	10.89	10.97	10.86
D	Yield on Investments [%]	7.57	7.80	7.51	7.90
E	Yield on Funds [%]	9.60	9.42	9.38	9.47
F	Net Interest Margin [%]	2.52	2.25	2.32	2.22
G	Provision Coverage Ratio [Incl Tech W/O]	56.44	52.97	56.44	52.97

KEY RATIOS



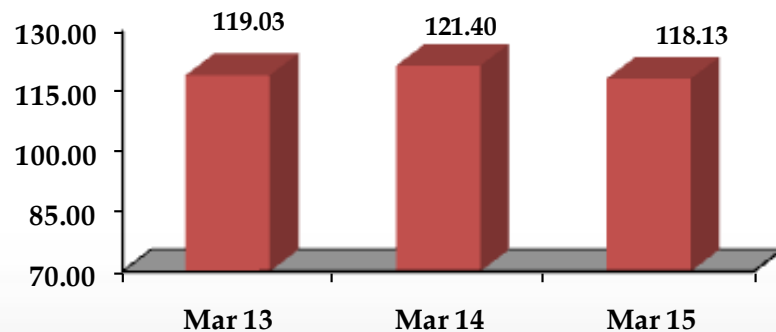
		Full Year		Quarter	
		Mar 14	Mar 15	Mar 14	Mar 15
A.	Cost to Income Ratio	48.16	58.02	49.51	53.36
i)	Staff Cost to Income Ratio	29.37	35.24	29.28	28.10
ii)	Other Overhead to Income Ratio	18.79	22.79	20.21	25.26
B	Net Profit to Total Income	5.06	2.31	6.53	1.92
C	Return on Assets [Annualised]	0.51	0.22	0.64	0.18
D	Return on Equity [Annualised]	9.82	4.08	12.24	3.38
E	Earning Per Share ₹	14.40	4.94	3.96	1.04
F	Book Value ₹	123.03	125.01	123.03	125.01

PRODUCTIVITY RATIOS

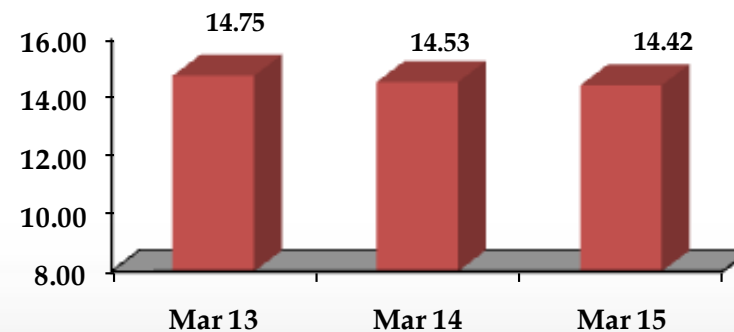


	March 14	March 15
Business per Branch [₹ cr]	121.40	118.13
Business per Employee [₹ cr]	14.53	14.42
Profit Per Branch [₹ lacs]	35.50	15.95
Profit Per Employee [₹ lacs]	4.25	1.95

- Staff strength has increased by 1,302 during the period to cater the requirement of new branches.

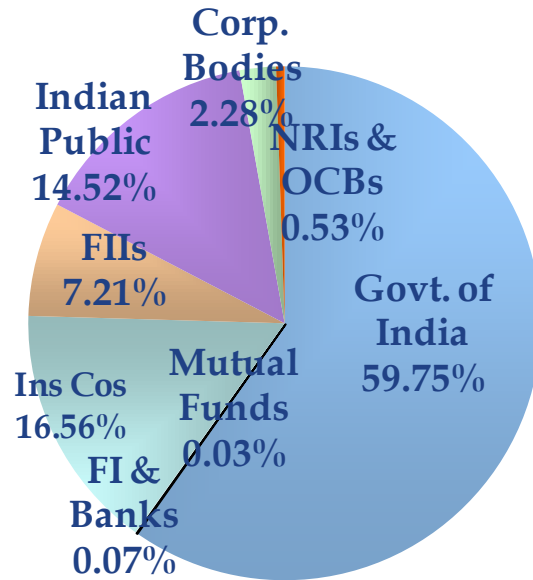


■ Business per Branch



■ Business per Employee

SHARE HOLDING PATTERN



- Share Capital ₹ 561.15 cr
- No. of Shares 56.12 cr
- Net worth ₹ 5,959.69 cr
- B. V. per share ₹ 125.01
- Return on Equity 4.08% (annualised)

Govt. of India	59.75
FII	7.21
Insurance Companies	15.61
FIs/Banks	0.07
Mutual Funds	0.03
Bodies Corporate	2.28
NRI & OCBs	0.53
Public	14.52

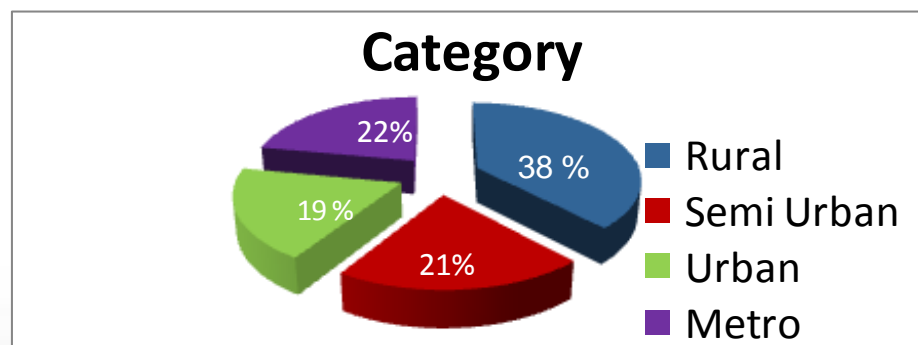
BRANCH NETWORK



	March 14	March 15
Branches	1,633	1,739
Ext. Counters	5	5
ATMs	1,421	1,482

Category x`	March 15	% share
Rural	668	38
Semi Urban	371	21
Urban	326	19
Metro	374	22
Total	1,739	100

Bank has opened 106 branches during the FY 2014-15. Bank targets to open 404 new branches during the FY 2015-16 which includes 163 branches pending from previous year.



GOING FORWARD



- Bank is targeting credit growth of 15% and deposit growth of 13%.
- Bank expects to maintain NIM in the range of 2.50% to 2.75%.
- Bank targets to open 404 new branches during Financial Year 2015-16.
- Continue to focus on Retail & MSME advances.
- Strengthening of Loan Processing Centres.
- NPA Reduction – In compliance to DFS directives for Resolution of NPAs, Bank will strive to offload NPAs to ARC.
- To cater to needs of new branches being opened and provide personalized customer service, Bank has placed indent with IBPS for recruitment of 282 POs, 181 Specialist Officers and 811 Clerks for FY 2015-16.

GOING FORWARD



➤ IT Initiatives

- ❖ Bank has provided 1,357 on Site ATMs and 125 off site ATMs
- ❖ Issue of RuPay Platinum Debit Card.
- ❖ Mobile Banking on USSD platform has been made operational.
- ❖ E-KYC has been made operational.
- ❖ 17 E-Smart customer convenience centers have been made operational. Total 200 centers will be established by March 2016.
- ❖ E-Payment of Customs Duty and Dena InstaPay has been introduced.

FINANCIAL INCLUSION



- Bank has opened 26.68 lacs accounts under Pradhan Mantri Jan Dhan Yojana [PMJDY] against the target of 18.50 lacs and also issued 25.84 lacs RuPay Cards.
- Bank has covered all the allotted 6,439 villages under FI. Out of above 5,758 villages through BC model and 681 villages through Brick & Mortar Branches.
- Bank has enrolled 6.07 cr residents for Aadhar Number as of March 2015 and having top position among Non State Registrars (NSR) to UIDAI.
- Bank has also successfully launched and implementing Direct Benefit Transfer Scheme as per GOI Guidelines through Aadhar Payment Bridge System (ABPS) and Aadhaar Enabled Payment System (AEPS).
- Bank has opened 44.50 lacs BSBDDAs (Basis Savings Bank Deposit Accounts) and has extended in build OD facility.



Thank You !

