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Press Release

Performance Highlights for Q4 FY 15 and FY 2015

Top Line Milestones:

- **Global Assets** **Rs. 6.0 Lac Crore**
- **Global Deposits** **Rs. 5.0 Lac Crore**
- **Savings Deposits** **Rs. 1.5 Lac Crore**
- **Overseas Business** **Rs. 1.0 Lac Crore**

Key Performance Indicators:

- **CRAR (BASEL III)** **12.21%**
- **Net Interest Margin** **3.15% (FY 2015)**
- **Cost Of Deposit** **6.09% (FY 2015)**
- **Cost to Income Ratio** **46.74%(FY 2015)**
- **Operating Profit to AWF** **2.06% (FY 2015)**

YOY Growth (%)

- **MSME Credit** **21.37%**
- **Retail Credit** **24.57%**
- **Housing Loan** **26.45%**

Bottom Line Achievement (FY2015)

- **Operating Profit** **Rs 11955 Crore**
- **Total Income** **Rs 52206 Crore**
- **Other Income** **Rs 5891 Crore**

Profitability

Q4FY15

- **Net Profit** of the Bank for the quarter ended March 2015 (Q4 FY'15) amounted to **Rs.307 crore**.
- **Operating Profit for Q4 FY'15** stood at **Rs 3203 crore** as against Rs 3173 crore in Q4 FY'14 **.**
- **Total income** during **Q4 FY'15 rose by 7.7 % to Rs.13456 crore**

FY15

- ***Net Profit*** *of the Bank for Financial Year ended March 2015 amounted to* ***Rs.3062 crore*** *as compared to Rs 3343 crore last year.*
- ***Operating profit*** *of the Bank during the* Financial Year ended March 2015 *grew by* ***5%*** *to reach* ***Rs. 11955 crore*** *from Rs 11384 crore in March'14.*
- **Total income** during **FY'15 rose by 9.2% to Rs. 52206 crore** with a growth of **7.4%** in **Interest Income on advances.**
- Net Interest Income during FY'15 amounted Rs 16556 crore as against 16146 Crore in FY'14.

Business

- **Total Business** of the Bank reached **Rs. 881913 crore** as against Rs.800666 crore in March 2014, showing a y-o-y growth of 10.1 **%.**
- **Deposits** of the Bank rose to **Rs.501379 crore** as on 31.03.2015 from Rs **451397** crore as on 31.03.2014, exhibiting a y-o-y growth of 11.1 **%**.
    - **CASA deposits** increased to **Rs. 183780 crore** in March'15 from Rs.172872 crore in March'14, recording a growth of 6.3**%.**
    - Saving deposit increased to **Rs.150200 crore** showing a growth of **6.2%. Current deposits** rose by **6.6%** to **Rs. 33581 crore**.
- **Advances** of the Bank at **Rs. 380534 crore** at the end of March'15 grew by 9.0**%** from Rs 349269 crore at the end of March'14.
- **Credit Deposit Ratio** works out to 75.90**%** as at March'15.

Asset Quality

- **Gross NPAs** were at Rs 25695 crore in Mar'15 .Gross NPA ratio was 6.55%.
- **Net NPAs** were at Rs 15396 crore in Mar'15 . Net NPA ratio was 4.06%.
- **Provision Coverage ratio** was at 58.21%.

Important Ratios

- **Net Interest Margin (NIM)** for FY ended March'15 is 3.15% (Q4FY15: 2.79%).
- **Return on Assets** stood at 0.53% for FY'15.
- **Cost of Deposit** stood at 6.04% for Q4 FY'15 and 6.09% for FY ended March'15.
- **Cost to Income ratio** stood at 42.78% in Q4 FY'15 and 46.74% in FY ended March'15.
- **Return on Equity** stood at 3.25% in Q4 FY'15 and 8.12% in FY ended March'15.
- **Earnings Per Share** was Rs.6.77 for Q4 FY'15 and Rs.16.91 in FY ended Mach'15.
- **Book Value per Share** improved to Rs 203.24 in March'15 as against Rs.190.50 in March'14.
- **CRAR** of the bank was at 12.21% under BASEL-III (Tier-I Capital:9.30%; Tier-II Capital:2.91%) as on 31.03.2015.

Delivery Channels

- Bank's branch network stands at 6560 (including extension counters).
- Bank has a network of 8348 ATMs.
- PNB Internet Banking Channels are witnessing an increase in usage with about 30.75 lac internet banking users.
- More than 8 lac customers are availing Mobile Banking facility.
- More than 56% of transactions are being conducted through **Alternate Delivery Channels**.

Retail Credit

- **Retail loans outstanding grew by 24.57% on Y-o-Y basis to reach Rs.48415 crore at the end of March'15 as against Rs.38864 crore in corresponding period last year.**
    - Y-O-Y growth in Car/Vehicle loan (14.31%), Reverse Mortgage scheme (16.30%), Pensioners loan portfolio (12.80%) and Housing loan (26.45%).

Priority Sector & MSME Advances

- Priority Sector Advances reached **Rs 135812 crore** .
    - Outstanding Agricultural advances reached **Rs 60006 crore** .
    - Issued 52.69 lac Kisan Credit Cards(KCC), till March 31st, 2015.
- Credit to MSME sector rose to **Rs 91093 crore** as at end of March'15 from Rs. 75051 crore last year, recording a growth of 21.37**%.**
    - Credit to **Micro & Small Enterprises** grew by 20.9**%** to **Rs.71590** crore as on 31.03.2015, out of which credit to Micro enterprises amounted to **Rs 26189** crore.

Financial Inclusion

- **89.73** lac accounts opened under **Pradhan Mantri Jan Dhan Yojna (PMJDY)**. These accounts were having Rs **777.39** crore deposit as on 31.03.2015.
- Under FI plan, Bank has covered 7050 villages with population over 2000 for providing Banking services.
- 95.89 lac number of transactions amounting to Rs 404.14 crore Direct Benefit Payments through NPCI.
- 84.09 lac RuPay Cards issued.

CSR initiatives & Empowerment Initiatives

- Ten **"Farmers' Training Centers**" working under the aegis of PNB Farmers Welfare Trust are providing free of cost training on Agriculture and allied activities. 137755 farmers were provided training by these centers through 4210 training programs during FY15.
- During FY 2014-15, 7 new RSETIs operationalized increasing the number of RSETIs to 54. During the financial year 30503 persons have been trained in these centers out of which 8524 belong to BPL families and 18450 were women.
- **Bank's Financial Literacy and Credit Counseling Centers (FLCCs)** attended to enquiries from 243386 people and another 340351 **persons** attended 8007 seminars conducted by FLCs**.**

International Forays

- As on 31 March 2015, Business Mix of the overseas operations stood at USD 16.16 billion (Over Rs 1 Lac crore) registering a Y-O-Y growth of 39.69% in Dollar terms.
- Bank has overseas presence in Hong Kong (2 branches) and DIFC-Dubai (UAE). The percentage share of overseas operation to total business of bank has jumped to 11.36%
- Bank is having Representative offices at Dubai (UAE), Shanghai (China) and Sydney (Australia).
- Bank has three overseas subsidiaries viz. PNB International Limited UK (7 Branches),JSC SB PNB Kazakhstan (4 Branches) and Druk PNB Bank Ltd Bhutan (5 Branches).
- Bank is also having a joint venture bank in Nepal under the name of Everest Bank Ltd (52 Branches).

New Initiatives

- Bank has embarked on an ambitious organizational restructuring exercise named "PNB Pragati". The programme is based on three pillars namely - HR Transformation, Operating Model Optimization and Alternate Channels & New Business Opportunities. It is aimed at moving the Bank into higher growth trajectory giving edge over its peers and new players. Total 666 branches have been covered under PNB Pragati.
- E- Lobbies have been established wherein Cash Deposit Machines have been installed providing a self service terminal, where customers can deposit cash which gets credited to their accounts on real time basis. Self Service Pass Book Printer terminals have also been installed in these e-lobbies, which help the customers to get the passbooks updated at their convenience.

Recent Awards and Accolades

- PMJDY Award of Excellence 2015 by Federation of Industry Trade & Services.
- FIPS Award for access to Banking and Financial Services through Kiosk Banking Solution Technology by ELETS.
- BSFI Awards for Bank with leading Financial Inclusion Initiatives 2015 by ABP news.
- Best Bank Branch by State Forum of Bankers Club Kerala.
- IBA Banking Technology Awards 2014-15- Training and Human Resources, e-Learning initiatives (PSU) Second Runners Up .
- IBA Banking Technology awards 2014-15' Best Risk Management Initiatives (winner).
- Skoch Renaissance Award for people management: Skill Development & Employment Generation .
- MSME Banking Excellence Awards 2014- Best Bank for Financial inclusion -Runners Up by Chambers of Indian Micro Small and Medium Enterprises.
- Banking Frontiers: Inspiring Work Place award.
- Golden Peacock Business Excellence Award 2014 by Institute of Directors.
- Golden Peacock Innovative Product/Service Award 2014 by Institute of Directors.
- Vigilance Excellence Award by Institute of Public Enterprises.

New Delhi
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