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PRESS RELEASE

FINANCIAL RESULT FOR THE QUARTER ENDED MAR 31, 2017

BUSINESS	ASSET QUALITY	PROFIT
• Global Business 10.41Lac Cr. • Global Deposits 6.21 Lac Cr. • CASA 2.60 Lac Cr. • Savings 2.14Lac Cr. • Domestic CASA share 46.0%	• Gross & Net NPA below Mar'16 level • PCR up from 51.06% in Mar'16 to 58.57% in Mar'17	• Operating Profit 6232 cr. • Net Profit 262 cr. • Non Intt Income 3103 cr.

Results at a Glance

Rs in Cr.

Particulars	March 2016	March 2017	YoY Growth
Global Business	965377	1041197	7.9%
Global Deposits	553051	621704	12.4%
Global Credit	432775	441751	2.1%
CASA	205583	260016	26.5%
Domestic CASA share	41.6%	46.0%	
Saving Deposits	169426	214163	26.4%
Net Advances	412326	419493	1.7%
Operating Profit	2621	6232	137.8%

WAY FORWARD:

Small ticket Business aided by Digitalization is going to be thrust area for Bank. Further, in Alignment with the emerging economic scenario, Rural & Semi Urban Branch network is focused for leveraging increase in business. Bank has adopted a multidimensional approach for business transformation focusing at People development, improved customer service, Quality credit, improved CASA and Profit maximization. Setting up "**War Room**" for real time Resolution, Recovery and up gradation of NPAs, has resulted in increase in recovery position and reduction in fresh slippages in NPAs.

NETWORK

Domestic branch network stands at 6938 and number of Business Correspondents at 8091 as on 31.03.2017. ATM network of the Bank is at 10681 as on 31.03.2017.

International Forays

- Bank is having overseas branches in Hong Kong, Dubai and Offshore Banking Unit in Mumbai and Representative Offices (RO) at Dubai (UAE), Shanghai (China), Sydney (Australia) and Dhaka (Bangladesh).
- Bank has two overseas subsidiaries viz. PNB International Ltd. (UK) and Druk PNB Bank Ltd (Bhutan).Bank also have one associate company viz. JSC Tengri Bank (Kazakhstan) and one Joint Venture Bank in Nepal i.e. Everest Bank Ltd.
- Bank has got permission from RBI for opening Representative office in Yangon (Mynamar). Bank is exploring possibilities for establishing presence in SAARC and BRICS countries.

BUSINESS

- Total Business of the Bank, stood at Rs. 1041197 Cr as on Mar '17 registering a yoy growth of 7.9% over corresponding period last year.

- **Deposits**
  - Total Deposits of the Bank recorded a yoy growth of 12.4% to reach Rs. 621704Cr as on Mar17.
  - CASA deposits increased to Rs 260016 Cr in Mar'17 recording a yoy growth of 26.5 %. Domestic CASA share improved to 46.0% as on Mar'17 from 41.6% in Mar'16. The share is one of the highest among nationalized banks.
  - Saving deposits increased by 26.4% on yoy basis to Rs 214163 Cr.

- **Advances**
  - Gross Global Advances increased to Rs 441751 Cr as on Mar'17.
  - Net Advances were Rs 419493 Cr as on Mar'17.
  - Retail loans were at Rs 65982 Cr as on Mar'17, growing 14.2% on y-o-y basis. Housing loan grew by 17% y-o-y to Rs 31429 Cr in Mar'17.

- **Micro, Small & Medium Advances**
  - MSME Advances were at Rs 81592 Cr as on Mar'17.
  - Credit to Micro & Small Enterprises stood at Rs 66346 Cr as on Mar'17.
  - Credit to Micro enterprises stood at Rs 28851 Cr as on Mar'17.

- As on 31.03.2017, the Share of Micro Enterprises to total MSME Outstanding stood at 35.36%.
- Stand up India scheme launched by the Hon'ble Prime Minister on 05.04.2016. The Bank has opened 6490 accounts and disbursed Rs 965.6 Cr as on Mar'17.
- Under Mudra Loans as on Mar'17 Bank has disbursed Rs 5440.3 cr against allotted budget of Rs 5200 Crore. Bank stands at No. 1 amongst all PSBs in terms of amt of sanction.

PROFITABILITY

- **Operating & Net Profit**
  - Operating Profit for Q4 FY17 stood at Rs 6232 Cr showing yoy increase of 137.8%. For FY Mar 17 it stood at Rs 14565 cr showing a y-o-y growth of 28.4%.
  - Net Profit for Q4 FY17 stood at Rs 262 Cr. For FY Mar 17 it stood at Rs 1325 cr.

- **Income**
  - Net Interest Income for Q4 FY17 stood at Rs 3684 Cr. For FY Mar 17 it stood at Rs 14993 cr.
  - Non-interest Income stood at Rs 3103 Cr. for Q4 FY17. For FY Mar 17 it stood at Rs 8951 cr.

- **ASSET QUALITY**
  - As on Mar'17, Gross NPA ratio stood at 12.53% and Net NPA ratio was at 7.81%.
  - Provision Coverage Ratio stood at 58.57% as on Mar'17 as against 51.06% as on Mar 16.
  - For intensifying the efforts in NPA reduction, a **'War Room'** at HO has been created. E-auction drive and sale to ARCs are the other measures for recovery leading to a recovery of Rs 22863 cr .
  - Bank has sharpened its focus on 'Resolution of Large Accounts' by strengthening JLF mechanism.

- **PRIORITY SECTOR**
  - Total PS Credit as on 31.03.2017 stood at Rs 140730 crore constituting 40.52% to ANBC.
  - Total advances to Agriculture & allied sector stood at Rs 66931 cr. Consisting 18.66% to ANBC.
  - During Mar 2017 quarter Bank issued 53993 new Kissan Credit Cards (KCCs), taking cumulative number of KCCs to 56.89 lakh since inception.
  - During FY 2016-17, 55 RSETIs and 2 Rural Development Centres were operational. During the year 40212 persons have been trained in these centres of which 9750 belonged to BPL families and 21388 were women.
  - 11 Farmer Training Centres are working under the aegis of PNB farmers welfare trust. During 2016-17, total 172701 farmers and youths were imparted free of cost training on agriculture and allied activities

- **FINANCIAL INCLUSION**
  - PNB remains committed towards nation building and actively participated in all schemes launched by the Govt.of India for financial & social empowerment of the masses.
  - Under the PM Jan Dhan Yojana, Bank opened 162.80 lacs accounts .Rs 2975.27 Cr have been mobilized in these accounts.
  - No of transactions through BC channel have increased to 312.64 Lacs in Mar'17 from 298.32 Lac in Mar 16.
  - Fee based Income earned has increased to Rs.59.21 crore in Mar'17 from 47.61 crore last year.

- **MOVE TOWARDS DIGITALIZATION**

  - Bank has further accelerated the pace of digitalization and number of new age digital initiatives have been introduced to provide greater ease and improved delivery of products and services to customers.
  - With the growth of Bank and multiple alternate channels coming into play, technology up gradation has to be a continuous process. To meet the ever increasing transaction volume and new App based channels, the Bank has initiated crucial project of upgrading to **Finacle version 10.2.x**. This will enable the Bank to meet the expectations of New age customers by offering latest products and simultaneously sustain increasing volumes.

- **NEW PRODUCTS/INITIATIVES**

  - Carrying forward the Govt. digital push and with a vision to increase the e-transactions to 70% number of new initiatives are being taken.
    - A mobile based banking application, called Unified Payment Interface (UPI), has been developed-facilitating the customers to access their Bank accounts opened with different Banks in a single app.Aadhar based payment through UPI has been enabled.
    - PNB wallet named "PNB Kitty" has been launched that serves as a virtual account that holds money online for e-payments
    - Business Debit Card with Higher ATM /POS / E-com transaction limits viz upto Rs 100000 per day at ATMs and combined limit of Rs 300000 per day (POS / E-com) for corporate clients
    - RuPay EMV debit cards enabled for International Transactions.
    - Youth icon Cricketer **Virat Kohli** has been appointed Brand Ambassador for PNB to accelerate the growth in Business from young customers and showcase the move of PNB towards business from young customers.

- **AWARDS & ACCOLADES**

  - Best MSME Bank (Large Bank) Winner by CIMSME- Banking Excellence Awards 2016
  - Best Bank for CSR and Business Responsibility Award (Large Bank)-Runners Up by CIMSME-Banking Excellence Awards 2016.
  - Vigilance Excellence Award 2016-17 by Institute of Public Enterprises (IPE) Hyderabad
  - BFSI Tech Maestro Awards 2016 in Application category for Four node cluster by Bitstream Mediaworks Pvt Ltd.
  - National Payments Excellence Awards 2016 for Aadhar Enabled Payments System (AEPS) by NPCI.

New Delhi
Date: 16.05.2017