



ਪੰਜਾਬ ਨੈਸ਼ਨਲ ਬੈਂਕ  
...भरोसे का प्रतीक !



punjab national bank  
...the name you can BANK upon !



# Investor Roadshow Presentation

## August'2024



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1

## ***Punjab National Bank Overview***

# Second Largest Public Sector Bank in terms of Total Business and Deposits



## About Punjab National Bank

- ✓ **India's first Swadeshi Bank**, founded in Lahore on May 19, 1894 by Shri Lala Lajpat Rai and commenced its operations on April 12, 1895
- ✓ Nationalized by GOI in July 1969 along with 13 other banks, PNB is now the **2<sup>nd</sup> largest PSU Bank** in India with a Business of INR 24.36 lakh Crores (Trillion)
- ✓ **73.15% stake** is owned by the Government of India
- ✓ Following the **amalgamation** with Oriental Bank of Commerce and United Bank of India effective from April 1st, 2020, Punjab National Bank (PNB) significantly expanded its geographical footprint, broadened its customer base, and substantially increased its asset base. Before the above amalgamation, Hindustan Commercial Bank, New Bank of India and Nedungadi Bank were merged with Punjab National Bank.
- ✓ PNB successfully raised INR 3,788 crore through a **Qualified Institutional Placement (QIP)** in December 2020, followed by an additional INR 1,800 crore raised in May 2021.
- ✓ PNB has wide presence across India with total **54,860 touch points** comprising of 10,150 domestic branches, 12,080 ATMs and 32,630 BCs.
- ✓ PNB has **2<sup>nd</sup> Largest Domestic Branch Network**
- ✓ Undergone Digital Transformation in 2022 and HR Transformation Project in 2023
- ✓ Achieving digital acceleration through **PNB One App** where the bank offers both digital and value-added services
- ✓ Dedicated team of **~1 lakh employees** proudly serves over 19 crore valued customers

**Note:** All the figures in this slide are based on standalone financials of the bank.  
All data points are as of 30<sup>th</sup> June 2024

## Punjab National Bank- Q1 FY'25 ended June'24

<b>Global Business</b> INR 24.36 lakh Cr 10.03% YoY	<b>Global Deposits</b> INR 14.08 lakh Cr 8.50% YoY	<b>Global Advances</b> INR 10.28 lakh Cr 12.20% YoY
<b>NII</b> INR 10,476 Cr 10.23% YoY	<b>Operating Profit</b> INR 6,581 Cr 10.27% YoY	<b>Net Profit</b> INR 3,252 Cr 159.00% YoY
<b>GNPA   NNPA</b> 4.98%   0.60% 275 bps   138 bps (YoY)	<b>ROA</b> 0.82% 48 bps YoY	<b>ROE</b> 16.82% 932 bps (YoY)
<b>RAM Advances</b> INR 5.46 lakh Cr 13.03% YoY	<b>CASA</b> INR 5.49 lakh Cr 3.44% YoY	<b>CD Ratio</b> 73.05% 341 bps YoY
<b>CRAR   CET 1</b> 15.79%   10.95% 25 bps   10 bps (YoY)	<b>PCR (Inc. Two) %</b> 95.90% 607 bps YoY	<b>Slippage Ratio</b> 0.76% 43 bps YoY

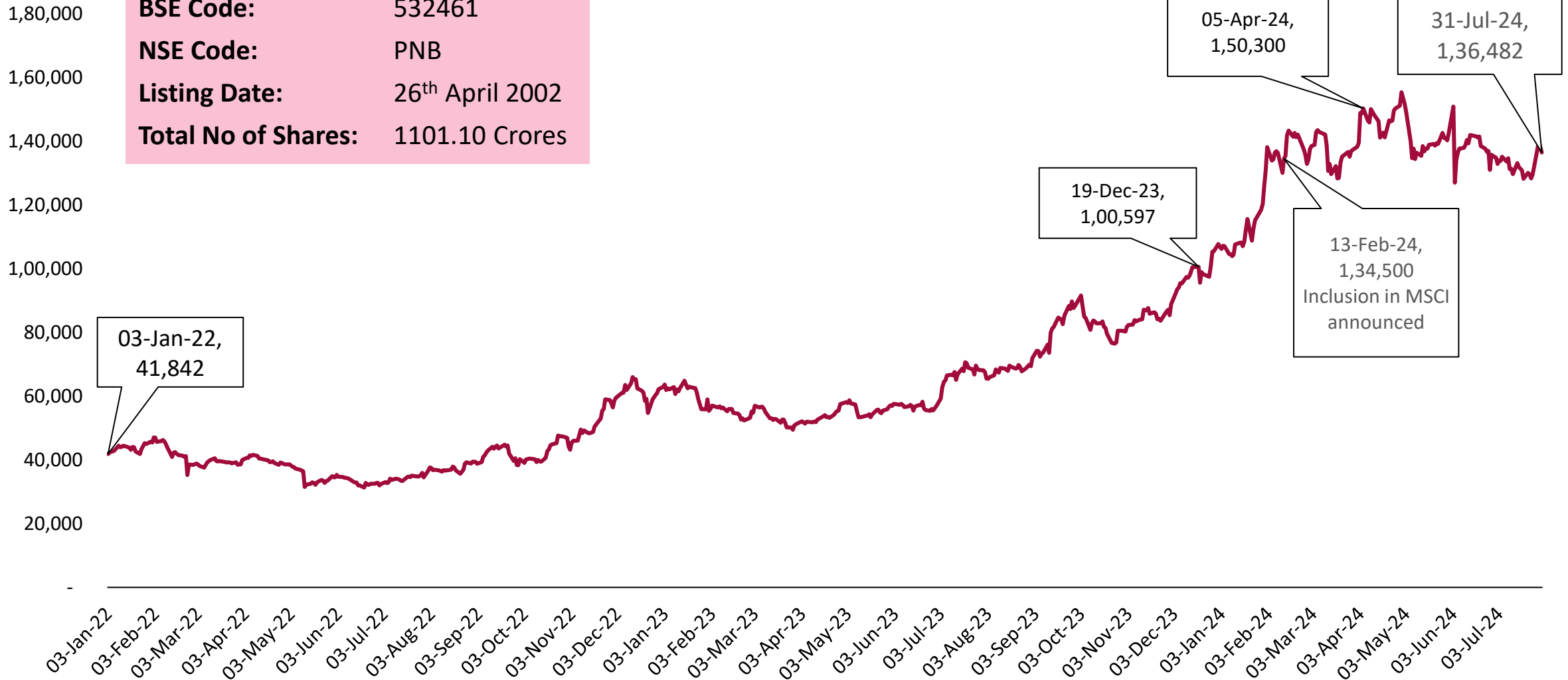
**Note :** ROA%, ROE% and Slippage Ratio –Q1 FY'25 numbers are annualised

# Market Capitalization



**Face Value :** INR 2  
**BSE Code:** 532461  
**NSE Code:** PNB  
**Listing Date:** 26<sup>th</sup> April 2002  
**Total No of Shares:** 1101.10 Crores

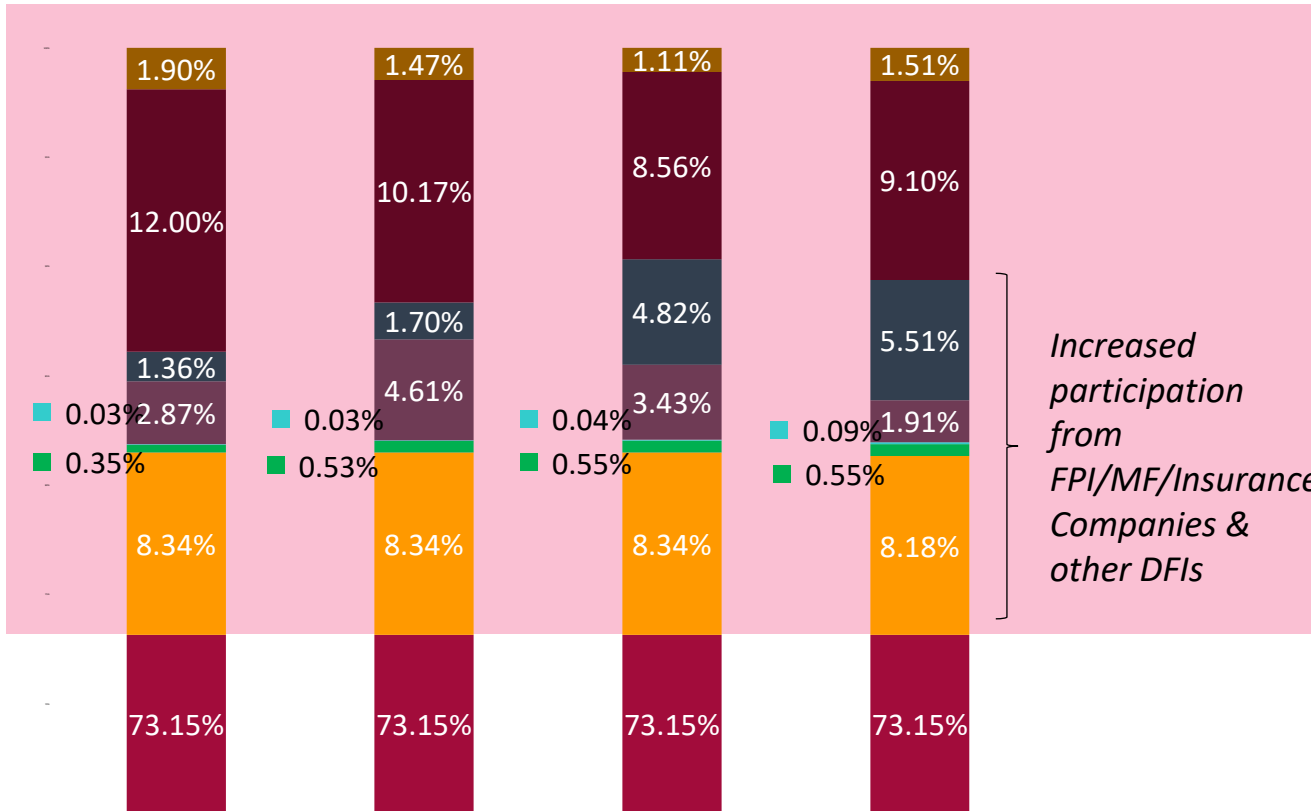
**Market Cap (INR Cr)**



# Trends in the Shareholding Pattern and Dividend



Total number of outstanding equity shares of face value INR 2: 1,101.10 Crores



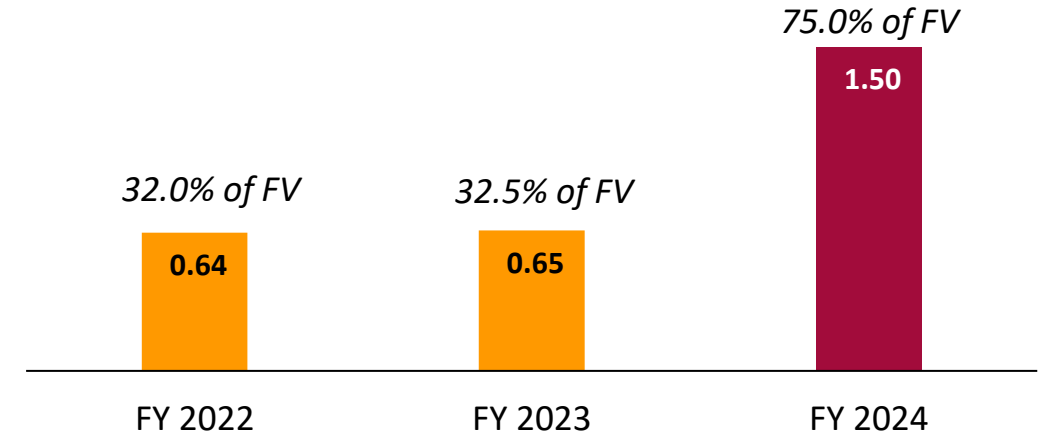
Increased participation from FPI/MF/Insurance Companies & other DFIs

- Government of India
- Other Insurance Companies
- Mutual Funds
- Resident Individuals
- LIC
- Other FIs/Banks/Insurance
- FPIs
- Others

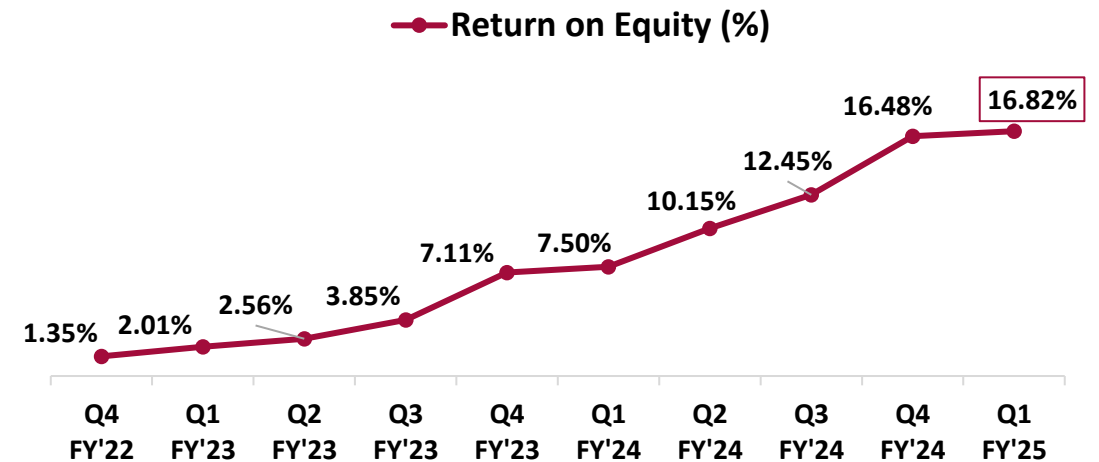
Public Shareholding

## Continuously improving dividends

### Dividends Declared (INR/Share)



## Continuously improving Return on Equity (%)







## Key Strengths

### **a. Strong Industry presence with 129 years of Banking operations**

- ❖ Ranks favourably among public sector banks in India due to strong brand and wider presence

### **b. Strength of Portfolio, with a focus on balance, quality and profit**

- ❖ Product and service offerings for large, diverse and growing customer base. Diversified loan portfolio is a key strategy to manage and limit NPAs (Net NPA% as of June'2024 is 0.60%)

### **c. Focus on RAM Advances**

- ❖ Retail Credit (housing, vehicle, education, personal and mortgages), Agriculture (KCC, Agri Infra, Gold Loan etc) and MSME (Traders, Business, Mudra, Street vendors, Artisans etc) are the principal focus area.

### **d. Robust funding and liquidity**

- ❖ Predominantly Customer Deposits is funding assets. Deposit franchise is supported by its nationwide Branch, ATM & Business Correspondence network.

### **e. Digital Transformation**

- ❖ Undergoing Digitization at a rapid pace with revamped PNB One mobile app and diversified digital offerings with more than 100+ products and Services

### **f. HR Transformation & Experienced leadership team**

- ❖ Successful ongoing implementation of HR Transformation Project “UDAAN” to become #1 HR brand in BFSI space. Qualified and experienced leaders at all levels along with succession planning.

# Group structure of the bank



## Subsidiaries & JVs

### Domestic

### International\*

#### Subsidiaries

#### Associate Companies

#### Subsidiaries

#### Joint Venture

**PNB Cards & Services Ltd**  
100.00%

**PNB Investment Services Ltd**  
100.00%

**PNB Glits Ltd**  
74.07%

**PNB Housing Finance Ltd**  
28.13%

**PNB MetLife India Insurance Co. Ltd**  
30.00%

**Canara HSBC Life Insurance Co. Ltd (CANH)**  
23.00%

**India SME Asset Reconstruction Co. Ltd (ISARC)**  
20.90%

**RRBs**  
(35% stake in each)

**PNBIL, London**  
100.00%

**DRUK PNB Bank Ltd, Bhutan**  
51.00%

**Everest Bank, Nepal (JV)**  
20.02%

- Marketing and distribution of PNB's retail offerings

- Merchant Banking Services

- Primary Dealer in primary & secondary market for Govt. securities

- HFC registered with National Housing Bank

- Domestic Life Insurance Provider

- Domestic Life Insurance Provider (stake post OBC amalgamation)

- Asset Reconstruction Company

- Dakshin Bihar Gramin Bank
- Sarva Haryana Gramin Bank
- Himachal Pradesh Gramin Bank
- Punjab Gramin Bank
- Prathama UP Gramin Bank
- Assam Gramin Vikash Bank
- Bangiya Gramin Vikash Bank
- Tripura Gramin Bank
- Manipur Rural Bank

- Banking solutions in the UK through 7 branches

- Banking operations in Bhutan through 8 branches & 30 ATMs

- Banking solutions in Nepal through 95 branches and 123 ATMs

**Mar'2024:**

**Mar'2024:**

**Mar'2024:**

**Mar'2024:**

**Mar'2024:**

**Mar'2024:**

**Mar'2024:**

**Mar'2023:**

**FY ended Dec'2023:**

**FY ended: Jul'2023:**

**Total Rev:**

**Total Rev:**

**Total Rev:**

**Total Rev:**

**Total Rev:**

**Total Rev:**

**Total Rev:**

**Total Rev:**

**Total Rev:**

**Total Rev:**

Rs. 22.5 Cr

Rs. 11.4 Cr

Rs. 1577 Cr

Rs. 7494 Cr

Rs 14729 Cr

Rs. 8405 Cr

Rs. 18.08 Cr

Rs. 431 Cr

Rs. 218 Cr

Rs. 1502 Cr

\*As per local GAAP



# Key Awards and Accolades



**PNB has secured overall Rank 2 in Ease 6.0, and Rank 1 across 2 Themes:- Tech & Data-enabled Capability Build and Digital & Analytics Driven Business Improvement**



## Confederation of Indian MSME

“Best MSME Friendly Bank”

## Annual Conference of General Managers of PSBs organized by IBA & TU CIBIL

Best Data Quality in Commercial Bureau Segment

## ET Best BFSI Brands FY 2023

by *Economic Times*

## EASE 5.0 reforms Index by Indian Banks' Association

2<sup>nd</sup> Runners-Up for Top Performance

## International Inclusion Alliance Conference 2024

Excellence in Gender Inclusion

## 10th MSME Excellence Awards by ASSOCHAM

Best MSME Bank (FY24)

## CRIF (Centre for Research and International Finance) Highmark

Data Excellence Award in Consumer bureau segment



## 9th Innovative CIOs Awards & Symposium 2024 for 2 projects:

- ❖ e-Bank Guarantee
- ❖ PNB Aarambh - CIO Axis

## Prime Minister's Employment Generation Program, UP

First Prize for outstanding contribution (FY23)=

## Infosys Finnacle Innovation Awards, 2023

- ❖ Channel Innovation – Gold winner-eOTS

## Infosys Finnacle Innovation Awards, 2023

- ❖ Maximizing Customer Engagement – Platinum winner-PNB One - Super App

## “Utkarsh Puruskar” Digi-Dhan Award 2019-20 (e-UNI)

by *Ministry of Electronics & Information Technology*

2nd highest percentage of digital payment Transactions – PSU Banks during FY19-20

## 23rd Greentech Environment Award, 2023

Outstanding achievements in “Environmental Excellence” category

## IBSi Global Fintech Innovation Awards by IBS Intelligence

- ❖ Best Digital Channel/Platform Implementation
- ❖ Best Transaction Banking Implementation

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## ***PNB – Key Investment Highlights***

# Key Investment Highlights



1. Fast growing total Business with healthy mix of portfolio

2. Robust Loan book

3. Inclusive Growth

4. Improving Asset Quality

5. Rating & Capital Adequacy

6. Robust Financial Performance

7. Strong Management Team with vast experience

8. Leveraging Digital Infrastructure to accelerate growth

9. Wide presence across India

10. Emphasis on improving Environment, Social and Governance practices

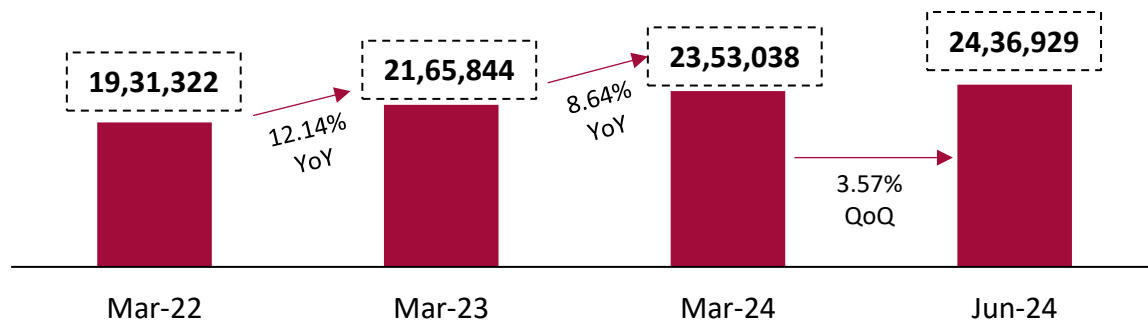


# 1. Fast growing total Business with healthy mix of Portfolio

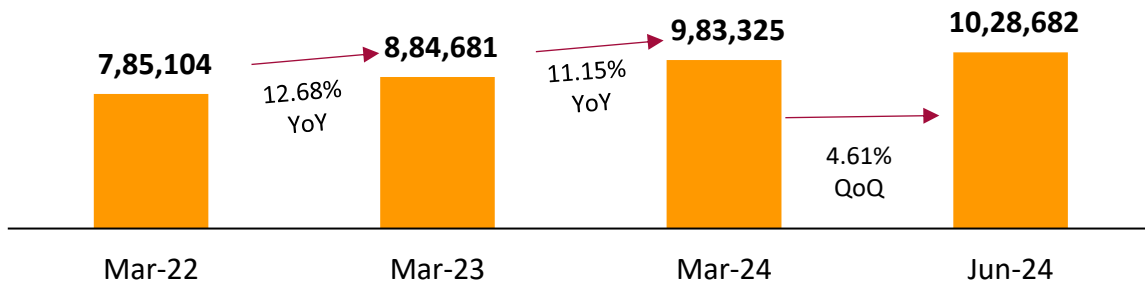


Driven by the robust growth in Advances, Total Business grew 12.14% and 8.64% YoY growth in FY 22-23 & FY 23-24

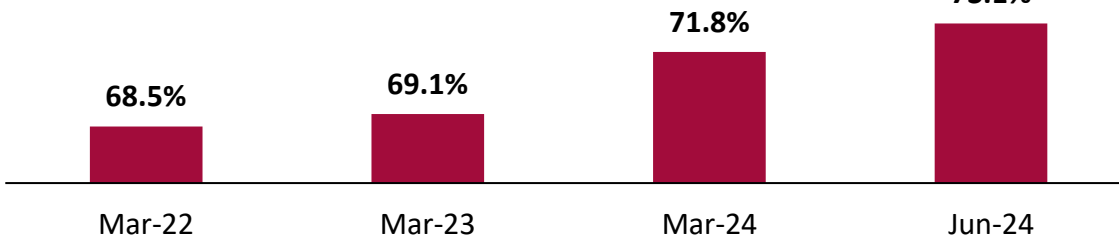
### Global Business (INR Cr)



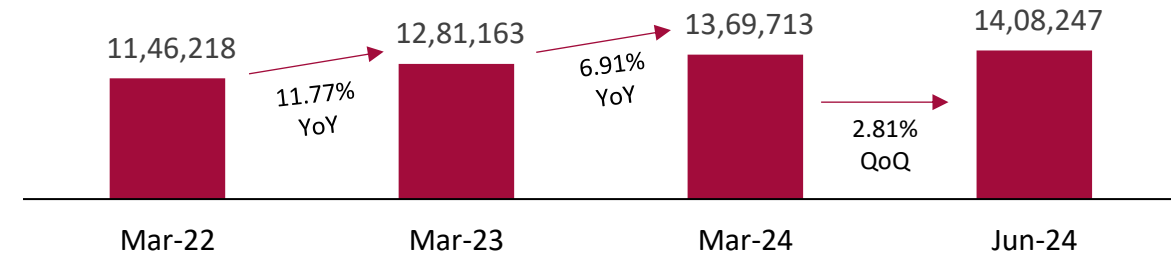
### Global Advances (INR Cr)



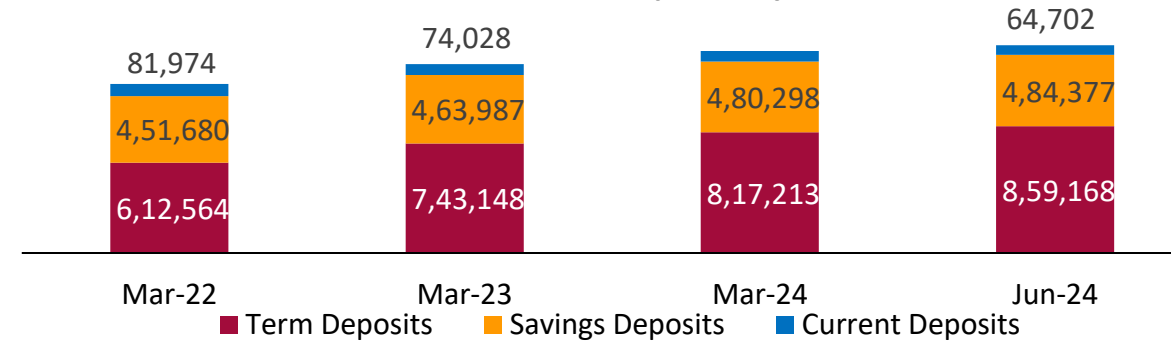
### Credit Deposit Ratio



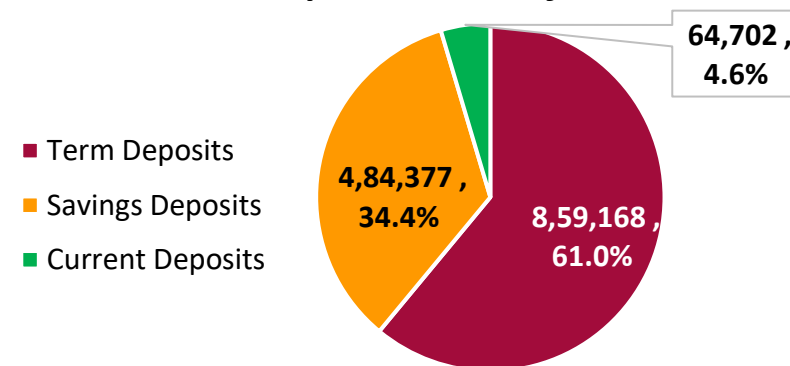
### Global Deposits (INR Cr)



### Global Mix (INR Cr)



### Deposit mix as of June'2024



Note: All the stated financials in this presentation are based on standalone financials of the bank

# 2. Robust Loan book

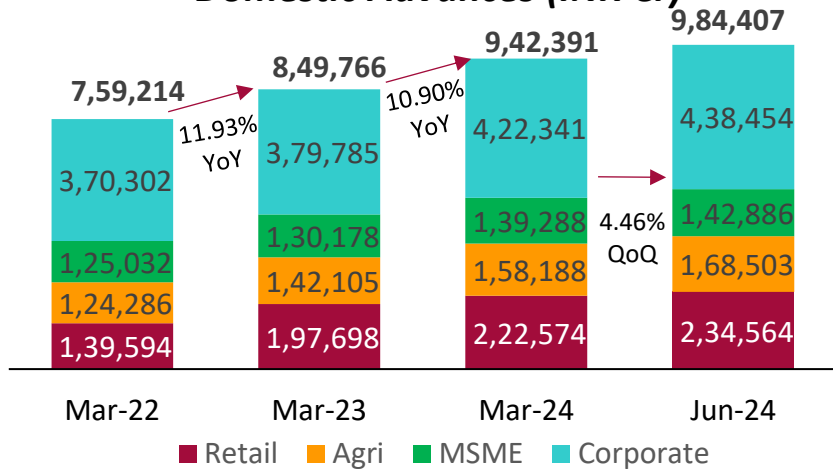
## Growth in Advances



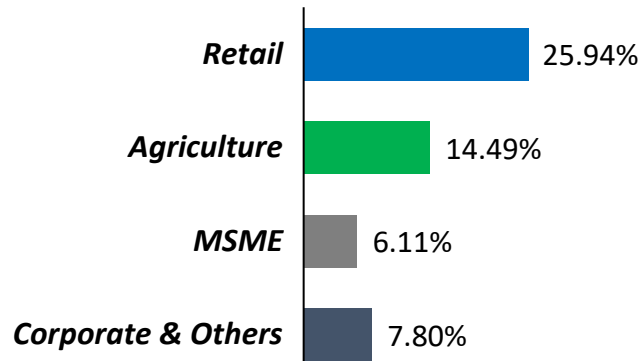
(All Amounts are in INR Cr)

**Growth of Gross Domestic Advances is driven by strong focus on Retail Advances which led to higher mix of RAM Assets**

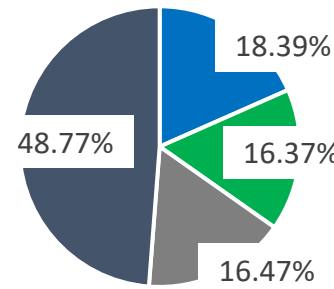
**Domestic Advances (INR Cr)**



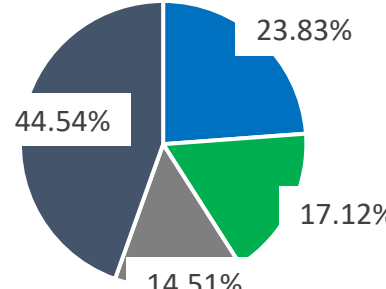
**Growth CAGR (Mar'22 - Jun'24)**



**Mar'22**



**Jun'24**



**RAM Assets: 51.23%**

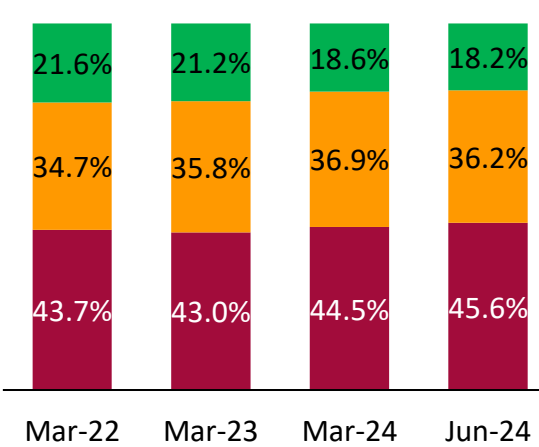
**RAM Assets: 55.46%**

### Consistent growth in Retail Advances

Retail Advances (INR Cr)	Mar-22	Mar-23	Mar-24	Growth CAGR*	Jun-24	Jun-24	YoY%
<b>Retail Advances Excluding IBPC &amp; LAD</b>	<b>1,28,574</b>	<b>1,46,656</b>	<b>1,68,265</b>	<b>14.40%</b>	<b>1,49,858</b>	<b>1,73,040</b>	<b>15.47%</b>
Home Loans	81,979	87,086	98,293	9.50%	88,742	1,01,796	14.71%
Vehicle Loans	12,615	16,513	20,767	28.30%	17,120	21,726	26.90%
Personal Loans	12,193	19,973	22,493	35.82%	20,519	22,378	9.06%
Others	21,787	23,084	26,712	10.73%	23,477	27,140	15.60%

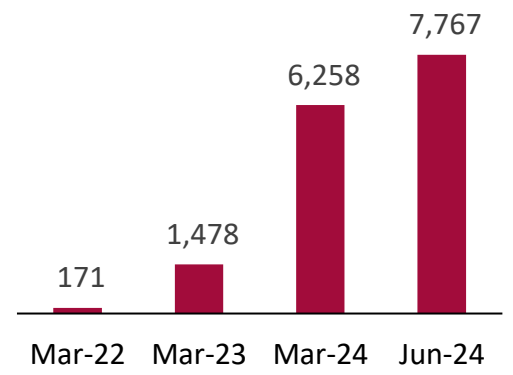
\*Growth CAGR is for the period Mar'22 to Mar'24

### MSME Advances Mix



Micro Small Medium

### Agriculture Gold Loan



**Total Gold Loan (Agri + Retail)  
Jun'24: INR 8,487 Cr**

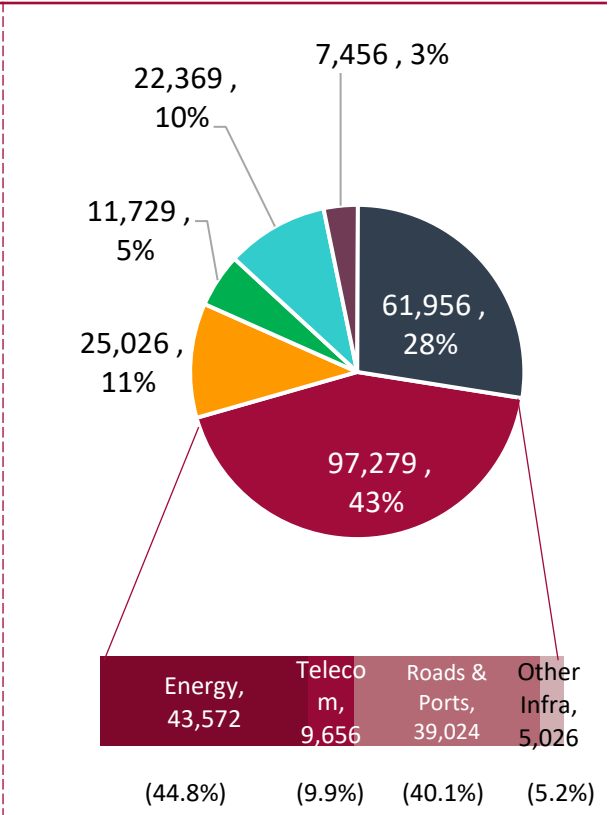
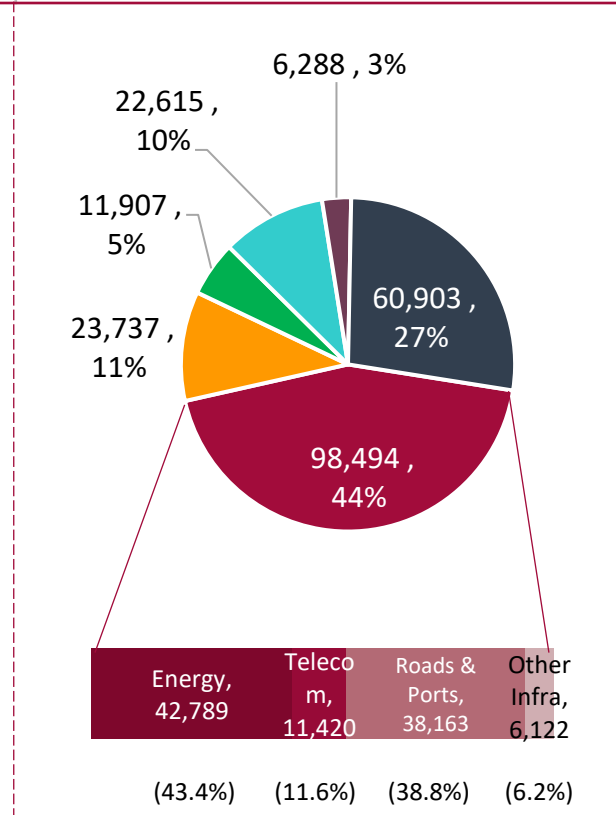
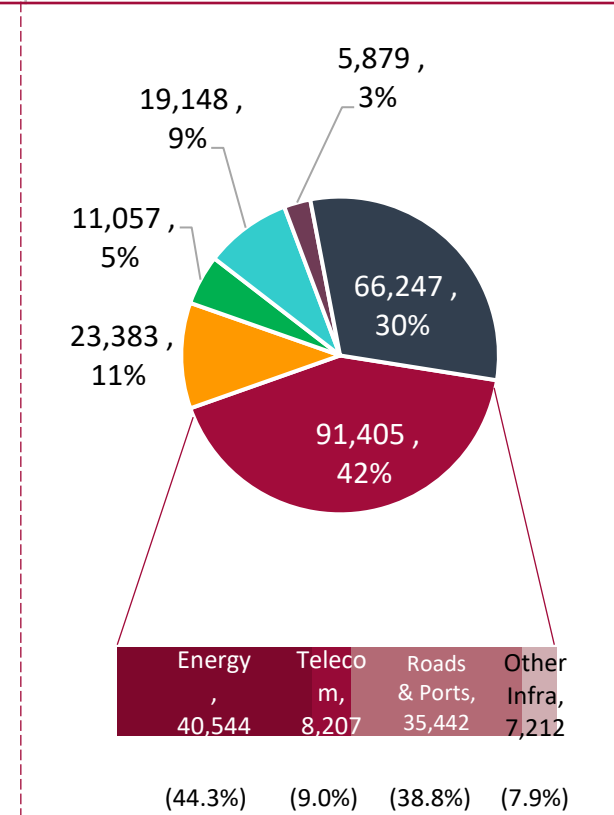
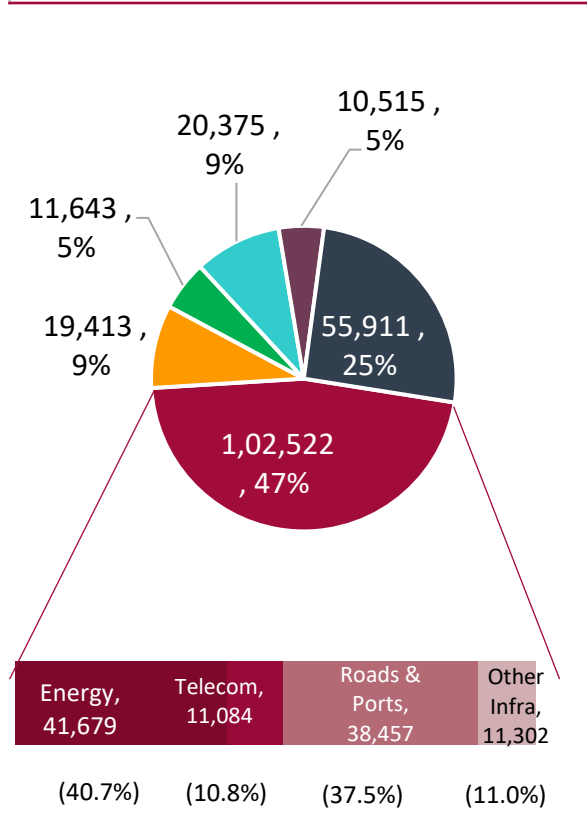
## 2. Robust Loan book

### Diversified Industry portfolio for Corporate Advances



(All Amounts are in INR Cr)

Mar-22		Mar-23		Mar-24		Jun-24	
Total Outstanding Amount (INR Cr)	% to Total Industry Advances	Total Outstanding Amount (INR Cr)	% to Total Industry Advances	Total Outstanding Amount (INR Cr)	% to Total Industry Advances	Total Outstanding Amount (INR Cr)	% to Total Industry Advances
2,20,379	29.0%	2,17,138	25.6%	2,23,944	23.8%	2,25,815	22.9%



■ Infrastructure ■ Basic Material and Metal Products ■ Textiles ■ Food Processing ■ Chemicals & Chemical Products ■ Other Industries



# 3. Inclusive Growth

## Focus on Priority Sector Lending



**Achieved all mandated targets as on Jun'24**



**TOTAL PRIORITY SECTOR ADVANCES**  
@40.29% of ANBC against norm of 40%



**AGRICULTURE (PS) ADVANCES**  
@18.29% of ANBC against norm of 18%



**SMALL & MARGINAL FARMERS**  
@10.16% of ANBC against norm of 10%



**WEAKER SECTION**  
@13.57% of ANBC against norm of 12%



**MICRO ENTERPRISES**  
@7.70% of ANBC against norm of 7.5%



As on June'24



O/s Amt in Crores

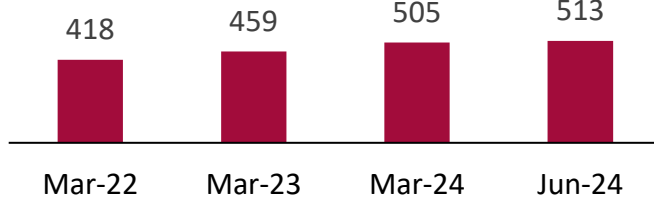
Amt Rs in Crore	Q1 FY24	Q1 FY25
Sanctioned	5062	5473
Disbursed	5019	5427

Target- No of cases	Ach	% Ach
20284	20928	103.17%

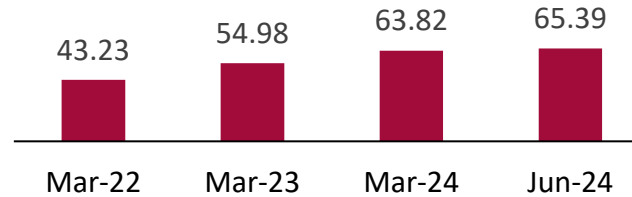
As on June'23	As on June'24	Growth %
100	243	143%

### Active participation in Financial Inclusion initiatives by the Government of India

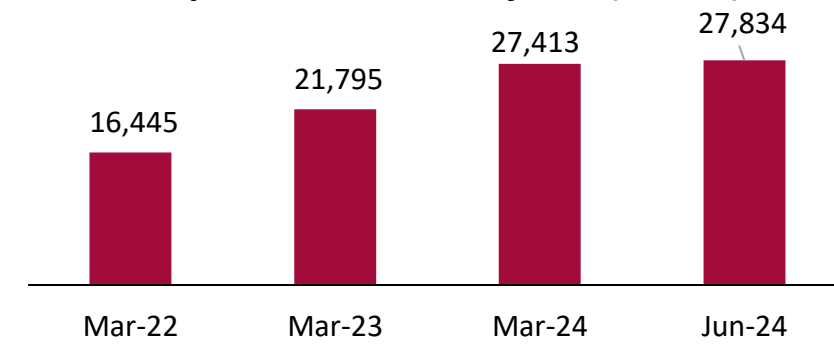
**PMJDY Accounts (Nos in Lakhs)**



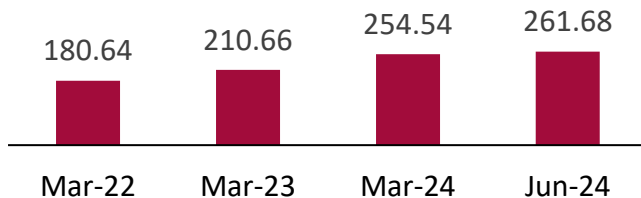
**PMJJBY Accounts (Nos in Lakhs)**



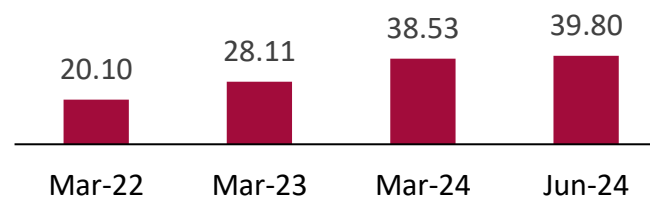
**Deposits mobilized by BCs (INR Cr)**



**PMSBY Accounts (Nos in Lakhs)**



**APY Accounts (Nos in Lakhs)**



Number of BCs

15,719	24,227	33,614	32,630
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Note: Data as of June'2024

## 4. Improving Asset Quality

### Credit quality of Loan Portfolio



(All Amounts are in INR Cr)

*Credit Quality of the Loan portfolio have been consistently improving over the years*

Portfolio > INR 25 Crore									
SNo	Rating Grade	Mar'22		Mar'23		Mar'24		Jun'24	
		Amount	% Share	Amount	% Share	Amount	% Share	Amount	% Share
1	AAA	1,26,693	46.49%	1,40,136	42.72%	1,57,549	42.97%	1,68,768	42.72%
2	AA	55,197	20.25%	84,062	25.63%	89,120	24.31%	97,470	24.67%
3	A	44,184	16.21%	46,008	14.02%	57,222	15.60%	66,677	16.88%
4	BBB	21,000	7.71%	25,618	7.81%	29,435	8.03%	31,647	8.01%
<b>BBB &amp; Above</b>		<b>2,47,074</b>	<b>90.66%</b>	<b>2,95,824</b>	<b>90.18%</b>	<b>3,33,326</b>	<b>90.91%</b>	<b>3,64,562</b>	<b>92.28%</b>
5	BB	10,375	3.80%	8,364	2.54%	9,713	2.65%	9,309	2.35%
6	B	3,507	1.29%	2,647	0.81%	2,068	0.56%	1,774	0.45%
7	C	74	0.03%	1,284	0.39%	1,017	0.28%	708	0.18%
8	D	2,561	0.94%	1,002	0.31%	1,134	0.31%	380	0.10%
<b>BB &amp; Below</b>		<b>16,517</b>	<b>6.06%</b>	<b>13,297</b>	<b>4.05%</b>	<b>13,931</b>	<b>3.80%</b>	<b>12,171</b>	<b>3.08%</b>
9	Unrated	8,947	3.28%	18,916	5.77%	19,400	5.29%	18,311	4.64%
<b>Sub-Total</b>		<b>2,72,538</b>	<b>100.00%</b>	<b>3,28,037</b>	<b>100.00%</b>	<b>3,66,657</b>	<b>100.00%</b>	<b>3,95,044</b>	<b>100.00%</b>
Guarantee/Direct Claim on Central/State Govt.		87,833	24.37% <i>(of Total Portfolio)</i>	84,431	20.47% <i>(of Total Portfolio)</i>	80,469	18.00% <i>(of Total Portfolio)</i>	80,265	16.89% <i>(of Total Portfolio)</i>
<b>Total Portfolio</b>		<b>3,60,372</b>		<b>4,12,468</b>		<b>4,47,126</b>		<b>4,75,309</b>	

# 4. Improving Asset Quality

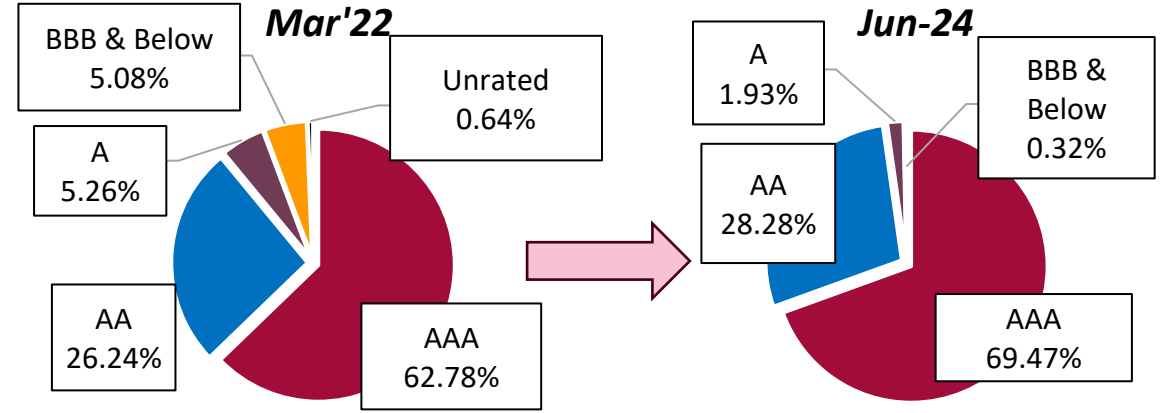
## Improving better rated exposure



Healthy portfolio of NBFC Advances which are rated AAA and AA

Sector	Outstanding Amount (INR Cr)			
	Mar-22	Mar-23	Mar-24	Jun-24
<b>NBFC</b>	<b>1,03,794</b>	<b>1,35,606</b>	<b>1,34,190</b>	<b>1,48,157</b>
Housing Finance Companies	37,025	47,645	40,294	46,667
PSUs & PSU Backed	50,325	28,987	32,453	36,464
Private	14,868	58,160	60,435	63,948
MFI	1,576	814	1,007	1,077

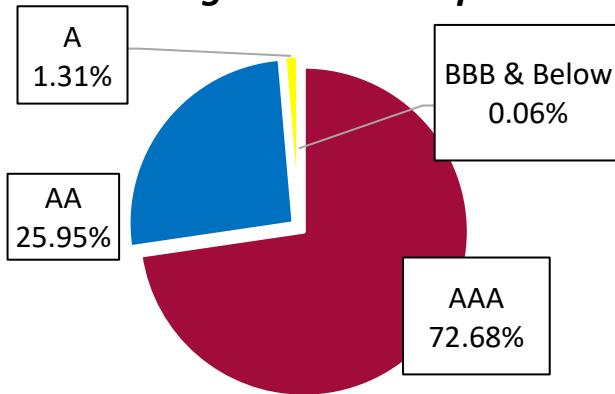
### External Rating of overall NBFC Portfolio



**A & Above: INR 97,865cr**

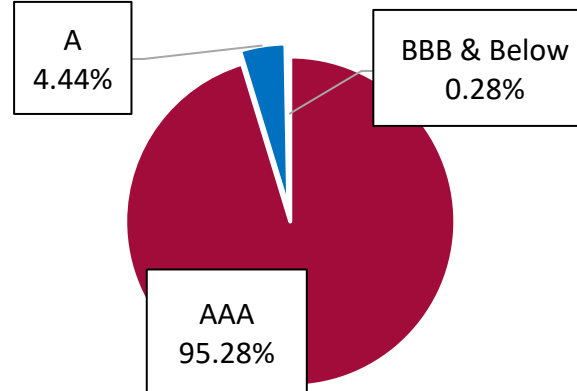
**A & Above: INR 1,47,688cr**

### Housing Finance Companies



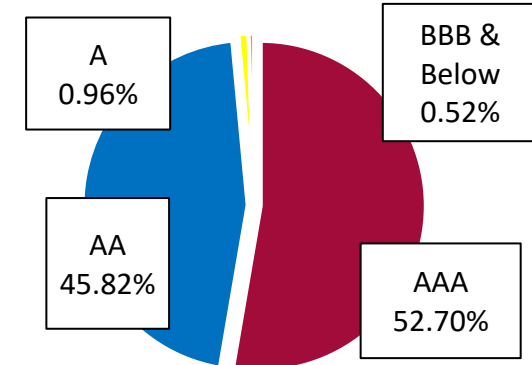
**A & Above: INR 46,640cr**

### PSUs & PSU Backed



**A & Above: INR 36,364cr**

### Private NBFCs + MFIs



**A & Above: INR 64,683cr**

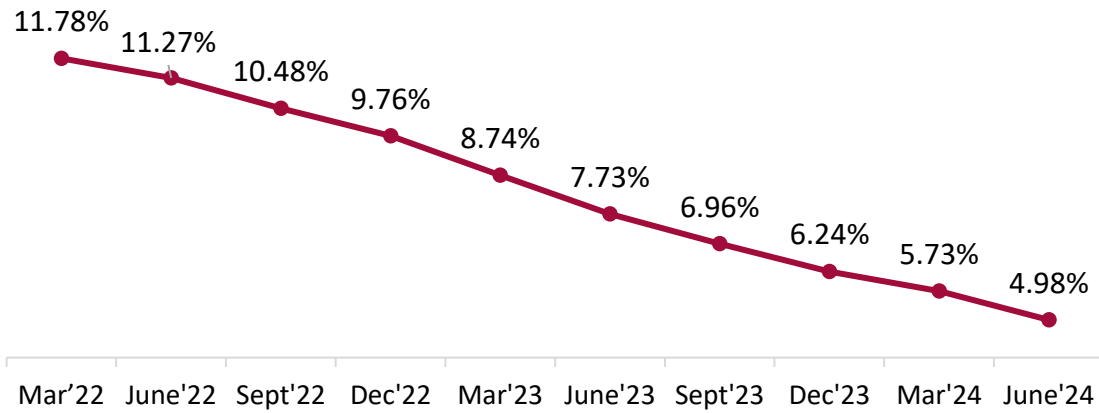
Note: Data as of June'2024

# 4. Improving Asset Quality Declining NPAs

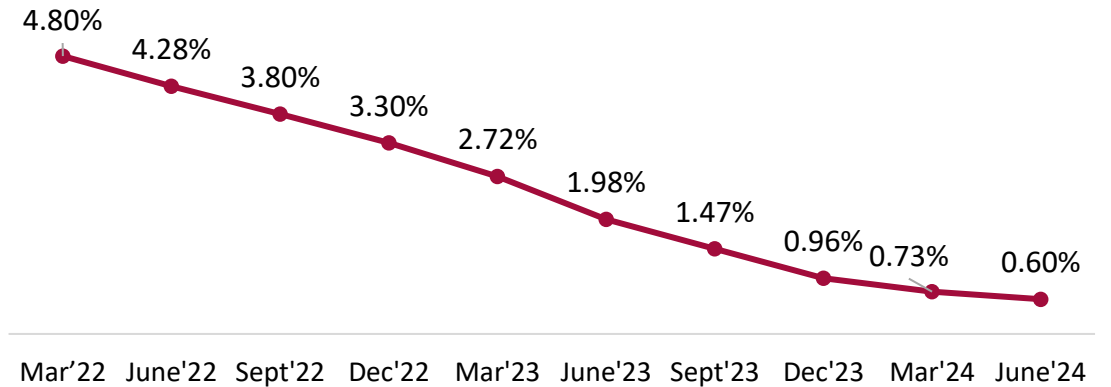


Amt ₹ in Crore

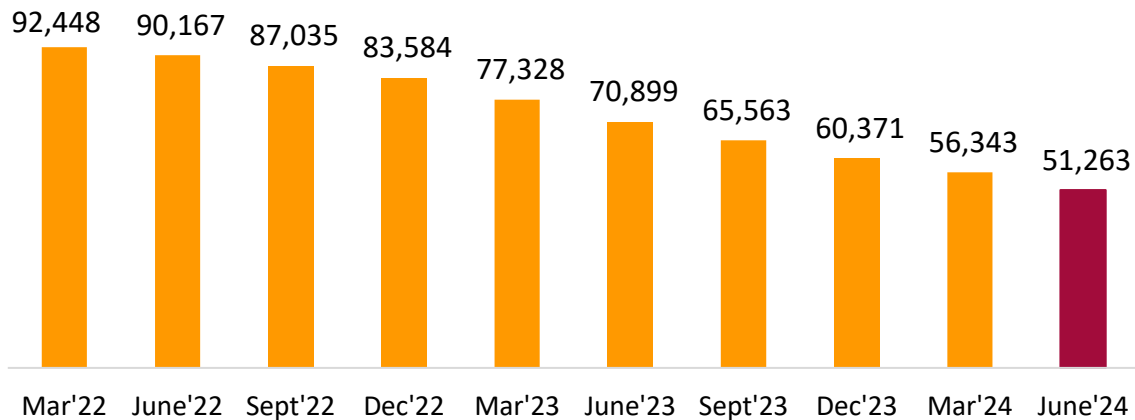
### Gross NPA%



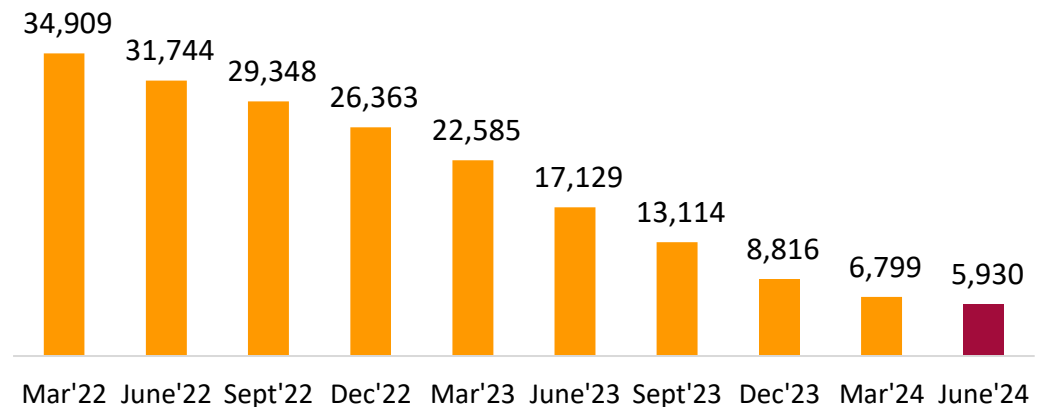
### Net NPA%



### Gross NPA Amount



### Net NPA Amount

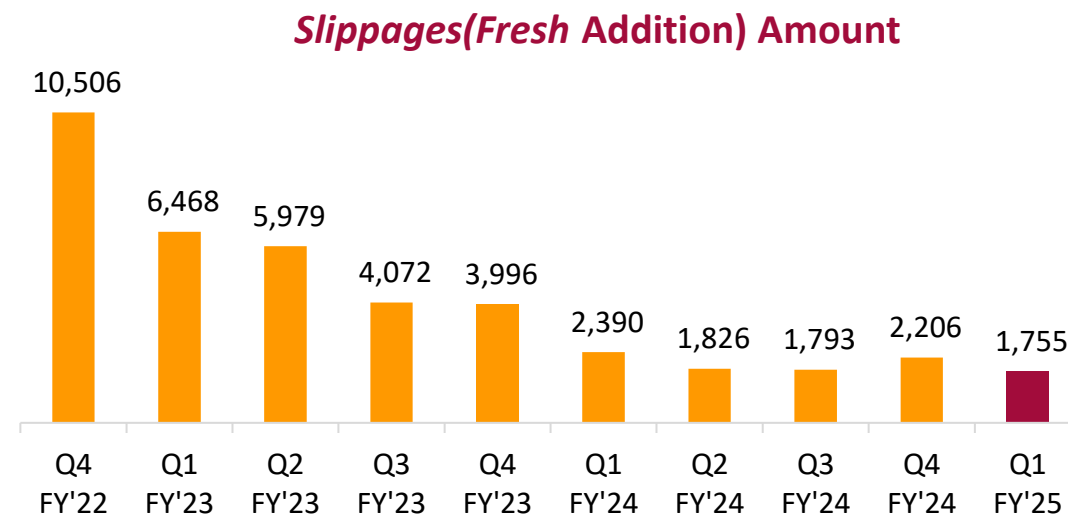
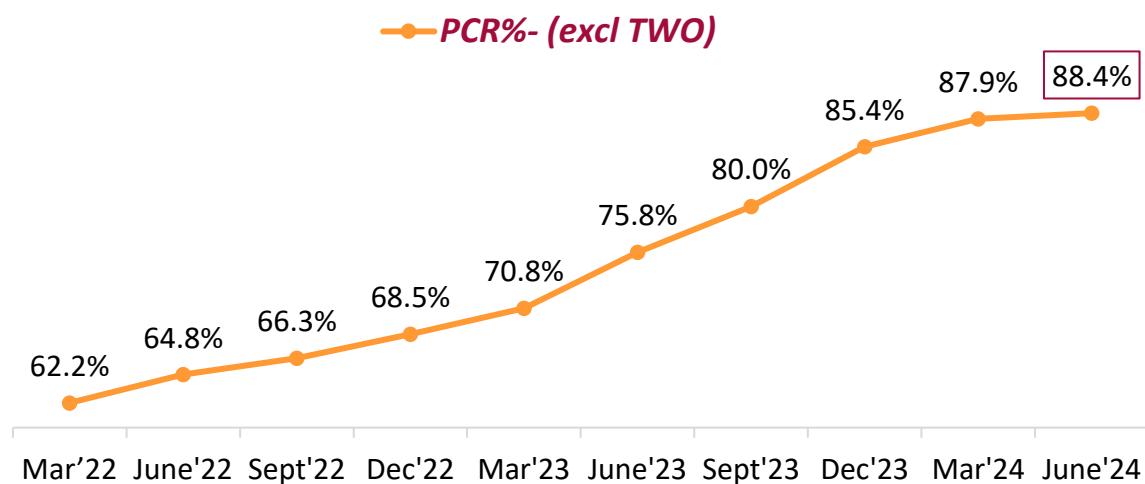
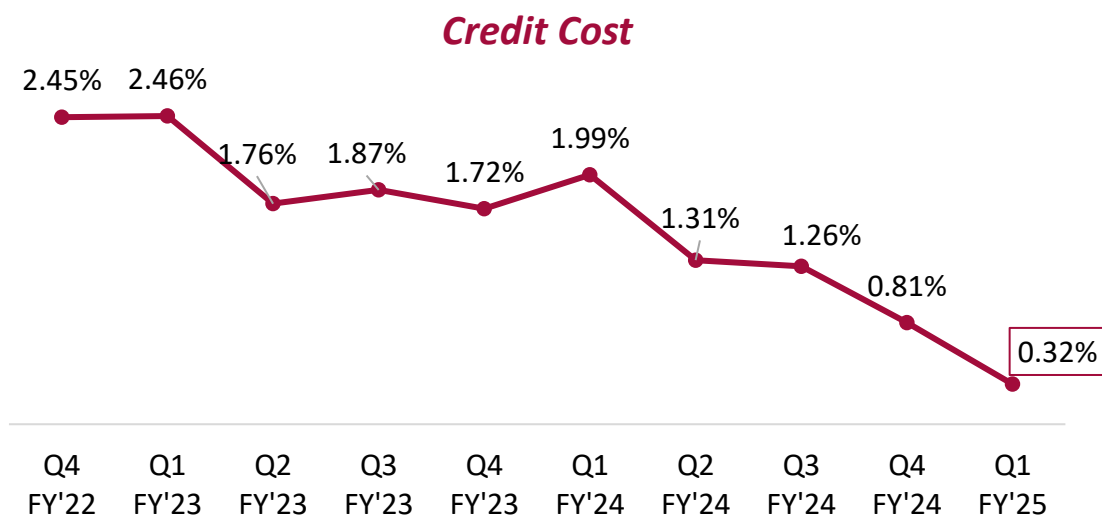
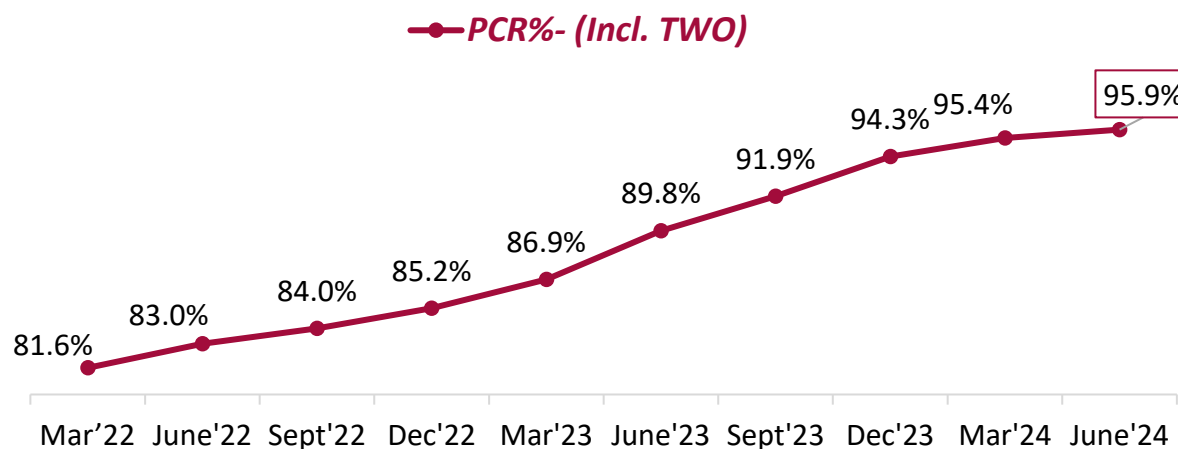


# 4. Improving Asset Quality

## High PCR & Low Slippage



Amt ₹ in Crore



## 4. Improving Asset Quality

### NPA Movement



(All Amounts are in INR Cr)

S.No	Parameters	FY22	FY23	FY24	Q1FY25
1	<b>NPA as at the beginning of Year/Quarter</b>	<b>1,04,423</b>	<b>92,448</b>	<b>77,328</b>	<b>56,343</b>
2	-Cash Recovery	9,467	9,801	7,106	1,196
3	-Up-gradation	5,253	4,770	3,448	524
4	Cash Recovery & Up-gradation (2+3)	14,720	14,571	10,554	1,720
5	Write Off	21,999	16,578	16,257	5,115
6	<b>Total Reduction (4+5)</b>	<b>36,719</b>	<b>31,149</b>	<b>26,811</b>	<b>6,835</b>
7	<b>Fresh Addition (8+9)</b>	<b>24,744</b>	<b>16,029</b>	<b>5,826</b>	<b>1,755</b>
8	-Fresh slippages	21,612	14,198	5,552	1,653
9	-Debits in existing NPA A/cs	3,132	1,831	274	102
10	<b>Gross NPAs at end of the period</b>	<b>92,448</b>	<b>77,328</b>	<b>56,343</b>	<b>51,263</b>
11	Gross NPA %	11.78%	8.74%	5.73%	4.98%
12	<b>Net NPAs at end of the period</b>	<b>34,909</b>	<b>22,585</b>	<b>6,799</b>	<b>5,930</b>
13	Net NPA %	4.80%	2.72%	0.73%	0.60%
14	PC Ratio (incl TWO)	81.60%	86.90%	95.39%	95.90%
15	PC Ratio (excl TWO)	62.24%	70.79%	87.93%	88.40%
16	Total Recovery including TWO & RI	21,041	24,576	20,164	3,249



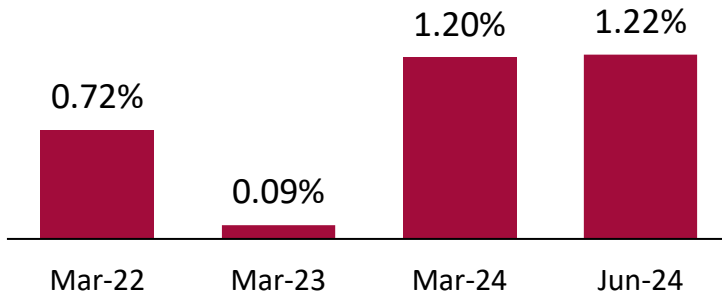
## 4. Improving Asset Quality

### Special Mention Accounts (SMA2) & Slippages

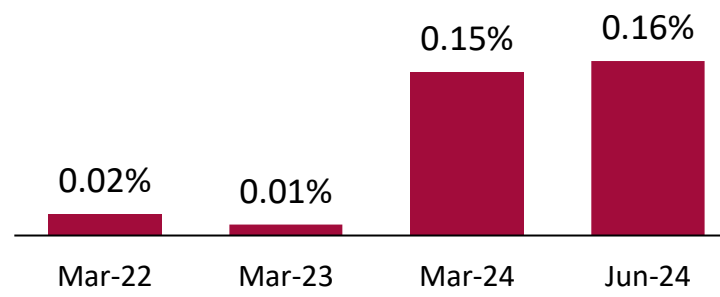
All amounts are in INR Cr



SMA2 as % of Gross Advances

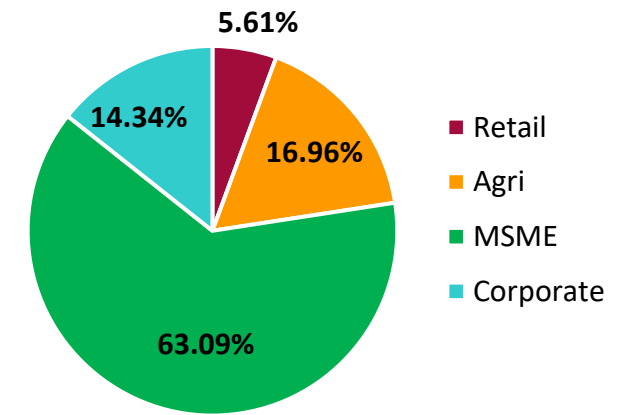


SMA2 Accounts > 5 Crores as % of Gross Advances

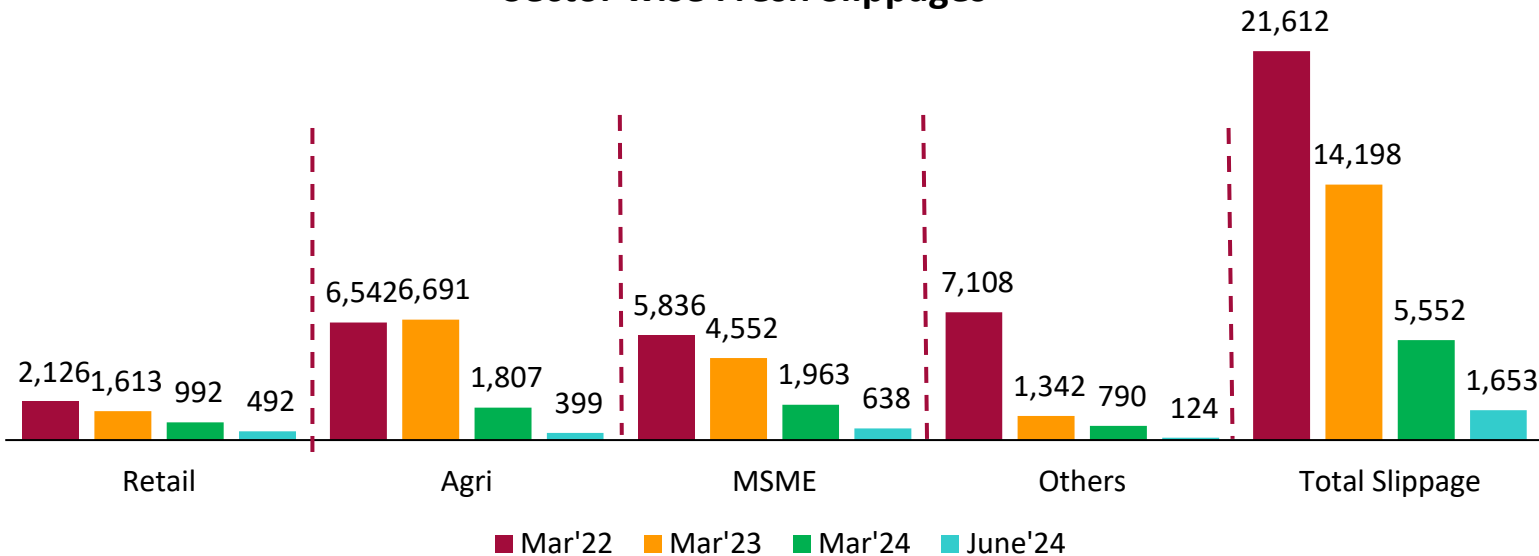


Segment wise portfolio > 5 Cr as % of Total SMA > 5 Cr

As on June'24



Sector wise Fresh Slippages



Recovery v/s Fresh Addition

Period	FY'22	FY'23	FY'24	Q1FY25
Total Recovery	21,041	24,576	20,164	3,249
Fresh Addition	24,744	16,029	5,826	1,755
<b>Recovery v/s Fresh Addition</b>	<b>0.9x</b>	<b>1.5x</b>	<b>3.5x</b>	<b>1.8x</b>

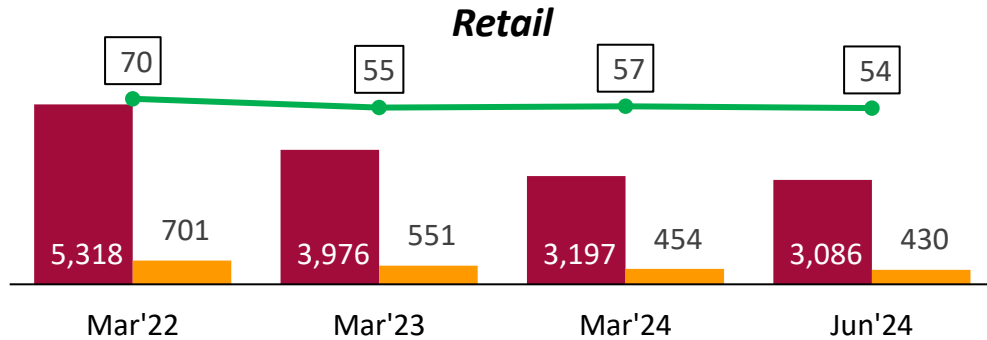
# 4. Improving Asset Quality

## One Time Restructuring 1 (OTR 1)

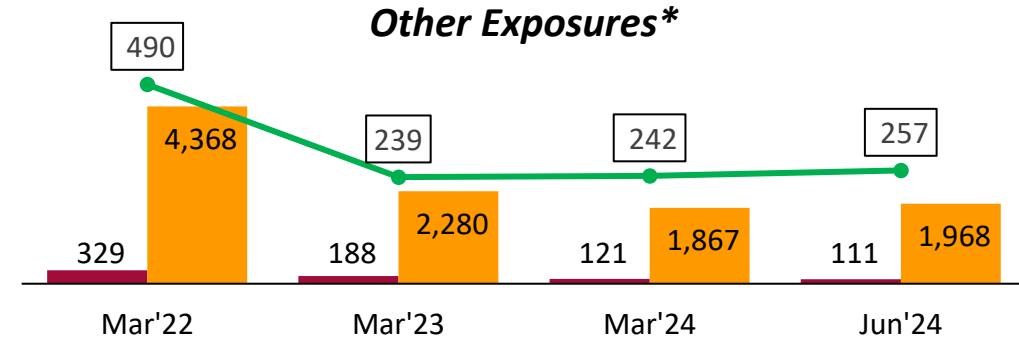


As per RBI's guidelines dated Aug 6, 2020

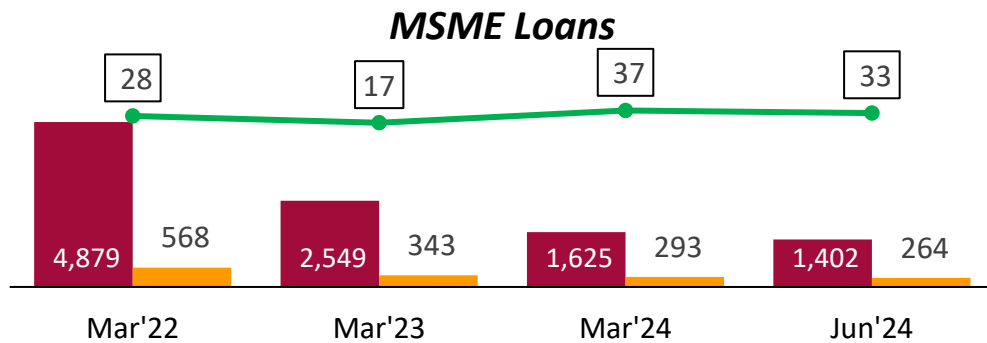
(All Amounts are in INR Cr)



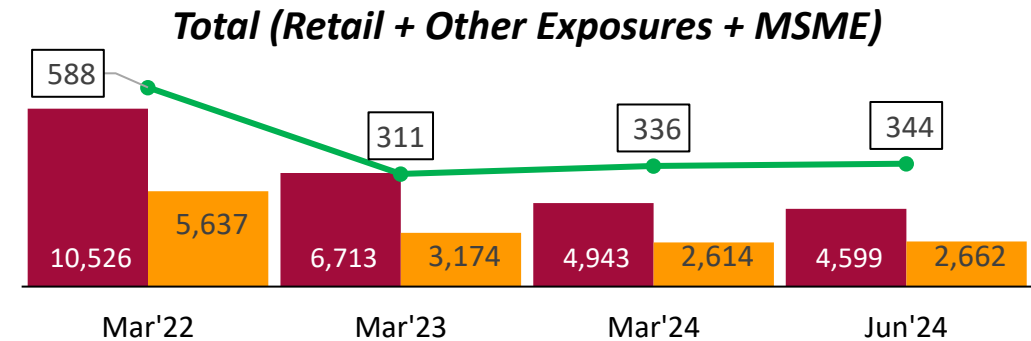
No. of Accounts    Amount Involved    Provisions Made



No. of Accounts    Amount Involved    Provisions Made



No. of Accounts    Amount Involved    Provisions Made



No. of Accounts    Amount Involved    Provisions Made

\*Other Exposures includes corporate loans >Rs. 25 Crore as per RBI guidelines.

# 4. Improving Asset Quality

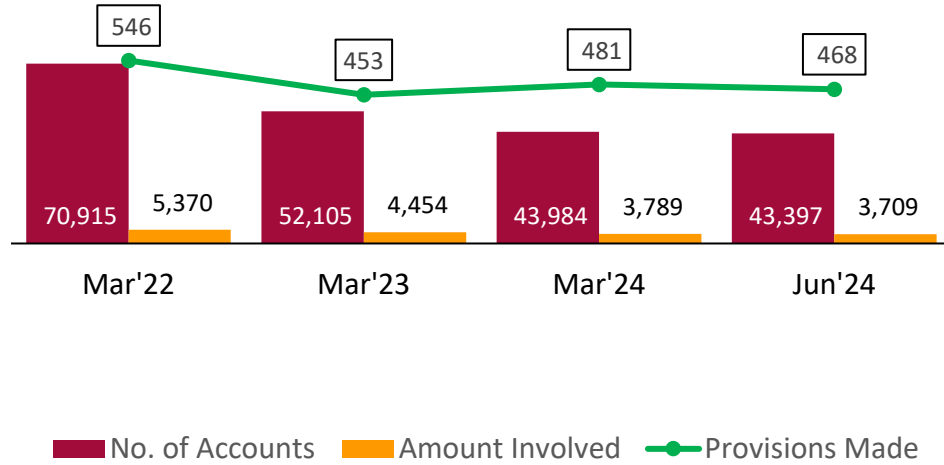
## One Time Restructuring 2 (OTR 2)

As per RBI's guidelines dated May 5, 2021

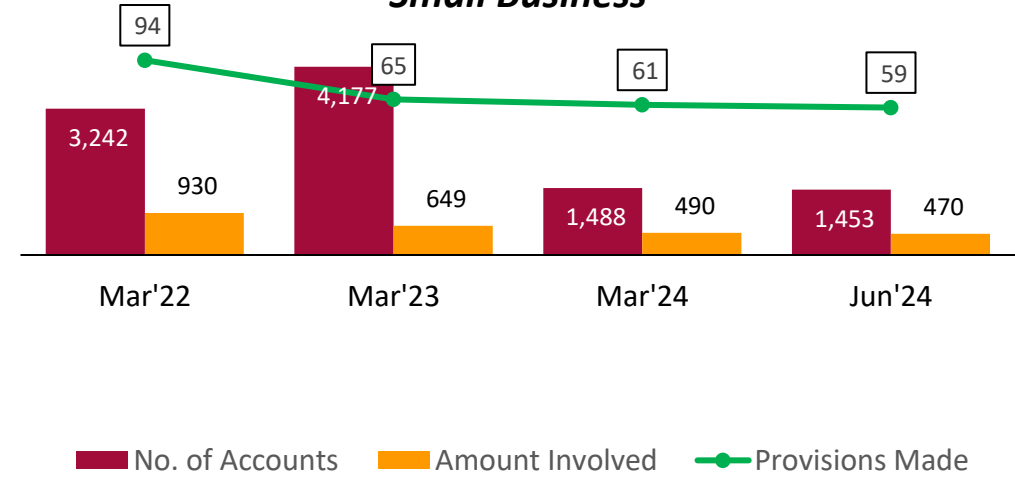


(All Amounts are in INR Cr)

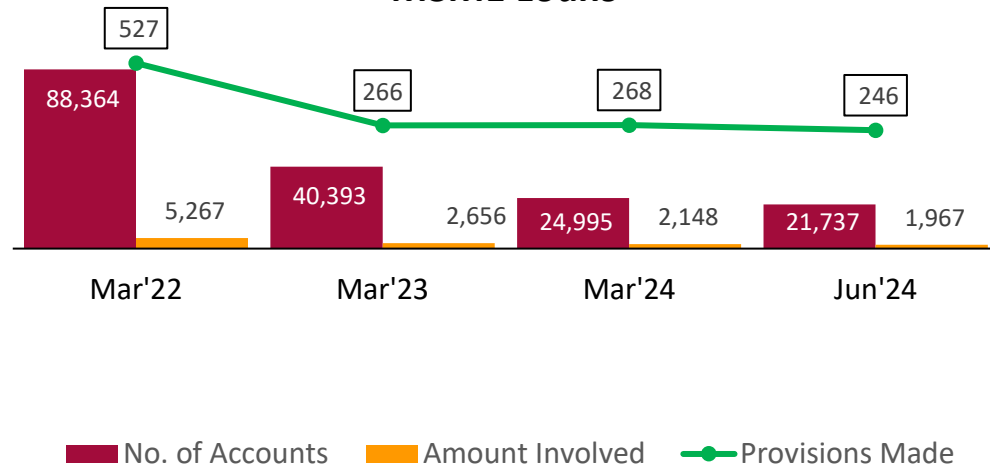
### Individual Borrowers



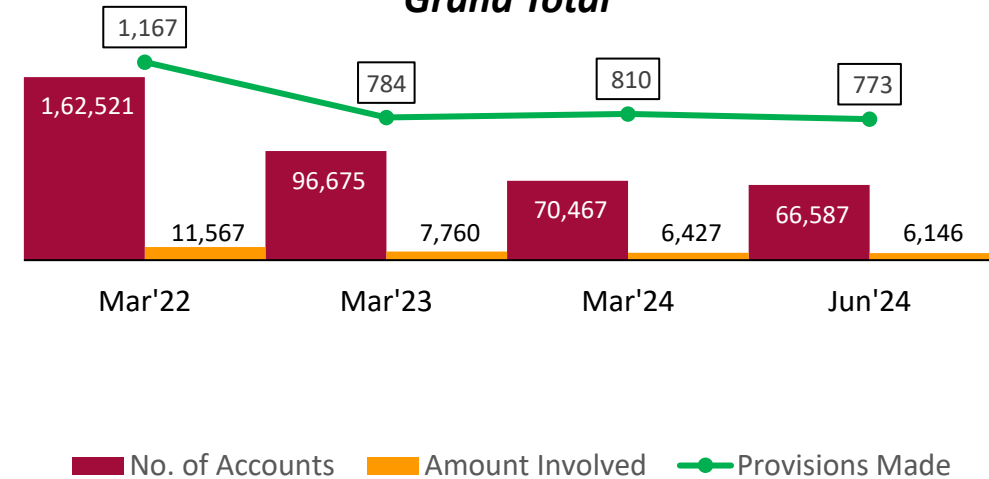
### Small Business



### MSME Loans



### Grand Total



## 4. Improving Asset Quality

### Asset classification (1/3)



(All Amounts are in INR Cr)

S.No	Parameters	Mar'22		Mar'23		Var. YoY %	Mar'24		Var. YoY %	Jun'24		Var. YoY %
		O/S	Share%	O/S	Share%		O/S	Share%		O/S	Share%	
1	Standard	6,92,656	88.22%	8,07,353	91.26%	16.6%	9,26,982	94.27%	14.8%	9,77,419	95.02%	15.5%
2	<b>Gross NPA</b>	<b>92,448</b>	<b>11.78%</b>	<b>77,328</b>	<b>8.74%</b>	<b>-16.4%</b>	<b>56,343</b>	<b>5.73%</b>	<b>-27.1%</b>	<b>51,263</b>	<b>4.98%</b>	<b>-27.7%</b>
2a	Sub-Standard	16,402	2.09%	12,227	1.38%	-25.5%	4,876	0.50%	-60.1%	5,132	0.50%	-48.6%
2b	Doubtful	59,009	7.52%	43,414	4.91%	-26.4%	39,551	4.02%	-8.9%	36,072	3.51%	-14.0%
2c	Loss	17,037	2.17%	21,687	2.45%	27.3%	11,916	1.21%	-45.1%	10,059	0.98%	-46.9%
<b>Global Advances(1+2)</b>		<b>7,85,104</b>	<b>100%</b>	<b>8,84,681</b>	<b>100%</b>	<b>12.7%</b>	<b>9,83,325</b>	<b>100%</b>	<b>11.2%</b>	<b>10,28,682</b>	<b>100.00%</b>	<b>12.2%</b>

## 4. Improving Asset Quality

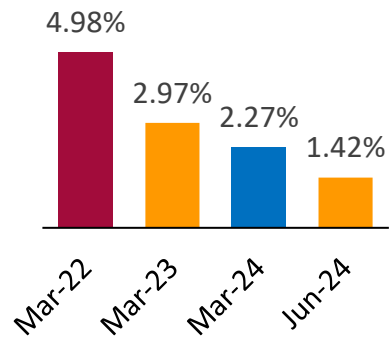
### Asset classification-Sectoral (2/3)



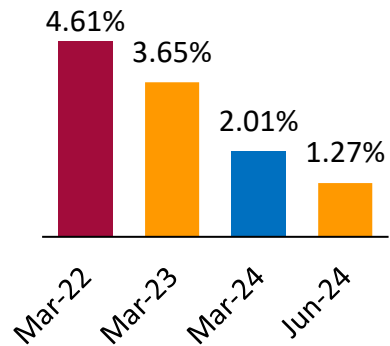
(All Amounts are in INR Cr)

S.No	Parameters	Mar'22			Mar'23			Mar'24			Jun'24		
		Advances	GNPA	GNPA%	Advances	GNPA	GNPA%	Advances	GNPA	GNPA%	Advances	GNPA	GNPA%
1	Retail Loans	1,39,594	6,955	4.98%	1,97,698	5,863	2.97%	2,22,574	5,060	2.27%	2,34,564	3,340	1.42%
2	Agriculture	1,24,286	25,572	20.58%	1,42,105	26,067	18.34%	1,58,188	21,979	13.89%	1,68,503	21,301	12.64%
3	MSME	1,25,032	26,520	21.21%	1,30,178	24,601	18.90%	1,39,288	19,727	14.16%	1,42,886	19,499	13.65%
4	Corporate & Other	3,70,302	31,536	8.52%	3,79,785	19,121	5.03%	4,22,341	7,953	1.88%	4,38,453	5,500	1.25%
5	<b>Domestic (1+2+3+4)</b>	<b>7,59,214</b>	<b>90,583</b>	<b>11.93%</b>	<b>8,49,766</b>	<b>75,651</b>	<b>8.90%</b>	<b>9,42,391</b>	<b>54,719</b>	<b>5.81%</b>	<b>9,84,407</b>	<b>49,639</b>	<b>5.04%</b>
6	Overseas	25,890	1,865	7.20%	34,914	1,677	4.80%	40,934	1,624	3.97%	44,275	1,623	3.67%
7	<b>Global (5+6)</b>	<b>7,85,104</b>	<b>92,448</b>	<b>11.78%</b>	<b>8,84,681</b>	<b>77,328</b>	<b>8.74%</b>	<b>9,83,325</b>	<b>56,343</b>	<b>5.73%</b>	<b>10,28,682</b>	<b>51,263</b>	<b>4.98%</b>

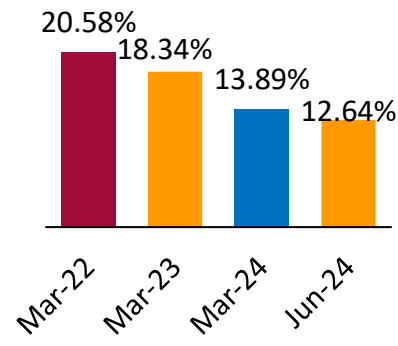
**GNPA% in Retail**



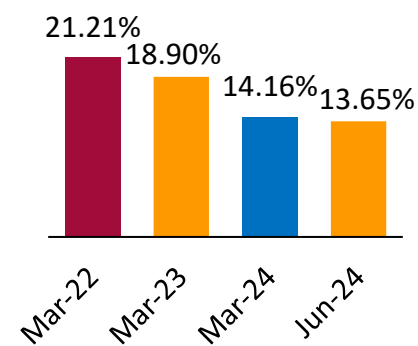
**GNPA% in Housing Loans**



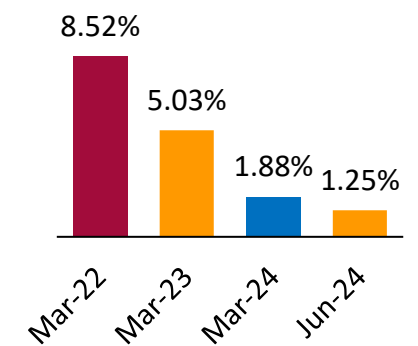
**GNPA% in Agriculture**



**GNPA% in MSME**



**GNPA% in Corporate & Others**

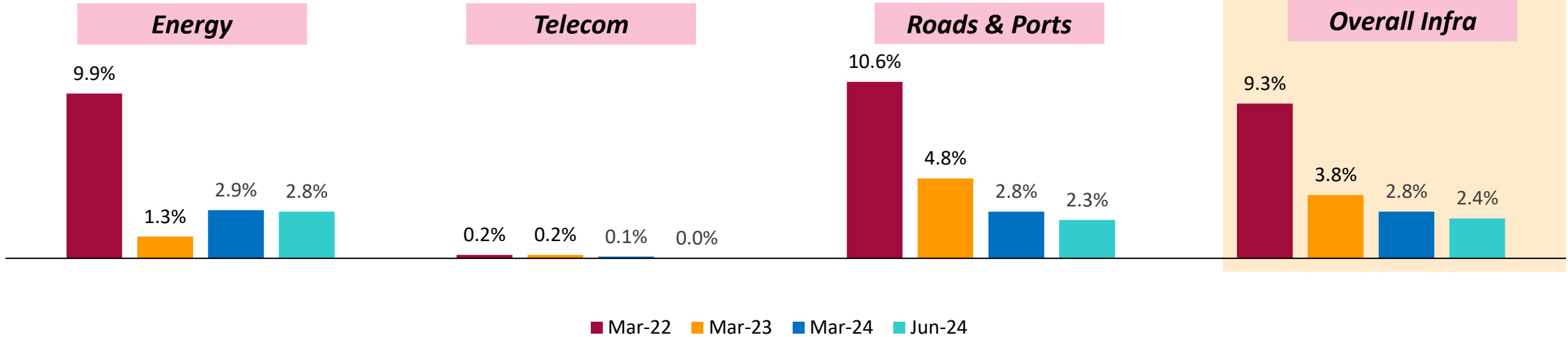


# 4. Improving Asset Quality

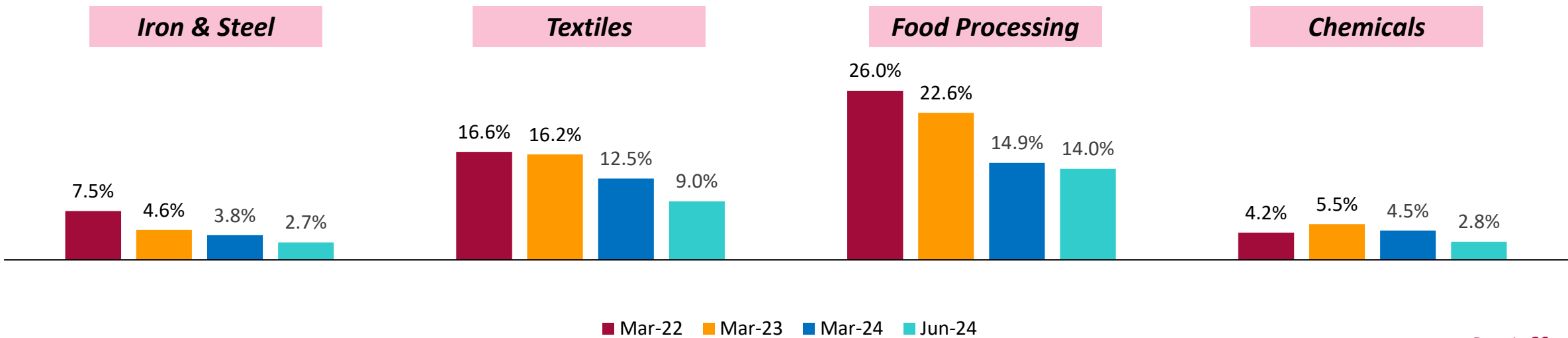
## Asset classification – Industry (3/3)



**Segment wise GNPA% in Infrastructure Industry**



**Industry wise GNPA%**





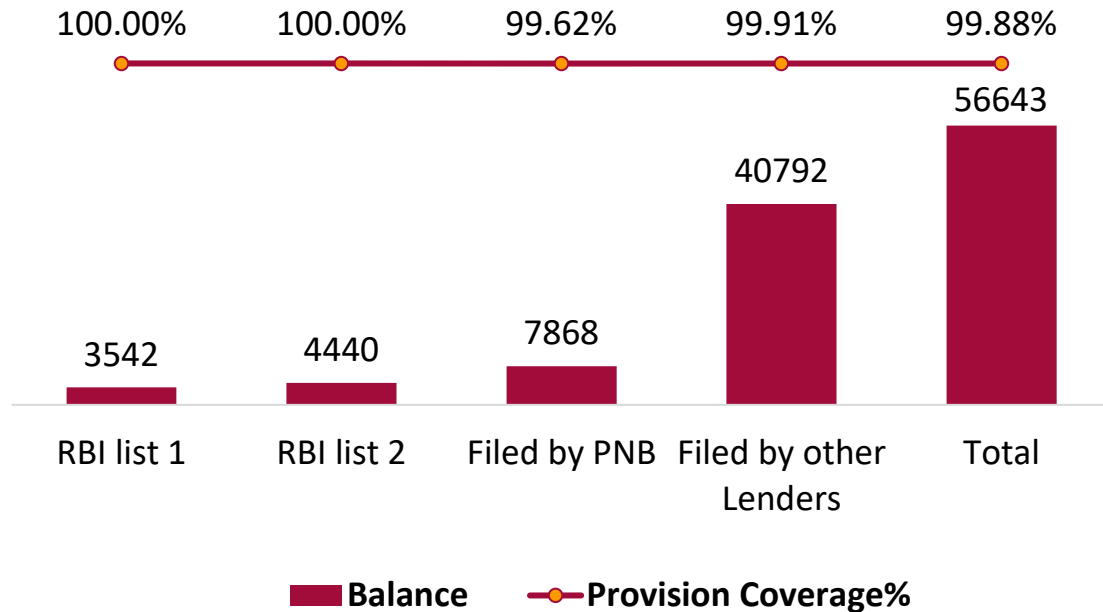
## 4. Improving Asset Quality

### NCLT (admitted) accounts



(All Amounts are in INR Cr)

S.No	Parameters	Accounts	Balance	Provision	PCR%
1	RBI list 1	3	3,542	3,542	100.00%
2	RBI list 2	10	4,440	4,440	100.00%
3	Filed by PNB	115	7,868	7,838	99.62%
4	Filed by Other Lenders	404	40,792	40,754	99.91%
<b>Total</b>		<b>532</b>	<b>56,643</b>	<b>56,575</b>	<b>99.88%</b>



### NARCL

(All Amounts are in INR Cr)

S.No	Position of accounts with PNB	No of Accounts	Balance Outstanding
1	Accounts already resolved	14	3,778
2	Bids received from NARCL and in process	2	476
3	Under process with NARCL - Due Diligence	7	1,073
<b>Total</b>		<b>23</b>	<b>5,327</b>

# 5. Rating & Capital Adequacy



## PNB's Domestic and International Rating improvement

### Domestic Ratings

	CRISIL	INDIA	CARE	ICRA
<b>Tier 1</b>	<b>AA+ (Stable)</b>	<b>AA+ (Stable)</b>	<b>AA+ (Stable)</b>	<b>AA+ (Stable)</b>
<b>Tier 2</b>	<b>AAA (Stable)</b>	<b>AAA (Stable)</b>	<b>AAA (Stable)</b>	<b>AAA (Stable)</b>

### International Ratings upgraded

Moody's Rating Upgraded		
	Rating upgraded	Upgradation date
Long-Term Issuer Default Rating	From ba1 to baa3	20.01.23
Short term counterparty risk Rating	From NP to P3	
Baseline Credit Assessment	From ba3 to ba2	07.06.24

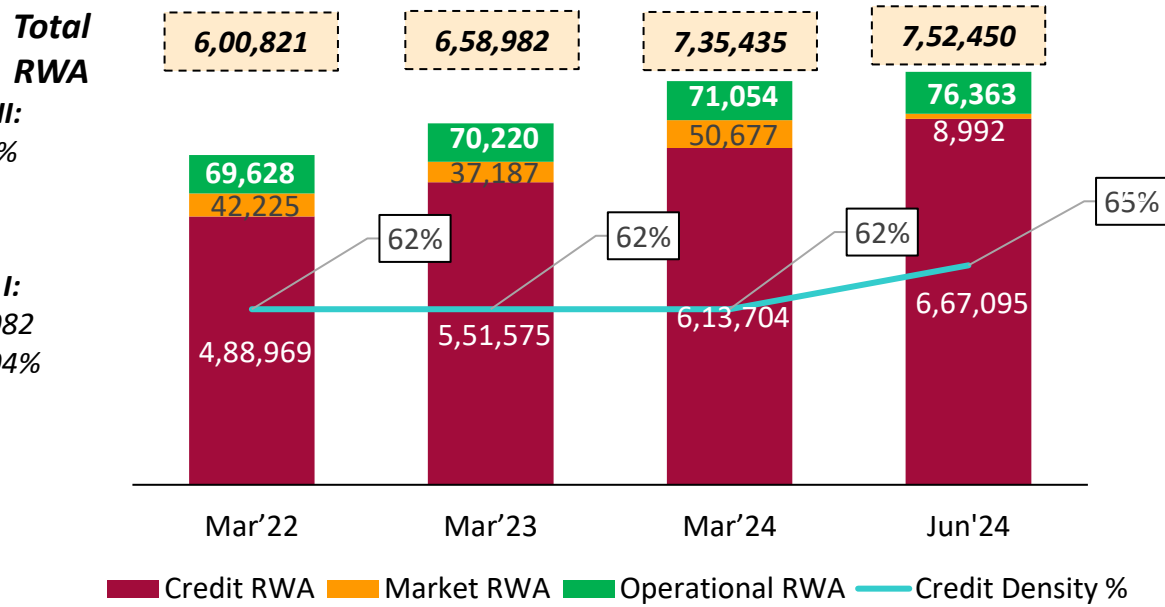
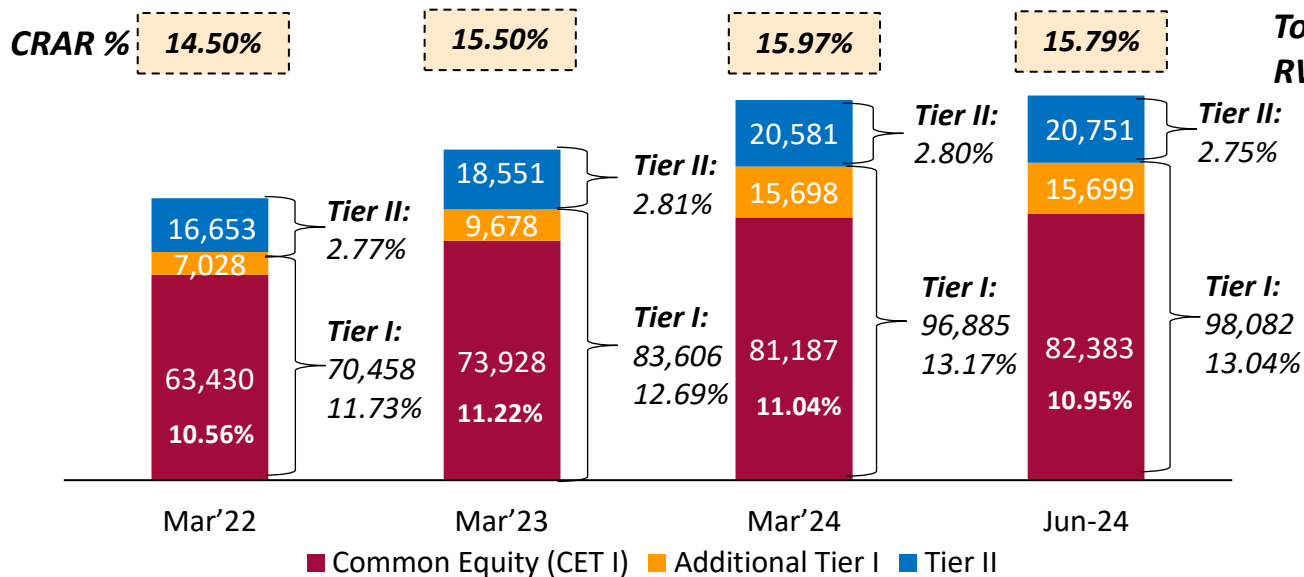
Fitch Rating		
	Rating	Upgradation date
Long-Term Issuer Default Rating	BBB-	Affirmed
Short term issuer default	F3	
Viability Rating	From b to b+	31.08.23

**Outlook: Stable**

# 5. Rating & Capital Adequacy

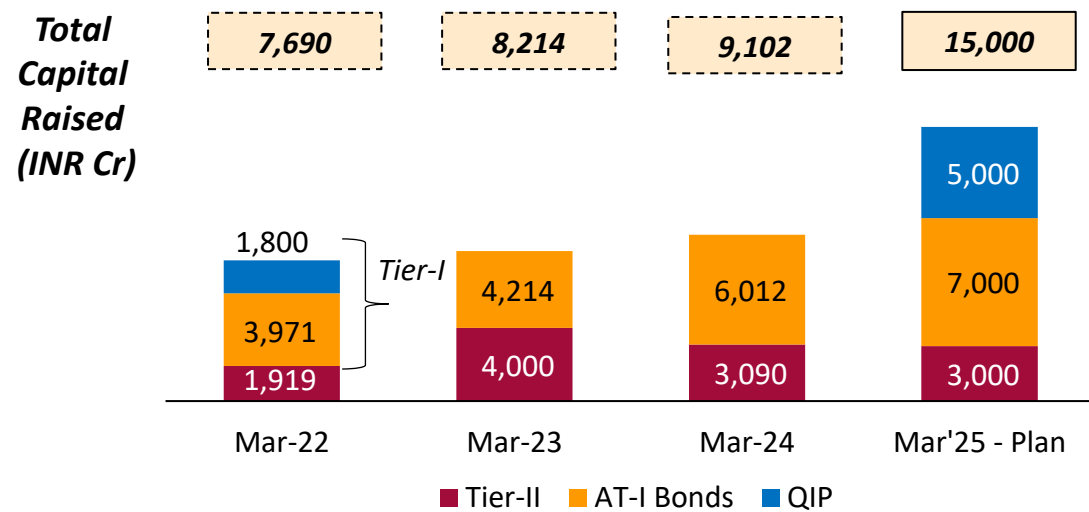
## CRAR improved by 129 bps during FY22- Q1FY25

## Risk Weighted Assets (INR Cr)

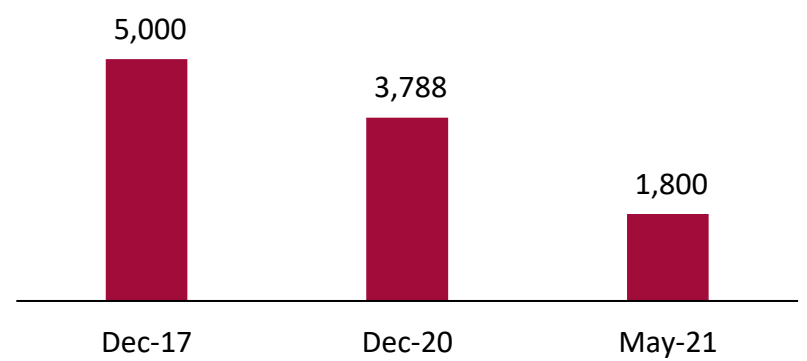


(All figures are in INR Cr)

**PNB raised total INR 25,006 cr (Tier-I + Tier-II) capital during FY22, FY23 and FY24**



## QIP Issued in the Past (INR Cr)



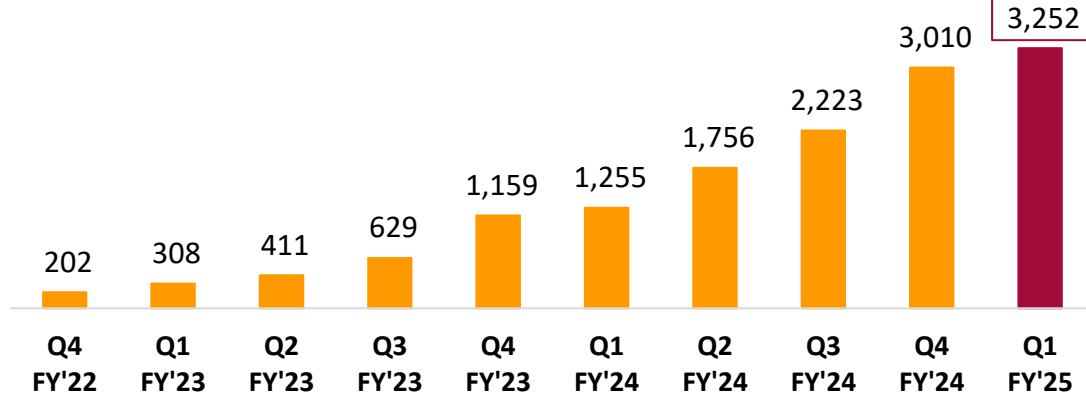
# 6. Robust Financial Performance

## Increasing Profitability



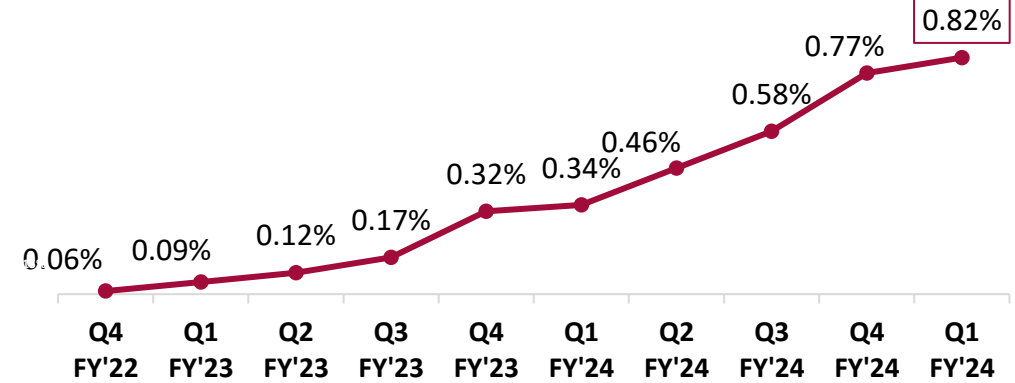
Amt ₹ in Crore

### Net Profit

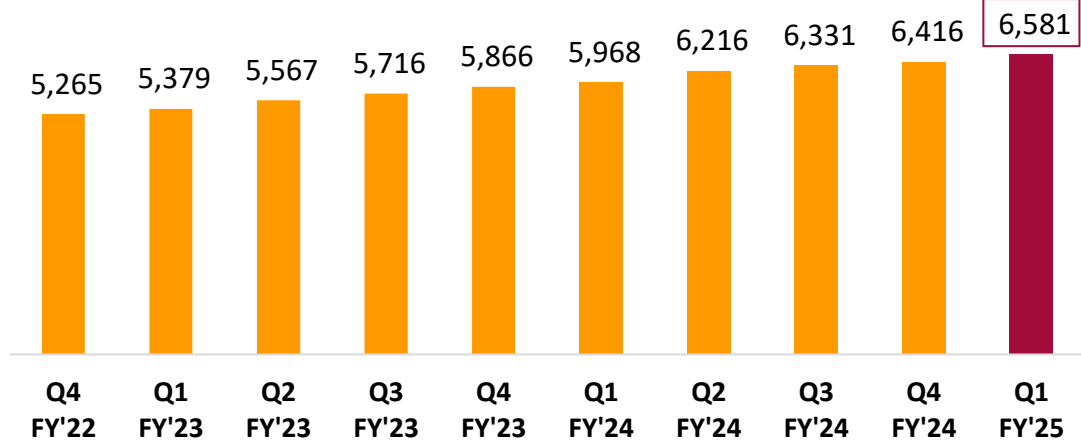


### Return on Assets (%) (Annualized)

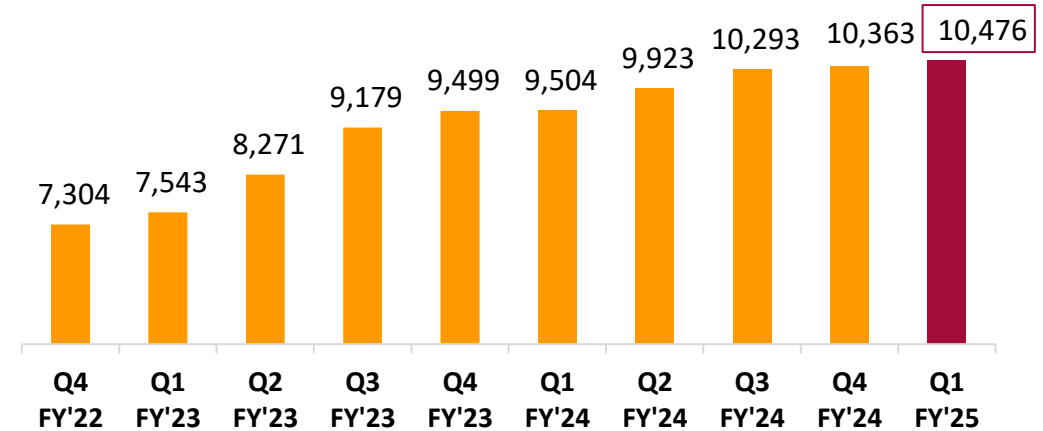
Marching towards 1%



### Operating Profit



### Net Interest Income

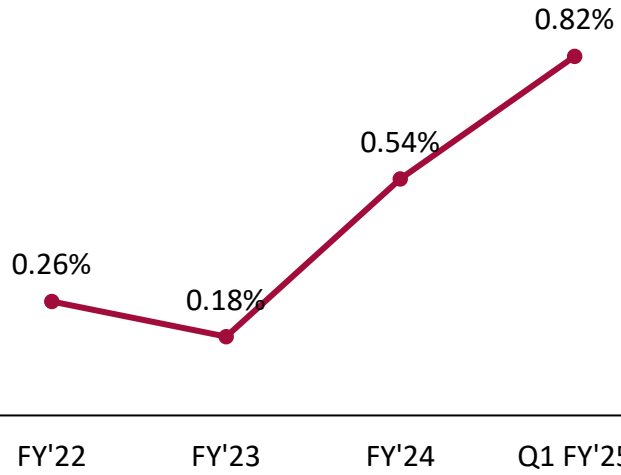


# 6. Robust Financial Performance

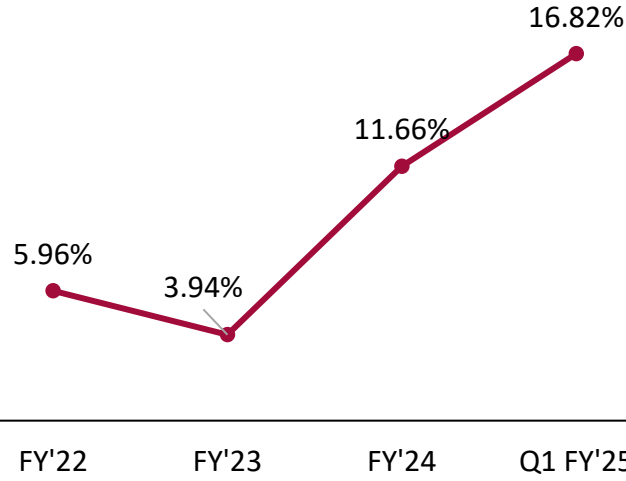
## Key Performance Metrics (1/2)



**Return on Assets (ROA)**

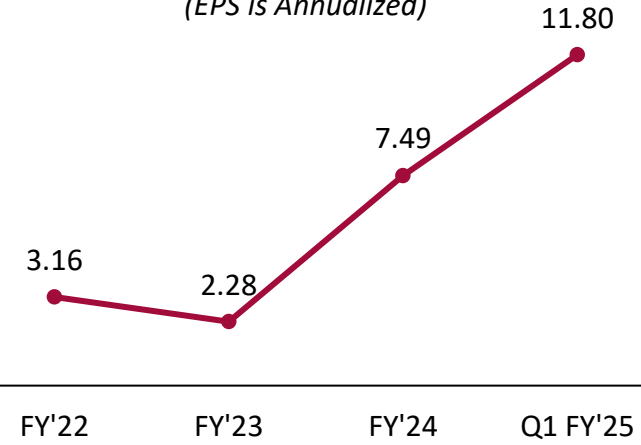


**Return on Equity (ROE)**

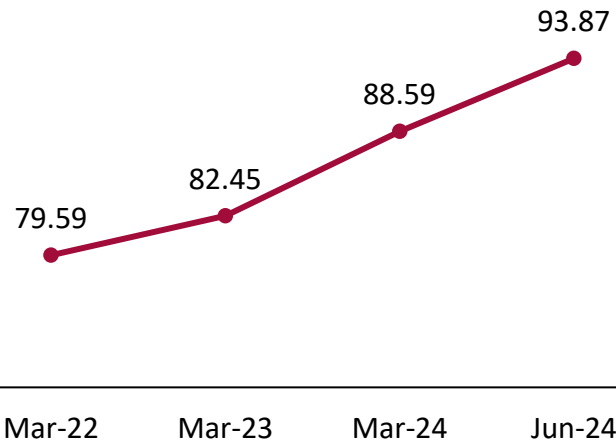


**Earning Per Share (EPS) –(INR)**

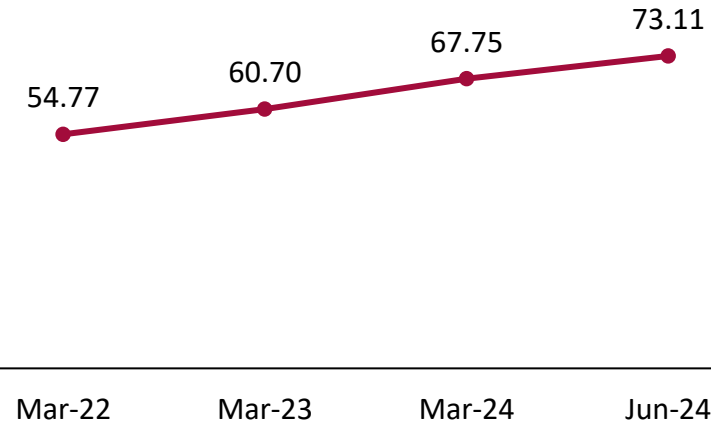
(EPS is Annualized)



**Book Value Per Share (INR)**



**Book Value Per Share – Tangible (INR)**



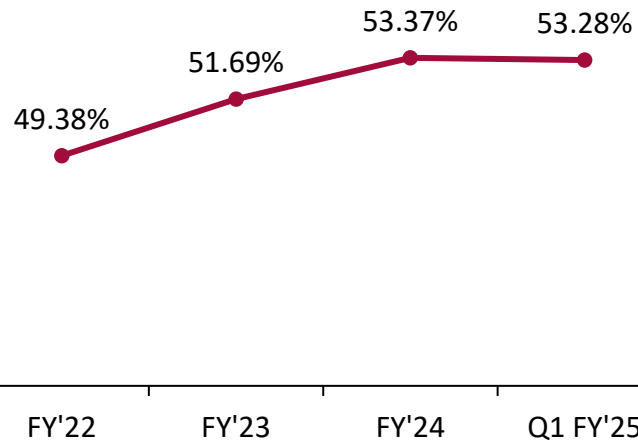
Note : Q1 FY'25 figures are annualised for ROA, ROE and EPS

# 6. Robust Financial Performance

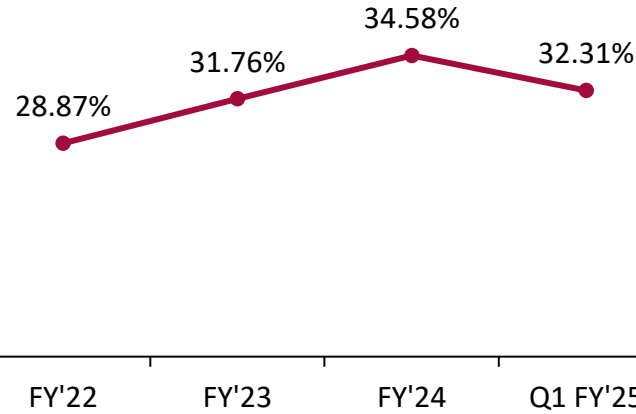
## Key Performance Metrics (2/2)



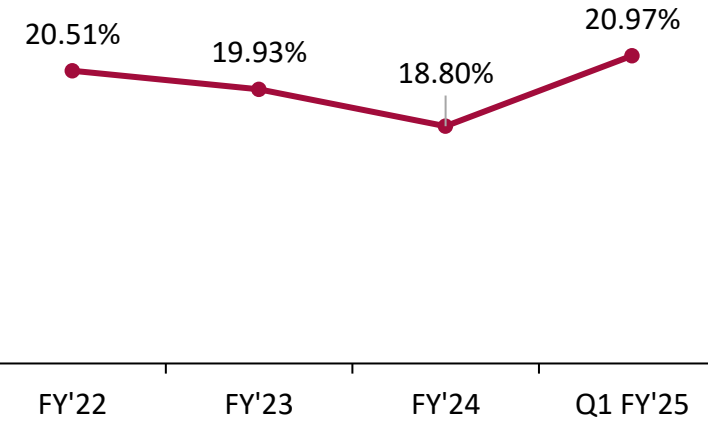
**Cost to Income Ratio (%)**



**Staff Cost to Income Ratio [%]**

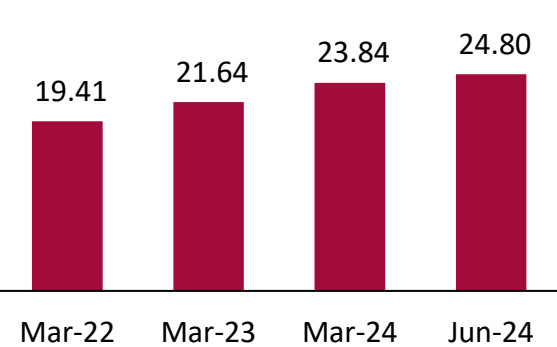


**Other Cost to Income Ratio [%]**

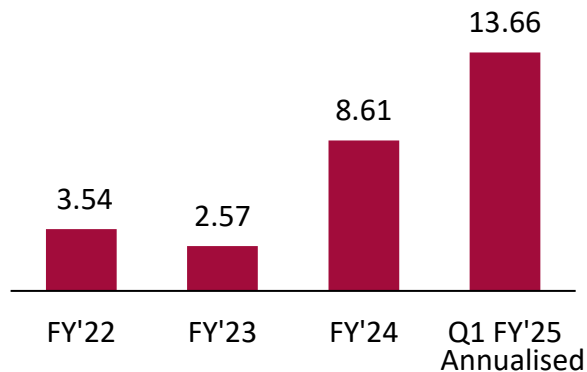


### Employee Efficiency Metrics

**Business Per Employee (INR Cr)**

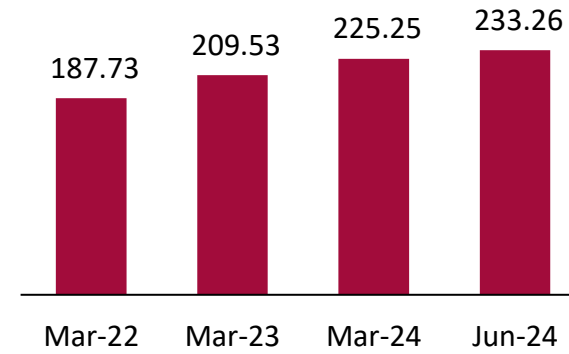


**Net Profit Per Employee (INR Lakhs)**

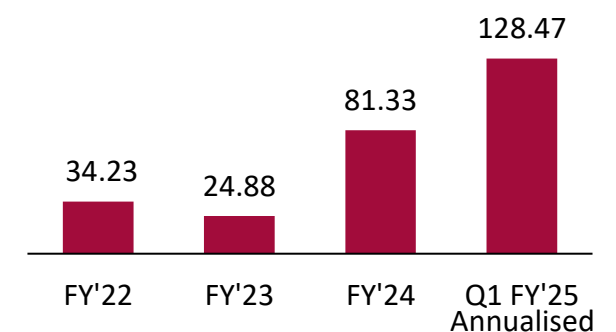


### Operational Efficiency Metrics (Per Branch)

**Business Per Branch (INR Cr)**



**Net Profit Per Branch (INR Lakhs)**



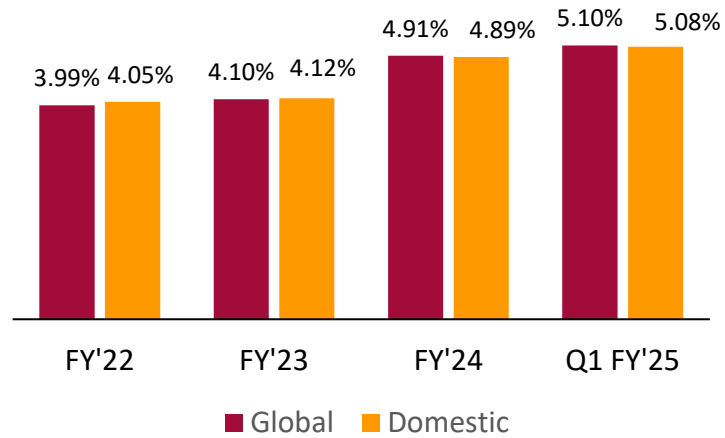


# 6. Robust Financial Performance

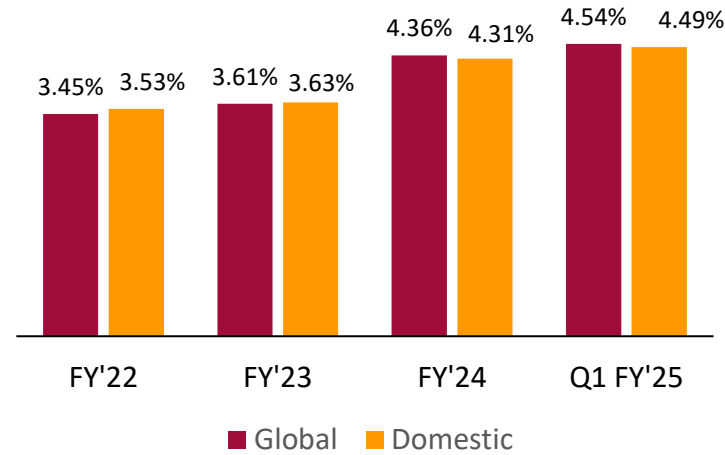
## Efficiency Ratios



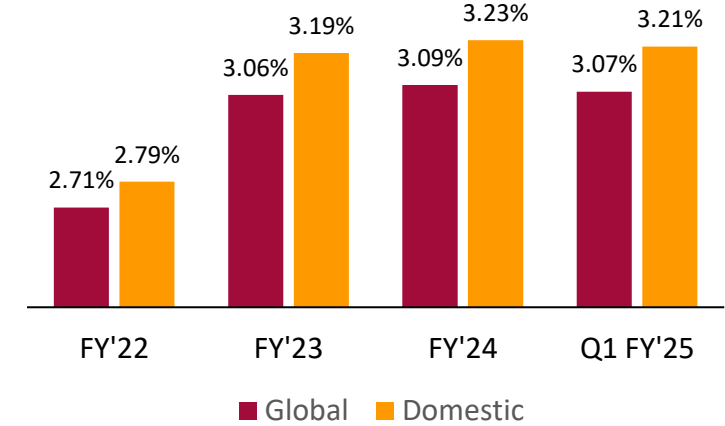
**Cost of Deposits**



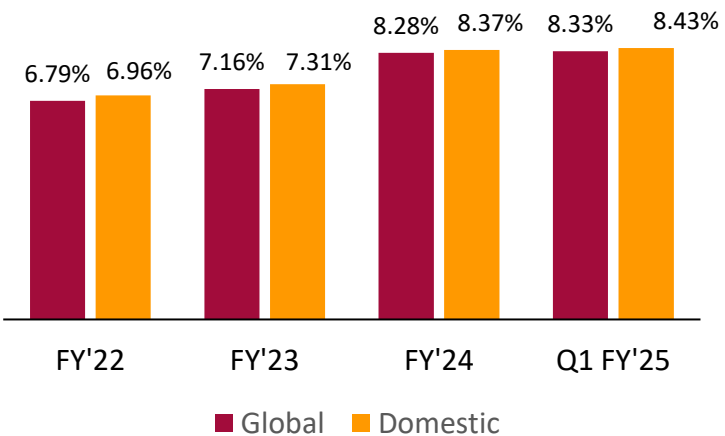
**Cost of Funds**



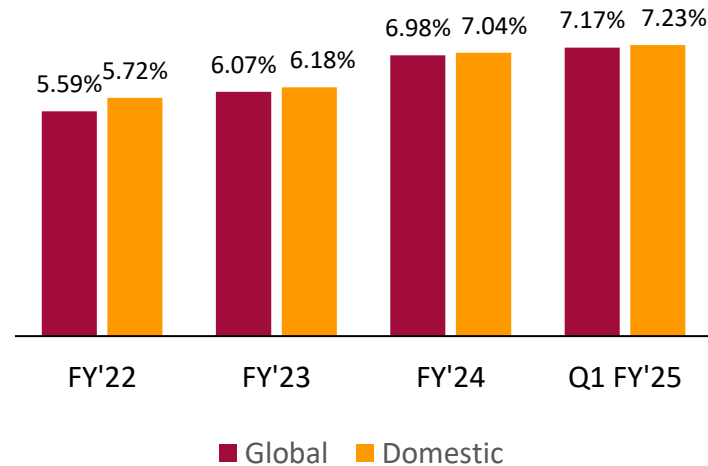
**Net Interest Margin (NIM)**



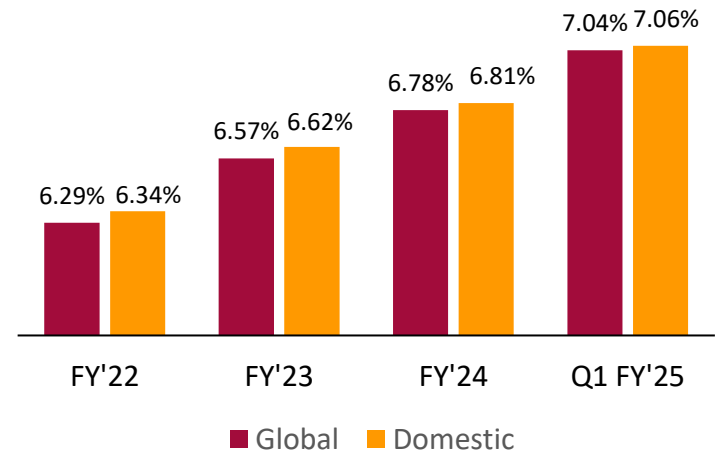
**Yield on Advances**



**Yield on Funds**



**Yield on Investment**



## 6. Robust Financial Performance

### Fee based Income

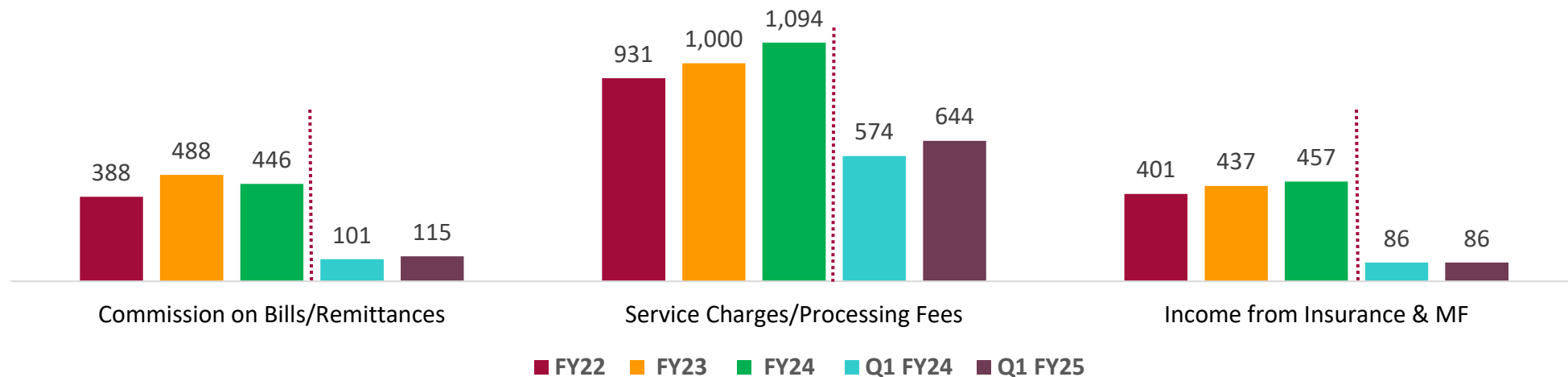


*Steady growth in the Commission & Services Charges and Processing Fees over the years*

*(All Amounts are in INR Cr)*

(INR Cr)	FY'22	FY23	FY24	2 YR CAGR Gr %	Q1FY24	Q1FY25	YoY Gr%
Fee based Income	5,179	5,612	6,084	8.4%	1,785	2,077	16.3%
Processing Fees	931	1,000	1,094	8.4%	574	644	12.3%
Non Fund Based Income (LC/LG)	538	517	685	12.8%	139	175	26.2%
Incidental Charges	644	777	698	4.1%	196	164	-16.1%
Bills & Remittance	388	488	446	7.2%	101	115	14.4%
Rent on Safe Dep. Vault (Lockers Rent)	223	272	264	8.9%	102	97	-4.6%
Income from Insurance & Mutual Fund	401	437	457	6.8%	86	86	-
Govt. Business	185	154	212	6.8%	35	34	-1.8%
Misc Income	1,869	1,966	2,228	9.2%	553	759	37.4%

### Growing Fee Based Income



## 6. Robust Financial Performance

### Investment portfolio (Treasury)



(All Amounts are in INR Cr)

S.No	Parameters	Mar'22	Mar'23	Mar'24	Jun'24
1	Gross Domestic Investment	3,75,006	3,99,830	4,23,305	4,22,822
	SLR	2,67,071	2,96,708	3,16,061	3,16,414
	<i>SLR as % to Dom. Investment</i>	<i>71.22%</i>	<i>74.21%</i>	<i>74.67%</i>	<i>74.83%</i>
	Non SLR	1,07,936	1,03,122	1,07,244	1,06,408
I	Held To Maturity (HTM)	3,02,856	3,17,709	3,28,221	3,11,174
	<i>HTM To Gross Domestic Investment (%)</i>	<i>80.76%</i>	<i>79.46%</i>	<i>77.54%</i>	<i>73.59%</i>
II	Available For Sale (AFS)	72,179	81,991	93,301	89,415
III	Held For trading (HFT)	-29	130	1,783	5,600
	Fair value through profit and loss (Non HFT)				11,090
	Subsidiaries, Joint Venture & Associates (SBJVAS)				5,543
2	Modified Duration (AFS+HFT)	3.29	2.53	3.50	3.61
3	Net demand & time Liabilities	10,98,982	11,75,099	12,92,409	13,14,489
4	Investment by Overseas Branches	4,387	5,601	5,696	5,121
5	<b>Total Gross Investment (1+4)</b>	<b>3,79,393</b>	<b>4,05,431</b>	<b>4,29,001</b>	<b>4,27,943</b>

## 6. Robust Financial Performance

### Non SLR Investment



(All Amounts are in INR Cr)

S.No	Parameters	Mar'22		Mar'23		Mar'24		Jun'24	
		O/S	% Share	O/S	% Share	O/S	% Share	O/S	% Share
1	PSU Bonds	17,528	16.24%	20,201	19.59%	19,212	17.91%	18,968	17.83%
2	Corporate and Other Bonds & Debentures	16,893	15.65%	13,393	12.99%	16,691	15.56%	14,398	13.53%
3	Special Govt. Sec excl. Recap Bonds	1,114	1.03%	915	0.89%	739	0.69%	741	0.70%
4	CG Recap. Bond	55,274	51.21%	55,274	53.60%	55,274	51.54%	55,274	51.95%
5	Share of PSU/Corporate/Others	6,827	6.33%	5,679	5.51%	5,179	4.83%	9,041	8.50%
6	Venture Capital Fund	365	0.34%	407	0.39%	306	0.29%	144	0.14%
7	Regional Rural Bank	814	0.75%	1,387	1.35%	1,583	1.48%	1,583	1.49%
8	Security Receipts	1,612	1.49%	1,380	1.34%	789	0.74%	0	0.00%
9	Subsidiaries JV	3,252	3.01%	3,389	3.29%	3,960	3.69%	3,962	3.72%
10	Other	4,257	3.94%	1,097	1.06%	3,511	3.27%	2,297	2.16%
<b>Total Non SLR Investment</b>		<b>1,07,936</b>	<b>100.00%</b>	<b>1,03,122</b>	<b>100.00%</b>	<b>1,07,244</b>	<b>100.00%</b>	<b>1,06,408</b>	<b>100.00%</b>

# 7. Strong Management Team with vast experience

## Key Management (Whole Time Directors)



**Shri Atul Kumar Goel**  
(Managing Director & CEO)

- ❖ Assumed the charge as MD & CEO of Punjab National Bank w.e.f. 1<sup>st</sup> February 2022. Prior to this, he was holding the position of MD & CEO of UCO Bank.
- ❖ He has around three decades of Professional Banking Experience in four Banks viz. Allahabad Bank (now Indian Bank), Union Bank of India as Executive Director, UCO Bank and Punjab National Bank as MD & CEO.
- ❖ He also served as Chairman of IBA during 14.10.2021 to 21.03.2024.
- ❖ Experience as member of Governing Council & Chairman of Executive Committee of Indian Institute of Banking & Finance (IIBF)
- ❖ As a qualified Chartered Accountant, he has vast experience, exposure & expertise in all major areas of banking including as Chief Financial Officer, experience in Large Corporate, Treasury Management, Risk Management, Financial Planning, Investor Relations, Business Process Transformation etc.



**Shri Kalyan Kumar**  
(Executive Director)

- ❖ Assumed charge as Executive Director of the Bank on 21<sup>st</sup> October 2021.
- ❖ A Post Graduate in Science, started his journey in Union Bank of India and has Banking Experience of around 29 years in various capacities.
- ❖ As an Executive Director, he is playing a pivotal role across key business and support functions with responsibilities across multiple domains.
- ❖ He has been instrumental in digital transformation of the Bank under which the Bank has launched 100+ products, processes and portals. He has also been instrumental in the HR Transformation Project, 'PNB Udaan', which provides clarity of roles, leadership development programmes and more.
- ❖ Since his joining, he is leading Bank's vision for overall business growth through handling of key areas like Retail, MSME, Mid-Corporate, Agriculture, Recovery, Business Acquisition & Relationship, Operations, Digital Transformation, Information Technology, Human Resources, Business Process Reengineering, Learning & Knowledge Management, Strategic Management and Data Analytics.
- ❖ He is also the Chairman on the Board of 2 PNB subsidiaries (PNB Gilts Ltd. & PNBDSL), NIBSCOM & SCB Nominee director on the Board of IIFCL.



**Shri M.  
Paramasivam**  
(Executive Director)

- ❖ Assumed Charge as Executive Director of the Bank on 1<sup>st</sup> December 2022.
- ❖ Started his Banking journey with Canara Bank in the year 1990 as Agriculture Officer. He has Banking Experience of more than 34 years serving in various capacities at various location all across the country.
- ❖ Well-recognised for his extraordinary ability to demonstrate leadership qualities at various levels viz., Branch/Region/Circle for more than 15 years.
- ❖ As Executive Director of the bank, handled Business divisions i.e. Retail, Agriculture, MSME & Recovery portfolio of the Bank in the past. Currently overseeing the Control divisions of the Bank – Risk, Audit, Compliance, Cyber & Information Security.
- ❖ Appointed as a Director in M/s PSB Alliance Pvt. Ltd., actively involved in Decision making at the Board level. Previously served as a Nominee Director in M/s NABFINS Limited (Subsidiary of NABARD).



**Shri Binod Kumar**  
(Executive Director)

- ❖ Assumed charge as Executive Director of the Bank on 21<sup>st</sup> November 2022.
- ❖ Has experience of 30+ years in Banking and is a Graduate in science from Ranchi University and holds Post Graduate Diploma in Banking & Finance from NIBM, Financial Risk Manager (FRM) from GARP (USA) and a Certified Associate Member of Indian Institute of Bankers (CAIIB).
- ❖ He has Diploma in Treasury Investment & Risk Management, Banking & Finance by IIBF and Leadership Skill development Programme from IIM Bangalore and IIM Ahmedabad
- ❖ In his career, he functioned in almost all areas of banking especially Corporate Credit, Integrated Risk Management Division, Administrative offices, and as Zonal Head, Circle Head and Branch Head. Also headed the Dubai International Fin. Centre as Chief Executive Officer at Dubai.



**Shri Bibhu Prasad  
Mahapatra**  
(Executive Director)

- ❖ Assumed charge as the Executive Director on the Board of Punjab National Bank on 9<sup>th</sup> October 2023.
- ❖ Started banking journey in Punjab National Bank as Management Trainee and has served the Bank for the last 34 years in various capacities across the country. A banking veteran, with the knowledge across multiple domains of Branch Banking, Credit and MSME, Business Process, Forex and Trade Finance, Compliance, among others.
- ❖ Previously, headed the Mumbai Zone of Punjab National Bank as Chief General Manager.
- ❖ Holds a post graduation degree in Political Science from Utkal University, a Certified Associate Member of Indian Institute of Bankers (CAIIB). Also holds a diploma in Leadership Development Programme for Senior Management of PSB from IIM Bangalore

## 7. Strong Management Team with vast experience

### Board of Directors



**Shri K G Ananthakrishnan**  
*(Non-Executive Chairman)*  
Appointed w.e.f. 07.11.2022



**Shri Pankaj Sharma**  
*(Govt. of India Nominee Director)*  
Appointed w.e.f. 11.04.2022



**Smt. Uma Sankar**  
*(RBI Nominee Director)*  
Appointed w.e.f. 14.07.2023



**Shri Pankaj Joshi**  
*(Part Time Non-Official Director)*  
Appointed w.e.f. 21.12.2021



**Shri Sanjeev Kumar Singhal**  
*(Part Time Non-Official Director)*  
Appointed w.e.f. 21.12.2021



**Dr. Rekha Jain**  
*(Shareholder Director)*  
Elected w.e.f. 12.09.2021



**Shri Jatinder Singh Bajaj**  
*(Shareholder Director)*  
Elected w.e.f. 06.10.2023

# 8. Leveraging Digital Infrastructure to accelerate growth

## Diversified Digital reach across all segments

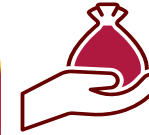


### Retail



- 1 Pre Approved Personal Loan
- 2 Top-Up Pre Approved Personal Loan
- 3 Pre Qualified Credit Card
- 4 Online Credit Card against FD
- 5 Insta EMI Credit Card
- 6 Insta EMI Debit Card
- 7 Virtual Credit Card
- 8 e-OD against FD
- 9 Digital Home Loan
- 10 PNB Swagat (PL - New to Bank Cust)
- 11 Digi Education Loan
- 12 Digital Vehicle Loan

### MSME



- 1 STP e-Mudra
- 2 MSME Easy Renewal
- 3 Pre Approved Business Loan
- 4 STP GST Sahay
- 5 e-GST Express Loan
- 6 e-PM SVANidhi

### Agri

- 1 Krishi Tatkaal Rin
- 2 Digital renewal of KCC
- 3 Digi Gold Loan

### Liabilities

- 1 Insta Saving Account
- 2 SB Acct Opening through Tab for ETB
- 3 Current A/c opening through Video-KYC
- 4 Current A/c Opening Through Tab
- 5 Multi currency World Travel Card

### Others

- 1 WhatsApp Banking
- 2 Revamped PNB One
- 3 Cash Management Services - Corporate
- 4 CMS – VAM (Virtual Account Mgmt)
- 5 CBDC – Central Bank Digital Currency
- 6 e-SWAR- Soundbox for Bharat QR
- 7 Integrated Payment & Collection Services
- 8 CMS Auto Debit Mandate
- 9 Digital Document Execution



# 8. Leveraging Digital Infrastructure to accelerate growth



## Thrust on Digital Infrastructure (1/2)

*Embracing digitalization, PNB emerged as a frontrunner in the domain of digital banking services*



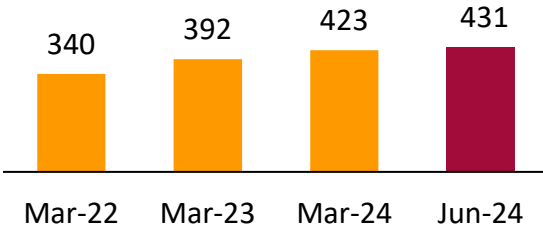
**During FY'24**  
**5.59 Cr Financial Txn &**  
**10.31 Cr Non-Financial txn**  
*through PNB One*

*Mobile Banking (PNB One) and Internet Banking services have been enriched with 240+ features, catering to diverse customer needs and preferences.*

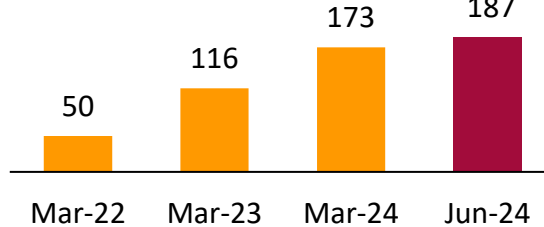
Key Value-Added Services on **PNB One**:

- ❖ IPO through ASBA
- ❖ Cardless Cash withdrawal
- ❖ Recurring Deposits/Fixed Deposits
- ❖ Virtual debit card
- ❖ Sovereign Gold Bonds

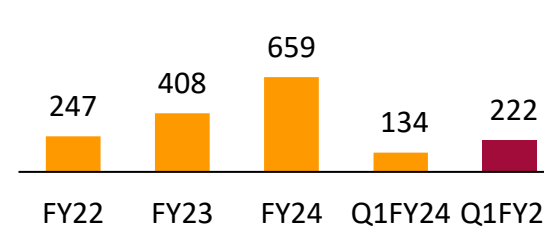
**No. of Internet Banking Users (Nos in lakhs)**



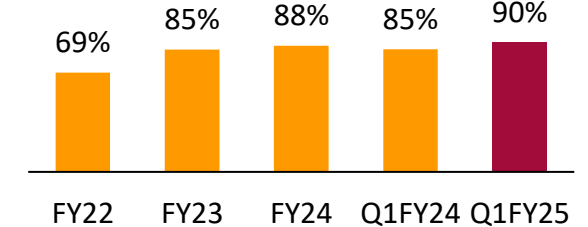
**No of PNB One Activated Users (Nos in Lakhs)**



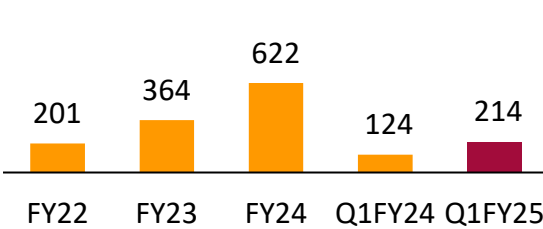
**No. of Digital Transactions (Nos in Cr)**



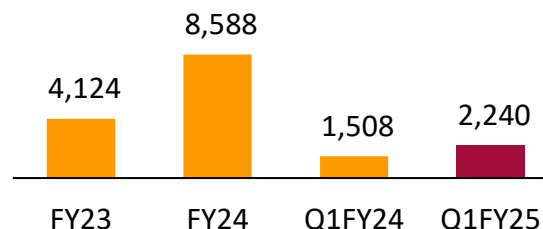
**Share of digital transactions**



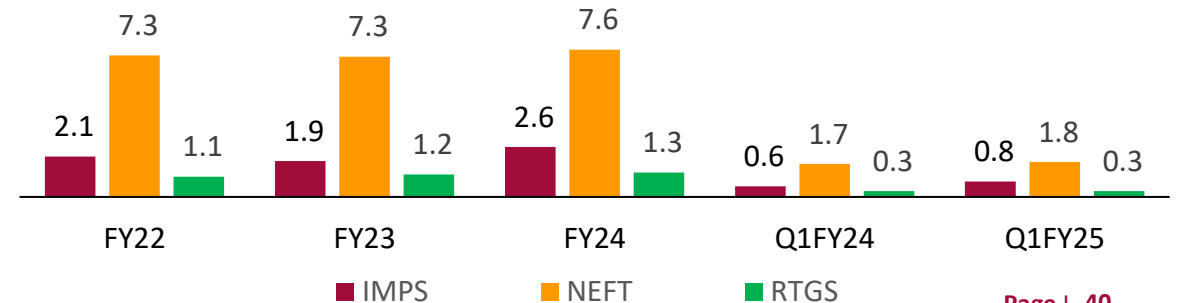
**No of UPI Transactions (Nos in Cr)**



**Digital Lending year wise (INR Cr)**



**IMPS, NEFT & RTGS No. of Transactions (in Cr)**



Note: Data points related to the bank's reach are as of 31<sup>st</sup> March 2024



# 8. Leveraging Digital Infrastructure to accelerate growth

## Thrust on Digital Infrastructure (2/2)



*Undertaking several initiatives in digital space*

**Offering 60+ services through WhatsApp Banking**



**Launched 9 industry-first digital initiatives**



- ❖ Express OTS
- ❖ Digital journey for NTB Credit Card,
- ❖ Credit Card on UPI
- ❖ Co-Lending portal
- ❖ Aadhar-based PNB One, among others



**Collaborating with 50 Fintech companies**  
*PNB has brought cutting-edge technology and innovative products to its customers, expanding its customer outreach and fostering a culture of innovation*

**Value Added Services**  
*Launched 49 Value Added services /Portals since Jul'22*

### **Awards in Digital Space**

**Infosys Finacle Innovation Awards 2024** in following categories:



- A. Ecosystem-led Innovation – Platinum Winner  
***Krishi Tatkal Rinn***
- B. Channel Innovation – Gold Winner  
***Digital Execution of Locker Agreement***
- C. Maximizing Customer Engagement – Gold Winner  
***Aadhar based Mobile Onboarding***



**Best Fintech collaboration at 19<sup>th</sup> Annual Banking technology Conference Expo**



**Infosys Finacle Innovation Awards 2023** for Maximizing Customer Engagement – Platinum winner-PNB One - Super App & Channel Innovation – Gold winner-eOTS



**Best Digital Channel/Platform Implementation & Best Transaction Banking Implementation in IBSi Global Fintech Innovation Awards**

# 8. Leveraging Digital Infrastructure to accelerate growth



## Upcoming Digital Journeys

### **Retail**

- ❖ E-Loan Against Securities
- ❖ Home Loan Top - Up

### **Agri**

- ❖ Self Help Group Financing
- ❖ E-Negotiable Warehouse Receipt

### **MSME**

- ❖ E-MUDRA for New to Bank customers
- ❖ GST Express for New to Bank Customers
- ❖ Working capital Renewal upto INR 1 Crore

### **Deposits**

- ❖ Savings Account on Mobile
- ❖ Digital Term Deposit for New Customers

### **Third Party Products**

- ❖ Public Provident Fund
- ❖ Online Insurance

### **Digital Business Platform**

- ❖ Single Platform for all Digital Journeys for customers
- ❖ Integrated with Back office Functions for administrative and support purposes

### **CRM**

- ❖ Portal which will utilize detailed information about individual customers
- ❖ Carefully managing all customer touch points aims to maximize customer satisfaction
- ❖ Focus on Customer Loyalty

### **Next Gen Call Center**

- ❖ Use of Artificial Intelligence
- ❖ Customer Segmentation
- ❖ Payment in Loan A/cs through IVR
- ❖ Introduction of new services through IVR
- ❖ Simplified 2 Factor Authentication for customers with multiple A/cs

### **Corporate Mobile App**

- ❖ Dedicated Mobile application for corporate customers.
- ❖ Enhanced security
- ❖ Easy to use interface

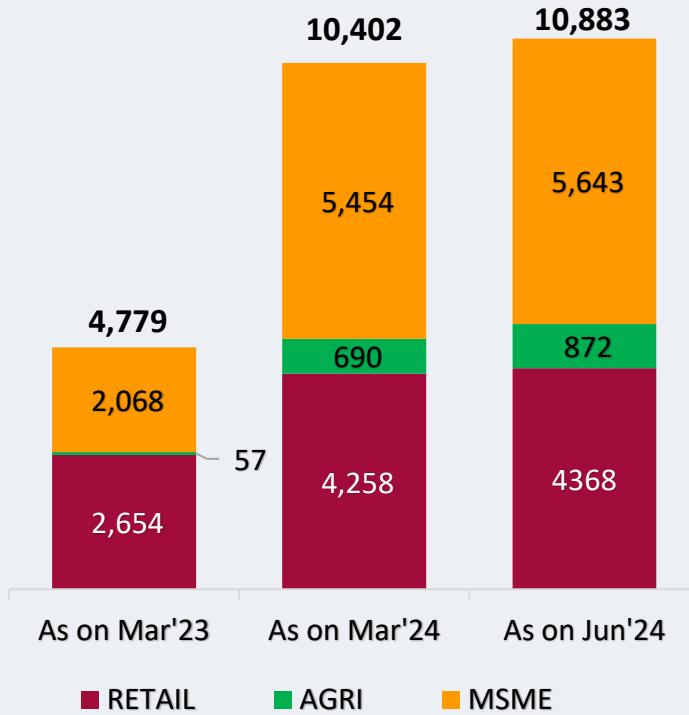
# 8. Leveraging Digital Infrastructure to accelerate growth

## Analytics Driven Decision Making



### Business Augmentation

(Amt ₹ in Crore)



20+ Propensity Models for different bank products



Leveraging Unstructured Data



Capital Conservation Through Credit RWA Optimisation



Txn based nudges for boosting retail product



Analytics Based Digital Collection Management System



ML Based Cash Retention Limit for ATM/BNA



ML Based Risk Mitigation



Recommendation Engine for Next Best Offer

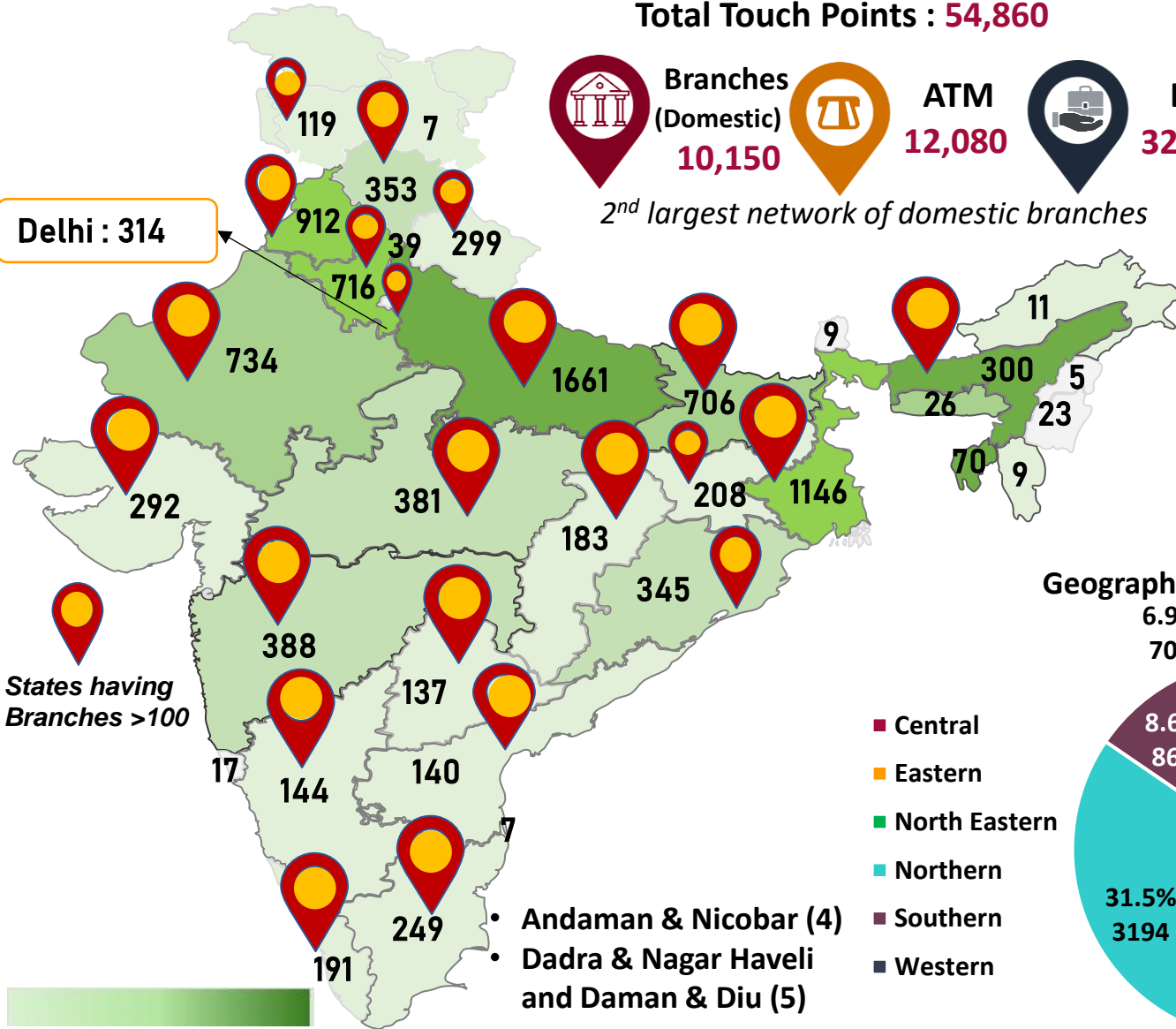
# 9. Wide Presence across India



**Total Touch Points : 54,860**



*2<sup>nd</sup> largest network of domestic branches*



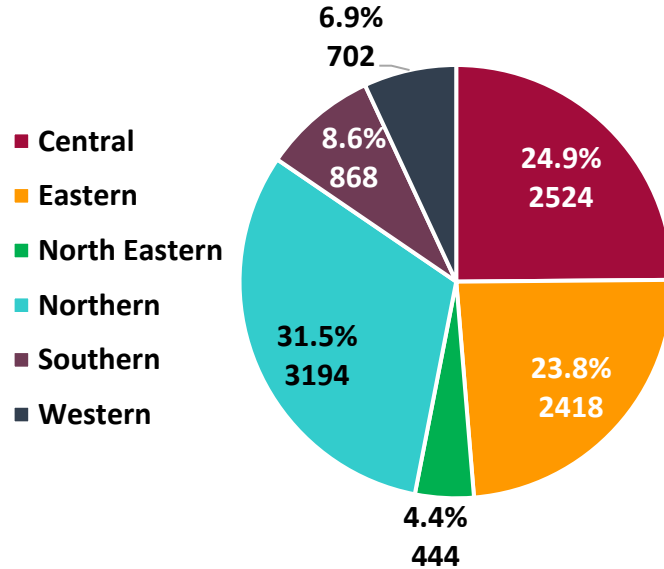
**Presence : Lowest to Highest**

**Note:** Data points related to the bank's reach are as of 30<sup>th</sup> June 2024

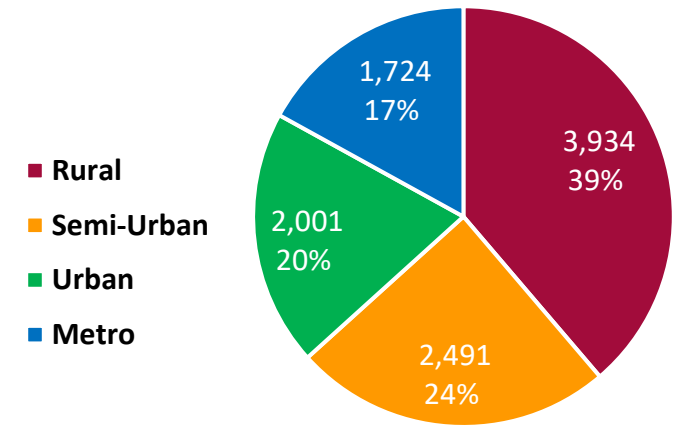
**International Presence**  
 Branches at:- Dubai and Gift City, Gandhinagar  
 Subsidiaries:- London(UK) and Bhutan  
 Joint Venture:- Nepal  
 Representative Offices:- Myanmar and Bangladesh

- Specialised Loan Centres**
- ☐ PNB Loan Points (PLP)- 146
  - ☐ Mid Corporate Centers (MCC) - 112
  - ☐ Large Corporate Branches (LCB) -15 (including 2 eLCBs)
  - ☐ Corporate Banking Branches (CBB)-15

**Geography wise Branches**



**Population Group Wise Branches**



# 10. Emphasis on improving Environment, Social and Governance practices



## Environmental

- PNB Palaash 2.0 – Go Green Initiative of PNB.
- Renewable Energy financed ₹5500cr (Sanctions during FY24),
- Water conservation measures like Rain-water harvesting, sensor based taps etc.
- Solar Energy plant- for Bank's owned buildings & ATM ,  
625 KWp under execution.  
1487 KWp planned for installation.
- Bank's HO is GRIHA 5-star rated green Building. Around 400 Smart Occupancy Sensors & Sewage treatment plant of 125 Kilo Liters per day (KLD) installed at HO.
- All New building Projects are Planned as Green Buildings.
- Financing Framework for Green, Social and Sustainability linked activities/ projects.
- Emissions under Scope 1, Scope 2, Scope 3 computed for FY 2022-23 and FY 2023-24.



## Social

- "Gender Diversity Policy" – 24% women in total workforce
- 12 FTCs imparted training to 89,889 persons during FY'2024 through 3034 programme
- 175 FLCs conducted seminars & camps and trainings
- 78+ RSETIs imparting training to rural population. Of which, 81% of BPL families and 78% are women.
- Loans sanctioned to women beneficiaries under Standup India.
- Glimpses from CSR Policy Initiatives:
  - ✓ CSR help to one Delhi Government school on 130th Foundation Day.
  - ✓ School Infrastructure support to Government senior secondary school, Gurugram.
  - ✓ Support to Maolkekei foundation to help internally displaced people of Manipur.



## Governance

Some important policies of Bank:

- Whistle Blower Policy
- Customer Rights Policy
- Equal Opportunity Policy
- Technology driven Customer Grievance Redressal System for Timely & Faster resolution.
- Compliance Monitoring Tool
- PNB SAMADHAAN for Grievance redressal of employees.
- New Enterprises Fraud Risk Management (EFRM)
- Sustainability and Resilience Committee (SARC) to facilitate governance of all sustainability related activities
- CCoE (Cyber Security Centre of Excellence) oversees a suite of over 30 security technology products
- Upholds highest industry standards and achieved certifications such as ISO/IEC 27001:2013 for Information Security Management.



3

## *Key Growth Strategies*



# Key Growth Strategies (1/2)



## Credit Growth

- ❖ Targets to increase RAM Share in overall advance portfolio.
- ❖ Specialised credit delivery structure equipped with devoted Credit professionals
- ❖ Targeted areas for credit growth e.g. Sunrise Sectors, Infrastructure Sector and other Key industries
- ❖ Strategic Co-lending partnership models.
- ❖ Leveraging on-ground channels through 57 CAC
- ❖ Cluster-Based Financing
- ❖ Leveraging subsidiaries like PNB-CSL & PNB-ISL

## Deposit and Customer Base

- ❖ Specialized offerings i.e. Wealth Management and Customized Banking Services
- ❖ Process automation and system enablers to improve TAT
- ❖ Imbibing and improving customer service culture
- ❖ Leveraging Non-Traditional digital Channels
- ❖ Merchant Acquisition Solutions
- ❖ Salary Account mobilization
- ❖ Leveraging revamped CMS offering for Current Deposit
- ❖ Fintech partnerships: Embedded Banking for deepening reach of financial products.
- ❖ Dedicated Marketing teams for deposit mobilization.
- ❖ Customer segmentation and launch of privilege programmes

## Risk Management and Compliance

- ❖ Enhanced Risk Reporting for timely mitigation
- ❖ Building Holistic Risk Culture
- ❖ Improvement in Compliance culture at all levels.
- ❖ Leverage Technology for Digitization, Automation, and predictive capabilities for Risk Management.
- ❖ Implementation of Conduct Risk Management Framework, climate risk framework, operation risk resilience framework
- ❖ Ramp-up Network Security through Next Generation Firewall, upgradation of intrusion prevention system

## Asset Quality and NPA Management

- ❖ Dedicated setup for monitoring asset quality and boosting recovery and collection
- ❖ *PNB Aarambh* application for real time follow up of potential NPA accounts.
- ❖ Automation of Recovery actions through SAMARTH Portal.
- ❖ Reduction in NPA through special OTS and E OTS Schemes.
- ❖ Tech-driven credit underwriting, delivery, and monitoring structure to improve risk evaluation and loan quality.
- ❖ Strengthening and utilizing call center as a collection channel.

# Key Growth Strategies (2/2)



## Digitalisation and Technology

- ❖ Analytics Center of Excellence to leverage data for decision-making, operational efficiencies
- ❖ 100+ digital products and processes and 9 industry first offerings.
- ❖ Leverage digital channels for lead sourcing.
- ❖ Implementation of CRM solution for holistic customer understanding and effective customer service.
- ❖ Digital Business Platform for a single, unified customer interface.
- ❖ 24X7 Command Center to provide uninterrupted customer service.
- ❖ Shift from Rule based models to AI and Machine Learning models to strengthen risk mitigation via generating early warning signal for
  - Fraud detection and prevention
  - Collection Propensity
- ❖ Use of data analytics Data-Driven Analytics for Client Identification and providing personalized, seamless interactions
- ❖ PNB 360, Customer 360 dashboard

## HR Transformation Project

- ❖ Successful ongoing implementation of HR Transformation Project **"UDAAN"**
- ❖ Focus on Digital PMS, Capacity Building and HR Enablers with 12+ new tools and systems.
- ❖ High degree of performance objectivity & measurability with more than 7500 KRAs defined.
- ❖ Employee learning analytics.
- ❖ Dedicated centres of excellence for learning & innovation.
- ❖ Postings Tool for scientific placements of officers increasing transparency and performance culture.
- ❖ Bank aspires to be #1 HR brand in BFSI space over the next 2 years

## ESG Initiatives

- ❖ Project *PNB Palaash 2.0* - Go Green Initiative of PNB for Environment Sustainability.
- ❖ Accelerating Green Finance for Electric cars, Solar Power Systems, E-Rickshaws and Biogas units
- ❖ Increase in Sustainable Financing and Infra led credit growth.
- ❖ Formation of Sustainability and Resilience Committee (SARC)
- ❖ Launching new products like green bonds, diversifying portfolio to manage climate risks, and partnering with relevant organizations.
- ❖ Bank has potential to leverage its vast networks/touchpoint to promote financial inclusion thus generating positive impact on society



# Project –Udaan: Key highlights in the past year and plan for the next year



## Successful Year 1 of Project Udaan

### Digital PMS



Role Clarity Tool



Target Setting Tool & Target Collation Tool



PMS Profiler



Performance Dashboards



Appraisal Tool



Actual Collation tool

### Capability Building



Management Trainee Induction Tool



Job Family



Succession Planning & Talent Management



Promotion & Placement Tool



Competency & Leadership Development Tool

### HR Enablers



360 Degree Feedback



Diagnostic Survey



Change Management



Manpower Assessment Tool



Recruitment Tool

## UDAAN Project in Year 2 – Upcoming Initiatives

Implementation of Reward & Recognition tool

Creation of next-generation talent pool

Re-imagination of the practices and process

Design of cross functional team

Conducting Manpower Audit

Introduction of HR Benefit Programmes



4

***Financial Highlights***

# Balance Sheet



(All Amounts are in INR Cr)

S.No	Parameters	31 <sup>st</sup> Mar'22	31 <sup>st</sup> Mar'23	31 <sup>st</sup> Mar'24	30 <sup>th</sup> Jun'23	30 <sup>th</sup> Jun'24
<b>CAPITAL &amp; LIABILITIES</b>						
1	Capital	2,202	2,202	2,202	2,202	2,202
2	Reserves and Surplus	93,285	97,653	1,04,274	98,908	1,09,658
3	Deposits	11,46,219	12,81,163	13,69,713	12,97,905	14,08,247
4	Borrowings	45,681	51,292	50,430	54,203	51,223
5	Other Liabilities and Provisions	27,418	29,521	35,216	29,811	31,984
<b>Total Liabilities</b>		<b>13,14,805</b>	<b>14,61,831</b>	<b>15,61,835</b>	<b>14,83,029</b>	<b>16,03,314</b>
<b>ASSETS</b>						
1	Cash and Balances with RBI	85,736	78,177	65,033	79,820	71,356
2	Balances with Banks	46,911	76,932	64,072	48,123	48,718
3	Investments	3,72,168	3,95,996	4,20,318	4,05,281	4,22,175
4	Net Advances	7,28,186	8,30,834	9,34,430	8,63,732	9,83,998
5	Fixed Assets	10,673	12,051	12,319	12,076	12,317
6	Other Assets	71,131	67,841	65,663	73,997	64,750
<b>Total Assets</b>		<b>13,14,805</b>	<b>14,61,831</b>	<b>15,61,835</b>	<b>14,83,029</b>	<b>16,03,314</b>

# Income



(All Amounts are in INR Cr)

S.No	Parameters	FY22	FY23	YoY Growth %	FY24	YoY Growth %	Q1FY24	Q1FY25	YoY Growth %
<b>1</b>	<b>Interest Income (2+3+4)</b>	<b>74,880</b>	<b>85,144</b>	<b>13.7%</b>	<b>1,06,902</b>	<b>25.6%</b>	<b>25145</b>	<b>28,557</b>	<b>13.6%</b>
2	Interest on Advances	48,498	57,319	18.2%	75,939	32.5%	17,756	20,452	15.2%
3	Interest on Investments	23,487	25,143	7.1%	27,645	10.0%	6,575	7,232	10.0%
4	Other Interest Income	2,894	2,682	-7.3%	3,318	23.7%	814	873	7.3%
<b>5</b>	<b>Other Income (6+7+8+9)</b>	<b>12,320</b>	<b>12,143</b>	<b>-1.4%</b>	<b>13,384</b>	<b>10.2%</b>	<b>3,434</b>	<b>3,610</b>	<b>5.13%</b>
<b>6</b>	<b>Fee Based Income</b>	<b>5,179</b>	<b>5,612</b>	<b>8.4%</b>	<b>6,084</b>	<b>8.4%</b>	<b>1,785</b>	<b>2,077</b>	<b>16.4%</b>
6.1	Commission & Service Charges	3,309	3,658	10.5%	3,848	5.2%	986	1,172	18.9%
6.2	Processing Fees	931	1,000	7.4%	1,094	9.4%	574	644	12.2%
6.3	Non fund based Income	538	517	-3.9%	685	32.5%	139	175	25.9%
6.4	Income from Insurance & MF	401	437	9.0%	457	4.6%	86	86	-
7	Recovery in Written off Accounts	3,441	6,508	89.1%	6,101	-6.3%	1,022	870	-14.9%
8	Treasury income (8.1+8.2+8.3)	3,630	-334	+ve to -ve	1,157	-ve to +ve	618	648	4.9%
8.1	Profit on Sales on Investments	3,169	1,047	-67.0%	1,354	29.3%	308	326	5.8%
8.2	Profit on Exchange Transaction	695	804	15.7%	466	-42.0%	203	66	-67.5%
8.3	Profit/(Loss) on Revaluation of Investment	-234	-2,184	833.3%	-663	-69.6%	107	257	140.2%
9	Others	70	356	408.6%	43	-88.0%	9	15	66.7%
<b>10</b>	<b>Total Income (1+5)</b>	<b>87,200</b>	<b>97,287</b>	<b>11.6%</b>	<b>1,20,285</b>	<b>23.6%</b>	<b>28,579</b>	<b>32,167</b>	<b>12.6%</b>

# Expenses



(All Amounts are in INR Cr)

S.No	Parameters	FY22	FY23	YoY Growth%	FY24	YoY Growth%	Q1FY24	Q1FY25	YoY Growth%
<b>1</b>	<b>Total Interest Paid (2+3+4)</b>	<b>46,185</b>	<b>50,652</b>	<b>9.7%</b>	<b>66,819</b>	<b>31.9%</b>	<b>15,642</b>	<b>18,080</b>	<b>15.6%</b>
2	Interest Paid on Deposits	43,238	46,846	8.3%	62,311	33.0%	14,577	16,896	15.9%
3	Interest Paid on Borrowings	516	1,149	122.7%	1,290	12.3%	334	352	5.4%
4	Others	2,431	2,657	9.3%	3,218	21.1%	731	832	13.8%
<b>5</b>	<b>Operating Expenses (6+7)</b>	<b>20,253</b>	<b>24,105</b>	<b>19.0%</b>	<b>28,536</b>	<b>18.4%</b>	<b>6,970</b>	<b>7,505</b>	<b>7.7%</b>
6	Establishment Expenses (6a+6b)	11,841	14,810	25.1%	18,486	24.8%	4,487	4,551	1.4%
6a	Employee Benefit (AS-15)	866	2,880	232.6%	4,549	58.0%	1240	742	-40.2%
6b	Establishment Expenses (excl.AS-15)	10975	11,930	8.7%	13,937	16.8%	3,247	3,809	17.3%
7	Other Operating Expenses	8,412	9,295	10.5%	10,049	8.1%	2,483	2,954	19.0%
<b>8</b>	<b>Total Expenses (1+5)</b>	<b>66,438</b>	<b>74,757</b>	<b>12.5%</b>	<b>95,355</b>	<b>27.6%</b>	<b>22,612</b>	<b>25,585</b>	<b>13.2%</b>

# Profit and Provisions



(All Amounts are in INR Cr)

S.No	Parameters	FY22	FY23	YoY Growth %	FY24	YoY Growth %	Q1FY24	Q1FY25	YoY Growth %
1	<b>Net Interest Income</b>	<b>28,694</b>	<b>34,491</b>	<b>20.2%</b>	<b>40,083</b>	<b>16.2%</b>	<b>9,504</b>	<b>10,476</b>	<b>10.2%</b>
2	Other Income	12,320	12,143	-1.4%	13,384	10.2%	3,434	3,610	5.1%
3	<b>Operating Income (1+2)</b>	<b>41,014</b>	<b>46,634</b>	<b>13.7%</b>	<b>53,467</b>	<b>14.7%</b>	<b>12,938</b>	<b>14,086</b>	<b>8.9%</b>
4	Operating Expenses	20,253	24,105	19.0%	28,536	18.4%	6,970	7,505	7.7%
5	Operating Profit	20,761	22,529	8.5%	24,931	10.7%	5,968	6,581	10.3%
6	Provisions other than Tax	16,445	18,240	10.9%	11,737	-35.7%	3,965	1,312	-66.9%
	NPAs	14,159	15,903	12.3%	12,345	-22.4%	4,374	792	-81.9%
	Standard Advances incl. Standard Restructured	1,645	1,304	-20.7%	87	-93.3%	-89	184	-ve to +ve
	Depreciation on Investment	348	173	-50.3%	-1,407	+ve to -ve	-322	392	-ve to +ve
	Others	294	860	192.5%	712	-17.2%	1	-56	+ve to -ve
7	Profit Before Tax	4,316	4,288	-0.6%	13,194	207.7%	2,003	5,269	163.1%
8	Provision for Income Tax	859	1,781	107.3%	4,950	177.9%	747	2,017	170.0%
9	<b>Net Profit</b>	<b>3,457</b>	<b>2,507</b>	<b>-27.5%</b>	<b>8,245</b>	<b>228.8%</b>	<b>1,255</b>	<b>3,252</b>	<b>159.1%</b>

# Performance of Subsidiaries, Associates, JVs and RRBs



(All Amounts are in INR Cr)

Name of the entity	Results (3/6/9/12 M)	Total Income	Total Expenses	Gross Profit	Net Profit
PNB Housing Finance Ltd	June'24 (3M)	1,932	1,367	565	421
PNB Investment Services Ltd.	June'24 (3M)	2.57	1.39	1.18	0.89
PNB Cards & Services Limited	June'24 (3M)	7.21	6.33	0.88	0.64
PNB Gilts Ltd.	June'24 (3M)	440	369	71	53
PNB MetLife India Insurance Co. Ltd	June'24 (3M)	3,619	3,568	50	47
Canara HSBC Life Insurance Co. Ltd	June'24 (3M)	1,713	1,691	22	19
PNB (International) Ltd. (London) (FY : 1 <sup>st</sup> April to 31 <sup>st</sup> March)	Mar'23 (12M)	431	274	157	68
India SME Asset Reconstruction Co. Ltd	Mar'24 (12M)	18.08	7.43	10.65	9.37
Druk PNB Bank Ltd. (Bhutan) (FY : 1 <sup>st</sup> January to 31 <sup>st</sup> December)	Dec'23 (12M)	218	145	73	54
Everest Bank Ltd. (Nepal) (FY : 16 <sup>th</sup> July to 15 <sup>th</sup> July)	July'23 (12M)	1,502	1,201	301	210

## Performance of RRBs

(All Amounts are in INR Cr)

Consolidated Position	Q1 FY'24 June'23	Q1 FY'25 June'24	YOY
Business	2,01,360	2,20,871	9.7%
Loans and advances	72,780	81,101	11.4%
Deposits	1,28,580	1,39,770	8.7%
Capital Adequacy Ratio	12.32%	12.69%	37 bps
Total Income	3,505	3,931	12.2%
Operating profit	1,003	1,234	23.0%
Net profit	311	619	99.3%

# Balance Sheet (Consolidated)



(All Amounts are in INR Cr)

S.No	Parameters	31 <sup>st</sup> Mar'22	31 <sup>st</sup> Mar'23	31 <sup>st</sup> Mar'24	30 <sup>th</sup> Jun 2023	30 <sup>th</sup> Jun 2024
<b>CAPITAL &amp; LIABILITIES</b>						
1	Capital	2,202	2,202	2,202	2,202	2,202
2	Reserves and Surplus	95,380	1,00,678	1,08,184	1,02,018	1,14,292
	Minority Interest	473	459	561	474	576
3	Deposits	11,54,234	12,90,347	13,79,225	13,06,119	14,17,327
4	Borrowings	59,372	70,149	72,586	76,027	72,770
5	Other Liabilities and Provisions	27,640	29,813	35,878	30,137	32,417
<b>Total Liabilities</b>		<b>13,39,301</b>	<b>14,93,649</b>	<b>15,98,636</b>	<b>15,16,978</b>	<b>16,39,584</b>
<b>ASSETS</b>						
1	Cash and Balances with RBI	86,128	78,214	65,325	79,837	71,929
2	Balances with Banks	48,066	79,115	66,075	49,132	49,680
3	Investments	3,88,586	4,16,914	4,46,421	4,30,055	4,47,750
4	Net Advances	7,33,766	8,37,459	9,41,762	8,70,644	9,91,412
5	Fixed Assets	10,696	12,084	12,348	12,110	12,346
6	Other Assets	72,059	69,864	66,704	75,199	66,467
<b>Total Assets</b>		<b>13,39,301</b>	<b>14,93,649</b>	<b>15,98,636</b>	<b>15,16,978</b>	<b>16,39,584</b>



# Profit and Loss Account (Consolidated)



(All Amounts are in INR Cr)

S.No	Parameters	FY22	FY23	YoY Growth %	FY24	YoY Growth %	Q1FY24	Q1FY25	YoY Growth %
1	<b>Net Interest Income</b>	<b>29,419</b>	<b>35,028</b>	<b>19.1%</b>	<b>40,531</b>	<b>15.7%</b>	<b>9,608</b>	<b>10,608</b>	<b>10.4%</b>
2	Other Income	12,098	12,240	1.2%	13,329	8.9%	3,361	3,616	7.6%
3	Operating Income (1+2)	41,517	47,268	13.9%	53,860	14.0%	12,969	14,224	9.7%
4	Operating Expenses	20,491	24,336	18.8%	28,809	18.4%	7,035	7,570	7.6%
5	<b>Operating Profit (3-4)</b>	<b>21,026</b>	<b>22,932</b>	<b>9.1%</b>	<b>25,051</b>	<b>9.2%</b>	<b>5,934</b>	<b>6,654</b>	<b>12.1%</b>
6	Provisions and Contingencies	16,431	18,071	10.0%	11,719	-35.2%	3,955	903	-77.2%
	NPAs	14,136	15,828	12.0%	12,322	-22.2%	4,363	781	-82.1%
	Standard Advances incl. Standard Restructured	1,648	1,312	-20.4%	92	-93.0%	-87	185	-ve to +ve
	Depreciation on Investment (NPI)	336	173	-48.5%	-1,407	+ve to -ve	-322	392	-ve to +ve
	Others	311	758	143.7%	713	-5.9%	2	-455	+ve to -ve
7	<b>a. Profit Before Tax (5-6)</b>	<b>4,595</b>	<b>4,862</b>	<b>5.8%</b>	<b>13,332</b>	<b>174.2%</b>	<b>1,979</b>	<b>5,751</b>	<b>190.6%</b>
	b. Provision for Income Tax	919	1,792	95.0%	5,003	179.2%	768	2,035	165.0%
	c. Share of Earnings in Associates	232	289	24.6%	828	186.5%	152	275	80.9%
8	<b>Consolidated Profit/(Loss) for the year before Minorities' Interest (a-b+c)</b>	<b>3,908</b>	<b>3,359</b>	<b>-14.0%</b>	<b>9,157</b>	<b>172.6%</b>	<b>1,363</b>	<b>3,991</b>	<b>192.8%</b>
9	Provision for Minority Interest	47	10	-78.7%	50	400.0%	21	16	-23.8%
10	<b>Consolidated Profit/(Loss) for the year after Minorities' Interest</b>	<b>3,861</b>	<b>3,349</b>	<b>-13.3%</b>	<b>9,107</b>	<b>171.9%</b>	<b>1,342</b>	<b>3,975</b>	<b>196.2%</b>

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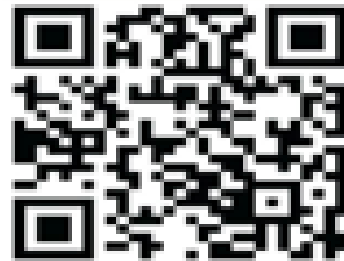
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