



RETAIL PNB - DIGITAL PNB

PRESS RELEASE

FINANCIAL RESULT FOR THE QUARTER ENDED DEC 31, 2016

BUSINESS	ASSET QUALITY	PROFIT
<ul style="list-style-type: none"> • Global Business 10 Lac Cr. • Global Deposits 6 Lac Cr. • CASA 2.60 Lac Cr. • Savings 2.20 Lac Cr. • Domestic CASA share 47% 	<ul style="list-style-type: none"> • Gross & Net NPA below Mar'16 level • PCR up from 51.06% in Mar'16 to 54.96% in Dec'16 	<ul style="list-style-type: none"> • Operating Profit 3155 cr. • Net Profit 207 cr. • Non Intt Income 2513 cr.

Results at a Glance

Rs in Cr.

Particulars	Q3 FY 2016	Q3 FY 2017	YoY Growth
Global Business	941468	997907	6%
Global Deposits	548532	612180	11.6%
Global Credit	405210	406042	
CASA	197922	262775	32.8%
Domestic CASA share	40.38%	47.09%	
Saving Deposits	161460	221997	37.5%
Net Advances	392937	385727	
Operating Profit	2918	3155	8.1%

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 **6888** and number of Business Correspondents at **7996** as on 31.12.2016. ATM network of the Bank is at **9997** as on 31.12.2016.

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, crossing 10 lac crore landmark, stood at Rs. 997907 Cr as on Dec '16 registering a yoy growth of 6.0%% over corresponding period last year.
- **Deposits**
 - Market share of the Bank in ASCBs increased from 4.96% in Dec 15 to 5.11% in Dec 16.
 - Total Deposits of the Bank recorded a yoy growth of 11.6% to reach Rs. 612180 Cr as on Dec16.
 - CASA deposits increased to Rs 262775 Cr in Dec'16 recording a yoy growth of 32.8%. Domestic CASA share improved to 47.09% as on Dec'16 from 40.38% in Dec'15. The share is one of the highest among nationalized banks.
 - Saving deposits increased by 37.5% on yoy basis to Rs 221997 Cr.
- **Advances**
 - Gross Global Advances increased to Rs 406042 Cr as on Dec'16.
 - Net Advances were Rs 385727 Cr as on Dec'16.
 - Retail loans were at Rs 61035 Cr as on Dec'16, growing 12.3% on yoy basis over Dec'15. Housing loan grew by 18.1% yoy to Rs 29597 Cr in Dec'16.
 - MSME Advances increased to Rs 78933 Cr in Dec'16.

- **Micro, Small & Medium Advances**

- Credit to Micro & Small Enterprises stood at Rs 64960 Cr as on Dec'16.
- Credit to Micro enterprises stood at Rs 26495 Cr showing yoy growth of 7.53%
- As on 31.12.2016, the Share of Micro Enterprises to total MSME Outstanding stood at 33.56%
- Stand up India scheme launched by the Hon'ble Prime Minister on 05.04.2016. The Bank has opened 3400 accounts and disbursed Rs 554.5 Cr as on Dec'16.

PROFITABILITY

- **Operating & Net Profit**

- Operating Profit for Dec'16 stood at Rs 3155 Cr showing yoy increase of 8.1%.
- Net Profit for Dec'16 stood at Rs 207 Cr.

- **Income**

- Total Income stood at Rs 14498 Cr.
- Net Interest Income during Dec 16 stood at Rs 3731 Cr.
- Non-interest Income stood at Rs 2513 Cr in Dec16.

- **ASSET QUALITY**

- As on Dec'16, Gross NPA ratio stood at 13.70% and Net NPA ratio was at 9.09%.
- Provision Coverage Ratio stood at 54.96% as on Dec'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.

- **PRIORITY SECTOR**

- Total PS Credit as on 31.12.2016 stood at Rs 134469 crore constituting 40.99 % to ANBC.
- Total advances to Agriculture & allied sector stood at Rs 61709 cr. Consisting 18.81% to ANBC.
- During Dec 2016 quarter Bank issued 34955 new Kissan Credit Cards (KCCs).
- PNB Kisan Balak Shiksha Protsahan Yojna launched for educating children of poor agriculture borrowers of the Bank.
- Mahila Kaushal Vikas Yojna for creating women entrepreneurship launched to promote skill development and provide credit linkage for self employment to rural woman.

- **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 155 lacs accounts .Rs 3422.75 Cr have been mobilized in these accounts.
- No of transactions through BC channel have increased to 232 Lacs in Dec'16 against 167 lacs in Dec' 15.
- Fee based Income earned has increased to Rs.44.80 crore in Dec'16 against Rs.27.88 crore in Dec'15.

- **PEOPLE DEVELOPMENT**

- Leadership Development Programs at IIMs and other reputed Management Institutes for Top Management, Rewards and recognition for top performing Staff, PNB- Univ. mobile App for quick access to quality curriculum, PNB NAVODAYA an On-Boarding & Mentoring Mechanism .

- **MOVE TOWARDS DIGITALIZATION**

- Demonetization has further accelerated the pace of Bank digitalization and number of new age digital initiatives have been introduced to provide greater ease and improved delivery of products and services to customers.
- Concerted efforts are on to increase usage of Alternate Delivery Channels which account for around 53% of transactions.

- **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. Number of Users Registered as on 31-12-2016 are Three Lacs.
 - 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 POS / E-com transaction limits for corporate clients
 - RuPay EMV debit cards enabled for International Transactions.
 - User can now avail the Green Pin for Debit card
 - 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**

- Outlook Money Awards 2016 under the category Education Loan Provider of the Year 2016 (Runner Up).
- The following IT Projects received Skoch Order Of Merit Award in Dec 2016.
 - Security operations centre
 - Oracle Real application cluster
 - TAB Banking
 - Green Pin

New Delhi

Date: 07.02.2017