

FINANCIAL RESULTS

Q4 & FY 2020



Core Strengths of the Bank

125+ Years of banking Experience



Key Financial Highlights Q4 FY'20



Domestic Deposit
4.9% YoY Gr



CASA Deposit
6.1% YoY Gr



CASA Share
44.05 %



Gross Credit
₹ 516929 Crore



Retail Loans
6.1% YoY Gr



Housing Loans
14.2% YoY Gr



Operating Profit
37.4% YoY Gr



NNPA
5.78%
QoQ: 140 bps decline



PCR
77.79%

Content

Slide No



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Business Performance As at 31st Mar'20

₹ Crore

Sl.	Parameters	Mar'18	Mar'19	Mar'20	YoY variation	
					Amount	%
1	Domestic Deposits	600387	654536	686493	31957	4.9
	Overseas Deposits	41839	21494	17353	-4141	-19.3
	Global Deposits	642226	676030	703846	27816	4.1
2	Gross Domestic Advances	428466	489812	495045	5233	1.1
	Gross Overseas Advances	42831	16382	21883	5501	33.6
	Gross Global Advances	471297	506194	516929	10735	2.1
3	Gross Domestic Business	1028852	1144348	1181538	37190	3.2
	Gross Overseas Business	84670	37876	39237	1361	3.6
	Gross Global Business	1113523	1182224	1220775	38551	3.3

Business Performance (Daily Average Basis)

₹ Crore

Sl.	Parameters	Mar'18	Mar'19	Mar'20	YoY Variation	
					Amt.	%
1	Domestic Deposits	561391	601091	645421	44330	7.4
	Overseas Deposits	52538	26053	20785	-5268	-20.2
	Global Deposits	613929	627144	666206	39062	6.2
	CASA Deposits	241559	251311	268102	16791	6.7
	Saving Deposits	212606	223419	239516	16097	7.2
2	Gross Domestic Advances	372525	427101	440828	13727	3.2
	Gross Overseas Advances	52538	27270	17165	-10105	-37.1
	Gross Global Advances	425063	454371	457993	3622	0.8
3	Gross Domestic Business	933916	1028192	1086249	58057	5.6
	Gross Overseas Business	105076	53323	37950	-15373	-28.8
	Gross Global Business	1038992	1081515	1124199	42684	3.9

Deposit Mix

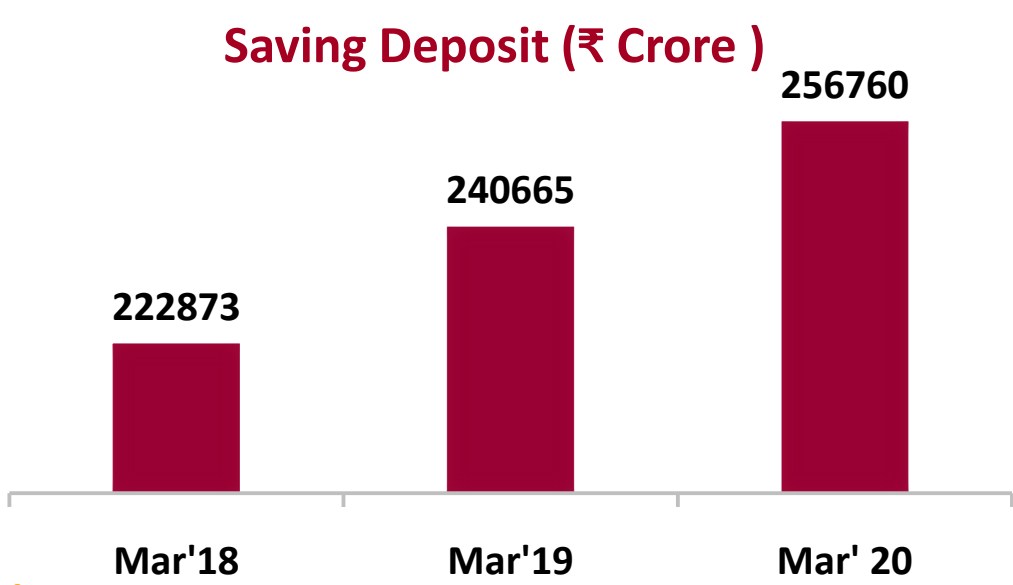
₹ Crore

Sl.	Parameters	Mar'18	Mar'19	Mar'20	YoY variation	
					Amount	%
1	Domestic Deposit	600387	654536	686493	31957	4.9
2	Overseas Deposit	41839	21494	17353	-4141	-19.3
3	Global Deposit	642226	676030	703846	27816	4.1
4	CASA Deposit	263247	285040	302475	17434	6.1
5	Current Deposit	40374	44375	45714	1339	3.0
6	Saving Deposit	222873	240665	256760	16095	6.7
	CASA Share Domestic (%)	43.80	43.51	44.05		

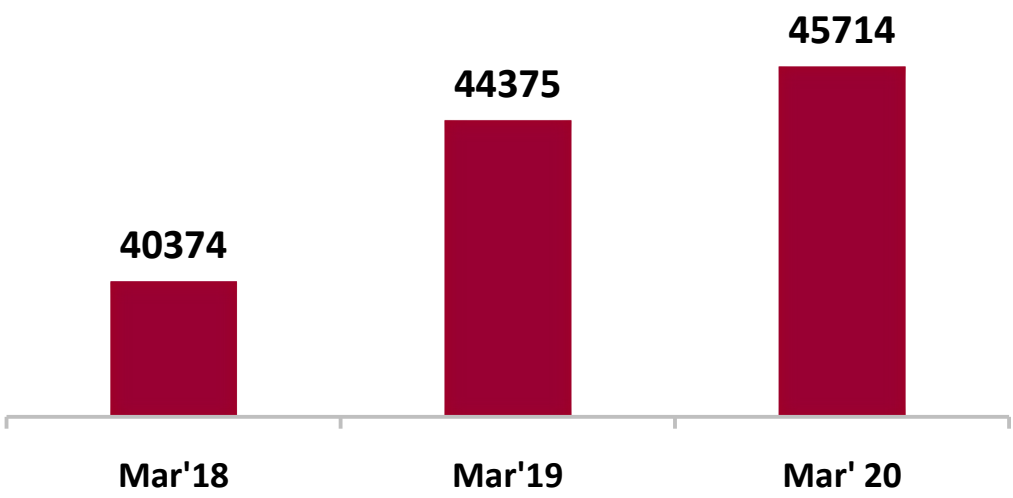
CASA Share

₹ Crore

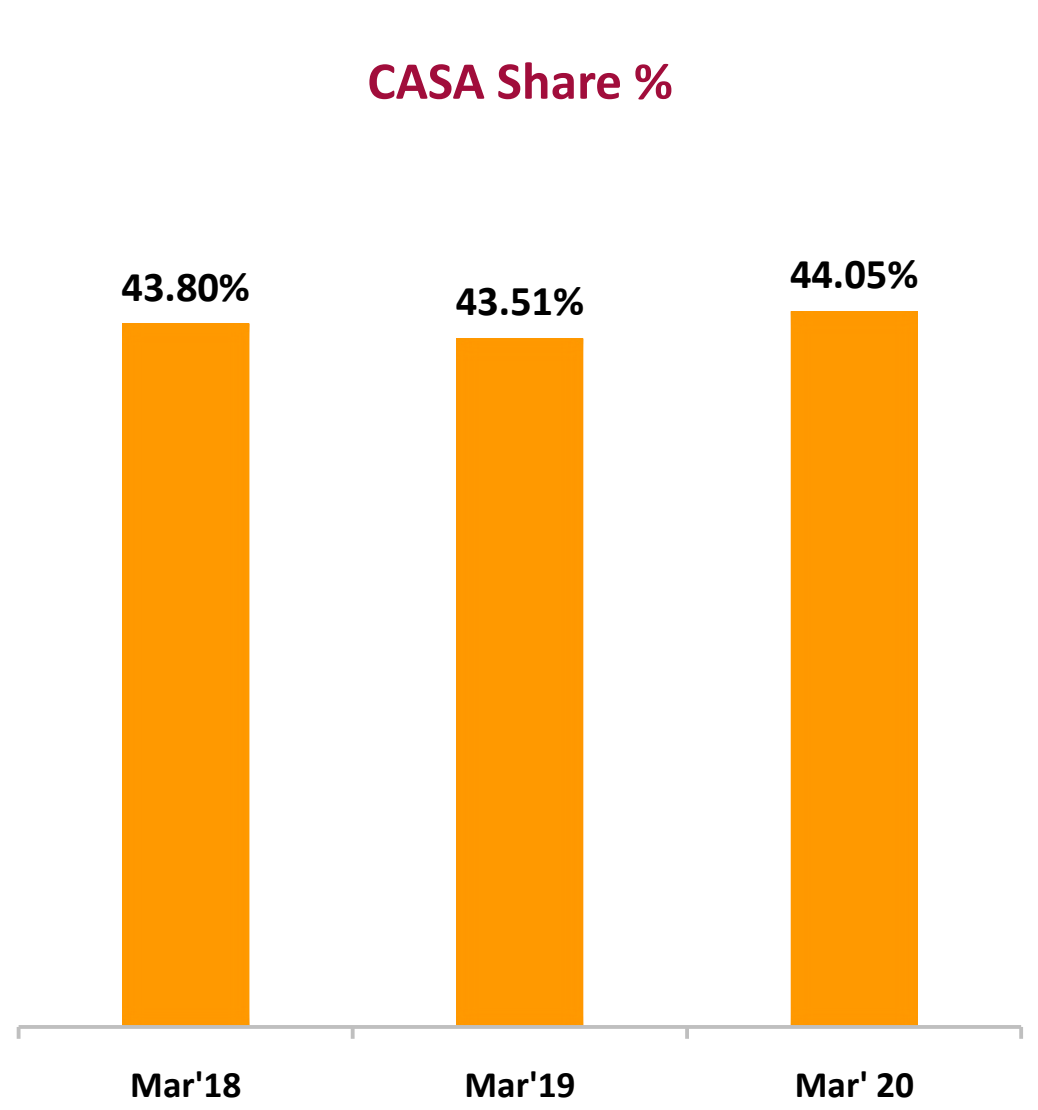
Saving Deposit (₹ Crore)



Current Deposits (₹ Crore)



CASA Share %



Business Performance

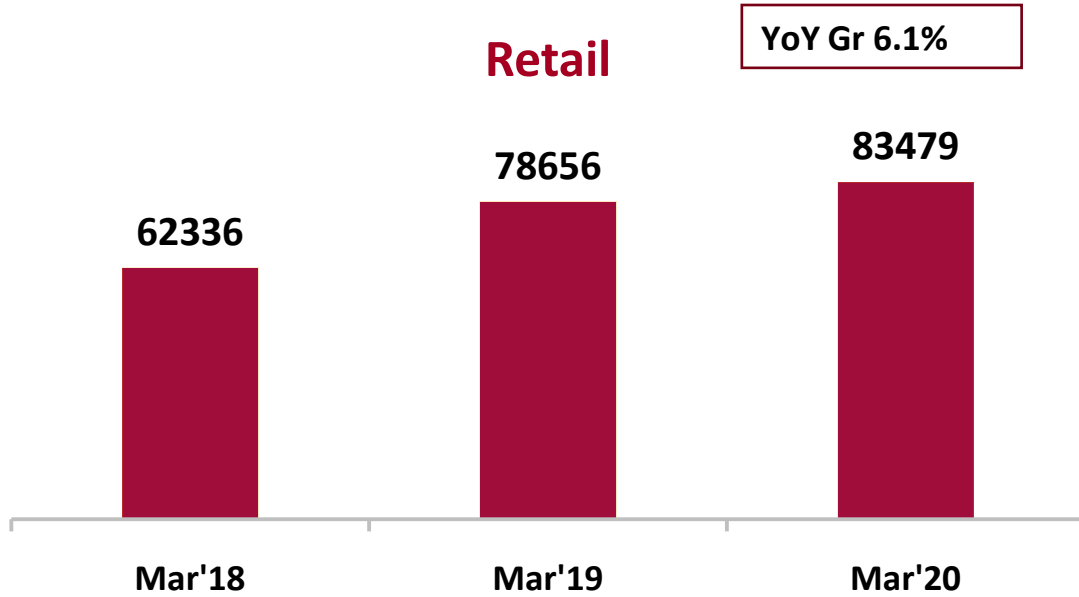
Advances Composition

₹ Crore

Sl.	Parameters	Mar'18	Mar'19	Mar'20	YoY variation	
					Amount	%
1	Global Gross Advances	471297	506194	516929	10735	2.1
2	Overseas Advances	42831	16382	21883	5501	33.6
3	Domestic Advances	428466	489812	495045	5233	1.1
3a	Retail Loans	62336	78656	83479	4824	6.1
	<i>Of which</i>					
	Regulatory Retail	57005	64891	70780	5889	9.1
	Others	5331	13765	12699	-1066	-7.7
3b	Agriculture & Allied	90009	100120	86121	-13999	-14.0
3c	MSME	81502	79037	70541	-8497	-10.7
	RAM (3a+3b+3c)	233847	257813	240141	-17672	-6.9
	RAM as % to total Dom advances	54.58	52.64	48.51		
3d	Corporate & Others	194619	231998	254904	22905	9.9

Retail Product Performance

₹ Crore



Retail Components	Mar'18	Mar'19	Mar'20	YoY %
Housing	36003	44874	51267	14.2
Mortgage	6220	8150	9191	12.8
Car/Vehicle	5934	5745	5480	-4.6
Education	5220	5586	5843	4.6
Personal	4348	4865	5124	5.3
Others	4610	9435	6573	-30.3
Total Retail	62336	78656	83479	6.1

Growth

14.2 % Gr

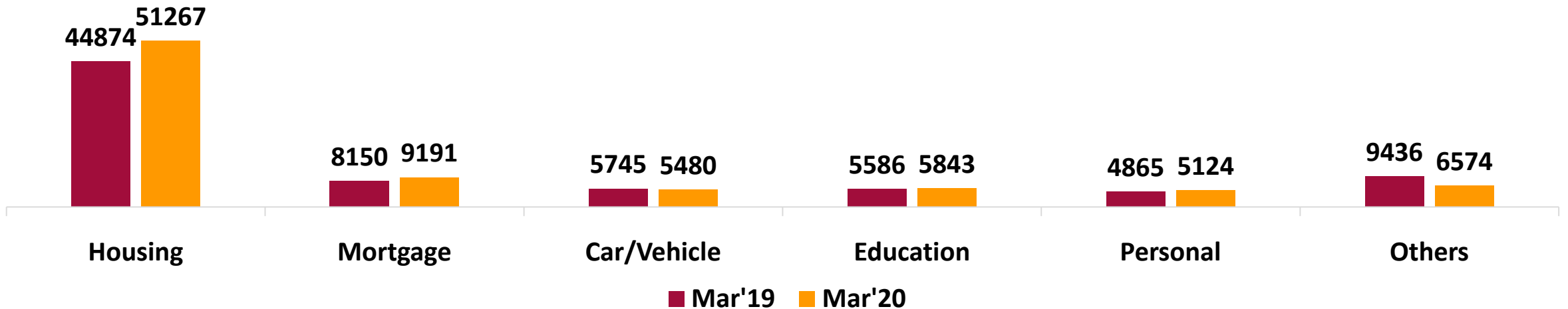
12.8% Gr

-4.6% Gr

4.6% Gr

5.3 % Gr

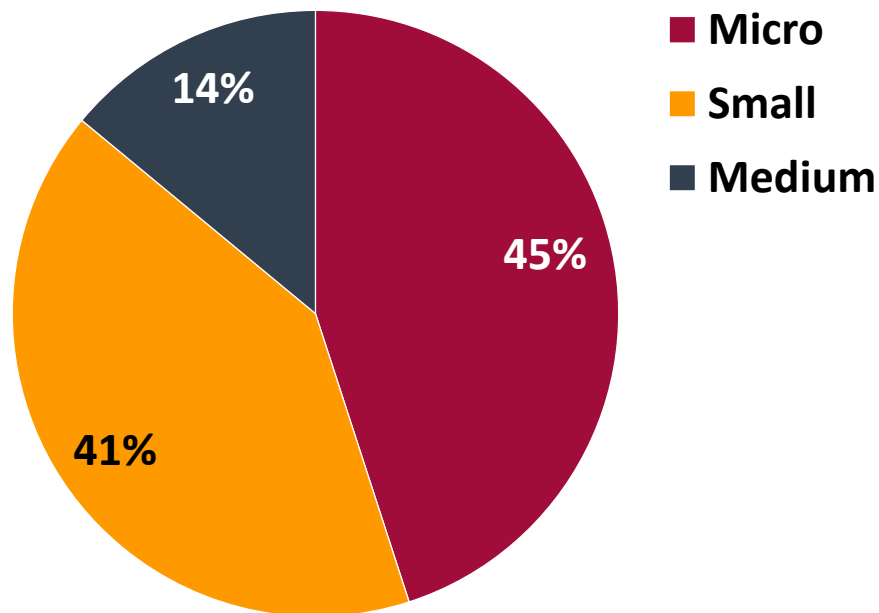
-30.3 % Gr



MSME Lending portfolio

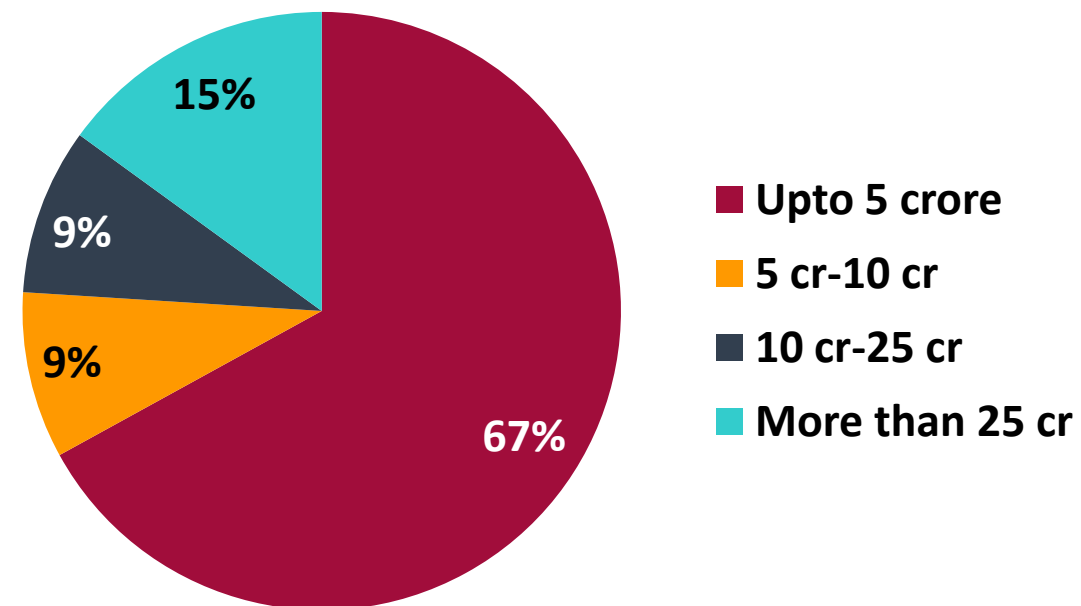
₹ Crore

Segment Mix



Bank has maximum exposure in MSE sector to boost priority sector credit.

Book by Loan Size

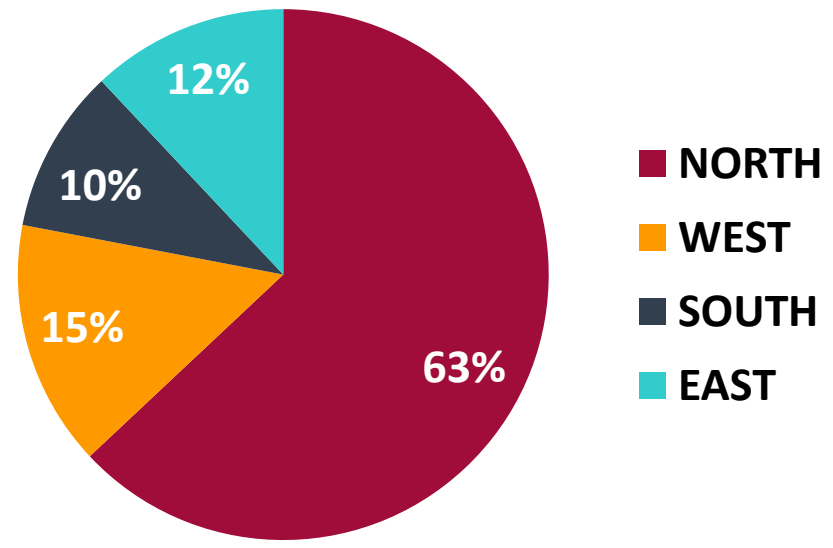


Maximum MSME portfolio of Bank is in smaller valued accounts.

MSME Lending portfolio

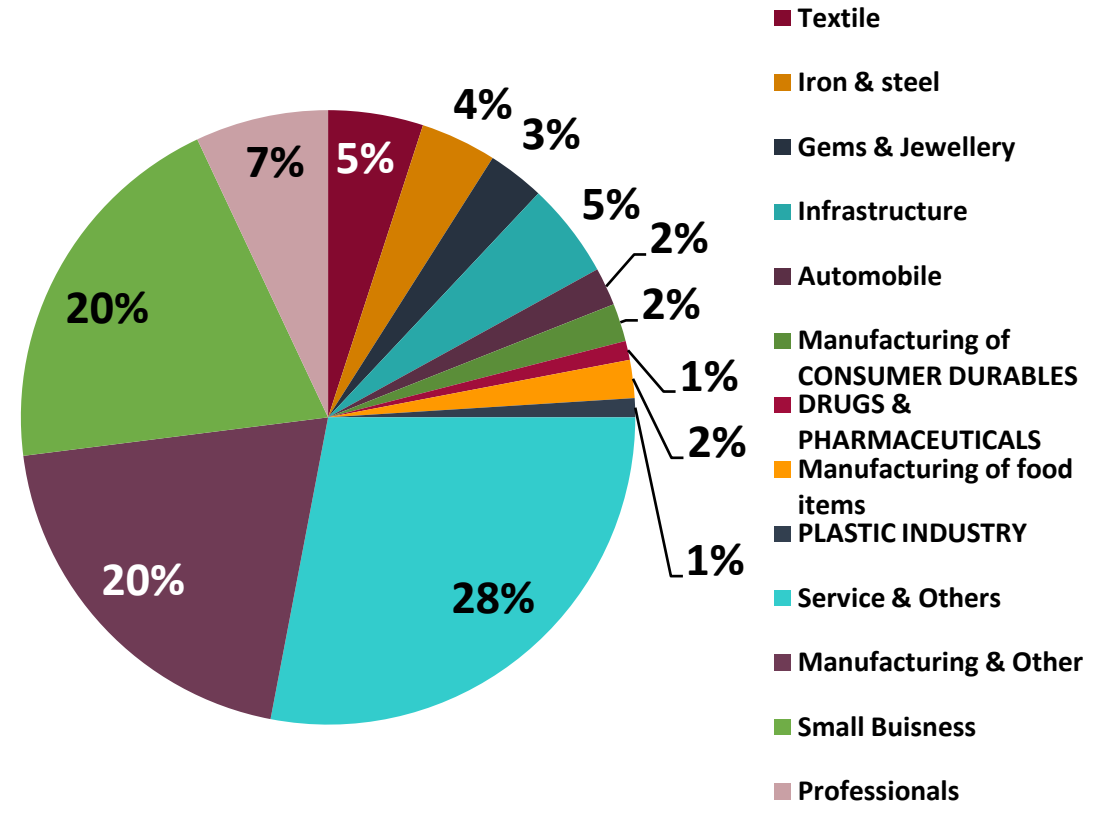
₹ Crore

Geographical Mix



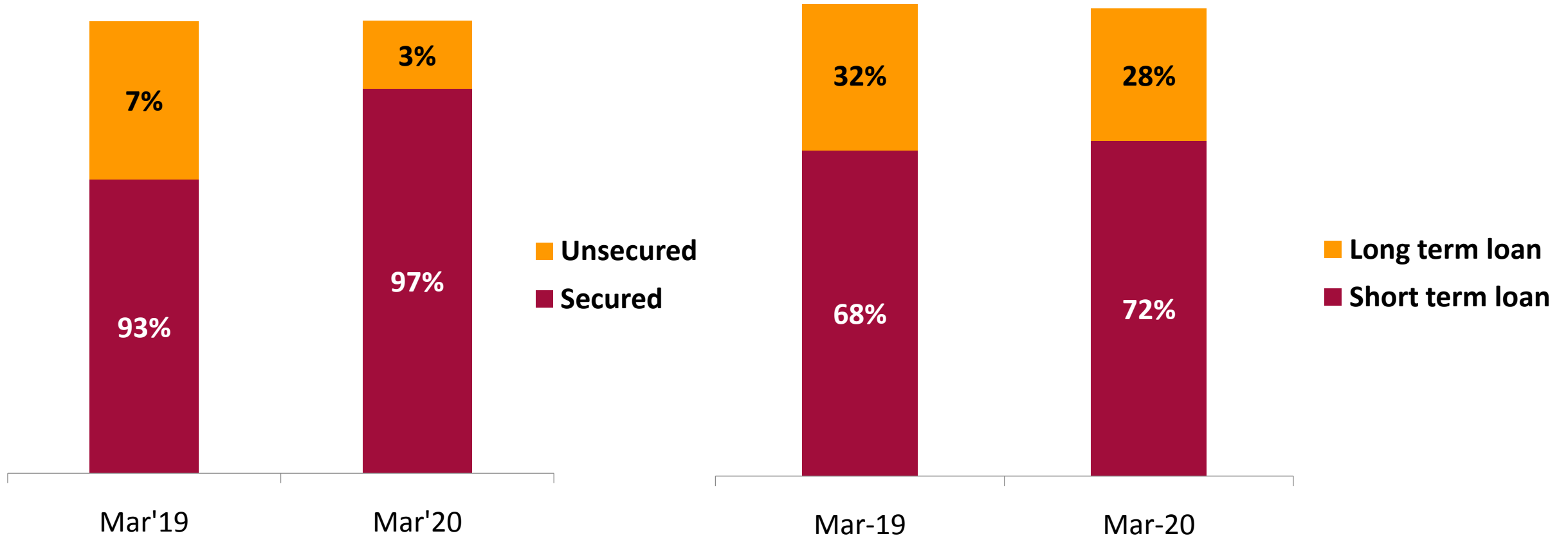
Bank has maximum exposure in Northern States of India

Sectoral Mix



MSME: Advances Composition

₹ Crore



97% of MSME loan portfolio is secured.

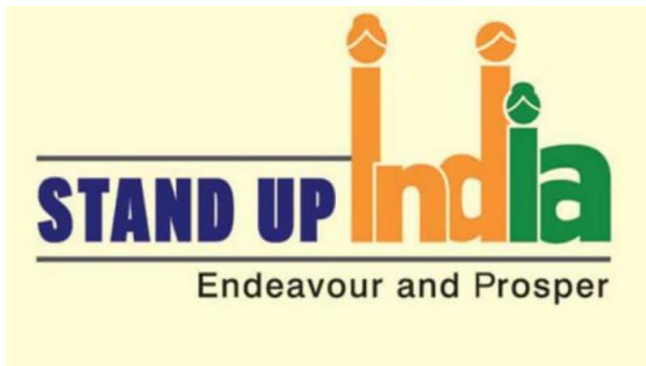
Short term MSME portfolio of Bank increased during FY 19-20. 71% of MSME loan portfolio is consists of working capital loans.

Mudra and Stand up India

₹ Crore



Parameter	Mar'19	Mar'20
Amount Sanctioned	6315	5956
Amount Disbursed	4964	4707
Achievement % Disbursement to sanctions	78.6%	79.0%



Since Inception		Current FY	
No. of A/Cs	Amt. Sanc.	No. of A/Cs	Amt. Sanc.
12497	2822	1014	314

Priority Sector

₹ Crore

Sl.	Parameters	National Goals	Mar'18	Mar'19	Mar'20	YoY Variation	
						Amt.	%
1	Priority Sector		169772	178644	182344	3700	2.071
	% to ANBC	40%	40.94%	41.89%	39.47%		
2	Agriculture (PS)		69207	81500	79707	-1793	-2.2
	% to ANBC	18%	18.49%	18.40%	17.85%		
3	Small and Marginal Farmers		34442	36826	40512	3686	10.01
	% to ANBC	8%	8.86%	8.41%	8.86%		
4	Weaker Section		51600	49595	50850	1255	2.53
	% to ANBC	10%	11.56%	11.30%	11.30%		
5	Women Beneficiaries		26083	29813	30580	767	2.573
	% to ANBC	5%	6.78%	6.81%	6.81%		
6	Micro Enterprises (PS)		34475	31552	31506	-46	-0.15
	% to ANBC	7.5%	7.65%	7.71%	7.27%		

% Ach. is on Quarterly Annual Average Basis.



Business Performance

Balance Sheet : PNB Standalone

₹ Crore

Sl.	Parameters	Mar'18	Mar'19	Mar'20	YoY Variation	
					Amt.	%
CAPITAL & LIABILITIES						
1	Capital	552	921	1348	427	46.3
2	Reserves and Surplus	40522	43866	61010	17144	39.1
3	Deposits	642226	676030	703846	27816	4.1
4	Borrowings	60851	39326	50225	10900	27.7
5	Other Liabilities and Provisions	21679	14806	14237	-570	-3.8
	Total	765830	774949	830666	55716	7.2
ASSETS						
1	Cash and Balances with RBI	28789	32129	38398	6269	19.5
2	Balances with Banks	66673	43159	37595	-5564	-12.9
3	Investments	200306	202128	240466	38337	19.0
4	Loans & Advances	433735	458249	471828	13579	3.0
5	Fixed Assets	6349	6225	7239	1014	16.3
6	Other Assets	29978	33059	35140	2081	6.3
	Total	765830	774949	830666	55716	7.2

Diversified Industry Portfolio

₹ Crore

Sl.	Parameters	Mar'18	Mar'19	Mar'20		YoY variation
		O/S	O/S	O/S	% to Total Portfolio	%
1	Food Processing	10761	10120	10293	5.8	1.7
2	Textiles	10258	9289	7801	4.4	-16.0
3	Chemical & Chemical Products	6355	4803	17522	9.9	264.8
4	Cement & Cement Products	1508	1651	995	0.6	-39.7
5	Basic Metal & Metal Products	26604	22240	25650	14.5	15.3
	-Iron & Steel	24392	20234	23734	13.4	17.3
6	Paper & paper products	1252	1084	931	0.5	-14.1
7	Petroleum	8370	7219	4546	2.6	-37.0
8	Engineering	4887	4363	3940	2.2	-9.7
9	Vehicles & Vehicle parts	662	1053	758	0.4	-28.0
10	Construction	3818	2579	1330	0.8	-48.4
11	Infrastructure	70501	72754	71963	40.6	-1.1
	-Power	32592	36884	32072	18.1	-13.0
	-Tele-Communication	11872	14083	13231	7.5	-6.0
	-Roads & Ports	18261	16011	21727	12.3	35.7
	-Others	7777	5776	4934	2.8	-14.6
12	Others	30367	30595	31557	17.8	3.1
	Total	175344	167750	177287	100.0	5.7

Exposure to Sensitive Sector

₹ Crore

Sl.	Parameters	Mar'19	Jun'19	Sep'19	Dec'19	Mar'20	YoY Variation	
							Amt.	%
1	Capital Market	4849	4180	3700	4625	3966	-883	-18.2
2	Commercial Real Estate	14480	15675	19318	18681	18415	3935	27.2
3	NBFC	40771	39858	44577	43026	54206	13435	33.0
	<i>of which HFC</i>	15116	14150	14377	17316	22304	7188	47.6
4	Aviation	7023	7007	6703	5539	5337	-1686	-24.0

Regulatory Bifurcation of Advances

₹ Crore

Sl.	Parameters	Mar'19	June'19	Sep'19	Dec'19	Mar'20	YoY Variation	
							Amt.	%
1	Regulatory Retail (< Rs 5 Crore)	172365	168915	172590	175240	176223	3858	2.2
2	Corporate Total	317447	283029	282540	279796	318822	1375	0.4
2a	Corporate (> Rs 250 Crore)	230170	200452	202262	199886	239751	9581	4.2
2b	Corporate (> Rs 10 Crore & < Rs 250 Crore)	76548	71864	69256	68685	67806	-8742	-11.4
2c	Others (> Rs 5 Crore & < Rs 10 Crore)	10729	10713	11021	11225	11265	536	5.0
3	Gross Domestic Advances (1+2)	489812	451944	455130	455036	495045	5233	1.1

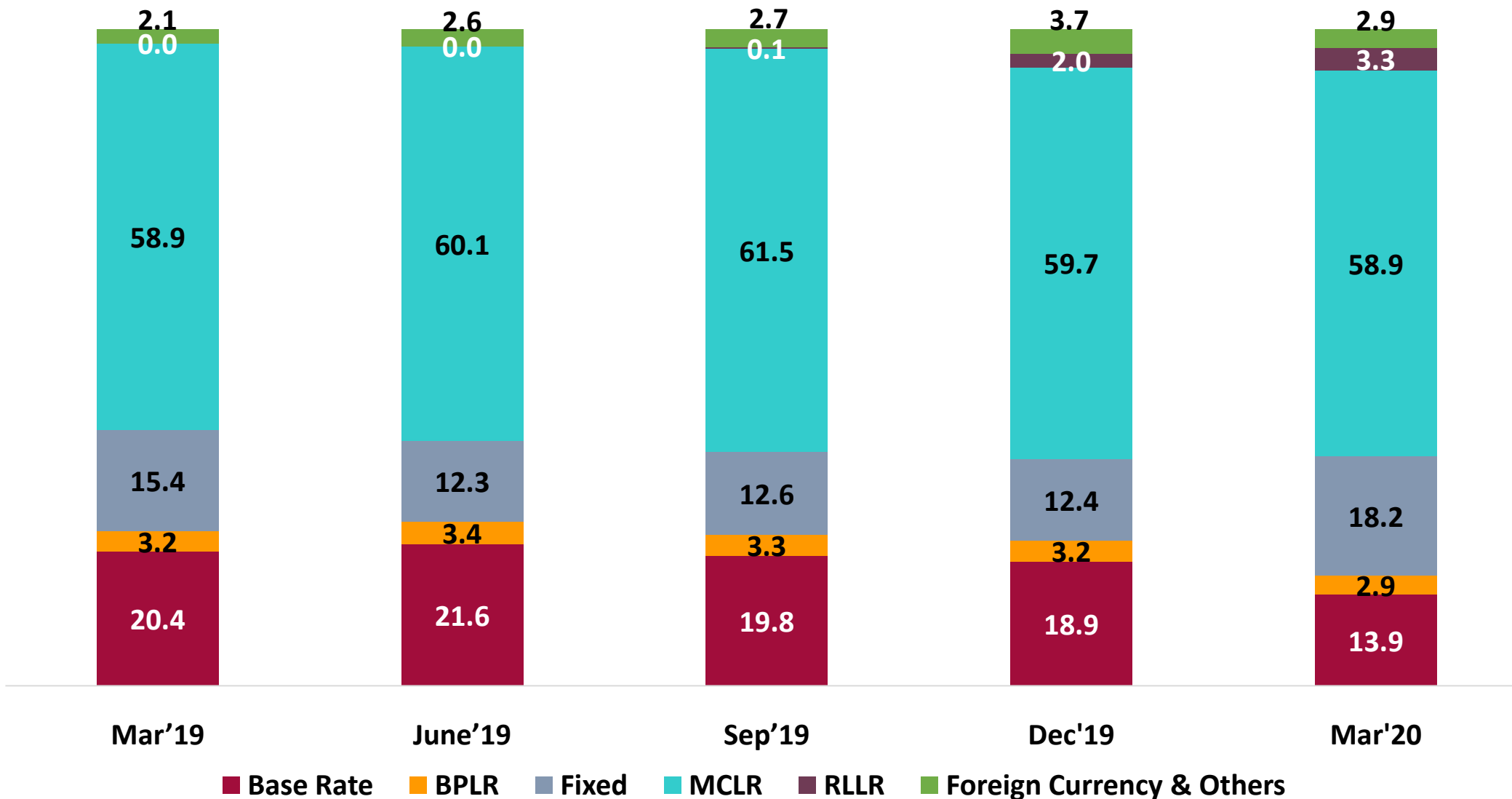
Concentration Risk

₹ Crore

Sl.	Parameters	Mar'18	Mar'19	Mar'20
1	Exposure to top 20 Borrowers as % of total Exposure	18.6	19.9	18.2
2	Exposure to top 10 Groups as % of total Exposure	14.4	13.2	14.3

Advances Mix of Benchmark Rate (%)

₹ Crore



Investment Portfolio

₹ Crore

Sl.	Parameters	Mar'18	Mar'19	Mar'20	YoY Variation	
					Amt.	%
1	Domestic Investment	197328	200632	236670	36038	18.0
a	SLR	145271	140391	166713	26322	18.7
b	Non SLR	52057	60241	69957	9716	16.1
	SLR as % to Dom. Investment	73.62	69.97	70.44		
I	Held To Maturity (HTM)	119439	135102	162123	24603	18.2
II	Available For Sale (AFS)	77839	65280	74541	9261	14.2
III	Held For trading (HFT)	50	250	5	-245	-98.0
2	Duration (AFS+HFT)	4.29	3.42	3.75		
3	Modified Duration (AFS+HFT)	4.09	3.26	3.61		
4	Net demand & time Liabilities	584269	639565	703577	64012	10.0
5	Investment by Overseas Branches	6081	5493	7084	1591	29.0
6	Total Gross Investment (1+5)	203409	206125	243754	37629	18.3
	SLR HTM to Total SLR (%)	73.38	77.45	71.85		
	HTM To Investment (%)	60.53	67.33	68.50		

Non SLR Portfolio

₹ Crore

Sl.	Parameters	Mar'18		Mar'19		Mar'20		Y-o-Y Variation	
		O/S	% Share	O/S	% Share	O/S	% Share	Amt	Gr. %
1	PSU Bonds	12696	24.4	11130	18.5	9615	13.7	-1515	-13.6
2	Corporate and Other Bonds & Debentures	17254	33.1	16415	27.2	9317	13.3	-7098	-43.2
3	Special Govt. Sec excl. Recap Bonds	1996	3.8	1328	2.2	1212	1.7	-116	-8.7
4	CG Recap. Bond	5473	10.5	19628	32.6	35719	51.1	16091	82.0
5	Share of PSU/Corporate/Others	6678	12.8	6587	10.9	5693	8.1	-894	-13.6
6	Venture Capital Fund	216	0.4	164	0.3	152	0.2	-12	-7.0
7	Regional Rural Bank	70	0.1	70	0.1	74	0.1	4	6.1
8	Security Receipts	1657	3.2	1526	2.5	1458	2.1	-68	-4.4
9	Subsidiaries JV	2952	5.7	2927	4.9	2977	4.3	50	1.7
10	Other	3065	5.9	468	0.8	3740	5.3	3272	699.7
	Total Non SLR Investment	52057	100.0	60241	100.0	69957	100.0	9716	16.1

Total Income

₹ Crore

Sl.	Parameters	Q4' FY19	Q3' FY20	Q4' FY20	YoY Variation		FY19	FY20	YoY Gr. %
					Amt.	%			
1	Interest Income (2+3+4)	12836	13563	13859	1023	8.0	51310	53800	4.9
2	Interest on Advances	8811	8838	9220	408	4.6	35086	35815	2.1
3	Interest on Investments	3543	4022	3935	393	11.1	14106	15333	8.7
4	Other Interest Income	482	702	704	222	46.1	2118	2652	25.2
5	Other Income (6+7+8+9)	1889	2405	2529	640	33.9	7377	9274	25.7
	of which								
6	Fee Based Income	1003	980	1073	70	7.0	4225	4341	2.7
7	Recovery in Written off a/cs	545	1194	1006	460	84.4	1808	3095	71.2
8	Trading Profit	252	203	407	156	61.8	1093	1632	49.3
9	Others	89	28	43	-46	-51.5	251	207	-17.8
10	Total Income (1+5)	14725	15967	16388	1663	11.3	58688	63074	7.5

Non Interest Income

₹ Crore

Sl.	Parameters	Q4' FY 19	Q3' FY 20	Q4' FY20	YoY Variation		FY19	FY20	YoY Gr. %
					Amt.	%			
A	Fee Based Income	1003	980	1073	70	7.0	4225	4341	2.7
1	Processing Fees	113	58	128	15	13.1	623	649	4.1
2	LC/LG Income	169	178	169	0	-0.1	676	664	-1.7
3	Income from Ins & MF	76	60	74	-2	-2.9	233	243	4.6
4	Govt. Business	50	34	51	1	2.4	124	144	15.9
5	Exchange Profit	102	83	122	20	19.4	509	439	-13.7
6	Misc. Fee Income	493	567	529	37	7.4	2061	2201	6.8
B	Trading Profit	252	203	407	156	61.8	1093	1632	49.3
C	Realization in write off A/C's	545	1194	1006	460	84.4	1808	3095	71.2
D	Income from Dividend	16	6	35	18	110.0	149	154	3.6
E	Other Non intt Income	73	22	9	-64	-87.9	103	52	-48.9
	Total Non Interest Income(A to E)	1889	2405	2529	640	33.9	7377	9274	25.7

Total Expenses

₹ Crore

Sl.	Parameters	Q4' FY19	Q3' FY20	Q4' FY20	YoY Variation		FY19	FY20	YoY Gr. %
					Amt.	%			
1	Total Interest Paid (2+3+4)	8635	9208	9181	546	6.3	34154	36362	6.5
2	Intt. Paid on Deposits	8330	8658	8552	222	2.7	32218	34375	6.7
3	Intt. Paid on Borrowings	135	191	254	119	88.5	552	654	18.4
4	Others	170	359	375	204	119.9	1384	1333	-3.6
5	Operating Expenses (6+8)	3229	2997	3275	46	1.4	11538	11973	3.8
6	Estab. Expenses	1990	1751	1854	-136	-6.8	6963	6962	0.0
	Of Which								
	Employee Benefits (AS-15)	508	207	300	-208	-40.9	1143	854	-25.3
7	Other Operating Expenses	1239	1245	1421	182	14.7	4575	5012	9.5
8	Total Expenses (1+5)	11864	12205	12456	592	5.0	45692	48336	5.8

Profit

₹ Crore

Sl.	Parameters	Q4' FY19	Q3' FY20	Q4' FY20	YoY Variation		FY19	FY20	YoY Gr. %
					Amt.	%			
1	Interest Income	12836	13563	13859	1023	8.0	51310	53800	4.9
2	Interest Expenses	8635	9208	9181	546	6.3	34154	36362	6.5
3	Net Interest Income	4200	4355	4678	477	11.4	17156	17438	1.6
4	Other Income	1889	2405	2529	640	33.9	7377	9274	25.7
5	Operating Income	6090	6760	7207	1117	18.3	24534	26712	8.9
6	Operating Expenses	3229	2997	3275	46	1.4	11538	11973	3.8
7	Operating Profit (5-6)	2861	3763	3932	1071	37.4	12995	14739	13.4
8	Provisions	7611	4255	4629	-2981	-39.2	22971	14402	-37.3
9	Net Profit (7-8)	-4750	-492	-697	4052	-	-9975	336	-

Provisions

₹ Crore

Sl.	Parameters	Q4' FY 19	Q3' FY20	Q4' FY20		FY19	FY20
1	NPAs	9154	4445	4618		24435	14464
2	Standard Advances incl. Std. Restructured	223	-209	441		208	73
3	Depreciation on Investment	147	-106	-404		1641	-366
4	Income Tax	-2460	109	-272		-5370	403
5	Others	548	16	246		2058	-171
B	Total Provision	7611	4255	4629		22971	14402

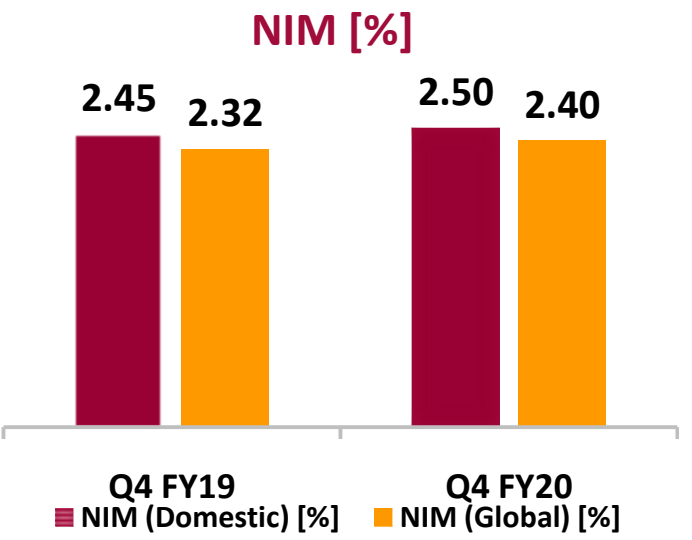
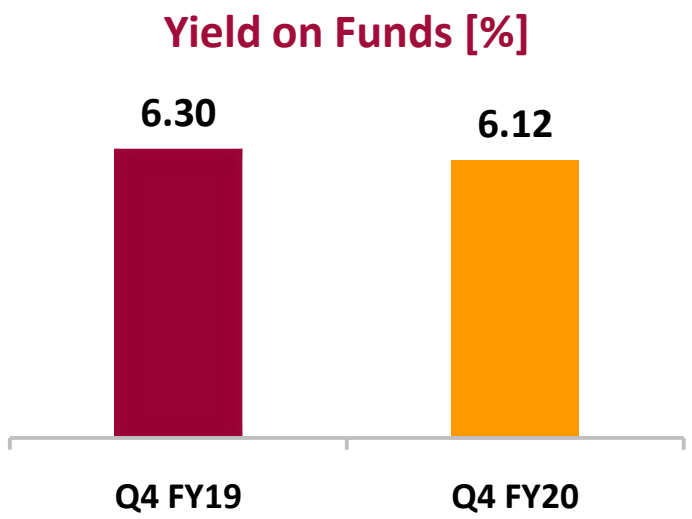
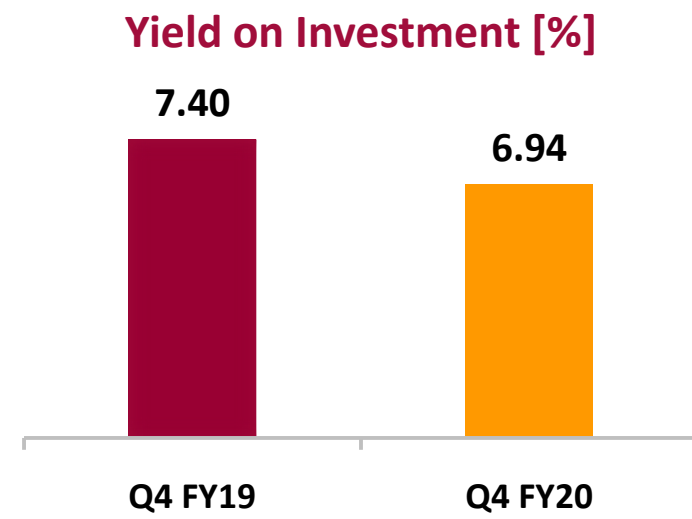
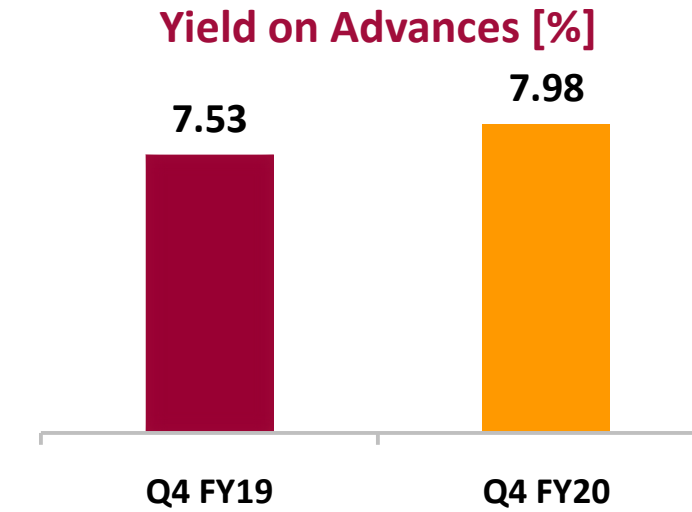
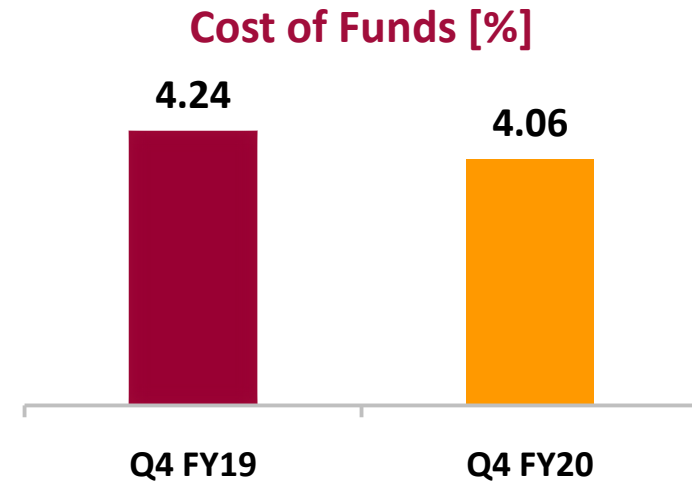
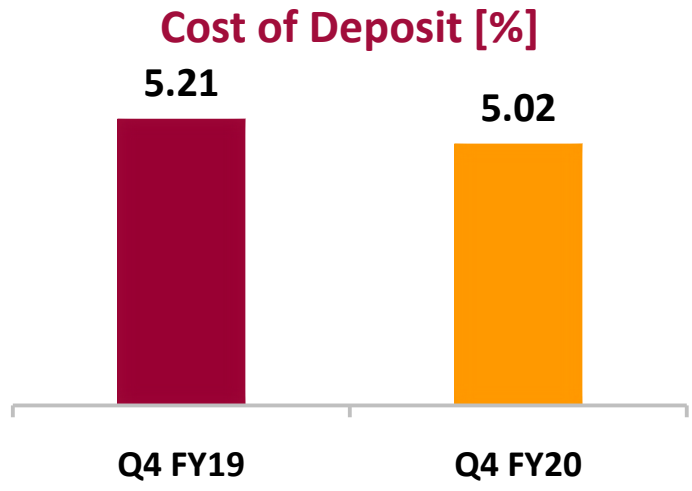
Profitability Ratios

Annualized %

Sl.	Parameters	Q4' FY19	Q3' FY20	Q4' FY20	FY19	FY20
1	Return on Assets [%]	-2.33	-0.23	-0.31	-1.25	0.04
2	Return on Net worth [%]	-46.92	-3.38	-4.91	-24.64	0.59
3	Earnings per share [₹]	-49.62	-2.95	-4.14	-30.98	0.62
4	Book Value per Share [₹]	47.2	57.74	54.43	47.2	54.43
5	Cost to Income Ratio [%]	53.02	44.33	45.44	47.03	44.82
6	Opt. Profit to AWF [%]	1.40	1.75	1.74	1.63	1.72
7	Opt. Exp. To AWF [%]	1.58	1.39	1.45	1.45	1.40

Cost & Yield Ratios (Q4)

Annualized %

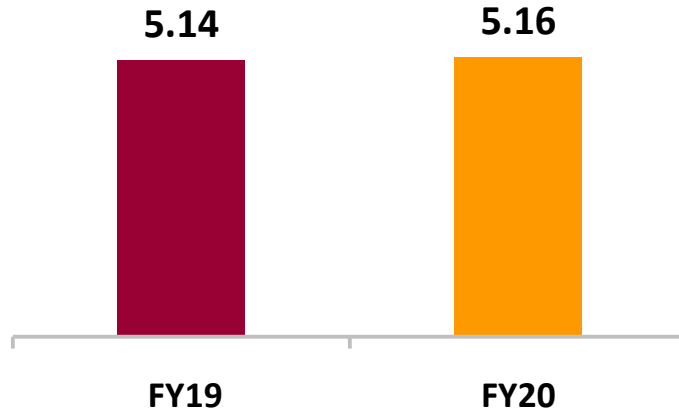


2

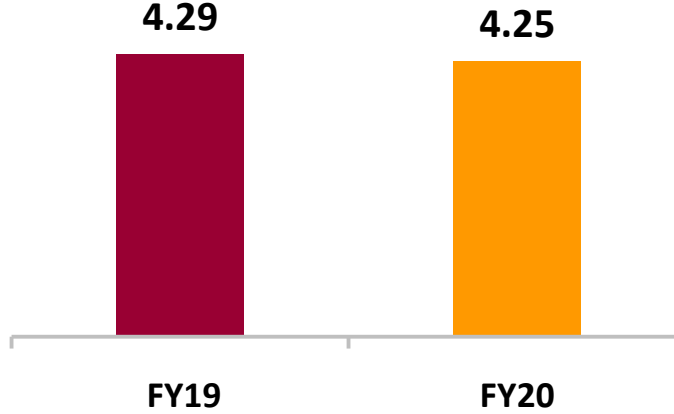
Profitability

Cost & Yield Ratios (FY)

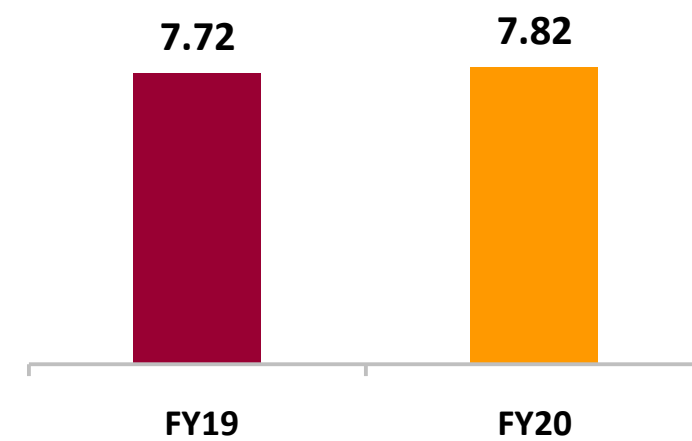
Cost of Deposit [%]



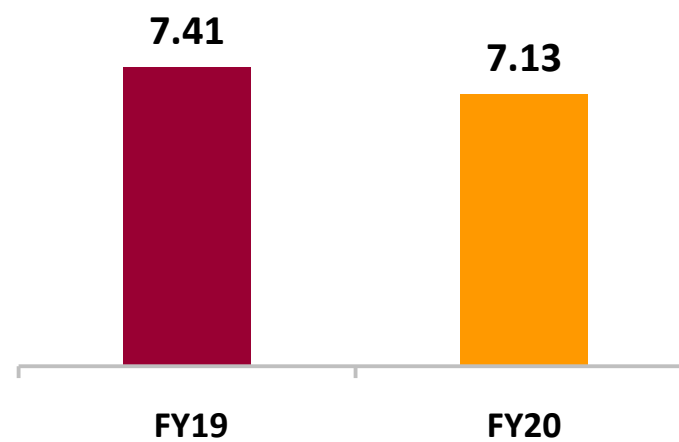
Cost of Funds [%]



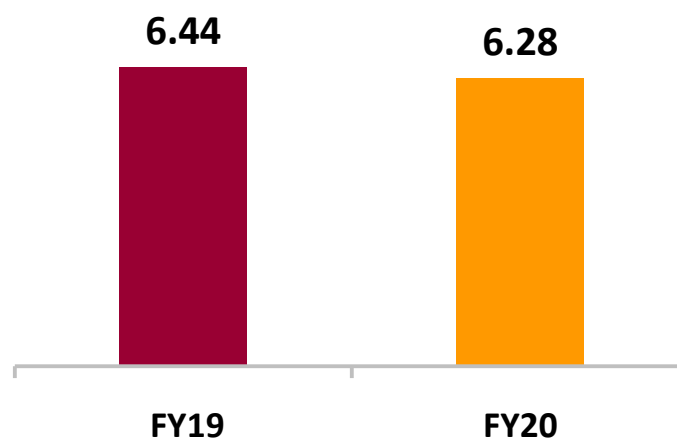
Yield on Advances [%]



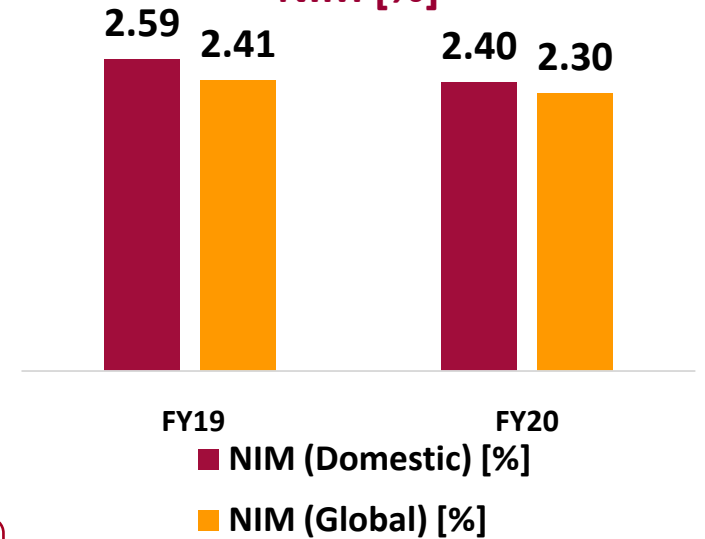
Yield on Investment [%]



Yield on Funds [%]



NIM [%]



2

Profitability

Productivity

₹ in lakhs

Sl.	Parameters	Mar'18	Mar'19	Mar'20
1	Business per Employee	1473	1680	1821
2	Business per Branch	14624	15650	16259
3	Operating Profit per Employee	14.84	19.96	23.44
4	Operating Profit per Branch	147	186	209

Asset Quality Classification: Advance

₹ Crore

Sl.	Parameters	Mar'18		Mar'19		Mar'20		YoY Variation	
		O/S	Share%	O/S	Share%	O/S	Share%	Amt.	Var. %
1	Standard	384677	81.6	427722	84.5	443450	85.8	15728	3.7
2	Gross NPA	86620	18.4	78473	15.5	73479	14.2	-4994	-6.4
2a	Sub-Standard	22289	4.7	14053	2.8	12532	2.4	-1521	-10.8
2b	Doubtful	51708	11.0	51657	10.2	50291	9.7	-1366	-2.6
2c	Loss	12623	2.7	12763	2.5	10656	2.1	-2107	-16.5
	Total Advances(1+2)	471297	100	506194	100	516929	100.0	10735	2.1

Movement of NPA

₹ Crore

Sl.	Parameters	Mar'19 (Q4FY19)	Dec'19 (Q3FY20)	Mar'20 (Q4FY20)	FY19	FY20
1	NPA as at the beginning of Year	77733	79458	76809	86620	78473
2	-Cash Recovery	2518	5043	2922	12165	10782
3	-Up-gradation	1064	1601	1121	3633	1598
4	-Write Off	2981	3403	4308	12253	13365
5	Total Reduction (2+3+4)	6562	10047	8351	28051	25745
6	Fresh Addition	7302	7398	5020	19904	20751
	-Fresh slippages	6710	6783	3850	16616	18235
	-Debits in existing NPA A/cs	592	615	1170	3288	2516
7	Gross NPAs at end of the period	78473	76809	73479	78473	73479
8	Eligible Deductions incl. Provisions	48435	46290	46260	48435	46260
9	Net NPAs	30038	30519	27219	30038	27219
10	Recovery in written-off A/cs	545	1194	1006	1808	3095

NPA Ratios

Sl.	Parameters	Mar'18	Mar'19	Dec'19	Mar'20
1	Gross NPA (%)	18.38	15.50	16.30	14.21
2	Net NPA (%)	11.24	6.56	7.18	5.78
3	Provision Coverage Ratio (%)	58.42	74.50	75.27	77.79
4	Provision Coverage Ratio (%) (Exc TWO)	43.80	61.72	60.27	62.96
5	Credit Cost (%)	7.38	5.18	2.59	2.86

Movement of Std. Restructured Advances

₹ Crore

Sl	Parameter	Mar'18	Mar'19	Mar'20
A	Opening Balance	11932	5235	3102
B	Total Addition	476	675	1246
1	Fresh Restructuring	319	565	1176
2	Up-gradation	156	110	70
C	Reduction	7173	2808	851
1	In eligible	1038	2056	504
2	Down-gradation to NPA	4169	629	321
3	Exit/Failure	1966	123	26
	Closing Balance (A+B-C)	5235	3102	3497

Sector wise Std. Restructured

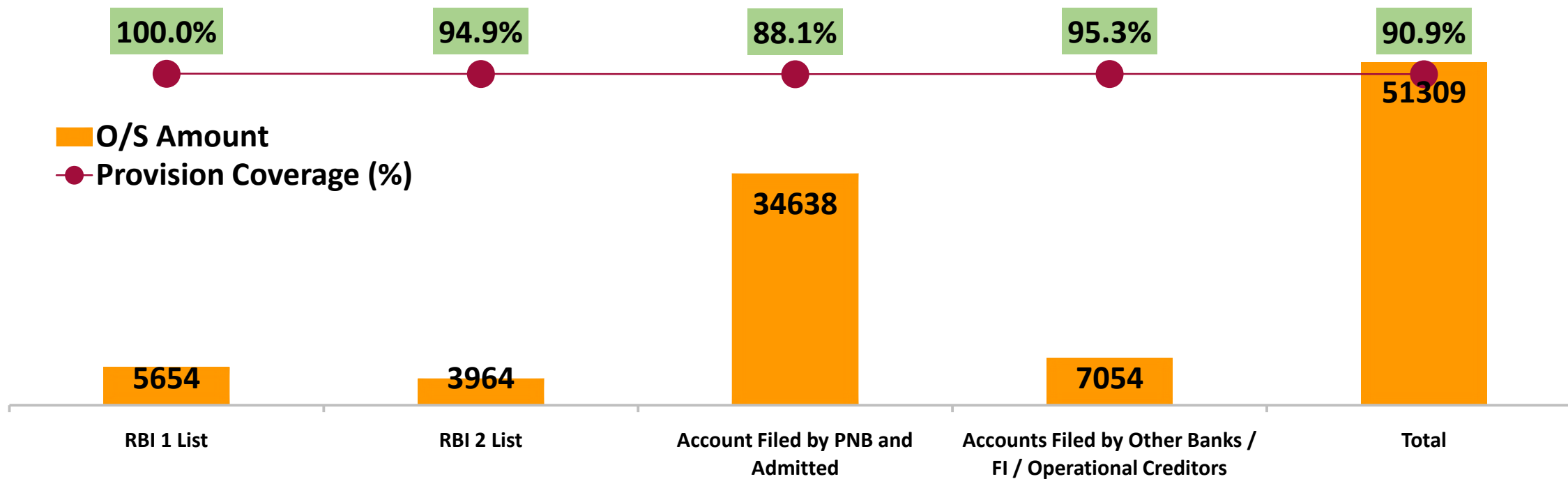
₹ Crore

Sl.	Parameter	Mar'18	Mar'19	Mar'20
A	Retail Loans	-	-	-
B	Agriculture & Allied	1374	1360	1268
C	MSME	277	622	1762
D	Corporate & Others	3584	1120	467
	Total	5235	3102	3497

Exposure to NCLT accounts: 31st Mar 2020

₹ Crore

Sl.	Parameters	Accounts	Balance	Provision	PCR%
1	RBI list 1	5	5654	5654	100
2	RBI list 2	11	3964	3761	95
3	Filed by other Lenders	239	34638	30521	88
4	Filed by PNB	80	7054	6722	95
5	Total	335	51309	46657	91



NPA classification: Industry wise

₹ Crore

Sl.	Parameters	Mar'18		Mar'19		Mar'20		YoY variation
		GNPA	GNPA%	GNPA	GNPA%	GNPA	GNPA%	Amount
1	Food Processing	2378	22.1	2041	20.2	1945	18.9	-96
2	Textiles	1787	17.4	1762	19.0	1844	23.6	82
3	Chemical & Chemical Products	959	15.1	883	18.4	539	3.1	-344
4	Cement & Cement Products	822	54.5	896	54.3	108	10.8	-788
5	Basic Metal & Metal Products	16341	61.4	10738	48.3	6745	26.3	-3993
	-Iron & Steel	15657	64.2	10027	49.6	6110	25.7	-3917
6	Paper & paper products	318	25.4	169	15.6	102	10.9	-67
7	Petroleum	22	0.3	354	4.9	351	7.7	-2
8	Engineering	2064	42.2	1900	43.5	1802	45.7	-97
9	Vehicles & Vehicle parts	98	14.8	421	40.0	101	13.3	-321
10	Construction	1077	28.2	678	26.3	419	31.5	-259
11	Infrastructure	22295	31.6	18246	25.1	16239	22.6	-2007
	-Power	13642	41.9	11346	30.9	8183	25.5	-3163
	-Tele-Communication	4005	33.7	4674	33.2	3677	27.8	-997
	-Roads & Ports	2483	13.6	1204	7.5	3674	16.9	2470
	-Others	2165	27.8	1022	17.7	705	14.3	-317
12	Others	14111	46.5	12626	41.3	11375	36.0	-1251
	Total	62272	35.5	50714	30.3	41569	23.4	-9144

NPA Classification: Sector Wise

₹ Crore

Sl.	Parameters	Mar'18				Mar'19				Mar'20			
		O/S	GNPA	GNPA%	Slippages (Q)	O/S	GNPA	GNPA%	Slippages (Q)	O/S	GNPA	GNPA%	Slippages (Q)
1	Global Gross Advances	471297	86620	18.3	30377	506194	78473	15.5	6710	516929	73479	14.2	3850
2	Overseas Advances (Gross)	42831	2772	6.4	382	16382	1748	10.7	0	21883	2792	12.8	0
3	Domestic Advances	428466	83848	19.6	29996	489812	76724	15.7	6710	495045	70686	14.3	3850
3a	Retail Loans	62336	2971	4.8	869	78656	3033	3.9	429	83479	3479	4.2	428
3b	Agriculture & Allied (PS+NPS)	90009	9890	11.0	1973	100120	11928	11.9	2186	86121	13464	15.6	376
3c	MSME	81502	13243	16.2	4446	79037	13878	17.6	1878	70541	13798	19.6	1982
3d	Corporate & Others	194619	57744	29.7	22708	231999	47885	20.6	2217	256390	39946	15.7	1064

Retail Sector NPA

₹ Crore

Sl.	Parameters	Mar'18			Mar'19			Mar'20		
		O/S	GNPA	GNPA%	O/S	GNPA	GNPA%	O/S	GNPA	GNPA%
1	Total Retail Credit	62336	2971	4.8	78656	3033	3.9	83479	3479	4.2
	<i>of which</i>									
2	Housing	36003	1449	4.0	44874	1531	3.4	51267	1849	3.6
3	Mortgage	6220	289	4.6	8150	305	3.7	9191	328	3.6
4	Car/Vehicle	5934	371	6.2	5745	372	6.5	5480	396	7.2
5	Education	5220	726	13.9	5586	695	12.4	5843	775	13.3
6	Others	8958	136	1.5	14300	130	0.9	11697	132	1.1

Position of SMA 2

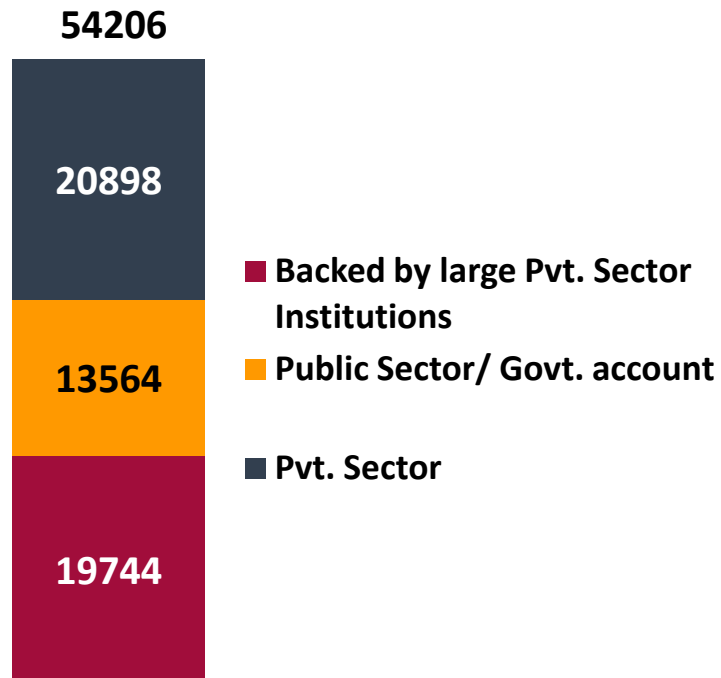
₹ Crore

Parameter	Mar'19	Jun'19	Sep'19	Dec'19	Mar'20
SMA2	14120	24650	21165	19361	9608
SMA2 as % to Dom. Advances	2.8	5.3	4.5	4.3	1.9

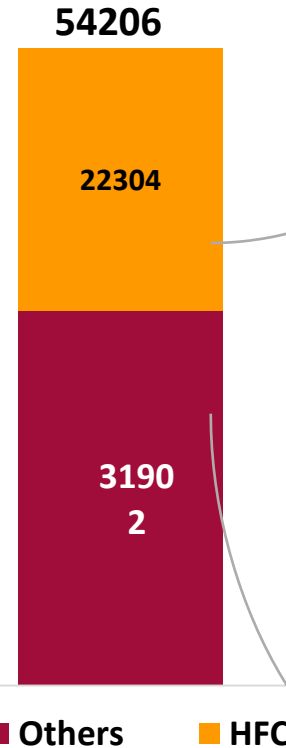
Exposure to NBFC as on 31.03.2020

₹ Crore

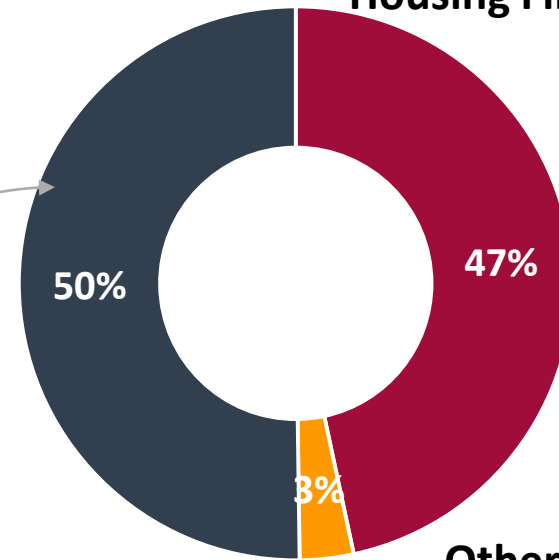
NBFC Portfolio



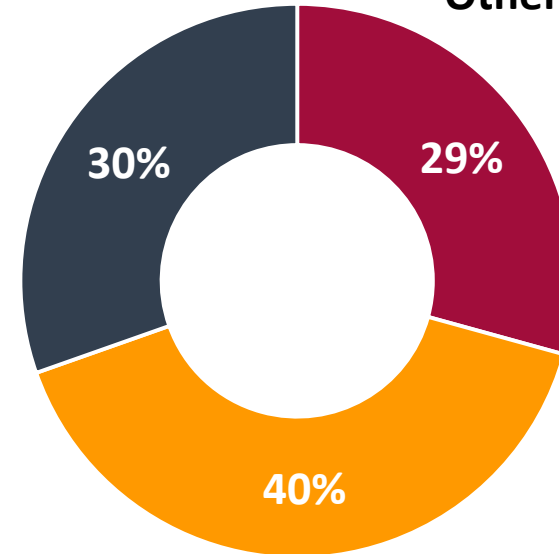
NBFC Breakup



Housing Finance



Others



External Rating wise portfolio		
NBFC	O/S	% Share
AAA	34764	64.2%
AA	14244	26.3%
A	2788	5.1%
BBB & Below	2410	4.4%
Total	54206	100%



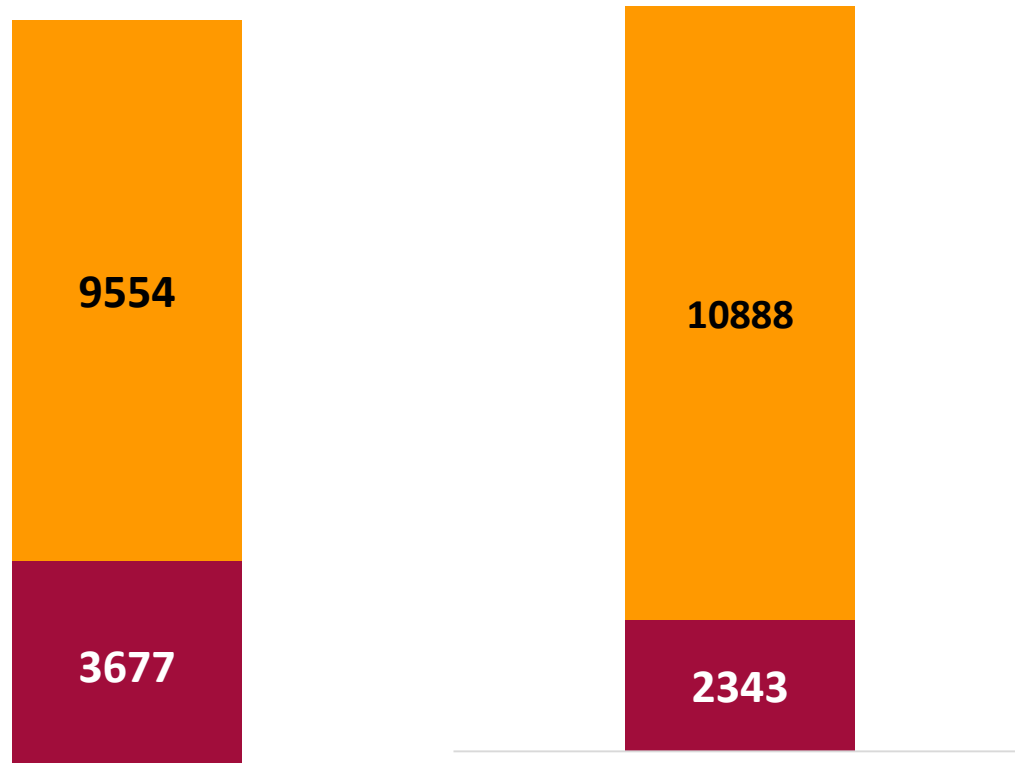
Asset Quality

Telecom Sector as on 31.03.2020

₹ Crore

Telecom Classification

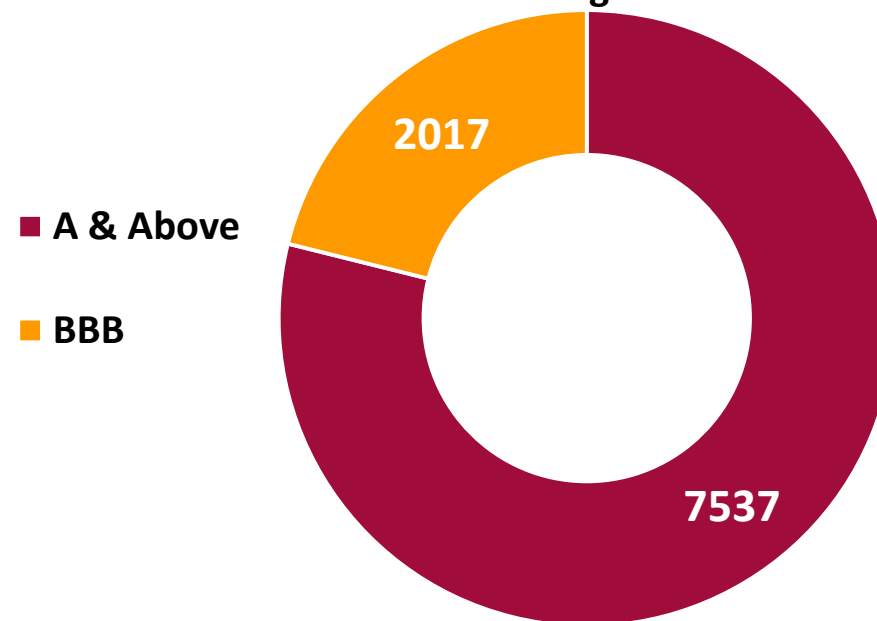
13231



■ NPA ■ STD

■ PSU ■ Pvt.

External Rating Std Portfolio



■ A & Above

■ BBB

Power Sector as on 31.03.2020

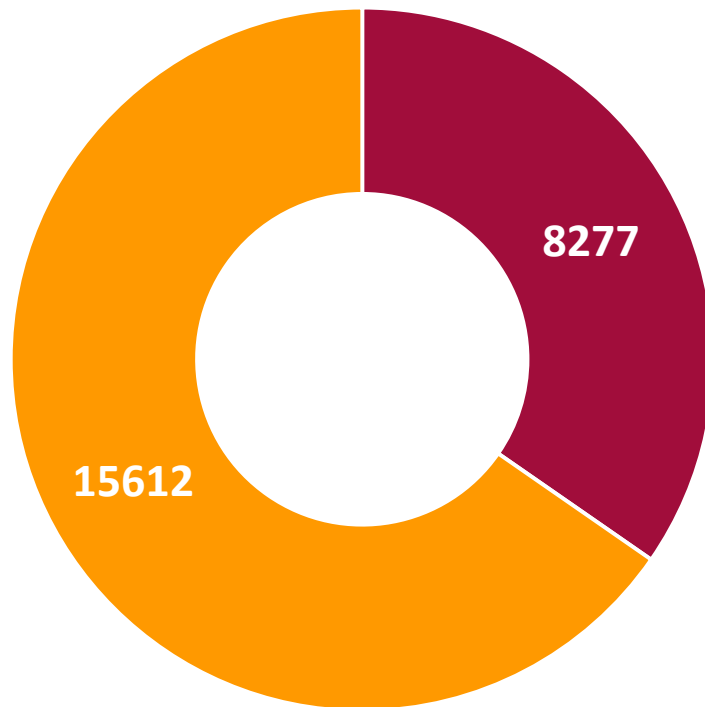
₹ Crore

Power Classification



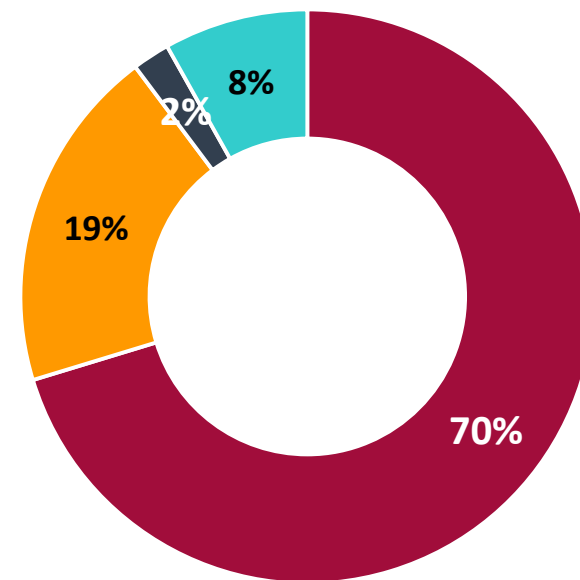
■ Standard ■ NPA

Standard Breakup



■ Public ■ Private

External Rating of standard portfolio



■ A & Above ■ BBB, BB & B ■ C & D ■ Unrated

External Rating Outstanding Portfolio

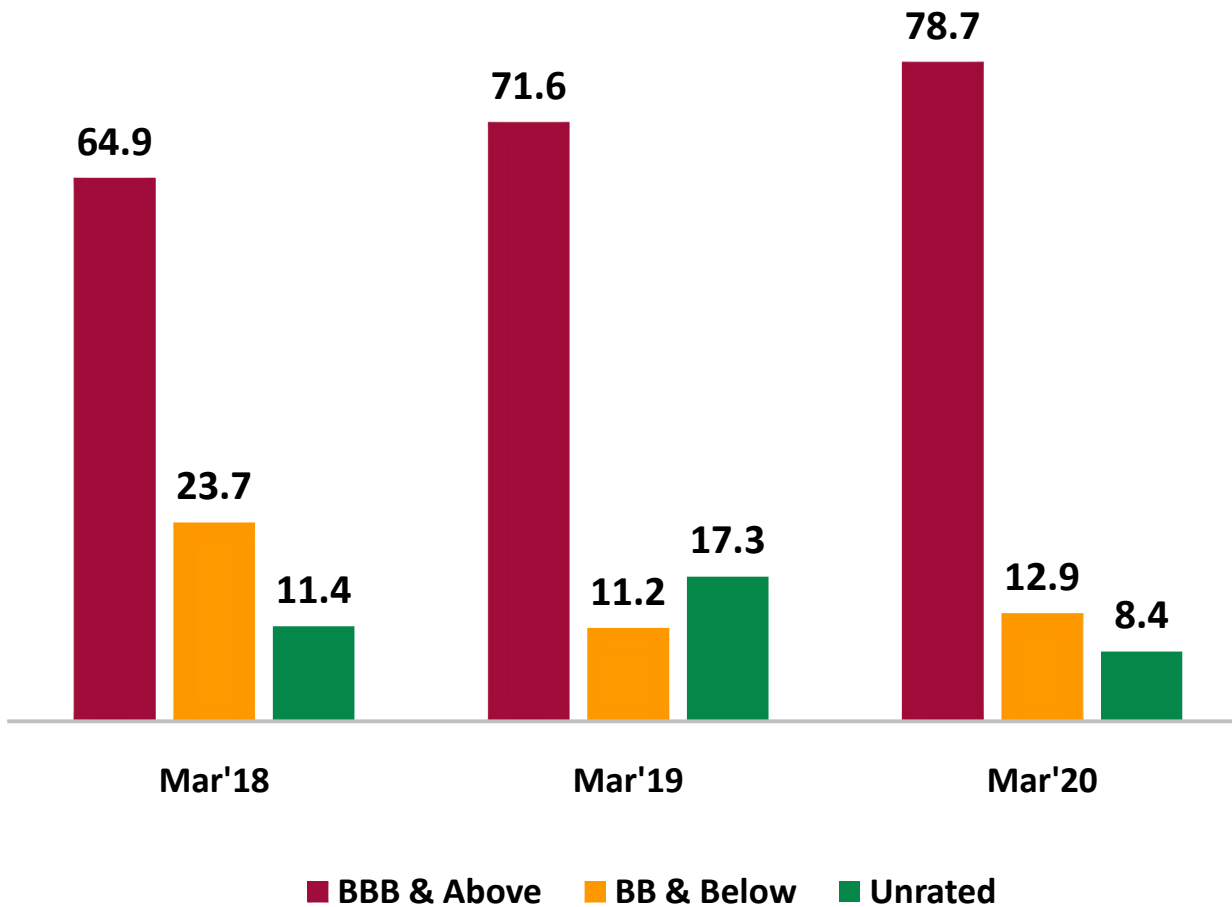
₹ Crore

Sl	Rating Grade	Mar'18	% Share Mar'18	Mar'19	% Share Mar'19	Mar'20	% Share Mar'20
1	AAA & AAA+	40676		65839		79873	
2	AA	18596	47.8%	36886	59.8%	39118	68.3%
3	A	18512		22393		23666	
4	BBB	27872	17.1%	24597	11.8%	21743	10.4%
5	BB	19221		12713		14828	
6	B	8880	17.4%	4403	8.3%	7770	10.9%
7	C	240		198		111	
8	D	10296	6.3%	6017	2.9%	4247	2.0%
9	Unrated	18475	11.4%	36176	17.3%	17434	8.4%
	Total	162769	100%	209222	100%	208790	100%

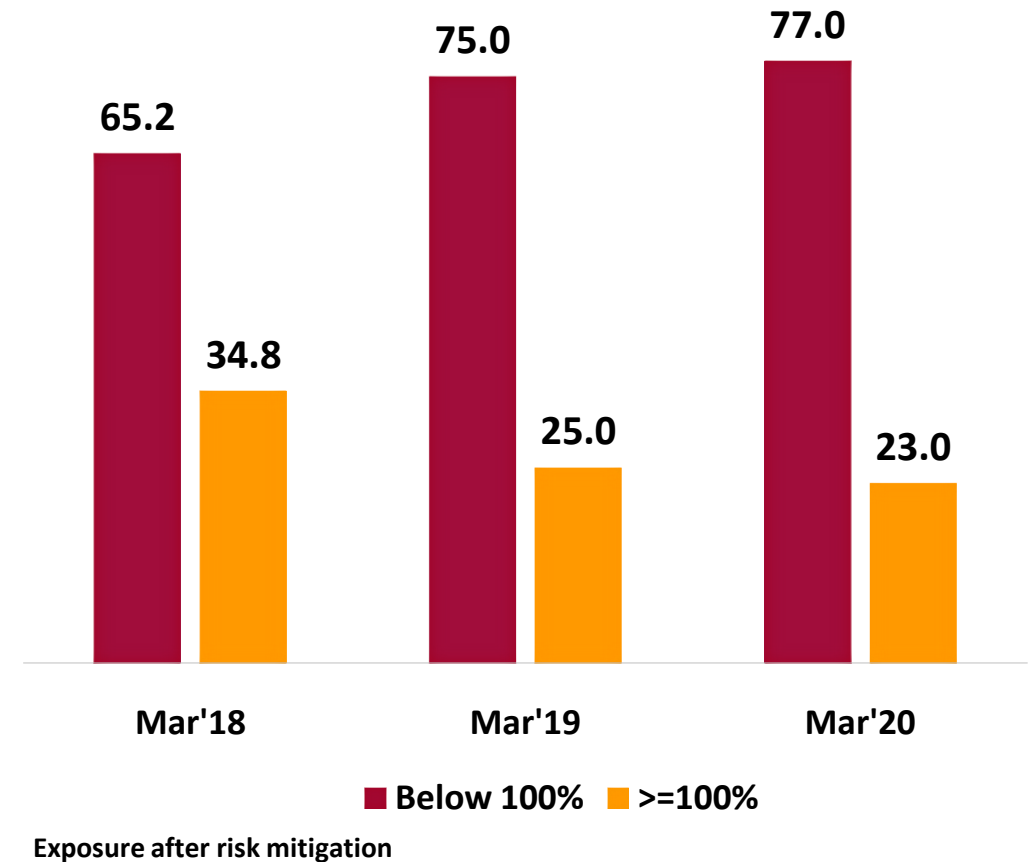
Portfolio: Rating Wise

(in %)

External Rating O/S Standard Portfolio



Risk Weight wise Portfolio



Exposure after risk mitigation



Asset Quality

Capital Adequacy (Basel III)

₹ Crore

Sl.	Parameters	Mar'18	Mar'19	Mar'20
1	Tier I	32267	30309	49108
	Common Equity	26971	25107	44116
	Additional Tier I	5296	5202	4992
2	Tier II	9413	9057	9226
3	Total (Tier I+II)	41680	39366	58334
4	Risk-weighted Assets	453070	404622	412628
1	Tier I %	7.12	7.49	11.90
	Common Equity %	5.95	6.21	10.69
	Additional Tier I %	1.17	1.29	1.21
2	Tier II %	2.08	2.24	2.24
3	Total (Tier I+II) %	9.20	9.73	14.14

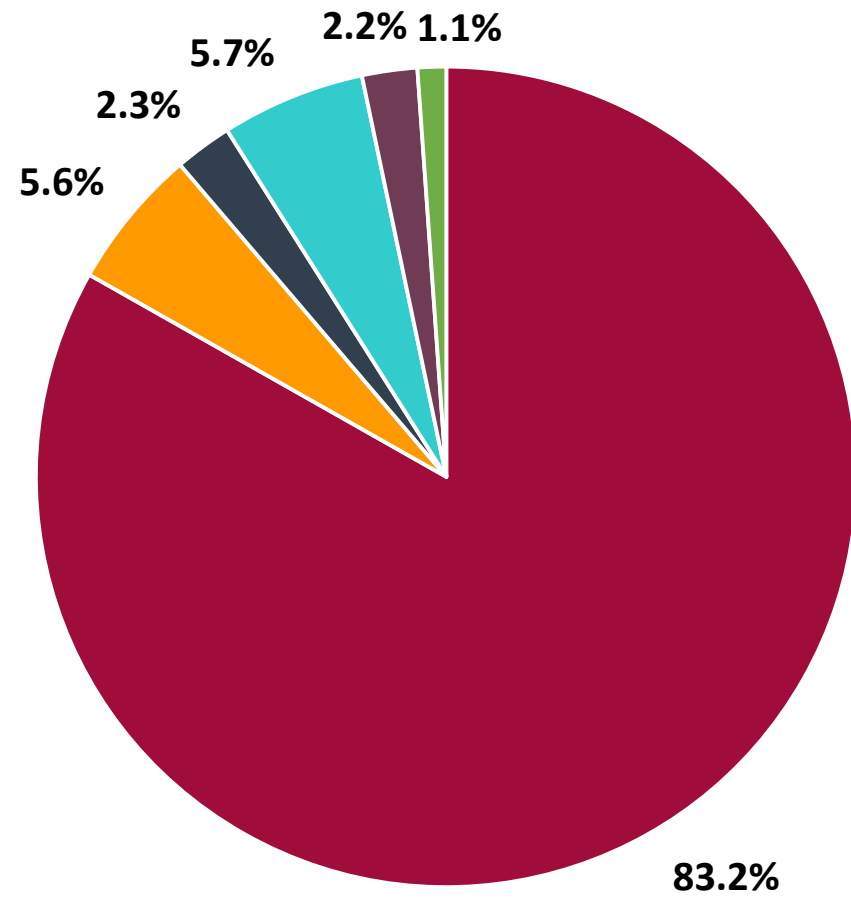
Capital Optimization

₹ Crore

Sl.	Parameters	Mar'19	June'19	Sep'19	Dec'19	Mar'20
1	Credit RWA (Includes NFB RWA)	331929	329591	329747	334769	334835
	<i>Of which Credit RWA (FB)</i>	264271	259531	250141	254057	254547
2	Market RWAs	34382	34019	38296	36867	37771
3	Operational RWAs	38310	40022	40022	40022	40022
4	Total RWAs	404621	403632	408065	411658	412628
5	Global Credit Exposure	602905	568782	584920	580063	631290
6	Credit Exposure (Domestic FB)	528134	492537	498158	500254	543398
7	RWA/Advances	67.11%	70.96%	69.76%	70.97%	65.36%
8	Credit RWA Density (Domestic FB)	50.0%	52.7%	50.2%	50.8%	46.8%
9	Total NFB O/S	56520	55802	54620	63442	66940
10	NFB RWA	21070	22977	23859	23755	24592
11	Leverage Ratio	3.72%	3.89%	5.95%	5.73%	5.82%

Share holding Pattern

Mar'20



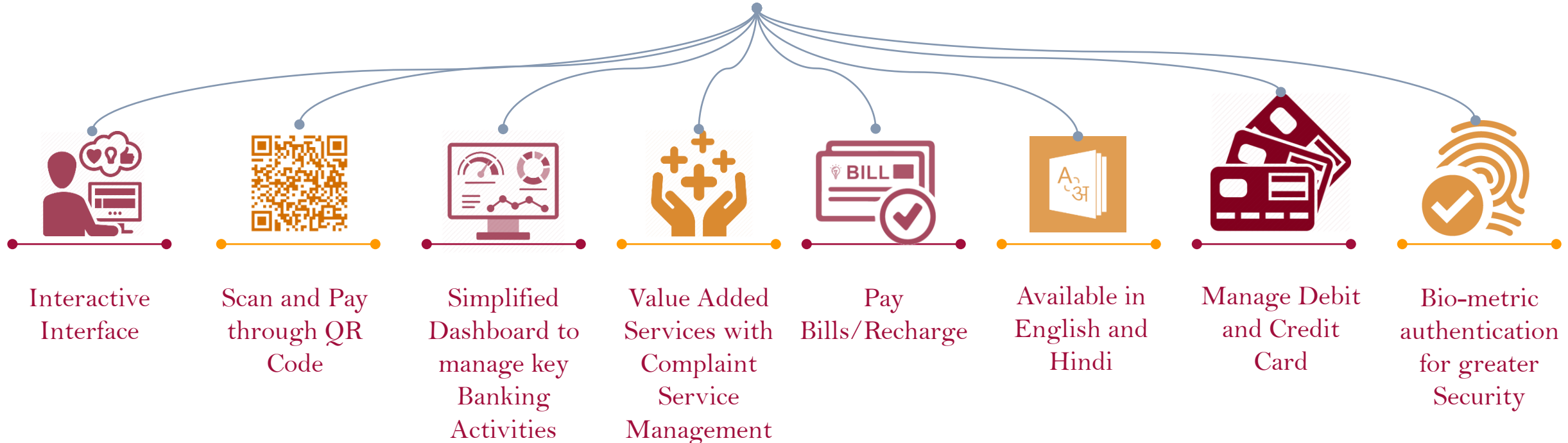
- Govt. of India
- FIs/Banks/Insurance
- Mutual Funds
- Resident Individual
- FIIs
- Non-institutions

PNB One: 'One for All' 'All for One'

Unified Mobile application with advanced features



pnb one
just one app



Expanding Digital Footprints



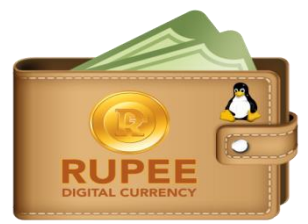
▲ PIHU
PNB's Instant Help for yoU
Available on IBS & MBS



▲ UPI txns
43.68 Crore
YoY Gr 150%



▲ PoS
Total Installed
86823
YoY:21.65%



▲ PNB E-Rupaya
Digital Solution in Villages without internet connectivity



▲ Internet Banking
Users Crossed
179.51 Lakh
YoY Gr: 13.5%



▲ Credit Card
Total issued
346663



▲ Bharat/BHIM QR Code
Total Installed
170334
YoY Gr: 141%

Transactions

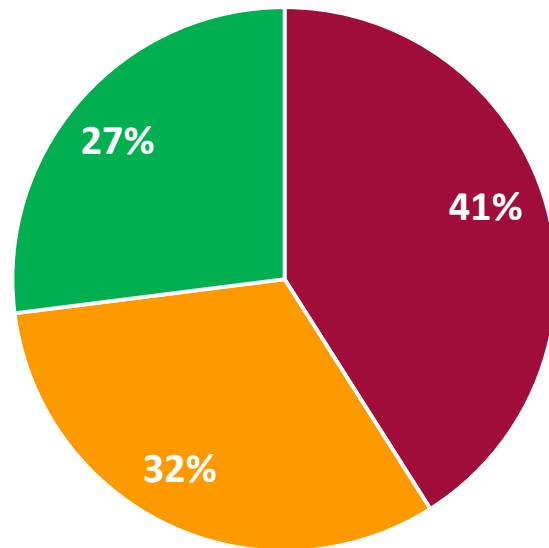
Sl.	Parameters	Q4 FY'19		Q4 FY'20	
		Transaction (in lakhs)	% Share to Total Transaction	Transaction (in lakhs)	% Share to Total Transaction
1	ATM	830	17.6	893	13.7
2	POS	76	1.6	471	7.2
3	Internet Banking	47	1.0	60	0.9
4	Mobile Banking	7	0.1	12	0.2
5	UPI	801	17.0	1370	21.1
6	IMPS	22	0.5	29	0.4
7	RTGS & NEFT	149	3.2	147	2.3
8	Cash Deposit Kiosk	59	1.3	56	0.9
	Total ADC (1 to 8)	1991	42.2	3038	46.7
9	Branches & Others	2727	57.8	3465	53.3
	Total Transaction	4718	100.0	6503	100.0

Alternate Delivery Channels

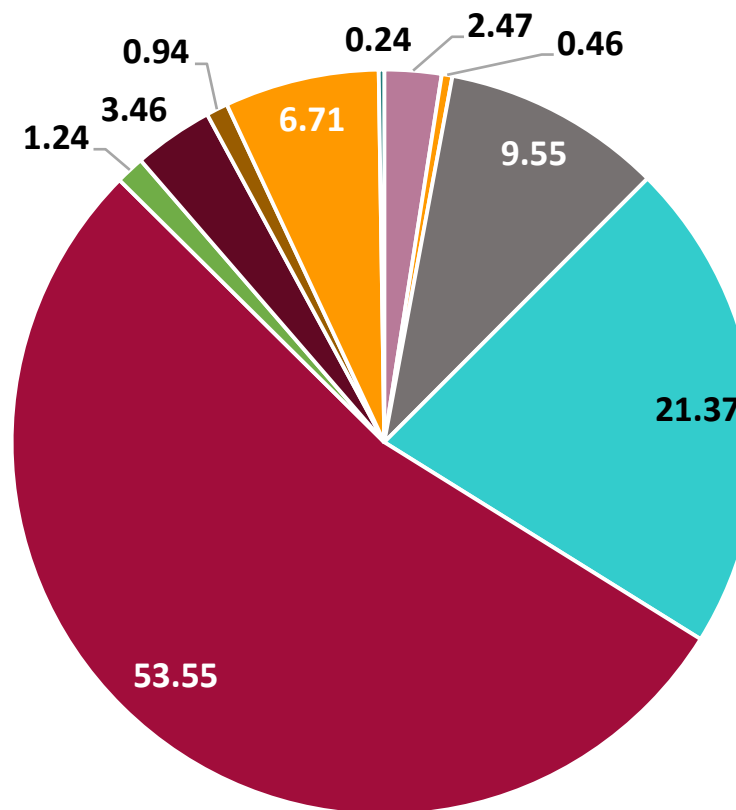
73% of financial transactions are through ADC in FY20

Transactions on various digital channels

Transaction share%



- Digital Transaction
- ATM Withdrawal
- Other Transaction



- Internet Banking
- Mobile Banking
- AEPS
- Debit Card
- UPI
- IMPS
- NACH
- Credit Card
- NEFT/RTGS
- Others

Social Media Presence



9.24 lakhs



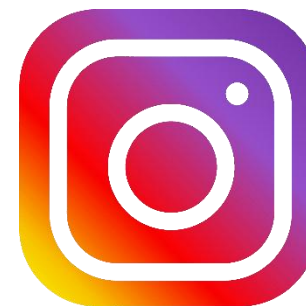
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150572

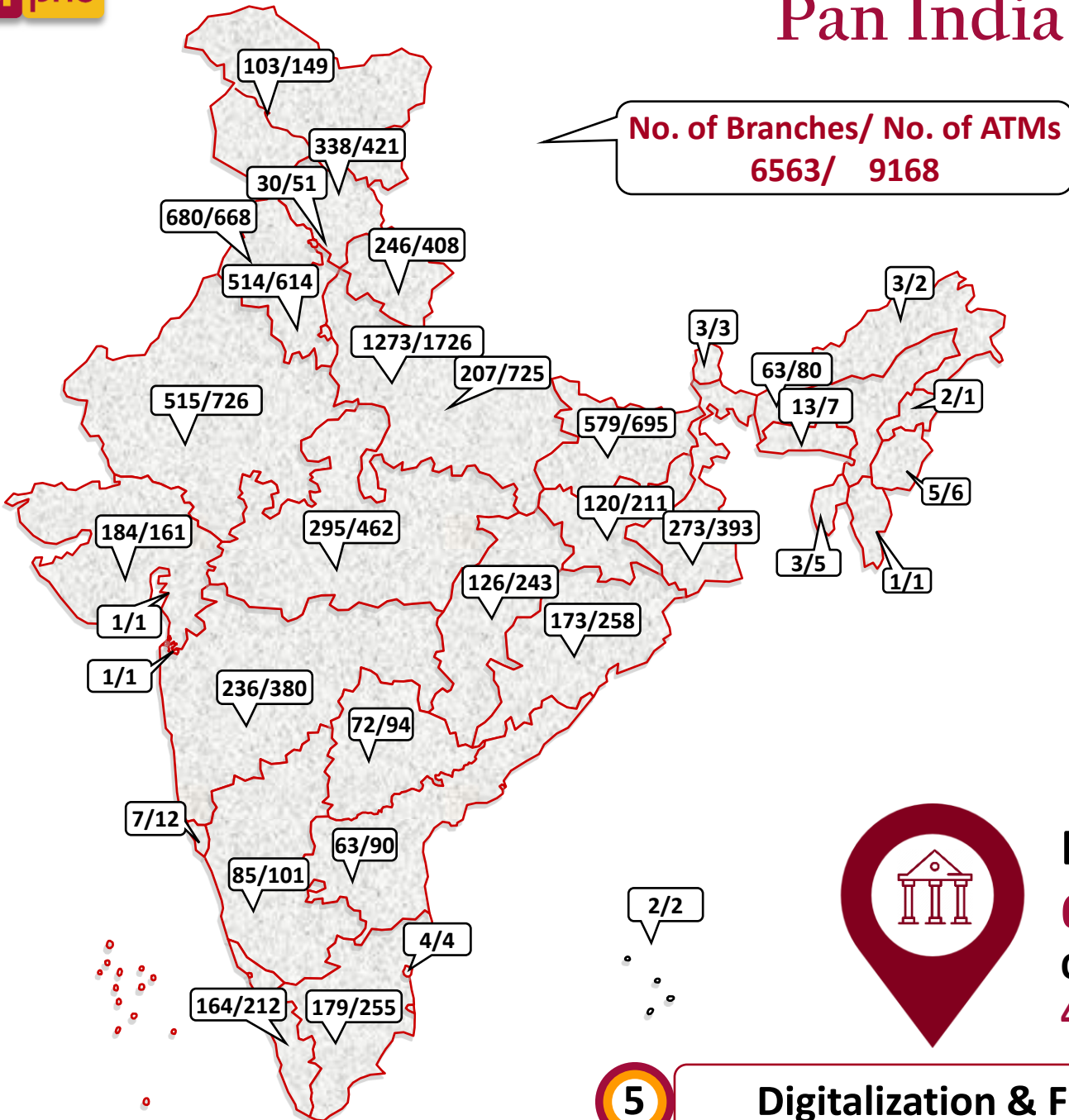


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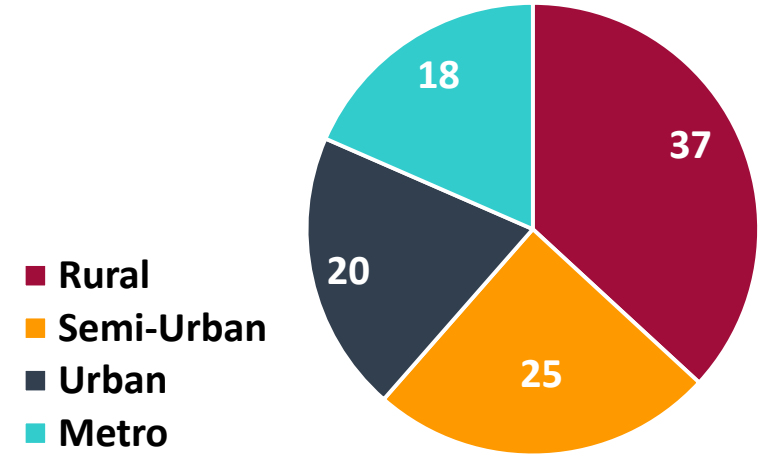


32243

Pan India Presence



Population Group wise Break up of Dom. branches



Branches
6563
Other Offices
477



ATM
9168



BCs
7500

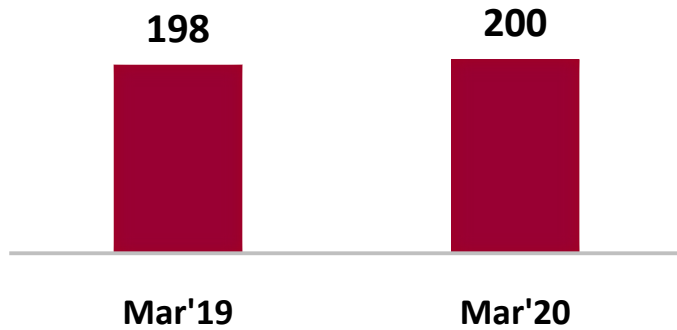


Digitalization & Financial Inclusion

Financial Inclusion : Profitable Business Proposition

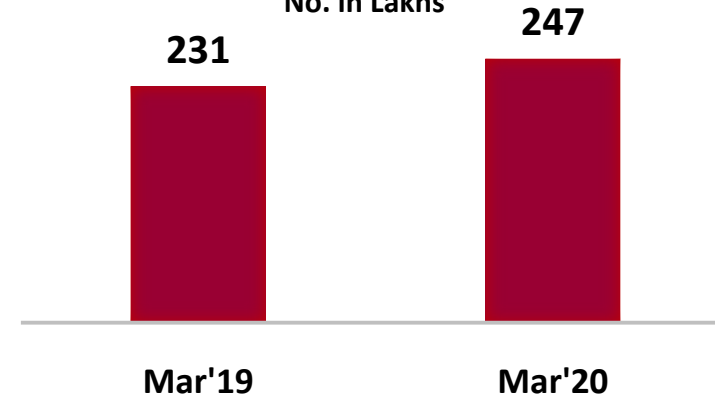
PMJDY Accounts

No. in Lakhs



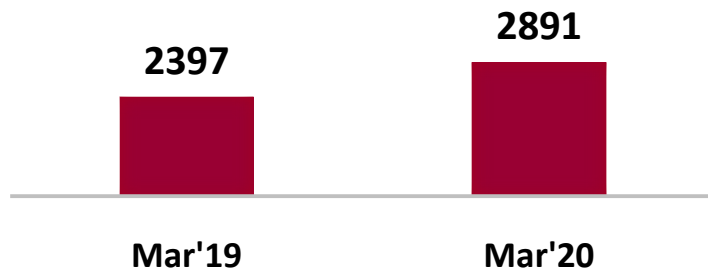
No. of DBT Txns (Quarterly)

No. in Lakhs



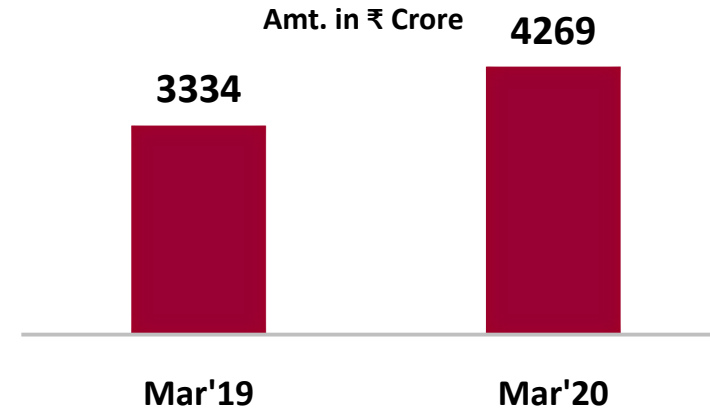
PMJDY Avg. Balance

Amt. in ₹



Deposit Mobilized by BCs

Amt. in ₹ Crore



Sl.	Jansuraksha Schemes Enrollment Up To	No. in Lac	
		Mar'19	Mar'20
1	Pradhan Mantri Jeevan Jyoti Bima Yojana	15.7	17.5
2	Pradhan Mantri Suraksha Bima Yojana	69.6	74.0
3	Atal Pension Yojana	4.1	5.1

Covid-19 Measures taken to proactively manage risks

Credit Risk Rating Models

Key focus area: Use of In-house developed Credit Risk Rating Models for independent risk assessment for Corporate Borrowers

Covid Response/ Readiness: Dynamic Review Rating of Borrowers/Industries impacted due to Covid -19 pandemic to capture increased riskiness in the portfolio.

Scoring Models

Key focus area: Use of In-house developed Scoring Models for Retail/MSME/Farm Sector for independent risk assessment for Retail Borrowers.

Covid Response/ Readiness: Bureau scores impact taken into Scoring Models for tracking delinquencies/new enquires. Behaviour Score Model is in place for assessing impact on transactional behavior changes

Early Warning Signals

Key focus area: Use of In-house developed Early warning Signal + Preventive Monitoring System to address the issue of monitoring of causes of build-up of stress in assets.

Covid Response/ Readiness: The system covers comprehensive 127 early warning signals including 42 RBI prescribed signals for capturing build up stress in borrowers due to Covid-19 pandemic.

Credit Policy

Key focus area: Lending in Thrust Areas i.e. Retail, Segment, Priority Sector & MSMEs

Covid Response/ Readiness: Readiness to support economic reversal and growth.

Readiness during COVID-19

Employees

- Quick Response Team created at different level to deal with situation.
- Staggered working hours and Work from Home were exercised wherever feasible.
- Person with disabilities were exempted for physically attending offices.
- Compensation to staff in case of untimely Death due to Covid.

Operations

- Bank's operations were intact during lockdown
- 94% branches were operational*
(on any given day)
 - 90% ATMs were operational*
(on any given day)
 - Alternate Digital Channels were fully operational.
 - Extensive use of Video Conferencing for internal operations.

**Closure due to declaration of containment zone/strict lockdown by authorities.*

Customers

Special Credit Scheme:

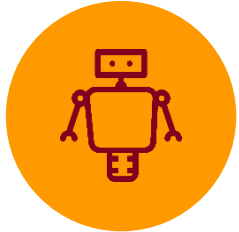
- Guaranteed emergency credit Loan/Covid-19 Emergency Credit Facility/liberalized working capital assessment.
- PNB Kisan Tatkal Rin Yojana: An instant credit for farming community
- SHG Covid Tatkal Sahayata Rin.
- Personal Loan Scheme for Public (PNB Sahyog COVID) and for Pensioners (PNB Aabhar COVID) for meeting emergent consumption or medical need because of COVID 19 outbreak.
- Rs. 17000 crore loan sanctioned related to COVID-19.

New FinTech Initiatives

Alliance Partners



Thumb work Technologies:
Walnut: Expense Manager which also facilitates fund transfer via PNB UPI services.
 UPI handle: pnbpay



Oracle: Chatbot Solution: PIHU integrated with PNB Net Banking and PNB ONE to resolve customer queries.



India Innovation (KITE): PNB KITE: Co branded Prepaid Card with two flavors i.e. Corporate Card and Gift Card



NSCSPL (E Rupaya): Closed group card setup for small transactions. It can work in offline mode.

6

Way Forward

Use of Data Analytics

Sales Targeting

Business growth through targeted leads for financial products



To develop Early Warning System using Machine Learning algorithms in the areas of Operations, Risk, Products and Processes using transactional and behavioral analytics.

Process Improvisation

Preventing Revenue Leakages by improving process



Targeted potential leads for Cross / Up Sell of Retail, wealth management products and Credit Cards to 8.75 lakh individual customers who received Income Tax Refund during FY 2018-19 and 2019-20

Use of Enriched Data

Potential Takeover leads of Housing loans for Rs. 25980 Cr using CICs drawn by the branches during last 2 years



Deploy Dynamic Risk rating models using external data sources and manage fraud risk through advanced analytics solution.

Performance of Subsidiaries, Joint Venture and Associates

₹ Crore

Type	Name of the entity	Country of Incorporation	Proportion of Ownership%	Results FY/9M	Total Income	Total Expenses	Gross Profit	Net Profit
Associates	PNB MetLife India Insurance Co. Ltd	India	30.00	Mar-20 (12M)	5834	5740	94	93
Associates	PNB Housing Finance LTD	India	32.65	Mar-20 (12M)	8490	7679	811	646
Subsidiaries	PNB (International) Ltd.	UK	100	Mar-20 (12M)	354	227	127	21
Subsidiaries	PNB Gilts Ltd.	India	74.07	Mar-20 (12M)	883	552	331	186
Subsidiaries	PNB Investment Services Ltd.	India	100	Mar-20 (12M)	8	7	1	1
Subsidiaries	Druk PNB Bank Ltd.	Bhutan	51.00	Dec-19 (12M)	120	95	25	19
JV	Everest Bank Ltd.	Nepal	20.03	July 19 - April-20 (9M)	248	173	75	53
Associates	JSC Tengri Bank.	Kazakhstan	41.64	Dec-19 (12M)	243	257	23	-14
RRBs	Consolidated		35.00	Mar'20 (FY)	7183	6981	1368	141



Parameter	FY2019	Q4-2019	Q3-2020	Q4-2020	FY2020
Total Income	6367	2346	1862	1136	5834
Total Expenses	6215	2273	1833	1088	5740
Operating profit	152	73	29	48	94
Net Profit	143	73	29	48	93
Capital adequacy ratio/ Solvency Ratio	197%	197%	197%	189%	189%

PNB Housing Finance LTD

₹ Crore



Parameter	FY2019	Q4-2019	Q3-2020	Q4-2020	FY2020
Loans and advances	74288	74288	69194	66628	66628
Deposits	14023	14023	16470	16132	16132
Capital adequacy ratio	13.98	13.98	17.06	17.98%	17.98%
Total Income	7683	2148	2075	1952	8490
Total Expenses	5949	1603	1777	2279	7679
Operating profit	1734	545	298	-327	811
Net Profit	1192	380	237	-242	646

PNB (International) Ltd.

₹ Crore



Parameter	FY'2019 (Audited)	Q4'2019	Q3'2020	Q4'2020	FY'2020 (Unaudited)
Loans and advances	6339	6339	6512	6399	6399
Deposits	5003	5003	5266	5124	5124
Capital adequacy ratio	29.63	29.63	29.43	29.82	29.82
Total Income	323	82	56	148	354
Total Expenses	209	34	60	57	227
Operating profit	114	48	-4	91	127
Net Profit	58	56	-9	16	21

PNB Gilts Ltd.

₹ Crore



Parameter	FY2019	Q4-2019	Q3-2020	Q4-2020	FY2020
Total Income	508	146	217	276	883
Total Expenses	425	124	147	144	552
Operating profit	83	22	70	132	331
Net Profit	53	-8	57	99	186
Capital adequacy ratio	36.58%	36.58%	25.18%	32.66%	32.66%

PNB Investment Services Ltd.

₹ Crore



(A wholly owned subsidiary of Punjab National Bank)

Parameter	FY2019	Q4-2019	Q3-2020	Q4-2020	FY2020
Total Income	8.70	2.54	3.60	1.31	7.47
Total Expenses	6.29	1.65	1.52	1.89	6.71
Net interest income	2.90	0.70	0.67	0.72	2.81
Operating profit	2.41	0.89	2.08	-0.58	0.76
Net Profit	1.75	0.09	1.74	-0.48	0.57



Parameter	FY'2018 (Jan-Dec) (Audited)	Q4'2018 (Oct-Dec)	Q3'2019 (July-Sept)	Q4'2019 (Oct-Dec)	FY'2019 (Jan-Dec) (Audited)
Loans and advances	847	847	976	1091	1091
Deposits	1251	1251	1425	1430	1430
Capital adequacy ratio	17.97%	17.97%	14.89%	12.57%	12.57%
Total Income	101	29	31	30	120
Total Expenses	67	20	21	30	95
Operating profit	34	9	10	-0.46	25
Net Profit	23	6	3	0.22	19

Everest Bank Ltd

₹ Crore



Parameter	FY2019 (16.07.2018- 15.07.2019)	Q4-2019 (16.04.2019- 15.07.2019)	Q3-2020 (16.01.2019- 15.04.2020)
Loans and advances	6987	6987	7417
Deposits	8136	8136	8863
Capital adequacy ratio	13.74	13.74	12.63
Total Income	903	246	248
Total Expenses	631	172	173
Operating profit	272	74	75
Net Profit	191	52	53

JSC Tengri Bank

₹ Crore



AN ASSOCIATE
OF PUNJAB NATIONAL BANK
INDIA

Parameter	FY'2018 (Jan-Dec) (Audited)	Q4'2018 (Oct-Dec)	Q3'2019 (July-Sept)	Q4'2019 (Oct-Dec)	FY'2019 (Jan-Dec)
Loans and advances	1840	1840	1862	2075	2075
Deposits	1618	1618	1729	1732	1732
Capital adequacy ratio	11.39	11.39	13.60	14.10	14.10
Total Income	352	171	80	79	243
Total Expenses	340	183	90	84	257
Operating profit	12	-29	8	6	-22
Net Profit	4	-19	-10	-5	-14

Performance of RRB

₹ Crore

Consolidated Position	FY2019	Q4-2019	Q3-2020	Q4-2020	FY2020
Loans and advances	41683	18407	16709	18843	44200
Deposits	60804	29186	30059	30986	69452
Capital adequacy ratio	5.9	5.9	5.7	5.04	5.04
Total Income	6418	1559	1708	1887	7183
Total Expenses	6920	2128	1595	2021	6981
Operating profit	1017	137	191	444	1368
Net Profit	-418	-602	72	-86	141

RRBs:

- 1.DBGB: Dakshin Bihar Gramin Bank, Patna
- 2.SHGB: Sarva Haryana Gramin Bank, Rohtak

- 3.HPGB: Himachal Pradesh Gramin Bank, Mandi
- 4.PGB: Punjab Gramin Bank, Kapurthala
- 5.PUPGB: Prathama Uttar Pradesh Gramin Bank, Moradabad



Summary of Amalgamated Entity

PNB 2.0 - A New Beginning

Objective with a new beginning



Amalgamation Benefits for Customers



1



2



3



4

Geographical Proximity

Products & Services

Technology

Customer Centricity

1. Nationwide reach of customers with increased number of Branches/ATMs.
2. Increased number of touch points enabling trust building of customers.

1. Remodeled products with customers at the center of the overall ecosystem
2. Product range addressing new age aspirations of the customers
3. Competitive Service Charges and Rate of Interest

1. Best in Class Digital Products and Services
2. End to end Digital Journeys
3. Maximizing Alternative Delivery Channels for wider outreach of Customers.

1. Organization structure reflecting targeted customer segmentation in order to have dedicated end to end service models.
2. Organization processes supporting a single window for delivering value through integrated solutions.

Amalgamation Benefits for Investors

Scalability: Built for future growth

1. Increase in Market Share.
2. Increase in Customer Base.

Operational Efficiency

1. Increase in operational efficiency by reducing cost of lending.
2. LEAN and efficient operations

Improved Financials

1. Improvement in financials on Supplementary segments i.e. Netting off of CD Ratio of eUNI & eOBC to the levels of PNB, thus reducing Cost of Funds for eOBC & Increasing Return on Assets for eUNI segment.

Span of Control

1. Stronger Balance Sheet & controls.
2. Better risk rating curves given large scale, more experience and better models.

Enhanced Brand Name

1. Increase in Brand Value.
2. Enhanced global competitiveness.

Reduced Costs

Harmonization and Rationalization of:

1. Branches
2. ATMs
3. Vendors
4. Softwares
5. Fixed Assets
6. Systems

PNB 2.0 and Way Forward

1 ORGANISATION STRUCTURE: For improving operational efficiency: HO Divisions have been reorganized. Number of Zones & Circles has been increased to 24 and 161 respectively.

2 VERTICALIZATION: Different business and control functions have been segregated and made part of the verticals for creating focused approach for business development and improving customer service.

3 CREDIT DELIVERY MODEL: It is structured in 4 tiers model:
1. 23 LCB/ELCBs for focus on Accounts above Rs. 50 Cr. **2.** 116 MCCs for accounts above Rs. 1 cr to upto Rs. 50 Cr. **3.** 135 PNB Loan Point (RAM/ iRAM) for Retail, Agriculture and MSME credit from above Rs.10 lac to upto Rs. 1 Cr. **4.** General Banking Branches.

4 CUSTOMER ACQUISITION CENTRES: 50 Customer Acquisition Centres operationalized for focusing on liability business from Corporates, Institutions, HNIs, NRIs including Wealth Management and Retail Business.

5 SASTRA: Separate vertical for Focused Recovery & Resolution of NPA accounts formed at field level for focused Recovery & Resolution action. 161 Circle SASTRA & 24 Zonal SASTRA Centres being opened for the same.

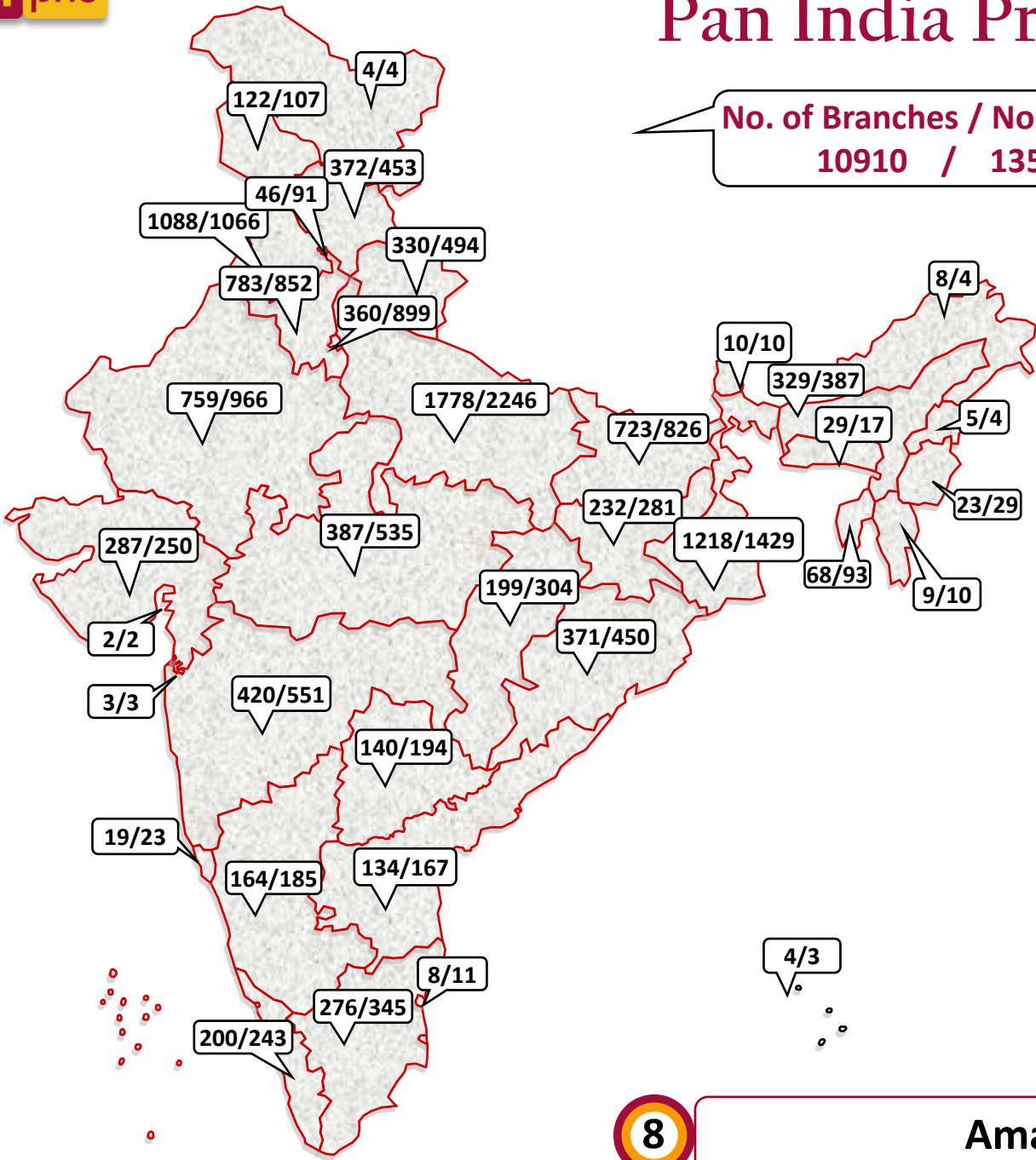
6 ZONAL RISK MANAGEMENT CENTRE: Created 24 centers to completely segregate Risk Assessment.

7 CULTURAL SURVEY: A cultural survey is designed to understand sentiments of employees about organization culture and bring in the desired cultural elements to life in the amalgamated entity.

8 PNB 2.0 ROLL OUT: Going live with Functioning of different verticals and new organization structure from 01/07/2020.

8 Amalgamation

Pan India Presence PNB 2.0



No. of Branches / No. of ATMs
10910 / 13530



ATM
13530



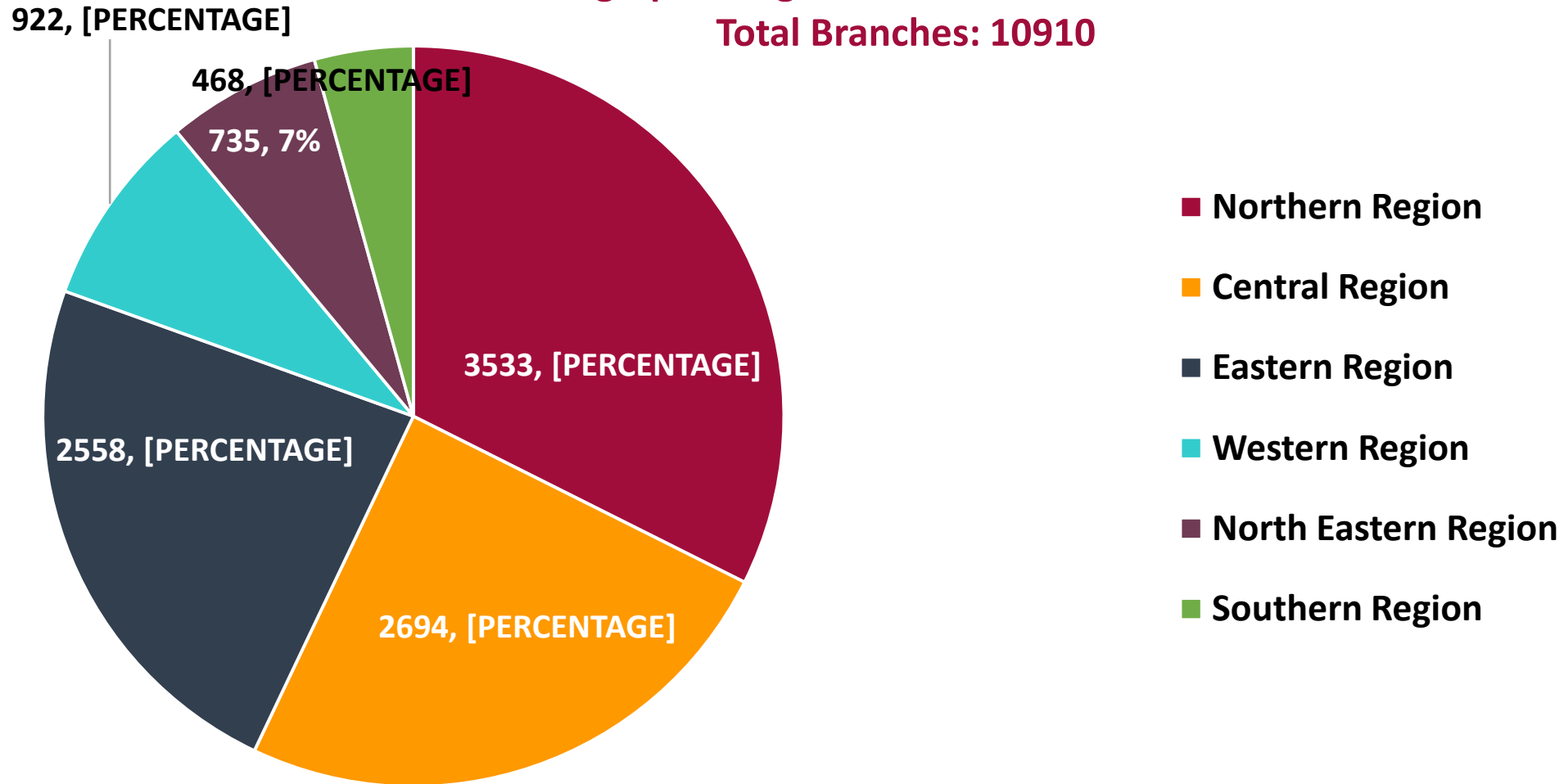
BCs
12733



Branches
10910
Other Offices
(1012)

Dominant Presence: PNB 2.0

Geographic Region wise Branch Distribution
Total Branches: 10910



Market Share of Branches: PNB 2.0 vis-à-vis SCBs

State wise Distribution

States	PNB 2.0
Northern Region	13.0
Himachal Pradesh	23.0
Punjab	16.7
Haryana	15.5
Chandigarh	11.7
Rajasthan	10.0
NCT of Delhi	10.0
Jammu & Kashmir	7.0
Ladakh	5.9
Central Region	10.4
Uttarakhand	15.5
Uttar Pradesh	10.1
Chhattisgarh	7.2
Madhya Pradesh	5.5

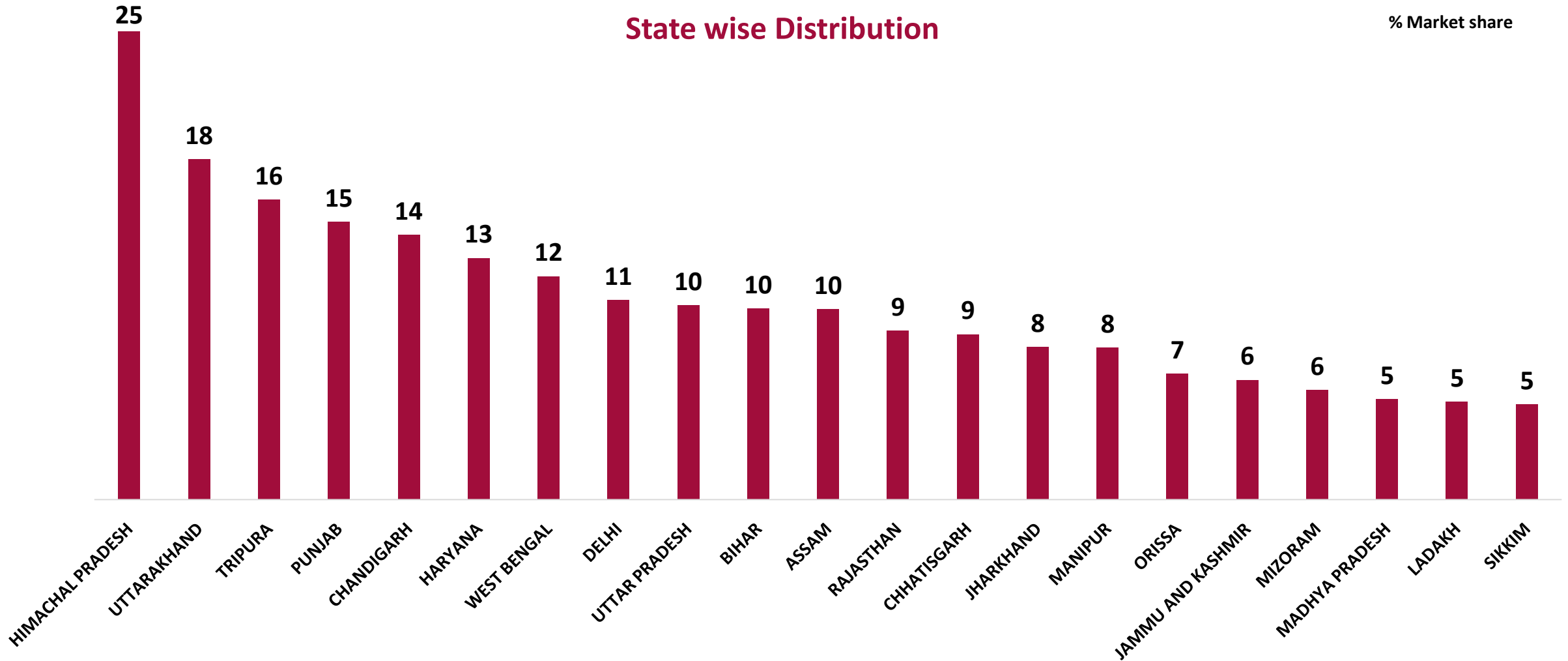
States	PNB 2.0
Eastern Region	10.3
West Bengal	13.5
Bihar	9.9
Jharkhand	7.5
Odisha	7.3
Sikkim	6.1
Andaman & Nicobar Islands	5.8
Western Region	9.1
Dadra & Nagar Haveli & Daman & Diu	4.5
Gujarat	3.4
Maharashtra	3.2
Goa	2.8

States	PNB 2.0
North Eastern Region	7.7
Tripura	12.1
Manipur	11.4
Assam	11.4
Meghalaya	8.1
Arunachal Pradesh	4.9
Mizoram	4.5
Nagaland	2.9
Southern Region	2.2
Puducherry	3.1
Kerala	3.0
Telangana	2.7
Tamil Nadu	2.4
Andhra Pradesh	1.9
Karnataka	1.6

Market Share of ATMs: PNB 2.0 vis-à-vis SCBs

State wise Distribution

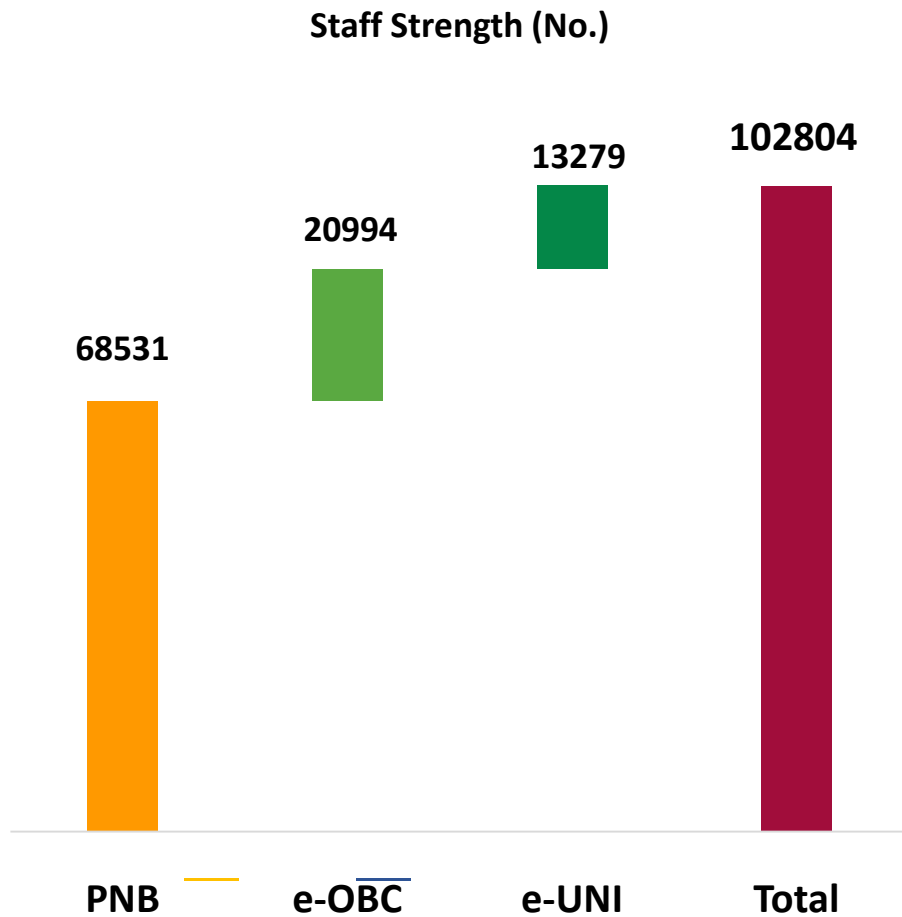
% Market share



Greater Management Depth

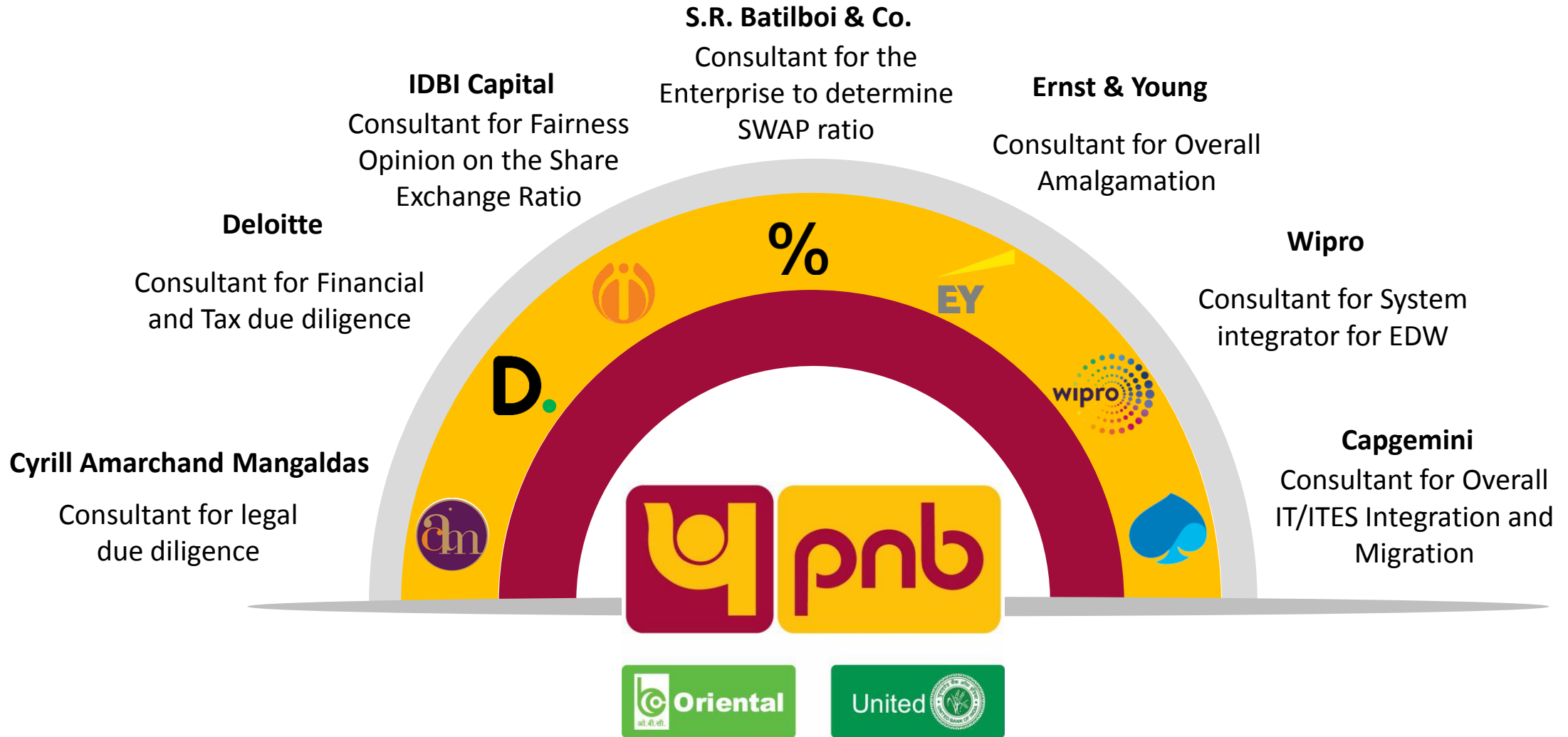
Punjab National Bank 2.0 (PNB, e-OBC, e-UNI) to have better succession planning with wider talent pool and greater management depth

Staff Strength (No.)



Punjab National Bank 2.0 (PNB, e-OBC, e-UNI)					
Staff scale	PNB	e-OBC	e-UNI	Total	% Share
Officers	31521	13251	7181	51953	50.54
SWO/Clerk	20761	5606	3456	29853	29.04
Sub-Staff	16249	2137	2612	20998	20.42
Total Staff	68531	20994	13279	102804	100.0

Advisor and Consultants – on Board



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Note: All financial numbers in the presentation are from Audited Financials or Limited Reviewed financials or based on Management estimates.

Thank You!