

# FINANCIAL RESULTS

## Q3 & 9M FY'21





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# Disclaimer



Pursuant to the Gazette Notification no. CG-DL-E04032020-216535 dated March 4, 2020 issued by the Government of India, the scheme of amalgamation of Oriental bank of Commerce(OBC), United Bank of India (UNI) and Punjab National Bank (PNB) was approved and OBC and UBI were amalgamated with PNB with effect from April 1, 2020 (the “Amalgamation”). Accordingly, the financial, operational and related information of PNB as of and for the quarter and nine months ended December 31, 2020 included herein represents the merged entity, i.e. it includes the operations of the erstwhile OBC and UNI. Accordingly, the historical financial and other information of PNB prior to the Amalgamation are not comparable to those subsequent to the Amalgamation.

For purposes of this presentation, the financial and other information prior to the Amalgamation, i.e. as of and for the quarter and half year ended December 31, 2019 and as of and for the year ended March 31, 2020 have been presented on a combined basis, i.e., as an aggregation of the respective financial and other information for eOBC,eUNI and PNB (the “Combined Information”), solely to illustrate the impact of the Amalgamation on a proforma basis. The Combined Information is for illustration purposes only and investors are cautioned against relying on such Combined Information in connection with any investment decision.

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

# Core Strengths of the Bank

More than 125 Years of banking  
Experience & Resilience

Focus on Digitalization and Expanding  
Digital Footprints

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

Experienced Management

Strong Distribution Network

**PAN India Presence**

**10925 Domestic & 2 International  
Branches, 13914 ATMs & 12346 BCs**



Amalgamated with OBC and UBI  
w.e.f. 1<sup>st</sup> April 2020

Strong and Granular Low Cost  
Deposit Base

**CASA Ratio: 44.7%**

Improving Operating Efficiency  
Across Key Financial & Productivity Metrics

Established Market Position

**7.01% market share in Aggregate deposits**

**6.45% market share in Bank Credit**

(Position as on 01.01.2021)

# Amalgamation Update

All Branches of both eOBC and eUNI's Finacle system (CBS)  
Upgraded from Finacle 7 to Finacle 10 and Integrated

**More than 18 Crore Customers of  
PNB 2.0 now on Same Platform**

**Integration of Payment system of  
NEFT/RTGS, IMPS, UPI, NACH/ECS,  
BHIM Aadhar etc. completed.**

**Best fit digital solutions of PNB, e-OBC and e-UNI rolled out to  
erstwhile bank customers upon migration: ATM Switch,  
Internet Banking (Retail & Corporate), PNB One, IMPS, UPI,  
PIHU, M- Passbook, Tab Banking.  
174 surround applications have been made live**

# Key Financial Highlights Q3 FY'21



**Savings Deposit**  
**8.44% YoY Gr**



**CASA Share**  
**44.66%**



**Housing Loans**  
**6.53% YoY Gr**



**CRAR – BASEL III**  
**13.88%**



**Operating Profit**  
**13.86% YoY Gr (Q3)**



**Net NPA %**  
**4.03%**



**PCR %**  
**85.16%**



**Global NIM %**  
**3.09% (Q3)**



**Cost-Income Ratio**  
**43.38 % (Q3)**

Slide No

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# Business Performance (Terminal)

Sl.	Parameters	Dec'19	Mar'20	Sep'20	Dec'20	Growth %	
						QoQ	YoY
<b>1</b>	<b>Global Gross Business</b>	<b>1790640</b>	<b>1834290</b>	<b>1786671</b>	<b>1809587</b>	<b>1.3%</b>	<b>1.1%</b>
	Overseas Gross Business	35170	38122	47648	51765	8.6%	47.2%
	Domestic Gross Business	1755470	1796168	1739024	1757823	1.1%	0.1%
<b>2</b>	<b>Global Deposits</b>	<b>1074157</b>	<b>1071569</b>	<b>1069747</b>	<b>1082156</b>	<b>1.2%</b>	<b>0.7%</b>
	Overseas Deposits	18851	17353	28066	29312	4.4%	55.5%
	Domestic Deposits	1055306	1054216	1041681	1052844	1.1%	-0.2%
	Current Deposits	73821	70296	66593	70864	6.4%	-4.0%
	Saving Deposits	368319	372676	392884	399418	1.7%	8.4%
	CASA Deposits	442140	442971	459477	470282	2.4%	6.4%
	Total Term Deposits	632017	628598	610270	611873	0.3%	-3.2%
	- Retail Term Deposits (<2 Cr.)	441850	423224	483316	494209	2.3%	11.8%
<b>3</b>	<b>Global Gross Advances</b>	<b>716483</b>	<b>762721</b>	<b>716924</b>	<b>727432</b>	<b>1.5%</b>	<b>1.5%</b>
	Overseas Gross Advances	16320	20769	19582	22453	14.7%	37.6%
	Domestic Gross Advances	700164	741952	697342	704979	1.1%	0.7%





# Business Performance (Daily Average)

Amt ₹ in Crore

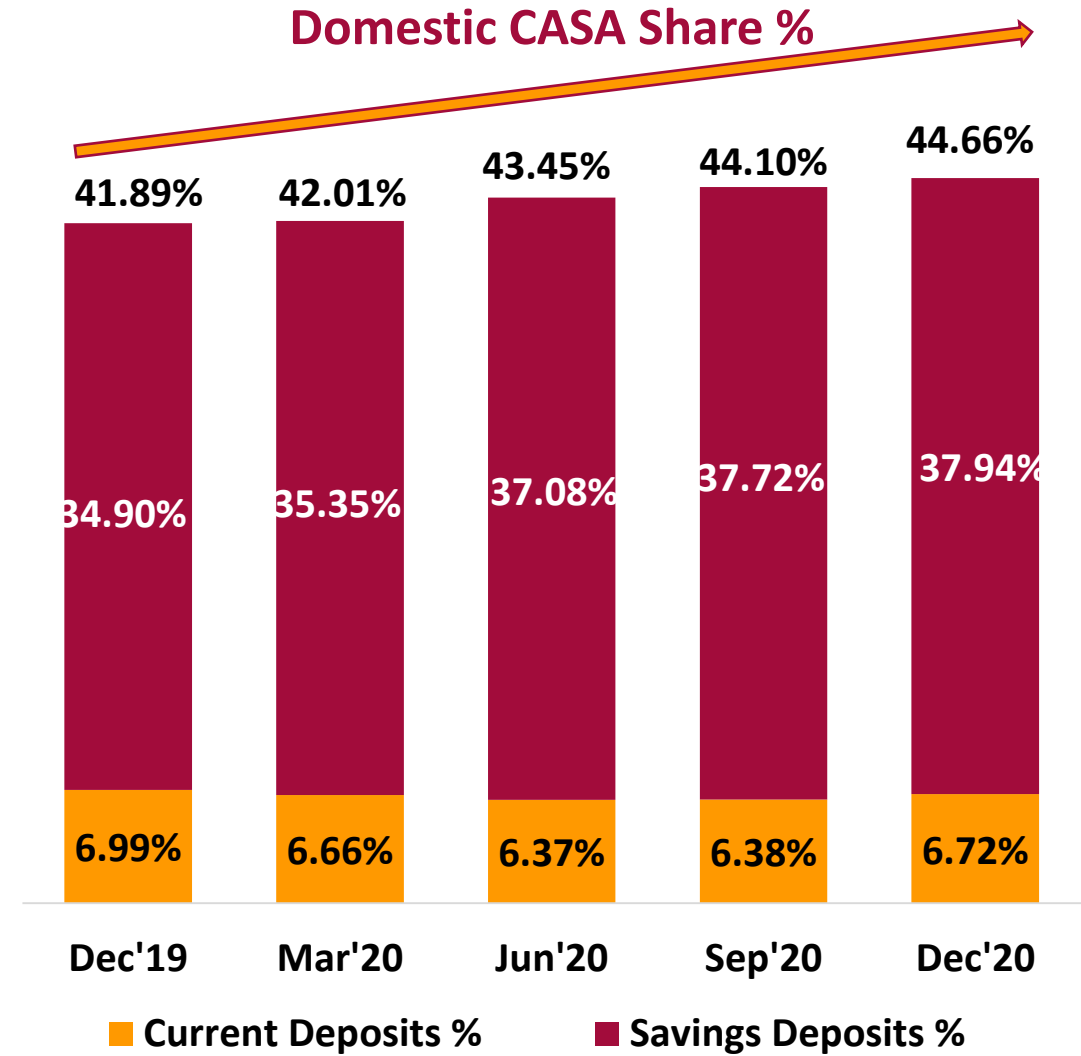
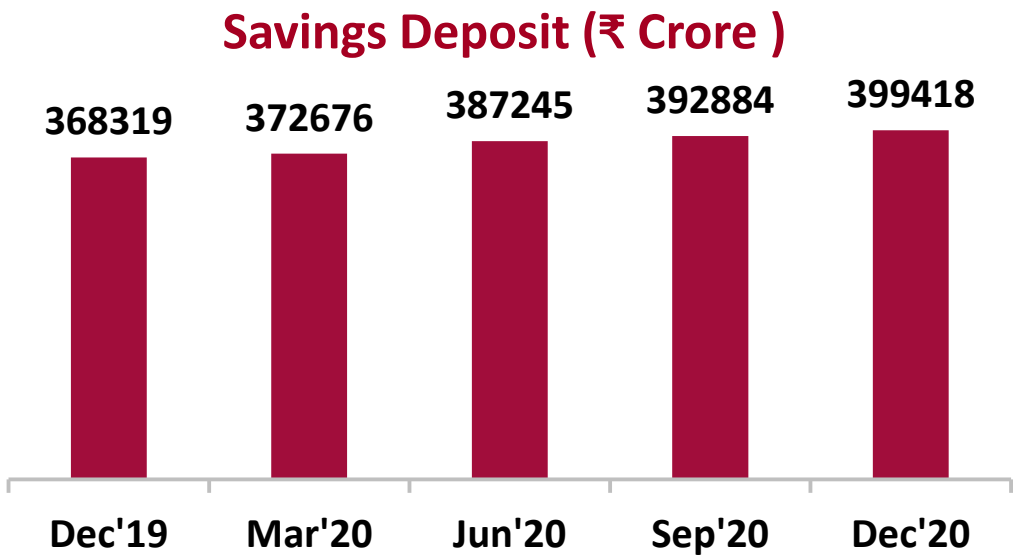
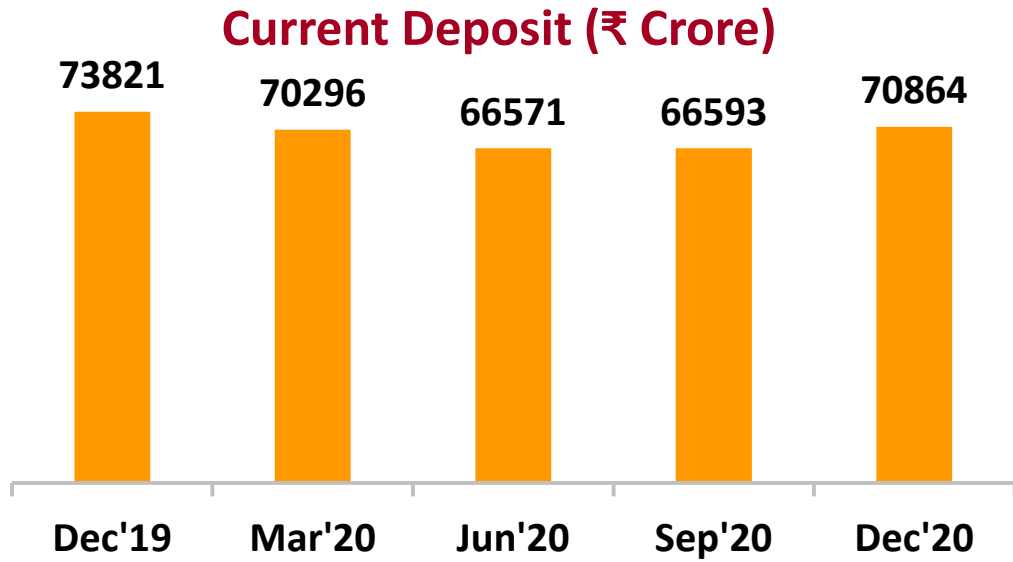


Sl.	Parameters	Dec'19 (9M)	Mar'20 (FY)	Dec'20 (9M)	Growth %
					YoY
<b>1</b>	<b>Global Gross Business</b>	<b>1706864</b>	<b>1715331</b>	<b>1761052</b>	<b>3.2%</b>
	Overseas Gross Business	38482	37950	47696	23.9%
	Domestic Gross Business	1668382	1677381	1713356	2.7%
<b>2</b>	<b>Global Deposits</b>	<b>1018066</b>	<b>1023663</b>	<b>1055096</b>	<b>3.6%</b>
	Overseas Deposits	21416	20785	27739	29.5%
	Domestic Deposits	996649	1002878	1027357	3.1%
	Current Deposits	49276	49633	54648	10.9%
	Saving Deposits	348629	352018	384670	10.3%
	CASA Deposits	397905	401651	439318	10.4%
	Total Term Deposits	620161	622012	615778	-0.7%
<b>3</b>	<b>Global Gross Advances</b>	<b>688798</b>	<b>691668</b>	<b>705956</b>	<b>2.5%</b>
	Overseas Gross Advances	17066	17165	19957	16.9%
	Domestic Gross Advances	671732	674503	685999	2.1%



# CASA Performance

Amt ₹ in Crore 



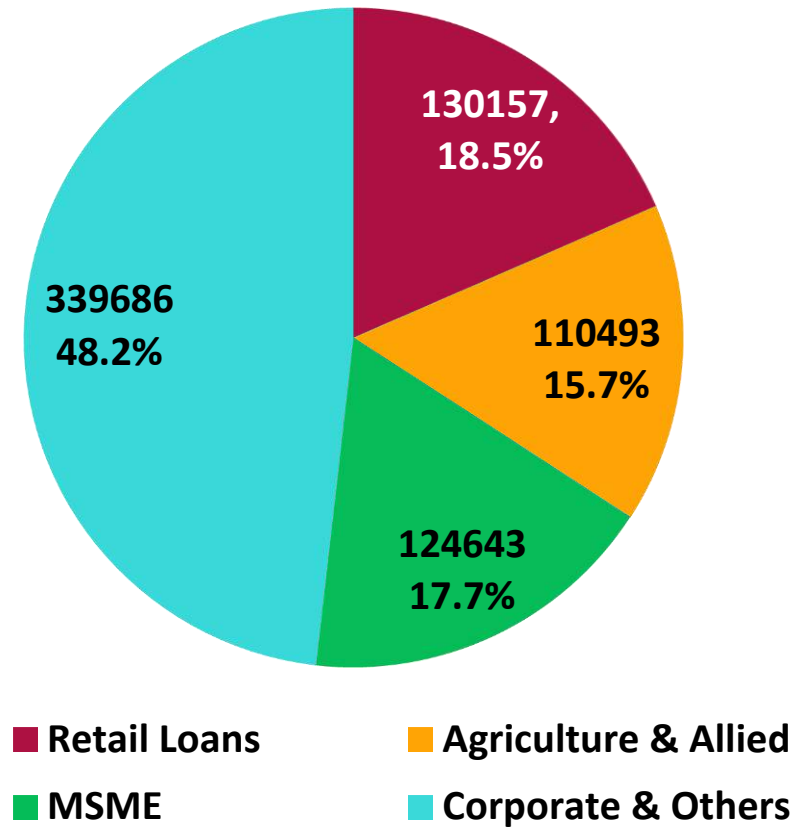


# Balance Sheet (Liabilities & Assets)

Sl.	Parameters	31 <sup>st</sup> Dec'19	1 <sup>st</sup> Apr'20	30 <sup>th</sup> Sep'20	31 <sup>st</sup> Dec'20
<b>CAPITAL &amp; LIABILITIES</b>					
1	Capital	1882	1882	1882	2096
2	Reserves and Surplus	94880	83286	85075	89137
3	Deposits	1074157	1071563	1069747	1082156
4	Borrowings	46830	66512	45731	52596
5	Other Liabilities and Provisions	22568	28147	24691	28951
	<b>Total</b>	<b>1240317</b>	<b>1251390</b>	<b>1227126</b>	<b>1254934</b>
<b>ASSETS</b>					
1	Cash and Balances with RBI	49333	53683	68593	71796
2	Balances with Banks	87875	52021	35205	44607
3	Investments	370924	371706	391754	394338
4	Loans & Advances	653057	696849	652663	660486
5	Fixed Assets	10991	11101	10853	10799
6	Other Assets	68137	66031	68058	72907
	<b>Total</b>	<b>1240317</b>	<b>1251390</b>	<b>1227126</b>	<b>1254934</b>

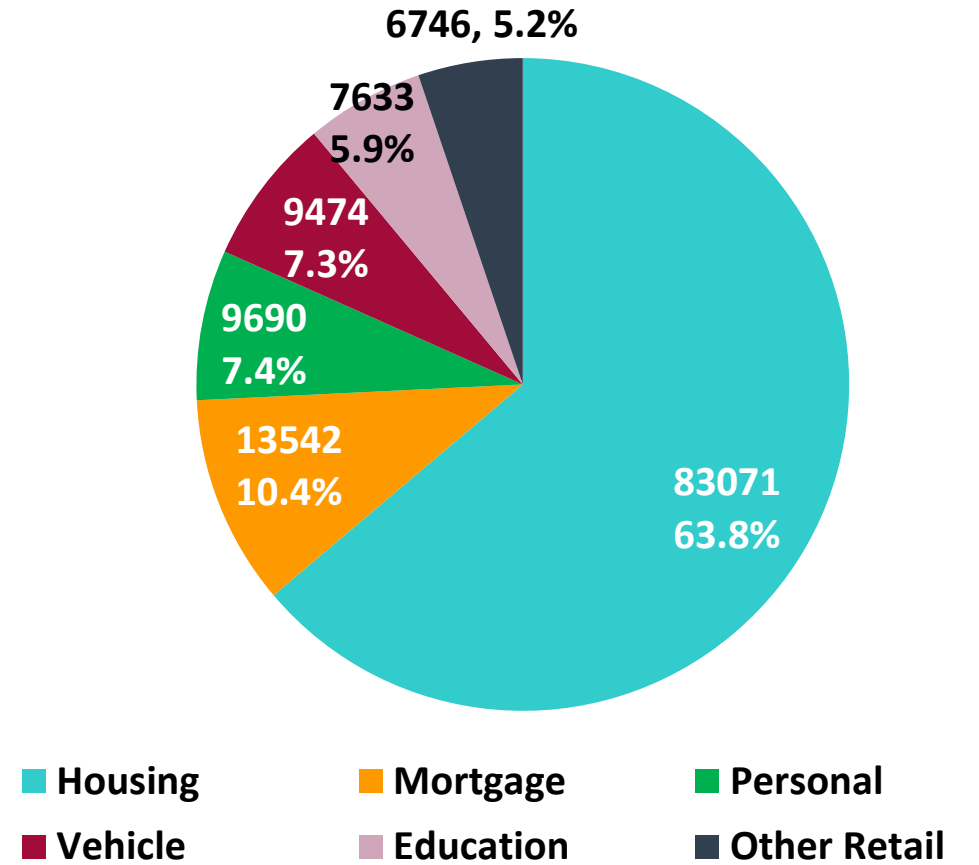
## Dom. Advances Composition : Dec'20

Domestic Gross Advances: ₹ 704979 Crore



## Retail Advances Composition : Dec'20

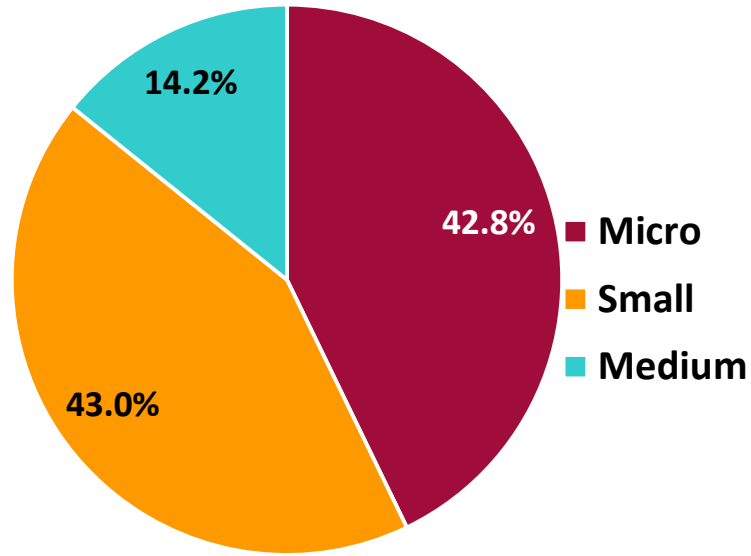
Total Retail Advances: ₹ 130157 Crore





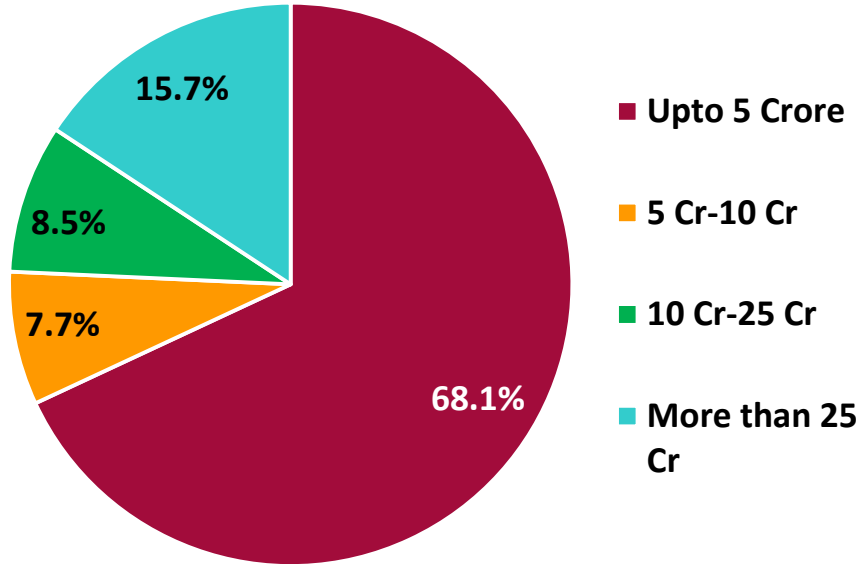
# MSME Portfolio Mix

### Segment Mix



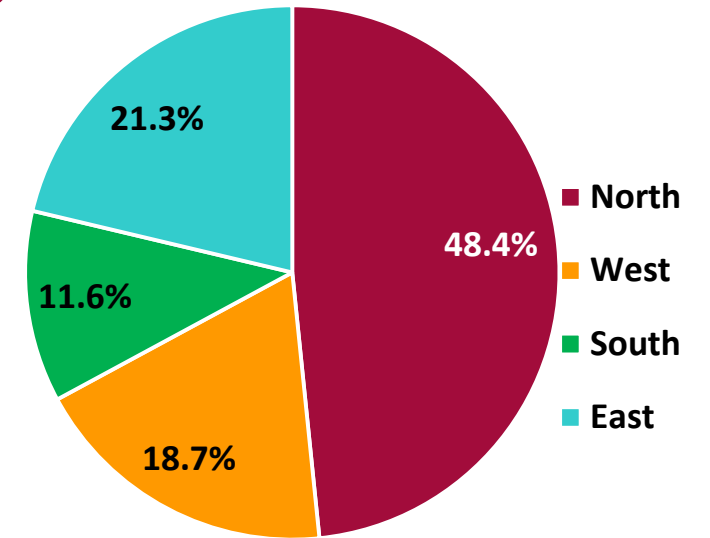
Bank has maximum exposure in Micro & Small Sector

### Book by Loan Size



Bank's Maximum exposure is in smaller valued accounts

### Geographical Mix



Bank has maximum exposure in Northern States

MSME Portfolio	Dec'19	Sep'20	Dec'20
Secured	91%	95%	94%
Unsecured	9%	5%	6%
Short Term	65%	63%	58%
Long Term	35%	37%	42%

### Mudra Performance

Mudra Loans	9MFY20	9MFY21
Amount Sanctioned	7926	8705
Amount Disbursed	6733	8148
Disbursement as % to Sanction	84.95%	93.60%



# Priority Sector Advances

Amt ₹ in Crore



Sl.	Parameters	Mandated Targets	Dec'19	Mar'20	Sep'20	Dec'20
	<b>ANBC</b>		<b>666320</b>	<b>675616</b>	<b>669192</b>	<b>669799</b>
<b>1</b>	<b>Priority Sector</b>		<b>285156</b>	<b>286691</b>	<b>278384</b>	<b>284122</b>
	<i>% to ANBC</i>	<b>40%</b>	<b>42.80%</b>	<b>42.43%</b>	<b>41.60%</b>	<b>42.42%</b>
<b>2</b>	<b>Agriculture (PS)</b>		<b>114496</b>	<b>115300</b>	<b>121102</b>	<b>124549</b>
	<i>% to ANBC</i>	<b>18%</b>	<b>17.18%</b>	<b>17.07%</b>	<b>18.10%</b>	<b>18.59%</b>
<b>3</b>	<b>Small and Marginal Farmers</b>		<b>57978</b>	<b>59110</b>	<b>56806</b>	<b>53623</b>
	<i>% to ANBC</i>	<b>8%</b>	<b>8.70%</b>	<b>8.75%</b>	<b>8.49%</b>	<b>8.01%</b>
<b>4</b>	<b>Weaker Section</b>		<b>75779</b>	<b>76755</b>	<b>73705</b>	<b>73933</b>
	<i>% to ANBC</i>	<b>10%</b>	<b>11.37%</b>	<b>11.36%</b>	<b>11.01%</b>	<b>11.04%</b>
<b>5</b>	<b>Micro Enterprises (PS)</b>		<b>55200</b>	<b>55741</b>	<b>55768</b>	<b>52509</b>
	<i>% to ANBC</i>	<b>7.5%</b>	<b>8.28%</b>	<b>8.25%</b>	<b>8.33%</b>	<b>7.84%</b>



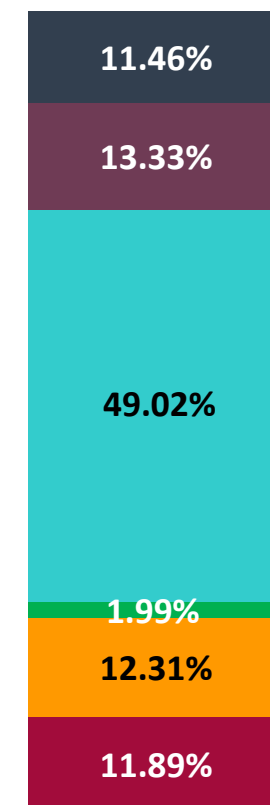
# External Rating O/S (Standard) & Adv. on Benchmark rate



Amt ₹ in Crore

Sl	Rating Grade	Dec'19	Sep'20	Dec'20	
		Amt.	Amt.	Amt.	% Share
1	AAA	58950	68236	73919	27.5%
2	AA	75173	46963	47313	17.6%
3	A	42177	30691	29385	10.9%
4	BBB	39215	38387	31754	11.8%
	<b>Total BBB &amp; Above</b>	<b>215515</b>	<b>184277</b>	<b>182372</b>	<b>67.8%</b>
5	BB	26272	21397	25852	9.6%
6	B	7986	8488	8976	3.3%
7	C	711	1021	286	0.1%
8	D	15489	6229	6351	2.4%
	<b>Total BB &amp; Below</b>	<b>50458</b>	<b>37135</b>	<b>41465</b>	<b>15.4%</b>
9	Unrated	35012	37719	45340#	16.8%
	<b>Total</b>	<b>300985</b>	<b>259131</b>	<b>269178</b>	<b>100.0%</b>

## Advances Mix of Benchmark Rate (%)



Dec'20

- Base Rate
- BPLR
- RLLR
- Fixed
- MCLR
- FC & Others

#Unrated portfolio of ₹45340 cr (Dec'20) includes Govt. Guarantee of ₹10615 cr (23.4%) and ₹18943 cr (41.8%) from ₹5 cr to ₹25 cr exempted from rating as per Bank's guidelines.



## Business Performance



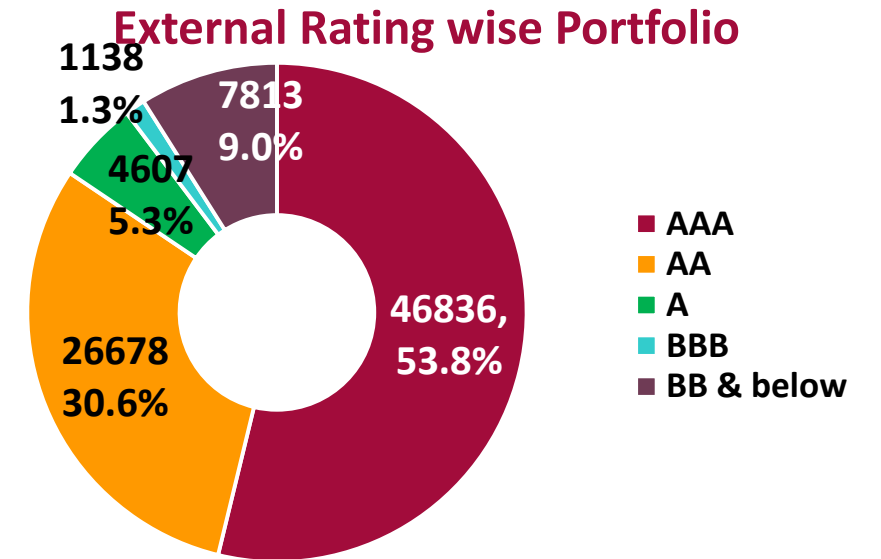
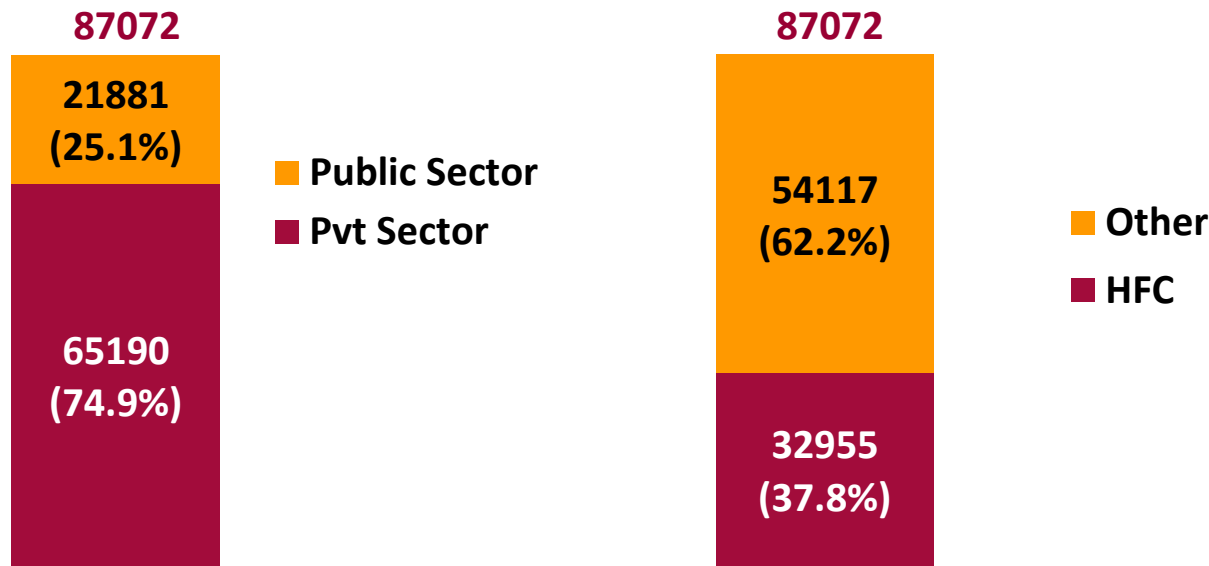
# Diversified Industry Portfolio

Sl.	Parameters	Mar'20	Sep'20	Dec'20	
		O/S	O/S	O/S	% to Total Industry Adv.
1	Infrastructure	99611	96870	98608	49.0%
	-Energy	44661	44670	43927	21.8%
	-Tele-Communication	17180	16753	18145	9.0%
	-Roads & Ports	29677	28328	29738	14.8%
	-Other Infra	8093	7120	6797	3.4%
2	Basic Metal & Metal Products	35866	32543	29379	14.6%
	-Iron & Steel	32951	29762	26636	13.2%
3	Textiles	15214	12739	12636	6.3%
4	Food Processing	19681	10115	8304	4.1%
5	Chemical & Chemical Products	20466	9918	9543	4.7%
6	Other Industries	43314	47038	42688	21.2%
	<b>Total</b>	<b>234152</b>	<b>209223</b>	<b>201158</b>	<b>100.0%</b>



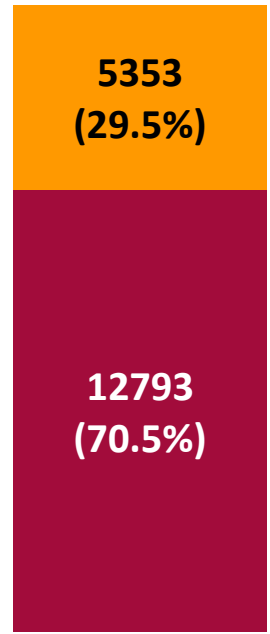
NBFC Break Up					
NBFC	Public Sector		Private Sector		Total
	Amt	Share	Amt	Share	
HFC	0	0.0%	32955	100.0%	32955
% to Total NBFC	0.0%		50.6%		37.8%
Other	21881	40.4%	32235	59.6%	54116
% to Total NBFC	100.0%		49.4%		62.2%
<b>Total NBFC</b>	<b>21881</b>	<b>25.1%</b>	<b>65190</b>	<b>74.9%</b>	<b>87072</b>

External Rating wise portfolio		
NBFC	O/S	% Share
AAA	46836	53.8%
AA	26678	30.6%
A	4607	5.3%
BBB	1138	1.3%
BB & below	7813	9.0%
<b>Total</b>	<b>87072</b>	<b>100.0%</b>

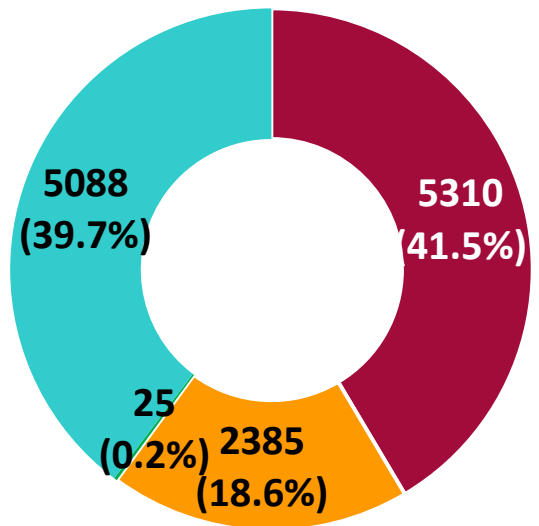


## Telecom Sector

O/s (Funded) as on 31-12-2020 : ₹ 18145 Cr



External Rating Std Portfolio  
Rs. 12808 Crore

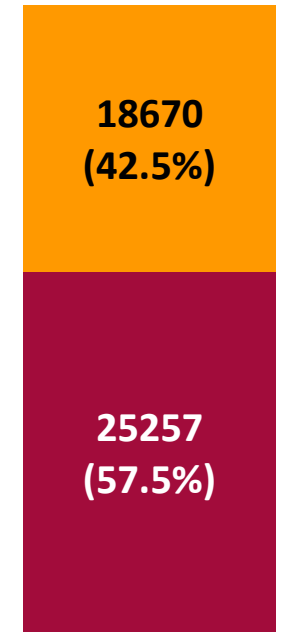


■ A & Above   ■ BBB, BB & B  
■ C & D   ■ Unrated

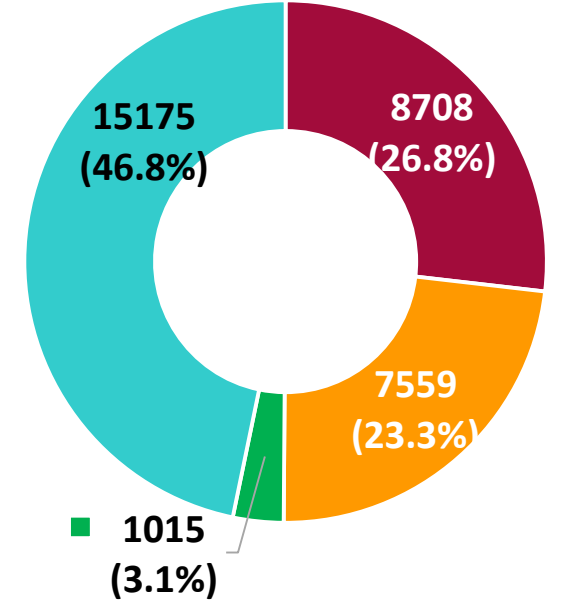
■ Pvt Sector   ■ Public Sector

## Energy Sector

O/s (Funded) as on 31-12-2020 : ₹ 43927 Cr



External Rating Std Portfolio  
Rs. 32457 Crore



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

■ Pvt Sector   ■ Public Sector

Sl.	Key Sectors	Mar'20	Sep'20	Dec'20
1	Capital Market	1314	678	1153
2	Commercial Real Estate	20405	18558	18506
3	NBFC	92096	83258	87072
	<i>of which HFC</i>	34706	31871	32955
4	Aviation	4908	5394	5403
5	Tourism, Hotel & Restaurant	1486	1556	1521

Sl.	Concentration Risk	Mar'20	Sep'20	Dec'20
1	Exposure to Top 20 Borrowers as % of Total Exposure	17.36%	15.38%	16.29%
2	Exposure to Top 10 Groups as % of Total Exposure	12.41%	12.13%	13.03%

Sl.	Parameters	Dec'19	Mar'20	Sep'20	Dec'20	YoY Variation	
						Amt.	%
1	Domestic Investment	369863	371167	391208	394874	25011	6.8%
a	SLR	248703	253109	280928	285483	36780	14.8%
b	Non SLR	121160	118058	110280	109391	-11769	-9.7%
	SLR as % to Dom. Investment	67.24	68.19%	71.81%	72.30		
I	Held To Maturity (HTM)	243711	250951	270408	273912	30201	12.4%
II	Available For Sale (AFS)	126057	120211	120555	120675	-5382	-4.3%
III	Held For trading (HFT)	96	5	245	287		
2	Modified Duration (AFS+HFT)	3.36	3.22	2.83	2.80		
3	Net demand & time Liabilities	1051972	1080263	1045232	1058233	6261	0.6%
4	Investment by Overseas Branches	6561	7084	6951	6167	-394	-6.0%
5	<b>Total Gross Investment (1+5)</b>	<b>376424</b>	<b>378251</b>	<b>398159</b>	<b>401041</b>	<b>24617</b>	<b>6.5%</b>
	SLR HTM to Total SLR (%)	72.81%	74.28%	71.37%	72.36%		
	HTM To Gross Investment (%)	65.89%	66.35%	67.91%	69.37%		



# Non SLR Investment

Amt ₹ in Crore



Sl.	Parameters	Dec'19		Mar'20		Sep'20		Dec'20		Y-o-Y Variation	
		O/S	% Share	O/S	% Share	O/S	% Share	O/S	% Share	Amt	Gr. %
1	PSU Bonds	25026	20.7%	15898	13.5%	20297	18.4%	21271	19.4%	-3755	-15.0%
2	Corporate and Other Bonds & Debentures	8900	7.3%	14937	12.7%	12158	11.0%	12590	11.5%	3690	41.5%
3	Special Govt. Sec excl. Recap Bonds	1222	1.0%	1217	1.0%	1394	1.3%	1394	1.3%	172	14.1%
4	CG Recap. Bond	55274	45.6%	55274	46.8%	55274	50.1%	55274	50.5%	0	0.0%
5	Share of PSU/Corporate/Others	8905	7.3%	9014	7.6%	9126	8.3%	7972	7.3%	-933	-10.5%
6	Venture Capital Fund	338	0.3%	338	0.3%	339	0.3%	356	0.3%	18	5.3%
7	Regional Rural Bank	501	0.4%	599	0.5%	728	0.7%	728	0.7%	227	45.3%
8	Security Receipts	2502	2.1%	2453	2.1%	2399	2.2%	2091	1.9%	-411	-16.4%
9	Subsidiaries JV	3146	2.6%	3217	2.7%	3217	2.9%	3205	2.9%	59	1.9%
10	Other	15345	12.7%	15111	12.8%	5349	4.9%	4511	4.1%	-10834	-70.6%
<b>Total Non SLR Investment</b>		<b>121159</b>	<b>100.0%</b>	<b>118058</b>	<b>100.0%</b>	<b>110280</b>	<b>100.0%</b>	<b>109391</b>	<b>100.0%</b>	<b>-11768</b>	<b>-9.7%</b>



# Income

Amt ₹ in Crore 



Sl.	Parameters	Q3 FY20	Q2 FY21	Q3 FY21	YoY Variation		9M FY20	9M FY21	YoY Gr. %
					Amt.	%			
1	Interest Income (2+3+4)	20630	20998	20325	-306	-1.5%	61621	61960	0.6%
2	Interest on Advances	13487	14011	13553	65	0.5%	40946	41483	1.3%
3	Interest on Investments	6233	6310	6176	-58	-0.9%	18155	18579	2.3%
4	Other Interest Income	910	676	597	-313	-34.4%	2520	1899	-24.7%
5	Other Income (6+7+8+9)	3951	2441	2974	-977	-24.7%	11034	9070	-17.8%
	<i>of which</i>								
6	Fee Based Income	1502	1291	1320	-182	-12.1%	4868	4215	-13.4%
7	Recovery in Written off Accounts	1501	294	336	-1165	-77.6%	2881	1348	-53.2%
8	Trading Profit	915	808	1243	328	35.9%	3097	3375	9.0%
9	Others	34	49	75	42	123.8%	187	132	-29.6%
10	Total Income (1+5)	24581	23439	23299	-1283	-5.2%	72654	71030	-2.2%

# Fee Based Income

Sl.	Parameters	Q3 FY20	Q2 FY21	Q3 FY21	YoY Variation			9M FY20	9M FY21	YoY Gr. %
					Amt.	%				
	<b>Fee Based Income</b>	<b>1502</b>	<b>1291</b>	<b>1320</b>	<b>-182</b>	<b>-12.1%</b>		<b>4868</b>	<b>4215</b>	<b>-13.4%</b>
1	Processing Fees	164	1	144	-19	-11.8%		780	666	-14.6%
2	LC/BG Income	264	270	289	25	9.6%		714	788	10.3%
3	Income from Insurance & MF	90	67	113	23	25.6%		250	249	-0.2%
4	Govt. Business	44	49	40	-4	-9.0%		123	120	-2.8%
5	Exchange Profit	128	108	121	-7	-5.8%		520	332	-36.1%
6	Miscellaneous Fee Income	811	796	612	-199	-24.6%		2480	2059	-17.0%

Sl.	Parameters	Q3 FY20	Q2 FY21	Q3 FY21	YoY Variation		9M FY20	9M FY21	YoY Gr. %
					Amt.	%			
1	<b>Total Interest Paid (2+3+4)</b>	<b>14134</b>	<b>12553</b>	<b>12012</b>	<b>-2122</b>	<b>-15.0%</b>	<b>42391</b>	<b>38421</b>	<b>-9.4%</b>
2	Interest Paid on Deposits	13369	11767	11251	-2119	-15.8%	40383	36048	-10.7%
3	Interest Paid on Borrowings	209	253	170	-39	-18.7%	495	719	45.3%
4	Others	555	533	591	36	6.5%	1514	1654	9.3%
5	<b>Operating Expenses (6+7)</b>	<b>4835</b>	<b>5211</b>	<b>4896</b>	<b>61</b>	<b>1.3%</b>	<b>14124</b>	<b>15263</b>	<b>8.1%</b>
6	Establishment Expenses	2821	3241	2928	107	3.8%	8301	9476	14.1%
	<i>Of Which</i>								
	Employee Benefits (AS-15)	597	256	251	-347	-58.1%	1364	1257	-7.9%
7	Other Operating Expenses	2014	1970	1968	-46	-2.3%	5823	5787	-0.6%
8	<b>Total Expenses (1+5)</b>	<b>18969</b>	<b>17764</b>	<b>16908</b>	<b>-2061</b>	<b>-10.9%</b>	<b>56515</b>	<b>53684</b>	<b>-5.0%</b>



Sl.	Parameters	Q3 FY20	Q2 FY21	Q3 FY21	YoY Variation		9M FY20	9M FY21	YoY Gr. %
					Amt.	%			
1	Net Interest Income	6497	8445	8313	1816	28.0%	19229	23539	22.4%
2	Other Income	3951	2441	2974	-977	-24.7%	11034	9070	-17.8%
3	Operating Income (1+2)	10448	10886	11287	839	8.0%	30263	32609	7.8%
4	Operating Expenses	4835	5211	4896	61	1.3%	14124	15263	8.1%
5	<b>Operating Profit</b>	<b>5613</b>	<b>5675</b>	<b>6391</b>	<b>778</b>	<b>13.9%</b>	<b>16139</b>	<b>17346</b>	<b>7.5%</b>
6	Provisions	5790	5054	5885	95	1.6%	14323	15910	11.1%
	<i>Of which</i>								
a	NPAs	6169	3811	3118	-	-	14479	11766	-
b	Standard Advances incl. Standard Restructured	-229	241	2039	-	-	-537	2800	-
c	Depreciation on Investment	-256	570	296	-	-	-270	121	-
d	Income Tax	164	358	452	-	-	885	1096	-
e	Others	-58	74	-20	-	-	-236	128	-
7	<b>Net Profit</b>	<b>-177</b>	<b>621</b>	<b>506</b>	<b>-</b>	<b>-</b>	<b>1816</b>	<b>1435</b>	<b>-</b>

# Profitability Ratios

Annualized %

Sl.	Profitability Ratios	Q3' FY20	Q2' FY21	Q3' FY21	9MFY20	9MFY21
1	Return on Assets [%]	-0.06%	0.19%	0.15%	0.19%	0.14%
2	Return on Equity [%]	-	4.86%	3.75%	-	3.64%
3	Earnings per share [₹] (Not annualized)	-	0.66	0.53	-	1.52
4a	Book Value per Share [₹]	-	84.22	79.77	-	79.77
4b	Book Value per Share-Tangible [₹]	-	54.40	53.38	-	53.38
5	Cost to Income Ratio [%]	46.28%	47.87%	43.38%	46.67%	46.81%
5a	Staff Cost to Income Ratio [%]	27.00%	29.77%	25.94%	27.43%	29.06%
5b	Other Cost to Income Ratio [%]	19.28%	18.10%	17.44%	19.24%	17.75%
6	Opt. Profit to AWF [%]	1.77%	1.72%	1.92%	1.72%	1.74%
7	Opt. Exp. To AWF [%]	1.52%	1.58%	1.47%	1.51%	1.53%

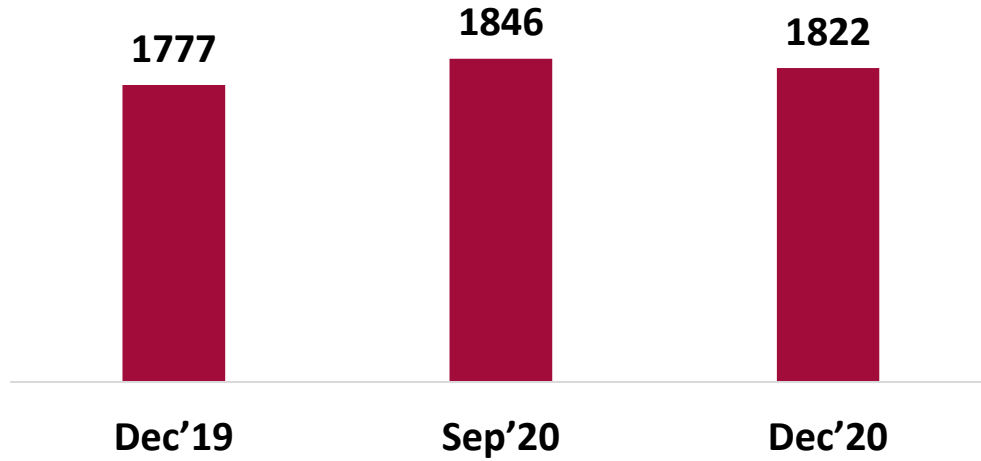


# Productivity Ratios

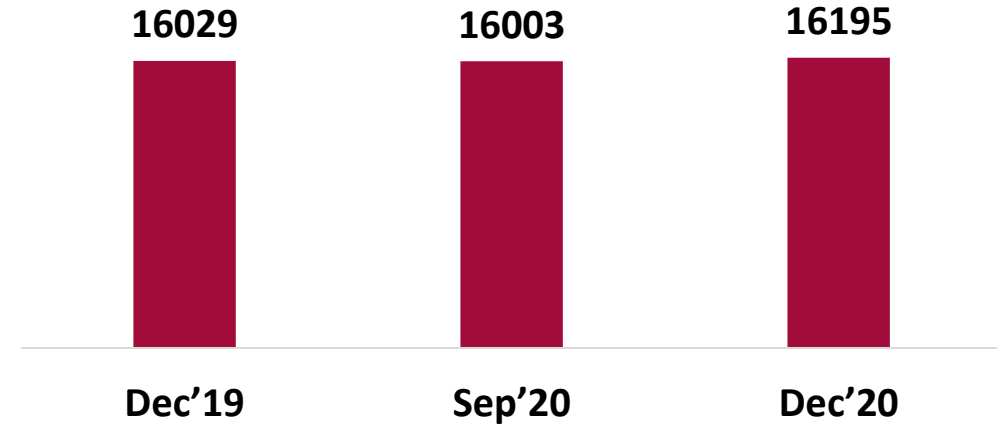


in ₹ Lakhs

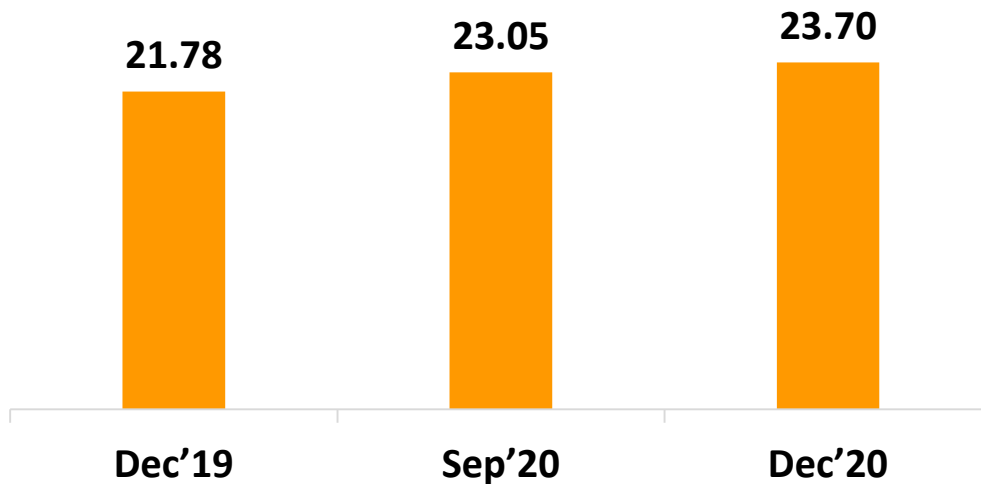
## Business per Employee



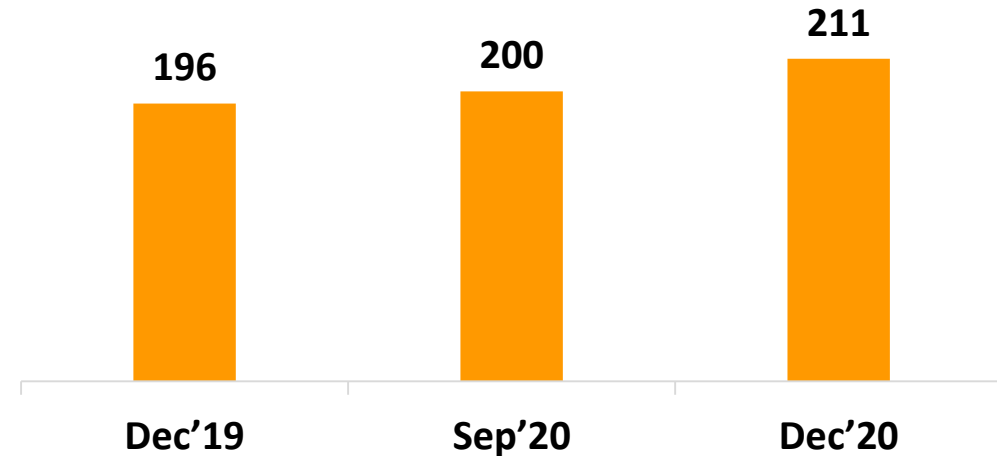
## Business per Branch



## Operating Profit per Employee \*



## Operating Profit per Branch \*



(\*Cumulative Annualised)



Financial Performance

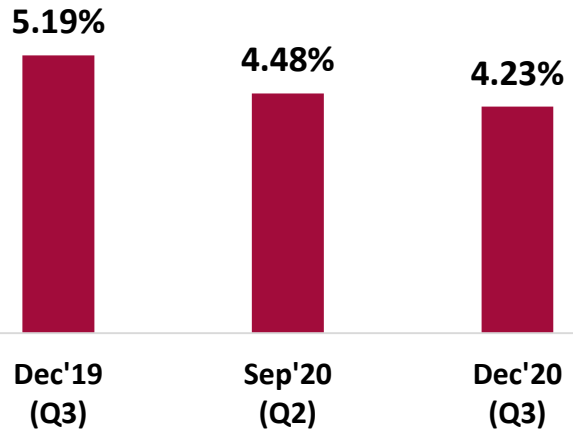


# Efficiency Ratios (Quarter)

Annualized %

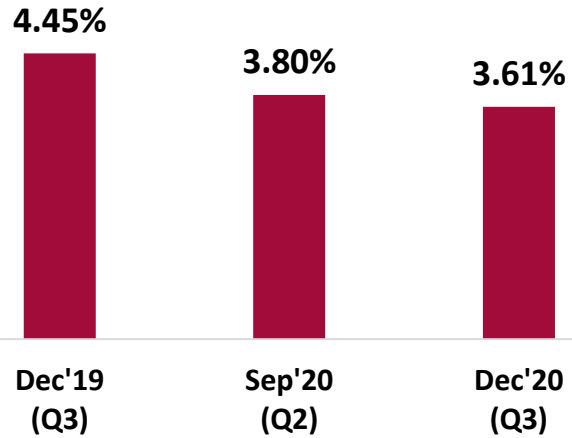


## Cost of Deposits [%]



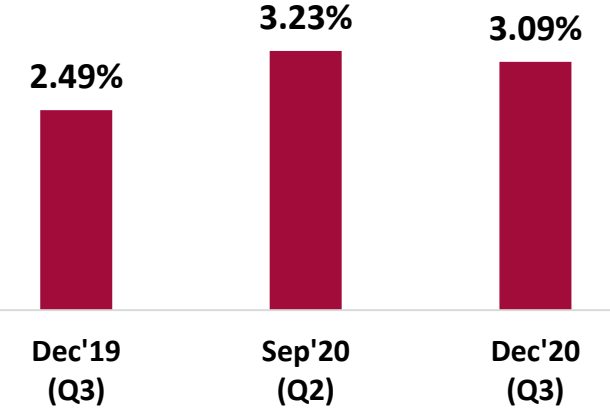
■ Global

## Cost of Funds [%]

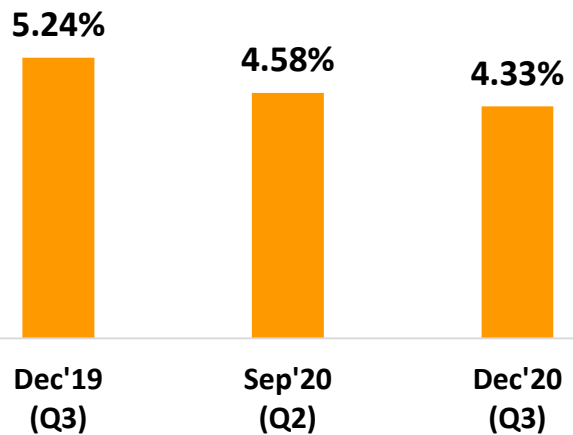


■ Global

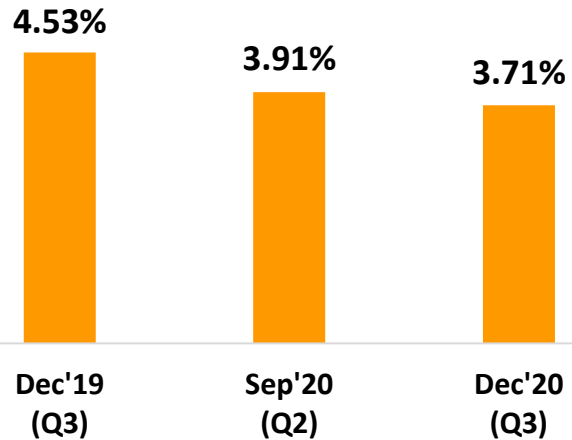
## NIM [%]



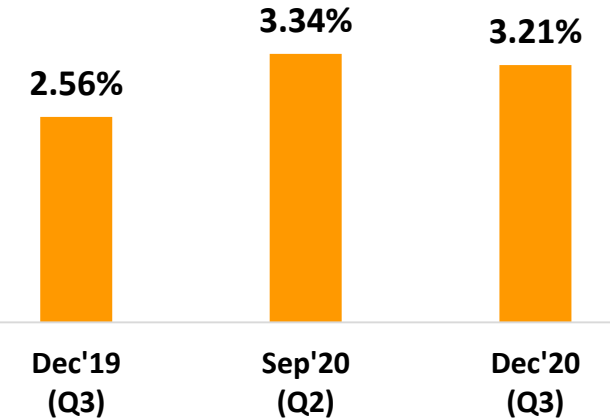
■ Global



■ Domestic



■ Domestic



■ Domestic

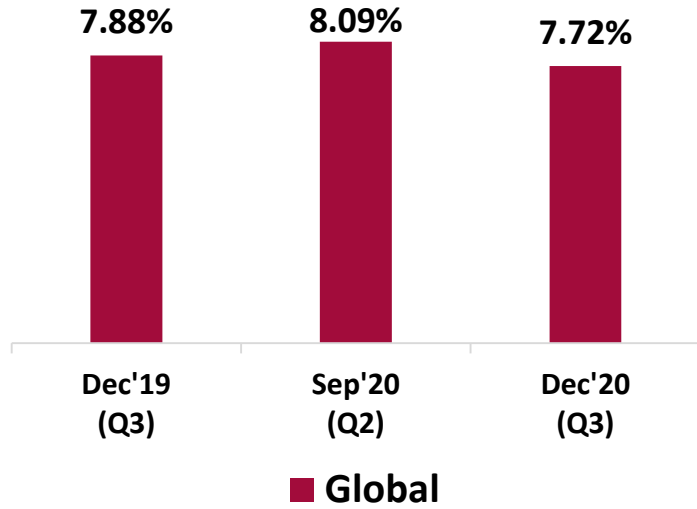


# Efficiency Ratios (Quarter)

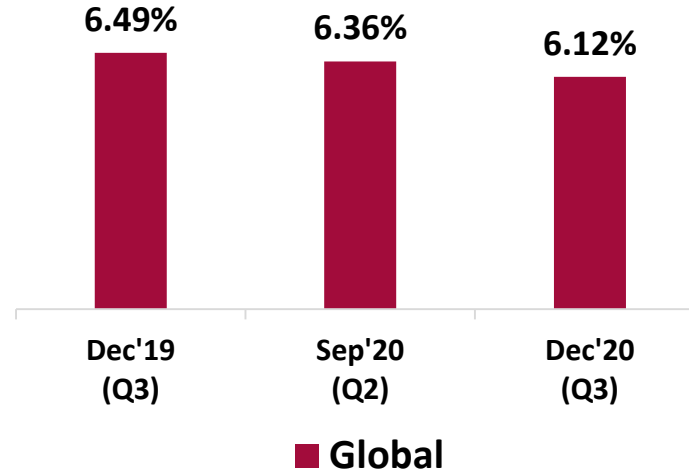
Annualized %



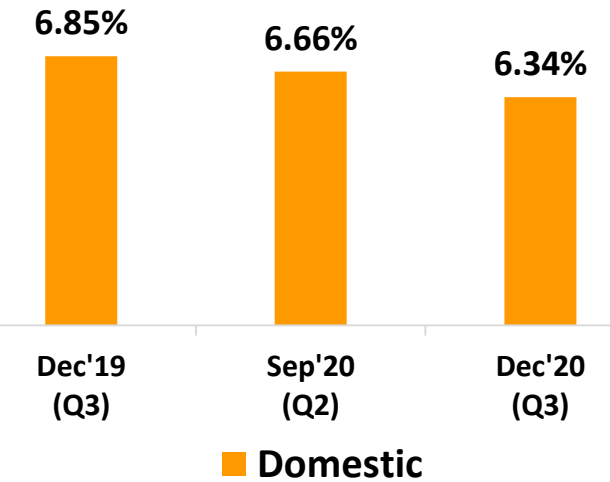
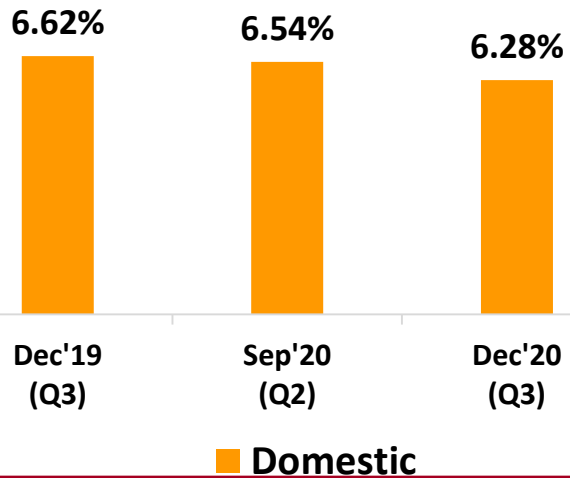
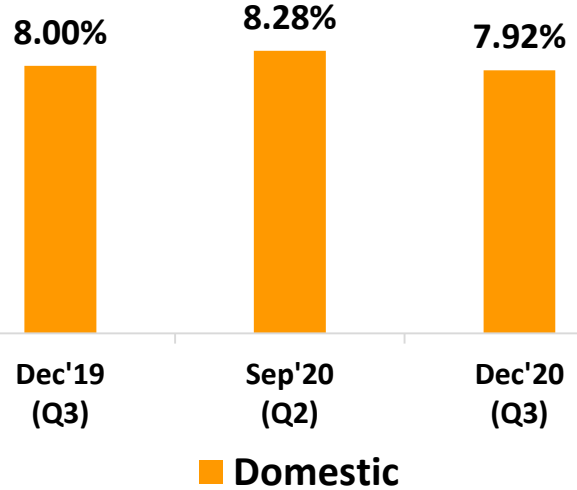
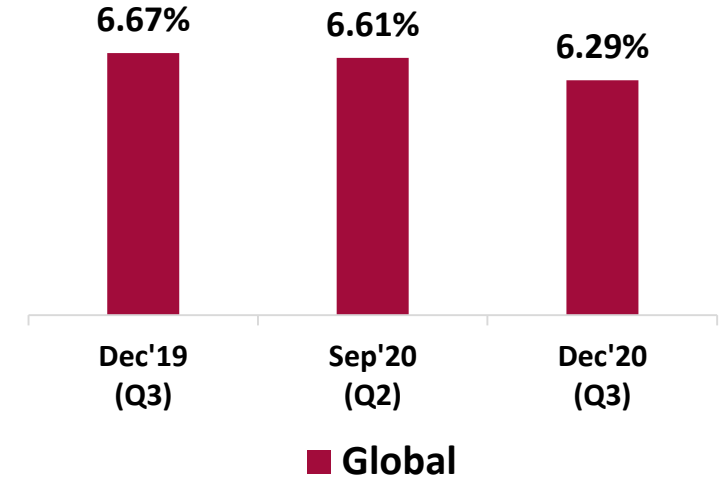
### Yield on Advances [%]



### Yield on Funds [%]



### Yield on Investment [%]



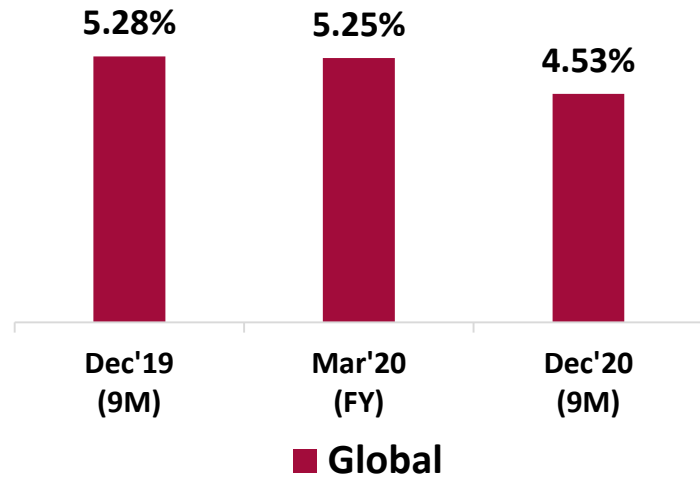


# Efficiency Ratios (9 Months)

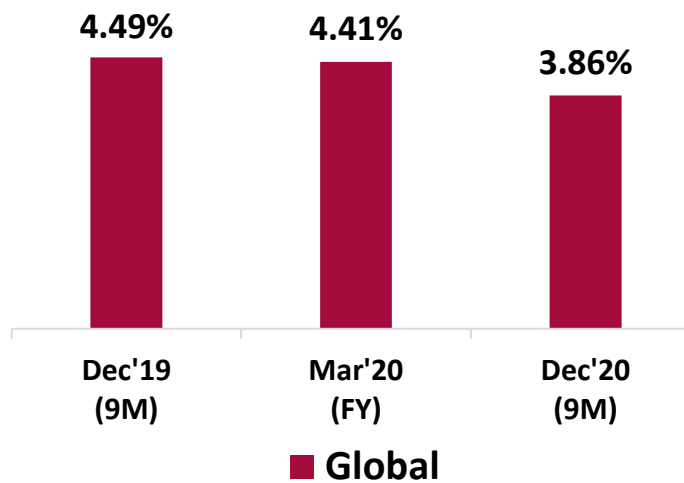
Annualized %



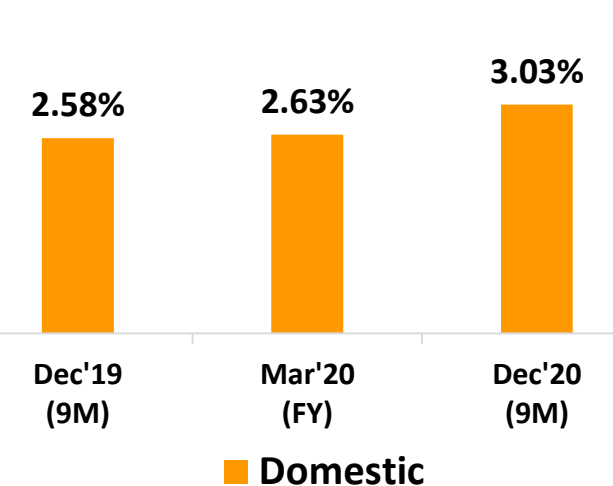
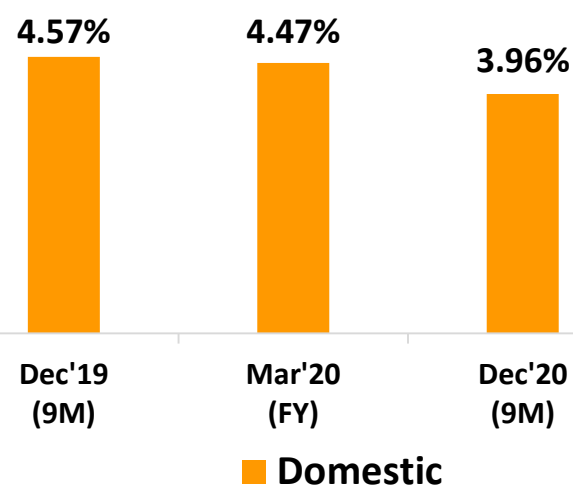
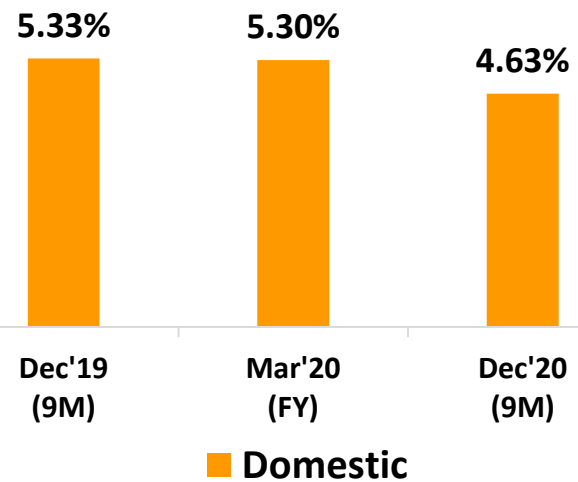
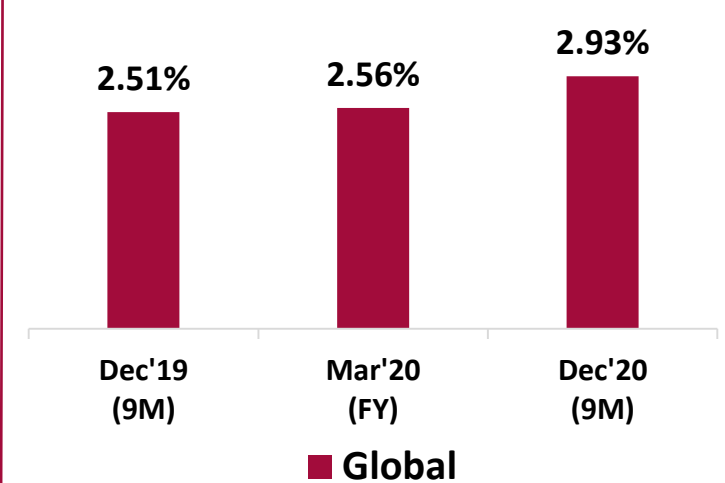
## Cost of Deposits [%]



## Cost of Funds [%]



## NIM [%]



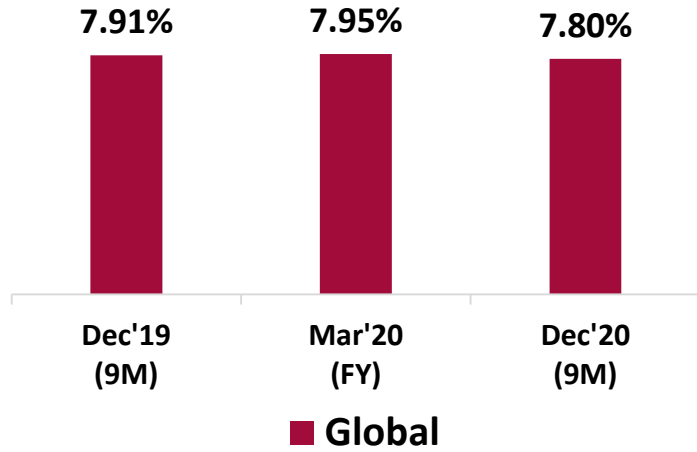


# Efficiency Ratios (9 Months)

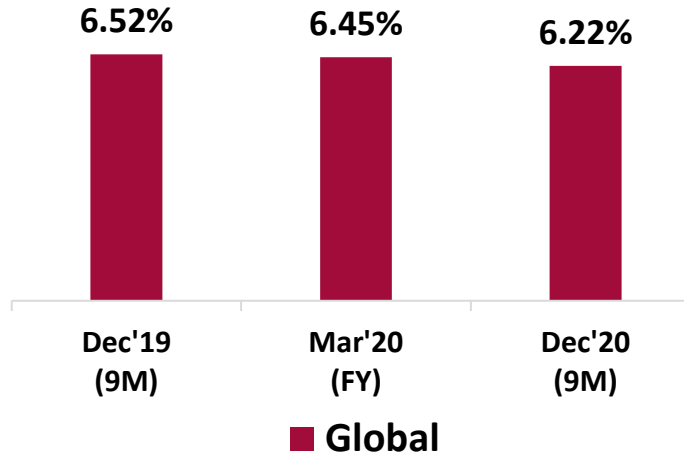
Annualized %



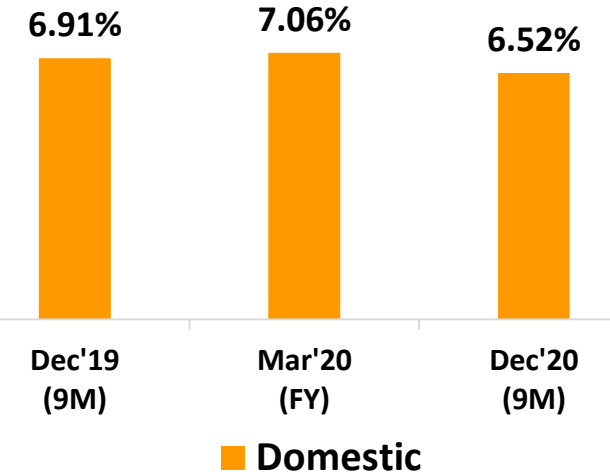
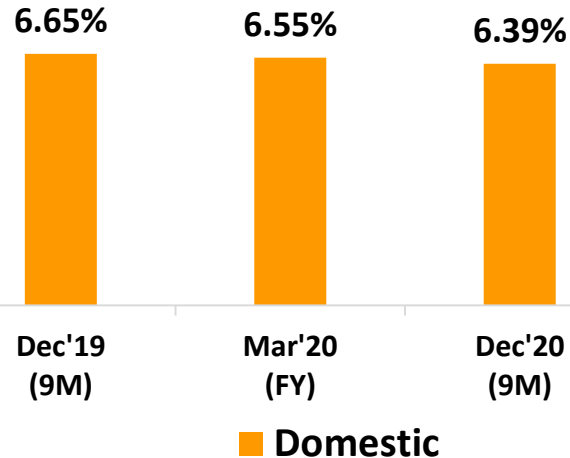
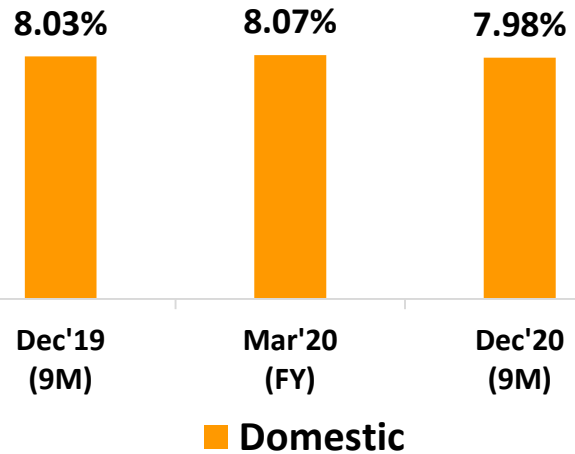
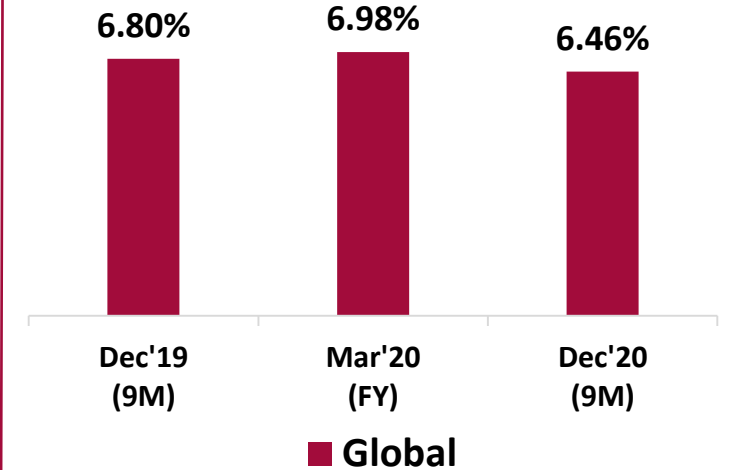
### Yield on Advances [%]



### Yield on Funds [%]

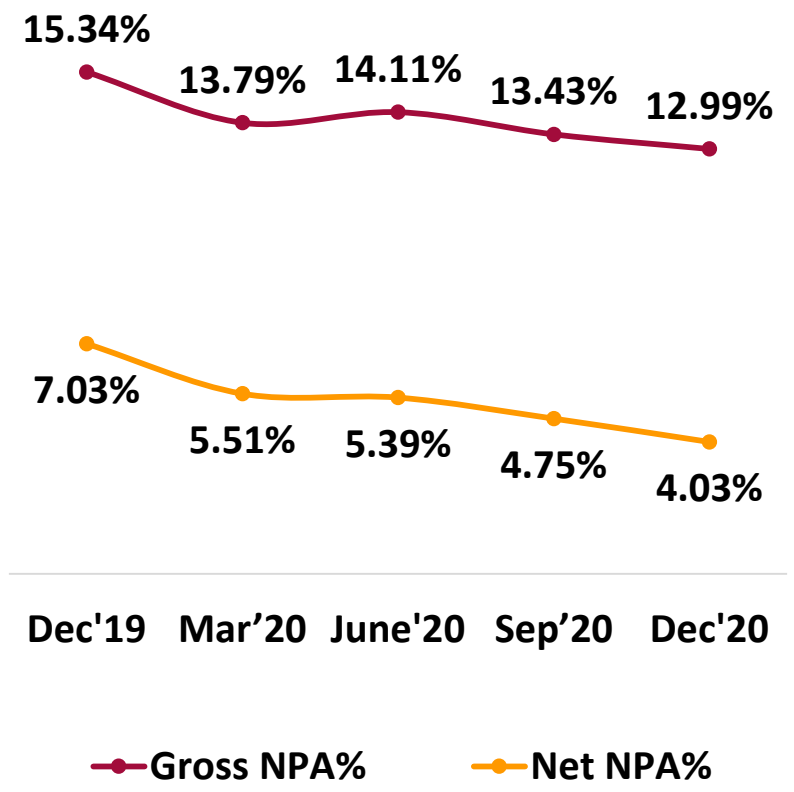


### Yield on Investment [%]

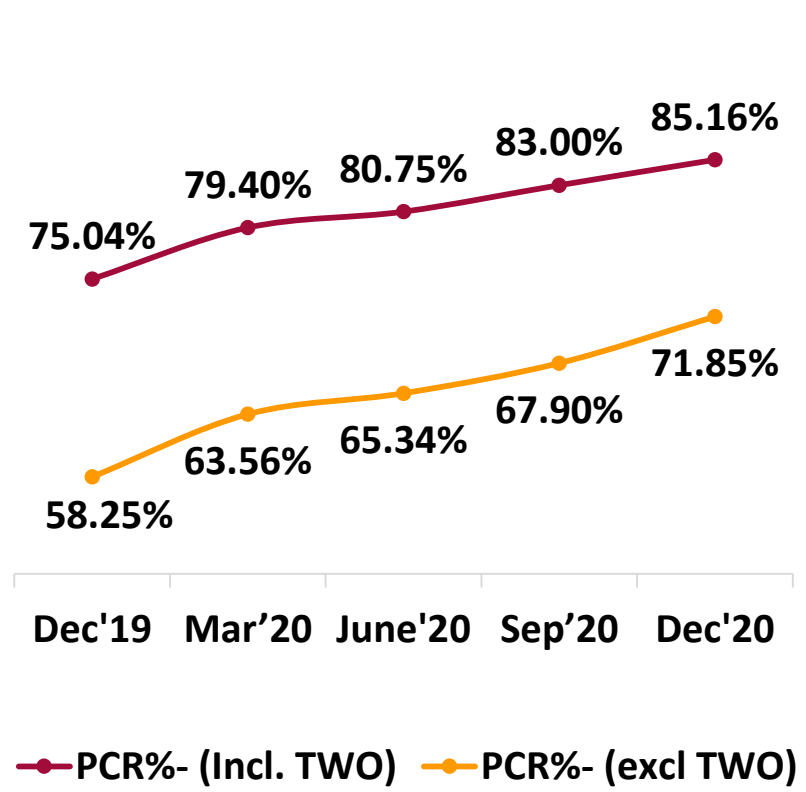


# Asset Quality Ratios

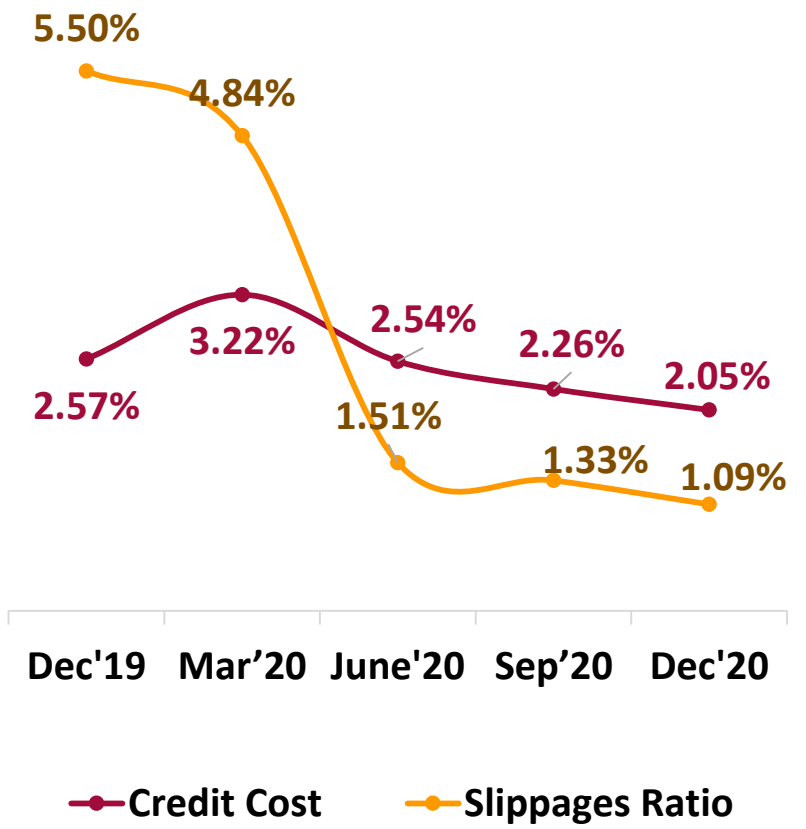
### NPA Ratios: Consistent Reduction



### Increased Provision Coverage Ratio



### Reduction in Credit Costs & Slippage Ratio





# Movement of NPA

Sl.	Parameters	Dec'19 (9M)	FY20	Sep'20 (HY)	Dec'20 (Q3)	Dec'20 (9M)
1	NPA as at the beginning of Year/Quarter	112243	112243	105165	96314	105165
2	-Cash Recovery	11583	14289	3218	2558	5682
3	-Up-gradation	2605	2709	1342	453	1734
4a	-Consequential Write Off	2680	3211	702	816	1724
4b	-Technical Write Off	11874	17794	7973	-843	6925
5	Total Reduction (2+3+4)	28741	38002	13235	2984	16065
6	Fresh Addition	26398	30924	4384	1150	5379
	-Fresh slippages	24034	27562	2363	70	2326
	-Debits in existing NPA A/cs	2365	3362	2021	1080	3053
7	Gross NPAs at end of the period	109900	105165	96314	94479	94479
8	Eligible Deductions incl. Provisions	64022	66846	65394	67881	67881
9	Net NPAs	45878	38320	30920	26598	26598
10	Recovery in written-off A/cs	2881	4334	1013	336	1348



# Asset Classification: Global Advances

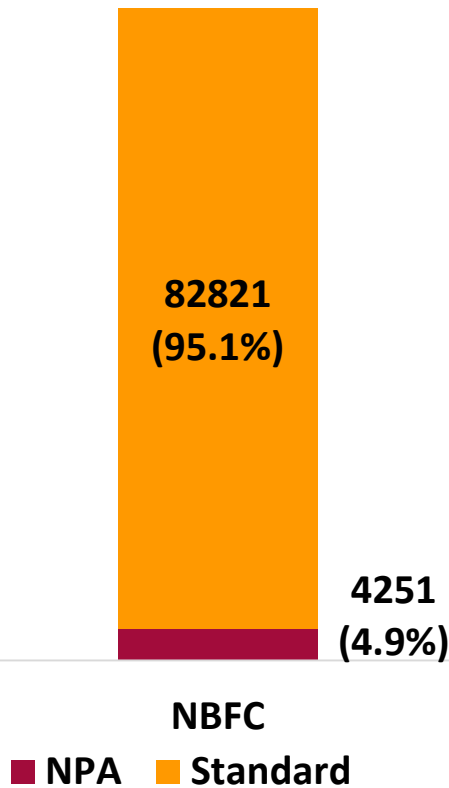
Sl.	Parameters	Dec'19		Mar'20		Sep'20		Dec'20		YoY Variation	
		O/S	Share%	O/S	Share%	O/S	Share%	O/S	Share%	Amt.	Var. %
1	Standard	606584	84.66%	657556	86.21%	620610	86.57%	632952	87.01%	26368	4.3%
2	Gross NPA	109900	15.34%	105165	13.79%	96314	13.43%	94480	12.99%	-15420	-14.0%
2a	Sub-Standard	25803	3.60%	18932	2.48%	9067	1.26%	4220	0.58%	-21583	-83.6%
2b	Doubtful	63915	8.92%	70705	9.27%	67518	9.42%	68075	9.36%	4160	6.5%
2c	Loss	20182	2.82%	15528	2.04%	19729	2.75%	22185	3.05%	2003	9.9%
	<b>Total Advances(1+2)</b>	<b>716484</b>	<b>100%</b>	<b>762721</b>	<b>100%</b>	<b>716924</b>	<b>100%</b>	<b>727432</b>	<b>100%</b>	<b>10948</b>	<b>1.5%</b>

Sl.	Parameters	Dec'19		Mar'20		Sep'20		Dec'20	
		GNPA	GNPA%	GNPA	GNPA%	GNPA	GNPA%	GNPA	GNPA%
1	Retail Loans	4473	3.39%	4474	3.39%	4407	3.39%	3850	2.96%
2	Agriculture & Allied (PS+NPS)	16604	14.25%	18281	15.65%	17410	14.00%	17342	15.70%
3	MSME	19362	15.77%	19748	16.83%	19445	15.94%	18609	14.95%
4	Corporate & Others	67763	20.61%	60984	16.65%	55052	14.62%	52274	15.38%
	Domestic Advances	108203	15.45%	103487	13.95%	93878	13.46%	92076	13.06%
	Overseas Advances	1697	10.40%	1678	8.08%	2436	12.44%	2403	10.70%
	Global Gross Adv	109900	15.34%	105165	13.79%	96314	13.43%	94479	12.99%

Sl.	Parameters	Dec'19		Mar'20		Sep'20		Dec'20	
		GNPA	GNPA%	GNPA	GNPA%	GNPA	GNPA%	GNPA	GNPA%
1	Total Retail Credit	4473	3.39%	4474	3.39%	4407	3.39%	3850	2.96%
	<i>of which</i>								
2	Housing	2335	2.99%	2383	2.85%	2278	2.71%	2232	2.69%
3	Car/Vehicle	484	5.54%	479	5.54%	475	5.34%	464	4.89%
4	Education	887	11.45%	878	11.33%	853	10.93%	804	10.53%
5	Others	768	2.04%	734	2.29%	800	2.71%	351	1.17%

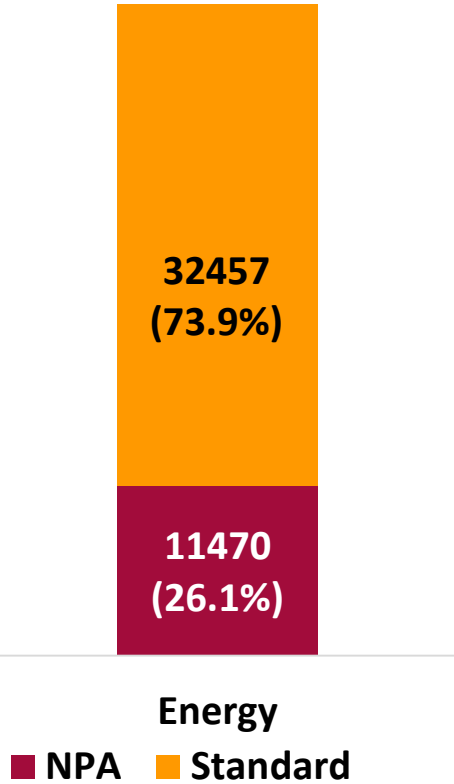
## NBFC

Total FB O/s : Rs 87072 Cr



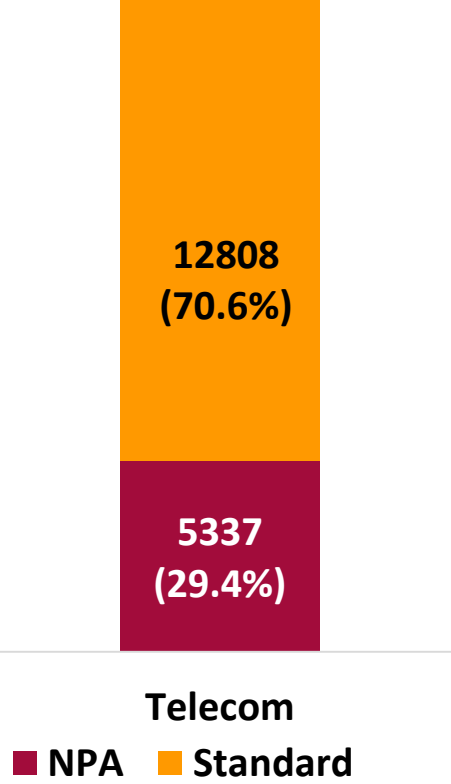
## Energy

Total FB O/s: Rs 43927 Cr



## Telecom

Total FB O/s: Rs 18145 Cr



## Industry wise GNPA

Sl.	Major Industries	Dec'20	
		GNPA Amt.	GNPA%
1	Infrastructure	22409	22.7%
	-Energy	11470	26.1%
	-Tele-Communication	5337	29.4%
	-Roads & Ports	5112	17.2%
	-Other Infra	490	7.2%
2	Basic Metal & Metal Products	8106	27.6%
	-Iron & Steel	7211	27.1%
3	Textiles	2755	21.8%
4	Food Processing	2205	26.6%
5	Chemical & Chemical Products	1051	11.0%
6	Others	7475	17.5%
	<b>Total</b>	<b>44001</b>	<b>21.9%</b>

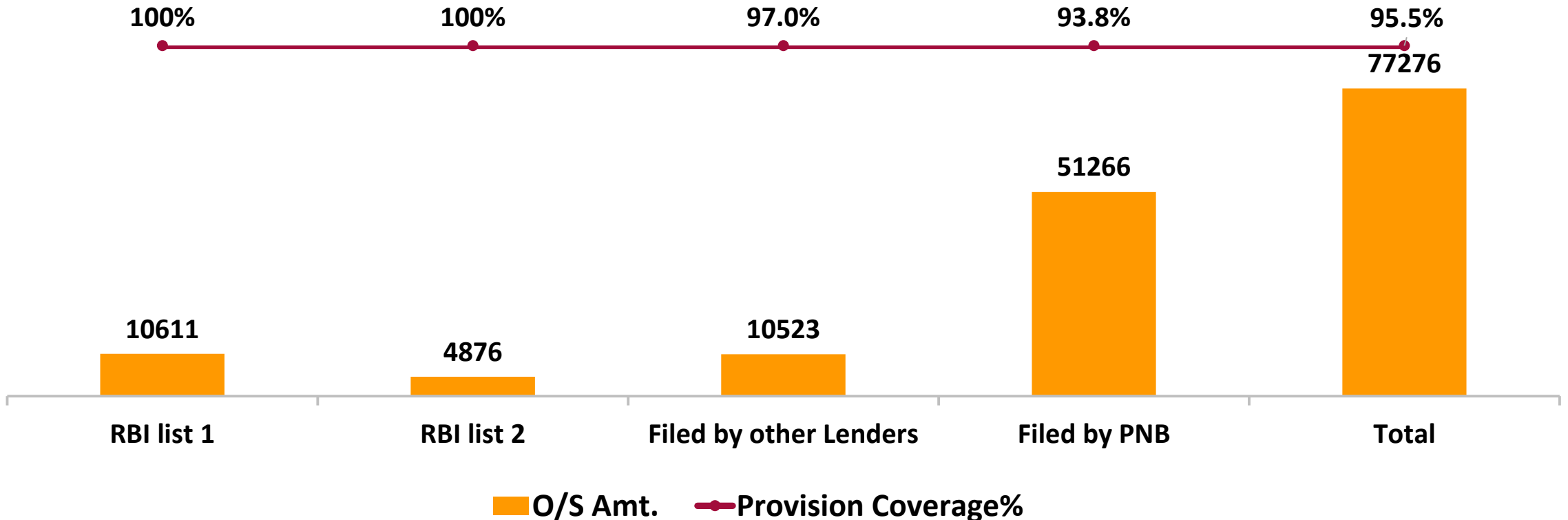


# Exposure to NCLT accounts: 31<sup>st</sup> Dec. 2020

Amt ₹ in Crore



Sl.	Parameters	Accounts	Balance	Provision	PCR%
1	RBI list 1	5	10611	10611	100%
2	RBI list 2	10	4876	4876	100%
3	Filed by PNB	129	10523	10212	97.0%
4	Filed by other Lenders	359	51266	48070	93.8%
5	<b>Total</b>	<b>503</b>	<b>77276</b>	<b>73769</b>	<b>95.5%</b>



Asset Quality



# Standard Restructured Advances

Amt ₹ in Crore



Sl	Movement of Std. Restructured Advances	Mar'20	Jun'20 (Q)	Sep'20 (HY)	Dec'20 (9M)
A	Opening Balance	4914	2236	2236	2236
B	Total Addition	1058	70	115	644
1	Fresh Restructuring	771	53	89	617
2	Up-gradation	287	17	26	27
C	Reduction	3736	8	12	613
1	In eligible	504	5	6	15
2	Down-gradation to NPA	1514	1	0	0
3	Exit/Failure	1718	2	6	598
	<b>Closing Balance (A+B-C)</b>	<b>2236</b>	<b>2298</b>	<b>2339</b>	<b>2267</b>

Sl.	Sector wise Std. Restructured	Mar'20	Jun'20	Sep'20	Dec'20
A	Retail Loans	0	0	0	0
B	Agriculture & Allied	2067	2112	2151	2063
C	MSME	160	177	179	195
D	Corporate & Others	9	9	9	9
	<b>Total</b>	<b>2236</b>	<b>2298</b>	<b>2339</b>	<b>2267</b>

One Time Restructuring of advances - MSME		
No. of Accounts	Amount	Provisions
55278	3071	154



Asset Quality



# Stress Asset Book for FY 2021



*Amt ₹ in Crore*

Sl	Particulars	Amount
1	Fresh Slippage in H1 FY 21	2363
2	Fresh Slippage in Q3 FY21	70
3	Total Slippage in 9 months upto 31.12.2020	2433
4	OTR invoked as on 31.12.2020	11030
5	Pro-forma NPA	12919
6	Total Stress (3+4+5)	26382



Asset Quality



# Covid-19 Support

Amt ₹ in Crore



## ONE TIME RESTRUCTURING OF ADVANCES As per RBI's guidelines dated Aug 6, 2020

Sl.	Loan and aggregate exposure category	Cumulative restructuring Invocation		Cumulative restructuring implemented	
		No. of accounts	Amount involved	No. of accounts	Amount involved
1	Personal loans	24396	2027	2327	176
2	Other Exposures*	1314	9003	164	62
3	Total (1+2)	25710	11030	2491	238
4	MSME loans	14033	968**	14033	968
	Grand Total (3+4)	39743	11998	16524	1206

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

\*\*For MSME application/invocation is reckoned same, as invocation is not required in MSME Segment.



## Covid-19 Provision Working as on 31.12.20- Accounts where Asset Classification Benefit Given on 31.03.20

Sl	Particulars	No. of Accts	O/s 31.03.20	O/s 31.12.20
1	Accounts where Covid-19 Benefit given as on 31.03.20	184183	7559	
2	<i>Less:</i>			
a)	Accounts Closed as on 31.12.20	7501	210	
b)	Accounts in Credit/Zero Bal. as on 31.12.20	4025	43	
c)	Accounts which are NPA as on 31.12.20	2417	408	
3	Net Accounts where Covid-19 Benefit given as on 31.12.20	170240	6898	6807
4	Less: Accounts which are PNPA (Pro-forma NPA) as on 31.12.20 & Bank is making higher provision on the same	48847		2347
5	Net Accounts on which Provision to be made	121393		4460
6	10% Provision on 5 above			446



# Additional Provision(on Hon'ble Supreme Court Stay)



Hon'ble Supreme Court of India vide Order dated 03.09.20 directed that accounts which were not declared as NPA till 31.08.20 shall not be declared as NPA till further orders. However, as a measure of prudence the following provision is being made on Pro-forma NPA, which includes derecognition of interest.

*Amt ₹ in Crore*

SN	Particulars	Amount
1	Pro-forma NPA (PNPA) as on 31.12.20	12,919
2	Expected Interest reversal in the above	431
3	Net Pro-forma NPA Slippage (1-2)	12,488
4	Provision on the above Net Pro-forma NPA Slippage	1,873
5	Total Likely Impact on profitability (2 + 4)	2,304



# Details of Covid-19 & Hon'ble Supreme Court Related Provision as on 31.12.20



Amt ₹ in Crore

Sl.	Particulars	Amount
1	Provision @ 15% on Rs. 12488 Crores (Pro-forma NPA Rs. 12919 Cr-D.I. Rs. 431 Cr)	1873
2	Provision on OTR Invoked Accounts under PNPA @ 10%	216
3	Provision on OTR Implemented as on 31.12.20 in Personal & Other Segment @ 10% on Rs. 238 Crores and MSME segment @5% on Rs. 1,026 Crores	75
4	<b>Grand Total</b>	<b>2164</b>
5	<b>Derecognised Interest (D.I)</b>	<b>431</b>
6	<b>Total Impact ON Balance Sheet in Q3 of FY21 (4+5)</b>	<b>2595</b>
7	Provision already held as on 30.09.20 on account of Hon'ble Supreme Court stay	180
8	Moratorium benefit Provision released (For closed & Pro-forma NPA accounts plus matter of prudence of Rs. 400 Cr.)	549
9	<b>Surplus Provision (7+8)</b>	<b>729</b>
10	<b>Total Impact on Balance Sheet for Q3 after release of surplus provision (6-9)</b>	<b>1866</b>
11	Provision & D.I for 9 months as on 31.12.20 (6)	2595
12	Provision held for COVID Moratorium as per RBI Circular dated 17.04.20	446
13	<b>Total Provision + D.I on Balance Sheet Q3 (11+12)</b>	<b>3041</b>

# Ex-Gratia Payment

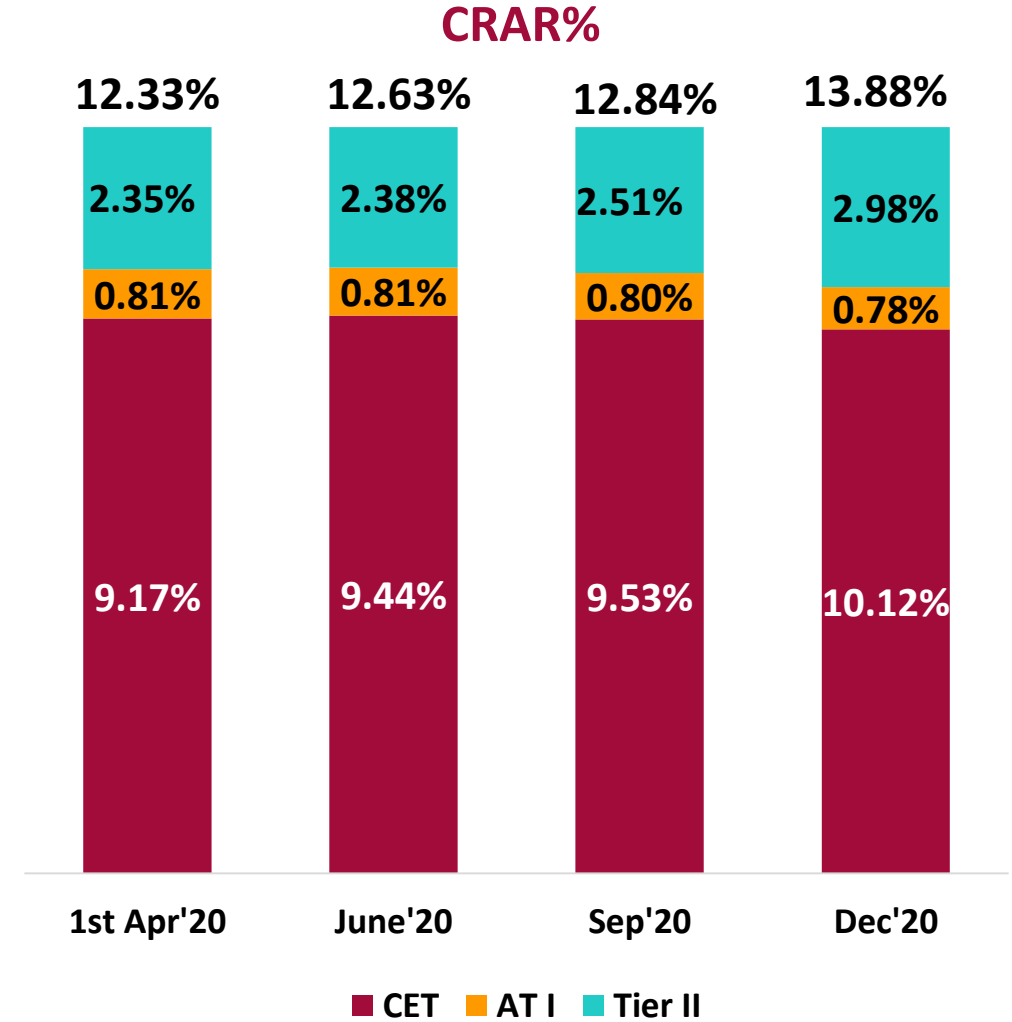
**Scheme for ex-gratia payment of difference between compound interest and simple interest for the period of six months (01.03.20 - 31.8.20)**

Segments / Classes of Loan (with limit & Outstanding not exceeding Rs. 2 Crore from Banking Industry as on 29.02.20)	Number of accounts	(Amount in Cr.)
		Amount credited to the borrowers as per the requirements of the scheme
MSME Loans - TL	410786	11.86
MSME Loans - CC / OD	489145	36.07
Education Loan	85274	3.88
Housing Loans	431203	38.42
Consumer Durable Loans	1007	0.08
Credit card dues	104829	0.76
Automobile loans	181837	5.75
Personal loans to professionals	379453	10.35
Consumption Loans	145691	11.42
<b>Total</b>	<b>2229225</b>	<b>118.60*</b>

\* The amount has been claimed from the Nodal Agency and is expected by March 2021.

# Capital Adequacy (Basel III)

Sl.	Parameters	1 <sup>st</sup> Apr'20	June'20	Sep'20	Dec'20
1	Tier I	62467	63745	64107	68827
	Common Equity	57419	58697	59166	63886
	Additional Tier I	5048	5048	4941	4941
2	Tier II	14707	14781	15625	18809
3	<b>Total (Tier I+II)</b>	<b>77174</b>	<b>78526</b>	<b>79732</b>	<b>87636</b>
4	Risk-weighted Assets	626278	621981	620755	631488
1	Tier I %	9.97%	10.25%	10.33%	10.90%
	Common Equity %	9.17%	9.44%	9.53%	10.12%
	Additional Tier I %	0.81%	0.81%	0.80%	0.78%
2	Tier II %	2.35%	2.38%	2.51%	2.98%
3	<b>Total (Tier I+II) %</b>	<b>12.32%</b>	<b>12.63%</b>	<b>12.84%</b>	<b>13.88%</b>



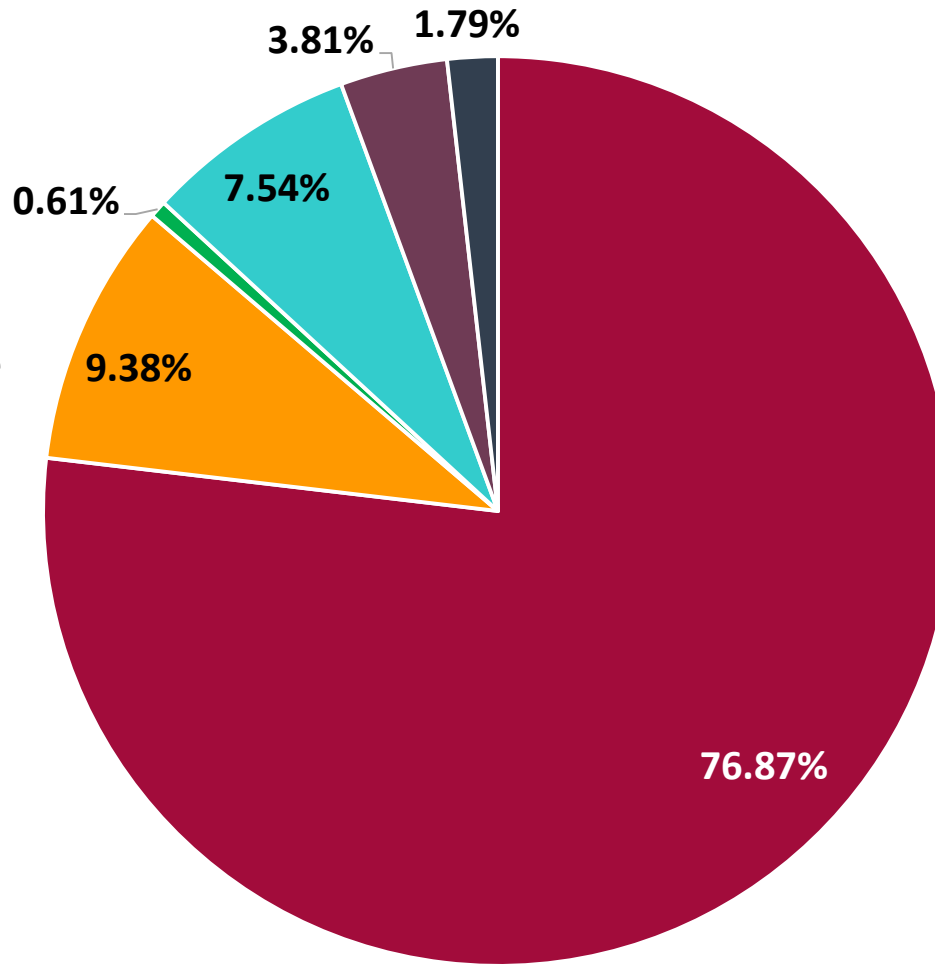
**Raised Rs. 3000 Crore Capital through Tier II Bonds till Dec'20**



# Capital Optimization

Sl.	Parameters	Mar'20	Jun'20	Sep'20	Dec'20
1	Credit RWA	501427	497376	499014	511256
	<i>Of which Credit RWA (FB)</i>	401439	374105	370138	383440
2	Market RWAs	54954	59052	56188	54679
3	Operational RWAs	63187	65553	65553	65553
4	Total RWAs	619568	621981	620755	631488
5	Global Credit Exposure	886285	842843	865432	882806
6	Credit Exposure (Domestic FB)	789190	769441	767683	787453
7	RWA/Advances	70%	74%	71%	72%
8	Credit RWA Density (Domestic FB)	50%	49%	48%	49%
9	Total NFB O/S	76218	73401	70752	66329
10	NFB RWA	30904	31896	30754	29168
11	Leverage Ratio	4.06 #	4.12	4.11	4.32

# As at 01.04.2020



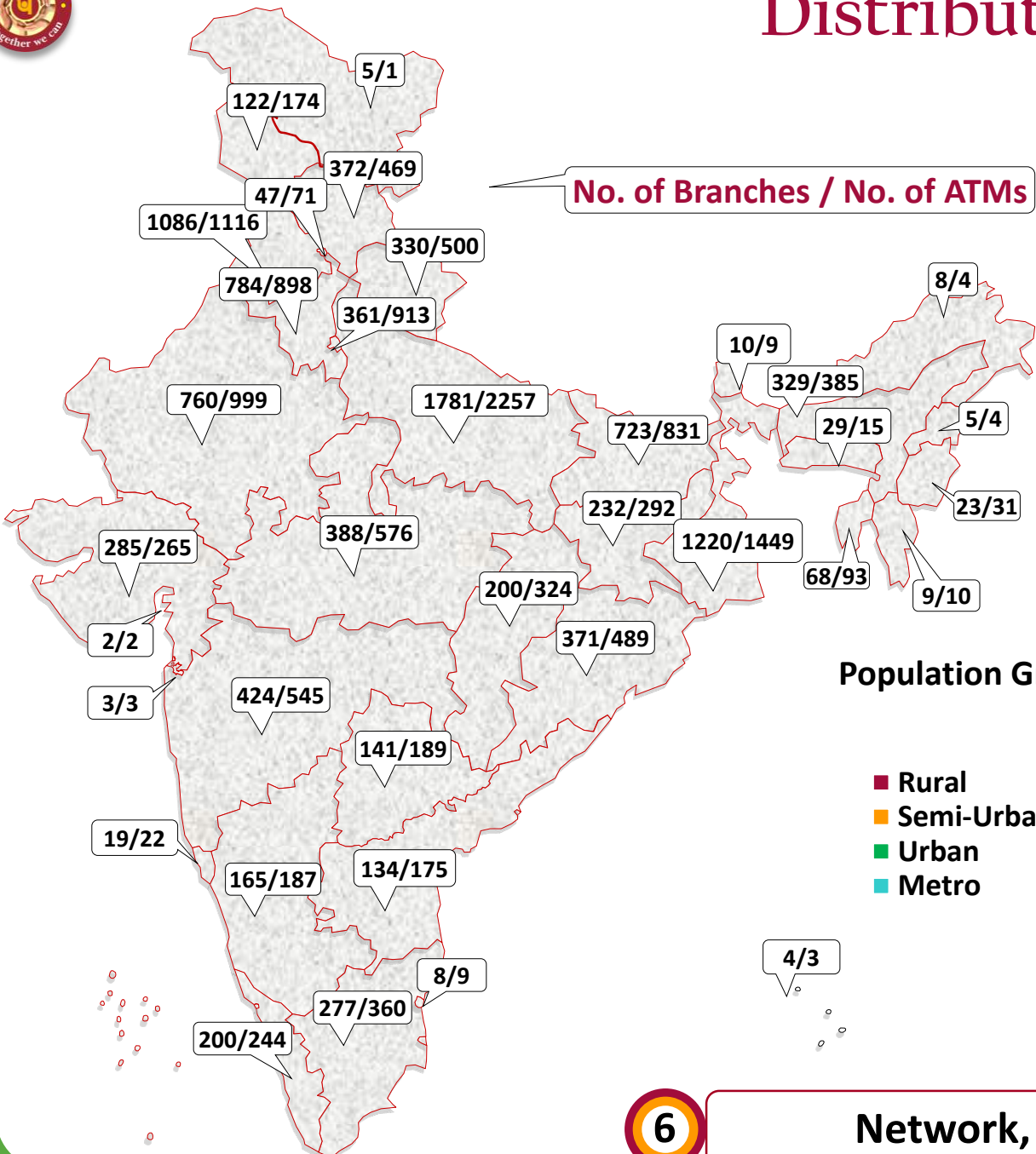
- Govt. of India
- FIs/Banks/Insurance
- Mutual Funds
- Resident Individual
- FII
- Others

## Capital Raised during FY 21

Tier	Particulars	Amount	Raised during
Tier - I	Equity (Through QIP)	3788	Q3
Tier – II	Non-Convertible Fully	994	Q2
	Paid up Bonds	3000	Q3
	<b>TOTAL (Tier – II)</b>	<b>3994</b>	
<b>GRAND TOTAL (Tier – I + Tier – II)</b>		<b>7782</b>	

Raised Rs. 495 Crore Capital through AT-1 in Jan'21

# Distribution Network



**Branches (Domestic)**  
**10925**



**ATM**  
**13914**



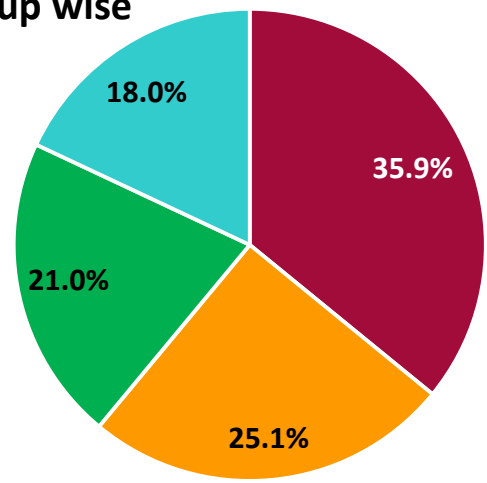
**BCs**  
**12346**

**International Branches: 1. Hong Kong 2. Dubai**

## Branch Presence Across India

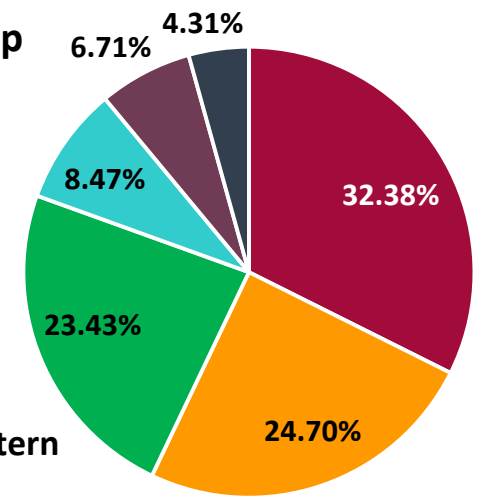
**Population Group wise**

- Rural
- Semi-Urban
- Urban
- Metro



**Regional Group**

- Northern
- Central
- Eastern
- Southern
- Western
- North- Eastern





# Social Media Presence



9,85,945



67,292



1,77,946



47,993



57,399



## ▲ UPI txns

70.18 Crore  
YoY Gr 23%



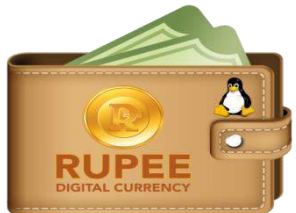
## ▲ Debit Card

Total issued  
434 Lakhs



## ▲ PoS

Total Installed  
109266  
YoY:31%



## ▲ PNB E-Rupaya

Digital Solution in  
Villages without  
internet  
connectivity



## ▲ PIHU

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



## ▲ Internet Banking

Users Crossed  
250 Lakh



## ▲ Mobile Banking

Users Crossed  
96 Lakh



## ▲ Credit Card

Total issued  
363873



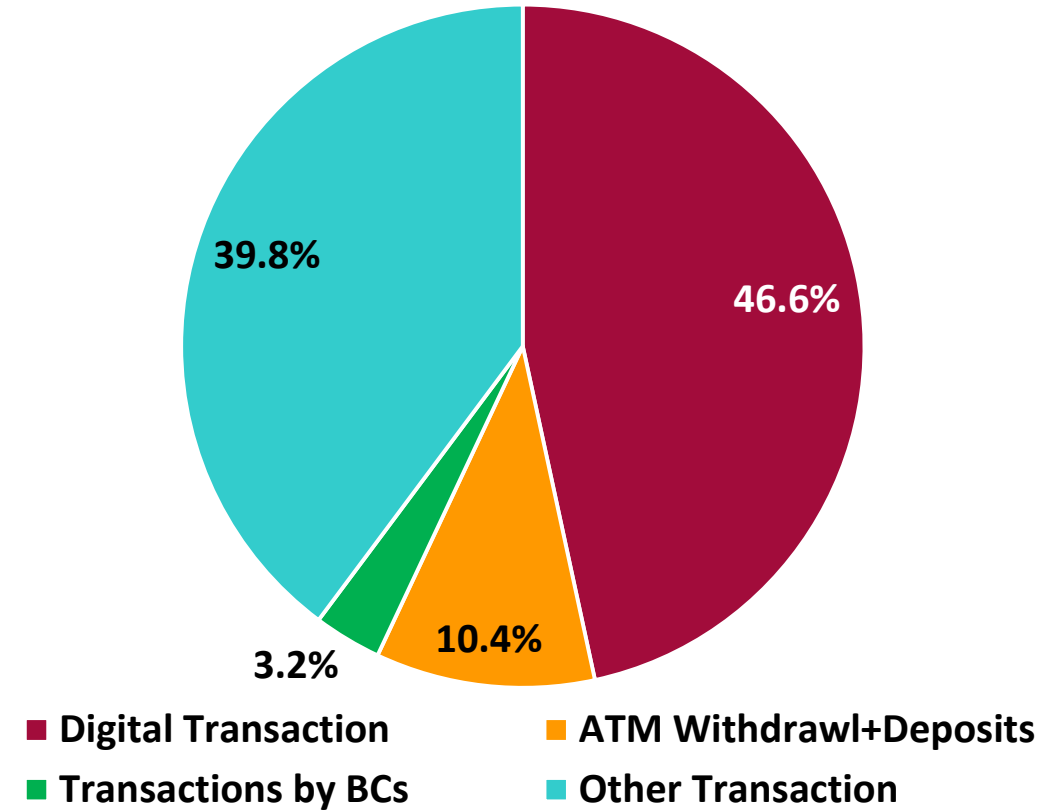
## ▲ Bharat/BHIM QR Code

Total Installed  
453859

Sl.	Digital Transactions	Q3 FY'20	Q2 FY'21	Q3 FY'21	Q3FY21/ Q3FY20
		Txn (in lakhs)	Txn (in lakhs)	Txn (in lakhs)	YoY Gr. %
1	Mobile Banking	332	427	453	36.30%
2	Internet Banking	84	81	76	-9.25%
3	UPI	1644	2368	2888	75.67%
4	IMPS	56	66	72	27.50%
5	NACH	75	68	103	38.44%
6	NEFT/RTGS	224	254	262	17.04%
7	Debit Card	648	460	553	-14.70%
8	Credit Card	20	14	18	-13.49%
9	AEPS	142	358	293	106.34%
10	Others (BHIM Aadhar, USSD, Etc.)	1996	2136	1880	-5.77%

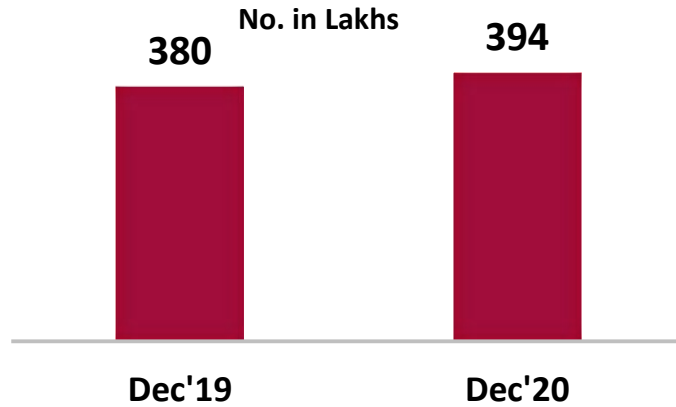
60 % of financial transactions are through ADC in Q3 FY21

Transaction share%

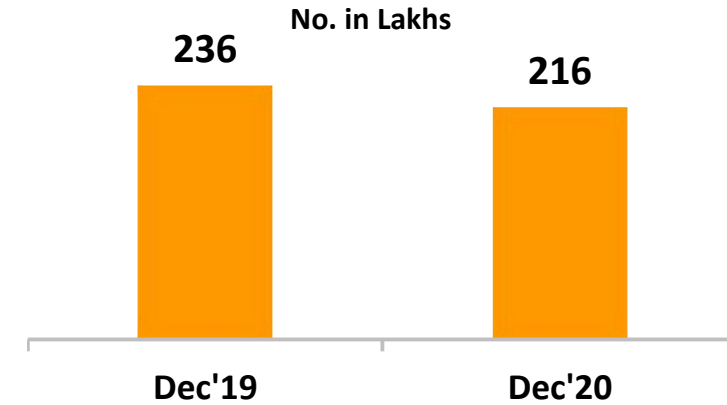


# Financial Inclusion : Profitable Business Proposition

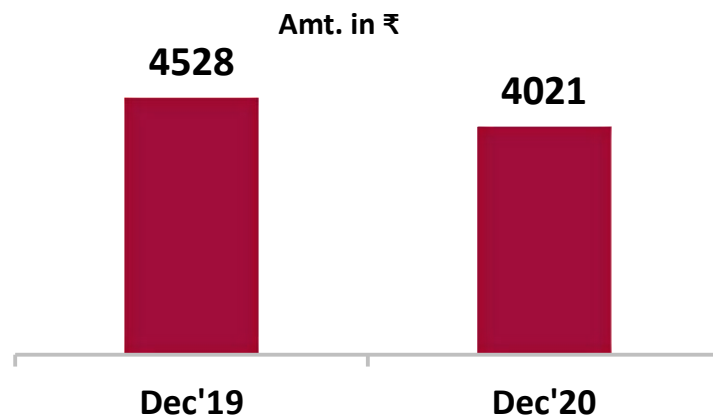
## PMJDY Accounts



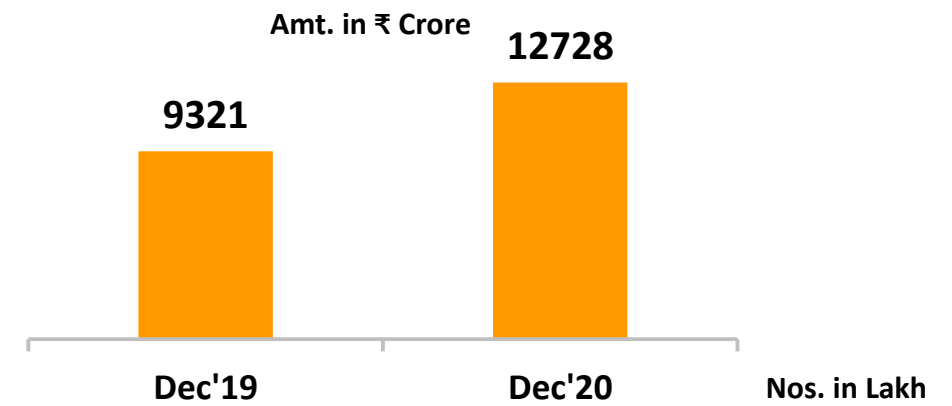
## No. of DBT Txns



## PMJDY Avg. Balance



## Deposit Mobilized by BCs



Sl.	Jansuraksha Schemes Enrollment Up To	Dec'19	Sep'20	Dec'20
1	Pradhan Mantri Jeevan Jyoti Bima Yojana	29.0	31.9	33.1
2	Pradhan Mantri Suraksha Bima Yojana	139.9	144.9	147.8
3	Atal Pension Yojana	10.5	12.4	13.9

(Amount in INR Crore)

Type	Name of the entity	Country of Incorporation	Proportion of Ownership%	Results (3/6/9/12 M)	Total Income	Total Expenses	Gross Profit	Net Profit
Associates	PNB Housing Finance LTD	India	32.65%	Dec'20 (9M)	5790	4772	1018	803
Subsidiaries	PNB Gilts Ltd.	India	74.07%	Dec'20 (9M)	960	334	626	468
Associates	PNB MetLife India Insurance Co. Ltd	India	30.00%	Sept'20 (6M)	3807	3773	34	28
Associates	Canara HSBC OBC Life Insurance Co. Ltd	India	23.00%	Dec'20 (9M)	3852	3821	31	31
Subsidiaries	PNB (International) Ltd.	UK	100.00%	Dec'20 (9M)	200	171	29	1
Associates	India SME Asset Reconstruction Co. Ltd	India	20.90%	Sept'20 (6M)	8	6	2	1
Subsidiaries	PNB Investment Services Ltd.	India	100.00%	Sept'20 (6M)	3	3	0	0
Subsidiaries	Druk PNB Bank Ltd.	Bhutan	51.00%	Dec'19 (12M)	120	81	39	20
JV	Everest Bank Ltd.	Nepal	20.03%	July'20 (12M)	968	744	224	157

# Subsidiaries and JVs performance

Amt ₹ in Crore



Parameter	PNB Housing Finance Ltd.					PNB Gilts Ltd.		
	Q3 FY'20	Q2 FY'21	Q3 FY'21	9M FY'20	9M FY'21	Q3 FY'20	Q2 FY'21	Q3 FY'21
Total Income	2075	2022	1896	6538	5790	221	219	323
Total Expenses	1679	1626	1602	5400	4772	164	196	100
Gross Profit	396	396	294	1138	1018	57	23	223
Net Profit	237	313	232	888	803	44	17	167
Capital Adequacy Ratio (%)	17.06%	18.66%	19.19%	17.06%	19.19%	25.18%	31.20%	36.50%

Parameter	Dec'19	Sep'20	Dec'20
Business	85664	83551	81096
Loans and Advances	69194	66951	64584
Deposits	16470	16600	16512

# Subsidiaries and JVs performance



Parameter	PNB MetLife India Insurance Co. Ltd.			Canara HSBC OBC Life Insurance Co. Ltd				
	Q2 FY 19-20	Q1 FY 20-21	Q2 FY 20-21	Q3 FY 19-20	Q2 FY 20-21	Q3 FY 20-21	9M FY 19-20	9M FY 20-21
Total Income	1517	1672	2135	1045	1395	1417	3110	3852
Total Expenses	1528	1630	2143	997	1378	1407	3004	3821
Gross Profit	-11	42	-8	48	17	10	106	31
Net Profit	-10	38	-10	48	17	10	106	31
Solvency Ratio (%)	197%	204%	197%	375%	312%	289%	375%	289%

# Subsidiaries and JVs performance

Amt ₹ in Crore

Parameter	PNB (International) Ltd.			India SME Asset Reconstruction Co. Ltd			PNB Investment Services Ltd.		
	Q3 FY 19-20	Q2 FY 20-21	Q3 FY 20-21	FY20 (12M)	Q1 FY21	Q2 FY21	Q2 FY 19-20	Q1 FY 20-21	Q2 FY 20-21
Total Income	57	75	56	10	2	8	1	2	1
Total Expenses	61	56	53	17	1	6	2	2	1
Gross Profit	-4	19	3	-7	1	2	0	0	0
Net Profit	-9	1	-2	-8	1	1	0	0	0
Capital Adequacy Ratio (%)	29.43%	27.46%	26.85%	-	-	-	-	-	-

Parameter	Dec'19	Sep'20	Dec'20	Mar'20	June'20	Sep'20
Business	11778	11918	12619	80	76	83
Loans and Advances	6512	6565	6835	6	2	3
Deposits	5266	5353	5784	74	74	80



# Subsidiaries and JVs performance

Amt ₹ in Crore



Parameter	Druk PNB Bank Ltd. (1 <sup>st</sup> Jan to 31 <sup>st</sup> Dec)			Everest Bank Ltd (16 <sup>th</sup> July to 15 <sup>th</sup> July)		
	Q3 FY19 (July-Sep'19)	Q2 FY20 (Apr-June'20)	Q3 FY20 (July-Sep'20)	Q4'2020 (Apr'20-July'20)	FY'2019 (July'18-July'19)	FY'2020 (July'19-July'20)
Total Income	31	17	37	224	903	968
Total Expenses	21	23	24	211	631	744
Gross Profit	10	-7	13	13	272	224
Net Profit	3	-6	19	10	191	157
Capital Adequacy Ratio (%)	15.38%	13.36%	15.74%	13.38%	13.74%	13.38%

Parameter	Sep'19	June'20	Sep'20	July'19	Apr'20	July'20
Business	2400	2734	2648	15123	16280	16466
Loans and advances	975	1168	1176	6987	7417	7420
Deposits	1425	1566	1472	8136	8863	9046

*Amt ₹ in Crore*

Consolidated Position	Q3 FY20	Q2 FY21	Q3 FY21		9M FY20	9M FY21
Total Income	2462	2683	2689		7517	8299
Total Expenses	2296	2370	2354		6929	7499
Operating profit	319	735	690		1378	2256
Net Profit	98	-105	201		326	200
Capital adequacy ratio	10.42%	10.24%	10.57%			

Parameter	Dec'19	Sep'20	Dec'20
Business	156358	165578	167708
Loans and advances	54662	57708	58946
Deposits	101696	107870	108762

## 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
6. TGB- Tripura Gramin Bank
7. MRB- Manipur Rural Bank
8. AGVB- Assam Gramin Vikash Bank
9. BGVB- Bangiya Gramin Vikash Bank

# Awards for Excellence

**ET-BFSI Excellence Awards 2020-  
Most Innovative Public Sector Bank  
of the Year**

**IBA Banking Technology Awards  
2020 - Winner of The Most  
Innovative Project Using  
Technology – PNBOne**

**EASE 2.0 Reform Index  
Overall 4<sup>th</sup> Rank**



**Asia Money Banking Awards 2020  
- Best Bank in terms of CSR  
Activities**

**DSCI Excellence Award 2020  
under the Category “Security  
Leader of the Year Banking”**

**IBA Banking Technology Awards  
2020 - Runner Up in Best Use of  
Data and Analytics for Business  
Outcome in Large Bank Category**



**Gram Sampark Abhiyan** - Launched on 02<sup>nd</sup> October 2020, 11 Lakh customers contacted in around 29973 camps with increased Credit sanctions, digital on-boarding and Enrolment for Social Security.



**MSME Customer Outreach program** in 180 Clusters.



Launch of **Digital Lending Solution-PNB Lens**, IT based Loan Management System.



To accelerate the growth of forex business, Bank launched **TRADE FINANCE REDEFINED PORTAL**. **FX-RETAIL portal** is also being popularized for direct access to Interbank market.



Facility of **Insta-Demat A/C Opening** through Internet Banking



PNB joins hands with **IIT Kanpur** to set up Fintech Innovation Centre

# Way Forward

With Integration completed and revamped Credit Delivery Structure in place, now thrust on **Business Growth**

**Sustained profitability** and robust capital position

Approach to be a **Leader** in Rural & Agri Banking and Preferred Banker for MSME



Upgrade peripheral and **surrounding technology** applications by Mar'21

Leverage **Digital Canvas** for greater outreach, improved productivity and quality service

Effective Asset Quality Management and treat Recovery as a **Profit Centre**



# Thank You!