

- ✿ TOTAL BUSINESS CROSSES Rs 590000 CRORE
- ✿ TOTAL ASSETS CROSS Rs. 400000 CRORE MILESTONE
- ✿ SAVINGS DEPOSITS CROSS Rs 100000 CRORE MILESTONE
- ✿ Q2 NET INTEREST INCOME INCREASES BY 16.0%
- ✿ Q2 CORE NON INTEREST INCOME SURGES BY 26.7%
- ✿ Q2 NET INTEREST MARGIN REMAINS HIGH AT 3.95%
- ✿ Q2 NET PROFIT RECORDS 12.1% GROWTH TO REACH Rs. 1205 CRORE
- ✿ Q2 OPERATING PROFIT GROWS BY 20.4% TO REACH Rs. 2528 CRORE

Total Assets	:	4.03 lac crore	↑	22.8%
Deposits	:	3.42 lac crore	↑	25.0%
Credit	:	2.49 lac crore	↑	19.3%
Book Value per share	:	Rs 705.4	↑	21.1%
Customer Base	:	More than 6.8 crore		

### Performance Highlights for the quarter ended September 2011

#### Profit

- **Net Profit** of the Bank recorded a YoY growth of 12.1 % to reach Rs. **1205 crore** for the second quarter of 2011-12 (Q2FY'12) as compared to a profit of Rs.1075 crore in Q2 FY'11.
  - **Net Profit** from core operations (excluding treasury operations and impact of depreciation) witnessed a jump of 18.9% to reach Rs.1313 crore in Q2FY'12 from Rs. 1104 crore in Q2FY'11
- **Net Profit** for Half Year ended Sep'11 (H1FY'12) amounted to **Rs 2310 crore** as compared to Rs.2143 crore last year, registering a y-o-y growth of 7.8 %.
- **Operating Profit** for Q2FY'12 stood at **Rs.2528** crore as against Rs.2100 crore in Q2 FY'11 registering a YoY growth of 20.4%.
- **Operating profit** of the Bank during the H1FY'12 grew by **19.1%** to reach **Rs. 5002 crore** from Rs.4198 crore as at H1FY'11.

#### Business

- **Total Business** of the Bank rose to **Rs. 590803 crore** as compared to Rs. 4,82,159 crore in Sep'10, showing a YoY growth of **22.5%**.
- **Deposits** at the end of Sep'11 amounted to **Rs. 341783 crore** as compared to Rs. 2, 73,394 crore in Sep'10, exhibiting a growth of **25.0%** on YoY basis.
- **CASA deposits** increased from **Rs. 110983** crore in Sep'10 to **Rs. 124022** crore in Sep'11 recording a growth of **11.7%**.
  - **CASA share** stood at **37.1%** due to higher growth of Term Deposits.
  - **Saving deposits** increased by **15.1%** to cross the milestone of Rs One lac crore at **Rs. 100491 crore**.

- **Advances** of the Bank at **Rs. 249020 crore** at the end of Sep'11 grew by 19.3% (YoY) from Rs. 208764 crore at the end of Sep'10.
- **Credit Deposit Ratio** stood at **72.86%** as at Sep'11.

### Income

- **Total income** during **Q2FY'12** rose by **37.2%** to **Rs.9841 crore** due to **healthy growth of 38.7%** in Interest Income which reached **Rs.8952 crore**.
- **Total income** during **H1 FY'12** increased to **Rs. 19240 crore**, recording a **growth of 37.1% on account of 38.9% growth in Interest Income (Rs.17267 crore)**.
- **Net interest income** during Q2FY'12 improved by **16.0%** from Rs. 2977 crore to **Rs. 3453 crore**.
- **Non-Interest Income** in Q2FY'12 amounted to **Rs. 889 crore**. (H1FY'12: Rs.1973 crore). **Core Non-Interest Income** increases by 26.7% in Q2 FY 12 to Rs 688 crore from Rs 543 crore in Q2FY 11.

### Important Ratios

- **Gross NPA ratio** stood at 2.05% as at Sep'11 whereas **Net NPA ratio** was **0.84%**.
- **Provision Coverage Ratio** is at **75.08%** as at Sep'11.
- **Net Interest Margin (NIM)** remains high at **3.95%** for the quarter ended Sep'11 and 3.88% for H1 ended Sep'11 (3.99% H1FY'11).
- **Return on Assets** stood at **1.21%** in the Q2 FY'12. (H1FY'12: 1.18%)
- **Cost of Deposit** stood at **6.52%** in Q2FY'12. (H1FY'12: 6.39%)
- **Cost to Income ratio** reduced by **14 bps to 41.43% in H1 FY'12** as against 41.57% last year.
- **Return on Equity** stood at **21.57%** in the Q2 FY'12 (H1FY'12: 20.67%)
- **Earnings Per Share** (annualized) was Rs. 152.15 for the Q2 FY'12 against Rs. 136.32 last year (H1 ended Sep'11: Rs. 145.83 against Rs 135.92 in previous period)
- **Book Value Per Share** improved to **Rs. 705.40 in Sep'11** as against Rs.582.72 in Sep'10.
- **CRAR** of the bank is at 12.23% under **BASEL-II** (Tier-I : 8.37%;Tier-II : 3.86%).

### Delivery Channels

- Bank's branch network stands at more than 5300.
- Installed more than 5600 **ATMs**
- **151 lakh ATM Card holders** that recorded an annual growth of 30.02%.
- More than 14.7 **lac Internet Banking users** with **49 lac customers availing SMS facility**.

### Retail Credit

- Retail loans outstanding grew by 20.2% on YoY basis to cross Rs 24,000 crore at end Sep'11.
  - Good y-o-y growth in Education loan (19.8%) and Car/Vehicle (34.1%).
  - **Gold loan** portfolio rose by **178.9%** to Rs.689 crore.

## International Forays

- Bank has established overseas footprints via 5 overseas branches, 3 subsidiaries, 1 joint venture and 5 Rep offices.
- Recent opening of Rep-office in Sydney, Australia marks Bank's entry into the **10<sup>th</sup> International destination.**
  - Bank's future overseas forays include a wholly owned subsidiary in Canada which would be the second one after PNB Inter. Ltd. (UK), upgradation of rep-office at Norway and China into branches, and exploring possibilities for presence in Maldives, Bangladesh, Brazil and Singapore.

## CSR initiatives

- "PNB Vikas", a scheme for adoption of **117 villages** has been launched for integrated development of adopted villages in a holistic manner.

## Priority Sector

- PS Advances grew by 12.7% to **Rs 77,973 crore.**
  - Outstanding Agricultural advances grew by 8.68% to Rs. 35,076 crore as at Sep'11.
  - Issued 38.04 lakh Kisan Credit Cards till Sept 30, 2011.

## Micro. Small & Medium Enterprises

- Credit to MSME sector grew by **22.7%** to more than Rs 49,000 crore as at end Sept'11.
  - Credit to **Micro Enterprises** recorded a remarkable growth of more than 37% to around Rs **15,700 crore as on 30.09.2011.**
  - Credit to **Micro & Small Enterprises** recorded a growth of more than 19% to around Rs **38,000 crore as on 30.09.2011.**
- **59 Specialised MSME branches & 465 SME focus branches.**
- To meet the working capital requirements of the Service Sector including trading, business enterprises and professionals and self-employed, a new PNB Super Trade Scheme has been launched.

## Financial Inclusion

- **More than 77 lac "No Frill"/PNB Mitra accounts opened** and issued more than **56000 General Credit Cards till now.**
  - **Around 42 lac** ICT based accounts opened so far through 41 Financial Inclusion projects.
  - Extended credit facilities of more than Rs. 55 crore in several credit driven projects till date.
- PNB proposes to cover allocated **4583 villages** with population of over 2,000 by March 2012. Around **2214** villages are already covered under existing FI projects.

## Empowerment Initiatives

- More than 3.63 lakh persons trained at Bank's cost by 10 **Farmers' Training Centres** including around **69,000 women** till date.
- Till now more than **32,000 persons** including 22,805 women trained at **30 PNB Rural Self Employment Training Institutes (PNBRSETIs)**.
- **16** Human Health Check up Camps and **48** Animal Health Check up Camps were conducted through Farmers' Training Centres during H1 ended Sep'11.

## New Initiatives

- Two new customers friendly **Term Deposit Schemes** namely PNB 777 Days and Prospective Senior Citizen Term Deposit launched during this Quarter to augment Term Deposit portfolio.
- Modification in PNB Vidyarthi Savings Scheme. Automatic roll over to general Savings category on attainment of 21 years of age of the student.
- Modifications under PNB Sugam Term Deposit Scheme whereby the maximum amount that can be deposited in the account stands increased to Rs.10 Crore and no penalty on part withdrawals as well as premature cancellation of the entire deposit.

## Recent Awards and Accolades

- Conferred with the **Best Bank Award 2011** amongst all the Banks in India by **Business India**.
- Bagged the prestigious '**Most Productive Public Sector Bank**' Award 2011, instituted by Federation of Indian Chambers of Commerce and Industry (FICCI) and Indian Banks' Association (IBA).
- Bank's Overseas Branch, IDFC, Dubai has received '**Business Super Achiever Award**' under individual category from Asian Leadership Awards in addition to the Asia's Most Preferred Branch (Banking & Finance) Award.
- Received the **Golden Peacock HR Excellence Award 2011** by Institute of Directors.
- Received "**Technology Adoption**' Award in Public Sector Bank Category instituted by Dun & Bradstreet and Polaris software.
- **Two National Awards for the year 2010-11 for SME financing**
  - For lending under Prime Minister's Employment Generation Programme (PMEGP) Scheme in North Zone.
  - For lending in Khadi & Village Industry Commission (KVIC) Interest Subsidy Scheme on All India Level.
- **In recognition of technology initiatives, the Bank has won three IT awards:**
  - IDRBT award 2010 for "**IT for Internal Effectiveness**"
  - Silver EDGE award 2011 for '**Enterprise Wide Data Warehouse**' from Information Week magazine
  - CIO 100 award 2011 from CIO Magazine

New Delhi

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