

इण्डियन ओवरसीज़ बैंक  
Indian Overseas Bank

*Good People to Grow With*

*Touching Hearts Spreading Smiles*

*since 1937*

*Presentation to Analysts*

*September 2012*

*(in INR)*



*75 Years of Quiet & Dignified Service to the Society*

*Good People to Grow With*

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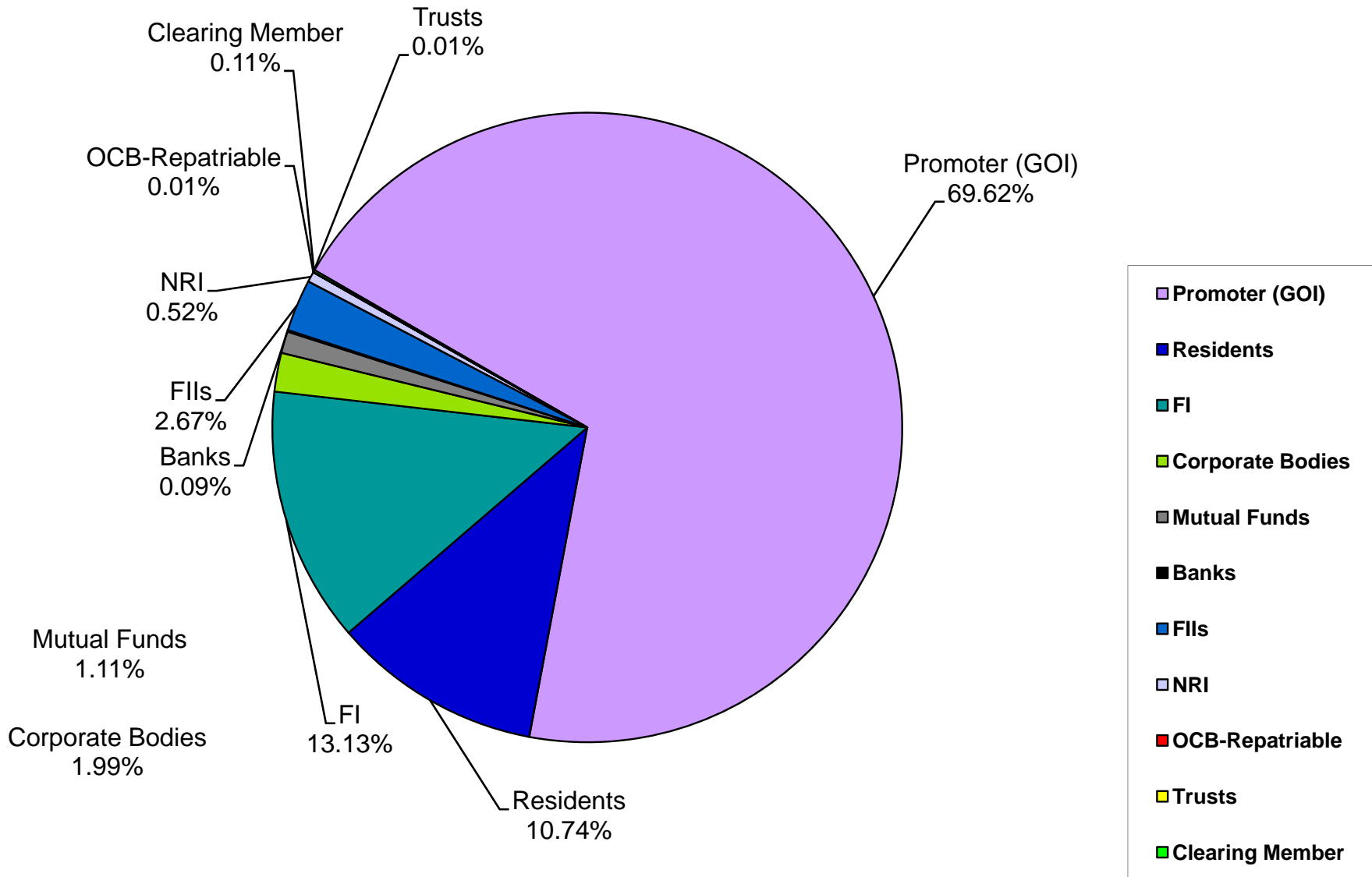

**FIRST 50 YEARS**

1937	Opening of Bank Branch simultaneously in India & Abroad
1938	Opening Branch in Kuala Lumpur
1941	Opening Branch in Singapore
1945	Opening Branch in Colombo
1955	Opening Branch in Hong Kong
1957	Bank established its own training centre
1960s	Was a decade of inorganic expansion for the Bank. The Bank took over: The Coimbatore Standard Bank Ltd., The Nanjinnad Bank Ltd., The Coimbatore Vasunthara Bank Ltd., The Kulitalai Bank Ltd., The Srinivasaperumal Bank and The Venkateswara Bank
1964	Inauguration of IOB's Head Office in Mount Road – A monument of highest banking tradition
1969	Nationalisation of the Bank
1973	Formation of United Asian Bank Berhad (Indian Bank / IOB / United Commercial Bank)
1974	Official Language Department established in 1974
1977	Bank opened its Tsim Tsa Tsui Branch at Kowloon side of Hongkong
1984	1000 <sup>th</sup> branch – Commercial & Industrial Credit – opened

**NEXT 25 YEARS**

1990	Took over Bank of Tamilnad
1991	Bank moved its Staff College premises to a own spacious learning zone at Koyambedu
1996	Banks profit reached INR 100 cr. For the first time
1997	First on site ATM at Mahim, Mumbai
2000	Initial Public Offer
2003	Follow on Public Offer
2005	Launched Debit Card
2006	Launched VISA Card
	Launched Retail Sale of Gold , Non Life Joint Insurance
	Bank reached INR 1 lac crore mark in Total Business
2006-07	Net Profit reached INR 1000 Cr.
	Bharat Overseas Bank Ltd. Was merged with IOB
	Total branches reached 1800
2007	First Off site ATM at Kamatchi Hospital, Chennai
2009	100% CBS
2010	2000 <sup>th</sup> Branch - Yamuna Vihar, New Delhi - opened
2011-12	No. of Branches in Tamil Nadu reached One Thousand
2011-12	Total Deposit reached INR 1,78,434 cr.
	Total Advances reached INR 1,43,273 cr.
	Total Business Mix is at INR 3,21,707 cr.

# Investor Profile – Shareholding Pattern (%) as on 30.09.2012





# Global Footprints – Foreign Branches of the Bank

Branches / Extension Counter	Representative Office	J V Subsidiary	Remittance Centres
❖ Singapore	❖ Guangzhou – China	❖ Malaysia	❖ Singapore - Serangoon Road
❖ Hong Kong Main	❖ Vietnam		❖ Singapore - Boon Lay
❖ Hong Kong TST	❖ Dubai		
❖ Colombo			
❖ Seoul			
❖ Bangkok			
❖ New Kathiresan Temple Extension Road-Colombo (EC)			

▪ **Malaysia:** Joint Venture with Bank of Baroda and Andhra Bank

▪ The bank is planning to upgrade its Representative Offices at Dubai, Vietnam and China into full fledged branches and has sought permission from RBI. Bank has also sought RBI permission for opening of a branch at Sukhumvit, Bangkok.

▪ Ministry of Finance, Government of India has allocated the following overseas centres for opening of overseas JV/WOS by the bank.. 1.Thailand,2.Vietnam,3.Mongolia,4.Srilanka and 5.Senegal.

# Strategic Investments - Joint Ventures

- IOB entered into Non Life Insurance Business with Universal Sompo General Insurance (USGI) Company Limited with equity participation of 19% along with the Following Banks and Institutions

Joint venture Equity Contributors	%	INR Crs
Allahabad Bank	30	105.00
Indian Overseas Bank	19	66.50
Karnataka Bank	15	52.50
Dabur Investments	10	35.00
Universal Sompo Insurance Inc	26	91.00

- The Company has entered into Bancassurance tie ups with Allahabad Bank, IOB and Karnataka Bank.
- Our Bank has entered into Corporate Agency arrangements with effect from 20.12.08 for distribution of USGI products
- Bank earned net commission of INR 1.04 crores up to 30.9.2012 compared to INR 0.64 crores up to 30.9.2011 from Health Care Policies
- During the current year up to 30.9.2012, the Bank earned commission from Non Life Sompo (Asset) insurance INR 4.07 crores compared to INR 2.66 crores up to 30.9.2011. Capital infusion made in March 2012.



# Credit Rating – International & Domestic

Rating Agency	Rating	
Standard and Poor	BBB- / Negative / A-3	BBB- Adequate capacity to meet its financial commitments A-3 Adequate capacity to meet its financial obligations
CRISIL	AA+ for all Bonds	High Safety
ICRA	AA+ Lower Tier II Bonds	LAA+ High credit quality Low credit risk
CARE	AA+ Lower Tier II Bonds	AA+ 1)ownership by Government of India & Support from GOI 2)IOB's large scale operations 3)Adequate capitalisation 4) Healthy resources 5)Ability to improve spreads
ICRA	AA upper Tier II & Perpetual Tier I	LAA High credit quality & Low Credit Risk
CARE	AA upper Tier II & Perpetual Tier I	AA High safety for timely servicing of debt obligations Very low credit risk
Moody	Baa 3	

- Business touched INR 3,42,508 Crores ( **YoY Growth 17.80%**)
- Deposits stood at INR 1,89,115 Crores (**YoY Growth 15.61 %**)
- CASA stood at 25.00 %
- Advances at INR 1,53,393 Crores (**YoY Growth 20.62%**)
- Operating Profit for H1 is 1,653.81 Crores
- Net Profit for H1 stands at INR 391.86 Crores
- Provision Coverage Ratio stood at 58.53%

## Initiatives taken:

### Core Banking, Internet Banking Software is developed in house:

Our Bank stands tall, in developing our own CBS software and internet Banking software, UNIQUE in the Indian Banking Scenario.

It has stood the test of time and scaled up to accommodate 100% of the bank's business. Our CBS software 'CROWN' implemented in both RRBs sponsored by the BANK. All branches are enabled for NEFT/RTGS. NEFT is implemented in both RRBs.

Our Information Technology Department is ISO:9001:2008 certified.

All the overseas branches under a common CBS platform-MIDAS PLUS Core Banking Software of M/S Misys Ltd, under HUB and SPOKES Model, with the HUB at Singapore. At present, Singapore, Bangkok and Sri Lanka branches are brought under Midas Plus CBS software. Seoul, Honkong and Hongkong TST branches will be brought under MIDAS PLUS shortly.

### Alternate delivery Channels:

As on 30.09.2012, our Bank has 1588 ATMs spread across the country, of which 993 are onsite, 595 ATMs are Off-Site of which 44 are at Railway stations. Our bank is a member of NPCI, Cashtree and VISA consortiums. The average number of ATM transactions per ATM per day is 70.03

Our bank has launched two Mobile ATMs, one in Chennai and one in Hyderabad.

### Infrastructure Space

One of the few bank's, which has successfully implemented 3-way-DR.

One of the Very few Banks, which have gone for network redundancy by alternative service providers and alternative last-mile.

## Product Space:

**GENNEXT** branch to cater to the needs of techsavvy younger generation of customers has been opened at Chennai, Bangalore and Manipal.

**CTS:** Cheque Truncation System has been implemented in Chennai in addition to NCR, Delhi and on pilot basis in Coimbatore also.

**Aadhar** registration through our branches has been enabled.

**Financial Inclusion Project:** Funds transfer, Deposits and remittances towards advances has been enabled.

**Online Loan Processing:** Upgradation of RAM Rating facility from CRISIL along with integration of Loan Appraisal Software has been implemented.

**City Back Office:** For centralized opening of accounts and centralized processing of inward clearing, CBOs have been opened in all CCO centers. 18 Centres and 34 clusters have implemented the centralized processing of our inward clearing cheques and among them 16 centres and clusters have been carrying 90% of their inward clearing work on behalf of the branches.

**Central Plan Schemes Monitoring System (CPSMS)** for direct credit of Govt. aide to beneficiaries introduced.

**Biometric based authentication** of all users in CBS introduced for increased security in all branches.

**RTGS/NEFT** facility implemented in all branches.

**All branches of both RRBS have been brought under CBS - NEFT introduced in both RRBS.**

**Internet Banking:** Bank has home-grown Internet Banking suite, which has contemporary Offerings; Opening of Term Deposits, Funds transfer using RTGS through Internet Banking have been enabled E - PAYMENT of DELHI VAT/CST and payment of port charges have been enabled for Chennai and Tuticorin Ports which ensures float funds for the Bank. Average number of registrations per month during 2012-13 is 7,800 and the cumulative registrations up to September 2012 is 3,80,267.

**Payment Gateway:** There has been an increase in the number of hits in our Payment Gateway for payment utility bills like mobile payment, insurance premium, other banks' credit cards, telephone bill payments etc using the debit cards. So far the average number of transactions per month during 2012-13 is 38,900 .

Our Bank is only the Second Bank to have brought out a full Blown Mobile Banking Suite – IOB Mobile – which has enquiry, funds transfer within bank and Inter-bank and m-commerce facilities, IntraBank Mobile Payment scheme implemented. The cumulative number of accounts registered since inception is 18,484 and 1,05,731 transactions have been put through.

Customer complaint redressal through Mobile implemented.

Our Bank has 628 POS terminals installed till September 2012 and the average number of transactions under POS is 3,15,780 and the amount of transaction is Rs 59.87 crores

Our Bank has Introduced e-Kiosks and installed 102 kiosks in branches and ATMs.

Student card introduced and we have issued more than 75,000 cards up to September.

Corporate Connectivity has been introduced with SAP-ERP solution, which enables corporate to Reconcile on line, authorize on-line, on-line transfer of funds, e-presentment of Bills, on-line trade finance etc. The pilot run has been completed.

We have introduced direct remittance facility at our overseas branches

### **Data Warehousing and Business Intelligence:**

Data relating to 12 years have been ware-housed and moved to Oracle-Essbase.

We have introduced Oracle-Business Intelligence suite, reportedly first Bank to do so, which gives Interactive Dash Boards, alerts, analytics etc.

**Business Intelligence:** Many returns have been generated using BI tool to reduce the work load of the branches.

### **Other Initiatives:**

#### **IT Governance Initiatives:**

**IT Organization Structure:** For effective IT Governance, a Board level IT strategy Committee and a Top Management level IT Steering Committee have been formed in addition to the existing IT Security Committee headed by the Executive Director of the Bank and an IT Technology Committee with external consultant from IIT,Chennai.

Policies like Information Security Policy, IT Outsourcing Policy, IT Purchase Manual, Disaster Recovery and Business Continuity Plan and Data Archival Policy have been put in place.

## Knowledge Portal :

A knowledge Management Kit is deployed in our bank's intranet which facilitates all employees to have direct access to all latest RBI guidelines / Circulars, Important enactments, Court Judgement etc. Many public websites are also linked to through portal.

## Green Initiatives:

**Paperless Banking Initiatives:** As a step towards paperless banking initiative, we have implemented Microsoft SharePoint which enables the members to access the Agenda papers through their Laptops using wi-fi. All agenda papers are ported on the website and no notes need be carried by the members.

**Green Initiative:** The Bank has been taking various initiatives towards saving precious natural sources and energy by adopting the latest technological advances. Video Conferencing is very widely used-Both for Top Management level meetings/Promotion Interviews/ Performance Reviews and for Virtual Classrooms.

Payments made by the bank to its various vendors are effected electronically

OCS has been rolled out in 343 district head quarters, 50 Regional offices & RCCs across the country.

All staff member can submit Asset Liability Statement & Annual Performance Appraisal Report (APAR) online as registered login users provided in the bank's intranet.

Telephone and mobile bills at Central Office are reimbursed through online application utility ported in the bank's intranet.

## How the initiative contributed to the success of the organization:

Developing software in-house resulted in perfect alignment of business and IT aspirations, reduced cost, increased agility and nimble footedness and the all-important flavor of domain knowledge.

3-way DR has revolutionized the BCP-DR readiness of the Bank.

Apart from introducing network redundancy, this has given us **double-bandwidth at half-the cost**, because of the competition.

The excess bandwidth has been tapped to introduce Video Conferencing and IP – Video/Audio telephony thereby enhancing reach, at reduced cost. **Since, IP telephony is introduced to 3 of our Overseas Branches, the benefit is absolute.**

Bank has all the products in its repertoire, as USP for the Bank.

Business intelligence has enhanced the quality in Decision Making. Our Bank's implementation of Business Intelligence application has been awarded the Skoch Digital Inclusion Gold award during September 2012.

## IT Security:

Information System Security policy conforms to ISO standards.

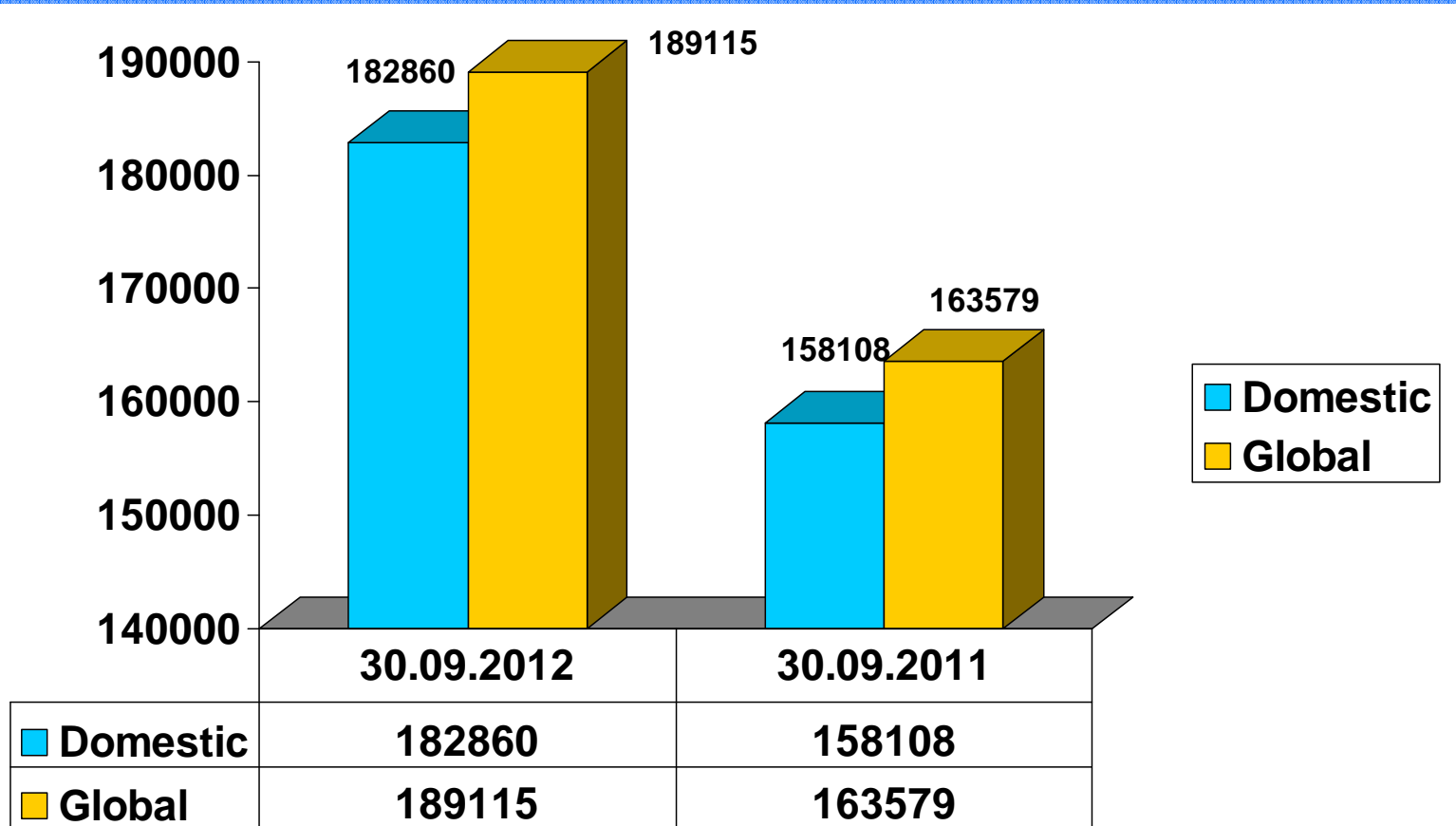


# Major Business Parameters

Quarter ending

INR Crs

Key performance indicators	Sep 2011	Dec 2011	Mar 2012	June 2012	Sep 2012
Business Mix	2,90,744	2,99,555	3,21,707	3,33,250	3,42,508
Deposits	1,63,579	1,67,006	1,78,434	1,84,884	1,89,115
Advances (Gross)	1,27,166	1,32,549	1,43,273	1,48,366	1,53,393
Operating Profit	907	822	1,002	847	807
Net Profit	207	108	529	233	158
NIM (%)	2.86	2.61	2.74	2.59	2.33
Gross NPA	3,898	3,972	3,920	4,410	5,930
Net NPA	1,505	1,600	1,907	2,152	3,378
Return on Assets (%)	0.42	0.21	0.72	0.41	0.27
Return on Equity (%)	11.07	5.63	24.13	9.41	6.32
Book Value (INR)	123.71	124.90	123.05	125.98	125.79



**Domestic Deposits**

❖ Y-o-Y Growth: 15.66 %

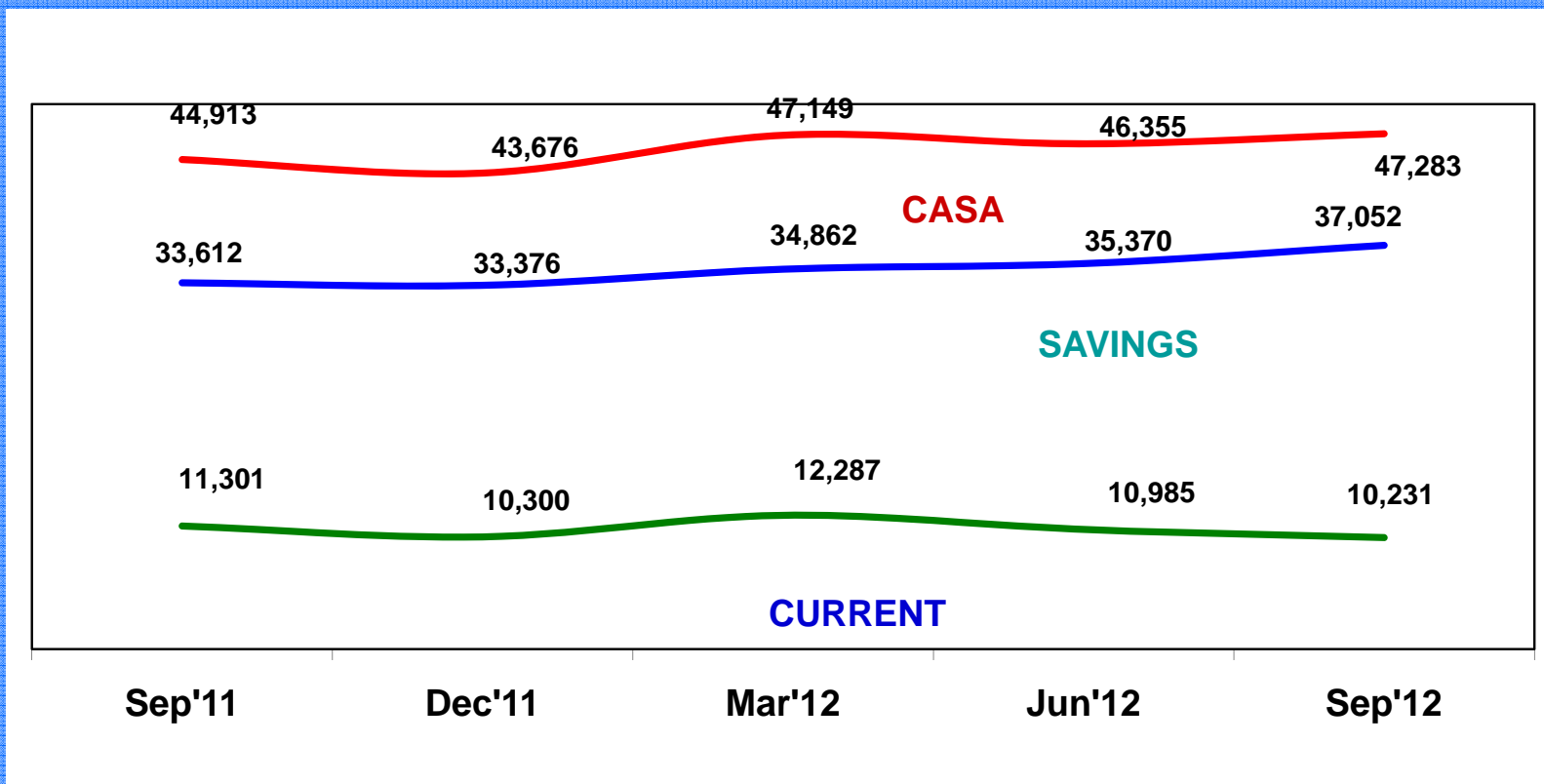
**Global Deposits**

❖ Y-o-Y Growth: 15.61%

# Deposits - CASA



INR Crs



**Current Deposits**  
❖ Y-o-Y Growth: -ve %

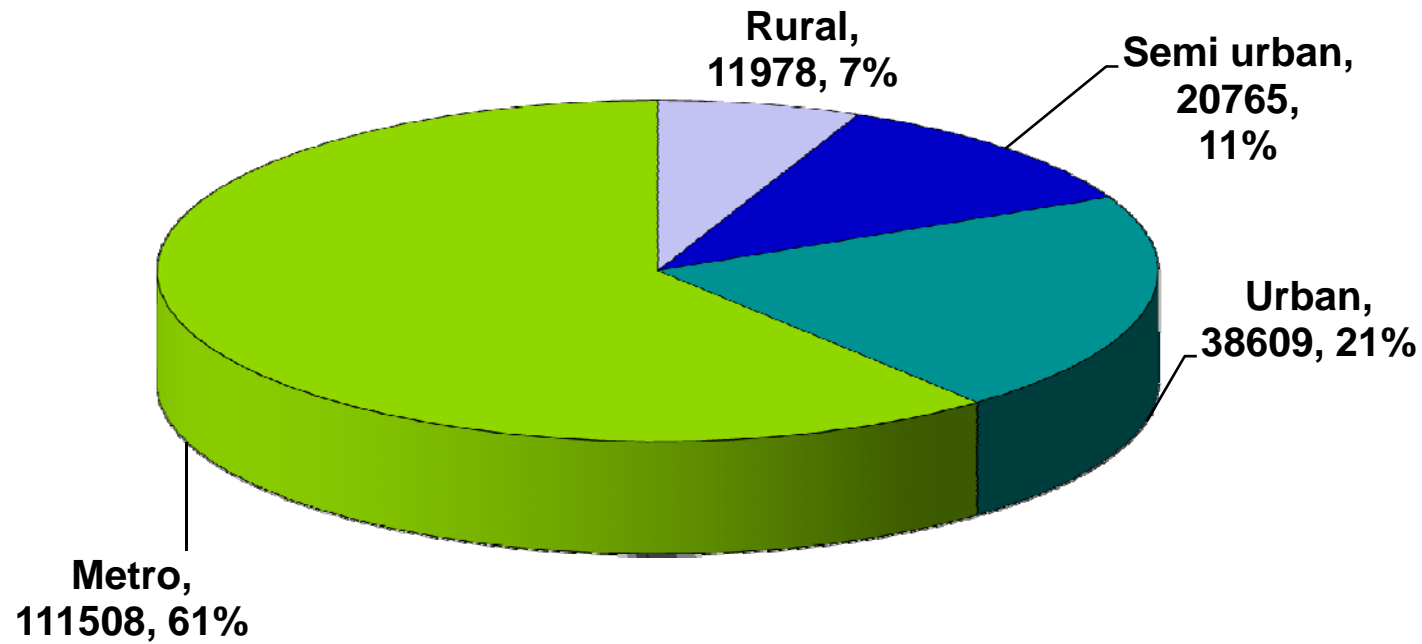
**Savings Bank**  
❖ Y-o-Y Growth: 10.23%

**CASA**  
❖ Y-o-Y Growth: 5.28%

**Share of CASA to Aggregate Deposits**  
Sep'11 : 27.46%  
Sep'12 : 25.00%

# Domestic Deposit-Category Wise

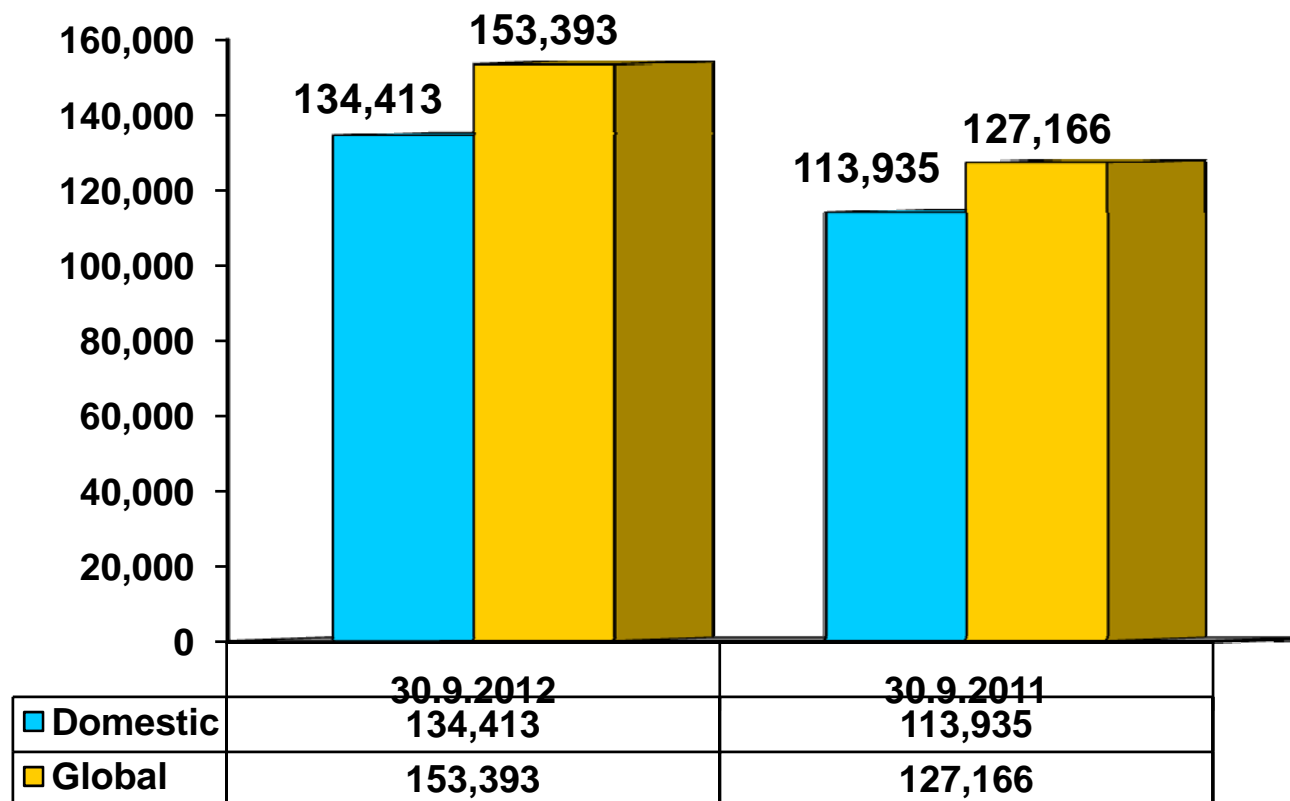
Sep 2012 INR Crs



# Gross Advances



INR Crs



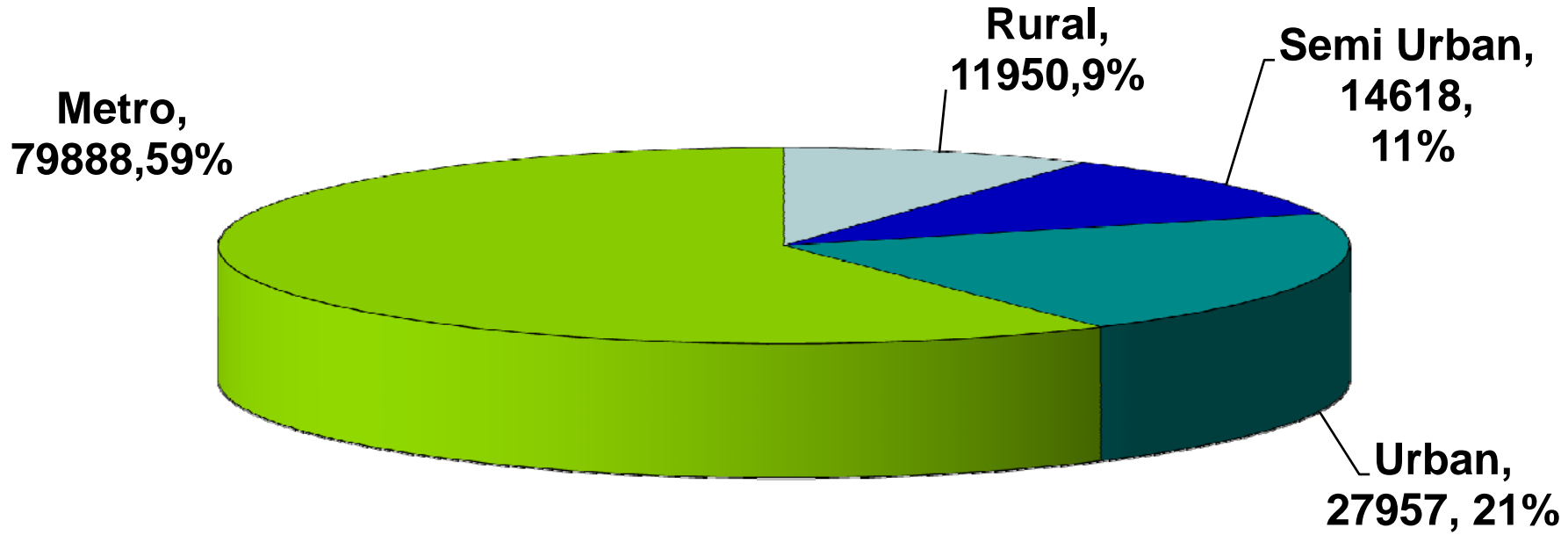
<b>Domestic Advances</b> ❖ Y-o-Y Growth: 17.97 %	<b>Global Advances</b> ❖ Y-o-Y Growth: 20.62%
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# Domestic Advances-Category Wise

Sep 2012

INR Crs



# Key Sectors (Domestic Credits)

INR Crs

Sector	Sep 2012	Mar 2012	Sep 2011
1.Agriculture	21,174	19,416	17,448
2.SME	16,135	16,600	13,217
of which Micro	6,297	6,144	5,038
3.Retail Credit	10,308	9,431	8,994

# Retail Credit (Breakup)

INR Crs

Sector	Sep 2012	Mar 2012	Sep 2011
Retail Credit	10,308	9,431	8,994
Of which			
- Housing Loans	4,638	4,175	3,669
- Misc.CC	1,178	1,162	1,031
- Pushpaka	708	688	637
- Educational Loan	2,807	2,469	2,310
- Others	977	937	1,347



# Advances to Sensitive Sectors - Domestic

(FUND + NON FUND)

INR Crs

Sector	Sep 2012	Mar 2012	Sep 2011
CAPITAL MARKET	1,121	990	606
REAL ESTATE	17,527	16,783	14,390
of which			
HOUSING LOAN *	5,121	4,828	4,207
COMMERCIAL REAL ESTATE	7,877	7,856	6,683
OTHERS (DIRECT & INDIRECT)	4,529	4,099	3,500

\* Includes Non-Priority Housing Loans

# Overseas Advances - Breakup

INR Crs

	Sep 2012	Mar 2012	Sep 2011
<b>Trade</b>	6,514	6,095	5,932
<b>Manufacturing</b>	5,106	4,517	3,041
<b>Real Estate</b>	282	303	226
<b>Buyers Credit</b>	5,082	3,798	2,674
<b>Others</b>	1,996	1,141	1,357
<b>Total</b>	18,980	15,854	13,230

# RESTRUCTURED ACCOUNTS (INCLUDES ALL F.B. FACILITIES OF THE BORROWER)

INR Crs

	Domestic			Foreign	Global
	> 1 crore	< 1 crore	Total		
As on 30.09.2011	6,301	183	6,484	695	7,179
Addition during Q3 of 11-12	2,824	4	2,828	388	3,216
Less: Repayment in Restructured A/Cs	294	6	300	13	313
As on 31.12.2011	8,831	181	9,012	1,070	10,082
Addition during Q4 of 11-12	3,161	9	3,170	0	3,170
Less: Repayment in Restructured A/cs	523	12	535	77	612
As on 31.03.2012	11,469	178	11,647	993	12,640
Addition during Q1 of 12-13	747	3	750	84	834
Less: Repayment in Restructured A/Cs	98	8	106		106
As on 30.06.2012	12,118	173	12,291	1077	13,368
Addition during Q2 of 12-13	1575	6	1581	-	1581
Less: Repayment in Restructured A/Cs	105	9	114	60	174
As on 30.09.2012	13588	170	13758	1017	14775

Sector	31.03.2012 Accounts	31.03.2012 Amount	31.03.2012 %	30.09.2012 Accounts	30.09.2012 Amount	30.09.12 %
Chemical & Pharma	5	65	0.51	7	99	0.67
Sugar	7	330	2.61	6	239	1.63
Textile	62	1064	8.42	69	1360	9.20
Rubber & Plastics	4	106	0.84	3	35	0.23
Iron & Steel	24	1072	8.48	20	1083	7.33
Auto & Ancillary	9	453	3.59	9	296	2.01
Paper	18	479	3.79	13	401	2.71
Wood	1	57	0.45			
Engineering	2	33	0.26	1	11.	0.07
Telecom	3	1217	9.63	3	1055	7.14
Glass Ind	1	74	0.58			
Power	10	1336	10.57	15	3438	23.27
Airways	3	1368	10.82	3	1449	9.81
Petroleum	2	308	2.43	1	39	0.26
Entertainment & Media	1	100	0.79	1	60	0.42
Electronic & Software				2	51	0.34
Cement				1	44	0.30
Foot Wear				3	103	0.70
Other industries	6	90	0.71	17	885	5.99
<b>Sub Total</b>	<b>158</b>	<b>8152</b>	<b>64.48</b>	<b>174</b>	<b>10648</b>	<b>72.08</b>

Contd.....

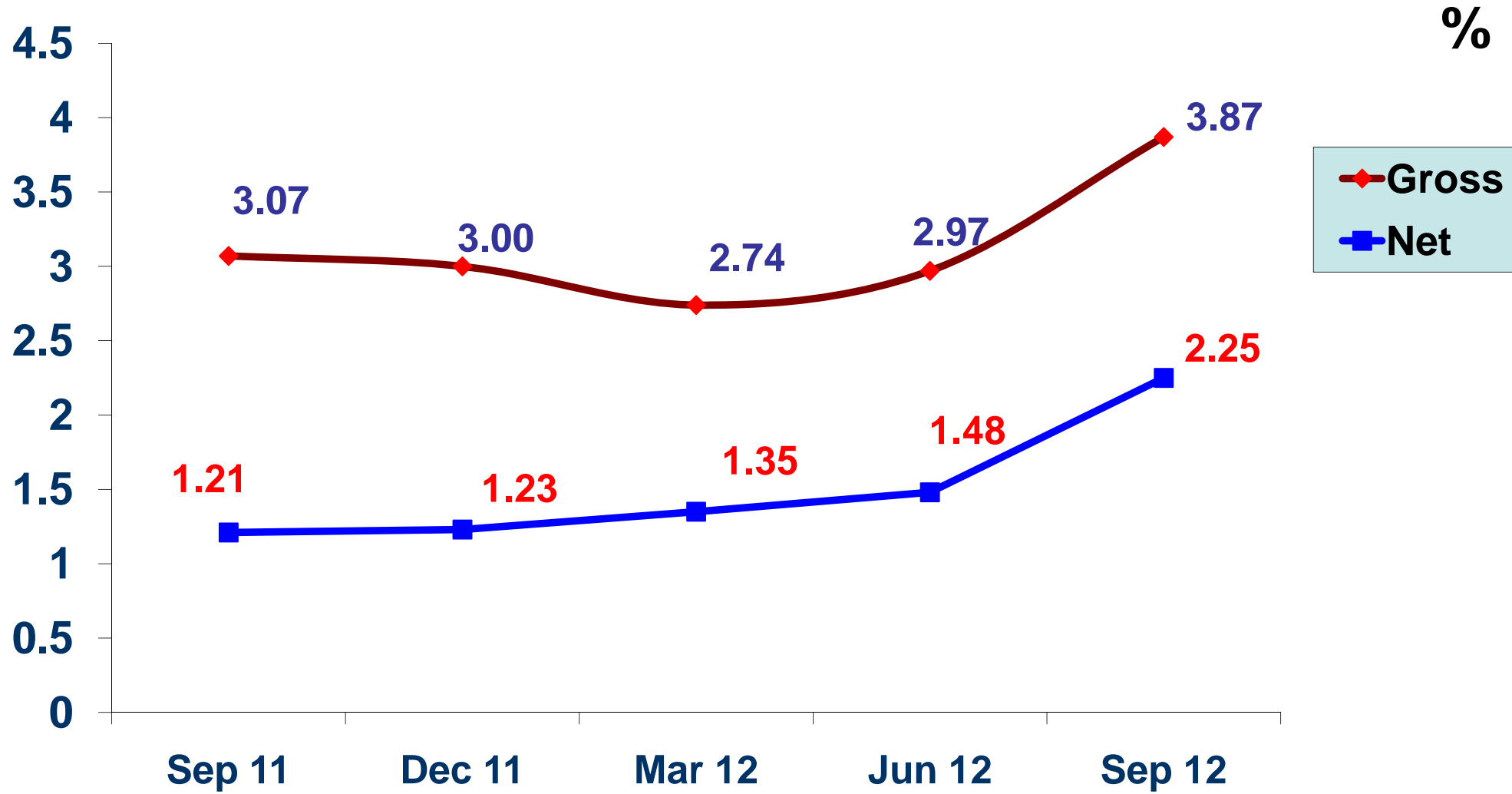
Sector	31.03.2012 Accounts	31.03.2012 Amount	31.03.2012 %	30.09.12 Accounts	30.09.12 Amount	30.09.12 %
Sub Total	158	8152	64.48	174	10648	72.08
SME	666	706	5.58	613	730	4.94
Micro Finance	-	-	-	5	175	1.18
Infrastructure	26	1639	12.97	16	870	5.88
Comm. Real Estate(CRE)	19	299	2.37	16	277	1.87
Trade	112	1285	10.17	98	1327	8.98
Agriculture	871	390	3.08	759	236	1.60
HL/EDU/Others	2451	152	1.20	2184	121	0.82
Real Estate (other than CRE)	10	18	0.15	9	391	2.65
GRAND TOTAL	4313	12641	100	3874	14775	

# Asset Classification wise details of Restructured Accounts Outstanding

Asset Classification	No. of Accounts (31.3.2012)	Amount (INR Crs) (31.3.2012)	% to Total	No. of Accounts (30.9.2012)	Amount (INR Crs) (30.9.2012)	% to Total
Standard Assets	3886	12249	96.90	3461	14257	96.49
Sub-Standard Assets	342	235	1.86	326	215	1.45
Doubtful Assets	85	157	1.24	87	303	2.06
<b>Total</b>	<b>4313</b>	<b>12641</b>		<b>3874</b>	<b>14775</b>	

## RESTRUCTURED Accounts slipped - ( INR 1 Crore & above)-Domestic

	Sep 11	Dec 11	Mar 12	Jun 12	Sep 12
No. of A/cs slipped during the quarter	24	9	16	10	9
Amount in INR Crs	284	175	313	130	173



# NPA SEQUENTIAL MOVEMENT

INR Crs

	Sep 2011	Dec 2011	Mar 2012	June 2012	Sep 2012
<b>OPENING GROSS NPA</b>	3,292	3,898	3,972	3,920	4410
<b>ADD Slippages</b>	995	686	1017	865	1854
<b>LESS</b>	245	173	231	107	103
Cash Recovery	70	112	217	84	70
Upgradation	74	327	621	185	161
Write Off					
<b>Total Reduction in NPA</b>	389	612	1069	376	334
<b>Total Nettable Credits</b>	2,393	2372	2013	2258	2552
<b>NPA Provision</b>	2,370	2350	1992	2237	2531
<b>Other Credits</b>	23	22	21	21	21
<b>CLOSING GROSS NPA</b>	3,898	3,972	3,920	4,410	5930
<b>Net NPA</b>	1,505	1,600	1,907	2,152	3378
<b>Gross NPA Ratio</b>	3.07%	3.00%	2.74%	2.97%	3.87%
<b>Net NPA Ratio</b>	1.21%	1.23%	1.35%	1.48%	2.25%
<b>Provision Coverage Ratio</b>	71.77%	71.70%	67.68%	67.11%	58.53%
<b>NPA of Overseas Branches (included in Gross NPA above)</b>	290	369	366	402	629



# Sector Wise Break Up of NPAs as of 30.09.2012 (Domestic)

INR Crs

Category	NPA as of 30.09.2012	% to total Domestic NPA
Agriculture	743.38	14.02
Industry	2267.43	42.78
Services	1264.07	23.85
Personal	272.13	5.13
Others	753.61	14.22
Total	5300.62	100.00
Of which		
Commercial Real Estate	253.13	4.78

# NPAs-Industry Wise-Domestic

INR Crs

Sl. No	Industry	NPA as of 30.09.2012	Outstanding under each category as of 30.09.2012	% of NPA to the respective outstanding	% to the total Domestic NPA
1	Cotton Textiles/Other Textiles	399.10	6473.51	6.17	7.53
2	Iron and Steel	329.46	9795.54	3.36	6.22
3	Infrastructure	43.79	19612.18	0.22	0.83
4	Chemicals,Dyes,Paints etc.	143.35	2241.51	6.40	2.70
5	Gems and Jewellery	23.64	940.86	2.51	0.45
6	Construction	23.32	1875.48	1.24	0.44
7	Other Metal & Metal Products	169.20	2137.40	7.92	3.19
8	Paper & Paper Products	174.93	1678.25	10.42	3.30
9	Food Processing	40.94	1443.88	2.84	0.77
10	Sugar	205.96	850.46	24.22	3.89
	All Other Industries	713.74	14973.75	4.77	13.46
	Sub Total	2267.43	62022.82	3.66	42.78
	Others	3033.19	72390.25	4.19	57.22
	Total Domestic	5300.62	134413.07	3.94	

# Sectoral Slippages during the quarter ended 30.09.2012

Category	Amount(In Crs)
Agriculture	217
Services( Other than Commercial Real Estate)	109
Personal	81
Commercial Real Estate	27
Sub Total	434
Industry	
Gem and Jewellery	25
Leather	1
Food Processing(Other than sugar, Vegetable Oil ,Vanaspathi & Tea)	2
Other Metals	102
Textile	45
Steel	1
Mining	29
Chemicals, Dyes, Drugs & Pharma	14
Automobile	115
All Engineering/All other Industries	105
Sub Total (Industry)	439
Others	754
Total Slippages - Domestic	1627
Overseas	227
Total-Global	1854

INR Crs

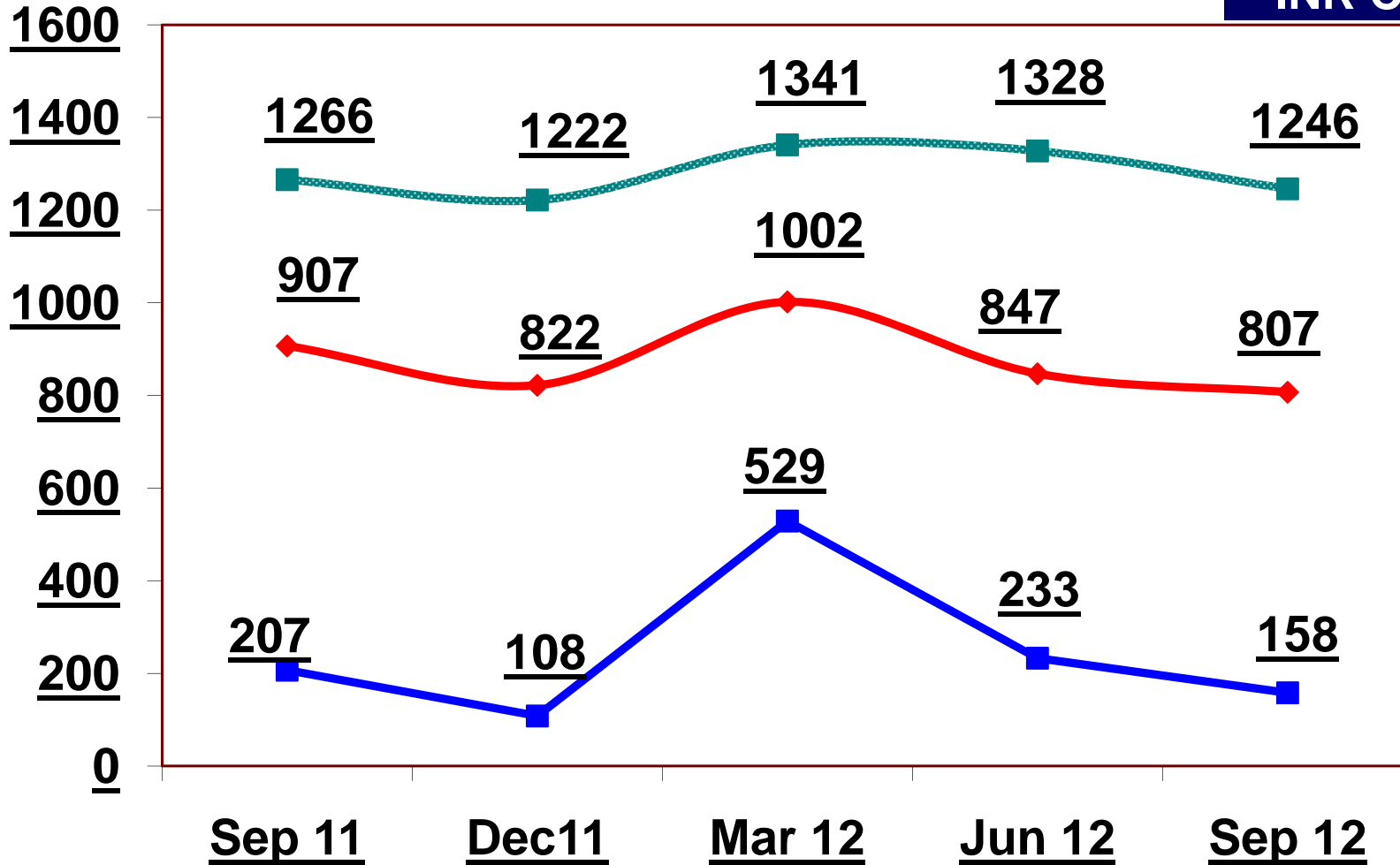
	Sep 2012	Mar 2012	Sep 2011
Trade	335.12	214.15	143.93
Manufacturing	242.90	102.33	98.01
Real Estate	8.95	8.71	9.76
Others	42.01	41.22	38.69
<b>TOTAL</b>	<b>628.98</b>	<b>366.41</b>	<b>290.39</b>



# Profitability (Quarter Sequential)

INR Crs

- Net Interest Income
- Operating Profit
- Net Profit



# PROFIT - SUMMARY

INR Crs

	Quarter Ending				
	Sep 11	Dec 11	Mar 12	Jun 12	Sep 12
Interest Earned	4,395	4,604	4,911	5,026	5,104
Interest Expended	3,129	3,383	3,571	3,698	3,858
Net Interest Income	1,266	1,222	1,341	1,328	1,246
Non Interest Income	427	411	504	377	411
Total Operating Income	1,693	1,633	1,844	1,705	1,657
Operating Expenses	787	810	842	858	850
Operating Profit	906	822	1,002	847	807
Total Provision	699	714	474	613	649
Net Profit	207	108	529	234	158

# PROFITABILITY - Q2

INR Crs

Particulars	Q2 12-13	Q2 11-12	Variance %
<b>TOTAL INCOME</b>	<b>5,515</b>	<b>4,823</b>	<b>14.36</b>
Interest Earned	5,104	4,396	16.12
Other Income	411	427	
<b>TOTAL EXPENDITURE (excl. provisions and contingencies)</b>	<b>4,708</b>	<b>3916</b>	<b>20.23</b>
Interest Expended	3,858	3,129	23.29
Operating Expenses	850	787	8.07
i) Payments to and provisions for employees	562	527	6.78
ii) Other Operating Expenses	288	260	10.66
<b>OPERATING PROFIT (profit bef. provisions and contingencies)</b>	<b>807</b>	<b>907</b>	
Total Provisions and Contingences	<b>649</b>	<b>700</b>	
Of which Provisions for NPAs	479	463	3.58
Provision for Taxes	97	63	54.14
Others	73	174	
<b>NET PROFIT</b>	<b>158</b>	<b>207</b>	

# PROFIT – Geographical Distribution – Q 2

INR Crs

Particulars	Q2 12-13	Q2 11-12
<b>OPERATING PROFIT</b>		
<b>Global</b>	<b>807</b>	<b>907</b>
Domestic	714	818
Overseas	93	89
<b>PROVISIONS</b>		
<b>Global</b>	<b>649</b>	<b>700</b>
Domestic	570	668
Overseas	79	32
<b>NET PROFIT</b>		
<b>Global</b>	<b>158</b>	<b>207</b>
Domestic	144	150
Overseas	14	57



# PROFIT - NET INTEREST INCOME

Quarter Ending

INR Crs

Particulars	Sep 11	Dec 11	Mar 12	Jun 12	Sep 12
<b>Total Interest Income</b>	<b>4,395</b>	<b>4,604</b>	<b>4,911</b>	<b>5,026</b>	<b>5,104</b>
Of which					
Int Income from Advances	3,334	3,513	3,740	3,909	3,868
Int. Income from Investments	985	1,013	1,050	1,034	1,093
Other Interest Income	76	78	121	83	143
<b>Total Interest Expended</b>	<b>3,129</b>	<b>3,383</b>	<b>3,571</b>	<b>3,698</b>	<b>3,858</b>
Of which					
Int. Expended on Deposits	2,729	2,941	3,122	3,333	3,493
Int. Expended on borrowings	247	289	449	365	212
Other Int. Expenses	153	153	0	0	153
<b>NET INTEREST INCOME</b>	<b>1,266</b>	<b>1,221</b>	<b>1,340</b>	<b>1,328</b>	<b>1,246</b>
<b>NET INTEREST MARGIN</b>	<b>2.86%</b>	<b>2.61%</b>	<b>2.74%</b>	<b>2.59%</b>	<b>2.33</b>
Domestic			<b>2.80%</b>	<b>2.65%</b>	<b>2.42</b>
Overseas			<b>2.08%</b>	<b>1.97%</b>	<b>1.54</b>

# PROFIT - NET INTEREST INCOME

INR Crs

Particulars	Q2 12-13	Q2 11-12	Variance %
<b>Total Interest Income</b>	<b>5,104</b>	<b>4,395</b>	<b>16.12</b>
Of which			
Int Income from Advances	3,868	3,334	16.01
Int. Income from Investments	1,093	985	10.89
Other Interest Income	143	76	88.20
<b>Total Interest Expended</b>	<b>3,858</b>	<b>3,129</b>	<b>23.29</b>
Of which			
Int. Expended on Deposits	3,493	2,729	28.02
Int. Expended on borrowings	212	247	
Other Int. Expenses	153	153	
<b>NET INTEREST INCOME</b>	<b>1,246</b>	<b>1,266</b>	
<b>NET INTEREST MARGIN (on avg. earning assets)</b>	<b>2.33%</b>	<b>2.86%</b>	
<b>Domestic</b>	<b>2.42</b>		
<b>Overseas</b>	<b>1.54</b>		

**INR Crs**

Quarter Ending

Particulars	Sep 11	Dec 11	Mar 12	Jun 12	Sep 12
<b>Total Non Interest Income</b>	<b>427</b>	<b>411</b>	<b>504</b>	<b>377</b>	<b>411</b>
Of which					
Exchange / Commission	216	237	268	230	201
Profit on Sale of Investments	49	35	67	44	36
Profit on Revaln. Of Investments	0	0	0	(68)	0
Recovery in written off Accounts	64	21	56	58	64
Other Non interest Income	98	118	113	113	110

# Non Interest Income - Q2

INR Crs

Particulars	Q2 12-13	Q2 11-12	Variance %
<b>Total Non Interest Income</b>	<b>411</b>	<b>427</b>	
Of which			
Exchange / Commission	201	216	
Profit on Sale of Investments	36	49	
Profit on Revaln. Of Investments	0.	-	
Recovery in written off accounts	64	64	-
Other Non interest Income	110	98	12.24

# NET PROFIT (Quarterly Comparison)

INR Crs

इण्डियन ओवरसीज़ बैंक  
Indian Overseas Bank



## Quarter Ending

Particulars	Sep 11	Dec 11	Mar 12	Jun 12	Sep 12
OPERATING PROFIT	906.8	822.4	1002.3	846.8	807
Total Provision	699.4	714.1	473.5	613.3	649
Of which					
NPA	462.9	294.9	276.9	331.5	454.41
Countercyclical Provisioning Buffer				75.0	25.00
Standard Advances	63.4	56.7	74.9	18.6	18.83
Depreciation on Investments	75.4	84.2	-64.4	51.2	-57.78
Staff Welfare Fund	4.0	0.0	7.0	5.0	5.00
Deferred Tax Liability	0.0	0.0	330.2	0.0	0.00
Income Tax	63.0	46.6	-244.7	92.9	97.03
Wealth Tax	0	0.0	0.5	0.0	0.00
Contingencies	0.1	0.1	0.4	0.1	0.11
Other General Provisions	0.0	3.0	0.3	0.0	0.00
Non Performing Investments	0.0	7.1	0.0	0.0	-5.84
Provision for SSSBL	0.0	0.0	82.1	0.0	0.00
Diminution of Securities	0.8	7.0	7.3	-2.1	5.63
Restructured accounts	26.3	214.1	2.7	39.5	105.52
Other Assets	2.9	0.0	0.1	1.0	0.24
Country-wise risk	0.8	0.4	0.2	0.6	0.45
NET PROFIT	207.5	108.3	528.8	233.4	158.43

# Cost & Yield Ratios (Quarterly Comparison)

	Sep 11	Dec 11	Mar 12	Jun 12	Sep 12
<b>Avg. Cost of Deposits (%)</b>	7.17	7.31	7.49	7.55	7.68
<b>Avg. Yield on Advances(%)</b>	10.91	10.81	10.94	10.69	10.21
<b>Avg. Yield on Investments(%)</b>	7.38	7.35	7.38	7.30	7.31
<b>Avg. Cost of Funds(%)</b>	7.10	7.24	7.36	7.32	7.36
<b>Avg. Yield on Funds(%)</b>	9.92	9.85	10.03	9.77	9.56
<b>Net Interest Margin(%)</b>	2.86	2.61	2.74	2.59	2.33

	Sep 11	Dec 11	Mar 12	Jun 12	Sep 12
<b>Cost to Income Ratio (%)</b>	46.45	49.63	45.65	50.33	51.30
<b>Return on Assets (%)</b>	0.42	0.21	0.72	0.41	0.27
<b>Return on Equity (%)</b>	11.07	5.63	24.13	9.41	6.32
<b>Earning Per share (INR)</b>	13.41	7.00	19.80	11.72	7.95
<b>Book Value per Share (INR)</b>	123.71	124.90	123.05	125.98	125.79

**INR Crs**

	31.3.2012				30.9.2012			
	AFS	HTM	HFT	TOTAL	AFS	HTM	HFT	TOTAL
SLR Investments	11,398.62	38,772.63		50,171.25	8,546.88	44,517.25	90.17	53,154.30
Of which								
Government. Securities	11,332.74	38,770.57		50,103.31	8,485.25	44,515.10	90.17	53,090.52
Other Approved Securities	65.88	2.06		67.94	61.63	2.15	0	63.78
M Duration (for SLR)				5.56				5.82
Non SLR Investments	4,419.08	139.85	5.95	4,564.88	5,432.82	123.88	0.63	5,557.33
M Duration (Non SLR)				2.16				5.55
M Duration (Entire Portfolio)				5.36	3.11	6.24	7.37	
<b>Total</b>	<b>15,817.70</b>	<b>38,912.48</b>	<b>5.95</b>	<b>54,736.13</b>	<b>13,979.70</b>	<b>44,641.13</b>	<b>90.80</b>	<b>58,711.63</b>

**INR Crs**

Type of Investment	Book Value	Total Provision
G - Sec	1,113.21	0.09
Bonds - Others	17.36	0.00
MTN, FXYDA & FCCB	185.37	37.68
Shares	0.08	0.00
Joint Venture - Malaysia	186.31	0.00
<b>Total</b>	<b>1,502.33</b>	<b>37.77</b>



# CAPITAL ADEQUACY

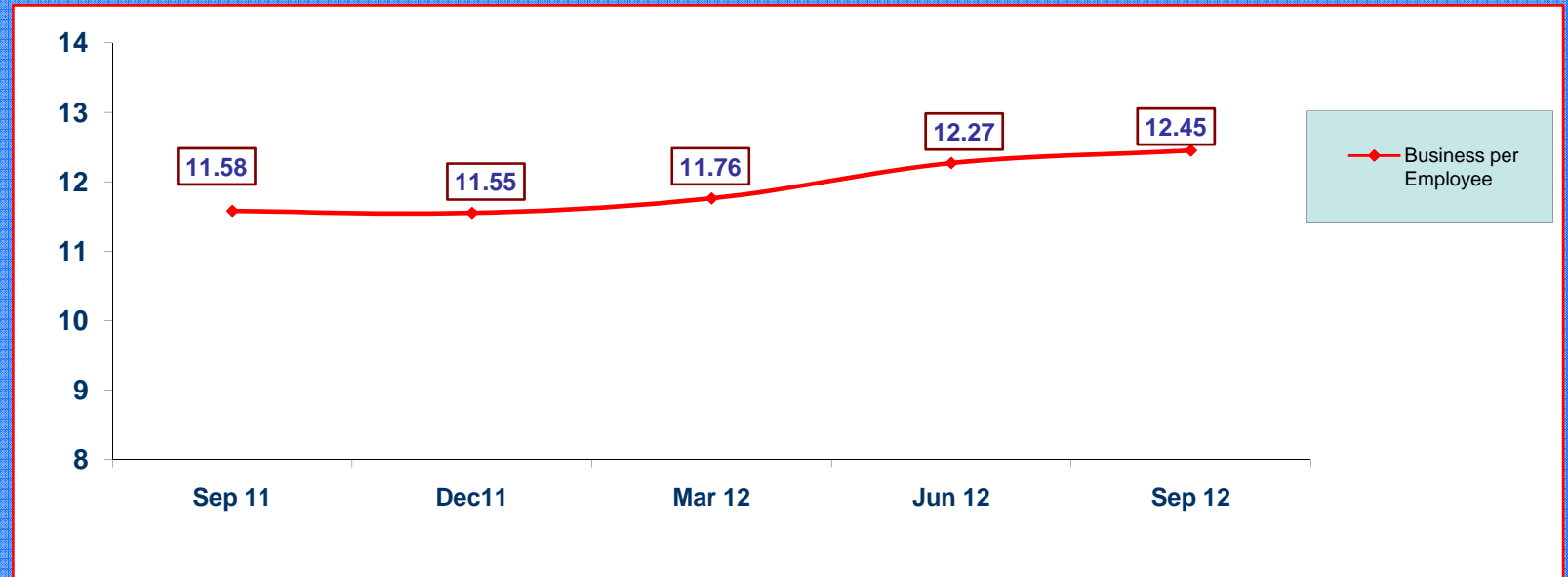
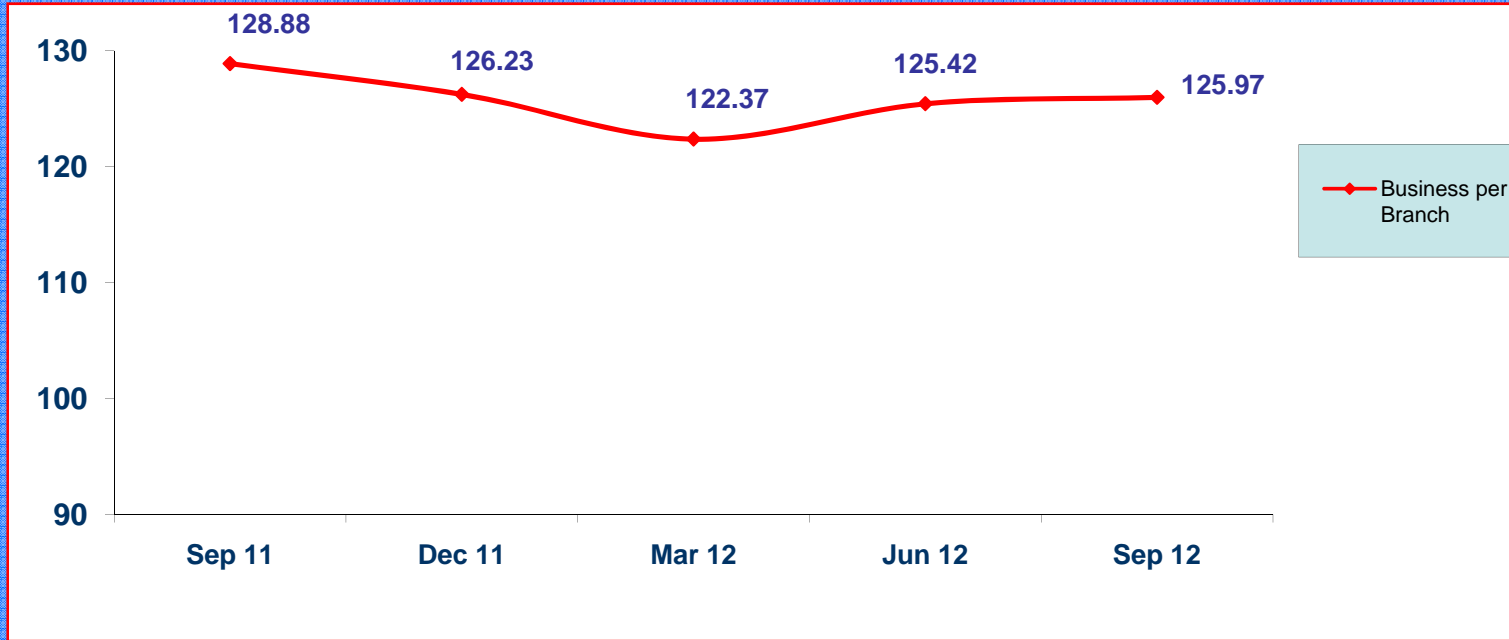
INR Crs

	Sep 11	Dec 11	Mar 12	Jun 12	Sep 12
Tier I Capital	8,554.22	8,534.79	11,042.20	11,042.28	10,833.24
Tier II Capital	6,589.86	6,602.51	6,561.37	6,506.94	6,304.59
Total Capital	15,144.08	15,137.30	17,603.57	17,549.22	17,137.83
Total Net Assets (Terminal)	2,00,223.44	2,07,163.41	2,19,648.18	2,25,837.22	2,28,316.44
Risk Weighted Assets					
BASEL I	1,32,594.33	1,39,029.94	1,47,363.43	1,53,036.70	1,47,168.84
BASEL II	1,21,869.20	1,27,868.38	1,32,184.11	1,39,396.22	1,26,505.36
CRAR – TIER I (%)					
BASEL I	6.45	6.14	7.49	7.22	6.97
BASEL II	7.02	6.68	8.35	7.92	7.63
CRAR – TIER II (%)					
BASEL I	4.97	4.75	4.46	4.25	4.05
BASEL II	5.41	5.16	4.97	4.67	4.44
CRAR (%)					
BASEL I	11.42	10.89	11.95	11.47	11.02
BASEL II	12.43	11.84	13.32	12.59	12.07



# PRODUCTIVITY

INR Crs



- ◆ **No Frills Savings Bank Accounts:** As per the guidelines issued by Reserve Bank of India, our branches open No-Frills Savings Bank Accounts under simplified Know Your Customer norms to bring the excluded segment of population into banking fold. General Purpose Credit Cards are granted to meet their credit requirements.
- ◆ **Smart Card:** To extend banking service to the villages and provide banking outlet in un-banked centers, our Bank is introducing Smart Card Banking. Under this method villagers can operate their account with Bio-metric Smart Card at the Hand Held Device with a Business Correspondent

**Progress under Financial Inclusion Furnished below:**

Sl. No.	Particulars	30.09.2012 (Nos.)	30.09.2011 (Nos.)	31.03.2012 (Nos.)
1	No-Frills SB Accounts Opened	34,21,743	19,51,966	24,44,032
2	General Purpose Credit Cards Granted	11,986	9,670	11,153
3	Branches Under Smart Card Banking	627	572	613
4	Villages Covered Under Smart Card Banking	1,639	1,294	1,398
5	Business Correspondents engaged	1,371	1,233	1,304
6	Bio-Metric Smart Card issued	3,72,321	89,078	1,66,237
7	Smart Card Banking Coverage- Regions	49	41	42
8	Smart Card Banking Coverage-States/Union Territory	21/2	19/2	20/2

Thank You

