

Touching Hearts Spreading Smiles
since 1937

# Presentation to Analysts December 2015 (in INR)



Continuing Tradition of Quiet & Dignified Service to the Society

#### **INVESTOR RELATIONS CELL**



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# **IOB** Young at 78 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  |
| 1990  | Took over Bank of Tamilnad  |
| 1991  | Bank moved its Staff College premises to a own spacious learning zone at Koyambedu  |
| 2000  | Initial Public Offer. Follow on Public Offer in 2003  |
| 2005  | Launched Debit Card   |

# **IOB** Young at 78 Years

| 2006    | Launched VISA card, Retail Sale of Gold and Non Life Joint Insurance  |
|---------|---|
|         | Bank reached INR 1 lac crore mark in Total Business   |
| 2006-07 | Bharat Overseas Bank Ltd. was merged with IOB   |
| 2007    | First Off site ATM at Kamatchi Hospital, Chennai  |
| 2009    | 100% CBS  |
| 2011-12 | No. of Branches in Tamil Nadu reached 1000, IOB celebrated Platinum Jubilee   |
| 2012-13 | Total No. of Branches as on 31.03.2013 is 2908  |
| 2012-13 | Received National Award For Excellence in MSME Lending and for outstanding performance for implementing PMEGP programme in South Zone.            |
| 2012-13 | Received BANKERS' EXCELLENCE AWARD from ROTARY INTERNATIONAL, USA   |
| 2013-14 | 3000 <sup>th</sup> Branch Vaniangudi opened on 17.8.2013 by Hon. Finance Minister   |
|         | IOB adjudged Best Public Sector Bank in Priority Sector Lending by Dun & Bradstreet.  |
|         | IOB's Official Facebook launched by our CMD.  |
|         | The New Indian Express and Sunday Standard's Best Bankers' Award presented to IOB   |
|         | Agriculture Leadership Award 2013 conferred to our Bank   |
|         | Award for "BEST RSETI IN THE COUNTRY received by our RSETI Thanjavur  |
| 2015-16 | As on 31.12.2015 Total Deposit INR 2,30,670 cr.; Total Advances INR 1,79,349 cr. Total Business Mix is at INR 4,10,019 cr. No. of Branches – 3403 |
|         | IOB adjudged1) Skoch Order of Merit for Financial Inclusion & Automated Data Flow/MIS Project  2) IBA award for The Best use of Data              |

# Consolidated Change in Shareholding Pattern as on 31.12.2015 Indian Overseas Bank



| CATEGORY                   | NO. OF<br>HOLDERS | TOTAL<br>SHARES | % TO EQUITY |
|----------------------------|-------------------|-----------------|-------------|
| Promoter                   | 1                 | 1397328445      | 81.19       |
| Resident                   | 246171            | 109592516       | 6.37        |
| FI                         | 22                | 175753753       | 10.21       |
| Insurance Companies        | 4                 | 4681678         | 0.27        |
| FII                        | 37                | 13174858        | 0.77        |
| NRI                        | 2614              | 5097945         | 0.30        |
| Corporate Body             | 1459              | 10590397        | 0.62        |
| Corporate Body – OCB       | 1                 | 48000           | 0.00        |
| Clearing Member            | 132               | 492956          | 0.03        |
| Mutual Funds               | 3                 | 135228          | 0.01        |
| Trusts                     | 15                | 426401          | 0.02        |
| Bank                       | 12                | 1466565         | 0.09        |
| Foreign Portfolio Investor | 11                | 2177170         | 0.12        |
| TOTAL                      | 250482            | 1720965912      | 100         |

#### **DIVIDEND DECLARED AND PAID**

| YEAR    | Interim<br>Dividend | Final<br>Dividen<br>d |
|---------|---------------------|-----------------------|
| 2000-01 |                     | 10%                   |
| 2001-02 |                     | 12%                   |
| 2002-03 |                     | 16%                   |
| 2003-04 | 12%                 | 8%                    |
| 2004-05 | 14%                 | 10%                   |
| 2005-06 |                     | 26%                   |
| 2006-07 |                     | 30%                   |
| 2007-08 |                     | 35%                   |
| 2008-09 |                     | 45%                   |
| 2009-10 |                     | 35%                   |
| 2010-11 |                     | 50%                   |
| 2011-12 |                     | 45%                   |
| 2012-13 |                     | 20%                   |
| 2013-14 | 7%                  | 5%                    |
| 2014-15 | -                   | -                     |



# Global Footprints – Foreign Branches of the Bank

|   | Branches           |   | Representative<br>Office | Su | J V<br>ıbsidiary |    | Remittance<br>Centres |
|---|--------------------|---|--------------------------|----|------------------|----|-----------------------|
| * | Singapore          | * | Guangzhou – China        | *  | Malaysia         | *  | Singapore -           |
| * | Hong Kong Main     | * | Vietnam                  |    |                  |    | Serangoon Road        |
| * | Hong Kong TST      | * | Dubai                    |    |                  | ** | Singapore - Boon Lay  |
| * | Colombo            |   |                          |    |                  |    |                       |
| * | Bambalapitiya      |   |                          |    |                  |    |                       |
| * | Seoul              |   |                          |    |                  |    |                       |
| * | Bangkok            |   |                          |    |                  |    |                       |
| * | Sukhumvit, Bangkok |   |                          |    |                  |    |                       |

- •Malaysia:Joint Venture with Bank of Baroda (40%) and Andhra Bank (25%) with our Bank share of 35%
- Sukhumvit, Bangkok Branch commenced operations from 04.07.2014
- EC at Colombo has been upgraded into a branch during August 2013
- •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. Republic of Korea.

#### **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   |
| Total                             | 100 | 350.00  |

nThe Company has entered into Bancassurance tie ups with Allahabad Bank, IOB and Karnataka Bank.

- nOur Bank has entered into Corporate Agency arrangements with effect from 20.12.08 for distribution of USGI products.
- nBank earned net commission of INR 2.00 crore in the current financial year up to 31.12.2015 compared to INR 2.36 crore up to 31.12.2014 from Health Care Policies.
- During the current year up to 31.12.2015, the Bank earned commission from Non Life Sompo (Asset) Insurance INR 6.47 crore compared to INR 6.33 crore up to 31.12.2014.

# Highlights-31.12.2015



- Business stood at INR 4,10,019 Crores
- Deposits stood at INR 2,30,670 Crores
- ©CASA stood at 26.32%
- @ Advances stood at INR 1,79,349 Crores
- Operating Profit for Q3 is INR 625 Crores
- Net Loss for Q3 stood at INR 1,425 Crores
- Provision Coverage Ratio stood at 50.36 %

## **IT Initiatives**

- IT Organization Structure: The Bank has a robust infrastructure architecture, resulting in perfect alignment of Business and IT aspirations. Three way Data centers have revolutionalised the BCP-DR readiness of the Bank.
- Core Banking Solution: The major change happening is the migration of our Home grown Crown-CBS solutions to the outsourced Finacle software. As at the end of Dec.2015, 1628 Branches have been migrated to the new Finacle platform. Finacle End User Training is being conducted at Staff Training College, Chennai and at 12 Staff Training Centres across the country. 9842 staff members have been trained so far.
- Internet Banking: Bank has home-grown internet Banking suite, with contemporary offerings; Multiple scheduling of payments etc have been enabled. Tamilnadu Chief Minister Relief Fund donations are collected online through IOB as well as Other Bank Internet banking and through VISA Cards
- Payment Gateway: Payment Gateway for payment of utility bills have been implemented. Many religious institutions and educational institutions have been brought under payment gateway for E-payment.
- Mobile Banking: New Mobile banking Solution has been enabled catering to various services. Mobile Banking solution provides second factor authentication through OTP (One Time Pin) and transactions can be done through Smart phone application and USSD. Recently IMPS M2P (Merchant to Person) has been introduced. This enhances the E-presence across all merchant websites using IMPS.
- mPassBook: This electronic application of a physical passbook for savings bank is enabled. This facility
  empowers users to view their SB transaction on their smart phones.

#### **IT Initiatives**

- E-Corridors: Bank to open E-Corridors which will provide ATM, Self Pass-Book Printing Kiosks, Bulk Note Acceptor(BNA) and Internet-Banking Kiosks. This facilitates the customers to print their passbooks, deposit cash, withdraw cash and use the internet banking facility at one place. 336 Pass Book Printing Kiosks has been installed so far.
- Financial Inclusion Project: The following utilities have been enabled through Business Correspondent's Hand Held Device(Micro ATM) in Finacle Branches:
- 1.Withdrawal;2.Deposits;3.Balance enquiry;4. Funds Transfer5.Mini Statement
- Ru Pay card On-us Transactions has been enabled in Micro ATM.
- Business Intelligence: We have introduced Business Intelligence(BI) Suite, which gives interactive Dash Boards, alerts, analytics etc,. Systems are established to store huge amount of historical data and Data relating to 12 years have been ware-housed.

# **Major Business Parameters**



Quarter ending

| Key performance indicators | Dec-14   | Mar-15   | Jun-15   | Sep-15   | Dec-15   |
|----------------------------|----------|----------|----------|----------|----------|
| Business Mix               | 4,11,355 | 4,25,090 | 4,07,027 | 4,09,543 | 4,10,019 |
| Deposits                   | 2,32,823 | 2,46,049 | 2,32,064 | 2,33,026 | 2,30,670 |
| Advances (Gross)           | 1,78,532 | 1,79,041 | 1,74,963 | 1,76,516 | 1,79,349 |
| Operating Profit           | 726      | 1,180    | 556      | 990      | 625      |
| Net Profit/Loss            | -516     | 35       | 15       | -551     | -1425    |
| NIM (%)                    | 2.05     | 1.87     | 1.92     | 2.03     | 1.93     |
| Gross NPA                  | 14501    | 14,922   | 16,451   | 19,424   | 22,672   |
| Net NPA                    | 9511     | 9,813    | 10,640   | 12,539   | 14,174   |
| Return on Assets (%)       | -ve      | 0.05     | 0.02     | -ve      | ve       |
| Return on Equity (%)       | -Ve      | 1.09     | 0.47     | -ve      | ve       |
| Book Value (INR)           | 101.65   | 100.75   | 100.90   | 96.44    | 72.61    |

# **Deposits & Advances**

| <b>Particulars</b> | 31.12.2015 | 31.12.2014 | 31.03.2015 |
|--------------------|------------|------------|------------|
| DEPOSITS           | 2,30,670   | 2,32,823   | 2,46,049   |
| Current            | 12,066     | 11,190     | 14,641     |
| Savings            | 48,643     | 44,643     | 47,101     |
| Term Deposit       | 1,69,961   | 1,76,990   | 1,84,307   |
| CASA               | 60,709     | 55,833     | 61,742     |
| CASA RATIO         | 26.32      | 23.98      | 25.09      |
| ADVANCES           | 1,79,349   | 1,78,532   | 1,79,041   |
| BUSINESS MIX       | 4,10,019   | 4,11,355   | 4,25,090   |
| CD RATIO           | 77.75      | 76.68      | 72.77      |

| Particulars | METRO    | Urban  | Semi Urban | Rural  |
|-------------|----------|--------|------------|--------|
| DEPOSITS    | 1,26,009 | 53,260 | 27,330     | 17,159 |
| %           | 56       | 24     | 12         | 8      |
| ADVANCES    | 89,423   | 33,530 | 19,259     | 17,397 |
| %           | 56       | 24     | 12         | 8      |

# **Key Sectors (Domestic Credits)**



| Sector          | Dec 2014 | Mar 2015                              | Dec 2015 |
|-----------------|----------|---------------------------------------|----------|
| Sector          | Dec 2014 | IVIAI ZUIJ                            | Dec 2013 |
|                 |          |                                       |          |
| 1.Agriculture   | 27,825   | 29,236                                | 26,903   |
|                 | ,        | ,                                     | ·        |
|                 |          |                                       |          |
| 2.SME           | 23,716   | 26,161                                | 29,228   |
| of which        |          |                                       |          |
| Micro           | 10,275   | 11,958                                | 12,086   |
|                 |          | · · · · · · · · · · · · · · · · · · · |          |
|                 |          |                                       |          |
| 3.Retail Credit | 17,492   | 17,531                                | 18,495   |

# Retail Credit (Breakup)



#### **INR Crs**

| Sector              | Dec 2014 | Mar 2015 | Dec-15 |
|---------------------|----------|----------|--------|
|                     |          |          |        |
| Retail Credit       | 17,492   | 17,531   | 18,495 |
| Of which            |          |          |        |
| - Housing Loans     | 6,625    | 6,821    | 8,525  |
| - Misc.CC           | 1,365    | 1,433    | 1,062  |
| - Pushpaka          | 1,279    | 1,337    | 1,504  |
| - Educational Loan  | 3,920    | 3,958    | 4,320  |
| - Others            | 1,197    | 1,308    | 837    |
| Jewl Loan to Others | 3,106    | 2,675    | 2,248  |

Jewel Loan to Others portfolio included in Retail Credit from 2<sup>nd</sup> Half of 2013-14

# **Advances to Sensitive Sectors - Domestic**



#### (FUND + NON FUND)

| Sector                        | Dec 2014 | Mar 2015 | Dec-15 |
|-------------------------------|----------|----------|--------|
| CAPITAL MARKET                | 535      | 533      | 1,440  |
| REAL ESTATE                   | 23,263   | 23,361   | 24,684 |
| of which                      |          |          |        |
| HOUSING LOAN *                | 9,129    | 9,449    | 10,813 |
| COMMERCIAL REAL ESTATE        | 8,896    | 8,348    | 7,475  |
| OTHERS<br>(DIRECT & INDIRECT) | 5,238    | 5,564    | 6,396  |

<sup>\*</sup> Includes Non-Priority Housing Loans

# **Overseas Advances - Breakup**



|                      | Dec 2014 | Mar 2015 | Dec-15 |
|----------------------|----------|----------|--------|
| Trade                | 6,710    | 5,568    | 5,637  |
| Manufacturing        | 6,568    | 6,639    | 5,190  |
| Real Estate          | 278      | 265      | 252    |
| <b>Buyers Credit</b> | 1,890    | 1,444    | 5,721  |
| Others               | 1,068    | 1,528    | 2,034  |
| Total                | 16,514   | 15,444   | 18,834 |

#### Restructured Accounts Outstanding Position As On 31.12.2015



| Sector                | 31.03.2015<br>Accounts | 31.03.2015<br>Amount | 31.03.2015<br>% | 31.12.2015<br>Accounts | 31.12.2015<br>Amount | 31.12.2015<br>% |
|-----------------------|------------------------|----------------------|-----------------|------------------------|----------------------|-----------------|
| Chemical & Pharma     | 7                      | 343.23               | 1.72            | 7                      | 346.00               | 1.68            |
| Sugar                 | 4                      | 189.34               | 0.95            | 4                      | 177.71               | 0.86            |
| Textile               | 13                     | 740.43               | 3.71            | 14                     | 726.46               | 3.52            |
| Iron & Steel          | 40                     | 3225.64              | 16.18           | 43                     | 3570.20              | 17.31           |
| Auto & Ancillary      | 3                      | 309.32               | 1.55            | 3                      | 376.38               | 1.82            |
| Paper                 | 5                      | 287.98               | 1.44            | 6                      | 283.05               | 1.37            |
| Food Processing       | 6                      | 444.09               | 2.23            | 6                      | 586.19               | 2.84            |
| Engineering           | 6                      | 777.68               | 3.90            | 11                     | 1460.35              | 7.08            |
| Telecom               | 4                      | 429.03               | 2.15            | 3                      | 178.19               | 0.86            |
| Metal Processing      | 5                      | 587.39               | 2.95            | 7                      | 765.66               | 3.71            |
| Power                 | 5                      | 1993.47              | 10.00           | 15                     | 6922.80              | 33.56           |
| Airways               | 1                      | 712.78               | 3.57            | 0                      | 0.00                 | 0.00            |
| Electronic & Software | 1                      | 25.71                | 0.13            | 1                      | 25.64                | 0.12            |
| Cement                | 2                      | 338.29               | 1.70            | 4                      | 403.28               | 1.96            |
| Logistics             | 1                      | 7.2                  | 0.04            | 1                      | 6.03                 | 0.03            |
| Other industries      | 32                     | 2696.55              | 13.52           | 18                     | 1066.67              | 5.17            |
| Sub Total             | 135                    | 13108.13             | 65.74           | 143                    | 16894.61             | 81.90           |

| Sector                          | 31.03.2015<br>Accounts | 31.03.2015<br>Amount | 31.03.2015<br>% | 31.12.2015<br>Accounts | 31.12.2015<br>Amount | 31.12.2015<br>% |
|---------------------------------|------------------------|----------------------|-----------------|------------------------|----------------------|-----------------|
|                                 |                        |                      |                 |                        |                      |                 |
| Sub Total                       | 135                    | 13,108.13            | 65.74           | 143                    | 16,894.61            | 81.90           |
| SME                             | 166                    | 966.08               | 4.85            | 140                    | 760.17               | 3.69            |
| Micro Finance                   | 0                      | 0                    | 0.00            | 3                      | 62.52                | 0.30            |
| Infrastructure                  | 32                     | 5,265.91             | 26.41           | 28                     | 2,356.12             | 11.42           |
| Comm. Real Estate(CRE)          | 5                      | 76.87                | 0.39            | 4                      | 52.00                | 0.25            |
| Trade                           | 13                     | 46.50                | 0.23            | 10                     | 37.07                | 0.18            |
| Agriculture                     | 68                     | 280.12               | 1.40            | 70                     | 273.35               | 1.33            |
| HL/EDU/Others                   | 36                     | 52.10                | 0.26            | 33                     | 43.85                | 0.21            |
| Real Estate<br>(other than CRE) | 2                      | 105.99               | 0.53            | 2                      | 96.33                | 0.47            |
| Ceramic, Granite, Marble        | 20                     | 23.56                | 0.12            | 3                      | 7.39                 | 0.04            |
| Rubber & Plastic                | 0                      | 0                    | 0.00            | 4                      | 44.06                | 0.21            |
| Gem & Jewels                    | 1                      | 12.67                | 0.06            | 0                      | 0.00                 | 0.00            |
| Wood                            | 0                      | 0                    | 0.00            | 0                      | 0.00                 | 0.00            |
| GRAND TOTAL                     | 478                    | 19,937.93            | 100.00          | 440                    | 20,627.47            | 100.00          |

| Asset Classification   | No. of Accounts (31.03.2015) | Amount<br>(INR Crs)<br>(31.03.2015) | % to<br>Total | No. of Accounts (31.12.2015) | Amount<br>(INR Crs)<br>(31.12.2015) | % to<br>Total |
|------------------------|------------------------------|-------------------------------------|---------------|------------------------------|-------------------------------------|---------------|
| Standard Assets        | 260                          | 16075                               | 81            | 201                          | 13424                               | 65            |
| Sub-Standard<br>Assets | 79                           | 1853                                | 9             | 83                           | 2941                                | 14            |
| Doubtful Assets        | 139                          | 2010                                | 10            | 156                          | 4263                                | 21            |
| Total                  | 478                          | 19938                               | 100           | 440                          | 20628                               | 100           |

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

|  | Dec 14 | Mar 15 | Jun 15 | Sep 15 | Dec 15 |
|--|--------|--------|--------|--------|--------|
| No. of A/cs slipped during the quarter | 8      | 17     | 28     | 63     | 14     |
| Amount in INR Crs                      | 451    | 1766   | 228    | 2,120  | 1,346  |

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



|   |           | Domestic  | Foreign  | Global |          |
|---|-----------|-----------|----------|--------|----------|
|   | > 1 crore | < 1 crore | Total    |        |          |
| As on 30.09.2015 O/S  | 21789.26  | 25.33     | 21814.59 | 559.23 | 22373.82 |
| Additions during Q3 of 2015-16  | 0         | 0         | 0        | 0      | 0        |
| Less: Repayment in<br>Restructured A/Cs<br>(Completed 2 years in<br>Restructured A/c) | 1191.24   | -4.11     | 1187.13  | -3.03  | 1184.09  |
| As on 31.12.2015 O/S  | 20598.02  | 29.44     | 20627.46 | 562.26 | 21189.73 |

# NPA SEQUENTIAL MOVEMENT



|  | Dec 2014 | Mar 2015 | Jun 2015 | Sep 2015 | Dec-15 |
|--|----------|----------|----------|----------|--------|
| OPENING GROSS NPA                                      | 13334    | 1,4501   | 14,922   | 16,451   | 19,424 |
| ADD Slippages  | 2269     | 2,575    | 2,489    | 4,761    | 4,393  |
| LESS   |          |          |          |          |        |
| Cash Recovery  | 360      | 595      | 193      | 403      | 379    |
| Upgradation  | 251      | 569      | 224      | 689      | 421    |
| Write Off  | 491      | 915      | 321      | 705      | 332    |
| Sale to ARC  | 0        | 74       | 221      | 25       | 13     |
| Total Reduction in NPA                                 | 1,102    | 2,153    | 960      | 1,788    | 1,145  |
| Total Nettable Credits                                 | 4,990    | 5,109    | 5,158    | 5,584    | 7136   |
| NPA Provision  | 4,970    | 5,088    | 5,138    | 5,564    | 7116   |
| Other Credits  | 20       | 21       | 20       | 20       | 20     |
| CLOSING GROSS NPA                                      | 14,501   | 14,923   | 16,451   | 19,424   | 22,672 |
| Net NPA  | 9,511    | 9,814    | 10,640   | 12,539   | 14,174 |
| Gross NPA Ratio  | 8.12     | 8.33     | 9.40     | 11.00    | 12.64  |
| Net NPA Ratio  | 5.52     | 5.68     | 6.31     | 7.41     | 8.32   |
| Provision Coverage Ratio                               | 50.03    | 50.92    | 50.79    | 49.98    | 50.36  |
| NPA of Overseas Branches (included in Gross NPA above) | 1,820    | 1,769    | 1,813    | 1,830    | 2,547  |



| Category               | NPA as of 31.12.2015 | % to total Domestic NPA |
|------------------------|----------------------|-------------------------|
| Agriculture            | 2034.91              | 10.11                   |
| Industry               | 13420.28             | 66.68                   |
| Services               | 3970.34              | 19.73                   |
| Personal               | 699.82               | 3.48                    |
| Total                  | 20125.35             | 100                     |
| Of which               |                      |                         |
| Commercial Real Estate | 348.82               | 1.73                    |

# **NPAs-Industry Wise-Domestic**



| SI.<br>No | Industry                       | NPA as of<br>31.12.2015 | Outstanding<br>under each<br>category as of | % of NPA to the respective outstanding | % to the total<br>Domestic NPA |
|-----------|--------------------------------|-------------------------|---|--|--------------------------------|
|           |                                |                         | 31.12.2015                                  | ooisiananig                            |                                |
| 1         | Cotton Textiles/Other Textiles | 1551.73                 | 4146.33                                     | 37.42                                  | 7.71                           |
| 2         | Iron and Steel                 | 2993                    | 11246.42                                    | 26.61                                  | 14.87                          |
| 3         | Infrastructure                 | 2841.12                 | 29010.75                                    | 9.79                                   | 14.12                          |
| 4         | Chemicals, Dyes, Paints etc.   | 653.30                  | 2613.18                                     | 25                                     | 3.25                           |
| 5         | Gems and Jewellery             | 211.88                  | 800.65                                      | 26.46                                  | 1.05                           |
| 6         | Construction                   | 76.65                   | 946.12                                      | 8.10                                   | 0.38                           |
| 7         | Other Metal & Metal Products   | 1305.39                 | 2539.99                                     | 51.39                                  | 6.49                           |
| 8         | Paper & Paper Products         | 411.17                  | 1875.64                                     | 21.92                                  | 2.04                           |
| 9         | Food Processing                | 1029.12                 | 3724.51                                     | 27.63                                  | 5.11                           |
| 10        | Sugar                          | 290.52                  | 1158.97                                     | 25.07                                  | 1.44                           |
|           | All Other Industries           | 2056.40                 | 18593.74                                    | 11.06                                  | 10.22                          |
|           | Sub Total                      | 13420.28                | 76656.30                                    | 17.51                                  | 66.68                          |
|           | Others                         | 6705.07                 | 83858.81                                    | 7.99                                   | 33.32                          |
|           | Total Domestic                 | 20125.35                | 160515.11                                   | 12.54                                  | 100.00                         |

#### Sectoral Slippages During The Quarter Ended 31.12.2015

| Category  | Amount (In Crs) |
|---|-----------------|
| Agriculture   | 274.31          |
| Services (Other than Commercial Real Estate)                        | 385.14          |
| Personal  | 252.94          |
| Commercial Real Estate  | 52.43           |
| Sub Total   | 964.82          |
| Industry  |                 |
| Other Metals  | 48.19           |
| Gem and Jewellery   | 19.50           |
| Food Processing(Other than sugar, Vegetable Oil , Vanaspathi & Tea) | 11.51           |
| Textile   | 64.65           |
| Steel   | 868.18          |
| Mining  | 201.16          |
| Chemicals, Dyes, Drugs & Pharma                                     | 326.61          |
| Paper   | 83.56           |
| Rubber and Rubber Products  | 23.12           |
| All Engineering/All other Industries                                | 45.05           |
| Other Industries  | 998.03          |
| Sub Total (Industry)  | 2689.56         |
| Total Slippages – Domestic  | 3654.38         |
| Overseas  | 739.52          |
| Total-Global  | 4393.90         |

# **Overseas NPAs**



|               | Dec 2015 | Mar 2015 | Dec 2014 |
|---------------|----------|----------|----------|
| Trade         | 1,182.25 | 1,076.91 | 1,088.54 |
| Manufacturing | 585.10   | 476.22   | 496.02   |
| Real Estate   | 75.78    | 69.93    | 70.74    |
| Others        | 703.91   | 145.96   | 164.36   |
| TOTAL         | 2,547.04 | 1,769.02 | 1,819.66 |

# **PROFIT - SUMMARY**



# **INR Crs**

# **Quarter Ending**

|                        | Dec 14 | Mar 15 | Jun 15 | Sep 15 | Dec 15  |
|------------------------|--------|--------|--------|--------|---------|
| Interest Earned        | 6,059  | 5,909  | 6,137  | 5,996  | 5,912   |
| Interest Expended      | 4,702  | 4,653  | 4,808  | 4,598  | 4,565   |
| Net Interest Income    | 1,357  | 1,256  | 1,329  | 1,398  | 1,347   |
| Non Interest Income    | 588    | 794    | 535    | 774    | 534     |
| Total Operating Income | 1,945  | 2,050  | 1,864  | 2,172  | 1,881   |
| Operating Expenses     | 1,219  | 896    | 1,308  | 1,182  | 1,256   |
| Operating Profit       | 726    | 1,180  | 556    | 990    | 625     |
| Total Provision        | 1,242  | 1,145  | 542    | 1,541  | 2,050   |
| Net Profit             | (516)  | 35     | 15     | (551)  | (1,425) |

# PROFITABILITY - Q3



| Particulars   | Q3 15-16 | Q3 14-15 |
|---|----------|----------|
| TOTAL INCOME  | 6,446    | 6,647    |
| Interest Earned   | 5,912    | 6,059    |
| Other Income  | 534      | 588      |
| TOTAL EXPENDITURE (excl. provisions and contingencies)      | 5,821    | 5,921    |
| Interest Expended   | 4,565    | 4,702    |
| Operating Expenses  | 1,256    | 1,219    |
| i)Payments to and provisions for employees                  | 892      | 851      |
| ii)Other Operating Expenses                                 | 364      | 368      |
| OPERATING PROFIT (profit bef. provisions and contingencies) | 625      | 726      |
| Total Provisions and Contingences                           | 2,050    | 1,242    |
| Of which Provisions for NPAs                                | 1,820    | 1,157    |
| Provision for Taxes   | 154      | 59       |
| Others  | 76       | 26       |
| NET PROFIT  | (1425)   | (516)    |

# PROFIT – Geographical Distribution – Q3



| Particulars      | Q3 15-16 | Q3 14-15 |
|------------------|----------|----------|
| OPERATING PROFIT |          |          |
| Global           | 625      | 726      |
| Domestic         | 577      | 633      |
| Overseas         | 48       | 93       |
| PROVISIONS       |          |          |
| Global           | 2,050    | 1,242    |
| Domestic         | 1,858    | 1,152    |
| Overseas         | 192      | 90       |
| NET PROFIT       |          |          |
| Global           | (1,425)  | (516)    |
| Domestic         | (1,281)  | (519)    |
| Overseas         | (144)    | 3        |

# **PROFIT - NET INTEREST INCOME**

# Quarter Ending

| Particulars                                  | Dec 14         | Mar 15         | Jun 15         | Sep 15         | Dec 15         |
|--|----------------|----------------|----------------|----------------|----------------|
| Total Interest Income                        | 6,059          | 5,910          | 6,137          | 5,996          | 5,912          |
| Of which                                     |                |                |                |                |                |
| Int Income from Advances                     | 4,533          | 4,345          | 4,338          | 4,285          | 4,198          |
| Int. Income from Investments                 | 1,398          | 1,457          | 1,641          | 1,619          | 1,629          |
| Other Interest Income                        | 128            | 108            | 108            | 92             | 85             |
| Total Interest Expended                      | 4,702          | 4,654          | 4,808          | 4,598          | 4,565          |
| Of which                                     |                |                |                |                |                |
| Int. Expended on Deposits                    | 4,410          | 4,309          | 4,444          | 4,110          | 3,983          |
| Int. Expended on borrowings                  | 292            | 344            | 364            | 487            | 582            |
| Other Int. Expenses                          | 149            | 0              | 0              | 1              | 0              |
| NET INTEREST INCOME                          | 1,357          | 1,256          | 1,329          | 1,398          | 1,347          |
| NET INTEREST MARGIN (On Avg. Earning Assets) | 2.05%          | 1.87%          | 1.92%          | 2.03%          | 1.93%          |
| Domestic<br>Overseas                         | 2.09%<br>1.67% | 1.85%<br>2.03% | 1.92%<br>1.97% | 2.06%<br>1.74% | 2.02%<br>0.92% |

# PROFIT - NET INTEREST INCOME



| Particulars                                | Q3 14-15     | Q3 15-16     |
|--|--------------|--------------|
| Total Interest Income                      | 6,059        | 5,912        |
| Of which                                   |              |              |
| Int Income from Advances                   | 4,533        | 4,198        |
| Int. Income from Investments               | 1,398        | 1,629        |
| Other Interest Income                      | 128          | 85           |
| Total Interest Expended                    | 4,702        | 4,565        |
| Of which                                   |              |              |
| Int. Expended on Deposits                  | 4,410        | 3,983        |
| Int. Expended on borrowings                | 292          | 582          |
| Other Int. Expenses                        | 0            | 0            |
| NET INTEREST INCOME                        | 1,357        | 1,347        |
| NET INTEREST MARGIN in %                   | 2.05         | 1.93         |
| (on avg. earning assets) Domestic Overseas | 2.09<br>1.67 | 2.02<br>0.92 |
| Overseas                                   |              |              |





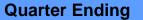
#### **INR Crs**

# **Quarter Ending**

| Particulars                          | Dec 14 | Mar 15 | Jun 15 | Sep 15 | 15-Dec |
|--------------------------------------|--------|--------|--------|--------|--------|
| Total Non Interest Income            | 588    | 794    | 535    | 774    | 534    |
| Of which                             |        |        |        |        |        |
| Exchange / Commission                | 228    | 295    | 255    | 278    | 246    |
| Profit on Sale of Investments        | 126    | 274    | 80     | 202    | 54     |
| Profit on Revaluation Of Investments | 0      | 0      | -2     | 0      | 0      |
| Recovery in written off Accounts     | 93     | 105    | 90     | 258    | 85     |
| Other Non interest Income            | 141    | 120    | 113    | 36     | 149    |

# NET PROFIT (Quarterly Comparison) INR Crs Indian Overseas Bank





| Quarter Enumy  |        |        |        |        |        |  |  |  |
|--|--------|--------|--------|--------|--------|--|--|--|
| Particulars  | Dec 14 | Mar 15 | Jun 15 | Sep 15 | Dec 15 |  |  |  |
| OPERATING PROFIT                                     | 726    | 1180   | 556    | 990    | 625    |  |  |  |
| Total Provision                                      | 1242   | 1145   | 542    | 1541   | 2,050  |  |  |  |
| Of which   |        |        |        |        |        |  |  |  |
| NPA  | 1157   | 1003   | 975    | 1466   | 1,820  |  |  |  |
| Provision for un hedged Foreign<br>Currency Exposure | 4      | 0      | 0      | 2      | 0      |  |  |  |
| Standard Advances                                    | -82    | 99     | 17     | -27    | -60    |  |  |  |
| Provision /Depreciation on Investments               | -12    | -145   | 123    | -45    | 27     |  |  |  |
| Staff Welfare Fund                                   | 5      | 5      | 0      | 0      | 0      |  |  |  |
| Deferred Tax Liability                               | 0      | -614   | 0      | 0      | 0      |  |  |  |
| Income Tax   | 59     | 923    | -122   | 153    | 154    |  |  |  |
| Wealth Tax   | 0      | 0      | 0      | 0      | 0      |  |  |  |
| Contingencies  | 0      | 1      | 1      | 1      | 1      |  |  |  |
| Other General Provisions                             | 0      | 0      | 0      | 0      | 0      |  |  |  |
| Non Performing Investments                           | 17     | 0      | 3      | -10    | 1      |  |  |  |
| Diminution of Securities                             | 0      | 0      | 0      | 0      | 0      |  |  |  |
| Restructured accounts                                | 95     | -127   | -457   | -70    | 109    |  |  |  |
| Other Assets   | 0      | 0      | 1      | 72     | -2     |  |  |  |
| Country-wise risk                                    | 0      | 0      | 0      | -1     | 0      |  |  |  |
| NET PROFIT   | (516)  | 36     | 15     | (551)  | (1425) |  |  |  |

# **Cost & Yield Ratios (Quarterly Comparison)**



| Particulars                   | Dec 14 | Mar 15 | Jun 15 | Sep 15 | Dec 15 |
|-------------------------------|--------|--------|--------|--------|--------|
| Avg. Cost of Deposits (%)     | 7.60   | 7.50   | 7.45   | 7.26   | 7.10   |
| Avg. Yield on Advances (%)    | 9.97   | 9.60   | 9.76   | 9.52   | 9.25   |
| Avg. Yield on Investments (%) | 7.24   | 7.04   | 7.16   | 7.27   | 7.26   |
| Avg. Cost of Funds (%)        | 7.51   | 7.40   | 7.36   | 7.17   | 6.99   |
| Avg. Yield on Funds (%)       | 9.16   | 8.80   | 8.87   | 8.73   | 8.48   |
| Net Interest Margin (%)       | 2.05   | 1.87   | 1.92   | 2.03   | 1.93   |
| Business per Employee         | 12.61  | 13.24  | 12.83  | 12.57  | 12.59  |
| Business per Branch           | 126.10 | 123.68 | 119.89 | 120.21 | 120.20 |

| Particulars              | Dec 14 | Mar 15 | Mar 15<br>(Annual) | Jun 15 | Sep 15 | Dec 15 |
|--------------------------|--------|--------|--------------------|--------|--------|--------|
| Cost to Income Ratio (%) | 62.66  | 42.43  | 55.83              | 70.15  | 54.42  | 66.79  |
| Return on Assets (%)     | -ve    | 0.05   | -ve                | 0.02   | -ve    | -ve    |
| Return on Equity (%)     | -ve    | 1.09   | -ve                | 0.47   | -ve    | -ve    |
| Earning per Share (INR)  | -ve    | 1.15   | 1.15               | 0.48   | -ve    | -ve    |
| Book Value per Share     |        |        |                    |        |        |        |
| (INR)                    | 101.65 | 100.75 | 100.75             | 100.90 | 96.44  | 72.61  |

# **INVESTMENTS - Domestic**



|                               |           | 31.03.2015 |        |           |           | 31.12.2015 |       |           |  |
|-------------------------------|-----------|------------|--------|-----------|-----------|------------|-------|-----------|--|
|                               | AFS       | нтм        | HFT    | TOTAL     | AFS       | нтм        | HFT   | TOTAL     |  |
| SLR Investments               | 12,127.68 | 53,436.39  | 301.05 | 65,865.12 | 26,858.99 | 50,211.26  | 99.96 | 77,170.21 |  |
| Of which                      |           |            |        |           |           |            |       |           |  |
| Government.<br>Securities     | 12,127.66 | 53,433.28  | 301.05 | 65,861.99 | 26,858.97 | 50,208.15  | 99.96 | 77,167.08 |  |
| Other Approved Securities     | 0.02      | 3.11       | 0      | 3.13      | 0.02      | 3.11       | 0     | 3.13      |  |
| M Duration (for SLR)          |           |            |        | 6.04      |           |            |       | 6         |  |
| Non SLR Investments           | 10,084.10 | 299.92     | 11.31  | 10,395.33 | 9,176.61  | 301.82     | 0     | 9,478.43  |  |
| M Duration (Non SLR)          |           |            |        | 3.73      |           |            |       | 4.27      |  |
| M Duration (Entire Portfolio) |           |            |        | 5.85      |           |            |       | 5.64      |  |
| Total                         | 22,211.78 | 53,736.31  | 312.36 | 76,260.44 | 36,035.60 | 50,513.08  | 99.96 | 86,648.64 |  |

# **INVESTMENTS** – Foreign -31.12.2015



| Type of Investment       | Book Value<br>(Gross) | Total<br>Provision |
|--------------------------|-----------------------|--------------------|
| G - Sec                  | 2,629.55              | 0.12               |
| Bonds - Others           | 0.00                  | 0.00               |
| MTN,FCCB                 | 976.18                | 62.95              |
| Shares                   | 0.09                  | 0.00               |
| Joint Venture - Malaysia | 199.58                | 0.00               |
| Total                    | 3,805.40              | 63.07              |

# **CAPITAL ADEQUACY**

इण्डियन ओवरसीज़ बैंक Indian Overseas Bank

|                             |          |          |          | INR Crs  |          |  |
|-----------------------------|----------|----------|----------|----------|----------|--|
|                             | Dec 14   | Mar 15   | Jun 15   | Sep 15   | Dec 15   |  |
| Tier I Capital              |          |          |          |          |          |  |
| BASEL II                    |          |          |          |          |          |  |
| BASEL III                   | 13,916   | 14,185   | 14,194   | 13,623   | 14,221   |  |
| Tier II Capital             |          |          |          |          |          |  |
| BASEL II                    |          |          |          |          |          |  |
| BASEL III                   | 5,596    | 5,460    | 5,417    | 5,165    | 5,094    |  |
| Total Capital               |          |          |          |          |          |  |
| BASEL II                    |          |          |          |          |          |  |
| BASEL III                   | 19,512   | 19,644   | 1,91,611 | 18,789   | 19,315   |  |
| Common Equity Tier I        | 13,367   | 12,734   | 12,743   | 12,172   | 12,770   |  |
| Total Net Assets (Terminal) | 2,76,949 | 2,85,637 | 2,87,525 | 2,84,868 | 2,87,706 |  |
| Risk Weighted Assets        |          |          |          |          |          |  |
| BASEL II                    | 1,90,218 |          |          |          |          |  |
| BASEL III                   | 1,92,267 | 1,94,334 | 2,01,169 | 2,06,713 | 1,98,599 |  |
| CRAR – TIER I (%)           |          |          |          |          |          |  |
| BASEL II                    | 7.39     |          |          |          |          |  |
| BASEL III                   | 7.24     | 7.30     | 7.06     | 6.59     | 7.16     |  |
| CRAR – TIER II (%)          |          |          |          |          |          |  |
| BASEL II                    | 2.85     |          |          |          |          |  |
| BASEL III                   | 2.91     | 2.81     | 2.69     | 2.50     | 2.57     |  |
| CRAR (%)                    |          |          |          |          |          |  |
| BASEL II                    | 10.24    |          |          |          |          |  |
| BASEL III                   | 10.15    | 10.11    | 9.75     | 9.09     | 9.73     |  |
| CET I                       | 6.95     | 6.55     | 6.33     | 5.89     | 6.43     |  |

#### **Financial Inclusion**



- Basic Savings Bank Deposit Accounts (BSBDA): As per the guidelines issued by Reserve Bank of India, our branches are opening BSBD Accounts to bring the excluded segment of population into banking fold. General Purpose Credit Cards (GCC), Kissan Credit Cards (KCC) and Temporary Over Draft (TOD) against BSBD Accounts are granted to meet their Credit requirements.
- Smart Card Banking: To extend banking service to the villages and provide banking outlet in unbanked centres, our Bank has introduced 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:**

| SI. No. | Particulars  | 31.12.2015<br>(Nos) | 31.03.2015<br>(Nos.) | 31.12.2014<br>(Nos) |
|---------|--|---------------------|----------------------|---------------------|
| 1       | No-Frills /BSBA Accounts Opened                    | 97,28,891           | 90,29,968            | 84,14,594           |
| 2       | General Purpose Credit Cards Granted               | 7,99,893            | 4,37,657             | 4,45,461            |
| 3       | Branches Under Smart Card Banking                  | 1,140               | 1,088                | 1,065               |
| 4       | Villages Covered Under Smart Card Banking          | 5,089               | 4,251                | 4,229               |
| 5       | Business Correspondents engaged                    | 2,749               | 2,601                | 2,815               |
| 6       | Bio-Metric Smart Card issued                       | 20,13,212           | 16,73,126            | 14,71,745           |
| 7       | Smart Card Banking Coverage- Regions               | 58                  | 56                   | 56                  |
| 8       | Smart Card Banking Coverage-States/Union Territory | 24/3                | 21/2                 | 21/2                |