

Un-Audited (Reviewed) Financial Results
'Quarter/Nine Months Ended 31st December 2011'

Quarter Ended 31st December 2011

↑ Operating Profit up by 24.25% at ` 393.17 cr



↑ Net Profit up by 20.28% at ` 186.68 cr



↑ Net Interest Income (NII) up by 16.03% at ` 541.20 cr



↑ Net Interest Margin (NIM) up by 6 bps at 3.30%



↑ Earning Per Share (EPS) (non annualized) up by 3.51% at ` 5.60



↑ Business Mix up by 14.09% at ` 1,16,267.63 cr



↑ Total Deposits up by 13% at ` 68339.25 cr

↑ CASA Deposits up by 11.40% at ₹ 23847.75 cr



CASA at 34.90%



↑ Gross Credit up by 15.70% at ₹ 47,928.38 cr



↑ Retail Advances up by 13.02% at ₹ 6,614 cr



↑ MSME Advances up by 17.60% at ₹ 7,368 cr



↓ Gross NPA Ratio declined by 9 bps at 1.85%



↓ Net NPA Ratio declined by 16 bps at 1.10%



↑ Capital Adequacy Ratio (Basel- II) at 11.58%



↑ Return on Assets (annualized) up by 6 bps at 1.05 %

Nine Months Ended 31st December 2011

↑ Operating Profit up by 19.56% at ` 1,052.91 cr



↑ Net Profit up by 20.61% at ` 548.35 cr



↑ Net Interest Income (NII) up by 16.29% at ` 1,502.64 cr



↑ Earning Per Share (EPS) (non annualized) up by 3.79% at ` 16.45



↑ Return on Assets (annualized) up by 3 bps at 1.05 %



↑ Net Worth up by 45.53% at ` 3,936.93 cr

BUILDING HUMAN ASSETS:

- Bank has been imparting training to employees as an ongoing process for development and improvement of their knowledge, skill and business confidence. It also keeps them abreast of the latest trends in Banking Industry. These Training programmes are conducted in house and also through other reputed institutes like NIBM, CAB, ASCI, MDI etc.
- Recruitment of fresh talent – Bank has completed the recruitment process of 564 officers (including campus recruitment) in the area of Credit, Agriculture & Forex and also POs. The recruitment of 600 clerks is in process and is expected to complete shortly.
- Customer centric grooming of frontline staff. Along with intensive two months' training programme on credit to create an effective cadre of credit officer, Bank is also re-orienting the frontline staff for better customer service through an in-house programme namely S.M.I.L.E. (Smart, Motivated Intelligent for Leveraging the Emerging Market).

STRATEGIES:

- Bank has identified Agriculture, MSME and Retail as thrust areas for lending. To have a focused attention on these areas of lending, Bank has given exclusive charge of MSME and Retail to One General Manager and Priority Sector to another General Manager.
- Bank is having 148 licences pending for opening of new branches. Out of this 96 are normal branches and 52 branches are for implementation and monitoring of entire financial inclusion exercise.
- Bank is on the path of transformation through effective use of technology. Bank has already achieved 100% CBS, while constitution of centralized back office function has relieved frontline staff for business development.
- Through ATM sharing agreement, Bank has enabled itself with more than 70,000 access points. Bank has already opened 535 ATMs of its own and targeting to take the total number of ATMs to 757 by March 2012.
- Bank will continue to make intense effort for increasing the CASA Deposits through targeting high value customers and by increasing the clientele base by 20%.

FINANCIAL INCLUSION PLAN

- The Bank has been allotted 726 villages with population above 2000 for providing banking services through an outlet by March 2012. All villages have been covered through either Branch Model or BC model.
- Bank has opened 11.46 lacs No Frill Accounts against the target of 11 lacs accounts. No Frill Accounts have been provided with overdraft facility.
- Reserve Bank of India has selected 3 model villages – 2 in Dadra Nagar Haveli and 1 in Gujarat among these financial inclusion villages.