



Investor Presentation 31.03.2020

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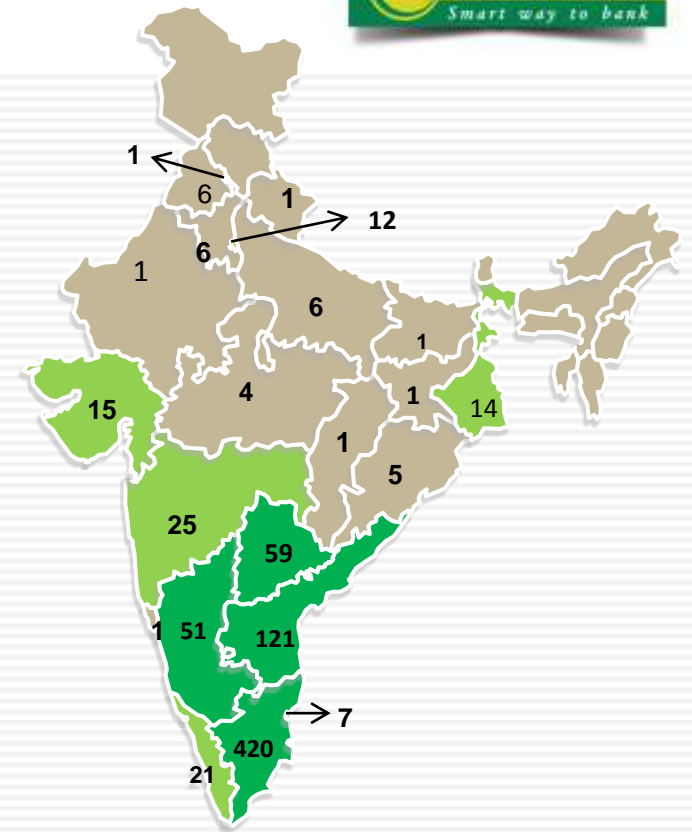
KVB – a unique franchise!



Bank of Choice, trusted by :

- Over **7.7 million** individuals
- Over **450000** businesses
- Over **700000** customers involved in agriculture

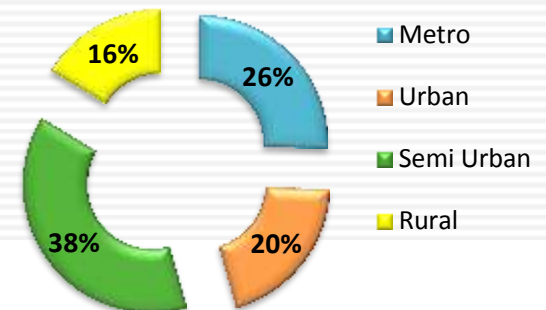
Unmatched presence in India's fast growing hinterland



Category	No. of Branches
Metro	200
Urban	155
Semi Urban	297
Rural	127
Total	779

Customer service excellence the differentiator

Category	31.03.20	31.03.19	31.03.18
Branches	779	778	790
ATM's + Cash Recyclers	2,224	2179	2328



Blending Tradition with Modernity

- **Healthy Capital Adequacy Levels**
 - *CET1 @ 15.27% and CAR @ 17.17%.*
- **Balance Sheet metrics continue to improve**
 - *Net NPA drops to 3.92%*
 - *PCR (with TWO) @ ~69%*
 - *PCR (without TWO) @ ~55%*
- **Deposit costs being managed tightly,**
 - *Cost of Deposit : Q4 is 5.55% & FY19-20 is 5.76%*
 - *End of Period CASA grows to 31%*
- **Concentrating on building a Granular Loan Book**
 - *Non- Corporate Business reaches ~75%.*
- **Co-origination platform progressing well**
- **Bullion Business launched and gearing up**
- **KVBs “Dlite” - mobile app is enriched with new features and continues its growth momentum**
 - *1.5+ million downloads*

Contents



New Initiatives



Performance Highlights



Credit Portfolio Performance



Financial Performance



Other Parameters

KVB DISTRIBUTION EVOLUTION

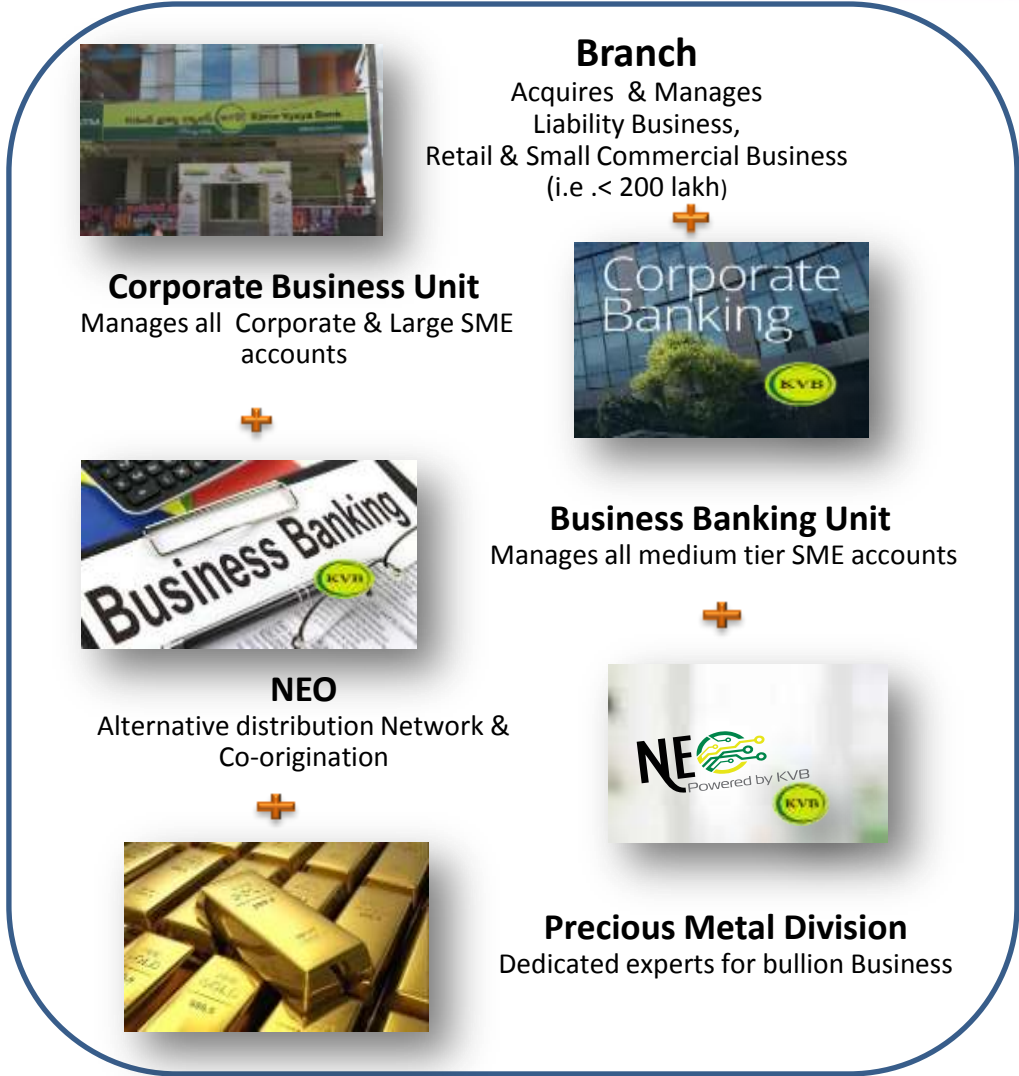
Pre - 2018

Branch



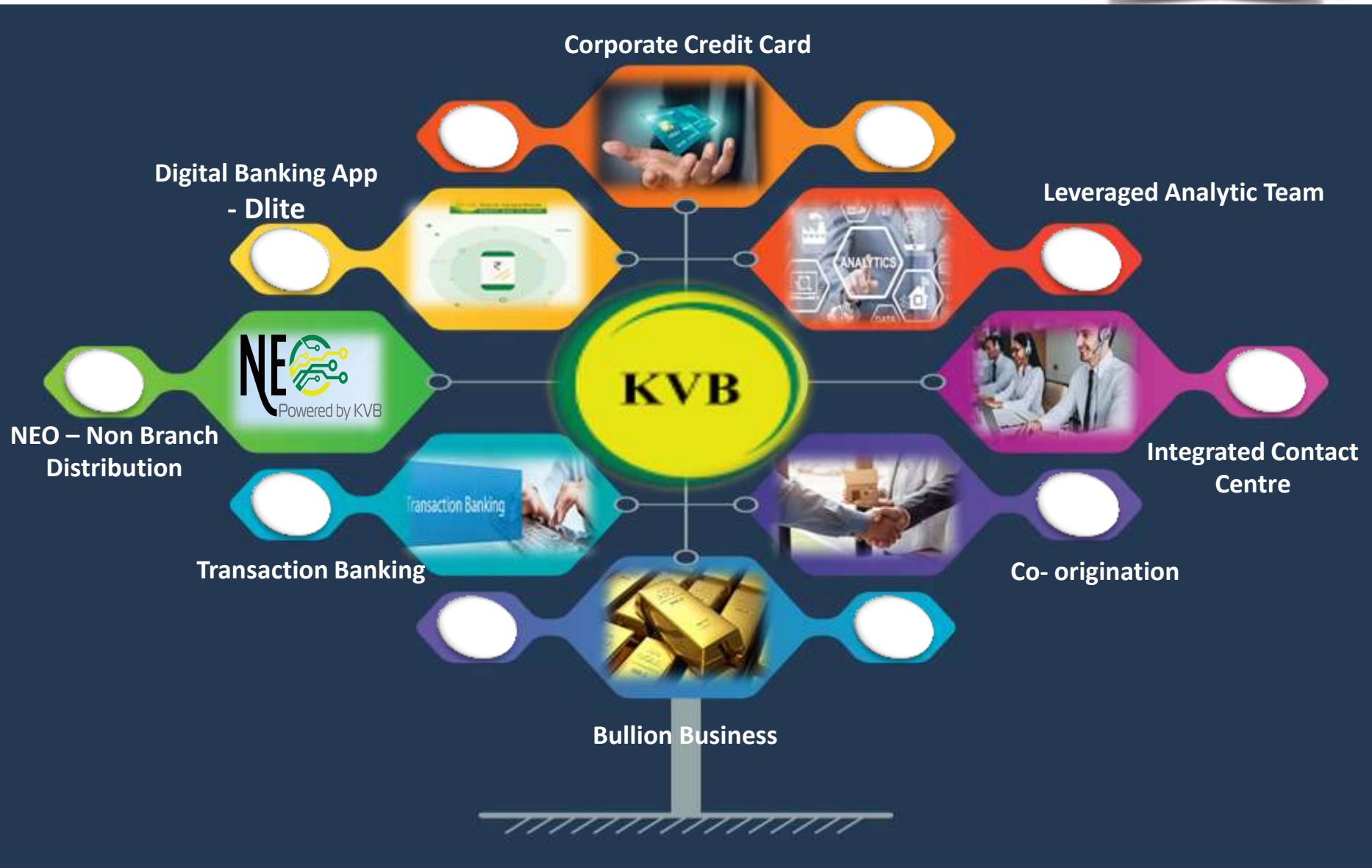
**Stand Alone
Distribution Channel**

Now



Enhanced Distribution

Comprehensive Business Wings



TRANSACTION BANKING GROUP (TBG) CASH MANAGEMENT AND SUPPLY CHAIN FINANCE



Dealer Finance - IF

Inventory funding facility is being offered to the dealers of 7 OEMs .

Collection – Paper Based

Cash and cheque collection services extended to corporate customers

Collection – Electronic

Direct debit and Virtual account facilities are offered to corporate customers for collection and reconciliation

Payments

Cheque, DD printing and bulk payment file upload solution to corporate clients

Trade Receivable Discounting System (TReDS)

On boarded in all the three TReDS platforms for vendor bill funding – RXIL, A.TReDS & M1xchange

Vendor Finance

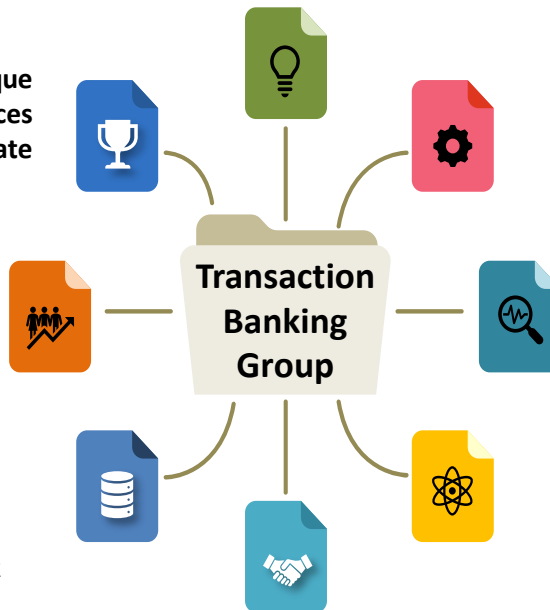
Vendor finance - direct and under referral arrangement with Fintechs are offered to suppliers of large buyer corporates

Factoring

Factoring arrangement with Tata Motors Limited for their Passenger Vehicle dealers are offered .

Receivable Funding

Receivables confirmed by buyer corporates are funded under this programme

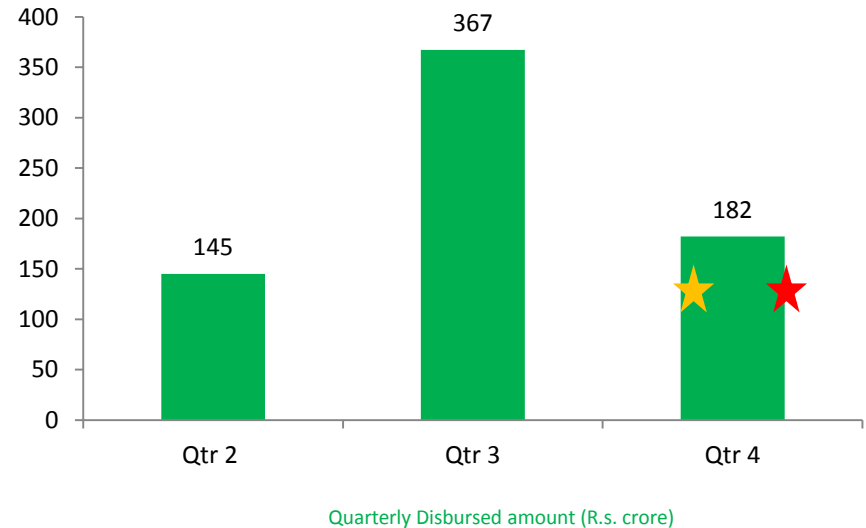


NEO recalibrates growth inline with slowing economy



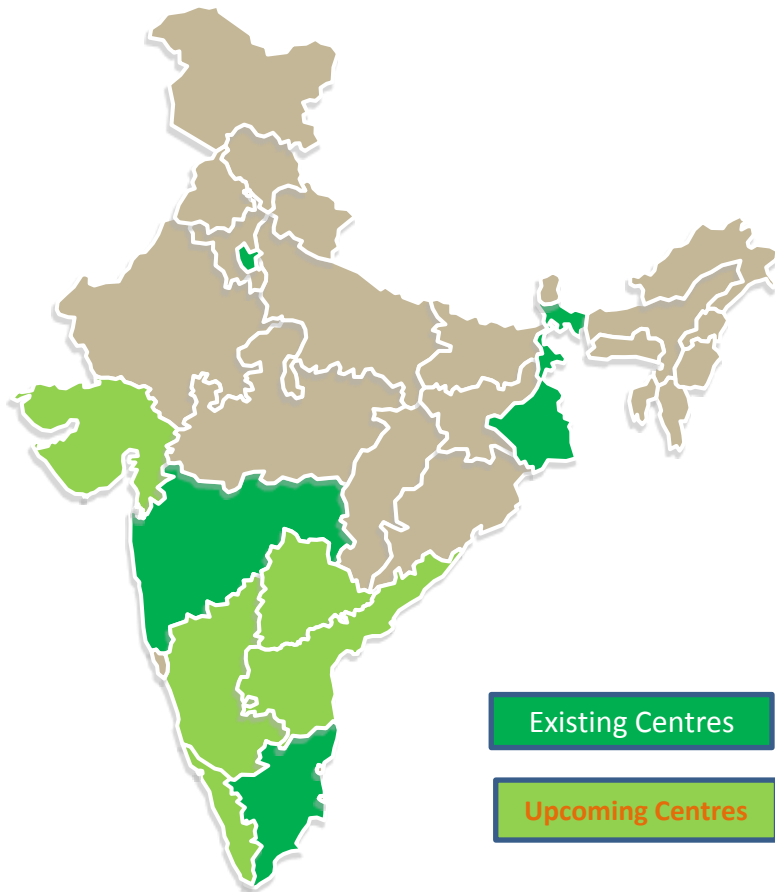
KEY ACHIEVEMENTS

- Operational in 15+ locations with average productivity of more than 3 CR per employee
- Average ticket size and customer profile continues to be in line with our distributed risk strategy.
- NEO launched one-of-its-kind checkout financing in partnership with Capital Float and Amazon.
- NEO is in talks with multiple partners to scale up the co-lending franchise.
- The high quality book is reflective in the moratorium utilization which are within manageable limits.
- In these uncertain times NEO has quickly re-oriented its efforts towards collections and has sustained good repayment, ensuring portfolio quality.
- NEO has worked on post-Covid plan inline with government measures and bank's strategy to exploit new business opportunities.



	Neo	Industry benchmark
AVERAGE PRODUCTIVITY	3 Crores	3.5-4.0 Crores
COST OF ACQUISITION	0.45%	0.7%- 1.0%
INSURANCE PENETRATION	95%	40%-50%
PROCESSING FEE	0.8%	0.5%
AVERAGE TICKET SIZE(SECURED)	3.3 Crores	3 Crores


Average productivity – loans disbursed per employee per month, Cost of acquisition – cost incurred to onboard a new customer, Insurance penetration – Insurance sold on the number of cases, Processing fee – as a percentage of loan disbursed
 All data is as of 31st Mar'20.




- Bullion operations commenced – Feb. 20 and consignment delivered at Chennai & Coimbatore.
- Operations underway - Maharashtra, West Bengal, Tamil Nadu & Delhi;
Proposed locations - Gujarat, Karnataka, Kerala, Andhra Pradesh & Telangana.
- KVB - One among 16 authorized banks to import Gold/Silver.
- Agreements with International Bullion Suppliers for the supply of bullion on consignment basis
- KVB-PMD will cater to bullion requirements of clients for Domestic as well as Export market
- Bullion deals through Outright sale or on Loan basis.

Card Journey Begins

April 2019, Started credit card business for commercial clients



Cards issued to our existing OD /CC Clients as an additional limit



On boarded 2500+ MSMEs and growing

Retail Credit Card project kick off @ Dec 2019

10+ fin-techs under one roof for building complete life cycle of retail credit card journey in digital mode.

Proposed product launch in August,2020



Robust Digital Lending



Paperless On-boarding

A complete feature rich digital application catering all types of loan products in Retail and Business Loans

Faster Sanctions

In-principle sanction in less than 15 minutes and disbursement in less than 10 days

Improved Credit Quality

The leads generated in the system get processed post various credit checks thus ensuring applications with better credit quality

Better Risk Mitigation

Technical Indicator driven approach provides more visibility to mitigate risk during the application processing period

Digital Documentation

Loan Documents generated with e-Stamping and e-Signatures making the product truly paperless

Best in-class Customer Experience

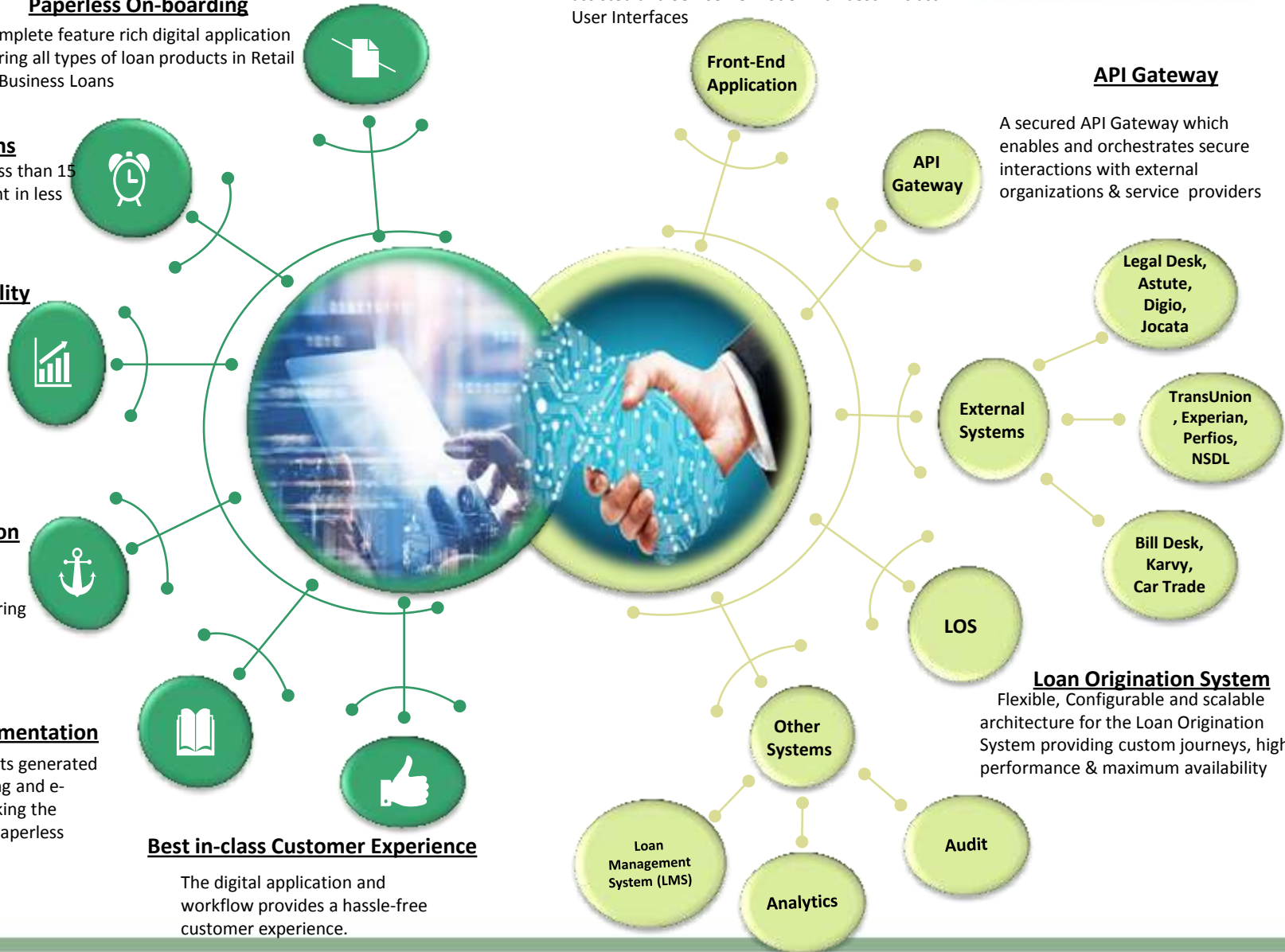
The digital application and workflow provides a hassle-free customer experience.

Front-End Application

An Omni device front-end that enables both assisted and Self-serve model with best-in-class User Interfaces

API Gateway

A secured API Gateway which enables and orchestrates secure interactions with external organizations & service providers



Loan Origination System

Flexible, Configurable and scalable architecture for the Loan Origination System providing custom journeys, high performance & maximum availability

Analytics - Key to Success

New Customer Identification &
Effective Customer Targeting

Customer
Acquisition

Pre-Delinquency
Model - Reduces
Collection Expense

Credit Collection

Recommend Next
Product – Leveraging
internal & external data

Customer
Profitability



Credit
Portfolio
Management
& Monitoring

Portfolio Dashboards,
Drill-Down Reporting,
EWS PD/LGD/EAD
Modeling

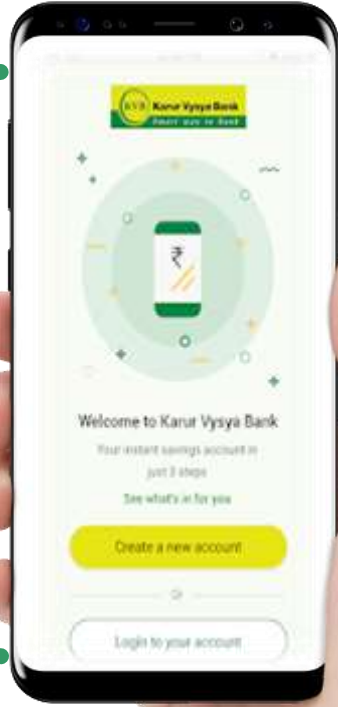
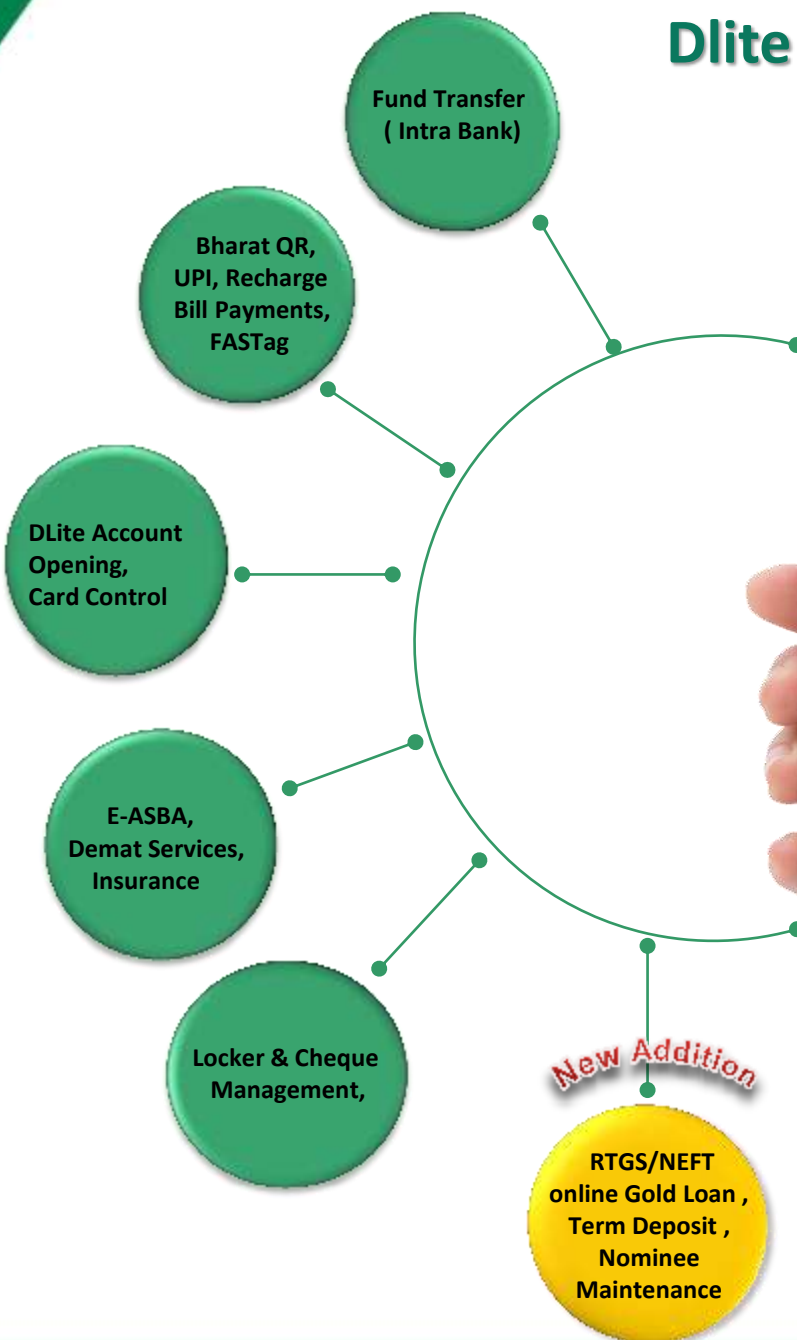
Digital
Credit
Assessment

Decision Engine –
Reduces inflow to
NPA

KVB CONTACT CENTER OPERATIONS – ONE VIEW



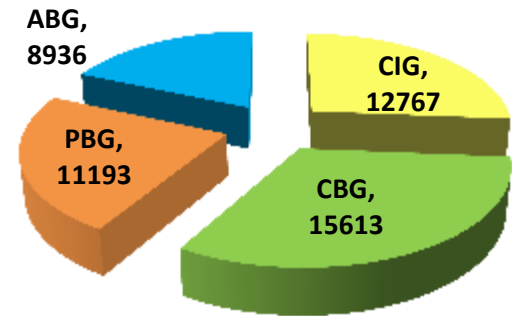
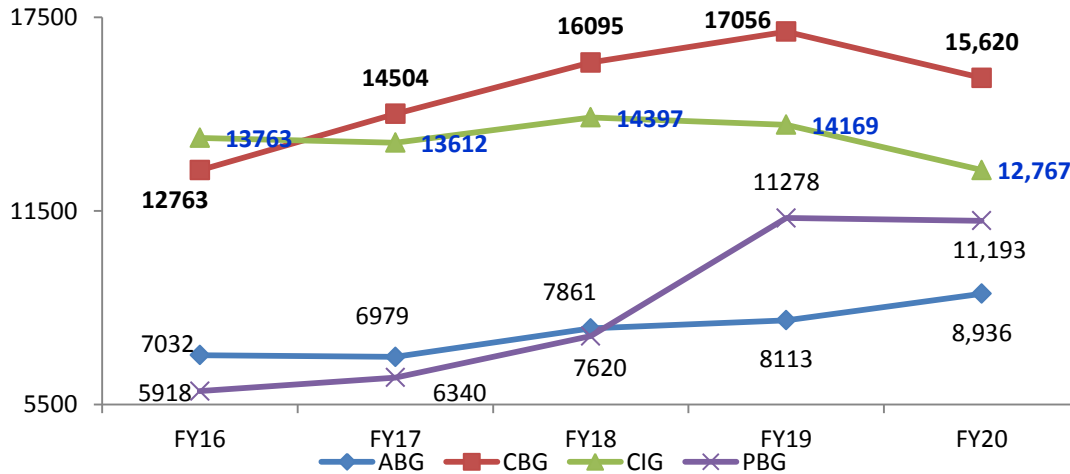
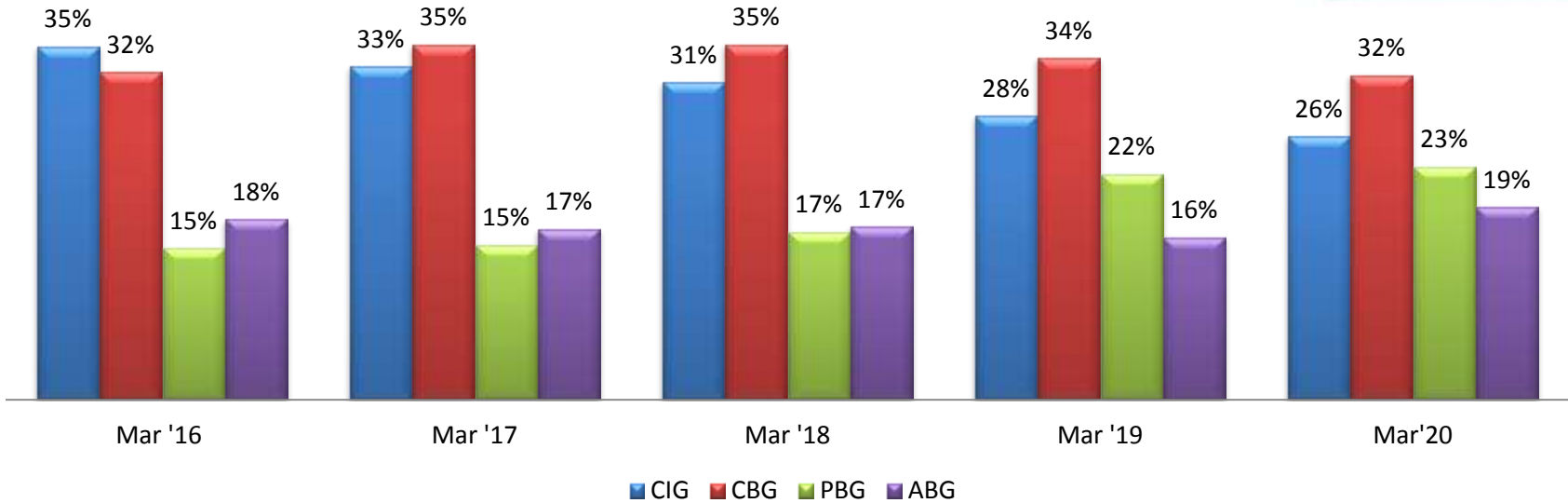
DLite – Mobile App



Downloads : 14.27lacs
Registrations : 9.46lacs
Accounts Opened (In FY19-20) : 1.35lacs



Wholesale to Granular Book



Portfolio Mix (Amt in Crore)

* Portfolio inclusive of IBPCs

Segments

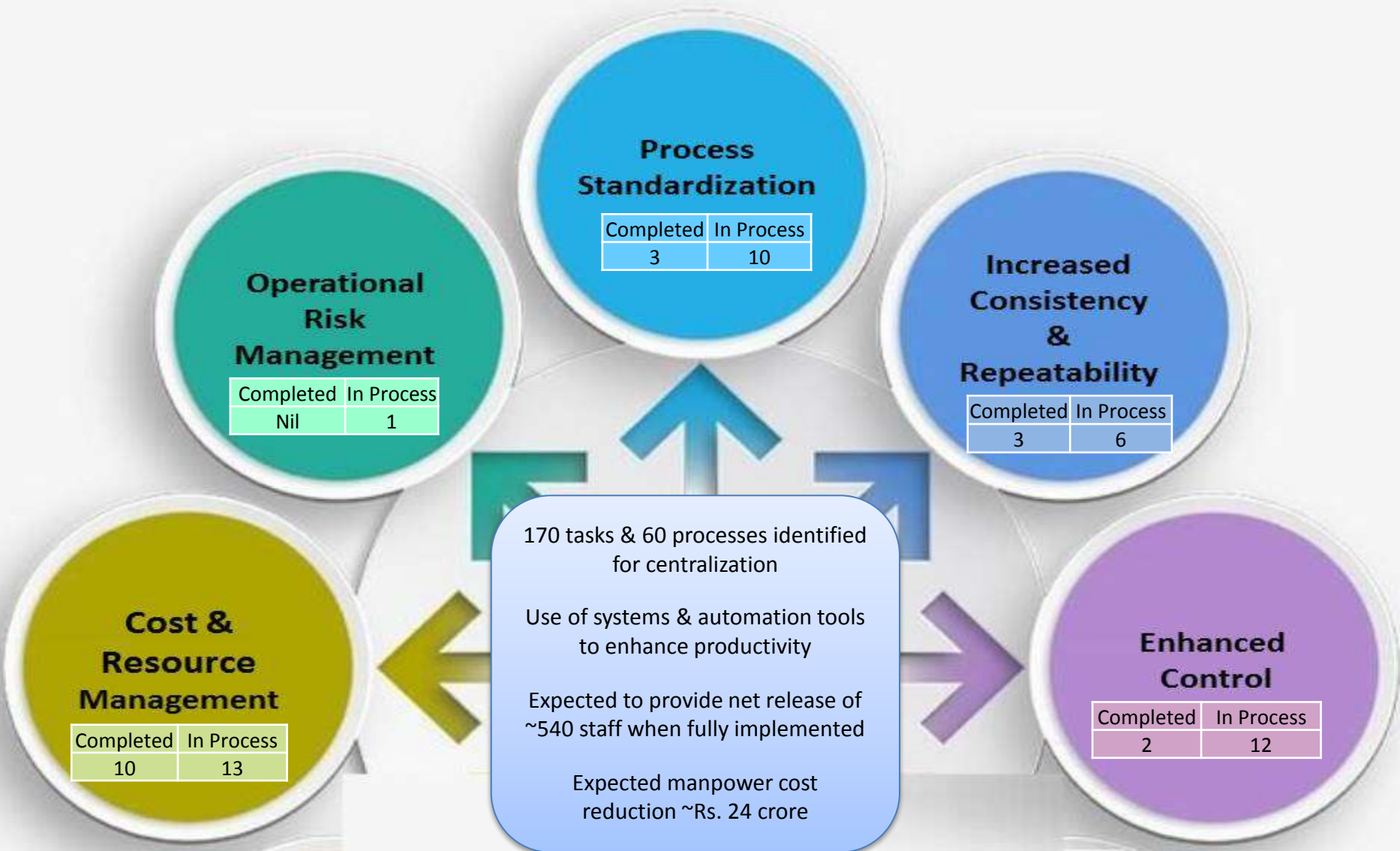
ABG – Agri

CBG – Commercial (<= Rs. 25 crore)

CIG* – Corporate (> Rs. 25 crore)

PBG* – Personal

Operation Centralization



Contents



New Initiatives



Performance Highlights



Credit Portfolio Performance



Financial Performance



Other Parameters

Highlights



BUSINESS

Total Business at
Rs. 1,07,591 crore

CREDIT

Gross Advances
Rs. 48,516 crore

CRAR

CRAR at 17.17% &
Tier I at 15.27%

CASA

CASA share @ 31%
Total Deposits
Rs. 59,075 crore

PROFIT – 12M

Operating Profit Rs. 1,761 crore
Net Profit Rs. 235 crore

NIM – 12M
3.44%



Results Snapshot (EoP)*



Basel III Capital

CRAR	17.17
Tier I	15.27
Tier II	1.90
RoA % (12M)	0.32

Other Business Parameters

Gross NPA	4,213
Net NPA	1,809
Gross NPA %	8.68
Net NPA %	3.92
PCR %	68.90

Particulars	Mar 20	Mar 19
Cost of Deposits	5.76	5.80
Yield on Advances	9.63	9.75
NIM	3.44	3.67
Net Interest Income	2,348	2,363
Operating Profit	1,761	1,711
Provisions	1,489	1,388
Net Profit	235	211
Profit/Emp. (Rs. Lakh)	2.96	2.80

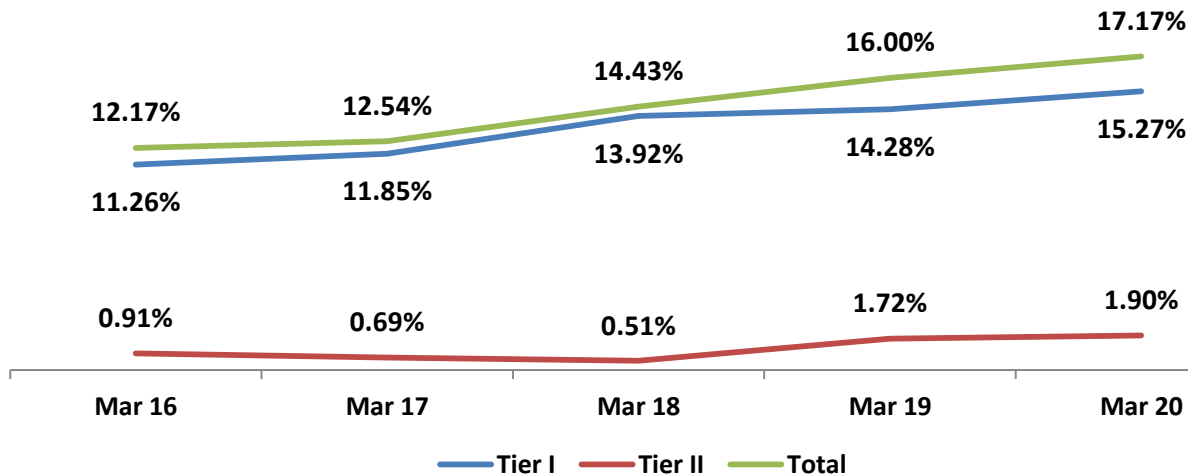
Financial Indicators – 31.03.2020

Parameter	Amount	YoY growth
Total Deposits	59,075	(1)
Gross Advances	48,516	(4)
Total Business	1,07,591	(3)

Capital Adequacy – Basel III



Capital	As at				
	Mar 20	Mar 19	Mar 18	Mar 17	Mar 16
Tier I	6,404	6,245	6,145	4,790	4,064
Tier II	798	751	226	278	330
Total	7,202	6,996	6,371	5,068	4,394



Entire Tier I comprises of CET1 capital, well above the min. requirement of 7.375%

Business Profile (Averages)



Particulars	Mar 20	Mar 19	Y-o-Y Growth	
			Amount	%
Avg. Deposits	61,103	57,618	3,485	6
Avg. Demand Deposit	5,830	5,465	365	7
<i>% to Total</i>	<i>10</i>	<i>9</i>		
Avg. Savings Deposit	12,308	11,274	1,034	9
<i>% to Total</i>	<i>20</i>	<i>20</i>		
Avg. Time Deposit	42,965	40,880	2,085	5
<i>% to Total</i>	<i>70</i>	<i>71</i>		
Avg. CASA	18,138	16,739	1,399	8
<i>% to average deposit</i>	<i>30</i>	<i>29</i>		
Avg. Advances	48,468	47,161	1,307	3
<i>Avg. CD Ratio (%)</i>	<i>79.32</i>	<i>81.85</i>		

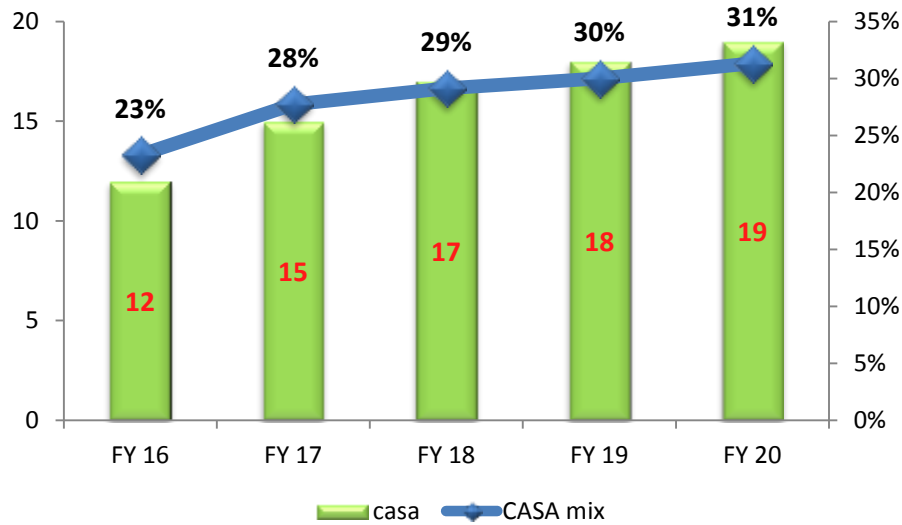
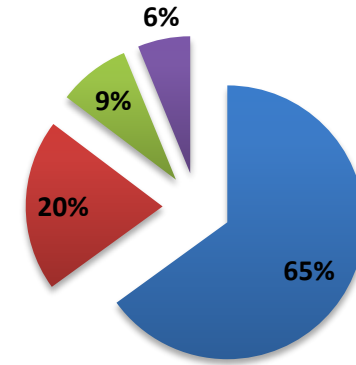
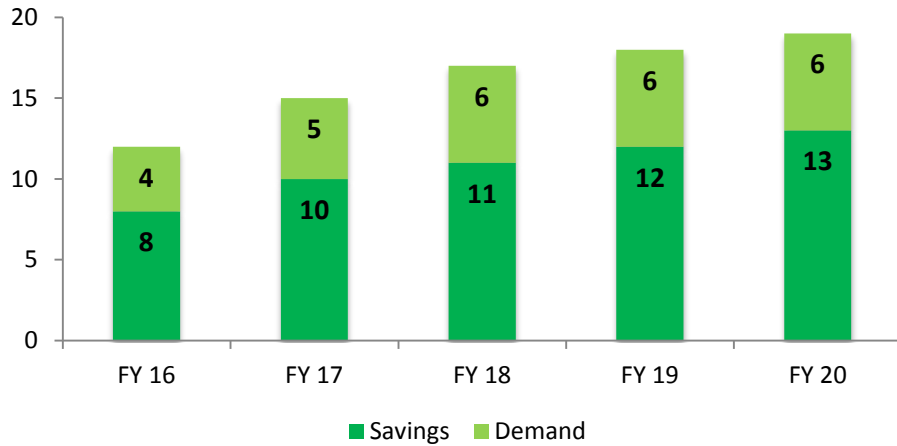
Business Profile (EoP)*



Particulars	Mar 20	Mar 19	Y-o-Y %
Total Deposits	59,075	59,868	(1)
Demand	5,504	5,814	(5)
Savings	13,003	12,101	7
CASA	18,507	17,915	3
Term Deposits	40,568	41,953	(3)
CASA %	31	30	
Gross Advances	48,516	50,616	(4)
Net Advances	46,098	48,581	(5)
Total Business	1,07,591	1,10,484	(3)

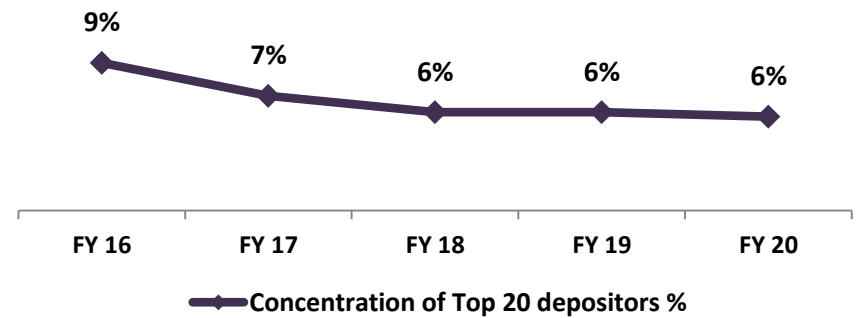
Deposit Mix

(Rs. thousand crore)

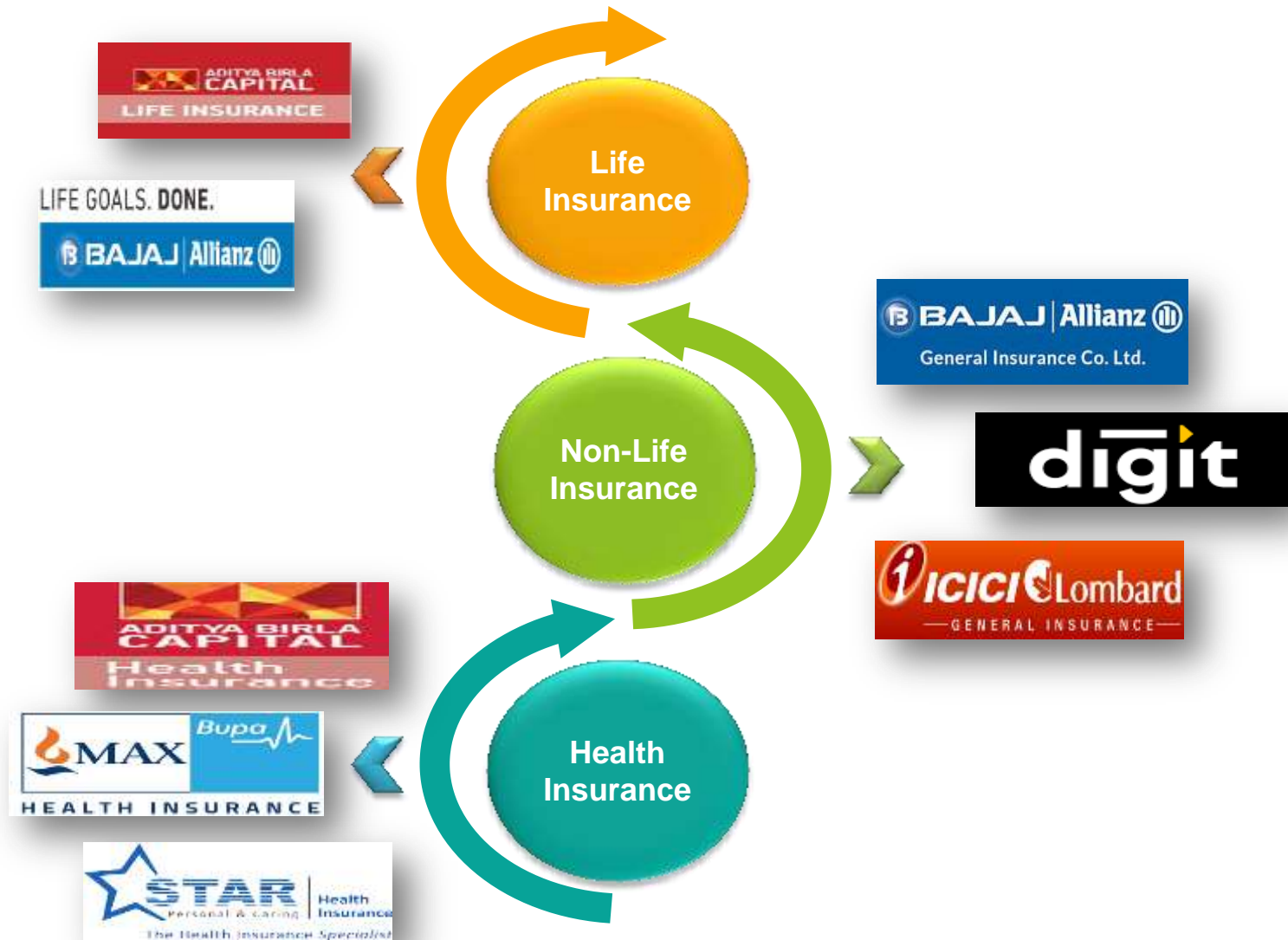


■ < Rs.15 Lakhs ■ Rs.15 Lakhs-Rs.1 Cr ■ Rs.1 Cr-Rs.5 Cr ■ > Rs.5 Cr

Low concentration of Deposits



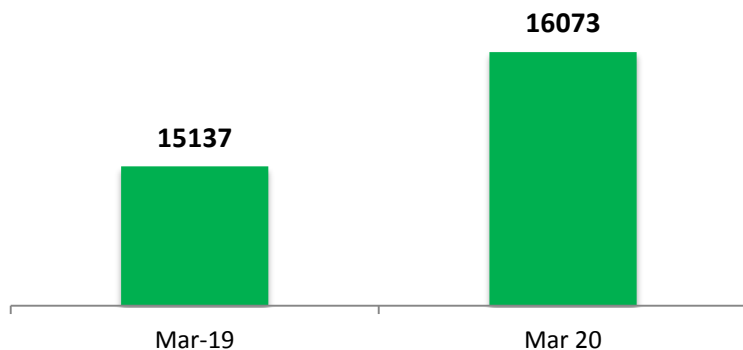
Partnering with



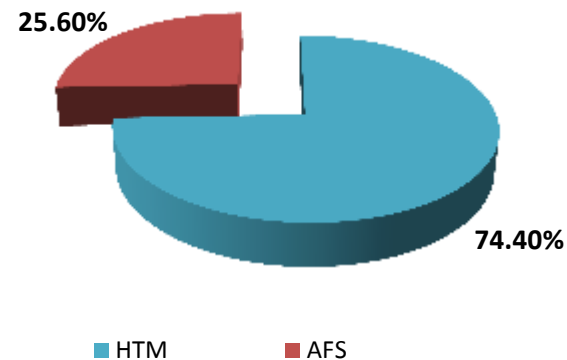
Investment Portfolio



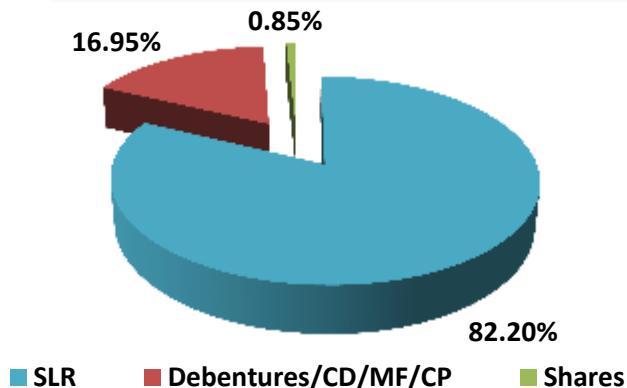
Investments (Rs. crore)



Portfolio wise Investment



Investment Portfolio

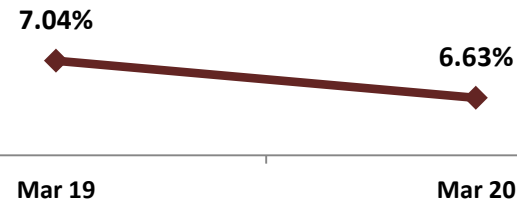


Debentures/CD/MF/CP includes SRs of Rs. 620.89 cr (3.86%)

Duration

AFS*	HFT	HTM*
1.52	-	3.74

Yield on Investment



* AFS Duration Sep 19 was 1.19, Dec 19 was 1.30 ; HTM Duration Sep 19 was 3.63 , Dec 19 was 3.46.

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New Initiatives



Performance Highlights



Credit Portfolio Performance



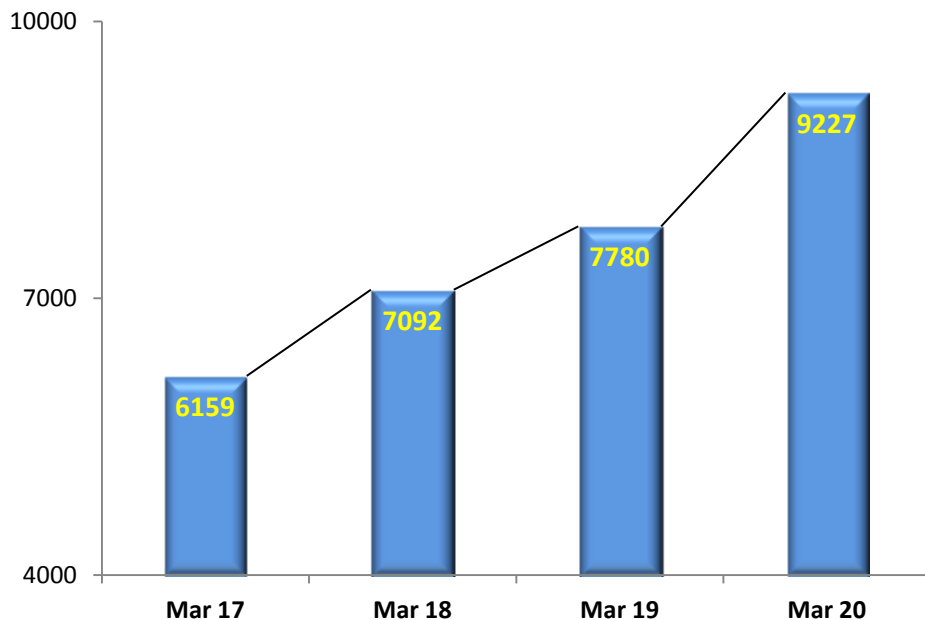
Financial Performance



Other Parameters

Gold Loan Book

(Rs. crore)



Gold Loans Outstanding As At					
Mar 20	Dec 19	Sep 19	June 19	Mar 19	Mar 18
9,227	8,580	8,130	7,890	7,781	7,092

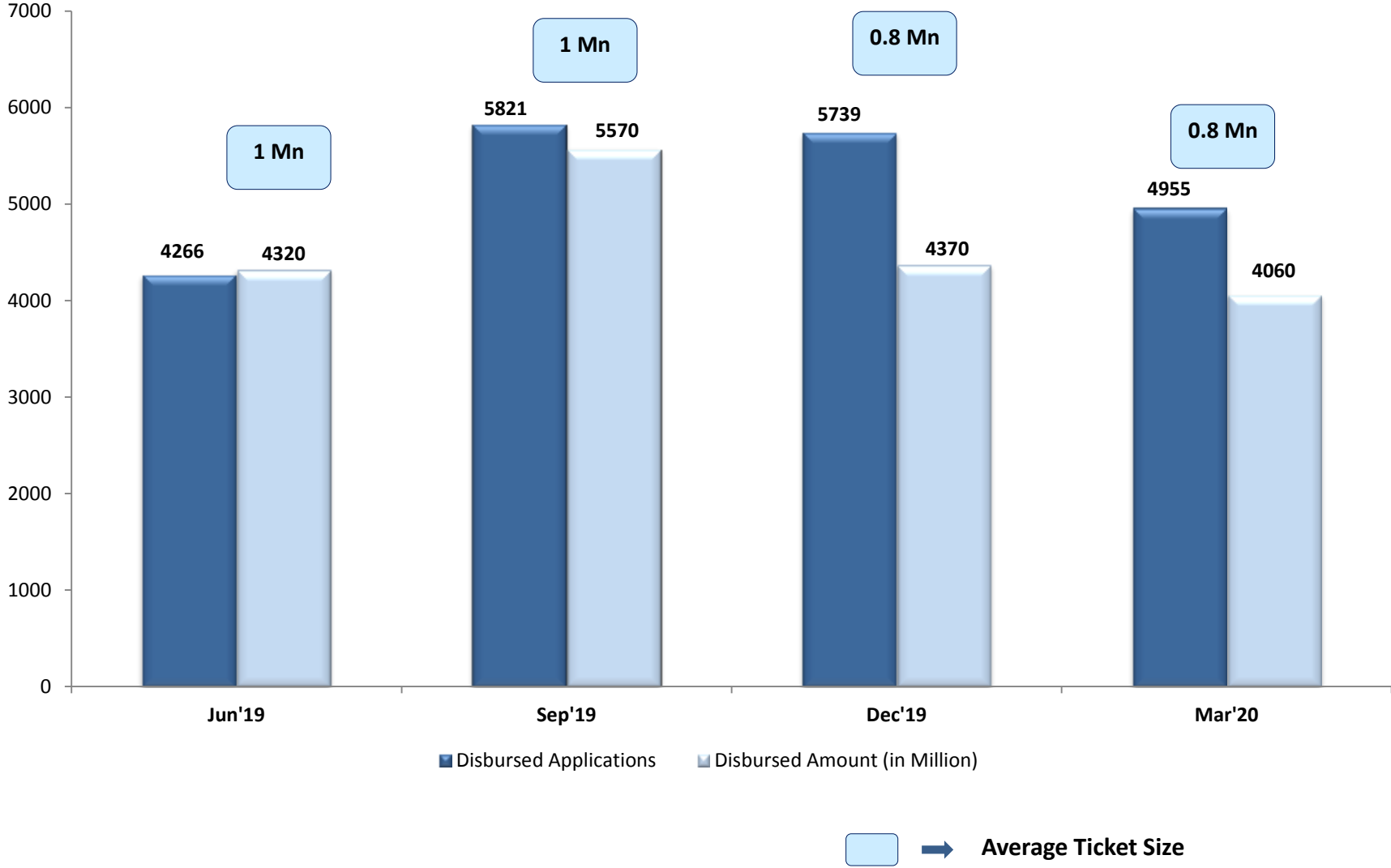
Retail Portfolio Distribution



Segment	Advances outstanding as at				
	Mar 20	Mar 19	Mar 18	Mar 17	Mar 16
Housing	4,548	3,619	2,795	2,330	2,094
Mortgage (LAP)	1,683	1,712	1,393	965	787
Vehicle	989	1,044	1,017	921	831
Jewel Loans	895	625	578	596	703
Personal Loans	561	424	296	316	354
Education Loans	206	235	261	266	245
Others*	2,311	3,620	1,280	946	904
Total	11,193	11,278	7,620	6,340	5,918
Total Ex IBPC	10,693	9,228	7,420	6,340	5,918

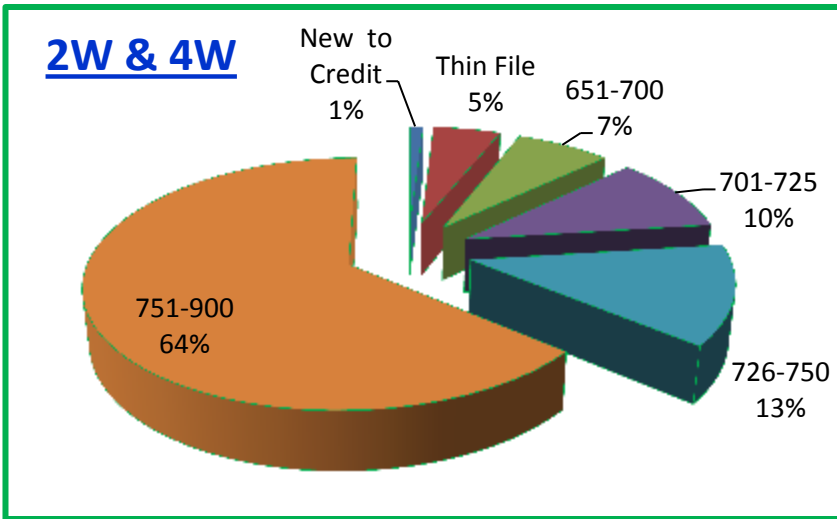
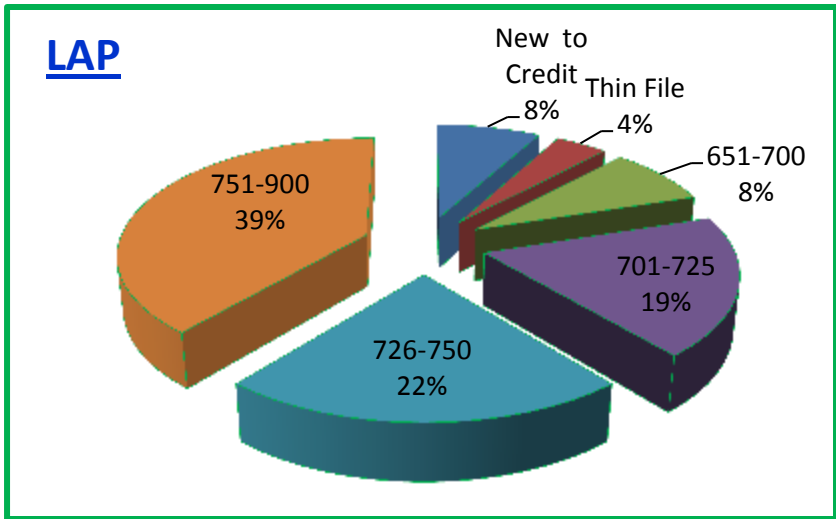
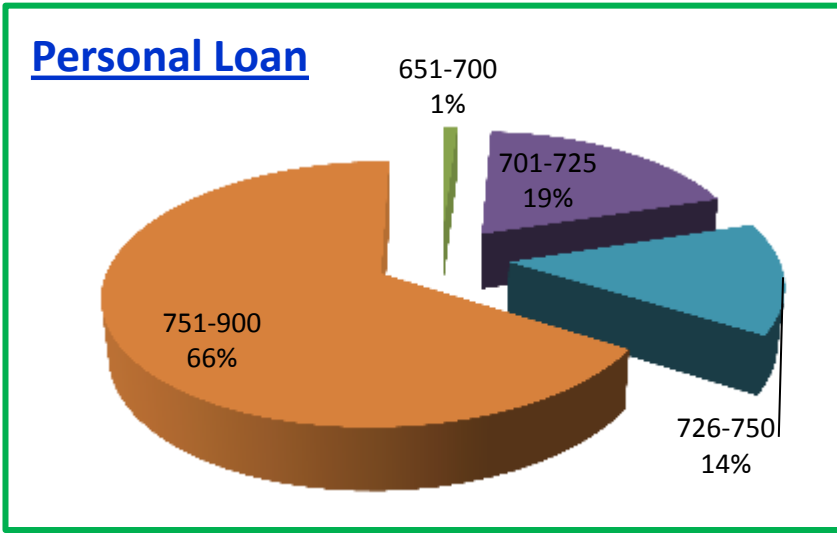
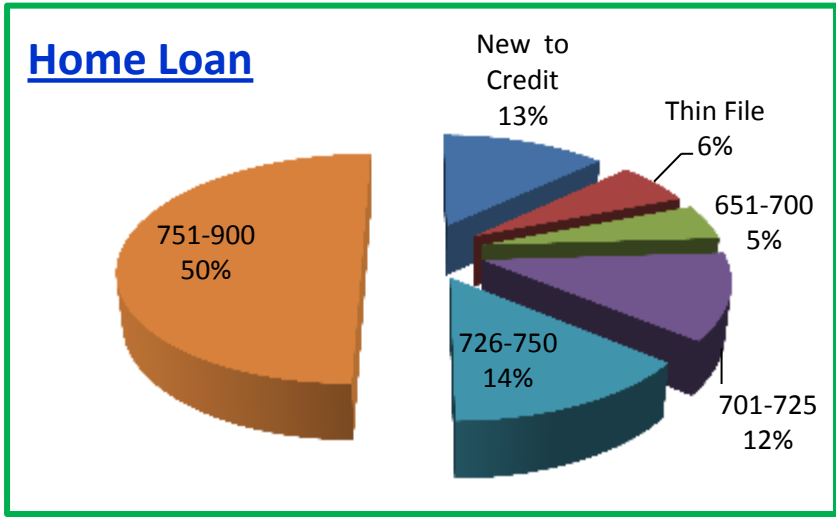
*Includes IBPC of Rs.500 Cr, Rs.2050 Cr and Rs.200 Cr for Mar 20 , Mar 19 and Mar 18 respectively.

Digital Retail Platform – Origination Volumes

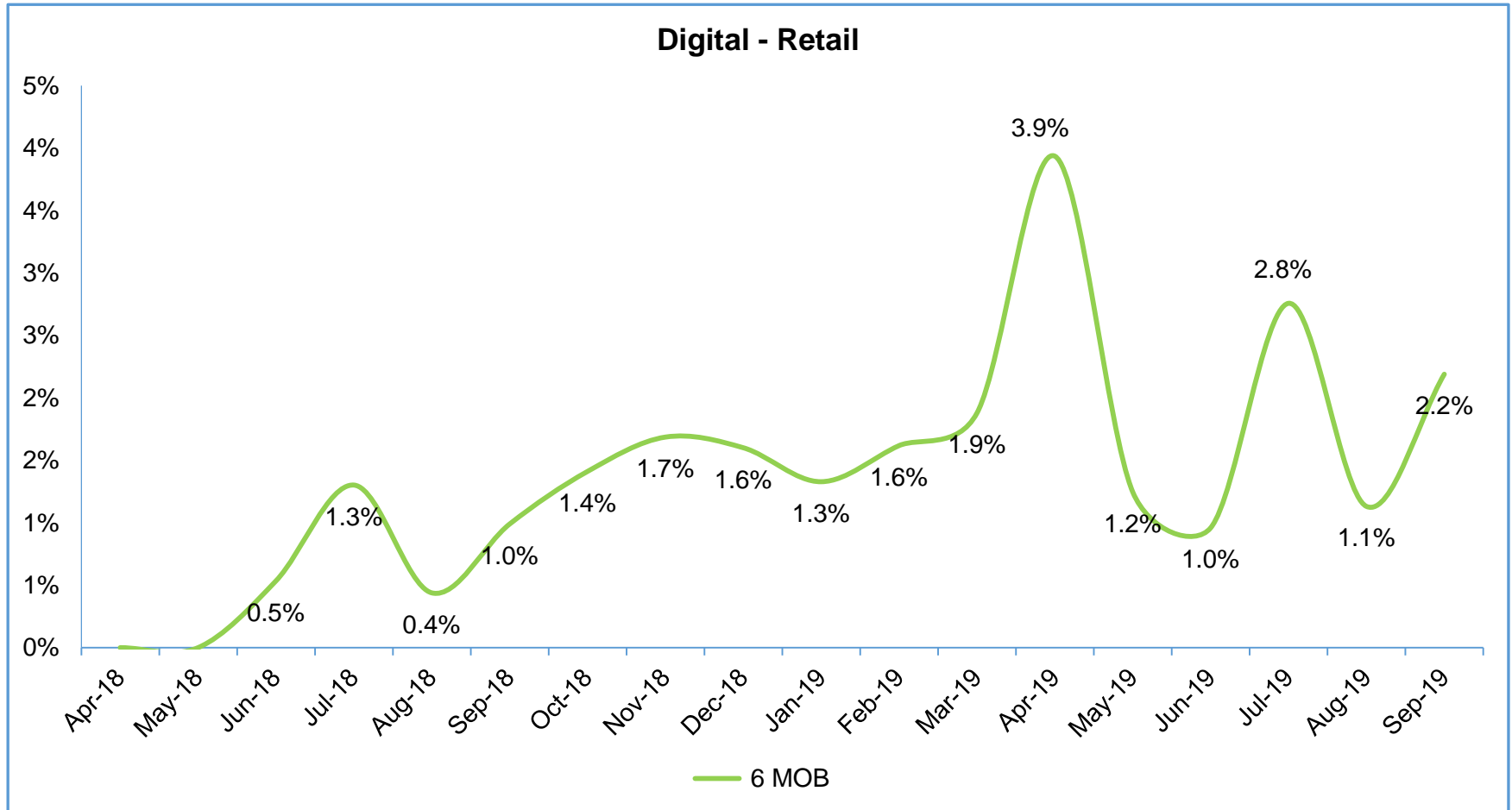


* End of Period – 31.03.20

CIBIL Score - wise distribution of Disbursed Applications (Product Wise)



Digitally Originated Retail Loans Performing Well Ever 30+ % at 6 MOB*

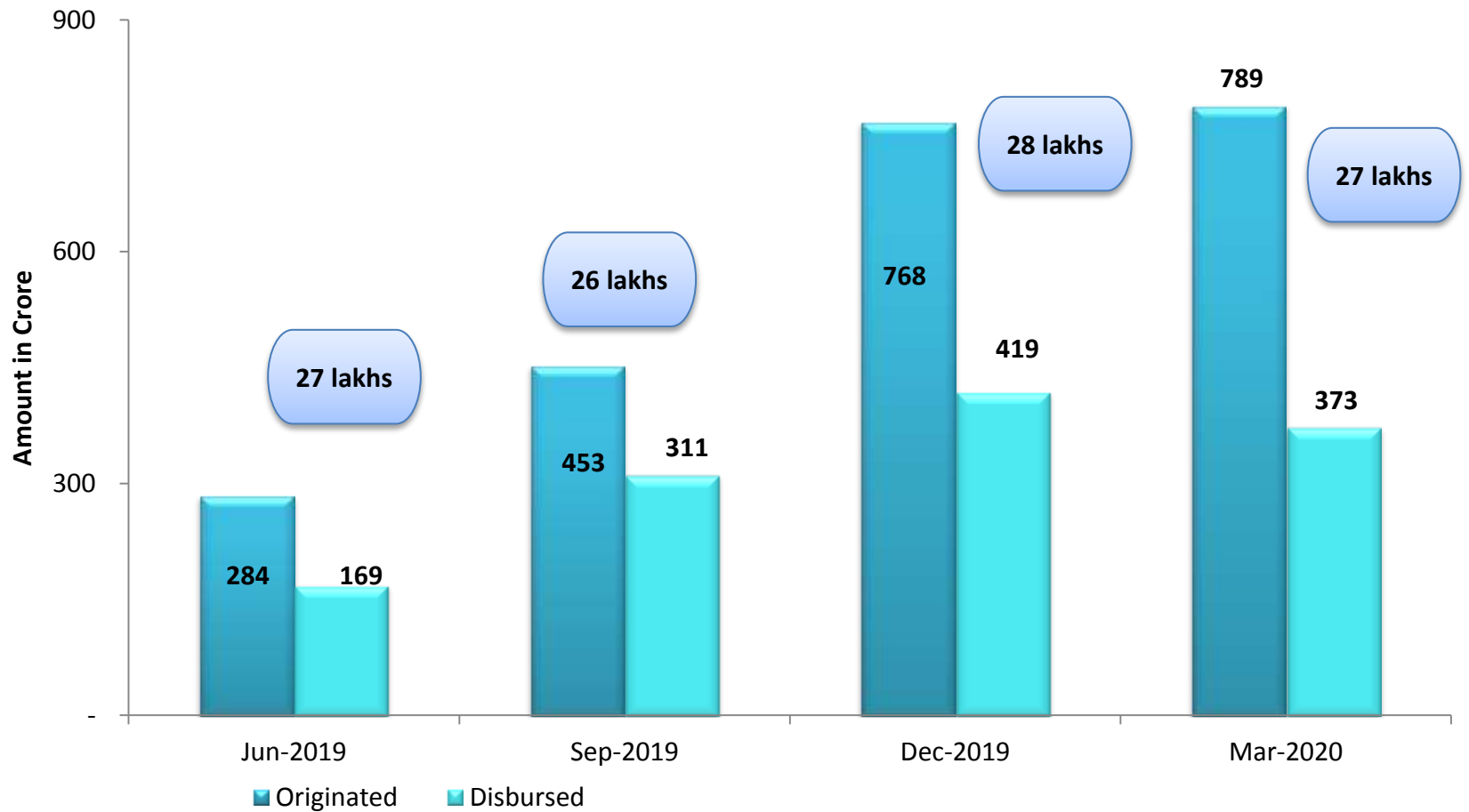


* Monthly vintages; Ever 30+% = $\frac{\text{Original Principal of any loans that is SMA1 anytime during the period}}{\text{Original principle of the Cohort in Consideration}}$

Digital SME Platform – Origination Volumes

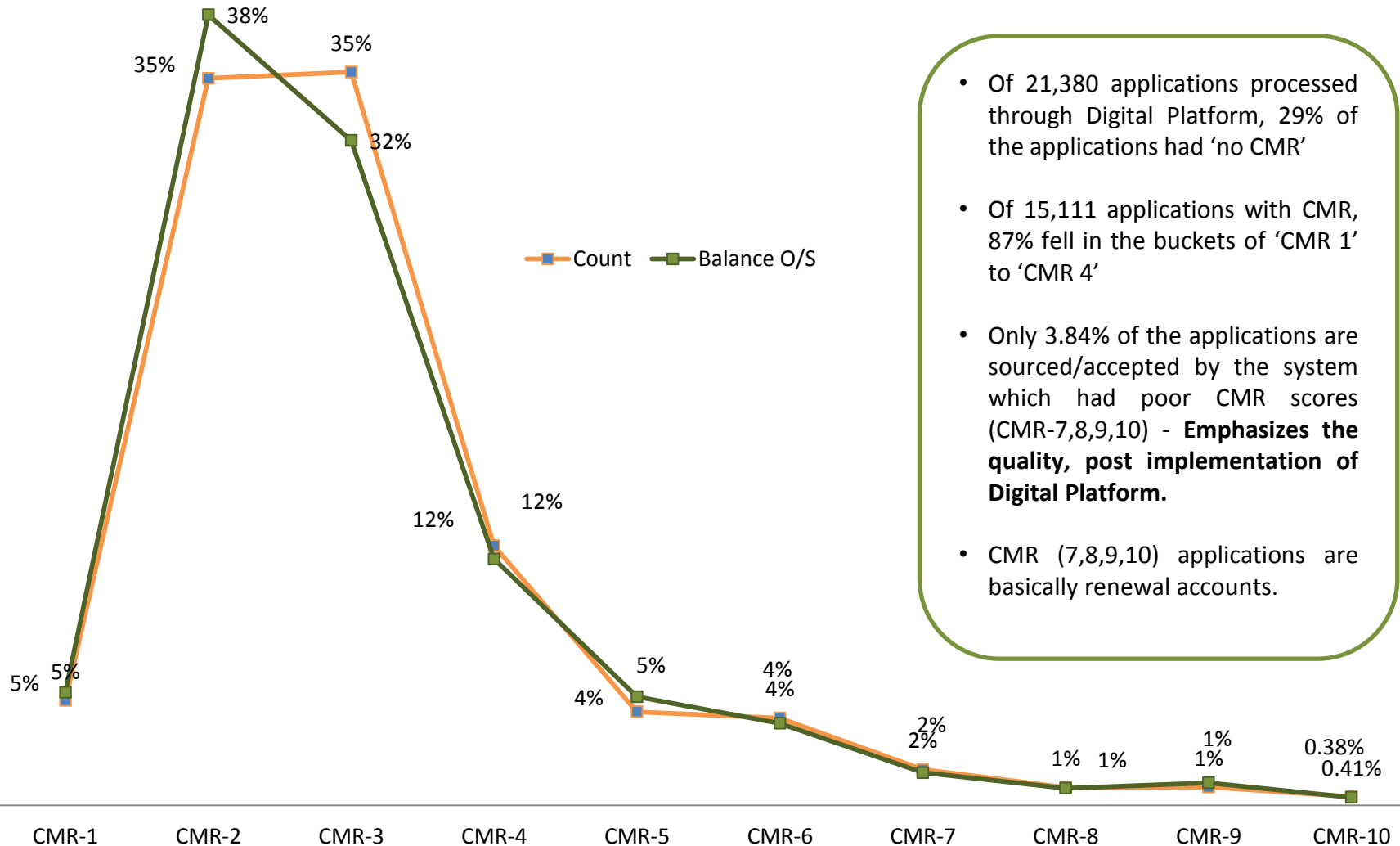


Digital Commercial Loans (< 2 crore) – origination by amount



 Average ticket size

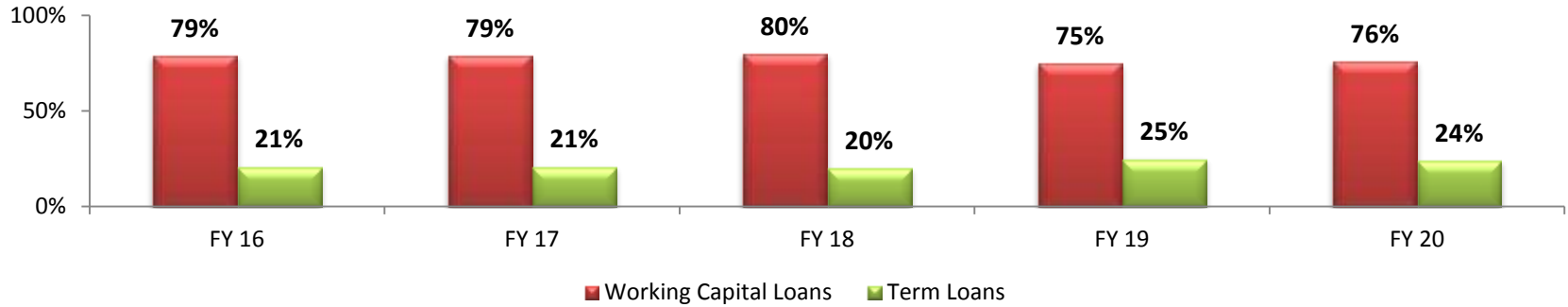
Digital Portfolio Distribution - CMR scores – EoP Mar 31, 2020



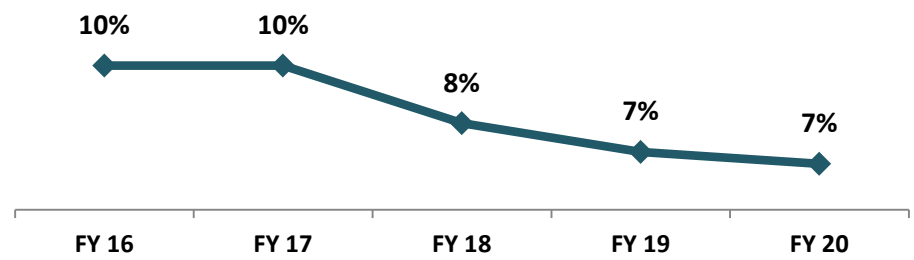
- Of 21,380 applications processed through Digital Platform, 29% of the applications had 'no CMR'
- Of 15,111 applications with CMR, 87% fell in the buckets of 'CMR 1' to 'CMR 4'
- Only 3.84% of the applications are sourced/accepted by the system which had poor CMR scores (CMR-7,8,9,10) - **Emphasizes the quality, post implementation of Digital Platform.**
- CMR (7,8,9,10) applications are basically renewal accounts.

Credit Portfolio – other metrics

Short term credit (Working Capital) forms major part of credit portfolio

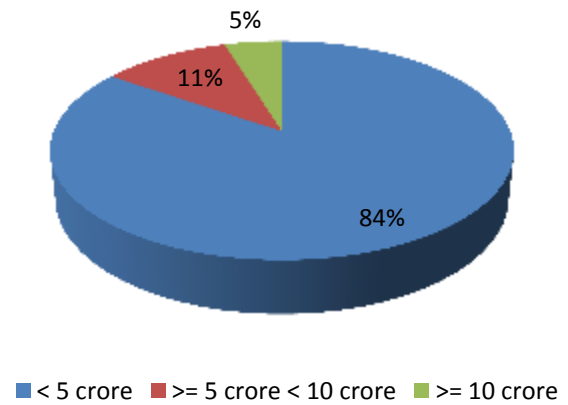


Low concentration : Top 20 borrowers (% of overall loans)



Ticket size of Commercial Book

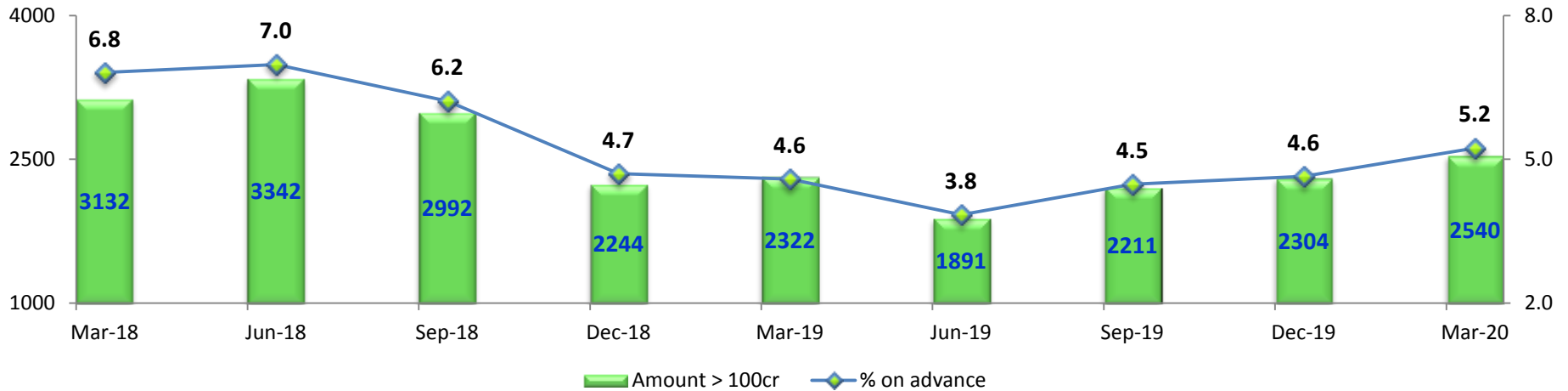
- Average ticket size - Rs. 40 lakh
- 84% of commercial loans are less than Rs. 5 crore



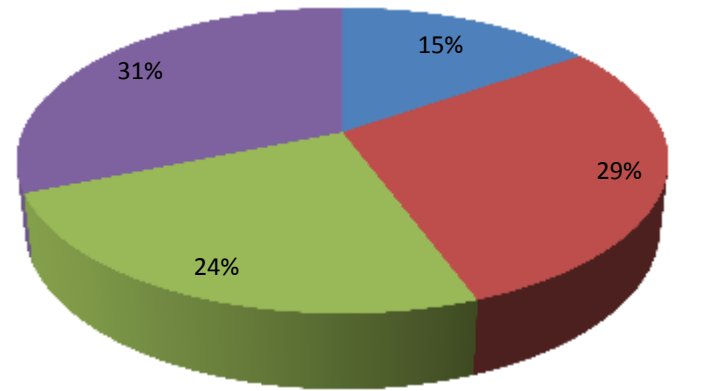
Corporate Book (exposure > Rs. 25 crore)



Standard Corporate advances > 1 Bn



- Average ticket size Rs. 37 crore
- ~69% of corporate loans are less than Rs. 100 crore



■ < 25 cr ■ >= 25 cr < 50 cr ■ >= 50 cr < 100 cr ■ >= 100 cr

Advances Portfolio



Particulars	Mar 20	Mar 19	Y-o-Y Growth %
Commercial	15,620	17,056	(8)
Retail (Personal Banking)*	11,193	11,278	(1)
Agriculture	8,936	8,113	10
Corporate*	12,767	14,169	(10)
Gross Advances	48,516	50,616	(4)
<i>Jewel Loans (included above)</i>	<i>9,227</i>	<i>7,781</i>	<i>19</i>
<i>* Retail (ex. IBPC)</i>	<i>10,693</i>	<i>9,228</i>	<i>16</i>
<i>* Corporate (ex. IBPC)</i>	<i>12,467</i>	<i>14,169</i>	<i>(12)</i>

Security Coverage



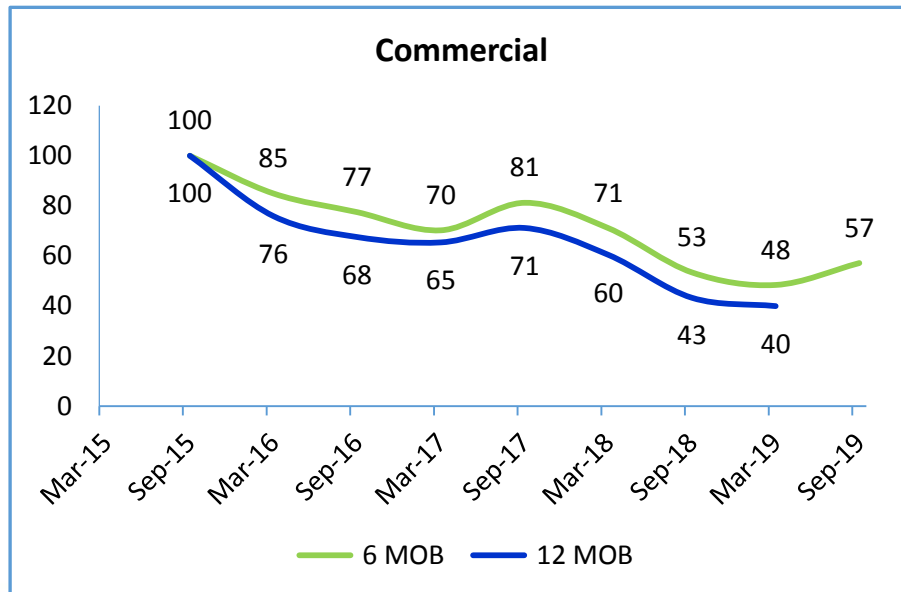
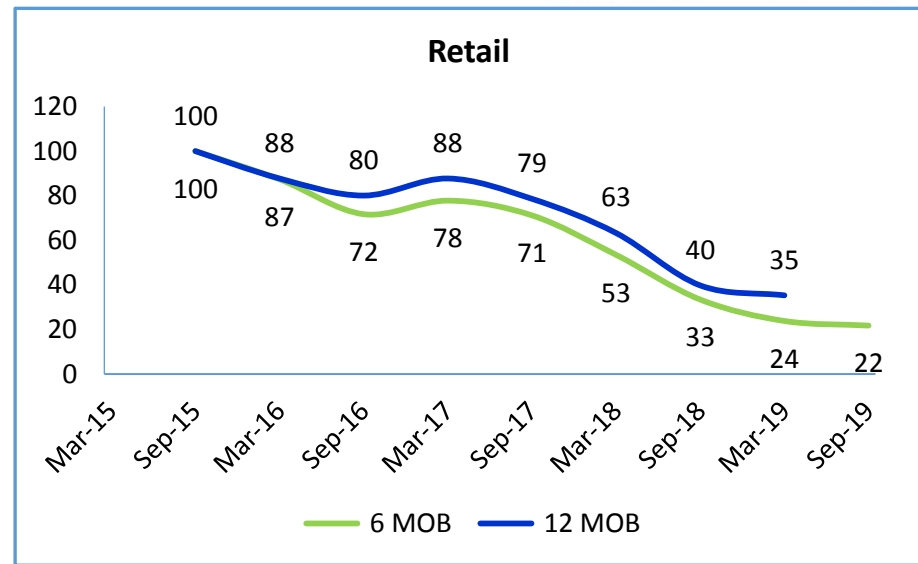
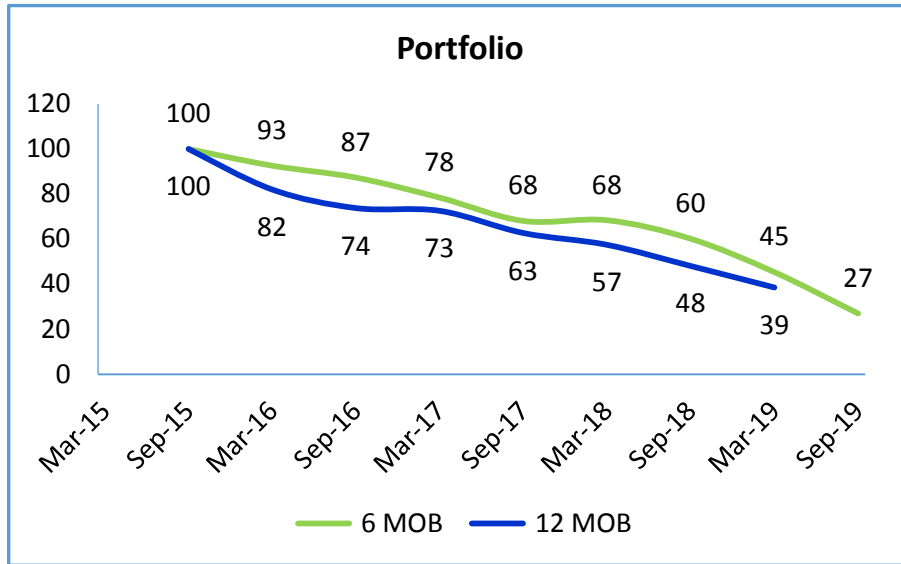
Nature of security	31.03.20	
Exposure backed by -		
Letter of Credit	239	
Liquid Assets ^	10,081	
Vehicles	2,691	
Commodities	222	
	Total (1)	13,233
Exposure secured by Immovable Property (% Coverage)		
> 100%	22,509	
90% to <100%	8,528	
75% to <90%	1,581	
50% to <75%	3,898	
<50%	2,569	
	Total (2)	39,085
Exposure without Immovable property as security		
Corporate, Consortium, Government, IBPC etc.	1,775	
Unsecured Exposure	534	
	Total (3)	2,309
Total Risk Assets outstanding – Fund and Non Funded (1+2+3)*		54,627

* Total risk assets including technical write off accounts

^ Liquid Assets - Cash, Jewels, NSC/Insurance policies & other liquid assets

Coverage defined as (Value of Security)/Loan Principal O/s; & is based on available valuation.

Improving Portfolio Performance (Normalized to Sep'2015) Ever 30+ % @ 6 & 12 Month On Book (MOB)



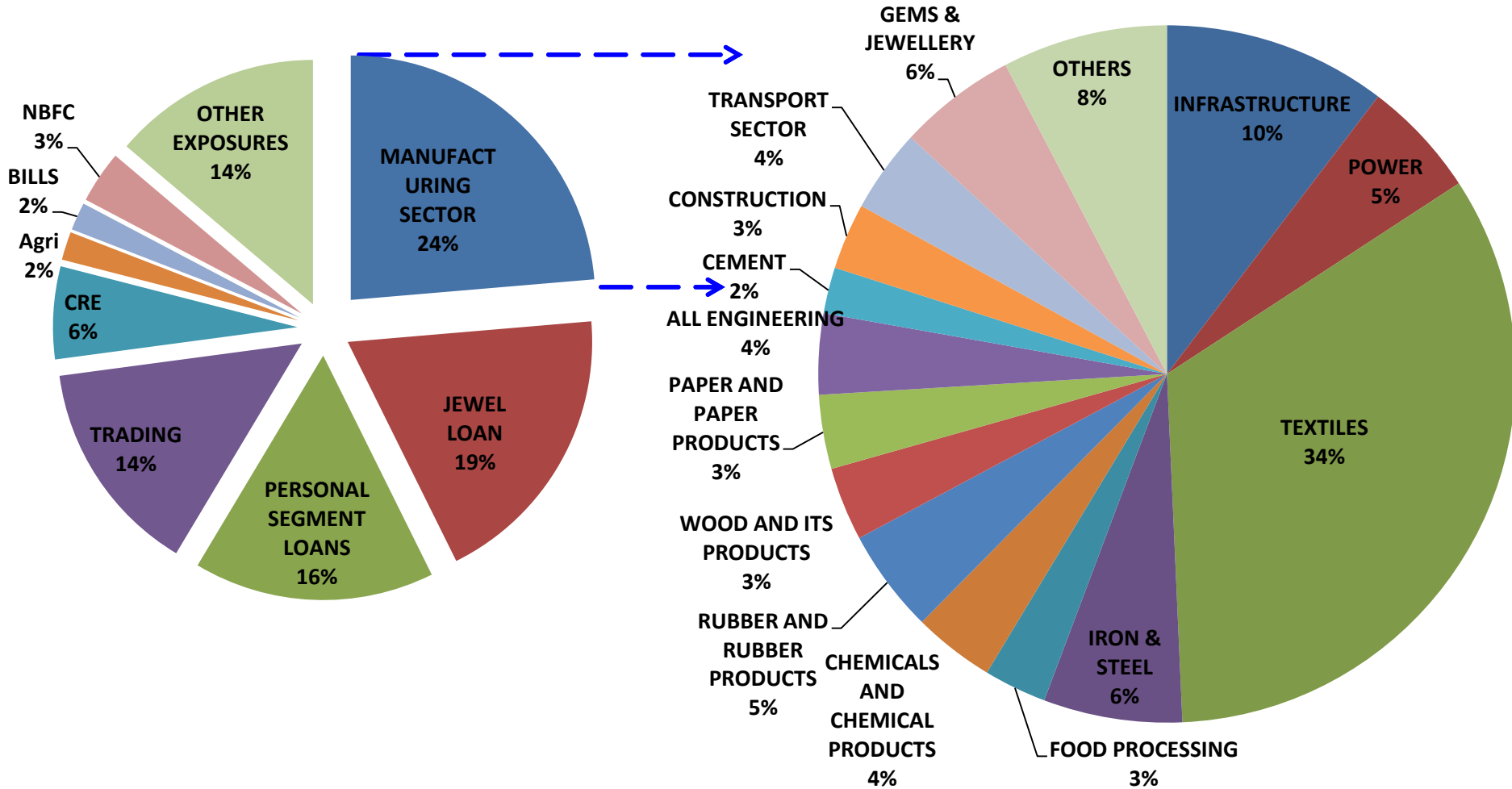
- Month on Book – Performance of a Cohort either over 6 or 12 months from booking of the loan
- Ever 30+% = $\frac{\text{Original Principal of any loans that is SMA1 anytime during the period}}{\text{Original principle of the Cohort in Consideration}}$
- All numbers are normalized to values prevailing at September 2015 for the respective vintage (i.e 6 or 12 MOB)
- Vintage of Sep 2015 represents the loans booked between April 2015 & Sep 2015 @ 6 & 12 MOB. Similarly for other time period mentioned.

Advances – Composition

Well spread sub-sectoral exposures & diversified industrial exposures

Rs.485 Bn

Breakup of Industrial exposure (Rs.115 Bn)



Advances – Composition



Particulars	Amount			% to Total Advance		Growth Over Mar 19	
	Mar 20	Mar 19	Dec 19	Mar 20	Mar 19	Amt	%
Manufacturing	11,461	13,162	11,777	24	26	(1,701)	(13)
Trading	6,934	7,979	7,134	14	16	(1,045)	(13)
Jewel loan	9,227	7,781	8,580	19	15	1,446	19
Personal loans @	7,720	6,942	7,660	16	14	778	11
CRE	2,971	2,832	3,047	6	6	139	5
Agri (other than Jewel Loan)	906	1,293	969	2	3	(387)	(30)
Bills	894	1,427	980	2	3	(533)	(37)
NBFC	1,682	1,669	1,992	3	3	13	1
Capital market	-	1	1	-	-	(1)	-
Others*	6,720	7,530	7,473	14	15	(810)	(11)
Total Advances	48,516	50,616	49,613	100	100	(2,100)	(4)

@ Vehicle, Housing, Deposit loans & Insta Loans

*Exposure to other service sectors.

Manufacturing Sector - Industry Wise



Industry	Amount		% to Total Advance		Y-o-Y Growth	
	Mar 20	Mar 19	Mar 20	Mar 19	Amount	%
Textile	3,839	4,275	7.9	8.4	(436)	(10)
Infrastructure	1,812	1,966	3.7	3.9	(154)	(8)
Basic Metal & Metal Products	738	837	1.5	1.7	(99)	(12)
Food Processing	334	864	0.7	1.7	(530)	(61)
Gems & Jewelry	626	629	1.3	1.2	(3)	-
All Engineering	425	520	0.9	1.0	(95)	(18)
Chemical & Chemical Products	432	506	0.9	1.0	(74)	(15)
Rubber and Plastic Products	551	571	1.1	1.1	(20)	(4)
Construction	353	459	0.7	0.9	(106)	(23)
Wood & Wood Products	391	477	0.8	0.9	(86)	(18)
Transport Sector	443	438	0.9	0.9	5	1
Paper & Paper Products	394	351	0.8	0.7	43	12
Cement & Cement products	245	246	0.5	0.5	(1)	-
Other Products	878	1,023	1.8	2.0	(145)	(14)
TOTAL	11,461	13,162	23.6	26.1	(1,701)	(13)

Infrastructure Advances



Infrastructure	Amount O/s		% to Total Advance		Y-o-Y Growth	
	Mar 20	Mar 19	Mar 20	Mar 19	Amt	%
Power	624	645	1.3	1.3	(21)	(3)
Road	306	379	0.6	0.7	(73)	(19)
Infra Others	882	942	1.8	1.9	(60)	(6)
TOTAL	1,812	1,966	3.7	3.9	(154)	(8)

Power Sector Exposure		
Ownership	Mar 20	Mar 19
Government	326	365
Private	298	280
TOTAL	624	645

Movement of NPA



Particulars	Apr 19 - Mar 20	Apr 18 - Mar19
Gross NPAs		
Opening Balance	4,450	3,016
Additions during the period	1,602	2,343
Reductions during the period	1,839	909
Closing Balance	4,213	4,450
Net NPAs		
Opening Balance	2,420	1,863
Additions during the period	86	931
Reductions/write off during the period	697	374
Closing Balance	1,809	2,420
Provisions		
Opening Balance	1,961	1,091
Provision made during the period	1,511	1,406
Write off/Write back of excess provision	1,121	536
Closing Balance	2,351	1,961

VERTICAL	Advances O/s. Mar 20	NPA Additions Q4	NPA Deletions* Q4	Total NPA Mar 20	Accretion rate* (%) Q4 (annualized)
COMMERCIAL	15,620	133	99	1,110	1
RETAIL (Per. Bankg.)	11,193	26	21	216	-
AGRICULTURE	8,936	11	9	228	-
CORPORATE	12,767	252	506	2,659	(8)
TOTAL	48,516	422	634	4,213	(2)

* Inclusive of assets sold during the quarter

COVID-19 : Portfolio impact



Vertical	Book Size	Moratorium extended as on 21.06.2020	% to segment advances	Current SMA balance of SMA 0, 1 & 2 as on 29.02.2020 under moratorium	% of segment advances
	A	B	$B \div A$	C	$C \div A$
Agriculture	8,936	2,289	26	72	0.81
Commercial	15,620	8,935	57	219	1.40
Corporate	12,767	4,880	38	35	0.27
Retail	11,193	3,785	34	272	2.43
Total	48,516	19,889	41	598	1.23

98% of branches were operational during lock down

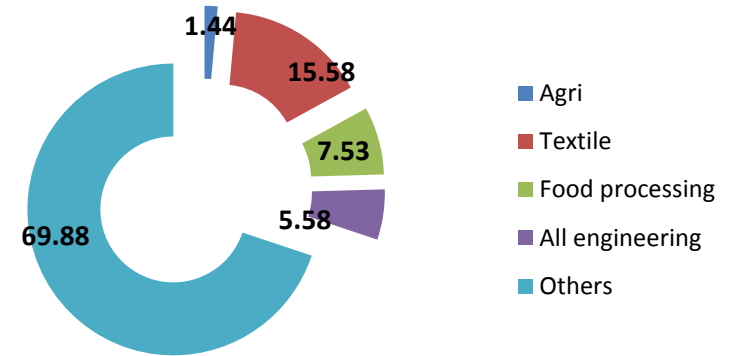
95% of ATMs were operational during lock down

Sector-wise Restructured Advances

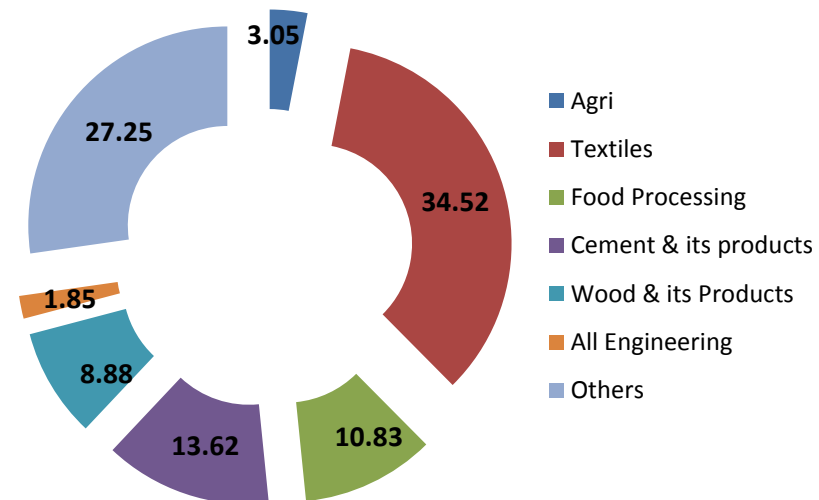


S. N.	SECTOR	Amount	
		Mar 20	Mar 19
1	Textile	66.72	11.13
2	Cement & Cement Products	26.32	-
3	Food & Food Processing	20.94	5.43
4	Wood & Wood Products	17.16	-
5	Agriculture	5.90	1.04
6	All Engineering	3.58	4.02
7	Others	52.67	50.47
TOTAL		193.29	72.09
% to Total Advances		0.40	0.14

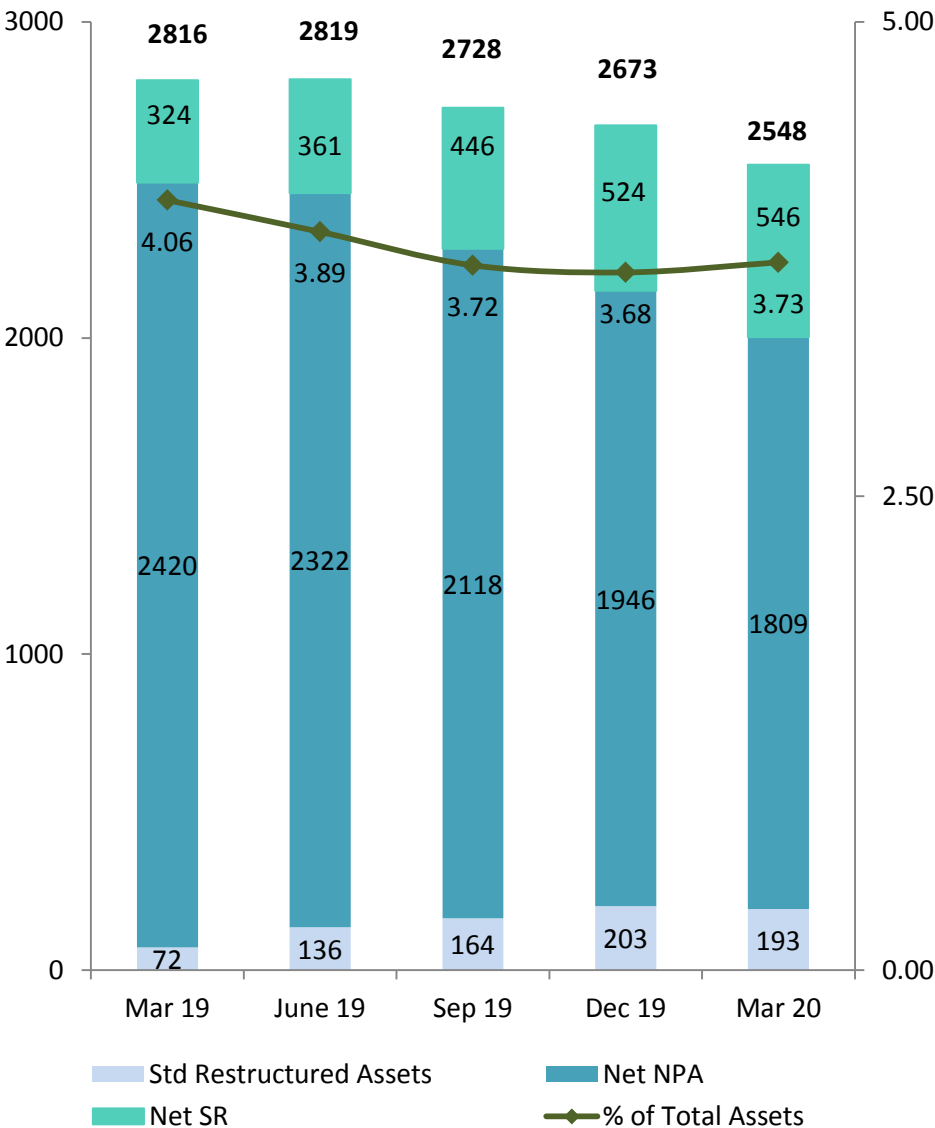
% to Total Restructured Advances Mar 19



% to Total Restructured Advances Mar -20



Stressed Book Analysis



Movement of Restructured Advances

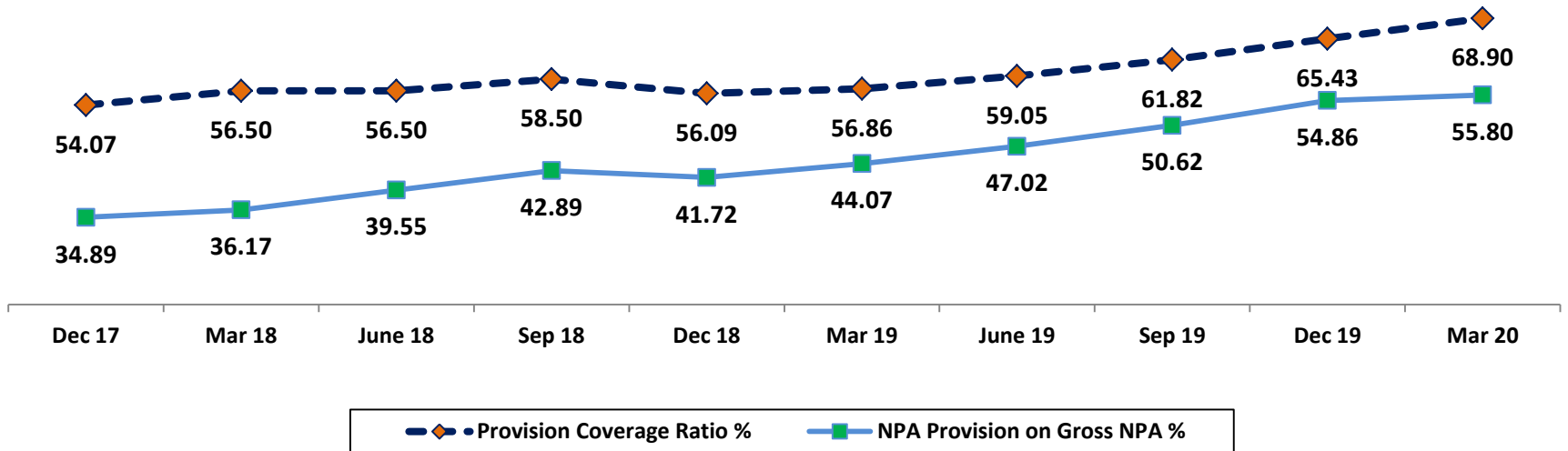
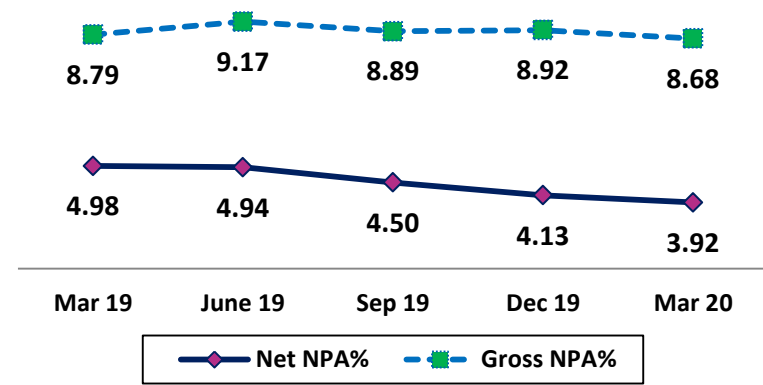
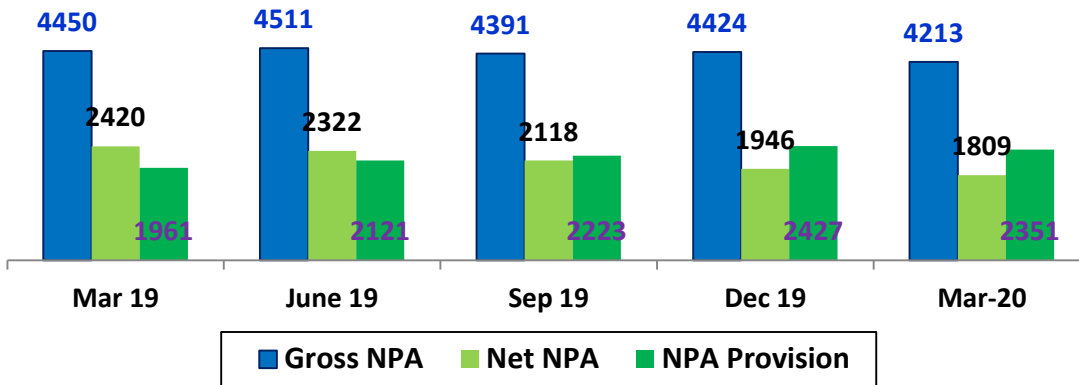
Particulars	Apr 19 to Mar 20		Apr 18 to Mar 19	
	A/c's	Amt.	A/c's	Amt.
A. Position at the beginning of the period	34	72.09	22	262.43
B. Addition during the period	53	171.58	29	68.03
C. Additions in existing A/c's	-	1.72	-	0.61
D. Addition through upgradation from NPA	-	-	-	-
E. Accounts closed during the period	1	1.38	8	56.63
F. Accounts ceasing to attract higher provision (upgradation)	-	-	5	1.74
G. Recoveries during the period	-	1.82	-	-
H. Slippages during the period	13	48.90	4	200.60
Position at the end of the period A+B+C+D-(E+F+G+H)	73	193.29	34	72.09

Provisions and Contingencies



Provision for	Quarter		12 months	
	Mar 20	Mar 19	Mar 20	Mar 19
NPA	354	276	1,356	1,318
Standard Assets	(4)	5	3	(3)
Restructured Advances	(2)	3	4	(8)
SDR, S4A, 5/25 etc.	-	-	-	(10)
NCLT (specific a/c's)	-	-	-	(12)
Others (incl. NPI)	8	25	39	86
Covid -19 Relief Package	47	-	47	-
Investment Depreciation	26	42	40	17
Total Provisions (excl. Tax)	429	352	1,489	1,388
Tax Expense	(13)	52	37	111
Total Provisions	416	404	1,526	1,499

NPAs & Provisions



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Balance Sheet

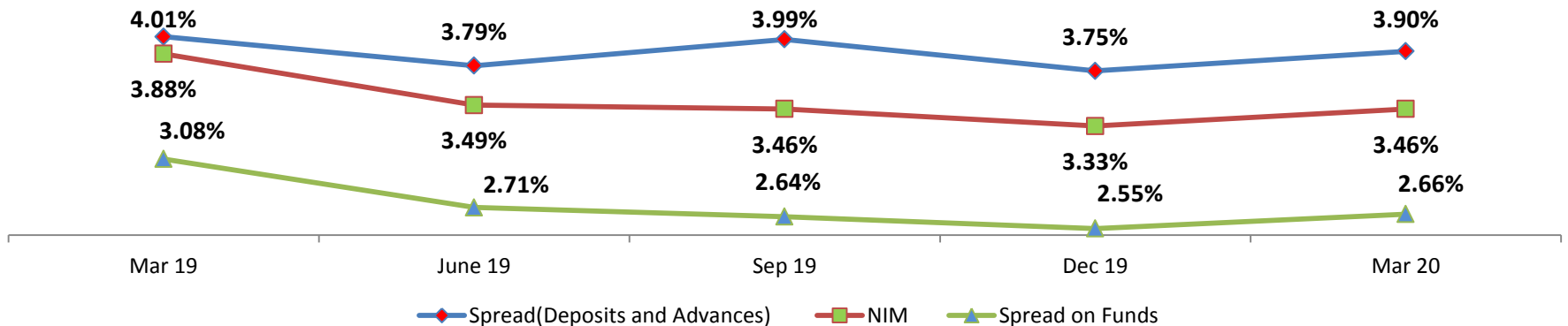


Particulars	Mar 20	Mar 19	Y-o-Y (%)
Capital & Liabilities			
Capital	160	160	-
Reserves and Surplus	6,440	6,263	3
Deposits	59,075	59,868	(1)
Borrowings	1,184	1,565	(25)
Other Liabilities and Provisions	1,419	1,484	(4)
Total	68,278	69,340	(2)
Assets			
Cash and Balances with RBI	2,733	2,935	(6)
Balances with Banks	1,660	762	-
Investments (Net)	15,762	14,882	6
Advances (Net)	46,098	48,581	(5)
Fixed Assets	587	583	1
Other Assets	1,438	1,597	(10)
Total	68,278	69,340	(2)

Key Ratios (Qtr.)



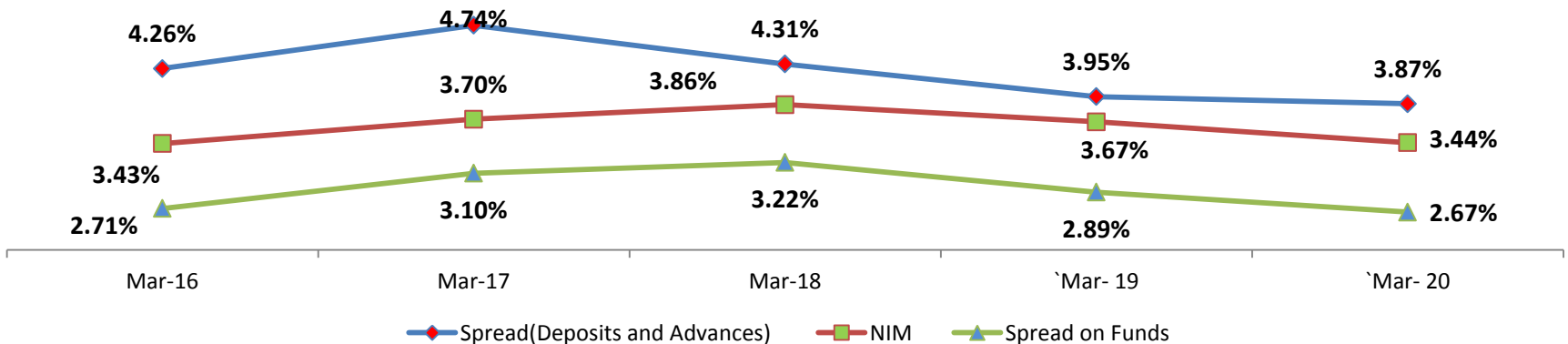
Particulars	Q4 FY 19-20	Q4 FY 18-19
Cost of Deposits	5.55	5.80
Yield on Advances	9.45	9.81
Cost of Funds	5.59	5.82
Yield on Funds	8.25	8.90
NIM	3.46	3.88
Spread	2.66	3.08
Cost to Income Ratio	46.68	47.88
Business/Emp. (Rs. Crore)	13.56	14.42
Profit/Emp. (Rs. Lakh)	4.23	3.13



Key Ratios (12 months)



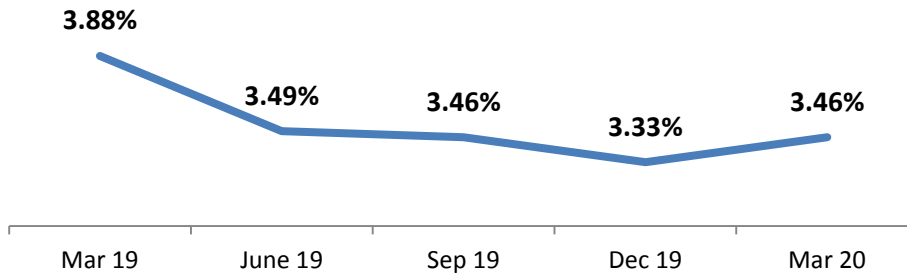
Particulars	Mar 20	Mar 19
Cost of Deposits	5.76	5.80
Yield on Advances	9.63	9.75
Cost of Funds	5.80	5.82
Yield on Funds	8.48	8.71
NIM	3.44	3.67
Spread	2.67	2.89
Cost to Income Ratio	49.73	48.56
Business/Emp. (Rs. Crore)	13.56	14.42
Profit/Emp. (Rs. Lakh)	2.96	2.75



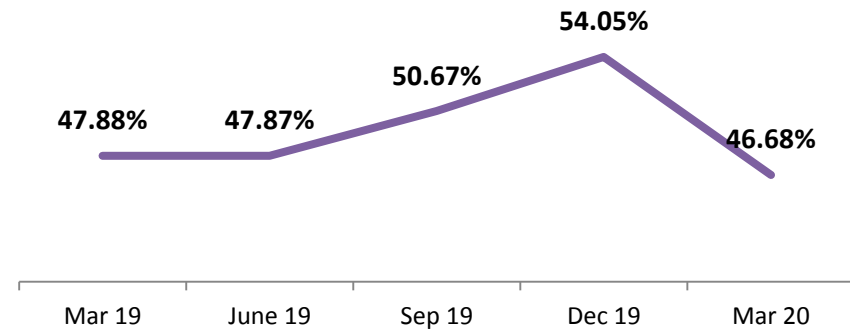
Key Ratios (Qtr)



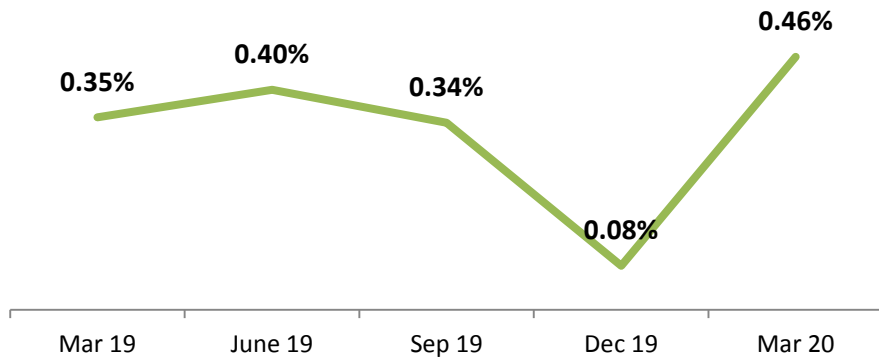
NIM[^]



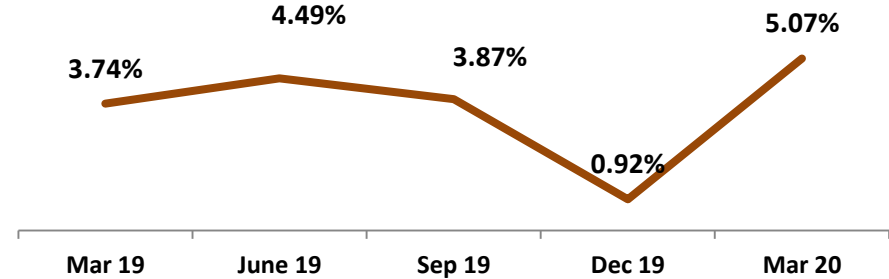
Cost to Income



ROA



ROE

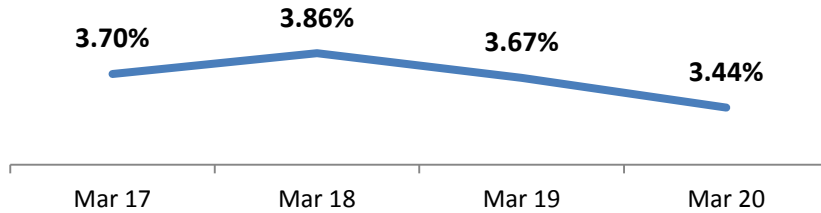


[^] NIM for Mar 19 & Dec 19 includes items of non-recurring nature

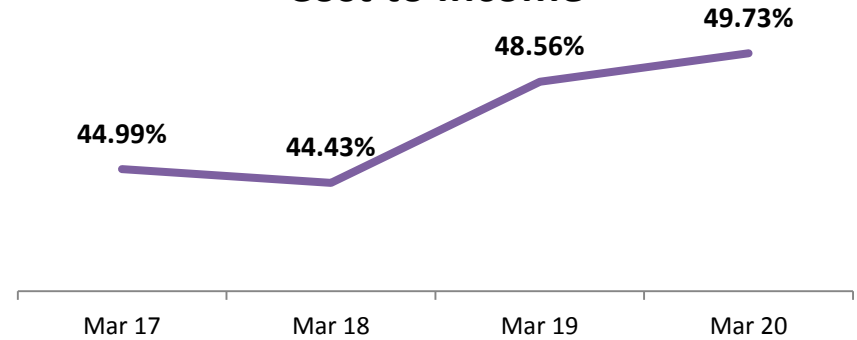
Key Ratios (12 months)



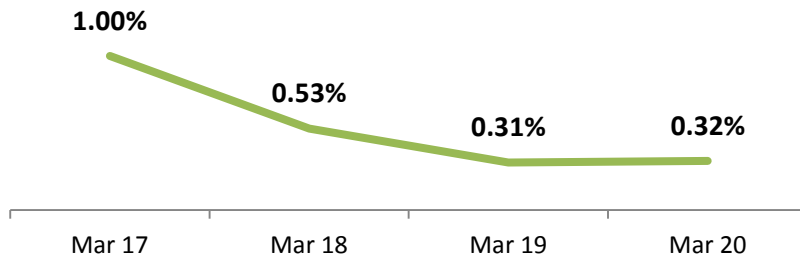
NIM[^]



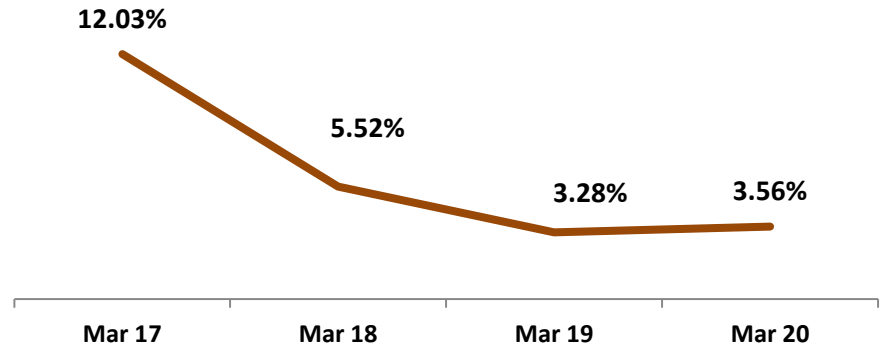
Cost to Income



ROA



ROE



[^] NIM for Mar 19 includes items of non-recurring nature

Profit and Loss A/c (Qtr.)



Particulars-	Q4 FY 19-20	Q4 FY 18-19	YoY (%)	Q3 FY 19-20
Net Interest Income	591	618	(4)	577
Other Income	347	273	27	260
Total Income	938	891	5	837
Operating Expenses	438	427	3	452
Operating Profit	500	464	8	385
Provisions	429	352	22	365
Credit Related	393	292	34	352
Others	36	60	(40)	13
Profit Before Tax	71	112	-	20
Tax	(13)	52	-	5
Net Profit	84	60	40	15

Profit and Loss A/c (12 months)



Particulars	Mar 20	Mar 19	YoY (%)
Net Interest Income	2,348	2,363	(1)
Other Income	1,155	963	20
Total Income	3,503	3,326	5
Operating Expenses	1,742	1,615	8
Operating Profit	1,761	1,711	3
Provisions	1,489	1,388	7
Credit Related	1,411	1,293	9
Others	78	95	(18)
Profit Before Tax	272	322	(16)
Tax	37	111	-
Net Profit	235	211	11

Break Up of Other Income



Particulars	Quarter				12 months		
	Mar 20	Mar 19	YoY (%)	Dec 19	Mar 20	Mar 19	YoY (%)
TOTAL NON-INT. INCOME	347	273	27	260	1,155	963	20
1) Fee Income	159	163	3	178	658	656	-
2) Investment trading profit	137	57	-	45	340	70	-
3) Forex Income	10	12	(17)	8	37	42	(12)
4) Others*	41	41	-	35	132	194	(32)
5) Profit/(loss) on sale of land, building, other assets etc.	-	-	-	(6)	(12)	1	-

*Includes recoveries from Written Off A/c's –

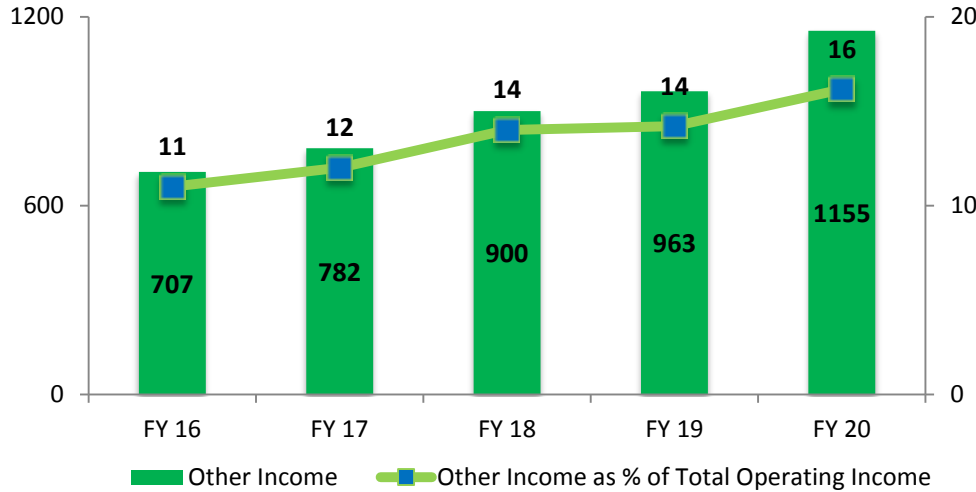
Rs.9 crore (FY 19-20) & Rs. 70 crore (FY 18-19)

Rs 1 crore (Q4 FY 19-20) & Rs 10 crore (Q4 FY 18-19)

Healthy Other Income Profile

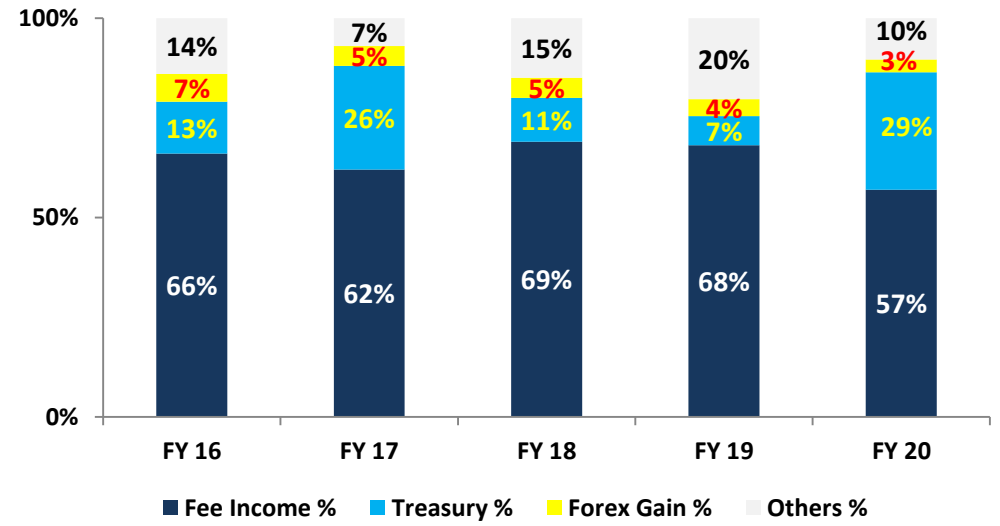


Growth in Other Income



- Non interest income accrues through diverse sources - fee based, e-transactions, third party products etc.
- ~16% share in total operating income (FY 2019-20)

~57% of other income comes from fee income



Break Up of Operating Expenses

(Rs. crore)

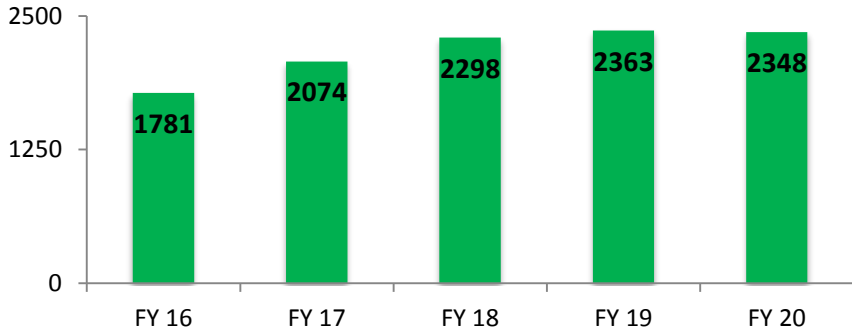


Particulars	Quarter				12 months		
	Mar 20	Mar 19	YoY (%)	Dec 19	Mar 20	Mar 19	YoY (%)
Staff Expenses	215	212	1	225	857	761	13
<i>Of above –</i> Prov. for employee retirement benefits	39	42	(7)	55	180	138	30
Other Operating Expenses	223	215	4	227	885	854	4
TOTAL OPG. EXPENSES	438	427	3	452	1,742	1,615	8

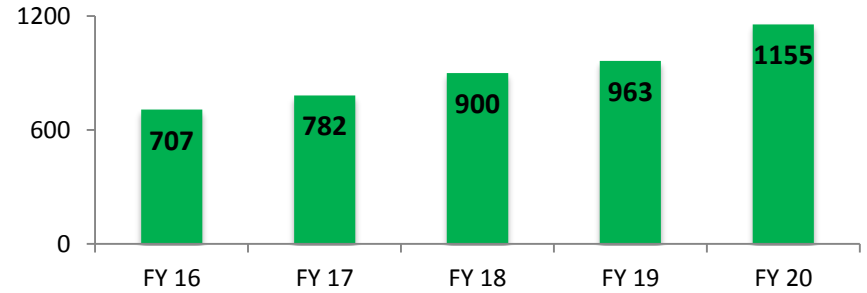
Income – Expenses – Op. Profit



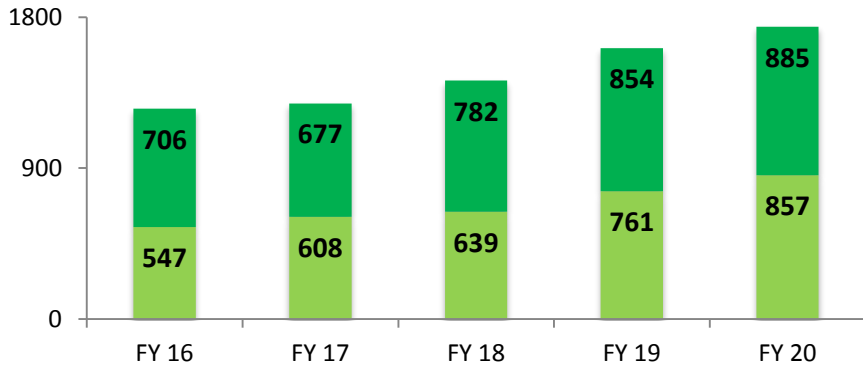
Net Interest Income



Non Interest Income

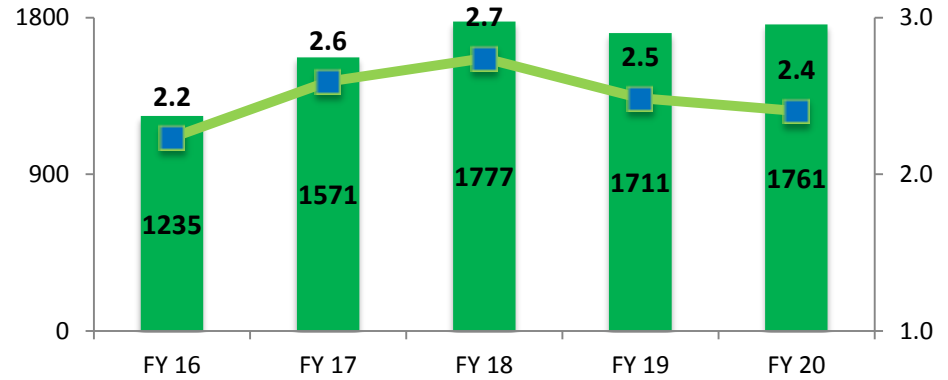


Operating Expenses



■ Staff Cost ■ Other Op.Exp

Opg. Profit Margin



■ Operating Profit ■ Operating Profit Margin% on Avg. Assets

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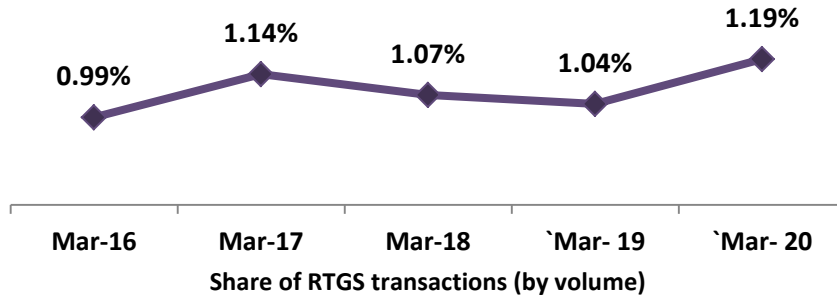


Other Parameters

Leveraging Technology - Delivery Channels

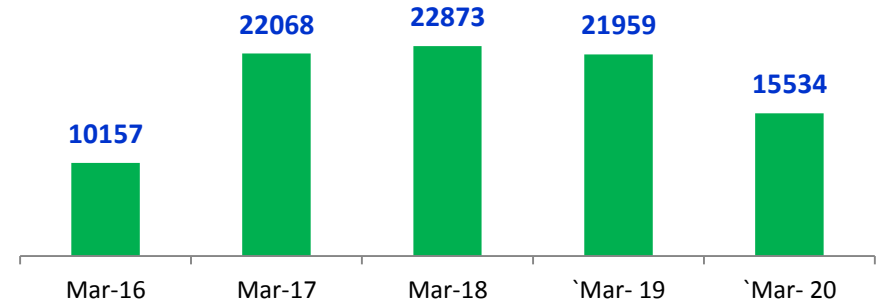


Market share in RTGS transactions

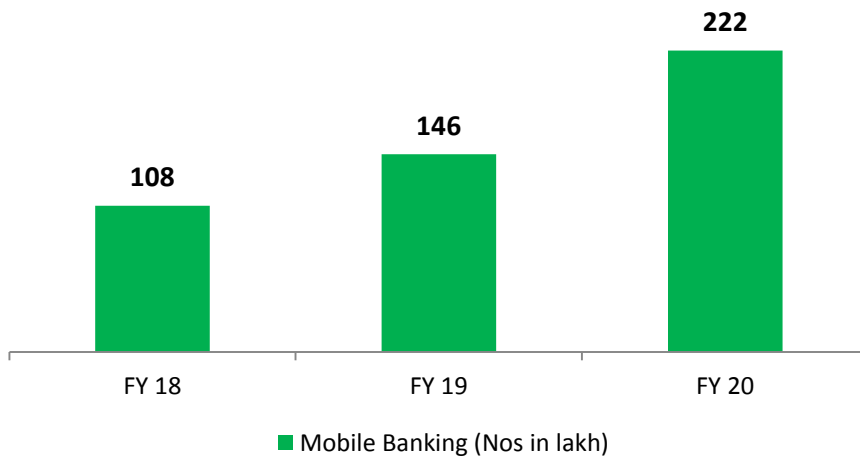


POS Terminals

POS TERMINALS

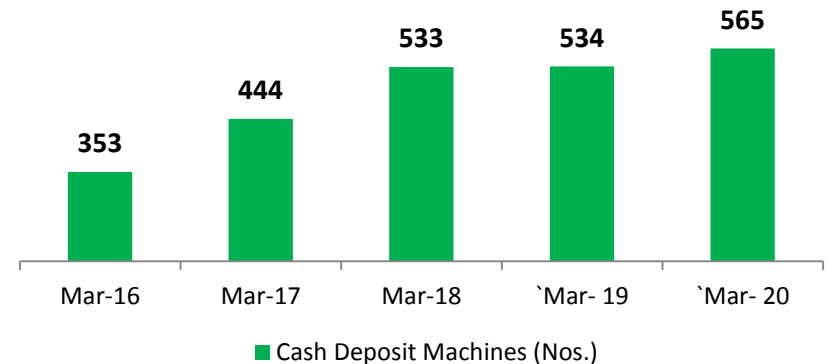


Exponential growth in Mobile transactions



Cash Deposit Machines

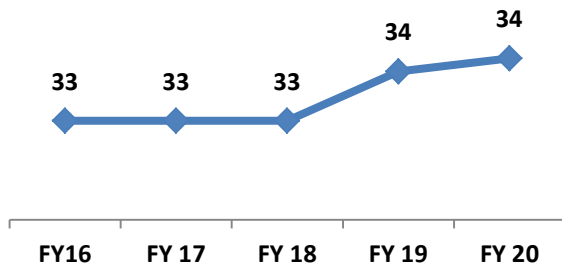
Cash Deposit Machines (Nos.)



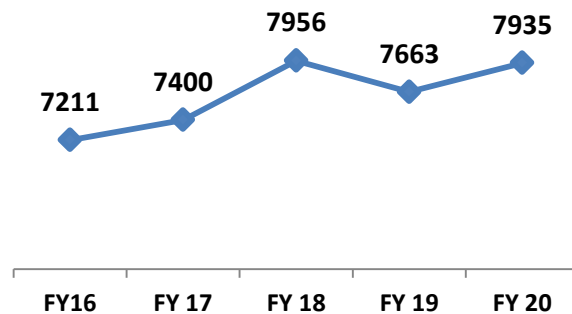
Human Resources



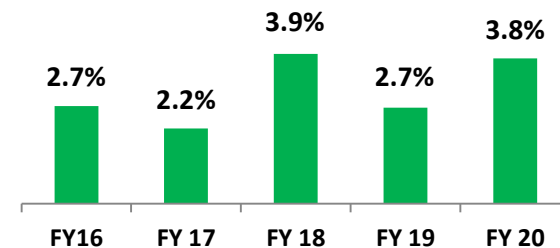
Young workforce.....



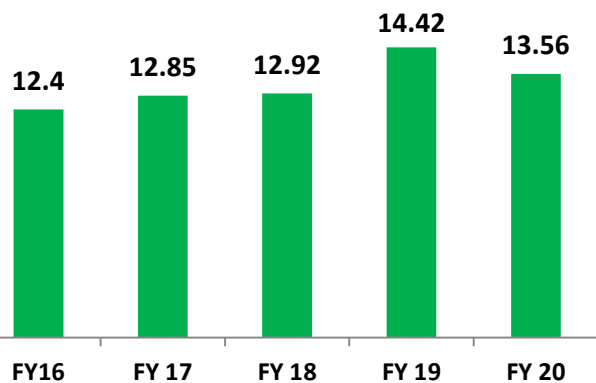
... number of employees...



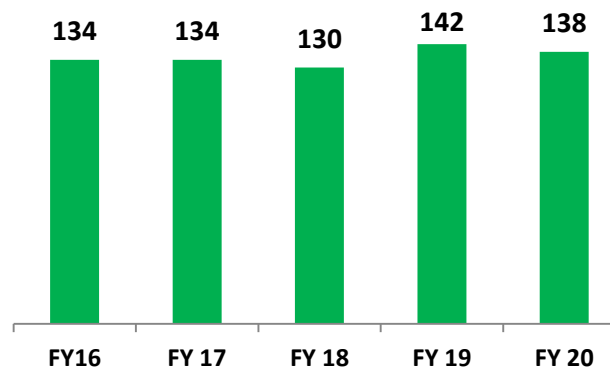
... lower attrition ...



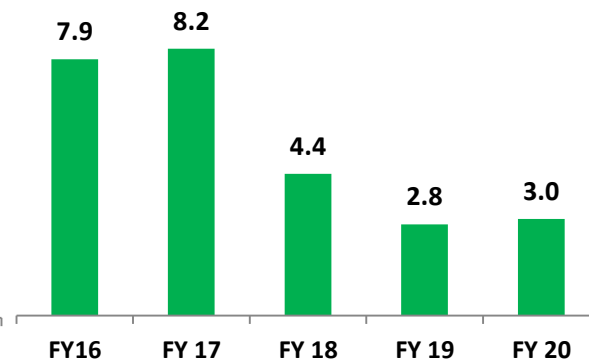
... leading to improved productivity



■ Business per employee (Rs. Crore)



■ Business per branch (Rs. Crore)



■ Profit per employee (Rs. Lakhs)

A Decade of Progress



Year	2010-11	2011-12	2012-13	2013-14	2014-15	2015-16	2016-17	2017-18	2018-19	2019-20
Paid up Capital	94	107	107	107	122	122	122	145	160	160
Reserves	2,020	2,601	2,978	3,219	4,124	4,451	4,723	6,066	6,205	6,440
Owned funds	2,114	2,708	3,085	3,326	4,246	4,573	4,845	6,211	6,365	6,600
CRAR - Basel II (%)	14.41	14.33	14.41	12.77	14.63	12.26				
Basel III (%)				12.60	14.62	12.17	12.54	14.43	16.00	17.17
Deposits	24,722	32,112	38,653	43,758	44,690	50,079	53,700	56,890	59,868	59,075
Advances	18,052	24,205	29,706	34,226	36,691	39,476	41,435	45,973	50,616	48,516
Total Business	42,774	56,317	68,359	77,984	81,381	89,555	95,135	102,863	1,10,484	1,07,591
Total Income	2,482	3,621	4,695	5,680	5,977	6,150	6,405	6,600	6,779	7,145
Operating Profit	600	726	849	838	943	1,303	1,571	1,777	1,711	1,761
Net Profit	416	502	550	430	464	568	606	346	211	235
Dividend (%)	120	140	140	130	130	140	130	30	30	-
Branches (No.)	369	451	551	572	629	667	711	790	778	779
EPS (Rs.)	44.90	46.81	51.35	40.08	39.86	46.59	9.95*	4.78	2.64	2.94
Return on Assets (%)	1.71	1.56	1.35	0.86	0.88	1.03	1.00	0.53	0.31	0.32
Book Value(Rs.)	193.04	252.68	287.85	308.91	348.42	375.25	79.51*	85.49	79.56	82.57
No of Employees	4,574	5,673	6,730	7,339	7,197	7,211	7,400	7,956	7,663	7,935

* During the Financial Year 2016-17, one Equity Share face value of Rs.10/- each was subdivided into five Equity Shares of face value Rs.2/- each



Karur Vysya Bank

Smart way to bank



Thank You

