

31.03.2022

Investor Presentation

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Growing stronger & bigger everyday..



Total Business Crosses

₹1,25,000 CRORES

WE THANK OUR BELOVED CUSTOMERS.



Awards and Accolades



Best Use of AI/ML & Data Analytics by **IBA Banking Technology Awards, 2021**



Best Cloud Adoption by **IBA Banking Technology Awards, 2021**



Best IT Risk and cyber Security Risk Initiatives Runner-up by **IBA Banking Technology Awards, 2021**



Excellence in supporting Education and Skill - Special Recognition by **ASSOCHAM CSR & Sustainability Awards, 2021**



Best Technology Enabler of the Year **ASSOCHAM 8th MSMEs Summit of Excellence**



Best MSME Bank of the Year - Runner Up **ASSOCHAM 8th MSMEs Summit of Excellence**



Exemplary Community Economic Development Work with sustainable impact by **Rotary CSR Award, 2021**



Government of India Award for Excellence **MEITY DIGIDHAN Award**



Best Innovative Bank and Best MSME Friendly Bank **CIMSE MSME Banking Excellence Awards, 2021**



Highlights

Q4 - FY 2021-22

Key Highlights for the Quarter

Business growth - 3%



**Operating Profit Rs 441 cr
up by 118%**



**Net Profit Rs 213 cr
up by 105%**



**Net Interest Margin at
3.79%**



**CRAR 19.46%
Tier I at
17.49%**



**Cost to Income Ratio
51.80%**



RoA @ 1.06%



**PCR (RBI) 80.27%
PCR (Market) 63.25%**



**Business per Employee
Rs. 17 crore**

Key Highlights for the Year

**Gross Advances Rs
57,550 cr up by 9%**



**Deposits Rs. 68,676 cr up
by 9%
CASA @ 35%**



**Operating Profit Rs. 1,630 cr
up by 26%**



**Net Profit Rs. 673 cr
up 87%**



**CRAR 19.46%
Tier I at
17.49%**



NIM 3.69%



**Cost to Income ratio -
53.20%**



ROA - 0.86%



**GNPA 5.96%
NNPA 2.28%**

Key Performance Indicators – KPIs (quarter)



Particulars	Mar 22	Mar 21	Growth %/bps	Dec 21	Sep 21	Jun 21
Net interest income	710	613	16	686	680	638
Operating profit	441	202	118	401	375	412
Net profit	213	104	105	185	165	109
Advances (Gross)	57,550	52,820	9	55,793	53,850	52,315
Deposits	68,676	63,278	9	66,871	65,410	64,398
NIM(%)	3.79	3.46	0.33	3.68	3.74	3.55
ROA(%)	1.06	0.55	0.51	0.93	0.86	0.57
CRAR(%)	19.46	18.98	0.48	18.79	18.82	19.06
GNPA(%)	5.96	7.85	(1.89)	6.97	7.38	7.97
NNPA(%)	2.28	3.41	(1.13)	2.55	2.99	3.69
PCR(%)	80.27	72.70	7.57	78.81	76.28	72.40

Profit & Loss Statement



Particulars	Quarter			12 months		
	Mar 22	Mar 21	Growth % (YoY)	Mar 22	Mar 21	Growth % (YoY)
Net Interest Income	710	613	16	2,715	2,360	15
Other Income	205	169	21	769	919	(16)
- Fee income	182	157	16	634	548	16
- Others	23	12	92	135	371	(64)
Total Income	915	782	17	3,484	3,279	6
Operating Expenses	474	579	(18)	1,854	1,987	(7)
- Employee expense ¹	223	351	(36)	945	1,154	(18)
- Other operating expense	251	228	10	909	833	9
Operating Profit	441	202	118	1,630	1,292	26
Provisions	140	24	483	699	757	(8)
- Credit Related	136	62	119	719	724	1
- Others	4	(38)	-	(20)	33	-
Profit Before Tax	301	178	69	931	534	74
Tax (net of DTA/DTL)	88	74	19	258	175	47
Net Profit	213	104	105	673	359	87

¹ – Includes an amount of Rs. 26.75 crore for Q4 & Rs. 80.26 for 12 months FY 2021-22 (Rs. 26.76 crore for Q2 Sep 21 and Rs. 26.75 crore for Q3 Dec 21) towards enhancement of family pension paid as per XI BPS. (12 months FY 2020-21 includes XI BPS of Rs. 246 crore)

Key Ratios

Particulars	Quarter		12 months	
	Mar 22	Mar 21	Mar 22	Mar 21
Cost of Deposits (%)	4.12	4.63	4.30	4.96
Yield on Advances (%)	8.28	8.52	8.47	8.93
Cost of Funds (%)	4.14	4.65	4.32	4.99
Yield on Funds (%)	7.27	7.42	7.34	7.67
Net Interest Margin (%)	3.79	3.46	3.69	3.40
Spread (%)	3.13	2.77	3.02	2.68
Cost to income (%)	51.80	74.11	53.20	60.60
Return on Equity (%)	11.22	6.00	8.86	5.16
Return on Asset (%)	1.06	0.55	0.86	0.49
EPS (Rs.) *	2.67	1.31	8.42	4.50

* Not annualized for quarter

Balance Sheet

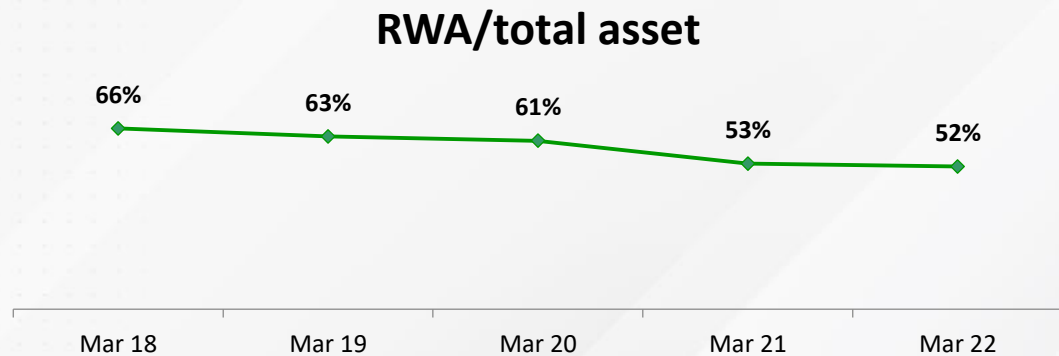
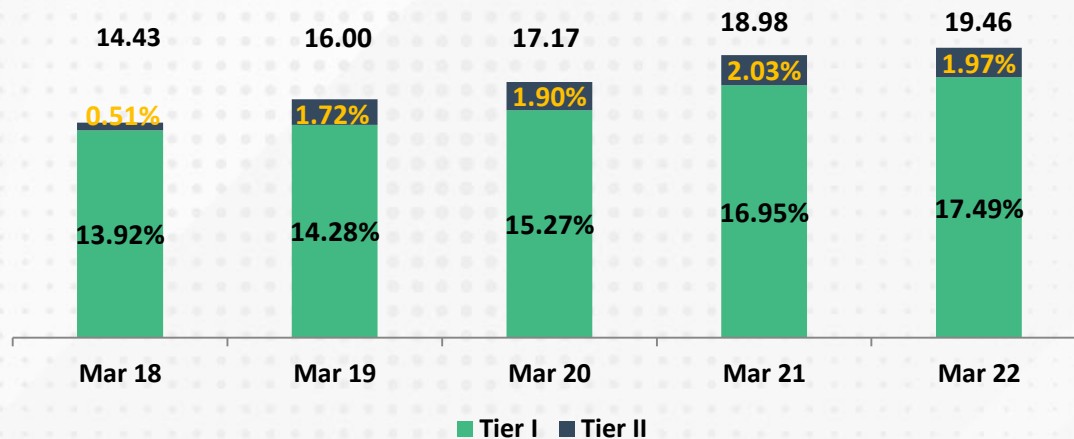


Particulars	Mar 22	Mar 21	YoY (%)
Capital & Liabilities			
Capital	160	160	-
Reserves and Surplus	7,436	6,800	9
Deposits	68,676	63,278	9
Borrowings	1,339	2,528	(47)
Other Liabilities and Provisions	2,433	1,857	31
Total	80,044	74,623	7
Assets			
Cash and Balances with RBI	3,594	3,124	15
Balances with Banks	1,332	3,196	(58)
Investments (Net)	17,216	16,019	7
Advances (Net)	55,335	50,364	10
Fixed Assets	479	539	(11)
Other Assets	2,088	1,381	51
Total	80,044	74,623	7

Capital to Risk Weighted Assets Ratio – Basel III



Particulars	Mar 22	Mar 21	Dec 21
CRAR %	19.46	18.98	18.79
Total capital	8,108	7,515	7,531
Tier I capital	7,288	6,711	6,717
Tier II capital	820	803	814
RWA	41,667	39,598	40,074
Credit risk	33,631	32,003	32,064
Operational risk	6,071	6,005	6,071
Market risk	1,965	1,590	1,939





Driving growth

across verticals

Total Business



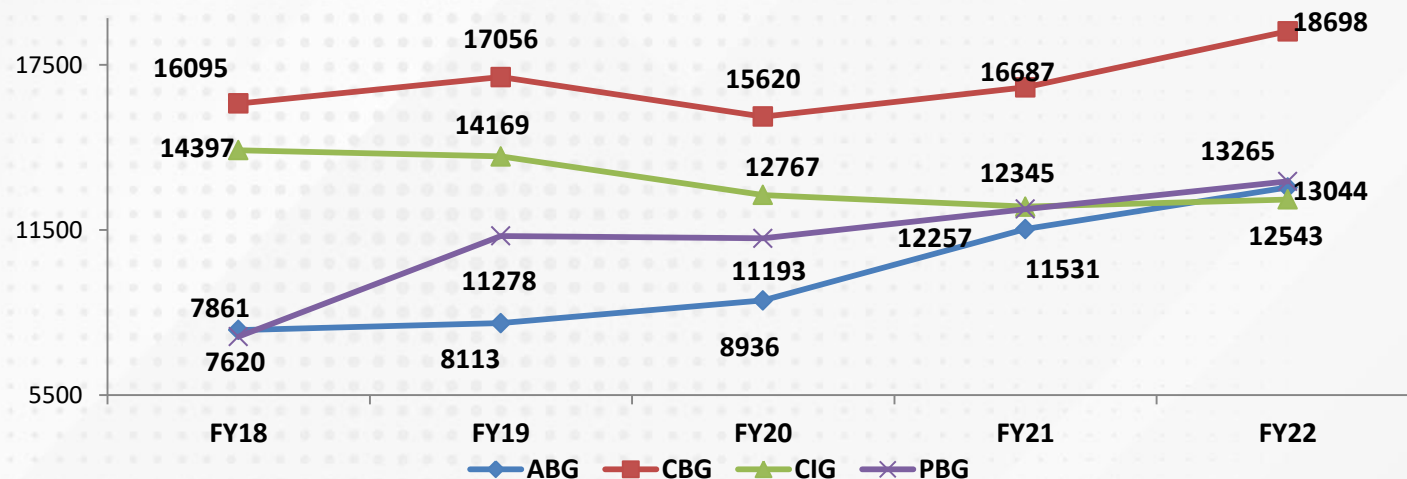
Parameter	Mar 22	Mar 21	YoY %	Dec 21
Deposits	68,676	63,278	9	66,871
Gross Advances	60,510	54,976	10	58,304
Advances (after Tech. W/off)	57,550	52,820	9	55,793
Total Business	1,26,226	1,16,098	9	1,22,664

Deposits Portfolio

Parameter	Mar 22	Mar 21	YoY %	Dec 21
Demand Deposit	6,921	6,439	7	7,404
Saving Deposit	16,983	15,215	12	16,723
CASA	23,904	21,654	10	24,127
CASA (%)	35	34	-	36
Term Deposit	44,772	41,624	8	42,744
Total Deposit	68,676	63,278	9	66,871

Growing our books responsibly

Particulars	Mar 22	Mar 21	YoY %	Dec 21
Agriculture	13,044	11,531	13	12,468
Retail (Personal Banking)	13,265	12,257	8	12,932
Commercial	18,698	16,687	12	18,039
Corporate	15,316	14,371	7	14,726
Corporate (<i>after Tech. W/off</i>)	12,543	12,345	2	12,354
Gross Advances	57,550	52,820	9	55,793



Segments

ABG – Agri
 CBG – Commercial (<= Rs. 25 crore)
 CIG – Corporate (> Rs. 25 crore)
 PBG – Personal

Retail Portfolio



Particulars	Mar 22	Mar 21	YoY %	Dec 21
Housing loan	5,823	5,343	9	5,673
Jewel loans	1,891	1,763	7	1,914
Mortgage (LAP) loans	1,832	1,691	8	1,747
Vehicle loans	1,085	1,046	4	1,054
Personal loans	409	609	(33)	454
Educational loans	162	178	(9)	164
Others loans	2,063	1,627	27	1,926
Total	13,265	12,257	8	12,932

Retail Loan (ex: Jewel Loan)

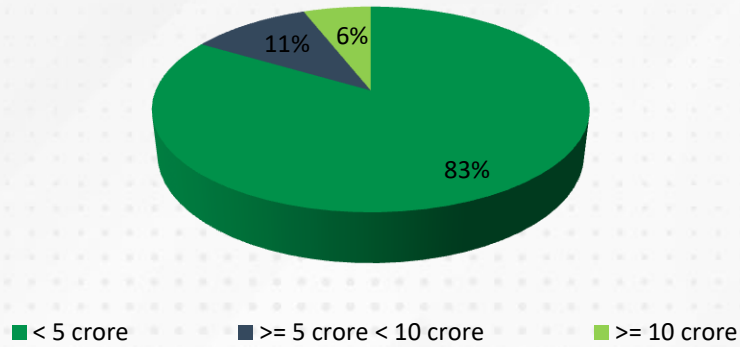
(Rs.crore)

Particulars	FY 22	FY 21	FY 20
Sanctioned	3,978	3,106	2,565
Disbursed	2,107	1,294	1,850

Driving growth across verticals

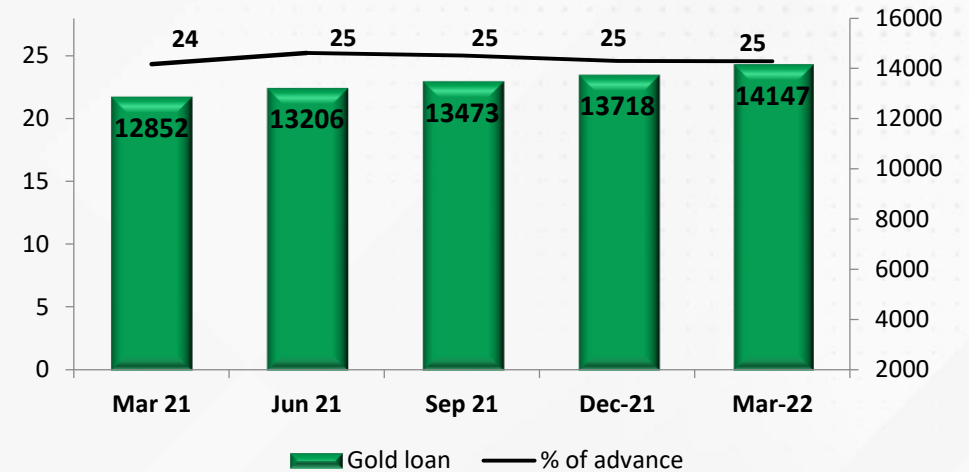


Ticket size of Commercial Book



- Average ticket size - Rs.39.3 lakh
- ~83% of commercial loans are less than Rs. 5 crore

Gold Loan portfolio (Bank as a whole)



Category	Amount	SMA 30+ 31.03.2022	SMA 30+ 31.12.2021	LTV
Gold loan	14,147	74	260	68

ECLGS (Emergency Credit Line Guarantee Scheme) Portfolio



Vertical wise

Vertical	Mar 22	Mar 21	Dec 21
Agriculture	4	5	5
Commercial	1,488	1,431	1,477
Corporate	960	721	805
TOTAL	2,452	2,157	2,287

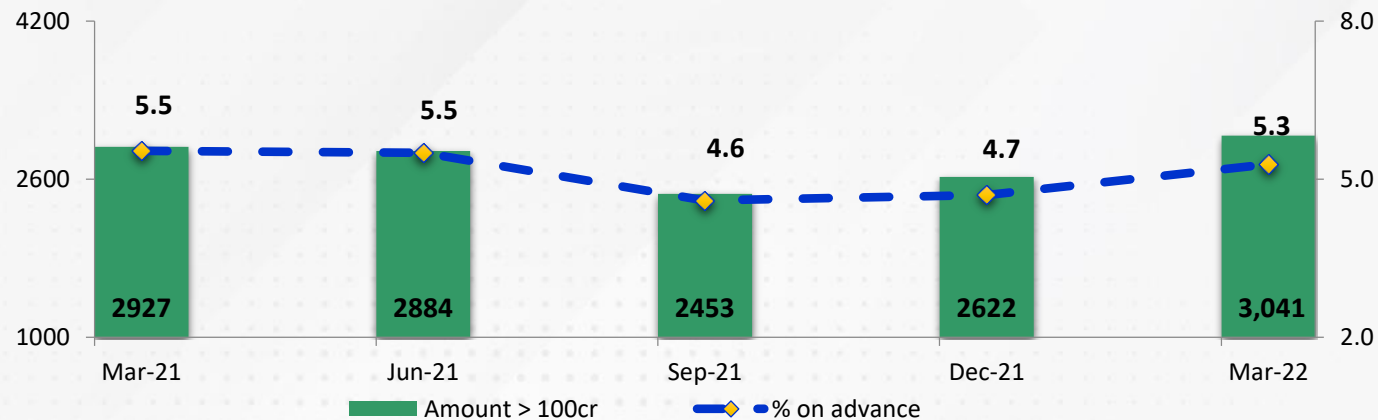
Scheme wise

Particulars	O/s as on 31.03.2022	NPA
ECLGS 1.0	1,969	57
ECLGS 2.0	453	-
ECLGS 3.0	29	-
ECLGS 4.0	1	-
TOTAL	2,452	57

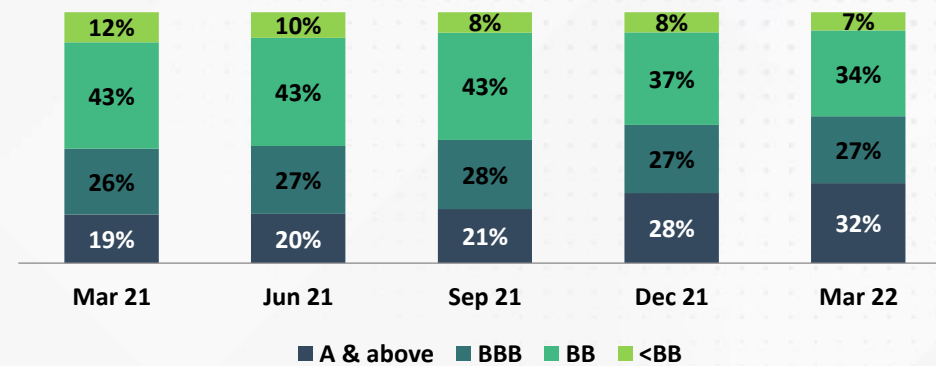
Corporate Loan Book



Standard Corporate advances > 100 crore

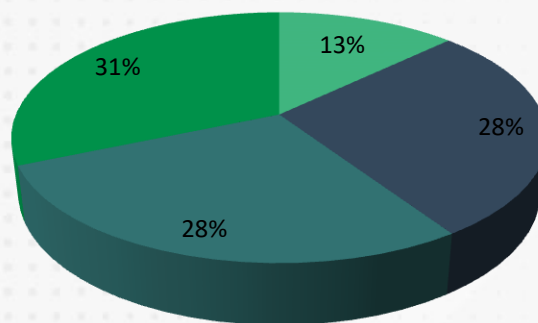
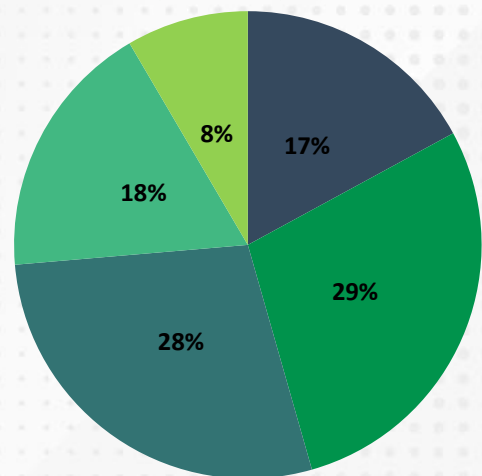


Improving Risk Profile



*Internal Rating approach based on CRISIL Rating Assessment Model

Breakup of Corporate Book

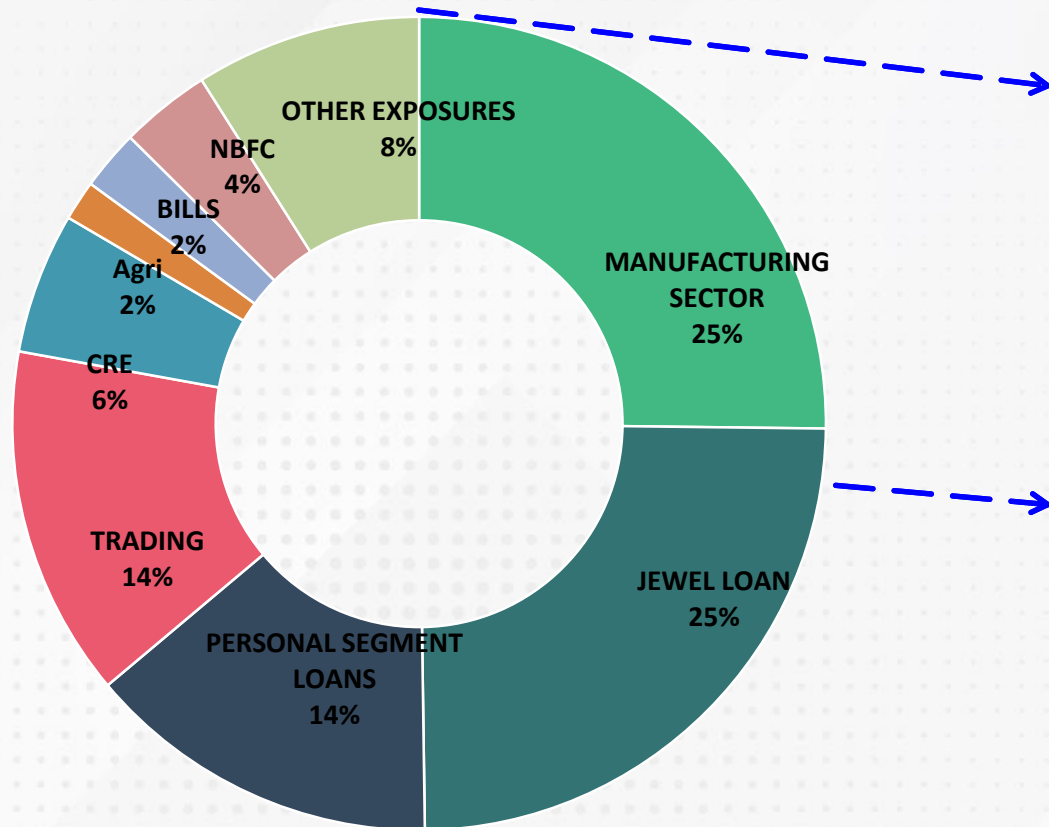


■ < 25 cr ■ >= 25 cr < 50 cr ■ >= 50 cr < 100 cr ■ >= 100 cr

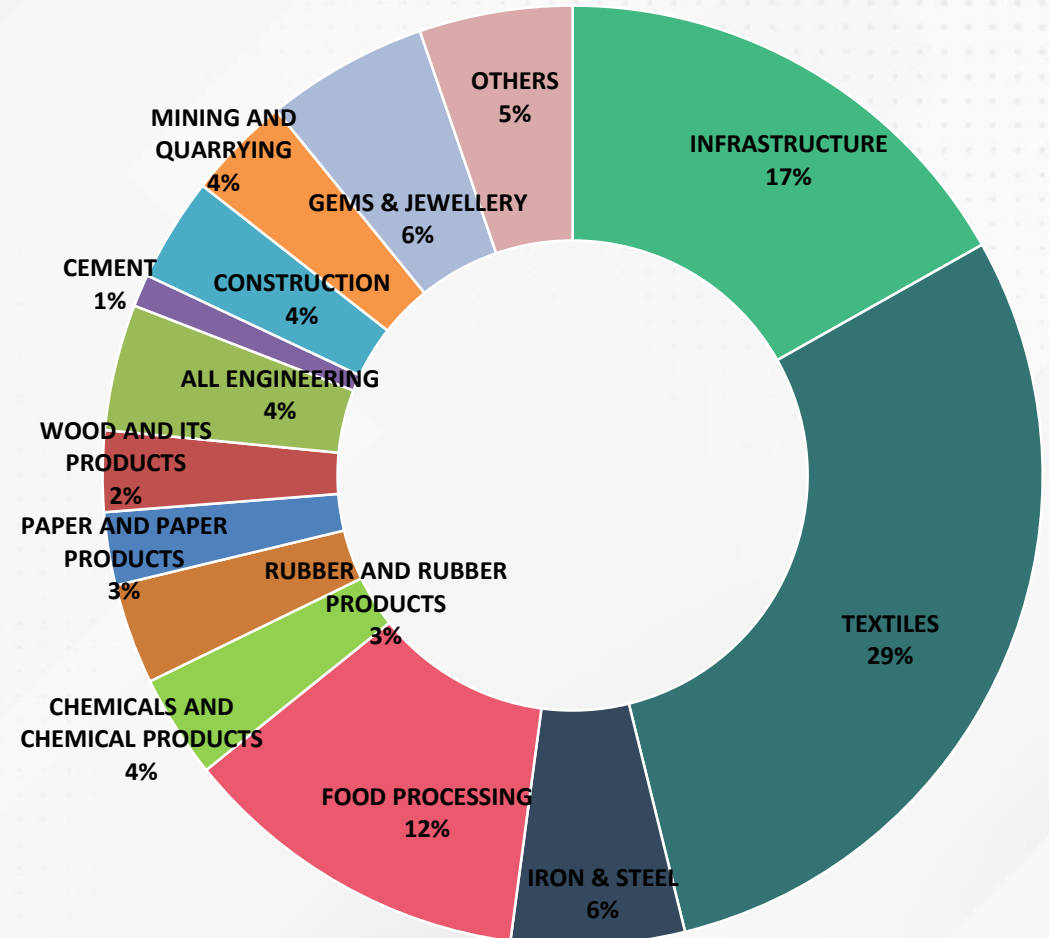
- ~69% of corporate loans are less than Rs. 100 crore
- Average ticket size Rs. 38.81 crore

Sectoral composition

Rs.57,550 crore



Breakup of Industrial exposure (Rs. 14,498 crore)



Secured Exposure



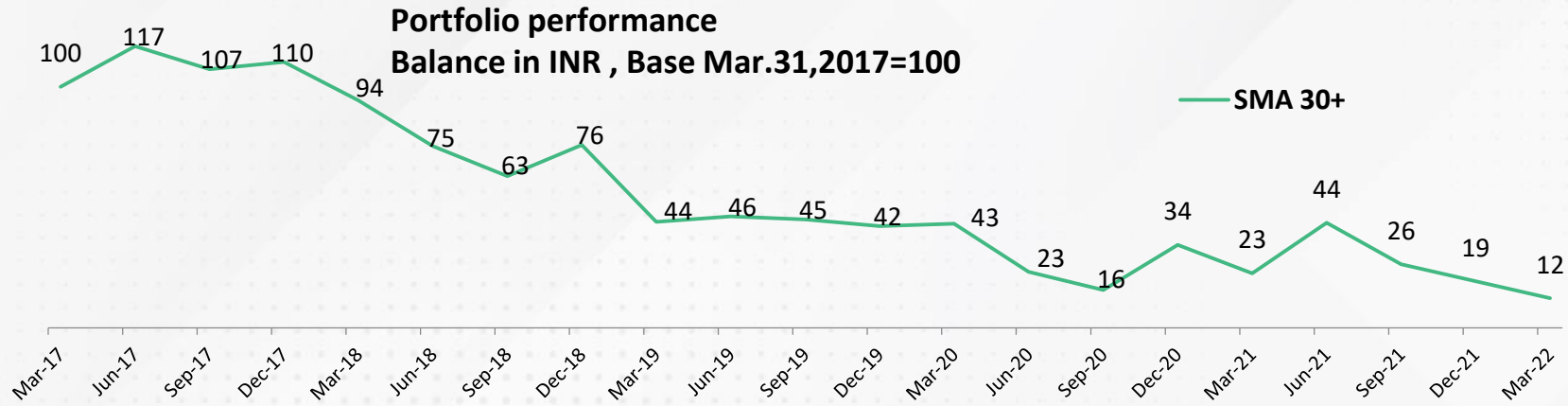
Nature of security	31.03.2022
Exposure backed by -	
Letter of Credit	358
Govt. Guarantee (Emergency Credit Line Guarantee Scheme- ECLGS)	2,452
Liquid Assets ^	15,009
Vehicles	2,538
Commodities	141
Total (1)	20,498
Exposure secured by Immovable Property (Coverage)	
> 100	26,761
90 to <100	7,768
75 to <90	1,729
50 to <75	3,421
<50	2,275
Total (2)	41,954
Exposure without Immovable property as security	
Corporate, Consortium, Government etc.	2,220
Unsecured Exposure	1,039
Total (3)	3,259
Total Risk Assets outstanding - Fund and Non Funded (1+2+3)*	65,711

* Total risk assets including technical write off accounts

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

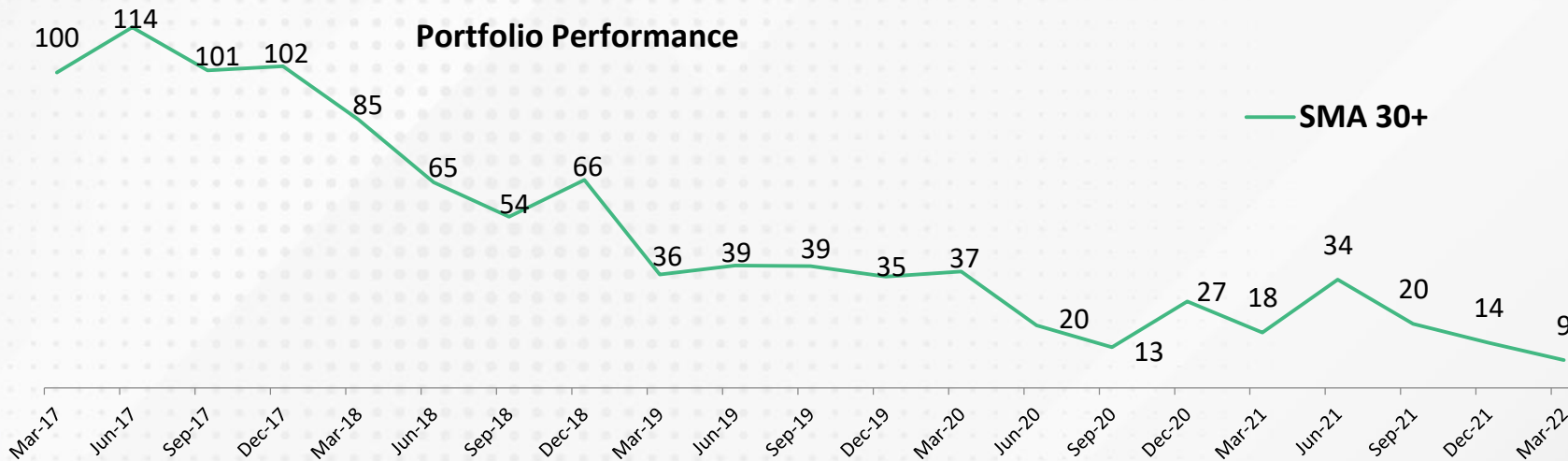
22 Coverage defined as (Value of Security)/Loan Principal O/s; & is based on available valuation. www.kvb.co.in

Portfolio performance



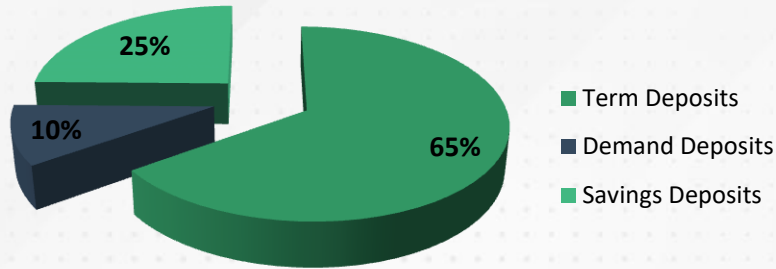
(Rs. crore)

Particulars	Mar 22	Mar 21
SMA 1	305	558
SMA 2	165	303
SMA 30+	470	861



SMA 30+ - 0.82%
SMA 1 - 0.53%
SMA 2 - 0.29%

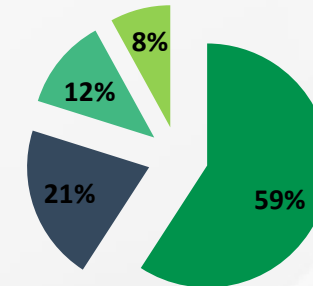
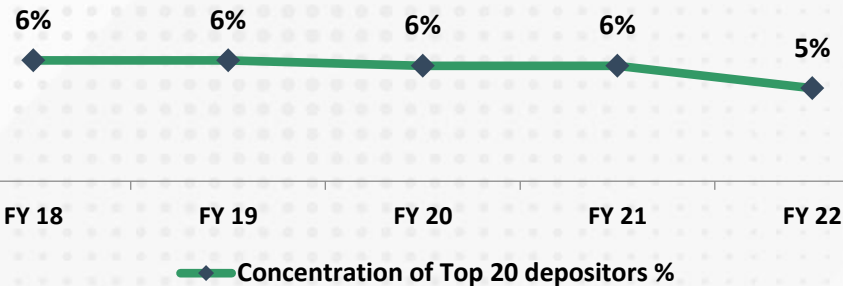
Liability Franchise : Predominantly Retail



- Term deposits are primarily retail deposits
- 92% of term deposits are < Rs.5 Cr

Concentration of Top 20 depositors

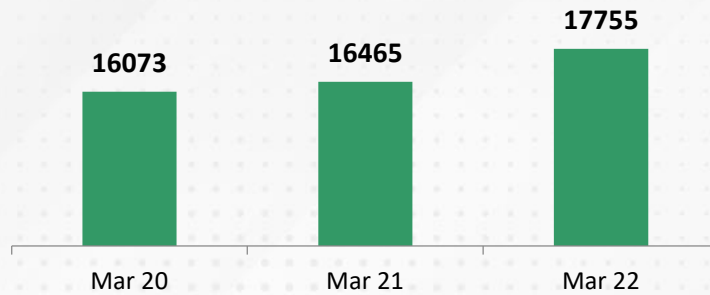
Low dependence on wholesale deposits



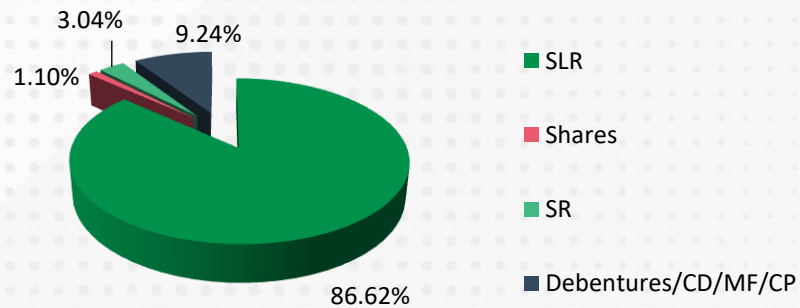
■ < Rs.15 Lakhs
 ■ Rs.15 Lakhs-Rs.1 Cr
 ■ Rs.1 Cr-Rs.5 Cr
 ■ > Rs.5 Cr

Investment Portfolio

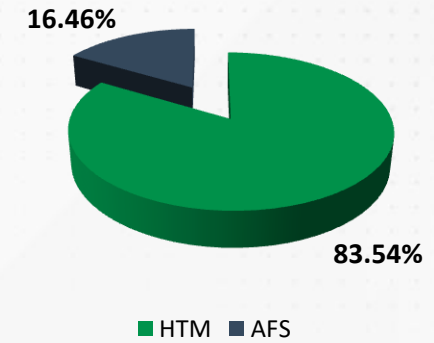
Gross Investments (Rs. crore)



Investment Composition



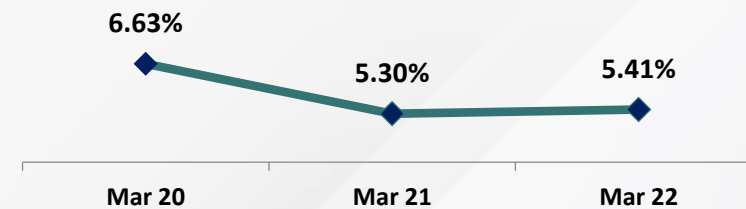
Investment Category



Duration

AFS	HFT	HTM	Total
1.78	-	3.28	3.07

Yield on Investments





**Disciplined
approach to**

reduce stressed assets

Movement of NPA for the quarter



Particulars	Jan 22 – Mar 22	Jan 21 – Mar 21
Gross NPAs		
Opening Balance	3,888	3,843
Additions during the period	300	919
Reductions during the period	757	619
-Of which		
<i>Recoveries/Upgradation</i>	307	159
<i>Tech Write offs</i>	450	460
Closing Balance	3,431	4,143
Net NPAs		
Opening Balance	1,356	1,263
Additions during the period	(6)	519
Reductions	89	61
Closing Balance	1,261	1,719
Provisions		
Opening Balance	2,467	2,533
Provision made during the period	302	387
Write off/Write back of excess provision	637	554
Closing Balance	2,132	2,366

Movement of NPA for the year



Particulars	Apr 21 – Mar 22	Apr 20 – Mar 21
Gross NPAs		
Opening Balance	4,143	4,213
Additions during the period	843	959
Reductions during the period	1,555	1029
- Of which		
<i>Recoveries/Upgradation</i>	723	410
<i>Tech Write offs</i>	832	619
Closing Balance	3,431	4,143
Net NPAs		
Opening Balance	1,719	1,809
Additions during the period	(39)	140
Reductions	419	228
Closing Balance	1,261	1,719
Provisions		
Opening Balance	2,366	2,351
Provision made during the period	865	806
Write off/Write back of excess provision	1,099	791
Closing Balance	2,132	2,366

Vertical wise NPA



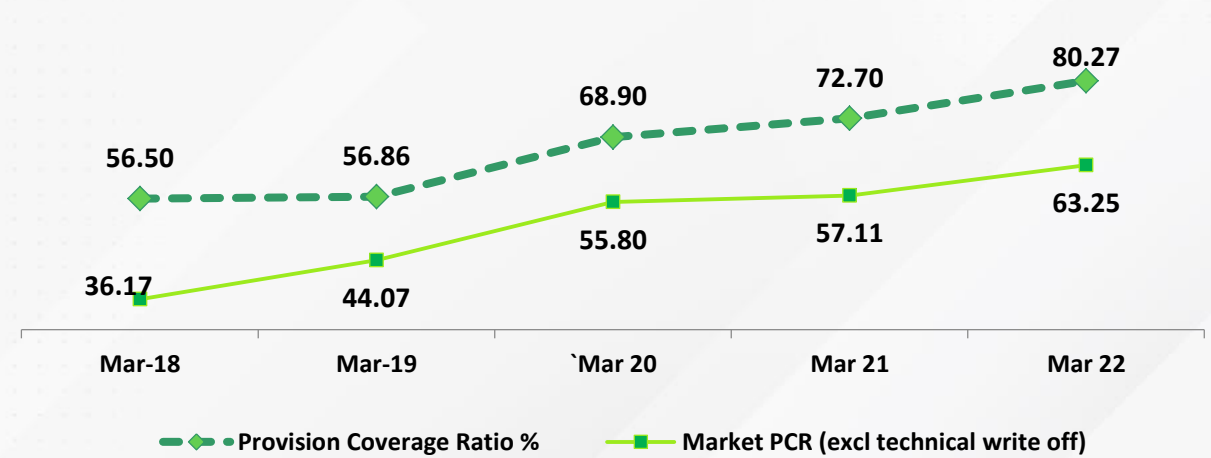
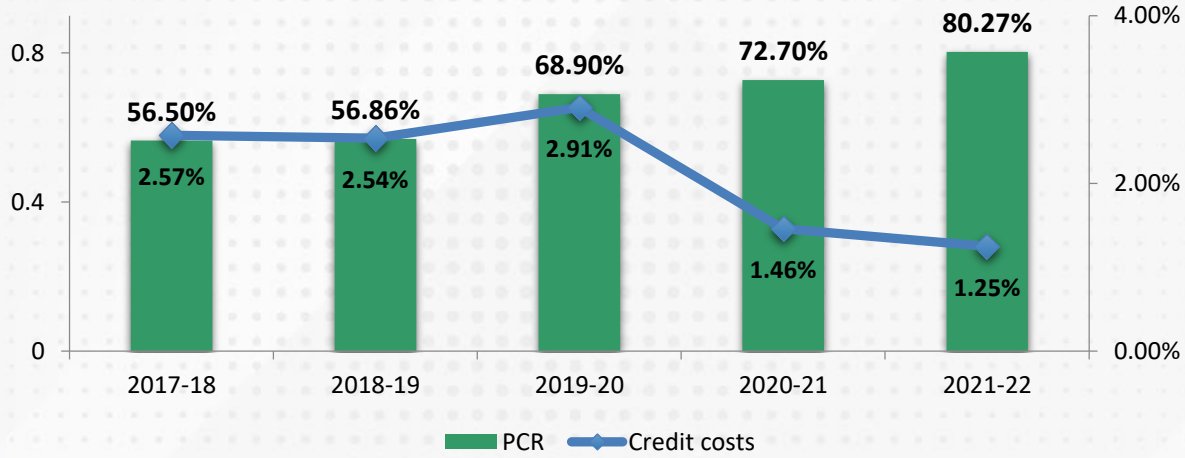
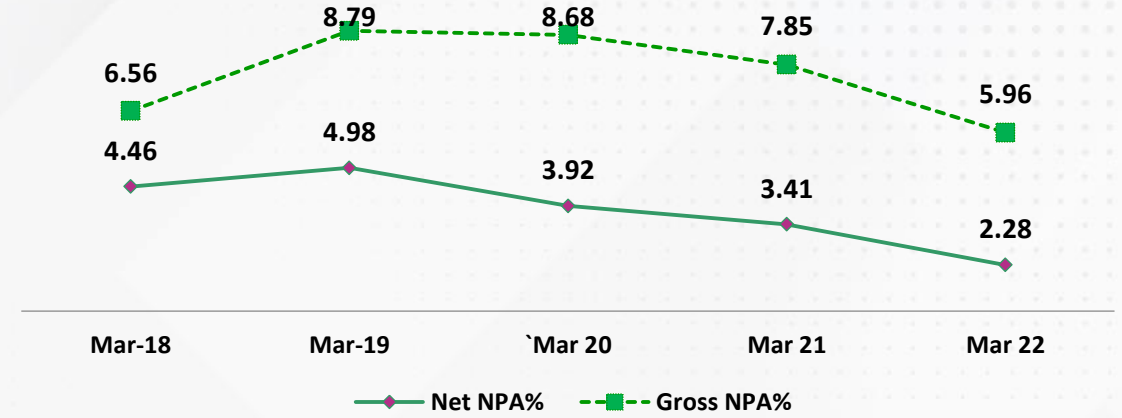
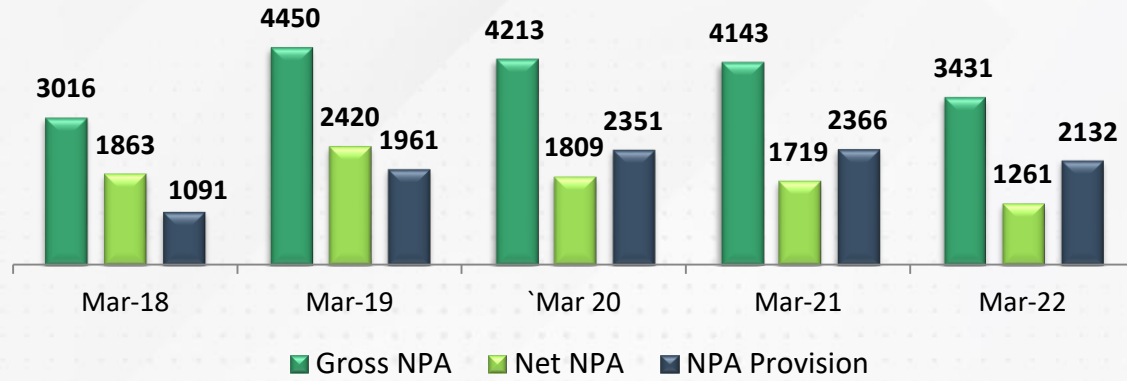
VERTICAL	Advances O/s. Mar 22	NPA as on Dec 21	NPA Additions Q4	NPA Reduction Q4	NPA as on Mar 22	Provisions Mar 22
Agriculture	13,044	248	6	15	239	193
Retail (Personal Banking)	13,265	408	31	57	382	245
Commercial	18,698	1,394	114	181	1,327	745
Corporate	12,543	1,838	149	503	1483	949
TOTAL	57,550	3,888	300	757*	3,431	2,132

* Includes tech w/off Rs 450 cr

Collection efficiency

Particulars	Mar 22	Feb 22	Jan 22
Term Loan (%)	97.7	97.3	97.1
Working Capital (%)	98.4	95.8	96.7

NPAs & Provisions



Provisions and Contingencies



Provision for	Quarter		12 months	
	Mar 22	Mar 21	Mar 22	Mar 21
NPA	143	292	635	634
Standard Assets	6	1	17	6
Restructured Advances	(7)	11	67	72
Other credit related items	(6)	59	-	59
Covid-19 package	-	(301)	-	(47)
Sub-total – Credit Provisions	136	62	719	724
Others	4	(38)	(20)	33
-Of which				
NPI	-	15	(6)	19
11 th BPS	-	(62)	-	-
Others	4	9	(14)	14
Total Provisions (excl. Tax)	140	24	699	757
Tax Expense	88	74	258	175
Total Provisions	228	98	957	932

Restructured Accounts



Particulars	Mar 22		Dec 21		Mar 21	
	Standard	NPA	Standard	NPA	Standard	NPA
Resolution Framework - 2.0	774	35	817	19	-	-
COVID 19 - Resolution Framework	426	39	432	43	554	3
MSME	244	194	303	156	387	93
CDR	-	3	-	3	-	3
Others*	196	49	64	120	16	293
Total	1,640	320	1,616	341	957	392

* Others include restructured accounts due to stress, natural calamities and delay in commencement of operation.

Vertical wise	Mar 22		Dec 21		Mar 21	
	Standard	NPA	Standard	NPA	Standard	NPA
Agriculture	-	18	2	18	2	18
Retail (Personal Banking)	611	54	637	53	314	4
Commercial	533	169	620	119	432	82
Corporate	496	79	357	151	209	288
Total	1,640	320	1,616	341	957	392

Movement of Standard Restructured Advances for the Quarter



Particulars	Jan 22 to Mar 22		Jan 21 to Mar 21	
	A/c's	Amt.	A/c's	Amt.
A. Position at the beginning of the period	3,329	1,616	1,549	680
B. Addition during the period	1	134	130	327
C. Additions in existing A/c's	-	23	-	20
D. Addition through upgradation from NPA	48	9	1	6
E. Accounts closed during the period	78	33	18	30
F. Accounts ceasing to attract higher provision (upgradation)	-	-	-	-
G. Recoveries during the period	-	43	-	7
H. Slippages during the period	78	66	34	39
Position at the end of the period A+B+C+D-(E+F+G+H)	3,222	1,640	1,628	957

Movement of Standard Restructured Advances for the Year



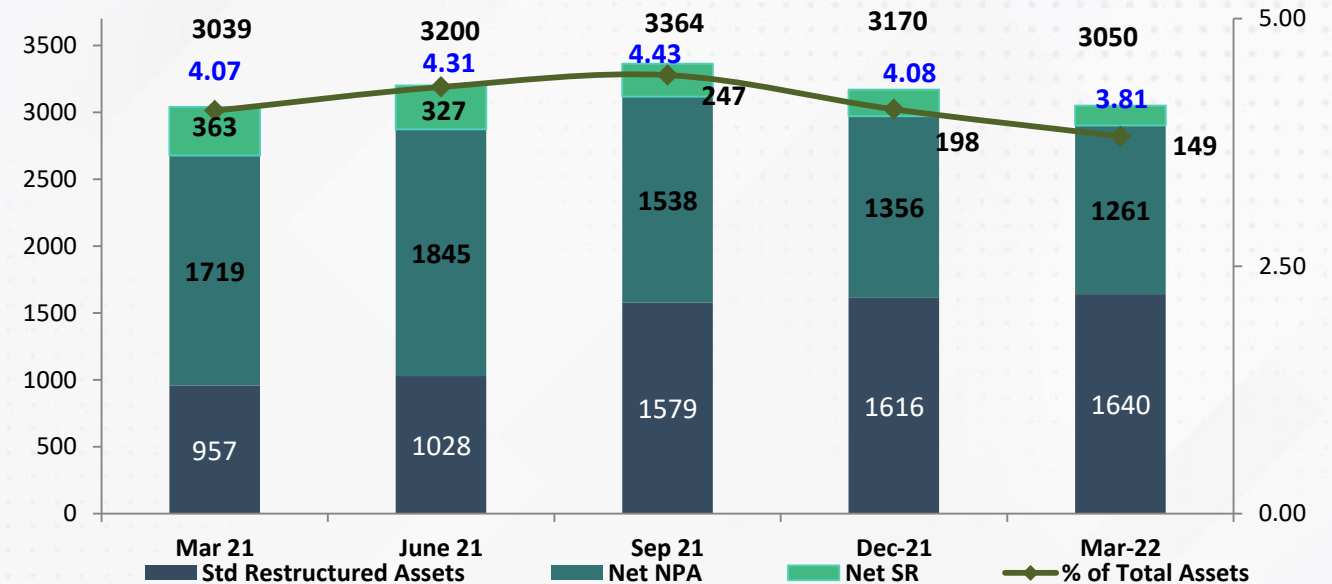
Particulars	Apr 21 to Mar 22		Apr 20 to Mar 21	
	A/c's	Amt.	A/c's	Amt.
A. Position at the beginning of the period	1,628	957	73	193
B. Addition during the period	1,994	891	1,576	798
C. Additions in existing A/c's	-	67	-	27
D. Addition through upgradation from NPA	9	1	2	7
E. Accounts closed during the period	123	34	7	14
F. Accounts ceasing to attract higher provision (upgradation)	1	7	-	-
G. Recoveries during the period	-	83	-	19
H. Slippages during the period	285	152	16	35
Position at the end of the period A+B+C+D-(E+F+G+H)	3,222	1,640	1,628	957

Sector-wise Standard Restructured Advances



S. N.	SECTOR	Amount	
		Mar 22	Dec 21
1	Housing Loan	346	356
2	Real Estate	391	262
3	Trade	143	185
4	Textile	93	107
5	Personal Loan	84	90
6	Basic Metal & its Products	80	79
7	Infrastructure	78	82
8	Hotels and restaurants	74	74
9	All Engineering	42	43
10	Food & Food Processing	37	47
11	Auto Loan	35	35
12	Transportation	27	29
13	Wood & Wood Products	25	26
14	Cement & Cement Products	22	22
15	Education Loan	13	14
16	Gems and Jewelry	12	12
17	Construction	8	10
18	Agriculture	-	2
19	Others	130	141
	TOTAL	1,640	1,616
	<i>% to Total Advances</i>	<i>2.85</i>	<i>2.90</i>

Stressed Book Analysis



SR Book

Particulars	Amount	
	Mar 22	Mar 21
Gross SR	540	644
Less : Provisions	391	281
Net SR	149	363

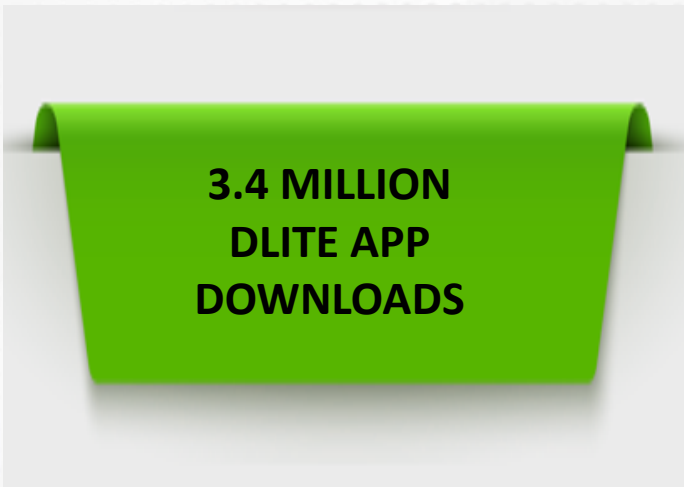
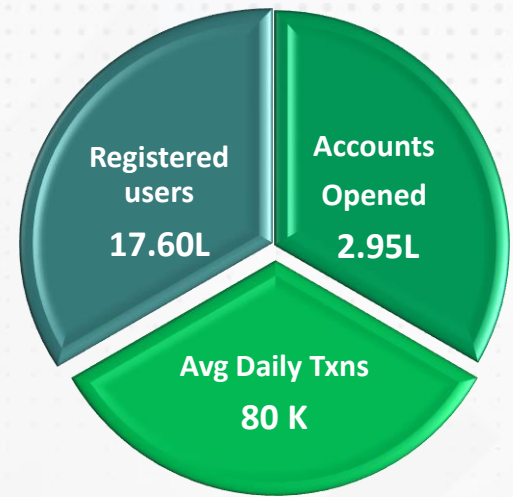
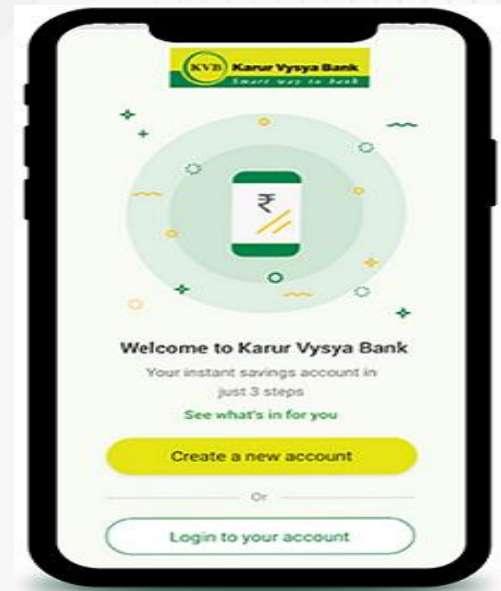
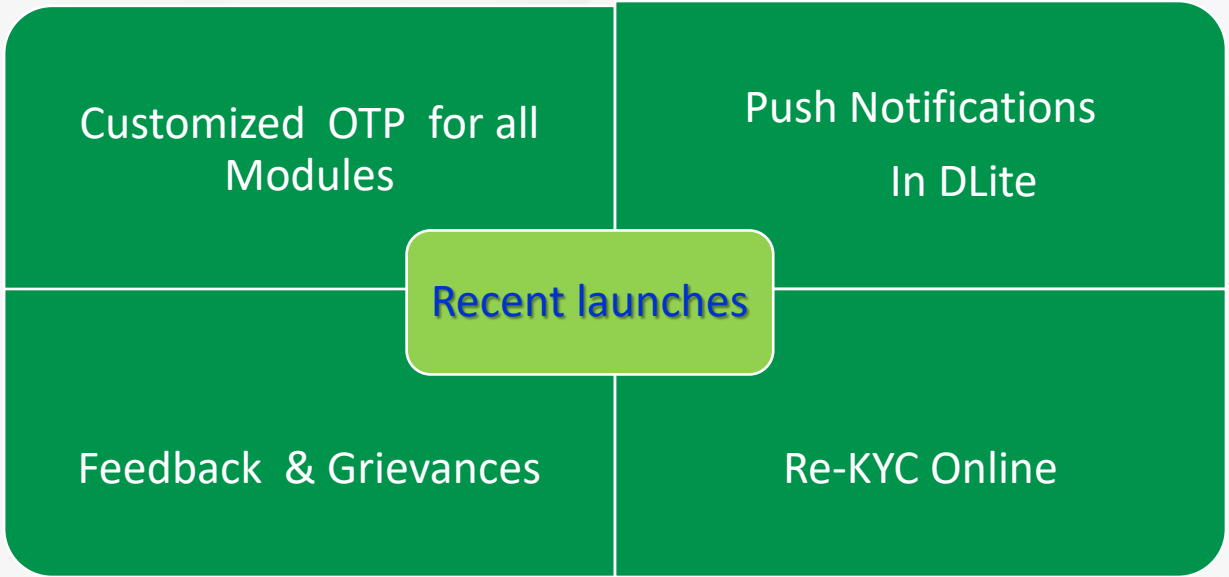
*Redemptions during the year Rs. 106 crore (Rs.28 crore for FY 20-21)



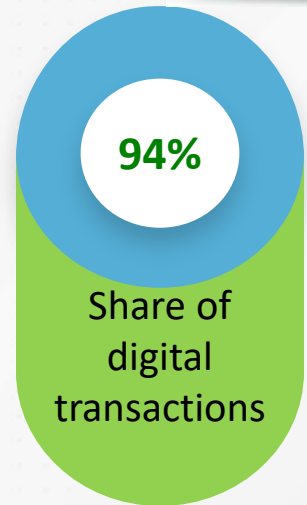
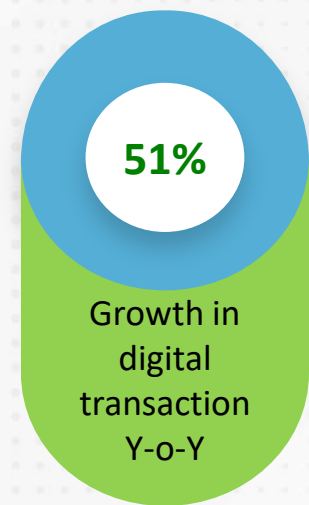
Building a

strong digital ecosystem

Digital Banking – DLite

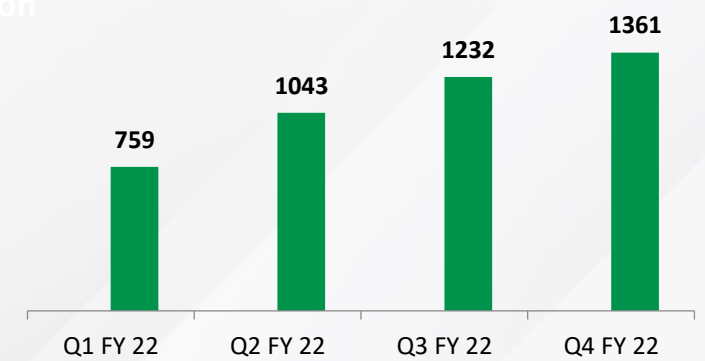


**3.4 MILLION
DLITE APP
DOWNLOADS**

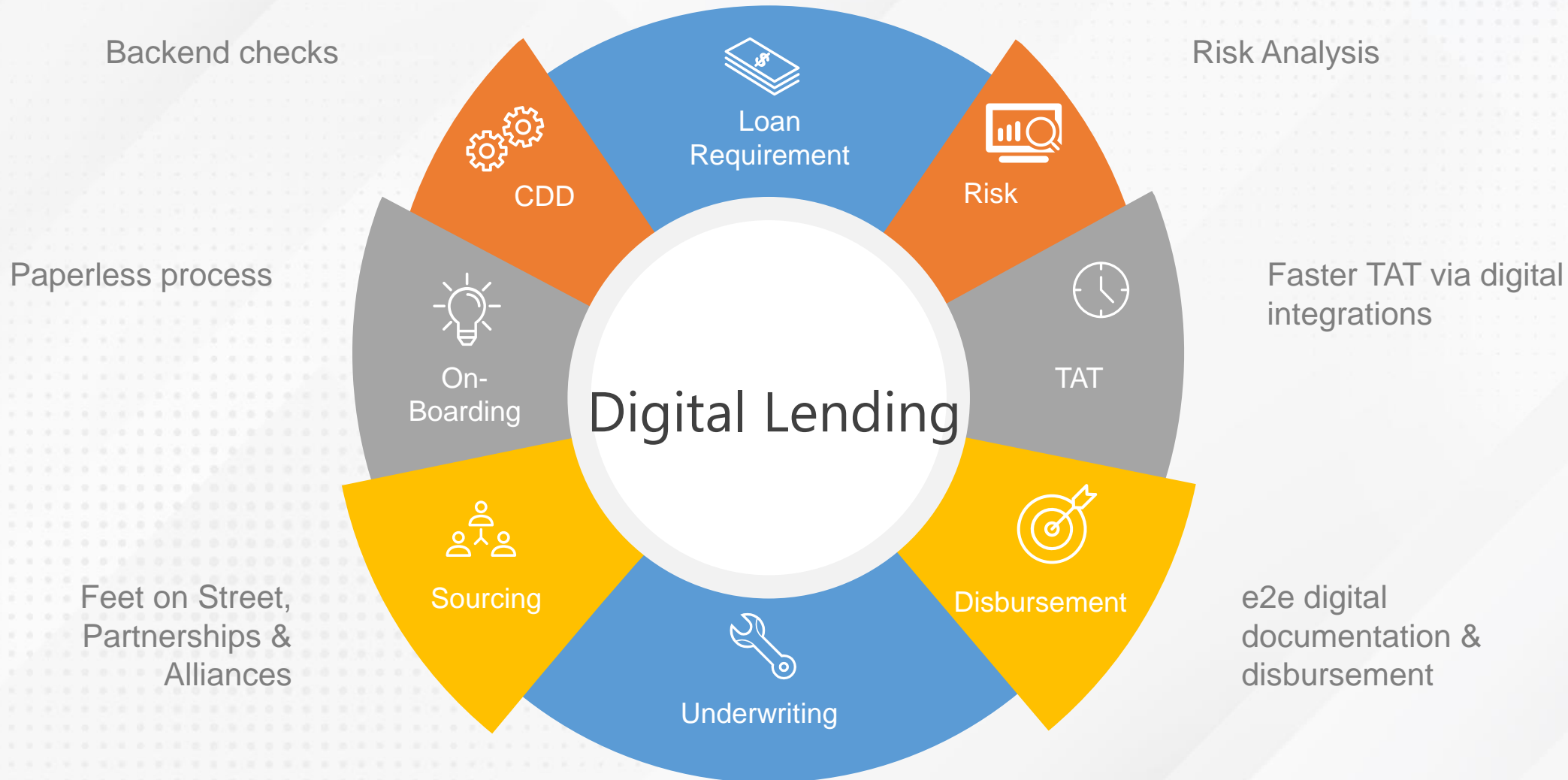


Launching soon

UPI Transactions (in lakhs)



Digital Lending



DIGITAL PARTNERSHIPS

ASSETS

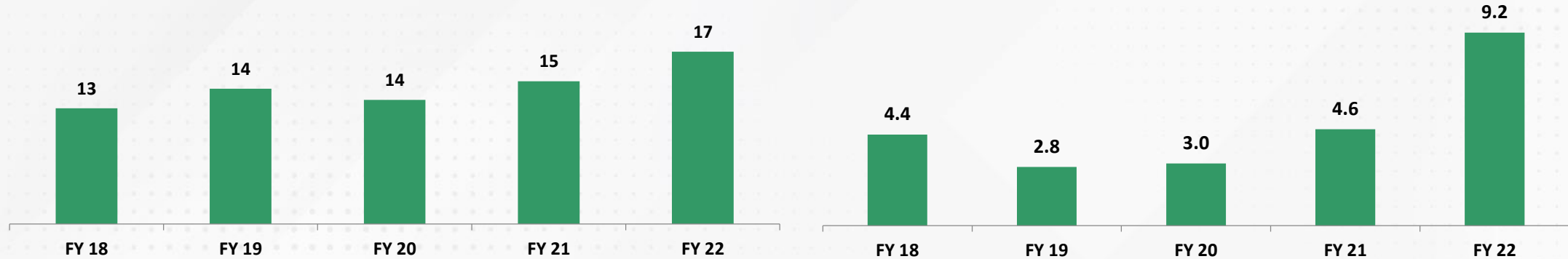


LIABILITIES



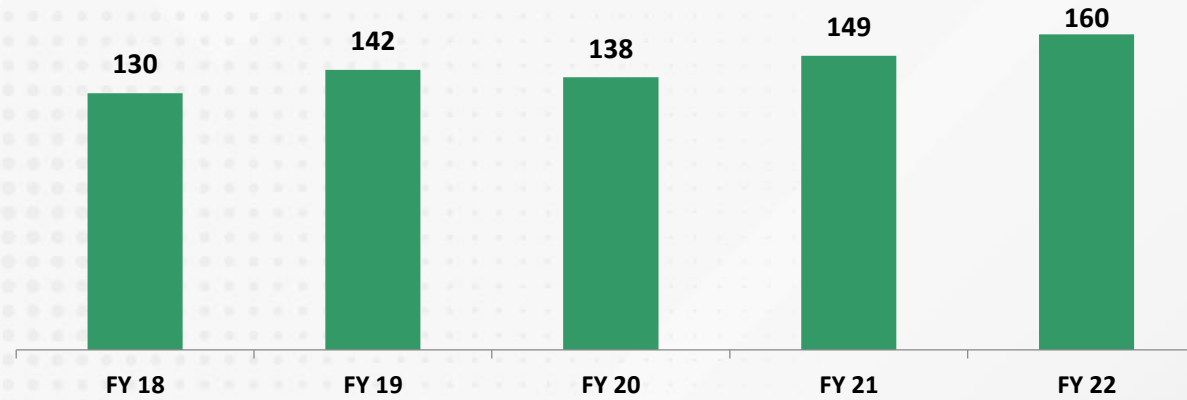
Dynamic workforce

Leading to Improved Productivity



■ Business per employee (Rs. Crore)

■ Profit per employee (Rs. Lakhs)



■ Business per branch (Rs. Crore)

Sustained Decade of Growth



Year	2012-13	2013-14	2014-15	2015-16	2016-17	2017-18	2018-19	2019-20	2020-21	2021-22
Paid up Capital	107	107	122	122	122	145	160	160	160	160
Reserves	2,978	3,219	4,124	4,451	4,723	6,066	6,205	6,440	6,760	7,436^
Owned funds	3,085	3,326	4,246	4,573	4,845	6,211	6,365	6,600	6,920	7,596
Basel III (%)	14.41 [§]	12.60	14.62	12.17	12.54	14.43	16.00	17.17	18.98	19.46
Deposits	38,653	43,758	44,690	50,079	53,700	56,890	59,868	59,075	63,278	68,676
Advances	29,706	34,226	36,691	39,476	41,435	45,973	50,616	48,516	52,820	57,550
Total Business	68,359	77,984	81,381	89,555	95,135	1,02,863	1,10,484	1,07,591	1,16,098	1,26,226
Total Income	4,695	5,680	5,977	6,150	6,405	6,600	6,779	7,145	6,389**	6,357
Operating Profit	849	838	943	1,303	1,571	1,777	1,711	1,761	1,291**	1,630
Net Profit	550	430	464	568	606	346	211	235	359	673
Cost of Deposit	8.30	8.24	7.96	7.40	6.60	5.99	5.80	5.76	4.96	4.30
Yield on Advance	12.77	12.28	12.14	11.67	11.34	10.30	9.75	9.63	8.93	8.47
Dividend (%)	140	130	130	140	130	30	30	-	25	80 [#]
Branches (No.)	551	572	629	667	711	790	778	779	780	789
EPS (Rs.)	51.35	40.08	39.86	46.59	9.95*	4.78	2.64	2.94	4.50	8.42
Return on Assets (%)	1.35	0.86	0.88	1.03	1.00	0.53	0.31	0.32	0.49	0.86
Book Value(Rs.)	287.85	308.91	348.42	375.25	79.51*	85.49	79.63	82.57	86.57	94.95
Business per employee	10.16	10.63	11.31	12.42	12.86	12.93	14.42	13.56	14.99	17.28
No of Employees	6,730	7,339	7,197	7,211	7,400	7,956	7,663	7,935	7,746	7,306

* 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

^Includes proposed dividend ; § Basel II CRAR; # proposed subject to approval at AGM

**After reclassification of depreciation on investments as an item of other income.



Thank You