



# Performance Analysis Q4FY22 & FY22

# Major Highlights

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Business Details (INR crore)			
	FY21	FY22	YOY(%)
Domestic CASA Deposits	3,68,027	4,10,123	11.4
Domestic Savings Deposits	3,06,418	3,41,343	11.4
Domestic Current Deposits	61,609	68,780	11.6
Domestic Gross Advances	6,41,076	6,84,153	6.7
Agriculture Advances	99,543	1,09,796	10.3
MSME Advances*	91,938	96,863	5.4
Retail Advances*	1,20,256	1,40,399	16.8

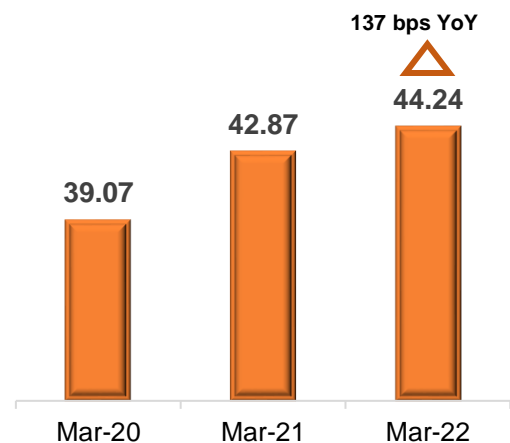
\*organic growth, excluding pool purchase

Financial performance (INR crore)			
	FY21	FY22	YOY (%)
Net Interest Income	28,809	32,622	13.2
Fee Income	5,693	6,409	12.6
Operating profit	21,199	22,389	5.6
Profit before Tax	5,556	9,387	69.0
Net profit	829	7,272	777.2
GNPA Ratio (%)	8.87	6.61	226 bps
Capital Adequacy Ratio (Standalone) (%)	14.99	15.98	99 bps
ROE**	1.50	11.66	

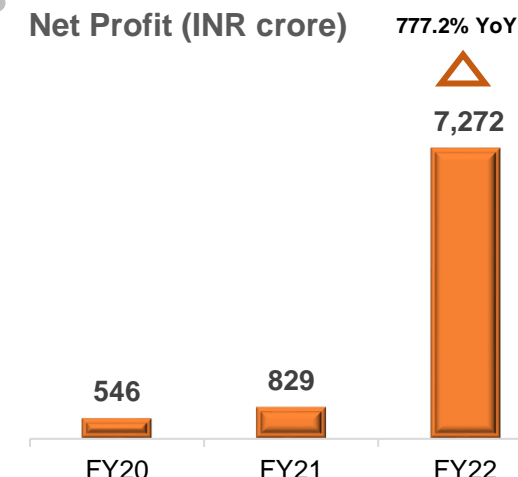
\*\*After infusion of INR 4,500 crore in CET-1 through QIP in Feb'21

## Key performance drivers

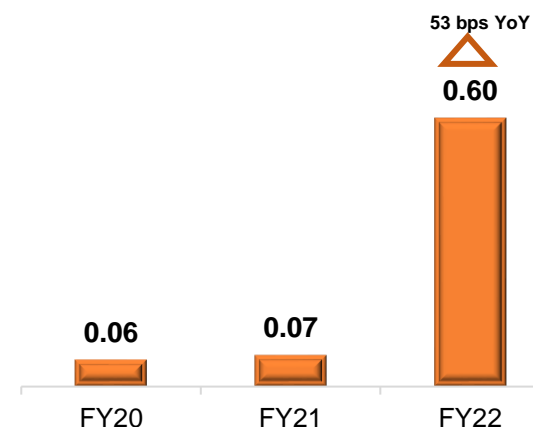
### Domestic CASA Ratio (%)



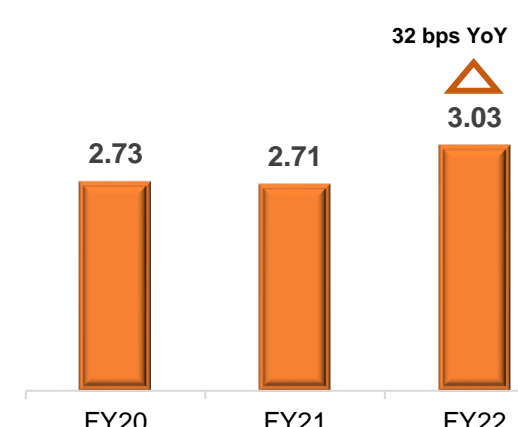
### Net Profit (INR crore)



### Return on Assets



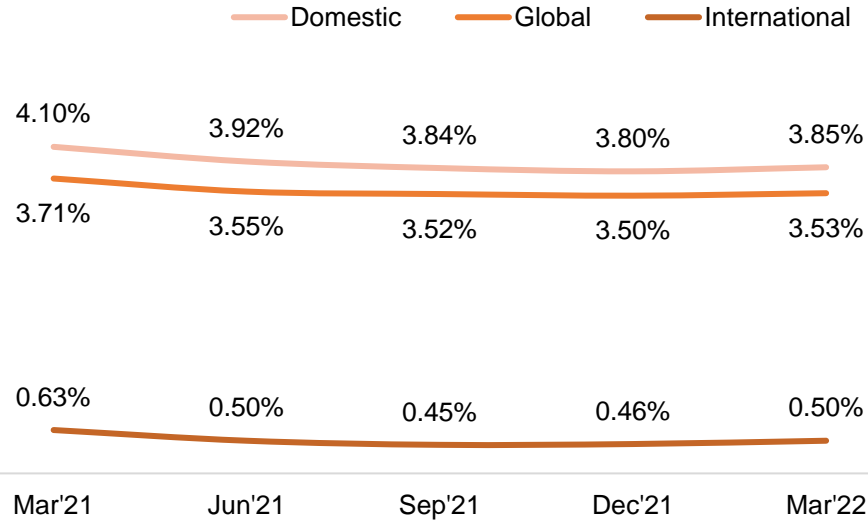
### Net Interest Margin (%)



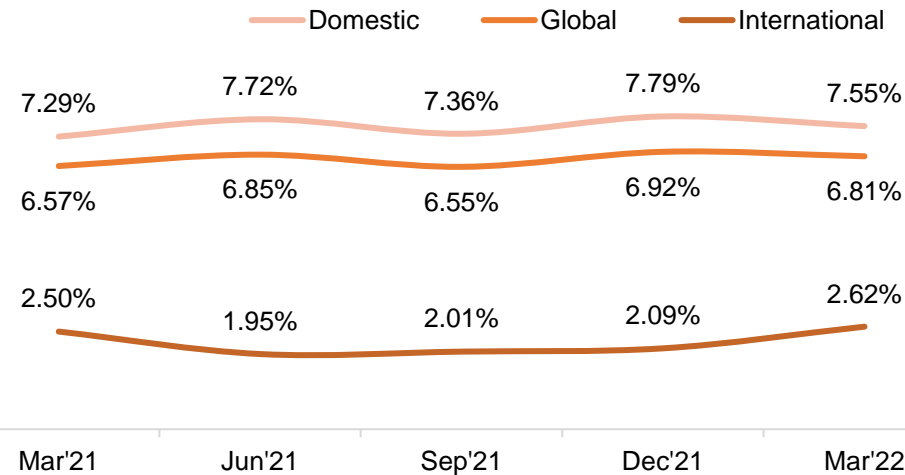
# Financial Performance

# Key Ratios - Quarterly

## Cost of Deposits

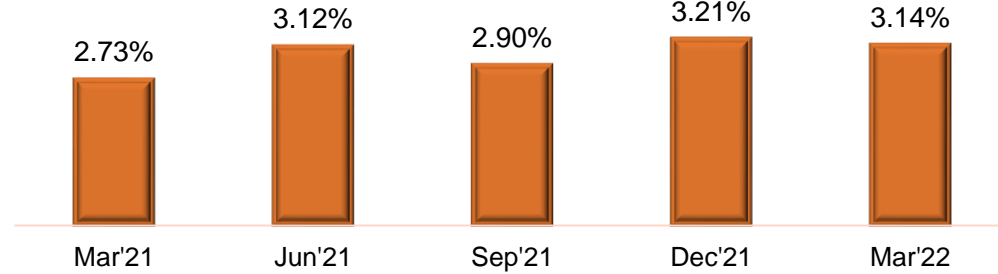


## Yield on Advances

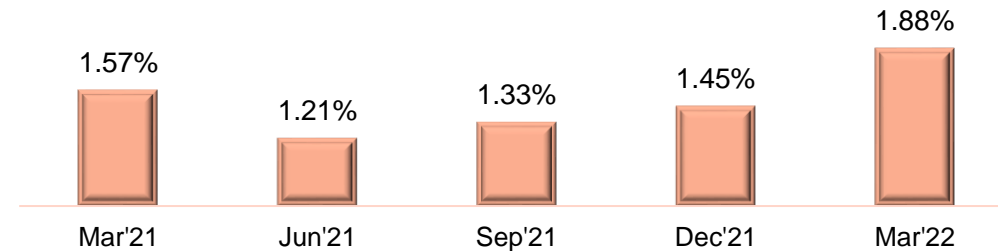


## NIM

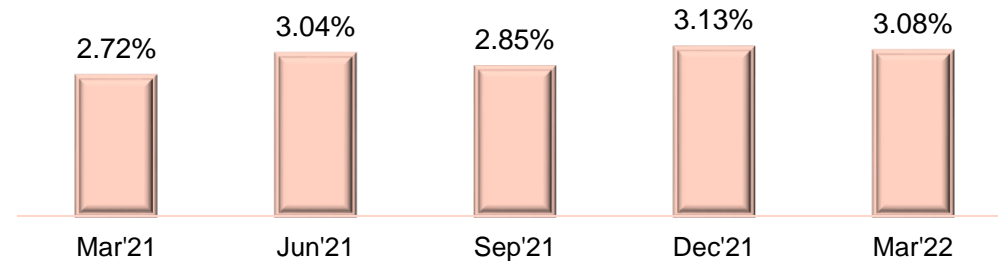
### Domestic



### International

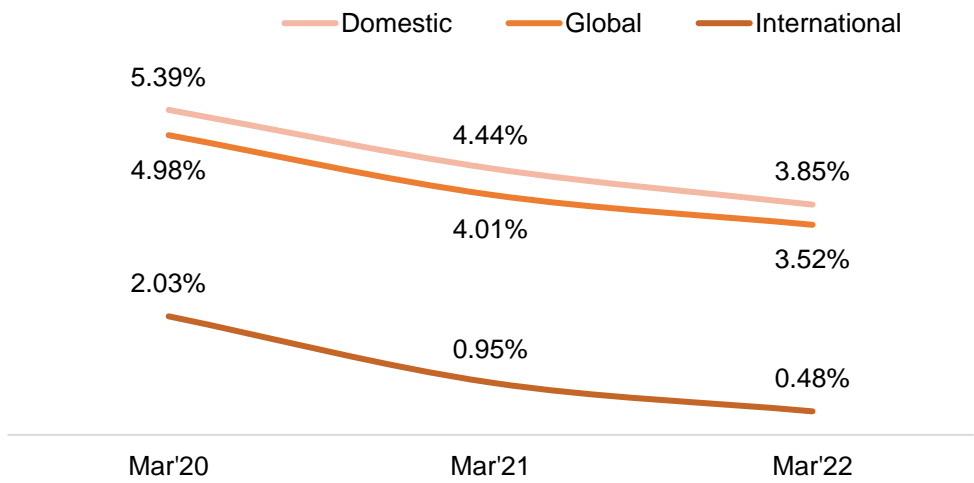


### Global

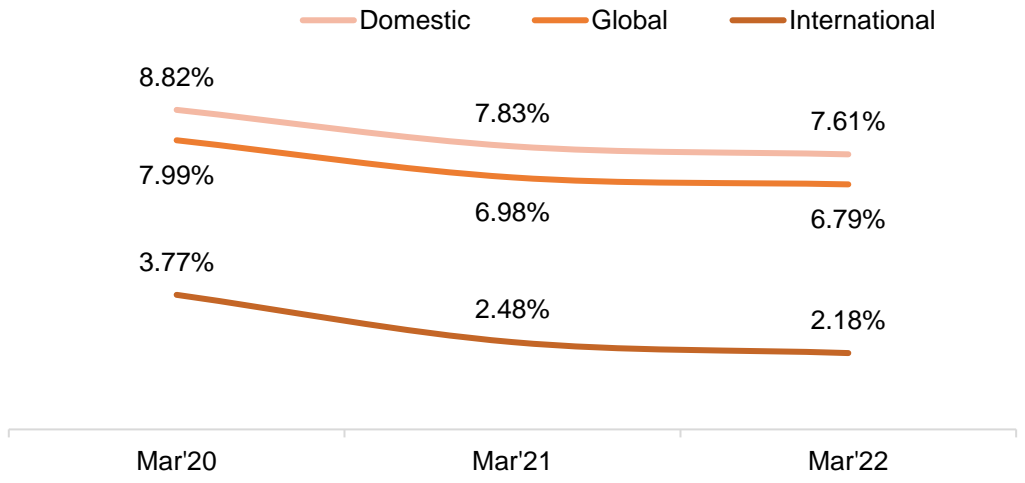


# Key Ratios - Annual

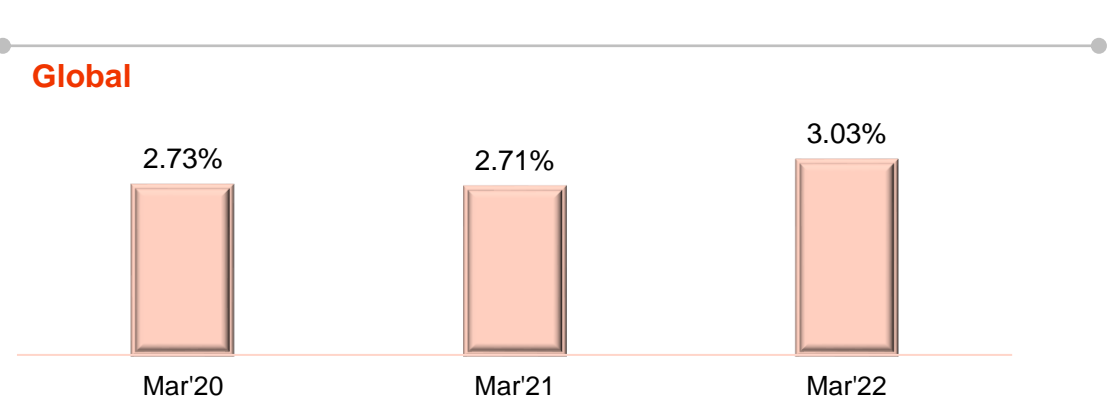
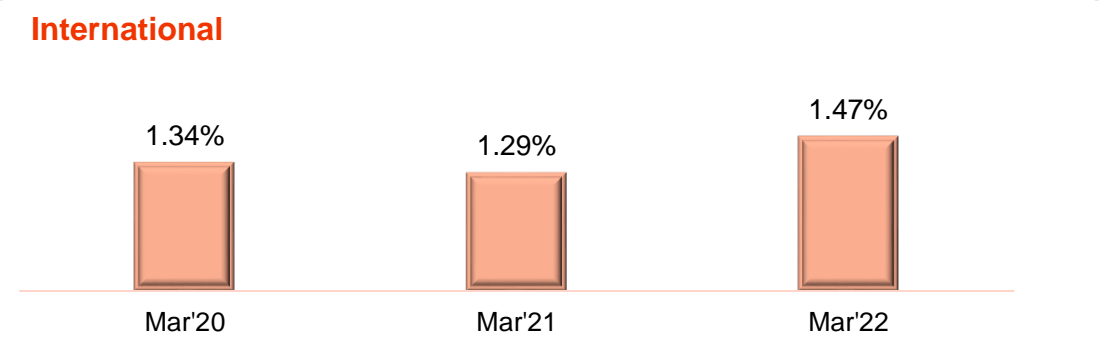
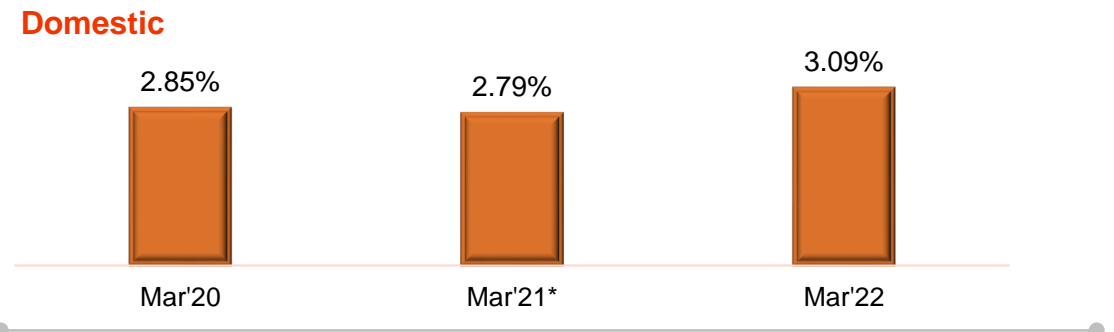
## Cost of Deposits



## Yield on Advances



## NIM



\*Excluding impact of SC verdict, Domestic NIM would have been higher by 5bps.

# Operating Performance

Particulars (INR crore)	Q4 FY21	Q3 FY22	Q4 FY22	YOY (%)
Interest on advances	11,749	12,631	12,835	9.2
Interest on investments	4,133	4,567	4,767	15.3
Other Interest income	803	765	572	-28.8
<b>Total Interest Income</b>	<b>16,685</b>	<b>17,963</b>	<b>18,174</b>	<b>8.9</b>
Interest on Deposits	8,614	8,288	8,430	-2.1
Interest on borrowings	367	552	561	52.8
Other Interest paid	597	571	571	-4.4
<b>Total Interest Expenses</b>	<b>9,578</b>	<b>9,411</b>	<b>9,562</b>	<b>-0.2</b>
<b>Net Interest Income (NII)</b>	<b>7,107</b>	<b>8,552</b>	<b>8,612</b>	<b>21.2</b>
Total Fee Income	1,747	1,557	1,848	5.8
Other Non-Interest Income	3,070	962	674	-78.0
<b>Non- Interest Income</b>	<b>4,817</b>	<b>2,519</b>	<b>2,522</b>	<b>-72.3</b>
Operating Income	11,924	11,071	11,134	-6.6
Operating Expenses	5,689	5,588	5,499	-3.3
<b>Operating Profit</b>	<b>6,235</b>	<b>5,483</b>	<b>5,635</b>	<b>-9.6</b>
Cost to Income Ratio (%)	47.71	50.47	49.39	

	FY21	FY22	YOY (%)
	50,052	49,279	-1.5
	17,077	17,617	3.2
	3,366	2,985	-11.3
	<b>70,495</b>	<b>69,881</b>	<b>-0.9</b>
	37,564	33,290	-11.4
	1,864	1,727	-7.3
	2,258	2,242	-0.7
	<b>41,686</b>	<b>37,259</b>	<b>-10.6</b>
	<b>28,809</b>	<b>32,622</b>	<b>13.2</b>
	5,693	6,409	12.6
	7,241	5,075	-29.9
	<b>12,934</b>	<b>11,484</b>	<b>-11.2</b>
	41,743	44,106	5.7
	20,544	21,716	5.7
	<b>21,199</b>	<b>22,389</b>	<b>5.6*</b>
	49.22	49.24	

\*Growth in Operating Profit for FY22 excluding revaluation of investment would have been 13.1%

# Non-Interest Income

Particulars (INR crore)	Q4 FY21	Q3 FY22	Q4 FY22	YOY (%)
Commission, Exchange, Brokerage	715	743	786	9.9
Incidental Charges	293	287	387	32.1
Other Miscellaneous Income	436	317	403	-7.6
Forex Income	303	210	272	-10.2
<b>Total Fee Income</b>	<b>1,747</b>	<b>1,557</b>	<b>1,848</b>	<b>5.8</b>
Dividend Income	5	0	6	20.0
Trading Gains – Profit from Sale of Investments	904	421	136	-85.0
Revaluation of Investment	-31	25	-819	-
Recovery from TWO	2,040	516	916	-55.1
Other Income	152	0	435	-
<b>Other Non-Interest Income</b>	<b>3,070</b>	<b>962</b>	<b>674</b>	<b>-78.0</b>
<b>Total Non-Interest Income</b>	<b>4,817</b>	<b>2,519</b>	<b>2,522</b>	<b>-47.6</b>

	FY21	FY22	YOY (%)
	2,521	2,771	9.9
	927	1,202	29.7
	1,196	1,283	7.3
	1,049	1,153	9.9
	<b>5,693</b>	<b>6,409</b>	<b>12.6</b>
	132	189	43.2
	3,376	2,729	-19.2
	570	-955	-
	2,985	2,510	-15.9
	178	602	-
	<b>7,241</b>	<b>5,075</b>	<b>-29.9</b>
	<b>12,934</b>	<b>11,484</b>	<b>-11.2</b>



# Operating Expenses

Particulars (INR crore)	Q4 FY21	Q3 FY22	Q4 FY22	YOY (%)
<b>Employee Cost</b>	<b>3,125</b>	<b>3,103</b>	<b>2,702</b>	<b>-13.5</b>
<i>of which:</i> Salaries	2,461	2,206	2,332	-5.2
Provisions for employees	664	897	370	-44.2
<b>Other Operating Expenses</b>	<b>2,564</b>	<b>2,485</b>	<b>2,797</b>	<b>9.1</b>
<i>of which :</i>				
Rent, Taxes and Lighting	417	358	431	3.4
Printing and Stationery	41	32	40	-3.3
Depreciation	333	394	413	24.0
Law charges	52	48	53	1.9
Repairs and Maintenance	302	243	256	-15.2
Insurance	434	316	428	-1.4
NFS charges/Fees	109	126	119	9.2
Other Expenditure	876	969	1,057	20.6
<b>Operating Expenses</b>	<b>5,689</b>	<b>5,588</b>	<b>5,499</b>	<b>-3.3</b>

	FY21	FY22	YOY (%)
	<b>11,446</b>	<b>11,979</b>	<b>4.7</b>
	8,576	9,216	7.5
	2,870	2,762	-3.8
	<b>9,098</b>	<b>9,737</b>	<b>7.0</b>
	1,506	1,473	-2.2
	126	122	-3.5
	1,315	1,390	5.7
	164	191	16.5
	1,110	993	-10.5
	1,354	1,379	1.8
	380	449	18.2
	3,143	3,740	19.0
	<b>20,544</b>	<b>21,716</b>	<b>5.7</b>

# Profit Position

Particulars (INR crore)	Q4 FY21	Q3 FY22	Q4 FY22	YOY (%)
<b>Operating Profit</b>	<b>6,235</b>	<b>5,483</b>	<b>5,635</b>	<b>-9.6</b>
<b>Total Provisions</b>	<b>3,555</b>	<b>2,506</b>	<b>3,736</b>	<b>5.1</b>
of which				
Provision for NPA & Bad Debts Written-off	4,593	4,283	5,200	13.2
Provision for Standard Advances	-1,663	-1,936	-1,744	4.9
Provision for Investment	442	447	117	-73.5
Other Provisions	183	-288	163	-11.0
<b>Profit before Tax</b>	<b>2,680</b>	<b>2,976</b>	<b>1,899</b>	<b>-29.1</b>
Tax Provisions	3,726	779	120	-96.8
<b>Net Profit</b>	<b>-1,047</b>	<b>2,197</b>	<b>1,779</b>	

	FY21	FY22	YOY (%)
	<b>21,199</b>	<b>22,389</b>	<b>5.6</b>
	<b>15,643</b>	<b>13,002</b>	<b>-16.9</b>
	12,408	14,640	18.0
	2,158	-2,672	-223.8
	879	559	-36.4
	198	475	139.3
	<b>5,556</b>	<b>9,387</b>	<b>69.0</b>
	4,727	2,114	-55.3
	<b>829</b>	<b>7,272</b>	<b>777.2</b>

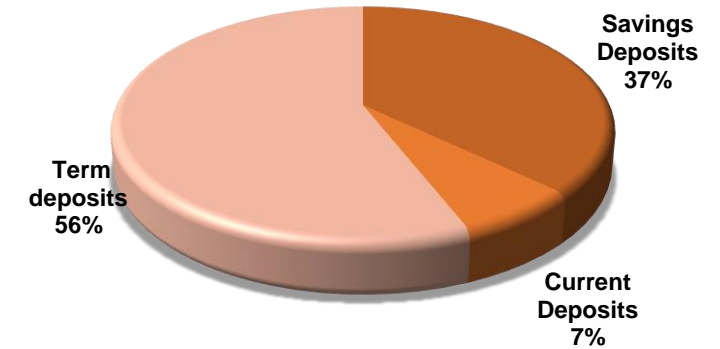
# Business Performance

# Deposits

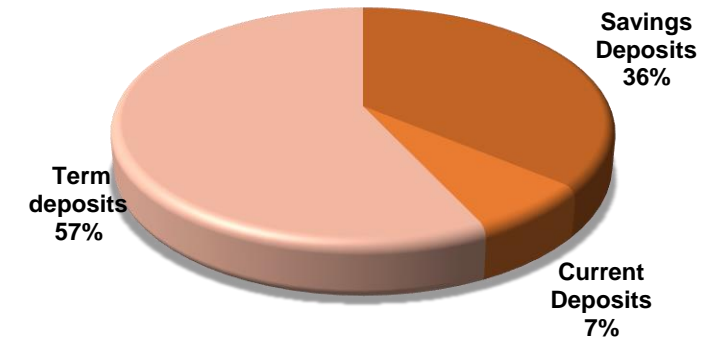
Particulars (INR crore)	Mar'21	Mar'22	YOY (%)
Domestic CASA Deposits	3,68,027	4,10,123	11.4
Domestic Saving Deposits	3,06,418	3,41,343	11.4
Domestic Current Deposits	61,609	68,780	11.6
Term Deposits	4,90,386	5,16,888	5.4
Retail Term Deposits	3,91,670	4,05,187	3.5
Bulk Deposits (including CD)	98,716	1,11,701	13.2
<b>Domestic Deposits</b>	<b>8,58,413</b>	<b>9,27,011</b>	<b>8.0</b>
<b>International Deposits</b>	<b>1,08,583</b>	<b>1,18,928</b>	<b>9.5</b>
<b>Total Deposits</b>	<b>9,66,996</b>	<b>10,45,939</b>	<b>8.2</b>
<b>Domestic CASA(%)</b>	<b>42.87%</b>	<b>44.24%</b>	<b>137 bps</b>
<b>Global CASA (%)</b>	<b>40.15%</b>	<b>41.46%</b>	<b>131 bps</b>

	Dec'21	Mar'22	QOQ (%)
Domestic CASA Deposits	3,88,169	4,10,123	5.7
Domestic Saving Deposits	3,22,909	3,41,343	5.7
Domestic Current Deposits	65,260	68,780	5.4
Term Deposits	4,88,386	5,16,888	5.8
Retail Term Deposits	3,99,749	4,05,187	1.4
Bulk Deposits (including CD)	88,637	1,11,701	26.0
<b>Domestic Deposits</b>	<b>8,76,555</b>	<b>9,27,011</b>	<b>5.8</b>
<b>International Deposits</b>	<b>1,01,479</b>	<b>1,18,928</b>	<b>17.2</b>
<b>Total Deposits</b>	<b>9,78,034</b>	<b>10,45,939</b>	<b>6.9</b>
<b>Domestic CASA(%)</b>	<b>44.28%</b>	<b>44.24%</b>	<b>-4 bps</b>
<b>Global CASA (%)</b>	<b>41.98%</b>	<b>41.46%</b>	<b>52 bps</b>

% share in Domestic Deposits in Mar'22



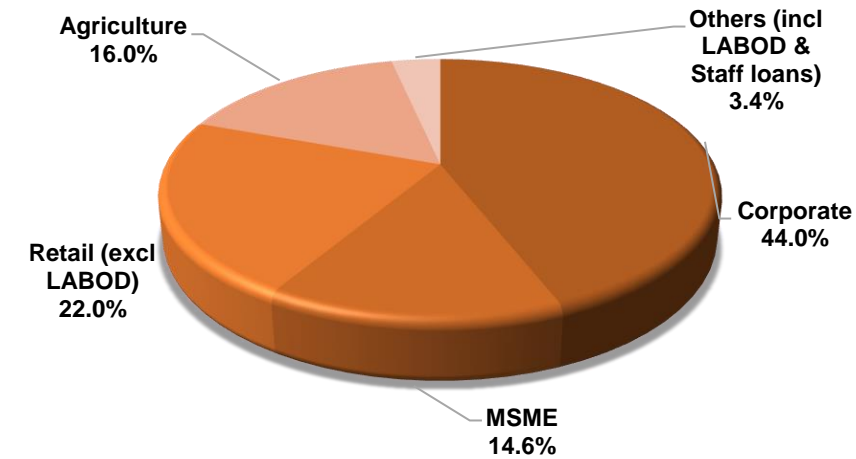
% share in Domestic Deposits in Mar'21



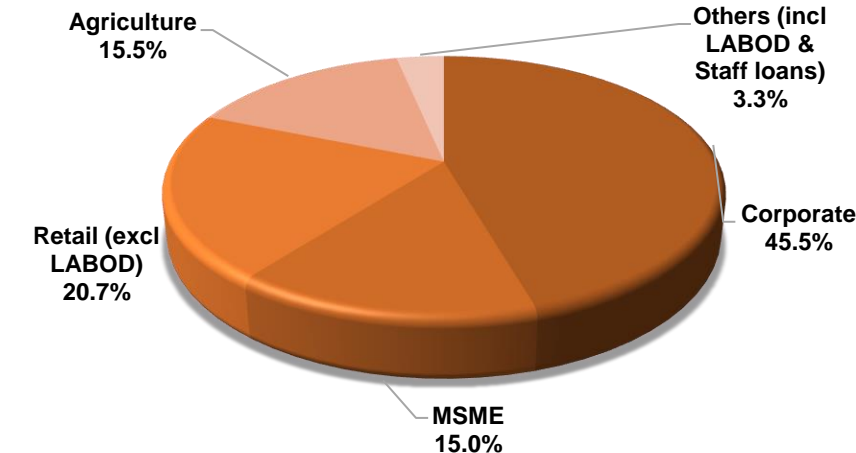
# Advances

Particulars (INR crore)	Mar'21	Mar'22	YOY (%)	Dec'21	Mar'22	QOQ (%)
Retail*	1,20,256	1,40,399	16.8	1,28,960	1,40,399	8.9
Home Loans*	73,714	82,009	11.3	76,898	82,009	6.6
Auto Loans*	21,031	25,130	19.5	23,384	25,130	7.5
Mortgages Loans*	12,760	14,242	11.6	13,446	14,242	5.9
Education Loans	5,766	6,731	16.7	6,398	6,731	5.2
Personal Loans	4,685	9,748	108.1	6,390	9,748	52.6
Gold Loans	1,101	1,371	24.5	1,277	1,371	7.4
Others	1,199	1,168	-2.6	1,167	1,168	0.1
Agriculture	99,543	1,09,796	10.3	1,05,694	1,09,796	3.9
Gold Loans	22,492	27,946	24.2	26,065	27,946	7.2
MSME*	91,938	96,863	5.4	92,688	96,863	4.5
Corporate	2,91,615	3,00,693	3.1	2,90,601	3,00,693	3.5
Others	37,724	36,402	-3.5	36,372	36,402	0.1
<b>Gross Domestic Advances</b>	<b>6,41,076</b>	<b>6,84,153</b>	<b>6.7</b>	<b>6,54,315</b>	<b>6,84,153</b>	<b>4.6</b>
<b>International Gross Advances</b>	<b>1,10,514</b>	<b>1,33,968</b>	<b>21.2</b>	<b>1,17,679</b>	<b>1,33,968</b>	<b>13.8</b>
<b>Global Gross Advances</b>	<b>7,51,590</b>	<b>8,18,120</b>	<b>8.9</b>	<b>7,71,994</b>	<b>8,18,120</b>	<b>6.0</b>

% share in Gross Domestic Credit in Mar'22



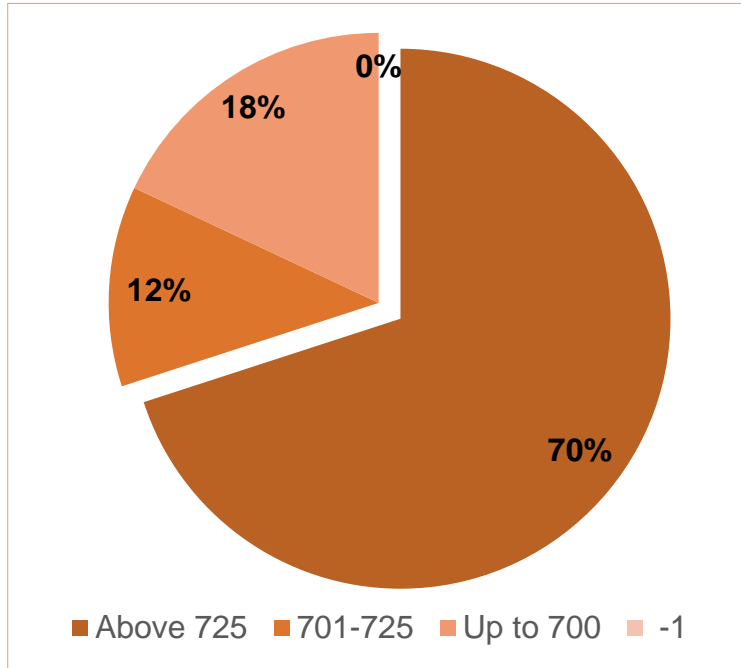
% share in Gross Domestic Credit in Mar'21



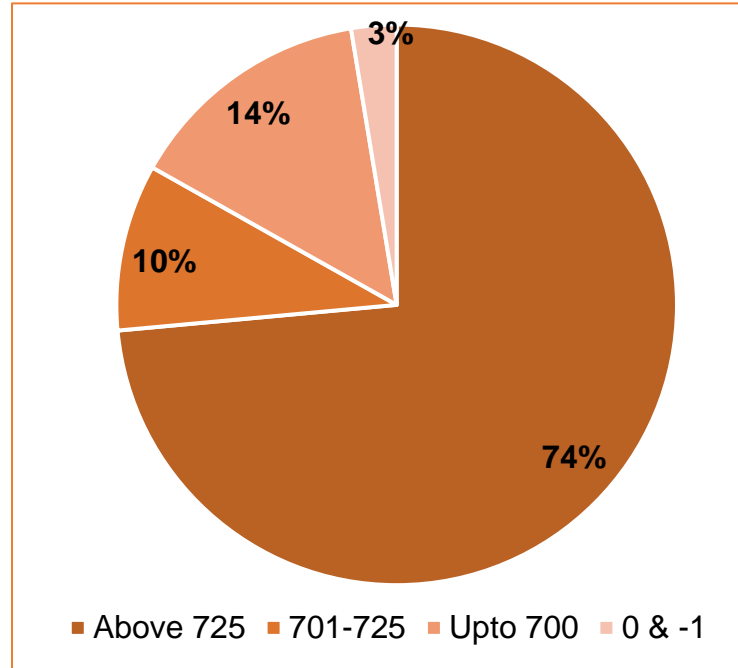
\*ex-pool purchase. Retail including pool stands at INR 1,50,253 crore. MSME including pool at INR 1,00,131 crore as on Mar 31, 2022

# Risk profile – Retail loans

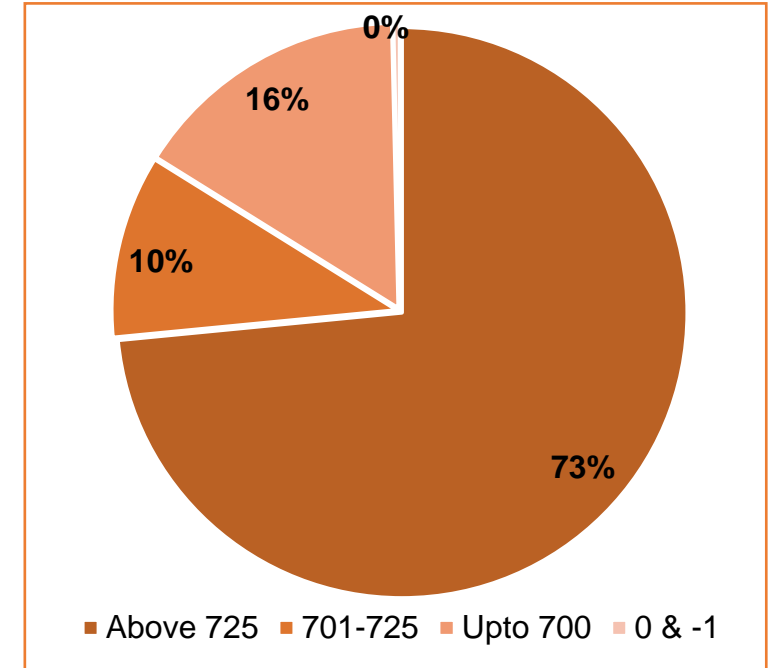
As on 31.03.2021



As on 31.12.2021



As on 31.03.2022



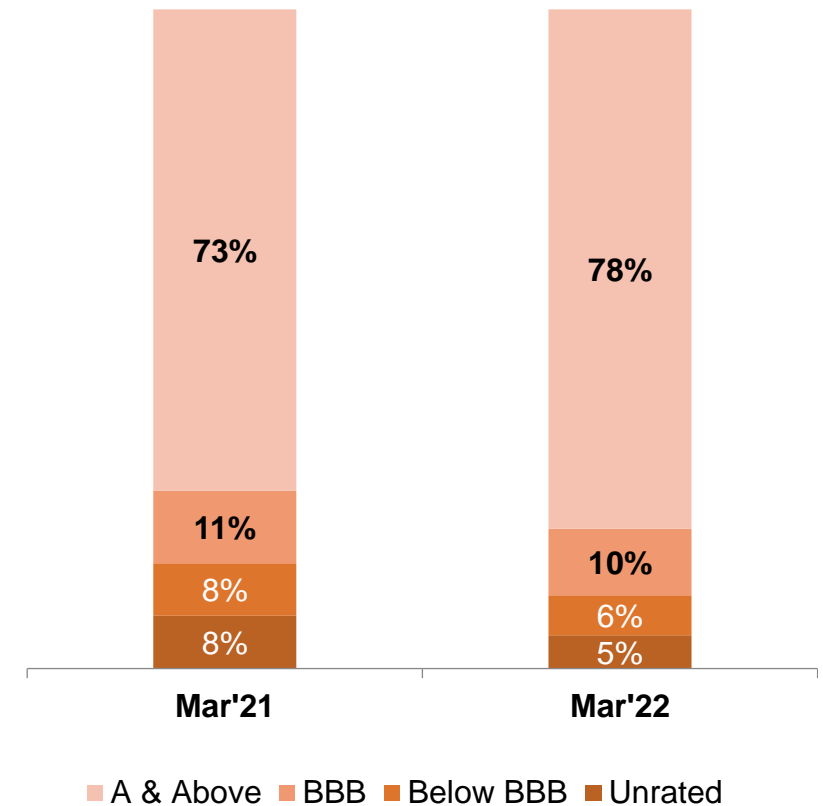
\*Based on Amt.

\*CIBIL scores (V1) as on 01.04.2019 have been converted into corresponding Credit Vision CIBIL Scores

# Industry-wise outstanding

Particulars (INR crore)	Mar '21		Mar '22	
	Outstanding	Share	Outstanding	Share
Infrastructure of which	70,730	11.03%	1,03,549	15.14%
1. Power	32,247	5.03%	50,260	7.35%
2. Telecom	11,049	1.72%	10,871	1.59%
3. Roads & Ports	12,965	2.02%	26,482	3.87%
4. Other Infrastructure	14,468	2.26%	15,937	2.33%
Basic Metals & Metal Industry	16,586	2.59%	9,801	1.43%
<i>of which</i>				
Iron & Steel	14,468	2.26%	7,920	1.16%
Textiles	18,259	2.85%	17,161	2.51%
Petroleum & Petrochemicals	6,114	0.95%	10,947	1.60%
All Engineering	7,744	1.21%	6,706	0.98%
Food Processing	13,062	2.04%	15,151	2.21%
Chemicals and Chemical Products	12,021	1.88%	11,541	1.69%
Trade (Wholesale)	20,385	3.18%	18,063	2.64%
NBFC	82,228	12.83%	83,978	12.27%
Other Industries / Sectors	1,61,839	25.24%	1,47,207	21.52%
Retail Loans	1,32,565	20.68%	1,50,253	21.96%
Agriculture	99,543	15.53%	1,09,796	16.05%
<b>Gross Domestic Advances</b>	<b>6,41,076</b>	<b>100.00%</b>	<b>6,84,153</b>	<b>100.00%</b>

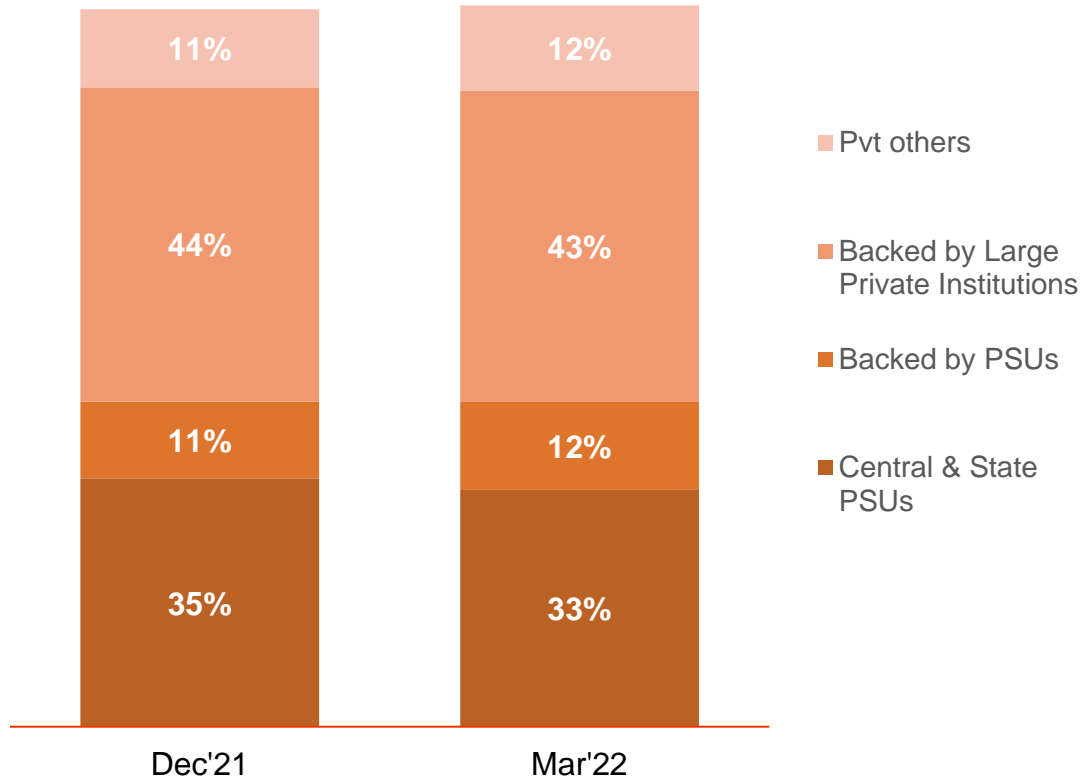
## Rating Profile



\*External Rating Distribution of Domestic Advances above INR 50 Crore

# Segment wise breakup & Ratings of NBFC Standard Outstanding

## NBFC Portfolio by Ownership



## Rating Profile of NBFCs Standard Outstanding\*

Particulars	Dec'21		Mar'22	
	Outstanding (INR cr)	% Share	Outstanding (INR cr)	% Share
AAA	65,236	65.99	68,863	65.89
AA	21,176	21.42	23,237	22.23
A	8,912	9.02	8,985	8.60
BBB	1,849	1.87	1,262	1.21
BB & below	1,684	1.70	2,169	2.08
<b>Total</b>	<b>98,858</b>	<b>100.00</b>	<b>1,04,515</b>	<b>100.00</b>

\*Includes outstanding in Domestic & International Branches



# Treasury operations

Particulars (INR crore)	Mar '21	Dec '21	Mar '22
<b>Domestic Investments</b>	<b>2,51,708</b>	<b>2,94,923</b>	<b>3,04,062</b>
of which SLR	2,04,131	2,45,399	2,51,490
Non SLR	47,577	49,524	52,572
Held To Maturity (HTM)	1,48,805	1,83,712	1,99,275
Available For Sale (AFS)	1,02,702	1,10,847	1,04,595
Held For trading (HFT)	201	364	192
<b>International Investments</b>	<b>13,186</b>	<b>16,099</b>	<b>14,719</b>
<b>Global Investments</b>	<b>2,64,894</b>	<b>3,11,022</b>	<b>3,18,781</b>

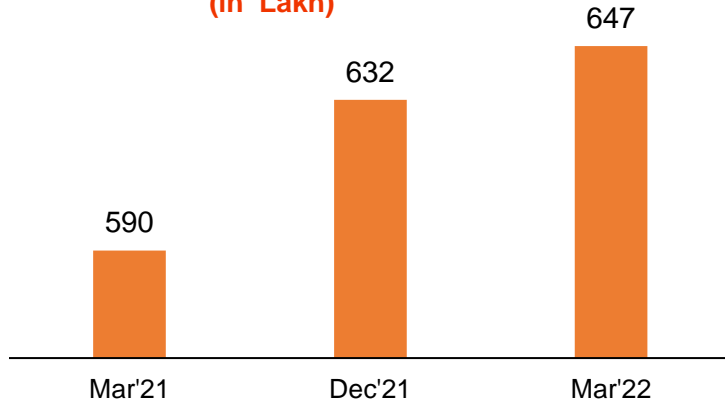
- Domestic investment book comprises of 65.54% in HTM; 34.40% in AFS and 0.06% in HFT.
- The percentage of Investments in SLR Securities to NDTL at Mar 31, 2022 was at 27.49%.

Modified Duration			
Particulars	Mar '21	Dec '21	Mar '22
AFS	1.30	1.86	1.77
HTM	4.42	5.16	4.96
Total Investment	3.22	3.98	3.94

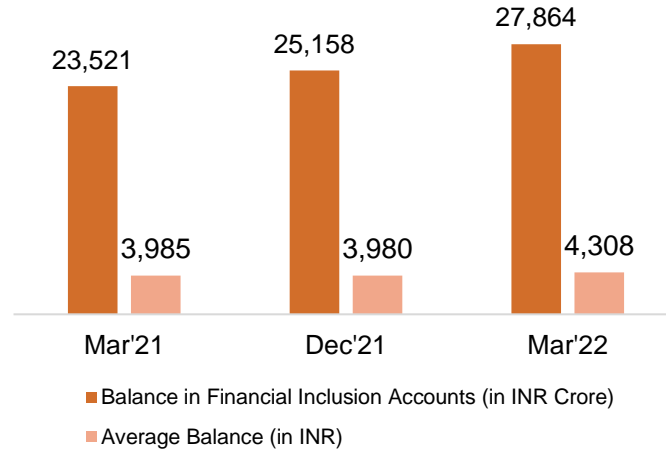
Yield on Investment			
Particulars	Mar '21	Dec '21	Mar '22
Domestic	6.56%	6.51%	6.43%
International	2.95%	2.28%	2.50%
Global	6.51%	6.25%	6.31%

# Financial Inclusion

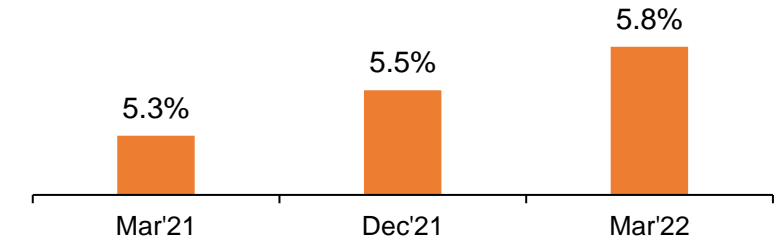
**Total Financial Inclusion Accounts (in Lakh)**



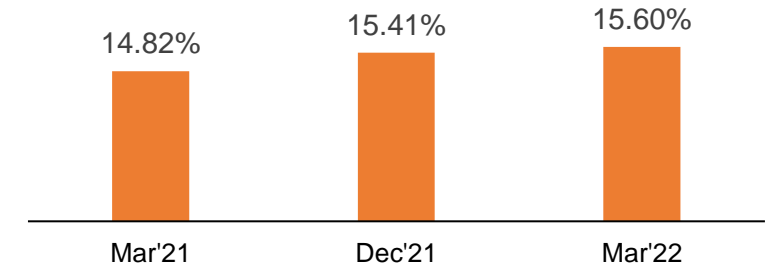
**Balance /Avg Balance in FI accounts**



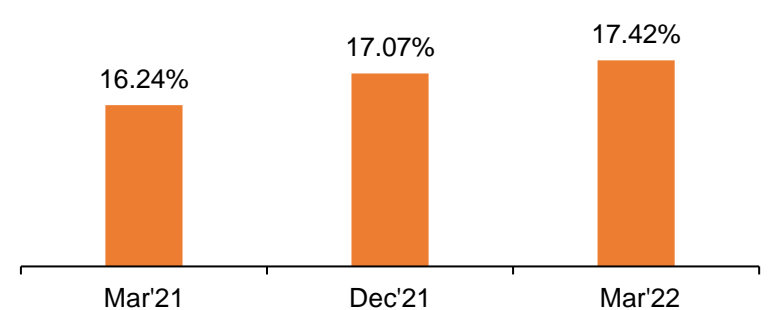
**Zero Balance Accounts (%)**



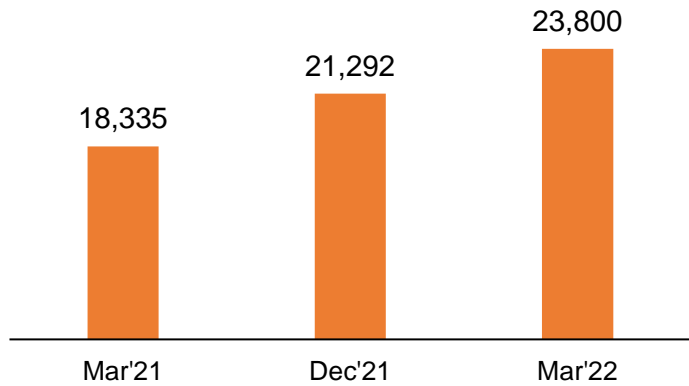
**Market Share\* of BOB in PMJDY Accounts (%)**



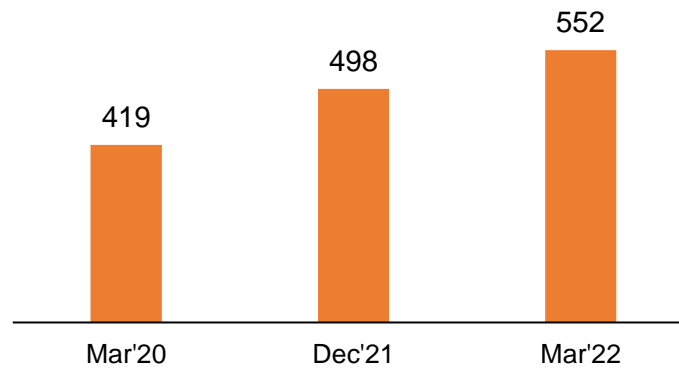
**Market Share\* of BOB in PMJDY Deposits (%)**



**Transactions – By Amount (in INR crore)**



**No of Transactions Through Business Correspondents (in lakhs)**



In Q4FY22, Bank's 85 FLC centres across the country conducted 1,456 meetings/camps to educate 38,958 people. Further, our 64 RSETIs have trained 13,189 youth through 485 training programmes.

\* amongst PSBs

# Asset Quality

# Movement of NPAs

Particulars (INR crore)	Q4 FY21	Q3 FY22	Q4 FY22	FY21		FY22	
A. Opening Balance	63,182	59,504	55,997	69,381	66,671		
B. Additions	12,274	3,491	5,780	20,005	14,255		
Out of which, Fresh Slippages	11,656	2,830	4,514	18,101	11,046		
C. Reductions	8,785	6,998	7,717	22,716	26,867		
Recovery	2,759	2,032	2,136	5,867	6,054		
Upgradation	279	1,272	1,112	1,423	2,394		
Write-Offs	5,747	3,694	4,425	14,878	17,967		
Other Adju/ Exchange difference	0	0	45	548	452		
<b>Closing Balance (Gross NPA)</b>	<b>66,671</b>	<b>55,997</b>	<b>54,059</b>	<b>66,671</b>	<b>54,059</b>		
Net NPA	21,800	16,465	13,365	21,800	13,365		
Recovery in TWO*	2,040	516	916	2,985	2,510		
<b>Slippage Ratio(%)</b>	<b>6.83</b>	<b>1.68</b>	<b>2.52</b>	<b>2.71</b>	<b>1.61</b>		
<b>Credit cost (%)</b>	<b>2.46</b>	<b>2.33</b>	<b>2.69</b>	<b>1.68</b>	<b>1.95</b>		
<b>Gross NPA Ratio (%)</b>	<b>8.87</b>	<b>7.25</b>	<b>6.61</b>	<b>8.87</b>	<b>6.61</b>		
<b>Net NPA Ratio (%)</b>	<b>3.09</b>	<b>2.25</b>	<b>1.72</b>	<b>3.09</b>	<b>1.72</b>		
Provision Coverage Ratio (Including TWO) (%)	81.80	85.95	88.71	81.80	88.71		
Provision Coverage Ratio (Excluding TWO) (%)	67.30	70.60	75.28	67.30	75.28		

\* Technical Write off accounts

# Sectoral & Industry wise Contribution of NPAs

Sector-wise NPA			
Particulars (INR crore)	Q4 FY21	Q3 FY22	Q4 FY22
Corporate	27,234	16,389	14,533
MSME	13,025	13,320	12,882
Retail	3,044	3,762	3,686
Agriculture	8,450	9,317	9,321
Others	593	520	849
<b>Total Domestic</b>	<b>52,346</b>	<b>43,307</b>	<b>41,271</b>
International	14,325	12,689	12,788
<b>Global</b>	<b>66,671</b>	<b>55,997</b>	<b>54,059</b>

Industry- wise NPA			
Particulars (INR crore)	Q4 FY21	Q3 FY22	Q4 FY22
Infrastructure of which	6,509	4,675	3,576
1. Power	2,373	2,771	2,036
2. Telecom	1,839	1	2
3. Roads & Ports	1,662	1,467	1,281
4. Other Infrastructure	636	436	258
Basic Metals & Metal Industry	2,539	1,708	1,428
<b>of which</b>			
Iron & Steel	2,126	1,408	1,179
Textiles	3,642	3,152	2,306
Petroleum & Petrochemicals	96	96	96
All Engineering	2,413	1,499	1,352
Food Processing	1,687	1,714	1,584
Chemicals and Chemical Products	989	520	486
Trade (Wholesale)	2,537	415	2,129

# Asset Quality : Sectoral Fresh Slippages

Particulars (INR crore)	Fresh Slippages			FY21	FY22
	Q4 FY21	Q3 FY22	Q4 FY22		
Corporate	5,817	602	2,055	5,923	3,601
MSME	2,846	1,013	1,271	3,103	3,294
Retail	1,184	501	466	1,247	1,387
Agriculture	1,115	615	636	1,160	2,344
Others	6	10	10	14	30
<b>Total Domestic</b>	<b>10,969</b>	<b>2,741</b>	<b>4,438</b>	<b>11,447</b>	<b>10,656</b>
International	687	89	76	6,653	390
<b>Global</b>	<b>11,656</b>	<b>2,830</b>	<b>4,514</b>	<b>18,101</b>	<b>11,046</b>

The GNPA ratio for Housing loans (ex-pool) is 2.01%, Auto loans is 2.21%; Personal loans (including Gold Loan) is 1.39% ; Retail Gold loan is 1.47% as of March 2022

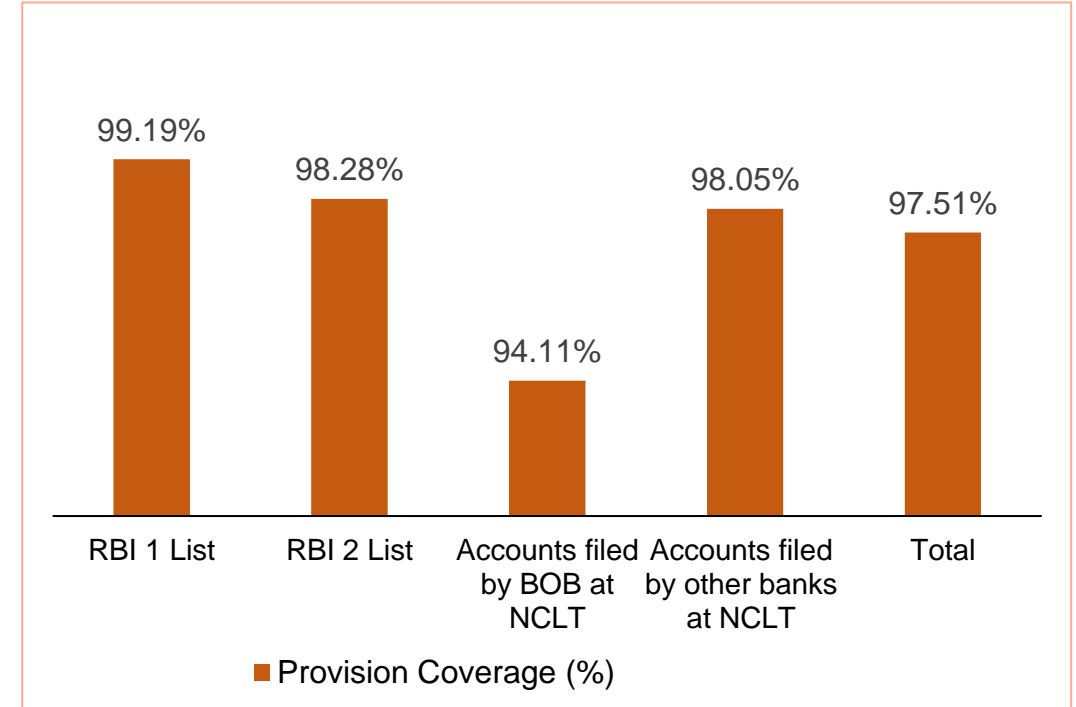
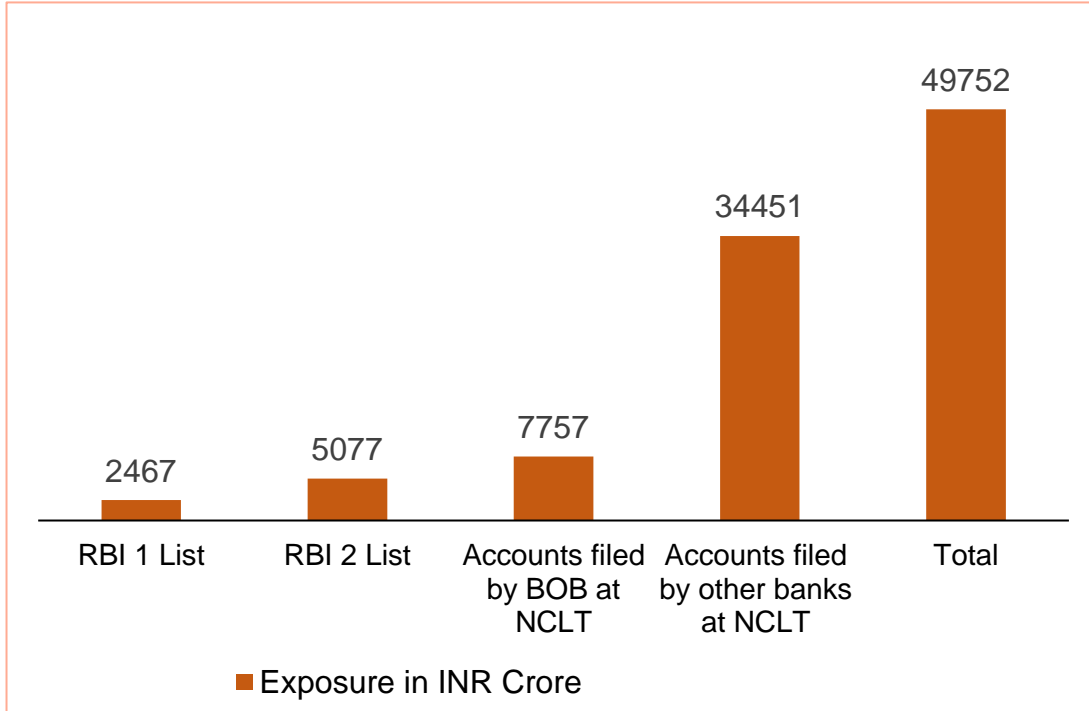
CRILC o/s SMA1 and SMA 2 (%)



SMA1 and SMA2 as a per cent of Standard advances (Accounts with outstanding above INR 5 crore CRILC data.)

Collection efficiency (excluding Agriculture) stands at 97% as of March 2022.

# Exposure to NCLT Accounts

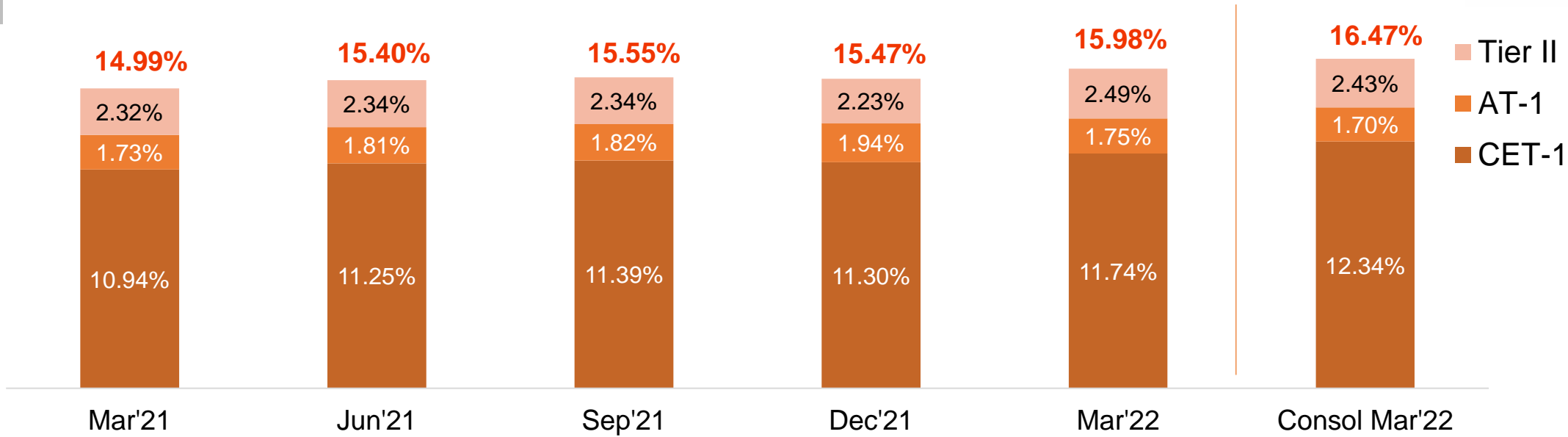


Provision coverage ratio under NCLT accounts is 97.51%.

# Capital Adequacy



# Capital Adequacy



Particulars (INR crore)	Mar '21	Dec '21	Mar '22	Mar '22 (Consolidated)
Common Equity Tier I Capital (CET 1)	67,944	68,061	74,298	81,083
Tier I Capital	78,660	79,778	85,385	92,170
Tier II Capital	14,390	13,450	15,809	16,030
<b>Total Capital</b>	<b>93,051</b>	<b>93,227</b>	<b>1,01,194</b>	<b>1,08,200</b>

➤ Bank has raised capital through Additional Tier – 1 (AT-1) bonds of amount INR 2,749 crore in FY22

bob World

# bob World – Engagement leads to more Product Sales

## Credit Report for customers

20 lakhs users have availed the services

## Offers to customers basis credit report

Customized offers to be designed for 20 lakh users for whom the bank has the credit reports

## Ability of send push notifications

214 types of push notification in 10 separate categories

## E-commerce – Offer basis buying behavior of customers

~32 lakhs users have registered for merchant services and ~6.5 lakhs unique users have been proactively shopping through compare and shop services



**“Best Technology Bank” for the 2<sup>nd</sup> year in a row at IBA’s Annual Banking Technology Conference**

App Downloads	Activated Users	Daily Active Users	PL through bob World
<b>34 Million</b>	<b>19.6 Million</b>	<b>3.7 Million</b> <small>With 73 lakhs daily txns (financial &amp; non-financial)</small>	<b>82%</b>
%IMPS txns through bob World	%Billpay txns through bob World	Market Share*	%FDs opened through bob World
<b>87%</b>	<b>82%</b>	<b>17.17%</b>	<b>13%</b>
Digital Passbook accessed through bob World	UPI handle generated through bob World	Average Engagement Ratio	PPF Account Opening through bob World
<b>83%</b>	<b>81%</b>	<b>9</b>	<b>36%</b>

\*Of total Mobile Banking app downloaded by users in Q4FY22

# Digital Milestones

# Digital Milestones...1/2

**1<sup>st</sup>**

Rank in e-stamping usage

Mar'22

Source: NeSL

**1<sup>st</sup>**

Rank in e-sign Infra usage

Mar'22

Source: NeSL

**2<sup>nd</sup>**

Rank in Mobile Banking Downloads

Q4FY22

**2<sup>nd</sup>**

Rank in Debit Card Issuance

Mar'22

Source: RBI

**3<sup>rd</sup>**

Rank in UPI remittance

Mar'22

Source: NPCI

**99.64%**

UPI Remittance Success Rate

Mar'22

Source: RBI

**88%**

Transactions done digitally

Q4 FY22

**92%**

New SA acquisition (Digitally)

Q4 FY22

**85%**

New CA acquisition (Digitally)

Q4 FY22

# Digital Milestones....2/2

**83%**

Passbook updates  
done digitally

As of 31.03.2022

**69%**

Digital FDs

Q4FY22

**73%**

New SHG  
acquisition  
(Digitally)

As of 31.03.2022

**36%**

Digitally active  
customers

As of 31.03.2022

**97%**

Digital PL

As of 31.03.2022

**58%**

Digital Retail Loans  
Sanctioned

As of 31.03.2022

**38%**

MSME Loans Processed  
Digitally

as of 31.03.2022

**33%**

MSME Loans  
renewed digitally

as of 31.03.2022

**22%**

Number of merchants using  
POS, BHIM Baroda Pay, QR,  
IPG

as of 31.03.2022

# Environmental, Social and Governance (ESG)



# Environmental, Social & Governance (ESG) Initiatives

## Environment

- Bank does not finance borrowers for setting up new units producing / consuming Ozone Depleting Substances (ODS) and small / medium scale units engaged in the manufacturing of aerosol units using Chlorofluorocarbons (CFC) as a policy to **reduce greenhouse effect.**
- Bank has **Green Building Certificate GOLD** rating for Baroda Corporate Centre and **SILVER** rating for Baroda Sun Tower Building through IGBC (Indian Green Building Council). -4- of Bank's buildings in India have green building rating and -43- more buildings are identified for Green Building.
- **145 branches** in rural/semi urban areas are being **run on Solar Energy only.** Total 960 Tons of Carbon Dioxide Emission reduced as a result of using Green Energy/renewable/solar energy.
- A **Bio-Gas plant (capacity of 500Kg wet waste)** is installed at **Bank's building at BKC, Mumbai** which produces cooking gas that is used in Bank's canteen and organic manure is used in garden/lawns

## Social

- **Bank's RSETIs have been graded as "AA" (outstanding) by Ministry of Rural Development, GOI** based on the overall performance of the RSETIs. Bank's 64 RSETIs have trained 13,189 youth through 485 training programs in Q4FY22
- In Q4FY22, Bank's 85 **Financial Literacy Centres** across the country conducted 1,456 meetings/camps to educate 38,958 people.
- Bank has also rolled out a **scholarship scheme for Girl Student School Toppers of class X and XII studying in Government schools in 9 Aspirational Districts** in the states of Gujarat, Uttar Pradesh and Rajasthan
- Bank has credit linked 92,615 SHGs by granting loans amounting to INR 2,782 crore during FY 2022. Bank has been **awarded as "One of the Best Performing Bank in Public Sector Bank Category for SHG Credit Linkage"** by MoRD for third year in a row

## Governance

- The Bank's **code of commitment to customers and MSME's, citizen charter, grievance redressal policy, and banking ombudsman scheme are available on the Bank's website** to promote fair banking practices by maintaining transparency in various products, services and policies
- Bank recognizes that **Ethics & values are key to long-term and sustainable growth.** Corporate Ethics department launched to reinforce the importance of 'Ethics' as an integral part of our operations.
- **Apex Level Ethics Committee** set up with representation from diverse sections of the workforce and reflects inclusiveness and collaboration as a central theme for this whole ethics journey in the Bank.

# Consolidated Financials

# Subsidiaries and JVs Performance



## IndiaFirst Life Insurance Co. Ltd. (Subsidiary Holding - 65%)

- ❑ IndiaFirst Life recorded YoY growth of 50% in Individual New Business APE and 47% YoY Growth on Total New Business APE for FY 22
- ❑ AUM as of March 31, 2022 stands at INR 18,932 crore, with 11% YoY growth.
- ❑ IndiaFirst improved its FY22 ranking by 1 position to 11th on Individual New Business APE as compared to FY21 (amongst private peers)
- ❑ Market share amongst Private Insurers stands at 2.4% (Individual NB APE terms)
- ❑ Gross premium income stands at INR 1,656.4 crore for Q4FY22 and INR 5,186.6 crore for FY22



BOB Financial  
— Credit reimagined —

A wholly owned subsidiary of Bank of Baroda

## BOB Financial Solutions Limited (Subsidiary Holding – 100%)

- ❑ Crossed milestone of One million cards - Number of Cards as of March 31,2022 stood at 11,03,921.
- ❑ New Credit Cards issuance in grew by 132% YoY.
- ❑ Spends in Q4FY22 grew by 83% compared to Q4FY21
- ❑ Unaudited Net Profit for FY22 stands at INR 10.07 crore.
- ❑ Credit rating of A1+
- ❑ Unaudited CRAR as of March 31, 2022 is at 22.18%



## Baroda Asset Management India Limited (Subsidiary Holding – 50.1%)

- ❑ Merged with BNP Paribas AMC with effect from March 14, 2022.
- ❑ Total revenue of the merged entity for FY22 is INR 103.14 crore.
- ❑ Net worth of the merged entity is INR 146.76 crore as on 31st Mar 2022
- ❑ Average Assets Under Maintenance (AAUM) of the merged entity stands at INR 21,393 crore.

# Subsidiaries and JVs Performance



## India Infradebt Limited (Joint Venture of 40.99%)

- ❑ India Infradebt focused on disbursement in renewable energy sector during the quarter.
- ❑ Total Income during FY22 stood at INR 385 Crore.
- ❑ Operating profit in FY22 increased by 11% YoY to INR 349 Crore.
- ❑ Net profit stands at INR 317 crore.



## Baroda Global Shared Services Limited (Subsidiary Holding – 100%)

- ❑ BGSSL total income (PBT) grew 72% YoY in FY22
- ❑ Total Revenue grew by 71% YoY in FY22 and stood at INR 84.16 crore as on March 31, 2022.
- ❑ Direct Sales Team (DST) of 700+DSEs across 20+ cities has sanctioned loans of INR 1,600 crore Loans since inception in October 2021.
- ❑ Achieved 1,421 Business Correspondent mandates across 14 States, 28 Business Correspondents operationalized in Mar'22 and more than 250+ transactions performed.



## BOB Capital Markets Limited (Subsidiary Holding – 100%)

- ❑ The gross revenue for Q4FY22 is at INR 13.85 crores and for FY22 is at INR 55.05 crores vis-à-vis INR 24.90 crores & INR 46.55 crores respectively for previous year's corresponding periods.
- ❑ Profit for Q4FY22 is INR 1.08 crores and for FY22 is INR 7.72 crores, after adjusting one time cost towards deferred staff incentive/retention costs.
- ❑ Successfully closed 3 Syndication transactions, 2 Advisory and 18 DCM transactions, secured 11<sup>th</sup> Rank in Bloomberg DCM League.
- ❑ Successfully completed 5 OTR transactions aggregating INR 38,600 Crore in FY22.

# Overseas Subsidiaries and JVs performance

## Bank of Baroda (Uganda) Ltd.

- ❑ Total Deposits of Bank of Baroda (Uganda) stood at INR 3,326 crore as in FY22\* registering a growth of 5.78% YoY.
- ❑ The gross advances grew by 17.66% on YoY basis to INR 1,993 crore.
- ❑ Net profit increased by 17.53% YoY to INR 181 crore during FY22\*.
- ❑ The RONW as on FY22\* stands at 15.43%.
- ❑ The GNPA ratio as on FY22\* was at 0.07% as against 1.38% in FY21\*.

## Bank of Baroda (Kenya) Ltd.

- ❑ Total Deposits of Bank of Baroda (Kenya) stood at INR 9,814 crore as in FY22\* registering a growth of 8.61% YoY
- ❑ The gross advances stood at INR 3,821 crore registering a growth of 11.62% YoY
- ❑ Net profit increased by 13.65% on YoY basis to INR 357 crore.
- ❑ The RONW during the year stands at 18.32%

## Bank of Baroda (UK) Ltd.

- ❑ Total Deposits of Bank of Baroda (UK) stood at INR 7,562 crore during FY22.
- ❑ The gross advances grew by 11.90% and stands at INR 2,707 crore during FY22.
- ❑ GNPA ratio at the end of FY22 was at 0.0%. (NIL NPA)

**\*Kenya and Uganda are December year end overseas subsidiaries hence, data provided for these subsidiaries are as of 31 December 2020 and 31 December 2021.**

# Balance Sheet and PL– Consolidated

Particulars (INR crore)	Mar '21	Dec '21	Mar '22
<b>CAPITAL &amp; LIABILITIES</b>			
Capital	1,036	1,036	1,036
Share Application Money Pending Allotment	0	0	0
Reserves & Surplus	81,354	87,412	91,686
Minority Interest	436	488	758
Deposits	9,95,910	10,07,753	10,75,804
Borrowings	71,263	96,077	1,09,526
Other Liabilities & Provisions	52,677	54,283	61,327
<b>TOTAL</b>	<b>12,02,676</b>	<b>12,47,049</b>	<b>13,40,137</b>
<b>ASSETS</b>			
Cash and Balances with RBI	40,154	47,408	56,775
Balances with Banks	88,507	57,903	73,454
Investments	2,81,859	3,28,508	3,47,587
Loans & Advances	7,23,242	7,51,572	7,97,281
Fixed Assets	8,217	7,707	10,188
Other Assets	60,473	53,727	53,941
Goodwill on Consolidation	224	224	911
<b>TOTAL</b>	<b>12,02,676</b>	<b>12,47,049</b>	<b>13,40,137</b>

Particulars (INR crore)	FY21	FY22	YOY (%)
Net Interest Income	31,113	34,570	11.1%
Non Interest Income	15,254	14,395	-5.6%
<b>Total Income</b>	<b>46,367</b>	<b>48,965</b>	<b>5.6%</b>
Operating Expenses	23,117	24,839	7.4%
<b>Operating Profit</b>	<b>23,250</b>	<b>24,126</b>	<b>3.8%</b>
Provisions	16,876	14,118	-16.3%
<b>Profit before Tax</b>	<b>6,374</b>	<b>10,008</b>	<b>57.0%</b>
Tax	4,919	2,308	-53.1%
Minority Interest	73	83	13.7%
Share of Earning in Associates	166	233	40.4%
<b>Profit after Tax</b>	<b>1,548</b>	<b>7,850</b>	
EPS (INR)	3.32	15.18	



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