

October 30, 2018

# Performance Analysis Q2 FY 2019



#### Safe Harbor

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projections, our exposure to market risks as well as other risks. Bank of Baroda undertakes no obligation to update the forward-looking statements to reflect events or circumstances after the date thereof.

Note: All financial numbers in the presentation are from Audited Financials or Limited Reviewed financials or based on Management estimates.

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# **Major Highlights**

### **Major Highlights**



- Domestic Y-o-Y credit growth of 20.37% driven by retail loan growth of 33.55%. Within retail, home and auto loans grew by 39.76% and 38.75% respectively. Quality of new credit origination improved.
- Net Interest Income (NII) increased to INR 4,492 crore registering Y-o-Y growth of 20.75%. Customer income increased by 19.56% to INR 5,453 crore with 14.27% increase in Core Fee Income
- Operating Profit stood at INR 3,082 crore, an increase of 1.3% due to decline in treasury trading income to INR 87 crore from INR 645 crore last year. Net profit increased by 19.72% Y-o-Y to INR 425 crore.
- Net Interest Margin (NIM) improved to 2.61% in Q2 FY 19 from 2.34% in Q2 FY 18. NIM of International operations increased to 1.66% from 1.49% during last quarter
- Gross NPA at 11.78% as on September 30,2018 against 12.46% last quarter indicating stabilization in NPA levels with gradual improvement in Net NPA levels. Net NPA ratio declines to 4.86% from 5.40% last quarter. Absolute amount of Net NPA also declines by INR 1,325 crore.
- PCR including TWO increased to 70.75% and PCR excluding TWO increased to 61.79% as on September 30, 2018 from 69.11% and 59.94% respectively as on June 30, 2018.
- Capital Adequacy Ratio of the Bank at 11.88% and CET-1 at 9.05% continues to be above regulatory norms. Consolidated Capital Adequacy Ratio higher at 12.55%.

#### Key drivers for improvement in Operating Performance



Particulars (INR crore)	Q2 FY 18	Q1 FY 19	Q2 FY 19	YOY (%)	QOQ (%)
Net Interest Income (NII)	3,720	4,381	4,492	20.75	2.53
Customer Fee Income	841	856	961	14.27	12.27
Customer Revenues (NII + Fee Income)	4,561	5,237	5,453	19.56	4.12
Other Non-Interest Income	896	292	391	(56.36)	33.90
of which : Trading gains	645	105	87	(86.51)	(17.14)
of which : Recovery from TWO	106	97	223	110.83	129.89
Operating Income	5,457	5,529	5,844	7.09	5.70
Operating Expenses	2,416	2,523	2,762	14.32	9.47
Operating Profit	3,042	3,006	3,082	1.31	2.53
Total Provisions	2,687	2,477	2,657	(1.12)	7.27
Provision for NPA & Bad Debts Written- off	1,847	1,760	1,467	(20.57)	(16.65)
Net Profit	355	528	425	19.72	(19.51)

#### **Key drivers for growth in Operating Performance**

- Increase in NII by 20.75% Y-o-Y and 2.53% Q-o-Q.
- Increase in customer revenue by 19.56% Y-o-Y and 4.12% Q-o-Q.
- Increase in operating income (Customer Revenues + Other Non-Interest Income) by 7.09% Y-o-Y and 5.70% Q-o-Q.
- Increase in fee based income by 14.27% Y-o-Y and 12.27% Q-o-Q.
- Growth of 11.63% Y-o-Y in domestic CASA Deposits.
- Domestic Y-o-Y credit growth of 20.37% driven by retail loan growth of 33.55% and within retail loans, home loan growth of 39.76%, with significant improvement in quality of new credit origination.

#### **Asset Quality**

- Net NPA ratio declined from 5.40% in Q1 FY 18 to 4.86% in Q2 FY 19.
  Absolute amount of net NPA also declined by INR 1,325 crore Q-o-Q.
- Provision on bad debts declined by 20.57% Y-o-Y and 16.65% Q-o-Q.

## Snapshot as on September 30,2018



Resu	ılts	for	Ω2	FY	19
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Performance Parameter	Amount in INR crore	Change % (YOY)
Total Deposits	6,06,973	4.07
Net Advances	4,33,549	11.94
Total Business	10,40,522	7.21
Total Assets	7,41,434	9.53
Operating Profit	3,082	1.31
Net Profit	425	19.72
Gross NPA	55,121	19.03
Net NPA	21,059	7.59
Total Capital (Basel III)	49,786	0.50
Tier 1 Capital (Basel III)	42,955	5.01

Ratios for Q2 FY 19				
Key Performance Ratio	(%)			
Return on Assets (annualised)	0.23%			
Capital Adequacy Ratio (Standalone) (Basel III, Tier 1: 10.25%)	11.88%			
Capital Adequacy Ratio (Consolidated) (Basel III, Tier 1: 11.00%)	12.55%			
Cost-Income Ratio	47.26%			
Gross NPA	11.78%			
Net NPA	4.86%			
Provision Coverage Ratio (Including TWO)	70.75%			
Provision Coverage Ratio (Excluding TWO)	61.79%			



# **Business Performance**

# **Business Performance (1/2)**



						Terriniar Figures
Particulars (INR crore)	Sep'17	Mar'18	Jun'18	Sep'18	YOY (%)	QOQ (%)
Total Business	9,70,514	10,18,747	9,96,001	10,40,522	7.21	4.47
Domestic Business	7,28,119	7,91,213	7,87,909	8,21,822	12.87	4.30
Total Deposits	5,83,212	5,91,315	5,81,484	6,06,973	4.07	4.38
Domestic Deposits	4,47,593	4,66,974	4,61,509	4,84,158	8.17	4.91
CASA Deposits	1,94,935	2,11,779	2,06,545	2,14,414	9.99	3.81
Domestic CASA Deposits	1,75,563	1,92,323	1,88,374	1,95,979	11.63	4.04
Total Saving Deposits	1,53,211	1,65,717	1,63,120	1,69,127	10.39	3.68
Domestic Saving Deposits	1,48,755	1,61,130	1,58,680	1,64,483	10.57	3.66
Total Current Deposits	41,724	46,062	43,424	45,280	8.52	4.27
Domestic Current Deposits	26,808	31,193	29,694	31,489	17.46	6.04
Advances (Net)	3,87,302	4,27,432	4,14,517	4,33,549	11.94	4.59
Domestic Advances (Net)	2,80,526	3,24,239	3,26,400	3,37,664	20.37	3.45
Domestic CASA(%)	39.22%	41.18%	40.82%	40.48%	_	-
Global CASA (%)	33.42%	35.81%	35.52%	35.33%	-	-

# **Business Performance (2/2)**



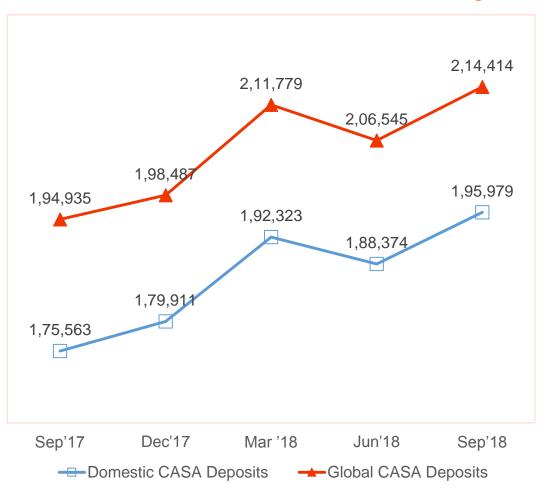
Particulars (INR crore)	Sep'17	Mar'18	Jun'18	Sep'18	YOY (%)	QOQ (%)
Total Business	9,72,841	10,01,778	10,09,215	10,21,938	5.05	1.26
Domestic Business	7,26,409	7,54,043	7,87,302	8,05,640	10.91	2.33
Total Deposits	5,73,124	5,75,114	5,79,544	5,81,778	1.51	0.39
Domestic Deposits	4,40,083	4,44,428	4,60,181	4,66,018	5.89	1.27
CASA Deposits	1,86,730	1,94,914	2,00,579	2,03,597	9.03	1.50
Domestic CASA Deposits	1,68,684	1,75,500	1,81,044	1,84,814	9.56	2.08
Total Saving Deposits	1,50,047	1,56,757	1,61,928	1,64,817	9.84	1.78
Domestic Saving Deposits	1,45,697	1,52,266	1,57,361	1,60,237	9.98	1.83
Total Current Deposits	36,683	38,157	38,651	38,780	5.72	0.33
Domestic Current Deposits	22,987	23,234	23,683	24,577	6.92	3.77
Advances (Gross)	3,99,717	4,26,664	4,29,671	4,40,160	10.12	2.44
Domestic Advances (Gross)	2,86,326	3,09,615	3,27,121	3,39,622	18.61	3.82
Domestic CASA(%)	38.33%	39.49%	39.34%	<b>39.66</b> %	_	_
Global CASA (%)	32.58%	33.89%	34.61%	35.00%	_	_

<sup>\*</sup> Average business data is based on daily averages for the respective quarter.

#### **Sustained CASA Growth**



#### **Terminal Figures**



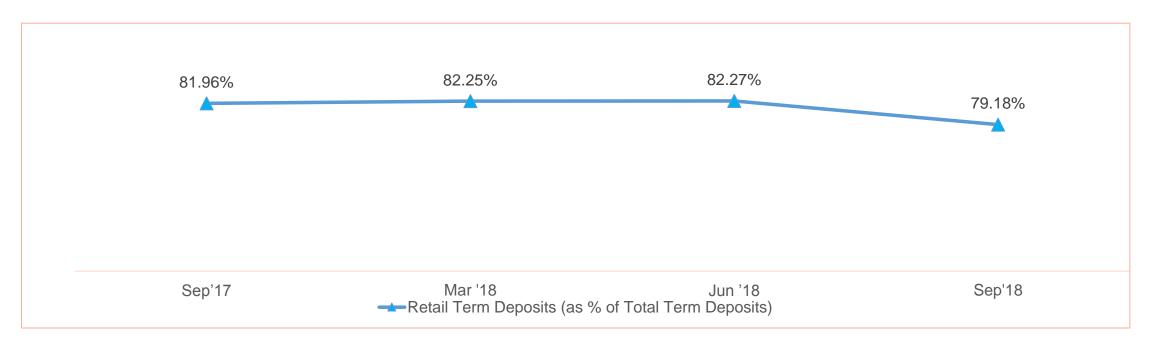
#### **Average Figures\***



<sup>\*</sup> Average business data is based on daily averages for the respective quarter.

### Term Deposits have granularity



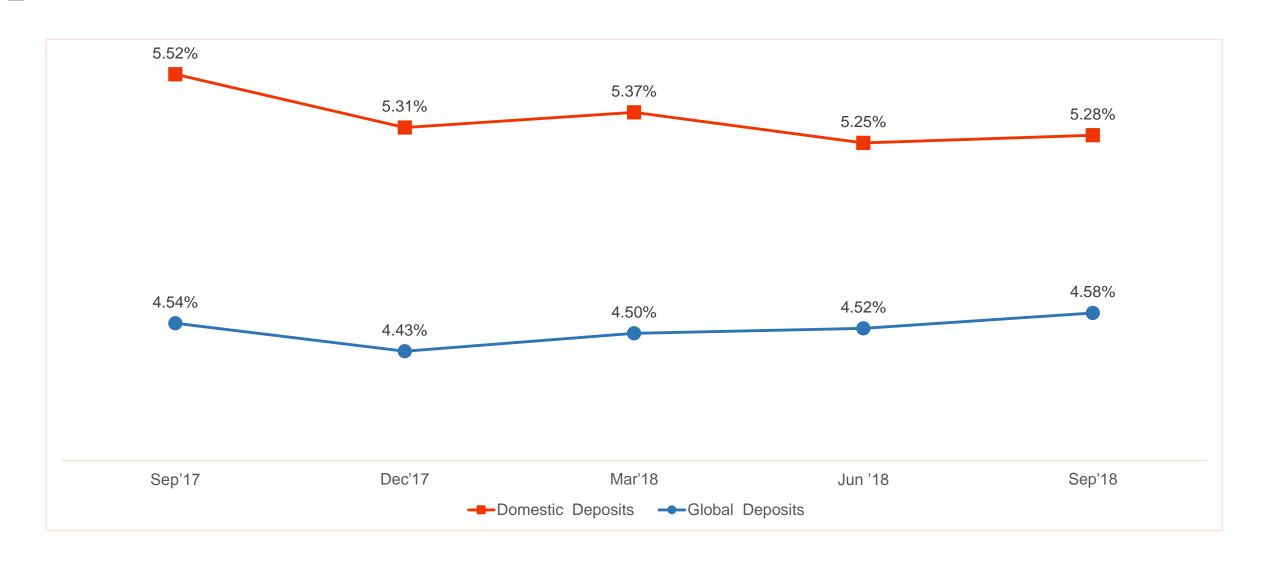


Particulars (INR crore)	Sep'17	Mar '18	Jun '18	Sep'18
Retail Term Deposits	2,22,952	2,25,888	2,24,696	2,28,171
Large Value Deposits	49,078	48,763	48,439	60,008
Total Term Deposits	2,72,030	2,74,651	2,73,135	2,88,179
Retail Term Deposits (as % of Total Term Deposits)	81.96%	82.25%	82.27%	79.18%

Large Value Deposits are of amount above INR 1 crore. Retail Term Deposits constitute 79.18% of total domestic term deposits as on 30.09.2018. Further Domestic CASA and Retail Term Deposits constitute 87.61% of the total domestic deposits as on 30.09.2018.

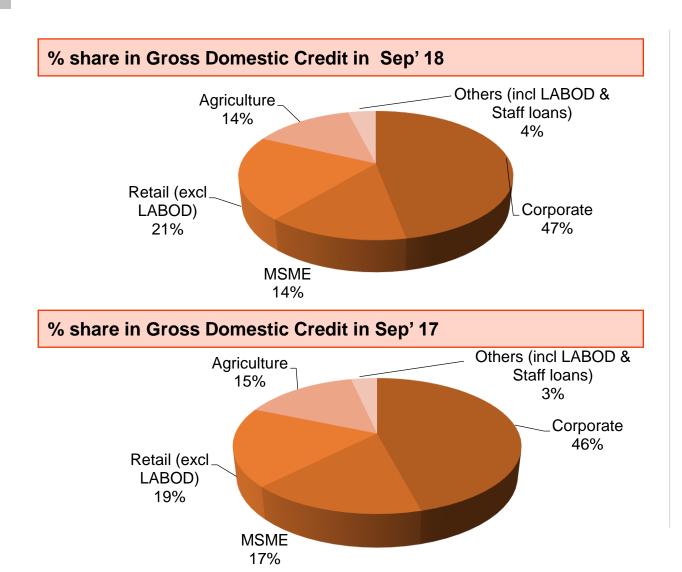
# **Cost of Deposits**





#### **Credit Portfolio- well diversified**



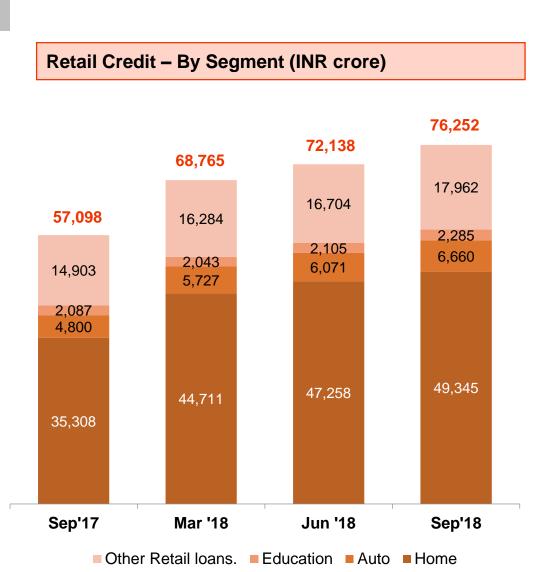


Particulars (INR crore)	Sep'17	Mar '18	Jun '18	Sep'18
Corporate	1,38,760	1,60,918	1,69,814	1,71,022
MSME	50,198	51,730	48,713	52,649
Retail (excl LABOD*)	57,098	68,765	72,138	76,252
Agriculture	45,885	49,583	48,802	51,513
Others (incl LABOD* & Staff loans)	10,563	20,273	13,868	13,825
Gross Domestic Advances	3,02,504	3,51,269	3,53,335	3,65,261

<sup>\*</sup> LABOD – Loan Against Bank's Own Deposit

#### Steady Retail Loan Growth



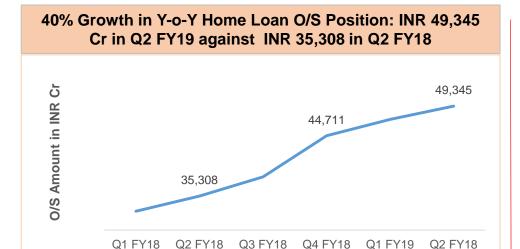


#### **Percentage Growth in Retail and Home loans**

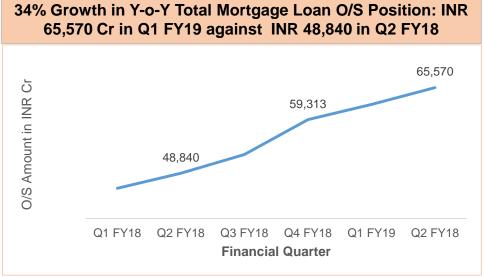


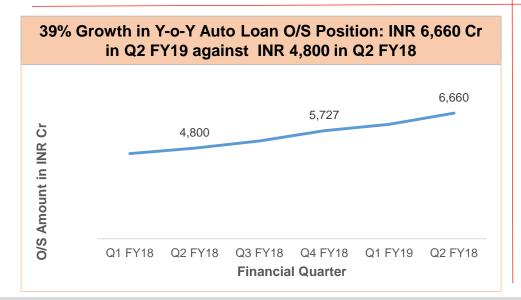
# Retail portfolio witnessed Y-o-Y growth of 34% during Q2 FY 19

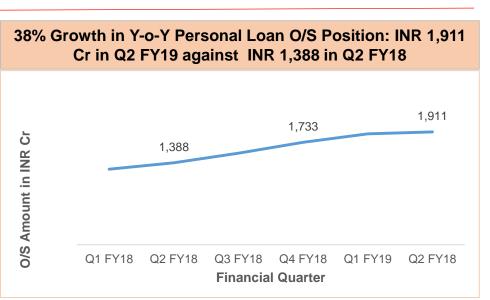




**Financial Quarter** 





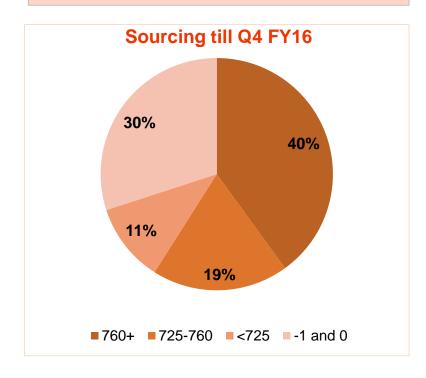


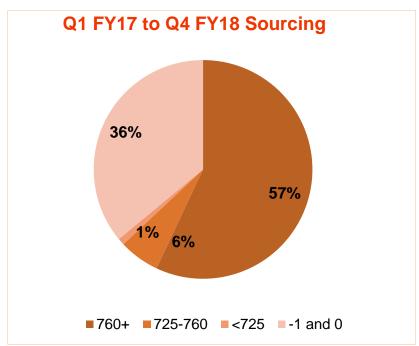
### Risk profile- new origination of high quality

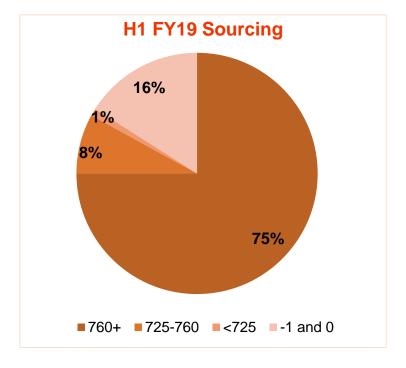


Pre-Risk Based Sourcing (Before 1<sup>st</sup> April 2016) %age of customers with <760 CIBIL score was 30% and >760 was 30% Post-Risk Based Sourcing (From 1st April 2016 to 31st March 2018)) %age of customers with scores < 760 CIBIL score reduced to 7% and >760 has improved to 57%

Bank has continued improvement in sourcing in H1 FY19 with ~75% customers having >760 CIBIL Score

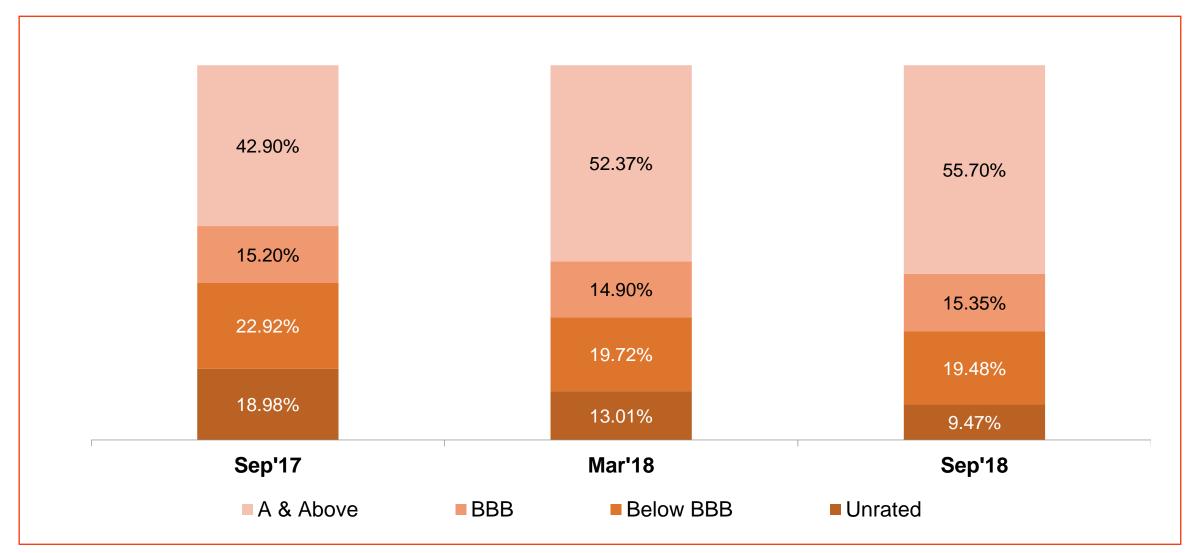






# **Improving Rating Profile**

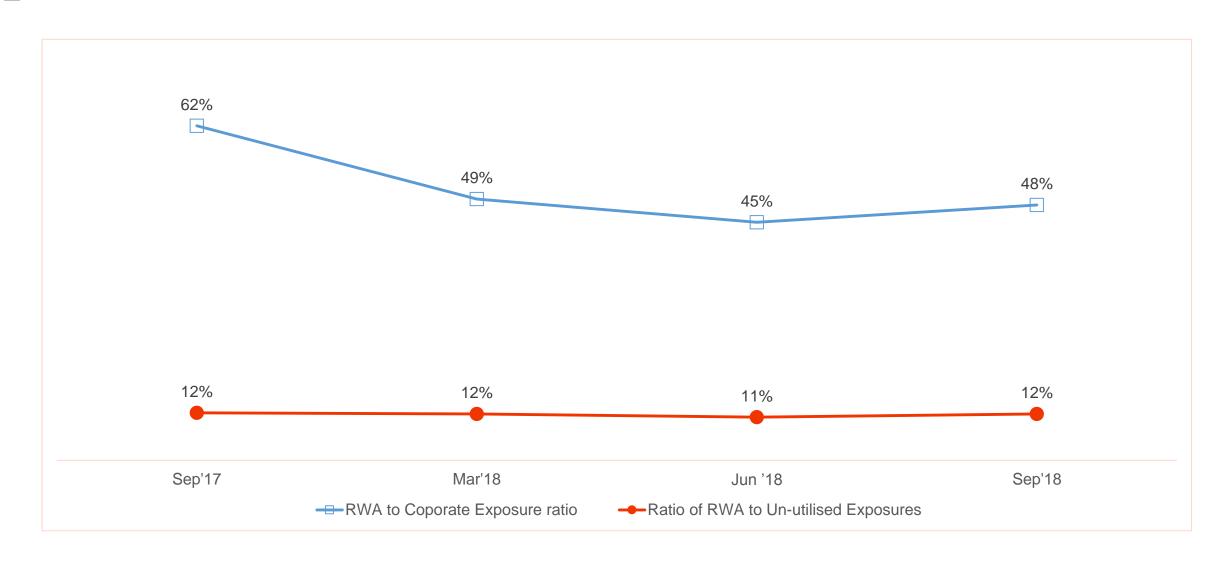




\*External Rating Distribution of Domestic Advances above INR 5 Crore

# Capital optimization in Corporate Book





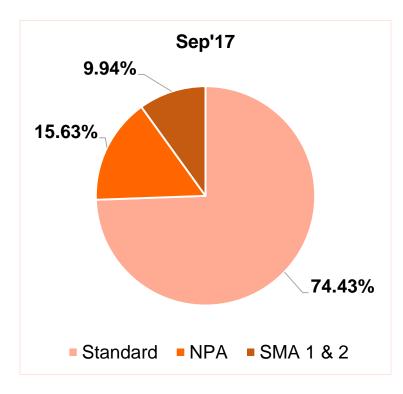
#### **MSME** Initiatives

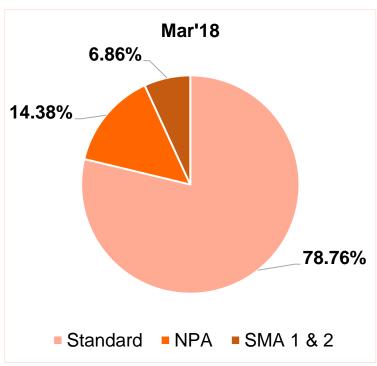


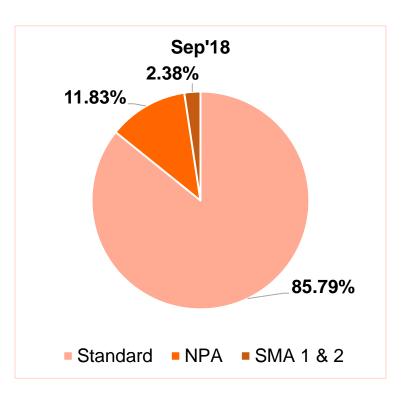
- Launched Commercial Vehicle Finance Scheme for fleet owners.
- Risk based pricing for MSME loans linked with security & Credit Bureau CMR score.
- Leveraging Value Chain Financing (VCF) Targeting suppliers of Anchor OEMs. Onboarded an Anchor with Program Limit of INR 300 crore. Many Anchors under pipeline across various industries.
- Centralization of MSME loan processing, approval, disbursal & monitoring at Integrated SME Loan Factories at Mumbai
   & Delhi to reduce TAT, improve asset quality and end-to-end services for customers.
- Organized Micro Entrepreneurs Conclave 2018 and entered into partnerships with Flipkart, Swiggy, Carzonrent, Xpressbees, UBER, OYO, PROGCAP, DICCI, LAVA, Jawed Habib to promote micro & small business entrepreneurs.
- Tie ups / MOUs with various other entities for lending to their partners falling under MSME segment. Majority of them fall under MUDRA (PMMY) also.
- Onboarded (as lender) the Contactless Loan Platform (<u>www.psbloansin59minutes.com/bob</u>) which has been launched by Hon'ble Finance Minister on 25<sup>th</sup> September 2018.

#### Composition of MSME Portfolio









- NPA & SMA portfolio have consistently shown a decline.
- MSME Portfolio showed growth of 8.08% Q-o-Q.
- NPA witnessed decline of 50 bps Q-o-Q.

# **Industry-wise Exposure**



La Lada (INID acces)	Sep '	17	Mar	'18	Jun	'18	Sep '18	
Industry (INR crore)	Outstanding	% share	Outstanding	% share	Outstanding	% share	Outstanding	% share
Infrastructure of which	27,652	9.14	33,511	9.54	32,594	9.22	32,874	9.00
1. Power of which	16,627	5.50	20,506	5.84	19,903	<i>5.6</i> 3	19,426	5.32
a) SEBs	1,579	0.52	1,6 <b>4</b> 3	0.47	1,208	0.34	2,294	0.63
b) Others	15,048	<i>4.</i> 97	18,863	5.37	18,695	5.29	17,132	4.69
2. Telecom	3,975	1.31	4,427	1.26	5,339	1.51	5,548	1.52
3. Roads & Ports	3,502	1.16	6,271	1.79	5,442	1.54	<i>5,4</i> 29	1.49
4. Other Infrastructure	3,547	1.17	2,307	0.66	1,910	0.54	2,471	0.68
Basic Metals & Metal Industry of which	15,917	5.26	19,847	5.65	17,924	5.07	22,206	6.08
1. Iron & Steel	13,559	4.48	18,327	5.22	16, <b>4</b> 63	4.66	20,630	5.65
Textiles	15,455	5.11	16,998	4.84	16,284	4.61	16,070	4.40
Petroleum & Petrochemicals	733	0.24	3,348	0.95	1,088	0.31	1,513	0.41
All Engineering	6,313	2.09	5,962	1.70	6,363	1.80	6,987	1.91
Food Processing	8,858	2.93	10,484	2.98	9,438	2.67	9,523	2.61
Chemicals and Chemical Products	5,663	1.87	7,599	2.16	9,517	2.69	7,322	2.00
Trade	6,758	2.23	3,864	1.10	4,592	1.30	5,532	1.51
Other Industries / Sectors	1,12,172	37.08	1,31,308	37.38	1,34,595	38.09	135,469	37.09
Retail Loans	57,098	18.88	68,765	19.58	72,138	20.42	76,252	20.88
Agriculture	45,885	15.17	49,583	14.12	48,802	13.81	51,513	14.10
Gross Domestic Advances	3,02,504	100.00	3,51,269	100.00	3,53,335	100.00	3,65,261	100.00

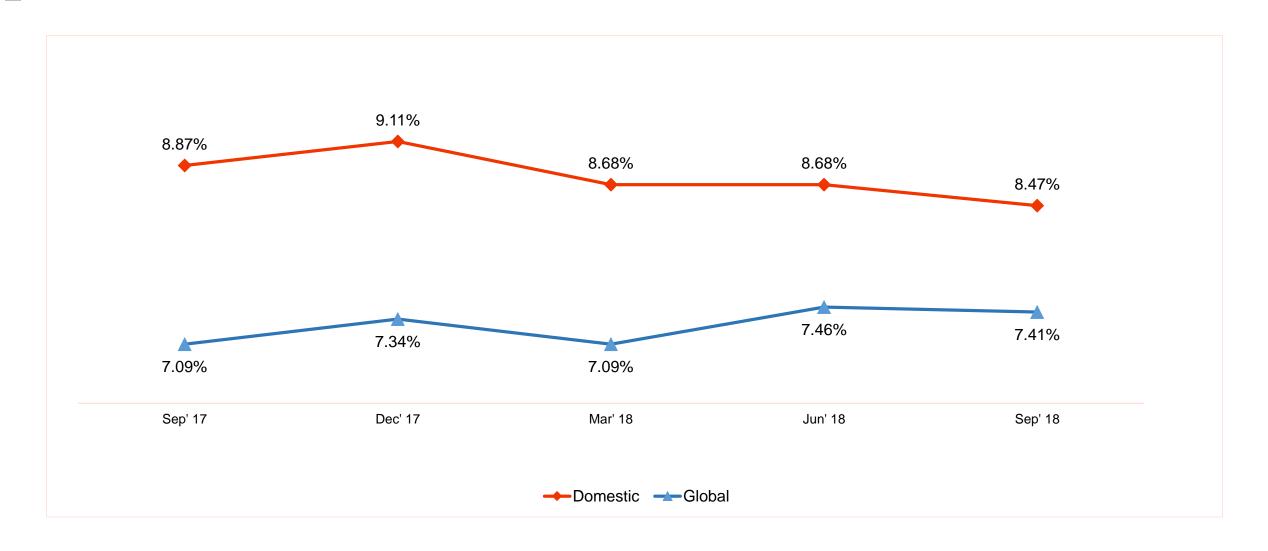
# Segment wise breakup of NBFC exposure



Particulars (INR crore)	Mar '18	Jun '18	Sep '18
Asset Finance Company (AFC)	9,388	8,935	8,596
Housing Finance Company (HFC)	22,011	25,398	26,272
Infrastructure Finance Company	1,772	1,740	1,715
NBFC - PSU	3,044	5,265	9,540
Micro Finance Institutions (MFI)	1,112	653	884
Others (Corporate Loan, Gold Loan, Education, Real Estate, Auto, SME, etc.)	25,440	26,707	24,954
Total NBFC Exposure	62,767	68,698	71,961

#### **Yield on Advances**

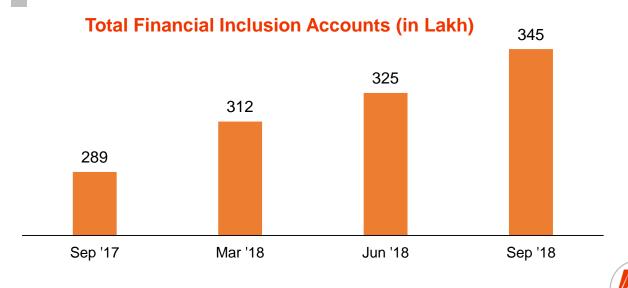


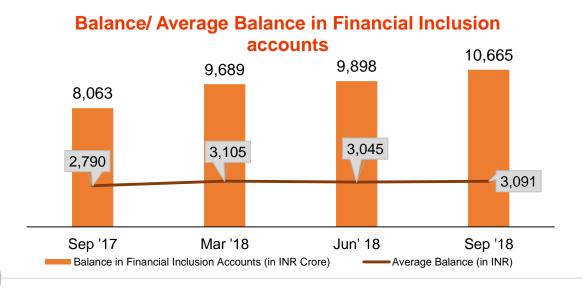


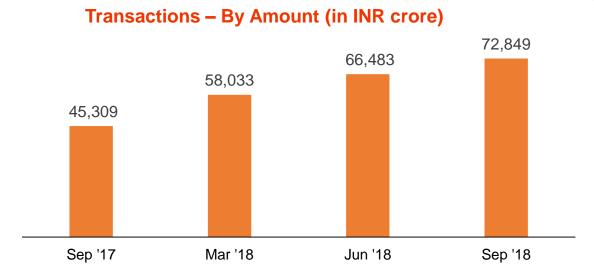
## Financial Inclusion (1/2)

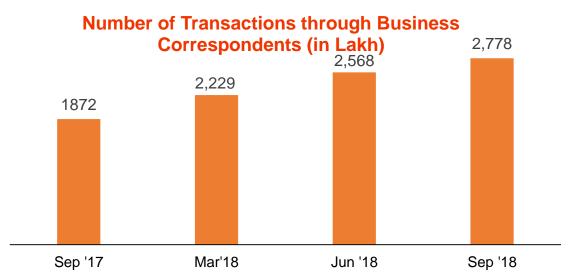


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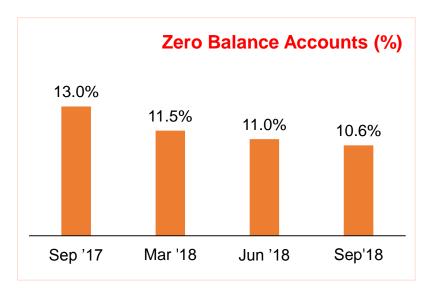


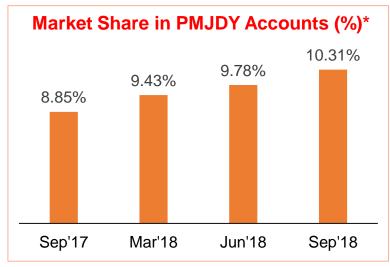
## Financial Inclusion (2/2)



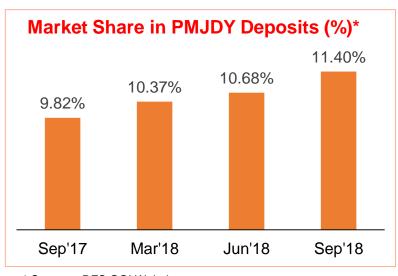
#### **Social Security Schemes**

Dortiouloro (in Lokh)				
Particulars (in Lakh)	Sep '17	Mar '18	Jun '18	Sep '18
Pradhan Mantri Suraksha Bima Yojana	58.10	59.52	61.13	70.95
Pradhan Mantri Jeevan Jyoti Bima Yojana	17.60	18.14	18.66	20.44
Atal Pension Yojana	4.72	6.33	6.88	8.02









<sup>\*</sup> Source - DFS,GOI Website

In Q2 FY 19, the Bank's 51 FLC centres across the country conducted 597 meetings/camps to educate 79,271 people. Our 49 BSVS (Baroda RSETI) centres have trained 9,018 youth through 323 training programmes during the quarter.

#### Treasury operations

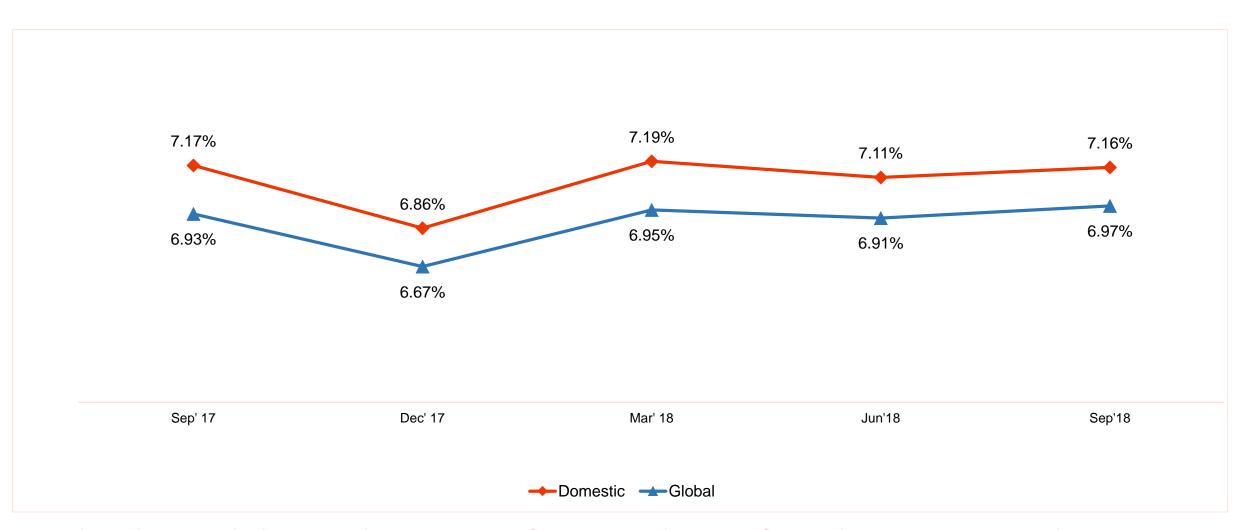


Particulars (INR crore)	Sep '17	Mar '18	Jun '18	Sep'18
Domestic Investments	1,42,822	1,55,514	1,67,382	1,76,997
of which SLR	1,27,621	1,34,810	1,44,236	1,52,621
Non SLR	15,201	20,704	23,146	24,376
Held To Maturity (HTM)	77,004	92,694	98,162	99,769
Available For Sale (AFS)	63,951	62,665	68,862	76,339
Held For trading (HFT)	1,867	155	358	889
International Investments	8,416	9,518	9,559	10,186
Global Investments	1,51,238	1,65,032	1,76,941	1,87,183

- Domestic investment book comprises of 56.37% in HTM; 43.13% in AFS and 0.50% in HFT.
- The percentage of SLR Securities to NDTL at September 30, 2018 was at 30.24%.
- As on September 30,2018, the modified duration of AFS investments was 1.14 & that of HTM securities was 5.07.
- MTM provision due to hardening of G sec yield during current quarter is INR 257.14 crore. Out of which INR 124.24 crore is pertaining to valuation dated 30.06.2018 and was permitted to be carried over in four quarters.
- The Bank has not shifted any SLR securities from HTM to AFS portfolio and from AFS to HTM during Sep'18 quarter.

#### **Yield on Investment**





Yield on interest bearing investments for the quarter ended Sep 2018 and half year ended Sep 2018 is 7.47 % and 7.45 % respectively.

#### **Business Performance-International**



Particulars (INR crore)	Sep '17	Mar'18	Jun'18	Sep'18	YOY (%)	QOQ (%)
Terminal Figures						
Total Business	2,42,394	2,27,534	2,08,092	2,18,700	(9.77)	5.10
Total Deposits	1,35,619	1,24,341	1,19,975	1,22,815	(9.44)	2.37
CASA Deposits	19,372	19,456	18,171	18,435	(4.84)	1.45
Total Saving Deposits	4,456	4,587	4,441	4,644	4.22	4.57
Total Current Deposits	14,916	14,869	13,730	13,791	(7.54)	0.44
Advances (Net)	1,06,775	1,03,193	88,117	95,885	(10.20)	8.82
Average Figures*						
Total Business	2,46,432	2,47,735	2,21,914	2,16,298	(12.23)	(2.53)
Total Deposits	1,33,041	1,30,686	1,19,363	1,15,760	(12.99)	(3.02)
CASA Deposits	18,046	19,414	19,534	18,783	4.08	(3.84)
Total Saving Deposits	4,350	4,491	4,567	4,580	5.29	0.28
Total Current Deposits	13,696	14,923	14,968	14,203	3.70	(5.11)
Advances (Gross)	1,13,391	1,17,049	1,02,550	1,00,538	(11.34)	(1.96)

<sup>\*</sup> Average business data is based on daily averages for the respective quarter.

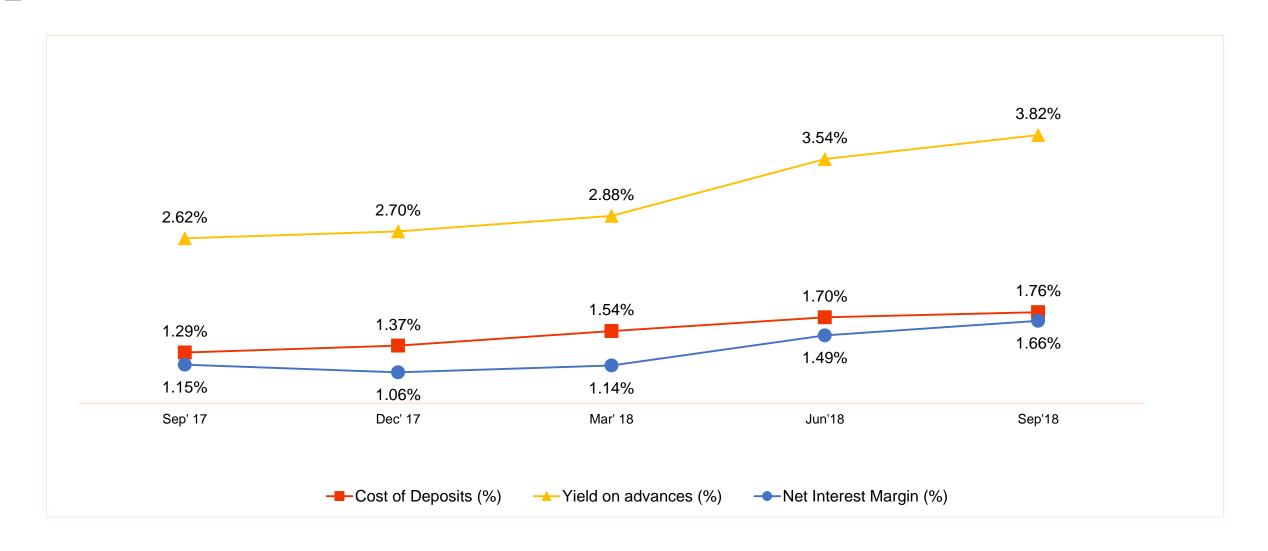
# **Breakup of Advances -International**



Particulars (INR Crores)	Sep'17	As % of Total Advances	Mar'18	As % of Total Advances	Jun'18	As % of Total Advances	Sep'18	As % of Total Advances
Buyer's Credit	42,805	37.67%	38,336	34.76%	16,654	17.38%	15,629	15.10%
New Trade Credit (Supplier's credit/ UPAS)					757	0.79%	7,386	7.14%
BP / BD under LCs and Advances against SBLCs	11,968	10.53%	8,987	8.15%	6,714	7.00%	601	0.58%
Advances considered as exposure on Banks	54,773	48.20%	47,324	42.91%	24,125	25.17%	23,616	22.82%
External Commercial Borrowings (ECBs)	10,006	8.81%	8,943	8.11%	9,031	9.42%	11,698	11.31%
Loans to India Related Companies (other than ECBs)	15,926	14.02%	17,799	16.14%	22,429	23.40%	21,385	20.67%
Loans to Non Indian Entities/ Local Credit	32,925	28.97%	36,223	32.84%	40,261	42.00%	46,780	45.20%
Total Advances Portfolio	1,13,630	100.00%	1,10,289	100.00%	95,846	100.00%	1,03,479	100.00%

### **Key Ratios - International Operations**





### Improvement in margin in International business



Particulars (INR crore)	Sep '17	Mar'18	Jun'18	Sep'18
Interest on advances	748	831	905	968
Average Advances	1,13,391	1,17,049	1,02,550	1,00,538
Yield on Advances (%)	2.62%	2.88%	3.54%	3.82%
Interest from Investments	56	59	65	74
Average Investments	8,018	8,713	8,538	9,046
Yield on Investments (%)	2.79%	2.73%	3.06%	3.26%
Net Interest Margin (NIM) (%)	1.15%	1.14%	1.49%	1.66%

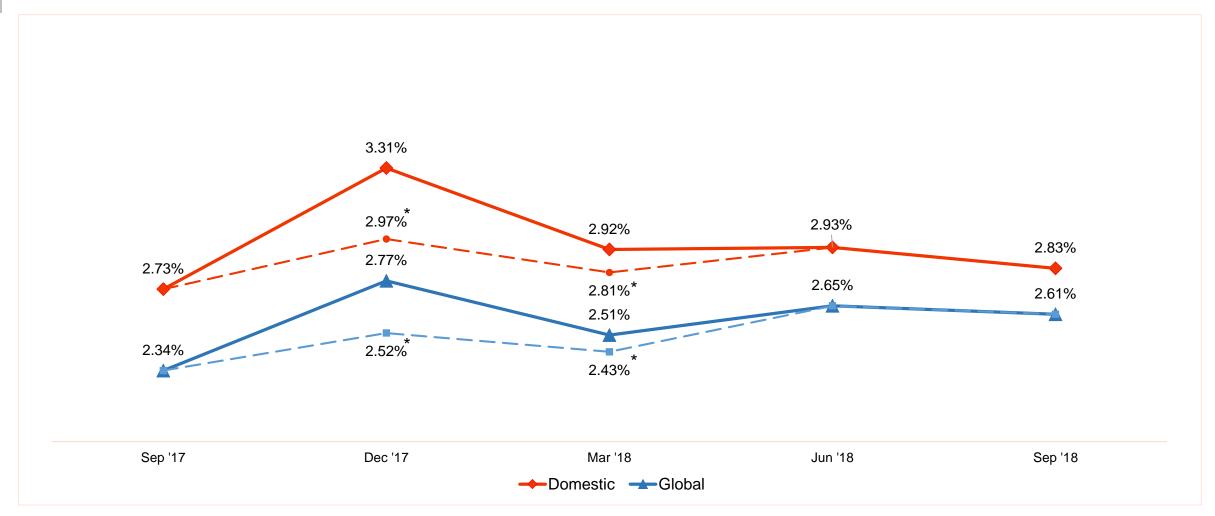
• NIM of International operations increased to 1.66% from 1.49% during last quarter and 1.14% in March quarter.



# Financial Performance

# Net Interest Margin (%)





<sup>\*</sup> Excluding exceptional items

# **Customer Revenues & Operating Performance**



Particulars (INR crore)	Q2 FY 18	Q1 FY 19	Q2 FY 19	YOY (%)	H1 FY 18	H1 FY 19	YOY (%)
Interest Income	10,753	11,640	12,078	12.32	21,306	23,718	11.32
Interest Expenses	7,033	7,259	7,586	7.86	14,181	14,845	4.68
Net Interest Income (NII)	3,720	4,381	4,492	20.75	7,125	8,873	24.53
Customer Fee Income	841	856	961	14.27	1,643	1,817	10.59
Customer Revenues (NII + Customer Fee Income)	4,561	5,237	5,453	19.56	8,768	10,690	21.92
Other Non-interest Income	896	292	391	(56.36)	1,645	683	(58.48)
Operating Income (Customer Revenues + Other Non-interest Income)	5,457	5,529	5,844	7.09	10,413	11,373	9.22
Operating Expenses	2,416	2,523	2,762	14.32	4,724	5,285	11.88
Operating Profit	3,042	3,006	3,082	1.31	5,690	6,088	6.99
Cost to Income Ratio (%)	44.26%	45.63%	47.26%	-	45.36%	46.47%	-

<sup>•</sup> Consolidated operating profit for Q2 FY 19 is INR 3,563 crore & H1 FY 19 is INR 6,936 crore.

## Interest Income & Expenses



Particulars (INR crore)	Q2 FY 18	Q1 FY 19	Q2 FY 19	YOY (%)	H1 FY 18	H1 FY 19	YOY (%)
Interest on advances	7,146	7,986	8,218	15.00	14,080	16,204	15.09
Interest on investments	2,492	2,998	3,220	29.21	4,919	6,218	26.41
Other Interest income	1,115	656	640	(42.60)	2,307	1,296	(43.82)
Total Interest Income	10,753	11,640	12,078	12.32	21,306	23,718	11.32
Interest on Deposits	6,557	6,533	6,777	3.36	13,235	13,310	0.57
Interest on borrowings	90	359	461	412.22	174	820	371.26
Other Interest paid	386	367	348	(9.84)	772	715	(7.38)
Total Interest Expenses	7,033	7,259	7,586	7.86	14,181	14,845	4.68

## **Non-Interest Income**



Particulars (INR crore)	Q2 FY 18	Q1 FY 19	Q2 FY 19	YOY (%)	H1 FY 18	H1 FY 19	YOY (%)
Commission, Exchange, Brokerage	449	449	534	18.93	853	983	15.24
Incidental Charges	132	148	155	17.42	262	303	15.65
Other Miscellaneous Income	173	171	167	(3.47)	319	338	5.96
Customer Forex Income	87	88	105	20.69	209	193	(7.66)
Total Fee Income	841	856	961	14.27	1,643	1,817	10.59
Forex Income (Trading)	85	64	75	(11.76)	200	139	(30.50)
Dividend Income	60	26	6	(90.00)	60	32	(46.67)
Trading Gains – Profit from Sale of Investments	645	105	87	(86.51)	1,198	192	(83.97)
Recovery from TWO	106	97	223	110.38	187	320	71.12
Other Non-Interest Income	896	292	391	(56.36)	1,645	683	(58.48)
Total Non-Interest Income	1,737	1,148	1,352	(22.16)	3,288	2,500	(23.97)

## Operating Expenses



							Dalik vi Darvu
Particulars (INR crore)	Q2 FY 18	Q1 FY 19	Q2 FY 19	YOY (%)	H1 FY 18	H1 FY 19	YOY (%)
Employee Cost	1,213	1,101	1,222	0.74	2,228	2,323	4.26
of which: Salaries	1,019	1,053	1,088	6.77	2,025	2,140	5.68
Provisions for employees	194	48	134	(30.93)	203	183	(9.85)
Other Operating Expenses	1,203	1,422	1,540	28.01	2,496	2,962	18.67
of which: Rent, Taxes and Lighting	259	228	280	8.11	485	508	4.74
Printing and Stationery	16	17	20	25.00	34	. 37	8.82
Depreciation	131	196	208	58.78	247	404	63.56
Law charges	15	21	38	153.33	34	. 59	73.53
Postage, Telegrams, Telephone etc	52	24	28	(46.15)	101	52	(48.51)
Repairs and Maintenance	121	257	235	94.21	342	492	43.86
Insurance	142	158	181	27.46	283	339	19.79
NFS charges/Fees	66	75	78	18.18	128	153	19.53
Sundry charges	232	290	276	18.97	534	566	5.99
Other Expenditure	169	156	196	15.98	308	352	14.29
Operating Expenses	2,416	2,523	2,762	14.32	4,724	5,285	11.88

### **Profit Position**



Particulars (INR crore)	Q2 FY 18	Q1 FY 19	Q2 FY 19	YOY (%)	H1 FY 18	H1 FY 19	YOY (%)
Operating Profit	3,042	3,006	3,082	1.31	5,69	6,088	6.99
Total Provisions	2,687	2,477	2,657	(1.12)	5,13	5,134	0.06
of which Provision for NPA & Bad Debts Written-off	1,847	1,760	1,467	(20.57)	4,00	4 3,226	(19.43)
Provision for Standard Advances	333	(249)	180	(45.95)	44	9 (69)	-
Provision for Depreciation on Investment	130	488	656	404.62	26	3 1,144	334.98
Other Provisions	20	166	127	535.00	(18	294	-
Tax Provisions	357	312	227	(36.41)	43	4 539	24.19
Net Profit	355	528	425	19.72	55	9 954	70.66

<sup>•</sup> Provision made in for accounts under NCLT 1 & 2 list is INR 504 crore during Q2 FY 19.



# **Asset Quality**

### **Movement in NPAs**



Particulars (INR crore)	Q2 FY 18	Q3 FY 18	Q4 FY 18	FY 18	Q1 FY 19	Q2 FY 19	H1 FY 19
A. Opening Balance	<i>46,17</i> 3	<i>46,307</i>	48,480	<i>4</i> 2,719	<i>56,480</i>	<i>55,87</i> 5	56,480
B. Additions	3,451	5,630	12,569	24,239	4,733	3,751	8,058
Out of which, Fresh Slippages	2,586	4,797	11,765	21,091	2,868	2,281	4,951
C. Reductions	3,317	3,456	4,569	10,478	5,339	4,504	9,417
Recovery	909	1,460	1,479	4,417	2,579	2,795	5,299
Upgradation	640	707	1,085	1,026	546	422	615
Write-Offs	1,768	1,129	2,005	4,948	2,214	1,287	3,503
Other Adjustments	1	160	_	87	O	O	O
Closing Balance	46,307	48,480	56,480	56,480	55,875	55,121	55,121
Recovery in TWO*	106	180	254	621	97	223	320
Slippage Ratio(%)	2.88%	5.21%	12.38%	5.77%	2.84%	2.32%	2.45%
Credit cost(%)	1.82%	3.04%	6.58%	3.48%	1.53%	1.31%	1.40%

<sup>\*</sup> Technical Write off accounts

## **Provision Coverage Ratio**



Particulars	Sep'17	Dec'17	Mar'18	Jun'18	Sep'18
Gross Advances (INR crore)	4,14,885	4,28,718	4,60,744	4,48,327	4,67,893
Gross NPA (INR crore)	46,307	48,480	56,480	55,875	55,121
Outstanding Provisions on NPAs/ Eligible deductions (INR crore)	26,734	28,628	32,997	33,491	34,062
Net NPA (INR crore)	19,573	19,852	23,483	22,384	21,059
Gross NPA Ratio (%)	11.16%	11.31%	12.26%	12.46%	11.78%
Net NPA Ratio (%)	5.05%	4.97%	5.49%	5.40%	4.86%
Provision Coverage Ratio (Including Technical Write off accounts) (%)	67.18%	68.03%	67.21%	69.11%	70.75%
Provision Coverage Ratio (Excluding Technical Write off accounts) (%)	57.73%	59.05%	58.42%	59.94%	61.79%

## Sectoral & Industry wise Contribution of NPAs

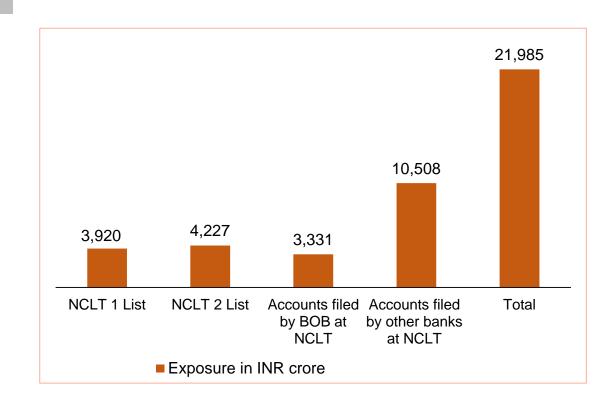


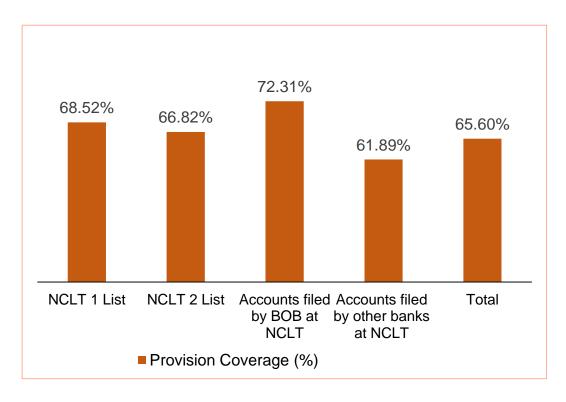
Sep '17	Mar '18	Jun '18	Sep'18
20,696	30,792	32,549	31,578
7,844	7,439	6,009	6,227
2,264	1,961	1,780	1,837
6,568	6,753	5,712	5,910
1,280	1,244	563	902
38,652	48,189	46,613	46,454
7,655	8,291	9,262	8,667
46,307	56,480	55,875	55,121
	20,696 7,844 2,264 6,568 1,280 38,652 7,655	20,696 30,792 7,844 7,439 2,264 1,961 6,568 6,753 1,280 1,244 38,652 48,189 7,655 8,291	20,696       30,792       32,549         7,844       7,439       6,009         2,264       1,961       1,780         6,568       6,753       5,712         1,280       1,244       563         38,652       48,189       46,613         7,655       8,291       9,262

Industry (INR crore)	Sep'17	Mar '18	Jun '18	Sep'18
Infrastructure of which	3,462	8,941	9,625	9,140
1. Power	1,297	4,007	3,980	3,881
2. Telecom	214	3,690	4,311	4,020
3. Roads & Ports	1,154	1,015	1,110	1,023
4. Other Infrastructure	797	229	224	215
Basic Metals & Metal Industry of which	8,196	8,374	7,064	5,879
1. Iron & Steel	7,619	7,925	6,635	5,476
Textiles	2,501	3,318	3,349	3,288
Petroleum & Petrochemicals	36	30	33	33
All Engineering	2,092	2,134	2,117	2,160
Food Processing	1,795	2,158	1,461	1,706
Chemicals and Chemical Products	614	708	794	799
Trade	1,783	1,775	1,920	1,955

## **Exposure to NCLT accounts**



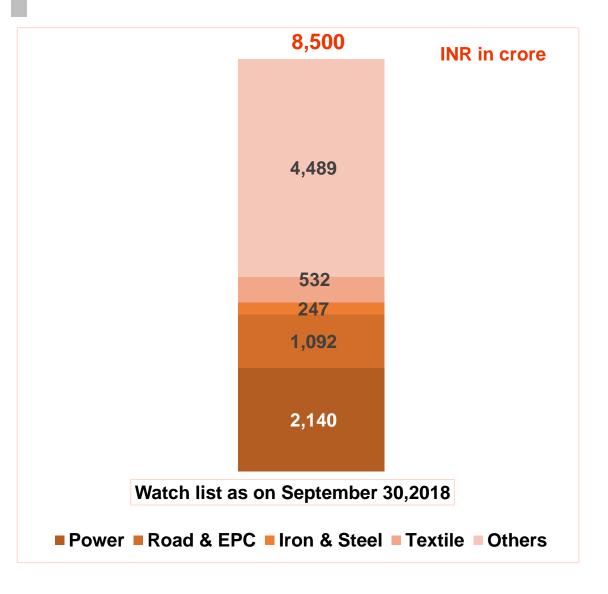




- Additional Provision made for NCLT-1 and NCLT-2 lists of RBI is INR 504 crore in Q2 FY 19.
- Recovery in NCLT-1 list account of RBI is INR 1,231 crore.
- Recovery amount include sale of two financial assets INR 1,042 crore.

## Asset Quality – Watch list

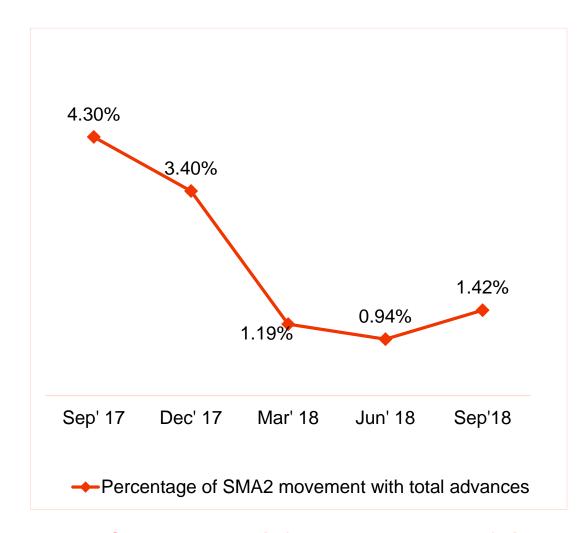


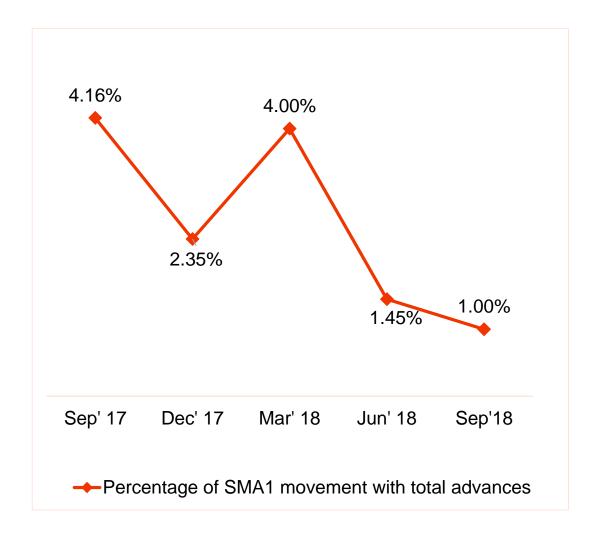


- All stressed accounts under SMA included in the watch list.
- The list also includes all S4A accounts continuing as Standard.
- 84% slippage in September 2018 quarter was from watch list of June 2018.

### Movement of portfolio under SMA







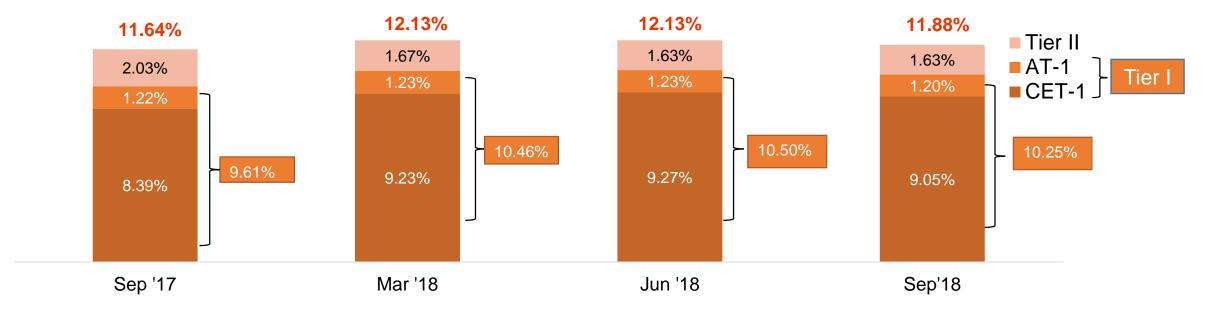
• The SMA data shown is for global advance portfolio



# Capital Adequacy & Shareholding

### Adequacy



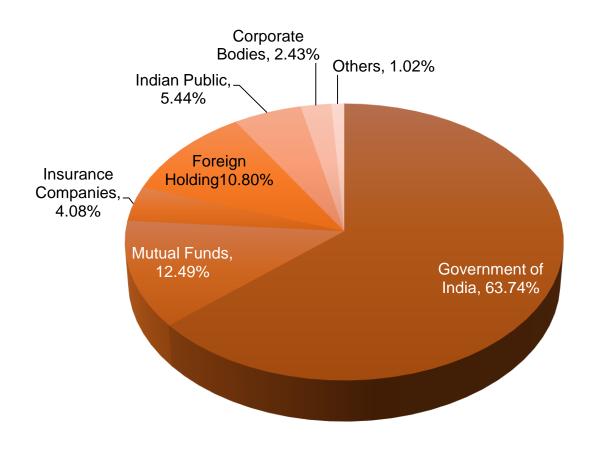


Particulars (INR crore)	Sep '17	Mar '18	Jun '18	Sep '18
Common Equity Tier I Capital (CET 1)	35,717	37,646	37,707	37,946
Tier I Capital	40,906	42,650	42,715	42,955
Tier II Capital	8,634	6,813	6,611	6,831
Total Capital	49,540	49,463	49,326	49,786

- Capital Adequacy of the Bank continues to be above regulatory norms.
- Consolidated Capital Adequacy as on September 30,2018 is 12.55%.

### Shareholding Pattern as on September 30, 2018





### As on September 30, 2018

- Share Capital: INR 529.10 crore
- **GOI Holding**: INR 337.26 crore
- Equity shares of Bank of Baroda are part of the following Indices:
  - BSE 100, BSE 200, BSE 500 & Bankex BankNifty, Nifty 100, Nifty 200, Nifty 500
  - Shares of Bank of Baroda are also listed on BSE and NSE in the 'Future and Options' segment



# Strengths & Initiatives

### **Key Strengths**



Strong domestic presence through 5,534 branches & 9,632 ATMs and Cash Recyclers supported by self-service channels



Well distributed branch network with 33% coverage in Rural, 28% in Semi-urban, 22% Metro and 17% Urban

A well recognized brand in the Indian Banking Industry with strong retail franchise





Global presence across 103 overseas offices spanning 22 countries

Subsidiaries and JVs cover the entire Financial Spectrum - Insurance, Asset Management, Capital Markets





Pioneer in many customer centric initiatives

Customer base of ~82 million





Capital Adequacy Ratio of 11.88% which is above the regulatory requirements

Deep Financial Inclusion Coverage – 34.55 million accounts, with a total deposits of INR 10,665 crore and average balance of INR 3,091





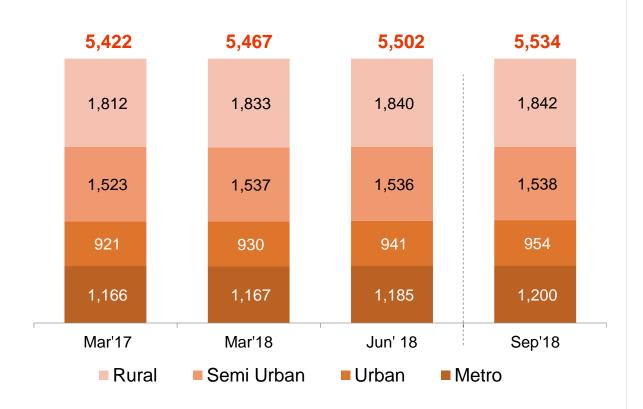
Committed Workforce of 56,808

Established on July 20, 1908, Bank of Baroda is a 110 year old Bank with 63.74% stake held by the Government of India.

### Pan India Presence

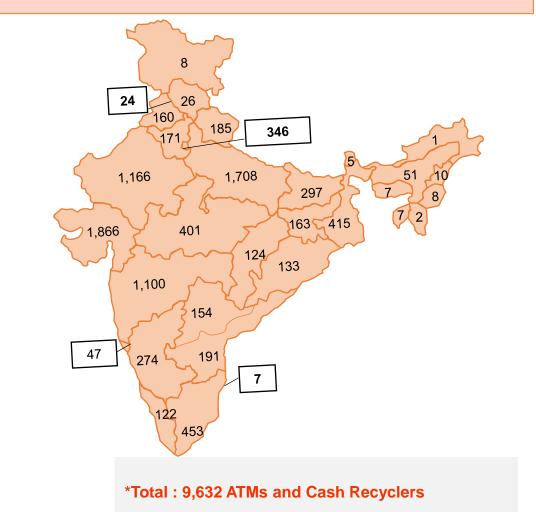


### **Domestic Branch Network**



Bank had 346 e-lobbies, with 24\*7 facilities for cash withdrawal, cash deposit, cheque deposit, passbook printing and internet banking, including express e-lobbies the total number of e-lobbies are 1,006 as on 30<sup>th</sup> September 2018.

### **ATM Network**



# International Presence spanning 103 overseas offices across 22 countries

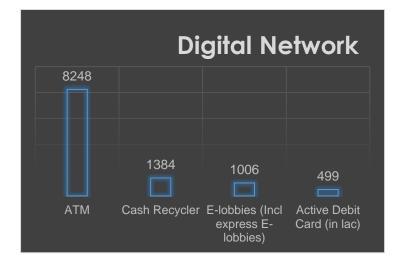


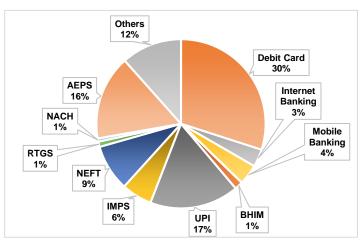


- 56 Branches in 14 countries (Including 1 off-shore International Banking Unit (IBU) in International Financial Services Center (IFSC) at Gift city, Gandhinagar, Gujarat, India).
- 8 Subsidiaries having 47 Branches.
- 1 Joint Venture, 1 Associate with 30 branches.
- Offshore Banking Branch at Bahamas has been closed with effect from 26.07.2018.
- Muttrah branch in Oman has been merged with Greater Muttrah branch with effect from 02.07.2018.
- Formation of subsidiary at UK viz. Bank of Baroda (UK) Ltd. is at advanced stage. Expected Go Live date is 01.12.2018.

### **Digital Footprint**









15.72% POS/ECOM (YOY growth)



101.60%

Mobile Banking (F+NF) (YOY growth)



1045.18% **UPI Outward txns** (YOY growth)



10.78%

**Net Banking (F+NF)** (YOY growth)

Digital Portable Branch

#### **Recent Product Suite**

**BHIM Baroda Aadhaar Pay** 



Baroda Pay





**Baroda** 







団₹







**Account Opening Kiosk** 





\* Digital Transactions for Q2 (As per MeitY Report)

# Next Wave of Digital Transformation with IT Center of Excellence and Analytics Center of Excellence



Strong Collaboration to rapidly scale Bank's analytics & digital capabilities

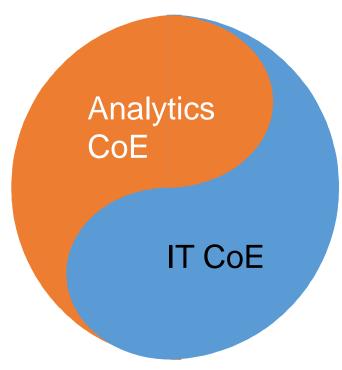
Partnership underscores bank's commitment to 'innovation' and 'top-notch customer experience'

Strategy is in-line with the government's 'Digital India' vision.



### ACoE

ACoE is expected to help enable data-driven decision making leveraging Big Data Technology and AI/ML based real time analytics.





### IT CoE

IT CoE is expected to drive digital transformation through new age digital technology, pool of technology resources with varied IT & Digital skills and collaboration with Fintech ecosystems driving disruption.

A robust and end-to-end Governance & Value Realization construct is being institutionalized to drive the realization of these benefits.

## IT Center of Excellence - key initiatives under 4 themes



#### **Focus on Platforms**



Change from present application centric approach to a **platform orchestrated approach** 

#### **Customer Experience**



User contextualization & personalization to offer seamless journey experience across channels

#### **Drive Adoption**



Standardisation of multiple apps., uniform design and customer experience to drive adoption

#### **Process Digitisation**



Need to achieve **Process Efficiency and Optimization** through digitisation and automation

### **Key Initiatives**

### APPification (Mobility)



Mobile apps for retail loans (Auto, Home, Education, Personal Loans).

### **Customer Platforms**



Focus on creation of marketplace to address expanding customer base.

### **Branch Process Digitization**





Leverage Automation opportunity in Branch , and Back offices. BPM and RPA to be the key enablers

### Omni Channel Focus



Consistent
experience across
channels – mobile
apps, web etc. Allow
channel hopping

#### Innovation Hub



Incubation and partnerships with Fintechs. Setup the Innovation Hub

#### Cloud



. Cloud movement to help provide much needed Agility & Scalability

### **Fintech Alliances**

### **Key Highlights**



 The Fintech Alliance is 30+ partnerships strong with major collaboration announcements in pipeline

• Business in embryonic stage and significant traction seen.

### Contactless Platform for MSMEs (www.psbloansin59mins.com)



Bank has partnered with SIDBI for one of its kind platform in MSME segment which integrates advanced fintech to ensure seamless loan approval and management. The loans are undertaken without human intervention till sanction and/or disbursement stage.



#### **COLLABORATION WITH TRUECALLER**



Bank has partnered with True Software Scandinavia AB (Truecaller) for enabling digital payments for the users of Truecaller app. Bank of Baroda is the first public sector bank in India which is going live on Truecaller for enabling Digital Payments using its BHIM Baroda Pay UPI services via APIs.



# Consolidated Financials

## Subsidiaries, Joint Ventures and Associates



Domestic Subsidiaries, Joint Ventures and Associates	Proportion of Ownership
Subsidiaries	
BOB Financial Solutions Limited	100.00%
BOB Capital Markets Limited	100.00%
Baroda Global Shared Services Limited	100.00%
Baroda Sun Technologies Ltd.	100.00%
Baroda Pioneer Asset Management Company Ltd	100.00%
Baroda Pioneer Trustee Co. Pvt. Limited	100.00%
Associate Bank	
Nainital Bank Limited	98.57%
Joint Ventures	
India First Life Insurance Company Limited	44.00%
India Infradebt Limited	36.86%
Regional Rural Banks	
Baroda Uttar Pradesh Gramin Bank	35.00%
Baroda Rajasthan Gramin Bank	35.00%
Baroda Gujarat Gramin Bank	35.00%

International Subsidiaries, Joint Ventures and Associates	Proportion of Ownership
Subsidiaries	
Bank of Baroda (Botswana) Limited	100.00%
Bank of Baroda (Kenya) Limited	86.70%
Bank of Baroda (Uganda) Limited	80.00%
Bank of Baroda (Guyana) Inc	100.00%
Bank of Baroda (New Zealand) Limited	100.00%
Bank of Baroda (Tanzania) Limited	100.00%
Bank of Baroda (Trinidad & Tobago) Limited	100.00%
Bank of Baroda (Ghana) Limited	100.00%
Bank of Baroda (UK) Limited	100.00%
Joint Venture	
India International Bank (Malaysia), Berhad	40.00%
Associate	
Indo-Zambia Bank Limited	20.00%
Overseas Non-Banking Subsidiary	
BOB (UK) Limited	100.00%

### **Balance Sheet - Consolidated**



Particulars	0147	M140	0 140
(INR crore)	Sep '17	Mar '18	Sep '18
CAPITAL & LIABILITIES			
Capital	462	530	530
Reserves & Surplus	43,269	46,036	48,177
Minority Interest	247	273	293
Deposits	5,98,676	6,07,451	6,24,510
Borrowings	32,545	64,860	68,916
Other Liabilities & Provisions	27,471	28,655	29,356
TOTAL	7,02,670	7,47,805	7,71,782
ASSETS			
Cash and Balances with RBI	23,780	24,035	24,161
Balances with Banks	87,829	73,388	70,675
Investments	1,61,306	1,75,137	1,97,092
Loans & Advances	3,97,047	4,37,941	4,44,808
Fixed Assets	5,749	5,532	5,598
Other Assets	26,959	31,772	29,448
TOTAL	7,02,670	7,47,805	7,71,782

## **Profit & Loss – Consolidated**



Particulars (INR crore)	Q2 FY 18	Q1 FY 19	Q2 FY 19	YOY (%)	H1 FY 18	H1 FY 19	YOY (%)
Net Interest Income	4,069	4,742	4,875	19.81	7,820	9,617	22.98
Non Interest Income	2,010	1,460	1,804	(10.25)	3,794	3,264	(13.97)
Fee Income	480	482	571	18.96	920	1,053	14.46
Premium Income	168	223	341	102.98	321	564	75.70
Other Income	1,362	755	892	(34.51)	2,553	1,647	(35.49)
Total Income	6,079	6,202	6,679	9.87	11,614	12,881	10.91
Operating Expenses	2,680	2,829	3,116	16.27	5,241	5,945	13.43
Operating Profit	3,399	3,373	3,563	4.82	6,373	6,936	8.83
Provisions	2,508	2,368	2,579	2.83	5,059	4,947	(2.21)
Profit before Tax	891	1,005	984	10.44	1,314	1,989	51.37
Tax	406	360	311	(23.40)	528	671	27.08
Minority Interest	11	10	21	90.91	22	31	40.91
Share of Earning in Associates	41	21	34	(17.07)	29	55	89.66
Profit after Tax	491	656	686	39.71	793	1,342	69.23
Return on Equity (%) (Annualised)	5.83%	7.38%	7.62%	-	4.71%	7.45%	-
EPS (INR)	2.13	2.48	2.58	-	3.44	5.07	-

# Capital Adequacy - Consolidated



Key ratios (Consolidated)	Sep '17	Mar '18	Jun'18	Sep '18
Common Equity Tier I Capital (CET 1) (INR crore)	39,880	42,348	42,310	42,580
Tier I (INR crore)	45,068	47,352	47,318	47,588
Tier II (INR crore)	8,576	6,715	6,500	6,720
Total Capital (INR crore)	53,644	54,067	53,818	54,309
CET 1 Ratio (%)	8.99%	10.08%	10.09%	9.84%
Tier I Ratio (%)	10.16%	11.27%	11.29%	11.00%
Tier II Ratio (%)	1.94%	1.60%	1.55%	1.55%
Capital Adequacy Ratio (%)- Basel-III	12.10%	12.87%	12.84%	12.55%

### Awards and Accolades





Bank received 'Kirti Award' – First Prize for Implementation of Official Language for the year 2017-18, on 14.09.2018, in the hands of His Excellency, Vice President of India, Shri Venkaih Naidu.



❖ Bank was awarded with "Best Performing Bank (In House Model) in terms of Total Aadhaar Generations & Update", at 'Aadhaar Excellence Awards 2018' organized by UIDAI, on 04.10.2018.

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