

August 11, 2017

# Performance Analysis

Q1 FY 2018



बैंक ऑफ़ बड़ौदा  
Bank of Baroda

# Performance Highlights: Q1 FY 18



- 1** Bank posted Operating Profit of INR 2,648 crore during Q1 FY18. Profit after Tax (PAT) at INR 203 crore registering growth of 31% QOQ.
- 2** Domestic deposits grew by a healthy 10.66% on YOY basis contributed by a robust growth of 26.82% in Domestic CASA deposits on YOY basis.
- 3** While Domestic credit grew by 8.67% on YOY basis, Retail Credit portfolio posted a robust growth of 19.5% on YOY basis. Home loan growth was higher at 27.19% YOY.
- 4** PCR including TWO retained well above 65% and stood at 66.28% as on June 30, 2017. PCR excluding TWO improved to 57.73% as on June 30, 2017.
- 5** Bank maintained its Capital Adequacy Ratio above regulatory requirements with CRAR (Basel III) at 11.81%; Tier - I at 9.77% and CET - I at 8.83%.
- 6** Recovery in PWO accounts increased from INR 39 crore to INR 81 crore registering a growth of 108% YOY.
- 7** Bank's market share both in Deposits and Advances improved YOY. Bank's customer base increased to 73 million.



# Business Performance (1/2)

Average Figures

Particulars (INR crore)	Jun'16	Mar '17	Jun '17	YOY (%)	QOQ (%)
<b>Total Business</b>	<b>9,53,940</b>	<b>9,56,304</b>	<b>9,82,088</b>	<b>2.95</b>	<b>2.70</b>
Domestic	6,68,065	7,09,286	7,26,971	8.82	2.49
International	2,85,875	2,47,018	2,55,117	(10.76)	3.28
<b>Total Deposits</b>	<b>5,57,817</b>	<b>5,75,645</b>	<b>5,80,764</b>	<b>4.11</b>	<b>0.89</b>
Domestic	3,93,592	4,34,022	4,37,000	11.03	0.69
International	1,64,225	1,41,623	1,43,764	(12.46)	1.51
<b>CASA Deposits</b>	<b>1,47,082</b>	<b>1,85,673</b>	<b>1,82,170</b>	<b>23.86</b>	<b>(1.89)</b>
Domestic	1,29,900	1,68,347	1,64,768	26.84	(2.13)
International	17,182	17,326	17,402	1.28	0.44
<b>Advances (Gross)</b>	<b>3,96,123</b>	<b>3,80,659</b>	<b>4,01,324</b>	<b>1.31</b>	<b>5.43</b>
Domestic	2,74,473	2,75,264	2,89,971	5.65	5.34
International	1,21,650	1,05,395	1,11,353	(8.46)	5.65

\* Average business data is based on daily averages for the respective quarter.

# Business Performance (2/2)

## Terminal Figures

Particulars (INR crore)	Jun '16	Mar '17	Jun '17	YOY (%)	QOQ (%)
<b>Total Business</b>	<b>9,24,940</b>	<b>9,84,934</b>	<b>9,48,215</b>	<b>2.52</b>	<b>(3.73)</b>
Domestic	6,44,040	7,17,616	7,07,733	9.89	(1.38)
International	2,80,900	2,67,318	2,40,482	(14.39)	(10.04)
<b>Total Deposits</b>	<b>5,62,174</b>	<b>6,01,675</b>	<b>5,70,608</b>	<b>1.50</b>	<b>(5.16)</b>
Domestic	3,93,409	4,40,092	4,35,364	10.66	(1.07)
International	1,68,765	1,61,583	1,35,244	(19.86)	(16.30)
<b>CASA Deposits</b>	<b>1,51,768</b>	<b>1,93,496</b>	<b>1,88,280</b>	<b>24.06</b>	<b>(2.70)</b>
Domestic	1,33,104	1,73,594	1,68,796	26.82	(2.76)
International	18,663	19,902	19,484	4.40	(2.10)
<b>Advances (Net)</b>	<b>3,62,766</b>	<b>3,83,259</b>	<b>3,77,607</b>	<b>4.09</b>	<b>(1.47)</b>
Domestic	2,50,631	2,77,524	2,72,369	8.67	(1.86)
International	1,12,135	1,05,735	1,05,238	(6.15)	(0.47)

# CASA Deposits (1/2)

Average Figures

Particulars (INR crore)	Jun '16	Mar '17	Jun '17	YOY (%)	QOQ (%)
<b>Total Saving Deposits</b>	<b>1,17,043</b>	<b>1,50,155</b>	<b>1,47,553</b>	<b>26.07</b>	<b>(1.73)</b>
Domestic	1,134,72	1,46,189	1,43,392	26.37	(1.91)
International	3,571	3,966	4,161	16.52	4.92
<b>Total Current Deposits</b>	<b>30,039</b>	<b>35,518</b>	<b>34,617</b>	<b>15.24</b>	<b>(2.54)</b>
Domestic	16,428	22,158	21,376	30.12	(3.53)
International	13,611	13,360	13,241	(2.72)	(0.89)
<b>Share of CASA in Domestic Deposits (%)</b>	<b>33.00%</b>	<b>38.79%</b>	<b>37.70%</b>	-	-
<b>Share of CASA in Total Deposits (%)</b>	<b>26.37%</b>	<b>32.25%</b>	<b>31.37%</b>	-	-

\* Average business data is based on daily averages for the respective quarter.

# CASA Deposits (2/2)

Terminal Figures

Particulars (INR crore)	Jun '16	Mar '17	Jun '17	YOY (%)	QOQ (%)
<b>Total Saving Deposits</b>	<b>1,19,278</b>	<b>1,50,977</b>	<b>1,47,605</b>	<b>23.75</b>	<b>(2.23)</b>
Domestic	1,15,514	1,46,832	1,43,460	24.19	(2.30)
International	3,763	4,145	4,145	10.15	0.00
<b>Total Current Deposits</b>	<b>32,490</b>	<b>42,519</b>	<b>40,675</b>	<b>25.19</b>	<b>(4.34)</b>
Domestic	17,590	26,762	25,336	44.04	(5.33)
International	14,900	15,757	15,339	2.95	(2.65)
<b>Share of CASA in Domestic Deposits (%)</b>	<b>33.83%</b>	<b>39.44%</b>	<b>38.77%</b>	-	-
<b>Share of CASA in Total Deposits (%)</b>	<b>27.00%</b>	<b>32.16%</b>	<b>33.00%</b>	-	-

# Income & Expenses

Particulars (INR crore)	Q1 FY 17	Q4 FY 17	Q1 FY 18	YOY (%)	QOQ(%)
Interest Income	10,434	10,875	10,553	1.14	(2.96)
Other Income	1,444	1,977	1,551	7.41	(21.55)
Total Income	11,878	12,852	12,104	1.90	(5.82)
Interest Expenses	7,062	7,293	7,148	1.22	(1.99)
<b>Net Interest Income (NII)</b>	<b>3,372</b>	<b>3,582</b>	<b>3,405</b>	<b>0.98</b>	<b>(4.94)</b>
<b>Total Revenue (NII + Other Income)</b>	<b>4,816</b>	<b>5,559</b>	<b>4,956</b>	<b>2.91</b>	<b>(10.85)</b>
Operating Expenses	2,146	2,539	2,308	7.55	(9.10)
<b>Operating Profit</b>	<b>2,669</b>	<b>3,020</b>	<b>2,648</b>	<b>(0.79)</b>	<b>(12.32)</b>
Cost to Income Ratio (%)	44.56%	45.67%	46.57%	-	-

# Profit Position

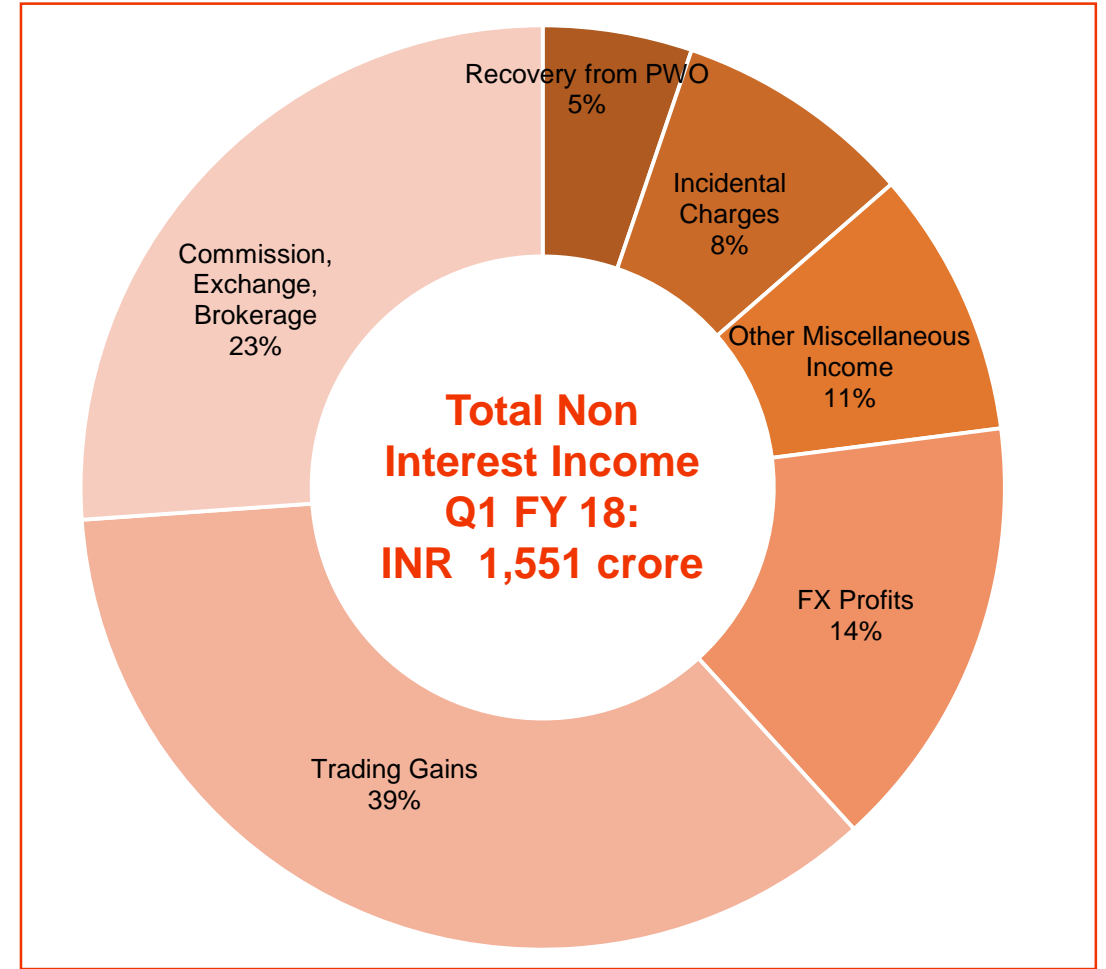
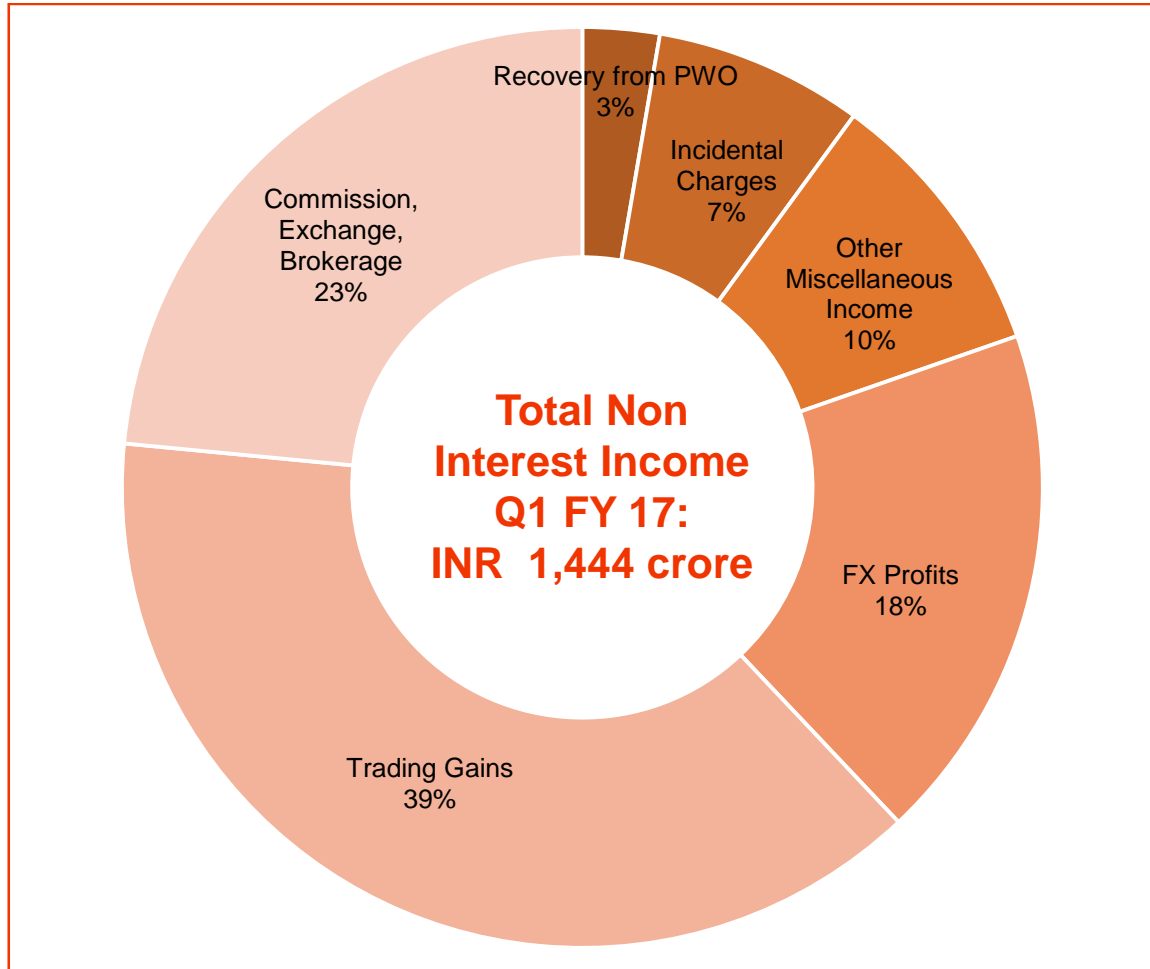
Particulars (INR crore)	Q1 FY 17	Q4 FY 17	Q1 FY 18	YOY (%)	QOQ(%)
Operating Profit	2,669	3,020	2,648	(0.79)	(12.32)
Total Provisions	2,246	2,865	2445	8.86	(14.66)
Provision for NPA & Bad Debts Written-off	1,986	2,425	2157	8.61	(11.05)
Provision for Standard Advances	(31)	255	116	-	(54.51)
Provision for Depreciation on Investment	19	(83)	133	600.00	-
Other Provisions (including Provision for staff welfare)	30	26	(38)	-	-
Tax Provisions	242	242	77	(68.18)	(68.18)
<b>Net Profit</b>	<b>424</b>	<b>155</b>	<b>203</b>	<b>(52.12)</b>	<b>30.97</b>



# Non-Interest Income

Particulars (INR crore)	Q1 FY 17	Q4 FY 17	Q1 FY 18	YOY (%)	QOQ(%)
Commission, Exchange, Brokerage	339	486	405	19.47	(16.67)
Incidental Charges	106	178	130	22.64	(26.97)
Other Miscellaneous Income	139	280	145	4.32	(48.21)
FX Profits	264	184	237	(10.23)	28.80
<b>Total Fee Income</b>	<b>848</b>	<b>1,128</b>	<b>917</b>	<b>8.14</b>	<b>(18.71)</b>
Trading Gains – Profit from Sale of Investments	557	677	553	(0.72)	(18.32)
Recovery from PWO	39	172	81	107.69	(52.91)
<b>Total Non-Interest Income</b>	<b>1,444</b>	<b>1,977</b>	<b>1,551</b>	<b>7.41</b>	<b>(21.55)</b>

# Non-Interest Income



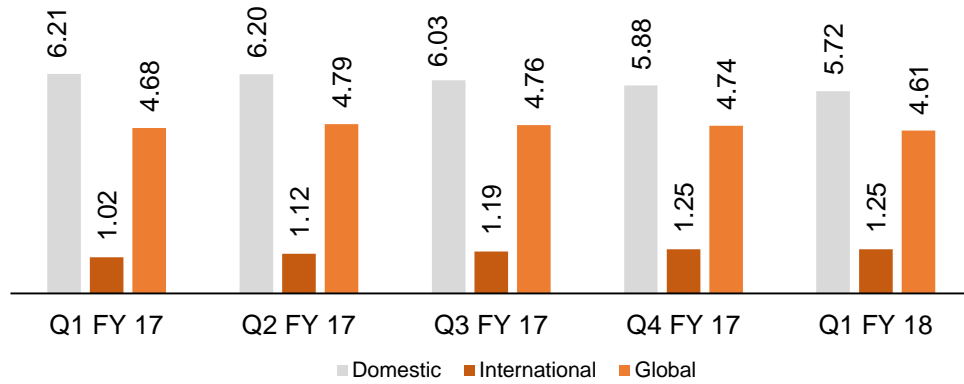
**Total Non-interest Income has increased by 7.41% on YOY basis**

# Operating Expenses

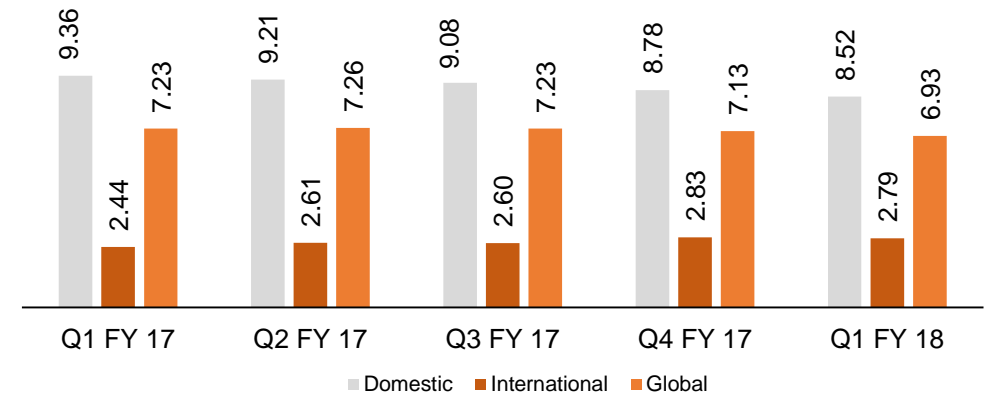
Particulars (INR crore)	Q1 FY 17	Q4 FY 17	Q1 FY 18	YOY (%)	QOQ(%)
Employee Cost	1,108	1,222	1,015	(8.39)	(16.94)
Other Operating Expenses	1,038	1,317	1,293	24.57	(1.82)
<b>Of which:</b>					
Rent, Taxes and Lighting	201	258	226	12.44	(12.40)
Printing and Stationery	17	28	18	5.88	(35.71)
Depreciation	133	132	116	(12.78)	(12.12)
Law charges	13	21	19	46.15	(9.52)
Postage, Telegrams, Telephone etc	49	45	49	0.00	8.89
Repairs and Maintenance to Bank's Property	146	135	222	52.05	64.44
Insurance	127	134	140	10.24	4.48
Other Expenditure	352	564	503	42.90	(10.82)
<b>Operating Expenses</b>	<b>2,146</b>	<b>2,539</b>	<b>2,308</b>	<b>7.55</b>	<b>(9.10)</b>

# Performance Ratios

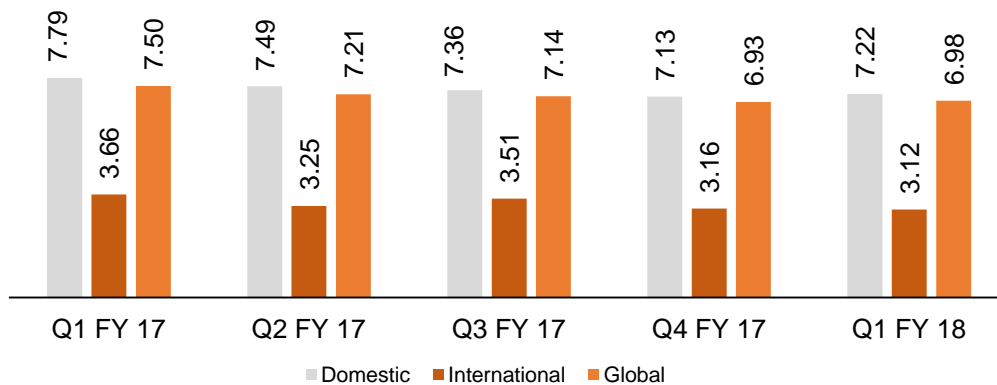
## Cost of Deposits (%)



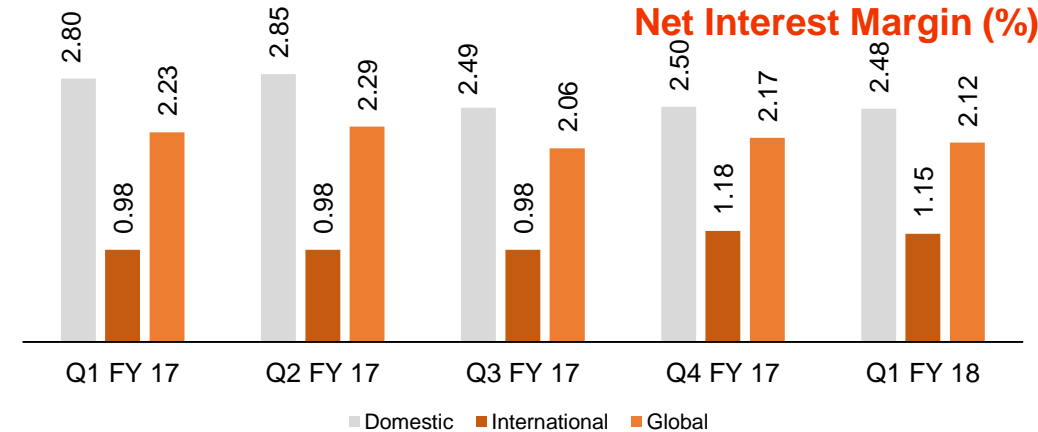
## Yield on Advances (%)



## Yield on Investment (%)

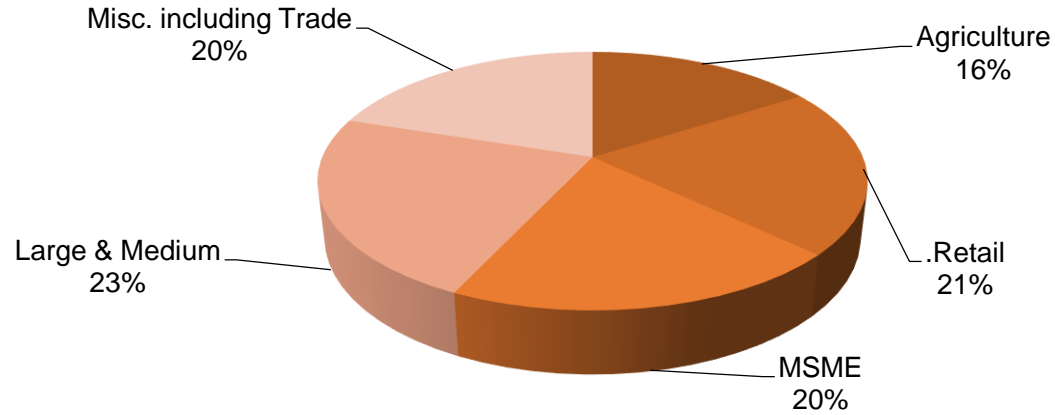


## Net Interest Margin (%)

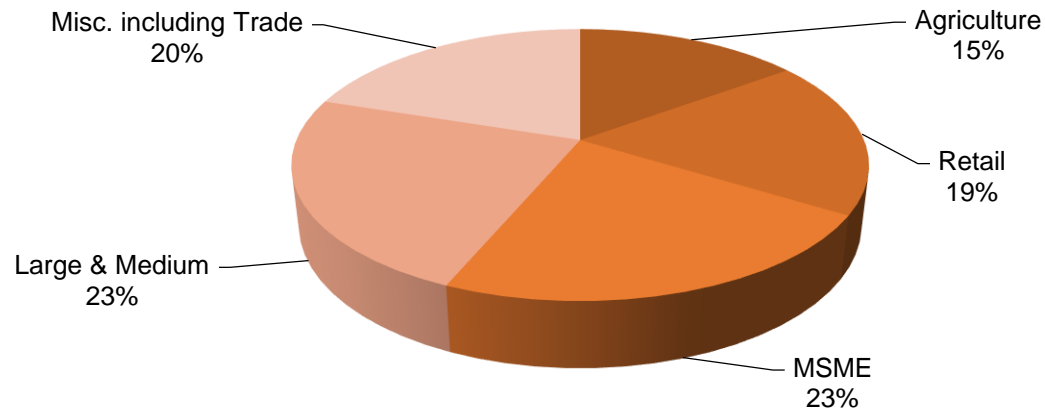


# Domestic Gross Credit – By Segment

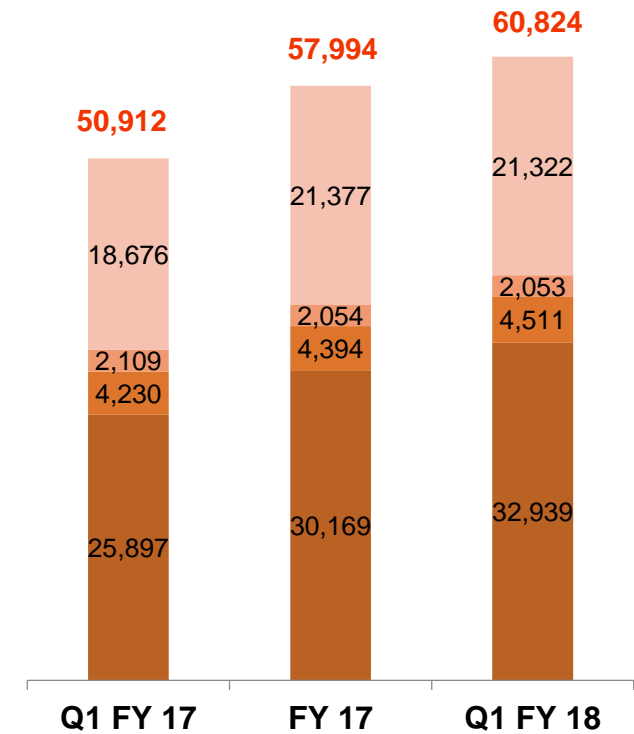
**% share in Gross Domestic Credit in Q1 FY 18**



**% share in Gross Domestic Credit in Q1 FY 17**



**Retail Credit – By Segment (INR crore)**



■ Other Retail loans. ■ Education ■ Auto ■ Home

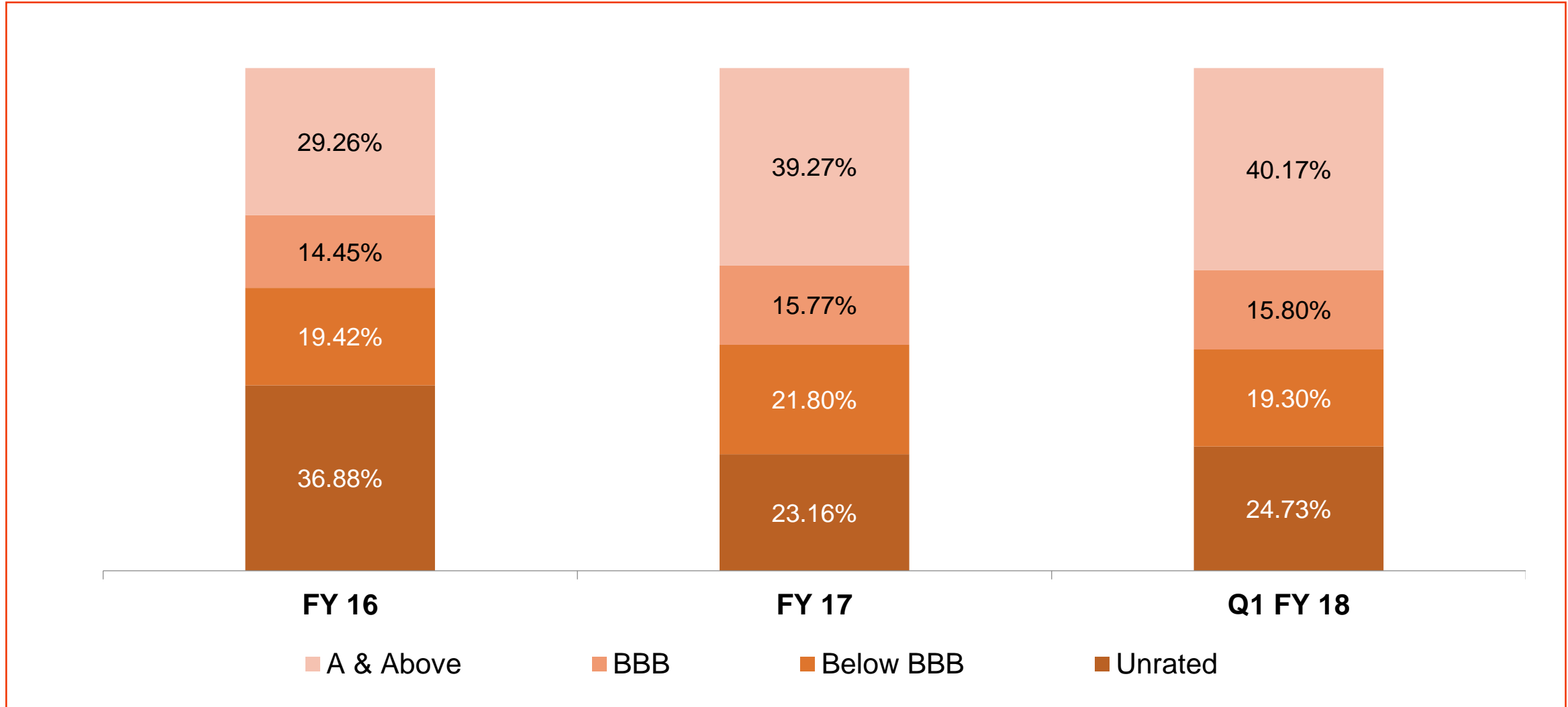
27.19% YOY growth in Home Loans



# Portfolio Exposure by Industry - Domestic Credit

Industry (INR crore)	Jun '16		Mar '17		Jun '17	
	Outstanding	% share	Outstanding	% share	Outstanding	% share
Infrastructure of which	30,556	11.35	28,021	9.41	26,709	9.07
1. Power of which	16,170	6.01	15,968	5.36	15,784	5.36
a) SEBs	3,219	1.20	1,740	0.58	1,686	0.57
b) Others	12,951	4.81	14,228	4.78	14,098	4.79
2. Telecom	4,189	1.56	3,622	1.22	3,624	1.23
3. Roads & Ports	6,044	2.25	4,536	1.52	3,723	1.26
4. Other Infrastructure	4,153	1.54	3,895	1.31	3,579	1.21
Basic Metals & Metal Industry of which	16,885	6.27	16,202	5.44	16,212	5.50
1. Iron & Steel	13,537	5.03	12,760	4.29	12,831	4.36
Textiles	13,809	5.13	14,403	4.84	15,084	5.12
Petroleum & Petrochemicals	1,303	0.48	696	0.23	686	0.23
All Engineering	7,031	2.61	6,555	2.20	5,989	2.03
Food Processing	304	0.11	2,054	0.69	9,564	3.25
Chemicals and Chemical Products	5,774	2.15	6,669	2.24	6,039	2.05
Trade	10,671	3.97	7,252	2.44	6,417	2.18
Commercial Real Estate	7,413	2.75	5,381	1.81	6,231	2.12
Home Loans	25,897	9.62	30,169	10.13	32,939	11.18
Auto Loans	4,230	1.57	4,394	1.48	4,511	1.53
Other Retail Loans	20,785	7.72	23,431	7.87	23,374	7.94
Agriculture	40,585	15.08	47,297	15.88	46,459	15.77
Others (Other Industries / Sectors etc)	83,873	31.17	1,05,231	35.34	94,342	32.03
<b>Total Domestic Advances</b>	<b>2,69,115</b>	<b>100.00</b>	<b>2,97,755</b>	<b>100.00</b>	<b>2,94,556</b>	<b>100.00</b>

# Rating Distribution of Credit Portfolio (Domestic)



\*External Rating Distribution of Advances above INR 5 Crore

# Capital Adequacy

Particulars	Jun '16	Mar '17	Jun '17
Common Equity Tier I Capital (CET 1) (%)	10.19%	8.98%	8.83%
Tier I Capital (%)	10.70%	9.93%	9.77%
Tier II Capital (%)	2.37%	2.31%	2.04%
<b>Capital to Risk Weight Assets Ratio (CRAR) (%)</b>	<b>13.07%</b>	<b>12.24%</b>	<b>11.81%</b>
Common Equity Tier I Capital (CET 1) (INR crore)	39,307	35,881	36,013
Tier I Capital (INR crore)	41,271	39,709	39,834
Tier II Capital (INR crore)	9,128	9,202	8,349
<b>Total Capital (INR crore)</b>	<b>50,399</b>	<b>48,911</b>	<b>48,183</b>

# NPA Movement

Particulars (INR crore)	FY 16	Q1 FY 17	Q2 FY 17	Q3 FY 17	Q4 FY 17	FY 17	Q1 FY 18
A. Opening Balance	16,261	40,521	42,991	42,949	42,642	40,521	42,719
B. Additions	27,828	6,096	2,861	4,135	4,077	13,312	5,200
Out of which, Fresh Slippages	26,863	5,527	2,252	3,073	3,561	11,153	4,384
C. Reductions	3,569	3,625	2,903	4,442	4,001	11,114	1,746
<i>Recovery</i>	1,481	1,081	1,653	1,345	1,541	4,088	1,021
<i>Upgradation</i>	534	1,401	1,034	1,322	884	2,511	589
<i>Write-Offs</i>	1,554	1,142	216	1,775	1,211	4,348	35
<i>Other Adjustments</i>	1	1	0	0	365	167	102
<b>Closing Balance</b>	<b>40,521</b>	<b>42,991</b>	<b>42,949</b>	<b>42,642</b>	<b>42,719</b>	<b>42,719</b>	<b>46,173</b>
Recovery in PWO	221	39	68	48	172	327	81

# Non Performing Assets (NPA)

Particulars	FY 16	Q1 FY 17	Q2 FY 17	Q3 FY 17	FY 17	Q1 FY 18
<b>Gross NPA (INR crore)</b>	40,521	42,991	42,949	42,642	42,719	46,173
<b>Gross NPA Ratio (%)</b>	9.99%	11.15%	11.35%	11.40%	10.46%	11.40%
<b>Net NPA (INR crore)</b>	19,407	20,783	19,342	19,006	18,080	19,519
<b>Net NPA Ratio (%)</b>	5.06%	5.73%	5.46%	5.43%	4.72%	5.17%
<b>Provision Coverage Ratio (Including TWO) (%)</b>	<b>60.09%</b>	<b>60.17%</b>	<b>62.95%</b>	<b>64.50%</b>	<b>66.83%</b>	<b>66.28%</b>
<b>Provision Coverage Ratio (Excluding TWO) (%)</b>	<b>52.11%</b>	<b>51.66%</b>	<b>54.97%</b>	<b>55.43%</b>	<b>57.68%</b>	<b>57.73%</b>



# Details of Restructured Assets

Particulars (INR crore)	Q1 FY 17			Q4 FY 17			Q1 FY 18		
	Standard	NPA	Total	Standard	NPA	Total	Standard	NPA	Total
<b>Restructured Accounts as on Opening Balance</b>	<b>13,735</b>	<b>15,269</b>	<b>29,004</b>	<b>14,059</b>	<b>14,960</b>	<b>29,019</b>	<b>10,785</b>	<b>14,915</b>	<b>25,700</b>
Fresh Restructuring + Increase in Outstanding	1,276	434	1,710	669	210	879	3,249	149	3,398
Up gradation to Restructured Standard category	608	(608)	0	117	(117)	0	244	(244)	0
<b>Restructured Standard Advances upgraded to full Standard advances</b>	<b>(132)</b>	<b>0</b>	<b>(132)</b>	<b>(719)</b>	<b>0</b>	<b>(719)</b>	<b>(1,055)</b>	<b>0</b>	<b>(1,055)</b>
Down gradations of Restructured accounts	(840)	840	0	(2,285)	2,285	0	(886)	886	0
Depreciation Write-off + Decrease in Outstanding + Closures	(483)	(290)	(773)	(1,056)	(2,423)	(3,479)	(518)	(676)	(1,195)
<b>Total Restructured Accounts as Closing Balance</b>	<b>14,164</b>	<b>15,645</b>	<b>29,809</b>	<b>10,785</b>	<b>14,915</b>	<b>25,700</b>	<b>11,819</b>	<b>15,029</b>	<b>26,848</b>

# Details of Impaired Assets

Particulars (INR crore)	FY 16	Q1 FY 17	FY 17	Q1 FY 18
Gross Advances	4,05,517	3,85,491	4,08,511	4,04,982
Gross NPAs	40,521	42,991	42,719	46,173
Net NPAs	19,406	20,783	18,080	19,519
Restructured Standard Assets	13,735	14,164	10,785	11,819
Total Gross NPAs + Restructured Standard	54,256	57,155	53,504	57,992
Total Net NPAs + Restructured Standard	33,142	34,947	28,865	31,338
Gross NPA + Restructured Standard to Gross Advances (%)	13.38%	14.83%	13.10%	14.32%
Net NPAs + Restructured Standard to Gross Advances (%)	8.17%	9.07%	7.07%	7.74%

# Domestic Treasury Highlights: Q1 FY 18

Treasury Non Interest Income stood at the level of INR 710 crore in Q1FY 18 providing support to overall Non-Interest Income generation

As on June 30, 2017, the share of SLR Securities in Total Investment was 89.59%

The per cent of SLR Securities to NDTL at June 30, 2017 was at 25.78%

As on June 30, 2017, the modified duration of AFS investments was 3.03 & that of HTM securities was 5.73



Total size of the Bank's Domestic Investment Book as on 30<sup>th</sup> June, 2017 stood at INR 1,31,485 crore

The Bank had 57.57% of SLR Securities in HTM and 40.97% in AFS on 30<sup>th</sup> June, 2017

The Bank shifted SLR securities worth INR 29,391 crore from HTM to AFS portfolio and INR 1,122 crore from AFS to HTM during Q1 FY 18.

In Q1 FY 18, amount of INR 116.82 crore is towards Depreciation on Investment

# International Presence spanning 107 offices across 24 countries



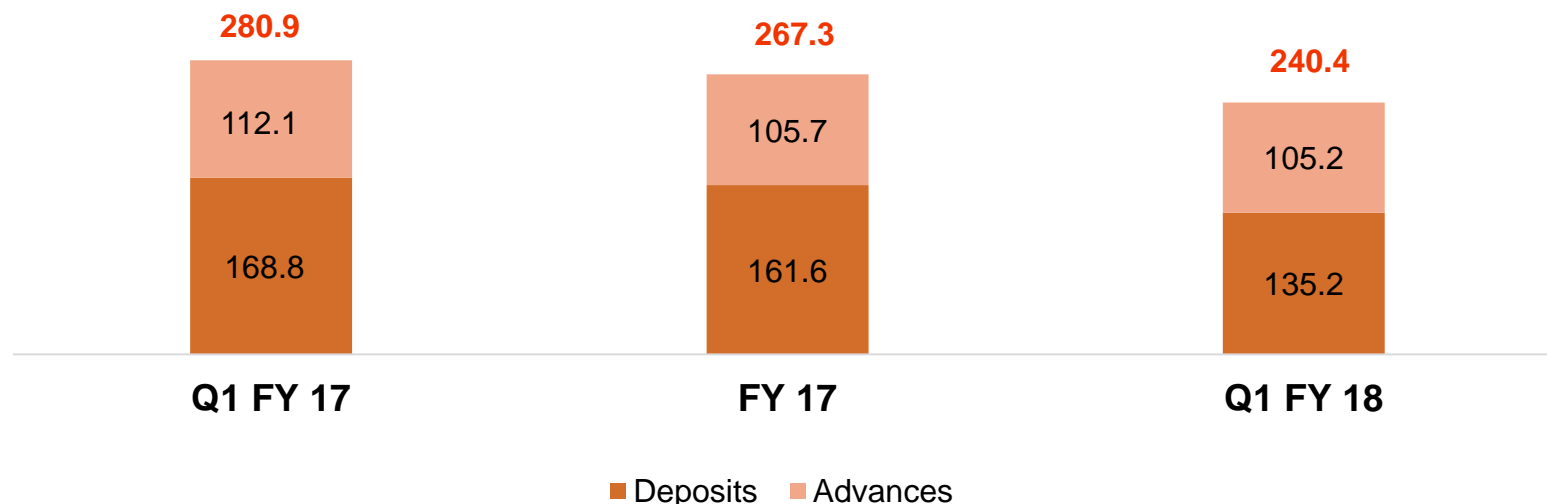
**Color Codes**

- Wholesale business
- Full Banking Centres
- Offshore Banking Units
- Joint Venture
- Associate

▪ **59** Branches in **15** countries; **8** Subsidiaries having **47** Branches and **1** Representative Office  
▪ **1** Joint Venture, **1** Associate with **31** branches

# Highlights of the International Business

International Business (INR Thousand crore)



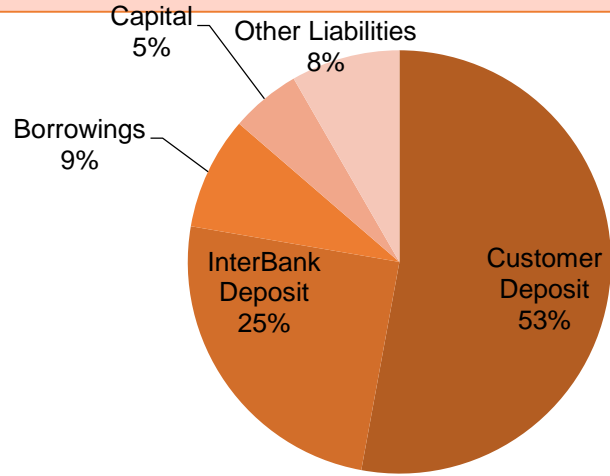
- During Q1, FY18, the Bank's 'International Business' contributed 25.36% to its Total Business
- Out of the Total International Loan-book, 50.54% comprised Buyers' Credit/ BP/ BD portfolio where the exposure is on the banks. 21.08% of the exposure is to India related corporate by way of ECB/ Syndicated Loans
- Exposure to non-Indian entities by way of syndicated loans is at 4.74% and remaining 23.64% exposure is by way of local credit
- The GNPA (%) for International operations was at 6.94% as on 30<sup>th</sup> June 2017. Excluding the exposure to India based corporates, the GNPA (%) of the remaining exposure was at 2.97%
- The Cost-Income Ratio in International operations was at 22.16% in Q1, FY18
- In Q1 FY18, the NIM of International operations stood at 1.15%
- The Outstanding balance of restructured loans in International operations as on June 30, 2017 was at INR 2,922.17 crore, out of which the Standard restructured loans were at INR 1,363.18 crore



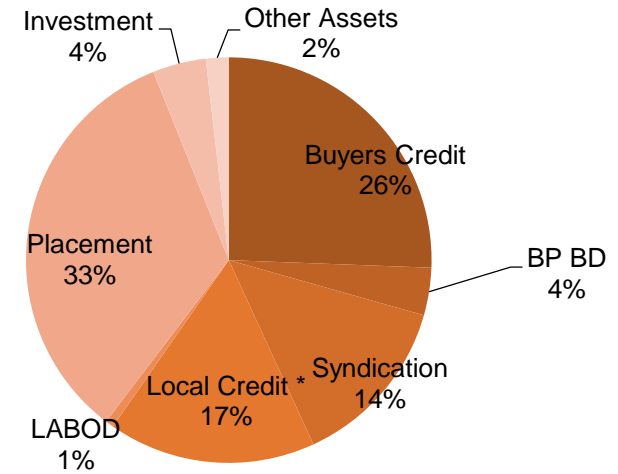
# International Operations

## Asset Liability Management

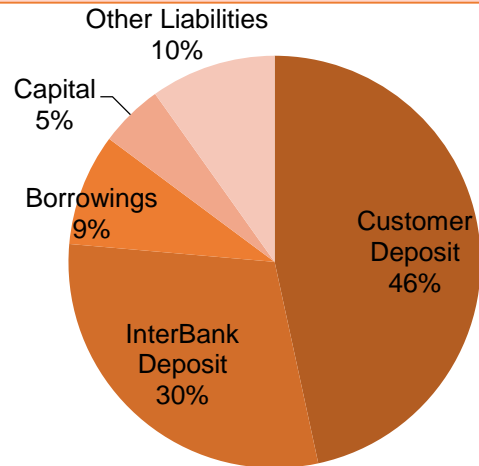
Resources: June 2017



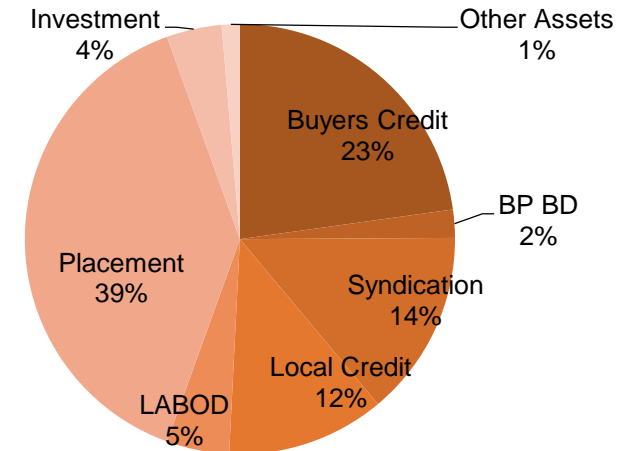
Deployment: June 2017



Resources: June 2016



Deployment: June 2016



# Bank of Baroda: Our Key Strengths



**Strong domestic presence** through 5,434 branches & 10,563 ATMs and Cash Recyclers supported by self-service channels



**Well distributed branch network** with 34% coverage in Rural, 28% in Semi-urban, 21% Metro and 17% Urban

**A well recognized brand** in the Indian Banking Industry



Usually a **net lender** in the market, maintaining adequate **liquidity** in all business cycle phases

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



**Global presence across 107 offices** spanning 24 countries

**Deep Financial Inclusion Coverage** – 28 million accounts, with a total deposits of INR 7,640 crore and average balance of INR 2,728



**Capital Adequacy Ratio** of **12.31%** (consolidated) which is well above the regulatory requirements

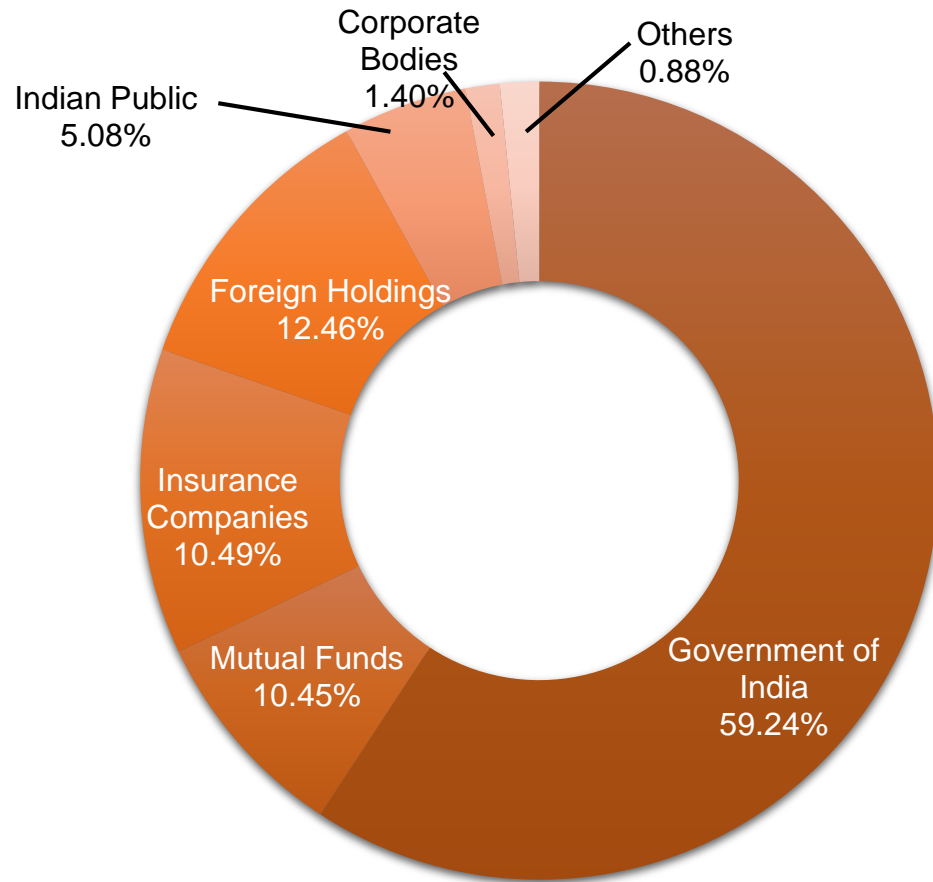
**Customer base** of ~73 million



**Employee strength** of 55,417

**Established on July 20, 1908, Bank of Baroda is a 109 year old Bank with 59.24% stake held by the Government of India.**

# Shareholding Pattern as on June 30, 2017

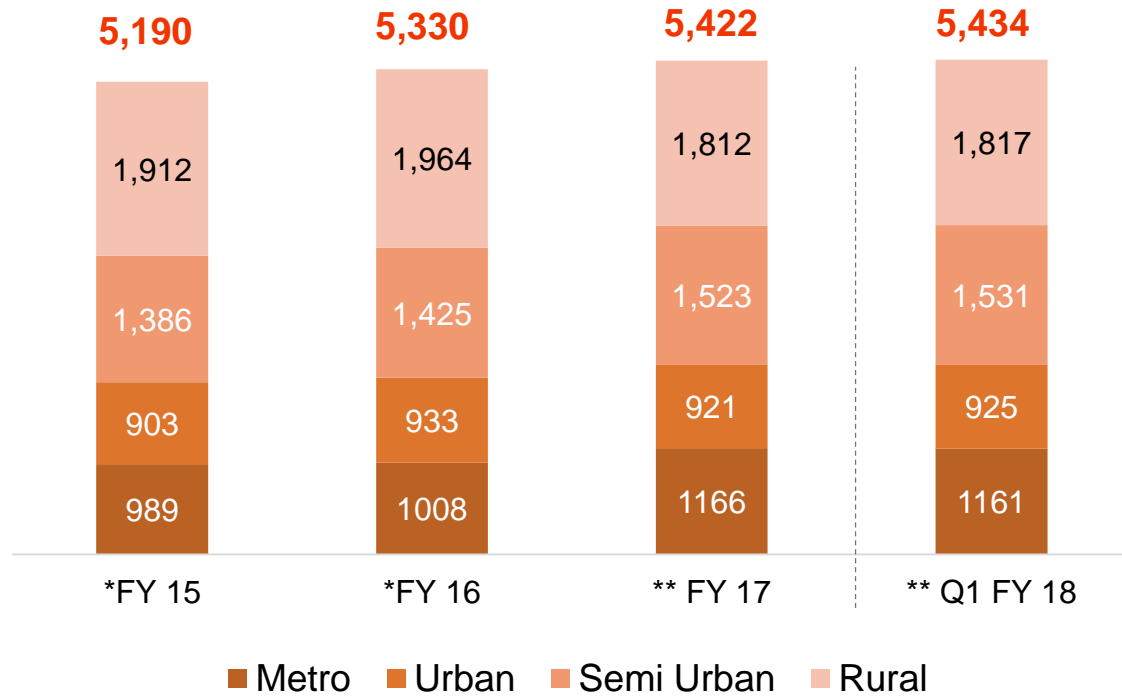


FII – Foreign Institutional Investors  
FPI – Foreign Portfolio Investors

## As on June 30, 2017

- **Share Capital:** INR 460.83 crore
  - **Net worth:** INR 30,671 crore
  - **ROE (annualized) :** 2.65%
  - **ROA (annualized) :** 0.12%
  - **Book value per share :** INR 133.11
- 
- Bank of Baroda is a part of the following Indices:
    - BSE 100, BSE 200, BSE 500 & Bankex Nifty, BankNifty, Nifty 100, Nifty 200, Nifty 500
    - Bank of Baroda's shares are also listed on BSE and NSE in the 'Future and Options' segment

## Domestic Branch Network

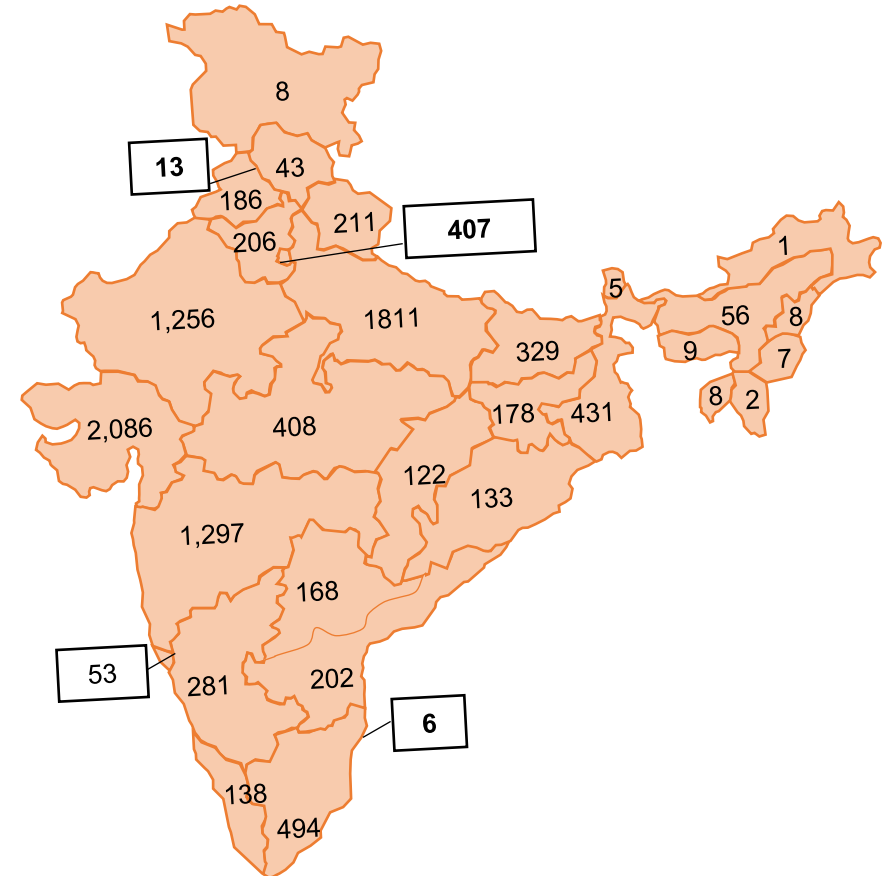


\*FY15 and FY16 data as per 2001 census.

\*\* FY 17, Q1 FY 18 data as per the 2011 census .

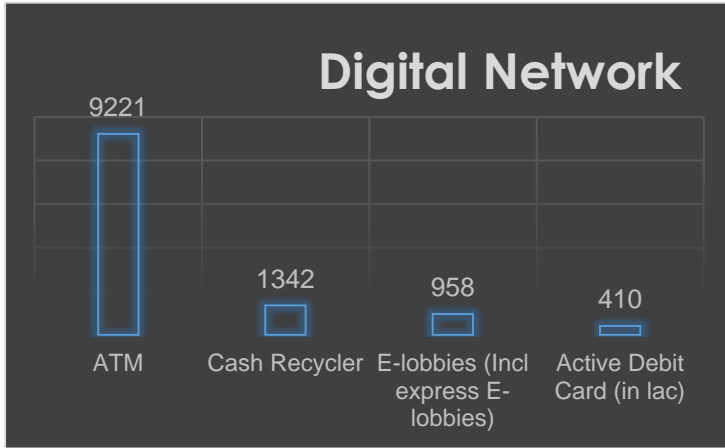
Bank had 340 e-lobbies, with 24\*7 facilities for cash withdrawal, cash deposit, cheque deposit, passbook printing and internet banking, including express e-lobbies the total number of e-lobbies are 958 as on 30<sup>th</sup> June 2017.

## ATM Network



\*Total : 10,563 ATMs and Cash Recyclers

# Digital Footprint



**167.55%**

POS/ECOM (YOY growth)



**219.35%**

Mobile Banking (F+NF)  
(YOY growth)



**51.65%**

SSPBP (YOY growth)

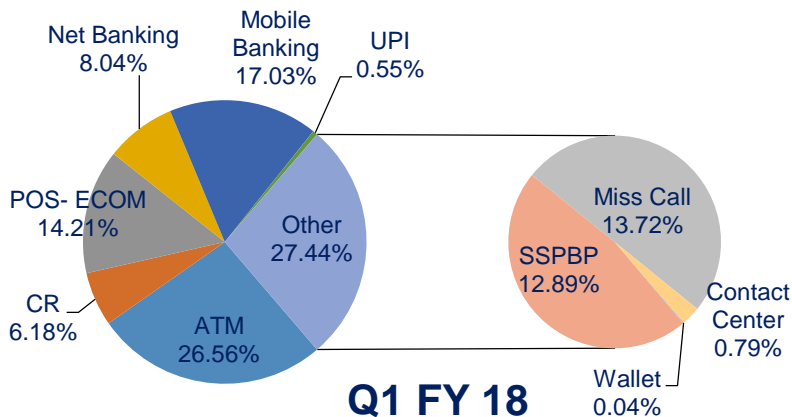


**29.21%**

Net Banking (F+NF)  
(YOY growth)

\*Q1,2017 compared with Q1,2018

## ADC transaction Ratio



### Recent Product Suite



**~ 33 lakh new Debit cards were issued during Q1 FY 18 out of which 48.75% were issued in existing accounts. Apart from Debit Cards, Bank also offers Credit, Forex, and Gift Cards**

# Digital Footprint - Digital Initiatives: Q1 FY 18



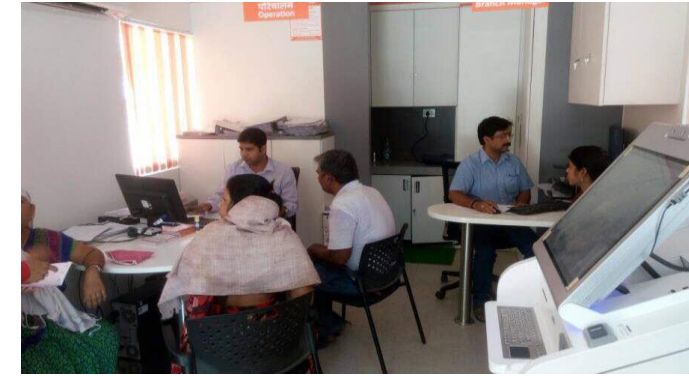
- Revamped Corporate Website with enhanced user friendly interface has been launched.
- Baroda Deposit Card (Zero Dispense Card) for Cash Recycler has been launched on Bank's Foundation Day.
- 110 Cashless Digital Villages have been inaugurated and further 20 more villages are in pipeline.
- Bank is opening 5 new Digital Portable Branches in Varanasi Region.
- Bank of Baroda is one of the first Commercial Banks to receive final approval from RBI to work as operating unit under Bharat Bill Payment System (BBPS).
- 10 Digital Labs on pilot basis have been established within the branch premises for Digital products' Marketing / Demo/ Query resolution etc.
- New Internet Payment Gateway has been launched with improved functionalities.



# Digital Portable Branch



- An innovative concept of pre-fabricated banking outlet equipped with Self Service machines to meet routine Customer requirements and space for 2-3 Officials/ BCs for a face to face interaction/ handholding.
- These outlets are highly secure, conducive to varying weather conditions and are conceptualized to offer 24x7 convenient banking facility.
- Self Service machines are designed to offer Instant Account opening, Debit Card dispensation, Cash withdrawal, Passbook updation, Fund transfer, Utility Bill payment, Account based enquiry services etc.

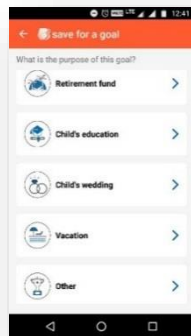
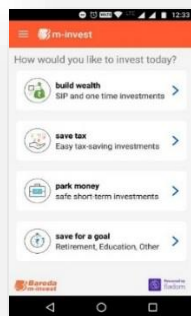


# Fintech Initiatives

15+ partnerships forged across the FS spectrum: Lending, payments, wealth management, technology, e-commerce etc. and many more in the pipeline to be executed by end of FY'18. Here are some notable ones:



## Baroda M-Invest



- Baroda M-Invest app launched for the customers.
- The app blends cutting edge technology with personalized financial advice for investing in mutual funds.
- App is available for android and iOS users.
- The entire enrolment and compliance process happens on the app after which the customer can do goal based investments in mutual funds.
- Registered users – 2700
- AUM – Rs.5.20 crores



## Tonetag



- Enables contactless payments through sound
- Encodes data into sound wave
- Uses basic speaker
- Tie-up with ToneTag enables Bank's customers to make payment without using their Debit/Credit cards.
- This feature will be integrated in M-Connect Plus mobile banking app.

## Blockchain

Bank has joined **Bankchain**, a platform for banks in India to explore, build and implement Blockchain solutions for multiple BFSI applications.

**BANKCHAIN**

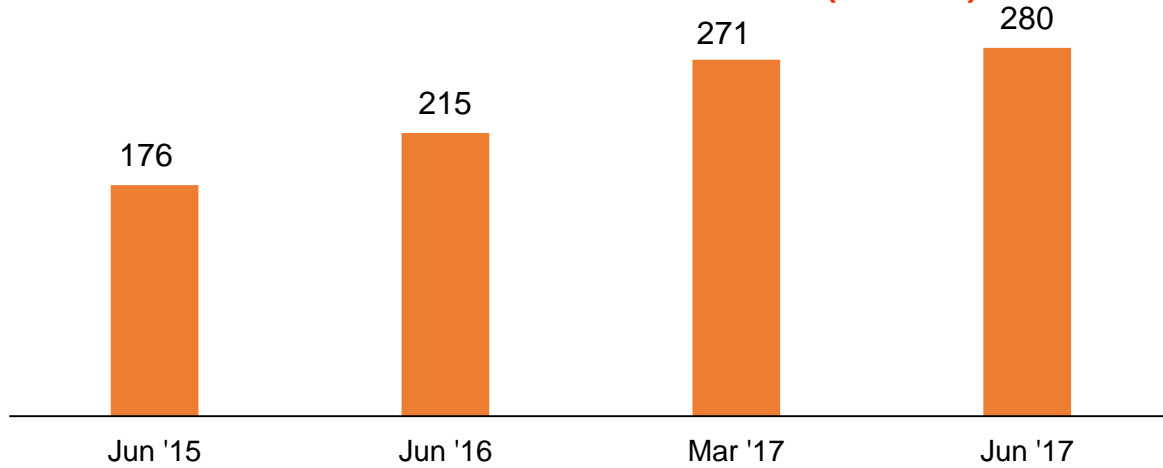
### Applications to be Implemented:

- Shared KYC / AML / CFT
- Loan Syndication
- Trade Finance
- Secure Repository for Documents
- Asset Registry
- Cross Border Payments
- P2P Payments

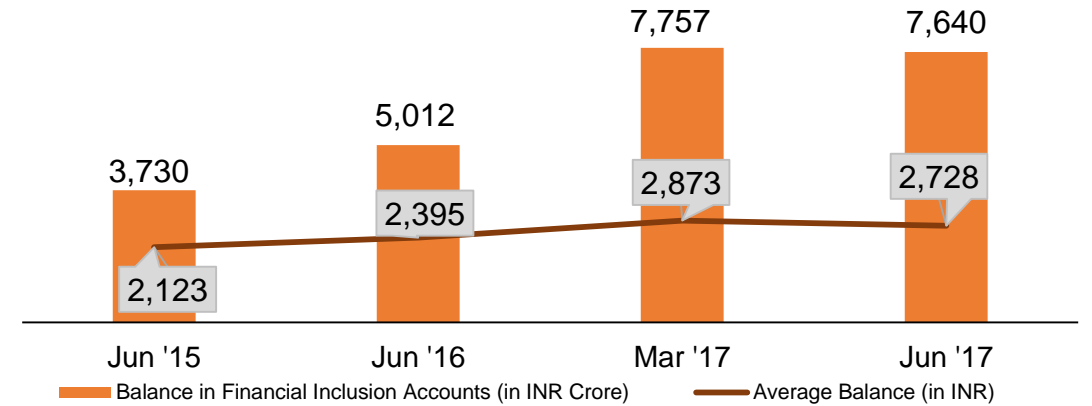


# Financial Inclusion (1/2)

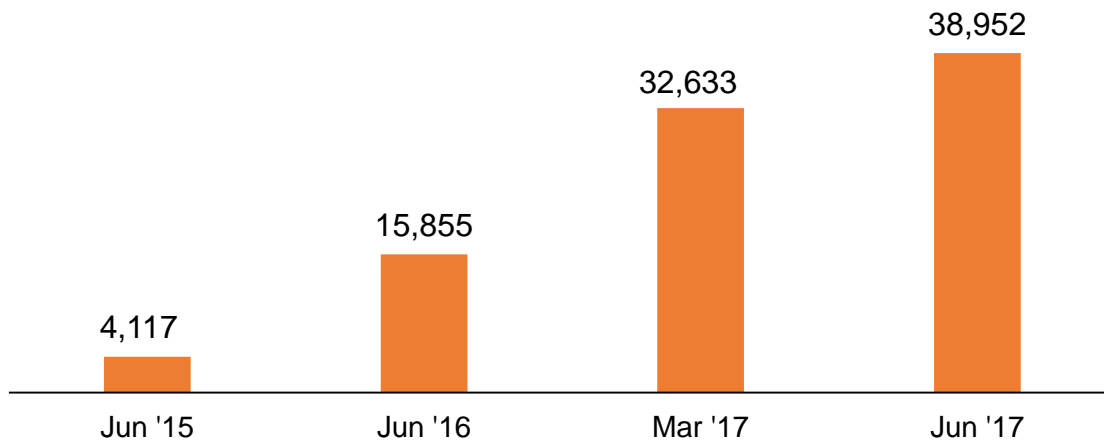
**Total Financial Inclusion Accounts (in Lakh)**



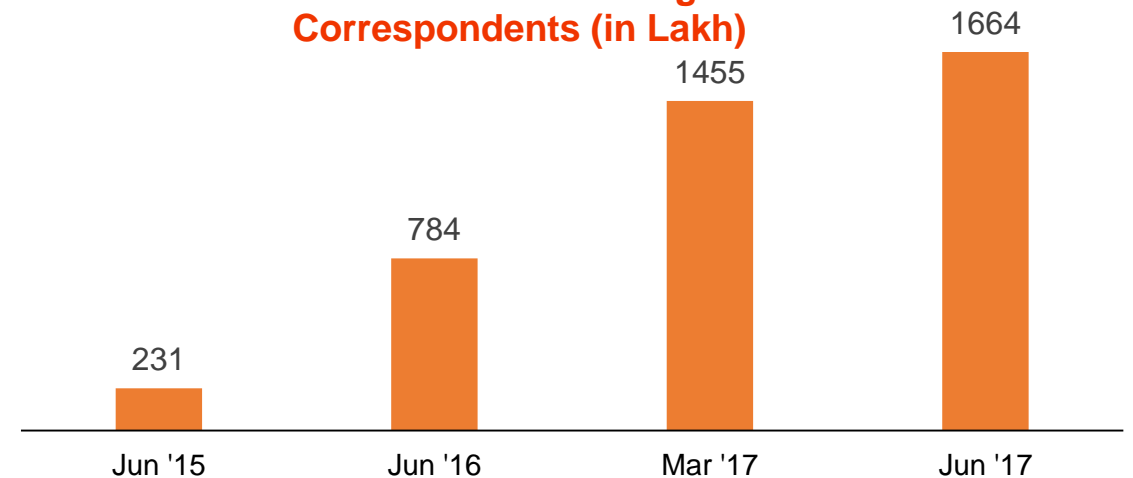
**Balance/ Average Balance in Financial Inclusion accounts**



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



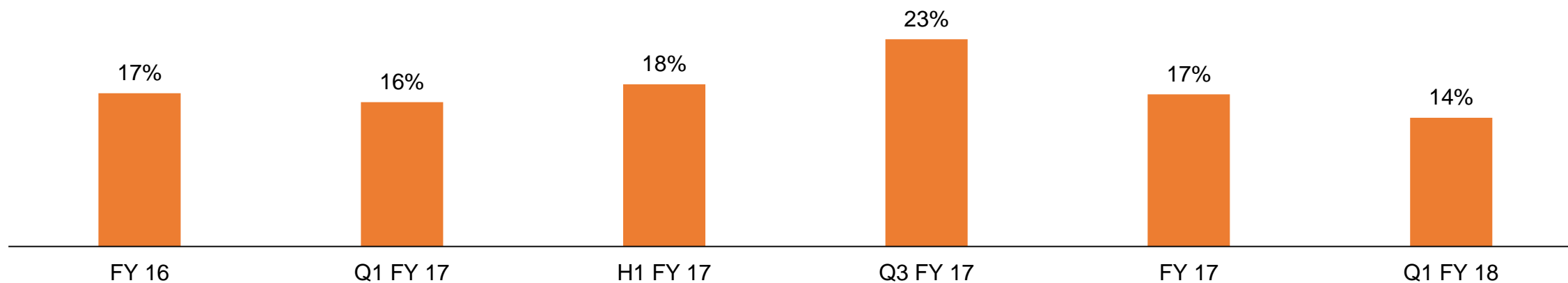
**Number of Transactions through Business Correspondents (in Lakh)**



## Social Security Schemes (Enrolment up to June 30, 2017 in Lakh)

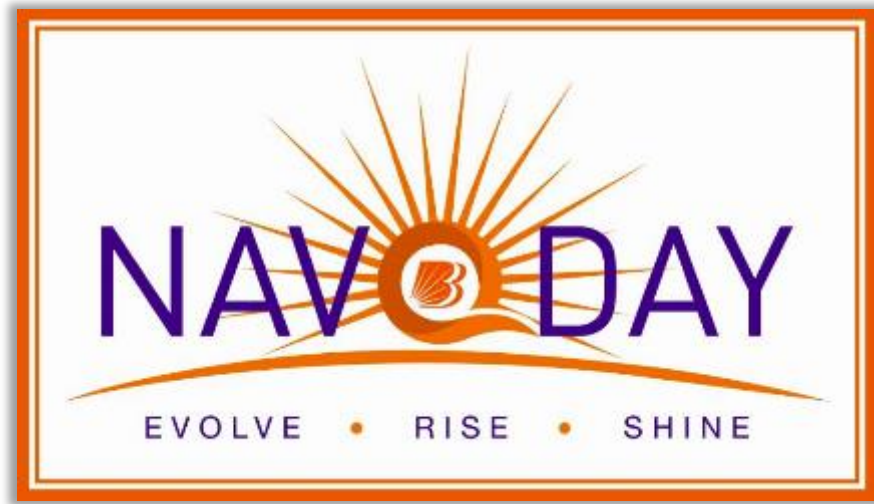
Pradhan Mantri Suraksha Bima Yojana	47.27
Pradhan Mantri Jeevan Jyoti Bima Yojana	16.11
Atal Pension Yojana	4.12

## Zero Balance Accounts (%)



**In Q1 FY 18, the Bank's 51 FLC centres across the country conducted 951 meetings/camps to educate 49,125 people  
Our 49 BSVS (Baroda RSETI) centres have trained 6,055 youth through 238 training programmes**

# Project Navoday – Our comprehensive transformation journey continues in execution mode



# CONSOLIDATED FINANCIALS | Q1 FY 2018

# Subsidiaries, Joint Ventures and Associates

Domestic Subsidiaries, Joint Ventures and Associates	Proportion of Ownership
<b><i>Subsidiaries</i></b>	
BOBCARDS Limited	100.00%
BOB Capital Markets Limited	100.00%
Baroda Global Shared Services Limited	100.00%
<b><i>Associate Bank</i></b>	
Nainital Bank Limited	98.57%
<b><i>Joint Ventures</i></b>	
India First Life Insurance Company Limited	44.00%
India Infradebt Limited	30.00%
<b><i>Associates</i></b>	
Baroda Pioneer Asset Management Company Ltd	49.00%
Baroda Pioneer Trustee Co. Pvt. Limited	49.00%
<b><i>Regional Rural Banks</i></b>	
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
<b><i>Subsidiaries</i></b>	
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%
<b><i>Joint Venture</i></b>	
India International Bank (Malaysia), Berhad	40.00%
<b><i>Associate</i></b>	
Indo-Zambia Bank Limited	20.00%
<b><i>Overseas Non-Banking Subsidiary</i></b>	
BOB (UK) Limited	100.00%

# Balance Sheet – Consolidated

Particulars (INR crore)	Jun '16	Mar '17	Jun '17
<b>CAPITAL &amp; LIABILITIES</b>			
Capital	462	462	462
Reserves & Surplus	42,544	42,605	42,692
Minority Interest	206	233	230
Deposits	5,75,265	6,17,257	5,85,756
Borrowings	36,354	31,242	29,630
Other Liabilities & Provisions	27,777	27,421	30,213
<b>TOTAL</b>	<b>6,82,608</b>	<b>7,19,220</b>	<b>6,88,983</b>
<b>ASSETS</b>			
Cash and Balances with RBI	22,233	23,915	23,168
Balances with Banks	1,15,699	1,30,200	96,539
Investments	1,41,438	1,40,716	149,183
Loans & Advances	3,70,577	3,92,262	3,86,542
Fixed Assets	6,291	5,930	5,854
Other Assets	26,370	26,197	27,697
<b>TOTAL</b>	<b>6,82,608</b>	<b>7,19,220</b>	<b>6,88,983</b>

# Profit & Loss – Consolidated

Particulars (INR crore)	Q1 FY 17	Q4 FY 17	Q1 FY 18	YOY (%)	QOQ(%)
Net Interest Income	3,712	3,950	3,751	1.05	(5.04)
Non Interest Income	1,624	2,342	1,784	9.85	(23.83)
Fee Income	363	527	440	21.21	(16.51)
Premium Income	387	342	348	(10.08)	1.75
Other Income	874	1,473	996	13.96	(32.38)
<b>Total Income</b>	<b>5,336</b>	<b>6,292</b>	<b>5,535</b>	<b>3.73</b>	<b>(12.03)</b>
Operating Expenses	2,323	2,855	2,561	10.25	(10.30)
Operating Profit	3,013	3,437	2,974	(1.29)	(13.47)
Provisions	2,183	2,953	2,551	16.86	(13.61)
<b>Profit before Tax</b>	<b>830</b>	<b>484</b>	<b>423</b>	<b>(49.04)</b>	<b>(12.60)</b>
Tax	277	259	122	(55.96)	(52.90)
Minority Interest	12	7	11	(8.33)	57.14
Share of Earning in Associates	4	37	(12)	-	-
<b>Profit after Tax</b>	<b>545</b>	<b>255</b>	<b>302</b>	<b>(44.59)</b>	<b>18.43</b>

# Capital Adequacy - Consolidated

Key ratios (Consolidated)	Q1 FY 17	Q4 FY 17	Q1 FY 18
Capital Adequacy Ratio (%) - Basel-III	13.54%	12.80%	12.31%
<b>Total Capital (INR crore)</b>	<b>53,739</b>	<b>53,135</b>	<b>52,092</b>
Tier I (INR crore)	44,501	43,842	43,657
Tier II (INR crore)	9,238	9,293	8,436
Return on average Net worth (%)	1.63%	0.76%	0.90%
Weighted average EPS (INR)	2.36	1.11	1.20
Book value (INR)	146.16	144.91	145.41



This presentation has been prepared by Bank of Baroda (the “Bank”) solely for information purposes, without regard to any specific objectives, financial situations or informational needs of any particular person.

Except for the historical information contained herein, statements in this release which contain words or phrases such as “will”, “aim”, “will likely result”, “would”, “believe”, “may”, “expect”, “will continue”, “anticipate”, “estimate”, “intend”, “plan”, “contemplate”, “seek to”, “future”, “objective”, “goal”, “strategy”, “philosophy”, “project”, “should”, “will pursue” and similar expressions or variations of such expressions may constitute “forward-looking statements”. These forward-looking statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward-looking statements. These risks and uncertainties include, but are not limited to our ability to successfully implement our strategy, future levels of non-performing loans, our growth and expansion, the adequacy of our allowance for credit losses, our provisioning policies, technological changes, investment income, cash flow

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.**

# Thank You



बैंक ऑफ़ बड़ौदा  
Bank of Baroda

