

Quarterly / Nine Monthly Financial Results 31.12.2019

Analyst Presentation









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Safe Harbour

Certain statements in these slides are forward-looking statements. These statements are based on Management's current expectations and are subject to uncertainty and changes in circumstances. Actual outcomes may differ materially from those included in these statements due to a variety of factors.

VISION

To be CENTRAL to the banking and financial needs of all.

MISSION

To provide Customer Centric products and services by leveraging human resources and technology

VALUE STATEMENT

- C Consistency
- E Ethical Standards
- N Nurturing Potential
- T Transparency
- R Responsiveness
- A Accountability
- **L** Loyalty

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RECENT INITIATIVES

- ✓ Organizational Restructuring done by creating 31 new Regional Offices and reducing the number of Zonal Offices from 13 to 10 for better focus on the business.
- ✓ 7 Corporate Finance Branches and 6 Mid Corporate Branches are now reporting directly to Corporate Office for ensuring faster TAT.
- ✓ 49 Centralised Credit Processing Branches have been set up for sanction, documentation, disbursement and post disbursal monitoring of Retail Loans for ensuring quality in Retail Loan processing and started functioning smoothly.
- ✓ In a new set up, 7 Stressed Asset Management Branches (for stressed assets above Rs.25 Crores) and 8 Asset Recovery Branches (for stressed assets of Rs 5 Cr to Rs.25 Crores) are reporting directly to Corporate Office for ensuring faster resolution. Resolution in big accounts like Essar Steel, Ruchi Soya has taken place in Q3FY20.
- ✓ Separate vertical for Marketing set up in all Regional Offices for marketing, sourcing of fresh business. Corporate Office has started follow-up of lead generation and monitoring of conversion of leads on all India basis.



RECENT INITIATIVES

- ✓ New Performance Management System (PMS) based on the model of Balance Scorecard Method, focusing on Business, Customer, Process and People Factors has been launched.
- ✓ Succession Planning, which includes Competency Mapping Model to develop Robust Leadership Plan has been initiated.
- ✓ Concept of Job Family introduced and identification process for 8 job family completed. All the officers upto Assistant General Managers are grouped under one of the job families for nurturing for various roles.
- ✓ Whole training architecture of the Bank is being revamped through Training Impact Analysis project.
- ✓ Mobile based E-learning as a method of imparting knowledge, implemented for staff to undergo role based courses.
- ✓ Human Resource Management System (HRMS) launched on mobile platform.

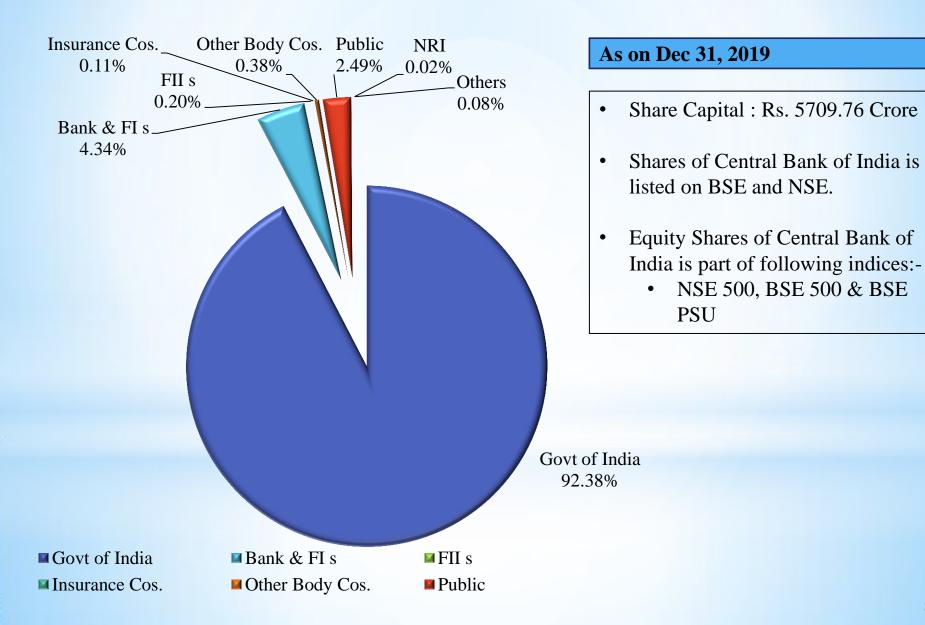


RECENT INITIATIVES

- ✓ End to end loan life cycle management system (LLMS) is being introduced which will have credit origination, monitoring and various API interface to improve credit underwriting, Turn Around Time (TAT) and monitoring including Early Warning Signals (EWS). LLMS will have the facility of online tracking of loan application.
- ✓ Enterprise wise Fraud Risk Management Solutions (EFRMS) is initiated in three phases. The first phase with 5 delivery channels rolled out for alert generation on real time basis for identifying the potential fraudulent transactions.
- ✓ Business Transformation through Data Analytics by undertaking in-depth study of structures, systems processes, people and Technology is being undertaken. This will help the bank improve its RAM advances, CASA Deposits and Fee Based Income.
- ✓ Under "Open architecture" concept (IRDA guidelines), we have tied up with 5 insurance partners (2 Life, 2 Non Life and one Health) to procure more business under Bancassurance to boost fee based income.
- ✓ We have rationalised the Retail Lending products and introduced new products, **Cent Business** and **Cent Saral** to suit the financial needs of the customers.
- ✓ New business line FINTECH initiative is introduced under MSME vertical to take advantage of emerging trends in MSME lending



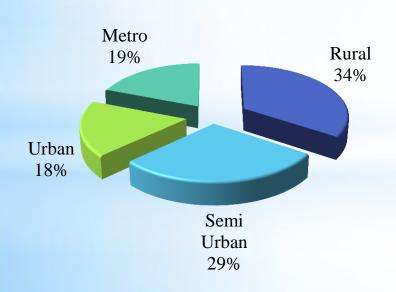
SHAREHOLDING PATTERN





PAN INDIA BRANCH NETWORK

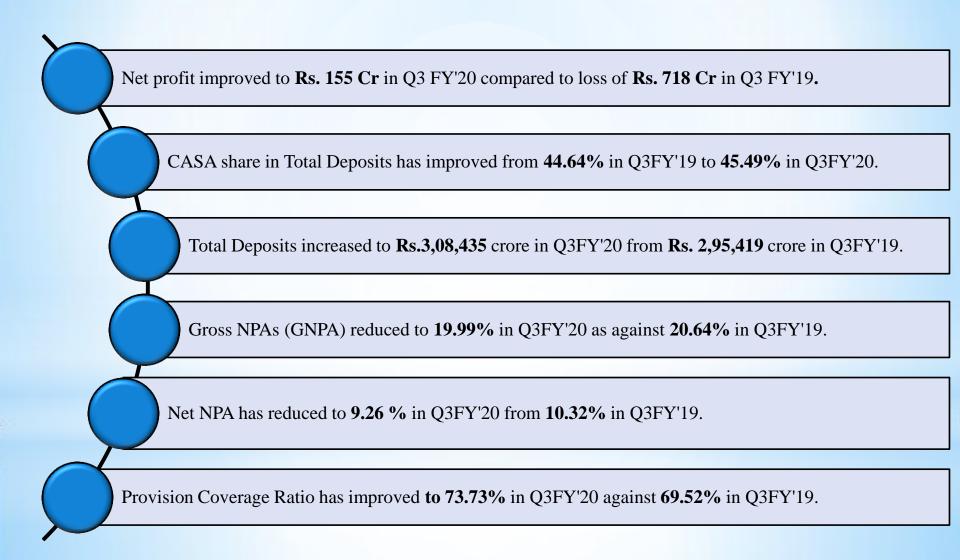
	31/12/2019
Total Branches	4662
Rural	1601
Semi Urban	1341
Urban	829
Metro	891





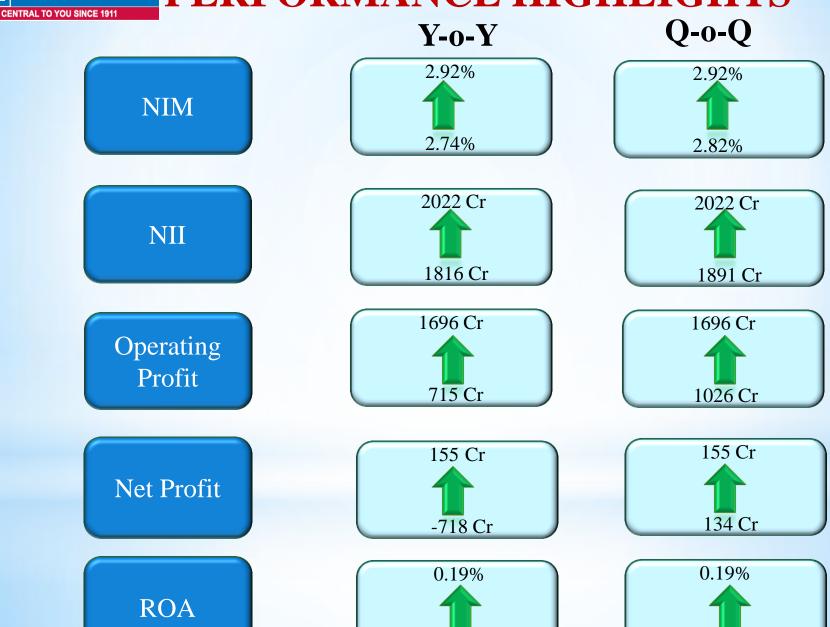


PERFORMANCE HIGHLIGHTS





PERFORMANCE HIGHLIGHTS



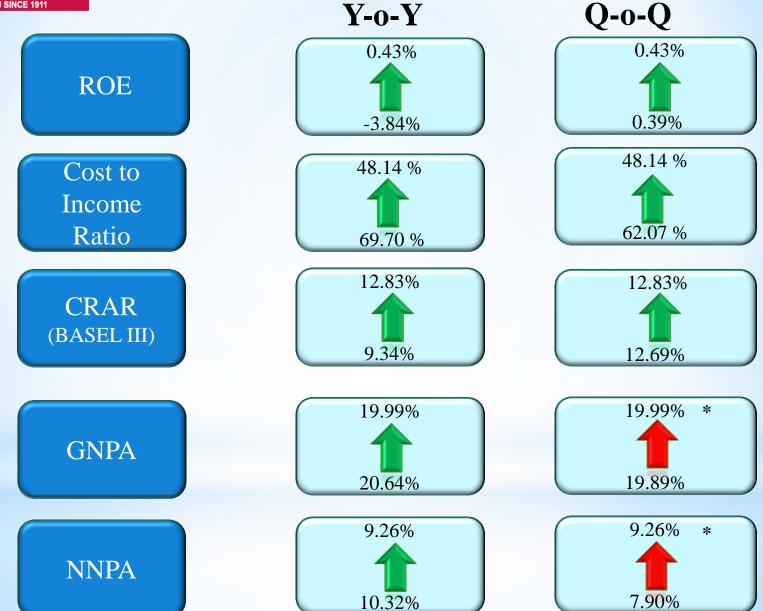
-0.86%

0.17%



PERFORMANCE HIGHLIGHTS

CENTRAL TO YOU SINCE 1911



^{*}This is impact of RBI divergence in Q3FY'20



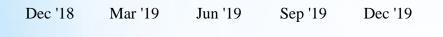
PROFITABILITY RATIOS





Net Interest Income (Rs. in Crore)





Cost to Income Ratio(%)



Dec '18 Mar '19 Jun '19 Sep '19 Dec '19

Liquidity Coverage Ratio (%)



Dec '18	Mar '19	Jun '19	Sep '19	Dec '19	Dec '18	Mar '19	Jun '19	Sep '19	Dec '19
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Dec '18

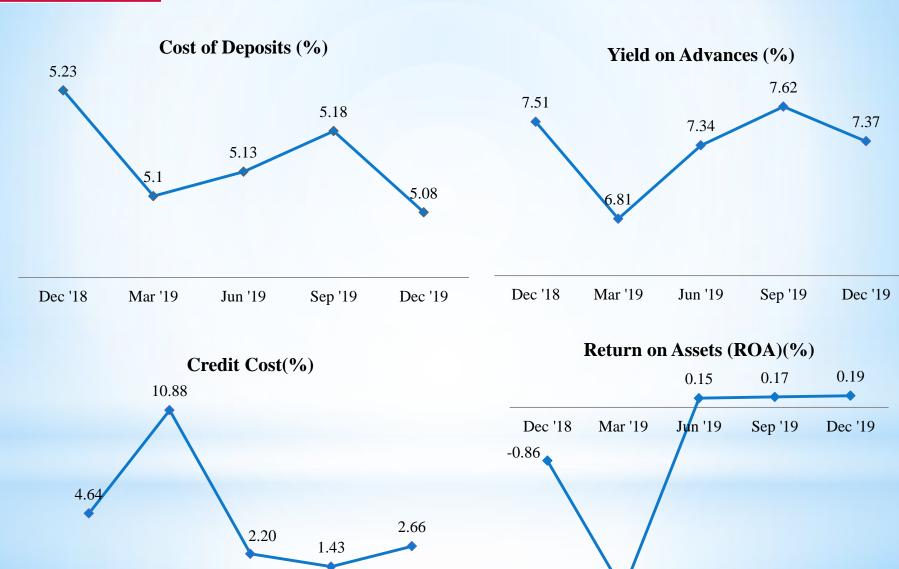
Mar '19

Jun '19

Sep '19

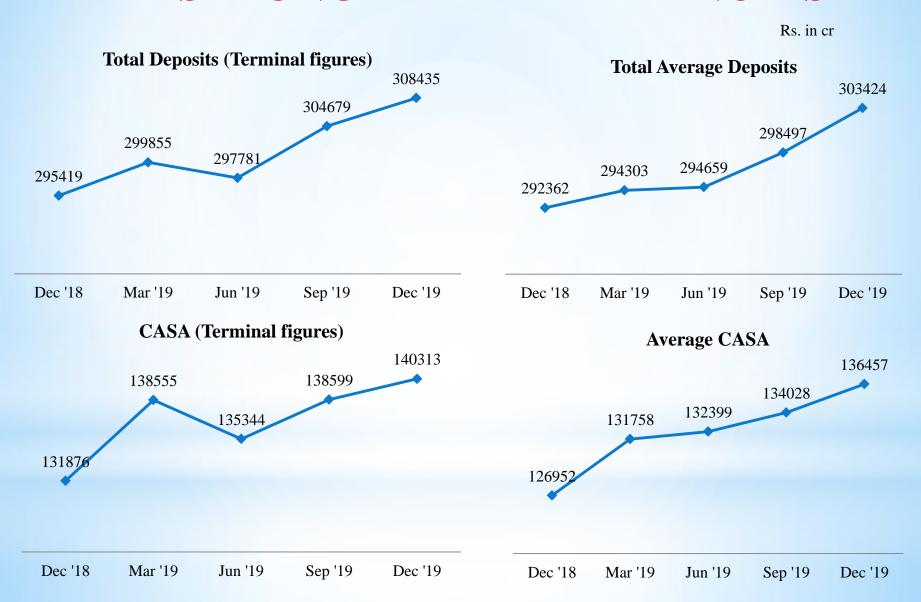
Dec '19

PROFITABILITY RATIOS



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STRONG LIABILITY FRANCHISE

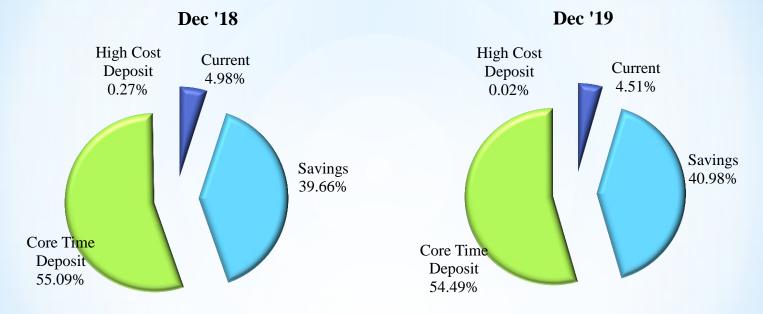


^{*}Average business data is based on fortnightly averages for respective quarters.



CASA TREND

Terminal figures (Rs. in Cr)

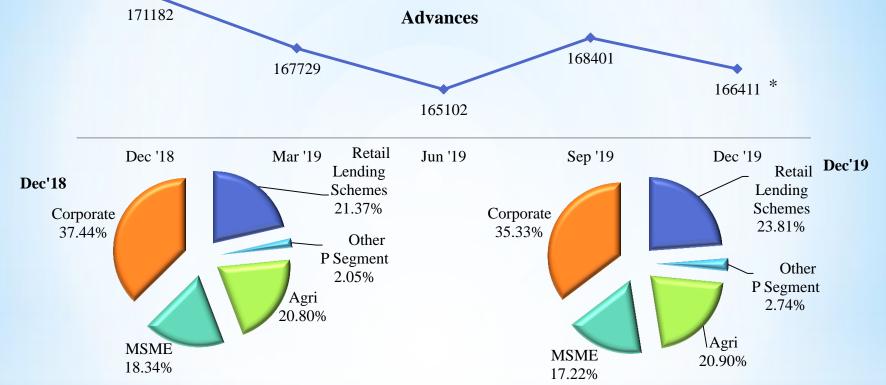


Particulars	Dec'18	Dec'19
Current	14702	13918
Savings	117174	126395
Core Time Deposit	162737	168061
High Cost Deposit	806	61
Total Deposits	295419	308434



BUSINESS TREND

Rs. in Cr

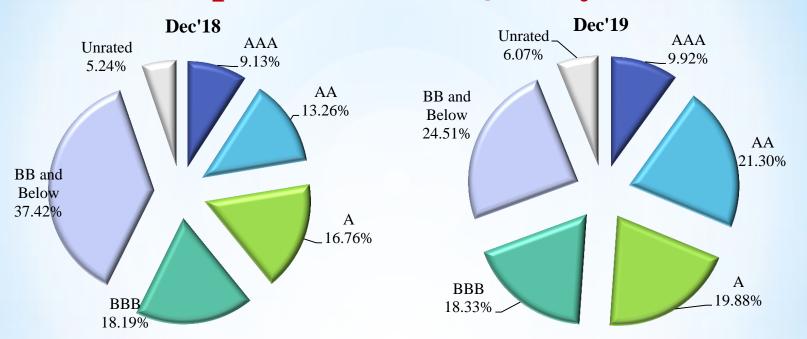


SECTORS	Dec '18	Dec '19	YoY Growth (%)
Retail	40092	44174	10.18%
i)Retail Lending Schemes	36588	39619	8.28%
ii)Other P Segment	3504	4555	29.99%
Agriculture	35613	34781	-2.34%
MSME	31394	28663	-8.70%
Corporate	64083	58793	-8.25%
Total Gross Advance	171182	166411*	-2.79%

^{*} After TWO of Rs. 2992 Crore during Q3'FY20



Corporate Assets Quality - Standard



Rs in Cr

Rating wise Standard Corporate Advances	Dec '18	Dec '19
AAA	3630	3808
AA	5274	8173
A	6664	7629
BBB	7232	7033
BB and Below	14881	9406
Unrated	2085	2329
Total	39766	38377



Diversified Industry Portfolio

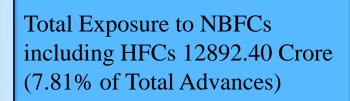
Rs. in Crores

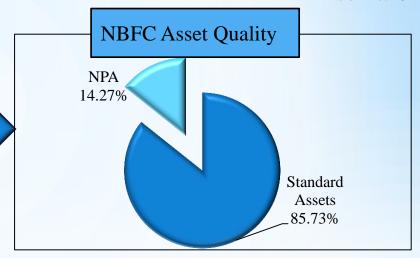
	Dec '	19	Sep '1	19	Dec '1	8	Dec '19
Particulars	Outstanding	% of Total Adv.	Outstanding	% of Total Adv.	Outstanding	% of Total Adv.	YOY Gr %
Infrastructure	23259.05	13.98%	23343.66	13.86%	29396	17.17%	-20.88%
of which: Power	9598.10	5.77%	9601.71	5.70%	16006	9.35%	-40.03%
Telecommunication	1070.58	0.64%	1089.58	0.65%	2628	1.54%	-59.26%
Roads & Ports	6615.46	3.98%	6769.84	4.02%	7044.3	4.12%	-6.09%
Other Infrastructure	5974.91	3.59%	5882.53	3.49%	3717.8	2.17%	60.71%
Iron & Steel	4475.00	2.69%	4489.21	2.67%	6945.3	4.06%	-35.57%
Trade	10417.90	6.26%	10771.7	6.40%	9041	5.28%	15.23%
Textiles	4973.99	2.99%	5093.81	3.02%	6202.6	3.62%	-19.81%
Petroleum & Petrochemicals	421.91	0.25%	375.04	0.22%	1060.1	0.62%	-60.20%
Engineering	6302.12	3.79%	6601.27	3.92%	6073	3.55%	3.77%
Comm. Real Estate	3177.54	1.91%	3266	1.94%	3675.4	2.15%	-13.54%
Total	53027.51	31.87%	53940.7	32.03%	62393	36.45%	-15.01%

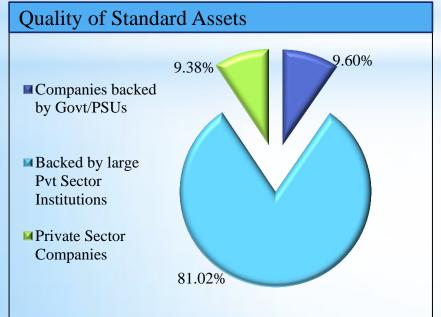


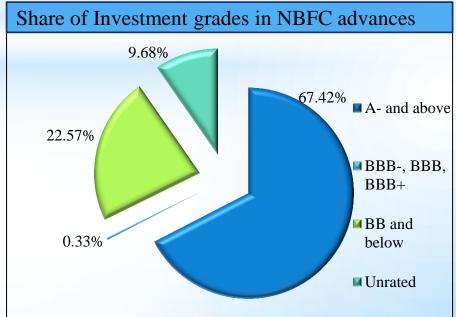
NBFC Portfolio

As on Dec'19



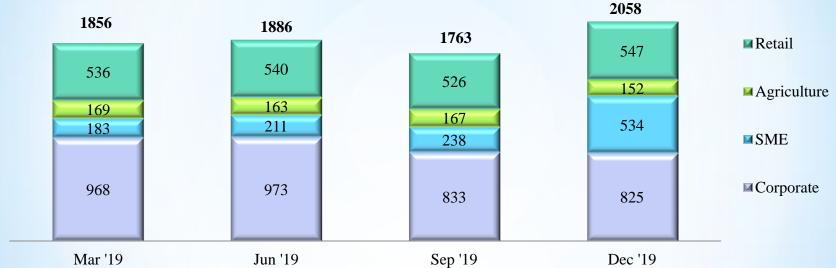






Asset Quality-Standard Restructured Accounts





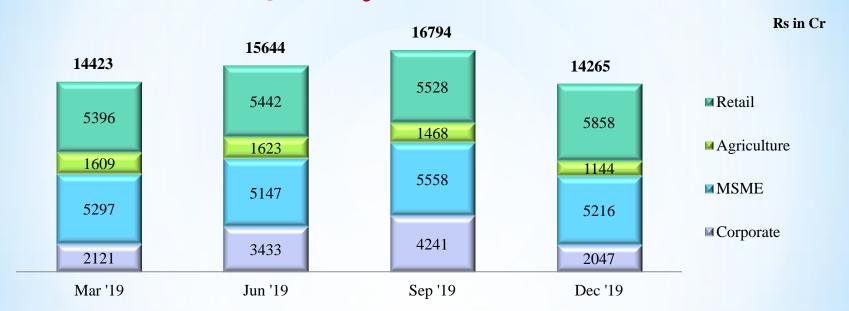
Rs in Cr

Segment wise	Mar '19	Jun '19	Sep '19	Dec '19
Corporate	968	973	833	825
MSME	183	211	238	534
Agriculture	169	163	167	152
Retail	536	540	526	547
Total	1856	1886	1763	2058

^{*}During the quarter Dec'19, MSME accounts to the tune of Rs 289.10 crores are restructured under RBI guidelines on restructuring of MSME advance. Further, few housing and Education loans (Rs 70.98 crore), are also restructured due to natural calamity (Karnataka & Kerala) in Chennai Zone.



Asset Quality – SMA 1 & SMA 2

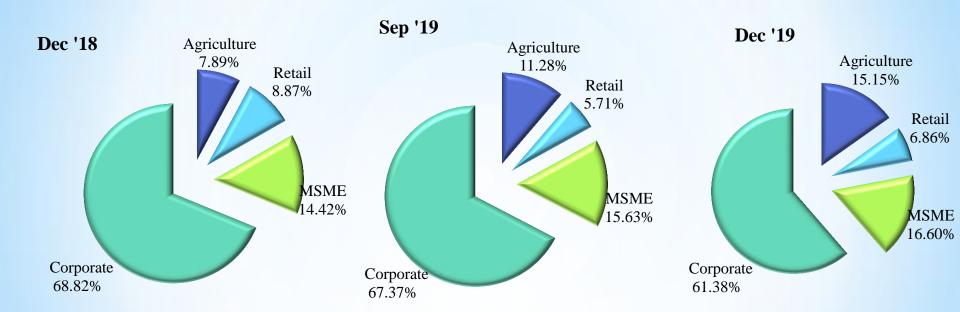


Rs in Cr

Segment wise SMA	Mar '19	Jun '19	Sep '19	Dec '19
Corporate	2121	3433	4241	2047
MSME	5297	5147	5558	5216
Agriculture	1609	1623	1468	1144
Retail	5396	5442	5528	5858
Total	14423	15644	16794	14265



Asset Quality – NPA

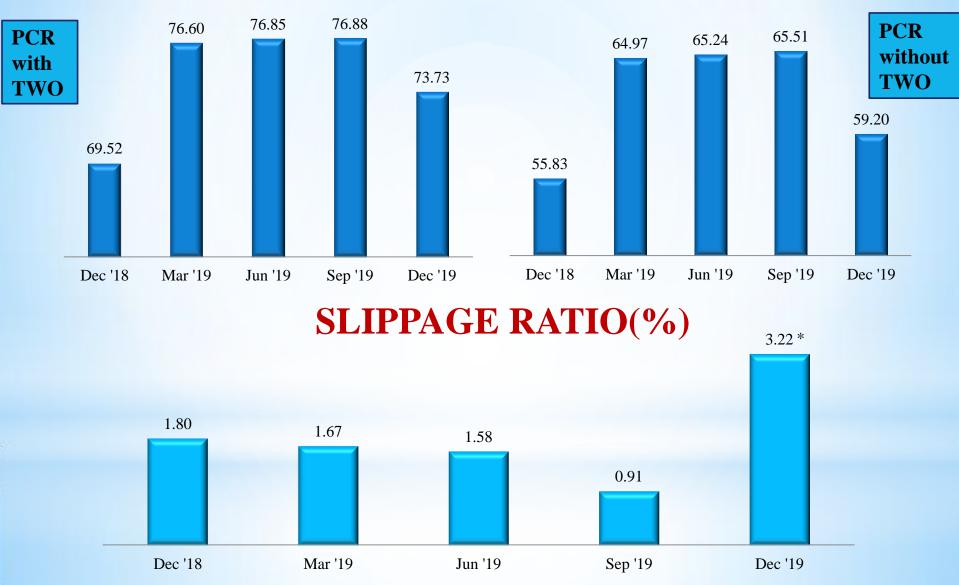


Rs in Cr

	Dec'18		Sep'19		Dec'19	
Segment wise	NPA	NPA Ratio(%)	NPA	NPA Ratio(%)	NPA	NPA Ratio(%)
Agriculture	2788	7.83	3780	10.69	5040	14.49
Retail	3133	6.49	1913	5.15	2282	5.76
MSME	5095	16.23	5236	17.95	5521	19.28
Corporate	24317	43.50	22568	33.82	20416	32.22
Total	35333	20.64	33497	19.89	33259	19.99



PROVISION COVERAGE(%)



^{*}This includes RBI divergence accounts.



NPA Movement

Rs. in Crore

Gross NPA	Dec'18	Inn!10	San!10	Dec'19
	Dec 18	Jun'19	Sep'19	Dec 19
Opening Gross NPAs	37411	32356	32908	33497
Slippage of PA to NPAs	1934	2141	1199	3998*
Increase in balance of existing NPAs	522	92	21	350
Sub Total	2456	2233	1220	4348
Less:				
Up gradation	7	434	38	8
Recovery (Including Sale to ARC)	457	715	486	1273
Regular Write-off	69	134	0	313
Technical Write-off	4000	397	107	2992
Recovery by adjustment of Credit Bal Held in nominal a/cs/ DICGC, ECGC claims received	1	1	0	O
Sub Total	4534	1681	631	4586
Gross NPAs	35333	32908		33259
% of Gross NPAs to Gross Advances	20.64	19.93	19.89	19.99

^{*}This includes RBI divergence accounts.



ASSET QUALITY TREND



Rs. in Crore

Particulars	Dec'18	Mar'19	Jun'19	Sep'19	Dec'19
Gross Advances	171182	167729	165102	168401	166411
Net Advances	151267	146525	143454	146290	146595
Gross NPA	35333	32356	32908	33497	33259
Net NPA	15605	11333	11441	11552	13568
Gross NPA %	20.64	19.29	19.93	19.89	19.99
Net NPA %	10.32	7.73	7.98	7.90	9.26



Status of NCLT accounts

As on Dec 2019

RBI List 1 O/s

Rs. 871.13 cr

RBI List 2 O/s

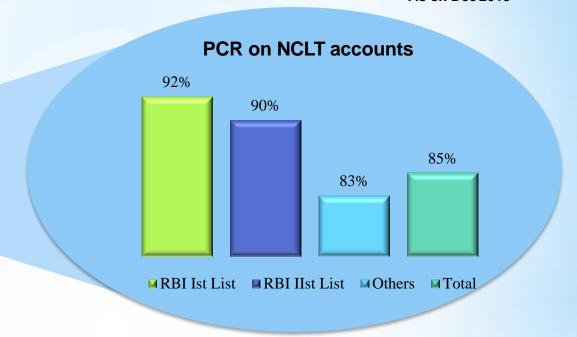
Rs. 5282.53 cr

Others

Rs. 15285.25 cr

Total (Incl.TWO)

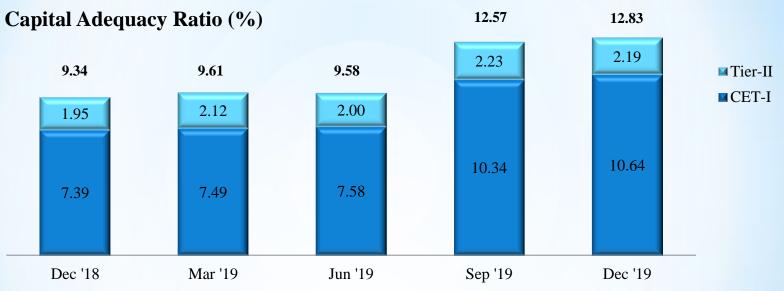
Rs. 21438.91 cr



- Four accounts resolved from RBI1 & 2 List, with outstanding of Rs 2302.27 Crore.
- Three account from RBI 1 & 2 list sold to ARC with outstanding of Rs 3080.76 Crore on 100% cash sale basis through Swiss Challenge Method.
- 9 accounts in RBI 1 & 2 list having 100% PCR (O/s 3133.68 Cr)

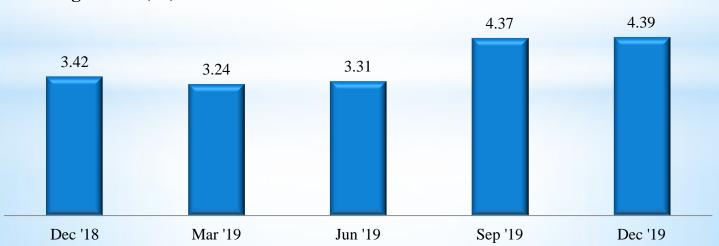


Capital Ratios



- "Credit Risk Weighted Assets on Advances to Gross Advances" Dec 18: 62.12%, Dec 19: 58.58%.
- "TRWAs to Total Asset" ratio Dec 18: 47.80%, Dec19: 42.79%.

Leverage Ratio (%)





PROFITABILITY

(Rs in Crore)

	Qı	ıarter end	ed	Nine Mor	nth ended		Ó	
Particulars	Dec '19	Sep '19	Dec '18	Dec '19	Dec '18	9M-FY20 over 9M- FY19	Q-o-Q	Y-o-Y
1.Total Income	7278	6704	6329	20475	18431	11.09	8.56	14.99
1.1 Interest Income	6029	5890	5785	17633	17162	2.74	2.36	4.22
1.2 Other Income	1249	814	544	2842	1269	123.96	53.44	129.60
2 Total Expenses	5582	5678	5614	16649	16823	-1.03	-1.69	-0.57
2.1 Interest Expended	4007	3999	3969	11930	11993	-0.53	0.20	0.96
2.2 Operating Exp.	1575	1679	1645	4719	4830	-2.30	-6.19	-4.26
Net Interest Income	2022	1891	1816	5703	5169	10.33	6.93	11.34
Operating Profit	1696	1026	715	3826	1608	137.94	65.30	137.20
Provisions	1541	892	1433	3419	4772	-28.35	72.76	7.54
Net Profit	155	134	-718	407	-3164	112.86	15.67	121.59
NIM %	2.92	2.82	2.74	2.79	2.64			
ROA %	0.19	0.17	-0.86	0.17	-1.27			
ROE %	0.43	0.39	-3.84	1.20	-17.26			



TOTAL INCOME

Quarter ende		ed	Nine Mor	nth ended	Growth %			
Particulars	Dec '19	Sep '19	Dec '18	Dec '19	Dec '18	9M-FY20 over 9M- FY19	Q-o-Q	Y-o-Y
Interest Income	6029	5890	5785	17633	17162	2.74	2.36	4.22
(i) Advances	3062	3137	3359	9268	10004	-7.36	-2.39	-8.84
(ii) Investments	2561	2406	2101	7389	6115	20.83	6.44	21.89
(iii) Call money/ Balances with Banks	139	137	259	365	772	-52.72	1.46	-46.33
(iv) Others	267	210	66	611	271	125.46	27.14	304.55
Non Interest Income	1249	814	544	2842	1269	123.96	53.44	129.60
Total Income	7278	6704	6329	20475	18431	11.09	8.56	14.99



NON-INTEREST INCOME

	Quarter ended			Nine Mor	th ended	Growth %		
Particulars	Dec '19	Sep '19	Dec '18	Dec '19	Dec '18	9M-FY20 over 9M- FY19	Q-o-Q	Y-o-Y
NON-INTEREST INCOME	1249	814	544	2842	1269	123.96	53.44	129.60
Commission, Exchange & Brokerage	277	228	282	842	842	0.00	21.49	-1.77
Trading Profit on Investments	284	395	139	912	-66	1481.82	-28.10	104.32
Recovery in Written off a/cs	520	47	25	640	203	215.27	1006.38	1980.00
Rent on Lockers	19	18	18	55	51	7.84	5.56	5.56
Profit on Forex transactions	54	51	32	172	104	65.38	5.88	68.75
ATM Interchange fee	26	25	32	79	92	-14.13	4.00	-18.75
Other Misc. Income	69	50	16	142	43	230.23	38.00	331.25



TOTAL EXPENDITURE

		(RS. III Crore)						
	Quarter ended			Nine Month ended		Growth %		
Particulars	Dec '19	Sep '19	Dec '18	Dec '19	Dec '18	9M-FY20 over 9M- FY19	Q-0-Q	Y-o-Y
A)Interest Expended	4007	3999	3969	11930	11993	-0.53	0.20	0.96
i) Deposits	3860	3871	3824	11514	11520	-0.05	-0.28	0.94
ii) RBI/Interbank Borrowings	1	2	2	5	4	25.00	-50.00	-50.00
iii) Intt on Sub- ordinate Debts	116	104	112	333	323	3.10	11.54	3.57
iv) Int on Borrowing/ Refinance	30	22	31	78	146	-46.58	36.36	-3.23
B) Optg.Expenses	1575	1679	1645	4719	4830	-2.30	-6.19	-4.26
i) Establishment	912	981	1037	2776	3019	-8.05	-7.03	-12.05
ii) Others	663	698	608	1943	1811	7.29	-5.01	9.05
Total Expenses	5582	5678	5614	16649	16823	-1.03	-1.69	-0.57



OTHER OPERATING EXPENSES

	Quarter ended			Nine Month ended		Growth %		
Particulars	Dec '19	Sep '19	Dec '18	Dec '19	Dec '18	9M-FY20 over 9M- FY19	Q-o-Q	Y-o-Y
Other Operating Expenses								
Rent & Taxes	95.26	95.88	82.17	265.64	246.92	7.58	-0.65	15.93
Lighting, Generator	29.07	38.93	29.65	96.68	100.07	-3.39	-25.33	-1.96
Depreciation	74.29	64.75	68.93	211.68	203.57	3.98	14.73	7.78
Telephone, Internet, Postage	24.03	23.33	17.02	69.64	60.37	15.36	3.00	41.19
Insurance incl. Deposit Insur.	96.10	86.95	84.21	282.45	257.96	9.49	10.52	14.12
ECGC Premium	38.04	52.99	2.26	92.76	6.54	1318.35	-28.21	1583.19
Repair & Maintenance	22.25	24.08	38.29	68.40	74.37	-8.03	-7.60	-41.89
ATM Maint & Service Charges	22.23	27.82	36.25	65.73	109.30	-39.86	-20.09	-38.68
ATM Interchange Fee	70.61	69.72	68.62	202.55	202.17	0.19	1.28	2.90
Legal & Professional Fees	45.31	61.21	30.88	148.04	117.61	25.87	-25.98	46.73
Financial Inclusion Exp.	19.93	21.29	20.94	63.78	63.47	0.49	-6.39	-4.82
Others	125.82	131.31	128.54	375.29	369.09	1.68	-4.18	-2.12
Total Expenses	662.94	698.26	607.76	1942.64	1811.44	7.24	-5.06	9.08

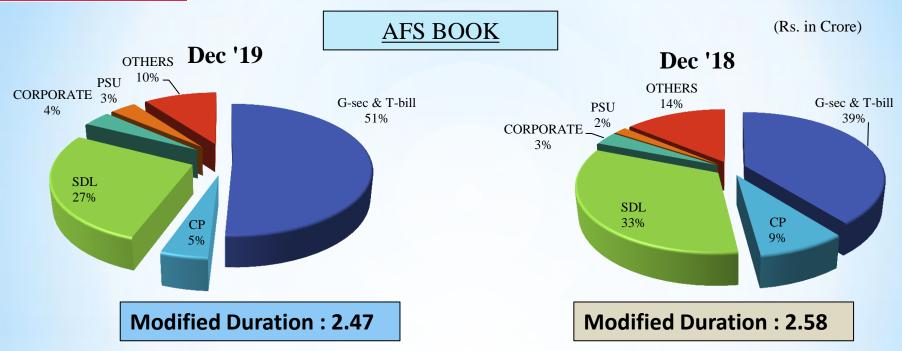


PROVISIONS & PROFIT

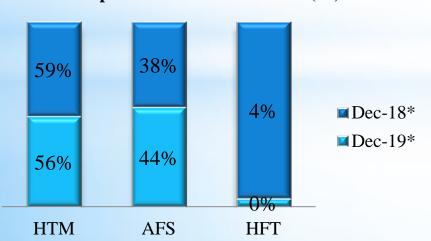
	Qı	Quarter ended			Nine Month ended		Growth %		
Particulars	Dec '19	Sep '19	Dec '18	Dec '19	Dec '18	9M-FY20 over 9M- FY19	Q-o-Q	Y-o-Y	
OPERATING PROFIT	1696	1026	715	3826	1608	137.94	65.30	137.20	
PROVISIONS	1541	892	1433	3419	4772	-28.35	72.76	7.54	
i) NPA	1104	588	2077	2613	6466	-59.59	87.76	-46.85	
ii) Restructured A/cs	-55	-24	-5	-95	-360	-73.61	129.17	1000.00	
iii) Investment	190	226	-229	617	714	-13.59	-15.93	182.97	
iv) Standard Assets	-2	26	-4	5	-26	119.23	-107.69	-50.00	
v) Unhedged exposure FCE	0	0	-2	O	-1	100.00	_	100.00	
v)Others	12	-24	-26	-65	-231	-71.86	150.00	146.15	
vi) Taxes	292	100	-378	344	-1790	119.22	192.00	177.25	
Net Profit/ (Loss)	155	134	-718	407	-3164	112.86	15.67	121.59	



Treasury Operations

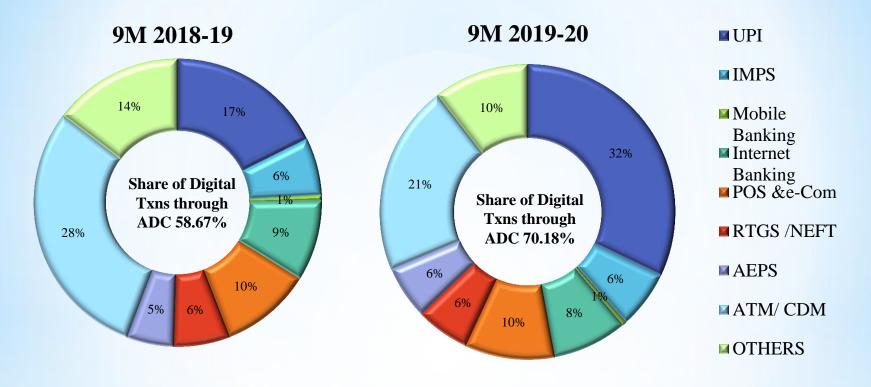


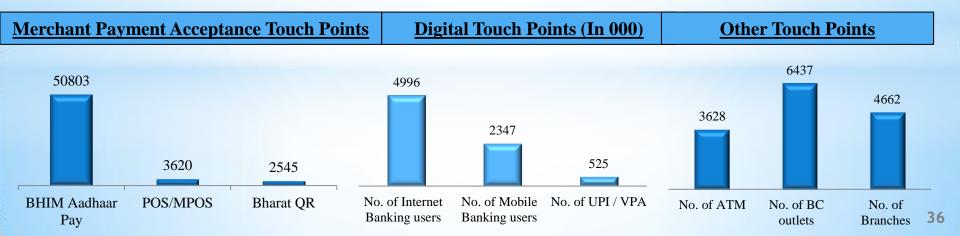
Break up of Domestic Investments(%)



Particulars	Dec '19	Mar '19	Dec '18
Domestic	143763	129219	121978
Investments			
- of which- SLR	108248	96206	93489

Penetration of Digital Transactions

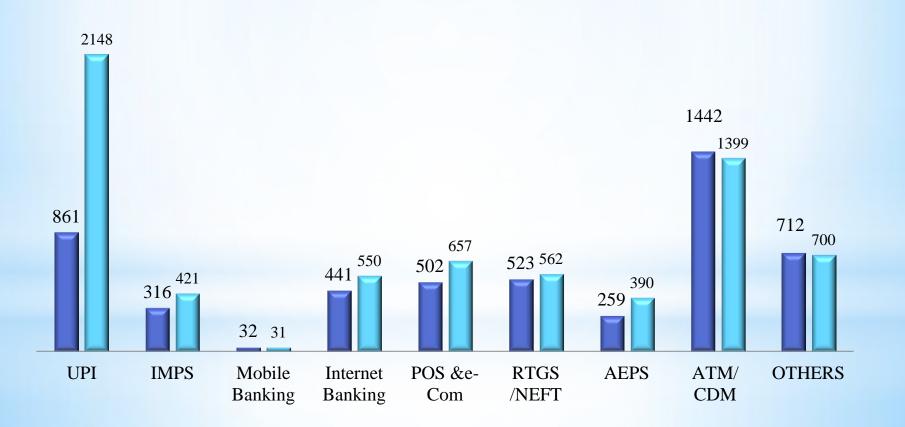




Composition of Digital Transactions Count

(No. in lacs)

- Digital Transactions Count April 2018 To Dec 2018 5086 Lacs
- Digital Transactions Count April 2019 To Dec 2019 6858 Lacs





Digital Penetration (As on 31.12.2019)

UPI

- Processing 7.81 lakhs transactions per day
- Handled 2148.21 lakhs transactions from April 2019
- Number of UPI-VPA users: 5.26 lakhs

Debit Card

- No. of cards at 2.36 Crore (Active EMV Cards)
- Processing 2.38 lakhs transactions (POS/Ecom) per day

INB

- Number of Users: 49.96 lakhs
- Processing 2.0 lakhs transactions per day

Mobile Banking

- Number of Users: 23.47 lakhs
- Processing 0.12 lakhs transactions per day

IMPS

- Processing 1.53 lakhs transactions per day
- Handled 421.47 lakhs transactions from April 2019





BC Network and Transactions

No. of transactions via BC (in Lacs)

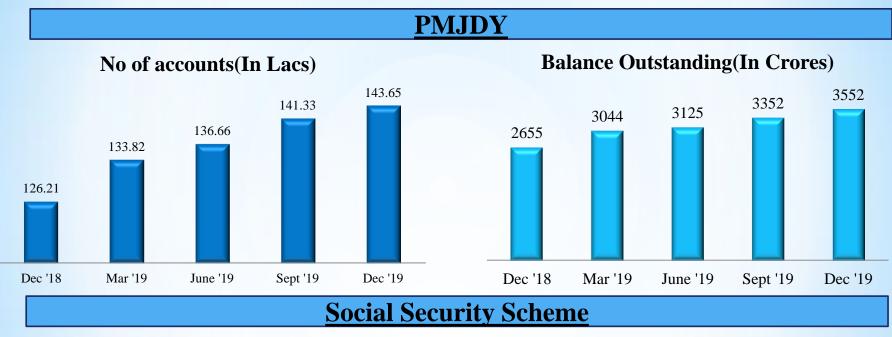


Amount of transactions via BC (Rs. in Crores)

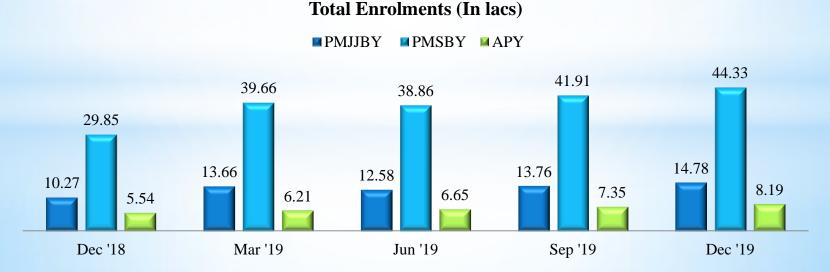




Financial Inclusion









Central Bank of India Group

	Subsidiari	i <u>es</u>	(F	Rs. In Crore)
Cent Bank Home Finance Ltd • Engaged into Housing Finance	Central Bank of India Shareholding	Particulars	9M-FY20	9M-FY19
activity • Presence in 9 States through 18		Total Income	107.74	102.92
• Presence in 9 States through 18 Branches	C4 400/	Net Profit / (Loss)	8.92	9.87
Advances & Investment Portfolio Advances & Investment Portfolio	64.40%	Total Assets	1390.90	1322.47
of Rs. 1281 Crore		Capital & Reserves	125.99	116.69
Centbank Financial Services Ltd. • Engaged into Trusteeship Services	Central Bank of India Shareholding	Particulars	9M-FY20	9M-FY19
mainly in • Executor Trustee		Total Income	3.04	4.21
Debenture Trustee	1000/	Net Profit / (Loss)	1.05	2.01
Securities Trustee	100%	Total Assets	42.93	44.19
		Capital & Reserves	36.35	37.02

Associates

Bank's Sponsored RRBs

- Uttar Bihar Gramin Bank, Muzzaffarpur 35% Shareholding
- Uttarbanga Kshetriya Gramin Bank, Cooch Behar 35% Shareholding

Foreign Assosiates

• Indo Zambia Bank Limited, Zambia – 20% Shareholding

Central Bank of India Group

Group Posi	Rs. in Cr.	
Particulars	As on 31 Dec 2019	As on 31 Dec 2018
CAPITAL & LIABILITIES		
Capital	5,710	2,973
Reserves and Surplus	17,507	14,398
Minorities Interest	45	42
Share Application Money Pending Allotment	0	1,678
Deposits	3,08,931	2,95,879
Borrowings	5,494	5,323
Other Liabilities and Provisions	11,281	7,890
Total	3,48,968	3,28,183
ASSETS		
Cash and Balances with Reserve Bank of India	26,122	25,313
Balances with Banks and Money at Call and Short Notice	3,948	3,242
Investments	1,39,565	1,18,454
Loans & Advances	1,47,527	1,52,145
Fixed Assets	4,278	4,339
Other Assets	27,519	24,681
Goodwill on Consolidation	9	9
Total	3,48,968	3,28,183

Central Bank of India Group

Group Perform	<u>iance</u>	Rs. in Cr.
Particulars	9M FY20	9M FY19
INCOME		
Interest and Dividend Earned	17,721	17,245
Other Income	2,834	1,269
Total	20,555	18,514
EXPENDITURE		
Interest Expended	11,986	12,044
Operating Expenses	4,732	4,845
Provisions and Contingencies	3,431	4,782
Total	20,149	21,671
Consolidated Net Profit/-Loss for the year of the parent & subsidiaries before Minority Interest	406	-3,157
Less: Minority Interest	-3	-4
Consolidated Net Profit/-Loss for the year after deducting Minority's Interest	403	-3,161
Add: Share of earnings in Associates	21	29
Consolidated Profit/-Loss for nine months attributable to the Group	424	-3,132





THANK YOU