

इण्डियन ओवरसीज़ बैंक Indian Overseas Bank

PERFORMANCE ANALYSIS

Q4/FY 2019-20

25.06.2020





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CORE STRENGTHS OF THE BANK

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FINANCIAL INCLUSION & CUSTOMER SERVICE

DIGITAL INITIATIVES

CORE STRENGTHS OF THE BANK





83 Years of Banking Excellence



Strong Presence: 3270 Branches, 3032-ATMs, 2795-BCs, 4 overseas Branches



Robust Rural & Semi-Urban Branch Network



Trust of 37 Million Active Customers



Strong Digital Capabilities



Dedicated & Skilled Workforce of 24857 numbers



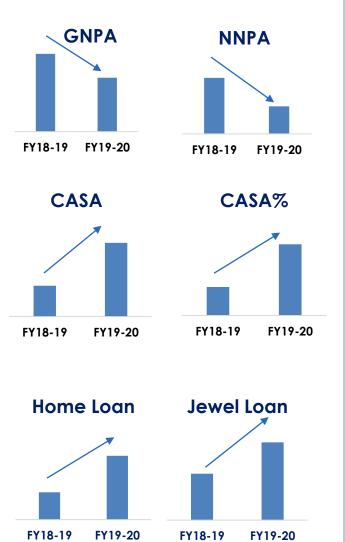
PERFORMANCE HIGHLIGHTS

PERFORMANCE HIGHLIGHTS



		FY 18-19	FY 19-20	Y-o-Y(%)
	Gross NPA	33398	19913	-40.38
sset ality	Net NPA	14368	6603	-54.05
As 2uc	GNPA%	21.97	14.78	(719 bps)
	NNPA%	10.81	5.44	(537 bps)

		FY 18-19	FY 19-20	Y-o-Y(%)
	CASA	85227	89751	5.31
ဟု	CASA%	38.30	40.26	196 bps
Business	Bulk Deposit	28285	17092	-39.57
Usi	Home Loan*	11853	13632	15.01
ω	Jewel Loan	15387	19015	23.58
	RAM% (Domestic)	67.19	75.83	864 bps



PERFORMANCE HIGHLIGHTS



		FY 18-19	FY 19-20	Y-o-Y(%)	Q3 19-20	Q4 19-20	Q-o-Q(%)
	PCR	71.39	86.94	1555 bps	86.20	86.94	74 bps
Key Ratios	Capital Adequacy	10.21	10.72	51 bps	10.43	10.72	29 bps
Ra	Cost to Income Ratio	46.93	59.21	1228 bps	64.12	54.43	(969 bps)
	ROA	-1.35	-2.95		-8.37	0.20	

		FY 18-19	FY 19-20	Y-o-Y(%)	Q3 19-20	Q4 19-20	Q-o-Q(%)
>	NII	5279	5303	0.45	1279	1532	19.79
Profitability	NIM	2.08	2.03	(5 bps)	1.94	2.30	36 bps
itak	Other Income	4206	3360	-20.13	846	1095	29.45
rof	Operating Profit	5034	3534	-29.80	762	1197	57.04
	Net Profit/Loss	-3738	-8527		-6075	144	



FINANCIAL PERFORMANCE

FINANCIALS- AT A GLANCE



	Quarter Ended			Year	Ended	Growth %			
Particulars	Q4 18-19	Q3 19-20	Q4 19-20	FY 18-19	FY 19-20	Q4 19-20 OVER Q3 19-20	Q4 19-20 OVER Q4 18-19	FY 19-20 OVER FY 18-19	
Interest Income	4556	4352	4442	17631	17406	2.07	-2.51	-1.28	
Interest Expenses	3077	3073	2910	12352	12103	-5.30	-5.43	-2.01	
Net Interest Income	1479	1279	1532	5279	5303	19.79	3.57	0.45	
Non Interest Income	917	846	1095	4206	3360	29.45	19.38	-20.13	
Operating Income	2396	2125	2627	9485	8663	23.64	9.62	-8.68	
Operating Expenses	1265	1362	1430	4452	5129	4.95	13.03	15.21	
Operating Profit	1132	762	1197	5034	3534	57.04	5.80	-29.80	
Total Provisions	3117	6838	1053	8772	12061	-84.59	-66.20	37.50	
Net Profit/Loss	-1985	-6075	144	-3738	-8527			-	

TOTAL INCOME

IOR

	Q	uarter End	ed	Year Ended		Growth %		
Particulars	Q4 18-19	Q3 19-20	Q4 19-20	FY 18-19	FY 19-20	Q4 19-20 OVER Q3 19-20	Q4 19-20 OVER Q4 18-19	FY 19-20 OVER FY 18-19
Interest on Loans	2930	2868	2848	11727	11513	-0.70	-2.81	-1.83
Interest on Investment	1215	1346	1398	4922	5208	3.88	15.06	5.80
Other Interest Income	411	138	196	982	686	42.03	-52.29	-30.18
Total Interest Income	4556	4352	4442	17631	17406	2.07	-2.51	-1.28
Exchange & Commission	281	217	228	977	886	5.03	-19.13	-9.23
Profit on Sale of Investment	110	100	233	732	601	132.67	111.28	-17.90
Profit on Exchange	142	108	135	525	544	25.76	-4.54	3.56
All other Income	384	422	500	1973	1328	18.46	30.07	-32.67
Total Non Interest Income	917	846	1095	4206	3360	29.45	19.38	-20.13
Total Income	5474	5198	5537	21838	20766	6.53	1.16	-4.91

TOTAL EXPENSES

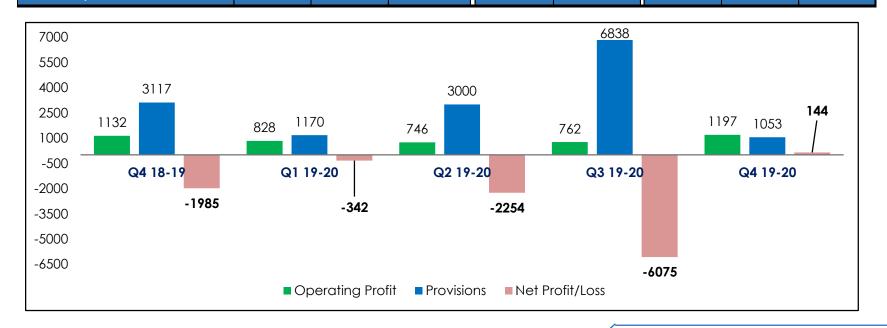


	Q	Quarter Ended			Year Ended		Growth %		
Particulars	Q4 18-19	Q3 19-20	Q4 19-20	FY 18-19	FY 19-20	Q4 19-20 OVER Q3 19-20	Q4 19-20 OVER Q4 18-19	FY 19-20 OVER FY 18-19	
Interest on Deposits	2931	2932	2795	11548	11571	-4.69	-4.67	0.19	
Interest on Borrowings	146	141	116	804	533	-17.88	-20.75	-33.74	
Other Interest paid	0	0	0	0	0	-1.80	-34.54	-43.72	
Total Interest Expenses	3077	3073	2910	12352	12103	-5.30	-5.43	-2.01	
Staff Expenses	706	889	874	2647	3241	-1.58	23.95	22.44	
Other Expenses	559	474	555	1805	1888	17.19	-0.73	4.62	
Operating Expenses	1265	1362	1430	4452	5129	4.95	13.03	15.21	
Total Expenses	4342	4436	4340	16804	17232	-2.15	-0.05	2.55	

PROVISIONS & PROFIT



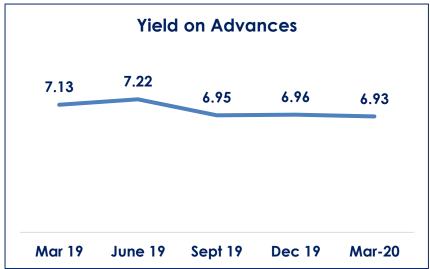
	Q	Quarter Ended			Year Ended		Growth %		
Particulars	Q4 18-19	Q3 19-20	Q4 19-20	FY 18-19	FY 19-20	Q4 19-20 OVER Q3 19-20	Q4 19-20 OVER Q4 18-19	FY 19-20 OVER FY 18-19	
Operating Profit	1132	762	1197	5034	3534	57.04	5.80	-29.80	
Provisions	3117	6838	1053	8772	12061	-84.59	-66.20	37.50	
of which NPA Provisions	3961	6347	831	9881	11172	-86.91	-79.02	13.06	
Other Provisions	-844	491	222	-1109	889	-54.67	-126.36	-180.15	
Net Profit/Loss	-1985	-6075	144	-3738	-8527	_			

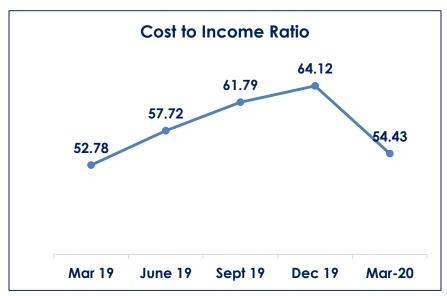


PERFORMANCE RATIOS- QUARTERLY













BUSINESS PERFORMANCE & INITIATIVES

BUSINESS PERFORMANCE- GLOBAL



Rs. in Crore

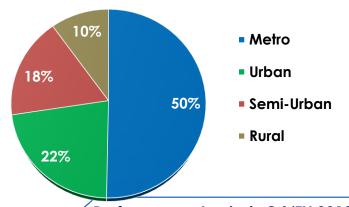
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Particulars	Mar-19	Dec-19	Mar-20	Y-o-Y(%)	Q-oQ(%)
CASA	85227	86530	89751	5.31	3.72
a)Retail Term Deposits	105285	108405	112265	6.63	3.56
b)Bulk Deposits	28284	22540	17092	-39.57	-24.17
c)Overseas Term Deposits	3738	3815	3844	2.84	0.77
Term Deposits (a+b+c)	137307	134760	133201	-2.99	-1.16
Total Deposits	222534	221290	222952	0.19	0.75
Advances	151996	138643	134771	-11.33	-2.79
Business Mix	374530	359934	357723	-4.49	-0.61
CASA%	38.30	39.10	40.26	196 bps	115 bps
CD Ratio%	68.30	62.65	60.45	(785 bps)	(220 bps)

DEPOSITS - ADVANCES SHARE- MAR 20

Advances , 134771 Deposits, 222952

DEPOSITS SHARE



Performance Analysis Q4/FY 2019-20

DEPOSITS COMPOSITION



Parameters	Mar-19	Dec-19	Mar-20	Y-o-Y v	ariation	Q-o-Q v	ariation
raidiffeleis	Mai-17	Dec-19	<i>M</i> ul-20	Amount	%	Amount	%
		Do	mestic-Dep	osits			
Savings Bank	70493	71962	75374	4882	6.92	3413	4.74
Current Account	13901	13609	13297	-604	-4.34	-312	-2.29
CASA	84394	85570	88671	4278	5.07	3101	3.62
Term Deposits (TD)	133569	130945	129357	-4212	-3.15	-1588	-1.21
Deposits	217963	216515	218028	66	0.03	1513	0.70
CASA%	38.72%	39.52%	40.67%	1.9	5%	1.15%	
		Ov	erseas- Dep	oosits			
CASA	833	960	1079	246	29.51	119	12.39
Term Deposits	3738	3815	3844	106	2.84	29	0.77
		G	lobal Depo	sits			
CASA	85227	86530	89751	4524	5.31	3220	3.72
Term Deposits	137307	134760	133201	-4106	-2.99	-1559	-1.16
Deposits	222534	221290	222952	418	0.19	1661	0.75
CASA%	38.30%	39.10%	40.26%	1.96%		1.1	5%

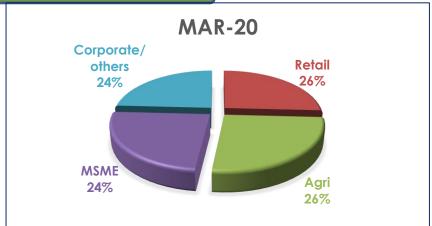
RISK SPREAD- ASSETS



Rs. in Crore

Domestic Share of Advances





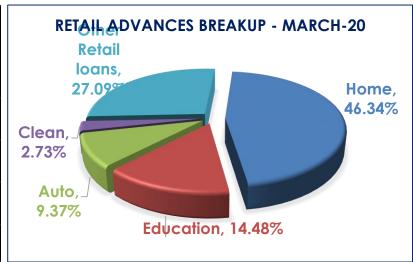
Parameters	Mar-19	Dec-19	Mar-20	Y-o-Y (Growth	Q-o-Q Growth	
raidilleleis	Mai-17	Dec-17	/MGI-20	Amount	%	Amount	%
Retail	31588	31336	32876	1288	4.08	1541	4.92
Agri	33340	33296	33136	-204	-0.61	-160	-0.48
MSME	33164	31716	30548	-2616	-7.89	-1168	-3.68
Corporate/others	47909	36203	30775	-17133	-35.76	-5428	-14.99
Domestic Advances	146001	132551	127336	-18665	-12.78	-5215	-3.93
Overseas	5996	6093	7436	1440	24.01	1343	22.05
Global Advances	151996	138643	134771	-17225	-11.33	-3872	-2.79
RAM to Domestic Adv (%)	67.19	72.69	75.83	865 bps 314 k		bps	
RAM to Global Adv (%)	64.54	69.49	71.65	711 bps 215		bps	

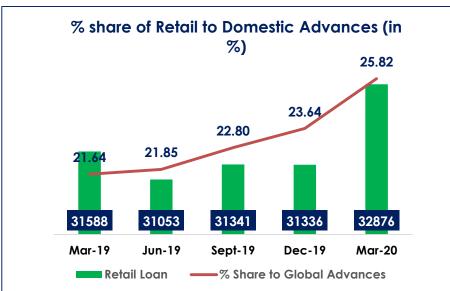
RETAIL PERFORMANCE

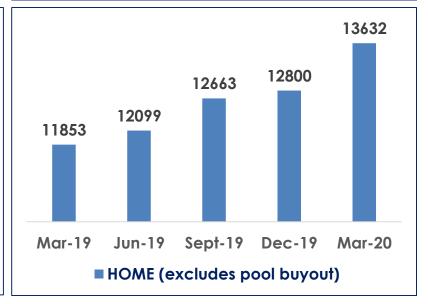


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Rs. i	ını		へr	_
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FY	Domestic Advance	Retail Advance	% Share
Mar'17	142651	23887	16.75%
Mar '18	138516	28183	20.35%
Mar '19	146001	31588	21.64%
Mar-20	127336	32876	25.82%

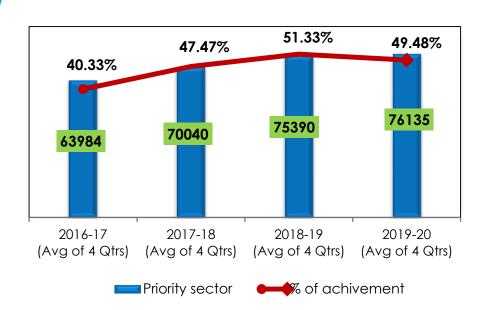






PRIORITY SECTOR ADVANCES - OVERVIEW





Financial Year	Priority sector Achievement	% of achievement
2016-17 (Avg of 4 Qtrs)	63984	40.33%
2017-18 (Avg of 4 Qtrs)	70040	47.47%
2018-19 (Avg of 4 Qtrs)	75390	51.33%
2019-20 (Avg of 4 Qtrs)	76135	49.48%

PRIORITY SECTOR EXPOSE Housing	JRE AS ON 31.03.2020
11.84%	Other Priority Sector
	0.13%
Education	
5.41%	Agriculture 40.58%
MSME 42.05%	

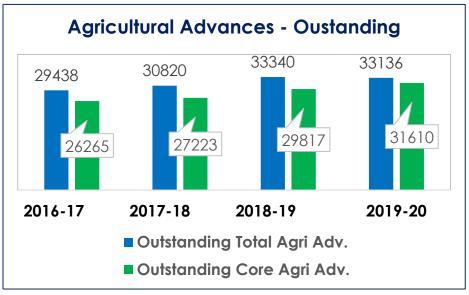
Priority sector exposure	O/s as on 31.03.2020	% Share
Agriculture	30091	40.58%
MSME	31184	42.05%
Education	4010	5.41%
Housing	8781	11.84%
Other Priority Sector	95	0.13%
Total	74161	100.00%

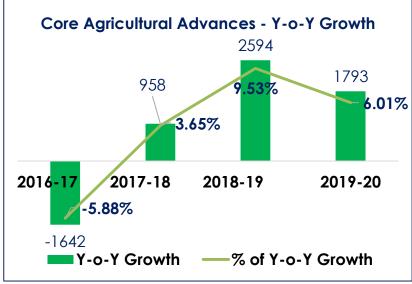
AGRICULTURE ADVANCE PERFORMANCE



Rs. in Crore







	Agriculture Advo	ances - Total	Core Agriculture Advances (Excluding RIDF & IBPC)			
FY	Outstanding	Y-o-Y Growth	% of Y-o-Y Growth	Outstanding	Y-o-Y Growth	% of Y-o-Y Growth
2016-17	29438	-798	-2.64%	26265	-1642	-5.88%
2017-18	30820	1382	4.69%	27223	958	3.65%
2018-19	33340	2520	8.18%	29817	2594	9.53%
2019-20	33136	-204	-0.62%	31610	1793	6.01%

Reduction in IBPC of Rs.1935 Crores expired during FY 2019-20. IBPC as on 31.03.2020 is NIL.

AGRI ADVANCES - PRIORITY SECTOR

18.18%

28865

2016-17

(Avg of 4 Qtrs)

Target

29851

26561

2017-18

(Avg of 4 Qtrs)

Achievement Amount

20.23%

34000

31000

28000

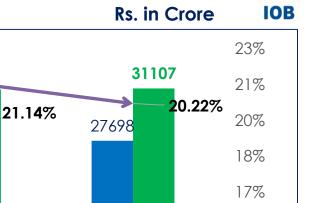
25000

22000

28585



15%



2019-20

(Avg of 4 Qtrs)

Financial Year	ANBC	Target	Achievement			
Tillulicidi Tedi	(18% of ANBC)		Amount	%		
2016-17 (Avg of 4 Qtrs)	158808	28585	28865	18.18%		
2017-18 (Avg of 4 Qtrs)	147560	26561	29851	20.23%		
2018-19 (Avg of 4 Qtrs)	146878	26438	31045*	21.14%		
2019-20 (Avg of 4 Qtrs)	153880	27698	31107#	20.22%		

31045

26438

2018-19

(Avg of 4 Qtrs)

→ Achievement %

^{*} After netting off PSLC SF/MF Sale of Rs.1500 Crs during Sep-2018

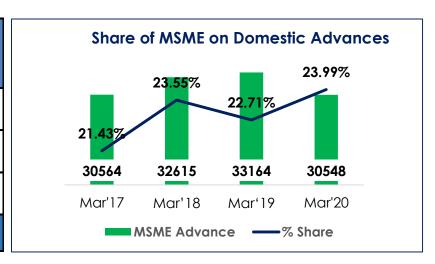
[#] After netting off PSLC SF/MF Sale of Rs.1600 Crs during Sep-2019.

MSME

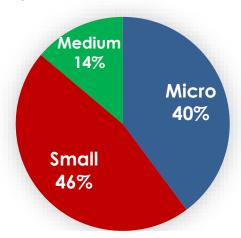
Rs in Crores



FY	Gross Domestic	MSME Advance	% Share
Mar'17	142651	30564	21.43%
Mar'18	138516	32615	23.55%
Mar'19	146001	33164	22.71%
Mar'20	127336	30548	23.99%



% Share of MSME Credit



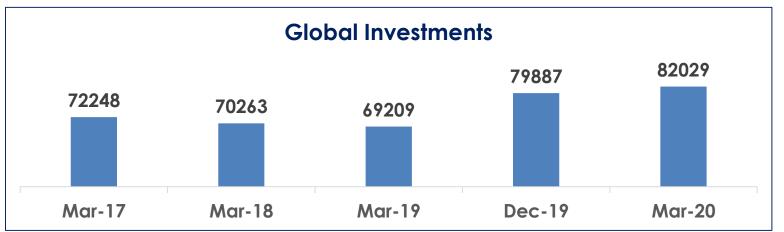
% Share of MSME Credit (O/S as on Mar' 2020) Rs. In Crores

Category	No of Accounts	Amount in Crores	% Share
Micro	460730	12169	40%
Small	27747	14148	46%
Medium	1413	4231	14%
Total	489890	30548	100%

INVESTMENTS







Parameters	Mar-19	Jun-19	Sep-19	Dec-19	Mar-20
Domestic Investments	65380	67031	76159	76221	78358
SLR	47858	49073	54642	53792	51162
Non SLR	17522	17958	21518	22429	27196
Held to Maturity	45975	44958	53460	54506	59097
Available for Sale	19345	21883	22569	21633	19261
Held for Trading	60	190	131	82	0
Investment by Overseas Branches	3829	3630	3538	3666	3671
Global Investments	69209	70661	79697	79887	82029





Objectives

- Mobilization of low cost Deposits
- Credit expansion by low risk advances
- Management of NPA
- Increase in Interest Income

Focus Areas

- CASA
- Home Loan
- Jewel Loan
- NPA Recovery

Performance

Rs in crore

	CASA		ŀ	HOME LOAN		JEWEL LOAN			NNPA		
2018-19	2019-20	Y-o-Y	2018-19	2019-20	Y-o-Y	2018-19	2019-20	Y-o-Y	2018-19	2019-20	Y-o-Y
85227	89722	5.27%	13957	15235	9.16%	15387	19015	23.58%	14368	6603	-54.05%

STRATEGIC BUSINESS INITIATIVES



Remodeling of Organisational Structure

Retail Marts

Asset Recovery & Management Branches MSME High Intensive Branches Specialized
Large
Corporate
Branches

Adoption of three tier structure-Br/RO/CO for cost optimization

Revamping of Retail Marts for high-end Retail loans Strengthening & centralisation of Specialized ARM Branches NPAs, monitored by GM-SAMD(CO).

MSME high Intensive Branches to focus on MSME advances LCBs at Mumbai & Delhi Centers to expand corporate credit



NPA MANAGEMENT

NPA MANAGEMENT





Details	Q4 18-19	Q1 19-20	Q2 19-20	Q3 19-20	Q4 19-20	FY 18-19	FY 19-20
i) Opening Gross NPAs	35787	33398	33262	28674	23734	38180	33398
a. Cash Recoveries	635	483	552	872	756	3673	2664
b. Upgradation	446	431	291	298	227	1452	1247
c. Write-Offs	2701	1171	5689	5554	3994	7683	16407
d. Sale to ARCs	0	0	13	183	194	708	377
e. Other Reductions	25	0	0	3	0	111	16
ii) Total Reductions (a+b+c+d+e)	3807	2084	6545	6911	5171	13627	20711
iii) a.Fresh Slippages to NPA category	1402	2050	1796	1648	1293	6071	6787
iii) b.Other Debits	16	-102	161	323	57	2774	438
Closing Gross NPAs (i-ii+iii)	33398	33262	28673	23411	19913	33398	19913
Gross NPA (%)	21.97	22.53	20.00	16.89	14.78	21.97	14.78
Net NPAs (Absolute)	14368	14173.8	12508	7087	6603	14368	6603
Net NPA (%)	10.81	11.04	9.84	5.81	5.44	10.81	5.44
Provision Coverage Ratio	71.39	72.24	75.85	86.2	86.94	71.39	86.94

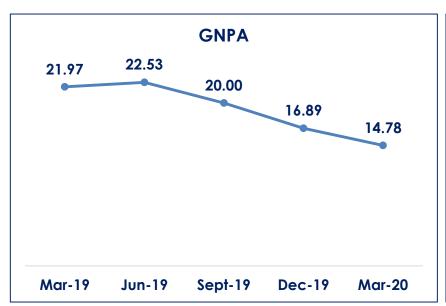
SEGMENTAL NPAS



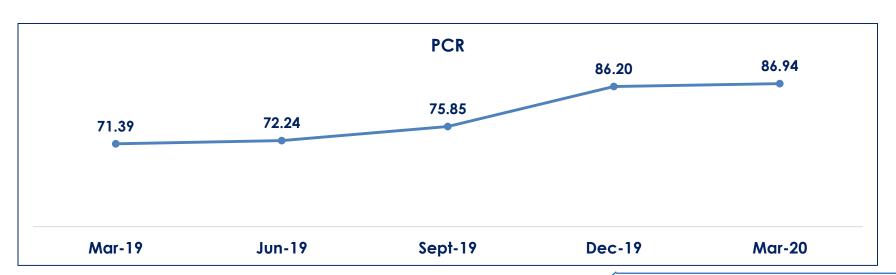
Segmental NPAs	Mar-19		Dec	:-19	Mar-20		
	NPA	Ratio %	NPA	Ratio %	NPA	Ratio %	
Retail	840	2.66	819	2.61	793	2.41	
Agri	3733	11.20	2577	7.74	2428	7.33	
MSME	5178	15.61	3565	11.24	3257	10.66	
Corporate/Others	22664	47.31	15415	42.58	12206	39.66	
Overseas	983	16.39	1034	16.98	1228	16.51	
Total	33398	21.97	23411	16.89	19913	14.78	

MOVEMENT OF NPA











CAPITAL ADEQUACY

CAPITAL CONSERVATION



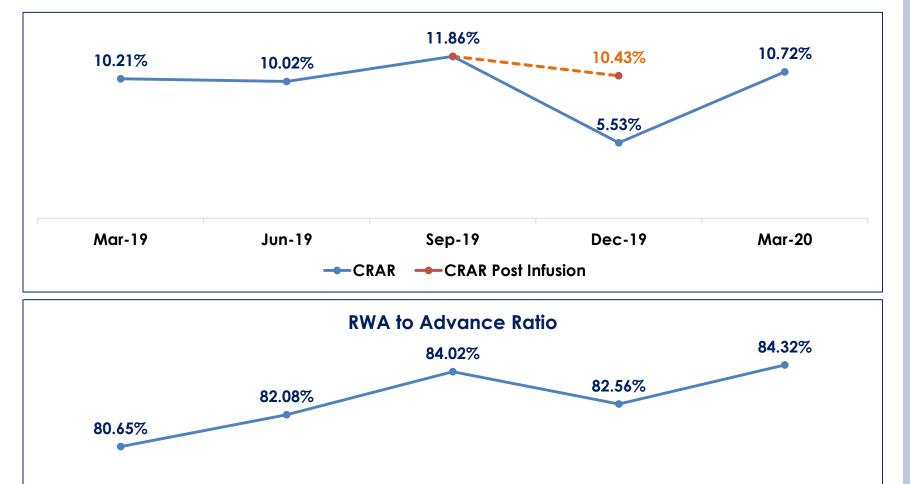
	Mar-19	Jun-19	Sep-19	Dec		
Particulars				Pre Capital Infusion	Post Capital Infusion	Mar-20
Market Risk RWA	11944	11320	11950	12938	12938	12316
Operational Risk RWA	15779	16642	16642	16642	16642	16642
Credit Risk RWA	94862	93196	91846	84890	86814	84680
Total RWA (A)	122585	121158	120438	114470	116394	113638
CET 1	9586	9194	11077	4039	9169	9329
CET 1%	7.82%	7.59%	9.20%	3.53%	7.88%	8.21%
Tier 1	9626	9234	11077	4039	9169	9329
Tier 1%	7.85%	7.62%	9.20%	3.53%	7.88%	8.21%
Tier 2	2889	2909	3203	2951	2975	2852
Tier 2%	2.36%	2.40%	2.66%	2.00%	2.56%	2.51%
Total Capital (B)	12516	12142	14280	6990	12144	12181
CRAR (B/A)	10.21%	10.02%	11.86%	5.53%	10.43%	10.72%
Total RWA to Advance Ratio	80.65%	82.08%	84.02%	82.56%	83.95%	84.32%

MOVEMENT OF RWA & CRAR

Jun-19

Mar-19





Sep-19

--- RWA to Advance Ratio



Mar-20

Dec-19



COVID 19-MEASURES

COVID-19 -MEASURES



Health Protection Measures

- Protective Measures i.e. Social Distancing, wearing of masks, gloves, use of hand sanitizers etc ensured
- 2. Regular Sanitization & Fumigation measures ensured at all the centers.
- 3. Adherence to COVID-19 guidelines issued by Govt from time to time.

Above 99% Branches remained functional, ensuring essential services during Lockdown period.

- 2. Above 90% of ATM and ADC channels remained functional including BC network.
- 3. Part relocation of key back office functions to ensure uninterrupted banking services.

Business Continuity Measures

Caring For Employees

- 1. Nearly 50% of employees advised to Work from Home.
- 2. Enhancement of Employee Insurance Cover.
- 3. Reimbursement of cost towards purchase of self protection measures.

COVID-19 MEASURES



Caring For Society

 IOB Employees donated Rs.6.93 crore to PM Cares Fund & Rs.2 crore to Tamilnadu-CM Relief Fund

New Product Initiative

- Line of Support for MSME(CLSM)
- 2. WCDL for Corporate Borrowers
- 3. IOB Insta Pension Loan for Pensioners
- 4. IOB Support Scheme for SHGs

Support To Borrowers

- 1. Implementation of Guaranteed Emergency Credit Line (GECL).
- 2. Implemented RBI guidelines on moratorium of loans to eligible borrowers.



FINANCIAL INCLUSION & CUSTOMER SERVICE

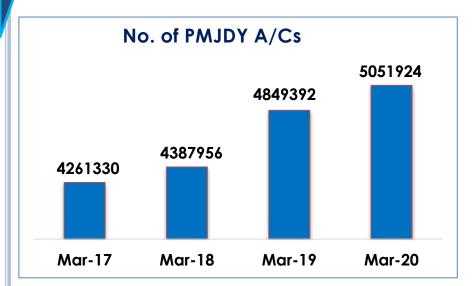


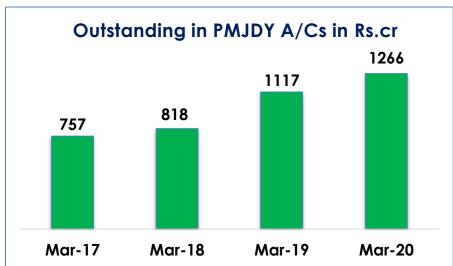
Atal Pension Yojana

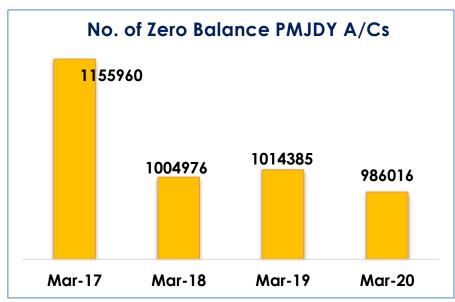
Pradhan Mantri Jeevan Jyoti Bima Yojana

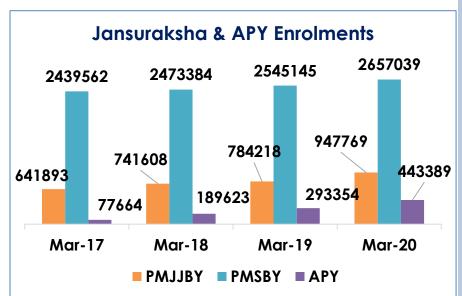
FINANCIAL INCLUSION











CUSTOMER SERVICE



Lodge complaint in our website – www.iob.in and track the complaints. You can lodge complaint by calling our Toll Free Number 1800 425 4445





Door-Step Banking

Door step banking for Senior citizen and differently abled person is being done through Branches where BCs are available.



Phone Banking

We have implemented Phone Banking through IVRS. The facility is made available through Toll free number 18004254445.



DIGITAL INITIATIVES

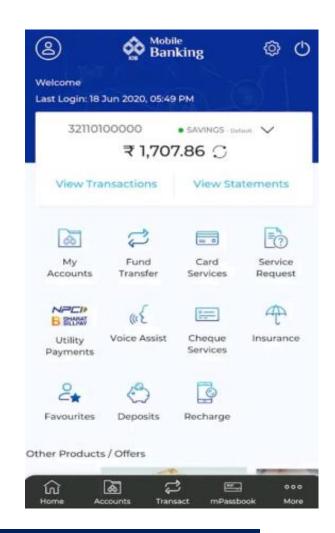




NEW MOBILE BANKING APP



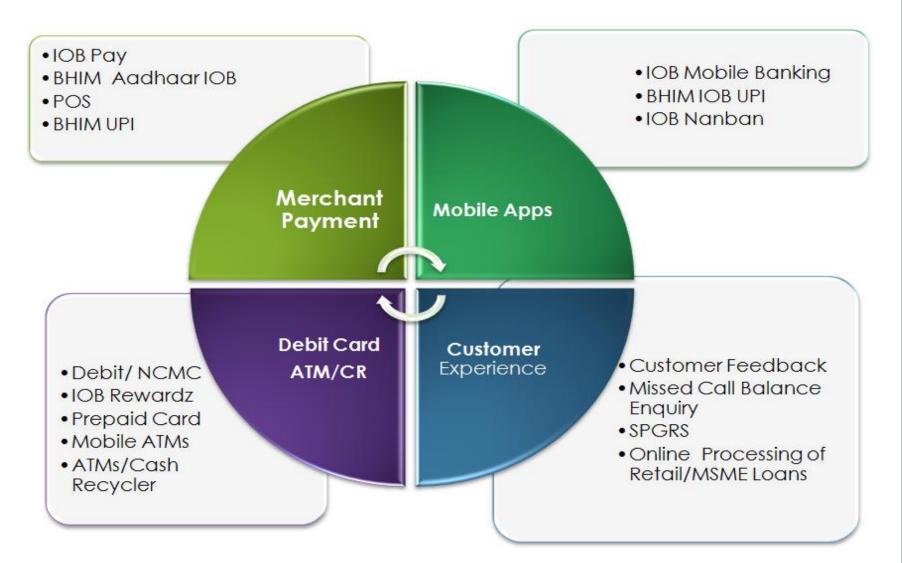




SELF REGISTRATION, BIOMETRIC, M-PASSBOOK, VOICE ASSIST

DIGITAL PRODUCTS





MERCHANT PAYMENT





BHIM IOB UPI

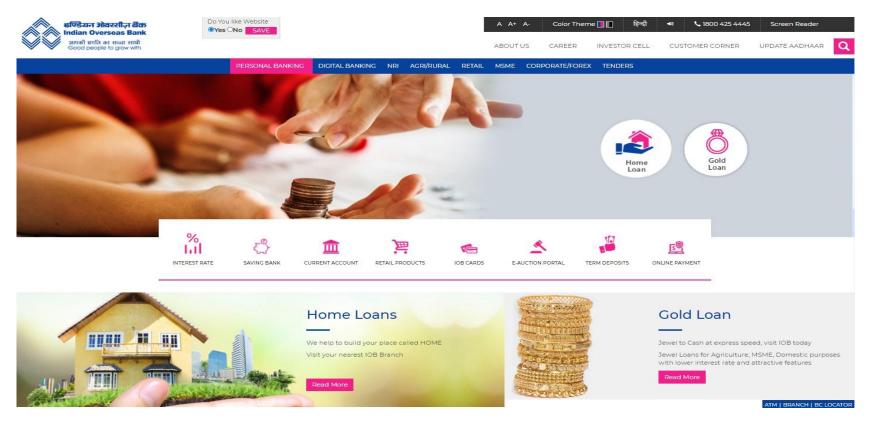
- ✓ QR is linked to the beneficiary account number.
- √Customer can scan the QR code
 of account of any bank using UPI.
- ✓ After scanning for payment the customer a/c will be debited and the merchant account will be credited.



IOB-Pay

- ✓Online fees collection can be provided to schools & colleges with / without their websites also.
- ✓ No technical changes required at the Institution side.





BANK HAS REVAMPED ITS WEB SITE WWW.iob.in WITH NEW DESIGN, TRENDY OUTLOOK WITH ENHANCED CUSTOMER FRIENDLY FEATURES

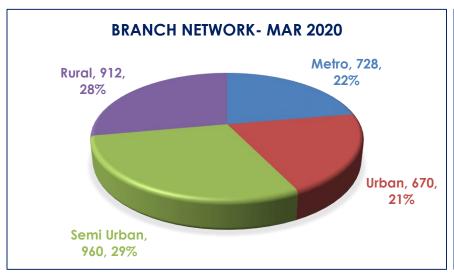
AWARDS

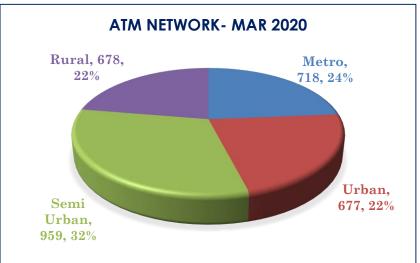




CUSTOMER TOUCH POINT







Details		Mar-18	Mar-19	Jun-19	Sep-19	Dec-19	Mar-20
BANK	Branches	3332	3280	3274	3272	3270	3270
	ATM	3552	3450	3011	2995	3013	3032
	ВС	2663	2705	2705	2723	2718	2795

GLOBAL FOOT PRINTS- FOREIGN BRANCHES



Overseas Branches	Singapore	HongKong	Colombo	Bangkok	
JV Subsidiary	Malaysia				
Remittance Centre	Singapore-Serangoon Road				

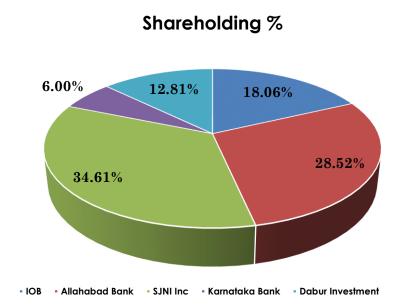
Joint Venture in Malaysia: Joint Venture with Bank of Baroda (40%) and Andhra Bank (25%) with IOB share of 35%

STRATEGIC INVESTMENTS - JOINT VENTURE



IOB entered into Non Life Insurance Business with Universal Sompo General Insurance (USGI) Company Limited with equity participation of **18%** along with the other Banks and Institutions

Name of Entity	Shareholding %	Investment
Indian Overseas Bank	18.06%	66
Allahabad Bank	28.52%	105
Sompo Japan Nipponkoa Insurance Inc	34.61%	127
Karnataka Bank Ltd	6.00%	22
Dabur Investment Corporation	12.81%	47
Total	100.00%	368



- USGIC has entered into Bancassurance tie up with Allahabad Bank, IOB & Karnataka Bank.
- IOB entered into Corporate Agency arrangements with effect from 20th December 2008 for distribution of USGI products.

DISCLAIMER



- 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".
- o 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. Indian Overseas Bank undertakes no obligation to update forward-looking statements to reflect events or circumstances after the date thereof.



Thank You

visit us @ https://www.iob.in