



# Performance Analysis Q3 FY 2022

# Major Highlights

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Business Details (INR crore)			
	Dec 31, 2020	Dec 31, 2021	YoY(%)
Domestic CASA Deposits	3,43,937	3,88,169	12.86
Domestic Savings Deposits	2,87,393	3,22,909	12.36
Domestic Current Deposits	56,544	65,260	15.41
Domestic Gross Advances	6,33,039	6,54,315	3.36
Agriculture Advances	96,455	1,05,694	9.58
MSME Advances*	90,525	92,668	2.39
Retail Advances *	1,16,046	1,28,960	11.13

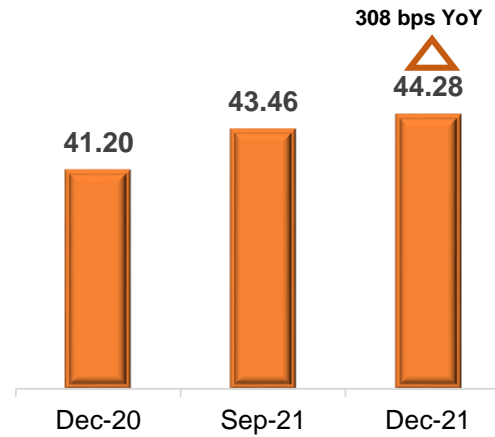
\*organic growth, excluding pool purchase

Financial performance (INR crore)			
	Q3 FY21	Q3 FY22	YoY (%)
Net Interest Income	7,477	8,552	14.38
Fee Income	1,348	1,557	15.50
Operating profit	5,084	5,483	7.85
Profit before Tax	1,634	2,976	82.13
Net profit	1,061	2,197	107.17
GNPA Ratio (%)	8.48	7.25	123 bps
Capital Adequacy Ratio (Standalone) (%)	12.93%	15.47%	254 bps
ROE**	9.12%	14.37%	525 bps

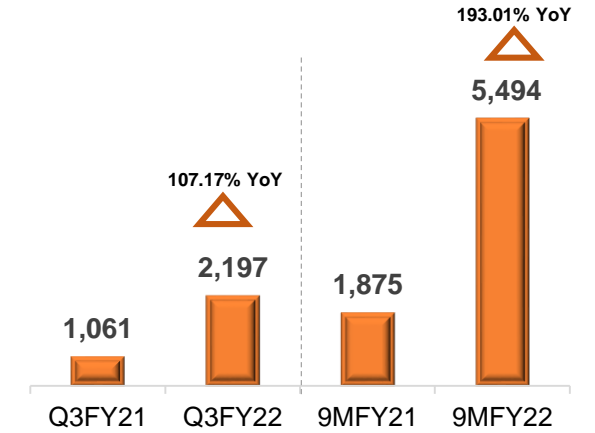
\*\*After infusion of INR 4,500 crore in CET-1 through QIP in Feb'21

## Key performance drivers

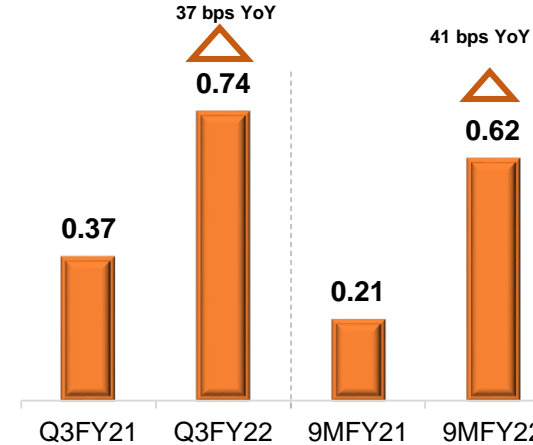
### Domestic CASA Ratio (%)



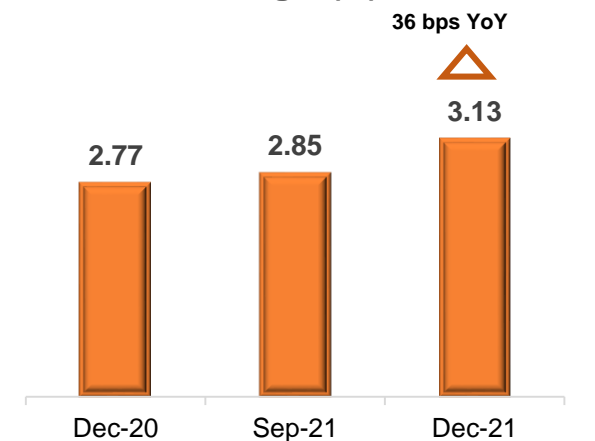
### Net Profit (INR crore)



### Return on Assets



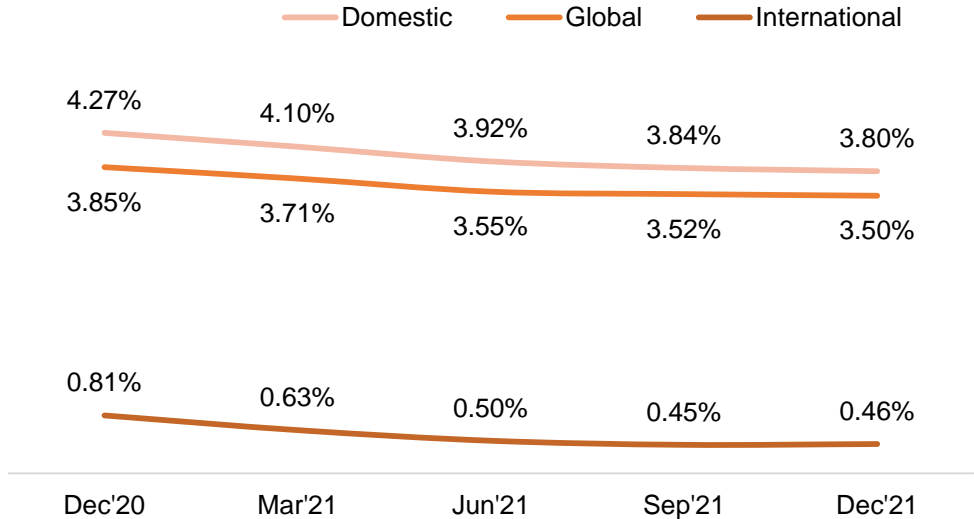
### Net Interest Margin (%)



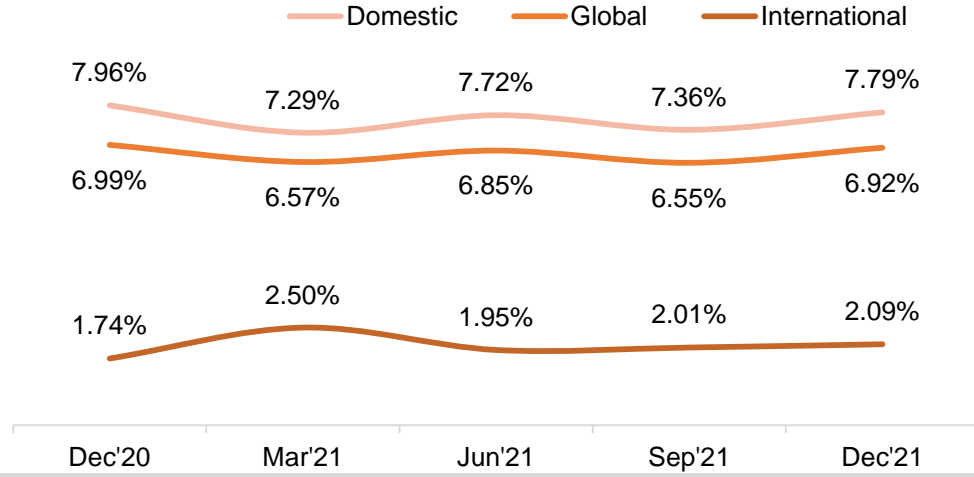
# Financial Performance

# Key Ratios

## Cost of Deposits

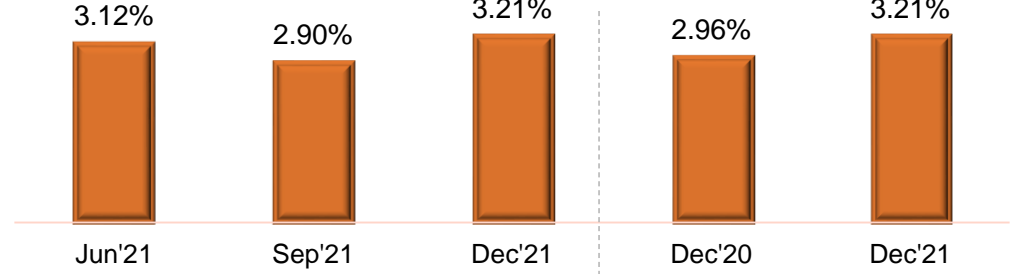


## Yield on Advances

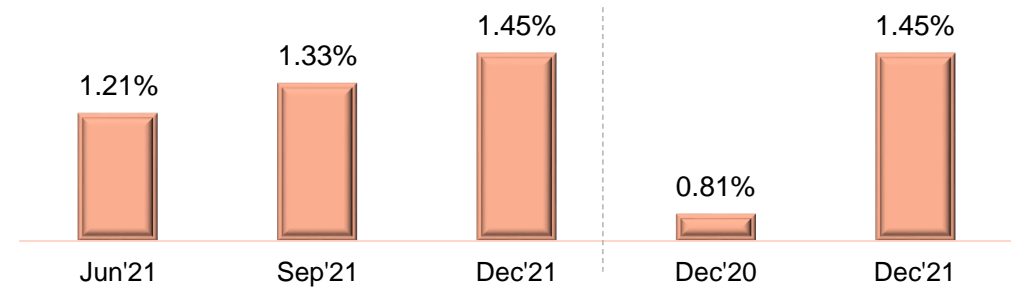


## NIM

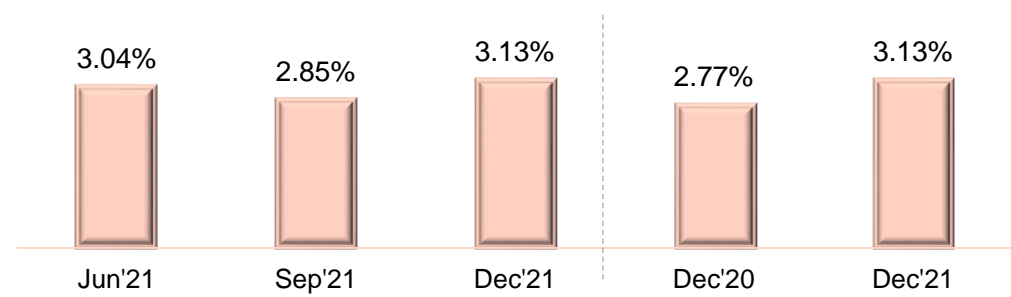
### Domestic



### International



### Global



# Operating Performance

Particulars (INR crore)	Q3 FY21	Q2 FY22	Q3 FY22	YOY (%)
Interest on advances	12,484	11,644	12,631	1.18
Interest on investments	4,172	4,212	4,567	9.47
Other Interest income	840	835	765	-8.93
<b>Total Interest Income</b>	<b>17,497</b>	<b>16,692</b>	<b>17,963</b>	<b>2.66</b>
Interest on Deposits	9,089	8,234	8,288	-8.81
Interest on borrowings	394	348	552	40.10
Other Interest paid	537	544	571	6.33
<b>Total Interest Expenses</b>	<b>10,020</b>	<b>9,126</b>	<b>9,411</b>	<b>-6.08</b>
<b>Net Interest Income (NII)</b>	<b>7,477</b>	<b>7,566</b>	<b>8,552</b>	<b>14.38</b>
Total Fee Income	1,348	1,499	1,557	15.50
Other Non-Interest Income	1,563	2,080	962	-38.45
<b>Non- Interest Income</b>	<b>2,911</b>	<b>3,579</b>	<b>2,519</b>	<b>-13.47</b>
Operating Income	10,388	11,145	11,071	6.57
Operating Expenses	5,304	5,476	5,588	5.35
<b>Operating Profit</b>	<b>5,084</b>	<b>5,670</b>	<b>5,483</b>	<b>7.85</b>
Cost to Income Ratio (%)	51.06	49.13	50.47	

	9M FY21	9M FY22	YOY (%)
	38,304	36,443	-4.86
	12,944	12,851	-0.72
	2,563	2,413	-5.85
	<b>53,811</b>	<b>51,707</b>	<b>-3.91</b>
	28,951	24,860	-14.13
	1,497	1,166	-22.11
	1,661	1,671	0.60
	<b>32,108</b>	<b>27,697</b>	<b>-13.74</b>
	<b>21,703</b>	<b>24,010</b>	<b>10.63</b>
	3,947	4,562	15.58
	4,170	4,400	5.52
	<b>8,117</b>	<b>8,962</b>	<b>10.41</b>
	29,819	32,972	10.57
	14,854	16,218	9.18
	<b>14,965</b>	<b>16,754</b>	<b>11.95</b>
	49.81	49.19	

# Non-Interest Income

Particulars (INR crore)	Q3 FY21	Q2 FY22	Q3 FY22	YOY (%)
Commission, Exchange, Brokerage	643	709	743	15.55
Incidental Charges	224	288	287	28.13
Other Miscellaneous Income	276	277	317	14.86
Forex Income	205	225	210	2.44
<b>Total Fee Income</b>	<b>1,348</b>	<b>1,499</b>	<b>1,557</b>	<b>15.50</b>
Dividend Income	102	26	0	
Trading Gains – Profit from Sale of Investments	925	1,221	421	-54.49
Revaluation of Investment	15	-54	25	66.67
Recovery from TWO	511	720	516	1.00
Other Income	10	167	0	
<b>Other Non-Interest Income</b>	<b>1,563</b>	<b>2,080</b>	<b>962</b>	<b>-38.45</b>
<b>Total Non-Interest Income</b>	<b>2,911</b>	<b>3,579</b>	<b>2,519</b>	<b>-13.47</b>

	9M FY21	9M FY22	YOY (%)
	1,806	1,985	9.91
	634	815	28.55
	761	882	15.90
	746	880	17.96
	<b>3,947</b>	<b>4,562</b>	<b>15.58</b>
	127	183	44.09
	2,472	2,592	4.85
	600	-136	
	945	1,594	68.68
	26	167	
	<b>4,170</b>	<b>4,400</b>	<b>5.52</b>
	<b>8,117</b>	<b>8,962</b>	<b>10.41</b>

# Operating Expenses

Particulars (INR crore)	Q3 FY21	Q2 FY22	Q3 FY22	YOY (%)	9M FY21	9M FY22	YOY (%)
<b>Employee Cost</b>	<b>3,050</b>	<b>3,114</b>	<b>3,103</b>	<b>1.74</b>	<b>8,321</b>	<b>9,276</b>	<b>11.48</b>
<i>of which:</i> Salaries	2,051	2,325	2,206	7.56	6,115	6,884	12.58
Provisions for employees	999	789	897	-10.21	2,206	2,392	8.43
<b>Other Operating Expenses</b>	<b>2,253</b>	<b>2,362</b>	<b>2,485</b>	<b>10.30</b>	<b>6,534</b>	<b>6,942</b>	<b>6.24</b>
<i>of which :</i>							
Rent, Taxes and Lighting	371	385	358	-3.50	1,089	1,042	-4.32
Printing and Stationery	37	32	32	-13.51	85	82	-3.53
Depreciation	344	292	394	14.53	982	977	-0.51
Law charges	43	63	48	11.63	113	138	22.12
Repairs and Maintenance	290	276	243	-16.21	808	737	-8.79
Insurance	338	309	316	-6.51	920	950	3.26
NFS charges/Fees	105	114	126	20.00	271	330	21.77
Other Expenditure	725	891	969	33.66	2,266	2,686	18.53
<b>Operating Expenses</b>	<b>5,304</b>	<b>5,476</b>	<b>5,588</b>	<b>5.35</b>	<b>14,854</b>	<b>16,218</b>	<b>9.18</b>



# Profit Position

Particulars (INR crore)	Q3 FY21	Q2 FY22	Q3 FY22	YOY (%)
<b>Operating Profit</b>	<b>5,084</b>	<b>5,670</b>	<b>5,483</b>	<b>7.85</b>
<b>Total Provisions</b>	<b>3,450</b>	<b>2,754</b>	<b>2,506</b>	<b>-27.36</b>
of which				
Provision for NPA & Bad Debts Written-off	2,080	2,600	4,283	
Provision for Standard Advances	1,418	-48	-1936	
Provision for Investment	-103	19	447	
Other Provisions	55	182	-288	
<b>Profit before Tax</b>	<b>1,634</b>	<b>2,916</b>	<b>2,976</b>	<b>82.13</b>
Tax Provisions	573	828	779	35.95
<b>Net Profit</b>	<b>1,061</b>	<b>2,088</b>	<b>2,197</b>	

	9M FY21	9M FY22	YOY (%)
	<b>14,965</b>	<b>16,754</b>	<b>11.95</b>
	<b>12,088</b>	<b>9,266</b>	<b>-23.35</b>
	7,815	9,440	20.79
	3,821	-929	
	437	442	1.14
	15	313	
	<b>2,876</b>	<b>7,488</b>	
	1,001	1,994	99.20
	<b>1,875</b>	<b>5,494</b>	

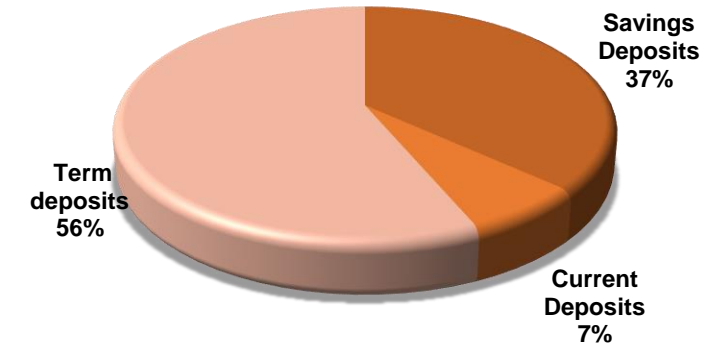
# Business Performance

# Deposits

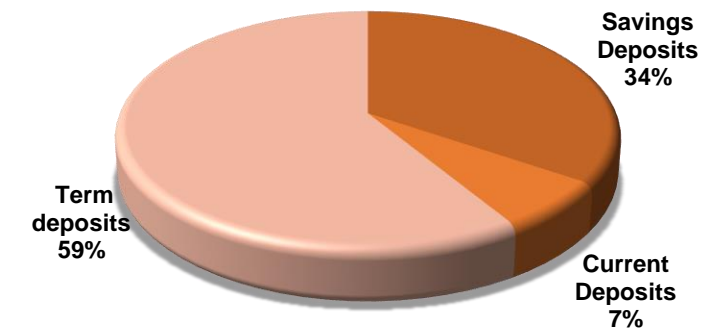
Particulars (INR crore)	Dec'20	Dec'21	YOY (%)
Domestic CASA Deposits	3,43,937	3,88,169	12.86
Domestic Saving Deposits	2,87,393	3,22,909	12.36
Domestic Current Deposits	56,544	65,260	15.41
Term Deposits	4,90,874	4,88,386	-0.51
Retail Term Deposits	3,83,959	3,99,749	4.11
Bulk Deposits (including CD)	1,06,915	88,637	-17.10
<b>Domestic Deposits</b>	<b>8,34,811</b>	<b>8,76,555</b>	<b>5.00</b>
<b>International Deposits</b>	<b>1,19,750</b>	<b>1,01,479</b>	<b>-15.26</b>
<b>Total Deposits</b>	<b>9,54,561</b>	<b>9,78,034</b>	<b>2.46</b>
<b>Domestic CASA(%)</b>	<b>41.20%</b>	<b>44.28%</b>	<b>308 bps</b>
<b>Global CASA (%)</b>	<b>37.93%</b>	<b>41.98%</b>	<b>405 bps</b>

	Sep'21	Dec'21	QoQ (%)
Domestic CASA Deposits	3,75,766	3,88,169	3.30
Domestic Saving Deposits	3,15,668	3,22,909	2.29
Domestic Current Deposits	60,098	65,260	8.59
Term Deposits	4,88,837	4,88,386	-0.09
Retail Term Deposits	4,05,828	3,99,749	-1.50
Bulk Deposits (including CD)	83,009	88,637	6.78
<b>Domestic Deposits</b>	<b>8,64,603</b>	<b>8,76,555</b>	<b>1.38</b>
<b>International Deposits</b>	<b>94,881</b>	<b>1,01,479</b>	<b>6.95</b>
<b>Total Deposits</b>	<b>9,59,483</b>	<b>9,78,034</b>	<b>1.93</b>
<b>Domestic CASA(%)</b>	<b>43.46%</b>	<b>44.28%</b>	<b>82 bps</b>
<b>Global CASA (%)</b>	<b>41.70%</b>	<b>41.98%</b>	<b>28 bps</b>

% share in Domestic Deposits in Dec' 21



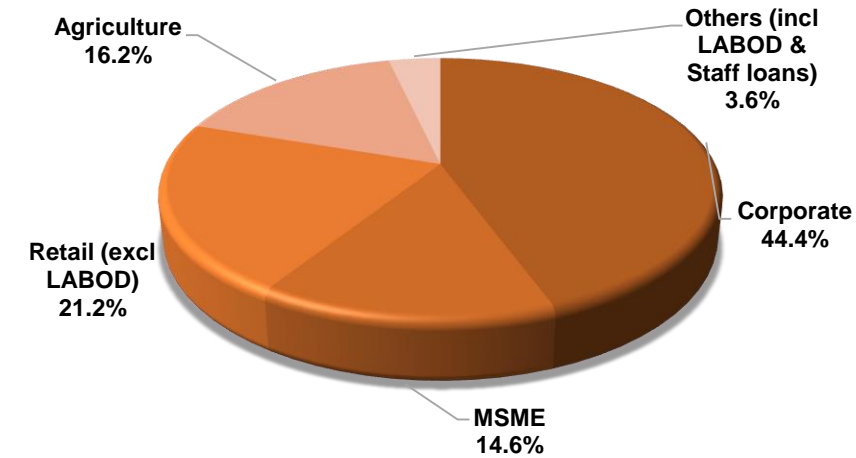
% share in Domestic Deposits in Dec' 20



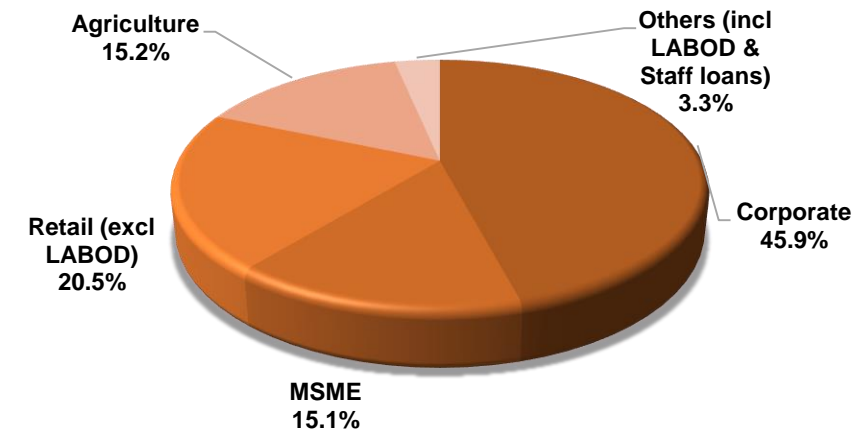
# Advances

Particulars (INR crore)	Dec'20	Dec'21	YOY (%)	Sep'21	Dec'21	QoQ (%)
Retail*	1,16,046	1,28,960	11.13	1,23,424	1,28,960	4.49
Home Loans*	72,159	76,898	6.57	74,308	76,898	3.49
Auto Loans*	19,399	23,384	20.54	21,904	23,384	6.76
Mortgages Loans*	12,531	13,446	7.30	12,931	13,446	3.98
Education Loans	5,619	6,398	13.86	6,212	6,398	2.99
Personal Loans	4,365	6,390	46.39	5,615	6,390	13.80
Gold Loans	723	1,277	76.63	1,306	1,277	-2.22
Others	1,250	1,167	-6.71	1,148	1,167	1.66
Agriculture	96,455	1,05,694	9.58	1,00,748	1,05,694	4.91
Gold Loans	20,393	26,065	27.81	25,115	26,065	3.78
MSME*	90,525	92,688	2.39	89,339	92,688	3.75
Corporate	2,90,368	2,90,601	0.08	2,73,068	2,90,601	6.42
Others	39,645	36,372	-8.25	36,790	36,372	-1.14
<b>Gross Domestic Advances</b>	<b>6,33,039</b>	<b>6,54,315</b>	<b>3.36</b>	<b>6,23,368</b>	<b>6,54,315</b>	<b>4.96</b>
<b>International Gross Advances</b>	<b>1,12,381</b>	<b>1,17,679</b>	<b>4.71</b>	<b>1,10,665</b>	<b>1,17,679</b>	<b>6.34</b>
<b>Global Gross Advances</b>	<b>7,45,420</b>	<b>7,71,994</b>	<b>3.56</b>	<b>7,34,033</b>	<b>7,71,994</b>	<b>5.17</b>

% share in Gross Domestic Credit in Dec' 21



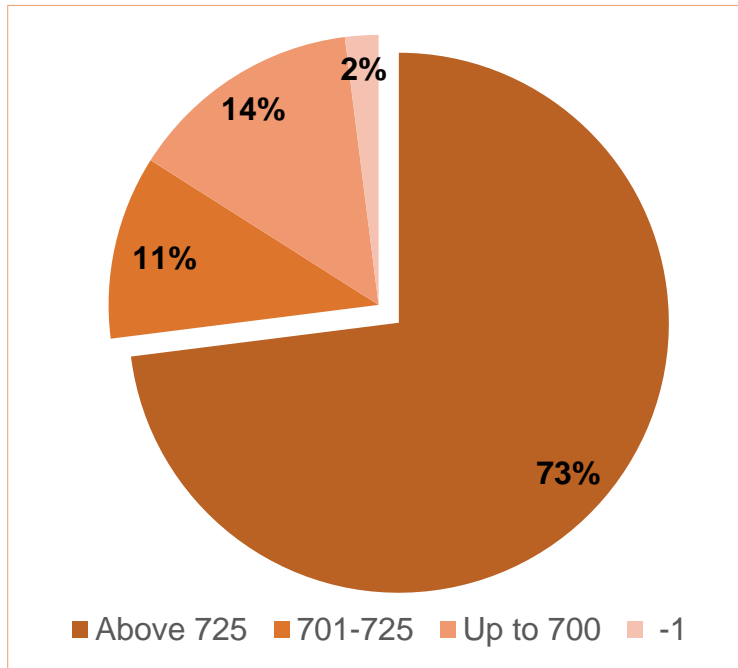
% share in Gross Domestic Credit in Dec' 20



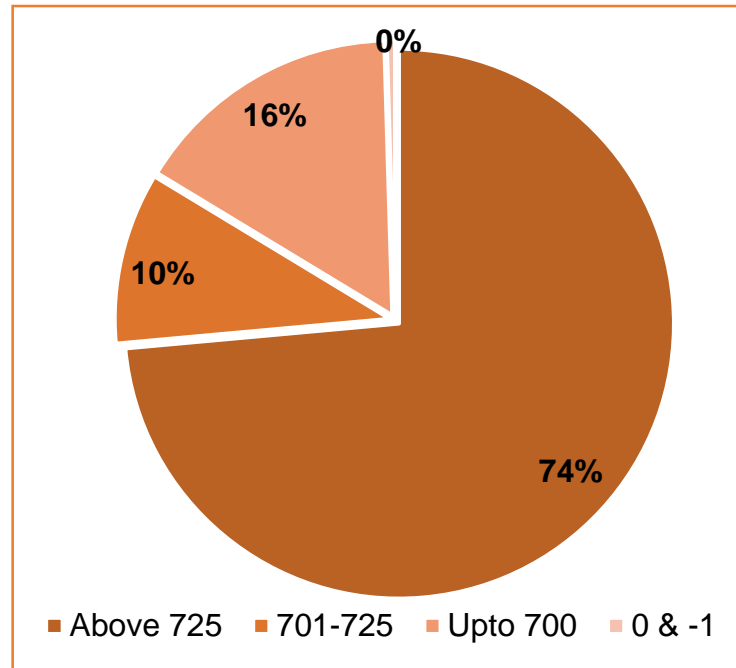
\*ex-pool purchase. Retail including pool stands at INR 1,38,974 crore. MSME including pool at INR 95,262 crore as on Dec 31, 2021

# Risk profile – Retail loans

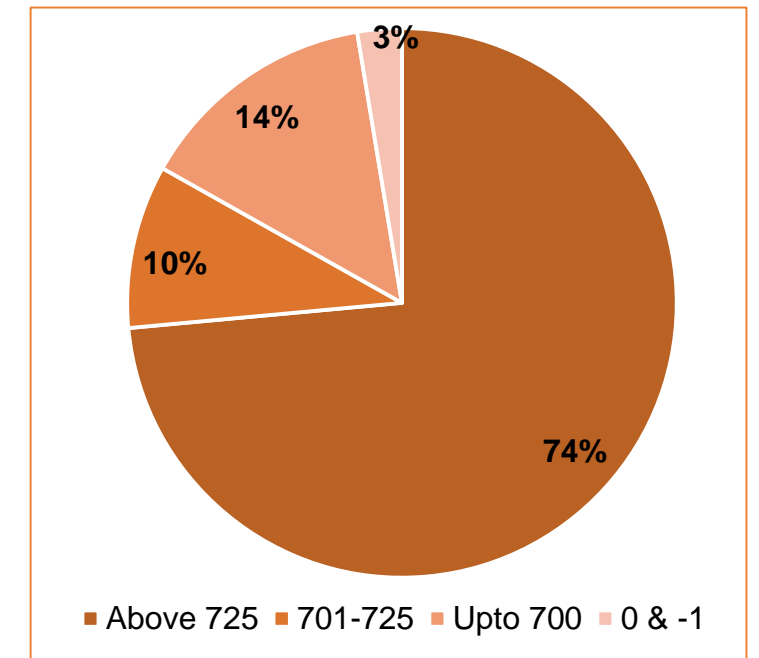
As on 31.12.2020



As on 30.09.2021



As on 31.12.2021



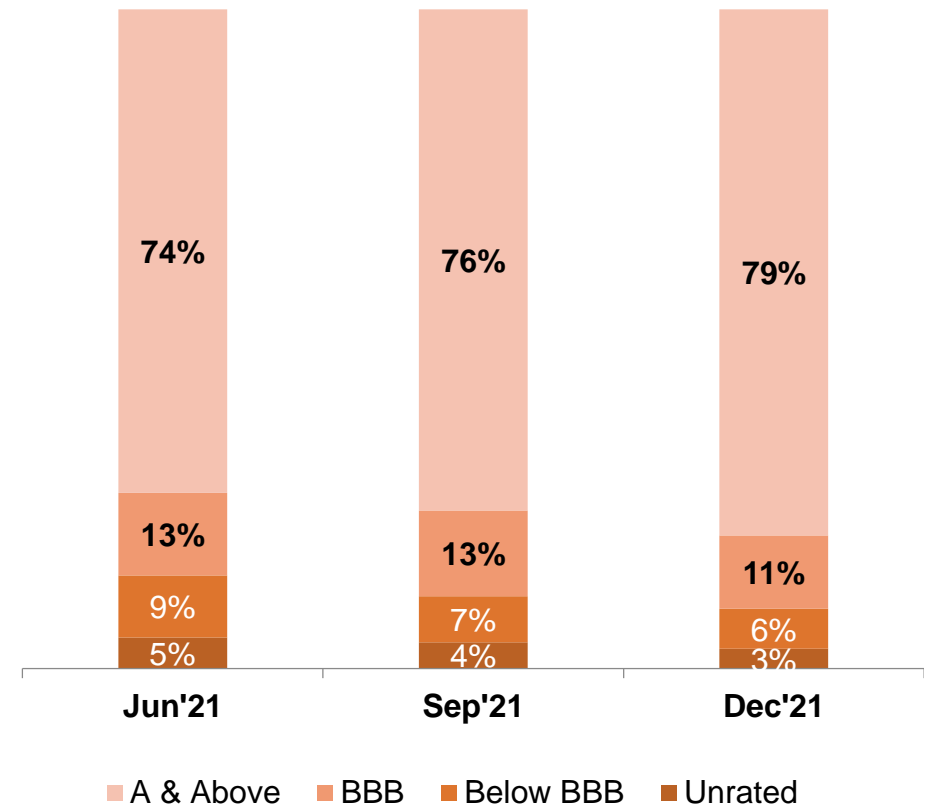
\*Based on Amt.

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

# Industry-wise outstanding

Particulars (INR crore)	Dec '21	
	Outstanding	share
Infrastructure of which	97,334	14.88%
1. Power	43,670	6.67%
2. Telecom	11,088	1.69%
3. Roads & Ports	26,583	4.06%
4. Other Infrastructure	15,993	2.44%
Basic Metals & Metal Industry	11,127	1.70%
of which		
Iron & Steel	9,363	1.43%
Textiles	17,464	2.67%
Petroleum & Petrochemicals	9,270	1.42%
All Engineering	6,742	1.03%
Food Processing	14,530	2.22%
Chemicals and Chemical Products	10,746	1.64%
Trade (Wholesale)	18,275	2.79%
NBFC	1,04,928	16.04%
Other Industries / Sectors	1,19,229	18.22%
Retail Loans	1,38,974	21.24%
Agriculture	1,05,694	16.15%
<b>Gross Domestic Advances</b>	<b>6,54,315</b>	<b>100.00%</b>

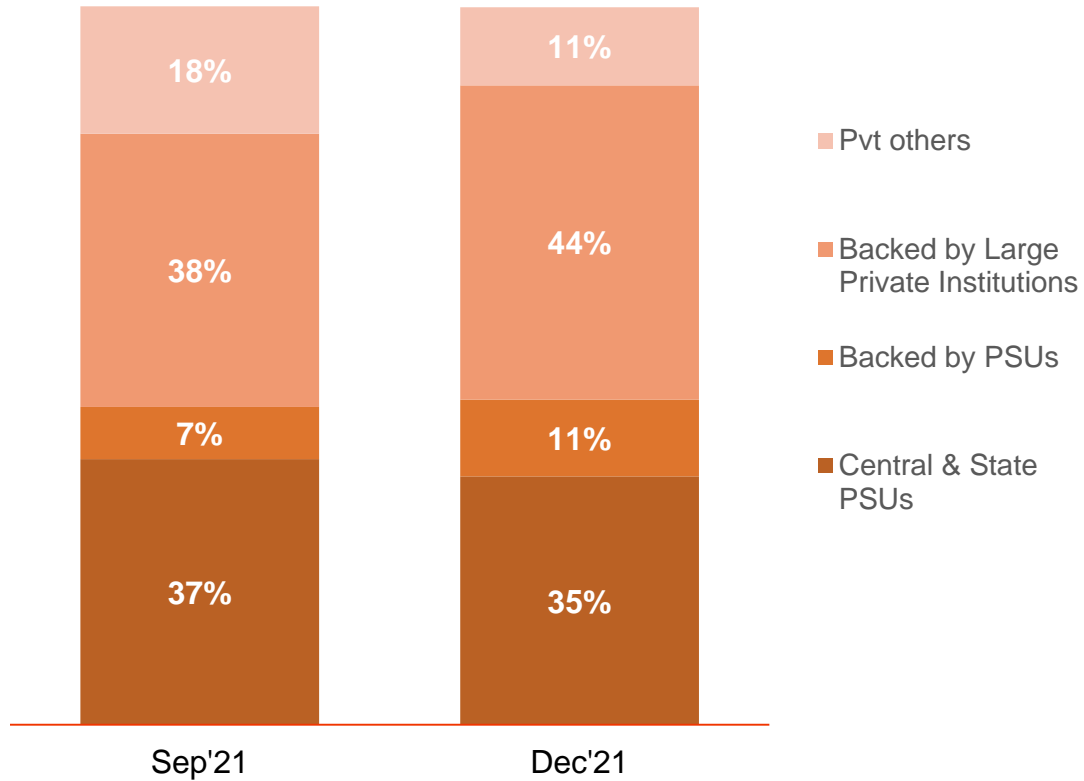
## Rating Profile



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

# Segment wise breakup & Ratings of NBFC Standard Outstanding

## NBFC Portfolio by Ownership



## Rating Profile of NBFCs Standard Outstanding

Particulars	Sep'21		Dec'21	
	Outstanding (INR cr)	% Share	Outstanding (INR cr)	% Share
AAA	57,172	62.83	65,236	65.99
AA	23,316	25.62	21,176	21.42
A	6,744	7.41	8,912	9.02
BBB	1,727	1.90	1,849	1.87
BB & below	2,038	2.24	1,684	1.70
<b>Total</b>	<b>90,997</b>	<b>100.00</b>	<b>98,858</b>	<b>100.00</b>

# Treasury operations

Particulars (INR crore)	Dec '20	Sep '21	Dec '21
<b>Domestic Investments</b>	<b>2,57,900</b>	<b>2,68,592</b>	<b>2,94,923</b>
of which SLR	2,11,085	2,21,112	2,45,399
Non SLR	46,815	47,480	49,524
Held To Maturity (HTM)	1,45,444	1,66,991	1,83,712
Available For Sale (AFS)	1,12,179	1,01,201	1,10,847
Held For trading (HFT)	277	400	364
<b>International Investments</b>	<b>12,481</b>	<b>16,932</b>	<b>15,498</b>
<b>Global Investments</b>	<b>2,70,381</b>	<b>2,85,524</b>	<b>3,10,421</b>

- Domestic investment book comprises of 62.29% in HTM; 37.59% in AFS and 0.12% in HFT.
- The percentage of Investments in SLR Securities to NDTL at Dec 31, 2021 was at 27.24%.

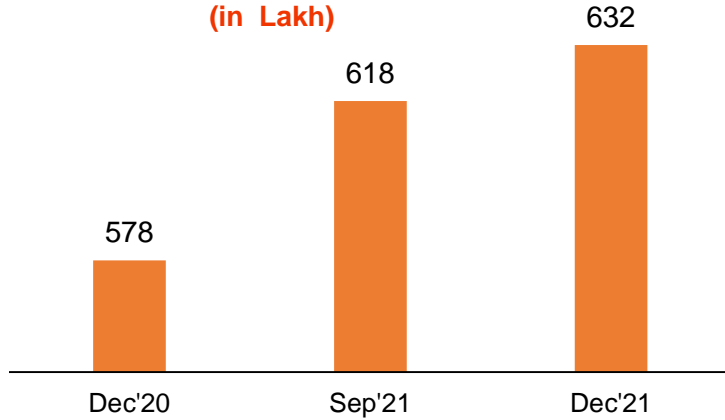
Modified Duration			
Particulars	Dec '20	Sep '21	Dec '21
AFS	1.59	1.20	1.86
HTM	4.58	5.19	5.16
Total Investment	3.37	3.77	3.98

Yield on Investment			
Particulars	Dec '20	Sep '21	Dec '21
Domestic	6.64%	6.53%	6.51%
International	3.04%	2.75%	2.28%
Global	6.47%	6.35%	6.25%

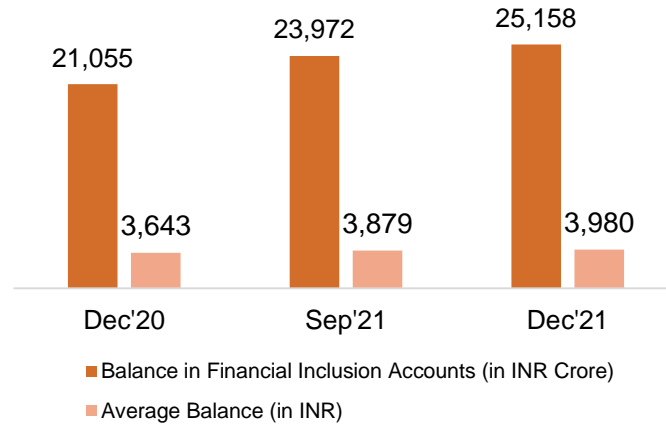


# Financial Inclusion

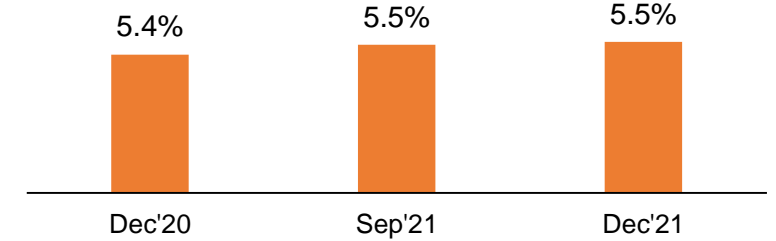
**Total Financial Inclusion Accounts (in Lakh)**



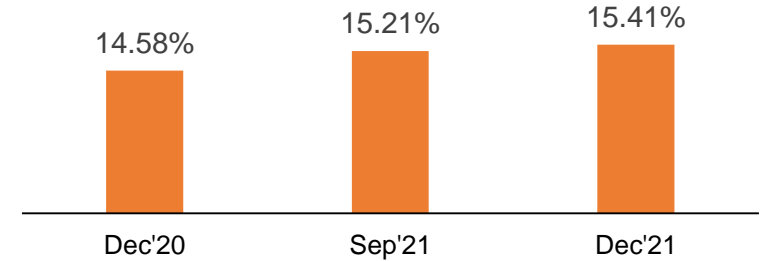
**Balance /Avg Balance in FI accounts**



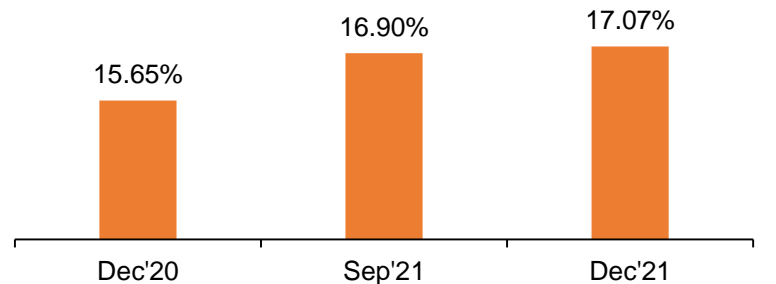
**Zero Balance Accounts (%)**



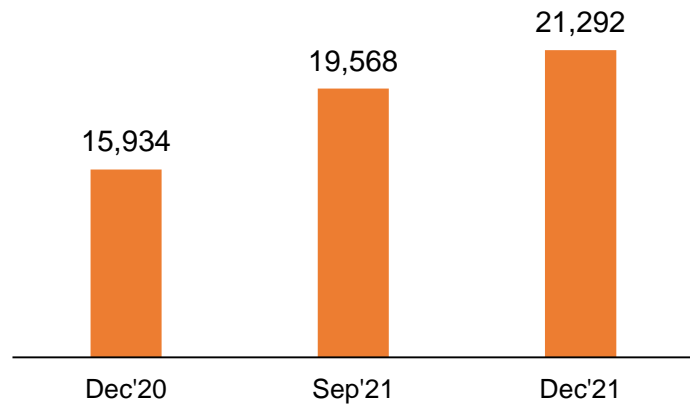
**Market Share\* of BOB in PMJDY Accounts (%)**



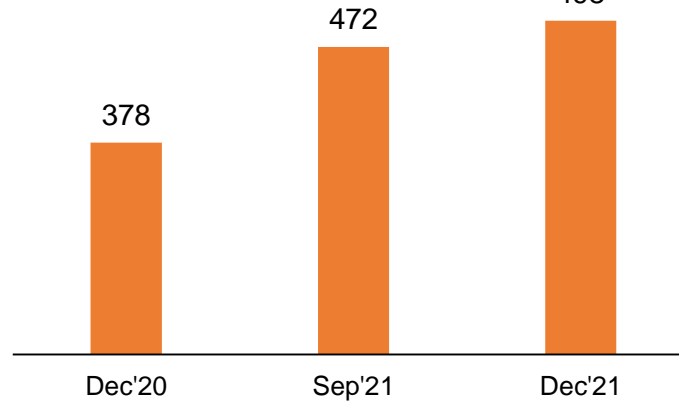
**Market Share\* of BOB in PMJDY Deposits (%)**



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



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



In Q3FY22, Bank's 85 FLC centres across the country conducted 1,895 meetings/camps to educate 99,478 people. Further, our 64 RSETIs have trained 13,217 youth through 476 training programmes.

\* amongst PSBs

# Asset Quality

# Movement of NPAs

Particulars (INR crore)	Q3 FY21	Q2 FY22	Q3 FY22
A. Opening Balance	65,698	63,029	59,504
B. Additions	4,560	5,802	3,491
Out of which, Fresh Slippages	3,986	5,223	2,830
C. Reductions	7,076	9,327	6,998
Recovery	1,471	1,966	2,032
Upgradation	824	2,106	1,272
Write-Offs	4,708	5,213	3,694
Other Adj/ Exchange difference	74	43	0
<b>Closing Balance (Gross NPA)</b>	<b>63,182</b>	<b>59,504</b>	<b>55,997</b>
Net NPA	16,668	19,602	16,465
Recovery in TWO*	511	720	516
<b>Slippage Ratio (%)</b>	<b>2.44</b>	<b>3.22</b>	<b>1.68</b>
<b>Credit cost (%)</b>	<b>1.16</b>	<b>1.46</b>	<b>2.33</b>
<b>Gross NPA Ratio (%)</b>	<b>8.48</b>	<b>8.11</b>	<b>7.25</b>
<b>Net NPA Ratio (%)</b>	<b>2.39</b>	<b>2.83</b>	<b>2.25</b>
Provision Coverage Ratio (Including TWO) (%)	85.46	83.42	85.95
Provision Coverage Ratio (Excluding TWO) (%)	73.62	67.06	70.60

\* Technical Write off accounts

# Sectoral & Industry wise Contribution of NPAs

Sector-wise NPA			
Particulars (INR crore)	Q3 FY21	Q2 FY22	Q3 FY22
Corporate	27,357	18,769	16,389
MSME	10,887	13,989	13,320
Retail	2,018	3,781	3,762
Agriculture	7,987	9,234	9,317
Others	640	609	520
<b>Total Domestic</b>	<b>48,889</b>	<b>46,382</b>	<b>43,307</b>
International	14,292	13,122	12,689
<b>Global</b>	<b>63,182</b>	<b>59,504</b>	<b>55,997</b>

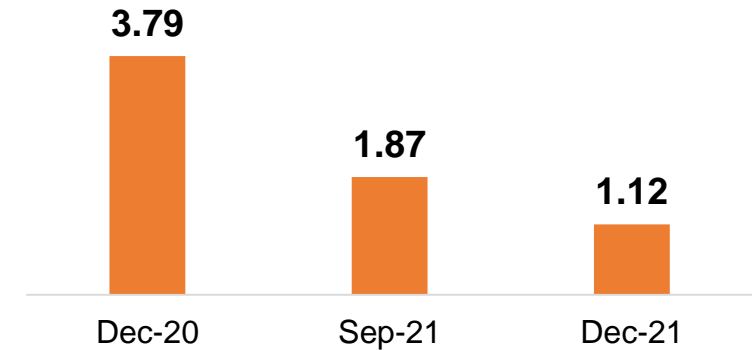
Industry-wise NPA			
Particulars (INR crore)	Q3 FY21	Q2 FY22	Q3 FY22
Infrastructure of which	6,543	4,904	4,675
1. Power	1,032	2,719	2,771
2. Telecom	3,825	1	1
3. Roads & Ports	1,010	1,602	1,467
4. Other Infrastructure	676	582	436
Basic Metals & Metal Industry	2,579	2,296	1,708
<i>of which</i>			
Iron & Steel	2,017	1,926	1,408
Textiles	3,477	3,295	3,152
Petroleum & Petrochemicals	0	96	96
All Engineering	3,640	1,769	1,499
Food Processing	1,906	1,786	1,714
Chemicals and Chemical Products	836	767	520
Trade (Wholesale)	809	614	415

# Asset Quality : Sectoral Fresh Slippages

Fresh Slippages			
Particulars (INR crore)	Q3 FY21	Q2 FY22	Q3 FY22
Corporate	0	2,941	602
MSME	0	1,095	1,013
Retail	0	451	501
Agriculture	0	639	615
Others	0	12	10
<b>Total Domestic</b>	<b>0</b>	<b>5,138</b>	<b>2,741</b>
International	3,986	85	89
<b>Global</b>	<b>3,986</b>	<b>5,223</b>	<b>2,830</b>

The GNPA ratio for Housing loans (ex-pool) is 2.21%, Auto loans is 2.40%; Personal loans is 1.77% ; Retail Gold loan is 1.65% as of Dec, 2021 . (Retail Assets excluding Pool and Labod)

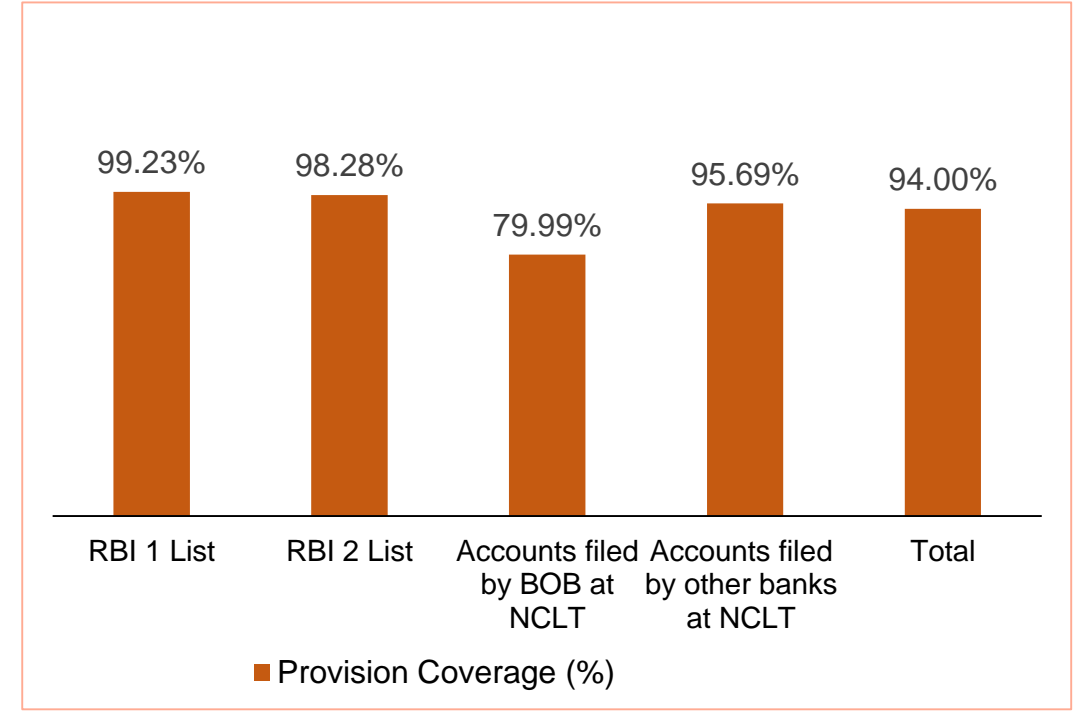
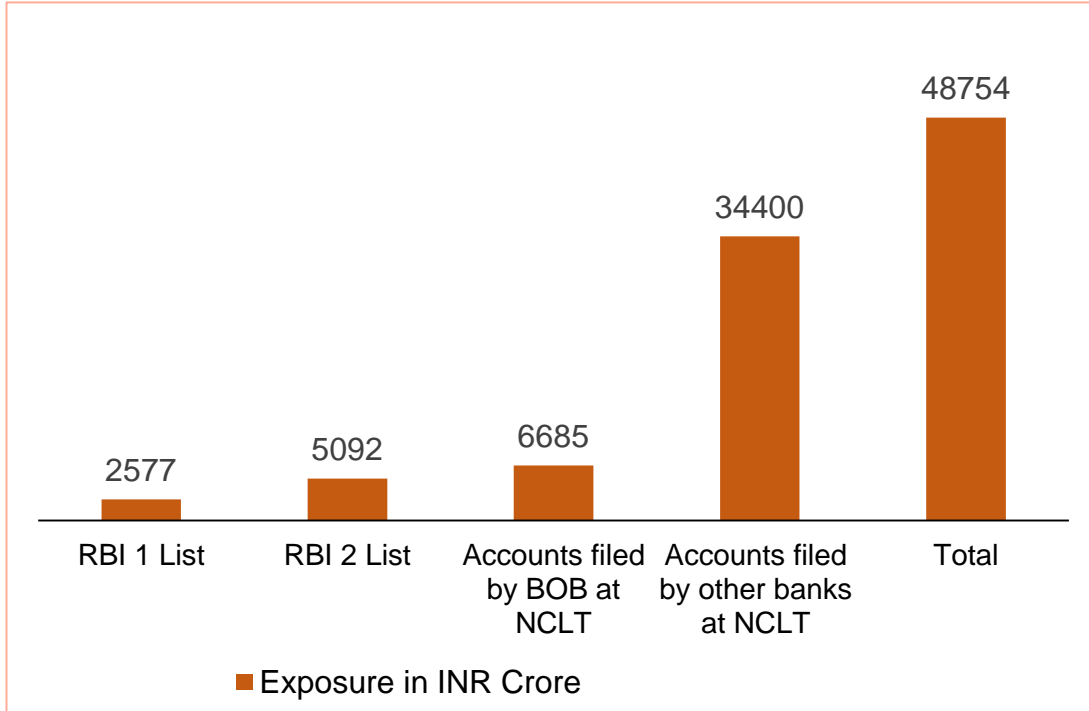
CRILC o/s SMA1 and SMA 2 (%)



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

Collection efficiency (excluding Agriculture) stands at 96% as of Dec 2021.

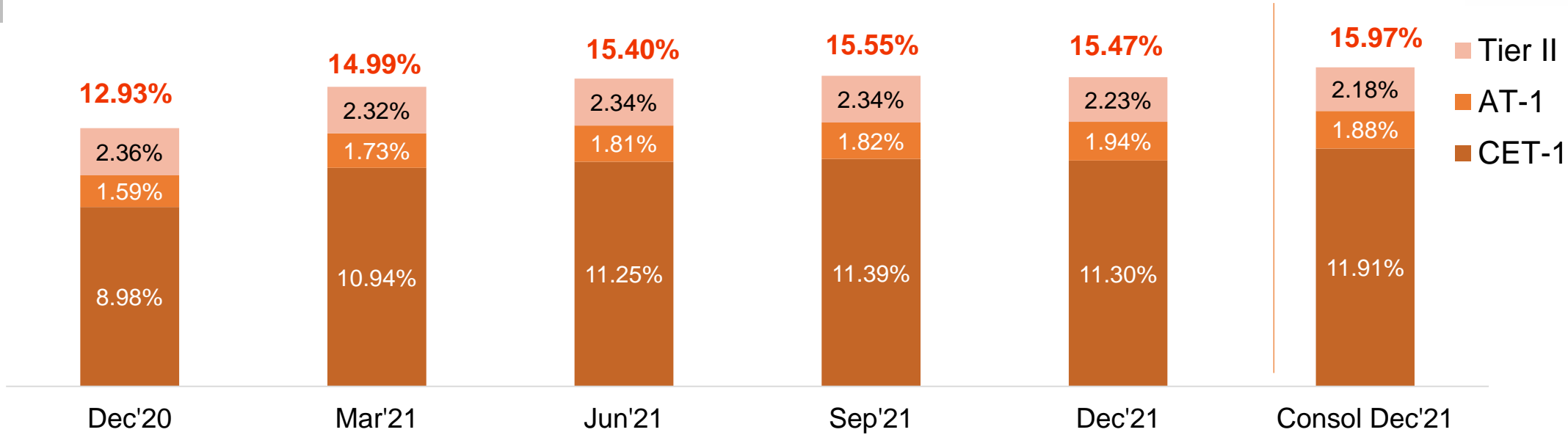
# Exposure to NCLT Accounts



Bank is having 94% PCR in NCLT accounts.

# Capital Adequacy

# Capital Adequacy



Particulars (INR crore)	Dec '20	Sep '21	Dec '21	Dec '21 (Consolidated)
Common Equity Tier I Capital (CET 1)	57,194	67,363	68,061	74,552
Tier I Capital	67,288	78,126	79,778	86,269
Tier II Capital	15,070	13,890	13,450	13,666
<b>Total Capital</b>	<b>82,358</b>	<b>92,016</b>	<b>93,227</b>	<b>99,934</b>



**bob World**



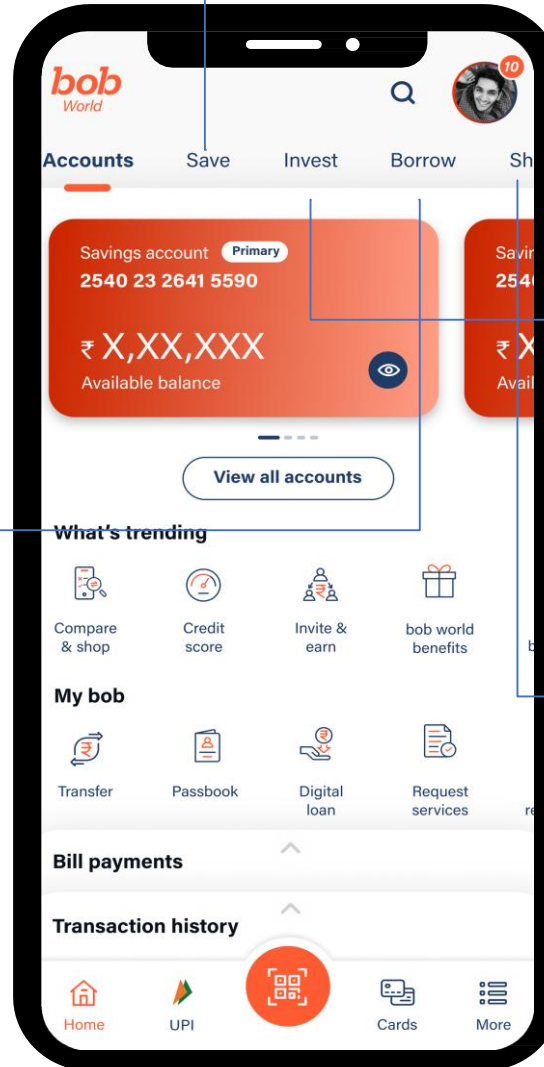
## SAVE

- Digital A/c opening in 10 mins
- Digital Deposits opening- Tax Saving FD & RDs
  - Best-in-class welcome offers
- Instant universal payments instrument
  - QR Code based payments



## BORROW

- 3 clicks; 30 seconds Personal Loans
  - 4 steps; 30-minute Business Loans
- 100% Digital Journey with Instant Disbursal
- Wide range of loan products offerings from INR 10,000 to 5 crore
- Digital Credit Sanction & Disbursement even for Non-BoB customers



## INVEST

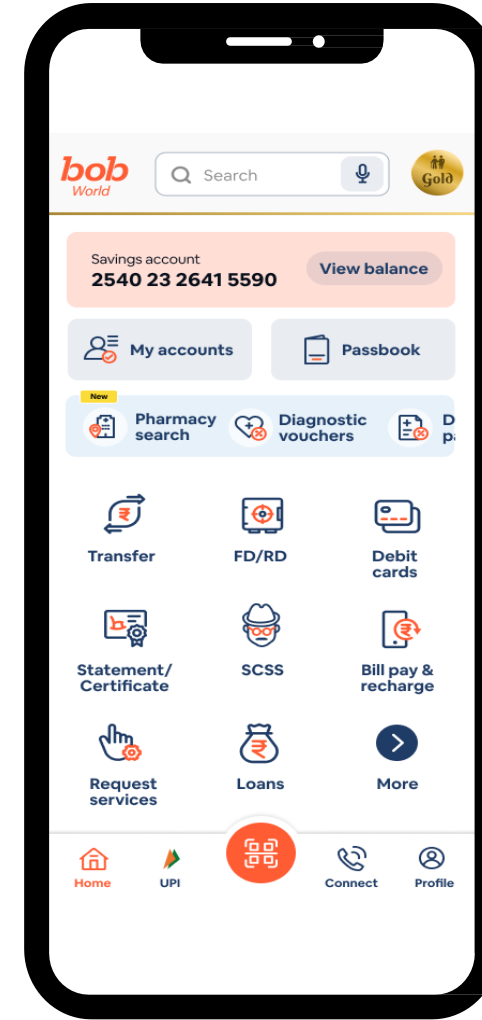
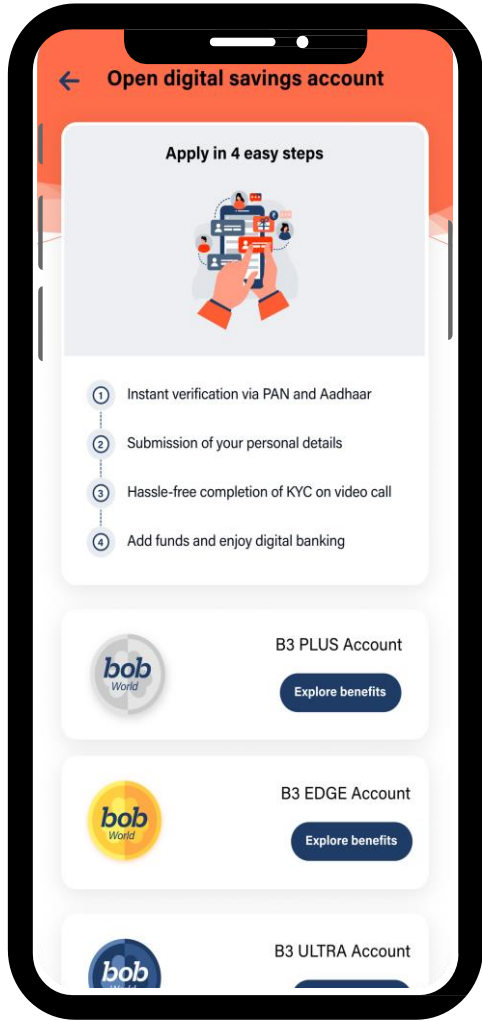
- Easy to Invest/ Buy Insurance option
- Wide range of services offered



## SHOP & PAY

- Milestone-based rewards across categories
- Increased customer engagement through multiple e-commerce & shopping options

# bob World – Umbrella brand for customer engagement



**bob Benefit**  
Launched in August 2021  
(Target Segment: Millennials)

**bob World Wave**  
Launching in February 2022  
(Target Segment: Fitness Conscious)

**bob World Gold**  
Launching in March 2022  
(Target Segment: Senior Citizen)

**Device Tokenization**  
Launching in June 2022  
(Target Segment: Tech savvy customers)

# bob World – Engagement leads to more Product Sales

## Credit Report for customers

15 lakhs users have availed the services

## Offers to customers basis credit report

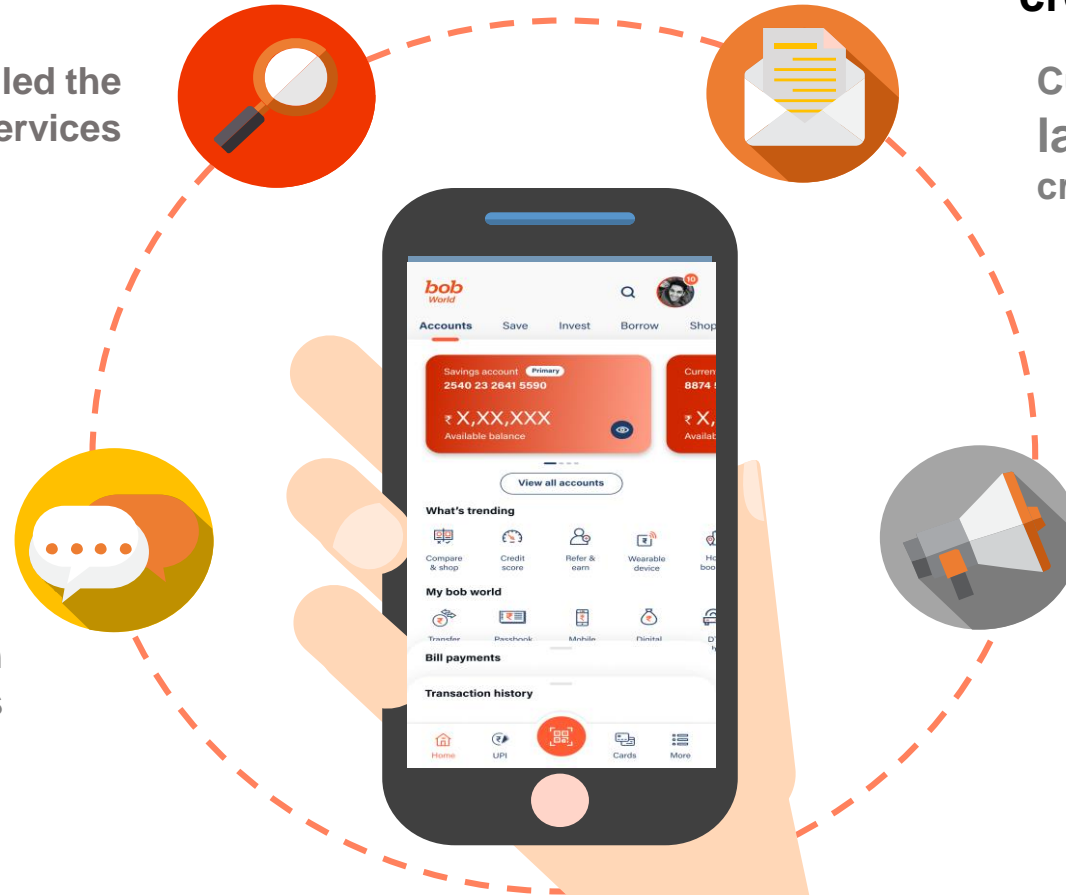
Customized offers to be designed for 15 lakh users for whom the bank has the credit reports

## Ability of send push notifications

214 types of push notification in 10 separate categories

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

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



# bob World Statistics

App Downloads

**28 Million**

Lifetime

Activated Users

**15 Million**

Daily Active Users

**3 Million**

With 64 lakhs daily txns  
(financial & non-financial)

PL through bob World

**96%**

% IMPS txns through  
bob World

**86%**

% Billpay txn through  
bob World

**79%**

Market Share\*

**10.23%**

Aug – Dec'21      Aug'21: bob World Launch

% FDs opened through  
bob World

**16%**

Digital Passbook accessed  
through bob World

**85%**

UPI handle generated  
through bob World

**78%**

Average Engagement  
Ratio

**10**

PPF Account Opening  
through bob World

**26%**

\*Of total Mobile Banking app downloaded by users

# Digital Traction

# Digital Traction (Q3 FY22)...1/2

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

Rank in Debit Card  
Issuance

Nov'21

Source: RBI

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

Rank in UPI  
remittance

Nov'21

Source: NPCI

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

Rank in Mobile  
Banking  
Downloads

Aug – Dec'21

Aug'21: bob World Launch

**99.64%**

UPI Remittance  
Success Rate

# June'21 ranking

Source: MEITY

**87%**

Transactions done  
digitally

Q3 FY22

**85%**

Passbook updates  
done digitally

as of 31.12.2021

**90%**

New SA acquisition  
(Digitally)

Q3 FY22

**76%**

New CA acquisition  
(Digitally)

Q3 FY22

**69%**

Digital FDs

Q3 FY22

# Digital Traction (Q3 FY22)....2/2

**57%**

New SHG Acquisition (Digitally)

1-23 Jan'22

**34%**

Digitally active customers

As of 31.12.2021

**97%**

Digital PL

As of 31.12.2021

**53%**

Digital Retail Loans Sanctioned

As of 31.12.2021

**35%**

MSME Loans Processed Digitally

As of 31.12.2021

**30%**

MSME Loans Renewed Digitally

As of 31.12.2021

Analytics Centre of Excellence (ACoE)

**19%**

No of merchants using POS, BHIM Barodap Pay, QR, IPG

as of 31.12.21

**5 Petabyte**

Size of Big Data Lake

**34+**

Source Systems



# Consolidated Financials

# Subsidiaries and JVs performance



## IndiaFirst Life Insurance Co. Ltd.- Joint Venture of 44%

- ❑ IndiaFirst Life recorded a growth of 68% YoY in Individual New Business APE and 61% YoY Growth on Total New Business APE for 9MFY 22.
- ❑ AUM as of December 31, 2021 stands at INR 17,912 crore, with 10% growth YoY.
- ❑ IndiaFirst improved its 9MFY22 ranking by 2 positions to 10<sup>th</sup> on Individual New Business APE as compared to FY21 (among private peers).
- ❑ Market share amongst Private Insurers stands at 2.4% (Individual NB APE terms).
- ❑ Gross premium income for the period stands at INR 3,530 crore.



BOB Financial  
— Credit reimagined —

A wholly owned subsidiary of Bank of Baroda

## 100% Domestic Subsidiary BOB Financial Solutions Limited

- ❑ Number of Cards as of December 31, 2021 stood at 8,11,986.
- ❑ New Credit Cards issued grew by 53% YoY.
- ❑ Spends stood at INR 1,880 crore in Q3FY22 as against INR 995 crore. in Q3FY21.
- ❑ Unaudited Net profit for the Q3FY22 stands at INR 10.48 crore.
- ❑ Credit rating of AAA.
- ❑ Unaudited CRAR as of December 31, 2021 (as per IGAAP) is at 25.97%.



## 100% Domestic Subsidiary Baroda Asset Management India Limited

- ❑ Baroda Asset Management India Limited AUM grew at 54% YoY in Q3FY22 .
- ❑ The Average AUM for the December quarter was higher than the previous quarter by 6.8%.
- ❑ Equity AUM grew at 71% YoY in Q3FY22. Share of Equity AUM to total AUM was 40.5% in Q3FY21 which increased to 45% in Q3FY22.
- ❑ AUM as of December 31, 2021 stands at INR 12,166 crore.
- ❑ Net profit for the quarter stands at INR 0.99 crore.
- ❑ The focus is to continue to achieve the plan targets. The integration with BNP Paribas is underway as SEBI approval is awaited.

# Subsidiaries and JVs performance



## India Infradebt Ltd.- Joint Venture of 40.99%

- India Infradebt focused on disbursement in renewable energy and transport sector during the quarter.
- Total Income during 9MFY22 stood at INR 284 crore.
- Operating profit in 9MFY22 increased by 14% YoY to INR 256 crore.
- Net profit for the quarter stands at INR 225.70 crore.



## 100% Domestic Subsidiary Baroda Global Shared Services Ltd.

- BGSSL total income (PBT) grew by 70% YoY in first 3 quarters of FY22.
- Total Revenue grew by 71% YoY in first 3 quarters of FY22 and stood at INR 58.27 crore as on December 31, 2021.
- Direct Sales Team (DST) launched in Oct'21 across 9 zones has been scaled up to reach 400+ resources with Loan Disbursal aggregating to INR 325 Crores and Sanctioned Amount of INR 397 Crores by the first Quarter (Oct to Dec'21) of launch, across Auto, Home, LAP and Education Loan Products.
- The Cross Selling from Contact Centre resulted in generation of business worth INR 1,815 crore (sanctioned amount) for Q3FY22.



## 100% Domestic Subsidiary BOB Capital Markets Ltd.

- The gross revenue for Q3FY22 is at INR 10.12 crore and for 9MFY22 is at INR 41.64 crore vis-à-vis INR 8.89 crore & INR 21.65 crore respectively for previous year's corresponding periods.
- After adjusting for onetime cost towards deferred Staff incentive/retention costs, there is a loss of INR 1.69 crore for Q3FY22 & a profit of INR 6.69 crore for 9MFY22.
- Successfully completed 2 Syndication transactions and syndicated INR 505 Crores. DCM successfully closed 7 deals and mobilized INR 715 Crore involving bond issuance for Axis Finance, Union Bank, Canara Bank, PNB and Infra Debt.
- Won fresh mandates for 2 IPOs and received panelment by DIPAM for 3 years for OFS mandates.
- Increased market visibility on account of successful deal closures on both Debt and Equity segments.
- Institutional research coverage enhanced to 115 stocks.

# Overseas Subsidiaries and JVs performance

## Bank of Baroda (Uganda) Ltd.

- ❑ Total Deposits of Bank of Baroda (Uganda) stood at INR 3,214 crore as of 9M FY22 registering a growth of 6.60% YoY.
- ❑ The gross advances grew by 27.81% on YoY basis to INR 1,900 crore.
- ❑ Net profit increased by 34.31% YoY to INR 150 crore in 9M FY22.
- ❑ The RONW for the period 9M FY22 stands at 17.50%.
- ❑ The GNPA ratio at the end of 9M FY22 was at 0.08% as against 1.61% in corresponding period last year.

## Bank of Baroda (Kenya) Ltd.

- ❑ Total Deposits of Bank of Baroda (Kenya) stood at INR 9,675 crore as of 9M FY22 registering a growth of 9.74% YoY.
- ❑ The gross advances stood at INR 3,739 crore registering a growth of 11.91% YoY.
- ❑ Net profit increased by 8.18% YoY to INR 236 crore in 9M FY22.
- ❑ The RONW for 9M FY22 stands at 16.57%.

## Bank of Baroda (UK) Ltd.

- ❑ Total Deposits of Bank of Baroda (UK) stood at INR 7,971 crore as of 9M FY22.
- ❑ The gross advances grew by 13.99% and stands at INR 2,737 crore for 9M FY22.
- ❑ Net profit for 9M FY22 stood at INR 4 crore.
- ❑ The RONW for 9M FY22 stands at 0.36%.
- ❑ Gross NPA is at INR 0.16 crore and GNPA ratio at the end of 9M FY22 was at 0.01%.

Note: Uganda and Kenya are December ended subsidiaries. As such, figures of 9M are of September 2021 in line with audited CFS.

# Balance Sheet and PL– Consolidated

Particulars (INR crore)	Dec '20	Sep '21	Dec '21
<b>CAPITAL &amp; LIABILITIES</b>			
Capital	925	1,036	1,036
Share Application Money Pending Allotment	0	0	0
Reserves & Surplus	78,077	84,985	87,412
Minority Interest	431	470	488
Deposits	9,85,305	9,89,399	10,07,753
Borrowings	96,798	99,171	96,077
Other Liabilities & Provisions	61,631	51,236	54,283
<b>TOTAL</b>	<b>12,23,167</b>	<b>12,26,297</b>	<b>12,47,049</b>
<b>ASSETS</b>			
Cash and Balances with RBI	32,857	53,285	47,408
Balances with Banks	1,10,781	97,253	57,903
Investments	2,86,810	3,03,024	3,28,508
Loans & Advances	7,15,323	7,12,323	7,51,572
Fixed Assets	8,508	7,885	7,707
Other Assets	68,664	52,303	53,727
Goodwill on Consolidation	224	224	224
<b>TOTAL</b>	<b>12,23,167</b>	<b>12,26,297</b>	<b>12,47,049</b>

Particulars (INR crore)	Q3 FY21	Q3 FY22	YOY (%)
Net Interest Income	8,236	8,922	8.33
Non Interest Income	3,173	3,351	5.61
<b>Total Income</b>	<b>11,409</b>	<b>12,273</b>	<b>7.57</b>
Operating Expenses	5,504	6,293	14.34
<b>Operating Profit</b>	<b>5,905</b>	<b>5,980</b>	<b>1.27</b>
Provisions	4,114	2,688	-34.66
<b>Profit before Tax</b>	<b>1,791</b>	<b>3,292</b>	<b>83.81</b>
Tax	632	844	33.54
Minority Interest	19	24	26.32
Share of Earning in Associates	56	40	-28.57
<b>Profit after Tax</b>	<b>1,196</b>	<b>2,464</b>	
EPS (INR)	2.59	4.76	83.95

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