



Bank of India

Relationship beyond banking

Corporate Presentation

March 2020

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Overview

- Incorporated in 1906 and operated as a private bank until nationalization in 1969
- One of the top five public sector banks in terms of assets and deposits¹
- Principal banking operational units include:
 - ✓ Corporate Banking
 - ✓ Retail Banking
 - ✓ Agricultural Banking
 - ✓ MSME Banking
 - ✓ International Banking
- Provides services on behalf of the Government like collection of taxes, broker stamp duty collection, and pension disbursements
- Provide bancassurance services for distribution of insurance products, mutual fund products, credit and debit cards, portfolio management services, depository participant services and merchant banking activities

Bank's Network

As on Dec 31, 2019



5,089

Domestic Branches



5,750

ATMs



**28 States
& 8 UTs**



**94.89 Mn
Customers**



**19
Countries**

Awards & Accolades



2nd Most Trusted Brand in Public Sector – Banking Category – ‘ET Now’ Survey (Fiscal 2019)



2nd Most Trusted Brand – Banks Category – Reader’s Digest Trusted Brand 2019



Best Public Sector Bank – India Banking Summit & Awards 2019 – Synnex Group



Best Performing Public Sector Bank in APY² Formation Day Campaign (Fiscal 2020) – PFRDA³



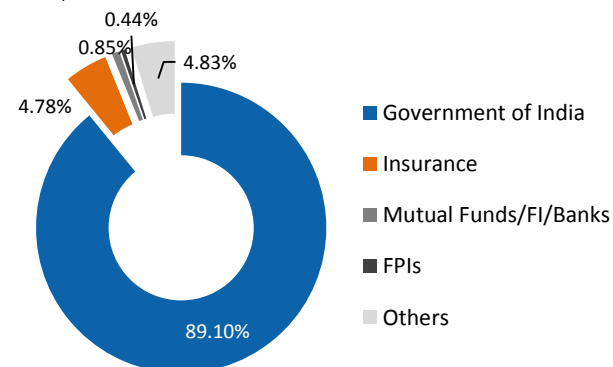
Most Innovative Large Size Bank of the Year – ETBFSI Excellence Awards 2019



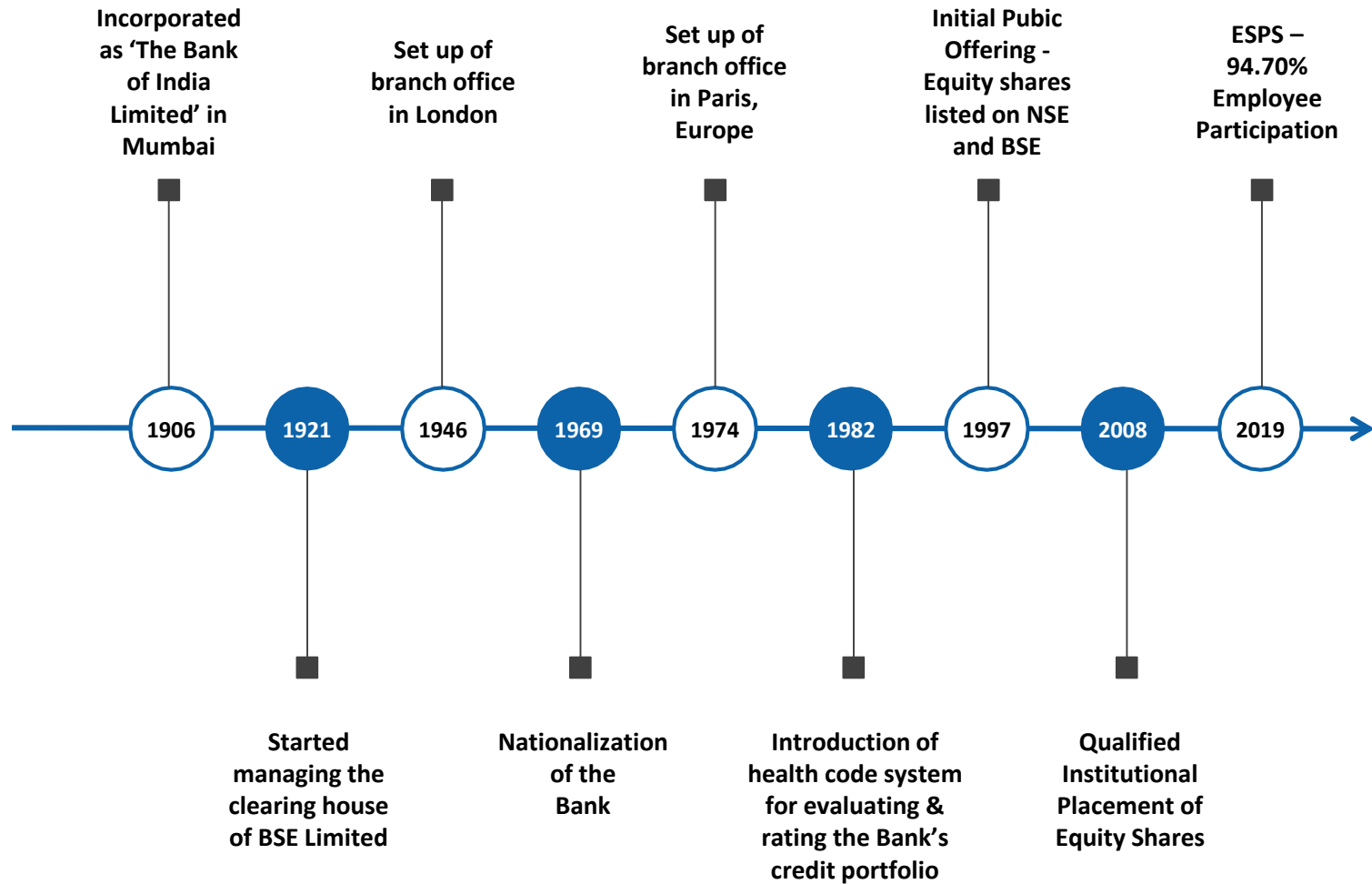
SKOCH Order of Merit AWARD 2019 in GOLD Category for BOI Mobile

Shareholding Pattern

As on Dec 31, 2019



KEY MILESTONES





Total Deposits

Rs. 5,221.38 Bn
(Rs. 5,151.28 Bn)

Net Interest Income

Rs. 114.64 Bn
(Rs. 96.13 Bn)

NIM

2.83%
(2.41%)

Cost-Income Ratio

46.23%
(55.95%)

Total Net Advances

Rs. 3,366.61 Bn
(Rs. 3,311.14 Bn)

Operating Profit

Rs. 88.66 Bn
(Rs. 57.89 Bn)

CASA

42.69%
(42.65%)

PCR

77.15%
(76.76%)

Yield on Average Advances

8.60%
(8.07%)

Net Profit

Rs. 6.15 Bn
(Rs. -57.99 Bn)

RoAA

0.13%
(-1.28%)

GNPA

16.30%
(16.31%)

Cost of Average Deposits

4.56%
(4.48%)

CRAR

14.20%
(12.47%)

RoAE

3.12%
(-41.51%)

NNPA

5.97%
(5.87%)



Total Deposits

Rs. 5,208.62 Bn
(Rs. 5,208.54 Bn)

Net Interest Income

Rs. 136.58 Bn
(Rs. 105.06 Bn)

NIM

2.55%
(1.89%)

Cost-Income Ratio

56.93%
(56.04%)

Total Net Advances

Rs. 3,410.06 Bn
(Rs. 3,413.80 Bn)

Operating Profit

Rs. 80.92 Bn
(Rs. 71.39 Bn)

CASA

43.36%
(41.76%)

PCR

76.95%
(65.85%)

Yield on Average Advances

8.13%
(7.12%)

Net Profit

Rs. -55.47 Bn
(Rs. -60.44 Bn)

RoAA

-0.91%
(-0.98%)

GNPA

15.84%
(16.58%)

Cost of Average Deposits

4.46%
(4.56%)

CRAR

14.19%
(12.94%)

RoAE

-27.05%
(-31.84%)

NNPA

5.61%
(8.26%)



**Professional and
Experienced Board and
Senior Management Team**

**Balanced Credit
Portfolio**



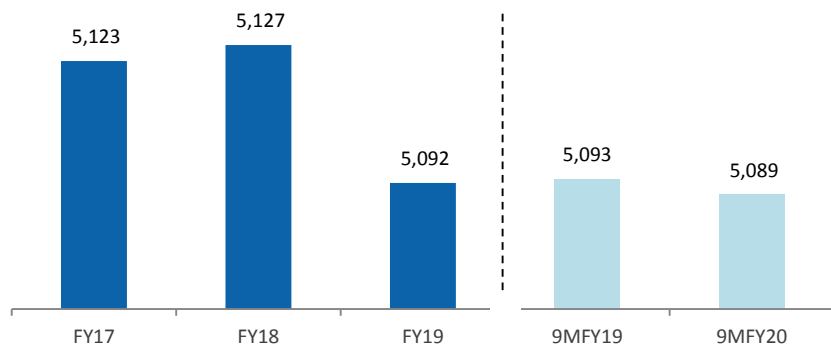
**Recognized brand with over 110
years of operations and wide
network across India and
significant international presence**

**Technology-enabled
Systems and Infrastructure
for Scalability**

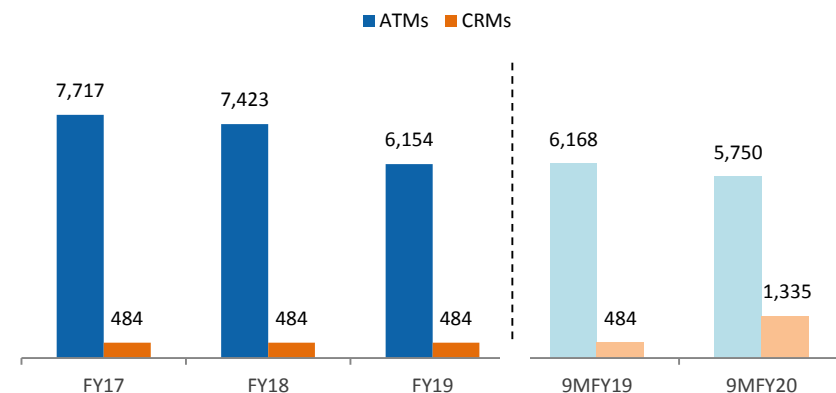
**Improving Financial
Position and Stable
Capital Base**



No. of Domestic Branches

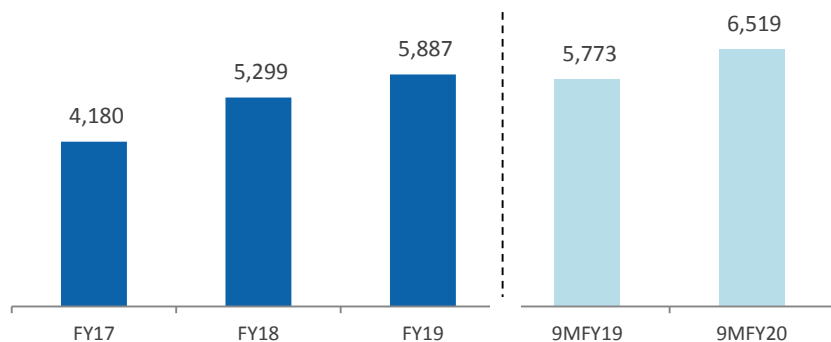


No. of ATMs and CRMs



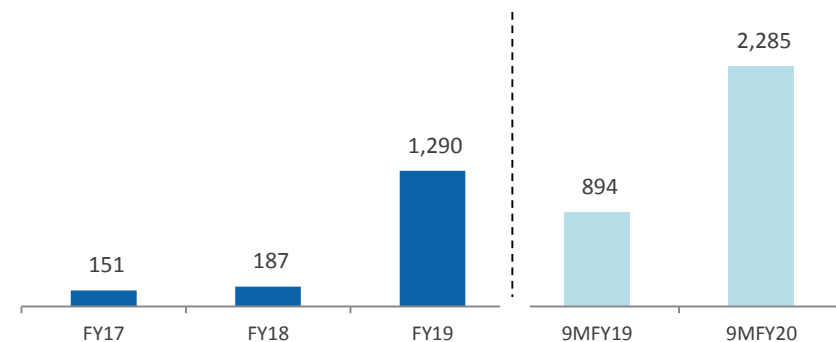
Internet Banking Users

('000)



Mobile Banking Users

('000)

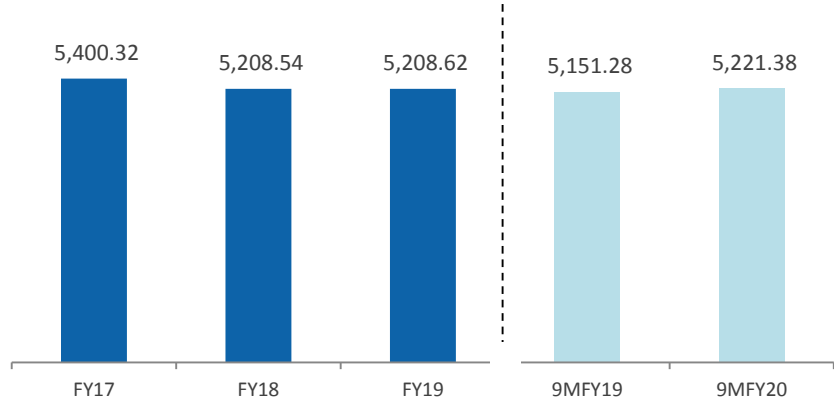


The Bank has been rationalizing its Branch and ATM Network. The Bank migrated all of its branches to its core banking application platform in 2008 and expanded its ATM and internet banking networks, and introduced alternate delivery channels

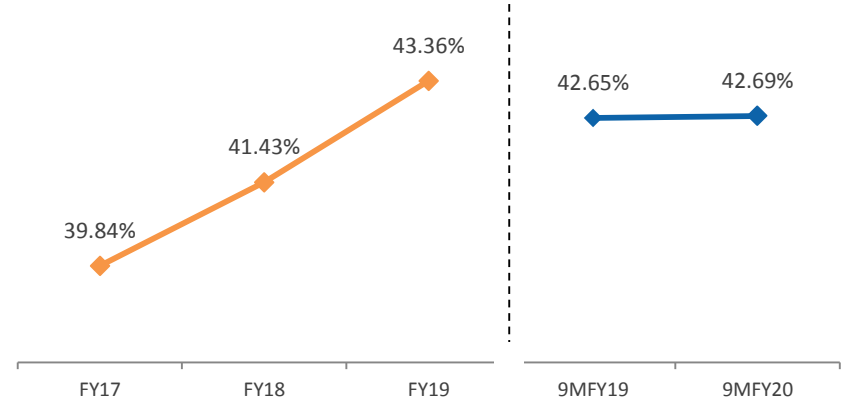


Total Deposits

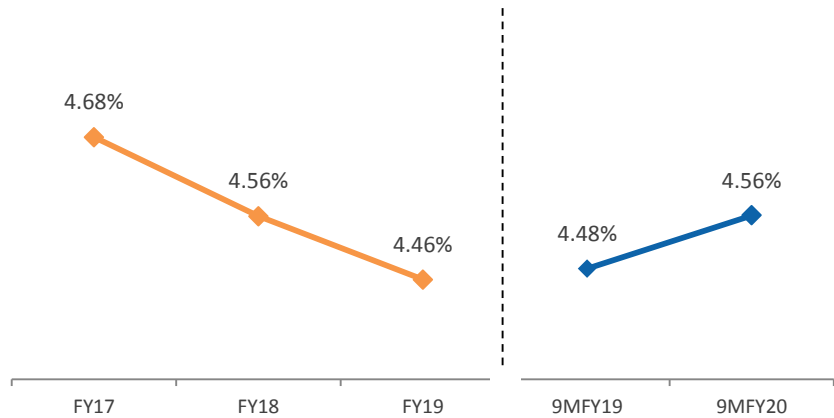
INR Bn



CASA %

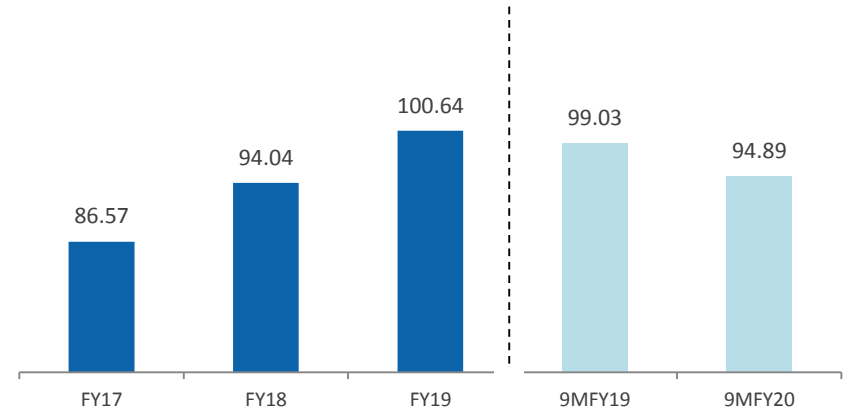


Cost of Average Deposits¹



Customer Base

Million



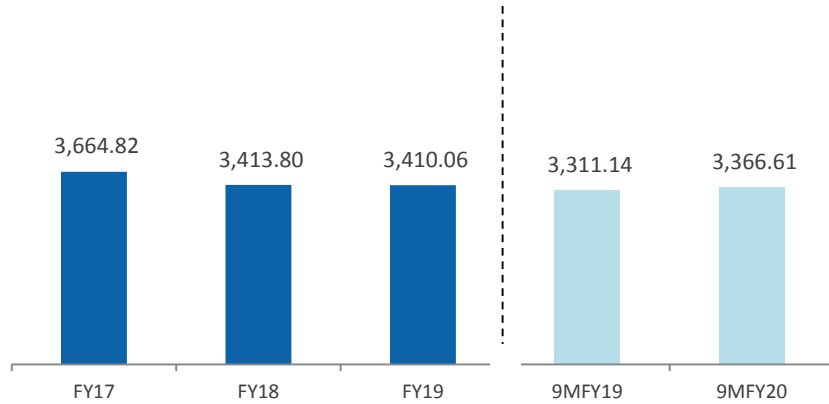
The deposit base largely comprises retail and the lack of bulk deposits provides the Bank with a deposit base with a lower concentration risk and increases the spread of the liability portfolio

¹ Cost of Average Deposits is interest expense on Deposits divided by total quarterly average (Closing) Deposits

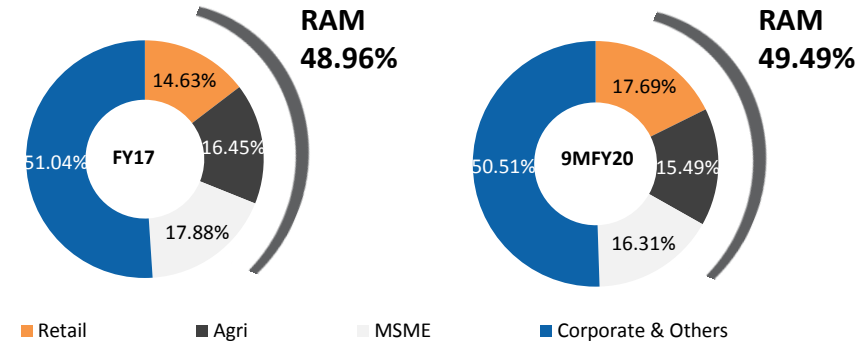


Total Net Advances

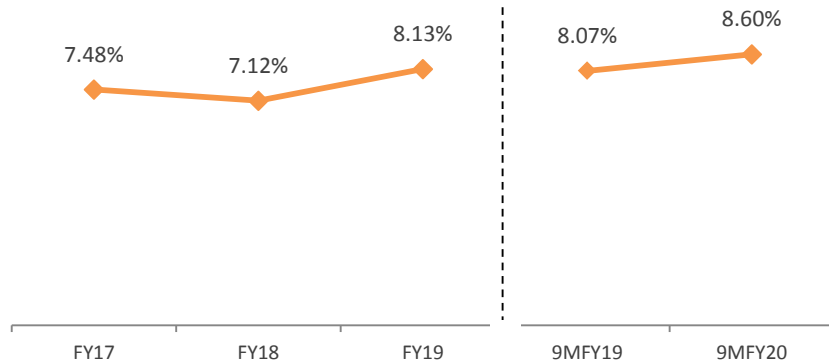
INR Bn



Break-up of Gross Domestic Advances

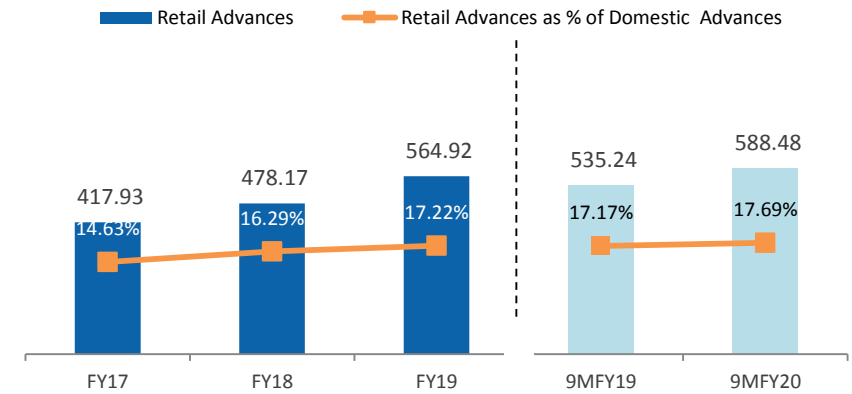


Yield on Average Advances¹



Retail Advances

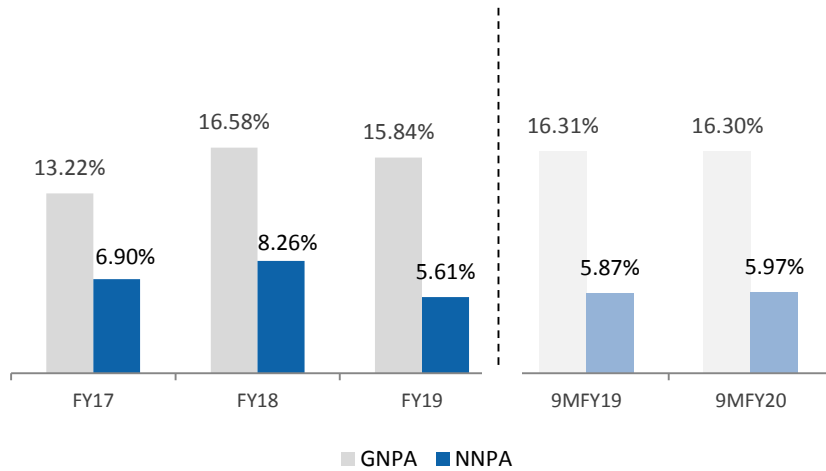
INR Bn



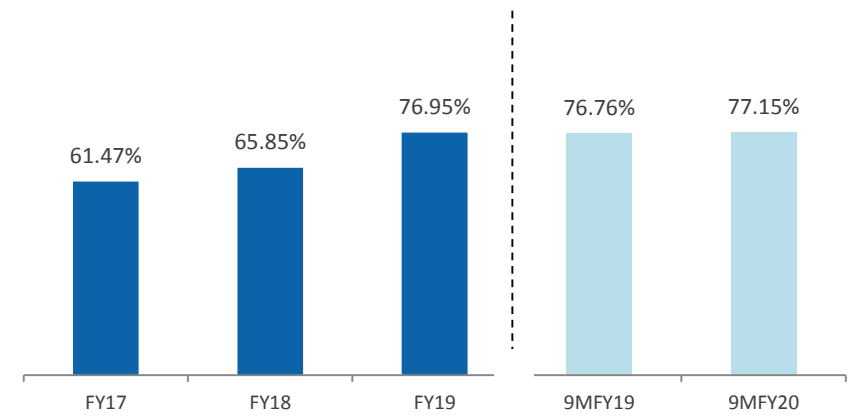
The diversified credit portfolio helps in reducing the volatility and potential risks associated with concentrated credit portfolio in particular segments or sectors

¹ Yield on Average Advances is interest income from Advances divided by total quarterly average (Closing) Advances.

Asset Quality

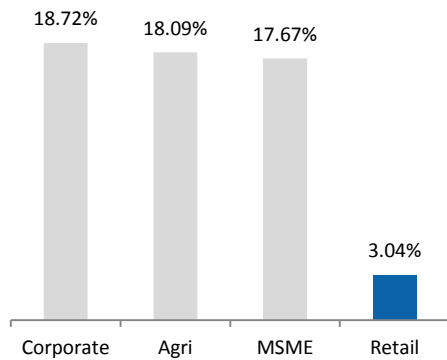


Provision Coverage Ratio

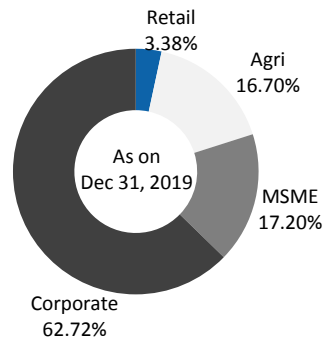


Segment-Wise Gross NPA

% of NPA to Advances

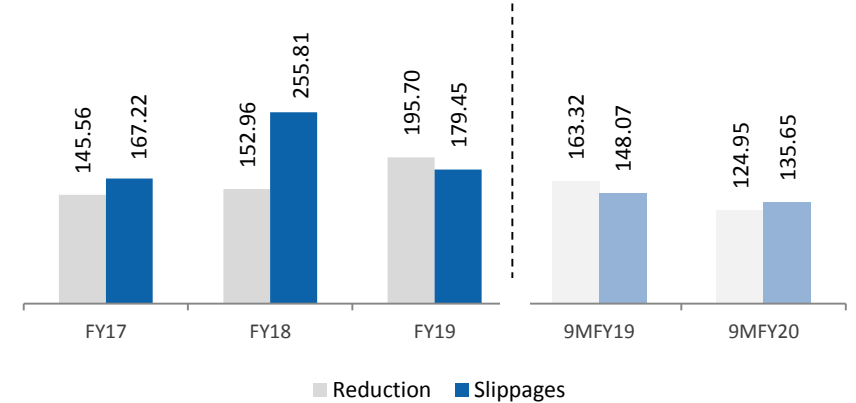


% of NPA to Gross NPA



Slippages & Recoveries

INR Bn





Domestic Gross Fund-Based Loans

As on Dec 31, 2019

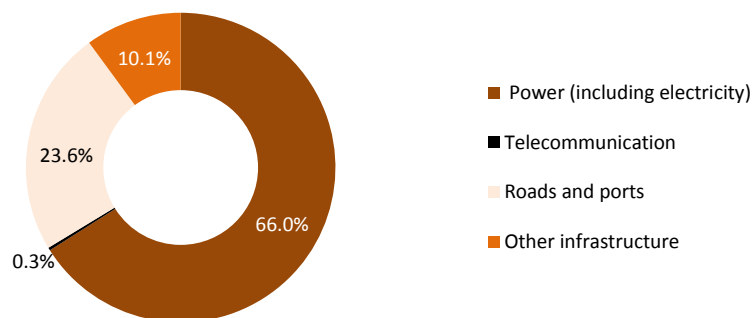
Sector	Amount (Rs. Bn.)	% of Advances
Infrastructure	478.31	14.29%
Basic metal and metal products	107.49	3.21%
Textiles	65.80	1.97%
Construction	48.83	1.46%
Mining and quarrying (including coal)	46.95	1.40%
Chemicals and chemical products	42.48	1.27%
Gems and jewelry	34.17	1.02%
Food processing	33.02	0.99%
Vehicles, vehicle parts and transport equipment	18.88	0.56%
Rubber, plastics and their products	17.16	0.51%
Other industries*	133.83	4.00%
All industries	1,026.91	30.68%

Restructured Advances

As on Dec 31, 2019

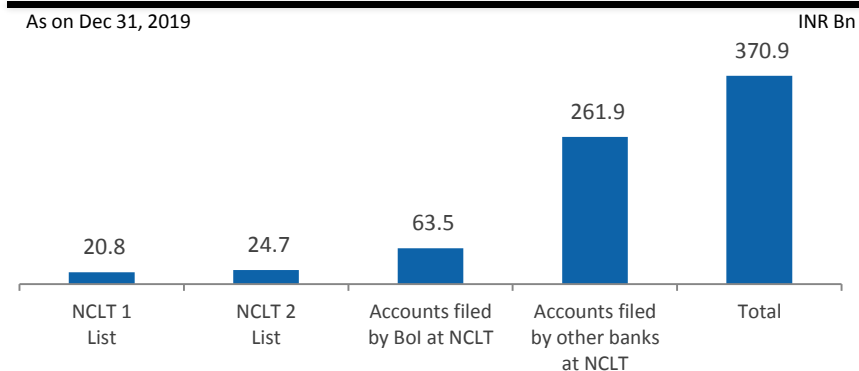
Sector	Amount (Rs. Bn.)
Infra	18.49
Aviation	15.52
Textiles	0.54
Steel	1.08
Cement	1.92
Services	1.04
Hotels	1.01
Agriculture	0.88
Others	42.1
Standard Restructured Advances (Domestic)	82.60
Standard Restructured Advances (Overseas)	0.33
Standard Restructured Advances (Total)	82.93

Infrastructure Gross Fund-Based Loans Break-Up



NCLT Accounts

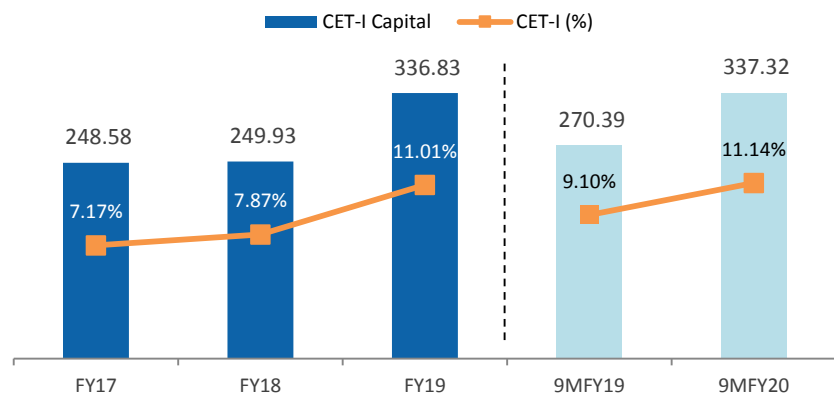
As on Dec 31, 2019





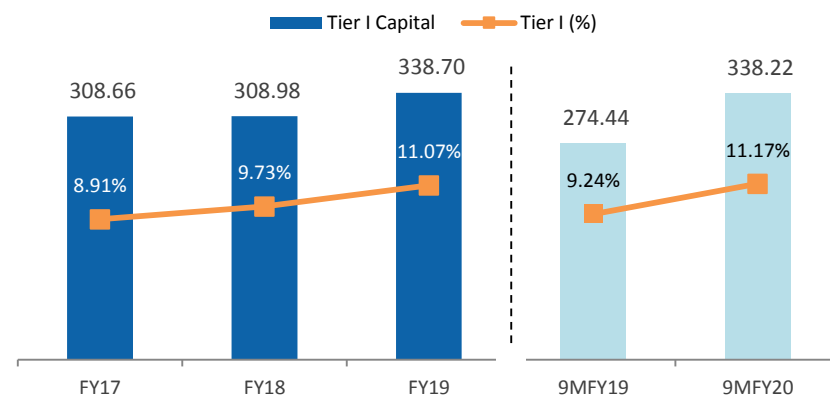
CET-I Capital

INR Bn



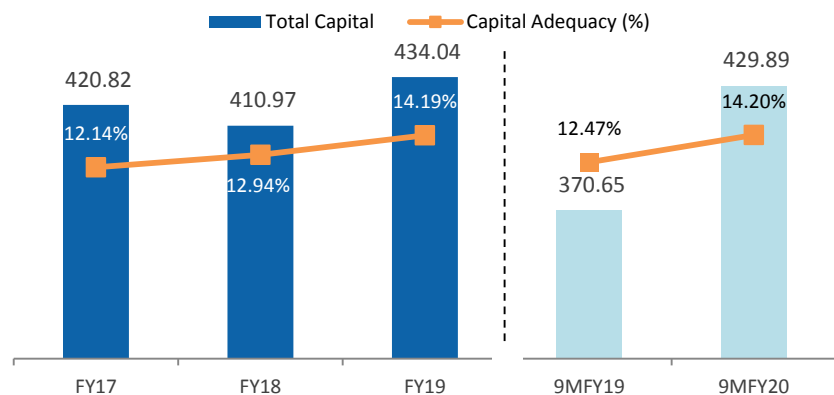
Tier I Capital

INR Bn



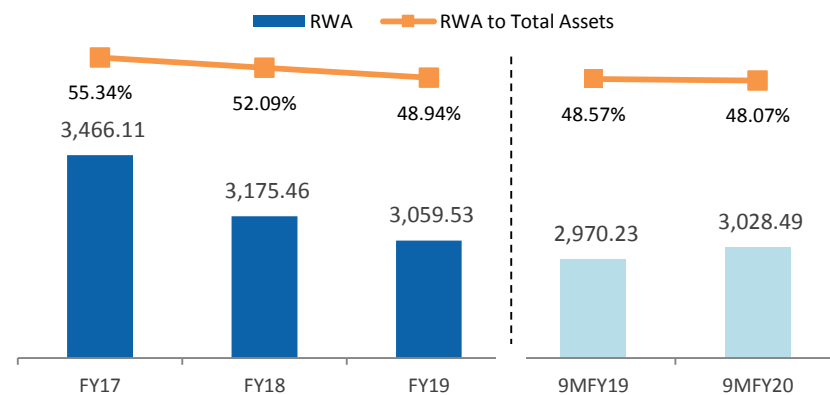
Total Capital (Tier I + Tier II)

INR Bn



Risk Weighted Assets

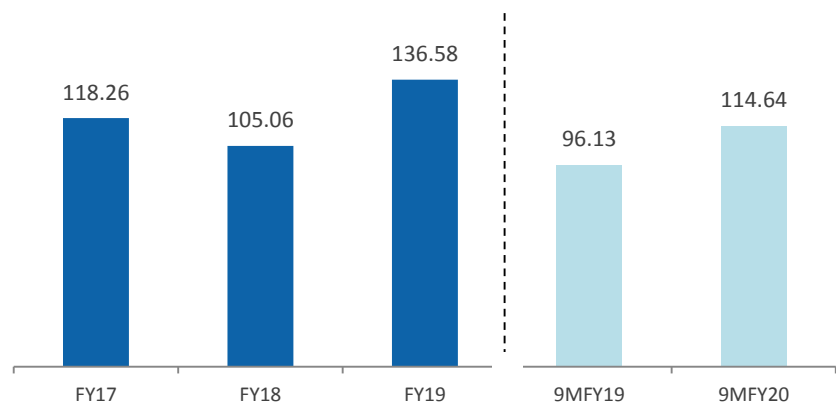
INR Bn





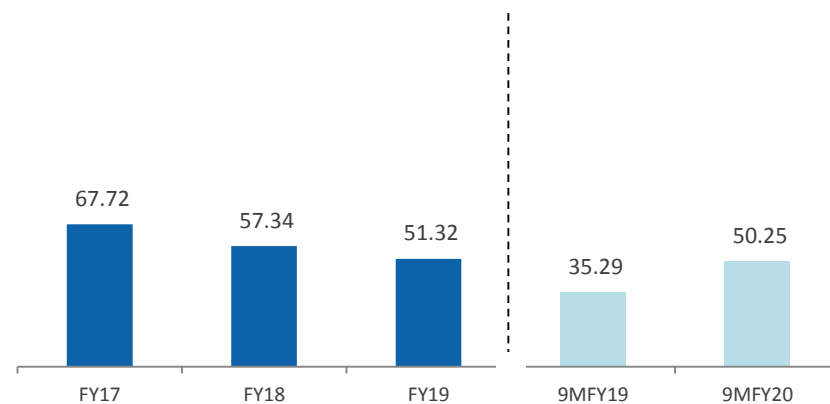
Net Interest Income

INR Bn



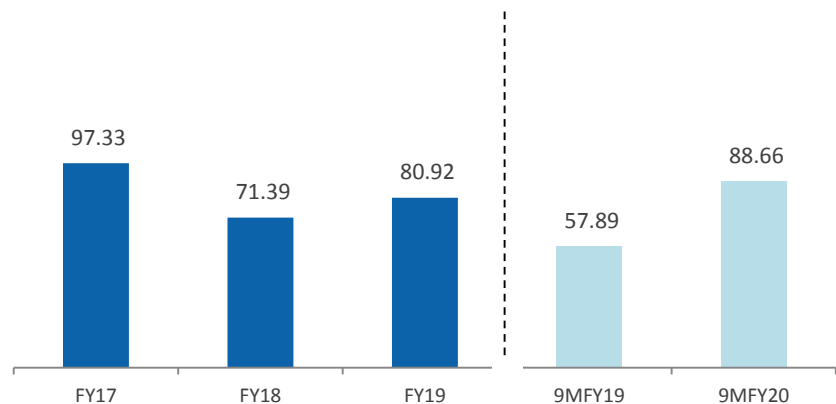
Non Interest Income

INR Bn



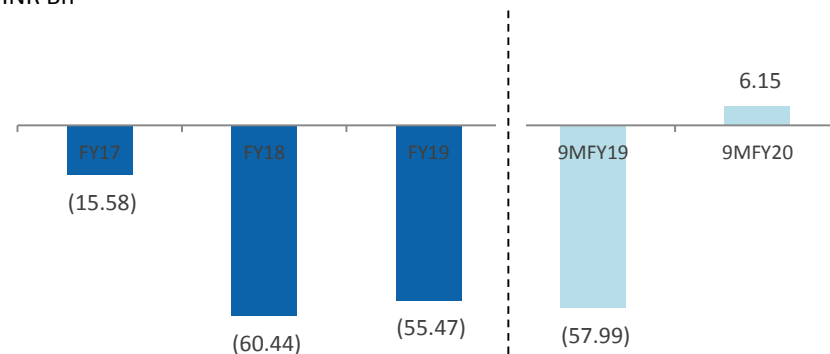
Operating Profit

INR Bn



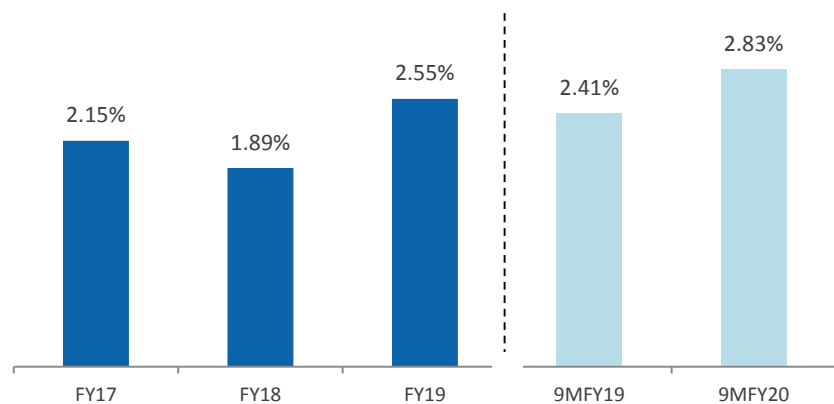
Net Profit

INR Bn



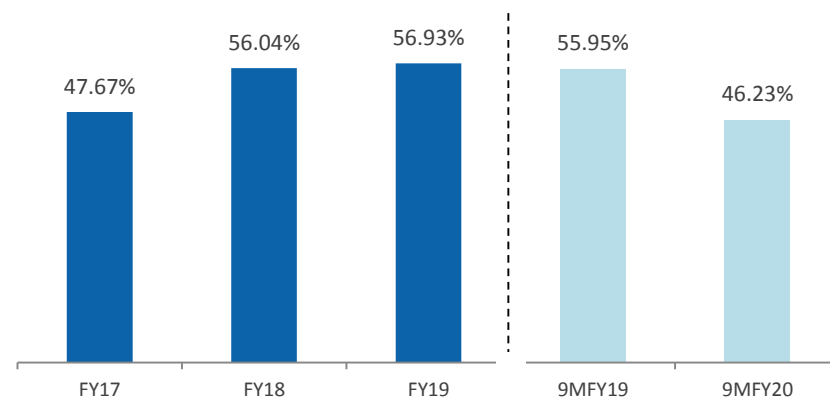


Net Interest Margin¹

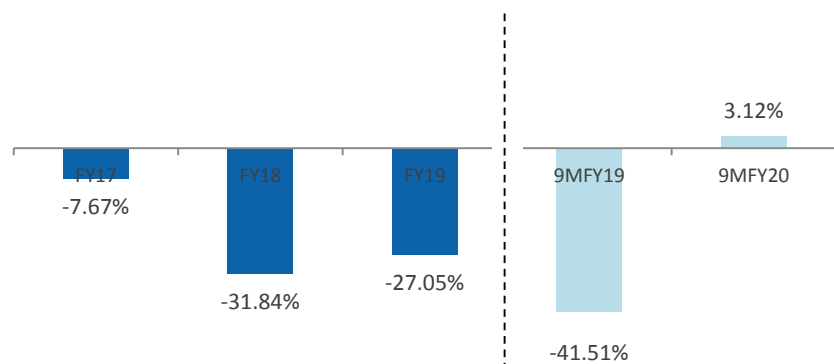


¹ Net interest margin is the difference of interest earned and interest expended divided by the total quarterly average (closing) interest-earning assets.

Cost-Income Ratio

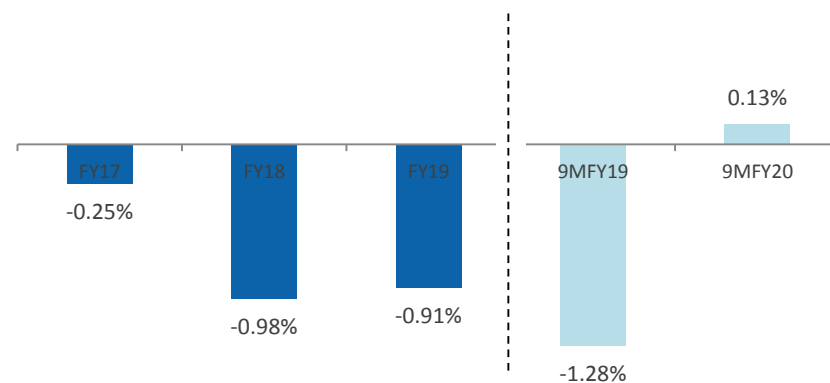


Return on Average Equity²



² Return on average equity is the ratio of the net profit after tax to the quarterly average (closing) net worth (capital plus reserves).

Return on Average Assets³



³ Return on average assets is the ratio of the net profit after tax to the quarterly average (closing) assets.



Seasoned Professionals with Experience in their Fields

	<p>Mr. Gopalaraman Padmanabhan <i>Chairman and Non-Executive Director</i></p>	<ul style="list-style-type: none"> ▪ Holds a bachelor's and master's degree in arts from the University of Kerala and a master's degree in business administration in international banking and finance from the University of Birmingham ▪ In the past he has served as an Executive Director of the Reserve Bank of India
	<p>Mr. Atanu Kumar Das <i>Managing Director & CEO</i></p>	<ul style="list-style-type: none"> ▪ Designated as Managing Director and CEO of the Bank on January 20, 2020 ▪ Holds a master's of arts degree in analytical and applied economics from Utkal University ▪ In the past, he has served as a general manager of Vijaya Bank
	<p>Mr. Chaitanya Gayatri Chintapalli <i>Executive Director</i></p>	<ul style="list-style-type: none"> ▪ Joined the Bank as a probationary officer in June 1985 and has handled managerial positions in the Bank across the country ▪ Holds a bachelor's degree in agriculture from Andhra Pradesh Agricultural University and is a certified associate of Indian Institute of Banking and Finance
	<p>Ms. Dakshita Das <i>Non-Executive Nominee Director (Central Government)</i></p>	<ul style="list-style-type: none"> ▪ Appointed as a non-executive nominee director of the Bank on July 13, 2018 ▪ Additional secretary in the Department of Financial Services, Ministry of Finance and was the MD & CEO of National Housing Bank
	<p>Mr. Subrata Das <i>Non-Executive Nominee Director (RBI)</i></p>	<ul style="list-style-type: none"> ▪ Regional director of the Reserve Bank of India, Hyderabad ▪ Appointed as a non-executive nominee director of the Bank on August 13, 2019 ▪ Holds a bachelor's in arts degree in economics and a master's in arts degree in analytical and applied economics from Utkal University
	<p>Mr. Debabrata Sarkar <i>Non-Executive Independent Director (Shareholder's nominee)</i></p>	<ul style="list-style-type: none"> ▪ In the past, he has served as the Chairman and Managing Director of Union Bank of India, ex-officio director of General Insurance Corporation of India ▪ Holds a master's degree in commerce from the University of Calcutta, is a member of the Institute of Chartered Accountants of India and a certified associate of the India Institute of Bankers
	<p>Mr. D Harish <i>Non-Executive Independent Director (Shareholder's nominee)</i></p>	<ul style="list-style-type: none"> ▪ Appointed as an independent director of the Bank on October 25, 2017 ▪ He has been awarded "Most Talented Coaching Leaders (India)" by CHRO Asia in 2017 ▪ Holds a bachelor's degree in commerce from the University of Madras and a post graduate diploma in personnel management and industrial relations from the Xavier Labour Relations Institute, Jamshedpur



Expand the Bank's retail, agriculture and MSME lending profile by leveraging its existing customer base



Continue to contain funding cost by sourcing low cost deposits such as CASA



Focus on improving asset quality and containing NPA levels



Leverage technology to increase cross selling opportunities, reduce cost and enhance customer experience



Improving our risk management systems to ensure long-term sustainability of our business



ANNEXURES

BALANCE SHEET

बैंक ऑफ़ इंडिया
Bank of India



Balance Sheet	FY17	FY18	FY19	9MFY19	9MFY20
CAPITAL & LIABILITIES					
Capital	10.55	17.44	27.60	17.44	32.78
Reserves & Surplus	308.52	350.13	402.54	296.53	453.41
Share Application Money Pending for Allotment	17.22	-	46.38	100.86	-
Minority Interest	0.81	1.59	1.62	1.62	1.70
Deposits	5423.52	5229.97	5225.55	5169.04	5241.82
Borrowings	394.91	435.98	442.65	418.29	450.96
Other Liabilities & Provisions	164.72	116.74	162.50	167.10	182.76
Total Liabilities	6320.26	6151.84	6308.84	6170.87	6363.42
ASSETS					
Cash & Balances with RBI	275.44	315.75	293.22	258.46	323.89
Balances with Banks and Money at Call & Short Notice	689.20	644.49	655.38	713.12	633.81
Investments	1307.51	1403.21	1509.05	1504.07	1611.21
Advances	3683.29	3432.89	3429.66	3331.12	3385.16
Fixed Assets	85.46	83.50	89.99	83.69	90.30
Other Assets	279.35	272.00	331.53	280.41	319.06
Total Assets	6320.26	6151.84	6308.84	6170.87	6363.42

PROFIT & LOSS STATEMENT



Profit & Loss Statement	FY17	FY18	FY19	9MFY19	9MFY20
INCOME					
Interest Earned	395.85	383.13	410.05	301.35	320.06
Other Income	68.19	58.46	52.64	32.74	51.01
Total Income	464.05	441.59	462.69	334.08	371.06
EXPENDITURE					
Interest Expended	276.06	276.79	272.07	204.16	204.34
Operating Expenses	89.75	92.65	108.67	71.33	77.46
Total Expenses	365.81	369.44	380.74	275.49	281.80
Operating Profit	98.24	72.15	81.95	58.60	89.26
Provisions & Contingencies	122.36	158.75	168.53	149.39	80.10
Profit Before Tax	-24.12	-86.60	-86.58	-90.79	9.15
Tax Expense	-8.18	-25.87	-31.61	-33.17	2.76
Net Profit/ Loss from Ordinary Activities after Tax	-15.94	-60.73	-54.97	-57.62	6.40
Share of Earnings in Associates	1.02	0.91	0.71	1.18	-0.90
Minority Interest	-0.21	-0.20	0.00	0.00	0.00
Net Profit/ Loss for the Period	-14.70	-59.61	-54.27	-56.44	5.50



Term	Description
NIM	<i>Net interest margin is the difference of interest earned and interest expended divided by the total quarterly average (Closing) interest-earning assets</i>
Yield on Average Advances	<i>Yield on Average Advances is interest income from Advances divided by total quarterly average (Closing) Advances</i>
Cost of Average Deposits	<i>Cost of Average Deposits is interest expense on Deposits divided by total quarterly average (Closing) Deposits</i>
RoAE	<i>Return on Average Equity is the ratio of the net profit after tax to the quarterly (Closing) average net worth (capital plus reserves)</i>
RoAA	<i>Return on Average Assets is the ratio of the net profit after tax to the quarterly (Closing) average assets</i>
CRAR	<i>Capital to Risk (Weighted) Asset Ratio</i>
GNPA	<i>Gross Non Performing Assets</i>
NNPA	<i>Net Non Performing Assets</i>
PCR	<i>Provision Coverage Ratio</i>
CASA	<i>Current and Savings Account ratio</i>
CRM	<i>Cash Recycler Machine</i>
ATM	<i>Automated Teller Machine</i>
NCLT	<i>National Company Law Tribunal</i>
RWA	<i>Risk Weighted Assets</i>
UPI	<i>Unified Payments Interface</i>
RAM	<i>Retail, Agri and MSME</i>