



Indian Overseas Bank इण्डियन ओवरसीज़ बैंक



PERFORMANCE ANALYSIS

Q3/9m 2018-19



Indian Overseas Bank



@IobIndia



IobIndia



Indian Overseas Bank

- Indian Overseas Bank (IOB) was founded on 10th February 1937 by **Shri.M.Ct.M. Chidambaram Chettyar**.
- Objective was to specialize in foreign exchange business and take Bank across the globe.
- IOB started business simultaneously – at Karaikudi, Chennai and Rangoon in Burma (presently Myanmar) followed by a branch in Penang, Malaysia.
- At the dawn of Independence IOB had 38 branches in India and 7 branches abroad –and Deposits stood at Rs.6.64 crores and Advances at Rs.3.23 crores at that time.
- IOB was one of the 14 major banks that were nationalized in 1969. On the eve of Nationalization in 1969, IOB had 195 branches in India with aggregate deposits of Rs.67.70 crores and Advances of Rs.44.90 crores.
- IOB sponsored two Regional Rural Banks. Pandiyan Grama Bank in Tamil Nadu and Odisha Gramya Bank in Odisha.
- Bank's overseas presence in 4 countries namely Singapore, Hongkong, Thailand and Sri Lanka.

DECADES OF HISTORY

81 years of Glorious History !
Good People to Growth with

1937 – Opening of First Bank Branch
1930's 1950's opening of branches in Kuala Lumpur, Singapore, Colombo, Hongkong

1957 – Bank establishes its own training centre
1960s IOB took over 6 other Banks

1964– Inauguration of IOB Head Office
1969 Bank Nationalisation
1990 Took over Bank of Tamil Nadu

2000– Initial Public Offering
2003 Follow on public offering
2005 Launched debit Card
2006 Business Mix crossed Rs. 1 lakh crore.
2007 Merged Bharat Overseas Bank with IOB

2016– Migrated to Finacle
31st Dec 2018- Business mix of **3709** bn and a domestic branch network of **3284** branches

KEY STRENGTHS - QUALITATIVE



81 years of Banking Expertise

Touch Points: 3284
Domestic Branches,
5 Overseas
Branches & **3385**
ATMs

57% branches in
Rural and SU centres

66% RAM share to
Domestic Advances



36 Million Active
customers

Retail Share: **19.96%**

Agri Share: **22.37%**

MSME Share: **23.47%**

TOP LINE MOVEMENT– Q3 2018-19



		<u>Y-o-Y Growth</u>	<u>Q-o-Q Growth</u>
Savings Bank	Rs.68,385 Crs	9.13%	1.41%
Current Account	Rs.13,697 Crs	-1.20%	7.15%
Term Deposits	Rs.1,38,230 Crs	-1.31%	-3.30%
Deposits	Rs.2,20,311 Crs	1.72%	-1.28%
Advances	Rs.1,50,590 Crs	-0.62%	0.37%

HEADLINE NUMBERS – Q3 2018-19



		Y-o-Y Growth	Q-o-Q Growth
Interest Income	Rs.4,542 Crs	6.76%	6.04%
Non Interest Income	Rs.1,146 Crs	41.91%	7.66%
Interest Expenditure	Rs.3,159 Crs	3.05%	2.71%
Operating Expenses	Rs.1,064 Crs	-18.95%	9.81%
Operating Profit	Rs.1,466 Crs	114.11%	12.42%
Net Interest Income	Rs.1,384 Crs	16.32%	14.52%

HEADLINE NUMBERS – 9M 2018-19



Y-o-Y Growth

Interest Income	Rs.13,075 Crs	-0.10%
Non Interest Income	Rs.3,289 Crs	19.18%
Interest Expenditure	Rs.9,275 Crs	-0.84%
Operating Expenses	Rs.3,187 Crs	-20.22%
Operating Profit	Rs.3,902 Crs	56.10%
Net Interest Income	Rs.3,800 Crs	1.76%

HIGHLIGHTS – QUANTITATIVE – DEC 18

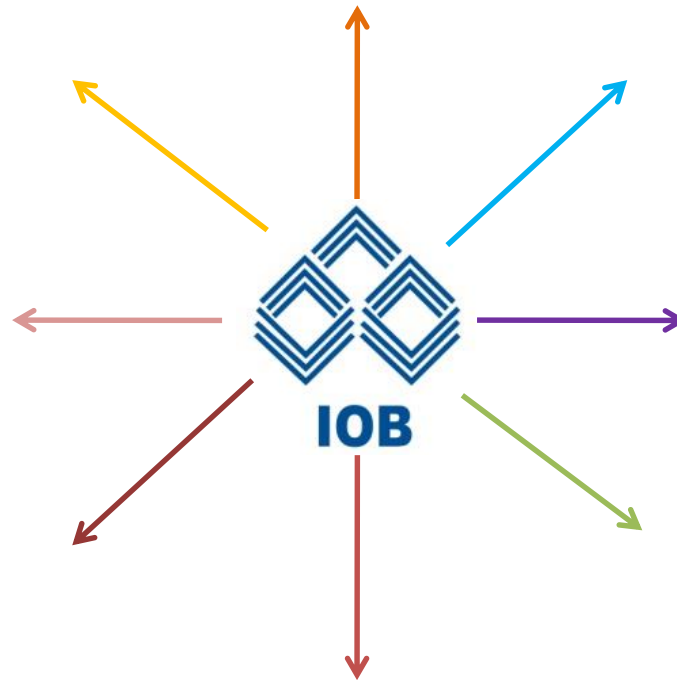


Non Interest Income for Q3 2018-19 increased by **41.91%** (Y-o-Y)

Maintains Healthy CASA of **37.26%** with SB growth at **9.13%**

RAM portfolio grew by **4.70%** (Y-o-Y)

Cost to Income Ratio stood at **42.05%** for Q3 2018-19



Net Interest Income for Q3 2018-19 grew by **16.32%** on Y-o-Y basis

GNPA Ratio reduced by **97 bps** and Net NPA reduced by **78 bps** on Sequential Quarter basis

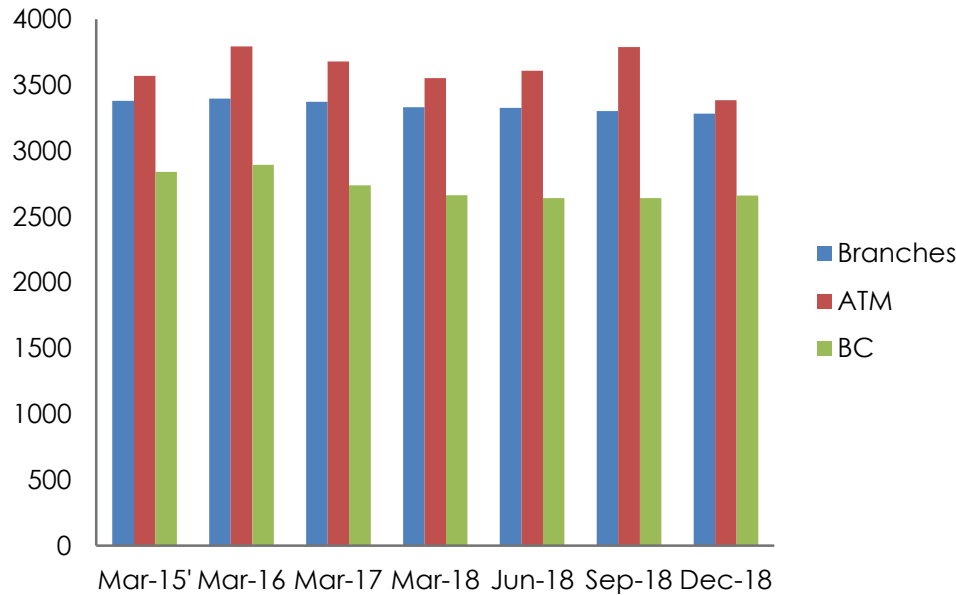
Operating Profit for Q3 2018-19 increased by **114.11%** (Y-o-Y)

Loss Incurring Branches to Total Branches decreased to **5.60%** from **11.13%** in Mar18 (**50%** Reduction in number of branches)

- IOB ESPS 2018 witnessed overwhelming response with more than 100% subscription.
- Maintains healthy Global CASA Ratio of **37.26%** and Domestic CASA Ratio of **37.77%** as at Dec 2018 .
- Global Deposits recorded a growth of **1.72%** on Y-o-Y basis and ended at Rs. **2,20,311** crores.
- Global Advances ended at Rs. **1,50,590** crores with improved RAM concentration of Rs. **94,582** crores.
- Retail Credit recorded a growth of **7.18%** with Core Retail growing at **7.61%** & Agri grew by **6.15%** on Y-o-Y basis.
- Better NPA Management, Slippages lesser than Recovery in Q3.
- Provision Coverage Ratio improved from 57.83% in Dec 17 to **64.23%** in Dec 2018.
- Cost to Income Ratio stood favourably lower at **42.05 % and 44.95 %** for Q3 2018-19 and 9m 2018-19 respectively.

- Other Income grew by **41.91%** for Q3 2018-19 over Q3 2017-18 and recorded a growth of **19.18%** for 9m 2018-19 over 9m 2017-18.
- Operating Profit stood at **Rs. 1,466** crores for Q3 2018-19 as against Rs. 685 crores in Q3 2017-18 registering a growth of **114.11%**. Operating Profit for 9m 2018-19 stood at **Rs. 3,902** crores with a growth rate of **56.10%** (Y-o-Y).
- Net Loss stood at Rs. **346** crores for Q3 2018-19 as against a loss of Rs.971 crores for Q3 2017-18 (Reduction of **64%**).
- Cost of Deposits and Cost of Funds dipped by **13** & **10** basis points respectively on Y-o-Y basis for 9m 2018-19.
- Business per employee consistently improved to **Rs. 13.85** crores as of Dec-18 as against Rs. **12.93** crores as of Dec-17.

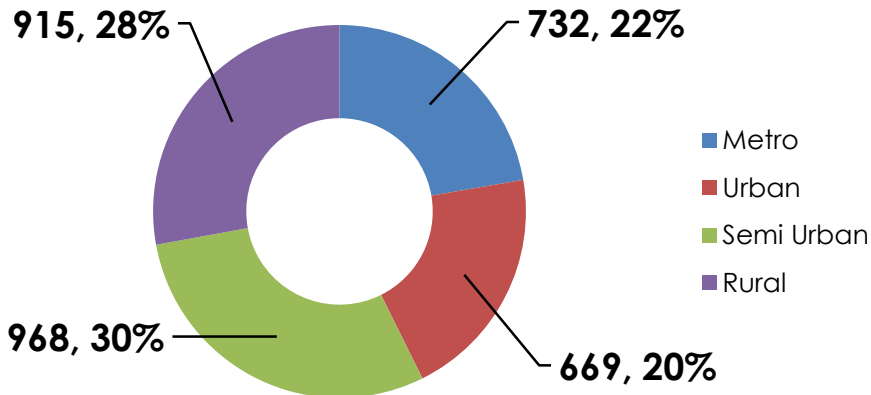
CUSTOMER TOUCH POINTS



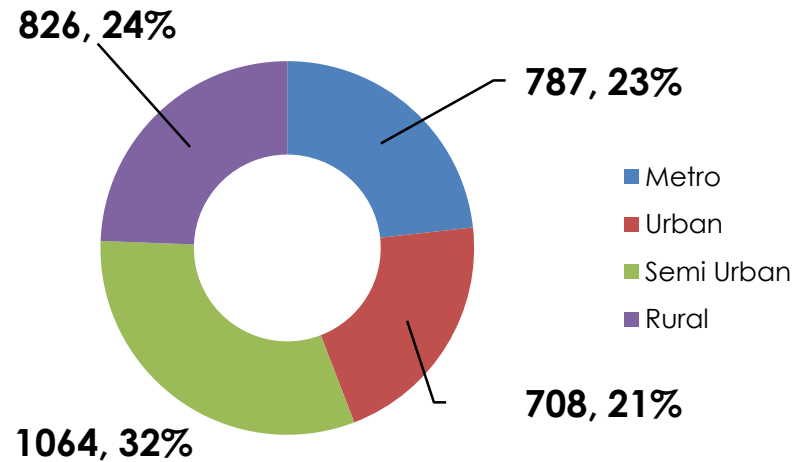
Year	Branches	ATM/CR	IOB Bank Mitra
Mar-15	3381	3571	2841
Mar-16	3397	3793	2894
Mar-17	3373	3679	2738
Mar-18	3332	3552	2663
Jun-18	3326	3608	2640
Sep-18	3303	3789	2640
Dec-18	3284	3385	2660

BC: IOB Bank Mitra
CR: Cash Recyclers

Branch Network - Dec-18



ATM Network - Dec-18



Note: Merged 49 branches and opened 1 branch during 9m 2018-19

GLOBAL FOOTPRINTS – FOREIGN BRANCHES



Branches

- Singapore
- Hong Kong Main
- Colombo
- Bangkok
- Sukhumvit, Bangkok

Representative Office

- Dubai

JV Subsidiary

- Malaysia

Remittance Centres

- Singapore – Serangoon Road

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

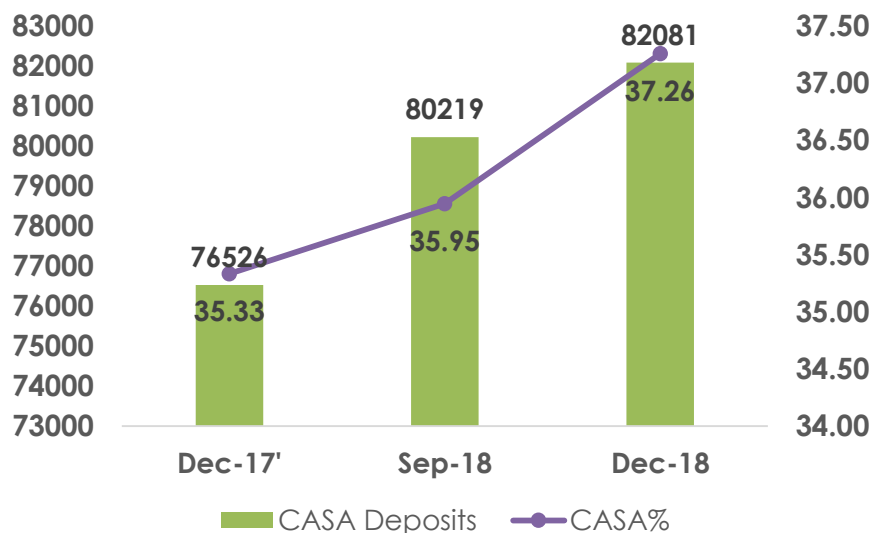
BUSINESS PERFORMANCE - GLOBAL



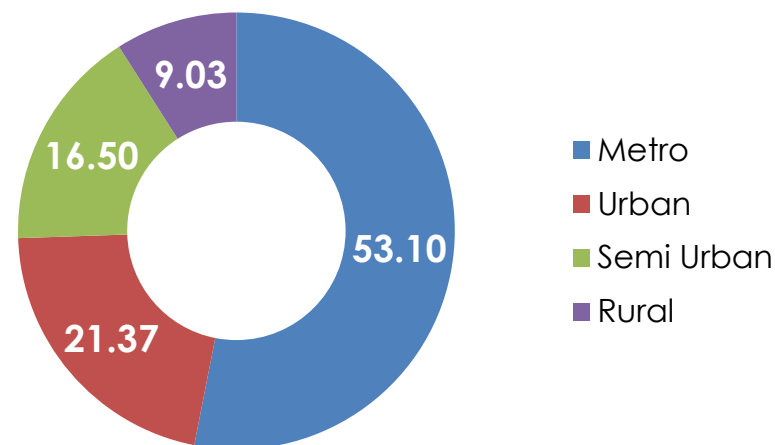
Rs in Crores

Particulars	Mar-17	Dec-17	Mar-18	Sept-18	Dec-18	YoY(%)	QoQ(%)
CASA Deposits	76269	76526	79678	80219	82081	7.26	2.32
Total Deposits	211343	216592	216832	223169	220311	1.72	-1.28
Advances	156776	151536	150999	150040	150590	-0.62	0.37
Business Mix	368118	368128	367831	373210	370901	0.75	-0.62
CASA%	36.09	35.33	36.75	35.95	37.26	1.92	1.31
CD Ratio%	74.18	69.96	69.64	67.23	68.35	-1.61	1.12

CASA Deposits/CASA%



Deposit Composition - Domestic



DEPOSIT COMPOSITION

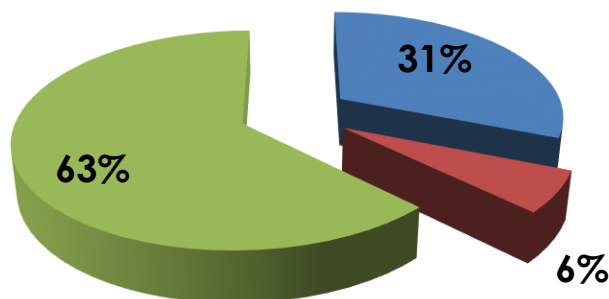


Rs in Crores

Particulars	Mar-17'	Dec-17	Mar-18	Sep-18	Dec-18	YoY(%)	QoQ(%)
Savings	63232	62664	66742	67437	68385	9.13	1.41
Current	13037	13863	12936	12782	13697	-1.20	7.15
CASA Deposits	76269	76526	79678	80219	82081	7.26	2.32
Term Deposits	135074	140066	137154	142950	138230	-1.31	-3.30
Total Deposits	211343	216592	216832	223169	220311	1.72	-1.28
CASA%	36.09	35.33	36.75	35.95	37.26	1.92	1.31

Deposit Composition

■ Savings ■ Current ■ Term Deposits



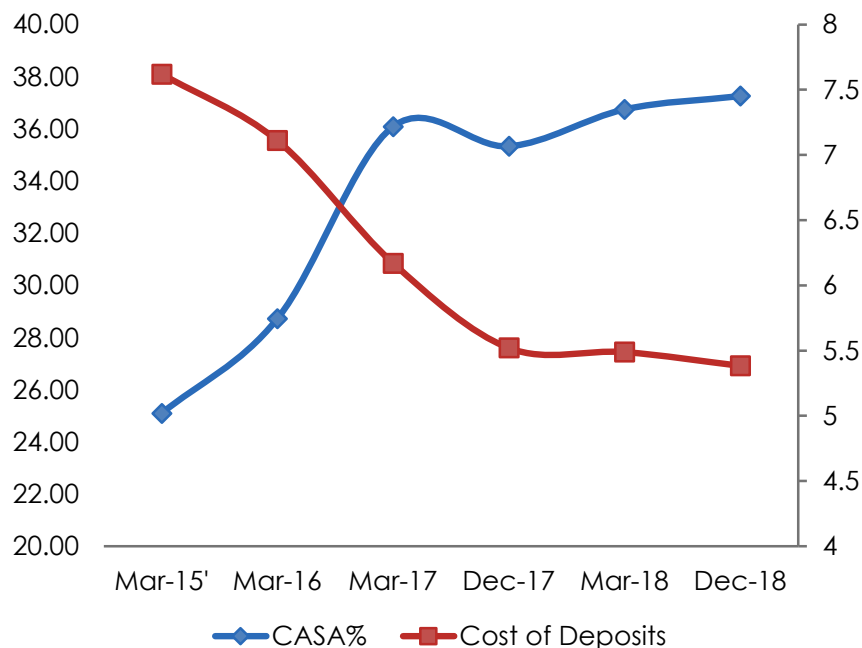
DEPOSITS & COST



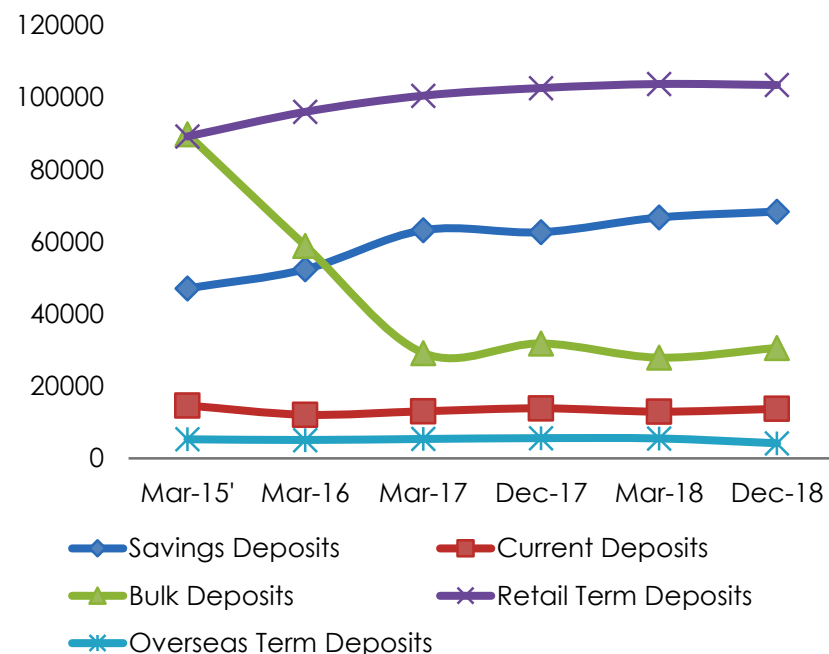
Rs in Crores

Parameters	Mar-14'	Mar-15'	Mar-16	Mar-17	Dec-17	Mar-18	Dec-18
Savings Deposits	43744	47101	52404	63232	62664	66742	68385
Current Deposits	14023	14640	12082	13037	13863	12936	13697
Bulk Deposits	85092	89837	58917	29195	31839	27906	30594
Retail Term Deposits	77755	89197	96029	100514	102634	103743	103460
Overseas Term Deposits	7362	5274	5082	5366	5593	5505	4176
Total Deposits	227976	246049	224514	211343	216592	216832	220311
CASA%	25.34	25.09	28.72	36.09	35.33	36.75	37.26
Cost of Deposits	7.58	7.62	7.11	6.17	5.52	5.49	5.38

CASA% & Cost of Deposits



Deposits



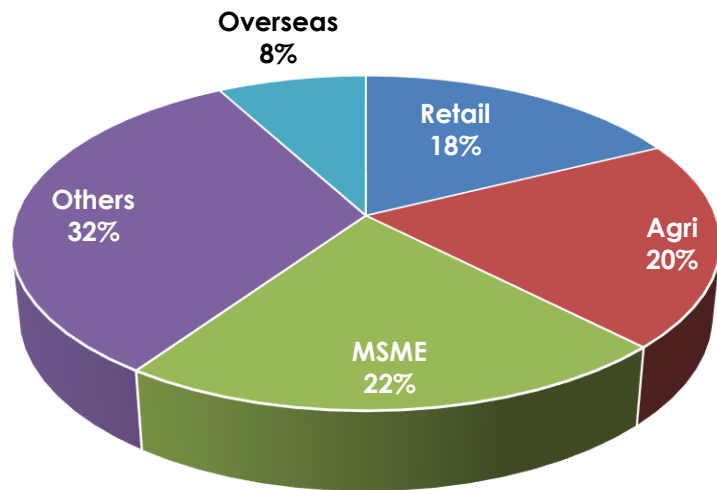
RISK SPREAD - ASSETS



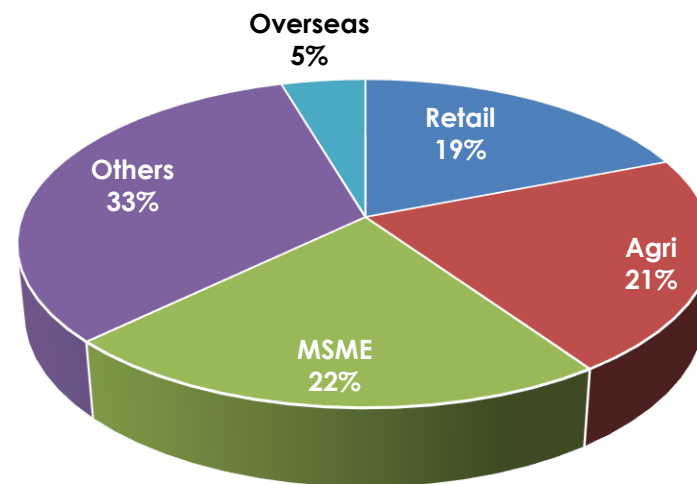
Rs in Crores

Details	Mar-16	Mar-17	Dec-17	Mar-18	Dec-18
Retail	22653	23887	26772	28183	28693
Agri	30237	29348	30288	30820	32151
MSME	31804	30564	33275	32615	33738
Others	70734	58852	49180	46898	49147
Overseas	17299	14125	12021	12483	6861
Global	172727	156776	151536	150999	150590

Dec-17



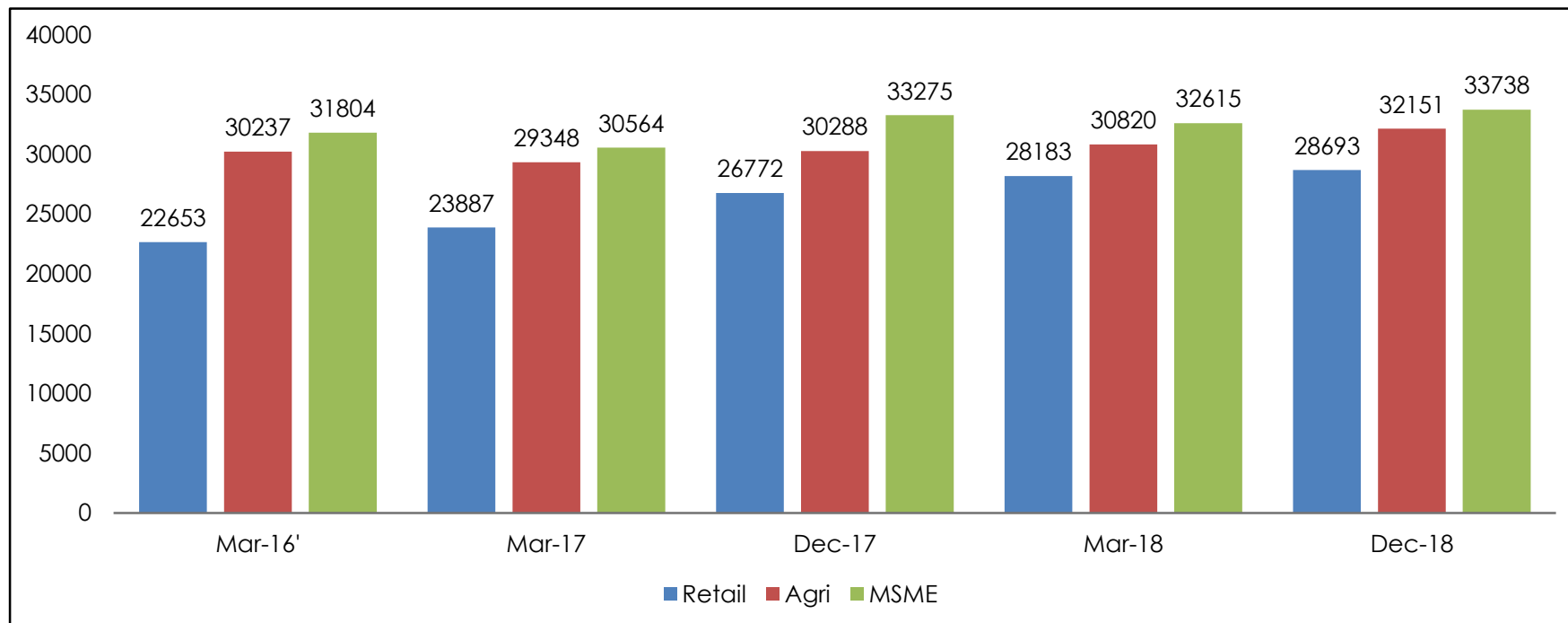
Dec-18



RAM – THE GROWTH DRIVER



Rs in Crores



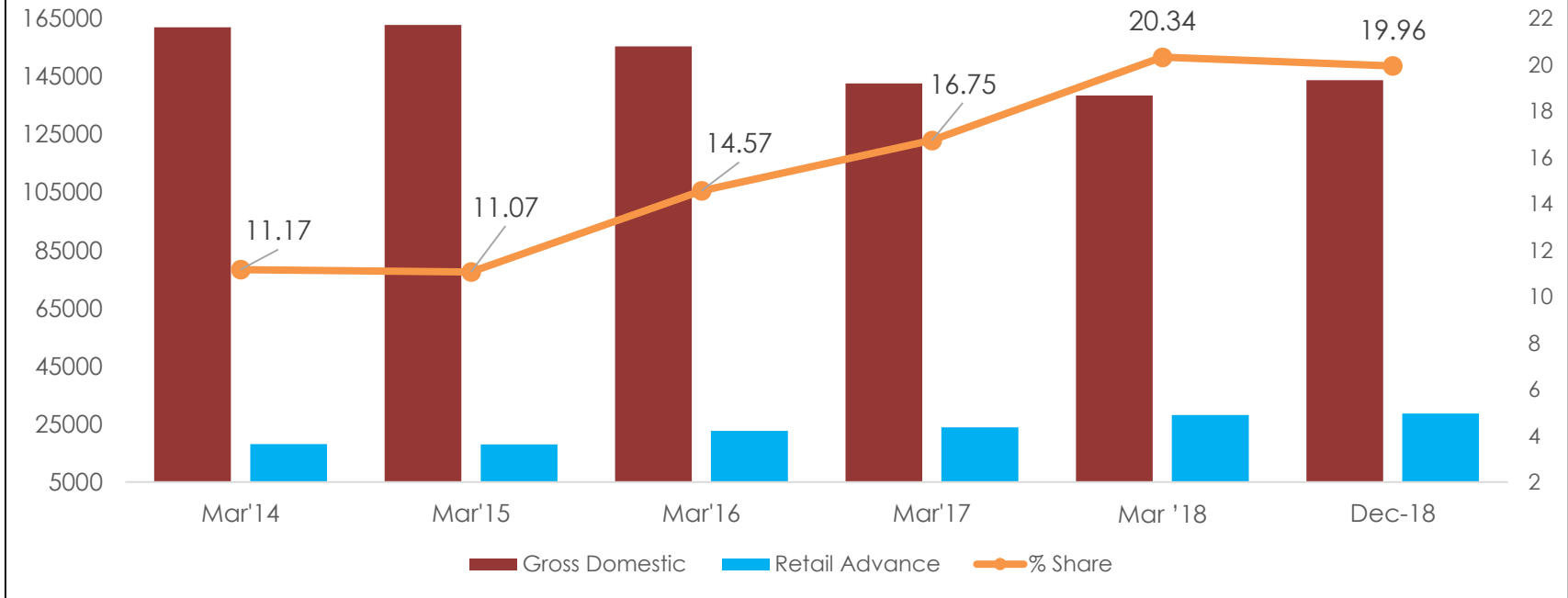
Particulars	Mar-16	Mar-17	Dec-17	Mar-18	Dec-18
Retail	22653	23887	26772	28183	28693
Agri	30237	29348	30288	30820	32151
MSME	31804	30564	33275	32615	33738
Total RAM	84694	83799	90335	91618	94582
Domestic Advances	155428	142651	139515	138516	143729
% Share of RAM	54.49	58.74	64.75	66.14	65.81

RETAIL PERFORMANCE

Rs in Crores



Share of Retail on Domestic Gross Advances



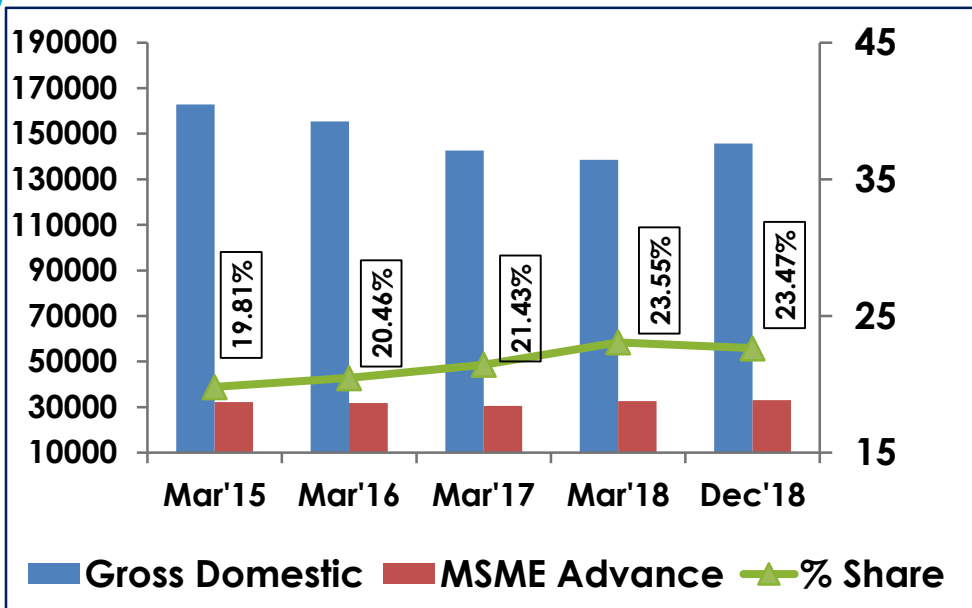
Year	Gross Domestic	Retail Advance	% Share
Mar'14	161998	18101	11.17%
Mar'15	162838	18033	11.07%
Mar'16	155428	22653	14.57%
Mar'17	142651	23887	16.75%
Mar '18	138516	28183	20.34%
Dec-18	143729	28693	19.96%

MSME PERFORMANCE



IOB

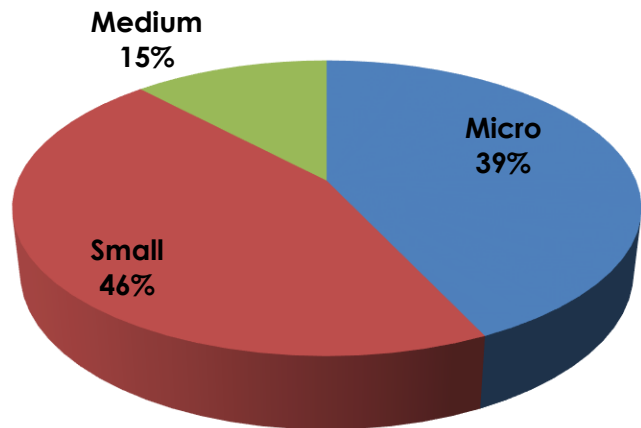
Rs in Crores



Year	Gross Domestic	MSME Advance	% Share
Mar'14	161998	28978	17.89%
Mar'15	162838	32252	19.81%
Mar'16	155428	31804*	20.46%
Mar'17	142651	30564*	21.43%
Mar'18	138516	32615*	23.55%
Dec'18	143729	33738^	23.47%

* Netting of Rs. 7500 crores related to Food & Agro processing units migrated and classified under Agriculture ^Including RIDF

% Share of MSME Credit

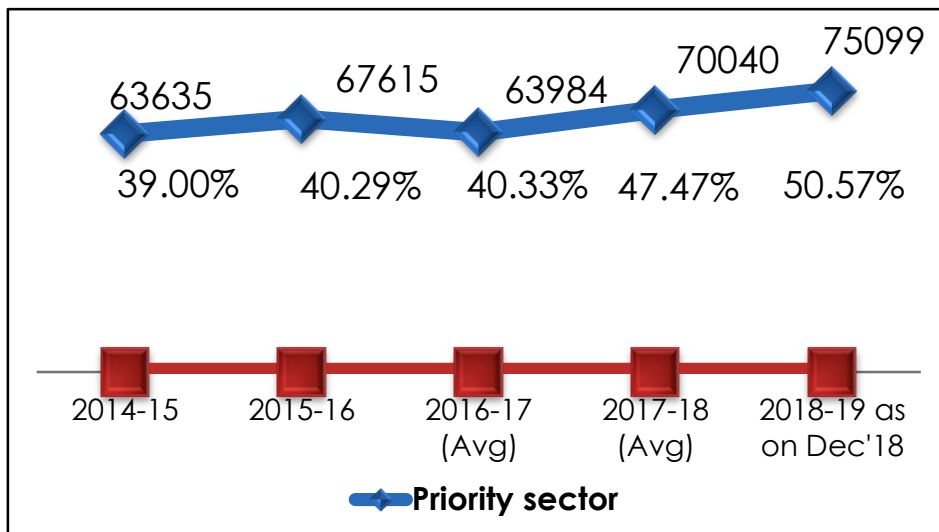


% Share of MSME Credit (O/S as on Dec'18) Rs. In Crores

Category	No of Accounts	Amount in Crores	% Share
Micro	439732	13012	39%
Small	26774	15175	46%
Medium	1490	4818	15%
Total	467996	33005	100%

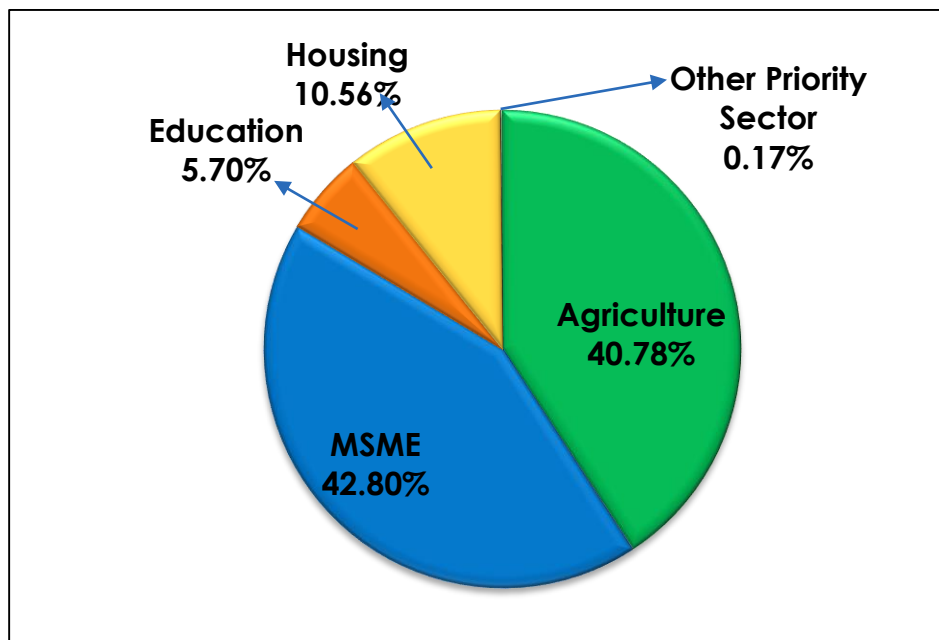
PRIORITY SECTOR ADVANCES - OVERVIEW

Rs. In Crore



Financial Year	Priority sector Achievement	% of achievement
2014-15	63635	39.00%
2015-16	67615	40.29%
2016-17 (Avg 4 qtrs)	63984	40.33%
2017-18 (Avg 4 qtrs)	70040	47.47%
2018-19 (Dec 18)	75098	50.97%

Priority Sector Exposure as on 31.12.2018



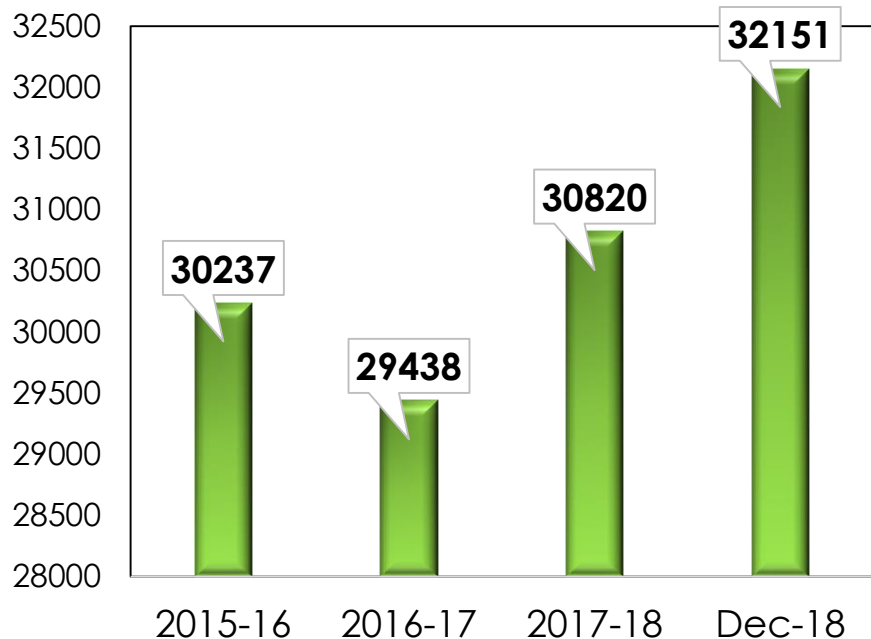
Priority sector exposure	O/s as on 31.12.2018	% Share
Agriculture	32151	40.78%
MSME	33738	42.80%
Education	4492	5.70%
Housing	8323	10.56%
Other Priority Sector	131	0.17%
Total	78835	100%
Less sale of PSLC	-3736	
Net Priority Sector Advances	75098	100%

AGRICULTURE ADVANCE PERFORMANCE

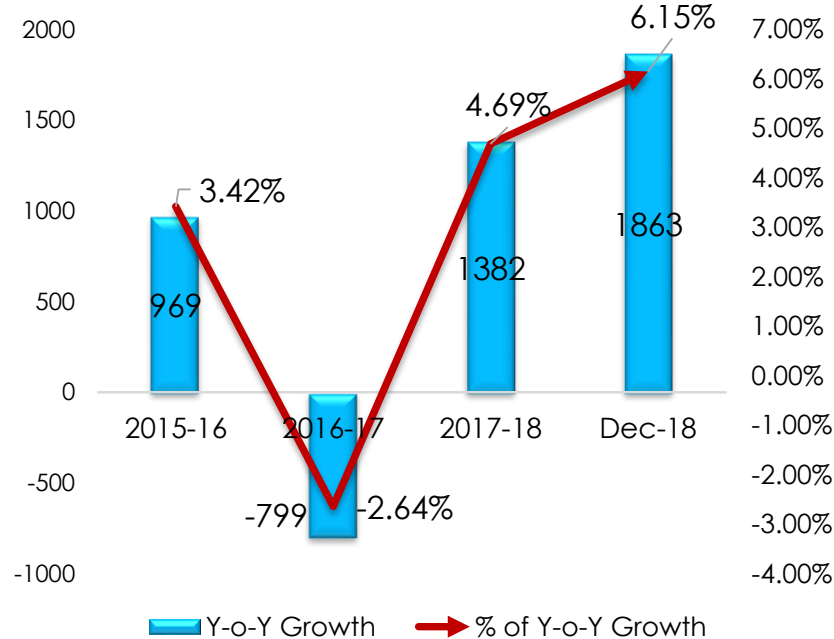
Rs. In Crs



Position of Agricultural Advances



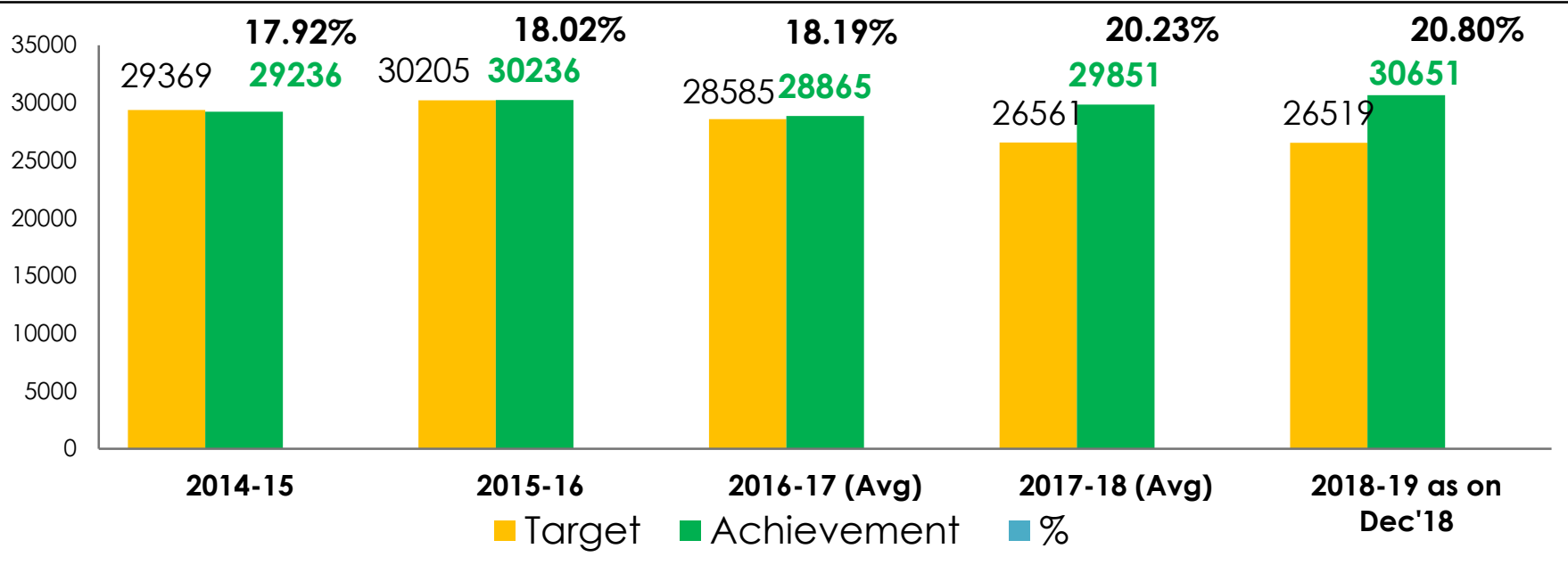
Y-o-Y Growth



Financial Year	ANBC	Outstanding	Y-o-Y Growth	% of Y-o-Y Growth
2015-16	167805	30237	969	3.42%
2016-17	158808	29438	-799	-2.64%
2017-18	147561	30820	1382	4.69%
Dec 2017	148024	30288	1224	4.21%
Dec 2018	147329	32151	1863	6.15%

AGRI ADVANCES – PRIORITY SECTOR

Rs. In Crore



Financial Year	ANBC	Target (18% of ANBC)	Achievement	
			Amount	%
2015-16	167805	30205	30236	18.02%
2016-17 (4 Quarters' Avg)	158808	28585	28865	18.19%
2017-18 (4 Quarters' Avg)	147561	26561	29851*	20.24%
2018-19 (as on Dec18)	147329	26519	30651*	20.80%

*After reduction of PSLC sale of Rs.1300 Crs in FY 17-18 and Rs.1500 Crs in FY 18-19 upto Dec'18.

INCOME & EXPENSES

Rs in Crores



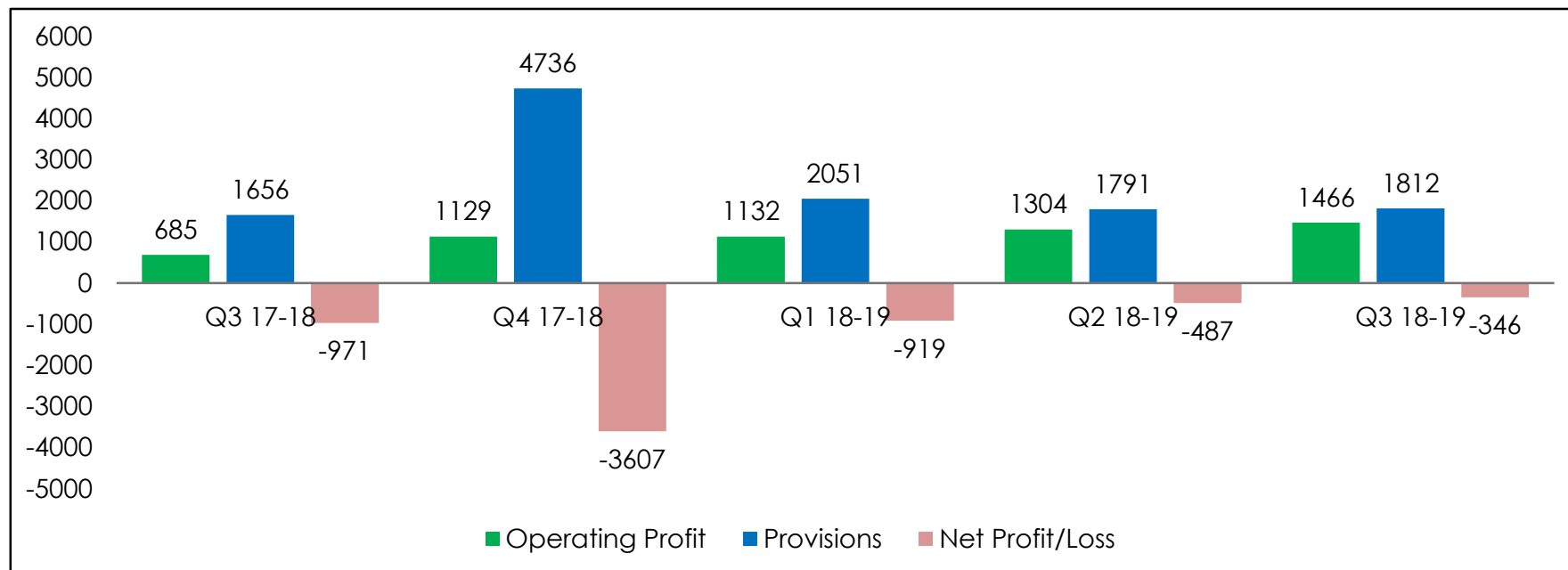
Particulars	Q3 17-18	Q2 18-19	Q3 18-19	YoY (%)	QoQ (%)	9m 2017-18	9m 2018-19	YoY(%)
Interest Income	4255	4284	4542	6.76	6.04	13088	13075	-0.10
Non Interest Income	808	1065	1146	41.91	7.66	2760	3289	19.18
Total Income	5062	5348	5689	12.37	6.36	15847	16364	3.26
Interest Expended	3065	3075	3159	3.05	2.71	9353	9275	-0.84
Staff Expenses	749	521	652	-12.98	25.18	2250	1941	-13.70
Other Expenses	563	448	412	-26.90	-8.07	1745	1245	-28.62
Total Expenses	4378	4044	4222	-3.54	4.41	13347	12461	-6.64
Operating Profit	685	1304	1466	114.11	12.42	2500	3902	56.10

PROFITABILITY



Rs in Crores

Particulars	Q3 17-18	Q2 18-19	Q3 18-19	YoY (%)	QoQ (%)	9m 2017-18	9m 2018-19	YoY(%)
Operating Profit	685	1304	1466	114.11	12.42	2500	3902	56.10
Provisions	1656	1791	1812	9.43	1.16	5193	5655	8.90
of which								
NPA Provisions	1287	1678	1948	51.34	16.09	5197	5921	13.92
Other Provisions	369	113	-136	-136.96	-220.44	-4	-266	5869.46
Net Profit/Loss	-971	-487	-346	-64.37	-28.99	-2693	-1753	-34.91



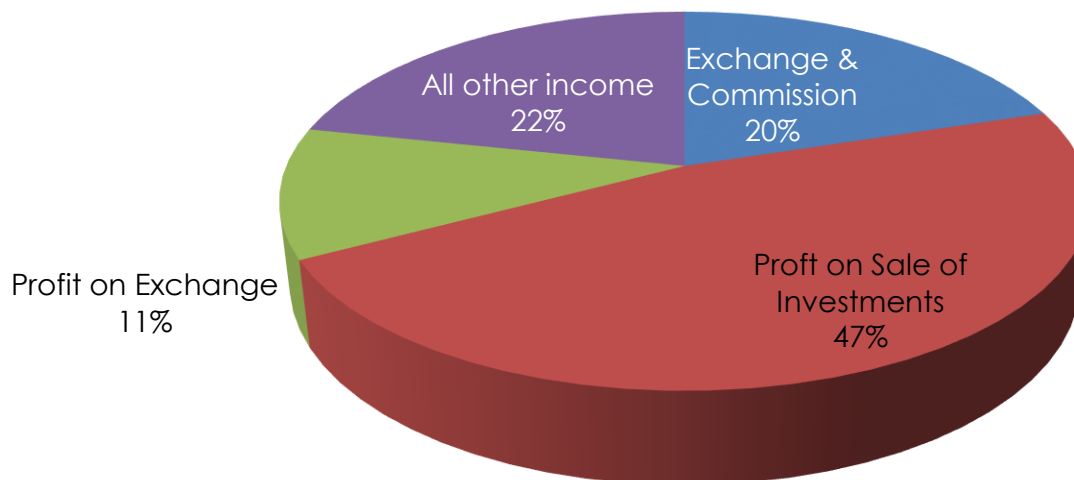
OTHER INCOME

Rs in Crores



Particulars	Q3 17-18	Q2 18-19	Q3 18-19	YoY (%)	QoQ (%)	9m 17-18	9m 18-19	YoY(%)
Exchange & Commission	250	254	230	-7.85	-9.41	698	696	-0.42
Profit on Sale of Investments	87	10	540	524.28	5199.94	415	622	50.05
Profit on Exchange	149	137	127	-14.68	-6.79	439	383	-12.75
All other income	322	664	248	-22.85	-62.56	1208	1588	31.53
Total Other Income	808	1065	1146	41.91	7.66	2760	3289	19.18

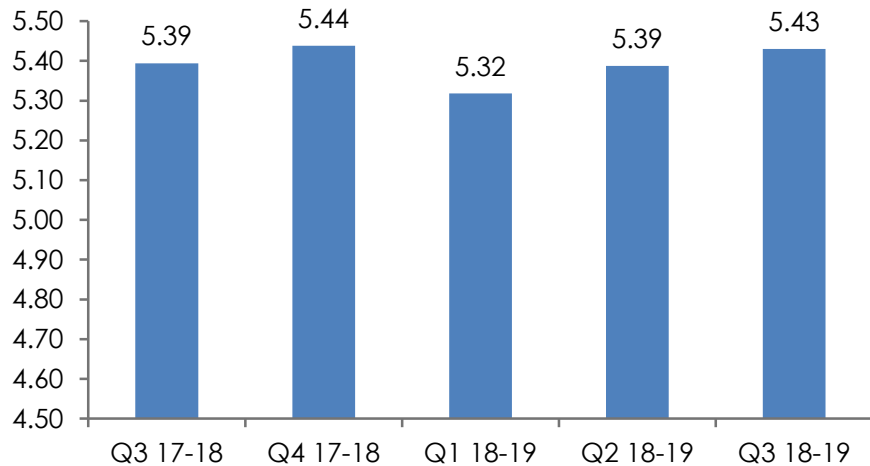
Other Income - Q3 2018-19



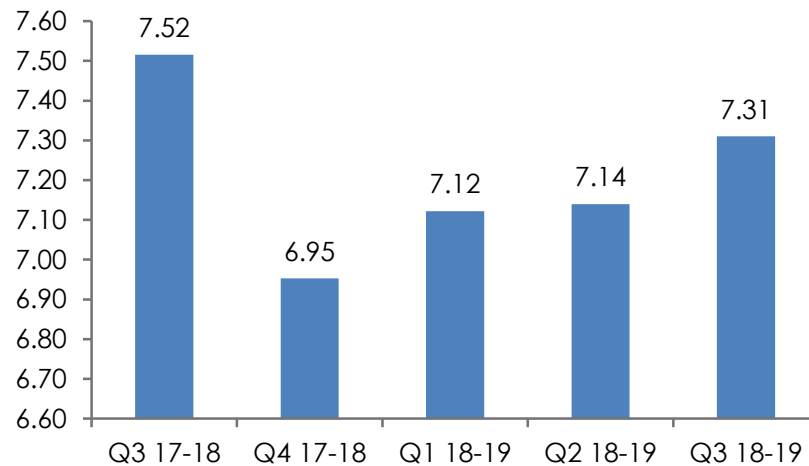
PERFORMANCE RATIOS



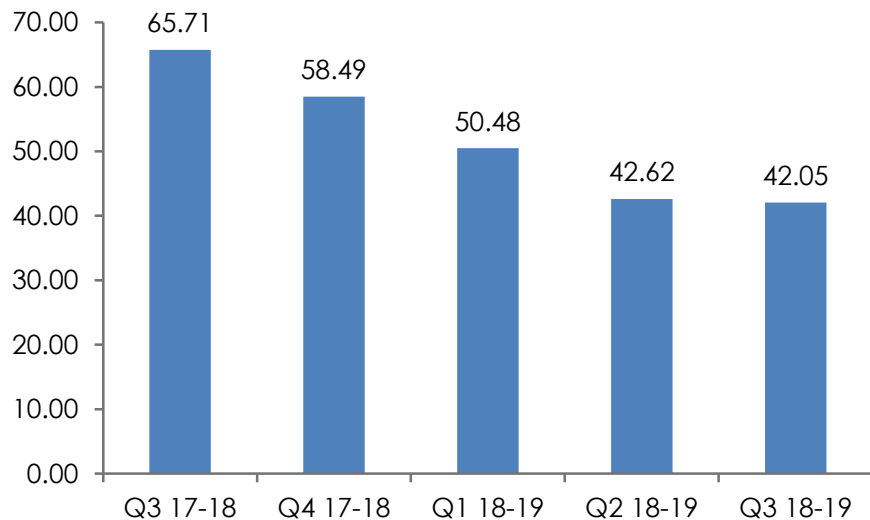
Cost of Deposits (%)



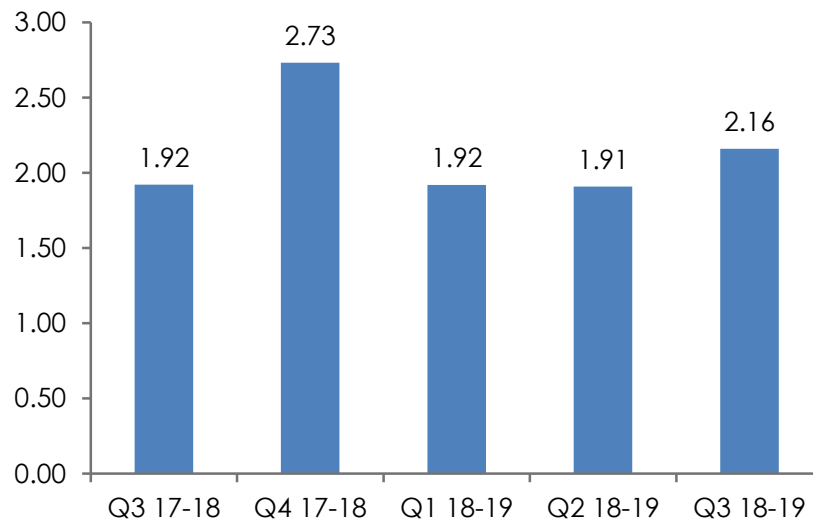
Yield on Advances (%)



Cost to Income Ratio (%)



NIM (%)



MOVEMENT OF RWA & CRAR

Rs in Crores

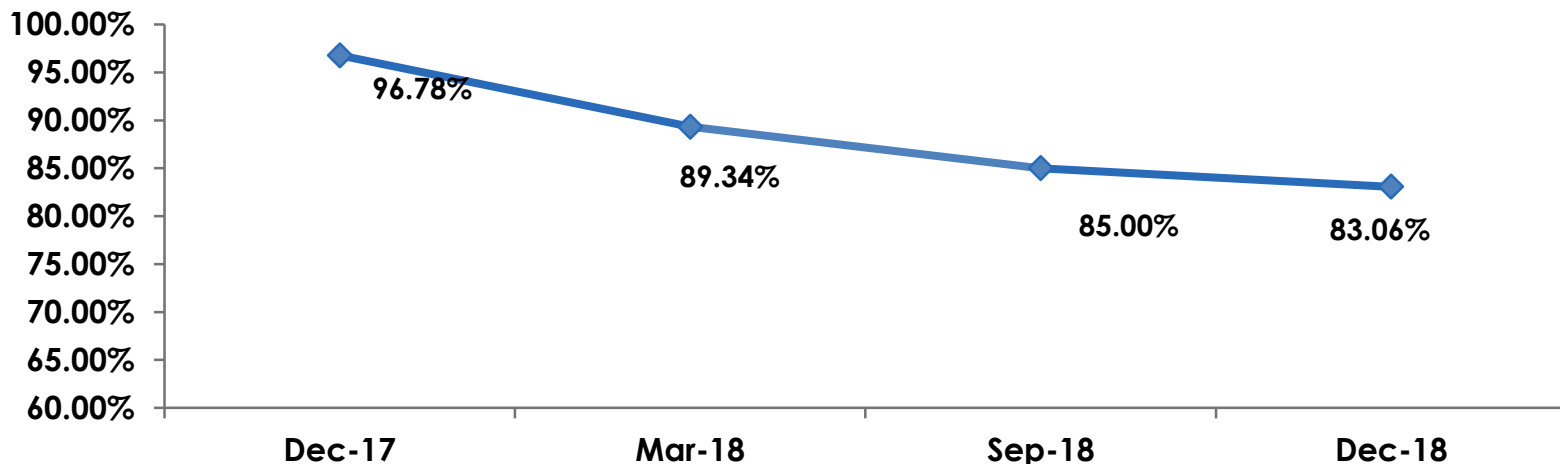


Particulars	Dec-17	Mar-18	Sep-18	Dec-18	Y-o-Y Variance
Market Risk RWA	16565.23	15189.38	14859.25	12537.89	-4027.34
Operational Risk RWA	14758.84	14758.84	15778.67	15778.67	1019.83
Credit Risk RWA	115325.24	104960.48	96903.45	96769.59	-18555.7
Total RWA (A)	146649.31	134908.69	127541.37	125086.14	-21563.2
CET 1	9588.47	8626.32	9071.53	8376.04	
CET 1%	6.54%	6.39%	7.11%	6.70%	
Tier 1	10658.47	9666.32	9111.53	8416.04	
Tier 1%	7.27%	7.17%	7.15%	6.73%	
Tier 2	3620.79	2816.58	2566.91	2666.22	
Tier 2%	2.47%	2.08%	2.01%	2.13%	
Total Capital (B)	14279.26	12482.90	11678.44	11082.26	
CRAR (B/A)	9.74%	9.25%	9.16%	8.86%	
Total RWA to Advance Ratio	96.78%	89.34%	85.00%	83.06%	
Credit RWA to Advance Ratio	76.10%	69.51%	64.58%	64.26%	

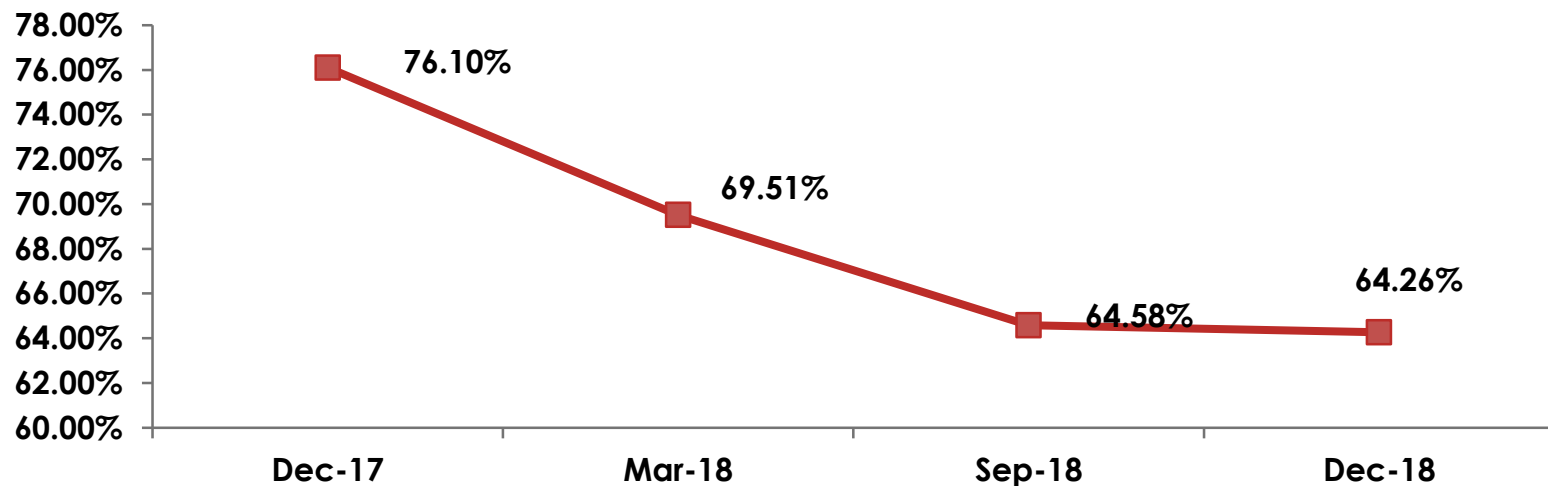
Particulars	Basel III as on Dec 2018	Position after Capital Infusion through ESPS	Regulatory Requirement*
CET – 1	6.70%	6.92%	5.50%
Tier 1	6.73%	6.95%	7.00%
Total CRAR	8.86%	9.08%	9.00%

*Excluding CCB

RWA to Advance Ratio



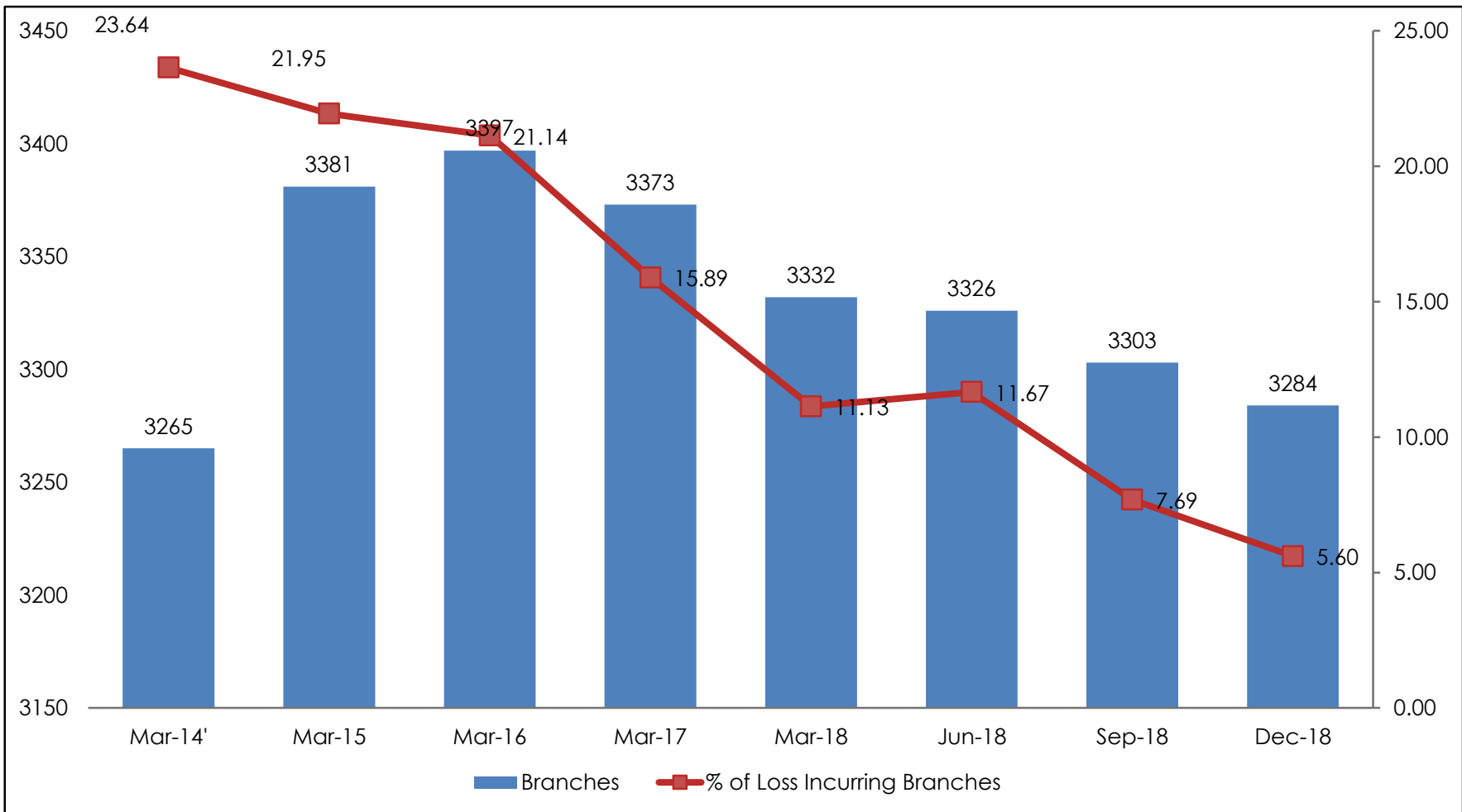
Credit RWA to Advance Ratio



BRANCH PROFITABILITY



Details	Mar-14'	Mar-15	Mar-16	Mar-17	Mar-18	Jun-18	Sep-18	Dec-18
Branches	3265	3381	3397	3373	3332	3326	3303	3284
% of Loss Incurring Branches	23.64	21.95	21.14	15.89	11.13	11.67	7.69	5.60



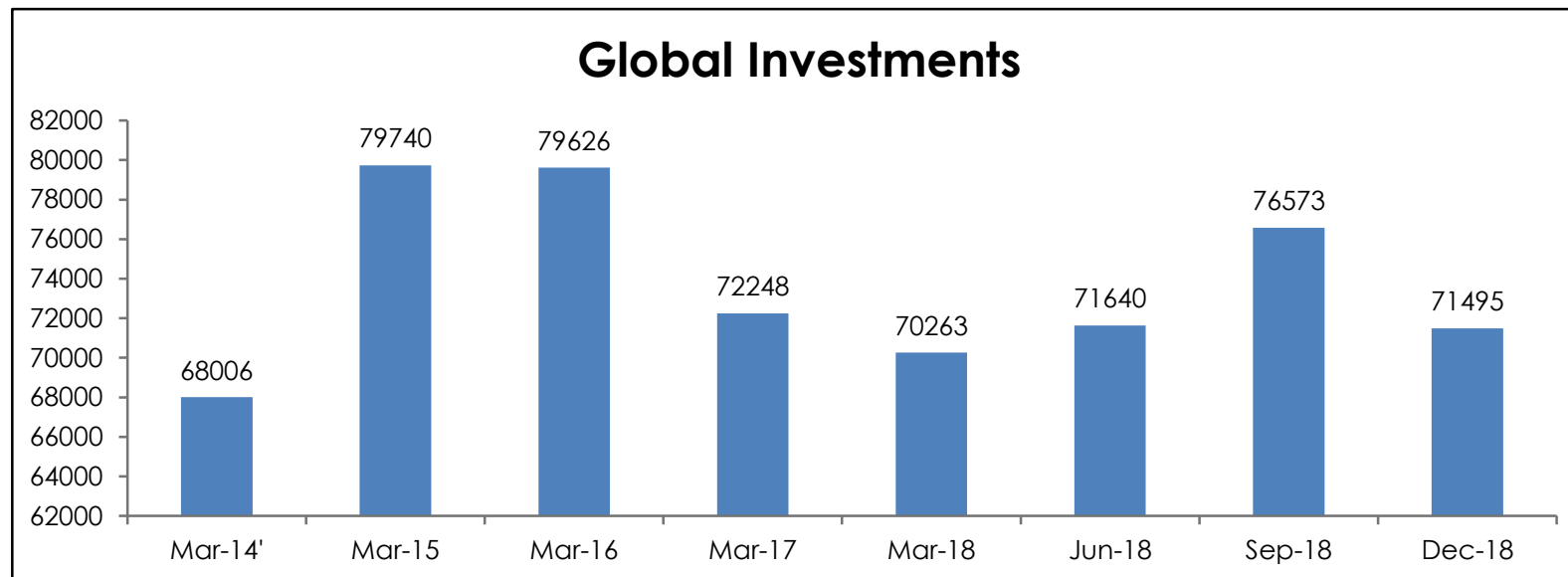
*Branch level profitability is assessed based on Internal Transfer Price Mechanism followed by the Bank

NPA MANAGEMENT

Rs in Crores



Details	Q3 2017-18	FY 2017-18	Q1 2018-19	Q2 2018-19	Q3 2018-19
i) Opening Gross NPAs	34709	35098	38180	38146	37110
a. Cash Recoveries	181	1105	565	1723	750
b. Upgradation	801	2330	467	342	197
c. Write-Offs	945	7018	1262	1425	2294
d. Sale to ARCs	735	3254	268	289	150
e. Other Reductions	34	36	0	0	86
ii) Total Reductions (a+b+c+d+e)	2696	13743	2563	3779	3477
iii) Fresh Slippages to NPA category + Other Debits	1254	16825	2529	2743	2154
Closing Gross NPAs (i-ii+iii)	33267	38180	38146	37110	35787
Gross NPA (%)	21.95	25.28	25.64	24.73	23.76
Net NPAs (Absolute)	17761	20400	19642	18876	17988
Net NPA (%)	13.08	15.33	15.10	14.34	13.56
Provision Coverage Ratio	57.83	59.45	61.10	61.97	64.23



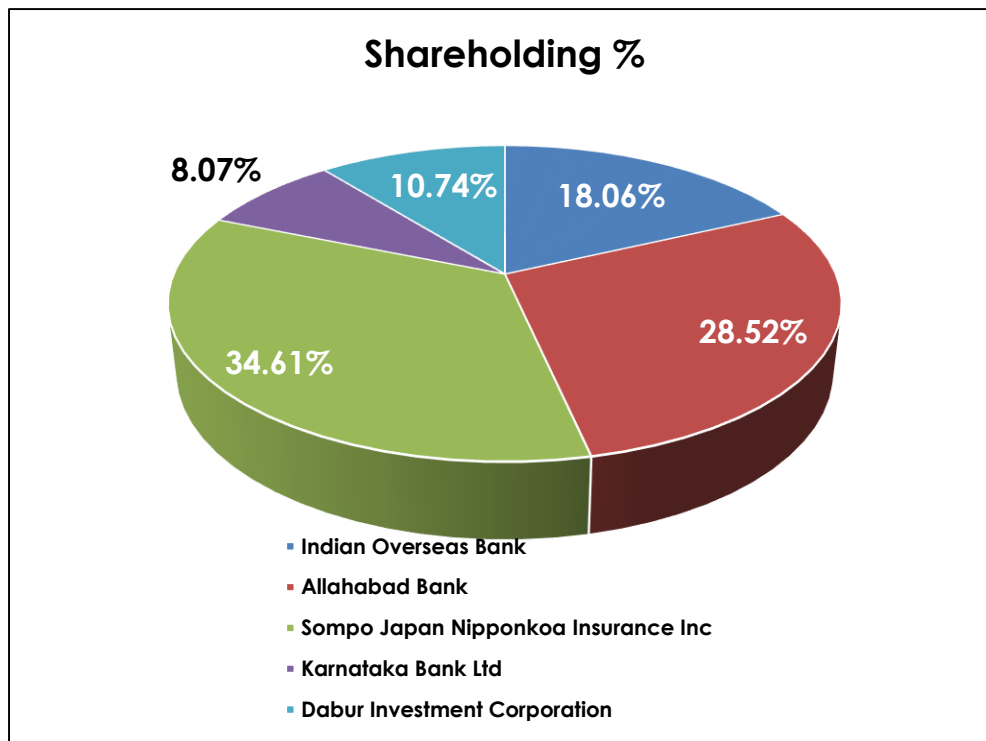
Parameters	Mar-16	Mar-17	Mar-18	Jun-18	Sep-18	Dec-18
Domestic Investments	76155	68627	66619	66854	72008	67289
SLR	64028	58009	53019	53606	56259	52812
Non SLR	12127	10618	13600	13248	15749	14477
Held to Maturity	50862	45709	46543	46659	48570	45727
Available for Sale	25273	22816	20076	19993	23438	21472
Held for Trading	20	102	0	202	0	90
Investment by Overseas Branches	3471	3621	3644	4786	4565	4206
Global Investments	79626	72248	70263	71640	76573	71495

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	8.07%	30
Dabur Investment Corporation	10.74%	40
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.

VALUATIONS



Particulars (Rs. Crs)	Q3 18-19	Q3 17-18	FY 17-18
Earning per Share (₹)	(-1.16)	(-3.40)	(-23.25)
Book Value per Share (₹)	8.11	22.96	11.13
Adjusted Book Value per Share (₹) [(Net Worth - Net NPA)/No of Shares]	- ve	-ve	- ve
Price/Book Value (₹)	1.84	0.96	1.57
Price/Adjusted Book Value (₹)	-ve	-ve	- ve
PE Ratio	- ve	- ve	- ve

*** Price as on 31.12.2018 Rs. 14.95 (NSE)**

AWARDS & ACCOLADES



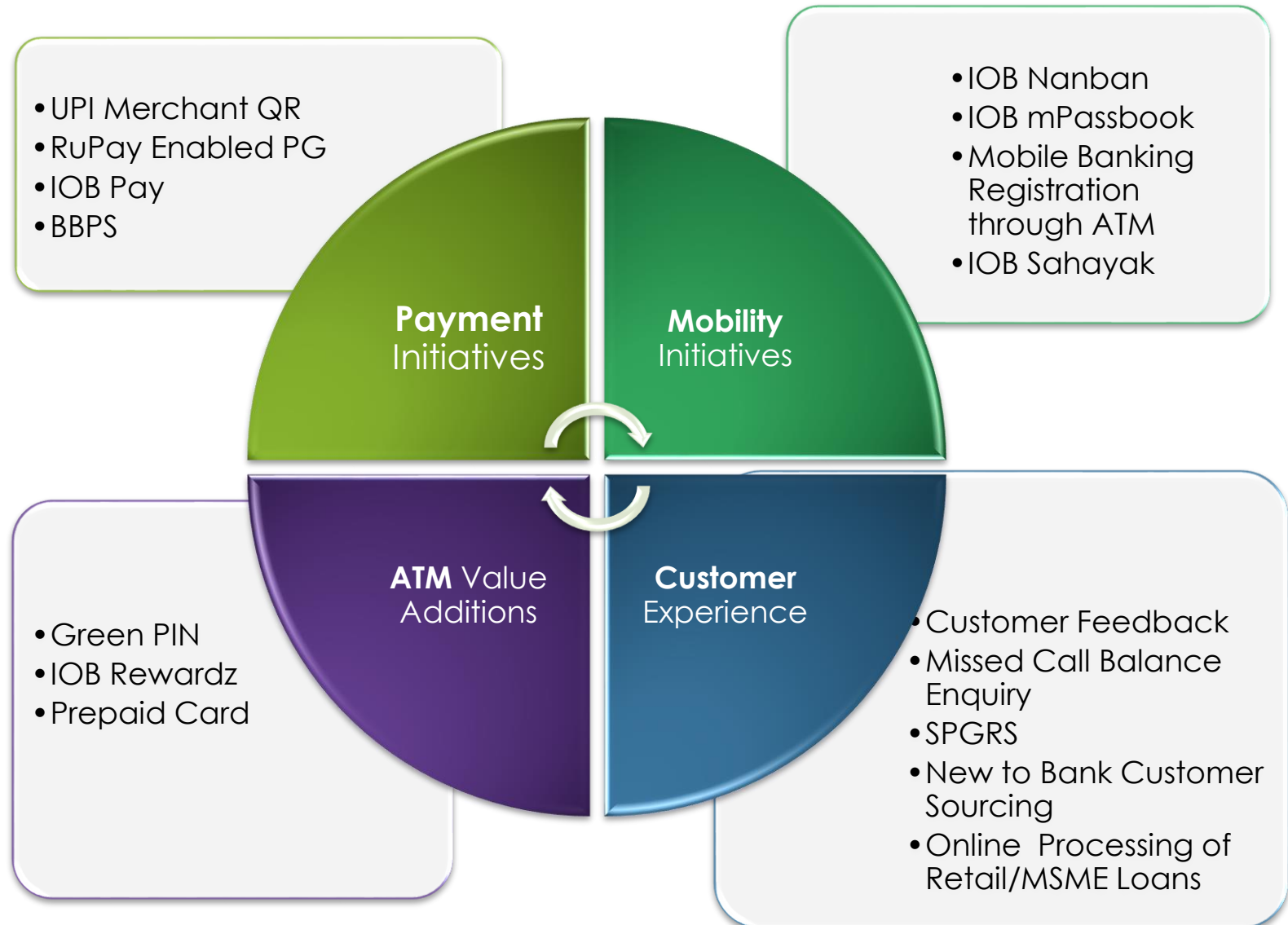
Central
Vigilance
Commission
Bank adjudged
our Bank for
**Vigilance
Innovation
Awards** under
Vigilance
Excellence
Awards 2018



Adjudged as
2nd **“Best Bank**
among
commercial
Banks in
**Financial
Literacy for
2017-18** in the
state of Tamil
Nadu



“ Vani” Bank's
Quarterly Hindi
Magazine was
awarded
Bronze Prize in
the **“Indian
Language
Publication”**
category by
Association of
Business
Communicators
India (ABCI) for
2018



CUSTOMER EXPERIENCE INITIATIVES



- ✓ Customer can call to the specified number for to provide a feedback about our service
- ✓ If you are unhappy with our service please call **8828846220**
- ✓ If you are happy with our service please call **8828846225**



- ✓ Customer can give missed call to **9210622122** to know your account balance
- ✓ All account balance linked to the mobile number will be sent as SMS



- ✓ Automated voice call wishes for HNI customers On their Birthdays

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”.
- 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.



IOB

THANK YOU

