

ੴ ਸ੍ਰੀ ਵਾਹਿਗੁਰੂ ਜੀ ਕੀ ਫਤਹਿ

ਪੰਜਾਬ ਐਂਡ ਸਿੰਧ ਬੈਂਕ
(ਭਾਰਤ ਸਰਕਾਰ ਕਾ ਉਪਕ੍ਰਮ)



Punjab & Sind Bank
(A Govt. of India Undertaking)

Where service is a way of life

Financial Performance

Q4 (FY 2022-23)

Analyst Presentation



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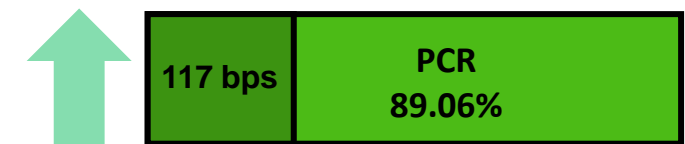
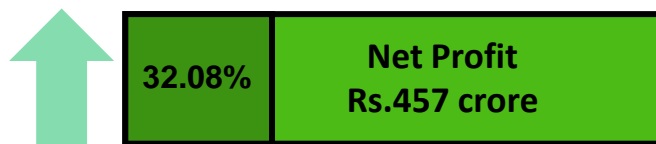
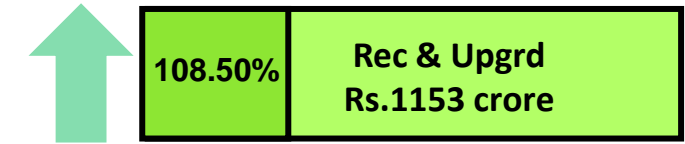
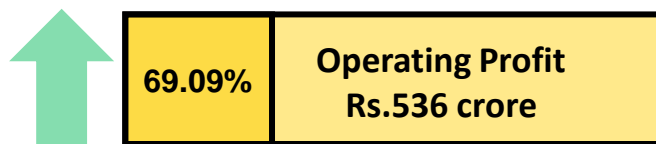
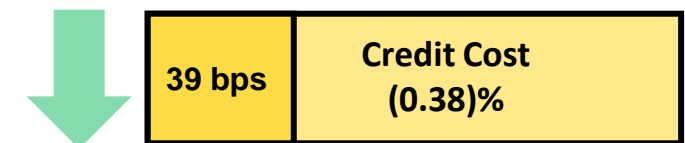
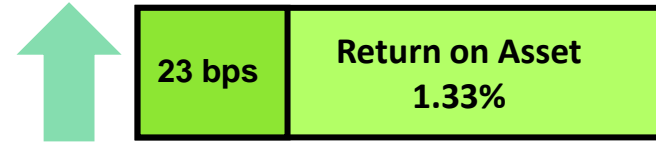
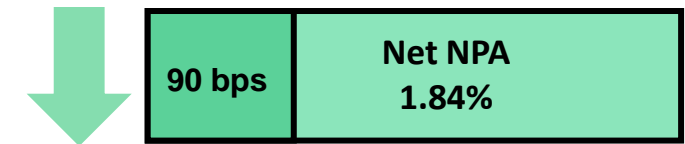
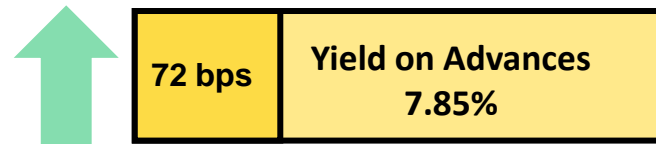
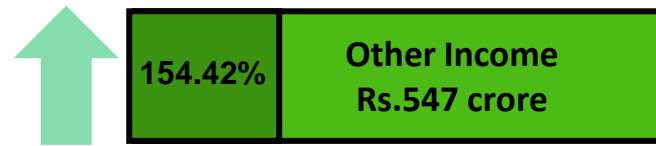
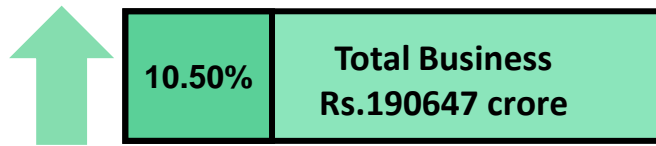
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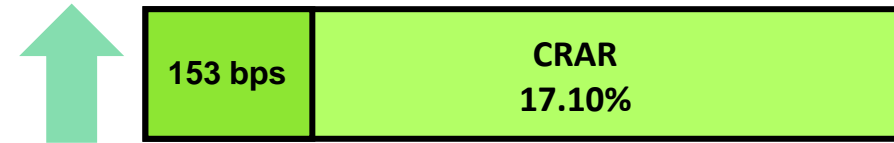
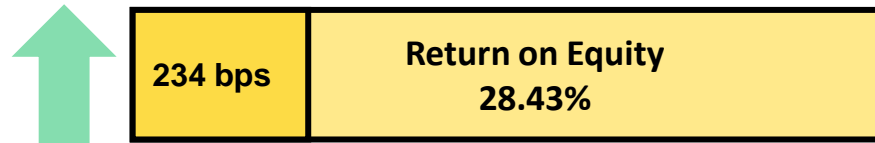
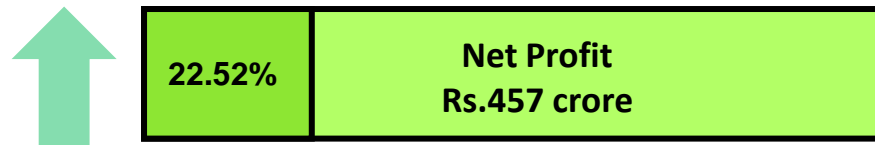
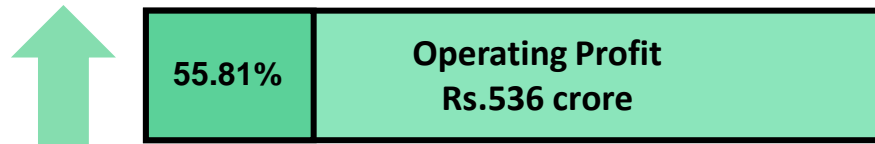
Way Forward & Guidance

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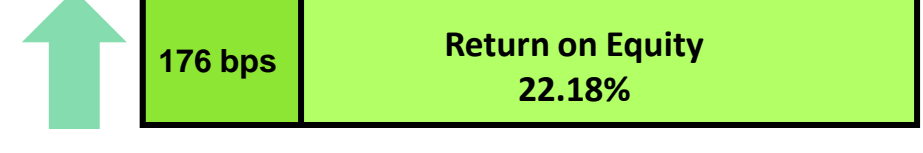
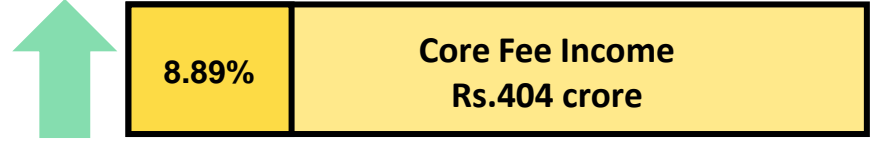
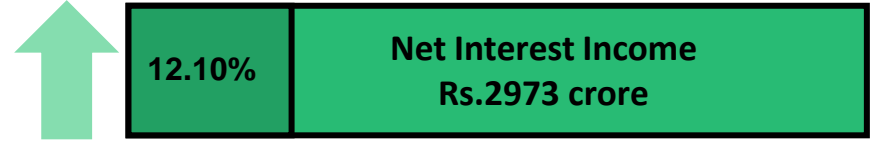
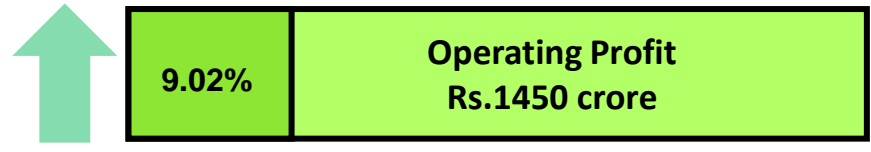
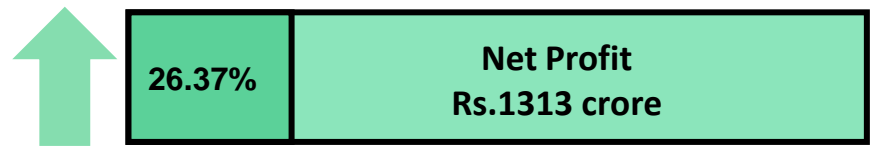
Key Highlights (Q4 YoY)



Key Highlights (Q4 QoQ)



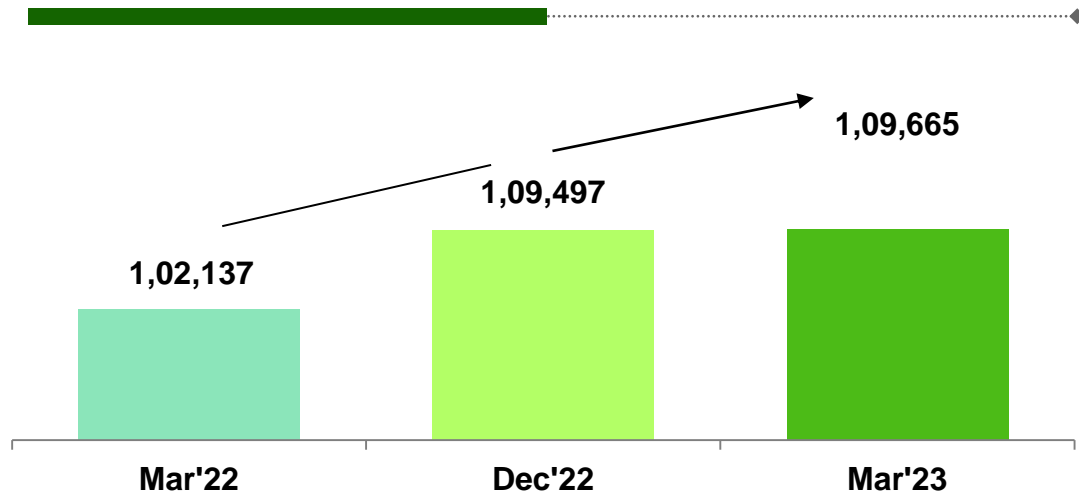
Key Highlights (FY YoY)



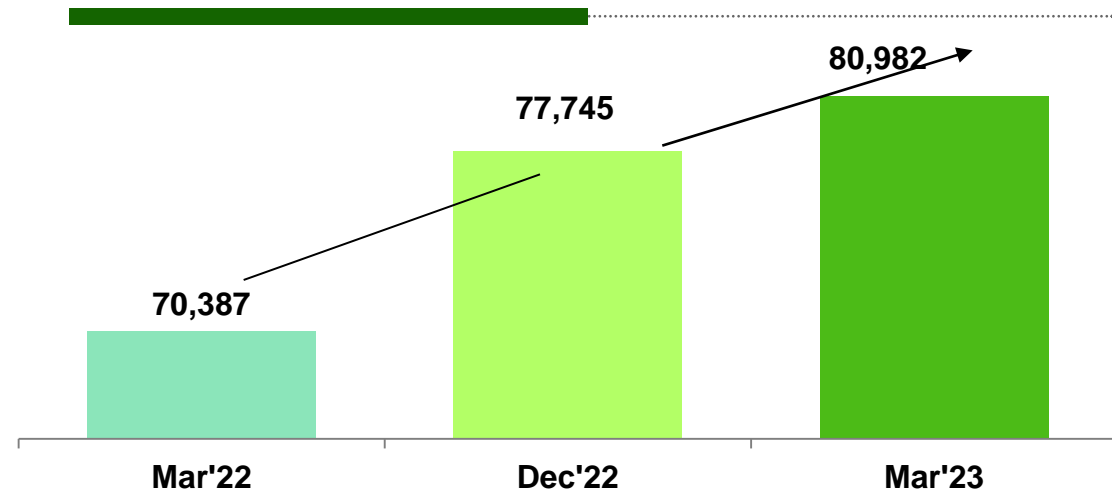
Overall Business mix

(Rs. in Crores)

Total Deposits



Total Advances

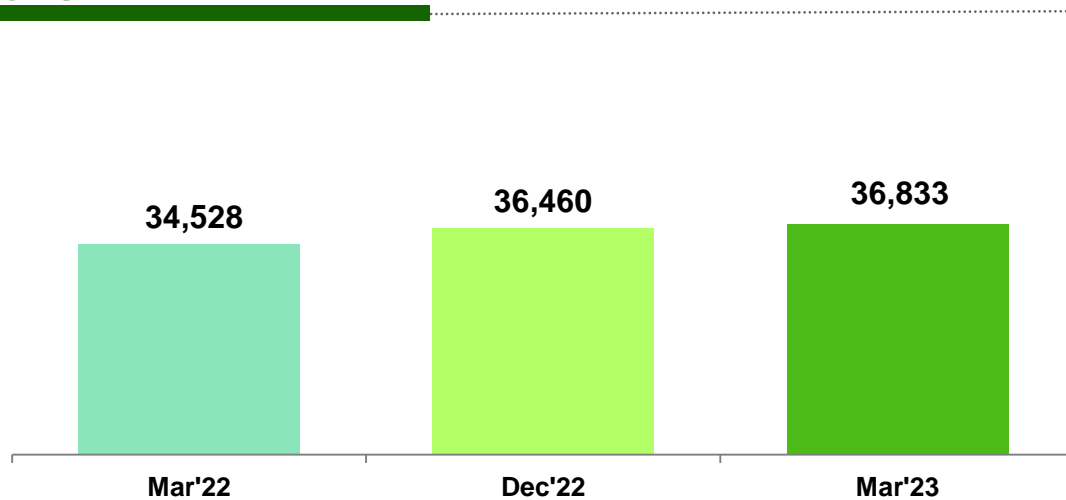


Particulars	Mar'22	Dec'22	Mar'23	QoQ (%)	YoY (%)
Total Business	172524	187242	190647	↑ 1.82	↑ 10.50
Total Deposits	102137	109497	109665	↑ 0.15	↑ 7.37
Total Advances	70387	77745	80982	↑ 4.16	↑ 15.05
CD ratio	68.91	71.00	73.84	↑ 284 bps	↑ 493 bps

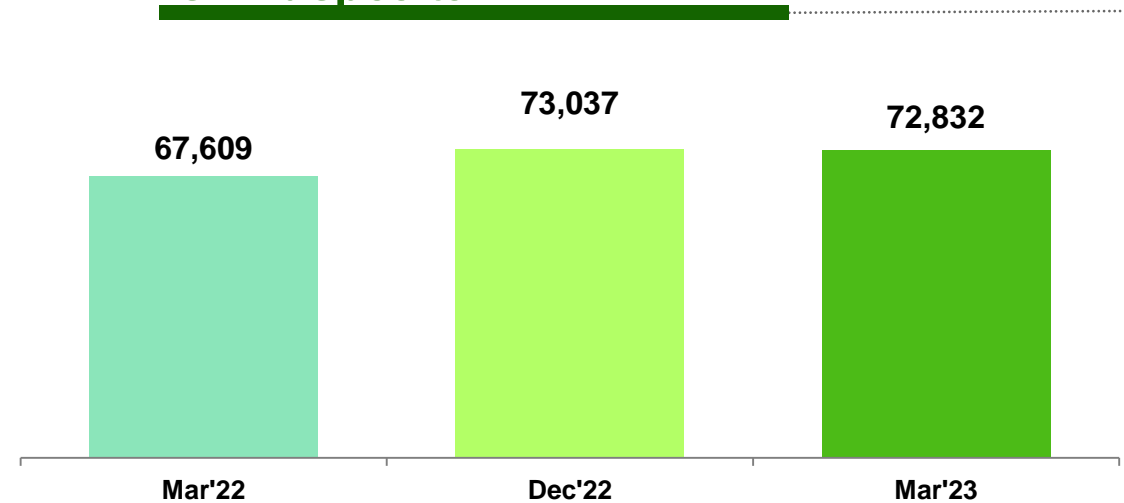
Liability Franchise

(Rs. in Crores)

CASA



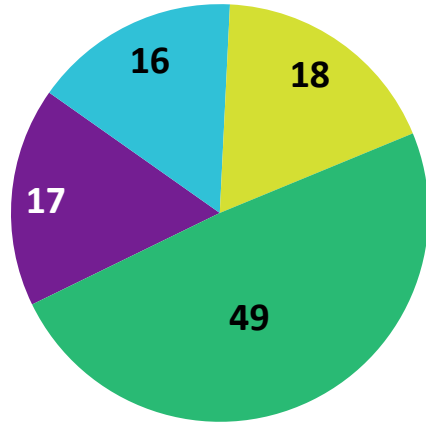
Term deposits



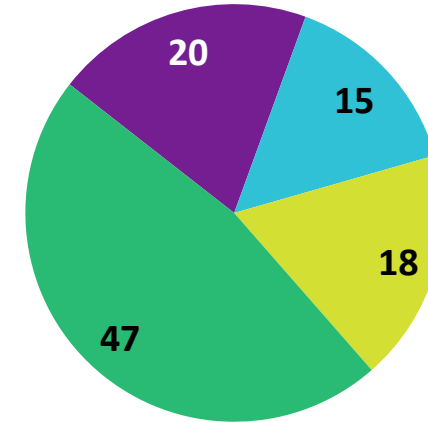
In Rs. crores	Mar '22	Dec '22	Mar '23	QoQ(%)	YoY(%)
Current Deposits	4153	4226	4975	↑ 17.72	↑ 19.79
Savings Deposits	30375	32234	31858	↓ (1.17)	↑ 4.88
CASA Deposits	34528	36460	36833	↑ 1.02	↑ 6.68
CASA (%)	33.81	33.30	33.59	↑ 29 bps	↓ (22) bps
Term Deposits	67609	73037	72832	↓ (0.28)	↑ 7.73
Total Deposits	102137	109497	109665	↑ 0.15	↑ 7.37

Diversified loan book - Advances Mix

Advances – FY'22 (%)



Advances – FY'23 (%)



■ Retail ■ MSME
■ Agri ■ Corporate

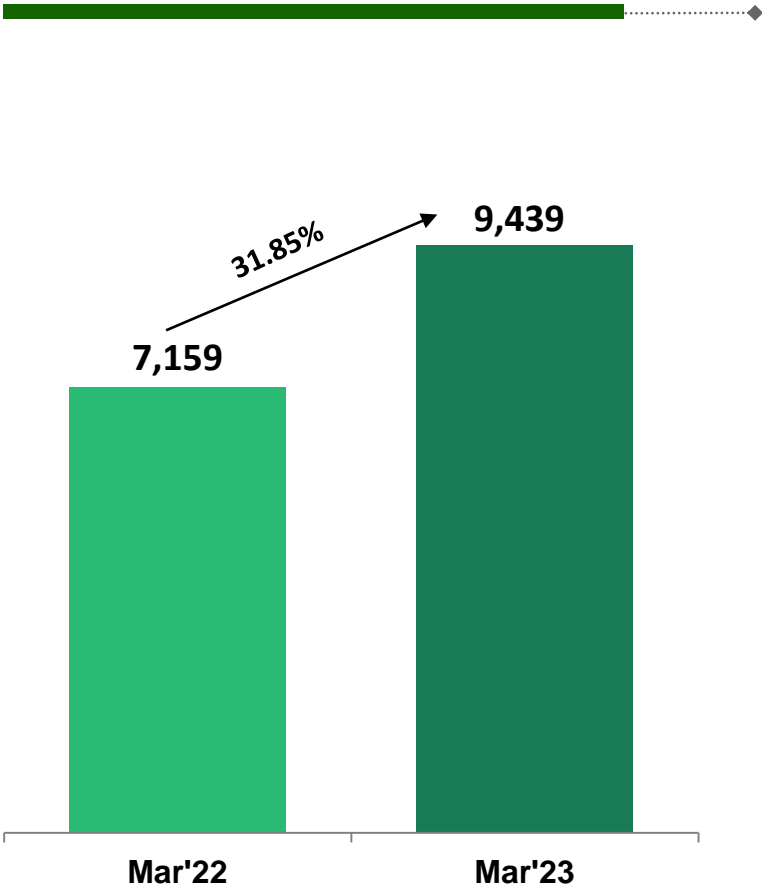
(Rs. in Crores)

Parameters	Mar'22	Dec'22	Mar'23	%QoQ	% YoY	% to Gross advances (Mar'22)	% to Gross advances (Dec'22)	% to Gross advances (Mar'23)
RAM	35692	39956	43082	7.82	20.70	50.71	51.39	53.20
Out of which								
Core Retail	11737	13246	13946	5.28	18.82	16.67	17.03	17.22
Agri	10934	11288	11788	4.43	7.81	15.53	14.52	14.56
MSME	13021	13929	14857	6.66	14.10	18.50	17.92	18.35
Corporate	34695	37789	37900	0.29	9.24	49.29	48.61	46.80

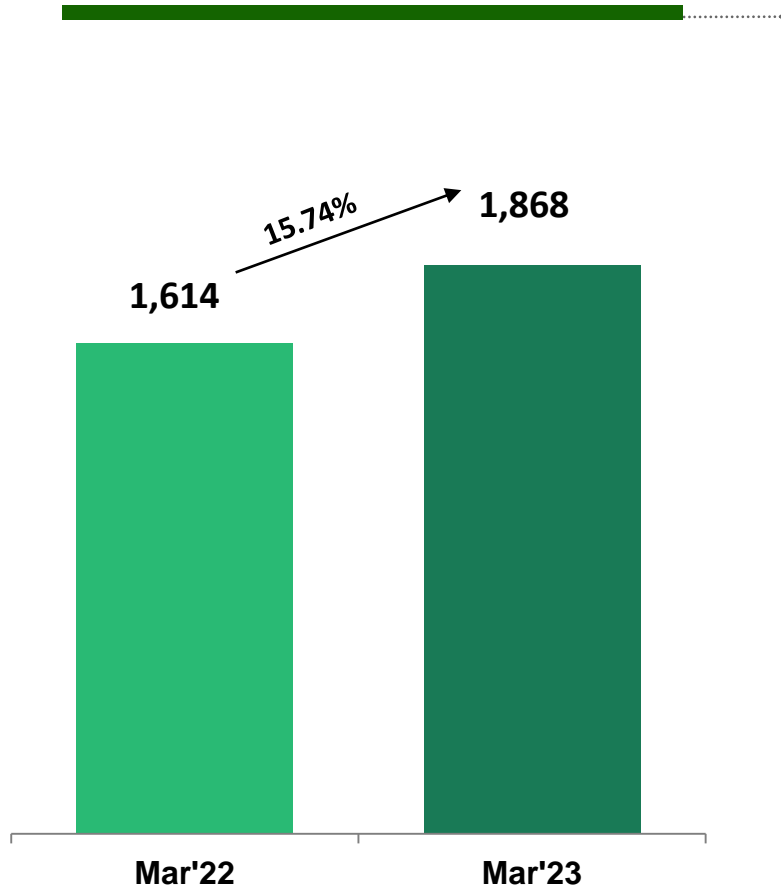
Retail Lending Portfolio Showing Double Digit Growth

(Rs. in Crores)

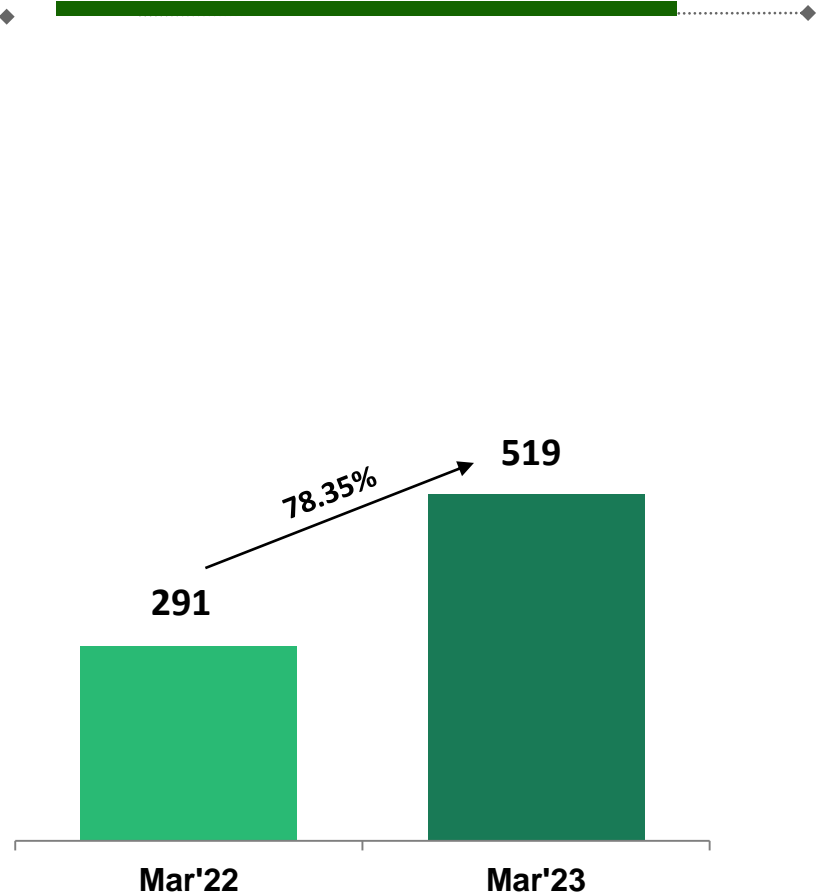
Home Loan



Vehicle Loan



Personal loan



Advances Breakup of Major Industries / Sectors

(Rs. in Crores)

Sector		Mar '22		Mar '23	
		Amount	% to Total advances	Amount	% to Total advances
Infrastructure		15969	22.69	15498	19.14
(Out of Which)	Energy	6575	9.34	5755	7.11
	Telecommunication	991	1.41	337	0.42
	Roads, Ports	2918	4.15	3369	4.16
	Other Infra	5486	7.79	6038	7.46
Iron & Steel		385	0.55	1220	1.51
Textile		1559	2.21	1330	1.64
NBFC		9473	13.46	14878	18.37
(Out of Which)	HFC	1426	2.03	3893	4.81
	PSU & PSU backed NBFC	500	0.71	1583	1.95
	Private NBFC	7547	10.72	9402	11.61

Rating Profile of NBFCs

(Rs. in Crores)

Particulars	Mar'22		Dec'22		Mar'23	
	Amount	% to Total	Amount	% to Total	Amount	% to Total
AAA rated	2130	30.40	6002	61.10	7783	58.47
AA rated	3707	52.92	3360	34.20	5070	38.09
A rated	1099	15.69	412	4.19	396	2.97
Total A & above	6936	99.01	9774	99.49	13249	99.53
BBB Rated	35	0.50	15	0.15	53	0.40
Total of BBB & above	6971	99.51	9789	99.64	13302	99.93
BB & Below	34	0.49	35	0.36	10	0.07
Total	7005	100.00	9824	100.00	13312	100.00

Credit Profile Improving

Credit – External Rating Wise (Above Rs. 5 Cr.)

(Rs. in Crores)

Particulars	Mar'22		Dec'22		Mar'23	
	Amount	% to Total	Amount	% to Total	Amount	% to Total
AAA rated	3354	10.30	9229	23.13	11469	26.27
AA rated	6369	19.55	7060	17.70	7575	17.35
A rated	3926	12.05	3669	9.20	4145	9.50
BBB rated	1797	5.52	1743	4.37	1570	3.60
Total of BBB & above	15446	47.42	21701	54.40	24759	56.72
BB & Below	2619	8.04	2188	5.48	2249	5.15
Total Rated	18065	55.46	23889	59.88	27008	61.87
Govt. Guaranteed	12722	39.05	12881	32.29	12360	28.32
Other Unrated	1790	5.49	3123	7.83	4284	9.81
Total	32577	100.00	39893	100.00	43652	100.00



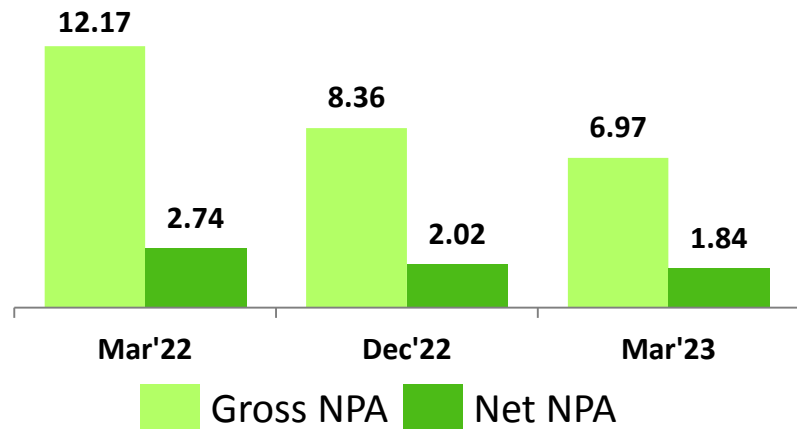
- **24% QoQ growth on AAA rated credit**
- **7% QoQ growth on AA rated credit**
- **Bank's endeavor on onboarding top rated Borrowers.**

Priority Sector Lending

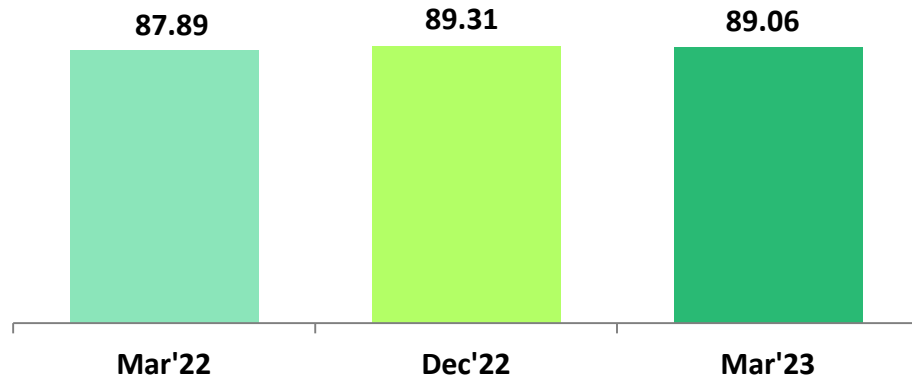
Sl.	Particulars	Mandated Targets	Mar'23
1	Priority Sector % to ANBC	40.00%	54.99%
2	Agriculture - PS % to ANBC	18.00%	20.67%
3	Small and Marginal Farmers (SMF) % to ANBC	9.50%	11.06%
4	Weaker Section % to ANBC	11.50%	12.68%
5	Micro Enterprises (PS) % to ANBC	7.50%	14.31%

Improving Asset Quality

NPAs (%)

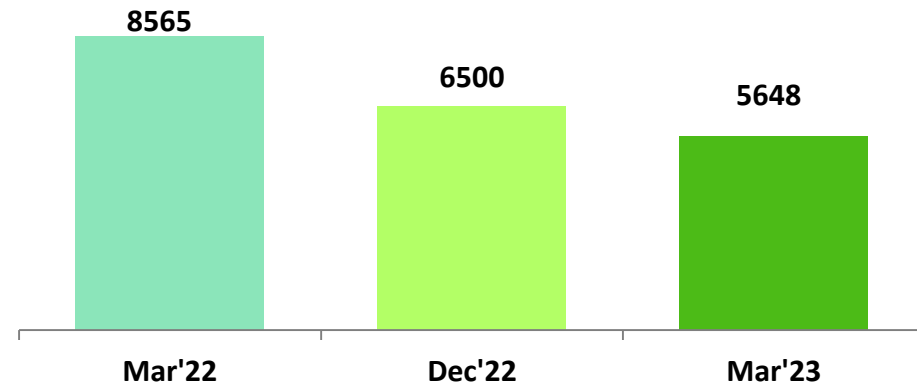


PCR with TWO (%)

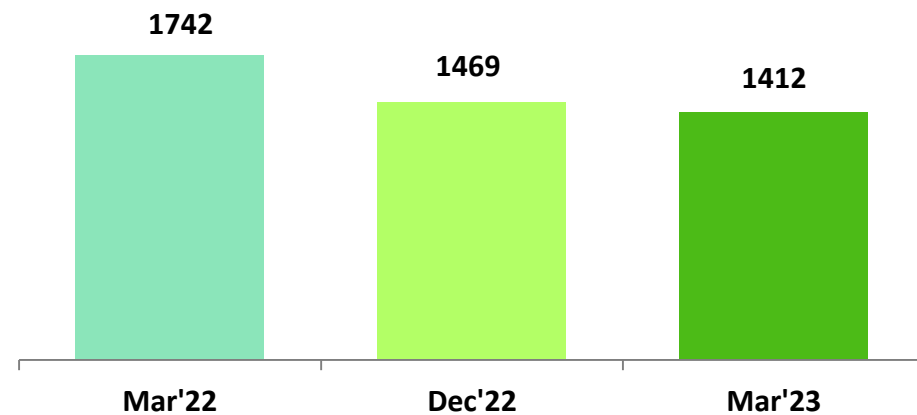


Gross NPA

(Rs. in Crores)



Net NPA



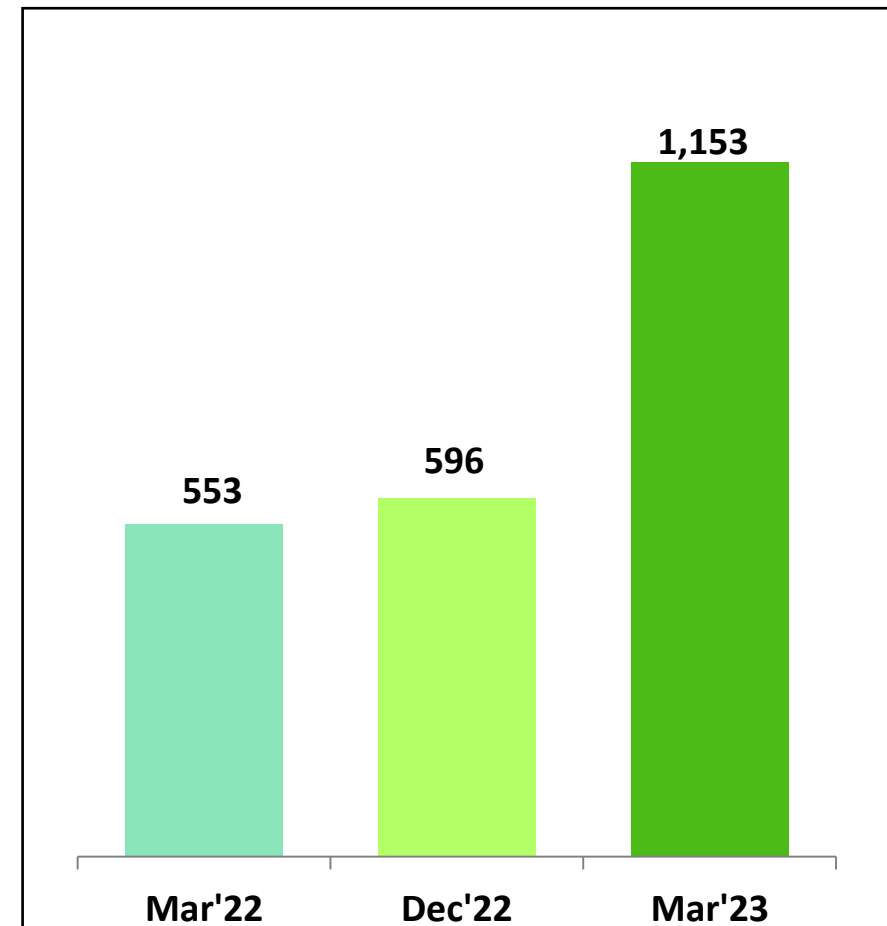
Improving Asset Quality

(Rs. in Crores)

Sector Wise NPA

Particulars	Mar '22		Dec '22		Mar '23	
	GNPA	Ratio (%)	GNPA	Ratio (%)	GNPA	Ratio (%)
Retail	597	5.09	496	3.37	478	2.91
Agri	944	8.63	844	7.48	1027	8.71
MSME	1,821	13.98	1,473	10.58	1441	9.70
Corporate	5,203	15.00	3,687	9.76	2702	7.13
Total	8,565	12.17	6,500	8.36	5648	6.97

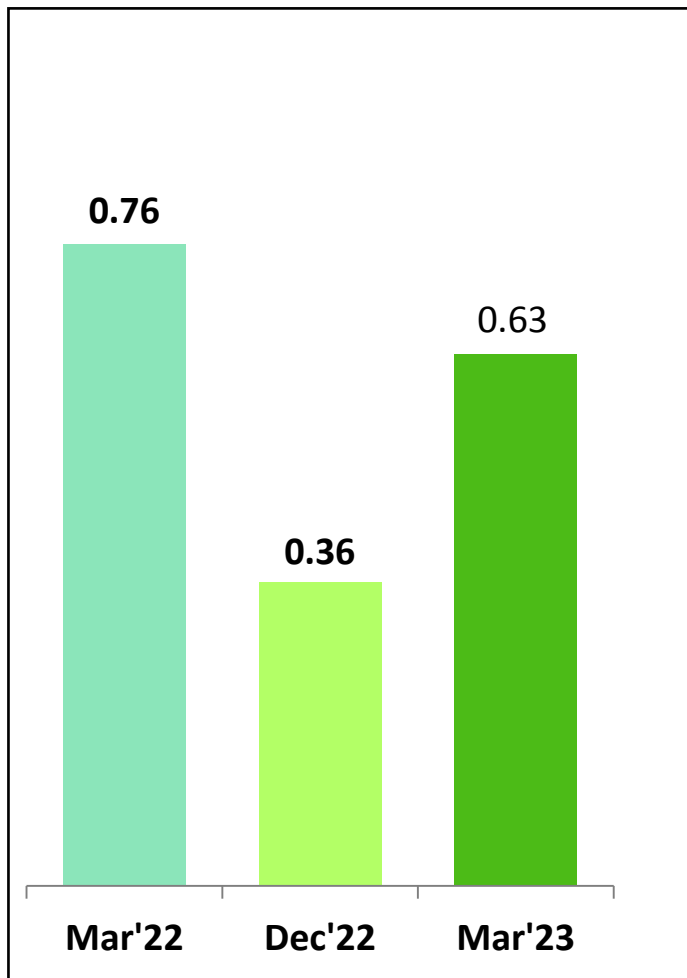
Recovery & Upgradation (QoQ)



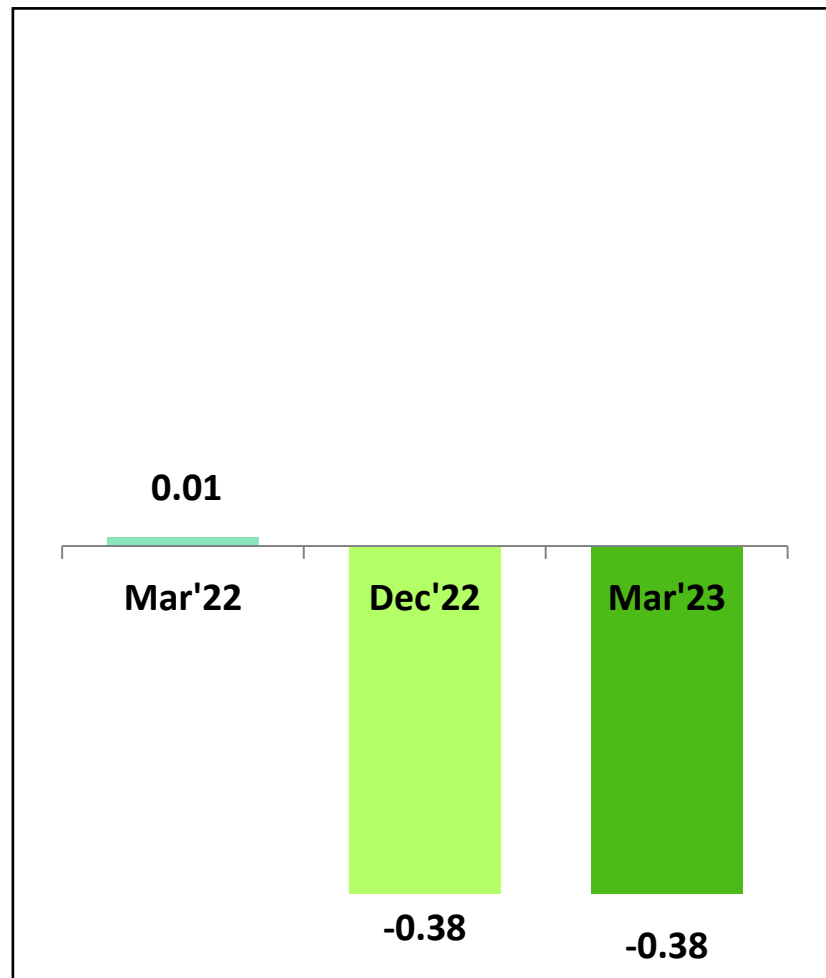
Improving Asset Quality

(Rs. in Crores)

Slippage ratio (Qtr)

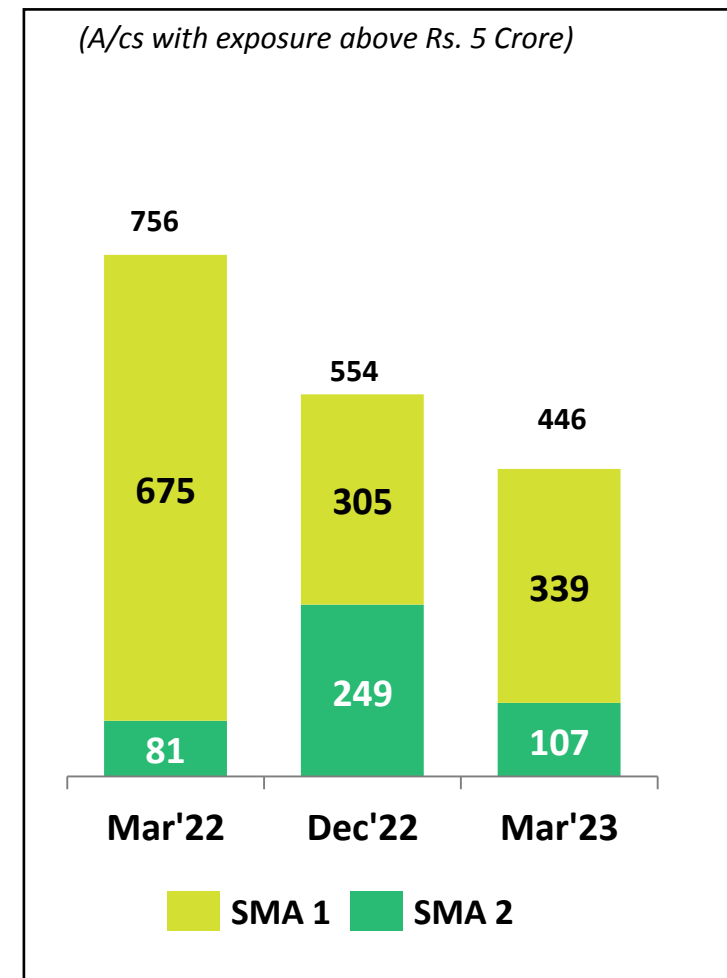


Credit cost (Qtr)



SMA1 and SMA2 (Qtr)

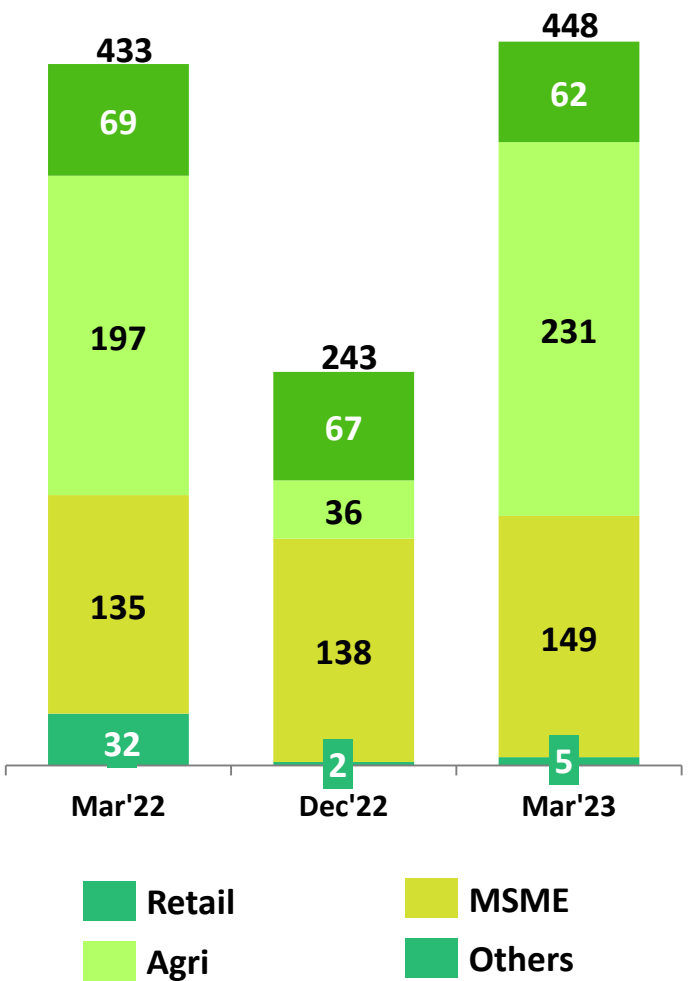
(A/cs with exposure above Rs. 5 Crore)



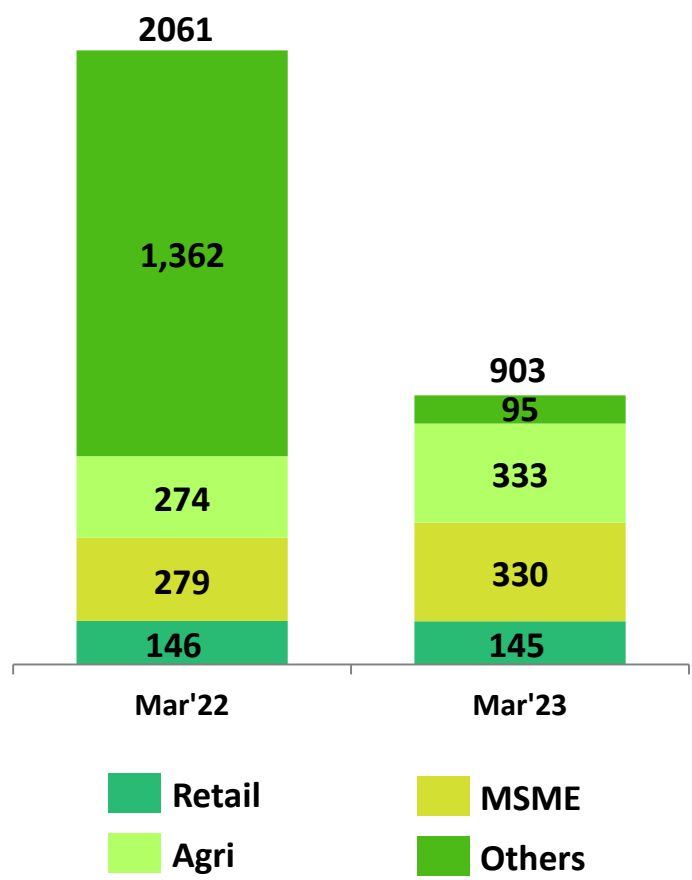
Improving Asset Quality

(Rs. in Crores)

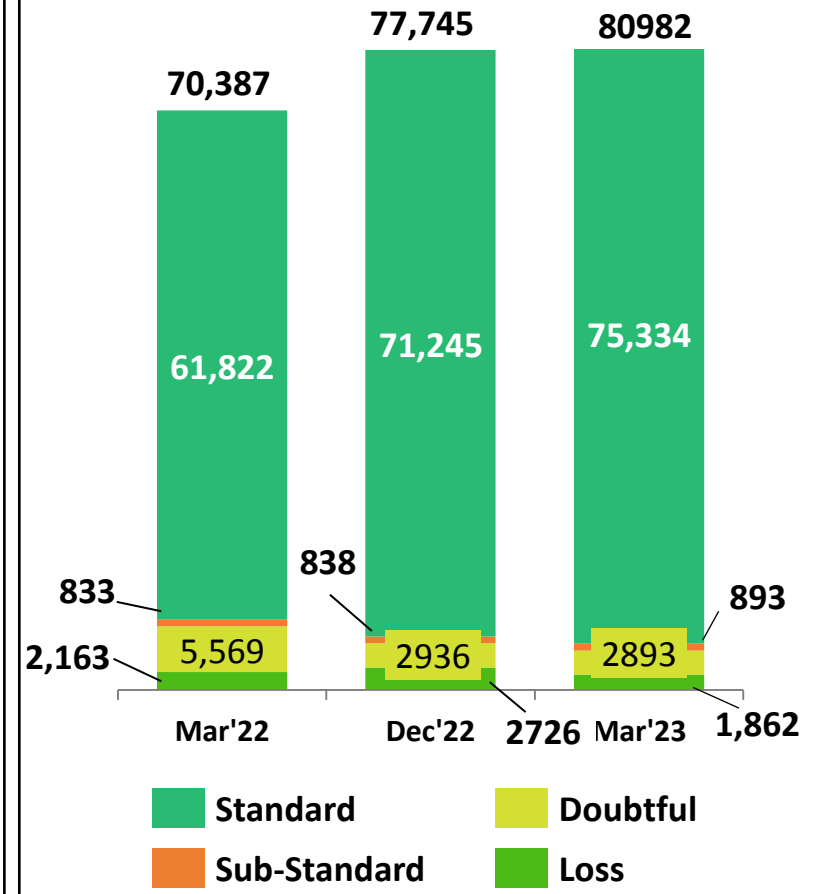
Fresh slippages (QoQ)



FY slippages (YoY)



Asset classification



Movement of NPA

(Rs in Crore)

Sr. No	Particulars	Quarter			Year Ended	
		Mar'22	Dec'22	Mar'23	Mar'22	Mar'23
1	Gross NPA Opening Balance	9636	7128	6500	9334	8565
2	Cash recoveries	305	428	562	1116	1380
3	Out of Above Cash recovery Income Booked	16	32	5	105	74
4	Up gradations	120	150	170	689	235
5	Technical Write off	1049	307	510	1050	2128
6	Rebate	46	23	68	84	156
7	Total Net Reduction (2+4+5+6-3)	1504	876	1305	2834	3825
8	Fresh Slippage	433	243	448	2061	903
9	Debit in existing NPA accounts	0	4	6	4	5
10	GROSS NPA (1+8+9-7)	8565	6500	5648	8565	5648
11	GROSS NPA (%)	12.17	8.36	6.97	12.17	6.97
12	NET NPA	1742	1469	1412	1742	1412
13	NET NPA (%)	2.74	2.02	1.84	2.74	1.84
14	Recovery in T.W.O. A/Cs	128	19	421	338	536
15	Total Recovery & Upgradation	553	596	1153	2143	2151

Operating & Net Profit

(Rs. in Crores)

Particulars	Quarter Ending			Variation		Year Ended		Variation
	Mar'22	Dec'22	Mar'23	QoQ%	YoY%	Mar'22	Mar'23	YoY%
Interest Income	1793	2107	2105	(0.09)	17.40	7096	7993	12.64
Interest Expenses	1096	1302	1421	9.14	29.65	4444	5020	12.96
Net Interest Income	697	805	684	(15.03)	(1.87)	2652	2973	12.10
Non Interest Income	215	138	547	296.38	154.42	959	940	(1.98)
Operating Expenses	595	599	694	15.86	16.64	2281	2463	7.98
Operating Profit	317	344	536	55.81	69.09	1330	1450	9.02
Total Provisions	(29)	(29)	79	-	-	291	137	(52.92)
Net Profit	346	373	457	22.52	32.08	1039	1313	26.37

Total Income

(Rs. in Crores)

Particulars	Quarter Ending			Variation		Year Ended		Variation
	Mar'22	Dec'22	Mar'23	QoQ%	YoY%	Mar'22	Mar'23	YoY%
Interest on Loans	1193	1434	1491	3.97	24.98	4778	5503	15.17
Interest on Investments	546	621	591	(4.83)	8.24	2095	2359	12.60
Other Interest Income	54	52	23	(55.77)	(57.41)	223	131	(41.26)
Total Interest Income (a)	1793	2107	2105	(0.09)	17.40	7096	7993	12.64
Core Fee Income	115	85	127	49.41	10.43	371	404	8.89
Treasury Income	0	26	7	(73.08)	-	271	(14)	(105.17)
Forex Income	16	10	7	(30.00)	(56.25)	56	36	(35.71)
Recovery in written off A/Cs	84	17	404	-	380.95	261	512	96.17
Profit on sale of Land, Other Asset etc. [Net]	0	0	2	-	-	0	2	-
Total Non-Interest Income (b)	215	138	547	296.38	154.42	959	940	(1.98)
Total Income (a+b)	2008	2245	2652	18.13	32.07	8055	8933	10.90

Total Expenses

(Rs. in Crores)

Particulars	Quarter ending			Variation		Year Ended		Variation
	Mar '22	Dec '22	Mar '23	QoQ%	YoY%	Mar '22	Mar '23	YoY%
Interest on Deposits	1042	1215	1317	8.40	26.39	4208	4718	12.12
Interest on Others	54	87	104	19.54	92.59	236	302	27.97
Total Interest Expenses (a)	1096	1302	1421	9.14	29.65	4444	5020	12.96
Establishment Expenses	367	389	458	17.74	24.80	1479	1544	4.39
Other Operating Expenses	228	210	237	12.86	3.95	802	919	14.59
Operating Expenses (b)	595	599	695	16.03	16.81	2281	2463	7.98
Total Expenses (a+b)	1691	1901	2116	11.31	25.13	6725	7483	11.27

Total Provisions

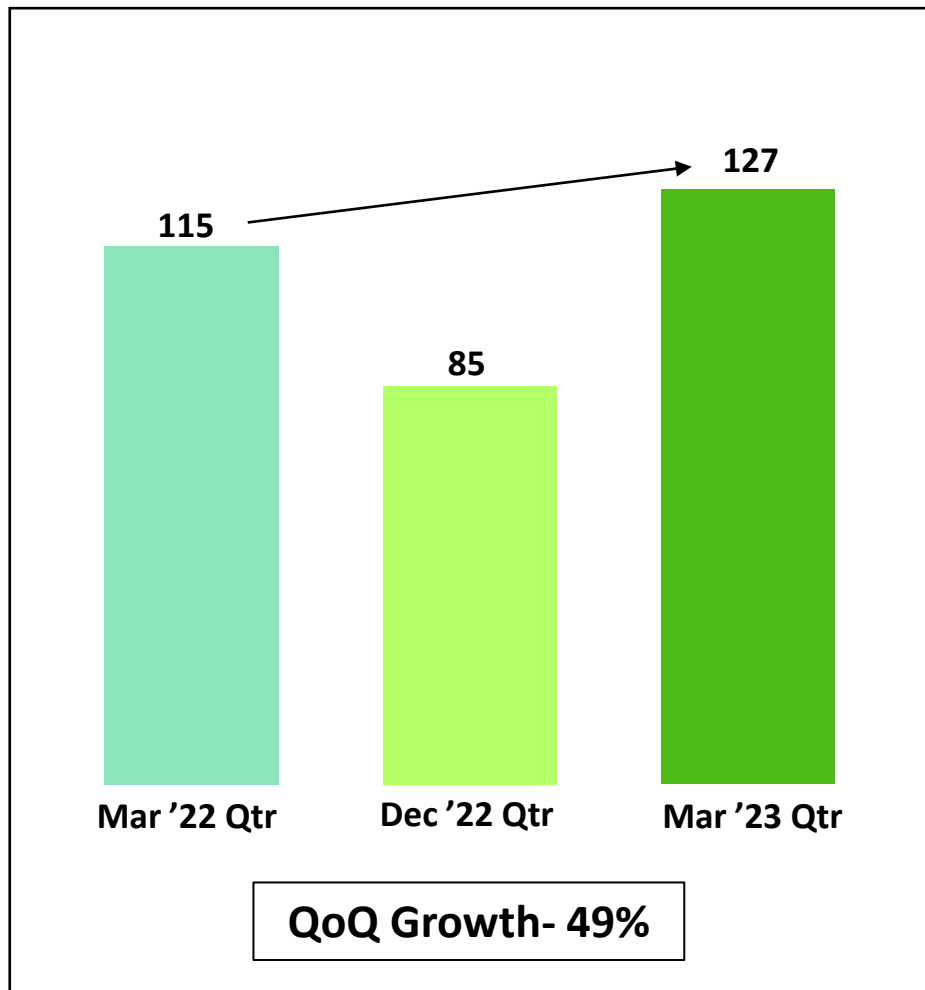
(Rs. in Crores)

Particulars	Quarter Ending			Variation		Year Ended		Variation
	Mar'22	Dec'22	Mar'23	QoQ%	YoY%	Mar'22	Mar'23	YoY%
Operating Profit	317	344	536	55.81	69.09	1330	1450	9.02
Loan Loss	8	(271)	(291)	7.38	-	941	(473)	(150.27)
Standard Assets	(196)	9	14	55.56	107.10	(883)	(67)	92.41
NPI	10	5	122	-	-	(3)	157	-
Other Provisions	46	49	98	100	113.04	88	213	142.05
Income Tax	103	179	136	(24.02)	32.04	148	307	107.43
Total Provisions	(29)	(29)	79	-	-	291	137	(52.92)
Net Profit	346	373	457	22.52	32.08	1039	1313	26.37

Augmenting Fee Income Growth – New Partners

Core fee income

(Rs in Crore)



New partnerships

Introduced three variants through agreement:



- P&SB SBI Card ELITE
- P&SB SBI Card Prime
- P&SB Simply SAVE SBI Card

LIFE GOALS. DONE.



ADITYA BIRLA



HEALTH

Existing partnerships



Balance Sheet

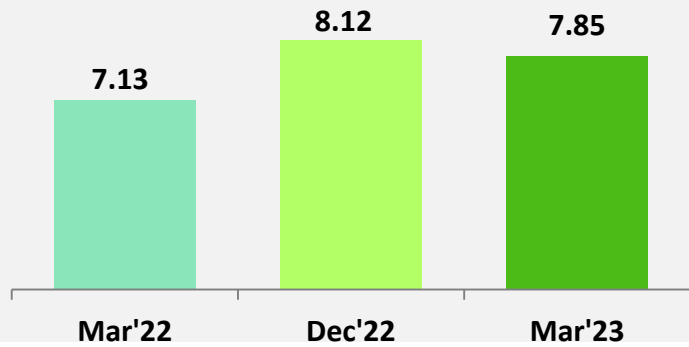
(Rs. in Crores)

Liabilities	As on		
	Mar'22	Dec'22	Mar'23
Capital	6778	6778	6778
Reserve & Surplus	7233	7874	8331
Deposits	102137	109497	109665
Borrowings	2444	8780	9018
Other Liabilities & Provision	2476	2310	2662
Total	121068	135239	136454

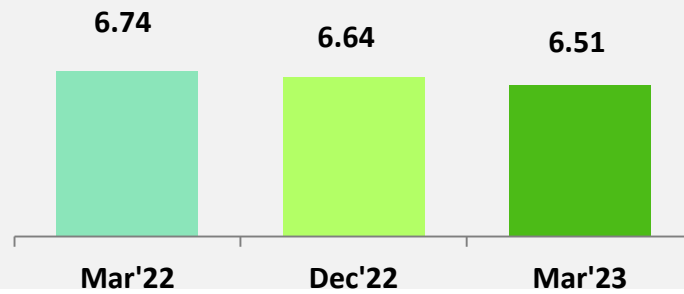
Assets	As on		
	Mar'22	Dec'22	Mar'23
Cash & Balance with RBI	6139	7269	6225
Balance with Banks & Money at call	149	291	71
Investments (Net)	42281	46128	44838
Advances (Net)	63627	72784	76819
Fixed Assets	1577	1519	1519
Other Assets	7295	7248	6982
Total	121068	135239	136454

Key Financial Ratios (QoQ)

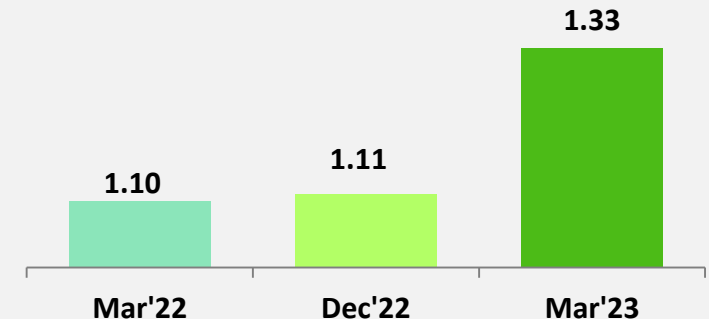
Yield on Advances (%)



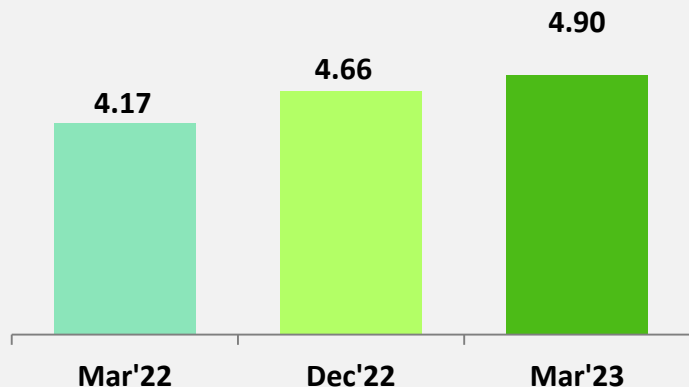
Yield on Investment (%)



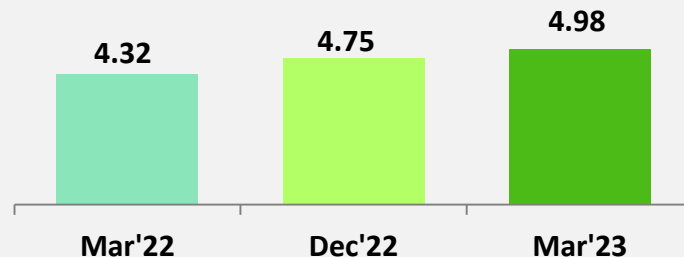
Return on Asset (%)



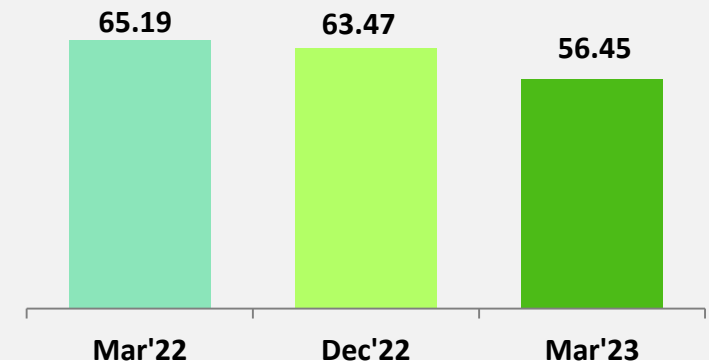
Cost of Deposit (%)



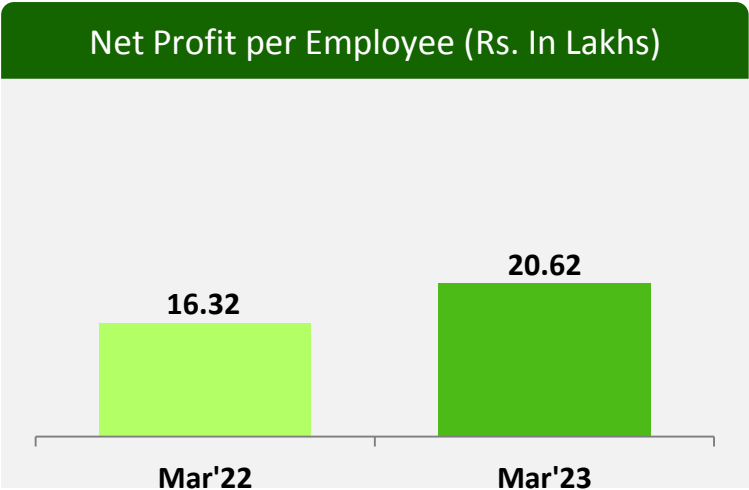
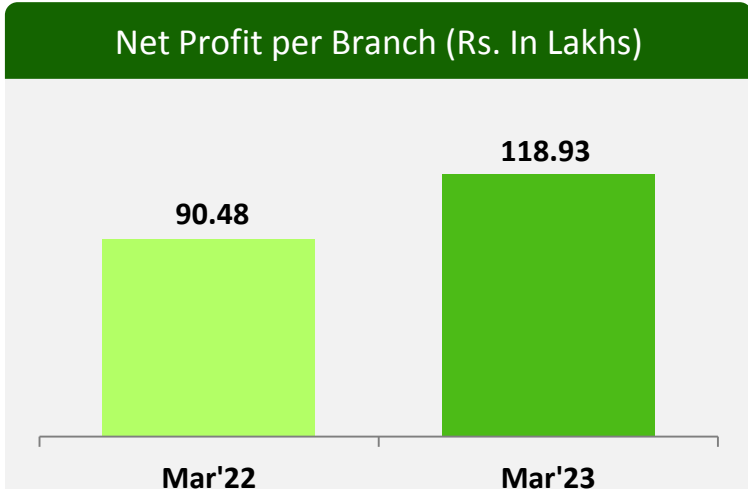
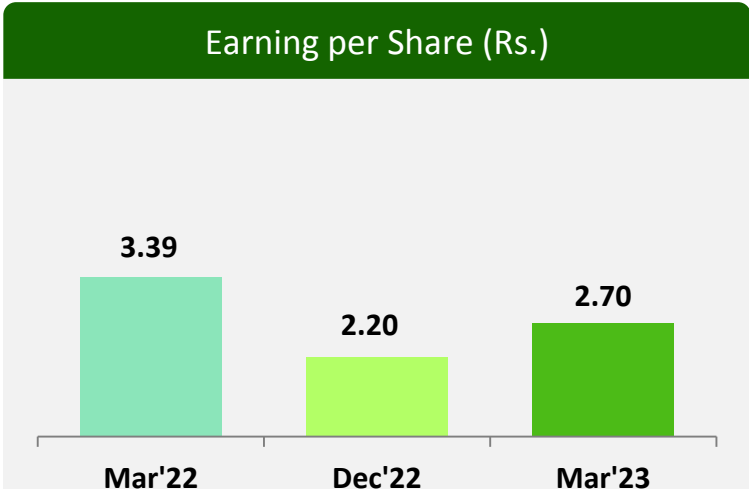
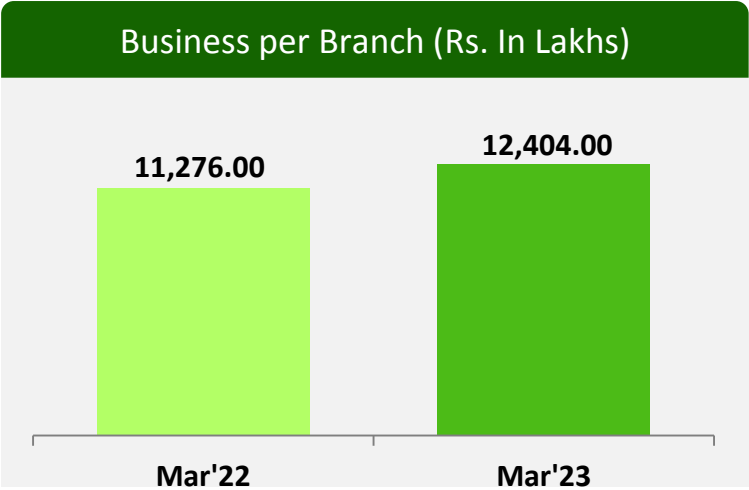
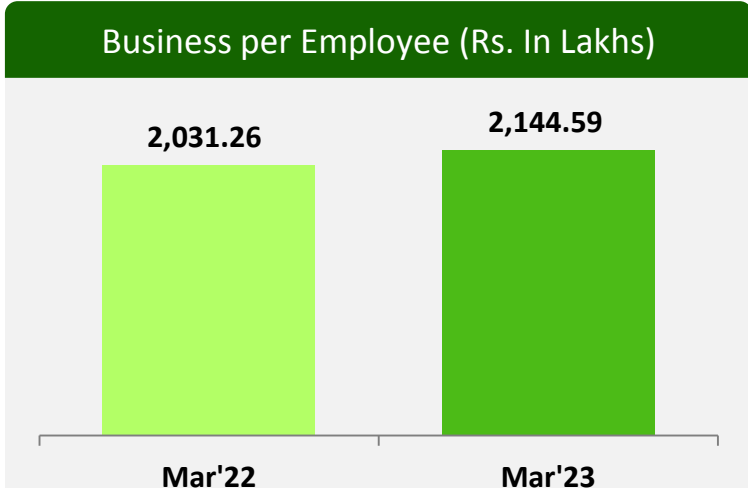
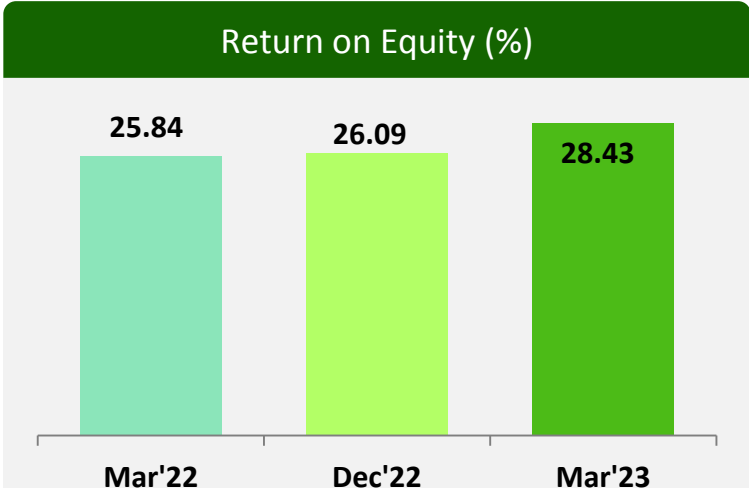
Cost of Fund (%)



Cost to Income Ratio (%)



Key Financial Ratios (QoQ)



COVID Resolution Framework

(Rs in Crore)

Resolution Framework 1

Loan and aggregate exposure category	Restructuring Implemented		Out of which, position as on 31.03.23	
	No. of Account	Outstanding	No. of Account	Outstanding
Personal Loans	6250	556	3465	366
Other Exposures	419	1007	222	527
Total	6669	1563	3687	893
MSME Loans	5098	438	3021	363
Grand Total	11767	2001	6708	1256

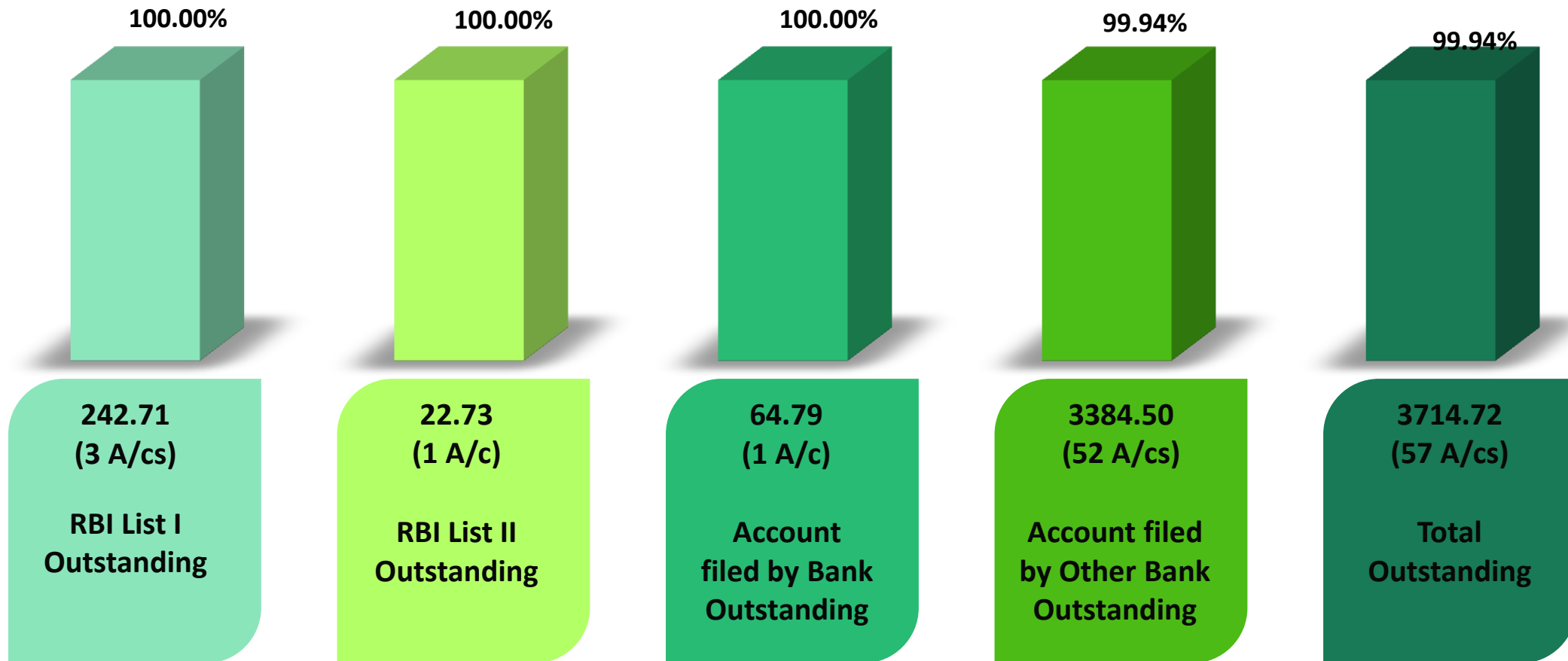
Resolution Framework 2

Loan and aggregate exposure category	Restructuring Implemented		Out of which, position as on 31.03.23	
	No. of Account	Outstanding	No. of Account	Outstanding
Personal Loans	7415	798	6176	638
Other Exposures	-	-	-	-
Total	7415	798	-	-
MSME Loans	3167	362	2437	363
Grand Total	10582	1160	8613	1001

Status of NCLT

(Rs in Crore)

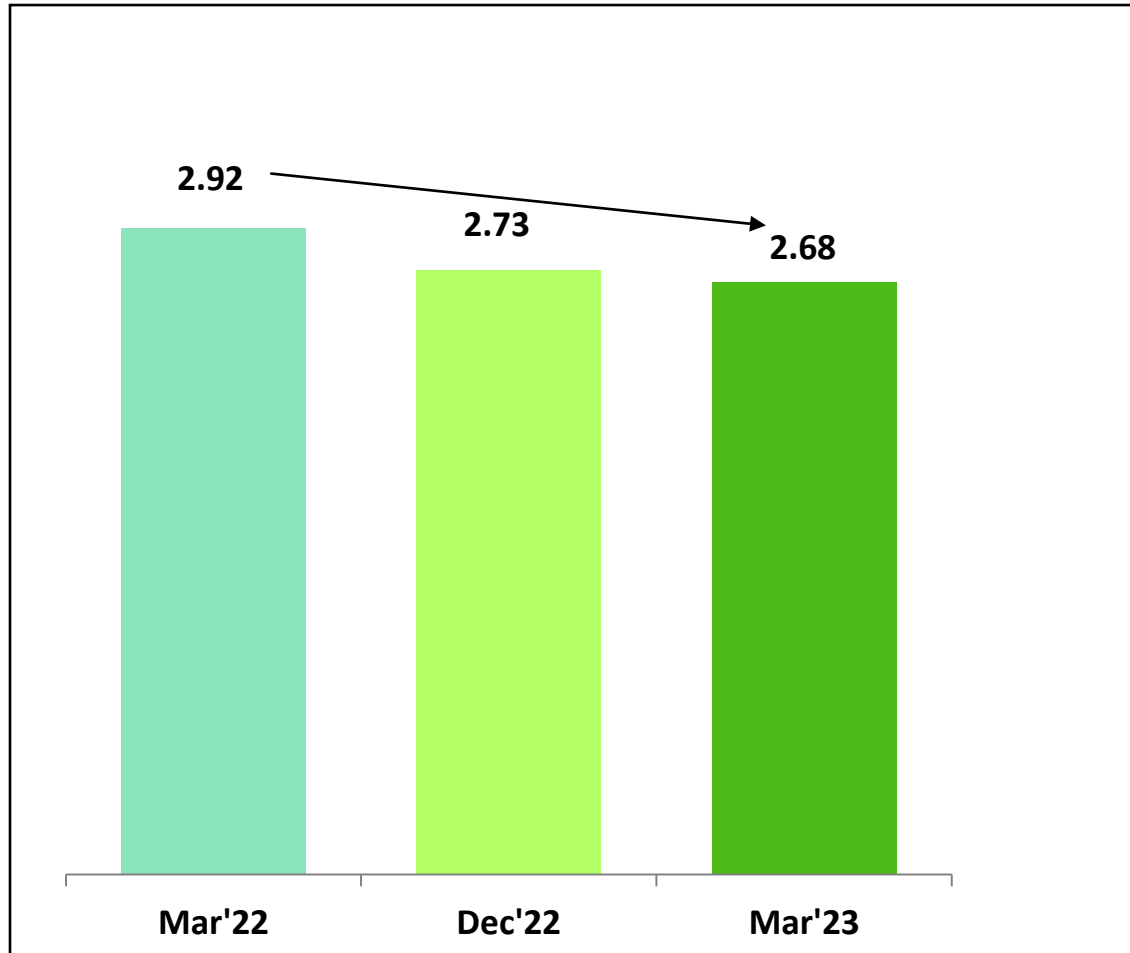
PCR on NCLT Accounts



Treasury Operations

Modified duration of the Trading Book

(Rs. in Crores)



Particulars	Mar '22	Dec '22	Mar '23
Domestic Investments	42766	46758	45464
• SLR Investments	27073	30072	28977
• Non-SLR Investments	15694	16686	16488

Category Wise Classification			
• Held to Maturity (HTM)	33445	34364	33934
• Available for Sale (AFS + HFT)	9321	12394	11530

Capital Adequacy

(Rs. in Crores)

Particulars	Regulatory Requirement	Mar'22		Dec'22		Mar'23	
		Amount	%	Amount	%	Amount	%
CET I (Including CCB)	8.00	6307	12.77	6930	12.79	7990	14.32
AT - 1		1000	2.03				
Tier I (Including CCB)	9.50	7307	14.80	6930	12.79	7990	14.32
Tier II		1849	3.74	1506	2.78	1553	2.78
Capital Adequacy	11.50	9156	18.54	8436	15.57	9543	17.10
Risk Weighted Assets		49381		54185		55815	

Digital Journey

Instant online saving account opening

Instant virtual debit card

Apply digital loan viz. MSME, retail, agriculture, etc

Integration of complaint portal with PSB UnIC

Avail pre-approved personal loan

Validation of account for EVC by selecting PSB Internet banking.

Public fund management system (PFMS) is live on PSB UnIC

Instant FD/RD opening/ closing


E-File your tax through PSB UnIC

Generate UPI PIN through Aadhaar & OTP

Salient Features of PSB UNIC




User Authentication in mobile Banking using Password/Pin/Biometric/Face recognition




Same UI experience over Web and Mobile App



Additional security feature to scan the vulnerabilities in the customer's device.



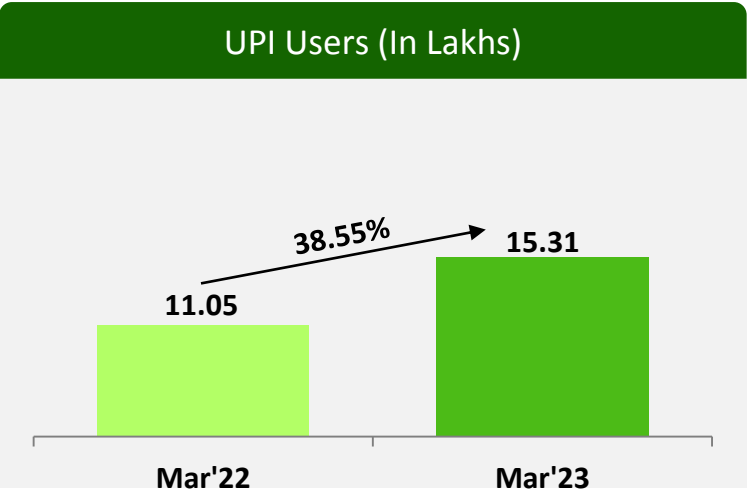
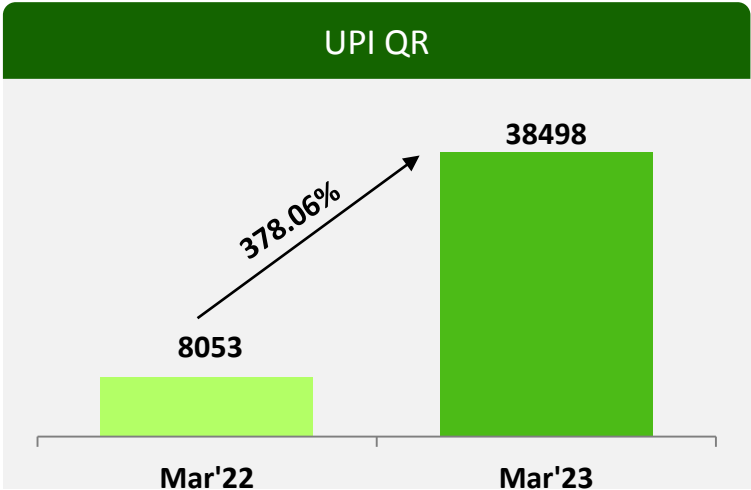
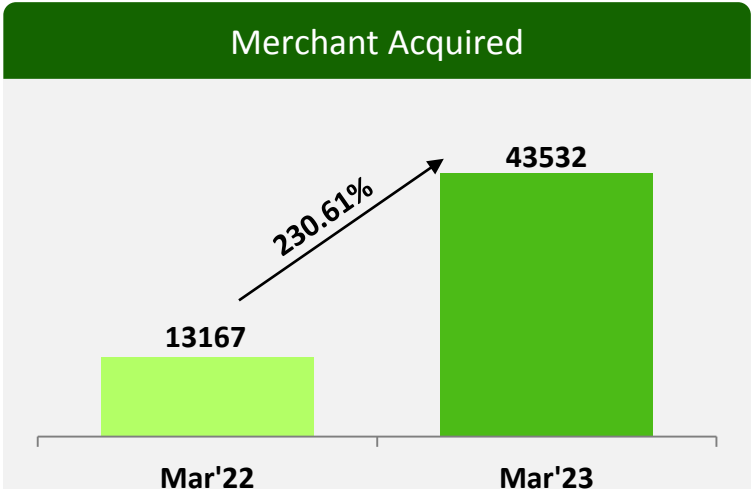
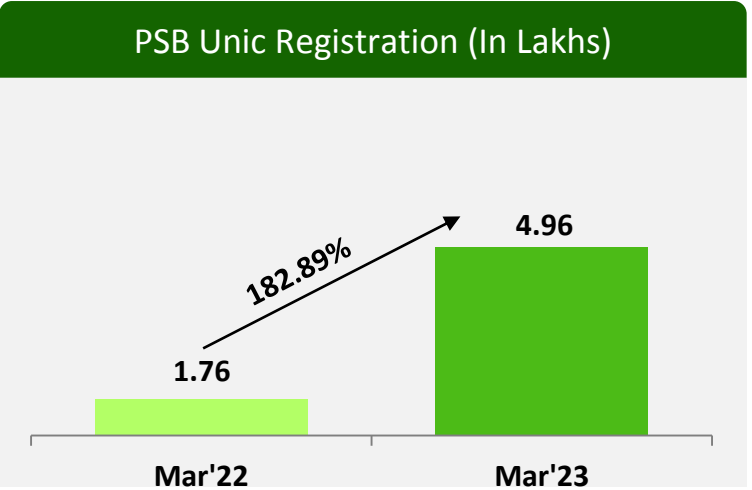
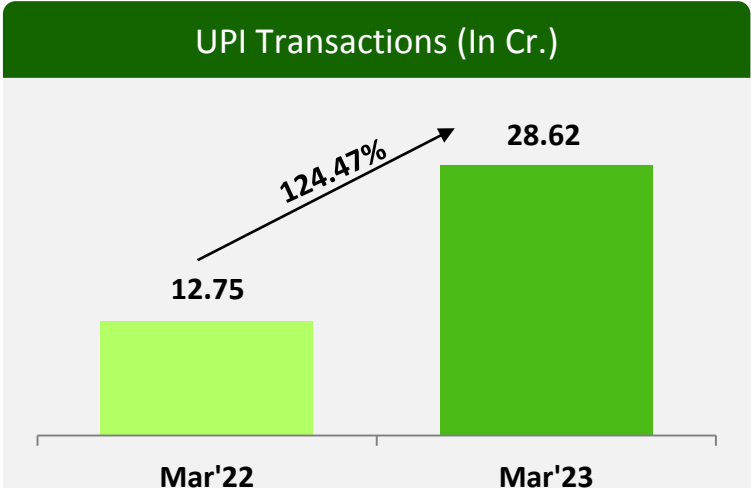
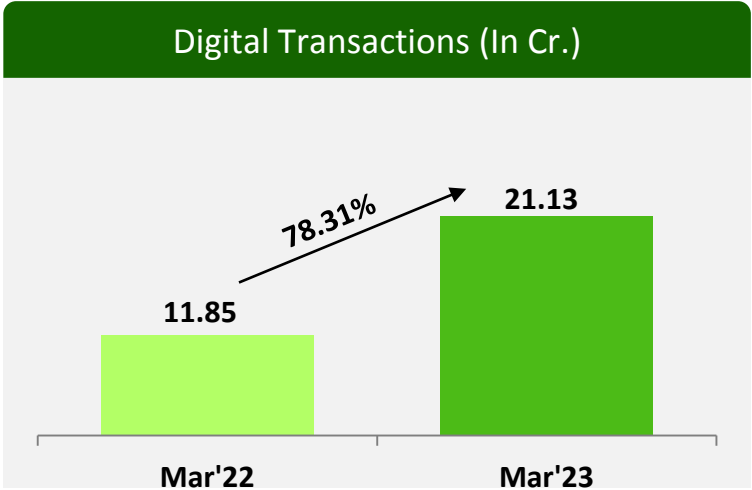
Available in 12 languages



4.2 out of 5 (up by 61.54% YoY) On Google Play Store

4.2 out of 5 (up by 20% YoY) On Apple App Store

Digital Growth



Future Digital Initiatives



**WhatsApp
Banking**



**Wearable
Banking**



**Tab
Banking**



**Cardless cash
withdrawal**



**Online current
account opening**



Reward program

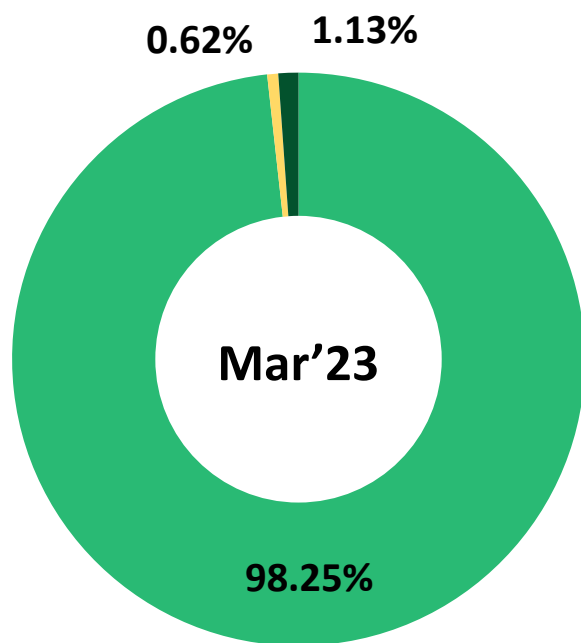


**Tap & pay through
mobile**



**Apply for IPO
through ASBA**

Shareholding Pattern



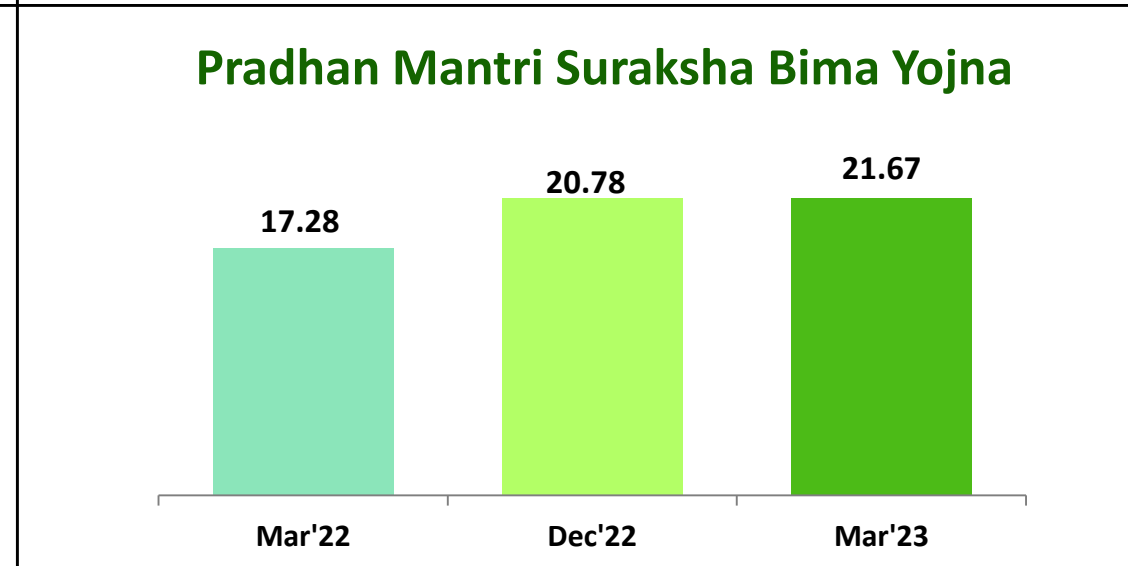
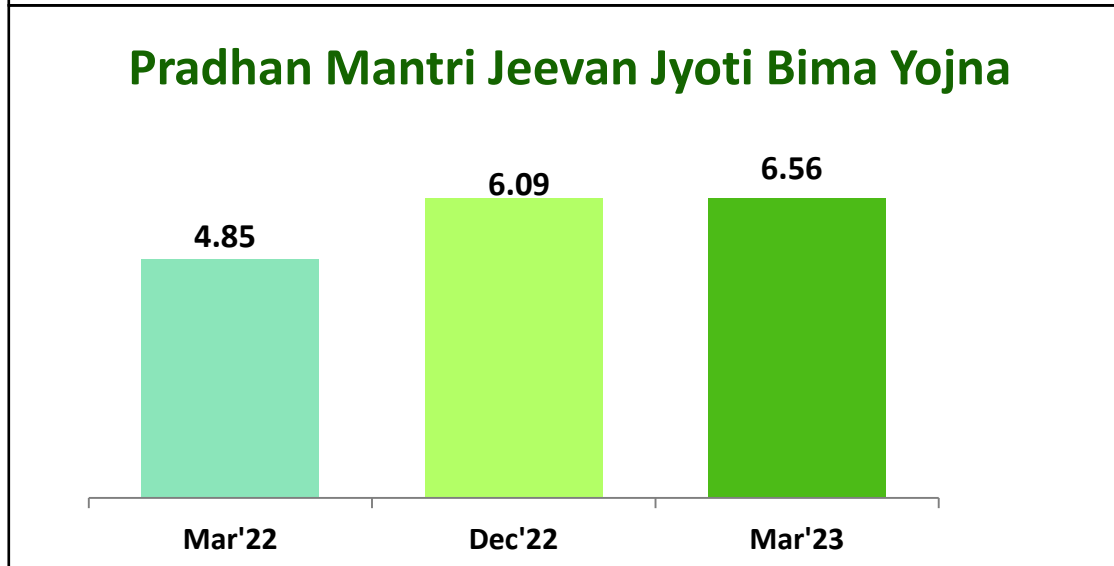
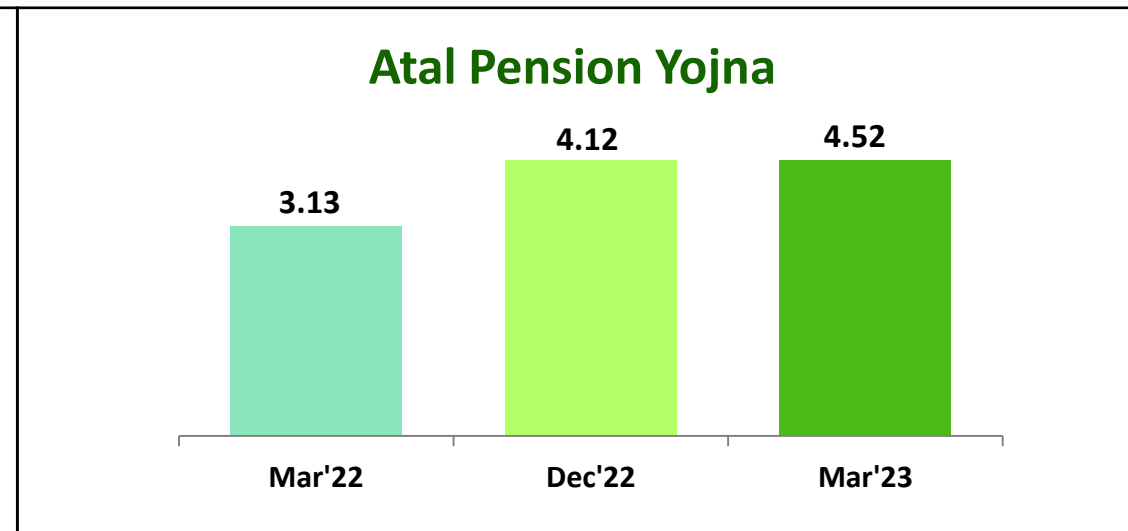
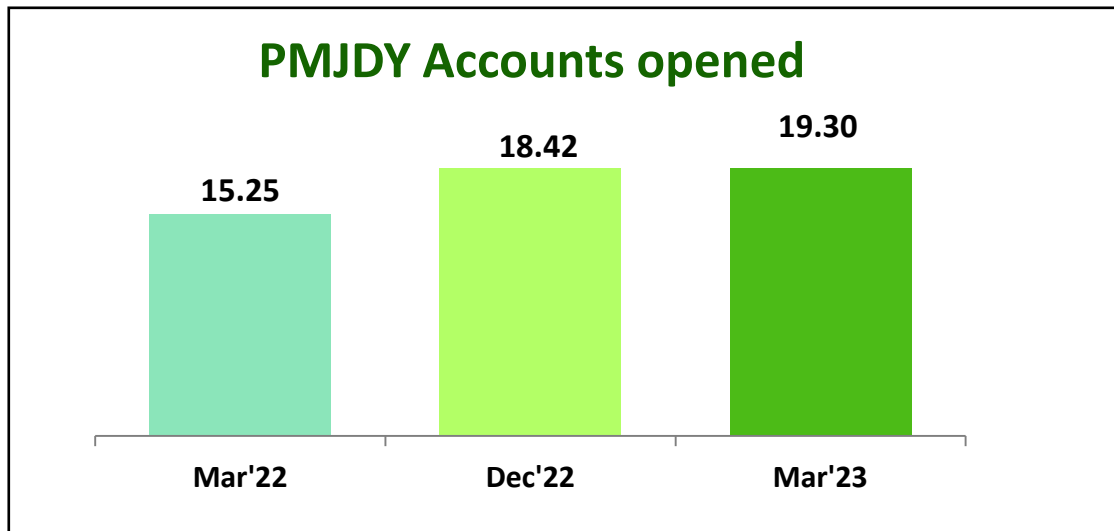
■ Govt. of India
 ■ LIC
 ■ Others

Particulars	31.03.22	31.12.22	31.03.23
Share Capital	6777.79 Cr	6777.79 Cr	6777.79 Cr
No. of Shares	677.78 Cr	677.78 Cr	677.78 Cr

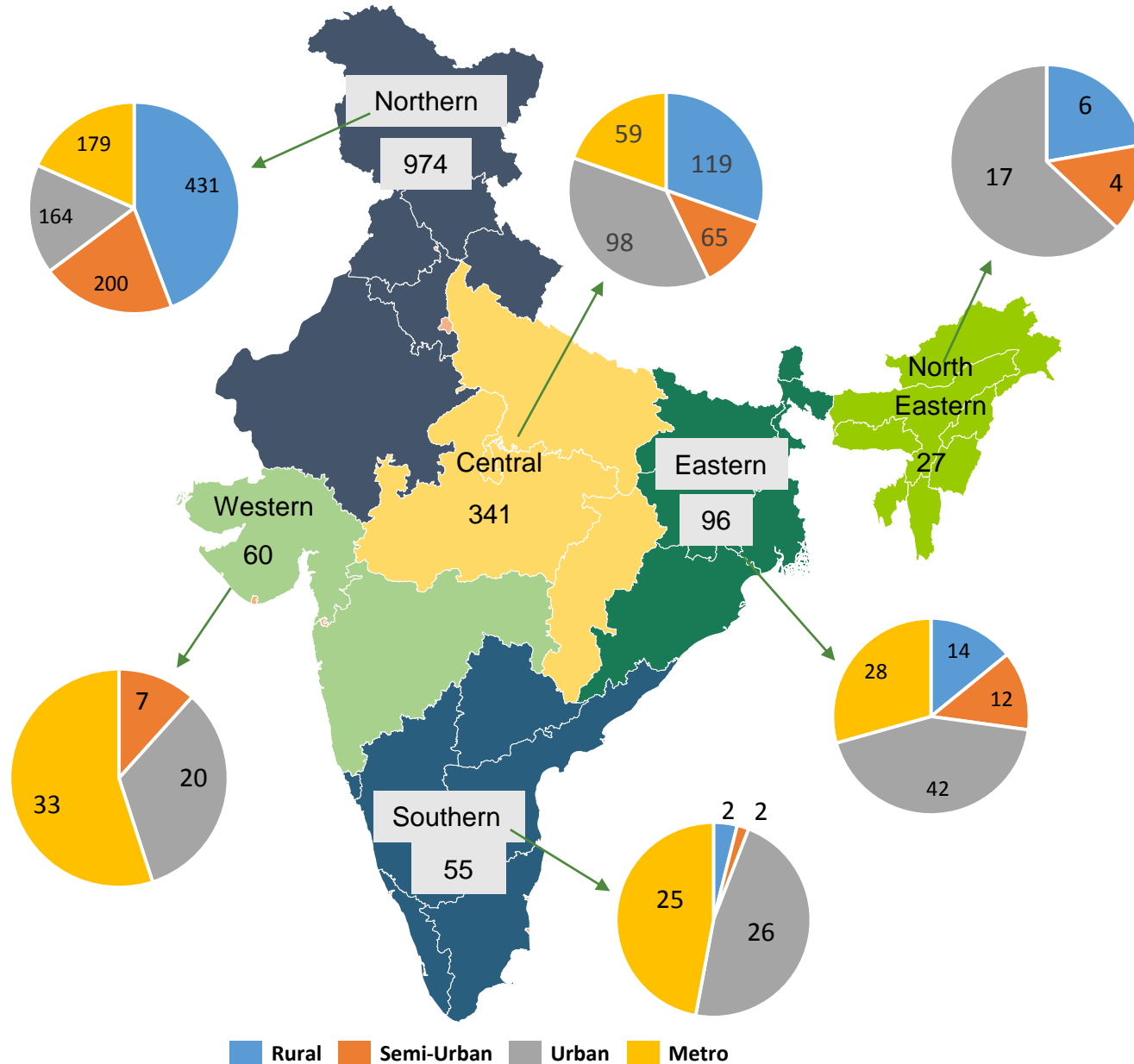
Particulars	31.03.22	31.12.22	31.03.23
Govt. of India	98.25	98.25	98.25
LIC	0.62	0.62	0.62
Others	1.13	1.13	1.13

Financial Inclusion

(Rs. in Lacs)



Geographical Presence- Expanding Footprints



Our Reach

- 1553*** Branches
No. of New Branches Open - 28
- 835** ATM's
- 357** BC
- 318** Districts Covered

Category*	Metro	Urban	Semi-urban	Rural
No. of Branches	324	366	290	573

* as on date

Contributing to ESG

Environment



- **Solar & Green Energy:** Bank has a portfolio of **Rs. 51.05 Crore** under this segment.
- The Bank has also launched **PSB E-VAHAN** for financing of Electric Passenger car.

Social



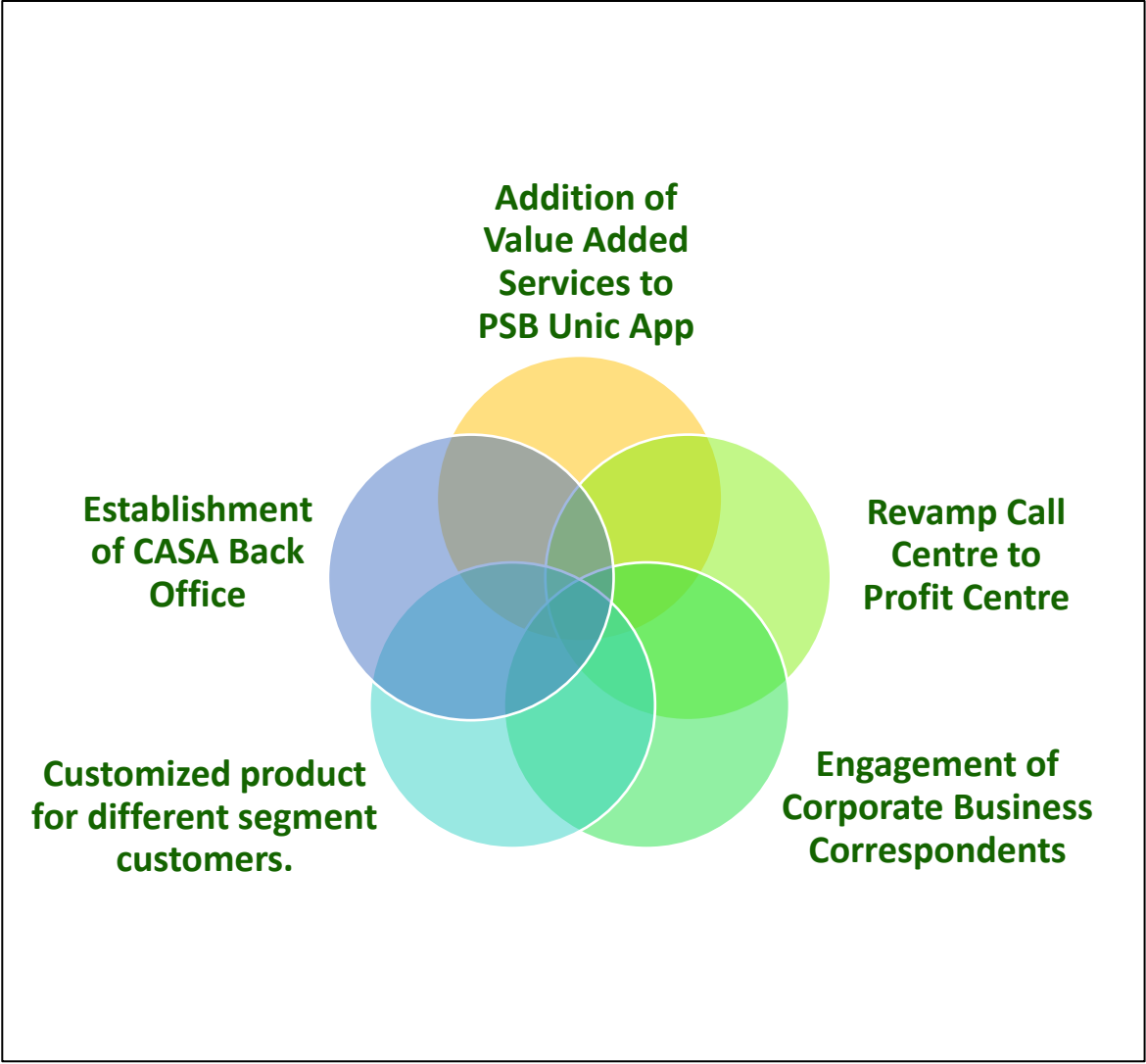
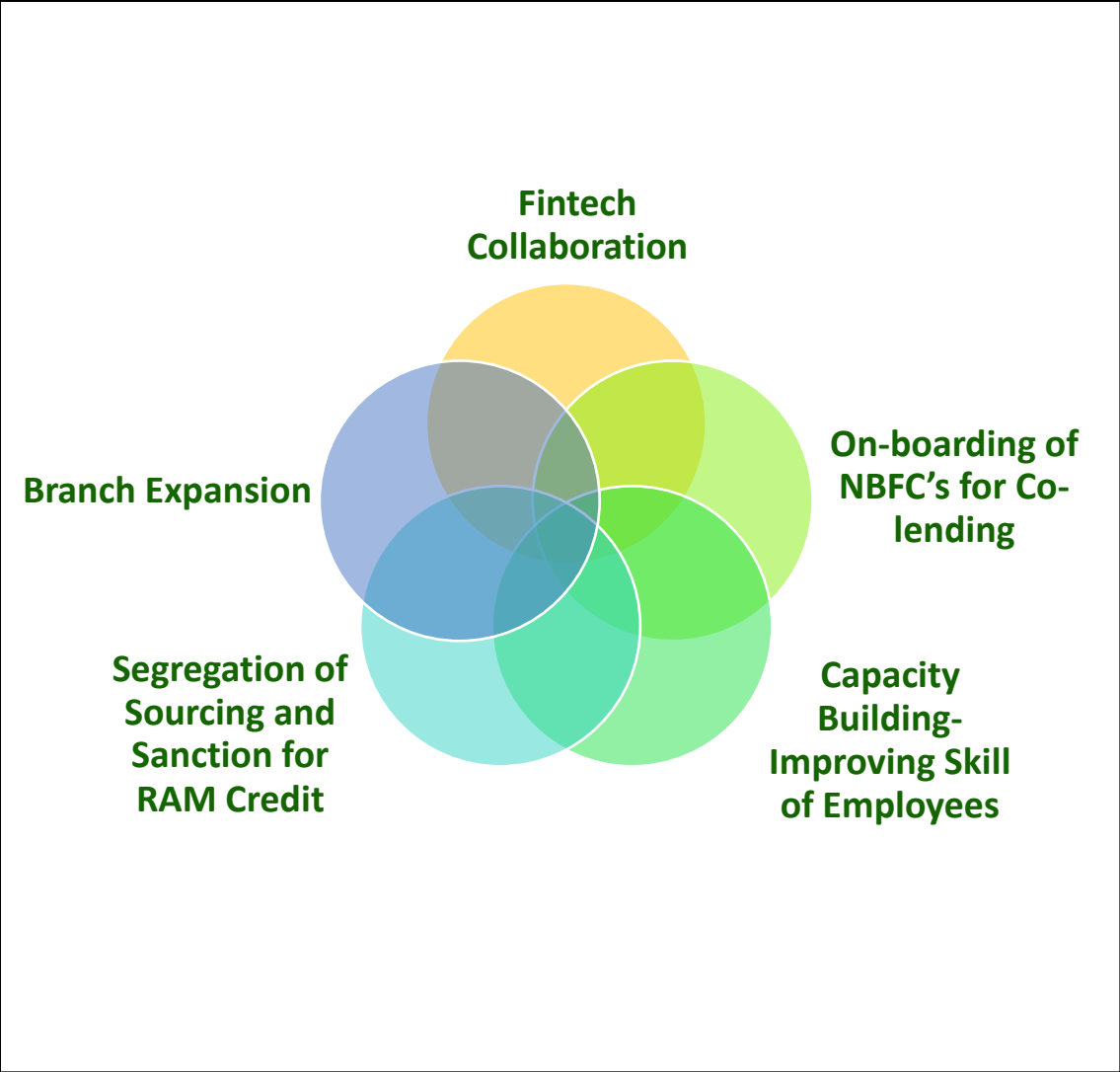
- Gender Diversity with approx 30% of Women Employee Workforce.
- Sanctioned Rs. 37 crore under PM Svanidhi .
- Sanctioned Rs. 1831 crore under PMMY during year ended Mar 23.
- Sanctioned 856 loans for Rs 194.55 Crore under Stand Up India during 2022-23.

Governance



- Commitment towards following best Corporate Governance practices and setting high standards of ethical values, transparency and a disciplined approach.
- Existence of own Grievance Redressal portal SPGRS (Standard Public Grievances Redressal System) facilitating for online lodging and tracking of complaint.

Initiatives Planned for FY'24



Key Parameters – Guidance for FY'24

Parameters	Guidance for Mar'23	Actual as on Mar '23	Achievement	Guidance for FY'24
Deposit Growth	>12%	7.37%	-	8-10%
Advances Growth	>15%	15.05%	✓	13-14%
Gross NPA	<9%	6.97%	✓	<6%
Net NPA	<2%	1.84%	✓	<1.5%
PCR	>89%	89.06%	✓	>89%
Recovery & Upgradation	Rs.1800 - 2000 Crore	2151 Crores	✓	>Rs.1500 Crore
NIM	2.95%-3% (Revised from earlier > 2.09%)	2.91%	-	>2.95%
Credit Cost	<1%	(0.38)%	✓	<1%
Slippage Ratio	<1% (Revised from earlier > 1.5%)	1.46 %	-	<1.25%

Disclaimer

- The Bank may alter, modify or otherwise change in any manner the contents of this presentation, without obligation to notify any person of such revision or changes.
- 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".
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THANK YOU

