

Analyst Presentation 31st December, 2012

BANK OF INDIA FRONT-RUNNER IN INDIA'S GROWTH STORY



Journey Commenced here - 1906



Corporate Office BKC, Mumbai- 2003



Global Footprints – Foreign Offices



USA (New York & SFO)

UK (London + 7branches)

Europe
-France (Paris)
-Belgium (Antwerp)

Hong Kong
Kowloon
Shenzen

Singapore
Jakarta
Ho Chi Minh

Japan (Tokyo & Osaka)
Phnom Penh

West Indies
- Cayman Islands

Channel Islands

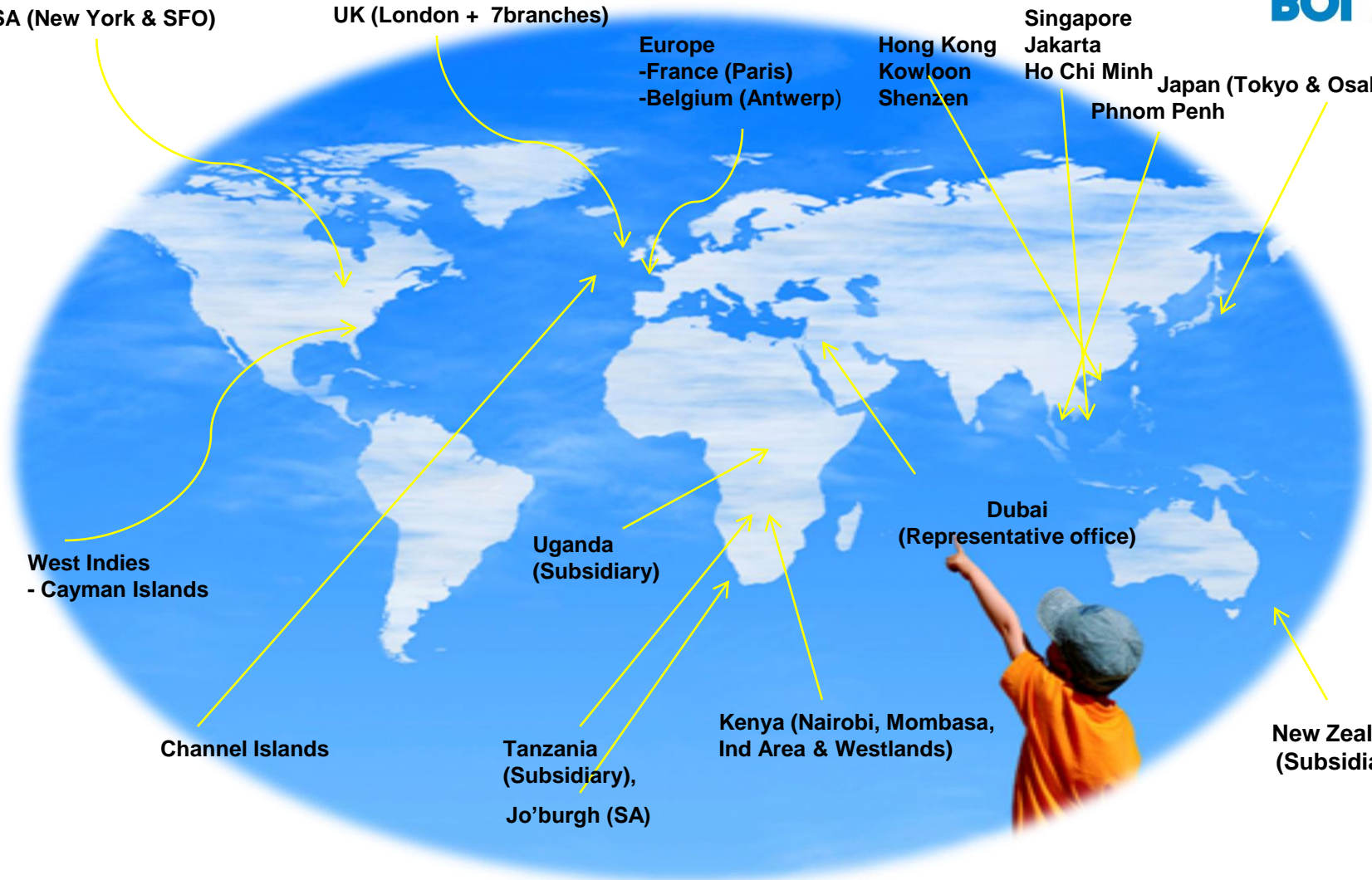
Uganda
(Subsidiary)

Tanzania
(Subsidiary),
Jo'burgh (SA)

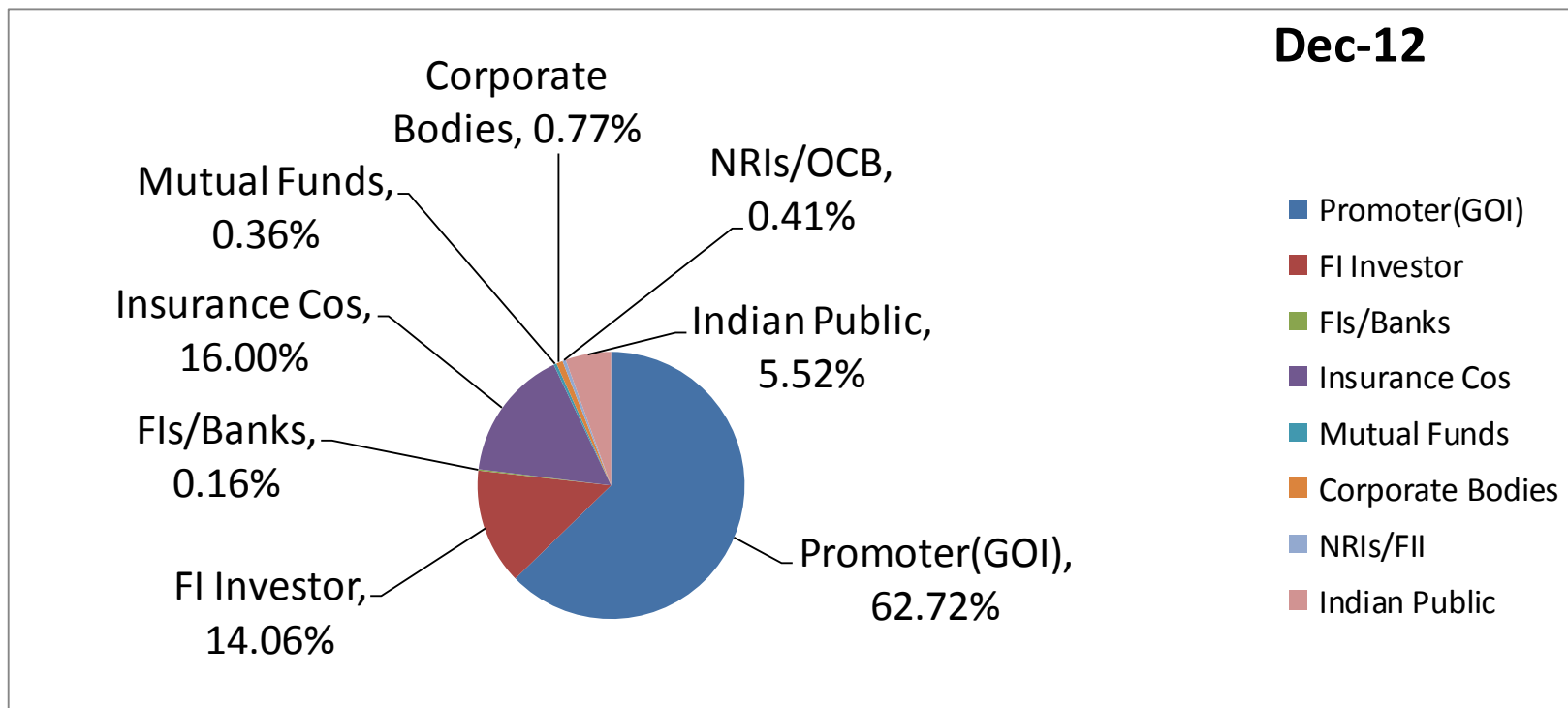
Kenya (Nairobi, Mombasa,
Ind Area & Westlands)

Dubai
(Representative office)

New Zealand
(Subsidiary)



Investor Profile- Shareholding Pattern (%)



Total Foreign Holding: 14.47%

Strategic Investments - Alliances & Jt. Ventures



- Promoter & largest share-holder of a leading Indian Primary Dealer – STCI (Finance) Ltd.
- JV with BSE to manage clearing & settlement operations – BOI Shareholding Ltd.
- JV Insurance company – SUD Life Insurance Co. Ltd. (Partners: Dai-ichi Life Insurance Co. Ltd., Japan & Union Bank of India)
- 100% subsidiary in Tanzania – BOI (Tanzania) Ltd.
- Bank of India (New Zealand) Ltd.- 100% subsidiary in New Zealand
- Bank of India (Uganda) Ltd.- 100% subsidiary in Uganda
- 51% subsidiary – BOI AXA Investments Managers Pvt. Ltd- BOI AXA Mutual Fund.
- Bank of India Indonesia (76% stake)
- ASREC – Asset reconstruction company- Joint venture(26% stake)
- Indo Zambia Bank –Joint venture (20% stake)
- Certificate of appreciation awarded by Computer Society of India to the bank for the Project – Financial Inclusion through ICT enabled solution
- Pilot branch migration of Kshetriya Kisan Gramin Bank with Aryavrat Kshetriya Gramin Bank.
- Launching of Revamped New Zealand Subsidiary website on the latest Web platform.

Business Performance- 2012-13



- Global Advances stood at ₹ 2,803,560 Mn
- Global Deposits stood at ₹ 3,491,171 Mn
- CASA at 33.84 %
- Global Business Mix reached ₹ 6,294,731 Mn
- **Q3 Performance:**
 - Operating Profit increased from ₹ 17,319 Mn to ₹ 18,558 Mn (YoYGrowth 7.15 %)
 - Net Profit Increased from ₹ 7,162 mn to ₹ 8,035 Mn (YoY Growth 12.15%)
 - Net Interest Income increased from ₹ 20,676 Mn to ₹ 23,085 Mn (YoY Growth 11.65 %)
 - Net Interest margin at 2.80% (Domestic) and 2.36% (Global)
 - Gross NPA ratio dropped from 3.42% in Sep-12 to 3.08 % in Dec-12
 - Net NPA ratio – 1.97 %.
 - ROA Improves to 0.75% in December 2012.

Major Business Parameters- Sequential



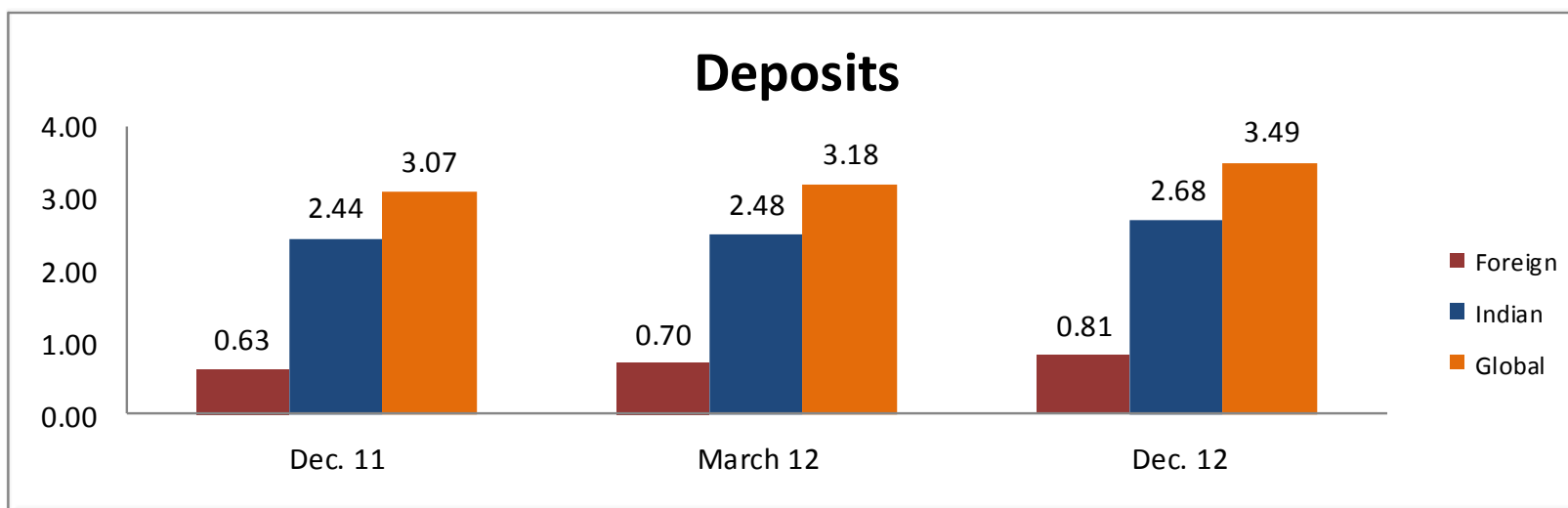
	Quarter ended				
	Dec -11	Mar -12	Jun -12	Sept -12	Dec. -12
Business Mix	5,403,668	5,697,103	6,031,442	5,930,732	6294731
Deposits	3,072,522	3,182,160	3,389,826	3,326,947	3491171
Advances	2,331,146	2,514,943	2,641,616	2,603,785	2803560
Operating Profit	17,319	20,146	16,736	18,541	18558
Net Profit	7,162	9,527	8,875	3,019	8035
NIM (%)	2.55	2.86	2.27	2.42	2.50
Gross NPA (%)	2.74	2.34	2.56	3.42	3.08
Net NPA (%)	1.78	1.47	1.69	2.04	1.97
Book Value (INR)	314.96	326.52	341.97	347.22	361.21

CD Ratio- Sequential



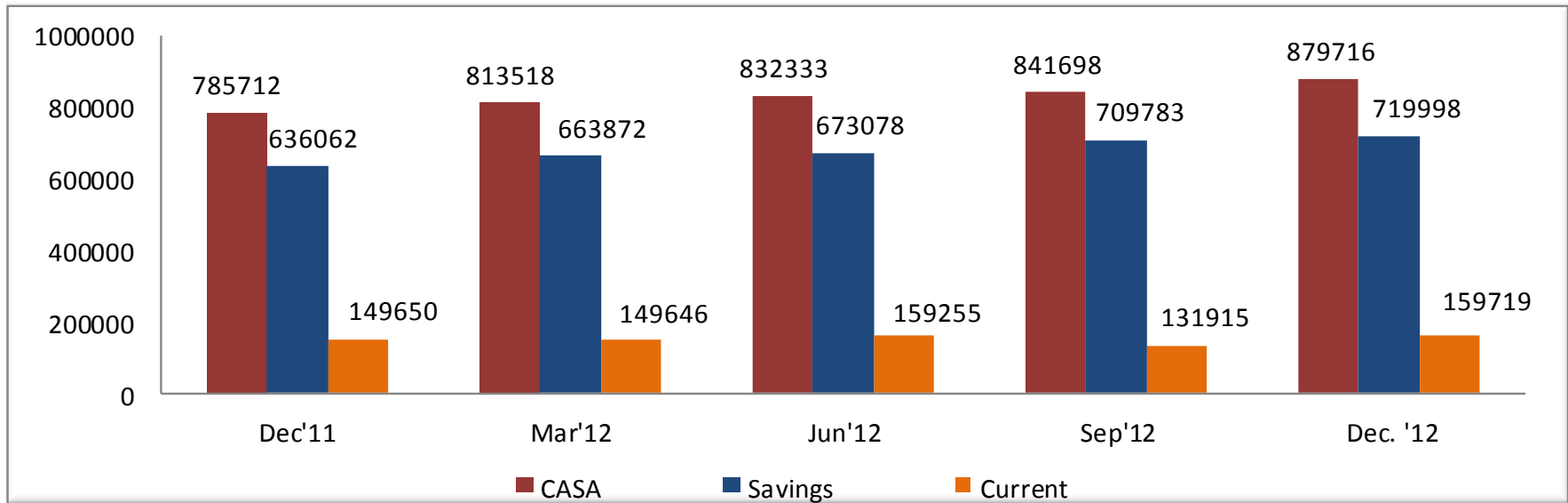
	Quarter ended				
	Dec -11	Mar -12	Jun -12	Sept -12	Dec. -12
CD Ratio					
Global	75.87	79.03	77.92	78.26	80.30
Domestic	66.84	71.61	68.61	68.94	70.46
Foreign	110.89	105.45	112.64	114.57	112.88

Deposits



<p>Domestic Deposits</p> <p>❖ Y-o-Y Growth: 9.84 %</p>	<p>Foreign Deposits</p> <p>Y-o-Y Growth: 28.57 %</p>	<p>Global Deposits</p> <p>Y-o-Y Growth: 13.68 %</p>
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DOMESTIC DEPOSITS (CASA)



**CASA : 11.96 %
(YoY growth)**

**Savings Bank: 13.20 %
(YoY growth)**

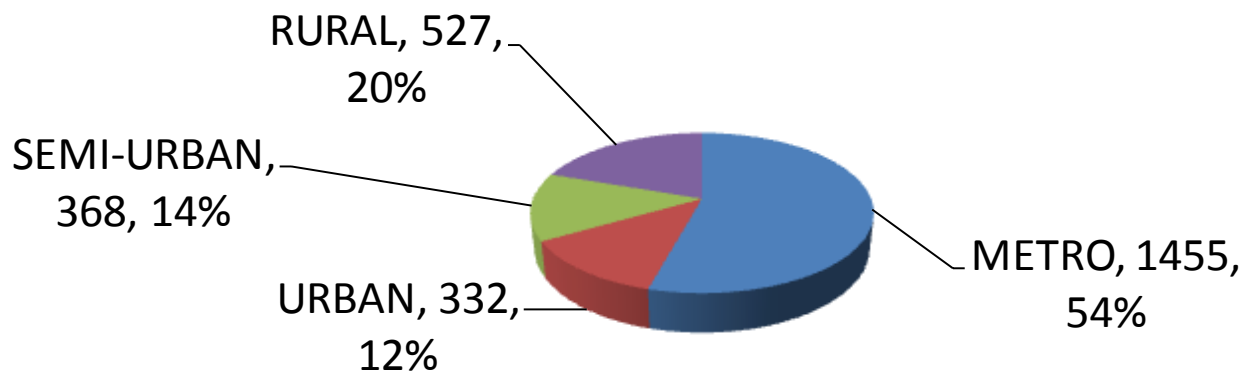
Share of CASA to Aggregate Deposits

**Dec. 11 – 32.41 % Dec. 12 – 33.84 %
%**

Domestic Deposits – Category-wise

₹ Bn

DEC. 12



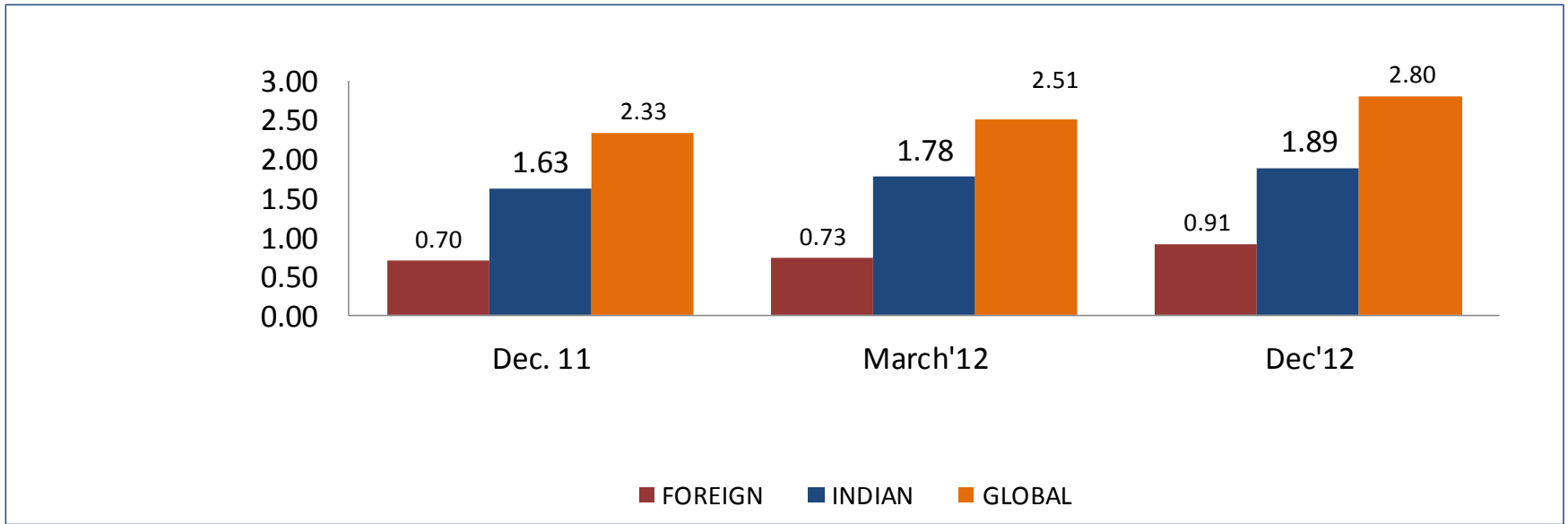
Bulk Deposits



₹ Mn

	June-12	Sep-12	Dec- 12	% to Domestic Deposits
Bulk deposits	564440	499870	409680	15.28 %
Certificate of Deposits	149280	92390	94700	3.53 %

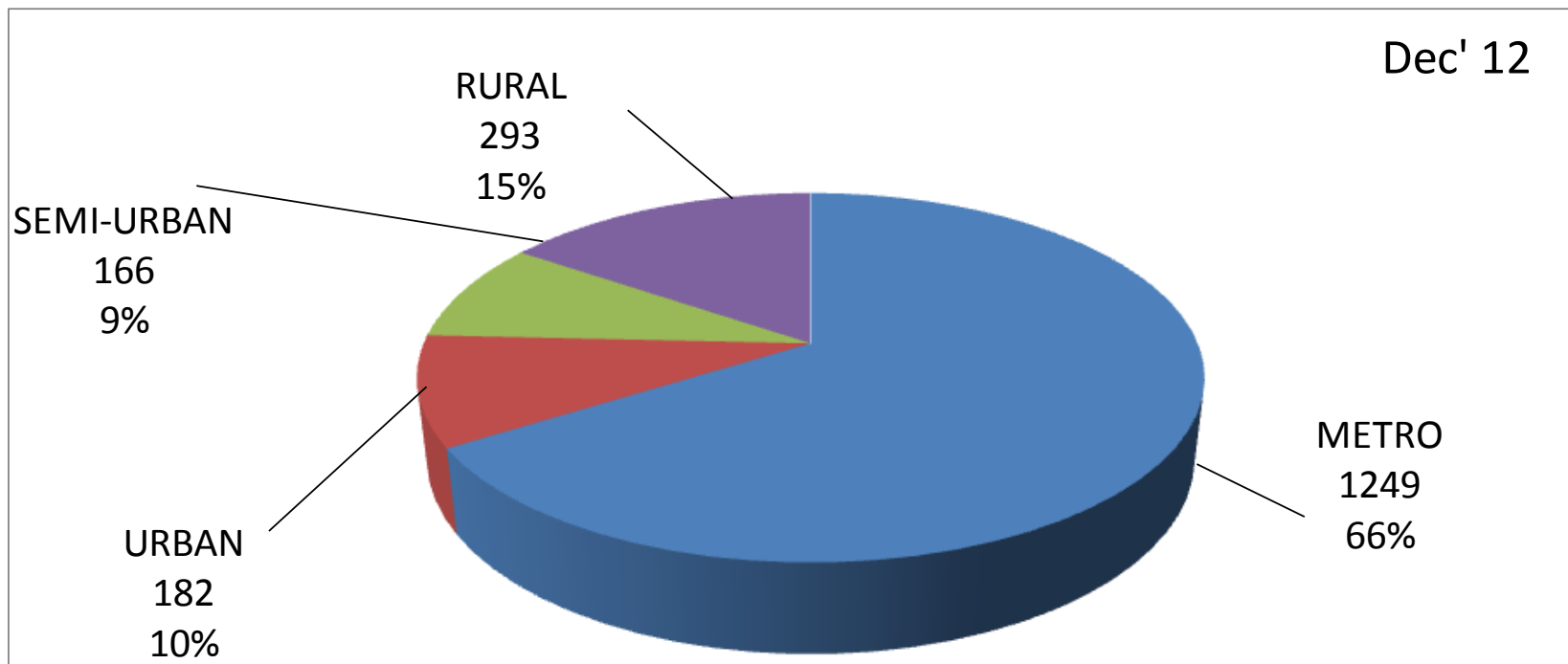
Gross Advances



<p>Domestic</p> <p>YoY Growth: 15.95 %</p>	<p>Foreign</p> <p>YoY Growth: 30.00 %</p>	<p>Global</p> <p>YoY Growth: 20.17 %</p>
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Domestic Advances – Category-wise

₹ Bn



Key Sectors (Domestic Credit)



₹ Mn

	Dec. 11	Mar-12	Dec. 12	% YoY Growth
Agriculture	207,800	211,780	249,490	20.06 %
MSME	311,500	322,700	325,610	4.53 %
Retail Credit	180,040	191,160	209,140	16.16 %
Corporate	933,910	1,053,862	1,105,559	18.37 %
Total	1,633,250	1,779,502	1,889,799	15.70 %

Major Industry-wise Advances - Domestic



	Dec-11	Mar-12	June-12	Sep-12	Dec-12	YoY Growth %
Textiles	77,940	80,620	80,380	82,040	83,960	7.72 %
Chemicals & Chemical products	46,030	46,310	48,860	48,830	49,310	7.13 %
Rubber, Plastic & their products	21,410	22,850	23,090	22,950	24,980	16.67 %
Basic metal & metal products	120,800	120,890	123,100	130,650	13,3240	10.30 %
Vehicles, vehicle parts & Transport equipment	24,310	21,170	23,570	24,340	21,140	-13.04 %
Gems & Jewellery	31,470	35,970	37,910	39,000	45,320	44.01 %
Infrastructure	254,230	282,130	283,200	306,330	315,090	23.94 %
Other Industries	172,960	209,510	209,010	217,320	235,050	35.90 %
Total	749,150	819,450	829,120	871,460	908,090	21.22 %

Overseas Advances - Breakup

	Dec.-11	Dec.-12
TRADE	51,620	64,431
MANUFACTURING	74,568	81,300
REAL ESTATE	13,290	14,477
LOAN AGAINST DEPOSITS	14,688	14,874
BUYERS CREDIT	365,699	481,938
OTHERS *	178,067	256,853
TOTAL	697,932	913,873

* Others include Staff Loans, Bills discounted for other banks, syndication/ECB loans, FCTL, etc.

Advances to Sensitive Sectors - Domestic



SECTOR	DEC-11	MAR-12	JUN-12	SEPT.-12	DEC -12	% YoY Growth
Total Advances	1,633,250	1,779,502	1,833,926	1,825,259	1,889,799	15.71
REAL ESTATE	207,017	227,304	261,275	247,862	251,726	21.60
Out of which						
▪ HOUSING LOAN	85,756	88,281	93,996	99,685	104,969	22.40
▪ MORTGAGE LOAN	16,709	16,440	14,517	15,536	15,990	-4.30
▪ COMML. REAL ESTATE	41,436	48,479	47,856	47,058	45,424	9.62
▪ Others(Invest & Indirect)	63,116	74,104	104,906	85,583	85,343	35.22
CAPITAL MARKET	34,256	33,373	34,443	34,417	36,762	7.32

Standard Restructured Advances



	Domestic	Foreign	Global	% of Global Restructured advances to Global advance
As on 30.09.2012	157,865	20,657	178,522	6.86 %
Additions during Q3	20,339	1,723	22,062	
Less :-repayments in Restructured Accounts	18,836	390	19,226	
As on 31.12.2012	159,368	21,990	181,358	6.47 %

Sector wise breakup of Standard Restructured Advances

₹ Mn



DOMESTIC	AMOUNT
Infrastructure	58,510
Aviation	23,290
Textile	17,410
Steel	5,310
Hotel	9,610
Sugar	5,490
Pharmaceuticals	2,250
Chemicals	3,040
Computer / IT Related	1,950
Engineering	1,920
Education	2,550
Agriculture	1,920
Paper & Paper products	1,970
Trade	770
Other Metals	1,840
Services Others	1,300
Construction	1,650
Automobiles	920
Commercial Real Estate Exposure	770
Gems & Jewellery	480
Miscellaneous	16,420
Total	159,370

MOVEMENT OF NPA IN RESTRUCTURED ACCOUNTS



₹ Mn

	Domestic			Foreign	Global	% of Total Restructured A/cs
	> 10 Mn	< 10Mn	Amount	Amount	Amount	
As on 31.03.2012	26,137	2,140	28,277	886	29,163	17.79 %
Additions during Q1	1,408	330	1,738	52	1,790	
Less : Repayment in Restructured a/c s / Exchange fluctuation	619	110	729	0	729	
As on 30.06.2012	26,926	2,360	29,286	938	30,224	14.69 %
Additions during Q2	5,025	37	5,062	1,742	6,804	
Less : Repayment in Restructured a/c s / Exchange fluctuation	636	0	636	89	725	
As on 30.09.2012	31,315	2,397	33,712	2,591	36,303	16.95%

MOVEMENT OF NPA IN RESTRUCTURED ACCOUNTS



₹ Mn

	Domestic			Foreign	Global	% of Total Restructured A/cs
	> 10 Mn	< 10Mn	Amount	Amount	Amount	
As on 30.09.2012	31,315	2,397	33,712	2,591	36,303	16.95 %
Additions during Q3	8,187	0	8,187	93	8,280	
Less : Repayment in Restructured a/c s / Exchange fluctuation	2,798	27	2825	-	2,825	
As on 31.12.2012	36,704	2,370	39,074	2,684	41,758	18.71 %

NPAs



₹ Mn

	Dec. 11	Mar-12	June-12	Sept.-12	Dec.-12
Gross NPA	63,860	58,939	67,518	88,986	86,251
Net NPA	40,931	36,564	44,134	52,283	54,555
Gross NPA %	2.74	2.34	2.56	3.42	3.08
Net NPA %	1.78	1.47	1.69	2.04	1.97
Provision Coverage Ratio %	60.87	64.18	60.86	60.96	60.74

Movement of NPA



	31.03.2012			Q1 2012-13			Q2 2012-13			Q3 2012-13		
	Domestic	Foreign	Total	Domestic	Foreign	Total	Domestic	Foreign	Total	Domestic	Foreign	Total
Opening Balance	43,570	4,550	48,120	51,700	7,240	58,940	57,690	9,830	67,520	75,490	13,490	88,980
Add : Slippages	50,270	3,740	54,010	14,580	2,890	17,470	23,390	3,940	27,330	11,280	930	12,210
Total	93,840	8,290	102,130	66,280	10,130	76,410	81,080	13,770	94,850	86,770	14,420	101,190
Less : Recovery	11,820	230	12,050	3,040	290	3,330	2,920	240	3,160	3,730	-80	3,650
Upgradation	4,870	0	4,870	2,220	00	2,220	2,080	00	2,080	2,810	330	3,140
Write Off	23,330	810	24,140	3,060	00	3,060	100	00	100	8,110	00	8,110
Total reduction	40,020	1,050	41,070	8,320	290	8,610	5,100	240	5,340	14,650	250	14,900
Less URI	2,120	0	2,120	270	10	280	490	40	530	10	30	40
Closing Balance	51,700	7,240	58,940	57,690	9,830	67,520	75,490	13,490	88,980	72,110	14,140	86,250

Sector wise Breakup of NPA - Domestic



₹ Mn

	Dec- 12	% of Total NPA	% of Total Sectoral Advances
Agriculture	8,146.98	9.45	2.79
Industry	39,203.65	45.45	4.44
Services	20,962.55	24.30	3.89
Personal Loans	3,797.29	4.40	2.14
DOMESTIC (TOTAL)	72,110.47	83.60	
FOREIGN	14,140.10	16.40	
GLOBAL (TOTAL)	86,250.57	100.00	

NPA-Overseas



₹ Mn

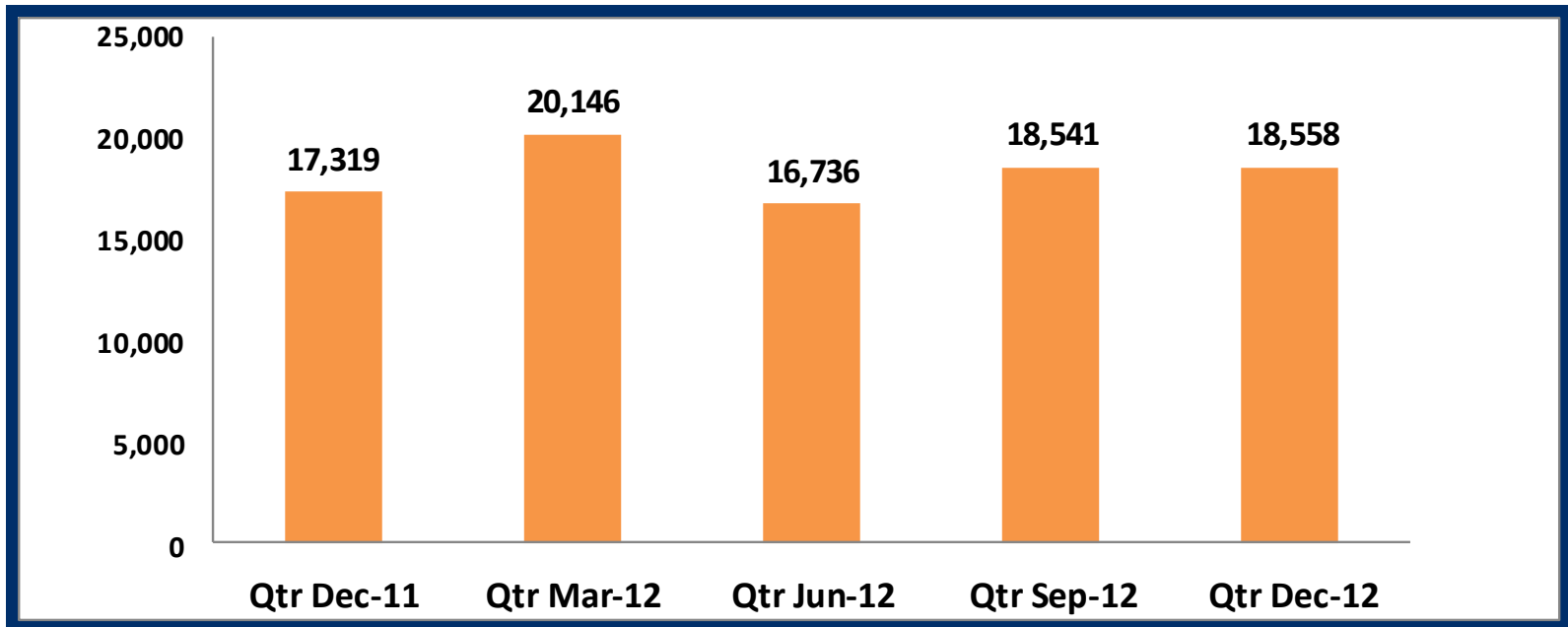
	Dec-11	Dec- 12
TRADE	3,476	4,625
MANUFACTURING	1,015	3,267
REAL ESTATE	1,526	836
OTHERS	1,956	5,412
TOTAL	7,973	14,140

Profit – Summary

		Qtr Dec 2011	Qtr Mar 2012	Qtr Jun 2012	Qtr Sept. 2012	Qtr Dec. 2012	Variation YoY (%)
1	Interest Earned	71,501	78,106	77,092	80,055	80,227	12.20
2	Interest Expended	50,826	53,096	56,656	58,095	57,142	12.43
3	Net Interest Income (1 - 2)	20,675	25,010	20,436	21,960	23,085	11.66
4	Non-Interest Income	8,522	9,671	8,409	8,941	9,372	9.97
5	Total Operating Income (3+4)	29,197	34,681	28,845	30,901	32,457	11.17
6	Operating Expenses	11,878	14,535	12,109	12,360	13,899	17.01
7	Operating Profit (5 - 6)	17,319	20,146	16,736	18,541	18,558	7.16
8	Total Provision	10,157	10,619	7,861	15,522	10,523	3.60
9	Net Profit	7,162	9,527	8,875	3,019	8,035	12.15

Operating Profit (Sequential)

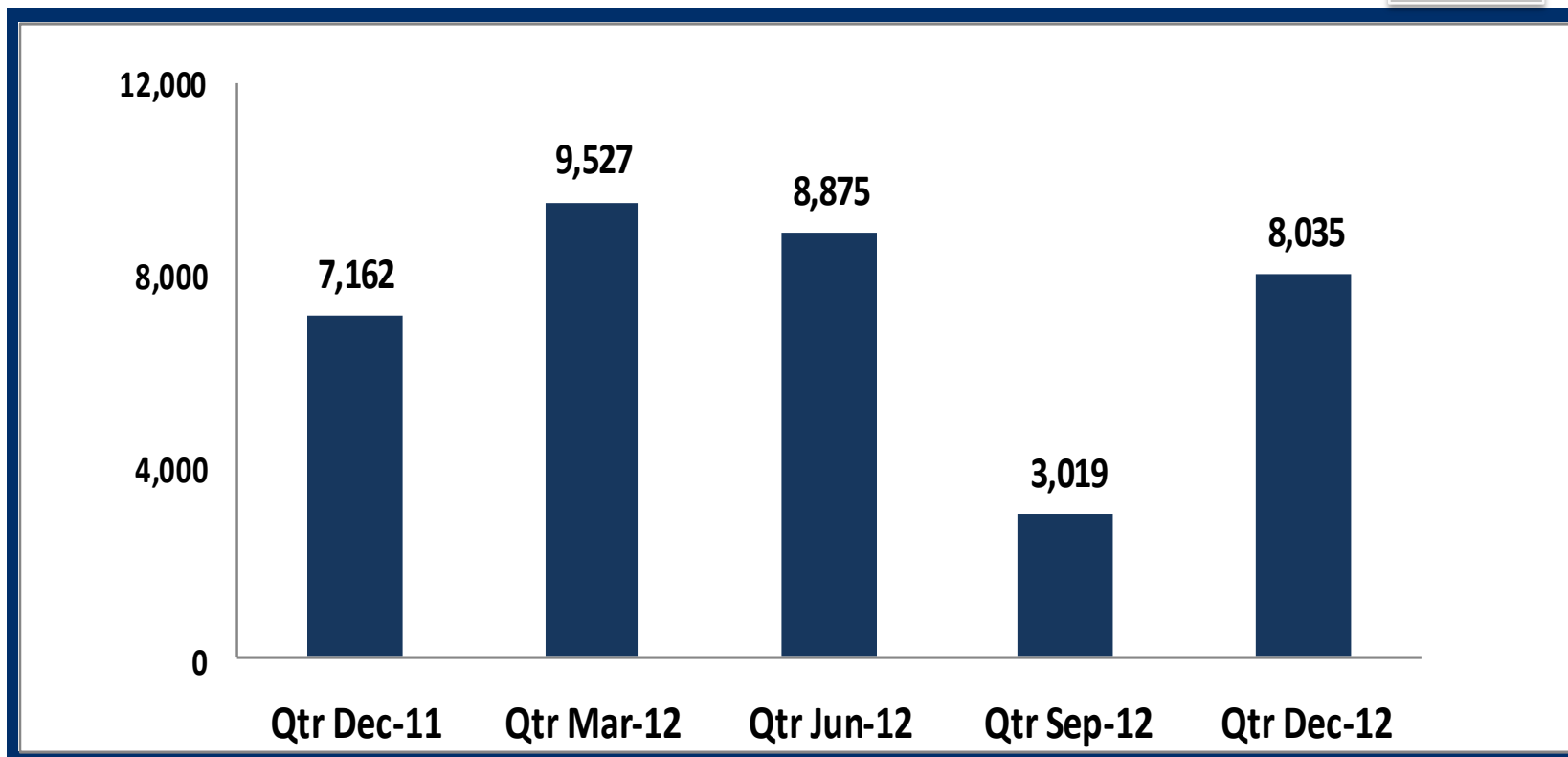
(₹ Mn)



Dec.'11 - Dec.'12 Growth – 7.15 %

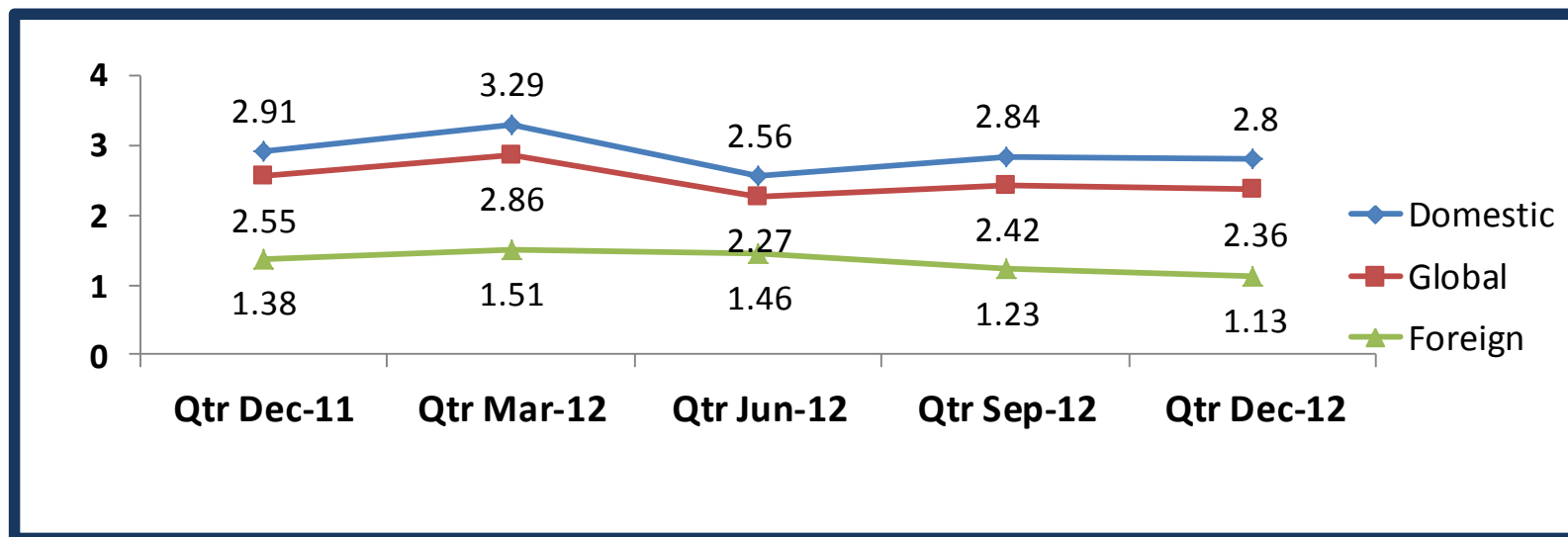
Net Profit (Sequential)

(₹ Mn)



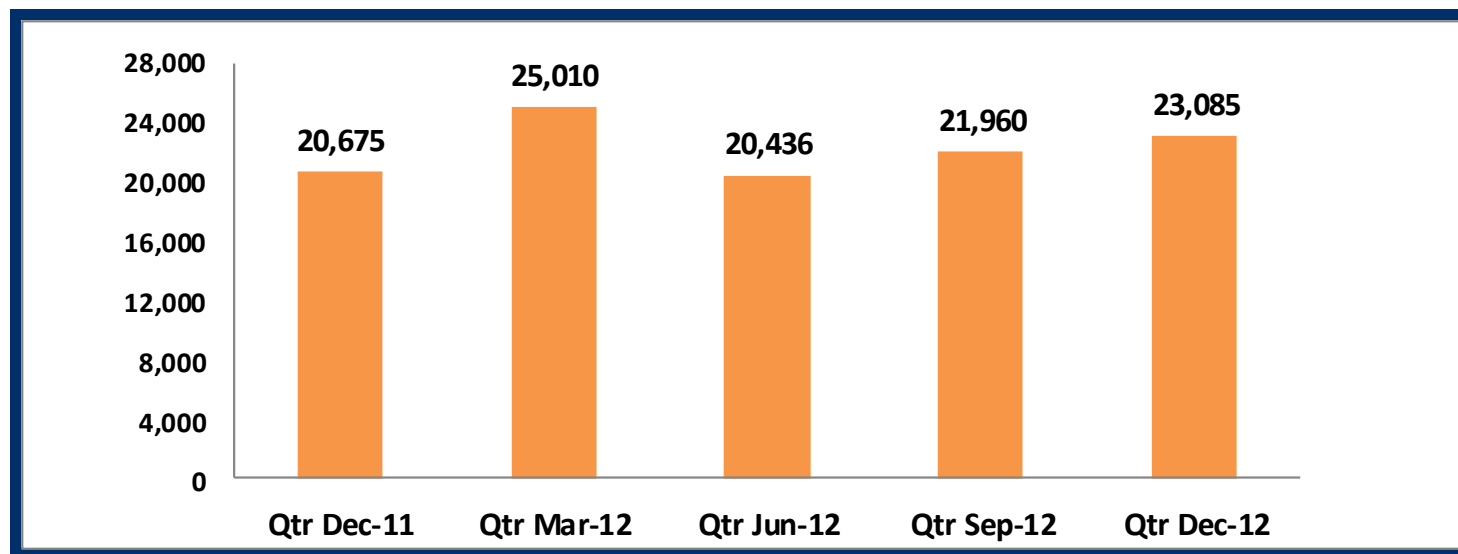
Dec.'11 - Dec.'12 Growth: - 12.19 %

Net Interest Margin



Net Interest Income (Sequential)

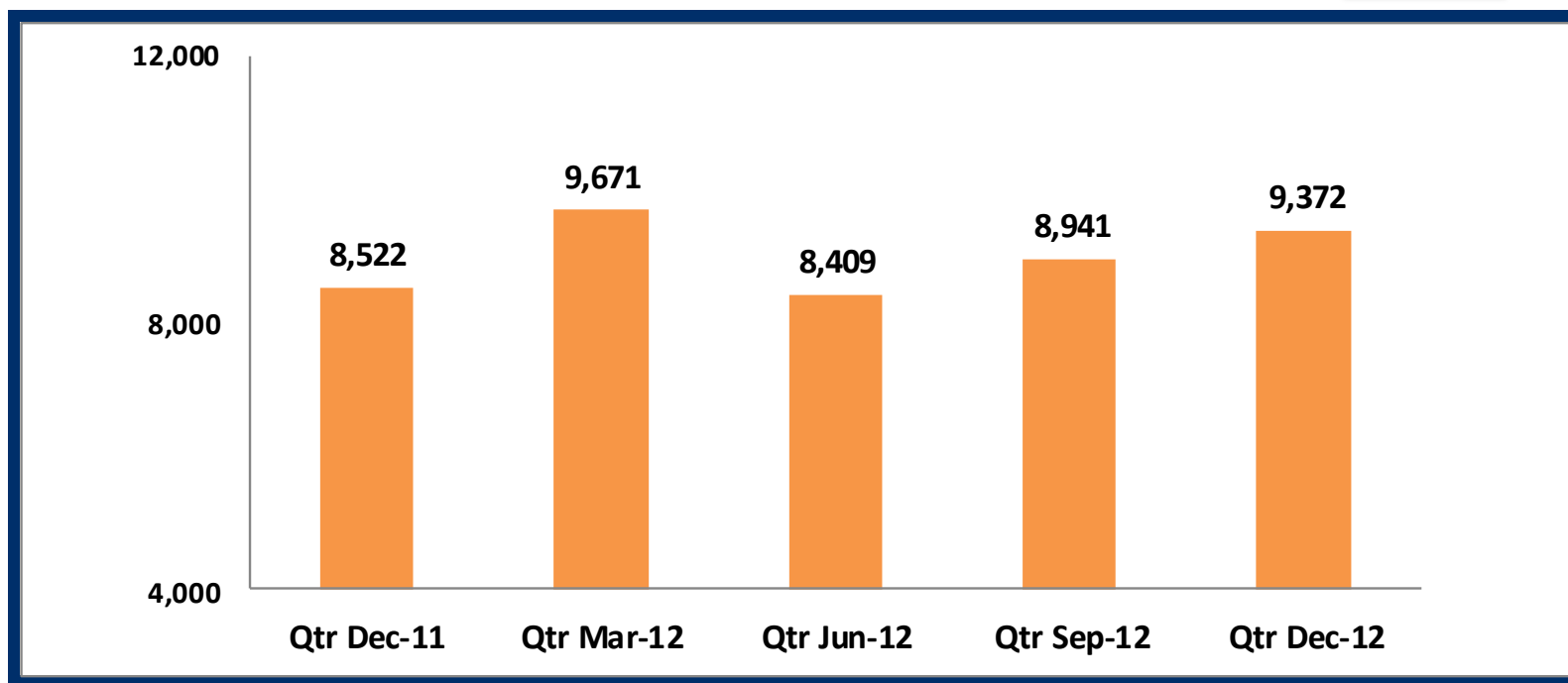
(₹ Mn)



Dec.'11 - Dec.'12 Growth – 11.66 %

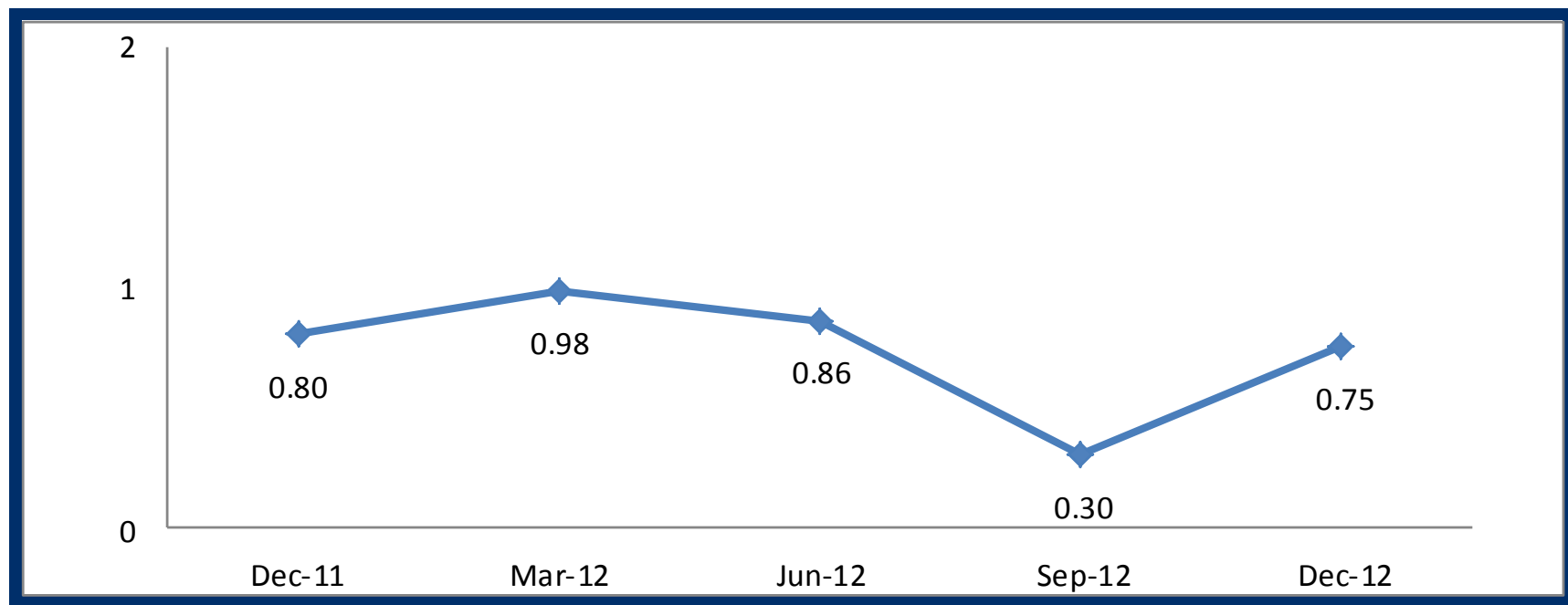
Non Interest Income (Sequential)

(₹ Mn)



Dec.'11- Dec.'12 growth – 9.97 %

Return on Assets (Sequential)



Non-interest Income



	Qtr Dec- 11	Qtr Mar- 12	Qtr Jun- 12	Qtr Sept.- 12	Qtr Dec.- 12	Variation YoY (%)
Treasury:						
PROFIT FROM SALE OF SECURITIES	712	736	1,004	1,032	860	20.79
PROFIT FROM EXCHANGE TRANSACTIONS	1,239	1,700	934	1,840	1,812	46.25
Sub Total (A)	1,951	2,436	1,938	2,872	2,672	36.96
Core-banking Operations:						
COMMISSION / EXCHANGE / BROKERAGE	3,204	3,516	3,030	2,876	2,927	-8.65
OTHER NON-INTEREST INCOME	1,509	1,813	1,074	1,527	1,312	-13.06
Sub Total (B)	4,713	5,329	4,104	4,403	4,239	-10.06
RECOVERY IN WRITTEN OFF ACCOUNTS (C)	1,858	1,906	2,367	1,666	2,460	32.40
TOTAL NON-INTEREST INCOME (A+B+C)	8,522	9,671	8,409	8,941	9,371	9.96

Net Profit



	Qtr Dec-11	Qtr Mar-12	Qtr June-12	Qtr Sept.-12	Qtr Dec.-12	Variation YoY %
OPERATING PROFIT	17,319	20,146	16,736	18,541	18558	7.15
TOTAL PROVISIONS	10,157	10,619	7,861	15,522	10523	3.60
-PROVISION FOR NPA	3,325	4,807	5,692	14,772	5910	77.74
-PROVISION FOR INVESTMENTS	1,185	771	-1,356	-660	200	-83.12
-PROVISION FOR TAXATION	3,227	3,601	3,139	1	1365	-57.70
-OTHER PROVISIONS	2,420	1,440	386	1,409	3048	25.95
NET PROFIT	7,162	9,527	8,875	3,019	8035	12.15

Cost and Yield- Quarterly movement (%age)



	Dec 11			Mar 12			Jun 12			Sept. 12			Dec. 12		
	INDIAN	FOREIGN	GLOBAL	INDIAN	FOREIGN	GLOBAL	INDIAN	FOREIGN	GLOBAL	INDIAN	FOREIGN	GLOBAL	INDIAN	FOREIGN	GLOBAL
Cost of Deposits	7.06	1.35	5.96	7.12	1.35	5.98	7.25	1.30	5.95	7.34	1.36	6.10	7.27	1.29	6.00
Yield on Advances	11.93	3.35	9.45	12.26	3.55	9.73	11.25	3.40	8.85	11.90	3.14	9.19	11.58	2.90	8.87
Yield on Investments	7.89	4.72	7.74	7.92	5.30	7.80	8.01	6.78	7.95	7.99	4.97	7.85	7.81	4.68	7.68
Yield on Funds	9.27	3.49	7.99	9.85	3.44	8.34	9.12	3.84	7.86	9.43	3.54	8.04	9.42	3.19	7.91
Cost of Funds	6.68	2.17	5.68	6.78	2.05	5.67	6.84	2.39	5.77	6.92	2.31	5.84	6.77	2.08	5.63
NIM	2.91	1.38	2.55	3.29	1.51	2.86	2.56	1.46	2.27	2.84	1.23	2.42	2.80	1.13	2.36

Investments - Domestic



	Dec.-11				Dec.-12			
	AFS	HTM	HFT	TOTAL	AFS	HTM	HFT	TOTAL
1. SLR INVESTMENTS	126,859	534,055	203	661,117	139,710	576,502	250	716,462
OF WHICH:								
GOVERNMENT SECURITIES	125,448	532,828	203	658,479	139,710	574,819	250	714,779
OTHER APPROVED SECURITIES	1,411	1,227	-	2,638	-	1,683	-	1,683
M Duration - AFS	2.04	-	-		4.08	-	-	-
2. NON SLR INVESTMENTS	148,939	10,311	-	159,250	101,402	10,870	11	112,283
M Duration	0.78		-	-	1.75	-	-	-
TOTAL	275,798	544,366	203	820,367	241,112	587,372	261	828,745

Capital Adequacy – Basel II

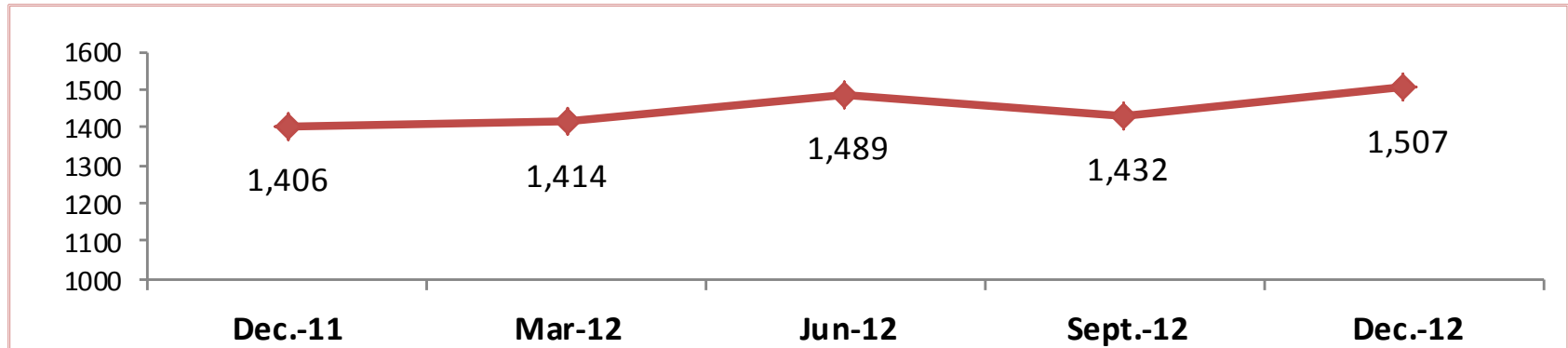


	31.12.2011	31.03.2012	30.06.2012	30.09.2012	31.12.2012
Tier I Capital	171,170	202,300	202,700	202,390	202,460
Tier II Capital	78,980	79,160	76,670	76,140	78,300
Total Capital	250,150	281,470	279,370	278,530	280,760
Total Assets	3,645,565	3,845,360	4,005,410	3,957,392	4,159,661
Risk Weighted Assets	2,236,300	2,354,660	2,445,440	2,508,320	2,650,820
CRAR - Tier I (%)	7.65	8.59	8.29	8.07	7.64
CRAR - Tier II (%)	3.53	3.36	3.13	3.03	2.95
CRAR (%)	11.18	11.95	11.42	11.10	10.59

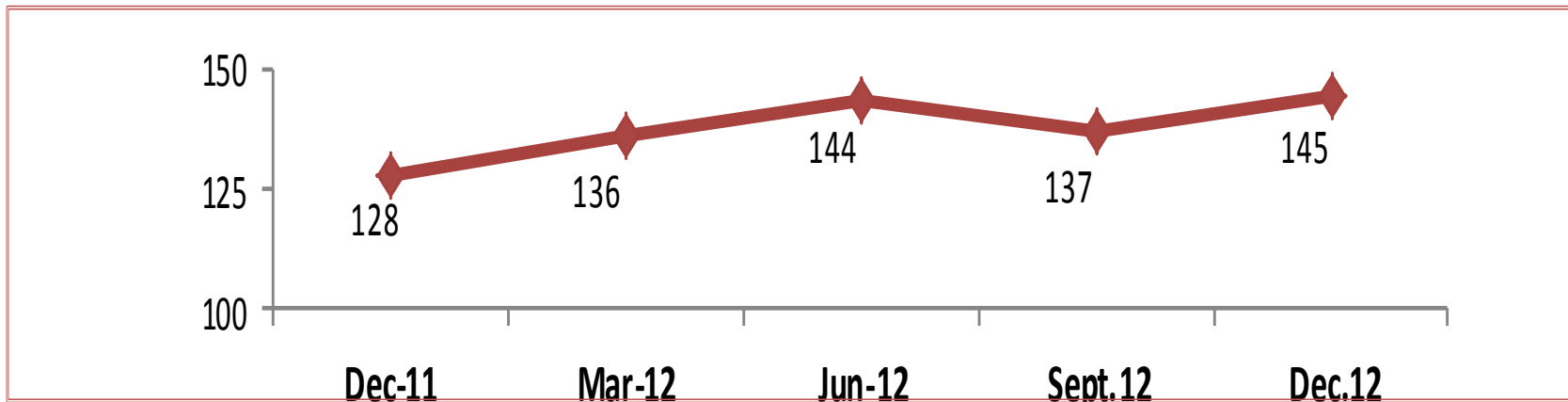
Productivity



Business Per Branch



Business Per Employee



Awards & Accolades



- Bank has been awarded as “The Best Bank for excellence in AADHAR related UIDAI programme of Government of India at the hands of Prime Minister at DODU village near Jaipur in Rajasthan”.
- The Bank has been awarded the ‘Outlook Money Award 2012’ for “Best Education Loan” provider.
- The Bank has been rated by ET as the Second Most Trusted Brand in India” among the PSU banks.
- The Bank has been conferred with National Award-2011 for implementing PMEGP scheme in West Zone.
- The Bank has been ranked Second by Ministry of MSME, New Delhi based on its performance in lending to Micro Enterprises.
- Bank of India received the Winners Award in International Banking Technology Award 2010 from IBA in the best Business Enablement Initiative category.

Way Ahead



- **CASA growth with higher customer acquisition**
- **Continued focus on SME, Retail and Rural Business**
- **Continued focus on Inclusive Growth**
- **I.T. Enabled Services to ensure better customer satisfaction**
- **Focused attention on Human resources.**
- **Focus on Credit Monitoring and Recovery.**
- **Customer acquisition drive to continue, especially, by way of opening new branches at institutional areas.**

