

February 9, 2018

Performance Analysis

Q3 FY 2018



बैंक ऑफ़ बड़ौदा
Bank of Baroda

Safe Harbor

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projections, our exposure to market risks as well as other risks. Bank of Baroda undertakes no obligation to update the forward-looking statements to reflect events or circumstances after the date thereof.

Note: All financial numbers in the presentation are from Audited Financials or Limited Reviewed financials or based on Management estimates.

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Performance Highlights

Major Highlights: Q3 FY 18



- 1** Improving Operating Performance: Operating Profit of INR 3,650 crore during quarter ended Dec'17 registering YoY growth of 40.66%, driven by growth both in Interest and Fee Income.
- 2** Loan growth– Domestic credit registered YoY growth of 16.38% driven by retail loans growth of 33.37% and within retail loans, home loan growth of 44.33%.
- 3** Domestic CASA ratio improves to 40.57% from 39.22% last quarter. Cost of Deposits declines. Yield on Advances improves. Net Interest Margin (NIM) and Cost to Income Ratio also improve.
- 4** Stressed assets / Impaired assets – Net NPA ratio declined to 4.97% in Dec' 17 from 5.05% in Sep' 17. Amount of Impaired Assets as well as Impaired Assets Ratios also decline.
- 5** Provision Coverage : PCR including TWO improved to 68.03% in Dec' 17 from 64.50% in Dec' 16. PCR excluding TWO improved to 59.05% in Dec' 17 from 55.43% in Dec' 16.
- 6** Capital Adequacy Ratio of the Bank at 11.55% continues to be above regulatory norms.
- 7** Bank's Transformation journey on track.

Key drivers for improvement in Operating Performance

Particulars (INR crore)	Q3 FY 17	Q2 FY 18	Q3 FY 18	YOY (%)	QOQ (%)
Net Interest Income (NII)	3,134	3,720	4,394	40.20	18.12
Other Income	1,775	1,737	1,673	(5.75)	(3.68)
Operating Income (NII + Other Income)	4,909	5,457	6,067	23.59	11.18
Operating Expenses	2,314	2,416	2417	4.45	0.04
Operating Profit	2,595	3,042	3,650	40.66	19.99
Total Provisions	2,342	2,687	3,538	51.07	31.67
Provision for NPA & Bad Debts Written-off	1,638	1,847	3,155	92.61	70.82
Net Profit	253	355	112	(55.73)	(68.45)

Key drivers

- Improvement in global and domestic Cost of Deposits by 11 bps and 21 bps respectively
- Improvement in global and domestic yield on advances by 22 bps and 20 bps respectively
- YOY Credit growth of 16.38% driven by retail loans growth of 33.37% and with in retail loans, home loan growth of 44.33%
- Improvement in NIM to 2.72% in Dec' 17 from 2.31% during last quarter
- Improvement in Cost to Income Ratio to 39.84% from 44.26% last quarter

Asset Quality

- Net NPA ratio declined from 5.05% in Sep' 17 to 4.97% in Dec' 17 .
- Ratio of Gross NPA and Restructured Standard Assets declined to 13.41% in Dec' 17 from 13.99% in Sep' 17
- Ratio of Net NPA and Restructured Standard Assets declined to 6.73% in Dec' 17 from 7.54% in Sep' 17

Snapshot as on 31-12-2017

Results for Q3 FY 18

Performance Parameter	Amount in INR crore	Change % (YOY)
Total Deposits	5,73,265	(2.81)
Net Advances	3,99,380	14.12
Total Business	9,72,645	3.49
Total Assets	6,82,824	(0.60)
Operating Profit	3,650	40.66
Net Profit	112	(55.73)
Gross NPA	48,480	13.69
Net NPA	19,852	4.45
Restructured Standard Assets	9,021	(35.83)
Total Capital (Basel III)	48,294	(1.11)
Tier 1 Capital (Basel III)	39,831	0.02

Ratios for Q3 FY 18

Key Performance Ratio	(%)
Return on Assets (annualised)	0.07
Capital Adequacy Ratio (Standalone) (Basel III, Tier 1: 9.52%)	11.55
Cost-Income Ratio	39.84
Gross NPA	11.31
Net NPA	4.97
Provision Coverage Ratio (Including TWO)	68.03
Provision Coverage Ratio (Excluding TWO)	59.05

Business Performance

Business Performance (1/2)

Particulars (INR crore)	Dec'16	Mar '17	Sep'17	Dec'17	YOY (%)
Total Business	9,39,819	9,84,934	9,70,514	9,72,645	3.49
Domestic Business	6,88,137	7,17,616	7,28,119	7,34,446	6.73
Total Deposits	5,89,859	6,01,675	5,83,212	5,73,265	(2.81)
Domestic Deposits	4,38,104	4,40,092	4,47,593	4,43,469	1.22
CASA Deposits	1,96,236	1,93,496	1,94,935	1,98,487	1.15
Domestic CASA Deposits	1,77,259	1,73,594	1,75,563	1,79,911	1.50
Total Saving Deposits	1,55,821	1,50,977	1,53,211	1,55,946	0.08
Domestic Saving Deposits	1,51,505	1,46,832	1,48,755	1,51,540	0.02
Total Current Deposits	40,415	42,519	41,724	42,541	5.26
Domestic Current Deposits	25,754	26,762	26,808	28,371	10.16
Advances (Net)	3,49,960	3,83,259	3,87,302	3,99,380	14.12
Domestic Net Advances	2,50,033	2,77,524	2,80,526	2,90,977	16.38
Domestic CASA(%)	40.46%	39.44%	39.22%	40.57%	-
Global CASA (%)	33.27%	32.16%	33.42%	34.62%	-

Business Performance (2/2)

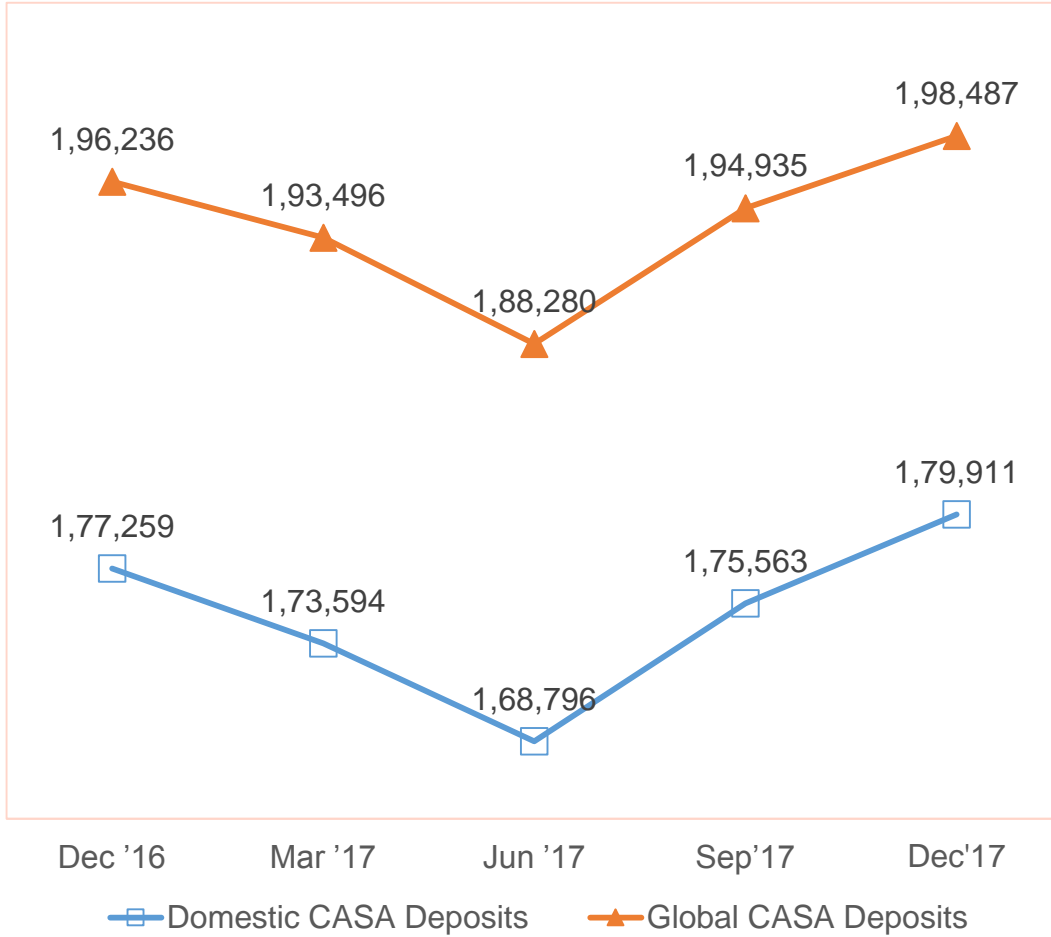
Particulars (INR crore)	Dec'16	Mar'17	Sep'17	Dec'17	YOY (%)
Total Business	9,45,658	9,56,304	9,82,133	9,90,561	4.75
Domestic Business	6,88,641	7,09,286	7,35,701	7,49,189	8.79
Total Deposits	5,72,946	5,75,645	5,73,124	5,72,759	(0.03)
Domestic Deposits	4,22,136	4,34,022	4,40,083	4,43,840	5.14
CASA Deposits	1,73,795	1,85,673	1,86,730	1,89,054	8.78
Domestic CASA Deposits	1,56,547	1,68,347	1,68,684	1,71,490	9.55
Total Saving Deposits	1,40,218	1,50,155	1,50,047	1,52,421	8.70
Domestic Saving Deposits	1,36,214	1,46,189	1,45,697	1,48,093	8.72
Total Current Deposits	33,577	35,518	36,683	36,633	9.10
Domestic Current Deposits	20,333	22,158	22,987	23,397	15.07
Advances (Gross)	3,72,712	3,80,659	4,09,009	4,17,802	12.10
Domestic Gross Advances	2,66,505	2,75,264	2,95,618	3,05,349	14.58
Domestic CASA(%)	37.08%	38.79%	38.33%	38.64%	-
Global CASA (%)	30.33%	32.25%	32.58%	33.01%	-

* Average business data is based on daily averages for the respective quarter.

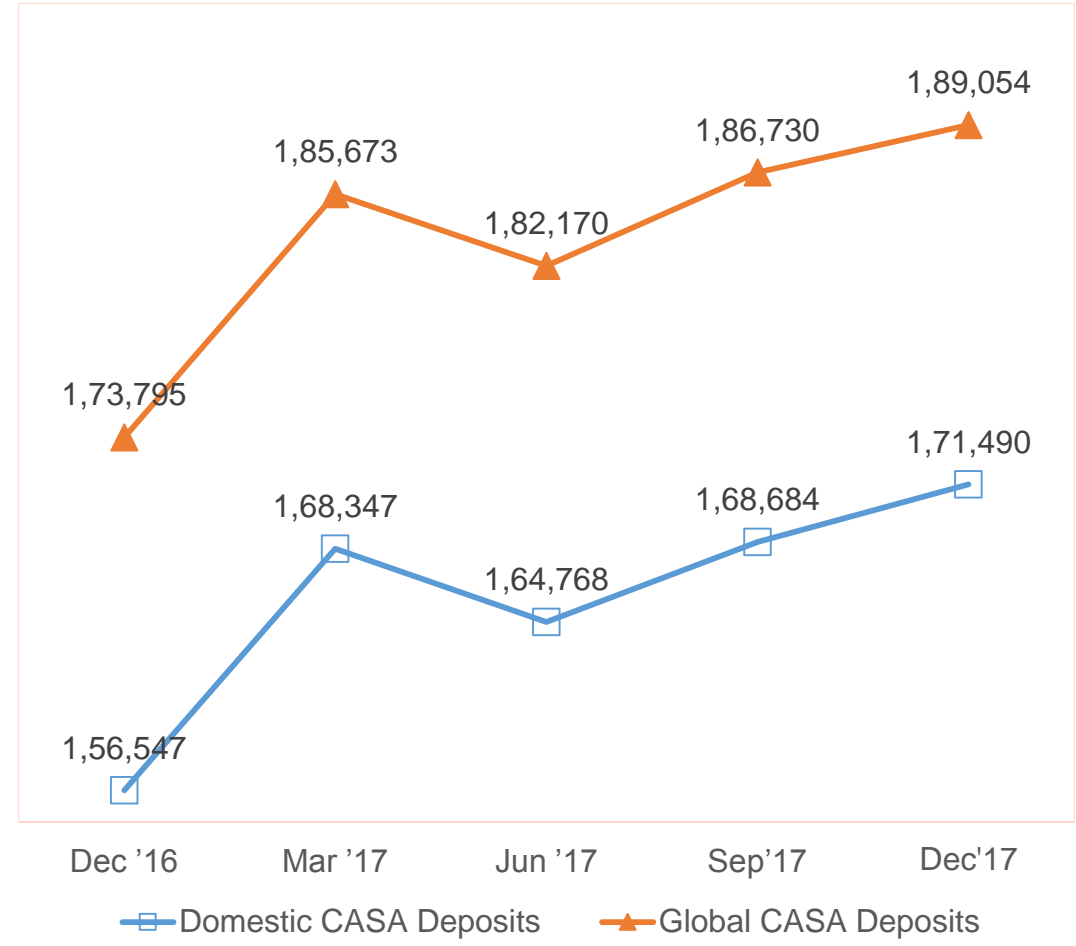
CASA Growth

Sustained CASA

Terminal Figures

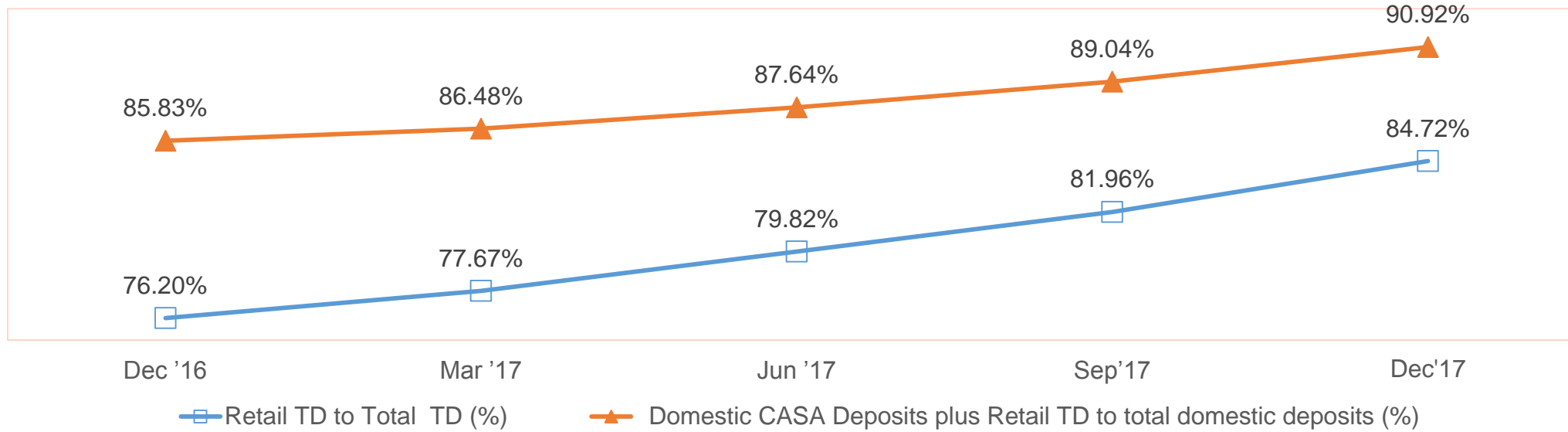


Average Figures*



* Average business data is based on daily averages for the respective quarter.

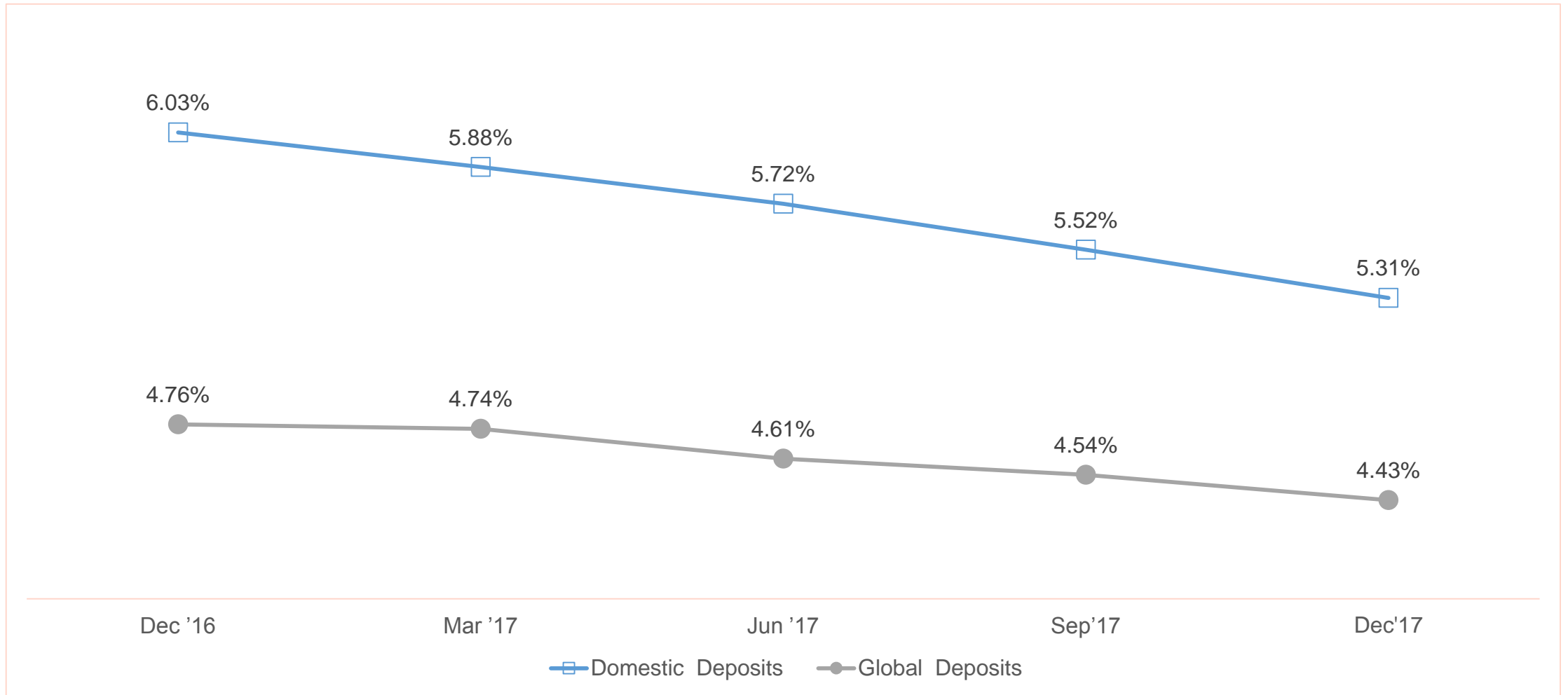
Strong retail liability franchise



Particulars (INR crore)	Dec '16	Mar '17	Jun '17	Sep '17	Dec '17
Domestic CASA Deposits	1,77,259	1,73,594	1,68,796	1,75,563	1,79,911
Retail Term Deposits	1,98,768	2,06,993	2,12,763	2,22,952	2,23,289
Total Domestic Deposits	4,38,104	4,40,092	4,35,364	4,47,593	4,43,469

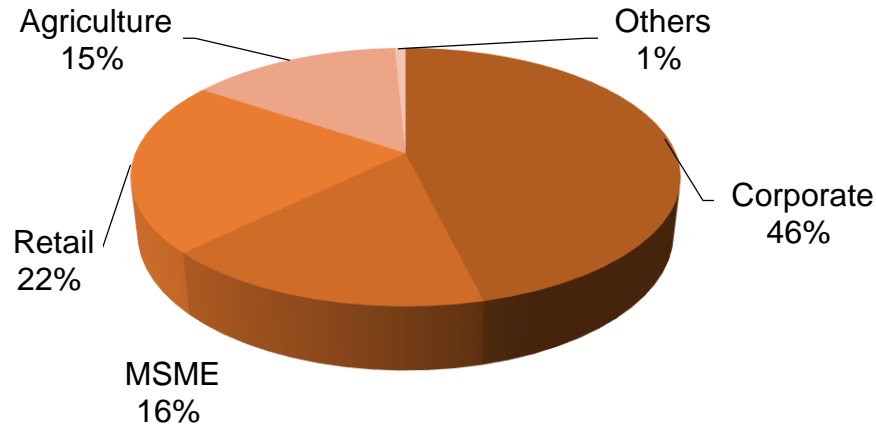
Domestic CASA deposits and Retail Term Deposits constitute 90.92% of total domestic deposits as on 31.12.2017.

Steady decline in Cost of Deposits

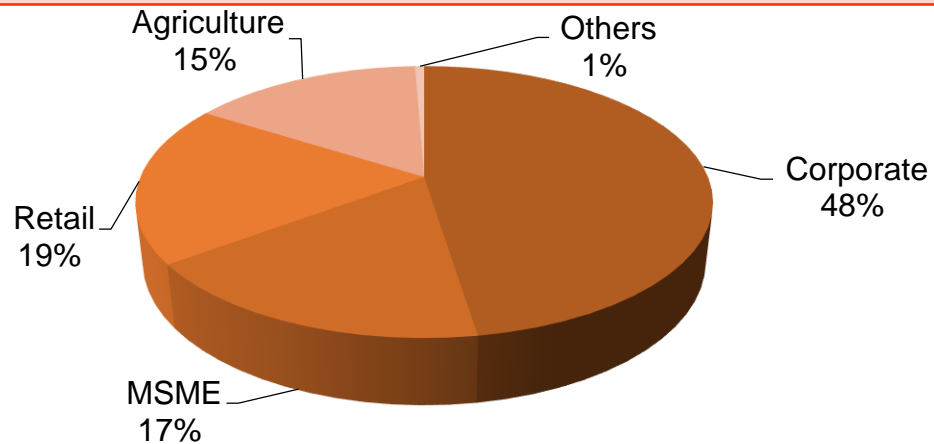


Well Diversified Credit Portfolio

% share in Gross Domestic Credit in Dec' 17



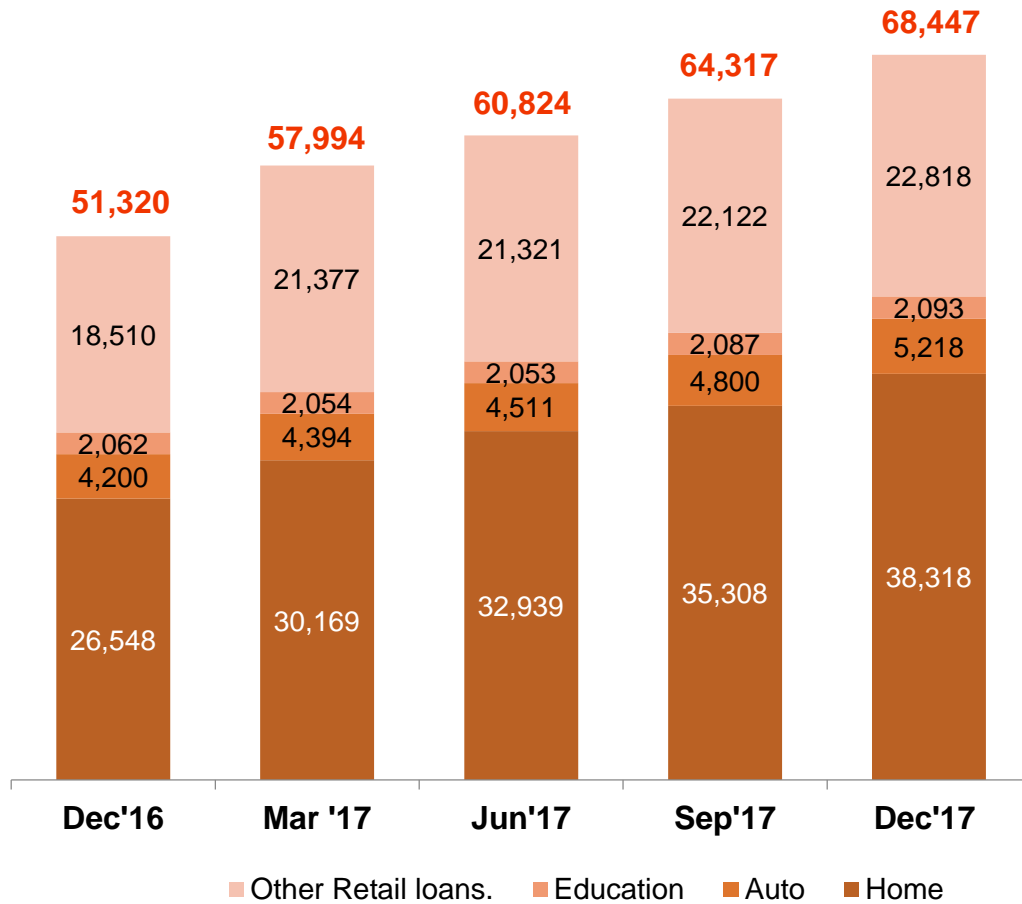
% share in Gross Domestic Credit in Dec' 16



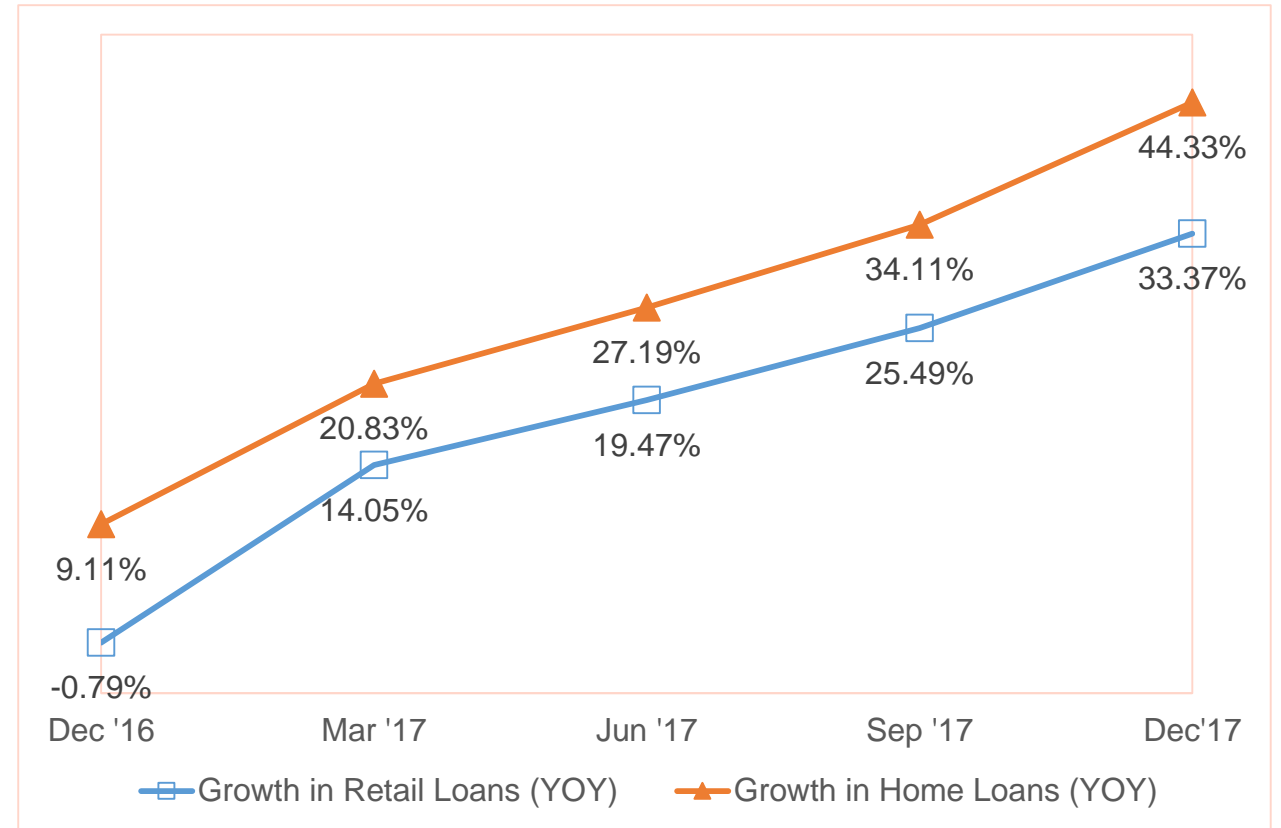
Particulars (INR crore)	Dec '16	Mar '17	Dec '17
Corporate	1,27,937	1,41,069	1,45,483
MSME	46,709	48,545	52,028
Retail	51,320	57,994	68,447
Agriculture	41,595	47,297	46,651
Others	1,646	2,850	2,367
Gross Domestic Advances	2,69,207	2,97,755	3,14,976

Retail driving the credit growth

Retail Credit – By Segment (INR crore)



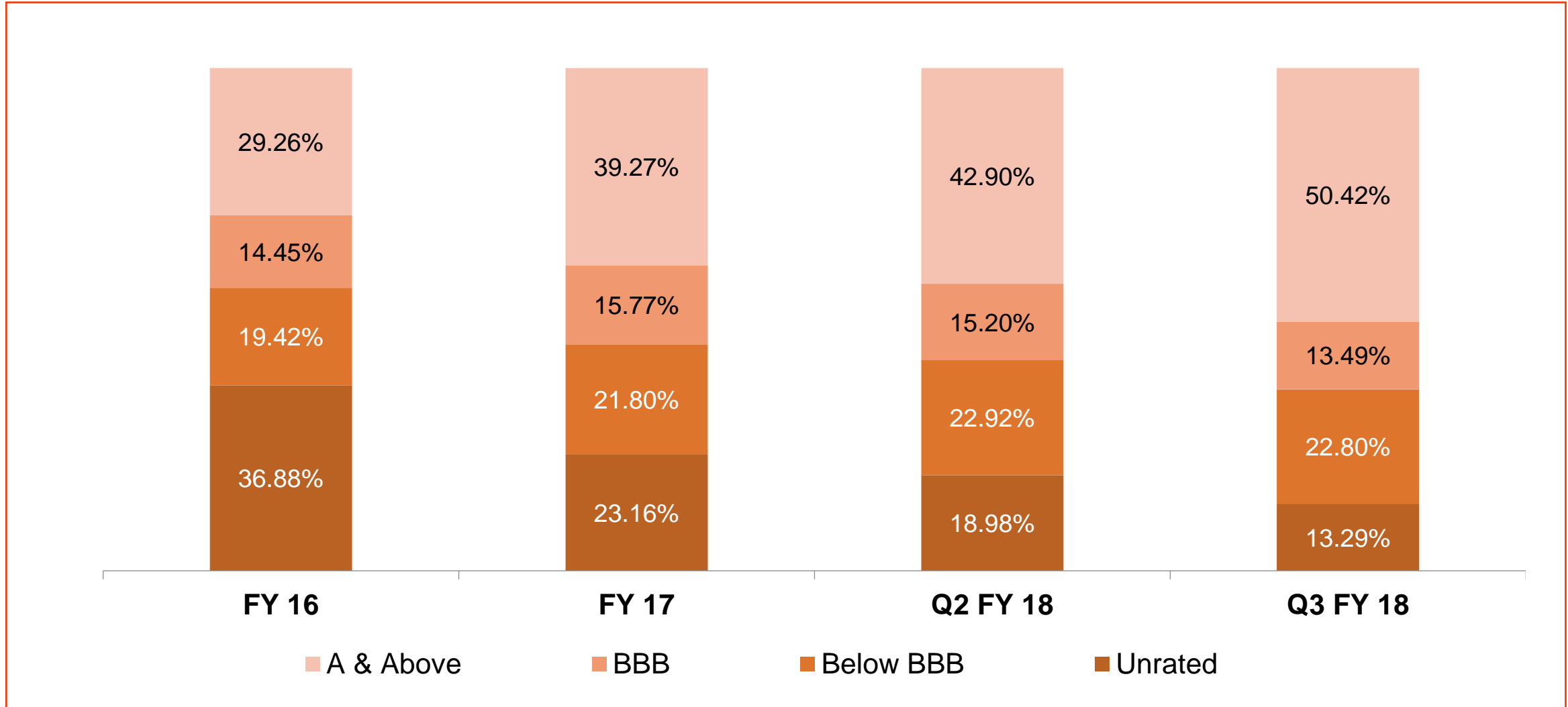
Percentage Growth in Retail and Home loans



Well Diversified Industry Exposure

Industry (INR crore)	Dec '16		Mar '17		Sep '17		Dec '17	
	Outstanding	% share	Outstanding	% share	Outstanding	% share	Outstanding	% share
Infrastructure of which	27,416	10.18	28,021	9.41	27,652	9.14	35,014	11.12
1. Power of which	15,269	5.67	15,968	5.36	16,627	5.50	20,980	6.66
a) SEBs	2,269	0.84	1,740	0.58	1,579	0.52	1,613	0.51
b) Others	13,000	4.83	14,228	4.78	15,048	4.97	19,367	6.15
2. Telecom	3,176	1.18	3,622	1.22	3,975	1.31	4,988	1.58
3. Roads & Ports	4,636	1.72	4,536	1.52	3,502	1.16	6,682	2.12
4. Other Infrastructure	4,335	1.61	3,895	1.31	3,547	1.17	2,364	0.75
Basic Metals & Metal Industry of which	16,329	6.07	16,202	5.44	15,917	5.26	16,874	5.36
1. Iron & Steel	13,162	4.89	12,760	4.29	13,559	4.48	15,277	4.85
Textiles	12,237	4.55	14,403	4.84	15,455	5.11	16,576	5.26
Petroleum & Petrochemicals	691	0.26	696	0.23	733	0.24	1,109	0.35
All Engineering	6,588	2.45	6,555	2.20	6,313	2.09	5,986	1.90
Food Processing	1,187	0.44	2,054	0.69	8,858	2.93	10,113	3.21
Chemicals and Chemical Products	5,690	2.11	6,669	2.24	5,663	1.87	6,820	2.17
Trade	6,618	2.46	7,252	2.44	6,758	2.23	7,109	2.26
Commercial Real Estate	4,686	1.74	5,381	1.81	6,374	2.11	6,024	1.91
Other Industries / Sectors	94,850	35.23	1,05,231	35.34	98,579	32.59	94,253	29.92
Retail Loans	51,320	19.06	57,994	19.48	64,317	21.26	68,447	21.73
Agriculture	41,595	15.45	47,297	15.88	45,885	15.17	46,651	14.81
Gross Domestic Advances	2,69,207	100.00	2,97,755	100.00	3,02,504	100.00	3,14,976	100.00

Rating Profile

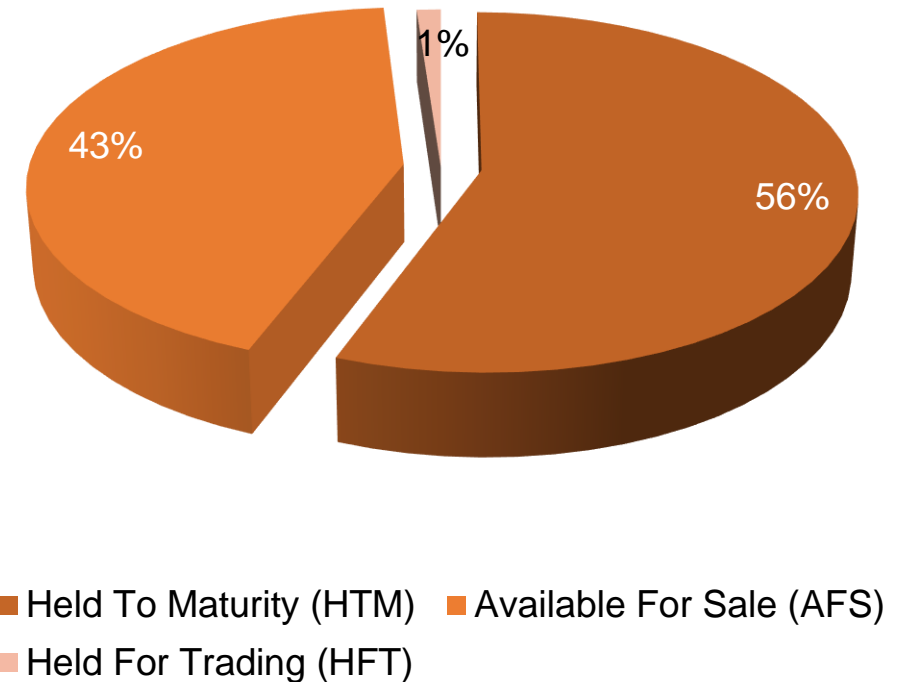


*External Rating Distribution of Domestic Advances above INR 5 Crore

Treasury operations

Particulars (INR crore)	Dec '16	Mar '17	Sep '17	Dec '17
Domestic Investments	1,70,057	1,22,169	1,42,822	1,56,007
of which SLR	1,58,748	1,10,986	1,27,621	1,40,352
Non SLR	11,309	11,183	15,201	15,655
Held To Maturity (HTM)	88,896	88,686	77,004	87,066
Available For Sale (AFS)	50,801	32,726	63,951	67,137
Held For trading (HFT)	3,030	757	1,867	1,804
International Investments	9,357	8,550	8,416	9,065
Global Investments	1,79,414	1,30,719	1,51,238	1,65,072

Domestic Investment composition (%) as on December 17



• The percent of SLR Securities to NDTL at December 31, 2017 was at 29.89%

• As on December 31, 2017, the modified duration of AFS investments was 3.00 & that of HTM securities was 5.45

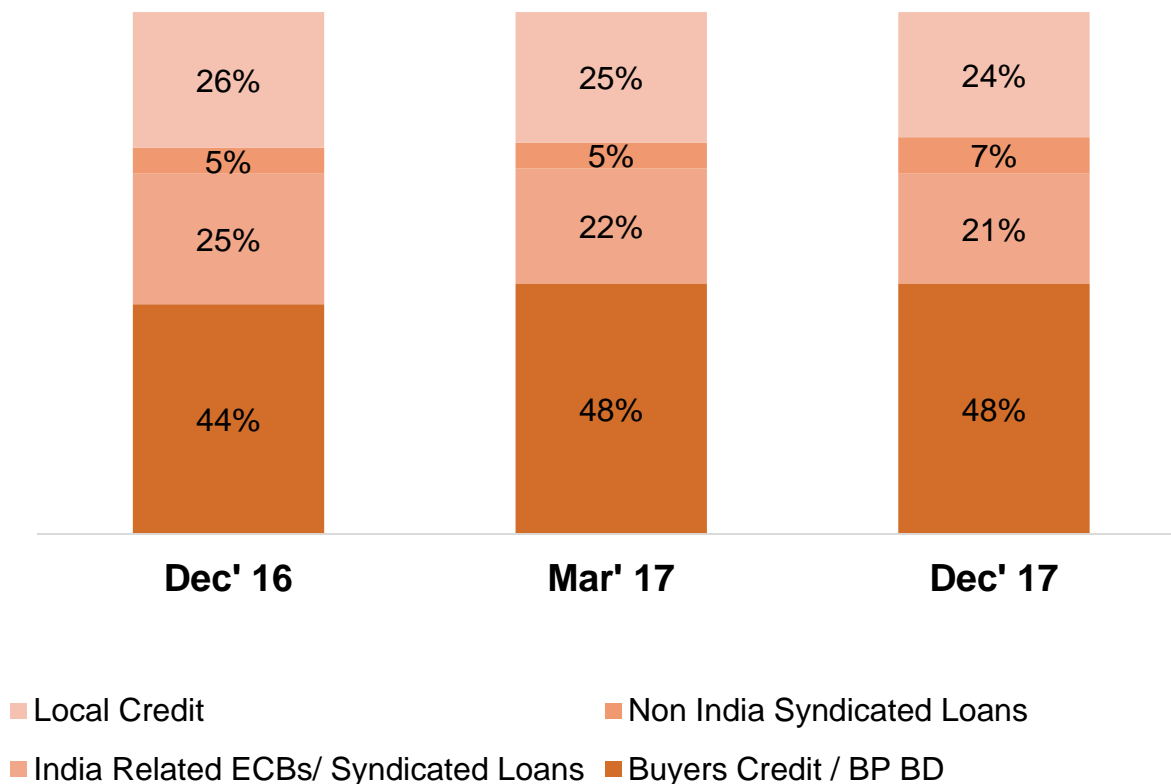
Business Performance-International

Particulars (INR crore)	Dec'16	Mar '17	Sep'17	Dec'17	YOY (%)
Terminal Figures					
Total Business	2,51,682	2,67,318	2,42,394	2,38,199	(5.36)
Total Deposits	1,51,755	1,61,583	1,35,619	1,29,796	(14.47)
CASA Deposits	18,977	19,902	19,372	18,576	(2.11)
Total Saving Deposits	4,316	4,145	4,456	4,406	2.09
Total Current Deposits	14,661	15,757	14,916	14,170	(3.35)
Advances (Net)	99,927	1,05,735	1,06,775	1,08,403	8.48
Average Figures*					
Total Business	2,57,017	2,47,018	2,46,432	2,41,372	(6.09)
Total Deposits	1,50,810	1,41,623	1,33,041	1,28,919	(14.52)
CASA Deposits	17,248	17,326	18,046	17,564	1.83
Total Saving Deposits	4,004	3,966	4,350	4,328	8.09
Total Current Deposits	13,244	13,360	13,696	13,236	(0.06)
Advances (Gross)	1,06,207	1,05,395	1,13,391	1,12,453	5.88

* Average business data is based on daily averages for the respective quarter.

Highlights of the International Business

Break up of International Advances (Percentage)

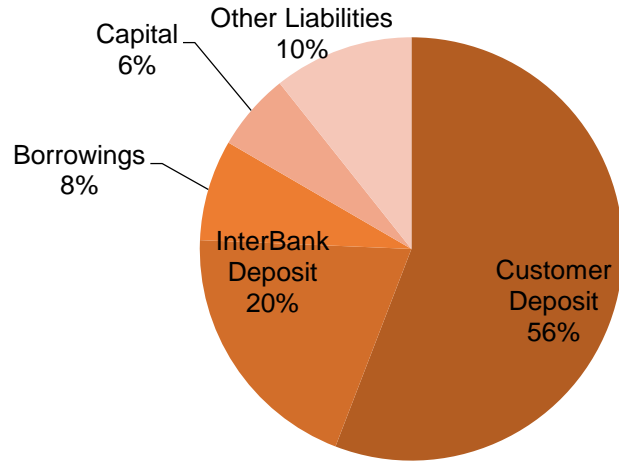


- During Q3 FY18, the Bank's 'International Business' contributed 24.49% to its Total Business.
- In Q3 FY18, the Cost of Deposits, Yield on Advances and Yield on Investments for international operations stood at 1.37%, 2.70% and 2.90% respectively.
- In Q3 FY18, the NIM of International operations stood at 1.06%.
- The Cost-Income Ratio in International operations was at 19.14% in Q3 FY18
- The GNPA (%) for International operations was at 6.01% as on 30th December 2017. Excluding the exposure to India based corporates, the GNPA (%) of the remaining exposure was at 3.10%
- The Outstanding balance of restructured loans in International operations as on December 31, 2017 was at INR 2,559 crore, out of which the Standard restructured loans were at INR 1,356 crore

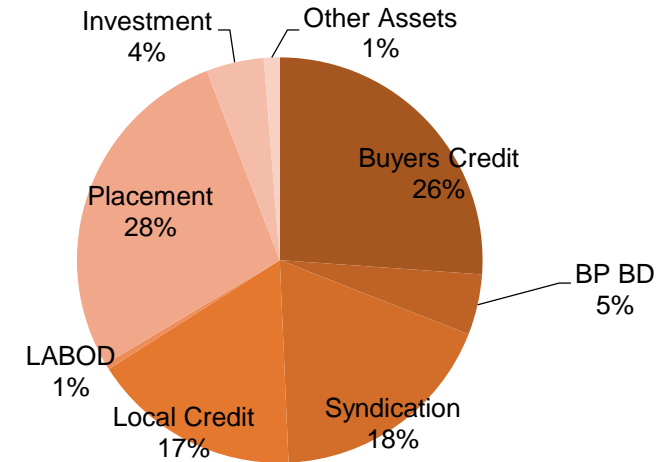
International Operations

Asset Liability Management

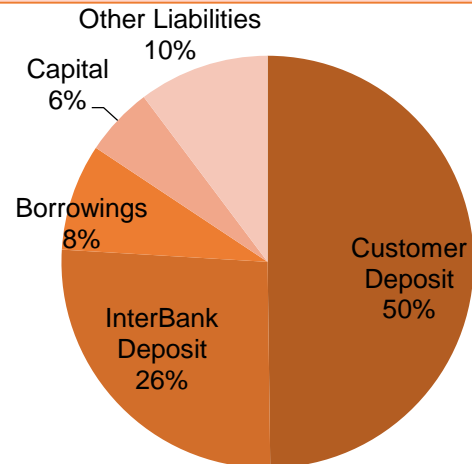
Resources: December 2017*



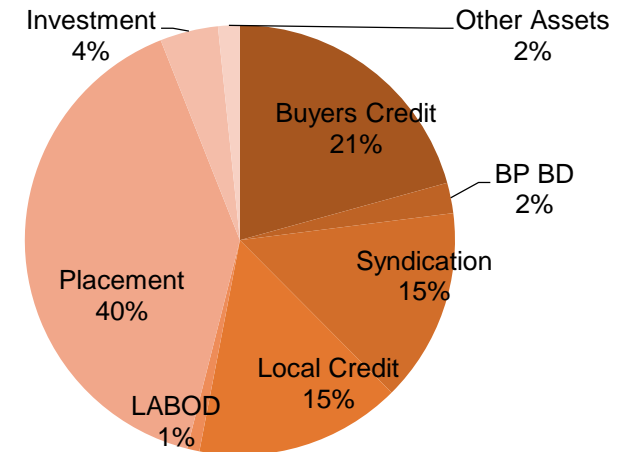
Deployment: December 2017*



Resources: December 2016*



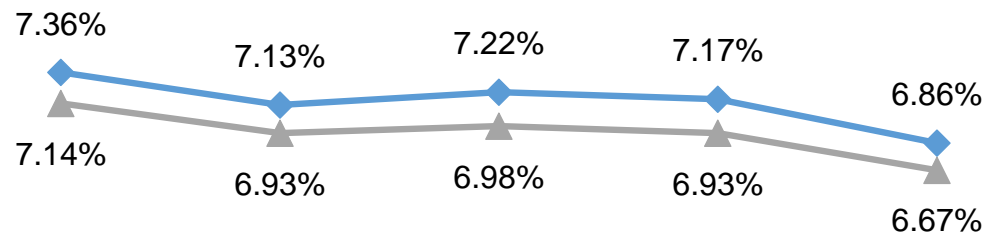
Deployment: December 2016*



* On Average Basis

Yield on Investment & Advances

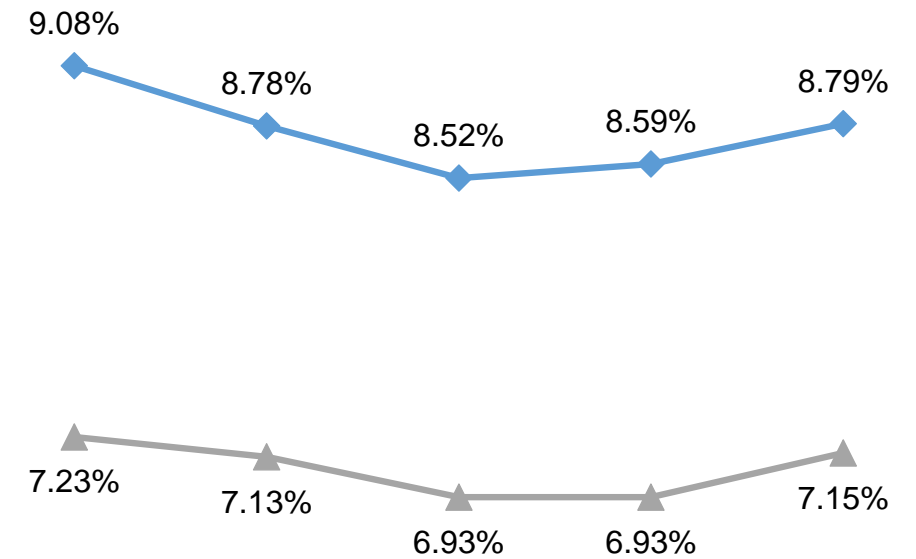
Yield on Investment (%)



Q3 FY 17 Q4 FY 17 Q1 FY 18 Q2 FY 18 Q3 FY 18

◆ Domestic ▲ Global

Yield on Advances (%)



Q3 FY 17 Q4 FY 17 Q1 FY 18 Q2 FY 18 Q3 FY 18

◆ Domestic ▲ Global



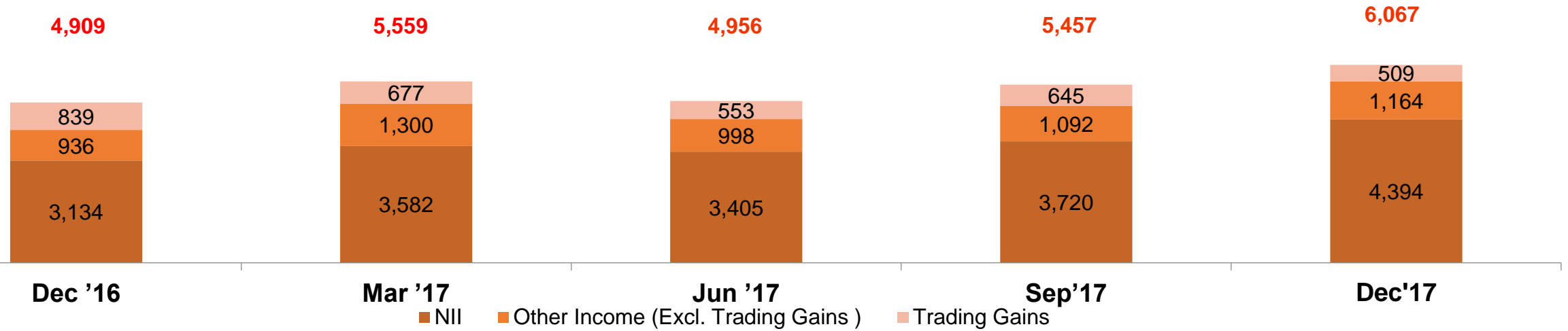
Financial Performance

Operating Performance

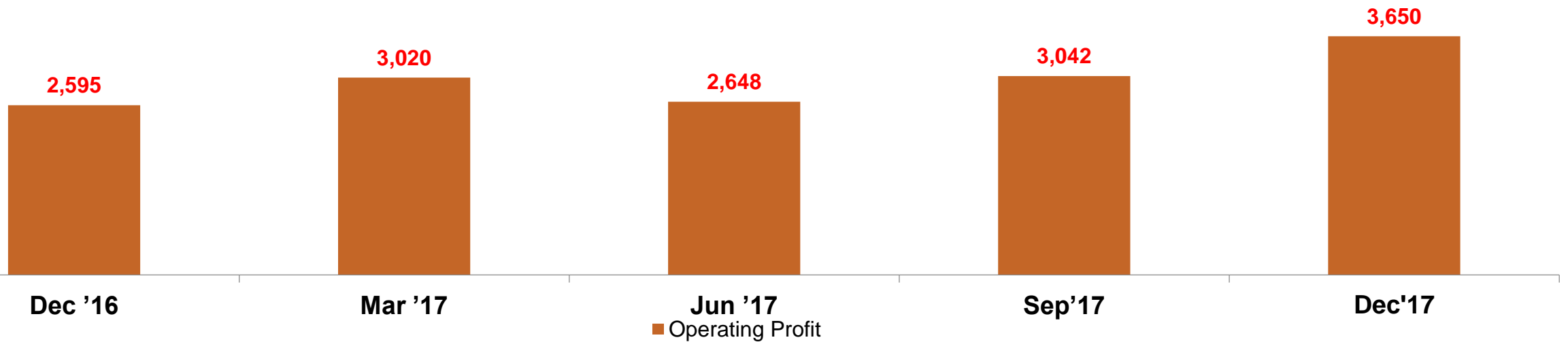
Particulars (INR crore)	Q3 FY 17	Q2 FY 18	Q3 FY 18	YOY (%)	9M, FY 17	9M, FY 18	YOY (%)
Interest Income	10,406	10,753	11,303	8.62	31,325	32,609	4.10
Other Income	1,775	1,737	1,673	(5.75)	4,781	4,961	3.76
Total Income	12,181	12,490	12,976	6.53	36,106	37,570	4.05
Interest Expenses	7,272	7,033	6,909	(4.99)	21,393	21,090	(1.42)
Net Interest Income (NII)	3,134	3,720	4,394	40.20	9,932	11,519	15.98
Operating Income (NII + Other Income)	4,909	5,457	6,067	23.59	14,713	16,480	12.01
Operating Expenses	2,314	2,416	2,417	4.45	6,757	7,141	5.68
Operating Profit	2,595	3,042	3,650	40.66	7,955	9,340	17.41
Cost to Income Ratio (%)	47.14%	44.26%	39.84%	-	45.93%	43.33%	-

Operating Performance

Operating Income



Operating Profit



Profit Position

Particulars (INR crore)	Q3 FY 17	Q2 FY 18	Q3 FY 18	YOY (%)	9M, FY 17	9M, FY 18	YOY (%)
Operating Profit	2,595	3,042	3,650	40.66	7,955	9,340	17.41
Total Provisions	2,342	2,687	3,538	51.07	6,726	8,669	28.89
of which							
Provision for NPA & Bad Debts Written-off	1,638	1,847	3,155	92.61	5,255	7,159	36.23
Provision for Standard Advances	433	333	93	(78.52)	521	542	4.03
Provision for Depreciation on Investment	44	130	173	293.18	102	436	327.45
Other Provisions	(36)	20	5	-	1	(14)	-
Tax Provisions	263	357	112	(57.41)	847	546	(35.54)
Net Profit	253	355	112	(55.73)	1,228	671	(45.36)

- **Provision made in for accounts under NCLT 1 list is INR 145 crore during Q3 FY 18 .**

Interest Income & Expenses

Particulars (INR crore)	Q3 FY 17	Q2 FY 18	Q3 FY 18	YOY (%)	9M, FY 17	9M, FY 18	YOY (%)
Interest on advances	6,736	7,146	7,533	11.83	20,738	21,613	4.22
Interest on investments	2,719	2,492	2,721	0.07	7,746	7,639	(1.38)
Other Interest income	951	1,115	1,049	10.30	2,841	3,357	18.16
Total Interest Income	10,406	10,753	11,303	8.62	31,325	32,609	4.10
Interest on Deposits	6,818	6,557	6,390	(6.28)	19,956	19,625	(1.66)
Interest on borrowings	65	90	118	81.54	230	293	27.39
Other Interest paid	389	386	401	3.08	1,207	1,172	(2.90)
Total Interest Expenses	7,272	7,033	6,909	(4.99)	21,393	21,090	(1.42)

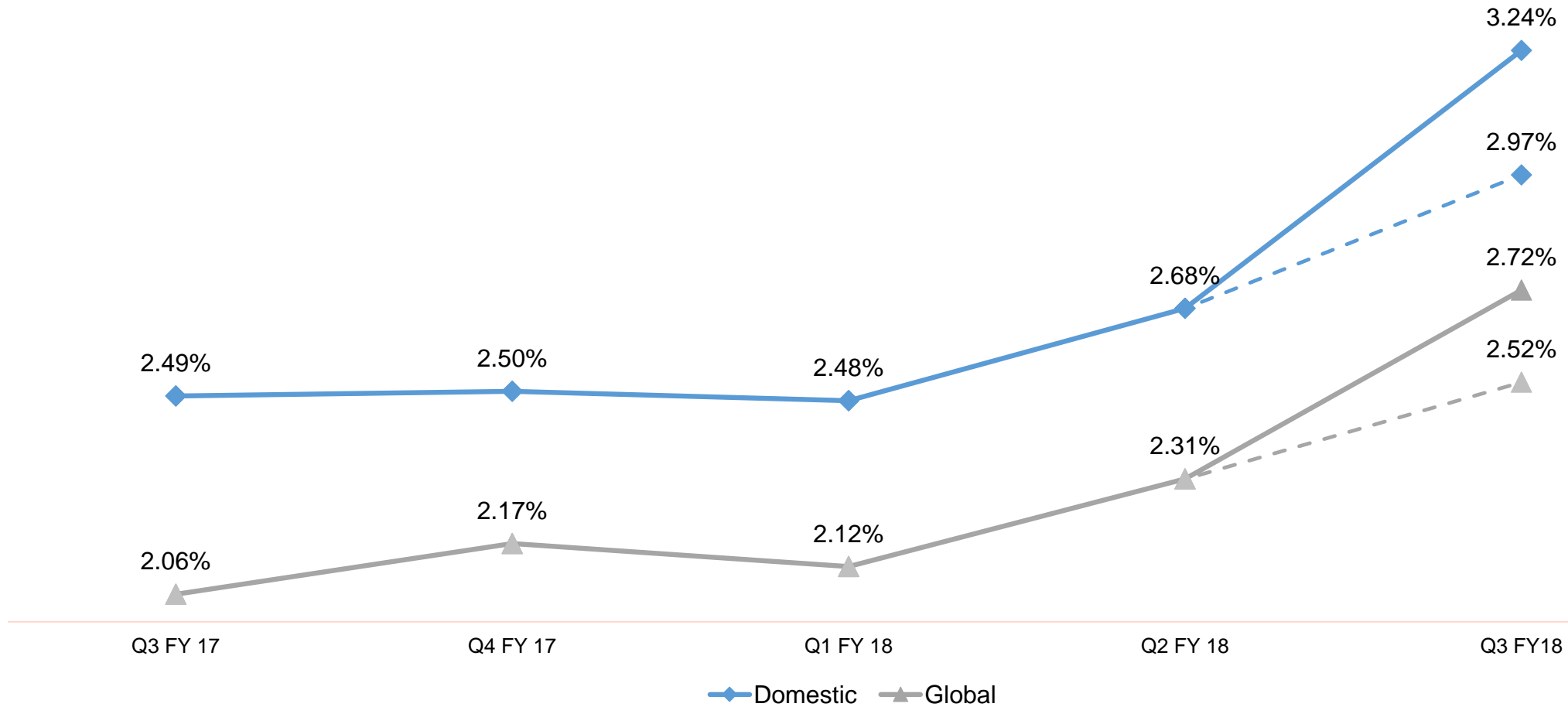
Non-Interest Income

Particulars (INR crore)	Q3 FY 17	Q2 FY 18	Q3 FY 18	YOY (%)	9M, FY 17	9M, FY 18	YOY (%)
Commission, Exchange, Brokerage	370	449	427	15.41	1,080	1,281	18.61
Incidental Charges	129	132	160	24.03	384	422	9.90
Other Miscellaneous Income	133	233	184	38.35	429	561	30.77
Total Fee Income	632	814	771	21.99	1,893	2,264	19.60
Forex Income	255	172	213	(16.47)	792	622	(21.46)
Trading Gains – Profit from Sale of Investments	839	645	509	(39.33)	1,941	1,708	(12.00)
Recovery from TWO	49	106	180	267.35	155	367	136.77
Total Non-Interest Income	1,775	1,737	1,673	(5.75)	4,781	4,961	3.76

Operating Expenses

Particulars (INR crore)	Q3 FY 17	Q2 FY 18	Q3 FY 18	YOY (%)	9M, FY 17	9M, FY 18	YOY (%)
Employee Cost	1,139	1,213	1,110	(2.55)	3,416	3,338	(2.28)
<i>of which:</i> Salaries	993	1,019	1,021	2.82	2,904	3,046	4.89
Provisions for employees	146	194	89	(39.04)	512	292	(42.97)
Other Operating Expenses	1,175	1,203	1,307	11.23	3,341	3,803	13.83
<i>of which :</i>							
Rent, Taxes and Lighting	224	259	257	14.73	682	743	8.94
Printing and Stationery	20	16	18	(10.00)	55	52	(5.45)
Depreciation	126	131	121	(3.97)	379	368	(2.90)
Law charges	15	15	24	60.00	42	59	40.48
Postage, Telegrams, Telephone etc	31	52	23	(25.81)	122	124	1.64
Repairs and Maintenance	178	121	216	21.35	478	559	16.95
Insurance	123	142	160	30.08	372	443	19.09
NFS charges/Fees	62	66	73	17.74	210	200	(4.76)
Sundry charges	222	232	248	11.71	621	782	25.93
Other Expenditure	174	169	167	(4.02)	380	473	24.47
Operating Expenses	2,314	2,416	2,417	4.45	6,757	7,141	5.68

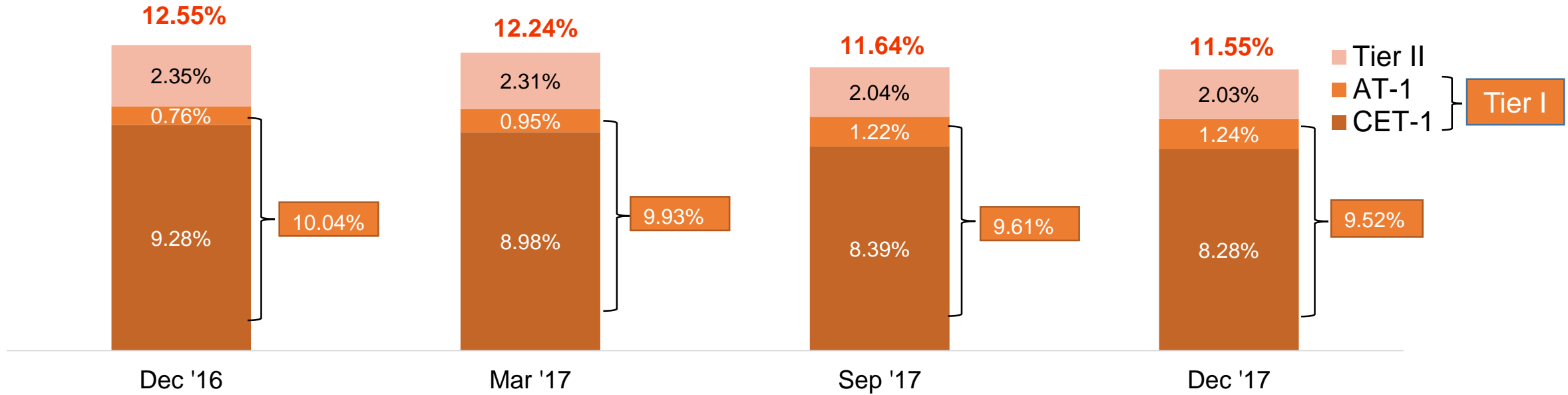
Net Interest Margin (%)



- NIM during Q3 FY 18 improved by 41 bps driven by reduction in cost of deposits & improvement in yield on advances. This includes impact (20bps) of exceptional item namely interest on Income Tax refund aggregating to INR 326.47 crore. Without impact of this exceptional item, global and domestic NIM was 2.52% and 2.97% respectively.

Capital Adequacy & Shareholding

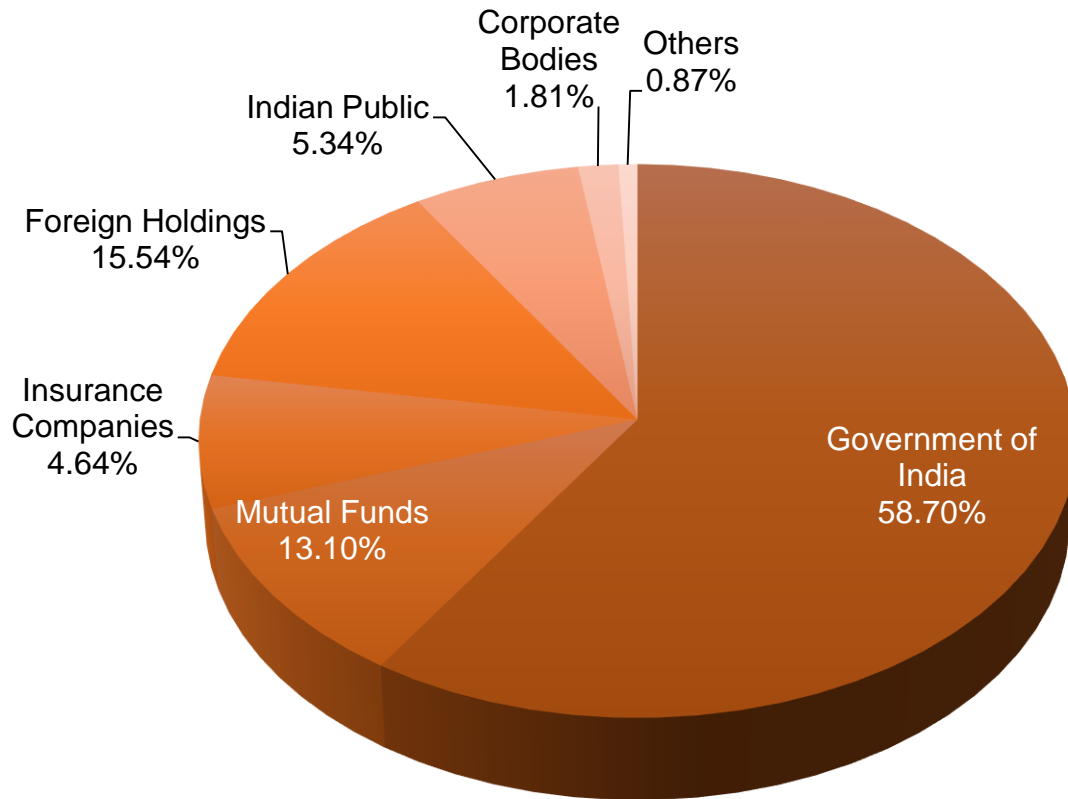
Capital Adequacy



Particulars (INR crore)	Dec '16	Mar '17	Sep '17	Dec '17
Common Equity Tier I Capital (CET 1)	36,115	35,881	35,717	34,609
Tier I Capital	39,079	39,709	40,906	39,831
Tier II Capital	9,760	9,202	8,634	8,464
Total Capital	48,839	48,911	49,540	48,295

- Capital Adequacy of the Bank continues to be above regulatory norms.
- In January 2018, GOI has announced capital infusion of INR 5,375 crore to Bank's equity.

Shareholding Pattern as on December 31, 2017



As on December 31, 2017

- **Share Capital:** INR 460.83 crore
- **ROA (annualized) :** 0.07%
- **Earning per share (EPS) :** INR 0.49

- Bank of Baroda is a part of the following Indices:
 - BSE 100, BSE 200, BSE 500 & Bankex
BankNifty, Nifty 100, Nifty 200, Nifty 500
 - Bank of Baroda's shares are also listed on BSE and NSE in the 'Future and Options' segment

Asset Quality

Movement in NPAs

Particulars (INR crore)	Q3 FY 17	9M, FY 17	FY 17	Q2 FY 18	Q3 FY 18	9M, FY 18
A. Opening Balance	42,949	40,521	40,521	46,173	46,307	42,719
B. Additions	4,135	10,847	13,312	3,451	5,630	12,544
Out of which, Fresh Slippages	3,073	8,942	11,153	2,586	4,797	10,871
C. Reductions	4,442	8,725	11,114	3,317	3,456	6,782
<i>Recovery</i>	1,345	3,011	4,088	909	1,460	2,641
<i>Upgradation</i>	1,322	2,552	2,511	640	707	1,036
<i>Write-Offs</i>	1,775	3,162	4,348	1,768	1,129	2,931
<i>Other Adjustments</i>	0	0	167	1	160	174
Closing Balance	42,642	42,642	42,719	46,307	48,480	48,480
Recovery in TWO*	49	155	327	106	180	367
Slippage Ratio(%)	3.67%	3.27%	3.06%	2.88%	5.21%	3.96%
Credit cost(%)	1.73%	1.73%	1.89%	1.82%	3.04%	2.34%

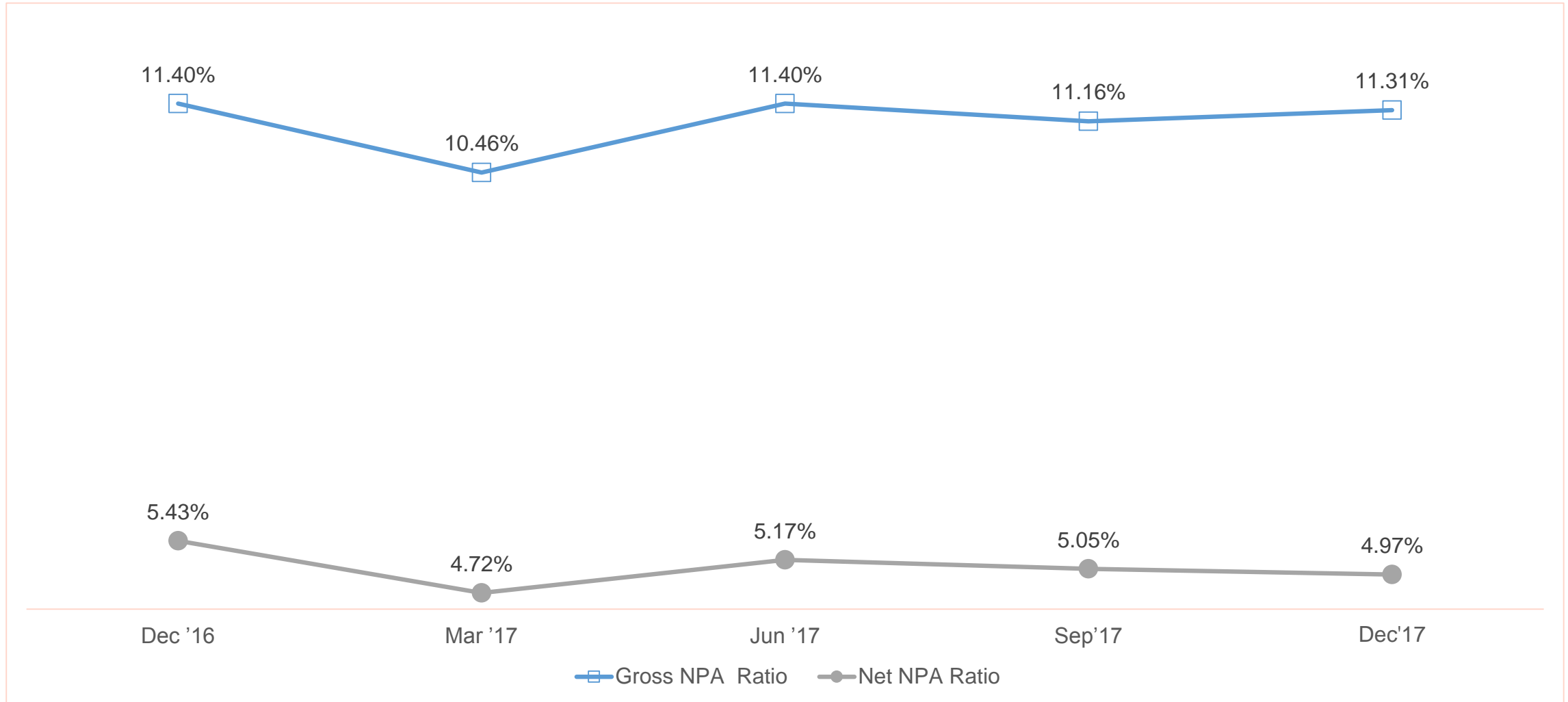
* Technical Write off accounts

Provision Coverage Ratio

Particulars	Dec'16	Mar '17	Sep'17	Dec'17
Gross Advances (INR crore)	3,74,075	4,08,511	4,14,885	4,28,718
Gross NPA (INR crore)	42,642	42,719	46,307	48,480
Outstanding Provisions on NPAs/ Eligible deductions (INR crore)	23,636	24,639	26,734	28,628
Net NPA (INR crore)	19,006	18,080	19,573	19,852
Gross NPA Ratio (%)	11.40%	10.46%	11.16%	11.31%
Net NPA Ratio (%)	5.43%	4.72%	5.05%	4.97%
Provision Coverage Ratio (<i>Including Technical Write off accounts</i>) (%)	64.50%	66.83%	67.18%	68.03%
Provision Coverage Ratio (<i>Excluding Technical Write off accounts</i>) (%)	55.43%	57.68%	57.73%	59.05%

- Exposure in accounts under NCLT 1 list is INR 7,113 crore and NCLT 2 list is INR 4,232 crore as on December 31,2017.

NPA Ratios



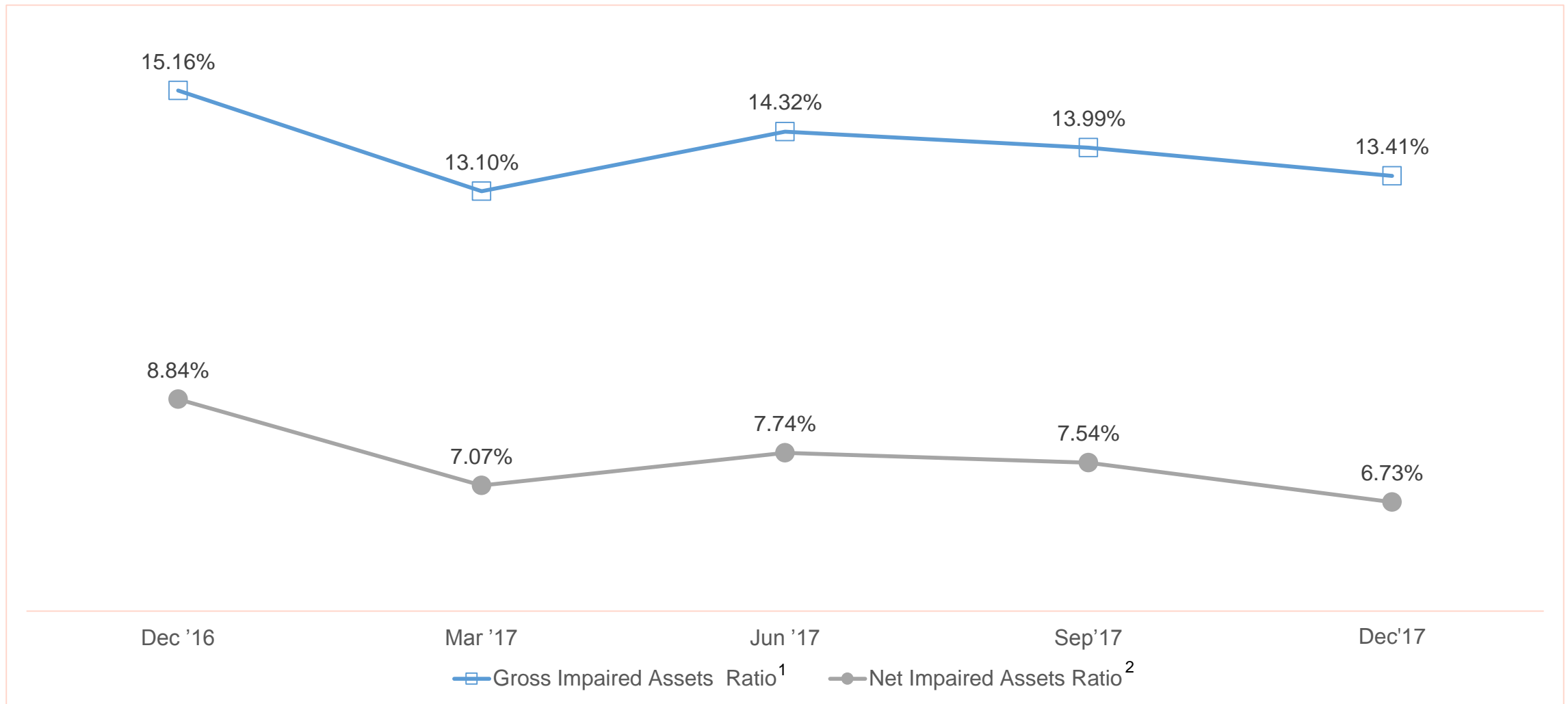
Restructured Assets

Particulars (INR crore)	Q3 FY 17			FY 17			Q2 FY 18			Q3 FY 18		
	Standard	NPA	Total	Standard	NPA	Total	Standard	NPA	Total	Standard	NPA	Total
Restructured Accounts Opening Balance	13,860	14,604	28,464	13,735	15,269	29,004	11,819	15,029	26,848	11,722	15,249	26,971
Fresh Restructuring + Increase in Outstanding	879	631	1,510	3,554	1,226	4,780	1,639	198	1,837	702	166	868
Up gradations to Restructured Standard category	696	(696)	0	1,323	(1,323)	0	44	(44)	0	21	(21)	0
Restructured Standard Assets upgraded to Standard Assets	(382)	0	(382)	(1,842)	0	(1,842)	(1,241)	0	(1,241)	449	0	449
Down gradations of Restructured accounts	(462)	462	0	(4,737)	4,737	0	(249)	249	0	(3,097)	3,097	0
Depreciation Write-off + Decrease in Outstanding + Closures	(532)	(41)	(573)	(1,248)	(4,994)	(6,242)	(290)	(183)	(473)	(776)	(1,370)	(2,146)
Restructured Accounts Closing Balance	14,059	14,960	29,019	10,785	14,915	25,700	11,722	15,249	26,971	9,021	17,121	26,142

Impaired Assets

Particulars (INR crore)	Dec' 16	Mar' 17	Sep' 17	Dec' 17
Gross NPAs	42,642	42,719	46,307	48,480
Net NPAs	19,006	18,080	19,573	19,852
Restructured Standard Assets	14,059	10,785	11,722	9,021
Total Gross NPAs + Restructured Standard Assets	56,701	53,504	58,029	57,501
Total Net NPAs + Restructured Standard Assets	33,065	28,865	31,295	28,873
Gross NPA + Restructured Standard Assets to Gross Advances (%)	15.16%	13.10%	13.99%	13.41%
Net NPAs + Restructured Standard Assets to Gross Advances (%)	8.84%	7.07%	7.54%	6.73%

Impaired Assets Ratios



1. Gross Impaired Assets Ratio = GNPA + Restructured Std Assets/Gross Advances

2. Net Impaired Assets Ratio = Net NPA + Restructured Std Assets/Gross Advances

Assets under SDR, S4A and 5/25

Particulars (INR crore)	Dec' 16			Mar' 17			Sep' 17			Dec' 17		
	Standard	NPA	Total	Standard	NPA	Total	Standard	NPA	Total	Standard	NPA	Total
Total Restructured Assets	14,059	14,960	29,019	10,785	14,915	25,700	11,722	15,249	26,971	9,021	17,121	26,142
of which accounts under SDR*	4,193	2,751	6,944	2,754	3,978	6,732	3,933	4,822	8,755	2,167	7,296	9,463
S4A*	1,948	0	1,948	2,160	119	2,279	3,432	342	3,774	3,449	351	3,800

* All assets under SDR and S4A Assets are part of Restructured Assets.

Particulars (INR crore)	Dec' 16			Mar' 17			Sep' 17			Dec' 17		
	Standard	NPA	Total	Standard	NPA	Total	Standard	NPA	Total	Standard	NPA	Total
Assets under Flexible Restructuring (5/25)	4,057	3,351	7,408	2,275	3,658	5,933	3,705	3,483	7,188	3,775	3,471	7,246
of which Restructured Assets	1,045	1,364	2,409	738	1,671	2,409	572	1,564	2,136	586	1,560	2,146

Sectoral & Industry wise Contribution of NPAs

Particulars (INR crore)	Dec '16	Mar '17	Sep '17	Dec '17
Corporate	17,866	18,629	20,696	23,315
MSME	8,285	8,129	7,844	8,410
Retail	2,427	2,025	2,264	2,326
Agriculture	5,285	5,266	6,568	6,963
Others	635	886	1,280	635
Total Domestic	34,498	34,935	38,652	41,649
International	8,144	7,784	7,655	6,831
Global	42,642	42,719	46,307	48,480

Industry (INR crore)	Dec '16	Mar '17	Sep '17	Dec '17
Infrastructure of which	2,357	2,895	3,462	4,790
1. Power	1,073	1,508	1,297	1,862
2. Telecom	138	127	214	2,008
3. Roads & Ports	457	547	1,154	715
4. Other Infrastructure	690	713	797	205
Basic Metals & Metal Industry of which	8,023	8,267	8,196	8,408
1. Iron & Steel	7,492	7,769	7,619	7,826
Textiles	1,784	2,282	2,501	2,526
Petroleum & Petrochemicals	56	37	36	36
All Engineering	768	685	2,092	2,232
Food Processing	319	410	1,795	1,876
Chemicals and Chemical Products	757	559	614	593
Trade	2,088	1,828	1,783	1,775
Commercial Real Estate	391	290	302	320

Industry wise breakup of Restructured Standard Advances



Industry (INR crore)	Dec' 16		Mar'17		Sep'17		Dec' 17	
	Outstanding	% Share	Outstanding	% Share	Outstanding	% Share	Outstanding	% Share
Infra Power	3,999	28.44%	3,004	27.85%	3,443	29.37%	3,389	37.57%
Textiles	183	1.30%	116	1.08%	71	0.61%	1,120	12.41%
Services	1,291	9.18%	1,189	11.02%	969	8.27%	940	10.42%
Iron & steel	1,406	10.00%	290	2.69%	299	2.55%	496	5.50%
Infra Roads	523	3.73%	549	5.09%	148	1.26%	495	5.49%
Engineering	364	2.59%	324	3.00%	520	4.44%	385	4.27%
Infra Tele	698	4.96%	695	6.44%	2,055	17.53%	350	3.88%
Infra Others	1,451	10.32%	1,278	11.85%	1,219	10.40%	244	2.70%
Construction	556	3.96%	171	1.59%	780	6.65%	161	1.78%
Others	3,588	25.52%	3,169	29.38%	2,218	18.92%	1,441	15.98%
Total Restructured Standard Advances	14,059	100.00%	10,785	100.00%	11,722	100.00%	9,021	100.00%

Strengths & Initiatives

Key Strengths

Strong domestic presence through 5,458 branches & 10,027 ATMs and Cash Recyclers supported by self-service channels



A well recognized brand in the Indian Banking Industry with **strong retail franchise**



Subsidiaries and JVs cover the entire Financial Spectrum - Insurance, Asset Management, Capital Markets



Customer base of ~76 million



Deep Financial Inclusion Coverage - 29.90 million accounts, with a total deposits of INR 8,599 crore and average balance of INR 2,875



Well distributed branch network with 34% coverage in Rural, 28% in Semi-urban, 21% Metro and 17% Urban



Global presence across 105 overseas offices spanning 23 countries



Usually a **net lender** in the market, maintaining adequate **liquidity** in all business cycle phases



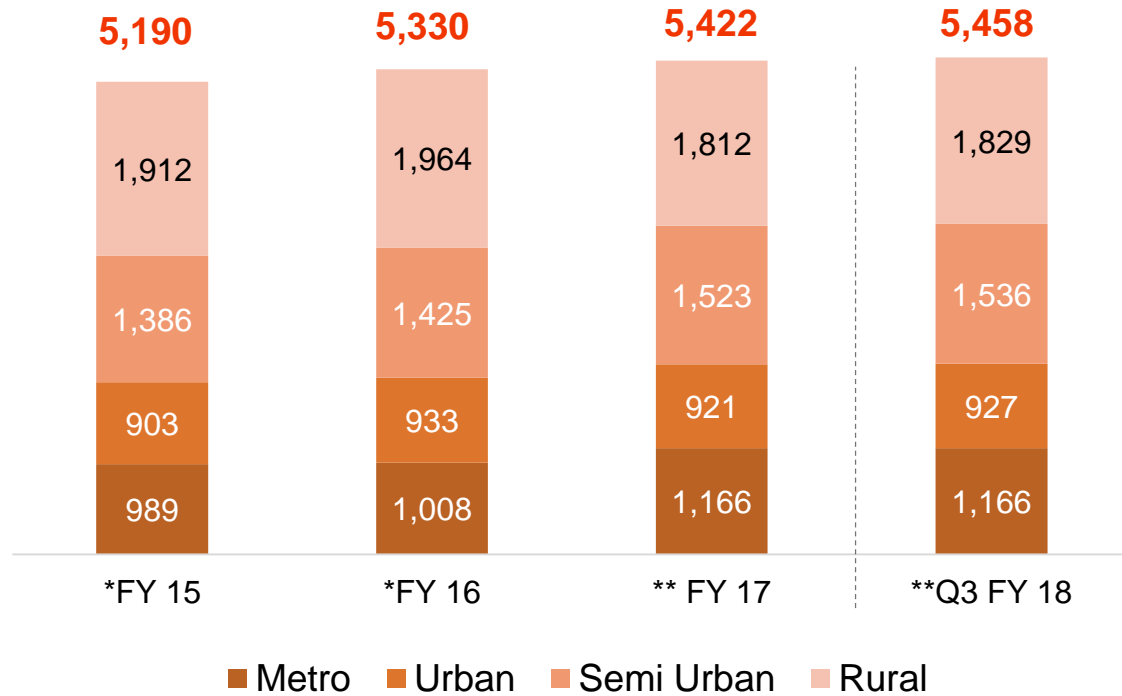
Capital Adequacy Ratio of **11.55%** which is above the regulatory requirements



Committed Workforce of 55,725

Established on July 20, 1908, Bank of Baroda is a 109 year old Bank with 58.70% stake held by the Government of India.

Domestic Branch Network

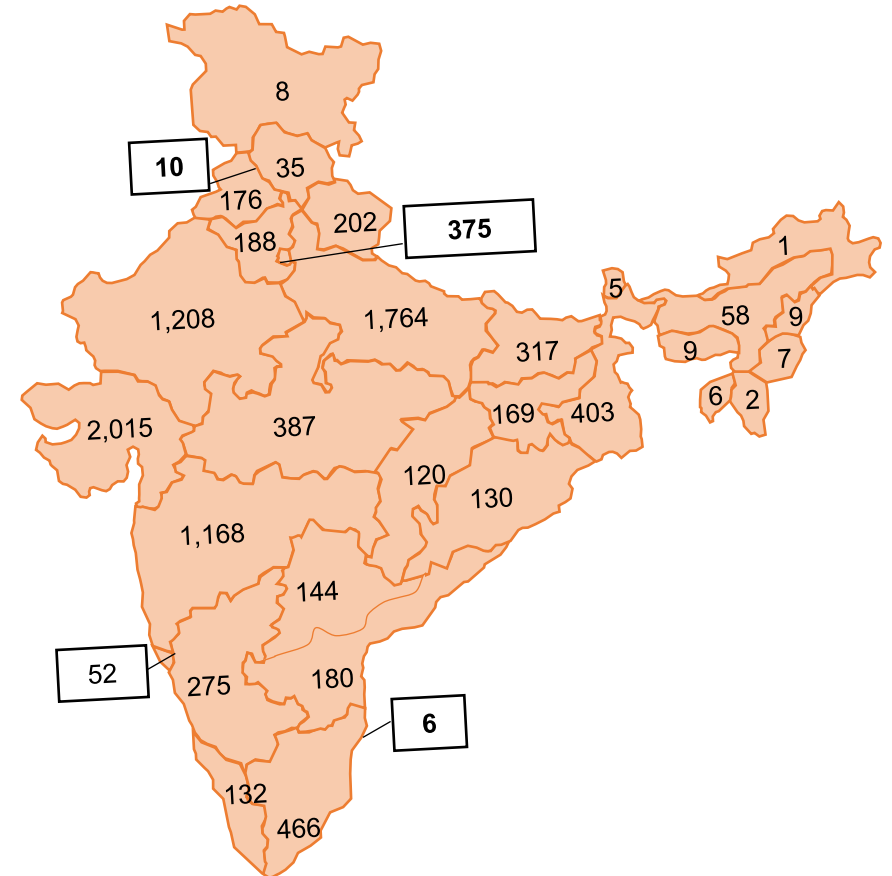


*FY15 and FY16 data as per 2001 census.

** FY 17, Q3 FY 18 data as per the 2011 census .

Bank had 347 e-lobbies, with 24*7 facilities for cash withdrawal, cash deposit, cheque deposit, passbook printing and internet banking, including express e-lobbies the total number of e-lobbies are 993 as on 31st December 2017.

ATM Network



*Total : 10,027 ATMs and Cash Recyclers

International Presence spanning 105 overseas offices across 23 countries



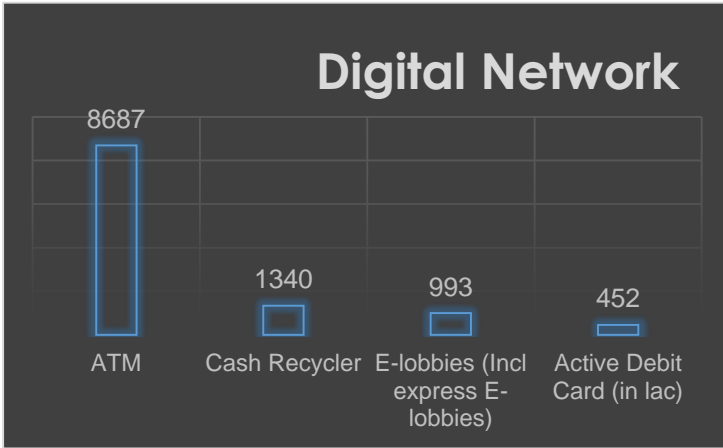
Color Codes

- Wholesale business
- Full Banking Centres
- Offshore Banking Units
- Joint Venture
- Associate

- **58** Branches (territories) in **15** countries.
- **8** Subsidiaries having **47** Branches.
- **1** Joint Venture, **1** Associate with **31** branches.
- In addition to above, there is **1** International Banking Unit (IBU) in GIFT City (SEZ), Gandhinagar, Gujarat, India, opened on 23.11.2017

Digital Footprint

Digital Network



35.44%
POS/ECOM
(YOY growth)



148.07%
Mobile Banking (F+NF)
(YOY growth)



118.76%
UPI Outward txns
(QOQ growth)



18.52%
Net Banking (F+NF)
(YOY growth)

Recent Product Suite

BHIM Baroda
Aadhaar Pay



Baroda
Reloadable Card



Multi Function Kiosk



NUUP
National Unified USSD Platform

Account Opening Kiosk



Baroda M-Clip

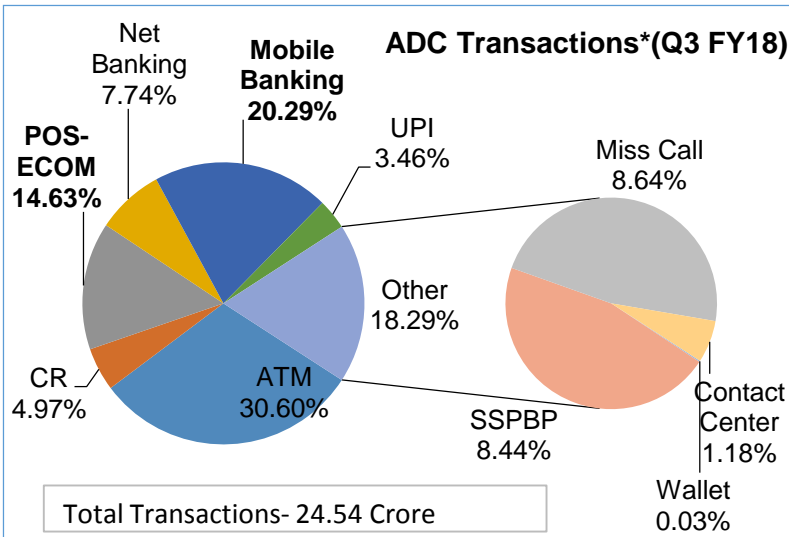


Co Branded
Debit Card



Toll Free Number:

1800 22 33 44
1800 258 44 55
1800 102 44 55



* Alternate Delivery Transactions data includes Financial and Non-Financial transactions.

~ 16 lakh new Debit cards were issued during Q3 FY 18 out of which 34.50% were issued in existing accounts. Apart from Debit Cards, Bank also offers Credit, Forex and Gift Cards

Fintech Initiatives & Partnerships

20+ initiatives across the FS spectrum: Lending, payments, wealth management, technology, e-commerce etc. and many more in the pipeline to be executed by end of FY'18.



Bank leveraging rich information about small, medium and large Corporates.



UBER

Vehicle finance to driver-partners willing to on-board on Uber platform.



BARODA M-INVEST

Customized personal wealth management mobile application called BARODA M-INVEST launched. App is available for android and iOS users.



Fintech partner for sourcing housing loan leads



Fintech partner for sourcing housing loan leads



GYANDHAN

Fintech partner for sourcing mortgage backed Education Loan applications for overseas studies.



Fintech partner for sourcing mortgage backed Education Loan applications for overseas studies.



Innovative contactless payments through sound. Feature integrated with Baroda m-connect. Upgrade in SDK with new technology



Payment gateway solution. Offers a secure link between the website, issuing institutions, acquiring banks and the payment gateway providers.

CREDITMANTRI

To get alternate data based proprietary algo credit assessment model for ascertaining creditworthiness of online merchants.

It is used to power Amazon-BOB partnership.



Launch of Bank's Hackathon – "Baroda Finathon"

Themes: Innovation, customer acquisition, customer experience, conversational banking, collections, compliance, operational efficiency.

>4,600 Teams Registered 330+ applications 12 shortlisted



FEATURED TIE-UP

RBI approved TReDS Platforms



BOB - 1st Bank to get onboarded on all -3- TReDS platforms

Benefits to Bank

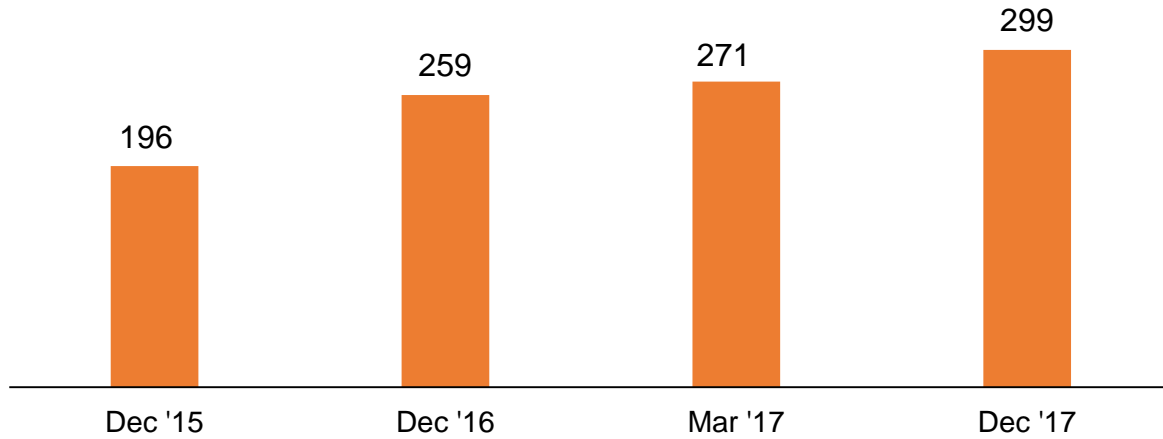
- One time master agreement
- Lower cost for New Customer Acquisition
- Reduced operational cost
- High quality book in MSME segment.
- Complete Digital Process
- Priority sector classification

TReDS Platform Statistics

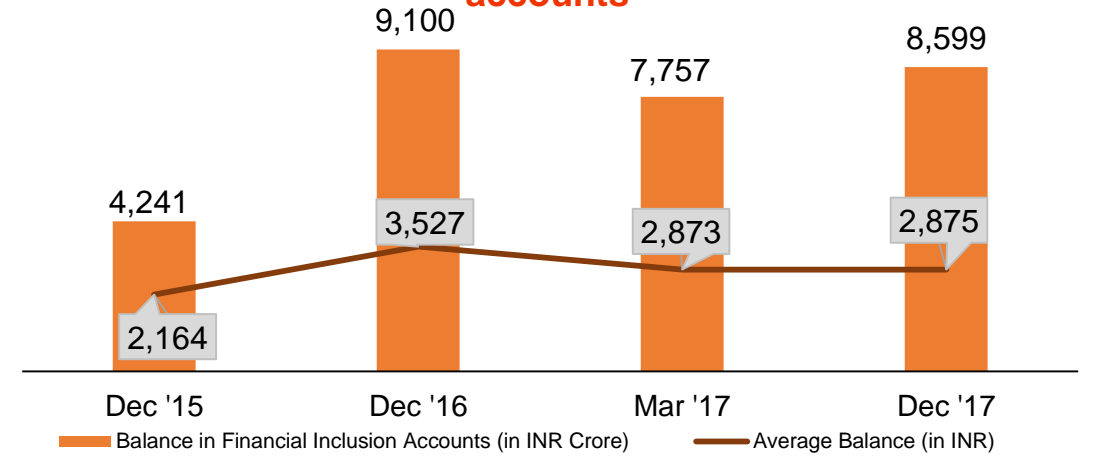
- Corporates Onboarded : ~92
- SME Suppliers Onboarded: ~348
- BOB's Market Share During Dec' 17 : 13%

Financial Inclusion (1/2)

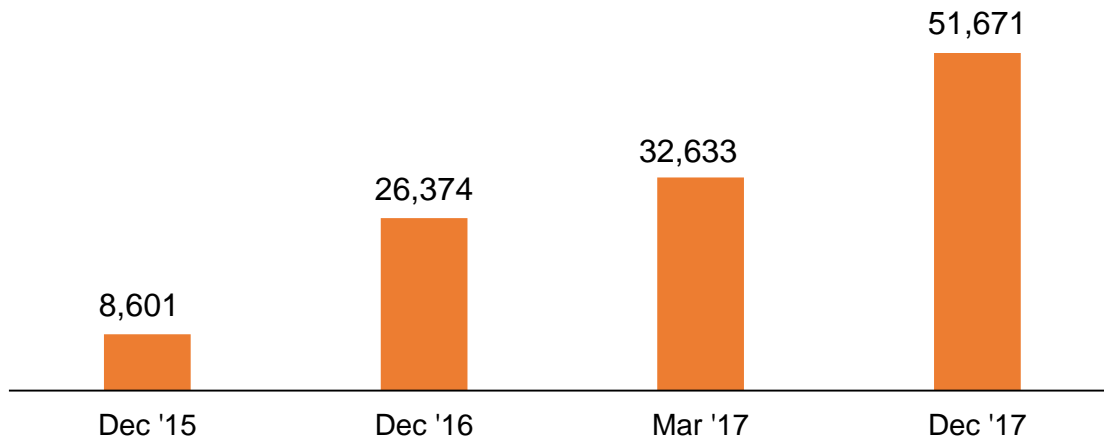
Total Financial Inclusion Accounts (in Lakh)



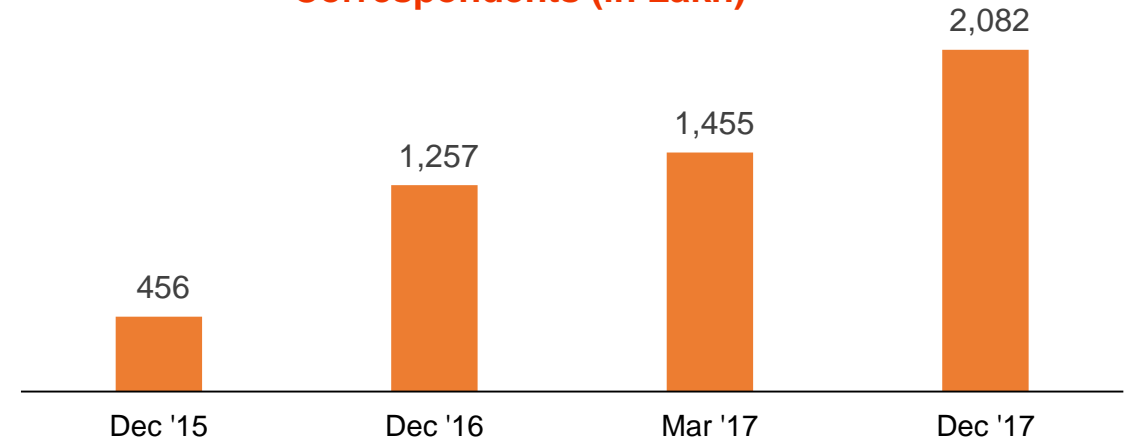
Balance/ Average Balance in Financial Inclusion accounts



Transactions – By Amount (in INR Crore)



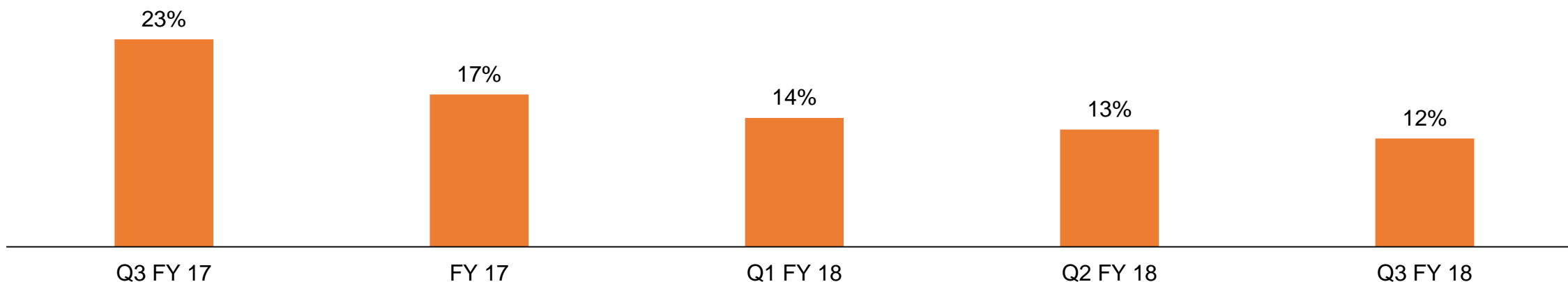
Number of Transactions through Business Correspondents (in Lakh)



Social Security Schemes

Particulars (in Lakh)	Enrolment up to				
	Dec'16	Mar'17	Jun'17	Sep'17	Dec'17
Pradhan Mantri Suraksha Bima Yojana	43.29	44.37	47.27	58.10	58.71
Pradhan Mantri Jeevan Jyoti Bima Yojana	15.24	15.88	16.11	17.60	17.86
Atal Pension Yojana	2.20	3.56	4.12	4.72	5.46

Zero Balance Accounts (%)



In Q3 FY 18, the Bank's 51 FLC centres across the country conducted 1,252 meetings/camps to educate 62,215 people. Our 49 BSVS (Baroda RSETI) centres have trained 8,677 youth through 329 training programmes during the quarter.

HR Initiatives

For Capacity Building, Leadership programs launched for all cadre of employees

Leader Pool

Scale VI & VII	Baroda Senior Leadership Program	Launched on 5 th September, 2017	74
Scale V	Baroda Emerging Leadership Program	Launched on 07 July, 2017	104
Scale IV	Baroda Rising Stars Program	Launched on 30 th October, 2017	324
Scale I, II & III	Sayaji Rao Gaekwad Scholars Program	Launched on 18 th November, 2017	2,204
Dedicated Project Team in place			2,706

Awards and Accolades



Asian Business Leadership Forum has conferred upon Business Innovator award -2017 to our MD & CEO Mr. P S Jayakumar.



Bank of Baroda wins Gold Award for Web Communication – Friendship First online Campaign at the 57th Association of Business Communicators of India (ABCI) Awards.

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Thank You



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Bank of Baroda

