



Karnataka Bank Ltd.
Your Family Bank. Across India.

Analysis of Financial Results

September 2015



Company Overview

Financial Performance

Business Strategy

Annexure



1. Time tested Bank with 91 years of banking history
2. Pan-India footprint
3. Robust technology and risk management systems
4. Strong productivity, capital adequacy ratios
5. Experienced management team & Professional Board
6. Highest Standard of Corporate Governance
7. Business Process Reengineering under implementation
8. Consistent track record of profit since inception
9. In the process of unveiling VISION - 2020

History & Evolution



- Incorporated in **1924**, Karnataka Bank is one of the oldest time tested private sector Banks
- Offers wide variety of corporate and retail banking products and services to over **9.5 million** customers
- Forayed into General Insurance business as a JV partner in Universal Sompo General Insurance Company Limited
- **1,793** service outlets with **12** Regional Offices, **690** branches, **3** Extension Counters and **1,100** ATMs in 457 centres across India as on Sept 30, 2015
- Business Turnover of **₹ 81,315** crore as at 30.09.2015.

2015	• No. of ATMs crossed 1,000
2014	• Business turnover crossed the milestone of ₹ 75,000 crore
2013	• Secured ISO 27001 : 2005 Certificate from NQA
2012	• BPR implementation under the guidance of M/s KPMG Advisory Services Pvt Ltd. commenced • Business Turnover crossed the milestone of ₹ 50,000 crore • No. of branches crossed 500 • Average turnover per branch crossed ₹ 100 crore • Launched ASBA facility
2011	• Right issue of ₹ 457.03 crore in the ratio of 2:5. • Launched Online Trading facility
2010	• Maiden QIP aggregate ₹ 160.83 crs.
2009	• Compliance with Basel-II norms
2007	• Completion of 100% core banking • Floated general insurance JV along with Allahabad Bank, Indian Overseas Bank, Dabur Investments and Sompo Japan Insurance
2006	• Launched CDSL-DP services at select branches
2005	• Completed 2:1 rights issue to raise ₹ 160 crs
2003	• Right issue in the ratio of 1:2
2002	• Bancassurance tie-up with MetLife • Maiden bonus issue in the ratio of 1:1
2000	• Implementation of “Finacle” CBS
1995	• Public issue of 45 lakh equity shares in October 1995
1977	• Became an authorised dealer of foreign exchange
1966	• Took over assets and liabilities of Bank of Karnataka, Hubli and opened 14 new branches
1961	• Took over assets and liabilities of the Chitaldurg Bank
1960	• Took over assets and liabilities of Sringeri Sharada Bank Ltd
1924	• Incorporated on 18 th February 1924 at Mangalore by Late B R Vyasarayachar & other leading members of the South Kanara Region



Recent Awards:

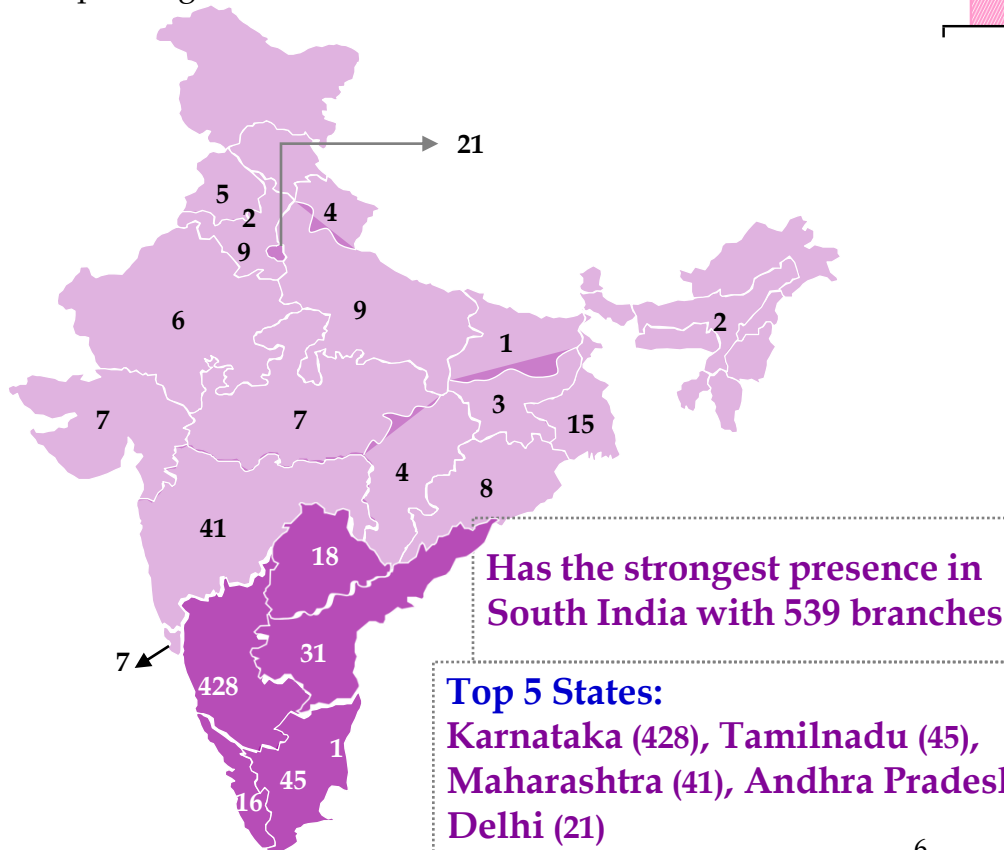
- ❖ Bank has bagged IDRBT Banking Technology Excellence Award - “Best Bank for Evangelizing Technology Adoption” under Small Banks category for the year 2014-15.
- ❖ Bank has bagged “Export Excellence Award for MSME” for the year 2014-15, by the FIEO [Federation of Indian Export Organizations] - Western Region.
- ❖ Bank has bagged “MSME BANKING EXCELLENCE AWARDS - 2014”, initiated by CIMSME [Chamber of Indian Micro Small & Medium Enterprises], under the following categories:
 - i) Best Bank Award for New Initiatives - Runner Up
 - ii) Best Bank Award for CSR & Green Initiatives - Runner Up.
- ❖ Bank has bagged ASSOCHAM's [Associated Chambers of Commerce & Industry of India] Certificate of Excellence for Social Banking, under private sector banks category.
- ❖ Shri P. Jayarama Bhat, MD & CEO, has been awarded with:
 - i) Asia Pacific HRM Congress Awards 2014, under the category “CEO with HR Orientation”
 - ii) “New Year Award, 2015” by Academy of General Education, Manipal University and Syndicate Bank, Manipal.

Pan-India footprint

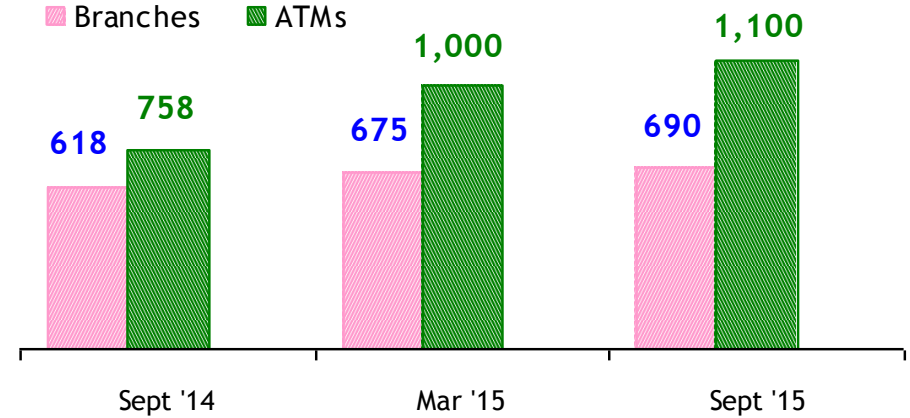


Pan-India Presence

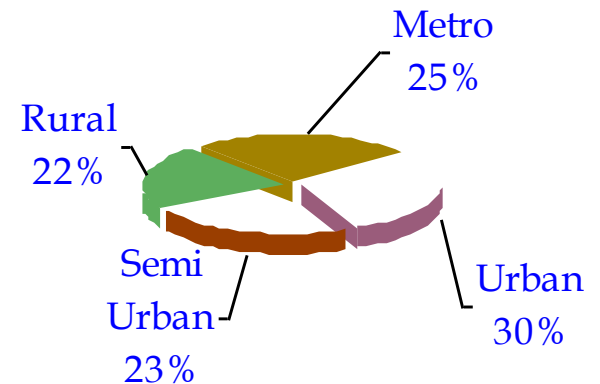
- Total 1,793 outlets – 12 regional offices, 690 branches, 3 Extension Counters & 1,100 ATMs
- As on 30.09.15, 10 e-Lobbies were introduced
- Specialized branches for Forex, Industrial, Agriculture, MSME, Corporate business & Financial Inclusion
- 82 Financial Inclusion branches, 37 Ultra Small branches
- Expanding network in northern India also.



No of branches & ATMs



Area wise distribution of branches (Sept '15)





Strong technology platform

Secured “ISO 27001:2013” certificate from NQA [National Quality Assurance] for its three I.T. set-ups, encompassing the Information Security Management System (ISMS) at Data Centre, Near line Site [NLS] at Bengaluru and Information Technology Department including the DR site [IT & DR] at Head Office, Mangaluru.

- ◆ Pioneer in implementing “Finacle” (CBS) amongst the old generation private sector banks
- ◆ 100% networking of branches using CBS
- ◆ State-of-art IT set up which has enabled Anytime Anywhere Banking through alternate delivery channels such as ATMs, International Debit Card, Internet Banking, Mobile Banking, e-Lobby etc.
- ◆ Also offers other products such as NGRTGS, NEFT, NECS, CTS, Online Trading, ASBA facility, Gift Card, Travel Card, Biometric Smart Card under Financial Inclusion, PoS Network, Online inward remittance facility to NRIs etc.
- ◆ Implemented Lending Automation Processing System (LAPS) software for efficient life cycle management of loan accounts and improved monitoring. Facility is also enabled for MSME customers to apply online for a MSME loan.
- ◆ Recently launched twin mobile apps - KBL ApnaApp and KBL mPassbook enabling SMS banking and mobile passbook for the customers.



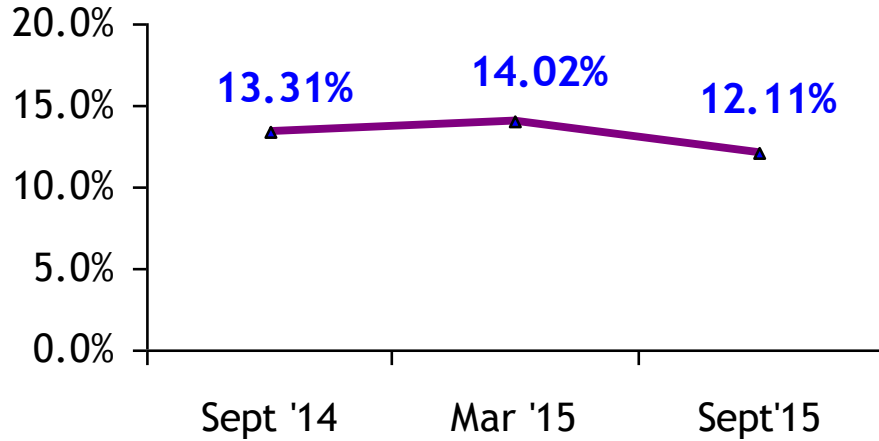
Effective risk management system

- ◆ Integrated Risk Management Committee develops policies and strategies for integrated risk management, monitors and reviews risk profile of the bank periodically.
- ◆ Internal Credit Rating of all the borrowers: Credit exposure above INR 25 lakh are rated borrower-wise and credit facilities below INR 25 lakh & all schematic advances including agri-credit proposals are rated under 'Pool based approach'.
- ◆ Effective ALM/mid office set up to monitor Liquidity risk/ Market risk on a continuous basis.
- ◆ For effective Operational risk management: Bank is building up a database of internal Loss data, near-miss cases and other Operational risk events, since Sept 2007.
- ◆ Bank has taken all necessary steps for migration to 'Basel II advanced approaches' under Credit, Market and Operational Risk and also implemented the presently applicable 'Basel III' guidelines of RBI.
- ◆ Bank has put in place a robust system to compute Liquidity Coverage Ratio (LCR) on a monthly basis. Bank is maintaining the LCR well above the RBI stipulated limits.
- ◆ Bank has put in place a system to compute Leverage Ratio on a quarterly basis. Bank is maintaining Leverage Ratio well above the RBI prescription.
- ◆ Bank has implemented highly sophisticated alert management systems for monitoring customer transactions and ensures compliance to KYC / AML norms.

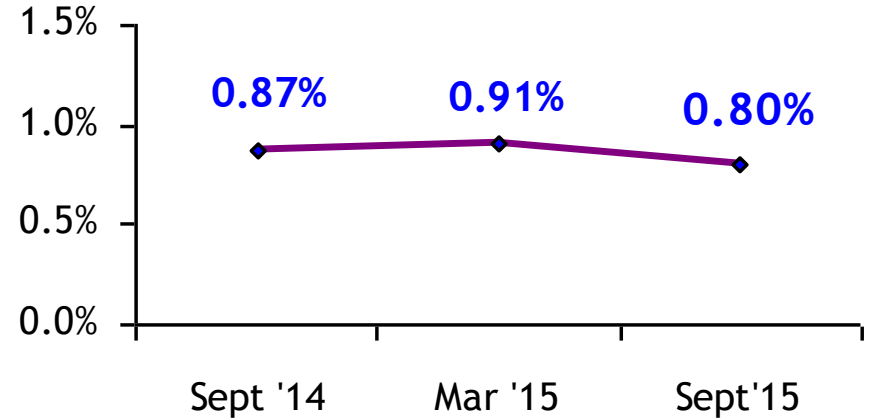
Return and Capital Adequacy Ratios



Return on Equity (%) (after tax)



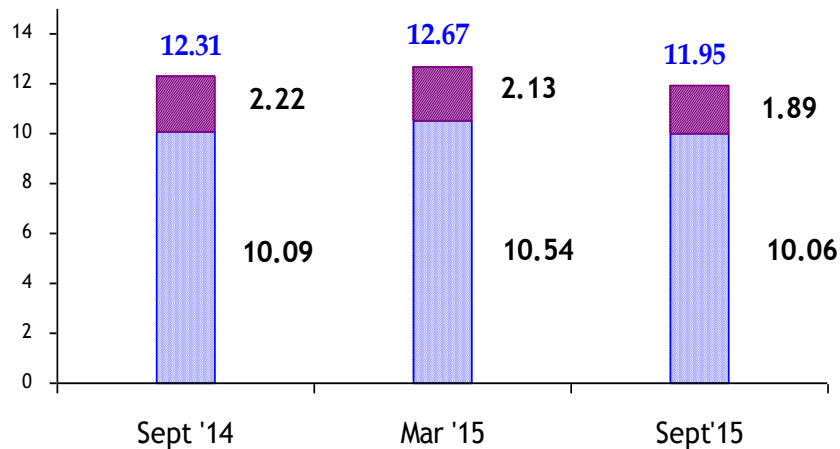
Return on Assets (%) (after tax)



Capital Adequacy (%)

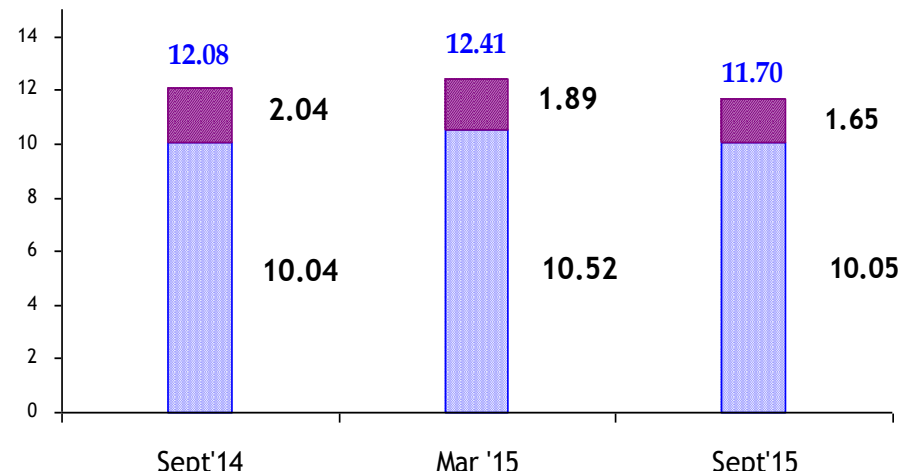
Basel II

Tier I Tier II



Basel III

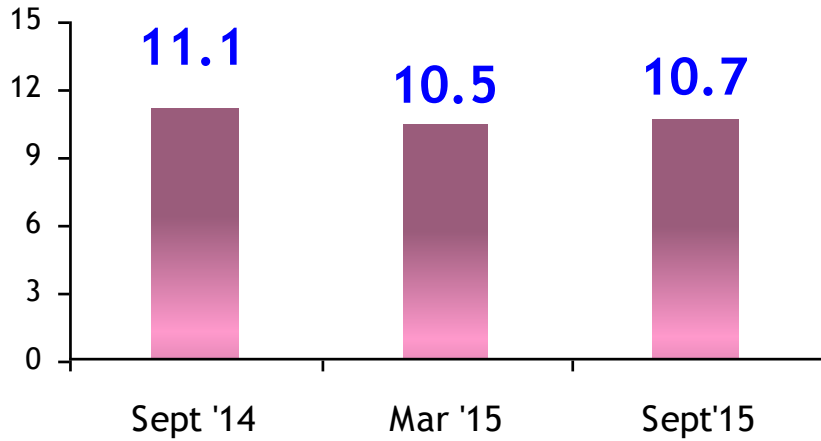
Tier I Tier II



Productivity ratios

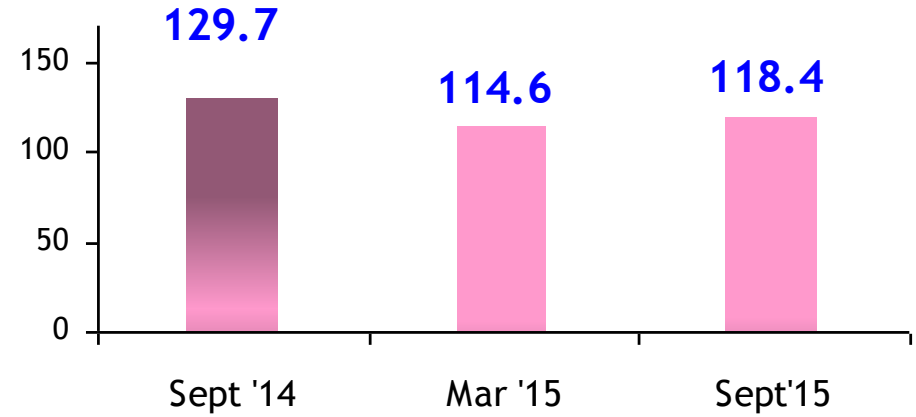


Operating Profit per employee (₹ lakh)*

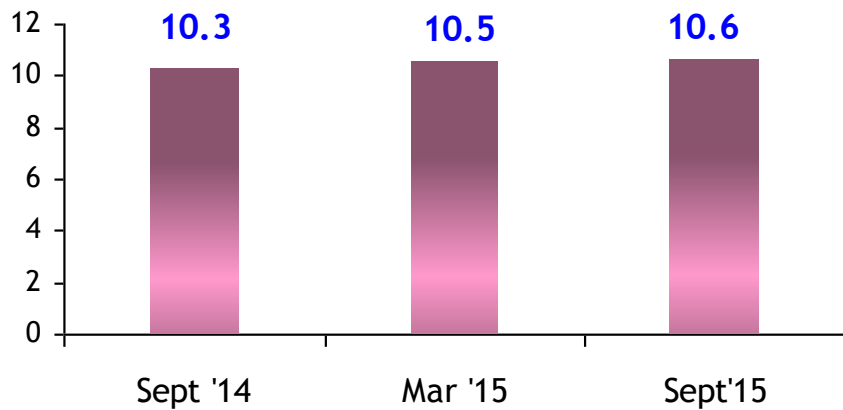


* annualised

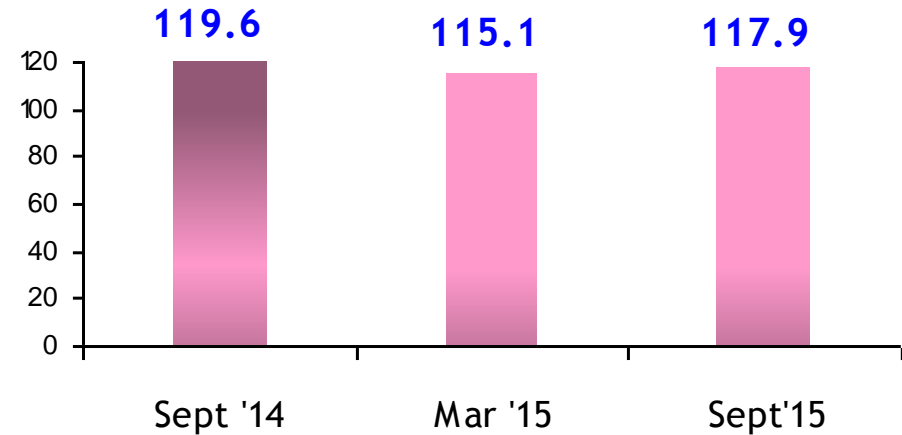
Operating Profit per branch (₹ lakh)*



Business per employee (₹ crs)



Business per branch (₹ crs)

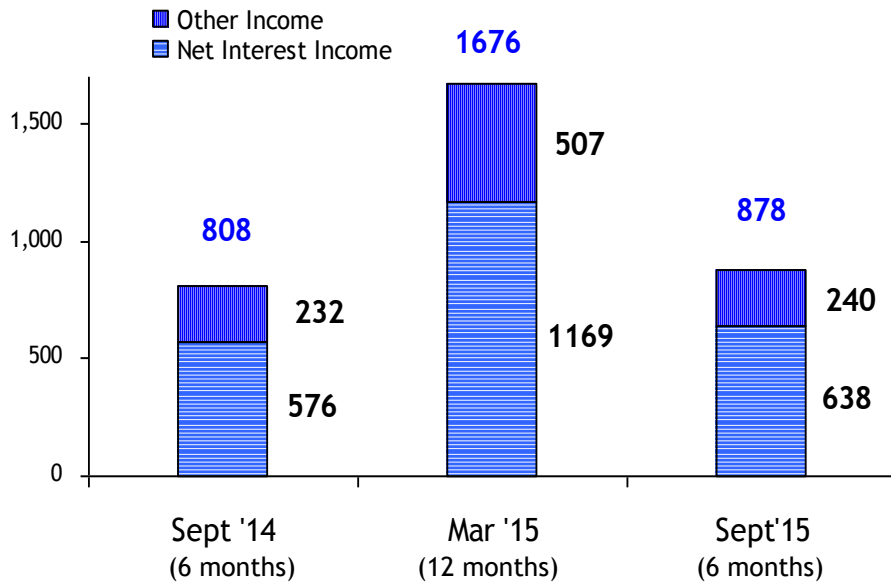


Financial Performance

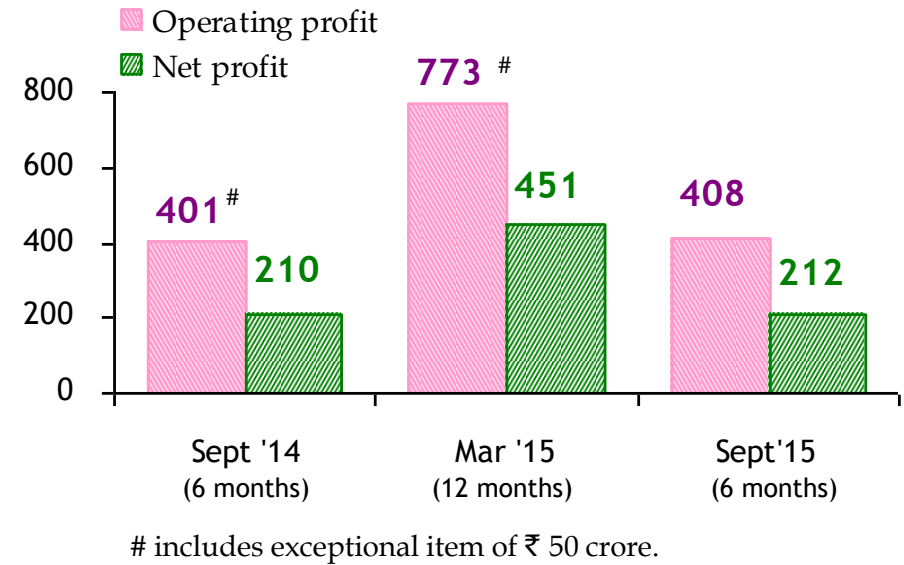
Income & Profit



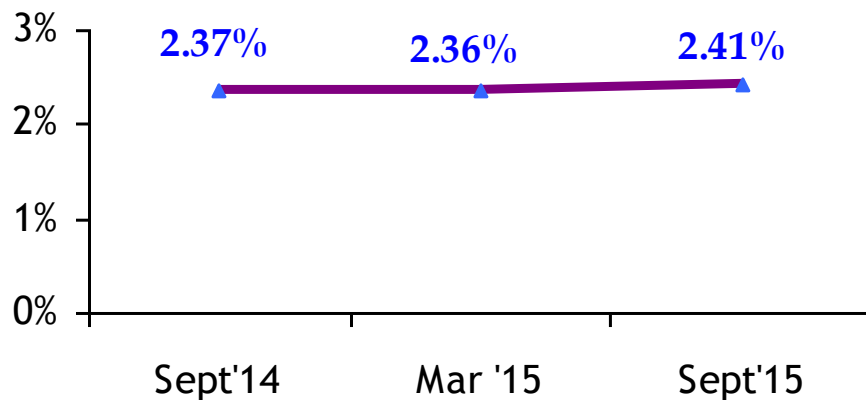
Net Income (₹ crs)



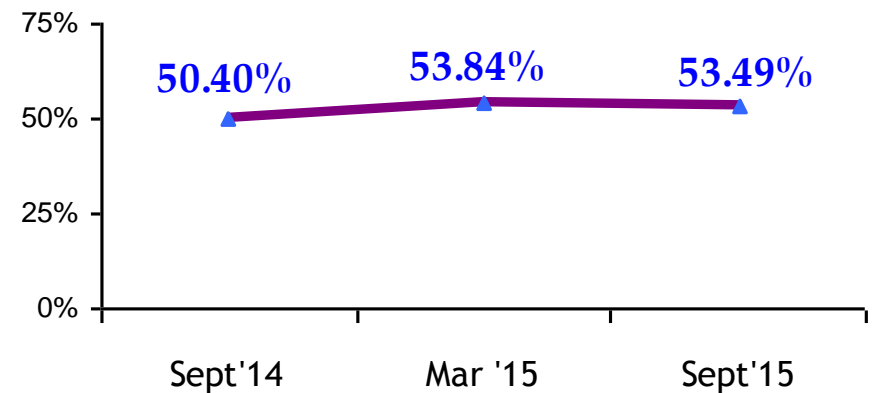
Operating and Net Profit (₹ crs)



Net Interest Margins (%)



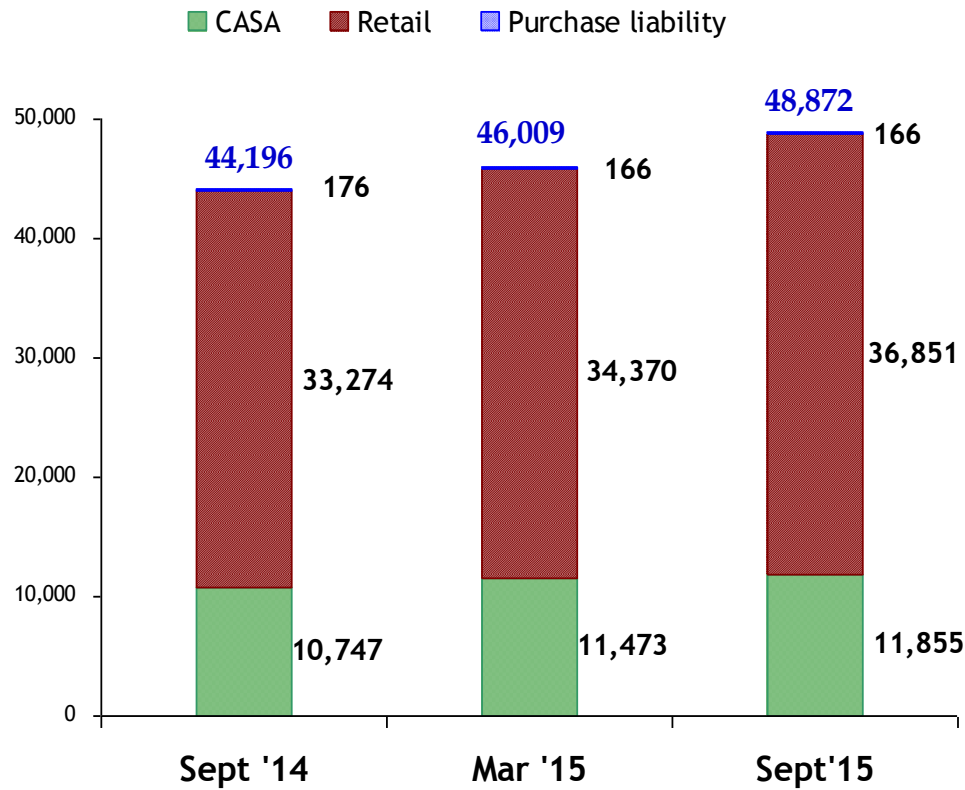
Cost to Income Ratio (%)



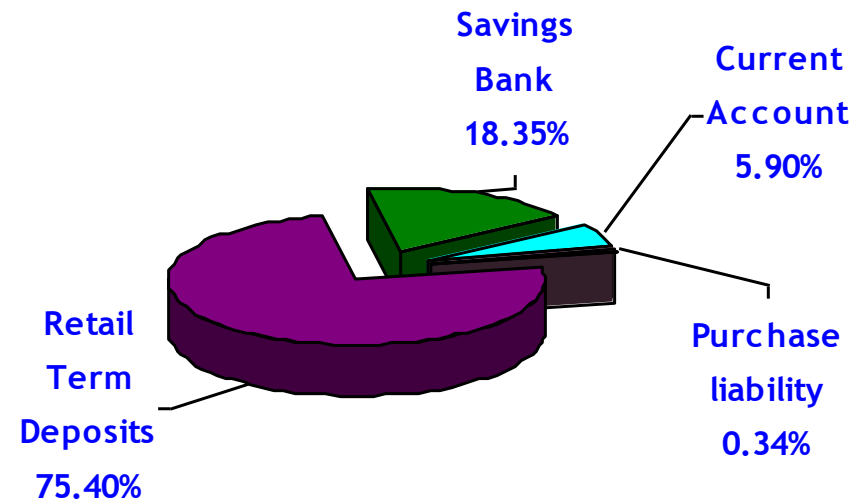
Deposits



Deposits (₹ crs)

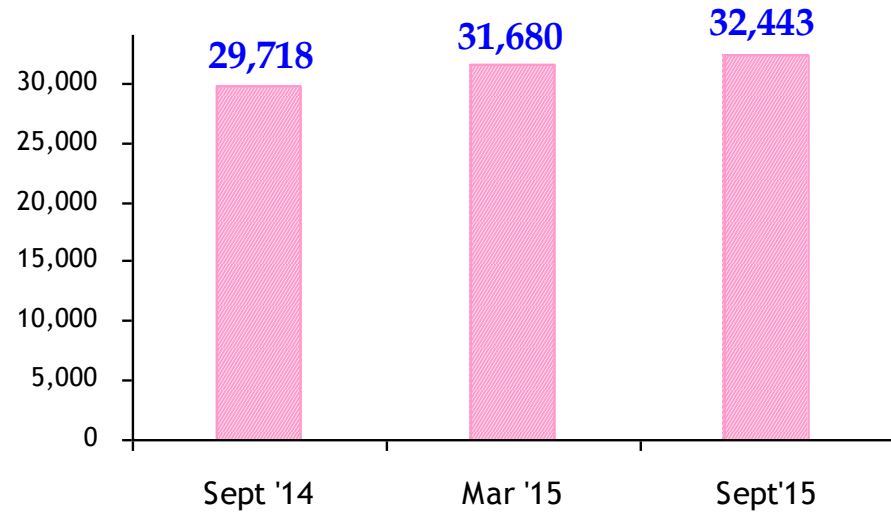


Deposits break up (Sept '15)

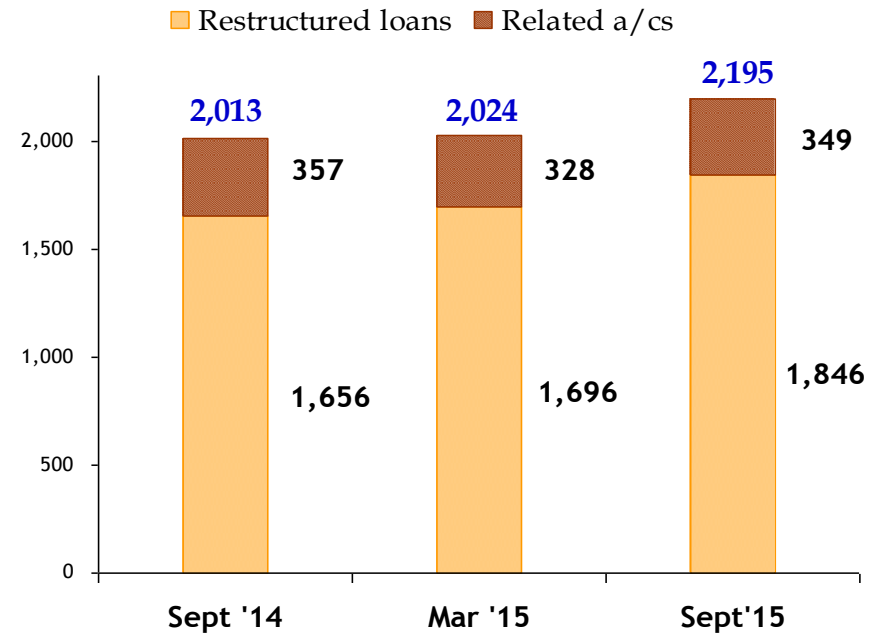




Advances (₹ crs)

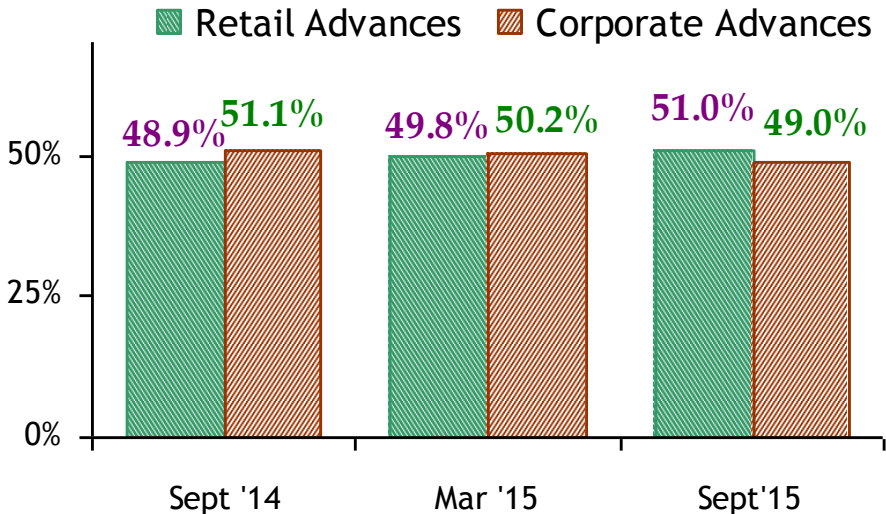


Restructured loans & related accounts (₹ crs)

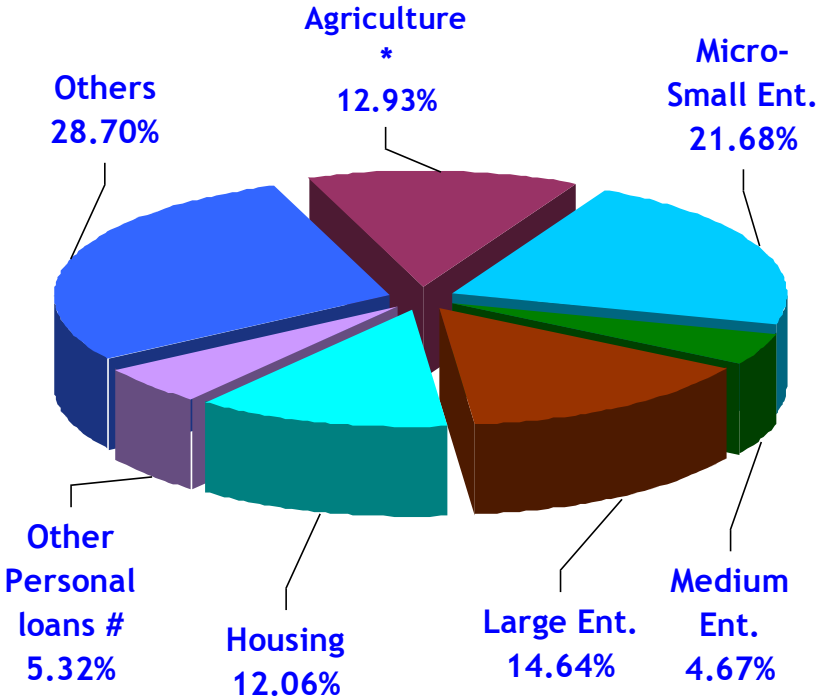




Retail & Corporate Advances (%)



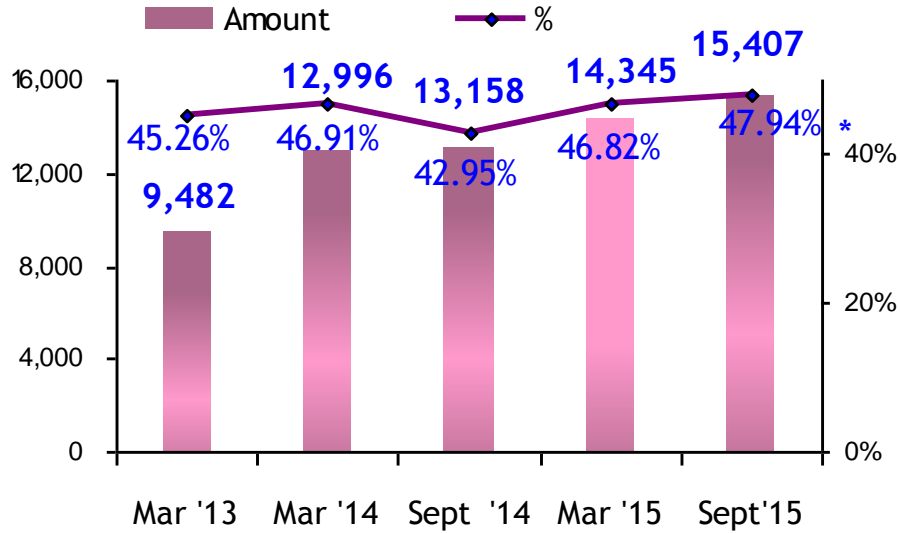
Segmentation of Advances (Sept'15)



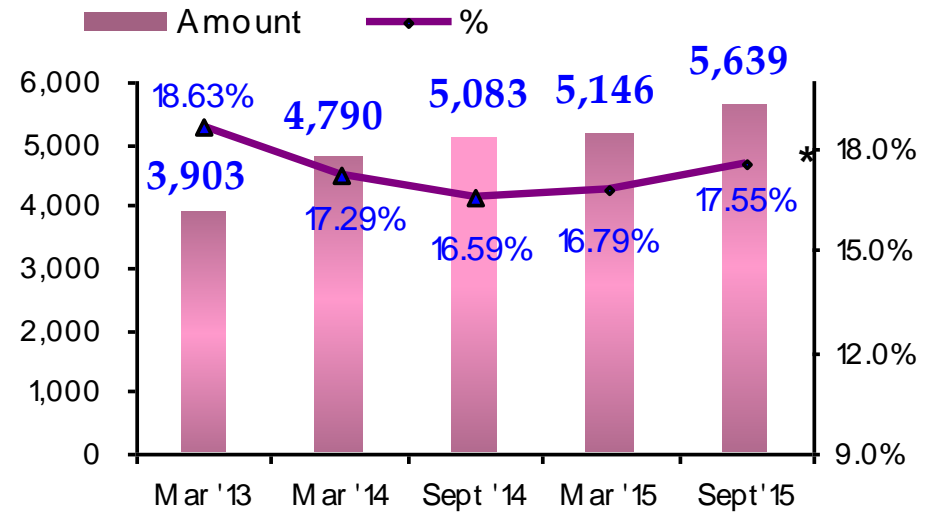
* However, this works out to 17.55% of the ANBC of 30.09.2014, as per RBI's Master circular dated 01.07.2015.



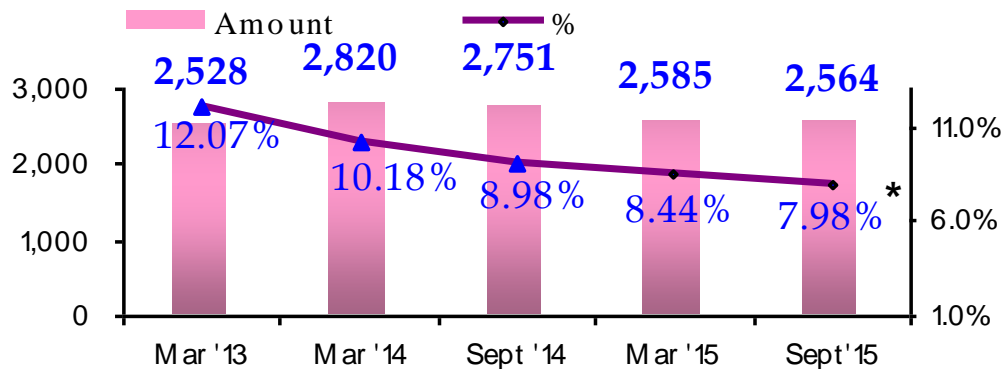
Priority Sector Advances (₹ crs)



Agriculture Advances (₹ crs)



Advances to Weaker Section (₹ crs)

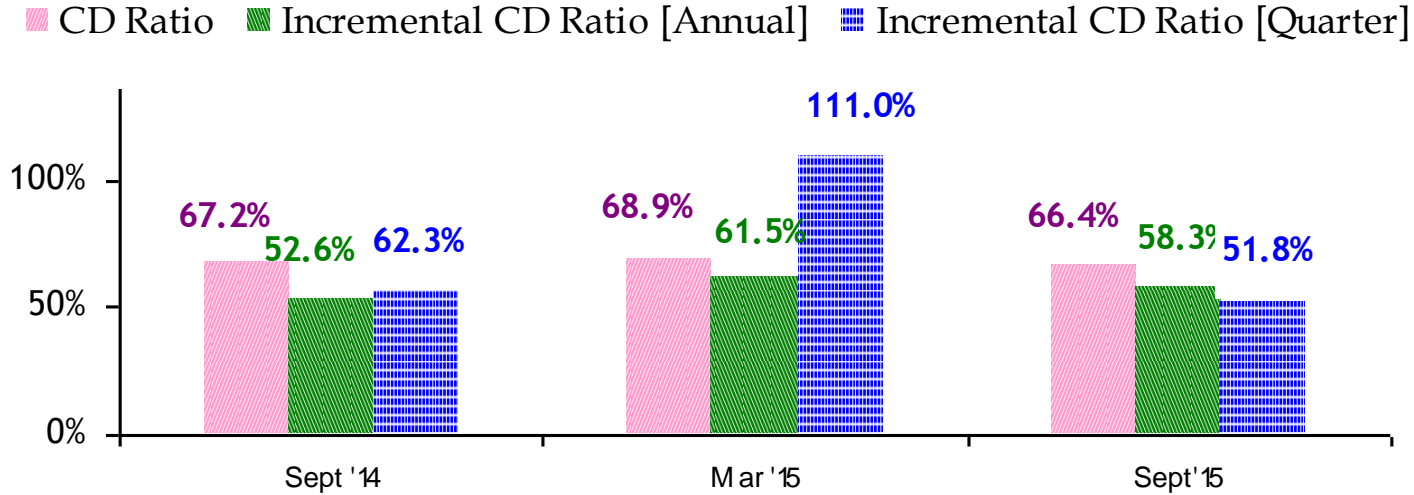


* Upto March 2015, base figure for the calculation of % is ANBC as on March 31st of previous year and from Jun'15 onwards, base figure is ANBC as of corresponding period of previous year.

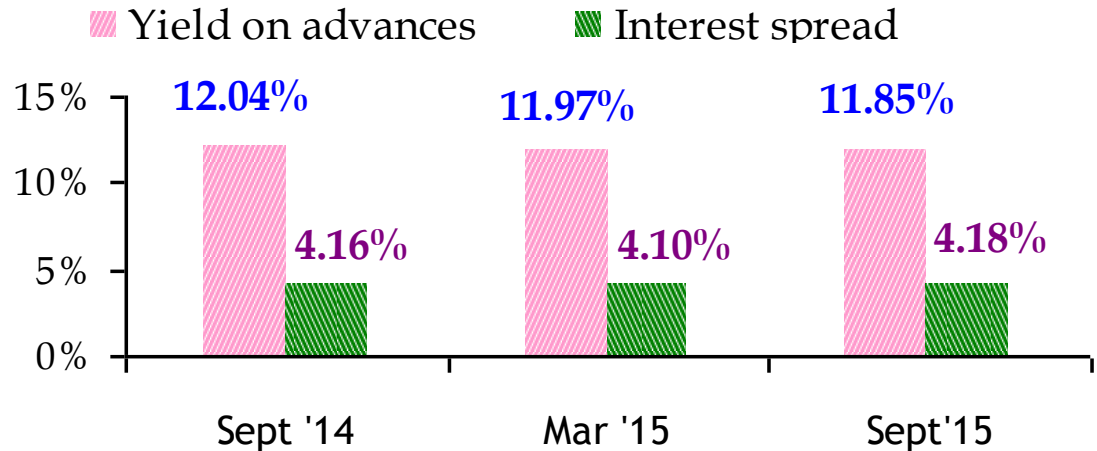
CD Ratio & Yield on Advances



Credit Deposit ratio (%)

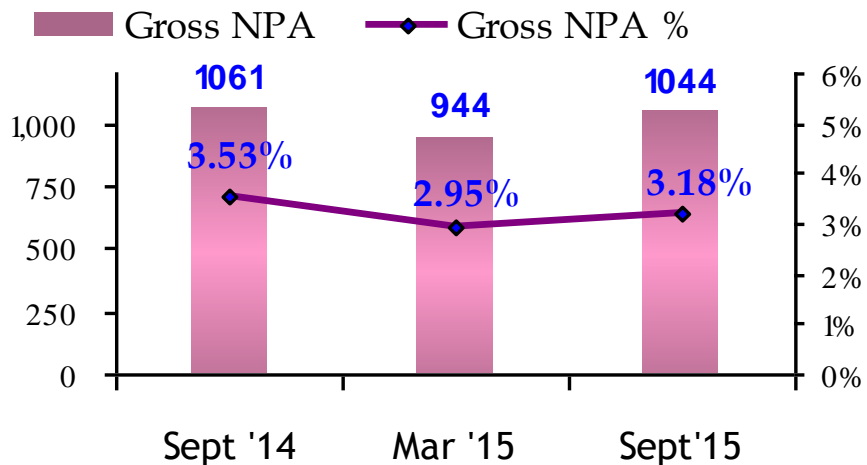


Yield on Advances & Interest Spread (%)

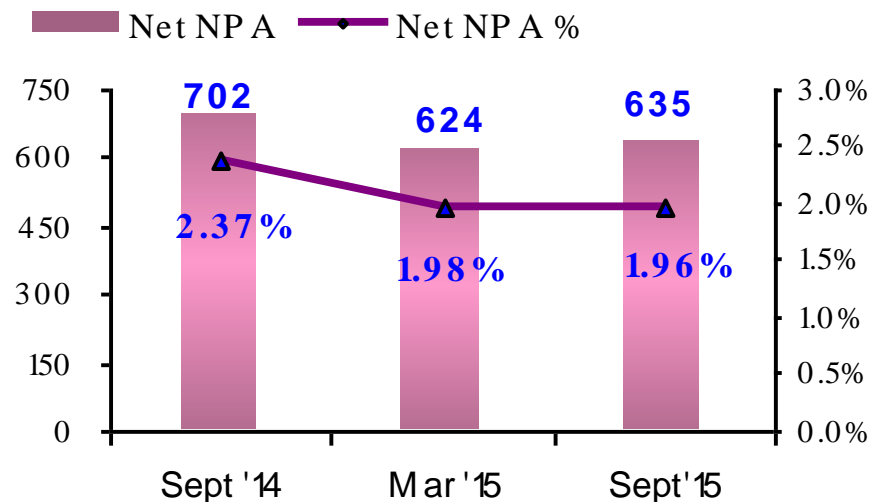




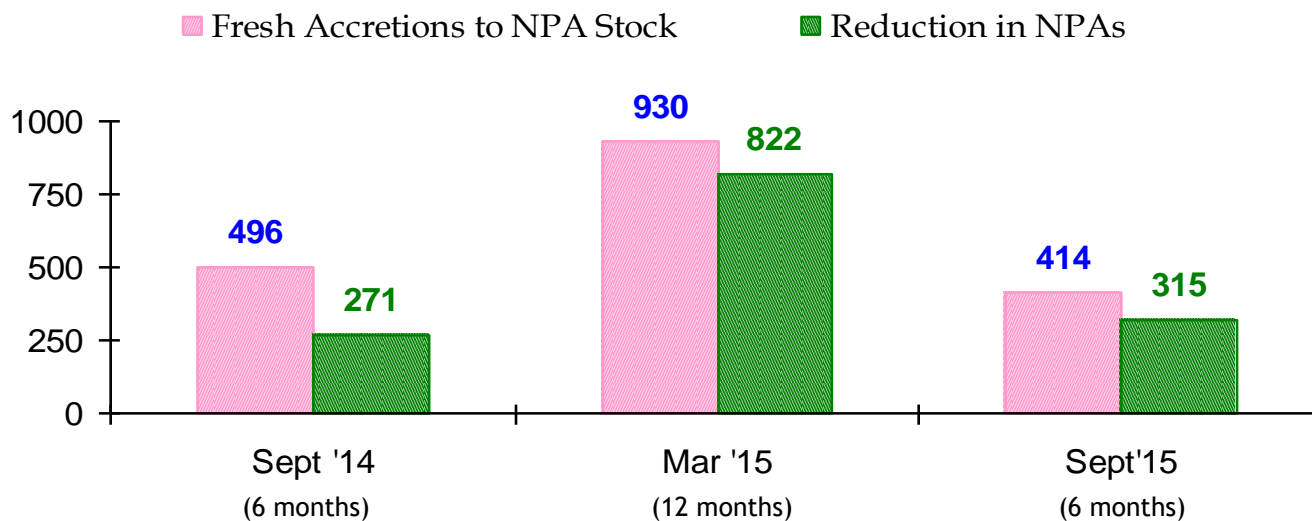
Gross NPAs (₹ crs)



Net NPAs (₹ crs)



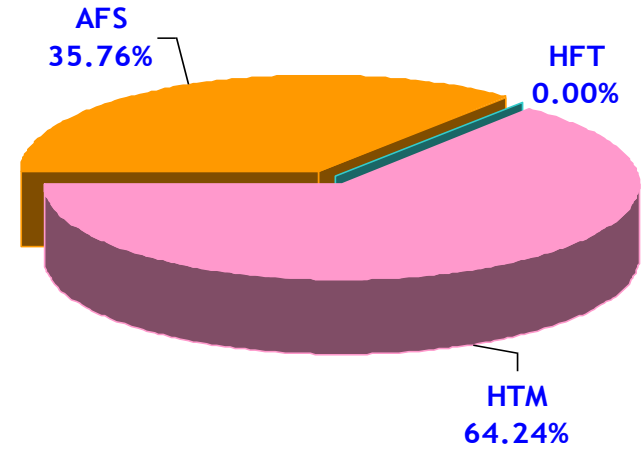
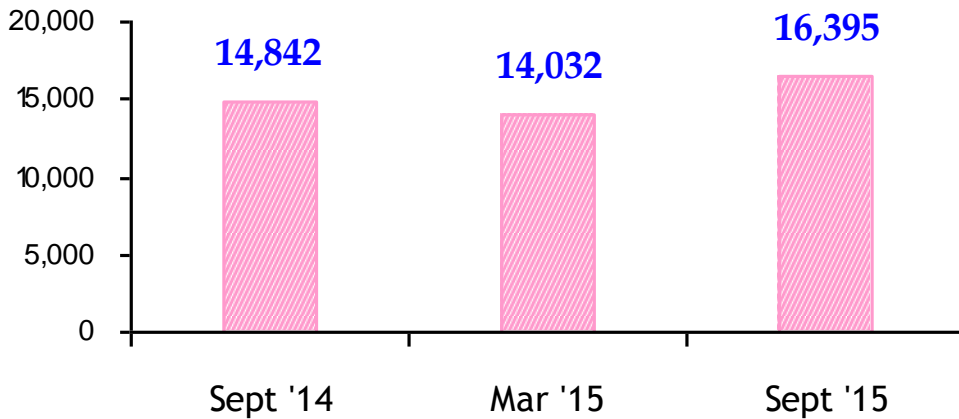
Fresh accretions and recoveries (₹ crs)



Investments [excl. RIDF]

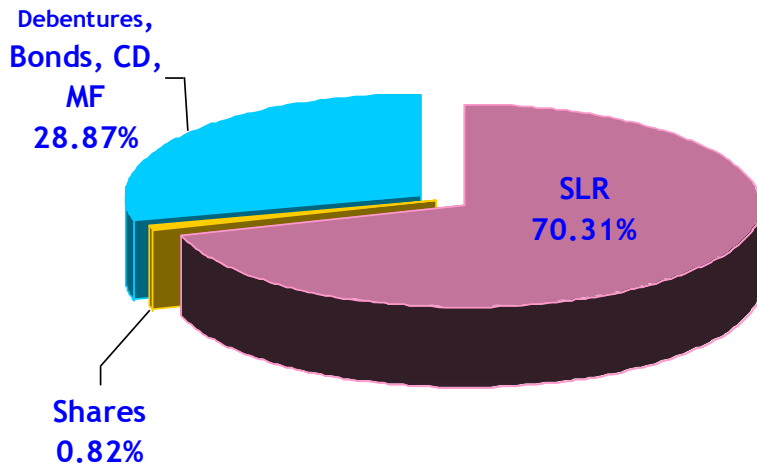


Investments (₹ crs)

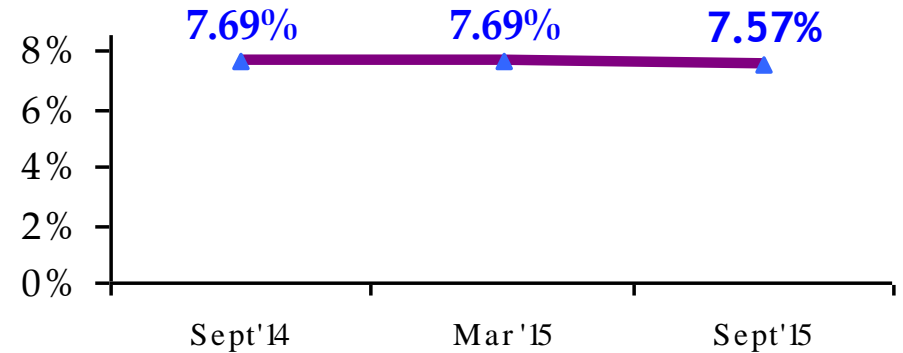


Duration

AFS	HFT	HTM	TOTAL
2.00	0.00	4.73	3.78



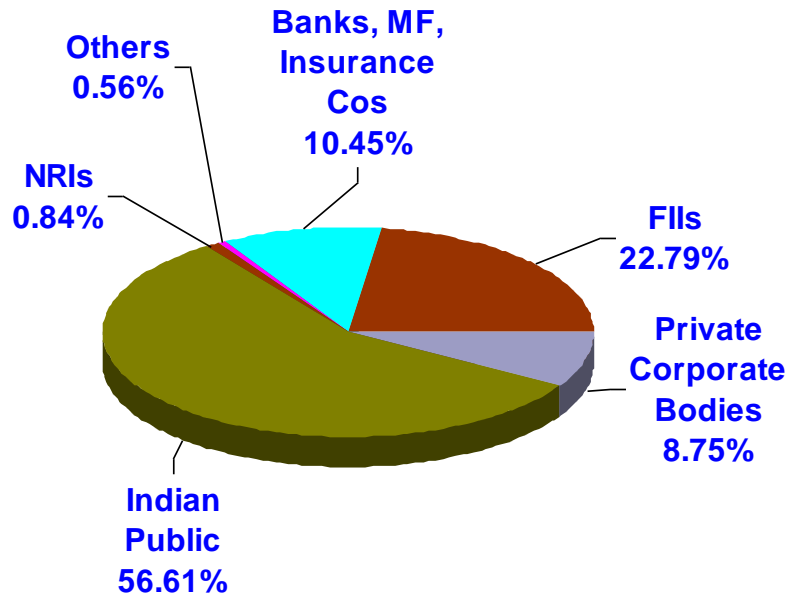
Yield on Investments (excl. MF) (%)



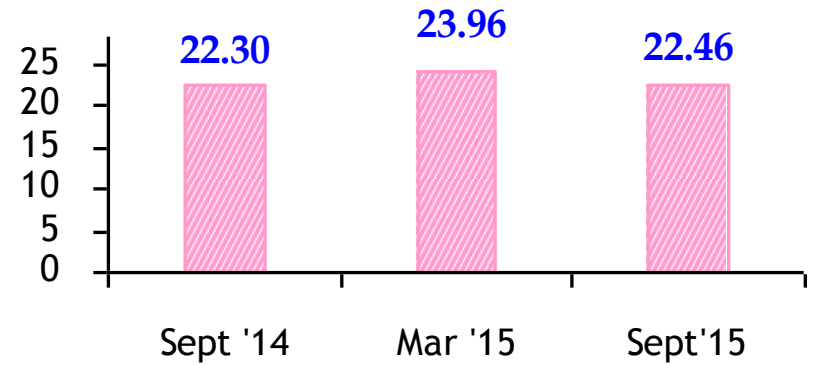
Share holders' value



Share holding pattern (Sept 2015)

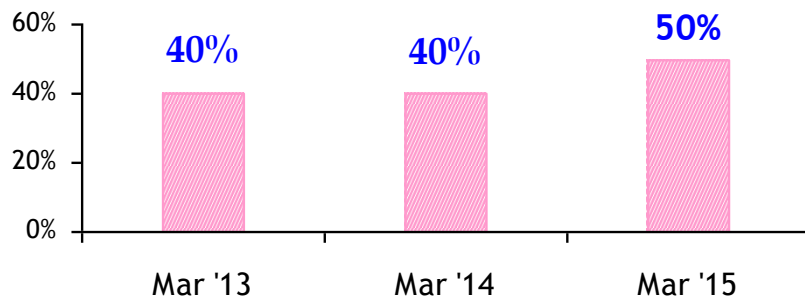


Earning Per Share (₹)*

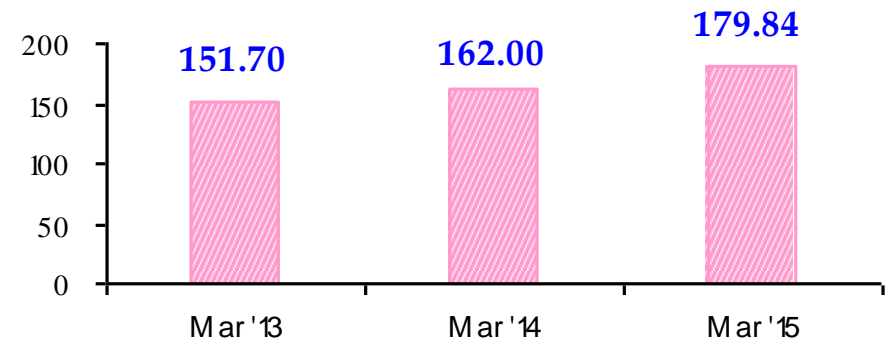


* annualised

Dividend (%)



Book value (₹)



Business Strategy



The Bank is implementing prioritized initiatives under “Project Tejas”, a Business Process Re-engineering [BPR] project of the Bank, which aims at high growth with superior quality across assets & liabilities portfolio and products & services.



Priorities	Strategy	Product support
<p>Increasing the share of CASA deposits</p>	<ul style="list-style-type: none"> • Introduction of new SB & Current account schemes tailored to suit the various market segments and periodical overhauling of the schemes with necessary sophistication / upgradation. • Increasing the penetration level of alternate delivery channels such as ATMs, Internet banking and mobile banking facilities, POS etc. • Pushing the use of electronic payment facilities like Real Time Gross Settlement (RTGS) and NEFT. • Effective marketing through a focused marketing vertical. • Holding CASA campaigns to reach out to new clients. 	<p style="text-align: center;"><u>Salaried Persons</u></p> <ul style="list-style-type: none"> ◉ KBL - Salary Privilege <p style="text-align: center;"><u>Students</u></p> <ul style="list-style-type: none"> ◉ KBL - Tarun ◉ KBL - Kishore <p style="text-align: center;"><u>Women</u></p> <ul style="list-style-type: none"> ◉ KBL -Vanitha <p style="text-align: center;"><u>HNI's</u></p> <ul style="list-style-type: none"> ◉ KBL - SB Money Sapphire ◉ KBL - SB Money Platinum ◉ KBL - SB Money Ruby <p style="text-align: center;"><u>Businessmen/Corporates</u></p> <p style="text-align: center;"><u>KBL Current Accounts</u></p> <ul style="list-style-type: none"> ◉ General ◉ Money Pearl ◉ Money Ruby ◉ Money Diamond ◉ Money Platinum ◉ Money Diamond Plus



Priorities	Strategy	Product support
<p>Credit in Centre Stage</p>	<ul style="list-style-type: none"> ➤ Augmenting the credit disbursal through specially identified Focused Attention Branches (FAB). ➤ Thrust on Micro, Manufacturing and Service sector under MSME lending and introduction of new loan products for MSME. ➤ Modification in organizational set up for effective credit dispensation and monitoring. Formed CrMC [Credit Monitoring Cell] for exclusive monitoring of loans. ➤ Thrust on maintaining quality of credit and effective credit monitoring through creation of Regular Asset Monitoring Cell (RAM Cell) and Stressed Asset Monitoring Cell (SAM Cell). ➤ Tackling Non Performing Assets through early and effective recovery action. ➤ More thrust for Financial Inclusion agenda. ➤ Housing & Car loan campaign has started to have focused attention. 	<p style="text-align: center;"><u>Agri Sector</u></p> <ul style="list-style-type: none"> ○ KBL- Instant Agri Credit ○ KBL - Agri Gold ○ KBL - Kissan Credit Card ○ KBL - Krishik Sarathi ○ KBL - Krishik Godham ○ KBL - Kisan Mitra <p style="text-align: center;"><u>MSME Sector</u></p> <ul style="list-style-type: none"> ○ KBL- MSE (Traders, Professionals, Transport Operators etc) ○ KBL - MSE Support ○ Vyaapar Mithra <p style="text-align: center;"><u>Housing</u></p> <ul style="list-style-type: none"> ○ KBL- Apna Ghar ○ KBL - Home Comfort ○ KBL - Ghar Niveshan ○ KBL-Apna Ghar Elite ○ KBL - Mortgage ○ KBL - Lease N Cash <p style="text-align: center;"><u>Consumption</u></p> <ul style="list-style-type: none"> ○ KBL- Car Loan ○ KBL- Salaried Persons ○ KBL- Insta Cash ○ KBL - Easy Ride ○ KBL-New Vahana Mitra <p><u>Students</u></p> <ul style="list-style-type: none"> ○ KBL- Vidyanidhi <p><u>Women</u></p> <ul style="list-style-type: none"> ○ KBL- Mahila Udyog



Priorities	Strategy	Product support
<p>Augmenting Fee Income</p>	<ul style="list-style-type: none"> ➤ Leveraging the Clientele base to enhance the “Other Income” by Cross Selling / upselling of other products such as insurance & mutual fund products, lockers, gift cards, travel cards, etc. ➤ Effective utilisation of ‘customer segmentation’ tool - CLIVE tool & CAFÉ tool provided by KPMG. ➤ Concentrating more on acquirer business in ATM channel. ➤ Appropriate counselling on “Financial Planning” relevant for various stages of one’s life/life style. 	<ul style="list-style-type: none"> ⊙ Life Insurance products ⊙ General Insurance products ⊙ Mutual Fund products ⊙ Demat Services ⊙ Online Trading ⊙ POS Network ⊙ Gift Card ⊙ Travel Card ⊙ ASBA facility ⊙ Online inward remittance facility for NRIs
<p>Customer Relationship Management</p>	<ul style="list-style-type: none"> ✓ Retention / Acquisition of customer through constant improvement in the services rendered. ✓ Speedy redressal of customer complaints & grievances. ✓ Special attention & support to senior citizens and differently enabled customers. 	<ul style="list-style-type: none"> ⊙ ATM facilities ⊙ Internet Banking facilities ⊙ Mobile Banking ⊙ e-Lobby facility ⊙ Moneyplant Visa International Debit Cards ⊙ E - Commerce Online payment through Debit Card ⊙ M-Commerce Payment thro Mobile ⊙ Missed Call Banking facility ⊙ Mobile Apps ⊙ IVR facility to support customers ⊙ A dedicated Customer Service & Grievance Redressal Cell at HO ⊙ Online Grievance Redressal Mechanism



- ❖ Bank is providing banking services to rural unbanked areas through 214 Gram Panchayats, consisting of 1,039 villages, of which, 101 are being covered by branches and rest are being covered by Business Correspondents.
- ❖ Bank has a total of 37 USBs as at Sept 2015.
- ❖ Bank has sponsored 5 Financial Literacy & Credit Counseling [FLCC] Centres.
- ❖ Bank is one of the Trustees of Karnataka Farmers' Resource Centre, which serves as a Resource Centre for providing training, counseling & consultancy services to farmers.
- ❖ Bank is participating in the Govt. of Karnataka EBT Pilot project for NREGA / SSP beneficiaries.
- ❖ Bank is participating in DBT programme of Govt. of India. & the Modified DBTL for both Aadhaar based as well as Non-Aadhaar based (LPG ID) across the country.
- ❖ Bank is participating in the Social Security Scheme-Atal Pension Yojana through all branches
- ❖ Bank has tied up with M/s BASIX Sub-k iTransactions Ltd. and M/s Integra Micro Systems (P) Ltd. for providing end-to-end Business Correspondent Services in the 121 Gram Panchayat covering 561 villages in the states of Karnataka and Chattisgarh.
- ❖ Bank has introduced Basic Savings Bank Deposit Account [BSBD] & SB-Small Account with simplified KYC requirement for hassle free opening of account.
- ❖ Bank has also introduced the revised General Credit Card scheme which enables customers in rural & semi urban area to avail hassle free credit for entrepreneurs in rural areas.
- ❖ Bank has implemented Pradhan Mantri Jan-Dhan Yojana [PMJDY] and has opened 11,08,449 accounts during the period from 15.08.2014 to 30.09.2015 .



- ❖ Focused attention through 160 specialised MSME branches to ensure hassle free flow of credit to the sector.
- ❖ Holding MSME cluster meets at various centres in association with stakeholders like DIC, ASSOCHAM, DSIA, etc.
- ❖ Simplified systems & procedures, attractive rates of interest & collateral free loans upto ₹ 10 lakh.
- ❖ Bank is extending differential rate of interest to MSE loans covered under CGTMSE.
- ❖ Bank is not charging Processing Charges for loans to MSEs, upto ₹ 5 lakh limit.
- ❖ Bank has entered into a MOU with Reliance Capital Ltd. for financing of MSMEs through co-financing arrangement.
- ❖ Bank has entered into a MOU with Credit Analysis & Research Ltd (CARE), for providing Credit Rating Services & Due Diligence Services to the MSME clients of the Bank.
- ❖ Bank has entered into a MOU with M/s Ashok Leyland, Tata Motors, BEML, TVS Motors for purchase of vehicles by Micro & Small Entrepreneurs.
- ❖ Bank has launched Online Loan Application Submission for MSME customers on Bank's website under the MSME portal, with facility of online tracking of such applications.

Other initiatives / developments



- ❖ 'Agri meets' are being held at various agri centres, by involving NABARD & Lead Bank.
- ❖ Bank has entered into an MOU with NCMSL, NBHC, Staragri & Edelweiss (EICML) for availing Collateral Management services to extend loan against WHRs to farmers.
- ❖ Specialized branches have been identified & Agriculture Field Officers are placed for enhancing the Agri portfolio.
- ❖ Exporters' meets are being held at various potential centres, in association with FIEO.
- ❖ Bank has tied up with Times of Money to offer an internet based online money transfer solution, 'Remit2India', to NRIs.
- ❖ Bank has partnered with M/s UAE Exchange & Financial Service Lt.d., to offer inward remittance arrangement with Xpress Money Services as a sub agent, with which NRIs can transfer money from more than 150 countries.
- ❖ "Missed Call Banking Solution" since introduced for account balance enquiry & mini statement.
- ❖ Bank has launched "i-Hundi" facility through Interactive Voice Response [IVR] channel, wherein Bank's customers can donate funds to adored deities/temples/trusts which are registered with the Bank.
- ❖ Bank has launched "e-Lobby - 24 x 7 Banking Services" at various locations.
- ❖ Formed a special purpose vertical, called IT BuS, i.e. IT enabled Business Solution cell, for conceiving and implementation of new digital banking business ideas.
- ❖ "KBL-ApnaApp" & "KBL-mPassBook" - 2 new mobile applications launched on July 15, 2015, thereby enabling customers to carry on a host of banking activities through their mobile phone.

Annexure

Deposits & Advances



₹ crs	<u>Sept-14</u>	<u>Mar-15</u>	<u>Sept-15</u>
Total Deposits	44,196	46,009	48,872
CASA Deposits	10,747	11,473	11,855
Retail Deposits	33,274	34,370	36,851
Purchase liability, CD, IBD	176	166	166
Total Advances	29,718	31,680	32,443
Priority Sector Advances	13,158	14,345	15,407
Agri Advances	5,083	5,146	5,639
MSE Advances	5,046	6,359	7,121
Advances to Weaker Section	2,751	2,585	2,564

Income & Expenditure



₹ crs	<u>Mar-15</u> [12 months]	<u>Sept-14</u> [6 months]	<u>Sept-15</u> [6 months]
Interest Income	4,698	2,300	2,477
Interest Expense	3,529	1,724	1,839
Net Interest Income	1,169	575	638
Fee Income	394	198	217
Treasury Income	113	34	23
Non-Interest Income	507	232	240
Total Income (Net of Interest Expense)	1,676	807	878
Operating Expenses	952	457	470
Operating Profit before exceptional item	723	351	408
Exceptional item	-50	-50	-
Operating Profit after exceptional item	773	401	408
Provision for loan losses in Adv./ losses in Invts./ Taxes / other	322	191	196
Net Profit	451	210	212

Interest Income & Interest Expenditure



₹ crs	<u>Mar-15</u> [12 months]	<u>Sept-14</u> [6 months]	<u>Sept-15</u> [6 months]
<u>Interest Income</u>			
Interest Income	4,698	2,300	2,477
Interest on Advances	3,506	1,710	1,847
Interest on Investments	1,086	535	580
Other interest	106	55	50
Yield on Advances	11.97%	12.04%	11.85%
Adjusted yield on Invts.	8.70%	8.16%	7.65%
<u>Interest Expense</u>			
Interest Expense	3,530	1,725	1,839
Interest on Deposits	3,408	1,659	1,785
Other interest	121	66	54
Cost of Deposits	7.87%	7.88%	7.67%
<u>Net Interest Income</u>			
Net Interest Income	1,169	575	638
Interest Spread in Lending	4.10%	4.16%	4.18%
Net Interest Margin on average assets	2.36%	2.37%	2.41%

Capital Adequacy under BASEL III



₹ crs	<u>Sept-14</u>	<u>Mar-15</u>	<u>Sept-15</u>
Total Risk Weighted Assets	30,289	32,021	33,521
Total Capital Fund	3,660	3,974	3,924
Total Tier I Capital	3,041	3,369	3,369
Paid up Equity Capital	188	188	188
Reserves under Tier I Cap.	2,853	3,181	3,181
Total Tier II Capital	619	605	555
Surplus Provisions & Reserves	233	250	264
Subordinated Debt Fund	386	355	291
Total CRAR	12.08%	12.41%	11.70%
CRAR Common Equity Tier I Capital	10.04%	10.52%	10.05%
CRAR Tier I Capital	10.04%	10.52%	10.05%
CRAR Tier II Capital	2.04%	1.89%	1.65%



- ❖ **Business Turnover of ₹ 91,000 crore.**
- ❖ **50 new Branches to take the total no. of Branches to 725.**
- ❖ **275 new ATMs to take total no. of ATMs to 1,275.**
- ❖ **Introduction of technology based facilities: social media banking, image based debit cards, student combo cards, card less cash, new version of internet banking, m-POS (Mobile Point of Sales), video conferencing with branches using desktop etc.**
- ❖ **Effective utilisation of the Fund Transfer Pricing (FTP) and Customer Profitability Management System (CPMS) solution.**
- ❖ **Introduction of Fraud Risk Management Solution (FRMS) to enhance the customer acceptability of digital banking products.**
- ❖ **Introduction of Aadhaar enabled e-KYC, online authentication system.**
- ❖ **Bank is in the process of unveiling its VISION - 2020 document.**



WE EXPRESS OUR HEARTFELT GRATITUDE TO ALL OUR STAKE HOLDERS FOR THEIR TRUST & SUPPORT AND SOLICIT THEIR CONTINUED PATRONAGE, AS WE CONTINUE OUR JOURNEY WITH RENEWED DEDICATION & COMMITMENT.





Ananthakrishna
Non Executive Chairman



P Jayarama Bhat
Managing Director & CEO



S V Manjunath
Chikmagalur
Planter



D Harshendra Kumar
Shri Kshethra
Dharmastala,
Dakshina Kannada



Dr. H Rama Mohan
Kundapura
Medical Practitioner



T R Chandrasekaran
Chennai Chartered
Accountant



Ashok Haranahalli
Bangalore
Advocate



Mrs Usha Ganesh, IAS
Bangalore
Former Member of
Karnataka
Administrative
Tribunal



Rammohan Rao Belle
Bangalore Former
MD & CEO, SBI Gen.
Insu. Co. Ltd



B A Prabhakar
Bangalore
Former Chairman & MD of
Andhra Bank



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