

Where service is a way of life



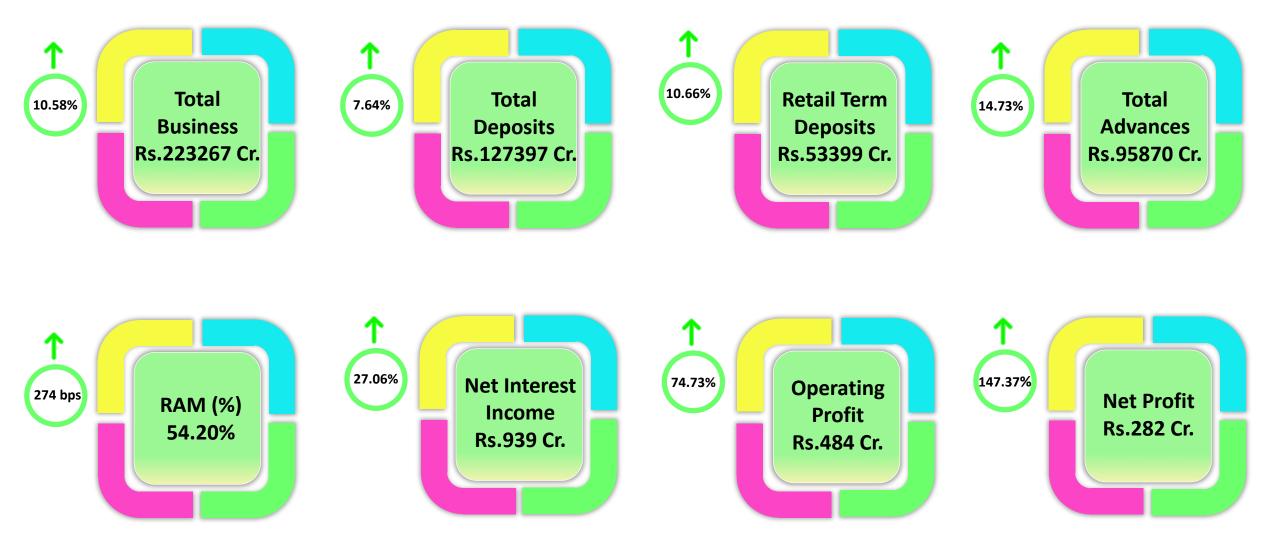


Q3 (2024-25)

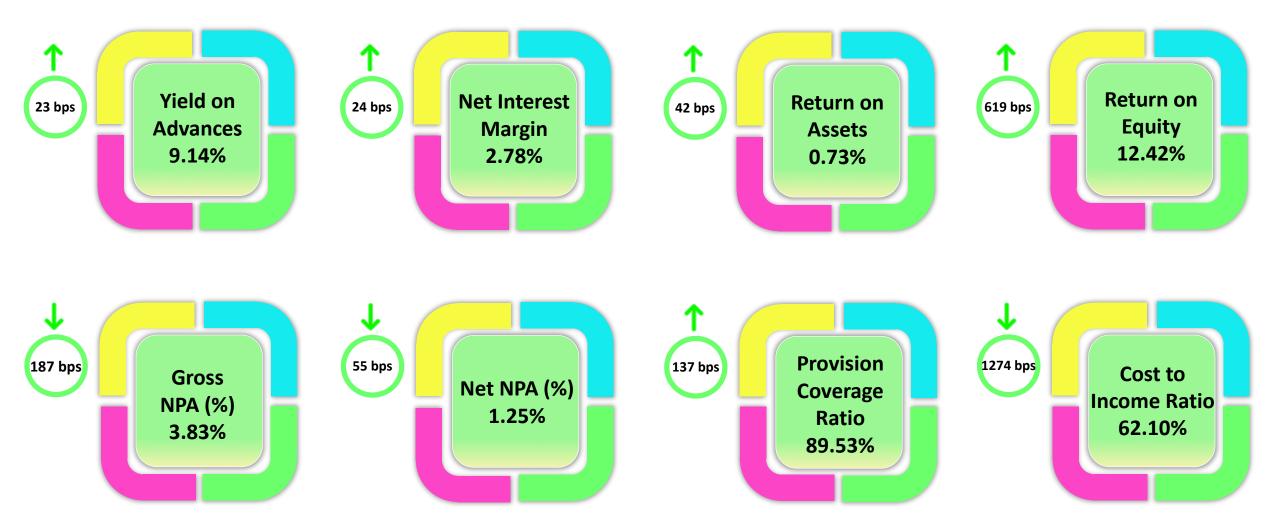
Analyst Presentation



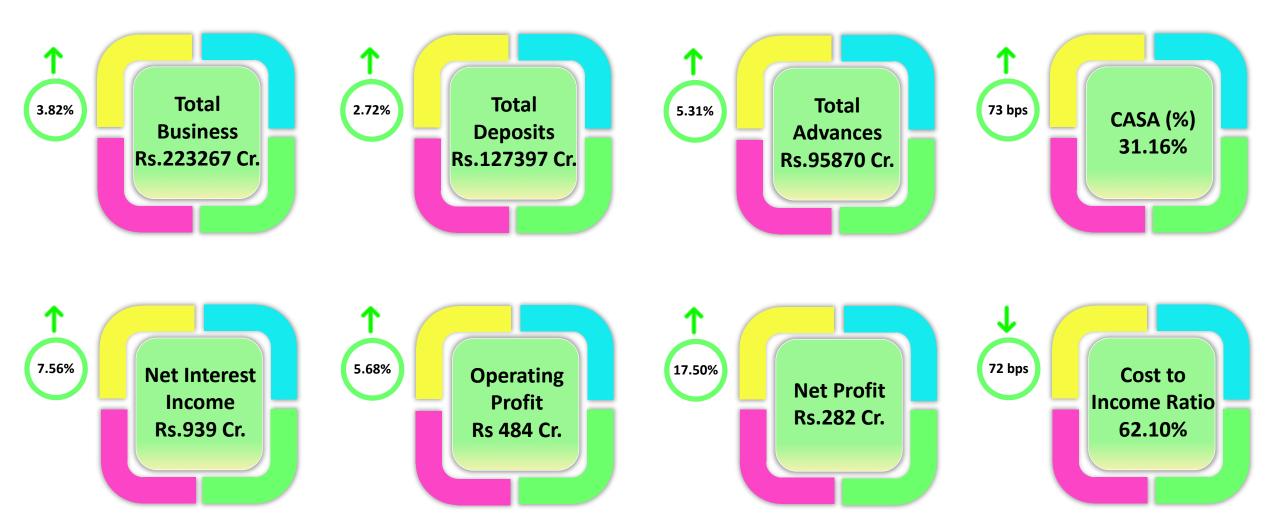
#### Key Highlights (Q3-Y-o-Y)



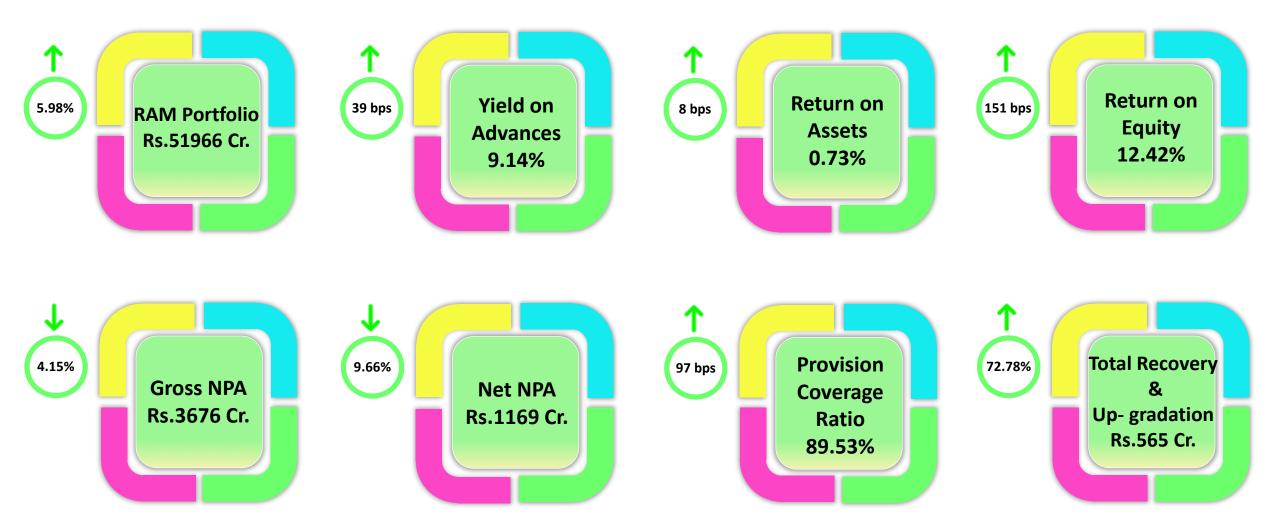
#### Key Highlights (Q3-Y-o-Y)



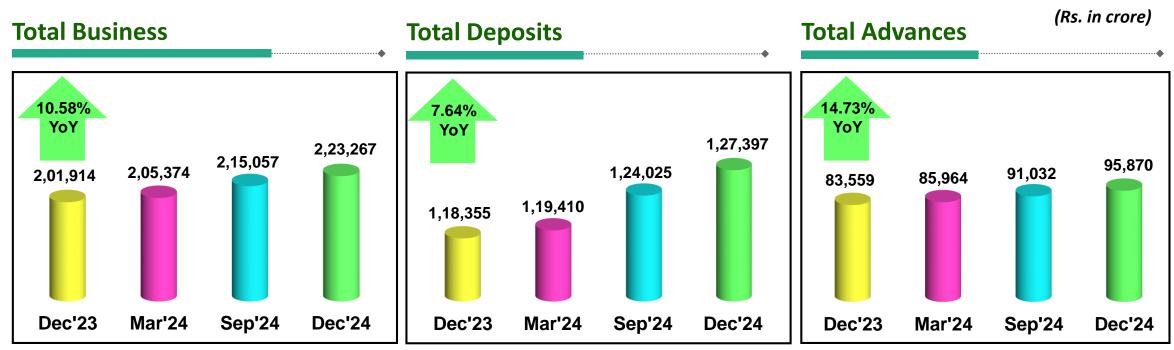
#### Key Highlights (Q3-Q-o-Q)



#### Key Highlights (Q3-Q-o-Q)

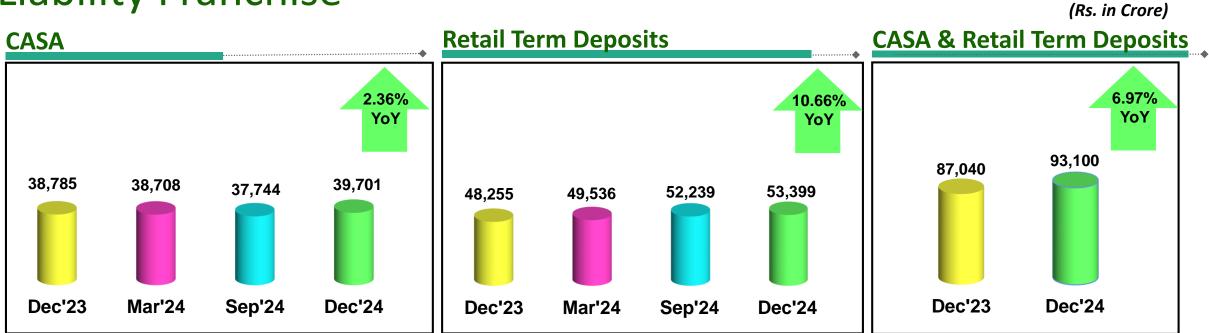


#### **Overall Business mix**



Particulars		Quarte	Variation			
	Dec'23	Dec'23 Mar'24 Sep'24		Dec'24	QoQ (%)	YoY (%)
Total Business	201914	205374	215057	223267	3.82	10.58
Total Deposits	118355	119410	124025	127397	2.72	7.64
Total Advances	83559	85964	91032	95870	5.31	14.73
CD ratio	70.60	71.99	73.40	75.25	185 bps	465 bps

### Liability Franchise



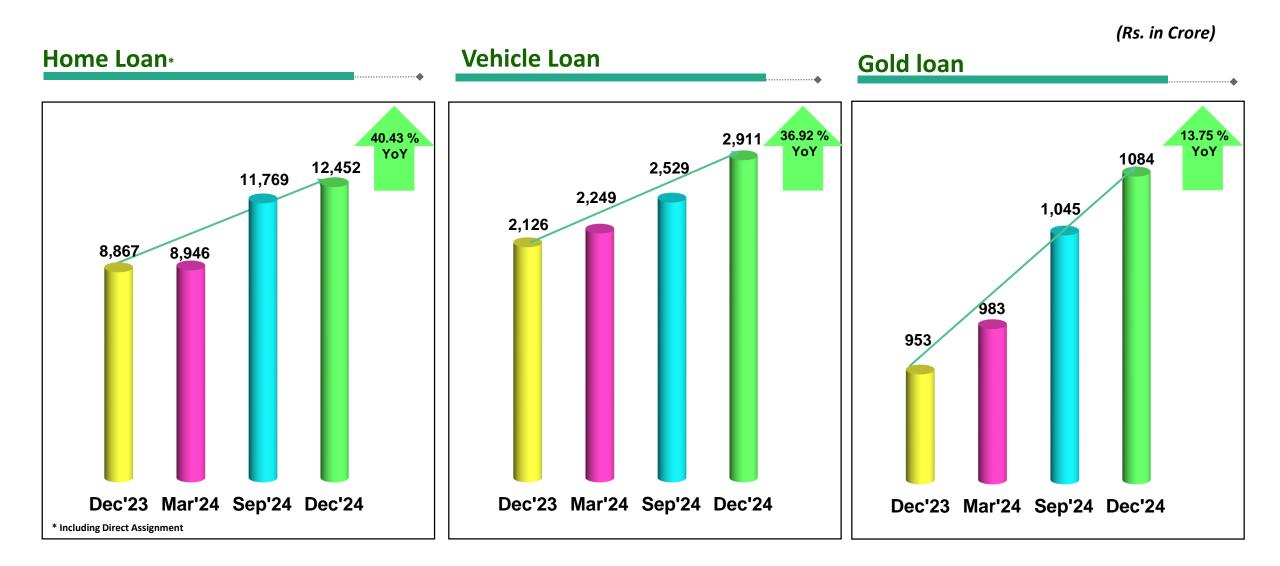
Particulars		Quarter	Ended		Variation		
	Dec'23	Mar'24	Sep'24	Dec'24	QoQ (%)	YoY (%)	
Current Deposits	4607	5176	4412	5102	15.66	10.74	
Savings Deposits	34178	33532	33332	34599	3.80	1.23	
CASA Deposits	38785	38708	37744	39701	5.19	2.36	
CASA (%)	32.77	32.42	30.43	31.16	73 bps	(161 bps)	
Term Deposits	79570	80702	86281	87696	1.64	10.21	
Out of above Retail Term Deposits	48255	49536	52239	53399	2.22	10.66	
Total Deposits	118355	119410	124025	127397	2.72	7.64	

ISB LINK

### Diversified loan book - Advances Mix

								Reta	
Parameters	s	uarter	Ended		Varia	ation	Advances Mix		3
	Dec'23	Mar'24	Sep'24	Dec'24	QoQ (%)	YoY (%)	14% 19% 18%	15,305	20,680 Dec'24
Advances	83559	85964	91032	95870	5.31	14.73	49%	* Including Direct Assignment	nri
		_			-		Dec'23	Ας	12,897
Retail	15305	16034	19372	20680	6.75	35.12	Corporate Agri	11,979	
Agri	11979	12524	13143	12897	(1.87)	7.66	Retail MSME		
MSME	15717	15909	16518	18389	11.33	17.00	13% 19%	Dec'23	Dec'24
Total RAM	43001	44467	49033	51966	5.98	20.85	22%	MS	SME
Corporate	40558	41497	41999	43904	4.54	8.25	46%	15,717	18,389
RAM (%)	51.46	51.73	53.86	54.20			Dec'24		
								Dec'23	Dec'24

### **Retail Lending Portfolio**



# Advances Breakup of Major Industries / Sectors

(Rs. in Crore)

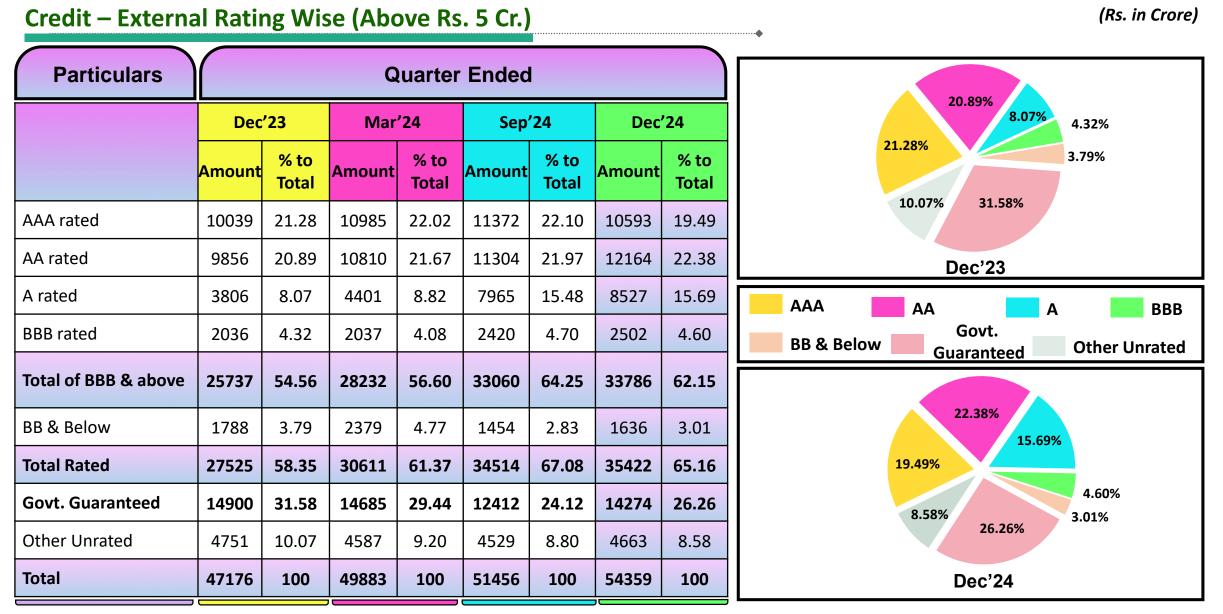
S	ector	Quarter Ended										
		Dec '23		Mai	<sup>.</sup> '24	Sep	'24	Dec '24				
		Amount	% to Total Advances	Amount	% to Total Advances	Amount	% to Total Advances	Amount	% to Total Advances			
Infrastructure		15863	18.98	14882	17.31	13371	14.69	13481	14.06			
(Out of Which)	Energy	5483	6.56	5567	6.48	4833	5.31	5281	5.51			
	Telecommunication	221	0.26	419	0.49	173	0.19	168	0.18			
	Roads, Ports	3776	4.52	3627	4.22	3856	4.24	3576	3.73			
	Other Infra	6383	7.64	5269	6.13	4509	4.95	4456	4.65			
Iron & Steel		1171	1.40	1331	1.55	2298	2.52	2426	2.53			
Textile		1319	1.58	1234	1.44	1169	1.28	1179	1.23			
NBFC		12935	15.48	12514	14.56	14359	15.77	14657	15.29			
(Out of Which)	HFC	1069	6.24	1068	1.24	1082	1.19	1082	1.13			
	PSU & PSU backed NBFC	5215	1.28	5043	5.87	4409	4.84	4271	4.45			
	Private NBFC	6651	7.96	6403	7.45	8868	9.74	9305	9.71			

# Rating Profile of NBFCs

(Rs. in Crore)

Sector		Quarter Ended										
	Dec	'23	Mar	·'24	Sep	<b>'</b> 24	Dec'24					
Particulars	Amount	% to Total	Amount	% to Total	Amount	% to Total	Amount	% to Total				
AAA rated	8212	66.33	7865	65.73	8072	56.92	7762	53.05				
AA rated	3782	30.55	3760	31.43	5565	39.24	6307	43.11				
A rated	382	3.09	339	2.84	534	3.76	552	3.77				
Total A & above	12376	99.97	11965	99.99	14171	99.93	14621	99.94				
BBB Rated	4	0.03	1	0.01	4	0.03	3	0.02				
BB & Below	0 0		-	-	6	0.04	7	0.05				
Total	12380 100		11966	100	14181 100		14630	100				

#### **Credit Profile**



# **Operating & Net Profit**

SR 11

(Rs. in Crore)

Sep'24	Dec'24				Nine Months Ended		
		QoQ%	ΥοΥ%	Dec'23	Dec'24	ΥοΥ%	
2739	2931	7.01	17.66	7213	8322	15.38	
1866	1992	6.75	13.70	5061	5660	11.84	
873	939	7.56	27.06	2152	2662	23.70	
359	338	(5.85)	(6.63)	809	891	10.14	
774	793	2.45	(3.76)	2166	2294	5.91	
458	484	5.68	74.73	795	1259	58.36	
151	109	(27.81)	12.37	85	364	-	
67	93	38.81	40.91	254	192	(24.41)	
240	282	17.50	147.37	456	702	54.17	
	774 458 151	774       793         458       484         151       109         67       93	774       793       2.45         458       484       5.68         151       109       (27.81)         67       93       38.81	774       793       2.45       (3.76)         458       484       5.68       74.73         151       109       (27.81)       12.37         67       93       38.81       40.91	774       793       2.45       (3.76)       2166         458       484       5.68       74.73       795         151       109       (27.81)       12.37       85         67       93       38.81       40.91       254	774       793       2.45       (3.76)       2166       2294         458       484       5.68       74.73       795       1259         151       109       (27.81)       12.37       85       364         67       93       38.81       40.91       254       192	

### **Total Income**

(Rs. in Crore)

PSB UniC

Particulars		Quarter		Vari	ation	Nine Mon	ths Ended	Variation
	Dec'23	Sep'24	Dec'24	QoQ%	ΥοΥ%	Dec'23	Dec'24	YoY%
Interest on Advances	1784	1898	2104	10.85	17.94	5183	5827	12.43
Interest on Investments	683	799	801	0.25	17.28	1962	2413	22.99
Other Interest Income	24	42	26	(38.10)	8.33	68	82	20.59
Total Interest Income (a)	2491	2739	2931	7.01	17.66	7213	8322	15.38
Core Fee Income	115	178	145	(18.54)	26.09	353	445	26.06
Profit on Sale of Investment	(8)	90	89	(1.11)	-	49	211	330.61
Profit/(Loss) on Revaluation of Investment	(52)	58	(21)	(136.21)	59.62	(57)	39	168.42
Forex Income	6	5	4	(20.00)	(33.33)	22	14	(36.36)
Recovery in written off A/Cs	301	28	121	332.14	(59.80)	442	182	(58.82)
Total Non-Interest Income (b)	362	359	338	(5.85)	(6.63)	809	891	10.14
Total Income (a+b)	2853	3098	3269	5.52	14.58	8022	9213	14.85

# **Total Expenses**

SR 11

(Rs. in Crore)

PSB UniC

Particulars		Quarter		Vari	ation	Nine Mon	ths Ended	Variation
	Dec'23	Sep'24	Dec'24	QoQ%	ΥοΥ%	Dec'23	Dec'24	YoY%
Interest on Deposits	1615	1746	1850	5.96	14.55	4661	5265	12.96
Interest on Others	137	120	142	18.33	3.65	400	395	(1.25)
Total Interest Expenses (a)	1752	1866	1992	6.75	13.70	5061	5660	11.84
Establishment Expenses	547	494	492	(0.40)	(10.05)	1431	1446	1.05
Other Operating Expenses	277	280	301	7.50	8.66	735	848	15.37
Operating Expenses (b)	824	774	793	2.45	(3.76)	2166	2294	5.91
Total Expenses (a+b)	2576	2640	2785	5.49	8.11	7227	7954	10.06

### **Balance Sheet**

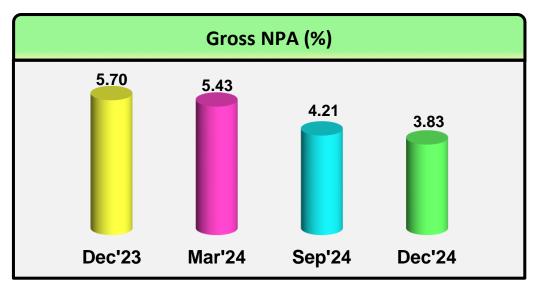
SR 11

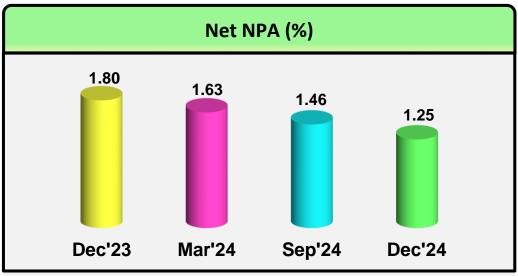
(Rs. in Crore)

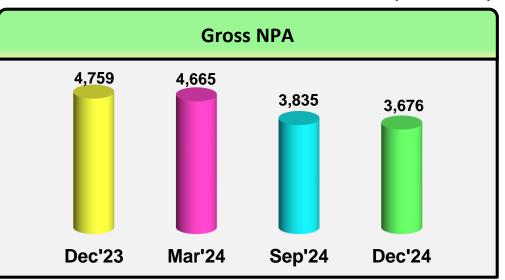
PSB Unic

Liabilities		As	on	
	Dec'23	Mar'24	Sep'24	Dec'24
Capital	6778	6778	6778	6778
Reserve & Surplus	8459	8756	4799	5007
Deposits	118355	119410	124025	127397
Borrowings	8811	9771	9785	12612
Other Liabilities & Provision	2858	2942	2893	2914
Total	145261	147657	148280	154708

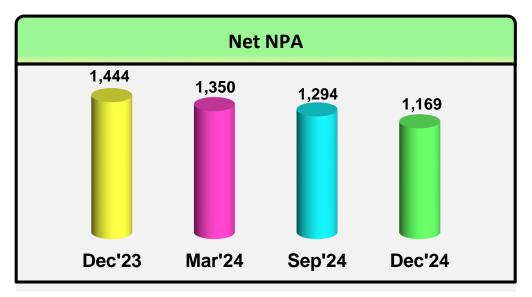
Asset		As	on	
	Dec'23	Mar'24	Sep'24	Dec'24
Cash & Balance with RBI	6215	7313	6455	6269
Balance with Banks & Money at call	471	71	400	822
Investments (Net)	49881	49599	44926	46072
Advances (Net)	80325	82736	88596	93488
Fixed Assets	1564	1756	1713	1691
Other Assets	6805	6182	6190	6366
Total	145261	147657	148280	154708







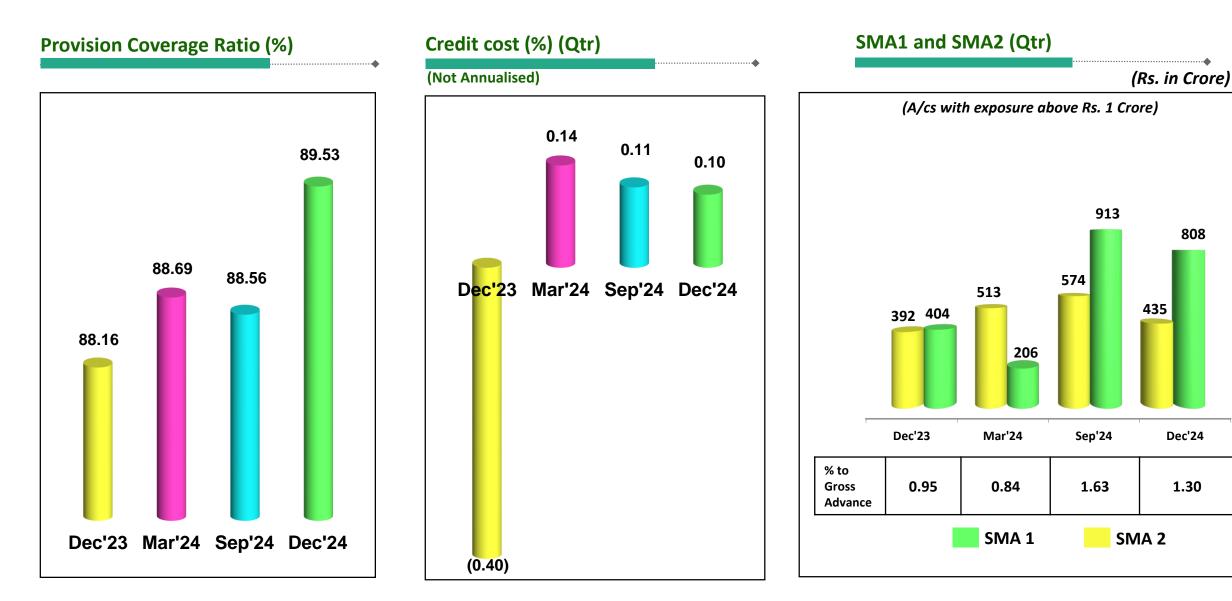
R



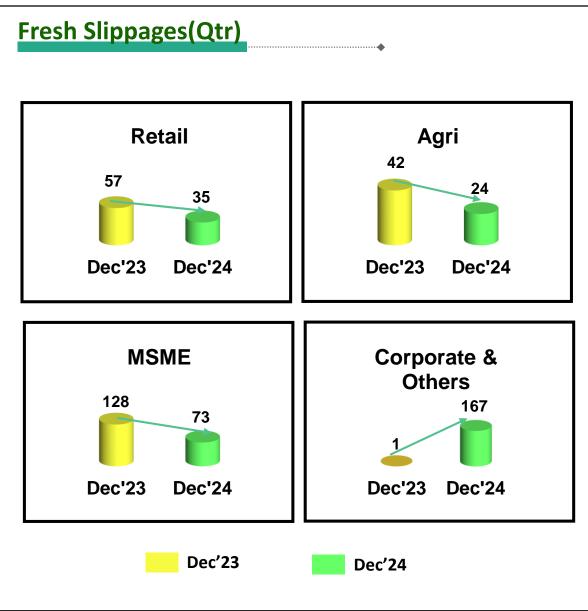
(Rs. in Crore)

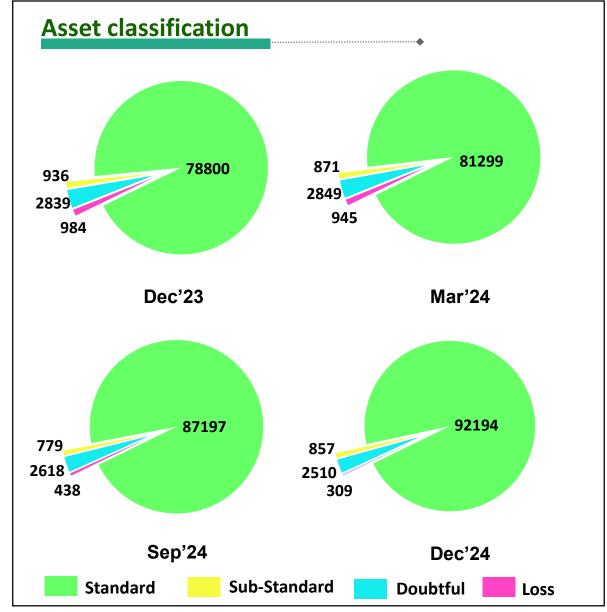
**Sector Wise NPA** 

				•••••				(Rs. iı	n Crore)	Slippage R	atio (%) ((	Qtr)		
Particulars				Quarter Ended										
	Dec	Dec'23 Mar'24			Sep	'24	Dec'24			0.47				
	GNPA	Ratio (%)	GNPA	Ratio (%)	GNPA	Ratio (%)	GNPA	Ratio (%)	NNPA (%)	0.30		0.28	0.34*	
Retail	500	3.27	568	3.54	397	2.05	369	1.78	0.78					
Agri	1122	9.36	1228	9.81	1219	9.27	1200	9.30	4.31					
MSME	1480	9.42	1446	9.09	1578	9.55	1596	8.68	2.85					
Corporate	1657	4.09	1423	3.43	641	1.53	510	1.16	0.27					
Total	4759	5.70	4665	5.43	3835	4.21	3676	3.83	1.25	Dec'23	Mar'24	Sep'24	Dec'24	
										* Without on	e-off item slippa	ge ratio – 0.20%		



(Rs. in Crore)

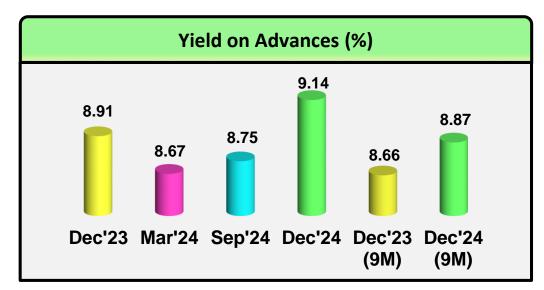


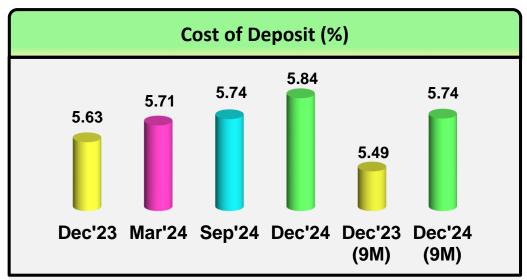


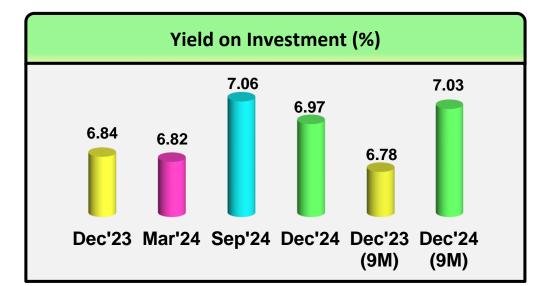
(Rs in Crore)

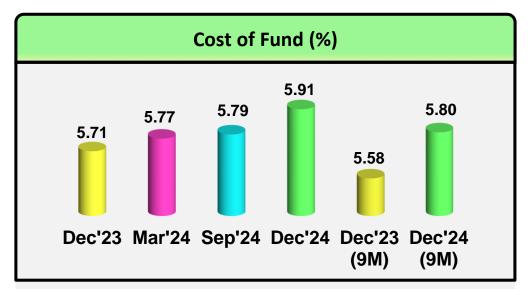
S.No.	Particulars		Qua	arter		Nine Mon	ths Ended
		Dec'23	Mar'24	Sep'24	Dec'24	Dec'23	Dec'24
1	Gross NPA Opening Balance	5106	4759	4145	3835	5648	4665
2	Cash recoveries	443	217	170	275	906	516
3	Out of Above Cash recovery Income Booked	46	23	74	134	145	237
4	Up gradations	185	135	125	164	240	236
5	Technical Write off	0	118	351	151	637	702
6	Rebate	5	25	4	4	16	397
7	Total Net Reduction	587	472	576	460	1654	1614
8	Fresh Slippage	228	370	230	299	751	619
9	Debit in existing NPA accounts	12	8	36	1	14	5
10	GROSS NPA	4759	4665	3835	3676	4759	3676
11	GROSS NPA (%)	5.70	5.43	4.21	3.83	5.70	3.83
12	NET NPA	1444	1350	1294	1169	1444	1169
13	NET NPA (%)	1.80	1.63	1.46	1.25	1.80	1.25
14	Recovery in T.W.O. A/Cs	320	288	32	126	471	192
15	Total Recovery & Upgradation	948	640	327	565	1617	944

#### Key Financial Ratios(Qtr)

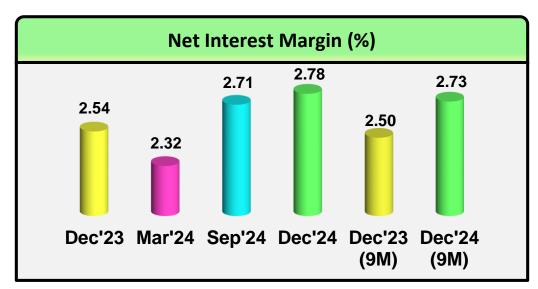


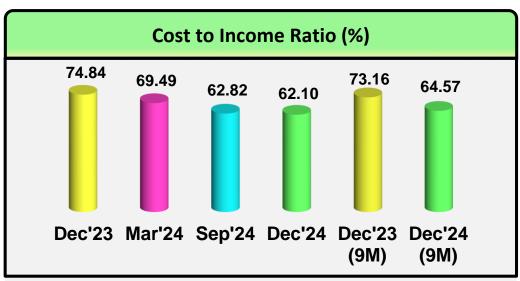


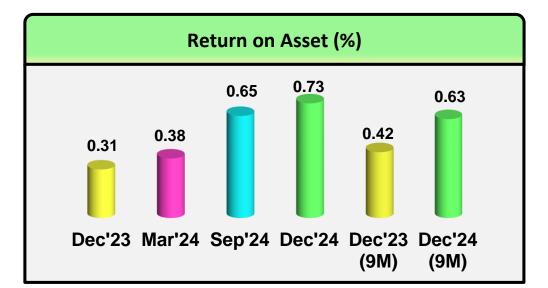


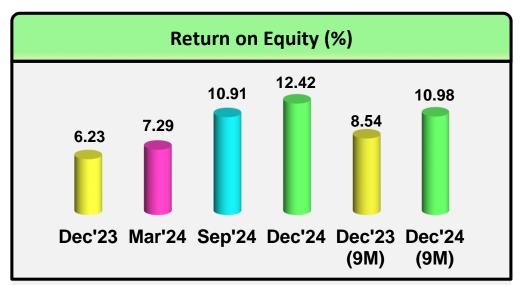


#### Key Financial Ratios(Qtr)

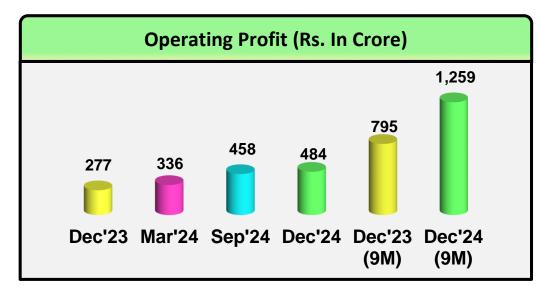


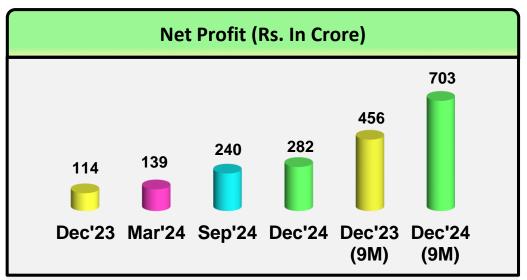


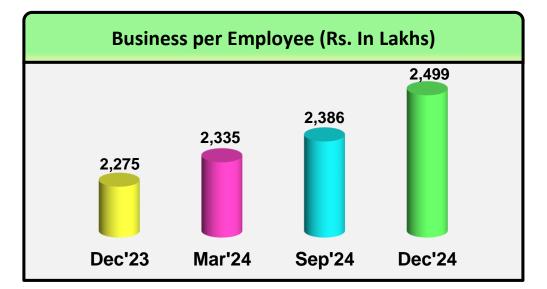


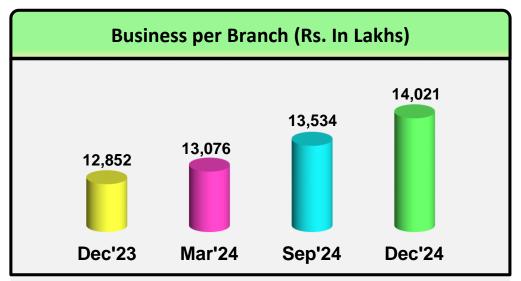


#### Other Key Parameters(Qtr)









### **COVID** Resolution Framework

#### **Resolution Framework 1**

(Rs in Crore)

	Restructuring Implemented		Out of which, position as on 31.12.2024		
Loan and aggregate exposure category	No. of Account	Outstanding	No. of Account	Outstanding	
Personal Loans	6250	556	2557	278	
Other Exposures	419	1007	141	241	
Total	6669	1563	2698	519	
MSME Loans	5098	438	2011	255	
Grand Total	11767	2001	4709	774	

#### **Resolution Framework 2**

	Restructuring Implemented		Out of which, position as on 31.12.2024		
Loan and aggregate exposure category	No. of Account	Outstanding	No. of Account	Outstanding	
Personal Loans	7415	798	4381	515	
Other Exposures	-	-	-	-	
Total	7415	798	4381	515	
MSME Loans	3167	362	1414	147	
Grand Total	10582	1160	5795	662	

# **Treasury Operations**

(Rs. in Crore)

() DSB Linit

Dec'23	Mar'24	Sep'24	Dec'24
50987	50668	45741	46881
32133	32216	32082	32910
18854	18452	13659	13971
	<b>50987</b> 32133	50987       50668         32133       32216	50987         50668         45741           32133         32216         32082

Category Wise Classification						
Held to Maturity (HTM)	36156	36309	30048	30682		
<ul> <li>AFS + FVTPL(Including HFT)</li> </ul>	14831	14359	15693	16199		

### **Treasury Operations**

(Rs. in Crore)

	Particulars	Dec'23	Mar'24	Sep'24	Dec'24	% to Total (Dec'24)
GROS	S INVESTMENTS	50987	50668	45741	46881	
					F	
SLR I	NVESTMENTS	32133	32216	32082	32910	70.20%
(i)	HFT	-	-	3254	3508	7.48%
(ii)	AFS	7679	7607	7024	7072	15.09%
(iii)	НТМ	24454	24609	21804	22330	47.63%
NON-	SLR INVESTMENTS					
(i)	PSU Bonds	3451	3335	3220	3321	7.08%
(ii)	GOI RECAP Bonds	11672	11672	7486	7599	16.21%
(iii)	Corporate Debentures	2171	2007	2002	2105	4.49%
(iv)	CDs	572	496	191	219	0.47%
(v)	CPs	485	462	173	148	0.32%
(vi)	Shares of PSUs /Corporates & Others	377	363	554	541	1.15%
(viii)	Venture CF	29	28	33	38	0.08%
(ix)	Securitized Receipt	97	89	-	-	0.00%
	of Non-SLR Investments Iding RIDF)	18854	18452	13659	13971	29.80%

### **Capital Adequacy**

(Rs. in Crore)

Particulars	Regulatory Requirement		Period Ended							
		Dec	Dec'23		Mar'24 Se		'24	Dec	Dec'24	
		Amount	%	Amount	%	Amount	%	Amount	%	
CET I (Including CCB)	8.00	8455	13.75	9252	14.74	9648	14.55	9716	14.04	
AT - 1										
Tier I (Including CCB)	9.50	8455	13.75	9252	14.74	9648	14.55	9716	14.04	
Tier II		1463	2.38	1519	2.42	1546	2.33	1328	1.92	
Capital Adequacy	11.50	9918	16.13	10771	17.16	11194	16.89	11044	15.95	
Risk Weighted Assets		61492		62777		66294		69221		

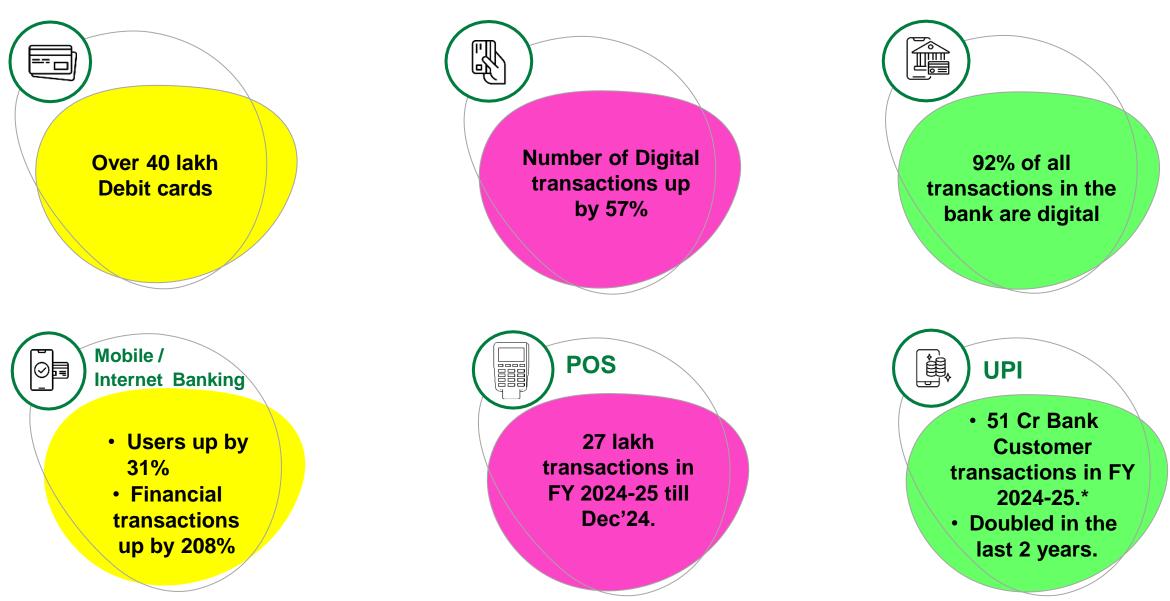
\* During Q3 bank has additionally raised Rs. 3000 crores through Infrastructure Long Term Bonds

# **Digital Growth**

SB Un

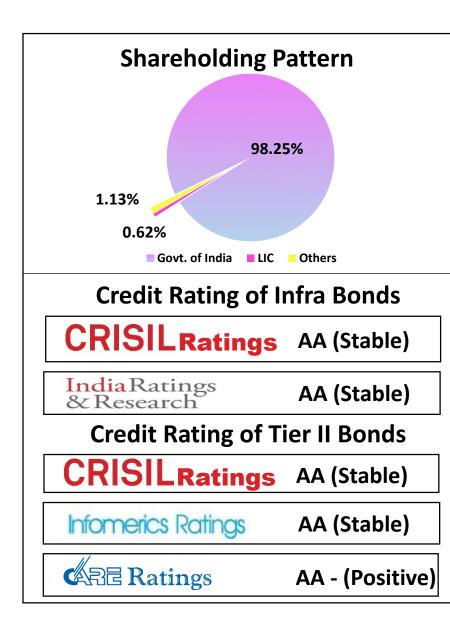
	UniC							
		DIGITAL TRANSAC- TIONS (%)	UPI TRANSAC- TIONS (IN CR.)	PSB UNIC REGISTRA- TIONS (IN LAKHS)	UPI USERS (IN LAKHS)	UPI QR (IN NO.)	MERCHANTS ON BOARD- ED (IN NO.)	
	December 23	88.16	31.17	6.23	19.23	100403	101695	
	December 24	92.40	51.87	8.82	24.53	163637	165699	
4	Growth (YoY)	424 bps	66.41%	41.57%	27.56%	62.98%	62.94%	~~

# **Expanding Digital Footprints**



आजादी<sub>या</sub> अमृत महोत्सव

#### Shareholding Pattern & Credit Rating

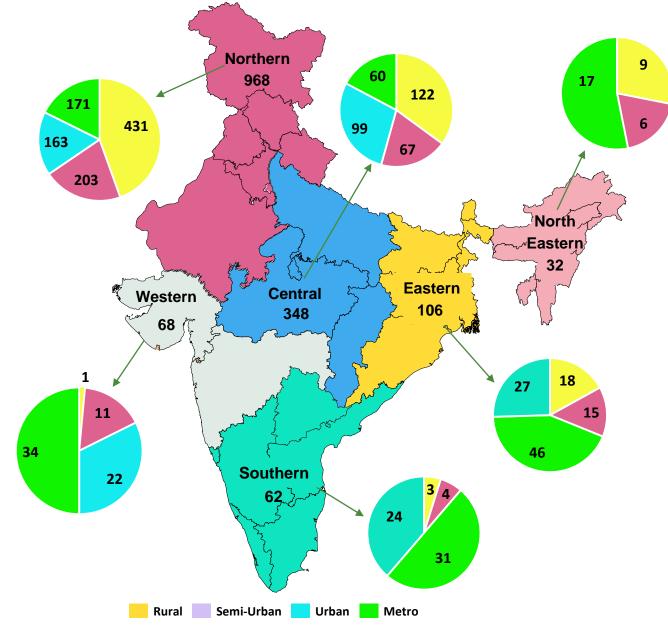


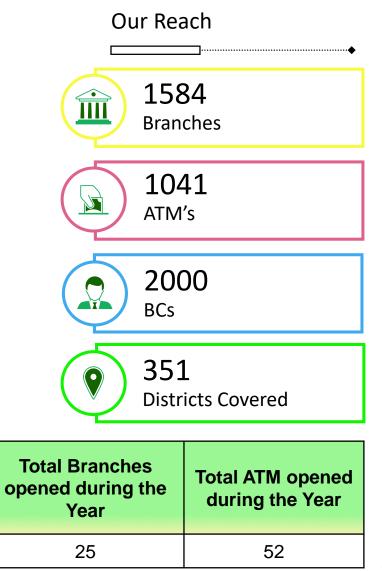
Particulars	As on				
	31.12.23	31.03.24	30.09.24	31.12.24	
Share Capital (Rs. In Cr.)	6777.79	6777.79	6777.79	6777.79	
No. of Shares (Rs. In Cr.)	677.78	677.78	677.78	677.78	
Net Worth (Rs. In Cr.)	7453.51	7835.78	8920.67	9234.41	
Book Value Per Share	11.00	11.56	13.16	13.62	

(In %)

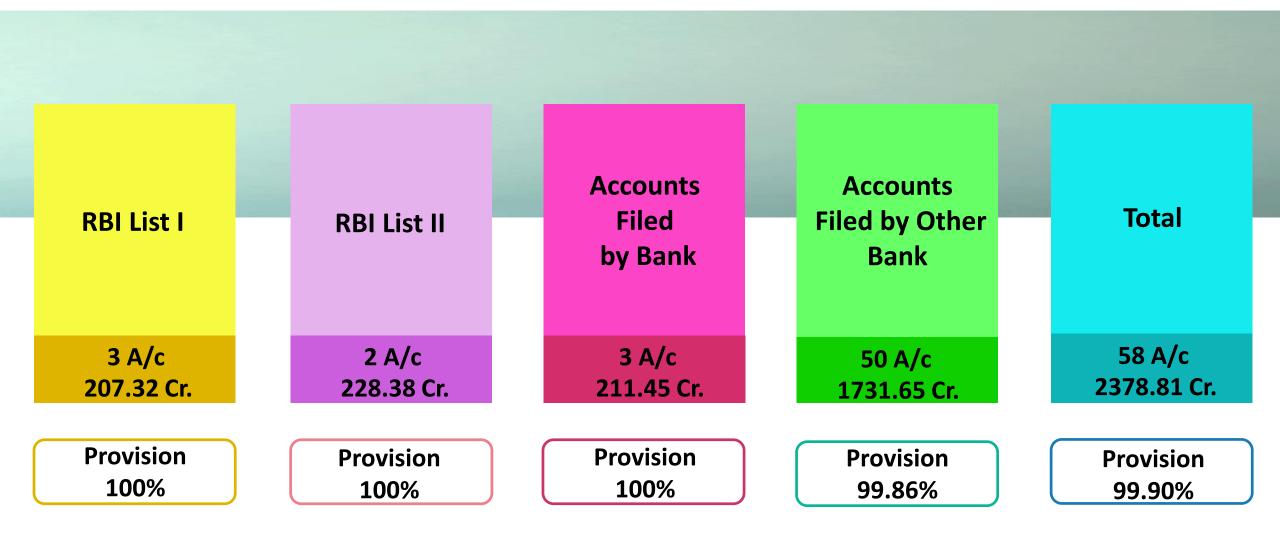
Particulars	As on					
	31.12.23	31.03.24	30.09.24	31.12.24		
Govt. of India	98.25	98.25	98.25	98.25		
LIC	0.62	0.62	0.62	0.62		
Others	1.13	1.13	1.13	1.13		

# Geographical Presence- Expanding Footprints





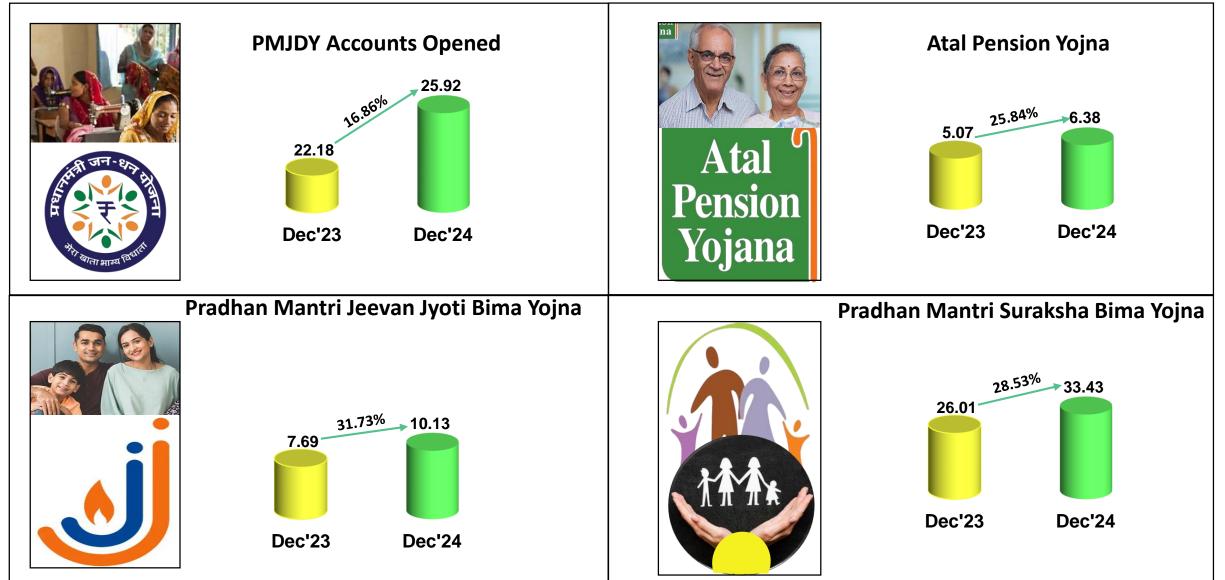
#### Status of NCLT Accounts



# **Priority Sector Lending**

S No.	Particulars	Mandated Targets	Dec'24
1	Priority Sector % to ANBC	40.00%	45.77%
2	Agriculture - PS % to ANBC 18.00%		18.66%
3	Small and Marginal Farmers (SMF) % to ANBC	10.00%	10.53%
4	Weaker Section % to ANBC	12.00%	11.59%
5	Micro Enterprises (PS) % to ANBC	7.50%	11.85%

### **Financial Inclusion**



(In Lacs)

# **New Initiatives**



# Digital Car Loans Launched in Nov 2024

#### PSB E Apna Vahan Loans Highlights

Paperlesswith FieldsFaster Appro sanctionMinimalFieldssanctionSeamlessjourney leading to quick offer generation onlineWith video KY	Available across touch		Sanction in just 30 mins"
End to end digital lending journey from present paper-based journey, catering to both ETB & NTB	geographies, expanding lo	Anytime-anywhere digital auto bans with seamless	Image: Second system         Image: Second system       Image: Second system       Image: Second system       Image: Second system       Image: Second system       Image: Second system       Image: Second system       Image: Second system       Image: Second system       Image: Second system       Image: Second system       Image: Second system       Image: Second system       Image: Second system       Image: Second system       Image: Second system       Image: Second system       Image: Second system       Image: Second system       Image: Second system       Image: Second system       Image: Second system       Image: Second system       Image: Second system       Image: Second system       Image: Second system       Image: Second system       Image: Second system       Image: Second system       Image: Second system       Image: Second system       Image: Second system       Image: Second system       Image: Second system       Image: Second system       Image: Second system       Image: Second system       Image: Second system       Image: Second system       Image: Second system       Image: Second system       Image: Second system       Image: Second system       Image: Second system       Image: Second system       Image: Second system       Image: Second system       Image: Second system       Image: Second system       Image: Second system       Image: Second sy
catering to both ETB & NTB customers.		onnectivity to multiple latforms	Any Time, Anywhere!! FOR FURTHER DETAILS, PLEASE CONTACT OUR NEAREST BRANCH Visit us at: https://punjabandendank.co.in Email to dustanews cellencedpet.co.in

60% 100%

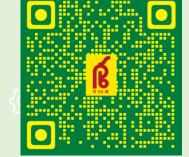
offers in <15 min approvals < 10 mins

<30 min

Taken in disbursals

**60%** 

Vehicle Loans sanctioned through Digitally Assisted Journey.(Nov-Dec 24)



**API based architecture** 

Punjab & Sind Bank

**Celebrate this New Year** with

Amazing

I 📾 📼 🍩 🗂 Optoin

पंजाब एण्ड सिंध बैंक

Seamless Journey through QR Code

# Digital Home Loans Launched in Nov 2024

#### **PSB E Apna Ghar Loans**

**Paperless with Minimal Fields** Seamless journey leading to guick offer generation online

**Faster Approval & sanction** with Video KYC

#### **Omni-channel**

Available across touchpoints – physical (branches & dealerships) and digital (Bank app & website)

#### Market Disruptions

End to end digital lending journey from present paper-based journey, catering to both ETB & NTB customers.

Seamless loans across geographies, expanding reach to semi-urban and rural buyers

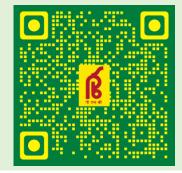


#### 100 % **60 %** < 7 Days

offers in <30 min Approvals < 20 mins Taken in disbursals

#### 48%

Housing sanctioned Loans through Digitally Assisted Journey (Nov-Dec 24)





API based architecture

Seamless Journey through QR Code

# **Future-Ready Banking**

**Investing in advanced technology for customer-centric innovation** 

Strengthening digital and physical channels for seamless financial inclusion

Achieving operational excellence through automation, analytics, and cybersecurity

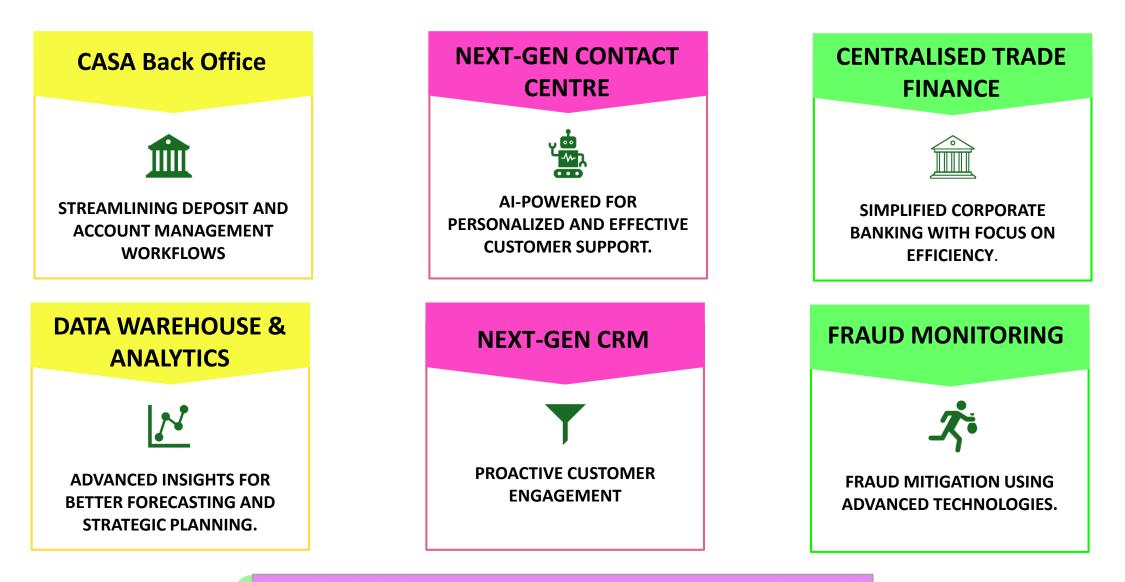
Aligned with Compliance, Governance, and the Vision for sustainable growth

**Adoption of best-in-class IT Service Management tools** 

Alignment with RBI guidelines for regulatory compliances.

**Strengthening internal capabilities for IT product and service development.** 

# **Transformational Projects in Progress**



# Collaborations



MoU with Assam Rifles for the PSB Gaurav Bachat CAPF Salary Package



INDIAN (6)



Launched e-Bank Guarantee (e-BG) in partnership with National e-Governance Service Ltd (NeSL)

# **ESG** Initiatives



- Environment
- For Sustainability, Bank has Climate Risk & Green Deposit Policy.
- Bank has sourced Rs.1.30 Cr in Green Earth Deposit Scheme and financed Rs.213.96 Cr in Renewable Energy Sector.
- To promote Environment friendly finance bank has introduced PSB GO-GREEN Financing Scheme.
- Rs.63.54 Cr sanctioned under PSB e- Vahan (Electric Vehicle).
- As a part of Green Initiatives, Bank has installed Rooftop Solar Power System in Bank premises and emphasized the usage of LED light, BEE rated AC units.
- Bank has planted total **2915 trees (approx)** through out the country during FY 25 (9M).



Bank has organized 71 camps and trained 828 participants in different RSETIs during Q3. Training imparted to 2313 trainees during FY 25 (9m).

Social

- Bank has organized 134 camps by FLCs and imparted training to 1122 untrained persons during Q3. Bank has imparted training to total 2975 trainees during FY 25 (9M).
- Financed Rs. 4.88 crores to **2295** street vendors in Q3 **through PMSVANidhi**, with total disbursement of Rs 99.56 crores during FY 25(9M).
- Unbanked 73834 person accessible to banking services under PMJDY scheme in Q3 and opened 260837 PMJDY account during FY 25(9M).
- Financed 253 New **SHGs** with amount of Rs.10.25 crores in Q3 and sanctioned Rs. 22.08 crores during FY 25 (9M).
- To inspire Young People & Women, Bank has introduced PSB Business loan for Young India & PSB Samraddh Mahila scheme.
- Bank has disbursed an amount of Rs 4.57crores for various CSR initiatives in FY 25(9M) which includes Ambulances, Wheel Chairs, Water cooler etc.



- Well defined Board level Committee & Policies are in place for better Control and Governance.
- Strong Vigilance Mechanism.
- Whistle blower policy in place to enhance transparency.
- Board level Committee to Monitor Recovery.
- Strong Cyber security & fraud risk management measures in place for safeguarding digital transactions..
- Well defined **Business Continuity** Policy in place for smooth Business functions in unexpected circumstances.
- An approved **Code of Ethics** policy in place.

# Key Parameters – Guidance for FY'25

Parameters	Actual as on Dec'24	Guidance for FY'25
Deposit Growth	7.64%	8-10%
Advances Growth	14.73%	10-12%
RAM % to Total Advances	54.20%	>56%
Gross NPA	3.83%	<4.5%
Net NPA	1.25%	<1.5%
PCR	89.53%	89-90%
Recovery & Upgradation	Rs.944 Crore	> Rs.1000 Crore
Credit Cost	(0.17%)	<1%
Slippage Ratio	0.76%	<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".
- Potential investors must make their own assessment of the relevance, accuracy and adequacy of the information contained in this presentation and must make such independent investigation as they may consider necessary or appropriate for such purpose.



# THANK YOU

C 1800 419 8300 (Toll Free)

Follow us @PSBIndOfficial