



INVESTOR PRESENTATION

JULY 2017

Private & Confidential

1 VIJAYA BANK OVERVIEW

2 KEY INVESTMENT HIGHLIGHTS

3 GROWTH STRATEGIES

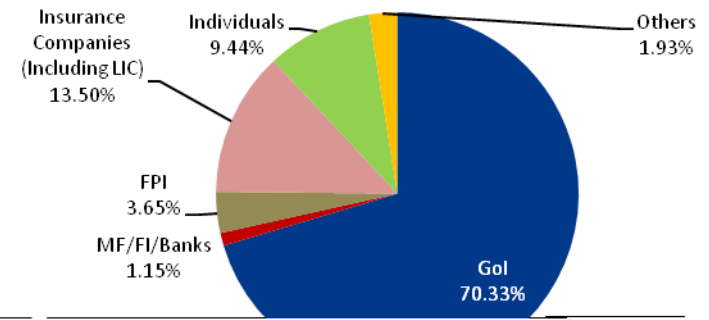
4 FINANCIAL STATEMENTS

Bank Overview

- ▶ A Pan India Institution serving diverse sectors of the society
- ▶ A network of 2030 branches, 13 Extension Counters and 2,044 ATMs as on 30th June 2017 that spans all states and Union Territories in the country
- ▶ Engaged in a wide variety of banking activities such as:
 - ▶ Retail Banking: Structured products to cater to savings/ investments and personal/ business requirements of individuals/ firms such as housing, consumption, automobile, small business, rent discount, education etc.
 - ▶ Corporate Lending: Comprises of a wide variety of banking activities for large and medium corporates
 - ▶ SME & MSME lending: Caters to small and medium entrepreneurs in business, trading and manufacturing sectors
 - ▶ Agricultural Banking: Caters to credit needs of farmers and agri entrepreneurs through a host of Short term and Medium / Long term loan products
 - ▶ Other Services: Services to the Gov and various State governments, and bancassurance services

Shareholding Pattern

As on 30th June, 2017



Awards & Accolades



Skoch Financial Technology Award 2017 was awarded to our Bank. Skoch Financial Technology Award 2017 for NPA Management, Banker of the Year for NPA Management – Sri B S Rama Rao, Executive Director, Vijaya Bank
Banker of the year – Dr Kishore Sansi, MD & CEO, Vijaya Bank



ASSOCHAM award for Best SME Lending-2016



National Award for Excellence in lending to MSE Sector by Govt. of India, 2013-14 and 2014-15



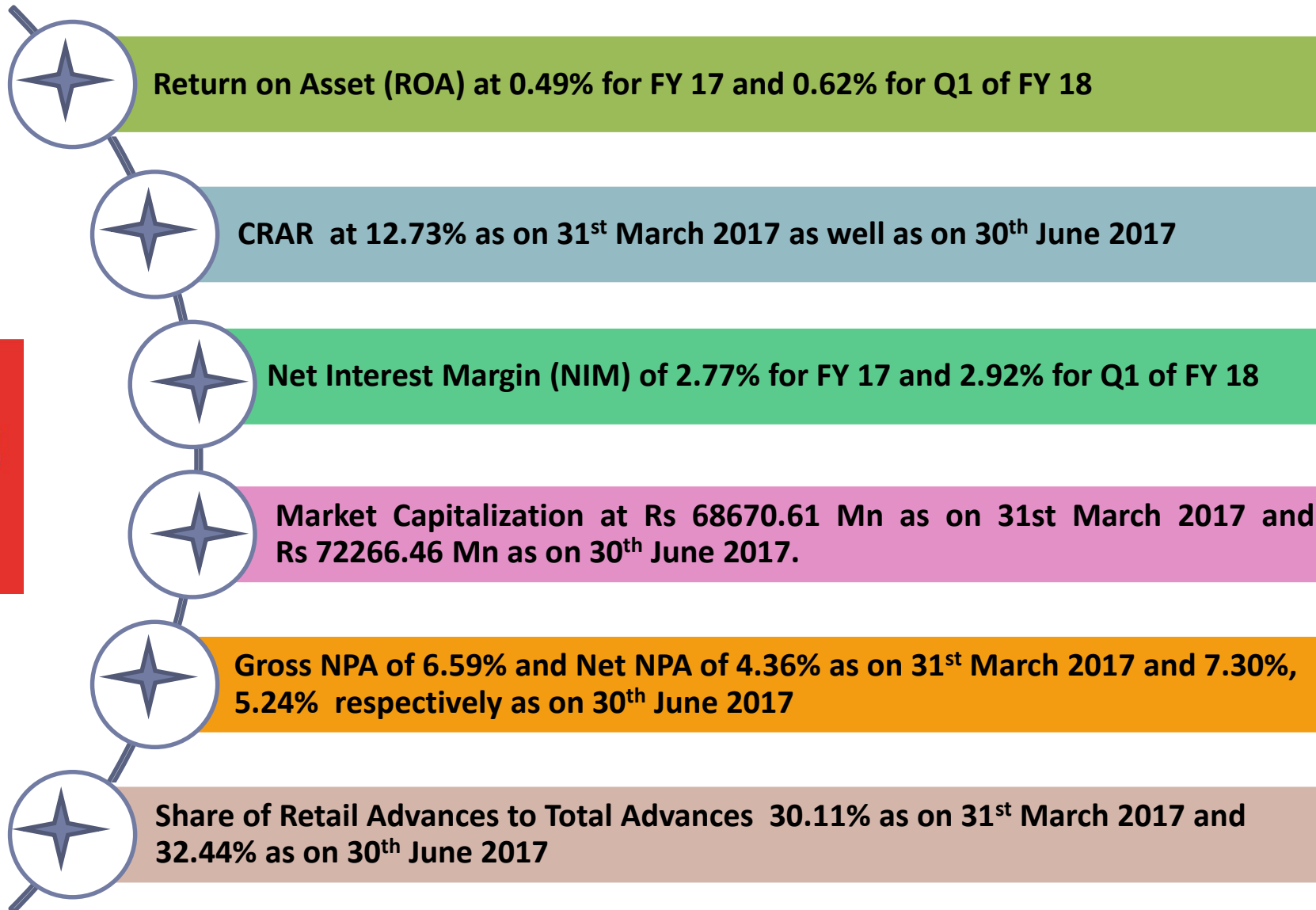
Rajbhasha Kirti Puraskar award by Honorable President of India



“Best Bank for Electronic Payments among Mid-Size Banks” for 2015-16 from IDRBT, Hyderabad.



Golden Peacock Award for Risk Management -2016



OVERVIEW: FY17 HIGHLIGHTS



OVERVIEW: Q1FY18 HIGHLIGHTS

**Total
Business**

INR 2,253,178 Mn



Q1FY17 | 2,178,386 Mn

Advances

INR 933,549 Mn



Q1FY17 | 901,986 Mn

Deposits

INR 1,319,629 Mn



Q1FY17 | 1,276,400 Mn

**Net Interest
Income**

INR 9,438 Mn



Q1FY17 | 7,826 Mn

**Non Interest
Income**

INR 5,051 Mn



Q1FY17 | 2,355 Mn

Net Profit

INR 2,547 Mn



Q1FY17 | 1,617 Mn

GNPA

7.30%



Q1FY17 | 7.31%

NNPA

5.24%



Q1FY17 | 5.42%

**Provision Coverage
Ratio**

56.01%



Q1FY17 | 48.55%

CASA

27.52%



Q1FY17 | 21.92%

CRAR

12.73%



Q1FY17 | 12.66%

Tier I

10.01%



Q1FY17 | 9.49%

1 VIJAYA BANK OVERVIEW

2 **KEY INVESTMENT HIGHLIGHTS**

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4 FINANCIAL STATEMENTS

**Pan India Presence
through Multiple
Delivery Channels**

**Diversified Credit
Portfolio**

**Strong Liability
Franchise**

**Consistent
Operational and
Financial
Performance**

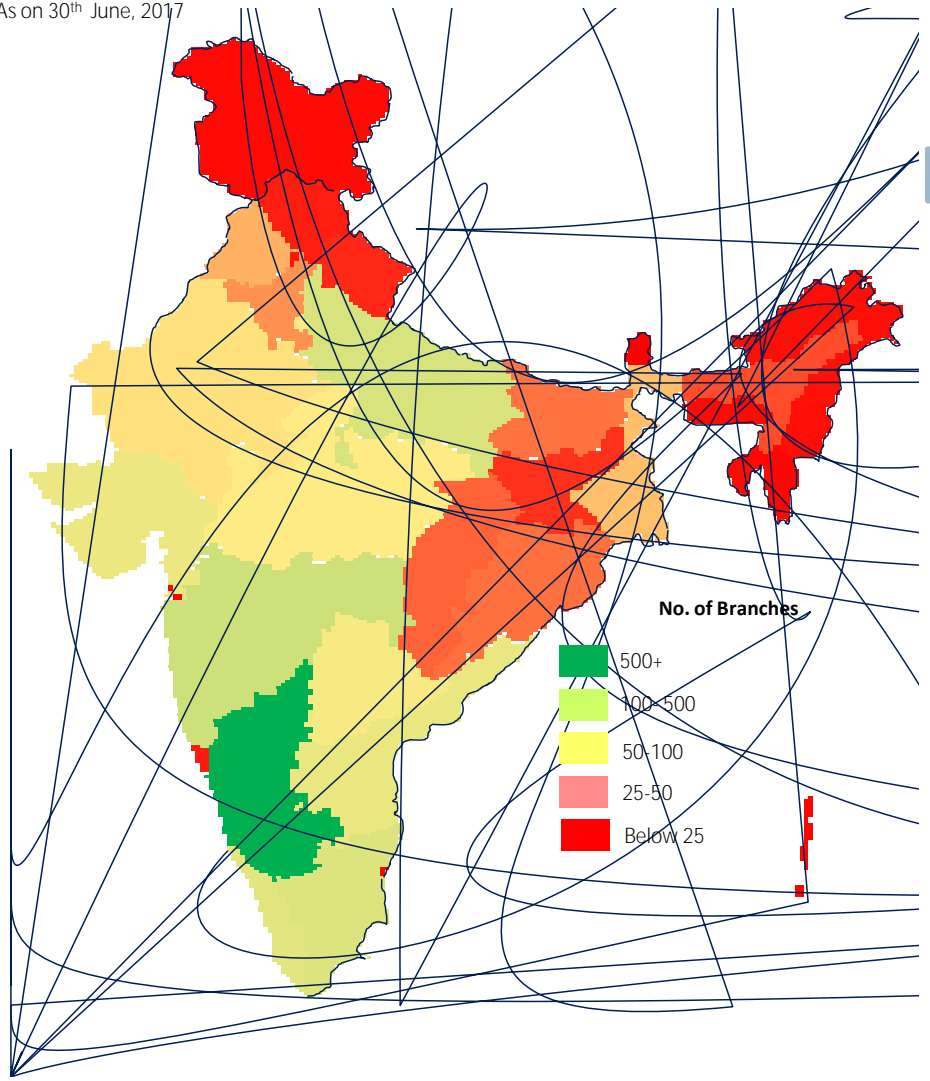
**Asset Quality
Overview**

**Experienced and
Professional
Management Team**

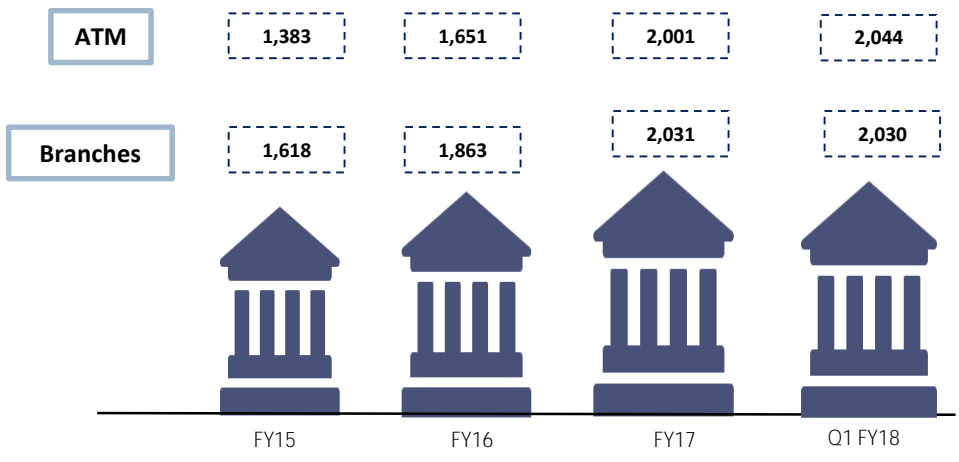
PAN INDIA PRESENCE THROUGH MULTIPLE DELIVERY CHANNELS

Pan India Network

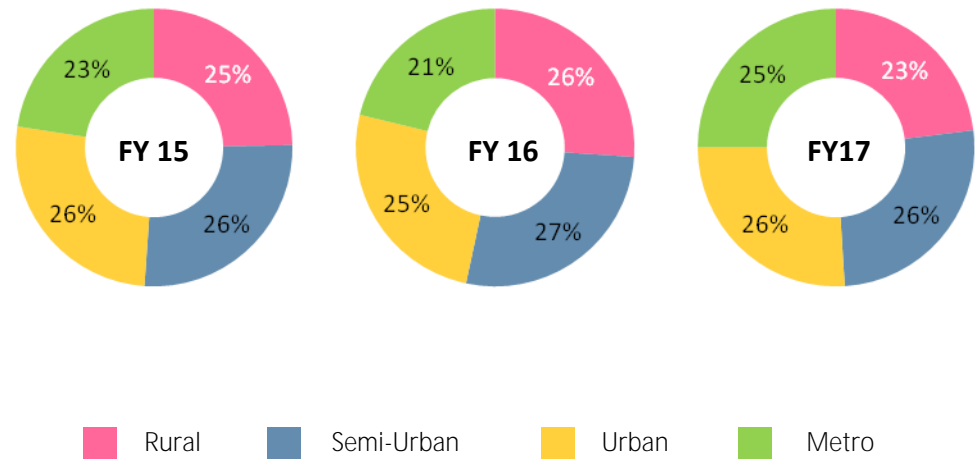
As on 30th June, 2017



Branch & ATM Network



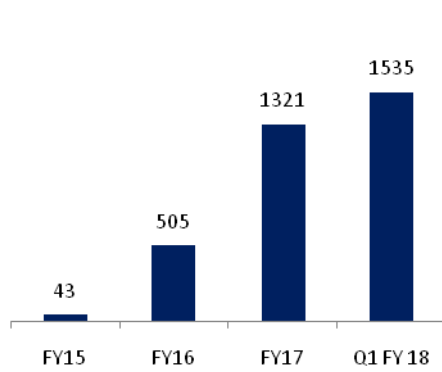
Branch Distribution



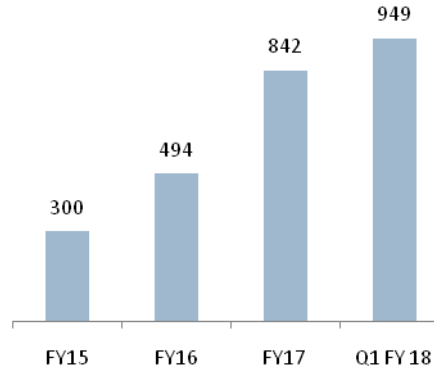
Expanding Digital Presence

In thousands

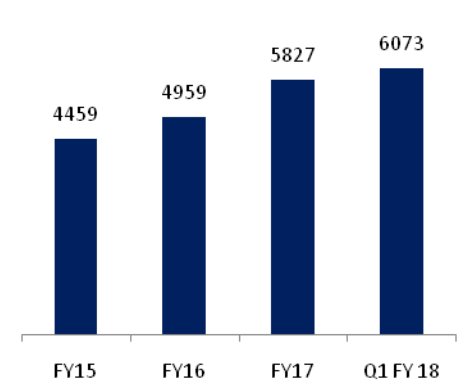
Mobile Banking Users



Internet Banking Users



Debit Card Base



Digital Initiatives

विजया बैंक
VIJAYA BANK
[A GOVT. OF INDIA UNDERTAKING]

Banking on the Go with Vijaya Bank's Internet and Mobile Banking!

#HiVijayaBank

Digital Village

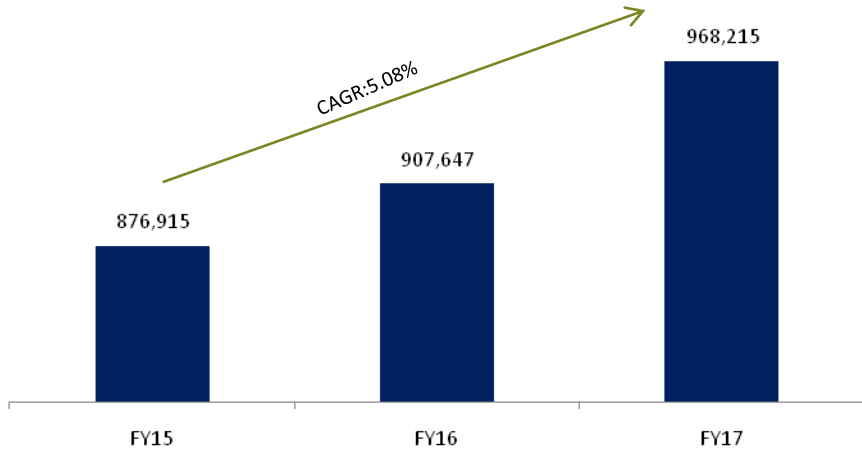
Services shown: RuPay, Mobile Card, Aadhaar enrollment status, Kisan, Rice Innovations.

DIVERSIFIED CREDIT PORTFOLIO : Y-o-Y

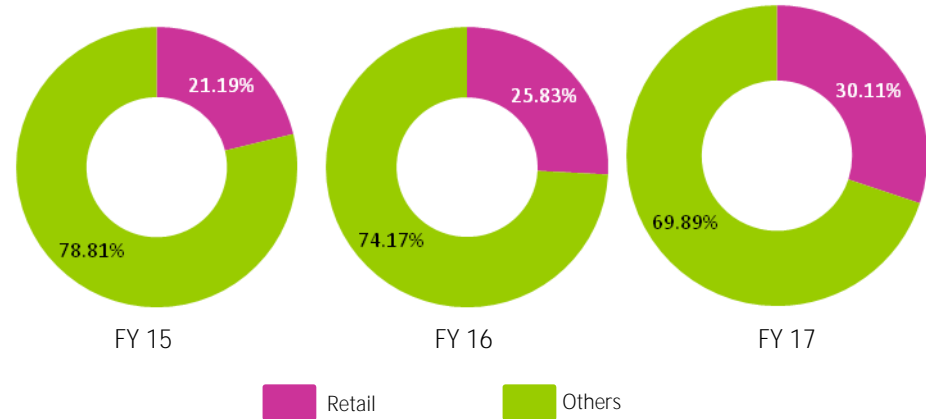


Growing Advances

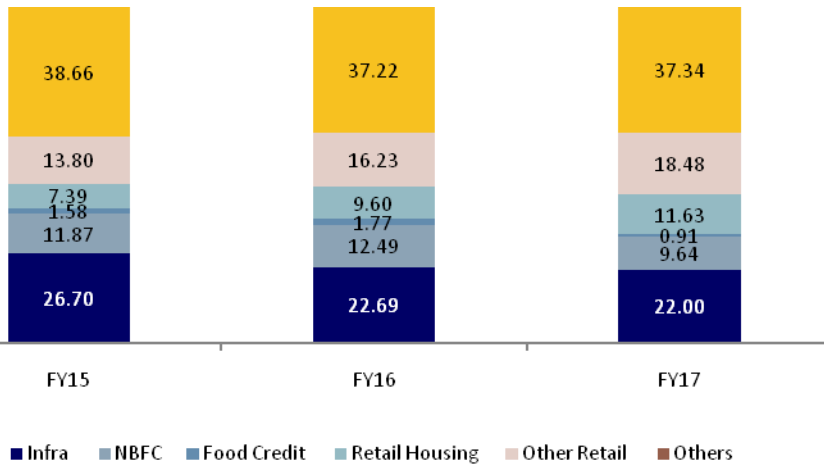
INR Mn



Growing Retail Book

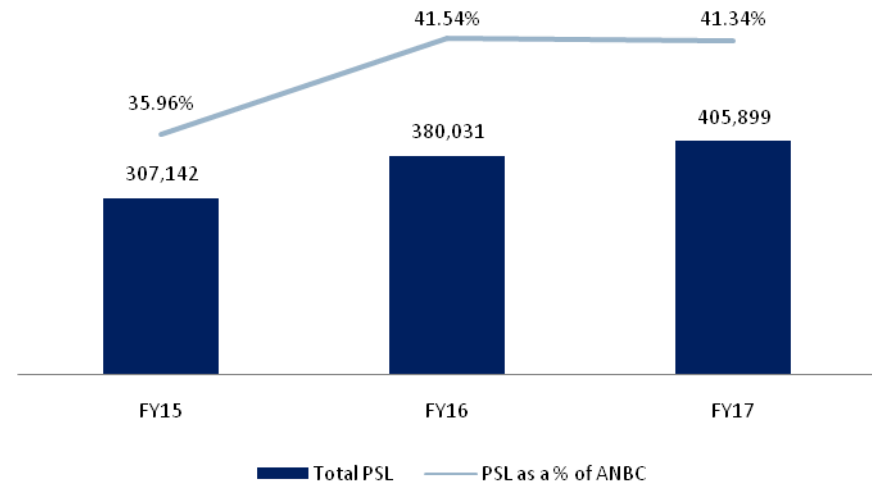


Industries-wise Gross Loan Portfolio (in %)



Priority Sector Portfolio

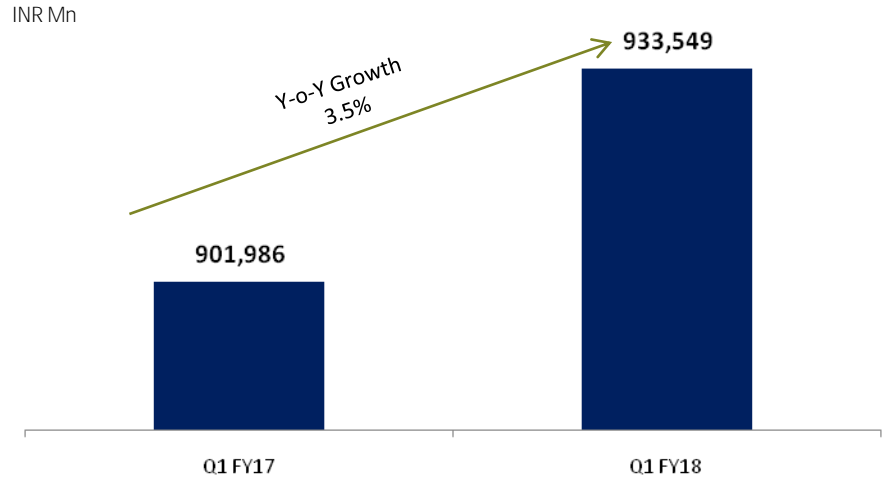
INR Mn



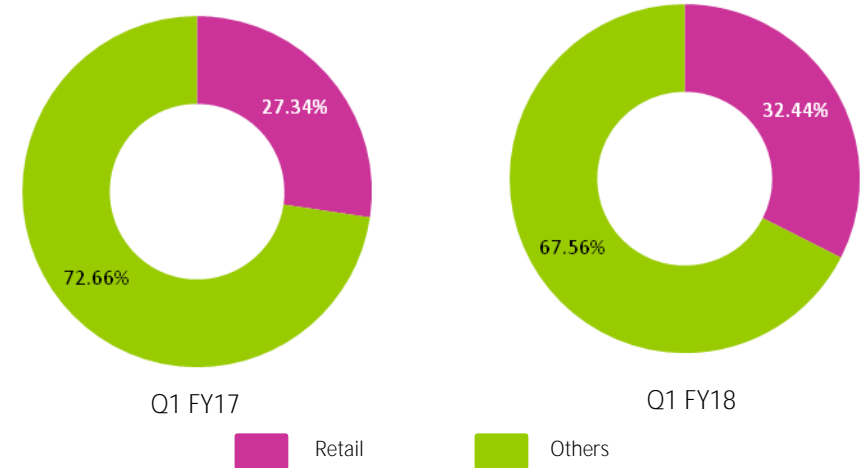
DIVERSIFIED CREDIT PORTFOLIO : Q-o-Q



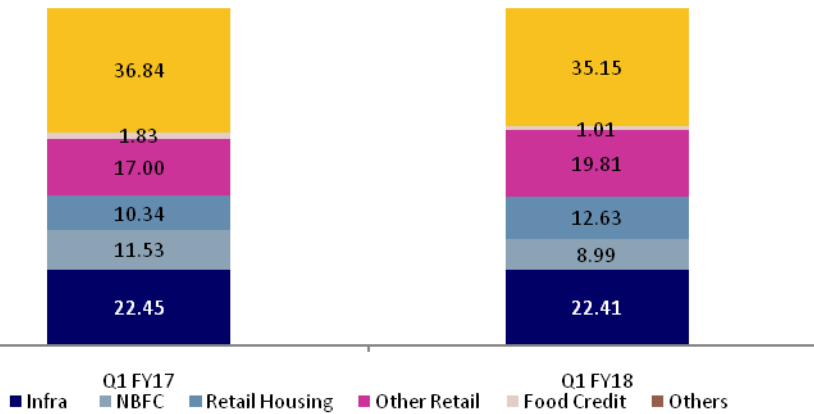
Growing Advances



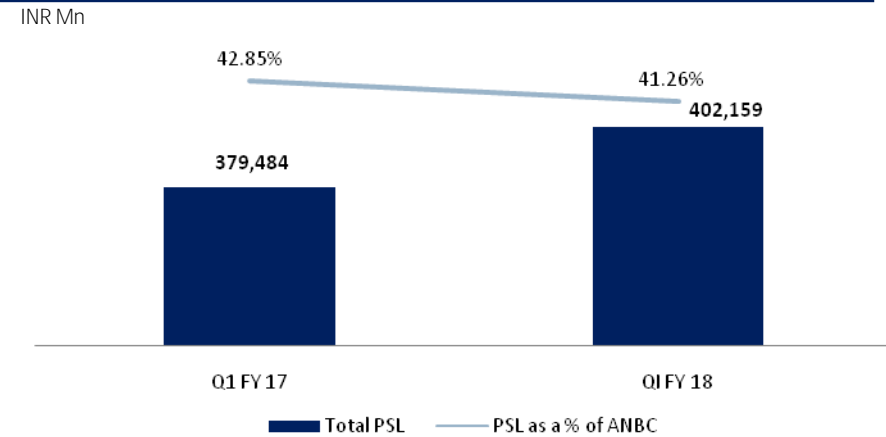
Thrust on Retail Book



Industries-wise Gross Loan Portfolio



Priority Sector Portfolio

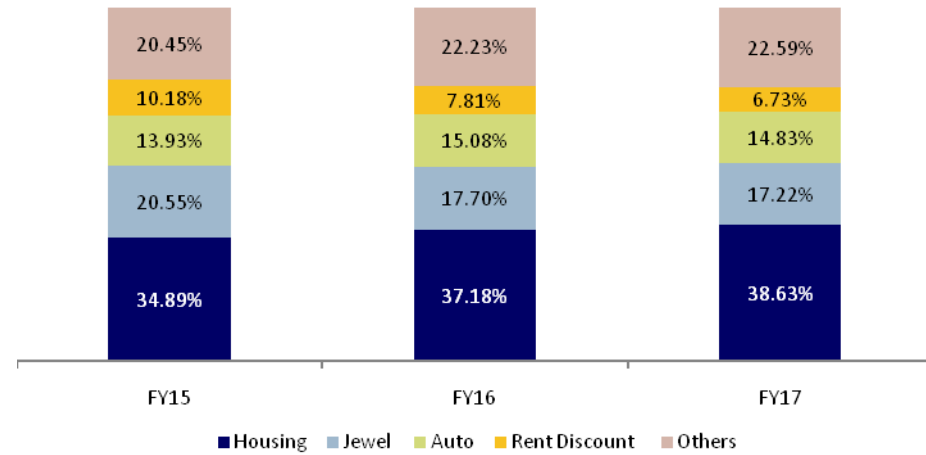


Retail Advances

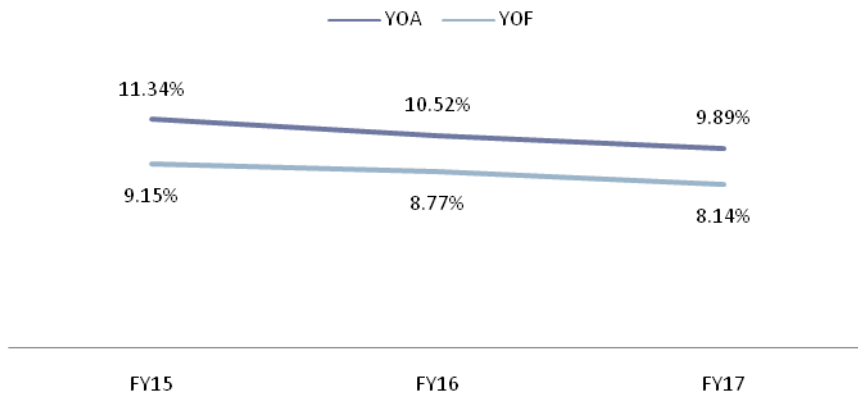
INR Mn



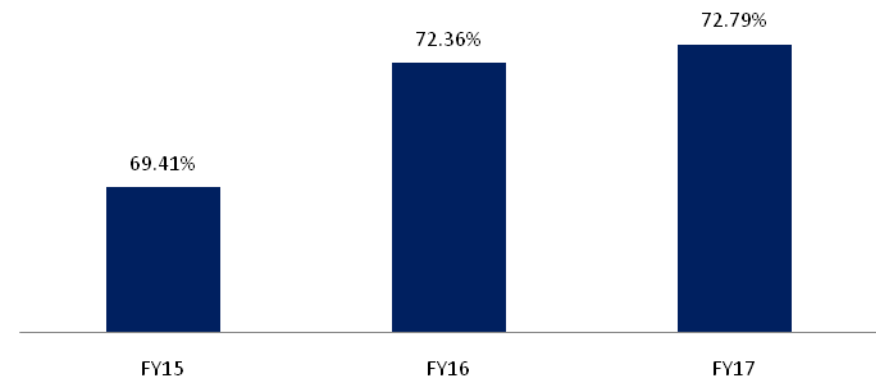
Retail Advance Mix



Yield on Advances & Funds

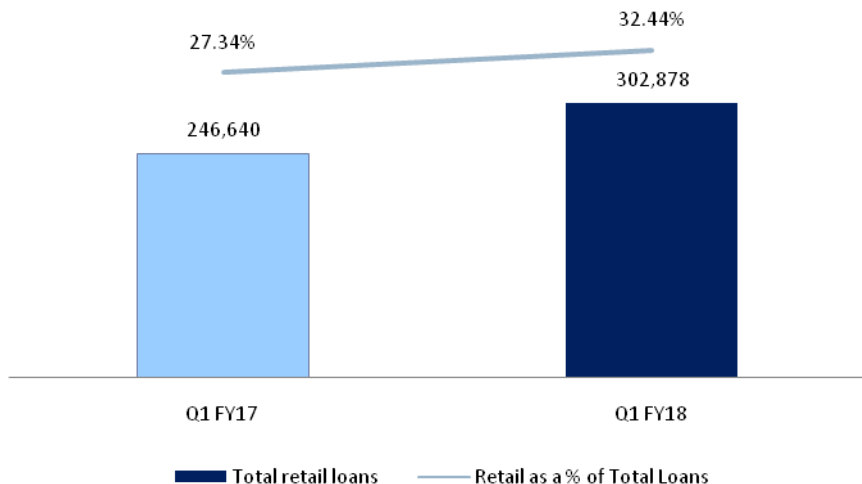


Credit to Deposit Ratio

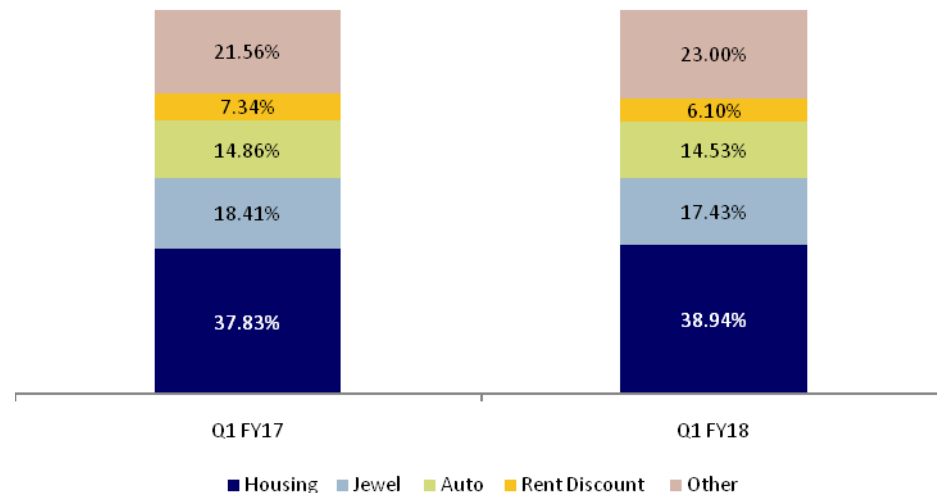


Retail Advances

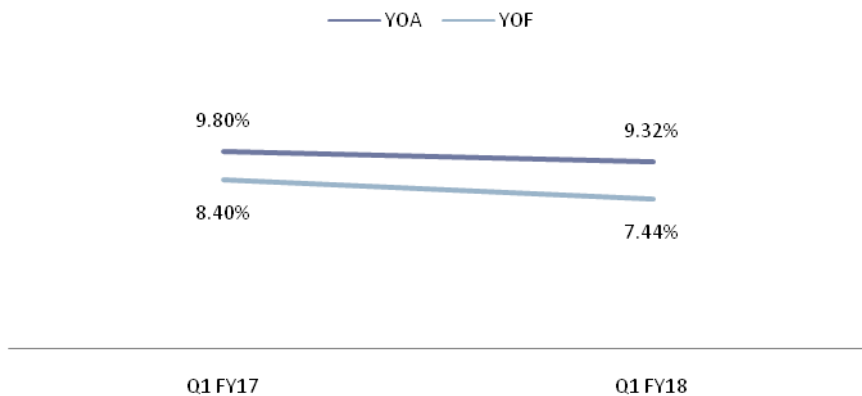
INR Mn



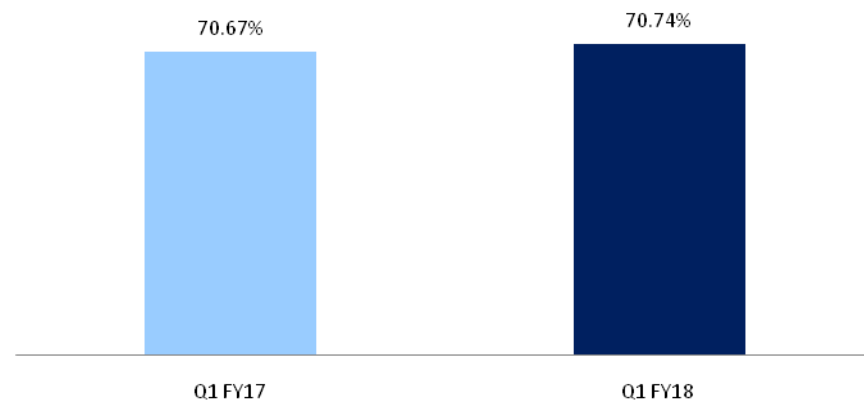
Retail Advance Mix



Yield on Advances & Funds



Credit to Deposit Ratio

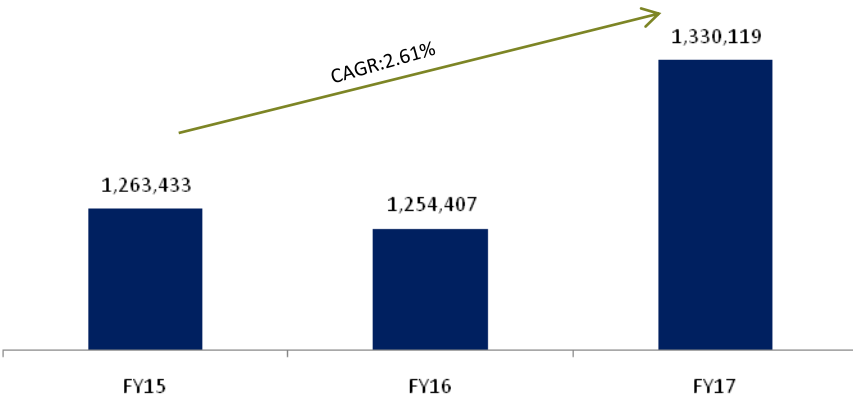


STRONG LIABILITY FRANCHISE : Y-o-Y

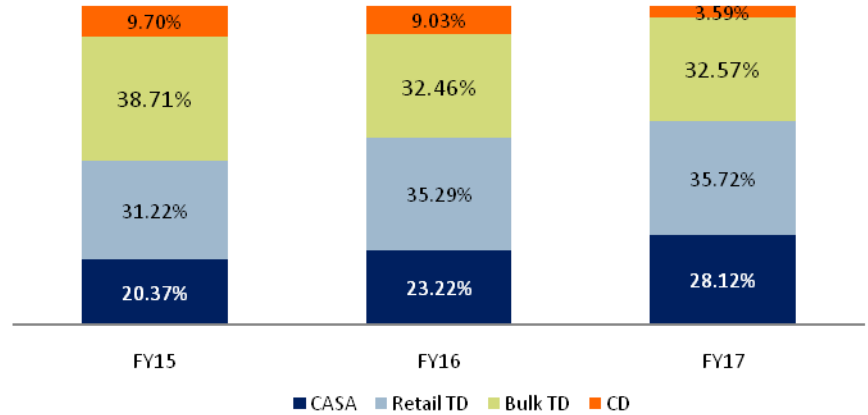


Increase in Deposits

INR Mn

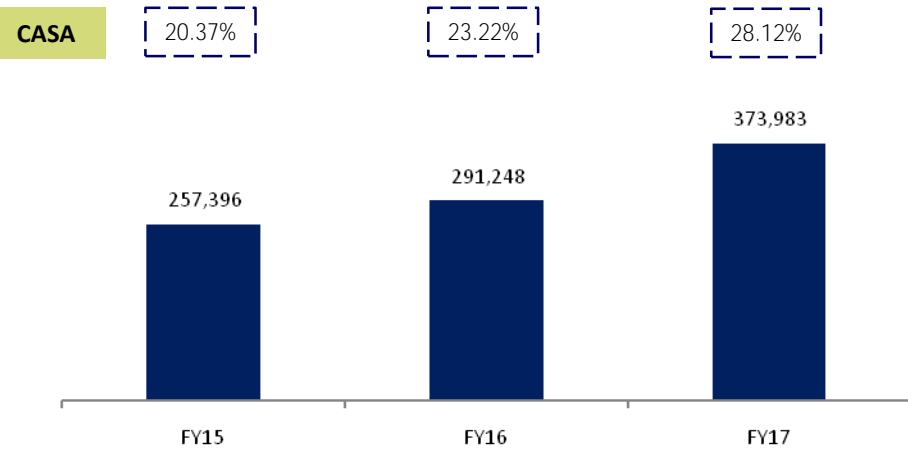


Deposit Mix

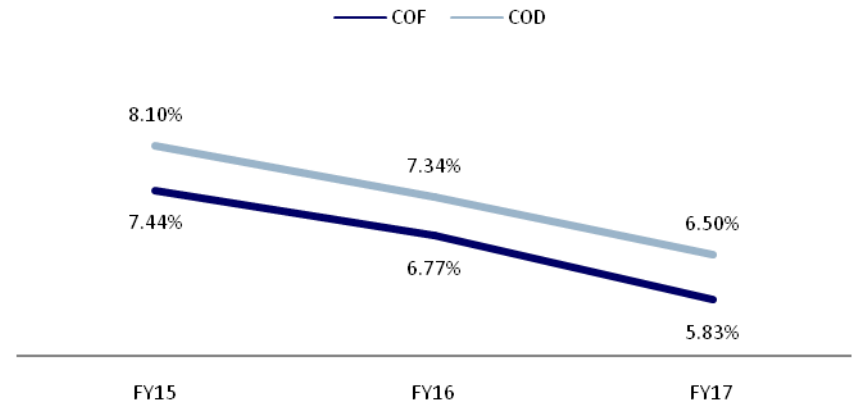


Strong CASA Growth

INR Mn



Reduction in Cost of Funds & Deposits

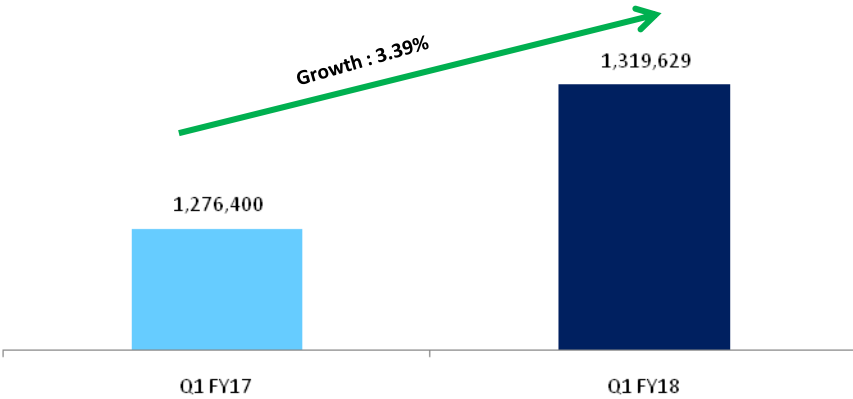


STRONG LIABILITY FRANCHISE : Q-o-Q

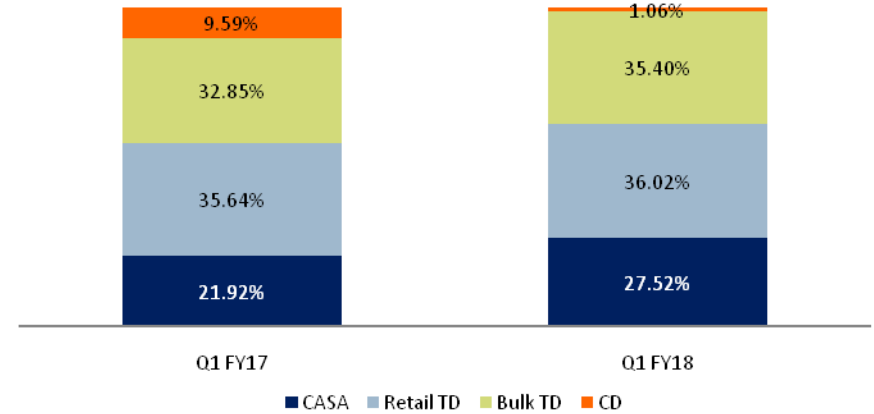


Increase in Deposits

INR Mn

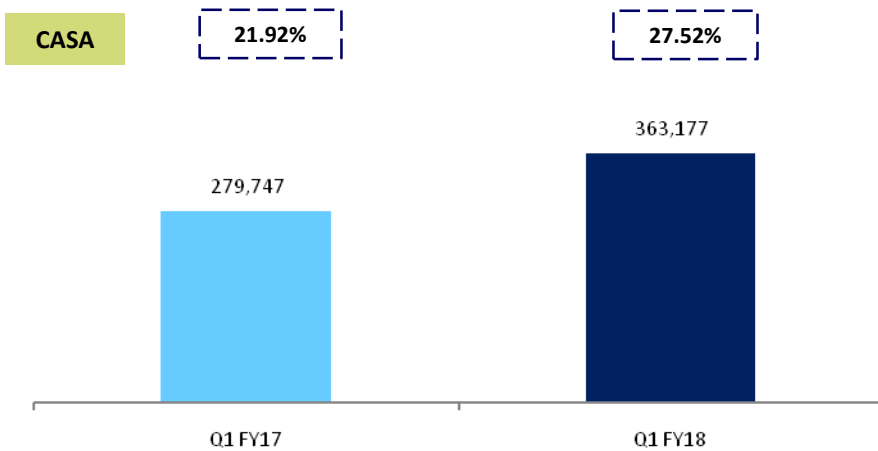


Deposit Mix

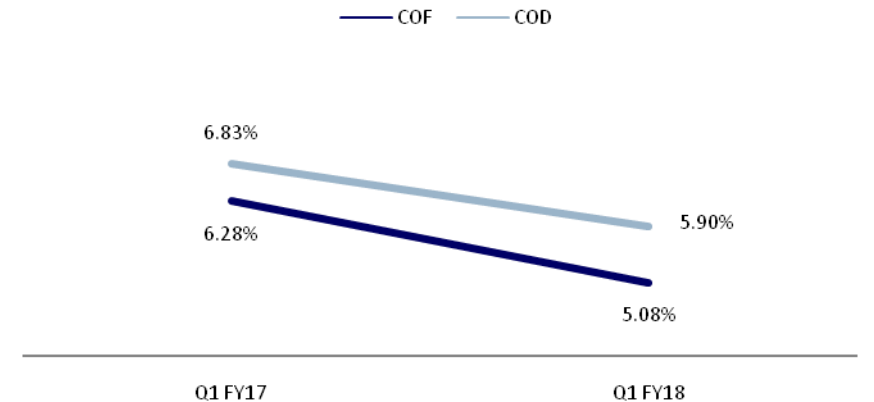


Strong CASA Growth

INR Mn

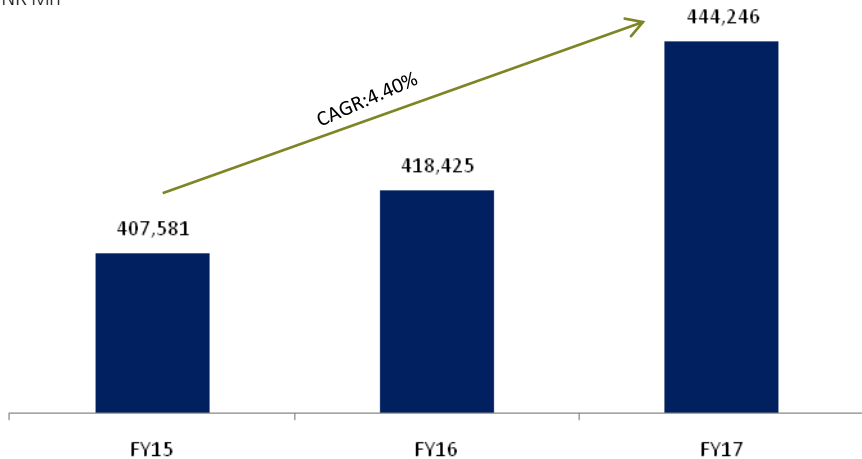


Reduction in Cost of Funds & Deposits

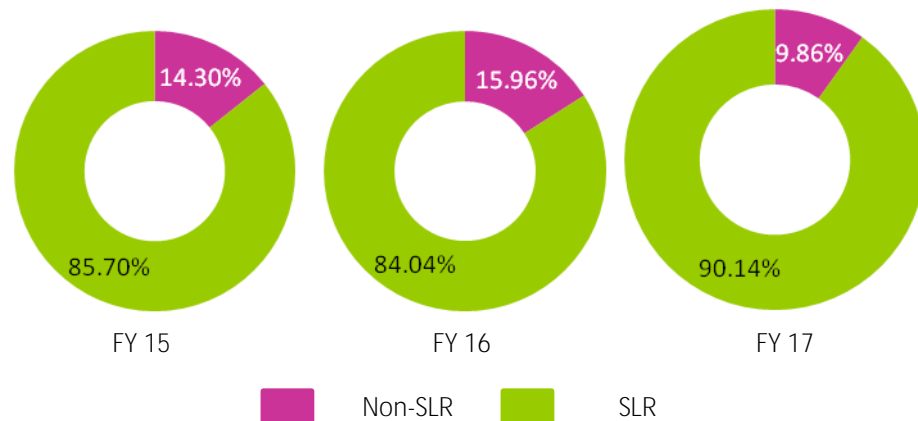


Total Investments

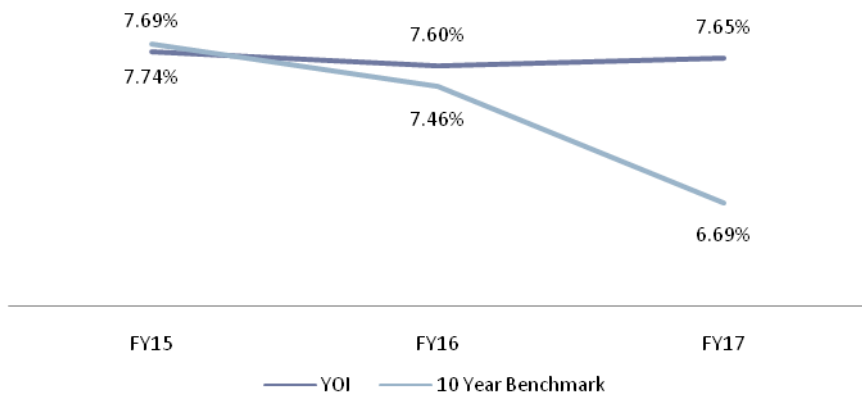
INR Mn



SLR & Non-SLR Investments

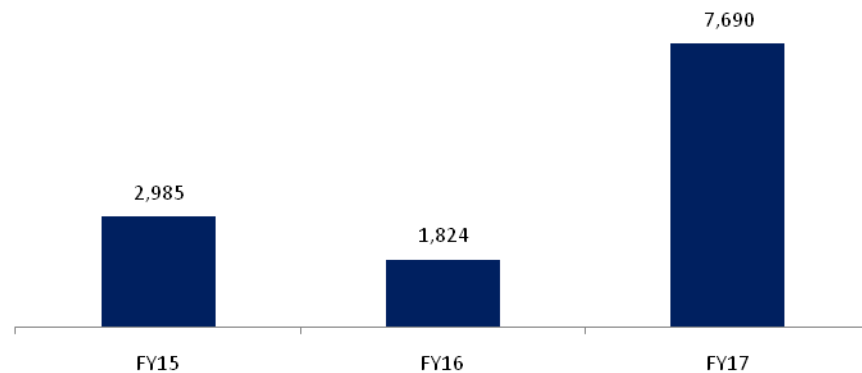


Yield on Investments



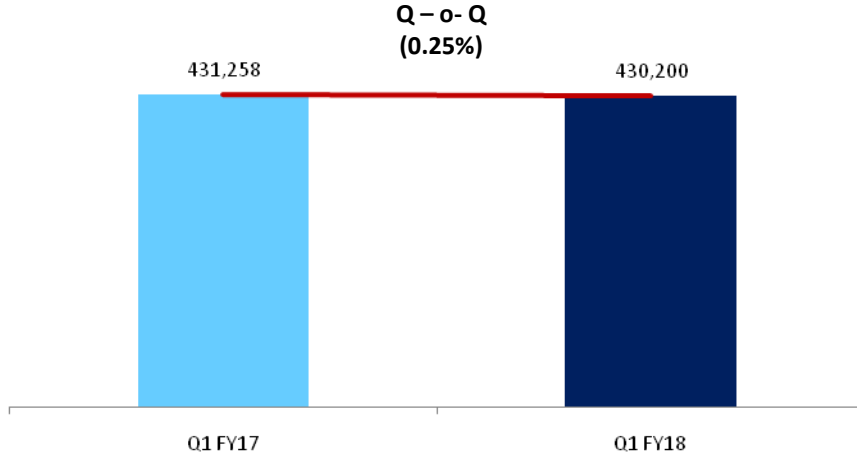
Profit on Investments

INR Mn

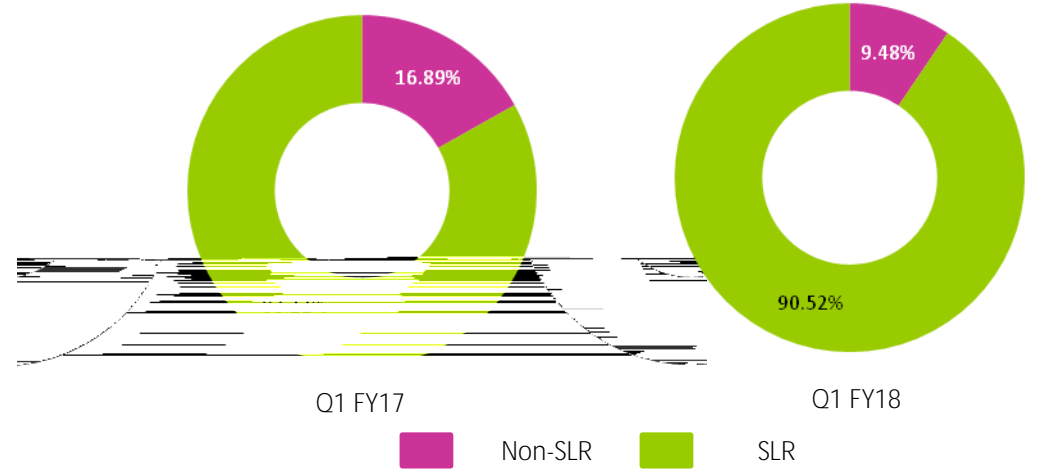


Total Investments

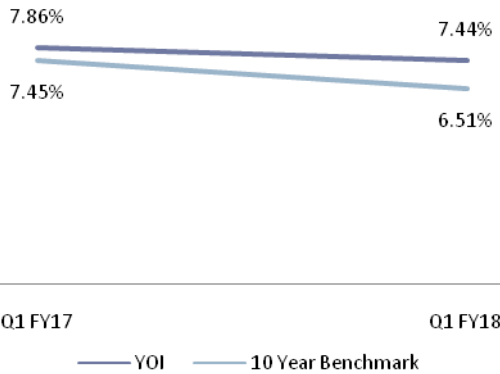
INR Mn



SLR & Non-SLR Investments

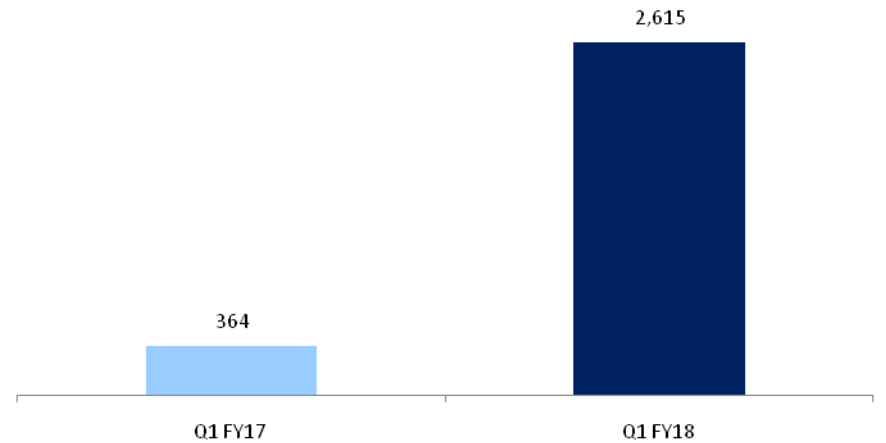


Yield on Investments



Profit on Investments

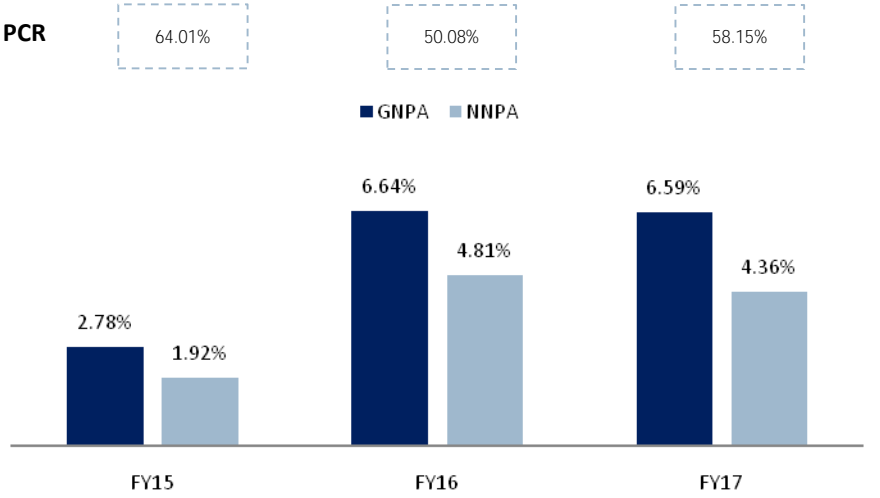
INR Mn



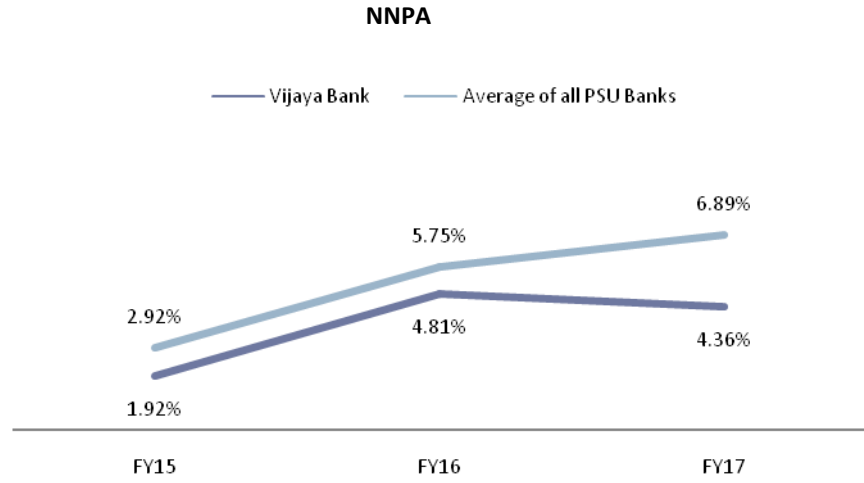
ASSET QUALITY OVERVIEW : Y-o-Y



GNPA & NNPA

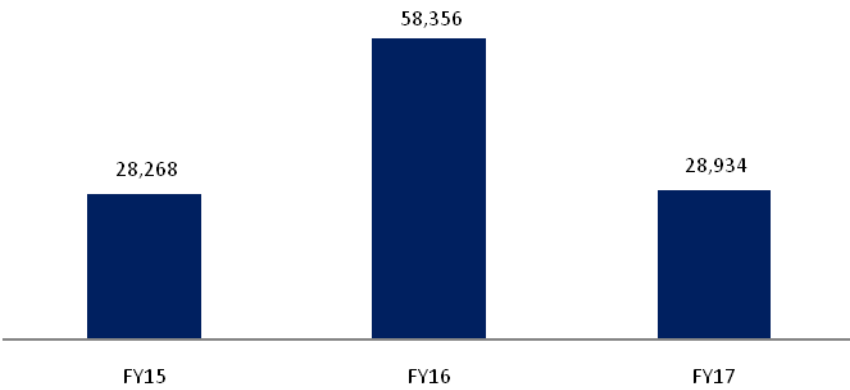


Asset Quality better than Industry Average*

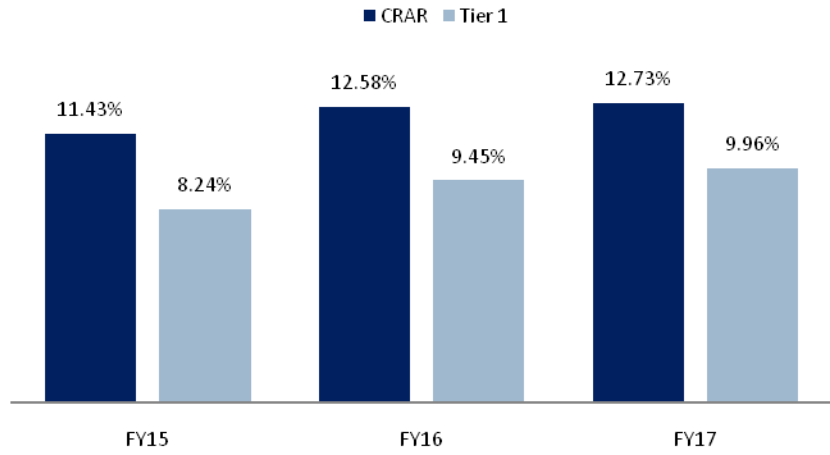


Fresh Slippages

INR Mn

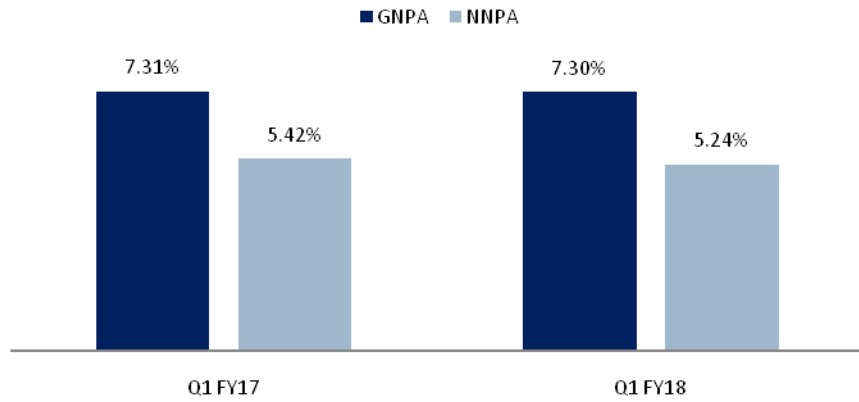


Robust Capital Adequacy

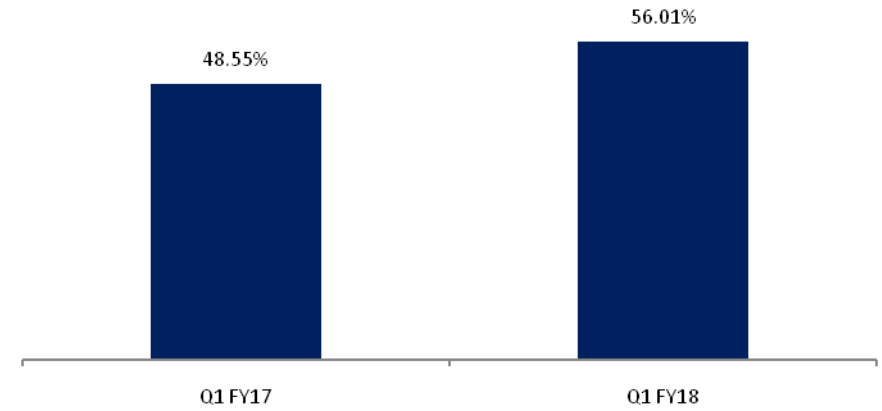


*Source: Indian Banks Association – Avg of 27 PSB

GNPA & NNPA

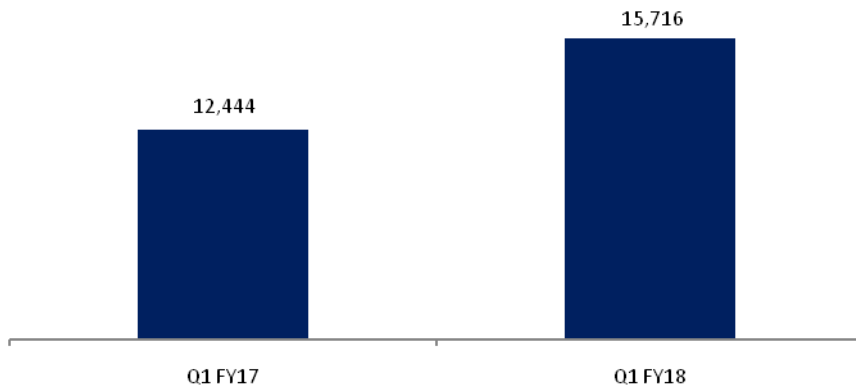


Provision Coverage Ratio (PCR)

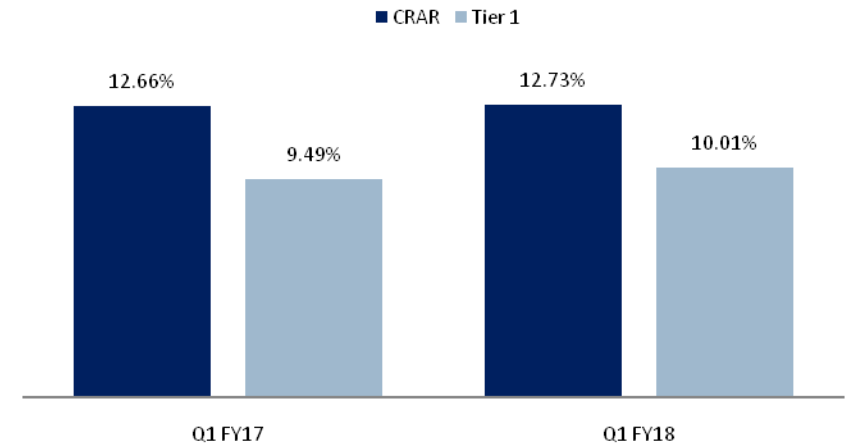


Fresh Slippages

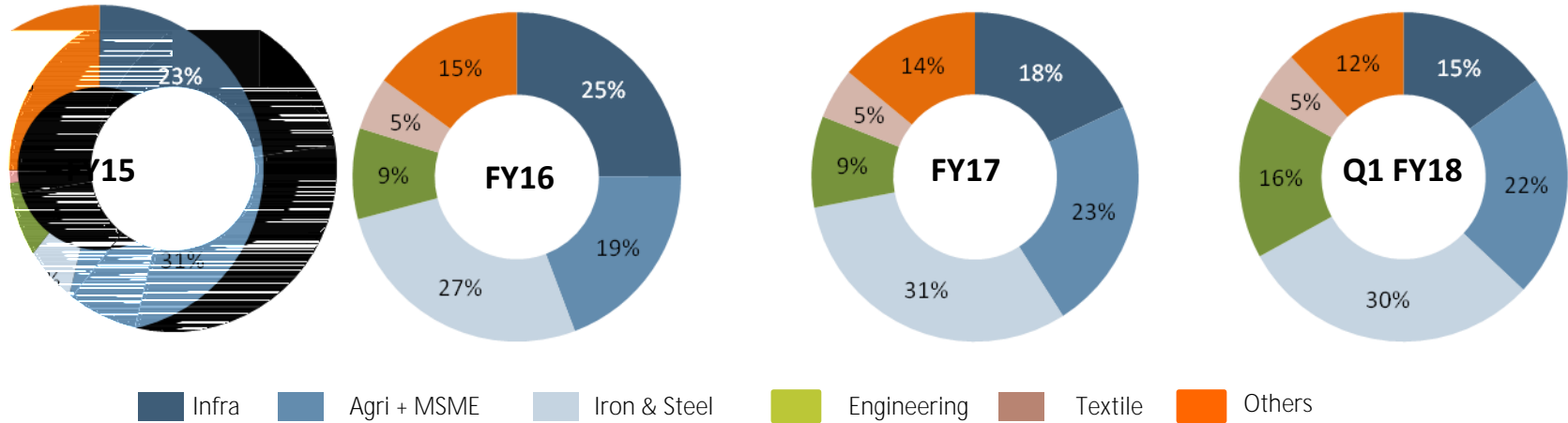
INR Mn



Robust Capital Adequacy



Sector wise classification of NPA as a % of total NPA



Asset Quality Management

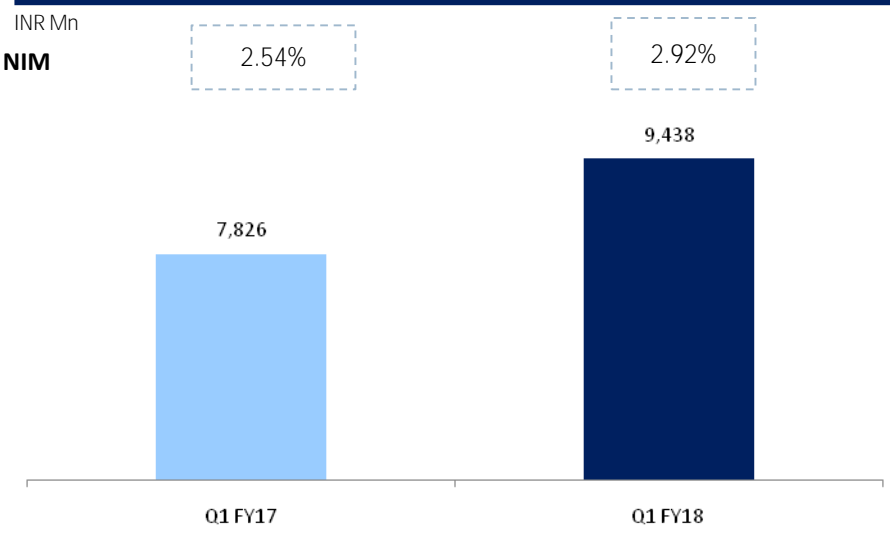
- War room established in Head Office to deal directly with NPA borrowers
- 'Vijaya Adalats' regularly conducted at various centres for speedy recovery
- Special liberalized OTS scheme for MSME, Agriculture and small borrowers launched
- Business correspondents, Retired officials and recovery agents are effectively utilized for speedy recovery
- Extensive use of Information Technology for early identification of stress, Portals for SARFAESI, Recovery, Suit Filed accounts, review of advocates for close supervision and monitoring

Net Interest Income

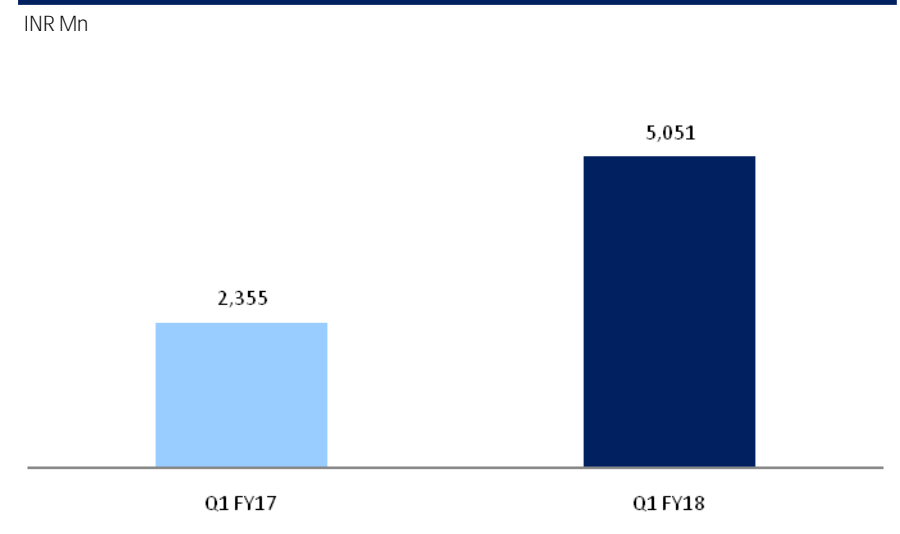
Cost to Income Ratio



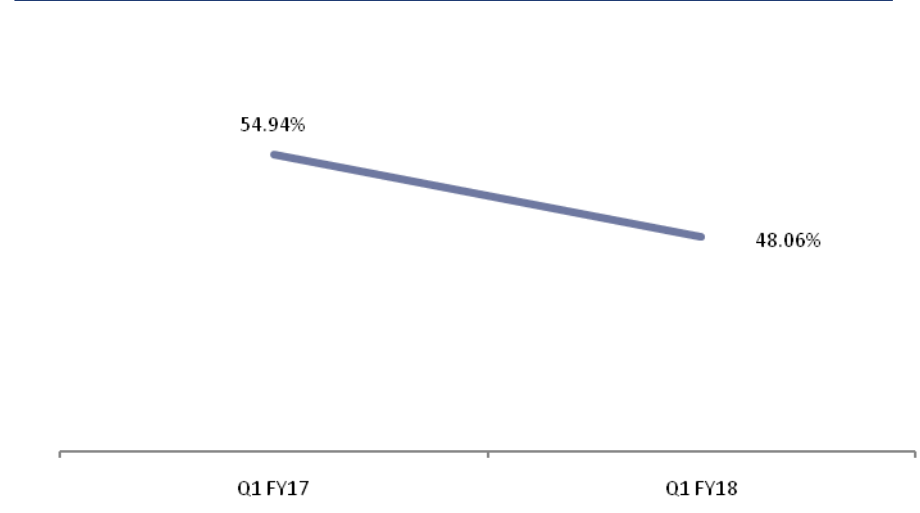
Net Interest Income



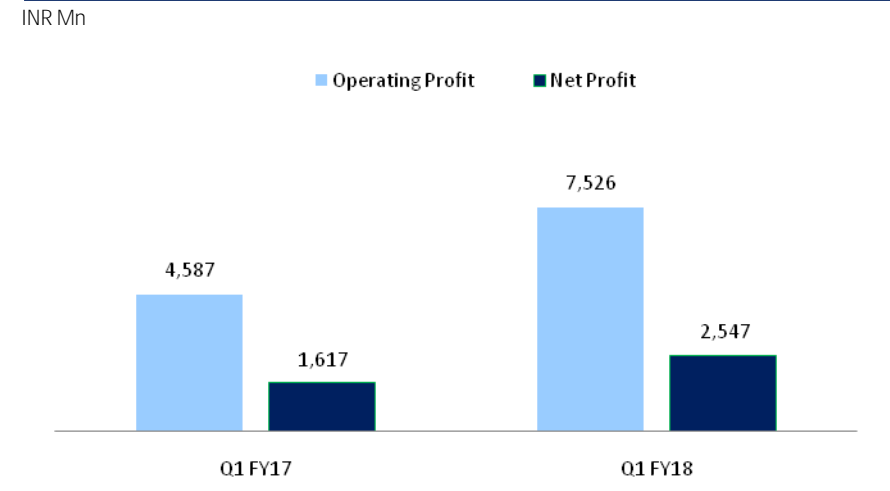
Non Interest Income



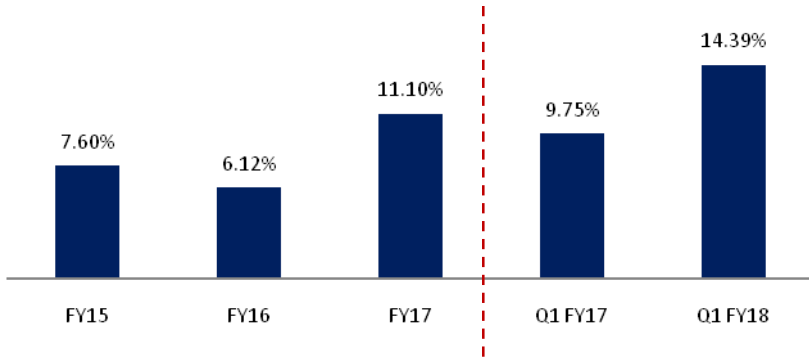
Declining Cost/ Income



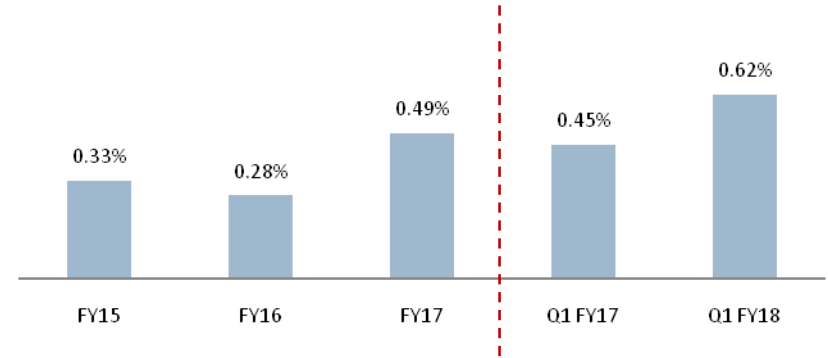
Track Record of Consistent Profitability



Return on Net Worth

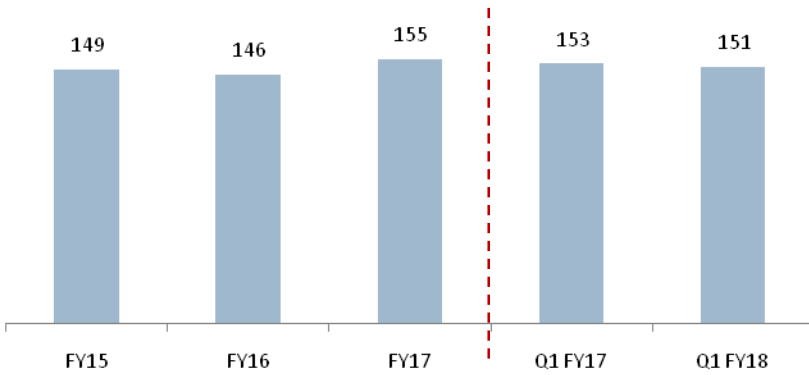


Return on Assets



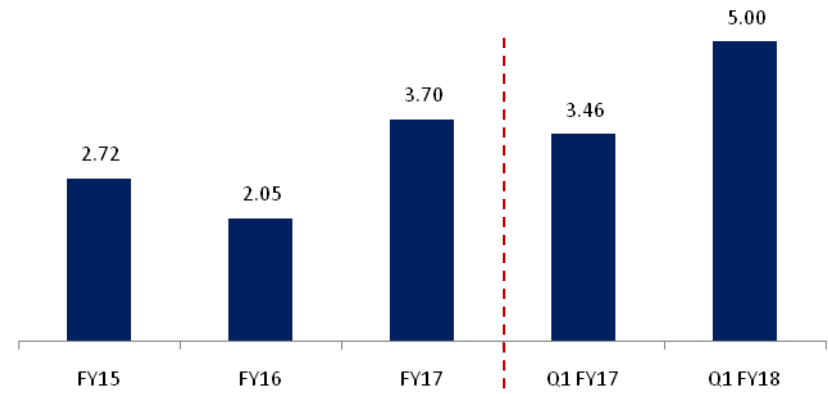
Business per Employee

INR Mn



Profit per Branch

INR Mn



EXPERIENCED & PROFESSIONAL MANAGEMENT TEAM



G Narayanan, Non Executive Chairman & Non Official Director

- Over 39 years of experience in public sector bank at various levels.
- Retired as Executive Director of Indian Overseas Bank
- Holds a bachelor's degree in Science and is a Certified Associate of Indian Institute of Bankers



B.S Rama Rao, Executive Director

- Over 39 years of experience as a professional banker
- Started as probationary officer in 1978 at Andhra Bank and held various positions and worked in different assignments.
- Holds a master's degree in Economics from Osmania University



Sanjay Kumar, Govt. Nominee Director

- Presently working as deputy secretary in DFS, Ministry of Finance
- Holds master's degree in Arts and bachelors degree in law from Magadh University and Post Graduate Diploma in Business Management From National Institute of Financial Management



M Bhagvantha Rao, Non Official Director

- Retired as MD of State Bank of Hyderabad
- Holds bachelors' degree in Science from Madras University



S. Raghunath, Non Official Director

- Professor at IIM Bangalore since 1992



Bharati Rao, Shareholder Director*

- Over 36 years of experience in the banking industry
- She started her career in 1972 as probationary officer with SBI
- Holds a master degree in Arts (economics) and is a Certified Associate of Indian Institute of Bankers



P. Vaidyanathan, Shareholder Director*

- He has several years of experience in the financial services industry
- Was a whole time Director of City Union Bank Limited for 2 years
- Holds professional qualification of chartered accountant, company secretary and cost accountant



Dr. Kishore Sansi, MD & CEO

- Over 37 years of experience in the banking industry
- Was the Executive Director of Punjab & Sind Bank
- Holds master's degree in Science & Philosophy from University of Delhi and is a Certified Information Systems Auditor from ISACA.



Nageswara Rao. Y, Executive Director

- Over 32 years of banking experience, handling key functional areas such as IT, Planning & Development, Risk Management etc.
- Commerce graduate and a Certified Associate of Indian Institute of Bankers



G.P. Borah, RBI Nominee Director

- Presently working as the Chief General Manager at the RBI Regional Office in Mumbai
- Holds master's degree in Management (banking and finance) and bachelor's degree in Law from Mumbai University, and Certified Associate of Indian Institute of Bankers

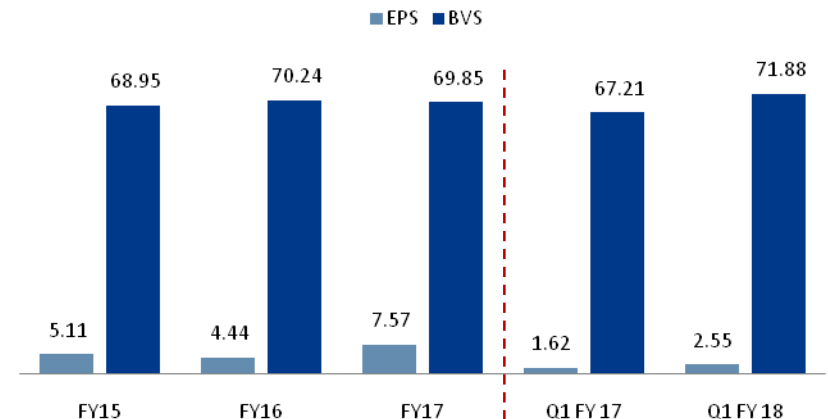


V V R Sastry, Non Official Director

- Holds Bachelors Degree in Electronics & Communication from Andhra University

Shareholder Value Creation

INR



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4 FINANCIAL STATEMENTS



Improve Retail Lending Profile



Increase customer penetration through expansion of branch and ATM network and strengthening alternate delivery channels



Increase focus on improving asset quality and containing NPA levels



Continue to focus on improving our risk management systems



Focus on developing our treasury operations and fee based income channels

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4 **FINANCIAL STATEMENTS**


Balance Sheet Summary

In Rs. Million

Balance Sheet	FY15	FY16	FY17
Cash & Balances with RBI	65,343.0	62,683.5	57,704.2
Balances with Bank & Money at Call & Short Notice	8,175.4	3,512.0	1,602.9
Investments	407,581.2	418,424.9	444,245.5
Advances	866,958.6	889,869.6	945,488.9
Fixed Assets	5,666.4	12,882.9	13,187.6
Other Assets	72,197.4	66,714.5	86,586.7
Total Assets	1,425,922.0	1,454,087.4	1,548,815.8
Paid-up Capital	8,591.2	9,325.6	9,988.5
Share Application Money	-	2,200	-
Reserves & Surplus	53,006.4	64,721.6	71,526.4
Deposits	1,263,433.5	1,254,407.3	1,330,119.5
Borrowings	72,781.9	103,005.7	110,618.0
Other Liabilities and Provisions	28,109.0	20,427.2	26,563.4
Total Liabilities	1,425,922.0	1,454,087.4	1,548,815.8

Profit & Loss Account Summary

In Rs. Million

Income Statement	FY15	FY16	FY17
Interest Earned	122,735.3	120,835.8	123,794.6
Interest Expended	99,812.5	93,227.5	88,730.2
Net Interest Income	22,922.8	27,608.3	35,064.4
Other Income	8,789.6	8,738.6	16,512.6
Operating Income (Net Total Income)	31,712.4	36,346.9	51,577.0
Operating Expenses	19,122.1	20,858.2	27,365.5
Operating Profit	12,590.3	15,488.7	24,211.5
Net Profit	4,394.1	3,818.0	7,504.9

Key Ratios

	FY15	FY16	FY17
Earnings Per Share (Basic) -In Rs	5.11	4.44	7.57
Earnings Per Share (Diluted) -In Rs	5.11	4.44	7.57
Return on Net Worth (%)	7.60	6.12	11.10
Return on Assets (%)	0.33	0.28	0.49
CRAR (%)	11.43	12.58	12.73



Balance Sheet Summary

In Rs. Million

Balance Sheet	Q1FY17	Q1FY18
Cash & Balances with RBI	57,479.2	76,696.7
Balances with Bank & Money at Call & Short Notice	8,953.8	2,006.9
Investments	431,257.7	430,199.9
Advances	883,804.5	913,159.1
Fixed Assets	12,896.1	13,071.7
Other Assets	77,442.1	69,724.2
Total Assets	1,471,833.4	1,504,858.5
Paid-up Capital	9,988.5	9,988.5
Share Application Money	-	-
Reserves & Surplus	67,766.9	73,973.4
Deposits	1,276,400.4	1,319,628.7
Borrowings	92,290.1	75,889.7
Other Liabilities and Provisions	25,387.5	25,378.2
Total Liabilities	1,471,833.4	1,504,858.5

Profit & Loss Account Summary

In Rs. Million

Income Statement	Q1FY17	Q1FY18
Interest Earned	30,595.6	30,050.1
Interest Expended	22,769.2	20,612.1
Net Interest Income	7,826.4	9,438.0
Other Income	2,354.9	5,051.0
Operating Income (Net Total Income)	10,181.3	14,489.0
Operating Expenses	5,594.0	6,963.5
Operating Profit	4,587.3	7,525.5
Net Profit	1,616.6	2,546.9

Key Ratios

	Q1FY17	Q1FY18
Earnings Per Share (Basic) -In Rs	1.62	2.55
Earnings Per Share (Diluted) – In Rs	1.62	2.55
Return on Net Worth (%)	9.75%	14.39%
Return on Assets (%)	0.45%	0.62%
CRAR (%)	12.66%	12.73%

THANK YOU



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