

Ref: ISC/320/2023-24

Date: 27.11.2023

The Vice President National Stock Exchange of India Ltd. Exchange Plaza, Bandra- Kurla Complex Bandra East, Mumbai-400 051 NSE Symbol: INDIANB	The Vice President BSE Ltd. 25, P. J. Towers Dalal Street, Mumbai-400001 BSE Scrip Code- 532814
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Dear Sir/ Madam,

**Subject: Road show presentation in relation to the Non-deal Roadshows/
Analyst / Institutional Investor Meet**

We refer to our letter Ref. No. ISC/317/2023-24 dated 22.11.2023, wherein we informed that the Bank will be participating in Non- deal Roadshows and meeting prospective investors from **28.11.2023 onwards**.

In this regard and pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, the Investor/ Analyst presentation is enclosed herewith.

The same is also being made available on our Bank's website at <https://indianbank.in/investors-services-ib/>

Yours faithfully,

For Indian Bank

AGM & Company Secretary

Encl: A/a

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Indian Bank – Overview



An Overview

- Rich legacy of **more than 116 years**
- E- Allahabad Bank got amalgamated into Indian Bank w.e.f 1st April 2020
- Indian Bank is the **7th Largest** Public Sector Bank in the Country¹
- Comprehensive and diversified product portfolio providing the **entire bouquet of financial services** such as retail banking, wholesale banking, priority sector lending, Agri & MSME, International banking and treasury operations
- **Wide Distribution Network (PAN India 21511 touch points):** The Bank has **5,819 domestic branches** including 3 Digital Banking Units (DBUs). The Bank has 3 overseas branches and 1 IFSC Banking Unit (IBU). Bank has a network of 4,866 ATMs and BNAs and 10,825 Business Correspondents (BCs)
- **Specialized Verticals & Processing Centre:** To garner low cost deposits, Bank has set up **51 RACs** (liability verticals). The Bank has also set up **9 LCBs** and **26 MCBs** for corporate loans. There are **77 MAPCs** and **72 RAPCs** for RAM loan processing. **15 SAMs**, specialized branch for stressed accounts.
- Bank is also engaged in the business of merchant banking, brokerage, general insurance, ARC & RRBs through its subsidiaries/JVs/associates
- Domestic advances contribute **93.2% of total gross advances** as of H1 FY24
- Government of India has a **79.86% stake** in the bank (as of 30th Sept’ 2023)
- **New initiatives:** Bank has so far launched **63 Digital Journeys⁴** under its Digital Transformation Program

Bonds	Rating Agency	Rating
AT 1	CARE, CRISIL	AA+
Tier 2	CARE, CRISIL	AAA

Outstanding Rating by India Ratings on Tier 2 Bonds issued by erstwhile Allahabad Bank is AA+

Indian Bank in numbers (As of Sept'23/For H1FY24)

Total Business:
INR 11.33 lakh Cr
↑ 10% YoY

Gross Advances:
INR 4.92 lakh Cr
↑ 12 % YoY

Deposits:
INR 6.41 lakh Cr
↑ 9 % YoY

Net Interest Margin (Domestic)²:
3.57%
↑ 42 bps YoY

RAM Advances:
INR 2.86 Lakh Cr
↑ 12 % YoY

CASA:
40.11%
↑ 7 % YoY³

NII:
INR 11,444 Cr
↑ 24 % YoY

Operating Profit (PPoP):
INR 8,437 Cr
↑ 17 % YoY

PAT:
INR 3,697 Cr
↑ 52 % YoY

GNPA | NNPA:
4.97% | 0.60%
↓ 233 bps | 90 bps

Credit Cost²:
0.81%
↓ 120 bps YoY

PCR incl. TWO | excl. TWO:
95.64% | 88.46%
↑ 456 bps | 778 bps YoY

Book Value per share:
INR 328.13
↑ 13.30% YoY

ROA² | ROE²:
1.01% | 18.90%
↑ 29 bps | 490 bps YoY

CET1 | CRAR:
12.07% | 15.53%

¹As per Global Business, audited financial March 2023; ²Annualised; ³YoY growth for total CASA deposits; TWO: Technical Write-Off

⁴Digital journeys refers to the digitalization of business processes related to sales/ servicing of Bank's products or services by integrations and automation



Indian Bank – Key Investment Highlights



Diversified Asset Portfolio with a focus on RAM Assets

Stable & growing Deposit Base

Consistent Financial Performance

Improving Asset Quality: Reduction in GNPA, NNPA aided by lower addition of fresh slippages

Pan India presence with strong branch network across Southern, Central & Eastern India

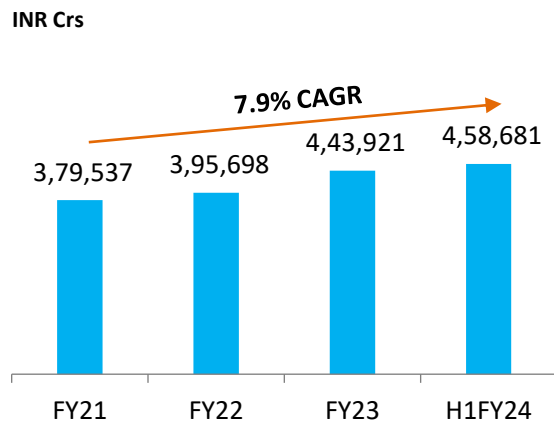
High quality management team with demonstrated track record

Thrust on leveraging & improving digital technological capabilities

Continued focus on improving Environmental, Social and Governance practices

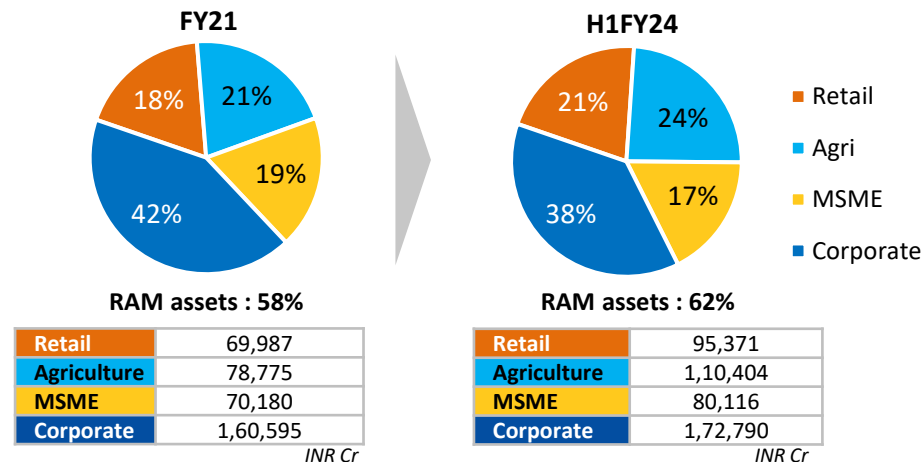
Diversified Asset Portfolio with a focus on RAM Assets

Domestic Gross Advances – Growth driven by Agriculture & MSME



	YoY Growth %
Retail	14%
Agriculture	16%
MSME	5%
Corporate	11%

Advances profile - Gradual Ramp up of RAM assets



Retail Credit Growth

Particulars (INR Cr)	FY21	FY22	FY23	H1FY23	H1FY24	YoY Growth
Home Loan (including mortgages)	47,682	53,852	59,840	55,309	62,289	13%
Vehicle Loan	3,649	4,198	5,377	4,625	6,291	36%
Personal Loan	3,745	5,306	7,769	5,836	8,668	49%
Other Retail Loans	14,911	17,077	18,100	17,885	18,123	1%
Total Retail Loans	69,987	80,433	91,086	83,655	95,371	14%

Growth in retail advances were driven by vehicle & personal loans

Agriculture Credit Growth

Particulars (INR Cr)	FY21	FY22	FY23	H1FY23	H1FY24	YoY Growth
Crop Loan	64,898	69,051	77,894	72,200	84,726	17%
Investment Credit	6,327	9,241	11,980	11,251	12,450	11%
Other Agri loans	7,550	9,808	12,063	11,763	13,228	12%
Total Agri Loans	78,775	88,100	1,01,937	95,214	1,10,404	16%

Growth in agriculture advances were driven by higher growth in crop loan segment

MSME Credit Growth

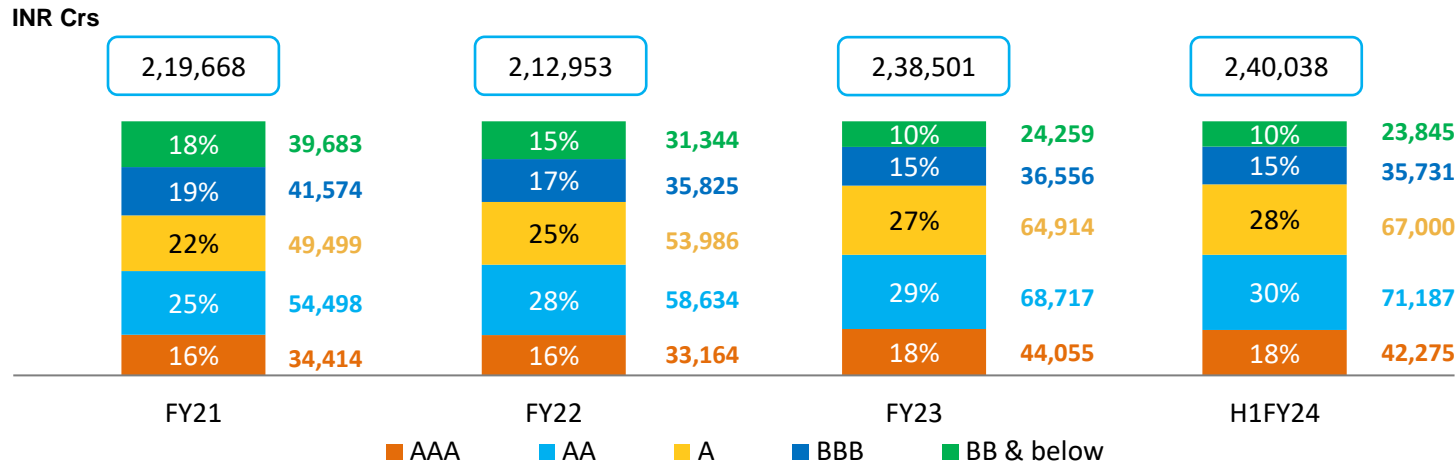
Particulars (INR Cr)	FY21	FY22	FY23	H1FY23	H1FY24	YoY Growth
Micro	29,303	30,648	34,160	31,580	35,783	13%
Small	30,442	32,176	33,814	33,063	33,092	0%
Medium	10,435	11,343	11,682	11,744	11,241	(4%)
Total MSME Loans	70,180	74,167	79,656	76,387	80,116	5%

Growth in MSME advances were driven by growth in credit to micro enterprises

Diversified Advances Book aimed at reducing concentration risk

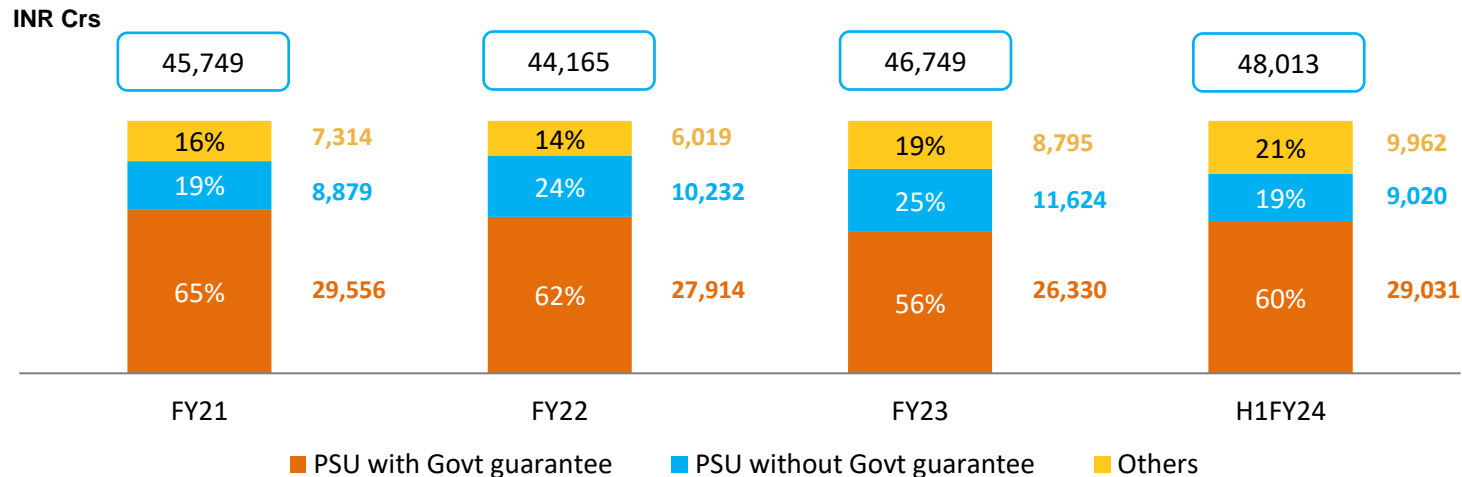
Particulars (INR Cr)	FY21		FY22		FY23		H1FY24	
	Outstanding	%mix to domestic advances	Outstanding	%mix to domestic advances	Outstanding	%mix to domestic advances	Outstanding	%mix to domestic advances
Infrastructure	60,849	16%	58,521	15%	54,857	12%	55,999	12%
<i>of which</i> 1. Power	18,238	5%	18,543	5%	20,271	5%	19,593	4%
2. Ports & Roads	10,091	3%	9,011	2%	8,495	2%	9,133	2%
3. Other Infrastructure	32,520	8%	30,967	8%	26,091	6%	27,273	6%
Basic Metals	9,700	3%	8,006	2%	9,729	2%	9,911	2%
Textiles	6,497	2%	7,196	2%	7,624	2%	8,005	2%
Petroleum & Coal Products	6,761	2%	8,093	2%	9,934	2%	6,665	2%
All Engineering	4,739	1%	5,246	1%	5,596	1%	6,416	1%
Food Processing	8,720	2%	8,968	2%	9,170	2%	9,479	2%
Trade	24,356	6%	22,806	6%	22,421	5%	23,921	5%
Commercial Real Estate incl. LRD	6,489	2%	7,035	2%	13,980	3%	16,387	4%
Home Loans/Auto Loans/Other Retail	69,987	18%	80,433	20%	91,086	21%	95,371	21%
Agriculture	78,775	21%	88,100	22%	1,01,937	23%	1,10,404	24%
NBFC	47,516	13%	51,130	13%	66,419	15%	56,652	12%
Others	55,148	14%	50,164	13%	51,168	12%	59,471	13%
Total Domestic Advances	3,79,537	100%	3,95,698	100%	4,43,921	100%	4,58,681	100%

External Rating-Wise Distribution of Domestic Advances above INR 10 crore



- ~75% of the rated book is rated A & above
- ~90% of the rated book is above investment grade (BBB & above)
- This indicates stable and quality asset book

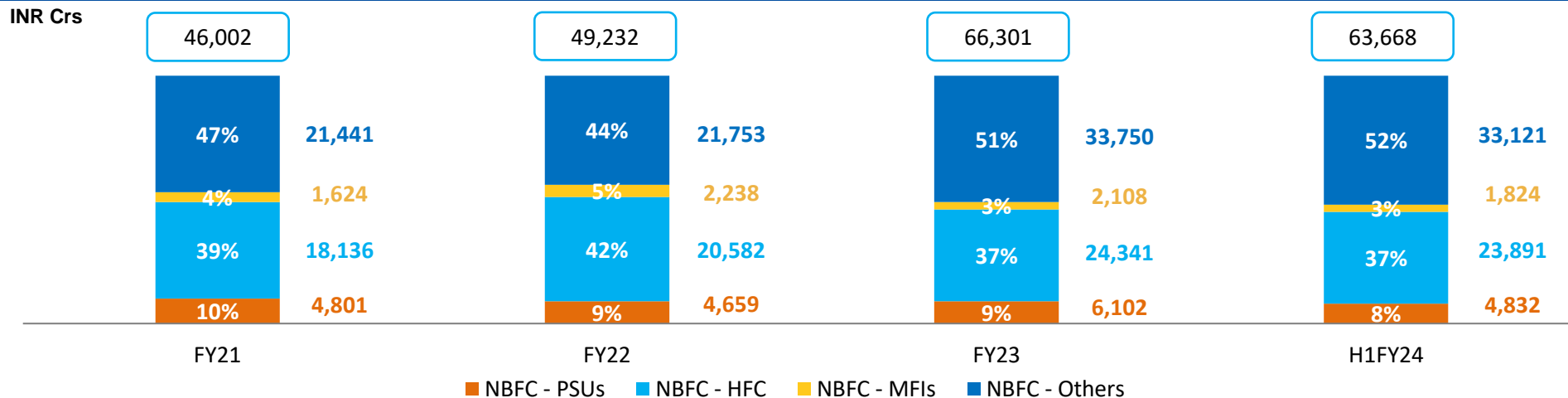
Unrated Credit exposure



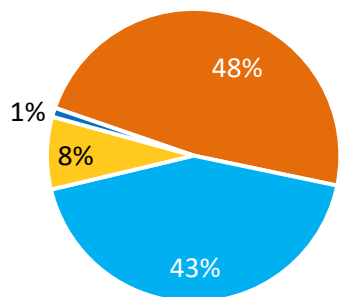
- Out of the total unrated exposure, 79% of the exposure is in PSU sector
- 60% of total unrated exposure is to PSUs with government guarantee, implying a very high degree of safety

Exposure to NBFC sector is largely towards top rated firms

NBFC standard exposure at INR 63,668 crs with 37% towards HFCs which are highly stable



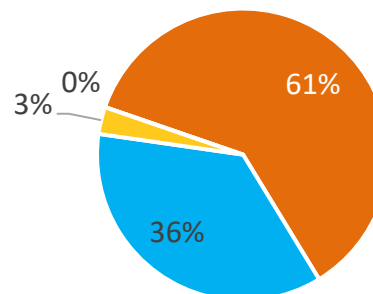
Rating wise distribution of NBFC (%) – H1FY24



AAA AA A BBB & Below

91% of the standard NBFC exposure of the bank is rated AA and above & 99% is rated A and above, indicating high degree of safety

Rating wise distribution of HFC (%) – H1FY24



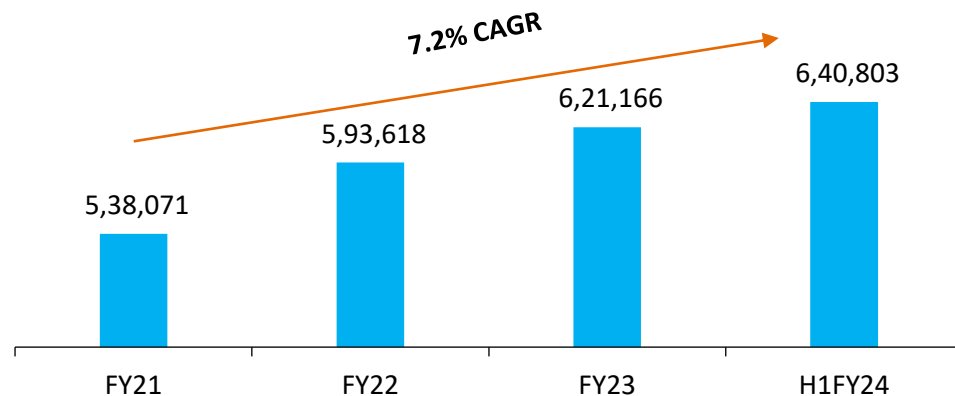
AAA AA A BBB and Below

97% of the standard HFC exposure of the bank is rated AA and above & almost 100% is rated A and above, indicating high degree of safety

Strong and growing deposit base

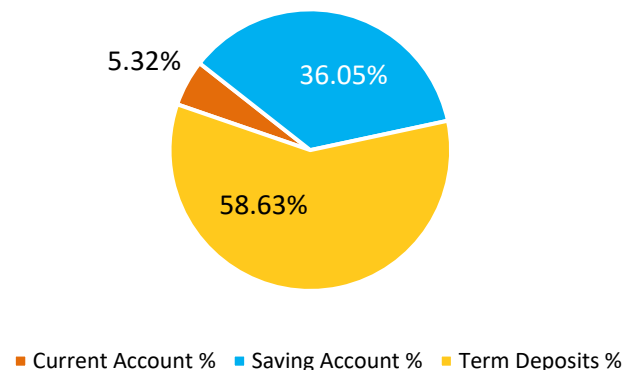
Deposits Have Witnessed A Healthy Growth

INR Crs



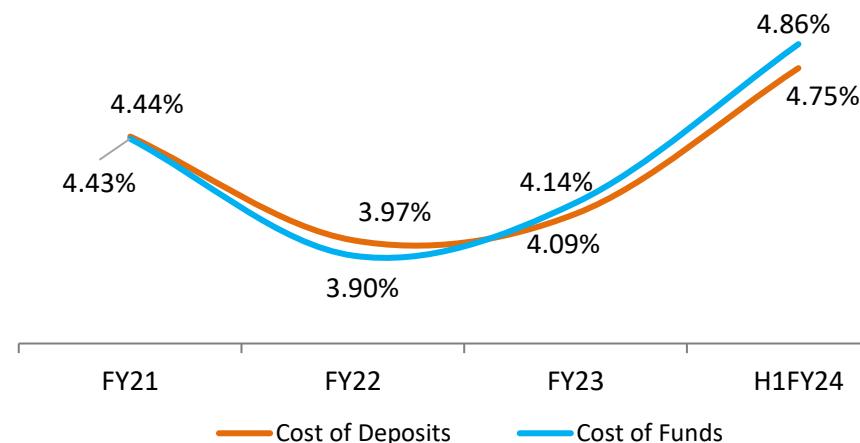
Particulars (INR Cr)	FY21	FY22	FY23	H1FY23	H1FY24	YoY Growth (%)
Domestic CASA deposits	2,27,027	2,47,089	2,60,239	2,39,984	2,56,482	7%
Domestic Current deposits	31,861	35,969	35,366	32,305	32,976	2%
Domestic Savings deposits	1,95,166	2,11,120	2,24,873	2,07,679	2,23,506	8%
Domestic Term Deposits	3,02,237	3,37,572	3,47,788	3,37,471	3,63,487	8%
Total Domestic Deposits	5,29,264	5,84,661	6,08,027	5,77,455	6,19,969	7%
Domestic CASA %	42.89%	42.26%	42.80%	41.55%	41.37%	-
Total Overseas deposits	8,807	8,957	13,139	11,405	20,834	83%
Total Deposits	5,38,071	5,93,618	6,21,166	5,88,860	6,40,803	9%

% Share of Domestic Deposits – H1FY24



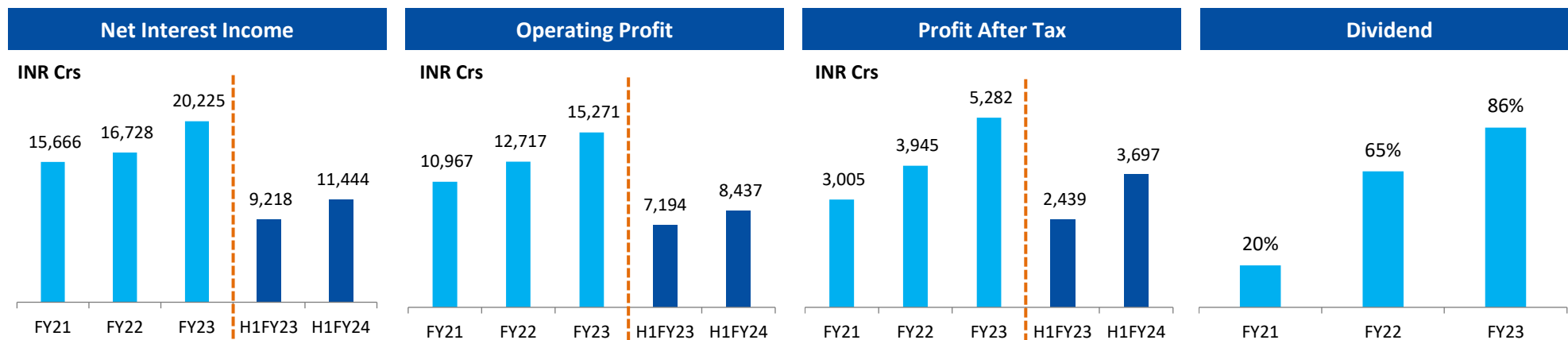
- More than 41% CASA Ratio in H1FY24

Rise in Cost of Deposits & Cost of Funds with increase in interest rates in the economy



Consistent Financial Performance (1/2)

Particulars (INR Cr)	FY21	FY22	FY23	YoY Growth ¹ (%)	H1 FY23	H1FY24	YoY Growth ² (%)
Interest Income	39,106	38,856	44,942	15.66%	20,864	26,793	28.42%
Interest Expense	23,440	22,128	24,717	11.70%	11,646	15,349	31.80%
Net Interest Income	15,666	16,728	20,225	20.91%	9,218	11,444	24.15%
Non Interest Income	5,650	6,915	7,143	3.30%	3,433	3,702	7.84%
Operating Income	21,316	23,643	27,369	15.76%	12,651	15,146	19.72%
Operating Expense	10,349	10,926	12,098	10.73%	5,457	6,709	22.94%
Operating Profit	10,967	12,717	15,271	20.08%	7,194	8,437	17.28%
Total Provisions	8,061	9,513	9,356	(1.65%)	4,277	3,291	(23.05%)
Profit Before Tax	2,905	3,204	5,915	84.61%	2,917	5,146	76.41%
Tax Provisions	(99)	(741)	633	-	478	1,449	203.14%
Profit After Tax	3,005	3,945	5,282	33.89%	2,439	3,697	51.58%



Note: ¹YoY growth has been considered from Mar'22 to Mar'23;
²YoY growth has been considered from Sept'22 to Sept'23

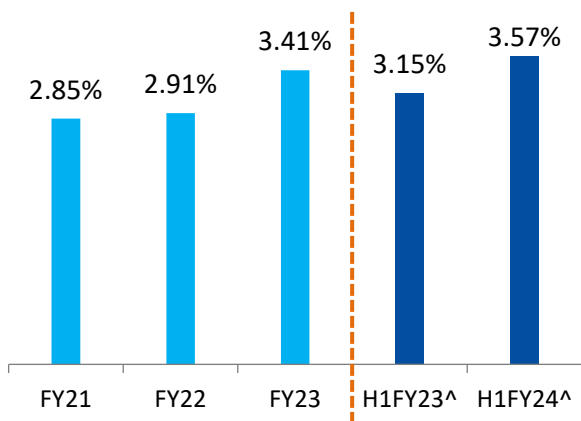
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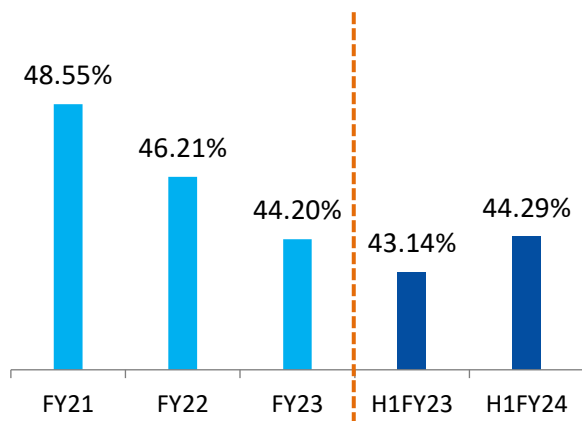


Consistent Financial Performance (2/2)

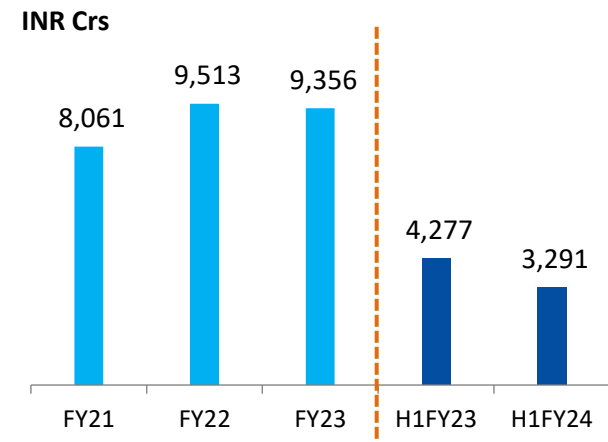
Net Interest Margins - Domestic



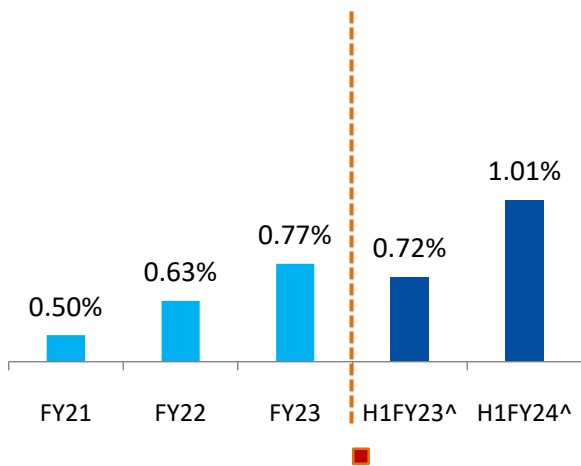
Cost to Income ratio



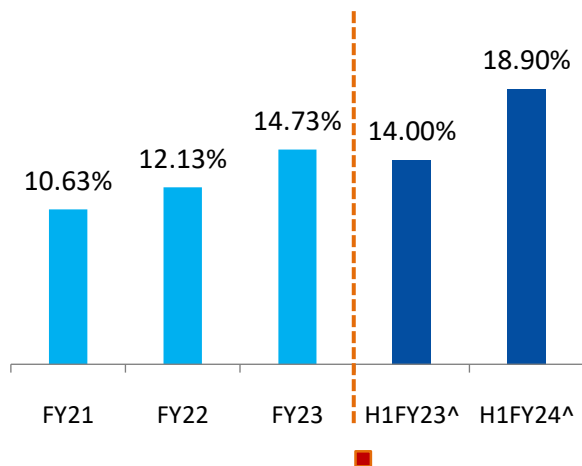
Provisions¹



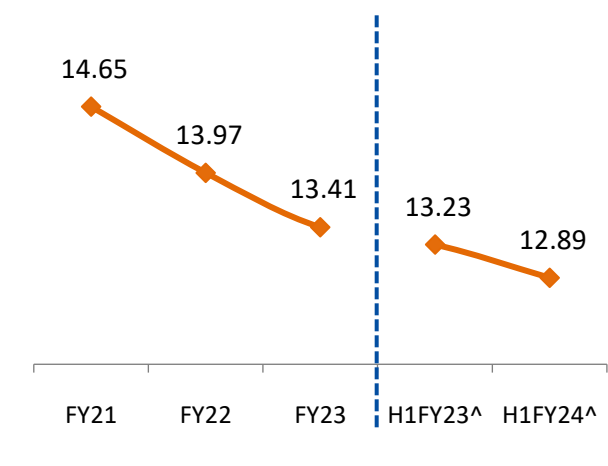
Return on Assets (%)



Return on Equity (%)



Leverage (Times)



¹ Excluding provisions for Taxes; ^Annualised; leverage is defined as (Deposits+Borrowings)/(capital+reserves & surplus)



Interest and Non Interest Income

Particulars (INR Cr)	FY21	FY22	FY23	YoY Growth ¹ (%)	H1 FY23	H1FY24	YoY Growth ² (%)
Interest income on Advances	27,455	26,928	31,941	18.62%	14,539	19,633	35.04%
Interest income on investments	11,167	10,965	11,647	6.22%	5,663	6,433	13.60%
Other Interest Income	484	963	1,354	40.60%	662	727	9.82%
Total Interest Income	39,106	38,856	44,942	15.66%	20,864	26,793	28.42%
Profit on sale & revaluation of investments	1,695	1,283	294	(77.08%)	11	787	-
Recovery of bad debts	618	1,612	2,177	35.05%	891	688	(22.78%)
Fee Income	2,368	2,555	2,969	16.20%	1,351	1,476	9.25%
Forex Income	406	690	1,009	46.23%	669	286	(57.25%)
PSLC Commission	410	571	479	(16.11%)	398	321	(19.35%)
Miscellaneous Income	153	204	215	5.39%	113	144	27.43%
Total Non Interest Income	5,650	6,915	7,143	3.30%	3,433	3,702	7.84%
Total Income	44,756	45,771	52,085	13.79%	24,297	30,495	25.51%

Note: ¹YoY growth has been considered from Mar'22 to Mar'23;
²YoY growth has been considered from Sept'22 to Sept'23

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Fee Income

Particulars (INR Cr)	FY21	FY22	FY23	YoY Growth ¹ (%)	H1 FY23	H1FY24	YoY Growth ² (%)
Transaction Fees	690	700	704	0.57%	377	379	0.53%
Loan Processing charges	526	574	693	20.73%	310	338	9.03%
Commission on government business	74	77	76	(1.30%)	37	35	(5.41%)
Commission on LC/BG	387	408	461	12.99%	204	190	(6.86%)
Cross Selling	62	86	136	58.14%	49	66	34.69%
Income from PFMS Operations	15	25	44	76.00%	27	8	(70.37%)
Miscellaneous Fee Income	614	685	855	24.82%	347	460	32.56%
Total Fee Income	2,368	2,555	2,969	16.20%	1,351	1,476	9.25%

Note: ¹YoY growth has been considered from Mar'22 to Mar'23;
²YoY growth has been considered from Sept'22 to Sept'23

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Interest Expense and Operating expense

Particulars (INR Cr)	FY21	FY22	FY23	YoY Growth ¹ (%)	H1 FY23	H1FY24	YoY Growth ² (%)
Interest on deposits	22,221	20,936	23,184	10.74%	10,946	14,464	32.14%
Interest on borrowings	401	248	616	148.39%	251	124	(50.60%)
Other Interest expense	818	944	917	(2.86%)	449	761	69.49%
Total Interest Expense	23,440	22,128	24,717	11.70%	11,646	15,349	31.80%
Salary	4,018	4,837	5,403	11.70%	2,445	3,149	28.79%
Contribution for Employee	2,360	1,858	2,124	14.32%	871	1,147	31.69%
Total Staff Expense	6,378	6,695	7,527	12.43%	3,316	4,296	29.55%
Rent, Taxes & Lighting	603	614	621	1.14%	290	317	9.31%
Depreciation	633	597	529	(11.39%)	269	270	0.37%
Insurance	682	742	814	9.70%	397	425	7.05%
Travelling & Halting	143	196	219	11.73%	108	102	(5.56%)
Postage, Telecommunications, etc	117	110	96	(12.73%)	46	55	19.57%
Repairs & Maintenance	197	244	192	(21.31%)	73	116	58.90%
Printing & Stationery	58	85	99	16.47%	48	42	(12.50%)
ATM Issuer Fee paid	424	409	456	11.49%	209	253	21.05%
Other expense	1,114	1,234	1,545	25.20%	701	833	18.83%
Total Other Operating Expenses	3,971	4,231	4,571	8.04%	2,141	2,413	12.70%
Total Operating Expenses	10,349	10,926	12,098	10.73%	5,457	6,709	22.94%
Total Expenses	33,789	33,054	36,815	11.38%	17,103	22,058	28.97%

Note: ¹YoY growth has been considered from Mar'22 to Mar'23;
²YoY growth has been considered from Sept'22 to Sept'23

Particulars (INR Cr)	FY21	FY22	FY23	YoY Growth ¹ (%)	H1 FY23	H1FY24	YoY Growth ² (%)
NPA – Advances	7,318	8,447	6,516	(22.86%)	4,002	1,848	(53.82%)
NPA – Investments	(1)	111	405	264.86%	366	24	(93.44%)
Standard Advances	469	962	2,295	138.57%	(139)	1,402	-
Others	275	(7)	140	-	48	17	(64.58%)
Total Provisions[^]	8,061	9,513	9,356	(1.65%)	4,277	3,291	(23.05%)

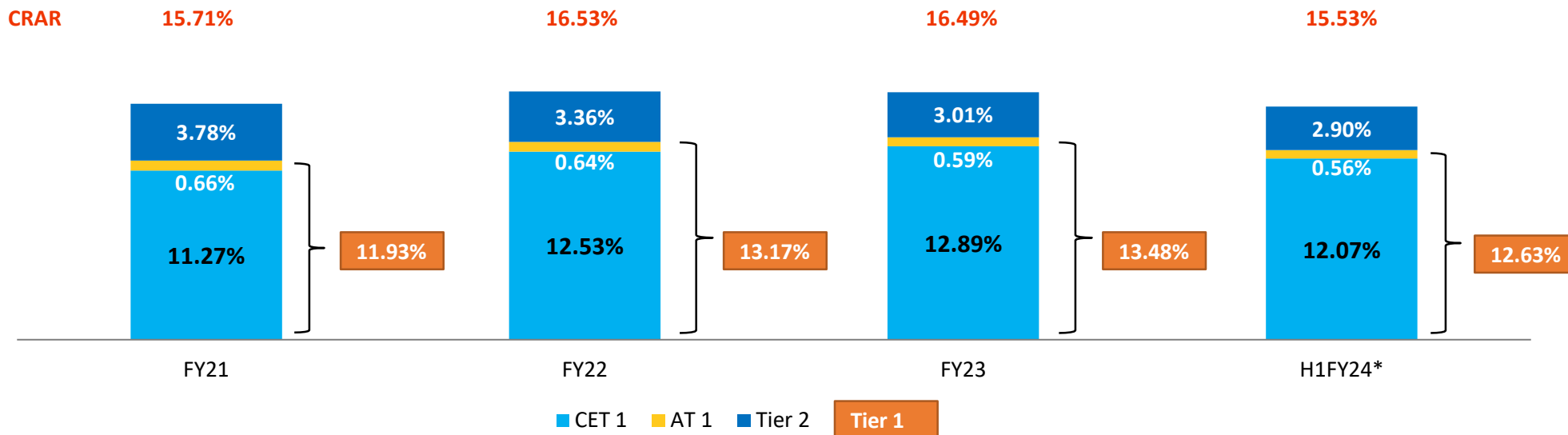
[^]Excluding provisions related to Income Tax;

Note: : ¹YoY growth has been considered from Mar'22 to Mar'23;

²YoY growth has been considered from Sept'22 to Sept'23;

Capital Adequacy Ratio

Bank Has Stable Capital Ratios



Particulars (INR Cr)	FY21	FY22	FY23	H1FY24*
Common Equity Tier 1 (CET 1)	33,609	38,725	42,984	42,680
Additional Tier 1	1,980	1,980	1,980	1,980
Tier 2	11,256	10,395	10,027	10,271
Total Capital	46,845	51,100	54,992	54,931
Total Risk Weighted Assets	2,98,097	3,08,938	3,33,582	3,53,719
CRAR (%)	15.71%	16.53%	16.49%	15.53%

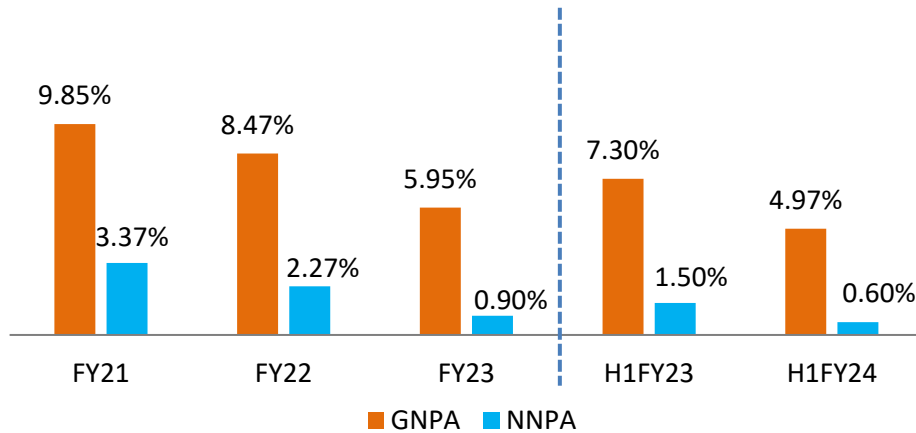
*Excluding H1FY24 Profits

Strictly Private and Confidential

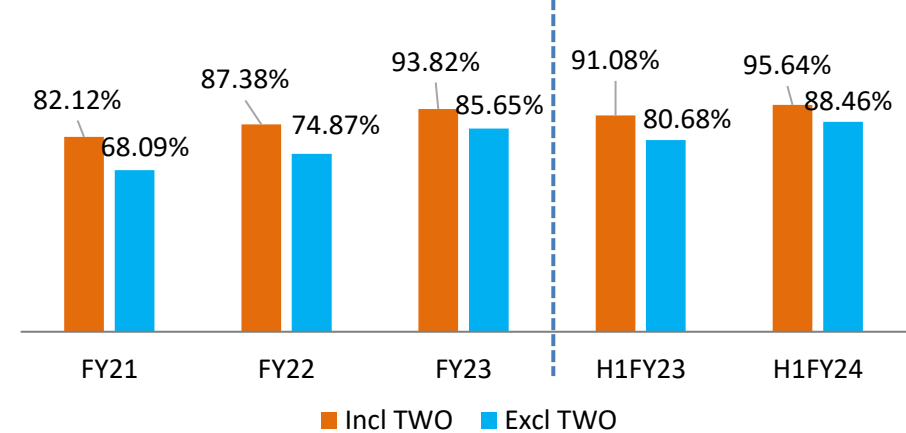
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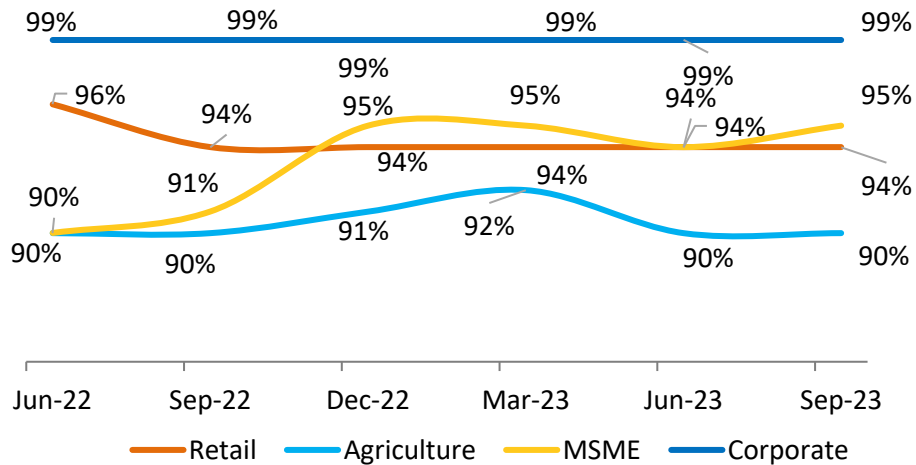
Reducing Non-performing Assets



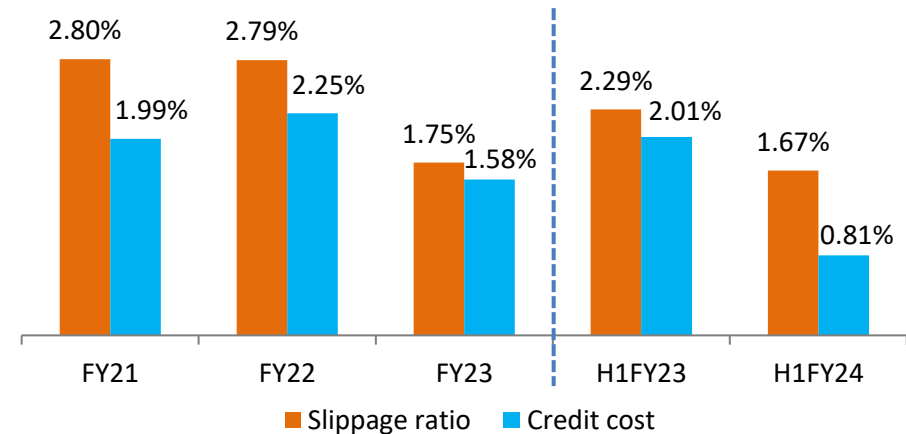
Improving Provision Coverage Ratio



Stable Collection Efficiency Across Sectors With MSME Showing Improvement



Falling Slippage Ratio & Credit Cost

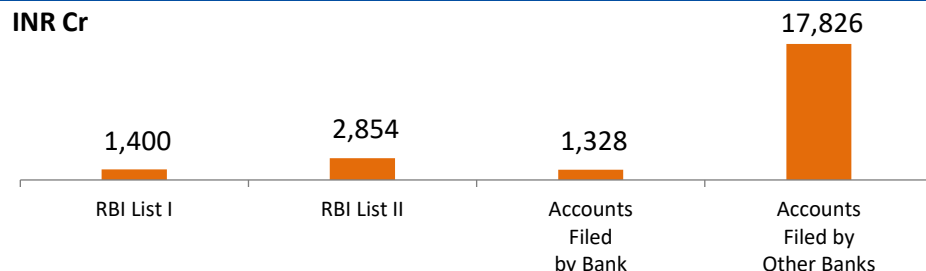


Improving Asset Quality (2/3)

Movement of NPA					
Particulars (INR Cr)	FY21	FY22	FY23	H1FY23	H1FY24
A. Gross NPA opening balance	41,998	38,455	35,214	35,214	28,180
B. Additions	9,430	10,165	7,042	4,631	3,834
<i>of which Fresh slippages</i>	<i>9,152</i>	<i>9,807</i>	<i>6,642</i>	<i>4,356</i>	<i>3,730</i>
C. Reductions	12,973	13,406	14,077	7,887	7,526
<i>of which Recovery & Upgradation (1)</i>	<i>4,546</i>	<i>5,049</i>	<i>5,670</i>	<i>3,232</i>	<i>3,081</i>
<i>Technical Write Off</i>	<i>7,586</i>	<i>7,057</i>	<i>7,189</i>	<i>4,186</i>	<i>4,130</i>
<i>Normal Write off</i>	<i>841</i>	<i>1,290</i>	<i>1,052</i>	<i>470</i>	<i>316</i>
<i>Exchange Difference</i>	<i>0</i>	<i>10</i>	<i>167</i>	<i>0</i>	<i>0</i>
Gross NPA Closing balance (A+B-C)	38,455	35,214	28,180	31,959	24,488
Provisions & Others	26,184	26,365	24,136	25,784	21,661
Net NPA	12,271	8,849	4,044	6,174	2,826
GNPA %	9.85%	8.47%	5.95%	7.30%	4.97%
NNPA %	3.37%	2.27%	0.90%	1.50%	0.60%
AUC Recovery (2)	605	1611	2155	890	772
MOI Recovery (3)	124	455	679	317	420
Total Recovery (Cash + Upgradation) (1+2+3)	5,275	7,115	8,504	4,438	4,272

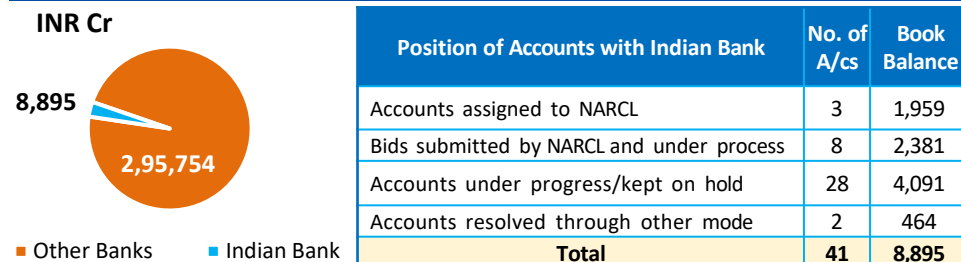
Total Recovery is more than fresh slippages for FY23 and H1FY24

Bank has a total exposure of INR 23,408 Cr to NCLT Accounts (H1FY24)



Bank is fully provisioned for the NCLT Accounts

NPA accounts identified by NARCL (H1FY24)



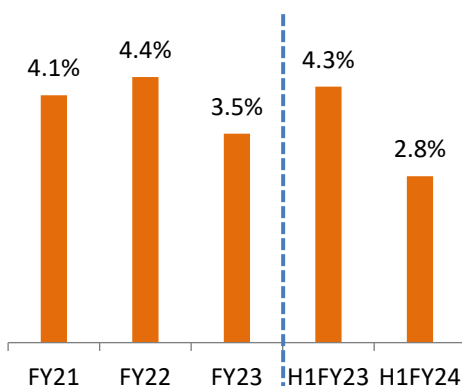
Indian Bank's NPA accounts identified by NARCL is less than 3% of total NARCL exposure

Sector-wise NPA

Particulars (INR Cr)	FY21		FY22		FY23		H1 FY23		H1FY24	
	Gross NPA	% of portfolio	Gross NPA	% of portfolio	Gross NPA	% of portfolio	Gross NPA	% of portfolio	Gross NPA	% of portfolio
Retail Credit, of which	2,883	4.12%	3,553	4.42%	3,168	3.48%	3,568	4.26%	2,645	2.77%
Home Loan	1,195	2.86%	1,402	3.01%	1,491	2.89%	1,487	3.08%	1,432	2.68%
Education Loan	991	21.15%	1,211	26.18%	919	19.88%	1,183	24.87%	608	13.43%
Vehicle Loan	183	5.03%	240	5.72%	243	4.52%	250	5.40%	160	2.54%
Agriculture	8,738	11.09%	8,884	10.08%	8,927	8.76%	9,269	9.73%	9,073	8.22%
MSME	8,647	12.32%	10,674	14.39%	10,767	13.52%	10,918	14.29%	9,691	12.10%
Corporate & Overseas	18,187	10.61%	12,103	7.00%	5,318	2.65%	8,204	4.49%	3,078	1.49%

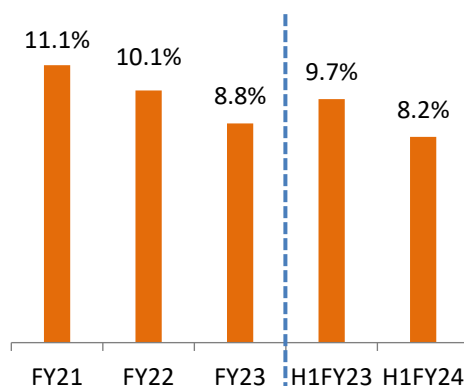
Retail Credit

NPA as % of portfolio



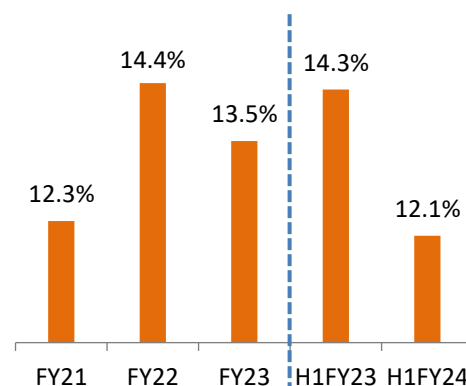
Agriculture

NPA as % of portfolio



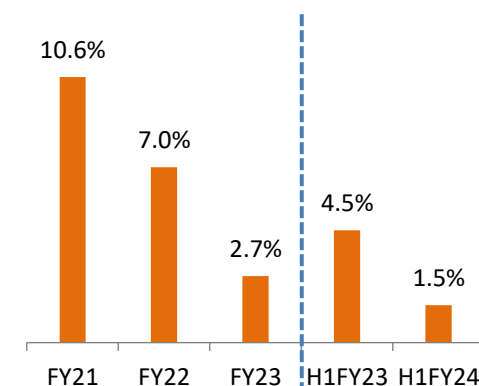
MSME

NPA as % of portfolio



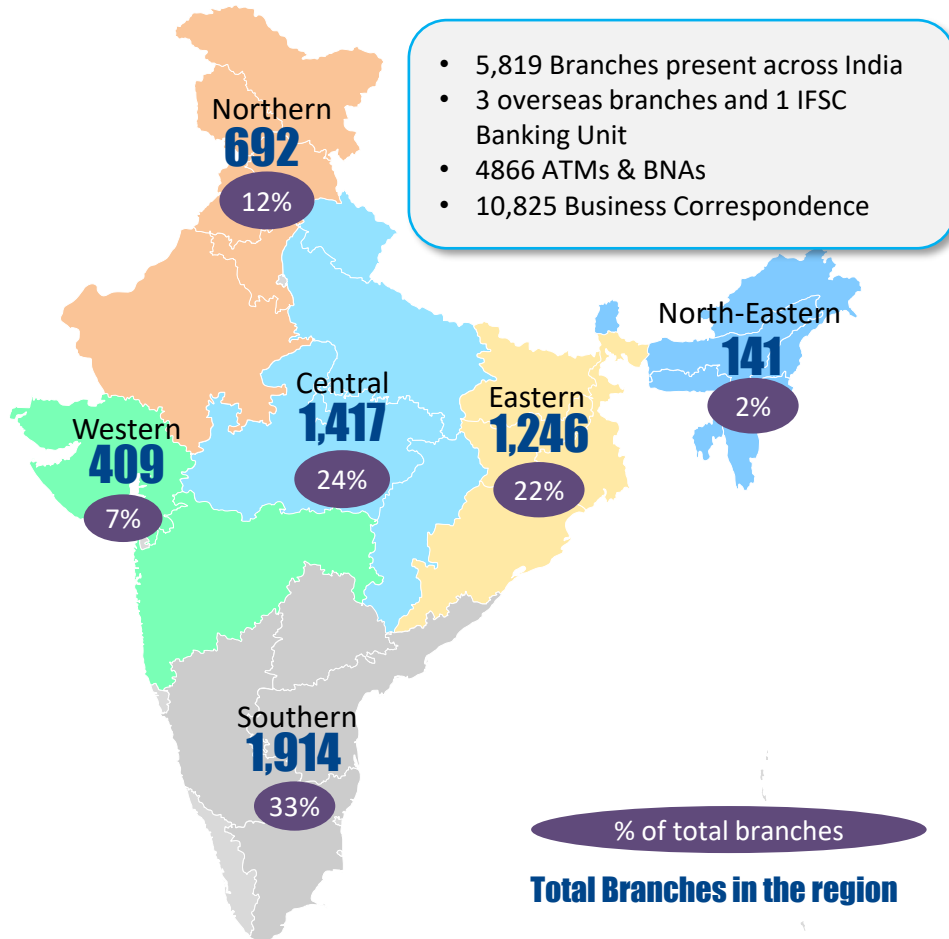
Corporate & Overseas

NPA as % of portfolio



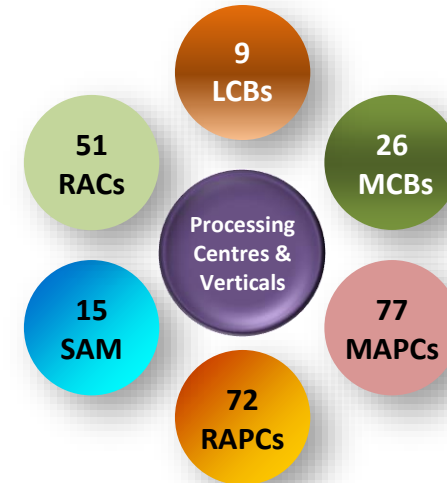
Pan India presence through a wide network of branches & touch points

Pan India network of branches

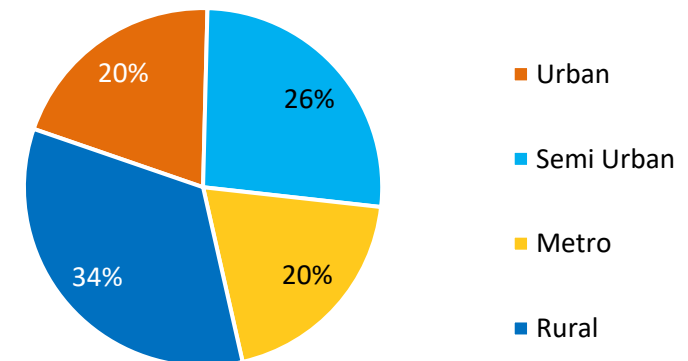


79% of domestic branches are located in Southern, Central & Eastern India

Processing Centres & Verticals as on Sep'23



Breakup of Bank Branches, as on Sep'23



Well distributed across different tiers of cities

Experienced Management Team



Shri S. L. Jain

Managing Director & CEO

- Assumed charge as Managing Director and Chief Executive Officer of Indian Bank on 1st September 2021.
- Prior to this, he served as an Executive Director of Bank of Baroda where he played a pivotal role in the amalgamation process of Vijaya Bank and Dena Bank with Bank of Baroda.
- He is a Post-Graduate in Commerce, with a Professional Qualification of a Chartered Accountant, Company Secretary and CAIIB.
- He is Chairman of Universal Sampo General Insurance Company Ltd (USGICL), member of the Managing Committee of Indian Banks Association (IBA) and also heading the IBA Standing Committee on Corporate Credit and alternate Chairman of Committee on HR. He is heading the Education and Training Committee of IIBF and is also member of the Executive Committee of IIBF.
- He has 38 years of post-educational qualification experience including 6 years of industrial experience and 32 years of banking experience.



Shri Imran Amin

Siddiqui

Executive Director

- Assumed charge as Executive Director on 10th March, 2021.
- Prior to this, he was serving as General Manager of Indian Bank
- He is an Engineering Graduate from HBTI, Kanpur and a Certified Associate of Indian Institute of Bankers.
- He is on the Board of USGICL, Indbank Merchant Banking Services Ltd, Ind Bank Housing Ltd and NPCI.
- His present allocated portfolio includes Retail Assets, Treasury, International Banking, Trade and Forex, NRI Business and Rural Banking.
- He is having a diversified experience of more than 35 years in the field of banking.



Shri Mahesh Kumar

Bajaj

Executive Director

- Assumed charge as Executive Director on 21st November, 2022.
- Prior to this, he was serving as General Manager of Indian Bank
- He is a Postgraduate (M.Sc.) in Applied Mathematics and is also a Certified Associate of Indian Institute of Bankers.
- He is on the Board of USGICL and also member of Audit Committee of USGICL.
- His present allocated portfolio includes Resources (Liabilities) & Govt. Relationship, Wealth Management, Information Technology & Partnership, Digital Banking, Change Management and Digital Adoption, TMO, Recovery & Legal, Inspection & Audit.
- He has over 30 years of experience working in diversified areas both in India and Singapore.



Shri Ashutosh Choudhury

Executive Director

- Assumed charge as Executive Director on 3rd May 2023.
- Prior to this, he was serving as Chief General Manager & Group CRO of Punjab National Bank.
- He is MBA professional and is also a Certified Associate of Indian Institute of Bankers
- His present allocated portfolio includes Corporate & Institutional Credit, Mid Corporate Credit, Cash Management Business including CMS Hub, Supply Chain Management, Finance, Investor Relations, Subs & JVs, Human Resources Management/ Development/ Training, Information Security.
- He has rich banking experience of more than 2 decades.



Shri Shiv Bajrang Singh

Executive Director

- Assumed charge as Executive Director on 9th October 2023.
- Prior to this, he was serving as Chief General Manager of Bank of India.
- He is Post Graduate and MBA professional. He is also a Certified Associate of Indian Institute of Bankers
- His present allocated portfolio includes MSME, Risk Management, Fraud Risk Management Operations, Credit Monitoring, Collections, Compliance, Planning, Financial Inclusion, Estate, Marketing, Security.
- He has rich banking experience of more than 3 decades.

Digital Channels

Net Banking

Debit Cards

Mobile Banking

POS

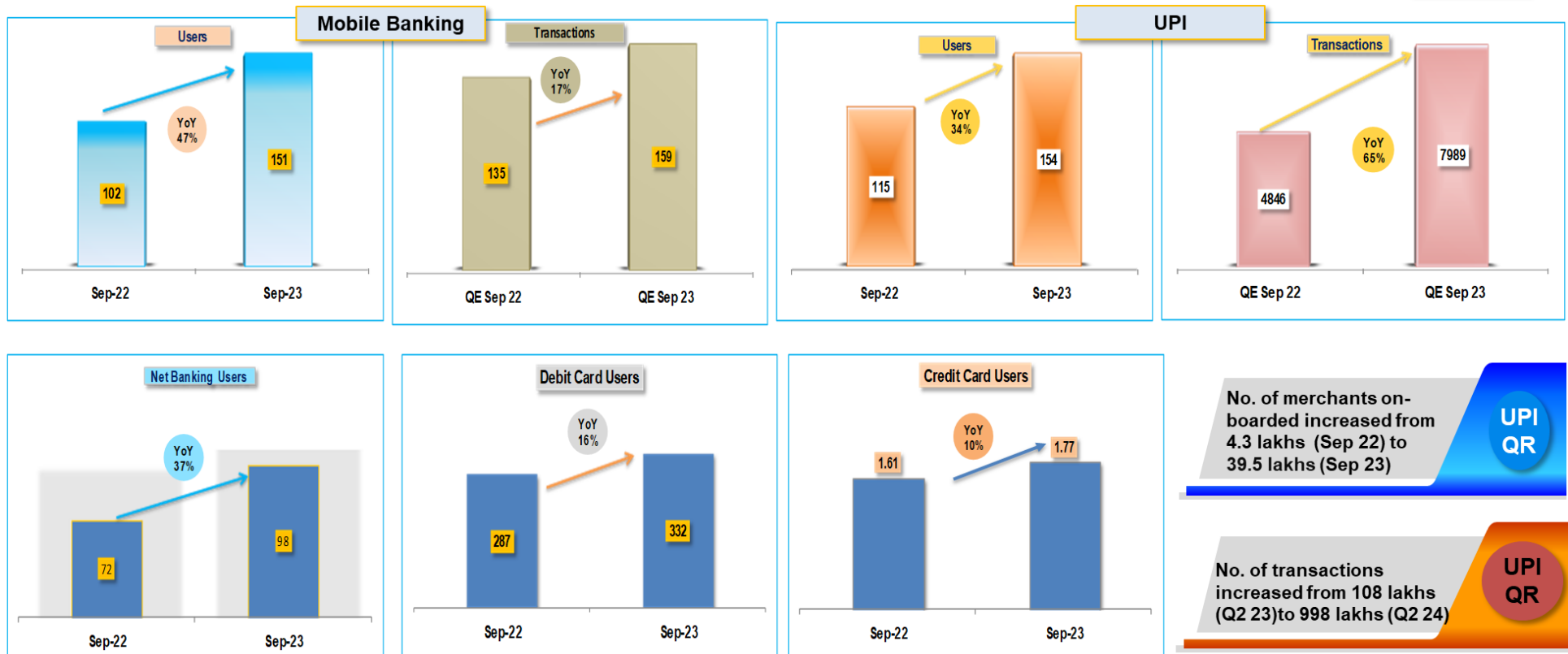
UPI

BHIM Aadhar

UPI QR

Credit Cards

In lakhs



New Digital initiatives of the Bank

Retail

- ▶ Pre-Approved Personal Loans
- ▶ Home loans
- ▶ Vehicle loans
- ▶ Credit Card
- ▶ OD Against Deposits
- ▶ Jewel Loans
- ▶ OD Against Insurance

Agriculture

- ▶ Kisan Credit Card
- ▶ KCC Renewal
- ▶ Jewel Loans
- ▶ OD against Deposits

MSME

- ▶ IND GST Advantage
- ▶ Shishu MUDRA
- ▶ Jewel Loans
- ▶ OD Against Deposits
- ▶ MSME Renewal

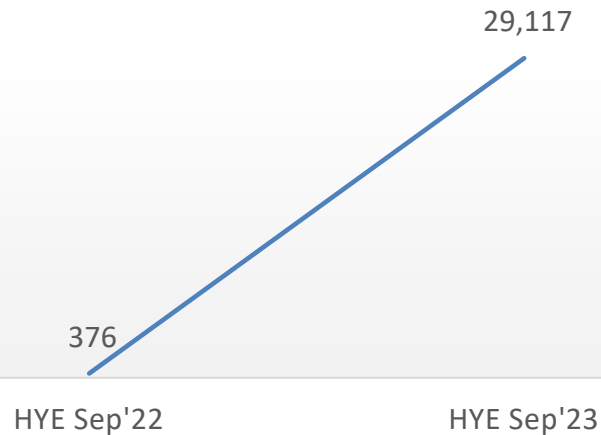
Liability Products

- ▶ Term Deposits - ETB
- ▶ Term Deposits - NTB

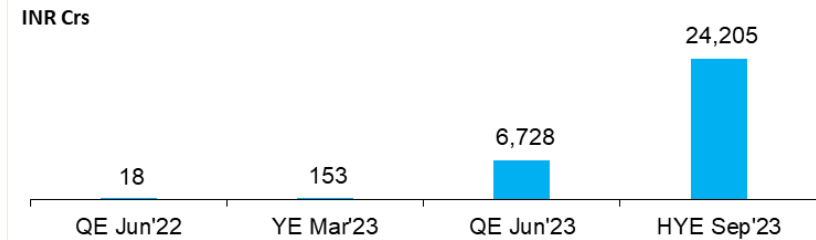
Third Party Products

- ▶ Universal SOMPO 2 Wheeler
- ▶ Universal SOMPO 4 Wheeler
- ▶ Universal SOMPO Health

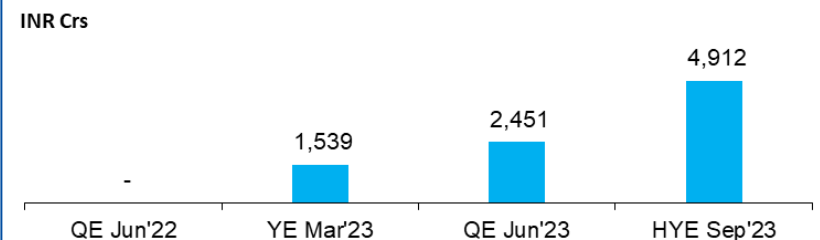
Digital Business (YoY) Rs. In Crores



RAM (e-Business)










Deposits (e-Business)




















Promoting sustainable environmental practices

-  Policy on Green Deposits incentivizes ecofriendly investments
-  Gold rated Green Certified Corporate Office building
-  Installed Roof Top Solar Panels in Bank's own building
-  Replacing Diesel generators with Inverter to reduce carbon emission
-  Paperless Banking initiatives for internal communication, document management and enhanced customer service
-  Finance to Green Energy projects such as Wind-Power, Solar-Power, Ethanol based projects
-  'Tree Plantation Drive' conducted Pan India on the occasion of 117th Bank's Foundation Day

Creating values for inclusive livelihood

-  **Rural Development:** 37 RSETI Centres (INDSETIs) trained 14577 candidates through 495 programmes in HYE Sep 23
-  **Education:**
 - 42 Financial Literacy Centres (FLCs) conducted 1102 camps in HYE Sep 23 covering 50570 participants.
 - Sponsored Skill Development Training Programme to 40 unemployed/ underprivileged youth through CIPET.
 - Distributed educational needs to under-privileged students.
-  **Health care:**
 - Organised Blood Donation camps and Health Check up camp for public by bank officials in collaboration with hospitals, blood banks, and NGOs
 - Sponsored ambulances, Vehicles, Medical equipment to various Hospitals across the country
-  **Micro Credit:** ₹586 Cr to 4.6 lakhs street vendors till Sep'23
-  **Women empowerment:**
 - Financed 54 lakh women under SHGs as on 30.09.23.
 - Donated Sewing machines for income generation to disabled & under-privileged women
-  **PwD (Person with Disabilities) Welfare:** Sponsored mobility aids and provided computers for training to disabled persons through various NGOs

Transparency in business

-  **Corporate Governance Policy** for transparent and responsible decision-making
-  **Code of Ethics** to foster a culture of integrity and responsibility within the organisation
-  **Inspection & Audit Policy** for better compliance, quality and performance
-  **Business Contingency Plan** for continuity in operation with minimum disruption in unexpected circumstances
-  **Whistle Blower Policy** enhances transparency and accountability
-  **Risk Management Policies** to mitigate credit, market and operational risks
-  **Policy for Prevention of sexual harassment of women at workplace**
-  **Customer Rights Policy** to secure privacy & prompt grievance redressal of customers
-  **Policies on Cyber Security and Fraud Risk Management** for sound business and supervisory practices, control and monitor "Systemic Risk"



Indian Bank

Key Growth Strategies





Targeted growth in Business

- ✓ Continued focus on RAM Advances i.e. Retail, Agriculture and MSME through specialized Branches.
- ✓ On boarded new corporate DSAs for mortgage based loans.
- ✓ Resource Acquisition Centers (RACs) for enhancing CASA deposits through customised solutions.
- ✓ Focus growth on right mix of customer segment.
- ✓ Supply Chain Finance



Continue investments in technology to enhance the digital banking experience

- ✓ Digital journeys for scaling up customer acquisition.
- ✓ Digital lending platform for reduced TAT and quality credit underwriting.
- ✓ Digital Business platforms and Web-based solutions for corporates and government departments.
- ✓ Value Additions on Cards and Prepaid Payment Instruments.
- ✓ Increase Partnerships with Fintech companies.



Continued focus on Asset Quality & Risk Management

- ✓ Identification of sectors under stress & implementing sector specific approach to minimise delinquency.
- ✓ System based monitoring of legal actions/tools & Matrix approach in high value NPAs
- ✓ Leveraging data analytics to enhance the precision of borrower risk assessments.
- ✓ Establish real-time monitoring systems and robust early warning mechanisms.
- ✓ Implement a dynamic portfolio diversification strategy to spread risk across various sectors and mitigate concentration risk.



HR Initiatives

- ✓ New age Performance Management System to assess performance and motivate officers for focused overall growth by assigning specific roles and defined Key Performance Indicators (KPI).
- ✓ Commitment to foster a positive work environment through various initiatives viz., implementation of job family concept, capacity building initiatives etc.
- ✓ Creation of Centre of Excellence in Learning & Development Sphere with curated course curriculum.
- ✓ Collaboration with leading educational institutes for Leadership Development training to Senior and Top Management Executives.



Indian Bank

Balance Sheet Highlights



Balance Sheet Highlights

Particulars (INR Cr)	FY21	FY22	FY23	H1 FY23	H1FY24
Capital & Liabilities					
Capital	1,129	1,245	1,245	1,245	1,245
Reserves & Surplus	37,283	42,463	46,728	44,926	50,417
Deposits	5,38,071	5,93,618	6,21,166	5,88,860	6,40,803
Borrowings	24,735	17,209	22,073	22,058	24,923
Other Liabilities & Provisions	22,209	17,133	19,289	16,167	21,379
Total	6,23,427	6,71,668	7,10,501	6,73,256	7,38,767
Assets					
Cash & Balance with RBI	27,545	58,555	32,693	29,119	29,304
Bal. with banks & money at call	23,920	21,361	17,440	23,476	11,468
Investments	1,76,537	1,74,558	1,85,988	1,82,168	2,01,673
Advances	3,62,669	3,89,186	4,49,297	4,12,074	4,70,627
Fixed Assets	7,376	7,684	7,459	7,532	7,475
Other Assets	25,380	20,324	17,624	18,887	18,220
Total	6,23,427	6,71,668	7,10,501	6,73,256	7,38,767

Thank You

