

निवेशक संबंध विभाग
प्रधान कार्यालय :
स्टार हाउस, सी-5, "जी" ब्लॉक,
8वीं मंजिल,
बान्द्रा कुर्ला संकुल,
बान्द्रा (पूर्व),
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फैक्स : (022)- 6668 4491
ईमेल : headoffice.share@bankofindia.co.in

बैंक ऑफ इंडिया
Bank of India BOI



INVESTOR RELATIONS CELL
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संदर्भ क्र. Ref. No.: HO:IRC:SD:2021-22:135

दिनांक Date: 03.08.2021

| | |
|--|--|
| The Vice President – Listing Department, National Stock Exchange of India Ltd., Exchange Plaza, Bandra Kurla Complex, Bandra East, Mumbai 400 051. | The Vice-President – Listing Department, BSE Ltd., 25, P.J. Towers, Dalal Street, Mumbai 400 001. |
|--|--|

प्रिय महोदय/महोदया Dear Sir/Madam,

Our Reviewed Financial Results- Q1 FY2021-22 Investor Presentation

We are attaching a copy of the Investor's Presentation for the Quarter ended 30th June, 2021, about reviewed Financial Results of the Bank.

धन्यवाद / Thanking you,

भवदीय / Yours faithfully,

Rajesh V Upadhyaya

सचिव / Company Secretary



Encl: As Above



Relationship beyond banking



PERFORMANCE ANALYSIS Q1 FY2021-22



Performance Highlights



Total Business **2.71% YOY**

CASA **13.80% YOY**

RAM + Govt. Advances **11.02% YOY**

CRAR% **2.31% YOY**

PCR% **1.30% YOY**

Gross NPA% **0.40% YOY**

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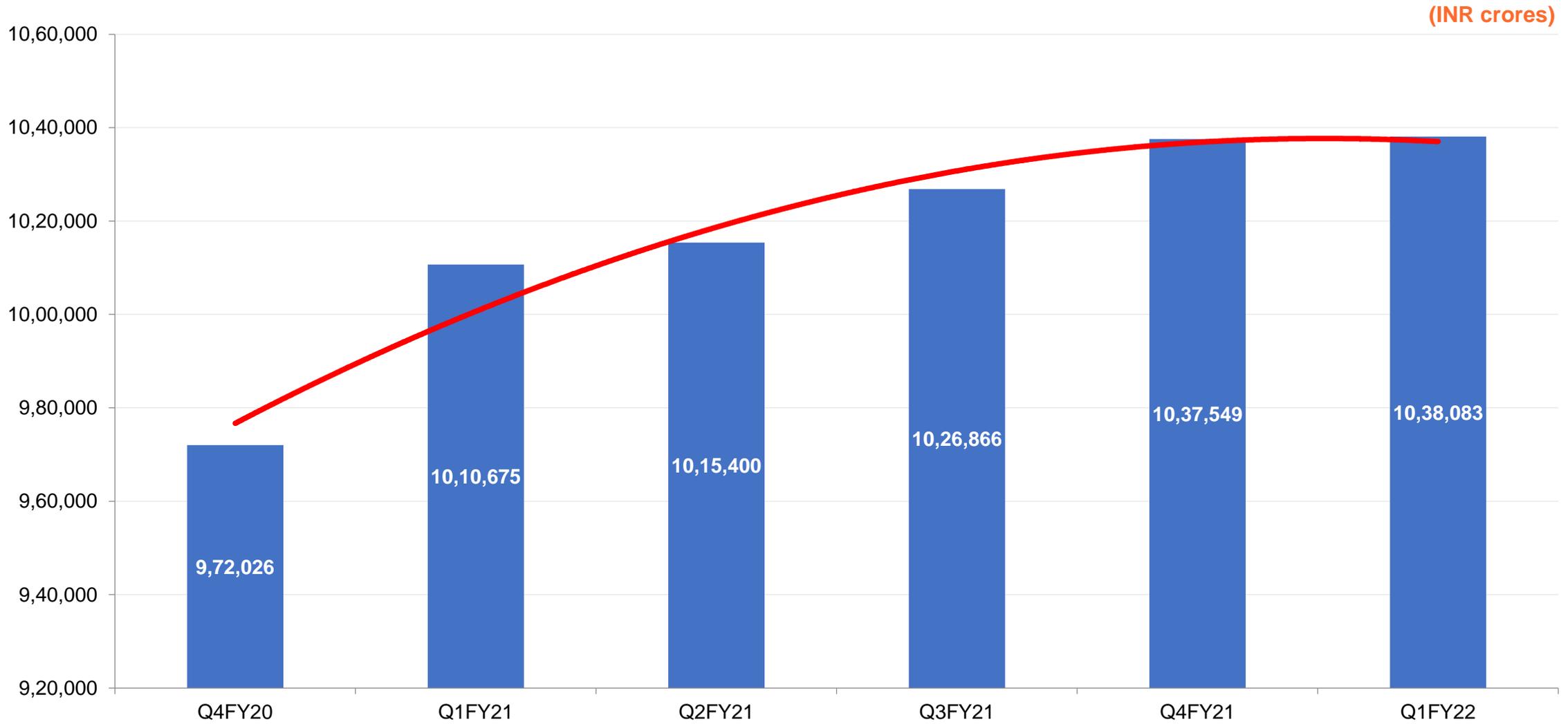


| | | |
|-----------|------------------------------------|----------------|
| 01 | Resilience during Covid-19 | (4-14) |
| 02 | Business Performance | (15-30) |
| 03 | Financial Performance | (31-37) |
| 04 | Asset Quality and Capital | (38-47) |
| 05 | Digital and New Initiatives | (48-54) |

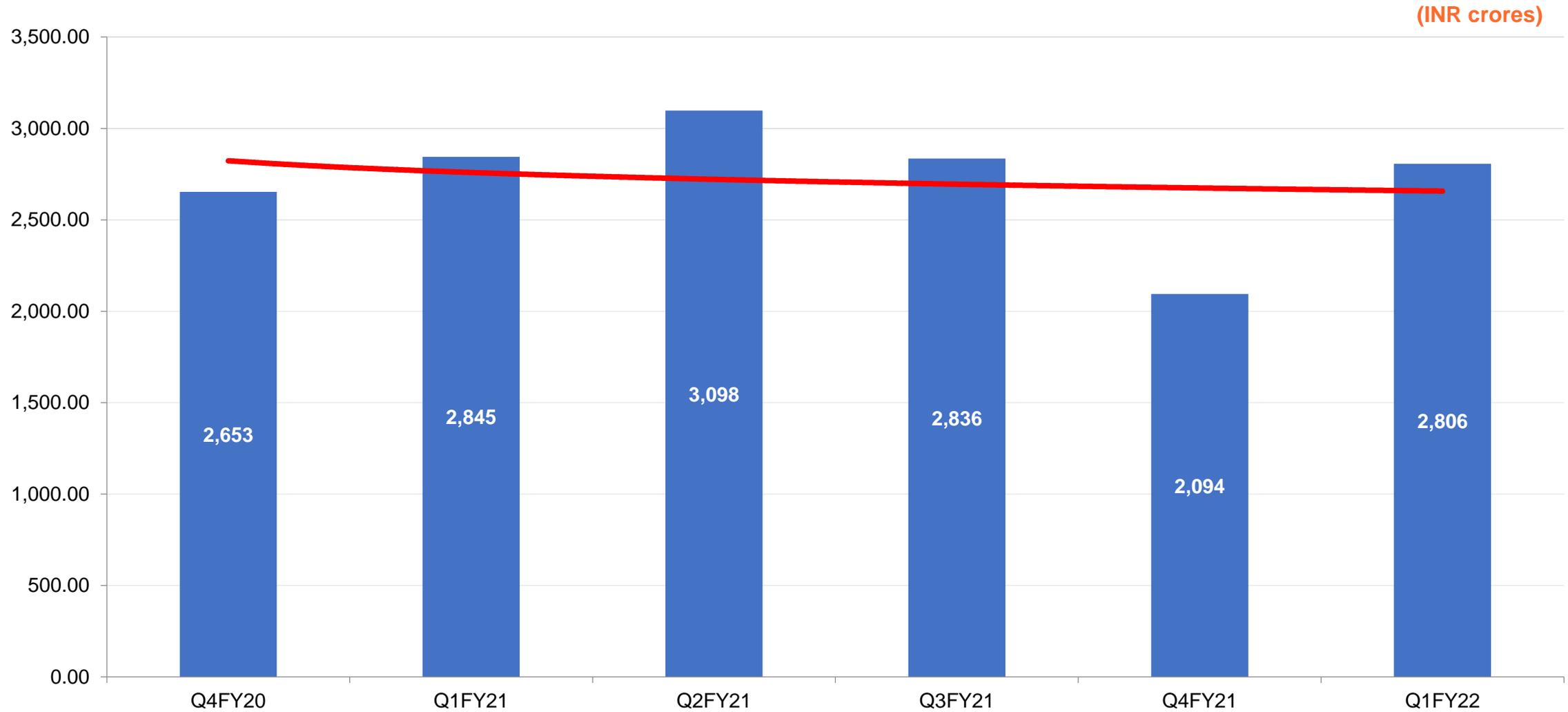


Resilience During Covid - 19

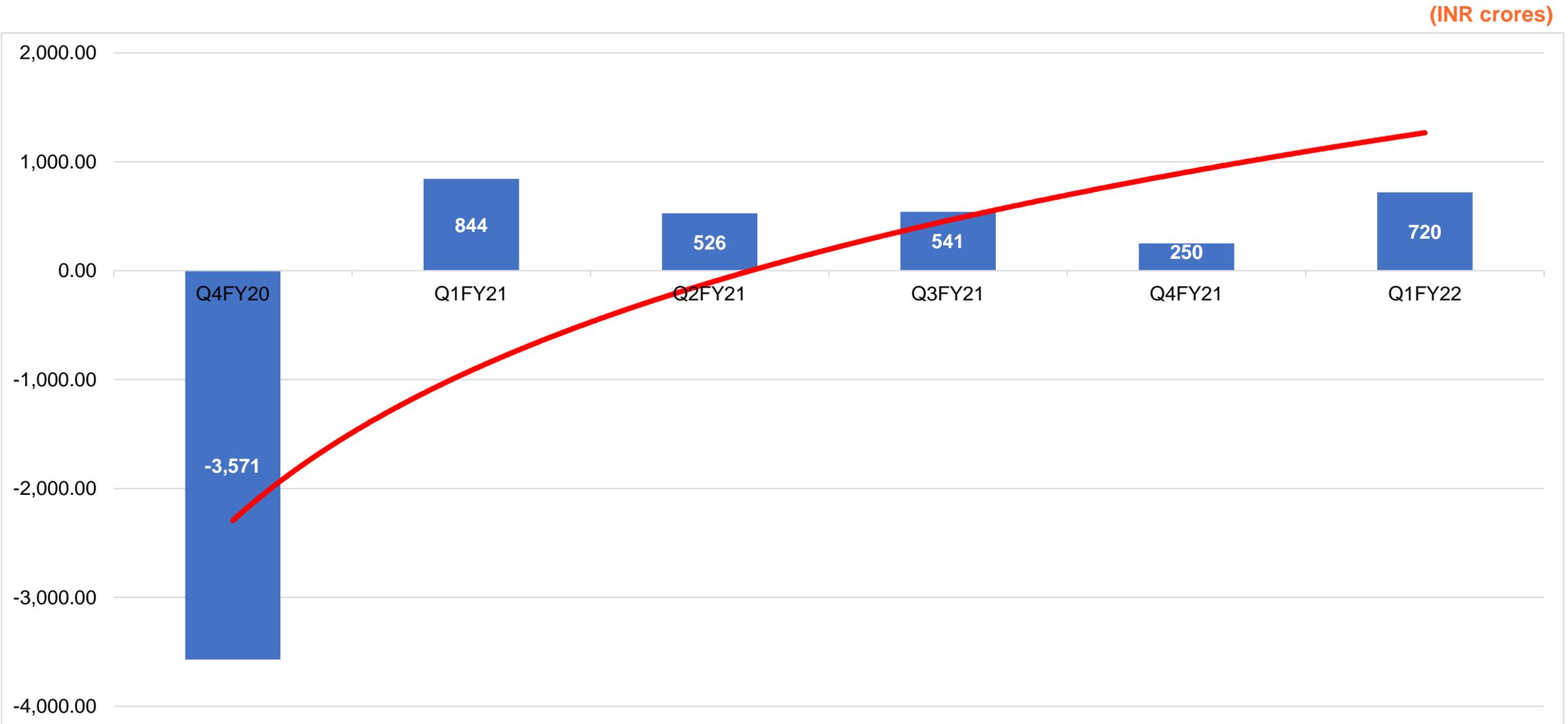
Business Mix



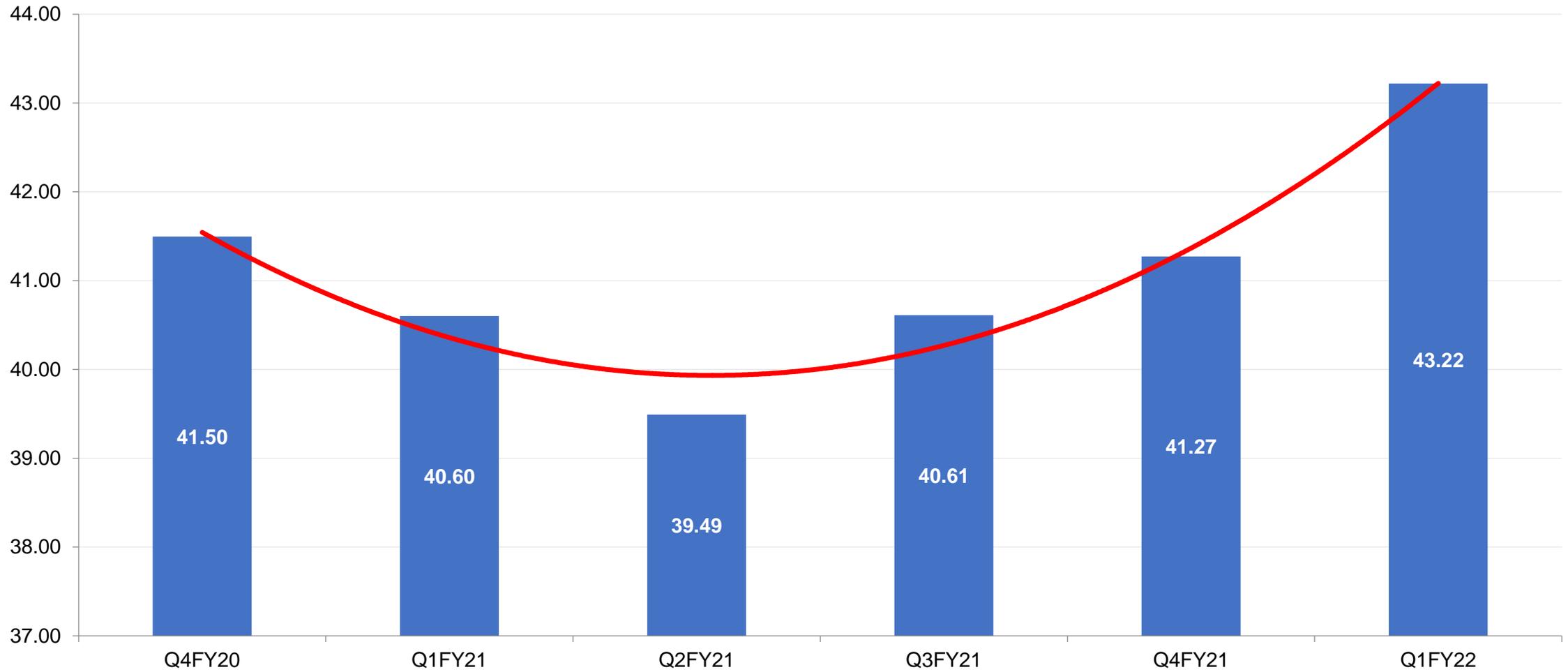
Operating Profit



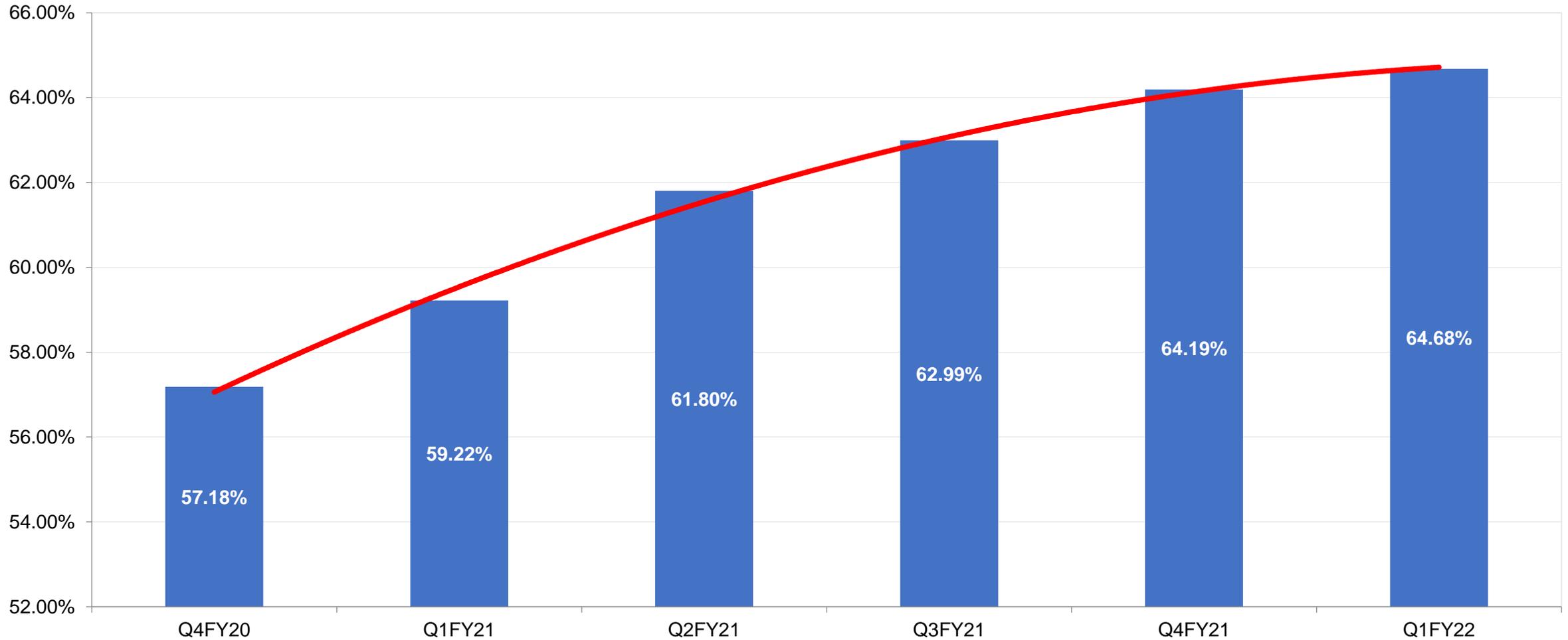
Profit After Tax



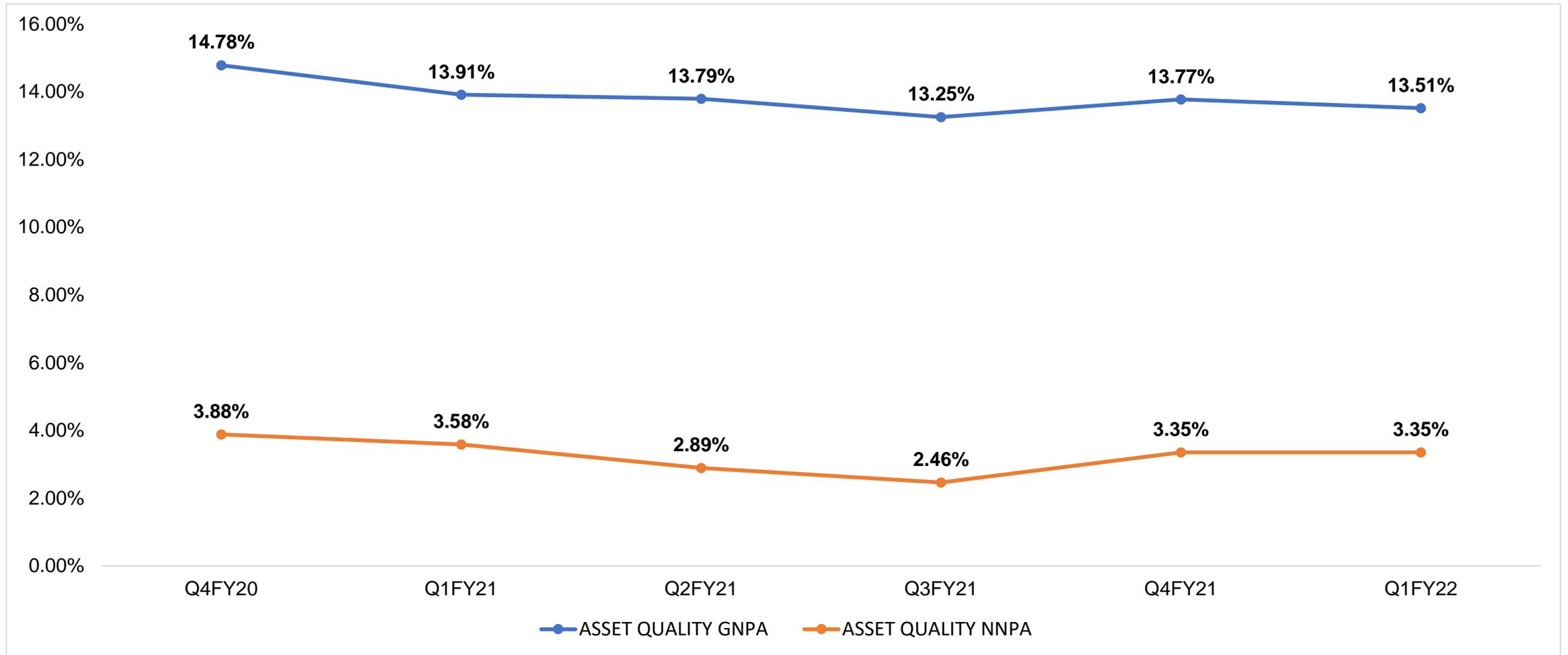
CASA% on Domestic Deposits



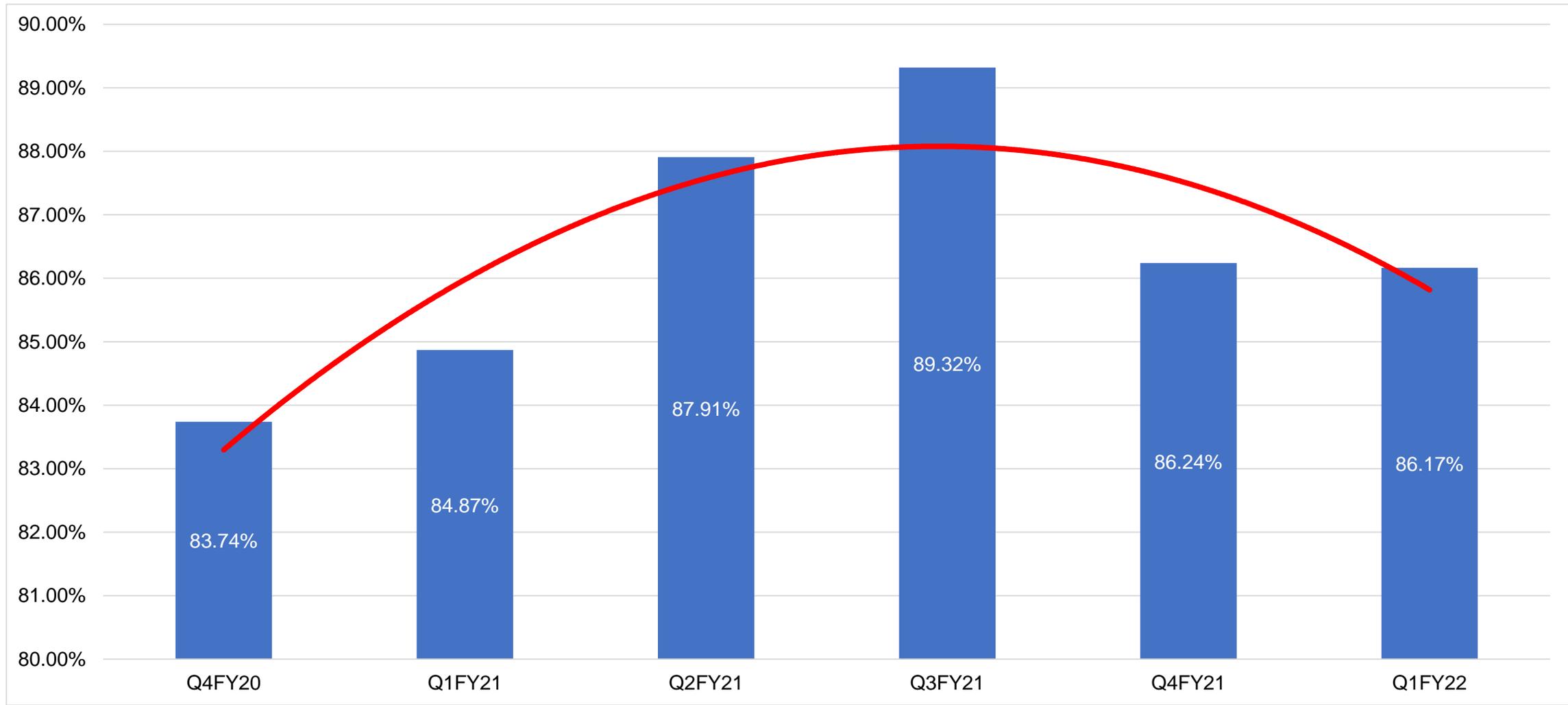
RAM + Govt. Advances to Domestic Advances (%)



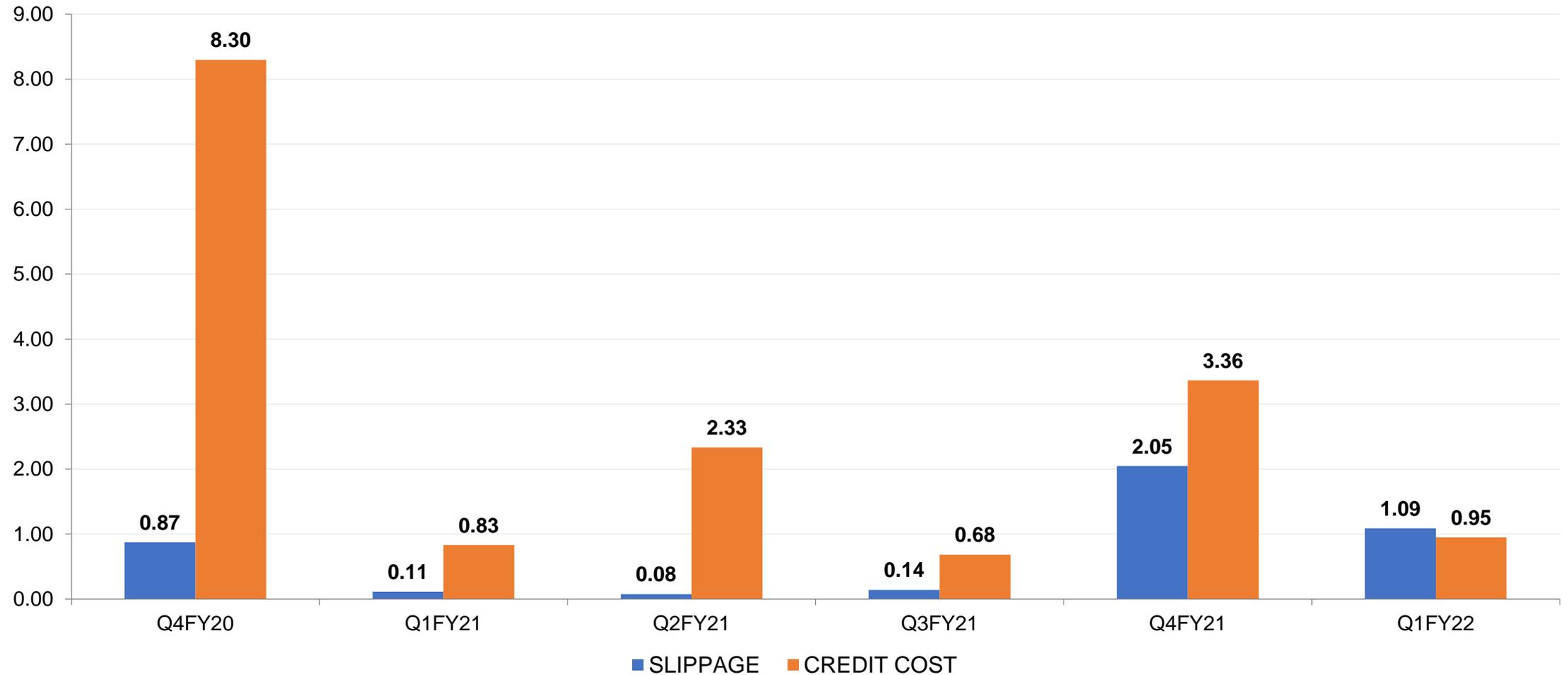
Asset Quality



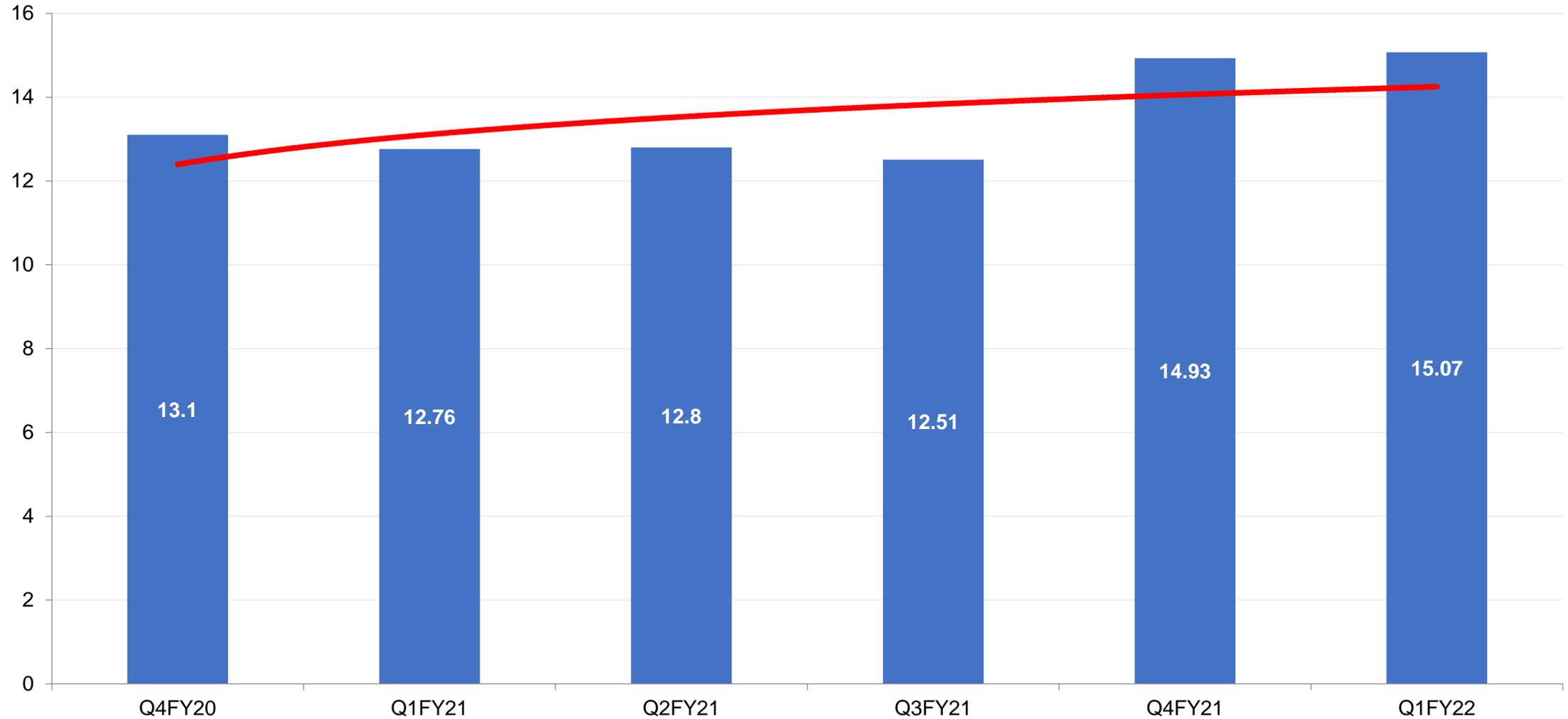
Provision Coverage Ratio (PCR%)



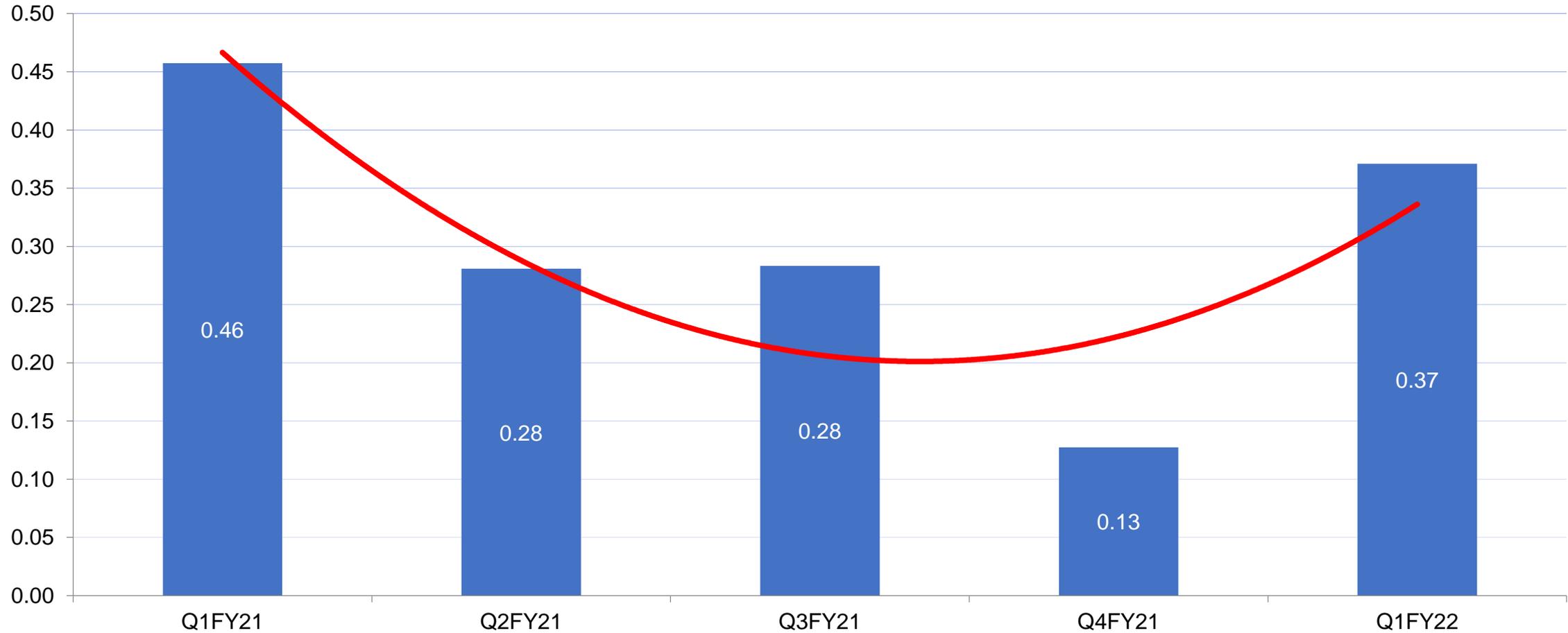
Slippage Ratio & Credit Cost

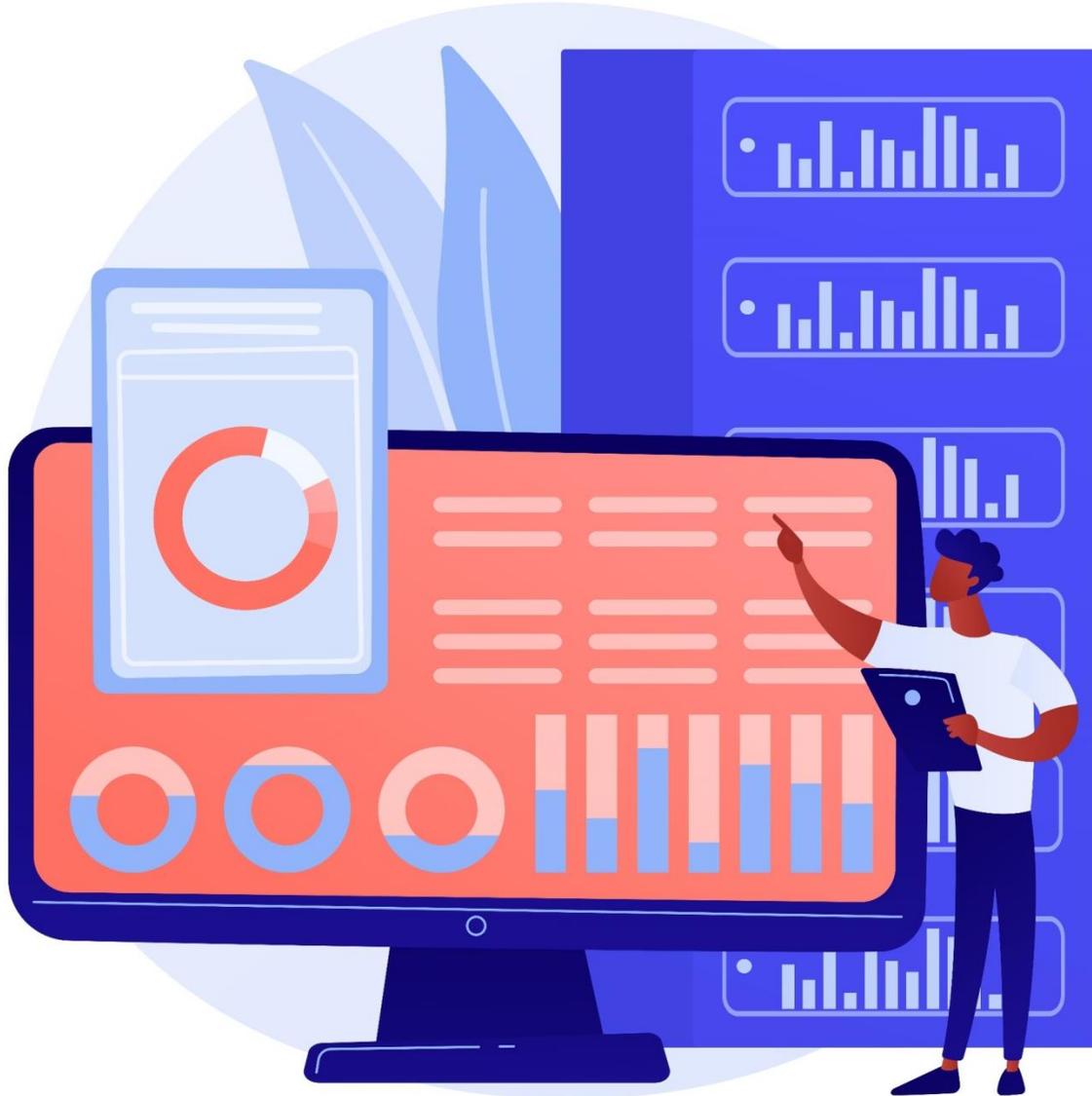


Capital to Risk Asset Ratio (CRAR%)



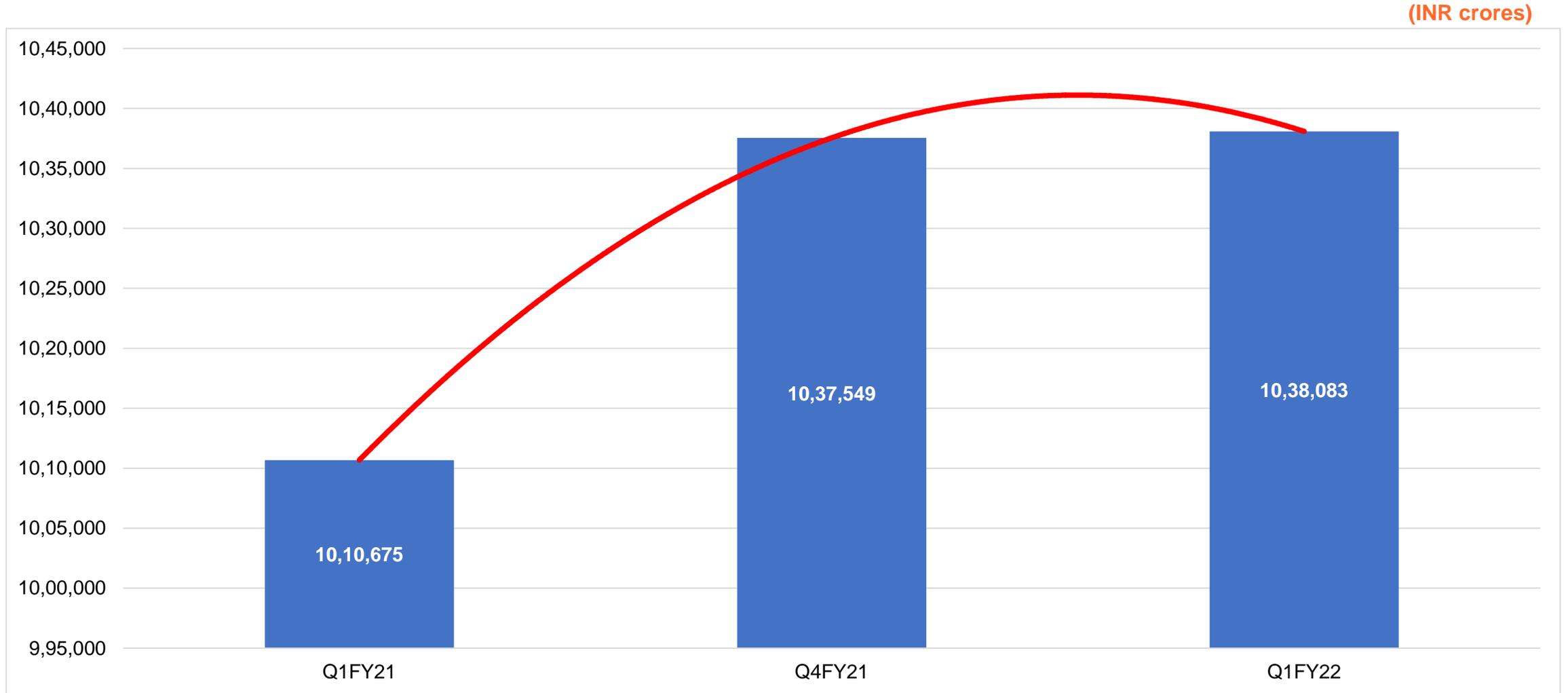
Return on Assets (%)





Business Performance

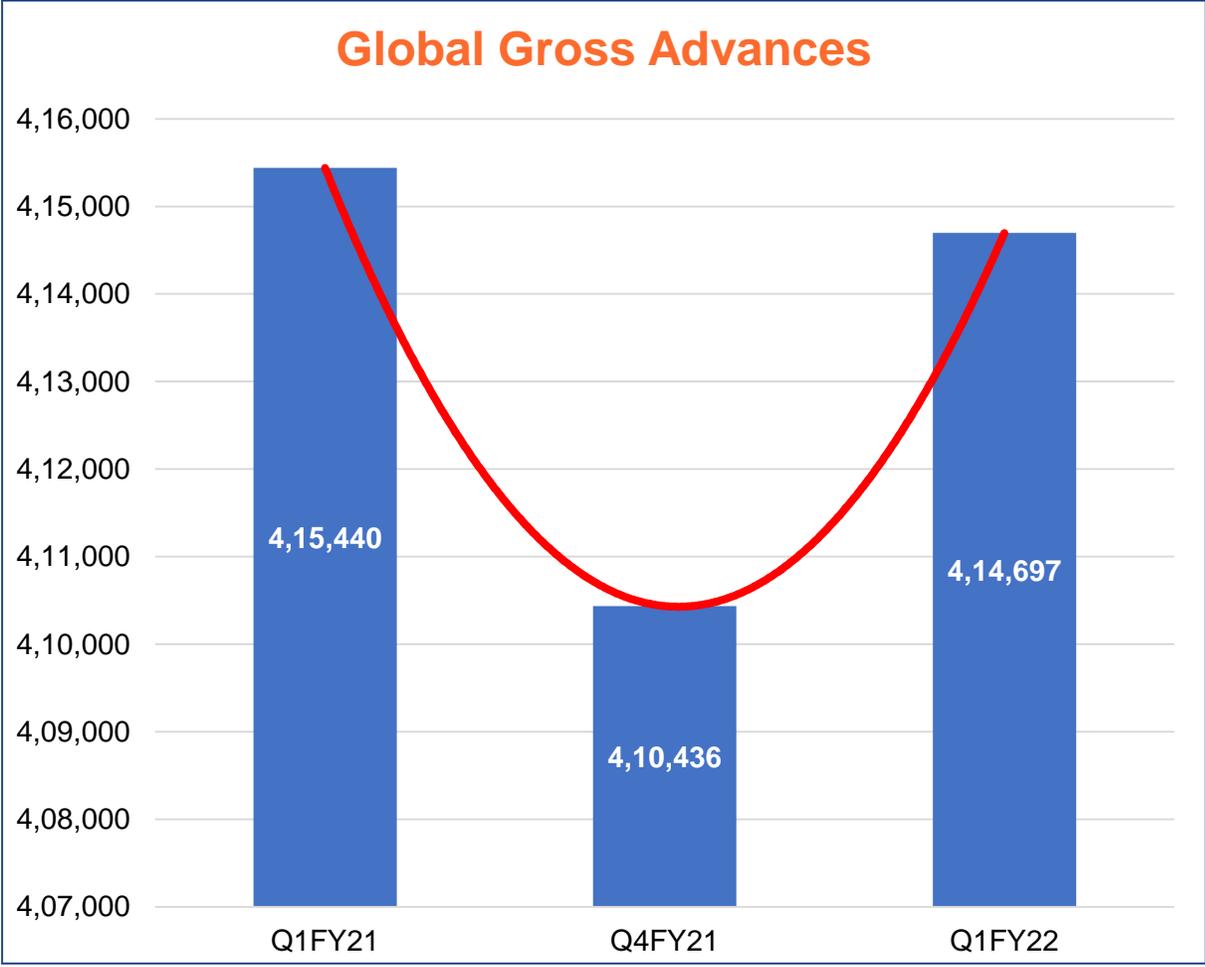
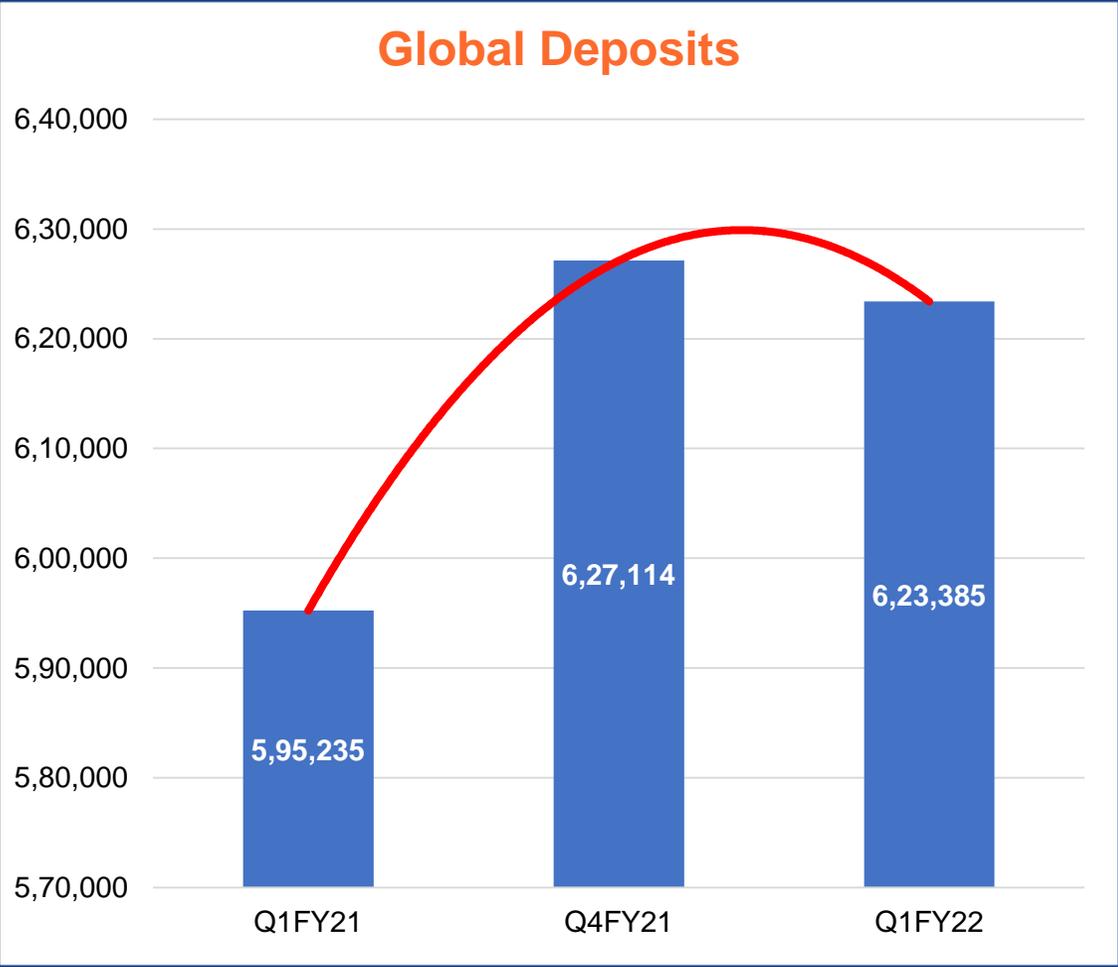
Global Business



BUSINESS PERFORMANCE

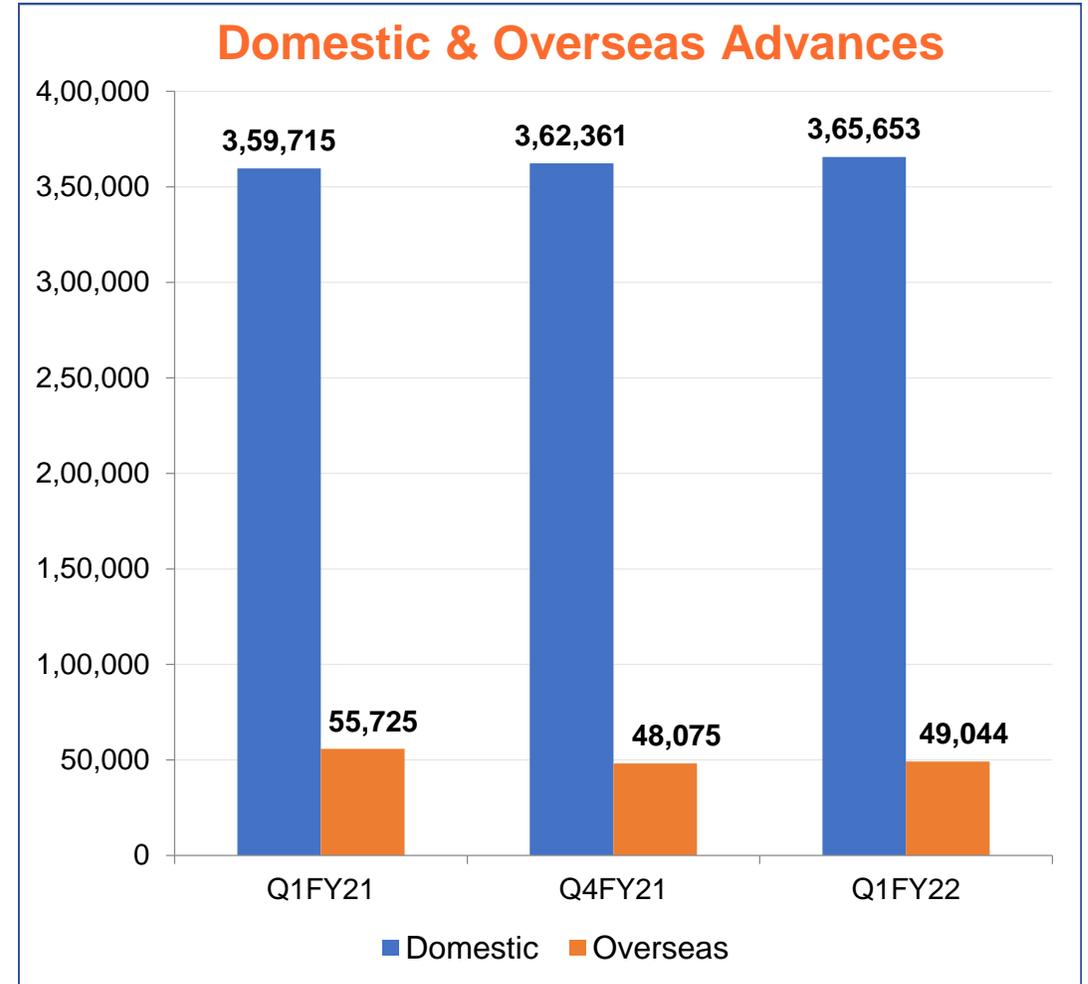
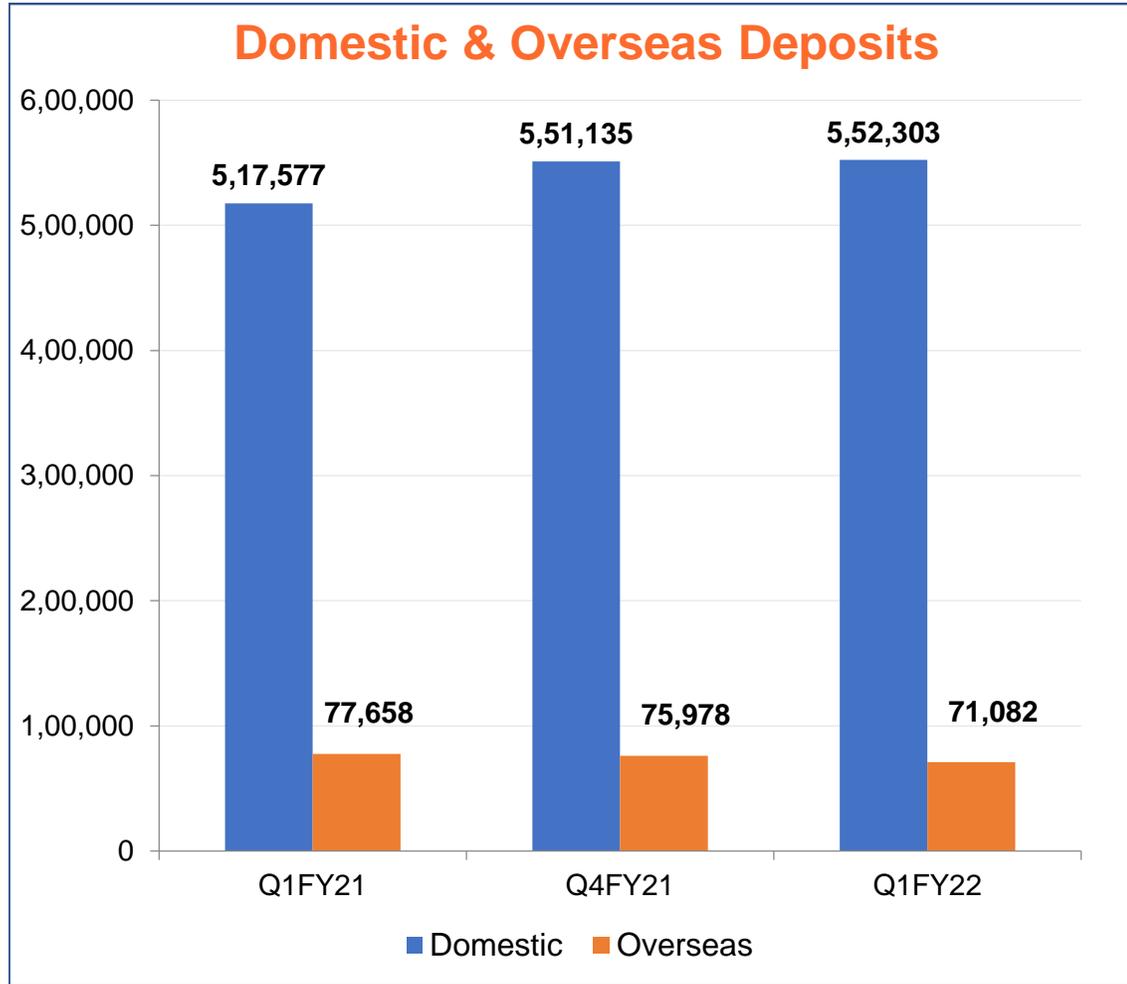
Global Deposits & Global Advances

(INR crores)



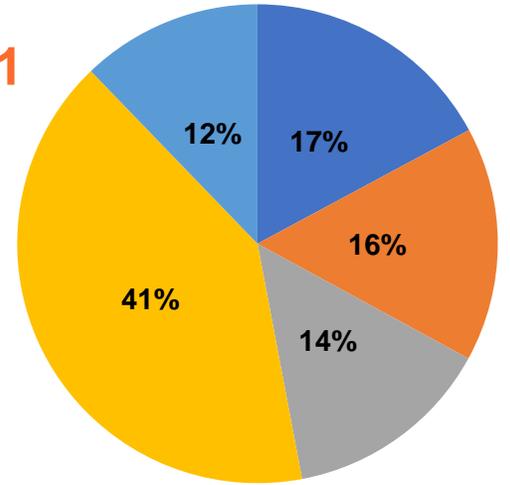
Deposits & Advances: Domestic & Overseas

(INR crores)



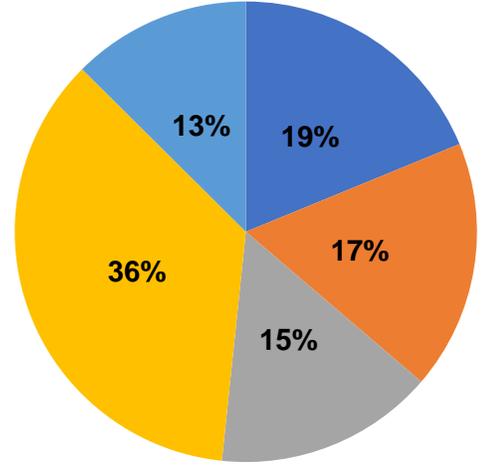
Composition of Gross Advances (Domestic)

Q1FY21



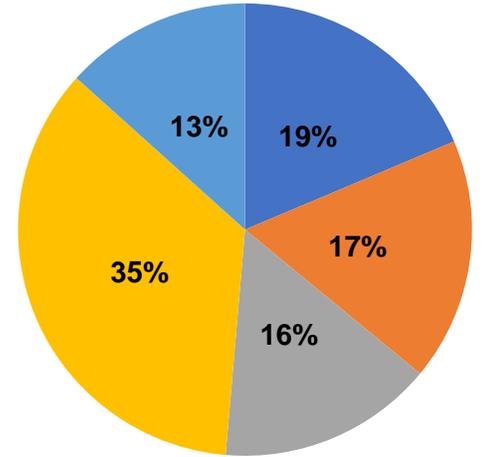
- Retail
- MSME
- Agriculture
- Corporate & Others
- Govt & Govt Guaranteed

Q4FY21



- Retail
- MSME
- Agriculture
- Corporate & Others
- Govt & Govt Guaranteed

Q1FY22



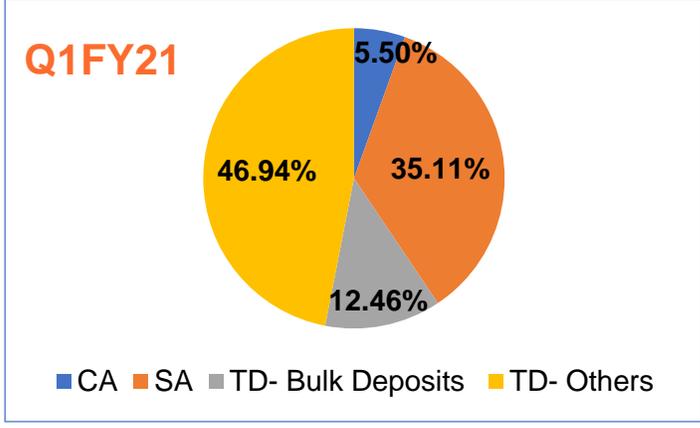
- Retail
- MSME
- Agriculture
- Corporate & Others
- Govt & Govt Guaranteed

| PARTICULARS | Q1FY21 |
|--------------------------|-----------------|
| Retail | 61,605 |
| MSME | 56,946 |
| Agriculture | 50,621 |
| Corporate & Others | 1,46,690 |
| Govt. & Govt. Guaranteed | 43,853 |
| Total | 3,59,715 |

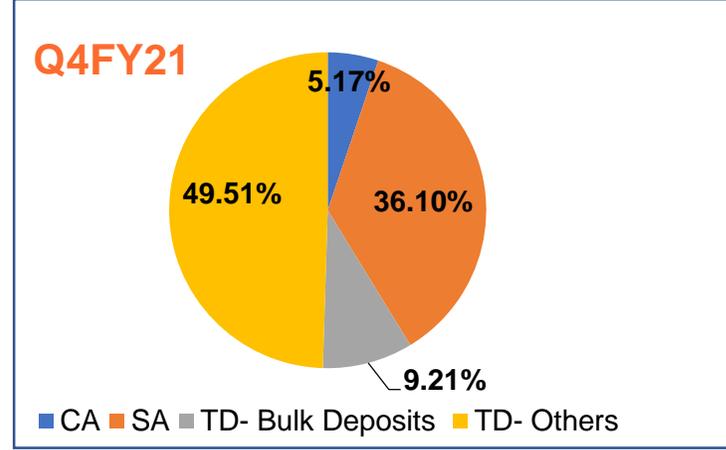
| PARTICULARS | Q4FY21 |
|--------------------------|-----------------|
| Retail | 68,058 |
| MSME | 63,425 |
| Agriculture | 55,698 |
| Corporate & Others | 1,29,768 |
| Govt. & Govt. Guaranteed | 45,412 |
| Total | 3,62,361 |

| PARTICULARS | Q1FY22 |
|--------------------------|-----------------|
| Retail | 68,116 |
| MSME | 63,469 |
| Agriculture | 56,230 |
| Corporate & Others | 1,29,154 |
| Govt. & Govt. Guaranteed | 48,684 |
| Total | 3,65,653 |

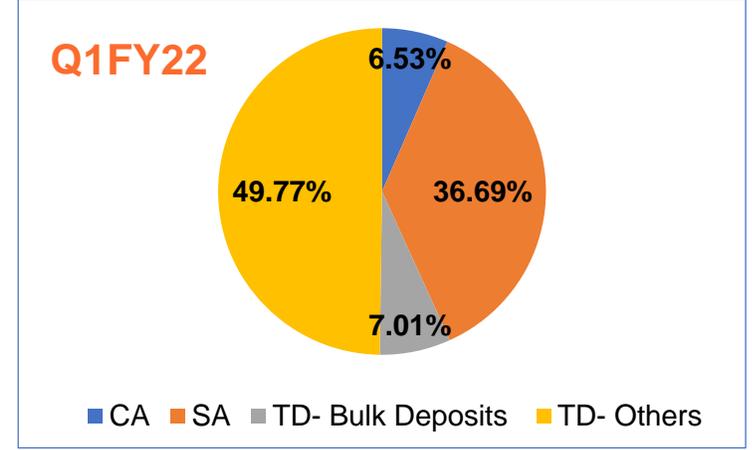
Domestic Deposit - CASA



| Particulars | Q1FY21 |
|----------------------|--------|
| % TD (Rs < 2 crores) | 79% |



| Particulars | Q4FY21 |
|----------------------|--------|
| % TD (Rs < 2 crores) | 84% |



| Particulars | Q1FY22 |
|----------------------|--------|
| % TD (Rs < 2 crores) | 88% |

| Types of Deposits | Q1FY21 | Q4FY21 | Q1FY22 |
|-------------------|------------------|------------------|------------------|
| Savings Account | 179,301 | 196,503 | 200,349 |
| Current Account | 28,069 | 28,166 | 35,631 |
| CASA(Amount/%) | 207,370 / 40.61% | 224,669 / 41.27% | 235,980 / 43.22% |

| | | |
|---|---------------------|--------------------|
| Growth in CASA (%) As on 30.06.2021 | 13.80% (YoY) | 5.03% (QoQ) |
|---|---------------------|--------------------|

Domestic Credit – Industry Wise

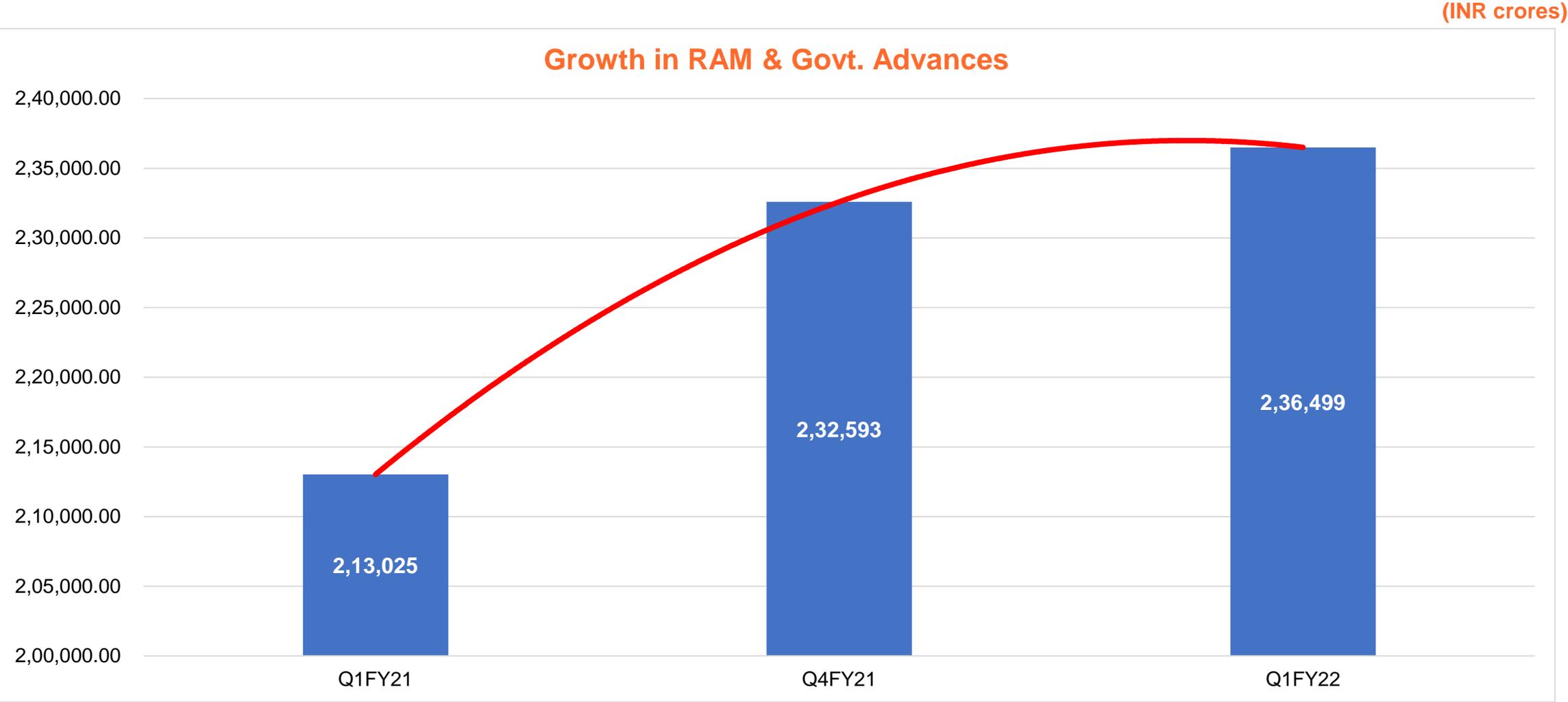
(INR crores)

| Particulars | Jun-20 | Mar-21 | Jun-21 | Y-O-Y Growth % | % to Domestic Advances |
|----------------------------------|----------------|----------------|----------------|----------------|------------------------|
| Infrastructure | 55,222 | 58,690 | 58,868 | 6.60 | 16.04 |
| Basic Metal & Metal products | 13,838 | 14,393 | 12,664 | -8.49 | 3.45 |
| Textiles | 8,402 | 7,895 | 7,766 | -7.57 | 2.12 |
| Gems & Jewellery | 4,508 | 3,938 | 4,041 | -10.36 | 1.10 |
| Chemicals & Chemical products | 4,390 | 5,041 | 5,112 | 16.45 | 1.39 |
| Vehicles & Transport equipment | 2,988 | 3,198 | 3,034 | 1.53 | 0.83 |
| Rubber, Plastic & their products | 1,914 | 1,830 | 2,066 | 7.95 | 0.06 |
| Construction | 4,427 | 4,623 | 4,732 | 6.89 | 1.29 |
| Real Estate(Incl. CRE+HFC) | 75,993 | 77,491 | 77,066 | 1.41 | 21.00 |
| NBFC(Excl. HFC) | 28,363 | 32,327 | 31,789 | 12.08 | 8.66 |
| Other Industries | 26,994 | 24,415 | 23,402 | -13.31 | 6.38 |
| Total | 227,041 | 233,841 | 230,540 | 1.54 | 62.82 |

Advances – Infrastructure Sectors

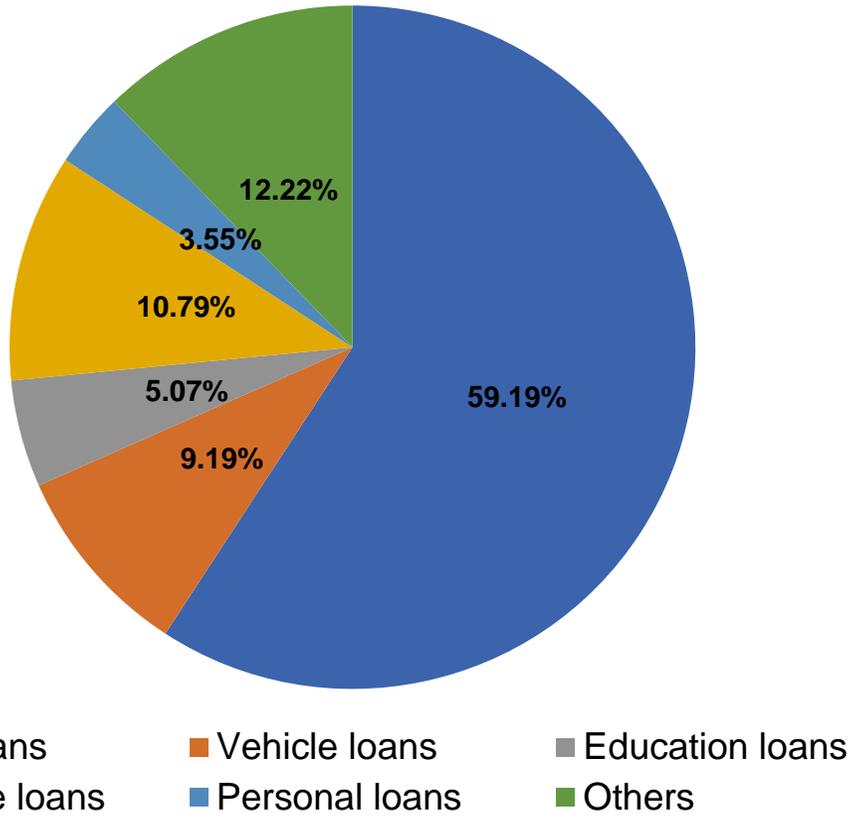
| Particulars | Jun-20 | Mar-21 | Jun-21 | Y-O-Y (%) |
|-----------------------------|---------------|---------------|---------------|-------------|
| Power | 34,695 | 38,711 | 39,070 | 12.61 |
| a) SEBs | 14,720 | 18,770 | 20,031 | 36.08 |
| b) Others | 19,975 | 19,941 | 19,039 | (4.69) |
| Roads and Ports | 13,717 | 13,988 | 14,290 | 4.18 |
| Telecom | 482 | 487 | 461 | (4.26) |
| Other Infrastructure | 6,329 | 5,504 | 5,047 | (20.25) |
| Total | 55,222 | 58,690 | 58,868 | 6.60 |

Movement of RAM & Govt. Advances Portfolio

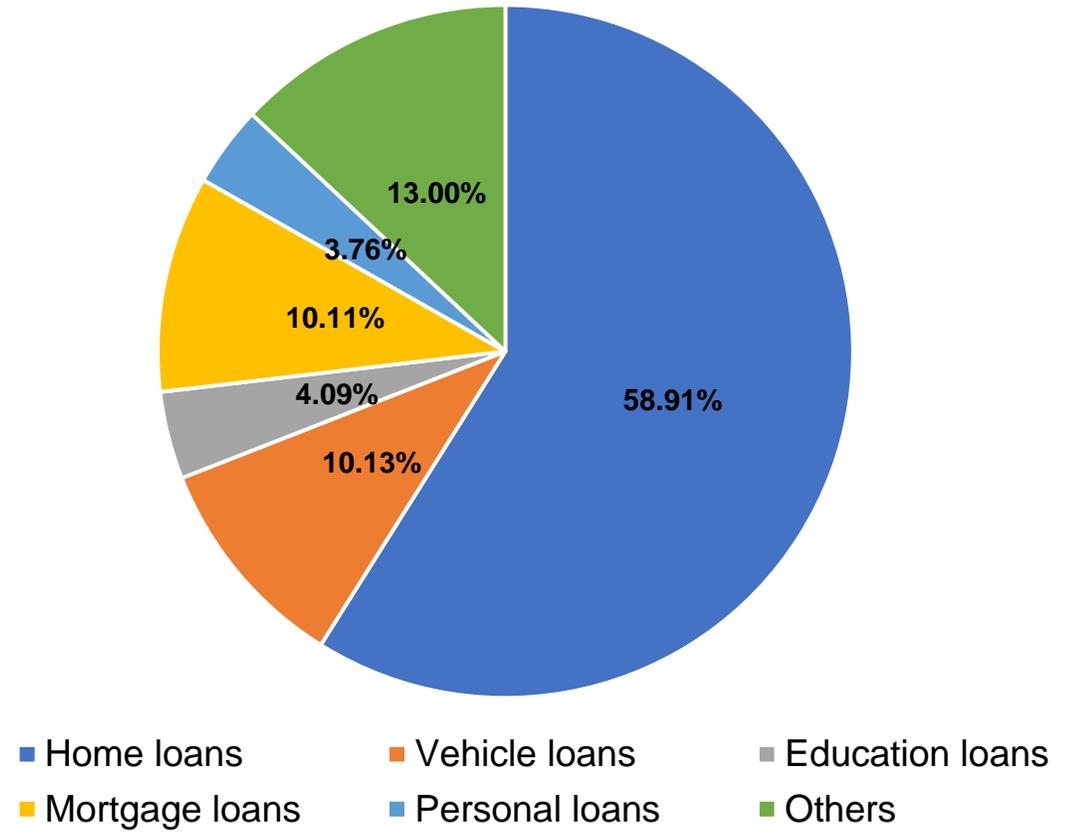


Retail Loans Portfolio

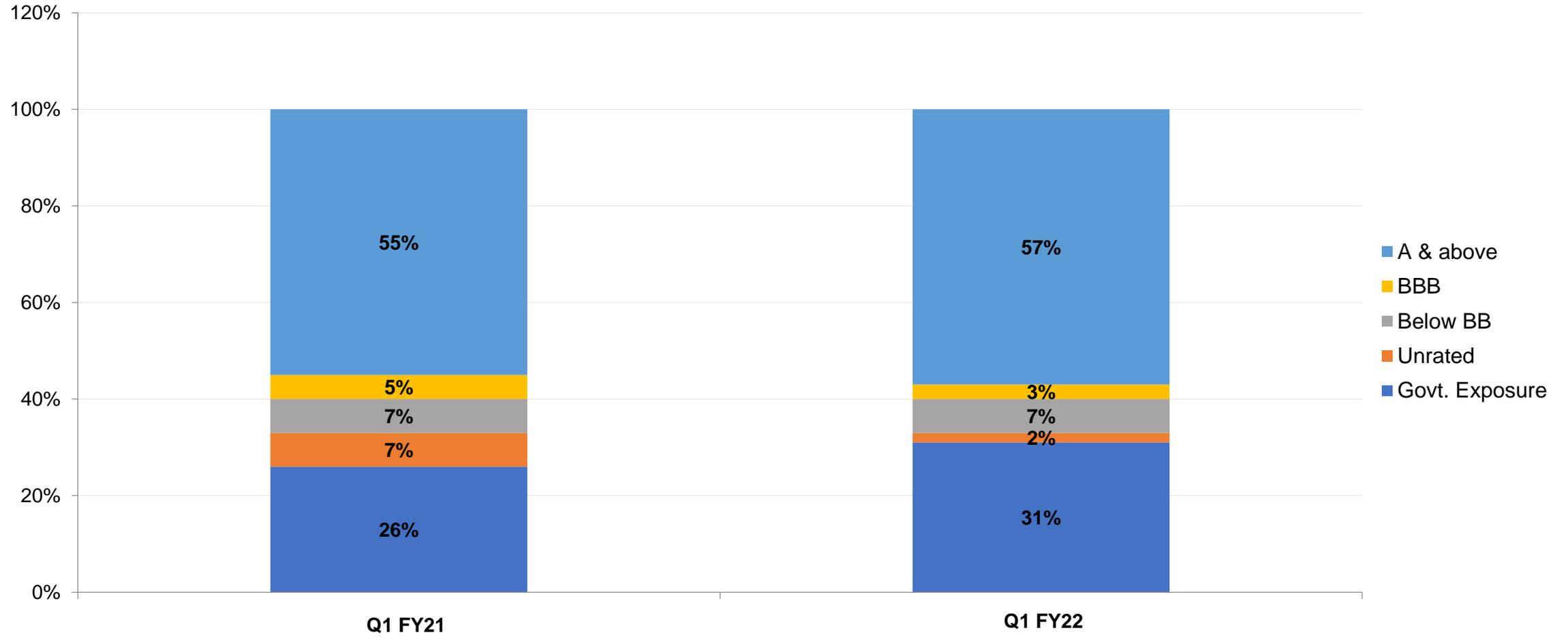
**Composition of Retail Advances (%)
As on 30.06.2020**



**Composition of Retail Advances (%)
As on 30.06.2021**



Corporate Rating



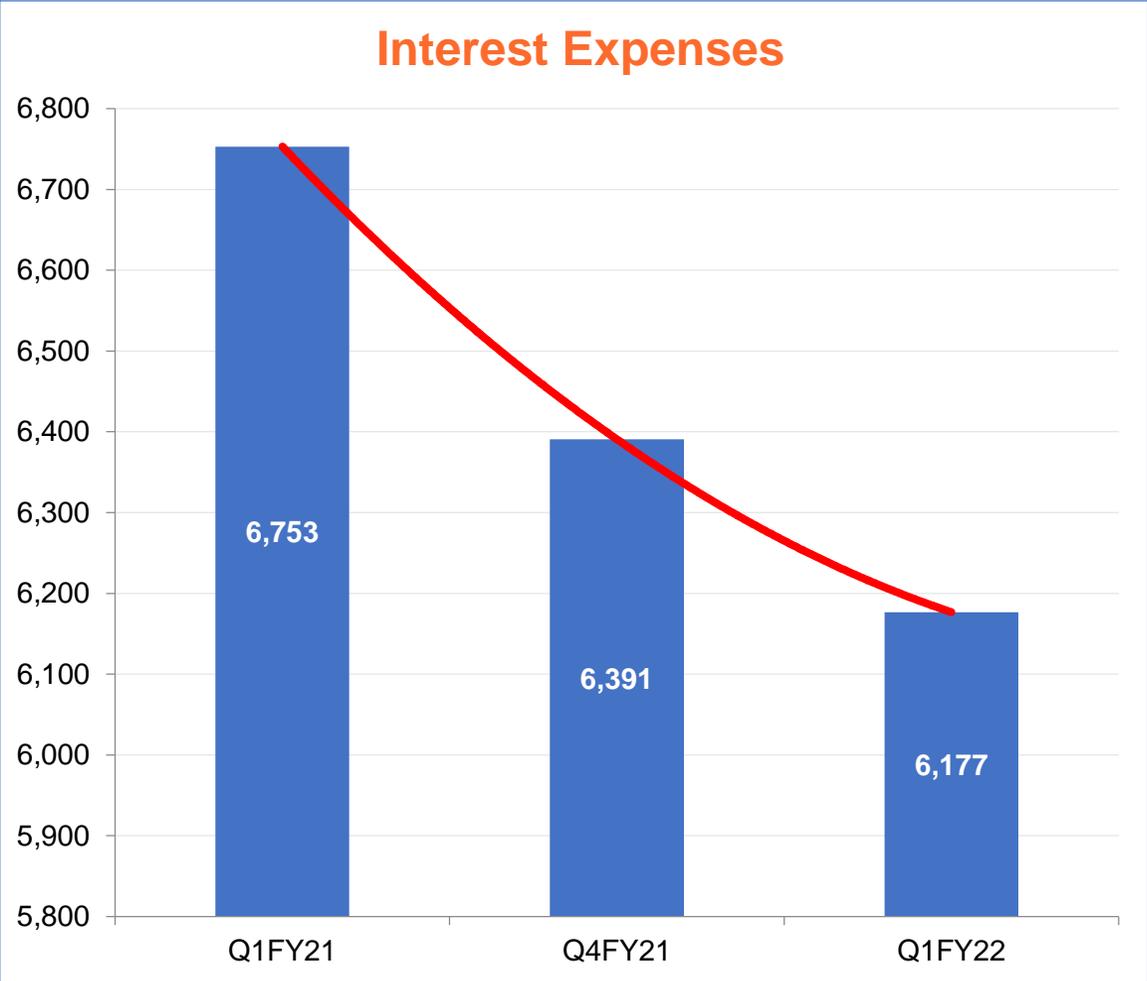
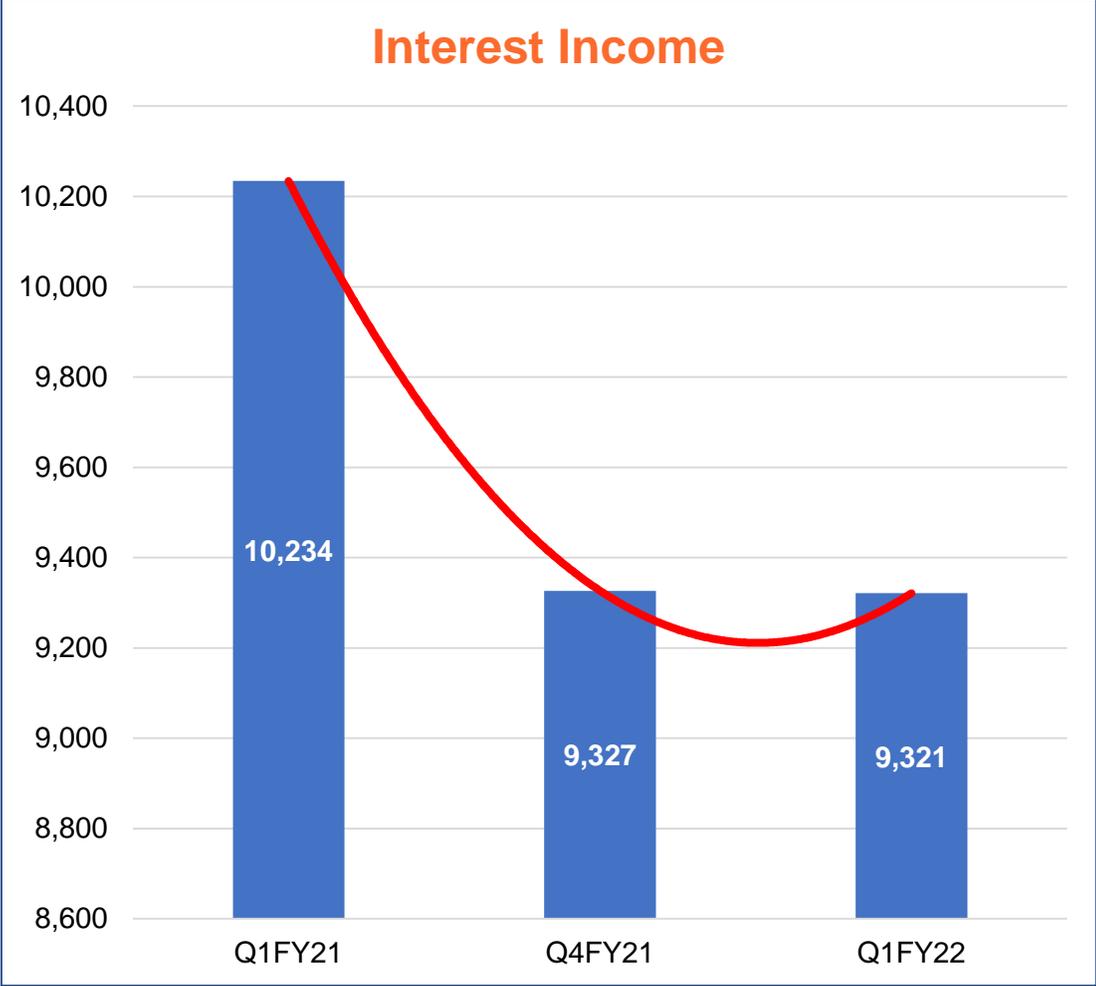
Domestic Investments

(INR crores)

| | Jun-20 | | | Jun-21 | | |
|----------------------------------|---------------|----------------|-----------|---------------|----------------|--------------|
| Particulars | AFS | HTM | HFT | AFS | HTM | HFT |
| SLR Investments | 43,309 | 76,162 | 64 | 44,600 | 96,307 | (132) |
| Of Which: | | | | | | |
| Government Securities | 43,309 | 76,162 | 64 | 44,600 | 96,307 | (132) |
| Other Approved Securities | 0 | 0 | 0 | 0 | 0 | 0 |
| M Duration | 1.56 | -- | 8.55 | 1.19 | -- | 7.66 |
| Non SLR Investments | 14,052 | 26,949 | 1 | 11,822 | 31,968 | 10 |
| M Duration | 3.11 | -- | -- | 3.38 | -- | -- |
| Total | 57,361 | 103,111 | 65 | 56,422 | 128,275 | (122) |

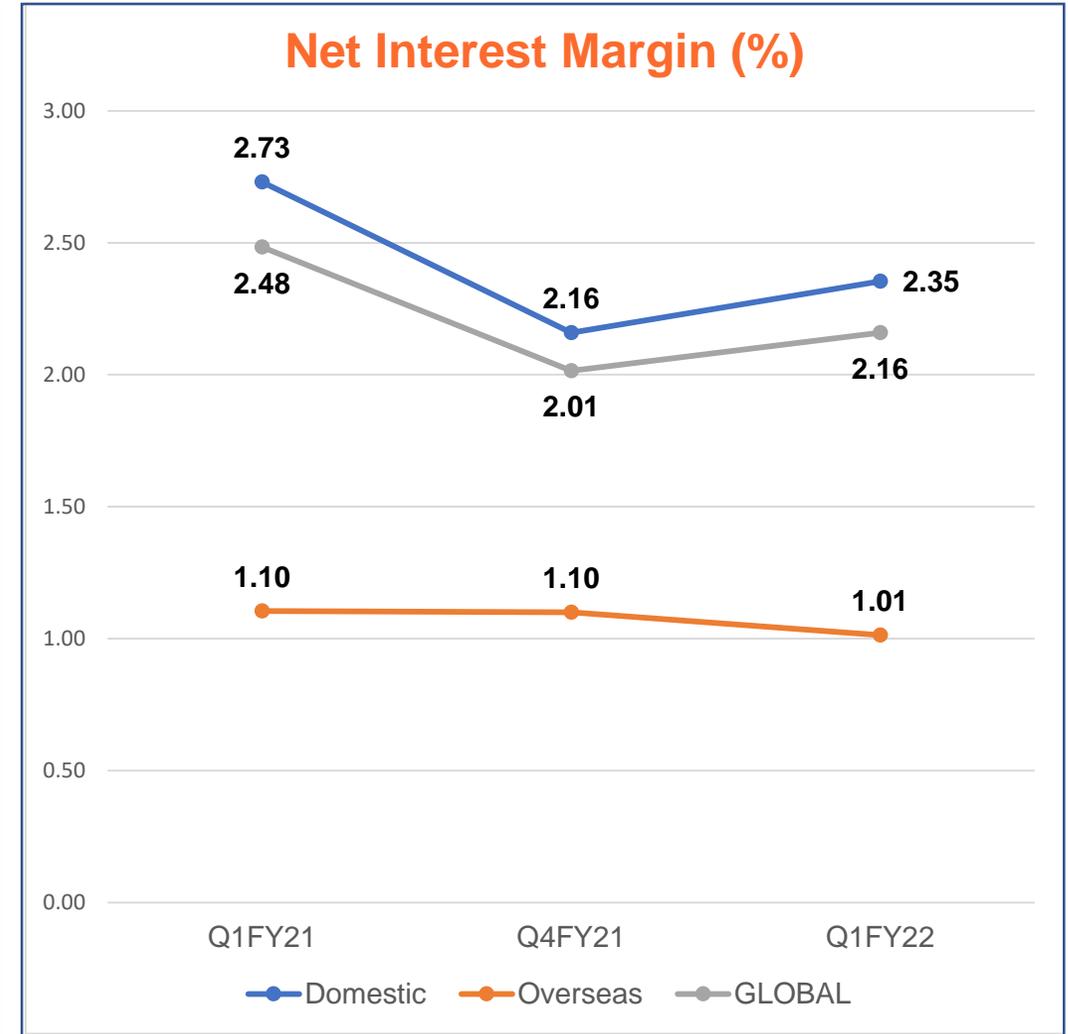
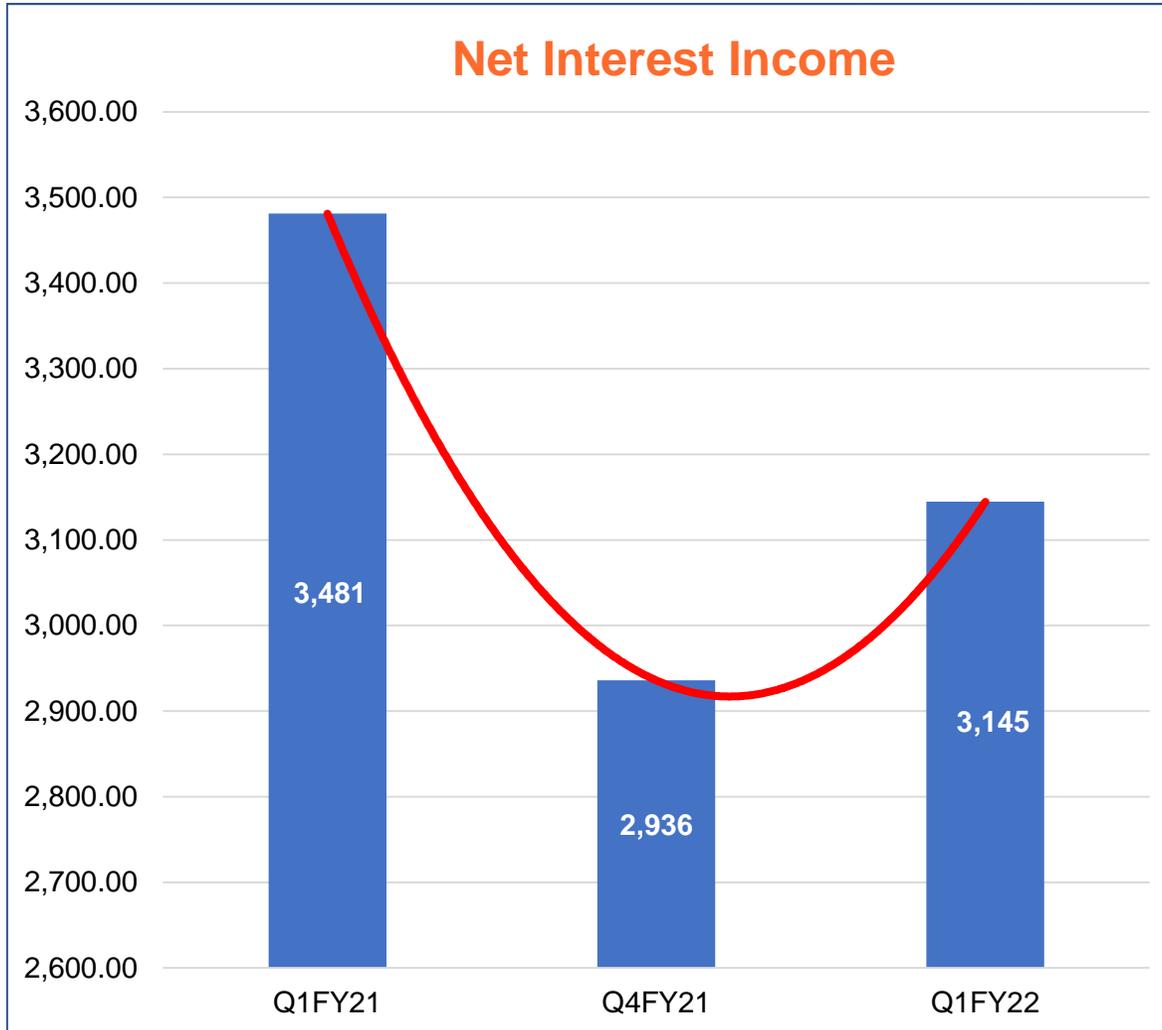
Interest Income & Interest Expenses

(INR crores)



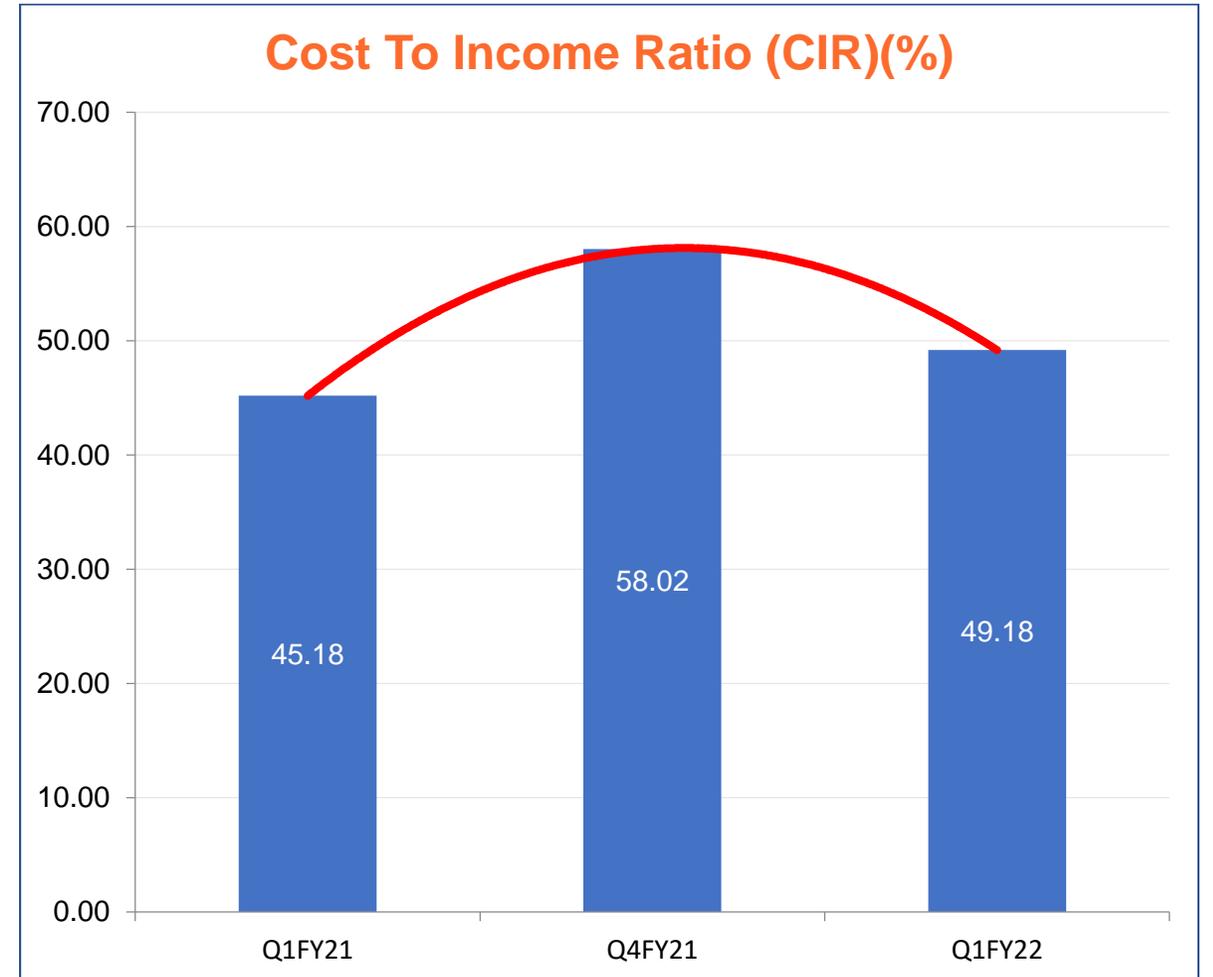
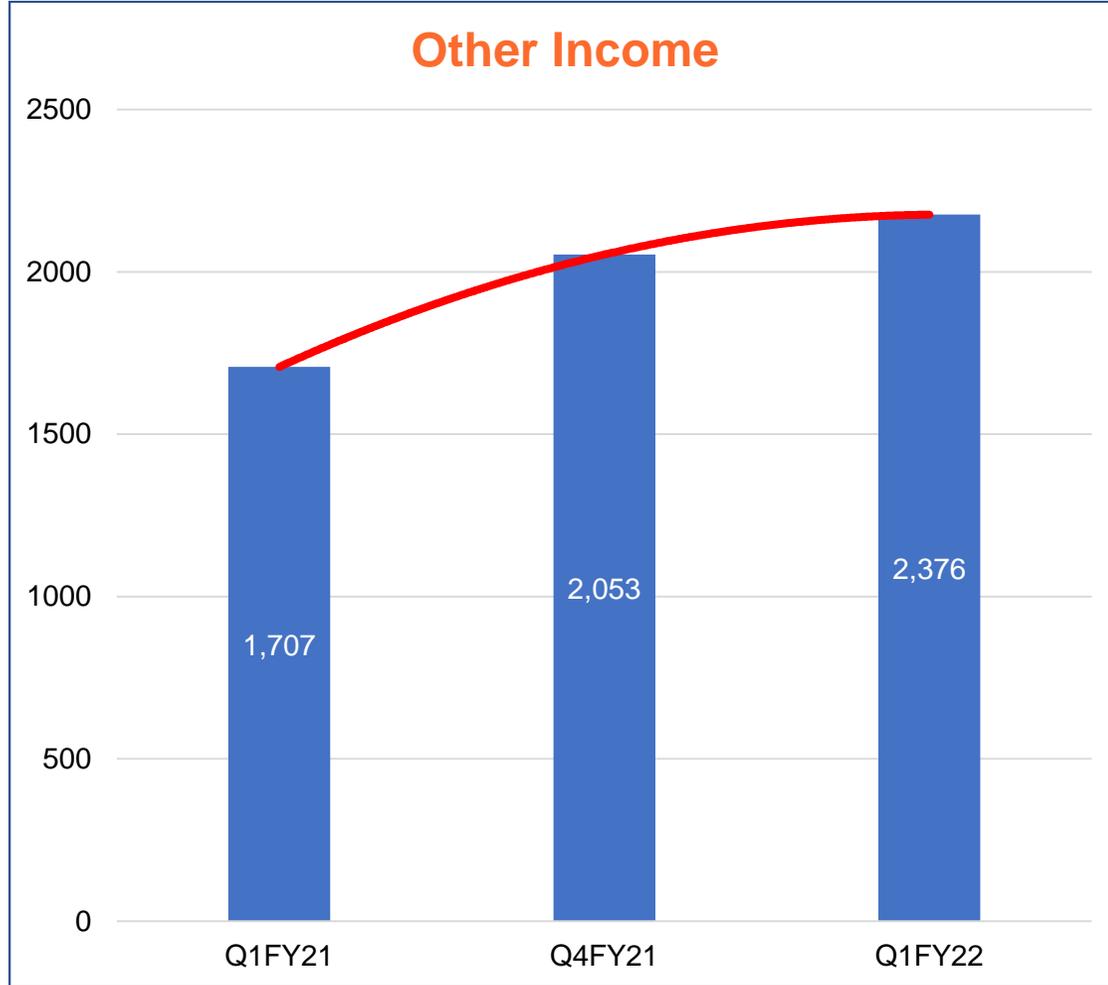
Net Interest Income and NIM%

(INR crores)

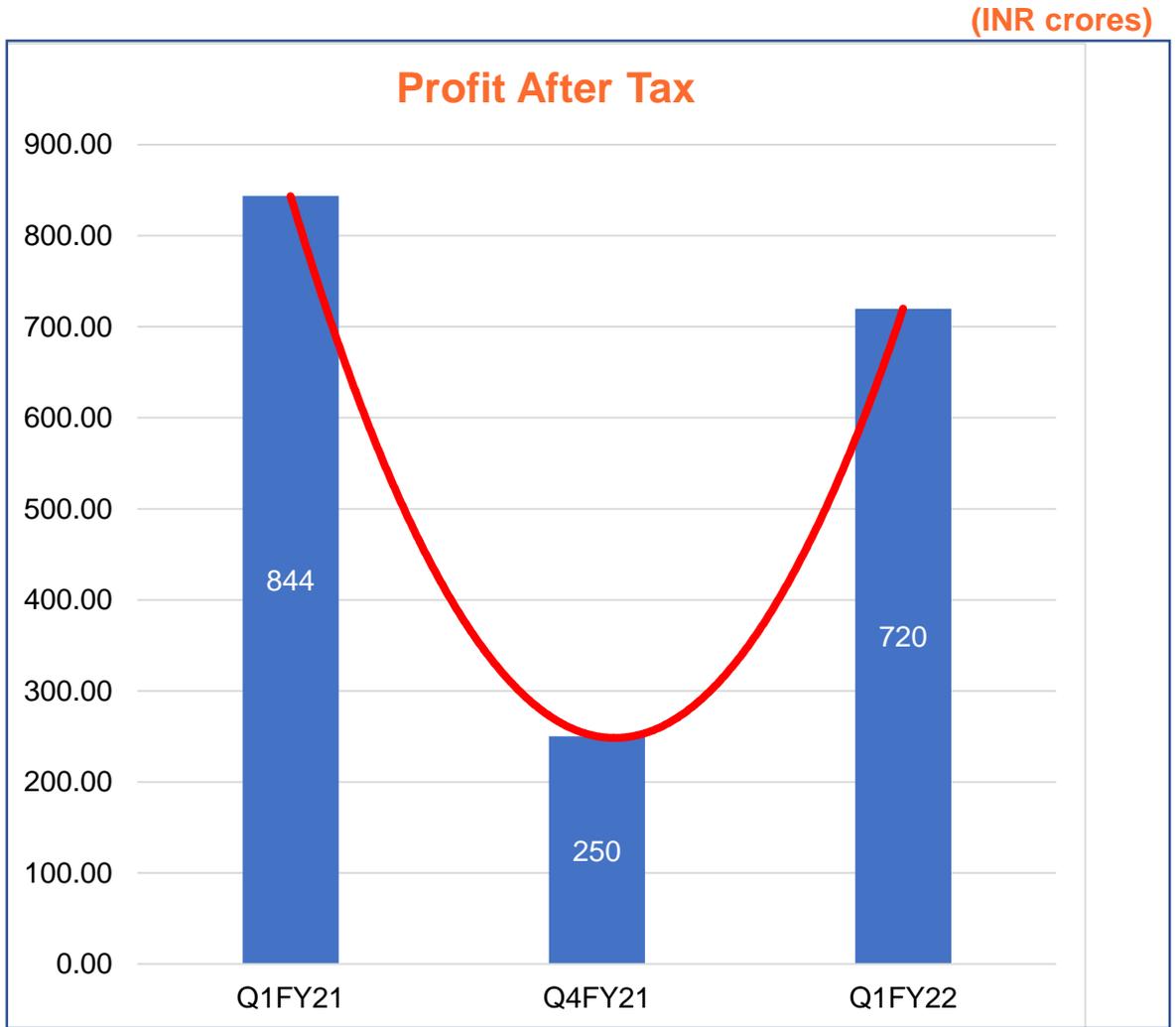
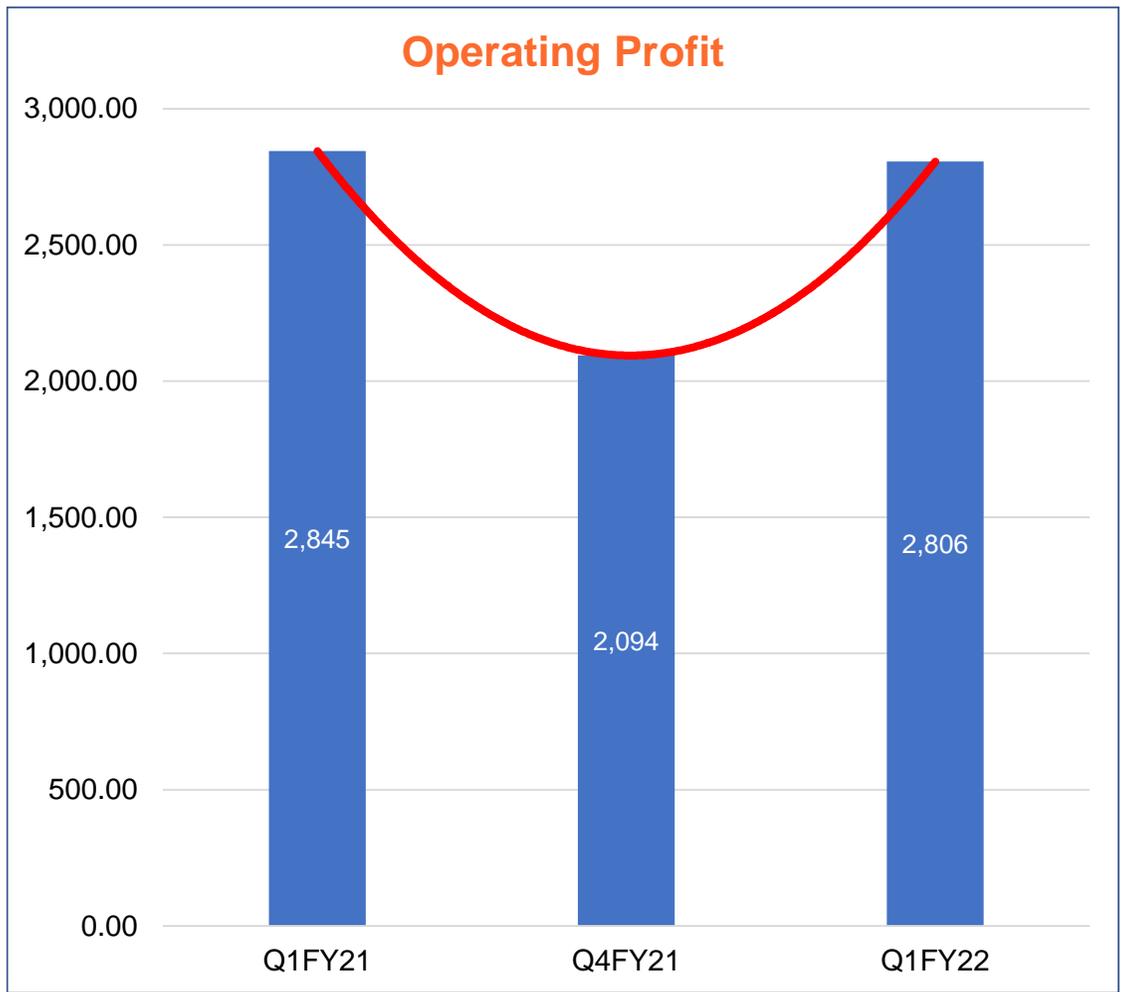


Other Income & Cost to Income Ratio (CIR)

(INR crores)



Operating Profit & Profit After Tax





Financial Performance

Interest Income

(INR crores)

| Particulars | Quarter ended | | | Variation (YoY) % |
|---|---------------|---------|--------|-------------------------|
| | Q1FY 21 | Q4FY 21 | Q1FY22 | |
| Interest Income | 10,234 | 9,327 | 9,321 | -8.92 |
| a. From Advances | 6,992 | 6,184 | 6,018 | -13.93 |
| b. From Investments | 2,803 | 2,915 | 2,860 | 2.03 |
| c. From Money Market Operations & Others | 439 | 228 | 443 | 0.91 |
| Interest Expended | 6,753 | 6,391 | 6,177 | -8.52 |
| a. On Deposits | 6,194 | 5,959 | 5,870 | -5.23 |
| b. On Borrowings | 366 | 262 | 103 | -71.85 |
| c. Subordinated Bonds & Others | 193 | 170 | 204 | 5.70 |
| Net Interest Income | 3,481 | 2,936 | 3,144 | -9.68 |

Non-Interest Income

(INR crores)

| Particulars | Quarter ended | | | Variation (YoY) % |
|-----------------------------------|---------------|--------------|--------------|-------------------------|
| | Q1FY 21 | Q4FY 21 | Q1FY22 | |
| Commission, Exchange & Brokerage | 222 | 316 | 239 | 7.65 |
| Profit from Sale of Investments | 914 | 290 | 936 | 2.40 |
| Profit from Exchange Transactions | 333 | 712 | 754 | 126.42 |
| Recovery In W/o accounts | 30 | 258 | 173 | 476.66 |
| Other Non Interest Income | 208 | 477 | 274 | 31.73 |
| Total Non-Interest Income | 1,707 | 2,053 | 2,377 | 39.25 |

Provisions

(INR crores)

| Particulars | Q1FY21 | Q4FY21 | Q1FY22 |
|------------------------------------|--------------|--------------|--------------|
| Operating Profit | 2,844 | 2,094 | 2,806 |
| Provisions for | | | |
| - Bad & Doubtful | 767 | 3,089 | 873 |
| - Standard Assets | 759 | (1,674) | 898 |
| - Others | 2 | 0 | 0 |
| - Depreciation on Investment | (16) | 416 | (62) |
| Total Provisions before Tax | 1,512 | 1,831 | 1,709 |
| Profit before Tax (PBT) | 1,333 | 263 | 1,097 |
| Taxation | 489 | 13 | 377 |
| Net Profit (PAT) | 844 | 250 | 720 |

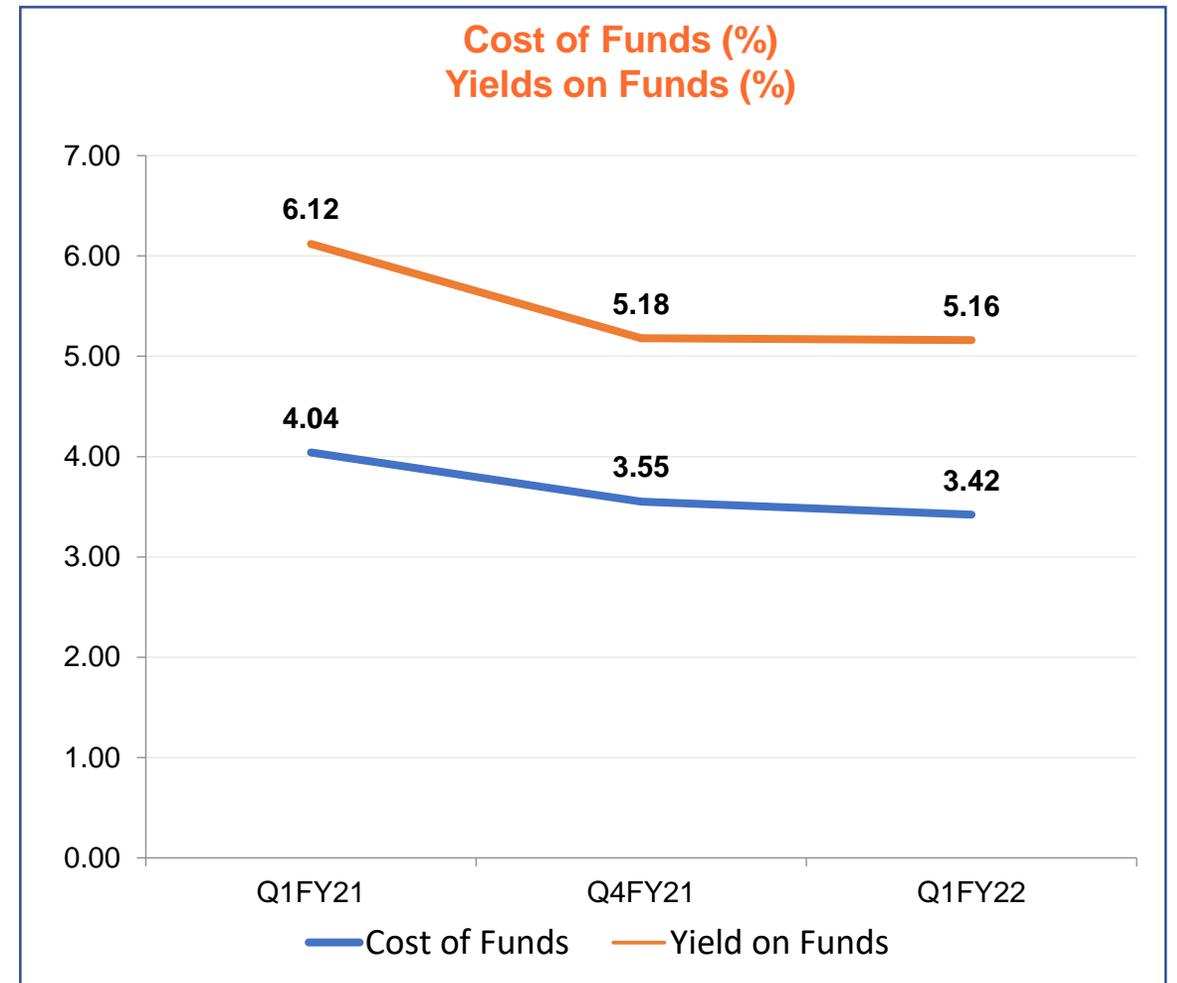
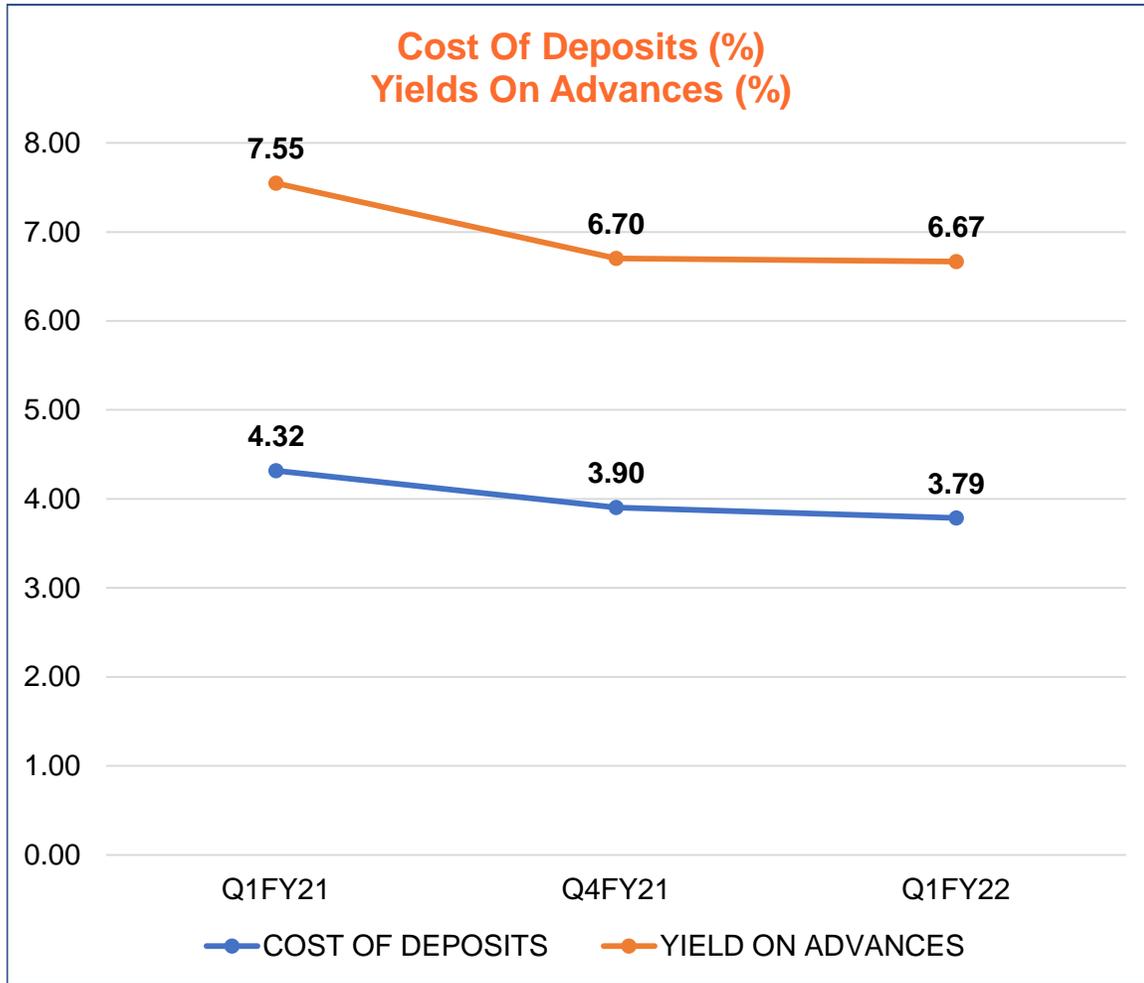
Key Financial Ratios

| Particulars | Q1FY21 | Q4FY21 | Q1FY22 |
|--------------------------------------|--------|--------|--------|
| Cost of Deposits (%) | 4.32 | 3.90 | 3.79 |
| Yield on Advances (%) | 7.55 | 6.70 | 6.67 |
| Cost of Funds (%) | 4.04 | 3.55 | 3.42 |
| Yield on Funds (%) | 6.12 | 5.18 | 5.16 |
| Net Interest Margin (NIM) (%) | 2.48 | 2.01 | 2.16 |
| Cost to Income Ratio (%) | 45.18 | 58.02 | 49.18 |

Key Financial Ratios

| Particulars | Q1FY21 | Q4FY21 | Q1FY22 |
|------------------------------|--------|--------|--------|
| Return on Assets (%) | 0.46 | 0.13 | 0.37 |
| Return on Equity (%) | 15.53 | 3.97 | 10.34 |
| Credit Cost (Annualised) (%) | 0.83 | 3.36 | 0.95 |
| Provision Coverage Ratio (%) | 84.87 | 86.24 | 86.17 |
| Slippage Ratio (%) | 0.11 | 2.05 | 1.09 |
| Gross NPA (%) | 13.91 | 13.77 | 13.51 |
| Net NPA (%) | 3.58 | 3.35 | 3.35 |
| CRAR (%) | 12.76 | 14.93 | 15.07 |

Efficiency Ratios





Asset Quality & Capital

Asset Quality

| Item | Jun-20 | Mar-21 | Jun-21 |
|-------------------------------------|--------|--------|--------|
| Gross NPA (INR crores) | 57,788 | 56,535 | 56042 |
| Net NPA (INR crores) | 13,275 | 12,262 | 12424 |
| Gross NPA (%) | 13.91% | 13.77% | 13.51% |
| Net NPA (%) | 3.58% | 3.35% | 3.35% |
| Provision Coverage Ratio (%) | 84.87% | 86.24% | 86.17 |
| Slippage Ratio (%) | 0.11% | 2.05% | 1.09% |

Slippages

(INR crores)

| Segment | Q4FY21 | Q1FY22 |
|-------------------------|-----------------|-----------------|
| - Retail | 969.87 | 641.82 |
| - Agriculture | 1,952.16 | 991.36 |
| - MSME | 1,986.67 | 1,614.63 |
| - Corporate & Others | 2,032.72 | 409.38 |
| Domestic (Total) | 6,941.24 | 3,657.19 |
| Overseas (Total) | 426.58 | 284.47 |
| Grand Total | 7,368.00 | 3,941.66 |

| Fresh Slippages as % of Standard Advances | Q4FY21 | Q1FY22 |
|--|-----------------|-----------------|
| Fresh Slippages | 7,368.00 | 3,941.66 |
| Standard Total Advances | 3,59,990 | 3,53,901 |
| Slippages as % of Standard Advances | 2.05% | 1.09% |

Breakup of Gross NPA

(INR crores)

| Item | Jun-20 | Mar-21 | Jun-21 | % of Gross NPA | |
|-------------------------|---------------|---------------|---------------|----------------|---------------|
| | | | | Jun-20 | Jun-21 |
| Large Corporate | 28,367 | 25,787 | 23,411 | 49.09% | 41.77% |
| MSME | 8,814 | 10,550 | 11,408 | 15.25% | 20.36% |
| AGRICULTURE | 8,925 | 85,01 | 9,013 | 15.45% | 16.08% |
| RETAIL | 1,746 | 21,63 | 2,616 | 3.02% | 4.67% |
| TOTAL (Domestic) | 47,852 | 47,001 | 46,448 | 82.81% | 82.88% |
| Total (Overseas) | 9,935 | 9,534 | 9,594 | 17.19% | 17.12% |
| Total (Global) | 57,788 | 56,535 | 56,042 | 100% | 100% |

Special Mention Accounts (SMA)

(INR crores)

SMA position (Rs 5.00 crores and above)

| Vertical | Q4FY21 | Q1FY22 |
|-------------------------------------|--------|--------|
| SMA-2 | 4,207 | 4,879 |
| SMA-1 | 2,742 | 2,709 |
| SMA-0 | 7,345 | 3,320 |
| Total (SMA-0, SMA-1 & SMA-2) | 14,294 | 10,908 |
| SMA Portfolio on Gross Advances (%) | 3.48% | 2.63% |

Restructured under Resolution Framework

(INR crores)

| Resolution Framework 1.0 | Implemented |
|--------------------------|--------------------|
| Category | (As on 30.06.2021) |
| Corporate | 2,764.49 |
| MSME | 2,464.44 |
| Retail | 709.25 |
| Others | 25.10 |
| Total | 5,963.28 |

| Resolution Framework 2.0 | Implemented |
|--------------------------|--------------------|
| Category | (As on 30.06.2021) |
| Corporate | 0.00 |
| MSME | 2,173.06 |
| Retail | 3,125.95 |
| Others | 0.00 |
| Total | 5,299.01 |

| Particulars | No. of Accounts | Amount | %-on Gross Advances |
|----------------------------------|-----------------|------------------|---------------------|
| Onetime Restructuring (OTR) | 99,879 | 7,367.55 | 1.78% |
| SMA-2 (Rs 5.00 crores and above) | 126 | 4,879.00 | 1.18% |
| Total | 100,005 | 12,246.55 | 2.95% |

Movement of NPA

(INR crores)

| Segment | Jun-20 | Mar-21 | Jun-21 |
|------------------------|---------------|---------------|---------------|
| Opening Balance | 61,550 | 54,997 | 56,535 |
| Add: Slippages | 402 | 7,368 | 3,942 |
| Less : | | | |
| - Recovery | 546 | 975 | 851 |
| - Upgradation | 113 | 109 | 2,057 |
| - Written Off | 3,505 | 4,746 | 1,527 |
| Total Reduction | 4,164 | 5,830 | 4,435 |
| Closing Balance | 57,788 | 56,535 | 56,042 |

Summary of NCLT Cases (As on 30.06.2021)

(INR crores)

| No of accounts | Particulars | Total book o/s | Provision held | %-Provision |
|----------------|--|----------------|----------------|-------------|
| 4 | RBI List -1 | 2,132 | 2,132 | 100% |
| 10 | RBI List -2 | 2,097 | 2,097 | 100% |
| 67 | Cases filed and admitted in NCLT by our Bank | 3,283 | 2,968 | 90% |
| 10 | Cases under admission in NCLT by our Bank | 2,267 | 1,555 | 69% |
| 180 | Cases filed and admitted in NCLT by other Bank | 25,963 | 23,971 | 92% |
| 23 | Cases under admission in NCLT by other Bank | 2,459 | 2,158 | 88% |
| 294 | Total | 38,201 | 34,880 | 91% |

Total reduction in NCLT accounts during Q1FY22 is Rs.147.36 crores.

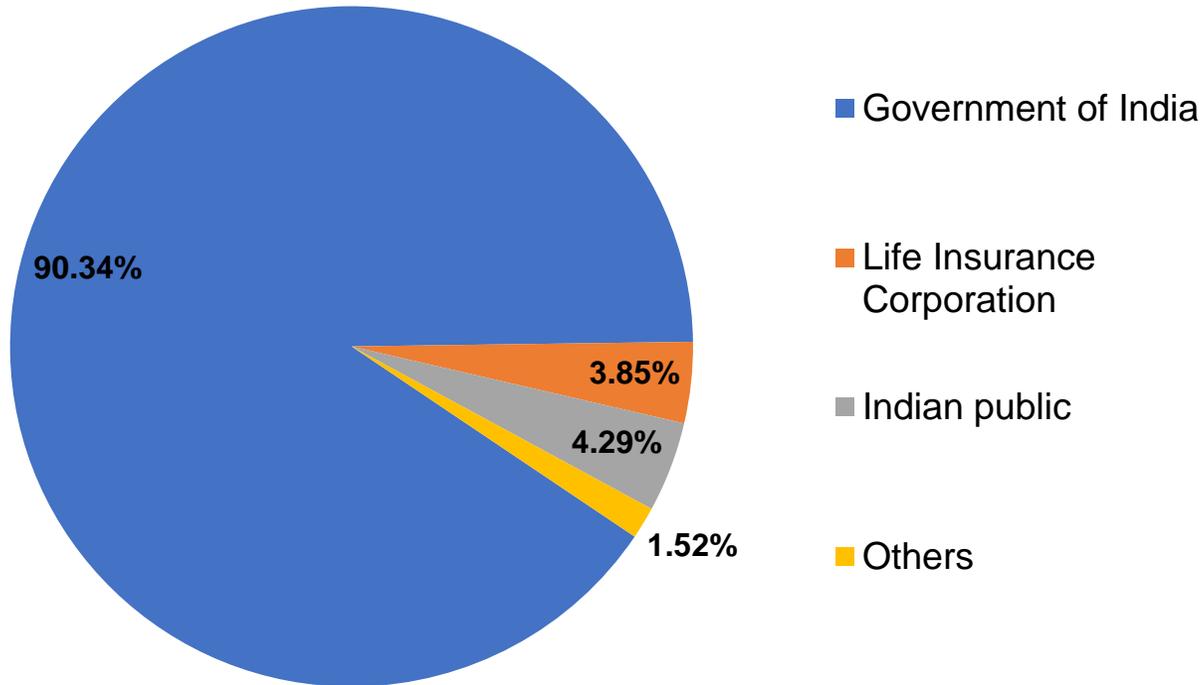
Capital Adequacy

(INR crores)

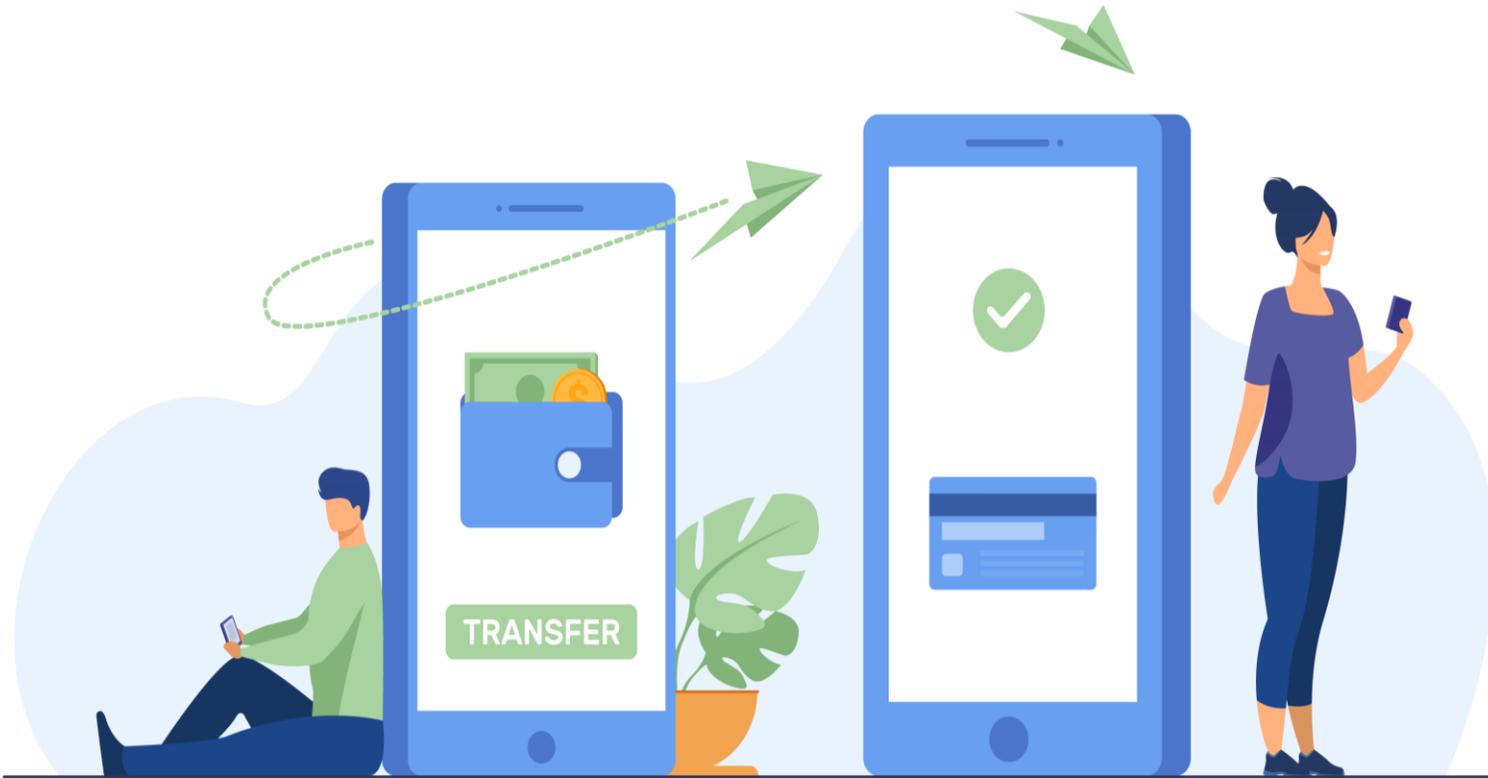
| Particulars | Jun20 | Mar21 | Jun21 |
|---|---------------|---------------|---------------|
| Capital Adequacy - Basel III | | | |
| CET1 Capital | 28,827 | 34,690 | 34,565 |
| Tier I Capital | 28,887 | 36,042 | 35,917 |
| Tier II Capital | 9,980 | 8,949 | 9,286 |
| Total Capital(CRAR) | 38,867 | 44,990 | 45,203 |
| Total Assets | 681,342 | 725,856 | 720,501 |
| Risk Weighted Assets | 304,631 | 301,305 | 299,931 |
| CET1 (%) including CCB | 9.46% | 11.51% | 11.52% |
| Tier I (%) | 9.48% | 11.96% | 11.98% |
| Tier II (%) | 3.28% | 2.97% | 3.10% |
| Capital Adequacy Basel III (%) (including CCB) | 12.76% | 14.93% | 15.07% |

Shareholding Pattern, As on 30.06.2021

**As on 30.06.2021
Percentage of Holding (%)**

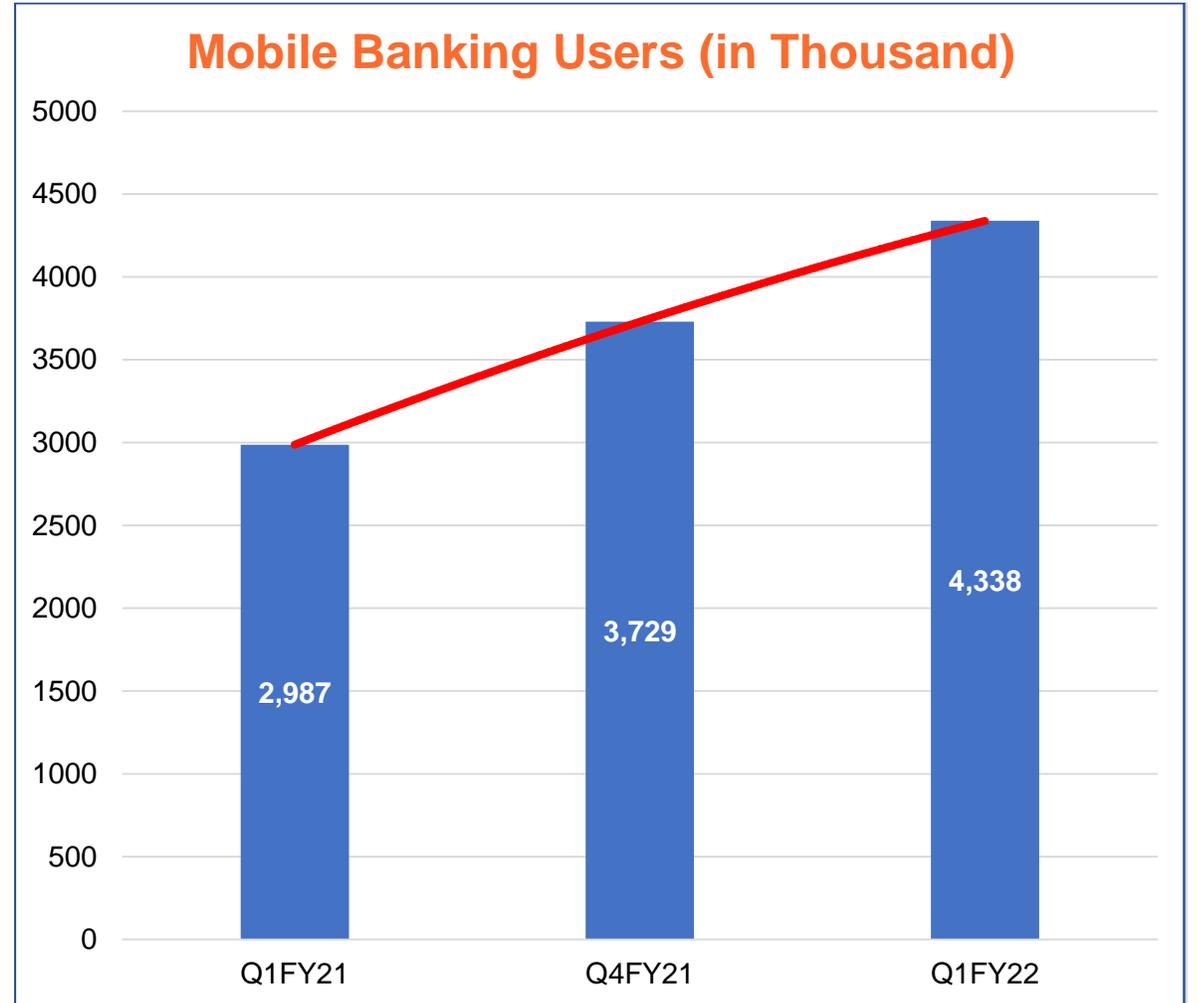
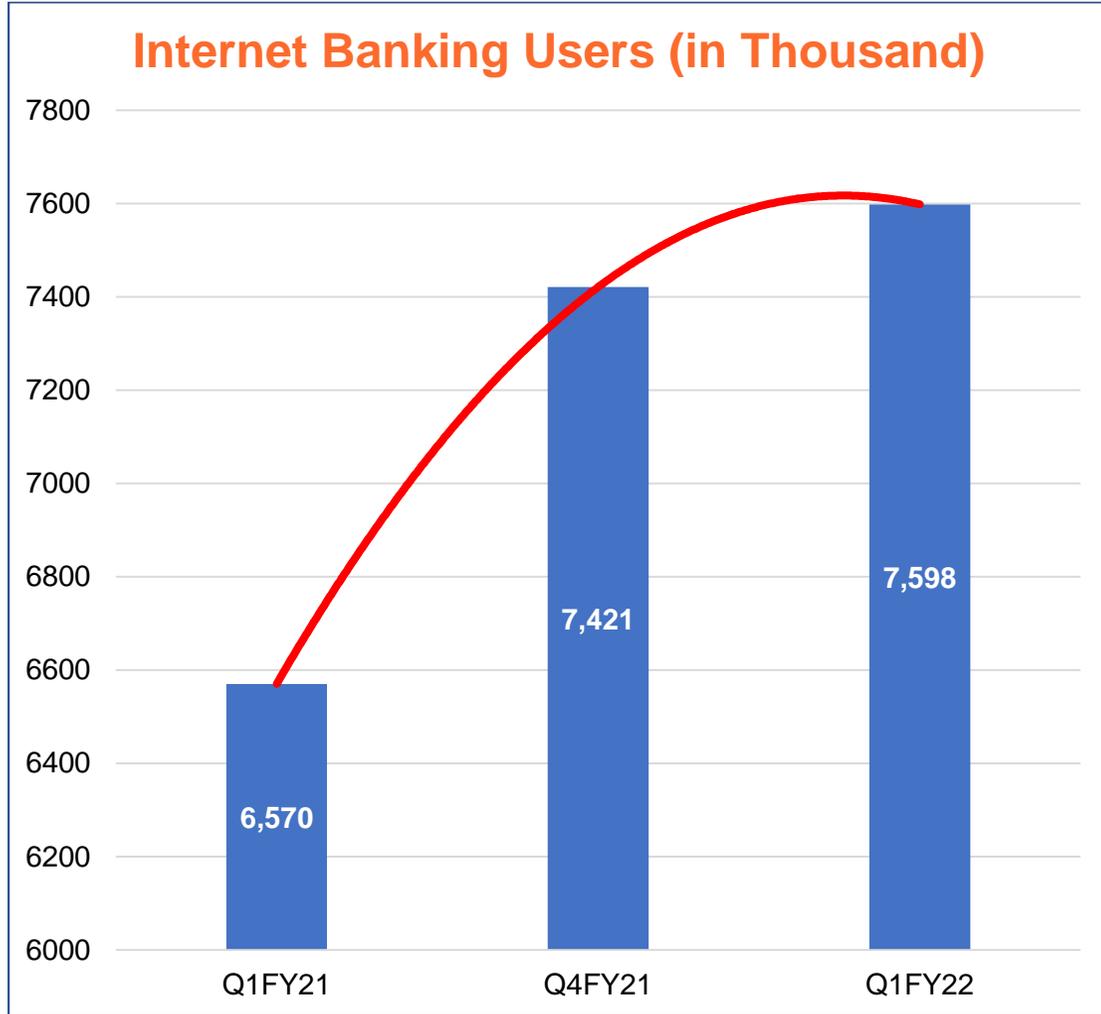


| Particulars | Shareholding Pattern As on 30.06.2021 |
|----------------------------|---------------------------------------|
| Government of India | 90.34% |
| Life Insurance Corporation | 3.85% |
| Indian Public | 4.29% |
| Others | 1.52% |
| Total | 100% |

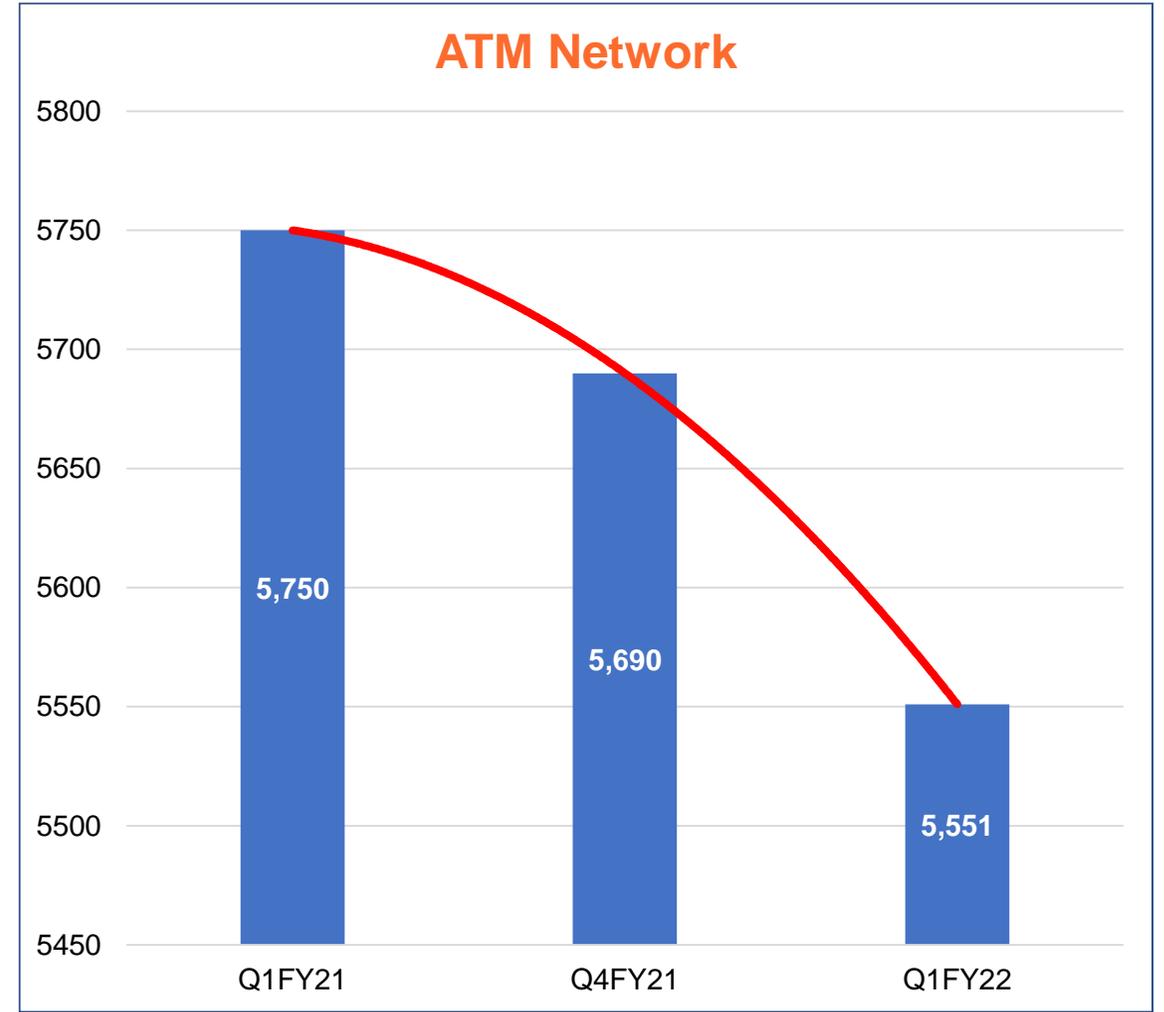
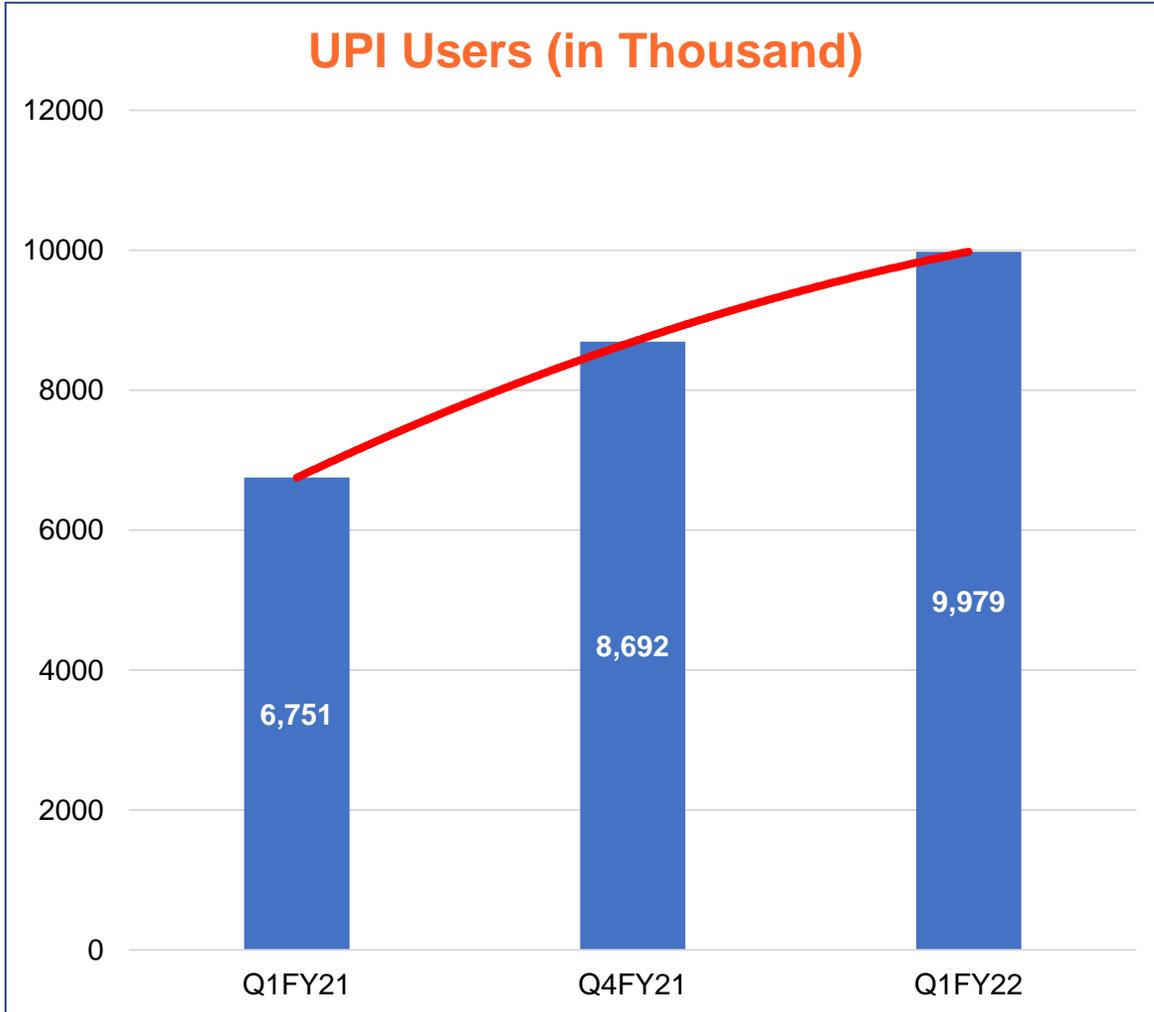


Digital & New Initiatives

Alternate Delivery Channel



Alternate Delivery Channel





- Initiated automated marking of NPA through systems on daily basis
- Rupay Select Debit Card, which is a Contactless card with a host of premium features launched.
- E-PLATFORM solution being implemented for Straight Through Origination and process of all Banking products.
- Special loan products for Health care sector introduced.
- Document Management System (DMS) being implemented for retrieval of documents and also helps us to store, track, manage and access our data in a more flexible and hassle free way.
- Mobile and Internet Banking system upgraded with enhanced features for better customer experience.
- Successfully completed all test scenarios for new tax collection system TIN 2.0 which is soon going to be launched by CBDT, Dept. of Revenue, MoF.

Employees

- Staggered working hours and work from Home were exercised wherever feasible
- COVID Task Force team formed at all administrative office level to support staff affected by COVID
- Staffs with disabilities and age above 55 were exempted for Physically attending office
- Compensation to staff in case of death due to COVID

Operations

- Banks Operations were intact during lockdown:
- Alternate Delivery Channel were fully operational
- Not much impact on functioning of branches / ATMs
- Meeting were held through video conference or other audio electronics mode.

Customer

Special Credit Scheme:

- BOI Star – Kavach Personal loan Scheme
- COVID Emergency Credit Loan Scheme
- BOI Star Sanjeevani Healthcare
- BOI Aarogyam



Other

- Proactive measures like sanitization, fumigation, etc. taken up at branch, Office and ATMs.
- Bank has also undertaken various activities to support corona warriors by distributing Face masks, gloves, food packets and grocery items etc.

Awards & Recognition



- ❑ Bank of India, received 'HR Leadership Award 2021 by World HRD Congress
- ❑ SKOCH AWARD 2021, SILVER in Excellence in Technology Category for "Document Management System".
- ❑ Bank has won "APY Annual Award (2020-21)" for overall performance for achieving 'per APY' target.
- ❑ Bank has qualified for "APY Trendsetter" Campaign held from 9th June-30th June 2021.
- ❑ Bank has won Infosys Finacle Client Innovation Awards in the category "Product Innovation" for QRCash, 2020.
- ❑ Bank has been awarded Rajbhasha Kirti Puraskar (1st prize) for the year 2019-20 for the excellent performance in official language implementation.



VISION



STRATEGY



Expand the Bank's Retail, Agriculture and MSME (RAM) lending profile by leveraging its existing customer base



Continue to contain funding cost by sourcing low cost deposits such as CASA



Focus on improving asset quality and containing NPA levels



Leverage technology to increase cross selling opportunities, reduce cost and enhance customer experience



Improving our Risk Management Systems to ensure long-term sustainability of our business



THANK YOU!
