



देना बैंक
DENA BANK

निवेशक संपर्क केंद्र : देना कार्पोरेट सेंटर, सी-10, 'जी' ब्लॉक, बांद्रा - कुर्ला कॉम्प्लेक्स, बांद्रा (पूर्व), मुंबई - 400 051.

INVESTOR RELATIONS CENTRE : Dena Corporate Centre, C-10, 'G' Block, Bandra - Kurla Complex, Bandra (E), Mumbai - 400 051.

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Ref. No.HO/IRC/162/2017

May 09, 2017

The Vice President - Listing BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai - 400 001.	Vice President - Listing The National Stock Exchange of India Limited, Exchange Plaza, Bandra-Kurla Complex, Bandra (East), Mumbai - 400 051.
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Dear Sir,

Re: Presentation on Financial Results of the Bank for the Quarter / Year ended on 31.03.2017

Pursuant to Regulation 30 and Schedule III of SEBI (Listing Regulations and Disclosure Requirements) Regulations, 2015 we hereby submit the Presentation on Audited Standalone Financial results of the Bank for the Quarter / Financial Year ended on 31.03.2017.

As per Regulation 46 of SEBI (Listing Regulations and Disclosure Requirements) Regulations, 2015 Presentation is also available on the website of the Bank - <http://www.denabank.com>.

This is for your information and dissemination.

Thanking You.

For Dena Bank

Amit Kumar
(Company Secretary)

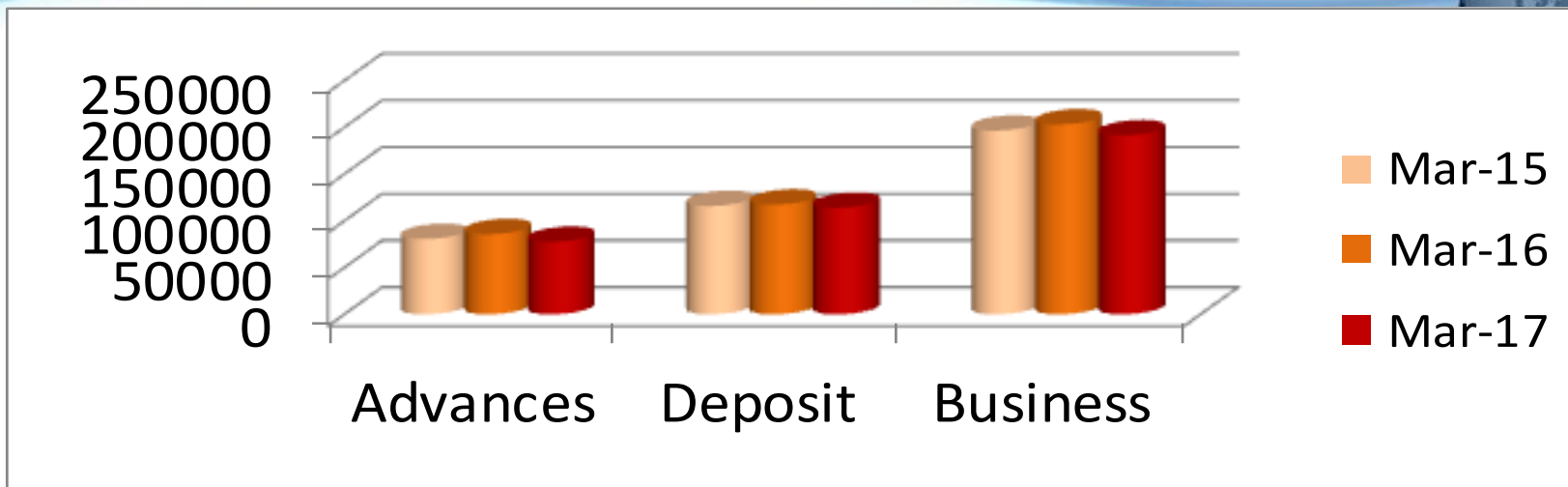
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WELCOME
TO
ANALYST MEET
09th May, 2017

**Audited Financial Results For the
Quarter / Full Year ended Mar 31,2017**

BUSINESS PROFILE



[₹ cr]

Parameter	Mar 15	Mar 16	Mar 17	Y-o-Y % Growth
Gross Advances	80,629	85,811	77,538	[9.64]
Total Deposits	1,15,936	1,17,431	1,13,943	[2.97]
Total Business	1,96,565	2,03,242	1,91,481	[5.79]

KEY INDICATORS


 [₹ cr]

Particulars	Full Year		Increase [%]	Quarter			Increase [%] Q-o-Q
	Mar 16	Mar 17		Mar 16	Dec 16	Mar 17	
Operating Profit	925.30	1,390.21	50.24	233.70	463.56	265.86	13.76
Net Profit	[935.32]	[863.63]	[7.67]	[326.39]	35.31	[575.28]	76.26
Total Income	11,362.53	11,433.06	0.62	2853.35	2,999.51	2,612.07	[8.46]
Total Expenses	10,437.23	10,042.85	[3.78]	2,619.65	2,535.95	2,346.21	[10.44]
Provision & Contingencies	1,860.62	2,253.84	21.13	560.08	428.25	841.14	50.18

INCOME



Particulars	Full Year		Increase [%]	Quarter			Increase [%] Q-o-Q
	Mar 16	Mar 17		Mar 16	Dec 16	Mar 17	
Total Income	11,362.53	11,433.06	0.62	2,853.35	2,999.51	2,612.07	[8.46]
Interest Income	10,645.73	10,181.67	[4.36]	2,637.48	2,590.88	2,297.11	[12.91]
Advances	7,755.06	6,968.79	[10.14]	1,909.58	1,738.27	1,454.29	[23.84]
Investments	2,608.11	2,906.09	11.43	662.02	737.67	777.30	17.41
Other	282.56	306.79	8.56	65.88	114.94	65.52	[0.55]
Non Interest Income	716.80	1,251.39	74.58	215.87	408.63	314.96	45.90

NON INTEREST INCOME


 [₹ cr]

Particulars	Full Year		Increase [%]	Quarter			Increase [%] Q-o-Q
	Mar 16	Mar 17		Mar 16	Dec 16	Mar 17	
Comm. Exchange, Brokerage	214.06	227.60	6.32	58.15	57.20	65.00	11.78
Exchange Earned on Forex	73.81	33.04	[55.24]	5.17	8.82	6.74	30.37
Profit on Sale of Investment	106.60	631.97	492.86	61.13	272.84	69.84	14.25
Recovery in written off a/cs	65.62	114.70	74.80	16.10	12.05	85.50	431.06
Process Fee	103.29	93.55	[9.43]	34.12	23.75	31.52	[7.62]
Other Income	153.41	150.53	[1.88]	41.19	33.97	56.36	36.80
Total	716.80	1,251.39	74.58	215.86	408.63	314.96	45.90

NET INTEREST INCOME



[₹ cr]

Particulars	Full Year		Quarter		
	Mar 16	Mar 17	Mar 16	Dec 16	Mar 17
Net Interest Income	2,476.75	2,408.36	625.17	665.91	450.07
Net Interest Margin [%]	2.16	2.00	2.12	2.23	1.48

EXPENSES



Particulars	Full Year		Increase [%]	Quarter			Increase [%] Q-o-Q
	Mar 16	Mar 17		Mar 16	Dec 16	Mar 17	
Total Expenses	10,437.23	10,042.85	[3.78]	2,619.65	2,535.95	2,346.21	[10.44]
Interest Expenses	8,168.99	7,773.31	[4.84]	2,012.31	1,924.97	1,847.04	[8.21]
Deposits	7,716.71	7,213.04	[6.53]	1,878.04	1,795.15	1,713.00	[8.79]
Others	452.28	560.27	23.88	134.27	129.82	134.04	[0.17]
Operating Expenses	2,268.25	2,269.54	0.06	607.34	610.98	499.17	[17.81]
a. Salaries	1,448.13	1,484.08	2.48	363.27	389.18	336.90	[7.26]
b. Other Operating Expenses	820.12	785.46	[4.22]	244.07	221.80	162.27	[33.51]

PROVISIONS & CONTINGENCIES



Particulars	Full Year		Increase [%]	Quarter			Increase [%] Q-o-Q
	Mar 16	Mar 17		Mar 16	Dec 16	Mar 17	
NPA	2,724.07	2,457.75	[9.78]	1,094.24	426.62	878.17	[19.75]
Tax Expense	[615.57]	[411.73]		[340.86]	[56.18]	[130.90]	
Investment Depreciation	2.63	334.22		[20.52]	26.27	227.88	
Standard Assets	[15.02]	51.11		[21.19]	50.14	[66.84]	
FITL	[74.11]	[96.02]		[36.39]	[1.30]	[47.69]	
NPV of Restructured A/cs	[162.64]	[76.70]		[121.51]	[13.03]	[19.16]	
Others	1.26	[4.80]		6.31	[4.27]	[67.16]	
Total Provisions	1,860.62	2253.84	21.13	560.08	428.25	841.14	50.18

RESOURCES / DEPLOYMENT


 [₹ cr]

Particulars	Mar 15	Mar 16	Mar 17	Increase [%]
Current Deposits	6,414.50	6,302.43	6,983.48	10.81
Savings Deposits	25,706.03	28,066.75	36,238.60	29.12
CASA Deposits	32,120.53	34,369.18	43,222.08	25.76
Term Deposits	72,927.67	73,491.66	68,414.48	[6.91]
Aggregate Deposits	1,05,048.20	1,07,860.84	1,11,636.56	3.50
CASA [%] to Total Deposits	27.71	29.27	37.93	
Inter Bank Deposits	10,887.88	9,570.13	2306.21	[75.90]
TOTAL DEPOSITS	1,15,936.08	1,17,430.97	1,13,942.77	[2.97]
GROSS ADVANCES	80,629.24	85,810.67	77,537.84	[9.64]
BUSINESS MIX	1,96,565.32	2,03,241.64	1,91,480.61	[5.79]

ADVANCES

[₹ cr]

Particulars	Mar 15	Mar 16	Mar 17
Gross Advances	80,629	85,811	77,538
[Growth %]	[2.55]	[6.43]	[-9.64]
Priority Sector	25,245	29,884	29,018
[Growth %]	[8.40]	[18.38]	[-2.90]
Agriculture	9,177	12,618	13,044
[Growth %]	[15.51]	[37.50]	[3.38]
MSME	15,256	13,983	12,458
[Growth %]	[15.42]	[-8.34]	[-10.91]
Retail	10,910	12,053	13,301
[Growth %]	[12.41]	[10.48]	[10.35]
CD Ratio	69.55	73.07	68.05

COMPOSITION OF ADVANCES


 [₹ cr]

Parameter	Outstanding as of		Growth over Mar 16		% to Total Advances
	Mar 16	Mar 17	Amt	%	
Agriculture	12,618	13,044	426	3.38	16.82
MSME	13,983	12,458	[1525]	[10.91]	16.07
Large Industries	30,548	27,951	[2,597]	[8.50]	36.05
Retail	12,053	13,301	1,248	10.35	17.15
Food Credit	1,347	918	[429]	[31.85]	1.18
Others	15,262	9,866	[5,396]	[35.35]	12.73
Total	85,811	77,538	[8,273]	[9.64]	100.00

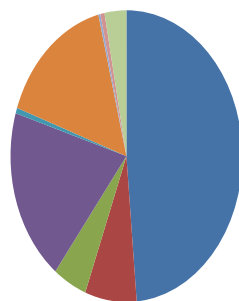
RETAIL PORTFOLIO



Particulars	March 16	March 17	Y-o-Y Growth %
Direct Retail	10,290.82	11,460.41	11.37
Total Retail	12,052.90	13,300.97	10.35
% of Gross Advances	14.04	17.15	

Segment	Amount	% To Direct Retail
Housing	6,279.63	54.79
Vehicle	896.02	7.82
Education	1,509.72	13.17
Mortgage	1,035.63	9.04
Personal	35.72	0.31
Dena Trade	1,368.25	11.94
Doctor +	21.54	0.19
Gold Loan	52.45	0.46
Others	261.45	2.28
Total	11,460.41	100

Retail Advances



- Housing
- Vehicle
- Education
- Mortgage
- Personal
- Dena Trade
- Doctor +
- Gold Loan
- Others

PRIORITY SECTOR LENDING

(Including RIDF & IBPC)

[₹ cr]

Sr No	Parameters	March 16	March 17	Y-o-Y	Targets FY 16-17
1	Agriculture (Including RIDF, PSLCs, PTC & IBPC)	15,912.42	16,374.50	2.90	16,375
2	MSME-PS	13,957.00	15,316.39	9.74	15,575
3	Others	4,247.68	5301.43	24.81	4,400
4	Total PSL (Including RIDF, PSLCs, PTC & IBPC)	34,117.10	36992.32	8.43	36,350
5	PSL % to ANBC	40.23	40.71		

TREASURY MANAGEMENT

[₹ cr]

Particulars		March 16	March 17	% Growth	% to Total Investment
Gross Investment		35,344.54	40,189.77	13.71	100
Of which					
(i) HFT		0.00	405.67		1.01
(ii) AFS		7,879.61	13,911.25	76.55	34.61
(iii) HTM		27,464.94	25,872.85	[5.80]	64.38
SLR Investment		30,095.22	34,753.47	15.48	86.47
Non-SLR Investment		5,249.32	5,436.30	3.56	13.53
of which - Rated		5,229.61	5,416.59		
- Unrated		19.71	19.71		
Average Yield on all Investments [FY]		7.75	7.57		
Trading Profits [FY]	HFT	[9.52]	55.12		
	AFS	70.15	438.84		
	HTM	<u>45.97</u>	138.01		
	Total	106.60	631.97		
VAR		34.79	73.64		
M. Duration (Yrs)	AFS + HFT	5.68	6.41		
	HTM	4.19	4.49		
		4.50	5.12		

INVESTMENTS

[₹ cr]

Particulars	March 16	March 17	% to Total
GROSS INVESTMENTS	35,344.54	40,189.77	100
SLR INVESTMENTS			
Treasury Bills	0.00	0.00	0.00
CG securities	22,608.76	26,044.70	64.80
State Govt. Securities	7,486.46	8,708.77	21.67
Other Approved Securities			
Total	30,095.22	34,753.47	86.47
NON-SLR INVESTMENTS			
PSU Bonds	4,112.72	3,720.86	9.26
Corporate Debentures	368.79	329.81	0.82
CDs	0.00	200.47	0.50
CPs	0.00	0.00	0.00
Shares of PSUs /Corporates & Others	269.54	474.63	1.18
Regional Rural Banks	19.33	19.33	0.05
Units of MF	6.00	3.00	0.01
Venture CF	46.92	44.34	0.11
Security Receipts	426.02	611.06	1.52
CBLO & OthersPTC	0.00	32.80	0.08
Total	5,249.32	5,436.30	13.53

ADVANCES - CLASSIFICATION



[₹ cr]

Asset Category	March 16		March 17	
	Amount	% age	Amount	% age
Standard	77,250.18	90.02	64,919.11	83.73
Sub Standard	2,104.81	2.45	4,381.01	5.65
Doubtful	6,076.71	7.09	7,675.61	9.90
Loss	378.97	0.44	562.11	0.72
Total NPAs	8,560.49	9.98	12,618.73	16.27
Total	85,810.67	100	77,537.84	100

MOVEMENT OF NPA

 [₹ cr]
 

Particulars	Full Year		Quarter	
	March 16	March 17	March 16	March 17
Gross NPA Opening Balance	4,393.04	8,560.49	7,916.47	11,301.78
Less: Cash recoveries	728.00	1,119.87	360.11	393.16
Less: Up gradations	443.34	755.87	179.06	208.44
Less: Write off	759.66	833.39	452.70	402.73
Total Reductions	1,931.00	2,709.13	991.87	1,004.33
Add: Slippage & Debit Operations	6,098.45	6,767.37	1,635.89	2,321.28
GROSS NPA	8,560.49	12,618.73	8,560.49	12,618.73
GROSS NPA [%]	9.98	16.27	9.98	16.27
NET NPA	5,230.47	7,735.12	5,230.47	7,735.12
NET NPA [%]	6.35	10.66	6.35	10.66
Recovery in w/o A/cs	65.62	114.70	16.10	85.50

EXPOSURE TO MAJOR INDUSTRIES



Particulars	March 16		March 17	
	Sector	Amount	% age	Amount
Infrastructure	13,098.20	15.26	11,465.70	14.79
Power	7,420.44	8.65	4,331.87	5.59
Telecom	1,431.10	1.67	1,855.63	2.39
Roads & Ports	2,734.36	3.19	3,002.29	3.87
Other Infra	1,512.27	1.76	2,275.91	2.94
Metal incl Iron & Steel	4,754.02	5.54	4,642.97	5.99
Textiles	4,296.40	5.01	3,641.93	4.70
Chemical & Chemical Products	1,148.78	1.34	862.67	1.11
All Engineering	3,025.16	3.53	2,955.86	3.81
Gems & Jewellery	745.89	0.87	743.30	0.96
Food Processing	1,792.39	2.09	1,424.54	1.84
Construction	3,064.60	3.57	2,627.48	3.39

RESTRUCTURED ADVANCES



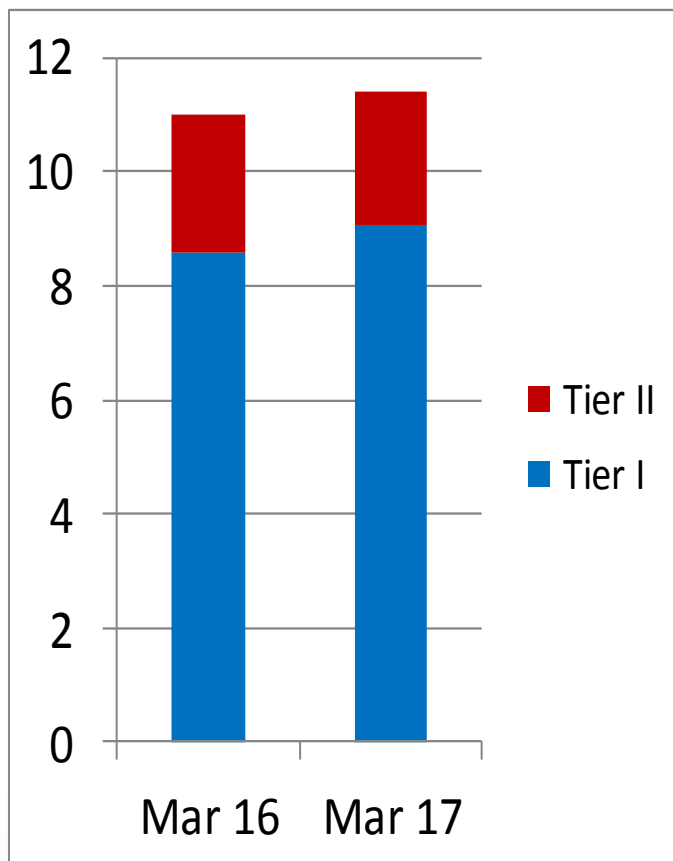
[₹ cr]

Particular Sector	March 16		March 17	
	Amount	% age	Amount	% age
Agriculture	287.00	3.60	311.46	4.43
Power	1,983.92	24.86	1,559.47	22.16
Textiles	386.48	4.84	322.32	4.58
Cement & Products	216.78	2.72	180.37	2.56
Iron & Steel	1,449.13	18.16	1,381.81	19.63
Telecom	218.85	2.74	342.50	4.87
Civil Aviation	157.49	1.97	157.29	2.24
Hotel	64.32	0.81	64.48	0.92
Petro Chemical	0.00	0.00	0.00	0.00
Other Infrastructure	697.49	8.74	647.21	9.20
Others	2,519.44	31.56	2,070.58	29.42
Total	7,980.90	100.00	7,037.49	100.00

CAPITAL ADEQUACY



[₹ cr]



Particulars	31.03.2016	31.03.2017
Net Worth	4,937.70	4,842.92
Risk Weighted Assets	87,616.35	83,174
Total Capital Funds	9,635.31	9,472.22
Tier I Capital	7,527.98	7,523.18
Tier II Capital	2,107.33	1,949.04

Capital Adequacy Ratio		
Particulars	31.03.2016	31.03.2017
Under Basel III	11.00	11.39
Tier I	8.59	9.05
Tier II	2.41	2.34

KEY RATIOS

Particulars		Full Year		Quarter		
		Mar 16	Mar 17	Mar 16	Dec 16	Mar 17
A	Cost of Deposits [%]	7.20	6.43	6.90	6.32	6.05
B	Cost of Funds [%]	7.25	6.54	6.96	6.44	6.16
C	Yield on Advances [%]	10.05	8.98	9.57	9.20	7.75
D	Yield on Investments [%]	7.75	7.57	7.73	7.52	7.41
E	Yield on Funds [%]	8.84	8.03	8.51	8.21	7.14
F	Net Interest Margin [%]	2.16	2.00	2.12	2.23	1.48
G	Provision Coverage Ratio [Incl Tech W/O]	52.79	50.56	52.79	51.61	50.56

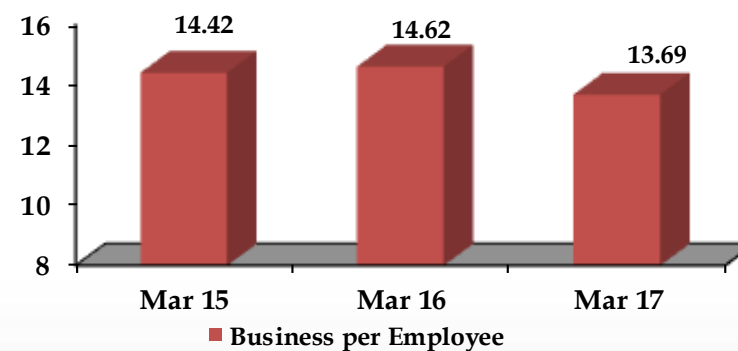
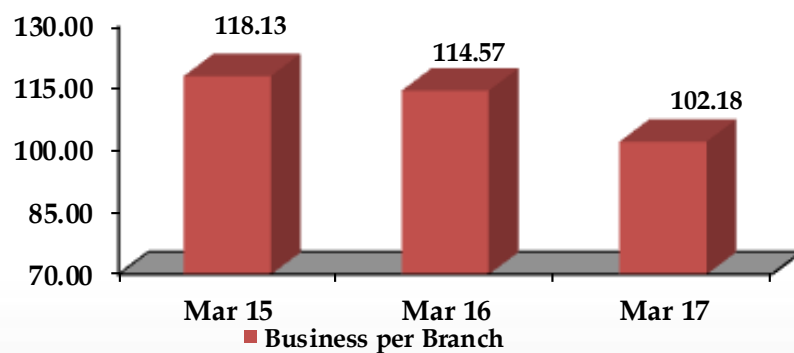
KEY RATIOS

Particulars		Full Year		Quarter		
		Mar 16	Mar 17	Mar 16	Dec 16	Mar 17
A.	Cost to Income Ratio	71.03	62.01	72.21	56.86	65.24
i)	Staff Cost to Income Ratio	45.35	40.55	43.19	36.22	44.04
ii)	Other Overhead to Income Ratio	25.68	21.46	29.02	20.64	21.20
B	Net Profit to Total Income	[8.23]	[7.55]	[11.44]	1.18	[22.02]
C	Return on Assets [Annualised]	[0.75]	[0.67]	[1.02]	0.11	[1.77]
D	Return on Equity [Annualised]	[13.54]	[13.50]	[18.43]	2.22	[8.88]
E	Earning Per Share	[15.50]	[11.89]	[5.05]	0.45	[7.31]
F	Book Value	87.98	65.42	87.98	72.25	65.42

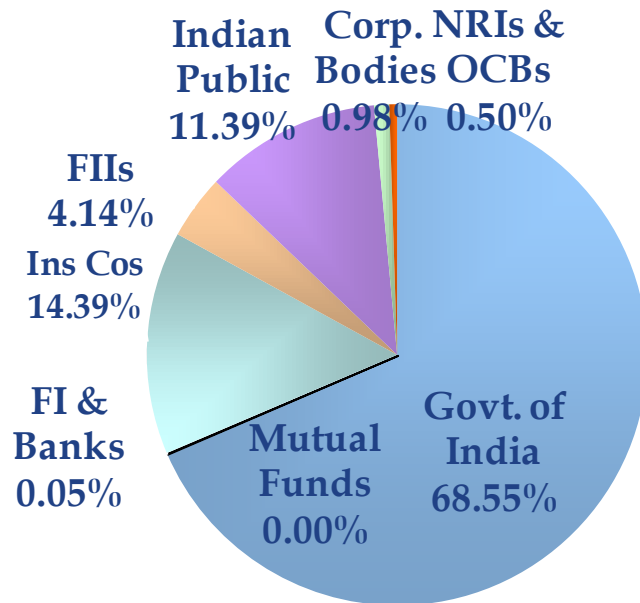
PRODUCTIVITY RATIOS



Particulars	March 16	March 17
Business per Branch [₹ cr]	114.57	102.18
Business per Employee [₹ cr]	14.62	13.69
Profit Per Branch [₹ lacs]	[52.72]	[46.08]
Profit Per Employee [₹ lacs]	[6.73]	[6.18]



SHARE HOLDING PATTERN



• Share Capital	₹ 787.15 cr
• No. of Shares	78.71cr
• Net worth	₹ 4,842.92cr
• B. V. per share	₹ 65.42
• Return on Equity (annualized)	[13.50]%

Govt. of India	68.55
FII	4.14
Insurance Companies	14.39
FIs/Banks	0.05
Mutual Funds	0.00
Bodies Corporate	0.98
NRI & OCBs	0.50
Public	11.39

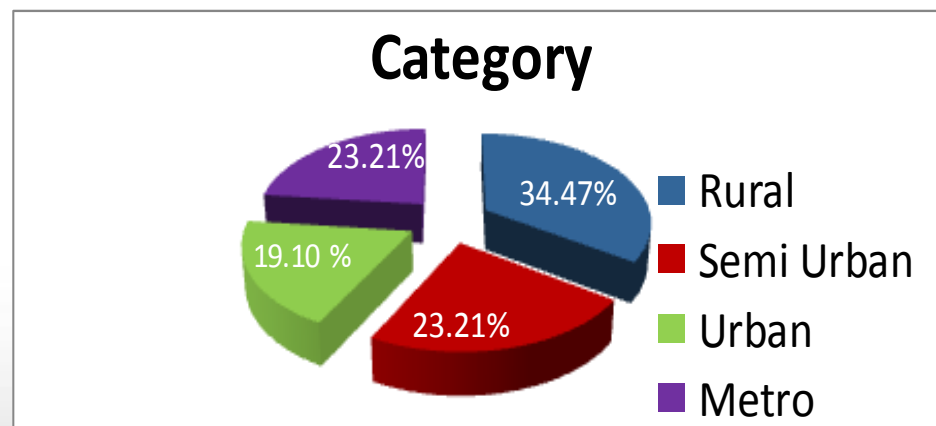
BRANCH NETWORK



	March 16	March 17
Branches	1,846	1,874
Ext. Counters	5	5
ATMs	1,471	1,538
E- smart Lobbies	74	95

Category	March 17	% share
Rural	646	34.47
Semi Urban	435	23.21
Urban	358	19.10
Metro	435	23.21
Total	1,874	100.00

Bank has opened 30 new branches during the FY 2016-17.



HIGHLIGHTS

➤ FINANCIAL INCLUSION

- ❖ Bank has opened 39.90 lacs accounts under Pradhan Mantri Jan Dhan Yojana [PMJDY] against the target of 18.50 lacs and also issue 26.14 lacs RuPay Cards.
- ❖ Bank has covered all the allotted 6439 villages under FI. Out of above 5758 villages through BC model and 681 villages through Brick & Mortar Branches.
- ❖ Bank has enrolled 9.86 crores residents for Aadhar Number as of March 2017 and having top position amount Non State Registrars (NSR) to UIDAI. Bank has earned net non interest commission income of Rs. 16.37 cr. during FY 2016-17.

➤ IT Initiatives

- ❖ Bank has targeted to establish 100 E Smart Centers by March 2017 of which 95 are already established during FY 2016-17.
- ❖ Bank has targeted to installed 10,000 POS by March, 2017 of which 5,300 are already installed.
- ❖ Bank has launched a new mobile banking channel i.e. Unified payment Interface (UPI) promoted by NPCI.



Thank You !

