

<p><b>बैंक ऑफ महाराष्ट्र</b>          प्रधान कार्यालय          लोकमंगल, 1501, शिवाजीनगर,          पुणे-5</p>		<p><b>BANK OF MAHARASHTRA</b>          Head Office          LOKMANGAL, 1501, SHIVAJINAGAR,          PUNE-5</p>
<p>निवेशक सेवाए विभाग/ Investor Services Department</p>		
<p>टेली/TELE: 020 25511360 फेक्स/ FAX: 020 25533246 ई-मेल / e-mail: investor_services@mahabank.co.in</p>		

**AX1/ISD/STEX/2017-18**

**Date: 13.11.2017**

The General Manager,  
 Department of Corporate Services,  
 BSE Ltd.,  
 P.J Towers,  
 Dalal Street, Fort,  
 Mumbai-400 001

The Vice President,  
 Listing Department,  
 National Stock Exchange of India Ltd.,  
 Exchange Plaza,  
 Bandra Kurla Complex,  
 Bandra (East), Mumbai-400 051

Ref: BSE Scrip Code - 532525 / NSE Scrip Code - MAHABANK-EQ

Dear Sir / Madam,

**Sub: Investor Presentation**

With reference to our earlier announcement dated 13<sup>th</sup> November, 2017 regarding Analyst / Institutional Investors meet, please find the enclosed copy of Investor Presentation.

We request you to take the above on record in compliance with Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended.

A copy of Investor Presentation is also available on Bank's website i.e. [www.bankofmaharashtra.in](http://www.bankofmaharashtra.in)

Thanking you.

Yours faithfully,  
 For **Bank of Maharashtra**

  
 (Chandrakant Bhagwat)  
 Company Secretary & Compliance Officer



Encl: As above



बैंक ऑफ महाराष्ट्र  
Bank of Maharashtra

भारत सरकार का उद्यम

एक परिवार एक बैंक

# Bank of Maharashtra

## Investor Presentation



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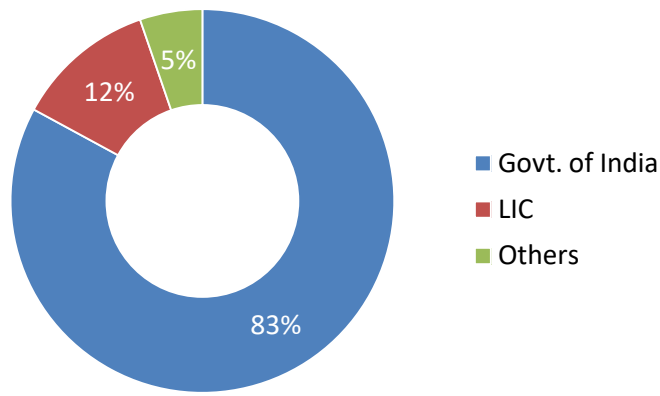
- ▶ Bank of Maharashtra : An Introduction
- ▶ Key Summary
- ▶ Financials Overview

# Bank of Maharashtra: An Introduction

## Snapshot

- **Bank of Maharashtra (“BoM”)** is a public sector bank founded in the year 1935 and based in Pune, Maharashtra
- It offers diversified products and services to corporates, small and medium enterprises, retail and agricultural customers
- Right from its inception, the focus of the Bank has been to assist small business enterprises, traders, self-employed and other common men
- Bank had 1,883 branches with strong presence of 61% in Maharashtra; 1,850 ATMs and 13,071 employees across verticals as on Sep. 30, 2017
- CRAR under Basel III stood at 11.28% with Tier 1 of 9.00% and CET1 including CCB of 7.17%

## Shareholding (as on September 30, 2017)

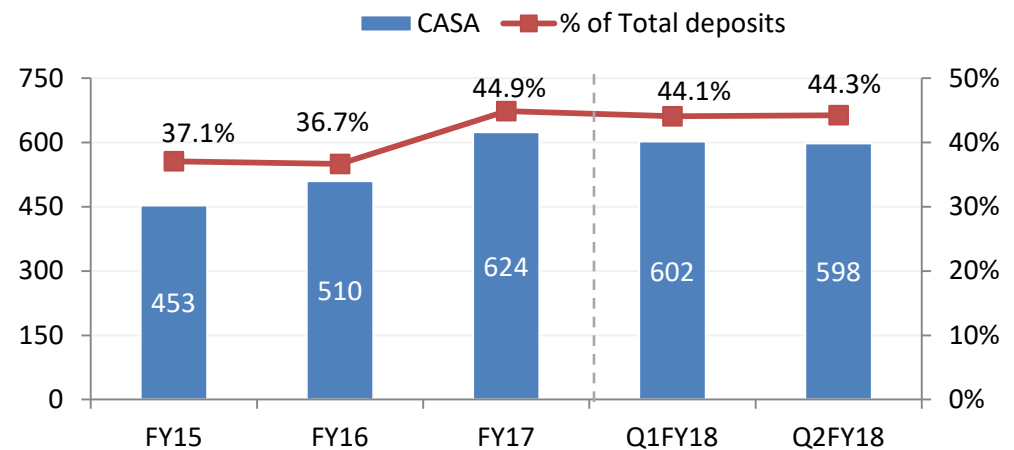


Note: CRAR – Capital Risk Adequacy Ratio, CASA – Current Account Savings Account

## Financials

INR bn	FY15	FY16	FY17	Q1FY18	Q2FY18
Total Income	136.7	140.7	135.7	32.1	33.0
NII	38.8	38.8	31.7	6.9	9.6
Operating Profit	23.6	23.5	18.3	5.3	6.9
PAT	4.5	1.0	(13.7)	(4.1)	(0.2)
Gross Advances	1012.1	1,112.4	1,015.4	971.0	929.7
Gross Investments	328.2	363.3	388.4	405.6	374.7
Gross Deposits	1,221.2	1,389.9	1,390.5	1366.3	1351.0

## CASA Deposits

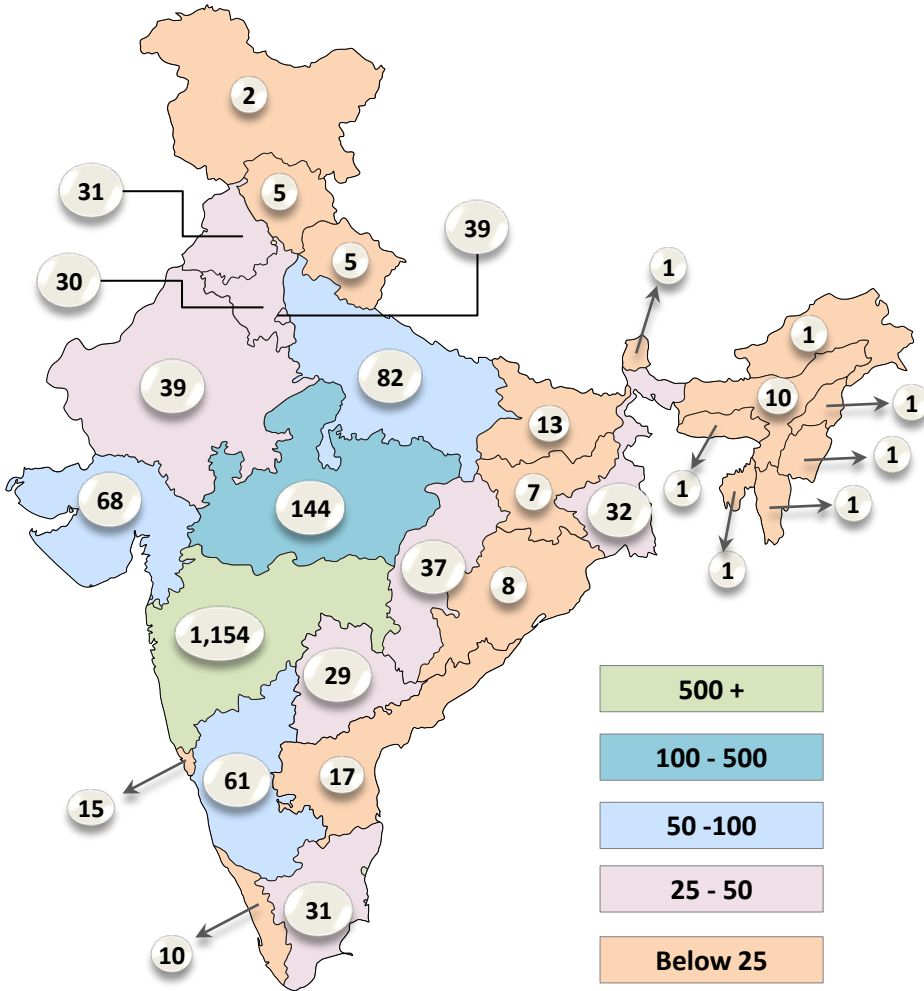


# Key Summary

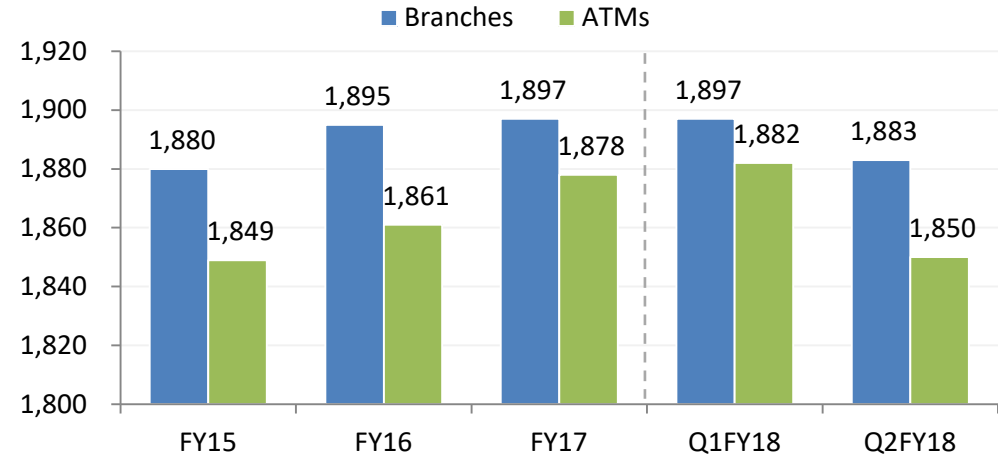
- 1 Wide Distribution Network with pan-India presence
- 2 Increasing focus on retail loans
- 3 Focused approach towards retail distribution
- 4 Healthy and diversified liability profile
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# Wide Distribution Network with pan India presence

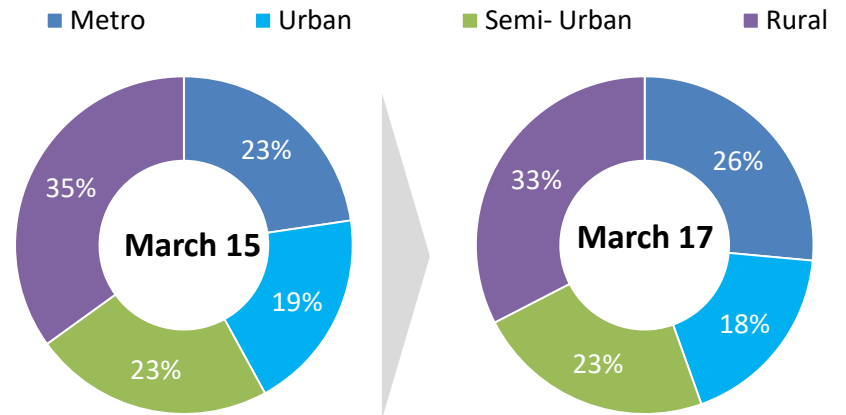
## Pan India Branch Network



## Branch & ATM Network



## Branches spread across regions

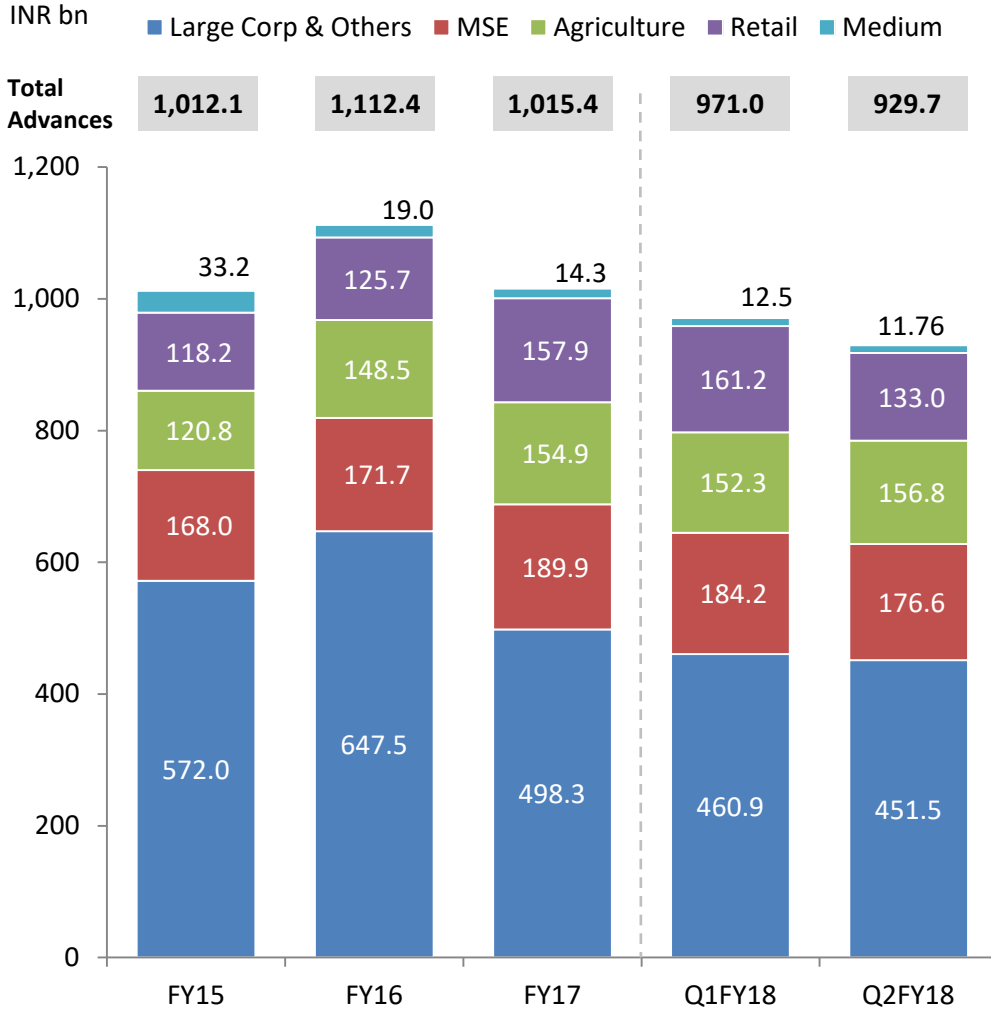


Bank of Maharashtra is a well-recognized and trusted brand with presence across 29 states and 5 union territories

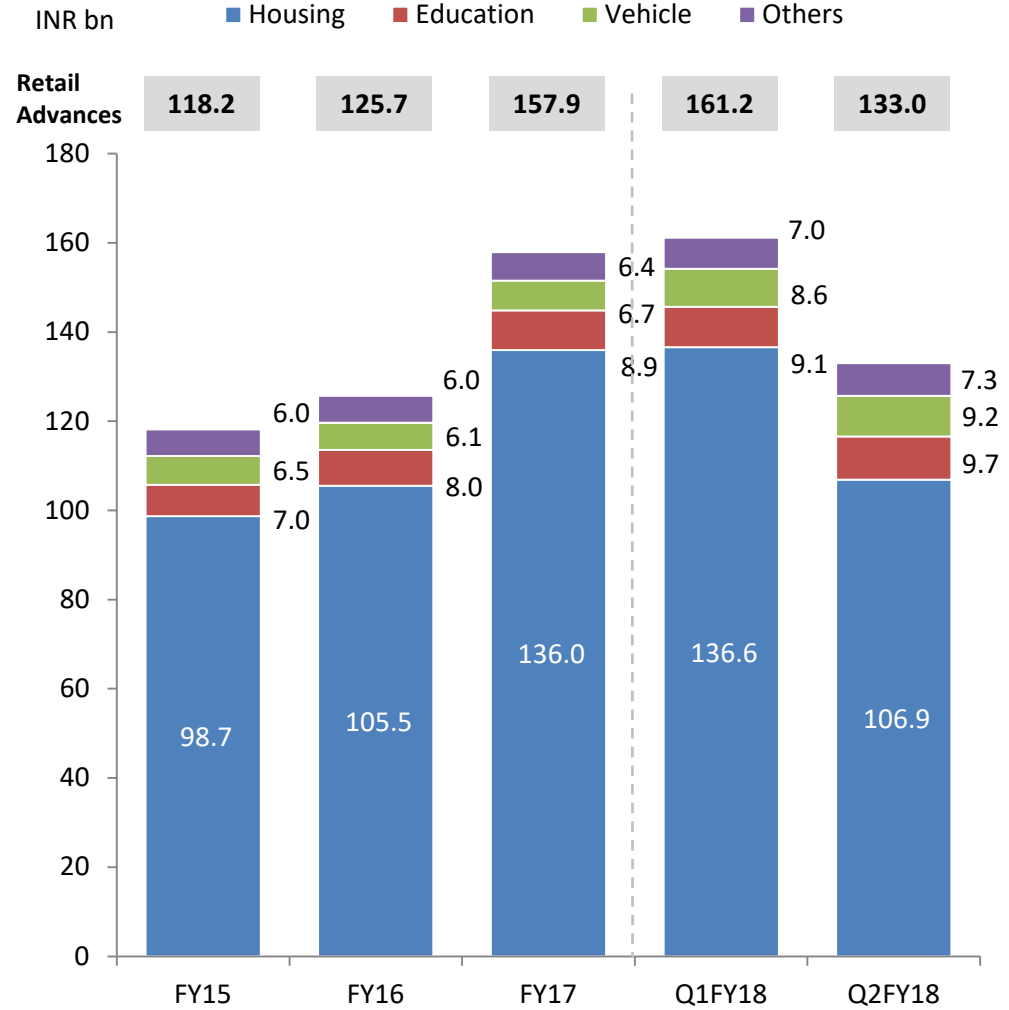
Number of branches as on September 30, 2017

# Increasing focus on retail loan products

## Total Advances



## Retail Loans

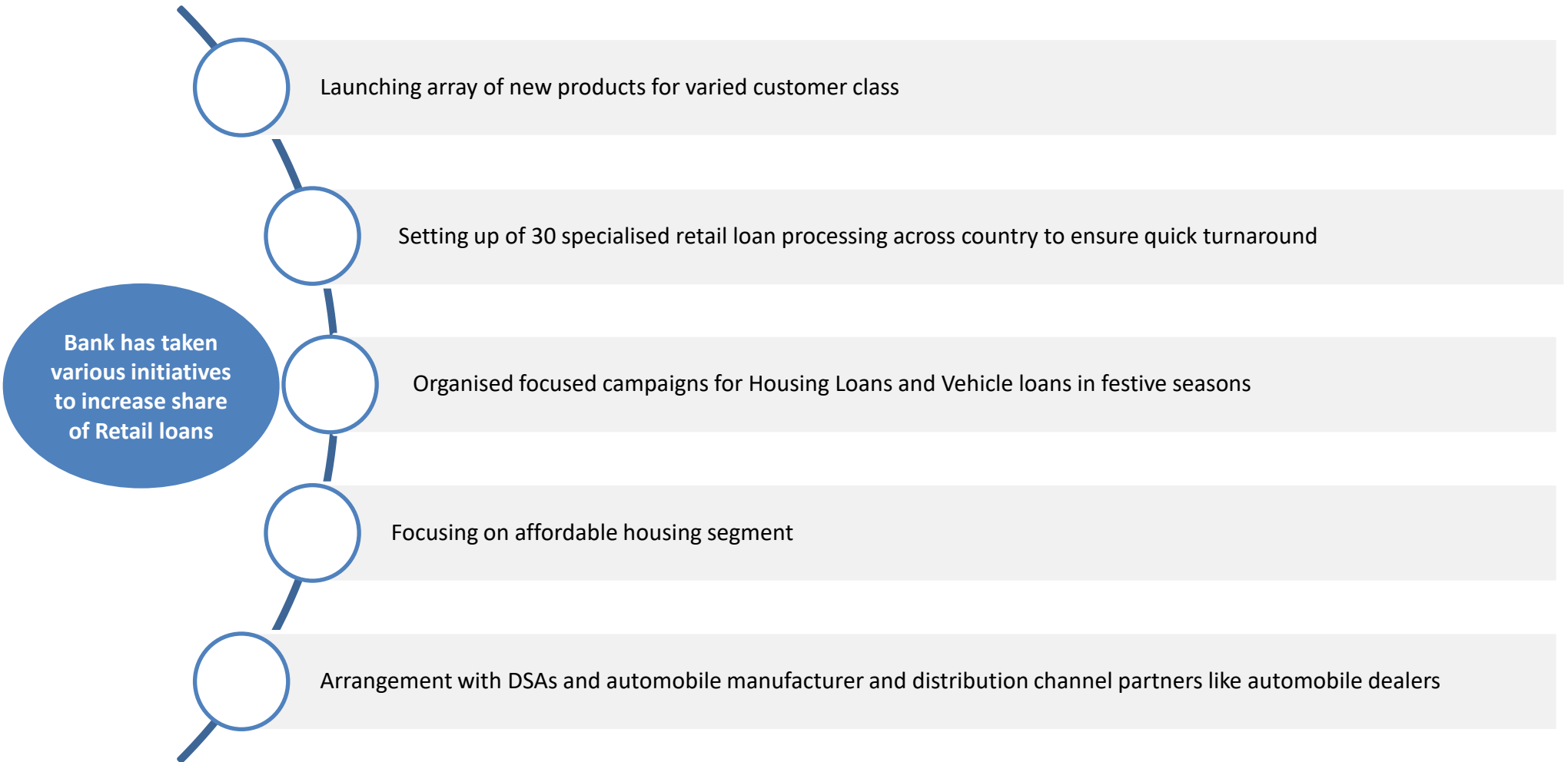


Banks exposure to the Large corporate segment has decreased while the Retail loans has shown a growth of 25.7% in FY17



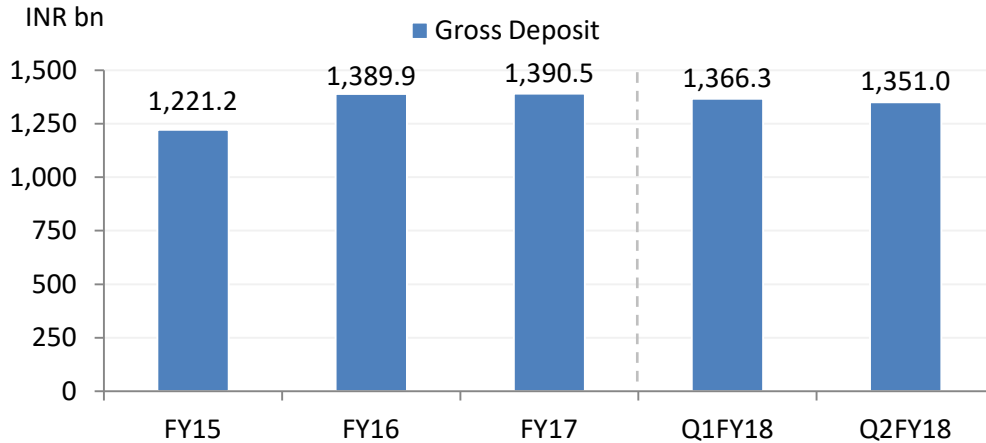
# Focused approach towards retail distribution

Bank has developed strong client base and robust relationships with customers which it intends to leverage for enhancing retail presence

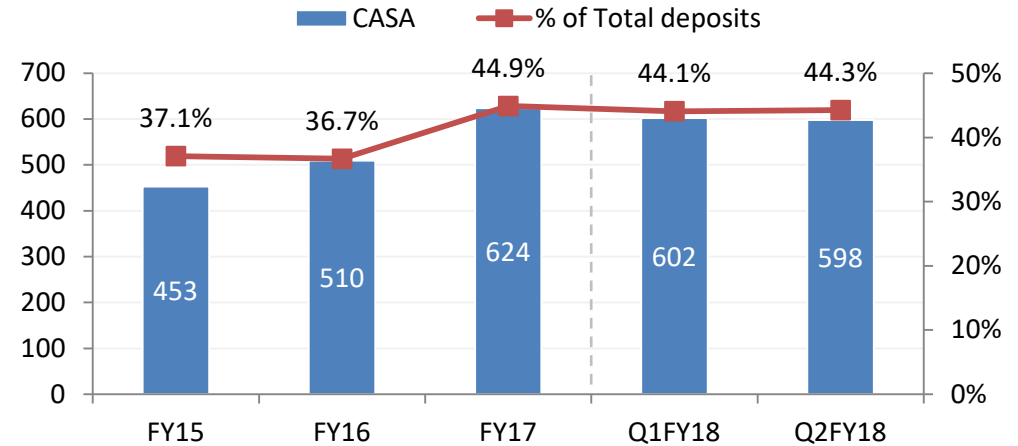


# Healthy and diversified liability profile

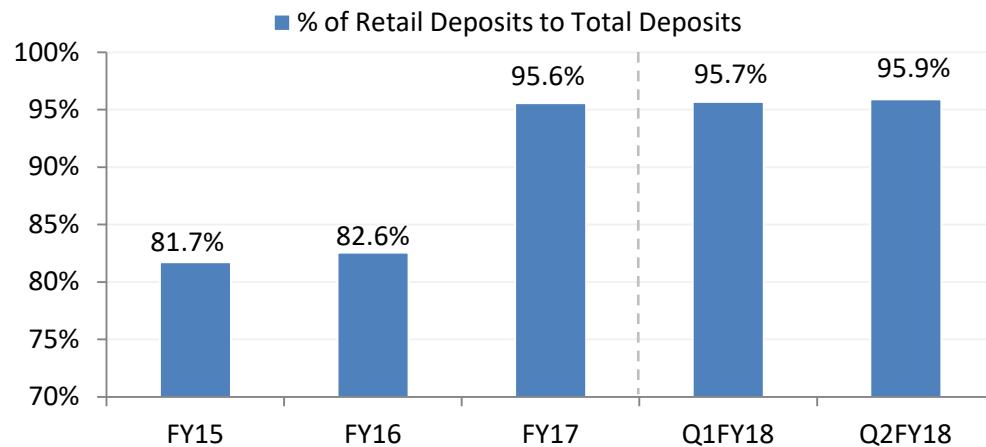
## Gross Deposit



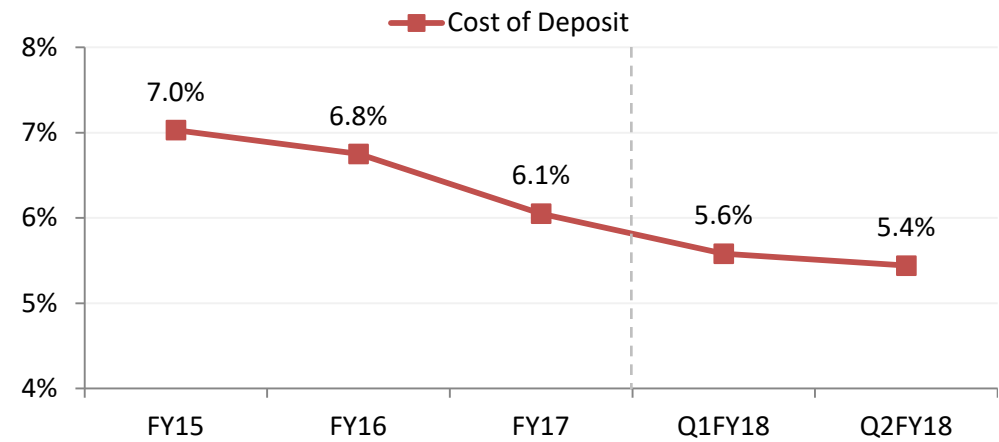
## CASA ratio



## Ratio of Retail Deposits to Total Deposits



## Cost of Deposits



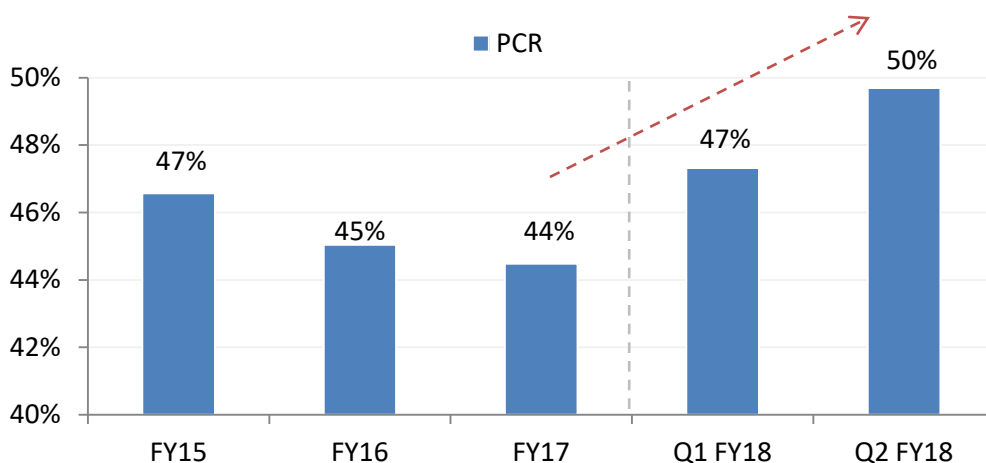
Bank has built a strong and granular customer base which has resulted in high CASA ratio and low Cost of Deposits

# Turnaround of non performing assets

## Movement of NPA

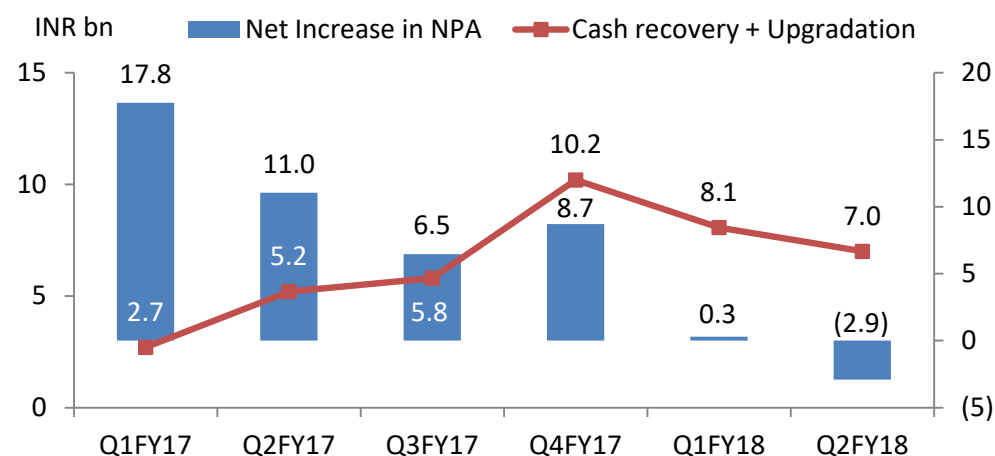
Figures in INR in billion	FY15	FY16	FY17	Q1FY18	Q2FY18
Opening Gross NPA	28.6	64.0	103.9	171.9	180.5
Less: Cash Recoveries	4.3	6.5	8.1	6.3	4.3
Less: Upgradation	4.0	1.9	1.5	1.8	2.7
Less Write Off	2.6	9.0	13.6	3.2	13.7
<b>Total Reduction [A]</b>	<b>10.9</b>	<b>17.4</b>	<b>23.2</b>	<b>11.2</b>	<b>20.7</b>
Add Slippages	46.2	56.2	90.3	16.3	10.3
Add Variation	0.1	1.0	0.9	3.6	2.3
<b>Total Addition [B]</b>	<b>46.3</b>	<b>57.2</b>	<b>91.2</b>	<b>19.8</b>	<b>12.6</b>
<b>Gross NPA</b>	<b>64.0</b>	<b>103.9</b>	<b>171.9</b>	<b>180.5</b>	<b>172.4</b>
Gross NPA [%]	6.33%	9.34%	16.93%	18.59%	18.54%
<b>Net NPA</b>	<b>41.3</b>	<b>68.3</b>	<b>112.3</b>	<b>112.6</b>	<b>109.9</b>
Net NPA [%]	4.19%	6.35%	11.76%	12.48%	12.68%

## Provisioning Coverage Ratio (PCR)



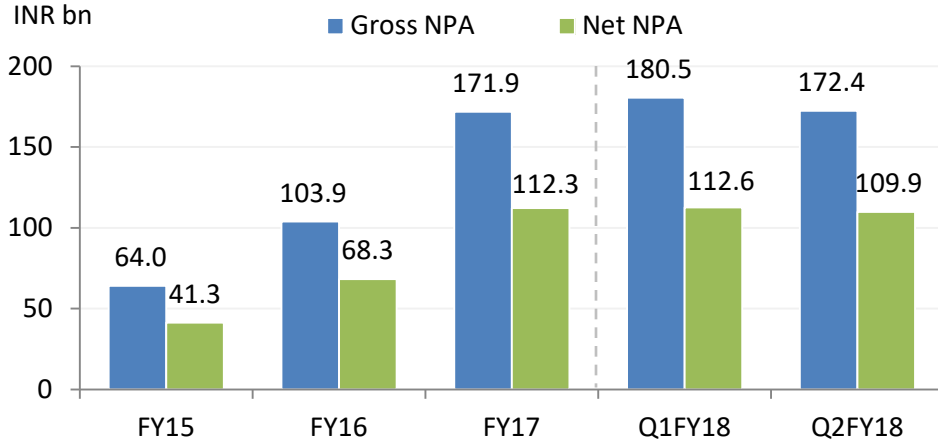
Note: Increase in NPA – Q-o-Q increase in NNPA

## Cash recovery plus up-gradation and Increase in NNPA<sup>1</sup>

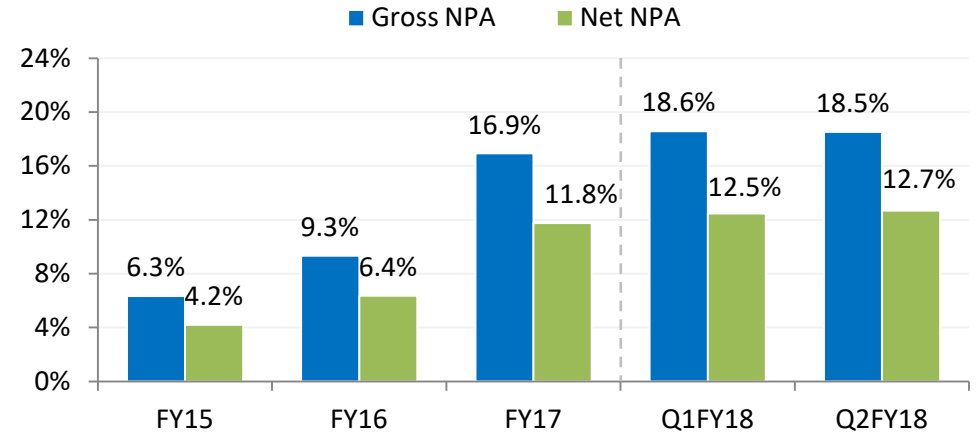


# Turnaround of non performing assets

## GNPA and NNPA

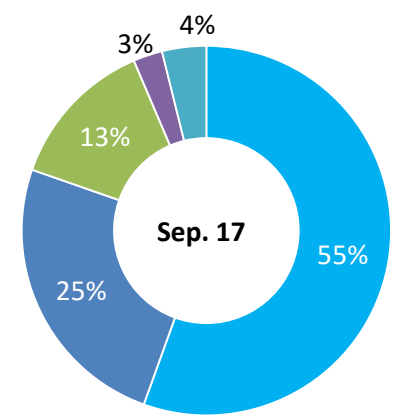
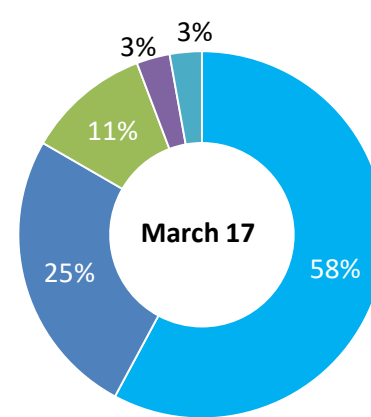
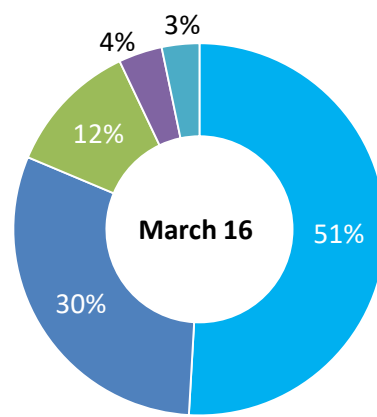
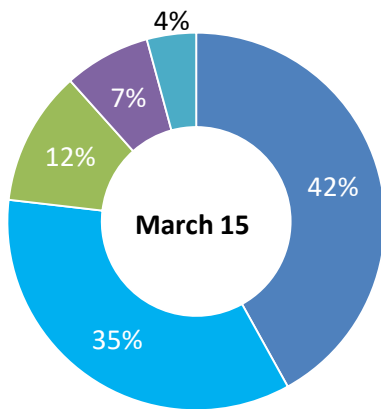


## GNPA and NNPA (%)



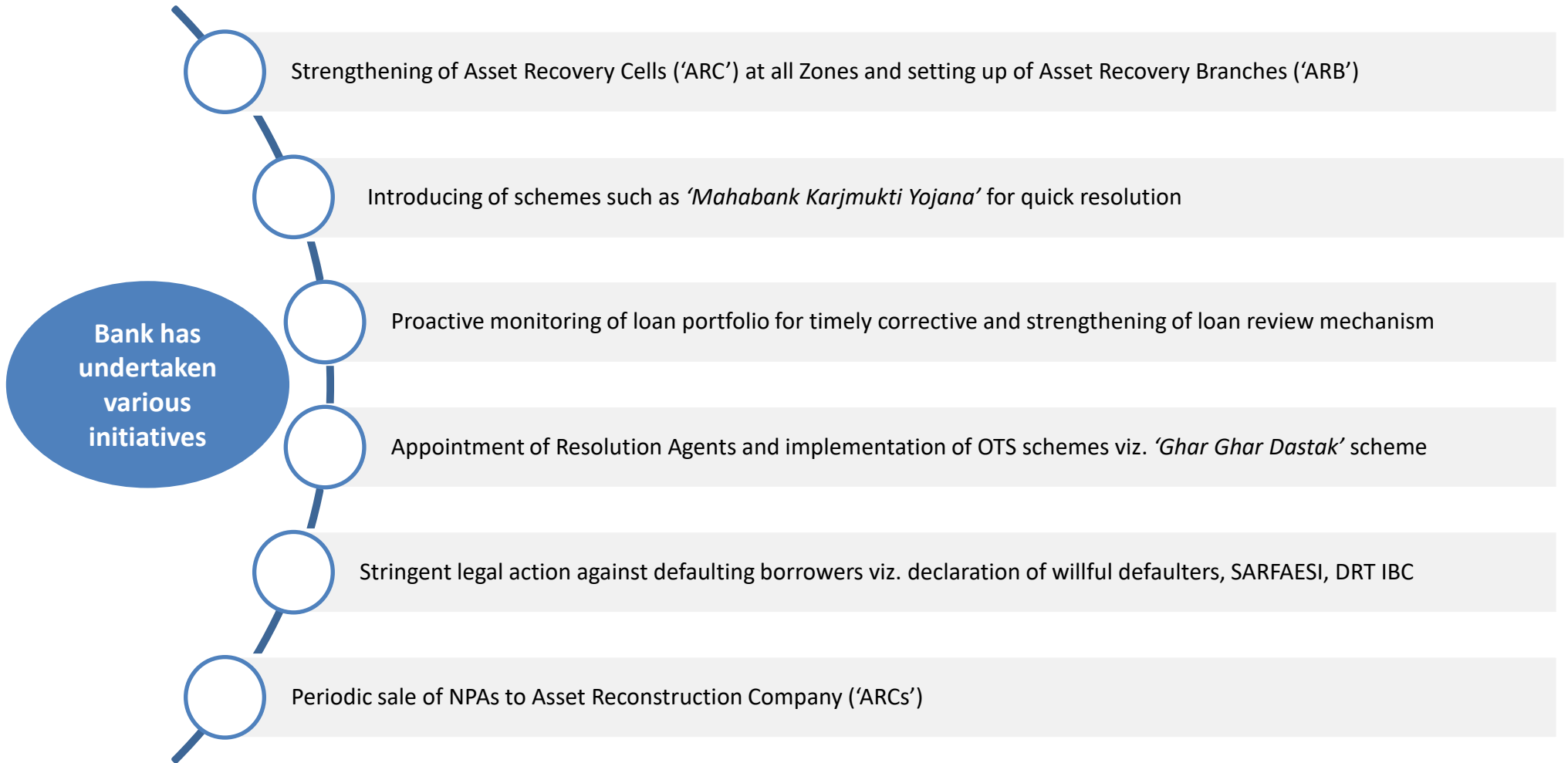
## Sector wise NPA breakup of Gross NPA

■ MSE ■ Large Corp & Others ■ Agriculture ■ Medium ■ Retail



# Strategy for improving asset quality and recovery

Bank has taken multiple steps to curtail further slippages and improve the quality of assets

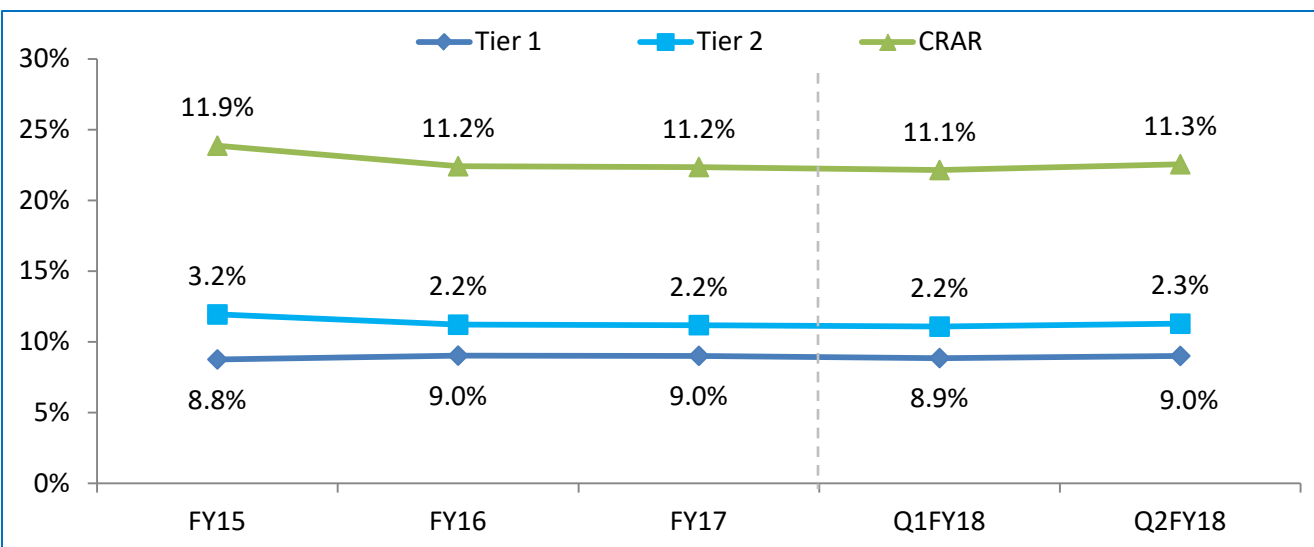


Bank has also implemented enhanced risk management procedures for evaluating loans

# Comfortable Capitalization

## Capital Adequacy (Basel III)

INR bn	FY15	FY16	FY17	Q1FY18	Q2FY18
<b>Risk Weighted Assets</b>	<b>934.4</b>	<b>1,016.9</b>	<b>954.7</b>	<b>889.0</b>	<b>839.7</b>
% of RWA to Gross Advances	92.3%	91.4%	94.0%	91.6%	90.3%
<i>Tier 1 Capital</i>	81.8	91.8	86.0	78.7	75.6
Tier 2 Capital	29.7	22.2	20.7	19.8	19.1
<b>Total Capital Funds</b>	<b>111.5</b>	<b>114.0</b>	<b>106.7</b>	<b>98.5</b>	<b>94.7</b>
Tier 1 Ratio	8.8%	9.0%	9.0%	8.9%	9.0%
Tier 2 Ratio	3.2%	2.2%	2.2%	2.2%	2.3%
<b>CRAR</b>	<b>11.9%</b>	<b>11.2%</b>	<b>11.2%</b>	<b>11.1%</b>	<b>11.3%</b>



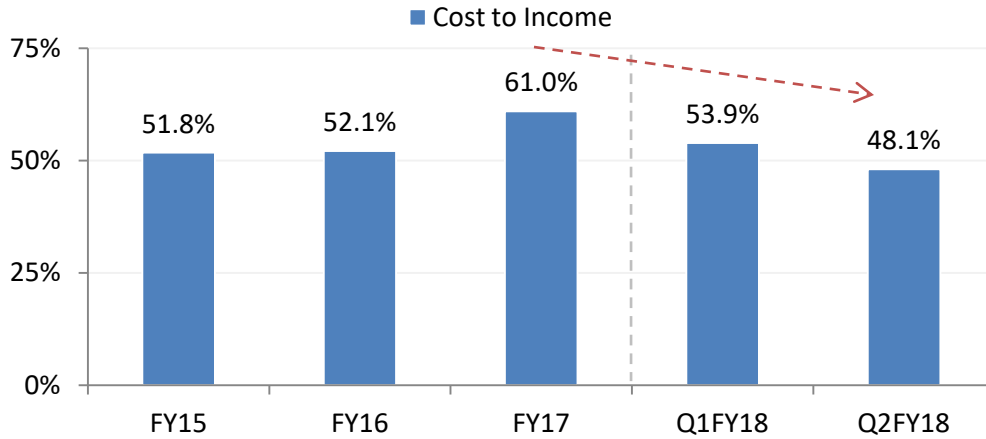
The Government of India, from time to time, has been providing support for augmenting the Tier I Capital of the Bank

# Strong capital support from Government

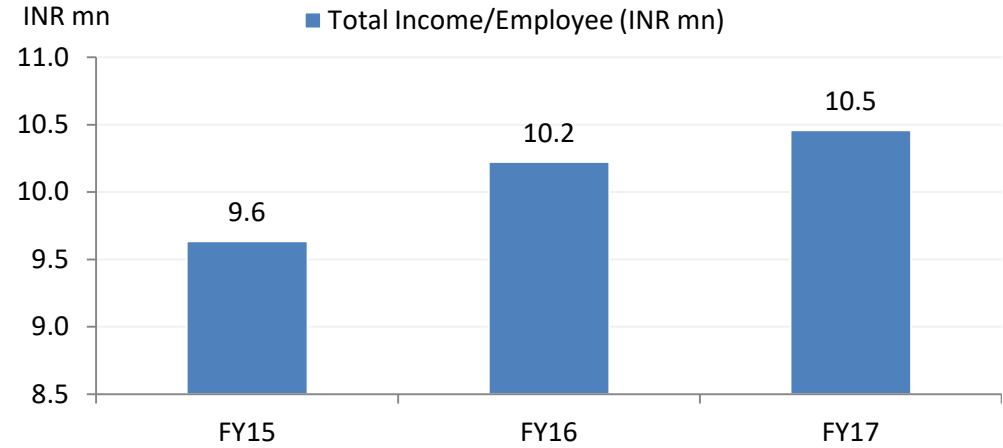
Year	Investor	Fund infusion (INR mn)	Particulars
August 2017	Issued to GOI	3,000	88,888,888 shares allotted to GOI (President of India) on Preferential basis
October 2015	Issued to GOI	3,940	105,150,787 shares allotted to GOI (President of India) on Preferential basis.
July 2014	Preferential allotment to GOI	5,880	133,363,574 shares allotted on conversion of PNCPS to GOI
December 2013	Preferential Issue of Shares to GOI	8,000	177,619,893 shares allotted to the GOI
March 2013	Preferential Issue of Shares to GOI	4,060	71,883,852 shares to the GOI on Preferential basis
March 2012	Preference Share Conversion to GOI	4,700	83,793,902 shares allotted to Government of India

# Improving Cost to Income ratio and better operating metrics

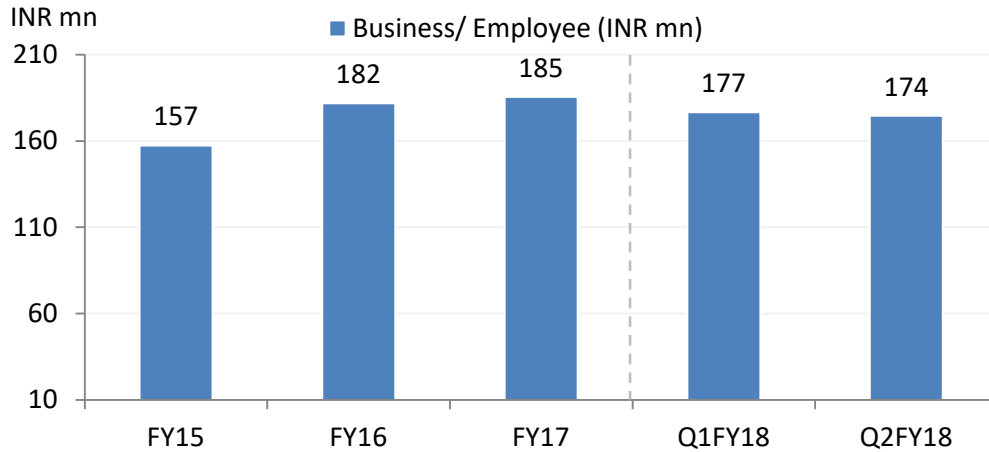
## Cost to Income ratio



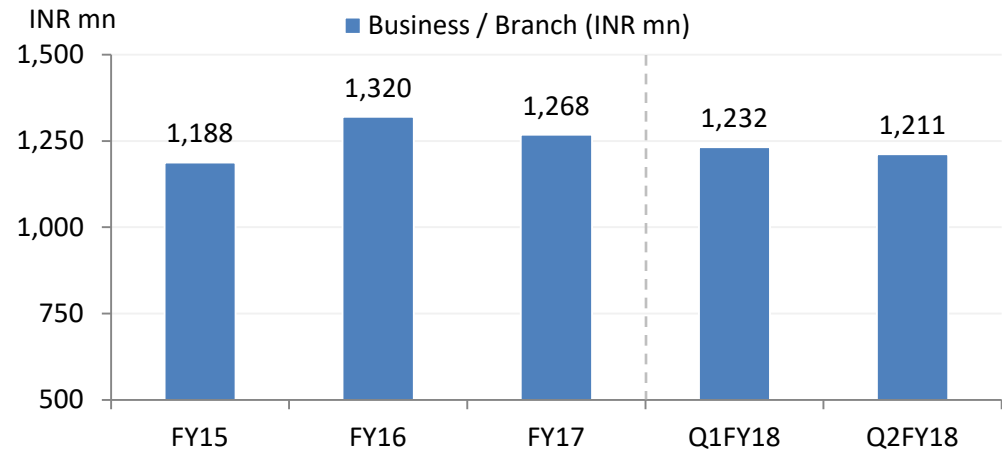
## Total Income per Employee



## Business<sup>1</sup> per Employee



## Business<sup>1</sup> per Branch



Bank has undertaken various measures to ensure better operating metrics

Note: Business – Gross Deposits plus Gross Advances



# Reduction in operating expenditure

Bank has undertaken measures for rationalization of Branch network and No. of Employees

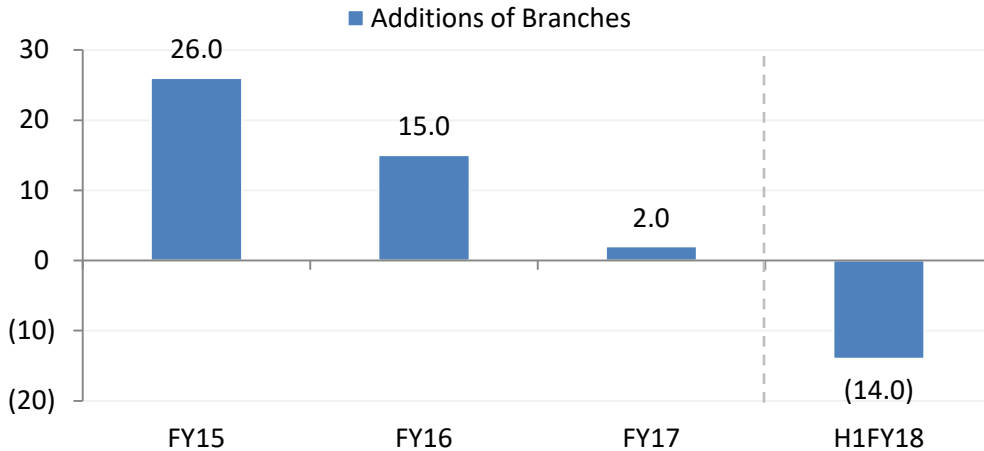
## Improving Branch efficiencies

- Non-profitable branches to be closed/ relocated/ merged
- Merging branches in close vicinity in Metro and Urban areas
- Examining rental costs through space audit and relocating branches based on net savings in costs
- Rationalizing number of zones
  - During H1FY18, Bank has merged 14 Branches and 3 Zonal offices

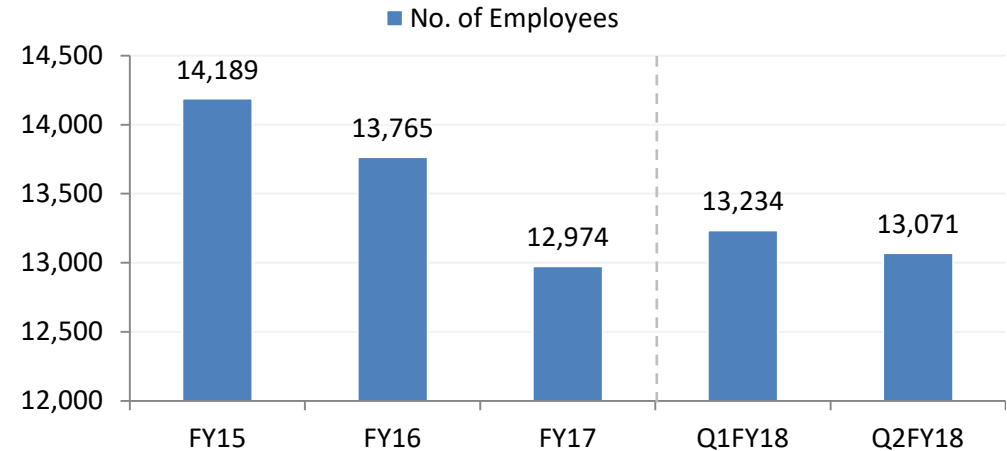
## Improving Employee efficiencies

- Number of Employees from FY15 to H1FY18 has come down by 1,118 employees
- Employees per Branch has decreased from around 7.5 per Branch to over 6.9 as on September 30, 2017

## Net addition of Branches



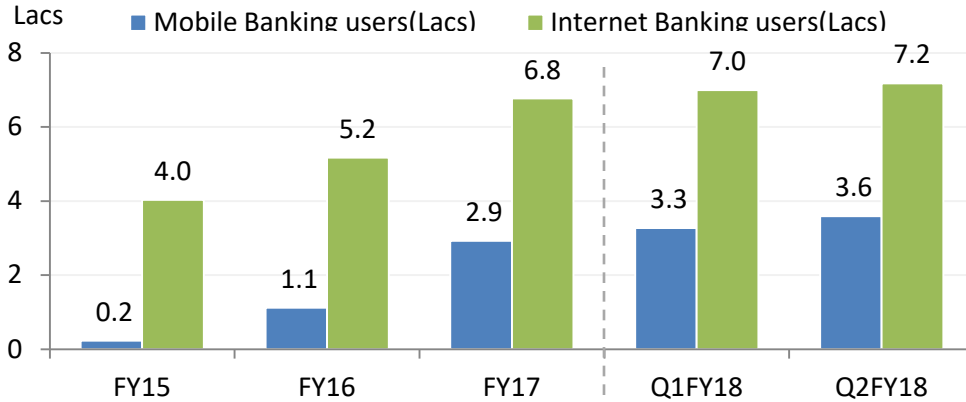
## Number of employees



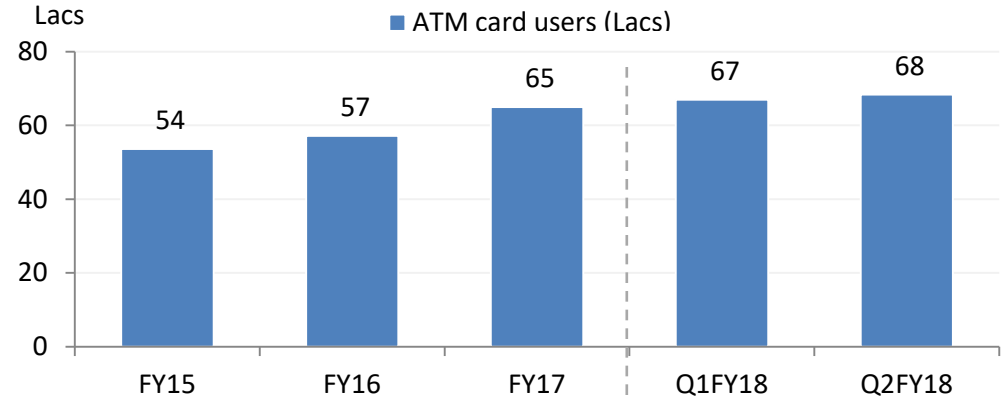
Bank has shown Q-o-Q improvement in Cost to Income ratio and has continued focus on improving operating efficiencies

# Focus on IT and digital technology

## Mobile & Internet Banking



## ATM card users



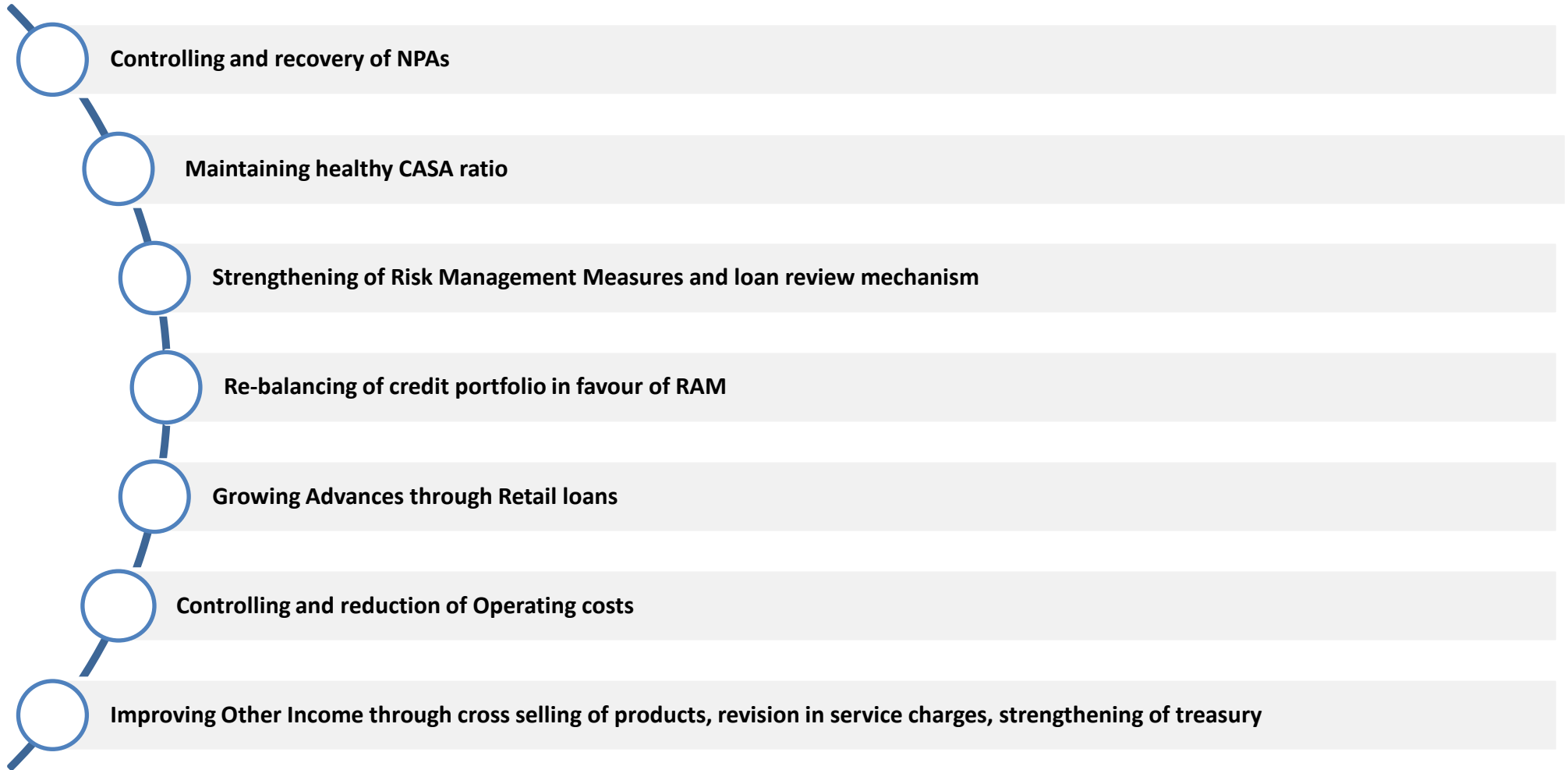
## Bank's strategy towards IT and Digital Technology

1	Customer interfacing technology	Maha Connect	Robust Internet Banking platform with two factor authentication system ensured by 'Maha Secure'; has seen increasing number of internet banking users
		Maha Mobile	A convenient and customer friendly and secure mobile banking services
2	Internal systems	EFT Switch	Bank has developed its own EFT switch for reduced risk and host of value added services
		Credit Tracking systems	<ul style="list-style-type: none"> <li>Implemented a Credit Proposal Trail Management System (CPTMS) to monitor movement and status of credit proposals at various levels</li> <li>Implementation of EWS</li> </ul>

We are offering our services through BCs and Bank mitra's which gives access to millions of citizens in the 'Bottom of the pyramid'

# Way forward

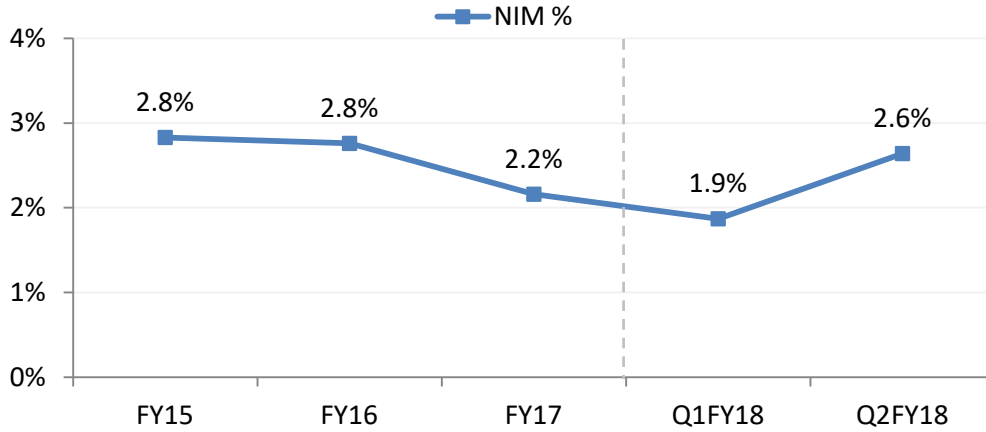
In a nutshell, Bank is on the path to achieving healthy financial position



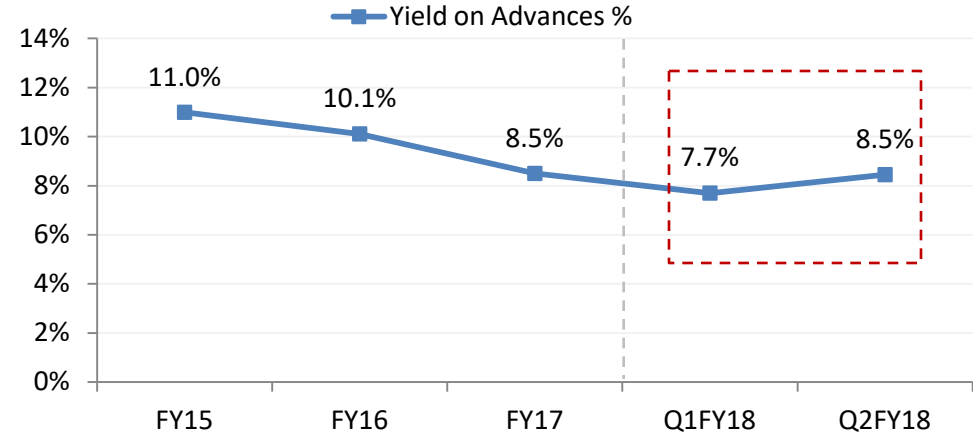
# Financial Overview

# Key ratios

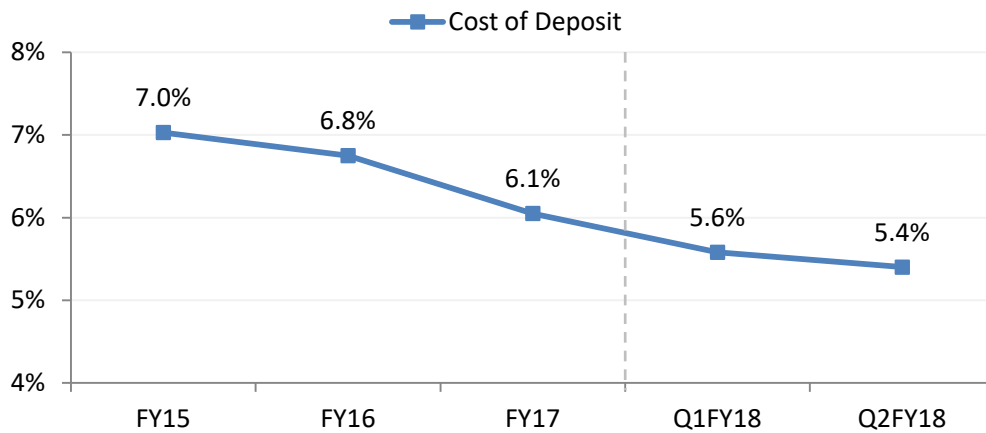
## Net Interest Margin (NIM)



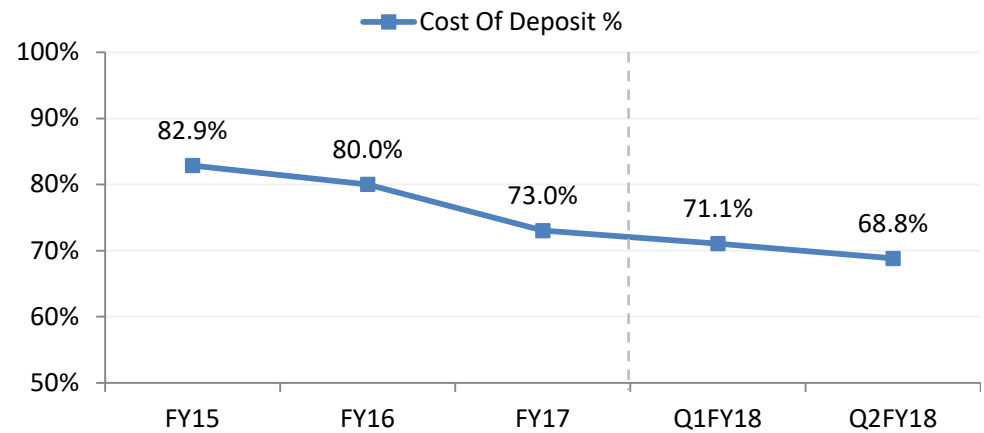
## Yield on Advances



## Cost of Deposit

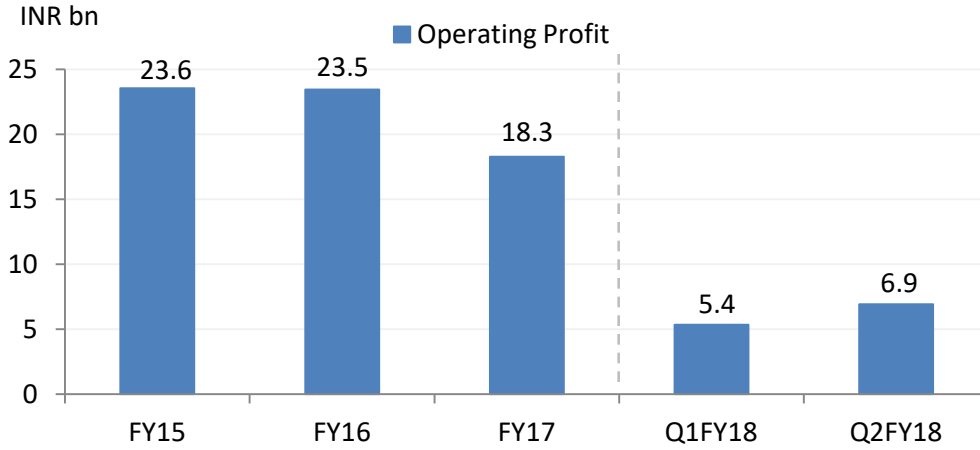


## Credit to Deposit ratio

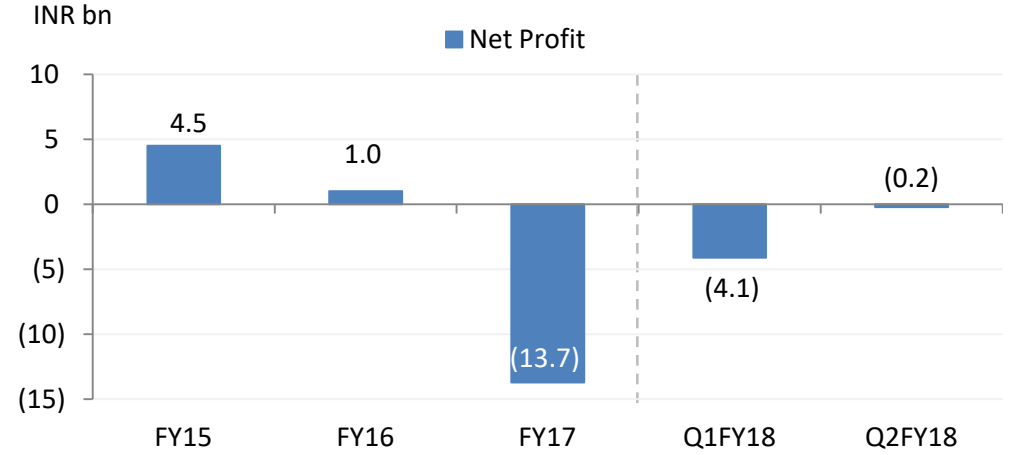


# Key ratios

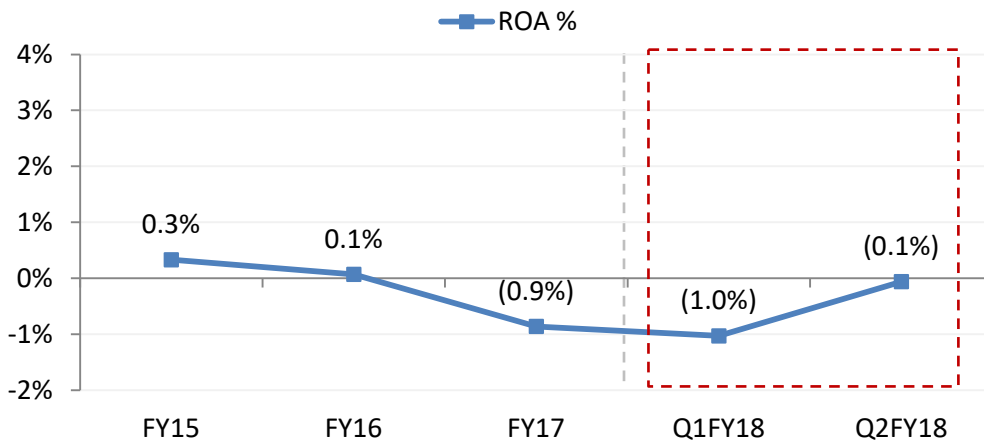
## Operating profit



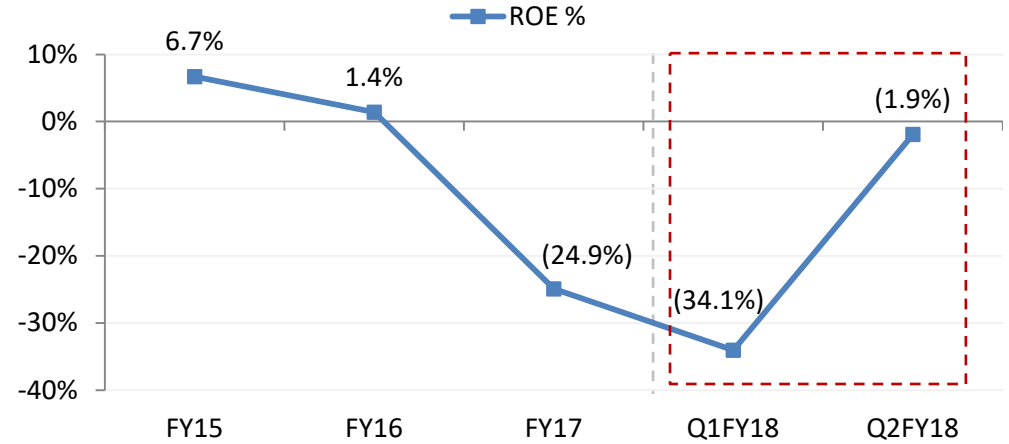
## Net profit



## RoA



## RoE



# Summary Financials

Figures in INR in billion	FY15	FY16	FY17	Q1FY18	Q2FY18
Interest Earned	126.7	130.5	120.6	27.5	29.3
Other Income	10.1	10.2	15.1	4.6	3.7
<b>Total Income</b>	<b>136.7</b>	<b>140.7</b>	<b>135.7</b>	<b>32.1</b>	<b>33.0</b>
Interest Expended	87.9	91.7	88.9	20.5	19.7
Operating Expenses	25.3	25.5	28.6	6.2	6.4
<b>Total</b>	<b>113.2</b>	<b>117.3</b>	<b>117.4</b>	<b>26.8</b>	<b>26.1</b>
<b>Operating profit</b>	<b>23.6</b>	<b>23.5</b>	<b>18.3</b>	<b>5.3</b>	<b>6.9</b>
Provisions & Contingencies	19.0	22.4	32.0	9.5	7.2
<b>Total Expenses</b>	<b>132.2</b>	<b>139.7</b>	<b>149.4</b>	<b>36.2</b>	<b>33.3</b>
<b>Net Profit for the year</b>	<b>4.5</b>	<b>1.0</b>	<b>(13.7)</b>	<b>(4.1)</b>	<b>(0.2)</b>
Figures in INR in billion	FY15	FY16	FY17	Q1FY18	Q2FY18
Capital	10.6	11.7	11.7	11.7	12.6
Reserves & Surplus	70.0	76.2	62.1	57.8	59.5
Deposits	1,221.2	1,389.9	1,390.5	1,366.3	1,351.0
Borrowings	111.3	92.3	81.4	63.4	58.4
Other Liabilities & Provisions	47.1	39.5	47.5	38.2	35.0
<b>Total Liabilities</b>	<b>1,460.2</b>	<b>1,609.6</b>	<b>1,593.2</b>	<b>1,537.4</b>	<b>1,516.5</b>
<b>ASSETS:</b>					
Cash and Balances with RBI	66.5	83.8	152.7	142.4	181.4
Balances with Banks, Money at call & short notice	1.0	9.4	13.7	1.7	10.2
Investments	327.7	362.3	385.9	402.9	371.9
Advances	986.0	1,075.6	955.2	902.5	866.6
Fixed Assets	14.3	16.9	15.9	15.6	15.2
Other Assets	64.7	61.5	69.9	72.3	71.1
<b>Total Assets</b>	<b>1,460.2</b>	<b>1,609.6</b>	<b>1,593.2</b>	<b>1,537.4</b>	<b>1,516.5</b>

# Board of Directors



**Ravindra R. Marathe**

*MD & CEO*

*Age: 59 years*

Over 35 years of rich Banking experience in Corporate Strategic Planning, Credit Appraisal, Performance Budgeting, Economic Research, MIS, Environmental Scanning, and Data Warehouse functions. He also worked at exceptionally large branches having exposure to Corporate Credit and Trade Finance for over six years.



**R. K. Gupta**

*Executive Director*

*Age: 57 years*

More than 33 years of experience in Banking Industry out of which more than 30 years with DENA BANK. Appointed as Executive Director of Bank of Maharashtra on 31st December 2013. Previously, he was a Member of IBA Committee on SME.



**Alekh C. Rout**

*Executive Director*

*Age: 57 years*

Having a vast Banking experience of 34 years and core competence in the area of Corporate Credit, Commercial Banking, Human Resource, General Administration. Previously, he served as Chief General Manager (Commercial Banking) in State Bank of Bikaner and Jaipur before joining Bank of Maharashtra



**Vandita Kaul**

*Government Nominee Director*

*Age: 51 years*

Over 27 years of experience in the area of Finance, budgeting, IT Project Management, Operations and CRM, Social assistance, Development of backward areas and border areas, Irrigation, Urban development, E-Governance, Administration etc.



**G. Sreekumar**

*Director - RBI Representative*

*Age: 56 years*

Serves as Chief GM of Department of Government and Bank Accounts, RBI Central Office, Mumbai. He is working in RBI since 1986 and has worked in the areas of banking regulation and supervision, government banking, currency management, rural credit, and training.



**R. Thamodharan**

*Shareholder Director*

*Age: 58 years*

Currently serves as Nominee Director in M/s Tidel Park Ltd. Over 29 years experience in LIC of India holding following significant positions such as Executive Director, Managing Director and CEO of LIC International B.S.C.9 and Regional Manager Marketing



**Archana Ravindrari Dholakia**

*Part time Non official Director*

*Age: 61 years*

More than 32 years of experience in teaching, research and consulting at Universities and Institutions. Previously she Worked as Professor of Economics and Former Director at School of Social Sciences at Gujarat University. Distinguished Professor at Entrepreneurship Development Institute of India, Ahmedabad. She has published extensively in journals of national and international repute. Holds Ph.D (Economics)



**Deendayal Agrawal**

*Part time Non official Director*

*Age: 49*

Over 21 years of experience as Chartered Accountant. He is the Sr. Partner of the Practicing Chartered Accountant Firm i.e. M/s. Samsand & Associates, Delhi. Having a rich experience in Statutory Audit, Taxation, Internal Audit, Management Audit, Direct and Indirect tax matters, Economic and Capital Market issues etc., He is also a Director on the Board of few Private Companies/Foundations



# Key management profiles



**P. N. Deshpande**  
**General Manager**  
Present Portfolio : Chief  
Executive Officer, METCO



**T. V. Ramanmurthy**  
**General Manager**  
Present Portfolio :  
Information Technology



**R. H. Phadnis**  
**General Manager**  
Present Portfolio: CFO,  
Financial Management &  
Account, Inspection & Audit



**M.C. Kulkarni**  
**General Manager**  
Present Portfolio : Risk  
Management



**Rajkiran Bhoir**  
**General Manager**  
Present Portfolio : Resource  
Planning, First Appellate  
Authority RTI, Marketing &  
Publicity, Corporate  
Services & Security



**C. K. Verma**  
**General Manager**  
Present Portfolio : Priority  
Sector Lending, Retail  
Banking, MSME, Cross  
Selling of Third Party  
Products, Pension & Other  
Government Business



**R. B. Kshirsagar**  
**General Manager**  
Present Portfolio : Treasury  
& Credit Monitoring



**N. Muniraju**  
**General Manager**  
Present Portfolio : Mumbai  
Zone



**V. U. Mhaske**  
**General Manager**  
Present Portfolio :  
Agriculture, Convener SLBC,  
Financial Inclusion and  
Literacy, Rural  
Development, SHG, M-Seti,  
MARDEF



**Nalini Shriraman**  
**General Manager**  
Present Portfolio : Credit  
(Large & Mid Corporate)



**Nadendla Rambabu**  
**General Manager**  
Present Portfolio : Recovery  
& Legal

# Annexure

# Awards & accolades

## Awards



12th "Banking Technology Excellence Awards 2015-16" organized by Institute for Development & Research in Banking Technology (IDRBT)

SKOCH AWARD 2016 in the field of Financial Inclusion



The IBA Runner-Up Award for the "Best Financial Inclusion Initiatives."

Best Bank Award for Financial Inclusion for Emerging Bank

Runner Up award – CSR & Business Responsibility Award for Emerging Bank



Financial Express India's Best Bank Award

Bank Grabbed 5 Awards in BFSI Awards by World HRD Congress



BEST BANK-PUBLIC SECTOR in BFSI Awards-2014 in recognition of the Best performances in Banking Category



" Greentech Fire Safety & Security Award 2013 by Greentech Foundation in Gold category



**Thank you**