

# Investor Presentation Q4 - FY 2023

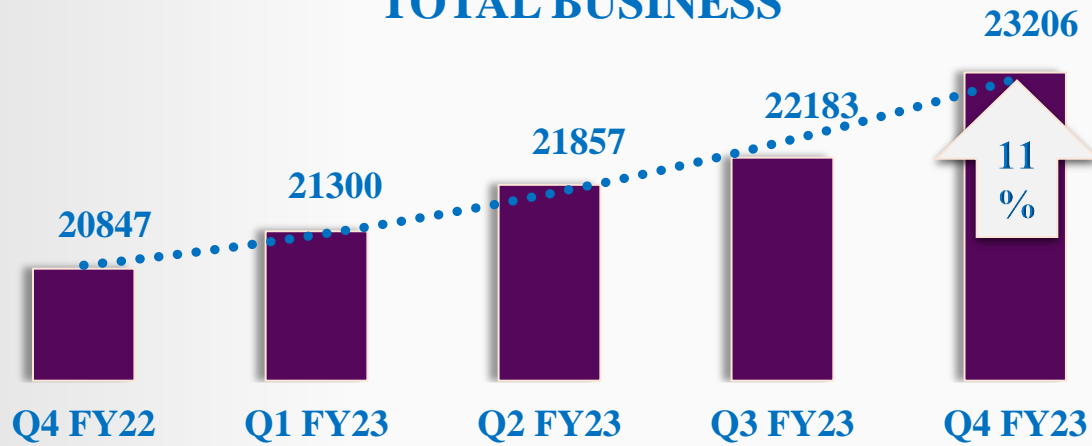


## Performance Highlights YoY:

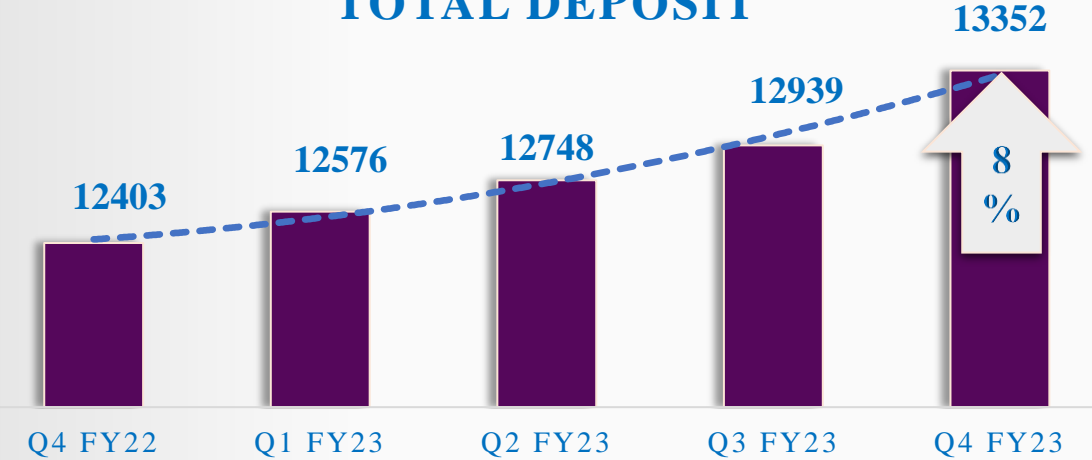
- Total Business of the Bank grew by **11.32%** and reached **Rs.23,206** Crore.
- Total Deposit of the Bank registered a growth of **7.65%** to reach **Rs.13,352** Crore.
- Gross Advance of the Bank grew by **16.70%** to reach **Rs.9,854** Crore.
- Net Interest income improved to **Rs.475.76** Crore from Rs.362.31 Crore
- Net Interest margin (NIM) improved to **3.60%** from 3.00%.
- Cost of Deposits reduced to **4.48%** from 4.54%.
- Cost of Funds reduced to **4.59%** from 4.64%.
- Cost Income Ratio increased to **77.61%** from 74.73%.
- The balance sheet size of the Bank has increased by Rs.1336 Crore (10% growth).
- CD ratio improved to 73.80% from that of 68.08%
- The Bank recorded net profit of **Rs.49.36** Crore as against the net profit of Rs.35.90 Crore of March 31, 2022.

₹. in Crore

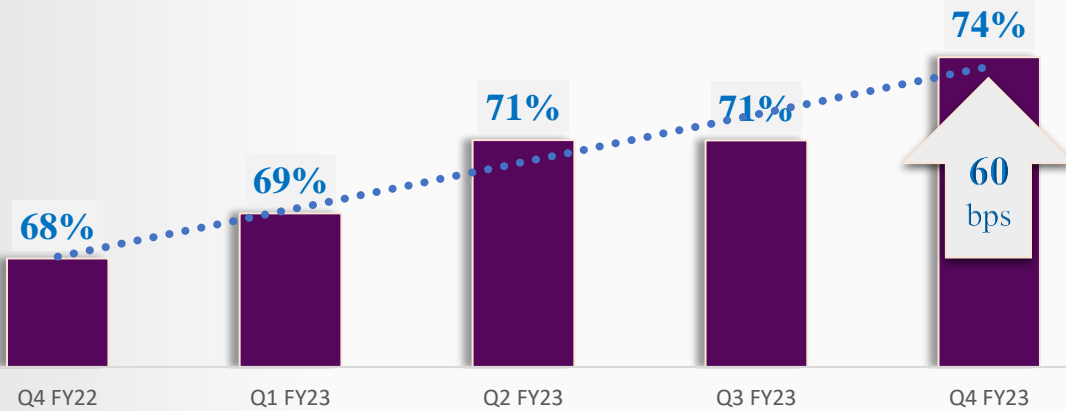
## TOTAL BUSINESS



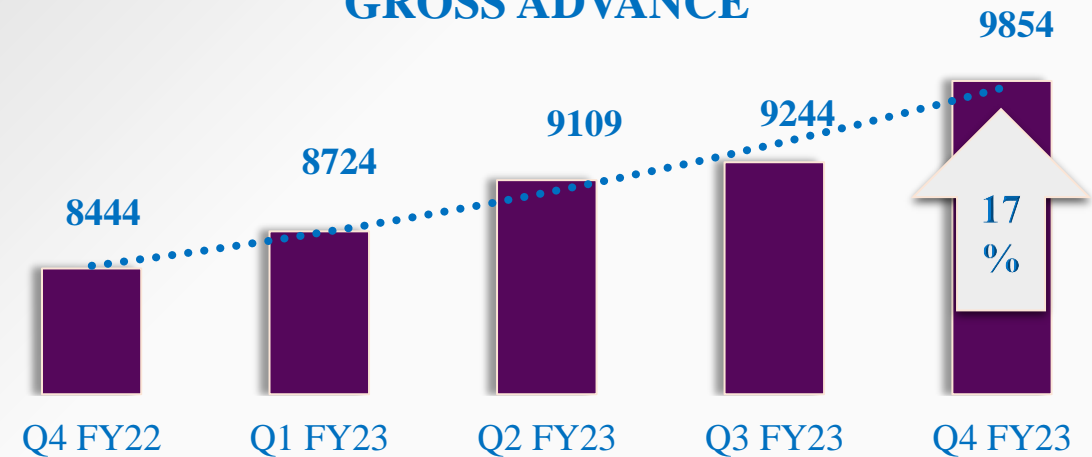
## TOTAL DEPOSIT



## CD Ratio



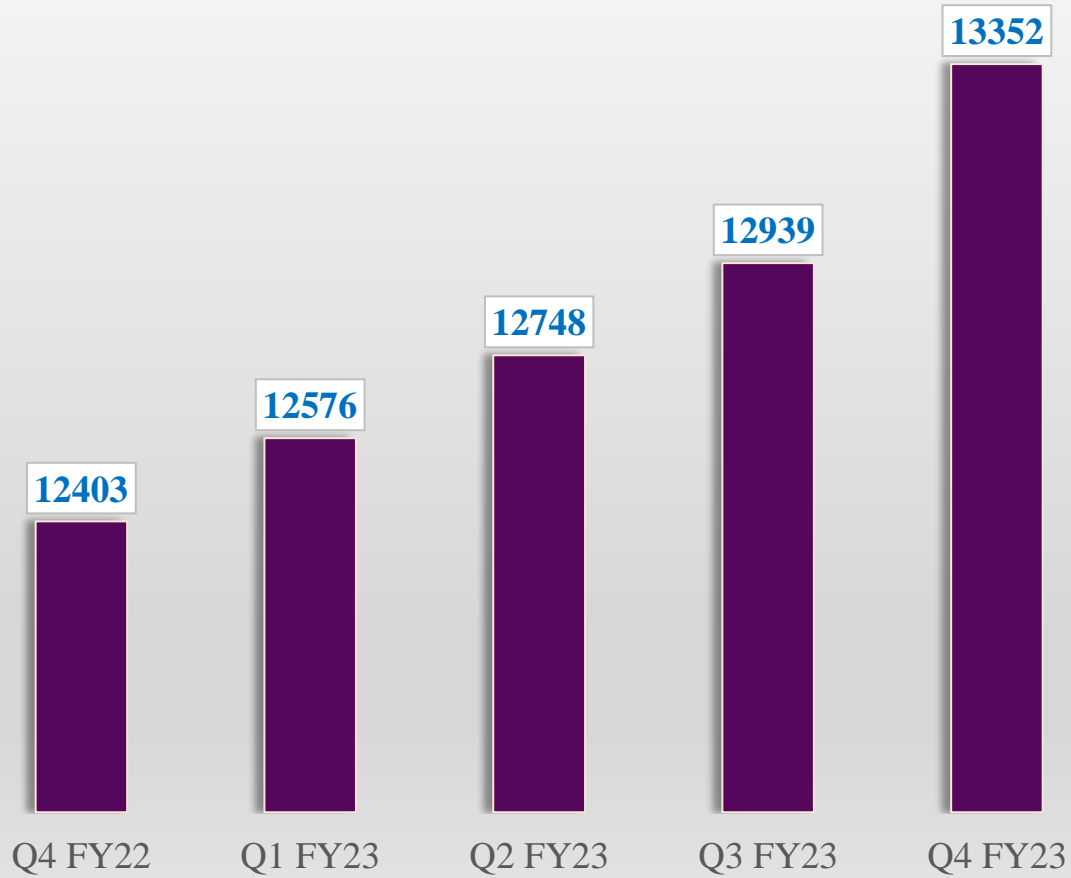
## GROSS ADVANCE



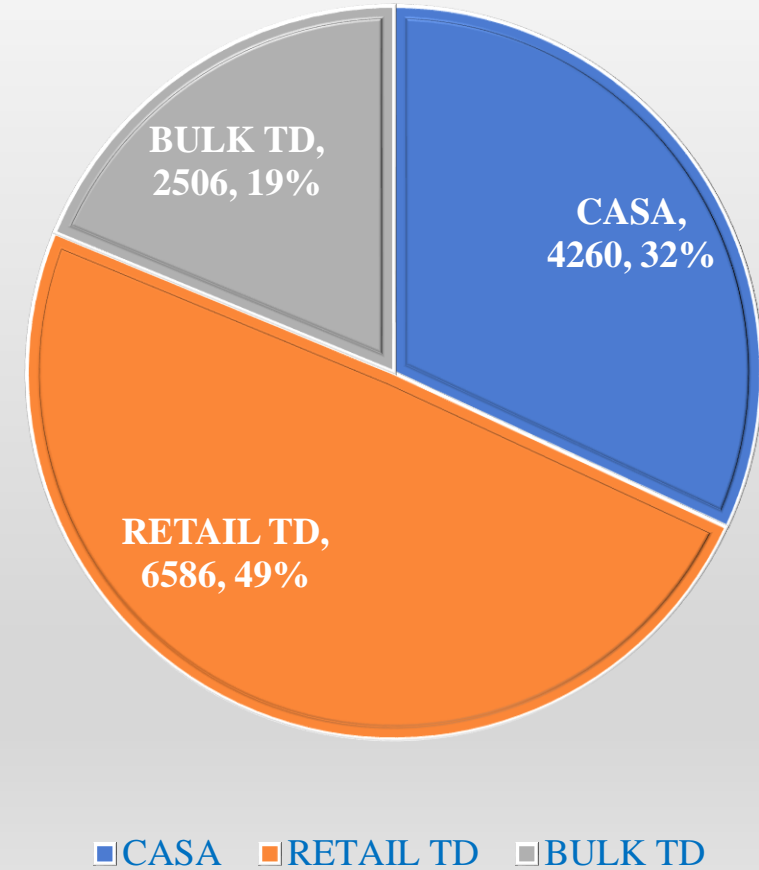
# TOTAL DEPOSIT

₹. in Crore

## TOTAL DEPOSIT



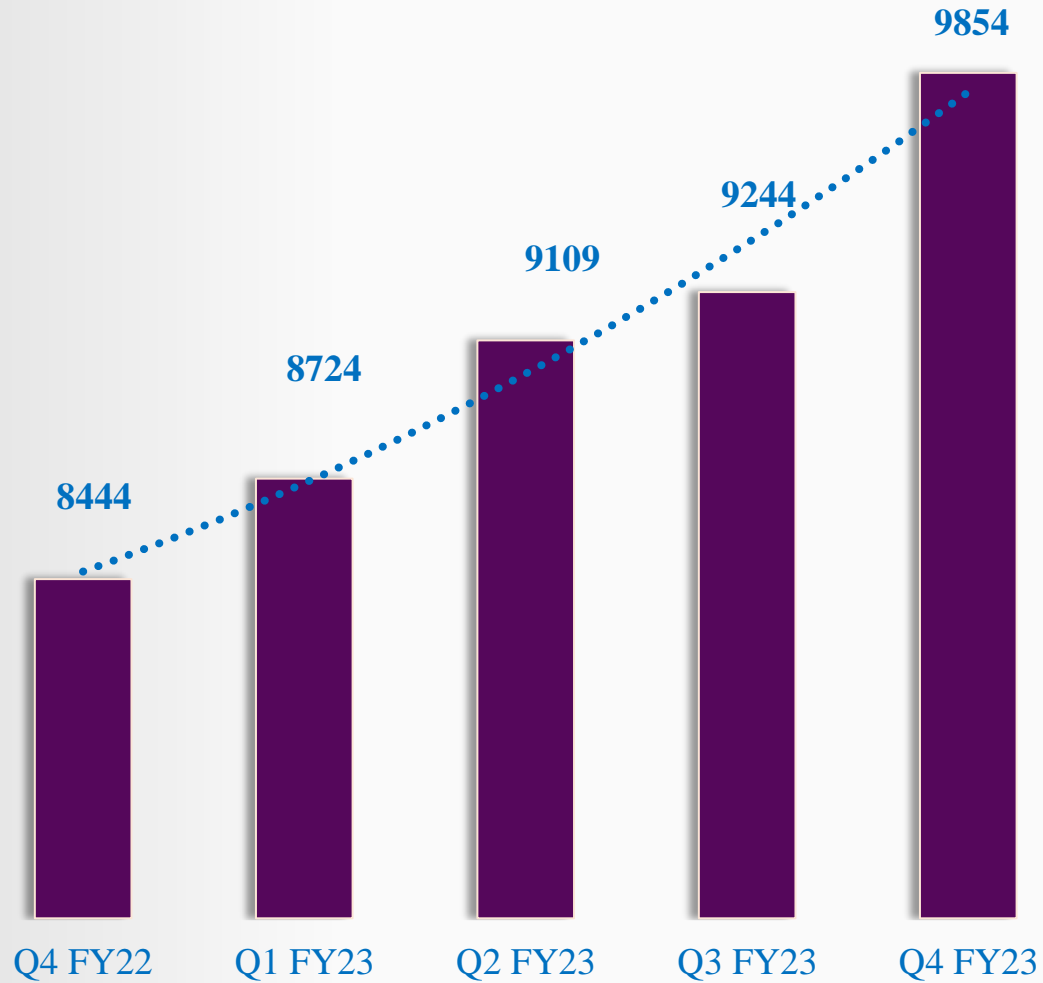
## DEPOSIT MIX



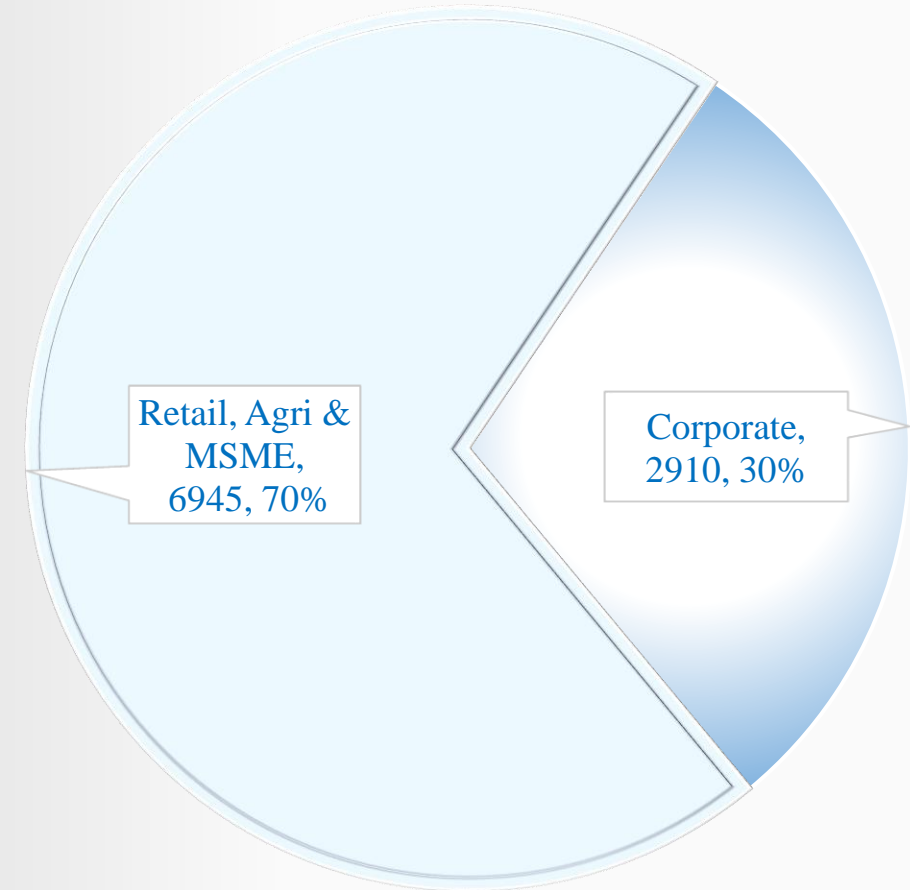
# GROSS ADVANCE

₹. in Crore

## GROSS ADVANCE



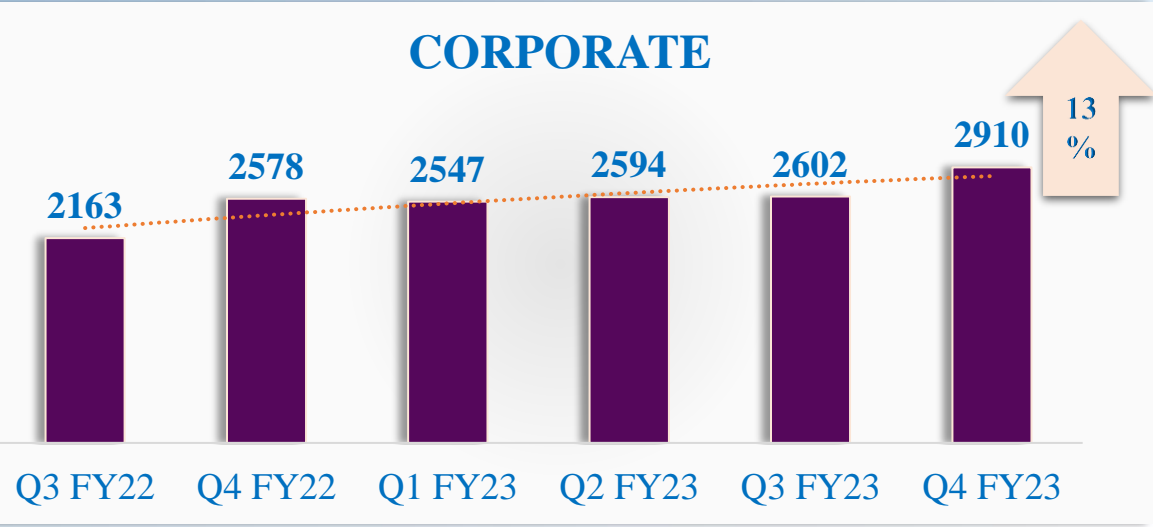
## ADVANCES MIX



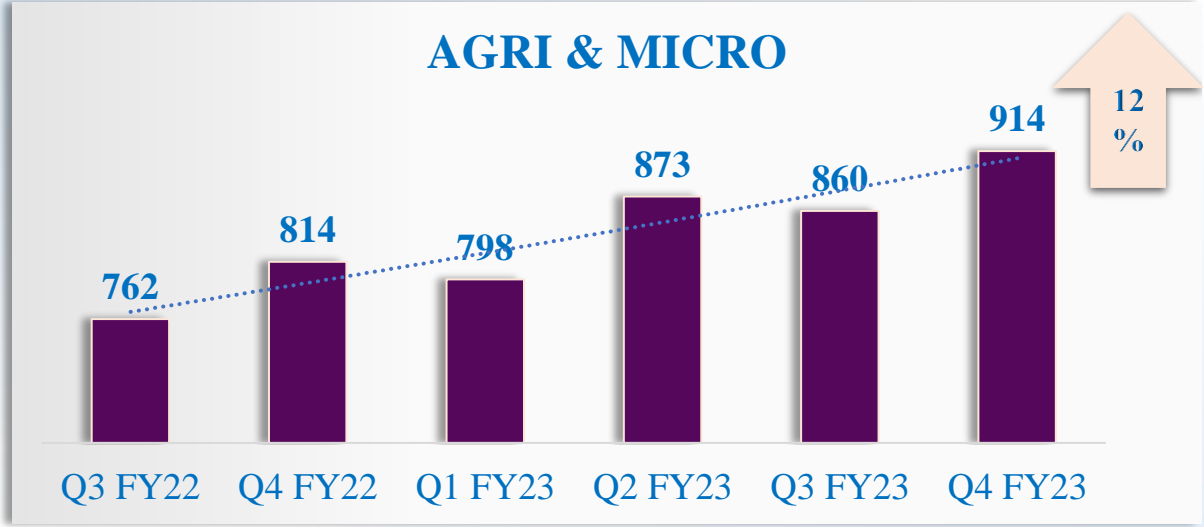
# ADVANCES MIX

₹. in Crore

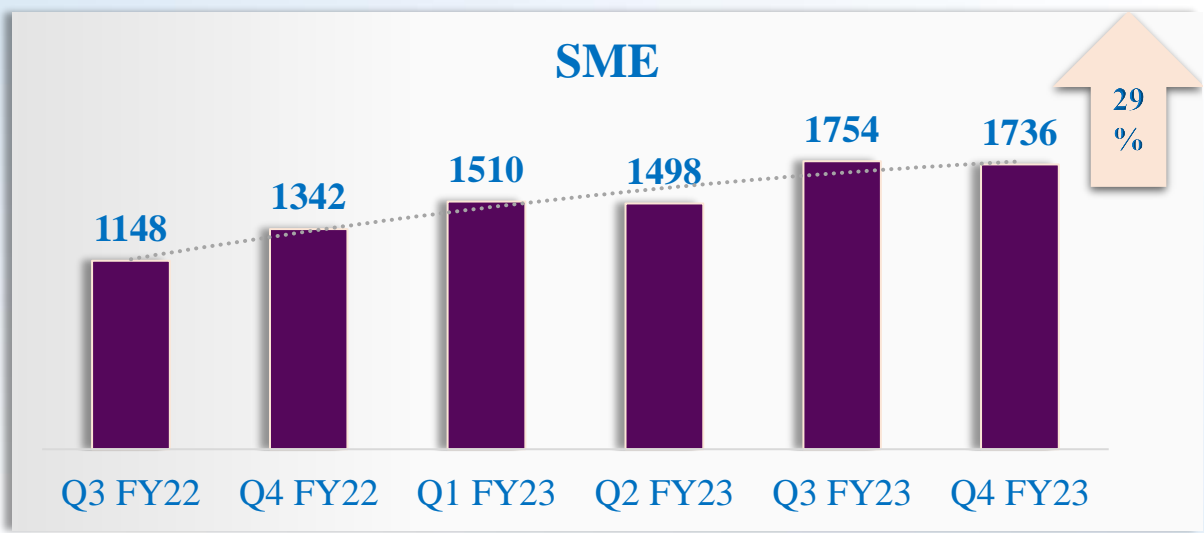
## CORPORATE



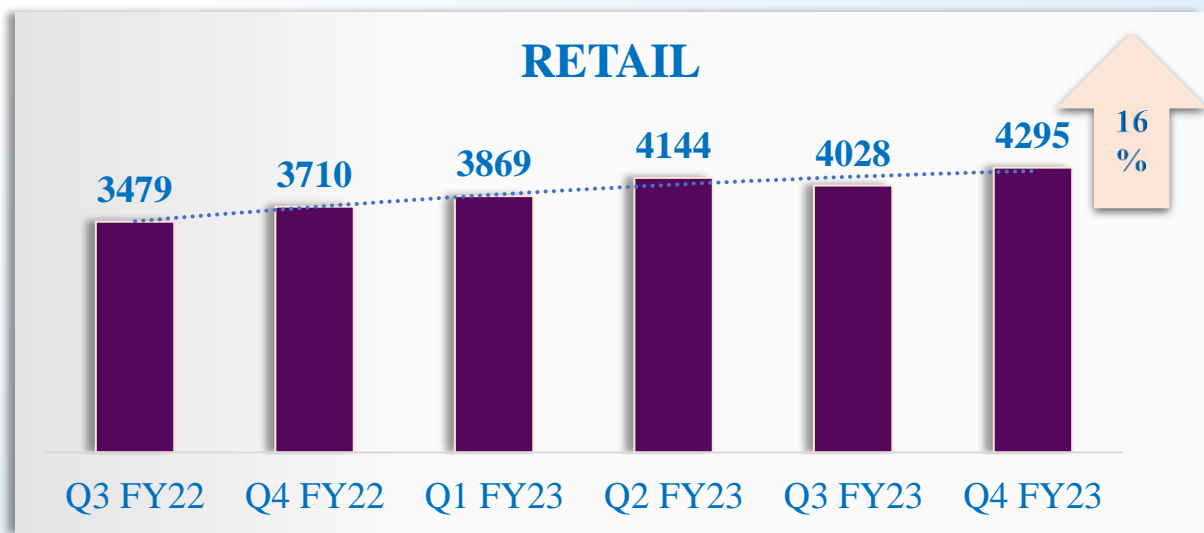
## AGRI & MICRO



## SME



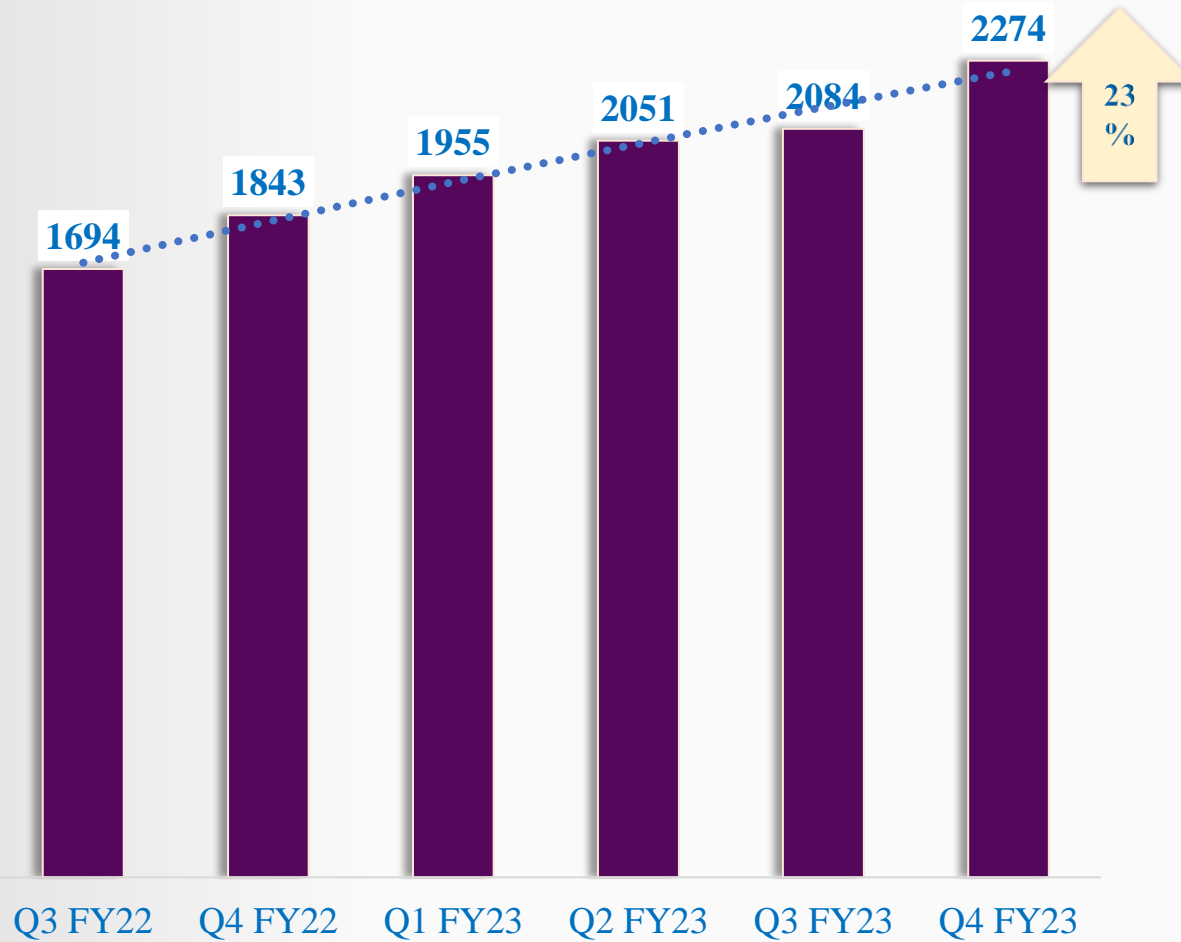
## RETAIL



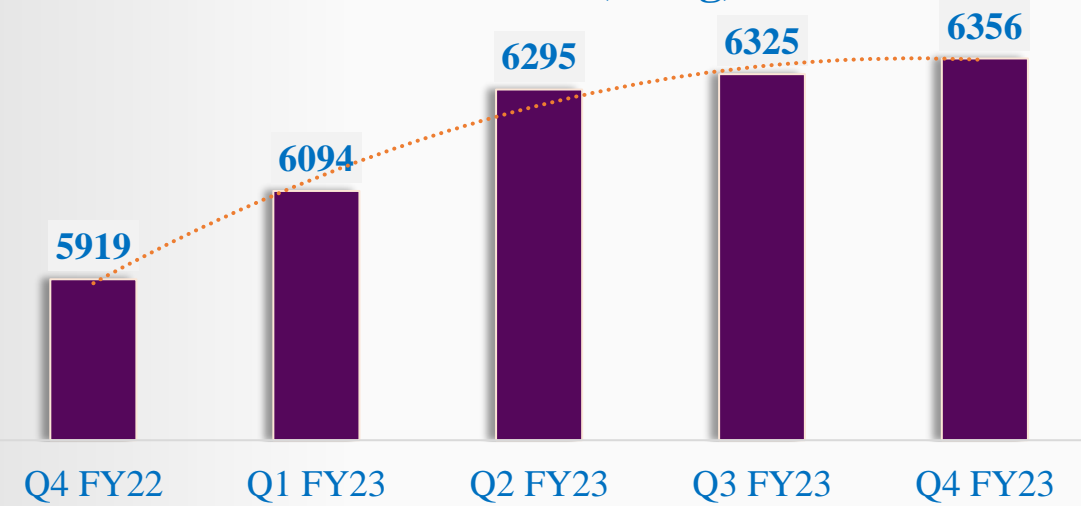
# ADVANCE MIX

₹. in Crore

## GOLD LOAN



## TONNAGE (in Kg)



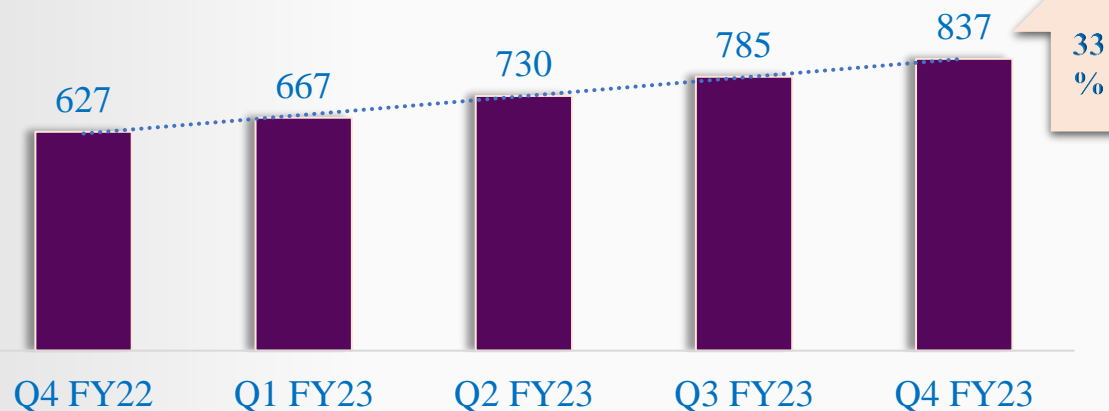
LTV of 69%

Grew by  
23.38 % YoY

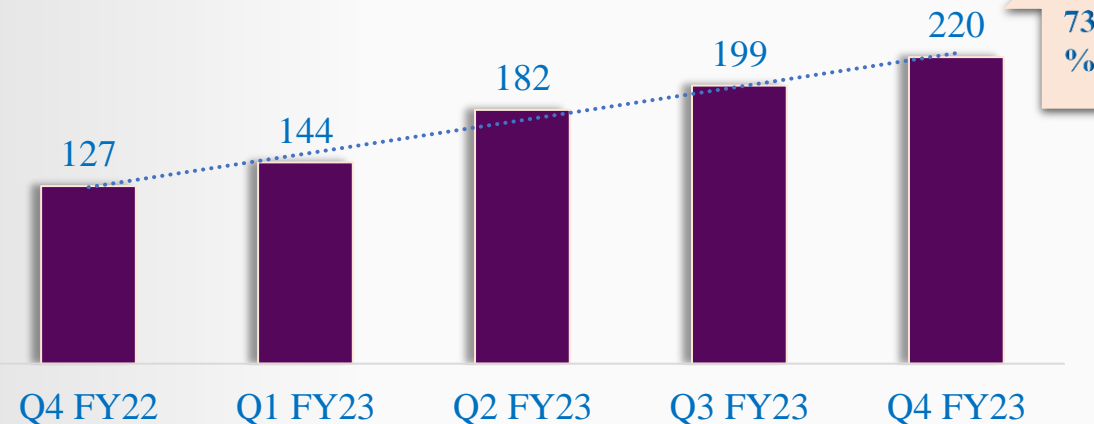
# SEGMENT WISE RETAIL LOANS

₹. in Crore

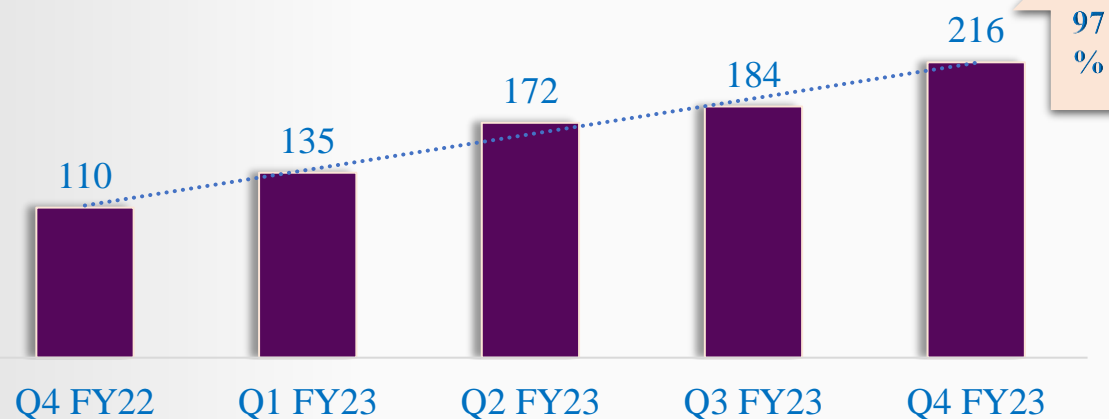
## HOUSING LOANS



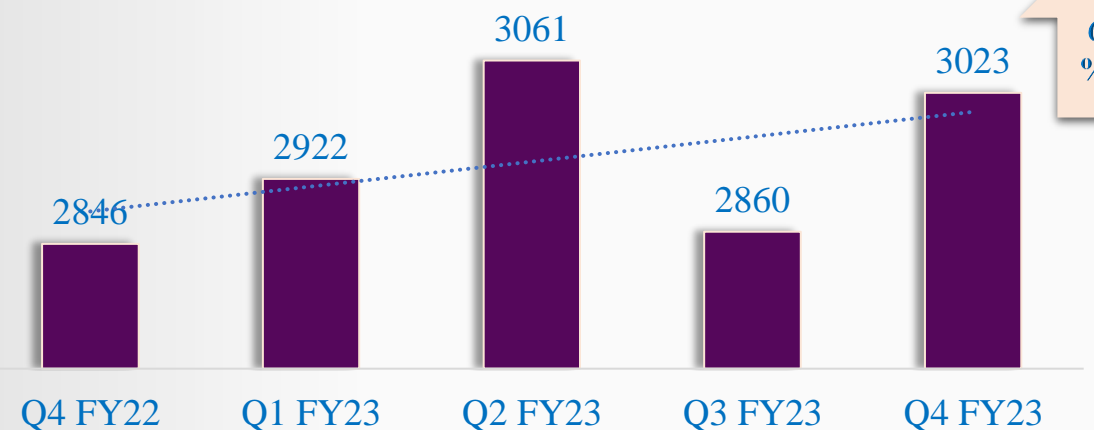
## VEHICLE LOAN



## LOAN AGAINST PROPERTY



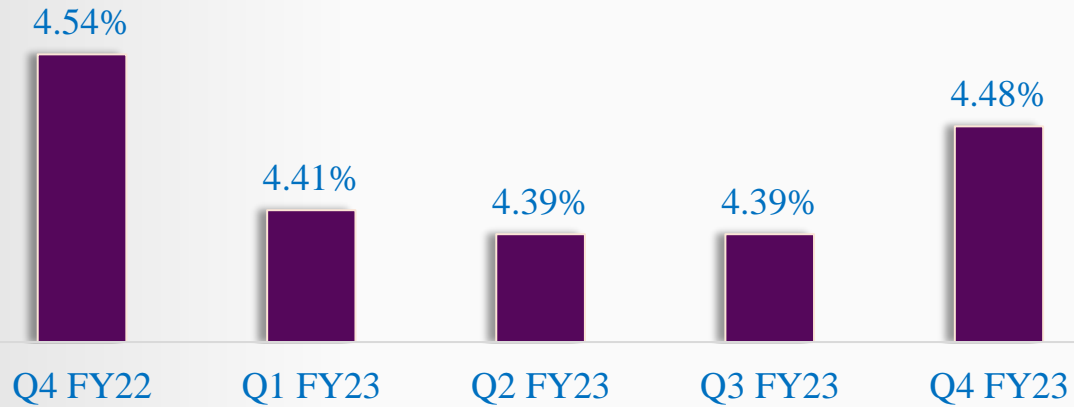
## OTHER RETAIL LOANS



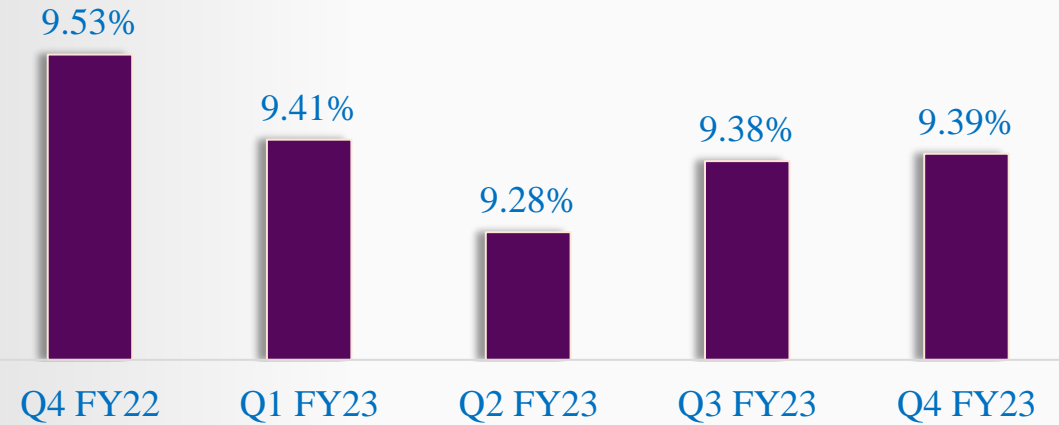


# KEY RATIOS

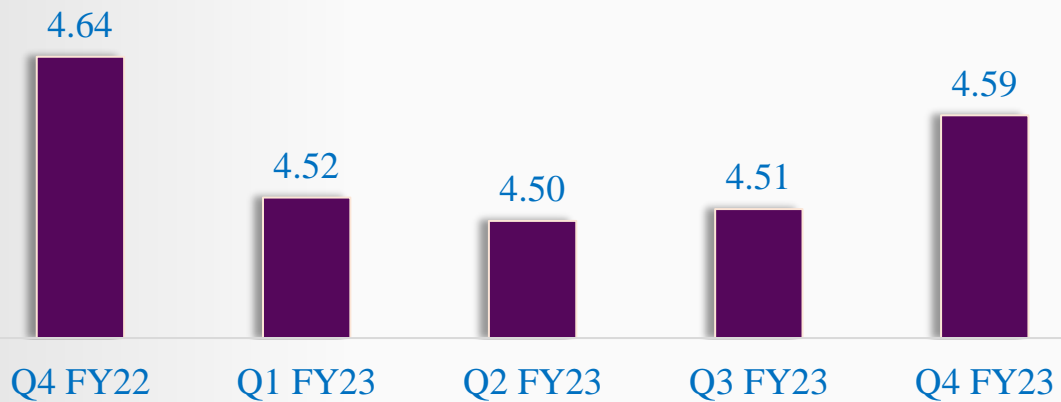
## COST OF DEPOSIT



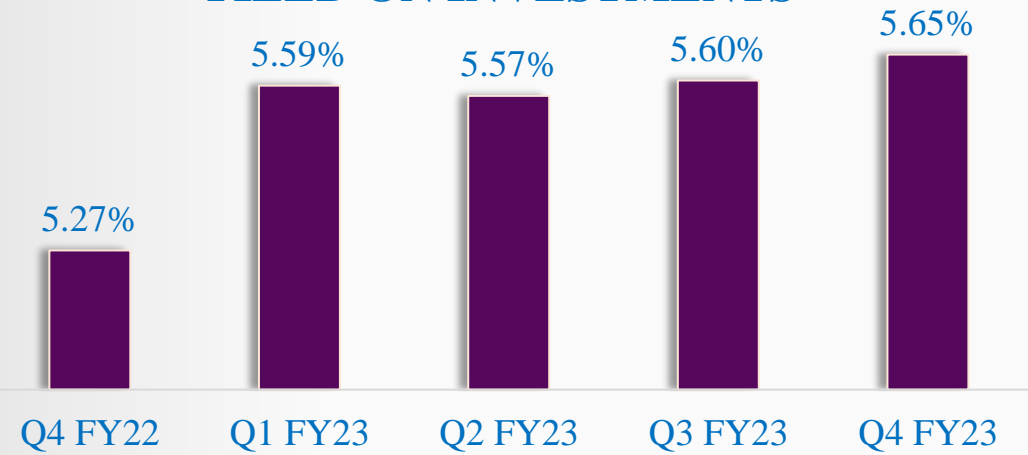
## YIELD ON ADVANCE



## COST OF FUNDS

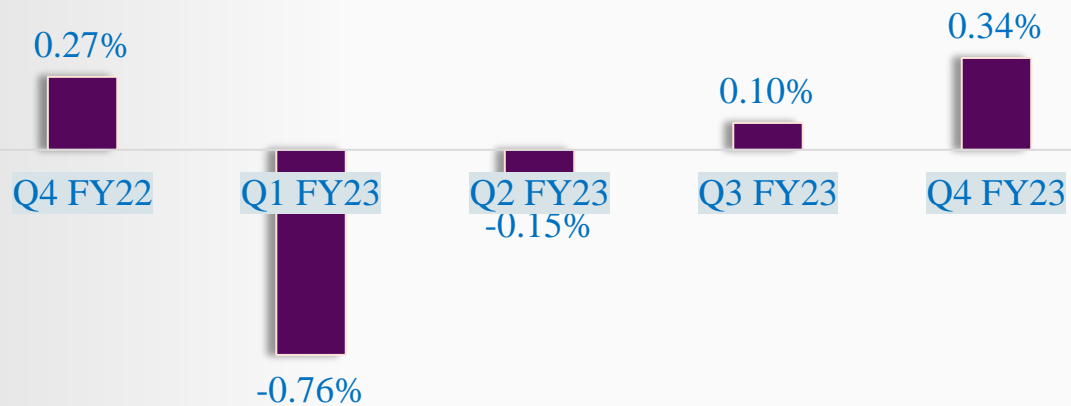


## YIELD ON INVESTMENTS

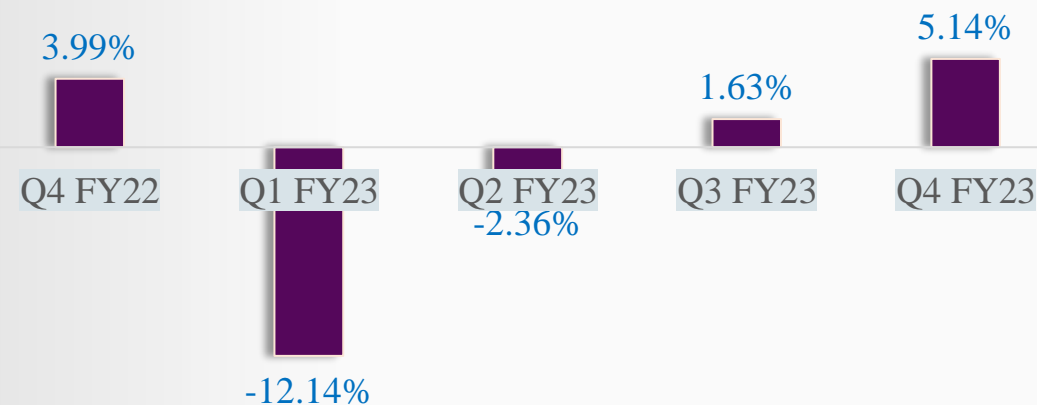


# KEY RATIOS

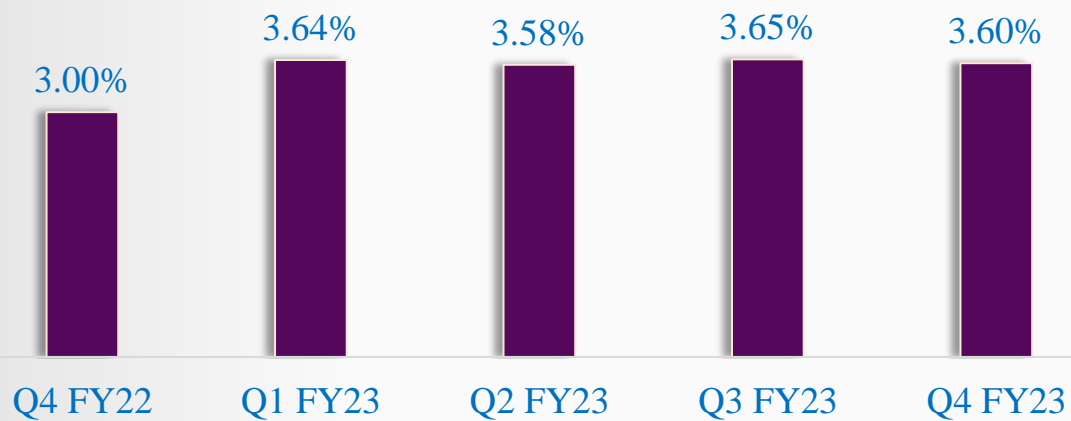
## ROA



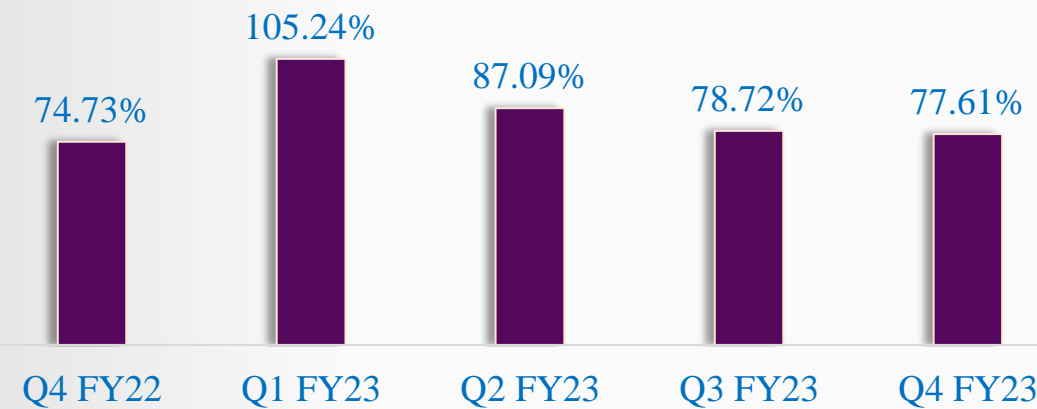
## ROE



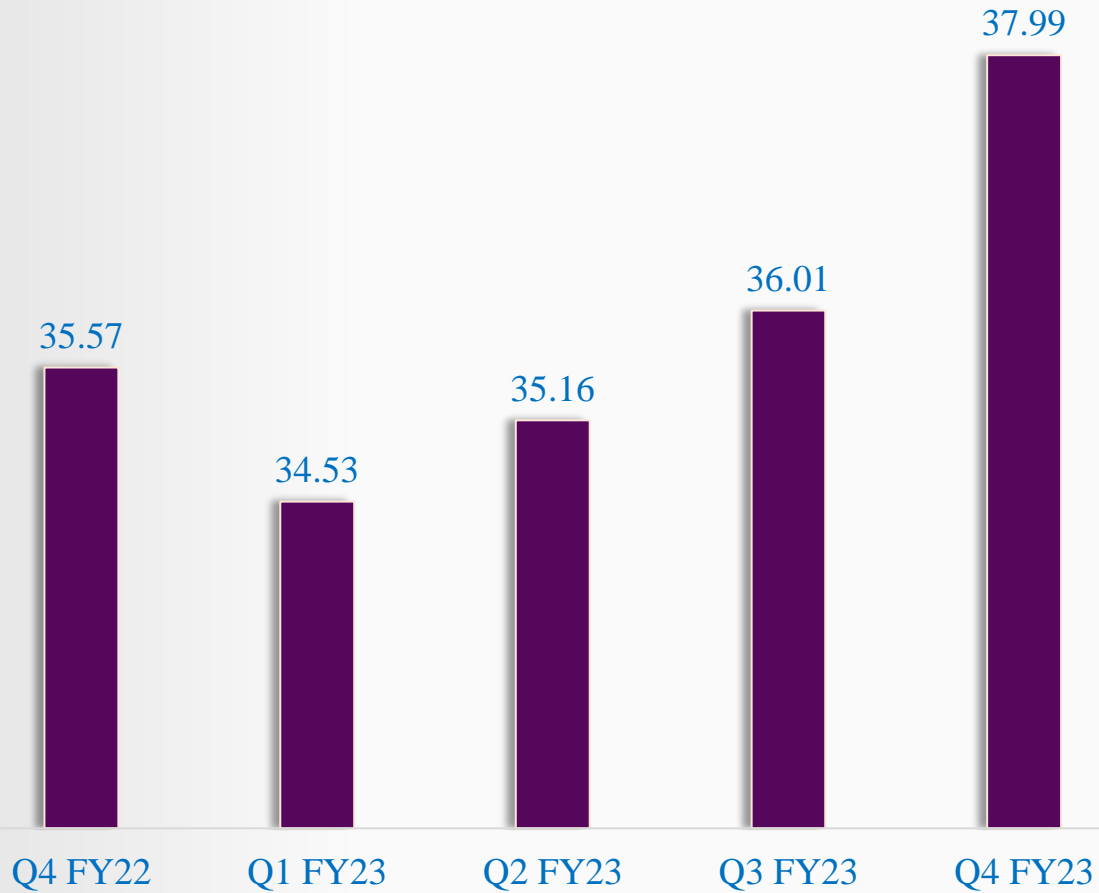
## NIM



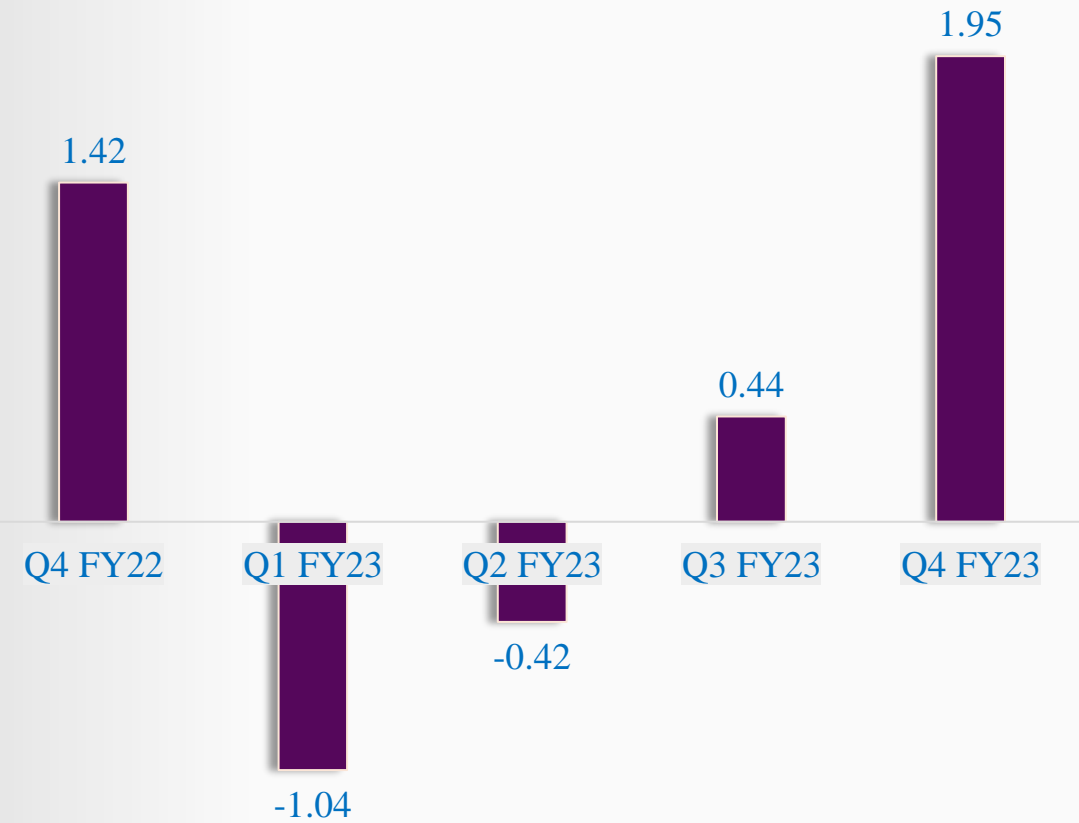
## COST TO INCOME



## BOOK VALUE (Rs.)



## EPS (Rs.)



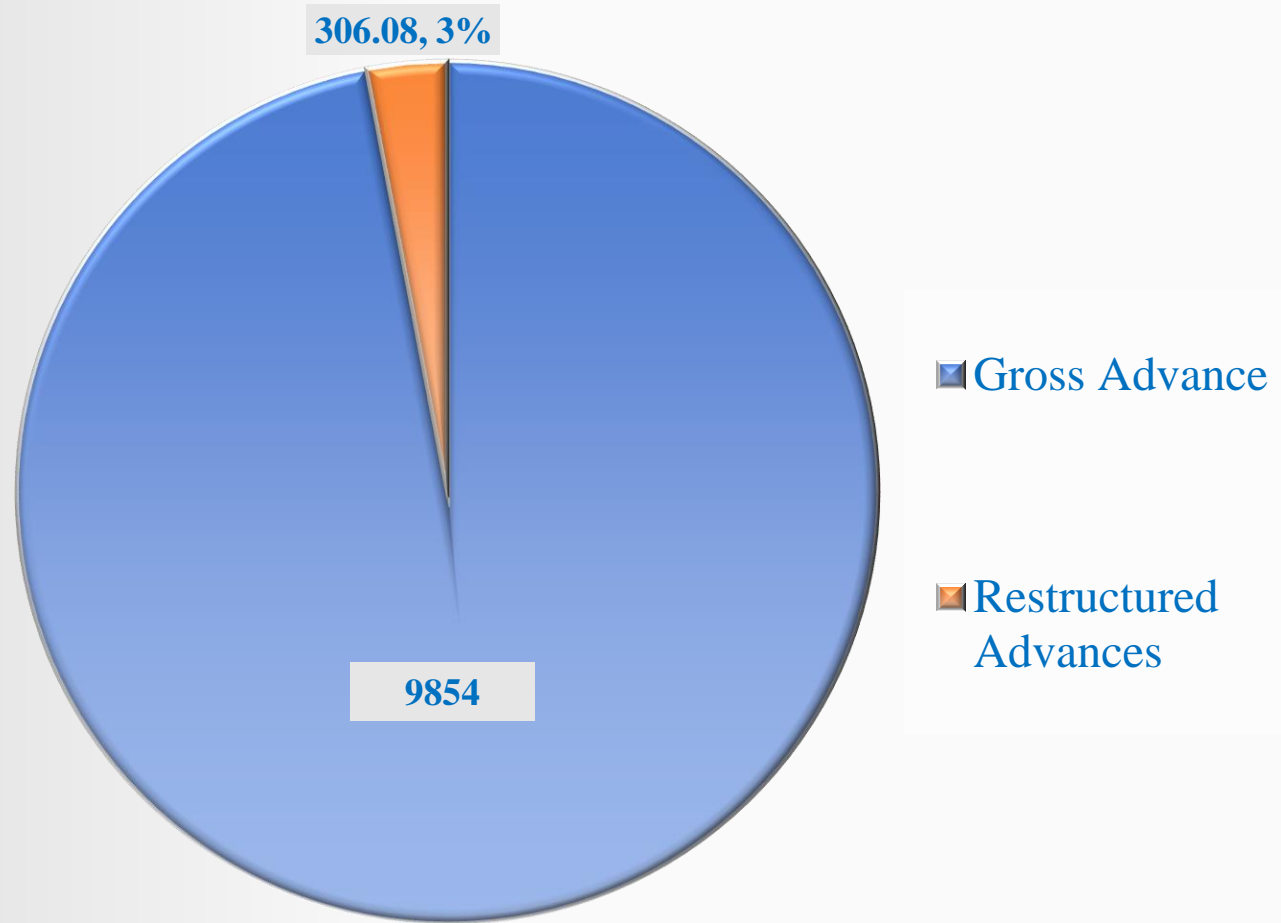
# PERFORMANCE: Y-o-Y

	Gross Advance	Corporate	MSME	Agri & Micro	Retail
<b>Advance</b> ₹. in Crore	↑ 17 %	↑ 13 %	↑ 25 %	↑ 12 %	↑ 17 %
	8444 -9854	2577 -2910	1386 -1736	814 -914	3666 -4295
<b>Deposits</b> ₹. in Crore	Total Deposit	Bulk Deposit	CASA	Retail TD	
	↑ 8%	↑ 32%	↑ 1%	↑ 5%	
	12403 -13352	1893-2506	4252-4260	6258 -6586	
<b>Performance</b> (Q3 FY-22 to Q4 FY-23) ₹. in Crore	NII	Other Income	Operating Profit	Net Profit(after tax)	
	↑ 31%	↓ 56%	↓ 8%	↑ 37%	
	362 - 476	169 - 75	134 -123	35.90 -49.36	
<b>Ratios</b>	Cost/Income	Gross NPA	Net NPA	Productivity / Employee	
	↑ 298 bps	↓ 113 bps	↓ 169 bps	↑ 9%	
	74.73 -77.61	6.32 -5.19	2.85 -1.16	12.09 Cr -13.13 Cr	

# RESTRUCTURED STANDARD ADVANCES

Total Restructured Standard Advances- Rs 380.04 Crs on 31stMarch, 2023

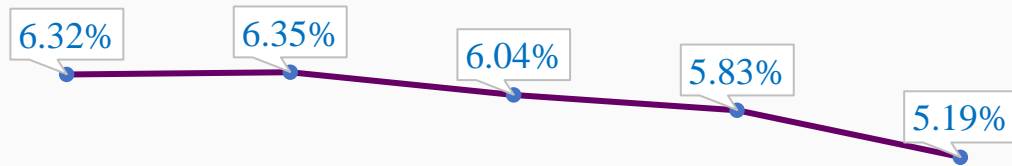
₹. in Crore



Restructured Advance	31.03.2023
Gross Advance	9854
Education Loan	1.00
MSME standard Restructuring	26.63
Other restructuring	0.50
Project Under Implementation	39.70
RFCS -1	15.54
RFCS -2 and RFCS -MSME	222.71
Restructured Advances	306.08

₹. in Crore

## GROSS NPA



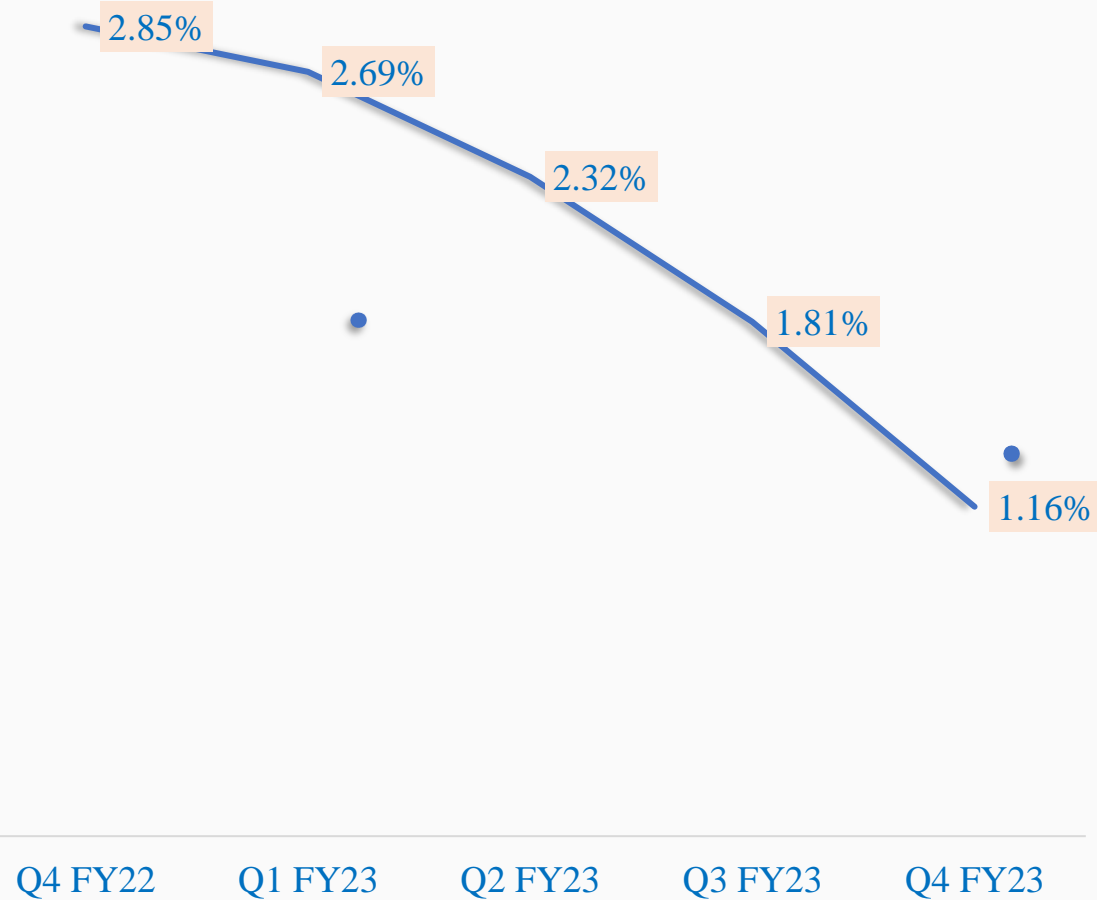
Q4 FY22      Q1 FY23      Q2 FY23      Q3 FY23      Q4 FY23

## MOVEMENT OF GROSS NPA

Particulars	31-03-22 (Audited)	30-06-22 (Reviewed)	30-09-22 (Reviewed)	31-12-22 (Reviewed)	31-03-23 (Audited)
Opening Balance	657.21	533.54	533.54	533.54	533.54
Additions (+)	365.62	48.87	71.98	89.20	100.11
Reductions(a+b+c+d)	<b>489.29</b>	<b>28.88</b>	<b>55.77</b>	<b>83.63</b>	<b>122.50</b>
a. Cash recovery	167.11	21.42	41.89	58.12	84.08
b. Upgradation	239.36	7.34	13.30	23.58	33.69
c. BDW	4.96	0.12	0.58	1.93	4.73
d. Technical Write off	77.86	0.00	0.00	0.00	0.00
Closing Balance	<b>533.54</b>	<b>553.53</b>	<b>549.75</b>	<b>539.11</b>	<b>511.15</b>

₹. in Crore

## NET NPA



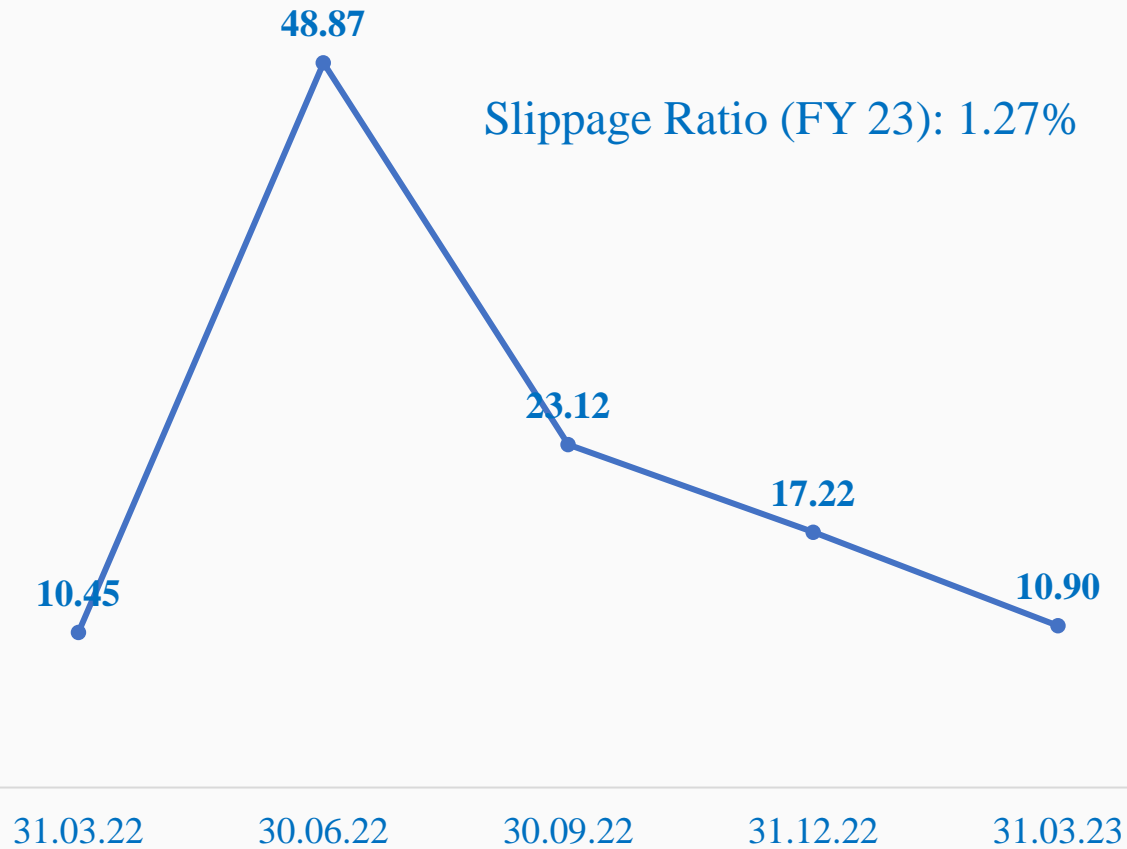
## MOVEMENT OF NET NPA

Particulars	31-03-22 (Audited)	30-06-22 (Reviewed)	30-09-22 (Reviewed)	31-12-22 (Reviewed)	31-03-23 (Audited)
Opening Balance	322.92	232.16	232.16	232.16	232.16
Additions (+)	297.68	36.87	47.78	61.92	64.99
Reductions (-)	388.43	43.06	77.18	132.99	187.81
CGTMSE (-)	0.20	0.05	-0.05	-0.04	0.03
Diminution in fair value of Restructured accounts (-)	-0.19	-0.01	-0.04	0.04	0.11
Provision Buffer : Sale to ARC (-)	0.00	0.00	0.00	0.00	0.00
<b>Closing Balance</b>	<b>232.16</b>	<b>226.03</b>	<b>202.85</b>	<b>161.09</b>	<b>109.20</b>

# ASSET QUALITY

₹. in Crore

## FRESH SLIPPAGES



## SEGMENT WISE FRESH SLIPPAGES

Particulars	31.03.22	30.06.22	30.09.22	31.12.22	31.03.23
Agriculture	2.47	2.02	3.11	1.54	1.16
Business Loan Personal Segment	0.00	31.75	3.61	0.00	0.00
Corporate	4.21	10.81	4.70	6.93	5.30
Retail	3.77	4.29	11.70	8.75	4.44
<b>Total</b>	<b>10.45</b>	<b>48.87</b>	<b>23.12</b>	<b>17.22</b>	<b>10.90</b>

## SEGMENT WISE GROSS NPA SLIPPAGES

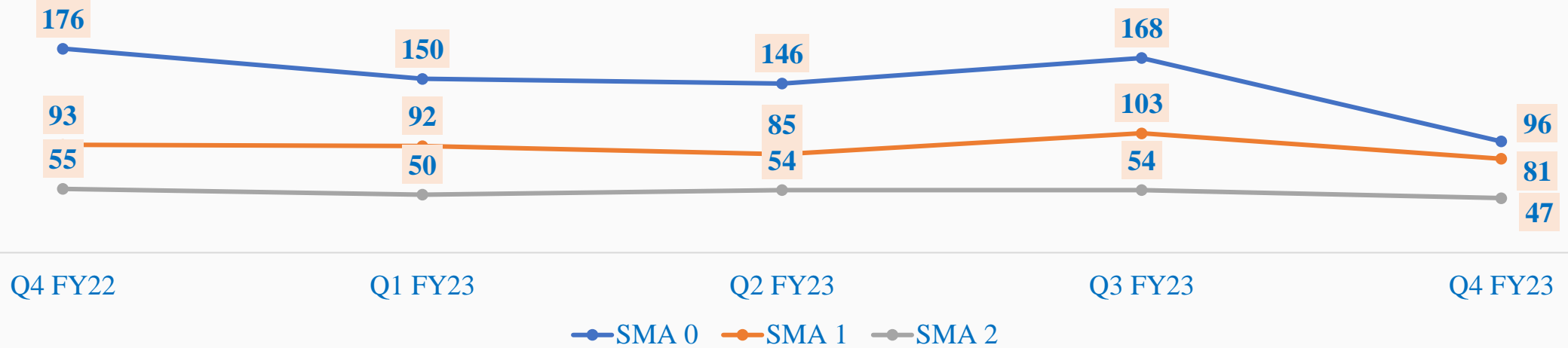
Particulars	31.03.22	30.06.22	30.09.22	31.12.22	31.03.23
Agriculture	28.76	29.72	29.75	27.81	24.21
Business Loan Personal Segment	203.43	192.08	195.04	195.25	197.33
Corporate	86.97	132.13	125.72	127.25	111.05
Retail	216.36	199.89	198.46	188.80	178.56
<b>Total</b>	<b>535.52</b>	<b>553.82</b>	<b>548.97</b>	<b>539.11</b>	<b>511.15</b>



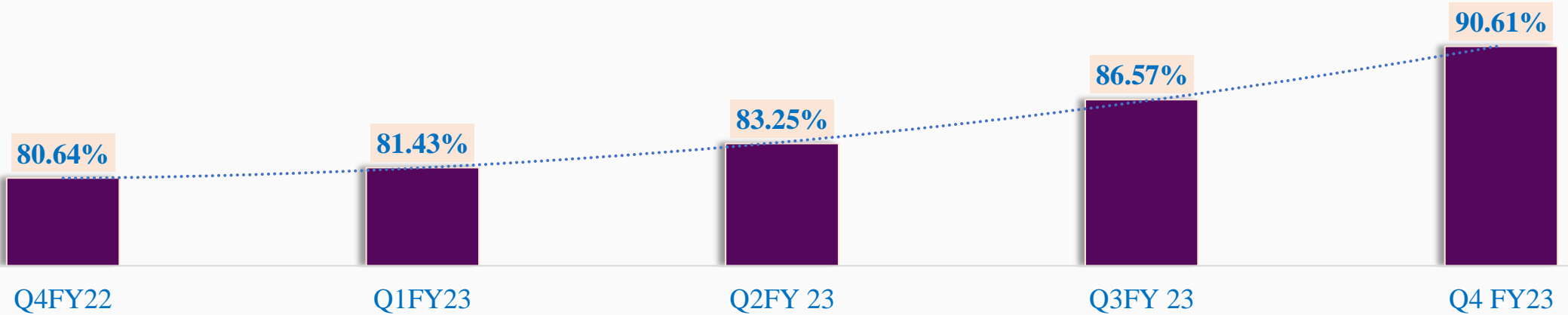
# ASSET QUALITY

₹. in Crore

## SMA MOVEMENT



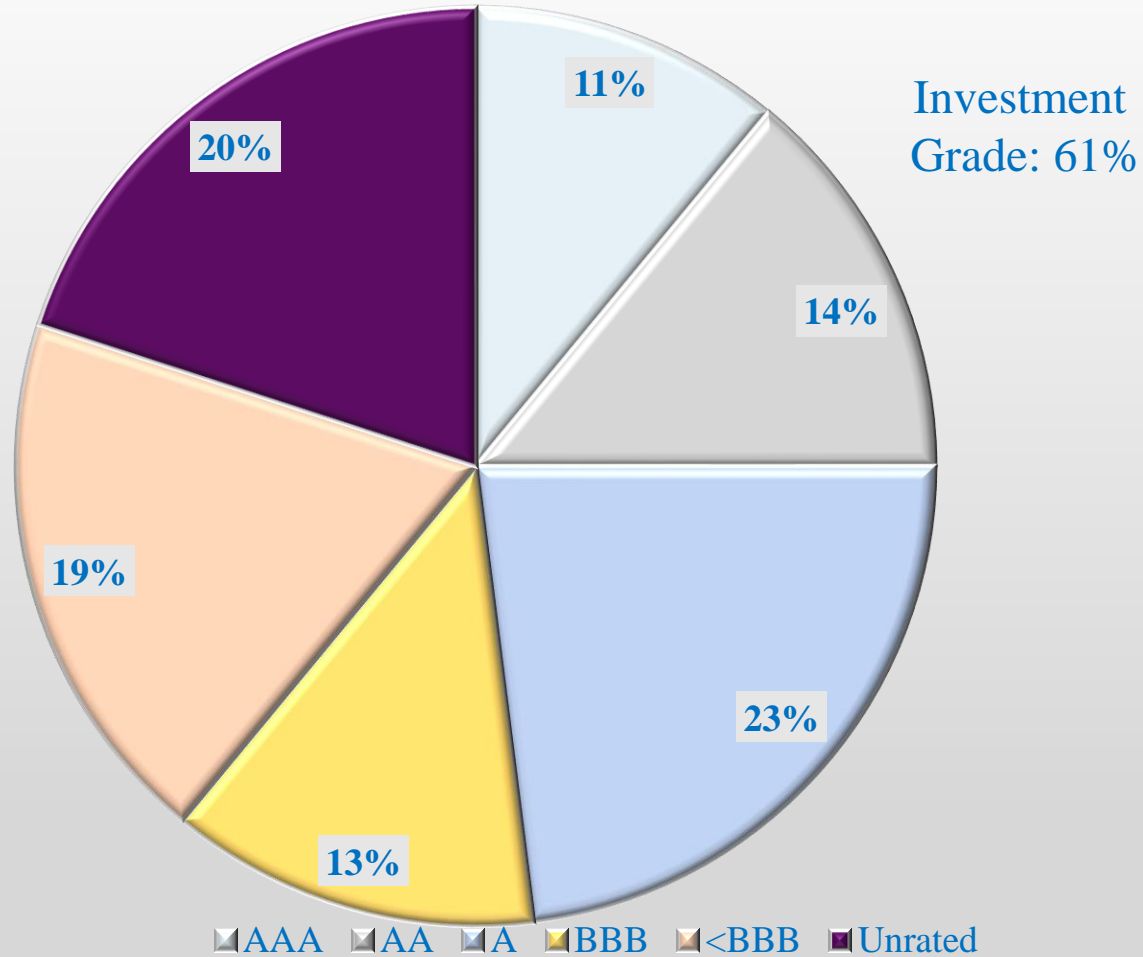
## PROVISION COVERAGE RATIO



# ASSET QUALITY- Rating Distribution

₹. in Crore

Q4 FY23



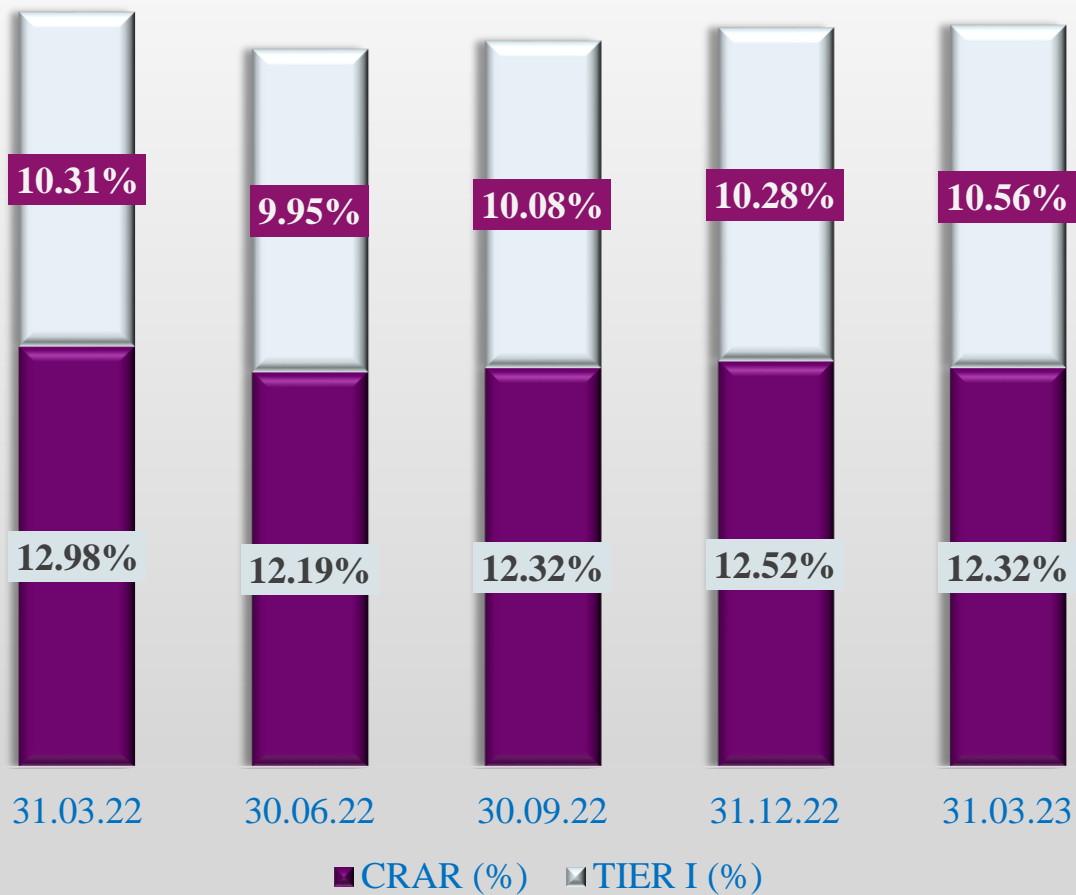
## External Rating of Corporate Advances

Rating	Q3 FY23	Q4 FY23
AAA	11%	11%
AA	11%	14%
A	21%	23%
BBB	20%	13%
<BBB	25%	19%
Unrated	12%	20%
<b>Total</b>	<b>100%</b>	<b>100%</b>

# CRAR AND LIQUIDITY

₹. in Crore

## CRAR



Particulars	31.03.22	30.06.22	30.09.22	31.12.22	31.03.23
Capital Adequacy Ratio (%)	12.98%	12.19%	12.32%	12.52%	12.32%
CRAR (%)	12.98%	12.19%	12.32%	12.52%	12.32%
TIER I (%)	10.31%	9.95%	10.08%	10.28%	10.56%
Risk Weighted Assets (in Cr)	6770	6755	6804	6796	7168
Credit Risk(in Cr)	5260	5283	5374	5363	5752
Market Risk(in Cr)	614	576	534	537	471
Operational Risk(in Cr)	897	897	897	897	945
Ratio of RWA to Total Assets(%)	49%	48%	47%	47%	47%
Liquidity Coverage Ratio(%)	476	355	266	241	277

# BUSINESS RESULT

₹. in Crore

Particulars	31.03.2022 (Audited) Q4	30.06.2022 (Reviewed) Q1	30.09.2022 (Reviewed) Q2	31.12.2022 (Reviewed) Q3	31.03.2023 (Audited) Q4	Growth (YOY)	YOY Growth %
Interest Income	916.63	258.37	520.87	797.13	1071.24	155	16.87
Interest Expenses	554.32	141.07	287.13	436.53	595.48	41	7.43
<b>Net Interest Income</b>	<b>362.31</b>	<b>117.30</b>	<b>233.74</b>	<b>360.60</b>	<b>475.76</b>	113	31.31
Non Interest Income	169.12	(21.55)	1.21	37.12	74.51	(95)	(55.94)
Operating Expenses	397.13	100.77	204.62	313.08	427.07	30	7.54
<b>Operating Profit</b>	<b>134.30</b>	<b>(5.02)</b>	<b>30.33</b>	<b>84.64</b>	<b>123.20</b>	(11)	(8.27)
Provisions and Contingencies	97.21	21.41	40.87	73.45	91.60	(6)	(5.77)
<b>Net Profit (Before Tax)</b>	<b>37.09</b>	<b>(26.43)</b>	<b>(10.54)</b>	<b>11.19</b>	<b>31.59</b>		
Provision for Taxation	1.19	-	-	-	(17.75)		
<b>Net Profit (After Tax)</b>	<b>35.90</b>	<b>(26.43)</b>	<b>(10.54)</b>	<b>11.19</b>	<b>49.36</b>		

# BALANCE SHEET OVERVIEW

₹. in Crore

Particulars	31.03.2022 (Audited)	30.06.2022 (Reviewed)	30.09.2022 (Reviewed)	31.12.2022 (Reviewed)	31.03.2023 (Audited)
<b>CAPITAL AND LIABILITIES</b>					
Capital	253	253	253	253	253
Reserves and Surplus	647	621	636	658	708
Deposits	12403	12576	12748	12939	13352
Borrowings	150	454	580	460	492
Other Liabilities and Provisions	343	265	281	281	327
<b>TOTAL</b>	<b>13796</b>	<b>14169</b>	<b>14498</b>	<b>14591</b>	<b>15132</b>
<b>ASSETS</b>					
Cash and Balances with Reserve Bank of India	709	704	764	845	836
Balances with Banks and Money at call and short notice	27	100	31	57	10
Investments	4044	4102	4061	3936	3889
Advances	8142	8396	8762	8866	9452
Fixed Assets	221	222	224	227	258
Other Assets*	653	645	656	660	687
<b>TOTAL</b>	<b>13796</b>	<b>14169</b>	<b>14498</b>	<b>14591</b>	<b>15132</b>
* Out of Which RIDF/RHF/MSME Deposits	265	250	249	253	255
Contingent Liabilities	1023	1036	1106	598	668
Bills for collection	302	305	303	307	300

# Digital Migration

72.79%

Share of Digital Banking Transaction @ 72.79% as on 31<sup>st</sup> March 2023. Compared to 65.36% as on 31<sup>st</sup> March 2022.

49.50%

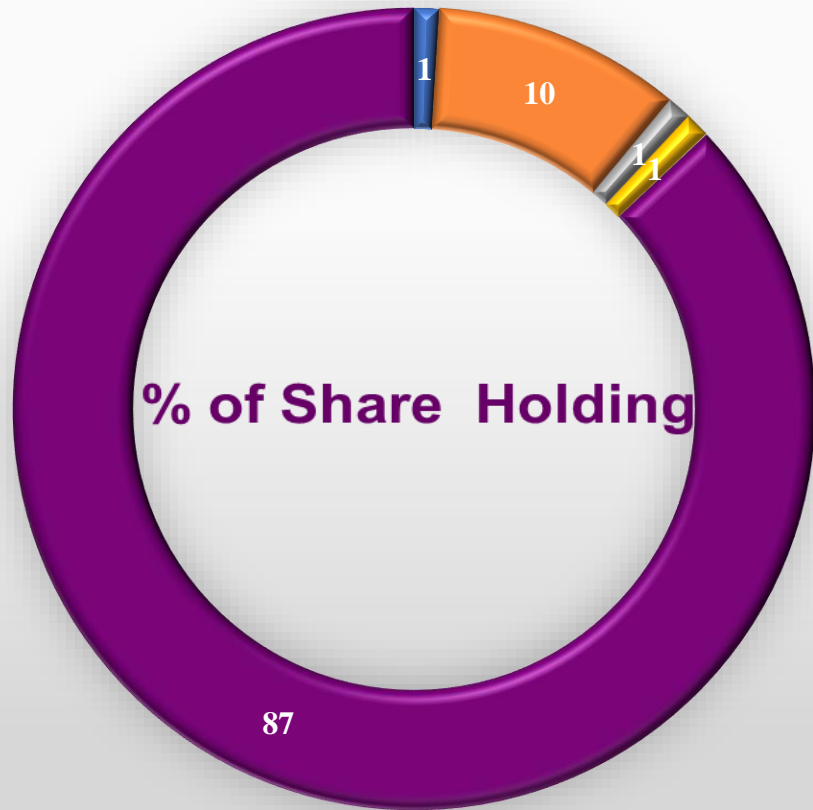
Mobile Banking turnover up by **49.50% YoY**

22.71%

Retail Internet Banking turnover up by **22.71% YoY**



# Shareholding Pattern(as on March 31, 2023)



- Alternate Investment Fund
- Foreign Portfolio Investors
- Fin Inst/Banks/Insurance Companies
- Truats
- Others

Particulars	No. of Share Holders	No of Shares held
Alternate Investment Fund	1	115000
Foreign Portfolio Investors	7	27485816
Fin Inst/Banks/Insurance Companies	2	181186
Truats	3	26300
Others	108511	225203782
<b>Total</b>	<b>108524</b>	<b>253012084</b>







**Over 541 Customer Touch Points including  
253 Branches, 270 ATMs and 18 BCs**

## Branch Presence

Population	No. of Branches	
	31.03.2022	31.03.2023
<b>Metropolitan</b>	<b>58</b>	<b>58</b>
<b>Urban</b>	<b>65</b>	<b>66</b>
<b>Semi Urban</b>	<b>107</b>	<b>110</b>
<b>Rural</b>	<b>19</b>	<b>19</b>
<b>Grand Total</b>	<b>249</b>	<b>253</b>

## Strong Management Team

### Mr. Shivan J.K, Managing Director & CEO

- Bachelor in Agriculture, MBA & CAIIB; More than 37 years of experience in Retail, Agri, Corporate, International & Forex operations.
- Was Chief General Manager of Stressed Assets Resolution Group of State Bank of India and worked with EY India as Senior Advisor.
- Member of two committees of the Indian Banks' Association- Standing Committee of Stressed Asset Management and Sectoral Committee of Private Sector Banks

### Mr. L. Chandran, General Manager

- A post graduate in Science, MBA(Finance), CAIIB and B.Ed;
- Associated with DLB for over 25 years in different capacities in various geographical areas and was Chief Risk Officer, Chief Compliance Officer, Chief Recovery Officer and Head SME (Credit Underwriting). Also worked in Government and Public Sector Financial Institution for about 7 years.

### Ms. Kavitha T A, Chief Financial Officer

- Qualified Chartered Accountant and Graduate in Commerce with CAIIB. Associated with DLB for over 19 years in different capacities.
- Has played a pivotal role in setting up the Integrated Risk Management Department and Operations Department of the Bank.
- Was the Regional Head of 32 branches spread over North Districts of Kerala & Karnataka State.
- Also worked in Manappuram Group of Companies for 3 ½ years .

### Mr. John Varughese, Head IT and Digital Banking

- Engineering graduate, MBA, Certified Information System Auditor (CISA) & CAIIB; Over 28 years of experience in IT & Banking including with Federal Bank.
- Worked as Chief Information Security Officer, Head – Alternate Channels, Regional Head, Chief Compliance Officer and Chief Credit Officer.

### Mr. Rajan Sleeba, Head- Human Resources Department

- Post Graduate in law (LLM) and CAIIB; Over 36 years of experience in banking sector including working with Federal Bank.
- Vast experience in Branch Banking, Credit and as Regional Head.

## Strong Management Team

### Mr. Surendran A.V, Head- Treasury & Wholesale Banking

- Graduate in Science and CAIIB; More than 33 Years of experience in banking with specialization in Treasury Management for 17 years.
- Worked as Regional Head and handled Government Business.

### Mr. Santoy John, Chief Compliance Officer

- Post Graduate in Science, CISA & CAIIB and PGCP in Business Management from XIMB Bhubaneswar, previously associated with ICICI Bank and RBL Bank.
- Over 24 Years of experience covering Teaching, Retail Banking, Internal Audit, Information Security, Payment systems, Centralized Operations and Compliance.

### Mr. Binoy B.S, Head- Internal Audit

- Graduate in Science, LLM & CAIIB. Over 27 years of experience in banking including working with South Indian Bank and 4 years' experience as a practicing lawyer
- Vast experience in Legal, Credit Sanction, Credit Monitoring, Recovery and Internal Audit.

### Mr. Satheesan V, Chief Vigilance Officer

- Graduate in Law (BAL, LLB), Master of Business Law (MBL) and MBA (International Business);
- Over 29 years experience which includes as a practicing lawyer and with Indian Overseas Bank. Has the Additional charge as Head-Legal.

### Mr. Suresh M Nair, Chief Credit Officer

- Bachelor in Commerce and CAIIB; Over 40 Years of experience in Banking with SBI Group (State Bank of Travancore, State Bank of Patiala & State Bank of India).
- Vast experience in Corporate Credit, SME, Stressed assets & Project Finance.

### Mr. Venkatesh H, Company Secretary

- A qualified Company Secretary, Chartered Accountant, Cost Accountant and Post Graduate in Commerce & JAIIB.
- Over 9 years of experience in Secretarial operations.

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