



PRESS RELEASE

January 20, 2012

The Unaudited (Reviewed) Financial Results for the Quarter ended 31st Dec 2011

REACHING OUT TO ALL

The Board of Directors of Bank of Maharashtra today, on 20th January 2012, approved and adopted the unaudited (reviewed) Financial Results for the third quarter and three quarters ended 31st December, 2011

Score Card

(₹. in crore)

Particulars	Q - o - Q			Y - o - Y (Nine months)		
	31.12.2010	31.12.2011	Growth	31.12.2010	31.12.2011	Growth
Net Profit	90.25	135.54	50.18%	260.98	358.00	37.18%
Operating Profit	308.57	425.34	37.84%	789.17	1265.25	60.33%
Interest Income	1429.29	1871.07	30.91%	4017.46	5315.62	32.31%
Other income	123.45	149.71	21.27%	373.87	467.80	25.12%
Net Interest Margin(%)	2.97	3.28	31 bps	2.69	3.23	54 bps
Yield on Advances (%)	9.79	11.76	197 bps	9.38	11.41	203 bps
Gross NPA (%)	3.15	2.06	109 bps	3.15	2.06	109 bps
Net NPA (%)	1.85	0.54	131 bps	1.85	0.54	131 bps
Provision Coverage Ratio(%)	60.02	85.96	2594 bps	60.02	85.96	2594 bps

HIGHLIGHTS OF PERFORMANCE

FOR NINE MONTHS PERIOD ENDED 31ST DECEMBER 2011

- ✓ Net profit soared by 37.18% (Y-o-Y) to ₹ **358.00** crore
- ✓ Operating profit surged by **60.33%** (Y-o-Y) at ₹ **1265.25** crore
- ✓ Interest Income up by **32.31%**(Y-o-Y) at ₹ **5315.62** crore
- ✓ Non Interest Income shot up by **25.12 %** to ₹. **467.80** (Y-o-Y) Cr
- ✓ NIM surges to **3.23%**, up by **54** bps (Y-o-Y)
- ✓ Interest Income on Advances up by **40.95 %** (Y-o-Y)
- ✓ CASA Share in total deposits maintained over 40% at **41.01 %**



- ✓ Total Deposits up by **11.43** % (Y-o-Y) at ₹ **69926** crore
- ✓ Cost to Income ratio dips from 55.34 % to **45.87** % (Y-o-Y)
- ✓ Gross Credit up by **15.97**% (Y-o-Y)
- ✓ Yield on advances zoomed by **203** bps to **11.41**% (Y-o-Y)
- ✓ Gross NPA ratio reduced by **109** bps from **3.15** % to **2.06**% (Y-o-Y)
- ✓ Net NPA ratio plunged by **131** bps from **1.85**% to **0.54**%(Y-o-Y)
- ✓ NPA Provision Coverage Ratio reached all time high to **87**%.
- ✓ Capital Adequacy Ratio (Basel II) at 11.75 %
- ✓ Return on Equity - ROE improved by a commendable **437** bps to **16.09**% (Y-o-Y)

**HIGHLIGHTS OF PERFORMANCE
for December 2011 quarter vis-à-vis
corresponding quarter of Previous Year**

- Net profit zooms up by **50.18**% to ₹. 135.54 crore
- Operating Profit surged by **37.84**% to ₹. 425.34 crore
- Total income shoots up by 30.14% to ₹. **2020.78** crore
- Interest Income on Advances zooms by **38.70**%
- Other income up by **21.27**% to ₹. 149.71 crore
- Net Interest Margin improved by **31** bps to 3.28%
- Yield on advances increased by **197** bps to 11.76%.
- Return on Assets mounts by 18 bps to **0.69**%.
- Return on Equity – ROE improved from 12.16 to **18.50** %



Business

The total business has increased from ₹ 106515 crore as on 31.12.2010 to ₹ 120676 crore as on 31.12.2011, registering a growth of ₹ 14161 crore [13.30%] on Y-o-Y basis.

Deposits

The total deposits has increased from ₹ 62752 crore as on 31.12.2010 to ₹ 69926 crore as on 31.12.2011, registering a growth of ₹ 7174 crore [11.43%] on Y-o-Y basis.

The CASA deposits have increased from ₹ 25236 crore as on 31.12.2010 to ₹ 28673 crore as on 31.12.2011, registering a growth of ₹ 3437 crore [13.62%] on Y-o-Y basis. Share of CASA to total deposits was 41.01% as on 31.12.2011, as against 40.22% as on 31.12.2010 and 40.72% as on 30.09.2011.

Advances

The Advances has increased from ₹ 43763 crore as on 31.12.2010 to ₹ 50751 crore as on 31.12.2011, registering a growth of ₹ 6988 crore [15.97%] on Y-o-Y basis.

Asset Quality

The Gross and Net NPAs were ₹ 1045.48 crore (2.06%) and ₹ 271.75 crore (0.54%) as on 31.12.2011, as against ₹. 1377.01 crore (3.15%) and ₹ 798.54 crore (1.85%) as on 31.12.2010. The level of Gross and Net NPAs were ₹ 1094.25 crore (2.15%) and ₹ 284.27 crore (0.57%) as on 30.09.2011

Profitability

The operating profit during the nine months ended 31.12.2011 has gone up by ₹ 476.08 crore (60.33%) to ₹ 1265.25 crore from ₹ 789.17 crore during the nine months ended 31.12.2010. The operating profit has increased from ₹ 308.57 crore for the quarter ended 31.12.2010 to ₹ 425.34 crore for the quarter ended 31.12.2011, registering a growth of ₹116.77 crore (37.84%). The same was ₹ 425.04 crore during the quarter ended September 2011.

The net profit during the nine months ended 31.12.2011 has increased by ₹ 97.02 crore to ₹ 358.00 crore from ₹ 260.98 crore during the nine months ended 31.12.2010 showing an increase of 37.18%. The net profit has increased from ₹ 90.25 crore in the quarter ended



31.12.2010 to ₹ 135.54 crore in the quarter ended 31.12.2011, registering a growth of ₹ 45.29 crore (50.18%). On sequential basis the same has increased by ₹35.12 crore (34.97%) from ₹ 100.42 crore for the quarter ended September 30, 2011.

Ratios

The yield on advances which was at 9.38% for nine months ended 31.12.2010 has improved to 11.41% for nine months ended 31.12.2011. The yield on advances for the quarter ended 31.12.2011 has increased to 11.76 % as compared to 11.54% during the quarter ended 30.09.2011. The yield on advances for quarter ended 31.12.2010 was 9.79%.

The Net Interest Margin stood at 3.23% for the nine months ended 31.12.2011, as against 2.69% for the nine months ended 31.12.2010; the same was 3.28% for the quarter ended 31.12.2011 & 3.24% for the quarter ended 30.09.2011.

Cost to Income Ratio stood at 45.87% for the nine months ended 31.12.2011, as against 55.34% for the nine months ended 31.12.2010. The same was at 46.50% during the quarter ended 31.12.2011 as against 45.35% for the quarter ended 30.09.2011.

Return on Assets for the nine months ended 31.12.2011 stood at 0.62% as against 0.50% as on 31.12.2010; it was 0.69% for the quarter ended 31.12.2011 against 0.51% for the quarter ended 31.12.2010 & also in the quarter ended 30.09.2011.

New Initiatives/ Achievements:

Bank has been consistently pursuing new initiatives to ensure value addition to its products and services and achieving land marks in its working.

Distinction in IT:

Bank has been a pioneer in adopting state of the art technology and to bring its fruits to its customers. **It has received the ISO 27001:2005 certificate** from DNV, an international certification agency for its Information Technology division establishing that its various departments, namely, Data Centre, Core Banking Solution Project Office, Disaster Recovery Centre and Central Office IT Department have complied with the **international standards for security capabilities** relating to processes, policies, practices and infrastructure.

This distinction is achieved by only a few banks in the country.



First ever visit of Finance Minister to Head Office of the Bank

The honourable Union Finance Minister, Shri Pranab Mukherjee visited Bank's Head Office in Pune during his visit to the city on 7-11-2011.

This is the first time that a Union Finance Minister has visited the Head Office of the Bank in Pune. In his address, he praised the Bank and all its staff members for its performance in bringing down gross and net NPAs substantially

New products/ Services:

Online Payment facility through Debit Card Launched (Verified by Visa)

About 24 lakh Bank's ATM/ Debit Card Holders can now make online payments through their debit cards after completing registration process with VISA.

Universal Bill Pay facility for Internet Banking Customers

The facility launched in arrangement with M/s Bill Desk will enable about 1.60 lakh internet banking customers to get the utility bills online and make its payment, such as Electricity Bills, Telephone/Mobile Bills. This is a value addition for existing facility of online utility bill payments.

E-Payment of Taxes facility for Karnataka Sales Tax/VAT

Now, the internet banking customers who are required to pay Sales Tax/ VAT to Govt of Karnataka can make the payment online.

Attractive RD Schemes:

Bank launched following attractive Recurring Deposit Schemes during the quarter.

1. Maha Millionaire

The depositor will receive **at least one Million Rupees** (Rs Ten lakhs) on maturity
Monthly instalment can be as small as Rs 4,940/- for a period of 10 years

Free Life Insurance cover of Rs One lakh for sole/first depositor only in the age group of 18-50 years for first term year (September to August)

2. Maha Lakhpati

The depositor will receive **at least One lakh Rupees** on maturity
Monthly instalment can be as small as Rs 500/- for a period of 10 years

3. Maha Sanchay

Monthly instalments can be FLEXIBLE (Minimum ₹ 100/- and Maximum ₹ 50,000/-) as per convenience of the depositor

Min core instalment ₹100/- and multiple of ₹.100/- thereafter. Max Core Instalment: ₹10,000/-
Period of deposit – Minimum 12 months, Maximum 60 months



Free Life Insurance cover of ₹1 lakh for sole/first depositor only in the age group of 18-35 years for first term year (September to August) for accounts with minimum core monthly instalment of ₹ 5,000.

ATM Gallery opened

Bank took the initiative of providing more ATMs at one place on busy Bajirao Road, near Tulasibagh by establishing a well furnished ATM Gallery in its own building, with four ATMs to start with.

The ATM Gallery was inaugurated by Shri H R Khan, Deputy Governor of Reserve Bank of India.

Unique initiative under Financial Inclusion – Mahabank Gram Seva Kendras

As an innovation under the Financial Inclusion Plan embarked by the Bank, it established six Mahabank Gram Seva Kendras in the remote villages like Navghar (Raigad), Dhuktan (Thane), Panoli (Ahmednagar), Koli Bodkha (Aurangabad), Solu (Pune) and Survadi (Satara) on pilot basis.

Dr K.C.Chakrabarty, Dy Governor, RBI inaugurated the MGSK at Navghar village near Uran of Raigad District.

The Bank's permanent staff member of the nearest parent branch, equipped with a laptop will be available in these villages to render all types of banking services on specified days every week, so that the villagers can avail the same at their doorsteps.

31 Mahabank Gram Seva Kendras were further opened taking total MGSKs to 37.

Bank has covered all the 1215 villages allocated to it under Financial Inclusion Plan well before the stipulated time frame (up to March 2012) and the same will be formally declared soon.

Observation of Customer Contact Week

As part of customer service initiatives, Bank has observed Customer Contact Week in December 2011 to identify the areas of customer service for improvement, understand the grievances of staff and motivate them to improve the service across the bank counters and to ensure constant contact with the customers consistently.

New Branches added

Bank adhered to its plan of expanding branch network in North Eastern States by opening its branch in Agartala on 11-1-2012 under its Branch Expansion Plan of current year. With this, ***Bank has put its footprints in Tripura taking its branch***



net work to 11 in North Eastern States. Bank would shortly open branches in Manipur, Mizoram and Nagaland also, thus covering entire north eastern part of the country.

New Branches at Ghatkopar (West), Chopada (Jalgaon), and Mathura were opened on 12-1-2012 as part of celebration of National Youth Day.

On the occasion of 150th Birth Anniversary of Swami Vivekananda, the new branch opened at Ghatkopar (West) is dedicated to youth. Facilities like internet, Library and career counseling services are made available at the branch.

The total branch net work is increased to **1573** across the country as on date.

The Bank has ATM network of 501 as on date.

SLBC of Official Language:

Bank of Maharashtra as Convenor of State Level Bankers' Committee, convened the 27th meeting of Maharashtra State Level Banker's Committee (Official Language) as well as an Executive seminar in Hindi on 21 October, 2011 at its Central office at Pune. On this occasion the winner Banks/Financial institutions were felicitated under the Rajbhasha Trophy scheme.

Training to CBI Officials

To make CBI officials conversant with the banking operations and procedures, Bank of Maharashtra took the initiative of giving a 5 day training to CBI officers in Pune at its Staff Training College.

National Seminar on Basel III: Implementation challenges in Banks

Shri. Anand Sinha, Deputy Governor, Reserve Bank of India, who has been associated with the formulation and implementation of Basel norms in banking industry, **has inaugurated the national seminar** organized by the Bank **at its Head Office in Pune** and delivered the key-note address.

Senior executives of various banks, representatives of management institutes, credit rating agencies and financial analysts and representatives from Press have participated in the day long seminar.

Road Map Ahead 2011-12:



Road Map Ahead 2011-12:

- Achieving total business of ₹ 1,40,000 crore with mix of deposits ₹ 80,000 crore and advances ₹ 60,000 crore
- Maintain the Gross NPA and Net NPA at present level
- Launching of sale of Gold Coins
- Launching of e-stamping facility
- Collection of stamp duty and registration fees: both online and at branch counters
- Opening of additional 61 Mahabank Seva Kendras in villages with population of more than 2000 under Financial Inclusion Plan
- Opening of 29 more branches, of which 19 in Under Banked Districts, and 3 are in North-Eastern States
- To spread wings abroad
- Recruitment of 525 clerks, 550 officers including specialised officers in Law, IT & CA category.

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