







Ref No: PSB/HO/Shares Cell / 100 /2024-25 March 6, 2025

To,

BSE Limited,

Department of Corporate Services,

25th floor, Phiroze Jeejeebhoy Towers, Dalal Street, Fort,

<u>Mumbai – 400 001</u>.

SCRIP ID : PSB

SCRIP CODE : 533295

National Stock Exchange of India Ltd.,

Exchange Plaza, C – 1, Block – G, Bandra Kurla Complex, Bandra (East),

Mumbai - 400 051.

SYMBOL: PSB SERIES: EQ

Dear Sir,

Sub: Submission of Revised Investor Presentation

This is in reference to our intimation with reference number PSB/HO/Shares Cell/97/2024-25 dated March 1, 2025, wherein we provided the schedule of the non-deal roadshows along with the investor presentation.

We would like to inform you that there was an inadvertent typographical error on page 13 of the presentation, where the rating by CARE Ratings was incorrectly mentioned as "AA (Positive)" instead of "AA- (Positive)". Please find the revised presentation attached herewith. The revised presentation is also uploaded on the website of the Bank at https://punjabandsindbank.co.in/.

We deeply regret any inconvenience caused.

This information is provided for your records.

This is for your information and records.

Yours faithfully

Saket Mehrotra Company Secretary





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CORPORATE PRESENTATION

March 2025

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१६ मी बाविज्ञानु नी वी इंडिंग Punjab & Sind Bank

(A Govt. of India Undertaking)

Where service is a way of life

Overview

Punjab & Sind Bank – An Introduction



Where service is a way of life



Strong Legacy of Premier Commercial Bank

- Incorporated in 1908 in Amritsar
- 116 years of operating experience covering 351 districts across India
- Catering to the overall banking needs to 1.64 crore customers (as of 31st December 2024) across several segments



Pan-India Presence through Multiple Delivery Channels

- Established franchise in northern states of India
- Overall 4,625 delivery channels comprising of 1,584 branches, 1,041 ATMs, 2,000 BCs
- Dedicated staff strength of 10,250 serving our valued customers
- PSB UnIC: A one-stop omnichannel application designed to cater to the needs of both retail and business customers



Performance Track Record & Support from Gol

- · Diversified loan portfolio
- Profitable operations and declaring dividends since FY22
- Adequately Capitalized
- Raised Infra Bonds at a competitive rate with an overall subscription of > 2.0x
- 98.25% owned by Gol



Committed to High Standards of Corporate Governance

- Well defined Board level committees & policies
- Seasoned Management team with vast experience in banking sector
- Assurance functions
- · Prudent vigilance mechanism
- Approved code of ethics
- Improved credit quality and underwriting standards
- Improved operating systems and processes

Major Events and Milestones



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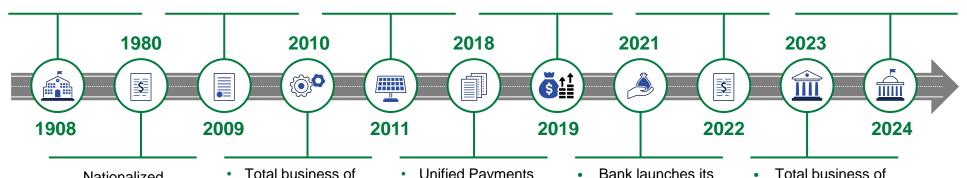
Incorporated as Punjab & Sind Bank Limited in Amritsar, Punjab Total business of the Bank for financial year 2008-09 crosses ₹ 50,000 Cr

Total business of the Bank crosses ₹ 1,00,000 Cr

Gol infuses capital of ₹ 787 crore

Gol infuses capital of ₹4,600 crore

- STP journeys are launched for Housing and Vehicle Loans
- CBS upgraded from Finacle 7 to Finacle10
- Raised funds through Infra Bonds of
 ₹ 3,000 Crore



- Nationalized along with five other banks
- Total business of the Bank crosses ₹ 81,000 Cr and Net Profit of ₹ 500 Cr
- Listed on BSE and NSE
- Unified Payments Interface (UPI) is implemented in the Bank
- Government of India infuses capital of
 ₹ 785 crore
- Bank launches its Omni channel app PSB UnIC
- Gol infuses capital of ₹ 5,500 crore
- Total business of the Bank crosses ₹ 2,00,000 Cr
- Bank achieves highest ever Net profit of ₹ 1,313 crore



੧ਓ ਸ਼੍ਰੀ ਵਾਹਿਗੁਰੂ ਜੀ ਕੀ ਫ਼ਤਹਿ

Punjab & Sind Bank

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Key Investment Highlights

Key Investment Highlights

1 Sustainable and Growing Business Profile since Fiscal 2022



2 Diversified Credit Portfolio with Increasing RAM Share





4 Strong Capital Adequacy with Stable Credit Rating & improving Net Worth



Launch of New Initiatives for Business Expansion, Tie-ups & Collaborations along with Growing Digital Footprints



6 Track Record of Robust Financial Performance



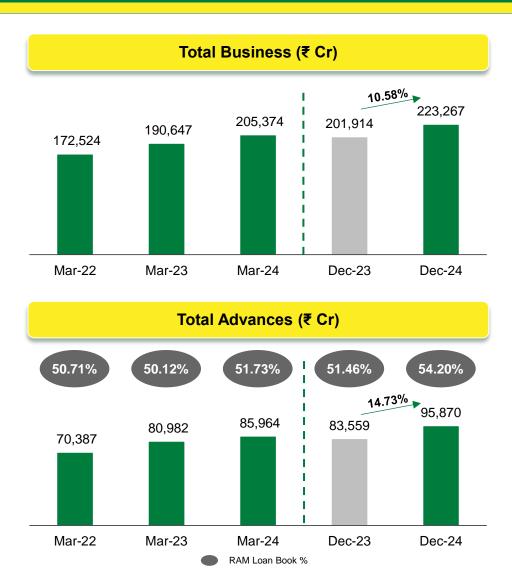
7 Seasoned Board with in-depth Sector Expertise

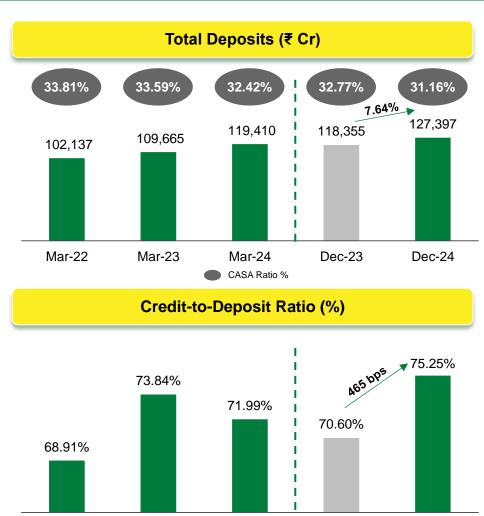
8 Continued Focus on ESG Initiatives

Sustainable and Growing Business Profile since Fiscal 2022 (1/2)



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Mar-24

Mar-22

Mar-23

Dec-24

Dec-23



Sustainable and Growing Business Profile since Fiscal 2022 (2/2)





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Business Size

As on December 31, 2024



₹ 2,23,267 Cr Total Business Y-o-Y growth: 10.58%

₹ 1,27,397 Cr Total Deposits Y-o-Y growth: 7.64%

₹ 95,870 Cr Total Advances Y-o-Y growth: 14.73%

Loan Book Mix

As on December 31, 2024



₹ 51,966 Cr Total RAM Book Y-o-Y growth: 20.85%

₹ 20,680 Cr

Retail Loan Book Y-o-Y growth: 35.12%

₹ 18,389 Cr MSME Loan Book Y-o-Y growth: 17.00%

Profitability

For period ended December 31, 2024



8.87%
Yield on
Advances
Y-o-Y growth: 21bps

0.63%

Return on Assets Y-o-Y growth: 21bps

10.98% Return on Equity Y-o-Y growth: 244bps

Asset Quality

As on December 31, 2024



3.83% Gross NPA Y-o-Y decline: 187bps

1.25%

Net NPA Y-o-Y decline: 55bps

89.53%PCR
Y-o-Y growth: 137bps

Capital Structure

As on December 31, 2024



₹ 9,234 Cr Net worth Y-o-Y growth: 23.89%

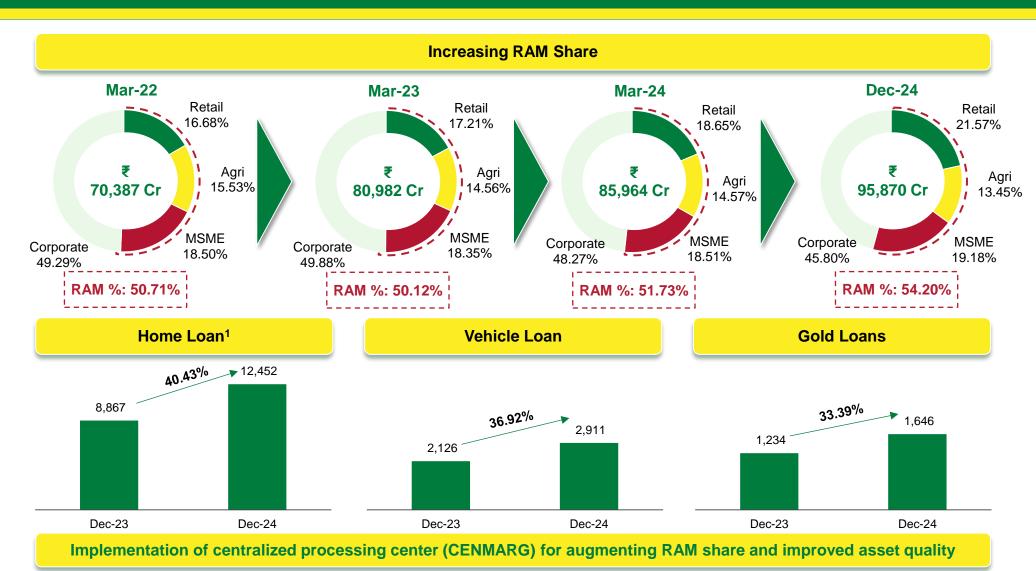
15.95%CRAR
Y-o-Y growth: -18bps

14.04% Tier 1 Capital Y-o-Y growth: 29bps

Diversified Credit Portfolio with Increasing RAM Share



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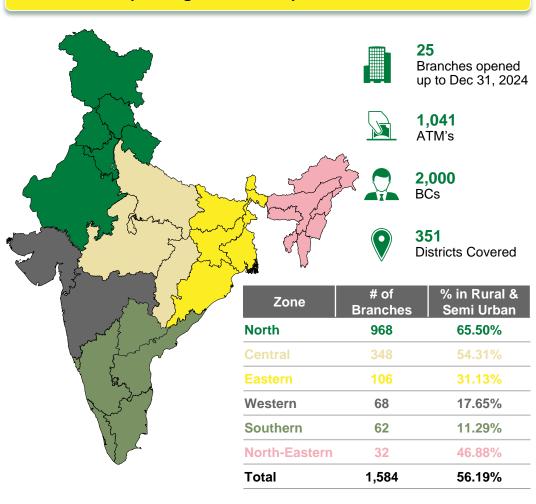


Pan-India Branch Network for Servicing broad Customer Base and Stable CASA & Retail Term Deposits Mix

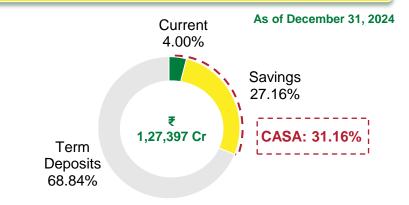


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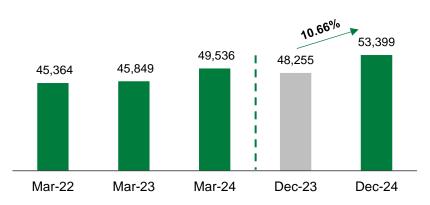
Expanding Branch Footprint across India



Balanced Liability Franchise with Stable CASA Mix



Growing Retail Term Deposits (₹ Cr)



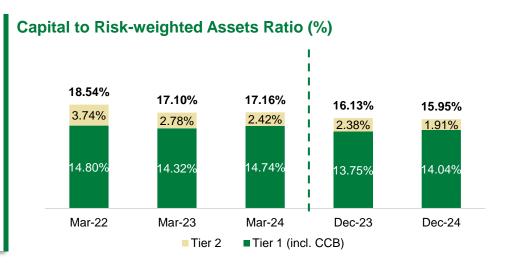


Strong Capital Adequacy with Stable Credit Rating & improving Net Worth



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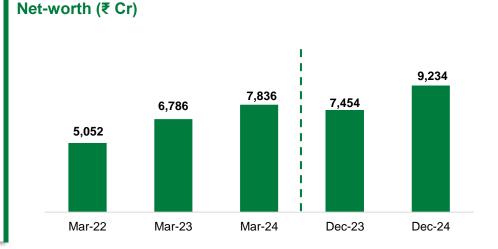
Strong Capital
Adequacy &
Stable Credit
Rating



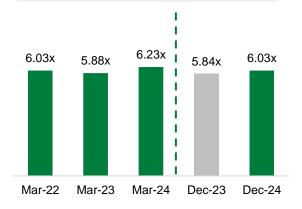
Credit Rating (As of Dec 31, 2024)

Infra Bonds	Credit Rating
CRISIL Ratings	AA (Stable)
India Ratings	AA (Stable)
Tier 2 Bonds	
CRISIL Ratings	AA (Stable)
Infomerics Ratings	AA (Stable)
CARE Ratings	AA- (Positive)
Certificate of Deposit	
ICRA Ratings	A1+

Net-worth & Leverage Ratio



Leverage Ratio

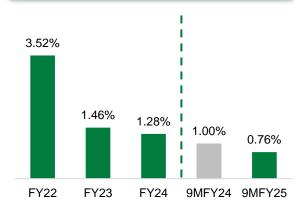


Improved Asset Quality (1/2)

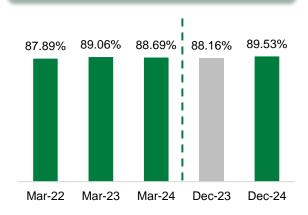


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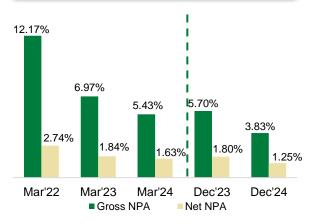
Declining Slippage Ratio (%)



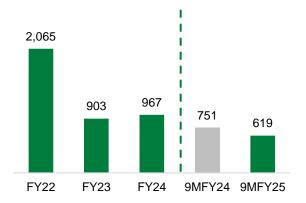
Stable Provision Coverage Ratio (%)



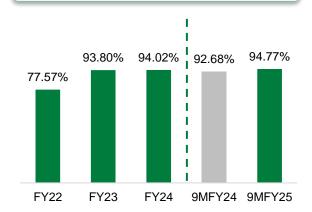
Reduction in NPAs (%)



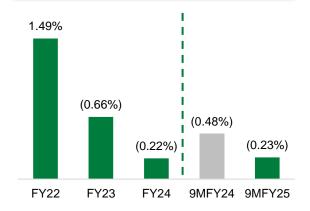
Fresh Slippages (₹ In Cr.)



Collection Efficiency (%)



Credit Cost (%)



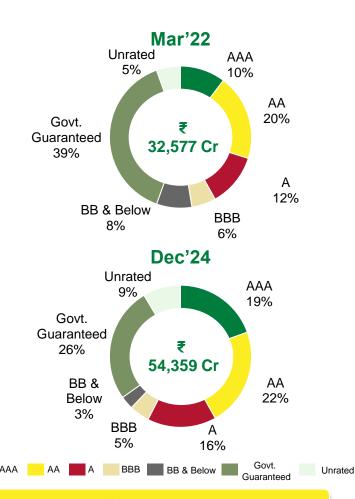
Rating Profile of Corporate Credit Exposure (2/2)



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Credit (Rated Exposure) – External Rating Wise (Above ₹ 5 Cr)

Particulars	Quarter Ended								
	Mar'22		Mar	ar'23		Mar'24		Dec'24	
(In₹Cr)	Amount	% to Total	Amount	% to Total	Amount	% to Total	Amount	% to Total	
AAA rated	3,354	10.30%	11,469	26.27%	10,985	22.02%	10,593	19.49%	
AA rated	6,369	19.55%	7,575	17.35%	10,810	21.67%	12,164	22.37%	
A rated	3,926	12.05%	4,145	9.50%	4,401	8.82%	8,527	15.69%	
BBB rated	1,797	5.52%	1,570	3.60%	2,036	4.08%	2,502	4.60%	
Total of BBB & above	15,446	47.42%	24,759	56.72%	28,232	56.59%	33,786	62.15%	
BB & Below	2,619	8.04%	2,249	5.15%	2,379	4.77%	1,636	3.01%	
Total Rated	18,065	55.46%	27,008	61.87%	30,611	61.36%	35,422	65.16%	
Govt. Guaranteed	12,722	39.05%	12,360	28.32%	14,685	29.44%	14,274	26.26%	
Other Unrated	1,790	5.49%	4,284	9.81%	4,587	9.20%	4,663	8.58%	
Total	32,577	100.00%	43,652	100.00%	49,883	100.00%	54,359	100.00%	



A and above rated and Government guaranteed loans constitute 83.81% of rated exposure

5

Launch of New Initiatives for Business Expansion along with Growing Digital Footprints (1/2)



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PSB UniC – Flagship Mobile Banking Application





PSB UnIC Biz App Features

Instant Payments

Bulk Fund Transfers

Utility and Tax Payments

User Management

Investments

Account Management

PFMS

E-Mandate

Omni Experience

Digital Car Loans Launched in Nov 2024

PSB E Apna Vahan Loans Highlights¹

- Paperless, end-to-end digital lending journey
- Omni-channel presence available across touchpoints
- Customer-centric experience with flexibility for choice of cars, dealers

100% Offers in <15 mins

Digital Home Loans Launched in Nov 2024

PSB E Apna Ghar Loans Highlights¹

- Seamless loans across geographies, expanding reach to rural areas
- Omni-channel presence available across touchpoints
- Faster approval and sanction with video KYC

100% Offers in <30 mins

Note: (1) for digitally assisted journey



Growing Digital Footprints along with Launch of New Initiatives for Business Expansion (2/2)



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Expanding Footprint through our Flagship Application PSB UnIC



Over 0.35 crores debit cards issued

Significant Growth in Digital Transaction & Remote Banking



Digital transactions increased by 57% Y-o-Y

Uptick in UPI and POS Transactions



UPI Transactions increased by 66.4% Y-o-Y



~31% Y-o-Y increase in adoption of PSB UnIC registrations



92% of all bank transactions are through digital mode



52 crore UPI transactions until December 2024



62.9% Y-o-Y increase in the no. of merchants onboarded



Mobile / Internet Banking users increased by 31%



0.29 crores POS transactions till December 2024

Tie-ups & Collaborations



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Tie up for with various third parties for improving fee income through

- Co-branded Credit Cards
- Bancassurance
- Health Insurance
- Mutual Fund



MOU with Warehousing
Development &
Regulatory Authority for
financing against
E-warehouse receipts.

MOU with Chamber of Indian Micro Small and Medium Enterprises for financing MSME Units.

MOU with SIDBI for financing MSME Units.



Collaborations for: -

Retail Car Loans with Car Manufacturing Companies.

Tractor Financing with Tractor Manufacturing Companies.

Equipment Financing with Agriculture Equipment Manufacturers

Dairy Farming with reputed Milk Processing Companies.



Tie up with defence establishments for salary accounts:-

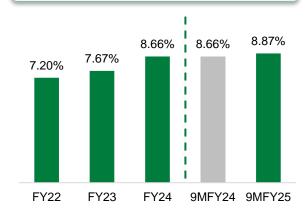
- Indian Army,
- Air Force,
- Navy,
- Assam Rifles,
- Coast Guard

Track Record of Robust Financial Performance (1/3)

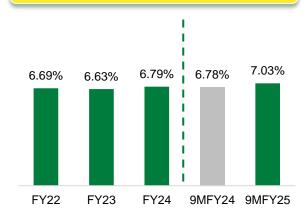


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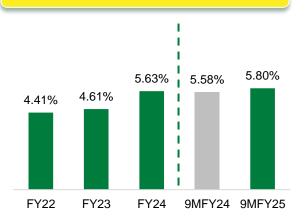




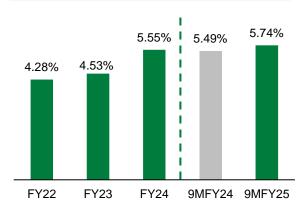
Yield on Investments (%)



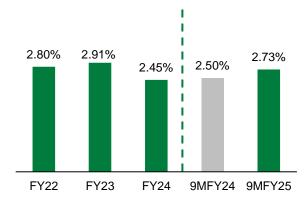
Cost of Funds (%)



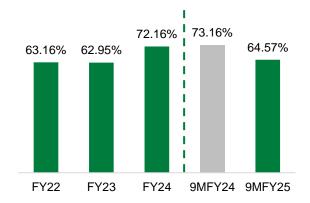
Cost of Deposits (%)



Net Interest Margin (%)



Cost-to-Income Ratio (%)

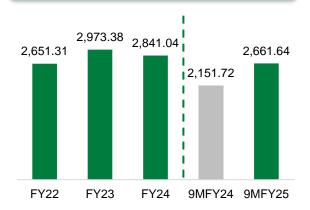


Track Record of Robust Financial Performance (2/3)

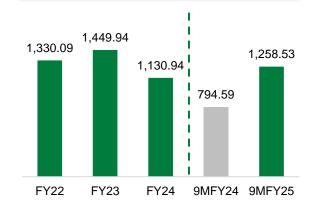


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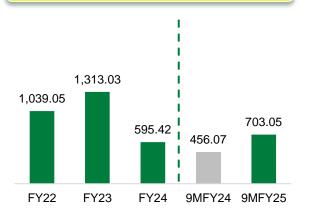




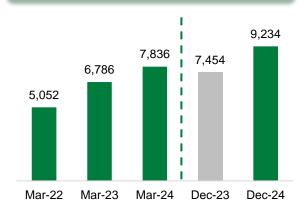
Operating Profit (₹ Cr)



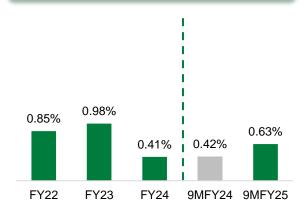
Net Profit (₹ Cr)



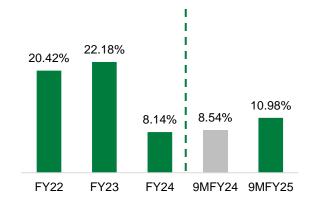
Net-worth (₹ Cr)



Return on Assets (%)



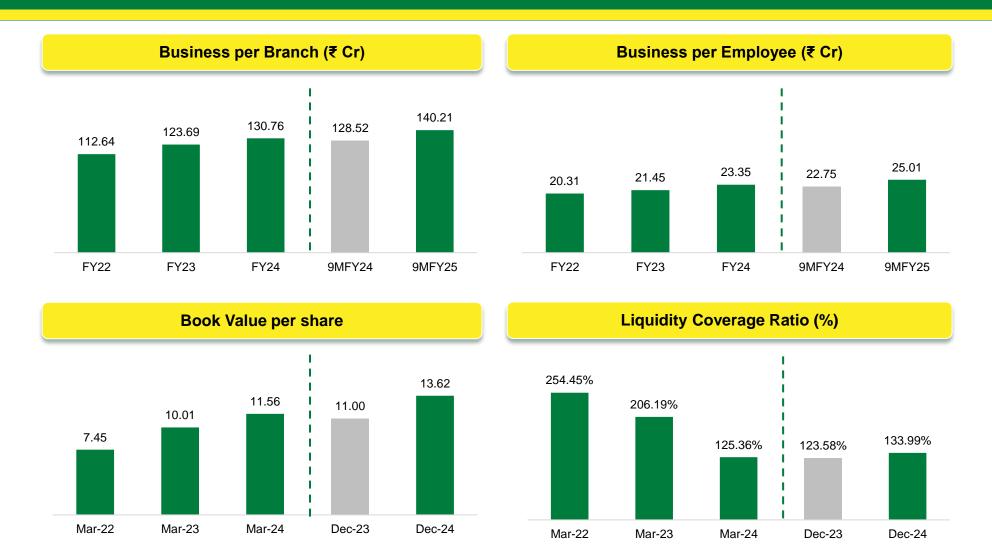
Return on Equity (%)



Track Record of Robust Financial Performance (3/3)



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Seasoned Board with in-depth Sector Expertise



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Our Experienced Board of Directors



Shri Swarup Kumar Saha MD & CEO

Overall experience of 34 years and appointed MD & CEO of Punjab & Sind Bank on June-22. He obtained Bachelor of Science degree from the University of Calcutta and is a Certified Associate of the Indian Institute of Bankers. He holds diploma in Treasury, Investment, and Risk Management awarded by the Indian Institute of Bankers and the Fixed Income Money Market and Derivatives Association of India.



Ms. M.G. Jayasree Ministry of Finance Nominee Director

Appointed as Gol Nominee Director on the Board in April-22. She has vast experience at various levels in different capacities in the Gol. She also serves as a government nominee director on the Board of Directors of India Infrastructure Finance Company Limited.



Shri Ravi Mehra Executive Director

Overall experience of 35 year and joined as Executive Director of the Bank in October-23. In his prior experience he was the General Manager of Punjab & Sind Bank. He is a post-graduate in Commerce and also a Certified Associate of Indian Institute of Bankers (CAIIB)



Shri Vivek Srivastava RBI Nominee Director

Shri Vivek Srivastava has been a career central banker, having joined Reserve Bank of India in November 1990 with an overall experience of 35 years. He has served across departments in the RBI and is currently posted as the Regional Director of Chandiaarh regional office



Shri Rajeeva Executive Director

Appointed as Executive Director in August-24 and has a total experience of 31 years. Previously, he was Chief General Manager of PNB. He is a post-graduate in Arts, MBA in Banking and Finance and a Certified Associate of Indian Institute of Bankers (CAIIB). He has also served as MD & CEO of PNB (International) Ltd. in UK



Shri R. P. Gupta Shareholder Director

Retired from LIC of India as Executive Director. He holds Master's degree in Physics from Lucknow University. He is also a fellow member of Insurance Institute of India.

Continued Focus on ESG Initiatives



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Environment



Social



Governance

- Climate Risk & Green Deposit Policy for Sustainability
- Mobilized funds under Green Earth Deposit Scheme and financed ₹ 213.96 Cr in renewable energy sector
- Introduced environment friendly finance named as PSB GO-GREEN Financing Scheme.
- ₹ 72.28 Cr sanctioned under PSB e- Vahan for electric vehicles
- Installed rooftop solar power system in premises and emphasized the usage of LED light

- Organized 71 camps and trained 828 participants in different RSETIs during Q3FY25. Training imparted to 2,313 trainees during 9MFY25
- Organized 136 camps by FLCs and imparted training to 1,122 untrained persons during Q3FY25 Bank has imparted training to total 3,124 trainees during 9MFY25
- Financed ₹ 4.88 cr to 2,295 street vendors in Q3FY25 through PMSVANidhi, with total disbursement of ₹ 14.90 cr during 9MFY25
- Unbanked 73,834 person accessible to banking services under PMJDY scheme in Q3FY25 and opened 2,60,837 PMJDY account during 9MFY25
- Financed 253 New SHGs with amount of ₹ 10.25 cr in Q3FY25 and sanctioned ₹ 22.08 cr during 9MFY25
- To inspire young people & women, Bank has introduced PSB Business loan for young India & PSB Samraddh Mahila scheme

- Well defined Board level committees & policies are in place for better control and governance
- Prudent vigilance mechanism and whistle blower policy in place to enhance transparency
- Board level Committee to monitor recovery in NPAs
- Efficient cyber security & fraud risk management measures in place for safeguarding digital transactions
- Well defined business continuity policy in place for smooth business functions in unexpected circumstances
- Approved code of ethics



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Way Forward

Key Growth Strategies



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Key Strategies



- Tailor made RAM products
- Creation of MSME clusters and specialized branches for mid-corporate credit
- Digital lending in Retail, MSME, Co-lending & TReDS
- Augmenting Non-Fund & Forex Business



 Launch of new liability bundled products for savings, current and retail term deposit to augment deposit growth



- Increasing cross-selling through third-party collaborations to augment fee-based income
- Increasing revenue through co-branded credit cards, insurance and mutual funds



- MOUs for mobilizing salary accounts with Government, Defence and Corporate Establishments
- Customer acquisition through tab banking



- Branch expansion and increasing network of BCs in uncovered districts.
- Continuous investment in technology and digital innovation for value-added services



- Dedicated credit monitoring for:
 - Restricting fresh slippages
 - Increased recovery and upgradation of NPA
 - Enhancing collection efficiency

Transformation of Branches into Smart Branches



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Implemented Transformational Projects



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Technology Projects



- ✓ Upgraded treasury solution
- ✓ Upgradation of CBS platform on Finacle version 10X
- ✓ Email solutions on cloud network
- ✓ Centralized Loan Origination System (LOS)
- IT infrastructure and security stack have been strengthened with latest technology
- √ Video KYC for onboarding customers

Digital Initiatives



- Introduced digital journey for retail and corporate customers through omni channel
- ✓ 150+ functionalities provided in PSB UnIC (mobile banking application)
- ✓ Empaneled 50 fintech companies for utilizing new age solutions
- ✓ Implemented WhatsApp Banking to its customers in three languages
- ✓ Digital journeys for vehicle and housing loans through STP for customers
- ✓ Issuing BG in electronic mode

Infrastructure



- ✓ Structural changes to support consistency in performance
- ✓ Cloud implementation for IT application
- Establishing private cloud to move all existing solution on latest IT infrastructure
- ✓ Implementation of specialized back office Processing centre for RAM advances at zonal level
- Strengthening the credit monitoring engine and collection efficiency
- Creation of dedicated vertical for liability resource mobilization and new project implementation

Ongoing Transformational Projects



Where service is a way of life

CASA Back Office



Streamlining Deposit and Account Management Workflows

Next-Gen Contact Centre



Al-powered for Personalized and Effective Customer Support

Centralized Trade Finance



Enhanced Customer Experience for augmenting Forex Business

Risk Management / Cyber Security



Advanced EWS to track potential risks in real time
Strengthen enterprise-wide risk management systems

Data Warehouse & Analytics



Advanced Insights for Better Forecasting and Strategic Planning

Next-Gen CRM



Proactive Customer Engagement

Fraud Monitoring



Fraud Mitigation using Advanced Technologies

HR Transformation



PMS for monitoring employee performance digitally through KRAs

Lateral hiring of specialized cadre

New Staff training college for capacity building



Modernizing Operations





Summary of Assets and Liabilities



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In ₹ Cr

Particulars	As of December 31, 2024	As of December 31, 2023	As of March 31, 2024	As of March 31, 2023	As of March 31, 2022
Capital & Liabilities					
Capital	6,777.79	6,777.79	6,777.79	6,777.79	6,777.79
Reserves & Surplus	5,007.07	8,459.46	8,755.64	8,330.72	7,232.80
Deposits	1,27,397.21	1,18,355.34	1,19,409.55	1,09,665.49	1,02,137.01
Borrowings	12,611.91	8,810.53	9,770.86	9,018.38	2,443.63
Other Liabilities & Provisions	2,913.70	2,858.29	2,942.69	2,662.14	2,476.32
Total	1,54,707.68	1,45,261.41	1,47,656.53	1,36,454.52	1,21,067.55
Assets					
Cash & balance with Reserve Bank of India	6,269.29	6,214.81	7,312.46	6,225.40	6,139.24
Balance with banks & money at call and short notice	821.86	471.40	70.55	71.32	148.99
Investments	46,071.60	49,881.28	49,599.16	44,838.42	42,280.87
Advances	93,488.03	80,324.78	82,736.38	76,819.43	63,626.56
Fixed Assets	1,691.40	1,564.07	1,755.78	1,519.42	1,577.44
Other Assets	6,365.50	6,805.07	6,182.20	6,980.53	7,294.45
Total	1,54,707.68	1,45,261.41	1,47,656.53	1,36,454.52	1,21,067.55

Summary of Profit and Loss



In ₹ Cr

Particulars	For nine-month ended December 31, 2024	For nine-month ended December 31, 2023	Year ended March 31, 2024	Year ended March 31, 2023	Year ended March 31, 2022
Income	01, 2024	01, 2020			
Interest Earned	8,322.36	7,212.71	9,693.98	7,992.73	7,095.81
Other Income	890.89	808.52	1,221.47	939.96	959.38
Total Income (A)	9,213.25	8,021.23	10,915.45	8,932.69	8,055.19
Expenses					
Interest Expended	5,660.72	5,060.99	6,852.94	5,019.35	4,444.50
Operating Expenses	2,294.00	2,165.65	2,931.57	2,463.40	2,280.60
Provisions and Contingencies	555.48	338.52	535.52	136.91	291.04
Total Expenses (B)	8,510.20	7,565.16	10,320.03	7,619.66	7,016.14
Net Profit for the period (A-B)	703.05	456.07	595.42	1,313.03	1,039.05

Key Financial Ratios



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Particulars	For nine-month ended December 31, 2024	For nine-month ended December 31, 2023	Year ended March 31, 2024	Year ended March 31, 2023	Year ended March 31, 2022
Profitability					
Yield on Advances	8.87%	8.66%	8.66%	7.67%	7.20%
Cost of Funds	5.80%	5.58%	5.63%	4.61%	4.41%
Net Interest Margin	2.73%	2.50%	2.45%	2.91%	2.80%
Cost-to-Income Ratio	64.57%	73.16%	72.16%	62.95%	63.16%
Return on Assets	0.63%	0.42%	0.41%	0.98%	0.85%
Return on Equity	10.98%	8.54%	8.14%	22.18%	20.42%
Capital Ratios					
Tier 1 Capital	14.04%	13.75%	14.74%	14.32%	14.80%
CRAR	15.95%	16.13%	17.16%	17.10%	18.54%
Leverage Ratio	6.03x	5.84x	6.23x	5.88x	6.03x
Asset Quality					
GNPA	3.83%	5.70%	5.43%	6.97%	12.17%
NNPA	1.25%	1.80%	1.63%	1.84%	2.74%
Provision Coverage Ratio ¹	89.53%	88.16%	88.69%	89.06%	87.89%

Note: (1) with TWO (technical write-off)



Awards & Accolades



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MSME
Banking
Excellence
Awards -2022
"Best
Emerging
Bank" Award
by Chamber
of Indian
Micro Small &
Medium
Enterprises
(CIMSME)





Award of Excellence under Campaign Leadership Pinnacle to MD & CEO.

EASE 5.0 Reforms:

- The first Position for Top Improvement in EASE 5.0
- First Runner Up under the Collaborative Development focused Banking Theme.





Key Abbreviations



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Abbreviations	Expansion	Abbreviation	Expansion
ATM	Automated Teller Machine	RSETIS	Rural Self Employment Training Institutes
ВС	Business Correspondents	FLCs	Financial Literacy Centres
BSE	Bombay Stock Exchange	PMSVANidhi	Prime Minister Street Vendor's AtmaNirbhar Nidhi
NSE	National Stock Exchange	PMJDY	Pradhan Mantri Jan-Dhan Yojana
Gol	Government of India	SHGs	Self Help Groups
UPI	Unified Payments Interface	PMS	Performance Management System
STP	Straight Through Processing	KRA	Key Responsibility Areas
CBS	Core Banking Solution	PF	Provident Fund
CASA	Current Account & Savings Account	EWS	Early Warning Signals
RAM	Retail, Agriculture and MSME	во	Branch Office
NPA	Non-Performing Assets	KYC	Know Your Customer
CRAR	Capital to Risk (Weighted) Assets Ratio	BG	Bank Guarantee
PCR	Provision Coverage Ratio	TReDs	Trade Receivables electronic Discounting System
bps	Basis points		



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