



बैंक ऑफ महाराष्ट्र  
Bank of Maharashtra  
भारत सरकार का उद्यम  
एक परिवार एक बैंक

AX1/ISD/STEX/2021-22

Date: 10.02.2022

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

BSE Scrip code: 532525

NSE Symbol: MAHABANK-EQ

Dear Sir/Madam,

**Subject: Schedule of Non- deal Roadshows /Analyst/ Institutional Investors Meet for Bank of Maharashtra ("Bank").**

In terms of Regulation 30 and other applicable provisions of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, we inform you that the Bank will be participating in Non-deal Roadshows and meeting with prospective investors from 11<sup>th</sup> February, 2022 onwards to 18<sup>th</sup> February, 2022.

**Note:** The dates of the Roadshow meetings are subject to change / reschedule that may happen due to exigencies on the part of Investors / Bank.

A copy of the Corporate / Investor Presentation is enclosed. The same is also available on the website of the Bank at [www.bankofmaharashtra.in](http://www.bankofmaharashtra.in)

This is for your information, record and dissemination please.

Yours faithfully,

(Chandrakant Bhagwat)  
Company Secretary & Compliance Officer



Encl: As above



बैंक ऑफ महाराष्ट्र  
Bank of Maharashtra  
भारत सरकार का उद्यम  
एक परिवार एक बैंक



# CORPORATE PRESENTATION

## FEBRUARY-2022



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**To be a vibrant, forward looking, techno-savvy, customer-centric bank serving diverse section of society, enhancing shareholders' and employees' value while moving towards global presence**



**1** Bank of Maharashtra – An Overview

**2** Key Investment Highlights

**3** Key Growth Strategies

**4** Annexures

# Bank of Maharashtra – An Overview

## Brief Snapshot

- Founded in 1935, Bank of Maharashtra (“BoM”) has a rich legacy of more than 85 years
- Customer base of approximate 2.95cr as of Dec 31, 2021
- Offers diversified products and services such as Retail Banking, Wholesale Banking, Lending to corporates, small and medium enterprises, retail and agricultural customers
- Wide distribution network comprising of 2,054 banking outlets & 1,922 (ATMs + CRMS) as of Dec 31, 2021
- Bank has 12,749 employees across verticals as on Dec 31, 2021

## Credit Rating- Tier 2 Bond

### Feb 2022:

Rating Agency: Infomeric Ratings  
Rating: AA+ (Stable)

### Sep 2021:

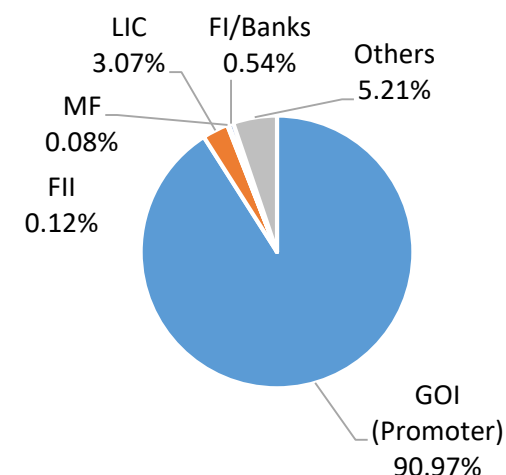
Rating Agency: CRISIL  
Rating: AA- (Stable)

Rating Agency: Brickwork & Acuite  
Rating: AA (Stable)

### Jul 2021:

Rating Agency: CARE & ICRA  
Rating: AA- (Stable)

## Shareholding Pattern (As of Dec' 31, 2021)



## Bank of Maharashtra statistics (As of Dec' 31, 2021)

**Gross Advances:**  
INR 1,29,006 Cr

**Deposits:**  
INR 1,86,614 Cr

**NII<sup>1</sup>:**  
INR 4,432 Cr

**Net Interest Margin<sup>1</sup>:**  
3.14%

**Operating Profit<sup>1</sup>:**  
INR 3,669 Cr

**Net Profit<sup>1</sup>:**  
INR 796 Cr

**CASA:**  
55.05%

**GNPA | NNPA:**  
4.73% | 1.24%

**PCR incl. TWO:**  
93.77%  
**PCR excl. TWO:**  
75.04%

**Book Value per share:**  
INR 14.30\*

**ROA|ROE<sup>1</sup>:**  
0.52% | 11.21%

**Tier 1 | CRAR:**  
10.61% | 14.85%

\*Excluding revaluation reserve and DTA

1. Represent 9m numbers as on 31 Dec 2021





## Key Investment Highlights

# Strong and established banking franchisee



01

Consistently improving financial performance. Bank has achieved financial turnaround over the past 2 years with strong & sustainable Business Growth with healthy capital position.

**Growth<sup>2</sup> in Gross Advances (+22.98%) and Total Deposit (+15.21%) is one of the highest among PSBs.**

02

Stable and granular RAM portfolio forms more than half of the asset base (58.85% of gross advances) resulting in a diversified asset base with focus on retail and mid corporate segment.

**Retail enjoy highest share of ~25% of the Gross Advances**

03

Stable & growing deposit base with **peer leading CASA ratio (55.05%)**; CASA growing faster than term deposits resulting in to **lowest cost of funds<sup>3</sup> (3.36%)** among PSBs and healthy NIMs<sup>3</sup> (3.14%).

**Over 97% of Total Deposit is CASA and Retail term deposit**

04

Steadily improving asset quality - Reduction in GNPA, NNPA aided by lower addition of fresh slippages.

**NNPA ratio is even better than large private banks.**

05

Healthy adoption of digital channels – Emphasis on leveraging & improving digital technological capabilities.

06

Pan India presence with a strong network of 2,054 banking outlets **with dominance in industrially developed states of Western India i.e. Maharashtra & Gujarat.**

07

Well capitalized with CRAR<sup>1</sup> at 14.85% for future growth

08

High quality management team with demonstrated track record.

1.As of 31 Dec 2021;

2. YoY Growth for 31 Dec 2021 vs 31 Dec 2020;

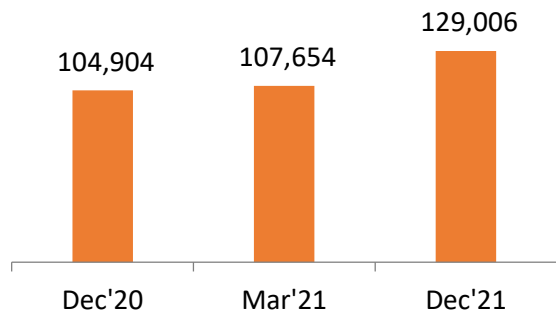
3. 9m data as on 31 Dec 2021

# Diversified Asset Portfolio with a focus on retail and MSME segment



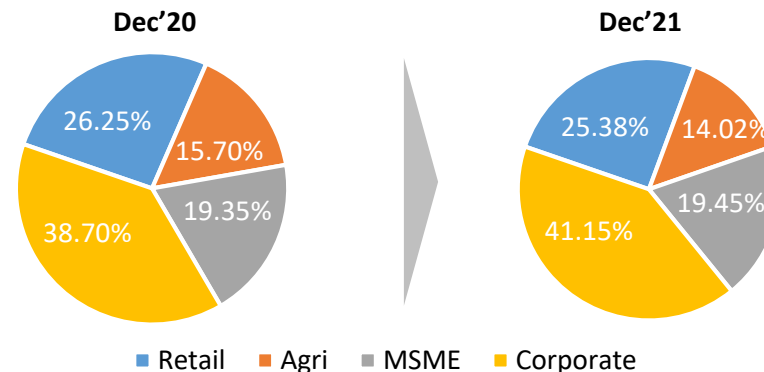
## Gross Advances – Each Segment Contributing Growth

INR Crs



	YoY Growth* %
Retail	18.89%
Agriculture	9.87%
MSME	23.58%
Corporate	30.76%

## Gross Advances Profile



Dominant Share of Stable RAM ~ 58.85% of Gross Advances;  
RAM advances grew 18.06% YoY

## Retail Credit Growth

Particulars (INR Cr)	Dec'20	Dec'21	YoY growth
Housing	16,813	19,628	16.74%
Education Loan	1,265	1,382	9.23%
Vehicle Loan	1681	1,981	17.88%
Other Retail Loans	7781	9,752	25.33%
<b>Total Retail Loans</b>	<b>27,540</b>	<b>32,743</b>	<b>18.89%</b>

Housing contributes ~60% of the Retail Loanbook

## Agriculture Credit Growth

Particulars (INR Cr)	Dec'20	Dec'21	YoY growth
Farm Credit	11,982	12,347	3.05%
Agri Infra	445	498	11.96%
Agri Ancillary activities	4,040	5,247	29.87%
<b>Total Agri Loans</b>	<b>16,467</b>	<b>18,092</b>	<b>9.87%</b>

Growth in agriculture advances were driven by agri ancillary activities

## MSME Credit Growth

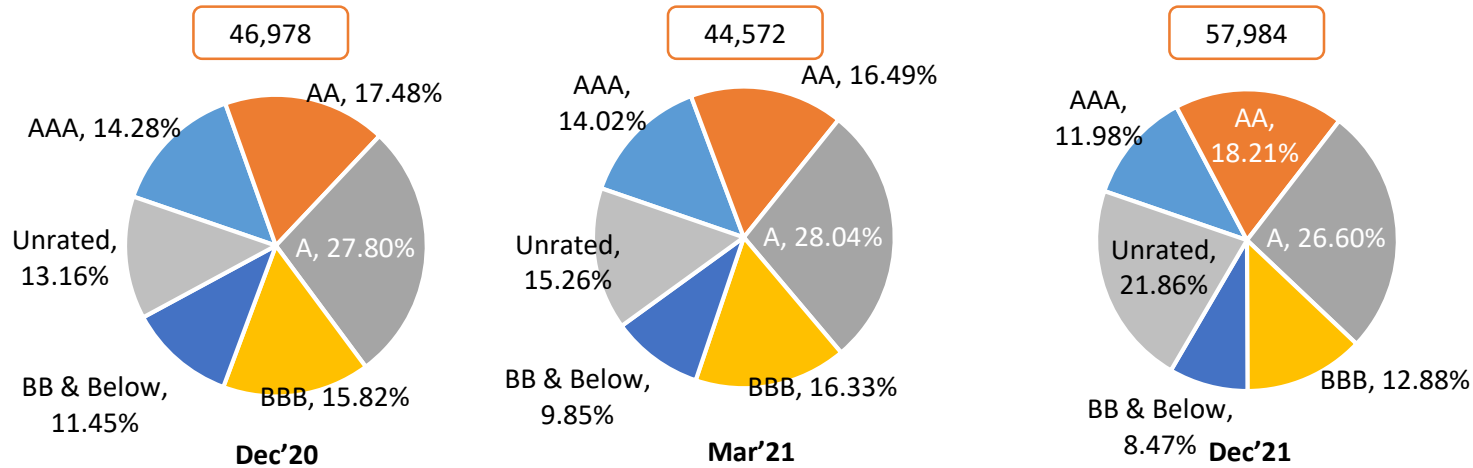
Particulars (INR Cr)	Dec'20	Dec'21	YoY growth
Micro	11,888	15,744	32.43%
Small	7,333	7,704	5.07%
Medium	1,083	1,644	51.74%
<b>Total MSME Loans</b>	<b>20,304</b>	<b>25,091</b>	<b>23.58%</b>

MSME posted highest growth among RAM portfolio

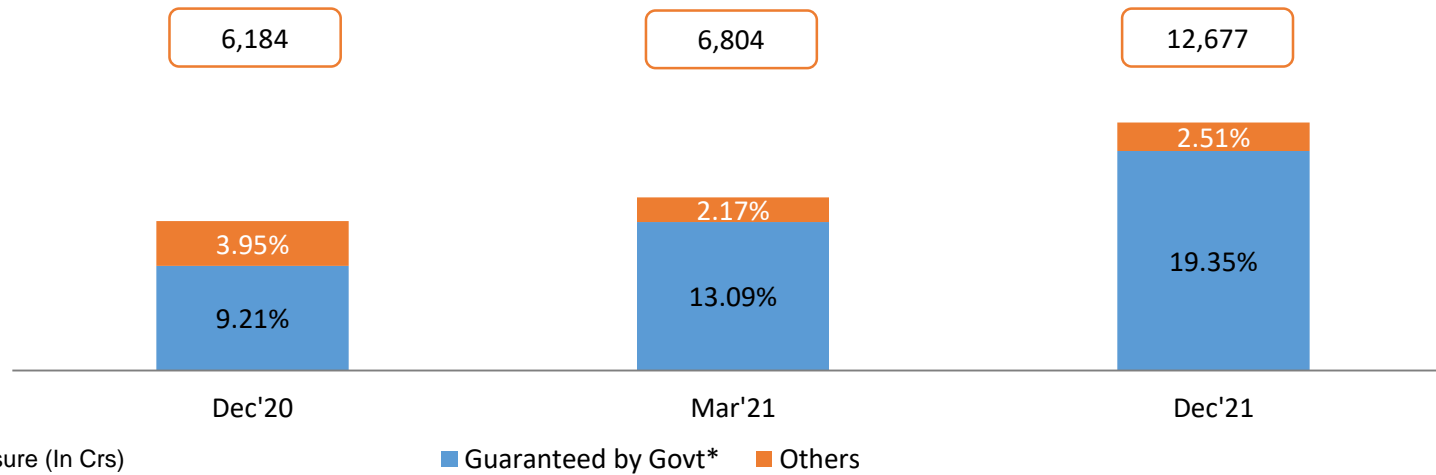
# Stable Ratings Profile despite challenging environment



## Rating-Wise Distribution of Advances – Above 25cr



## Unrated Credit exposure – Above 25cr



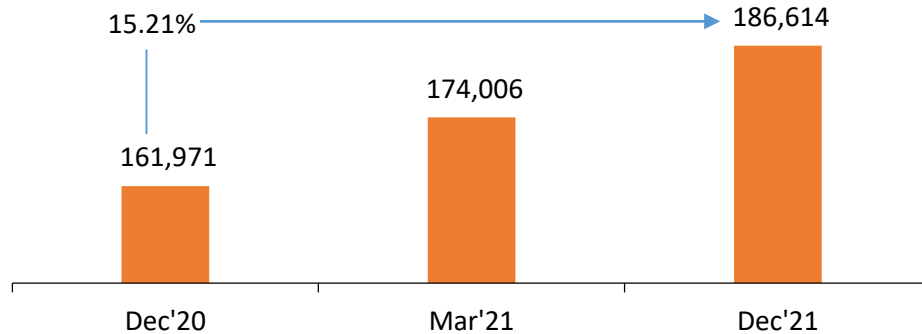
Unrated Exposure (In Crs)

Guaranteed by Govt\* Others

\*Inc PSU / State PSU backed treasuries

## Deposits have witnessed a healthy growth

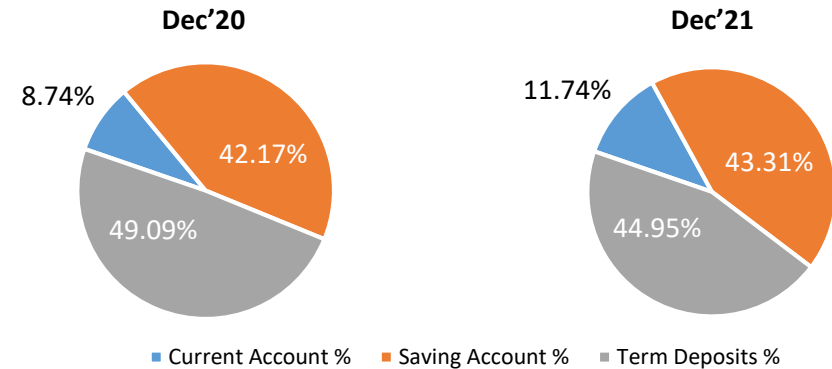
INR Crs



Particulars (INR Cr)	Dec'20	Mar'21	Dec'21	YoY Growth
CASA deposits	82,452	93,945	102,732	24.60%
Current deposits	14,153	18,543	21,917	54.86%
Savings deposits	68,299	75,402	80,815	18.33%
Term Deposits	79,519	80,061	83,882	5.49%
Retail Term Deposits	76,232	76,199	78,757	3.31%
<b>Total Deposits</b>	<b>1,61,971</b>	<b>1,74,006</b>	<b>1,86,614</b>	<b>15.21%</b>

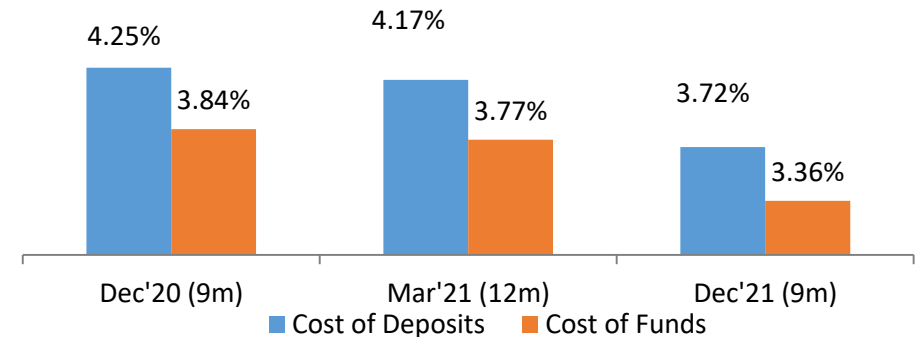
- Current Deposit has grown 55% in last 1Yr
- Retail deposits form a major portion of Bank's Term Deposits

## % share of Deposits

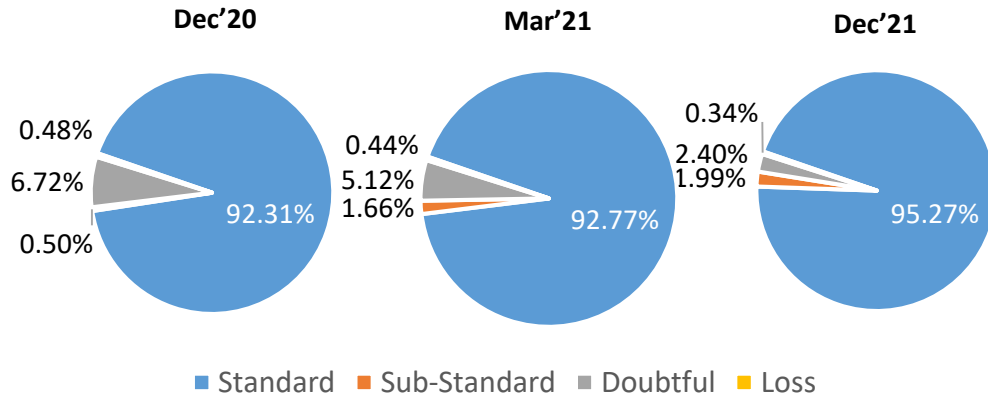


CASA % has improved to 55% in Dec'21; Current Deposit has increased 55% YoY

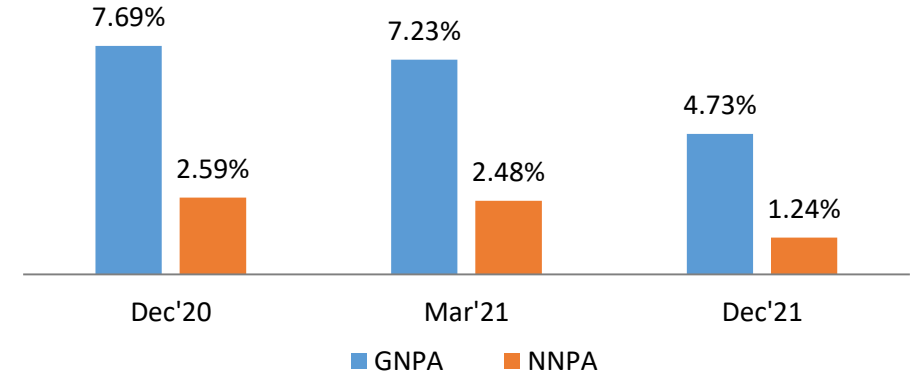
## Cost of Deposits & Cost of Funds have been consistently reducing



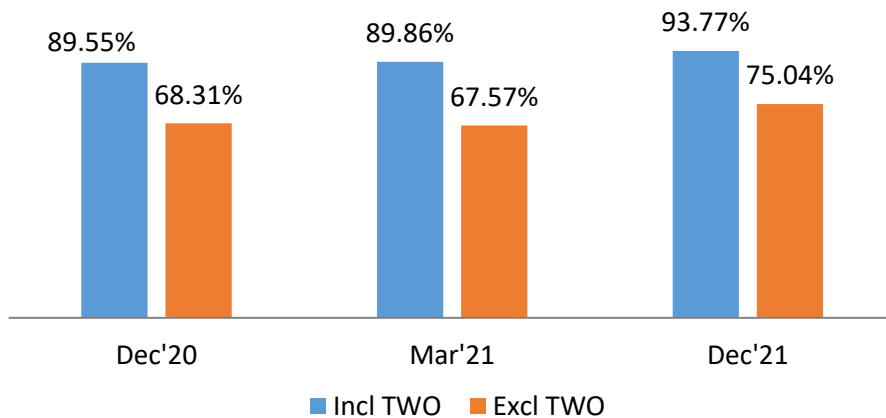
## Consistent improvement in Quality of Book



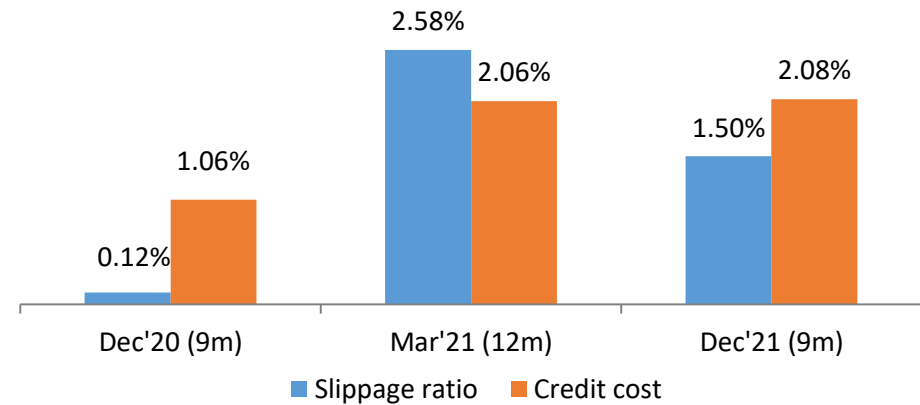
## Accompanied by Fall in Non Performing Assets



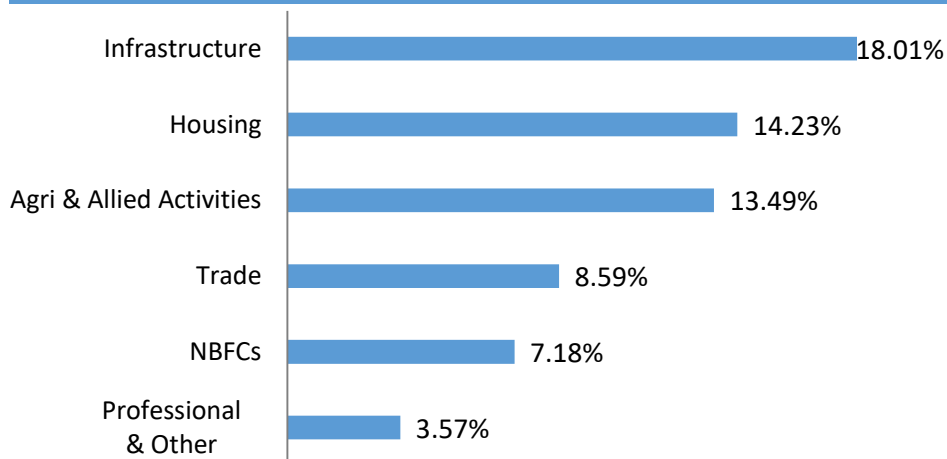
## Improving Provision Coverage Ratio



## Slippage Ratio & Credit Cost



## Exposure to Select Sectors (More than 2%) – Dec'21



## Sector-wise Credit Deployment & NPA – Dec'21

Particulars (INR Cr)	Advance	GNPA	% GNPA
Retail	32,743	429	1.31
Agriculture	18,092	3,345	18.49
MSME	25,092	1,653	6.59
<b>Total of RAM</b>	<b>75,926</b>	<b>5,427</b>	<b>7.15</b>
Corporate & Others	53,080	677	1.28
<b>Total</b>	<b>129,006</b>	<b>6,105</b>	<b>4.73</b>

## Movement of Gross NPA

Particulars (INR Cr)	Dec'20 (9m)	Dec'21 (9m)
<b>Opening Level of Gross NPAs</b>	<b>12,152</b>	<b>7,780</b>
Total Reductions	4,233	3,376
- Recovery + Upgradation	927	1,290
<b>Gross Addition</b>	<b>154</b>	<b>1,701</b>
- Variable	53	201
- Fresh Slippages	100	1,499
Net Increase	-4,080	-1,675
<b>Closing Level of Gross NPAs</b>	<b>8,072</b>	<b>6,105</b>

## Special Mention Account \*

Particulars	Dec-20 (INR cr)	% of Gross Advances	Mar-21 (INR cr)	% of Gross Advances	Dec – 21 (INR Cr)	% of Gross Advances
SMA 1	6,206	5.92%	2,735	2.54%	3,634	2.82%
SMA 2	3,767	3.59%	891	0.83%	1,672	1.30%
<b>Total</b>	<b>9,973</b>	<b>9.51%</b>	<b>3,626</b>	<b>3.37%</b>	<b>5,306</b>	<b>4.1%</b>

\* Rs. 10 lakh and above

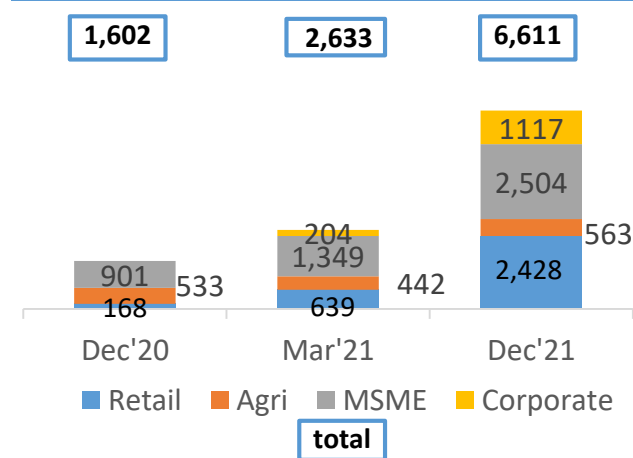
## Sector-wise COVID Restructuring Under RP 1.0 As On 31.12.2021 (INR cr)

Sector	RP Invoked				RP Implemented (as on 31.03.21)			RP Implemented (as on 30.06.21)			RP Implemented (as on 30.09.21)			RP Implemented (as on 31.12.21)		
	Amount	Std Advance as on 31.03.21	% to respective sector STD advance	% to Total STD advances	Amount	% to respective sector STD advance	% to Total STD advances	Amount	% to respective sector STD advance	% to Total STD advances	Amount	% to respective sector STD advance	% to Total STD advances	Amount	% to respective sector STD advance	% to Total STD advances
Retail	603	27,969	2.16	0.60	603	2.16	0.60	599	2.13	0.58	596	2.13	0.6	595	2.13	0.48
Agriculture	56	12,752	0.44	0.06	56	0.44	0.06	49	0.39	0.05	57	0.41	0.05	57	0.38	0.05
MSME	58	20,726	0.28	0.06	58	0.28	0.06	56	0.29	0.05	59	0.27	0.05	57	0.24	0.05
Corporate	1,005	38,358	2.62	1.01	204	0.53	0.20	1,001	2.32	0.97	1,019	2.28	0.88	1,018	1.92	0.83
<b>Total</b>	<b>1,722</b>	<b>99,805</b>			<b>921</b>			<b>1,706</b>			<b>1,731</b>			<b>1,726</b>		

## Sector-wise COVID Restructuring Under RP 2.0 As On 31.12.2021 (INR cr)

Sector	RP Invoked and Implemented					
	Restructured upto 31.12.21	% to respective sector STD advance	Std Advance as on 30.9.21	% to Total STD advances 30.9.21	Std Advance as on 31.12.21	% to Total STD advances 31.12.21
Retail	1,765	5.46	29,977	1.62	32,314	1.44
Agriculture	222	1.51	13,782	0.2	14,747	0.18
MSME	1,323	5.64	21,103	1.22	23,438	1.08
Corporate	-	-	43,970	-	52,402	-
<b>Total</b>	<b>3,309</b>		<b>1,08,832</b>		<b>1,22,901</b>	

## Restructuring Of Std Advances (INR cr)



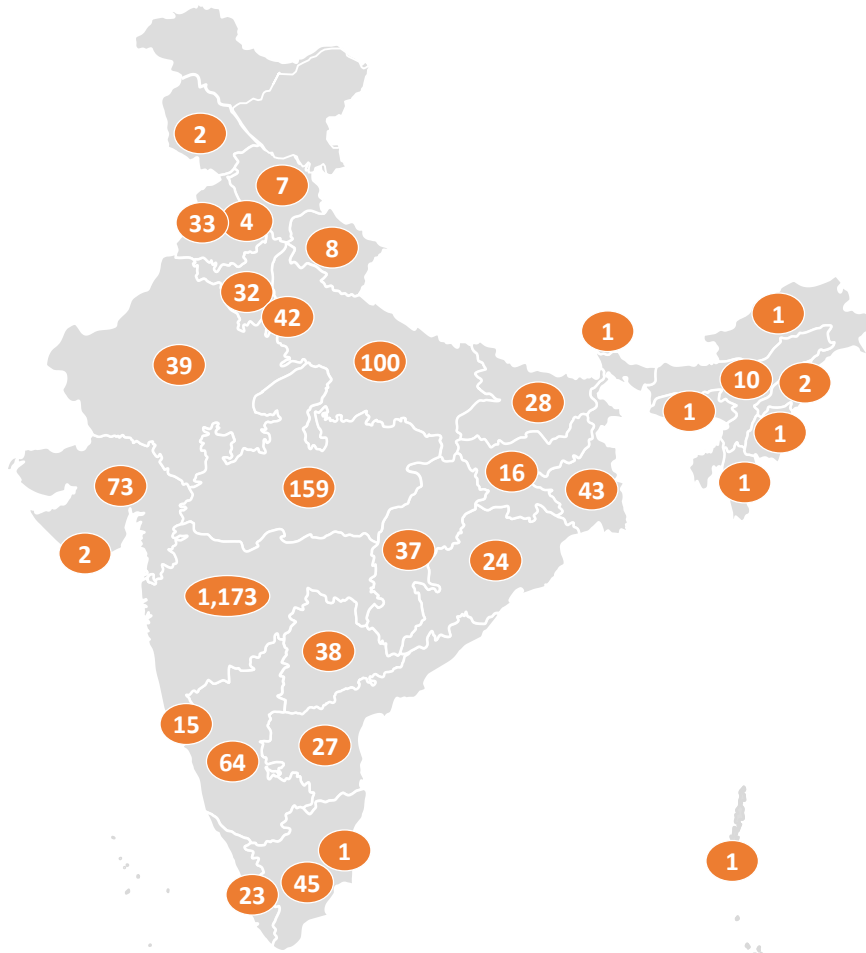


# Pan India presence through a wide network of Domestic Banking outlets



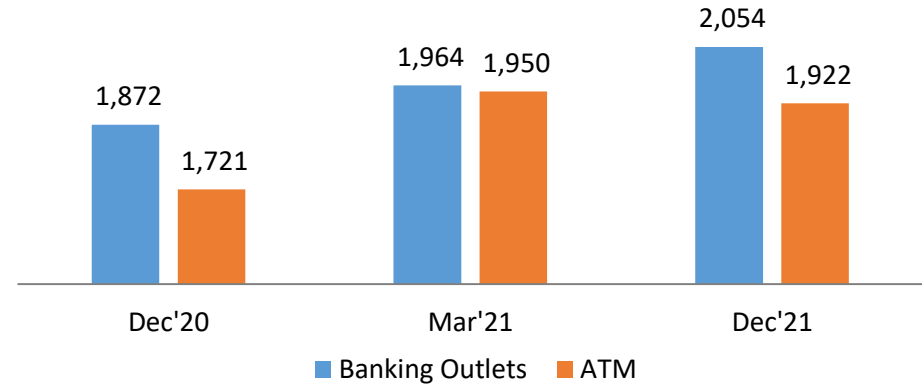
बैंक ऑफ महाराष्ट्र  
Bank of Maharashtra  
भारत सरकार का उद्यम

## Pan India network of branches

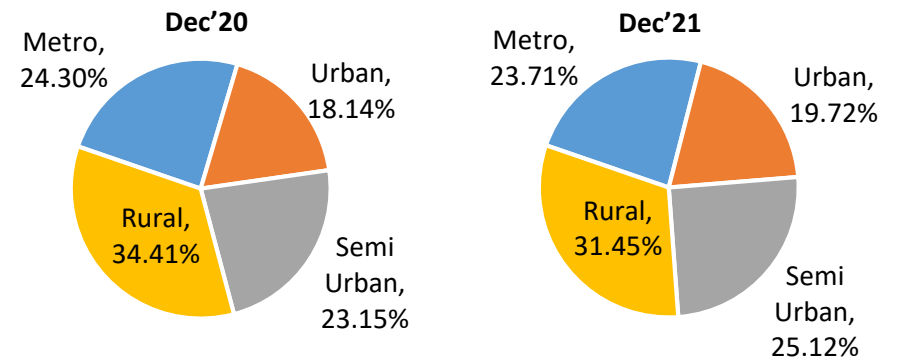


Well recognized and trusted brand with presence across 34 states and union territories

## Banking Outlets & ATM Network



## Location/Region wise presence



Bank increases resource deployment at Urban and Semi-urban markets

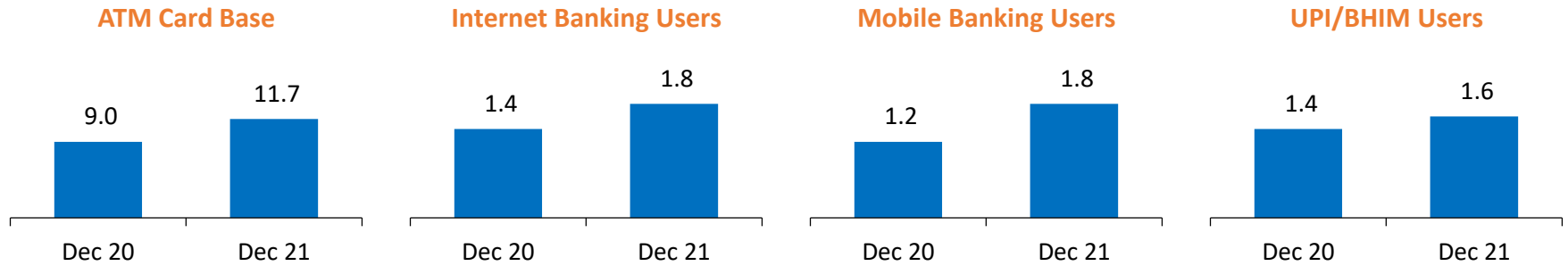
# Leveraging IT & Technology to build a Digital Bank



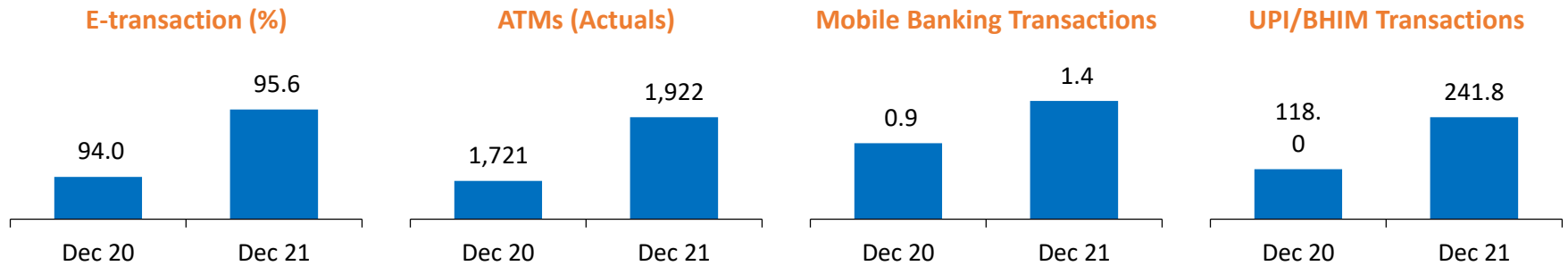
## Digital initiatives of Bank of Maharashtra



Users (mn)



Transaction (mn)



# Experienced Management Team



बैंक ऑफ महाराष्ट्र  
Bank of Maharashtra  
भारत सरकार का उद्यम



**A.S. Rajeev**  
*Managing Director & CEO*

MBA, DISA, CAIIB and Chartered Accountant by qualification. Having three decades of rich and varied Banking experience. He has served as Executive Director at Indian Bank and CFO at Vijaya Bank. He has also served as Director on Board of NPCI and two subsidiaries of Indian Bank. He joined as MD & CEO of Bank of Maharashtra on 02.12.2018.



**Manoj K. Verma**  
*RBI Nominee Director*

M.A., MBA, CAIIB. Having more than three decades of work experience in Regulation and Supervision of Bank & Financial Institutions, Formulation of Monetary Policy, Currency Management, Governance of Bank with Reserve Bank of India. He served as Regional Director, RBI. He joined as Director of Bank of Maharashtra on 13.08.2019.



**A.B. Vijayakumar**  
*Executive Director*

B.Com, LLB, CAIIB. Having 36 years of rich and varied banking experience. He has worked with Bank of India and rose to level of General Manager in Bank. He has served as Chief Vigilance Officer at Indian Overseas Bank and Corporation Bank. He joined as Executive Director of Bank of Maharashtra on 10.03.2021.



**Rakesh Kumar**  
*Shareholder Director*

M.Sc. Having 36 years of rich and varied experience in Insurance, Accounts, Marketing, Human Resource, Management etc., with Life Insurance Corporation of India. He served as Chief Executive and Director of LIC Card Services Limited (Subsidiary of LIC of India). He joined as Director of Bank of Maharashtra on 30.06.2021.



**Asheesh Pandey**  
*Executive Director*

Mechanical Engineer (Hons) & Post Graduation in Management (Hons) in Finance & Marketing. He has progressive career span more than 24 years, in which he handled a diversified portfolio ranging from Credit, Credit Monitoring, Treasury & Merchant Banking, Foreign Transaction & Joint ventures. He served as CGM & COO at Union Bank of India before joining Bank of Maharashtra. He joined as Executive Director of Bank of Maharashtra on 31.12.2021.



**Shashank Shrivastava**  
*Part-time Non-official Director*

M.Com, FCA. He has a vast experience of more than 30 years in field of Accounts, Audit, Taxation, Corporate consultancy and related area. He is Practicing CA by profession. He joined as Director of Bank of Maharashtra on 21.12.2021.



**Lalit Kumar Chandel**  
*Government Nominee Director*

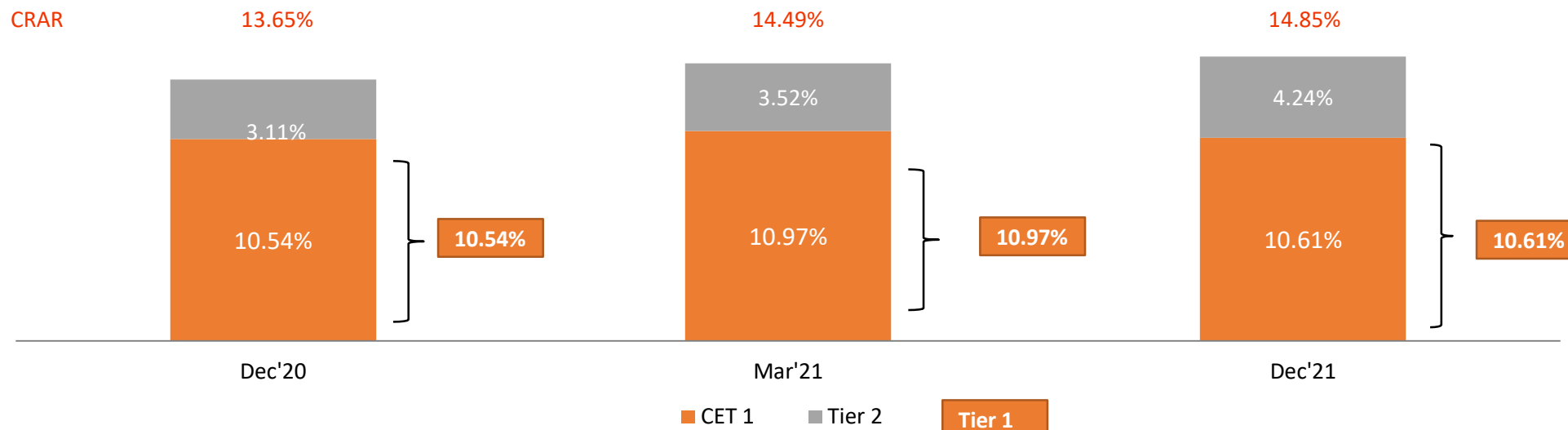
PG In Economics, MBA and Fellow in Insurance, IES Officer. He belongs to the Indian Economic Service He has more than 27 years of experience and is working as Economic Advisor, DFS, Ministry of Finance, Govt of India, New Delhi. He has served as Director on Board of ICICI Bank and few Insurance Companies. He joined as Govt. of India Nominee Director of Bank of Maharashtra on 18.08.2021.



**Sardar Baljit Singh**  
*Part-time Non-official Director*

B.Com, FCA, Diploma in Information System Audit, Diploma in Risk Management. He has experience of more than 15 years in filed of Accounts, GST Audit, Branch Audit, Statutory Audit, Revenue Audit of Public Sector Banks & Regional Rural Banks, Income Tax, Corporate Consultancy etc. He is Practicing CA by profession. He joined as Director of Bank of Maharashtra on 21.12.2021.

Bank has stable capital ratios

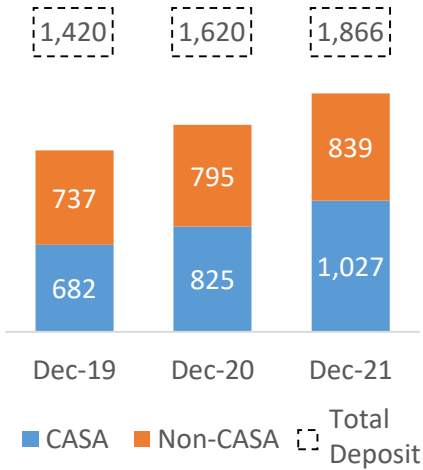


Particulars (INR Cr)	Dec'20	Mar'21	Dec'21
Common Equity Tier 1 (CET 1)	8,655	9,161	9,891
Tier 2	2,551	2,936	3,952
Total Capital	11,205	12,097	13,843
Total Risk Weighted Assets	82,080	83,469	93,187
CRAR	13.65%	14.49%	14.85%

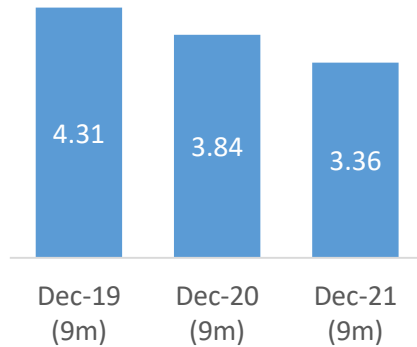
# Key Financial Metrics – Trend Analysis



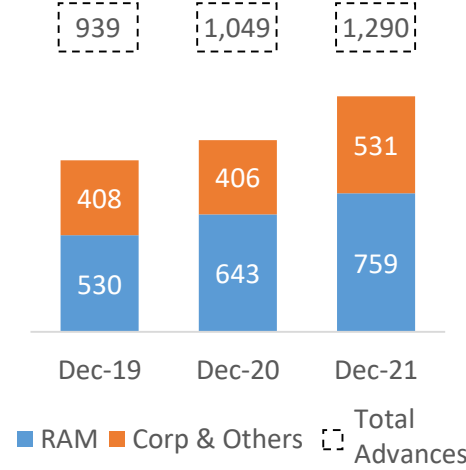
## Deposit – INR bn



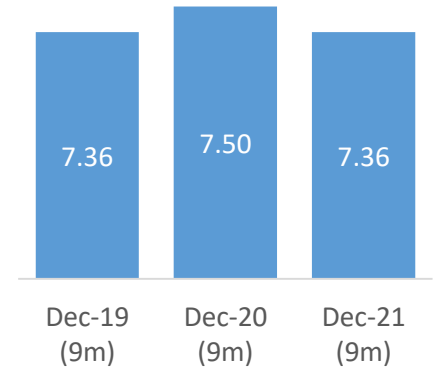
## Cost of Funds (%)



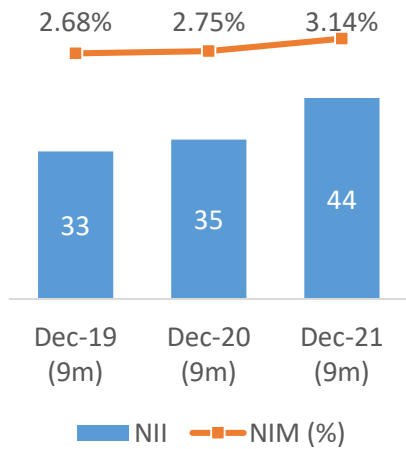
## Advances – INR bn



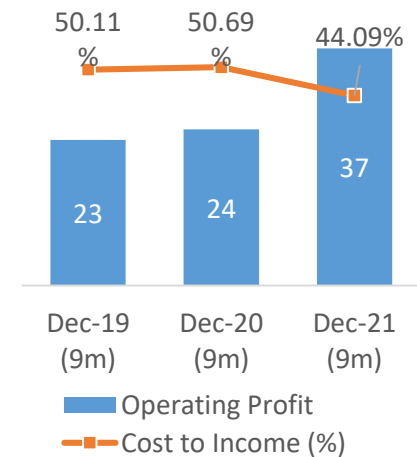
## Yield on Advances (%)



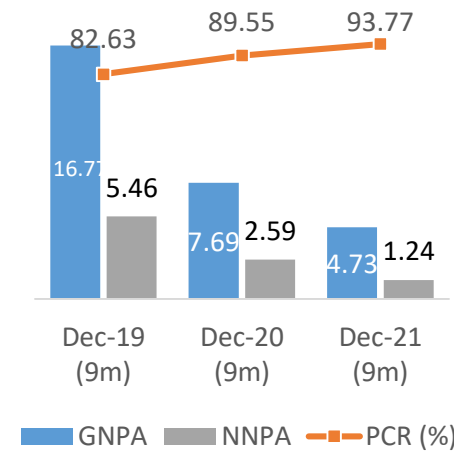
## NII (INR bn) & NIM



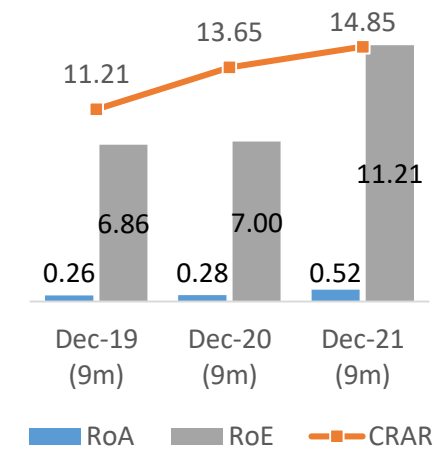
## Operating Profit (INR bn)



## GNPA & NNPA – (%)



## RoA & RoE – (%)





## Bank Maintain Healthy Yield on Investments

Particular	Dec-20 (9m)	Mar-21 (12m)	Dec-21 (9m)
Interest on Investments	3,079	4,153	3,310
Yield on Investments	6.78%	6.72%	6.26%
Gross Investments	64,638	68,647	72,328
(SLR/ Non SLR%)	72 / 28%	76 / 24 %	77 / 23 %
M- Duration (Trading /Total Portfolio)	1.78 / 4.31	2.03 / 4.08	1.75 / 3.56



## Key Growth Strategies

- A Increase In Quality Credit Portfolio
- B Focus On Retail, Agriculture And MSME Segment
- C Focus On Growth Of Core Retail Business
- D Focus On Cross Selling Of Products
- E Strategize And Innovate To Increase Non-interest Income
- F Arresting Delinquency And Robust Recovery Of NPAs
- G Focus On Increasing Profitability
- H Open New Branches To Broad Base Bank's Network
- I Focus On Use Of Technology To Reach Customers; Providing Digital Solutions To Customer





## Annexures



Particulars (INR Cr)	Dec'20 (9m)	Mar'21 (12m)	Dec'21 (9m)	Dec'21 vs Dec'20 YoY Change (%)
Total Income	10,162	14,496	11,723	15.4%
Total Expense	7,743	10,536	8,054	4.0%
Operating Profit	2,419	3,960	3,669	51.7%
Provisions & Contingencies other than taxes	1,665	2,729	2,254	35.4%
Profit Before Tax	754	1,231	1,415	87.7%
Tax Expense	369	681	619	67.8%
Profit After Tax	385	550	796	106.6%

Particulars (INR Cr)	Dec'20 (9m)	FY21	Dec'21 (9m)	Dec'21 vs Dec'20 YoY Change (%)
Total Interest Income	8,771	11,869	9,593	9.4%
Total Interest Expense	5,256	6,971	5,161	(1.8)%
Net Interest Income	3,515	4,897	4,432	26.1%



Particulars (INR Cr)	Dec'20 (9m)	Mar'21 (12m)	Dec'21 (9m)	Dec'21 vs Dec'20 YoY Change (%)
Interest on Advances	5,277	7,154	5,999	13.7%
Interest on investments	3,079	4,153	3,310	7.5%
Other Interest Income	414	561	284	-31.4%
<b>Total Interest Income</b>	<b>8,771</b>	<b>11,869</b>	<b>9,593</b>	<b>9.4%</b>
Fee Based Income	712	1,002	861	20.9%
Trading Income	511	720	528	3.4%
Other Income	167	904	741	343.0%
<b>Total Non Interest Income</b>	<b>1,391</b>	<b>2,625</b>	<b>2,130</b>	<b>53.2%</b>
<b>Total Income</b>	<b>10,162</b>	<b>14,494</b>	<b>11,723</b>	<b>15.4%</b>

Particulars (INR Cr)	Dec'20 (9m)	Mar'21 (12m)	Dec'21 (9m)	Dec'21 vs Dec'20 YoY Change (%)
Non Performing Assets	837	2,214	2,010	140.1%
Standard/Restructured Assets	562	642	420	-25.3%
Non-performing Investment	161	161	95	-41.0%
Other provisions	104	(288)	(272)	-361.5%
Provision & Contingencies other than taxes	1,665	2,729	2,254	35.4%
Income Tax	369	681	619	67.8%
Total Provisions	2,034	3,410	2,873	41.2%

# Balance Sheet Highlights



बैंक ऑफ महाराष्ट्र  
Bank of Maharashtra  
भारत सरकार का उद्यम

Particulars (INR Cr)	Dec'20	Mar'21	Dec'21	Dec'21 vs Dec'20 YoY Change (%)
<b>Liabilities</b>				
Capital	6,560	6,560	6,731	2.6%
Reserves & Surplus	5,411	5,573	6,603	22.0%
Deposits	1,61,971	1,74,006	1,86,614	15.2%
Borrowings	4,765	4,239	16,140	238.7%
Other Liabilities & Provisions	5,375	6,287	5,258	-2.2%
<b>Total</b>	<b>1,84,082</b>	<b>1,96,665</b>	<b>2,21,344</b>	<b>20.2%</b>
<b>Assets</b>				
Cash & Balance with RBI	7,571	12,882	13,969	84.5%
Bal. with banks & money at call	74	59	110	48.6%
Investments	64,091	68,112	71,745	11.9%
Advances (Net)	99,401	1,02,405	1,24,425	25.2%
Fixed Assets	1,661	1,674	1,597	-3.9%
Other Assets	11,284	11,532	9,498	-15.8%
<b>Total</b>	<b>1,84,082</b>	<b>1,96,665</b>	<b>2,21,344</b>	<b>20.2%</b>

Thank You



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