



**Investor
Presentation**
Q4 FY 2023

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1 Performance Highlights

2 Key Ratios / Parameters

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Performance Highlights

Highest ever Net Profit ₹1029CR

Highest ever Operating Profit ₹1573CR

Highest ever Net Interest Income ₹2094CR

**Best in
the last
10 Years**

NIM has increased to 4.46%

ROA has moved to 1.97%

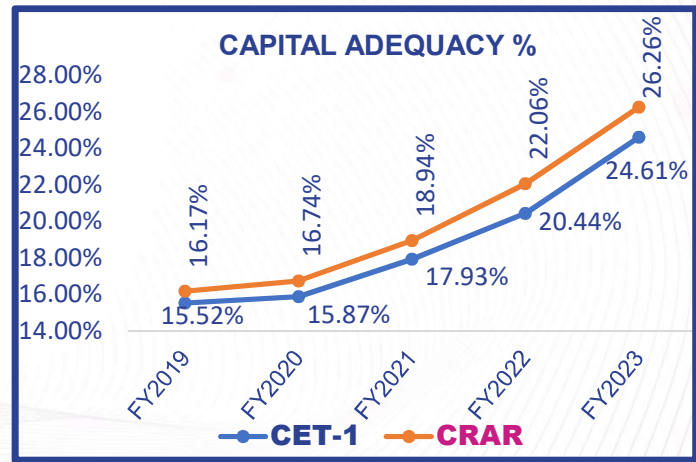
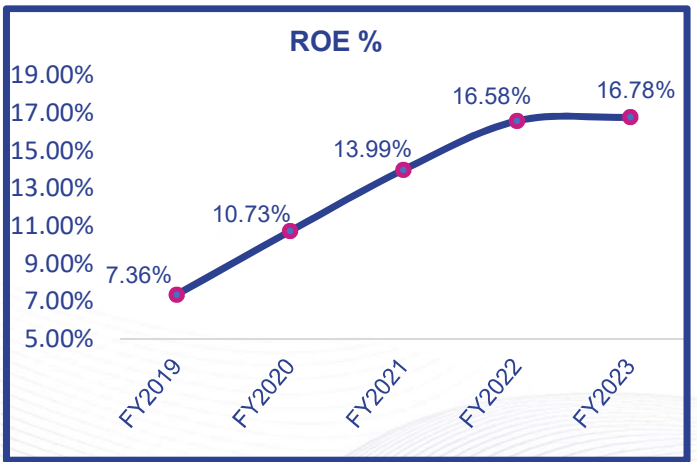
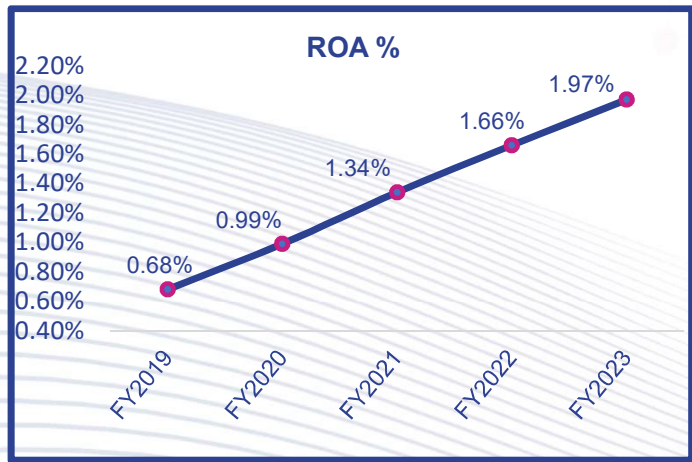
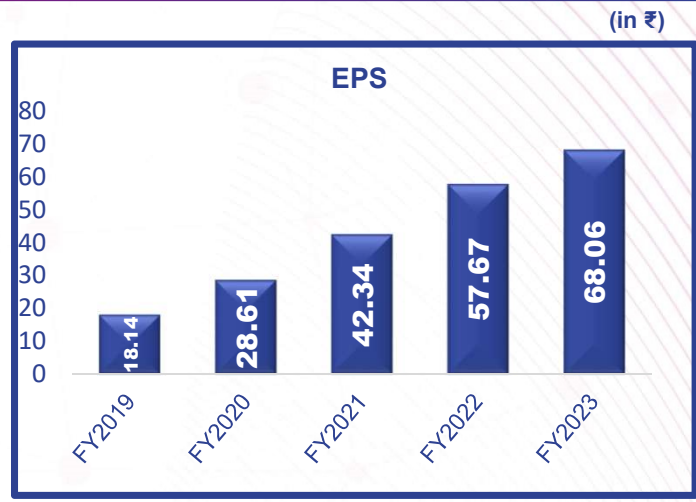
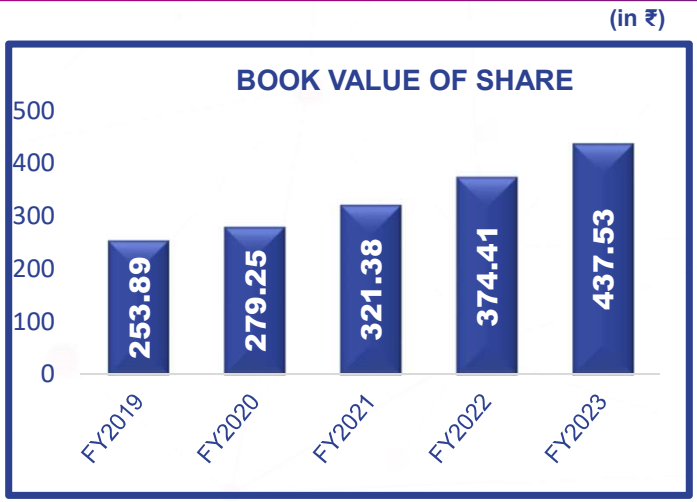
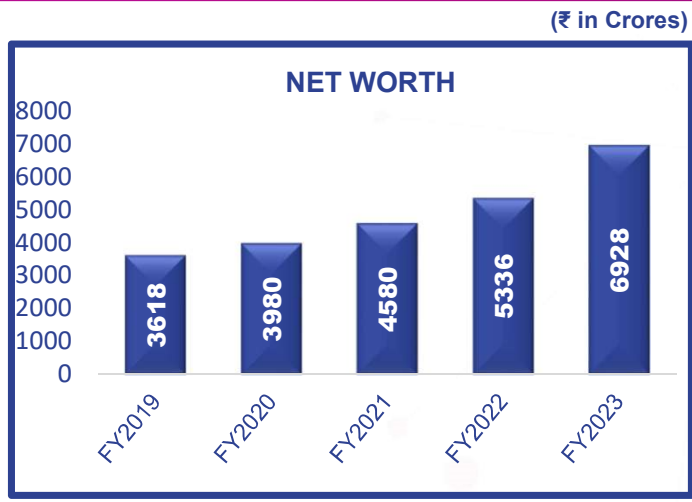
Gross NPA has decreased to 1.39%

Net NPA has decreased to 0.62%

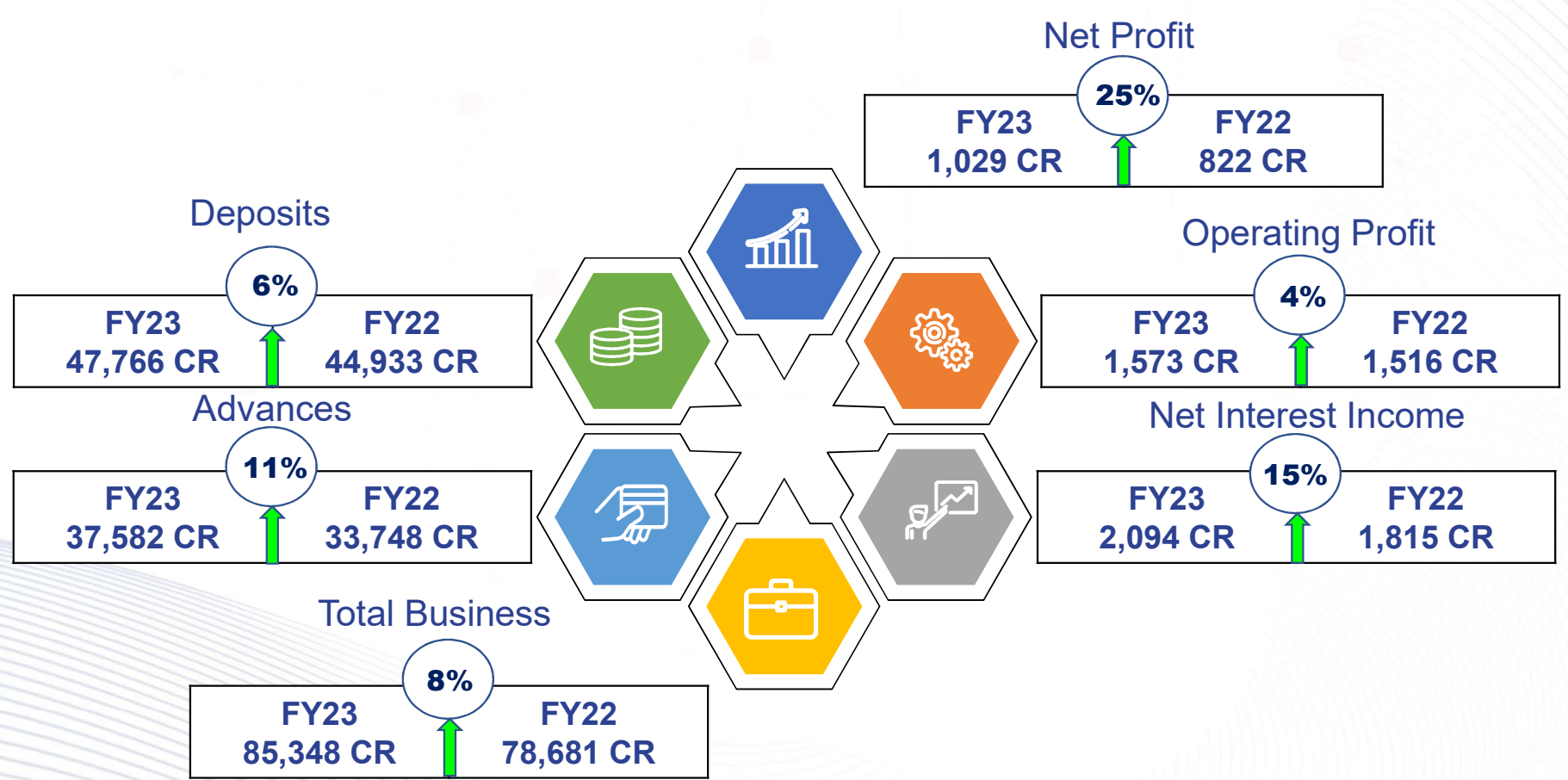
PCR has increased to 90.90%

CRAR has stood at 26.26%

Shareholders Value-Enhanced



Performance Highlights FY2023 vis-à-vis FY2022



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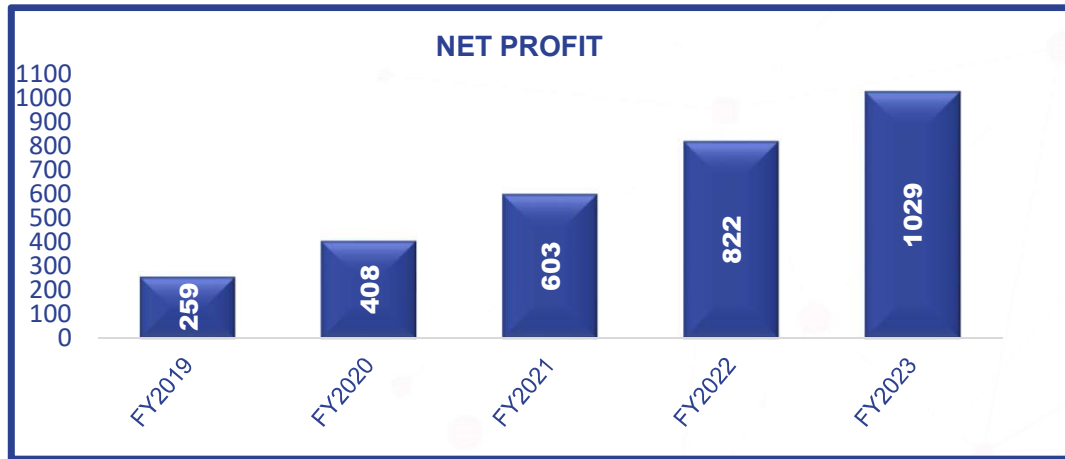
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Key Ratios / Parameters (Y-o-Y) (1/2)

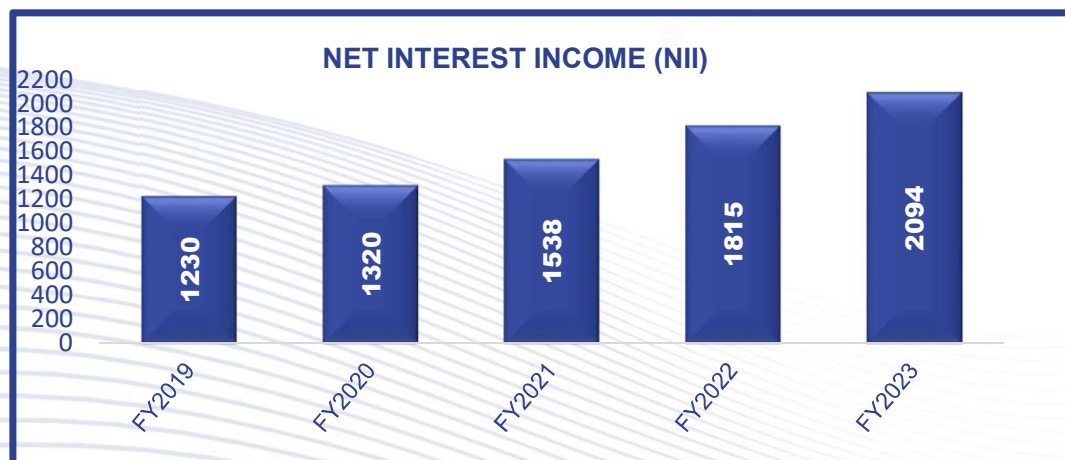
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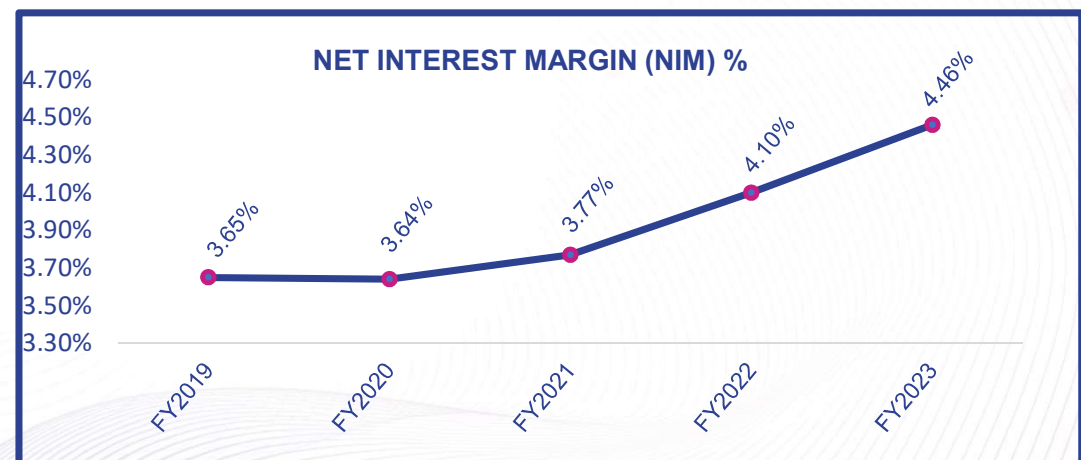
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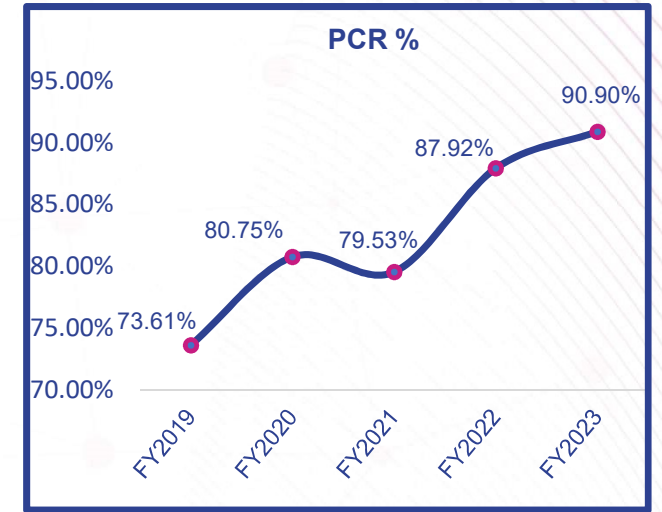
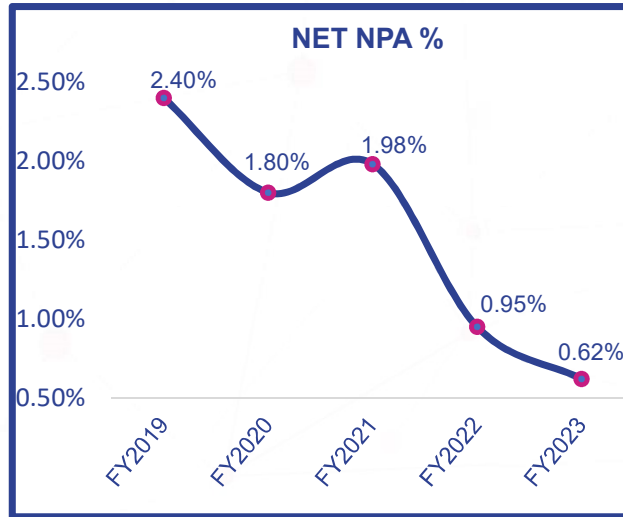
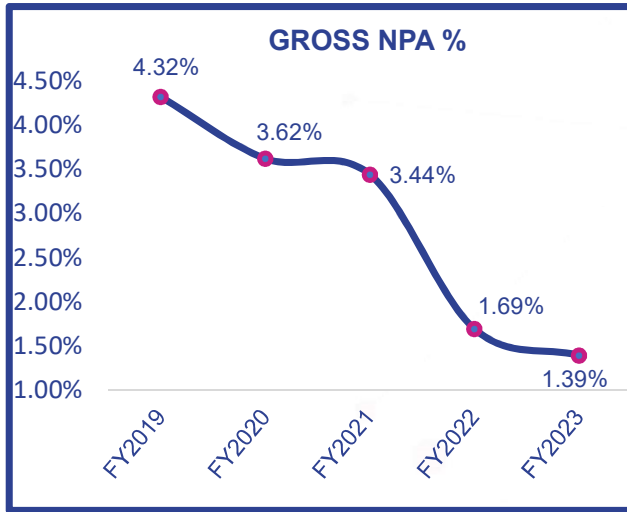
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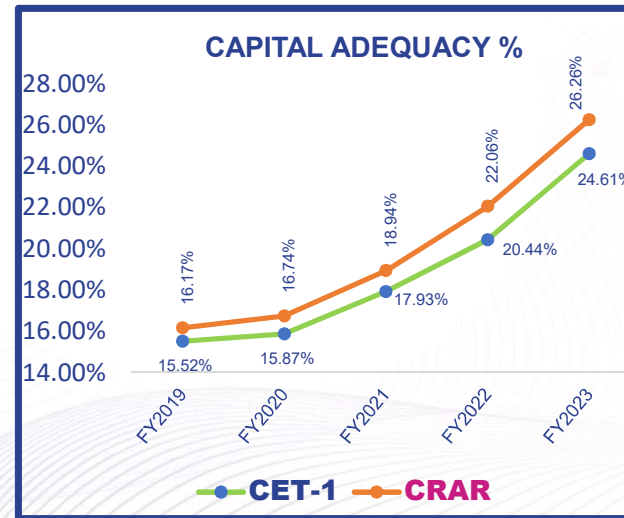
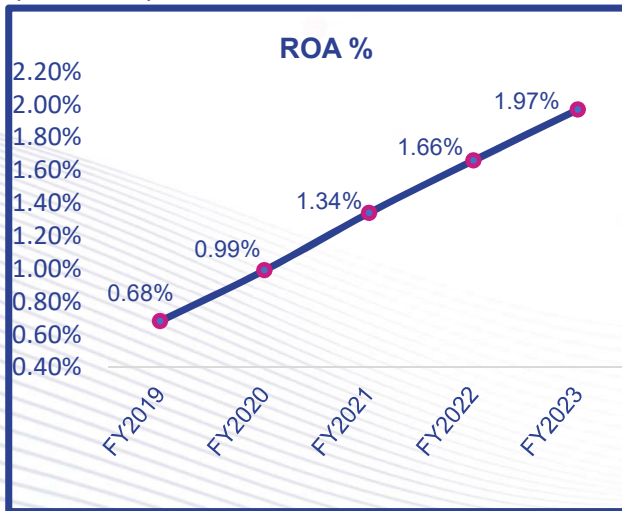
(in %)



Key Ratios/ Parameters (Y-o-Y) (2/2)



(Annualised)

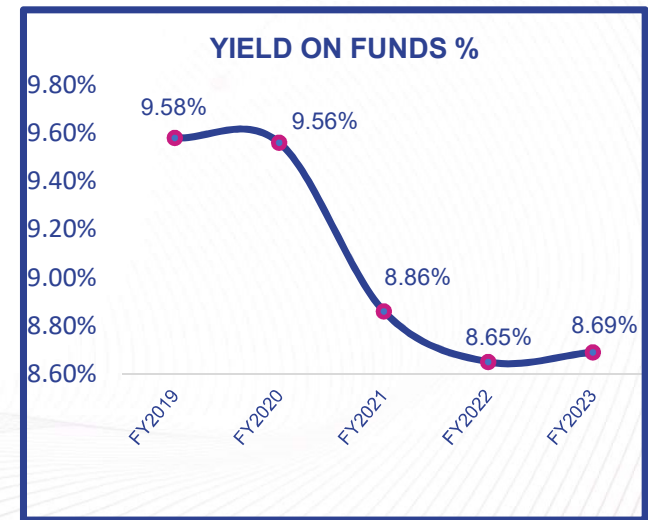
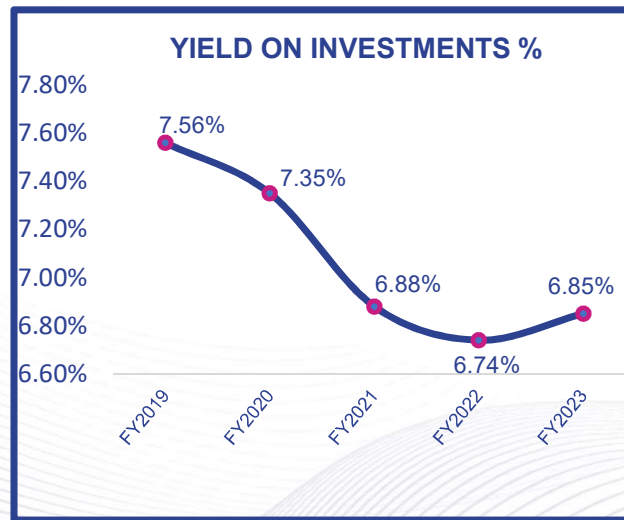
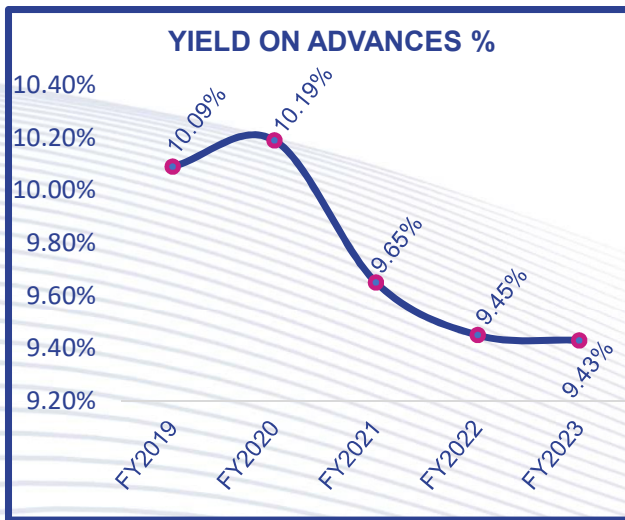
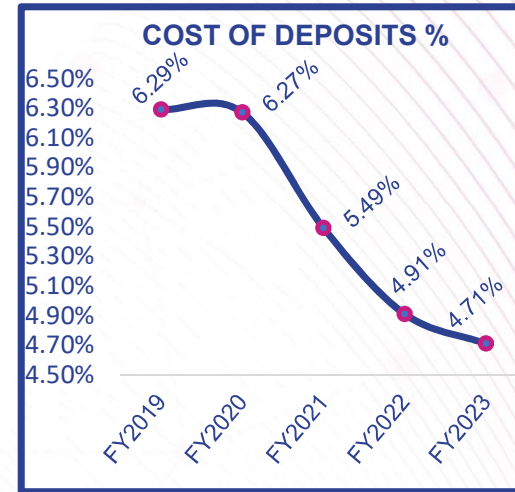
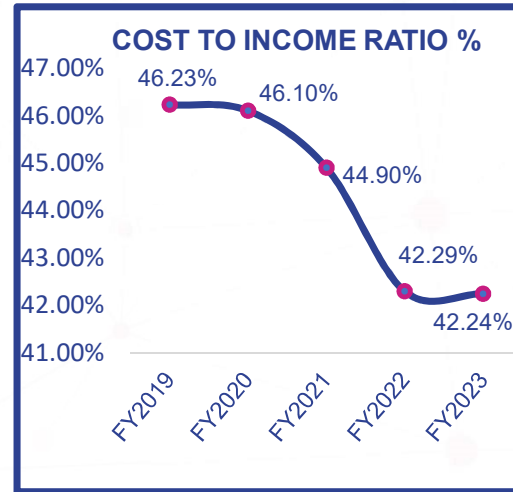
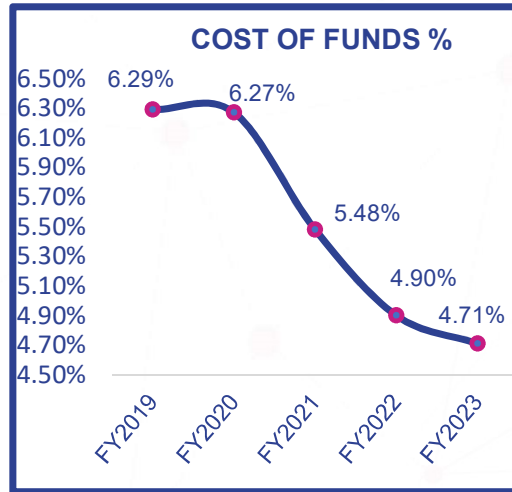
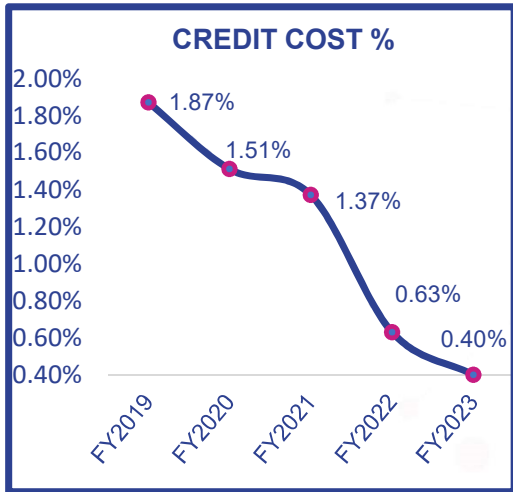


Key Ratios / Parameters (Q-o-Q)

(₹ in Crores)

Parameters	MAR'22	JUN'22	SEP'22	DEC'22	MAR'23	Q-o-Q Growth (MAR'23 Over DEC'22)	Y-o-Y Growth (MAR'23 over MAR'22)
Net Profit	227	234	262	280	253	-9.64%	11.45%
Operating Profit	426	374	389	405	404	-0.25%	-5.16%
Net Interest Income (NII)	488	524	509	534	527	-1.31%	7.99%
Net Interest Margin (%) (Annualised)	4.40	4.54	4.47	4.60	4.49		
Gross NPA %	1.69	1.69	1.70	1.70	1.39		
Net NPA %	0.95	0.93	0.86	0.75	0.62		
PCR %	87.92	88.08	88.58	89.83	90.90		
ROA % (Annualised)	1.84	1.83	1.93	2.16	1.93		
CET-1 %	20.44	20.05	22.98	22.85	24.61		
CRAR % (Basel III)	22.06	21.67	24.58	24.44	26.26		

Efficiency Ratios (Y-o-Y)



Efficiency Ratios (Q-o-Q)

(in %)

Parameters	MAR'22	JUN'22	SEP'22	DEC'22	MAR'23
Credit Cost (Annualised)	0.45	0.07	0.27	0.32	0.40
Cost of funds (Annualised)	4.84	4.52	4.59	4.56	5.15
Cost to Income Ratio	39.25	43.58	42.02	41.76	43.14
Cost of Deposits (Annualised)	4.84	4.53	4.59	4.53	5.17
Yield on Advances (Annualised)	9.67	9.48	9.42	9.46	9.90
Yield on Investments (Annualised)	6.74	6.86	6.84	6.84	6.85
Yield on funds (Annualised)	8.91	8.68	8.65	8.72	9.12

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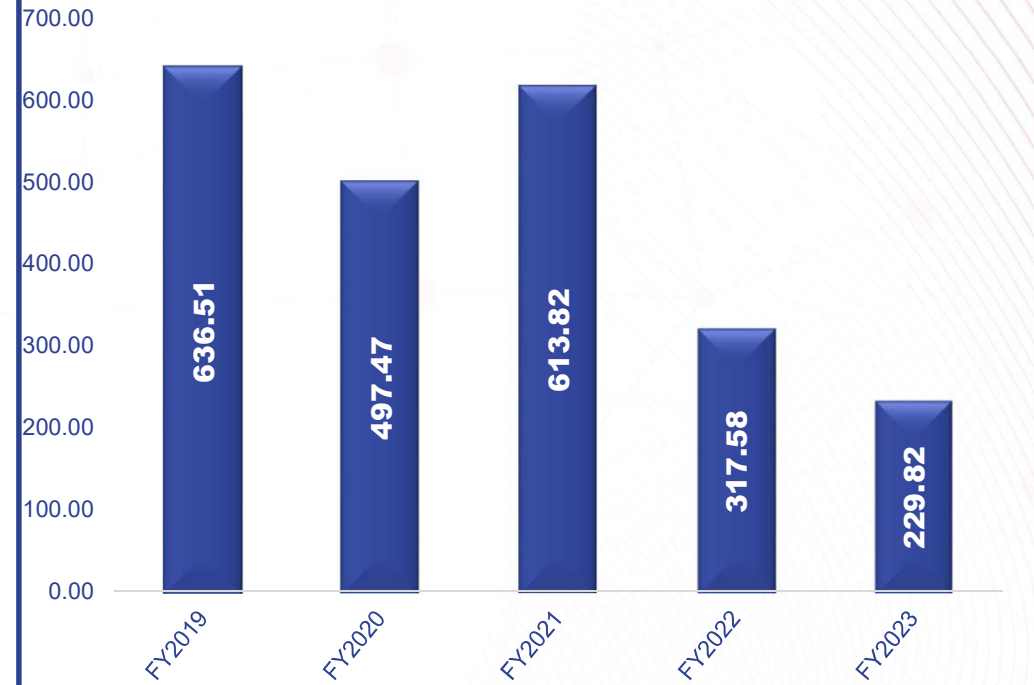
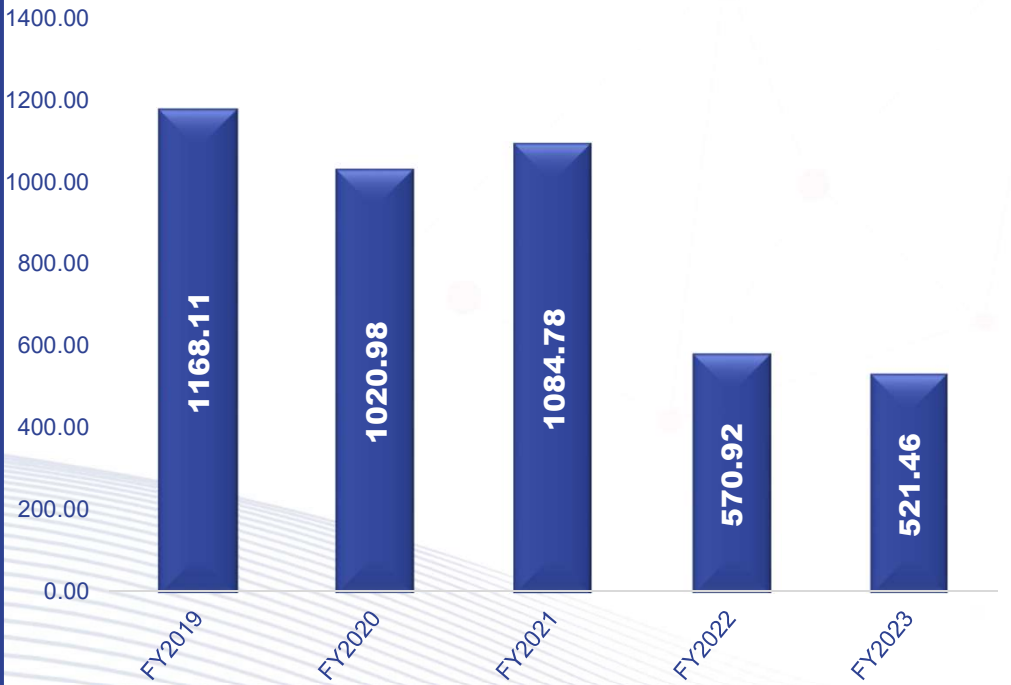
NPA (Y-o-Y)

(₹ in crores)

(₹ in crores)

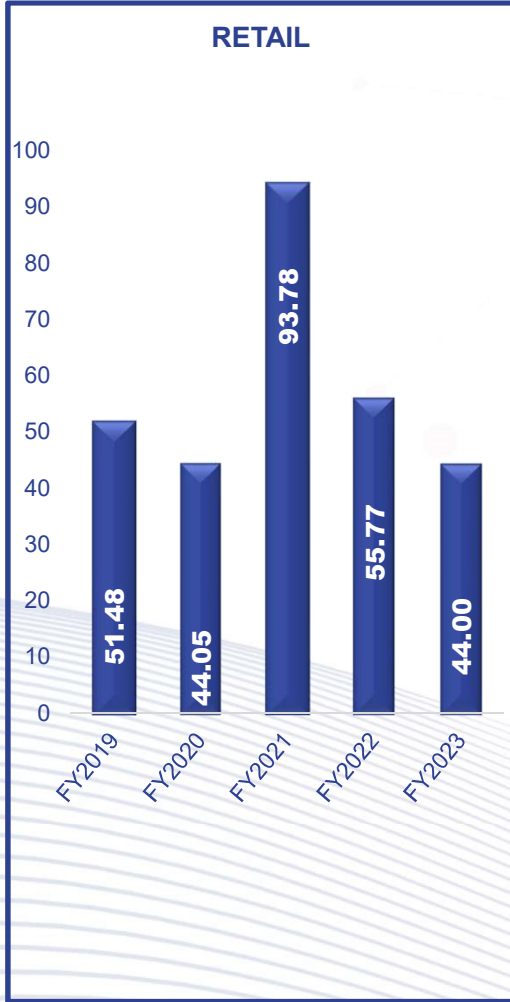
GROSS NPA

NET NPA

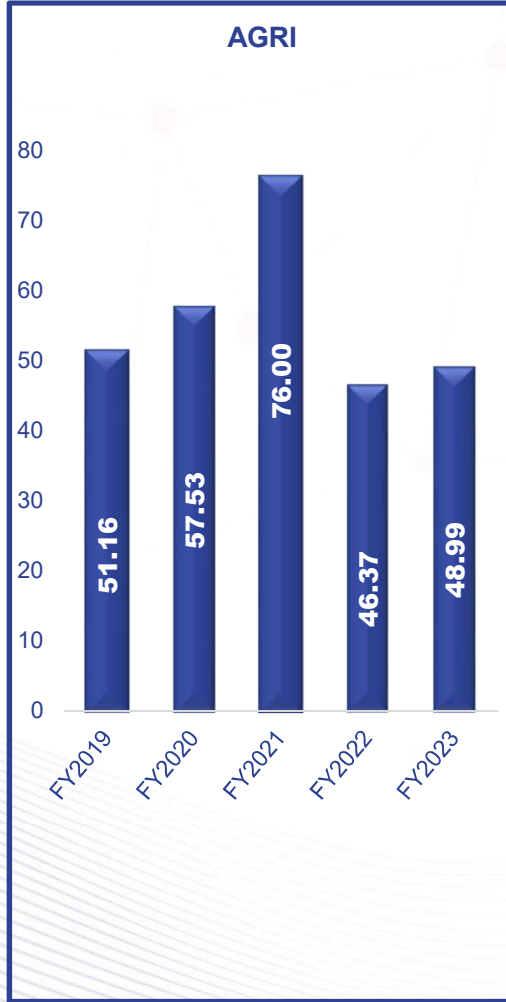


Sector-wise GNPA (Y-o-Y)

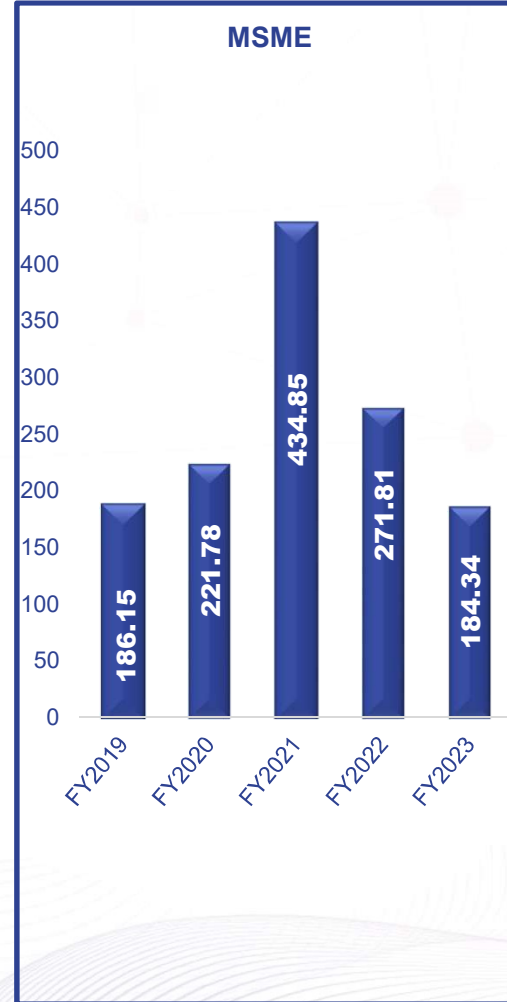
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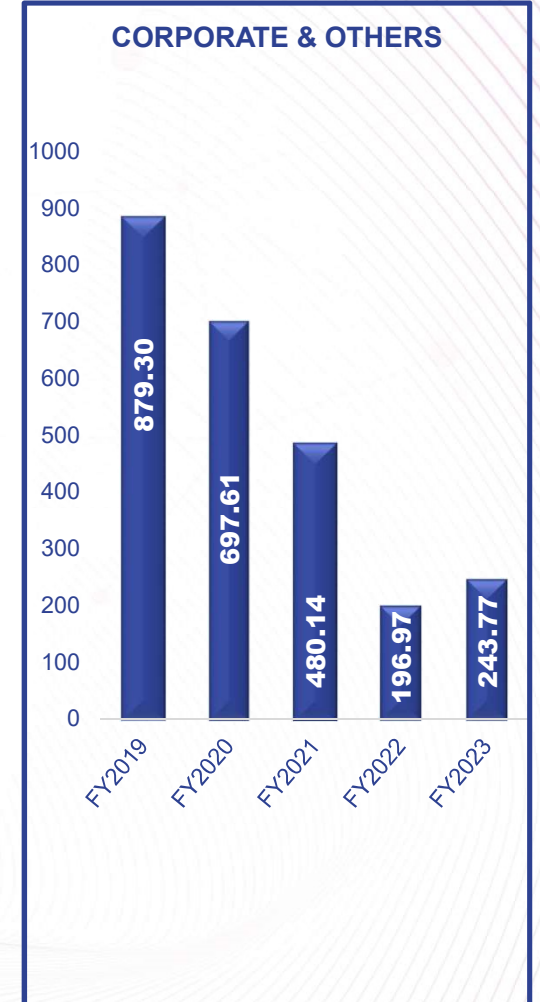
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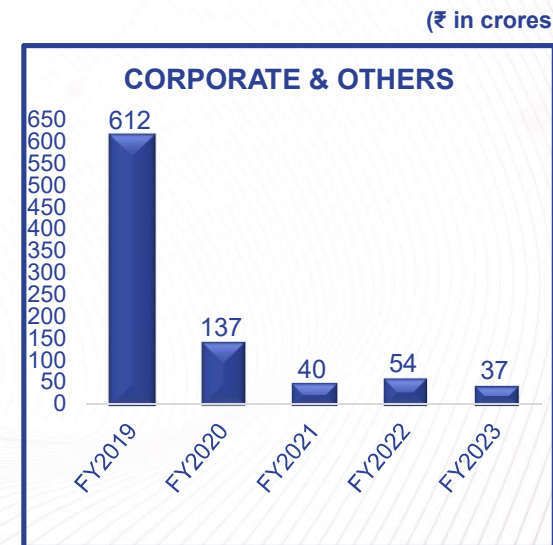
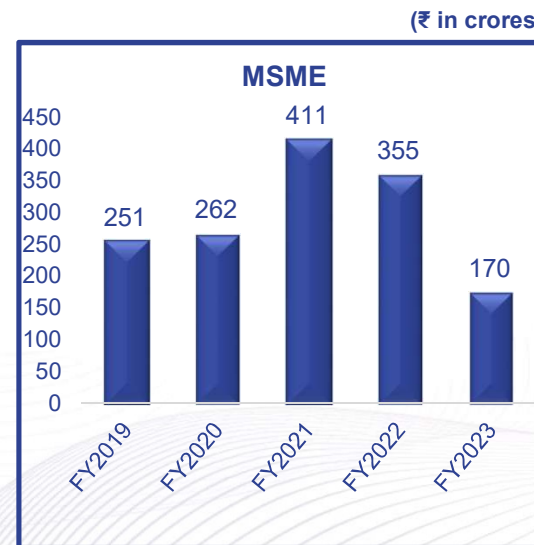
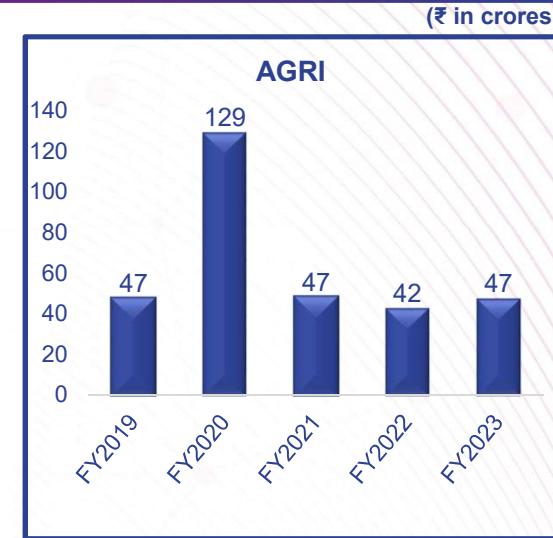
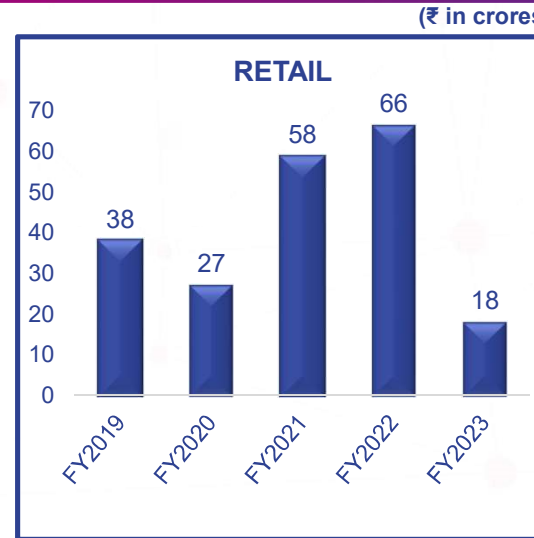
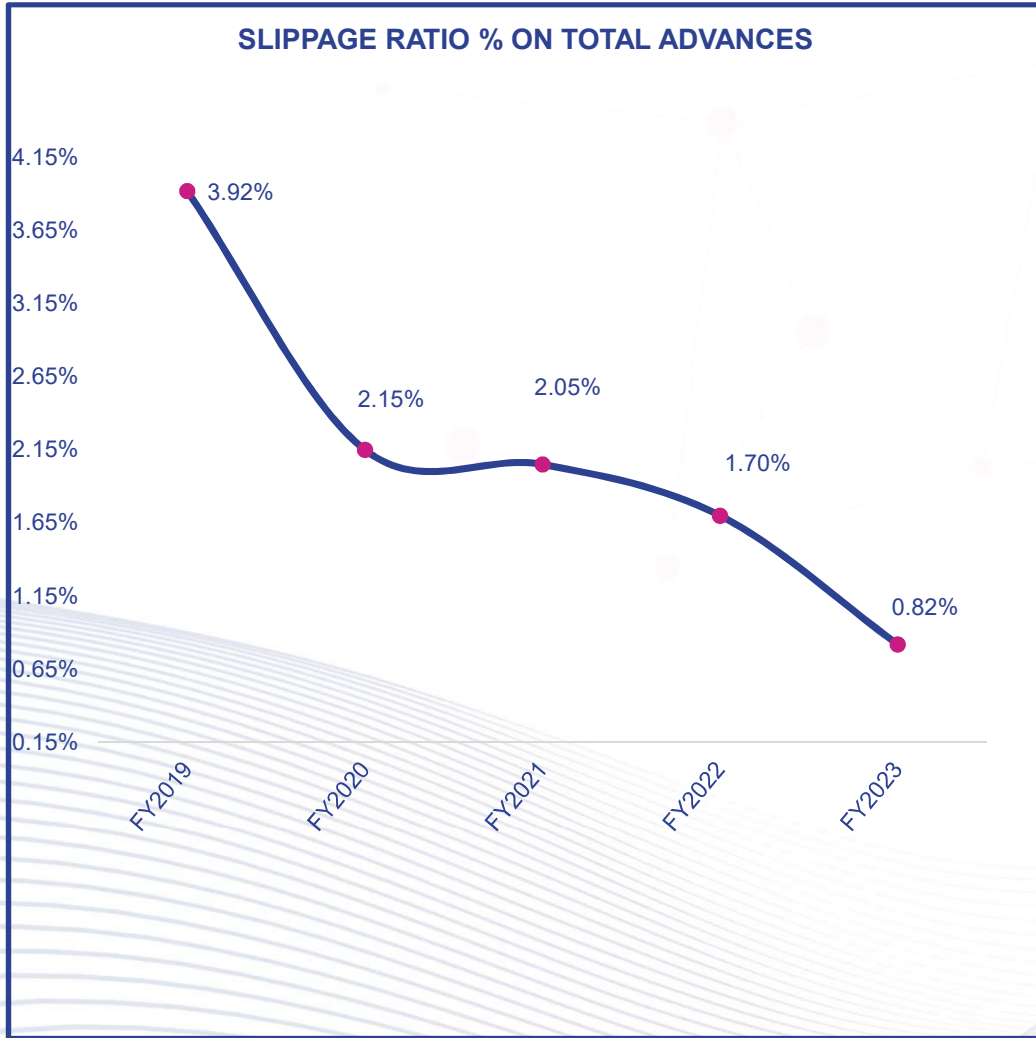
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Slippage Ratio & Sector-wise Slippage (Y-o-Y)



Movement of NPA (Y-o-Y)

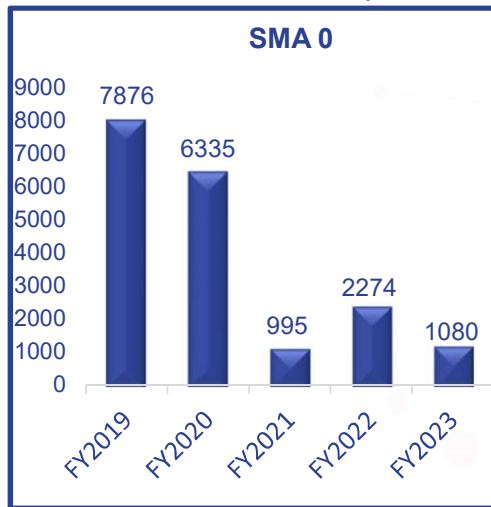
(₹ in Crores)

Particulars	FY2019	FY2020	FY2021	FY2022	FY2023
Opening Balance of Gross NPA	868.28	1168.11	1020.98	1084.78	570.92
i)Cash Recovery	146.31	219.62	110.47	309.45	198.20
ii)Upgradation	237.32	116.26	8.10	131.38	23.89
iii)Write Off	263.77	365.91	392.59	320.89	98.72
Total Reduction* (i+ii+iii)	647.40	701.79	511.16	761.72	320.81
Fresh Addition*	947.23	554.66	574.96	247.86	271.35
Closing Balance of Gross NPA	1168.11	1020.98	1084.78	570.92	521.46
GNPA %	4.32	3.62	3.44	1.69	1.39
NPA Provision	493.28	483.23	430.03	249.63	281.18
Net NPA	636.51	497.47	613.82	317.58	229.82
NNPA %	2.40	1.80	1.98	0.95	0.62
Provision Coverage Ratio % (with technical write-off)	73.61	80.75	79.53	87.92	90.90
Provision Coverage Ratio % (without technical write-off)	45.51	51.28	43.42	44.37	55.93

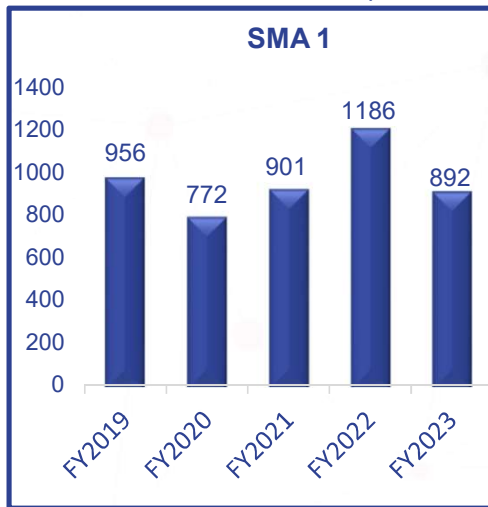
*Accounts classified as NPA and upgraded or recovered during the same period are not considered

SMA (Y-o-Y)

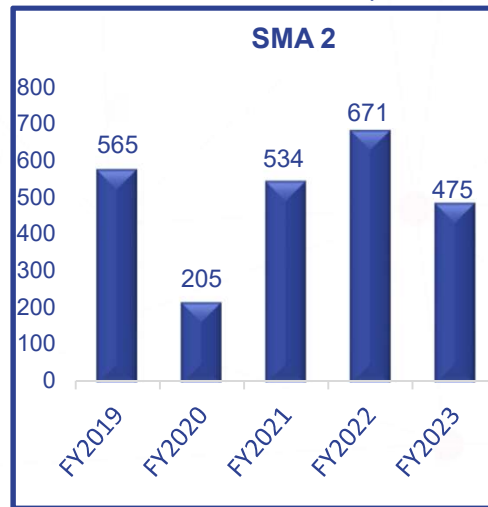
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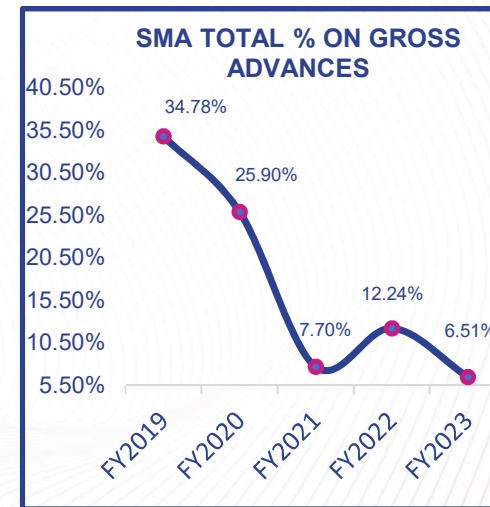
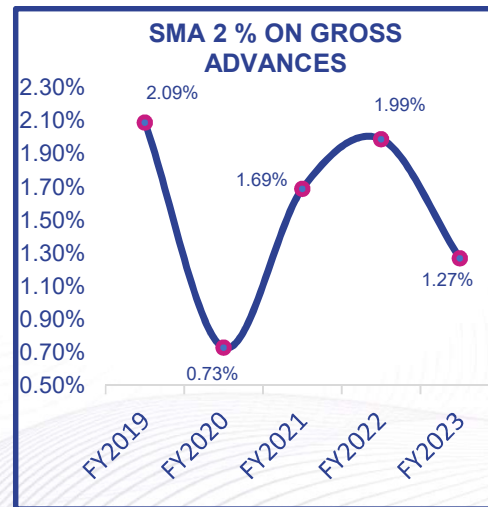
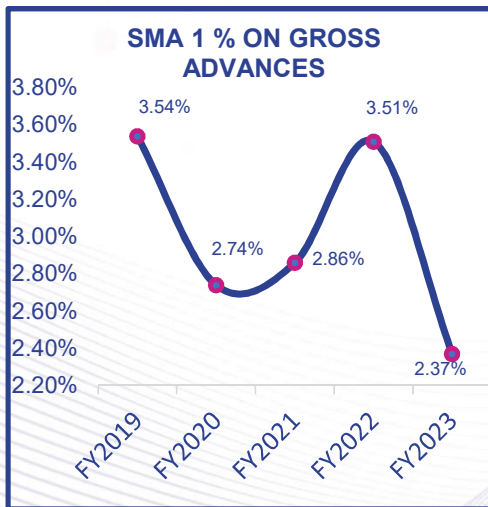
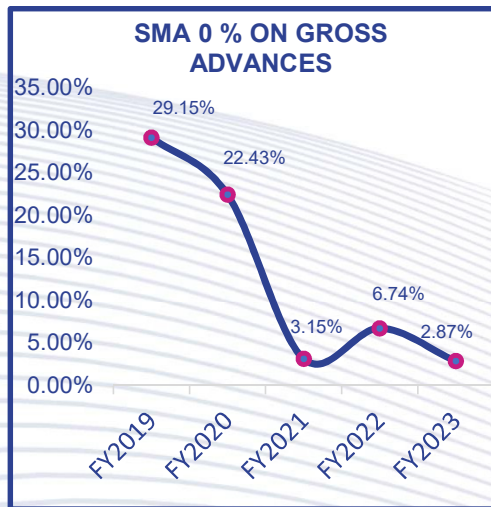
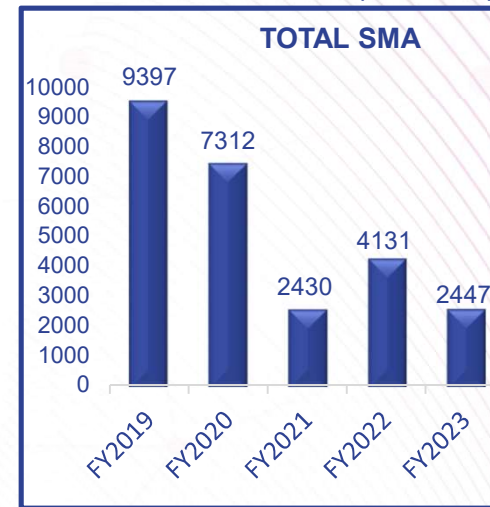
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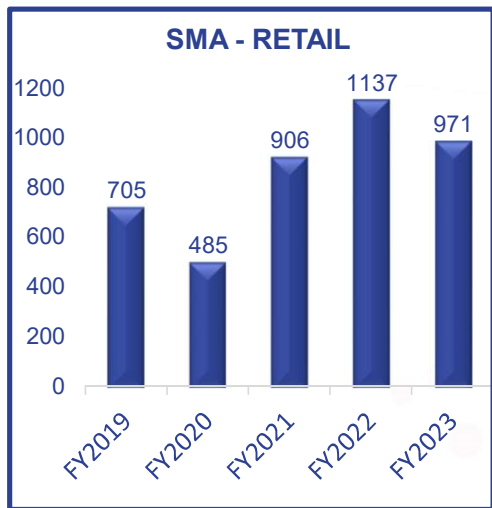


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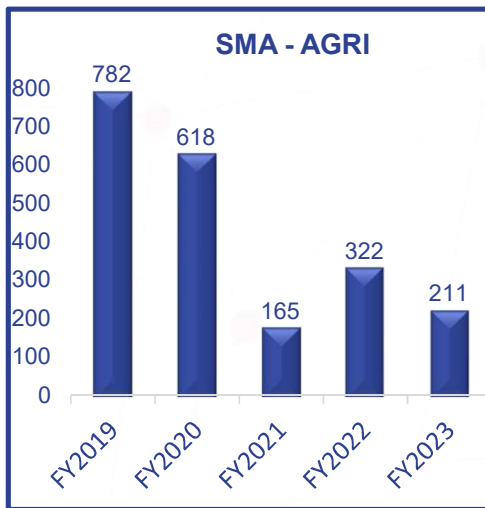


SMA Sector-wise (Y-o-Y)

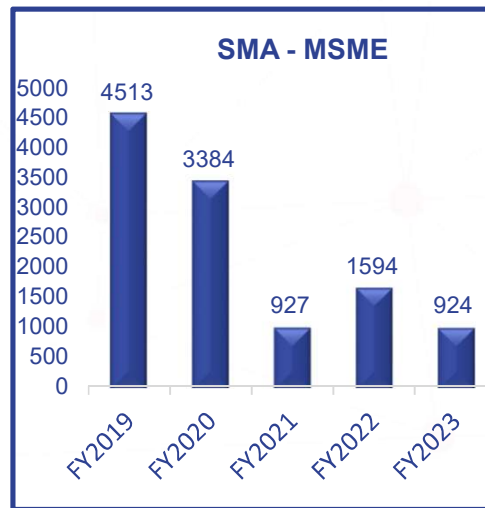
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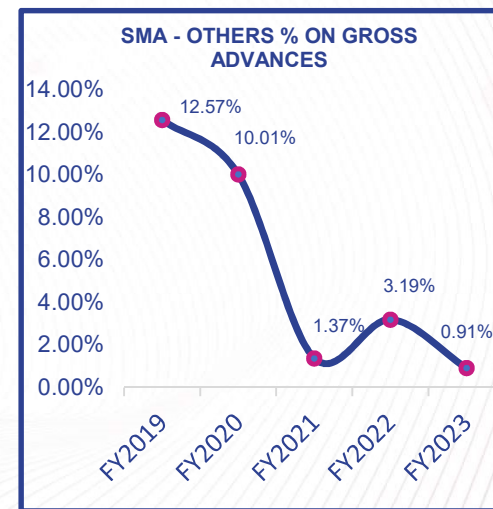
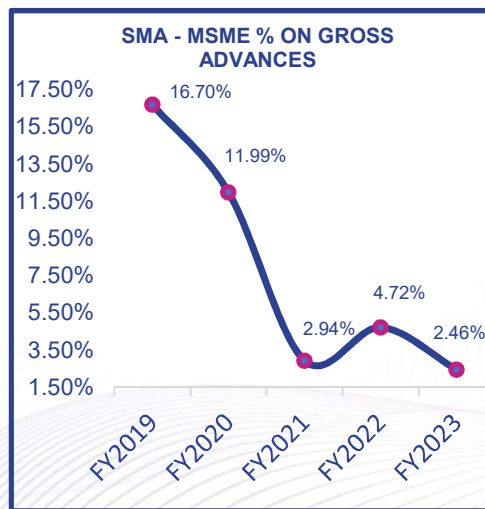
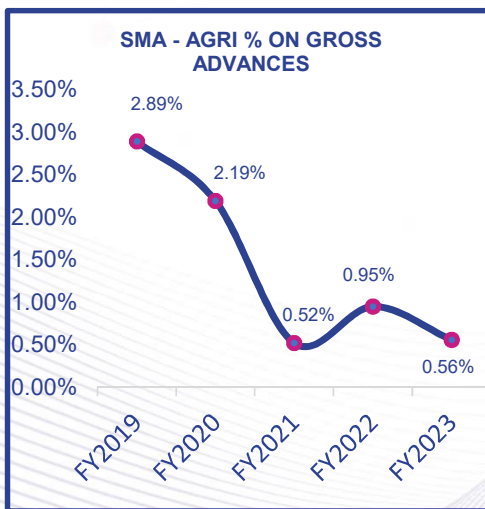
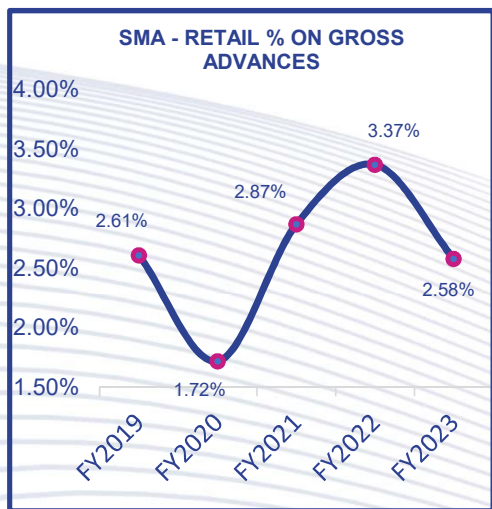
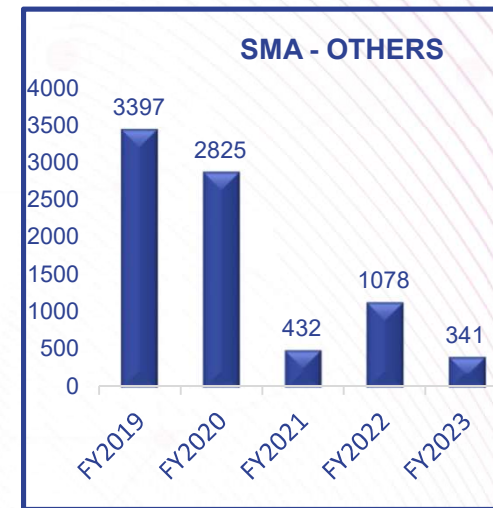
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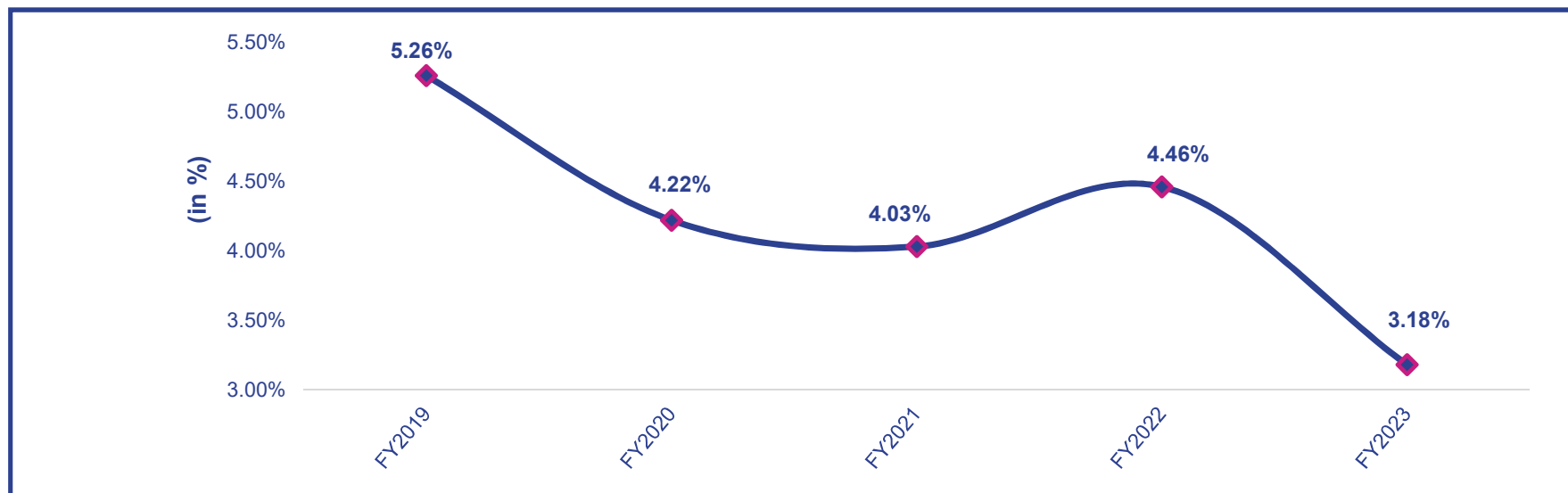
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Stressed Assets (Y-o-Y)



(₹ in crores)

Particulars	FY2019	FY2020	FY2021	FY2022	FY2023
Standard Restructure advances	252.46	171.30	187.00	935.15	673.81
Gross NPA	1168.11	1020.98	1084.78	570.92	521.46
Gross Advances	27018.66	28236.18	31541.03	33748.17	37582.11
Stressed Assets Ratio (%)	5.26	4.22	4.03	4.46	3.18

NPA – Sector-wise (Q-o-Q)

(₹ in Crores)

Parameters	MAR'22	JUN'22	SEP'22	DEC'22	MAR'23	Q-o-Q Growth (MAR'23 Over DEC'22)	Y-o-Y Growth (MAR'23 over MAR'22)
Retail	55.77	52.36	48.52	47.96	44.36	-7.51%	-20.46%
Agriculture	46.37	55.67	61.34	77.26	48.99	-36.59%	5.65%
MSME	271.81	295.10	311.63	294.01	184.34	-37.30%	-32.18%
Others	196.97	169.02	171.85	171.85	243.77	41.85%	23.76%
Total Gross NPA	570.92	572.15	593.34	591.08	521.46	-11.78%	-8.66%

Slippage – Sector-wise (Q-o-Q)

(₹ in Crores)

Parameters	MAR'22	JUN'22	SEP'22	DEC'22	MAR'23	Q-o-Q Growth (MAR'23 Over DEC'22)	Y-o-Y Growth (MAR'23 over MAR'22)
Retail	1.30	4.67	2.66	5.53	4.68	-15.37%	260.00%
Agriculture	0.00	9.50	14.95	20.78	1.48	-92.88%	--
MSME	59.01	31.63	53.11	22.60	62.66	177.26%	6.19%
Others	0.00	31.22	2.97	1.29	1.62	25.58%	--
Total	60.31	77.02	73.69	50.20	70.44	40.32%	16.80%
Slippage Ratio	0.18%	0.23%	0.22%	0.15%	0.21%		

Movement of NPA (Q-o-Q)

(₹ in Crores)

Particulars	Q4FY22	FY2022	Q1FY23	Q2FY23	Q3FY23	Q4FY23	FY2023
Opening Balance of Gross NPA	985.56	1084.78	570.92	572.15	593.34	591.08	570.92
i)Cash Recovery	91.06	309.45	65.15	46.41	46.64	40.00	198.20
ii)Upgradation	51.95	131.38	10.64	6.09	5.82	1.34	23.89
iii)Write Off	320.89	320.89	0.00	0.00	0.00	98.72	98.72
Total Reduction* (i+ii+iii)	463.90	761.72	75.79	52.50	52.46	140.06	320.81
Fresh Addition*	49.26	247.86	77.02	73.69	50.20	70.44	271.35
Closing Balance of Gross NPA	570.92	570.92	572.15	593.34	591.08	521.46	521.46
GNPA %	1.69	1.69	1.69	1.70	1.70	1.39	1.39
NPA Provision	249.63	249.63	255.32	291.39	325.73	281.18	281.18
Net NPA	317.58	317.58	310.92	295.97	259.10	229.82	229.82
NNPA %	0.95	0.95	0.93	0.86	0.75	0.62	0.62
Provision Coverage Ratio % (with technical write-off)	87.92	87.92	88.08	88.58	89.83	90.90	90.90
Provision Coverage Ratio % (without technical write-off)	44.37	44.37	45.66	50.12	56.16	55.93	55.93

*Accounts classified as NPA and upgraded or recovered during the same period are not considered

SMA– Sector-wise (Q-o-Q)

(₹ in Crores)

Parameters	MAR'22	JUN'22	SEP'22	DEC'22	MAR'23	Q-o-Q Growth (MAR'23 Over DEC'22)	Y-o-Y Growth (MAR'23 over MAR'22)
Retail	1137.19	1244.81	1339.90	887.23	969.82	9.31%	-14.72%
Agriculture	322.17	294.78	317.91	445.03	211.40	-52.50%	-34.38%
MSME	1593.81	1946.03	1693.30	1068.23	924.46	-13.46%	-42.00%
Others	1078.13	1158.53	997.04	525.34	341.32	-35.03%	-68.34%
Total	4131.30	4644.15	4348.15	2925.83	2447.00	-16.37%	-40.77%

Stressed Assets (Q-o-Q)

(₹ in Crores)

Particulars	MAR'22	JUN'22	SEP'22	DEC'22	MAR'23	Q-o-Q Growth (MAR'23 Over DEC'22)	Y-o-Y Growth (MAR'23 over MAR'22)
Standard Restructure advances	935.15	903.42	832.73	804.53	673.81	-16.25%	-27.95%
Gross NPA	570.92	572.15	593.34	591.08	521.46	-11.78%	-8.66%
Gross Advances	33748.17	33822.76	34876.53	34801.61	37582.11	7.99%	11.36%
Stressed Assets Ratio (in%)	4.46	4.36	4.03	4.01	3.18		

Restructured Advances (Q-o-Q)

(₹ in Crores)

Particulars	MAR-22	JUN'22	SEP'22	DEC'22	MAR'23	Q-o-Q Growth (MAR'23 Over DEC'22)	Y-o-Y Growth (MAR'23 over MAR'22)
Advances (Gross)	33748.17	33822.76	34876.53	34801.61	37582.11	7.99%	11.36%
Restructured Assets	1034.30	994.56	948.45	896.36	785.53	-12.36%	-24.05%
<i>Of which</i>							
a.i) Standard	935.15	903.42	832.73	804.53	673.81	-16.25%	-27.95%
a.ii) NPA	99.15	91.14	115.72	91.83	111.72	21.66%	12.68%
<i>Of which</i>							
b.i) CDR	46.32	43.24	36.84	13.85	0.00	-100.00%	-100.00%
% of CDR to Total Restructured Advances	4.48%	4.35%	3.88%	1.55%	0.00%		
b.ii) Non-CDR	987.98	951.32	911.61	882.51	785.53	-10.99%	-20.49%
% of Non CDR to Total Restructured Advances	95.52%	95.65%	91.66%	98.45%	100.00%		

Sector-wise Restructured Accounts (Q-o-Q)

(₹ in Crores)

Sector	MAR-22	JUN'22	SEP'22	DEC'22	MAR'23	Q-o-Q Growth (MAR'23 Over DEC'22)	Y-o-Y Growth (MAR'23 over MAR'22)
1.Retail	185.16	181.88	180.42	194.14	184.82	-4.80%	-0.18%
2.AGRI	42.13	41.27	43.40	19.55	17.37	-11.15%	-58.77%
3.MSME	436.55	419.93	393.47	341.55	306.63	-10.22%	-29.76%
4. Corporate & Others	370.46	351.48	331.16	341.12	276.71	-18.88%	-25.31%
Total	1034.30	994.56	948.45	896.36	785.53	-12.36%	-24.05%

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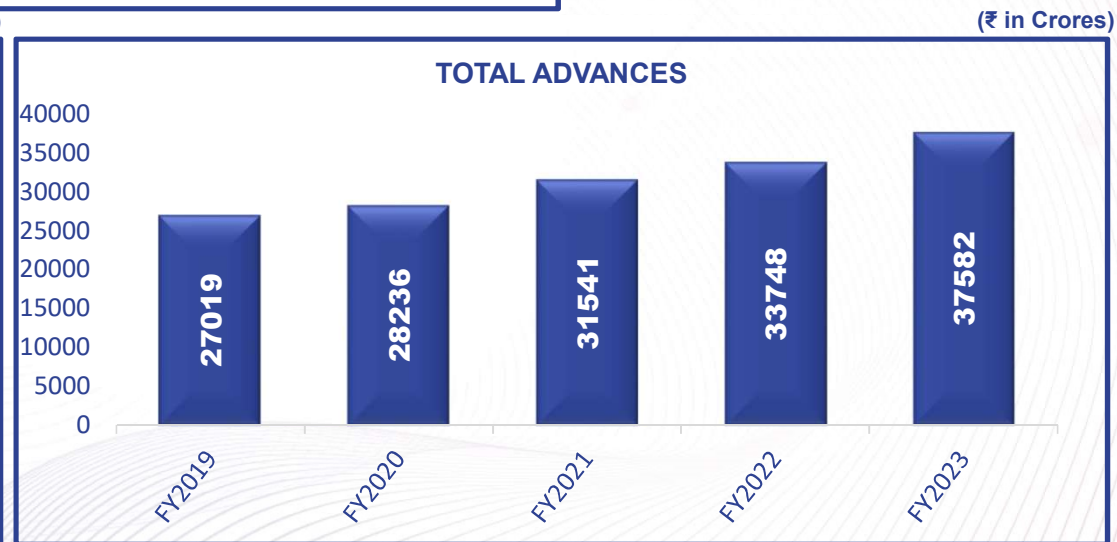
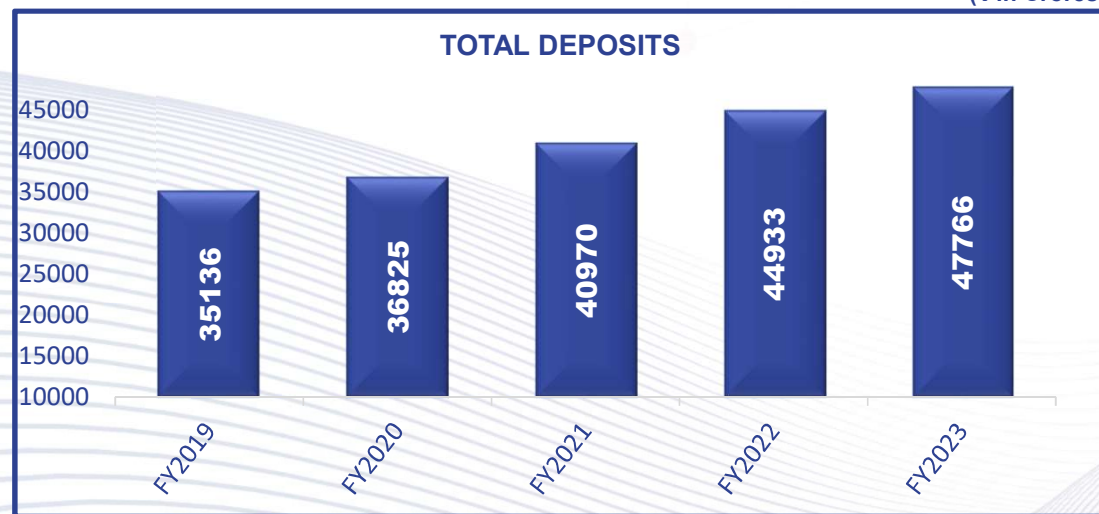
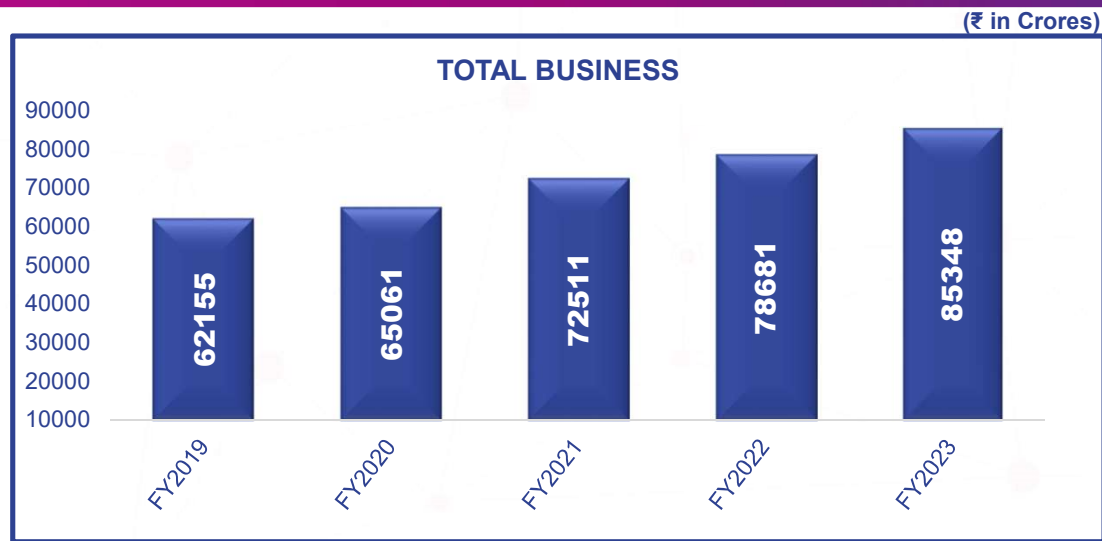
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Business Mix (Y-o-Y)

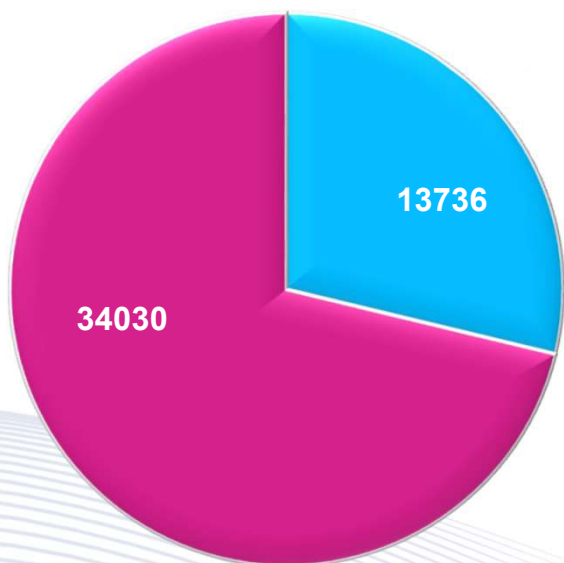


Deposits Portfolio (Q-o-Q)

(₹ in Crores)

(₹ in Crores)

Q4FY23

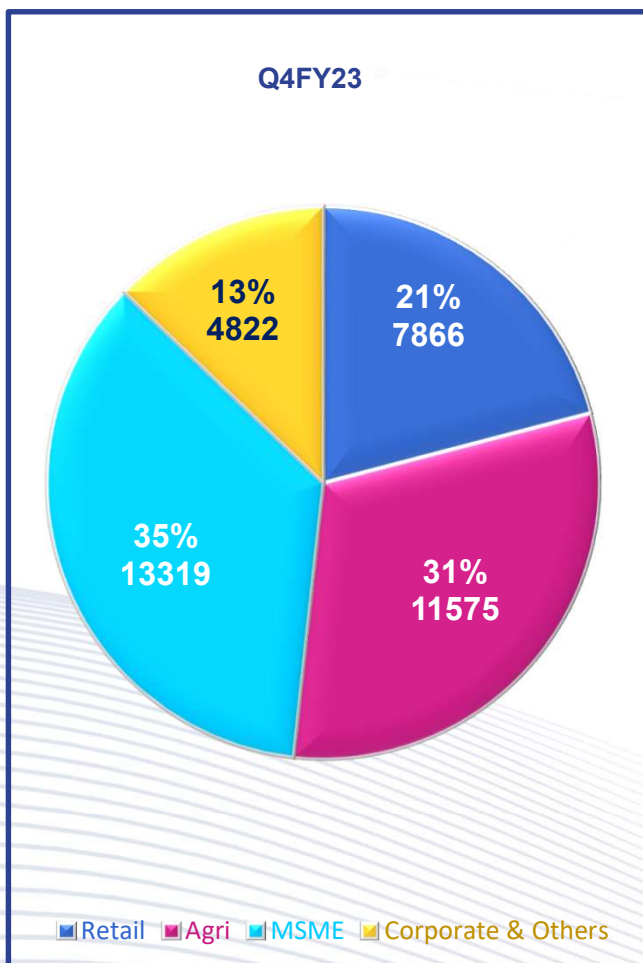


■ CASA ■ Term Deposits

Business Parameters	MAR-22	JUN'22	SEP'22	DEC'22	MAR'23	Q-o-Q Growth (MAR'23 Over DEC'22)	Y-o-Y Growth (MAR'23 over MAR'22)
A.CASA	13,705	13,246	13,192	12,851	13,736	▲ 6.88%	▲ 0.22%
CASA %	31%	31%	31%	30%	29%		
B. Total Term Deposit	31,228	29,987	29,944	30,589	34,030	▲ 11.25%	▲ 8.97%
Deposits (A+B)	44,933	43,233	43,136	43,440	47,766	▲ 9.96%	▲ 6.30%

Advances Portfolio (Q-o-Q)

(₹ in Crores)



(₹ in Crores)

Particulars	MAR-22	JUN'22	SEP'22	DEC'22	MAR'23	Q-o-Q Growth (MAR'23 Over DEC'22)	Y-o-Y Growth (MAR'23 over MAR'22)
Gross Advances	33,748	33,823	34,877	34,802	37,582	7.99%	11.36%
Of which							
Retail Sector	6,758	6,853	7,127	7,612	7,866	3.34%	16.39%
Agriculture Sector	10,023	10,308	10,386	10,620	11,575	8.99%	15.48%
MSME Sector	12,615	12,588	12,690	12,870	13,319	3.49%	5.58%
Total of RAM	29,396	29,749	30,203	31,102	32,760	5.33%	11.44%
RAM % to Gross Advances	87%	88%	87%	89%	87%		
Corporate & Others	4,352	4,074	4,674	3,700	4,822	30.32%	10.80%
CD Ratio	75%	78%	81%	80%	79%		

Financial Performance

(₹ in Crores)

Financial Parameters	3 Months					Q-o-Q Growth (Q4FY'23 Over Q3FY'23)	Y-o-Y Growth Q4FY23 over Q4FY22	12 Months		
	Q4FY22	Q1FY23	Q2FY23	Q3FY23	Q4FY23			MAR'22	MAR'23	Y-o-Y Growth MAR'23 over MAR'22
Interest Income	986.49	1002.15	996.69	1012.12	1070.08	5.73%	8.47%	3833.87	4081.04	6.45%
Non-Interest Income	214.17	139.62	144.80	160.76	183.93	14.41%	-14.12%	812.26	629.11	-22.55%
Total Income	1200.66	1141.77	1141.49	1172.88	1254.01	6.92%	4.44%	4646.13	4710.15	1.38%
Interest Expenses	498.77	478.13	488.14	477.85	542.80	13.59%	8.83%	2018.63	1986.92	-1.57%
Operating Expenses	275.50	289.24	264.12	290.22	306.81	5.72%	11.36%	1111.03	1150.39	3.54%
Of which										
Employee Cost	166.21	151.09	148.38	152.28	166.92	9.61%	0.43%	615.80	618.67	0.47%
Other Operating Exp.	109.29	138.15	115.74	137.94	139.89	1.41%	28.00%	495.23	531.72	7.37%
Total Expenditure	774.27	767.37	752.26	768.07	849.61	10.62%	9.73%	3129.66	3137.31	0.24%
Net Interest Income	487.72	524.02	508.55	534.27	527.28	-1.31%	8.11%	1815.24	2094.12	15.36%
Operating Profit	426.39	374.40	389.23	404.81	404.40	-0.10%	-5.16%	1516.47	1572.84	3.72%
Provision other than tax	155.97	55.22	33.88	32.93	72.50	120.16%	-53.52%	401.36	194.53	-51.53%
Taxes	43.47	84.97	93.05	92.18	78.85	-14.46%	81.39%	293.18	349.05	19.06%
Net Profit	226.95	234.21	262.30	279.70	253.05	-9.53%	11.50%	821.92	1029.26	25.23%

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Liabilities

(₹ in Crores)

	As on 31.03.2019	As on 31.03.2020	As on 31.03.2021	As on 31.03.2022	As on 31.03.2023
Capital	142.51	142.51	142.51	142.51	158.35
Reserves and Surplus	3475.74	3837.13	4437.47	5193.19	6770.00
Deposits	35136.25	36825.03	40970.42	44933.11	47766.48
Borrowings	0.00	324.00	0.00	0.00	525.00
Other Liabilities and Provisions	1778.29	1630.12	1976.77	2589.67	2675.54
Total Liabilities	40532.80	42758.80	47527.17	52858.48	57895.37

Assets

(₹ in Crores)

	As on 31.03.2019	As on 31.03.2020	As on 31.03.2021	As on 31.03.2022	As on 31.03.2023
Cash and Balance with RBI	1735.34	1414.41	1680.29	2113.11	2102.57
Balance with Bank and Money at call and short notice	1185.01	2322.15	1024.79	1738.89	1479.41
Investments	9106.59	9467.33	11703.21	13035.46	14156.04
Advances	26487.94	27715.76	31069.60	33491.54	37289.69
Fixed Assets	138.38	128.45	137.18	210.84	245.65
Other Assets	1879.53	1710.70	1912.10	2268.64	2622.01
Total Assets	40532.80	42758.80	47527.17	52858.48	57895.37

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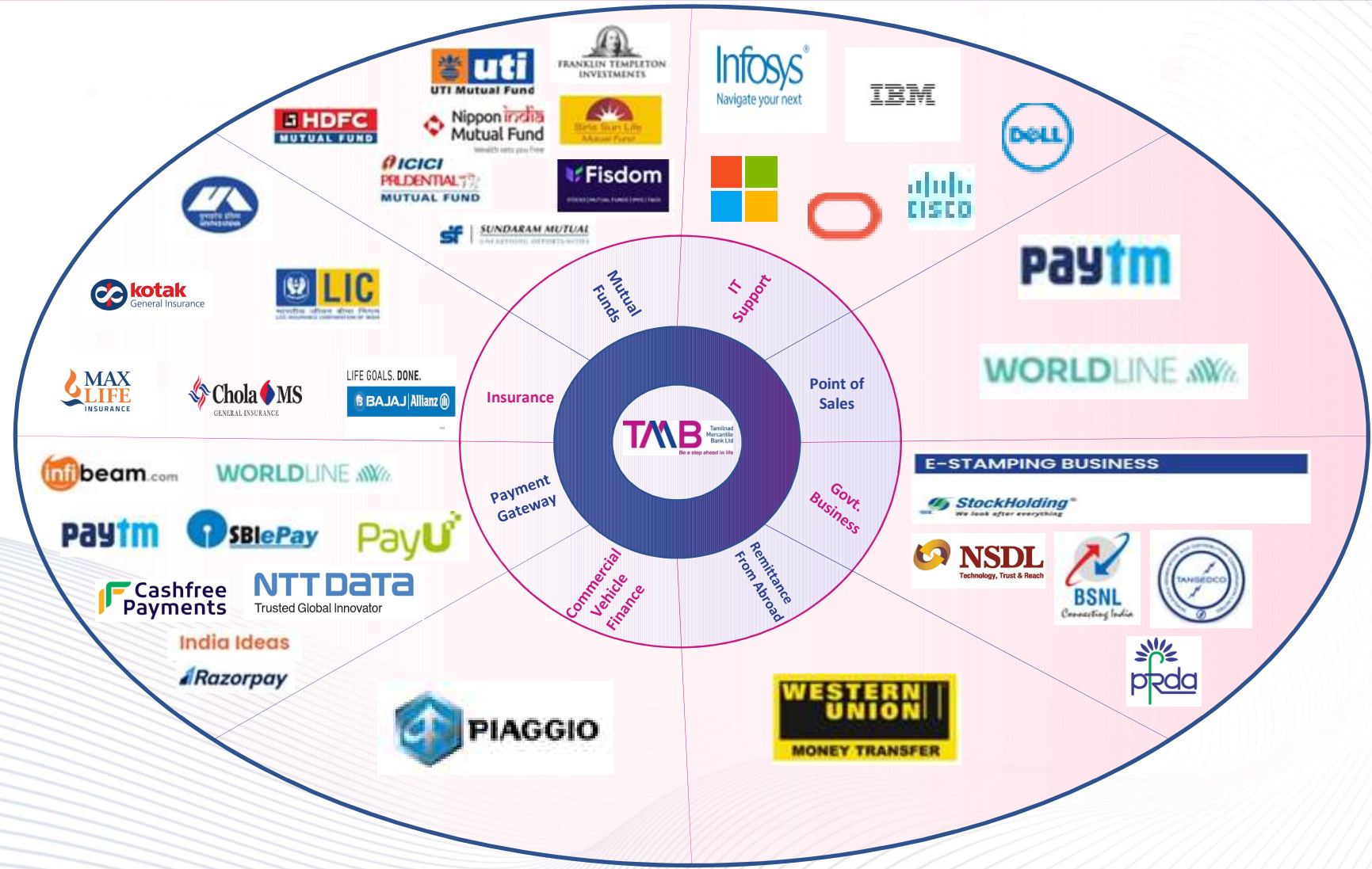
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Strategic Partners - Fintech / Business Tie-ups



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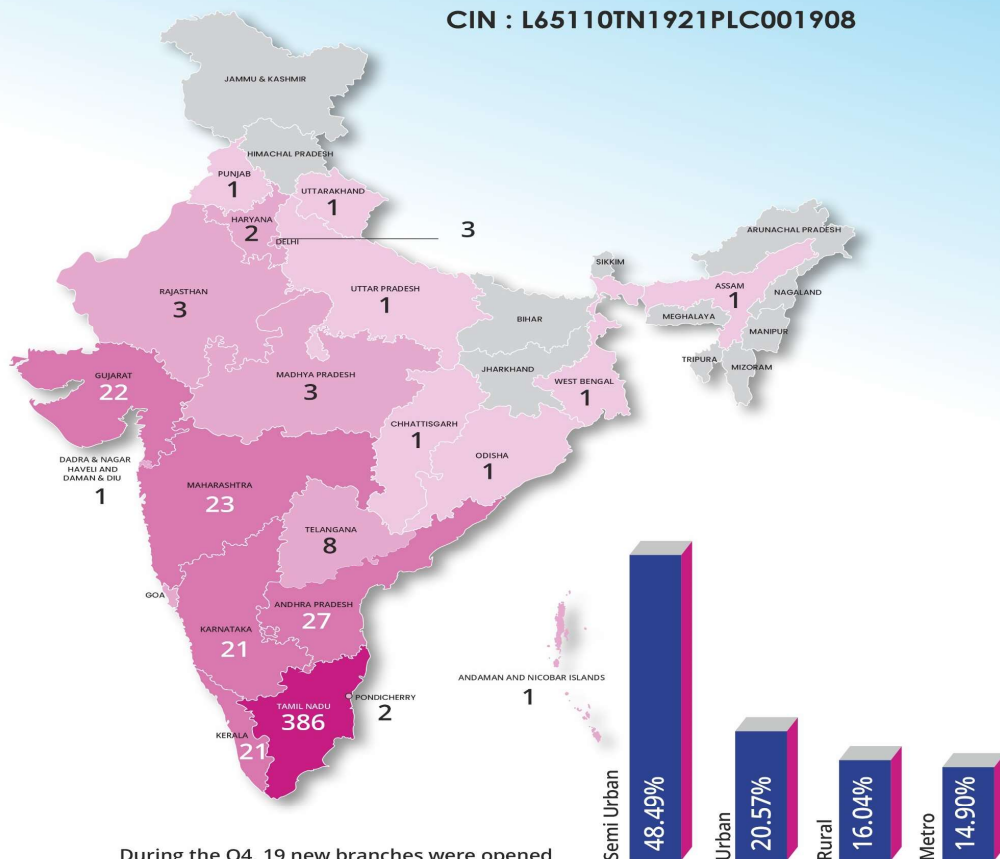
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Banking outlet

Tamilnad Mercantile Bank Ltd

Regd Office : 57, V.E. Road, Thoothukudi - 628 002

CIN : L65110TN1921PLC001908



STATE	BANKING OUTLET			ATM(s)	CRM(s)	E-LOBBY(IES)
	BRANCH(ES)	BUSINESS CORRESPONDENTS (BCs)	TOTAL			
Tamilnadu	386	127	513	956	292	103
Andhra Pradesh	27	-	27	44	9	4
Maharashtra	23	-	23	28	6	2
Gujarat	22	-	22	23	4	2
Karnataka	21	-	21	30	2	-
Kerala	21	2	23	24	3	1
Telangana	8	-	8	13	3	1
Madhya Pradesh	3	-	3	3	-	-
Rajasthan	3	-	3	4	-	-
Haryana	2	-	2	2	-	-
Assam	1	-	1	-	1	-
Chhattisgarh	1	-	1	1	-	-
Odisha	1	-	1	1	-	-
Punjab	1	-	1	1	-	-
Uttar Pradesh	1	-	1	1	-	-
Uttarkhand	1	-	1	1	-	-
West Bengal	1	-	1	1	1	-
Union Territories (4)	7	-	7	16	3	-
Total	530	129	659	1149	324	113

Awards & Accolades during the FY2023



The Bank has bagged three awards at Atal Pension Yojana Felicitation and Strategic Review Programme conducted on May 2022.

1. **Old age Freedom fighters award of excellence** (August – October 2021)
2. **Outperformers (Q3, 2021-22)**
3. **Citizen's Choice Award** for Best performing in the state of Tamilnadu.



The Bank has won two awards in the name of **“Numero Uno Exemplary Award of Par Excellence”** from PFRDA for achieving the highest performance in Private Sector Bank category during the period from 01-04-2022 to 30-09-2022.



The Bank has bagged the **“Best Small Indian Bank”** award in the Best Banks survey for the year 2022 done by Business Today-KPMG (BT-KPMG Best Banks Survey)



The Bank has bagged **“Best Bank at National Level”** for the year 2022, under other than large Private Sector banks category.



The Bank has received ASSOCHAM 9th MSME Excellence Award **“Best MSME Bank – Runner Up”**.

Tamilnad Mercantile Bank Limited

No. 57, Victoria Extension Road, Thoothukudi – 628 002, Tamil Nadu, India

Investor Contact

**Mr.P.A.Krishnan,
Chief Financial Officer**

Mob: 63852 28111

E-mail: cfo@tmbank.in

**Mr.Prakash Chandra Panda,
Company Secretary & Compliance Officer**

Mob: 96595 23378

E-mail: cs@tmbank.in

Website: www.tmb.in

Thank You