

**MINUTES OF THE 112<sup>TH</sup> SLBC MEETING HELD ON 19<sup>TH</sup> FEBRUARY, 2021 AT TAJ  
VIVANTA, GOA**

The 112<sup>th</sup> meeting of the State Level Bankers Committee, Goa State, was held on 19<sup>th</sup> February, 2021 at Taj Vivanta, Goa under the Chairmanship of Shri. Ajay Michyari, Regional Director (Mah& Goa), Reserve Bank of India (through Microsoft Teams) and Shri. Puneet Kumar Goel, Principal Secretary Finance. The Other dignitaries present were Shri. N. J. Nampoothiri, General Manager, (Officer-in-Charge), Reserve Bank of India, Smt. Usha Ramesh, General Manager, NABARD. State Bank of India dignitaries who joined were Shri. Sanjeev Nautiyal, Deputy Managing Director (FI&MM), New Delhi (through Teams), Shri. Deepak Kumar Lalla, Chief General Manager, Ms. Sukhvinder Kaur, General Manager and SLBC Convenor. The meeting was attended by other Senior Officials from the State Government and sponsoring Agencies, Senior Executives of Commercial Banks and representatives of State Cooperative Bank and representatives from Payment Banks.

**Ms. Sukhvinder Kaur, General Manager and SLBC Convenor** welcomed the participants. In her welcome address she congratulated and appreciated the efforts of all the Bankers for their uninterrupted service during the testing time of Covid 19 Pandemic and for providing door step services. She opined that pandemic situation which was under control till now, is now resurfacing and we should gear up to face the 2<sup>nd</sup> phase of Covid. She noted that this is the first SLBC to be held in person and will be the last in this financial year ending March, 21.

Then she highlighted few major areas and requested bankers to accomplish the targets set for:-

1. To increase the priority sector lending;
2. To achieve 100% digitisation of the North Goa District by February, 2021;
3. To ensure all Banks upload the data on SLBC portal in time with special reference to 12 defaulting banks;
4. To reduce the zero balance accounts;
5. To focus on disbursement under PMSVA Nidhi scheme.



6. Banks to hold more financial literacy camps after following all the laid down protocols under social distancing. Banks to also hold Cyber Literacy camps to educate the depositors.

While concluding she appealed all the Bankers to report finances by their branches other than from state of Goa provided to various Corporate Houses, having units in Goa, in respect of the activity conducted in the State of Goa to SLBC within 15 days from the end of the quarter. This will lead to improvement in C.D. ratio.



**Shri. Deepak Kumar Lalla, Chief General Manager, State Bank of India**, while welcoming the participants shared the highlights for the quarter ended December, 20. He expressed happiness to meet in person and requested the participants to take all the care required as per protocol. He then shared with house following achievements during the quarter under review.

1. The C.D. ratio has increased from 29.02% to 32.18% during the corresponding period;
2. He shared that no village is remained unbanked in the State of Goa;
3. He expressed his happiness on the improvement in priority sector lending from 31.40% to 35.24%.
4. During last quarter 5 CSP's have been added and the Bankers should appoint more CSP's in the days which will help to reduce the burden of branch staff.
5. In digitalisation of North Goa District, we should accept the challenge and complete it by February, 21.
6. There is an improvement in the ACP lending & achievements. He noted that YOY growth in advance portfolio is of 20% which is, he opined, a remarkable achievement considering the size of the State.
7. It is found that the data pertaining to Housing Loan was understated and the same was required to be corrected. He instructed SLBC to carry out the correction immediately. **(Since corrected)**.

He then pointed out some areas, as mentioned below, where with little extra efforts considerable improvement is achievable.

- 1 To improve Financial Inclusion in the State of Goa.
- 2 To cover 9% of the depositors, remained uncovered hitherto, under PMJDY.
- 3 Funding of 14000 accounts having zero balance.
- 4 Aadhar seeding is to be completed for 19% of the accounts.
- 5 Under PMSVANidhi, both Sourcing and Disbursement is below the national level in State of Goa. He requested Government department to source more proposals under PMSVANidhi and appealed to the member banks to provide timely and speedy finance under the scheme

NABARD is providing investment credit particularly under ATMANIRBHAR other than the working capital and Investment credit for food processing, Agriculture



and animal husbandry. He requested all concerned to avail this facility offered by NABARD

He expressed his concern over non uploading of the data in the SLBC portal and instructed the Banks to upgrade the reporting mechanism and that they should upload the data for the quarter ending 31.03.2021.

**Shri. Sanjeev Nautiyal, Deputy Managing Director (FI&MM), SBI, New Delhi** delivered the key note address through webinar.

He acknowledged the whooping YOY growth of 433% in the deposit with YTD growth 5% and in advance YOY growth is of 399% and YTD 20%. He also observed that C.D. ratio, which is presently at 32.18%, though short of the benchmark at 60.00% has improved considerably during the last one year. He exhorted Bankers to strive for improving the C.D. ratio.

He opined that as far as ACP lending is concerned, improved performance can be seen under agriculture -108%, under industry- 94% and 267 % under service sector. He also requested bankers that Priority sector lending needs to reach the bench mark level of 40% as stipulated by RBI.

He urged the Banks to take note of the RBI instructions on priority sector dated 04.09.2020 & initiatives like Infrastructure Development, on Medical Facility, on Start ups and financing to FCP's. He then commented that RBI has played it's role and now it is Bankers turn to take the responsibility of financing in these areas.

He also commented that the key factor which can boost the lending in the State and therefore lead to the entrepreneur development and generation of employment opportunities is tourism. It has the potential to drive the state economy as it generates good employment opportunity. The Government can play a key role in identifying the infrastructure development and the Banks can play pivotal role in providing financial assistance.

He also briefed the house on schemes on Setting up of Dairy, Cold Storage chain on Agriculture & Fisheries product, setting up of ware housing as this is the new sun shining area on which the Central Government is laying stress. Under ATMANIRBHAY scheme, the agriculture infra funds for post harvest activities, storages, ware houses, fisheries, bee keeping, food processing and the animal husbandry are waiting to be tapped by the Bankers.

He further observed that Doubling of Farmers Income by 2022 is one of the priorities of Government of India. NABARD has come out with schemes to assist bankers to achieve this target. The potential linked plans (PLP) to be tapped and ACP are drawn in line with PLPs. He then noted that this will ensure that the famers receive timely and appropriate credit for their farming activities.



Land records are fully digitalised in the State. It should help Banks for more lending on the digital platform and requested bankers to tap this opportunity

He advised Bankers to stay focused on the Central Government schemes like PMEGP, PMJJY, PMSBY, and opening of Jan Dhan accounts and their funding and should focus on seeding the balance accounts with Aadhar.



**Shri. Ajay Michyari, Regional Director (Mah& Goa), Reserve Bank of India,** Mumbai addressed the participants through webinar.

In his address to the house he observed that Lending under Priority Sector has shown remarkable growth. He requested bankers to improve it further and achieve the benchmark as stipulated by RBI. He also observed that under farm credit bankers in the state have performed well, but Agricultural infrastructural lending needs to be focused. Similarly lending in Education and the renewable energy are the areas which needs focussed attention.

He also appreciated that the Annual target of Rs. 5500 Crs allocated to the state has been achieved to the extent of 61% on pro rata basis as on 31.12.20. He further noted that there is scope for improvement during this quarter.

He then urged all bankers to periodically review the performance under Financial Inclusion, and submit a progress report on half yearly basis. He however expressed his concern on the performance under various social security schemes like PMJJBY, PMSBY AND APY and suggested that the same to be reviewed periodically and exhorted bankers to improve enrolment under National Pension Scheme. Another area of concern, he noted, is non / delayed uploading of the data by 12 banks and appealed all to do it at the earliest. He also cautioned the house on Mismatch of data, which should in all cases be avoided.

He also shared with the house initiatives undertaken by RBI on financial Literacy of the customers. He further said that he is satisfied with the manner in which Financial literacy week was observed in Goa and initiatives launched in Goa. He requested banks to conduct more such camps through the nearly 399 rural branches. He then noted that though the camps held during the quarter are less than the required numbers owing to prevailing pandemic situation and urged bankers to deploy the digital platform and hold more camps and achieve the targets. He further requested bankers to focus on the target groups while holding the camps and ensure that the purpose of holding the camps are met in spirit also.

He concluded by drawing participants attention to guidelines issued by RBI on 05.02.2021 for financing the MSME, while financing under this sector. He also pointed out that these instructions are applicable for loans upto Rs.25.00 lacs. He expressed his satisfaction and complimented and State Bank of India and SLBC Convener on adhering to the timelines on conduct of SLBC meetings which resulted in meaningful discussion.



**Shri. N. J. Nampoothiri, General Manager (Officer-In-Charge), Reserve Bank of India, Goa** while addressing the participants requested the Principal Secretary Finance, to explore the possibility of covering Bankers, on priority, for Vaccination as the Bankers are foot soldiers. He expressed his happiness that, meeting is conducted physically as things are returning to normalcy. The positive sign is Tourism showing an uptick. The entrepreneurs are evincing interest and request the Bankers to tap this opportunity.

He expressed his happiness and noted that the Priority sector lending at 35.24%, is the highest ever and congratulated bankers for achieving this remarkable feat. He however expressed his concerned for not uploading / delayed uploading of data by few banks on SLBC portal.

He then impressed upon the bankers to overcome the Covid fear and to focus on further lending to the priority sector like Agriculture/MSME/Housing etc. He opined that Covid impact has caused reverse migration as people are returning to their village and now evincing more interest in agriculture.

He further instructed SLBC to include the data on NPS in Agenda and suggested that the performance of the Banks on NPS may be shared in the SLBC meeting. He also instructed Banks to conduct more FLC camps , which should be meaningful and generate positive results.

He, then, shared the efforts made by RBI to conduct literacy camps during the week starting from 8<sup>th</sup> Feb to 12<sup>th</sup> Feb and requested bankers to carry forward the efforts on a regular basis. He also shared that RBI is holding meeting with Banks on one to one basis to improve the penetration in the digital foot print and requested the member banks to visit the 7% customers who have not been covered under the Digital drive.

He further suggested bankers to remove the details of depositors who have confirmed in writing their unwillingness to avail digital services. Such details should be removed before submitting February 2021 data. General Manager , further suggested that, If we achieve 100% digital penetration in the North Goa District, we can hold a special SLBC and request Hon'ble Chief Minister to announce the same and exhorted Bankers to be more aggressive in this area. He further suggested that to achieve this, more camps needs to be conducted by way of innovative digital mode, if physical camps are not possible. He thanked the Bankers for participating in the Literacy camps and requested the Bankers to hold such camps throughout the year.



**Smt. Usha Ramesh, General Manager, NABARD**, in her speech she informed the house that NABARD is providing another Mobile Vehicle for the benefit of Goa State cooperative Banks for its Banking activity in North Goa. She also informed the house that NABARD has set aside funds for holding Literacy camps and the member banks must avail them.

She further observed that the performance under ACP is right on track with 66% achievements and there is good improvement in the C.D. ratio too. She acknowledged that RBI guidelines on PSL have been very useful to NABARD.

She also noted that due to Covid Pandemic, many youngsters are returning back to agriculture and she is happy to notice an off take of Rs.814 Crs which is very positive sign.

She appreciated the efforts taken by the Lead Bank including Goa State Coop Bank and the Animal Husbandry Department in sanctioning loans to beneficiaries under this segment, but insisted bankers to focus on Fisheries area too.

She however observed that under Agriculture Infrastructure Fund, no case is covered till date. To encourage people to undertake activities under this segment NABARD is willing to undertake a familiarisation programme and DDMs are conducting programmes in both the Districts.

She informed the house that NABARD has set up a separate fund for Financial Inclusion and requested bankers to make use of these funds for financial literacy camps. She also shared that NABARD is providing support to instal Boosters, V Sat and Solar powers to overcome the connectivity issues in some pockets of both districts of the State and requested Member Banks to avail this facility.

She further informed the house on initiatives undertaken by NABARD like- financial assistance for GI, Nursery development, Skilling programmes etc.

She informed the house that NABARD is lending to the Government of Goa in a big way by way of IRDF and the total sanctions will be around Rs.350.00 Crs and the disbursement figures as on date are encouraging.

She also shared information on formation of Fish Farmers Producers Organisation and informed the house that Initial discussions are already held with Fisheries department.



**Shri. Puneet Kumar Goel, Principal Secretary Finance, Govt of Goa** while addressing and guiding the participants, expressed his happiness that the SLBC is being held as per timelines decided i.e. during 2<sup>nd</sup> week of the 2<sup>nd</sup> month after the end of the quarter and suggested that efforts should be made to hold the next SLBC by the end of April, 2021, so that meeting and discussions on Agenda points in this meeting become meaningful. He also thanked for holding the meeting in physical form.

He expressed his happiness that the C.D. ratio has increased. He also noted that lending to the priority sector has increased and requested the Banks to achieve the mandatory level of 40% say by the end of the second quarter of the next financial year. He appealed to the Banks to achieve 100% penetration in the Digital foot print and to focus on South Goa for improving the digital penetration.

He, however noted that the Education loan target under PSA could not be achieved as students have differed the decision for the next academic year due to prevailing COVID pandemic situation.

He shared with the house that in sustainable Development Goals, Goa is at 6<sup>th</sup> position and expressed hope of further improvement in this area.

He also appreciated NABARD for its financial support extended to the State and hoped that in the next financial year the outlay will continue. He also shared that the State is proposing to bring the health sector under the scheme of IRDF.

He complimented RBI for its launching of Trade receivable discounting system and informed the house that Goa is the first State for adopting this platform and nearly Rs.250 Crs have been availed till date.

He also noted that the improved figures indicate that the economy is returning to normalcy which is very well evident by collection under VAT, Service Tax, & Excise. Further, increase is seen in number of property transactions registered in the State.

He informed the house that the Govt of Goa is auctioning industrial lands at Verna and suggested that the bankers can explore the possibility to finance the probable purchasers.

He informed the house that Govt of Goa has set up a CSR authority to receive donation and that the Authority established for the purpose can issue



certificate for having received the funds under CSR category. He appealed to the Banks to donate to the Authority and assist the Govt in fulfilling its obligations.

He assured the house that he will exhort the 14 Corporations to issue licenses to all eligible street vendors and requested Bankers to lend these vendors under PMSVANidhi speedily.

He promised to take up the request, made by the RBI for priority vaccination of bankers with the Central Government, for favourable and early consideration.

Shri. P. G. Kamat, AGM, SLBC then piloted the discussion on the agenda.

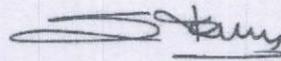
**Shri. Naveen Kumar Gupta, Deputy General Manager (B&O)** and Member Secretary intervened on various occasions to clarify various points raised by the participating members during the discussion.

The meeting ended with a vote of thanks by Shri. Naveen Kumar Gupta, Deputy General Manager (B&O) and Member Secretary.

State Bank of India

SLBC, Goa

Date: 19.02.2021



General Manager & SLBC Convenor



Sr No	Agenda Items	Action Point	Action By
1	Review of ACP – Step up Priority sector lending	Focus on priority sector lending to be increased	All Banks
2	Digitalisation of North Goa District	Ensure digital maximisation and achieve 100% by end of February, 21.	All Banks/SLBC
3	Data flow at LBS for migration to standardised data system.	All Banks are advised to ensure timely submission of data by uploading on the portal.	All Banks
4	Financial inclusion – Zero balance accounts	To be totally funded	All Banks
5	Application under PMSVA Nidhi scheme to be disposed immediately	All applications should be disposed off immediately.	All banks
6	Financial Literacy Camps	More camps to be held and the target to be achieved	All Banks/LDM
7	Social Security Schemes Monitoring performance in NPA	NPS performance to be monitored and reported in SLBC performance	All banks/SLBC

