

TO ALL MEMBERS:

Survey on International Trade in Banking Services: 2014-15

The Reserve Bank of India on November 26, 2015 released, the data related to the 2014-15 round of Survey on International Trade in Banking Services.

The annual survey on International Trade in Banking Services (ITBS) provides information on the branches/subsidiaries of Indian banks operating abroad and foreign banks operating in India. It captures data on financial auxiliaries' services rendered by the banks based on explicit/implicit fee/commission charged to customers.

Main Findings:

- **Employment Distribution and Growth:** Branches of Indian banks operating abroad employed 62.5 per cent of employees from local sources, 33.9 per cent from India and remaining 3.6 per cent from other countries in 2014-15. In contrast, foreign banks operating in India had 99.4 per cent of employees from local sources. During 2014-15, the number of employees in overseas branches of Indian banks declined marginally by 0.5 per cent whereas it increased by 3.3 per cent for foreign banks operating in India.
- **Credit and Deposit Growth:** Business growth continued for both groups of banks during 2014-15. Credit extended by overseas branches of Indian banks increased by 11.3 per cent to Rs. 8,331.5 billion (US\$ 133.1 billion) in March 2015 and lending by foreign banks operating in India also increased by 13.0 per cent to Rs. 3,359.9 billion (US\$ 53.7 billion). Deposit mobilisation of overseas branches of Indian banks and foreign banks operating in India increased by 13.3 per cent and 15.5 per cent to Rs. 5,659.3 billion (US\$ 90.4 billion) and Rs. 4,025.3 billion (US\$ 64.3 billion), respectively, in March 2015.
- **Income and Expenditure:** During 2014-15, total income of overseas branches of Indian banks and foreign banks operating in India increased by 8.1 per cent and 10.3 per cent to Rs. 432.3 billion (US\$ 6.9 billion) and Rs. 647.7 billion (US\$ 10.3 billion), respectively. The ratio of total expenditure to total income stood at 73.7 per cent and 75.6 per cent for overseas branches of Indian banks and foreign banks operating in India, respectively.
- **Fee Income Generated:** During 2014-15, the fee income generated by overseas branches of Indian banks increased to Rs. 94.3 billion (US\$1.5 billion) in 2014-15 from Rs. 89.6 billion (US\$ 1.5 billion) in the previous year. On the other hand, foreign banks operating in India generated lower fee income of Rs. 72.7 billion (US\$ 1.2 billion) as compared to Rs. 78.8 billion (US\$ 1.3 billion) in the previous year.
- **Activity-wise Banking Services:** The overseas branches of Indian banks generated major share of fee income by rendering 'Credit related services', 'Derivative, stock, securities, foreign exchange trading services' and 'Trade finance related services'. For the foreign banks operating in India, 'Derivative, stock, securities, foreign exchange trading services', 'Payment and money transmission services', 'Financial consultancy

and advisory services' and 'Trade finance related services' were the major sources of fee income.

- Country-wise Banking Services: In terms of fee income, the branches of Indian banks in UK had the largest contribution in providing banking services followed by UAE and Hong Kong.

The data with regard to the Survey on International Trade in Banking Services: 2014-15 with their annexure are attached for information of the members.

Eapen Kalapurakal
Secretary

Banking Services Covered in the Survey

Banking services include, acceptance of deposits and lending (the core banking services), and the other financial services (para-banking services) like payment services, securities trading, asset management, financial advice, settlement and clearing service, etc. With the improvements in economic integration of financial markets and activities, the international trade in banking services has significantly increased.

The GATS framework envisages that the delivery of any commercial services can be through four different modes viz., Mode 1 –Cross Border Service, Mode 2 – Consumption abroad, Mode 3 – Commercial presence and Mode 4 – movement of natural persons. In Mode 3, the bank has a commercial presence in the territory of the service importing country and the service is delivered therein. The commercial presence can be through various investment vehicles like representative offices, branches, subsidiaries, associates and correspondents.

Banking services covered in this survey include financial auxiliary services such as (i) deposit account management services, (ii) credit related services, (iii) financial leasing services, (iv) trade finance related services, (v) payment and money transmission services, (vi) fund management services, (vii) financial consultancy and advisory services, (viii) underwriting services, (ix) clearing and settlement services, and (x) derivative, stock, securities and foreign exchange trading services. While carrying out the banking business, banks cater to the financial services needs of the residents of the country of operation as well as non-residents of that country. Keeping this in view, the survey also collected the information with bifurcation of financial services rendered to residents and non-residents separately.

Services Covered:

- **Deposit Account Management services** include fees and commissions charged to or received from the deposit account holders, for maintaining deposit accounts such as fee for cheque book, fee for internet banking, commission on draft and other instrument provided, penalty for not maintaining minimum balance, etc. and any other fees charged to deposit account holders.
- **Credit related services** include fees received for credit-related or lending related services like credit processing fees, late payment or default charges and early redemption charges. Charges for facility and management fees, fees for renegotiating debt terms, mortgage fees, etc. also to be reported here.
- **Financial Leasing services** include fees or commission received for arranging or entering into financial lease contracts. This also includes fees received directly or deducted from the proceedings.
- **Trade Finance related services** include commission or fees charged for arranging trade finance like buyers' and suppliers' credit, fees for establishing/originating, maintaining or arranging standby letters of credit, letter of indemnity, lines of credit, fees for factoring services, bankers acceptance, issuing financial guaranty, commitment fees, handling charges for trade bills.
- **Payment and Money Transmission services** include fees or charges for electronic fund transfer services like SWIFT, TT, wire transfer, etc. ATM network Services, annual credit /debit card fees, Interchange charges, fees for point of services, etc. also have to be reported here. Further, charges on the customer for making remittances abroad or receiving remittances from abroad have to be reported here.

- **Fund Management services** include fee or income received for managing or administering financial portfolios, all forms of collective investment management, pension fund management, custodial, depository and trust services. Commission or fees for safe custody of shares/equities, transaction fee for custodian account, communication cost or any other fees/charges related to custodian account should also be reported.
- **Financial Consultancy and Advisory services** include fees for advisory, intermediation and other auxiliary financial services including credit reference and analysis, portfolio research and advice, advice on mergers and acquisitions and on corporate restructuring and strategy. Arrangement/management fees for Private placement of share/equities are also to be included.
- **Underwriting services** include underwriting fees, earning from buying and reselling an entire or substantial portion of newly issued securities.
- **Clearing and Settlement services** include settlement and clearance services for financial assets, including securities, derivative products, and other negotiable instruments.
- **Derivative, Stock, Securities, Foreign Exchange trading services** include commissions, margin fees, etc. received for carrying out financial derivative transactions, placement services, and redemption fees. Earnings received on banks' own account as well as on behalf of customers for carrying out foreign exchange trading has to be reported under this item. Explicit brokerage fees and commissions for foreign exchange brokerage services are also to be reported. Earnings received on banks' own account for carrying out trading in derivative, stock, securities etc. should not be reported.

A technical Group on Statistics for International Trade in Banking Services (TG-SITBS) was set up by the Reserve Bank of India including members from Ministry of Finance, Ministry of Commerce and various departments (Department of Economic and Policy Research, Department of Banking Regulation and Department of Statistics and Information Management) of the Bank.

The TG-SITBS, after examining the different data sources available in the Reserve Bank, recommended collection of activity-wise international trade in services through annual surveys and suggested that initially the data may be collected on banking services from foreign banks operating in India and Indian banks having operations abroad. The TG-SITBS also recommended that a suitable questionnaire with explanatory notes should be prepared/framed in consultation with the banks and suggested conducting annual survey for the financial year 2006-07 by June 2007. Accordingly, a survey schedule was prepared after detailed discussions with the major foreign banks operating in India and Indian banks functioning abroad.

DATA

Table1: Employment Distribution of Indian Banks' Overseas Branches, Subsidiaries and Foreign Banks Operating in India

	Indian Banks' Overseas Branches		Indian Banks' Subsidiaries Operating Abroad		Foreign Banks' Branches in India	
	2013-14	2014-15	2013-14	2014-15	2013-14	2014-15
Total number of branches	170	178	235	235	307	313
Total number of employees	3,915	3,897	3,469	3,424	24,703	25,519
of which:						
Local	2,393	2,437	2,829	2,832	24,561	25,354
Indians	1,210	1,322	548	469	NA	NA
Others	312	138	92	123	142	165

Notes (Applicable to all tables): NA: Not applicable.

Financial Year-end RBI Reference Rates are used for Rupee-US Dollar conversion.

Figures in the parentheses indicate annual growth in the respective item. The data for 2014-15 are provisional.

Table 2 : Balance Sheet Items of Indian Banks' Overseas Branches, Subsidiaries and Foreign Banks' Branches in India (end-March)

Items	Amount in Rs. billion		Amount in US\$ billion	
	2013-14	2014-15	2013-14	2014-15
Indian Banks' Branches Operating Abroad				
Credit extended	7488.8	8331.5	124.6	133.1
Deposits mobilized	4993.7	5659.3	83.1	90.4
Total Assets/ Liabilities	12791.2	14520.0	212.8	232.0
Indian Banks' Subsidiaries Operating Abroad				
Credit extended	714.0	756.3	11.9	12.1
Deposits mobilized	611.9	621.8	10.2	9.9
Total Assets/ Liabilities	1050.9	1069.5	17.5	17.1
Foreign Banks' Branches in India				
Credit extended	2972.3	3359.9	49.5	53.7
Deposits mobilized	3485.3	4025.3	58.0	64.3
Total Assets/ Liabilities	7290.3	7497.6	121.3	119.8

Table 3: Income and Expenditure of Indian Banks' Overseas Branches, Subsidiaries and Foreign Banks' Branches in India

(Amount in Rs. billion)

Items	Indian Banks' Overseas Branches		Indian Banks' Subsidiaries Operating Abroad		Foreign Banks' Branches in India	
	2013-14	2014-15	2013-14	2014-15	2013-14	2014-15
Income	399.8	432.3	56.1	59.0	587.2	647.7
	(9.3)	(8.1)	(16.5)	(5.2)	(11.1)	(10.3)
<i>Of which;</i>						
Interest Income	325.1	372.1	46.3	47.0	452.9	499.9
	(5.7)	(14.5)	(3.3)	(1.5)	(8.6)	(10.4)
Expenditure	306.4	318.8	45.8	48.4	446.5	489.5
	(11.9)	(4.0)	(33.0)	(5.7)	(19.8)	(9.6)
<i>Of which;</i>	210.7	244.9	22.8	22.6	210.1	236.7
Interest Expenses	(-4.3)	(16.2)	(-3.2)	(-0.9)	(12.7)	(12.7)

Table 4: Activity-wise Composition of Fee Income from Banking Services of Indian Banks' Overseas Branches and Foreign Banks operating in India

(Amount in Rs. billion)

Banking Service	Indian Banks' Overseas Branches		Foreign Banks' Branches Operating in India	
	2013-14	2014-15	2013-14	2014-15
Deposit Account Management Services	1.2	1.1	3.6	2.0
Credit Related Services	24.9	26.6	9.4	8.7
Financial Leasing Services	0.0	0.0	0.0	0.0
Trade Finance Related Services	14.3	15.1	13.5	12.1
Payment and Money Transmission Services	2.8	3.4	12.4	13.3
Fund Management Services	0.0	0.0	3.5	4.1
Financial Consultancy and Advisory Services	1.1	1.2	13.1	12.5
Underwriting Services	0.0	0.0	2.3	0.4
Clearing and Settlement Services	0.4	0.5	0.7	0.5
Derivative, Stock, Securities, Foreign Exchange trading Services	19.8	19.6	16.5	14.8
Other Financial Services	25.2	26.8	3.8	4.3
Total	89.6	94.3	78.8	72.7
	(-4.2)	(5.2)	(5.8)	(-7.7)

Table 5: Country-wise and Activity-wise Banking Services delivered by Overseas Branches of Indian Banks and Subsidiaries of Indian Bank

(Amount in ₹ billion)

Indian Banks' Overseas Branches

Country	Trade in Banking Services												Total	
	DAM		CRS		TFR		PMT		DER		Other Services		All Services	
	2013-14	2014-15	2013-14	2014-15	2013-14	2014-15	2013-14	2014-15	2013-14	2014-15	2013-14	2014-15	2013-14	2014-15
Bahrain	0.0	0.0	2.0	1.9	0.5	1.5	0.0	0.0	0.1	0.4	1.3	1.4	3.9	5.2
Belgium	0.0	0.0	0.6	0.5	0.3	0.2	0.2	0.2	0.0	0.0	0.0	0.0	1.0	0.8
Hong Kong	0.2	0.1	3.1	3.1	3.3	3.2	0.2	0.2	0.4	0.8	0.7	0.8	7.9	8.2
Japan	0.0	0.0	0.5	0.6	0.1	0.1	0.1	0.0	0.4	0.1	0.0	0.0	1.2	0.8
Singapore	0.0	0.0	3.1	3.1	2.1	2.1	0.8	0.7	0.6	0.4	0.9	1.0	7.5	7.3
Sri Lanka	0.0	0.0	0.1	0.1	0.1	0.2	0.0	0.0	0.1	0.1	0.0	0.0	0.3	0.4
UAE	0.7	0.6	3.1	3.8	3.1	3.4	0.1	0.2	1.0	1.1	0.5	0.8	8.5	9.9
UK	0.1	0.1	8.1	9.7	2.0	1.7	0.1	0.1	16.6	16.3	22.9	24.4	49.8	52.3
USA	0.0	0.1	1.8	1.5	1.3	1.1	0.4	1.3	0.0	0.0	0.1	0.1	3.7	4.1
Other Countries	0.2	1.1	2.5	2.3	1.5	1.7	1.0	0.7	0.6	0.4	0.2	0.0	5.8	5.2
Total	1.2	1.1	24.9	26.6	14.3	15.1	2.8	3.4	19.8	19.6	26.6	28.5	89.6	94.3

Indian Banks' Subsidiaries Operating Abroad

Botswana	0.0	0.1	0.5	0.5	0.0	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.1	0.5
Canada	0.1	0.1	0.8	0.4	0.2	0.3	0.0	0.0	0.1	0.0	0.0	0.0	0.6	0.6
Russia	0.0	0.0	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1	0.1
UK	0.1	0.0	1.7	0.9	0.5	0.3	0.1	0.1	0.1	0.3	1.6	2.3	2.9	3.1
Other Countries	3.9	0.0	0.6	0.6	4.3	4.3	0.5	1.1	0.3	0.4	1.1	0.9	12.9	8.7
Total	4.1	0.2	3.7	2.5	5.0	5.2	0.6	1.2	0.5	0.7	2.7	3.2	16.6	13.0

DAM: Deposit Account Management Services CRS: Credit Related Services

TFR: Trade Finance Related Services PMT: Payment & Money Transmission Services

DER: Derivative, Stock, Securities, Foreign Exchange Trading services