



ANDHRA BANK

(A Govt. of India Undertaking)

Disclosures under Basel III Capital Regulations (Pillar III) as on 31.12.2016

Table DF-2: Capital Adequacy

Qualitative disclosures:

(a) **A summary discussion of the bank's approach to assessing the adequacy of its capital to support current and future activities:**

Bank is geared up to adopt global best practices while implementing risk management stipulations that are in conformity with the Basel II and Basel III framework. Comprehensive risk management architecture is in place to address various issues concerning Basel II and Basel III. For periodic assessment of Capital needs of the Bank, an Internal Capital Adequacy Assessment (ICAAP) Committee/ Capital Planning Committee comprising the top executives has been constituted, to monitor and assess the Capital requirement of the Bank over the medium horizon of 3-5 years, keeping in view the anticipated growth in the business and corresponding Risk Weighted Assets in Credit Risk, Market Risk and Operational Risk.

The Committee meets regularly and decides on the capital related issues, with due focus on different options available for capital augmentation and realignment of Capital structure duly undertaking the scenario analysis for capital optimization.

Quantitative disclosures:

(Rs. in crores)

Items	Amount as on 31.12.2016
(b) Capital requirements for credit risk <ul style="list-style-type: none">▪ Portfolios subject to standardized approach▪ Securitization exposures	12816.45 NIL
(c) Capital requirements for market risk <ul style="list-style-type: none">- Standardized duration approach<ul style="list-style-type: none">▪ Interest rate risk▪ Foreign exchange risk (including gold)▪ Equity position risk	812.84 1.44 183.05
(d) Capital requirements for operational risk <ul style="list-style-type: none">- Basic indicator approach	1068.09

(e) Capital Adequacy Ratios (solo)	
▪ Common Equity Tier I	6.86%
▪ Tier 1 CRAR (%)	8.36%
▪ Total CRAR (%)	11.36%
Capital Adequacy Ratios for the consolidated Position	
▪ Common Equity Tier I	6.91%
▪ Tier 1 CRAR (%)	8.41%
▪ Total CRAR (%)	11.42%
Total and Tier I CRAR for the Significant Subsidiary which is not under consolidated group	NA

Table DF-3: Credit Risk: General Disclosures for All Banks

Qualitative Disclosures:

(a) General qualitative disclosures with respect to credit risk

Definition of past due and impaired (for accounting purposes):

An Asset, including a leased asset, becomes non-performing when it ceases to generate income for the bank. A “ Non Performing Asset” (NPA) is a loan or an advance where:

- (i) interest and/ or installment of principal remain overdue for a period of more than 90 days in respect of a Term Loan,
- (ii) the account remains ‘**out of order**’ as indicated below, in respect of an Overdraft/Cash Credit (OD/CC), *
- (iii) the bill remains overdue for a period of more than 90 days in the case of bills purchased and discounted,
- (iv) the installment of principal or interest thereon remains overdue for two crop seasons for short duration crops,
- (v) the installment of principal or interest thereon remains overdue for one crop season for long duration crops,
- (vi) the amount of liquidity facility remains outstanding for more than 90 days, in respect of a securitisation transaction undertaken in terms of guidelines on Securitisation dated February 1, 2006
- (vii) in respect of derivative transactions, the overdue receivables representing positive mark-to-market value of a derivative contract, if these remain unpaid for a period of 90 days from the specified due date for payment.

In case of interest payments, banks should, classify an account as NPA only if the interest due and charged during any quarter is not serviced fully within 90 days from the end of the quarter.

***Out of Order' status** - An account is treated as 'out of order' if –

- i. the outstanding balance remains continuously in excess of the sanctioned limit/drawing power;
- ii. the outstanding balance in the principal operating account is less than the sanctioned limit/drawing power, but there are no credits continuously for 90 days as on the date of Balance Sheet; or
- iii. credits are not enough to cover the interest debited during the same period.

Accounts with temporary deficiencies - The classification of an asset as NPA is based on the record of recovery. Bank does not classify an advance account as NPA merely due to the existence of some deficiencies which are temporary in nature such as non-availability of adequate drawing power based on the latest available stock statement, balance outstanding exceeding the limit temporarily, non-submission of stock statements and non-renewal of the limits on the due date, etc. In the matter of classification of accounts with such deficiencies the following guidelines are adopted:

Bank ensures that drawings in the working capital accounts are covered by the adequacy of current assets, since current assets are first appropriated in times of distress. Drawing power is arrived at based on the stock statement not older than 3 months. In case Drawings allowed against Stock statements and/or Book debts statements of more than three months old are treated as irregular drawings and accounts where such irregular drawings are allowed for a continuous period of 90 days are to be treated as NPA.

A working capital borrowal account will become NPA if drawings are permitted against stock statement of older than 3 months in the account for a continuous period of 90 days even though the unit may be working or the borrower's financial position is satisfactory.

- An account where the regular/ ad hoc credit limits have not been reviewed/ renewed within 180 days from the due date/ date of ad hoc sanction will be treated as NPA.

Agricultural advances:

A loan granted for short duration crops is treated as NPA, if the installment of principal or interest thereon remains overdue for two crop seasons. A loan granted for long duration crops is treated as NPA, if the installment of principal or interest thereon remains overdue for one crop season. For the purpose of these guidelines, “long duration” crops are crops with crop season longer than one year and crops, which are not “long duration” crops, are treated as “short duration” crops. The crop season for each crop, which means the period up to harvesting of the crops raised, would be as determined by the State Level Bankers’ Committee in each State. Depending upon the duration of crops raised by an agriculturist, the above NPA norms are also made applicable to agricultural term loans availed of by him.

Special dispensation given by RBI:

Special dispensation for small loans upto 1 crores as extra period of 90 days is provided for repayment for installments fully due on November and December 2016 under OD/CC/Crop loans and Term loans.

Discussion of the Bank's Credit Risk Management Policy

Strategies and Processes:

Credit Risk is defined as "**the possibility of losses associated with diminution in the credit quality of borrowers or counter parties**". There is always a possibility for the borrower to default from his commitments for various reasons, resulting in crystallization of Credit risk to the Bank. These losses could stem from outright default due to inability or unwillingness of a customer or counter party to meet commitments in relation to lending, trading, settlement and other financial transactions. Alternatively, losses result from reduction in portfolio value arising from actual or perceived deterioration in credit quality. Credit risk is, therefore, a combined outcome of Default Risk & Exposure Risk and arises from the Bank's dealings with or lending to a corporate, individual, bank, financial institution or a sovereign.

Credit risk may take the following forms:

- in the case of direct lending: principal/and or interest amount may not be repaid;
- in the case of guarantees or letters of credit: funds may not be forthcoming from the constituents upon crystallization of the liability;
- in the case of treasury operations: the payment or series of payments due from the counter parties under the respective contracts may not be forthcoming or ceases;
- in the case of securities trading businesses: funds/ securities settlement may not be effected;
- in the case of cross-border exposure: the availability and free transfer of foreign currency funds may either cease or restrictions may be imposed by the sovereign.

The effective management of credit risk is a critical component of comprehensive risk management and is essential for the long - term success of any banking institution. Credit Risk Management encompasses identification, measurement through credit rating/scoring, quantification through estimate of expected loan losses, pricing on a scientific basis and controlling through effective Loan Review Mechanism & Portfolio Management.

The Bank has in place a Credit Risk Management Policy which is reviewed from time to time. Over the years, the policy and procedures in this regard have been refined as a result of evolving concepts and actual experience. The policy and procedures have been aligned to the approach laid down in Basel II/Basel-III guidelines

The Credit Risk Management Policy is designed with the following Objectives.

1. Enhance the risk management capabilities to ensure orderly and healthy credit growth.
2. Maintain the Asset Quality.
3. Maintain credit risk exposure within acceptable parameters/prudential exposures.
4. Manage the asset portfolio in a manner that ensures bank has adequate capital to hedge risks.
5. Build database necessary for migration to the Internal Ratings Based (IRB) approach, using the Credit Risk Rating Model implemented in the Bank.
6. Mitigate and reduce the risk by streamlining the Systems and Controls.

Structure and organization of the Credit Risk management function

Credit Risk Management structure of the Bank is as under-

- Board of Directors
- Risk Management Committee of the Board
- Credit Risk Management Committee (CRMC)
- General Manager-Integrated Risk Management Department (Chief Risk Executive)-Head Office
- Credit Risk Management Cell, Integrated Risk Management Department, Head Office

Scope and nature of risk reporting and measurement systems:

The measurement of Credit Risk includes setting up exposure limits to achieve a well diversified portfolio across dimensions such as companies, group companies, industries, collateral type and geography. For better risk management and avoidance of concentration of Credit Risks, internal guidelines on prudential exposure norms in respect of individual companies, group companies, Banks, individual borrowers, non-corporate entities, sensitive sectors such as capital market, real estate, sensitive commodities, etc., are in place.

Policies for hedging and mitigating risk and strategies and processes for monitoring the continuing effectiveness of hedges/ mitigants:

The bank also has a well defined Loan Policy in place. The bank has formulated policies & procedures on standards for presentation of credit proposals, financial covenants, rating standards and benchmarks, delegation of credit approving powers, prudential limits on large credit exposures, asset concentrations, standards for loan collateral, portfolio management, loan review mechanism, risk concentrations, risk monitoring and evaluation, pricing of loans, provisioning, regulatory/legal compliance etc.

Quantitative Disclosures:

a) **The total Gross Credit Risk Exposures are :**

(Rs. in crores)

Category	Amount as on 31.12.2016
Fund Based	142122
Non Fund Based	20812

b) **Bank has no Overseas Branches. Hence, Geographical exposures are not given.**

c) Industry type distribution of exposures:

INDUSTRY WISE INTERNAL (FUNDED) CREDIT EXPOSURE CEILINGS AND EXPOSURE AS ON 31.12.2016

TOTAL ADVANCES AS ON 30.09.2016 (PREVIOUS QUARTER), Rs.141512.08 Cr.

(Rs. in Cr.)					
Sl. No	Industry	Ceilings as % of total advances of previous quarter	Ceiling amount on total advances of previous quarter	Actual Fund based exposure as on 31.12.2016	Exposure as % of total advances of previous quarter
1	POWER	22.00%	31132.66	15636.05	11.05%
	a)Renewable Energy	2.00%	2830.24	1333.70	0.94%
2	Real Estate	20.00%	28302.42	18779.07	13.27%
2.a	HOUSING (Sub ceiling)	15.00%	21226.81	15054.31	10.64%
	Housing – Direct			13663.25	9.66%
	Housing – Indirect			1391.06	0.98%
2.b	COMMERCIAL REAL ESTATES (Sub ceiling)	7.00%	9905.85	3724.76	2.63%
3	NBFC	10.00%	14151.21	10780.97	7.62%
	a) against GOLD collaterals	3.00%	4245.36	1990.00	1.41%
4	IRON & STEEL	10.00%	14151.21	7678.80	5.43%
5	TEXTILES	9.00%	12736.09	5970.54	4.22%
6	CONSTRUCTION & CONTRACTORS	10.00%	14151.21	4788.91	3.38%
7	RICE MILLS	6.00%	8490.72	3415.92	2.41%
8	ENGINEERING(HEAVY&LIGHT)	5.00%	7075.60	2633.11	1.86%
9	DIAMONDS GEMS & JEWELLERY	5.00%	7075.60	1965.56	1.39%
10	DRUGS & PHARMACEUTICALS	5.00%	7075.60	2260.38	1.60%
11	PETROLEUM PRODUCTS	10.00%	14151.21	1797.01	1.27%
12	SUGAR	3.00%	4245.36	1258.97	0.89%
13	HOTELS	3.00%	4245.36	974.21	0.69%
14	CEMENT & CEMENT PRODUCTS	5.00%	7075.60	1045.24	0.74%
15	TOBACCO	2.00%	2830.24	877.38	0.62%
16	HOSPITALS	3.00%	4245.36	800.26	0.57%
17	EDUCATIONAL INSTITUTIONS	2.00%	2830.24	875.95	0.62%
18	DISTILLERIES	1.00%	1415.12	223.65	0.16%
19	SOFTWARE	1.50%	2122.68	183.41	0.13%
	TOTAL			81945.39	

INDUSTRY WISE INTERNAL (NON-FUNDED) EXPOSURE CEILINGS AND EXPOSURE AS ON 31.12.2016

TOTAL NON-FUNDED LIMITS AS ON 30.09.2016 (PREVIOUS QUARTER),Rs.30363.90 Cr.

(Rs. in Cr.)

Sl. No	Industry	Ceilings as % of Non Fund Limits of previous quarter	Ceiling amount on Non Fund Limits of previous quarter	Actual Non Fund based exposure as on 31.12.2016	Exposure as % of Non Fund Limits of Previous Quarter
1	CONSTRUCTION & CONTRACTORS	50.00%	15181.95	9955.17	32.79%
2	IRON & STEEL	14.00%	4250.95	2637.75	8.69%
3	POWER	10.50%	3188.21	2251.03	7.41%
4	ENGINEERING (HEAVY&LIGHT)	12.00%	3643.67	2861.75	9.42%
5	DRUGS & PHARMACEUTICALS	6.00%	1821.83	643.55	2.12%
6	TEXTILES	4.00%	1214.56	1040.60	3.43%
7	NBFC	5.00%	1518.20	102.00	0.34%
8	SUGAR	2.00%	607.28	425.71	1.40%
9	HOSPITALS	1.50%	455.46	123.47	0.41%
10	CEMENT & CEMENT PRODUCTS	2.00%	607.28	372.93	1.23%
11	COMMERCIAL REAL ESTATES	2.00%	607.28	138.11	0.45%
12	RICE MILLS	2.00%	607.28	429.92	1.42%
13	DISTILLERIES	0.50%	151.82	8.35	0.03%
14	SOFTWARE	1.00%	303.64	56.21	0.19%
15	EDUCATIONAL INSTITUTIONS	2.00%	607.28	98.19	0.32%
16	DIAMONDS GEMS & JEWELLERY	3.00%	910.92	117.84	0.39%
17	PETROLEUM PRODUCTS	1.00%	303.64	67.37	0.22%
18	TOBACCO	0.50%	151.82	28.08	0.09%
19	HOTELS	1.50%	455.46	65.06	0.21%
	TOTAL			21423.09	

e) **Residual contractual Maturity breakdown of assets:**

(Rs. in Cr.)

Maturity Pattern	Advances (Net)	Investments	Foreign Currency Assets
0 to 1 day	332.25	6050.41	513.58
2 to 7 days	802.47	4420.82	42.79
8 to 14 days	1418.08	100.99	145.28
15 to 30 days	1646.55	194.85	184.55
31 days to 2 months	4909.17	320.88	252.39
2 months to 3 months	4909.17	1651.66	412.69
Over 3 months & upto 6 months	9452.90	1691.16	618.05
Over 6 months & upto 1 year	10469.20	244.42	0.00
Over 1 year & upto 3 years	58562.45	4395.95	0.00
Over 3 year & upto 5 years	16757.61	4603.49	0.00
Over 5 years	25251.38	42040.14	0.00
Total	134511.23	65714.77	2169.33

f) **Amount of NPAs (Gross):**

(Rs. in Cr)

CATEGORY	AMOUNT As on 31.12.2016
Sub-Std	5826.37
Doubtful-1	3994.39
Doubtful-2	5245.98
Doubtful-3	1777.68
Loss	43.92
Total	16888.34

g) **Net NPAs:**

(Rs. in Cr)

	31.12.2016
Net NPAs	9382.38

h) **NPA Ratios:**

	31.12.2016
Gross NPA to Gross Advances (%)	11.88%
Net NPA to Net Advances (%)	6.98%

i) **Movement of NPAs (Gross):**

(Rs. in Cr.)

	31.12.2016
(a) Opening Balance	11443.63
(b) Additions during the year	6638.85
(c) Reductions during the year	1194.14
(d) Closing Balance	16888.34

j) **Movement of Provision for NPAs:**

(Rs. in Cr.)

	31.12.2016
Movement of Specific Provisions for NPAs	
(a) Opening Balance	5407.98
(b) Provisions made during the year	2662.46
(c) Write-off / Write-back of excess provisions	564.48
(d) Closing Balance	7505.96

k) **Amount of Non-Performing Investments** : Rs. 218.77 cr.

l) **Amount of provisions held for non-performing investments** : Rs.152.64 cr

m) **Movement of provisions for depreciation on investments:**

(Rs. in Cr.)

	31.12.2016
(a) Opening Balance	287.65
(b) Provisions made during the period	46.27
(c) Write –off	0.00
(d) Write back of excess provisions	13.49
(e) Closing Balance	320.43

n) By major industry or counter party type:

INDUSTRY-WISE AS ON 31.12.2016

(Rs. Crores)

Industry	NPA Amount	Provisions	Write-offs during the current year
Iron & Steel	3923.20	1114.16	0.04
Infrastructure	3018.83	1252.64	300.05
Textiles - Cotton	1298.11	571.32	12.72
Construction	1135.50	566.73	0.05
Other Metal & Metal Products	561.44	280.43	0.31
Gems & Jewellery	400.24	275.74	0.01
Food Products - Sugar	330.90	136.71	0.00
Food Products - Others	315.69	143.98	0.40
Chemicals - Others	303.17	113.03	0.00
Food products - Edible Oils & Vanaspathi	297.64	261.89	0.05
Engineering - Others	211.95	144.81	40.86
Textiles - Others	197.98	110.54	0.04
Petroleum	141.41	29.15	0.00
Cement and Cement Products	136.80	84.35	0.00
Textiles - Jute	126.76	100.24	0.00
Beverages	101.82	27.32	4.26
Mining and Quarrying	95.83	71.51	0.05
Rubber, Plastic and their Products	82.73	45.45	0.01
Paper and Paper Products	75.76	48.60	0.01
Vehicles, Vehicle Parts	60.99	23.46	0.00
Chemicals - Fertilizers	60.97	21.14	0.00
Engineering - Electronics	37.87	32.24	0.01
Chemicals - Drugs and Pharmaceuticals	36.14	20.40	0.00
Glass & Glassware	33.52	13.54	0.00
Leather and Leather products	2.30	0.77	0.00
Textiles - Man-made	1.56	0.70	0.01
Wood and Wood Products	0.44	0.37	0.00
Other Industries	716.23	373.94	94.11
TOTAL	13705.78	5865.16	452.99

o) Amount of NPAs broken down by significant geographic areas including the amounts of specific provisions related to each geographical area.

STATE-WISE NPA & PROVISIONS AS ON 31.12.2016

(Rs. Crores)

S. No.	Name of State	NPA Amt.	Provision
1.	TELANGANA	4265.02	2179.10
2.	MAHARASHTRA	3688.57	1731.57
3.	DELHI	2996.47	1091.46
4.	ANDHRA PRADESH	1375.51	726.20
5.	CHANDIGARH	1275.21	250.91
6.	TAMILNADU	1026.21	357.64
7.	WEST BENGAL	907.29	381.90
8.	ODISHA	295.84	202.51
9.	GUJARAT	282.45	164.54
10.	KARNATAKA	244.49	129.32
11.	UTTAR PRADESH	206.63	185.11
12.	PUNJAB	178.98	31.72
13.	RAJASTHAN	32.21	25.89
14.	MADHYA PRADESH	31.92	6.88
15.	GOA	16.67	3.53
16.	XCREDIT CARD	15.66	11.64
17.	CHATTISGARH	14.59	9.20
18.	HARYANA	10.80	3.94
19.	JHARKHAND	10.71	6.03
20.	KERALA	8.87	3.74
21.	UTTARAKHAND	2.19	1.56
22.	PUDUCHERRY	0.87	0.53
23.	BIHAR	0.86	0.80
24.	ASSAM	0.15	0.12
25.	HIMACHAL PRADESH	0.06	0.01
26.	JAMMU & KASHMIR	0.06	0.06
27.	DADRA NAGAR HAVELI	0.04	0.04
28.	TRIPURA	0.01	0.01
TOTAL		16888.34	7505.96

Table DF-4 - Credit Risk: Disclosures for Portfolios Subject to the Standardized Approach

Qualitative Disclosures:

(a) For portfolios under the standardized approach:

Name of the credit rating agencies approved by the Reserve Bank of India and used.

- Credit Rating Information Services India Limited (CRISIL)
- Credit Analysis and Research Limited (CARE)
- India Ratings and Research Private Limited
- ICRA Limited
- SMERA Ratings Limited
- Brick Work Ratings India Private Limited

Types of exposure for which each agency is used:

- For exposures with a contractual maturity of less than or equal to one year (except cash credit, overdraft) Short term rating given by approved Rating Agencies is used.
- For domestic cash credit, overdraft and for term loan exposures of over 1 year, Long Term Rating is used.
- The Bank uses only publicly available solicited ratings that are valid and reviewed by the recognized ECAIs.
- The Bank does not simultaneously use the rating of one ECAI for one exposure and that of another ECAI for another exposure to the same borrower, unless the respective exposures are rated by only one of the chosen ECAIs. Further, the bank does not use rating assigned to a particular entity within a corporate group to risk weight other entities within the same group.
- Where exposures/ borrowers have multiple ratings from the chosen ECAIs, the bank has adopted the following procedure for risk weight calculations:
 - i. If there are two ratings accorded by chosen ECAIs, which map into different risk weights, the higher risk weight is applied.
 - ii. If there are three or more ratings accorded by the chosen ECAIs which map into different risk weights, the ratings corresponding to the lowest 2 ratings are referred to and higher of those two risk weights is applied.

A description of the process used to transfer public issue ratings onto comparable assets in the banking book:

No such process is applied

Quantitative Disclosures:

(b) For exposure amounts after risk mitigation subject to the standardized approach, amount of bank's outstandings (rated & unrated) in the following major risk buckets as well as those that are deducted:

(Rs. in Cr.)

	31.12.2016	
	Fund Based	Non Fund Based
Below 100% risk weight	59543	5876
100% risk weight	47360	8378
More than 100% risk weight	25049	4528
Deducted (Mitigants)	10170	2030
Total	142122	20812

Table DF-17: Summary Comparison of Accounting Assets vs. Leverage Ratio Exposure Measure

The Basel III leverage ratio is defined as the capital measure (Tier-1 capital of the risk based capital framework) divided by the exposure measure, expressed as a percentage. As per RBI guidelines, disclosures required for leverage ratio for the Bank at the consolidated level at Dec 31, 2016 is as follows.

(Rs. in Million)

S.No	Particulars	Amount
1	Total consolidated assets as per published financial statements	2250137.05
2	Adjustment for investments in banking, financial, insurance or commercial entities that are consolidated for accounting purposes but outside the scope of regulatory consolidation	29140.02
3	Adjustment for fiduciary assets recognised on the balance sheet pursuant to the operative accounting framework but excluded from the leverage ratio exposure measure	-
4	Adjustments for derivative financial instruments	-
5	Adjustment for securities financing transactions (i.e. repos and similar secured lending)	-
6	Adjustment for off-balance sheet items (i.e. conversion to credit equivalent amounts of off- balance sheet exposures)	208379.11
7	Other adjustments	711.43
8	Leverage ratio exposure	2428664.71

DF-18 – Leverage ratio common disclosure template

(Rs. in Million)

Leverage ratio framework		
On-balance sheet exposures		Amount
1	On-balance sheet items (excluding derivatives and SFTs, but including collateral)	2220997.03
2	(Asset amounts deducted in determining Basel III Tier 1 capital)	-711.43
3	Total on-balance sheet exposures (excluding derivatives and SFTs) (sum of lines 1 and 2)	2220285.60
Derivative exposures		Amount
4	Replacement cost associated with all derivatives transactions (i.e. net of eligible cash variation margin)	116.09
5	Add-on amounts for PFE associated with all derivatives transactions	666.55
6	Gross-up for derivatives collateral provided where deducted from the balance sheet assets pursuant to the operative accounting framework	-
7	(Deductions of receivables assets for cash variation margin provided in derivatives transactions)	-
8	(Exempted CCP leg of client-cleared trade exposures)	-
9	Adjusted effective notional amount of written credit derivatives	-
10	(Adjusted effective notional offsets and add-on deductions for written credit derivatives)	-
11	Total derivative exposures (sum of lines 4 to 10)	782.64
Securities financing transaction exposures		
12	Gross SFT assets (with no recognition of netting), after adjusting for	-
13	(Netted amounts of cash payables and cash receivables of gross SFT assets)	-
14	CCR exposure for SFT assets	-
15	Agent transaction exposures	-
16	Total securities financing transaction exposures (sum of lines 12 to 15)	-
Other off-balance sheet exposures		
17	Off-balance sheet exposure at gross notional amount	520564.62
18	(Adjustments for conversion to credit equivalent amounts)	-312968.15
19	Off-balance sheet items (sum of lines 17 and 18)	207596.47
Capital and total exposures		
20	Tier 1 capital	129866.73
21	Total exposures (sum of lines 3, 11, 16 and 19)	2428664.71
Leverage Ratio		5.35%