Investor Presentation

FY22 & Q4FY22 Financial Results
Contents

YES BANK Overview

Financial Results Update

Franchise
YES BANK – Overview

- India’s 6th Largest Private Sector Bank¹
- Rebuilt the foundation in FY21, Focused on Growth & Profitability in FY22, and now Embracing the new & Shaping the next

Physical Presence
- 1,122 Branches

Digital Presence
- UPI Market Share: ~42% of ~3 billion monthly transactions are powered by YES BANK
- AePS Market Share: ~18% of ~200 million monthly ‘off-us’ transactions are powered by YES BANK across 1 mn+ BC outlets
- API Banking Leadership: 6,815 set ups done for customers so far
- Largest market share of ~14% in NEFT outward debit transactions

Solutioning Approach
- Complete array of financial products and solutions covering credit, deposit, transaction banking and digital propositions

Excellence
- YES Bank wins Best IT Risk Management and Cyber Security Initiatives and Cloud Adoption in the Medium Banks category at 17th IBA Awards
- Launched an annual startup enabler program, YES BANK Agri Infinity, which seeks to co-develop digital financial solutions for the food and agriculture ecosystem by mentoring entrepreneurial ventures in the field
- Included in the FTSE All World index

Relationship

Strategy

Wholesale Banking

SME Banking

Retail Banking

Approach With Execution Focused Management; Digital & Technology Key Enablers

Data as on March 31, 2022 / for FY22 as relevant

¹ Data as on Dec 31, 2021, based on Total Assets
### Key Highlights for FY22 & Q4FY22

#### Continued improvement in performance across key indicators

| Sustained Earnings | ▪ Profits at INR 1,066 Crs in FY22 - First Full Year Profit since FY19; INR 367 Crs in Q4FY22 up 38.0% Q-o-Q  
  ▪ Operating Profit at INR 2,916 Crs in FY22 & at INR 774 Crs in Q4FY22 up 6.0% Q-o-Q  
  ▪ NIM at 2.3% for FY22 continuing to trend upwards - up ~5 bps Q-o-Q at 2.5% for Q4FY22 aided by ~10bps reduction in Cost of Deposits to 4.8%  
  ▪ Total Provision Costs for FY22 at INR 1,480 Crs lower by 84% Y-o-Y, Q4FY22 Provision costs at INR 271 Crs declined 28% Q-o-Q  |
|---|---|
| Improving Asset Quality | ▪ GNPA ratio at 13.9% vs. 15.4% last year and 14.7% last quarter, NNPA ratio at 4.5% vs. 5.9% last year and 5.3% last quarter  
  ▪ Slippages continue to trend lower - for FY22 at INR 5,795 Crs vs. INR 12,035 Crs in FY21 and for Q4FY22 at INR 802 Crs (Lowest in FY22)  
  ▪ Resolution Momentum continues - Total Recoveries & Upgrades for FY22 at INR 7,290 Crs vs. INR 5,782 Crs in FY21 and INR 1,828 Crs for Q4FY22  |
| Granular Growth & Capital Accretion | ▪ Sustained improvement in quality, granularity and capital buffers  
  ▪ Balance Sheet grew ~ 16% Y-o-Y; C/D ratio continues to improve, at 91.8% v/s. 102.4% last year and 95.6% last quarter  
  ▪ CET 1 at 11.6%; Total CRAR at 17.4%, Risk Weighted Assets to Total Assets continues to improve at 73.0% vs 84.4% last year  
  ▪ Total Disbursements during the year at nearly 70,000 Crs; of which Retail Disbursements contributed 50% and crossed the INR 10,000 Crs milestone for the first-time last quarter. Retail & MSME: Corporate Mix improved by 300 bps Q-o-Q to 60:40 – Strategic Objective achieved one year ahead of time  
  ▪ CASA ratio 31.1% v/s.26.1% last year and 30.4% last quarter, improvement of 70 bps  
  ▪ Expanding geographical presence: Opened 50 new branches and Increase of 2,000+ YES Bankers in FY22  |
| Achievements & Initiatives | ▪ YES Bank wins Best IT Risk Management and Cyber Security Initiatives and Cloud Adoption in the Medium Banks category at 17th IBA Awards  
  ▪ Launched an annual startup enabler program, YES BANK Agri Infinity, which seeks to co-develop digital financial solutions for the food and agriculture ecosystem by mentoring entrepreneurial ventures in the field  
  ▪ Included in the FTSE All World index  |

CARE Ratings upgrades credit rating to BBB+ from BBB and maintains outlook as Positive
### Strategic Objectives & Guidance Tracker

<table>
<thead>
<tr>
<th>Key Strategic Objectives</th>
<th>FY 2020 (YBL Reconstruction Scheme)</th>
<th>FY 2021</th>
<th>FY 2022 Guidance</th>
<th>Status</th>
<th>FY 2022</th>
<th>FY 2023 Guidance</th>
</tr>
</thead>
<tbody>
<tr>
<td>CASA Ratio</td>
<td>26.6%</td>
<td>26.1%</td>
<td>&gt;30%</td>
<td>Achieved</td>
<td>31.1%</td>
<td>35%</td>
</tr>
<tr>
<td>Retail &amp; MSME: Corporate Mix</td>
<td>44%:56%</td>
<td>51%:49%</td>
<td>60%:40%</td>
<td>Achieved</td>
<td>60%:40%</td>
<td>Further Improve mix by &gt;400 bps</td>
</tr>
<tr>
<td>Advances Y-o-Y Growth</td>
<td>-29%</td>
<td>-3%</td>
<td>&gt;15% growth</td>
<td>Sustained Momentum in granular and diversified business</td>
<td>8%</td>
<td>&gt;15% growth</td>
</tr>
<tr>
<td>Wholesale Y-o-Y Growth</td>
<td></td>
<td></td>
<td>~10% growth</td>
<td></td>
<td>(11%)</td>
<td>10% growth</td>
</tr>
<tr>
<td>Corporate</td>
<td>-40%</td>
<td>-15%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Medium Ent</td>
<td>-29%</td>
<td>10%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>SME &amp; Retail Y-o-Y Growth</td>
<td>-10%</td>
<td>-5%</td>
<td>~20% growth</td>
<td>Achieved</td>
<td>26%</td>
<td>&gt;25% growth</td>
</tr>
<tr>
<td>SME</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Retail</td>
<td>-1%</td>
<td>23%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>C/D ratio</td>
<td>162.7%</td>
<td>102.4%</td>
<td>&lt;100%</td>
<td>Achieved</td>
<td>91.6%</td>
<td>Sustain &lt; 100%</td>
</tr>
<tr>
<td>Recoveries &amp; Upgrades</td>
<td>~INR 5,782 Crs</td>
<td>&gt; INR 5,000 Crs</td>
<td>Achieved</td>
<td>INR 7,290 Crs¹</td>
<td>&gt; INR 5,000 Crs</td>
<td></td>
</tr>
<tr>
<td>RoA</td>
<td>-7.1%</td>
<td>-1.3%</td>
<td>1 - 1.5%</td>
<td>On Track</td>
<td>0.4%</td>
<td>&gt;0.75% Medium Term Targets 1 - 1.5%</td>
</tr>
</tbody>
</table>

¹ Includes Covid & MSME Restructuring of ~INR 1,150 Crs in FY22
Snapshot of Two Years Gone By – Return to Profitability

All figures in INR Crs

1 Growth across Assets, Granular Advances & Deposits

2 Accelerated Granularization

3 Improvement in CD Ratio and Liquidity

4 Growth despite reduction in rates

5 Improved Capital Position

6 Improving AQ² Trends – NPA & Overdue Trending Lower, Recoveries & Upgrades at a healthy growth

FY22 profit at INR 1,066 Crs against losses of INR 3,462 Crs in FY21 and INR 22,715 in FY20¹ – First Full Year Profit since FY19

¹ Excluding Extraordinary Item
² Asset Quality
Powering India’s Digital Banking – Processes every 3rd Digital Transaction in the country

1. Market share is higher with progressive payment platforms

<table>
<thead>
<tr>
<th></th>
<th>Deposit</th>
<th>Loan</th>
<th>RTGS</th>
<th>NACH</th>
<th>IMPS</th>
<th>NEFT</th>
<th>AEPS</th>
<th>UPI</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rank 1</td>
<td>1.2%</td>
<td>1.6%</td>
<td>2.4%</td>
<td>6.3%</td>
<td>13.3%</td>
<td>14.3%</td>
<td>18.2%</td>
<td>41.5%</td>
</tr>
</tbody>
</table>

2. Healthy Growth in Transaction Volumes across various (in crs)

- **NEFT Transactions (Outward Debit)**
  - Q4FY21: 329
  - Q1FY22: 364
  - Q2FY22: 457
  - Q3FY22: 550
  - Q4FY22: 604

- **UPI Transaction Volume**
  - Q4FY21: 12.5
  - Q1FY22: 10.8
  - Q2FY22: 9.7
  - Q3FY22: 10.1
  - Q4FY22: 8.7

3. Maximise participation in money flow through innovation and partnerships

- **Prepaid Cards**
  - Gift, Payroll & Expense Management, Travel, Toll & Transit

- **Payment & Collections**
  - Built around NPCI, Master & VISA Rails (UPI, IMPS, MoneySend, VISA Direct, Payment Gateways etc.)

- **Assisted Digital Services**
  - Domestic Money Transfer, AEPS, Micro ATMs

- YES BANK processes nearly every 3rd digital transaction in the country which totals over 6 bn monthly
- Leader with more than 1 mn BCS and the 3rd largest player in Micro ATMs after launching them in March 2021
- 99.7% success rate on UPI transactions
- Largest stack of APIs: >6,500
- Market leader for partnerships with Soonicorns & Unicorns

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1. NEFT - By Volumes Outward; RTGS - By Volumes Outward; IMPS - As per NPCI among peer banks; AEPS - Based on ‘off us’ transactions; UPI by Transaction volumes
Contents

YES BANK Overview

Financial Results Update

Franchise
Performance Highlights (1/2)

All figures in INR Crs

**Profit & Loss**

<table>
<thead>
<tr>
<th></th>
<th>Q4FY22</th>
<th>FY22</th>
<th>YoY Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Interest Income</td>
<td>1,819</td>
<td>6,498</td>
<td>84%</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>-13%</td>
</tr>
<tr>
<td>Non interest income</td>
<td>882</td>
<td>3,262</td>
<td>28%</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>8%</td>
</tr>
<tr>
<td>Operating Expenses</td>
<td>1,927</td>
<td>6,844</td>
<td>19%</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>18%</td>
</tr>
<tr>
<td>Operating Profit</td>
<td>774</td>
<td>2,916</td>
<td>1231%</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>-37%</td>
</tr>
<tr>
<td>Profit After Tax</td>
<td>367</td>
<td>1,066</td>
<td>-</td>
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**Balance Sheet**

<table>
<thead>
<tr>
<th></th>
<th>FY22</th>
<th>FY21</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Assets</td>
<td>318,220</td>
<td>16%</td>
</tr>
<tr>
<td>Net Advances</td>
<td>181,052</td>
<td>8%</td>
</tr>
<tr>
<td>Total Deposits</td>
<td>197,192</td>
<td>21%</td>
</tr>
<tr>
<td>Shareholders Funds</td>
<td>33,742</td>
<td>2%</td>
</tr>
</tbody>
</table>

**Key Ratios**

<table>
<thead>
<tr>
<th></th>
<th>FY22</th>
<th>FY21</th>
</tr>
</thead>
<tbody>
<tr>
<td>NIM</td>
<td>2.3%</td>
<td>2.8%</td>
</tr>
<tr>
<td>Cost to Income</td>
<td>70.1%</td>
<td>53.8%</td>
</tr>
<tr>
<td>Return on Assets</td>
<td>0.4%</td>
<td>-1.3%</td>
</tr>
<tr>
<td>CET 1</td>
<td>11.6%</td>
<td>11.2%</td>
</tr>
<tr>
<td>Average LCR</td>
<td>114.6%</td>
<td>113.9%</td>
</tr>
<tr>
<td>Book Value per share (INR)</td>
<td>13.5</td>
<td>13.3</td>
</tr>
<tr>
<td>Credit Deposit Ratio</td>
<td>91.8%</td>
<td>102.4%</td>
</tr>
</tbody>
</table>

**Improvement across parameters**

- **Normalized NII** for FY22 grew by nearly **3%**
- **Normalised Non-Interest Income** for FY22 grew **>40%**
- NIMs at **2.5%** for Q4FY22, improved by **5bps** sequentially
- **Customer Deposits** at **INR 192,928** Crs; up **7.7%** Q-o-Q
- **CASA Ratio** at **31.1%** v/s. **30.4%** in Q3FY22; continued growth rate of **>2x** of overall deposits
- **11.4 Lac** CASA accounts opened in FY22 vs. **6.6 Lac** last year and **312K** CASA accounts opened vs. **269K** last quarter
- Top 20 Depositor concentration continues to improve at **14.2%** vs. **17.5%** in FY21
- **New Sanctions / Disbursements** at nearly **INR 70,000 Crs** for FY22
- **CD Ratio** further improved to **91.8%** vs 95.6% last quarter
- CET1 Ratio at **11.6%**

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1 Adjusted for interest recoveries on NPA’s & one offs
2 Adjusted for realised & unrealised gain on investments
3 Excluding Certificate of Deposits
Performance Highlights (2/2)

All figures in INR Crs

<table>
<thead>
<tr>
<th>Non Performing Exposures¹</th>
<th>Mar-21</th>
<th>Dec-21</th>
<th>Mar-22</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gross NPA</td>
<td>28,610</td>
<td>28,654</td>
<td>27,976</td>
</tr>
<tr>
<td>Other Non Performing Exposures</td>
<td>10,425</td>
<td>8,897</td>
<td>8,503</td>
</tr>
<tr>
<td><strong>Total Gross Non Performing Exposures</strong></td>
<td>39,034</td>
<td>37,551</td>
<td>36,479</td>
</tr>
<tr>
<td>Total Provisions held</td>
<td>25,992</td>
<td>25,574</td>
<td>26,419</td>
</tr>
<tr>
<td><strong>Net Non Performing Exposures</strong></td>
<td>13,042</td>
<td>11,977</td>
<td>10,060</td>
</tr>
<tr>
<td>Cumulative Technical Write-off #</td>
<td>17,208</td>
<td>16,579</td>
<td>16,302</td>
</tr>
<tr>
<td><strong>Net additions during the Quarter</strong></td>
<td>9,728</td>
<td>(22)</td>
<td>(277)</td>
</tr>
<tr>
<td><strong>Provision Coverage for above³</strong></td>
<td>76.8%</td>
<td>77.9%</td>
<td>80.9%</td>
</tr>
<tr>
<td><strong>Total Gross Restructured Loans</strong></td>
<td>1,244</td>
<td>6,878</td>
<td>6,752</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Standard Restructured Loans²</th>
<th>Mar-21</th>
<th>Dec-21</th>
<th>Mar-22</th>
</tr>
</thead>
<tbody>
<tr>
<td>61-90 days overdue loans</td>
<td>4,661</td>
<td>1,943</td>
<td>1,264</td>
</tr>
<tr>
<td>Of which Retail</td>
<td>234</td>
<td>275</td>
<td>227</td>
</tr>
<tr>
<td>31-60 days overdue loans</td>
<td>9,042</td>
<td>5,305</td>
<td>4,483</td>
</tr>
<tr>
<td>Of which Retail</td>
<td>1,057</td>
<td>688</td>
<td>815</td>
</tr>
</tbody>
</table>

¹ NPA, NPI & ARC
² Erstwhile, MSME 1.0 & 2.0, DCCO related & Covid 1.0 & 2.0
³ Including technical w/o

Asset quality trends continue to improve

- **GNPA ratio at 13.9%, vs 14.7% last quarter**
- **NNPA ratio at 4.5% vs. 5.3% last quarter**
- **Net Non-Performing Exposures** lower by nearly INR 3,000 Crs in FY22
- Slippages lower at INR 802 Crs vs. INR 978 Crs last quarter of which:
  - Corporate slippages lower at INR 373 Crs vs. INR 435 Crs last quarter
  - Retail slippages lower at INR 333 Crs vs. INR 388 Crs last quarter

Overdue Loans continue to trend lower

- 61-90 days bucket lower by INR 679 Crs Q-o-Q
- 31-60 days bucket lower by INR 822 Crs Q-o-Q

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Notes:

- Only Corporate
### Profit and Loss Statement

**All figures in INR Crs**

- **Profits at INR 1,066 Crs in FY22** - First Full Year Profit since FY19 vs. Loss of INR 3,462 Crs in FY21 and INR 22,715 Crs in FY20.
- **Operating Profits at INR 774 Crs up 6.0% Q-o-Q**
  - Net Interest Income at INR 1,819 Crs
  - NIM at 2.5% up ~5 bps Q-o-Q
  - Sustained Reduction in cost of deposits while continuing to garner liabilities
- **Total Provision Costs for FY22 at INR 1,480 Crs** lower by 84% Y-o-Y, aided by
  - Lower slippages at INR 5,795 Crs, down 51% Y-o-Y
  - Higher recoveries and upgrades at INR 7,290 Crs, up 28% Y-o-Y

### Table

<table>
<thead>
<tr>
<th></th>
<th>Quarter Ended</th>
<th>Growth</th>
<th>Year Ended</th>
<th>Growth</th>
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<tbody>
<tr>
<td></td>
<td>Q4FY22</td>
<td>Q3FY22</td>
<td>Q4FY21</td>
<td>Q-o-Q</td>
</tr>
<tr>
<td>Net Interest Income</td>
<td>1,819</td>
<td>1,764</td>
<td>987</td>
<td>3%</td>
</tr>
<tr>
<td>Non-Interest Income</td>
<td>882</td>
<td>734</td>
<td>689</td>
<td>20%</td>
</tr>
<tr>
<td>Total Income</td>
<td>2,701</td>
<td>2,498</td>
<td>1,676</td>
<td>8%</td>
</tr>
<tr>
<td>Operating Expense</td>
<td>1,927</td>
<td>1,767</td>
<td>1,618</td>
<td>9%</td>
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<tr>
<td><strong>Human Resource Cost</strong></td>
<td>772</td>
<td>733</td>
<td>574</td>
<td>5%</td>
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<tr>
<td><strong>Other Operating Expenses</strong></td>
<td>1,155</td>
<td>1,034</td>
<td>1,044</td>
<td>12%</td>
</tr>
<tr>
<td>Operating Profit/(Loss)</td>
<td>774</td>
<td>731</td>
<td>58</td>
<td>6%</td>
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<tr>
<td>Provisions</td>
<td>271</td>
<td>375</td>
<td>5,113</td>
<td>-28%</td>
</tr>
<tr>
<td>Profit Before Tax</td>
<td>503</td>
<td>356</td>
<td>(5,055)</td>
<td>41%</td>
</tr>
<tr>
<td>Tax Expense</td>
<td>136</td>
<td>90</td>
<td>(1,267)</td>
<td>51%</td>
</tr>
<tr>
<td><strong>Net Profit/(Loss)</strong></td>
<td>367</td>
<td>266</td>
<td>(3,788)</td>
<td>38%</td>
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<tr>
<td>Yield on Advances</td>
<td>8.2%</td>
<td>8.1%</td>
<td>6.9%</td>
<td>NM</td>
</tr>
<tr>
<td>Cost of Funds</td>
<td>5.1%</td>
<td>5.1%</td>
<td>6.0%</td>
<td>NM</td>
</tr>
<tr>
<td>Cost of Deposits</td>
<td>4.8%</td>
<td>4.9%</td>
<td>5.7%</td>
<td>NM</td>
</tr>
<tr>
<td>NIM</td>
<td>2.5%</td>
<td>2.4%</td>
<td>1.6%</td>
<td>NM</td>
</tr>
<tr>
<td>Cost to income</td>
<td>71.3%</td>
<td>70.7%</td>
<td>89.7%</td>
<td>NM</td>
</tr>
</tbody>
</table>

NM = Not measurable

1 Y-o-Y growth not comparable as NPA of the entire year was recognized during Q4FY21, given Supreme Court order

2 Excluding Extraordinary Item
Core Fee Income drivers continue to show significant traction

- Sustained Momentum in Retail Banking Fees
- Corporate Trade, Cash Management & FX business continues to be strong
- Increased in Interchange Income on the back of higher digital penetration

<table>
<thead>
<tr>
<th>Non-Interest Income</th>
<th>Quarter Ended</th>
<th>Growth</th>
<th>Year Ended</th>
<th>Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Q4FY22</td>
<td>Q3FY22</td>
<td>Q4FY21</td>
<td>Q-o-Q</td>
</tr>
<tr>
<td>Non-Interest Income</td>
<td>882</td>
<td>734</td>
<td>689</td>
<td>20%</td>
</tr>
<tr>
<td>Corporate Trade &amp; Cash Management</td>
<td>173</td>
<td>148</td>
<td>154</td>
<td>17%</td>
</tr>
<tr>
<td>Forex, Debt Capital Markets &amp; Securities</td>
<td>118</td>
<td>124</td>
<td>115</td>
<td>-5%</td>
</tr>
<tr>
<td>Of which realized &amp; unrealized gain/ (loss) on investments</td>
<td>(26)</td>
<td>23</td>
<td>16</td>
<td>NM</td>
</tr>
<tr>
<td>Corporate Banking Fees</td>
<td>24</td>
<td>27</td>
<td>(1)</td>
<td>-10%</td>
</tr>
<tr>
<td>Retail Banking Fees</td>
<td>572</td>
<td>447</td>
<td>421</td>
<td>28%</td>
</tr>
<tr>
<td>Trade &amp; Remittance</td>
<td>69</td>
<td>58</td>
<td>36</td>
<td>19%</td>
</tr>
<tr>
<td>Facility/Processing Fee</td>
<td>81</td>
<td>77</td>
<td>86</td>
<td>5%</td>
</tr>
<tr>
<td>Third Party Sales</td>
<td>84</td>
<td>43</td>
<td>62</td>
<td>94%</td>
</tr>
<tr>
<td>Interchange Income</td>
<td>200</td>
<td>144</td>
<td>132</td>
<td>39%</td>
</tr>
<tr>
<td>General Banking Fees</td>
<td>138</td>
<td>124</td>
<td>104</td>
<td>11%</td>
</tr>
</tbody>
</table>

1 Break up includes one time loss on sale of asset amounting to ~ INR 12 Crs
### Break up of Operating Expenses

All figures in INR Crs

- Operating Expenses for Q4FY22 higher by 19% Y-o-Y, due to
  - Increase in provisioning for variable compensation of employees and corresponding headcount increase (2,000+ employees)

<table>
<thead>
<tr>
<th></th>
<th>Quarter Ended</th>
<th>Growth</th>
<th>Year Ended</th>
<th>Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Q4FY22</td>
<td>Q3FY22</td>
<td>Q4FY21</td>
<td>Q-o-Q</td>
</tr>
<tr>
<td>Payments to and provisions for employees</td>
<td>772</td>
<td>733</td>
<td>574</td>
<td>5%</td>
</tr>
<tr>
<td>Rent, Taxes and Lighting</td>
<td>104</td>
<td>108</td>
<td>117</td>
<td>-4%</td>
</tr>
<tr>
<td>Loan Sourcing Fees and DSA</td>
<td>209</td>
<td>181</td>
<td>159</td>
<td>16%</td>
</tr>
<tr>
<td>Depreciation on Bank’s property</td>
<td>97</td>
<td>98</td>
<td>98</td>
<td>-1%</td>
</tr>
<tr>
<td>IT related expenses</td>
<td>119</td>
<td>113</td>
<td>85</td>
<td>6%</td>
</tr>
<tr>
<td>Professional Fees &amp; Commission</td>
<td>128</td>
<td>70</td>
<td>92</td>
<td>82%</td>
</tr>
<tr>
<td>PSLC Purchases</td>
<td>11</td>
<td>-</td>
<td>-</td>
<td>NM</td>
</tr>
<tr>
<td>Insurance</td>
<td>58</td>
<td>64</td>
<td>41</td>
<td>-10%</td>
</tr>
<tr>
<td>Others</td>
<td>429</td>
<td>400</td>
<td>452</td>
<td>7%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>1,927</strong></td>
<td><strong>1,767</strong></td>
<td><strong>1,618</strong></td>
<td><strong>9%</strong></td>
</tr>
</tbody>
</table>
With respect to 3 borrowers accounts classified as fraud during Q4 FY22, aggregate provision of Rs. 475 crs. has been made through balance in profit and loss account under ‘Reserves and Surplus’.

### Provisions and P&L

**All figures in INR Crs**

- Provisioning for NPA’s from Slippages and Step up in PCR offset by:
  - ~INR 400 Crs of recovery from written off accounts during the quarter
  - ~INR 550 Crs of provision reversal from upgrades & recoveries during the quarter
- ~INR 320 Crs of step up in provisioning for Security Receipts

<table>
<thead>
<tr>
<th></th>
<th>Quarter Ended</th>
<th>Growth</th>
<th>Year Ended</th>
<th>Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Q4FY22</td>
<td>Q3FY22</td>
<td>Q4FY21</td>
<td>Q-o-Q</td>
</tr>
<tr>
<td>Operating Profit</td>
<td>774</td>
<td>731</td>
<td>58</td>
<td>6%</td>
</tr>
<tr>
<td>Provision for Taxation</td>
<td>136</td>
<td>90</td>
<td>(1,267)</td>
<td>51%</td>
</tr>
<tr>
<td>Provision for Investments</td>
<td>530</td>
<td>312</td>
<td>1,046</td>
<td>70%</td>
</tr>
<tr>
<td>Provision for Standard Advances</td>
<td>(475)</td>
<td>(139)</td>
<td>(2,482)</td>
<td>241%</td>
</tr>
<tr>
<td>Provision for Non-Performing Advances</td>
<td>227</td>
<td>225</td>
<td>6,510</td>
<td>1%</td>
</tr>
<tr>
<td>Other Provisions</td>
<td>(12)</td>
<td>(23)</td>
<td>166</td>
<td>-49%</td>
</tr>
<tr>
<td>Total Provisions</td>
<td>407</td>
<td>464</td>
<td>3,973</td>
<td>-12%</td>
</tr>
<tr>
<td>Net Profit / (Loss)</td>
<td>367</td>
<td>266</td>
<td>(3,788)</td>
<td>38%</td>
</tr>
<tr>
<td>Return on Assets (annualized)</td>
<td>0.5%</td>
<td>0.4%</td>
<td>-5.7%</td>
<td></td>
</tr>
<tr>
<td>Return on Equity (annualized)</td>
<td>4.3%</td>
<td>3.2%</td>
<td>-43.2%</td>
<td></td>
</tr>
<tr>
<td>Earnings per share-basic (non-annualized)</td>
<td>0.15</td>
<td>0.11</td>
<td>-1.51</td>
<td></td>
</tr>
</tbody>
</table>

With respect to 3 borrowers accounts classified as fraud during Q4 FY22, aggregate provision of Rs. 475 crs. has been made through balance in profit and loss account under ‘Reserves and Surplus’. NM = Not Measurable
Balance Sheet

All figures in INR Crs

- **Balance Sheet** grew 16% Y-o-Y, while continuing to improve
  - C/D ratio at 91.8% v/s. 95.6% last quarter
  - CASA ratio 31.1% v/s. 30.4% last quarter

- **New Sanctions / Disbursements** at nearly INR 70,000 Crs for FY22
  - Gross Retail Assets Disbursements of nearly INR 33,000 Crs in FY22 (INR 10,201 Crs for Q4FY22)
  - Rural Disbursements of nearly INR 2,500 Crs (INR 857 Crs for Q4FY22)
  - SME Disbursements of nearly INR 18,000 Crs (INR 5,089 Crs for Q4FY22)
  - Wholesale Banking Disbursements of nearly INR 16,000 Crs (INR 3,776 Crs for Q4FY22)

<table>
<thead>
<tr>
<th></th>
<th>31-Mar-21</th>
<th>31-Dec-21</th>
<th>31-Mar-22</th>
<th>Growth % (Q-o-Q)</th>
<th>Growth % (Y-o-Y)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Assets</strong></td>
<td>273,543</td>
<td>304,597</td>
<td>318,220</td>
<td>4%</td>
<td>16%</td>
</tr>
<tr>
<td><strong>Advances</strong></td>
<td>166,893</td>
<td>176,241</td>
<td>181,052</td>
<td>3%</td>
<td>8%</td>
</tr>
<tr>
<td><strong>Investments</strong></td>
<td>43,319</td>
<td>53,377</td>
<td>51,896</td>
<td>-3%</td>
<td>20%</td>
</tr>
<tr>
<td><strong>Liabilities</strong></td>
<td>273,543</td>
<td>304,597</td>
<td>318,220</td>
<td>4%</td>
<td>16%</td>
</tr>
<tr>
<td>Shareholders’ Funds</td>
<td>33,196</td>
<td>33,873</td>
<td>33,742</td>
<td>0%</td>
<td>2%</td>
</tr>
<tr>
<td><strong>Total Capital Funds</strong></td>
<td>40,321</td>
<td>40,690</td>
<td>40,397</td>
<td>-0.7%</td>
<td>0.2%</td>
</tr>
<tr>
<td>Deposits</td>
<td>162,947</td>
<td>184,288</td>
<td>197,192</td>
<td>7.0%</td>
<td>21%</td>
</tr>
<tr>
<td>Borrowings</td>
<td>63,949</td>
<td>71,906</td>
<td>72,205</td>
<td>0%</td>
<td>13%</td>
</tr>
</tbody>
</table>
Break up of Advances & Deposits

All figures in INR Crs

- Sustained Granularization of Balance Sheet:
  - CASA + Retail TDs at 61.6% v/s 61.3% in Q3FY22
  - Average daily CA grew by 50.3% Y-o-Y
  - Average daily SA grew by 41.2% Y-o-Y
  - ~311K CASA Accounts opened in Q4FY22
  - Retail Advances mix at 36.0% v/s. 33.7% in Q3FY22

<table>
<thead>
<tr>
<th></th>
<th>31-Mar-21</th>
<th>31-Dec-21</th>
<th>31-Mar-22</th>
<th>QoQ Growth (%)</th>
<th>YoY Growth (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Current Account Deposits</td>
<td>18,997</td>
<td>24,522</td>
<td>26,389</td>
<td>8%</td>
<td>39%</td>
</tr>
<tr>
<td>Savings Bank Deposits</td>
<td>23,590</td>
<td>31,475</td>
<td>34,970</td>
<td>11%</td>
<td>48%</td>
</tr>
<tr>
<td>CASA</td>
<td>42,587</td>
<td>55,997</td>
<td>61,360</td>
<td>10%</td>
<td>44%</td>
</tr>
<tr>
<td>CASA Ratio</td>
<td>26.1%</td>
<td>30.4%</td>
<td>31.1%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Term Deposits (TD)</td>
<td>120,359</td>
<td>128,291</td>
<td>135,832</td>
<td>6%</td>
<td>13%</td>
</tr>
<tr>
<td>of which CDs</td>
<td>6,896</td>
<td>5,080</td>
<td>4,264</td>
<td>-16%</td>
<td>-38%</td>
</tr>
<tr>
<td>Total Deposits</td>
<td>162,947</td>
<td>184,288</td>
<td>197,192</td>
<td>7%</td>
<td>21%</td>
</tr>
</tbody>
</table>

- Sustained Granularization of Balance Sheet:
  - CASA + Retail TDs at 61.6% v/s 61.3% in Q3FY22
  - Average daily CA grew by 50.3% Y-o-Y
  - Average daily SA grew by 41.2% Y-o-Y
  - ~311K CASA Accounts opened in Q4FY22
  - Retail Advances mix at 36.0% v/s. 33.7% in Q3FY22

Advances Book Split

- Corporate: 42.6%
- Medium Enterprises: 10.8%
- SME: 13.1%
- Retail: 36.0%

Book Size: INR 181,052 Cr

- Retail Banking Assets
  - Secured Business Loans
  - Personal Loans
  - Auto Loans
  - Commercial Vehicle Loans
  - Home Loans
  - Construction Equipment Loans
  - Healthcare Finance Loans
  - Business Loans
  - Loan Against Securities
  - Inventory Funding
  - Others

1 Split basis gross retail advances
Break up of Investments

- Total Net Investments at INR 51,896 Crs
  - SLR – INR 43,708 Crs
  - NSLR – INR 8,188 Crs
    - Standard Performing – INR 5,981 Crs
    - Net NPI – INR 247 Crs
    - Others\(^1\) – INR 1,960 Crs
- TLTRO investments during the quarter at INR 125 Crs (part of HTM)

\(^1\) Includes Equity Preference, Investment in ARC & Others
### NPA Highlights

- **All figures in INR Crs**

#### Significant improvement across segments

- **Gross NPA Ratio at 13.9% vs 14.7% last quarter**
- **Slippages lower at INR 802 Crs for Q4FY22**
  - Corporate slippages lower at INR 373 Crs vs. INR 435 Crs last quarter
  - Retail slippages lower at INR 333 Crs vs. INR 388 Crs last quarter
- **Upgrades at INR 3,590 Crs for FY22**
- **Cash Recovery2 – INR 3,700 Crs for FY22**
  - Principal Recovery – INR 2,006 Crs
  - Interest Recovery – INR 297 Crs
  - Recovery from Written Off Accounts – INR 1,397 Crs

#### Asset Quality Parameters

<table>
<thead>
<tr>
<th>Parameters</th>
<th>31-Mar-21</th>
<th>31-Dec-21</th>
<th>31-Mar-22</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gross NPA (%)</td>
<td>15.41%</td>
<td>14.65%</td>
<td>13.93%</td>
</tr>
<tr>
<td>Net NPA (%)</td>
<td>5.88%</td>
<td>5.29%</td>
<td>4.53%</td>
</tr>
<tr>
<td>Provision Coverage Ratio1 (%)</td>
<td>78.6%</td>
<td>79.4%</td>
<td>81.5%</td>
</tr>
</tbody>
</table>

#### Segmental GNPA

<table>
<thead>
<tr>
<th>Segment</th>
<th>31-Mar-21</th>
<th>31-Dec-21</th>
<th>31-Mar-22</th>
</tr>
</thead>
<tbody>
<tr>
<td>Retail</td>
<td>1,489</td>
<td>1,279</td>
<td>1,093</td>
</tr>
<tr>
<td>SME</td>
<td>784</td>
<td>767</td>
<td>739</td>
</tr>
<tr>
<td>Medium Enterprises</td>
<td>391</td>
<td>397</td>
<td>401</td>
</tr>
<tr>
<td>Corporate</td>
<td>25,946</td>
<td>26,212</td>
<td>25,743</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>28,610</strong></td>
<td><strong>28,654</strong></td>
<td><strong>27,976</strong></td>
</tr>
</tbody>
</table>

#### Movement of NPA

<table>
<thead>
<tr>
<th>31-Mar-21</th>
<th>Movement</th>
<th>31-Mar-22</th>
</tr>
</thead>
<tbody>
<tr>
<td>Opening</td>
<td>Additions</td>
<td>Upgrades</td>
</tr>
<tr>
<td>Retail</td>
<td>1,489</td>
<td>2,369</td>
</tr>
<tr>
<td>SME</td>
<td>784</td>
<td>482</td>
</tr>
<tr>
<td>Medium Enterprises</td>
<td>391</td>
<td>128</td>
</tr>
<tr>
<td>Corporate</td>
<td>25,946</td>
<td>2,816</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>28,610</strong></td>
<td><strong>5,795</strong></td>
</tr>
</tbody>
</table>

---

1. Including technical write-offs
2. Including NPI recovery
### Summary of Labelled & Overdue Exposures

All figures in INR Crs

**Overdue Loans continue to trend lower**
- **-61-90 days bucket lower by INR 679 Crs Q-o-Q**
- **31-60 days bucket lower by ~INR 822 Crs Q-o-Q**

**Drag of Labelled Exposures** on Bank’s profitability has significantly reduced Y-o-Y resulting into **Net Profitability**. This is driven by
- **Rise in Recoveries and Upgrades**
- **Lower slippages**

### Table: In INR Cr

<table>
<thead>
<tr>
<th>In INR Cr</th>
<th>31-Mar-21</th>
<th>31-Dec-21</th>
<th>31-Mar-22</th>
</tr>
</thead>
<tbody>
<tr>
<td>NPA</td>
<td>28,610</td>
<td>18,796</td>
<td>28,654</td>
</tr>
<tr>
<td>Other Non-Performing Exposures</td>
<td>10,425</td>
<td>7,196</td>
<td>8,897</td>
</tr>
<tr>
<td>NFB of NPA accounts</td>
<td>1,671</td>
<td>382</td>
<td>1,422</td>
</tr>
<tr>
<td>NPI</td>
<td>6,586</td>
<td>6,067</td>
<td>5,329</td>
</tr>
<tr>
<td>ARC</td>
<td>2,168</td>
<td>747</td>
<td>2,145</td>
</tr>
<tr>
<td><strong>Total Non-Performing Exposures</strong></td>
<td>39,034</td>
<td>25,992</td>
<td>37,551</td>
</tr>
<tr>
<td><strong>Technical Write-Off</strong></td>
<td></td>
<td>17,208</td>
<td></td>
</tr>
<tr>
<td><strong>Provision Coverage incl. Technical W/O</strong></td>
<td>76.8%</td>
<td></td>
<td>77.9%</td>
</tr>
<tr>
<td>Std. Restructured Advances¹</td>
<td>1,244</td>
<td>75</td>
<td>6,878</td>
</tr>
<tr>
<td>Erstwhile</td>
<td>138</td>
<td>7</td>
<td>26</td>
</tr>
<tr>
<td>DCCO related</td>
<td>861</td>
<td>43</td>
<td>1,749</td>
</tr>
<tr>
<td>MSME (Covid)</td>
<td>0</td>
<td>0</td>
<td>1,050</td>
</tr>
<tr>
<td>Covid</td>
<td>246</td>
<td>25</td>
<td>4,052</td>
</tr>
<tr>
<td>Other Std. exposures²</td>
<td>1,183</td>
<td>492</td>
<td>124</td>
</tr>
<tr>
<td>61-90 days overdue loans</td>
<td>4,661</td>
<td></td>
<td>1,943</td>
</tr>
<tr>
<td>Of which Retail</td>
<td>234</td>
<td></td>
<td>275</td>
</tr>
<tr>
<td>31-60 days overdue loans</td>
<td>9,042</td>
<td></td>
<td>5,305</td>
</tr>
<tr>
<td>Of which Retail</td>
<td>1,057</td>
<td></td>
<td>688</td>
</tr>
</tbody>
</table>

¹ Already Implemented as of respective date; Erstwhile category represents Standard Restructured accounts and does not include withdrawn categories such as SDR, S4A etc.

² Where provisioning has been made as per requirement of RBI circular on Prudential Framework for Resolution of Stressed Assets dated June 7, 2019
Capital Sufficiency: CET 1 ratio at 11.6%

1 Bank’s Capital Adequacy Ratio

- CET 1 Ratio comfortable at 11.6%
- Recoveries and Operating Profits to sufficiently cover for future slippages and growth
- Deferred tax asset of nearly INR 6,000 Cr deducted from net-worth for computing CET 1, representing nearly 260 bps, to further aid Bank’s CET 1 over time

RWA to Total Assets trending lower, while Risk Adjusted Returns are improving

1 Includes Profits
Retail Bank: Full spectrum retail bank growing with strong momentum

Pan-India presence via 1,122 branches, 95 BC banking outlets and 1,244 ATMs, CRM’s & BNA’s

Cater to all customer segments (HNI, affluent, NRIs, mass, rural and inclusive banking) with full product suite

54% of branches in Top 200 deposit centers

~90% of transactions via digital channels

Leadership / significant share in payment and digital businesses (UPI, AEPS, DMT)

Advanced scorecards and analytics being leveraged across underwriting and engagement

### Strong growth in Retail Advances

<table>
<thead>
<tr>
<th>Quarter</th>
<th>As % of total advances</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q4FY21</td>
<td>30%</td>
</tr>
<tr>
<td>Q1FY22</td>
<td>31%</td>
</tr>
<tr>
<td>Q2FY22</td>
<td>32%</td>
</tr>
<tr>
<td>Q3FY22</td>
<td>34%</td>
</tr>
<tr>
<td>Q4FY22</td>
<td>37%</td>
</tr>
</tbody>
</table>

### ...along with growth in CASA and Retail Term Deposits

<table>
<thead>
<tr>
<th>Quarter</th>
<th>As % of total deposits</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q4FY21</td>
<td>58%</td>
</tr>
<tr>
<td>Q1FY22</td>
<td>60%</td>
</tr>
<tr>
<td>Q2FY22</td>
<td>61%</td>
</tr>
<tr>
<td>Q3FY22</td>
<td>61%</td>
</tr>
<tr>
<td>Q4FY22</td>
<td>62%</td>
</tr>
</tbody>
</table>

### In addition, continued momentum within Retail Fee Income

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Highest Ever</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q4FY21</td>
<td>421</td>
</tr>
<tr>
<td>Q1FY22</td>
<td>342</td>
</tr>
<tr>
<td>Q2FY22</td>
<td>444</td>
</tr>
<tr>
<td>Q3FY22</td>
<td>447</td>
</tr>
<tr>
<td>Q4FY22</td>
<td>551</td>
</tr>
</tbody>
</table>
Retail Assets: Fast growing diversified book

All figures in INR Crs

1 Retail asset disbursements momentum continues

<table>
<thead>
<tr>
<th></th>
<th>Q4FY21</th>
<th>Q1FY22</th>
<th>Q2FY22</th>
<th>Q3FY22</th>
<th>Q4FY22</th>
</tr>
</thead>
<tbody>
<tr>
<td>Retail</td>
<td>7,530</td>
<td>5,006</td>
<td>8,478</td>
<td>9,313</td>
<td>10,201</td>
</tr>
</tbody>
</table>

Highest Ever

2 On the back of purposeful digital investments

Loan in seconds (LIS) platform and front-end automation initiatives (Yes Robot) have resulted in lower TAT along with higher productivity.

Sales Force implementation helping in process improvement and customer delight.

Pre-qualified Gold Loan OD for existing customers 24x7 digital process.

3 Diversified retail book

- Secured Business Loans
- Personal Loans
- Auto Loans
- Commercial Vehicle Loans
- Home Loans
- Construction Equipment Loans
- Healthcare Finance Loans
- Business Loans
- Loan Against Securities
- Inventory Funding
- Others

Preferred financier status with leading Auto OEMs

Dedicated, verticalized structures to focus on individual products & improved governance (e.g. Product head, NSM, Credit Head)

4 Strong focus on book quality & collections

Retail Assets collections efficiency at 97.3% for month of March 2022

- 95.0%
- 96.0%
- 93.0%
- 95.0%
- 96.7%

High share of secured loans in Retail Assets book ~81%, with healthy LTV ratios:

- Avg. LTV for Affordable Home Loan ~69%
- Avg. LTV for LAP ~56%

1 Split basis gross retail advances
Rural Assets: Deepen the penetration in emerging rural markets & generate Agri PSL

All figures in INR Crs

1. Business originations (disbursements) returning towards normalcy

- 100% book qualifies under granular PSL lending
- Product suite to cater to all segments of semi urban/ rural ecosystem
- Parameterized lending in the granular book for faster disbursements

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Q1 FY22</th>
<th>Q2 FY22</th>
<th>Q3 FY22</th>
<th>Q4 FY22</th>
</tr>
</thead>
<tbody>
<tr>
<td>Amount</td>
<td>286</td>
<td>830</td>
<td>887</td>
<td>857</td>
</tr>
</tbody>
</table>

2. Capturing Rural value chain with geographic diversification

- Diversified portfolio across ~225 districts in 14 states
- Rich pedigree of working with credible BC partners
- Grid based framework for MFI lending (Parameters include AUM size, capital adequacy, external rating, delinquency, diversification etc.)

Book Split (value) by segments

- JLG financing: 48%
- Institutional MFI financing: 13%
- Farmer financing (KCC + Farm Mechanization): 35%
- MSME financing: 4%

4. Analytics for expansion towards paperless processing

- Digital & Analytics to enhance customer experience / reduce TAT
  - Digital on-boarding, dedicated LMS for rule based sanctions & disbursements and geo-tagged based monitoring
  - Usage of Bureau data up to PIN code level for geographical expansions & periodic portfolio scrub to monitor portfolio health
  - Leveraging Fintech/ digitechs for underwriting and risk management

3. Robust Farmer financing book & improved collections in JLG book

- High quality farmer financing book with NPA < 0.5%
- NPA <2% in the book generated post–COVID (disbursements on or after April 1, 2020; constitute ~87% of total book); inline with the microfinance industry standards.
- Collection efficiency in JLG book improved significantly
- On ground portfolio monitoring/ trigger-based monitoring by an independent risk monitoring team

Book size: INR 4,100 Cr
Small & Micro Enterprises: *Granular book creation with a solution led approach*

All figures in INR Crs

1. **Steady momentum in disbursements**
   - Dedicated teams for shaper focus in business originations & portfolio management
   - 100% business originations from internal channels
   - Parameterized lending enabling faster credit decisioning

2. **High quality & well diversified granular book**
   - Distributed portfolio leading to reduced concentration risk
   - Portfolio secured by collateral in addition to primary security of stock & book debts
   - Customer churning and portfolio utilization at pre-covid level - reflecting portfolio strength.

3. **Strengthening Relationship Management**
   - One stop solution approach for all needs of entity and promoters
   - Comprehensive borrower assessment: Pre-approved retail asset products offering along with business banking limits (Industry first initiative)
   - Dedicated Physical RMs for relationship deepening across trade, retail, API banking, etc
   - Virtual RMs support to enable customers for engagement, services, enhancements & cross sell

4. **Digital and Analytics at fulcrum of the franchise**
   - Digital & Analytics to enhance customer experience / reduce friction
     - Analytics driven prospective client identification
     - Digital Lending Platform - Seamless customer approval experience
     - Self-assist digital tools - MSME App, Trade-On-Net, FX Online, etc.
     - Robust EWS framework - early identification of incipient sickness & support frontline in remedial management

---

1 Includes Limit Setups
**Credit Cards: Resumption in business with an increase in cards base coupled with strong growth in spends**

1. **Total cards base has grown consistently**

   - Q4 FY20: 873
   - Q4 FY21: 946
   - Q4 FY22: 1195
   - 8% Y-o-Y
   - 26% Y-o-Y

2. **Strong Growth in Book & Card spends**

   - Book Size
   - Spends
   - Q4 FY20: 1160
   - Q4 FY21: 1658
   - Q4 FY22: 2675
   - 25% Y-o-Y
   - 38% Y-o-Y
   - 49% Y-o-Y
   - 17% Y-o-Y

3. **Differentiated Product Offering, Focused digital initiatives, Partnerships & Alliances**

   - Comprehensive suite of 16 Products covering Consumer and Commercial Cards
   - Most rewarding Rewards Platform, allowing customers to share & adjust reward points against statement outstanding with Reward Points that never expire
   - Best Foreign Currency Markup on select card variants & Hosted on most stable technology platform Vision+ (Fiserv) and Falcon (risk monitoring platform)
   - Digitization of value-added offerings through self-service portal to enhance customer experience
   - Partnerships with Fin-techs and affiliates to bolster distribution outreach

4. **Digital Onboarding & Product Launches**

   - Customer onboarding through ‘End To End digital journey’ in partnership with TransUnion CIBIL
   - Equipped with Video KYC for a ‘NO Contact’ processing. Video KYC penetration at 63% in Mar’22
   - 70% of Fresh Issuance through digital modes in Q4FY22
   - Achieved monthly (Mar’22) run rate of 55,000+ new card issuance and INR 1,000 crore+ of spends
   - Book size of INR 2,150 Cr+ in Q4, FY’22.
Wholesale Banking: Strong growth in transaction banking and granularization of incremental lending book

All figures in INR Crs

1 Corporate Book & Disbursements – Debulking Continues

<table>
<thead>
<tr>
<th></th>
<th>Q4FY21</th>
<th>Q1FY22</th>
<th>Q2FY22</th>
<th>Q3FY22</th>
<th>Q4FY22</th>
</tr>
</thead>
<tbody>
<tr>
<td>Book</td>
<td>81,615</td>
<td>76,953</td>
<td>79,438</td>
<td>75,012</td>
<td>72,419</td>
</tr>
<tr>
<td>Disbursements</td>
<td>2,684</td>
<td>3,037</td>
<td>2,591</td>
<td>3,749</td>
<td>2,837</td>
</tr>
</tbody>
</table>

2 Medium Enterprises Break up – Granularity improving

<table>
<thead>
<tr>
<th></th>
<th>Q4FY21</th>
<th>Q1FY22</th>
<th>Q2FY22</th>
<th>Q3FY22</th>
<th>Q4FY22</th>
</tr>
</thead>
<tbody>
<tr>
<td>Book</td>
<td>13,448</td>
<td>14,811</td>
<td>15,883</td>
<td>17,312</td>
<td>18,830</td>
</tr>
<tr>
<td>Disbursements</td>
<td>858</td>
<td>588</td>
<td>1,145</td>
<td>1,011</td>
<td>939</td>
</tr>
</tbody>
</table>

3 Providing tailored solutions to clients across business segments

- **Large Corporates**
  - Strong relationships with large corporate groups and conglomerates
  - Experienced Relationship bankers across 10 locations with pan-India coverage
  - Working Capital solutions, Trade Finance, Debt Capital Markets (Bonds, CPs), Forex, Cash & Liquidity Management, Digital Solutions, Supply Chain programs, Project and Capex Financing, Advisory & Offshore banking,
  - Diversified Sector focus - Cement, Steel, Electronics, FMCG, Auto, IT, Chemicals, Healthcare & Pharma, Agri & Food Products, Warehousing & Logistics, Renewables, Engineering, Roads, Data Centre, Refineries.
  - Steady growth in Trade non-fund business (Letters of Credit and Bank Guarantees) and Supply Chain Financing
  - Strong base for Corporate Payroll Accounts, Private Banking & Retail cross-sell

- **Institutional & Govt Banking Group**
  - Divided into 4 focused segments with a relationship-based approach and pan-India presence
    - Indian Financial Institutions Banking
    - Government Banking
    - Multinational Corporate Banking
    - International Banking

- **Medium Enterprises (Emerging Local Corporates)**
  - Tailored solutions to corporates with turnover between INR 100 to INR 1,500 cr.
  - Deeply entrenched in new-age entrepreneurship ecosystem by providing bespoke digital solutions, incubation and networking platforms

- **Financial Markets**
  - Customized solutions for foreign exchange risk management to more than 35,000 clients pan India.
  - Strong debt capital markets and primary dealership franchise offering origination and distribution services on Fixed Income to clients

---

1 Excludes movement of CC/OD
Transaction Banking: *Annuity income through Trade and Cash Management*

### Book has seen strong growth in non-credit throughput

<table>
<thead>
<tr>
<th>Quarter</th>
<th>2021 FYQ1</th>
<th>2021 FYQ2</th>
<th>2021 FYQ3</th>
<th>2021 FYQ4</th>
<th>2022 FYQ1</th>
<th>2022 FYQ2</th>
<th>2022 FYQ3</th>
<th>2022 FYQ4</th>
</tr>
</thead>
<tbody>
<tr>
<td>CASA Fees</td>
<td>1.0x</td>
<td>1.0x</td>
<td>1.4x</td>
<td>1.8x</td>
<td>2.7x</td>
<td>1.5x</td>
<td>3.0x</td>
<td>4.5x</td>
</tr>
<tr>
<td>Throughput</td>
<td>1.0x</td>
<td>1.0x</td>
<td>1.2x</td>
<td>1.5x</td>
<td>1.5x</td>
<td>1.4x</td>
<td>1.7x</td>
<td>4.0x</td>
</tr>
</tbody>
</table>

### Strong growth in API led transaction banking throughputs

- 97% of our Corporate CASA is embedded with Transaction Banking solutions thereby making it granular, sticky & sustainable.
- ~80% of our Corporate CASA clients has atleast 2+ Products embedded.
- 98% of our Cash Management thruput now comes from Digital modes. Our Digital Trade onboarding also saw 106% YoY growth.
- Thruput from Fintech & Ecommerce grew 200% YoY. Financial Institusions grew 84% YoY. RDA (Remittances) business grew 160% YoY of which UPI driven remittances grew 500% YoY.
- Our Connected Banking platform (leveraging Retail & Corporate Synergies) saw 13 additional partners activated under Connected Banking proposition with leads generated across partners growing 156% YoY, lead conversion ratio growing 100% and thruput routed thru our partners growing 500X. This will be key focus for the Bank going forward.
- TReDS platform increasing 600% YoY and Exports Book grew 40% YoY.
- Supply Chain business onboarded 900 new D/V accounts, cumulatively contributing 21% of our Business Banking Asset book.
- Trade linked Non-Credit flows (Export/Import/Remittances) grew 67% YoY.
- Corporate Client Management (Implementation & Service) saw robust traction in deepening client engagement:
  - 4500+ Transaction Banking mandates implemented this year (YoY 55% growth)
  - 90% of our Corporate CASA clients is covered by a dedicated Client Service team providing top notch attention to their transactional queries
  - ~350,000 client queries addressed successfully by our Corporate Client Management team with 91% FTR & 93% TAT adherance.
- As part of its new formal initiative, Bank engaged with 350+ Strategic Influencers to augment its inorganic acquisition channel and 12 MOUs signed. This will see accelerated focus in coming years.

---

1. Corporate Trade & Cash Management Fees and Non-Credit Throughput values rebased at 1.0X for Q1FY21
2. Startups with a valuation of > $100 mn and < $ 1bn
### Technology: Transformation initiatives – Aligned to Business growth

<table>
<thead>
<tr>
<th>Enable a connected Ecosystem</th>
<th>Drive Cloud Adoption</th>
<th>Demonstrate Robust Business Assurance</th>
<th>Deliver Total Experience</th>
</tr>
</thead>
</table>
| ▪ Enhance to an **API first**, microservices business architecture enabling faster integration with B2B customers and partners across journeys.  
 ▪ Work with 2 Hyper Scaler partners to drive our key applications into cloud.  
 ▪ Flexibility for dynamics workloads | ▪ Service | Secure | Compliance.  
 ▪ Implement and drive a strong Project Management Governance framework supporting agile delivery methodologies | ▪ Collaborative journeys defining customer plus ecosystem experience | ▪ Delivered through Platforms across channels  
 ▪ Talent Management supporting employee career | ▪ Delivering Superlative Employee Experience  
 ▪ Enable **Data led decisioning with AI/ML overlays**. Interleave into journeys | ▪ Enhanced Dev Ops / Change Management | ▪ Enhance Security posture across landscape  
 ▪ On demand business scalability – volume driven | ▪ Customer Experience – Personalized  
 ▪ Self Onboarding API capability – Short window to monetization | ▪ Ensure complete compliance to regulatory directives  
 ▪ Frictionless onboarding / service journeys | ▪ Employee Experience – Single Interface  
 ▪ Digitization of back office workflows | ▪ User Experience – Device experience  
 ▪ On demand business scalability – volume driven | ▪ Enhance Security posture across landscape  
 ▪ Ensure complete compliance to regulatory directives | ▪ Customer Experience – Personalized  
 ▪ Employee Experience – Single Interface | ▪ User Experience – Device experience |
**Strong people focus:** Stable leadership with focus on up-skilling talent, objective performance management & enabling employee flexibility

**Stable & highly experienced leadership team**
- Top Management with average vintage of 9 years within the bank combined with new talent from the industry.
- YES Bank has been ranked No. 2 amongst Large-Sized Banks in the Best places to work in India 2021 awards, conducted by AmbitionBox.com.

**Investing in the right skillset & talent**
- YES School of Banking focusses on role and skill-specific trainings and certifications. 33,153 training days were clocked in Q4FY22 and 1,36,700 training days in FY22.
- YES Professional Bankers and YES FORCE Programs were launched in Q4FY22. These Source–Train–Hire Model programs will help Bank build a robust talent pipeline across various functions.
- During Q4FY22, 125 profiles (456 profiles since April 2021) with technology, product, digital and analytics background were recruited to strengthen our digital leadership.
- 360-degree Feedback Assessment tool was launched for Top & Senior Management Leaders to help them identify their strengths and areas of opportunity based on the feedback received.

**Nurturing an inclusive culture**
- Launched Leadership Programs, APEX based on ‘Conscious Leadership’ for all Top & Senior Management leaders and ‘EVE’olution for women leaders, an initiative focused on upskilling and development of women executives.
- The ‘Voice of YES’ Employee Survey 2022 was conducted to understand the views and opinions of all employees. The inputs will get integrated into action plans that will help in making YES BANK a great workplace to work.

**Employee flexibility and welfare**
- Hybrid working models under the Bank’s Working from Anywhere (WFA) policy have been enabled for employees.
- Over 3000+ employees at our Corporate Office (YES BANK House) have the option to avail Flexi work timings.

**Net addition of 2,076 staff over the headcount of March 31, 2021**

<table>
<thead>
<tr>
<th>Band</th>
<th>Q4FY22¹</th>
<th>Average Vintage ¹</th>
</tr>
</thead>
<tbody>
<tr>
<td>Top Management</td>
<td>65</td>
<td>8.8</td>
</tr>
<tr>
<td>Senior Management</td>
<td>258</td>
<td>8.1</td>
</tr>
<tr>
<td>Middle Management</td>
<td>3,049</td>
<td>5.0</td>
</tr>
<tr>
<td>Junior Management</td>
<td>20,974</td>
<td>2.1</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>24,346</strong></td>
<td></td>
</tr>
</tbody>
</table>

¹ Data as on March 31, 2022
Responsible franchise committed to a purposeful ESG agenda

Key Highlights

First Bank globally to have 732 facilities under its ISO certified 14001:2015 Environmental Management System

First Indian Bank to measure and report financed emissions of its electricity generation loan exposure aiming to align with SBTi 1.5 degree scenario

First Indian Bank to be a Founding Signatory to UNEP FI Principles for Responsible Banking and to sign the Commitment to Climate Action, striving to align its business strategy with the Paris Climate Agreement

Inclusive & Social Banking delivering access to finance to 9.5 lakh women in unbanked areas

1. Addressing Climate & ESG Risk
   Adopted an Environment and Social Policy (ESP), integrating E&S risks into overall credit risk assessment framework

2. Net zero by 2030
   Committed to reduce greenhouse gas (GHG) emissions from operations to net zero by 2030. Switched to renewable energy at the Bank’s headquarters, YES BANK House

3. Enhancing governance & disclosures
   Constituted board – level CSR and ESG committee; Instituted Human Rights Policy and Responsible Tax Policy
   Enhanced sustainability disclosures aligned to Global Reporting Initiative, Taskforce on Climate-related Financial Disclosures (TCFD) recommendations

4. Engaging stakeholders
   Associated with the Task Force on Sustainable Finance (constituted by the Department of Economic Affairs, Ministry of Finance, Government of India) as a co-lead of the work stream ‘Building Resilience in the Financial Sector’

5. Promoting sustainable finance
   Launched India’s first Green Bond and first Green Fixed Deposit

V.E, Moody’s ESG Solutions
Amongst “100 Best Emerging Market Performers’ ranking”

MSCI
Included in the MSCI ACWI’s ESG Universal, Low Carbon Leaders, Low Carbon Target, Climate Change, Climate Paris Aligned Indexes

## Credit Rating

**International Rating**

<table>
<thead>
<tr>
<th>Agency</th>
<th>Rating</th>
<th>Outlook</th>
</tr>
</thead>
<tbody>
<tr>
<td>Moody's Investors Service</td>
<td>B2</td>
<td>Positive</td>
</tr>
<tr>
<td>ICRA</td>
<td>BBB+</td>
<td>Stable</td>
</tr>
<tr>
<td>ICRA</td>
<td>BBB+</td>
<td>Positive</td>
</tr>
<tr>
<td>CRISIL</td>
<td>BBB+</td>
<td>Stable</td>
</tr>
<tr>
<td>ICRA</td>
<td>BBB+</td>
<td>Stable</td>
</tr>
<tr>
<td>CARE</td>
<td>BBB+</td>
<td>Positive</td>
</tr>
</tbody>
</table>

### March 16, 2020

- Moody’s Investors Service: Upgrades issuer rating to Caa1 from Caa3 with a positive outlook

### March 24, 2020

- ICRA Upgrades:
  - BASEL III Tier II to BB
  - BASEL II Upper Tier II to BB from D
  - BASEL II Lower Tier II to BB+ from D
  - Infrastructure Bonds to BB+ from D
  - Short Term FD/CD Programme to A4+ from D

### August 3, 2020

- Moody’s Upgrades: issuer rating to B3 from Caa1 with a stable outlook

### September 11, 2020

- ICRA Upgrades:
  - BASEL III AT I to C from D
  - BASEL III Tier II to BBB- from BB
  - BASEL II Tier I to BB+ from D
  - BASEL II Upper Tier II BB+ from D
  - BASEL II Lower Tier II BBB from BB+ Infrastructure Bonds to BBB from BB+

### November 9, 2020

- CARE Upgrades: BASEL III Tier II to BBB from C
  - BASEL II Tier I to BB+ from D
  - BASEL II Upper Tier II BB+ from D
  - BASEL II Lower Tier II BBB from B Infrastructure Bonds to BBB from B
  - Outlook: Stable

### March 27, 2020

- ICRA Downgrades:
  - BASEL II Upper Tier II to D from BB

- ICRA Downgrades:
  - BASEL II Upper Tier II to D from C

### June 23, 2020

- INDIA Ratings Upgrades: BASEL III Tier II to BBB- from B+ Infrastructure Bonds to BBB from BB – Long Term Issuer Rating to BBB from BB-

### August 27, 2020

- INDIA Ratings Upgrades: BASEL III Tier II to BBB from B+

### June 23, 2020

- CARE Downgrades: BASEL II Upper Tier II to D from C

- Infrastructure Bonds to BB+ from D

### August 27, 2020

- Infrastructure Bonds to BBB from BB-

### March 18, 2020

- INDIA Ratings Outlook-keeps Ratings Watch Evolving (RWE)

### March 20, 2020

- Ratings across all agencies at all time lows:
  - March 2020
  - March 18, 2020

### March 24, 2020

- Moody’s Investors Service: Upgrades issuer rating to Caa1 from Caa3 with a positive outlook

### August 3, 2020

- Moody’s Upgrades: issuer rating to B3 from Caa1 with a stable outlook

### September 11, 2020

- ICRA Upgrades:
  - BASEL III AT I to C from D
  - BASEL III Tier II to BBB- from BB
  - BASEL II Tier I to BB+ from D
  - BASEL II Upper Tier II BB+ from D
  - BASEL II Lower Tier II BBB from BB+ Infrastructure Bonds to BBB from BB+

### November 9, 2020

- CARE Upgrades: BASEL III Tier II to BBB from C
  - BASEL II Tier I to BB+ from D
  - BASEL II Upper Tier II BB+ from D
  - BASEL II Lower Tier II BBB from B Infrastructure Bonds to BBB from B
  - Outlook: Stable

### Senior Rating & Outlook Upgrade:

- ICRA: BBB: Stable
- India Ratings: BBB: Stable
- CRISIL: BBB+: A1 short term; Stable
- Moody’s : B2: Positive
- CARE: BBB+: Positive
Strong Investor base

Well diversified Investor base:

<table>
<thead>
<tr>
<th>Category</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Financial Institutions</td>
<td>38.8%</td>
</tr>
<tr>
<td>Individuals</td>
<td>34.2%</td>
</tr>
<tr>
<td>FPI’s</td>
<td>11.0%</td>
</tr>
<tr>
<td>Body Corporates</td>
<td>7.4%</td>
</tr>
<tr>
<td>Insurance Companies</td>
<td>5.0%</td>
</tr>
<tr>
<td>Others</td>
<td>3.6%</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td>100.0%</td>
</tr>
</tbody>
</table>

Shareholding Pattern as on March 31, 2022

- STATE BANK OF INDIA
- LIFE INSURANCE CORPORATION OF INDIA\(^1\)
- HOUSING DEVELOPMENT FINANCE CORPORATION LIMITED
- ICICI BANK LIMITED
- AXIS BANK LIMITED
- KOTAK MAHINDRA BANK LTD
- BANDHAN BANK LIMITED
- AMANSA HOLDINGS PRIVATE LIMITED
- IDFC FIRST BANK LIMITED
- Others

\(^1\) LIC along with its various schemes
Robust Governance Structure

Simplified Organization Structure

- **Prashant Kumar**
  MD & CEO

- **Rajan Pental**
  Global Head, Retail Banking

- **Rajnish Prabhu**
  Country Head, Credit Cards & Merchant Acquiring

- **Ravi Thota**
  Country Head, Large Corporates

- **Arun Agrawal**
  Country Head, Institutional & Govt Banking

- **Gaurav Goel**
  Country Head, Emerging Local Corporates

- **Ajay Rajan**
  Country Head, Transaction Banking

- **Amit Sureka**
  Country Head, Financial Markets

- **Akash Suri**
  Country Head, Stressed Asset Management

- **Indranil Pan**
  Chief Economist

- **Niranjan Banodkar**
  Chief Financial Officer

- **Anurag Adlakha**
  Chief Human Resources Officer

- **Anita Pai**
  Chief Operating Officer

- **Rakesh Arya**
  Chief Credit Risk Officer

- **Sandeep Mehra**
  Chief Vigilance Officer

- **Sumit Gupta**
  Chief Risk Officer

- **Ashish Chandak**
  Chief Compliance Officer

- **Kapil Juneja**
  Chief Internal Auditor

- **Shivanand R. Shettigar**
  Company Secretary

Eminent and Experienced Board

- **Prashant Kumar**
  Managing Director & CEO

- **Sunil Mehta**
  Non-Executive Chairman

- **Rajnish Prabhu**
  Non-Executive Director

- **Atul Bheda**
  Non-Executive Director

- **Ananth Narayan Gopalakrishnan**
  Additional Director

- **V. S. Radhakrishnan**
  Non-Executive Director

- **Rama Subramaniam Gandhi**
  Additional Director

- **Ravindra Pandey**
  Non-Executive Director

- **Sharad Sharma**
  Non-Executive Director

1. Reports directly to the Risk Management Committee of the Board
2. Reports directly to the Audit Committee of the Board
3. Reports directly to the Chairman of Board
4. As per Para 5(7) of the YES Bank Reconstruction Scheme, 2020 - Members of the Board, other than the additional directors, so appointed shall continue in office for a period of one year, or until an alternate Board is constituted by reconstructed bank, whichever is later.
Thank You

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