

SD/ LODR/91/2023-24

June 14,2023

The Manager Listing Department The National Stock Exchange of India Limited Exchange Plaza, Bandra-Kurla Complex, Bandra (E), Mumbai – 400 051.	The Manager Department of Corporate Services BSE Limited Phiroze Jeejeebhoy Towers, Floor 25, Dalal Street, Mumbai – 400 001
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Re: Scrip Symbol: FEDERALBNK/Scrip Code: 500469

Dear Sir,

Sub: Presentation to Investors/Analysts

As required under SEBI (Listing Obligations and Disclosure Requirements) Regulations,2015 and other applicable regulations of SEBI, if any, we wish to inform you that an Investor Non Deal Roadshow Presentation is attached herewith and the same will be simultaneously uploaded on the Bank's website also.

Kindly take the same on your record.

Thanking you,

Yours faithfully,

For The Federal Bank Limited

Samir P Rajdev
Company Secretary

**RISHTA AAP SE HAI,
SIRF APP SE NAHI.^{TM*}**

Corporate presentation

June 2023

FEDERAL BANK

YOUR PERFECT BANKING PARTNER



* Trademark application is under process currently

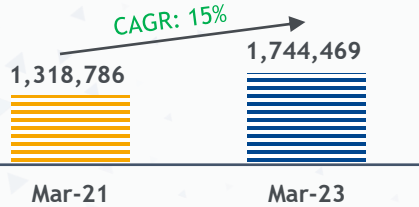
Federal Bank at a Glance



SCALE

Net advances:

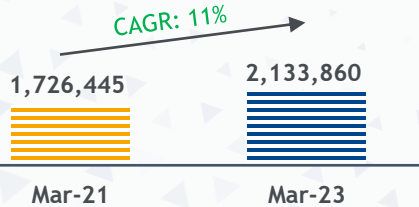
(All amounts in INRmm)



“ Gross advances market share of 1.25%¹

Deposits:

(All amounts in INRmm)



“ Market share of 1.13%²

Sustained business momentum



PROFITABILITY

Return on Assets:

1.28% (FY23)

“ Increased by 43 bps since FY21

Return on Equity:

15.02% (FY23)

“ Increased by 464 bps since FY21

Strong financial performance



REACH

Branches:

1,355 (Mar-23)

ATMs & Cash recyclers:

1,900+ (Mar-23)

Alternate channels:

Fintechs RMs / DSAs / BCs BaaP

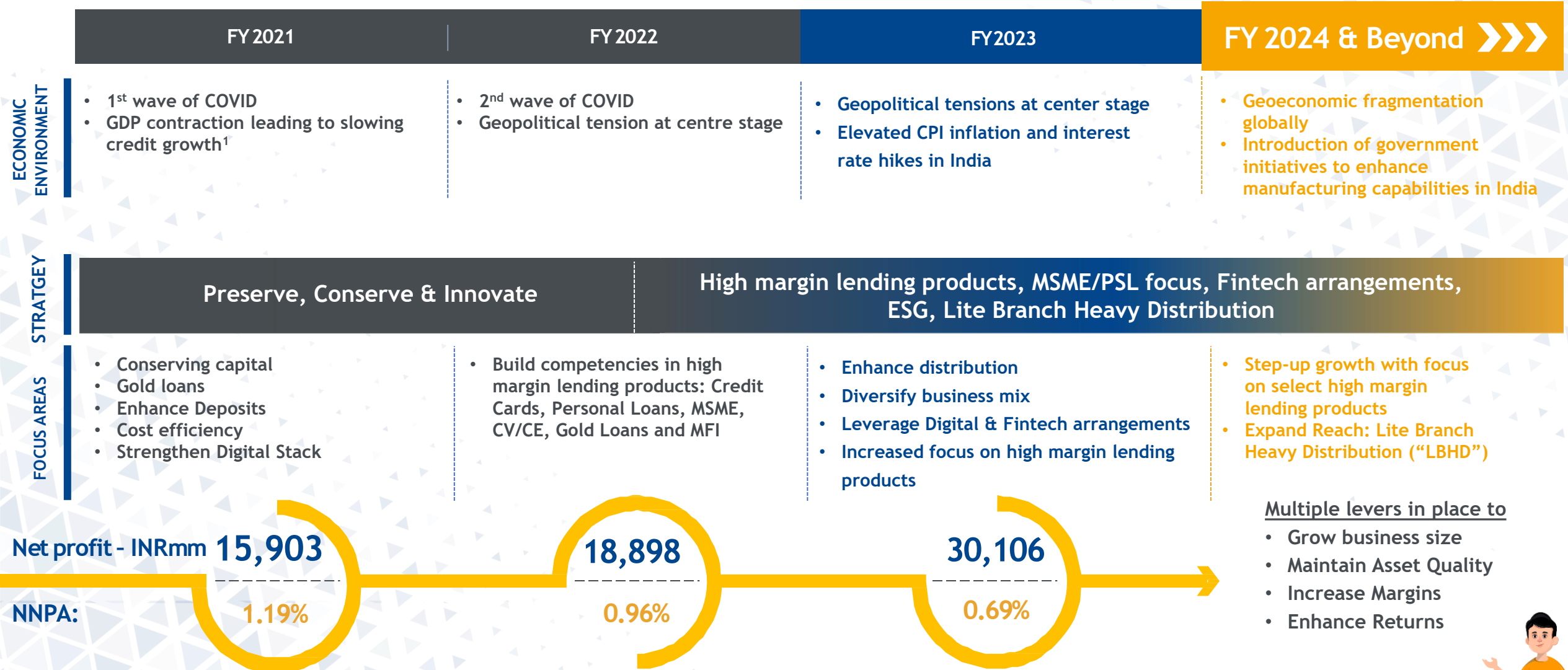
Multi-pronged approach to distribution

¹ Market share calculated based on March 24, 2023 data of (i) Federal Bank's gross advances, and (ii) RBI fortnightly data for Scheduled Commercial Banks total advances

² Market share calculated based on March 24, 2023 data of (i) Federal Bank's Deposits (excluding interbank deposits), and (ii) RBI fortnightly data for Scheduled Commercial Banks outstanding deposits



Execution playbook proven with Consistent Performance



Multiple levers in place to

- Grow business size
- Maintain Asset Quality
- Increase Margins
- Enhance Returns

¹ For aggregate bank credit in India


² Note: Numbers on a standalone basis, unless specified otherwise; 'Mar' denotes data as of 31st March; 'FY' denotes data for the full year ended 31st March



Business Architecture designed to foster growth & deliver sustainable returns

BUSINESS ARCHITECTURE DESIGNED TO BE PAPERLESS, CONTACTLESS & CASHLESS

Diversified product mix & consistent growth

 Pursuing high margin lending products on the back of established success in existing products

 Capitalise on growth opportunities in Indian market

 Maintaining the momentum in retail deposit franchise

4D mantra as an enabler



Solid foundational structure

-  Robust credit framework
-  Comprehensive risk management
-  Strong corporate governance
-  Data driven decision making
-  Driving operational efficiency

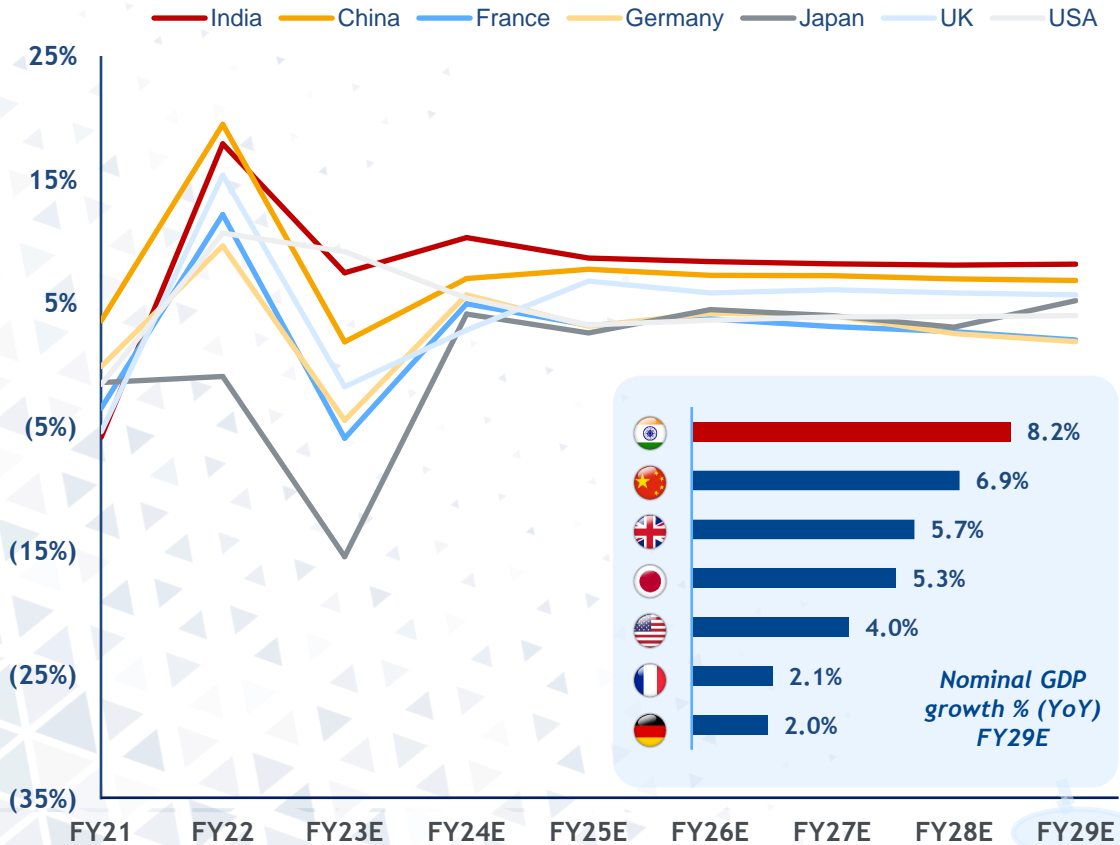
LEVERS IN PLACE FOR ROA EXPANSION

STRATEGY TO INCREASE NET PROMOTER SCORE

Attractive macro-economic and industry dynamics with strong growth tailwinds

India is expected to be the fastest growing major economy¹ from FY24E onwards...

Nominal GDP growth % (YoY)



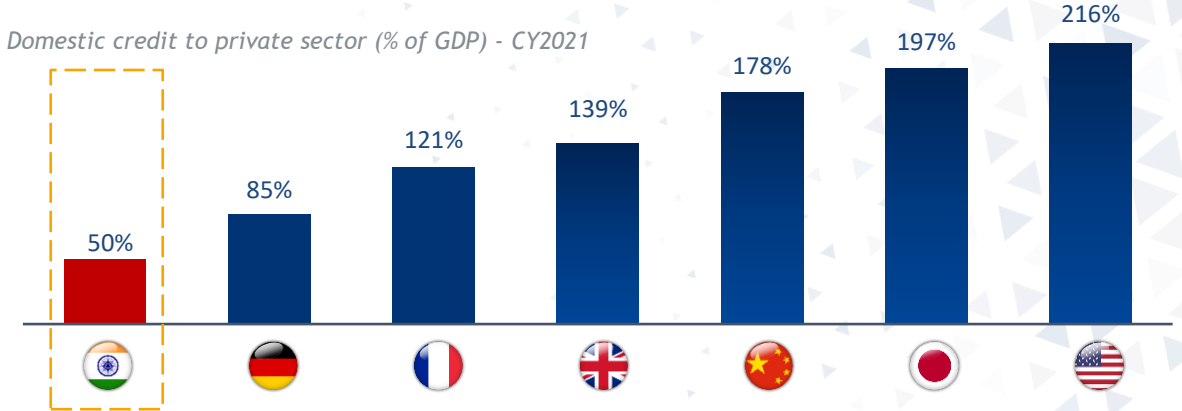
Source: IMF WEO Database April 2023

Note: Nominal GDP growth % (YoY) calculated based on Nominal GDP data from IMF WEO Database; it represents fiscal year (FY) for India and calendar year minus one (CY-1) for all other economies

¹ Major economies include top 7 countries by GDP - United States, China, Japan, Germany, India, United Kingdom, and France

... with highly underpenetrated credit...

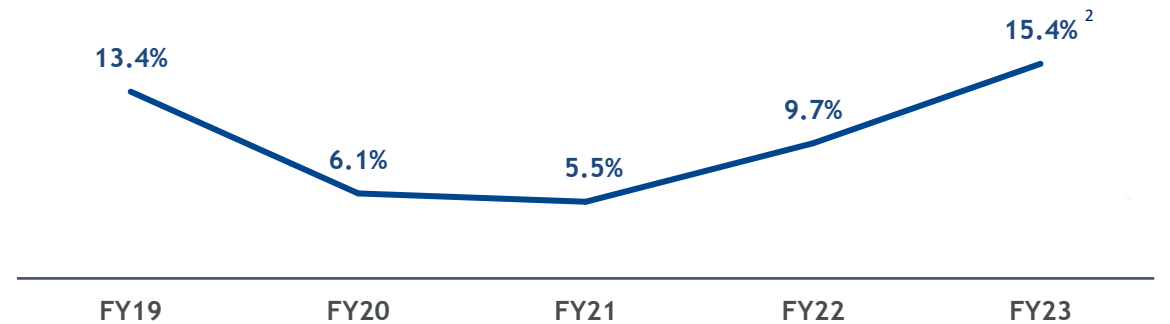
Domestic credit to private sector (% of GDP) - CY2021



Source: World Bank 2021

... currently at multi-year high credit growth levels...

India non-food credit growth (YoY)



Source: RBI Annual Report 2023 ; 'FY' denotes data for the full year ended 31st March

² Data up to March 24, 2023

... providing significant opportunity

LANDSCAPE



FEDERAL BANK

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Key Highlights

KEY LEVERS



Retail oriented with a strong liability franchise

1



Diversified advances portfolio with a focus towards expanding high margin lending products

2



Multi-pronged distribution approach

3



Data driven decision making & robust risk control framework leading to improvement in asset quality

4



Highly granular fee income franchise

5



Group entities driving further value creation

6



Experienced management team with strong corporate governance culture

7

OUTCOMES



Strong financial track record with prudent capital deployment

Key levers of RoA expansion in place

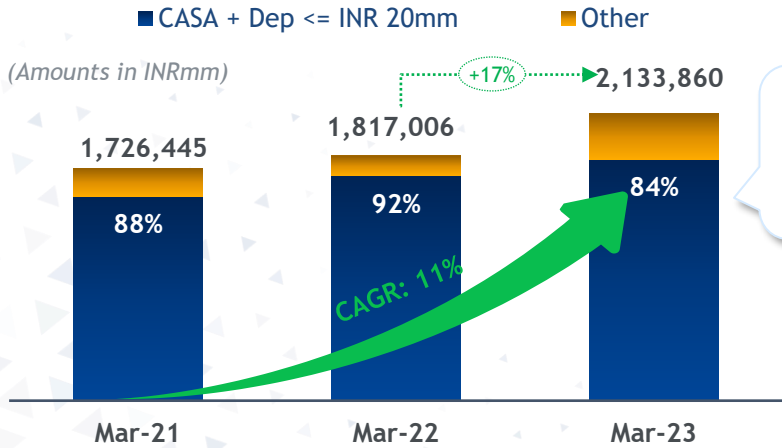


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1 Retail oriented with a strong liability franchise

Growing deposit base



32.68%
CASA ratio
(Mar-23)

Deposit Market Share¹



Multiple debit card offerings



5th largest private sector bank on debit card spends² (FY23)

4.9% share on total spends amongst private sector banks² (FY23)

Collaborations attracting new set of customers



Strong NR deposit and remittances franchise



Power of Distribution - traditional branch based & alternate channels



Product innovations



Strong and consistent approach to digitization



Human relationship and emphasis thereon



Deposit stickiness driven by multiple product propositions

¹ Market share as of Mar-21 and Mar-23 calculated based on March 26, 2021 and March 24, 2023 data of (i) Federal Bank's Deposits (excluding interbank deposits), and (ii) RBI fortnightly data for Scheduled Commercial Banks Outstanding Deposits;
² Ranking and market share calculated based on sum of twelve months data in the FY from RBI's monthly provisional data on ATM, Acceptance Infrastructure and Card Statistics for (i) Federal Bank, and (ii) private sector banks

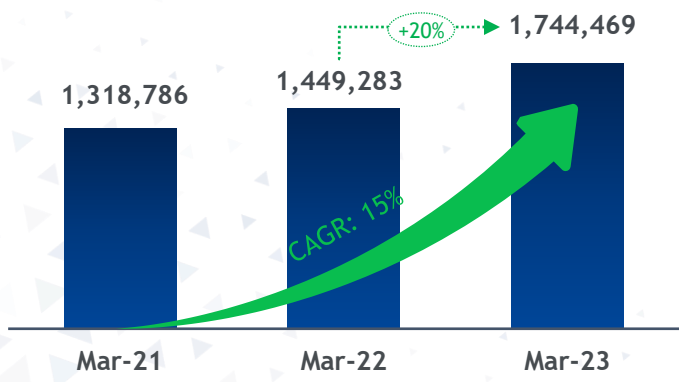
LIABILITIES



2 Diversified advances portfolio...

Consistent Growth & Scale Up

Net Advances (Amounts in INRmm)

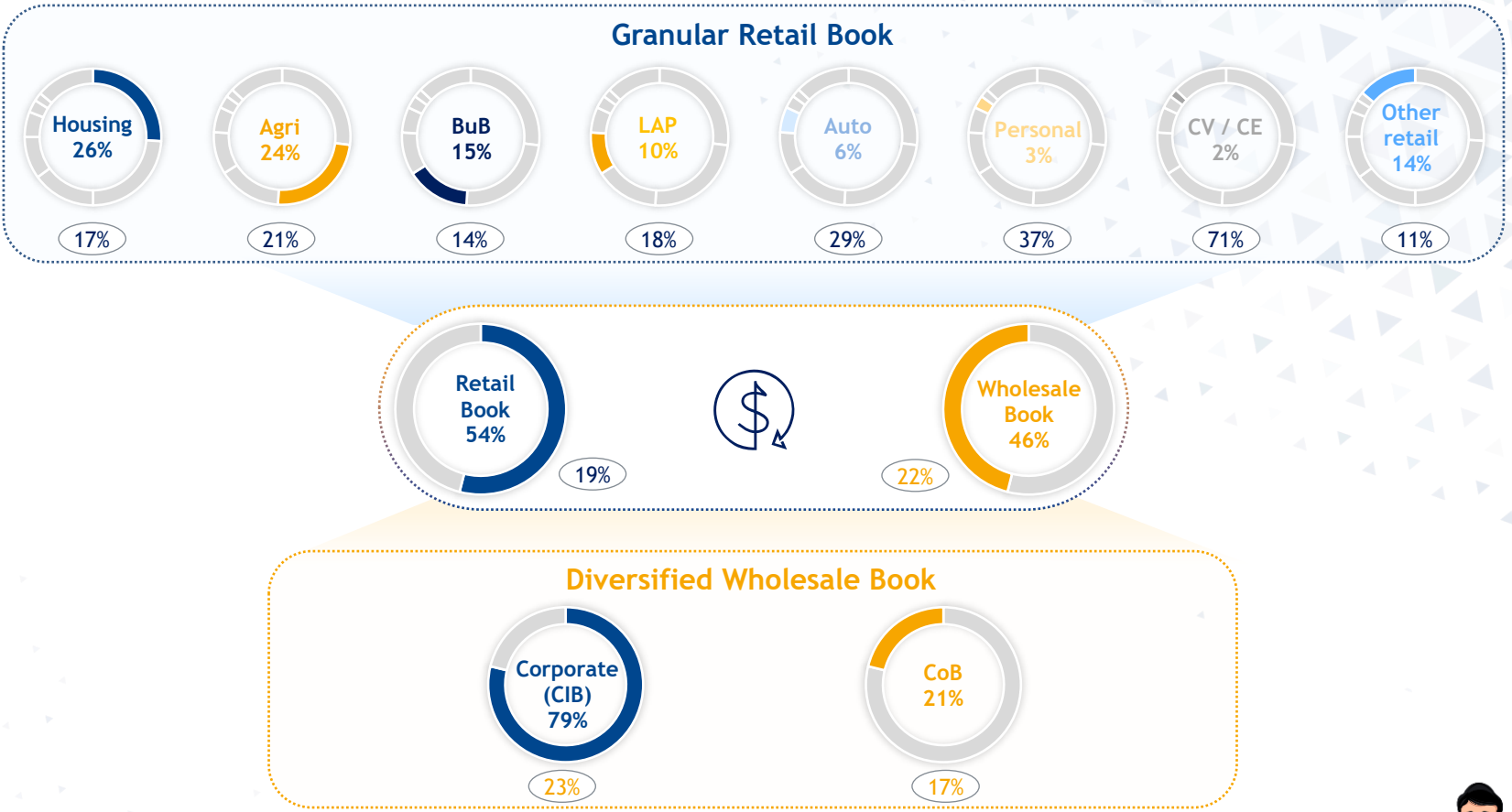


Gross advances Market Share¹



Gross advances Mix

(As of Mar-23)



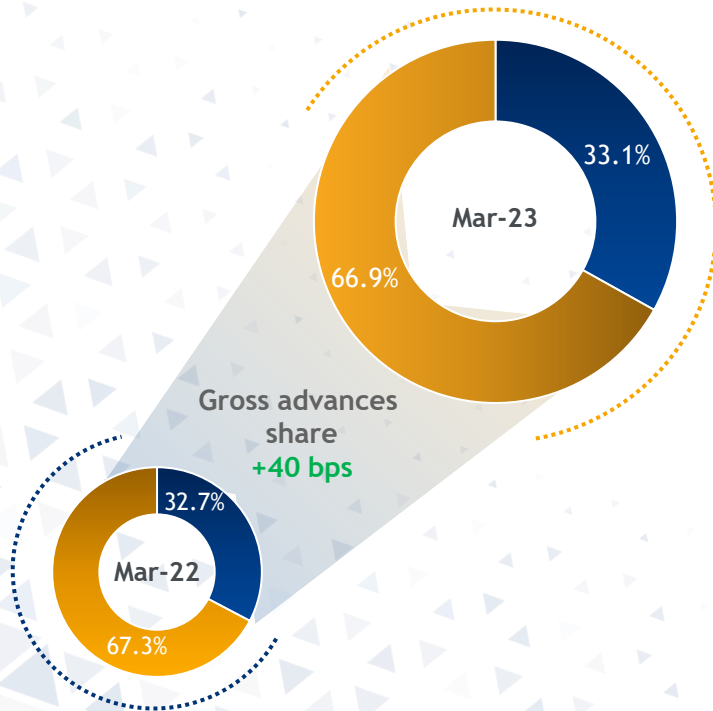
xx% YoY Growth in Mar-23








ADVANCES



¹ Market share as of Mar-21 and Mar-23 calculated based on March 26, 2021 and March 24, 2023 data of (i) Federal Bank's gross advances, and (ii) RBI fortnightly data for Scheduled Commercial Banks total advances

■ High margin lending products¹



Credit Cards  451% YoY growth	14,864 Gross advances (INRmm)	543K+ Cards-In-Force ²
Personal Loans  37% YoY growth	23,929 Gross advances (INRmm)	 Digital loan platform
MSME (BuB + CoB)  16% YoY growth	314,472 Gross advances (INRmm)	26K+ Number of Customers
CV/CE  71% YoY growth	21,864 Gross advances (INRmm)	14,373+ Disbursements (INRmm)
Gold Loans  15% YoY growth	198,410 Gross advances (INRmm)	1.3mm+ No. of outstanding accounts
Micro Finance  223% YoY growth	14,347 Gross advances (INRmm)	350K+ Accounts

YoY growth for gross advances

ADVANCES

¹ High margin lending products: Credit cards, Personal loans, MSME, CV/CE, Gold loans and Micro Finance

² Cards-in-Force represents active cards issued and outstanding

3 Distribution - A Multi Pronged Approach

Continuous investment in expanding Pan India footprint

Mar-21 Mar-23

Branches 1,272 1,355

Added 73 branches in FY23

LITE BRANCH
HEAVY DISTRIBUTION

Driven by alternate channels



Relationship Managers



Direct Sales Agents



Business Correspondents



Fintech arrangements

Magnify reach through alternate channels

DISTRIBUTION



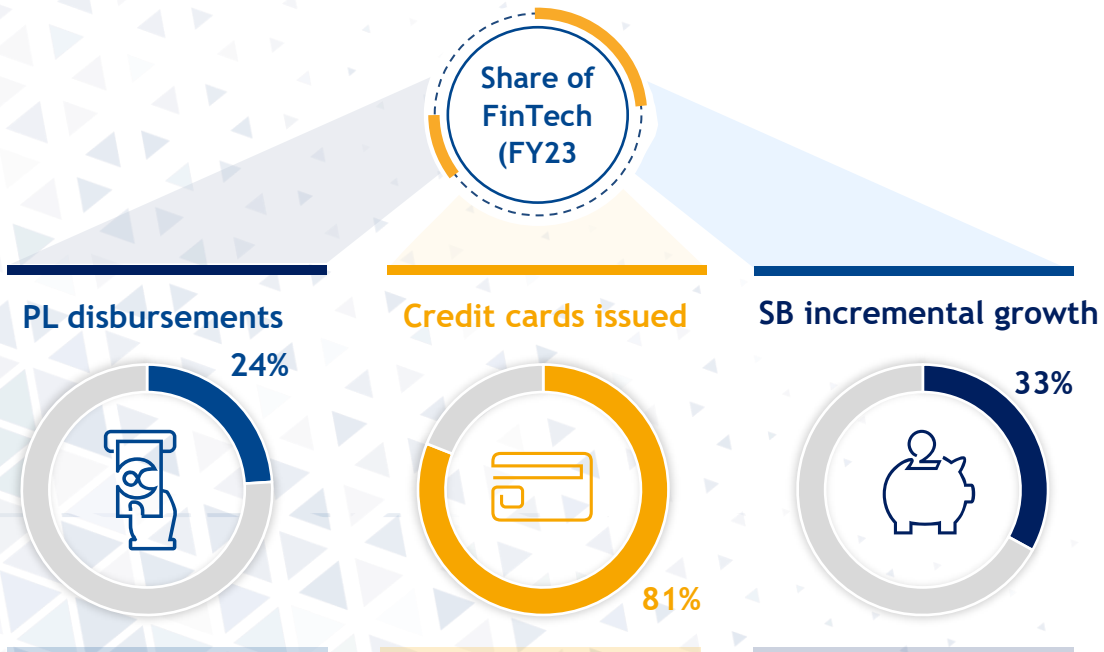
Attracting multiple Fintech arrangements...

... with key enablers in place...

- ✓ **Favourable structure:** Served through dedicated Business Unit
- ✓ **Strong Technology Stack:** Attracting multiple FinTech arrangements
- ✓ **Smooth onboarding:** Comprehensive and open

... driving business results

- ✓ **Contributors driving business growth**
 - Higher ROA through high margin lending products
 - Generating cross-sell opportunities
- ✓ **Product propositions attracting**
 - New To Banking and customers with credit history
 - Digitally native customers



DIGITAL AT THE FORE



HUMAN AT THE CORE

Digitization strategy

Implemented across...

... driving

Origination

Digital migration

Servicing

Digital transformation

Operations

Operational efficiency

Further enhanced and enriched through continuous innovation >>>

Mobile as POS

Multimode collection solution for merchants



Digital Assistant - Feddy

Resolving customer queries with efficiency

Digital access to a range of non-financial account services

Fed
e
Point

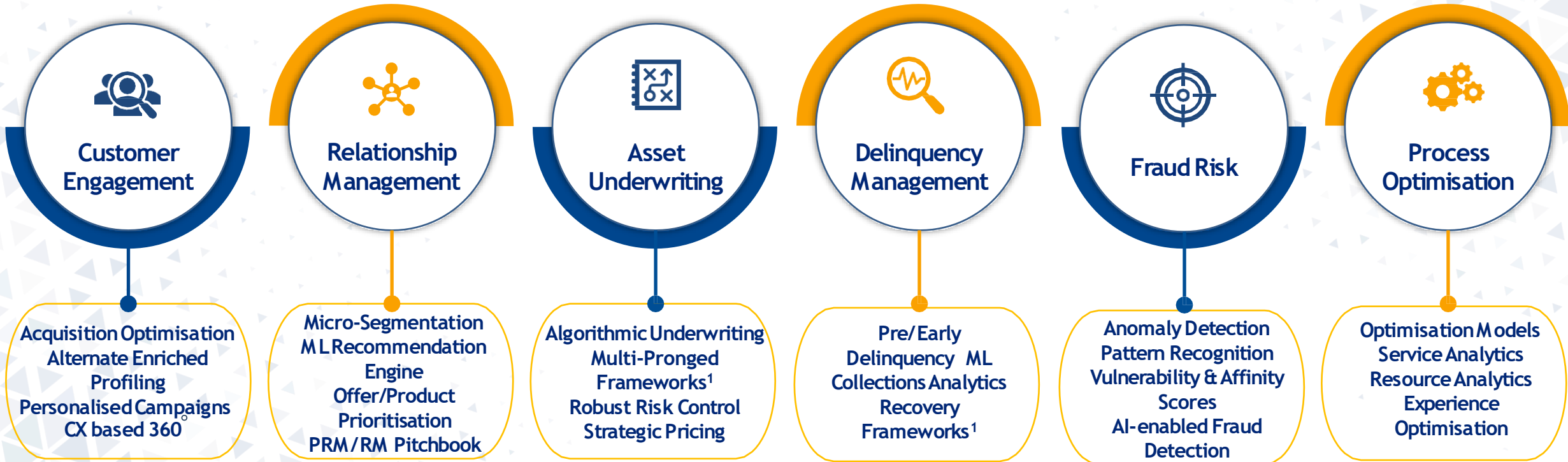
FINTECH DISTRIBUTION AND DIGITIZATION



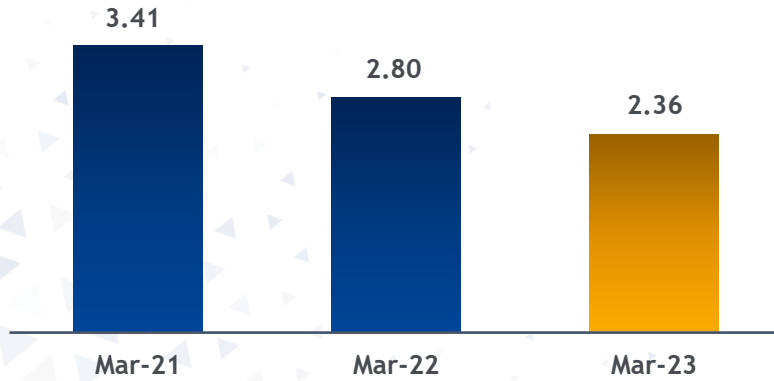
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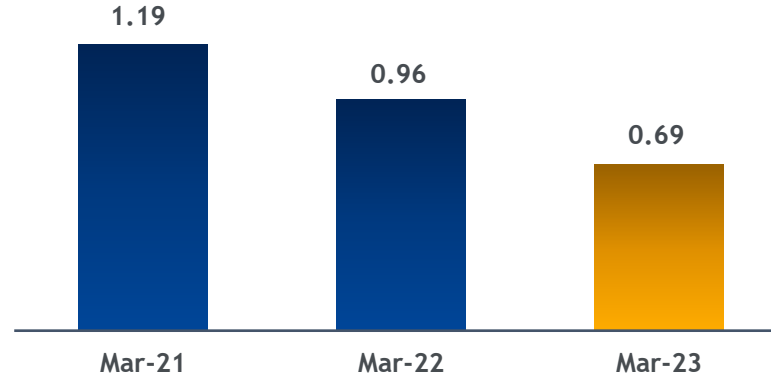
Empowering well-informed decisions across levels and functions

¹ Multi-Layered ML and Advanced Analytics Models

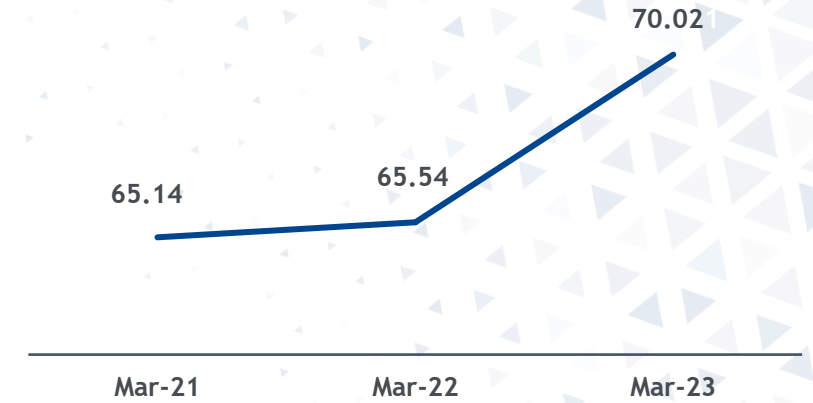
GNPA (%)



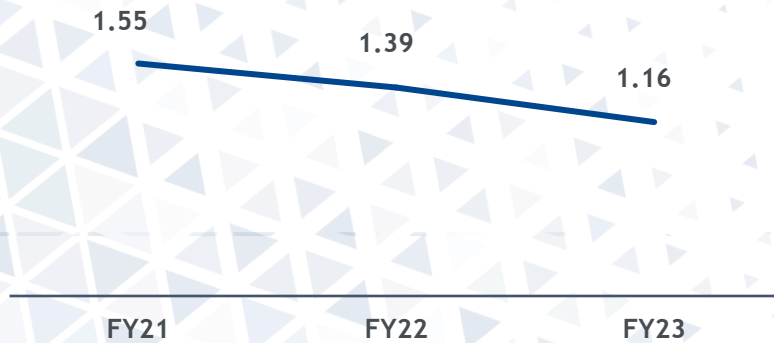
NNPA (%)



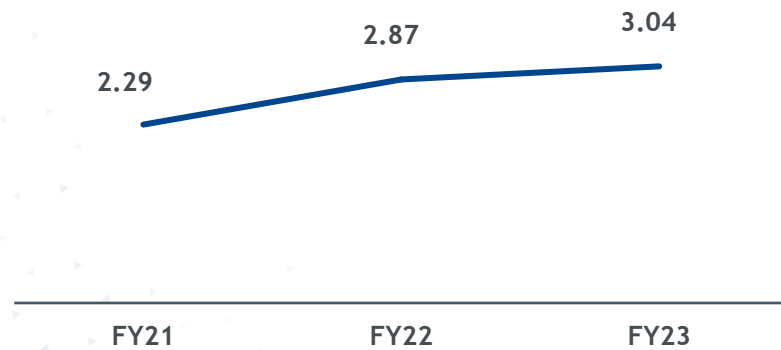
PCR (%)



Slippage Rate (%)



Risk Adjusted NIM (%)



Sourcing

Independence of origination and underwriting function

Underwriting

Multiple data points captured through credit bureau data and API stack

Monitoring

Tools to predict propensity to default & collection score of the borrowers

Recovery

Collection mechanism strengthened

Robust risk control framework

RISK MANAGEMENT



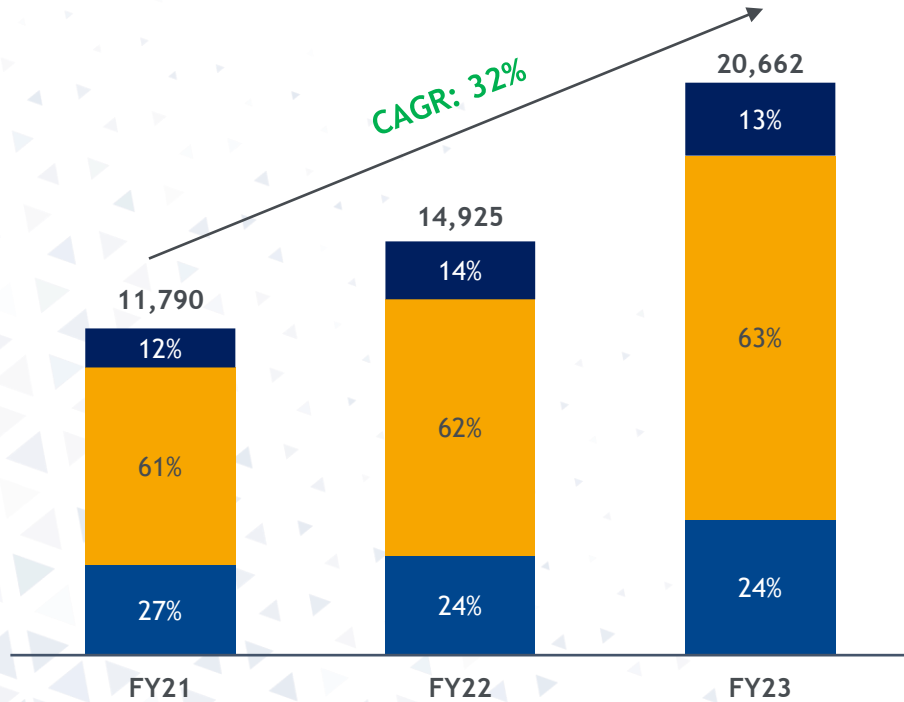
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5 Highly Granular Fee Income Franchise

Robust Traction in Fee Income

(Amounts in INRmm)



- Loan processing fee
- Exchanges, Commission, Brokerage & Other Fee income
- Net profit on Forex Transactions

Pillars of Fee Income Business



Selected items in para-banking¹

Bancassurance

“Driven by banca partnerships with various insurance companies

INR 1,132mm
(FY23 fee income)

33%

Wealth Management

“In collaboration with Equirus Capital

INR 190mm
(FY23 fee income)

92%

xx% YoY Growth in FY23

FEE INCOME



¹ Fee income from para-banking is a part of the Exchanges, Commission, Brokerage & Other Fee Income line

6 Group entities driving further value creation

Fedbank Financial Services Subsidiary



Scale: (42% YoY growth)
INR 79,997mm
Net Loans

PAT: (74% YoY growth)
INR 1,801mm
Net profit

Retail focused NBFC offering gold loans & instalment loans to MSMEs & ESEIs

73.2%



Federal Operations & Services (FedServ) Subsidiary

100%

Driving **efficiency**

Provides **operational** and **technology-oriented services** to the Bank



Subsidiaries & Associates

Ageas Federal Life Insurance Company Associate

Scale:
INR 9,114mm
NBP¹

Growth:
11.63%
FY23 NBP¹ YoY growth

Distributes products through a multi-channel network

26%



Equirus Capital Associate

19.8%

Provides IB, FI, insurance broking, institutional equities, portfolio & WM services

Scale:
INR 1,576mm
Revenue

PAT:
INR 219mm
Net profit



Based on IGAAP financials used for preparation of consolidated financials statement by Federal Bank

xx% Stake owned by Federal Bank

¹ IRDAI disclosure of New Business Statement of Life Insurers for the Period ended March 31, 2023
Note: Data for FY23 / as at Mar-23 unless specified otherwise; 'Mar' denotes data as of 31st March; 'FY' denotes data for the full year ended 31st March; MSMEs (Micro, Small and Medium Enterprises) and ESEI (Emerging Self-Employed Individuals)

SUBSIDIARIES / ASSOCIATES



7 Experienced management team...



Shyam Srinivasan
Managing Director & CEO
MD & CEO since 2010

12+



Ashutosh Khajuria
Chief Mentor & Officer on Special Duty
Part of Federal Bank since 2011 and has served as the Executive Director and CFO

11+



Shalini Warriar
Executive Director
Joined Federal Bank as the COO in 2015 and is currently serving as the Executive Director and Business Head - Retail banking

7+



Harsh Dugar
Group President & Country Head- Wholesale Banking
Experience in Wholesale Banking across various geographies

6+



Venkatraman Venkateswaran
Group President & CFO
Experience in Financial Compliance, & Operations

2+



Ajith Kumar K K
President & Chief Human Resources Officer
Seasoned banker with experience spanning across various facets of banking

35+



Sunil Kumar K N
Senior Vice President & Chief Compliance Officer
Experience in Regulatory and Compliance functions

3+



Damodaran C
Senior Vice President & Chief Risk Officer
Experience in Banking operations and Risk Management

24+



Pitchai Mahalingam
Senior Vice President & Internal Auditor
Experience in Transaction Banking and Corporate digital banking

5+

xx Number of years in Federal Bank

MANAGEMENT TEAM



Strong & Diverse Board

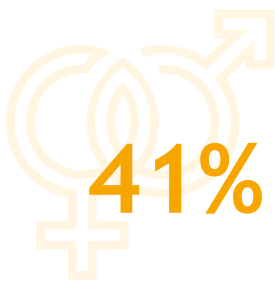


10 Total Board Members

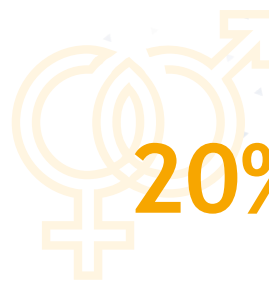


80% Independent Directors

Focus on Gender diversity



41% Women Representation in workforce



20% Women Representation in the Board

ESG

Investor Recognition



Green Equity Investment by International Finance Corporation

Employee Recognition



Great Place to Work- Only Indian Bank to feature in 70 Best Large Workplaces in Asia - 2022

Governance Structure



Dedicated E&S committee chaired by MD & CEO to track the ESG strategies & actions

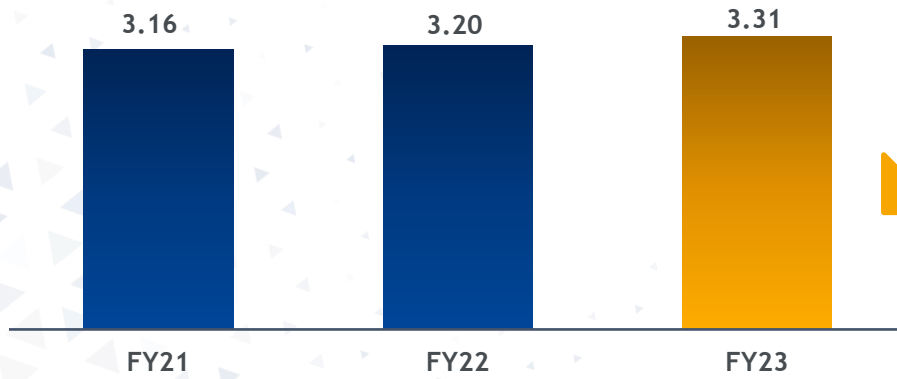
GOVERNANCE



Strong financial track record

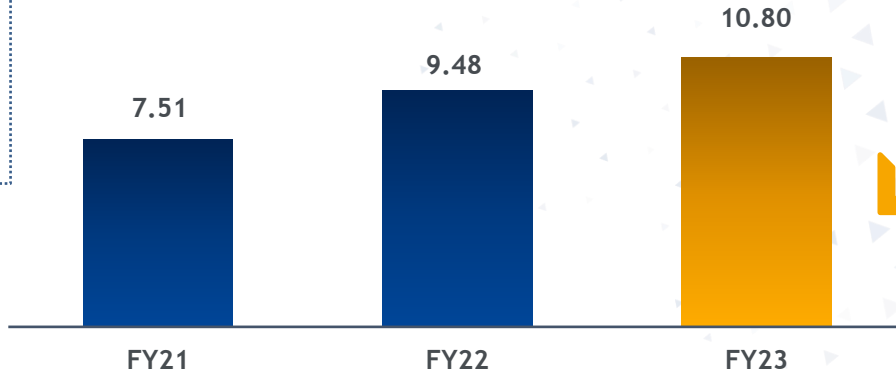
NIM expansion, growing fee income, efficiency gains and reducing credit costs...

NIM (%)



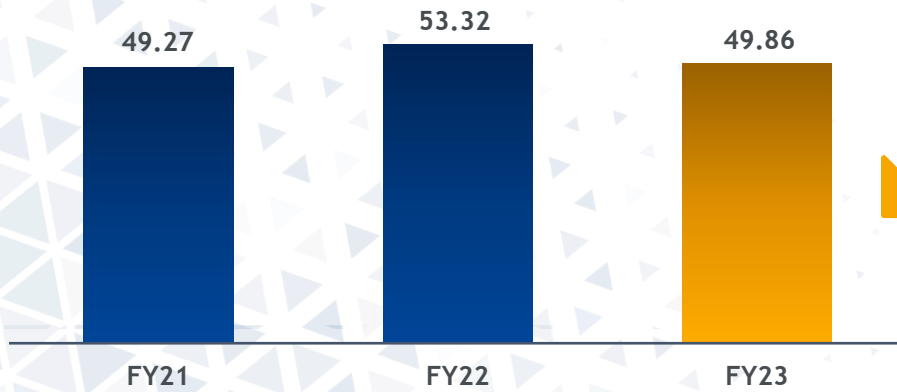
“ Driven by pivot to high margin lending products while retaining the momentum in liability franchise

Fee Income (% of total income)



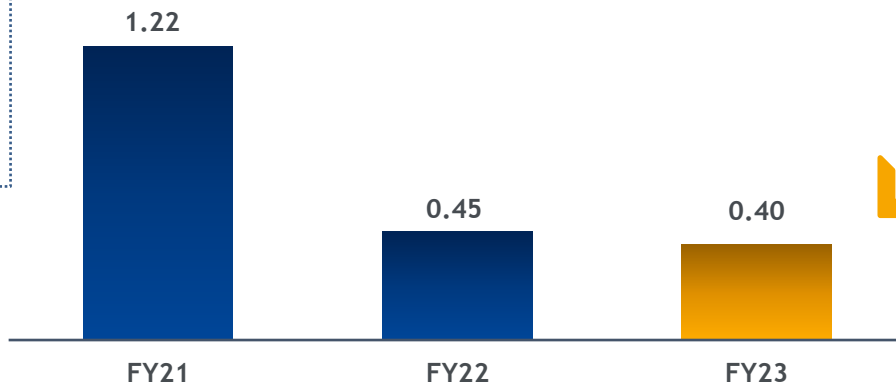
“ Growth achieved while adding granularity to the fee income pool

Cost to Income ratio (%)



“ Digitization and operating leverage coming into play

Credit costs (%)



“ Decline in slippages coupled with increase in collection efficiencies and recoveries

FINANCIAL SNAPSHOT



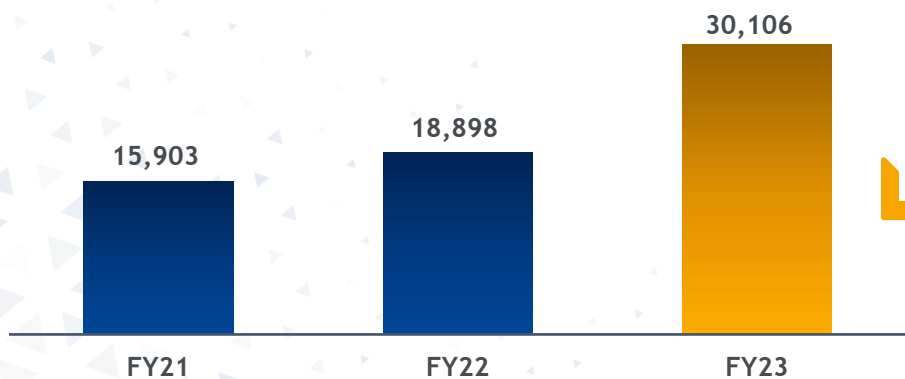
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Strong financial track record (cont'd)

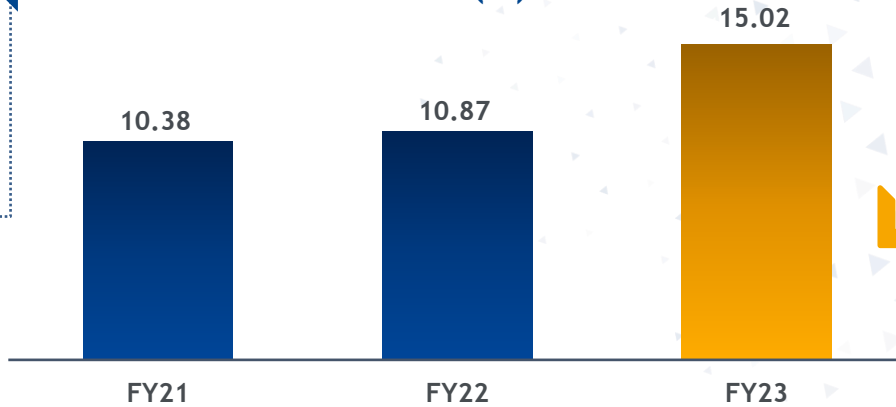
... resulting in increase in net profit and return ratios coupled with prudent use of capital

Profit after tax (INRmm)



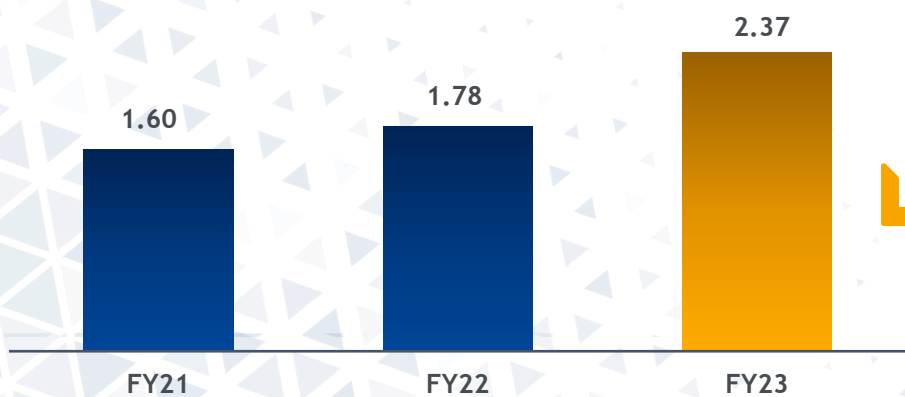
“ Net profit in FY23 crossing INR 30,000mm growing at a CAGR of 38% since FY21

RoE (%)



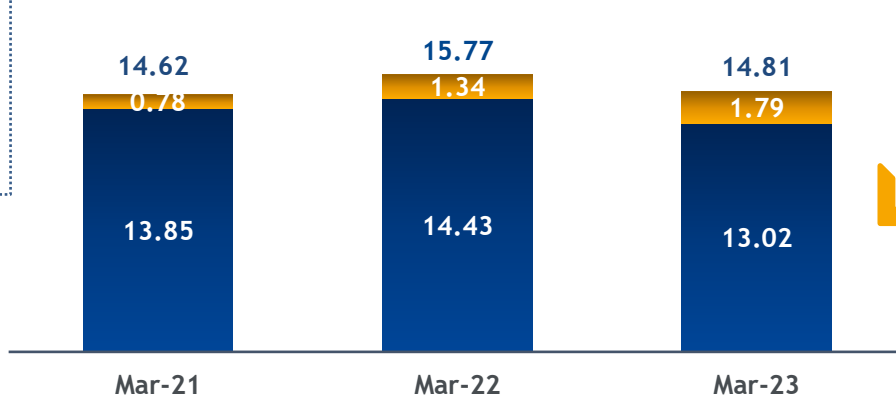
“ 464 bps increase in RoE since FY21

RoRWA (%)



“ Profitability expansion achieved on a risk adjusted basis

Capital adequacy ratio (%)



“ Maintained prudent use of capital for driving growth

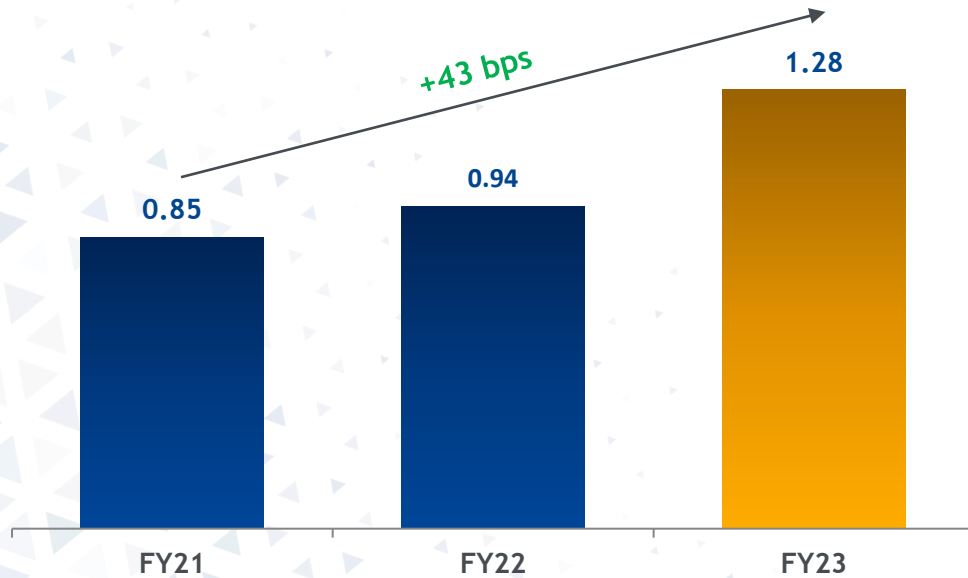
■ CET1 / Tier I Capital ■ Tier II Capital

FINANCIAL SNAPSHOT



Multiple levers in place for **ROA expansion**

RoA (%)



- Highest in the past 3 years

Key Levers for RoA Expansion



Consistent growth in advances and deposits



Enhance yields with focus on high margin lending products



Increase fee income and cross-selling by leveraging data



Improve efficiency with lite branch heavy distribution model



Maintain asset quality with prudent risk framework

Enhancing Returns while growing business size

PROFITABILITY



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Appendix



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Financials - Balance Sheet

Data on a standalone basis

Particulars (All amounts in INRmm)	Mar-21	Mar-22	Mar-23	CAGR (21 -23)
CAPITAL AND LIABILITIES				
Capital	3,992	4,205	4,232	3%
Reserves and Surplus	157,252	183,733	210,830	16%
Deposits	1,726,445	1,817,006	2,133,860	11%
Borrowings	90,685	153,931	193,193	46%
Other Liabilities and Provisions	35,300	50,588	61,303	32%
Total	2,013,674	2,209,463	2,603,418	14%
ASSETS				
Cash and Balances with Reserve Bank of India	76,470	160,493	125,909	28%
Balance with Banks & Money at Call & Short Notice	119,444	49,611	50,978	(35%)
Investments	371,862	391,795	489,833	15%
Advances	1,318,786	1,449,283	1,744,469	15%
Fixed Assets	4,911	6,339	9,340	38%
Other Assets	122,201	151,942	182,889	22%
Total	2,013,674	2,209,463	2,603,418	14%

FINANCIALS



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Financials - Income statement

Data on a standalone basis

Particulars (All amounts in INRmm)	FY21	FY22	FY23	CAGR (21-23)
Interest Income	137,579	136,608	168,036	11%
Interest Expenses	82,242	76,988	95,715	8%
Net Interest Income	55,337	59,620	72,321	14%
Other Income	19,587	20,891	23,300	9%
Operating Expenses	36,917	42,932	47,677	14%
Total Income	157,166	157,499	191,336	10%
Total Expense	119,159	119,920	143,392	10%
Operating Profit	38,007	37,579	47,944	12%
Provisions (inc. tax)	22,104	18,681	17,838	(10%)
Net Profit	15,903	18,898	30,106	38%

FINANCIALS



Term	Description
AGRI	Agriculture Loans
AI	Artificial Intelligence
APIs	Application Programming Interface
BaaP	Bus as a Platform
BCs	Business Correspondents
BuB	Business Banking
BYOM	Be Your Own Master digital app
CASA	Current accounts & Savings accounts
CIB	Corporate & Institutional Banking
CoB	Commercial Banking
CPI	Consumer Price Index
CV / CE	Commercial Vehicle / Construction Equipment

Term	Description
DSA	Direct Sales Agents
ESG	Environmental, Social, and Governance
GDP	Gross Domestic Product
GNPA	Gross Non-Performing Assets
LAP	Loan Against Property
LBHD	Lite Branch Heavy Distribution
MFI	Micro Finance
MSME	Micro, Small & Medium Enterprises
NBP	New Business Premium
NIM	Net Interest Margin
NNPA	Net Non-Performing Assets
NPS	Net Promoter Score

Term	Description
NR	Non-resident
OEMs	Original Equipment Manufacturers
PCR	Provision Coverage Ratio
PL	Personal Loans
PSL	Priority Sector Lending
RMs	Relationship Managers
RoA	Return on Assets
RoE	Return on Equity
RoRWA	Return on Risk-Weighted Assets
RPA	Robotic Process Automation
SB	Savings Bank Account
TD	Term Deposits



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