

YBL/CS/2023-24/039

Date: June 11, 2023

<b>National Stock Exchange of India Limited</b>	<b>BSE Limited</b>
Exchange Plaza, Plot no. C/1, G Block, Bandra - Kurla Complex Bandra (E), Mumbai - 400 051 Tel.: 2659 8235/36 8458	Corporate Relations Department P.J. Towers, Dalal Street Mumbai - 400 001 Tel.: 2272 8013/15/58/8307
<b>NSE Symbol: YESBANK</b>	<b>BSE Scrip Code: 532648</b>

Dear Sir / Madam,

**Sub.: Submission of Investor Presentation**

**Ref.: Reg. 30 and other applicable provisions of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

Please find attached the copy of Investor Presentation.

We request you to take above on your record and disseminate to all concerned.

Thanking you,

Yours faithfully

For **YES BANK LIMITED**

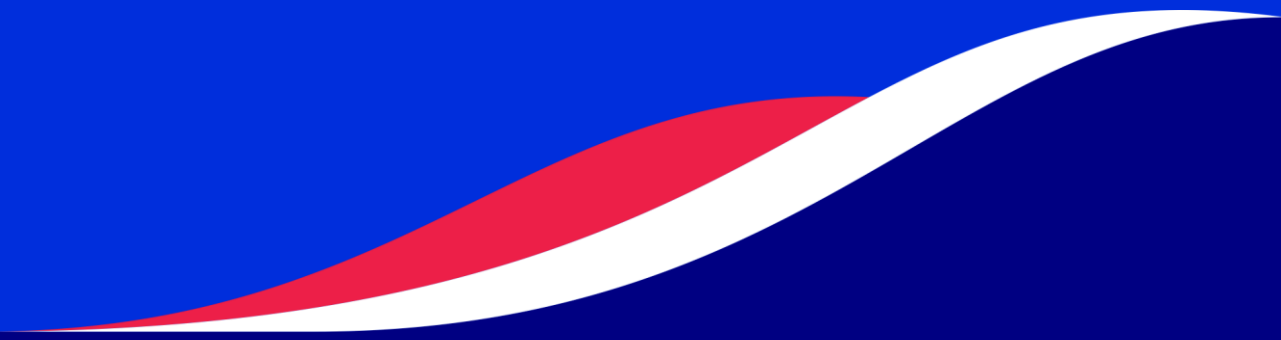
**Shivanand R. Shettigar**  
Company Secretary

Encl: A/a



# YES BANK – Investor Presentation

June 2023



# Contents



## YES BANK of Today

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YES BANK Franchise

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*ESG Led Responsible Banking*

*New Age Digital Platform*

*Universal Bank – One Bank For All Needs*

*Governance and Senior Management Team*

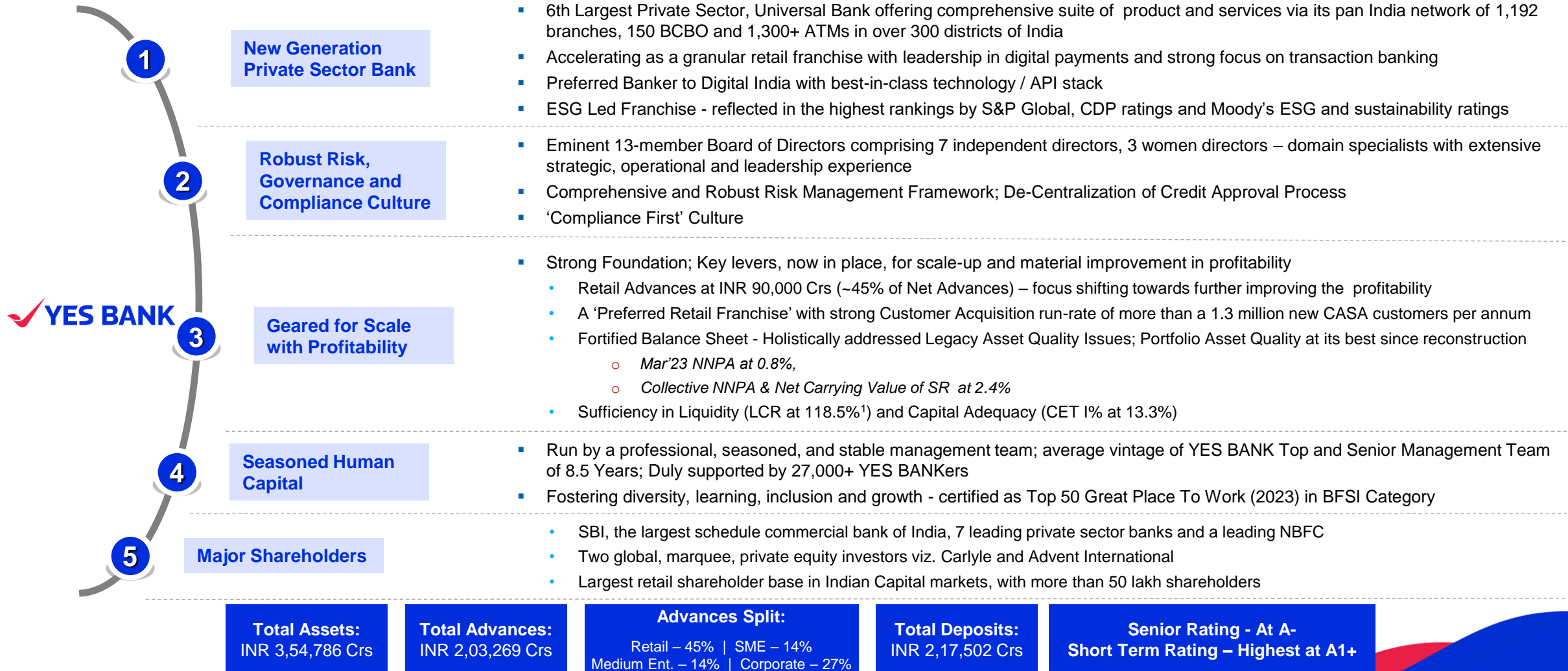
*Shareholding*

Financials

30-43



# New Generation, Professionally Run, Private Sector Bank with a Scalable Platform



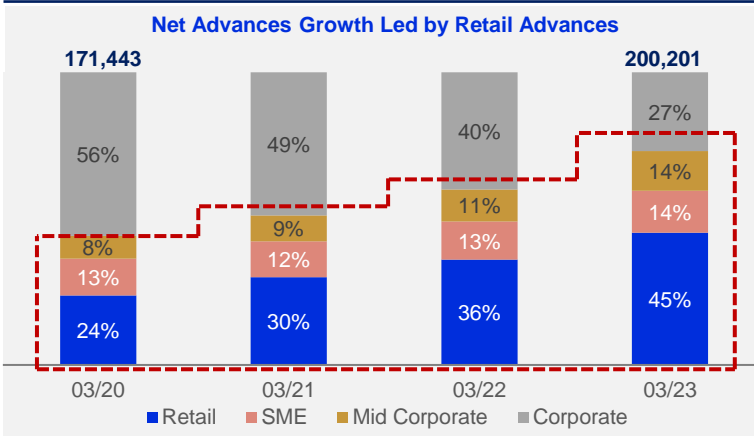
1. Average for the quarter- Q4FY23

# Strategic Shift towards a Granular Franchise



All figures in INR Crs

## 1 Strong 2.2x growth in Retail Advances between Mar'20 to Mar'23 | Retail, SME and Mid-Corporate Segment Advances at ~INR 146,215 Crore and at ~73% of Net Advances



**Retail Advances - Growth and Change in Mix**

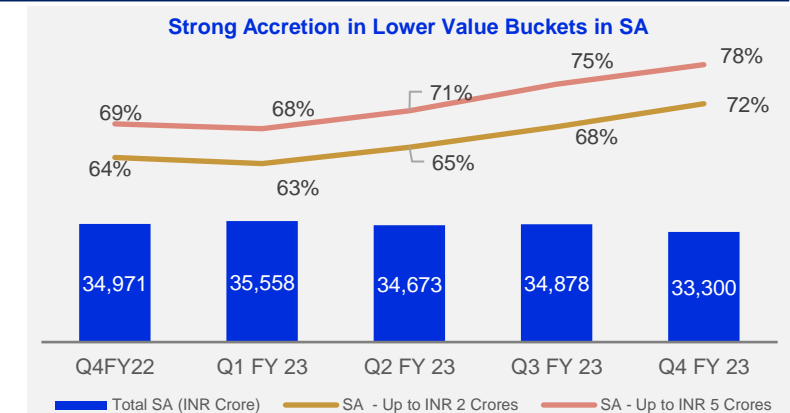
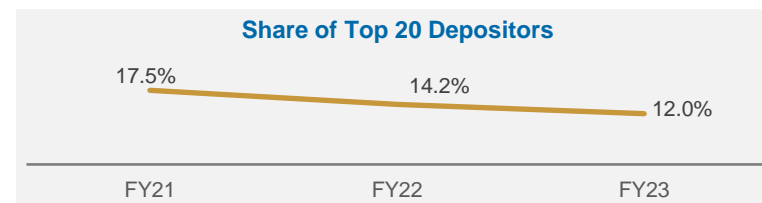
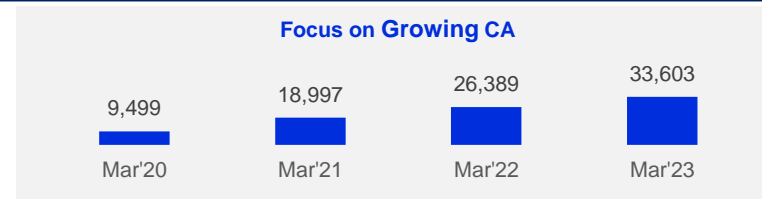
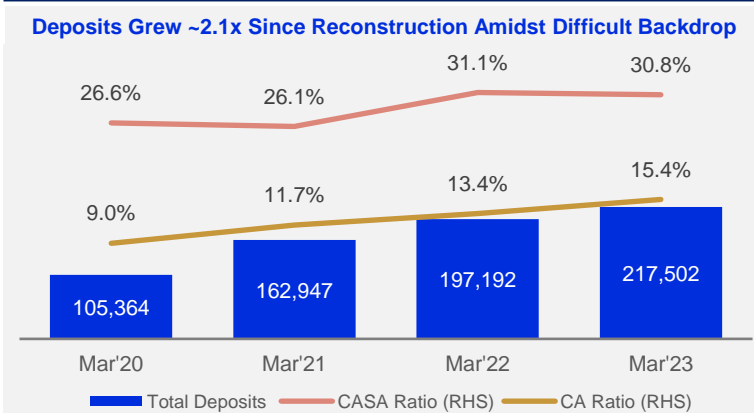
INR Crores	Mar'20	Mar'23	Growth
Retail Advances	40,755	<b>90,477</b>	<b>2.2X</b>
Share in Total Advances	24%	<b>45%</b>	<b>1.9X</b>

**Diversified Retail Advances Book**

Strong Growth Engines	Growth (Mar'23 / Mar'20)	Mix (Mar'23) <sup>1</sup>	Avg. ticket size
Mortgage Loan	2.1x	33%	0.35-0.40
Auto Loan	1.7x	18%	0.09-0.10
Consumer Loan	2.8x	23%	0.05-0.06
Commercial Loans	1.7x	23%	0.25-0.30

<sup>1</sup> Residual consists of Inorganic

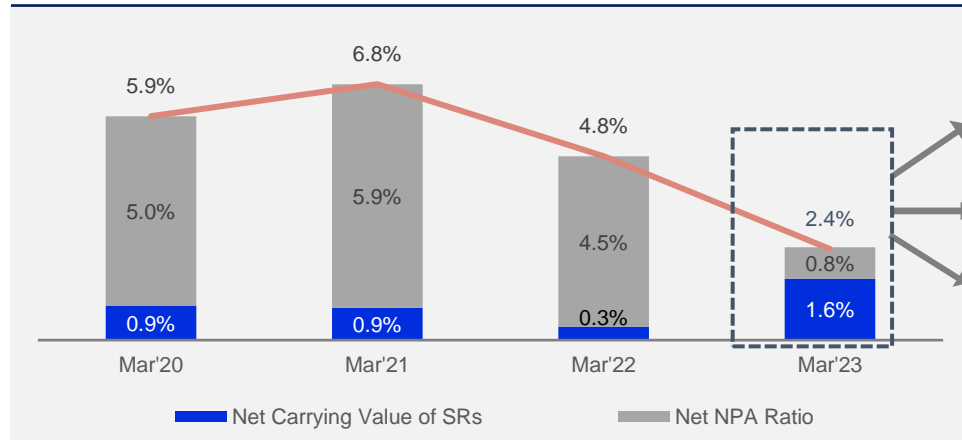
## 2 Steady Granular Deposit Accretion – Higher Focus on CA and Improving SA Granularity | Reducing Share of Top 20 Depositors



# Fortified Balance Sheet - Marked Improvement in Asset Quality

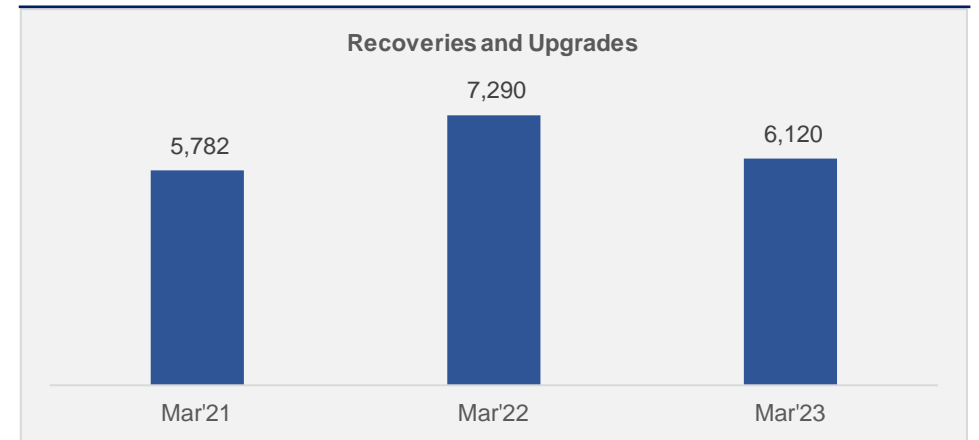
All figures in INR Crs

**1** Both i) Net NPA and ii) Net NPA + Net carrying Value of SRs, consistently trending lower

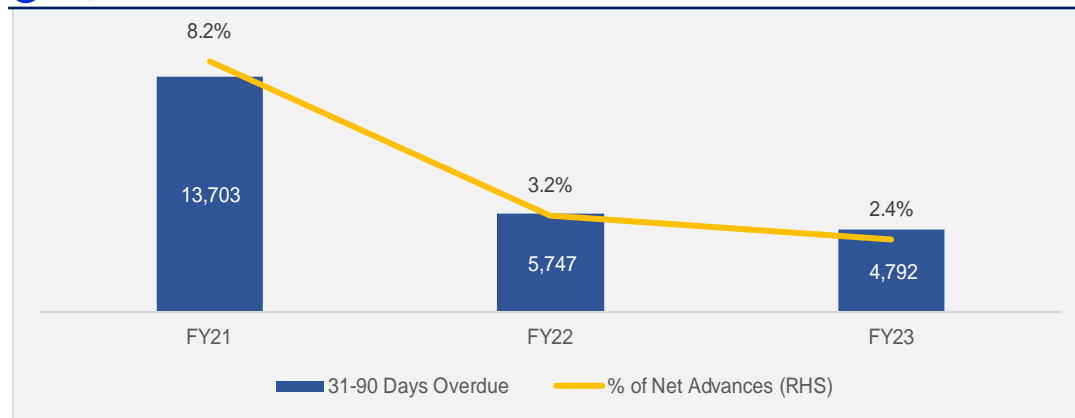


Pro-forma Incremental Ageing Related Provisioning <sup>1</sup>	
In FY24E	~0.8%
In FY25E	~1.0%
In FY26E	~0.4%

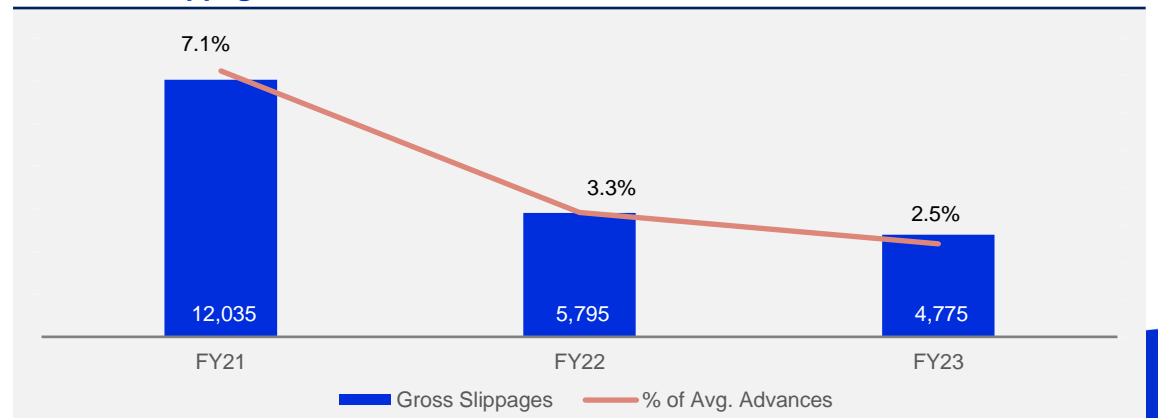
**2** Strong Past Trend of Recoveries & Upgrades of INR ~20,000 Crores since Reconstruction (INR Crores)



**3** Significant Improvement in all 31-90 Days Overdue Loans (INR Crores)



**4** Gross Slippages continues to trend lower

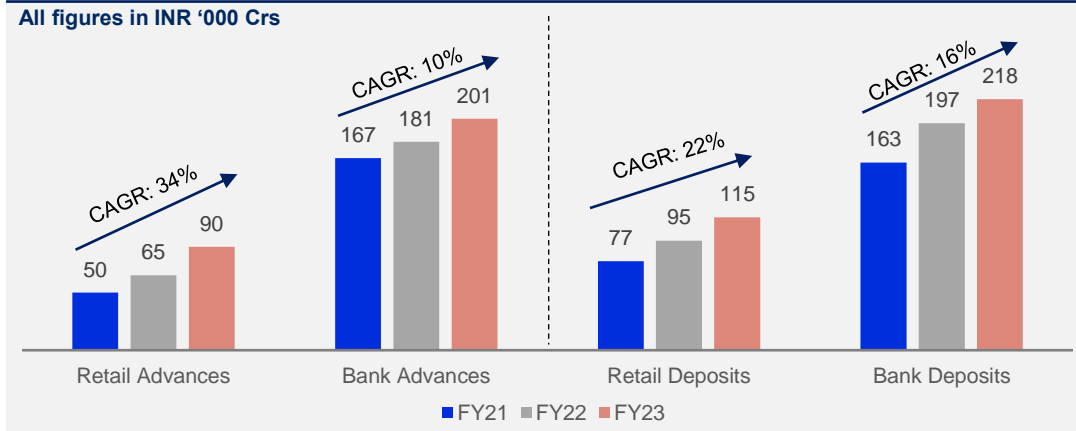


1. Any recoveries / upgrades in the interim will lower the aforesaid ageing related impact on credit cost; balance ageing provisions spill over beyond FY26

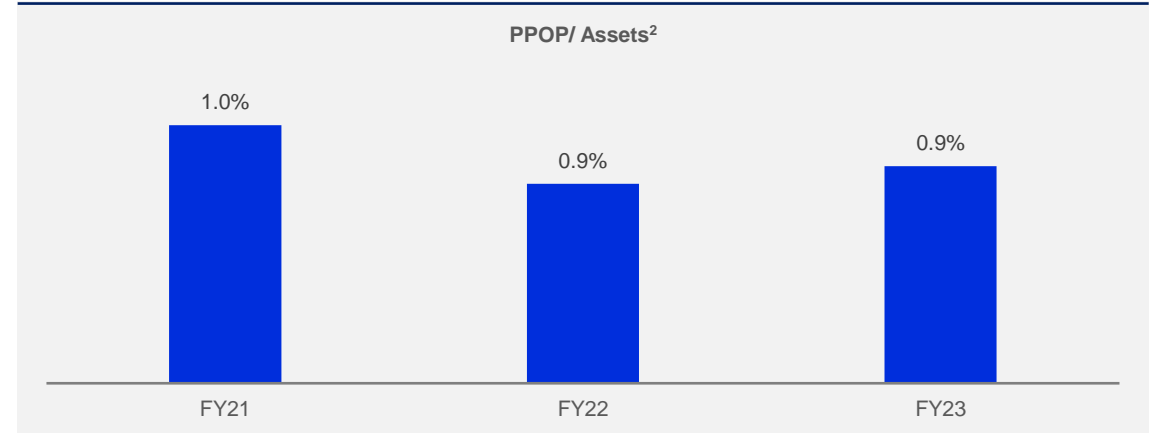
# Protected PPOP/ Assets during the strategic shift towards Granular Franchise through Efficiency Gains



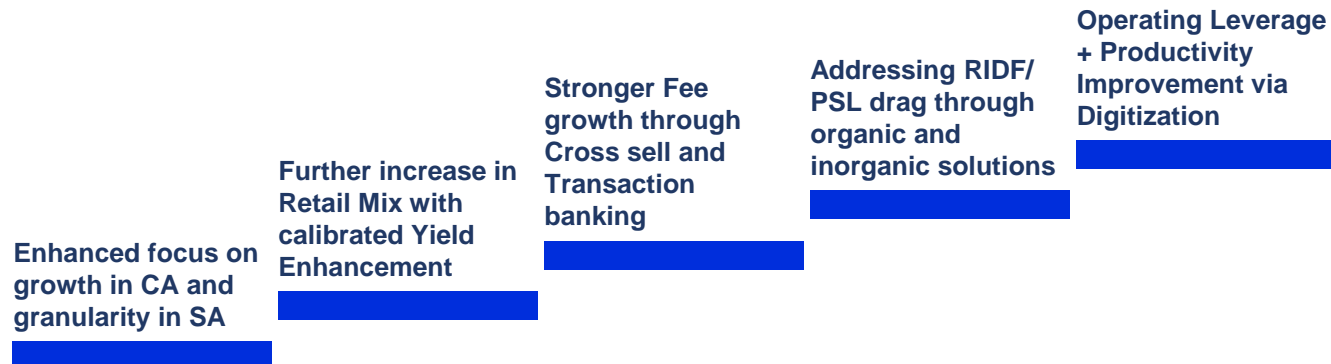
1 Significant investments into the Retail franchise over past few years in order to organically build a sustainable franchise that delivers profitable growth<sup>1</sup>



2 Efficiency gains in the Retail franchise has aided this strategic shift in mix- resulting in stable PPOP/ Assets



## Strategic levers to further improve core Operating Profitability through disciplined execution



<sup>1</sup> Based on Internal Business Segmentation and may not match with regulatory definitions

<sup>2</sup> Normalised PPOP excluding Interest Recoveries from NPA in NII and realised/ unrealised gain on Investments in Non-Interest Income; for FY21 PPOP incorporates accounting changes made in Q2 FY22 to align with the RBI Circular dated August 30, 2021 and other one-offs during the year

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YES BANK of Today

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## **YES BANK Franchise**

**8-28**

**ESG Led Responsible Banking**

**New Age Digital Platform**

**Universal Bank – One Bank For All Needs**

**Governance and Senior Management Team**

**Shareholding**

Financials

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# Responsible franchise committed to a purposeful ESG agenda



## Key Highlights

**First Bank globally with an ISO 14001:2015 certified Environmental Management System covering 832 facilities**

**First Indian Bank to measure and report financed emissions** of its electricity generation loan exposure and develop targets to align with SBTi well-below 2°C 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

**Mobilized green and social finance** towards renewable energy, electric vehicles, SMEs, rural farmers and women entrepreneurs



- 1 Addressing Climate & ESG Risk**  
 Instituted an Environment and Social Risk Management System (ESMS) to integrate 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**  
 Board – level CSR and ESG committee; Executive – level Sustainability Council led by MD &CEO  
 ESG-linked KPIs for Top Management  
 Enhanced sustainability disclosures aligned to GRI and 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

# Digital & Transaction Banking:

*Sustainable & Granular Revenues through Digital Payments, Trade Finance & Cash Management*



Digital Payments | Trade Finance | Cash Management | Capital Markets | Custody | Bullion & Currency | Remittances | Supply Chain

## Strengthening Franchise

**93%** growth in TBG\* Managed CA, **22%** growth in Trade NFB and **63%** growth in Digital & Transaction Banking Fees in **last 3 years**

**9x** growth in UPI, **8X** growth in IMPS, **2.5x** growth in AePS, **16x** growth in BBPS in last 3 years

**95% of our Corporate CASA** is embedded with Digital & Transaction Banking Product & Solutions

**2+ PPI\*** in Corporates covers **82% CA**, **97% CMS Thruput**, **95% Trade FB\***, **88% Trade NFB\*** & **96% EXIM\*** flows

TBG led FX income has increased by **75%** in last 3 years

**70%** of all Lending Clients have **2+ TBG & DB Product Embedment**

## Product Leadership

Corporate Cash Management Thruput has grown by **3x** in last 3 years

**28x** in YesMoney, **3x** in YesOnline and **4x** in IRIS –YesMobile growth in Transaction Value in last 3 years

Corporate Trade Non-Fund & Fund Book has increased by **27%** and Supply Chain Book increased by **54%** in last 3 years

**98% of our Cash Management** thrupt comes from **Digital modes** **Digital Smart Trade Platform** platform saw 20% YoY growth by volume

**Market Leadership – YBL processes 1 in 3 Digital Payment transaction in India**  
**UPI - 40% Rank #1 | NEFT - 18% Rank #1 | IMPS -11% | NACH – 6% | AePS – 21%**

## Superior Service

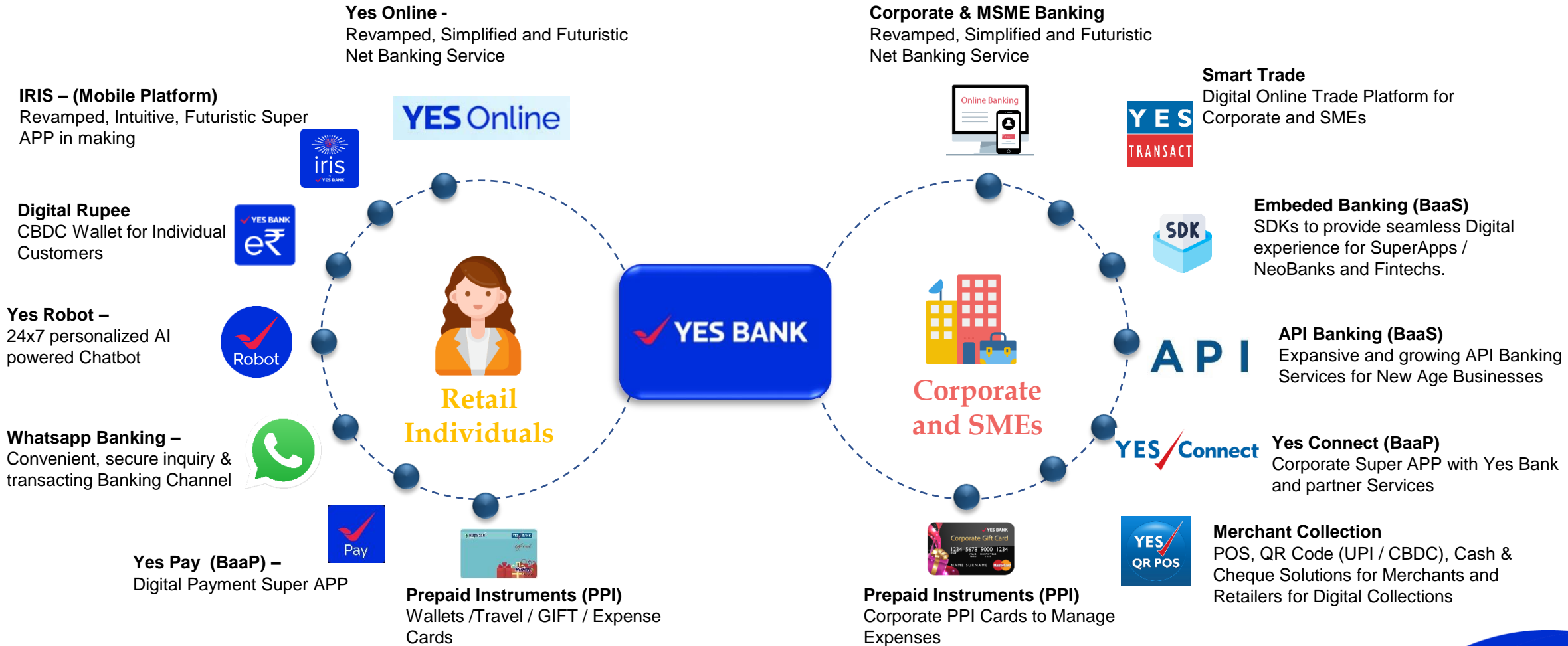
~100,000 client queries addressed successfully by our Corporate Client Management team

**90% of our Corporate CASA** clients is covered by dedicated Service Team, with query resolution at **93% First Time Right with 92% TAT adherence**

TBG -Corporate Client Mgmt. (CCM) unit is now **ISO 9001: 2015 Certified**

# Curated & Expansive Digital Offerings

## Enriched customer experience across all customer segments



# Enriched customer experience – IRIS SuperAPP for Retail Customers

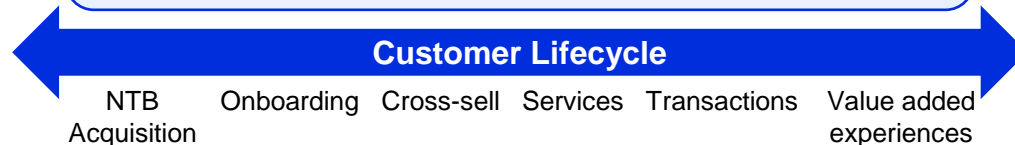
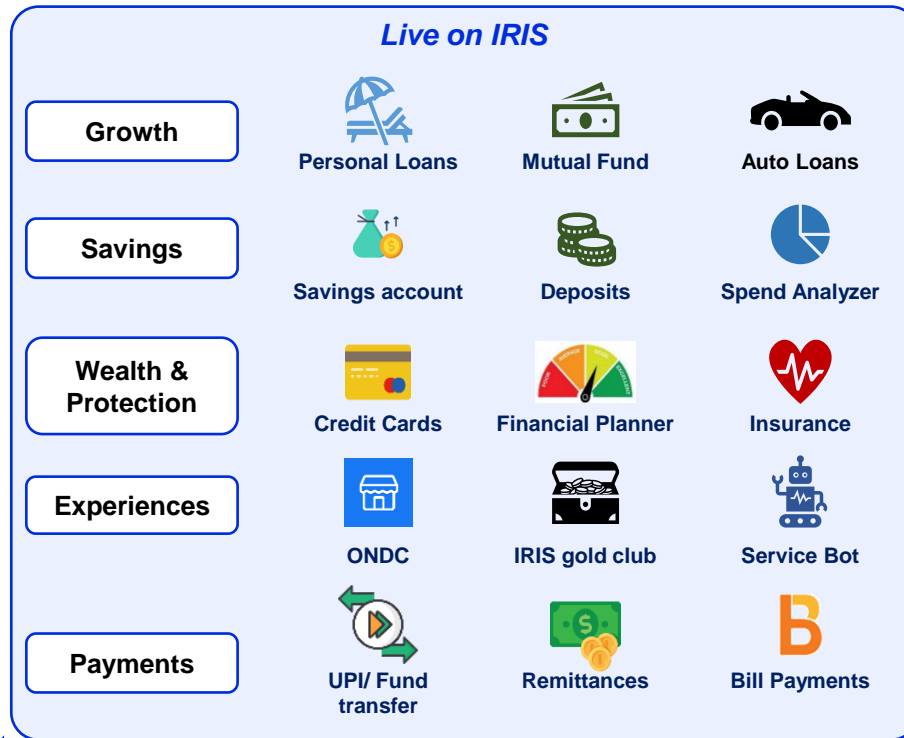


- IRIS is a cloud native API-led mobile platform offering banking on fingertips across customer lifecycle
- Leveraging 30% mobile native consumers + Digital India stack to build a highly scalable and low C2I digital business model

## Key Differentiators

- India's first banking app built on co-creation
- Simple & intuitive design
- Significantly enhanced and superior banking experience with acquisition & onboarding journeys
- Complete customer lifecycle with hyper-personalized financial experiences

## Products & Features Snapshot



## Promising green shoots in CUG – To be launched soon

1.2 lac active users within 4 few months of CUG launch (78% of required base)



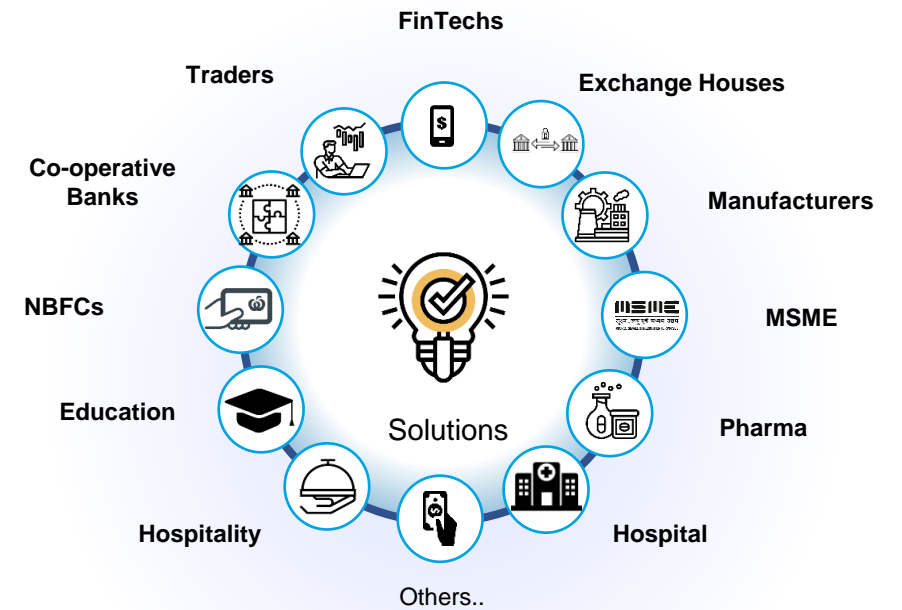
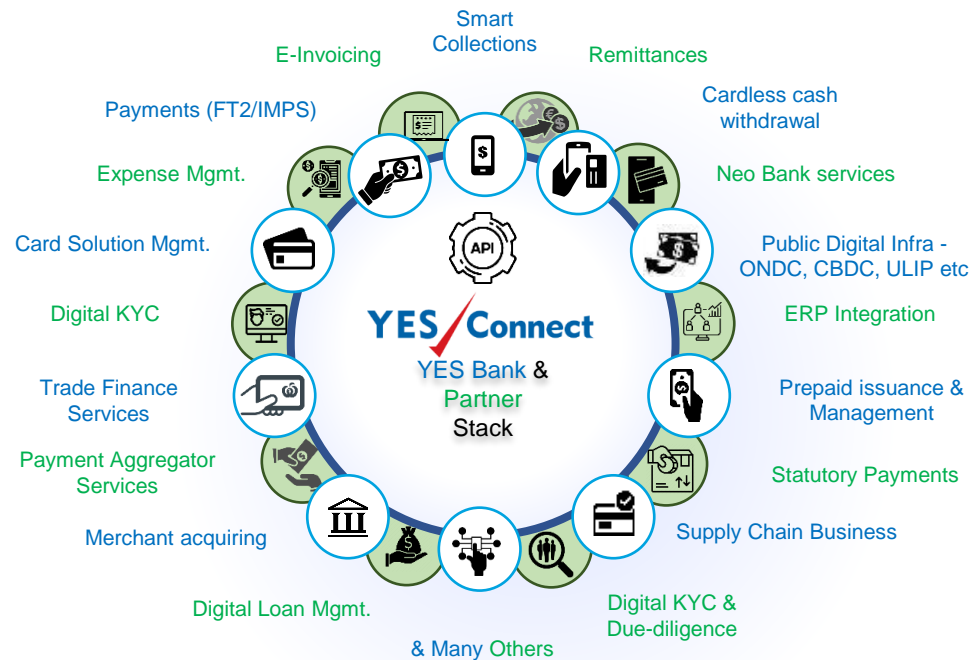
Targeting 30% of new digital acquisition of the bank

# Enriched customer experience – YES Connect Super App for Businesses



API'fication of our Marketplace model  
(YES Bank + Partner Offerings)

Sachetization of Solutions across Industry Segments

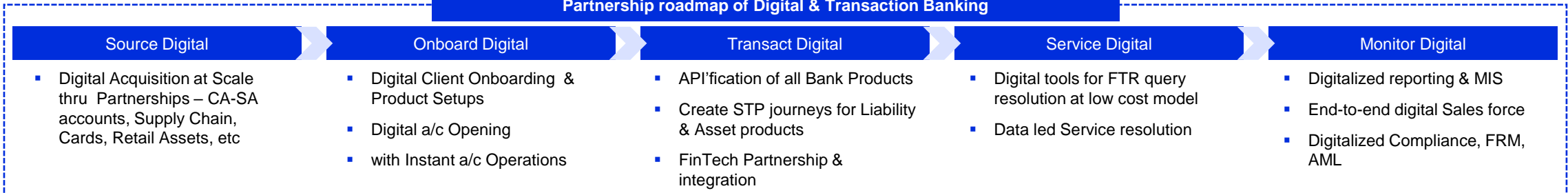


# Embedded (Connected) Banking

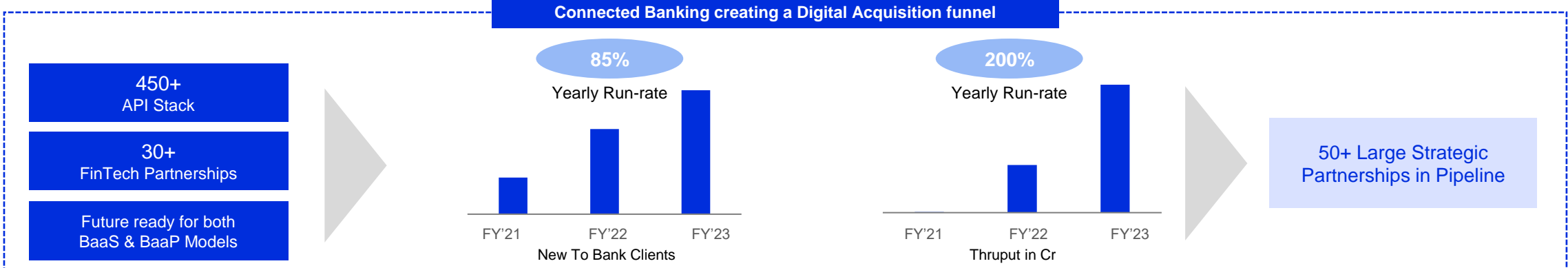
Digitizing client journeys and creating inorganic client acquisition funnel thru Fintech partnerships



## Partnership roadmap of Digital & Transaction Banking



## Connected Banking creating a Digital Acquisition funnel



## Quantum Force Multiplier for Inorganic Client Acquisition across...





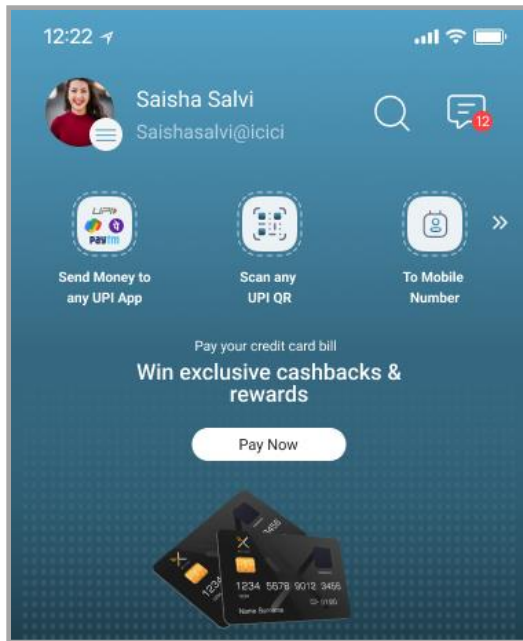
# Yes Pay

Open Market “Payments Super App” for Retail individual & merchants

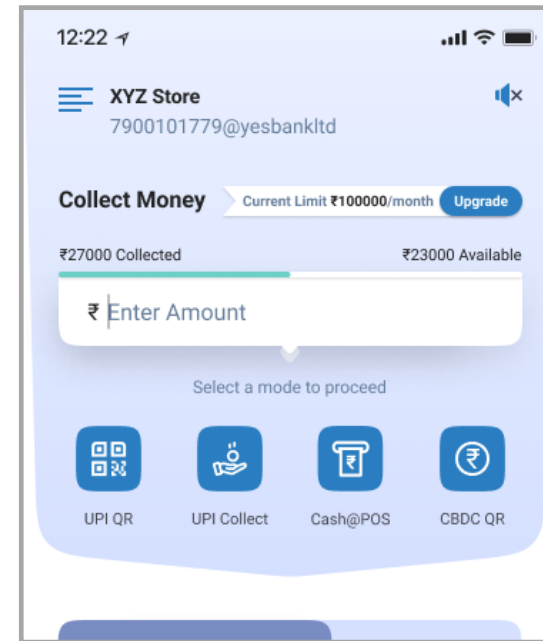
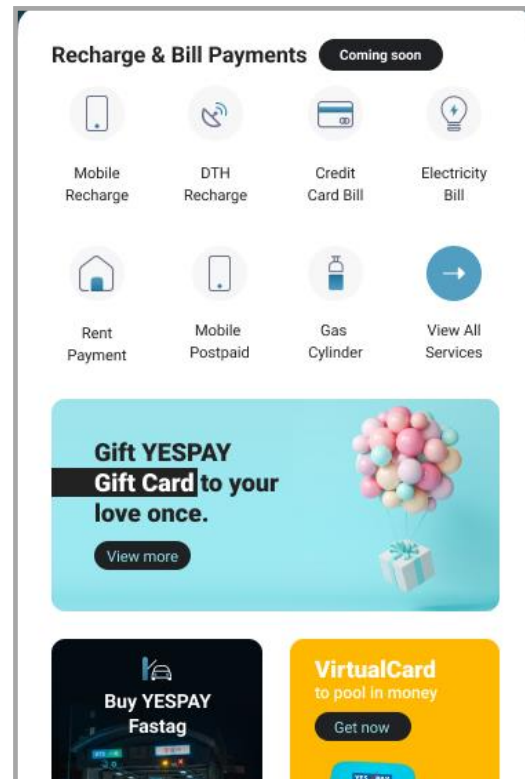


## Yes Pay Biz | Yes Pay Lite | Yes Pay Next

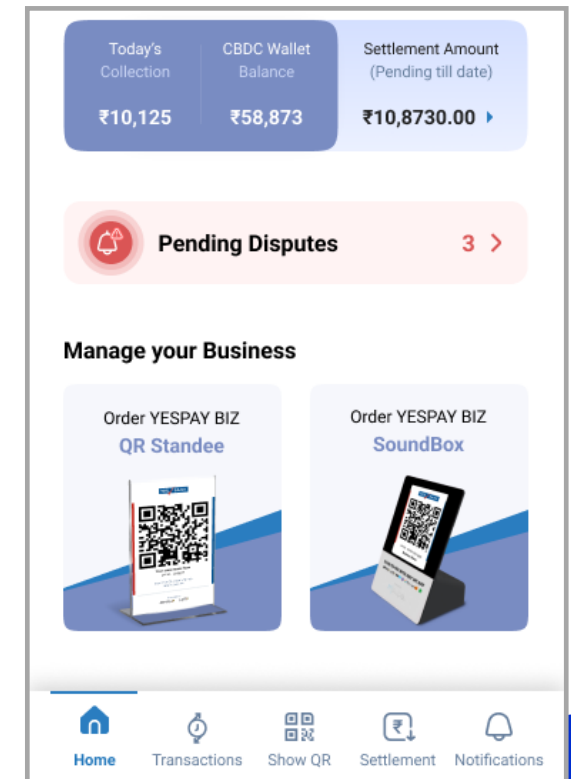
One-stop mobile applications to seamlessly manage all domestic payment (Wallets, UPI, Bills, Digital Card & POS, Transit



Yes Pay Next  
For Individual Customers



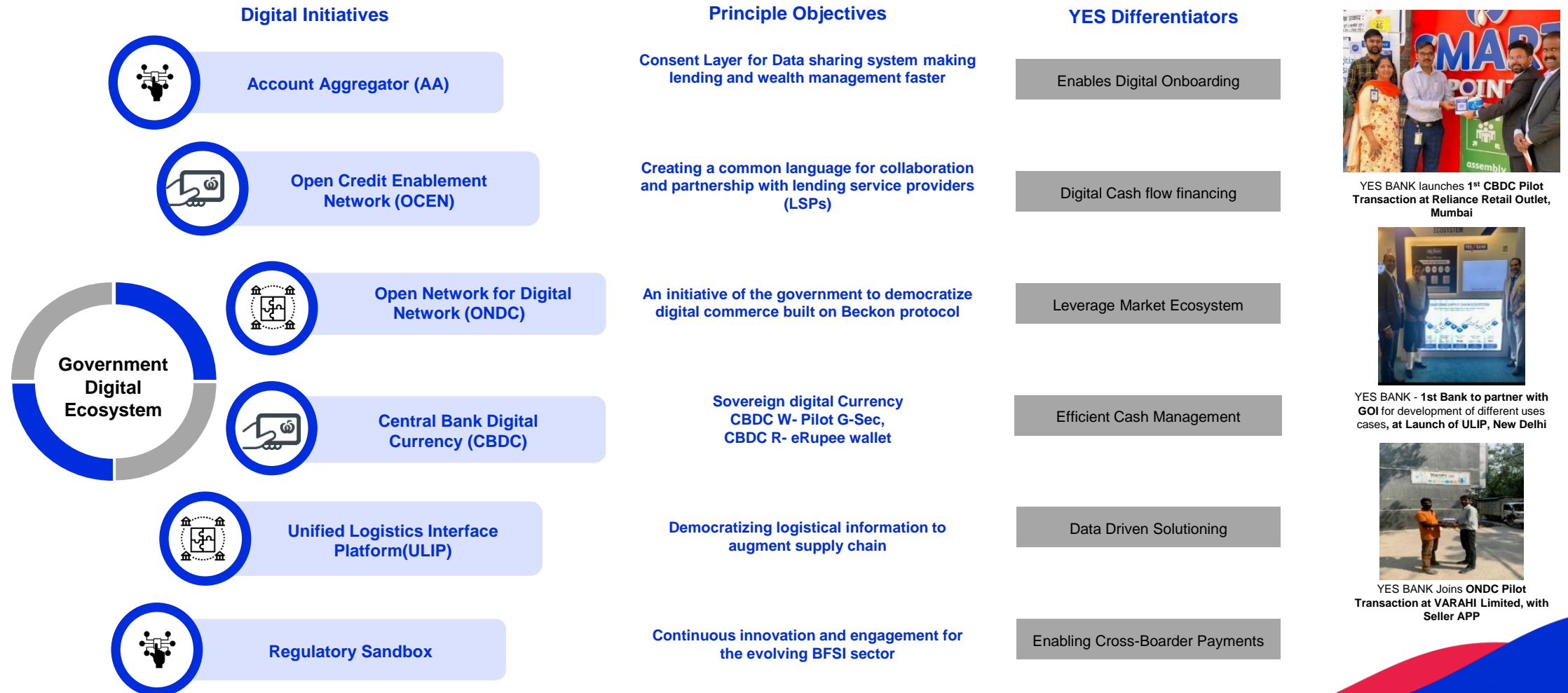
Yes Pay Biz  
For Retailers



Creating a curated database & funnel for targeted NTB client acquisition

# Pioneer in leveraging Public Digital Infrastructure

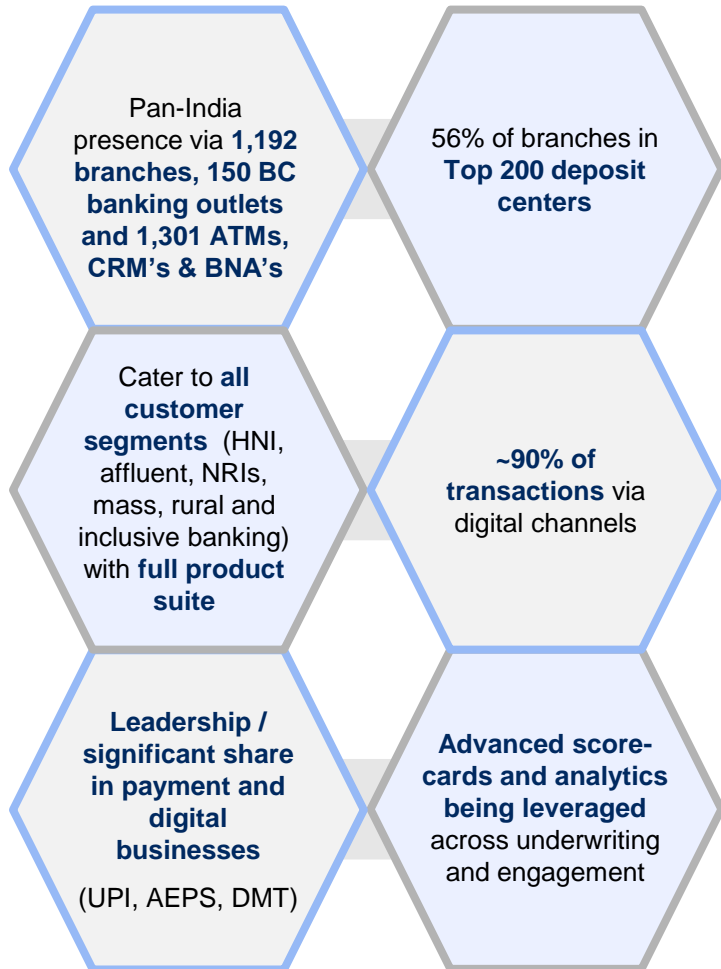
Contributing to building new-age India through collaboration on Key Digital Initiatives





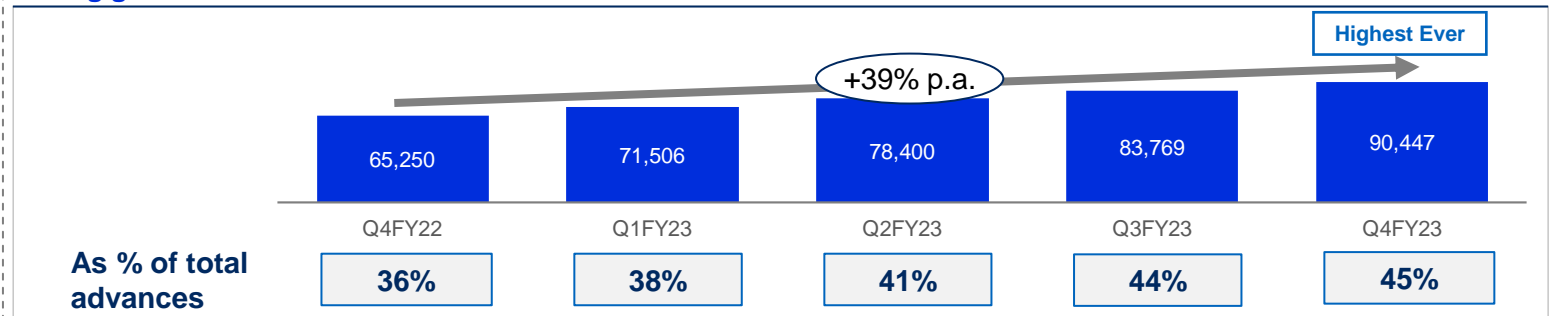
# Retail Bank:

Full spectrum retail bank growing with strong momentum

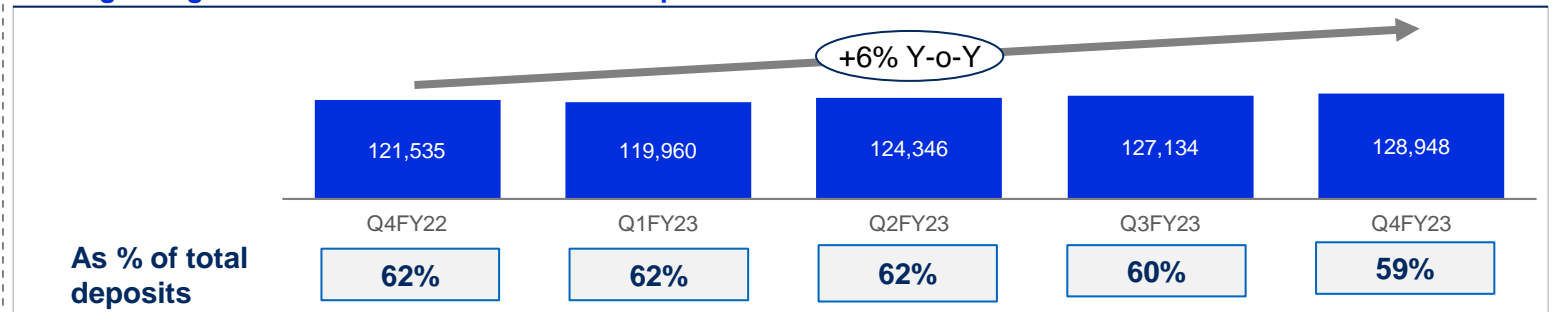


All figures in INR Crs

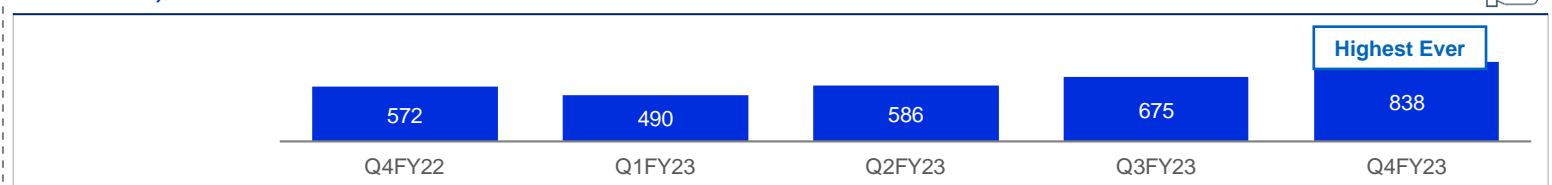
## Strong growth in Retail Advances



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



## In addition, continued momentum within Retail Fee Income

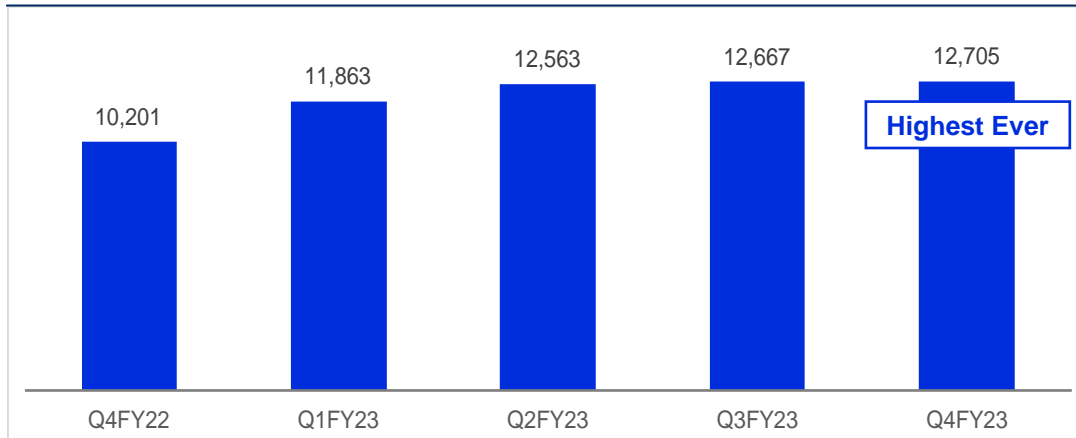


# Retail Assets: Fast growing diversified book



All figures in INR Crs

## 1 Retail asset disbursements momentum continues

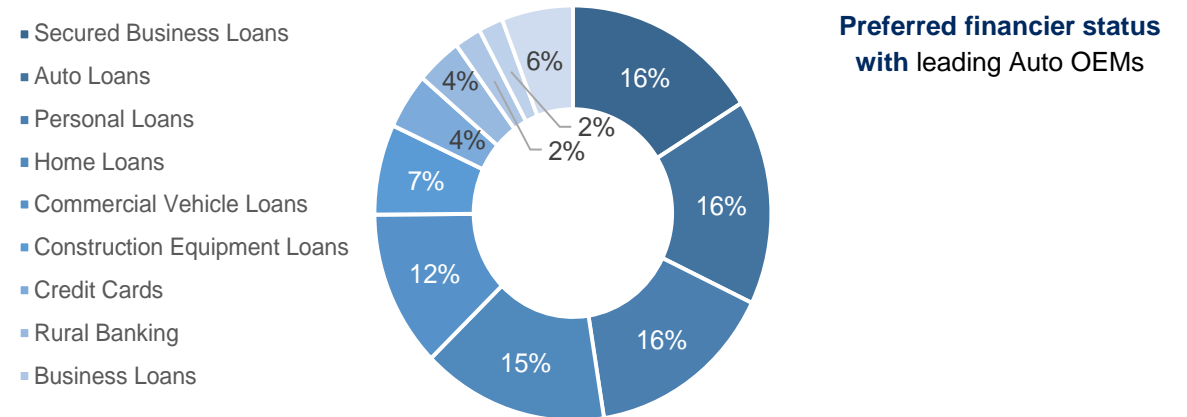


## 2 On the back of purposeful digital investments

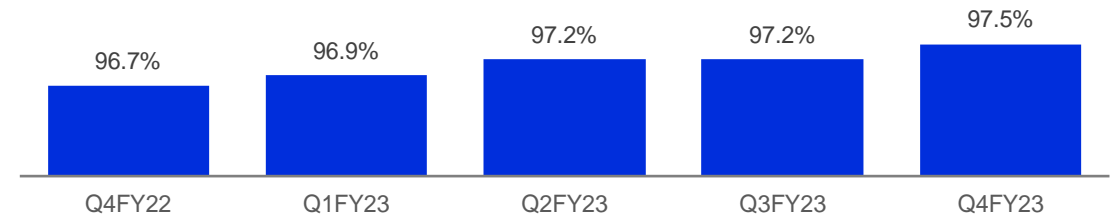


- Expanded Product offerings through launch of **Education Loan**
- Loan in seconds (LIS) platform** and front-end automation initiatives (**Yes Robot**) have resulted in **lower TAT along with higher productivity**
- Adopted the **account aggregator ecosystem as FIU / FIP** to capitalize on consent layer of India stack
- 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<sup>1</sup>



## 4 Strong focus on book quality & collections



- High share of secured loans in Retail Assets book - 80%, with healthy LTV ratios:
  - Avg. LTV for Affordable Home Loan ~67%
  - Avg. LTV for LAP ~56%

<sup>1</sup> Split basis gross retail advances

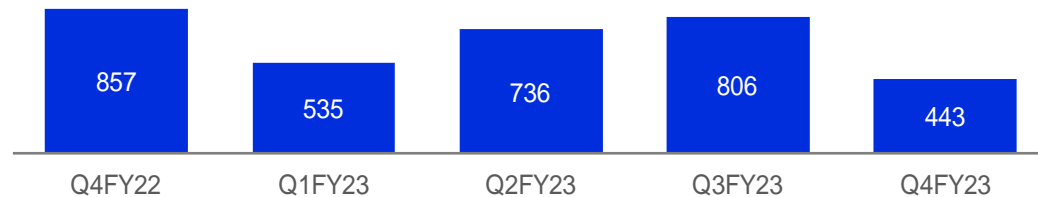
# Rural Assets:

Deepen the penetration in emerging rural markets & generate Agri PSL



All figures in INR Crs

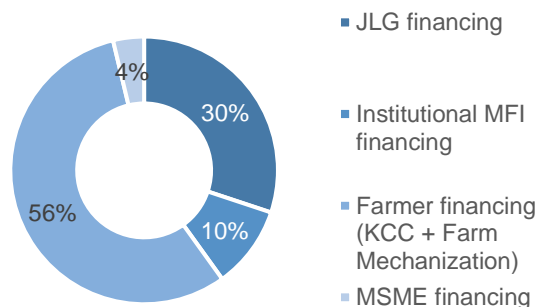
## 1 Business originations



- 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

## 2 Capturing Rural value chain with geographic diversification

### Book Split (value) by segments



Book size : INR 4,836 Cr

- Diversified portfolio** across ~225 districts in 15 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.)

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

- High quality farmer financing** book with NPA of 1%
- NPA <2% in the JLG book generated post-COVID** (disbursements on or after April 1, 2020; constitute ~96% 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

## 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

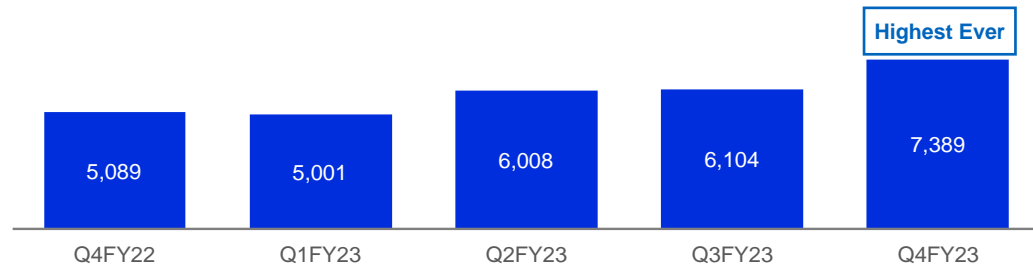
# SME Banking:

## Granular book creation with a solution led approach



All figures in INR Crs

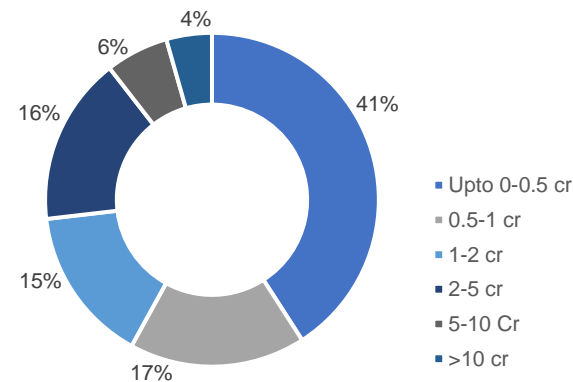
### 1 Steady momentum in disbursements<sup>1</sup>



- **Dedicated teams** for shaper focus in business originations & portfolio management
- **100% business originations** from internal channels
- **Digital enabled parameterized lending** leading to faster credit decisioning

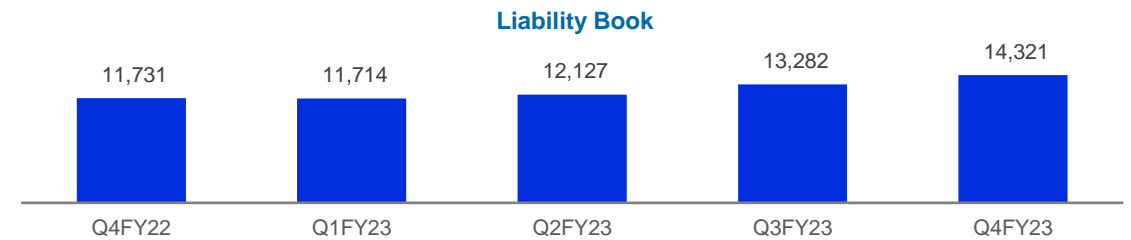
### 2 High quality & well diversified granular book

Book Split by Ticket Size



- 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
- **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
  - Digital documentation – E-Sign / E-Stamp launched for SME banking

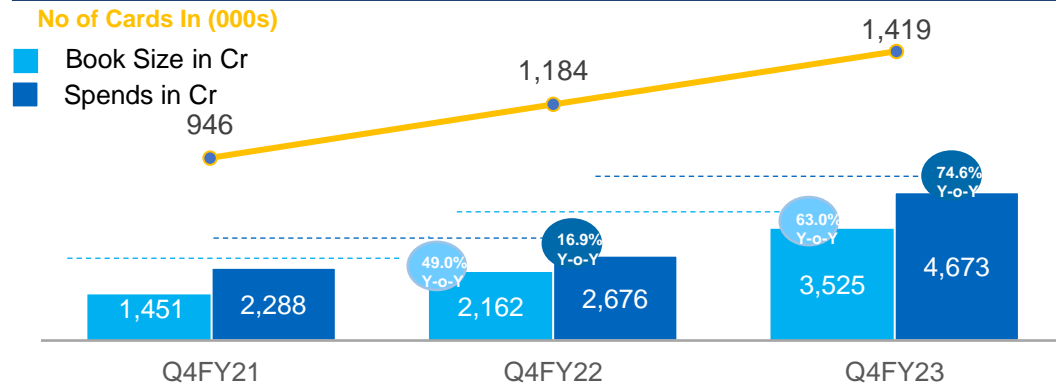
<sup>1</sup> Includes Limit Setups

# Credit Cards:

Strong business growth and enhanced customer experience



## 1 Sustained Strong Growth in Cards, Book Size & Card Spends



## 2 New Product Launches

### Build Your Own Card



- Launched in Jan'23
- Industry first – completely customizable Card
- Select Card image & Card material (Normal / Metal / Eco –friendly) of choice
- Customized perks and offers
- 7000 ~ Cards Sourced

### Value Added Service

Get better benefits for an upfront subscription fee

~3000 subscriptions sourced

Subscription Plan

## 3 Growth in Acquisition and Cross sell

- Steady growth in new card acquisition leading to 20% YoY growth in customer base to reach ~1.4 million base.
- Highest ever new card acquisition of 64000+ cards and Spends of 1715 Cr in Mar'23
- Book size of INR 3,500 Cr+ at end of FY23. 63% YoY growth over Q4 FY22.
- Improvement in Revenue per customer through Cross-sell: 34% growth in term book YoY

## 4 Distribution Outreach and Digitization

- Digital acquisition contribution is at 81% leading to seamless customer onboarding experience ( ETB& NTB) and reduced cost
  - Equipped with Video KYC and Biometric for a fully digital 'paperless' customer onboarding
  - Enhanced Distribution outreach through Partnerships with Fin-techs and affiliates
- Digitization of value-added offerings to enhance customer experience-
  - Launched 'Smart IVR' for self-service: Key information like Outstanding, Available credit limit, Statement & Due Payment & Rewards points.

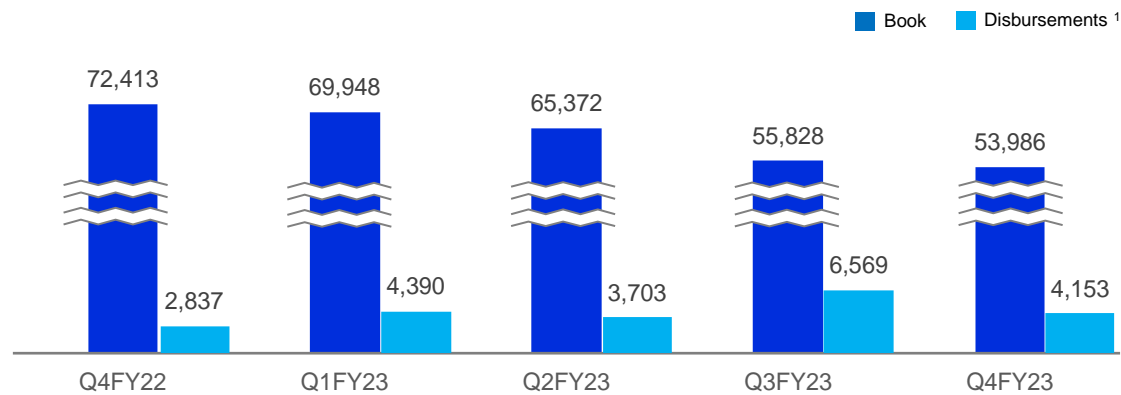
# Wholesale Banking:

## Granularization of incremental lending book

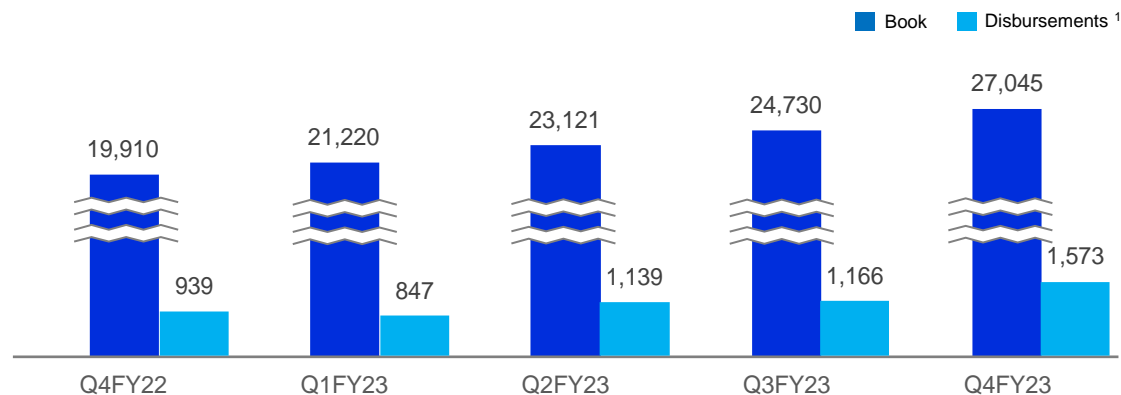


All figures in INR Crs

### 1 Corporate Book & Disbursements – Debulking Continues



### 2 Mid Corporate Break up – Granularity improving



### 3 Providing tailored solutions to clients across business segments

#### Large Corporates

- Team of 195 Relationship Bankers spread across 10 locations servicing 950 + corporates and a team of 26 Product Specialists across Renewables / Infra / Port / Road sectors / Loan syndication
- Focus on Trade borrowers : Letter Of Credits and Bank Guarantee of ~ INR 45,176 Cr
- Focus on deposit mobilization from top corporates with average deposit (AMB) of ~ INR 37,000 Cr
- Continued de-risking of stressed exposure with reduction of ~INR 9,000 Cr achieved in FY23
- New Credit Limits of INR 10,000 Cr sanctioned during Q4FY23, and 29 new corporate relationships added.

#### Institutional & Govt Banking

- Team of 205 Relationship Bankers covering Financial Institutions and financial sector entities, Government entities and Multinationals
- Market leading position in cross border remittances
- Solutioning led wholesale liabilities franchise across Government entities, Co-operative sector, BFSI and Fintech
- Tailored custody services
- Granular advances growth with capital light fee driven business model

#### Mid Corporates

- Team of 305 members with a strong coverage with presence in 37 key locations
- Granular portfolio with a focus on knowledge banking
- Deeply entrenched in new-age entrepreneurship ecosystem by providing bespoke digital solutions, incubation and networking platforms

<sup>1</sup> Excludes movement of CC/OD

## Focus Sectors

- Auto
- Cement
- Chemicals
- Engineering
- Fertilizers
- FMCG
- Food & Agri
- Metals
- IT / ITES
- Logistics & Warehousing
- Oil & Gas
- Healthcare & Pharma
- Renewables
- Steel

## Portfolio Quality and Risk

- Higher the proportion of well rated corporates in Advances
- Continued reduction in stressed book & improvement in portfolio rating
- Growth in Working Capital, Trade Flow business
- Focus on granularizing the portfolio.
- Average limit of new sanctions in Q4: Rs 140 Cr
- ECLGS exposure is 1.5% of total LC exposure & 92% of LC borrowers haven't availed ECLGS.

## Pan India Presence

Presence in 10 major locations

- Delhi
- Kolkata
- Mumbai
- Pune
- Ahmedabad
- Bengaluru
- Chennai
- Hyderabad
- Coimbatore
- Kochi



## Analytics

- Proactive EWS mechanism
- Detailed screening of new names prior to onboarding
- Focus on Trade Corridors for imports and exports business

## Products

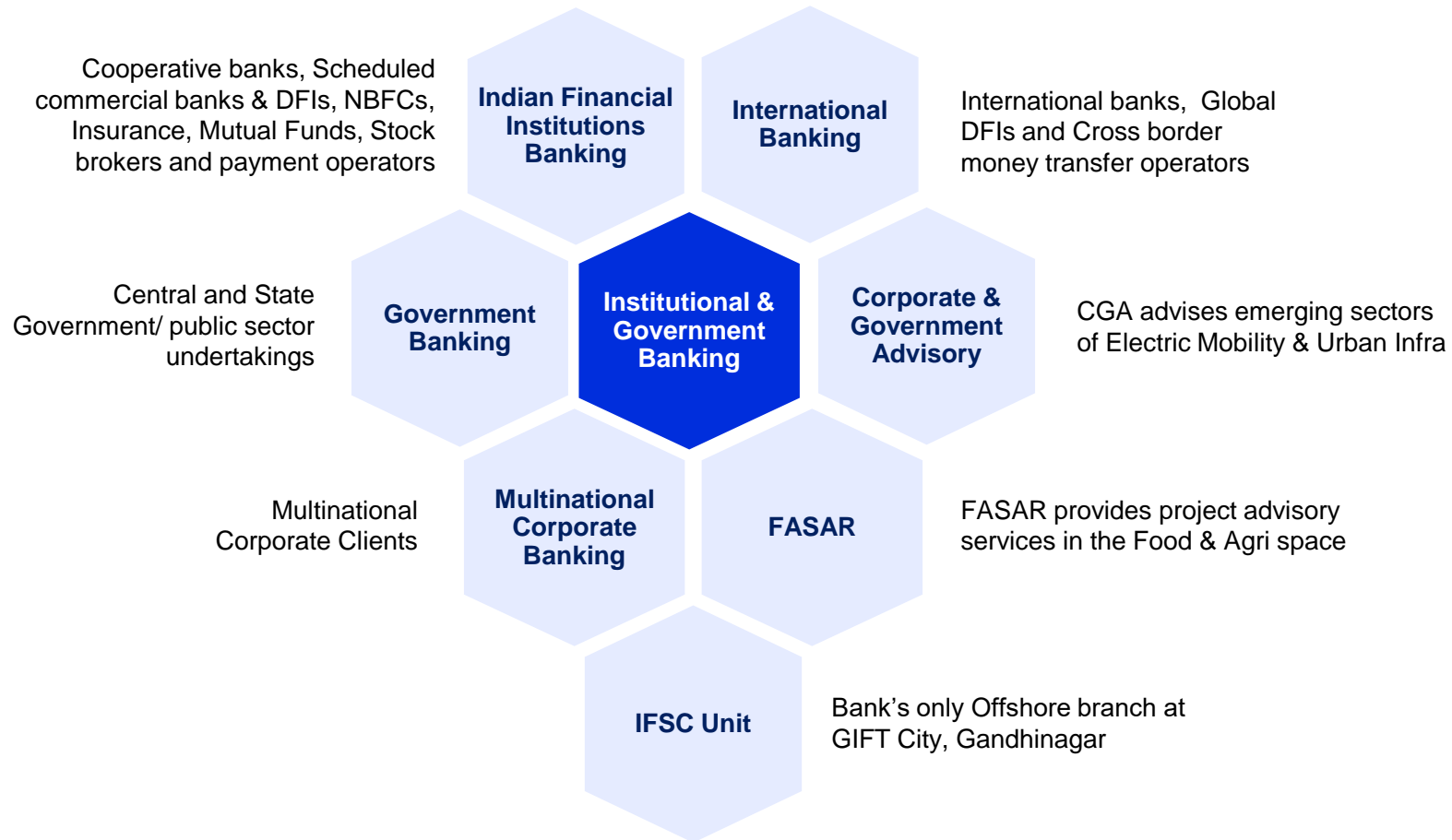
- Working capital Finance, Project Finance, Supply Chain Finance , FX and Derivatives.
- Growing non-fund book - Letters of Credit, Bank Guarantees (~INR 45K crores) from high quality Large Corporates
- 130 New Corporates onboarded in FY'23
- Digital, Collection & Payments, Liquidity Management Solutions for large corporates
- Major contributor to Bank's Liabilities business
- Onboarding new clients via Debt Capital Markets solutions
- Cross-sell via corporate salary accounts origination by Consumer Bank & Credit Cards from LC client base

# Institutional & Government Banking



YES BANK's Institutional & Government Banking Group is divided into 7 segments

*Anchoring the Wholesale liabilities franchise*

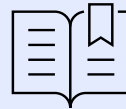




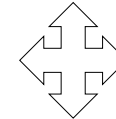
# Mid Corporates



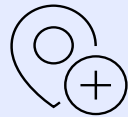
**Growth led by NTB and X-sell** - higher wallet share and productivity



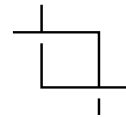
**Knowledge Sectors** – Media & Entertainment, Gems & Jewellery, Food & Agri, Pharma, Chemicals, Auto ancillary, Logistics, Metals



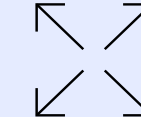
**ECOM Team**  
**Unicorn and Soonicorn Focus**



**Strong coverage** – presence in 37 key locations



**Laser Sharp focus on portfolio quality**



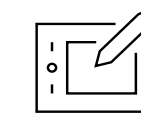
**Initiatives to maintain Bank's Leadership Position in startup ecosystem** through engagements like API banking, Customized Digital Solutions/UPI/PPI, Digital Escrow and Advisory Services (accelerator programs)



**Sustainable growth in fund based book** - Increase Term Loan share



**Increase Fee contribution through** Augmenting credit & non-credit Trade/CMS income. Focus on digital channels like Trade On Net, digital banking, API integration. Synergies with YSL, FASAR & Treasury

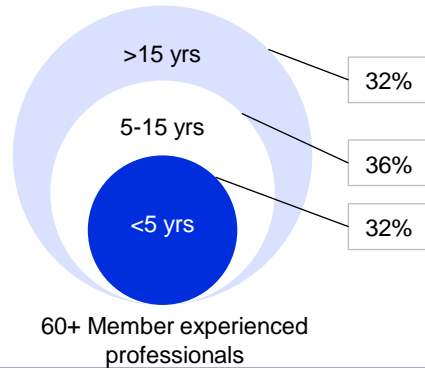


**Customers provide a multiplier effect for Branch Banking offerings** - YCOPS, Wealth, TASC, Credit Cards

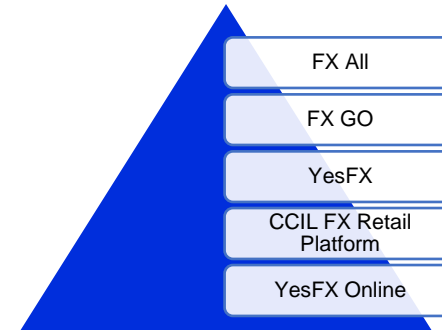
# Financial Markets – Customised solutions for clients



## FX Sales



Active FX trading desk for market making providing best in class pricing for customer transactions and Propriety trading



Available across digital platforms for Rate booking  
Retail Contributes 45% of overall income

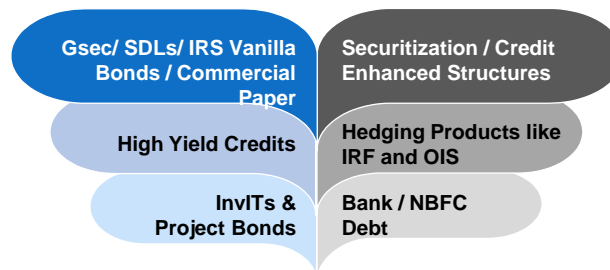
## Debt Capital Markets

Connect with a wide range of Large/Mid-Size Issuers

- Corporates
- NBFCs & FIs
- Banks
- InvITs



### Comprehensive Product Suite



Numerous maiden issuances & multiple repeat mandates

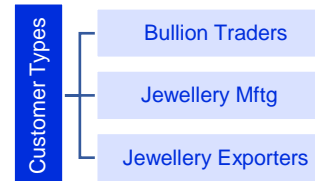
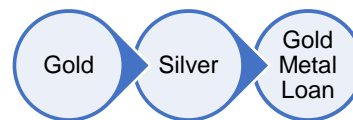
### Diversified Investor Connect

- Mutual Funds
- Banks
- Insurance Companies
- NBFCs
- Private Wealth Management
- Retiral Funds
- Corporate Treasuries
- Alternate investment Funds
- FPIs
- UCBs & RRBs

### Our Experience

- 100+ Years of collective Team experience
- 1000+ Transactions originated since inception
- 50+ First-time issuers introduced to Debt Capital Markets

## Bullion Desk



2<sup>nd</sup> Largest Bank for Bullion in India

# Robust Governance Structure – Board Members



## Eminent and Experienced Board



**Rama Subramaniam Gandhi**  
Non-Executive, Part time Chairman,  
Independent Director



**Atul Malik**  
Independent Director



**Sharad Sharma**  
Independent Director



**Sadashiv Srinivas Rao**  
Independent Director



**Sanjay Kumar Khemani**  
Independent Director



**Prashant Kumar**  
Managing Director & CEO



**Nandita Gurjar**  
Independent Director



**Rekha Murthy**  
Independent Director



**Rajan Pentel**  
Executive Director



**Sandeep Tewari**  
Nominee Director appointed by SBI



**Thekepat Keshav Kumar**  
Nominee Director appointed by SBI



**Shweta Jalan<sup>1</sup>**  
Non-Executive Director

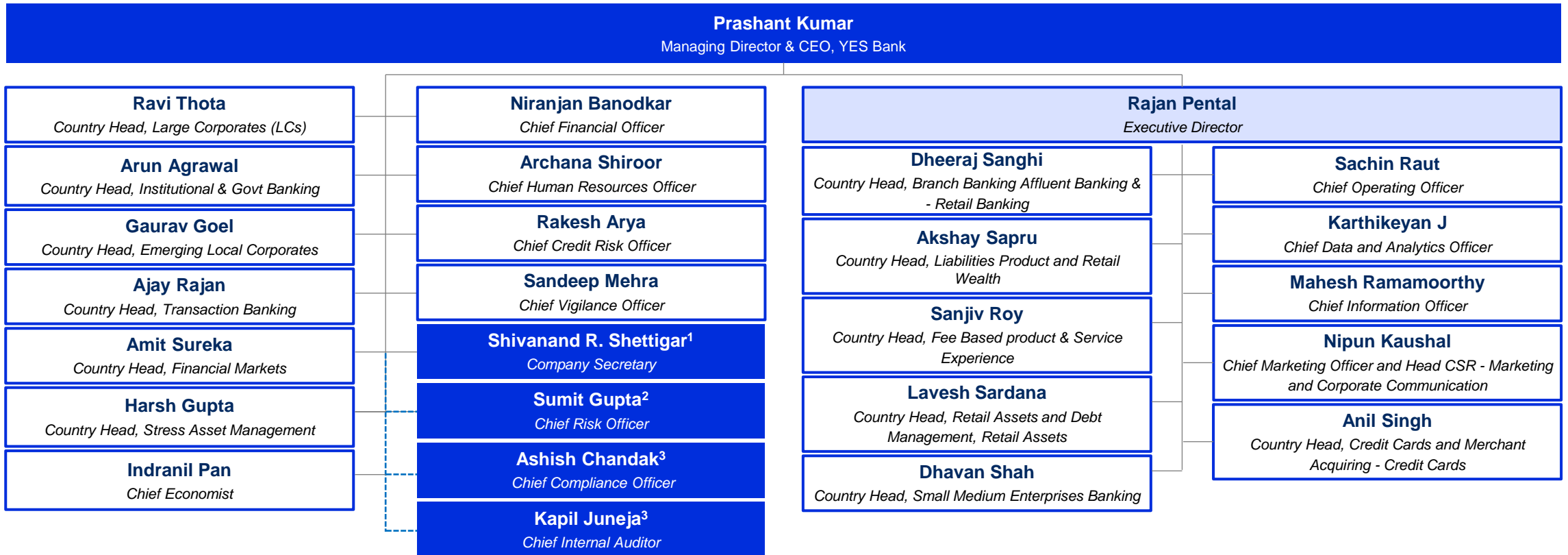


**Sunil Kaul<sup>2</sup>**  
Non-Executive Director

<sup>1</sup> Nominee of Verventa Holdings Limited

<sup>2</sup> Nominee of CA Basque Investments

# Professional and Seasoned Management team



<sup>1</sup> Reports directly to the Chairman of Board    <sup>2</sup> Reports directly to the Risk Management Committee of the Board  
<sup>3</sup> Reports directly to the Audit Committee of the Board

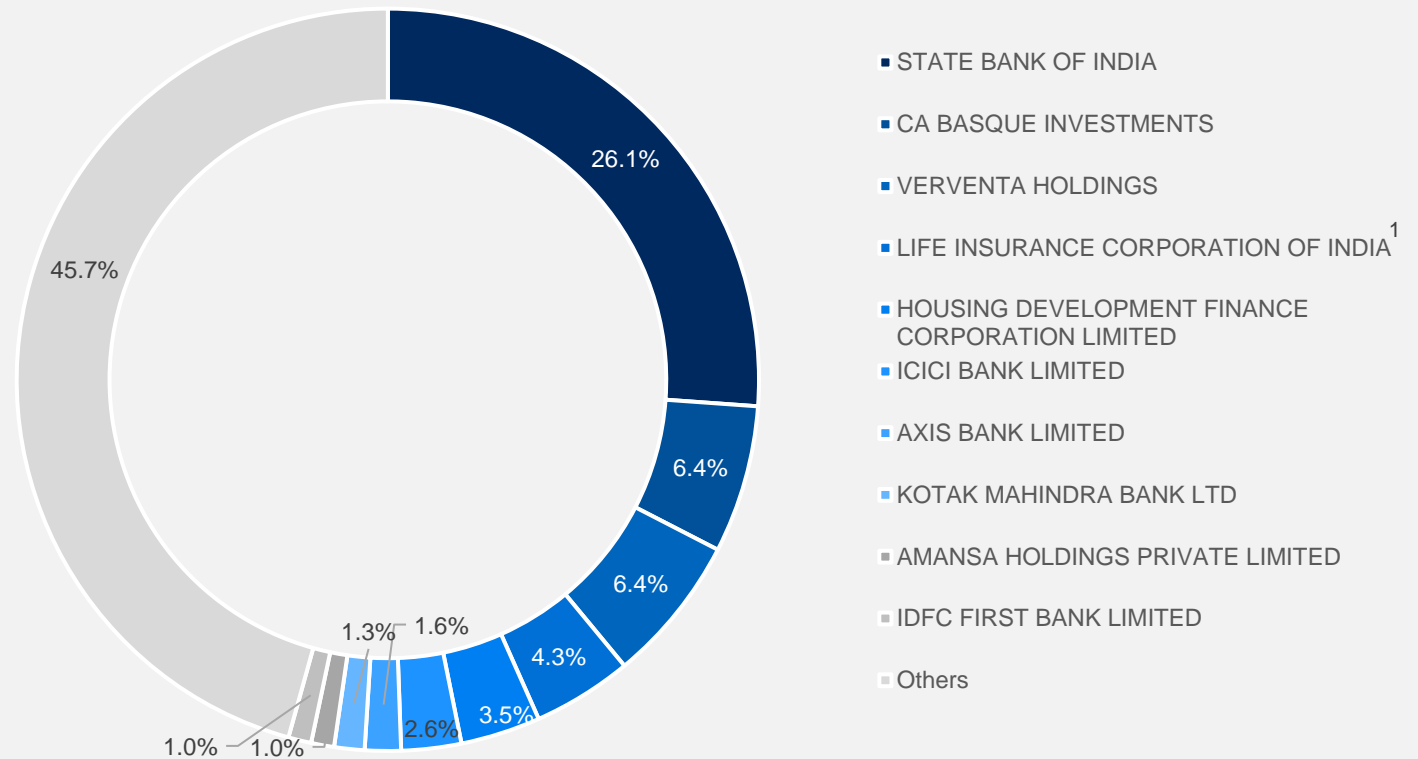
# Strong Investor base



## Well diversified Investor base:

Category	%
Banks	33.0%
FDI	12.9%
Resident Individuals	29.9%
FPI's	10.3%
Body Corporates	6.8%
Insurance Companies	4.6%
Others	2.5%
<b>TOTAL</b>	<b>100.0%</b>

## Shareholding Pattern as on March 31, 2023



<sup>1</sup> LIC along with its various schemes

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*ESG Led Responsible Banking*

*New Age Digital Platform*

*Universal Bank – One Bank For All Needs*

*Governance and Senior Management Team*

*Shareholding*

## Financials

**30-43**



# Results At a Glance – Q4FY23



All figures in INR Crs

<b>Total Assets</b> <b>354,786</b> ↑ 3.2%: Q-o-Q 11.5%: Y-o-Y	<b>Advances</b> <b>203,269</b> ↑ 4.5%: Q-o-Q 12.3%: Y-o-Y	<b>Total Disbursements<sup>1,2</sup></b> <b>26,317</b> v/s. ↓ 27,311 Q3FY23 19,923 Q4FY22	<b>Deposits</b> <b>217,502</b> ↑ 1.8%: Q-o-Q 10.3%: Y-o-Y	<b>CD Ratio<sup>2</sup></b> <b>92.0%</b> v/s. ↑ 89.7% Q3FY23 91.8% Q4FY22	<b>Advances Mix<sup>2</sup></b> Retail & SME: Mid Corp: Corporate <b>59%:14%:27%</b> ↑ 58% : 13% : 29% in Q3FY23 49% : 11% : 40% in Q4FY22
<b>Net Interest Income</b> <b>2,105</b> ↑ 6.8% : Q-o-Q 15.7% : Y-o-Y	<b>Non-Interest Income</b> <b>1,082</b> ↓ -5.3% Q-o-Q 22.8% Y-o-Y	<b>Operating Profit</b> <b>889</b> ↓ -2.7%: Q-o-Q 14.8%: Y-o-Y	<b>Profit After Tax</b> <b>202</b> ↑ 292.8% Q3FY23 -44.9% Q4FY22	<b>NIM%<sup>3</sup></b> <b>2.8%</b> v/s. ↑ 2.5% Q3FY23 2.5% Q4FY22	<b>C/I Ratio</b> <b>72.1%</b> v/s. ↑ 70.7% Q3FY23 71.3% Q4FY22
<b>CASA Ratio</b> <b>30.8%</b> v/s. ↑ 29.9% Q3FY23 31.1% Q4FY22	<b>CET 1 Ratio</b> <b>13.3%</b> v/s. ↑ 13.0% Q3FY23 11.6% Q4FY22	<b>GNPA</b> <b>2.2%</b> v/s. ↑ 2.0% Q3FY23 13.9% Q4FY22	<b>NNPA</b> <b>0.8%</b> v/s. ↓ 1.0% Q3FY23 4.5% Q4FY22	<b>LCR<sup>4</sup></b> <b>118.5%</b> v/s. ↑ 113.3% Q3FY23 114.6% Q4FY22	<b>YES Bankers</b> <b>27,517</b> v/s. ↑ 25,883 in Q3FY23 24,346 in Q4FY22

<sup>1</sup> Includes Limit Setup & New Sanctions <sup>2</sup> Excluding INR 3,069 Crs in Q4FY23 and 3,031 Crs in Q3FY23 of Interbank Reverse Repo classified as Advances as per RBI Master Circular No DOR.ACC.REC.NO.37/21.04.018/2022-23 <sup>3</sup> Q-o-Q and Y-o-Y trends not strictly comparable on account of full impact of ARC transaction in Q4FY23 <sup>4</sup> Average for the quarter

Arrows indicative of Q-o-Q comparison

# Highlights for Q4FY23 and FY23



## Sustained Earnings: Second straight year of full year profitability

- **Net Profit** at **INR 202 Crs** for Q4FY23 despite accelerated provisioning during the quarter
- **Net Profit** for FY23 at **INR 717 Crs- second straight year of full year profitability**
- **Core Operating Performance** sustains momentum:
  - **NII** at **INR 2,105 Crs** for Q4FY23 up **15.7% Y-o-Y** and **6.8% Q-o-Q**; **NII** at **INR 7,918 Crs** for FY23 up **21.8% Y-o-Y**; **NIMs** at **2.8%** for **Q4FY23** vs. 2.5% last year and last quarter
  - **Non-Interest Income** at **INR 1,082 Crs**, up **22.8% Y-o-Y**; Non-Interest Income for FY23 at **INR 3,927 Crs**, up **20.4% Y-o-Y**. Ex- Realised/ unrealised gain on sale of Investments, Non-Interest Income for FY23 up **31.1% Y-o-Y**
  - **Operating Profit** for Q4FY23 at **INR 889 Crs**; **Operating Profit** for FY23 at **INR 3,183 Crs** up **9.2% Y-o-Y**; Normalised Operating Profit <sup>1</sup> for FY23 up **22.6% Y-o-Y**



## Granular Growth & organic unlocking of Capital: CET 1 % up 30bps Q-o-Q

- **Sustained improvement in quality, granularity and capital efficiency**
  - **Balance Sheet** grew **11.5% Y-o-Y** and **3.2% Q-o-Q**; **Advances** up **12.3% Y-o-Y** and **4.5% Q-o-Q**, and **Deposit** grew **10.3% Y-o-Y** and **1.8% Q-o-Q** - **average deposit balance** for the year and quarter grew **~16% Y-o-Y**
  - **Organically unlocked Capital: CET 1** at **13.3%** v/s 11.6% last year and 13.0% last quarter; **Total CRAR** at **18.0%**; **RWA to Total Assets** improved to **69.1%** from 72.8% last year and 70.9% last quarter
  - Strong momentum in new business generation with Gross disbursements at **~INR 1 Lac Crs** for FY23 and **INR 26,317 Crs** for Q4FY23. **Retail & SME : Mid Corporate : Corporate Mix** further improved to **59:14:27<sup>3</sup>** v/s **58:13:29** last quarter
  - **CASA ratio improved ~90 bps Q-o-Q** to **30.8%** v/s 29.9% Q3FY23. **Average CASA balance** for FY23 grew **26.3% Y-o-Y**



## Marked improvement in Asset Quality: ~60 bps Q-o-Q reduction in (NNPA + net carrying value of SR) %

- **(NNPA + net carrying value of SR) as % of Advances** at **2.4%** in Q4FY23 vs. 3.0% last quarter
  - **GNPA ratio** at **2.2%** as of Mar 31, 2023, v/s 2.0% last quarter and 13.9% last year; **NNPA ratio improved to at 0.8%** v/s. 1.0% last quarter and 4.5% last year
  - **Significant step-up** in **Provision Coverage Ratio<sup>2</sup>** of NPA to **62.3%** v/s 49.4% last quarter
- Robust **Recoveries and Upgrades** continue to **outpace Gross Slippages**
  - Strong Resolution momentum with recoveries and resolutions at **INR 6,120 Crs<sup>3</sup>** in FY23 vs. target of INR 5,000 Crs; total Recoveries and Resolutions at **INR 1,733 Crs<sup>3</sup>** in Q4FY23
  - Gross Slippages at INR 4,775 Crs for FY23, **lower by 17.6% Y-o-Y**. Gross Slippages at 1,196 Crs for Q4FY23 **lower by 25.7% Q-o-Q**



## Key initiatives

- **Added 83 new branches** during FY23; branch count now at **1,192** v/s. 1,122 last year
- Issued the first **Electronic Bank Guarantee (e-BG)**, in partnership with **National E-Governance Services Limited (NeSL)**
- **Partnered with Aadhar Housing Finance**, one of India's **largest affordable housing finance companies** to provide convenient home finance solutions
- The **first bank in Asia Pacific** to bring forth a **debit card** on **Mastercard's premium World Elite Platform** – a signature global program catering to **Ultra High Net Worth individual (UHNI)** customers
- YES BANK has been certified as **Great Place to Work** by **Great Place to Work (GPTW) Institute**, India and is ranked among **the top 50** in 'India's Best Workplaces in BFSI 2023'

<sup>1</sup> NII normalised for Interest Income from NPA/ NPI; Non- Interest Income normalised for realised/ unrealised gain on sale of Investments; <sup>2</sup> Excluding Technical Write-offs. Historical disclosures were inclusive of technical write-offs <sup>3</sup> Including redemption of SRs, net off the 15% Cash component paid upfront at time of transaction <sup>4</sup>Excluding INR 3,069 Crs in Q4FY23 and INR 3,031 Crs in Q3FY23 of Interbank Reverse Repo classified as Advances as per RBI Master Circular No DOR.ACC.REC.NO.37/21.04.018/2022-23



# Profit and Loss Statement



All figures in INR Crs

- **Net Profit at INR 202 Crs** despite accelerated provisioning during the quarter
- **Core Operating Performance** sustains momentum
  - **NII at INR 2,105 Crs** for Q4FY23 up **6.8% Q-o-Q** and **15.7% Y-o-Y**
  - **NIM at 2.8%** up **30 bps Q-o-Q**
  - **Non-Interest Income at INR 1,082 Crs**, up **22.7% Y-o-Y**
- **Net Profit for FY23 at INR 717 Crs** lower by 32.7% Y-o-Y largely **on account of step up in PCR** through accelerated provisioning
  - **NII at INR 7,918 Crs** for FY23 up **21.8% Y-o-Y**
  - **NIM at 2.6%** for FY23 up **30 bps Y-o-Y**
  - Non-Interest Income for FY23 at **INR 3,927 Crs**, up **20.4% Y-o-Y**
- **Normalised C/I** <sup>1</sup> for FY23 broadly **flattish** despite significant **change in business mix** towards **Retail Segment**

Profit and Loss Statement	Quarter Ended			Growth		Year Ended		Growth
	Q4FY23	Q3FY23	Q4FY22	Q-o-Q	Y-o-Y	FY23	FY22	Y-o-Y
Net Interest Income	2,105	1,971	1,819	6.8%	15.7%	7,918	6,498	21.8%
Non Interest Income	1,082	1,143	882	-5.3%	22.8%	3,927	3,262	20.4%
<b>Total Income</b>	<b>3,188</b>	<b>3,114</b>	<b>2,701</b>	<b>2.4%</b>	<b>18.0%</b>	<b>11,844</b>	<b>9,760</b>	<b>21.4%</b>
<b>Operating Expenses</b>	<b>2,299</b>	<b>2,200</b>	<b>1,927</b>	<b>4.5%</b>	<b>19.3%</b>	<b>8,661</b>	<b>6,844</b>	<b>26.5%</b>
<i>Human Resource Cost</i>	854	857	772	-0.4%	10.6%	3,363	2,856	17.8%
<i>Other Operating Expenses</i>	1,445	1,343	1,155	7.6%	25.1%	5,299	3,989	32.8%
<b>Operating Profit/(Loss)</b>	<b>889</b>	<b>914</b>	<b>774</b>	<b>-2.7%</b>	<b>14.8%</b>	<b>3,183</b>	<b>2,916</b>	<b>9.2%</b>
Provisions	618	845	271	-26.9%	127.8%	2,220	1,480	50.0%
Profit Before Tax	271	69	503	293.9%	-46.1%	963	1,436	-32.9%
Tax Expense	69	17	136	297.1%	-49.2%	246	370	-33.6%
<b>Net Profit / (Loss)</b>	<b>202</b>	<b>52</b>	<b>367</b>	<b>292.8%</b>	<b>-44.9%</b>	<b>717</b>	<b>1,066</b>	<b>-32.7%</b>
Yield on Advances	10.2%	9.0%	8.2%			8.9%	8.1%	
Cost of Funds	5.9%	5.7%	5.1%			5.5%	5.3%	
Cost of Deposits	5.6%	5.3%	4.8%			5.2%	5.0%	
NIM	2.8%	2.5%	2.5%			2.6%	2.3%	
Cost to income	72.1%	70.7%	71.3%			73.1%	70.1%	

<sup>1</sup> NII normalised for Interest Income from NPA/ NPI; Non- Interest Income normalised for realised/ unrealised gain on sale of Investments

# Break Up of Non-Interest Income



All figures in INR Crs

- **Non-Interest Income** at INR 1,082 Crs for Q4FY23, up **22.8% Y-o-Y**, down 5.3% Q-o-Q
- Ex- realised/ unrealised gain on Investments, **Non-Interest Income<sup>1</sup>** for Q4FY23 up **16.3% Y-o-Y** and **4.9% Q-o-Q**
  - Sustained Momentum in Retail Banking Fees up **24.1% Q-o-Q** & **46.4% Y-o-Y** at INR 838 Crs
  - Corporate Trade & Cash Management fees grew **11.0% Q-o-Q** and **13.8% Y-o-Y**
- Non-Interest Income for FY23 at INR **3,927 Crs**, up **20.4% Y-o-Y**. Normalised Non-Interest Income<sup>1</sup> for FY23 up **31.1% Y-o-Y**

Break up of Non Interest Income	Quarter Ended			Growth		Year Ended		Growth
	Q4FY23	Q3FY23	Q4FY22	Q-o-Q	Y-o-Y	FY23	FY22	Y-o-Y
Non Interest Income	1,082	1,143	882	-5.3%	22.8%	3,927	3,262	20.4%
Corporate Trade & Cash Management	197	177	173	11.0%	13.8%	681	619	10.0%
Forex, Debt Capital Markets & Securities	(4)	244	113	NM	NM	503	749	-32.9%
<i>Of which realised/ unrealised gain on Investments</i>	(73)	137	(26)	NM	182.7%	31	290	-89.3%
Corporate Banking Fees	52	46	24	11.8%	116.4%	154	100	53.8%
Retail Banking Fees	838	675	572	24.1%	46.4%	2,589	1,806	43.4%
<i>Trade &amp; Remittance</i>	92	88	69	4.2%	33.3%	333	236	40.9%
<i>Facility/Processing Fee</i>	126	108	81	16.7%	55.3%	400	292	37.1%
<i>Third Party Sales</i>	96	65	84	48.2%	14.4%	267	191	39.7%
<i>Interchange Income</i>	340	232	200	46.3%	69.8%	920	596	54.3%
<i>General Banking Fees</i>	184	182	138	1.2%	33.0%	669	490	36.5%

<sup>1</sup> Normalised for realised/ unrealised gain on sale of Investments

# Break up of Operating Expenses



All figures in INR Crs

- Opex for Q4FY23 grew 4.5% Q-o-Q and 19.3% Y-o-Y
- Opex for FY23 grew 26.5% Y-o-Y v/s. normalised Total Income growth of 25.6% leading to **flattish normalised C/I**
- IT spends higher driven by AMC escalation, depreciation related to investments, support resources and business SMS charges

Cost Head	Quarter Ended			Growth		Year Ended		
	Q4FY23	Q3FY23	Q4FY22	Q-o-Q	Y-o-Y	FY23	FY22	Y-o-Y
Staff	854	857	772	-0.4%	10.6%	3,363	2,856	17.8%
Business Volume linked	574	578	447	-0.8%	28.4%	2,111	1,464	44.2%
IT	245	224	179	9.4%	37.0%	900	689	30.6%
Premises	194	195	172	-0.5%	12.5%	753	693	8.7%
Professional Fees	128	109	108	17.9%	19.0%	451	291	55.0%
Others	304	237	250	28.2%	21.8%	1,085	852	27.3%
<b>Total</b>	<b>2,299</b>	<b>2,200</b>	<b>1,927</b>	<b>4.5%</b>	<b>19.3%</b>	<b>8,661</b>	<b>6,844</b>	<b>26.5%</b>

Professional Fees primarily comprise of Bureau costs and vendor fees related to Collections, Contact Centre and other consulting and legal costs  
For reference: Breakup of Operating Expenses over last 8 quarters provided in Appendix

# Provisions and P&L



All figures in INR Crs

- **Provision costs for Q4FY23 declined 20.4% Q-o-Q**, led by
  - Security Receipts Redemptions of **INR 1,178 Crs** accrued to the Bank from JC Flowers ARC accounts leading to **INR 987 Crs** of Provision write-back
- Provision Costs for FY23 grew 33.3% Y-o-Y led by accelerated provisioning
- **Gross Slippages for FY23 at INR 4,775 Crs (2.5% of avg. Advances) declined 17.6% Y-o-Y**
  - **Retail Slippages** for FY23 lower by **11.4% Y-o-Y** despite strong growth in Advances
- **NNPA + net carrying value of SR as % of Advances further decreased to 2.4%** v/s 3.0% last quarter
- **Significant step up in PCR on NPA to 62.3%** from 49.4% last quarter

Break up of Provisions	Quarter Ended			Growth		Year Ended		Growth
	Q4FY23	Q3FY23	Q4FY22	Q-o-Q	Y-o-Y	FY23	FY22	Y-o-Y
<b>Operating Profit/(Loss)</b>	<b>889</b>	<b>914</b>	<b>774</b>	<b>-2.7%</b>	<b>14.8%</b>	<b>3,183</b>	<b>2,916</b>	<b>9.2%</b>
Provision for Taxation	69	17	136	297.1%	-49.2%	246	370	-33.6%
Provision for Investments	(651)	2,902	530	NM	NM	2,409	790	204.8%
Provision for Standard Advances	(72)	(107)	(475)	-32.5%	-84.8%	(150)	(25)	494.8%
Provision for Non Performing Advances	1,311	(2,001)	227	NM	476.4%	(17)	719	NM
Other Provisions	29	50	(12)	NM	NM	(22)	(4)	509.3%
<b>Total Provisions</b>	<b>686</b>	<b>862</b>	<b>407</b>	<b>-20.4%</b>	<b>68.8%</b>	<b>2,465</b>	<b>1,850</b>	<b>33.3%</b>
<b>Net Profit / (Loss)</b>	<b>202</b>	<b>52</b>	<b>367</b>	<b>292.8%</b>	<b>-44.9%</b>	<b>717</b>	<b>1,066</b>	<b>-32.7%</b>
Return on Assets (annualized)	0.2%	0.1%	0.5%			0.2%	0.4%	
Return on Equity (annualized)	2.0%	0.6%	4.3%			1.9%	3.2%	
EPS-basic (non-annualized)	0.07	0.02	0.15			0.27	0.43	

# Balance Sheet



All figures in INR Crs

- Balance Sheet grew 11.5% Y-o-Y
  - C/D ratio at 92.0%<sup>1</sup> v/s. 91.8% last fiscal and 89.7% in Q3FY23
- Advances growth at 12.3% Y-o-Y. Normalized for ARC sale and Reverse Repo, Advances Growth at 13.2% Y-o-Y
- ~1 Lac Crs of New Sanctions / Disbursements in FY23

Disbursements	Q4FY23	FY23
Retail Assets	12,705	49,798
Rural Assets	498	2,572
SME	7,389	24,502
Mid Corporate	1,573	4,724

Balance Sheet	31-Mar-23	31-Dec-22	31-Mar-22	Growth % (Q-o-Q)	Growth % (Y-o-Y)
<b>Assets</b>	<b>354,786</b>	<b>343,778</b>	<b>318,220</b>	<b>3.2%</b>	<b>11.5%</b>
Advances	203,269	194,573	181,052	4.5%	12.3%
Investments	76,888	68,382	51,896	12.4%	48.2%
<b>Liabilities</b>	<b>354,786</b>	<b>343,778</b>	<b>318,220</b>	<b>3.2%</b>	<b>11.5%</b>
Shareholders Funds	40,742	40,154	33,742	1.5%	20.7%
<i>Total Capital Funds</i>	<i>43,923</i>	<i>44,339</i>	<i>40,397</i>	<i>-0.9%</i>	<i>8.7%</i>
Deposits	217,502	213,608	197,192	1.8%	10.3%
Borrowings	77,452	68,928	72,205	12.4%	7.3%

<sup>1</sup> Excludes Reverse- repo classification

# Break up of Advances & Deposits



All figures in INR Crs

- Sustained Granularization of Balance Sheet:
  - Retail Advances mix at **45.2%** v/s. 43.7% in Q3FY23 (ex-Reverse Repo adj.)
  - CASA + Retail TDs<sup>1</sup> at **59%**
  - Average daily CA for FY23 grew by **30.4%** Y-o-Y
  - Average daily SA for FY23 grew by **23.7%** Y-o-Y
  - **~372K Retail CASA** Accounts opened in Q4FY23

Break up of Advances	31-Mar-23	31-Dec-22	31-Mar-22	QoQ Growth (%)	YoY Growth (%)
Retail	90,447	83,769	65,250	8.0%	38.6%
SME	28,724	27,215	23,479	5.5%	22.3%
Mid corporate	27,045	24,730	19,910	9.4%	35.8%
Corporate	53,986	55,828	72,413	-3.3%	-25.4%
Others (Reverse Repo)	3,069	3,031			
<b>Total Net Advances</b>	<b>203,269</b>	<b>194,573</b>	<b>181,052</b>	<b>4.5%</b>	<b>12.3%</b>

Break up of Deposits	31-Mar-23	31-Dec-22	31-Mar-22	QoQ Growth (%)	YoY Growth (%)
<b>CASA</b>	<b>66,903</b>	<b>63,927</b>	<b>61,360</b>	<b>4.7%</b>	<b>9.0%</b>
<i>Current Account</i>	33,603	29,049	26,389	15.7%	27.3%
<i>Savings Account</i>	33,300	34,878	34,970	-4.5%	-4.8%
<b>CASA Ratio</b>	<b>30.8%</b>	<b>29.9%</b>	<b>31.1%</b>		
<b>Term Deposits</b>	<b>150,599</b>	<b>149,681</b>	<b>135,832</b>	<b>0.6%</b>	<b>10.9%</b>
<i>Certificate of Deposits</i>	291	3,236	4,264	-91.0%	-93.2%
<b>Total Deposits</b>	<b>217,502</b>	<b>213,608</b>	<b>197,192</b>	<b>1.8%</b>	<b>10.3%</b>

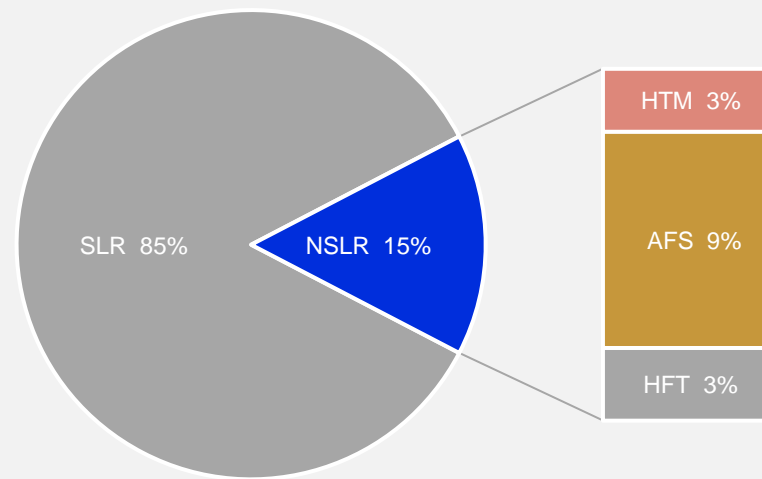
<sup>1</sup> Based on Balances <=/> INR 2 Crs on an Account Level

# Break up of Investments

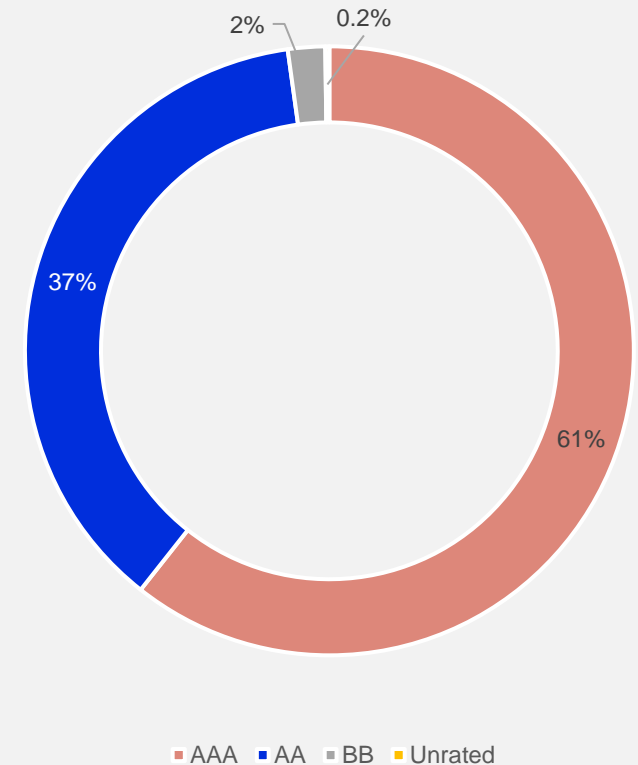
All figures in INR Crs

- Total Net Investments at INR 76,888 Crs
  - SLR – INR 65,158 Crs
  - NSLR – INR 11,730 Crs
    - Standard Performing – INR 6,497 Crs
    - Others<sup>1</sup> – INR 5,233 Crs

### Investments breakup



### Rating wise break up of Standard Performing NSLR Investments



<sup>1</sup> Includes Equity Preference, CDR, US Treasury Bills, Security Receipts, NPI & Others

# NPA Highlights



All figures in INR Crs

- Gross NPA Ratio at 2.2% vs 2.0% in Q3FY23
- Slippages at INR 1,196 Crs for Q4FY23 vs. INR 1,610 Crs in Q3FY23.

Asset Quality Parameters	31-Mar-23	31-Dec-22	31-Mar-22
Gross NPA (%) <sup>1</sup>	2.2%	2.0%	13.9%
Net NPA (%) <sup>1</sup>	0.8%	1.0%	4.5%
Provision Coverage Ratio (%) <sup>2</sup>	62.3%	49.4%	70.7%

Segmental GNPA	31-Mar-23		31-Dec-22		31-Mar-22	
	GNPA	(%)	GNPA	(%)	GNPA	(%)
Retail	1,146	1.3%	960	1.1%	1,093	1.7%
SME	285	1.0%	232	0.9%	739	3.1%
Mid corporate	208	0.8%	143	0.6%	401	2.0%
Corporate Banking	2,755	4.9%	2,568	4.5%	25,743	28.4%
<b>Total</b>	<b>4,395</b>	<b>2.2%</b>	<b>3,904</b>	<b>2.0%</b>	<b>27,976</b>	<b>13.9%</b>

Movement of GNPA	31-Dec-22	Movement				31-Mar-23
	Opening	Additions	Upgrades	Recoveries	Write Offs	Closing
Retail	960	697	149	115	247	1,146
SME	232	74	15	5	1	285
Mid corporate	143	72	0	6	1	208
Corporate	2,568	352	110	55	0	2,755
<b>Total</b>	<b>3,904</b>	<b>1,196</b>	<b>275</b>	<b>182</b>	<b>249</b>	<b>4,395</b>
	<b>31-Mar-22</b>	<b>Movement</b>				<b>31-Mar-23</b>
	<b>27,976</b>	<b>4,775</b>	<b>820</b>	<b>9,423</b>	<b>18,114</b>	<b>4,395</b>

<sup>1</sup> Excluding INR 3,069 Crs in Q4FY23 and INR 3,031 Crs in Q3FY23 of Interbank Reverse Repo classified as Advances as per RBI Master Circular No DOR.ACC.REC.NO.37/21.04.018/2022-23

<sup>2</sup> Excluding technical write-offs



# Summary of Labelled & Overdue Exposures



All figures in INR Crs

- Slippage of ~INR 283 Crs from Standard Restructured Advances pool of Q3FY23
- Overdue book of 31-90 days flattish Q-o-Q at INR 4,792 Crs vs. INR 4,752 Crs in Q3FY23

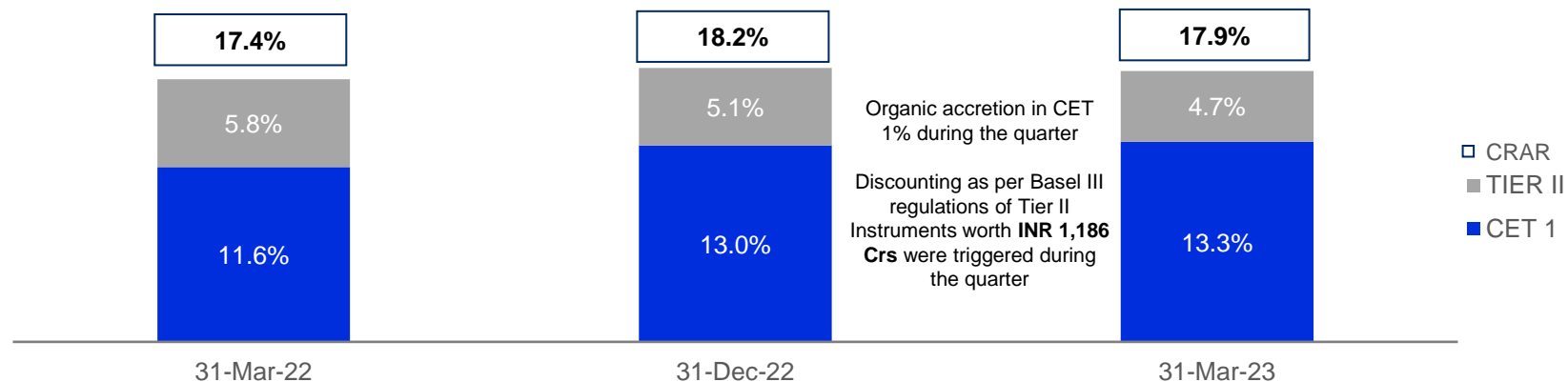
In INR Cr	31-Mar-23		31-Dec-22		31-Mar-22	
	Gross	Provisions	Gross	Provisions	Gross	Provisions
<b>NPA</b>	4,395	2,736	3,904	1,930	27,976	19,771
<b>Other Non Performing Exposures</b>	9,128	4,742	10,221	5,392	8,503	6,647
<i>NFB of NPA accounts</i>	1,289	237	1,183	237	1,097	206
<i>NPI</i>	172	76	185	75	5,268	5,021
<i>Security Reciepts</i>	7,666	4,430	8,853	5,080	2,138	1,420
<b>Total Non Performing Exposures</b>	13,522	7,479	14,125	7,323	36,479	26,419
<b>Technical Write-Off</b>		0		0		16,302
<b>Provision Coverage excl. Technical W/O</b>		55.3%		51.8%		80.9%
<b>Std. Restructured Advances<sup>1</sup></b>	4,705	454	5,860	581	6,752	760
<i>Erstwhile</i>	4	4	3	3	26	1
<i>DCCO related</i>	1,558	78	1,718	86	1,744	87
<i>MSME</i>	644	66	732	75	1,016	98
<i>Covid</i>	2,499	306	3,407	418	3,966	573
<b>Other Std. exposures<sup>2</sup></b>	359	123	222	75	98	34
<b>61-90 days overdue loans</b>	1,165		2,834		1,264	
<i>Of which Retail</i>	629		549		227	
<b>31-60 days overdue loans</b>	3,621		1,918		4,483	
<i>Of which Retail</i>	1,097		865		815	

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

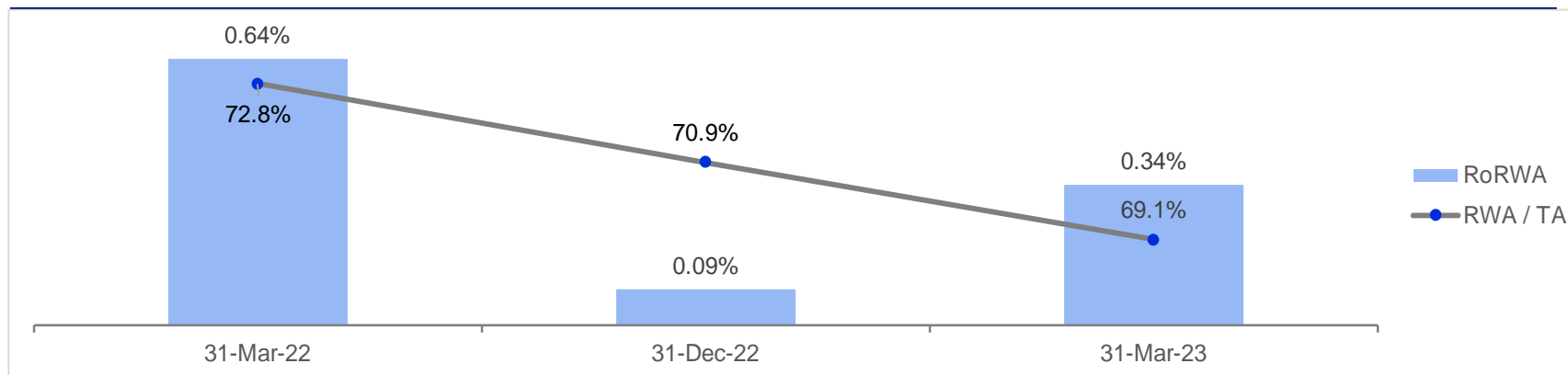
<sup>2</sup> Where provisioning has been made as per requirement of RBI circular on Prudential Framework for Resolution of Stressed Assets dated June 7, 2019

# Organic accretion of Capital: CET 1 ratio at 13.3%

## 1 Bank's Capital Adequacy Ratio<sup>1</sup>



## 2 RWA to Total Assets trending lower and Risk Adjusted Returns



### CET 1 Ratio at 13.3%

- Post full warrant conversion ~150 bps to further accrue to CET I ratio
- Warrants Application / Subscription money amounting to INR 948 Crs (38 bps) already received in cash, not considered for CET 1 computation
- RWAs lower owing to
  - Collateral and Rated Book Improvements
  - Repayments in loans attracting higher risk weights
  - Reduction in market risk capital charge owing to higher provisioning for SRs



<sup>1</sup> Includes Profits

# Strong people focus: *Stable leadership with focus on up-skilling talent, objective performance management & enabling employee flexibility*



**Leadership Development**

- **Top and Senior Management** with average vintage of around 8.5 years within the Bank combined with new talent from the industry.
- **'Advanced Leadership Program' (ALP)**, a three-day structured intervention was concluded for identified **Top & Senior Management** executives. The program helped to further **strengthen the leadership capabilities and competencies** and enhance the quality and depth of our internal leadership pool.
- Select **Emerging Leaders** from businesses participated in the **'Emerging Leaders program'**. This program focused on **Leading Self, Leading Others** and **Managing Business Competencies**.

**Knowledge Management**

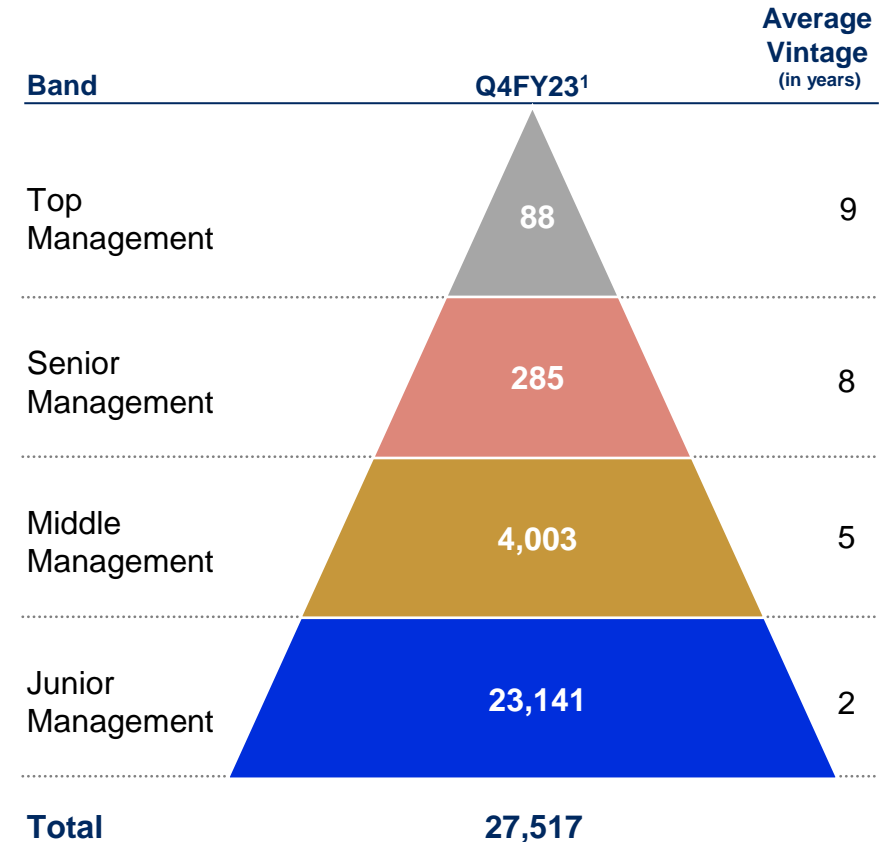
- **YES School of Banking** focusses on **role and skill-specific trainings** and **certifications**. Total **1,61,597 training days** were clocked in **FY23** with an average of **5.87 training days per employee**.
- **Over 75 team members** from **Anti-Money Laundering Team** completed the **CAMI Certification** (Certified Anti Money-laundering Investigator) and gained a thorough understanding of the pragmatic implications of becoming an **AML investigator** when doing transaction analysis.
- The Bank has created an **'Ideation Workflow'** which will facilitate employees to add their ideas (around Transformation, Cost, Quality, Delivery, Speed and Behavioural) in a structured format.

**D & I Initiatives**

- To **celebrate** and **honor** the women at YES Bank, sessions on **'I am Enough'**, **'Breaking the Glass Ceiling'** and **'Holistic Living'** were conducted for employees on **International Women's Day**. Additionally, activities like Decoupage, Block printing on tote bag, Stained glass, Nail Art, Sound Healing, Skincare Inside Out and Zumba sessions were arranged at various YES Bank locations.
- To **create** and **nurture** an **inclusive culture**, **LGBTQ Awareness Webinar** on breaking the stereotypes was conducted by a **TEDx speaker** who is an activist in LGBTQ community.

**Employee Engagement**

- The Bank has also been recognized among the **TOP 50** in **'India's Best Workplaces in BFSI 2023'** rankings by the Great Place to Work® (GPTW) Institute.
- To **engage with ex-YES BANKers** and keep them updated with latest development in the BANK, an **Alumni Portal** has been launched. The portal additionally provides ex-YES BANKers, access to certain of their documents and offers an opportunity to refer friends/relatives who may want to **explore career opportunities at the Bank**.
- **The employees celebrated 3rd Foundation Day** to commemorate the day when the Bank's moratorium was lifted i.e., **18<sup>th</sup> March**.



Net addition of **3,171** staff over the headcount of March 31, 2022

<sup>1</sup> Data as on March 31, 2023

# Credit Rating



Ratings across all agencies at **all time lows**:

March 2020

INDIA Ratings  
Outlook-keeps  
Ratings Watch  
Evolving (RWE)

March 18, 2020

### ICRA Downgrades

Basel II Upper Tier II to D from BB

### CARE Downgrades

Basel II Upper Tier II to D from C  
Outlook-Credit Watch with  
Developing Implications

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

### CARE Upgrades:

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

November 9, 2020

**CARE Upgrades**  
issuer rating to **A-**  
from **BBB+** with a  
Positive outlook

October 12, 2022

March 16, 2020

### Moody's 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 1 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 10, 2021

### Moody's Upgrades

issuer rating to **B2**  
from B3 with a  
Positive outlook

August 2022

**Senior Rating & Outlook Upgrade:**  
ICRA: **A-**; Positive  
India Ratings: **A-**; Stable  
CRISIL: **A-**; **A1+** short term; Positive  
Moody's : **Ba3**; Stable

International Rating	Long-term						Outlook	Short-term
Moody's Investors Service	Ba3						Stable	Not Prime
Domestic Rating	Long-term						Outlook	Short-term
	Basel III		Basel II			Infra Bonds		
	AT I	Tier II	T I	UT II	LT II			
CRISIL		A-				A-	Positive	A1+
ICRA	BB	A-	BBB+	BBB+	A-	A-	Positive	
India Ratings		BBB+				A-	Stable	
CARE		A-		BBB	A-	A-	Positive	

# Thank You

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