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Website : www.karnatakabank.com
CIN : L85110KA1924PLC001128

SECRETARIAL DEPARTMENT

24.05.2024

HO: SEC:41:2024-25

To:

The Manager
Listing Department
National Stock Exchange of India Limited
Exchange Plaza, C-1, Block G
Bandra-Kurla Complex
Bandra (E), Mumbai-400051
Scrip Code: KTKBANK

The Manager
Listing Department
BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai-400001
Scrip Code: 532652

Madam/Dear Sir,

Sub: Intimation under SEBI (LODR) Regulations, 2015- Submission of copy of presentation for Analysts / Institutional Investors on Audited Financial Results for the quarter and financial year ended March 31, 2024

We refer to our earlier letter no. HO:SEC:36:2024-25 dated 18.05.2024 intimating about the scheduling of Q4FY24 Earning's Audio Conference call for Analysts/Institutional Investors to be held on Friday, 24.05.2024 at 05:00 PM IST and also the modalities in connection therewith.

In compliance with the provisions of Regulation 30 read with Para A of Part A of Schedule III and other applicable provisions of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we enclose herewith the copy of the presentation for Analysts / Institutional Investors on audited financial results of the Bank for the quarter and financial year ended March 31, 2024. The analyst presentation has been hosted on the website of the Bank and is available under the link:

<https://karnatakabank.com/investors/quarterly-results>

This is for your kind information and dissemination.

Yours faithfully,

Sham K
Company Secretary &
Compliance Officer

INVESTOR PRESENTATION Q4 FY24

Banking with Legacy,
Embracing the Future

100 Years of Trust & Excellence



 Karnataka Bank
Your Family Bank Across India



 Karnataka Bank

100-Year-Old Private Sector Bank



 Celebrating
100
Years of Trust & Excellence



 Karnataka Bank

100-Year-Old Private Sector Bank



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04 Financial Highlights





Experienced Management Team...

Strengthening of Management, making the Organization Future Ready



Srikrishnan H

MD & CEO
Former MD & CEO, Jio Payments Bank; ED, Yes Bank; Founding Team, HDFC Bank



Sekhar Rao

Executive Director
Former COO, CSB Bank; National Head, RBL; Co-Founder, Savvy India



Abhishek Sankar Bagchi

Chief Financial Officer
Former CFO, NSDL Payments Bank; Dy-VP, Finance & Accounts, Axis Bank



Pankaj Gupta

Chief Digital & Marketing Officer
Formerly at Sify Technologies, HCL Services, Wipro Infotech



Gurumurthy R K

Head – Treasury
Formerly at DBS Bank, Laxmi Vilas Bank, Bank One, ING Vysya Bank



Ramaswamy Subramanian

Chief Product Officer
Former CPO, Dvara KGFS; Head – Products, Suryoday SFB



Venkat Krishnan

Chief Information Officer
Former CTO, IndusInd Bank; CIO, Ujjivan SFB; CTO, Yes Bank



Vinaya Bhat P J

Chief Compliance Officer
27 years veteran at Karnataka Bank



Ravichandran S

Head – Credit Sanctions
38 years veteran at Karnataka Bank



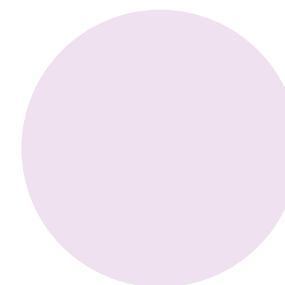
Jayanagaraja Rao S

Head – Branch Banking
27 years veteran at Karnataka Bank



Giridhar Rajaram

Head – Wholesale & Mid-Corporate Banking
Former Mid-Corporate at DBS Bank and SAB



To be announced

Head – Retail & MSME Advances

Inducting lateral business leadership with proven pedigree and nurturing home-grown talent aligned to transformation of the Bank



..Guided by an Independent Board

With no Shareholder Holding >5% Share Capital in the Bank



P Pradeep Kumar

**Part Time Chairman,
Independent Director**
Former MD, State Bank of India



Justice A V Chandrashekar

Independent Director
Former Judge, High Court of
Karnataka



Kalmanje Gururaj Acharya

Independent Director
Senior Partner, M/s. K G Acharya & Co.;
Former Independent Director, State
Bank of Mysore



Srikrishnan H.

MD & CEO



Uma Shankar

Independent Director
Former ED, Reserve Bank of India



Jeevandas Narayan

Independent Director
Former MD, State Bank of Travancore;
Deputy MD, State Bank of India



Sekhar Rao

Executive Director



Dr D S Ravindran

Independent Director
Former Principal Secretary, Govt.
of Karnataka



Harish H V

Independent Director
Former Partner, Grant Thornton;
Founder ECube Investment Advisors



B R Ashok

Non-Executive Director
Partner, M S K C & Associates



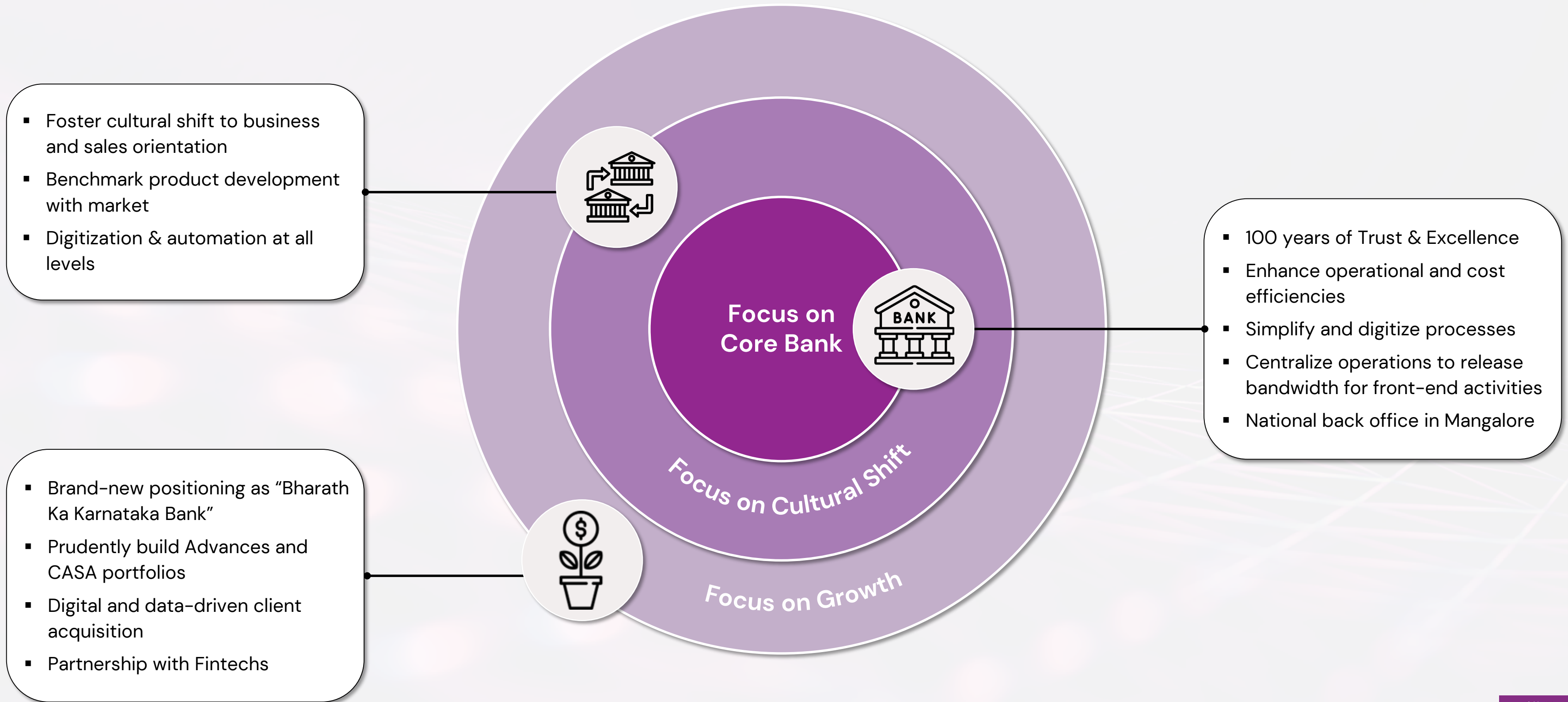
Balakrishna Aise S

Independent Director
Former ED, Oriental Bank of
Commerce



Banking with a Legacy, Embracing the Future

Strategy laid down by the New Management for the Transformational Journey



Accelerating our Transformation Journey

Banking with Legacy,
Embracing the Future

Celebrating 100 years of trust





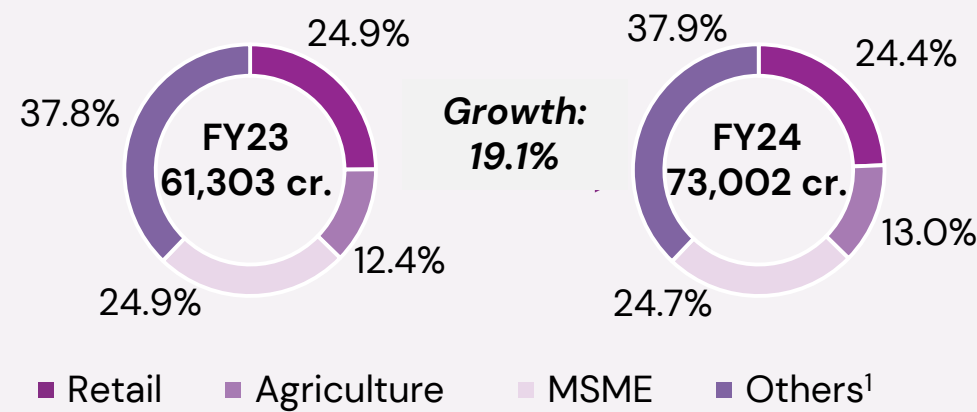
Key Achievements During FY24



Beginning of transformative steps leading to improved financial position...

Deposits and Advances Growth

Gross Advances



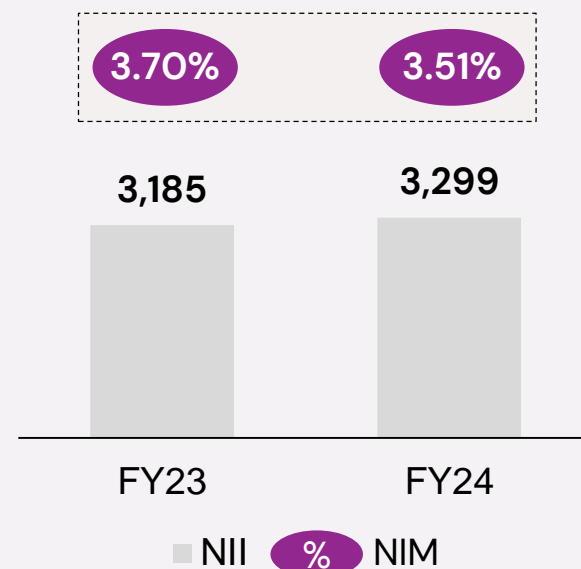
Deposits

FY23	Growth:	FY24
INR 87,368 cr.	12.2%	INR 98,058 cr.

Robust growth in Advances and Deposits across Retail, Agri and MSME

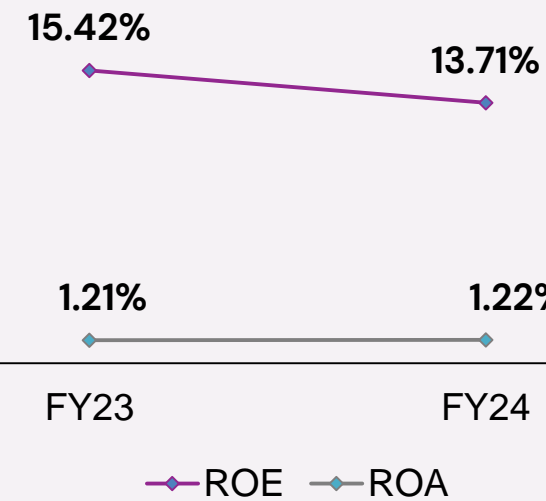
NII and NIM

INR cr. *Within guidance*



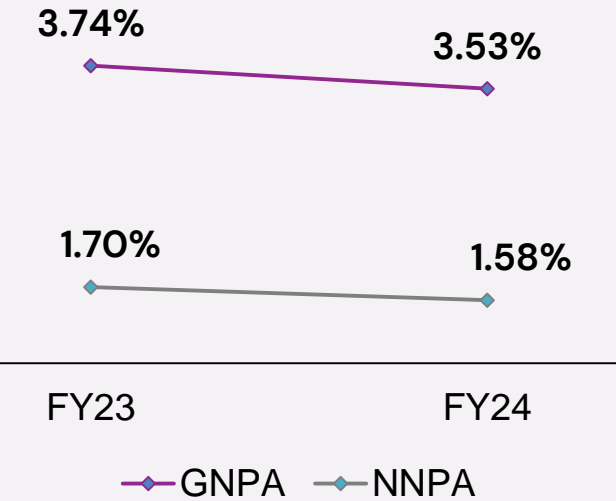
NIM within guidance despite market volatility

Stakeholder Value



Sustained returns within guidance in enhanced capital base

GNPA and NNPA



Decline in GNPA and NNPA along with the restructured portfolio



...Well-positioned to accelerate



Capital Raise of INR 1,500 cr completed in FY24 to fund growth



Strengthening Key Management and **creation of sales centric organisation**



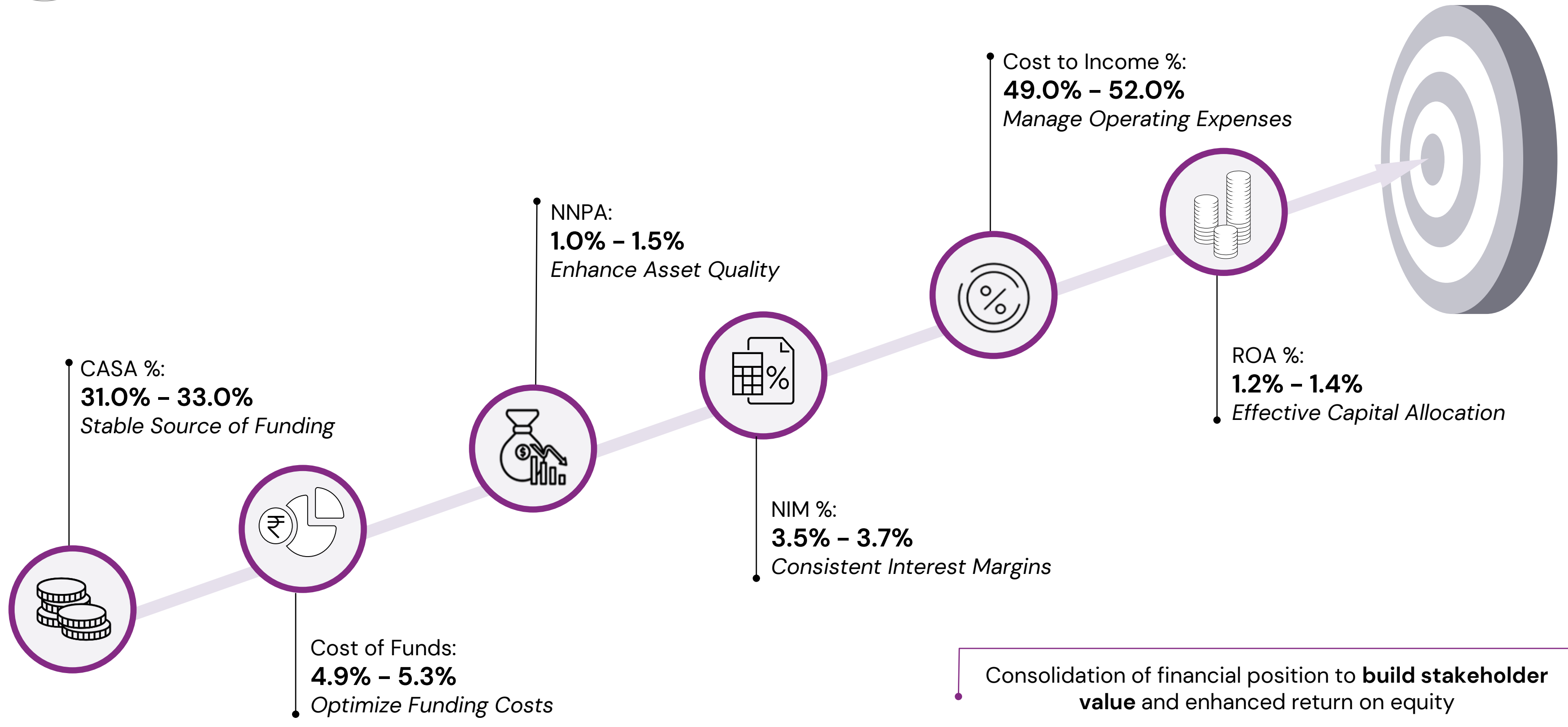
Diverse and comprehensive offerings – **18 new products** and **13 new partnerships** in FY24



Digital First bank for improved customer experience and market share, with focus on 'Banking the Unbanked'



Targeted Performance Improvement to Boost Returns





Products

Building a Comprehensive Portfolio of Products

Customer-centric approach for creating products

Comprehensive product suite

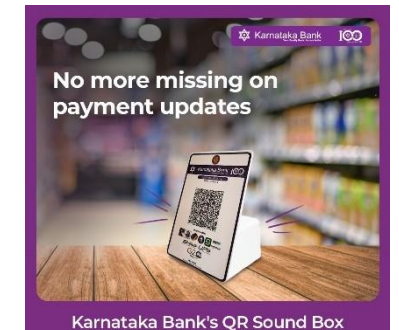
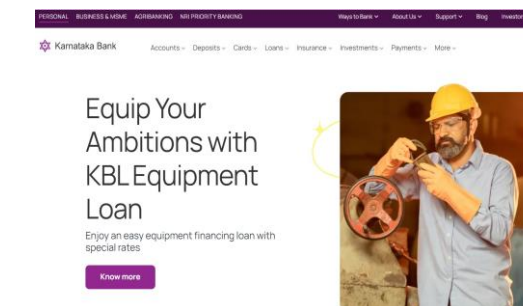
18

Products launched during FY24

Leverage Cross-sell & Up-sell opportunities

Pipeline of products for continuous growth

Retail



Government Banking

- The platform facilitates the collection of Direct Taxes, Custom Duty and GST, offering multiple payment methods
- Flexi Fixed Deposit facilities for government agencies

Liability Products

- Corporate salary account program
- Special Fixed Deposits scheme: 445 days, and 180 days Deposits (special tenure based)
- Senior citizen savings account (to be launched)

ADC Channels

- ASBA IPO through Mobile banking
- NCMC (Metro) Rupay premium debit card
- BBPS² through mobile banking
- UPI Lite

Gold Loan Bullet Repayment Scheme

- Provides tailored short-term agricultural loan with repayments at the end of the loan tenure

KBL CV / CE¹

- Provide loans to finance both new and used commercial vehicles including hybrid vehicles
- Designed to empower MSME business by financing new / old equipment across sectors

KBL Current Account Purple Privilege

- KBL Current Account Purple Privilege provides banking services to medium and large businesses
- QR soundbox

New products focused on 'RAM' – Retail, Agriculture and MSME



Partnerships

Major Partnerships during the Year

Distribution



HDFC Life

- Offer comprehensive financial solutions
- Access to industry-leading life protection products



Bajaj Allianz Life

- Offer varied life insurance products
- Diverse financial solutions leveraging Bajaj's product suite



ICICI Lombard General Insurance

- General Insurance Agreement to distribute general insurance products, enhancing the range of insurance offerings to customers

Integrated marketplace & Wealth Management



Finwizard Technologies

- Offer 3-in-1 account which includes savings, demat and trading
- Enhance the value proposition by enabling customers to invest in stocks and MFs



DigiVridhhi

- Tailored financial services to dairy farmers & societies
- Services available at Village Dairy Co-operative societies

AMFI-Registered MF Distributor

- Empaneled with 8 AMCs; tie-up with MF transaction platform

Asset Origination Tie-ups



Co-branded Credit Card



KBL-Swarna Bandhu

- Access to gold loans at the doorstep in Tier-3 and Tier-4 cities
- Issued more than 3 lakh Co-branded Credit Card
- Financial support to women in rural and semi-urban India with Satin Creditcare
- Providing loans to underserved MSME sector with Clix Capital
- Co-lending with Yubi and Northern Arc

Fintech partnerships provide cost effective gateway to cutting-edge innovative solutions



Digital and Technology

Moving towards a Digital-First Bank

Creating a disruptive "Bank within a Bank"

Our Objectives



Increase in Customer Base



Enhanced Customer Satisfaction



Organisational Productivity



Financial Growth

Infrastructure to Meet Our Objectives



First-in-class digital factory



Integrated Risk and Finance framework to support Bank's regulatory/ management reporting under implementation in OFSAA



Scalable and configurable No-Code, Low-Code platform for business account



Products and Business Solutioning have been integrated into the Technology and Digital Hub



ACoE data platform to assist in-house capabilities and monitor business outcomes

Strategic implementation of digital projects in 2024 to achieve our objectives



Launch of new corporate website with API portal for partners



Central Bank Digital Currency



Digitisation for rollout of government schemes (PM Svanidhi & PM Vishwakarma)



Scale up of Account Aggregator







Digital and Technology







Scalable and Reliable Architecture

Embedding **data & analytics** in business processes for data-driven decision making

Foundation of Architecture








-  First-in-class scalable central data repository **on cloud** with data quality management and remediation capabilities
-  Predictive, business/strategy and descriptive **analytics use-cases**
-  Enhancement of the **Data Link** to enable seamless communication and exchange of information
-  Integrated analytics with business processes to enable **data driven decision making**

Integration with the Business

-  **Retail Loan Propensity**
Target Retail loan propensity for better product proposition for customers
-  **Micro Market Analysis**
External information on throughputs/market at a pin code level to plan operations
-  **Deposit Propensity**
Deposit propensity for core augmentation
-  **Primary Bank Index**
Analyse overall wallet share of customer with the Bank through Customer360
-  **Collection Prioritisation**
Optimise collection efforts through advances analytics
-  **Behaviour Scorecard**
Proactively monitor and control delinquency levels



Impact on the Business

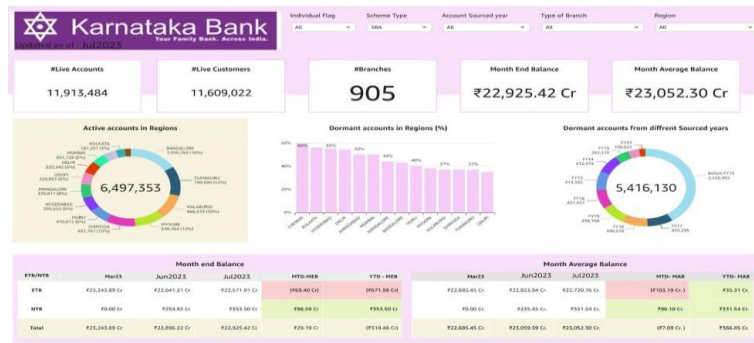
-  **CASA & Term Deposits**
-  **Retail Advances**
-  **Asset Under Management**
-  **Internet and Mobile banking users**
-  **Assets**
-  **Operations and Governance Efficiency**
-  **NPAs**



Digital and Technology

Best in class Analytics Factory: 360day PitStop

Business Dashboards Driving Agility and Precision in Decisions



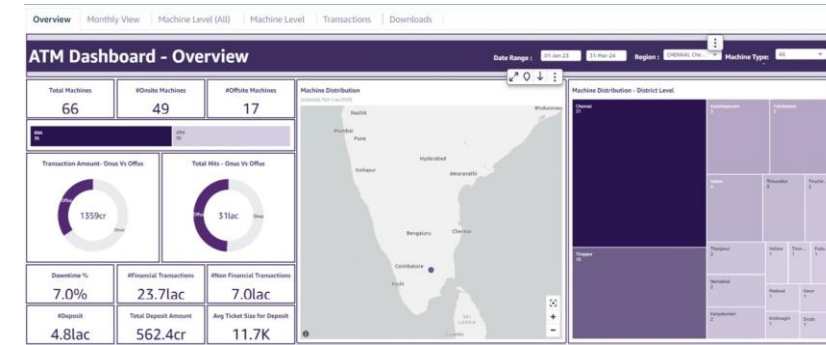
CASA Balance Buildup Dashboard



Branch Productivity Dashboard



Customer 360 Dashboard



ATM Dashboard

10+ Dashboards
35+ Business and Predictive models live

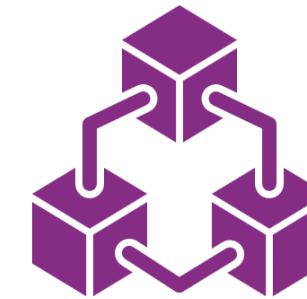
Business Systems ensuring New Insights have Rails for Outcomes

Customer Relationship Management (CRM)

Economically weaker Section (EWS)

Customer Engagement Channel

Collection Prioritisation



4+ Digital systems

Key Business Outcomes



Branches Aligned to Catchment



~1 mn Engaged Customers



Realisation of Planned P&L Impact



Key Milestones in Q4FY24

Celebrating 100 years of Trust & Excellence



Inaugurated centenary building with museums showcasing 100-year journey and the futuristic 'Digital Bank of Future'



Release of INR 100 coin along with postal stamp and special postal cover



Digitization: New corporate website with App developer portal



Rebranding Campaign "Bharat Ka Karnataka Bank"

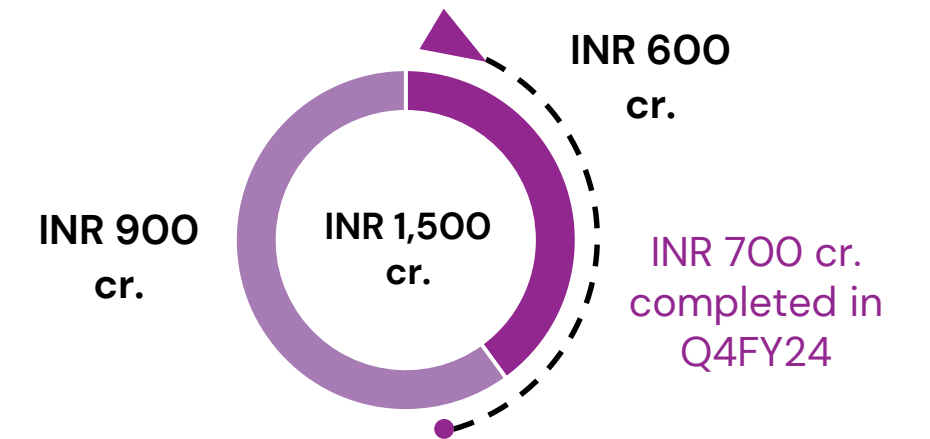


Brand repositioning through "Bharat Ka Karnataka Bank"



Increasing market share through a presence in 22 states and 2 union territories

Completed Target Capital Raise



- Qualified Institutional Placement
- Preferential Issue of Equity Shares



Record capital raise of INR 1,500 cr. within 6 months



Institutional holding reached ~42% in FY24 from ~26% in FY23



Redeemed INR 720 cr. of Tier-2 Bonds through exercise of call options



Our Strengths and Strategies

Banking with Legacy,
Embracing the Future

Celebrating 100 years of trust





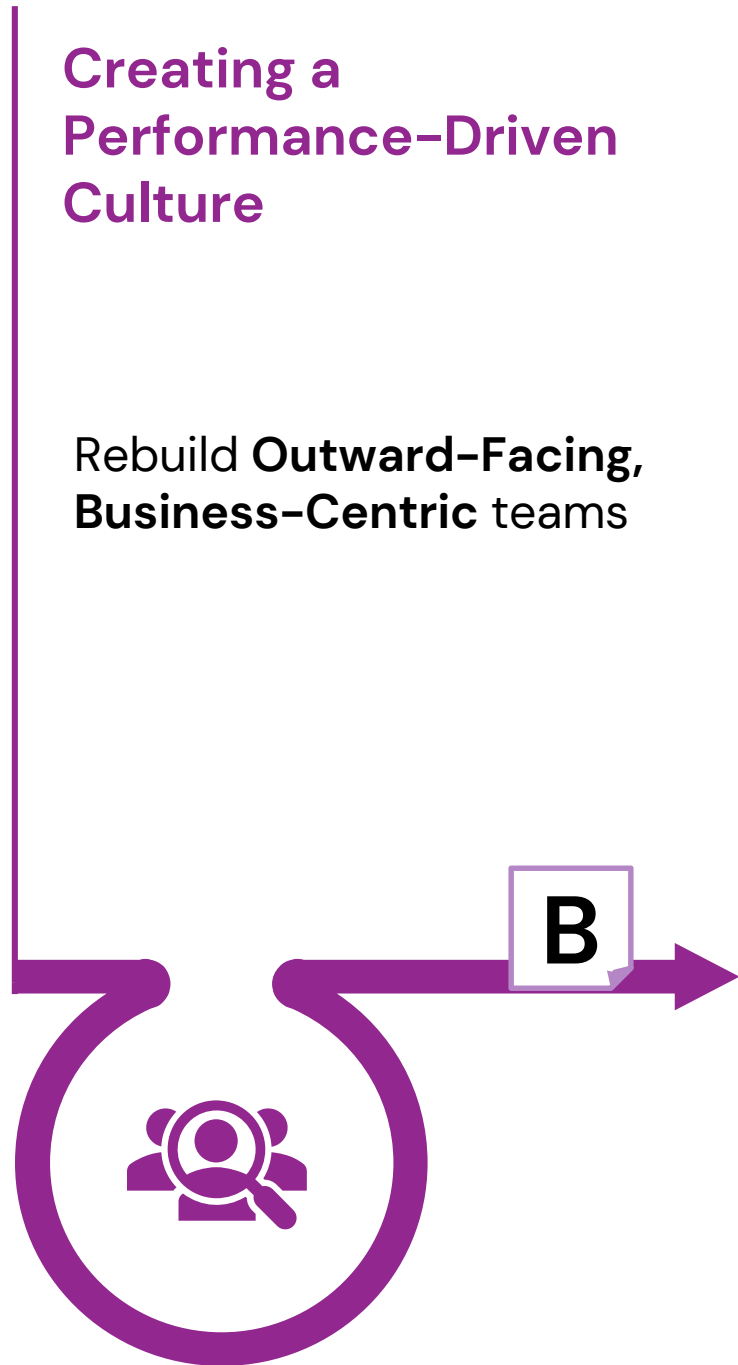
Strategic Roadmap



A

Delivering Excellence in Core Businesses with Underlying Technology Platform

Through tech-driven **Processes, Products & People** targeting Rural, MSME and Retail sector



B

Creating a Performance-Driven Culture

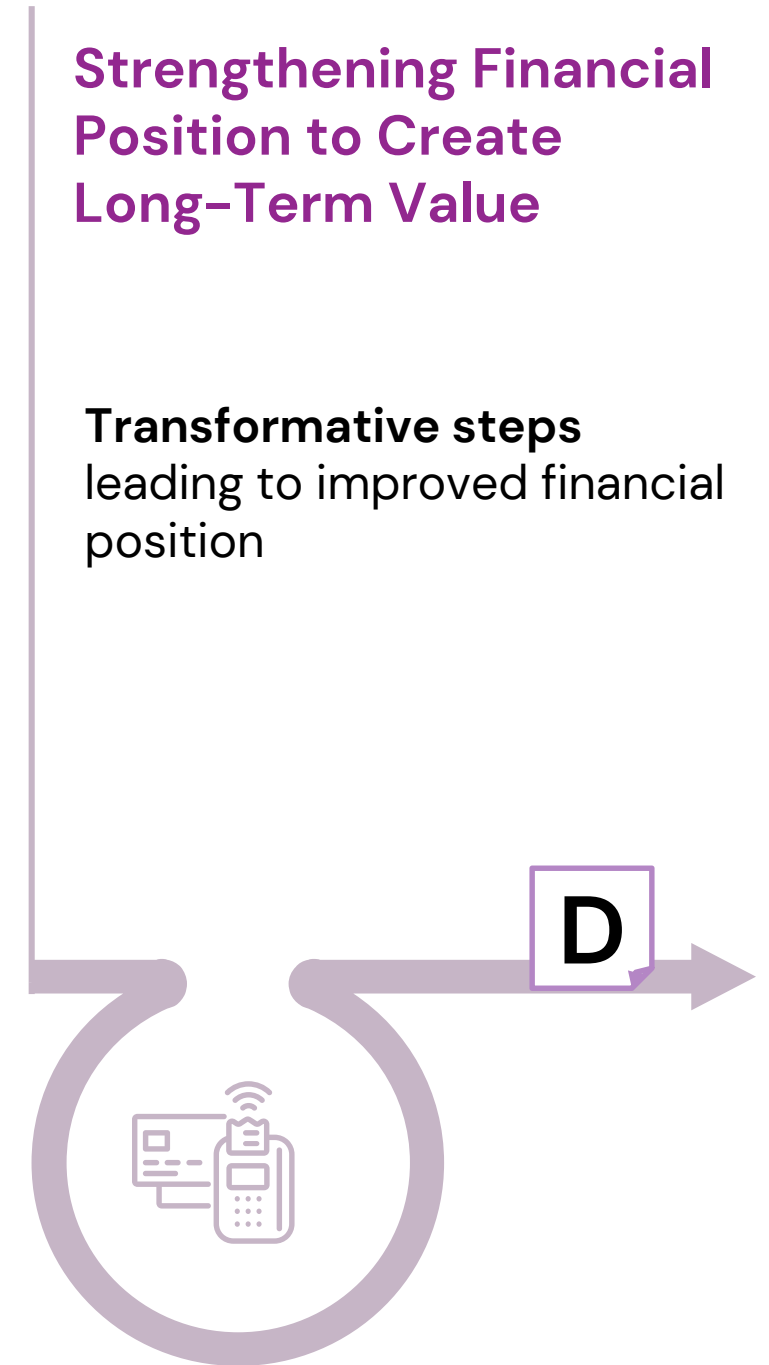
Rebuild **Outward-Facing, Business-Centric** teams



C

Digitalisation and Partnership to Accelerate Book Growth

Digital First private sector Bank



D

Strengthening Financial Position to Create Long-Term Value

Transformative steps leading to improved financial position



Driving Excellence in Proven Core Competencies



Consistent Emphasis on our Strength Areas

Our Legacy

Building on Our Legacy



100 Year Legacy

13 Mn

Happy customers

1 in 35¹

Indians Bank with us

- Tradition with Innovation
- Outbound Sales Culture
- Startup-like Agility



MSME & Rural Focus

37.7%²

Share of MSME & Agri-Loans

46.5%

Branches in Rural & Semi-Urban Areas

- Capitalise on community network
- MSME and Rural to be key growth drivers



Retail Focus

45.5% → 46.6%²

Increase in % of Retail Advances from FY20 to FY24

- Enhanced RoA and RoE
- Focus on Retail – Home, Gold Loans



Bharat Ka Karnataka Bank

4.1%³

Market share in Karnataka

22 States

Pan-India presence

- Wider Geographical Presence
- Digital and Data-driven client acquisition
- Cross Selling





Driving Excellence in Proven Core Competencies

A.

Diversified Offerings with Established Brand Equity

Retail and Personal Banking



- Housing
- Vehicle
- Gold
- Loans against property
- Personal loans
- Education

Agriculture Banking



- Agriculture & allied activities
- Farm development
- Agricultural land purchase
- Farm mechanization
- Hi-tech agriculture
- Agricultural infrastructure & ancillary

MSME



- Working capital finance for traders & manufacturing industries
- Term loans & infrastructure finance
- Business development loans
- Corporate loans
- Professional & self-employed loans
- CV / CE loans

Services



Simple & smarter digital loans



Centralized processing



Immediate in-principle sanction



Dedicated sales team

Facilities



Dedicated technical experts (AFOs)



Agri Development Branches (ADBs)



Rural godown loans



Farm machinery/ vehicle loans

Facilities



GST Based Loans



Quick digital underwriting



Loans to women entrepreneurs



Loans for machinery & equipment



Driving Excellence in Proven Core Competencies

A.

Key Capabilities in Place to Leverage Opportunities in the Government Business

Focused to be one of the top govt. collection Banks



Empaneled as 'Agency Bank' for direct tax collection



Integrated on **National Jan Samarth** portal



State-level Treasury integrations for collection of revenue (Khajane-II in Karnataka and MAHAKOSH in Maharashtra)



National Savings Institute (NSI)
(to on-board customers for savings schemes)



Live with **Customs and GST collection** through OTC and Internet Banking



Launch of **Flexi Fixed Deposits** scheme for government departments and allied institutions



Live with **Direct tax collection** offering various payment methods



Live on **RBI Central Bank Digital Currency (CBDC)** platform

Working towards "one-stop" digital solution for all statutory payments

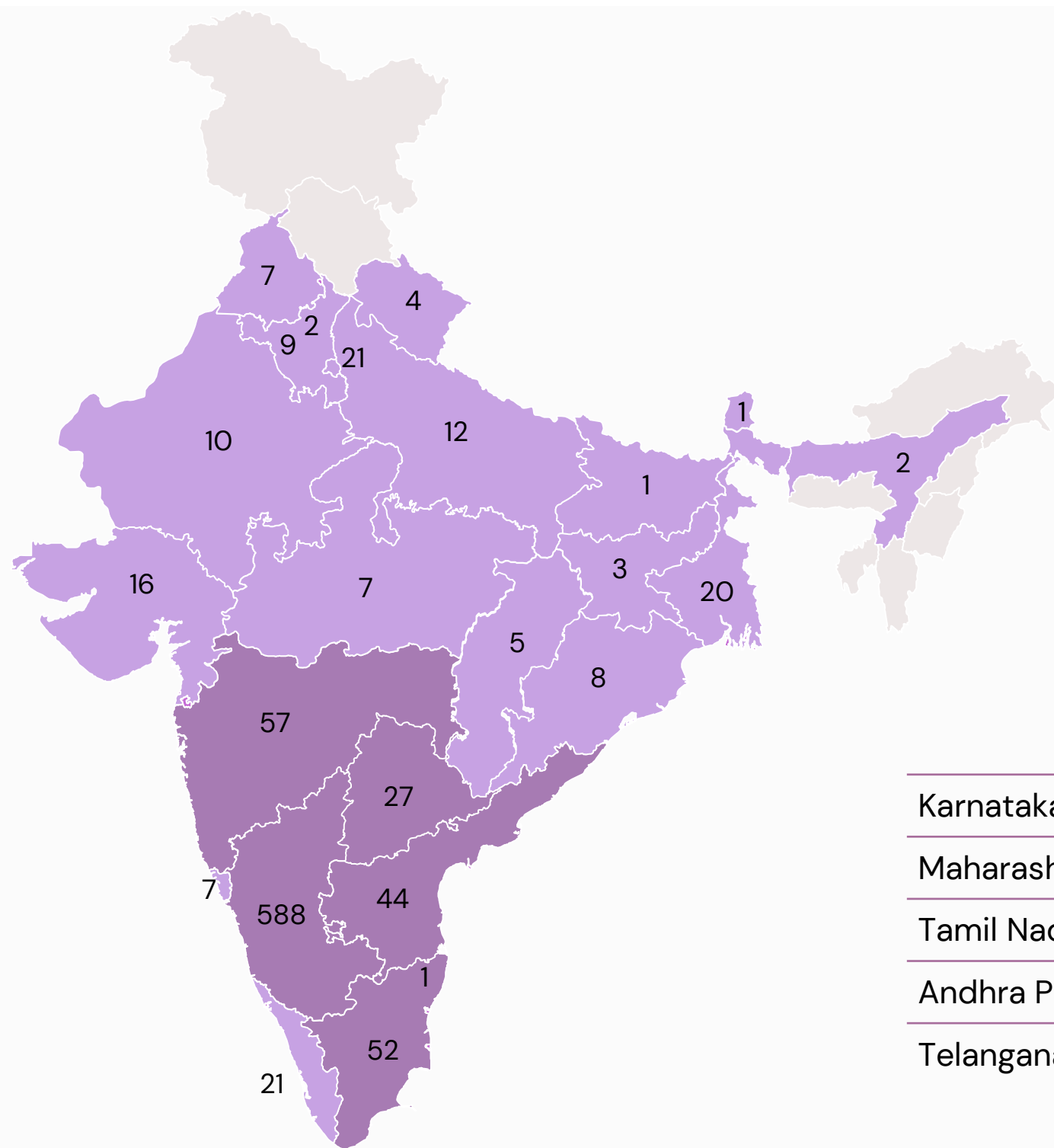




Driving Excellence in Proven Core Competencies

A.

Strong Geographical Footprint



Steady Growth in Locations Served



925

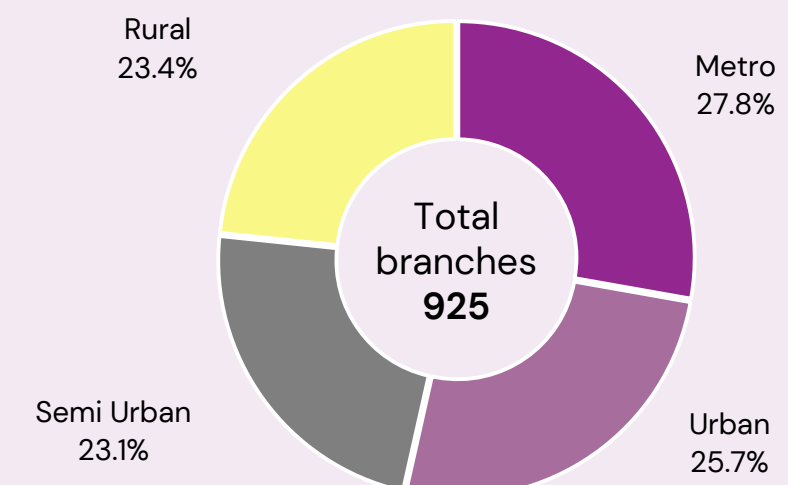
Branches



1,504

ATM and Recyclers

Presence Across All Tiers





Creating a Performance Driven Culture

B.

Rebuild Outward-Facing, Business-Centric Teams



New Management

Redefining KRAs with introduction of '3Ps' – Pay for Person, Position, and Performance



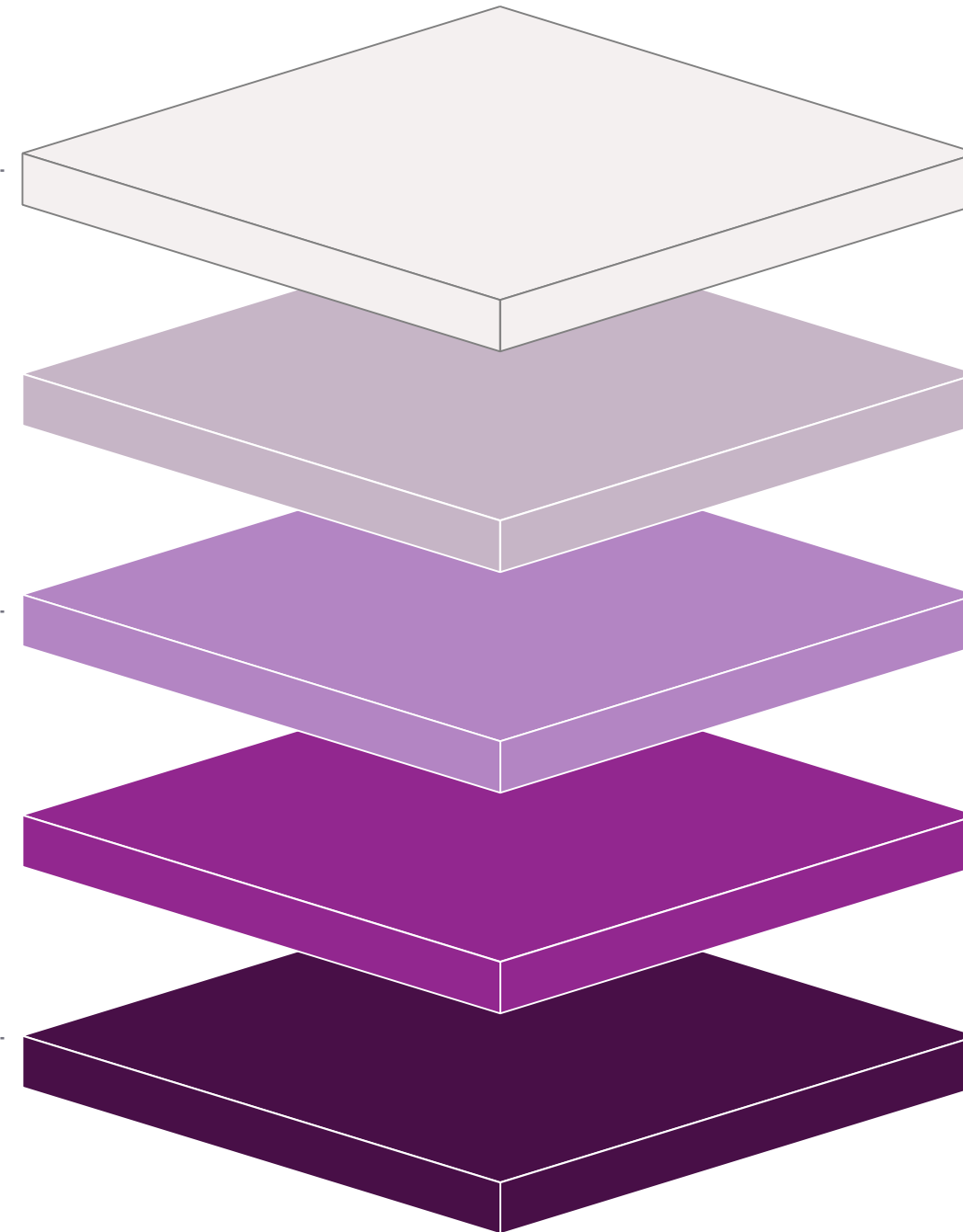
Cross- Functional Capabilities

Branch ability to underwrite Assets and originate Liabilities



Startup @100

Entrepreneurial practices, accountability and ownership, leading to improved TAT



Customer- centric Model

Outbound, business-oriented sales force



Digital First

Focus on client acquisition, service delivery and security



Linear organizational structure with an intensified focus on Branch Banking





Creating a Performance Driven Culture

B.

Rebuild Outward-Facing, Business-Centric Teams





Digitalisation Propelling Robust Book Growth



Foundation in place to Drive Next Leg of Digital Innovation

State-of-the-art **'Technology, Digital & Product Hub'** at Bengaluru

- **40,000 sq. ft.** super built-up area
- **300+** skilled employees
- **Products and Business Solutioning** have been integrated covering technology, digital and analytics

- **Live with CRM:** Integration of customer data and interactions across Marketing and Sales department
- Enhance customer engagement and improve business productivity

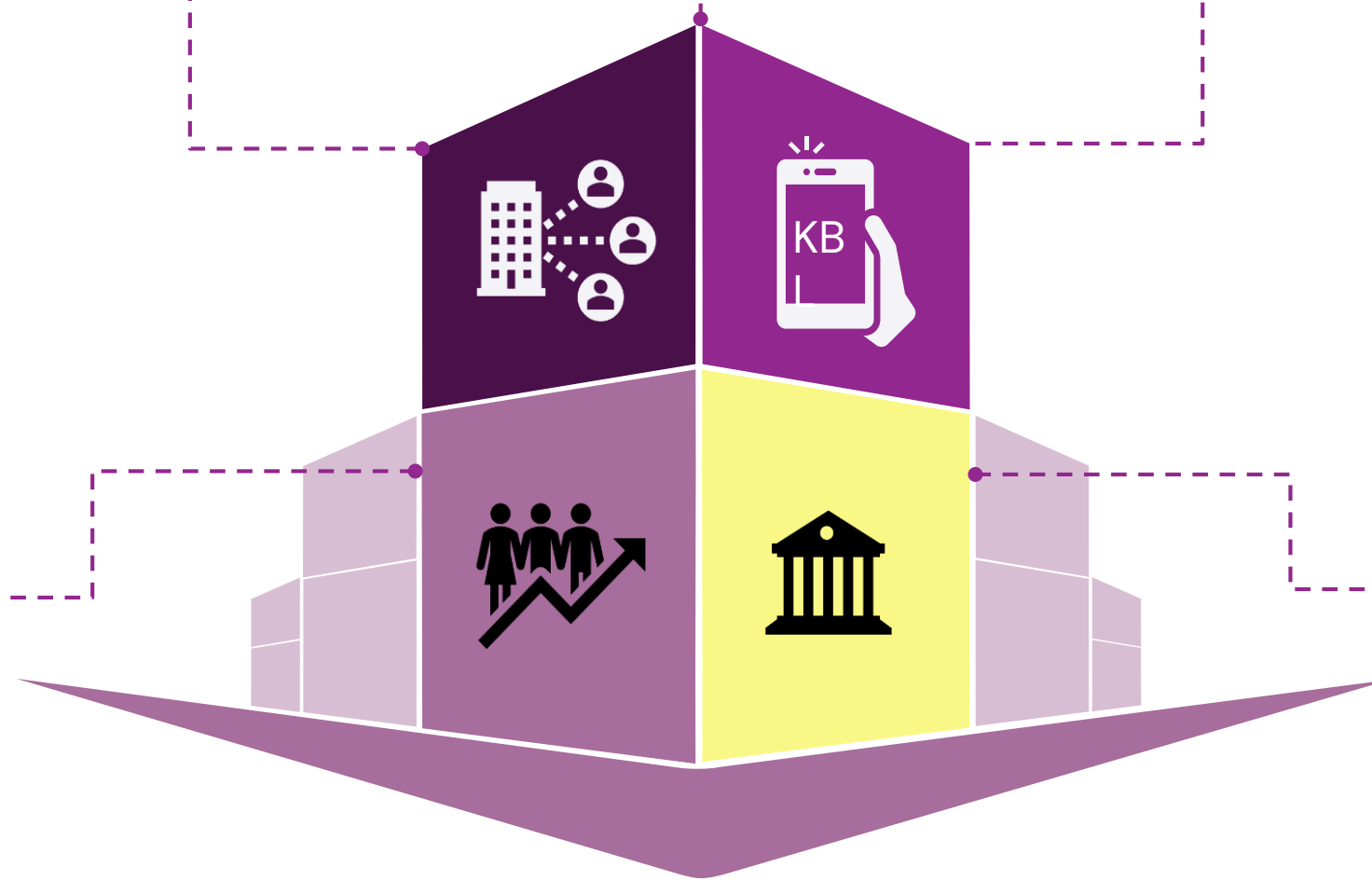
Launched revamped **website and customer app**

- Developer portal featuring over **400+ APIs**
- **KBL Mobile Plus** provides a user-friendly mobile interface with intuitive navigation

▪ **Partnerships with FinTechs** to drive digital banking

- **Increase Product Penetration** per customer through analytics-enabled cross selling

- **Cloud Data Platform** for ACoE
- Four Modules from OFSAA including **fund transfer and profitability module** under implementation
- Scalable and configurable platform for business account



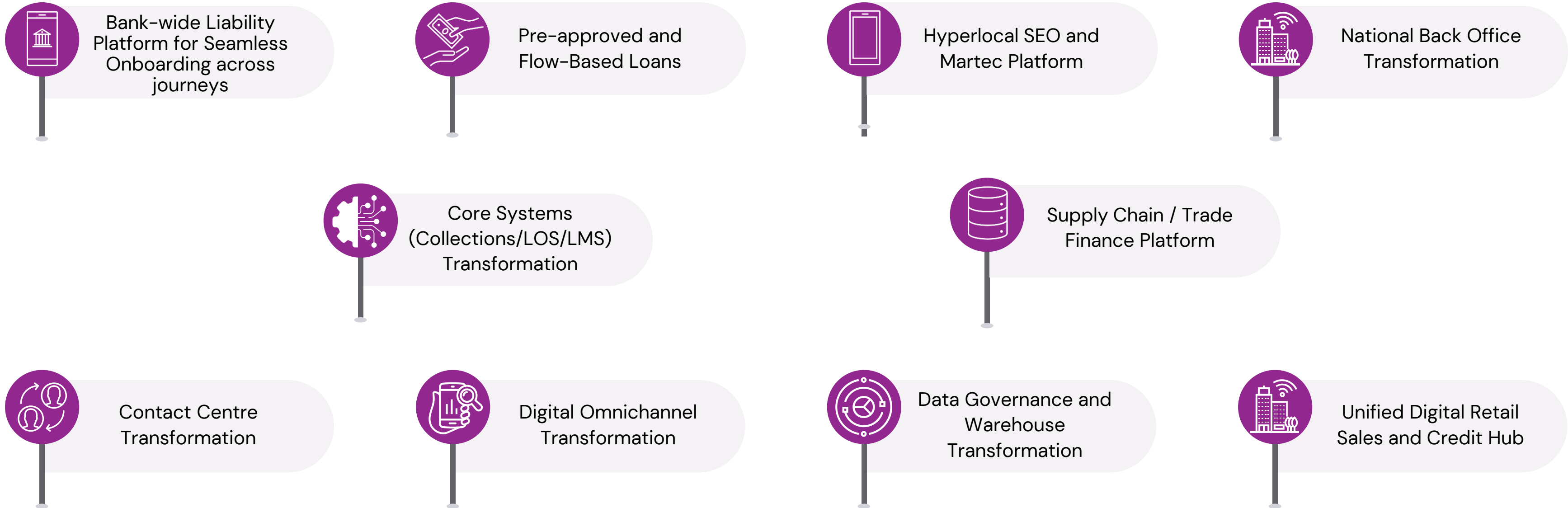


Digitalisation Propelling Robust Book Growth



Initiatives towards Digitisation

Planned future initiatives for 2025



Focusing on robust growth through digitisation



Financial Highlights

Banking with Legacy,
Embracing the Future

Celebrating 100 years of trust





Financial Highlights

Karnataka Bank at a Glance

Particulars	FY24	FY23	Growth Y-o-Y
Total Assets	116,085	99,058	17.2%
Gross Advances / % Retail	73,002 / 46.60%	61,303 / 50.31%	19.1% / (371 bps)
Deposits	98,058	87,368	12.2%
Retail Deposits	66,665	58,561	13.8%
CASA Ratio	31.97%	32.97%	(100 bps)
Gross NPA	3.53%	3.74%	(21 bps)
Net NPA	1.58%	1.70%	(12 bps)
PCR	79.22%	80.86%	(164 bps)
ROE	13.71%	15.42%	(171 bps)
ROA	1.22%	1.21%	1 bps
NIM %	3.51%	3.70%	(19 bps)
CRAR	18.00%	17.45%	55 bps
Tier-1 Capital	16.17%	14.18%	199 bps



Financial Highlights

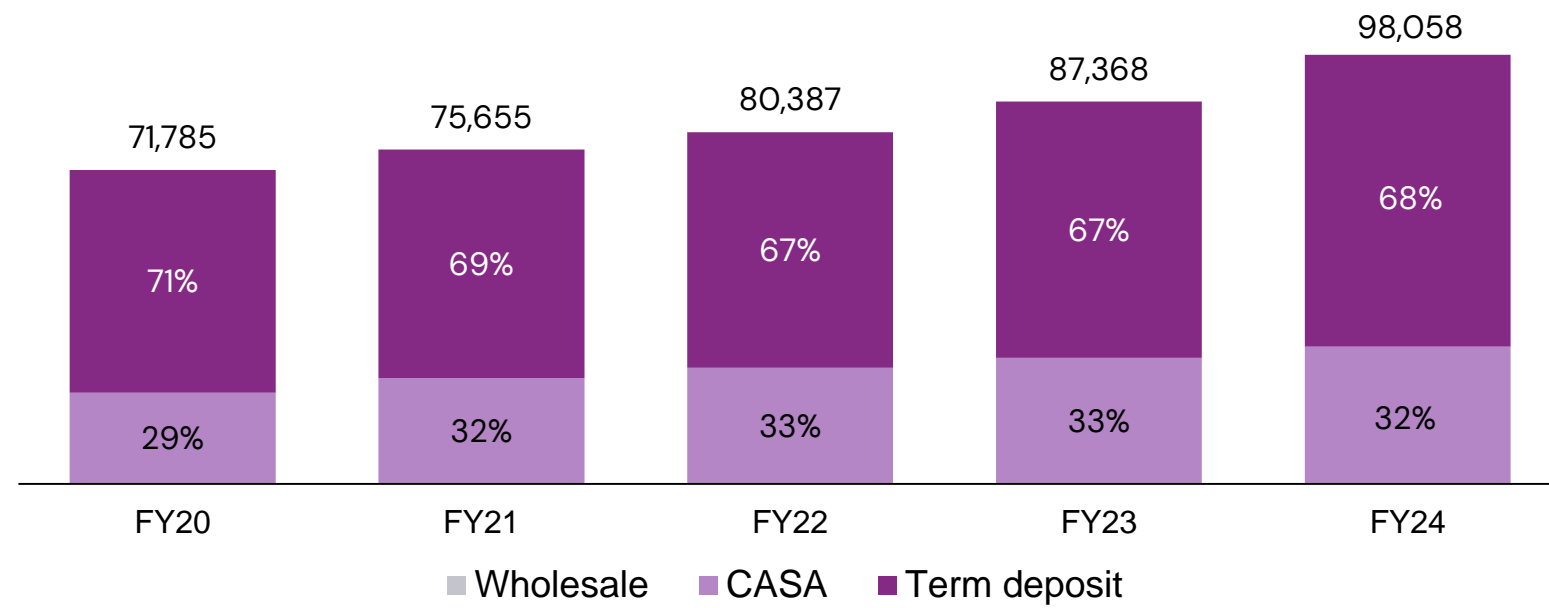
Karnataka Bank at a Glance (Quarterly Results)

Particulars	Q4FY24	Q3FY24	Growth Q-o-Q	Q4FY23	Growth Y-o-Y
Total Assets	116,085	109,990	5.5%	99,058	17.2%
Gross Advances / % Retail	73,002 / 46.60%	69,741 / 47.50%	4.7% / (90 bps)	61,303 / 50.31%	19.1% / (371 bps)
Deposits	98,058	92,195	6.4%	87,368	12.2%
Retail Deposits	66,665	63,176	5.5%	58,561	13.8%
CASA Ratio	31.97%	31.45%	52 bps	32.97%	(100 bps)
Gross NPA	3.53%	3.64%	(11 bps)	3.74%	(21 bps)
Net NPA	1.58%	1.55%	3 bps	1.70%	(12 bps)
PCR	79.22%	80.75%	(153 bps)	80.86%	(164 bps)
ROE	10.64%	14.26%	(362 bps)	17.61%	(697 bps)
ROA	0.96%	1.21%	(25 bps)	1.40%	(44 bps)
NIM %	3.30%	3.46%	(16 bps)	3.87%	(57 bps)
CRAR	18.00%	15.88%	212 bps	17.45%	55 bps
Tier-1 Capital	16.17%	13.66%	251 bps	14.18%	199 bps

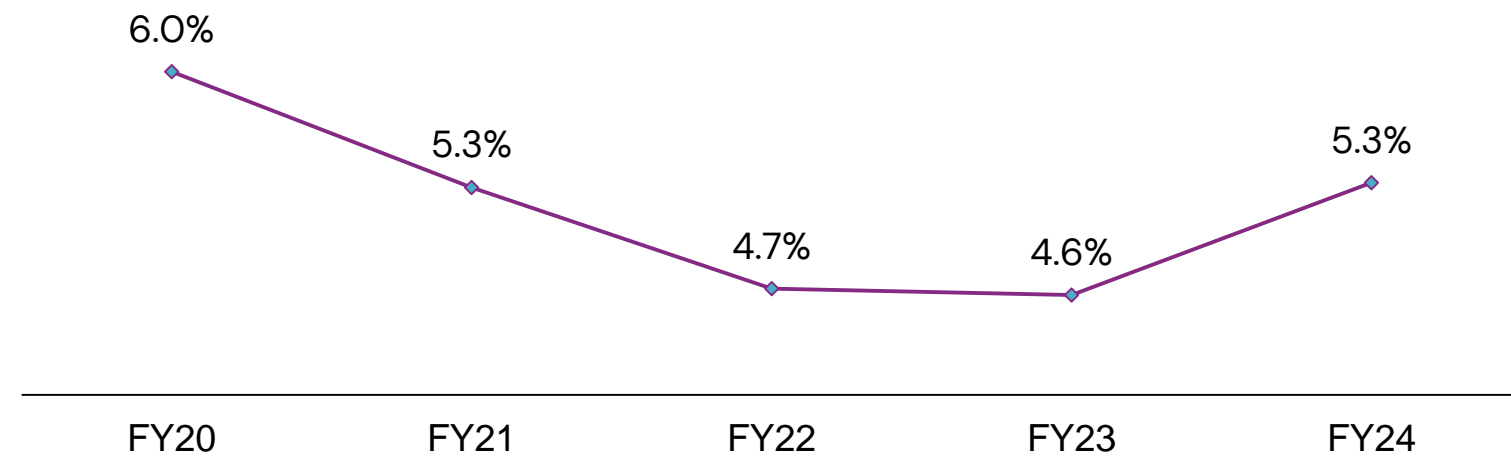


Liability Profile

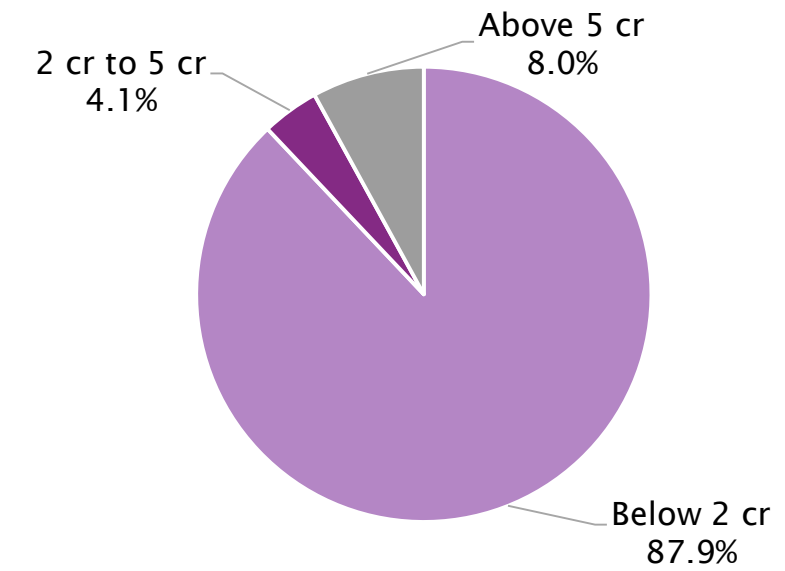
Deposit Profile (in INR Cr)



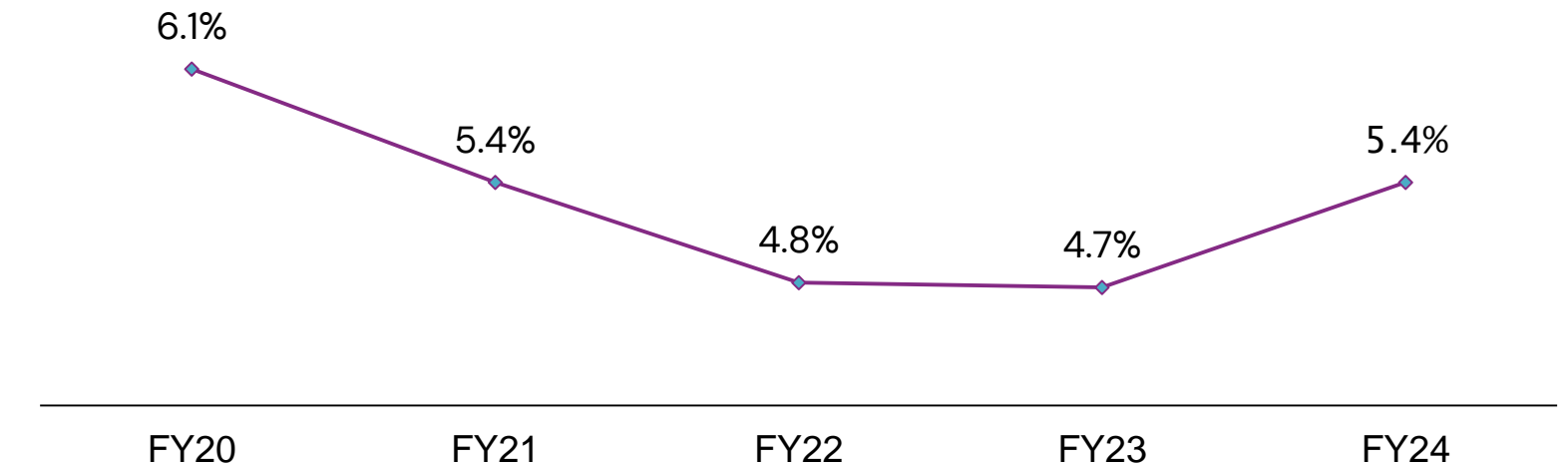
Cost of Deposit



Retail Term Deposit Breakup (Mar-24)



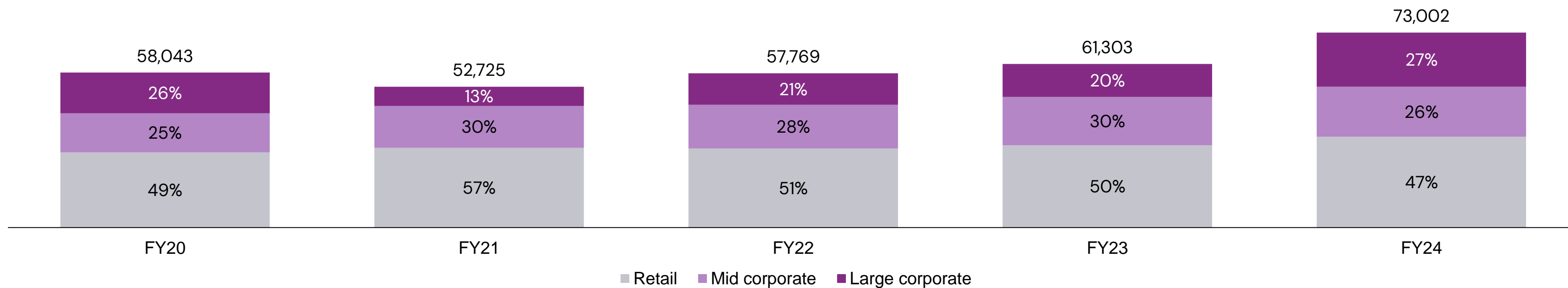
Cost of Funds



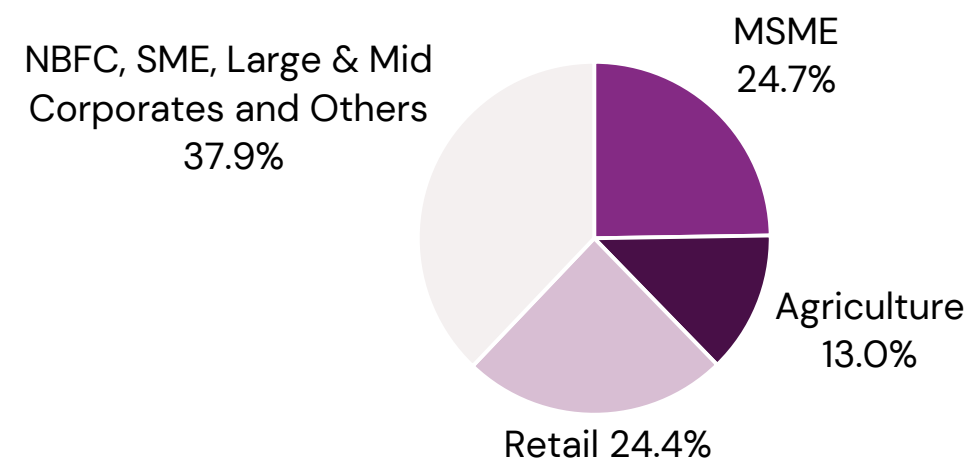


Advances

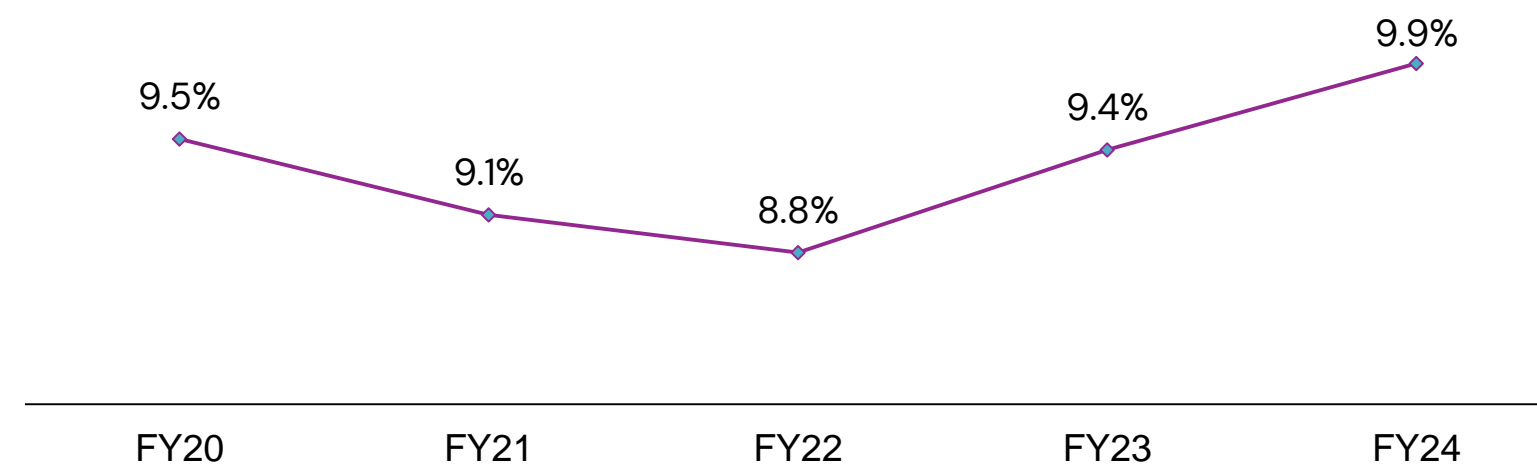
Gross Advances Profile (in INR Cr)



Sectoral Loan Exposure (Mar-24)



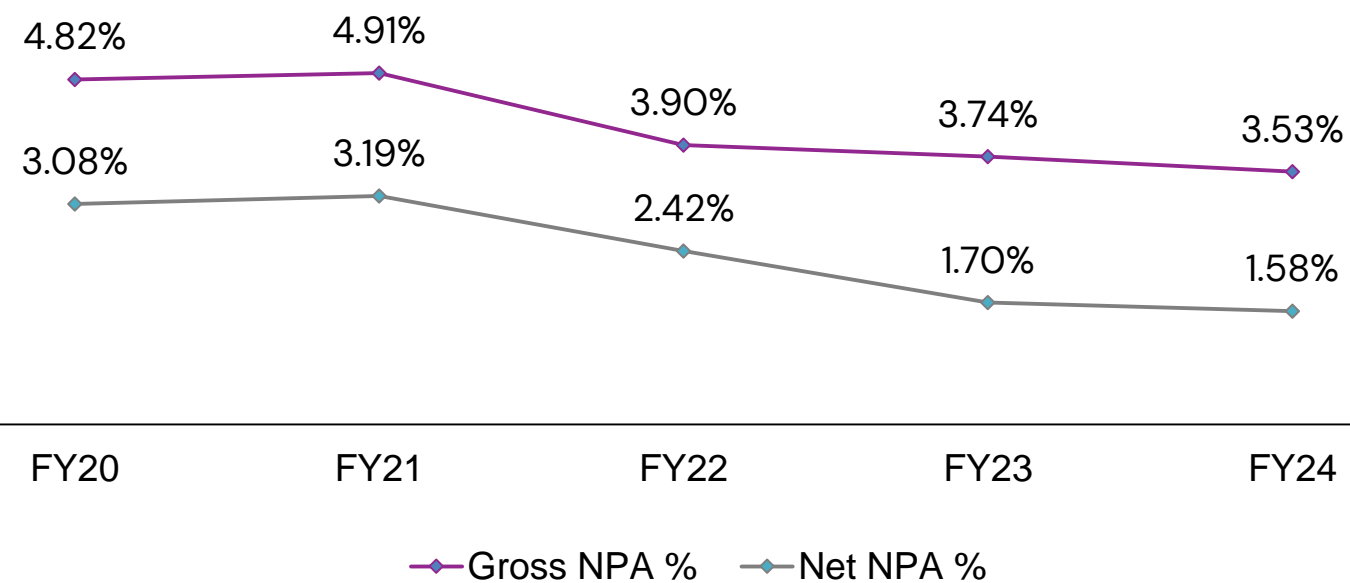
Yield on Advances



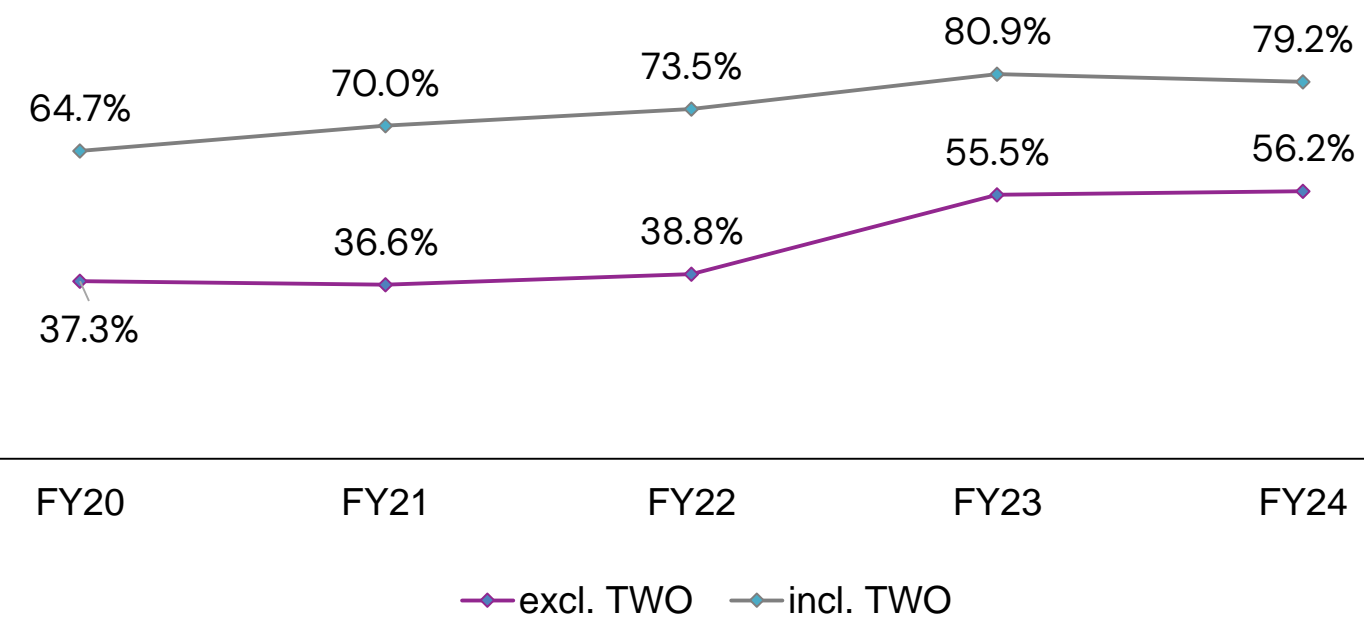


Asset Quality

GNPA & NNPA

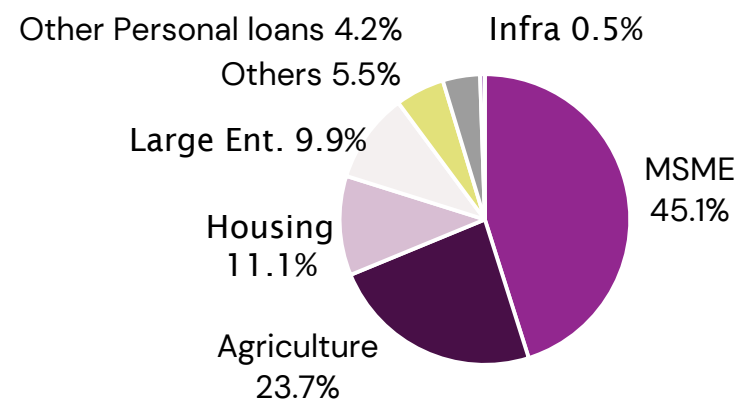


Provision Coverage (Incl. & excl. TWO)

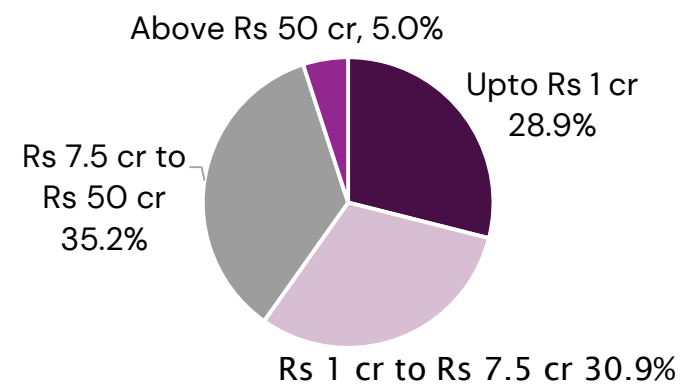


GNPA Breakup (Mar-24)

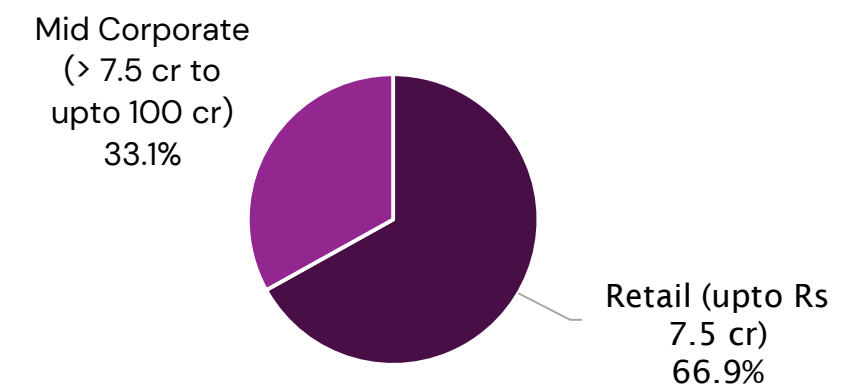
Sector wise



Size wise



Credit Portfolio wise



GNPA as on 31 March 2024: INR 2,578 Cr

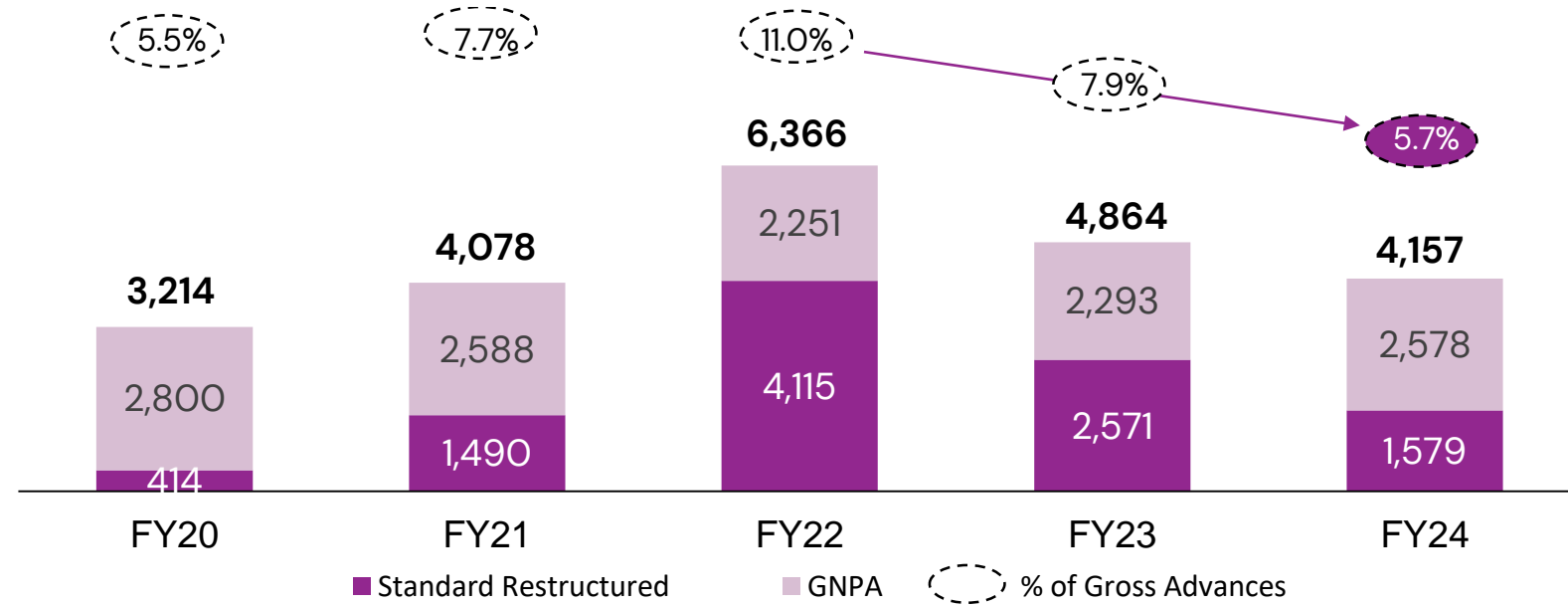




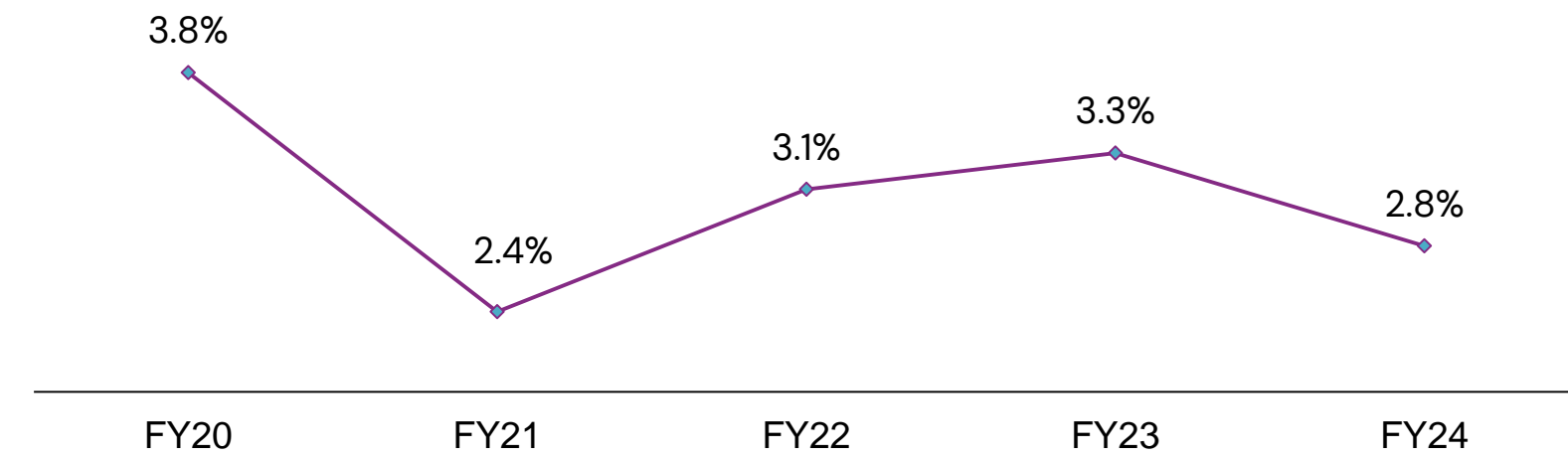
Asset Quality

Restructured Portfolio

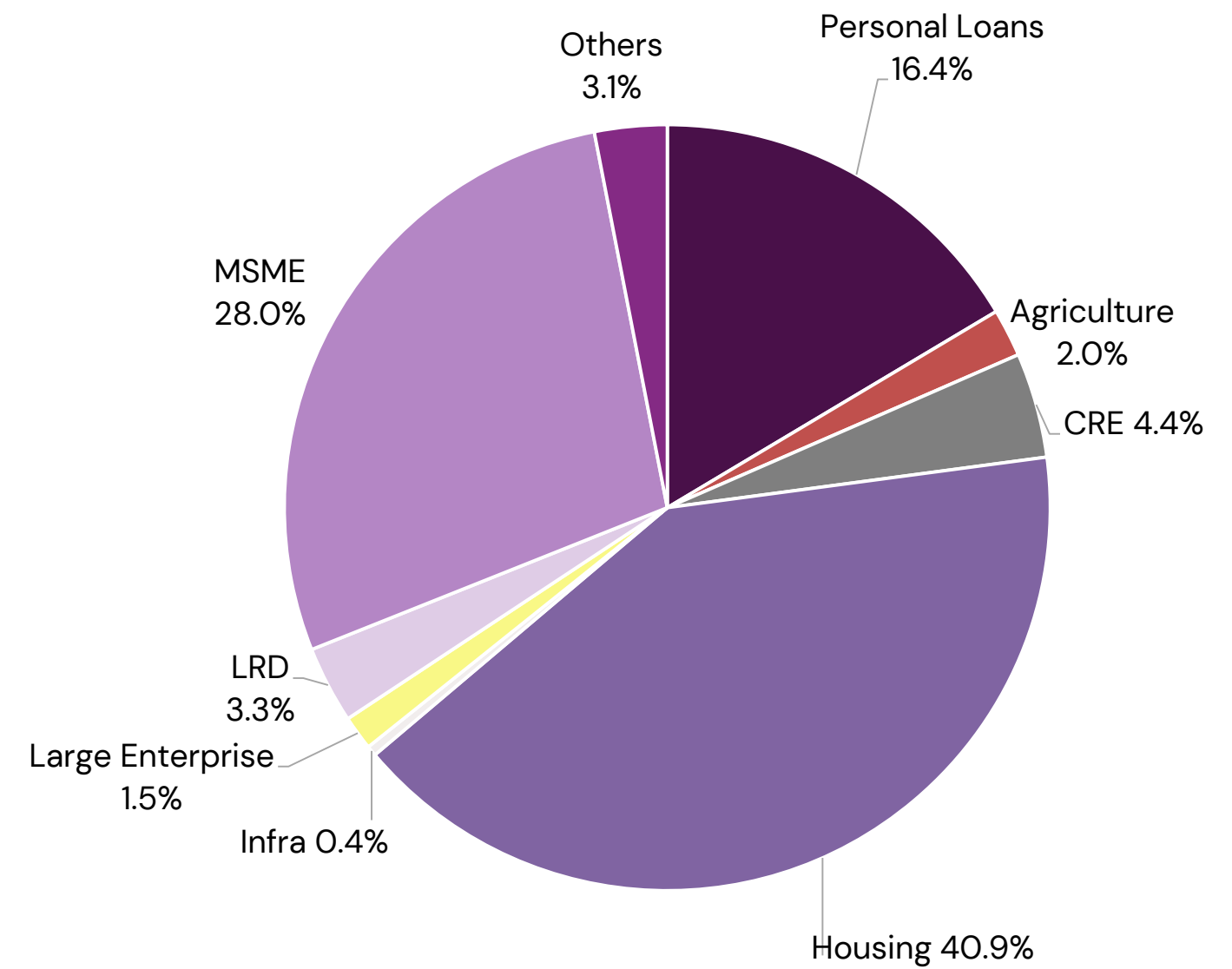
GNPA & Restructured Assets (INR cr.)



Slippage Ratio



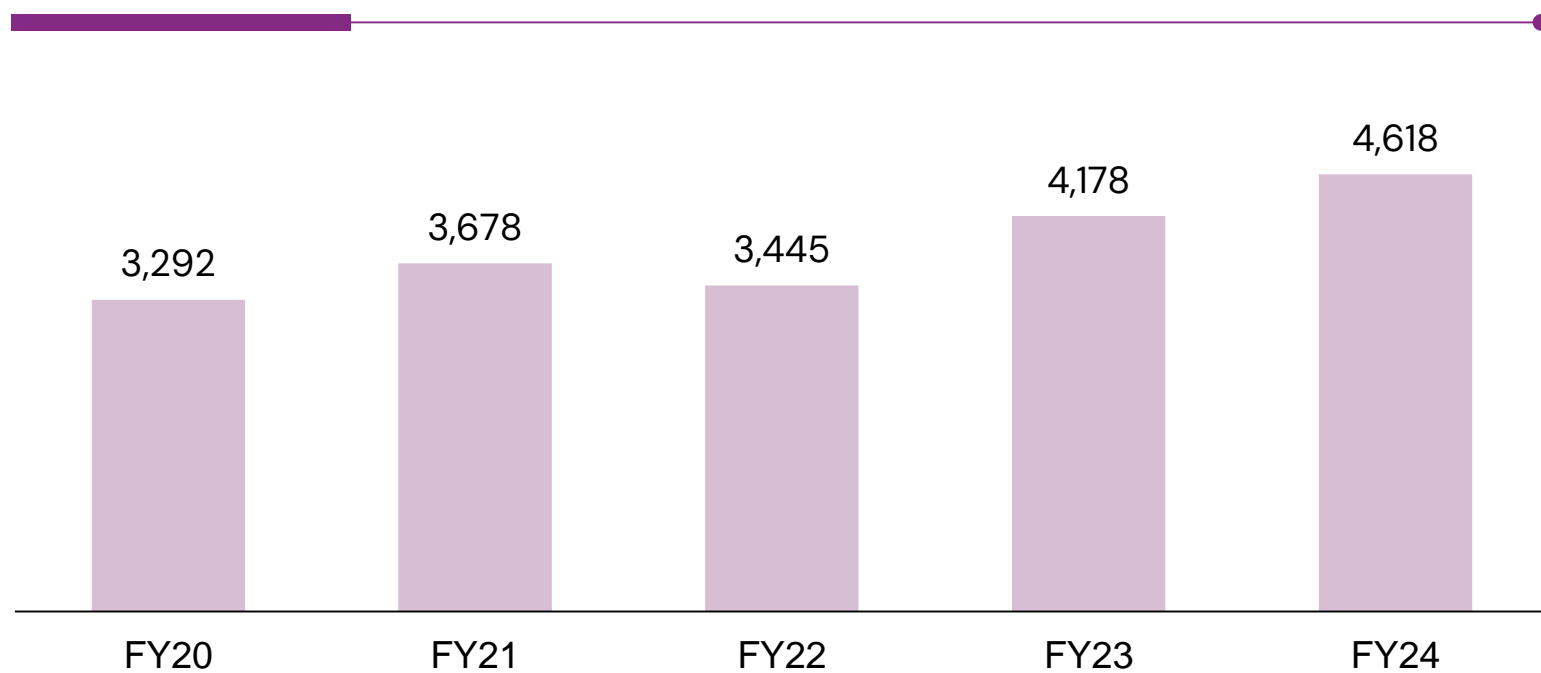
Standard Restructured Portfolio – Break-up



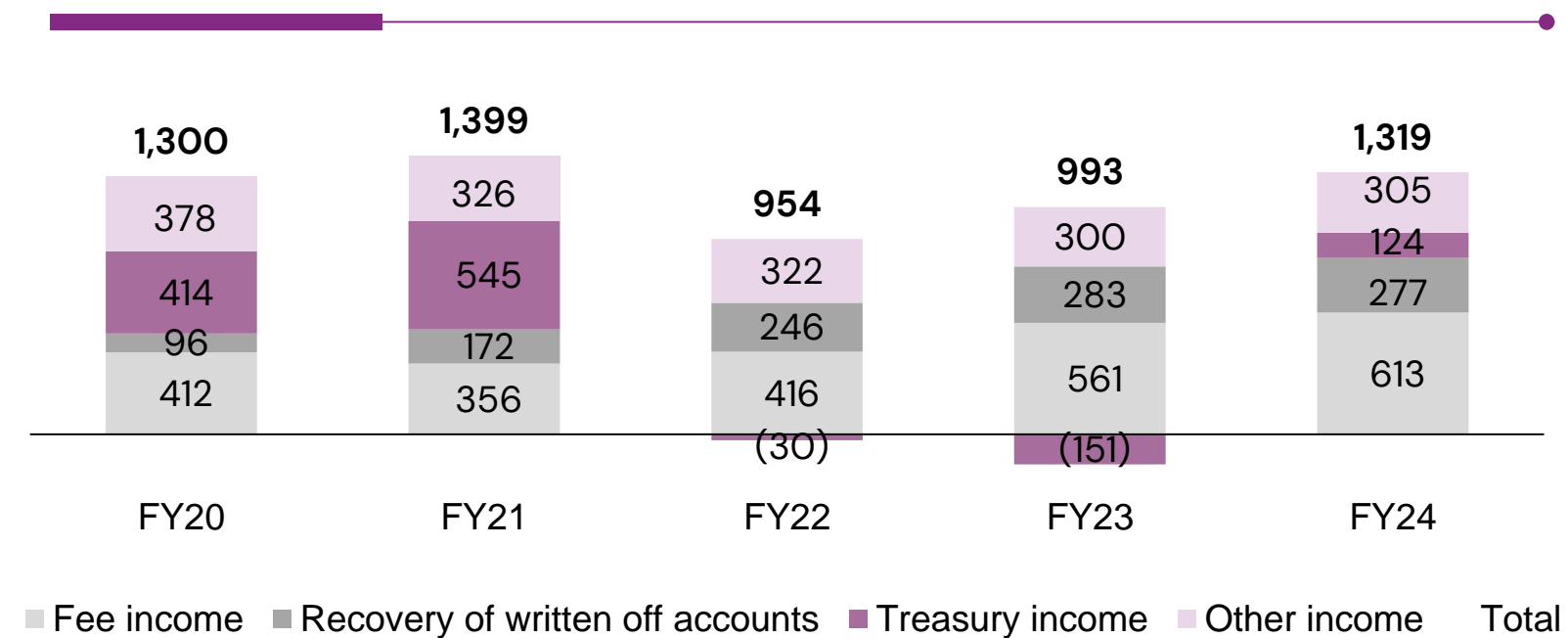


Profitability

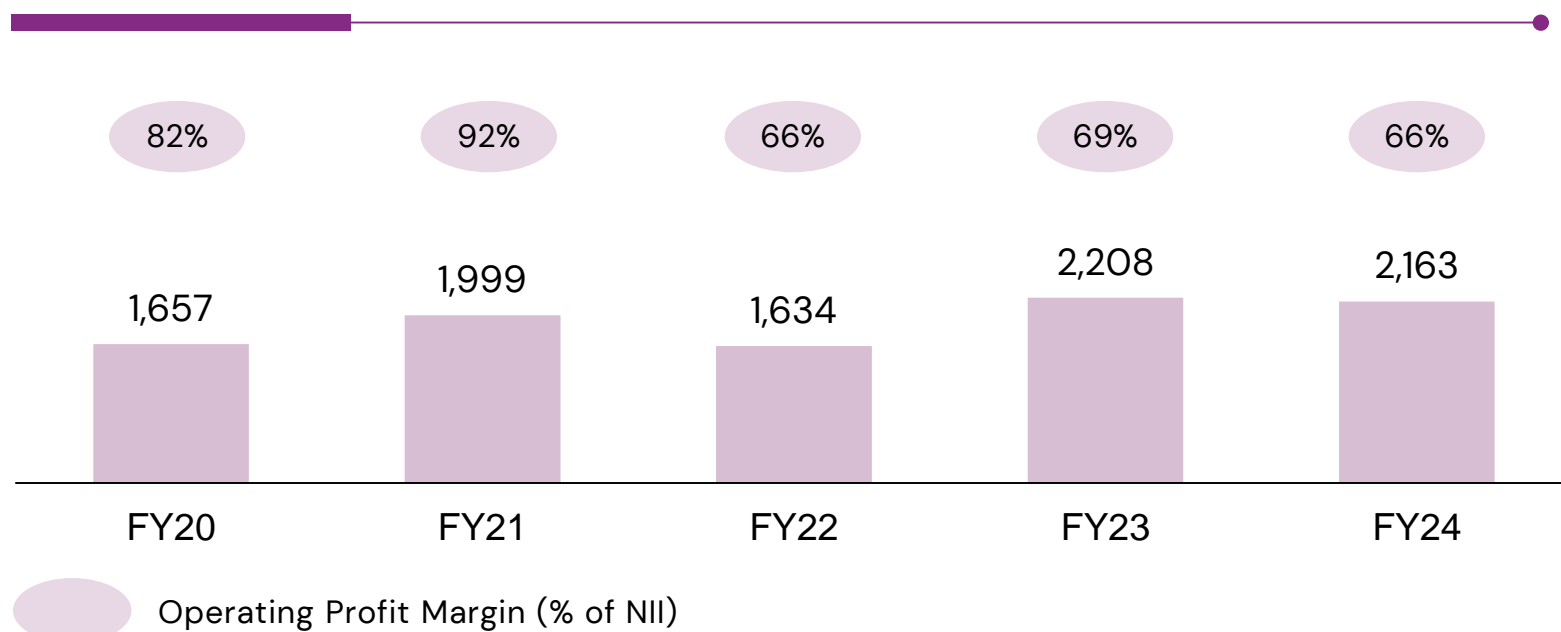
Operating Revenue (INR Cr.)



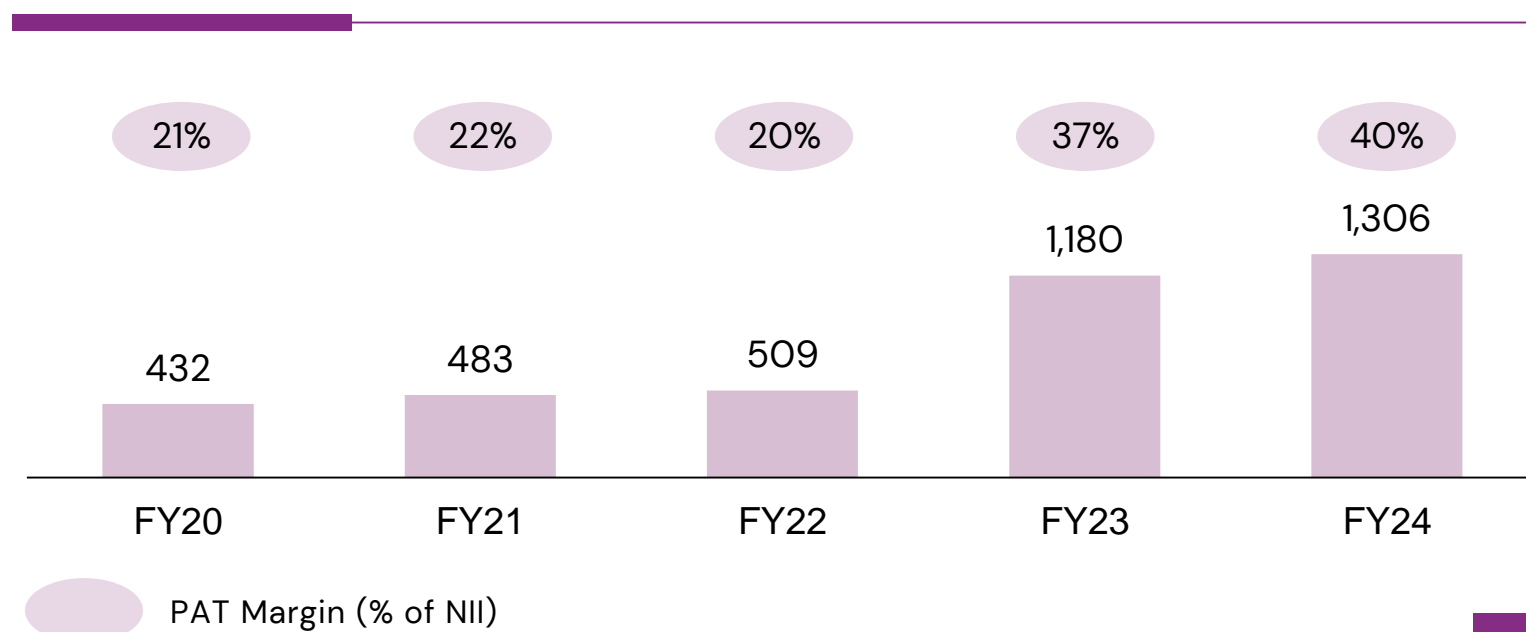
Other Income¹ (INR Cr.)



Operating Profit (INR Cr.)



PAT (INR Cr.)



Notes: 1. Other Income includes Locker rent, Debit card, TPP, ATM and Others

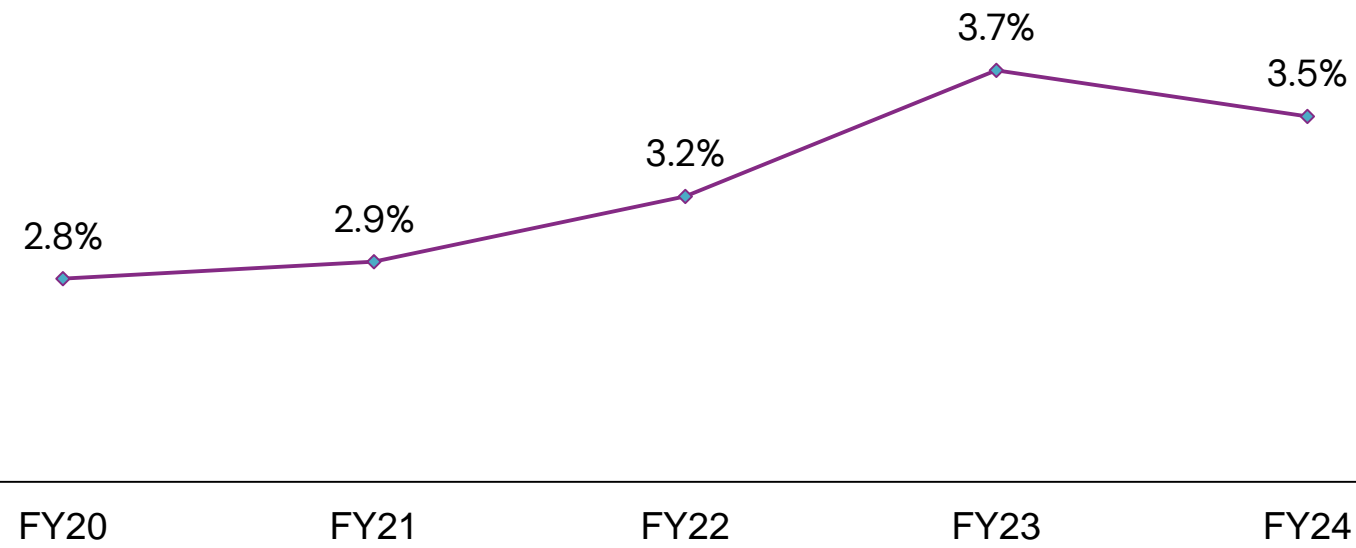
POST IMPACT OF INR 152.2 CRORE ONE-TIME STAFF COST



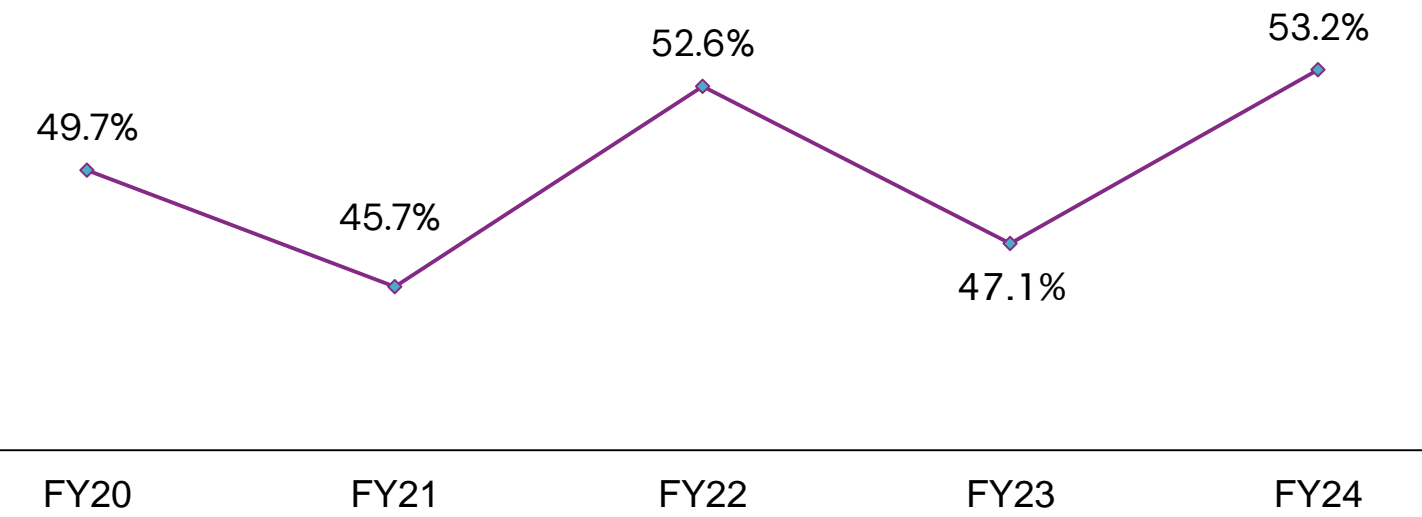


Profitability

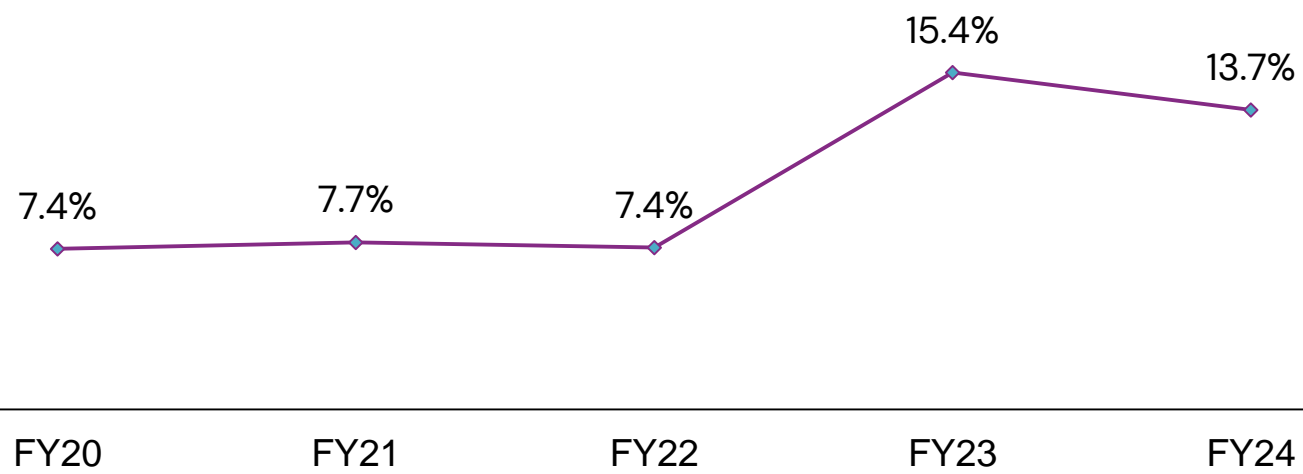
Net Interest Margin



Cost to Income ratio



Return on Equity



Return on Assets



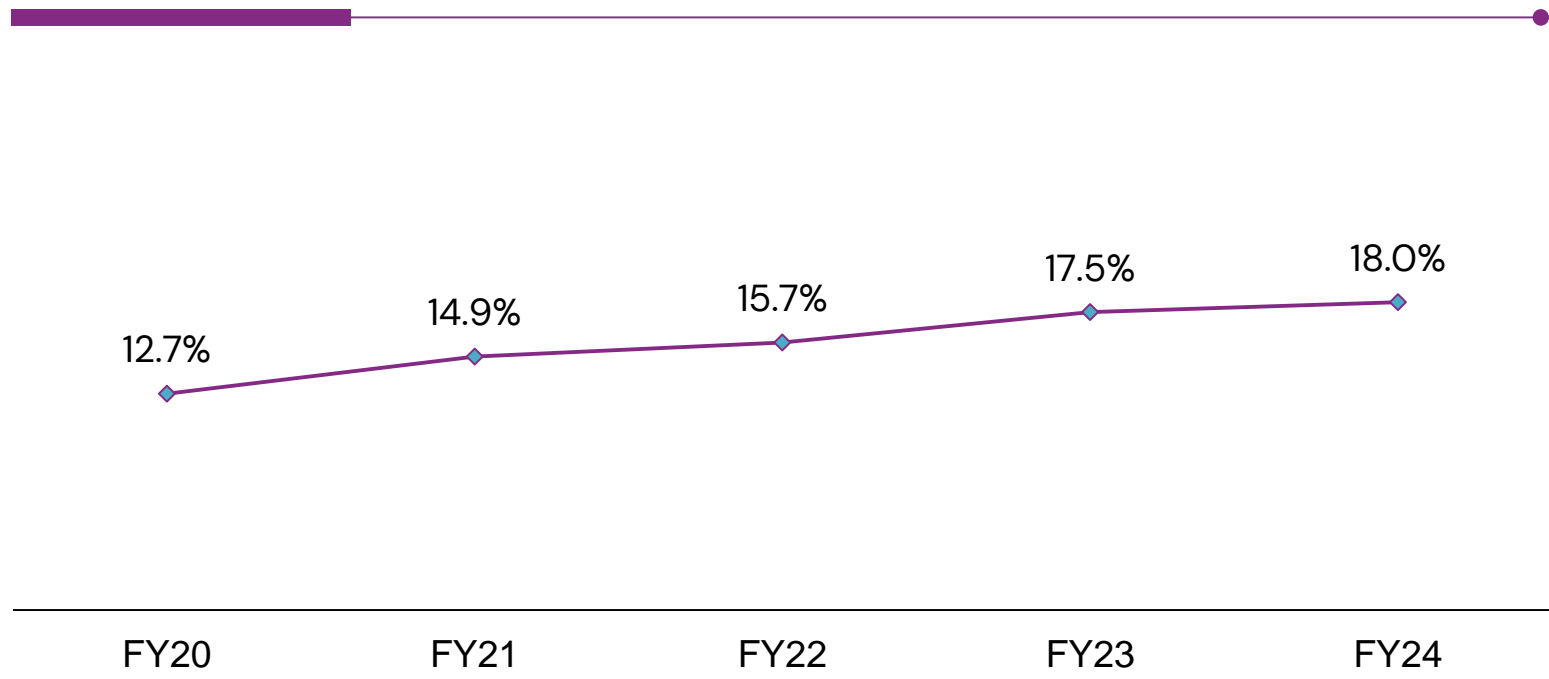
POST IMPACT OF INR 152.2 CRORE ONE-TIME STAFF COST



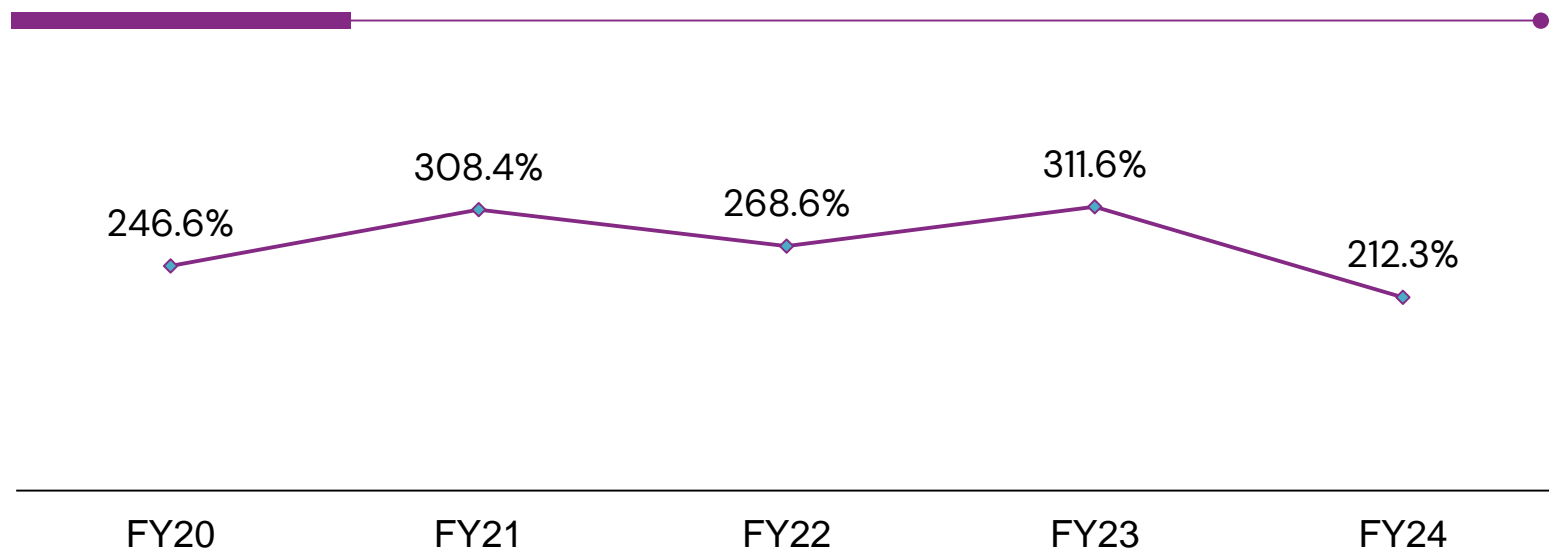


Key Ratios

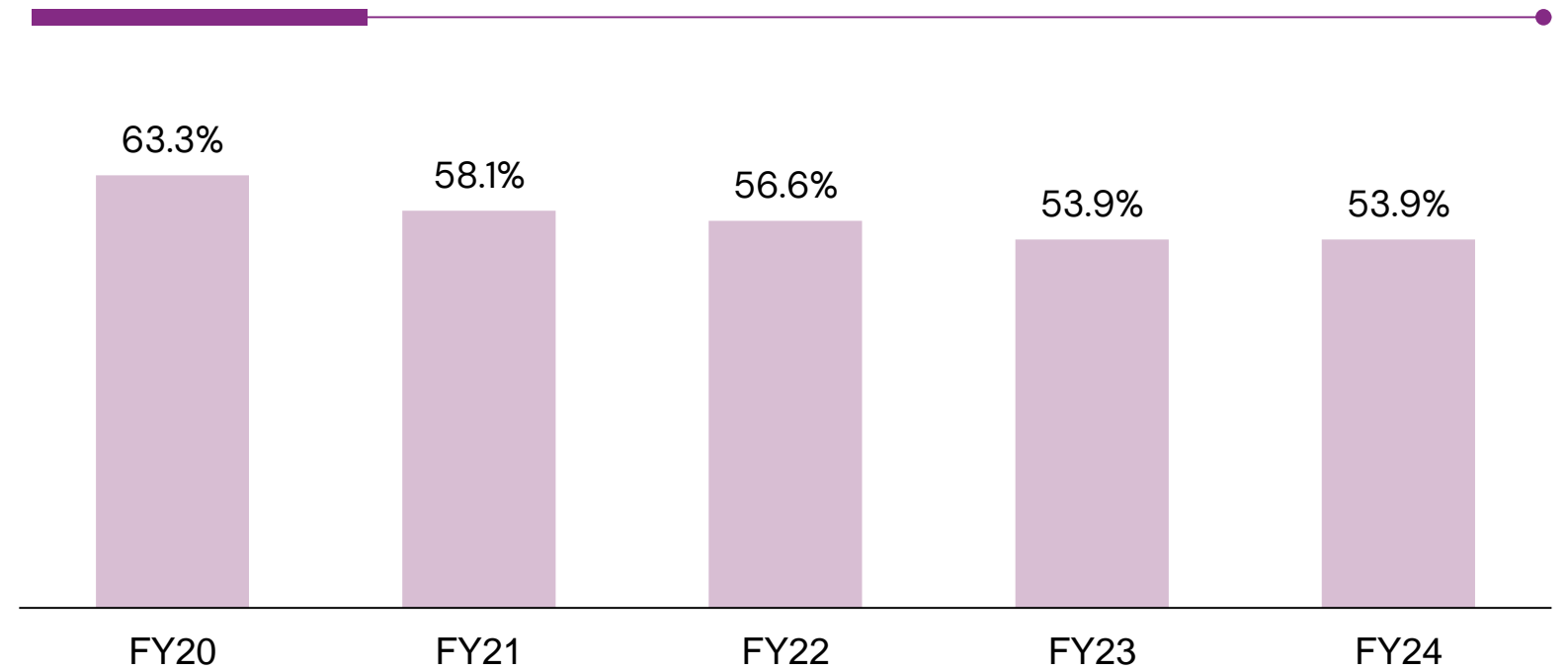
CRAR



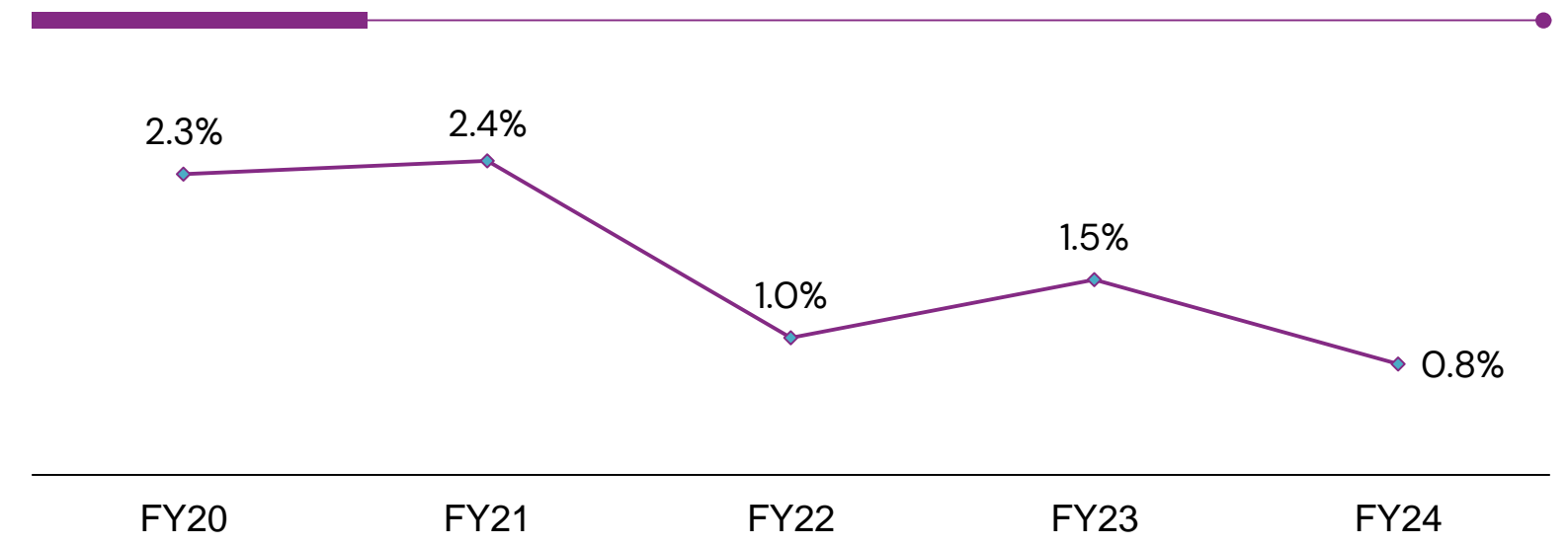
LCR



RWA/Total Assets



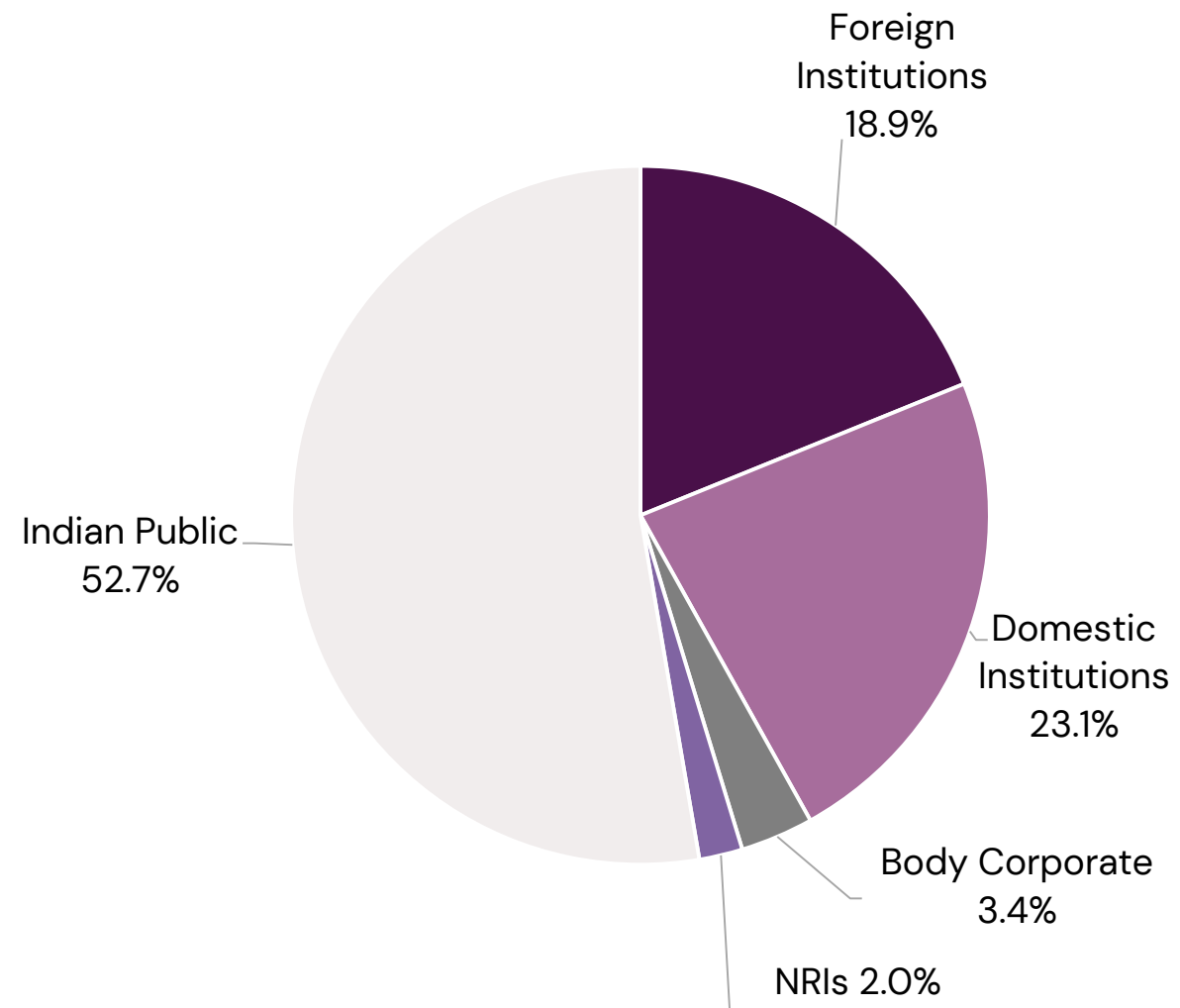
Credit Cost %



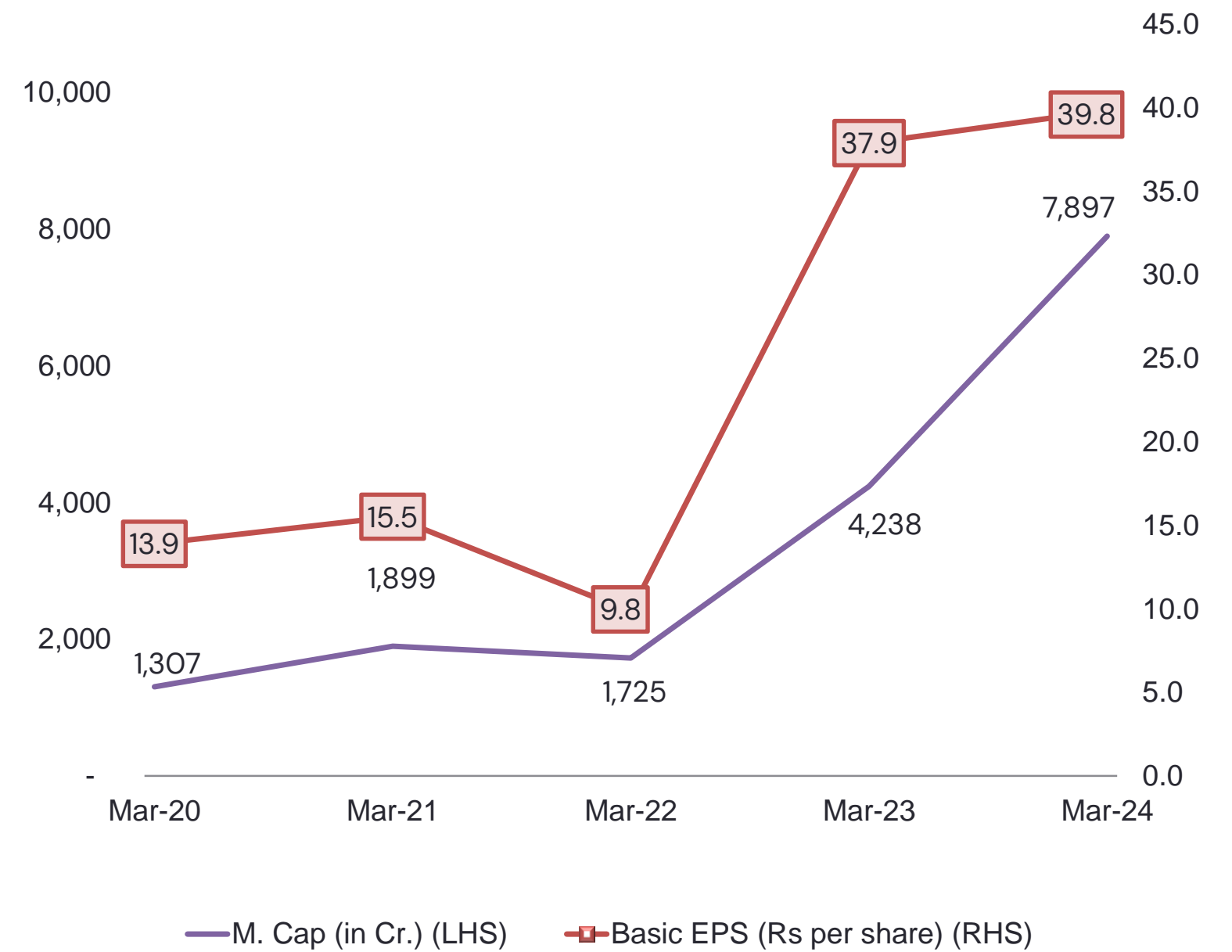


Shareholder Value

Shareholding Pattern (Mar-24)



EPS & Market Capitalisation



DII Holding has increased from 5.7% in Mar-23 to 23.1% in Mar-24





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