



Karnataka Bank Ltd.

Your Family Bank, Across India



Regd. & Head Office
P. B. No.599, Mahaveera Circle
Kankanady
Mangaluru – 575 002

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E-Mail : Comsec@ktnbank.com
Website : www.karnatakabank.com
CIN : L85110KA1924PLC001128

SECRETARIAL DEPARTMENT

24.07.2024

HO:SEC:102:2024-25

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 (Listing Obligations and Disclosure Requirements) Regulations, 2015- Submission of copy of presentation for Analysts / Institutional Investors on unaudited Financial Results for the quarter ended June 30, 2024

We refer to our earlier letter no. HO:SEC:87:2024-25 dated 12.07.2024 intimating about the scheduling of Q1FY25 Earning's Audio Conference call for Analysts/Institutional Investors to be held on Wednesday, 24.07.2024 at 06:00 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 unaudited financial results of the Bank for the quarter ended June 30, 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 Q1 FY25



Banking with Legacy,
Embracing the Future

100 Years of Trust & Excellence





 Karnataka Bank

100-Year-Old Private Sector Bank



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04 Our Strengths and Strategies





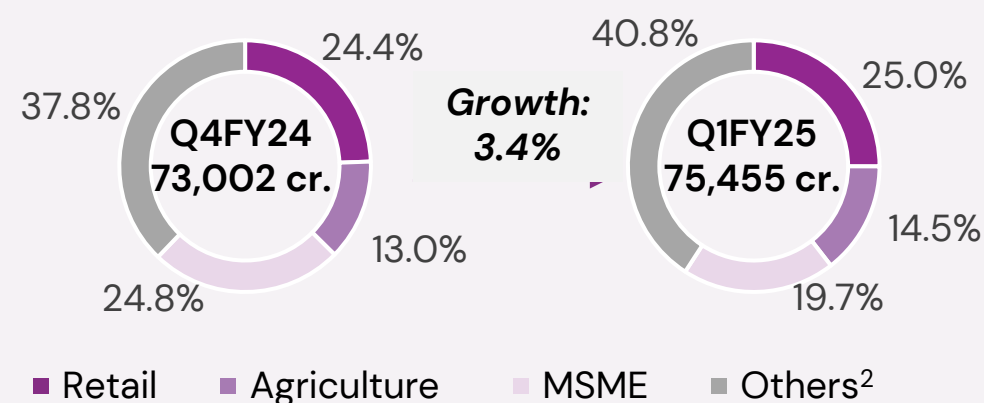
Key Achievements During Q1 FY25



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

Deposits and Advances Growth

Gross Advances¹



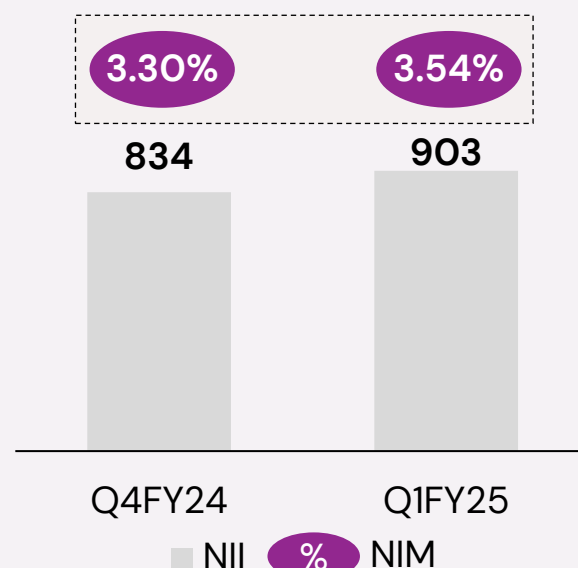
Deposits

Q4FY24: 98,058 cr. | Q1FY25: 100,164 cr. | Growth: 2.1%

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

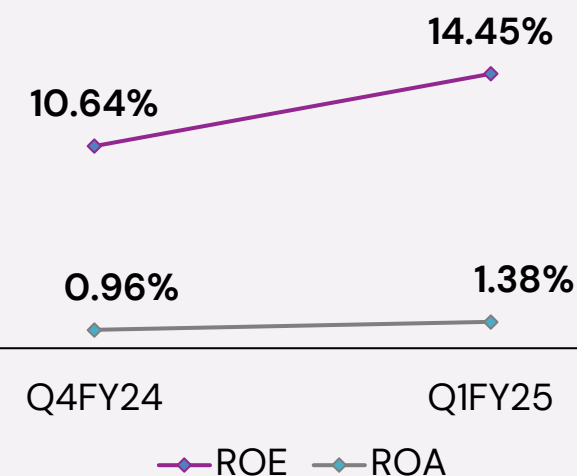
NII and NIM

INR cr. Within guidance



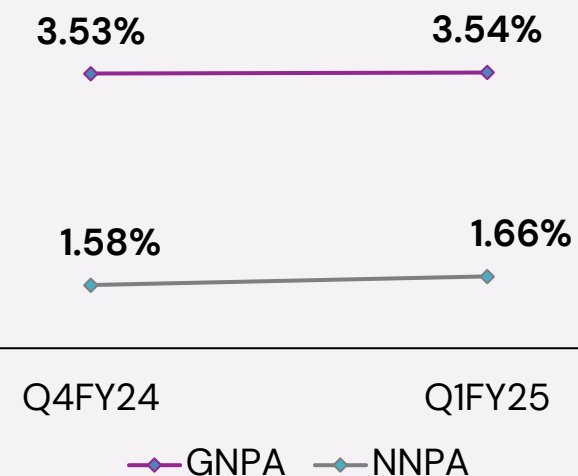
Improvement in NIM

Stakeholder Value



Strong recovery in returns

GNPA and NNPA



Sustained GNPA and NNPA values despite accelerated growth



...Well-positioned to accelerate



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



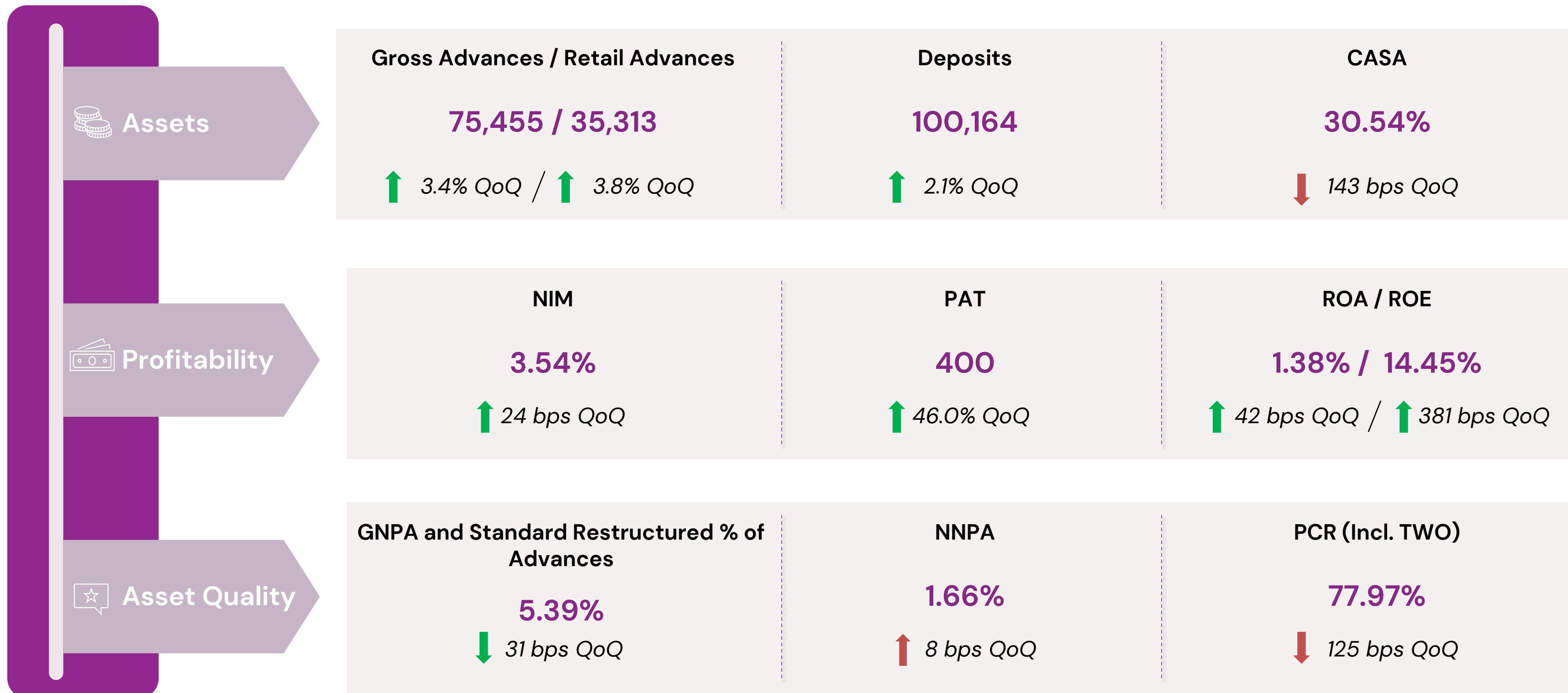
Strengthening Key Management and **creation of sales centric organisation**



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



Q1 FY25 Performance at a Glance





Q1 FY25 Performance at a Glance



Profitability

- ▶ NII improved by 10.9% YoY on the back of increase in Interest Income to INR 2,278 Cr in Q1 FY25
- ▶ NIM improved by 24 bps QoQ to 3.54% in Q1 FY25, decreased 14 bps YoY
- ▶ PAT improved by 46.0 % QoQ and 8% YoY reaching INR 400 Cr
- ▶ As a result, ROA and ROE improved by 42 bps and 381 bps QoQ standing at 1.38% and 14.45% respectively

Asset Quality and Liability

- ▶ In line with our guidance, Gross NPA remained stable at 3.54% as on 30th June 2024 and a significant improvement of 14 bps from 30th June 2023
- ▶ Net NPA increased marginally from 1.58% as on 31st March 2024 to 1.66% as on 30th June 2024
- ▶ Credit Cost improved significantly due to lower slippages in Q1 FY25 in addition to a 20% YoY growth in Net Advances. Credit cost for the quarter stood at 0.11% as against 0.20% in Q4 FY24 and 0.28% in Q1 FY24
- ▶ CASA ratio reduced to 30.54% from 31.97% in Q4 FY24 and 32.19% in Q1 FY24. However, in absolute terms, the MAB grew by 7.4% YoY

Distribution

- ▶ Partnerships with a pan India DST (Direct Sales Team) for Retail Loans
- ▶ Launched 3-in-1 Account (Savings, Demat, Trading) through our Mobile Banking / Internet Banking platform
- ▶ Created a Liabilities Sales structure to focus on CASA – Salary Accounts, Current Accounts and Govt. Biz in particular
- ▶ Inaugurated 6 branches across 5 region in India to expand Karnataka bank's geographical reach

Product and Digitization

- ▶ Launched 2 new products to facilitate growth of CASA and deposits by providing improved offerings to customers
- ▶ Digital footprint increased by 1 lakh+ additional mobile application downloads during Q1 FY2025
- ▶ 91,000+ new debit cards added to KBL's network during Q1 FY2025



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



Niranjana Kumar

Chief Human Resources Officer
Former Head HRBP at HDFC Bank



Ravichandran S

Head – Credit Sanctions
38 years veteran at Karnataka Bank



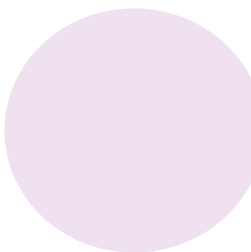
Jayanagaraja Rao S

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 Assets



..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 Alse S

Independent Director
Former ED, Oriental Bank of Commerce



Banking with a Legacy, Embracing the Future

What we have achieved



Record capital raise of INR 1,500 cr. within 6 months
Institutional holding reached ~42% in FY24 from ~26%
in FY23



Rebranding Campaign for brand repositioning
through "Bharat Ka Karnataka Bank"



Milestone of INR 75,000 Cr of advances and INR
100,000 Cr deposits

What we plan to do



Best in class Digital Banking experience, extending
our reach across all corners of the country



Promote best-in-class digital banking products in
smaller regions and towns by emphasizing on
accessibility, convenience, and tailored local needs



Rapid growth in advances to reach a book of
INR 100,000 Cr by FY 2026

Financial Highlights

Banking with Legacy,
Embracing the Future

Celebrating 100 years of trust





Financial Highlights

Karnataka Bank at a Glance

Particulars	Q1FY25	Q4FY24	Growth Q-o-Q	Q1FY24	Growth Y-o-Y
Business Turnover	175,619	171,059	2.7%	149,971	17.1%
Gross Advances / % Retail	75,455 / 46.8%	73,002 / 46.6%	3.4% / 22bps	63,012 / 50.7%	19.7% / (385bps)
Deposits	100,164	98,058	2.1%	86,960	15.2%
Retail Deposits	69,469	66,665	4.2%	58,964	17.8%
Gross NPA	3.54%	3.53%	1bps	3.68%	(14bps)
Net NPA	1.66%	1.58%	8bps	1.43%	23bps
CASA Ratio	30.54%	31.97%	(143bps)	32.19%	(165bps)
NII	903	834	8.3%	815	10.9%
NIM %	3.54%	3.30%	24bps	3.68%	(14bps)
PAT	400	274	46.0%	371	8.0%
ROA	1.38%	0.96%	42bps	1.47%	(9bps)
ROE	14.45%	10.64%	381bps	17.70%	(325bps)
PCR	77.97%	79.22%	(125bps)	83.47%	(550bps)



Financial Highlights

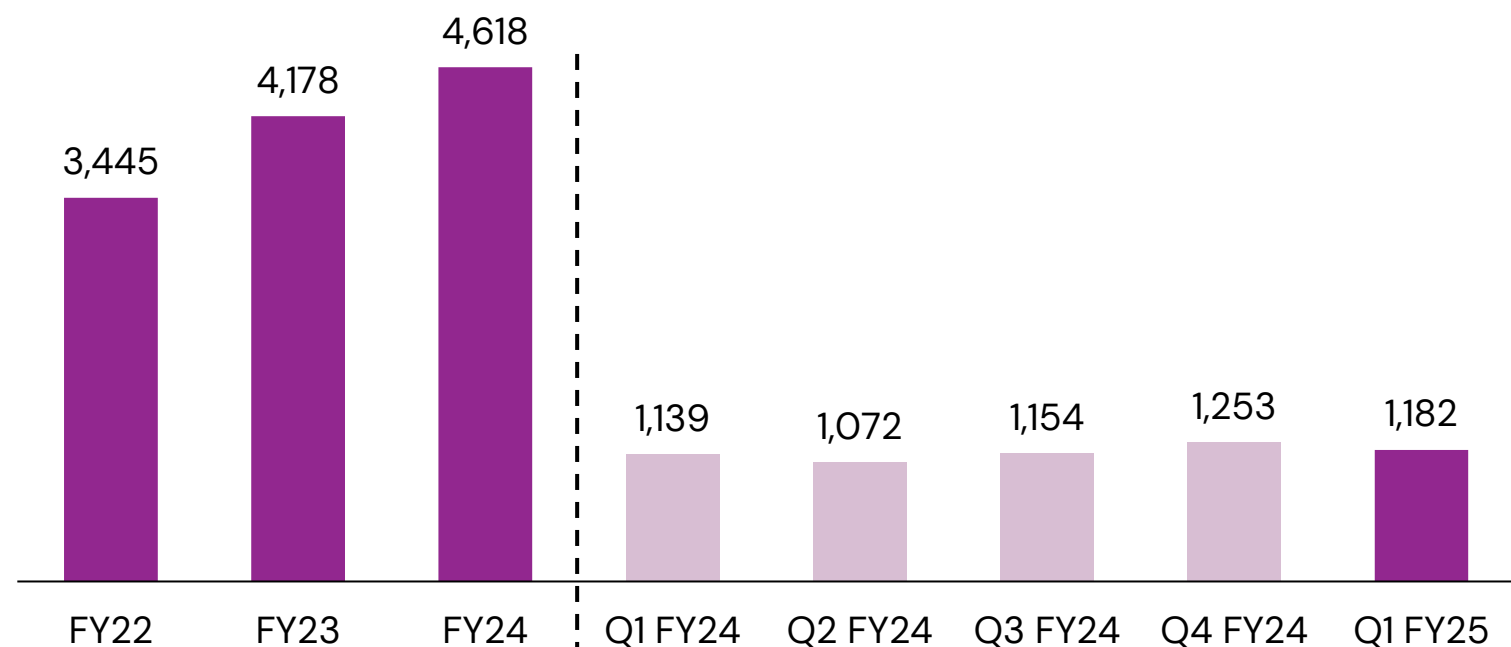
Karnataka Bank at a Glance

Particulars	Q1FY25	Q4FY24	Growth Q-o-Q	Q1FY24	Growth Y-o-Y
Fee Income or Commission Income	226	293	(22.8%)	229	(1.3%)
Non-interest Income / Total Income	275 / 2,557	389 / 2,620	(29.2%) / (2.4%)	273 / 2,283	0.8% / 12.0%
Credit Cost	0.11%	0.20%	(9bps)	0.28%	(17bps)
Slippage Ratio	0.59%	0.79%	(20bps)	0.50%	9bps
Cost to Income	52.8%	60.1%	(737bps)	47.2%	556bps
Networth	10,880	10,344	5.2%	8,076	34.7%
Net NPA to Networth	11.3%	10.9%	37bps	10.9%	42bps
RWA to Total Assets	54.9%	53.9%	103bps	55.4%	(48bps)
CD Ratio	75.33%	74.45%	88bps	72.46%	287bps
Yield on Advances	9.52%	9.74%	(22bps)	9.95%	(43bps)
Cost of Deposits	5.51%	5.47%	4bps	5.12%	39bps
Cost of Funds	5.57%	5.55%	2bps	5.20%	37bps
CRAR	17.6%	18.0%	(39bps)	17.0%	64bps
Tier-1 Capital	15.9%	16.2%	(26bps)	13.8%	214bps

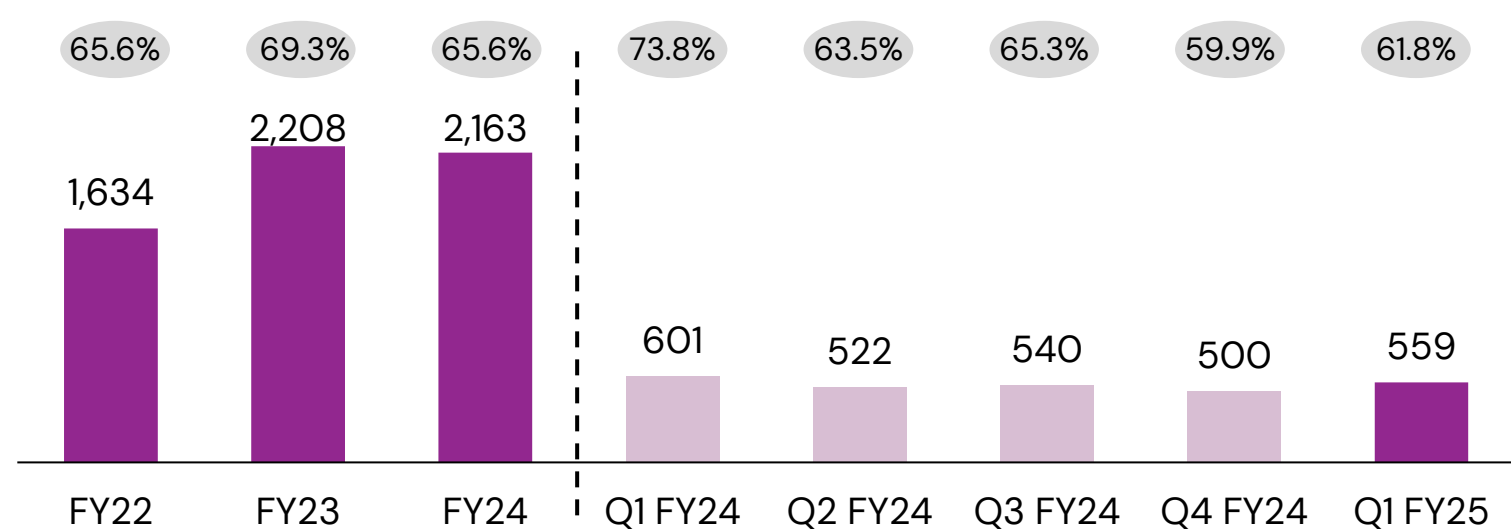


Profitability

Operating Revenue (INR Cr.)

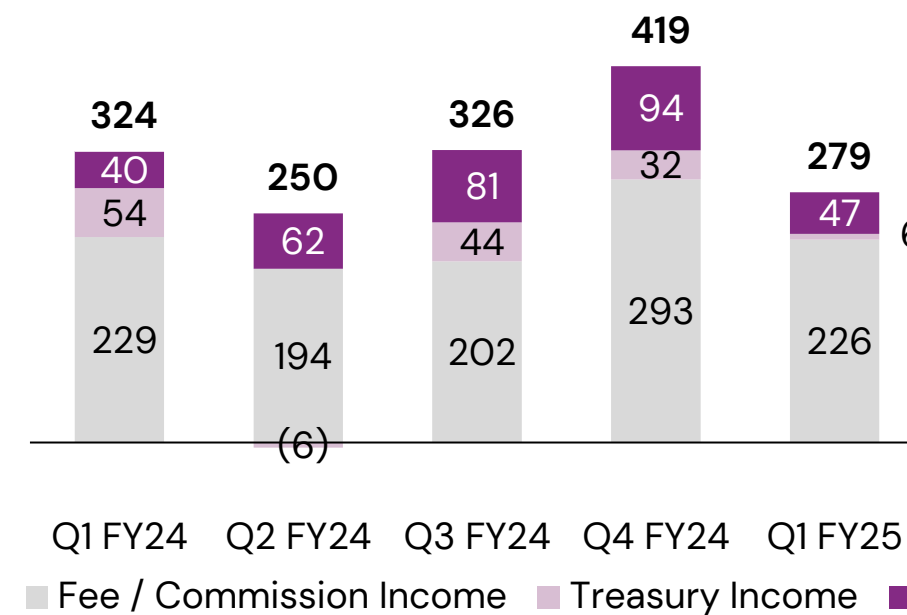


Operating Profit (INR Cr.)



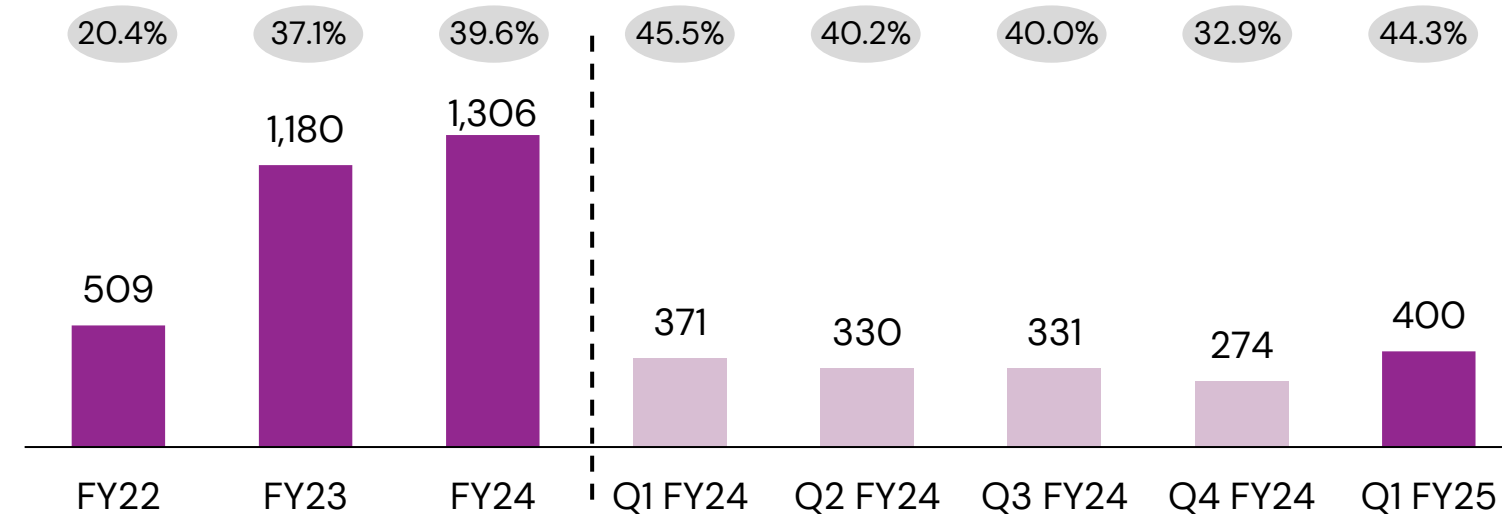
Operating Profit Margin (% of NII)

Other Income (INR Cr.)



Other income in Q1FY25 is not directly comparable to previous quarters owing to changes in accounting policy with respect to Investments. Otherwise, other income would have been higher by ~INR 40 Cr.

PAT (INR Cr.)

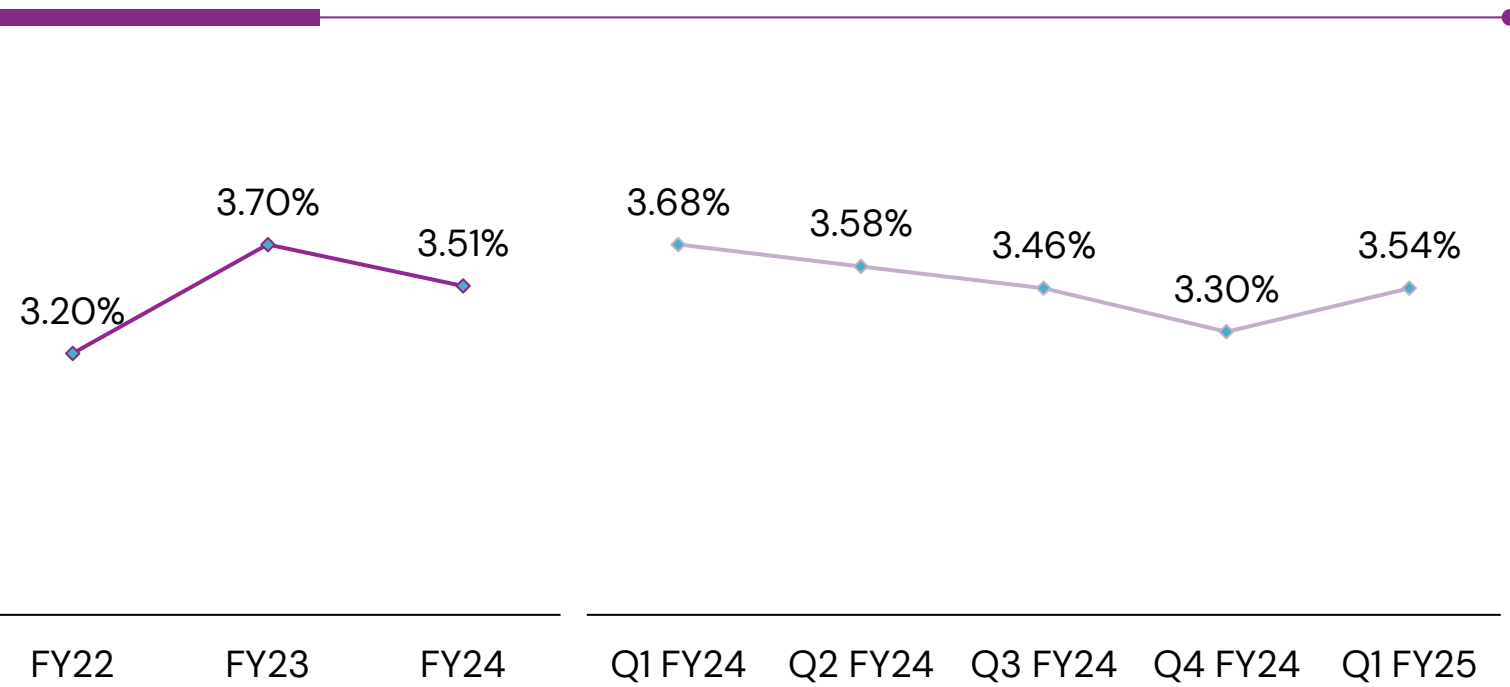


PAT Margin (% of NII)

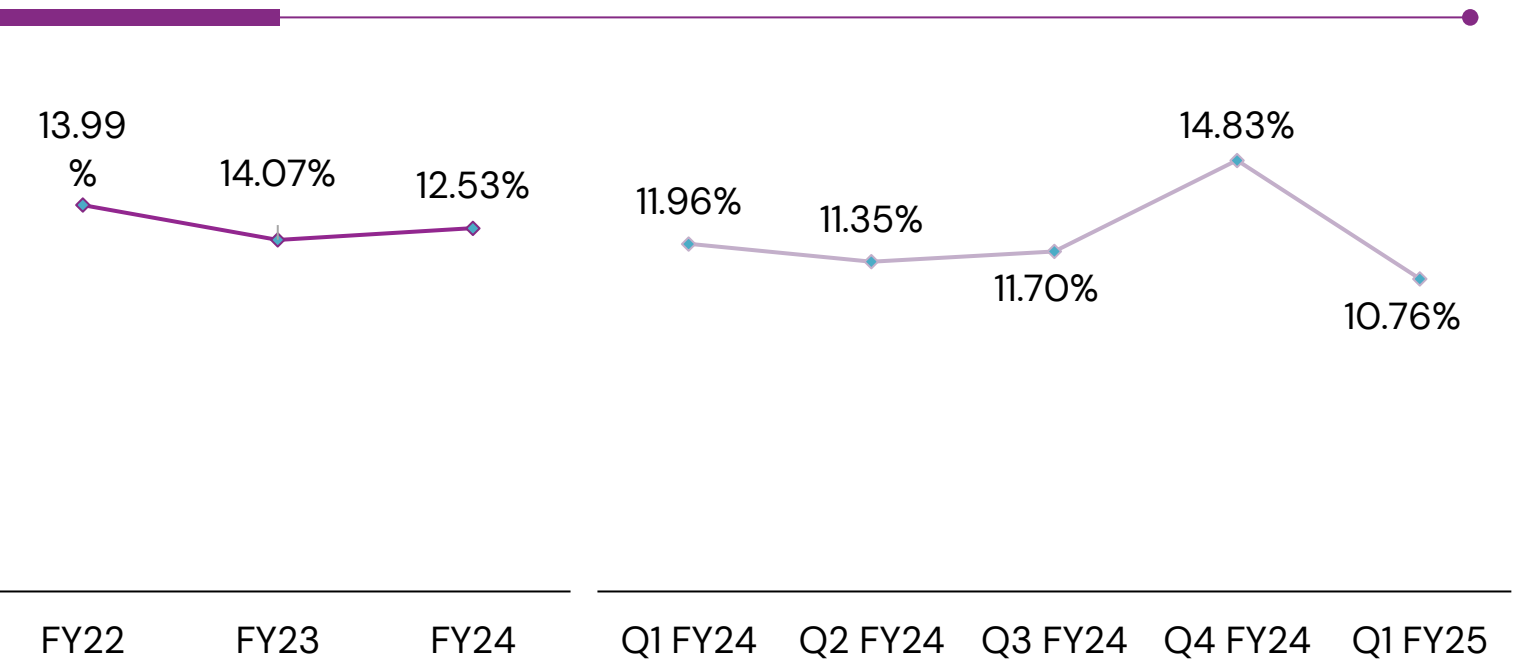


Profitability

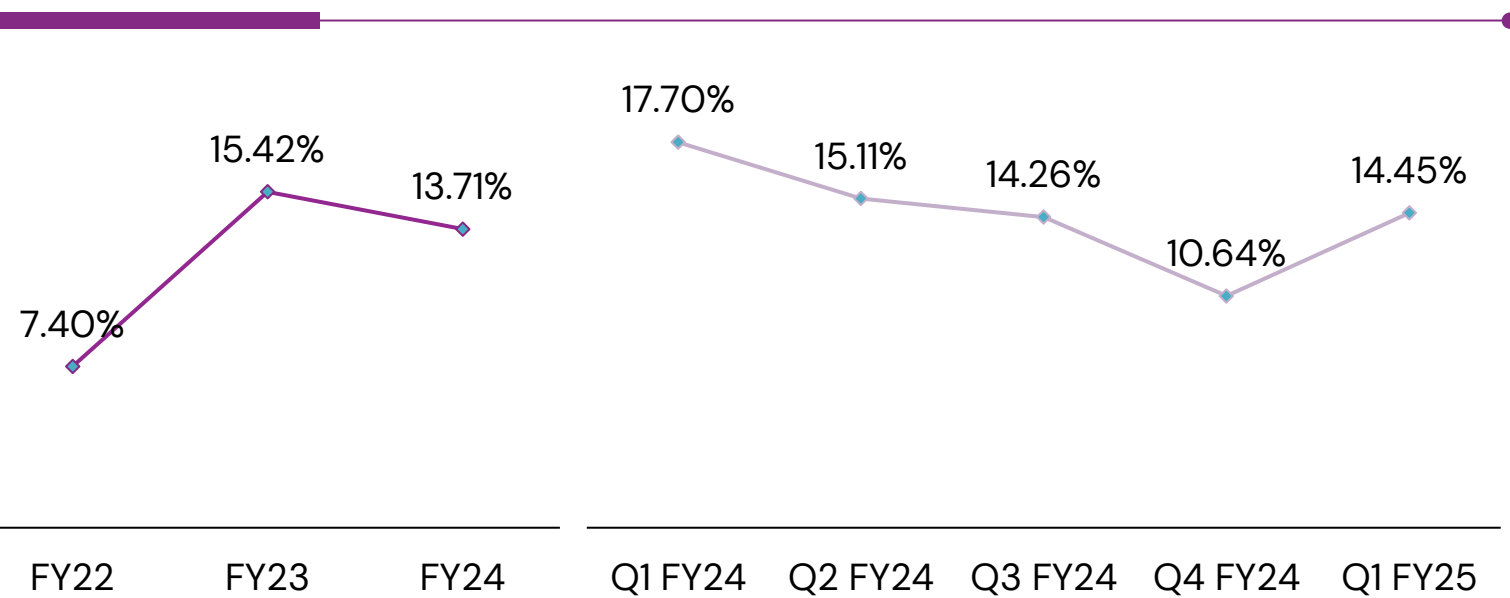
Net Interest Margin



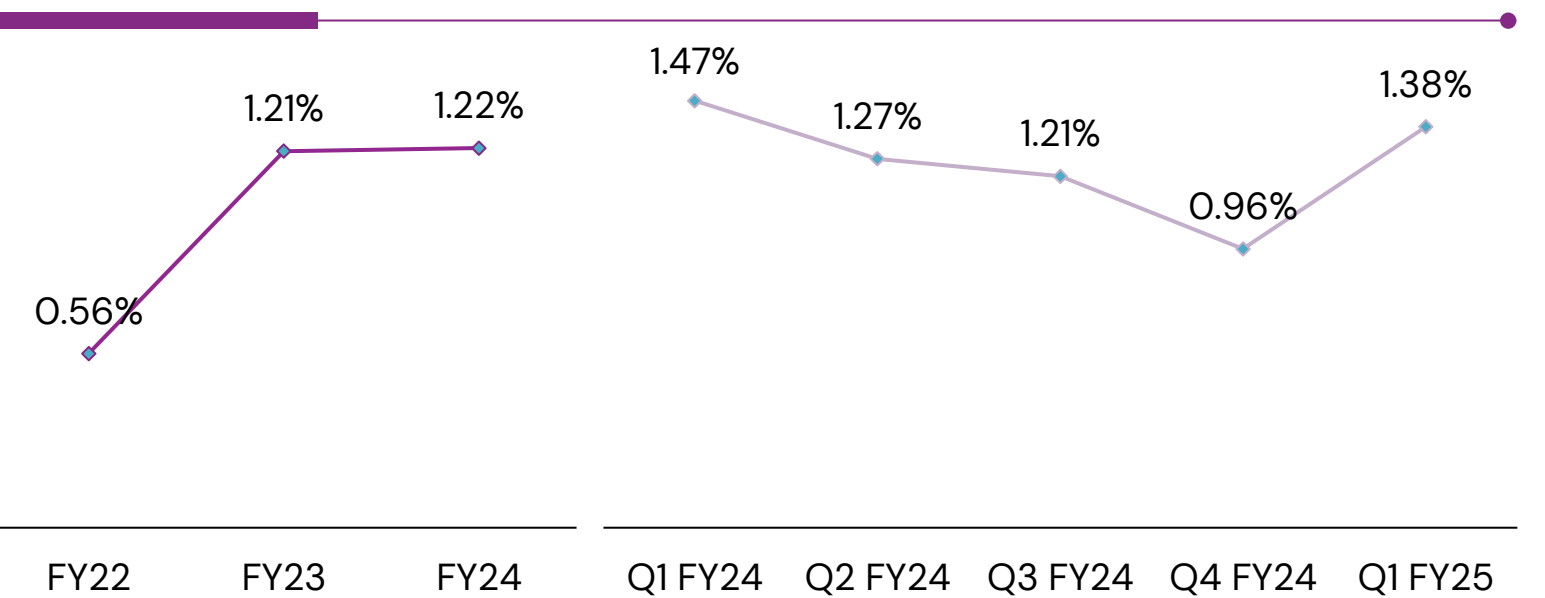
Non-Interest Income to Total Income



Return on Equity



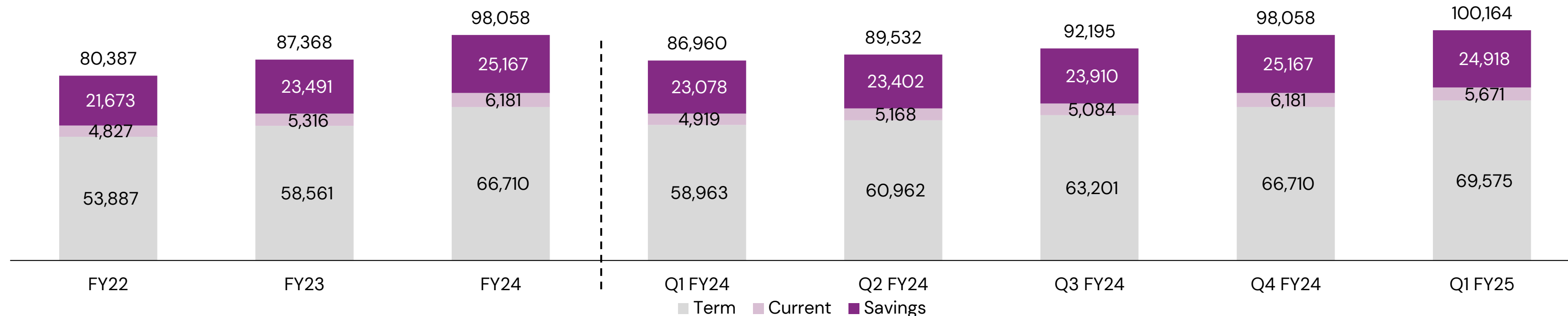
Return on Assets



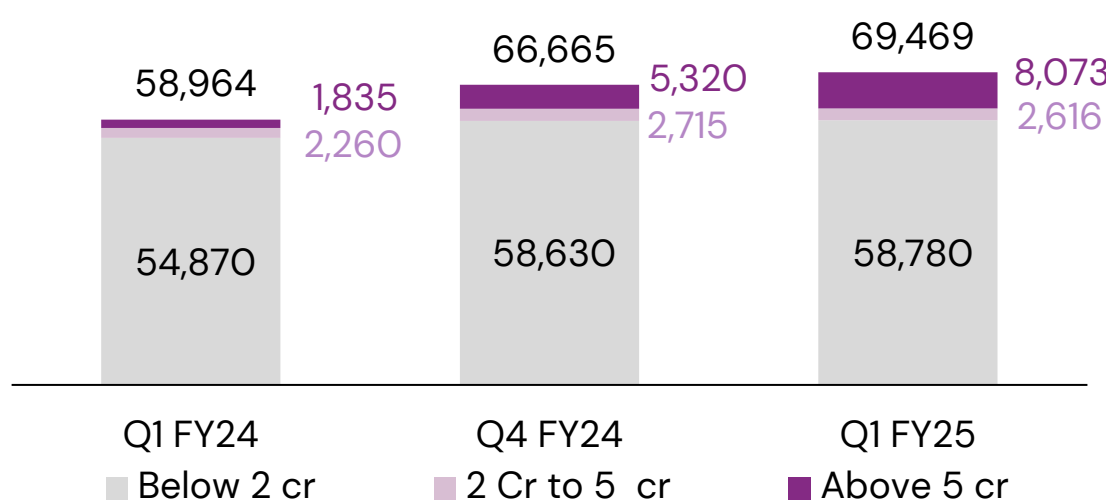


Liability Profile

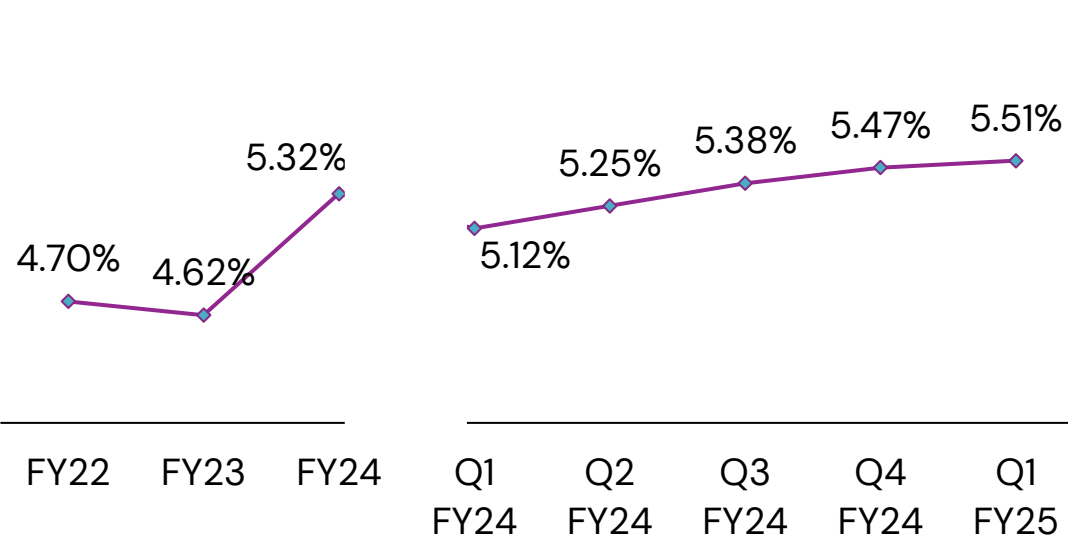
Deposit Profile (INR Cr.)



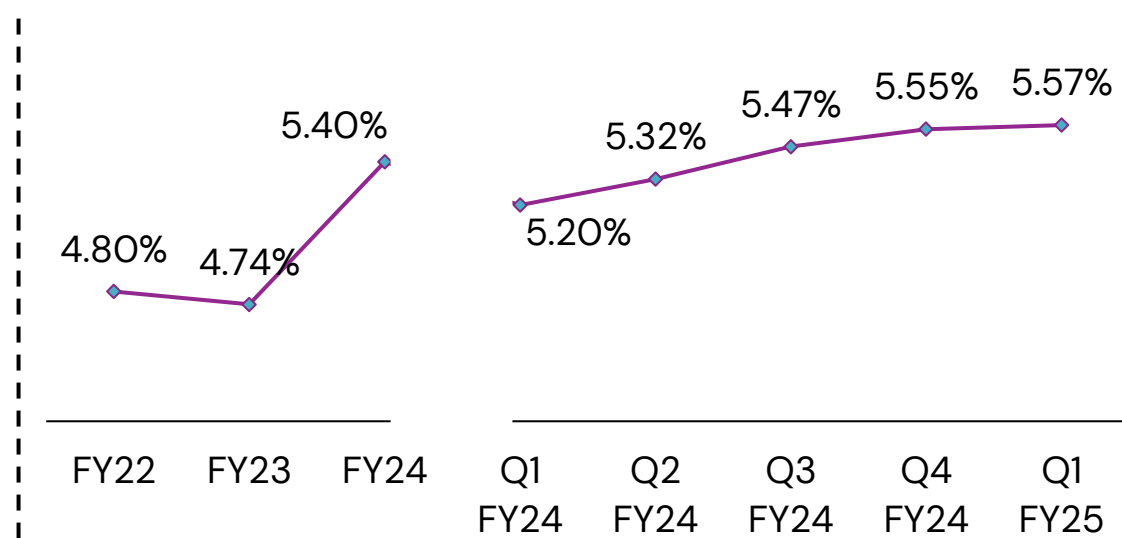
Retail Term Deposit Breakup¹ (INR Cr.)



Cost of Deposits



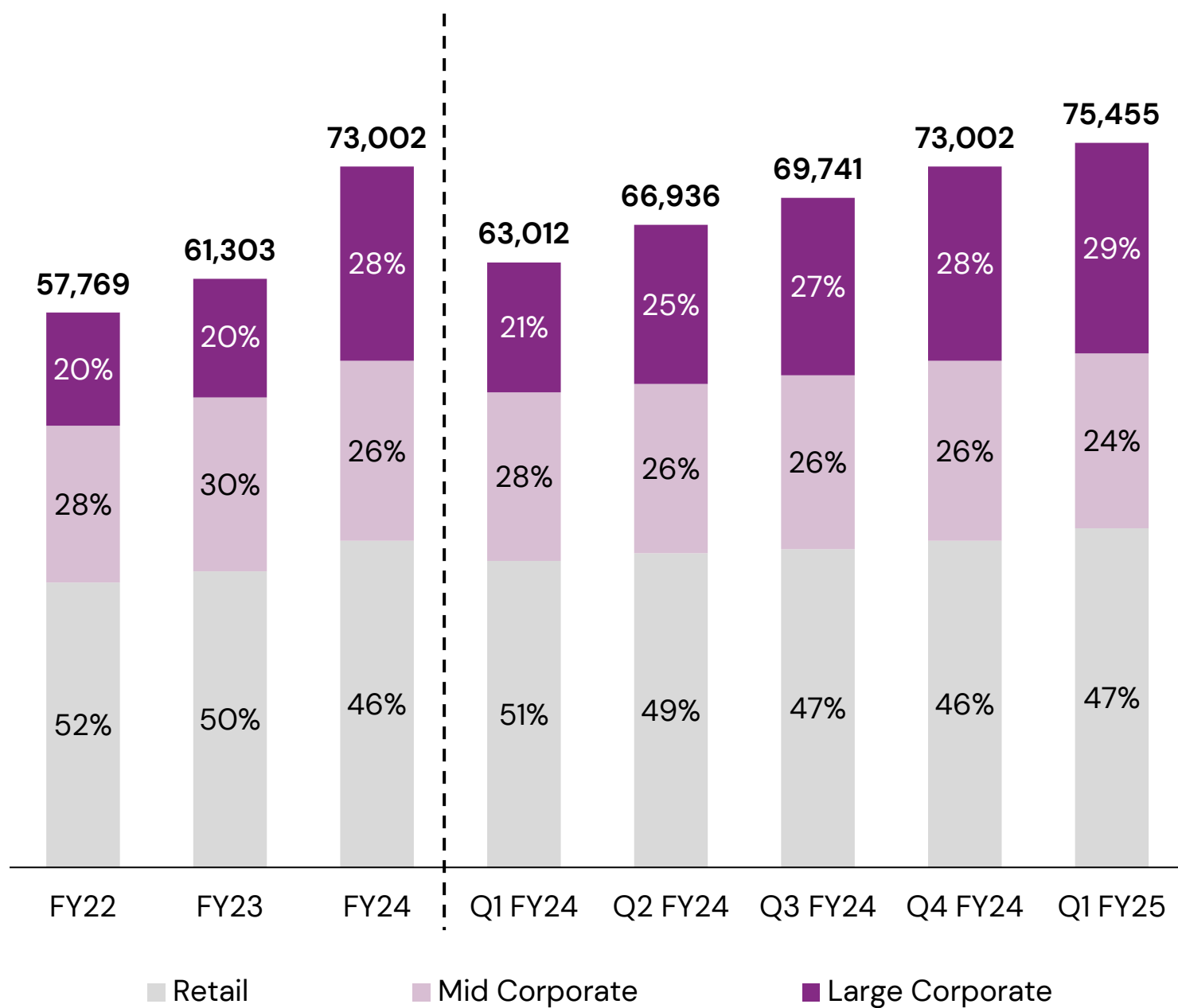
Cost of Funds



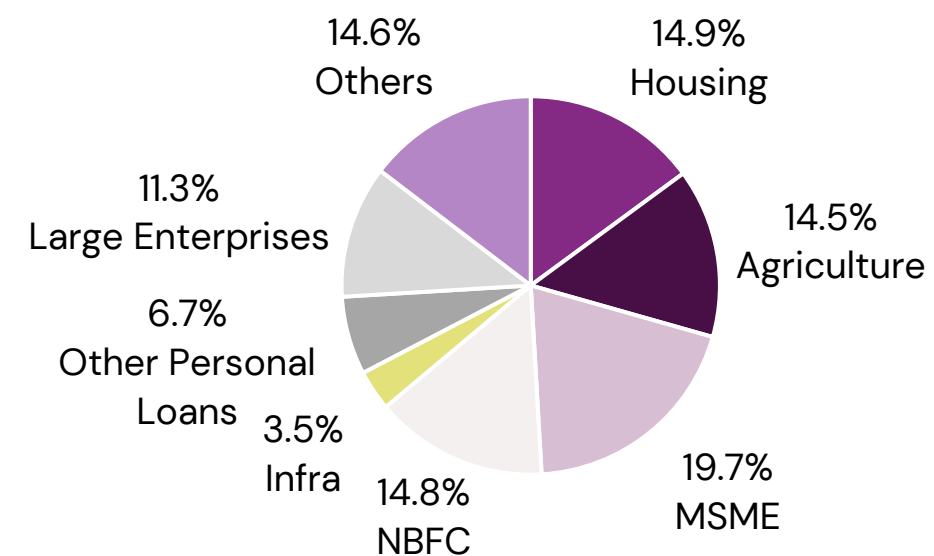


Advances

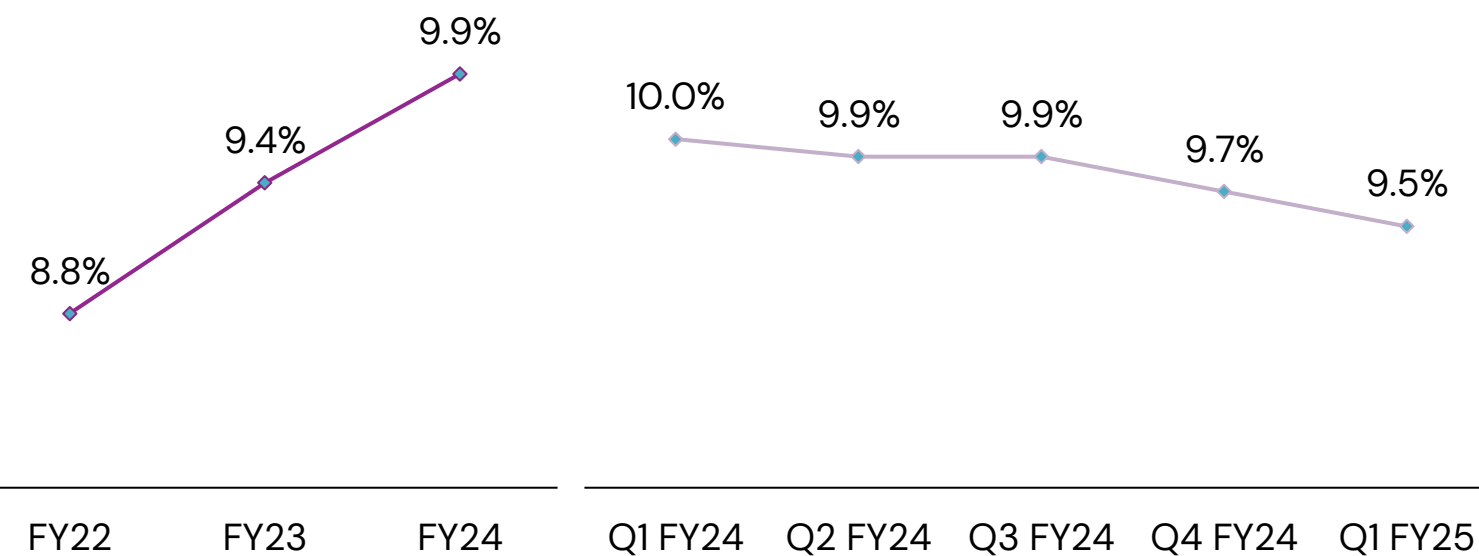
Gross Advances Profile (INR Cr.)



Sectoral Loan Exposure



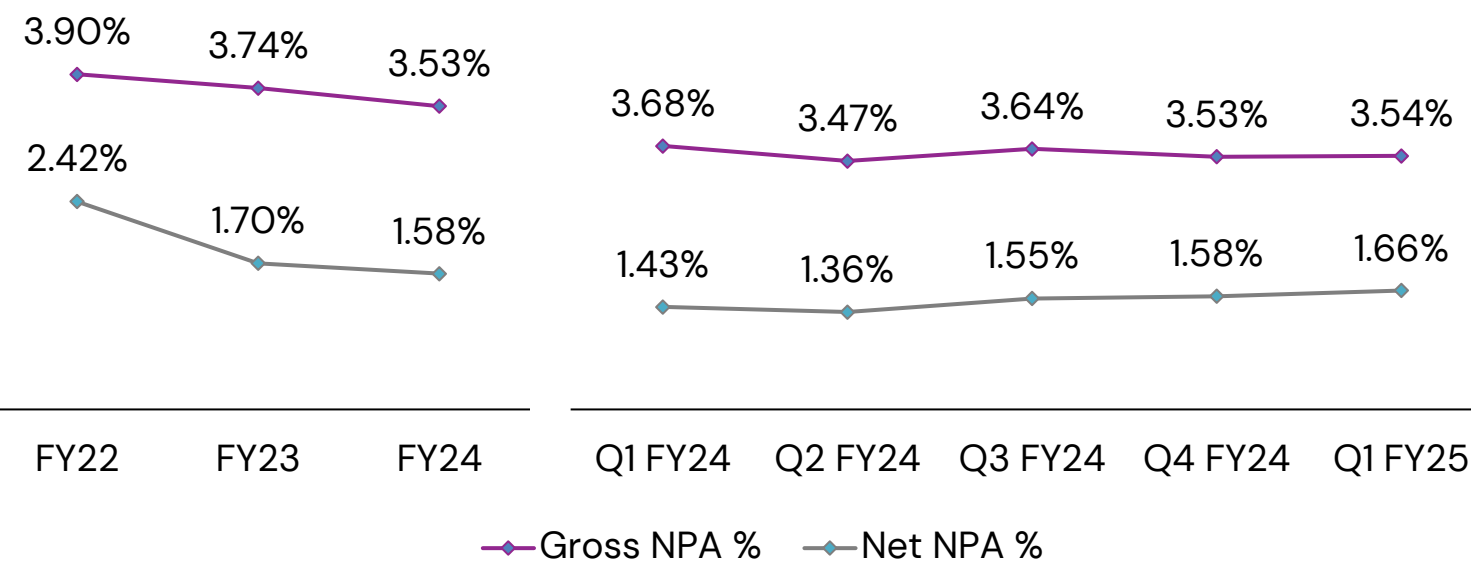
Yield on Advances



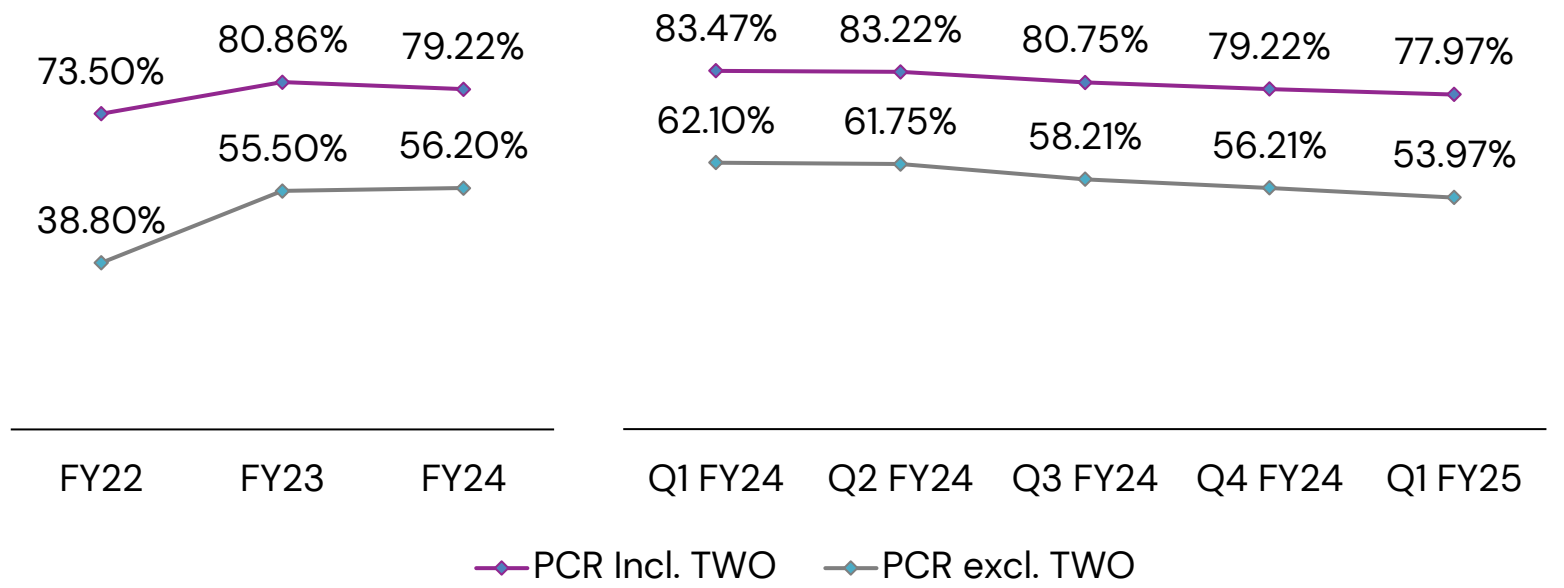


Asset Quality

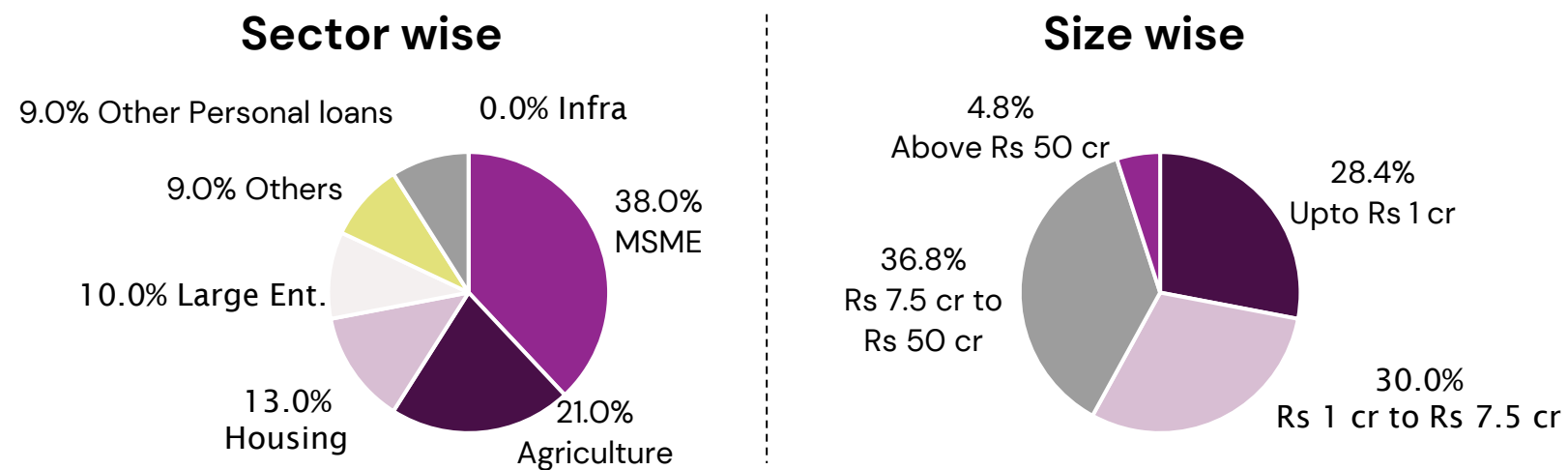
GNPA & NNPA



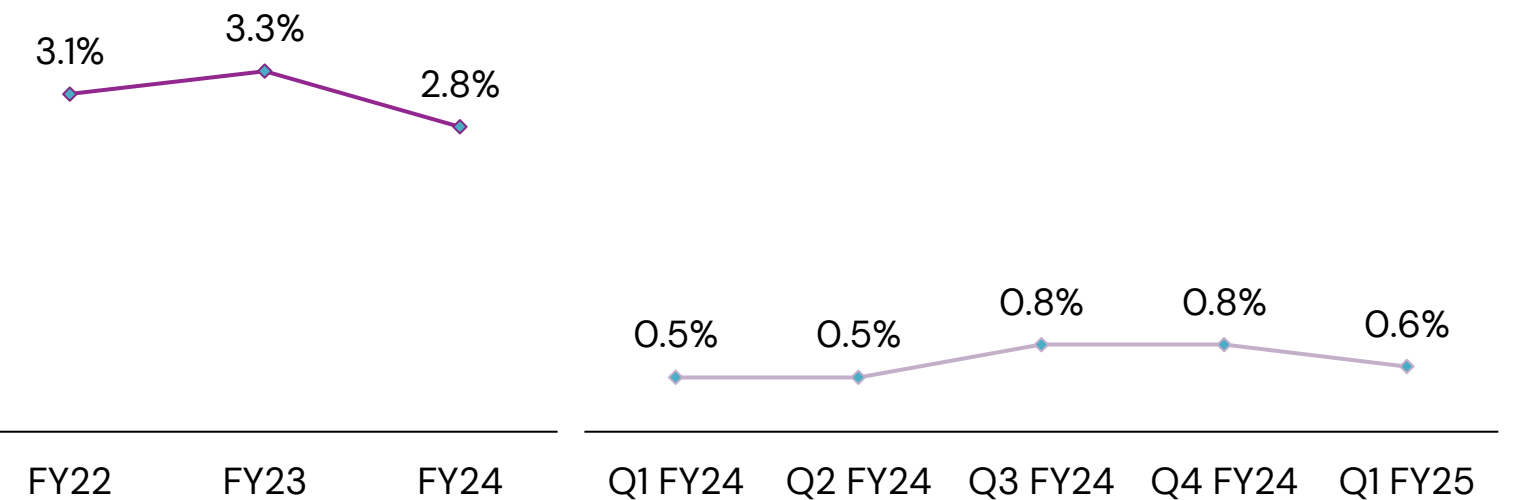
Provision Coverage (Incl. & excl. TWO)



GNPA Breakup



Slippage Ratio

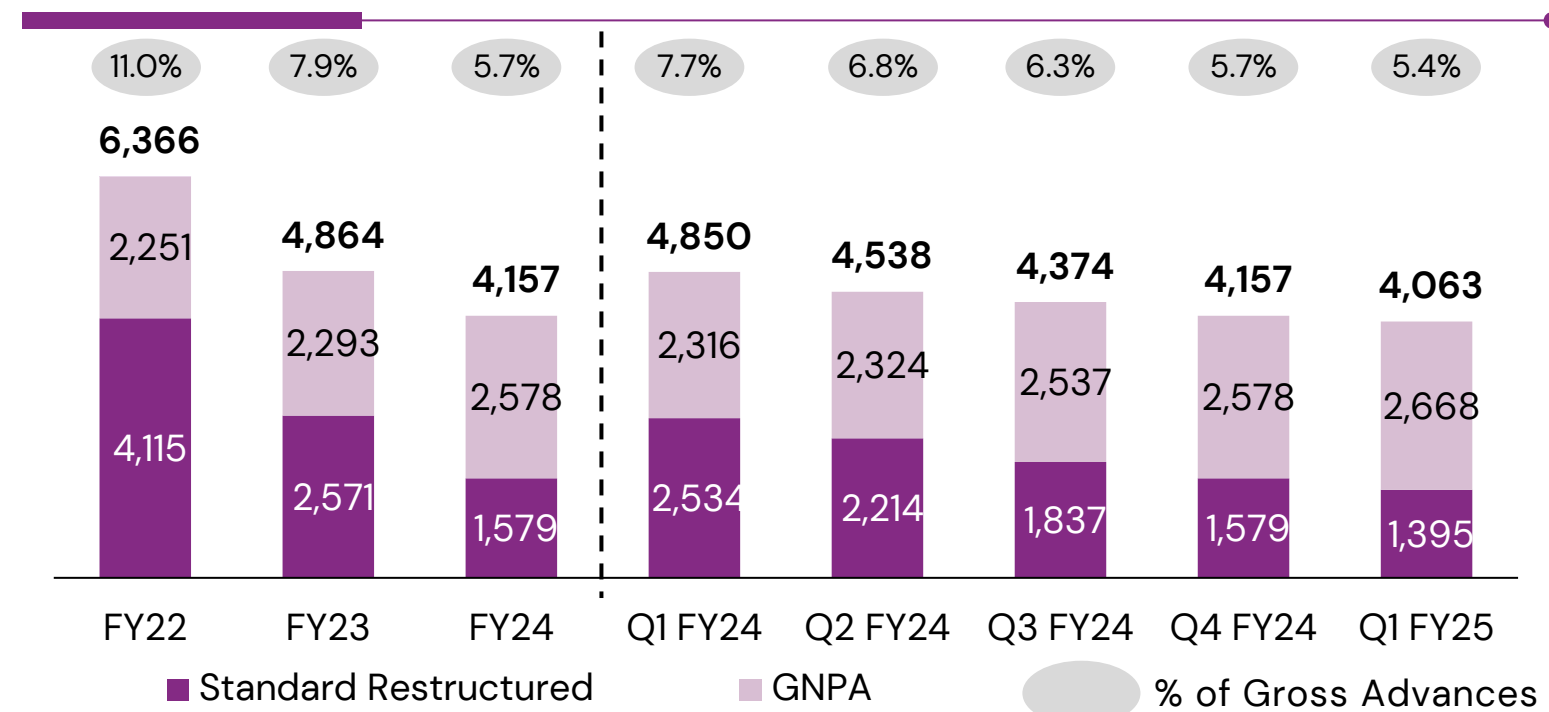




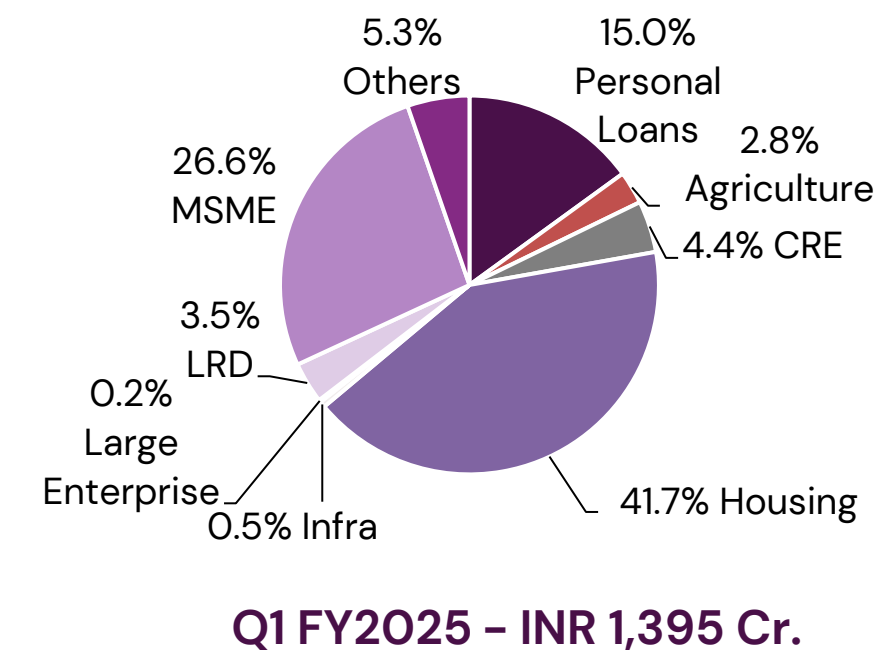
Asset Quality

Restructured Portfolio

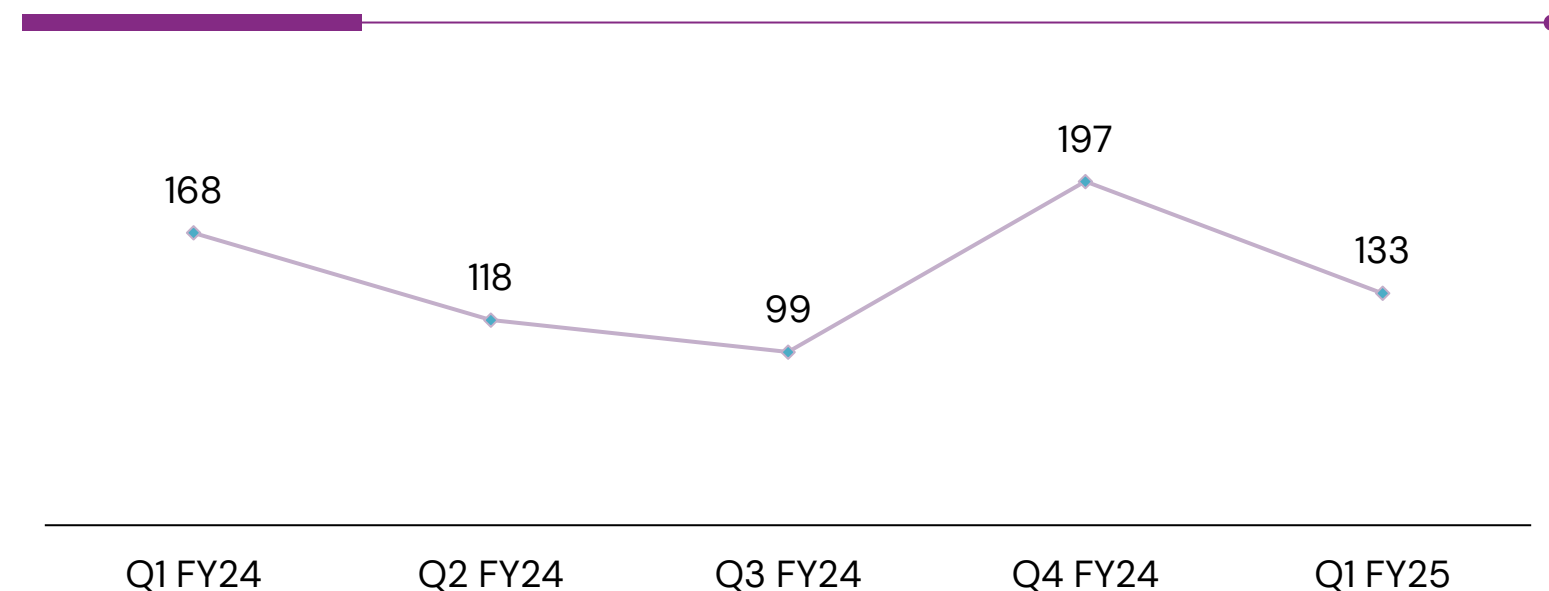
GNPA & Restructured Assets (INR Cr.)



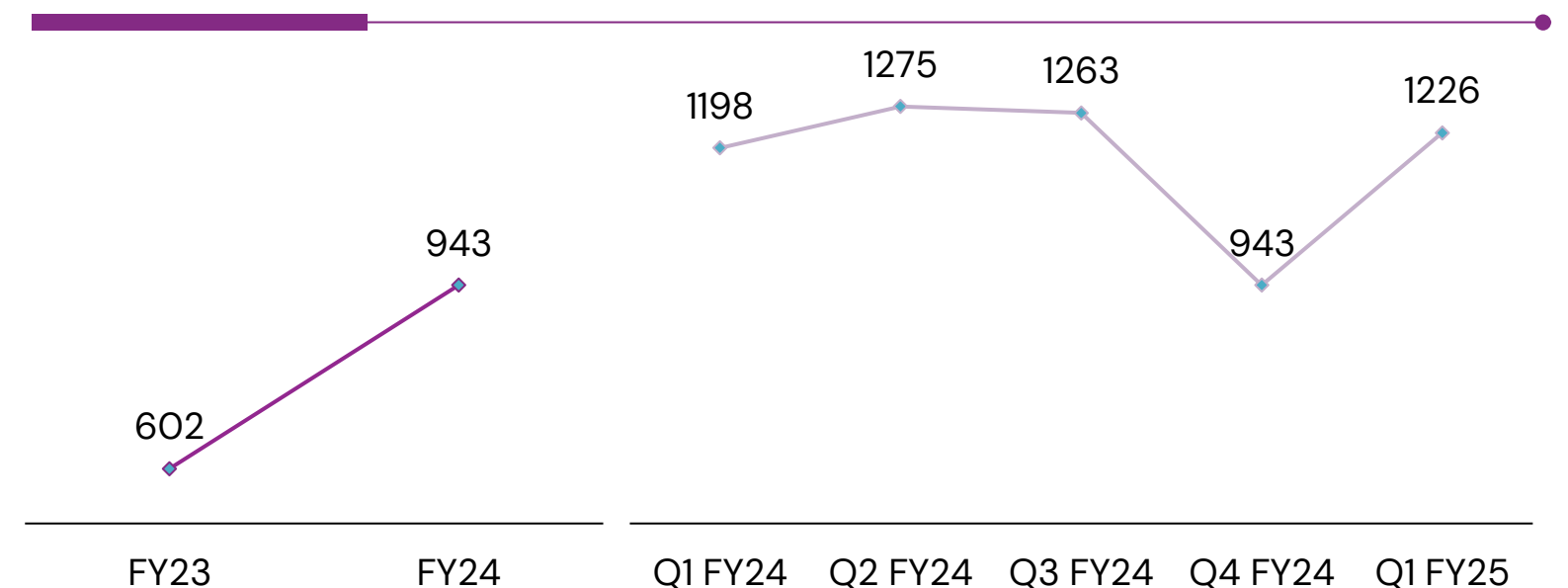
Standard Restructured Portfolio – Break-up



Recoveries (excluded upgraded accounts) (INR Cr.)



Special Mention Account – 2¹ (INR Cr.)





Asset Quality

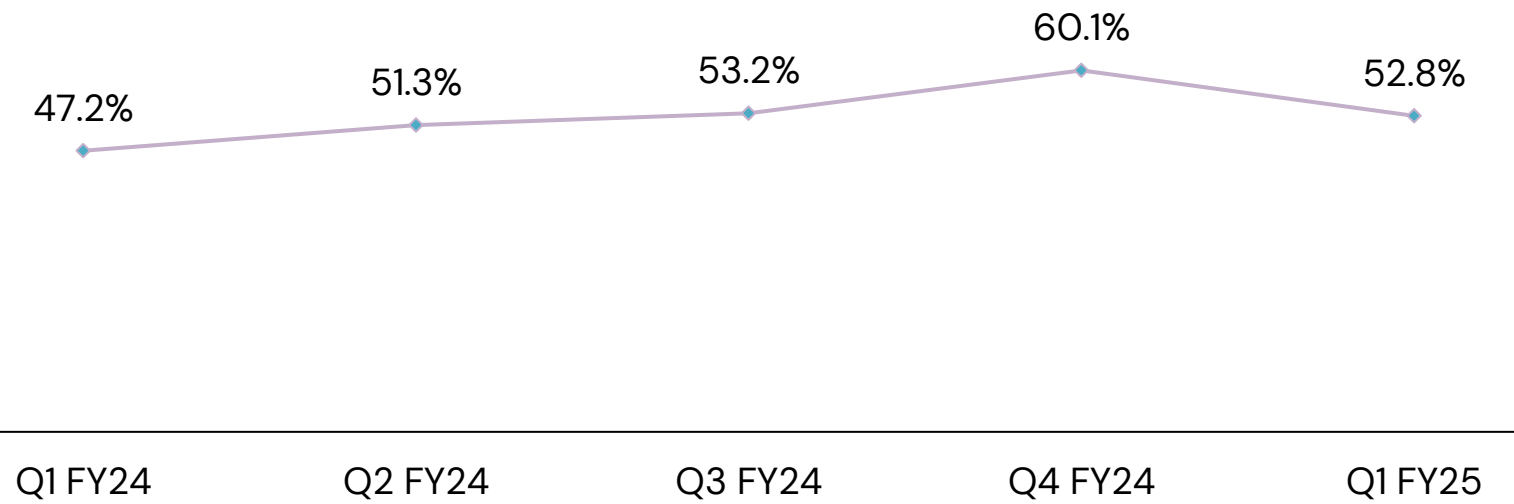
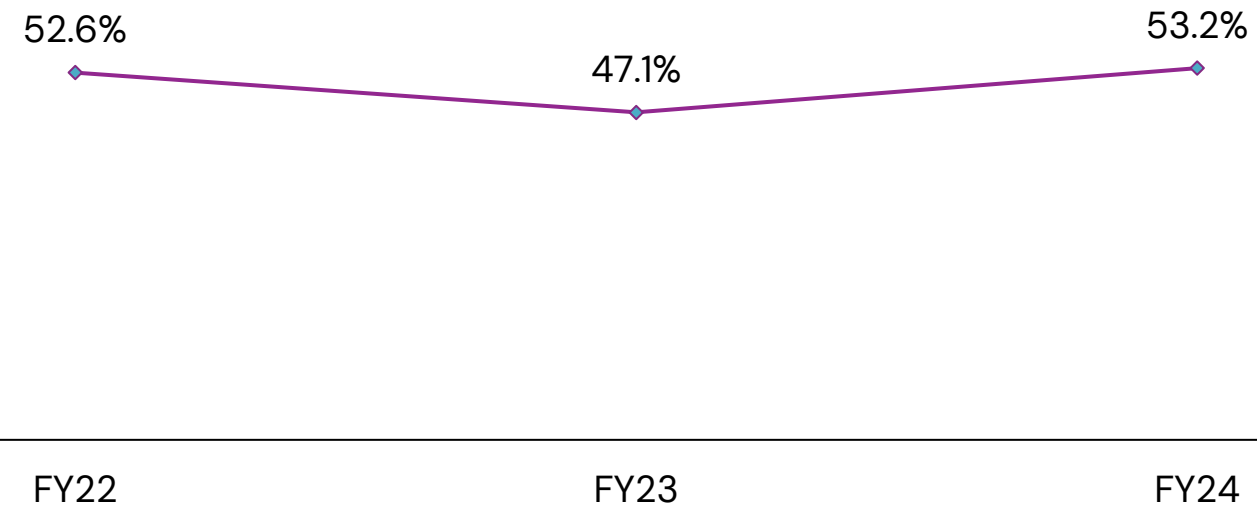
Movement of NPA

Particular (INR Cr.)	Quarterly			Annual
	Q1 FY25	Q4 FY24	Q1 FY24	FY24
Opening Gross NPA	2,578.42	2,536.72	2,292.91	2,292.91
Additions	416.49	527.58	292.89	1,650.20
Sub Total (A)	2,994.91	3,064.30	2,585.80	3,943.11
Slippage ratio	0.59	0.79	0.50	2.80
Reduction				
Up-gradation	98.70	108.30	91.83	355.02
Recoveries (excluding upgraded accounts)	133.12	197.30	167.88	582.45
Technical/ prudential Write Off	94.64	180.28	10.21	427.22
a. Technical written off	93.38	162.56	1.18	395.44
b. Other written off	1.26	17.72	9.03	31.78
c. By Sale	-	-	-	-
Sub Total (B)	326.46	485.88	269.92	1,364.69
Closing Gross NPA (A-B)	2,668.45	2,578.42	2,315.88	2,578.42

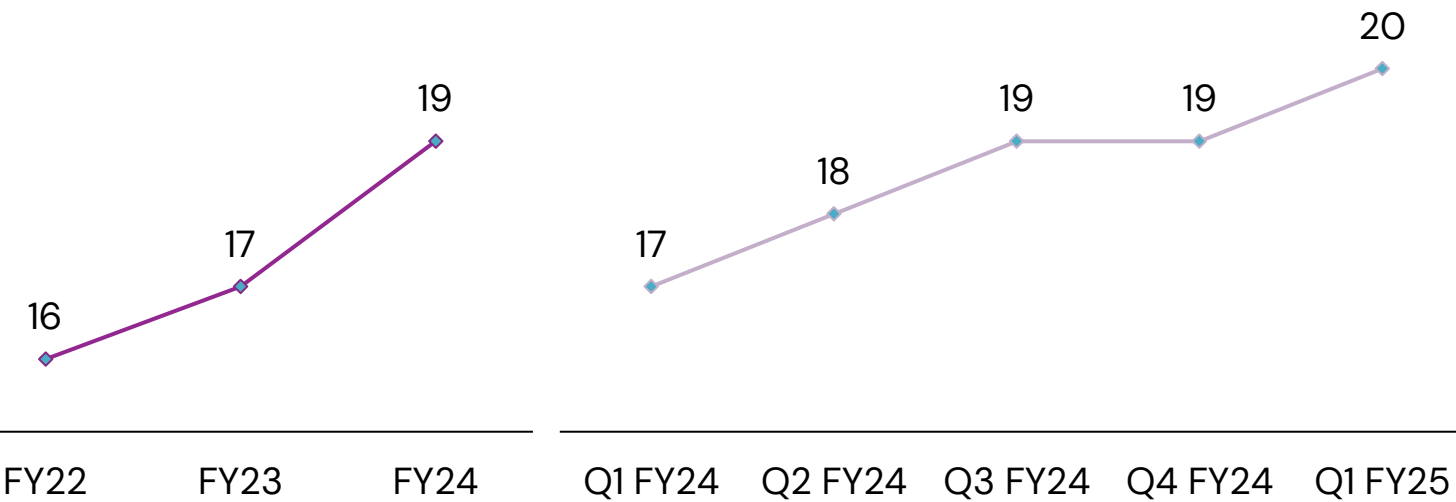


Efficiency Ratio

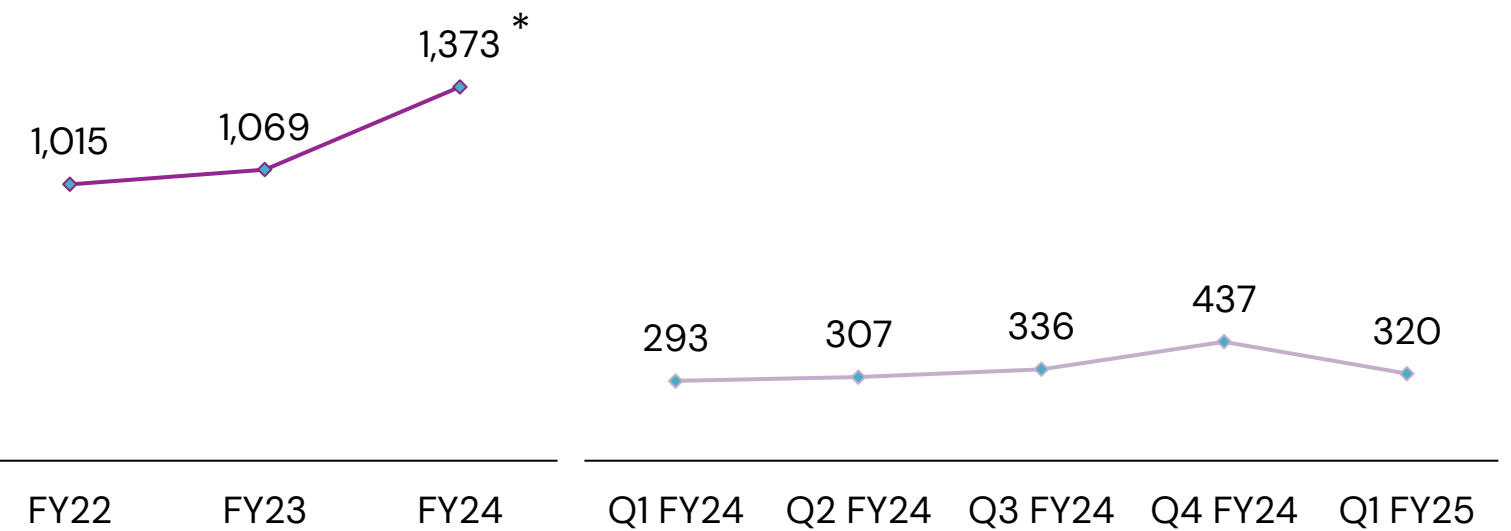
Cost to Income Ratio



Business per Employee (INR Cr.)



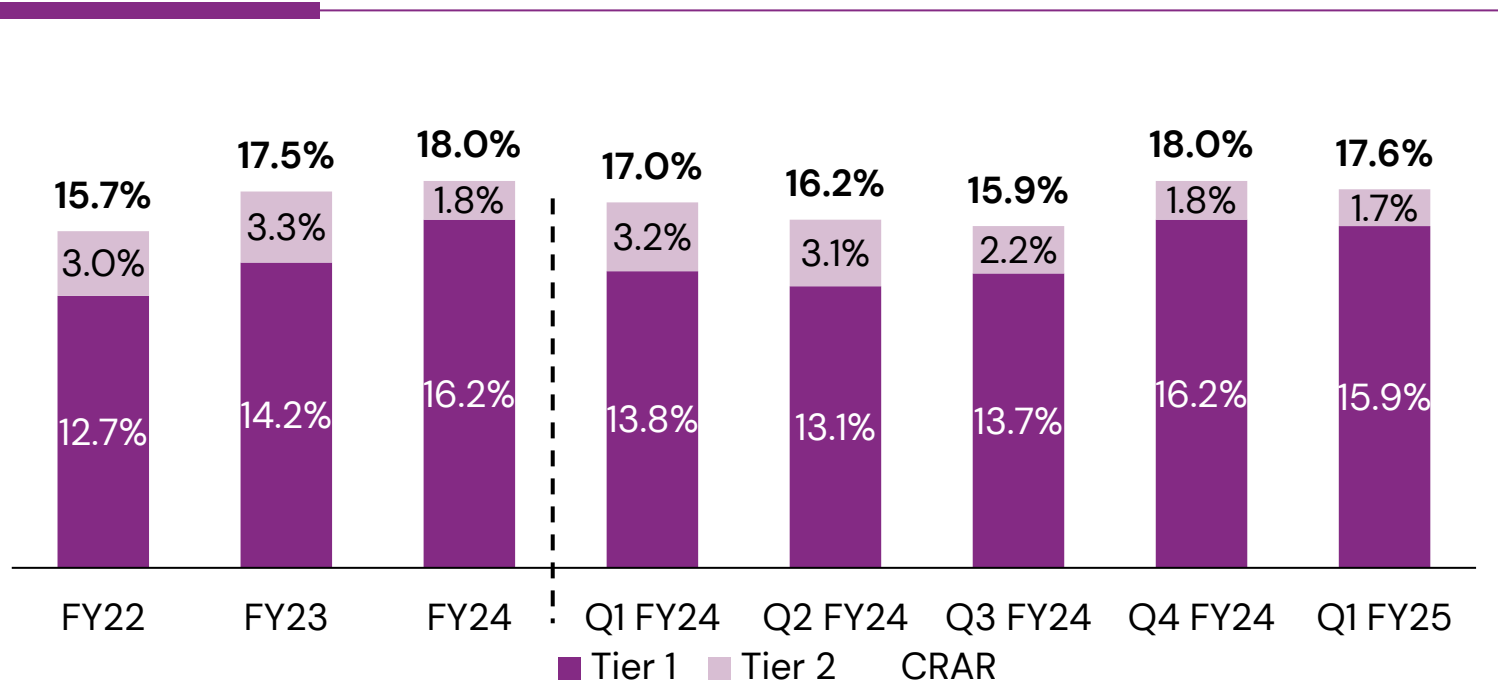
Staff Cost (INR Cr.)



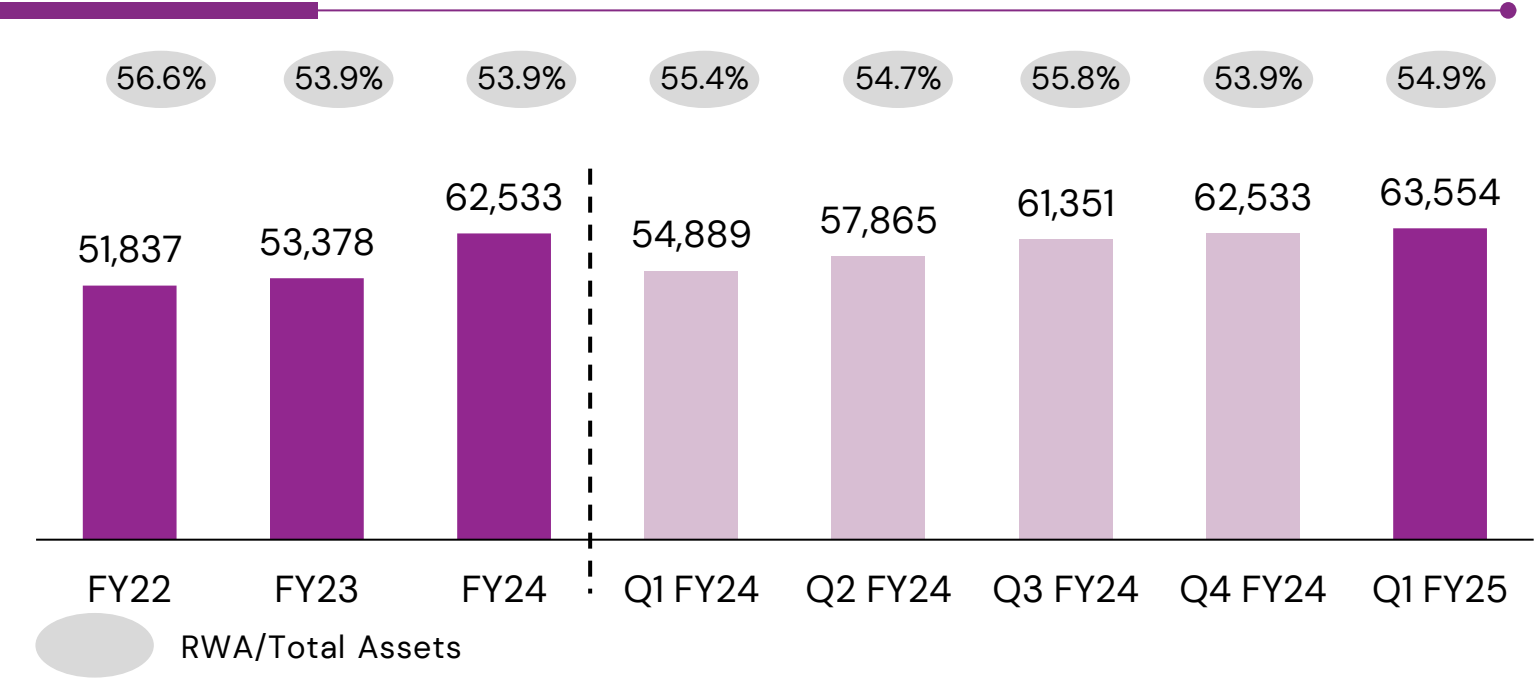


Key Ratios

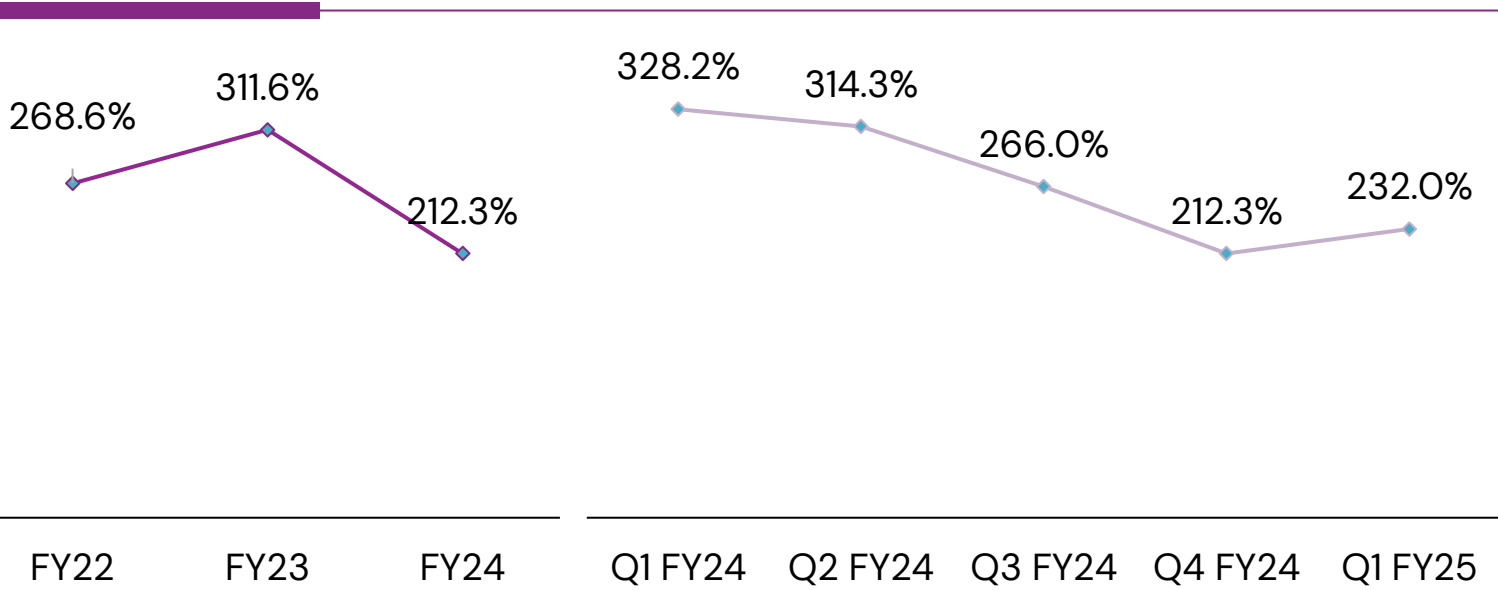
Capital Adequacy Ratio



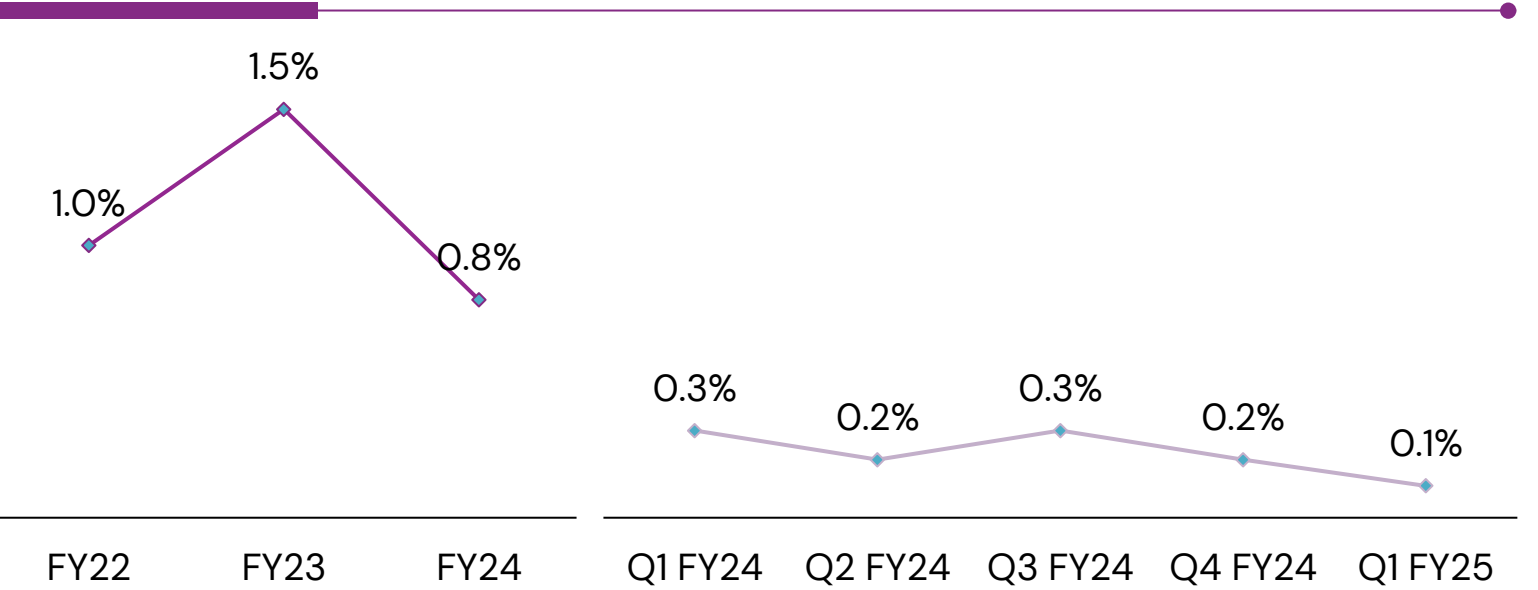
Risk Weighted Assets (INR Cr.)



LCR



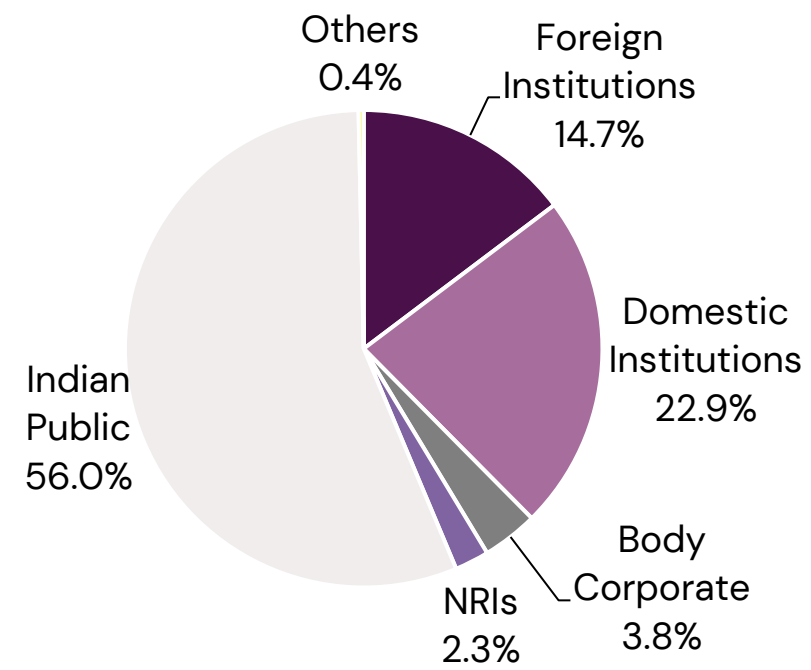
Credit Cost %



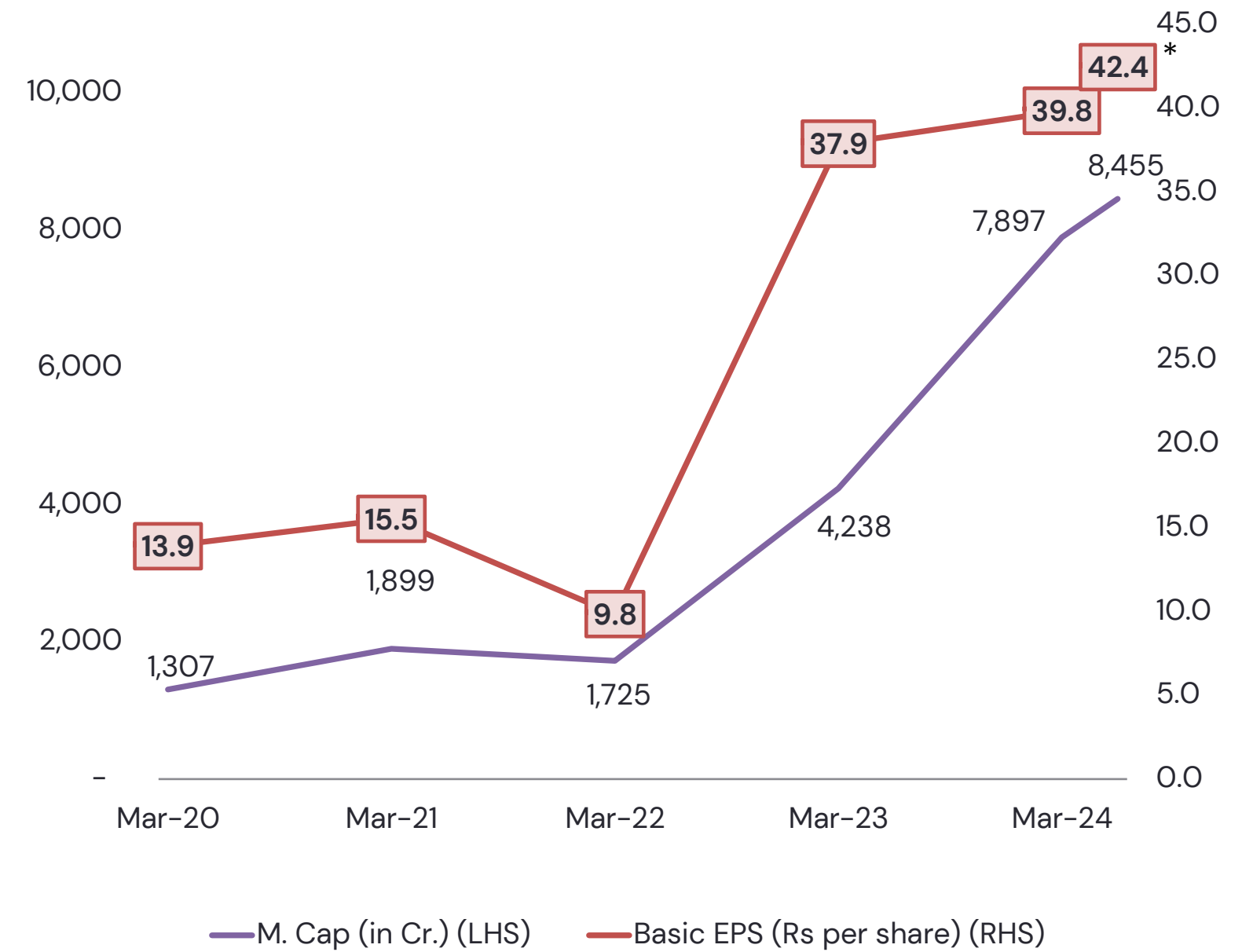


Shareholder Value

Shareholding Pattern



EPS & Market Capitalisation (INR Cr.)



Accelerating our Transformation Journey

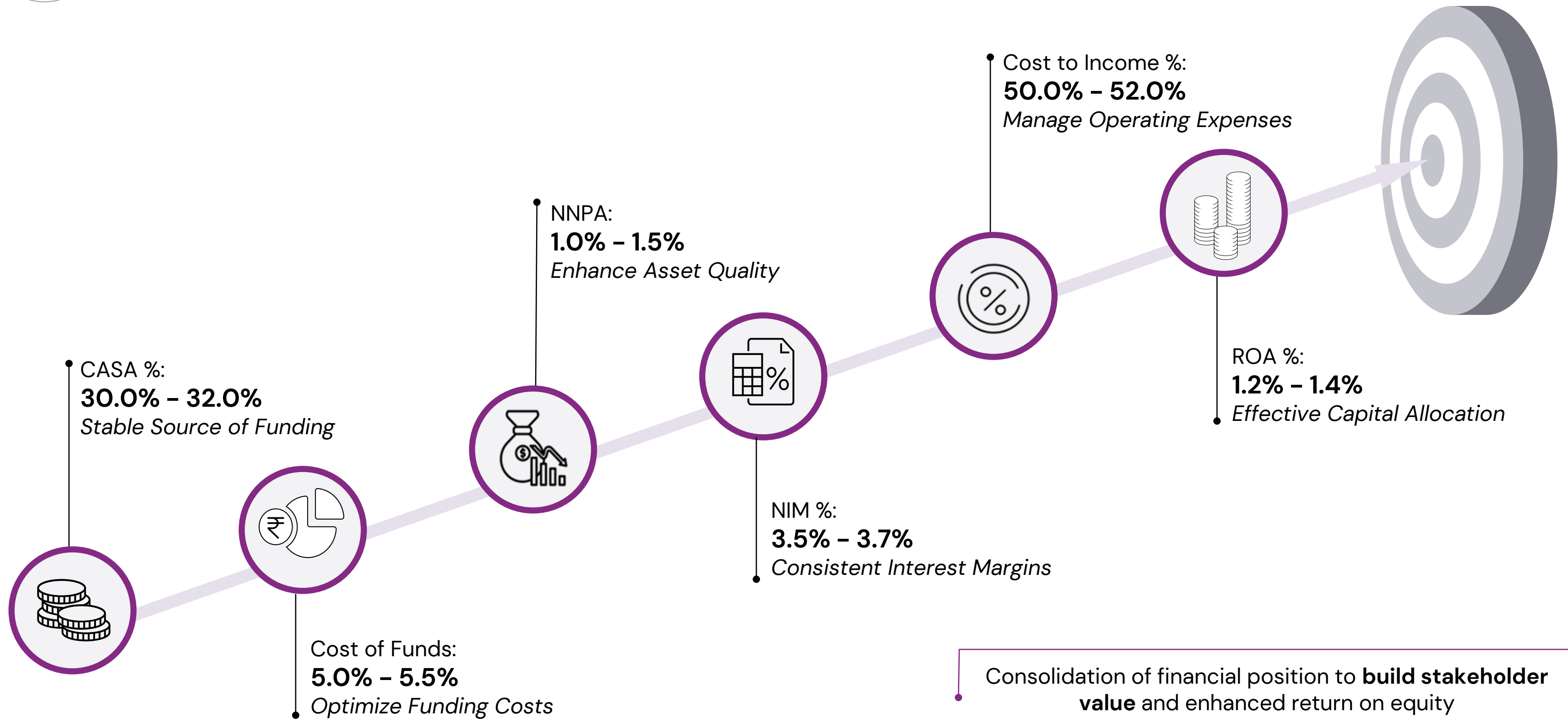
Banking with Legacy,
Embracing the Future

Celebrating 100 years of trust





Targeted Performance Improvement to Boost Returns





Products

Building a Comprehensive Portfolio of Products

Customer-centric approach for creating products

Leverage Cross-sell & Up-sell opportunities

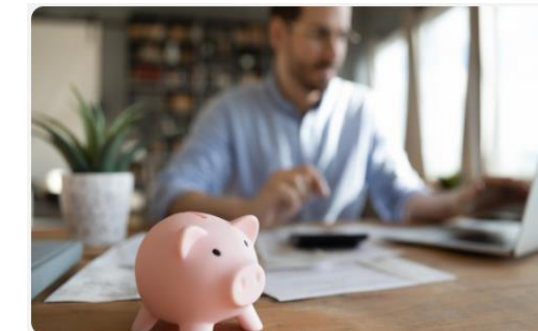
Comprehensive product suite

Pipeline of products for continuous growth

Retail

Agriculture

MSME



Loans

Liability Products

ADC Channels

Agri Schemes

CA Credit Line

Financing

- KBL PEAK – Education Loans (Revamped) to be launched.
- Personal Loans to Government Employees to be launched.

- KBL WISE – Senior citizen savings account launched in 2 variants
- KBL– Non–Callable Deposit scheme
- Premium Savings Account, Student Savings Account, Digital Current account opening to be launched

- Omnichannel Corporate Net Banking launched.
- Omnichannel Corporate Mobile banking to be launched

- KBL Krishi Bhoomi scheme launched for loan for purchase of agricultural land for Small and Marginal Farmers
- KBL Krishik Tractor scheme to be launched

- Exclusive Financial Solutions for Chartered Accountants (CA Credit Line) launched

- Empowering Healthcare with KBL Medi Equipment Loans to be launched
- Flexible Financing with KBL Drop Line Overdraft to be launched

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



Digital and Technology

Digital Touchpoints



3,467,607

Mobile App Installations



748,383

Net Banking Users



5,340,180

Debit Cards



87,695

QR related metrics



1,626,836

E-Passbook Downloads



1,504

ATM Networks



Digital and Technology

Awards



Business Model Innovation

Gold Winner award for enhancing Co-lending platform by Infosys Finacle



Karnataka Bank's campaign #StopKiddingYourself has won at the Pitch BFSI Marketing Awards 2023

Digital Media Excellence Award

for best use of digital content marketing hosted by Indiatelevision.com



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 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)



791 APIs in app developer portal and corporate website out of which 53 APIs added in Q1 FY25







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



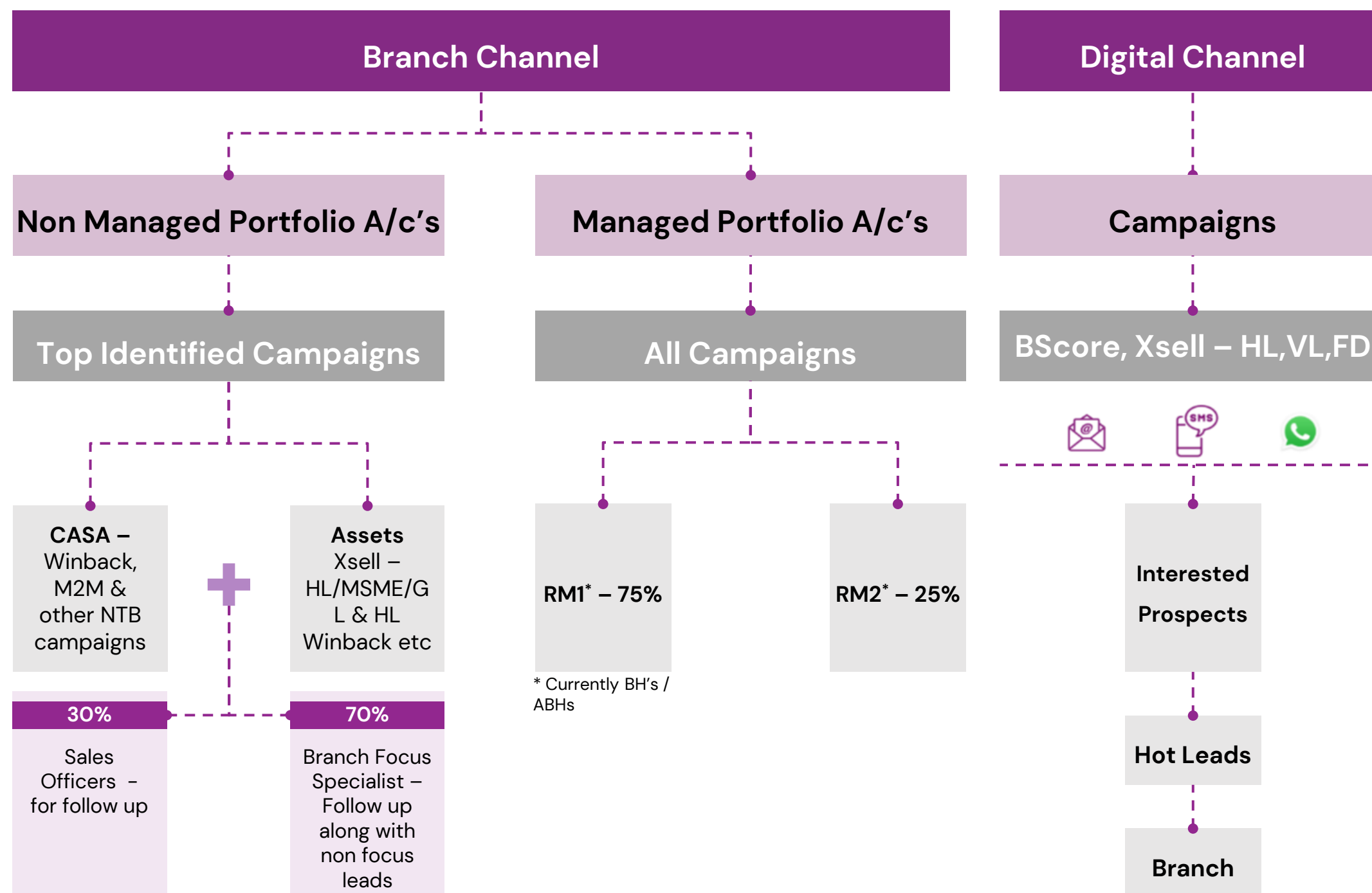
Impact on the Business

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



Analytical Centre of Excellence – Business Adoption

Propensity Engagement Distribution



Business Potential

	Amount (INR Cr.)
CASA*	~3,000
Retail TD*	~1,500
Assets* (PL/HL/VL/GL/MSME)	~12,000
Total	~16,000

*Investing in teams / processes to amplify sales efficiency

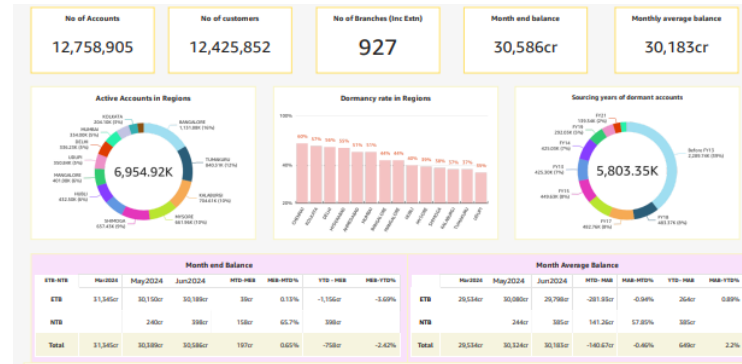
Contact	Convert	Business outcome ahead of Targets envisaged
~50%	~13%	



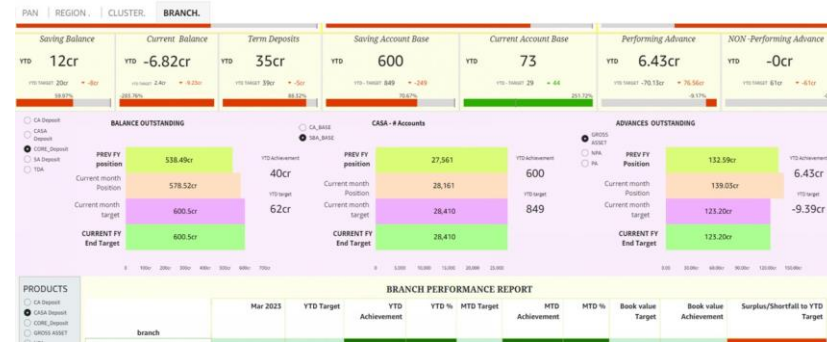
Digital and Technology

Best in class Analytics Factory: 360day PitStop

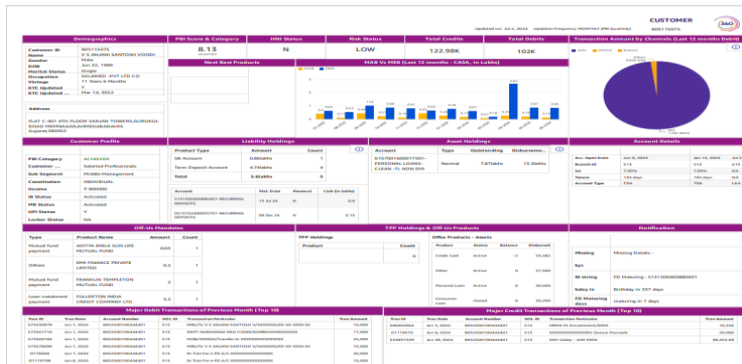
Business Dashboards Driving Agility and Precision in Decisions



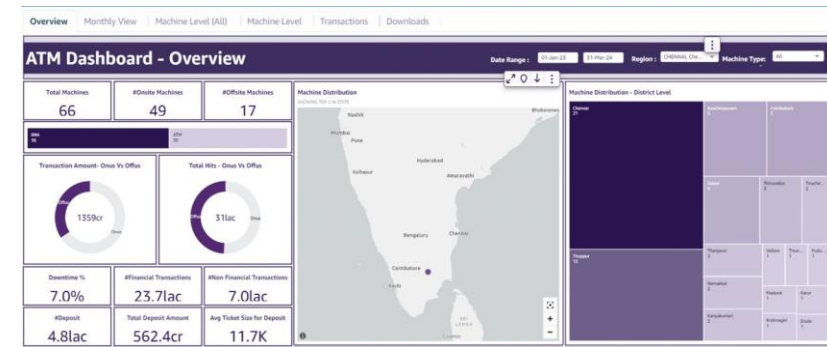
CASA Balance Buildup Dashboard



Branch Productivity Dashboard



Customer 360 Dashboard



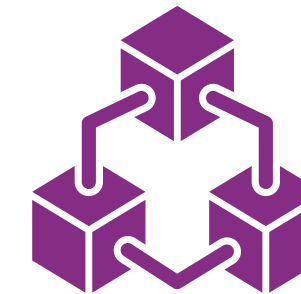
ATM Dashboard

10+ Dashboards
35+ Business and Predictive models live

Business Systems ensuring New Insights have Rails for Outcomes

Customer Relationship Management (CRM)

Early Warning Signals (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

Our Strengths and Strategies

Banking with Legacy,
Embracing the Future

Celebrating 100 years of trust





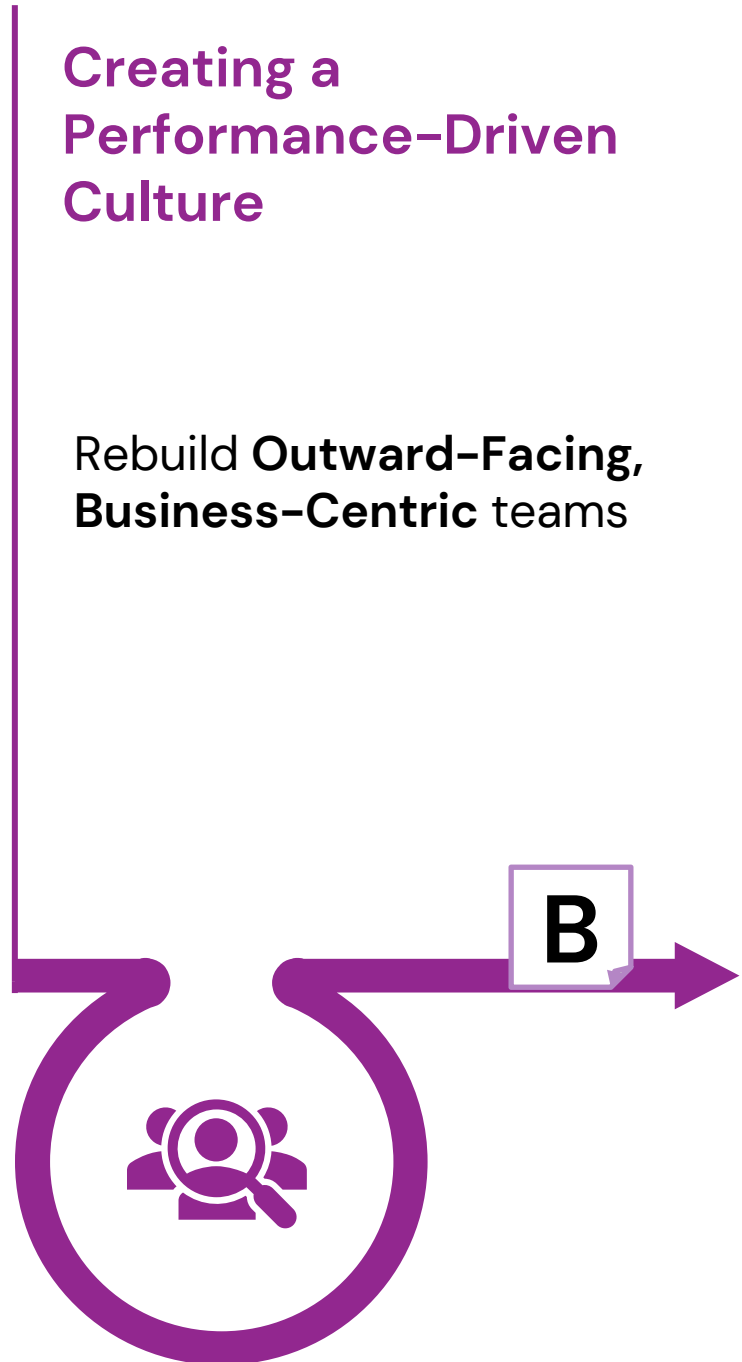
Strategic Roadmap



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

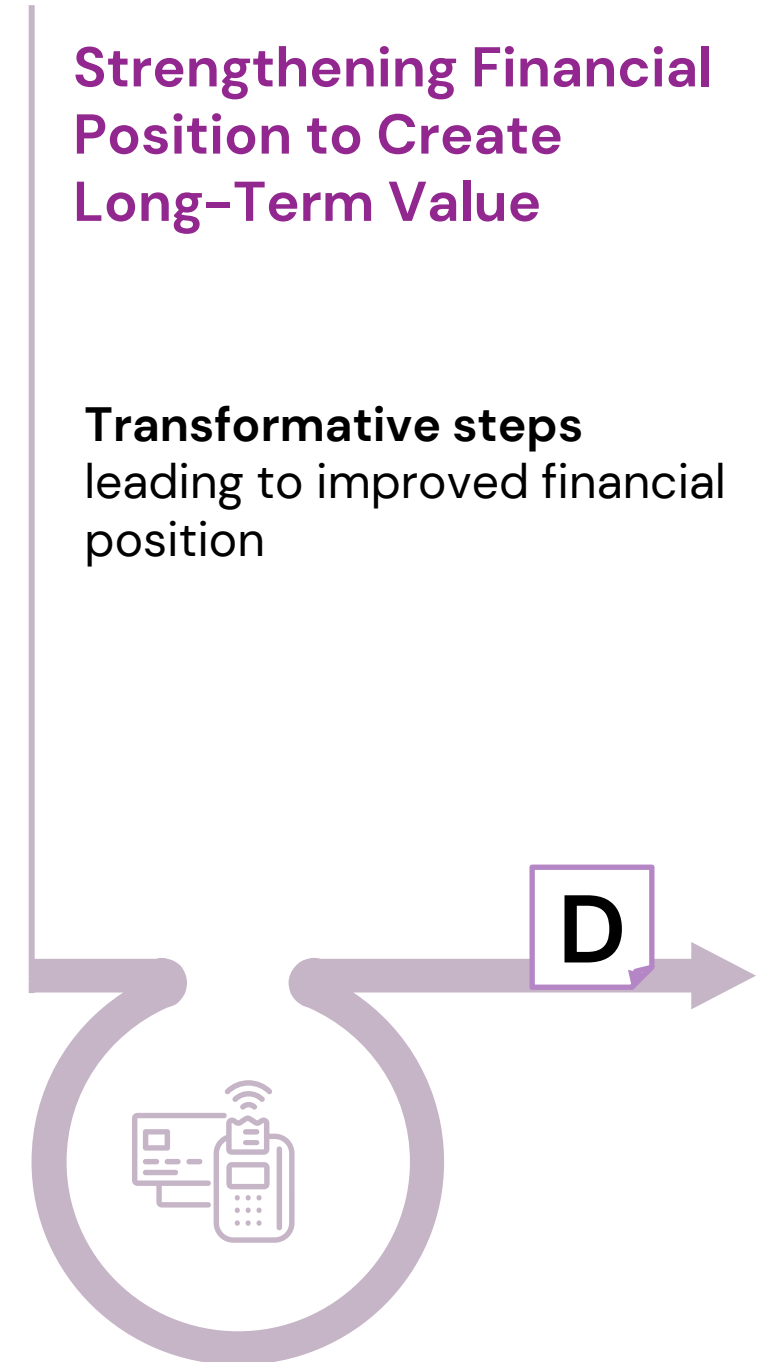
Rebuild **Outward-Facing, Business-Centric** teams



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



100 Year Legacy

Our Legacy

13 Mn

Happy customers

Building on Our Legacy

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



MSME & Rural Focus

34.1%

Share of MSME & Agri-Loans

46.4%

Branches in Rural & Semi-Urban Areas

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



Retail Focus

45.5%



46.8%

Increase in % of Retail Advances from FY20 to Q1 FY25

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



Bharat Ka Karnataka Bank

4.1%¹

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



KBL Equipment Loan digi journey



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

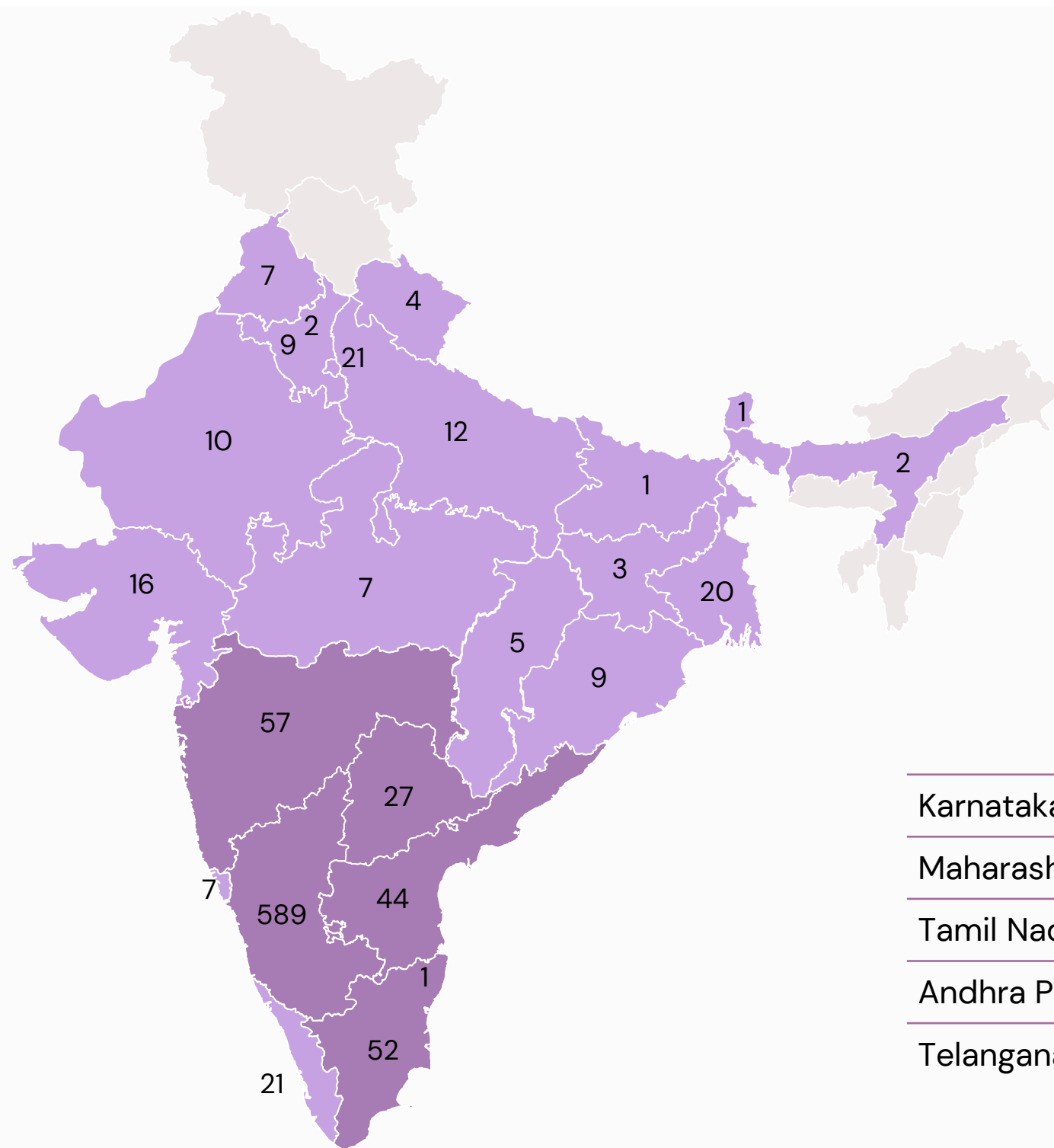
Working towards "one-stop" digital solution for all statutory payments



Driving Excellence in Proven Core Competencies

A.

Strong Geographical Footprint



Top 5 States

Karnataka	589
Maharashtra	57
Tamil Nadu	52
Andhra Pradesh	44
Telangana	27

Steady Growth in Locations Served



927

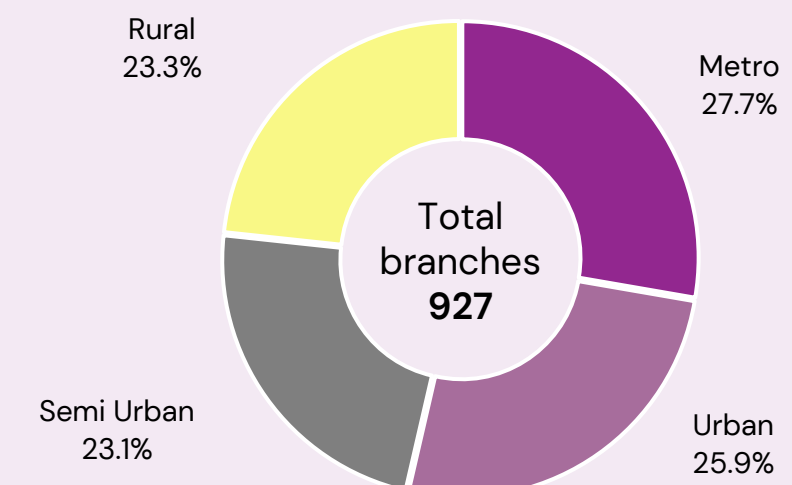
Branches



1,504

ATM and Recyclers

Presence Across All Tiers

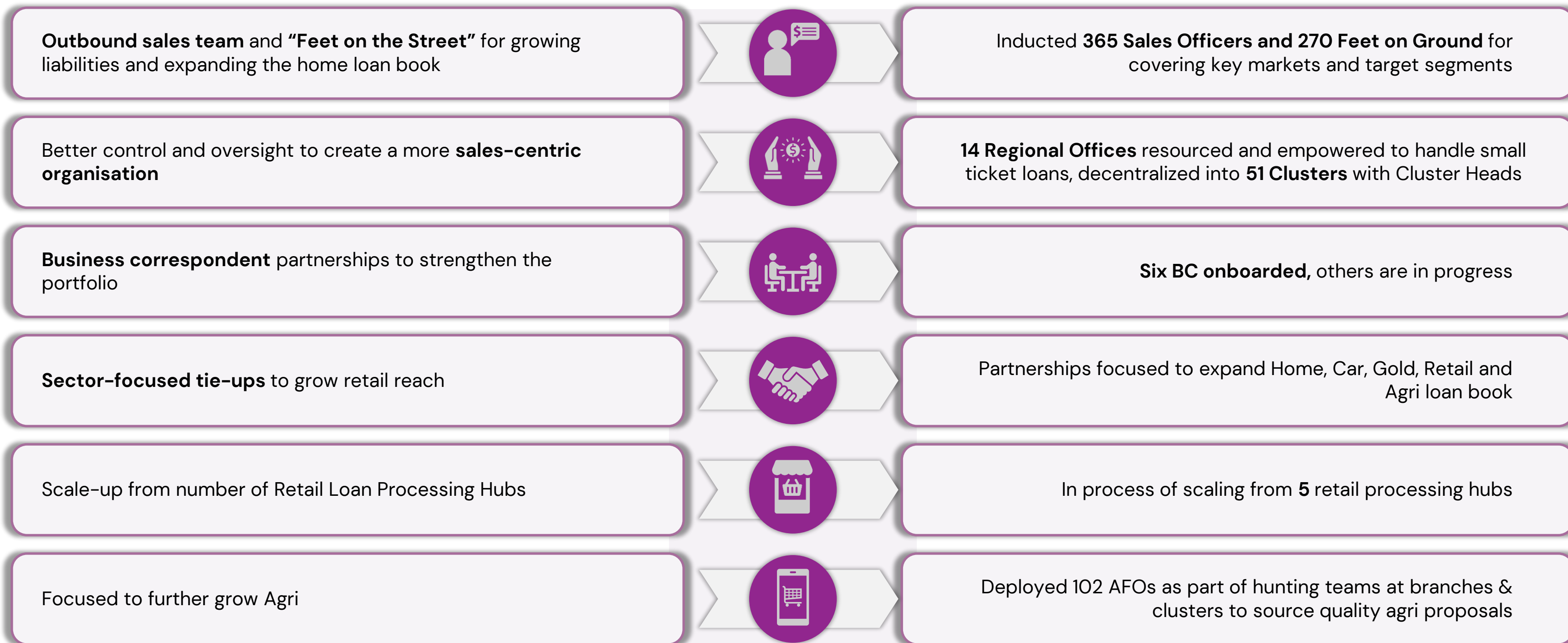




Creating a Performance Driven Culture

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

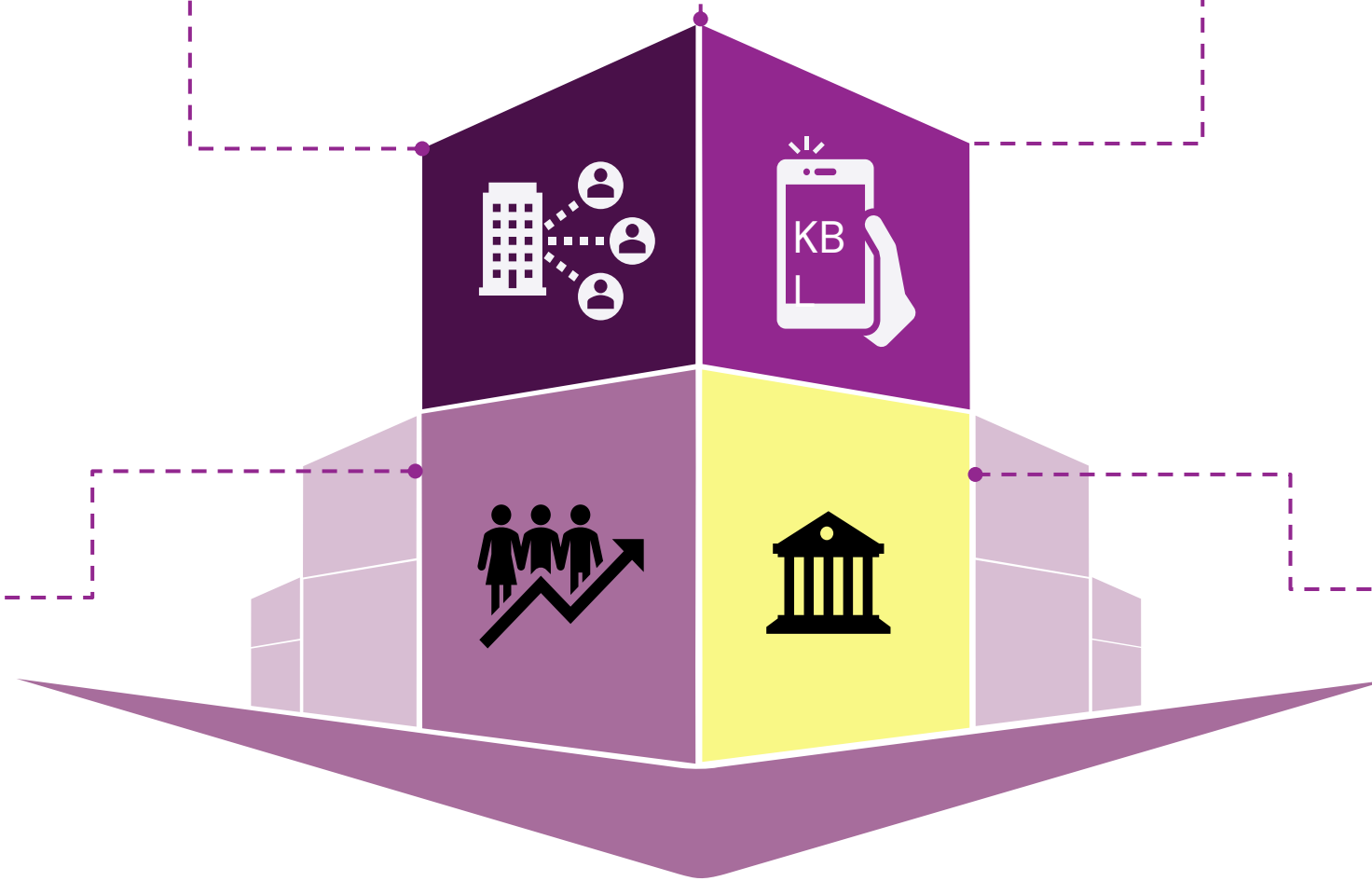
Launched revamped **website (English, Kannada)** and **customer app**

- Developer portal featuring over **520+ 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



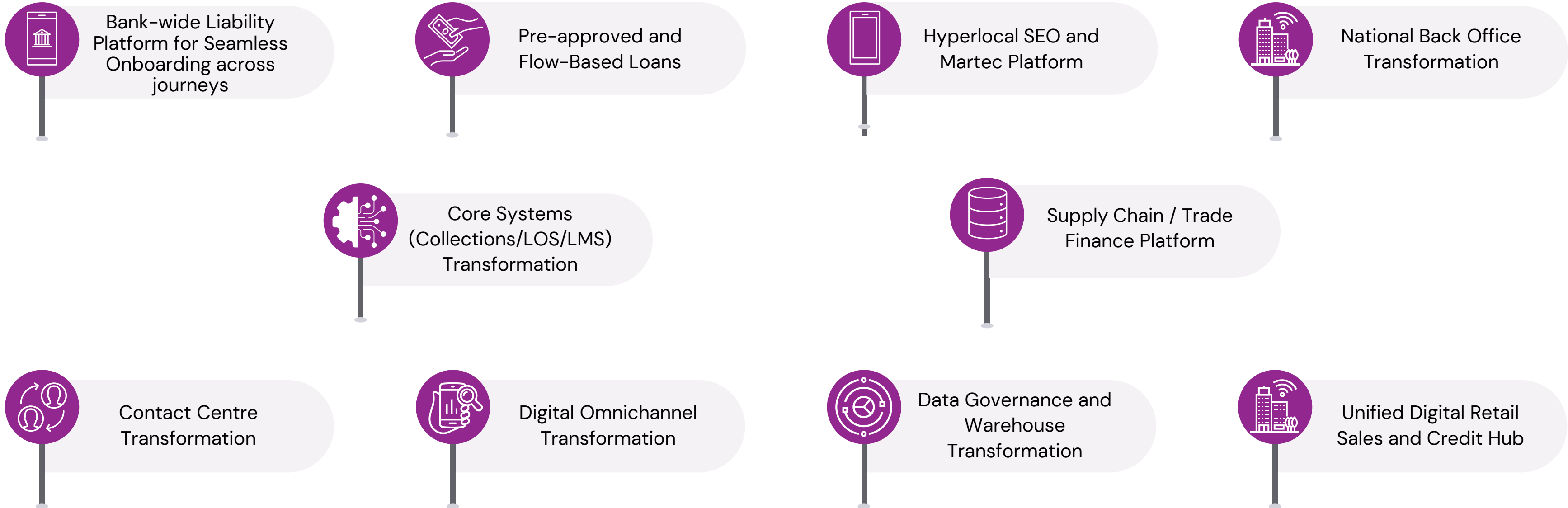


Digitalisation Propelling Robust Book Growth

C.

Initiatives towards Digitisation

Planned future initiatives for 2025



Focusing on robust growth through digitisation





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