

October 25, 2018

Mr. Khushro A. Bulsara
Senior General Manager
Listing Compliance & Legal Regulatory
BSE Limited
Corporate Relations Department
P.J. Towers, Dalal Street
Mumbai - 400 001
Tel.: 2272 8013/8015/8058/8307
BSE Scrip Code: 532648

Mr. Avinash Kharkar
AVP - Listing Department
National Stock Exchange of India Limited
Exchange Plaza
Plot no. C/1, G Block,
Bandra - Kurla Complex
Bandra (E), Mumbai - 400 051.
Tel.: 2659 8235 / 8236/8458
NSE Symbol: YESBANK

Dear Sirs,

Sub.: Outcome of the Board Meeting - SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

In terms of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and other applicable provisions, the Board of Directors of the Bank on October 25, 2018 has *inter-alia*, considered and approved the Unaudited Standalone Financial Results of the Bank for the Quarter (Q2) and half year ended September 30, 2018 and took note of the Limited Review Report thereon, submitted by M/s. B S R & Co. LLP, Statutory Auditors of the Bank.

The Board Meeting commenced at 11:00 A.M. and aforementioned financial matters concluded at 4:00 P.M.


A copy of the Unaudited Financial Results along with the Limited Review Report and the Press Release are enclosed herewith.

Also, please find enclosed the 'Investor Presentation'.

You are requested to take note of the same.

Thanking you,

Yours faithfully,
For YES BANK LIMITED


Shivanand R. Shettigar
Company Secretary

Encl: As above

B S R & Co. LLP

Chartered Accountants

5th Floor, Lodha Excelus,
Apollo Mills Compound
N. M. Joshi Marg, Mahalaxmi
Mumbai - 400 011
India

Telephone +91 (22) 4345 5300
Fax +91 (22) 4345 5399

Limited review report on the unaudited quarterly standalone financial results and standalone year-to-date financial results of YES Bank Limited pursuant to Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015

To the Board of Directors of YES Bank Limited

1. We have reviewed the accompanying Statement of Unaudited Standalone Financial Results of YES Bank Limited (the 'Bank') for the quarter ended 30 September 2018 and year to date results for the period from 1 April 2018 to 30 September 2018 (the 'Statement'), attached herewith, being submitted by the Bank pursuant to the requirement of Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 (the 'SEBI Regulations'). The disclosures relating to "Pillar 3 under Basel III Capital Regulations" and those relating to "Leverage Ratio", "Liquidity Coverage Ratio" under Capital Adequacy and Liquidity Standards issued by Reserve Bank of India ('RBI') have been disclosed on the Bank's website and in respect of which a link has been provided in the Statement and have not been reviewed by us.
2. This Statement is the responsibility of the Bank's management and has been approved by the Board of Directors of the Bank in their meeting held on 25 October 2018. Our responsibility is to issue a report on the Statement based on our review.
3. We conducted our review in accordance with the Standard on Review Engagement (SRE) 2410, *Review of Interim Financial Information Performed by the Independent Auditor of the Entity* specified under section 143(10) of the Companies Act, 2013. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the financial results are free of material misstatement. A review is limited primarily to inquiries of Bank personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.

MA

**Limited review report on the unaudited quarterly standalone financial results and standalone year-to-date financial results of YES Bank Limited pursuant to Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015
(Continued)**

4. Based on our review conducted as mentioned above, nothing has come to our attention that causes us to believe that the accompanying Statement prepared in accordance with applicable accounting standards specified under Section 133 of the Companies Act 2013, read with Rule 7 of the Companies (Accounts) Rules, 2014 and other recognized accounting practices and policies, has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI Regulations, including the manner in which it is to be disclosed, or that it contains any material misstatement or that it has not been prepared in accordance with the relevant prudential norms issued by the RBI in respect of income recognition, asset classification, provisioning and other related matters.

For **B S R & Co. LLP**
Chartered Accountants

Firm's Registration No: 101248W/W-100022



Manoj Kumar Vijai
Partner

Membership No: 046882

Mumbai
25 October 2018

YES BANK Limited

Regd. Office : Nehru Centre, 9th Floor, Discovery of India Building, Dr A. B. Road, Worli, Mumbai - 400 018, India.

Website: www.yesbank.in

UNAUDITED FINANCIAL RESULTS FOR THE QUARTER AND HALF YEAR ENDED SEPTEMBER 30, 2018

(₹ in Lakhs)

Sr. No.	PARTICULARS	FOR THE QUARTER ENDED 30.09.18	FOR THE QUARTER ENDED 30.06.18	FOR THE QUARTER ENDED 30.09.17	FOR THE HALF YEAR ENDED 30.09.18	FOR THE HALF YEAR ENDED 30.09.17	FOR THE YEAR ENDED 31.03.18
		(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
1	Interest earned (a)+(b)+(c)+(d)	723,123	657,804	480,034	1,380,927	945,414	2,026,742
(a)	Interest/discount on advances/bills	554,959	500,466	369,320	1,055,425	722,768	1,547,824
(b)	Income on investments	156,103	135,086	92,267	291,189	182,539	410,253
(c)	Interest on balances with Reserve Bank of India and other inter-bank funds	5,822	16,203	14,466	22,025	32,402	51,607
(d)	Others	6,239	6,049	3,981	12,288	7,705	17,058
2	Other Income (Refer Note 5)	147,345	169,414	124,844	316,759	238,060	522,383
3	TOTAL INCOME (1+2)	870,468	827,218	604,878	1,697,686	1,183,474	2,549,125
4	Interest Expended	481,368	435,890	291,525	917,258	576,012	1,253,036
5	Operating Expenses (i)+(ii)	152,456	145,857	122,686	298,313	246,375	521,278
(i)	Payments to and provisions for employees	59,397	59,062	56,276	118,459	110,887	218,892
(ii)	Other operating expenses	93,059	86,795	66,410	179,854	135,488	302,386
6	Total Expenditure (4+5) (excluding provisions and contingencies)	633,824	581,747	414,211	1,215,571	822,387	1,774,314
7	Operating Profit (before Provisions and Contingencies)(3-6)	236,644	245,471	190,667	482,115	361,087	774,811
8	Provisions (other than Tax expense) and Contingencies (net)	93,998	62,565	44,706	156,563	73,284	155,380
9	Exceptional Items	-	-	-	-	-	-
10	Profit from ordinary activities before tax (7-8-9)	142,646	182,906	145,961	325,552	287,803	619,431
11	Tax Expense	46,176	56,870	45,688	103,046	90,978	196,975
12	Net profit from Ordinary Activities after tax (10-11)	96,470	126,036	100,273	222,506	196,825	422,456
13	Extraordinary Items (Net of tax)	-	-	-	-	-	-
14	NET PROFIT (12-13)	96,470	126,036	100,273	222,506	196,825	422,456
15	Paid-up equity Share Capital (Face value of ₹ 2 each)	46,186	46,114	45,814	46,186	45,814	46,059
16	Reserves & Surplus excluding revaluation reserves						2,529,769
17	Analytical ratios :						
(i)	Percentage of Shares held by Government of India	Nil	Nil	Nil	Nil	Nil	Nil
(ii)	Capital Adequacy ratio - Basel III	16.2%	16.9%	17.0%	16.2%	17.0%	18.4%
(iii)	Earning per share for the period / year (before and after extraordinary items)						
	- Basic ₹	4.18	5.47	4.38	9.65	8.61	18.43
	- Diluted ₹	4.06	5.39	4.29	9.50	8.41	18.06
		Not Annualized	Not Annualized	Not Annualized	Not Annualized	Not Annualized	Annualized
(iv)	NPA ratios-						
(a)	Gross NPA	386,608	282,446	272,034	386,608	272,034	262,680
(b)	Net NPA	201,967	126,257	154,326	201,967	154,326	131,275
(c)	% of Gross NPA	1.60%	1.31%	1.82%	1.60%	1.82%	1.28%
(d)	% of Net NPA	0.84%	0.59%	1.04%	0.84%	1.04%	0.64%
(v)	Return on assets (average) (annualized)	1.1%	1.6%	1.7%	1.3%	1.7%	1.6%



SUMMARISED BALANCE SHEET

₹ in Lakhs)

PARTICULARS	At	At	At
	30.09.18 (Unaudited)	30.09.17 (Unaudited)	31.03.18 (Audited)
CAPITAL AND LIABILITIES			
Capital	46,186	45,814	46,059
Reserves and surplus	2,686,915	2,295,604	2,529,769
Deposits	22,283,794	15,798,982	20,073,815
Borrowings	10,165,951	4,482,996	7,489,358
Other liabilities and provisions	1,981,869	1,116,012	1,105,559
Total	37,164,715	23,739,408	31,244,560
ASSETS			
Cash and balances with Reserve Bank of India	1,119,047	763,628	1,142,575
Balances with banks and money at call and short notice	523,973	1,351,359	1,330,862
Investments	9,032,022	5,390,776	6,839,894
Advances	23,962,747	14,867,528	20,353,386
Fixed assets	80,606	72,663	83,239
Other assets	2,446,321	1,293,454	1,494,604
Total	37,164,715	23,739,408	31,244,560

Notes:

- The unaudited financial results have been taken on record by the Board of Directors of the Bank at its meeting held in Mumbai today. The results have been subject to "Limited Review" by the Statutory Auditors of the Bank. There are no qualifications in the auditor's review report for the quarter and half year ended September 30, 2018.
- During the quarter and half year ended September 30, 2018, the Bank allotted 3,564,750 shares and 6,310,600 shares respectively, pursuant to the exercise of stock options by employees.
- During the quarter and half year ended September 30, 2018, the Bank has raised ₹ 304,200 Lakhs of Basel III Compliant Tier II Bonds.
- As at September 30, 2018, the total capital infused and outstanding is ₹ 5,000 lakhs in Yes Securities (India) Limited, ₹ 7,450 Lakhs in YES Asset Management (India) Limited and ₹ 50 Lakhs in Yes Trustee Limited. All three are wholly owned subsidiary companies of the Bank.
- Other income includes fees and commission earned from guarantees/letters of credit, loans, financial advisory fees, selling of third party products, earnings from foreign exchange transactions and profit/loss from sale of securities.
- Return on assets is computed using a simple average of total assets at the beginning and at the end of the relevant period.
- The disclosures for NPA referred to in point 17(iv) above correspond to Non Performing Advances.
- In accordance with RBI circular DBR.No.BP.BC.1/21.06.201/2015-16 dated July 1, 2015 on 'Basel III Capital Regulations' read together with RBI circular DBR.No.BP.BC80/21.06.201/2014-15 dated March 31, 2015 on 'Prudential Guidelines on Capital Adequacy and Liquidity Standards - Amendments' requires banks to make applicable Pillar 3 disclosures including leverage ratio and liquidity coverage ratio under Basel III Framework. The Pillar III disclosures have not been subjected to review by the statutory auditors. The Bank has made these disclosures which are available on its website at the following link:
https://www.yesbank.in/pdf/basel_iii_disclosure_sep_30_2018.pdf
- In view of the continuing rise in the yields on Government Securities, RBI vide its circular DBR.No.BP.BC.113/21.04.048/2017-18 dated June 15, 2018 has granted banks the option to spread provisioning for their net mark to market (MTM) losses on all investments held in AFS and HFT for the quarter ended June 30, 2018. As per the RBI circular, the provisioning cost for the quarter ended June 30, 2018, may be spread equally over up to four quarters, commencing with the quarter ended June 30, 2018. Consequently, the Bank will amortize ₹ 18,689.92 Lakhs over the subsequent quarters till the year ending March 31, 2019.



- 10 In accordance with the disclosure requirements of Schedule IV, of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations 2015, there was a material event with respect to a borrower from infrastructure development and finance sector, to whom the Bank has an exposure of ₹ 262,069 Lakhs to its subsidiaries & SPV (Nil to the Parent/ NBFC/ Financial Service entity) as at September 30, 2018. These accounts has been classified as Standard assets in accordance with the RBI Master Circular - Prudential norms on Income Recognition, Assets Classification and provisioning pertaining to Advances (the Master circular). The Bank's management will take appropriate action in accordance with applicable RBI regulations, as more information to any potential resolution plan becomes available.
- 11 During the quarter, the Bank received communication on its operations including through the stock exchanges. The Bank has responded to the communication received from the stock exchanges which has been disclosed by the exchanges. The Bank has also inter alia received communication from RBI approving the tenure of its current MD&CEO till January 31, 2019 and for appointing a successor by February 01, 2019. The Board of Directors has initiated steps to effectively address the above including those communicated vide Press Releases dated September 25, 2018 and October 05, 2018.
- 12 As the business of the Bank is concentrated in India; the segment disclosures made pertain to domestic segment.
- 13 The Bank has followed the same significant accounting policies in the preparation of these financial results as those followed in the annual financial statement for the year ended March 31, 2018.
- 14 Previous period figures have been regrouped /reclassified wherever necessary to conform to current period classification.



SEGMENTAL RESULTS

(₹ in Lakhs)

Sr No	PARTICULARS	FOR THE QUARTER ENDED 30.09.18	FOR THE QUARTER ENDED 30.06.18	FOR THE QUARTER ENDED 30.09.17	FOR THE HALF YEAR ENDED 30.09.18	FOR THE HALF YEAR ENDED 30.09.17	FOR THE YEAR ENDED 31.03.18
		(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
1	Segment revenue						
(a)	Treasury	258,685	235,447	160,439	494,132	322,529	659,270
(b)	Corporate Banking	572,108	546,826	391,423	1,118,934	758,097	1,663,588
(c)	Retail Banking	109,590	93,854	66,577	203,444	130,081	297,282
(d)	Other Banking Operations	4,451	4,576	4,021	9,027	8,132	19,541
(e)	Unallocated	16	(2)	(65)	14	(52)	(115)
	TOTAL	944,850	880,701	622,395	1,825,551	1,218,787	2,639,566
	Add / (Less): Inter Segment Revenue	(74,382)	(53,483)	(17,517)	(127,865)	(35,313)	(90,441)
	Income from Operations	870,468	827,218	604,878	1,697,686	1,183,474	2,549,125
2	Segmental Results						
(a)	Treasury	63,391	88,787	77,035	152,178	167,005	294,610
(b)	Corporate Banking	141,644	158,860	114,053	300,504	224,501	547,480
(c)	Retail Banking	(10,126)	(8,315)	(15,979)	(18,441)	(38,981)	(59,076)
(d)	Other Banking Operations	1,711	2,061	1,804	3,772	4,302	11,082
(e)	Unallocated	(53,974)	(58,487)	(30,952)	(112,461)	(69,024)	(174,665)
	Profit before Tax	142,646	182,906	145,961	325,552	287,803	619,431
3	Segment Assets						
(a)	Treasury	12,424,084	11,080,785	8,274,681	12,424,084	8,274,681	10,221,286
(b)	Corporate Banking	20,312,858	18,312,106	12,685,648	20,312,858	12,685,648	17,146,303
(c)	Retail Banking	4,215,720	3,678,264	2,633,683	4,215,720	2,633,683	3,713,703
(d)	Other Banking Operations	1,584	3,921	2,470	1,584	2,470	3,300
(e)	Unallocated	210,469	179,853	142,926	210,469	142,926	159,968
	Total	37,164,715	33,254,929	23,739,408	37,164,715	23,739,408	31,244,560
4	Segment Liabilities						
(a)	Treasury	11,551,853	8,520,441	4,798,078	11,551,853	4,798,078	7,510,753
(b)	Corporate Banking	13,119,306	13,027,496	9,623,642	13,119,306	9,623,642	12,615,311
(c)	Retail Banking	8,702,827	8,036,848	6,524,583	8,702,827	6,524,583	7,508,505
(d)	Other Banking Operations	11,554	11,419	12,858	11,554	12,858	47,246
(e)	Unallocated	1,046,074	1,027,331	438,829	1,046,074	438,829	986,917
	Capital and Reserves	2,733,101	2,631,394	2,341,418	2,733,101	2,341,418	2,575,828
	Total	37,164,715	33,254,929	23,739,408	37,164,715	23,739,408	31,244,560

SEGMENT	PRINCIPAL ACTIVITIES
Treasury	Includes investments, all financial markets activities undertaken on behalf of the Bank's customers, proprietary trading, maintenance of reserve requirements and resource mobilisation from other banks and financial institutions.
Corporate Banking	Includes lending, deposit taking and other services offered to corporate customers.
Retail Banking	Includes lending, deposit taking and other services offered to retail customers.
Other Banking Operations	Includes para banking activities like third party product distribution, merchant banking etc.

Place: Mumbai
Date: October 25, 2018



For YES BANK Limited

(Signature)
Rana Kapoor
Managing Director & CEO

Press Release – October 25, 2018

YES BANK announces Financial Results for the Quarter ended September 30, 2018

1. KEY HIGHLIGHTS for Q2FY19

- ✓ **Sustained Operating performance amidst external environmental challenges:**
 - NII grew **28.2%** y-o-y to ₹ 2,417.6 Crores; NIMs stable at **3.3%**
 - Operating Profit grew **24.1%** y-o-y to ₹ 2,366.4 Crores; Cost to Income ratio at **39.2%** flat y-o-y
 - Net Profit declined 3.8% y-o-y to ₹ **964.7 Crores** which includes impact of ₹ **252.2 Crores** of one time MTM provisioning, predominantly on Corporate Bonds. After excluding investment related MTM provisions and Profit on Sale of investments **Adjusted Net profit grew by 36.2% y-o-y**
- ✓ **Stable Balance sheet growth with increasing granularity:**
 - Advances grew by **61.2%** y-o-y to ₹ 2,39,627.5 Crores with stable growth across segments
 - **Retail Banking Advances** grew 103.0% y-o-y to **14.3%** of advances in comparison to 11.4% in Q2FY18
 - Total Deposits grew by **41.0%** y-o-y to ₹ 2,22,837.9 Crores. CASA ratio at 33.8%
 - **CASA + Retail FDs** as a % of Total Deposits stands at a healthy **57.2%** vs. 56.7% sequentially
 - **RWA/ Total Assets** improved to **81.3%** from 81.6% on q-o-q basis and 84.3% on y-o-y basis
 - **Total CRAR at 17.0%** with Tier I ratio at **11.9%** and CET I at **9.0%**
- ✓ **Resilient Asset Quality:**
 - GNPA at **1.60%** and NNPA at **0.84%**
 - Increase in GNPA from earlier disclosed provisional ratio for Q2FY19 (*on October 01, 2018*) due to classification of one account with exposure of ₹ 631.2 Crores as NPA based on post period end review process. Bank expects prepayments and consequent upgrade of this exposure in Q3FY19.
 - Credit costs at 18 bps for the Quarter and 34 bps for Half Year ended September 30, 2018
- ✓ **Comfortable liquidity position:** Liquidity Coverage Ratio of **100.5%** as on September 30, 2018 and daily average Liquidity Coverage ratio of 99.4% for Q2FY19

Commenting on the results and financial performance, Mr. Rana Kapoor, Managing Director & CEO, YES BANK said, “YES BANK has once again delivered satisfactory performance across balance sheet growth, core profitability and asset quality amidst external environmental challenges. Advances growth has been well segmented across Corporate, IBU, MSME and Retail Business. Moreover strong deposit growth with rising proportion of granular deposits (CASA + Retail FDs) is testament to the leverage created across people, branches and technology over the past few years. Inherent strength of the franchise has also been corroborated by recent re-iteration of ratings by various international and domestic credit rating agencies.

As we look forward, I can proudly confirm that the Bank, is fully institutionalized as the Professionals Bank of India, driven by a seasoned leadership of over 100+ top management professionals with significant experience in the industry as well as vintage with YES Bank; and remains well on course to achieve its long term vision of “Building the Finest Quality Large Bank of the World in India”.

2. PROFIT & LOSS: Sustained Operating performance in volatile external environment

- **Net Interest Income** grew by 28.2% y-o-y to ₹ 2,417.6 Crores with NIMs stable at 3.3%
- **Non-Interest Income** grew by 18.0% y-o-y to ₹ 1,473.5 Crores with Core Non Interest Income growing by 38.5% y-o-y
- **Cost to Income ratio** stable at 39.2% on y-o-y basis
- **Operating Profit** posted growth of 24.1% y-o-y to ₹ 2,366.4 Crores
- **Provisions** at ₹ 940.0 Crores which includes:
 - ₹ 409.2 Crores towards NPA provisioning; ₹ 9.7 Crores on account of NPI/ ARC provision
 - ₹ 344.9 Crores towards investment provisioning (*excluding NPI/ ARC provision*) of which ₹ 252.2 Crores of one time MTM provisioning, predominantly on Corporate Bonds, and ₹ 92.7 Crores of amortization of MTM provisions on Bonds allowed under the RBI dispensation
 - ₹ 117.6 Crores of **Standard Assets** provisions
- **Net Profit** declined 3.8% y-o-y to ₹ 964.7 Crores. After excluding impact of investment related MTM provisions and Profit on Sale of investments, **Adjusted Net profit** growth at 36.2% y-o-y
- Return ratios (annualized) for Q2FY19: **RoA** at 1.1%. **RoE** at 14.4%.
- **Book Value** at ₹ 118.4 per share as on September 30, 2018

3. BALANCE SHEET: Robust Balance sheet growth with increasing granularity

- Total Assets grew by 56.6% y-o-y to ₹ 3,71,647.2 Crores. IBU Assets grew by 155.3% y-o-y to US\$ 3.7 Bn
- Deposits grew by 41.0% y-o-y to ₹ 2,22,837.9 Crores
- **CASA ratio** at 33.8%, on the back of 28.2% y-o-y growth. SA (₹ 49,338.5 Crores) and CA (₹ 25,940.7 Crores) deposits posted strong growth of 26.5% and 31.6% y-o-y respectively
- **CASA + Retail FDs** as a % of Total Deposits rose to 57.2% from 56.7% last quarter
- **Advances** grew by 61.2% y-o-y to ₹ 2,39,627.5 Crores on the back of robust growth across Corporate, IBU, MSME and Retail businesses. Retail Banking Advances grew by 103.0% y-o-y to 14.3% of Advances (*up from 11.4% as on September 30, 2017*). Segmental mix below:

Business Segment	As on Sep 30, 2018	As on Sep 30, 2017	Growth (y-o-y)	As on Jun 30, 2018	Growth (q-o-q)
A) Corporate Banking*	68.2%	65.4%	63.0%	67.6%	12.6%
of which IBU Advances	8.7%	5.4%	161.6%	8.8%	10.4%
B) Retail & Business Banking*	31.8%	32.6%	57.4%	32.4%	9.5%
of which:					
i) Medium Enterprises	8.3%	9.9%	34.3%	8.7%	5.8%
ii) Small and Micro Enterprises	9.2%	11.3%	31.6%	9.7%	6.2%
iii) Retail Banking	14.3%	11.4%	103.0%	14.0%	14.0%
Total	100.0%	100.0%	61.2%	100.0%	11.6%

*₹ 823.8 Crores (0.3% of advances) re-classified into Corporate Banking as of September 30, 2018

- **Total Capital Adequacy** at 17.0% with Total Capital Funds at ₹ 51,292.3 Crores. Tier I Ratio and CET I ratio healthy at 11.9% and 9.0% respectively (*including profits*)
- Risk Weighted Assets stood at ₹ 3,02,172.6 Crores. RWA/ Total Assets at 81.3% (*from 84.3% as on September 30, 2017 and 81.6% as on June 30, 2018*) given incremental lending to higher rated Corporates

4. ASSET QUALITY: Resilient performance

(A) Details of Asset Quality Parameters:

S. No	Particulars (%)	Q2FY19	Q2FY18	Q1FY19	Remarks
1	Credit Cost (bps)	18	29	15	
2.1	GNPA	1.60% (₹ 3,866.1 Crores)	1.82%	1.31%	Gross Slippage of ₹1,631.6 Cr which includes: 1. An account with exposure of ₹ 631.2 Crores classified as NPA based on post period end review process. Bank expects prepayments and consequent upgrade in this account in Q3FY19. 2. An account with exposure of ₹ 445.8 Crores was sold to an ARC during Q2FY19
2.2	NNPA	0.84% (₹ 2,019.7 Crores)	1.04%	0.59%	
2.3	PCR	47.8%	43.3%	55.3%	Bank to maintain PCR in >60% by March 2019
3	Net Security Receipts	0.85% (₹ 2,048.9 Crores)	0.94%	0.82%	One account was sold to ARC during the quarter, with a gross exposure of ₹ 445.8 Crores and Net SR carrying value of ₹ 287.8 Crores
4	Std. Restructured Exposure	0.08% (₹ 204.5 Crores)	0.56%	0.12%	Breakup of 0.08% (₹ 204.5 Cr) - Erstwhile fully implemented; S4A (₹ 105.2 Crores - 2 accounts); 5-25 (₹ 94.6 Crores - 2 accounts); SDR (Nil) and Other Restructure book (₹ 4.7 Crores - 2 accounts)
TOTAL (2.2 + 3 + 4)		1.77% (₹ 4,273.1 Crores)	2.53%	1.52%	

(B) Additional Asset Quality disclosures:

- Re-iteration of **minimal impact** from exposure to accounts in NCLT List 1 (0.01% of Gross Advances) and List 2 (0.27% of Gross Advances) and from **RBI circular dated Feb 12, 2018**
- SMA 2** outstanding exposures (accounts > ₹5 Crores and as per RBI CRILC reporting) as on September 30, 2018 at **0.15%** of Gross Advances
- Total exposure to
 - HFCs at 3.2%** of which ~96% externally rated **AA or better**
 - NBFCs at 2.6%** of which ~90% externally rated **A or better**
 - Commercial Real Estate at 5.7%** of which **Nil are SMA 2**
- There were material events with respect to an Infrastructure and Financial Services Conglomerate. In relation to this the Bank has:
 - Gross outstanding exposure of ₹ **2,620.7** Crores which is entirely "Standard" as of September 30, 2018 as per RBI's Income Recognition And Classification (IRAC) norms
 - Nil exposure to the Parent/ NBFC/ Financial Services entity of the Group
 - Exposures to asset rich subsidiaries/ SPVs with Enterprise value commensurate with debt level
- >90%** of the Top 20 individual borrower exposures by value are **Externally Rated A or better**
- The Bank is yet to receive the FY18 Risk Based Supervision report from the RBI

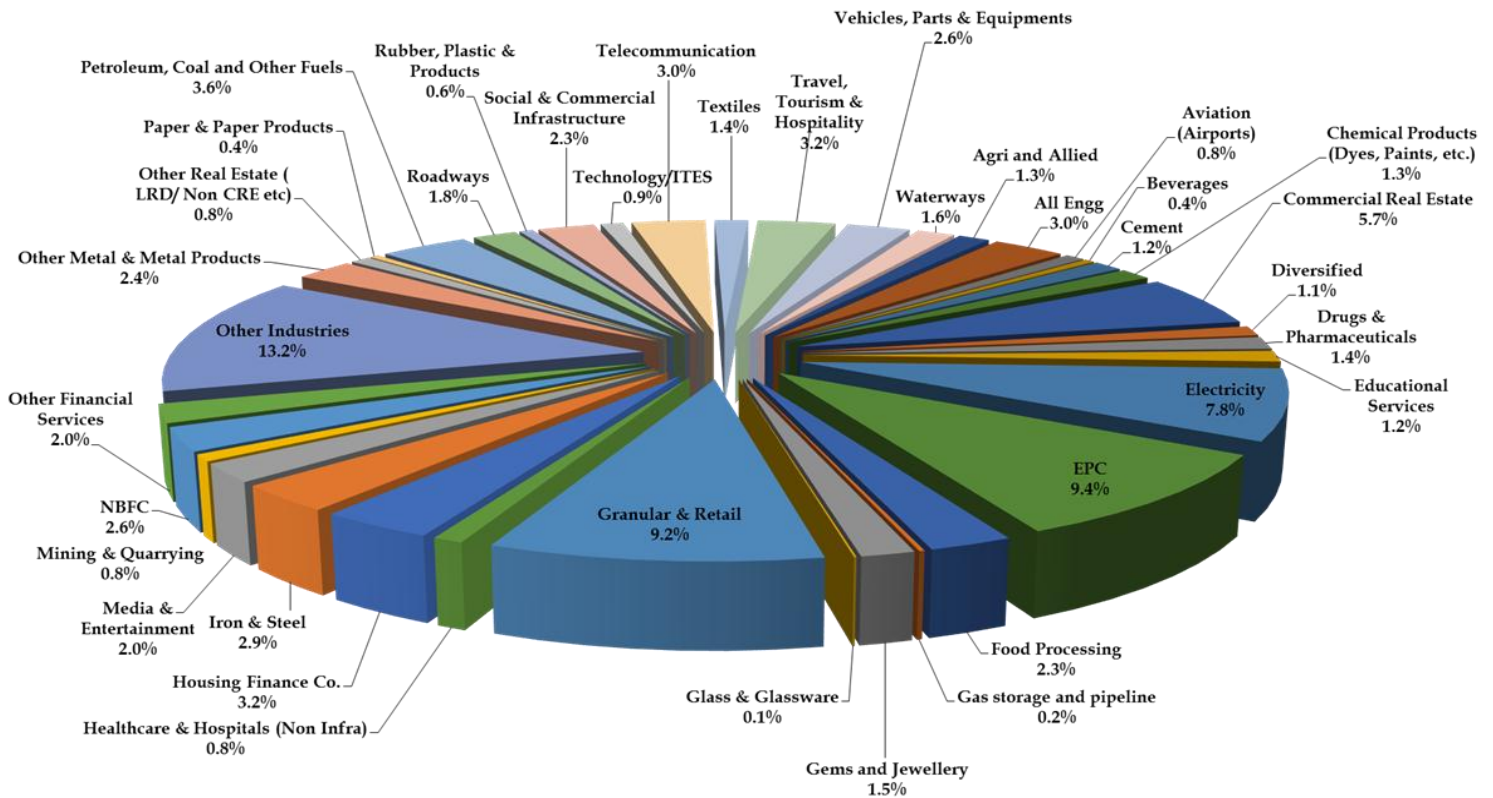
3. SENSITIVE SECTOR DISCLOSURE

Sector/ Rating*	% of Total Exposure as on Sept 30, 2018	% of Total Exposure as on June 30, 2018
(A.1) Non Renewable Electricity Generation <i>(All operational)</i>	1.9%	2.5%
(A.2) Exposure to SEBs	Nil	Nil
(B) Iron & Steel	2.9%	2.6%
<i>A or above rated</i>	2.2%	2.0%
(C) Telecom	3.0%	3.6%
<i>A and above rated</i>	2.8%	3.3%
(D) Gems & Jewellery	1.5%	1.4%
<i>A and above rated</i>	1.0%	1.0%

*Based on Internal Corporate ratings models mapped to external ratings

Overall Corporate portfolio continues to be well rated with close to 80% of the portfolio rated 'A' or better
(Based on Internal Corporate rating models mapped to external ratings).

Overall portfolio is well distributed with significant deployment in YES BANK focused knowledge sectors where the Bank has developed considerable sectoral expertise with specialized Relationship, Product and Risk Managers (3 Eye Relationship and Risk Management organizational framework)



4. DIGITAL BANKING: Leading innovator in the Payments' landscape

- YES Bank continues to retain its pole position in the new age payments space
 - **UPI: Market share of 40%** in UPI Merchant Payments volumes. Processed more than **29 Crore** transactions amounting to ~₹ 47,000 Crores in Q2FY19. Total registrations crossed **8 Crores** with merchant partner base in excess of **3 lakhs**
 - **IMPS: Top Remitter Bank** within peer group based on transaction volumes as per NPCI. Volumes witnessed **84% growth y-o-y**
 - **AePS: One of the Leading acquirer bank of AEPS.** Successfully processed ~**3.5 Crore transactions**, this quarter. **169,000+** Business Correspondent agents enabled for delivering service
- **Driving relationships with superior offerings**
 - **YES Mobile:** Registrations grew **2x** y-o-y. Transaction value & volumes grew by ~**2.5x** and ~**2x** y-o-y respectively. Monthly transaction volume on the platform **crossed 1 Mn** during the quarter
 - **Debit Cards:** In Q2FY19 total Debit Card transactions grew **48% YoY to reach 84 lakh.** Total spends grew **56% YoY to reach ₹ 1,213 Crores** for the quarter.
 - **Yes ROBOT - Personal Banking Assistant:** Offers Credit Card Management services a **first of its kind** industry initiative. Supports over 65 retail liabilities and asset products
- Leading innovation with customized offerings:
 - Naval Office Institute Goa, Tap & Go' card - India's **first completely Cashless Defense Campus** powered by YES Bank's payment solutions
 - MSEDCL (Maharashtra State Electricity Distribution Company Limited), Expense Management Solution - Digitized employee pay outs across **206** Field Offices
- Working towards a smarter and more digitally empowered India:
 - Implemented Udaipur Smart City Card cum Wallet Solution which enabled over **100 merchants** to accept digital payments on BHIM interface
 - Launched **BHAMASHAH Wallet** with DoITC (Dept. of IT & Communication)- **Govt. of Rajasthan** as a co-branded arrangement to digitize their G2C payments
 - Partnered with **CHiPS (Chhattisgarh Infotech Promotion Society)** to onboard over **11,000+** Citizen Service Centers (CSC) as BC agents to promote digital payments across the state and augment their income generation

5. EXPANSION & KNOWLEDGE INITIATIVES

- Employee strength as on September 30, 2018 stood at **21,024**, an increase of 1,427 employees in the quarter
- As on September 30, 2018, branch network stood at **1,110** branches and ATM Network stood at **1,781** which includes **567** Bunch Note Acceptors/Cash Recyclers
- YES Bank's **credit rating was reaffirmed** by leading Credit rating agencies in September, 2018:
 - On September 20, 2018, International ratings agency **Moody's has reaffirmed its long term rating of Baa3 (stable outlook)**; and
 - On September 21, 2018, Domestic rating agency **ICRA has reaffirmed Domestic rating of AA+ (stable outlook)**
- The **brand value** of YES BANK continues to be a key strength for the bank. The YES BANK brand was recently recognized as the **22nd Most Valuable** Indian Brand by **WPP BrandZ Report 2018** with a brand value of **\$ 2.62 Billion**.
- Yes Bank **successfully raised** Non-Convertible, Redeemable, Unsecured, **BASEL III compliant Tier 2 Bonds** worth ₹ 3,042 Crores during the quarter which have aided in raising Bank's Capital Adequacy ratio. These bonds have received credit ratings of CARE AAA from CARE Ratings and IND AA+ from India Ratings & Research (Ind- Ra) with stable outlook.
- During the quarter, Yes Bank, **successfully closed** a competitively priced **USD 400 million syndicated loan** facility, borrowed out of the Bank's IFSC Banking Unit (IBU) in Gujarat International Finance Tec City (GIFT) for supporting the IBU's growing business.
- Yes Bank became the **1st Indian Bank to join 'Natural Capital Coalition'** - a global multi-stakeholder collaboration. As a part of this initiative:
 - The Bank organized **1st ever carbon neutral 'Natural Capital Awards'** in partnership with Ministry of Environment, Forest & Climate Change; Ministry for Development of North Eastern Region and National Mission for Clean Ganga. Country Partners for the Awards included France, Spain, Netherlands, Switzerland, while Arunachal Pradesh, Assam, Telangana, Sikkim were State Partners
 - Yes Bank knowledge report titled 'Innovating Pathways to Sustainable Finance in India' outlining the need for institutionalizing a green finance architecture in India, was also released at the event.
 - As a run up to Natural Capital Awards, YES BANK together with UN organized a roundtable on Mobilizing Sustainable Finance in India, at the UN Headquarters in New Delhi. Chaired by Head of UN India, Yuri Afanasiev, the roundtable was attended by DFIs, Investors, Government and stock exchanges, amongst several other industry leaders.

- Yes Bank signed a **Memorandum of Understanding (MoU) with the Maharashtra State Innovation Society (MSInS)**, a nodal agency of the Government of Maharashtra responsible for implementing the Maharashtra **Start-up Policy**. Through this partnership, YES BANK will extend banking services to start-ups at the Maharashtra Startup Week, **through YES: Head-STARTUP program**, the Bank's comprehensive banking solution for tech and tech-enabled Start-ups.
- Yes Bank announced **partnership with 10 leading smart cities in India** to launch an industry-first 'Collaboration-as-a -Service' platform to address urban development challenges. As a part of its newly launched YES SCALE Smart City Accelerator, the Bank is inviting startups from around the world to collaborate with technology leaders like Bosch and Dell EMC and work on problem statements provided by respective Smart cities viz. Gurugram, Chandigarh, Rajkot, Surat, Vadodara, Aurangabad, Nasik, Warangal, Karim Nagar and Puducherry.

6. AWARDS & RECOGNITIONS

YES BANK was recognized and bestowed awards at multiple platforms for its Digital & Sustainability practices:

- **Global winner in Payments at the 'Technology Project Awards-2018'**, a prestigious award recognizing innovation in financial technology instituted by **The Banker, a London-based leading global financial publication promoted by The Financial Times (FT)**
- Has the **highest number of its facilities** under environment management system **ISO 14001:2015 certification** ambit in the BFSI Sector, leading the BFSI sector globally with the highest number of ISO 14001 certified green facilities. This extraordinary global achievement by an Indian bank comes on the back of YES BANK's unmatched commitment to environmental sustainability
- YES BANK becomes the only Indian bank to be selected in the **Dow Jones Sustainability Indices (DJSI) Emerging Markets** for the 4th year in a row (2015-2018)
 - ~3,500 companies invited, YBL selected among 50 banks (from 267 banks)
 - Out of the 13 invited Indian banks, YBL is the only Indian Bank to make it to the index
 - 93 companies from 14 countries included in the DJSI Emerging Markets Index (EMI)
 - The 2018 Index has become effective as of September 24, 2018

- YES BANK selected in **FTSE4Good Emerging Index**, for the second consecutive year
 - FTSE Russell benchmarks ~USD 12.5 Trillion in assets across 80 countries and 98% of the investable global market
 - YBL received an ESG Rating which is above the required index inclusion threshold for emerging economies (2.2); and developed markets (3.5) reiterating YBL’s ESG leadership with its global peers [The score is confidential, hence not included]
 - YBL selected among 87 banks from emerging markets including Itau Unibanco Holdings, Brazil & SBERBANK, Russia

Accolades for Small & Medium Enterprises Financing:

- **YES BANK awarded “SME Bank of the Year - India” in the Asian Banking & Finance Retail Banking Awards, Singapore in July 2018**

Mr Rana Kapoor, MD & CEO, conferred with ‘**Sustainability Leader of the Year 2018**’

- The award was presented at 8th **Global Sustainable Finance Conference (GSFC)** in Karlsruhe, Germany by European Organisation for Sustainable Development (EOSD)
- Mr Kapoor was **one of the two global leaders** awarded for visionary leadership & YES BANK was the **only Indian Bank** to be felicitated with this global recognition
- The Chief Guest at the awards was Matia Kasajja, Honourable Minister of Finance, Planning and Economic Development, Republic of Uganda and Dr. Frank Mentrup, Lord Mayor of Karlsruhe and Chairman of the Board of Sparkasse (German Savings Bank)

YES Bank’s analyst conference call, scheduled on Oct 25, 2018 at 6:00 pm, can be heard at following link, post 10 pm:

<https://www.yesbank.in/about-us/investors-relation/financial-information/financialresults>

ABOUT YES BANK

YES BANK, India’s fourth largest private sector Bank, is the outcome of the professional & entrepreneurial commitment of its Founder Rana Kapoor and his top management team, to establish a high quality, customer centric, service driven, private Indian Bank catering to the Future Businesses of India. YES BANK has adopted international best practices, the highest standards of service quality and operational excellence, and offers comprehensive banking and financial solutions to all its valued customers.

<p>Krunal Mehta YES BANK Ph.: + 91 22 3347 9758, Cell : +91 +919867163634 Email:krunal.mehta1@yesbank.in</p>	<p>Jyothi Goswami Adfactors PR Ph.: +91 97024 88388 Email: jyothi@adfactorspr.com</p>
--	---

Annexure

Financial Highlights from Q2FY19 Results:

P & L Highlights					
(₹ in Crores)	Q2FY19	Q2FY18	Growth % (y-o-y)	Q1FY19	Growth % (q-o-q)
Net Interest Income	2,417.6	1,885.1	28.2%	2,219.1	8.9%
Non Interest Income	1,473.5	1,248.4	18.0%	1,694.1	-13.0%
Total Net Income	3,891.0	3,133.5	24.2%	3,913.3	-0.6%
Operating Profit	2,366.4	1,906.7	24.1%	2,454.7	-3.6%
Provision	940.0	447.1	110.3%	625.7	50.2%
Profit after Tax	964.7	1,002.7	-3.8%	1,260.4	-23.5%
Basic EPS (₹)	4.2	4.4	-4.6%	5.5	-23.5%
Key P & L Ratios					
	Q2FY19	Q2FY18		Q1FY19	
Return on Assets [#]	1.1%	1.7%		1.6%	
Return on Equity [#]	14.4%	17.5%		19.4%	
NIM	3.3%	3.7%		3.3%	
Cost to Income Ratio	39.2%	39.2%		37.3%	
Non Interest Income to Total Income	37.9%	39.8%		43.3%	

Balance Sheet Highlights					
(₹ in Crore)	30-Sep-18	30-Sep-17	Growth % (y-o-y)	30-Jun-18	Growth % (q-o-q)
Advances	239,627.5	148,675.3	61.2%	214,720.1	11.6%
Deposits	222,837.9	157,989.8	41.0%	213,394.5	4.4%
CASA	75,279.1	58,724.6	28.2%	74,930.0	0.5%
Shareholders' funds	27,331.0	23,414.2	16.7%	26,313.9	3.9%
Total Capital Funds	51,292.3**	35,690.3	43.7%	46,983.7	9.2%
Total Balance Sheet	371,647.2	237,394.1	56.6%	332,549.3	11.8%
Key Balance Sheet Ratios					
Capital Adequacy	17.0%**	17.8%		17.3%	
CET I Ratio	9.0%**	11.5%		9.5%	
Tier I Ratio	11.9%**	13.2%		12.8%	
Book Value (₹)	118.4	102.2		114.1	
Gross NPA	1.60%	1.82%		1.31%	
Net NPA	0.84%	1.04%		0.59%	
Provision Coverage Ratio	47.8%	43.3%		55.3%	
Credit Costs (in bps)	18	29		15	
Restructured Exposure%*	0.08% (Rs. 204.5 Cr)	0.56%		0.12%	
Security Receipts (Net)%	0.85% (Rs. 2,048.9 Cr)	0.94%		0.82%	
CASA Ratio	33.8%	37.2%		35.1%	
Daily Average LCR	99.4%	90.6%		101.0%	

Annualized

* Includes erstwhile Standard S4A, 5-25 and SDR exposures

** including profits

INVESTOR PRESENTATION


Q2FY19 Update





Key Highlights for Q2FY19



Stable Operating metrics: PAT declined due to one time MTM provisioning


 **NII: 28.2% y-o-y & 8.9% q-o-q**
NIMs stable at 3.3%


 **Operating Profit**
24.1% y-o-y


 **36.2% y-o-y**
Growth in Adjusted PAT*
-3.8% y-o-y decline in PAT

**Adjusted PAT excludes investment related MTM provisions and Profit on Sale of Investments*

Robust Growth of 61.2% in Advances with increasing Granularity

 **63.0% y-o-y**
Growth in Corporate Advances
Incremental growth to well rated corporates

 **32.9% y-o-y**
Growth in MSME Advances
Strong Momentum continues

 **103.0% y-o-y**
Growth in Retail Advances
14.3% of Total Advances vs. 11.4% in Q2FY18

Resilient Asset Quality Delivery

Credit Costs 18bps for Q2FY19 & **34 bps** for H1FY19

1.77% Total Stressed Book*
1.60% GNPA

**NNPA + Security Receipts + Std Restructured*

SMA 2 accounts at only 0.15% of Gross Advances

Well Diversified Liability Franchise

 **Deposits growth 41% y-o-y**

 **CASA growth 28.2% y-o-y**
CASA ratio of 33.8%

 **Retail Term Deposits growth 34.6% y-o-y & 13.3% q-o-q**

✓ Execution Strategy

Growth

- Bank's inherent franchise and strong execution framework can deliver growth 2-3X of Industry
- Continue to acquire new better rated Corporate customers.
- Continue to invest in the Retail and MSME franchises

Capital

- Calibrate net growth in advances / exposures to ensure adequate CET1 levels
- Improving RWA density with RWA / Total Assets at 81.3%
- Increase momentum of sell-downs / syndication to ensure better capital efficiency
- Top Mandated Lead Arranger as per Bloomberg

Asset Quality

- Remain focused on prudent risk management on businesses with proactive mitigation
- Bank to maintain PCR greater than 60% by March 2019

✓ Enablers

- Experience Top Management team: The Bank is fully institutionalized as **Professional Bank of India**, over the past 14+ years driven by **seasoned leadership of over 100+ Top Management professionals** with over 2 decades of experience and average vintage of over **8 years with Yes Bank**
- **Proven track record of enduring endogenous and exogenous stresses over the last 10 years.**
- Superior execution platform in place across various businesses / segments with embedded sectoral / segmental knowledge skills.

- The Bank and its MD&CEO continue to be fully guided by its Board of Directors, the Reserve Bank of India & other relevant stakeholders and remain committed to protect the interest of all its stakeholders
- **‘Search & Selection Committee’** formed on September 25, 2018 comprises of three Nomination Remuneration Committee (NRC) members & two external experts
 - ✓ **Two external experts: (Selected on October 5, 2018)**
 - Mr. T S Vijayan, Ex - Chairman of IRDA and LIC
 - Mr. O P Bhatt, Ex - CMD, State Bank of India
 - ✓ **Three Internal Members:**
 - Mr. Brahm Dutt, Chairman- Nomination & Remuneration Committee (NRC)
 - Lt. General Dr. Mukesh Sabharwal (Retd.), Member NRC
 - Mr. Subhash Chander Kalia, Member NRC
- This Committee has mandated **Korn Ferry**, a global leadership advisory firm on October 11, 2018 to assist the committee in evaluating candidates (*both internal & external*) as a suitable successor to Mr. Rana Kapoor
- Further, to ensure a long term succession plan, the Board has appointed **Mr. Rajat Monga & Mr. Pralay Mondal as Executive Directors** (*Application has been submitted to RBI, awaiting RBI response*)
- **Seasoned top management team** possessing vast industry experience & vintage with YES Bank is well poised to successfully fulfil the Bank’s strategy and vision



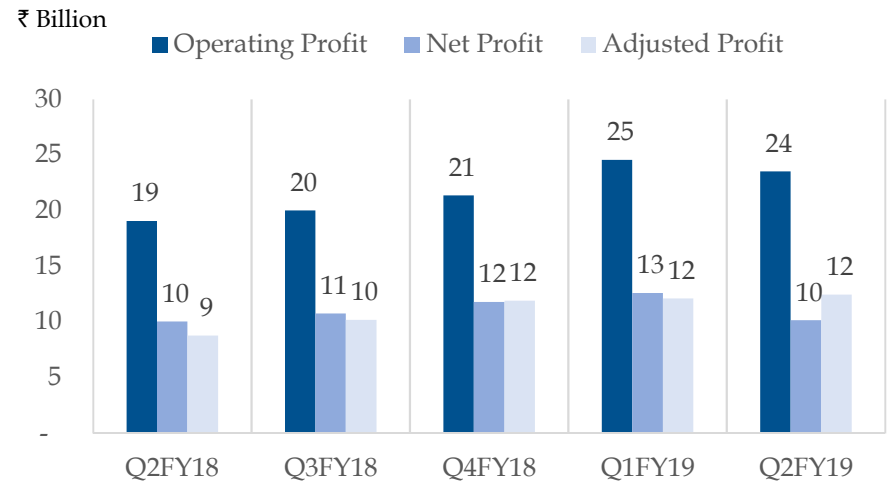
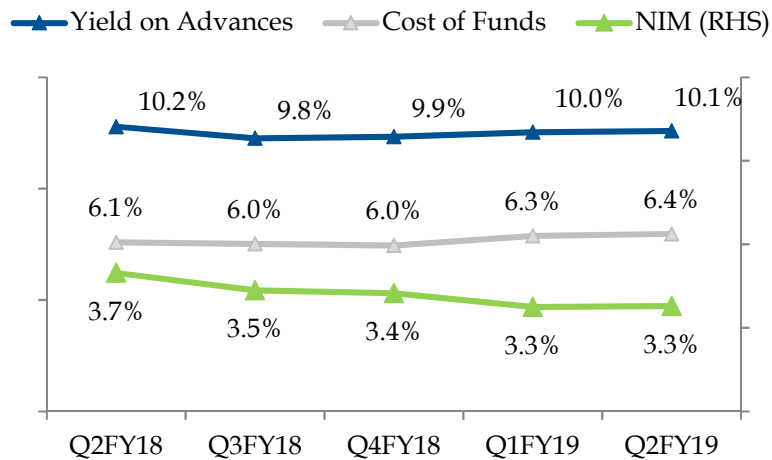
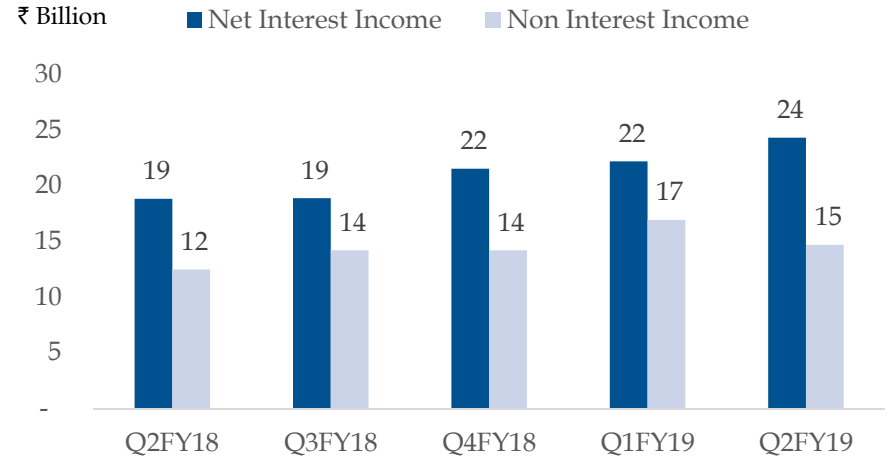
QUARTERLY HIGHLIGHTS

Income Growth Trends



Robust Earnings Delivery

- ✓ Strong growth in NII of 28.2% for Q2FY19, driven by growth in Advances of 61.2% y-o-y
- ✓ NIMs continue to be stable at 3.3%
- ✓ Non-Interest income growth of 18.0% for Q2FY19
- ✓ PAT declined by 3.8% y-o-y on account of one time MTM provisioning
- ✓ Excluding one time MTM provisioning & profit on sale of investments, the Adjusted PAT grew by 36.2% y-o-y

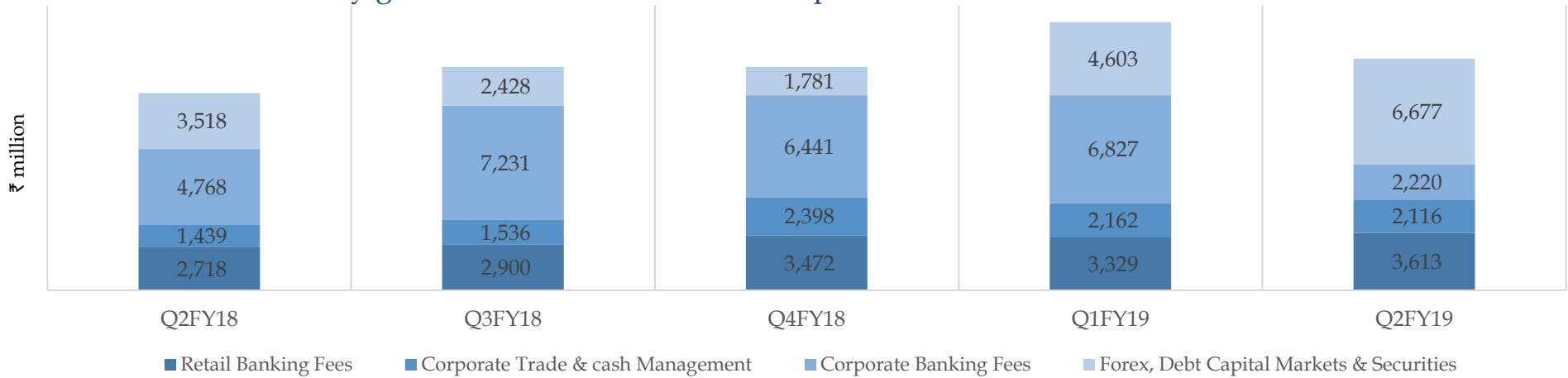


Consistent & Healthy growth in Operating as well as Adjusted profits

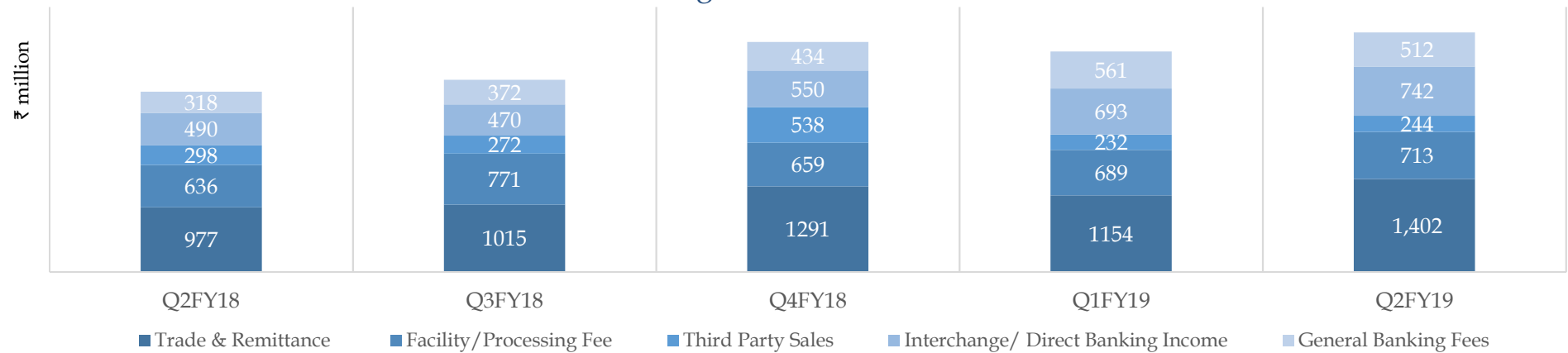
Non Interest Income Trends



Steady growth across Transactional Corporate, Trade, CMS and Retail Fees



Retail Banking Fees - Granular Growth

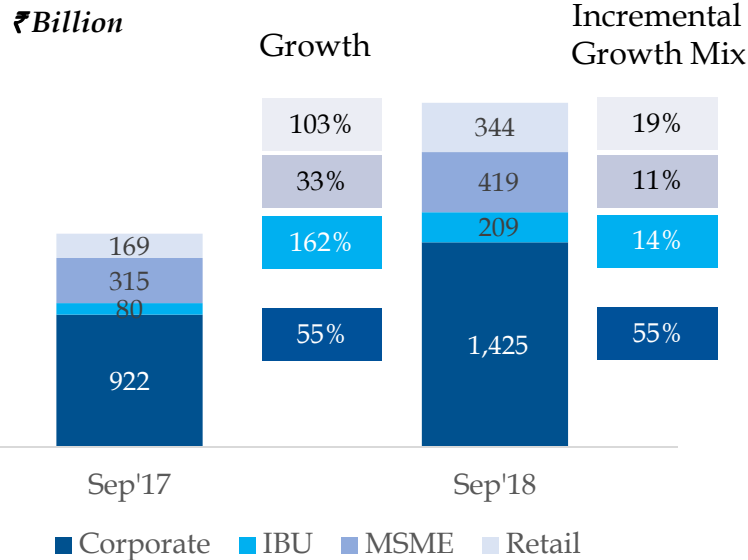


Steady growth in Retail fees on the back of rapidly expanding retail franchise

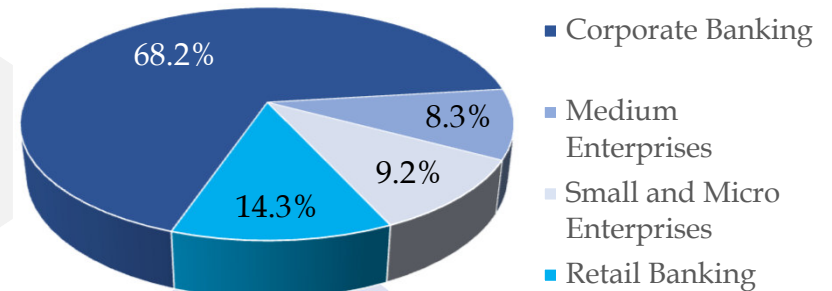
Key Balance Sheet Growth Trends



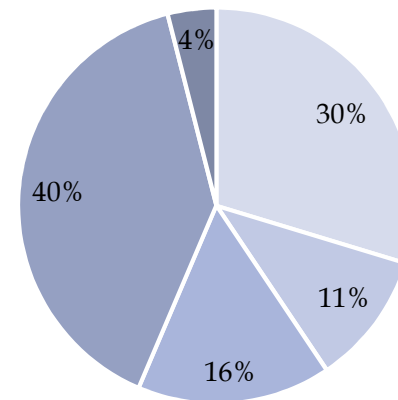
Well Segmented Growth



As % of Total Advances As on 30th Sept, 2018



Retail Asset Breakup



Mortgage Loan Group: HL, LAP, Affordable Housing

Business Equipment Loan Group: Construction Equipment, Healthcare Finance

Consumer Loan Group: Personal Loan, Gold Loan, Loan Against Shares, Business Loan

Vehicle Loan Group: Auto Loan, Commercial Vehicle, Inventory Funding

Self Help Groups & Joint Lender Group

■ MLG ■ BELG ■ CLG ■ VLG ■ SHG and JLG

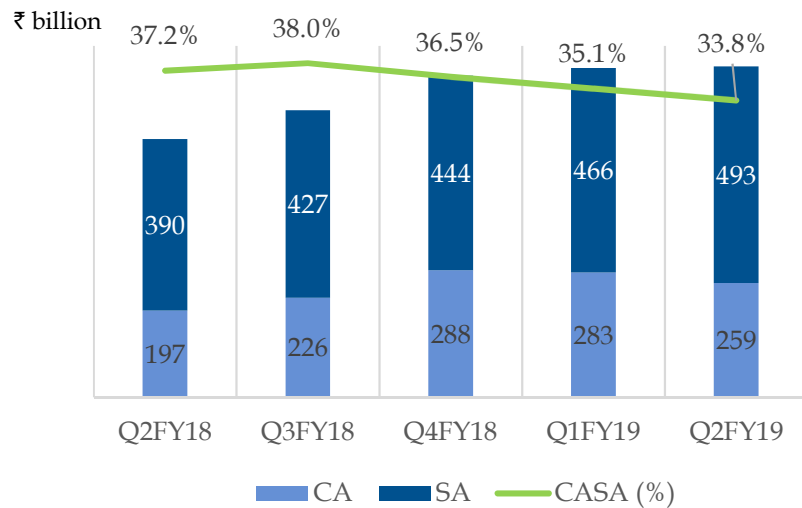
Robust growth attributed to Strong Performance across Segments

- ✓ Corporate growth well segmented across 8 Relationship groups and lending to Higher Rated corporates.
 - IBU Advances grew 162% y-o-y to USD 2.9 Bn as on Sep'18
- ✓ Healthy growth in MSME driven by focused segmentation and Knowledge Banking approach
- ✓ Retail Disbursements increased by over 66% to ₹ 65.0 Bn in Q2FY19 v/s Q2FY18

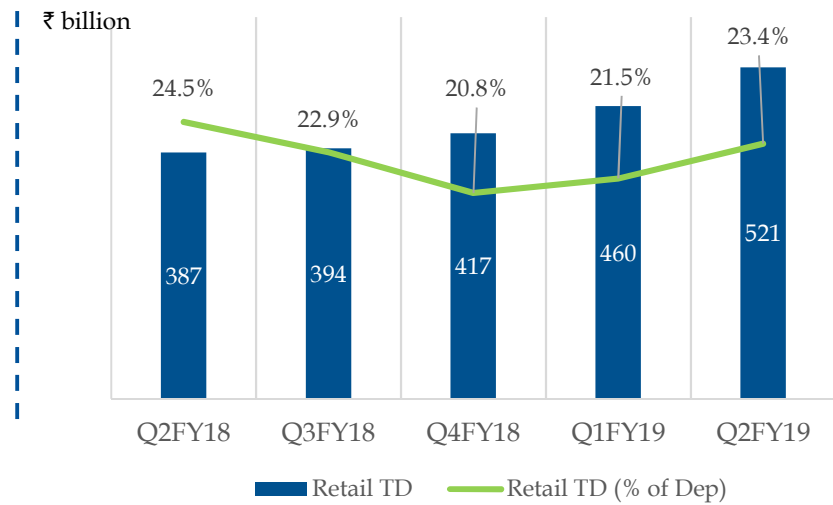
Well-diversified Liability Franchise



YoY Growth: CA: 31.6% and SA: 26.5%



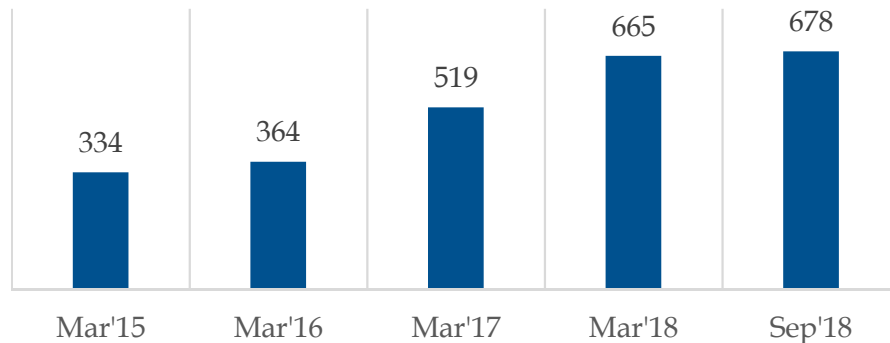
YoY Growth of Retail TD: 34.6%



Improving Operating Leverage further contributing to robust growth in granular deposits

₹ Million

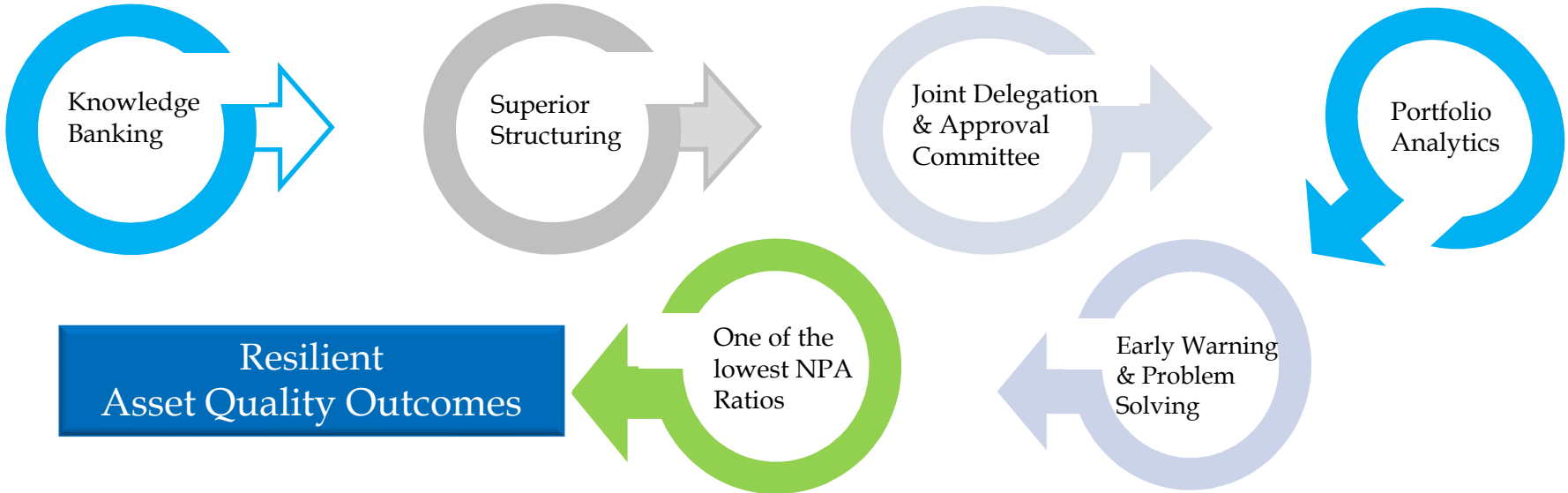
CASA/Branch



- ✓ Increase in CASA driven by
 - Expansive physical & Digital Reach
 - Strong Corporate Relationships
 - Better Customer Service

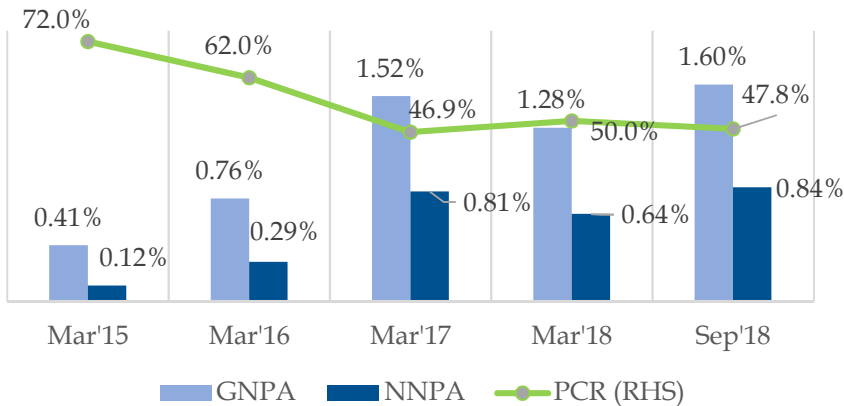
Continued Momentum in Granular Deposits

Strong Risk Management Framework



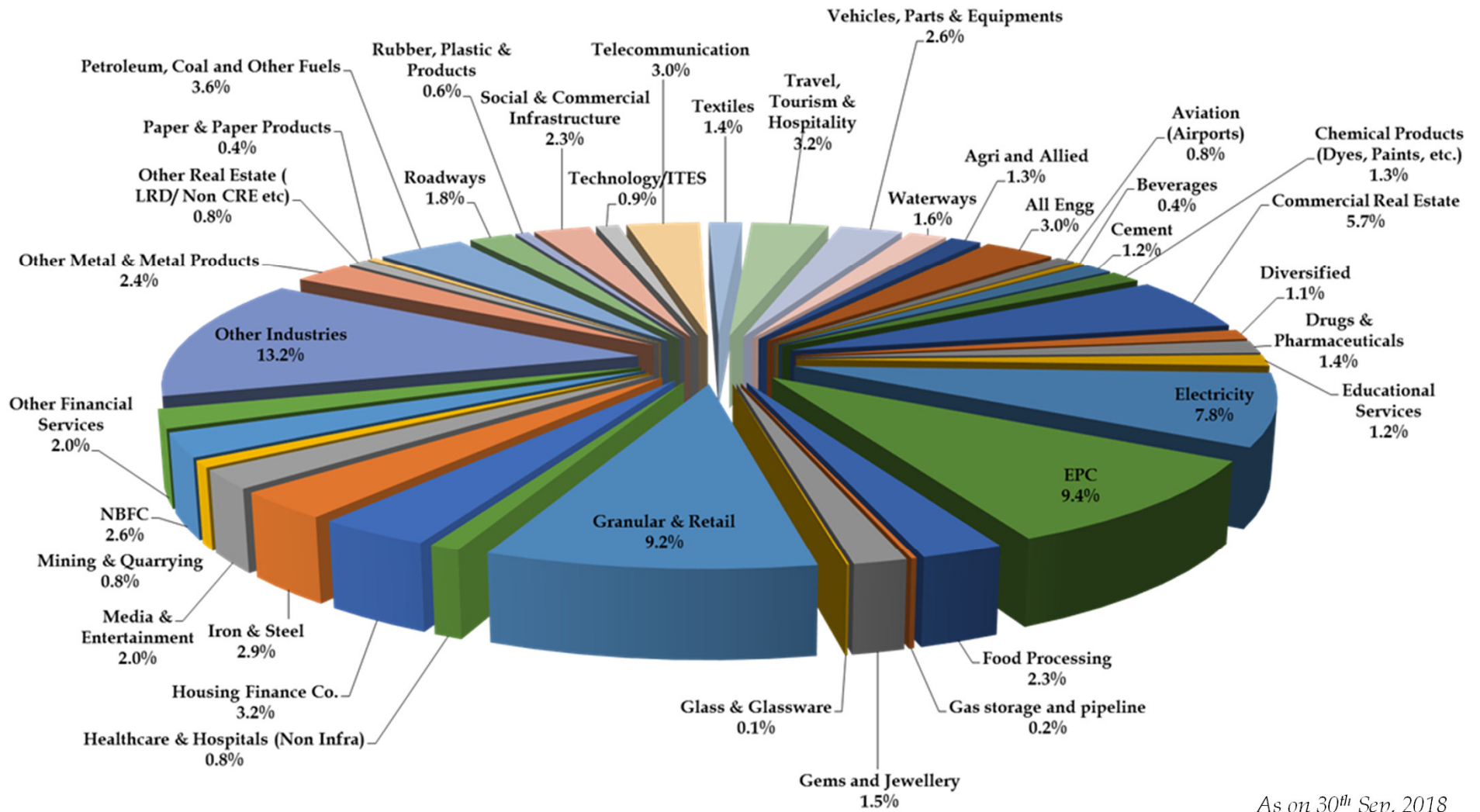
Asset Quality Trends

Robust Asset Quality Maintained



- ✓ **Prudent Risk Management practices:** Strong Selection process, Superior Structuring and regular portfolio monitoring resulting in healthy Asset Quality
- ✓ Well distributed portfolio with significant deployment in focused knowledge sectors by leveraging on sectoral expertise

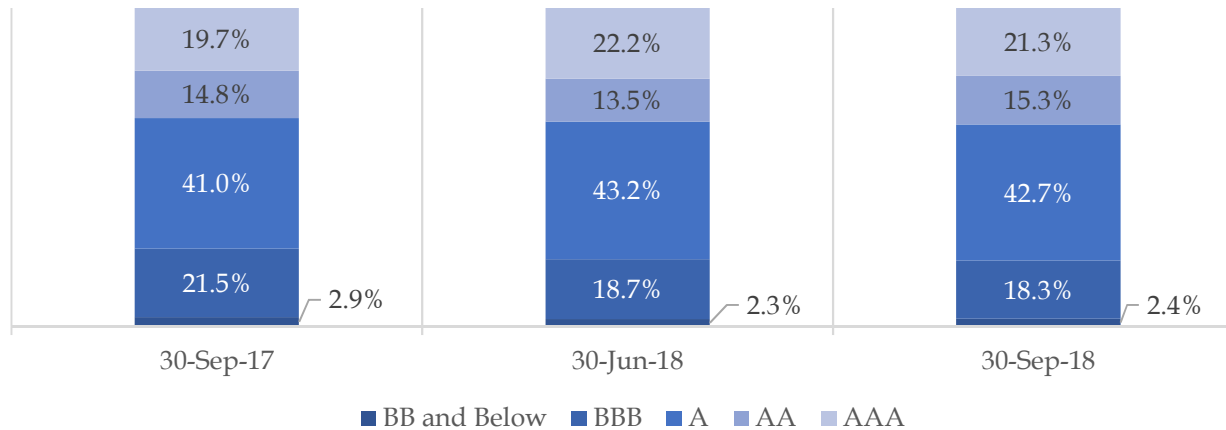
Sectoral Exposure Mix



As on 30th Sep, 2018

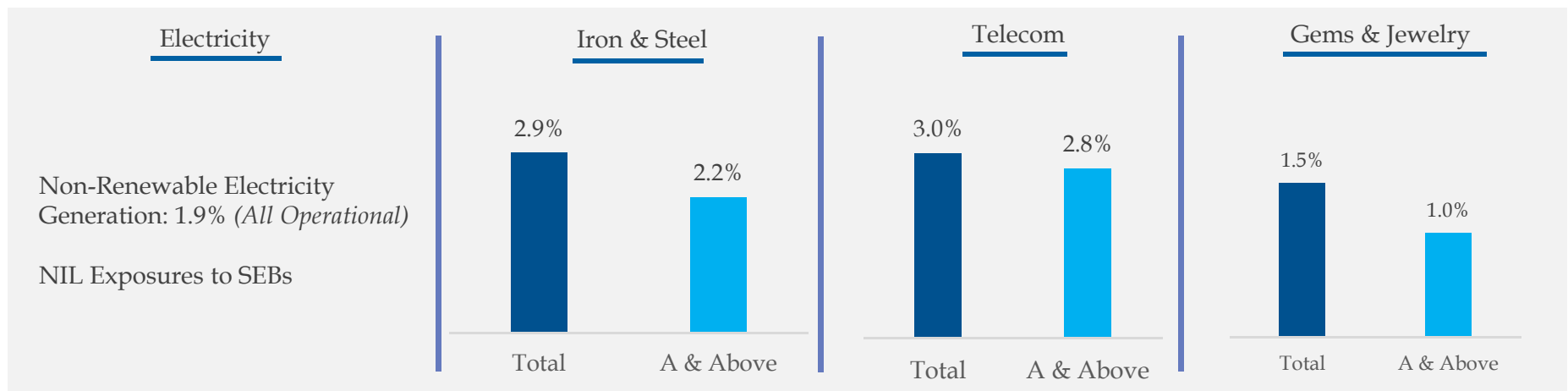
Well diversified portfolio with significant deployment in YES Bank focused knowledge sectors

Rating Profile



Overall Corporate portfolio continues to be well rated with almost 80% portfolio rated 'A' or better (Based on Internal Corporate rating models mapped to external ratings) and well distributed across growth sectors.

Sensitive Sector Disclosure



Asset Quality remains Stable



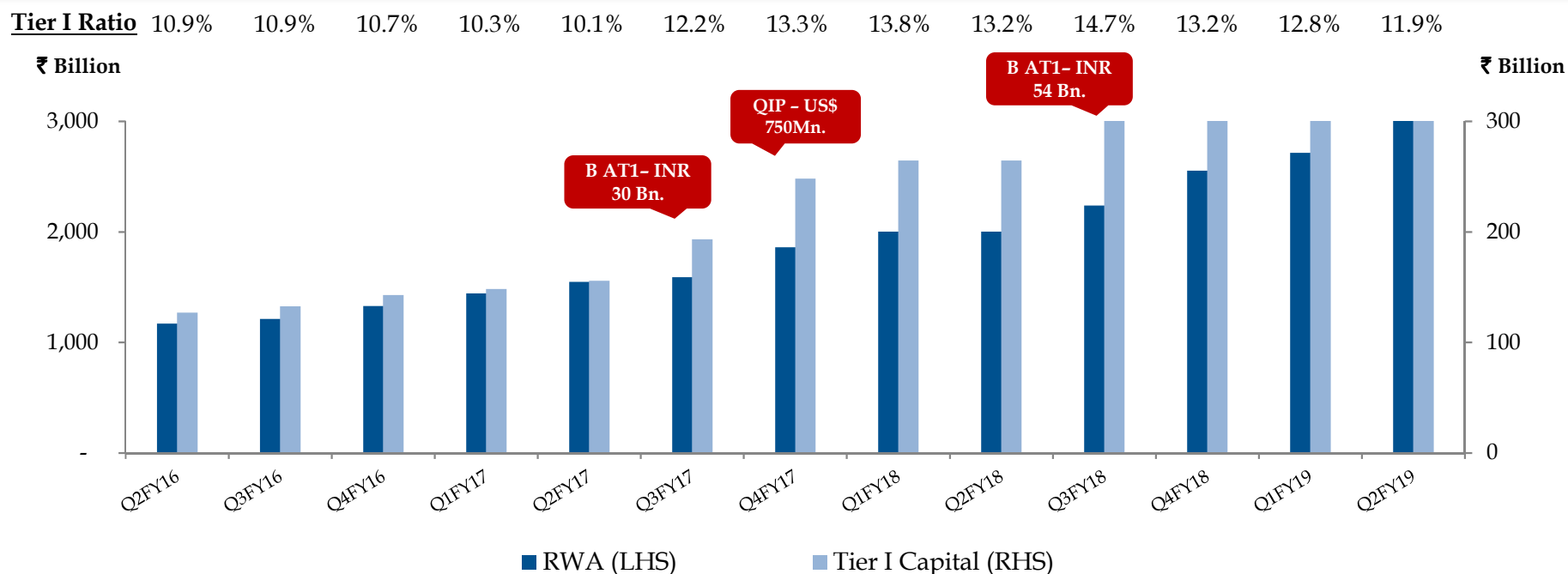
S. No	Particulars (%)	Q2FY19	Q1FY19	Q2FY18	Remarks
1	Credit Cost (bps)	18	15	29	
2.1	GNPA	1.60% (₹ 38.7 Bn)	1.31%	1.82%	Gross Slippage of ₹16.3 Bn which includes: 1. An account with exposure of ₹ 6.3 Bn classified as NPA based on post period end review process. Bank expects prepayments and consequent upgrade in this account in Q3FY19. 2. An account with exposure of ₹ 4.5 Bn was sold to an ARC during Q2FY19
2.2	NNPA	0.84% (₹ 20.2 Bn)	0.59%	1.04%	
2.3	PCR	47.8%	55.3%	43.3%	Bank to maintain PCR greater than 60% by March 2019
3	Net Security Receipts	0.85% (₹ 20.5 Bn)	0.82%	0.94%	1 account which was sold to ARC during the quarter, the bank had a gross exposure of ₹ 4.5 Bn and Net SR exposure of ₹ 2.9 Bn
4	Std. Restructured Exposure	0.08% (₹ 2.0 Bn)	0.12%	0.56%	Breakup of 0.08% (₹ 2.0 Bn) - Erstwhile fully implemented; S4A (₹ 1.1 Bn - 2 accounts); 5-25 (₹ 0.9 Bn- 2 accounts); SDR (Nil) and Other Restructure book (₹ 0.05 Bn- 2 accounts)
TOTAL (2.2+3+4)		1.77% (₹ 42.7 Bn)	1.52% (₹ 32.8 Bn)	2.28% (₹ 38.0 Bn)	

- ✓ **Minimal impact to NCLT List 1 accounts (0.01% of Gross Advances), NCLT List 2 accounts (0.27% of Gross Advances) and RBI circular dated Feb 12, 2018**
- ✓ **SMA 2 outstanding exposures (accounts > ` 50 Mn and as per RBI CRILC reporting at 0.15% of Gross advances**
- ✓ **HFCs at 3.2% of which ~96% externally rated AA or better**
- ✓ **NBFC at 2.6% of which ~90% externally rated A or better**
- ✓ **Commercial Real Estate exposure at 5.7% of which Nil in SMA 2**

- ✓ **Disclosure on Infrastructure and Financial Services Conglomerate exposure**
 - Gross O/s exposure of ₹ 26.2 Bn; entirely 'Standard' as per RBI's IRAC norms
 - Nil exposure to the parent/ NBFC/ Financial Services entity
 - Exposures are to asset rich subsidiaries/ SPVs with enterprise value commensurate with debt levels
- ✓ **More than 90% of the Top 20 individual borrower exposures are Externally rated A or better**
- ✓ **The Bank is yet to receive the FY18 Risk Based Supervision report from the RBI**

Continues to Demonstrate Resilience

Stable Capital Position supported by growth through Internal Accretion



✓ Total Capital Funds at ₹ 512.9 Bn, up 44% Y-o-Y.

- Total CRAR at 17.0%*
- Tier I ratio of 11.9%*
- CET I ratio at 9.0%*

✓ Demonstrated ability to raise capital across cycles; reflecting excellent market appetite for YES Bank capital qualifying bonds

- Raised ₹ 3,042 Cr of Basel III Tier II Bonds
- Raised ₹ 7,000 Cr in last one year through private placement of Basel III Tier II Bonds in two tranches
- Raised ₹ 5,415 Cr in last one year through issue of Basel III complaint AT I.

* Including profits,

Stable capital position to enable capturing Market Share

Branch Network Expansion – Evolving Landscapes



150

March 2010

1110

Sept 2018

1250

March 2020

- ✓ Coverage across all 53 Metros, 29 States and 7 Union Territories.
- ✓ 13 Metro/Urban and 3 dedicated RIBB regions
- ✓ Hub and Spoke model for faster maturity and greater efficiency of branch network
- ✓ Substantial focus on North & West Regions (DMIC/Make in India/GIB corridor) with evolving network in South & East

Physical Vs. Digital

- ✓ Digital Channels to Complement NOT Cannibalize Branches
- ✓ Branch Target reduced to 1,250 Branches by 2020
 - HUB Spoke Model
 - Automation of Backend
 - Data Backed Mid Office and
 - Digitalization of Front End will bring in efficiencies
- ✓ YES BANK will however Resize and Redefine Branches
 - Smaller Formats, Lesser Manpower

A Clearly Articulated 2 Pronged Strategy: Metro + Urban & Semi-Urban +Rural to achieve 1250 Branches by FY20

Metro & Urban Strategy

- ✓ Emerged as the most significantly present Bank in Top 30 Deposit Centers
- ✓ Maximize Branches in Top 200 Deposit Centers
- ✓ SME, Digital & Specialized branches designed for catching catchments
- ✓ NCR and MMR to continue as Key Growth Centers
- ✓ MSME, B2B2C, Focus Segments, Liabilities driven Fee Income & Cross Sell

Semi- Urban +Rural Strategy

- ✓ Key Agri Mandis/Food Parks/GOIs RURBAN Clusters
- ✓ Make in India/MSME clusters and Ports/SEZs/EPZs
- ✓ DMIC Influence/SMART Cities/Key NRI belts/YES Vijay
- ✓ Assets led RURBAN Strategy to focus on Farmer households, Rural SMEs and Women Groups

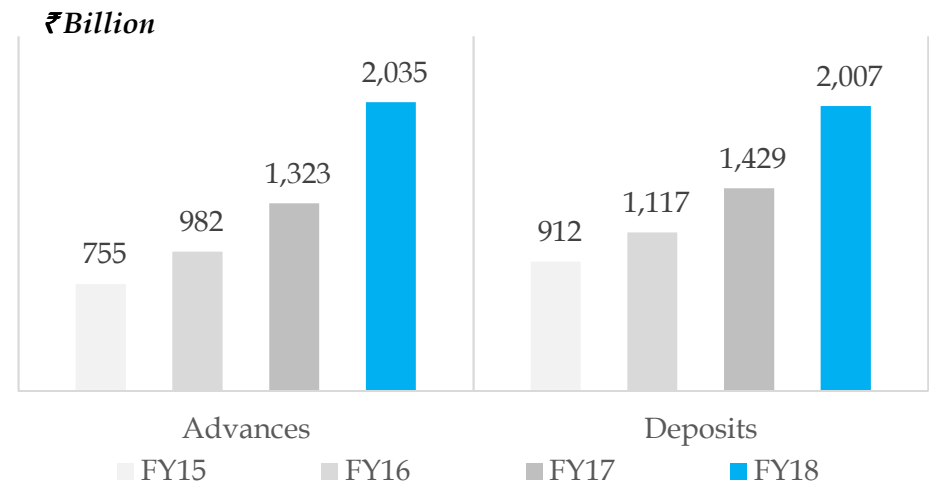


YES BANK PROFILE

Large Bank Growth Phase (FY15-20): Strong Growth with increasing Granularity

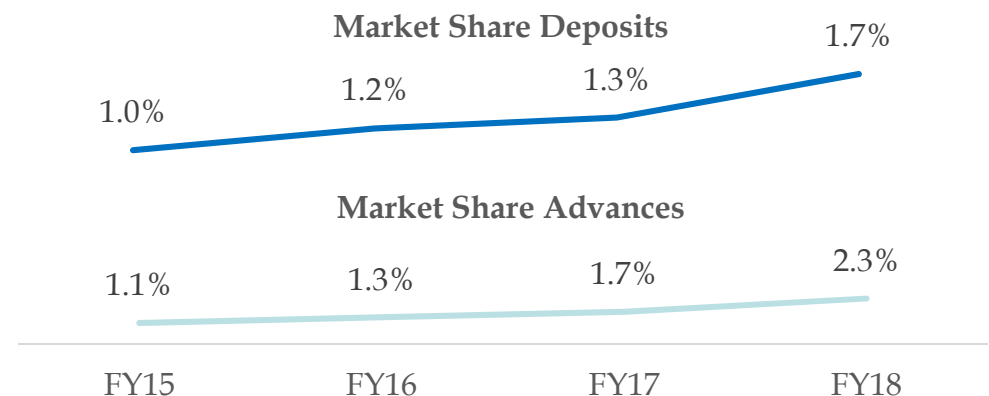


- ✓ **4th Largest[#] Private Sector Bank with Total Assets in excess of ₹ 3.7 Trillion**
- ✓ **One of the Fastest Growing Large Bank in India;**
 - **CAGR (FY15-18): Advances: 39%; Deposits: 30%**
- ✓ **Core Retail Advances grew by 122% CAGR (FY15-18); constitutes 14.3% of Total Advances (as on Sept'18)**
- ✓ **CASA growing at 51% CAGR (FY15-18); CASA Ratio of 33.8% of Total Deposits (as on Sept'18).**



YES Bank Advances CAGR (FY15-18) of 39% V/s Industry CAGR of 8% resulting in Increasing Market Share

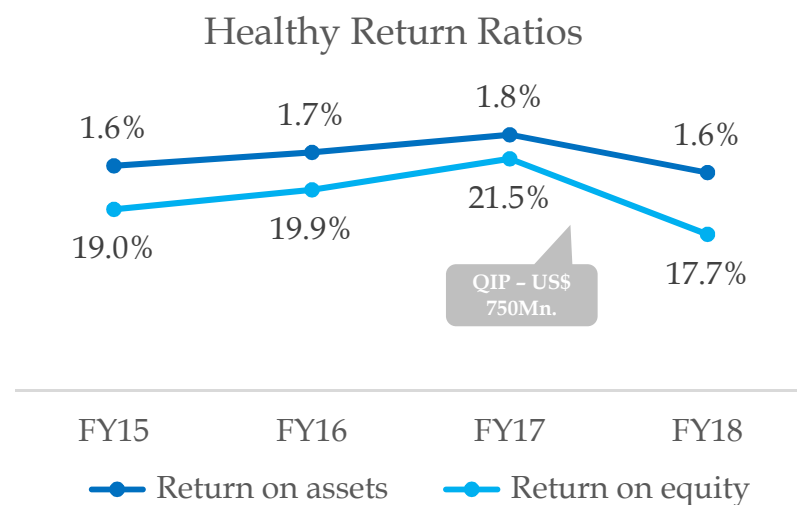
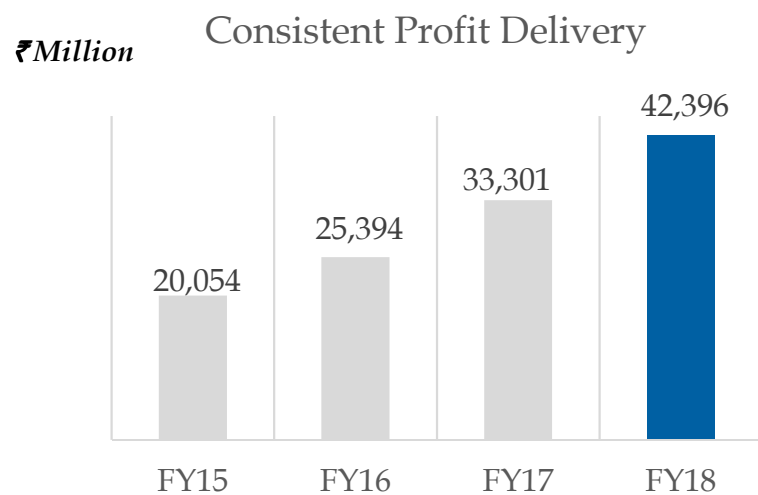
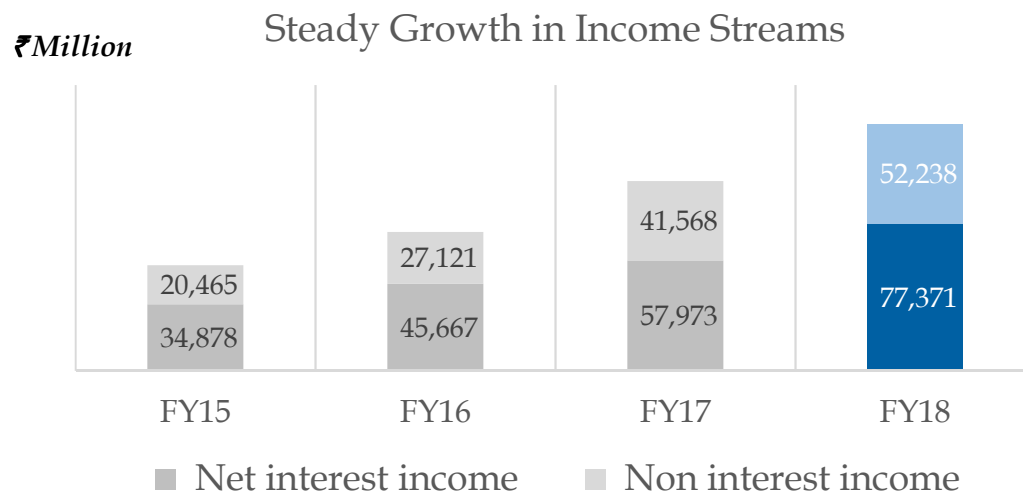
- ✓ Well segmented growth including **lending to Higher Rated Customers** resulting in consistently Improving Rating Profile.
- ✓ **Deposits Market Share increased by 70% in 3 years to 1.7% in FY18 (1.9% as on Jun, 2018);**
 - **Capturing Incremental Market Share at 6.9% in FY18**
- ✓ **Advances Market Share more than doubled in 3 years to 2.3% in FY18 (2.5% as on Jun, 2018)**
 - **Capturing Incremental Market Share at 9.2% in FY18**



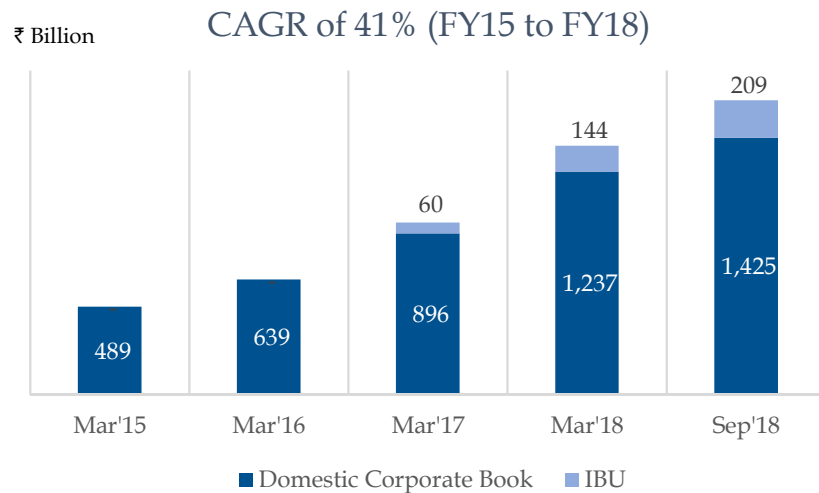
Large Bank Growth Phase (FY15-20): Sustained Profit Delivery with Best in Class Return Ratios



- ✓ Amongst the most Profitable Banks
- ✓ One of the lowest C/I ratios in the Industry;
 - 39.2% as on Sept'18
- ✓ CAGR (FY15-18):
 - ✓ Net Interest Income: 30%
 - ✓ Non Interest Income: 37%
 - ✓ Net Profit: 28%



Seasoned Corporate Banker: Capturing market share with lending to Better Rated Corporates



Healthy Growth Delivery continued:

- ✓ Strong growth across all Corporate Segments including IBU book
- ✓ **Lending to better Rated Corporates** resulting in improving Risk profile: A & Above rated exposure increased to 79.3% as on Sep '18, up from 75.6% a year ago
- ✓ **RWA/Total Assets improved to 81.3%** from 84.3% y-o-y indicating incremental lending at lower Risk Weights

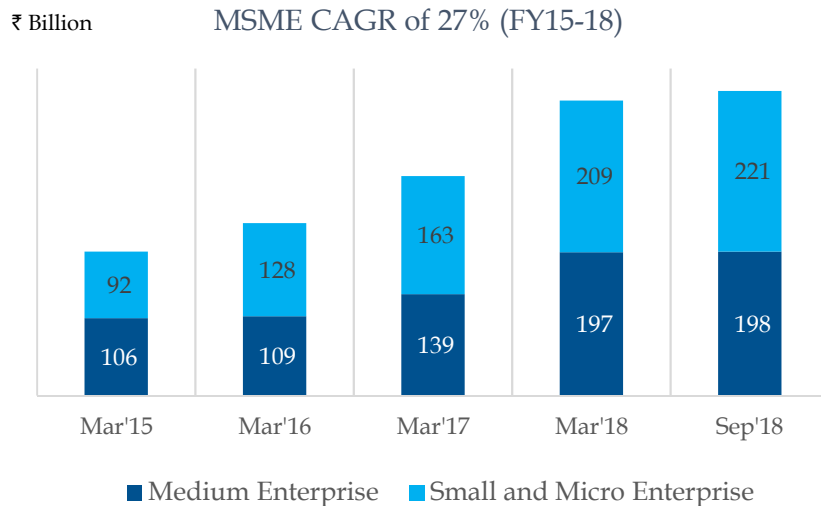
Opportunities

- ✓ Financing Seasoned Assets: Eg. NCLT
- ✓ Refinancing Opportunities
- ✓ New Economy Capex (Part of Knowledge Banking Sectors)

Inherent Enablers for Quality Corporate Growth

- **8 Focused Corporate Relationship Groups including IBU**- Expertise across Product & Relationships & Risk - Further supported by Complete Product Suite
- **Knowledge Banking** Driven Solutions through Sectoral Expertise
- **Size, Scale and Expertise:** Ability to underwrite large commitments basis increasing SBL/GBL limits coupled with Strong Syndication Capabilities
- **Technology & Services Leadership:** Superior Customer Experience driven by cutting Edge Technology such as API Bank/Blockchain driving
- **Favorable Competitive Dynamics**
- **Prudent Risk Management Practice:** CRM Based Origination reducing Adverse Selection Bias coupled with Superior Structuring Capabilities

MSME Financing: Banking MSME since Inception



Healthy Growth in MSME Advances with best in class Portfolio:

- ✓ **3 focused Relationship Groups:**
 - MEB (₹ 1,000- 5,000 Mn): CRM based acquisition through 250+ Sector Specialists Relationship Managers. *Avg. Ticket Size - ~₹120 Mn+*
 - SEB (₹ 150-1,000 Mn): Sourcing through penetrating Supply chain of Anchor Corporate Relationships. *Avg. Ticket Size - ~₹25 Mn+*
 - MIB (₹ 0-150 Mn): Small Ticket granular lending leveraging on branch distribution network. *Avg. Ticket Size - ~₹5 Mn+*
- ✓ **Healthy Portfolio Quality:**
 - Mix of Manufactures, Traders and Vendors/Dealers of Marquee Anchor Corporates
 - **Cash Flow based lending** with focus on obtaining preferential property of Promoter as collateral
 - **Stringent Valuation Methodology** for Collaterals, including Valuation Report by dual Independent Agencies and an Internal Audit team to maintain range bound LTV

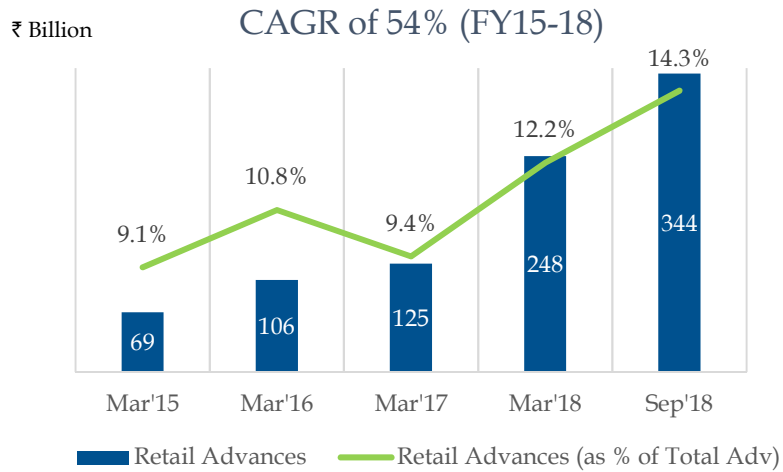
Road going Forward

Opportunity:

- ✓ Acceleration in 'New To Credit' Customers into Formal Credit Sector due GST and Demonetization
- ✓ Policy Support for MSMEs such as Tax Incentive

- Continued focus on **Sole Banking Relationships** (SEB & MIB) and Primary Banking Relationships (MEB)
- **Deepening entrenchment in MSME Ecosystem:** Focus on Cross Sell of Trade/CMS/Forex & Investment Banking products to create hooks
- **Technology & Services Differentiators:** Initiatives such as GST Invoice Financing (First Bank to Launch), API Banking etc to drive acquisition. Industry First SME App for customer self-servicing
- Using Analytics basis GST filling/ Cash Flows for automated continuous Portfolio Monitoring

Retail Assets: Rolling Momentum to drive growth



Strong Growth Momentum in Retail Assets:

- Retail Assets doubled to 14.3% of Total Advances
- Contributed 17% qoq incremental growth in Q2FY19
- Diversified book across all 13 Products
- Focus on building quality Customer Franchise through offering of entire gamut of product & services
- Lowest delinquencies

Opportunities

- ✓ Limited Players offering entire gamut of Products across Assets, Liabilities & Wealth Ecosystem
- ✓ Evolving consumer landscape through quality service on the back of Digitization, & Technology

Key Enablers for Strong Momentum in Retail Assets

- Established credible Long term alternate for full scale Banking Offerings in Retail Assets in Indian Banking Industry
- **Experienced Leadership:** Having witnessed multiple Retail cycles
- **Relationship Based Sourcing:** Strong Industry Associations and Tie up with Manufacturers and Dealers as preferred Financiers
- Leveraging **Expansive Reach** through **1,100+ branches** further augmented by Digital channels
- **Harnessing Technology to improve efficiency & enhance experience:** 1st Bank to launch Bots for faster acquisition and 24x7 superior experience
- Quality Sourcing through Stringent Risk Controls. Further, Continuous monitoring through analytics

Building Relationships & Credibility as - Long Term Consistent Player



	Acquisition Strategy	Underwriting	Portfolio Mix
Commercial Retail	<ul style="list-style-type: none"> ✓ B2B2C Strategy – Alliances with Key Manufacturers to drive sales across the entire Value Chain ✓ Consistent seamless execution capabilities: establishing YES Bank as Key Player in Commercial Assets Business 	<ul style="list-style-type: none"> ✓ Cash Flow based Credit Underwriting ✓ Business analytics for Early Warning Signals and bounce trends 	<ul style="list-style-type: none"> ✓ Healthy Traction in CV & CE book given visible improvement in Infrastructure Sector: ✓ Focus primarily on large fleet operators
Consumer Retail	<ul style="list-style-type: none"> ✓ Tie Ups with Manufacturers (Auto) & Builders (Affordable Housing) & Associations Eg: Partnering with FADA (<i>Federation of Automobile Dealers Associations</i>) to train 15K Auto Retailers ✓ Focus on Internal Customers & Corporate Salaried 	<ul style="list-style-type: none"> ✓ Lending with strong risk mitigation controls ✓ Scorecard Based underwriting 	<ul style="list-style-type: none"> ✓ ~70% of the Consumer Retail book is secured loans ✓ PL contributes ~10% of the total Retail book, where focus is on internal customers only

Leveraging Alliances, Relationships & Technology for Enhanced Customer Acquisition

Credit Cards

Robust Platform for Market Leadership



Product Mix – Achieving Milestones within 2 years of Operations

- ✓ Fastest launch of Widest Range of **13 Variants** across Retail/SME/Commercial within 2 years
- ✓ 1st Issuer in India on MasterCard most prestigious ‘World Elite platform’ through **YES Private**
- ✓ Fastest to achieve **300k Cards-in-force** & **₹ 5 Bn.** of outstanding book with immaculate quality

Superior Acquisition Strategy

- ✓ Trusted – Honest – Transparent communication to build credibility among Customers
- ✓ End-to-end **paperless sourcing** through YES Fast Track
- ✓ Bundling programmes in conjunction with Liabilities & Retail Assets

Building Quality Portfolio

- ✓ Healthy mix of Internal & New-to-bank customers
- ✓ Focus to build spends
- ✓ World Class Technology and Risk Management Systems to provided round the clock service – **Vision Plus & Falcon (First Data)**

Continuous Customer Engagement

- ✓ **Superior Product** - Never expiring Reward Points, Best Interest rates & Lowest Forex mark up
- ✓ Focus on Digital Acquisition – Digital Engagement – Digital Self Service
- ✓ Regular interventions through Card Upgrade programs, Limit Enhancement & Spend based offers



The *A.R.T* of Digital Banking

Alliances Relationships Technology

- Customer Service
- Increase Operational Efficiency
- Be omnipresent
- Deepen Existing Relationships
- Identify new customers
- Explore new business lines
- Innovate with Frugal Technology
- Experiment with Future Technology

A.R.T makes the bank SMART by giving bank the agility to ally with like minded technological partners

IMPS

1st rank (as a Remitter Bank) in **peer banking group** by NPCI

83% YoY increase in **transaction vol.**

UPI

Consistently **Ranked 1st in UPI Merchant payments** with market share of **over 40%**

Over **0.3 mn** merchants onboarded

80 Mn+ UPI ID

NEFT & RTGS

Market share of 3.22% by vol. & 2.75% by val. has been consistently higher than peers (*as on Aug 2018*).

AePS

One of the leading Acquirer Bank within 6 months of launch

35 Mn.+ transactions in Q2FY19

YES BANK was Global Winner, Payments at 'The Banker-Technology Projects Awards, 2018



- **1st Indian bank** to offer API Banking suite for CMS and Supply Chain Finance service
- **Winner across 4 award categories** including 'Best Blockchain Initiative Application or Platform' & 'Best API Initiative, Application or Platform (Bank) for API Receivables and Payment Solution for Sub-Member Banks' at the Asian Banker Transaction Banking Awards 2018



- **India's first app** to offer single platform for multiple banking needs across Asset, Trade and Liabilities
- **Industry first features:**
 - ✓ Bulk Payment on Mobile App
 - ✓ Dedicated Salary management module
 - ✓ Digital submission of Stock Statement /Insurance
- **One in every 3 app registration** has resulted in **successful disbursement**



- **Industry first initiative** to apply for a credit facility anytime, anywhere
- **MSME can avail OD (over draft) up to ₹ 1 crore** based on uploading GST returns and commercial/residential property papers
- **No Physical documentation,**
- **In-principle offer within 24 Hours**



- **1st Bank to offer 1st Bank to offer paperless import & export online**
- **800+ Corporates** on the trade on net platform.
- Transaction volume on **SMART TRADE** platform has **increased by over 2.5x YoY**
- Adjudged '**Best Trade Finance Bank in India**' at the Asian Banker Transaction Banking Awards 2018

Mobility driven Solutions for Anywhere Banking

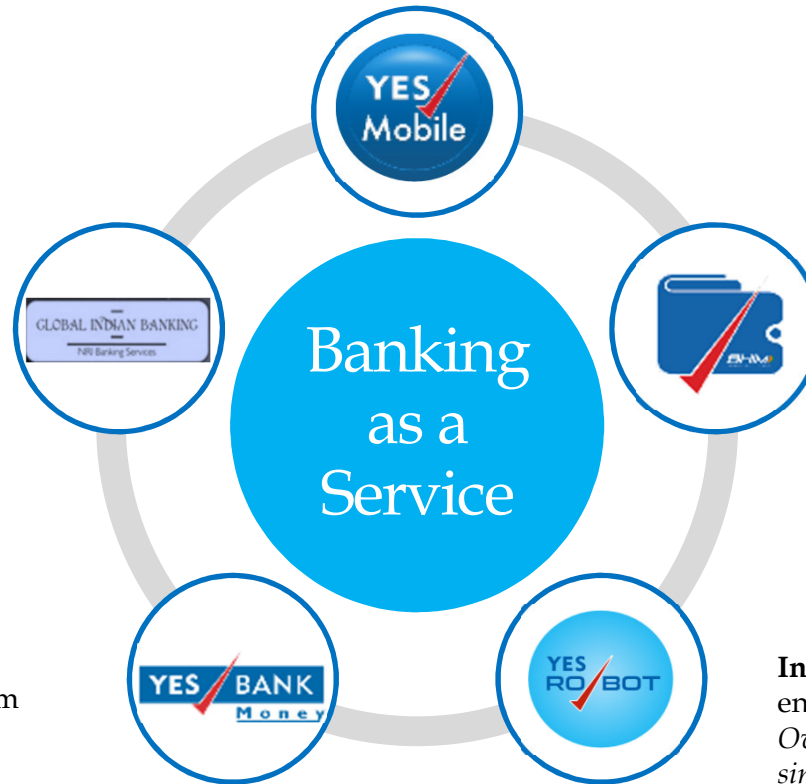


Mobile app registrations have increased **2x YoY**
Transactions increased 2x by vol. and 2.5x by val. YoY

Monthly financial trx. volume crossed 1 Mn in August'18

1 in 3 NRI customers
sourced **digitally**

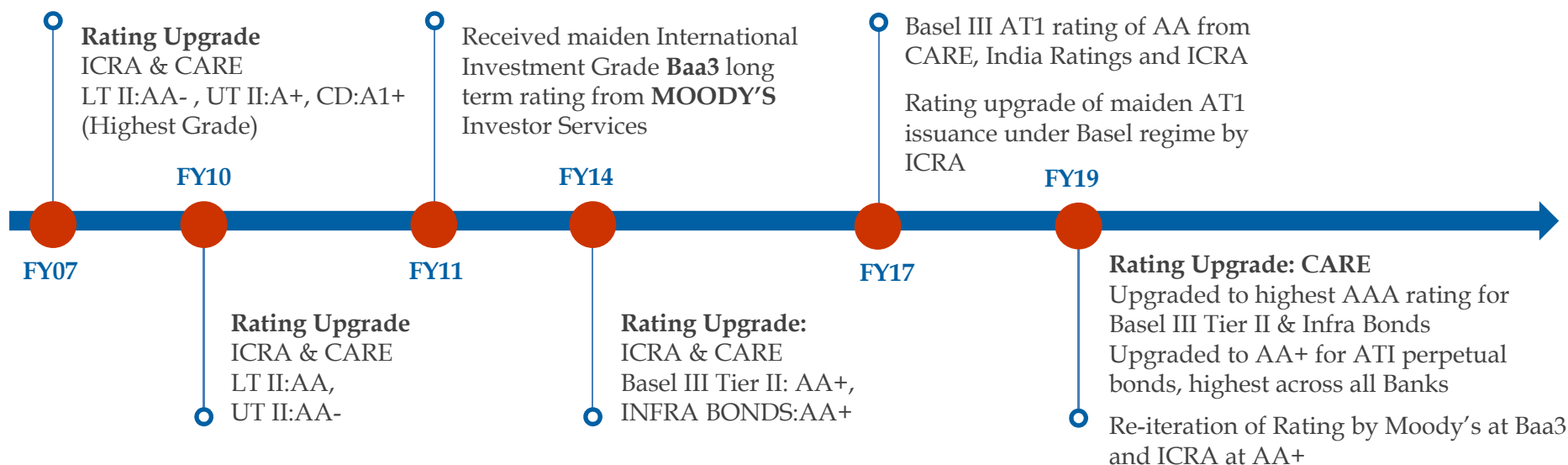
First & one of the largest
domestic remittance platform
*Over 2.75 lakh BC agents
employed*



First chatbot enabled wallet
BHIM YES PAY app is
powered with **India Stack**
API's and NPCI products,
enabling services like BBPS,
Bharat QR, RuPay card, IMPS,
UPI and Aadhaar KYC
Rated 4.1 on Play Store

India's first artificial intelligence
enabled banking bot
*Over 33 lakh interactions processed
since launch*

YES Bank's Debt Ratings Journey



International Rating	Long-term			Outlook	Short-term
Moody's Investors Service	Baa3			Stable	Prime-3
Domestic Rating	Long-term			Outlook	Short-term
	Basel III AT1	Tier II	Infra Bonds		
CARE	AA+	AAA	AAA	Under Review	A1+
ICRA	AA	AA+	AA+		
India Ratings	AA		AA+	Stable	

Ratings reflect a sustainable growth oriented financial model with robust Risk Management Policies

Commitment from Leading Global Financial Institutions



USD 415 Mn for 12 yrs
To increase lending to MSME and Women owned business



USD 50 Mn for 7 yrs
Green infra Bonds- FMO's 1st investment in a Green Bond by a bank in India



USD 325 Mn for 9 yrs (avg)
Upper Tier II, Long Term Senior Loan, Green Bond issue & to lend to women-owned business



USD 200 Mn for 7 yrs
Lending to Women SHGs & Small Farmers and Technical Assistance Grant for Capacity Building



USD 200 Mn for 15 yrs
Financing agreement for Renewable Energy Projects in India



USD 30 Mn for 8 yrs
Green Loan by Development Bank of Australia



USD 84 Mn (granted in 2009, 2014 & 2017)
Long term Senior Loan by KfW Bankengruppe Development Financial Institution



EUR 13.25 Mn for 10 yrs
Upper Tier II loan by An AfD Group Development Financial Institution

Successful Long Term Loan Syndications

3 year Syndicated Loan of USD 400 Mio

Participation from 12 banks, July 2018



Maiden Samurai loan of JPY 16.5 Bln

Syndication led by MUFG

Participation from 8 banks, Sept 2017

3 year syndicated loan of USD 300 Mio led by



Participation from 8 banks

5 year loan from Taiwan : USD 250 Mio

Participation from 17 banks in Taiwan, Nov '17

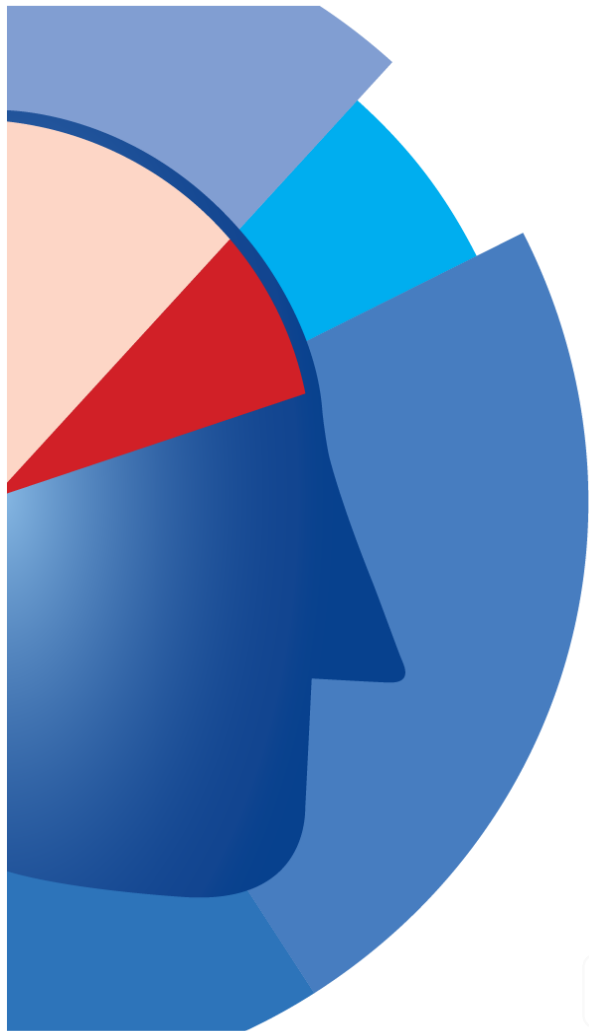


5 year loan from Taiwan : USD 130 Mio

Participation from 10 Taiwanese banks, Sept '16

✓ Progressively broader markets, higher number of participants with longer tenor and improved pricing

Creating Mindshare For YES BRAND



ADVERTISING & SPONSORSHIP

- ✓ Partnering with large format events
- ✓ Strategic brand advertisement of the Bank & its 'products across multiple mediums

CUSTOMER & COMMUNITY ENGAGEMENT

- ✓ 12000+ YES Community Events each year in catchment areas
- ✓ Product marketing
- ✓ Partnership & Alliances

DIGITAL & SOCIAL MEDIA MARKETING

- ✓ Robust Customer acquisition through Digital Channels
- ✓ Active online reputation management

KNOWLEDGE BANKING

- ✓ Knowledge events
- ✓ CFO Forum
- ✓ Publications & Newsletters
- ✓ Advisory to Trade Associations

Broadening Customer **MINDSHARE**



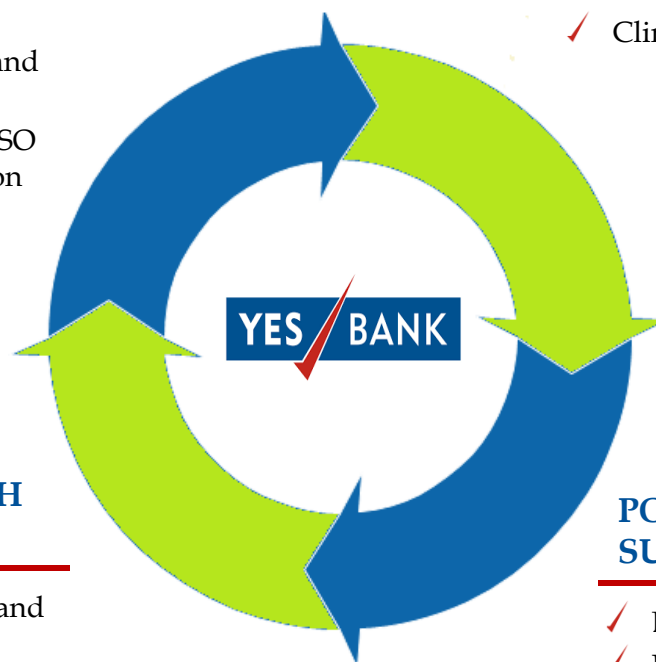
Building **MARKESHARE**

TRANSPARENCY & ACCOUNTABILITY

- ✓ Triple Bottom Line accounting and reporting
- ✓ Enhanced climate disclosures
- ✓ Environmental, Social and Governance (ESG) disclosures
- ✓ Green House Gas (GHG) accounting and Portfolio mapping
- ✓ Environment Management Systems (ISO 14001) implementation and certification

FACILITATING SUSTAINABLE FINANCE

- ✓ Mainstreaming green products and practices
- ✓ Innovative financing and modelling
- ✓ Environment and social risks management
- ✓ Climate finance literacy



POLICY ADVOCACY THROUGH THOUGHT LEADERSHIP

- ✓ Knowledge Reports - Climate change and sustainable development
- ✓ Thought leadership in partnership with academia, multilaterals, think tanks, regulators and governments
- ✓ Policy advocacy as a catalyst within financial sector

POSITIVE IMPACT CSR & SUSTAINABLE DEVELOPMENT

- ✓ Livelihood and Water Security
- ✓ Employability and Entrepreneurship
- ✓ Environment sustainability
- ✓ Media for social change
- ✓ Social Value Creation

VISION: Be the Benchmark Financial Institution for Inclusivity and Sustainability

Environmental

- ✓ Committed to mobilizing USD 5 billion towards climate action by 2020 in December 2015
- ✓ Committed to mobilize USD 1 billion by 2023 towards solar projects, and USD 5 billion till 2030 in January 2018
- ✓ First Indian Bank to launch Green Bonds in 2015
- ✓ Private placement by IFC for Green Masala Bonds in 2015
- ✓ Issued Green Infra Bonds with FMO in 2016
- ✓ First Bank Globally to migrate to ISO 14001:2015; 744 locations certified
- ✓ First & only Indian Banking signatory to Natural Capital Finance Alliance (NCFA) & Chair of Steering Committee

Social

- ✓ Launched India's 1st Green Retail Liability Product in 2018, Green Future Deposits
- ✓ Sole arranger & subscriber to India's First Social Bond, with proceeds allocated to Affordable Housing
- ✓ Reached 2.1 million families at the bottom-of-the-pyramid through Inclusive & Social Banking
- ✓ Provided access to 40 million+ lives with safe & clean drinking water in 2017-18
- ✓ Provided OHS & Energy Efficiency training to 28, 454 workers, and helped 18,544 MSMEs eliminate an estimated 13, 500 tons of CO₂e in 2017-18

Governance

- ✓ First & only Indian Bank to be listed on DJSI Emerging Markets for 4 years consecutively (2015-2018)
- ✓ Selected in prestigious FTSE4Good Emerging Index for two consecutive years (2017,2018)
- ✓ Selected in MSCI ACWI ESG Leaders & SRI Indexes in 2017
- ✓ Included in Vigeo Eiris Best Emerging Markets Performers Ranking (2018)
- ✓ Only Indian Bank to be awarded 'Prime' Status by OEKOM Research Ag
- ✓ First Indian Banking Signatory to UNEP Finance Initiative
- ✓ First Indian Bank to launch Green Bond Impact Report
- ✓ First Indian Bank to Support Task Force on Climate Related Financial Disclosure

Progress Widely Recognized By Leading Agencies



Institutional Excellence



Global winner
Payments Technology
Project Awards
London, 2018

FORBES GLOBAL 2000

Ranked #1,013 Global 2000
Ranked #155 Growth
Champions
Forbes Global 2000 World's
Largest Public Companies
June 2018



Bank of the Year
India, 2017, 2015
The Banker
London



Best Bank in India
for SMEs
Asiamoney
Country Awards
Hong Kong, 2018



Fastest Growing
Mid-sized Bank
BT- KPMG India's
Best Banks
Mumbai, 2018

Technology, Innovation & Service



Transaction Bank
of the Year - APAC
Supply Chain Finance
- Global Winner
The Banker-
Transaction Banking
Awards 2017
Sibos, Toronto



Best Trade Finance Bank in India - 2018, 2017, 2016, 2015
Best Financial Supply Chain, 2018, 2017
Best Corporate Payments Project in India, 2018, 2016
Best Corporate Trade Finance Deal in India, 2018, 2015
Best API Initiative, Application or Platform (Bank), 2018
Best Blockchain Initiative, Application or Programme, 2018
Best Productivity, Efficiency & Automation Initiative,
Application or Programme, 2018
Asian Banker Transaction Banking Awards 2018
Beijing

Asian Banking & Finance Wholesale Banking Awards 2018

- SME Bank of the Year - India
- India Domestic Trade Finance Bank of the Year Bali, 2018



APAC Leader in
Digital Transformation
IDC Financial Insights
Innovation Awards
(FIIA)
Singapore
2018



Instant Payment
Products
(UPI+IMPS+BHIM
+USSD)
National Payments
Excellence Awards
(NPCI) 2017

Sustainability & CSR Excellence

Dow Jones Sustainability Indices

First & only Indian bank
to be selected for the
fourth consecutive year
DJSI Emerging Markets
Index
New York, 2018

MSCI ESG

Included in
MSCI ACWI ESG
Leaders Index and
MSCI ACWI SRI
Index
2017



Asia's Best Bank
For Corporate
Social
Responsibility
Euromoney
Excellence Awards
Hong Kong, 2016



India's Best Bank
For Corporate
Social
Responsibility
Asiamoney Excellence
Awards
Hong Kong - 2017



Best Innovation &
Sustainable
Financial Products
& Services
Karlsruhe Sustainable
Finance Awards,
Germany, 2017

Making YES BANK a Great Place to Work



- ✓ First and only Bank to partner with “Kaizala Full Digital ONLY - Customer & Colleagues self-service channel”, powered by Microsoft.
- Leadership Training Initiatives by YES School of Banking

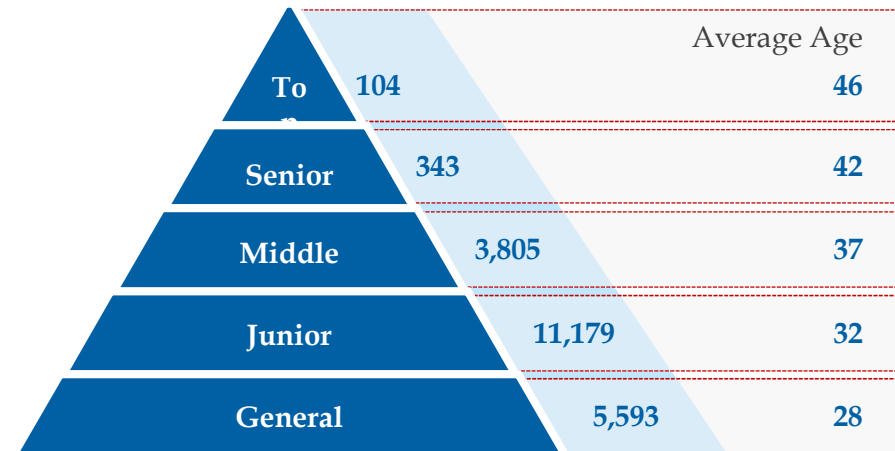


University & Schools Relationship Management 'Preferred Employer of Choice'



- ✓ YES League of Excellence - an online Recognition, Appreciation & Engagement platform
- ✓ Structured engagement with over 2000 B-Schools
- HCM Strategy
- ✓ Competitive C&B to attract, motivate and retain talent
- ✓ 'Professional Entrepreneurship' Culture based on values to sustain competence, collaboration and compliance.
- ✓ Robust & Diversified Talent Acquisition
- ✓ World class HCM Service Delivery & Process
- ✓ Initiatives to continuously enhance organizational and individual productivity/effectiveness/cost management.

Flat Organization Structure (5 levels)



*As of Sep 30, 2018 and as per revised segmentation

- ✓ Total Headcount of 21,024
- ✓ Average Age - 32 years
- ✓ Average vintage in YES BANK: 8.3 yrs for Top Management & 6.3 years for Sr. Management
- ✓ Wealth creation through ESOPs
- ✓ Talent acquisition from Peer Private Sector & MNC Banks
- ✓ Building a 'Leadership Supply Chain'
- ✓ Ranked no 2. in Dream Companies to Work For by Times Ascent

Distinguished Board



Mr. Ashok Chawla

*Non-Executive
Independent Chairman*

Former Chairman of Competition Commission of India and former Finance Secretary, GoI



Mr. Brahm Dutt

Independent Director

Former Secretary, Ministry of Road Transport and Highways, GOI



Lt Gen (Dr.) Mukesh Sabharwal (Retd.)

Independent Director

Former Lt General in Indian Army



Mr. Vasant Gujrathi

Independent Director

Former Partner - PwC



Mr. Ajai Kumar

*Non - Executive
Non- Independent Director*

Ex-CMD of Corporation Bank and a veteran Banker



Mr. Subhash Kalia

*Non - Executive
Non- Independent Director*

Former Executive Director of Union Bank of India and Vijaya Bank



Mr. Rentala Chandrashekhar

Independent Director

Secretary to the Government of India for Electronics and IT Chairman & Secretary of the Telecom Commission of India Past President of NASSCOM



Dr. Pratima Sheorey

Independent Director

Director of Symbiosis Centre for Management and Human Resource Development (SCMHRD)



Mr. Rana Kapoor

MD & CEO

Promoter/ Professional Entrepreneur/ Banker (37+ Years)

- ✓ 9 eminent personalities as Directors with varied backgrounds, pioneers in respective fields
- ✓ Well structured performance evaluation process for its Directors including MD & CEO
- ✓ 12 Board level Committees with specialized functions including Risk Monitoring Committee, Corporate Social Responsibility Committee, Audit Committee and Nomination & Remuneration Committee
- ✓ Best Corporate Governance and Transparency
- ✓ Majority of Board constituted by Independent Directors

Pedigree Board ensuring transparency and highest standards of Corporate Governance



ANNEXURE

Key Financial Parameters



Profit & Loss					
₹ Million	Q2FY19	Q2FY18	Growth % (y-o-y)	Q1FY19	Growth % (q-o-q)
Net Interest Income	24,176	18,851	28.2%	22,191	8.9%
Non Interest Income	14,735	12,484	18.0%	16,941	-13.0%
Total Net Income	38,910	31,335	24.2%	39,133	-0.6%
Operating Expense	15,246	12,269	24.3%	14,586	4.5%
Operating Profit	23,664	19,067	24.1%	24,547	-3.6%
Provisions & Contingencies	9,400	4,471	110.3%	6,257	50.2%
Profit After Tax	9,647	10,027	-3.8%	12,604	-23.5%

Balance Sheet					
₹ Million	30-Sep-18	30-Sep-17	Growth Y-o-Y	30-Jun-18	Growth Q-o-Q
Assets	3,716,472	2,373,941	56.6%	3,325,493	11.8%
Advances	2,396,275	1,486,753	61.2%	2,147,201	11.6%
Investments	903,202	539,078	67.5%	829,532	8.9%
Liabilities	3,716,472	2,373,941	56.6%	3,325,493	11.8%
Shareholders' Funds	273,310	234,142	16.7%	263,139	3.9%
Total Capital Funds*	512,923	356,903	43.7%	469,837	9.2%
Borrowings	1,016,595	448,300	126.8%	787,902	29.0%
Deposits	2,228,379	1,579,898	41.0%	2,133,945	4.4%
CASA	752,791	587,246	28.2%	749,300	0.5%

* Including profits



No representation or warranty, express or implied is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of such information or opinions contained herein. The information contained in this presentation is only current as of its date. Certain statements made in this presentation may not be based on historical information or facts and may be "forward looking statements", including those relating to the Company's general business plans and strategy, its future financial condition and growth prospects, and future developments in its industry and its competitive and regulatory environment. Actual results may differ materially from these forward-looking statements due to a number of factors, including future changes or developments in the Company's business, its competitive environment and political, economic, legal and social conditions in India. This communication is for general information purpose only, without regard to specific objectives, financial situations and needs of any particular person. This presentation does not constitute an offer or invitation to purchase or subscribe for any shares in the Company and neither any part of it shall form the basis of or be relied upon in connection with any contract or commitment whatsoever. The Company may alter, modify or otherwise change in any manner the content of this presentation, without obligation to notify any person of such revision or changes. This presentation can not be copied and/or disseminated in any manner.

Thank you