

May 12, 2022

BSE Limited, 1<sup>st</sup> Floor, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400001 Script Code: 540065 National Stock Exchange of India Limited, Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra (E) Mumbai -400051 Script Name: RBLBANK

## Reg: Disclosure under relevant provisions of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended ("SEBI Listing Regulations")

Further to our submission i.e. Outcome of Board Meeting dated May 12, 2022, please find enclosed the following:

- 1. Press Release on the audited standalone financial results of the Bank for the quarter and financial year ended March 31, 2022.
  - 2. Investor Presentation for the quarter and financial year ended March 31, 2022.

Further, in compliance with the Regulation 46(2) of SEBI Listing Regulations, the information is being hosted on the Bank's Website at <u>www.rblbank.com</u>

Kindly take the same on record.

Thanking you,

Yours faithfully,

For RBL Bank Limited

Niti Arya Company Secretary

Encl: As above

www.rblbank.com

**RBL Bank Ltd.** 

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#### PRESS RELEASE RBL BANK ANNOUNCES AUDITED FINANCIAL RESULTS FOR THE QUARTER & YEAR ENDED 31<sup>st</sup> MARCH 2022

The Board of Directors of RBL Bank Limited approved the audited financial results for the quarter and year ended 31<sup>st</sup> March 2022 at its meeting held on Thursday, 12<sup>th</sup> May 2022.

#### Results Summary for Q4FY22 & FY22

- Healthy operating performance:
  - Total Revenue grew 13% YOY to ₹1,643 crore for Q4FY22 and grew 12% YOY to ₹6,367 crore for FY22
  - Net Interest Income grew 25% YOY to ₹1,131 crore for Q4FY22 and grew 6% YOY to ₹4,027 crore for FY22; NIM for FY22 was 4.45%
  - Other Income was down 7% YOY to ₹511 crore for Q4FY22; grew 24% YOY to ₹2,341 crore for FY22
  - Cost to Income was 60.0% for Q4FY22 and 56.9% for FY22
  - Operating profit was ₹657 crore for Q4FY22 and ₹2,745 crore for FY22
  - o Net Profit was ₹198 crore vs. ₹ 156 crore in Q3FY22; Net Loss for FY22 was ₹75 crore

#### • CASA Continues Strong Growth:

- o Total deposits grew 8% YOY to ₹79,007 crore
- o CASA grew 20% YOY to ₹27,879 crore. CASA ratio at 35.3% vs. 31.8% as at 31<sup>st</sup> March 2021
- Retail Deposits (as per LCR definition) grew 13% YOY to ₹30,717 crore

#### • Advances Growth:

- Advances book grew 2% YoY and 3% sequentially to ₹60,022 crore
- Retail: Wholesale mix at 52:48

#### • Well capitalized with sound liquidity:

- Overall capital adequacy improved 25bps sequentially to 16.8% and Common Equity Tier 1 ratio improved 44bps sequentially to 16.2%
- Average Liquidity Coverage Ratio for Q4FY22 at 138%
- Asset quality:
  - Gross NPA ratio and Net NPA ratio improved sequentially to 4.40% and 1.34% vs. 4.84% and 1.85%, respectively as at 31<sup>st</sup> Dec 2021
  - Provision Coverage Ratio improved 750bps sequentially to 70.4% vs 62.9% as at 31<sup>st</sup> Dec 2021
- Network
  - As of 31<sup>st</sup> March 2022, the Bank has 502 bank branches and 1,418 business correspondent branches, of which 289 are banking outlets. RBL Finserve Limited ("RBL Finserve"), a 100% subsidiary of the Bank, accounts for 870 business correspondent branches



ey Financials:							
₹ in crore	Q4 FY22	Q3 FY22	QoQ	Q4 FY21	YoY	FY22	FY21
Net Interest Income	1,131	1,010	12%	906	25%	4,027	3,788
Other Income	511	583	(12%)	549	(7%)	2,341	1,884
Net Total Income	1,643	1,593	3%	1,455	13%	6,367	5,672
Operating Profit	657	631	4%	737	(11%)	2,745	2,917
Provisions (other than tax)	401	424	(5%)	627	(36%)	2,860	2,228
Net profit (after tax)	198	156	27%	75	163%	(75)	508

₹ in crore	March 31, 2022	Dec 31, 2021	QoQ	March 31, 2021	ΥοΥ
Advances (Net)	60,022	58,141	3%	58,623	2%
Deposits	79,007	73,639	7%	73,121	8%
CASA	27,879	25,318	10%	23,264	20%
Investments (Net)	22,274	22,983	(3%)	23,230	(4%)

#### **Key ratios:**

Particulars (in %)	Q4 FY22	Q3 FY22	Q4 FY21	FY22	FY21
Net Interest Margin	5.04	4.34	4.17	4.45	4.48
Cost to Income	60.0	60.4	49.3	56.9	48.6
Return on Assets	0.77	0.61	0.32	(0.07)	0.54
Return on Equity	6.35	4.97	2.40	(0.60)	4.35
Gross NPA	4.40	4.84	4.34	4.40	4.34
Net NPA	1.34	1.85	2.12	1.34	2.12
Provision Coverage Ratio	70.4	62.9	52.3	70.4	52.3

Commenting on the performance, Mr. Rajeev Ahuja, MD&CEO (interim), RBL Bank said "This quarter has been one of stable business performance and we continued to improve in both profitability and asset quality. We are entering the new fiscal with a relatively clean slate on asset quality, remain well capitalised and our business operating rhythm holds us in good stead to grow meaningfully in our chosen segments with improved profitability metrics."



#### About RBL Bank

RBL Bank is one of India's fastest growing private sector banks with an expanding presence across the country. The Bank offers specialized services under six business verticals namely: Corporate & Institutional Banking, Commercial Banking, Branch & Business Banking, Retail Assets and Treasury and Financial Markets Operations. It currently services over 11.15 million customers through a network of 502 branches; 1,418 business correspondent branches (of which 289 banking outlets) and 414 ATMs spread across 28 Indian states and Union Territories.

RBL Bank is listed on both NSE and BSE (RBLBANK). For further details, please visit www.rblbank.com

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₹1 crore = ₹10 million





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#### ALL FIGURES IN THIS DOCUMENT ARE IN INR CRORE UNLESS MENTIONED OTHERWISE ; 1 CRORE = 10 MILLION

## Glossary and Key Notes

AEPS	Aadhaar Enabled Payment System	INR	Indian Rupee
Agri	Agribusiness Banking	IPO	Initial Public Offering
API	Application Programming Interface	MF	Mutual Funds
ATM	Automated Teller Machine	Mn	Million
BC	Business Correspondent	NFB	Non Fund Based
Bps	Basis Points	NIM	Net Interest Margin
BVPS	Book Value Per Share	NNPA	Net Non Performing Assets
C&IB	Corporate & Institutional Banking	NPA	Non Performing Assets
CAGR	Compounded Annual Growth Rate	PCR	Provision Coverage Ratio
CASA	Current Account and Savings Account	Q1	3 month period ended June 30( April 1 - June 30)
СВ	Commercial Banking	Q2	3 month period ended September 30( July 1 - September 30)
CBDT	Central Board for Direct Taxes	Q3	3 month period ended December 31( October 1 - December 31)
CC	Credit Card	Q4	3 month period ended March 31(January 1 - March 31)
CEO	Chief Executive Officer	QoQ	Quarter on Quarter
CET1	Core Equity Tier 1	H1	6 month period ended September 30( April 1 - September 30)
Cr	Crore	9M	9 month period ended December 31( April 1 - December 31)
CRAR	Capital to Risk Weighted Assets Ratio	RBI	Reserve Bank of India
CSR	Corporate Social Responsibility	RoA	Return on Assets
FICC	Fixed Income, Currency and Commodity	RoE	Return on Equity
FPI	Foreign Portfolio Investor	RWA	Risk Weighted Assets
FY	12 month period ended March 31	SLR	Statutory Liquidity Ratio
GNPA	Gross Non Performing Assets	UPI	Unified Payments Interface
G-Sec	Government Securities	US	United States
GST	Goods and Services Tax	VCF	Venture Capital Funds
HUF	Hindu Undivided Family	YoY	Year on Year
RBL	RBL Finserve Ltd.	WCF	Working Capital Finance
Finserve			
RVF	Rural Vehicles Finance	PCR	Provision Coverage Ratio

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# **Key Performance Highlights**

## **Q4 FY22 Highlights**



YoY Revenue growth of 13% aided by NII growth of 25%, NIM at 5.04%

Net Profit at Rs. 198 crore for Q4 FY22 vs Rs. 156 crore for Q3FY22

Wholesale Advances Grew 18% YoY; Retail : Wholesale mix at 52:48



Deposit growth of 8% YoY to Rs. 79,007 crore; Average LCR at 138% for the quarter



CASA growth of 20% YoY to Rs 27,879 crore; CASA Ratio at 35.3% vs. 31.8% in Q4FY21; Retail and Small business deposits ratio at 38.9%



GNPA at 4.40% vs. 4.84% in Q3FY22, NNPA at 1.34% vs. 1.85% in Q3FY22



PCR increased 750bps sequentially to 70.4%



Total customer base of 11.15 million; addition of 0.49 million in the quarter

## Q4 FY22 Highlights Contd....

<ul> <li>Strong Revenue Growth</li> <li>Total Revenue grew 13% YoY to 1,643 crore</li> <li>NII grew 25% YoY to Rs. 1,131</li> </ul>	Deposits Stable  Total Deposits grew 8% YoY CASA grew 20% YoY CASA ratio at 35.3%	<ul> <li>Healthy Capitalisation and Liquidity Levels</li> <li>CRAR improved 25bps QoQ to 16.8% and CET 1 improved 44bps to 16.2%</li> </ul>
crore • Operating profit at Rs. 657 crore	<ul> <li>SA Deposits grew 21% YoY</li> <li>Retail Deposits (as per LCR definition) grew 13% YoY to 38.9%</li> </ul>	<ul> <li>RWA/Total assets decreased QoQ to 71.5%</li> <li>LCR at 138% for the quarter</li> </ul>
Asset Quality	Continued Increase in customer base and distribution network	Digital Business Update
<ul> <li>GNPA reduced 43bps sequentially to 4.40%; NNPA reduced 51 bps to 1.34%</li> <li>Gross Slippages down 19% QoQ to Rs. 619 crore, Net Slippages at Rs. 292 crore</li> <li>PCR sequentially increased by 750bps to 70.4%</li> <li>Net Restructured Advances to Net Advances down 31bps QoQ to 2.69%</li> </ul>	<ul> <li>Customer base increased by 0.49 million QoQ, to 11.15 million</li> <li>Distribution network of 502 branches, 414 ATMs and 1418 BC branches</li> </ul>	<ul> <li>Acquiring Merchant onboarding increased by 11% QoQ</li> <li>Coverage of 28.21 lakhs Merchants</li> </ul>

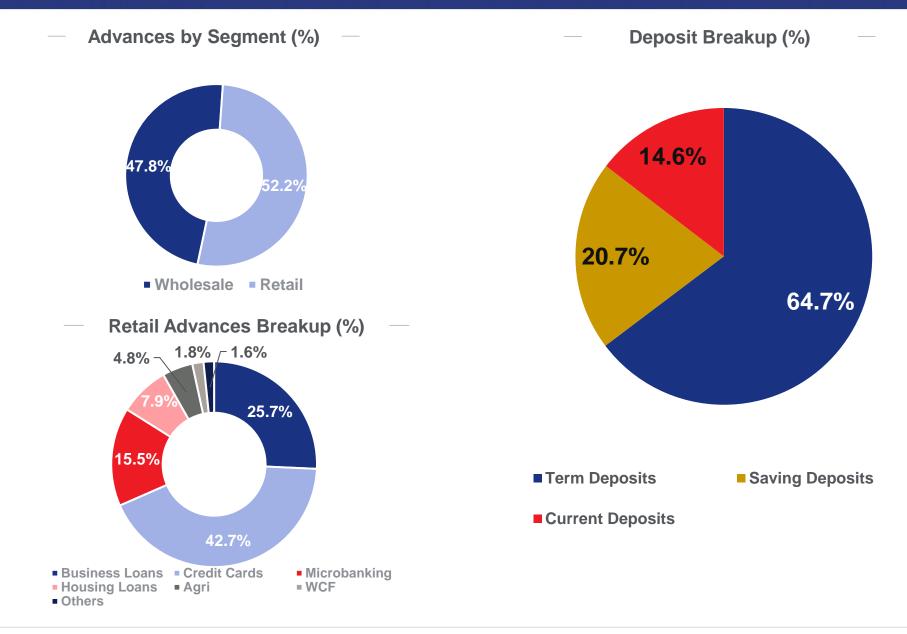
### **Q4 FY22 Financial Highlights**



## Q4 FY22 Financial Highlights Contd....

		— YoY Growth —	— QoQ Growth —
Advances	Rs. 60,022cr	2%	3%
Wholesale Advances	Rs. 28,693cr	18%	5%
Retail Advances	Rs. 31,329cr	(9%)	1%
Deposits	Rs. 79,007cr	8%	7%
CASA	Rs. 27,879cr	20%	10%

### **Key Indicators – Business Breakup**



## **Financial Performance**

## **Net Profit Improve QoQ**

Parameter	Q4 FY22	Q3 FY22	QoQ	Q4 FY21	ΥοΥ	FY22	FY21
Net Interest Income	1,131	1,010	12%	906	25%	4,027	3,788
Other Income	511	583	(12%)	549	(7%)	2,341	1,884
Net Total Income	1,643	1,593	3%	1,455	13%	6,367	5,672
Operating Profit	657	631	4%	737	(11%)	2,745	2,917
Provisions (Other than Tax)	401	424	(5%)	627	(36%)	2,860	2,228
Net Profit / (Loss)	198	156	27%	75	163%	(75)	508

Parameter	Q4 FY22	Q3 FY22	Q4 FY21	FY22	FY21
Other Income/Total Income	31.1%	36.6%	37.7%	36.8%	33.2%
Cost/Income	60.0%	60.4%	49.3%	56.9%	48.6%
Net Interest Margin	5.0%	4.3%	4.2%	4.4%	4.5%
Credit Cost/Advances (bps)*	71	73	113	515	410
RoA	0.77%	0.61%	0.32%	(0.07%)	0.54%
RoE	6.35%	4.97%	2.40%	(0.60%)	4.35%
Not Appualized					

Not Annualized

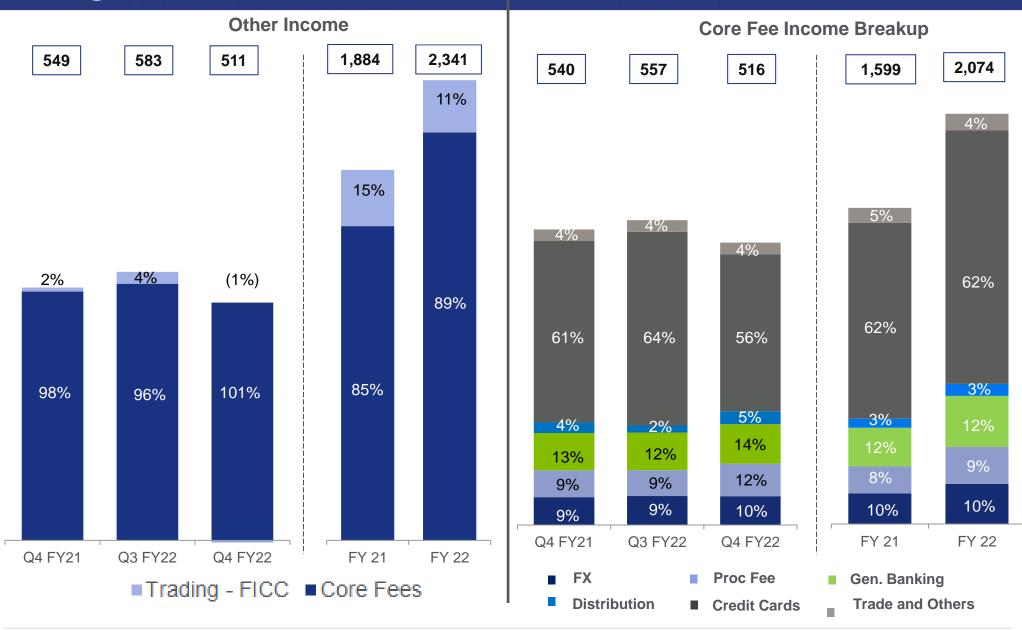
### **Balance Sheet Parameters**

Parameter	March 31,2022	March 31,2021	ΥοΥ
Advances	60,022	58,623	2%
Deposits	79,007	73,121	8%
Investments	22,274	23,230	(4%)

Parameter	March 31,2022	Dec 31,2021	March 31,2021
CASA	35.3%	34.4%	31.8%
GNPA	4.40%	4.84%	4.34%
NNPA	1.34%	1.85%	2.12%
PCR	70.4%	62.9%	52.3%
CRAR*	16.8%	16.6%	17.5%

· CRAR for interim financial periods has been computed after including interim results for better comparison

### **Strong Growth in Core Fee Income in FY22**



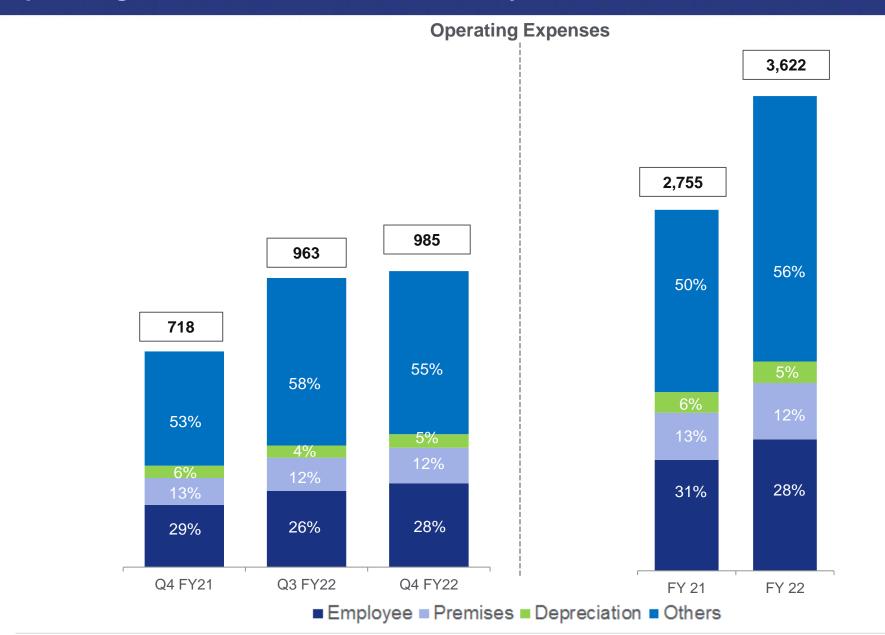
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In line with RBI Master Directions dated 30th Aug 2021,

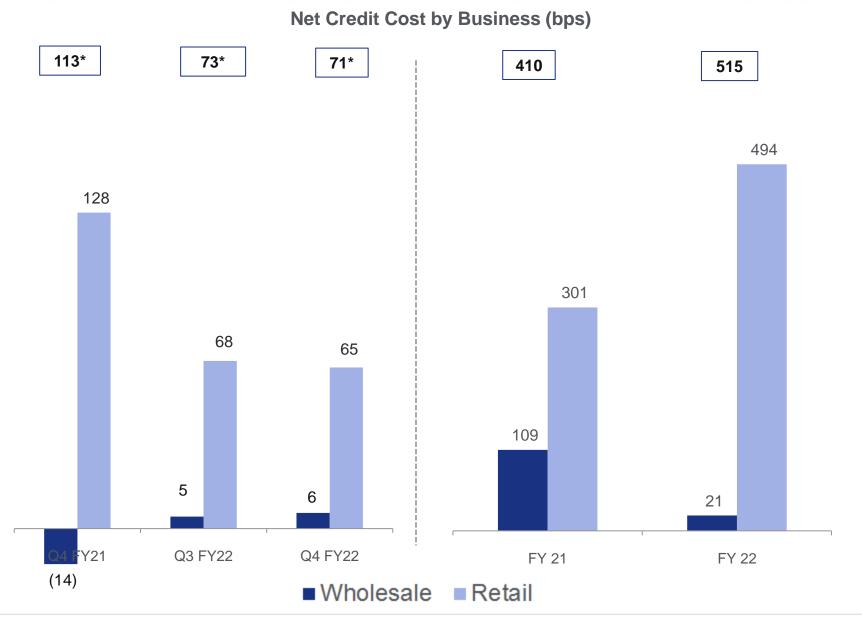
Recoveries from Written off Accounts has been reclassed to Provision and Contingencies

MTM on Standard Investments has now been netted off from Other Income

#### **Operating Costs Increase QoQ Driven By Business Volume Growth**



#### Credit Costs Lower QoQ Despite Increase in PCR; Slippages on Downward Trend



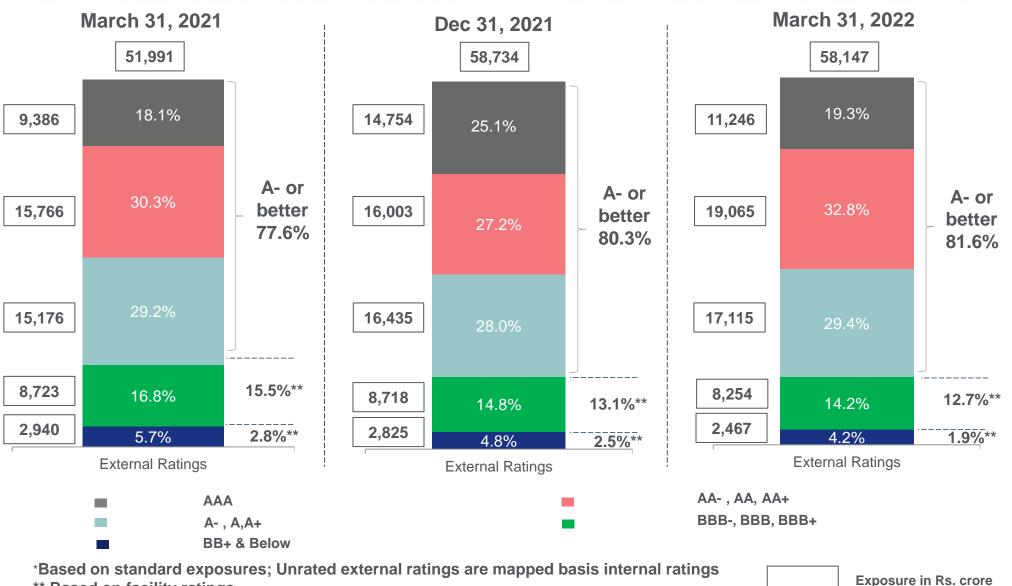
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· Not Annualized for the bank or at individual segment level for the quarter

### Advances Mix; Wholesale Drives YoY Growth

	March 31,2022	March 31,2021	YoY	Yield FY22	Proportion
C&IB	22,150	18,323	21%	6.5%	
СВ	6,543	5,910	11%	(7.7%)	48%
Wholesale	28,693	24,233	18%		
Business Loans	8,058	10,765	(25%)		
Credit Cards	13,383	12,177	10%		
Micro-Banking	4,852	7,132	(32%)	15.3%	
Housing Loans	2,463	1,669	48%	(15.0%)	
Retail Agri	1,503	1,185	27%		52%
of which RVF	314	43	626%		
WCF	554	608	(9%)		
Others	517	855	(40%)		
Retail	31,329	34,390	(9%)		
Total	60,022	58,623	2%	FY21 yields	in brackets

#### **Borrowers' External Rating Profile\***



\*\* Based on facility ratings

## **Diversified Industry Mix – Continued Low Industry Concentration**

**Top 10 Industry\*** 

Industry	Outstanding FB+NFB Exposure	FB-NFB Split	% of Outstanding FB+NFB Exposure
NBFC (ex. HFC & DFI)	4,128	100:0	5.3%
Power	3,042	50:50	3.9%
Retail/ Distribution	2,412	74:26	3.1%
HFC	2,339	100:0	3.0%
Construction	2,338	24:76	3.0%
Engineering	2,007	53:47	2.6%
Oil and Gas	1,823	0:100	2.4%
Metals	1,817	61:39	2.3%
Pharma	1,760	71:29	2.3%
Real Estate	1,487	85:15	1.9%

\* As of March 31, 2022 based on actual outstanding

#### Non Fund Based Book

Particulars	March 31, 2022	March 31, 2021	Dec 31, 2021
Guarantees	10,608	9,834	10,217
Letter of Credit, Acceptances, Endorsements and other Obligations	5,608	4,710	5,505

### **Asset Quality Snapshot**

			Quarter Ended		
	March 31, 2022	Dec 31, 2021	Sep 30, 2021	June 30, 2021	March 31, 2021
Movement of Gross NPAs					
Opening Balance	2,902	3,131	2,911	2,602	2,610
(+) Additions during the period	619	766	1,217	1,342	1,439
(-) Upgrade	105	181	180	157	322
(-) Recoveries	222	271	290	116	454
(-) Write Offs	465	542	527	759	671
Closing Balance	2,728	2,902	3,131	2,911	2,602
Gross NPA (%)	4.40%	4.84%	5.40%	4.99%	4.34%
Net NPA	807	1,076	1,200	1,137	1,241
Net NPA (%)	1.34%	1.85%	2.14%	2.01%	2.12%
PCR	70.4%	62.9%	61.7%	60.9%	52.3%
Slippage Ratio	1.07%	1.37%	2.15%	2.29%	2.57%
Net Slippages	292	313	747	1,069	663
Net Slippage Ratio	0.50%	0.56%	1.32%	1.82%	1.18%
Net Restructured %	2.69%	3.00%	3.35%	1.80%	1.41%

• Net Security Receipts as a percentage of total advances at 0.25%

### Asset Quality – NPA Position Improves QoQ

	Gross M	NPA by business s	segment —		
Business segment	March 31, 2022	Dec 31, 2021	Sep 30, 2021	June 30, 2021	Mar 31, 2021
Wholesale	1,044	1,010	1,085	1,070	1,109
Retail	1,684	1,892	2,046	1,841	1,493
Business Loans	378	353	363	472	285
Credit Cards	325	388	574	520	702
Micro-Banking	737	895	839	584	267
Retail Agri	147	158	157	140	127
Others	97	98	114	124	112
Total	2,728	2,902	3,131	2,911	2,601

Net NPA by business segment

Business segment	March 31, 2022	Dec 31, 2021	Sep 30, 2021	June 30, 2021	Mar 31, 2021
Wholesale	290	370	451	509	545
Retail	516	706	749	628	696
Business Loans	192	197	207	259	165
Credit Cards	104	150	239	128	254
Micro-Banking	89	225	162	98	133
Retail Agri	86	93	95	94	86
Others	44	40	47	50	58
Total	807	1,076	1,200	1,137	1,241

### Loan Provisions & Restructured Advances on 31<sup>st</sup> March 2022

Loan Provisions Breakup					
Particulars	As of 31 <sup>st</sup> March 2022	For Q4 FY22			
NPA Specific Provision (towards PCR)	1,735	369			
Additional provision on Micro- Banking (towards PCR)	187	187			
SMA Provision (outside PCR)	-	(134)			
Restructured Provision (outside PCR)	377	107			
Standard Provision (outside PCR)	299	3			
Recovery on written off accounts	-	(142)			
Total	2,598	392			

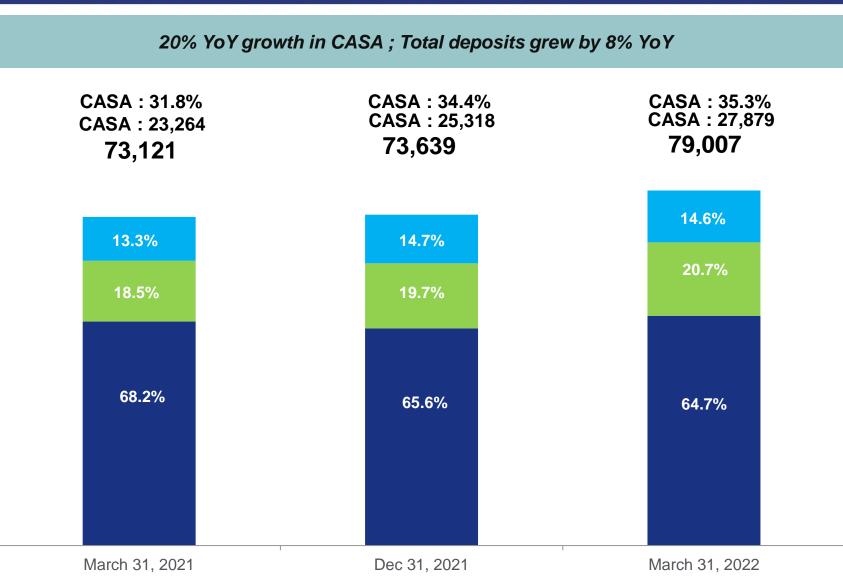
#### **Restructured Advances by business segment**

Business segment	Gross	Net
Wholesale	343	308
Retail	1,621	1,306
Business Loans	1,154	1,004
Credit Cards	174	155
Micro-Banking	294	147
Total	1,964	1,614

Particulars	March 31, 2022	Dec 31, 2021	March 31, 2021
Tier 1 Capital Funds*	12,301	12,060	12,301
Tier 2 Capital Funds	470	623	637
Total Capital Funds*	12,771	12,683	12,938
Total RWA	75,909	76,510	73,948
Tier 1 CRAR*	16.2%	15.8%	16.6%
Total CRAR*	16.8%	16.6%	17.5%
RWA/Total Assets	71.5%	75.1%	73.5%

• Tier 1 and Total Capital Funds for interim financial periods has been computed after including interim results for better comparison

### **CASA & Total Deposits - Healthy Growth YoY**



Savings Account

Current Account

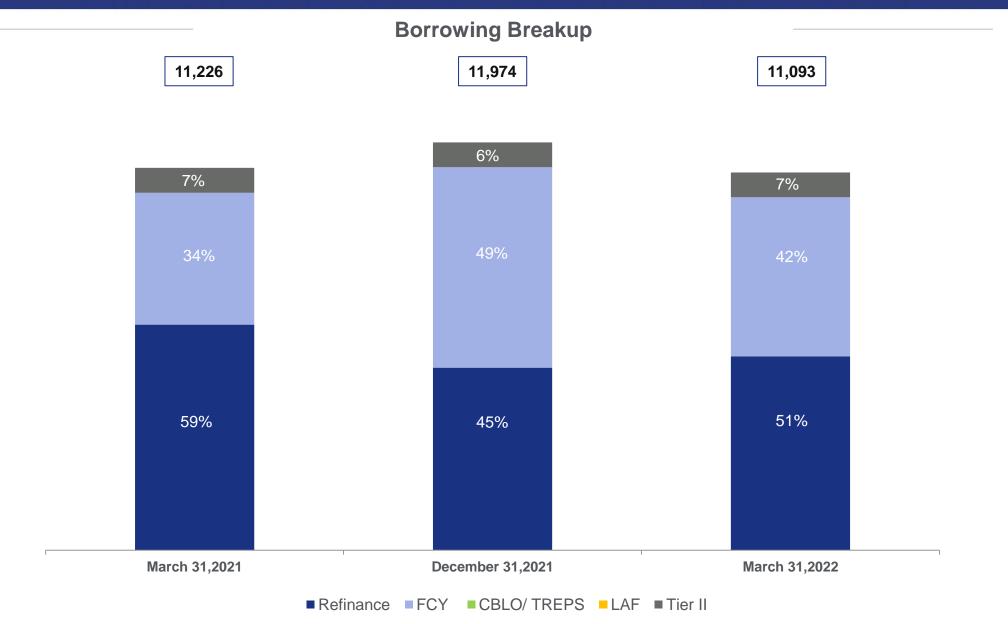
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Term Deposits

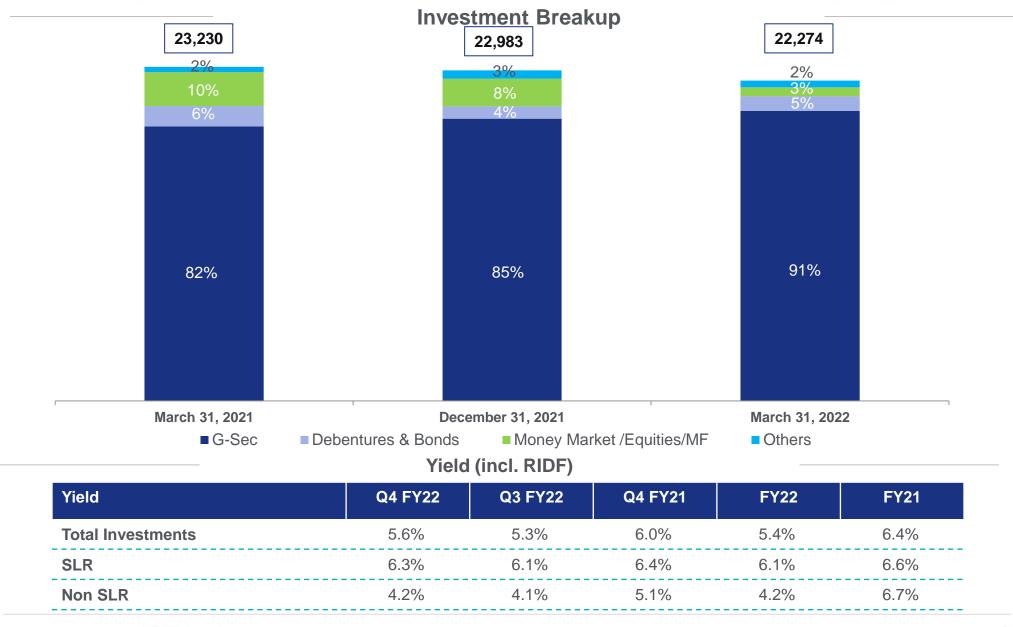
## Deposits, Liquidity and Cost Trends

De	clining	Cost of	f Funds	and Co	ost of D	eposits	Surplus Liquidity Position
12.29%	11.46%	11.22%	11.62%	11.31%	11.26%	12.22%	10.841 12,376 11,984 14,993 16,553 12,762 15,858
6.02%	5.76%	5.54%	5.27%	5.10%	4.82%	4.81%	171% 164% 154% 134% 155% 146% 138%
5.98%	5.71%	5.45%					
	0.7170	<b>J.4J</b> /0	5.20%	5.01%	4.76%	4.75%	80% 90% 90% 100% 100% 100% 100%
Sep 30, 2020	,	March 31, 2021	June 30, 2021	Sep 30, 2021	Dec 31, 2021	March 31, 2022	Sep 30, Dec 31, March June 30, Sep 30, Dec 31, March 2020 2020 31, 2021 2021 2021 2021 31, 2022
<b>—</b> Y	lield on Adv	Ivances -	-Cost of F	Funds —	-Cost of D	eposits	
							LCR Requirement     LCR maintained
							Surplus Liquidity (Rs. crore)
		C	ASA Rat	tios			Share of Retail Deposits
31.1%	31.1%	31.8%	33.7%	35.4%	34.4%	35.3%	22,189 24,413 27,236 29,505 31,421 27,889 30,717
			31.2%	33.7%	36.0%	31.9%	
28.7%	29.5%	29.4%	31.270			J 1 J /U	34.4% 36.3% 37.2% 39.6% 41.6% 37.9% 38.9%
Sep 30,				, Sep 30,			Sep 30, Dec 31, March June 30, Sep 30, Dec 31, March
2020	2020	31, 2021		2021	2021	31, 2022	2020 2020 31, 2021 2021 2021 2021 31, 2022
	-CAS	SA Ratio	-Av	verage CA	ASA Ratio	)	Retail to Total Deposits
							Retail Deposits as per LCR (Rs. crore)

### **Borrowing Lower QoQ**

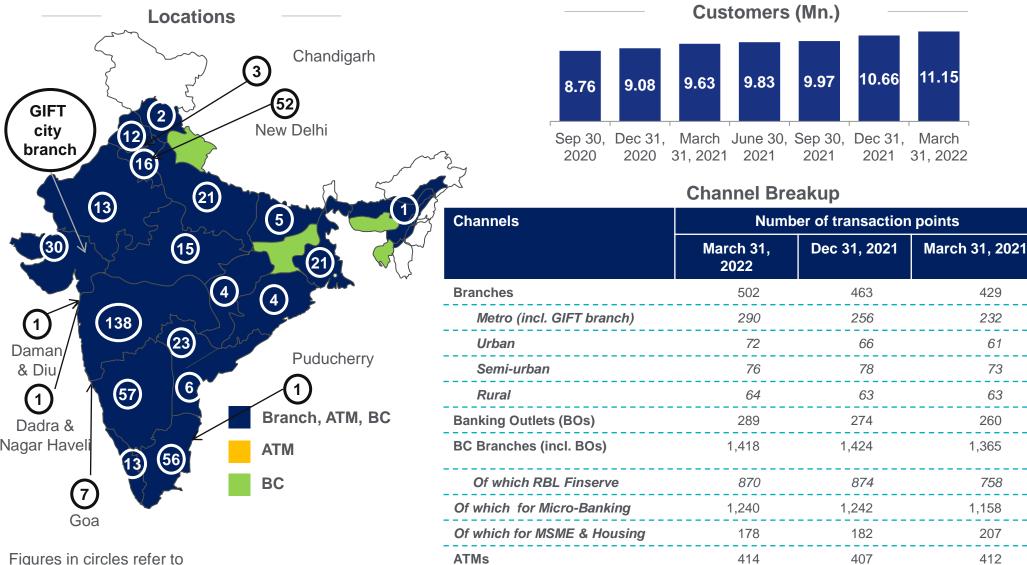


### **Investment Book**



# **Distribution Network**

### **Our Growing, Multi-Layered Distribution Network**

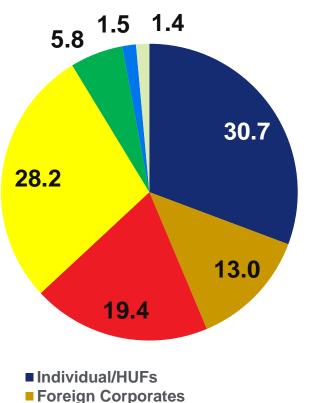


number of branches in given state/union territory

## Shareholding Pattern & Ratings

## **Diversified Shareholding & Strong Rating Profile**

Shareholding by category (%) -



VCF/MF/Pension Funds/Insurance

- FPI
- Body Coporates
- NRIs
- Others Total Foreign holding – 42.7%. Approved limit – 74%

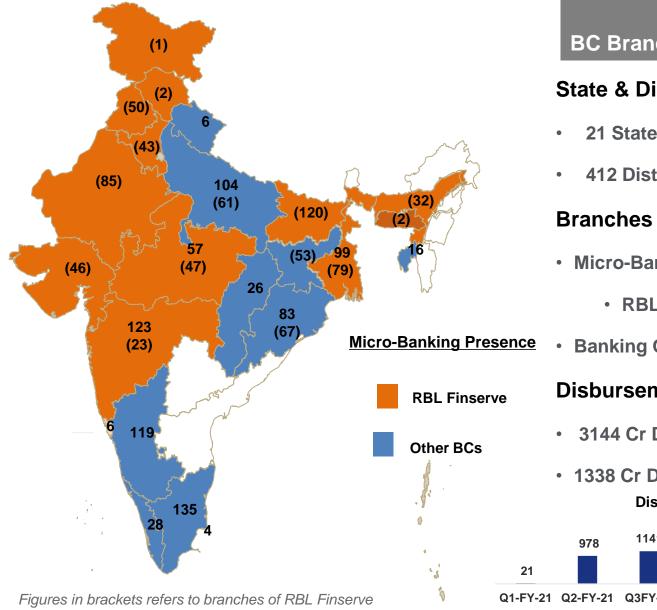
Ratings	S
Instrument	Rating
Basel III compliant Tier II bonds	ICRA AA-& (Retained dated Feb 9, 2022)
	CARE AA- (Stable) (Re-affirmed dated Oct 6, 2021)
Certificate of Deposits	ICRA A1+ (Re-affirmed dated Feb 9, 2022)
Medium term fixed deposit programme	ICRA MAA& (Retained dated Feb 9, 2022)
Short term fixed deposit	ICRA A1+

Short term fixed deposit programme

ICRAA1+ (Re-affirmed dated Feb 9, 2022)

**Micro-Banking Update** 

# **Micro-Banking Distribution Network**



BC Branches Opened in FY-22:49

### State & District Presence:

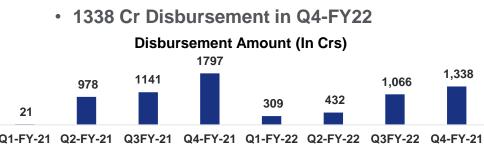
- 21 States and 2 Union Territory
- **412 Districts**

### **Branches:**

- Micro-Banking Branches : 1,240
  - RBL Finserve Branches: 711
- Banking Outlets: 289



**3144 Cr Disbursement in FY22** 



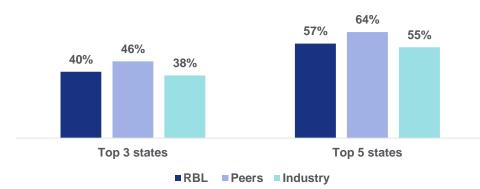
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# **Micro-Banking - Portfolio Concentration**



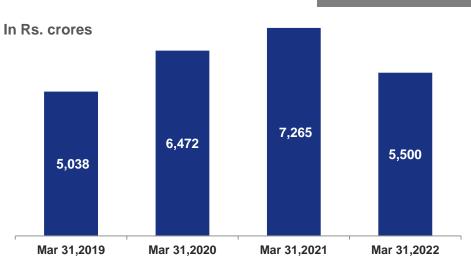
Top-3 & Top-5 Portfolio Contribution



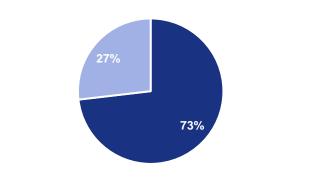


State Name	% of Portfolio Mar'22	% of Portfolio Dec'21	% of Portfolio Mar'21	% of Portfolio Mar'20	% of Portfolio Dec'20	
Bihar	18.9%	15.7%	12.8%	14.7%	12.6%	
Rajasthan	14.7%	13.0%	10.9%	7.3%	8.5%	
Uttar Pradesh	11.2%	9.9%	7.8%	3.4%	6.3%	
Tamil Nadu	9.2%	11.2%	13.0%	13.4%	13.6%	
Karnataka	6.4%	7.7%	9.0%	8.8%	8.6%	
Haryana	5.7%	4.8%	3.8%	3.9%	3.7%	
Maharashtra	5.3%	6.8%	8.4%	10.7%	9.6%	
West Bengal	4.9%	6.2%	7.2%	8.5%	8.4%	
Gujarat	4.8%	4.3%	3.2%	3.1%	3.1%	
Madhya Pradesh	4.7%	4.9%	5.1%	4.9%	5.0%	
Odissa	4.0%	4.5%	5.3%	6.2%	5.9%	
Jharkhand	3.1%	2.9%	3.0%	2.1%	2.9%	
Punjab	2.9%	3.2%	3.6%	4.6%	4.3%	
Kerala	1.2%	1.4%	1.6%	1.5%	1.5%	
Uttarakhand	0.6%	0.6%	0.7%	0.8%	0.7%	
Chhattisgarh	0.6%	0.8%	1.3%	1.7%	1.4%	
Assam	0.5%	1.2%	1.9%	2.8%	2.4%	
Tripura	0.4%	0.4%	0.5%	0.5%	0.5%	
Puducherry	0.3%	0.1%	0.4%	0.4%	0.5%	
Goa	0.3%	0.3%	0.4%	0.6%	0.5%	
Himachal Pradesh	0.1%	0.0%	0.0%	0.0%	0.0%	
Meghalaya	0.0%	0.0%	0.1%	0.1%	0.1%	
Jammu & Kashmir	0.0%	0.0%	0.0%	0.0%	0.0%	
Grand Total	100.0%	100.0%	100.00%	100.00%	100.0%	

## Portfolio growth driven by new customers, ticket size growth moderate

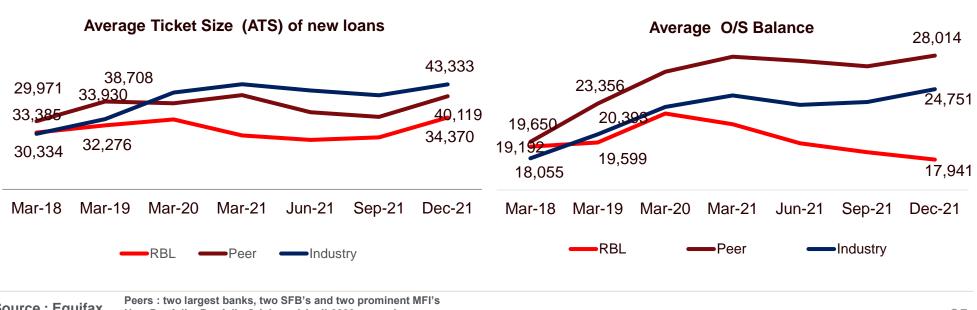


### 3.10 Mn active loan accounts



**Portfolio Composition** 

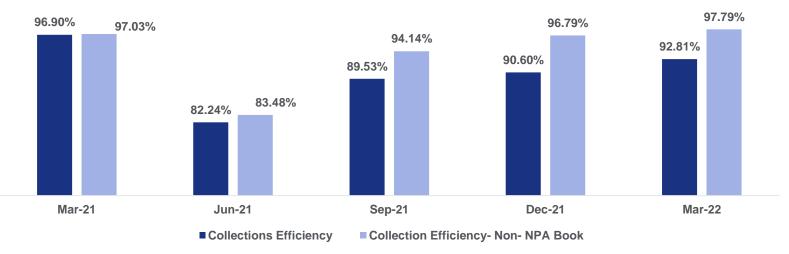
New-Book-Post COVID Old-Book-Pre-COVID



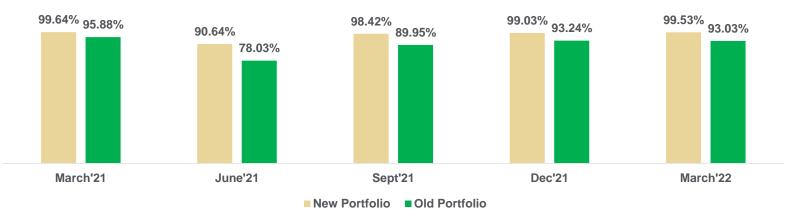
New-Portfolio: Portfolio Originated April-2020 onwards Old Portfolio: Portfolio Originated till March-2020

# **Collections Efficiency**

### **Collection-Efficiency**

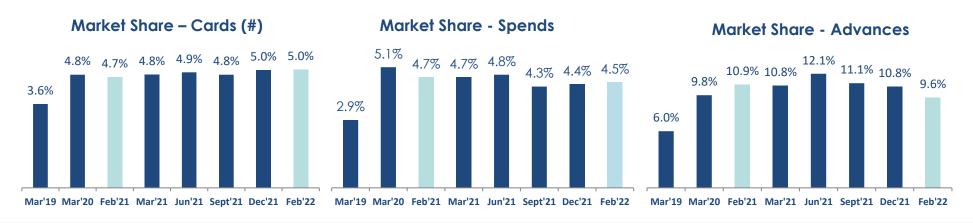


### **Collection Efficiency- Non-NPA Book**



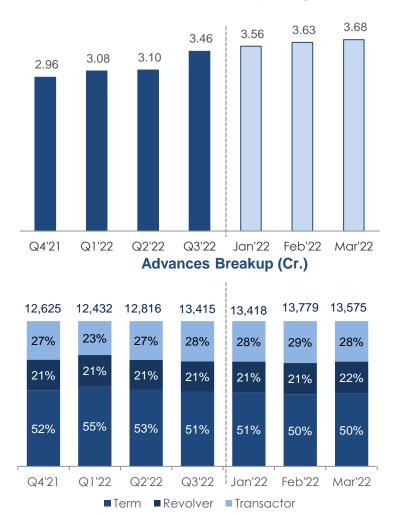
**Credit Card Update** 

	Feb	'21	Feb'22			
	RBL	Industry	RBL	Industry		
CIF	2.9 M	61.6 M	3.6 M ▲ 25%	71.7 M ▲ 16%		
Spends	2,864 Cr	60,357 Cr	3,867 Cr ▲ 35%	86,305 Cr ▲ 43%		
Advances	12,719 Cr	1,16,290 Cr	13,807 Cr ▲ 9%	1,44,003 Cr ▲24%		



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# **Credit Cards - Portfolio Trends**



Cards in Force (Million)



**Acquisition (Million)** 





# **Credit Cards - Portfolio Trends**



Consumer Loans ('000)



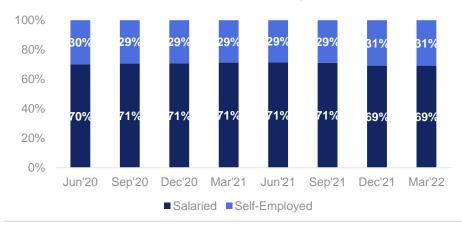
### E-com Spend Share



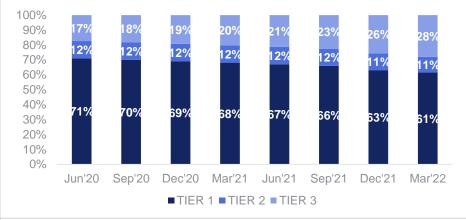
### **Retail spends Increased YoY and QoQ**

# Retail Spend parameter are measured as of qtr end

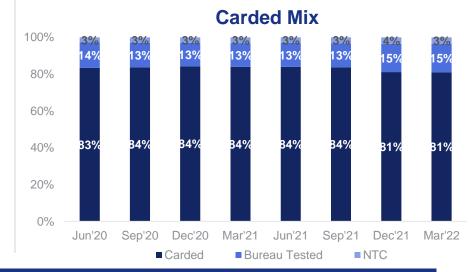
# **Credit Cards – Customer Segment insights**



### Salaried : Self Employed (SE) mix

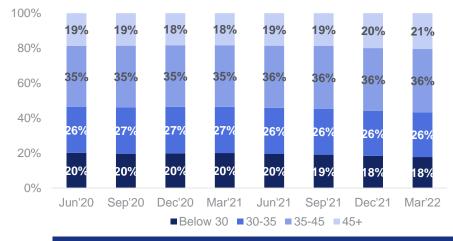


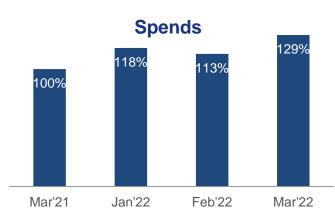




### Bias towards safer segments. Contribution of Tier 3 higher in new acquisition

Age Group Mix





### Spend Impact and Recovery

### - Mar'22 Spends has been all time high

### #Spend Type

<u>Daily</u>: Grocery/Stores, Telecom, Utility, Education, Health & Insurance, Wallet Load, Fuel & Cab

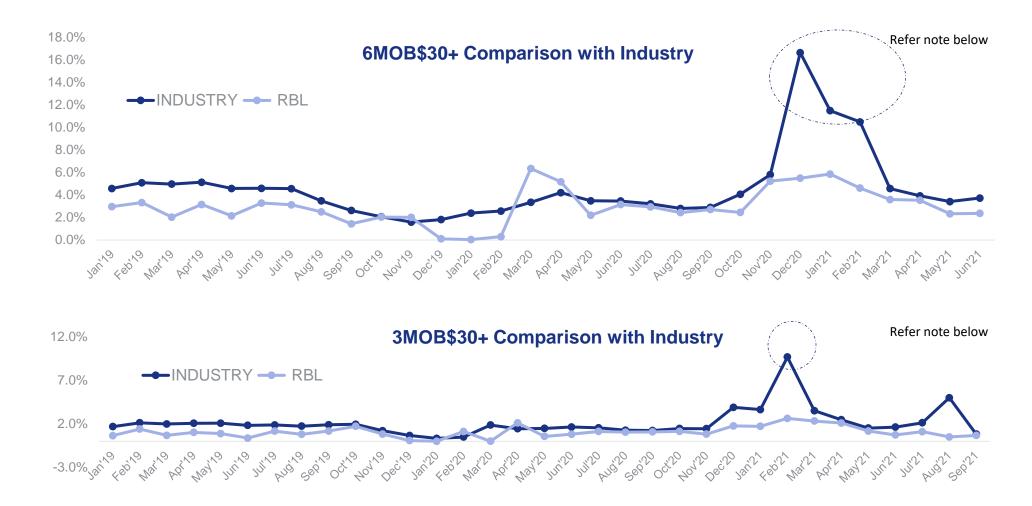
<u>Discretionary:</u> Lifestyle & Apparel, Dining & Food Delivery, Entertainment, Durables

<u>Travel</u>: Hotel, Travel Agency, Airlines, Railway etc

### Spends by category

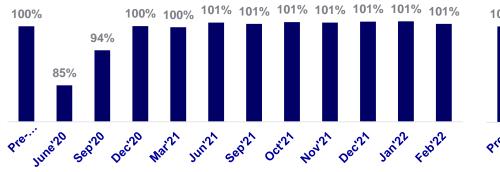
Spend Type	Mar'21	Jun'21	Sept'21			Spend Indexed (Mar'22 vs Mar'21)			
Daily	76%	80%	79%	79%	79%	1.08			
Ecom	53%	57%	60%	64%	61%	1.24			
POS	47%	43%	40%	36%	39%	0.90			
Discretionary	20%	16%	16%	17%	17%	0.87			
Ecom	21%	31%	23%	22%	23%	0.95			
POS	79%	69%	77%	78%	77%	0.85			
Travel	4%	4%	5%	4%	4%	1.03			
Ecom	61%	52%	63%	63%	65%	1.10			
POS	39%	48%	37%	37%	35%	0.93			
Total	100%	100%	100%	100%	100%	1.04			
Ecom*	47%	53%	54%	57%	55%	1.21			
POS*	53%	47%	46%	43%	45%	0.89			
* Spends are exclusive of Corporate spends									

# Credit Cards – tighter control on new bookings resulting in delinquencies in line with industry.



Note : In the bureau, higher uptick seen in industry delinquency rates in Dec'20-Feb'21 period on account of a likely data submission issue by a large card issuer. If we remove that, the industry and RBL numbers are in line with each other.

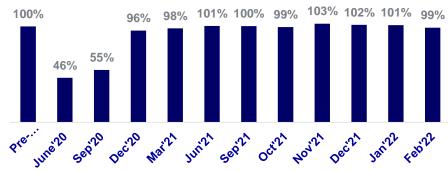
# **Collection Efficiency**



**Resolution Rate Bucket-2** 

### **Resolution Rate Bucket-0**

### **Resolution Rate Bucket-1**

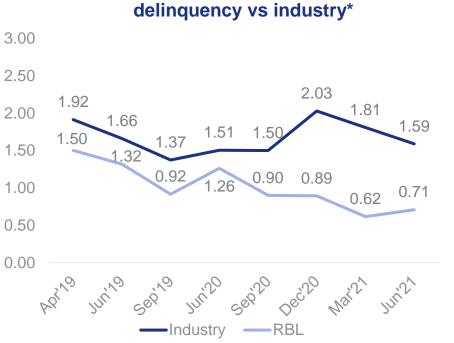


### **Resolution Rate Bucket-3**



**Collection Efficiency for Delinquent buckets significantly above Pre-covid levels** 

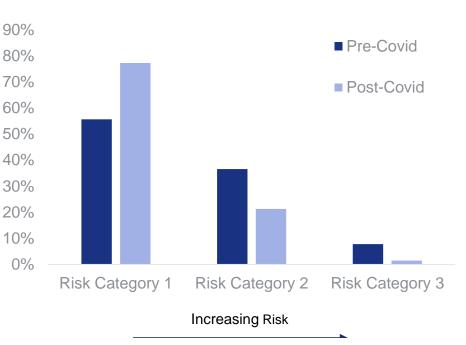
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# Lower value @ risk for same number

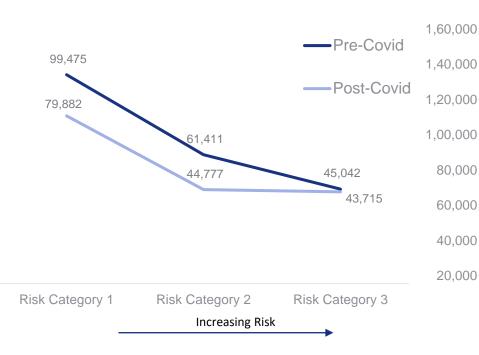
Sharper exposure management across risk bands leading to lower value at risk for same number delinguency.

Measured as Ratio of 6 MOB 30+ (\$) / 6 MOB 30+ (#)



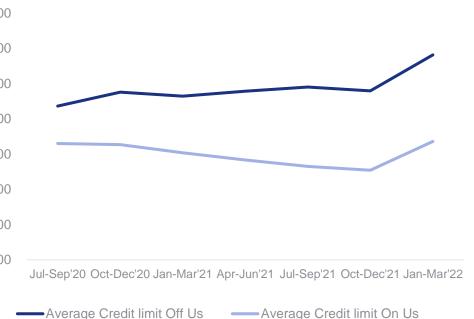
### Higher proportion of low risk clients

Significantly tighter risk filters – higher proportion of lower risk.



### **Prudent Credit limit assignment**

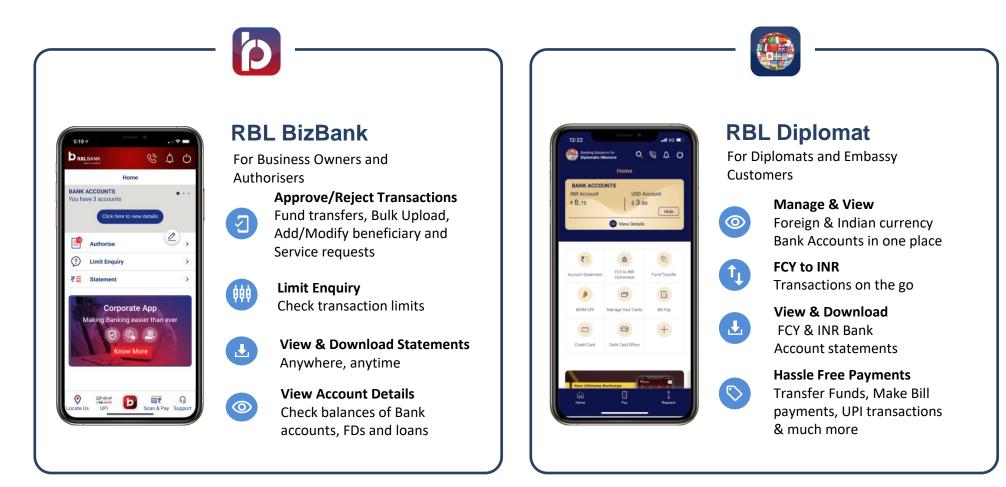
### Average Credit Limit for new customers



### Reduction in exposure through conservative limit assignment on new cards – reducing value at risk

### Limit assignment much lower than other cards held by the customer – build up exposure basis risk profile post six months

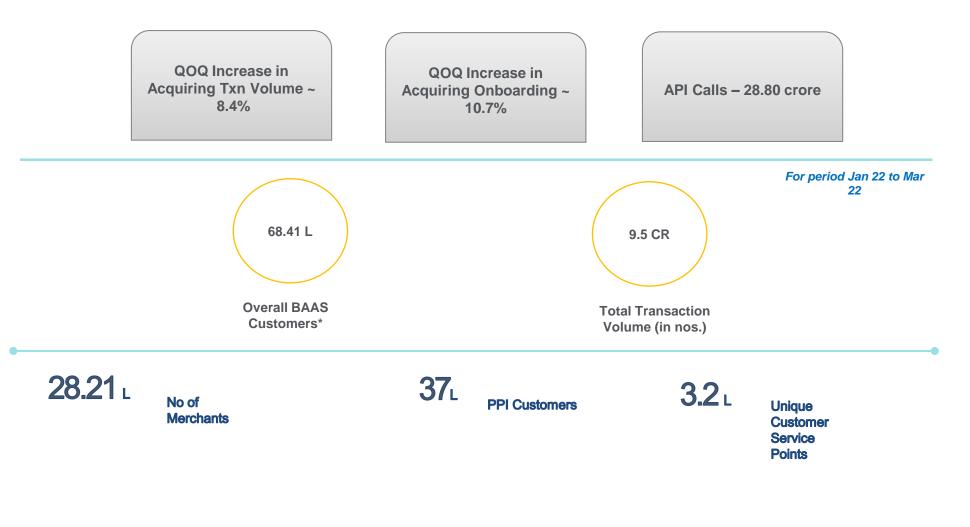
**Digital Banking Update** 



Payments Business Update

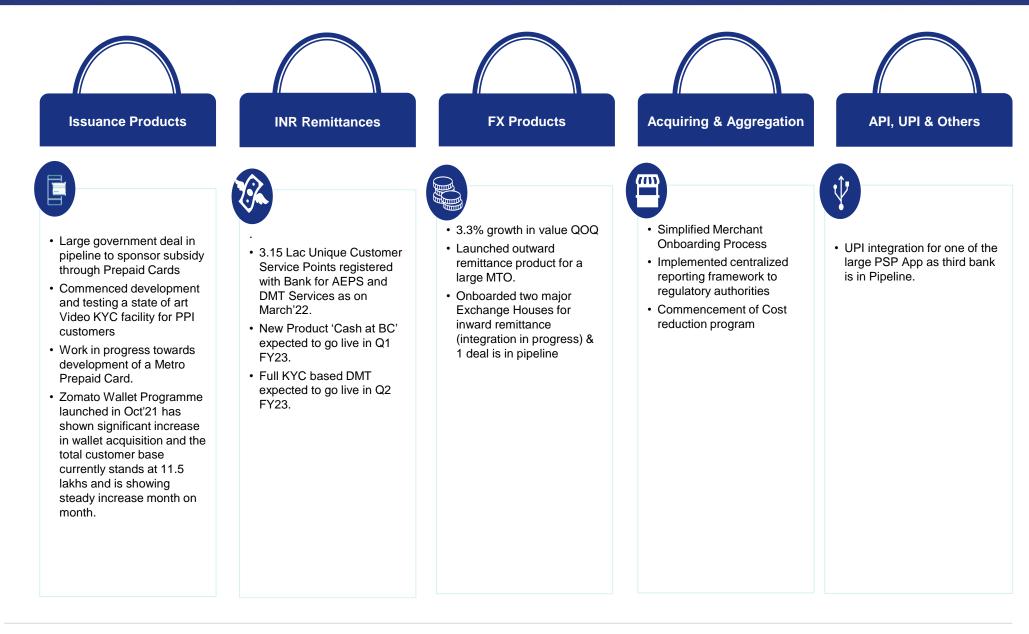


# Our Continual market standing in the digital space...



\* Overall number of Payment Aggregator, Wallet holders, AEPS and DMT CSPs.

# Deepening our digital footprint...



# Marketing Update

# **Key Highlight for Q4 FY22**



Awarded Best Data Analytics Project for 'Rural Vehicle Finance' at The Asset Triple A Digital Awards 2022

# Annexures

# **Board of Directors**



### Mr. Prakash Chandra

Non – Executive Independent Director (Part Time Chairman) Previously, Chairman of Central Board of Direct Taxes (CBDT)



### Ms. Veena Mankar

Non-Executive Non Independent Director Currently, Chairman of RBL Finserve Ltd. Previously, Founder of Swadhaar Finserve Pvt. Ltd. And Swadhaar FinAccess



### Mr. Ishan Raina

Non-Executive Independent Director Previously, Founder of Out of Home (OOH) India, Associated with J. Walter Thompson (JWT) and Lintas Advertising



### Dr. Somnath Ghosh

Non-Executive Independent Director Retired Professor and Founding Dean (Academics) from Indian Institute of Management Kashipur



### Mr. Manjeev Singh Puri

Non-Executive Independent Director Former Indian Diplomat, former Ambassador to the European Union, Belgium, Luxembourg, Nepal and United Nations



### Mr. Vishwavir Ahuja

Proceeded on leave Previously, Managing Director & Country Executive Officer of Bank of America for Indian Sub-continent



### Mr. Rajeev Ahuja

Interim Managing Director and CEO Previously, associated with Citibank India, Bank of America, India and Bankers Trust Company



### Mr. Vijay Mahajan Non-Executive Non Independent Director

Non-Executive Non Independent Director Previously, Founder of Basix Social Enterprise Group



### Ms. Ranjana Agarwal Non-Executive Independent Director

Founder and managing partner of Vaish & Associates, Chartered Accountants



Mr. Vimal Bhandari Non-Executive Non Independent Director Executive Vice Chairman and CEO with Arka Fincap Limited (AFL



### Mr. Chandan Sinha

Non-Executive Independent Director Previously, Executive Director, RBI. Career – Central Banker for 35 years



### Mr. Yogesh Dayal

Additional Director (Appointed by RBI) A career Central Banker with 25 years of experience with RBI. Currently Chief General Manager and in charge of Department of Communications, RBI.

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# Professional and Experienced Leadership Team



### Mr. Rajeev Ahuja

Managing Director and CEO (Interim) Previously, associated with Citibank India, Bank of America, India and Bankers Trust Company (35)



### Mr. R. Gurumurthy

Head – Governance

Previously, associated with Standard Chartered Bank, Bank of America, Credit Lyonnais and State Bank of India with leadership roles in India and Asia-Pacific region (36)



### Mr. Jaideep lyer

Head - Strategy Previously, Group President and Deputy CFO – Yes Bank



### Mr. Harjeet Toor

Head - Retail, Inclusion and Rural Business Previously, associated with Bank of America, ABN AMRO Bank and Fullerton India Credit Company

(27)



### Mr. Sankarson Banerjee

Chief Information Officer Previously, Chief Technology Officer, National Stock Exchange (24)

Figures in brackets are years of work experience in financial services



### Mr. Vishwavir Ahuja

Proceeded on leave

Managing Director & Country Executive Officer of Bank of America for Indian Sub-continent from 2007-2009 (38)



### Mr. Brijesh Mehra

Head – Corporate, Institutional & Transaction Banking Previously, Country Manager, Royal Bank of Scotland N.V. and prior to that associated with Grindlays Bank Public Limited Company (35)



### Ms. Shanta Vallury Gandhi Head - HR, CSR & Internal Branding

Previously, Vice President of Acquisitions and Partnerships Division in American Express Bank Ltd (Gurgaon) (29)



### Mr. Surinder Chawla

Head –Branch Banking Previously, associated with Standard Chartered Bank, ABN Amro Bank and HDFC Bank (29)



### Mr. Deepak Kumar

Chief Risk Officer Previously, associated with State Bank of India and member of RBI committees (37)

# Professional and Experienced Leadership Team (Contd.)



Mr. Bhavtaran Singh (Sunny) Uberai Head – Client Services Previously, associated with ABN Amro Bank and Arete Financial Partners, Singapore



(35)

(35)

Mr. Pankaj Sharma Chief Operations Officer Previously, Head Retail Operations, Axis Bank



Mr. Sanker Parameswaran Head - Legal Previously, associated with ICICI Bank, Indian Hotels, Amway India



Mr. Deepak Gaddhyan Chief Credit Officer (Wholesale) Previously, associated with ICICI Bank, Yes Bank



Mr. Prakash Gupta

Chief Compliance Officer Previously, associated with Barclays, Credit-Suisse and Rabobank (26)



Mr. N Hari Prakash

Head – Enterprise Risk

ICICI Bank and HDFC Bank

Mr. R. Rajagopalan Head – Internal Audit Previously, associated with HDFC Bank, Kotak Mahindra Bank (30)

Previously, associated with RBS Plc. India, ABN Amro Bank N.V.,



### Mr. Anand Bagri

Head – Domestic Markets Group Previously, associated with Axis Bank

(20)



### Mr. Amrut Palan

Chief Financial Officer

Previously, associated with Citibank, HSBC, ING Vysya, Kotak Mahindra Bank and Airtel Payments Bank (25)



Mr. Vijay Anandh Chief Credit Officer - Retail Previously, associated with Barclays Finance, ICICI Bank

Figures in brackets are years of work experience in financial services

(21)

(27)

(30)

(25)

# Profit & Loss Statement

Particulars	Q4 FY22	Q4 FY21	Q3 FY22	FY22	FY21
Income					
Interest Earned	2,131	1,965	2,044	8,176	8,329
Interest Expended	1,000	1,059	1,034	4,149	4,541
Net Interest Income	1,131	906	1,010	4,027	3,788
Other Income	511	549	583	2,341	1,884
Total Income	1,643	1,455	1,593	6,367	5,672
Expenditure					
Operating Expenses	985	718	963	3,622	2,755
Employee Cost	279	207	253	1,002	845
Premises Cost	119	90	111	431	360
Depreciation	45	41	41	164	158
Other Operating Expenses	543	380	558	2,025	1,391
Operating Profit	657	737	631	2,745	2,917
Provisions	401	627	424	2,860	2,228
On advances	392	614	403	2,804	2,225
On others	9	12	21	57	3
Profit Before Tax	257	110	207	(115)	689
Тах	59	35	51	(40)	181
Profit After Tax	198	75	156	(75)	508

# **Balance Sheet Statement**

Particulars	March 31, 2022	Dec 31, 2021	March 31, 2021
Liabilities			
Capital	600	599	598
Reserves and Surplus	12,019	11,814	12,065
Deposits	79,007	73,639	73,121
Borrowings	11,093	11,974	11,226
Other Liabilities	3,491	3,877	3,641
Total	106,209	101,903	100,651
<u>Assets</u>			
Cash & Balances with RBI	13,111	10,957	6,705
Balances with other banks	4,437	3,516	6,720
Investments (Net)	22,274	22,983	23,230
Advances (Net)	60,022	58,141	58,623
Fixed and Other Assets	6,365	6,307	5,373
Total	106,209	101,903	100,651

# Consolidated Profit & Loss Statement

Particulars	Q4 FY22	Q4 FY21	Q3 FY22	FY22	FY21
Income					
Interest Earned	2,201	2,058	2,107	8,445	8,676
Interest Expended	1,000	1,059	1,034	4,148	4,539
Net Interest Income	1,201	999	1,073	4,297	4,136
Other Income	513	551	584	2,352	1,875
Total Income	1,714	1,550	1,657	6,648	6,011
Expenditure					
Operating Expenses	1,090	811	1,060	3,994	3,071
Employee Cost	355	293	336	1,310	1,122
Premises Cost	125	58	117	456	380
Depreciation	49	44	45	180	170
Other Operating Expenses	560	416	562	2,048	1,399
Operating Profit	624	739	596	2,654	2,940
Provisions	401	627	424	2,860	2,228
On advances	392	614	403	2,804	2,225
On others	9	12	21	57	3
Profit Before Tax	224	112	172	(207)	712
Тах	59	36	51	(40)	183
Profit After Tax	165	76	122	(166)	529

# **Consolidated Balance Sheet Statement**

Particulars	March 31, 2022	Dec 31, 2021	March 31, 2021
Liabilities			
Capital	600	599	598
Reserves and Surplus	11,931	11,759	12,068
Deposits	79,006	73,637	73,055
Borrowings	11,098	11,975	11,226
Other Liabilities	3,528	3,899	3,672
Total	106,163	101,870	100,619
<u>Assets</u>			
Goodwill on Consolidation	41	41	41
Cash & Balances with RBI	13,111	10,957	6,705
Balances with other banks	4,446	3,524	6,738
Investments (Net)	22,129	22,838	23,085
Advances (Net)	60,005	58,141	58,623
Fixed and Other Assets	6,431	6,370	5,428
Total	106,163	101,870	100,619

# Our History

Particulars	FY 11	FY 12	FY 13	FY 14	FY 15	FY 16	FY 17	FY 18	FY19	FY20	FY21	FY22
Net Worth	1,075	1,131	1,594	2,012	2,224	2,960	4,242	6,544	7,336	10,290	12,254	12,006
Deposits	2,042	4,739	8,341	11,599	17,099	24,349	34,588	43,902	58,394	57,812	73,121	79,007
Advances (Net)	1,905	4,132	6,376	9,835	14,450	21,229	29,449	40,268	54,308	58,019	58,623	60,022
Investments (Net)	892	2,334	5,571	6,518	9,792	14,436	13,482	15,448	16,840	18,150	23,230	22,274
Net Profit	12	66	92	93	207	292	446	635	867	506	508	(75)
CRAR (%)	56.4	23.2	17.1	14.6	13.1	12.9	13.7	15.3	13.5	16.4	17.5	16.8
Gross NPA (%)	1.12	0.80	0.40	0.79	0.77	0.98	1.20	1.4	1.38	3.62	4.34	4.40
Net NPA (%)	0.36	0.20	0.11	0.31	0.27	0.59	0.64	0.78	0.69	2.05	2.12	1.34
Business per employee	4.4	6.7	7.9	7.7	9.1	11.8	13.1	15.9	19.3	16.0	16.9	15.0
No. of employees	907	1,328	1,859	2,798	3,465	3,872	4,902	5,300	5,843	7,221	7,816	9,257
Return on Assets (%)	0.53	1.33	1.05	0.66	1.02	0.98	1.08	1.21	1.27	0.59	0.54	(0.07)
Return on Equity (%)	1.7	5.9	6.73	5.44	9.58	11.32	11.67	10.95	12.15	5.74	4.35	(0.60)

# Thank you

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Please email us your contact details at the above id to get added to our investor relations mailing list

Please visit our Investor Relations website - https://ir.rblbank.com/