

Ref. No.: AUSFB/SEC/2023-24/33

Date: April 25, 2023

To,

National Stock Exchange of India Ltd. Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra (East), Mumbai 400051, Maharashtra. NSE Symbol: AUBANK	BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai 400001, Maharashtra. Scrip Code: 540611, 958400, 974093, 974094 and 974095
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Dear Sir/Madam,

Sub: Press Release and Presentation to Investors on Audited Financial Results of AU Small Finance Bank Limited ("the Bank") for the Quarter and Financial Year ended on March 31, 2023

In continuation to our intimation for Conference Call to discuss Financial Results of the Bank for the Quarter and Financial Year ended on March 31, 2023 vide letter dated April 10, 2023 and pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we submit herewith the Press Release and Investors Presentation on the Audited Financial Results of the Bank for the Quarter and Financial Year ended on March 31, 2023.

The Press Release and Investors Presentation may also be accessed on the website of the Bank at the link: <https://www.aubank.in/investors/quarterly-reports>.

Further, the audio/video recordings and transcript of the Conference call shall also be made available at the above link within the prescribed timelines.

This is for your information and records.

Thanking You,

Yours faithfully,

For AU SMALL FINANCE BANK LIMITED

Manmohan Parnami
Company Secretary and Compliance Officer
Membership No.: F9999
investorrelations@aubank.in

Encl: As above



AU Small Finance Bank Limited

Head Office - Bank House, Mile 0,
Ajmer Road, Jaipur, Rajasthan, 302001

Corporate Office - 5th Floor, E-Wing, Kanakia Zillion
LBS road, Kurla West, Mumbai, Maharashtra, 400070

Website - www.aubank.in

For Immediate Release

AU Bank delivers strong result on all parameters – Deposits grow 32% YoY, Advances grows 26% YoY and full year Profit grows 26% YoY to ₹ 1,428 Cr supported by strong growth of 37% YoY in Net Interest Income; Highest ever quarterly profit of ₹ 425 Cr in Q4'FY23; Asset quality robust with GNPA reduced to 1.66% and net NPA at 0.42%;

Bank declares Dividend of Rs. 1/- per equity share (10% of face value) for FY23

- **Profitability** – Net profit for Q4'FY23 was up 23% YoY at ₹ 425 Cr; full year FY23 PAT at ₹ 1,428 Cr; RoA for Q4'FY23/FY23 at 2.0%/1.8% and RoE at 15.8%/15.4%
- **RBI approves re-appointment of**
 - Chairman Mr. R V Verma for his residual tenure till Jan'24
 - MD & CEO Mr. Sanjay Agarwal for the period of 3 years
 - ED, Mr. Uttam Tibrewal for the period of 3 years
- **RBI grants the Bank Authorised Dealer Category – I (AD Cat-I) license** for offering Forex and cross-border trade related services
- **Dividend** - The Board has further recommended a dividend of Rs. 1/- per equity share (10% of face value) for the year ended March 2023
- **Addition of Independent Directors** - Bank further strengthened and expanded its Board with the addition of 3 independent directors during the year taking the total Board strength to 10 directors with 8 of them being independent directors including 2 women directors
- **Deposits** grows 32% YoY to ₹ 69,365 Cr; CASA deposits grow by 36% YoY to reach ₹ 26,660 Cr; CASA ratio at 38.4% and CASA + Retail deposit at 69%
- **Balance Sheet crosses ₹ 90,000 Cr**
- **Asset quality** improved further Gross NPA reduced by 15 bps to 1.66% and net NPA at 0.42%
- **Provisioning** strengthened further with Provision Coverage Ratio (PCR) at 75%; PCR including technical write-off at 78%
- **Contingency provision** now at ₹ 90 Cr; floating provision maintained at ₹ 41 Cr and provisions for standard restructured assets at ₹ 116 Cr
- **Bank opened** 108 new touchpoints in FY23, taking the total physical network to 1,027 touchpoints across 21 States and 3 Union Territories

Mumbai/Jaipur 25th April 2023: The Board of Directors of AU Small Finance Bank Limited at its meeting held today, approved the financial results for the quarter and year ended March 31, 2023.

Executive Summary

The Bank has navigated the first 6 years of its Banking operations relatively well despite the macro headwinds like Demonetization, GST implementation, NBFC & private Banking events and COVID-19 pandemic and during this period, the Bank has delivered a consistent performance with Deposits growing at a CAGR of 54%, Advances growing at a CAGR of 35% and Balance Sheet growing at a CAGR of 37% respectively for the period from FY18 to FY23.

FY23 was a year of uncertain macro and global headwinds with tighter liquidity and higher inflation leading to significant increase in interest rates and stronger competition for deposits. Amidst this challenging and unsettled environment, the **Bank continued to deliver a consistent and strong performance across parameters** while continuing to progress on the journey of building a **standardized, scalable and sustainable** banking franchise across deposits, assets and digital banking.

1. Financial Highlights

Full year FY2023 highlights

Business

- Bank's total balance sheet grew by 31% YoY to ₹ 90,216 Crore
- Deposits grew by 32% YoY to ₹ 69,365 Cr; CASA at 38.4% as against 37.3% as on 31st Mar'22
- Cost of Funds increased by 1 bps YoY to 5.96%
- 88% of loan book is retail in nature and 92% of loan book is secured
- Ratio of fixed rate to floating rate loans has decreased to 66:34, from 74:26 as on Mar'22

Profitability

- Total income stood at ₹ 9,240 Crore, up 34% YoY; NII at ₹ 4,425 Crore, up 37% YoY
- Net profit for the full year FY23 is at ₹ 1,428 Crore, up 26% YoY
- NIM for FY23 was maintained at 6.1% (including assigned/securitized book)
- ROA stood at 1.8% and ROE at 15.4% even as we continue to invest significantly in people, digital, branding, products and distribution to build a future ready bank

Asset quality

- Bank's Asset quality improved significantly with GNPA at 1.66% in Mar'23 vs 1.98% in Mar'22
- Net NPA stood at 0.42% of net advances in Mar'23 vs 0.50% in Mar'22
- Provision coverage ratio remain at 75% whereas PCR inclusive of technical write-off is at 78%
- Apart from provision of ₹ 695 Crore against GNPA pool, Bank has, additionally, maintained following provision buffer
 - Provision against restructured book at ₹ 116 Crore (17% of restructured book)
 - Contingency provision of ₹ 90 Crore (0.15% of advances)
 - Floating provision of ₹ 41 Crore (0.07% of advances)
 - Standard provisions of ₹ 191 Crore (0.33% of advances)

Capital Adequacy

- Bank remains well capitalized with
 - Total CRAR at 23.6% as against minimum requirement 15%
 - Tier-I capital ratio of 21.8% as against minimum requirement 7.5%

Q4'FY23 financial results

- Net profit for the quarter rose by 23% YoY to ₹ 425 Crore
- Net Interest Margin (NIM) for Q4'FY23 at 6.1% vs. 6.3% in Q4'FY22
- ROA for Q4'FY23 stood at 2.0% and ROE at 15.8%
- Cost of funds for Q4'FY23 increased by 32 bps to 6.29% vs. 5.97% in Q3'FY23

2. Digital and Payment business

- The Bank's digital properties like AU 0101, Video Banking, Credit cards, UPI QR etc. continue to see strong momentum
- The Bank has 5 Lacs+ live Credit cards and installed ~10 Lacs QR codes till 31-March'23
- Of the total credit card issued, over 26% of customers are first time users of Credit card and 64% of the customers are new to Bank
- 2.9 Lac+ Savings Account opened digitally via Video Banking till date with total deposit relationship of ₹1,150+ Cr

3. Dividend for FY23

The Board of Directors of the Bank recommended dividend of Rs. 1/- per equity shares (10% of face value) from the net profit for the year ended 31st March 2023, subject to approval of shareholders. The dividend on equity shares will be paid/dispatched after the same is approved by the shareholders at the ensuing Annual General Meeting (AGM) of the Bank.

4. Addition to the Board

Our focus on governance remains our key priority and the Bank appointed 3 independent directors during the year with Ms. Kavita Venugopal joining as an independent director in Q4'FY23 taking the total Board strength to 10 directors with 8 of them being Independent Directors including 2 women directors

5. Other key updates

- The Bank has expanded its presence to 108 new touchpoints in the form of Asset Centres, Bank Branches, Bank Outlet (BO) and Smart BC and its network is spread across 1,027 touchpoints as on Mar 31, 2023
- CARE Ratings has re-affirmed long-term credit rating of the Bank to CARE AA/Stable. The rating on Short-term Instruments (Certificate of Deposits) of the Bank has been reaffirmed at CARE A1+

Key awards during the quarter:

- AU Bank is adjudged as a “Great Place To Work” for the 3rd consecutive year; among the Top 25 BFSI Brands by “Great Place To Work” (GPTW)
- AU Bank won “India’s Best Small Finance Bank” award at BFSI & FinTech Awards 2023 by Dun & Bradstreet
- AU Bank won “Retail Banker International Asia Trailblazer Award” for 2022-23 in the category of “Excellence in Talent Management”
- AU Bank received “Silver Shield for Excellence in Financial Reporting” at the ICAI awards 2021-22 in the private sector Bank category
- AU Bank rated “AA” by MSCI ESG Ratings for our ESG initiatives

Commenting on the performance, Mr. Sanjay Agarwal, MD & CEO, AU Small Finance Bank said, *"The Bank has delivered another quarter and another year of consistent performance across all parameters despite the challenges around inflation, liquidity leading to higher interest rates. Amidst a difficult market, we have managed to grow our deposit book while keeping our CASA ratio stable and making our deposits more granular and retail. Our asset quality has also improved further this year with net NPA coming down to 0.4%. Our focus on governance remains our top priority and with the addition of 3 new independent directors during the year, the total Board strength has now reached to 10 directors with 8 of them being Independent Directors including 2 women directors. As a Bank, we are positioning ourselves to take advantage of the India opportunity over the next decade – be it products, technology, distribution or manpower. We continue to lay foundation of building a sustainable and well governed, pan-India Bank with a generational mindset having practices and processes which are Standardised, Scalable and Sustainable.*

As AU Bank completes 6th year as a Small Finance Bank and 28 years as an Institution, it gives me immense satisfaction and pride as a founder and an entrepreneur and receiving the Authorized Dealer Category – I license (AD-I) on our anniversary date of 19th April was the perfect gift that any Institution could have wished for. I would like to express my gratitude to the Government, RBI and other regulators for their support and guidance and to our Investors, customers, employees, and other stakeholders for their unwavering trust in AU. To express gratitude to our shareholders the Board has recommended a dividend of Rs. 1/- per equity share (10% of face value) for FY23".



About AU Small Finance Bank:

AU Small Finance Bank Limited (AU Bank) is a scheduled commercial bank, a Fortune India 500 Company and the largest Small Finance Bank in the country. Starting its journey from the hinterlands of Rajasthan, today AU Bank is the largest Small Finance Bank with a deep understanding of the rural and semi-urban markets that has enabled it build robust business model facilitating inclusive growth. With 28 years legacy of being a retail focused and customer-centric institution, AU started its banking operations in April 2017 and as on 31st March 2023, it has established operations across 1,027 banking touchpoints while serving 38.6 Lakh+ customers in 21 States & 3 Union Territories with an employee base of 28,320 employees. The Bank has a net worth of ₹ 10,977 Cr, deposit base of ₹ 69,365 Cr, Gross Advance of ₹ 59,158 Cr and a Balance sheet size of ₹ 90,216 Cr. AU Bank enjoys the trust of marquee investors and is listed at both the leading stock exchanges viz. NSE and BSE. It has consistently maintained high external credit Rating from all major rating agencies like CRISIL, CARE Ratings and India Ratings.

**BADLAAV
HUMSE HAI**

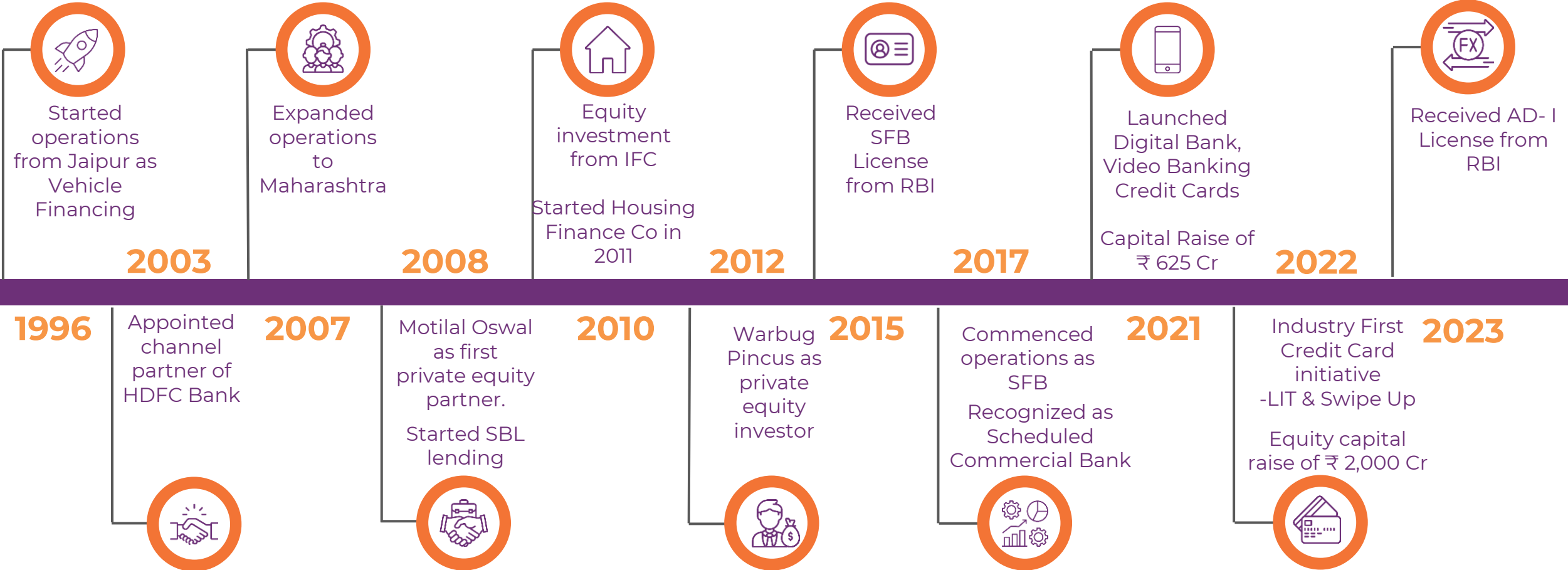


INVESTOR PRESENTATION Q4'FY23

Sustainable Business Model | Retail Focused | Tech-Led | Customer Centric | Well Governed



ABOUT AU SMALL FINANCE BANK



Certificate of Recognition for Excellence in Corporate Governance

At 22nd National Awards of
ICSI, 2022

Great
Place
To
Work®

Certified
JAN 2023-JAN 2024
INDIA™

2021, 2022, 2023

Silver Shield

ICAI Award for Excellence in
Financial Reporting, 2021-22
in the Private Sector Bank
category

Best Small Finance Bank

By BT- KPMG

2021-22

Best Technology Bank Best Digital Engagement

By Indian Bank's Association at
18th Annual Banking,
Technology Conference, Expo
and Awards 2022 in SFB
category

HR Excellence Award 2022

By PeopleFirst

Retail Banker International Asia Trailblazer Award

In category of
"Excellence in Talent
Management"

2022, 2023

India's Best Small Finance Bank

by Financial Express

2020-21



SUSTAINALYTICS
Rated Medium

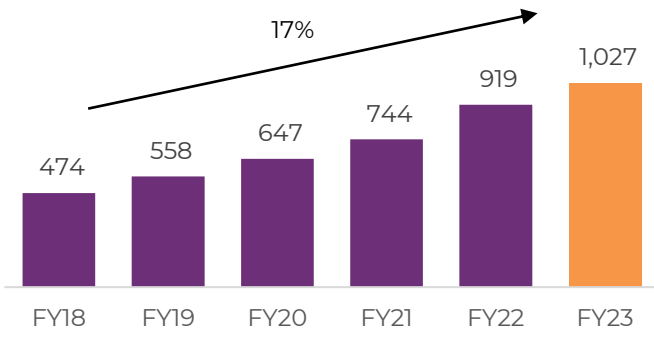


MSCI
Rated AA

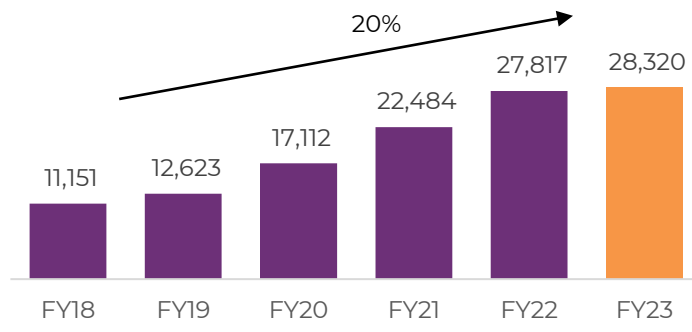
AU's Consistent performance for 5 years



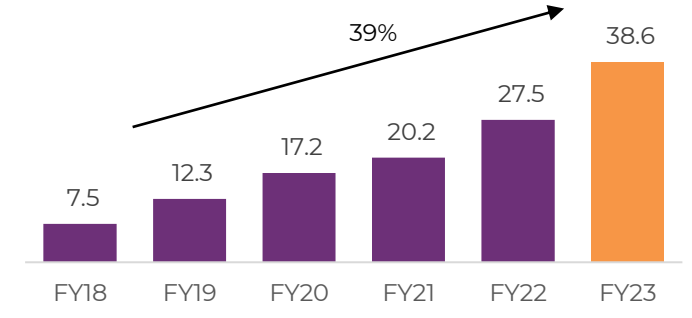
Touchpoints



Employees

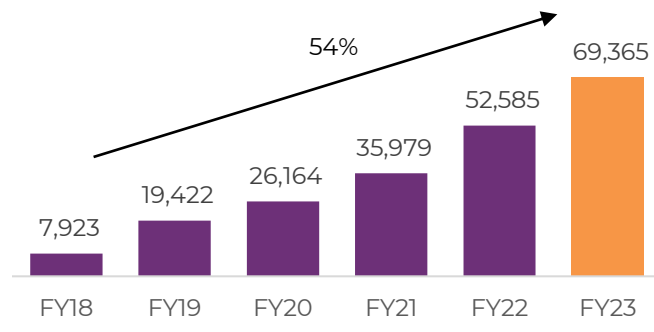


Customers (in Lacs)

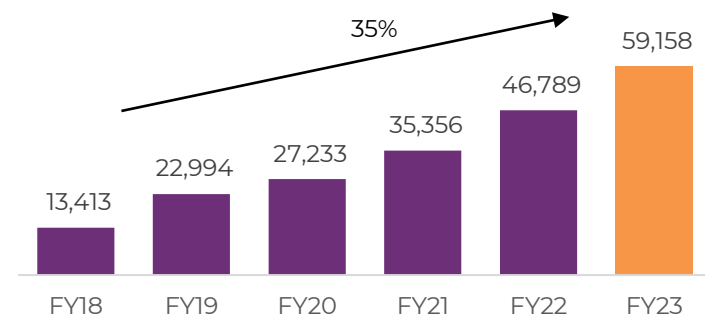


₹ in Crores

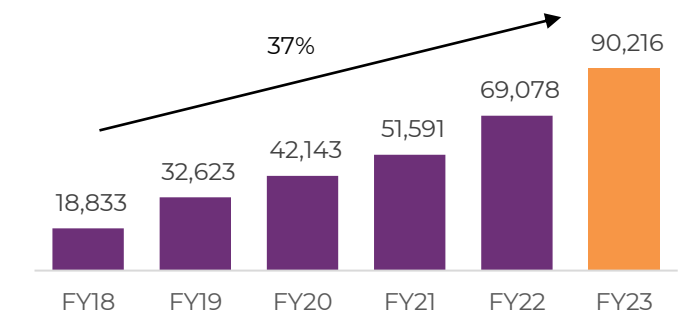
Deposit



Gross Advance*



Balance Sheet Asset



*5 year CAGR of Advances including off book is 32%

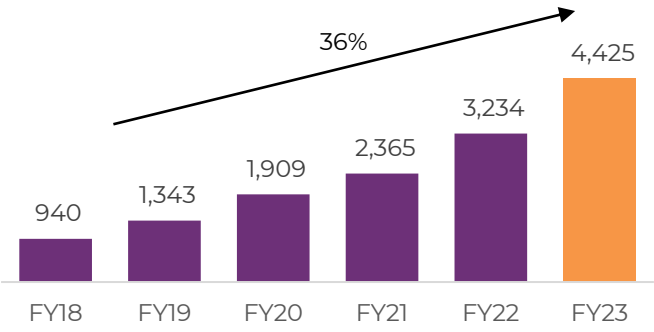


AU's Consistent performance for 5 years

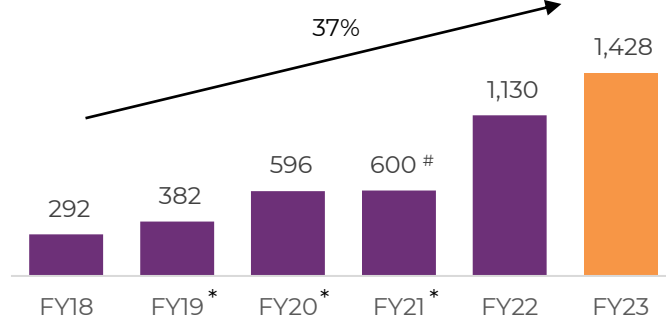


₹ in Crores

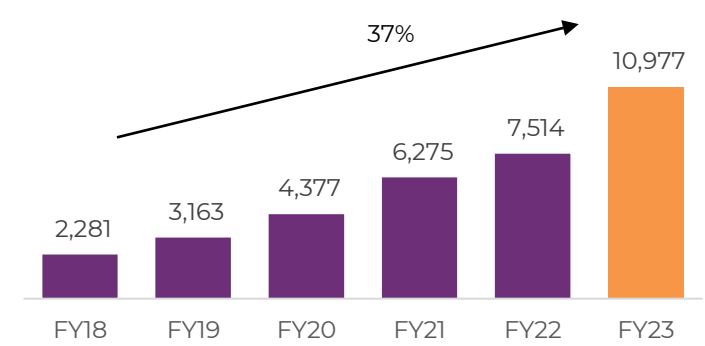
Net Interest Income



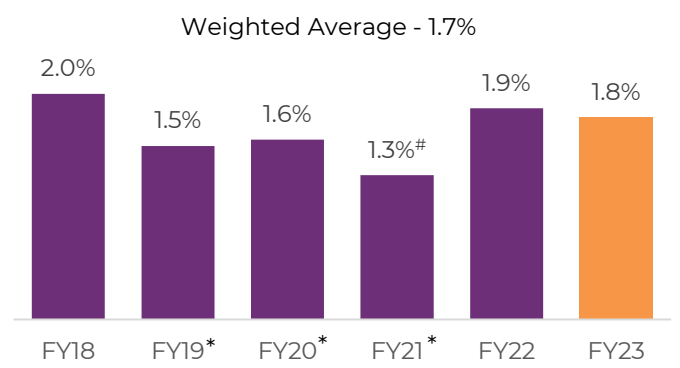
PAT



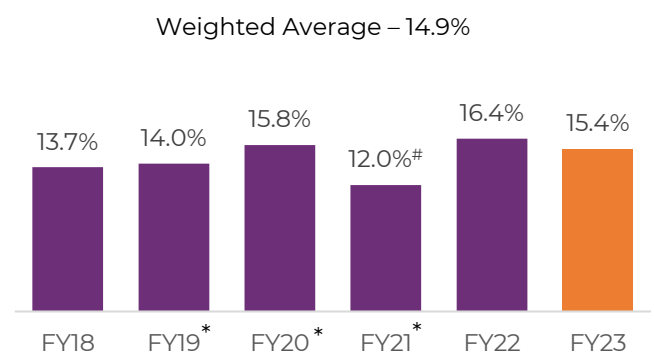
Shareholders Fund



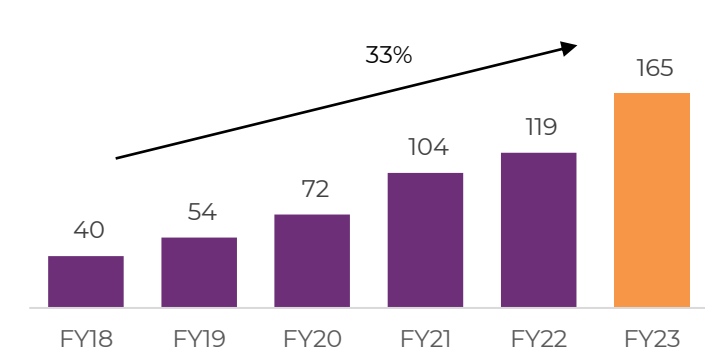
RoA



RoE



BVPS in ₹



#Dip is due to Covid-19; *figures are excluding profit from stake sale in Aavas



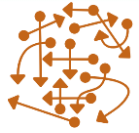
₹ in Crores

Particulars	FY18	FY19	FY20	FY21	FY22	FY23
Gross Advances	13,413	22,994	27,233	35,356	46,789	59,158
Gross NPA	270	470	458	1,503	924	981
NPA Provision	100	176	240	747	694	736
Net NPA (incl. floating provision)	169	295	217	755	231	245
Gross NPA %	2.01%	2.04%	1.68%	4.25%	1.98%	1.66%
Net NPA %	1.27%	1.29%	0.81%	2.18%	0.50%	0.42%
Provision Coverage Ratio %*	37%	37%	53%	50%	75%	75%

*Provision Coverage Ratio (PCR) is including Floating provision and excluding Technical write-off

- ❑ GNPA% has ranged between 1.66% - 2.04% with the exception of COVID impact in Mar'21
- ❑ PCR has doubled during the journey, from 37% in FY18 to 75% at the end of FY23 providing sufficient cushion to the balance sheet

AU's Learnings of last 6 years



Madness to Method



Borrower to Customer



KYC to UYC



Quantity to Quality



Unified Market to Differentiated approach
for Core and Urban



Transactional approach to Generational
orientation



Consistently challenging the status quo to improve customer and employee experience

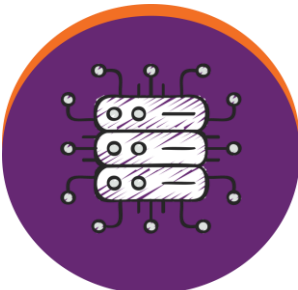
AU's 7 strategic priorities



Scale retail focused, sustainable, low-cost deposit franchise



Drive Sustainable growth from existing asset products & segments



Build a Tech-led ecosystem



Strong risk management & controls



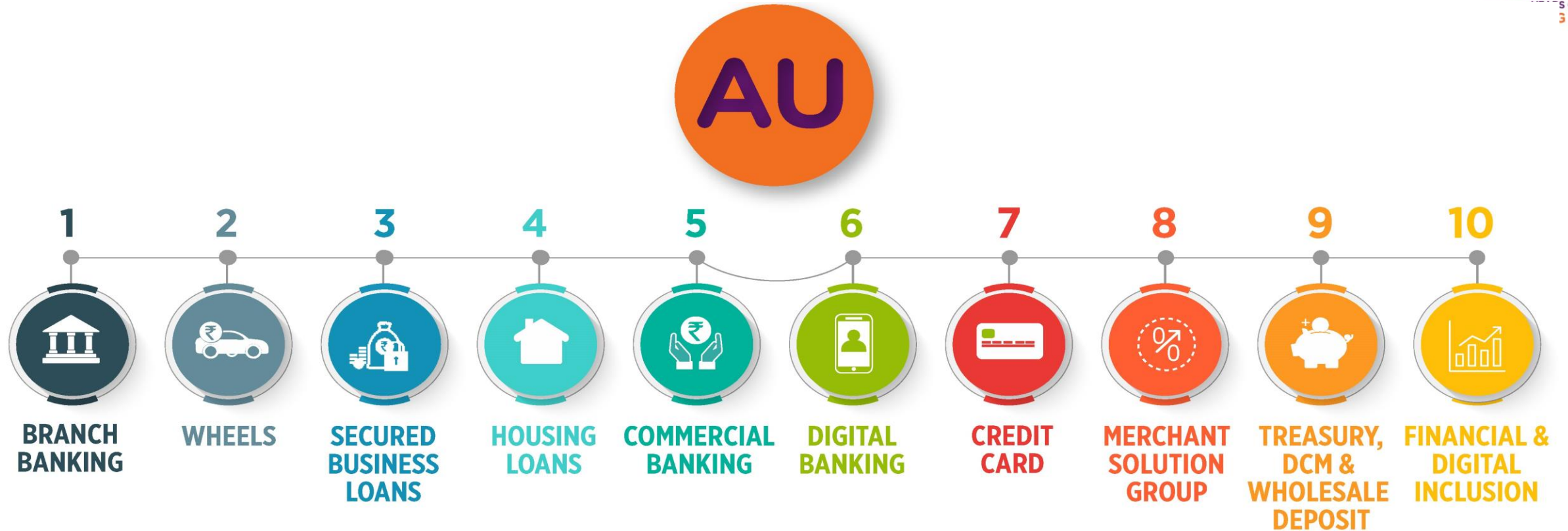
Develop a highly empowered and capable team



Create strong brand identity



Strengthen our ESG commitments



- Each BU has
 - Its own vertical structure supported by shared horizontals like HR, Finance, MIS etc.
 - Its own growth strategy and approach to drive Bank's long-term Objectives and Strategic Priorities
 - Its own Revenue and Cost tracking
 - Via, [AU Insights](#) presented their strategy and business to the Investors and analysts

AU's Geographical presence



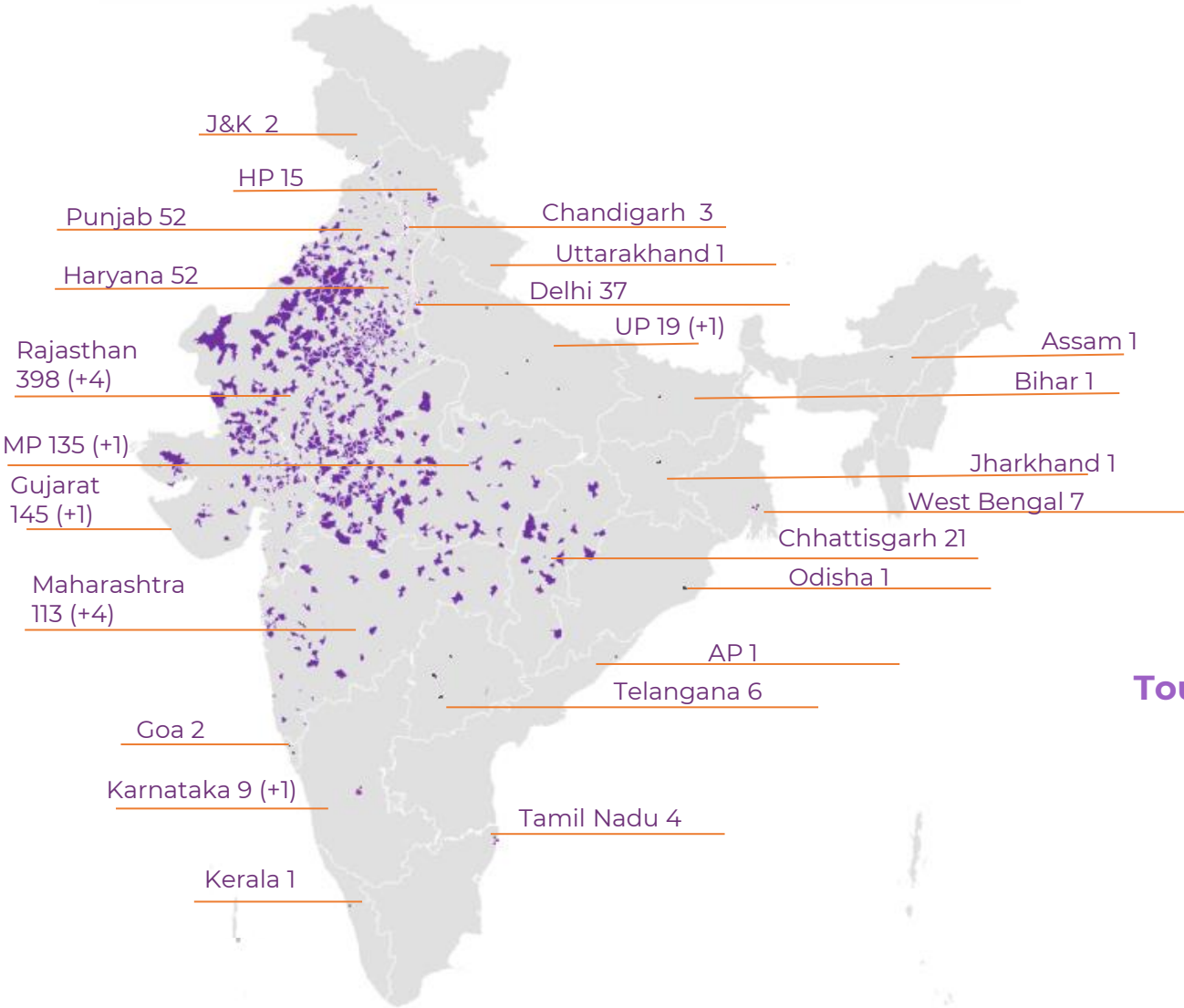
21 States and 3 UTs

1,027 Touchpoints

241 Districts

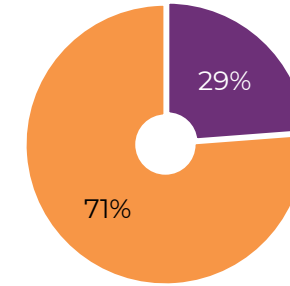
711 Locations

493 ATMs

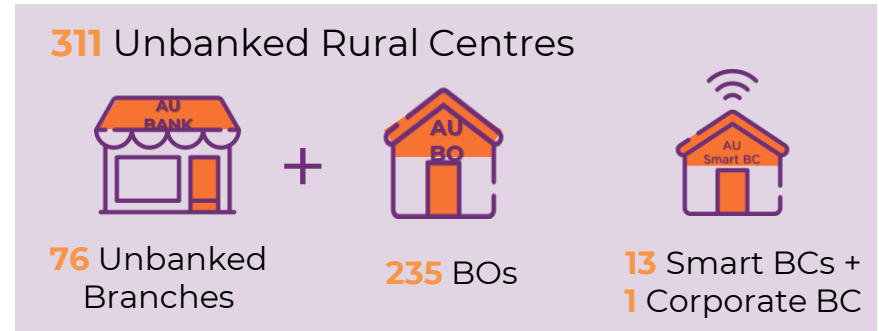
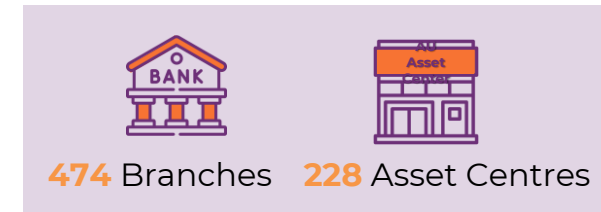


1,027 Touchpoints

Touchpoints Break-up



■ Urban ■ Core



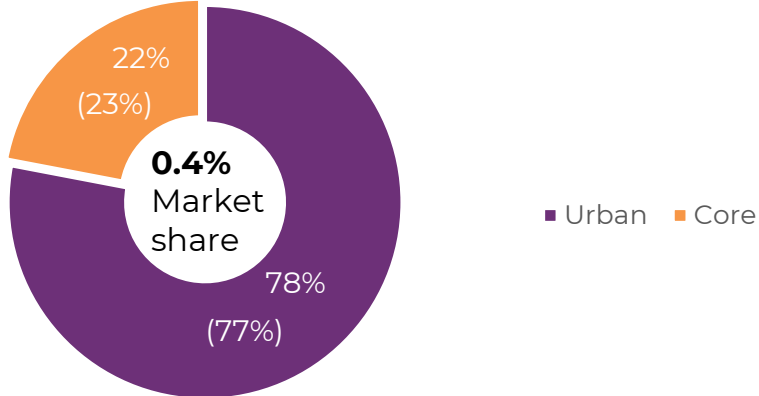
Figures in parenthesis are the touchpoints added in Q4'FY23; Map is for representative purpose only. Not to scale



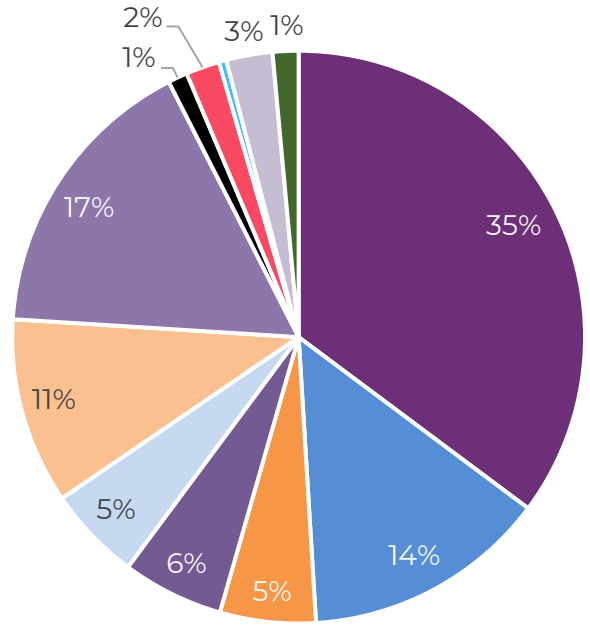
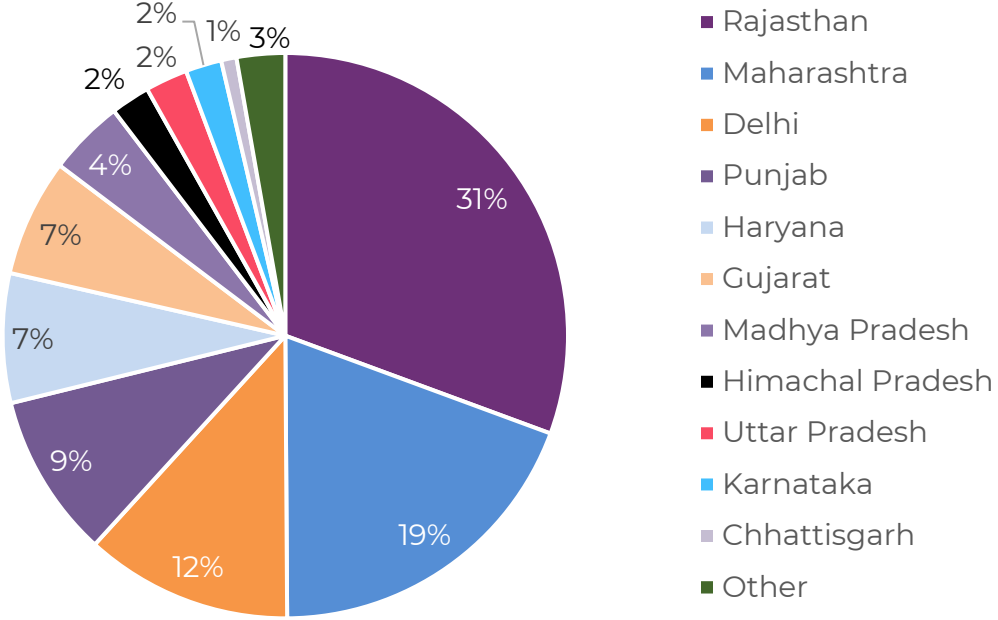
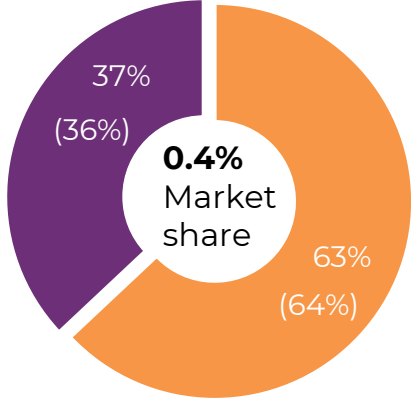
AU's Business model - deposits from Urban markets and lending in Core markets



Deposits Break up



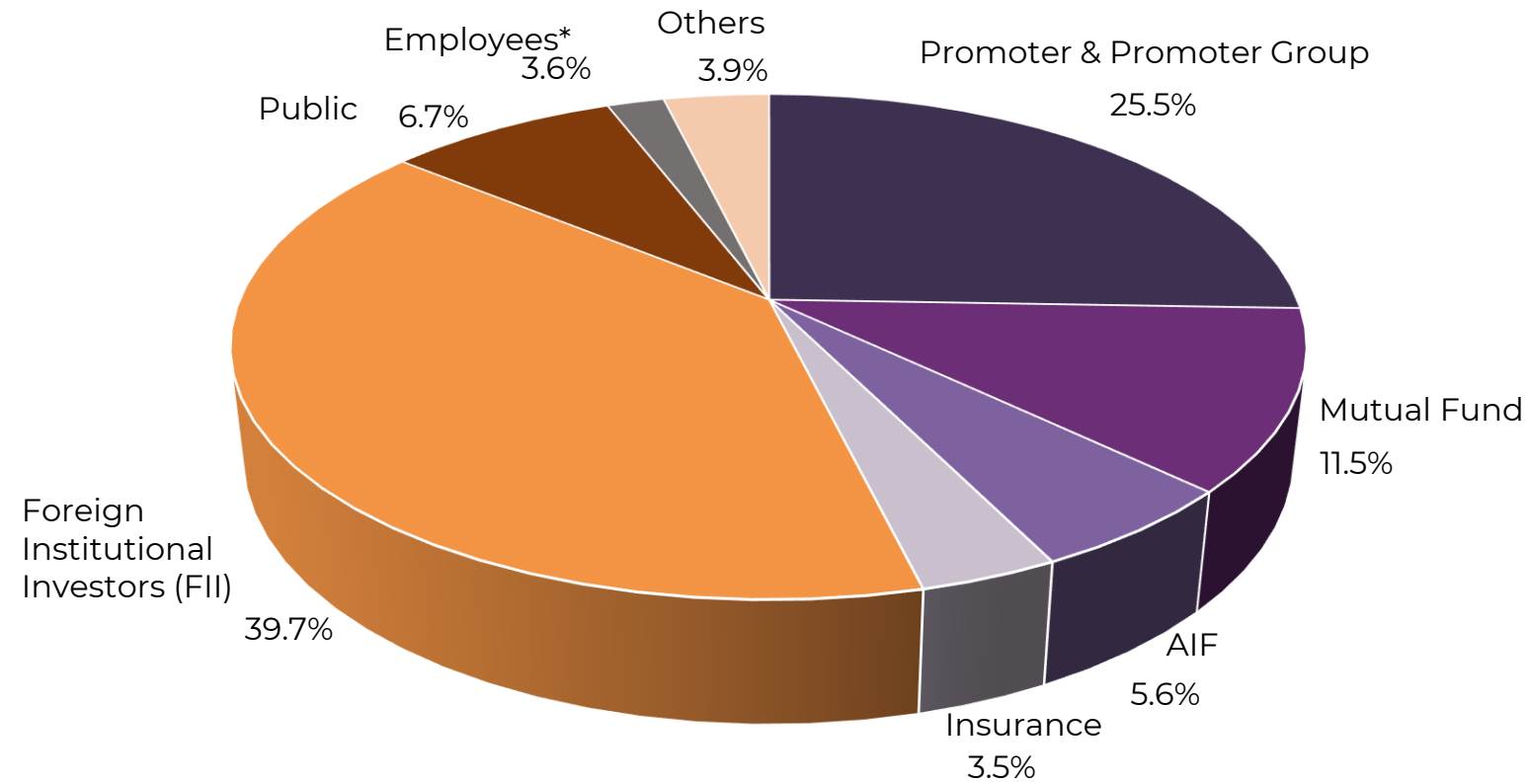
Advances Break up



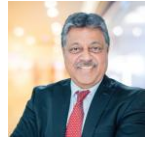
All figures are as on 31st Mar'23; Figures in parenthesis are as on 31st Mar'22



AU's Shareholding pattern



FII holding	40%
Domestic holding	60%



Mr. Raj Vikash Verma
Chairman and Independent Director

*40+ years of experience
Masters in Economics, MBA (FMS), CAIIB*

Ex-Chairman at NHB
Held leadership positions at IMGC, CERSAI, PFRDA, etc.

Independent Directors



Mr. H R Khan
Independent Director
*40+ years of experience
Masters in Arts & Philosophy, Diploma in Business Mgt., CAIIB*

Ex-Deputy Governor of RBI
Served on Boards of Several Banks & regulatory Bodies including NHB & NABARD etc.



Mr. Kamlesh Vikamsey
Independent Director
*35+ years of experience,
FCA, B. Com*

Senior Partner - KKC & Associates LLP
Chairman - IMAC
Member (AoC)- World Metrological Organization (WMO)
Ex-Chairman - Audit Advisory Committee, UNICEF



Ms. Kavita Venugopal
Independent Director-(Additional)
*40+ years of experience in
Banking Industry
MBA, B.A.*

Ex-CEO, Abu Dhabi Commercial Bank (ADCB), India
Held leadership position in various Private Banks



Mr. Sanjay Agarwal
MD & CEO
*28 years of experience
FCA (All India Rank holder)*

EY Entrepreneur of the Year Award 2018; Business Leader of the Year, ICAI Awards, 2017

Executive Directors



Ms. Malini Thadani
Independent Director
*40+ years of experience
Masters in History, M.A., Certificate of Public Administration, Ohio University, USA*

Ex - Head of Corporate Sustainability, Asia at HSBC
Held leadership positions at Indian Revenue Services



Prof. M S Sriram
Independent Director
*31+ years of experience (including
22 years as an academic)
MBA, Fellow, IIMB (equivalent to PhD)*

Professor-Centre for public policy-IIMB



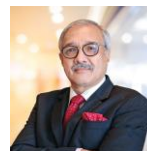
Mr. Uttam Tibrewal
Whole-Time Director
*27 years of experience
B. Com*

Associated with the Bank for more than 20 years



Mr. Pushpinder Singh
Independent Director
*36+ years of experience in IT and
Payment Systems
BSc, CAIIB*

Ex-CIO, Bank of India
Ex Advisor, NPCI (FI & new business)



Mr. V G Kannan
Independent Director
*40+ years of experience in
Banking Industry
B.B.A., MBA*

Ex MD - State Bank of India
Ex Chief Executive - Indian Bank Association
Ex Member of Governing Council - IIBF

1

Management Update

2

Operating & Financial Highlights

3

Liabilities Update

4

Assets Update

5

Tech Update

6

Other Key Updates

1. Management Update



Profitability remains resilient with RoA at 1.8% and RoE at 15.4 for FY23



Board recommends dividend of ₹1 per equity share (10% of face value) for FY23



Awarded Silver Shield at ICAI Award for Excellence in Financial Reporting, 2021-22 in Private Sector Bank category



Recognised as “India’s Best Small Finance Bank” At BFSI & FinTech Awards 2023 by Dun & Bradstreet

Key Messages

- ❑ FY23 was challenging year for business planning with uncertainty around inflation, liquidity and interest rates; the complex macro-environment was balanced by strong credit demand and robust asset quality
- ❑ Bank has been working on a calibrated strategy to build a very sustainable business model, which can provide consistent performance over a long-term, while continuing to build capacity for the future
- ❑ The re-appointment of the Chairman Mr. R V Verma for his residual tenure till Jan'24 and that of MD & CEO, Mr. Sanjay Agarwal and ED, Mr. Uttam Tibrewal for the period of three years, as was recommended by the Board, reinforces that we are heading on the right path with strong compliances, governance and sustainability practices
- ❑ The receipt of AD-I license will further help us offer complete range of product suite to our customers
- ❑ During FY23, the Bank achieved all its stated objectives:
 - **Raised growth capital** of ₹ 2,500 Cr with a mix of ₹ 2,000 Cr of Tier-I equity capital and ₹ 500 Cr via Tier-II bonds
 - **Grew deposits book by 32% YoY to ₹ 69,365 Cr** while making it more granular with a CASA ratio of 38.4% (vs 37.3% in FY22) and CASA + Retail deposit at 69%
 - **Increased gross advances by 26%** to ₹ 59,158 Cr; the **securitised book stands at ₹ 4,914 Cr**
 - Delivered **profitability growth by 26% YoY** at ₹ 1,428 Cr, RoA at 1.8% and RoE at 15.4%
 - Digital properties on track – **Credit cards at 5 Lacs+, QR code at 10 Lacs+ and 2.9 Lacs+ SA via Video Banking**
 - **Improved asset quality with Gross NPA at 1.66%** vs 1.98% in FY22; **Net NPA at 0.42%** vs 0.50% in FY22
 - Maintained **full year cost of funds at 5.96% against 5.95% in FY22**
 - Improved **CD ratio to 84% vs 88%** in FY22
 - **Cost to Income ratio kept at 63%** for FY23
- ❑ The Board has recommended a dividend of ₹1 per equity share (10% of face value) for FY23
- ❑ The Bank has taken several initiatives to make AU more supportive and inclusive for everyone; Policies like leaves for special occasions, Menstrual leave for women employees, paid sabbatical leave, 'AU Forever Pass' for our alumni, education assistance and subsidized PL & Home loan are some key initiatives so far; Notably **top 50 senior employees have a vintage of 7+ years** in the Bank

Key Messages

- ❑ We have navigated the first 6 years relatively well despite the macro headwinds like Demonetization, GST implementation, NBFC & private Banking events and COVID-19 pandemic
- ❑ We are investing to build capabilities and thus our cost to income levels can be high. However, over next 3-4 years, some of the profit pools will start delivering value – Credit cards, Wealth, Insurance distribution, Unsecured lending, x-sell etc.
- ❑ Implementation of AD-I license, expected in second half of FY24, will provide opportunity to on-board EXIM customers dealing in cross-border trade as well as provide foreign currency (FCY) solutions to our domestic and NRI customers thereby providing boost to our fee income
- ❑ Tech is a key focus area for the Bank, and we have recently upgraded our core banking to the latest version of Oracle and also started migrating some of our workloads to cloud. Priority remains to build efficiency and productivity through automation and increase the share of straight through processing (STP) with a customer first approach
- ❑ A higher proportion of fixed rate loans can impact our margins in FY24 when the interest rates are elevated; however, we will get benefited whenever the interest rates start falling, as we have seen in the past
- ❑ Further, share of our floating rate loan book has also increased from 26% to 34% on a YoY basis
- ❑ Our focus on governance remains our priority - appointed 3 independent directors during the year with Ms. Kavita Venugopal joining as an independent director in Q4'FY23 taking the total Board strength to 10 directors with 8 of them being independent directors including 2 women directors
- ❑ As a Bank, we are building ourselves to take advantage of the India opportunity over the next decade – be it products, distribution or manpower. We continue to lay foundation of building a sustainable and well governed, pan-India Bank with a generational mindset having practices and processes which are **Standardised, Scalable and Sustainable**

Deposits	₹ 69,365 Cr +32% YoY
Assets	₹ 90,216 Cr +31% YoY
Gross Advance	₹ 59,158 Cr +26% YoY
CASA/ CD Ratio	38% / 84%
GNPA/NNPA	1.66%/0.42%
Net Profit	₹ 1,428 Cr
RoA/RoE	1.8% / 15.4%
Tier I/CRAR	21.8%/23.6%

Operating performance

- ❑ Core operating performance remained strong without any one-offs (like Treasury income, PSLC fee etc.), despite the sharp rise in interest rates and while continuing to invest for the future
- ❑ Disbursement remained strong across the product segments and gross advances grew 26% YoY with Retail Banking accounting for 78% and Commercial Banking at 22%
- ❑ Deposits grew 32% YoY to reach ₹ 69,365 Cr; CASA ratio at 38%; CASA + Retail TD mix at 69%
- ❑ Q4'FY23 saw a 32 bps increase in CoF @ 6.29%; Started FY24 with an opening CoF of 6.44%
- ❑ Loan book created since the start of the pandemic is now 84% of advances having GNPA at 0.7% and 92% book being current; overall GNPA reduced by 32 bps YoY to 1.66%; Restructured book at 1.2%
- ❑ PCR at 75% (including technical write-off, PCR at 78%); Additionally, the Bank is carrying ₹ 90 Cr in contingency provisions and ₹ 116 Cr provisions towards standard restructured provision
- ❑ 108 new touchpoints added during the year within which 69 are liability branches
- ❑ For FY23, NII growth at 37% YoY; Core Other Income growth of 27% YoY; Core PPOp growth at 23%

Business Model

- ❑ Ratio of fixed rate to floating rate loans decreased to 66%:34% from 74%:26% as on Mar'22
- ❑ Retail lending accounts for 88% of the advances and 92% of the advances are secured

Digital

- ❑ Launched several industry first initiatives to strengthen our digital proposition
 - 1) SwipeUp program in Credit Cards
 - 2) Digital Current Account proposition with video KYC
 - 3) BBPS bill payments over Video Banking

Our digital proposition is scaling well



AU 0101

19+ Lacs
Digital customers

1.1 million
Monthly Active Users

9.8 Lacs
Customers with pre-
approved offers in Mar'23

800 Cr+
Digital Personal Loans
disbursed till date



Video Banking

2.9 Lacs+
Digital Savings Accounts

1,150 Cr+
Total Relationship Value

15%
Customers with two or
more products

92k
Service and Engagement
video calls in Q4'FY23



Credit Cards

5 Lacs+
Live cards

64%
Cards issued to NTB

26%
First-time credit card users

1,000 Cr+
Monthly spends in Mar'23



UPI QRs

1 million+
QR Codes installed

68%
QR Activation rate

96%
Increase in CASA AMB
post QR Code install

~200 Cr
Business loan disbursed
till date basis txn history

- 48% of new customer acquisitions in Q4'FY23 via digital products – Digital Savings Account, Credit Cards and UPI QR

AD – I License : Opportunity and preparedness

- NRI Banking – NRO A/c, FCNR(B) deposits, inward remittance
- Retail – Forex cards, remittance for fees, tourism, money trfr etc
- EXIM customers - INR and EEFC current A/c
- x-sell of Fx and treasury products

Branch Banking

- On-board EXIM customers for trade facilities – Handicrafts, Textiles, Marble, Gems & Jewellery
- Offer fund based and NFB trade products – FCY LC/BG issuance, Discounting, Advisory

Business Banking

Trade Products

- Buyer's and Supplier's credit
- Export Credit – pre & post shipment
- FCY bill discounting
- FCY – forwards and hedges
- Arrange long term FCY credit

Treasury

- Fx – Spot and Forwards
- Fx Derivatives - hedges and swaps
- Interest Rate Swaps – manage Balance sheet risk
- FCY borrowing – Term loan, ECB & Bonds

Preparedness (Live by Q3/Q4)

- Treasury and Trade systems upgrade
- Compliance & monitoring platforms
- Nostro A/c & SWIFT membership
- Counterparty FX limits
- Talent hiring
- Product build-out

2. Operating & Financial Highlights



Calibrated growth in assets (26% YoY) and liabilities (32% YoY) with focus on operational efficiency



For FY23, NII up 37% YoY & Core PPop up by 23%



FY23 PAT grew by 26% YoY

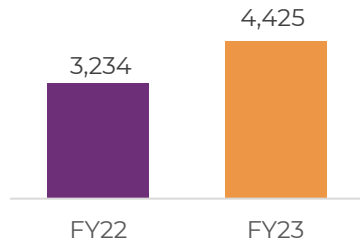


NIM for the full year at 6.1% incl. securitised book

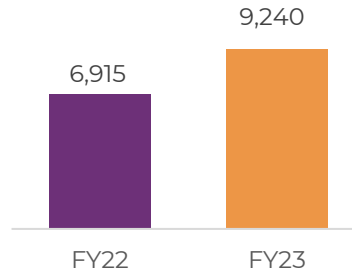
FY23 Financial highlights

Net Interest Income

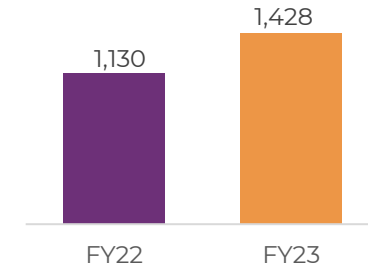
₹ in Crores



Total Income



PAT



Yield on Advance

13.4%

Vs
13.7%
(31st Mar'22)

Cost of Funds

5.96%

Vs
5.95%
(31st Mar'22)

Net Interest Margin¹

6.1% (5.9%)

Vs
6.1% (5.7%)
(31st Mar'22)

RoA

1.8%

Vs
1.9%
(31st Mar'22)

RoE

15.4%

Vs
16.4%
(31st Mar'22)

GNPA

1.66%

Vs.
1.98%
(31st Mar'22)

NNPA

0.42%

Vs
0.50%
(31st Mar'22)

Provision Coverage Ratio

75%²

Vs
75%
(31st Mar'22)

CRAR

23.6%

Vs
21.0%
(31st Mar'22)

Tier-I CRAR

21.8%

Vs
19.7%
(31st Mar'22)

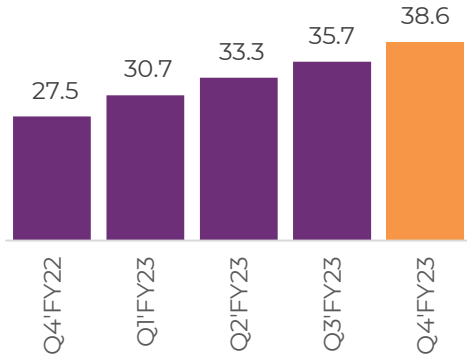
¹For more accurate representation, NIM has been normalized and off-book assets have been included; figures in the parenthesis are as per old methodology

²PCR including technical write off is at 78% in FY23 vs 77% in FY22

Quarterly trends of key parameters

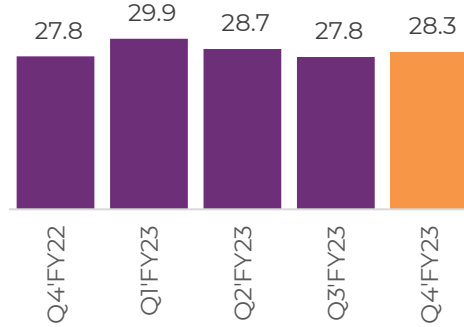
Customers

(in Lacs)

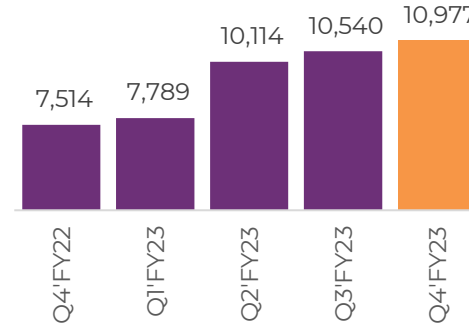


Employees

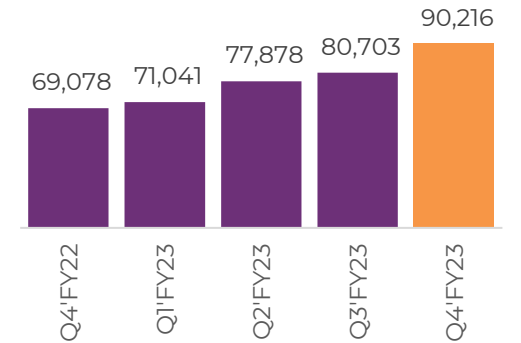
(in 000s)



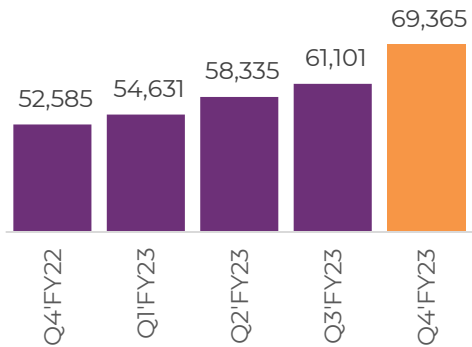
Shareholders' Funds



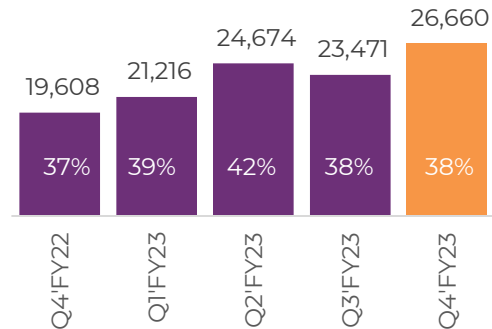
Total B/S Assets



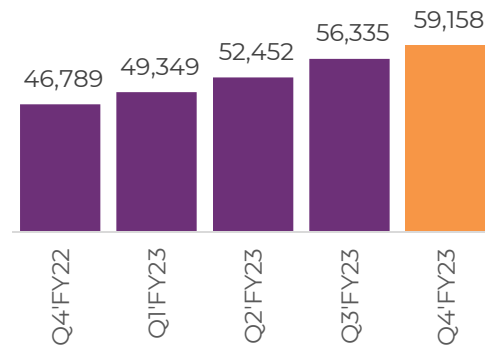
Deposits



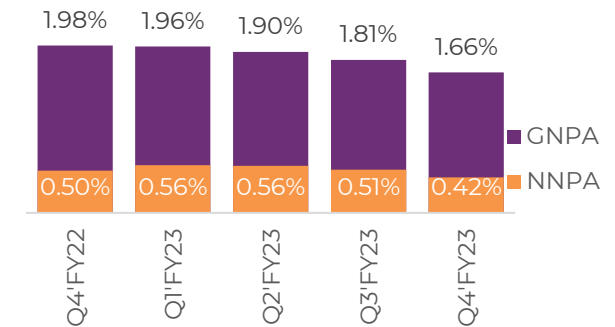
CASA Deposit & Ratio



Gross Advances



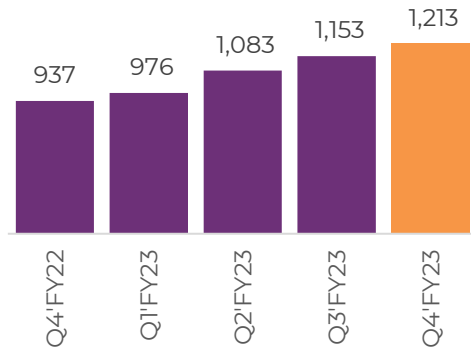
GNPA and NNPA (%)



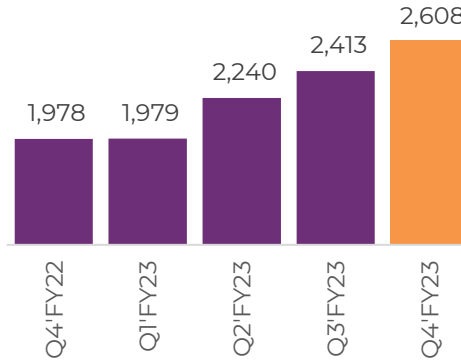
Quarterly trends of key parameters

₹ in Crores

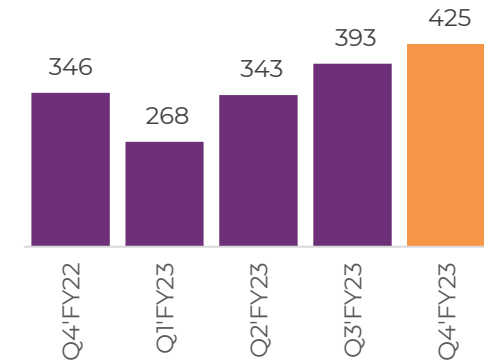
Net Interest Income



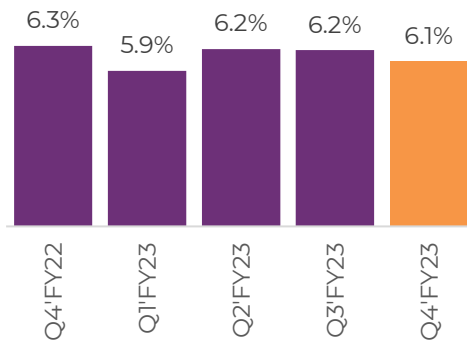
Total Income



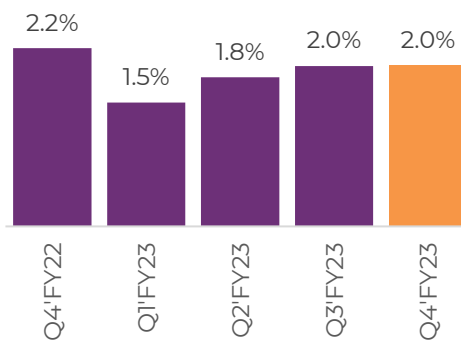
PAT



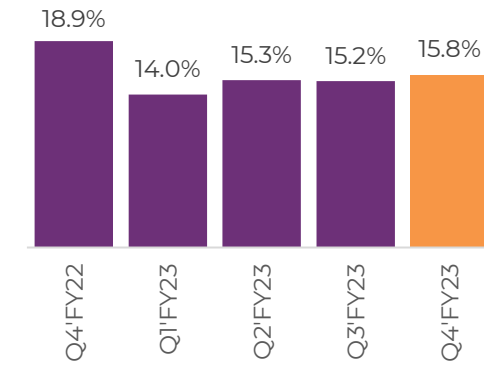
Net Interest Margin



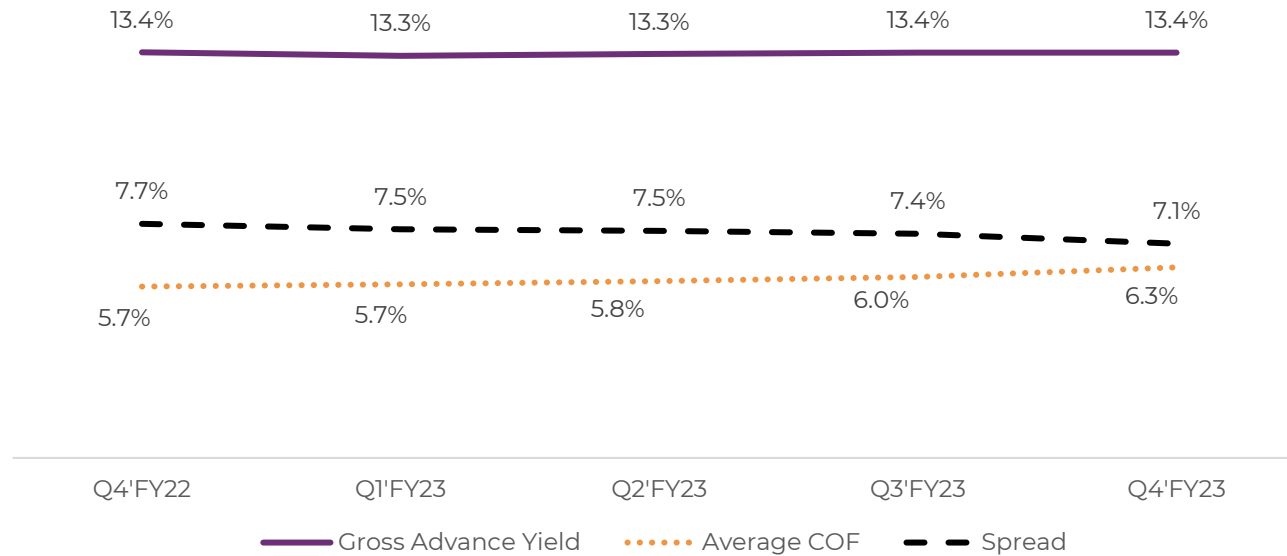
RoA



RoE



Gross Advances Spreads



- ❑ Average Cost of funds for FY23 is at 5.96% (increased by 1 bps) from 5.95% in FY22; CoF is calculated excluding shareholders' fund
- ❑ For FY24, uptick in funding cost (opening cost for FY24 is 6.44%) with limited increase in disbursement yields is likely to have some marginal impact on spreads.
- ❑ Bank continues to maintain sufficient liquidity with average LCR for the quarter at ~128% along with prudent management of other non-LCR liquid investments, with no additional MTM in Q4'FY23.

Profit & Loss statement

(All Figures in ₹ Crore)	FY23	FY22	Y-o-Y	Q4'FY23	Q4'FY22	Y-o-Y	Q3'FY23	Q-o-Q
Income								
Interest Earned	8,205	5,922	39%	2,275	1,667	36%	2,118	7%
Interest Expended	3,780	2,688	41%	1,062	730	45%	965	10%
Net Interest Income	4,425	3,234	37%	1,213	937	30%	1,153	5%
Treasury Income	-44	143	-131%	1	-4	-124%	7	-88%
Other Income (Excl Treasury)	1,079	851	27%	332	315	5%	287	16%
Total Other Income	1,034	994	4%	333	311	7%	295	13%
Expenses								
Employee Cost	1,793	1,379	30%	483	414	17%	465	4%
Other Operating Expenses	1,647	1,034	59%	493	352	40%	427	15%
Operating Expenses	3,440	2,413	43%	975	766	27%	892	9%
Core PPop	2,064	1,672	23%	570	486	17%	548	4%
PPoP	2,019	1,815	11%	571	482	18%	556	3%
Provisions	155	361	-57%	41	93	-56%	33	25%
Profit Before Tax	1,865	1,454	28%	530	389	36%	523	1%
Tax expenses	437	324	35%	105	43	145%	130	-19%
Profit After Tax	1,428	1,130	26%	425	346	23%	393	8%

In FY23 :

- ❑ Core PPop growth is robust at 23% YoY led by NII growth of 37%; overall PPop growth at 11% for FY23
- ❑ Other operating expenses have grown 59% YoY primarily due to variable expenses on higher business volumes as well as continued investment in credit card business
- ❑ Bank continues to make investments (~₹ 156 Cr in Q4'FY23/ 506 Cr in FY23 vs ~₹ 100 Cr in Q4'FY22/ ~257 Cr in FY22) towards digital initiatives viz credit cards/QR/Video Banking (70%), distribution expansion (19%) and brand campaign (11%)

₹ in Crores	31 st Mar'23	31 st Mar'22	Y-o-Y	31 st Dec'22	Q-o-Q
Liabilities					
Shareholders Fund	10,977	7,514	46%	10,540	4%
Deposits	69,365	52,585	32%	61,101	14%
Borrowings	6,299	5,991	5%	6,191	2%
Other Liabilities and Provisions	3,575	2,988	20%	2,871	25%
Total Liabilities	90,216	69,078	31%	80,703	12%
Assets					
Cash and Balances	9,425	5,929	59%	3,825	146%
Investments	20,072	15,307	31%	19,270	4%
Advances	58,422	46,095	27%	55,601	5%
Fixed Assets	740	623	19%	711	4%
Other Assets	1,557	1,125	38%	1,296	20%
Total Assets	90,216	69,078	31%	80,703	12%

- A stable and healthy balance sheet led by
 - Capital adequacy ratio of 23.6%
 - Borrowings accounting for only 7% of the liabilities (mostly refinance and Tier II borrowings)
 - CD ratio improved to 84% as on 31st Mar'23

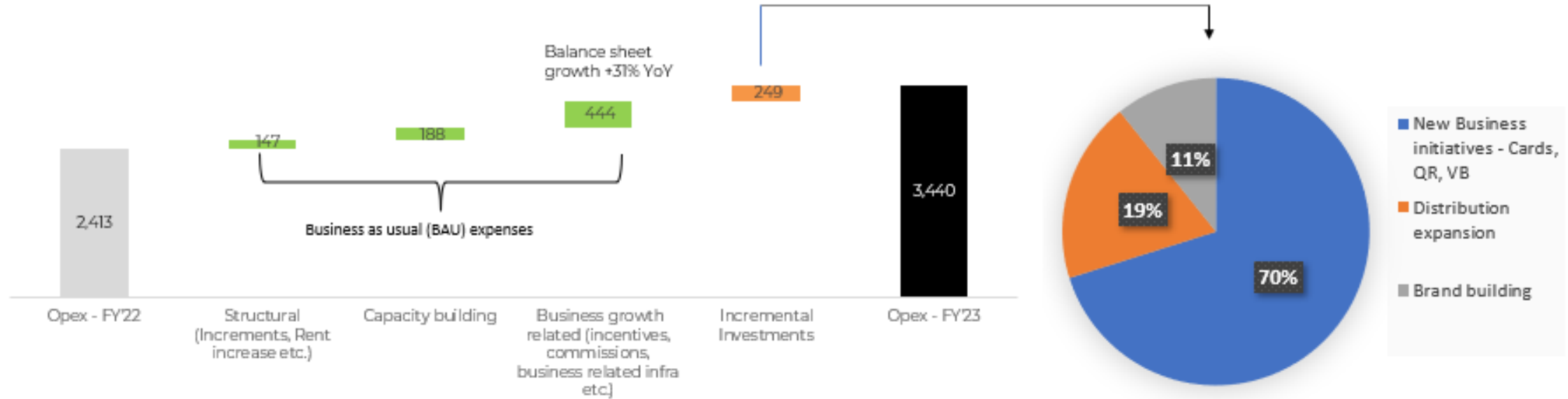
Other Income

₹ in Crores	FY23	FY22	Y-o-Y	Q4'FY23	Q4'FY22	Y-o-Y	Q3'FY23	Q-o-Q
Loan Assets Processing & Other fees	637	425	50%	183	163	12%	171	7%
General Banking, Cross Sell & Deposit related fees	210	152	38%	70	50	40%	52	35%
PSLC fees	56	225	-75%	17	80	-79%	14	20%
Credit card related fees and Charges	112	20	469%	41	11	261%	30	36%
Miscellaneous	64	29	118%	21	10	100%	20	3%
Core Other Income	1079	851	27%	332	315	5%	287	16%
Income from Treasury Operations	-44	143	-131%	1	-4	-124%	7	-88%
Other Income	1034	994	4%	333	311	7%	295	13%

- ❑ Core Other Income growth for FY23 is at 27% YoY driven by healthy growth in disbursements, increasing contribution of credit card & bancassurance income, and increasing share of transactional customers on the liability side
- ❑ PSLC market continued to remain subdued during the year resulting in degrowth in PSLC fees
- ❑ Miscellaneous Income includes trade income and recovery from written off loans

Operating expense movement

₹ Crore



- ❑ The above figures are approximations basis internal estimates and are only for providing a broad understanding in the operating expense movement
- ❑ There is a inflationary pressures in operating costs and remains a key monitorable
- ❑ Bank has been investing in strengthening the digital franchise, building digital capabilities for the future (credit cards, merchant solutions, video banking), expanding its distribution and branch franchise , and investing in brand building. Such investments accounted for ~15% of total opex in FY23 vs ~11% in FY22
- ❑ Major reason for increase in BAU expenses YoY was
 - Full year impact of increase in employees during H2'FY22
 - Balance sheet growth of 31% YoY – normalise business for FY23 vs covid impacted business in FY22

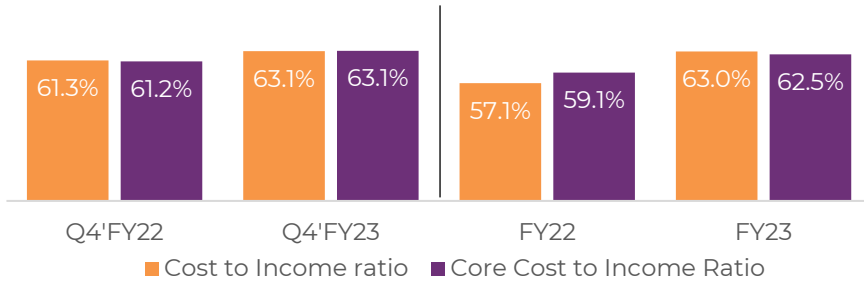
Business Segments	Retail Banking Assets	Commercial Banking Assets	Total Loan Assets	Total B/S Assets	Liabilities	Credit Card & Other Digital Initiatives	Investments other than Regulatory	Regulatory Cost (CRR, SLR & LCR)	Overall Total PAT
Gross Advance proportion	78%	22%	100%	-	-	-	-	-	-
Gross Advance Growth y-o-y	23%	56%	28%	-	-	-	-	-	-
PAT (₹ Crore)	1,578	332	1,910	1,910	(160)	(164)	10	(168)	1,428
Return on Assets (ROA)	3.8%	3.3%	3.7%	2.4%	(0.2%)	(0.2%)	0.0%	(0.2%)	1.8%
ROA based on	Average Advances			Average Total B/S Assets					

- ❑ The above figures are approximations basis internal methodology & FTP and are only for providing a broad understanding of SBU profitability
- ❑ Retail Assets includes Wheels, SBL, Home Loan, Gold Loan, Personal Loan, OD Against FD, Financial and Digital Inclusion
- ❑ Commercial Assets includes Business Banking, Agri Banking, NBFC Lending & Real Estate Group.
- ❑ Liabilities comprises of Branch banking and other deposit segments

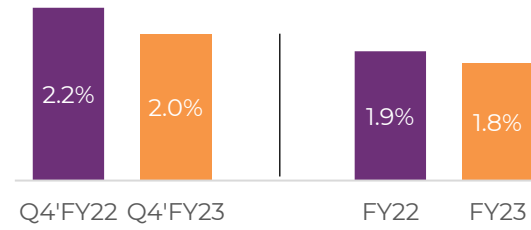
Profitability ratios



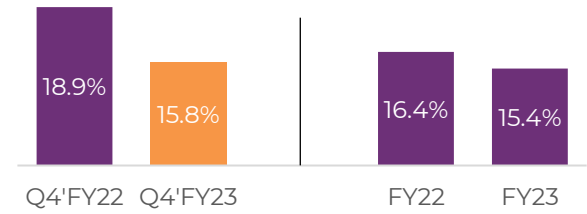
Cost to Income (%)



RoA (%)

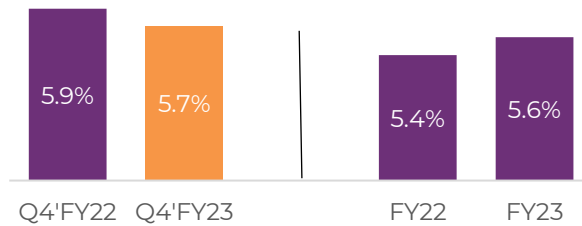


RoE (%)

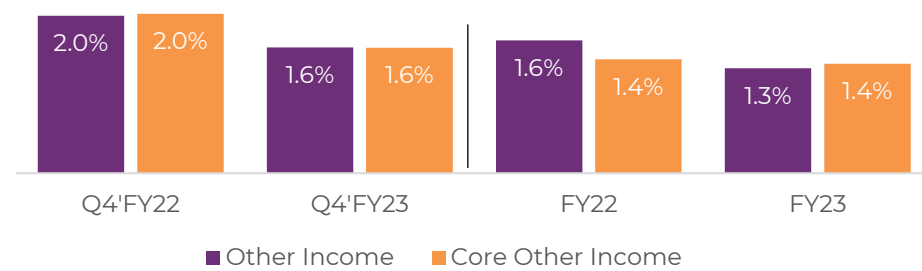


RoA Components

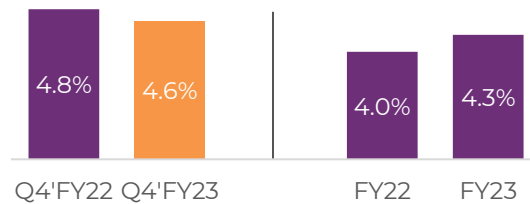
NII (%)



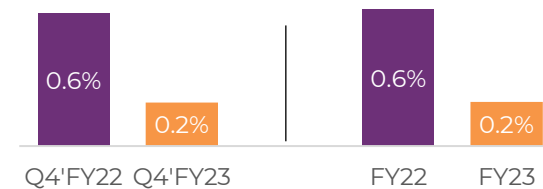
Other Income(%)



Opex (%)



Provision & Contingencies (%)



Note: RoA, NII, Other income, Opex, Provisions & Contingencies is represented as % of Avg. Total Asset; Core other income excludes treasury income and MTM

3. Liabilities Update



CASA deposit grew 36% YoY, CASA ratio at 38%; CASA + Retail TD at 69%



CD Ratio at 84%



CoF for Q4'FY23 at 6.29%; FY23 at 5.96%



Securitized assets worth ₹ 3,064 Cr during Q4'FY23

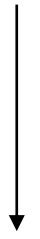
How has the Branch Banking charter evolved in last 6 years?



2017-18



2019-20



2020 onwards

Structure

Consolidated Unit of Liabilities

Garner deposits with customer mix ranging from Government, Co-operative Banks, Retail Customers etc

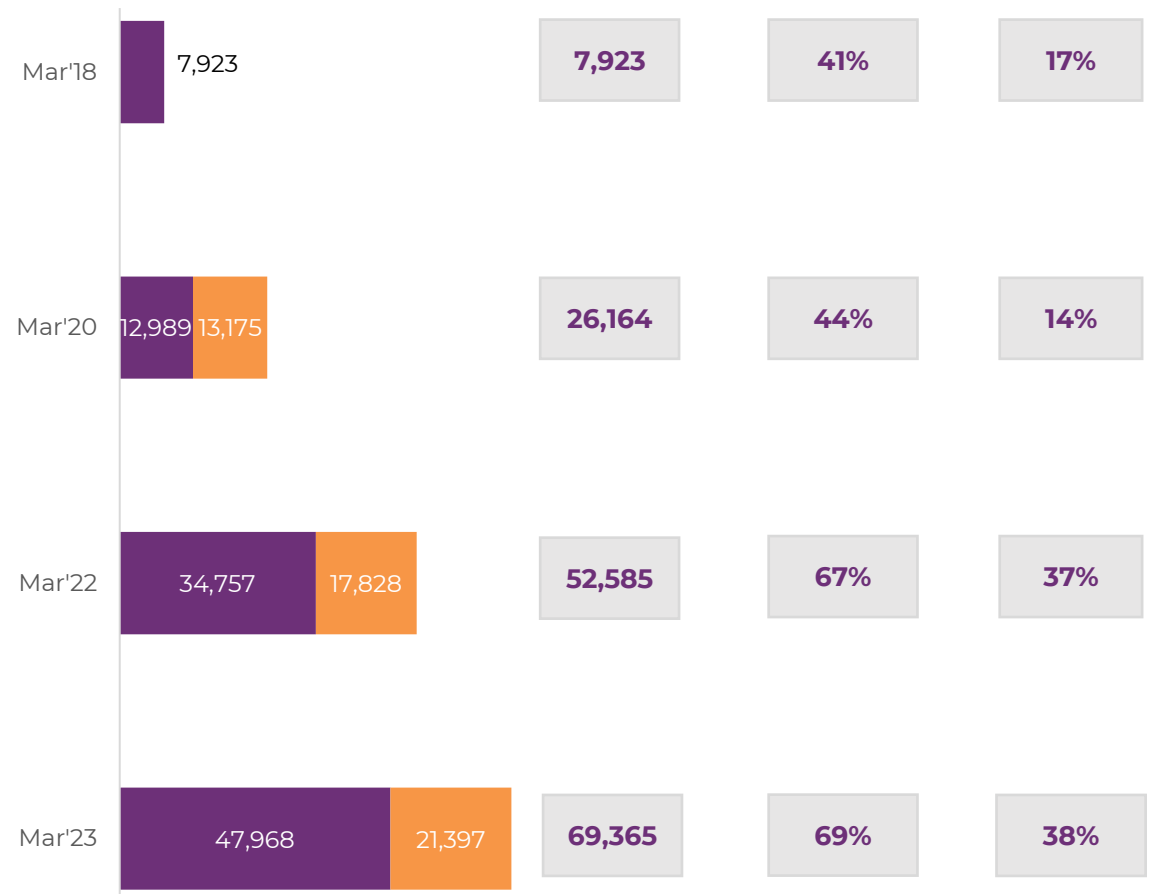
Separate Verticals Established

Branch Banking, FIG, Government, Wholesale, Co-operative Bank, NBFC

Branch Banking as a SBU

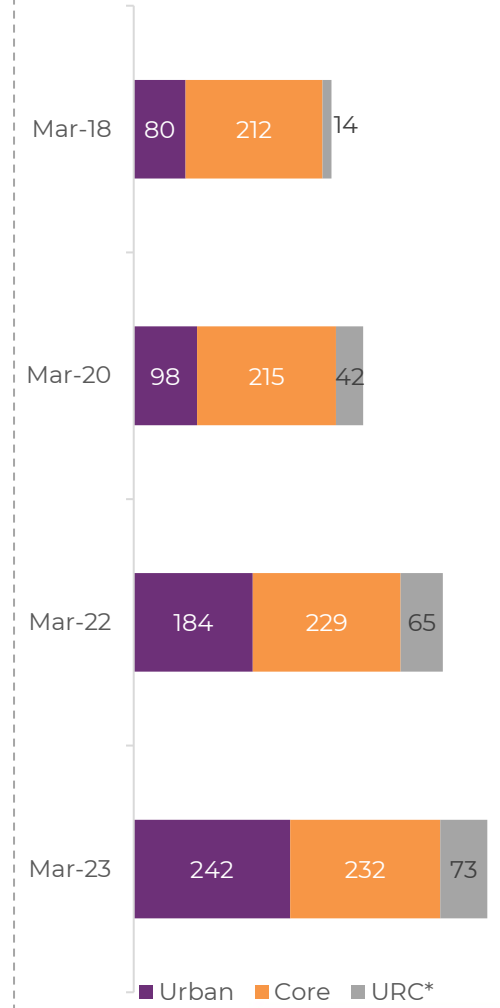
Build a portfolio of GIST (Granular, Individual, Small Business, Transacting) customers to raise Low-cost, Stable retail deposits

Deposits



■ Branch Banking
 ■ NBFC, FIG, Wholesales, Govt., Co-op Bank, Video Banking

Liability Branches*



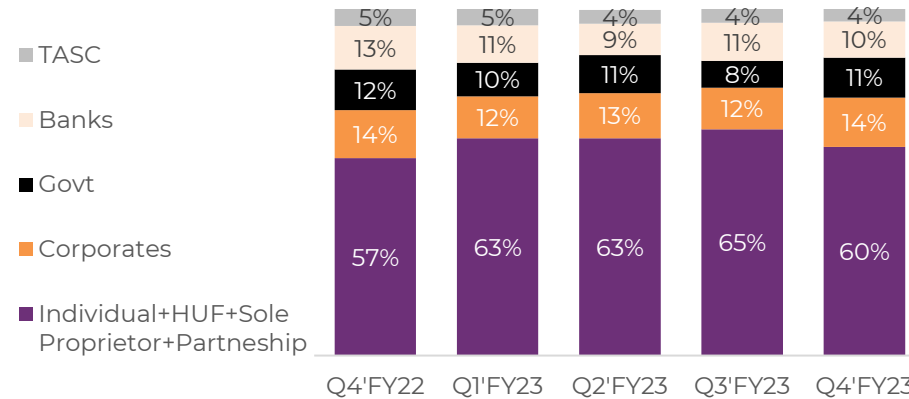
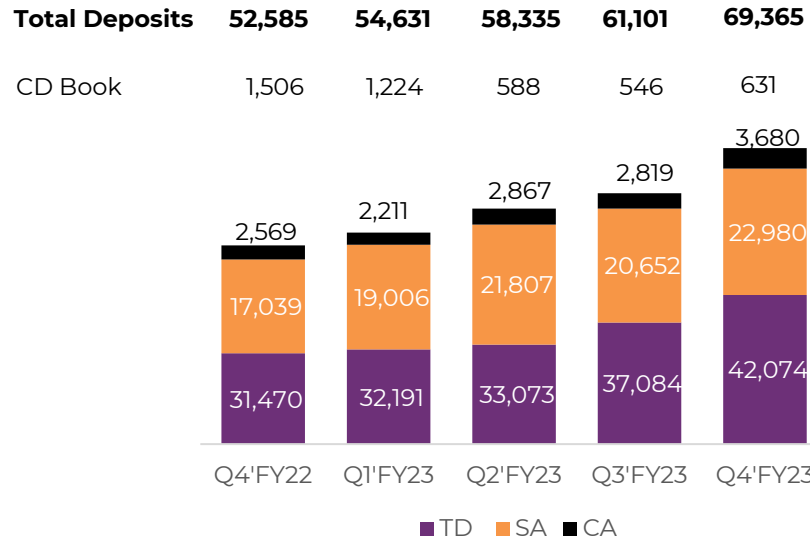
■ Urban ■ Core ■ URC*

*Excludes BO/BC

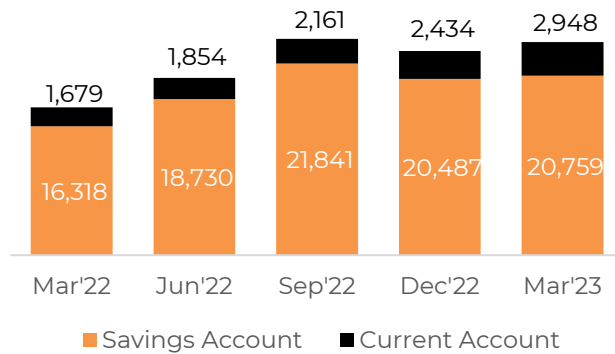


Focus on granular deposits and customer profiles

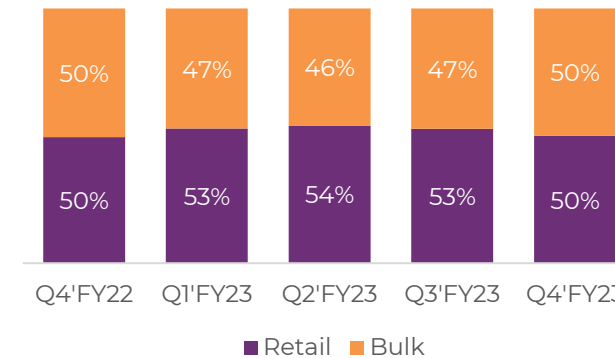
₹ in Crores



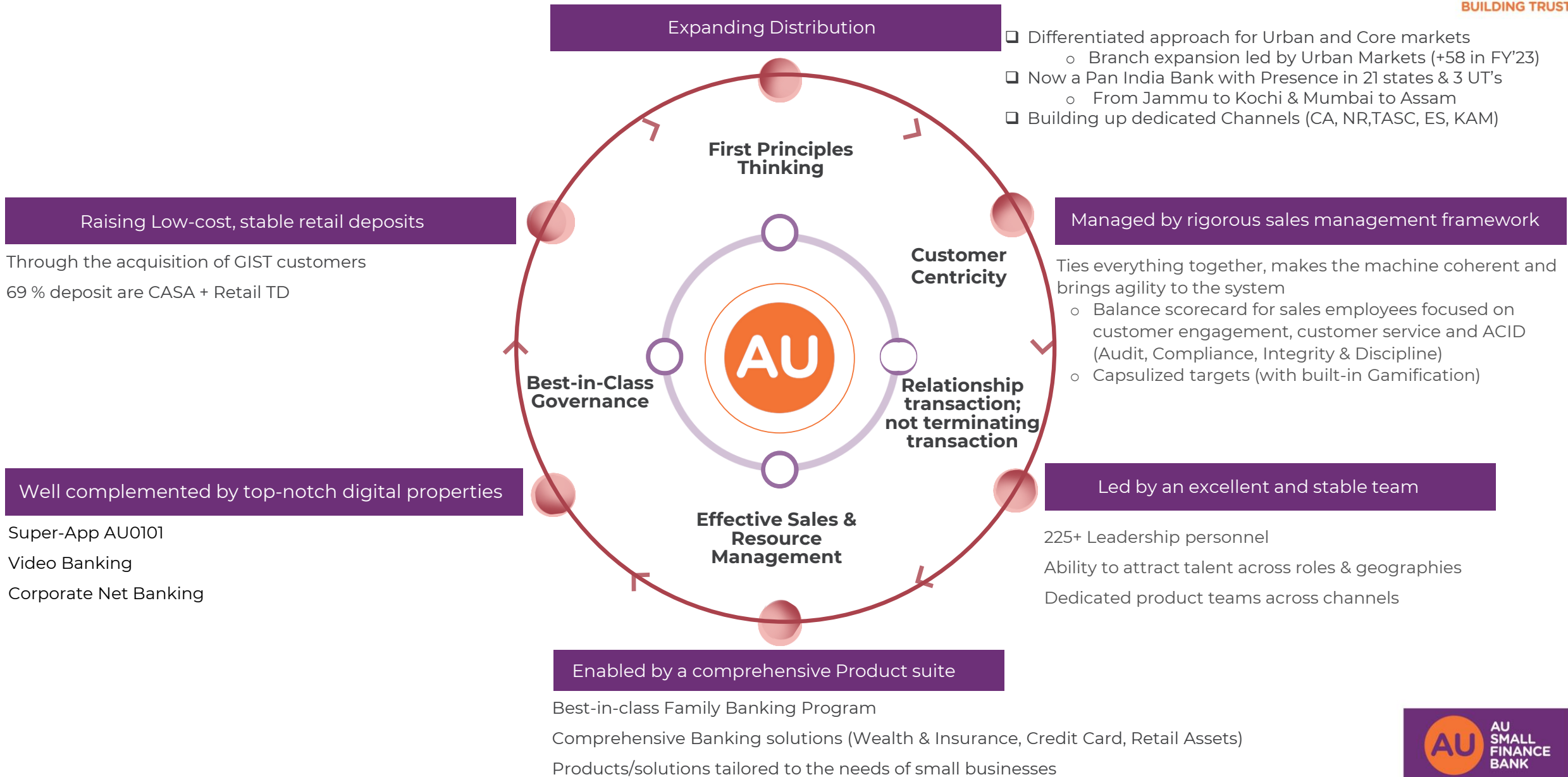
Average monthly balance



Retail and Bulk TD mix



Building a Predictable, Scalable and Sustainable deposit franchise



4. Asset Business Update



Sustainable and Scalable business model;
88% loans retail & 92% loans secured



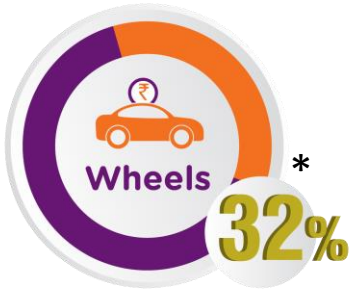
Restructured book reduced to 1.2%



GNPA ratio continue to gradually decline
to 1.66% vs 1.81% QoQ



PCR at 75% (78% including technical
write-off)



- ❑ Vintage book and tested business model
- ❑ Growing opportunity in used and new vehicles especially in core markets
- ❑ Deep penetration in core markets; scalable in urban
- ❑ Significant headroom to grow market share given our size
- ❑ Banking platform gives significant competitive advantage



- ❑ Significant growth potential in affordable housing
- ❑ Natural competitive advantage as a Bank vs HFC
- ❑ Strong cross-sell potential to bank's growing customer base
- ❑ A natural progression to cater to 1,027 Bank's touchpoints from ~240 currently
- ❑ Entire suite of products available to meet customer requirements

Core Asset Principles

- ✓ Small Ticket size (88% Retail)
- ✓ Secured (92% secured)
- ✓ Risk-based pricing
- ✓ Mainly for income generation purpose with defined end-use
- ✓ Customer Service has been our forte
- ✓ Strong local and ground understanding and connect

- ❑ Unique product proposition with ~ 15 years experience
- ❑ Strong collateral understanding
 - ❑ Deep penetration in core markets
 - ❑ Strong and nuanced underwriting and legal/technical know how built over a decade



- ❑ Complete suite of Fund based & Non- Fund based products
- ❑ Presence across Business & Agri Banking aided with NBFC and REG helping us build the Banking franchise
- ❑ Opportunity to grow with the customer as their house bank



Asset book snapshot

₹ in Crores

Segments	Vintage (year)	Q4'FY23					Q4'FY22		
		Gross Advances	Assigned/ Securitised loans	Gross Advance Yield (%)	Gross NPA	Gross NPA (%)	Gross Advances	Assigned/ Securitised loans	Gross Advance Yield (%)
Wheels	1996	19,023	3,859	14.0%	409	2.2%	16,438	912	14.0%
SBL (MSME)	2007	18,535	1,040	15.0%	470	2.5%	16,313	274	15.0%
Home Loan	2017	4,283	-	11.8%	14	0.3%	2,655	-	11.5%
Commercial Asset		12,759	3	11.0%	28	0.2%	7,986	4	10.1%
- Business Bnkg.	2017	4,969	-	10.4%	9	0.2%	2,900	-	9.3%
- Agri Bnkg.	2018	3,998	-	10.6%	15	0.4%	2,259	-	9.7%
- NBFC	2014	2,551	-	11.1%	0	0.1%	2,036	-	9.7%
- REG	2013	1,240	3	14.7%	4	0.3%	791	4	14.7%
Credit Card	2021	1,468	-	13.8%	20	1.3%	409	-	13.7%
Personal Loan	2020	642	-	17.9%	15	2.4%	331	-	18.1%
Others¹		2,200	-	-	4	0.2%	2,293	-	-
SME (Run Down)	2010-2018	248	11	12.5%	22	8.8%	363	15	11.9%
Total		59,158	4,914	13.4%	981	1.66%	46,789	1,206	13.4%

□ Standard Covid restructured book declined to 1.2% of gross advances (versus 1.4% as on 31st Dec'22)

□ NPAs from Covid restructuring book remains below 12% and Restructured advances of ₹ 35 Cr upgraded during the quarter

¹Others includes ODFD, Term lending and Gold loans etc.

Provisioning Summary

₹ in Crores

Net credit loss (NCL)	Q4'FY23	Q4'FY22	Q3'FY23	FY23	FY22
Repo & POS Loss	26	47	21	106	150
Write off	18	23	26	101	62
Less: Bad Debt Recovery*	6	3	11	23	7
Net Credit Loss	38	67	37	184	205
Net Credit Loss (as % of Avg. Total Assets)	0.18%	0.42%	0.19%	0.23%	0.34%

Credit Cost - Net Impact on P&L	Q4'FY23	Q4'FY22	Q3'FY23	FY23	FY22
Net Credit Loss (A)	38	67	37	184	205
Provision on NPA (B)	2	115	26	43	-95
Floating Provision (C)	-	41	-	-	41
Contingency Provisions (D)	-8	-143	-31	-67	87
Covid Restructuring Provision (E)	-11	-13	-21	-76	77
Standard Asset Provision (F)	15	23	14	52	34
Others (G)	-	-	-3	-3	4
Total - Net Impact on P&L (Z=A+B+C+D+E+F+G)	36	90	22	132	354
Add: Bad Debt Recovery* (Y)	6	3	11	23	7
Total Provisions expense (Z-Y)	41	93	33	155	361
Total Provisions expense (as % of Avg. Total Assets)	0.19%	0.58%	0.16%	0.19%	0.60%

Movement of NPA

Movement of Gross NPA	Q4'FY23	Q4'FY22	Q3'FY23
Opening Gross NPA	1,019	1,058	997
Additions during the period**	191	195	231
Reductions during the period**	229	329	209
Gross NPA (closing)	981	924	1,019

**Additions/Reductions to GNPA presented here are on a net basis QoQ and exclude any intra-quarter additions and reductions i.e., Loans which slipped into NPA during the quarter, and which got subsequently upgraded within the same quarter are excluded

*This is reported in the other income line; NCL % and Provisions expenses % are annualized

Overview of provisions

₹ in Crores

Particulars	Mar'23				Dec'22			
	No. of loans	Loan Amount	Provisions	Coverage	No. of loans	Loan Amount	Provisions	Coverage
GNPA	45,904	981	695	71%	45,405	1,019	693	68%
Covid related restructuring (Standard)	8,539	700	116	17%	10,472	779	127	16%
Contingency provisions			90				98	
Floating provisions			41				41	
Stressed and contingencies provisions		1,681	942			1,797	960	
Provisions towards Standard Assets			191				176	
Total Provisions			1,133				1,136	
Provisions as a % of gross advances			1.91%				2.02%	

- ❑ The Bank's PCR is 75% including floating provisions of ₹ 41 Cr; PCR at 78% including Technical write-offs
- ❑ Asset quality improved further - GNPA ratio continued to decline – 1.66% from 1.81% QoQ; Standard Restructured loans declined to 1.2% vs 1.4% QoQ
- ❑ On the remaining contingency provisions of ₹ 90 Cr, the Bank would further decide in the coming quarters basis evolving market conditions
- ❑ Loan book created since the start of the pandemic is 84% of advances and this pool has been exhibiting better than historical trends in asset quality so far with GNPA at 0.7% and 92% book being current; This coupled with ongoing resolution in existing stressed loans augurs well for credit costs in the near to medium term

5. Tech Update



19 Lacs+ digital customers



48% customers acquired via digital products in Q4'FY23



5 Lacs+ live credit cards



10 Lacs+ UPI QR codes installed



1 Grow retail focused, stable, low-cost deposit franchise



2 Develop unsecured lending capability using Data & Analytics



3 Build digital distribution channels



4 Invest in core technology to remain future ready

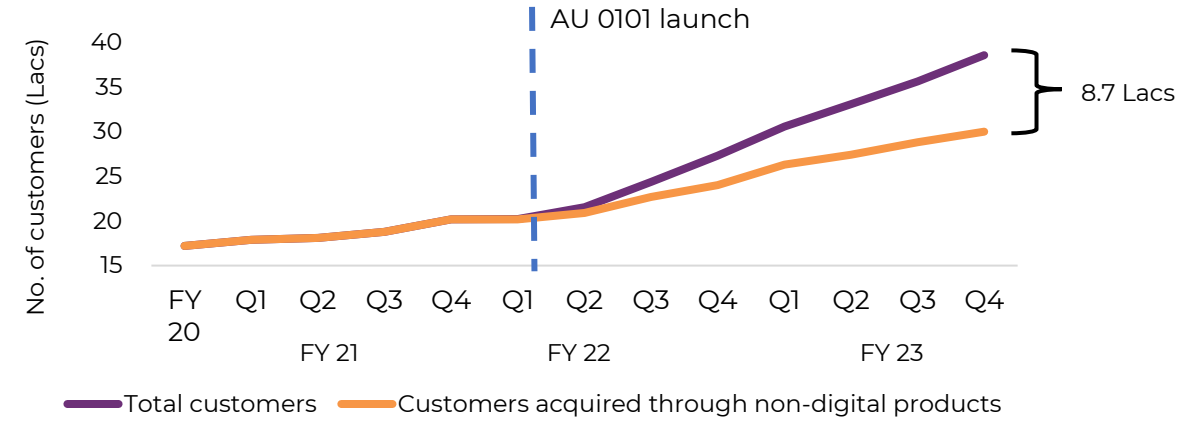


5 Drive automation and operating efficiency

Digital is accelerating our customer acquisition and increasing engagement

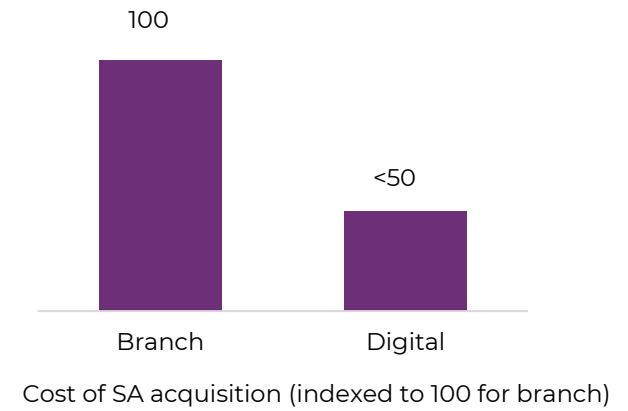


Accelerated acquisition through digital proposition...



48% new customers acquisitions in Q4'FY23 via Digital Products

...at much **lower cost**

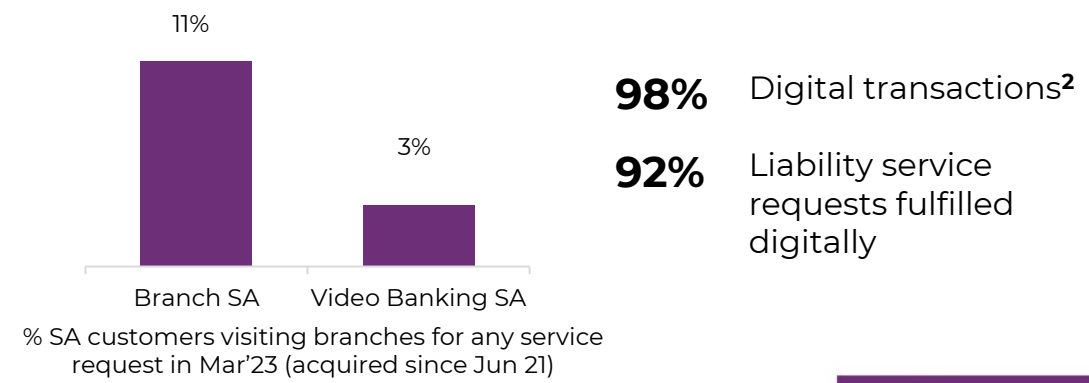


Acquisition

Increasing **customer engagement**...

	Mar'22 CA/SA	Mar'23 CA/SA
Monthly transacting customers (Lacs)	~1.0/7.7	~1.4/10.9
Transacting customers as % of total customers ¹	70%/55%	71%/57%
Avg. monthly transactions per transacting customer	63/27	69/33
Product per Customer (PPC)	1.9/1.6	2/1.6

...at **lower incremental cost to serve**

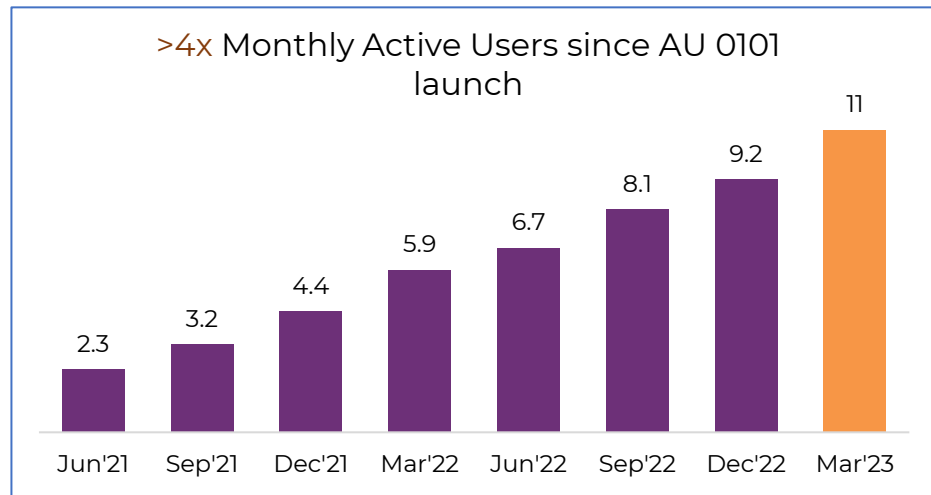
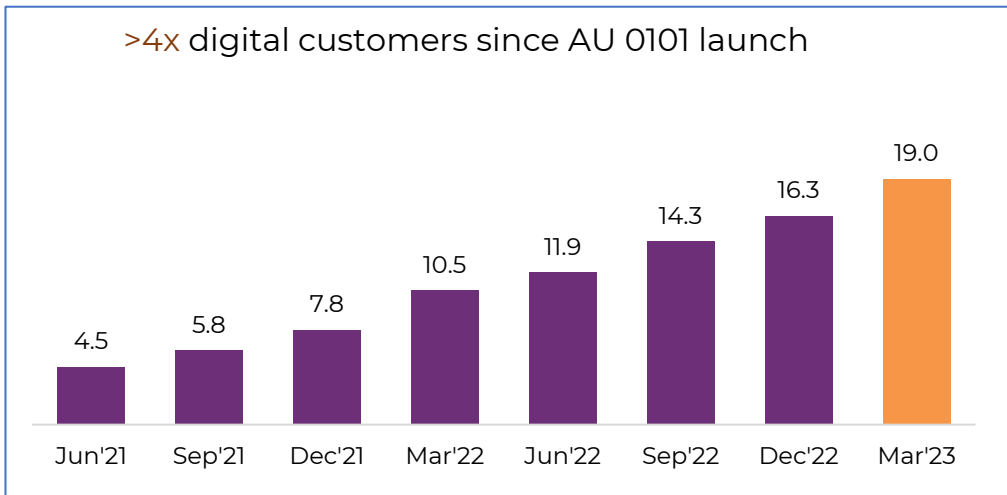
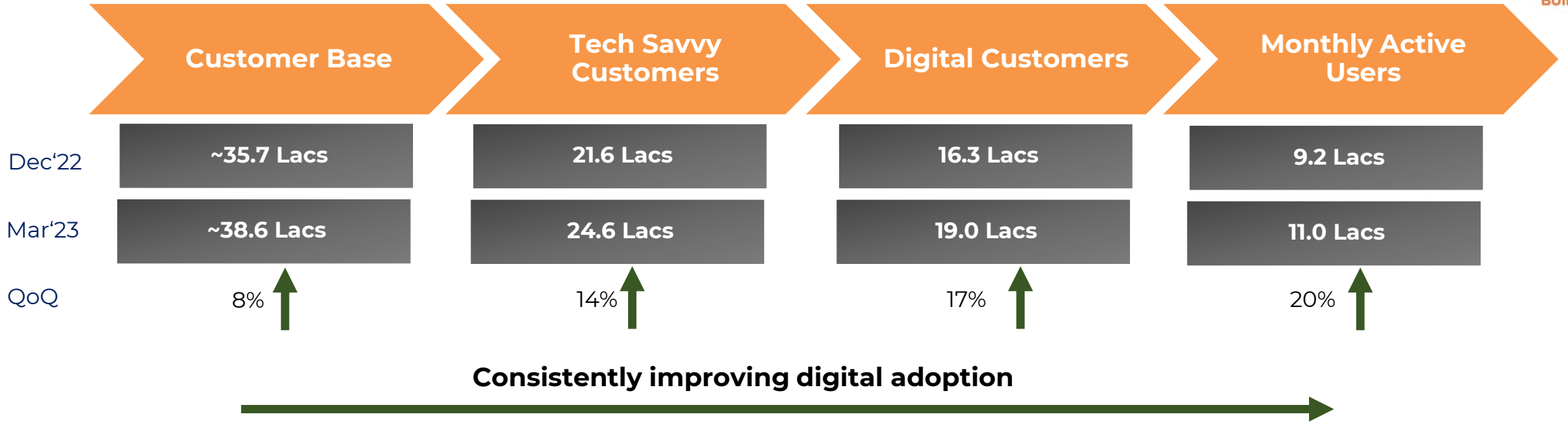


Engagement

Notes: 1: Excluding dormant and BSBDA 2: CASA customer-initiated transactions



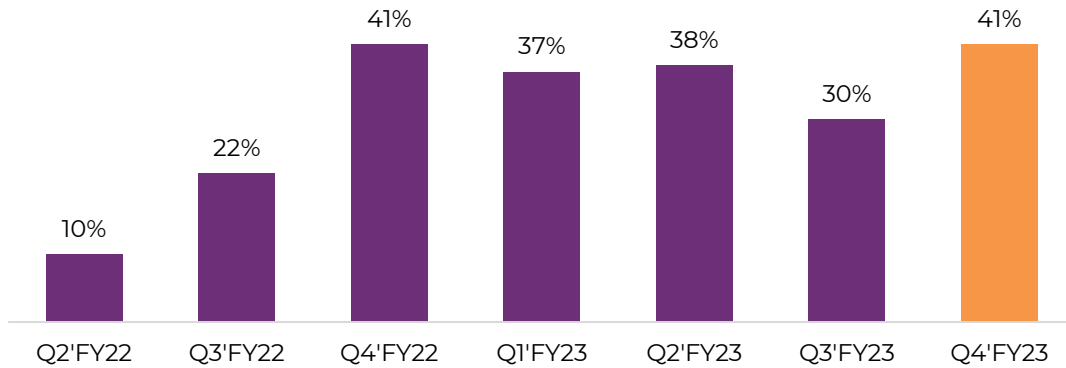
AU 0101 – 4x growth since launch



Video Banking - helping us achieve meaningful growth

- Continue to develop Video Banking proposition with expanding suite of banking services delivered over secured video calls
 - Launched **digital current account** with integrated video KYC – enabling seamless, real time account opening
- Launched Bill Payment over Video Banking – industry first initiative to enable bill payments through Video Banking on the BBPS platform
- Scaled up Credit Cards acquisition through video banking – Issued 1 lacs+ cards since launch

Video Banking SA acquisition as proportion of total SA acquisition at bank¹

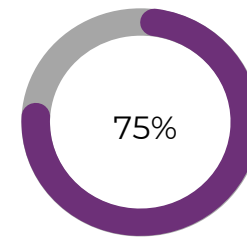


2.9 Lacs+
Accounts till Q4'FY23

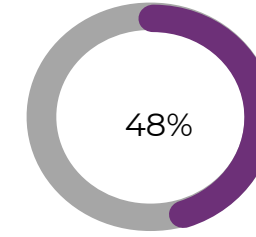
₹ 726 Cr
SA Balance

₹ 1,150 Cr+
Total relationship value

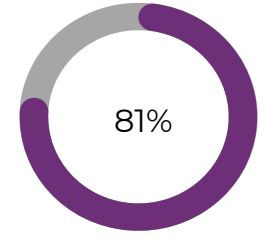
Customer profile



Urban



Salaried professionals



18-35 years age

92k
Service and engagement
video calls received in Q4'FY23

15%
Customer with two
or more products

AU 0101 App + Video Banking = Complete Digital Bank

Note 1: -ex BSBDA and digital min KYC accounts

Credit Card - continues to scale with strong performance across key metrics

5 Lacs+

Cards live

64%

Cards issued to NTB

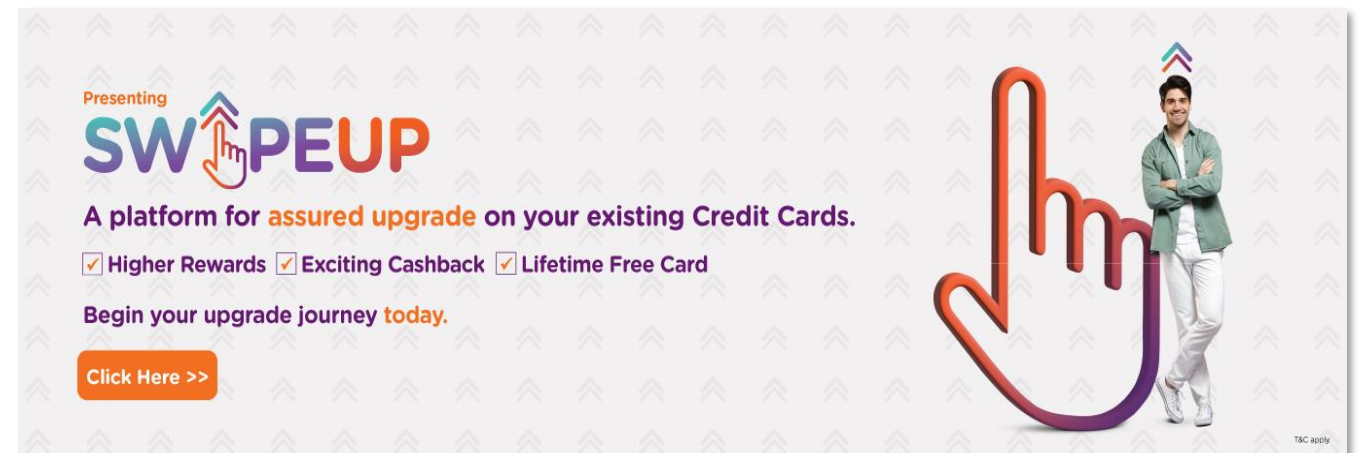
26%

1st time Credit Card users

₹ 1.5 Lacs

Average limit per card

- ❑ Monthly issuance of 50,000+ cards in Mar'23
- ❑ Achieved ₹ 1,000 Cr+ monthly spends in Mar'23; Spend per card above ₹ 20,500 per month
- ❑ Purchase Active has been above 57% MoM with healthy Average Ticket Size of ₹ 6.5k+
- ❑ Continue to innovate with industry first propositions such as LiT and SwipeUp – both having end-to-end digital journey, with integrated video KYC
- ❑ **Lit** – Our highest selling card variant
 - India's first customizable credit card – customers can choose features per their requirement
- ❑ Launched **SwipeUp** this quarter –
 - Industry first instant compare and card upgrade program



Acquisition

10 Lacs+

UPI QRs installed till Q4'FY23

68%

Activation rate

~2.4 Lacs

New customers acquired through UPI QR till Q4'FY23

Engagement

~1.7 Cr

Transactions in Q4'FY23;

~1.9 Lacs

Daily average transactions in Mar'23

₹ 1,520 Cr

Value of transactions in Q4'FY23

92%

Value of transactions credited to AU accounts in Q4'FY23

96%

Increase in CASA AMB (Average Monthly Balance) post QR install

Lending

~₹ 200 Cr

Loans disbursed basis transactions data till Q4'FY23

₹ 1.8 Lacs

Average loan ticket size

6. Other Key Updates



Received Silver Shield award from ICAI for Excellence in Financial Reporting, 2021-22



Rated 'AA' in ESG by MSCI



Board Level Sustainability Committee formed in Q4'FY23



Organized Bano Champion State level tournament for 1,600+ for rural children



Environment is a recognized stakeholder for AU

Good Governance



Board level Sustainability committee formed in Q4'FY23



First sustainability report released for FY22 - externally assured on GRI Framework

Customer First



Stakeholder communication & Customers on-boarded via Video Banking.

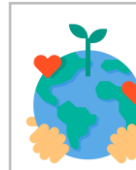


Informing stakeholders of their contribution towards reduction in CO₂ emission

Community Always



Released Sustainable procurement guidelines



Among first few Indian organizations to declare 2022 AGM as Carbon neutral

External Ratings for our ESG

Rated 'Medium' in ESG risk



Rated 'AA' in ESG



Constituent of

S&P BSE 100 ESG Index



Constituent of FTSE Emerging ESG Index



COE for Skills Development

Skill development is a key project of the Bank. In FY23, 7,693 youth have been trained with 80% linked to employment through our 18 skill development centers spread across 12 districts of Rajasthan.

AU उद्योगिनी

Women Entrepreneurship

AU supports women entrepreneurs for livelihood generation and capacity building by providing support and access. Till date, 2,100+ women are live on the platform and 600+ supported for sustainable livelihoods



AU's Sports Initiative

'Bano Champion' is aimed at holistic development of rural & semi-urban children & is live across 60+ locations with 6,900+ children in age group of 8-16 years getting trained by certified coaches. AU Bano Champion, State Level Tournament, was conducted in Q4'FY23 where 1,600+ children participated after qualifying from various district level tournaments conducted throughout the year.



Universal Access to Financial Services

- 30% of our total touchpoints/branches - 311 are in unbanked rural centres (Tier-VI, population less than 5,000 & Tier-V, population less than 10,000)
- Present in 52 Special Focus Districts* with 92 touchpoints covering 24 Aspirational districts, 14 Left wing extremist affected districts, 13 districts in Hill states and 1 north eastern region.

Providing Basic Bouquet of Financial Services



PM Jan Dhan Yojana



Particulars	BSBDA	MUDRA	PMJJBY	PMSBY	APY
Count	3,26,800+	2,75,700+	57,300+	83,900+	66,600+

Received Direct Benefit Transfer of ₹8.7+ Cr in FY23 in Aadhaar seeded accounts.



PM SVANidhi

- Supported 800+ street vendors



IGUCCY

- Supported 580+ micro entrepreneurs

Financial and Digital Literacy

- Organized 1,700+ financial and digital literacy camps at rural branches in FY23.
- Celebrated RBI Financial Literacy Week (13-17 Feb 2023) on the theme of Good Financial Behavior, Your Savior.
- Conducted a Capacity Building Program for rural branches in collaboration with NCFE.

Awards by PFRDA

- Par Excellence Award for maintaining 134% of the target in FY23.
- Diamond Club Certificate under Power to Persist for maintaining 75% persistency of APY Accounts in FY23.
- Amazing Achievers Award for 166 Branches achieving their targets in Q4'FY23.
- Numero Uno Award of Excellence for achieving 298% of the targets in February-March 2023.

Data as on 31st Mar 2023 unless otherwise stated



*The list is prepared taking cognizance of special focus districts classified by NABARD, MYMSME & NITI AAYOG.

Abbreviations

BSBDA Basic Savings Bank Deposit A/C

CASA Current Account Deposits and Savings Account Deposit

CoF Cost of Fund

CRAR Capital Adequacy Ratio

DII Domestic Institutional Investors

DPD Days Past Due

LCR Liquidity Coverage Ratio

MUDRA Micro Units Development & Refinance Agency Ltd.

NBFC Non-Banking Finance Company

NII Net Interest Income

NPA Non-Performing Assets

NTC New to Credit

OPEX Operating Expenses

P&L Profit & Loss Statement

PAT Profit After Tax

PMJJBY Pradhan Mantri Jeevan Jyoti Bima Yojana

PMSBY Pradhan Mantri Suraksha Bima Yojana

QoQ Quarter on Quarter

REG Real Estate Group

RoA Return on Average Assets

RoE Return on Average Shareholder's Fund

TD Term Deposit

YoY Year on Year

YTD Year to Date

a.	Core Markets	Core Markets are smaller centres in rural/semi-urban which typically have a local economy built around agriculture and small businesses, and which have traditionally been our traditional markets for lending.
b.	Urban Markets	Larger centres which have more advanced infrastructure such as airports, malls etc. are defined as Urban Markets
c.	CASA Ratio	Calculation for CASA Ratio is Current account + Savings account / Total Deposits with CDs included in total deposits
d.	Yield on Advances	Calculated as the weighted average yield on Gross Advances at the end of months within the respective period; from Q3'FY23, it is changed on a daily basis
e.	NIM	Net Interest Margin is calculated on the Advances including off book assets on a daily basis
f.	NPA Calculation	Net NPA Calculation does not include contingency provisions that the bank is carrying
g.	Retail TD	Retail TD refers to all TD having balance less than ₹ 2 Crores ; Bulk TD refers to all balances of ₹ 2 Crore & above
h.	Gross Advances	Gross Advances includes billed interest
i.	Collection Efficiency	Collection efficiency is calculated with all money received during the period from borrowers (excluding foreclosure) as % of current billing for the period
j.	Tech savvy customers	Tech savvy customers are those who are digital in their lifestyle but may not necessarily be active on AU SFB's digital channels
k.	Digital Customers	Digital customers are those active on AU SFB's digital channels
l.	Digital Products	Video Banking SA, Credit Cards, UPI QR, Personal Loans
m.	Transacting Customers	Customer initiated transactions on total Savings Accounts base, excluding dormant accounts

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