

July 26, 2018

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

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

Dear Sirs,

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

In terms of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and other applicable provisions, the Board of Directors of the Bank on July 26, 2018 has *inter-alia*, considered and approved the Unaudited Standalone Financial Results of the Bank for the Quarter (Q1) ended June 30, 2018 and took note of the Limited Review Report thereon, submitted by M/s. B S R & Co. LLP, Statutory Auditors of the Bank.

The Board Meeting commenced at 10:30 A.M. and aforementioned financial matters concluded at 2:00 P.M.

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

Also, please find enclosed the 'Investor Presentation'.

You are requested to take note of the same.

Thanking you,

Yours faithfully,
For **YES BANK LIMITED**


Shivanand R. Shettigar
Company Secretary



Encl: As above

B S R & Co. LLP

Chartered Accountants

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

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Limited Review Report on the Unaudited Standalone Financial Results of YES Bank Limited pursuant to Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015

To the Board of Directors of YES Bank Limited

1. We have reviewed the accompanying Statement of Unaudited Standalone Financial Results of YES Bank Limited (the 'Bank') for the quarter ended 30 June 2018 (the 'Statement'), attached herewith, being submitted by the Bank pursuant to the requirement of Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 (the 'SEBI Regulations'). The disclosures relating to "Pillar 3 under Basel III Capital Regulations" and those relating to "Leverage Ratio", "Liquidity Coverage Ratio" under Capital Adequacy and Liquidity Standards issued by Reserve Bank of India ('RBI') have been disclosed on the Bank's website and in respect of which a link has been provided in the Statement and have not been reviewed by us. Attention is drawn to the fact that the figures for the quarter ended 31 March 2018 as reported in this Statement are the balancing figures between audited figures in respect of the full financial year and the published year to date figures up to the end of the third quarter of the previous financial year. The figures up to the end of the third quarter of previous financial year had only been reviewed and not subjected to audit.
2. This Statement is the responsibility of the Bank's management and has been approved by the Board of Directors of the Bank in their meeting held on 26 July 2018. Our responsibility is to issue a report on this Statement based on our review.
3. We conducted our review in accordance with the Standard on Review Engagement (SRE) 2410, *Review of Interim Financial Information Performed by the Independent Auditor of the Entity* specified under section 143(10) of the Companies Act, 2013. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the financial results are free of material misstatement. A review is limited primarily to inquiries of Bank personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.

Limited Review Report on the Unaudited Standalone Financial Results of YES Bank Limited pursuant to Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 (Continued)

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

For B S R & Co. LLP
Chartered Accountants
Firm's Registration No: 101248W/W-100022



Manoj Kumar Vijai
Partner

Membership No: 046882

Mumbai
26 July 2018

YES BANK Limited

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

 Website: www.yesbank.in
UNAUDITED STANDALONE FINANCIAL RESULTS FOR THE QUARTER ENDED JUNE 30, 2018

(₹ in Lakhs)

Sr No.	PARTICULARS	FOR THE QUARTER ENDED 30.06.18	FOR THE QUARTER ENDED 31.03.18	FOR THE QUARTER ENDED 30.06.17	FOR THE YEAR ENDED 31.03.18
		(Unaudited)	(Audited - Refer Note 11)	(Unaudited)	(Audited)
1	Interest earned (a)+(b)+(c)+(d)	657,804	574,298	465,380	2,026,742
(a)	Interest/discount on advances/bills	500,466	440,441	353,448	1,547,824
(b)	Income on investments	135,086	117,944	90,272	410,253
(c)	Interest on balances with Reserve Bank of India and other inter-bank funds	16,203	10,960	17,936	51,607
(d)	Others	6,049	4,953	3,724	17,058
2	Other Income (Refer Note 4)	169,414	142,097	113,216	522,383
3	TOTAL INCOME (1+2)	827,218	716,395	578,596	2,549,125
4	Interest Expended	435,890	358,874	284,487	1,253,036
5	Operating Expenses (i)+(ii)	145,857	143,978	123,689	521,278
(i)	Payments to and provisions for employees	59,062	54,667	54,611	218,892
(ii)	Other operating expenses	86,795	89,311	69,078	302,386
6	Total Expenditure (4+5) (excluding provisions and contingencies)	581,747	502,852	408,176	1,774,314
7	Operating Profit (before Provisions and Contingencies)(3-6)	245,471	213,543	170,420	774,811
8	Provisions (other than Tax expense) and Contingencies (net)	62,565	39,964	28,578	155,380
9	Exceptional Items	-	-	-	-
10	Profit from ordinary activities before tax (7-8-9)	182,906	173,579	141,842	619,431
11	Tax Expense	56,870	55,635	45,290	196,975
12	Net profit from Ordinary Activities after tax (10-11)	126,036	117,944	96,552	422,456
13	Extraordinary Items (Net of tax)	-	-	-	-
14	NET PROFIT (12-13)	126,036	117,944	96,552	422,456
15	Paid-up equity Share Capital (Face value of ₹ 2 each)	46,114	46,059	45,749	46,059
16	Reserves & Surplus excluding revaluation reserves				2,529,769
17	Analytical ratios :				
(i)	Percentage of Shares held by Government of India	Nil	Nil	Nil	Nil
(ii)	Capital Adequacy ratio - Basel III	16.9%	18.4%	17.1%	18.4%
(iii)	Earning per share for the period / year (before and after extraordinary items)				
	- Basic ₹	5.47	5.14	4.22	18.43
	- Diluted ₹	5.39	5.06	4.13	18.06
		(Not Annualized)	(Not Annualized)	(Not Annualized)	Annualized
(iv)	NPA ratios-				
(a)	Gross NPA	282,446	262,680	136,438	262,680
(b)	Net NPA	126,257	131,275	54,531	131,275
(c)	% of Gross NPA	1.31%	1.28%	0.97%	1.28%
(d)	% of Net NPA	0.59%	0.64%	0.39%	0.64%
(v)	Return on assets (average) (annualized)	1.6%	1.6%	1.8%	1.6%



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Notes:

1. The results have been taken on record by the Board of Directors of the Bank at its meeting held in Mumbai today. The results have been subject to "Limited Review" by the Statutory Auditors of the Bank. There are no qualifications in the auditor's review report for the quarter ended June 30, 2018.
2. The shareholders of the Bank had approved the sub-division of each equity share having a face value of ₹ 10 into five equity shares having a face value of ₹ 2 each through postal ballot on September 8, 2017. The record date for the sub-division was September 22, 2017. All shares and per share information in the financial results are restated to reflect the effect of sub-division for each of the periods presented.
3. During the quarter ended June 30, 2018, the Bank allotted 2,745,850 shares, pursuant to the exercise of stock options by certain employees.
4. Other income includes fees and commission earned from guarantees/letters of credit, loans, financial advisory fees, selling of third party products, earnings from foreign exchange transactions and profit/loss from sale of securities.
5. As at June 30, 2018, the total capital infused and outstanding is ₹ 5,000 lakhs in Yes Securities (India) Limited, ₹ 7,450 Lakhs in YES Asset Management (India) Limited and ₹ 50 Lakhs in Yes Trustee Limited. All three are wholly owned subsidiary companies of the Bank.
6. Return on assets is computed using a simple average of total assets at the beginning and at the end of the relevant period.
7. The disclosures for NPA referred to in point 17(iv) above correspond to Non Performing Advances.
8. In view of the continuing rise in the yields on Government Securities, RBI vide its circular DBR.No.BP.BC.102/21.04.048/2017-18 dated April 02, 2018 and DBR.No.BP.BC.113/21.04.048/2017-18 dated June 15, 2018 has granted banks the option to spread provisioning for their net mark to market (MTM) losses on all investments held in AFS and HFT for the quarter ended March 31, 2018 and June 30, 2018. As per the RBI circular, the provisioning cost for the quarter may be spread equally over up to four quarters, commencing with the quarter ended March 31, 2018 and June 30, 2018 respectively. For the quarter ending June 30, 2018, the Bank has considered a provision of ₹ 9,267.23 Lakhs and will amortize ₹ 27,801.70 Lakhs over the subsequent quarters for the year ending March 31, 2019. The Bank had however not availed of the said option and recognized the entire net mark to market loss on investments in the quarter ended March 31, 2018.
9. As the business of the Bank is concentrated in India; the segment disclosures made pertain to domestic segment.
10. In accordance with RBI master circular DBR.No.BP.BC.1/21.06.201/2015-16 dated July 1, 2015 on 'Basel III Capital Regulations' read together with RBI circular DBR.No.BP.BC80/21.06.201/2014-15 dated March 31, 2015 on 'Prudential Guidelines on Capital Adequacy and Liquidity Standards - Amendments' requires banks to make applicable Pillar III disclosures including leverage ratio and liquidity coverage ratio under Basel III Framework. The Pillar III disclosures have not been subjected to review by the statutory auditors. The Bank has made these disclosures which are available on its website at the following link.
https://www.yesbank.in/pdf/basel_iii_disclosure_june_30_2018.pdf
11. The figures of quarter ended March 31, 2018 are the balancing figures between audited figures in respect to the full financial year upto March 31, 2018 and the unaudited published year to date figures upto December 31, 2017, being the date of the end of the third quarter of the financial year which was subject to limited review.
12. The Bank has followed the same significant accounting policies in the preparation of these financial results as those followed in the annual financial statement for the year ended March 31, 2018.
13. Previous period figures have been regrouped /reclassified wherever necessary to conform to current period classification.



SEGMENTAL RESULTS

(₹ in Lakhs)

Sr No	PARTICULARS	FOR THE	FOR THE	FOR THE	FOR THE
		QUARTER	QUARTER ENDED	QUARTER	YEAR ENDED
		ENDED 30.06.18	31.03.18	ENDED 30.06.17	31.03.18
		(Unaudited)	(Audited - Refer Note 11)	(Unaudited)	(Audited)
1	Segment revenue				
(a)	Treasury	235,447	178,022	162,090	659,270
(b)	Corporate Banking	546,826	478,818	366,674	1,663,588
(c)	Retail Banking	93,854	88,938	63,504	297,282
(d)	Other Banking Operations	4,576	6,960	4,111	19,541
(e)	Unallocated	(2)	(12)	13	(115)
	TOTAL	880,701	752,726	596,392	2,639,566
	Add / (Less): Inter Segment Revenue	(53,483)	(36,332)	(17,796)	(90,441)
	Income from Operations	827,218	716,395	578,596	2,549,125
2	Segmental Results				
(a)	Treasury	88,787	61,133	89,970	294,610
(b)	Corporate Banking	158,860	175,787	110,448	547,480
(c)	Retail Banking	(8,315)	(6,608)	(23,002)	(59,076)
(d)	Other Banking Operations	2,061	4,627	2,498	11,082
(e)	Unallocated	(58,487)	(61,360)	(38,072)	(174,665)
	Profit before Tax	182,906	173,579	141,842	619,431
3	Segment Assets				
(a)	Treasury	11,080,785	10,221,286	7,700,565	10,221,286
(b)	Corporate Banking	18,312,106	17,146,303	12,053,012	17,146,303
(c)	Retail Banking	3,678,264	3,713,703	2,336,527	3,713,703
(d)	Other Banking Operations	3,921	3,300	974	3,300
(e)	Unallocated	179,853	159,968	123,439	159,968
	Total	33,254,929	31,244,560	22,214,517	31,244,560
4	Segment Liabilities				
(a)	Treasury	8,520,441	7,510,753	4,331,505	7,510,753
(b)	Corporate Banking	13,027,496	12,615,311	9,126,398	12,615,311
(c)	Retail Banking	8,036,848	7,508,505	6,068,835	7,508,505
(d)	Other Banking Operations	11,419	47,246	10,308	47,246
(e)	Unallocated	1,027,331	986,917	438,729	986,917
	Capital and Reserves	2,631,394	2,575,828	2,238,742	2,575,828
	Total	33,254,929	31,244,560	22,214,517	31,244,560

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

Place: Mumbai
Date: July 26, 2018

For YES BANK Limited

Ranjit Kapoor
Managing Director & CEO



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Press Release – July 26, 2018

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

1. KEY HIGHLIGHTS for Q1FY19

- ✓ **Sustained Earnings Delivery with improving efficiency:**
 - Net Profit at ₹ 1,260.4 Crores, grew 30.5% y-o-y on the back of healthy growth in NII & Other Income
 - Cost to Income ratio improved to 37.3% from 42.1% in Q1FY18
 - RoEs improved to 19.4% from 17.4% in Q1FY18
- ✓ **Robust Advances growth with increasing granularity:**
 - Advances grew by 53.4% y-o-y across domestic Corporate, IBU, MSME and Retail businesses
 - IBU Assets crossed US\$ 3 Bn growing by 219% y-o-y
 - Retail Banking Advances grew 105.2% y-o-y to 14.0% of Total Advances, contributing 47% of incremental growth during the quarter
- ✓ **Healthy Asset Quality delivery: Steady decline in Total Stressed Assets Book**
 - GNPA at 1.31% and NNPA declined to 0.59% from 0.64% sequentially. Credit costs at 15 bps
 - PCR improved to 55.3% from 50.0% sequentially
 - Total Stressed book (NNPA + Net Security Receipts + Std. Restructured Exposure) declined steadily to 1.52% from 1.73% sequentially
 - Demonstrated resolution track record capability by achieving significant recoveries in NPA and Security Receipts book
- ✓ **Ratings Upgraded to AAA** by CARE from AA+ for Infrastructure Bonds and Tier II Bonds (Basel III)

Commenting on the results and financial performance, Mr. Rana Kapoor, Managing Director & CEO, YES BANK said, “YES BANK has again delivered sustained performance across balance sheet growth, profitability and asset quality. Further, the growth has been well segmented across Corporate, IBU, SME and particularly Retail Business which grew 105% y-o-y taking Retail Banking proportion in total advances to 14.0%. The exponential growth momentum in Retail demonstrates the leverage created across people, branches and technology over the past few years and is further expected to increase granularity in Bank’s asset and liabilities over the quarters to come. The Bank has also received approval from SEBI to commence its ‘Mutual Fund Business’ which will complement and further augment Bank’s Retail Liabilities and Wealth Management product offerings.

The other key highlight of the quarter was Bank’s continued resilience in Asset Quality and resolution capabilities as demonstrated through recoveries in NPA and Security Receipts book resulting in decline in total Stressed Assets to 1.52% aggregate.

YES Bank’s sustained performance and inherent franchise strength has also been corroborated by Bank’s recent rating upgrade to AAA by CARE which will provide further impetus to Bank’s superior performance, overall Cost of Funds reduction and enable it to capture market share at an increasing pace.”

2. PROFIT & LOSS: Sustained Earnings Delivery with improving efficiency

- **Net Profit** grew by 30.5% y-o-y to ₹ 1,260.4 Crores
- **Net Interest Income** grew by 22.7% y-o-y to ₹ 2,219.1 Crores and **Non-Interest Income** grew by 49.6% y-o-y to ₹ 1,694.1 Crores with NIMs at 3.3%
- **Provisions** stood at ₹ 625.7 Crores of which:
 - ₹ 379.9 Crores is NPA provisioning which includes ₹ 149.0 Crores towards increase in Provision Coverage to 55.3%
 - ₹ 92.7 Crores is towards MTM losses on Bonds. MTM losses of ₹ 278.0 Crores will be amortized during FY19 under the RBI dispensation
- **Operating Profit** posted robust growth of 44.0% y-o-y to ₹ 2,454.7 Crores
- Consistent return ratios with **RoA** stable at 1.6%. **RoE** increased to 19.4% from 17.4% in Q1FY18
- **Book Value** at ₹ 114.1 per share as on June 30, 2018

3. BALANCE SHEET: Robust Advances growth with increasing granularity

- Total Assets grew by 49.7% y-o-y to ₹ 3,32,549.3 Crores. IBU Assets grew by 219% y-o-y to US\$ 3.2 Bn
- Deposits grew by 42.0% y-o-y to ₹ 2,13,394.5 Crores
- **CASA ratio** at 35.1%, on the back of 35.7% y-o-y growth. **SA** (₹ 46,597.5 Crores) and **CA** (₹ 28,332.5 Crores) deposits posted strong growth of 26.9% and 53.1% y-o-y respectively. **CASA + Retail FDs** as a % of Total Deposits stands at a healthy 56.7%
- **Advances** grew by 53.4% y-o-y to ₹ 2,14,720.1 Crores on the back of robust growth across Corporate, IBU, MSME and Retail businesses. Retail Banking Advances grew by 105.2% y-o-y to 14.0% of Advances (*up from 10.5% as on June 30, 2017*). Segmental mix below:

Business Segment	As on Jun 30, 2018	As on Jun 30, 2017	Growth (y-o-y)	As on Mar 31, 2018	Growth (q-o-q)
A) Corporate Banking	67.6%	68.1%	52.2%	67.9%	5.0%
of which IBU Advances	8.8%	4.3%	214.5%	7.1%	31.6%
B) Retail & Business Banking	32.4%	31.9%	56.0%	32.1%	6.5%
of which:					
i) Medium Enterprises	8.7%	9.9%	35.6%	9.7%	(5.0%)
ii) Small and Micro Enterprises	9.7%	11.5%	28.7%	10.2%	(0.4%)
iii) Retail Banking	14.0%	10.5%	105.2%	12.2%	21.3%
Total	100.0%	100.0%	53.4%	100.0%	5.5%

- **Total Capital Adequacy** at 17.3% with Total Capital Funds at ₹ 46,983.7 Crores. Tier I Ratio and CET I ratio healthy at 12.8% and 9.5% respectively (*including profits & adjusted for prorated dividend & IFR*)
- Risk Weighted Assets stood at ₹ 2,71,351.3 Crores. RWA to Total Assets improved to 81.6% (*from 83.4% as on June 30, 2017*) given incremental lending to higher rated Corporates

4. ASSET QUALITY: Decline in Total Stressed Assets Book

(A) Details of Asset Quality Parameters:

S. No	Particulars (%)	Q1FY19	Q4FY18	Q1FY18	Remarks
1	Credit Cost (bps)	15	13	18	Credit Cost guidance for FY19 at 50-70 bps
2.1	GNPA	1.31% (₹ 2,824.5 Cr)	1.28% (₹ 2,626.8 Cr)	0.97%	Gross Slippage of ₹ 560.3 Crores of which ₹ 314.8 Crores is expected to be fully recovered before 30/09/2018 (Supported by Liquid/Marketable Securities)
2.2	NNPA	0.59% (₹ 1,262.6 Cr)	0.64% (₹ 1,312.7 Cr)	0.39%	
2.3	PCR	55.3%	50.0%	60.0%	PCR increased to 55.3% in Q1FY19 in line with Bank's guidance to increase PCR to >=60% by Sep'18
3	Net Security Receipts	0.82% (₹ 1,771.2 Cr)	0.92% (₹ 1,884.7 Cr)	0.69%	No Sale to ARC in Q1FY19 During the quarter one Security Receipt Investment with carrying value of ₹ 103.1 Crores was fully redeemed in line with Bank's expectation of redemptions/recoveries of 30-40% during FY19
4	Std. Restructured Exposure	0.12% (₹ 249.4 Cr)	0.16% (₹ 337.6 Cr)	0.55%	Breakup of 0.12% (₹ 249.4 Cr) - Erstwhile fully implemented S4A (₹ 137.5 Crs - 3 accounts); 5-25 (₹ 106.8 Crs - 2 accounts); SDR (Nil) and Other Restructure book (₹ 5.1 Crs - 2 accounts)
TOTAL (2.2 + 3 + 4)		1.52% (₹ 3,283 Cr)	1.73% (₹ 3,535 Cr)	1.64% (₹ 2,299 Cr)	

(B) Other Asset Quality highlights:

(i) Details of exposure to NCLT List 1 accounts (only 0.01% of Gross Advances)

During the quarter Bank recovered ₹ 184 Crore from one account (classified under NCLT List 1). Consequently, Bank has residual exposure to only one account with an exposure of ₹ 23.4 Crores (Funded exposure only), classified as NPA and provisioning coverage of 50%. We expect to fully recover this exposure

(ii) Details of exposure to NCLT List 2 accounts (0.31% of Gross Advances)

- Total exposure of ₹ 654.7 Crores across 7 accounts
- Entire Funded exposure from the above, aggregating to ₹ 568.0 Crores (across 3 accounts), is classified as NPA and has provision Coverage of 43%
- Adequate provisioning on these exposures with 50-60% collectability

(iii) Minimal impact of RBI circular dated Feb 12, 2018: As stated earlier in Q4FY18 Result's Media Release, Bank reiterates minimal impact of RBI's Feb 12 Circular on its portfolio

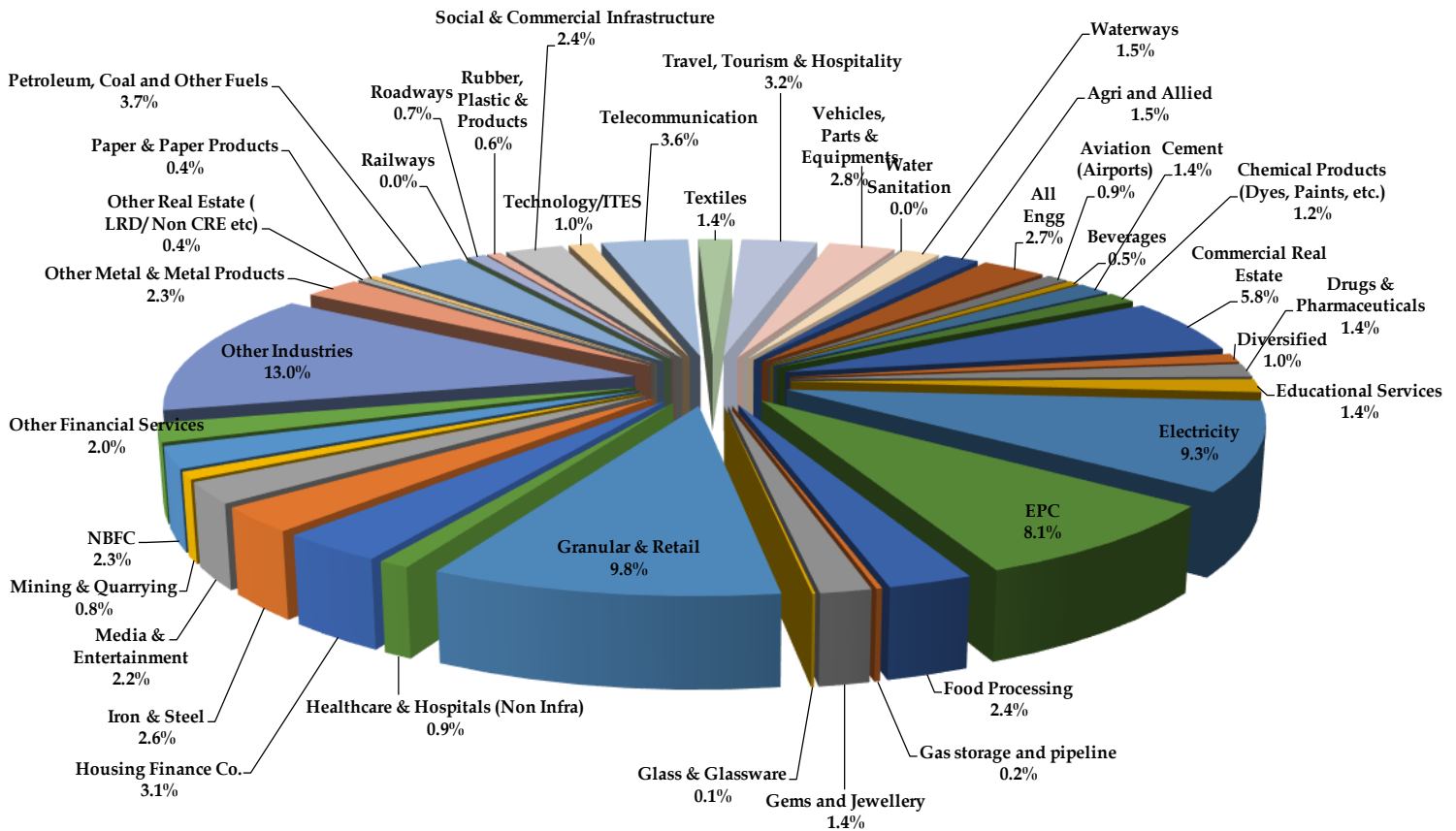
5. SENSITIVE SECTOR DISCLOSURE

Sector/ Rating*	% of Total Exposure as on June 30, 2018	% of Total Exposure as on March 31, 2018
(A.1) Non Renewable Electricity Generation	2.5 % (all operational)	2.7 % (all operational)
(A.2) Exposure to SEBs	Nil	Nil
(B) Iron & Steel	2.6 %	2.0 %
A or above rated	2.0 %	1.5 %
(C) Telecom	3.6%	2.2%
A and above rated	3.3%	1.9%
(D) Gems & Jewellery	1.4%	1.4%
A and above rated	1.0%	0.9%

*Based on Internal Corporate ratings models mapped to external ratings

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

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



6. DIGITAL BANKING: Digital dominance continues

- Leadership position within the new age payments:
 - Winner for **Instant Payment products (UPI, IMPS, USSD & BHIM) in National Payments Excellence Awards 2017** announced by NPCI in May 2018
 - **UPI: Market share of 50%** in UPI Merchant Payments volumes. Processed more than **14 Crores transactions** amounting to ~ ₹ 29,000 Crores in Q1FY19. Total registrations have crossed **5 Crores**, Merchant partner base of **1.5 Lakhs**
 - **IMPS: Top Remitter Bank** within peer group based on transaction vol. as per NPCI, 105% growth y-o-y
 - **AePS: One of the Leading acquirer bank of AEPS.** Processed ~**2 Crore successful transactions in 3 months.** ~**1.45 Lakh Business Correspondent** agents enabled for delivering service
- Continued focus on Innovation:
 - **AIIMS Rishikesh Go Live:** AIIMS became India's first completely Cashless Campus by the way of YES Bank powered AIIMS Cashless Payments Cards, UPI led payments and POS led payments
 - Launched **BHIM Aadhaar pay** as an acceptance medium for Rajasthan Government's E-Mitra outlets for facilitating Government to Citizen (G2C) services
- Enhancing customer engagement through Superior Product Delivery:
 - **YES Mobile** registrations have increased by **113%** y-o-y with a mirroring increase in transaction value & volumes by **186%** and **247%** y-o-y respectively
 - **Robust growth in Debit Card transactions:**
 - **7.5 Million** Debit Card transactions in Q1FY19 y-o-y growth of **40%**. Total Debit Card spends grew 45% y-o-y to ₹ 1,095 Crores during Q1FY19. Further, Spend per Debit Card has increased by 29% y-o-y to ₹ 1,903 per quarter
 - Spends on YES Bank RuPay cards have increased **222%**
 - E-Com transactions growth of **52%** y-o-y
 - **YES ROBOT - Personal Banking Assistant, India's first artificial intelligence enabled banking bot** - Continues to gain popularity with customers as it engaged in over ~**10 lakh** interactions in Q1FY19
- Digital India Initiatives:
 - **Asmita Project** for Women & Child Welfare Department's subsidy disbursement went live on March 08, 2018 by the Honorable Chief Minister of Maharashtra; 25,000+ SHG members and 7 lakh girls are expected to benefit from the app
 - **Integrated Child Development Scheme (ICDS) Maharashtra** - Mobile application developed for capturing daily attendance of Anganwadi workers and their monthly payment processing; *resulting in drastic reduction of the entire billing cycle from 2-3 months to ~ 1 week*

7. EXPANSION & KNOWLEDGE INITIATIVES

- Employee strength as on June 30, 2018 stood at **19,597**, an increase of 1,359 employees in the quarter
- As on June 30, 2018, branch network stood at **1,105** branches and ATM Network stood at **1,741** which includes **561** Bunch Note Acceptors/Cash Recyclers
- YES Bank was Upgraded to '**AAA**' with Stable Outlook by Care Ratings:
 - Upgraded to highest Care AAA Rating from Care AA+ for Infrastructure Bonds and Tier II Bonds (Basel III) with Stable Outlook.
 - Upgraded to Care AA+ Rating from Care AA for Perpetual and Additional Tier I Bonds (Basel III); Stable Outlook which is the highest across all bank

CARE ratings cited Bank's adequate Capitalization levels, experienced Senior Management, healthy Profitability consistently over the last decade, comfortable Asset Quality relative to other banks, improvement in Funding Profile and comfortable Liquidity position as triggers for Rating Upgrade

- Ranked #1,013 in the Forbes Global 2000 - World's Largest Public Companies list for 2018 and ranked #155 in the Global 2000: Growth Champions list for 2018.
- YES BANK received regulatory approvals from SEBI:
 1. To commence its Mutual Fund business and
 2. For acting as Custodian of Securities

These approvals will complement YES BANK's retail liabilities and wealth management, and Capital Market offerings

- Sustained Leadership position in Clean Energy space by launching:
 - First-ever Green Deposit product - '**Green Future: Deposit**' on World Environment Day for lending towards Sustainable Development Goals (SDGs) aligned sectors
 - **Cleantech Accelerator:** YES SCALE (focused on Smart City Tech, CleanTech, AgriTech, Lifesciences Tech & EduTech), as part of YES BANK's multi-sector accelerator program. The accelerator Accelerator will focus on scaling up startups working on energy efficiency, waste management and water management - paving the way for a cleaner future

3. AWARDS & RECOGNITIONS

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

- Winner for outstanding performance in **Instant Payment Products (UPI + IMPS + BHIM + USSD)**, at the **National Payments Excellence Awards (NPCI) 2017** hosted by **National Payments Corporation of India (NPCI)**
- Recognized with three Gold Awards at the **India Content Leadership Award- 2018** for compelling marketing & corporate communications initiatives for its flagship Fintech start-up Business Innovation Programme, **YES FINTECH** and for successfully running **CFO Insights**, a magazine read widely by Chief Financial Officers (CFOs)
- Recognized with the '**Best Implementation of Digital Payments**' award at the 4th edition of prestigious **BW Businessworld Digital India Summit & Awards 2018**
- Adjudged as the '**Best Bank in India**' for Payments, Blockchain Initiative, API Initiative, Financial Supply chain Management Deal, Trade Finance Deal, Automation Application and Trade Finance at **The Asian Banker Transaction Banking Awards 2018**

Accolades for Small & Medium Enterprises Financing:

- Adjudged as the '**Best Bank in India for Small and Medium-Sized Enterprises (SMEs)**' at the **Asiamoney Best Bank Awards 2018**
- Recognized as the '**Best Banking Solutions provider for SMEs**' at Engineering Export Promotion Council (EEPC India) 48th Northern Region Awards for Export Excellence, Dehradun

Multiple recognitions for CSR practices:

- Adjudged as winner in '**Excellent CSR for Women Empowerment**' category of **Social Footprints Awards 2018** for YES BANK's innovative blended finance facility, aimed at promoting environmentally sustainable livelihood among women salt farmers in Gujarat
- Announced as the winner in '**Safe Drinking Water**' category of **Social Footprints Awards 2018** for successful implementation of Water ATMs and Water Health Centers under Water and Livelihood project in India
- Received '**CSR Excellence Award**' for its first-of-its-kind MSME CSR project '**Say YES to Sustainable MSMEs in India**' at the **Apex India Awards**

Mr. Rana Kapoor, MD & CEO, YES BANK was felicitated:

- In the '**Business Category**' for his immense contribution to society, promotion of culture and social initiatives at '**NBT Utsav 2018**' organized by **Navbharat Times**
- As the '**CSR Icon of the Year**' for his immense contribution to sustainable development in India for YES BANK's socio-environmental initiatives at the **Apex India Awards**
- As the '**Sustainability Leader of the Year**' at the **Karlsruhe Sustainable Finance Awards 2018, Germany**
- As '**Professional Entrepreneur of the Year**' by **Entrepreneur Magazine** at the 8th Annual Entrepreneur India 2018 Convention in New Delhi.

YES Bank's analyst conference call, scheduled on July 26, 2018 at 5:30 pm, can be heard at following link, post 10 pm:
<https://www.yesbank.in/about-us/investors-relation/financial-information/financialresults>

ABOUT YES BANK

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

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

Financial Highlights from Q1FY19 Results:

P & L Highlights					
(₹ in Crores)	Q1FY19	Q1FY18	Growth % (y-o-y)	Q4FY18	Growth % (q-o-q)
Net Interest Income	2,219.1	1,808.9	22.7%	2,154.2	3.0%
Non Interest Income	1,694.1	1,132.2	49.6%	1,421.0	19.2%
Total Net Income	3,913.3	2,941.1	33.1%	3,575.2	9.5%
Operating Profit	2,454.7	1,704.2	44.0%	2,135.4	15.0%
Provision	625.7	285.8	118.9%	399.6	56.6%
Profit after Tax	1,260.4	965.5	30.5%	1,179.4	6.9%
Basic EPS (₹)	5.5	4.2 ⁺	29.5%	5.1	6.4%
Key P & L Ratios					
	Q1FY19	Q1FY18		Q4FY18	
Return on Assets [#]	1.6%	1.8%		1.6%	
Return on Equity [#]	19.4%	17.4%		18.8%	
NIM	3.3%	3.7%		3.4%	
Cost to Income Ratio	37.3%	42.1%		40.3%	
Non Interest Income to Total Income	43.3%	38.5%		39.7%	

Balance Sheet Highlights					
(₹ in Crore)	30-Jun-18	30-Jun-17	Growth % (y-o-y)	31-Mar-18	Growth % (q-o-q)
Advances	214,720.1	139,971.8	53.4%	203,533.9	5.5%
Deposits	213,394.5	150,240.9	42.0%	200,738.1	6.3%
CASA	74,930.0	55,215.1	35.7%	73,176.2	2.4%
Shareholders' funds	26,313.9	22,387.4	17.5%	25,758.3	2.2%
Total Capital Funds	46,983.7 ^{**}	32,541.3	44.4%	46,975.7	0.0%
Total Balance Sheet	332,549.3	222,145.2	49.7%	312,445.6	6.4%
Key Balance Sheet Ratios					
Capital Adequacy	17.3% ^{**}	17.6% ^{**}		18.4%	
CET I Ratio	9.5% ^{**}	11.9% ^{**}		9.7%	
Tier I Ratio	12.8% ^{**}	13.8% ^{**}		13.2%	
Book Value (₹)	114.1	97.9		111.8	
Gross NPA	1.31% (₹ 2,824.5 Crs)	0.97%		1.28%	
Net NPA	0.59% (₹ 1,262.6 Crs)	0.39%		0.64%	
Provision Coverage Ratio	55.3%	60.0%		50.0%	
Credit Costs (in bps)	15	18		13	
Restructured Exposure% [*]	0.12% (₹ 249.4 Crs)	0.55%		0.16%	
Security Receipts (Net)%	0.82% (₹ 1,771.2 Crs)	0.69%		0.92%	
CASA Ratio	35.1%	36.8%		36.5%	
Daily Average LCR	101.0%	88.3%		102.1%	

Annualized

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

** including profits & adjusted for prorated dividends & IFR

+ Adjusted basis 5:1 Share Split

INVESTOR PRESENTATION

Q1FY19 Update





QUARTERLY HIGHLIGHTS

Key Highlights for Q1FY19

Sustained Earnings Delivery with improving efficiency and Superior shareholder returns



1.6% RoA & 19.4% RoE
Delivering Consistent Shareholder returns.



37.3% C/I Ratio
Down from 42.1% in Q1FY18



30.5% Y-o-Y
Growth in **PAT**

Robust Growth in Advances with increasing Granularity



53.4% Y-o-Y
Growth in Advances



US\$ 3 Bn+
IBU Assets, Y-o-Y growth of 219%



14.0% Retail Advance
Up from 10.5% last year

Healthy Asset Quality delivery: Steady decline in Total Stressed Assets Book



1.52% Total Stressed Book*
Down from 1.73% sequentially



55.3% PCR
Up from 50.0% sequentially



Demonstrated resolution capability by posting significant recoveries in NPA and Security Receipts book

**NNPA + Security Receipts + Std Restructured*

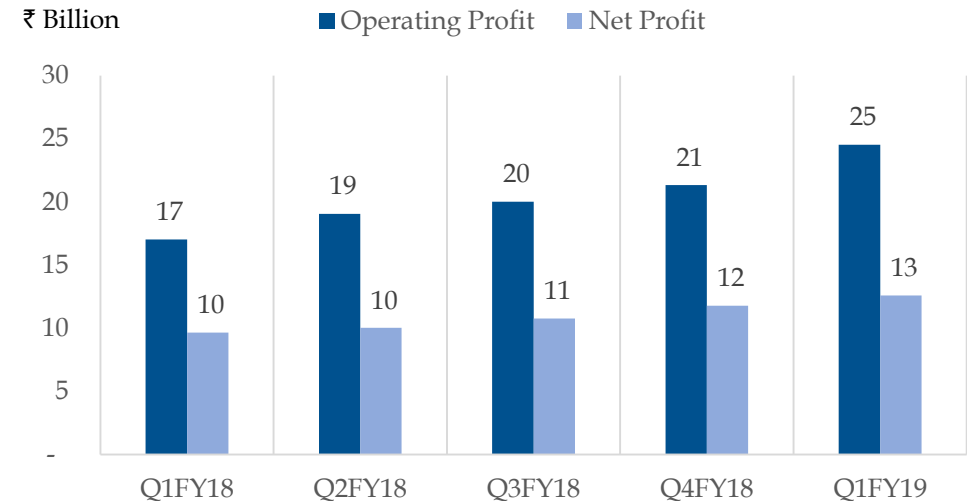
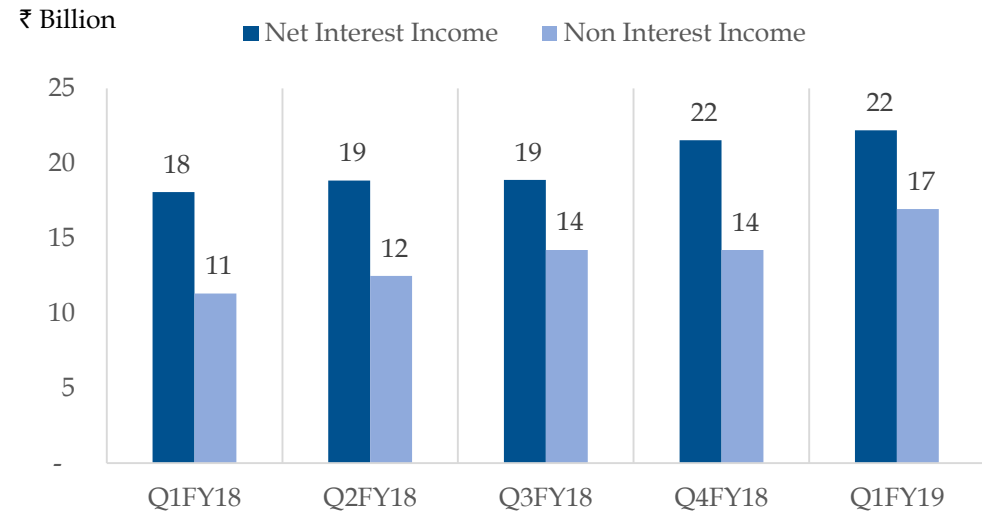
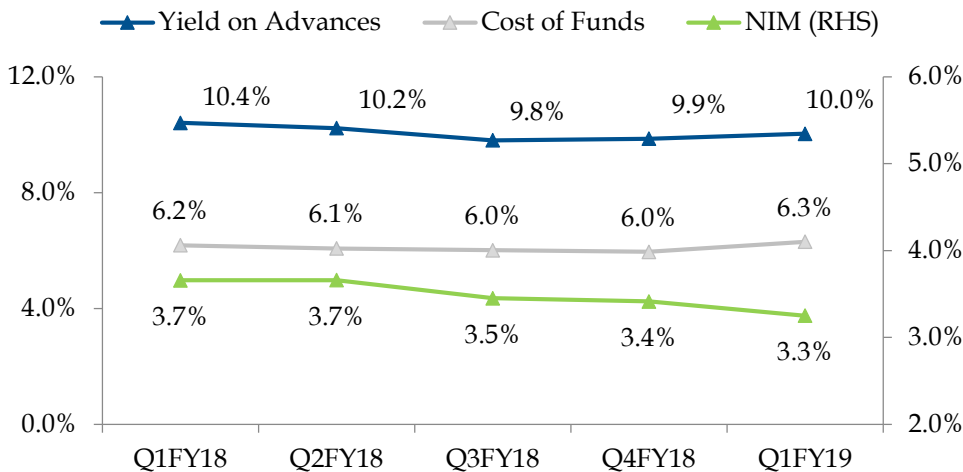
Ratings Upgraded to AAA
by CARE from AA+
for Infrastructure Bonds and Tier II
Bonds (Basel III)

Regulatory approval from
SEBI to commence **'Mutual
Fund Business'** &
'Custodian of Securities'

**Ranked #1,013 in the Forbes
Global 2000 - World's
Largest Public Companies
list for 2018**

Robust Earnings Delivery

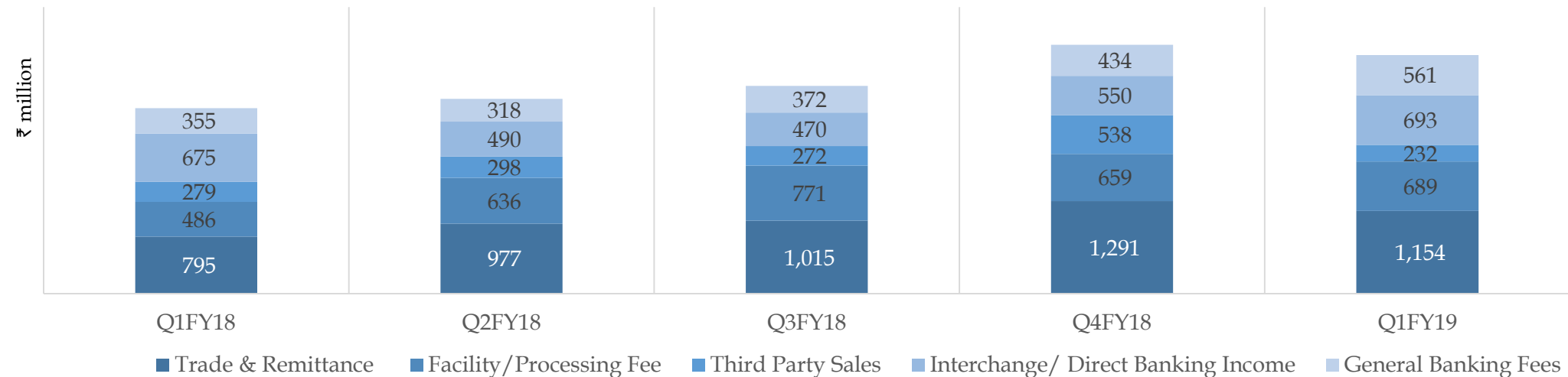
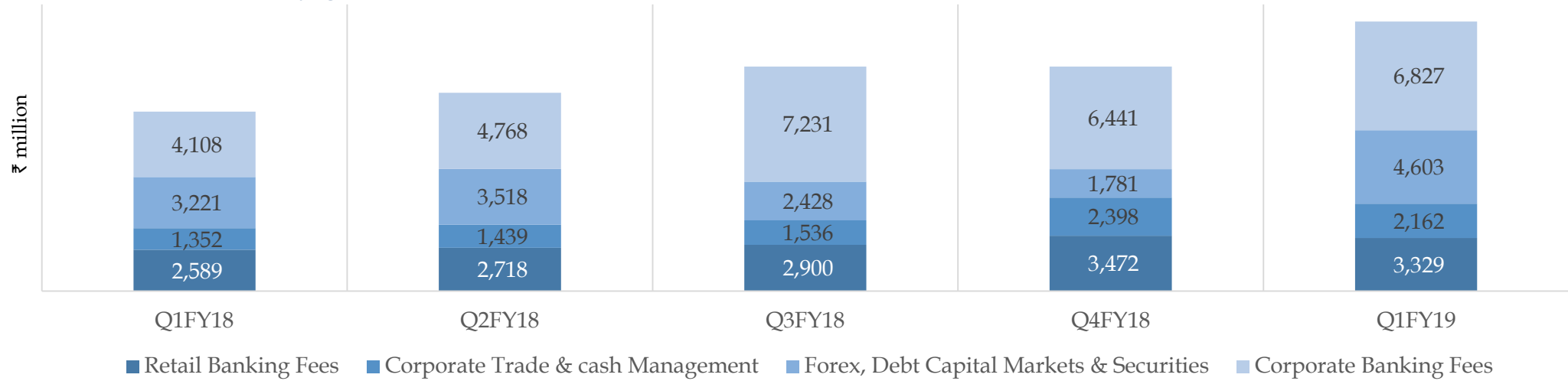
- ✓ Strong growth in NII of 22.7% for Q1FY19, driven by growth in Advances of 53.4% y-o-y
- ✓ NIMs continue to be healthy at 3.3% in Q1FY19
- ✓ Non-Interest income growth of 49.6% for Q1FY19 on the back of healthy growth in Corporate Banking & Transaction Banking of 66.2% & 59.9% respectively.
- ✓ Improving Cost Efficiencies resulting into increasing Profits, y-o-y growth of 30.5% in Q1FY19.



Consistent growth in Operating profit coupled with increasing Margins and Spreads

Non Interest Income Trends

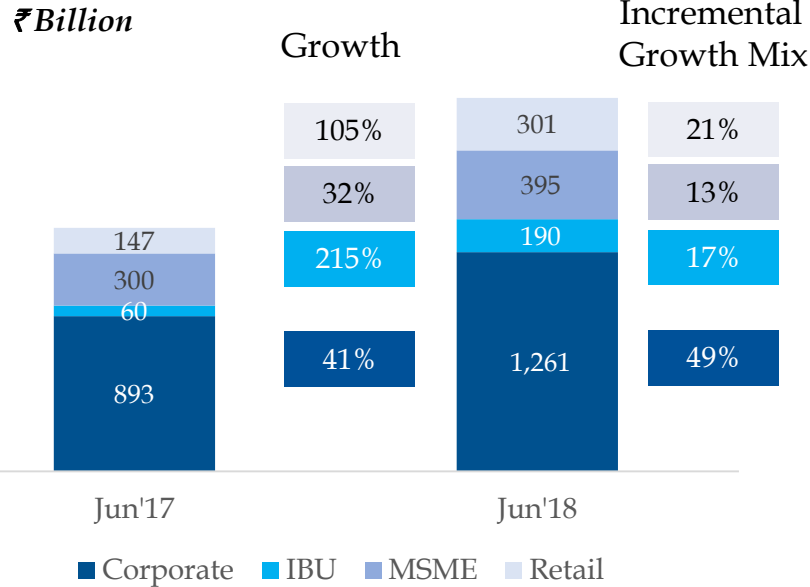
Healthy growth across Transactional Corporate, Trade, CMS and Granular Retail Fees



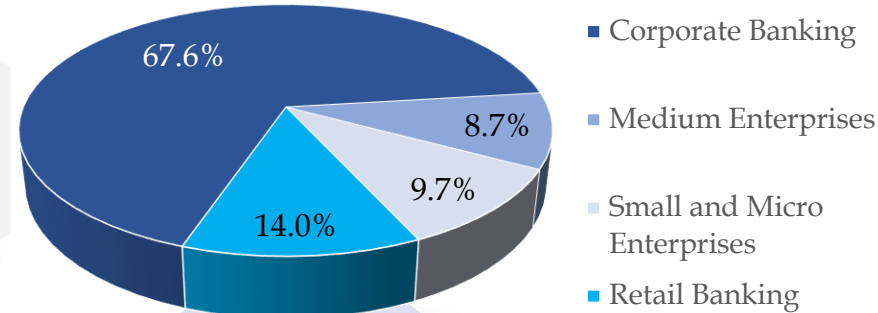
Robust growth in Retail fees on the back of rapidly expanding retail franchise

Key Balance Sheet Growth Trends

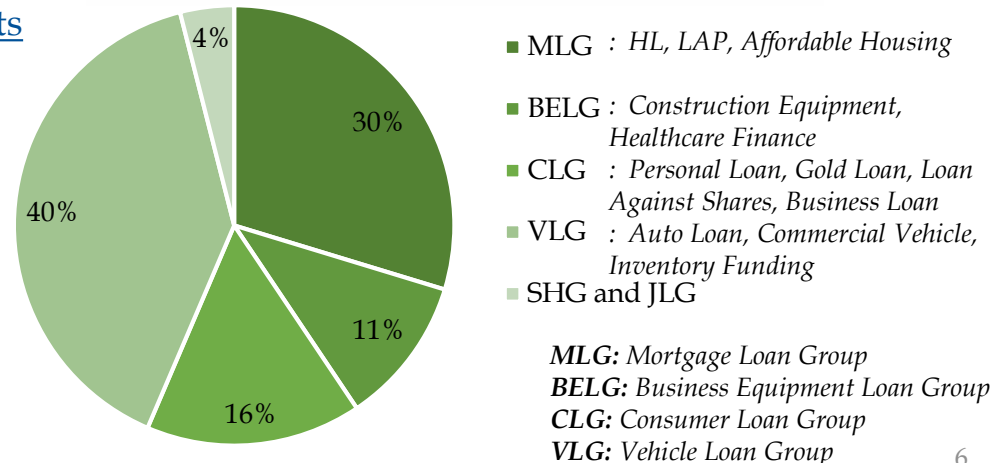
Well Segmented Growth



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



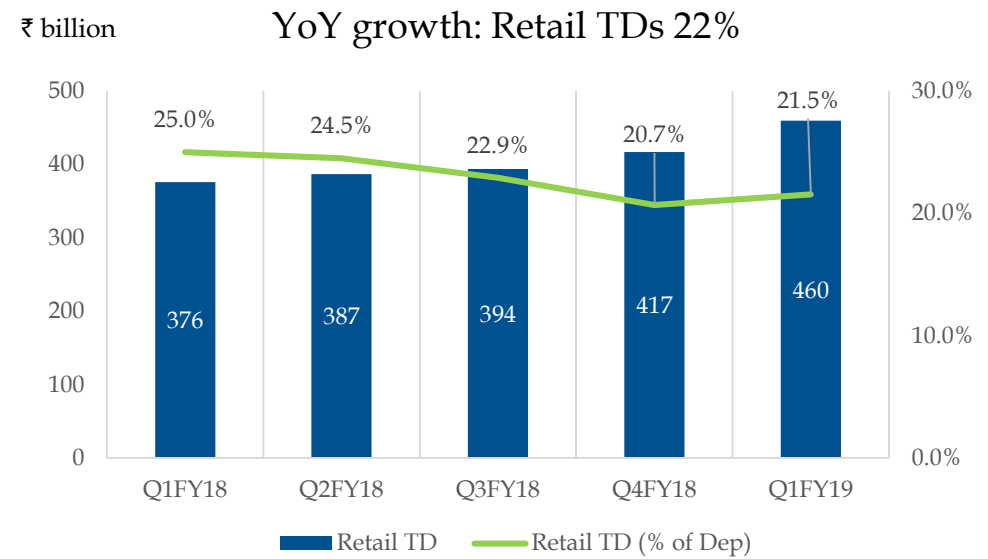
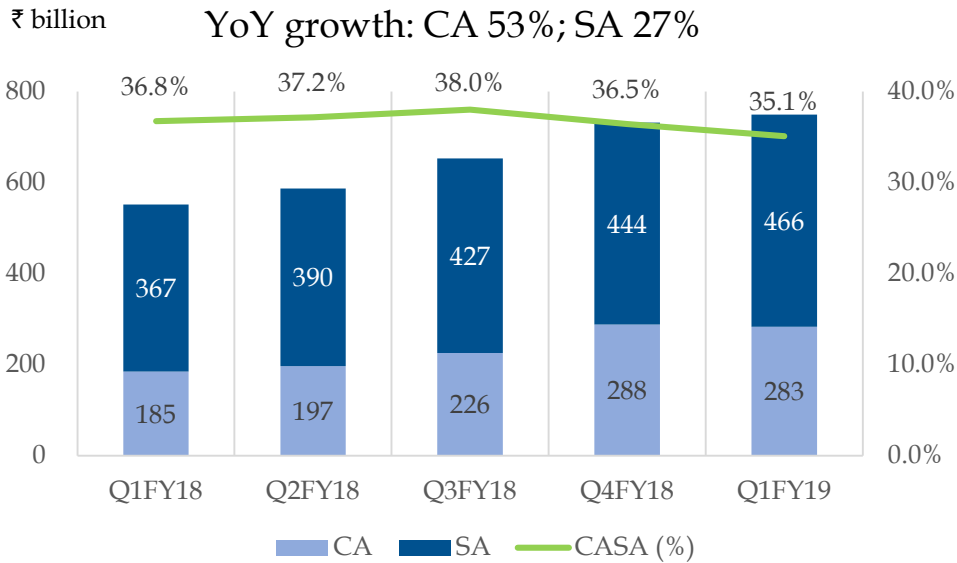
Retail Asset Breakup



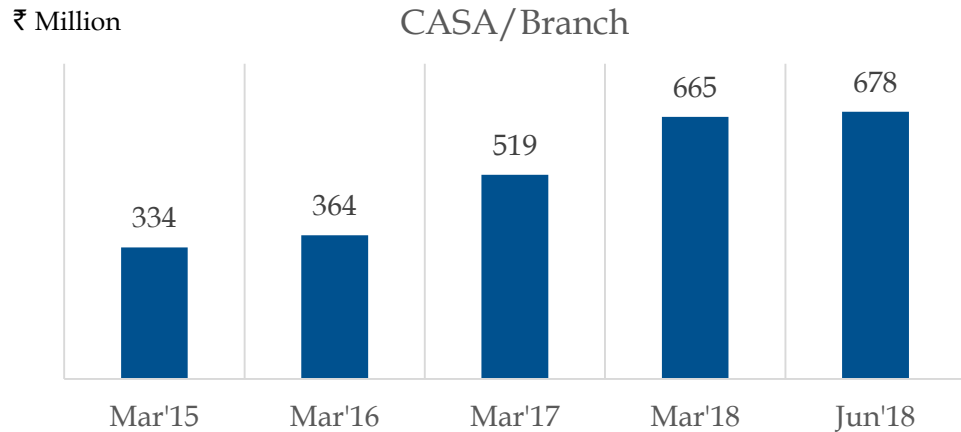
Robust growth attributed to Strong Performance across Segments

- ✓ Corporate growth well segmented across 8 Relationship groups and lending to Higher Rated corporates.
 - IBU Advances grew 215% y-o-y to USD 2.8 Bn as on Jun'18
- ✓ Healthy growth in MSME driven by focused segmentation and Knowledge Banking approach
- ✓ Retail Disbursements increased by over 80% to ₹ 69.1 Bn in Q1FY19 v/s Q1FY18

Well-diversified Liability Franchise



Improving Operating Leverage further contributing to robust growth in granular deposits

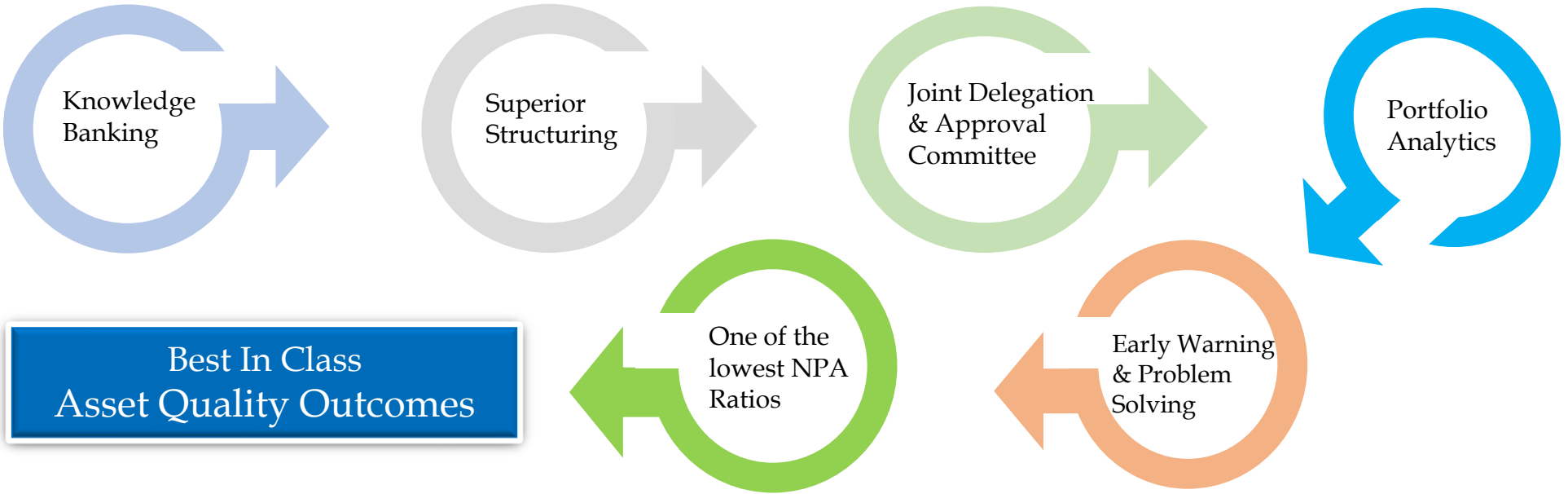


- ✓ Increase in CASA driven by
 - Increase in Operating leverage
 - Expansive physical & Digital Reach
 - Strong Corporate Relationships
 - Competent Management

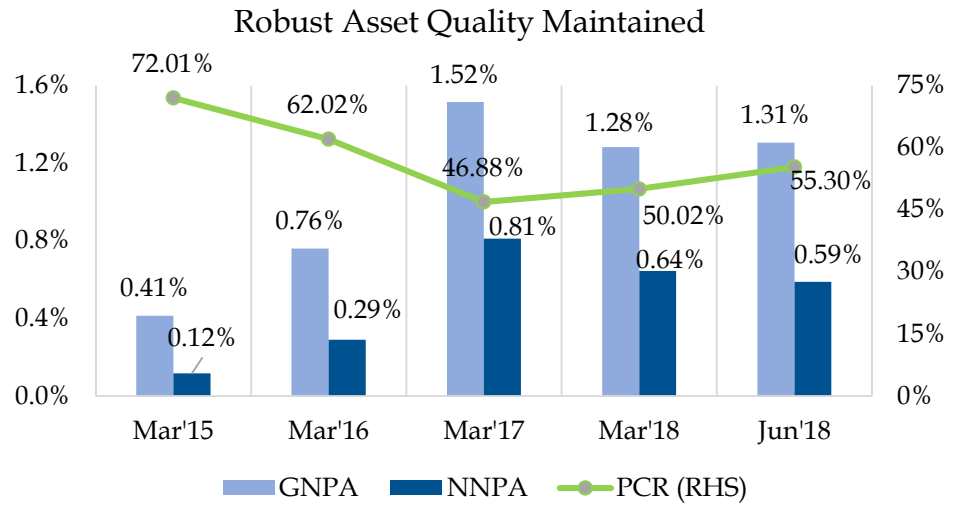
Bank to overachieve CASA target of 40%, by 2020

Strong Risk Management Framework

ASSET QUALITY AND SECTORAL MIX

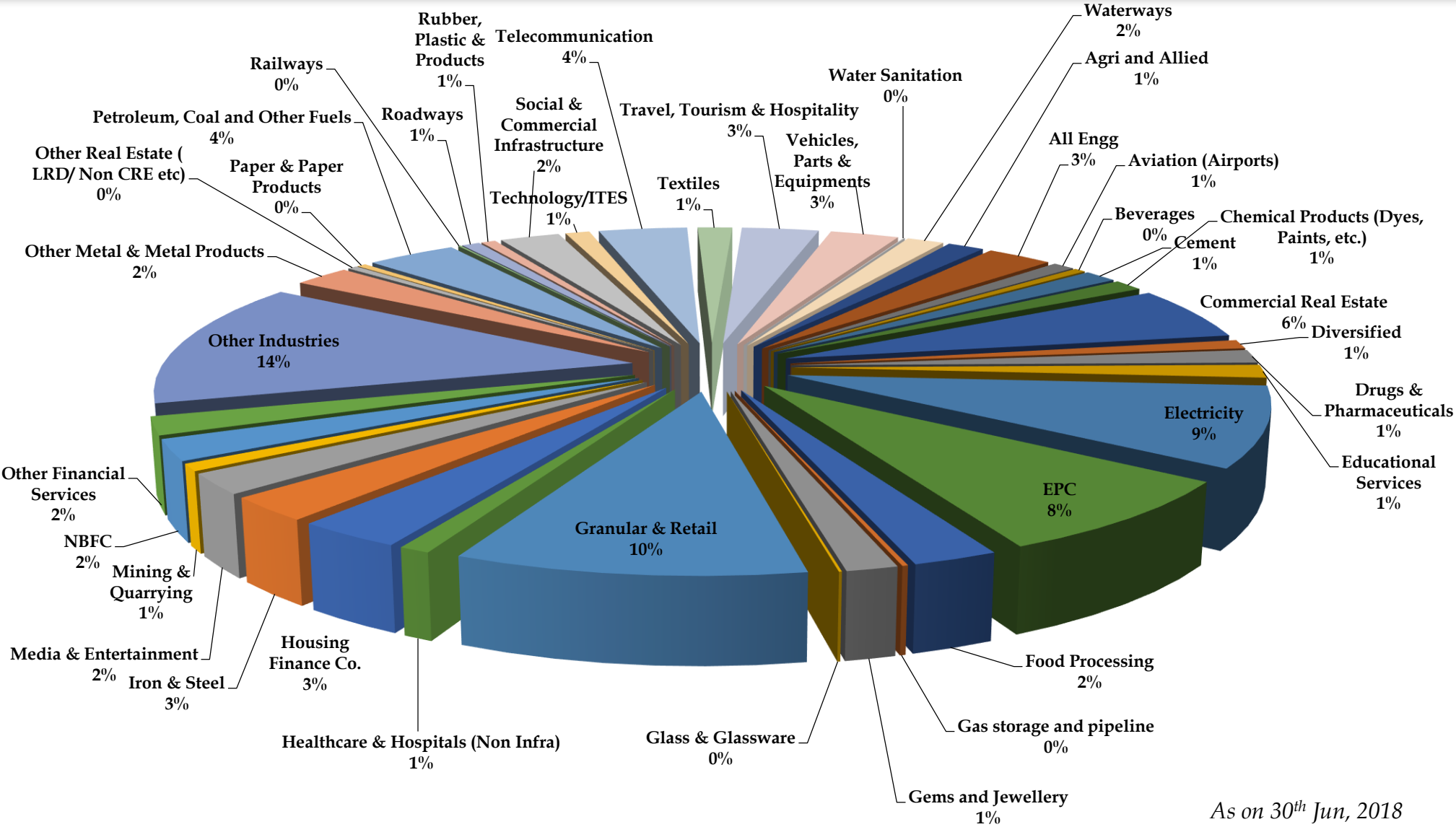


Asset Quality Trends



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

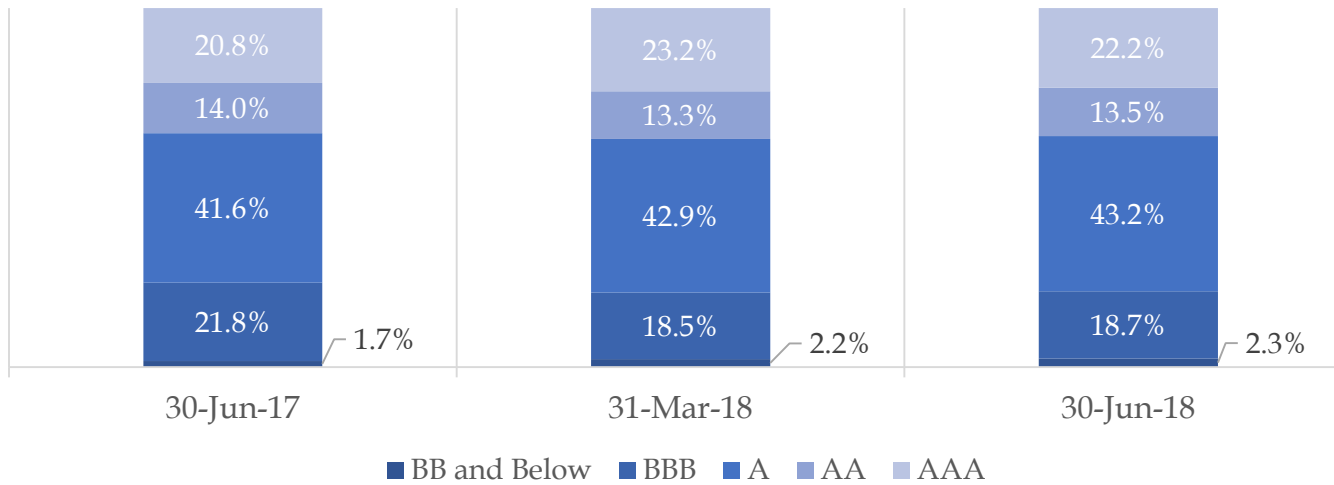
Sectoral Exposure Mix



As on 30th Jun, 2018

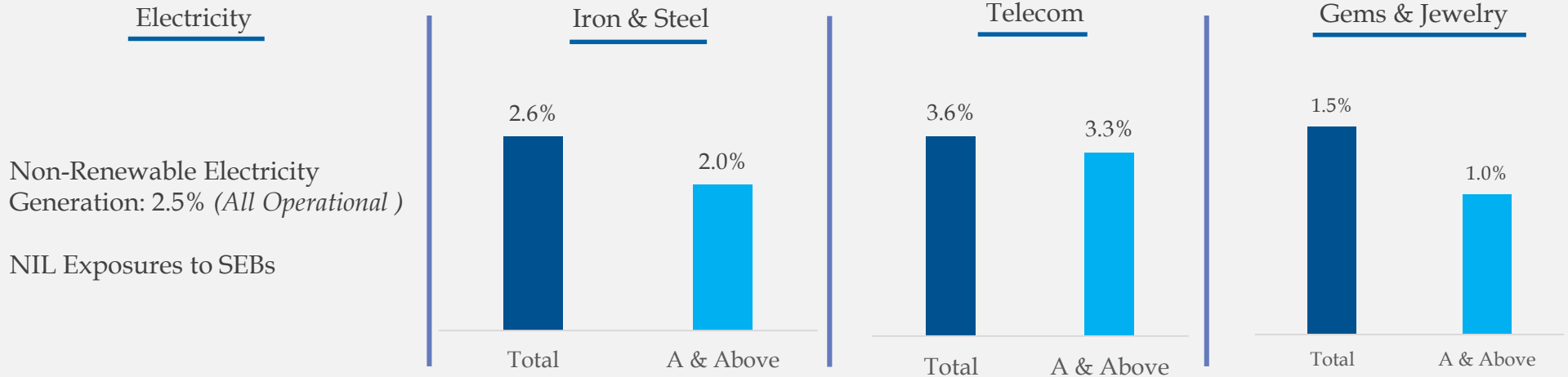
Well diversified portfolio with significant deployment in YES Bank focused knowledge sectors

Rating Profile



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

Sensitive Sector Disclosure



S. No	Particulars (%)	Q1FY19	Q4FY18	Q1FY18	Remarks
1	Credit Cost (bps)	15	13	18	Credit Cost guidance for FY19 at 50-70 bps
2.1	GNPA	1.31% (₹ 28.25 Bn)	1.28%	0.97%	Gross Slippage of ₹ 5.6 Bn of which ₹ 3.2 Bn is expected to be recovered/upgraded in Q2FY19
2.2	NNPA	0.59% (₹ 12.6 Bn)	0.64%	0.39%	
2.3	PCR	55.3%	50.0%	60.0%	PCR increased to 55.3% in Q1FY19 in line with Bank's guidance to increase PCR to >60% by Sep'18
3	Net Security Receipts	0.82% (₹ 17.7 Bn)	0.92%	0.69%	No Sale to ARC in Q1FY19 During the quarter one Security Receipt Investment with carrying value of ₹ 1.03 Bn was fully redeemed in line with Bank's expectation of redemptions/ recoveries of ~30% during FY19
4	Std. Restructured Exposure	0.12% (₹ 2.5 Bn)	0.16%	0.55%	Breakup of 0.12% (₹ 2.5 Bn) - Erstwhile fully implemented S4A (₹ 1.4 Bn - 3 accounts); 5-25 (₹ 1.1 Bn - 2 accounts); SDR (Nil) and Other Restructure book (₹ 51 Mn - 2 accounts)
TOTAL (2.2+3+4)		1.52% (₹ 32.8 Bn)	1.73% (₹ 35.4 Bn)	1.64% (₹ 22.9 Bn)	

Adequate provisioning on exposures to select accounts referenced in List 1 & 2 RBI IBC NCLT notification

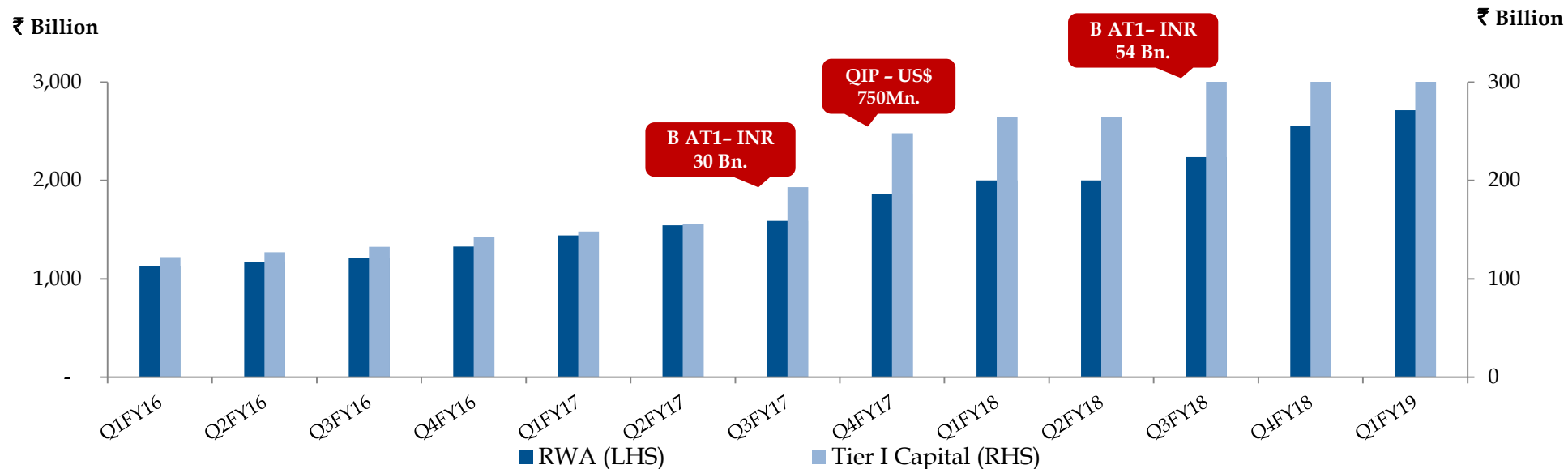
- ✓ **Details of exposure to List 1 accounts (0.01% of Gross Advances)**
 - ✓ During the quarter, Bank recovered ₹ 1.84 Bn from one account (classified under NCLT List 1)
 - ✓ Exposure to only one account (₹ 0.23 Bn of Funded exposure only), classified as NPA with a PCR 50%
- ✓ **Details of exposure to List 2 accounts (0.31% of Gross Advances)**
 - ✓ Total exposure of ₹ 6.5 Bn across 7 accounts.
 - ✓ Entire Funded exposure from the above, aggregating to ₹ 5.7 Bn (across 3 accounts) is classified as NPA and has PCR of 43%
 - ✓ Adequate provisioning on these exposures with 50-60% collectability

Healthy Capital Position

supported by growth through Internal Accretion



Tier I Ratio 10.9% 10.9% 10.9% 10.7% 10.3% 10.1% 12.2% 13.3% 13.8% 13.2% 14.7% 13.2% 12.8%



✓ Total Capital Funds at ₹ 469.8 Bn, up 44% Y-o-Y.

- Total CRAR at 17.3%*
- Tier I ratio of 12.8%*
- CET I ratio at 9.5%*

✓ Best in Class Return Ratios with RoA > 1.5% and RoE > 17% consistently over the last 10 years

* Including profits, adjusted for prorated dividend & IFR

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

- Raised ₹ 7,000 Cr in last one year through private placement of Basel III Tier II Bonds in two tranches
- Raised ₹ 5,415 Cr in last one year through issue of Basel III compliant AT I.
- Raised USD 600 Mn for 5 Year Tenor under its maiden USD 1 Bn MTN Program (*largest debut International bond issuance by an Indian Bank*)

Well capitalized position to enable capturing Market Share

Branch Network Expansion – Evolving Landscapes

150

March 2010

1105

June 2018

1250

March 2020

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

Physical Vs. Digital

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

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

Metro & Urban Strategy

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

Semi- Urban +Rural Strategy

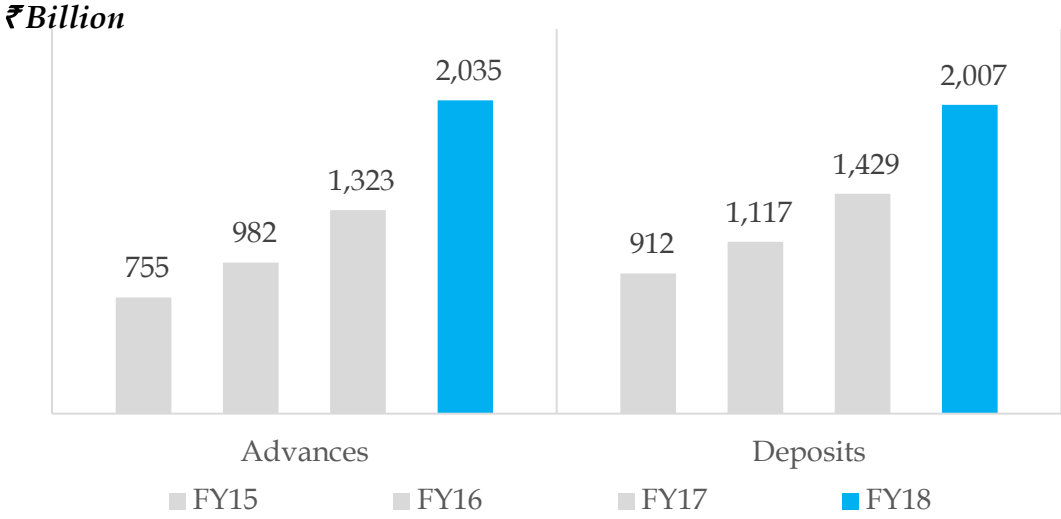
- ✓ Key Agri Mandis/Food Parks/GOIs RURBAN Clusters
- ✓ Make in India/MSME clusters and Ports/SEZs/EPZs
- ✓ DMIC Influence/SMART Cities/Key NRI belts/YES Vijay
- ✓ Assets led RURBAN Strategy to focus on Farmer households, Rural SMEs and Women Groups



YES BANK PROFILE

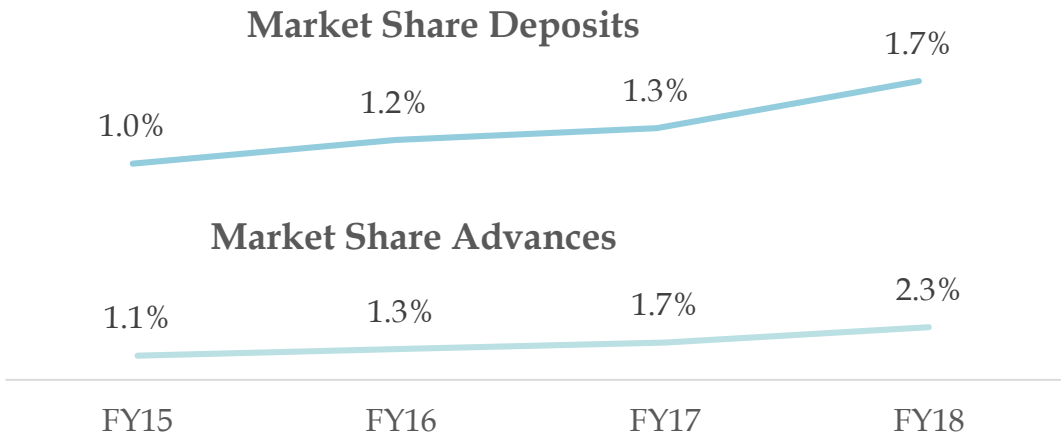
Large Bank Growth Phase (FY15-20): Strong Growth with increasing Granularity

- ✓ **4th Largest[#] Private Sector Bank with Total Assets in excess of ₹ 3 Trillion**
- ✓ **One of the Fastest Growing Large Bank in India;**
 - **CAGR (FY15-18): Advances: 39%; Deposits: 30%**
- ✓ **Core Retail Advances grew by 122% CAGR (FY15-18); constitutes 14.0% of Total Advances (as on June'18)**
- ✓ **CASA growing at 51% CAGR (FY15-18); constitutes 35.1% of Total Deposits (as on Jun'18).**



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

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



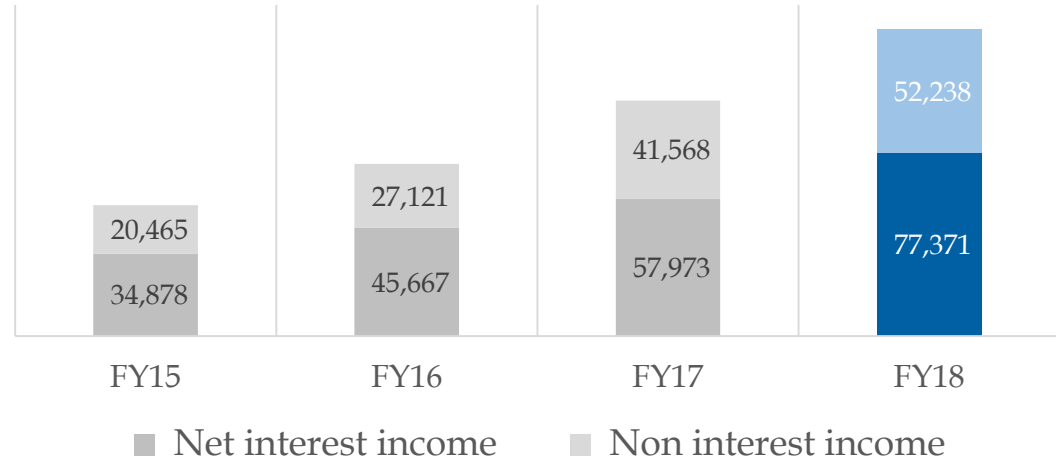
Large Bank Growth Phase (FY15-20): Sustained Profit Delivery with Best in Class Return Ratios



- ✓ **Amongst the most Profitable Banks**
- ✓ **One of the lowest C/I ratios in the Industry; 37.3% as on June'18**
- ✓ **Healthy Return Ratios** with RoA > 1.5% and RoE > 17% consistently over the last 10 years
- ✓ **CAGR (FY15-18):**
 - ✓ Net Interest Income: 30%
 - ✓ Non Interest Income: 37%
 - ✓ Net Profit: 28%

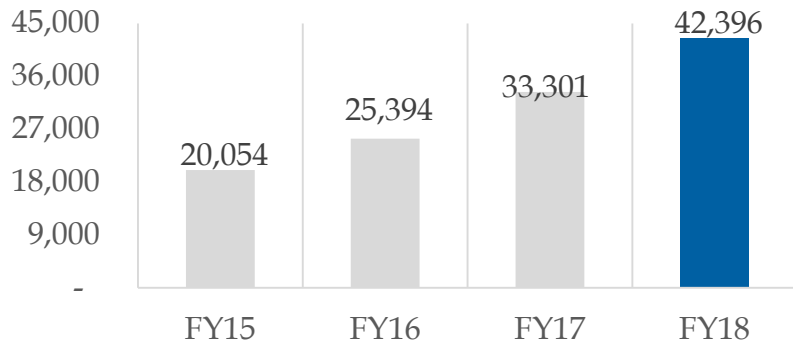
₹Million

Steady Growth in Income Streams

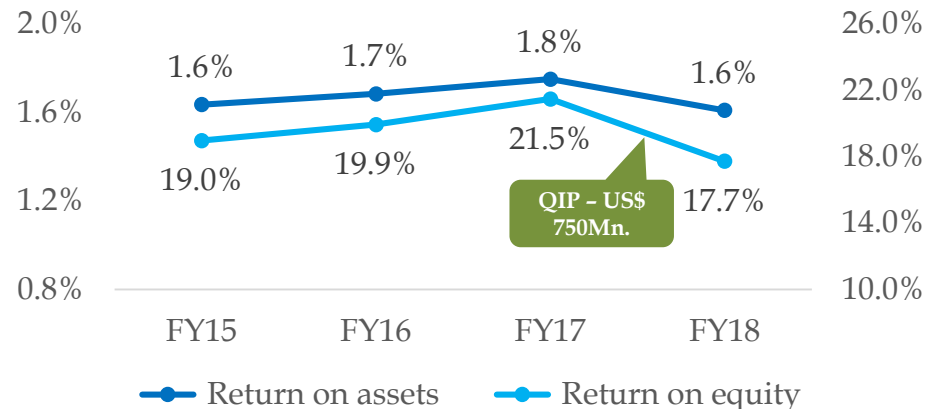


₹Million

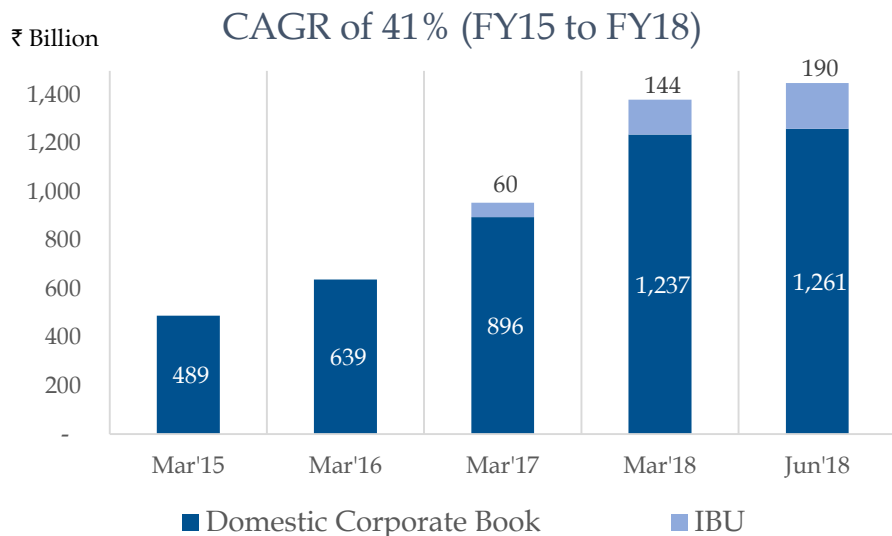
Consistent Profit Delivery



Healthy Return Ratios



Capturing market share with lending to Better Rated Corporates



Healthy Growth Delivery continued:

- ✓ Strong growth across all Corporate Segments including IBU book
- ✓ **Lending to better Rated Corporates** resulting in improving Risk profile: A & Above rated exposure increased to 78.9% as on Jun '18, up from 76.5% a year ago
- ✓ RWA/Total Assets improved to 81.6% from 83.4% y-o-y indicating incremental lending at lower Risk Weights

Opportunities

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

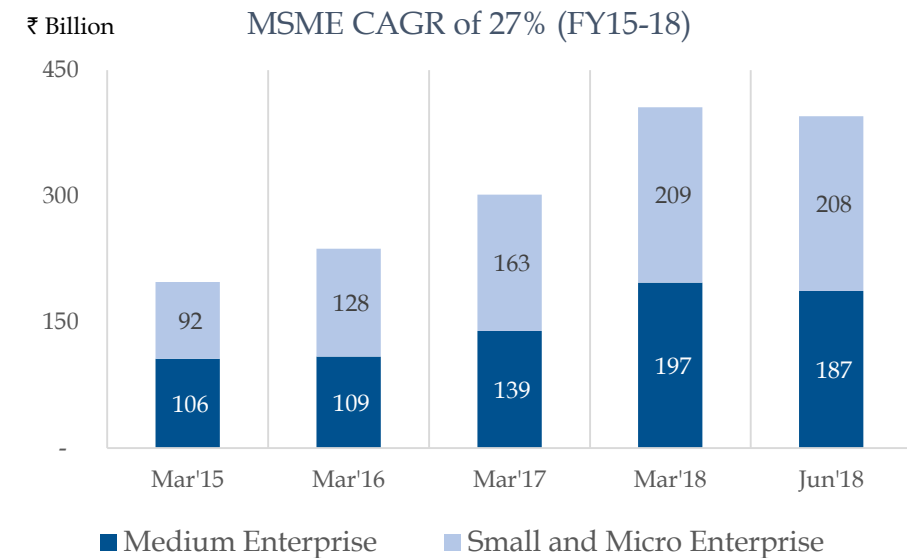
Inherent Enablers for Quality Corporate Growth

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

MSME Financing:



Banking MSME since Inception



Healthy Growth in MSME Advances with best in class Portfolio:

✓ 3 focused Relationship Groups:

- MEB (₹ 1,000- 5,000 Mn): CRM based acquisition through 250+ Sector Specialists Relationship Managers. *Avg. Ticket Size - ₹116 Mn*
- SEB (₹ 150-1,000 Mn): Sourcing through penetrating Supply chain of Anchor Corporate Relationships. *Avg. Ticket Size - ₹27 Mn*
- MIB (₹ 0-150 Mn): Small Ticket granular lending leveraging on branch distribution network. *Avg. Ticket Size - ₹6 Mn*

✓ Healthy Portfolio Quality:

- Mix of Manufactures, Traders and Vendors/Dealers of Marquee Anchor Corporates
- **Cash Flow based lending** with focus on obtaining preferential property of Promoter as collateral
- **Stringent Valuation Methodology** for Collaterals, including Valuation Report by dual Independent Agencies and an Internal Audit team to maintain range bound LTV

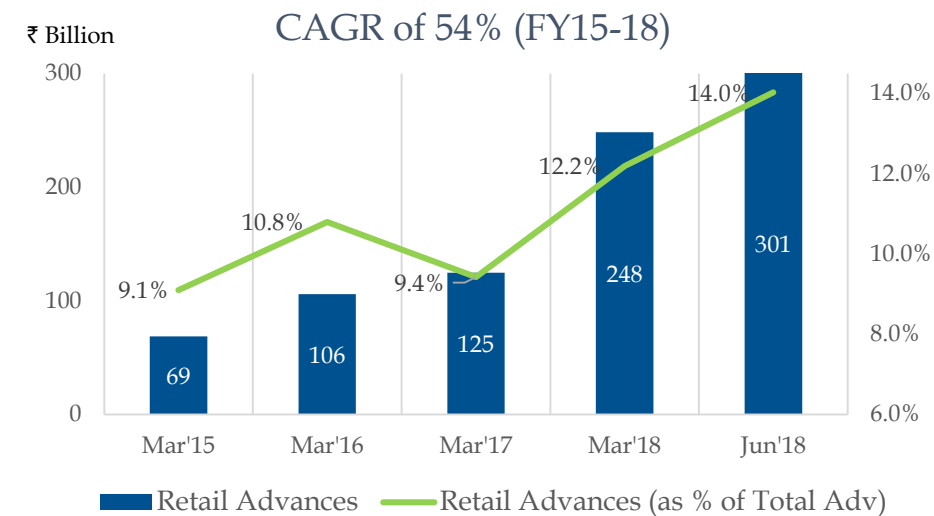
Road going Forward

Opportunity:

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

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

Rolling Momentum to drive growth



Strong Growth Momentum in Retail Assets:

- Retail Assets doubled to 14.0% of Total Advances
- Contributed 47% qoq incremental growth in Q1FY19
- Diversified book across all 13 Products
- Focus on building quality Customer Franchise through offering of entire gamut of product & services
- Lowest delinquencies

Opportunities

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

Key Enablers for Strong Momentum in Retail Assets

- Established credible Long term alternate for full scale Banking Offerings in Retail Assets in Indian Banking Industry
- **Experienced Leadership:** Having witnessed multiple Retail cycles
- **Relationship Based Sourcing:** Strong Industry Associations and Tie up with Manufacturers and Dealers as preferred Financiers
- Leveraging **Expansive Reach** through **1,100+ branches** further augmented by Digital channels
- **Harnessing Technology to improve efficiency & enhance experience:** 1st Bank to launch Bots for faster acquisition and 24X7 superior experience
- Quality Sourcing through Stringent Risk Controls. Further, Continuous monitoring through analytics

Building Relationships & Credibility as



- Long Term Consistent Player

	Acquisition Strategy	Underwriting	Portfolio Mix
Commercial Retail	<ul style="list-style-type: none">✓ B2B2C Strategy – Alliances with Key Manufacturers to drive sales across the entire Value Chain✓ Consistent seamless execution capabilities: establishing YES Bank as Key Player in Commercial Assets Business	<ul style="list-style-type: none">✓ Cash Flow based Credit Underwriting✓ Business analytics for Early Warning Signals and bounce trends	<ul style="list-style-type: none">✓ Healthy Traction in CV & CE book given visible improvement in Infrastructure Sector:✓ Focus primarily on large fleet operators
Consumer Retail	<ul style="list-style-type: none">✓ Tie Ups with Manufacturers (Auto) & Builders (Affordable Housing) & Associations Eg: Partnering with FADA to train 15K Auto Retailers✓ Focus on Internal Customers & Corporate Salaried	<ul style="list-style-type: none">✓ Lending with strong risk mitigation controls✓ Scorecard Based underwriting	<ul style="list-style-type: none">✓ ~33% of the RBA book is secured loans (Auto & Affordable Housing Loans)✓ PL contributes 12% of the RBA book, where focus is on internal customers only

Robust Platform for Market Leadership

Product Mix - Achieving Milestones within 2 years of Operations

- ✓ Fastest launch of Widest Range of **13 Variants** across Retail/SME/Commercial within 2 years
- ✓ 1st Issuer in India on MasterCard most prestigious 'World Elite platform' through **YES Private**
- ✓ Fastest to achieve **3 Lac Cards-in-force & INR 500 Cr.** of outstanding book

Superior Acquisition Strategy

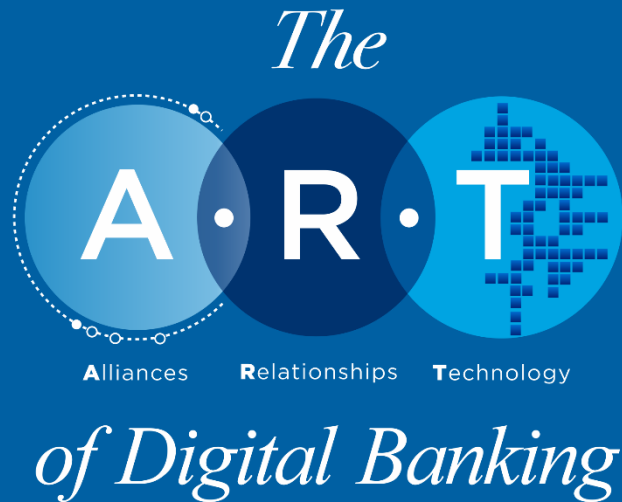
- ✓ Trusted - Honest - Transparent communication to build credibility among Customers
- ✓ End-to-end **paperless sourcing** through YES Fast Track
- ✓ Bundling programmes in conjunction with Liabilities & Retail Assets

Building Quality Portfolio

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

Continuous Customer Engagement

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



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

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

IMPS

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

105% YoY increase in transaction vol.

AePS

One of the leading Acquirer Bank within 6 months of launch

20 Mn. transactions in Q1FY19

NEFT & RTGS

Market share of 3.00% by vol. & 2.68% by val. has been consistently higher than peers (*as on May 2018*).

Domestic Money Transfer

YES Money is a pioneer within DMT program, with an increase of 666% in remittance and 547% in remitted value Y-o-Y

UPI

Consistently **Ranked 1st in UPI Merchant payments** with market share **of over 50%**

Over **1.5 mn** merchants onboarded
50 Mn+ UPI ID

YES BANK was winner of the Instant Payment products (UPI, IMPS , USSD & BHIM) in National Payments Excellence Awards 2017 organized by NPCI



API Banking

- **1st Indian bank** to offer API Banking suite for CMS and Trade service
- **Over 560 corporates** on the API Banking platform
- API Banking platform was a **winner across 4 award categories** including '**Best Blockchain Initiative Application or Platform**' at the Asian Banker Transaction Banking Awards 2018



YES MSME Mobile

- **India's first app** offering 360* view of customer's relationships- Accounts, Deposits, Payments and Borrowings in one place
- **Industry-first features** like Group Payment, Dedicated Salary Management module and Loan related documents submission
- **3000+** Registered users
- **Over 12,000 app** downloads



YES GST

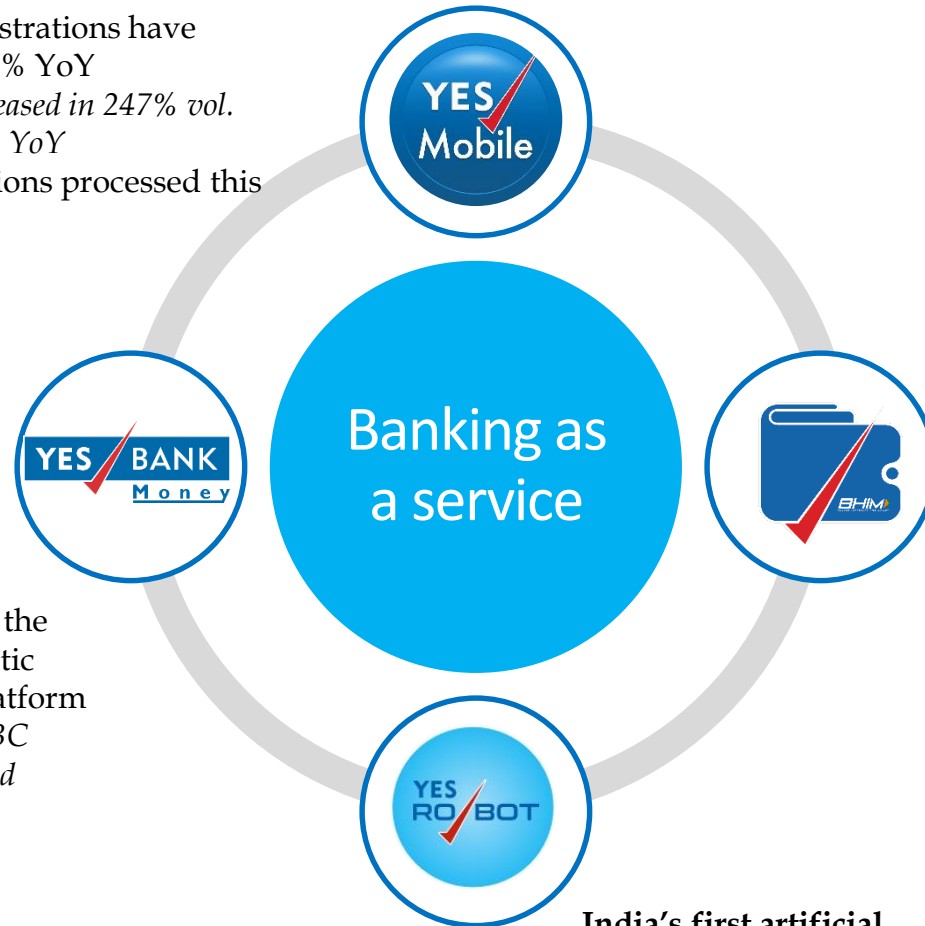
- **Industry first initiative** launched basis customer feedback from **9500+ MSMEs**
- MSMEs can now **avail OD (over draft) up to Rs. 1 crore** based on GST returns
- MSME needs to submit GST returns and residential or commercial property papers
- **100+ MSMEs** benefitted with a disbursement value of **~Rs.35 crs.**



Smart Trade

- **1st Bank to offer direct payments** for imports online
- **600+ Corporates** on the trade on net platform.
- Transaction volume on platform has **increased by ~2x YoY**
- Adjudged '**Best Trade Finance Bank in India**' at the Asian Banker Transaction Banking Awards 2018

Mobile app registrations have increased by 113% YoY
Transactions increased in 247% vol. and 186% by val. YoY
+4.5Mn transactions processed this quarter

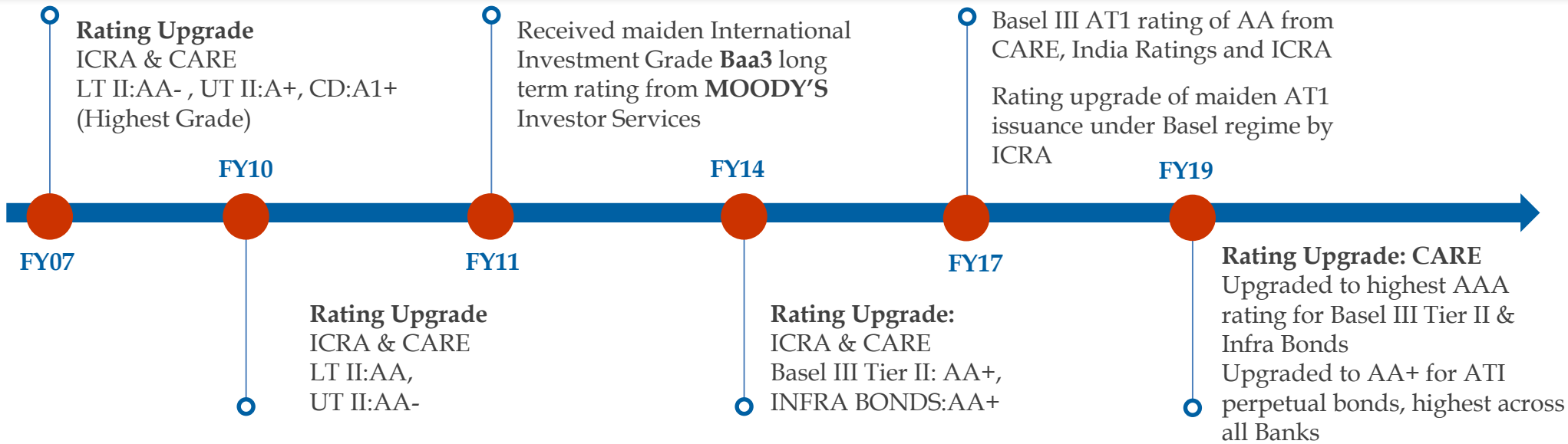


First & one of the largest domestic remittance platform
Over 2.5 lakh BC agents employed

First chatbot enabled wallet
BHIM YES PAY app is powered with India Stack API's and NPCI products, enabling services like BBPS, Bharat QR, RuPay card, IMPS, UPI and Aadhaar KYC
Rated 4.2 on Play Store

India's first artificial intelligence enabled banking bot
Over 10 lakh interactions processed since launch

YES Bank's Debt Ratings Journey







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

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

Commitment from Leading Global Financial Institutions



Commitment from Leading Global Financial Institutions

- 
USD 415 Mn for 12 yrs
 To increase lending to SME and Women owned business
- 
USD 325 Mn for 9 yrs (avg)
 Upper Tier II, Long Term Senior Loan, Green Bond issue & to lend to women-owned business
- 
USD 200 Mn for 15 yrs
 First EIB transaction for Renewable Energy with a commercial bank in Asia
- 
USD 84 Mn (granted in 2009, 2014 & 2017)
 Long term Senior Loan by KfW Bankengruppe Development Financial Institution





- 
USD 50 Mn for 7 yrs
 FMO's 1st investment in a Green Bond by a bank in India
- 
USD 200 Mn for 7 yrs
 Unsecured Loan for lending to Women SHGs & Technical Assistance Grant for Capacity Building
- 
USD 30 Mn for 8 yrs
 Long term Senior Loan by Development Bank of Australia
- 
EUR 13.25 Mn for 10 yrs
 Upper Tier II loan by An AfD Group Development Financial Institution

Successful Long Term Loan Syndications

- 5 year loan from Taiwan : USD 250 Mio**
 Participation from 17 banks in Taiwan, Nov '17




- 5 year loan from Taiwan : USD 130 Mio**
 Participation from 10 Taiwanese banks, Sept '16

- Maiden Samurai loan of JPY 16.5 Bln**
 Syndication led by 
 Participation from 8 banks, Sept 2017
- 3 year syndicated loan of USD 300 Mio led by**



 Participation from 8 banks

- Dual Currency Syndicated Loan: USD 422 Mio**
 Participation from 21 banks from 14 countries, 2014


















ADVERTISING & SPONSORSHIP

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

CUSTOMER & COMMUNITY ENGAGEMENT

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

DIGITAL & SOCIAL MEDIA MARKETING

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

KNOWLEDGE BANKING

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

Broadening Customer **MINDSHARE**



Building **MARKETSHARE**

Responsible Banking – Journey So Far



1st Indian Signatory



1st Indian Signatory



1st Indian Bank to be certified

ADB Credit Line of \$200 Mn for SHGs



Issued 3rd Green Bond with FMO



1st Bank Globally to migrate to ISO 14001:2015

IFC credit line of \$ 50 Mn for women entrepreneurs



Commitment to mobilize \$1Bn by 2023 and \$ 5Bn by 2030 for solar energy

Launched India's 1st TCFD aligned Sustainability Report



rated by eekom research



BEST EM PERFORMERS

1st Indian Bank

Green Future: Deposit

India's 1st Green Retail Liability Product

2005 2006 2007 2009 2013 2014 2015 2016 2017 2018



Responsible Banking instituted as one of 6 brand pillars



1st Indian Signatory



1st Indian Signatory

Instituted Natural Capital Awards to celebrate India's Natural Capital

Launched 1st Sustainability Report



1st and Only Indian Bank (Consecutively for 3 years, 2015-17)



COP 21 commitment to finance 5 GW renewable energy by 2020

Issued India's 1st Green Bond in Feb 2015



Issued Green Masala Bond with IFC in Aug 2015

OPIC & Wells Fargo Credit Line of \$265 Mn for MSME loans



FTSE4Good



2017 Constituent MSCI ESG Leaders Indexes



2017 Constituent MSCI SRI Indexes

1st and Only Indian Bank

OPIC & Wells Fargo credit line of \$150 Mn for Women MSMEs loans

EIB credit line of \$400 Mn for Solar & Wind Energy

OeEB credit line of \$30 Mn for Solar & Wind Energy



TASK FORCE ON CLIMATE-RELATED FINANCIAL DISCLOSURES

1st Indian Bank to support TCFD recommendations

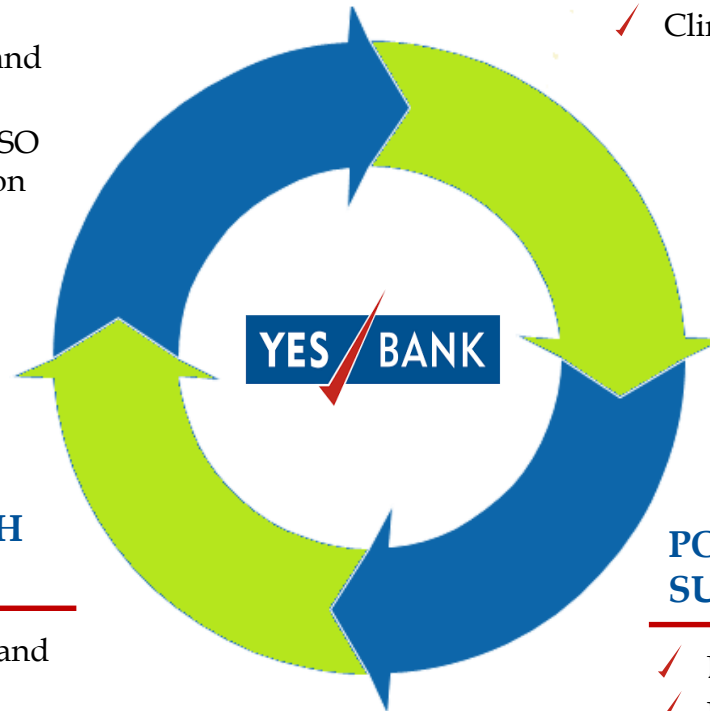
Underwrote & Invested in India's 1st Social Bond of INR 1,000 Crore for affordable housing

TRANSPARENCY & ACCOUNTABILITY

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

POLICY ADVOCACY THROUGH THOUGHT LEADERSHIP

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



FACILITATING SUSTAINABLE FINANCE

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

POSITIVE IMPACT CSR & SUSTAINABLE DEVELOPMENT

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

Widely Recognized By Leading Agencies



Institutional Excellence

FORBES GLOBAL 2000

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



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



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



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



Strongest Bank in India
The Asian Banker Awards Geneva - 2016

Technology, Innovation & Service



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



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



Best Implementation of Digital Payments award
BW Businessworld Digital India Summit & Awards 2018



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



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

Sustainability & CSR Excellence

MSCI ESG

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



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



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



Continues to be the First and Only Indian Bank included in DJSI Emerging Markets Index
New York - 2016, 2015



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

Making YES BANK a Great Place to Work



- ✓ First and only Bank to partner with “Kaizala Full Digital ONLY – Customer & Colleagues self-service channel”, powered by Microsoft.

Leadership Training Initiatives by YES School of Banking

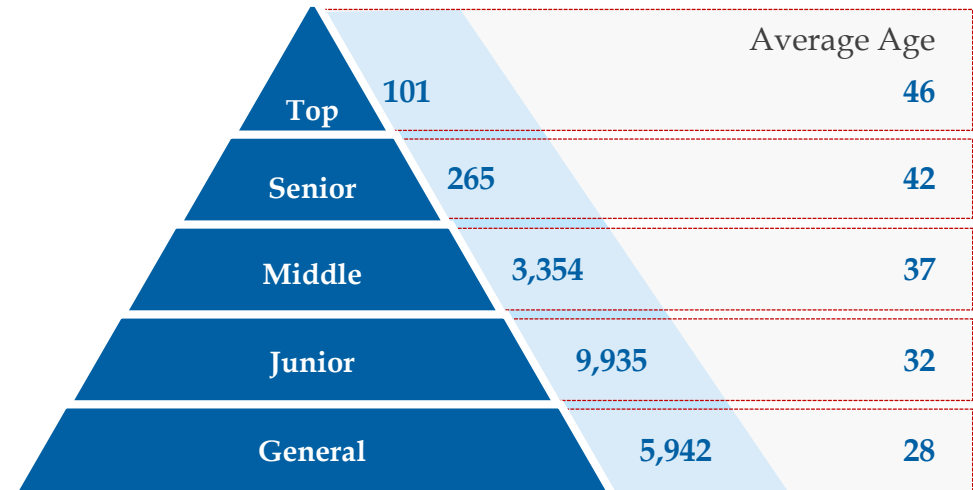


University & Schools Relationship Management 'Preferred Employer of Choice'



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

Flat Organization Structure (5 levels)



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


- ✓ Total Headcount of **19,597**
- ✓ Average Age – **32 years**
- ✓ Average vintage in YES BANK: 8.2 yrs for Top Management & 6.5 years for Sr. Management
- ✓ **Wealth creation** through ESOPs
- ✓ Talent acquisition from Peer Private Sector & MNC Banks
- ✓ Building a 'Leadership Supply Chain'
- ✓ Ranked no 2. in Dream Companies to Work For by Times Ascent

Distinguished Board




Mr. Ashok Chawla
*Non-Executive
Independent Chairman*

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



Mr. Brahm Dutt
Independent Director

Former Secretary, Ministry of Road Transport and Highways, GOI



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

Former Lt General in Indian Army




Mr. Vasant Gujrathi
Independent Director

Former Partner – PwC




Mr. Ajai Kumar
Non - Executive Non-Independent Director

Ex-CMD of Corporation Bank and a veteran Banker



Mr. Subhash Kalia
Non – Executive Non-Independent Director

Former Executive Director of Union Bank of India and Vijaya Bank




Mr. Rentala Chandrashekhar
Independent Director

Past President of NASSCOM



Dr. Pratima Sheorey
Independent Director

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



Mr. Rana Kapoor
MD & CEO

Promoter/ Professional Entrepreneur/ Banker (37+ Years)

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

Pedigree Board ensuring transparency and highest standards of Corporate Governance



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Thank you

ANNEXURES

Key Financial Parameters

Profit & Loss

₹ Million	Q1FY19	Q1FY19	Growth % (y-o-y)	Q4FY18	Growth % (q-o-q)
Net Interest Income	22,191	18,089	22.7%	21,542	3.0%
Non Interest Income	16,941	11,322	49.6%	14,210	19.2%
Total Net Income	39,133	29,411	33.1%	35,752	9.5%
Operating Expense	14,586	14,398	17.9%	12,061	1.3%
Operating Profit	24,547	17,042	44.0%	21,354	15.0%
Provisions & Contingencies	6,257	2,858	118.9%	3,996	56.6%
Profit After Tax	12,604	9,655	30.5%	11,794	6.9%

Balance Sheet

₹ Million	Jun '18	Jun, 2017	Growth Y-o-Y	Mar,2018	Growth Q-o-Q
Assets	3,325,493	2,221,452	49.7%	3,124,456	6.4%
Advances	2,147,201	1,399,718	53.4%	2,035,339	5.5%
Investments	829,532	521,362	59.1%	683,989	21.3%
Liabilities	3,325,493	2,221,452	49.7%	3,124,456	6.4%
Shareholders' Funds	2,63,139	223,874	17.5%	257,583	2.2%
Total Capital Funds	469,837	325,413	44.4%	469,757	0.0%
Borrowings	787,902	383,021	105.7%	748,936	5.2%
Deposits	2,133,945	1,502,409	42.0%	2,007,381	6.3%
CASA	749,300	552,151	35.7%	731,762	2.4%

* Including profit & excluding prorated Dividend