

November 3, 2017

Mr. Khushro A. Bulsara-Senior General Manager Listing Compliance & Legal Regulatory **BSE Limited** Corporate Relations Department P.J. Towers, Dalal Street Mumbai – 400 001 **BSE Scrip Code: 532648**  <u>Mr. Avinash Kharkar</u> <u>AVP – Listing Compliance</u> **National Stock Exchange of India Limited** Exchange Plaza, Plot no. C/1, G Block, Bandra - Kurla Complex, Bandra (E) Mumbai - 400 051 **NSE Symbol: YESBANK** 

Dear Sirs,

#### Sub: Updated Investor Presentation on Business Update- Q2 and FY18

Please find enclosed the updated Investor Presentation on Business Update for Q2 and FY18.

Kindly take note of the above.

Thanking you, For YES BANK LIMITED

Shivanand R. Shettigar

Company Secretary

Encl: As above

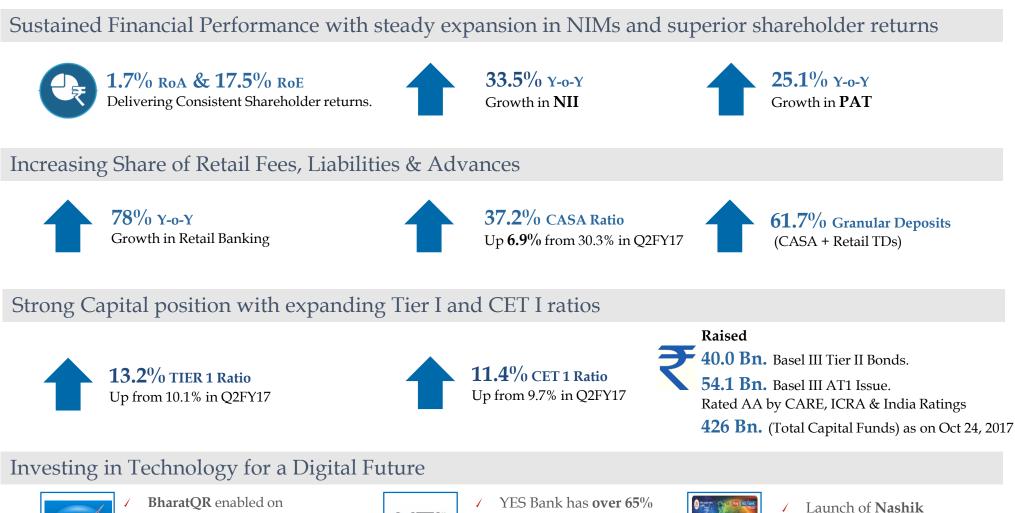
# INVESTOR PRESENTATION

Q2FY18 Update



# Key Highlights for Q2FY18







**BharatQR** enabled on YES Mobile for payments at merchant locations by scanning QR code



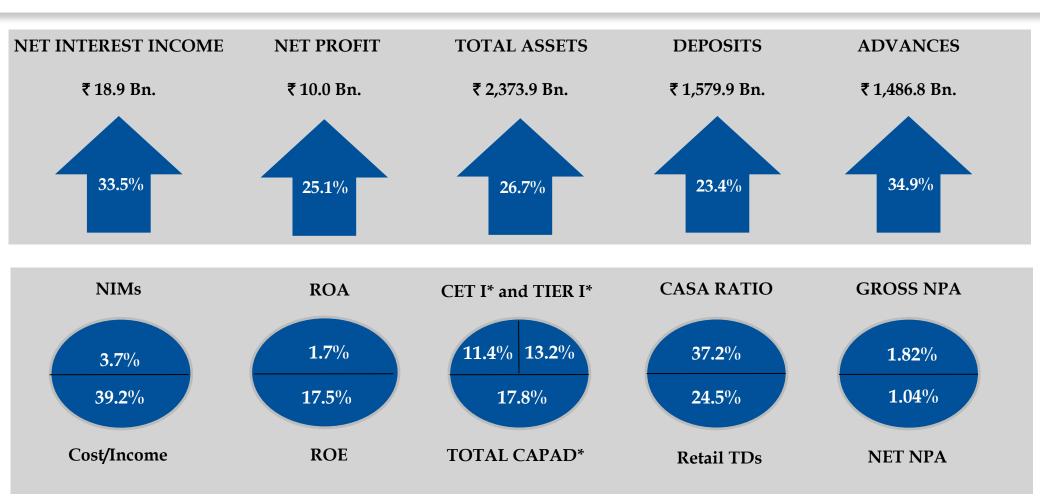
YES Bank has **over 65% market share in UPI** merchant payments



Launch of **Nashik SmartCity 'SmartPay'** Open loop Prepaid Cards

#### Key Metrices – Q2FY18





✓ EPS of ₹ 4.38 (non-annualized)
✓ Book Value of ₹ 102.2 (adjusted for 5:1 stock split)

\* Including profit & excluding prorated Dividend

Robust earnings and growth with sustained margins



₹ Million	Q2FY18	Q2FY17	Growth	Q1FY18	Growth	
Profit & Loss						
Net Interest Income	18,851	14,122	33.5%	18,089	4.2%	
Non Interest Income	12,484	9,219	35.4%	11,322	10.3%	
Total Net Income	31,335	23,340	34.3%	29,411	6.5%	
Operating Expense	12,269	9,481	29.4%	12,369	-0.8%	
Operating Profit	19,067	13,860	37.6%	17,042	11.9%	
Provisions & Contingencies	4,471	1,617	176.5%	2,858	56.4%	
Profit After Tax	10,027	8,015	25.1%	9,655	3.9%	
Balance Sheet						
Assets	2,373,941	1,873,088	<b>26.7</b> %	2,221,452	6.9%	
Advances	1,486,753	1,102,162	34.9%	1,399,718	6.2%	
Investments	539,078	495,739	8.7%	521,362	3.4%	
Liabilities	2,373,941	1,873,088	26.7%	2,221,452	6.9%	
Shareholders' Funds	234,142	153,702	52.3%	223,874	4.6%	
Total Capital Funds	356,903	231,172	54.4%	325,413	9.7%	
Borrowings	448,300	345,885	29.6%	383,021	17.0%	
Deposits	1,579,898	1,225,811	28.9%	1,502,409	5.2%	
CASA	587,246	387,840	51.4%	552,151	6.4%	

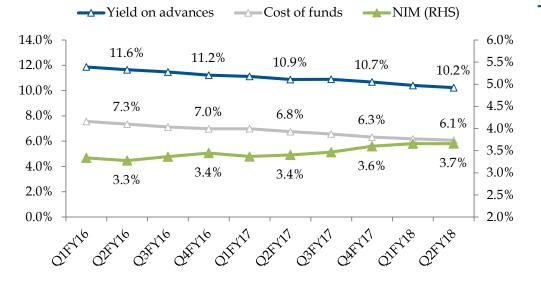
\* Including profit & excluding prorated Dividend

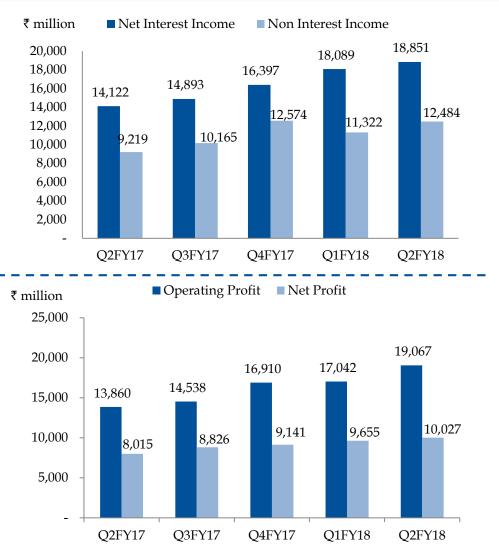
#### Income Growth Trends



#### Steady growth in Net Interest Income (NII)

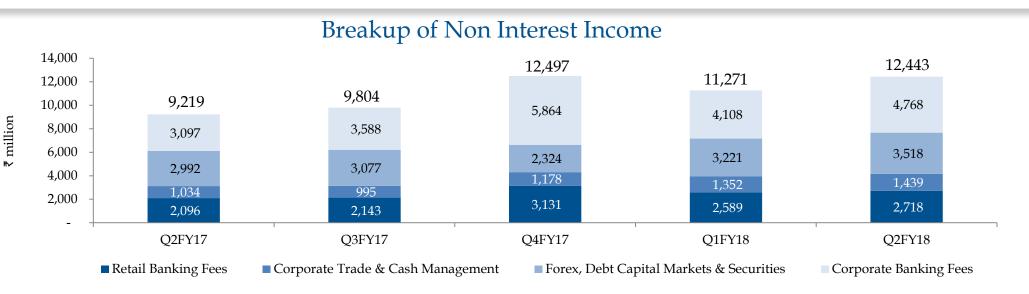
- Strong growth in NII of 33.5% y-o-y, driven by growth in advances of 34.9% y-o-y and steady expansion in margins.
- NIM expanded to 3.7% y-o-y from 3.4% in Q2FY17



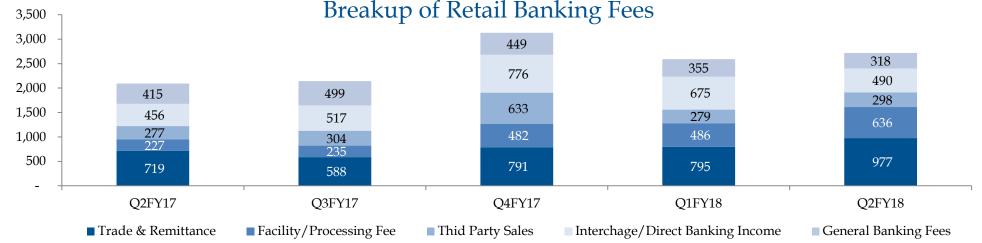


Consistent growth in Operating profit coupled with increasing Margins and Spreads





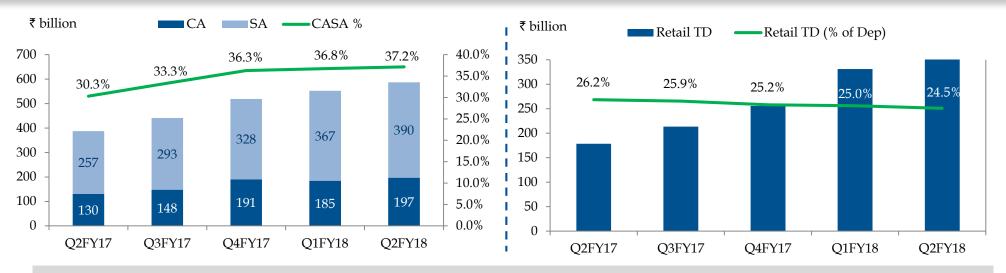
# above breakup excludes ₹362Mn, ₹77Mn ₹51Mn, ₹40Mn Recovery from Write Off in Q3FY17, Q4FY17, Q1FY18 and Q2FY18



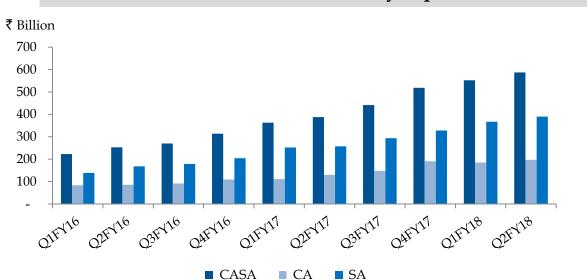
Healthy growth across Transactional Corporate, CMS and Granular Retail.

6

#### Well-diversified Liability Franchise



Steady improvement in Granular Deposits

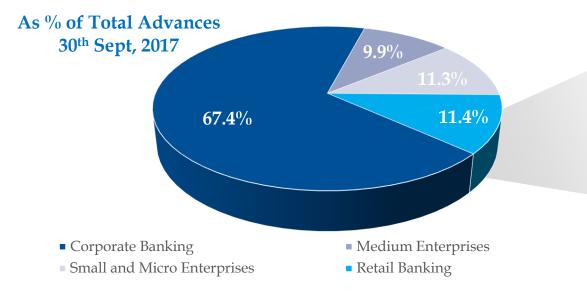


- 5 year CAGR:
  - CASA 41%
  - Retail Liabilities 38%
- Market Share more than doubled in past 5 years
- On track to Overachieve 40% CASA Target by FY20
- Increase in CASA driven by increase in number of branches and corporate linkages.

CASA+Retail FDs as % of Total Deposits stands at 61.7% as at Sep 30, 2017, up from 56.5% a year ago

### Segmental Advance Mix - Improving Retail Share

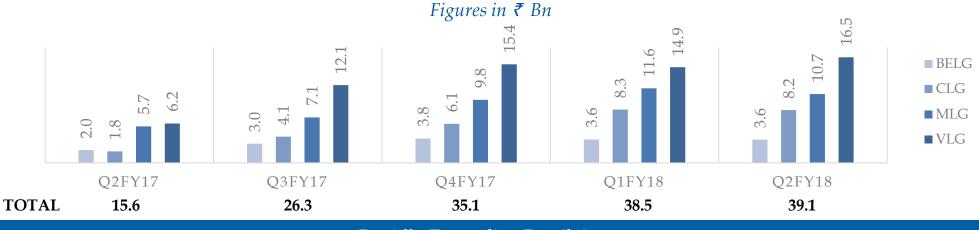




Sub Groups	30 Sep, 2017
Mortgage Backed Loan Group (MLG)	29%
Business Equipment Loan Group (BELG)	10%
Consumer Loan Group (CLG)	15%
Vehicle Loan Group (VLG)	40%
Direct Microfinance	6%

MLG: Housing Loan, LAP, Affordable Housing. BELG: Construction Equipment, Healthcare Finance. CLG: Personal Loan, Gold Loan, LAS, Business Loan, Credit Card. VLG: Auto Loan, Two Wheeler, Commercial Vehicles, Inventory Funding

#### Q-o-Q Disbursement Trend of Retail Banking Sub Groups



Rapidly Expanding Retail Assets

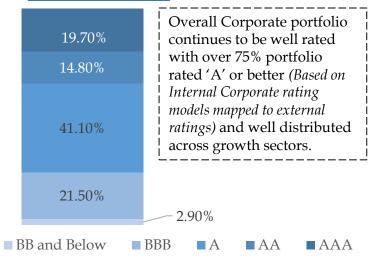
### Healthy Asset Quality and Stable Risk Profile

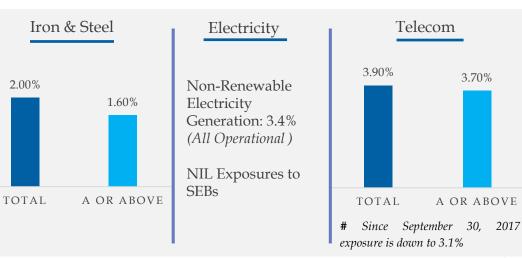


- Credit Costs at 29 bps for Q2FY18.
- During the quarter,
  - No new restructuring or S4A.
  - One account (₹ 161.0 Crores 0.11% of Gross Advances) was upgraded from Restructured to Standard Asset due to satisfactory conduct during prescribed period.
  - One account (₹ 192.4 Crores 0.13% of Gross Advances) was restructured under Outside Standard SDR scheme of RBI.
  - One account (₹ 89.5 Crores 0.06% of Gross Advances) was refinanced under 5:25 scheme.

As a % of Advances	Sep 30, 2017	Jun 30, 2017	Mar 31, 2017	Sep 30, 2016
Gross NPA %	1.82% (₹ 2,720.3 Crs)	0.97%	1.52%	0.83%
Net NPA %	1.04% (₹ 1,543.3 Crs)	0.39%	0.81%	0.29%
Provision Coverage	43.3%	60.0%	46.9%	64.8%
Restructured Advances %	0.08%(₹ 116.1 Crs)	0.24%	0.36%	0.46%
Security Receipt (Net) %	0.94%(₹ 1,412.3 Crs)	0.69%	0.73%	0.23%
Standard SDR	0.32%(₹ 477.1 Crs)	0.20%	0.24%	0.03%
5:25 Refinancing	0.15%(₹ 228.3 Crs)	0.10%	0.09%	0.09%
S4A	0.01%(₹ 18.8 Crs)	0.01%	0.01%	-

#### Rating Profile



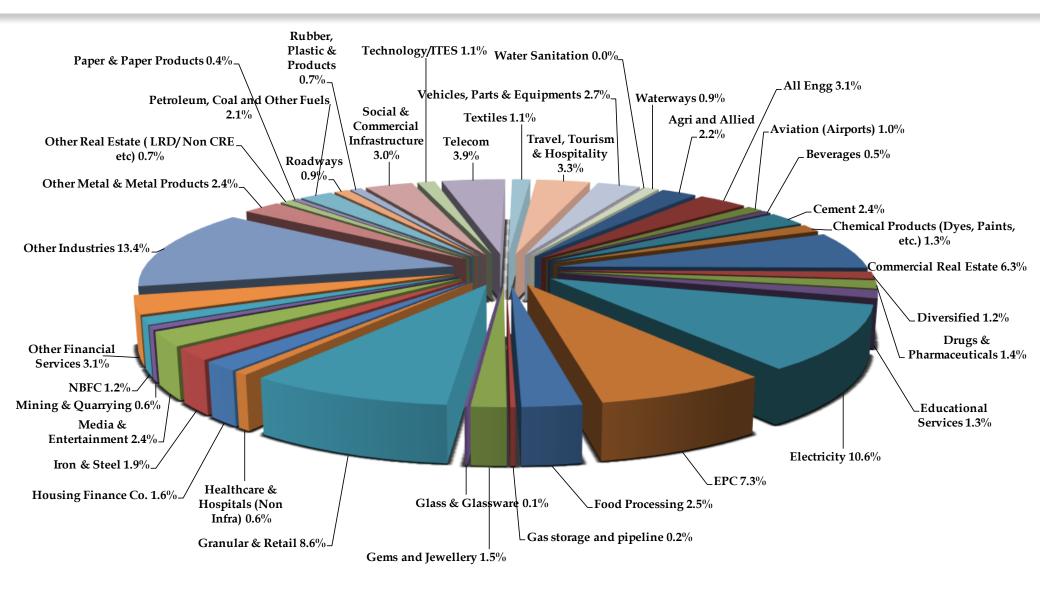


#### Sensitive Sector Disclosure

XIM SECTORAL AND QUALITY ASSET

# **Sectoral Exposure Mix**





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

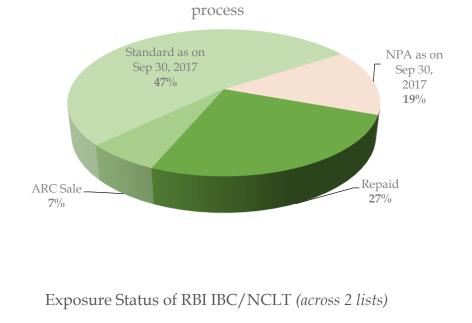


#### **RBI Risk Based Supervision Exercise:**

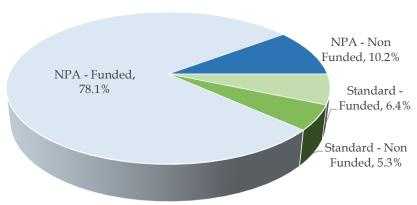
- RBI's Annual Risk Based Supervision (RBS) exercise (conducted for FY2017) was finalised in October 2017)
- Bank has fully absorbed the impact of such reclassifications in the financial results for Q2FY18
- ~81% of the exposures has been repaid / resolved or classified as 'Standard' on account of their satisfactory conduct.
- Since March 31, 2017, 1 account has been fully repaid. Further material reductions in principal outstanding of 8 out of 11 accounts classified as 'Standard' as on September 30, 2017

#### Bank's exposure to select accounts referenced in RBI IBC/NCLT notification (2 Lists)

- ✓ Total exposure of ₹ 14,345 million across 9 borrowers
- Bank carries provision of 50% on the aggregate funded exposure of List 1 (2 A/c's) and 39% on the aggregate funded exposure of the subsequent list (NPA + Standard) (7 A/c's).



Break-down of exposures observed as part of RBI RBS



### Robust Risk Management: Architecture & Methodology

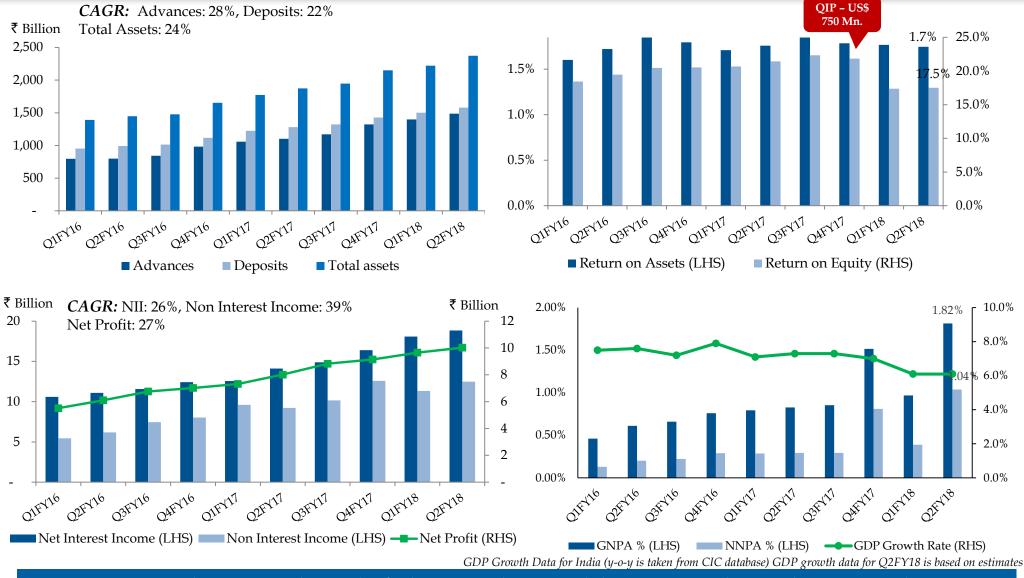


Process	<b>CRM Based Origination</b>	Joint Delegation/ Approval Committee	Portfolio Analytics
Impact	Reducing Adverse Selection Bias	Joint Approval/ Committee Approach - Highest Level of due diligence	Monitoring of Portfolio trends – Historical and Forward looking
Process	Superior Structuring	Early Warning & Problem Solving	Provisioning

- Strong Selection Process has resulted in YES BANK having a healthy asset book (particularly when compared to large peer banks)
- Portfolio Analytics and Early warning signals in conjunction with proactive problem solving outcomes has helped the bank in reducing outstanding exposures to stressed cases continuously and significantly
- Overall portfolio is well distributed with significant deployment in focused knowledge sectors by leveraging on sectoral expertise housed with specialized Relationship Managers, Product Managers and Risk Managers (3 EYE Risk Management Principles)

Robust Risk Management System in place to provide early identification of potential problem accounts

#### Sustained Growth with preservation of Asset Quality

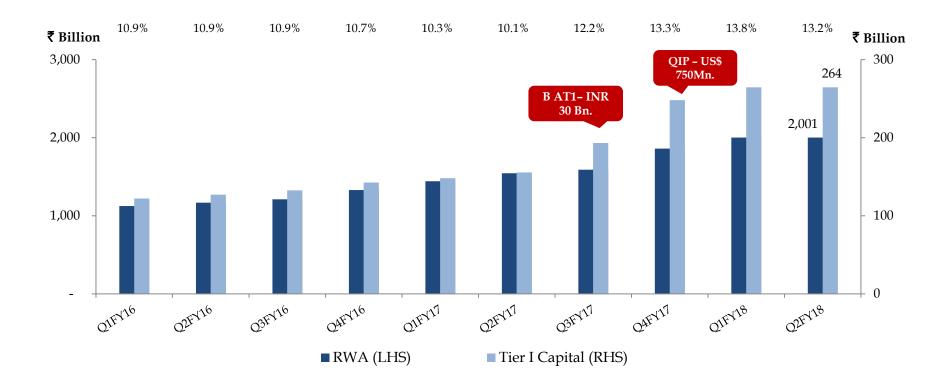


YES BANK has sustained growth of advances & deposits while maintaining best in class asset quality



### Capital Growth Through Internal Accretion



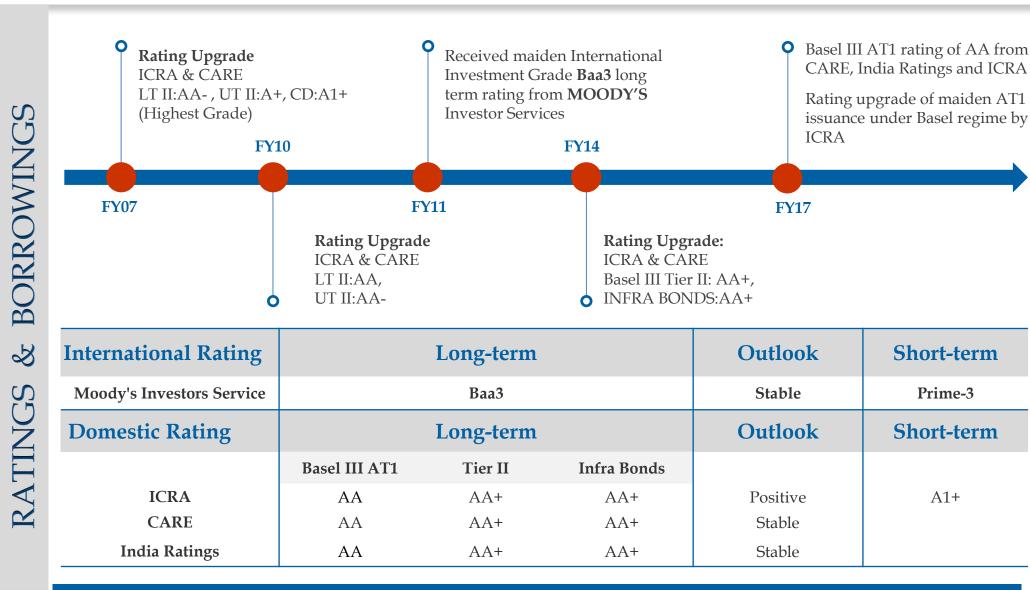


- Raised ₹ 5,415 Crores through issue of Basel III compliant Tier-I (ATI) perpetual bonds.
- Total CRAR at 17.8%
- Tier I ratio of 13.2%

- **Raised ₹4,000 Crores** through private placement of Basel III Tier II Bonds in two tranches.
- CET I ratio at 11.4%
- Total Capital Funds stand at ₹ 356.9 bn as on Sep 30, 2017 and ₹ 426 Bn as on Oct 24, 2017.

### YES Bank's Debt Ratings Journey



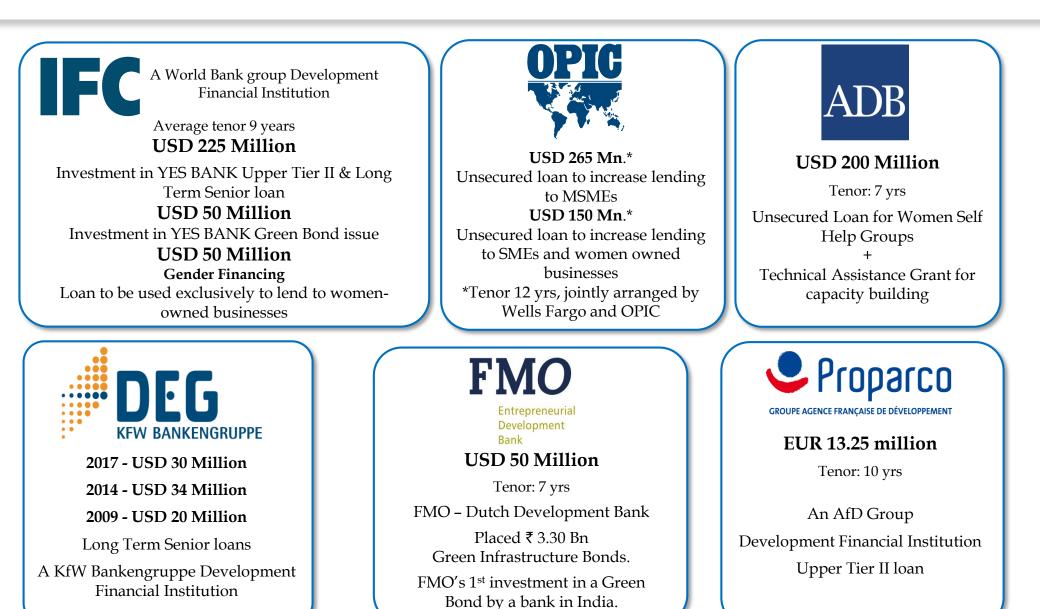


Ratings reflect a sustainable growth oriented financial model with robust risk management policies

10

### Commitment from Leading Global Financial Institutions

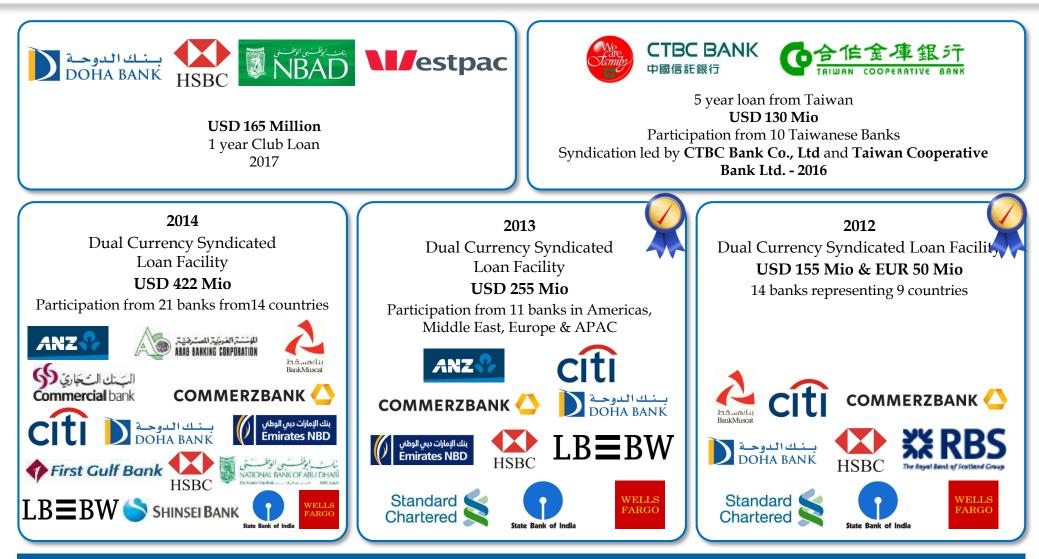




16

#### **Successive Successful Loan Syndications**



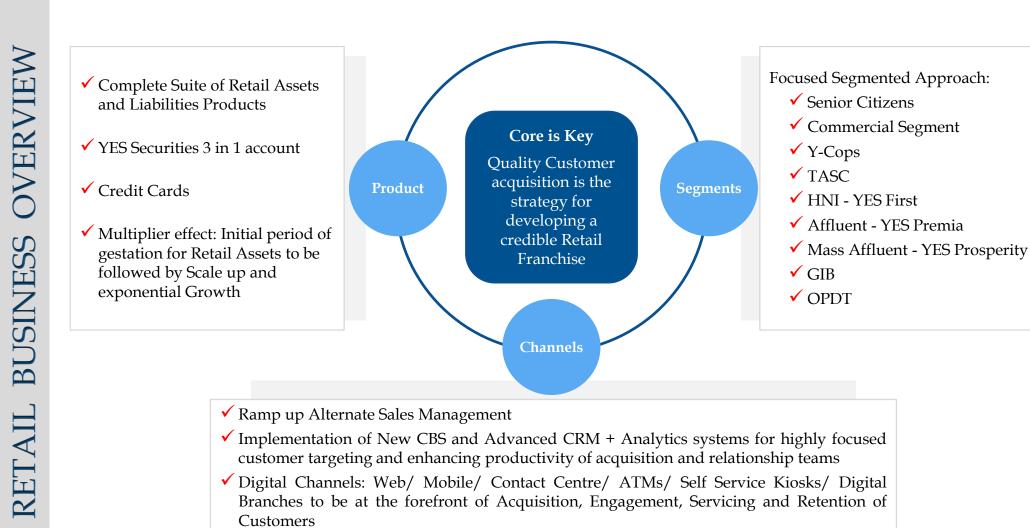


Progressively broader markets, higher number of participants with longer tenor and improved pricing

✓ Won the Asia Pacific Loan Market Association (APLMA) award in 2012 and 2013

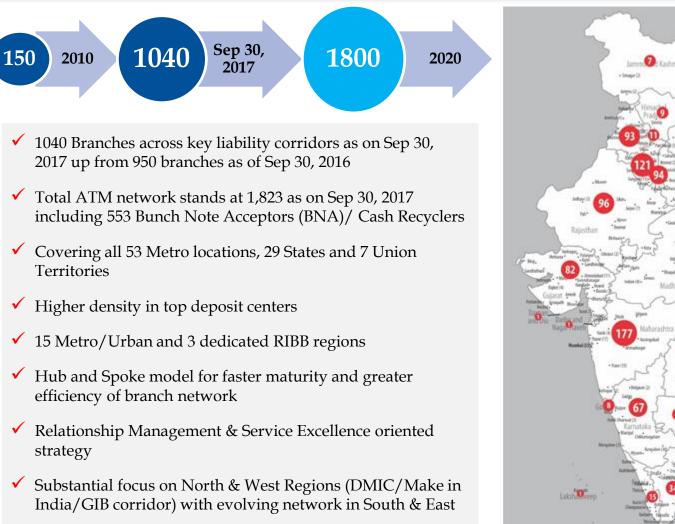
#### Three Pronged Customer Acquisition, Engagement and Retention Strategy



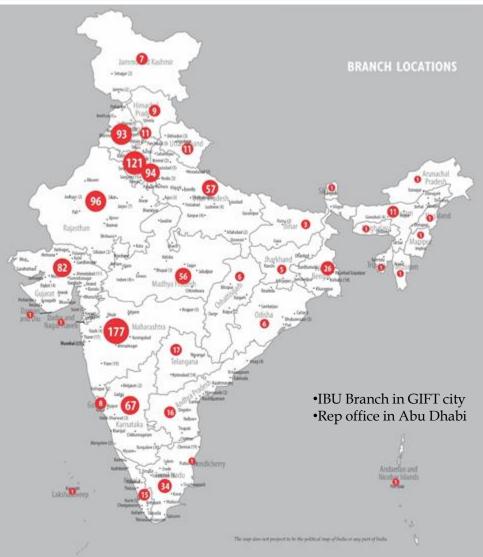


### Retail Banking: Expanding the National Footprint





✓ Specialized Focus on Rural & Inclusive Banking Strategy



#### A Clearly Articulated 2 Pronged Strategy: Metro + Urban & Semi-Urban +Rural to achieve 1800 Branches by FY20

# Complete Suite of Retail and Business Banking Assets



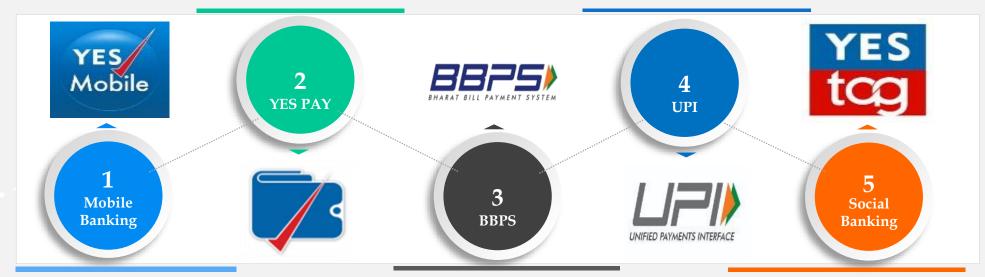
	Product	Focus Segment	Strategy
Consumer Retail	<ul> <li>Auto Loans</li> <li>Two Wheeler Loans</li> <li>Gold Loan</li> <li>Personal Loan</li> <li>Credit Cards</li> </ul>	<ul> <li>Salaried &amp; Self Employed</li> <li>Existing Customers</li> </ul>	<ul> <li>Tapping Liability customers</li> <li>Branch Channel</li> <li>Technology aided processing</li> <li>Focused activities</li> <li>Manufacture Tie-ups</li> </ul>
Commercial Retail & Mortgage	<ul> <li>Commercial Vehicle</li> <li>Construction Equipment</li> <li>LAP/LAS</li> <li>Healthcare Finance</li> <li>Home Loans</li> </ul>	<ul> <li>Professionals</li> <li>Infrastructure &amp; Logistics</li> <li>Retail Investors</li> <li>Self Employed</li> </ul>	<ul> <li>Cash flow based Credit underwriting</li> <li>Adequate Collaterals</li> <li>Risk based pricing</li> <li>SME rich lending program</li> <li>PSL benefits</li> </ul>
MSME	<ul> <li>Smart Overdraft</li> <li>Fast track lending Program</li> <li>Scorecard Lending program</li> <li>LGD Program (Linking Collateral with Rating for high ticket customers)</li> </ul>	<ul> <li>14 Knowledge Sunrise Sectors including Automobile, Pharmaceutical, Textile, Printing &amp; Packaging</li> <li>CBB/ EBB/ SBB</li> </ul>	<ul> <li>Building Granular MSME book</li> <li>CRM Based sourcing</li> <li>Tapping Corporate linked Supply Chain - Channel Financing</li> </ul>

# Digital Banking – Initiatives



 IMPS transactions grew exponentially by 355% y-o-y from Sept'16 (1.44 Mn) to Sept'17 (6.27 Mn)

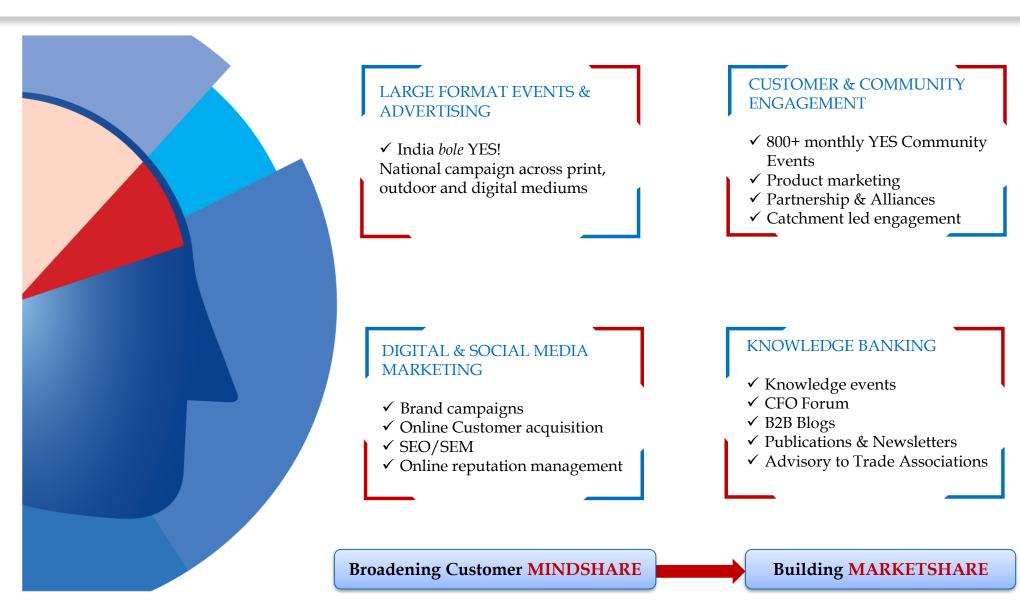
• YES Bank has over 65% market share in UPI merchant payment



 BHIM YES PAY app is now powered with India Stack API's and NPCI products, enabling services like BBPS, Bharat QR, RuPay card, IMPS, UPI and Aadhaar KYC • Launched RuPay Classic Kisan Debit Card for disbursement of agricultural loans for farmer segment  M-Bot, for acquisition of Consumer Retail Assets: Provides real time connection with Sales manager basis analysis by propriety algorithm for approval and disbursal of Consumer loans

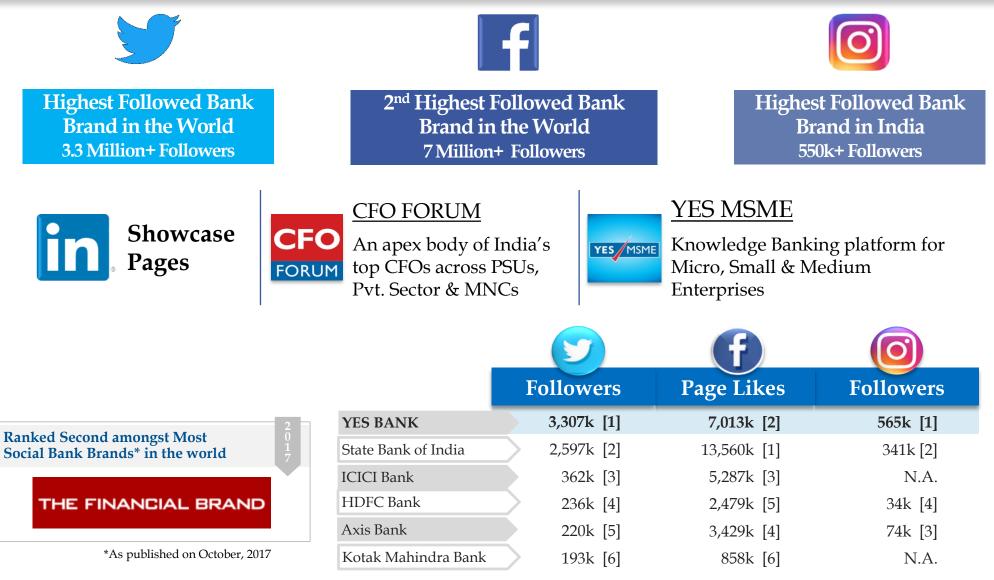
### Building the YES BANK Brand





### SOCIAL MEDIA LEADERSHIP

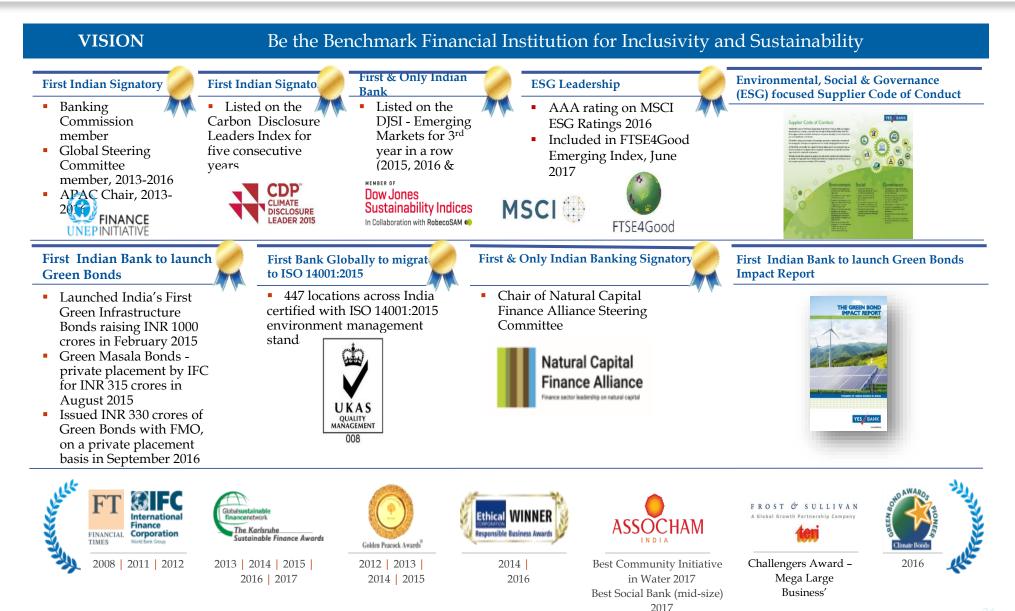




Data as on 15<sup>th</sup> October 2017

### Sustainable & Responsible Banking Leadership





### Progress Widely Recognized By Leading Agencies

Hong Kong -2016





October, 2016

2017

### Human Capital Management



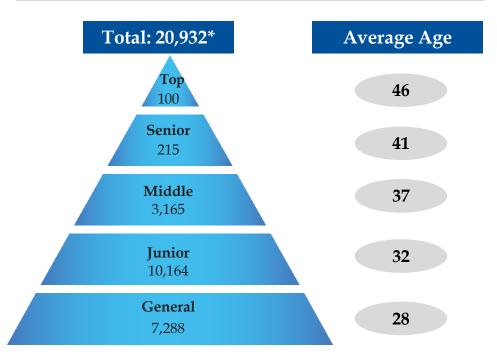


- Facebook@Work launched in May 2016 YES BANK became the 1<sup>st</sup> Bank in Asia to launch this with 100% activations within 45 days of launch
- YES League of Excellence an online Recognition, Appreciation & Engagement platform
- Structured engagement with over 1000 B-Schools

#### **HCM Strategy**

- Competitive C&B to attract, motivate and retain talent
- **'Professional Entrepreneurship'** Culture based on values to sustain competence, collaboration and compliance.
- Robust & Diversified Talent Acquisition
- World class HCM Service Delivery & Process
- Initiatives to continuously enhance organizational and individual productivity/effectiveness/cost management

Flat Organization Structure (5 levels)



\*As of Sep 30, 2017

- ✓ Average Age 31 years
- ✓ Headcount increase of 726 as compared to March 2017
- ✓ <u>Average vintage in YES BANK:</u> 7 yrs for Top Management & 6 years for Sr. Management
- ✓ Wealth creation through ESOPs
- ✓ Talent acquisition from Peer Private Sector & MNC Banks
- ✓ Building a 'Leadership Supply Chain'
- $\checkmark$  Ranked no 2. in Dream Companies to Work For by Times Ascent

### **Distinguished Board**





- 8 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 Goverance



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