



**Bandhan Bank**  
Aapka Bhala, Sabki Bhalai.

**Bandhan Bank Limited**

Head Office: DN 32, Sector V, Salt Lake City, Kolkata 700 091 | CIN: U67190WB2014PLC204622  
Phone: +91-33-6609 0909, 4045 6456 | Fax: 033 6609 0502 | Website: www.bandhanbank.com

Ref no: BBL/233/18-19

January 10, 2019

**The National Stock Exchange of India Limited**

The Listing Department

Exchange Plaza,

Bandra Kurla Complex,

Mumbai - 400051

**NSE Symbol: BANDHANBNK**

**BSE Limited**

Dept of Corporate Services

Phiroze Jeejeebhoy Towers,

Dalal Street, Fort,

Mumbai - 400001

**BSE Scrip Code: 541153**

Dear Sir/Madam,

**Sub: Intimation under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ('SEBI LODR') - Investor Presentation**

Please find enclosed the Investors Presentation on unaudited financial results of the Bank for the quarter ended December 31, 2018.

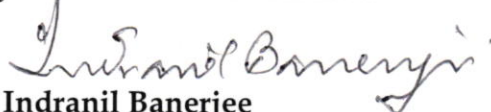
All the above mentioned document will be simultaneously posted on the Bank's website at [www.bandhanbank.com](http://www.bandhanbank.com).

You are requested to take note of the above.

Thanking you,

Yours faithfully,

for **Bandhan Bank Limited**



**Indranil Banerjee**

**Company Secretary & Compliance Officer**

Encl.: as above



# Investor Presentation – Q3 FY 2018-19

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January 2019



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Bank

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## Key Highlights & Strengths



**Bandhan**  
Bank

# Key Highlights

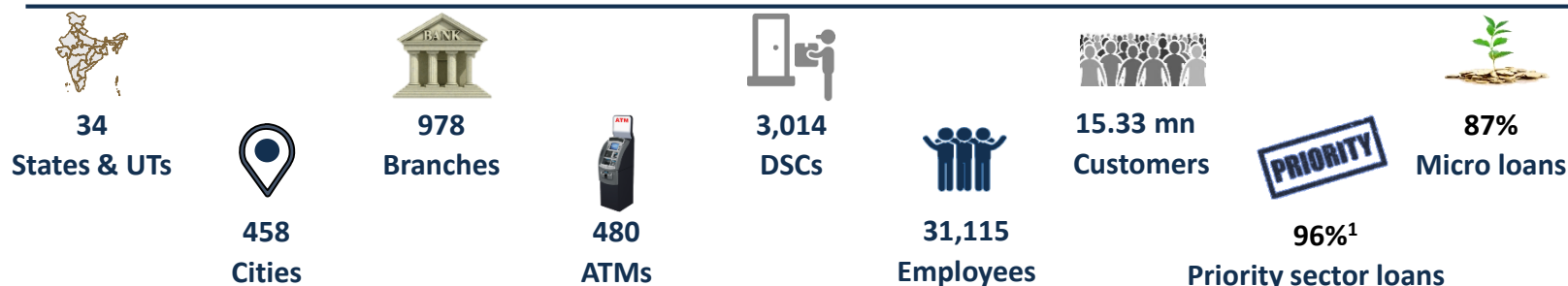


## Bandhan Bank - Overview

- Loan portfolio (on book + off book) for Q3FY 18-19 grew 46.11% Y-o-Y
- Deposits grew by 36.95% Y-o-Y in Q3 FY 18-19; Net NPA at 0.7%
- Retail Deposit to Total Deposit at 84.8%; CASA grew 70.72% Y-o-Y at Rs. 14,342 crore; CASA ratio at 41.4%
- Added 9.22 lakh Customer during the quarter with total customer base reaching to 15.33 million (Micro Banking- 12.15 million and Non Micro– 3.18 million)
- During the 9MFY19, out of ₹ 276.85 crore of PSLC income, ₹ 203.57 crore has been recognized during 9MFY19 of which ₹ 73.28 crore has been recognized during Q3FY19
- During the quarter we have written back treasury investment provision of ₹ 96.50 crore on account of favorable yield curve movement in AFS and HFT portfolio
- Provision of ₹ 384.95 crore made in respect of an exposure to a borrower from Infrastructure development & finance sector, which was classified as non-performing asset and fully provided for during the quarter
- Announced merger with Gruh Finance

## Snapshot of operations (Q2 FY 18-19)

Total Deposits	₹ 346.39 bn
Total loans and advances	₹ 356 bn <sup>1</sup>
Net interest margin (NIM)	10.5%*
CASA ratio (%)	41.4 %
ROAA (%)	2.9%*
ROAE (%)	12.5%*



<sup>1</sup> Gross loan portfolio;

\* Annualised without one time provision of Infrastructure asset – ROAA - 5.6% & ROAE -21.2%

# Geographical Distribution

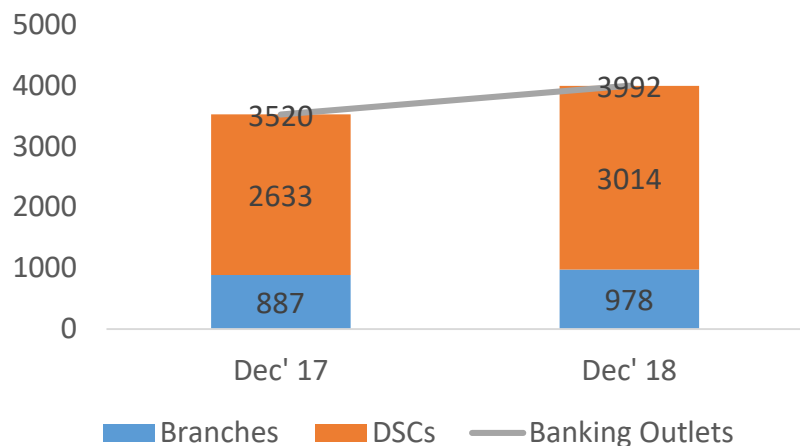


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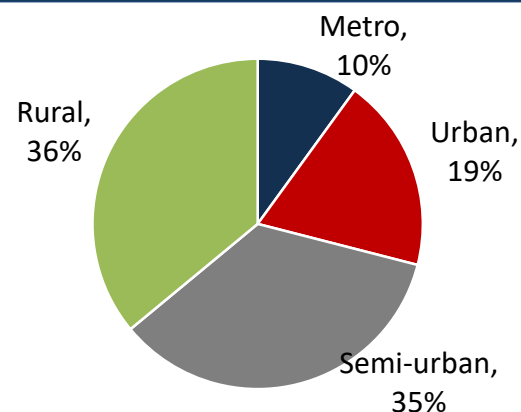
# Geographical Distribution



## Banking Outlets



## Focus on serving the rural & underbanked population



## Multi channel distribution network with a mix of branches and digital

Branches



ATMs



DSCs



Net banking



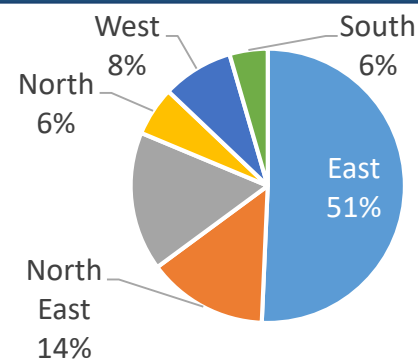
mBandhan



Debit card



## Significant presence in under- penetrated East and North East India

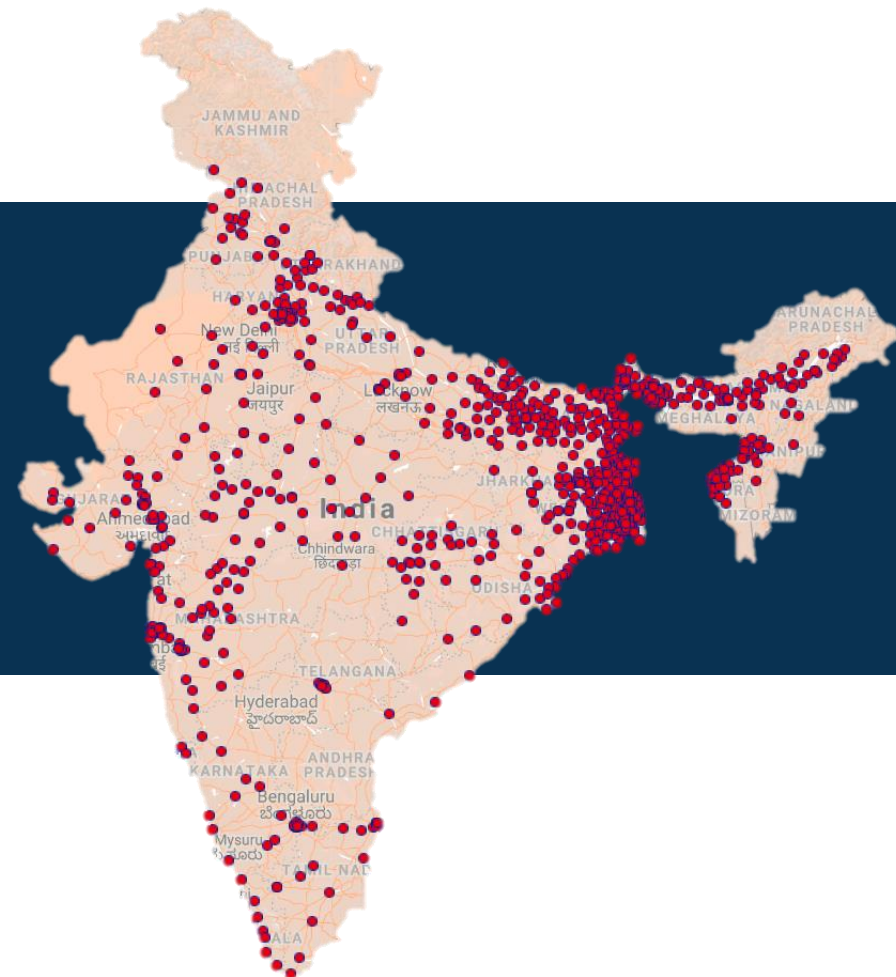


# Branch Mix



**Present in 34 of the 36 States and Union Territories of India.**

Lakshadweep & Daman and Diu are the only ones that do not have a Bandhan Bank presence.





# Merger Announcement Overview



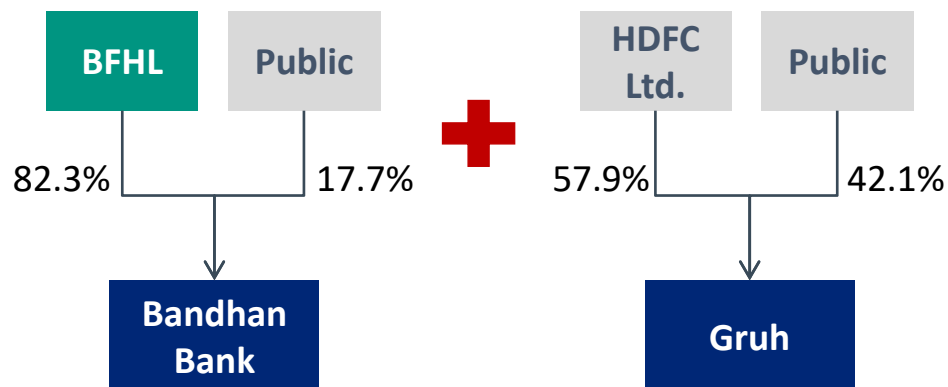
**Bandhan**  
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# Transaction Overview

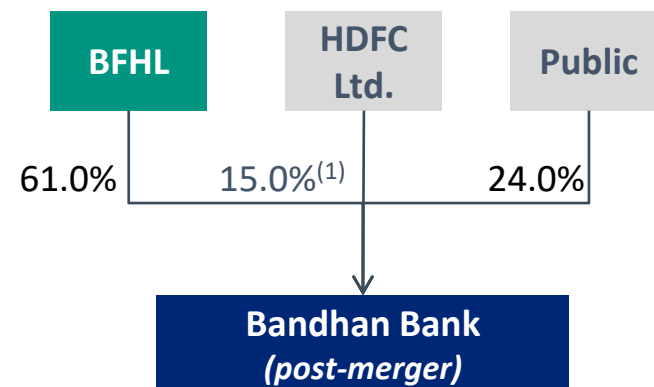


On Jan 07, 2019, the Board of Directors of Bandhan Bank and Gruh Finance approved the merger of Gruh with Bandhan Bank, subject to regulatory and shareholder approvals.

## Prior to merger



## After merger



Share exchange ratio: 0.568 : 1 (568 shares of Bandhan Bank for every 1,000 shares of GRUH)

Regulatory approvals required: Reserve Bank of India, Competition Commission of India, others as may be required under extant regulations

# Diversification of Loan Book AUM



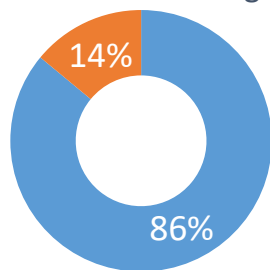
## Bandhan

## Gruh

## Merged Entity

By product  
(September 2018)

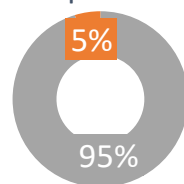
Non-Micro Banking



Micro Banking

INR 33,373cr

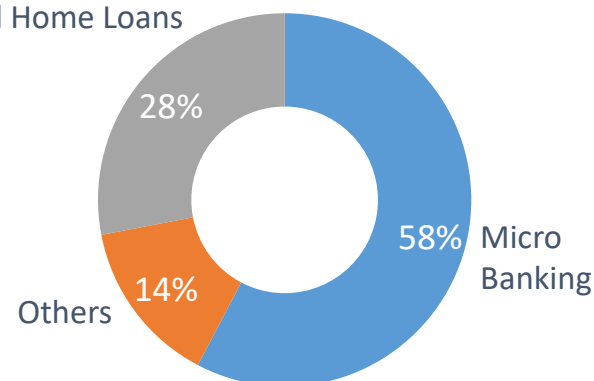
Developer loans



Retail Home Loans

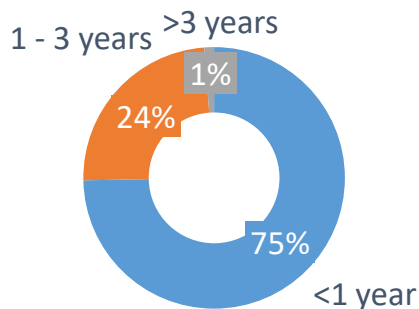
INR 16,663cr

Retail Home Loans

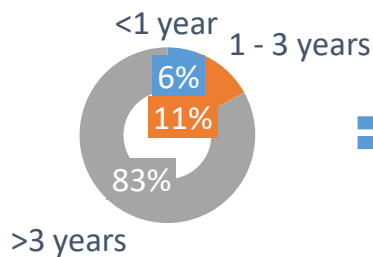


INR 50,036cr

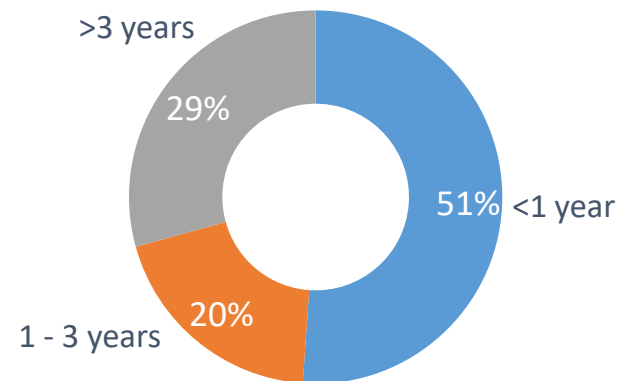
By loan book  
duration  
(March 2018)



INR 32,340cr

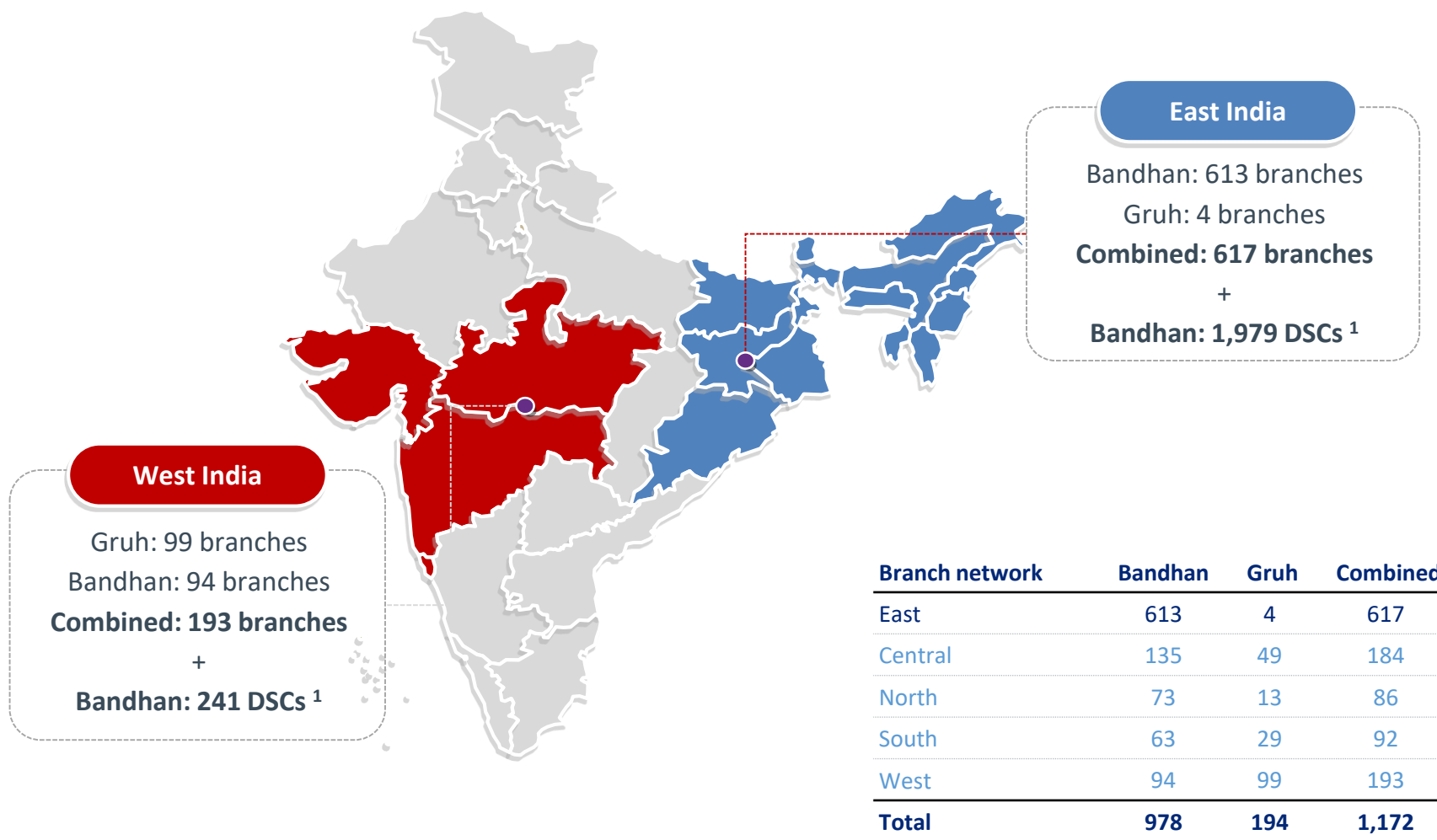


INR 15,568cr



INR 47,908cr

# Complementary Branch Network



Note: Bandhan's network is as of December 2018 and Gruh's network is as of March 2018

(1) Doorstep Service Centres

# Merged Entity: Footprint & Financial Profile



	Bandhan	Gruh*	Total
Branches	978	194	1,168
Branch + outlets	3,992	194	4,186
Total Customers (lacs)	153	2.0 <sup>1</sup>	155
General Banking Customers (lacs)	32	-	32
Employees	31,115	692 <sup>1</sup>	31,807

Half year ending Sep 30, 2018 <sup>1</sup> (INR crores)	Bandhan	Gruh	Bandhan + Gruh (proforma) <sup>2</sup>
AUM (on book + off book)	33,373	16,663	50,036
PAT (1H FY19)	969	220	1,190
Yields %	15.3%	10.9%	14.1%
Cost of funds %	6.4%	7.6%	6.8%
NIM (Int. earning assets) %	10.3%	4.1%	8.5%
Cost / Income Ratio %	33.7%	15.9%	31.4%
GNPA (%)	1.3%	0.9%	1.2%
ROA %	4.4%	2.6%	3.9%
Avg. Leverage (Assets / equity)	4.5x	10.6x	5.3x
ROE %	19.6%	27.3%	20.7%

(1) Financial ratios are annualized for full year

(2) Proforma financials are based on simple addition of the financial statements of Bandhan and Gruh. The financials are not adjusted for SLR/CRR or other additional requirements that may apply to the combined entity.

# Synergies

**Introduce Gruh home loans  
through Bandhan network**

**Access to low cost deposit  
base for Gruh**

**Deepen micro-banking  
footprint in West India**

**Access to Gruh's  
proprietary operating  
systems**

# Business Overview

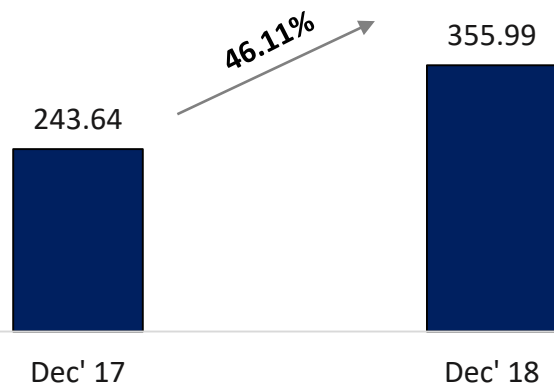


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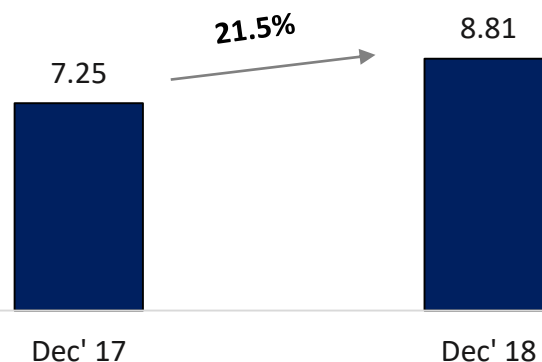
# Asset Overview



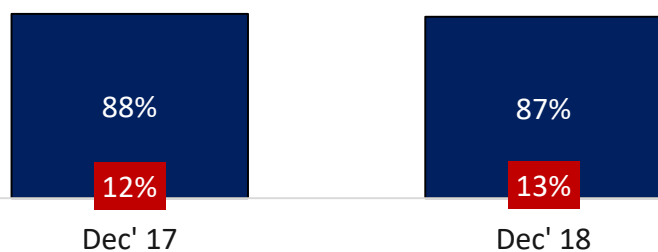
## Advances\* Growth (₹ in Billion)



## Number of Total Active Borrowers (in Million)

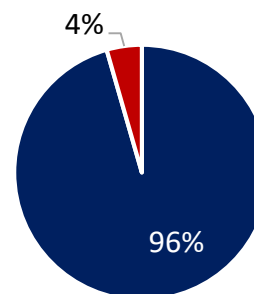


## Composition of Advances (in %)



■ Non-Micro Banking Assets ■ Micro Banking Assets

## Higher PSL Portfolio



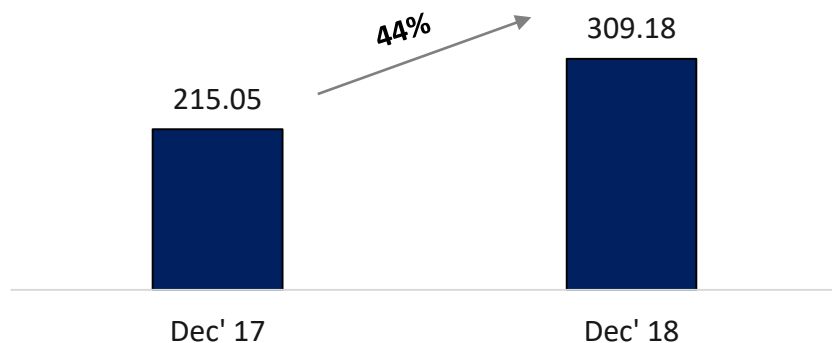
*Priority sector advances (as a % of advances) – Q3 FY2018*

■ PSL Assets ■ Non PSL Assets

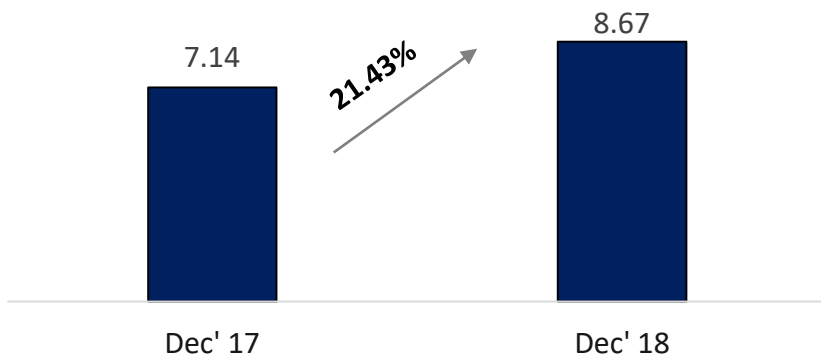


# Asset Overview

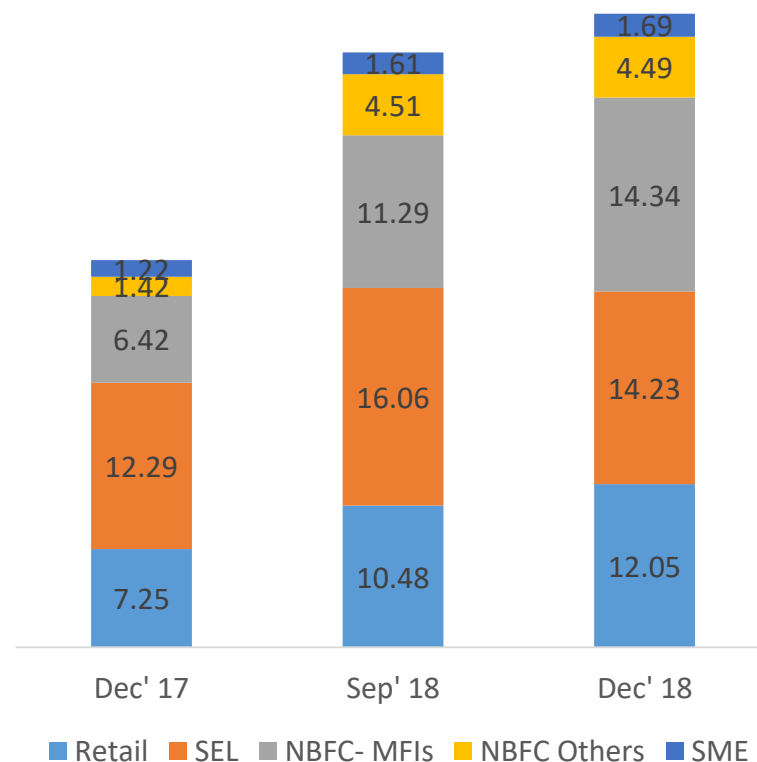
Micro Banking Asset\* Growth (₹ in Billion)



Number of Active Micro Borrowers (in Mn)



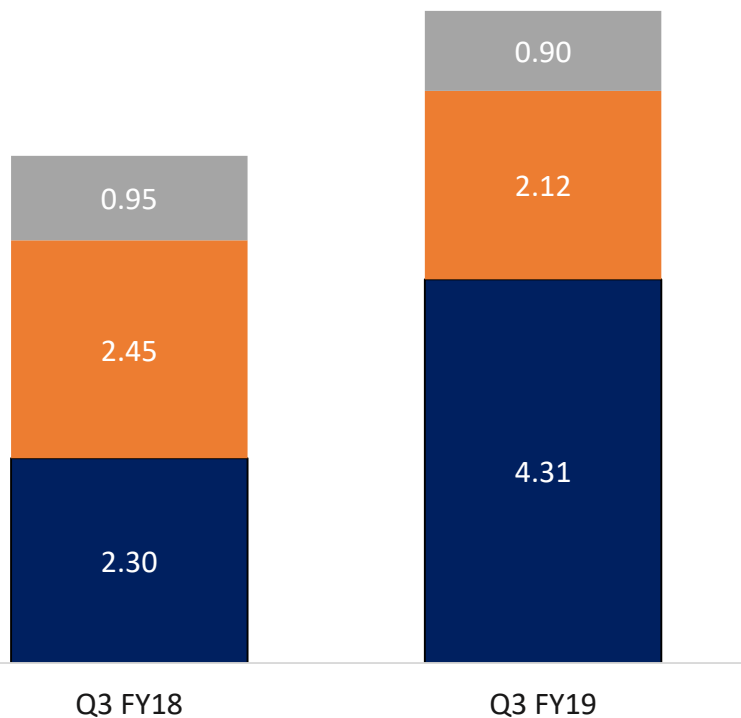
Product wise Advances – Non Micro (₹ in Billion)



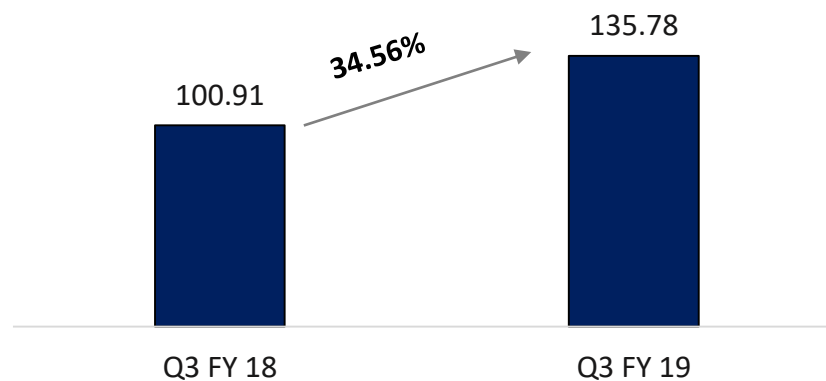
# Disbursement

## Product wise Disbursements – Non Micro (₹ in Billion)

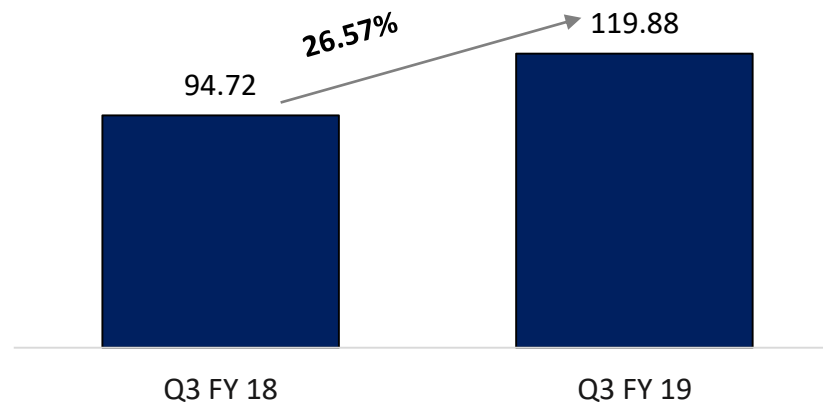
■ Retail ■ SEL ■ Others



## Total Disbursement - Non Micro Banking Asset (₹ in Billion)

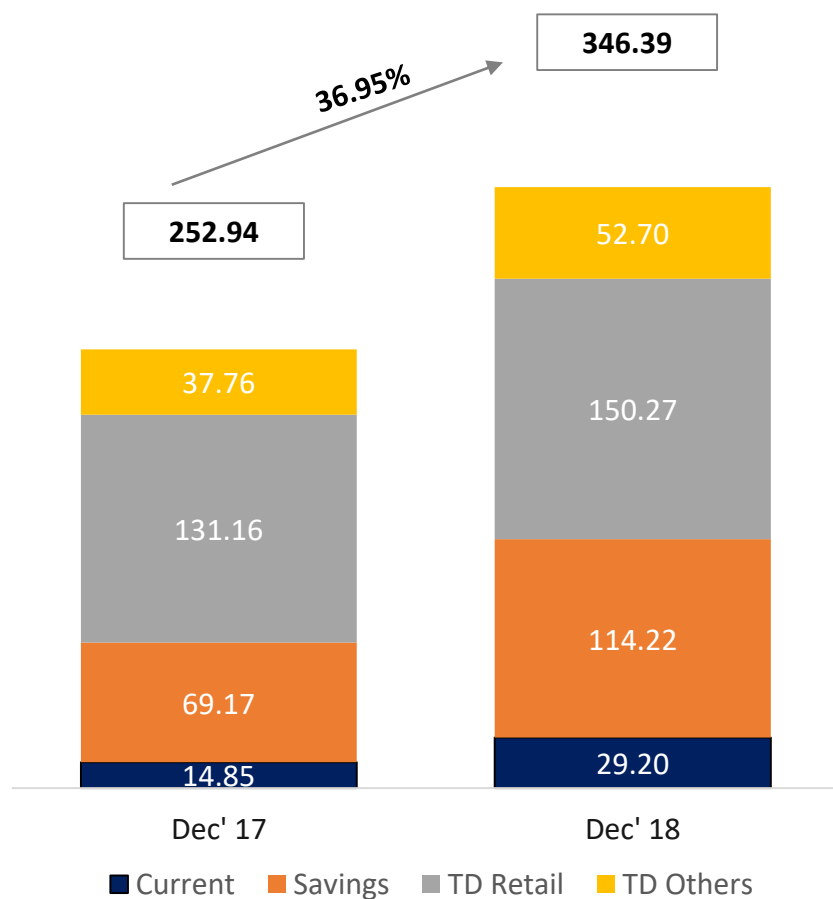


## Micro Loan Disbursements (₹ in Billion)

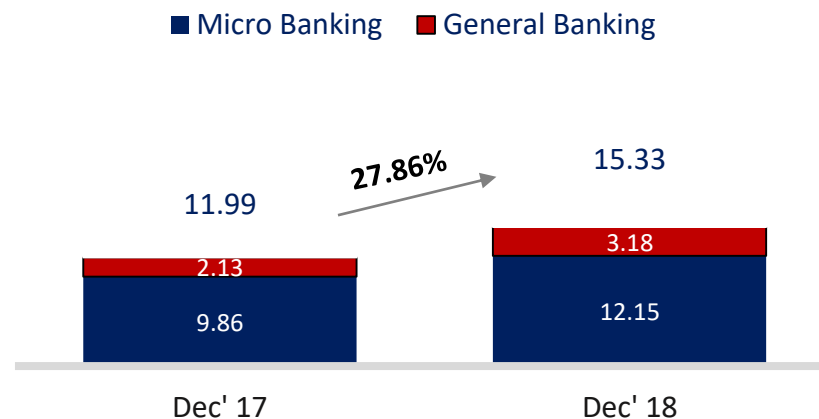


# Liabilities Profile

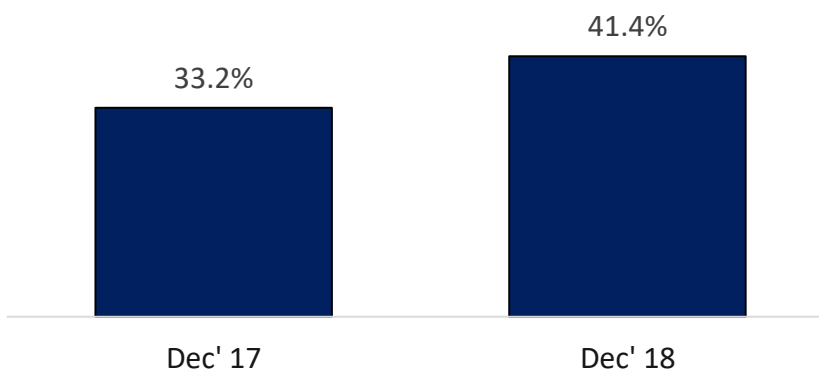
## Deposits Growth (₹ in Billion)



## Number of Customers (in Million)



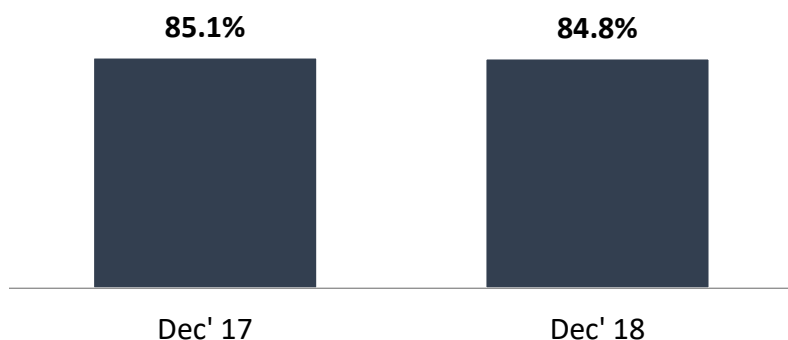
## CASA (%)



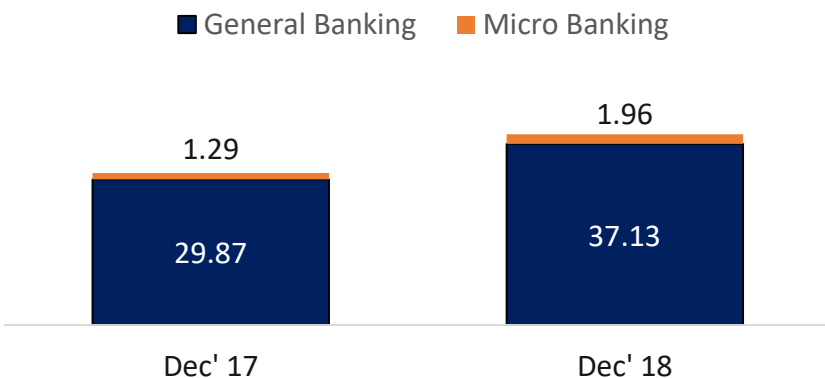
# Liabilities Profile



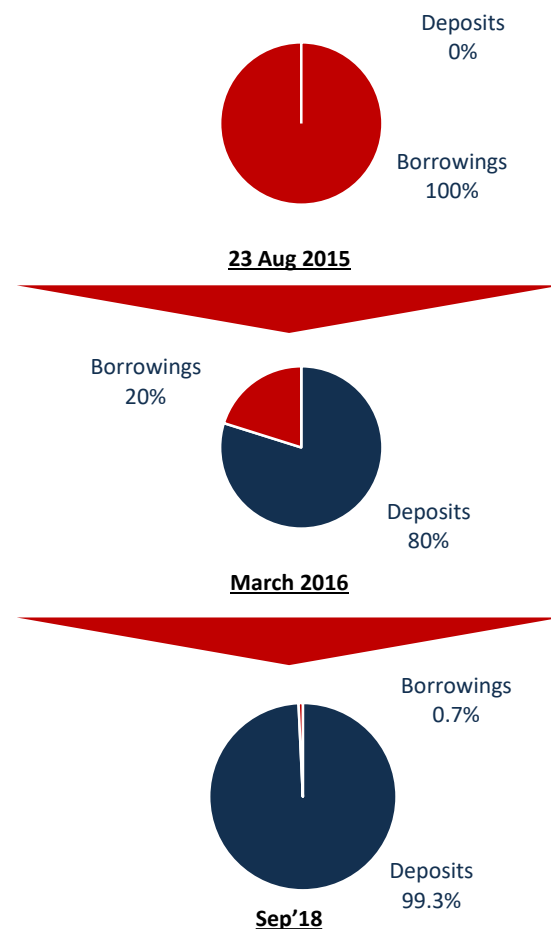
## Retail to total Deposits (%)



## Average SA Balance (₹ in 000')



## Moving towards a more stable and cheaper source of funding



# Credit Rating

Rating of Bank's Financial Securities			
Instrument	Rating	Rating Agency	Amount (₹ in Billion)
Unsecured Subordinated Non - Convertible Debenture*	CARE AA-; Stable (Double A Minus; Outlook: Credit watch with developing implications)	CARE Ratings	1.60
	[ICRA]AA (Double A; Outlook: placed on rating watch with developing implications)	ICRA	
Term Loans From Bank*	[ICRA]AA (Double A; Outlook: placed on rating watch with developing implications)	ICRA	0.80
Certificate of Deposit	[ICRA] A1+	ICRA	15.00

# Financial Overview

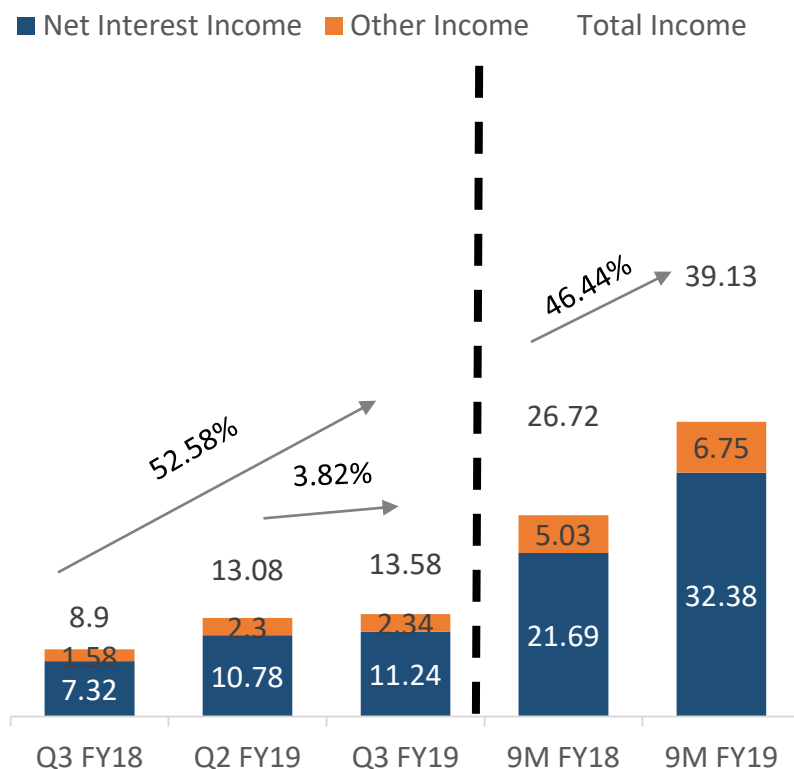


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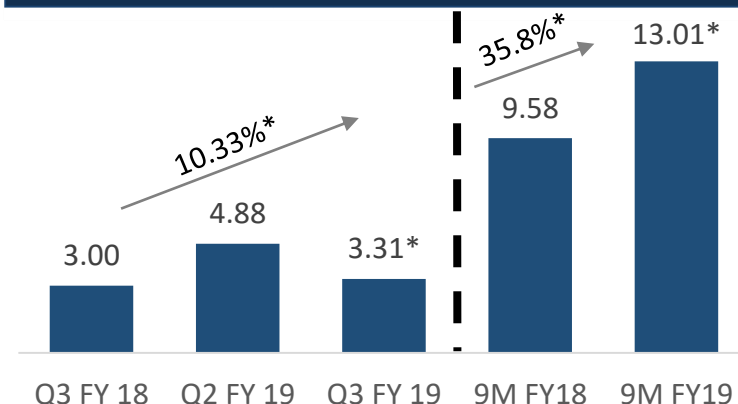
# Financial Performance



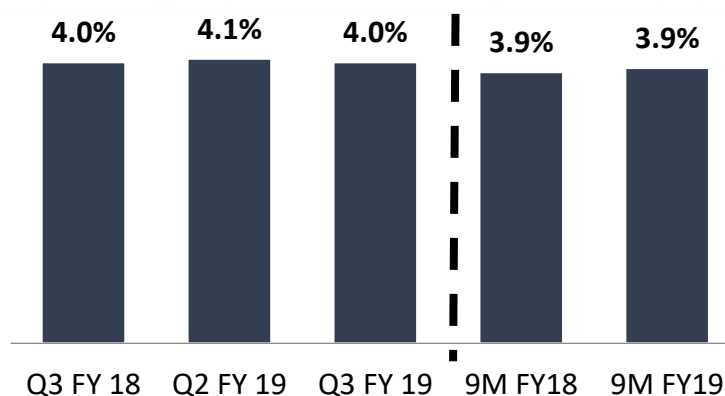
## Total income (₹ in Billion)



## PAT (₹ in Billion)



## Operating expenses to Average Assets (%)

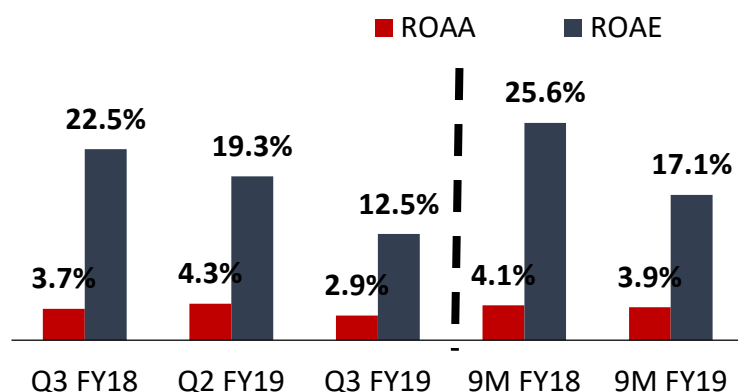


\*Includes one time provision for NBFC asset; PAT without one time provision at 5.79 bn – up 93% YoY

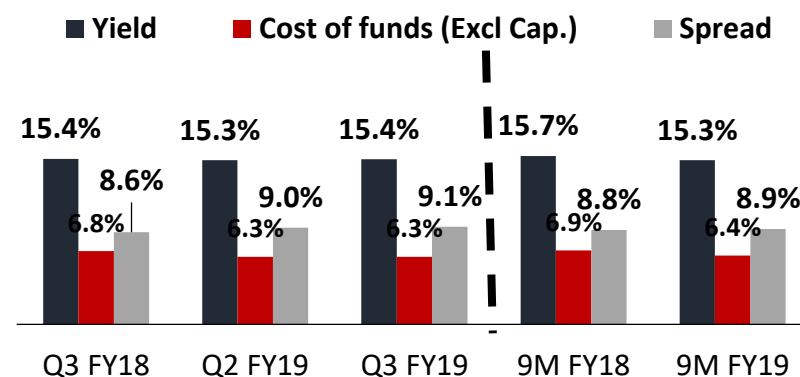
# Financial Performance



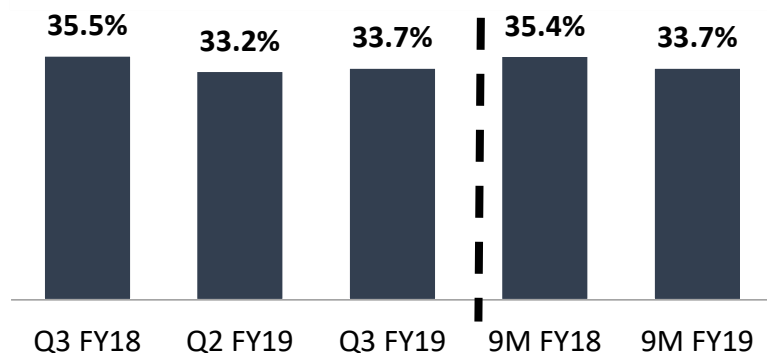
## ROAA & ROAE\*



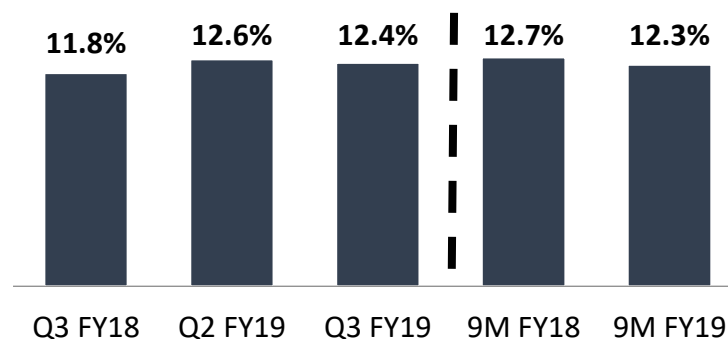
## Spread %



## Cost to Income Ratio



## Fee Income to Total Income Ratio



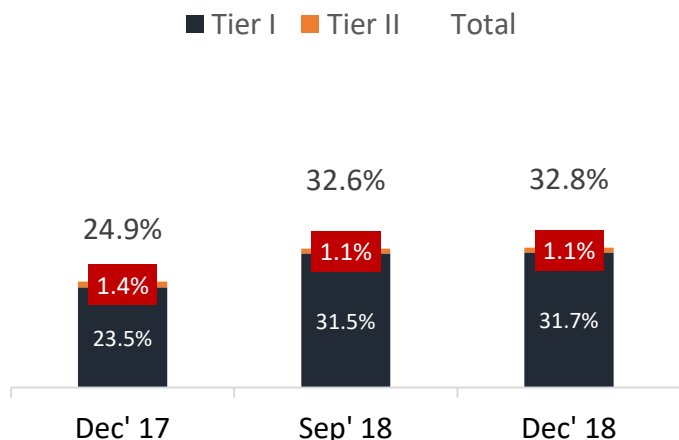
\*Annualised & Monthly Average; ROAA for Q3FY19 at 5.6% & ROAE for Q3FY19 at 21.2% without one time provision



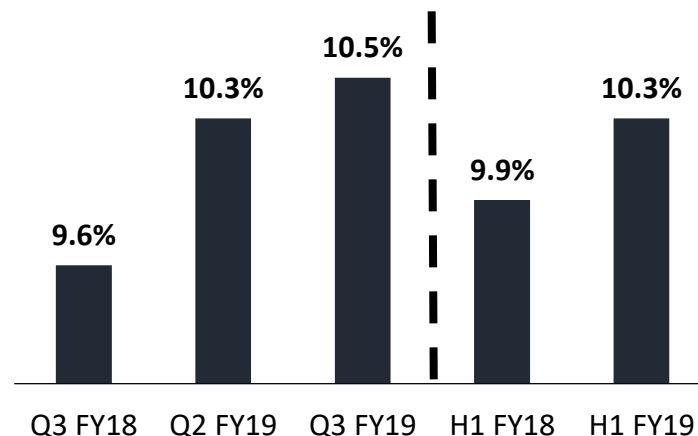
# Financial Performance



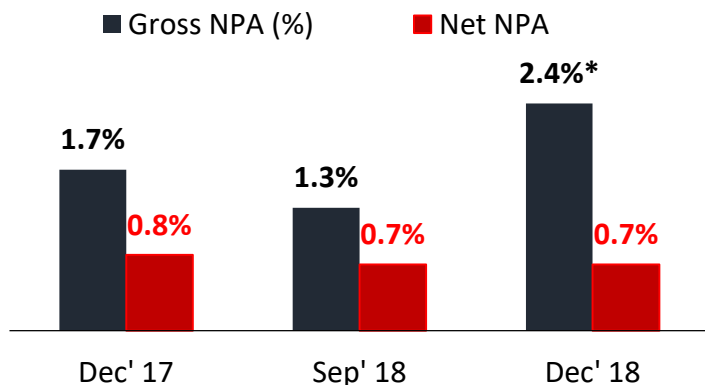
## Capital Adequacy Ratio



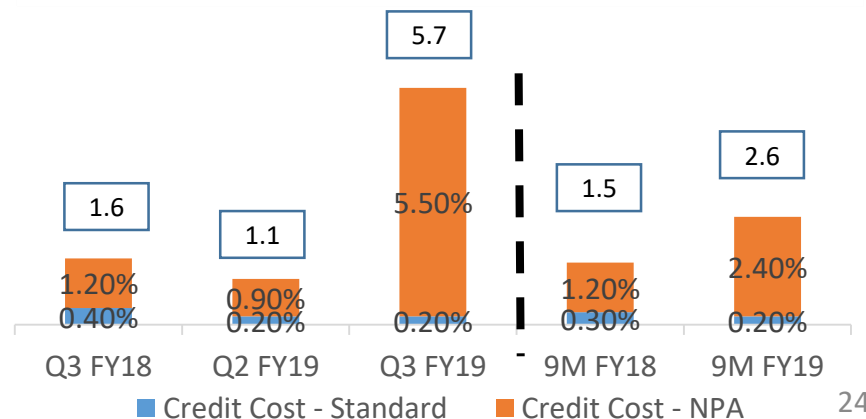
## NIM



## Gross NPA and Net NPA



## Credit Cost



\*Without Single NBFC Asset provision - GNPA at 1.3%; Credit Cost at 1.1% for Q3 FY19

# Profit & Loss Statement (IN ₹ million)



Particulars	Q3 FY 19	Q3 FY 18	YoY%	Q2 FY 19	QOQ%	Dec-18	Dec-17	YoY%
Interest Income	16,496	11,782	40.01%	16,057	2.73%	48114	34517	39.39%
Interest expenses	5,255	4,465	17.69%	5,282	-0.51%	15727	12829	22.59%
<b>Net Int. Income (NII)</b>	<b>11,241</b>	<b>7,317</b>	<b>53.63%</b>	<b>10,775</b>	<b>4.32%</b>	<b>32387</b>	<b>21688</b>	<b>49.33%</b>
Non Interest Income	2,341	1,582	47.98%	2,304	1.61%	6752	5028	34.29%
<b>Total Income</b>	<b>13,582</b>	<b>8,899</b>	<b>52.62%</b>	<b>13,079</b>	<b>3.85%</b>	<b>39139</b>	<b>26716</b>	<b>46.50%</b>
Operating Expenses	4,577	3,155	45.07%	4,339	5.49%	13189	9453	39.52%
<b>Operating Profit</b>	<b>9,005</b>	<b>5,744</b>	<b>56.77%</b>	<b>8,740</b>	<b>3.03%</b>	<b>25950</b>	<b>17263</b>	<b>50.32%</b>
<b>Provision (Std. + NPA)</b>	4,742	889	433.41%	868	446.31%	6193	2260	174.03%
<b>MTM Loss on Investments</b>	-965	336	-387.20%	374	-358.02%	-374	391	-195.65%
<b>Profit before tax</b>	<b>5,228</b>	<b>4,519</b>	<b>15.69%</b>	<b>7,498</b>	<b>-30.27%</b>	<b>20131</b>	<b>14612</b>	<b>37.77%</b>
Tax	1,916	1,519	26.14%	2,621	-26.90%	7125	5035	41.51%
<b>Profit after tax</b>	<b>3,312</b>	<b>3,000</b>	<b>10.40%</b>	<b>4,877</b>	<b>-32.09%</b>	<b>13006</b>	<b>9577</b>	<b>35.80%</b>

# Balance Sheet (IN ₹Million)



Particulars	As at 31 <sup>st</sup> Dec 2018	As at 31 <sup>st</sup> Dec 2017	YoY%
<b>Capital &amp; Liabilities</b>			
Capital	11,928	10951	8.92%
Reserves & Surplus	93,460	43090	116.89%
<b>Shareholder Funds</b>	<b>1,05,388</b>	<b>54,041</b>	<b>95.01%</b>
Deposits	3,46,393	252940	36.95%
Borrowings	2,600	13307	-80.46%
Other liabilities and provisions	13,566	11904	13.96%
<b>Total</b>	<b>4,67,947</b>	<b>3,32,192</b>	<b>40.87%</b>
<b>Assets</b>			
Cash and balances with Reserve Bank of India	27,761	12587	120.55%
Balance with Banks and Money at call and short notice	6,827	11332	-39.75%
Investments	86,181	72912	18.20%
Advances	3,38,729	229307	47.72%
Fixed Assets	2,342	2330	0.52%
Other Assets	6,107	3724	63.99%
<b>Total</b>	<b>4,67,947</b>	<b>3,32,192</b>	<b>40.87%</b>

# Our Board & Management



**Bandhan**  
Bank

# Experienced and professional team...



## Management Team



**Chandra Shekhar Ghosh**  
**MD & CEO**

- Founder of BFSI, has 27 years of experience in the field of microfinance and development
- Awarded 'Entrepreneur of the Year' by Forbes and ET in 2014



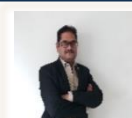
**Mahendra Mohan Gupta**  
**Head, Legal**

- 34+ years experience in the legal, finance and banking industry
- Previously worked as DGM- Legal at ICICI Bank



**Deepankar Bose**  
**Head, Corporate Centre**

- 36+ years experience in banking industry
- Previously served as Chief General Manager and Head Of Wealth Management business, at SBI



**Santanu Banerjee**  
**Head, HR**

- 27+ years of experience in the field of banking and finance
- Previously worked as Head of HR Business Relationship at Axis bank



**Sunil Samdani**  
**Chief Financial Officer**

- 17+ years of experience in financial industry
- Previously served as Head of Business Analytics and Strategy at Development Credit Bank and as CFO at Karvy



**Vijay kumar Ramakrishna**  
**Chief Information Officer**

- 22+ years of experience in the field of technology
- Previously worked as Group Manager of Intuit India and as Chief Technology Officer of Yes Bank



**Biswajit Das**  
**Chief Risk Officer**

- 28 years of experience in banking industry
- Previously served as Head-RBS and regulatory reporting at ICICI Bank



**Subhro Kumar Gupta**  
**Chief Audit Executive**

- 35+ years experience in Banking Industry.
- Previously served as Head Audit at ICICI Bank



**Arvind Kanagasabai**  
**Head, Treasury**

- 30+ years of experience at a PSU Bank
- Previously served as CFO at SBI DFHHL, Mumbai



**Nand Kumar Singh**  
**Head, Banking Operations and Customer Services**

- 27+ years experience in banking industry
- Previously served as Retail Banking Head, Patna Circle, at Axis Bank



**Sourav Kar**  
**Chief Compliance Officer**

- 27+ years of experience in banking industry
- Previously served as Regional Business Manager - Liability Sales at ING Vysya Bank



**Nicky Sharma**  
**Chief Strategy Officer**

- 10+ years of experience in the field of technology & Finance
- Previously served as Associate Director at PWC, Gurgaon



**Indranil Banerjee**  
**Company Secretary**

- 17+ years experience in financial industry
- Previously served as Company Secretary at Energy Development Company



**Saurabh Jain**  
**Head - Wholesale Banking**

- 17+ years of experience in banking industry
- Previously served as Vice President & Head - Business Banking Products, Private & Commercial Clients at Deutsche Bank AG

# ... backed by a strong independent Board



## Board of Directors



**Chandra Shekhar Ghosh**  
**MD & CEO**

- Has significant experience in the field of microfinance
- Awarded 'Outstanding Leadership Award' by Dhaka University



**Bhaskar Sen**  
**Director**

- Retired as Chairman & MD of United Bank of India
- Previously, Executive Director of Dena Bank



**Sisir Kumar Chakrabarti**  
**Director**

- Previously, Deputy Managing Director at Axis Bank
- Also worked with State Bank of Bikaner and Jaipur prior to joining Axis Bank



**Ranodeb Roy**  
**Non-executive Director**

- Founder of RV Capital Management Private Limited, Singapore, he was earlier heading Fixed Income Asia Pacific in Morgan Stanley Asia) Singapore



**Dr. A S Ramasastry**  
**Director**

- Director, Institute for Development & Research of Banking Technology;
- Chairman of IFTAS; company promoted by IDRB to provide technology services in Banking & financial sectors



**Dr. Holger Dirk Michaelis**  
**Nominee Director**

- Significant experience in private equity and as strategic advisor to financial services companies
- Currently, he is working at GIC



**Harun Rashid Khan**  
**Director**

- Retired as Deputy Governor of Reserve Bank of India
- Instrumental in formulation of Payments system Vision 2018 of RBI



**Chintaman Dixit**  
**Director**

- Significant experience in finance and accountancy sector
- Previously, he has worked at Life Insurance Corporation and Indian Bank



**Snehomoy Bhattacharya**  
**Director**

- Significant experience in public and private banking sector
- Previously worked as Executive Director – Corporate Affairs Axis Bank



**T. S. Raji Gain**  
**Director**

- Significant experience in the field of agricultural and rural development, Previously, she has worked with NABARD
- Currently, Executive Director BIRD



**Santanu Mukherjee**  
**Director**

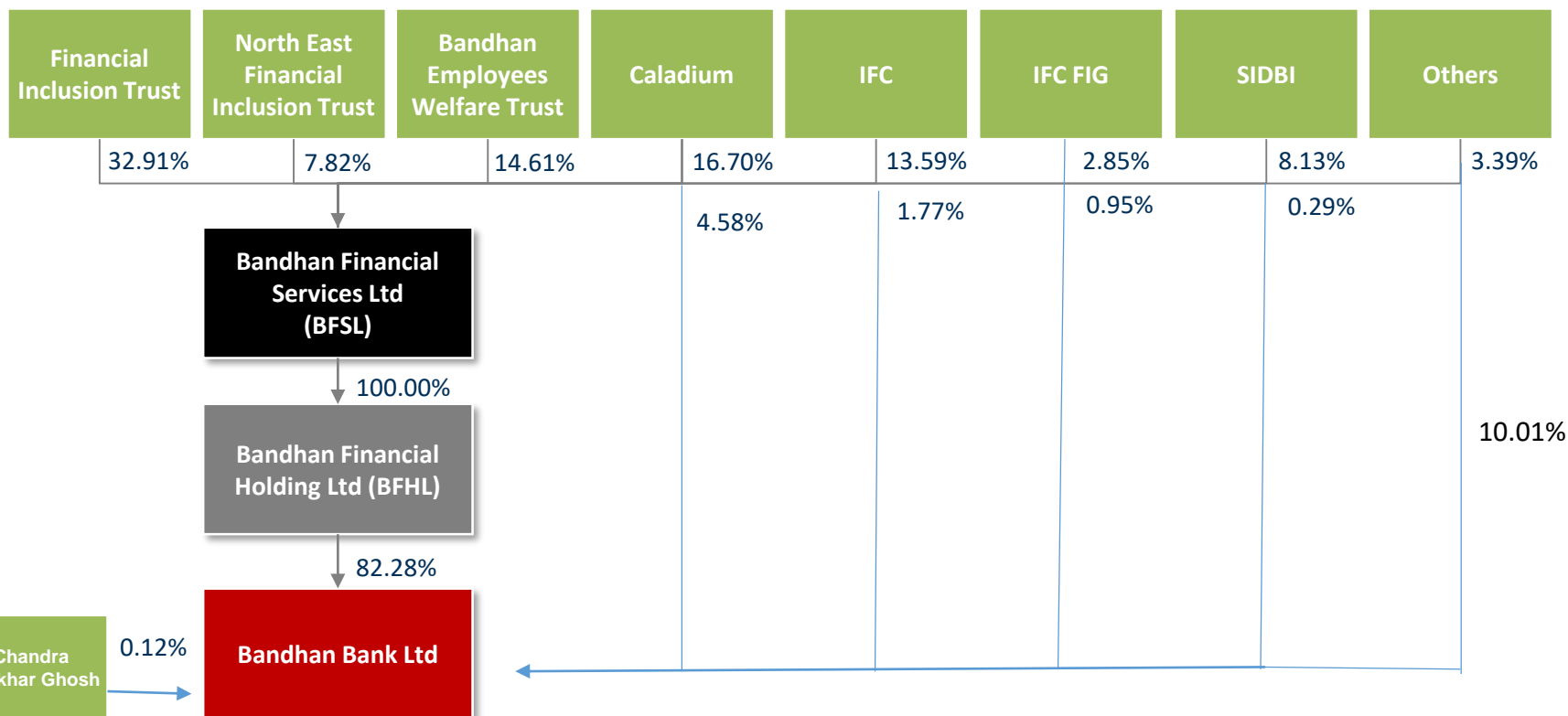
- Significant experience in public sector Banking in various capacities in SBI Group
- Former MD of State Bank of Hyderabad



**Dr. Anup Kumar Sinha**  
**Part-time Chairman**

- Economist with Ph.D from University of Southern California
- Served as Professor of Economics at IIM Calcutta for 25 years

# Bandhan Group structure & shareholding



# Awards and accolades



## MFIN Microfinance Award 2018

Bandhan Bank received the **MFIN Microfinance Award 2018 – In Pursuit of Excellence** in the following two categories:

1. Risk and Resilience Framework
2. Microfinance Plus Activities

## Pride of Bengal

Mr. Chandra Shekhar Ghosh, MD & CEO, Bandhan Bank Ltd. received the **Pride of Bengal** award on June 30, 2018, at Kolkata.

Pride of Bengal is an inspirational award instituted by Round Table India (RTI). The award honours individuals who have significantly contributed in their own fields and have made Bengal proud in the global arena.

## Entrepreneur with Social Impact

Bandhan Bank won the 'Entrepreneur with Social Impact' Award at the first edition of the **CNBC-AWAAZ CEO Awards 2018** presented by the Chhattisgarh Government.

The event was graced by Honourable Chief Minister of Chhattisgarh, Shri Raman Singh,.





# Awards and accolades



## Aadhaar Excellence Awards 2018

Bandhan Bank bagged Aadhaar Excellence Awards in the following categories :

- Best Performing Bank in terms of Aadhaar Generation and update using online client
- Ranked 4<sup>th</sup> in Achievers awards for opening highest percentage of Aadhar Centre as per given target.



## TiECON Kolkata Super Star Awards

Mr. C.S. Ghosh, MD & CEO, Bandhan Bank, was felicitated at the TiECON Kolkata Super Star Awards 2018.

The Executive Council and the Board of TiE Kolkata Chapter recognized his illustrious achievements in the banking and microfinance industry.



## Best Bank of the Year 2018

Bandhan Bank was declared the **Best Bank of the Year 2018** at Moneycontrol's 'The Wealth Creator Awards'. Shri Suresh Prabhu, Minister of Commerce & Industry, and Civil Aviation, graced the event as the Chief Guest and gave away the awards.

**Thank You**



**Bandhan**  
Bank