

Ref. No. AUSFB/SEC/2020-21/148

Date: 23rd July, 2020

To,

National Stock Exchange of India Limited, Exchange Plaza, Bandra Kurla Complex, Bandra (East), Mumbai 400051, Maharashtra. NSE Symbol: AUBANK	BSE Limited, Phiroz Jeejeebhoy Towers, Dalal Street, Mumbai 400001, Maharashtra. Scrip Code: 540611
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Dear Sir(s),

Sub: Submission of Revised Presentation to Investors on the Unaudited Financial results of the Bank for the Quarter ended on 30th June, 2020

In reference to our earlier submission vide **Ref. No. AUSFB/SEC/2020-21/146** dated 23rd July, 2020 for submission of Investor Presentation, we hereby enclosed the revised Investors Presentation of the Bank on the Unaudited Financial Results for the Quarter ended on 30th June, 2020.

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

Kindly acknowledge the receipt of revised Investor Presentation and make available the same to public at large.

Thanking You,

Yours faithfully,

For AU SMALL FINANCE BANK LIMITED



MANMOHAN PARNAMI
COMPANY SECRETARY AND COMPLIANCE OFFICER

Registered Office

AU SMALL FINANCE BANK LIMITED
19-A Dhuleshwar Garden, Ajmer Road,
Jaipur - 302001, Rajasthan, India
Phone: +91 141 4110060/61, **Fax:** +91 141 4110090
CIN: L36911RJ1996PLC011381
Formerly known as **Au Financiers (India) Limited**



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A SCHEDULED BANK | FORTUNE INDIA 500 COMPANY

Investor Presentation

Q1FY21

Retail Focused | Differentiated | Well Capitalized | Fast Learning | Customer Centric

Completed 25 years as an
institution and 3 years as a Bank



July 2020

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3. Retail Assets and Small & Mid Corporate Assets
4. Distribution Network and Digital journey



1. Q1FY21 Performance Highlights



Operating Highlights

- **AUM Growth** of 17% Y-o-Y, Retail AUM remains dominant at ~84%
- The bank disbursed ₹ 1,181 Cr which includes disbursements under TLTRO 2.0 of ₹ 246 Cr
- Operating expenses declined by 6% YoY and 30% QoQ due to low growth momentum
- **Q1FY21 PAT** (excluding gains on partial divestment of Aavas Financiers Ltd.) grew by 48% YoY to ₹ 177 Cr
- **Q1FY21 ROA and ROE** at 1.6% and 15.8% (excluding gains on partial divestment of Aavas Financiers Ltd.)

Update on Branch Banking

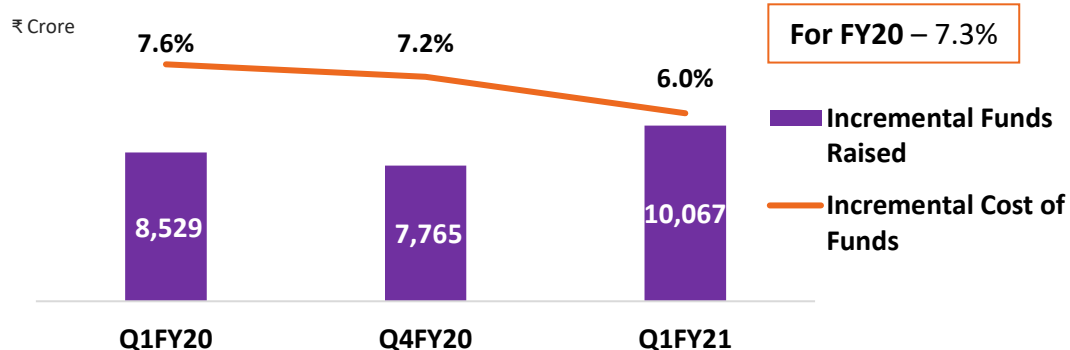
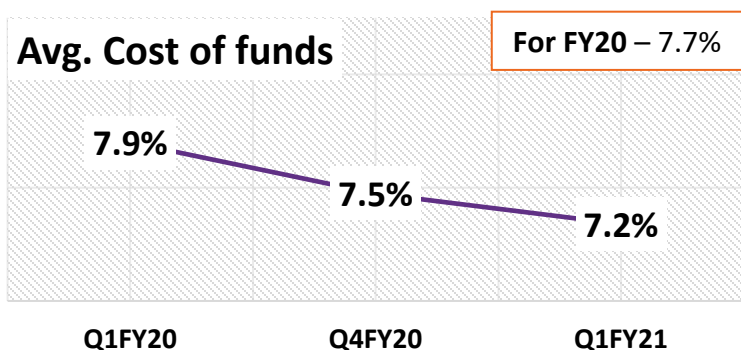
- Since the beginning of the lockdown, **all branches were operational** with no shutdowns
- Share of Retail Deposits continued to increase, rising to 45% vs 43% in Q4FY20 and 42% in Q1FY20 led by dedicated verticals focused on CASA and collective effort of all bank employees
- Gaining Market Share - **26 branches above 5% market share**; 4 branches above 10% market share*
- **Savings Account deposits grew by 14% q-o-q**, led by retail depositors
- SA deposits grew by ₹ 370 Cr in Q1 vs an average growth of ₹ 41 Cr in the previous 4 quarters
- Evolving our business strategy in “Urban Market Banking” and “Core Market Banking” with differentiated approach.
- Core Market Banking covers predominantly semi urban and rural markets where the bank will capitalize on its asset lending vintage of 25 years. Urban Market Banking covers metropolitan areas which has huge potential to grow along with cross-sell opportunities and requires profile-based segmentation of customers and employees.

The definition of Core Market Banking and Urban Market Banking is AU Bank's internal terminology

*As per the last available RBI Data

Q1FY21 Key Highlights

Treasury Updates



- As on 30th June'20, LCR further improved to ~150% (LCR at 133% as at 31st March 2020) against regulatory requirement of 80% to create adequate liquidity cushion in this uncertain scenario
- Participated in RBI's TLTRO 2.0 program for amount of ₹ 300 Cr
- Issued PSLC of ~₹ 5,275 Cr earning a premium of ~₹ 32.8 Cr in Q1FY21 (₹ 8.2 Cr recognized in Q1FY21)
- As on 30th June 2020, we have an Investment Fluctuation Reserve of ₹ 113 Cr (as on 31st March 2020 – ₹113 Cr)*

*Appropriation of Profit

Digital Outlook

- To further strengthen our presence in digital payments, **UPI QR went live**. Going forward, we expect it should give us a major thrust on QR payments to capture payments data and enable analytics-based lending.
- Savings Account and Fixed Deposit Account Onboarding through **Video KYC** for self and assisted went live which helps onboard customers remotely
- **We plan to release new net banking application for all bank customers in Q2FY21 which will enhance user experience in terms of improved user interface and enhanced functionalities**



HR updates

- **~93% of AU Team was back on field / branches /office** since beginning of Jun'20
- Till 17th July 2020, 41 AU employees have been tested positive for Covid-19, of which 14 have fully recovered and the remaining 27 are recovering
- Notably, average age of all employees at AU Bank is ~31 years

Regulatory Compliances

- In compliance with all SFB regulatory requirements including 85% loans being PSL compliant (vs requirement of 75%)
- Carrying **Comfortable Capital** with Total CRAR at ~21.7% and Tier-I CRAR of ~18.5%; Well above minimum regulatory requirements of 15% and 7.5%; Significant headroom to raise tier II Capital
- **CD ratio has improved to 98%** in Q1FY21 from 103% in Q4FY20 and 116% in Q1FY20. We endeavor to achieve a CD ratio of 90% by March 2023.

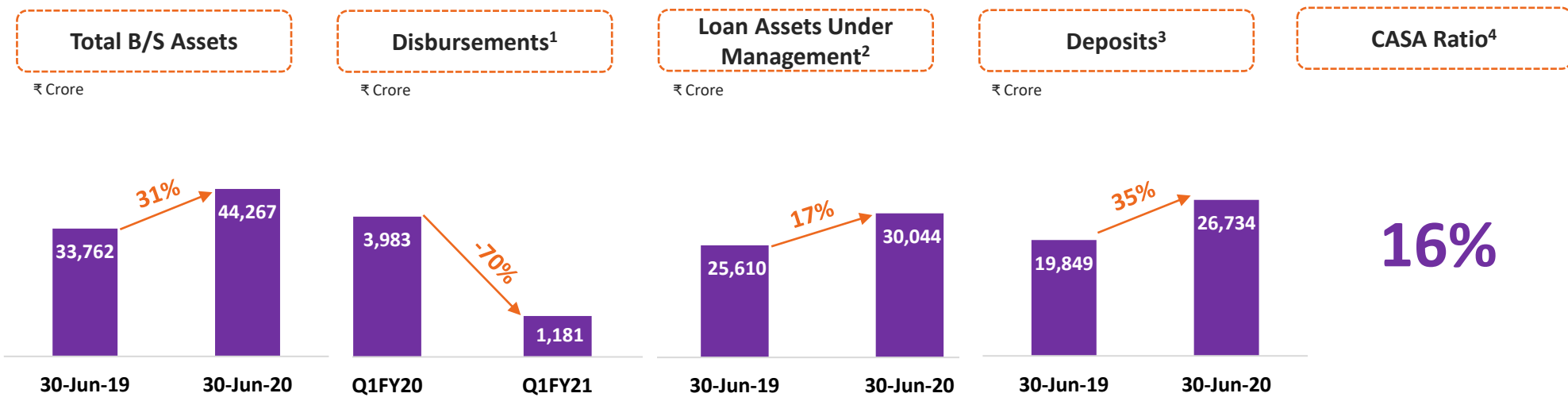
Q1FY21 Key Financial Highlights

12 States and 1 UT

655 Touchpoints

17.9 lakh Customers

16,092 employees



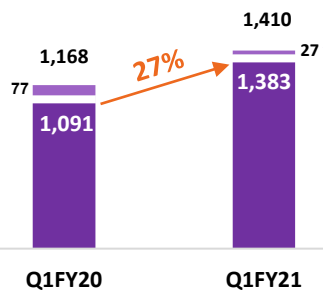
¹Disbursements include Non-Fund based credit facilities sanctioned and ₹ 246 Cr disbursed under TLTRO (out of a total limit of ₹ 300 Cr)
²Money Market Term Lending by Treasury of ₹ 300 Cr as on 30th June 20 is also added in Loan Assets Under Management. Corresponding figures for past periods added in Loan Assets Under Management
³ Deposit Base of ₹ 26,734 Cr includes Certificate of Deposit of ₹ 1,903 Cr
⁴CASA Ratio is computed excluding the Certificate of Deposits from Total Deposits

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Q1FY21 Key Financial Highlights

Total Income

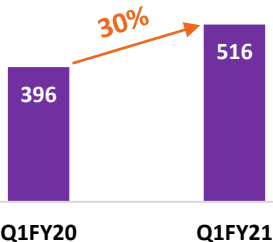
₹ Crore



Income (pre-tax) from Sale of part stake in Aavas Financiers Ltd.

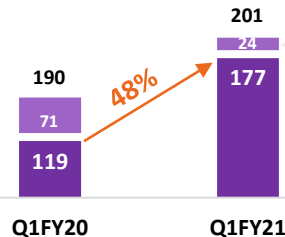
Net Interest Income

₹ Crore



PAT

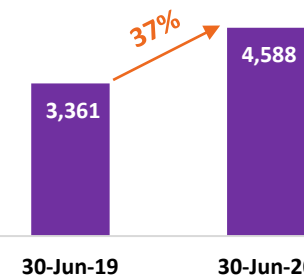
₹ Crore



Profit (after tax) from Sale of part stake in Aavas Financiers Ltd.

Net Worth

₹ Crore



Yield¹ on AUM

14.6%

Vs.

14.5%
(30-Jun-19)

Cost of Funds

7.2%

Vs.

7.9%
(Q1FY20)

Net Interest Margin²

5.0%

Vs.

5.0%
(Q1FY20)

ROA³ / incl Aavas Profit

1.6% / 1.9%

Vs.

1.4% / 2.3%
(Q1FY20)

ROE⁴ / incl Aavas Profit

15.8% / 17.9%

Vs.

14.7% / 23.3%
(Q1FY20)

GNPA

1.7%

Vs.

2.1%
(30-Jun-19)

NNPA

0.6%

Vs.

1.3%
(30-Jun-19)

Provision Coverage Ratio

63.7%

Vs.

40.5%
(30-Jun-19)

CRAR

21.7%

Vs.

18.6%
(30-Jun-19)

Tier-I CRAR

18.5%

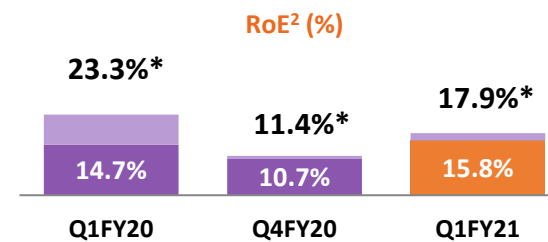
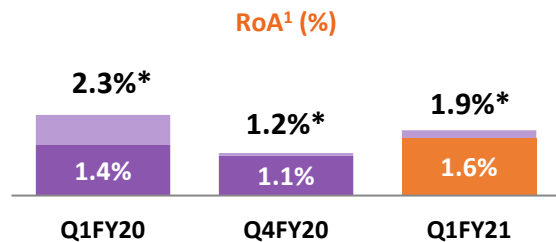
Vs.

15.5%
(30-Jun-19)

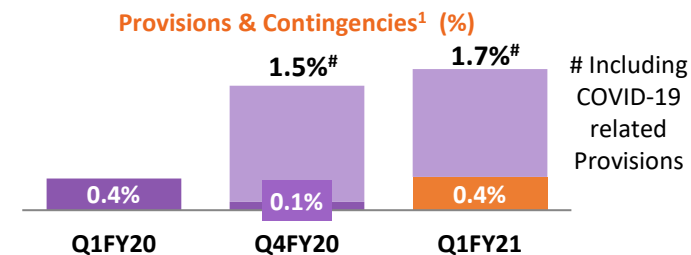
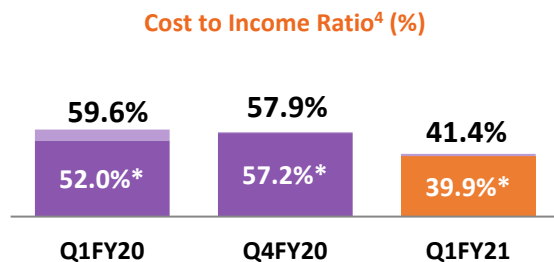
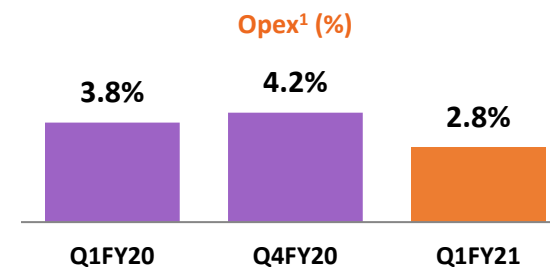
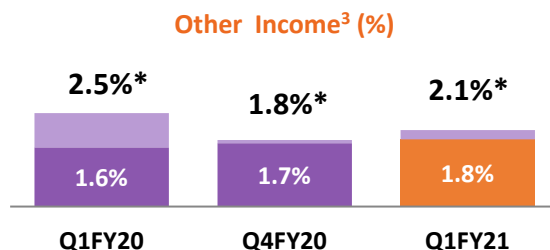
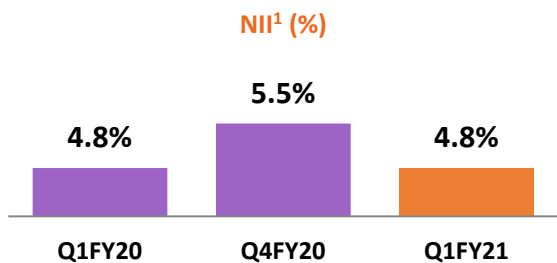
¹Total Loan Assets AUM Yield is calculated excluding the Money Market Lending by Treasury;
²Net Interest Margin represents Net Interest Income as % of Average Interest Earning Assets; Annualized.
³ROA represents PAT as % of Average Total Assets; Annualized.
⁴ROE represents PAT as % Net worth; Annualized.

Profitability Trends

* Including Profit from Sale of part stake in Aavas Financiers Ltd.



ROA / ROE – Components



1 ROA, NII, Opex, Provisions & Contingencies is represented as % of Avg. Total Asset; ROA excludes Profit from Sale of Investments in Aavas Financiers Ltd.; Annualized for quarterly figures

2 ROE represents PAT as % of Avg. Net worth; ROE excludes Profit from Sale of Investments in Aavas Financiers Ltd.; Annualized for quarterly figures

3 As % of sum of Avg. Total Assets; Other Income excludes Profit from Sale of Investments in Aavas Financiers Ltd.; Annualized for quarterly figures

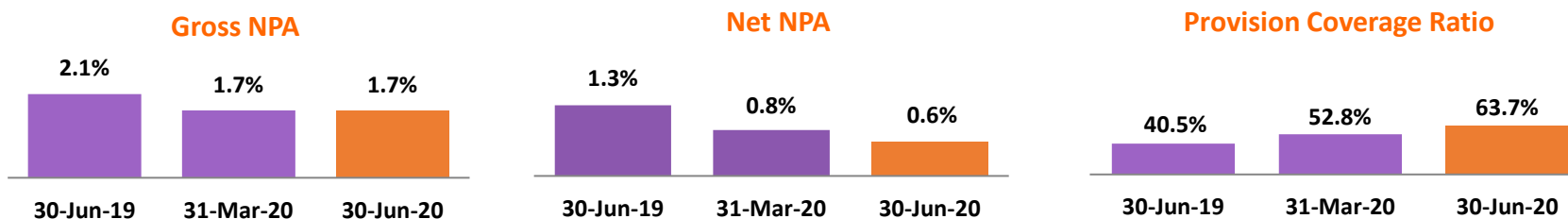
4 Cost to Income Ratio represents Operating Cost to sum of NII and Other Income; Cost to Income ratio excludes Profit from Sale of Investments in Aavas Financiers Ltd.

Asset Quality

Credit Cost - Net Impact on P/L	Q1FY20	Q4FY20	Q1FY21
(All Figures in ₹ Cr)	Unaudited	Audited	Unaudited
Repossession Loss	7	11	2
POS Loss	2	5	1
Write off	0	0	0
Less: Bad Debt Recovery	-4	-6	-1
Net Credit Loss	5	11	2
Net Credit Loss (as % of Avg. Total Assets)	0.1%	0.1%	0.0%
Provision on NPA	21	5	43
Credit Cost – Net Impact on P/L	26	16	46
Credit Cost – Net Impact on P/L (as % of Avg. Total Assets)	0.3%	0.2%	0.4%

A reflection of quality of our sourcing, underwriting, collection, assets, customer, geographies

Movement of Gross NPA	Q1FY20	Q4FY20	Q1FY21
(All Figures in ₹ Crore)	Unaudited	Audited	Unaudited
Opening Gross NPA	470	504	458
Additions during the period	140	81	5
Reductions during the period	124	128	16
Gross NPA (closing)	486	458	447



Profit & Loss Statement – NII growth at 30%



(All Figures in ₹ Cr)	Q1FY21	Q1FY20	Y-o-Y	Q4FY20	Q-o-Q
	Unaudited	Unaudited		Audited	
Income					
Interest Earned	1,184	957	24%	1,183	-
Interest Expended	668	562	19%	629	6%
Net Interest Income	516	396	30%	555	-7%
Other Income	199	134	48%	174	14%
Income from sale of Equity Shares of Aavas Financiers Ltd.	27	77	-	9	-
Total Net Income	742	607	22%	738	-
Expenses					
Operating Expenses					
Employee Cost	179	186	-4%	204	-12%
Other Operating Expenses	117	130	-10%	218	-46%
Operating Profit before Provisions and Contingencies	446	291	53%	316	41%
Provisions (other than tax) and Contingencies	41	32	475%	13	226%
Provisions (against potential impact of COVID-19)	140	-	-	138	1%
Profit Before Tax	264	259	2%	165	60%
Tax expenses	64	69	-8%	43	48%
Profit After Tax	201	190	6%	122	64%
Profit After Tax (excluding Profit from sale of Equity Shares of Aavas Financiers Ltd.)	177	119	48%	115	54%

(All Figures in ₹ Crore)	Q1FY20	Q4FY20	Q1FY21
Break-up of Other Income	Unaudited	Audited	Unaudited
Loan Assets Processing & Other fees	67	86	15
General Banking & Deposits related fees	17	21	12
Cross Sell, Distribution related fees & others	7	13	4
PSLC Premium / Fees	10	35	8
Income from Treasury Operations	29	13	158
Income from sale of Equity Shares of Aavas Financiers Ltd.	77	9	27
Bad Debt recovery	4	6	0
Other Income Total	211	183	226

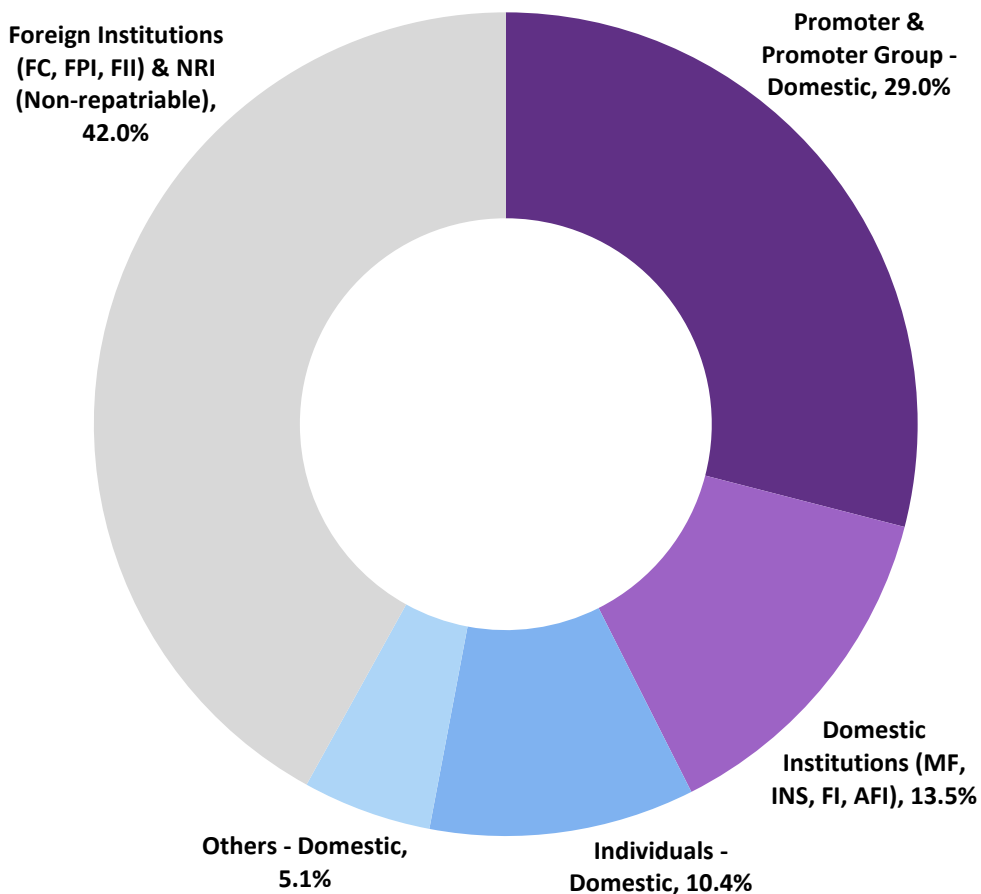
Balance Sheet – Total Assets grew 31% y-o-y



(All Figures in ₹ Crore)	Jun 30, 2020	Jun 30, 2019	Y-o-Y	Mar 31, 2020	Q-o-Q
	Unaudited	Unaudited		Audited	
<u>Liabilities</u>					
Capital	306	292	5%	304	1%
Money received against Share Warrants	-	175	-	-	-
Employees stock options outstanding	49	49	2%	52	-5%
Reserves and Surplus	4,232	2,845	49%	4,021	5%
Deposits	26,734	19,849	35%	26,164	2%
Borrowings	11,454	9,007	27%	10,335	11%
Other Liabilities and Provisions	1,491	1,545	-3%	1,267	18%
Total Liabilities	44,267	33,762	31%	42,143	5%
<u>Assets</u>					
Cash and Balances with RBI	998	837	19%	1,050	-5%
Balances with banks and Money at Call and Short Notice	4,470	425	951%	2,320	93%
Investments	11,374	8,383	36%	10,668	7%
Advances	26,250	23,102	14%	26,992	-3%
Fixed Assets	446	446	-	448	-
Other Assets	729	568	28%	665	10%
Total Assets	44,267	33,762	31%	42,143	5%

Marquee Shareholders Base – As on 30th June 2020

Shareholding Break –up



Total no. of shareholders

1,15,833

Domestic : Foreign

58 : 42

Key Shareholders (Holding 1%+)

**Holding on
30-Jun-20**

Promoter & Promoter Group	29.0%
Redwood Investment (Warburg Pincus)	6.8%
Temasek Holdings	4.7%
Capital Group	4.2%
Kotak Mahindra MF & AIF	3.9%
Nomura	3.5%
Wasatch (along with its other Inv. Vehicles)	3.1%
Motilal Oswal MF	2.5%
UTI MF (Various MF & Offshore funds)	2.0%
Steadview Capital (and all other Inv. Vehicles)	1.9%
Uttam Tibrewal	1.8%
JP Morgan Funds	1.7%
VANGUARD (through its various funds)	1.7%
HDFC Standard Life Insurance Co. Ltd.	1.7%
Amansa Holdings	1.7%
Ourea Holdings (incl. Kedaara Capital I)	1.6%
Kotak's Offshore Funds (through its various funds)	1.3%
Motilal Oswal Financial Services Ltd	1.1%

2. Branch Banking - Snapshot



Branch Banking – Turning crisis into opportunities

Approach during lockdown and key learnings

- Increased focus on Quality customer acquisition, driving activation across channels, and deepening engagement with our customers
- Segregated our markets into Core market banking and Urban market banking with aspiration to be a leading player in Core market by leveraging our asset dominance in those markets
- Enhanced focus on understanding our customers in-depth, designing products and processes, and managing stakeholders basis the market and customer profile
- As on 31st March, 26 branches (excluding unbanked areas) were above 5% market share of total banking system deposits in the respective centers; 4 branches were above 10% market share

Building a high quality engaged customer base

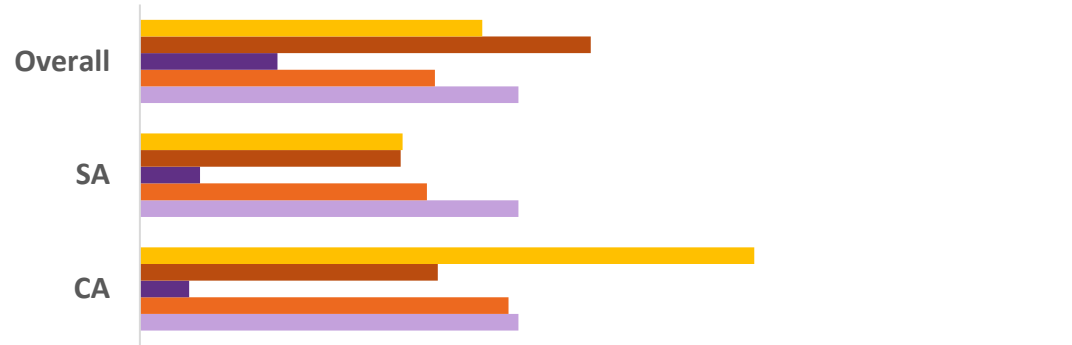
- All branches operational on a roster basis regulatory guidelines with daily health monitoring across branches
- Special outreach and help to senior citizens; assisted in meeting their daily needs including procurement of essential items
- Entire bank staff came together to focus on building the deposits franchise
- Conducted virtual trainings on liability products for all bank employees; digitally enabled them to open accounts. This has effectively turned our non-branch banking staff into “all rounders” and has opened up new opportunities
- Incrementally, non-branch banking employees garnered close to ₹ 400 Cr in Q1FY21 of deposits

Increased adoption of Technology

- Furthering to our agenda of digitally empowering all AU staff, we have launched AU onboarding application which enables them to open accounts seamlessly
- Significant jump in online FD booking observed, from ~3000 and 3500 FDs online in February and March 20 to 14000 and 10000 in May 20 and June 20
- Video KYC for onboarding new customers launched

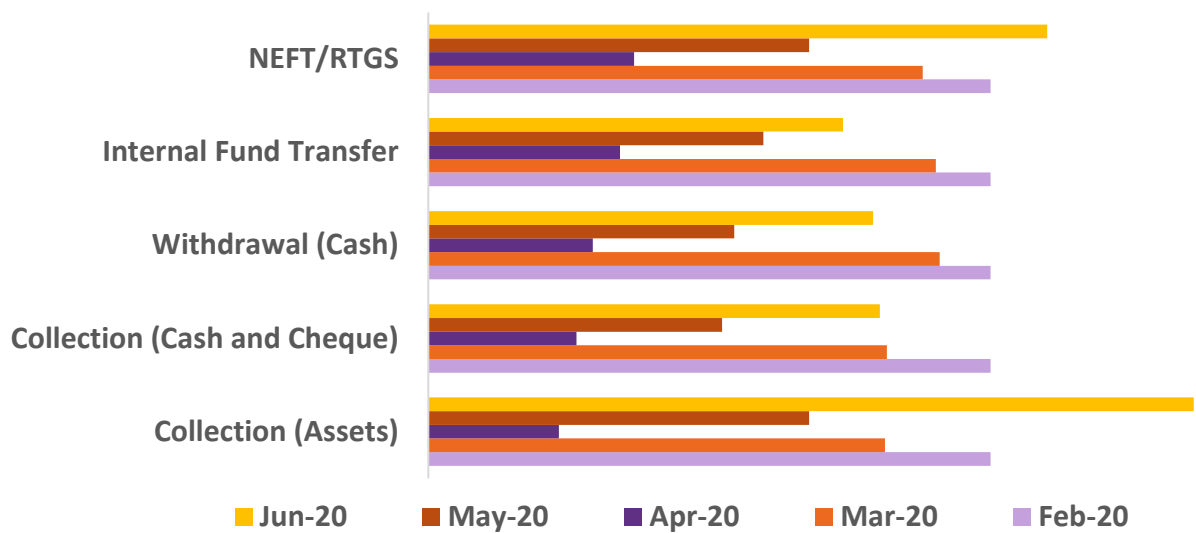
Liabilities operations returning to normalcy

- **Number* of accounts opened** (both CA and SA) has been reverting towards normalcy mainly driven by
 - ✓ Focus on high quality deposits with separate teams set up recently focusing on TASC, NRE/NRI, and Government accounts
 - ✓ Organization-wise sustainability drive during the lockdown phase where every employee across functions worked towards garnering deposits



*Values for the month of February 2020 have been rebased to 100 and the following month's values indexed accordingly

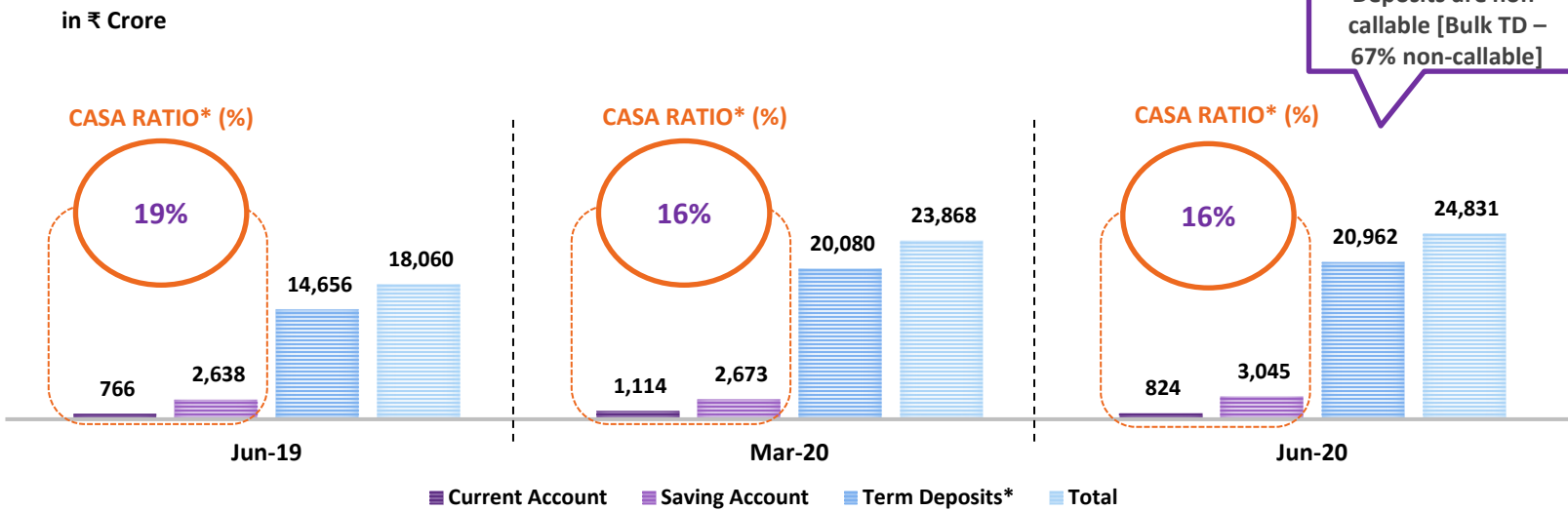
- **Transactions* within branches** has reverted to normalcy in most of our branches



Branch Banking - Snapshot

Growing Deposit Franchise; CASA Ratio* of 16%

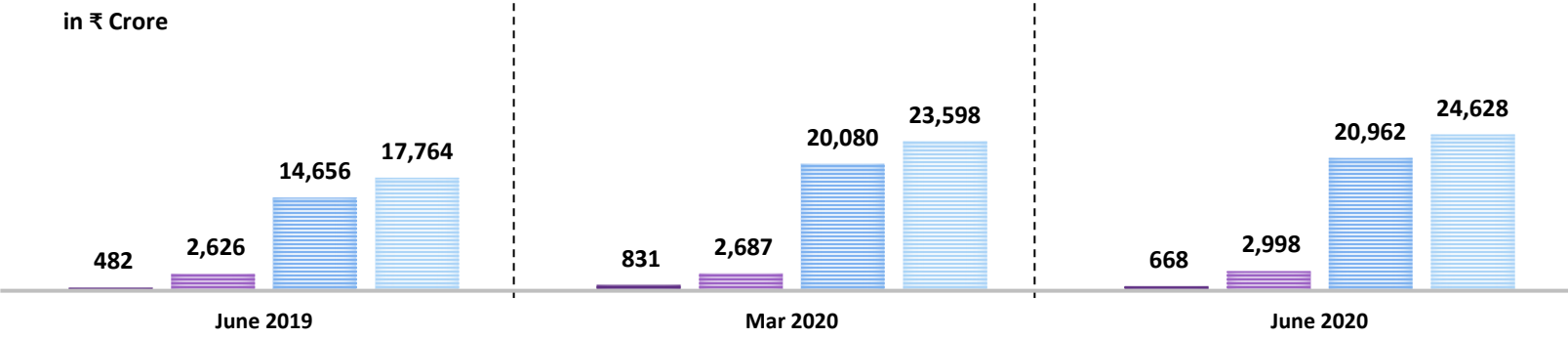
40% of the Term Deposits are non-callable [Bulk TD – 67% non-callable]



Total Deposit Growth*

Y-o-Y	Q-o-Q
37%	4%

Average Monthly Balance



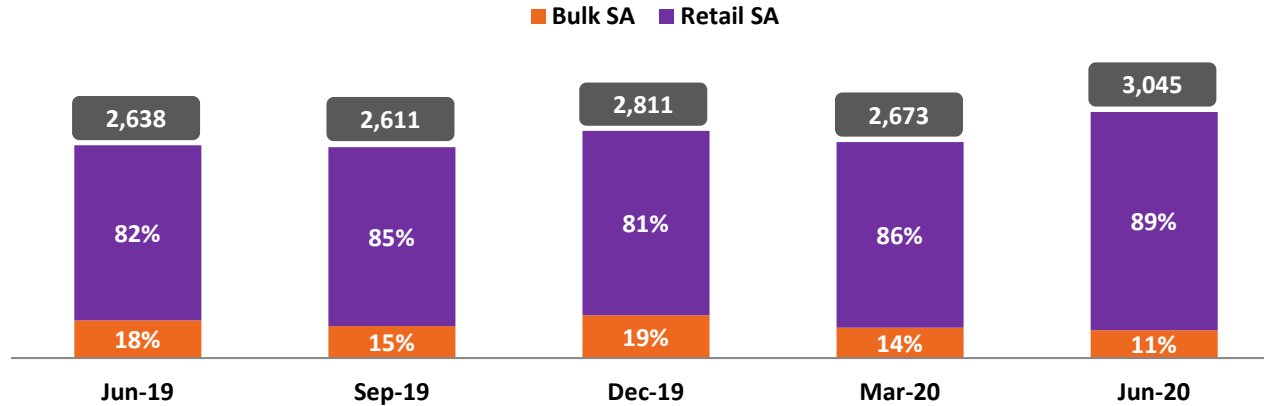
ATS as on 30th June 20

Current Account	Savings Account	Term Deposits	Total Deposits
0.96 Lacs	0.23 Lacs	8.9 Lacs	1.6 Lacs

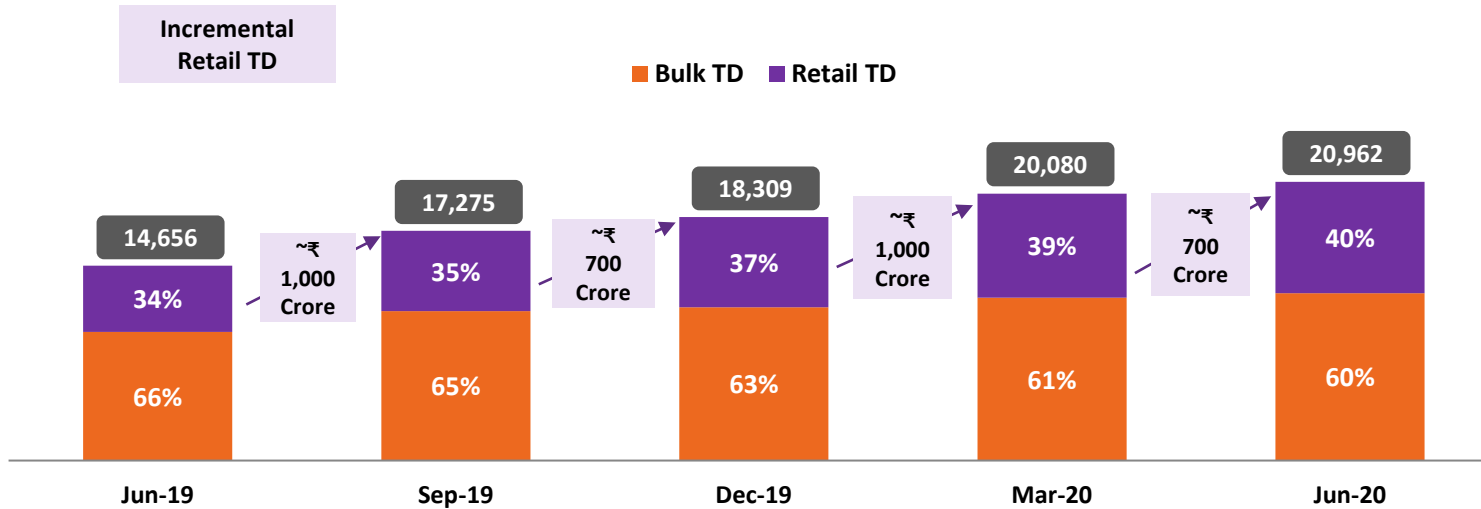
*Note –CASA Ratio calculation and Term Deposits excludes Certificate of Deposits of ₹ 1,789 Cr as on 30th June 2019, ₹ 2,296 Cr as on 31st Mar 2020 and ₹ 1,903 Cr as on 30th Jun 2020

Focused on Building A Granular Retail Deposit Franchise

Share of Retail in Savings Account (SA) has improved in the last 2 quarters



Increasing Share of Retail in Term Deposits (TD)



Retail TDs grew 69% y-o-y

¹ Retail SA refers to all SA of Individuals (including Salaried), HUF and SA of Government & TASC having balance of less than ₹ 5 Cr while Bulk SA refers to SA of Government & TASC with balances of ₹ 5 Cr & above

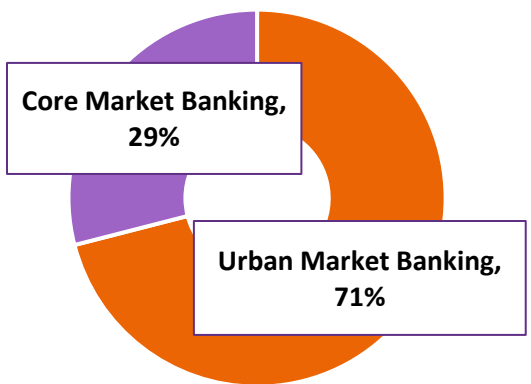
² Retail TD refers to all TD of Individuals (including Salaried), HUF and TD of Corporates, Government & TASC having balance of less than ₹ 1 Cr till 31st Dec 18 and less than ₹ 2 Cr from 31st Mar 19 while Bulk TD refers to all TD of Banks and TD of Corporates, Government & TASC with balances of ₹ 1 Cr & above Cr till 31st Dec 18 and ₹ 2 Cr & above from 31st Mar 19

Branch Banking – Deposit profile

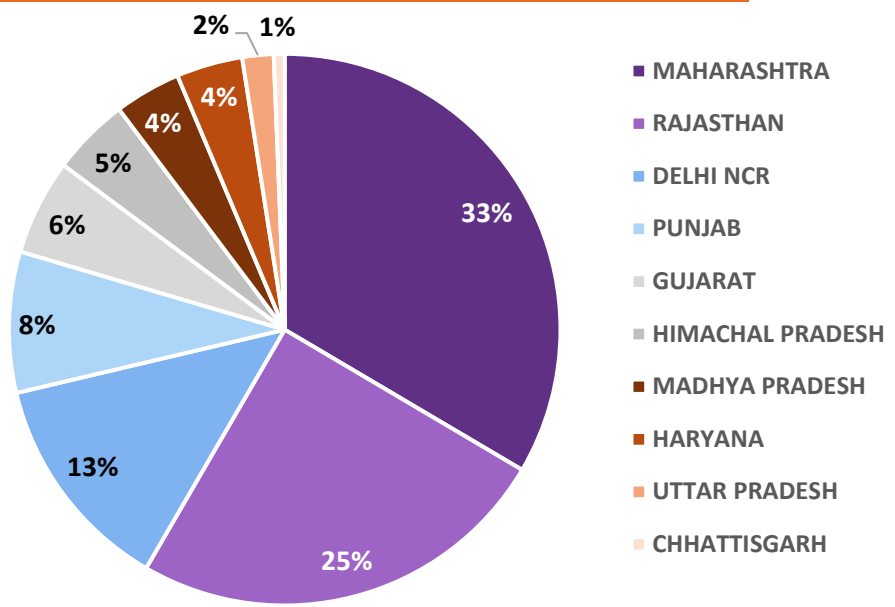
Area-wise Deposit¹ Distribution

	CA	SA	TD
Urban Market Banking	64%	52%	74%
Core Market Banking	36%	48%	26%

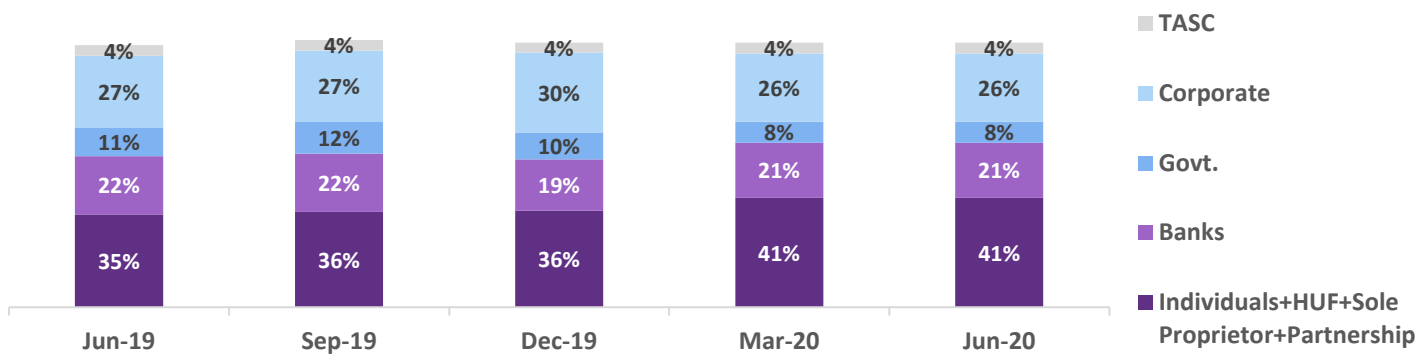
Break-up of total deposits



Diversified Deposit¹ Build-up across States



Profile of Deposits¹ spread across segments – Focus on building “Individual” base



As on 30th June 2020

¹ Deposits excludes Certificate of Deposits of ₹ 1,789 Cr as on 30th June 2019, ₹ 2,296 Cr as on 31st Mar 2020 and ₹ 1,903 Cr as on 30th Jun 2020

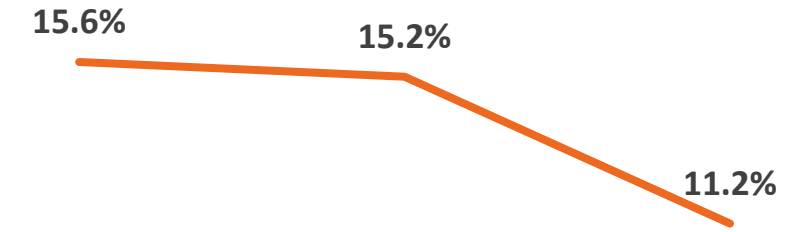
3. Retail Assets and Small & Mid-Corporate Assets - Snapshot



Disbursements and AUM Trends

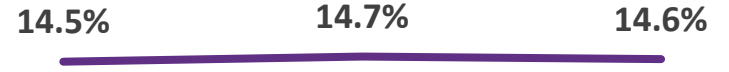
in ₹ Crore

Disbursements



■ Disbursements — Yield

AUM



■ AUM — Yield

*Includes ₹ 246 Cr disbursed under TLTRO and ₹ 23 Cr disbursed under ECLGS Scheme

AUM Trends

AUM grew 17% Y-o-Y led by 25% Y-o-Y AUM growth in Retail Assets

(Amount in ₹ Crores)		Retail Assets								Small and Mid Corporate Assets					Term Lending by Treasury	Total AUM
Particulars	Period	New Wheels	Used & CoW	Wheels Total	SBL-MSME	HL	GL+CD +PL	OD Agnst FD	Total Retail Assets	REG	BB	Agri SME	NBFC	SMC Assets		
Gross AUM	Q1 FY21	7,706	4,580	12,431	11,258	563	242	674	25,168	795	1,071	1,193	1,509	4,568	300	30,036
	Q4 FY20	8,034	4,778	12,985	11,287	567	257	796	25,892	826	1,081	1,213	1,856	4,976	25	30,893
	Q1 FY20	7,315	3,364	10,812	8,509	205	79	516	20,121	801	807	1,003	2,579	5,189	300	25,610
AUM Growth	Y-o-Y	5.3%	36.1%	15.0%	32.3%	174.6%	205.3%	30.6%	25.1%	-0.7%	32.6%	19.0%	-41.5%	-12.0%	0.0%	17.3%

0.7% degrowth in REG book and 42% degrowth in NBFC book implying franchise's more focus on granularity/retail

Retail Assets constitutes ~84% of total AUM

% of AUM	Period	New Wheels	Used & CoW	Wheels Total	SBL-MSME	HL	GL+CD +PL	OD Agnst FD	Total Retail Assets	REG	BB	Agri SME	NBFC	SMC Assets	Term Lending by Treasury	Total AUM
		Q1 FY21	25.7%	15.2%	41.4%	37.5%	1.9%	0.8%	2.2%	83.8%	2.6%	3.6%	4.0%	5.0%	15.2%	1.0%
Q1 FY20	28.6%	13.1%	42.2%	33.2%	0.8%	0.3%	2.0%	78.6%	3.1%	3.2%	3.9%	10.1%	20.3%	1.2%	100.0%	

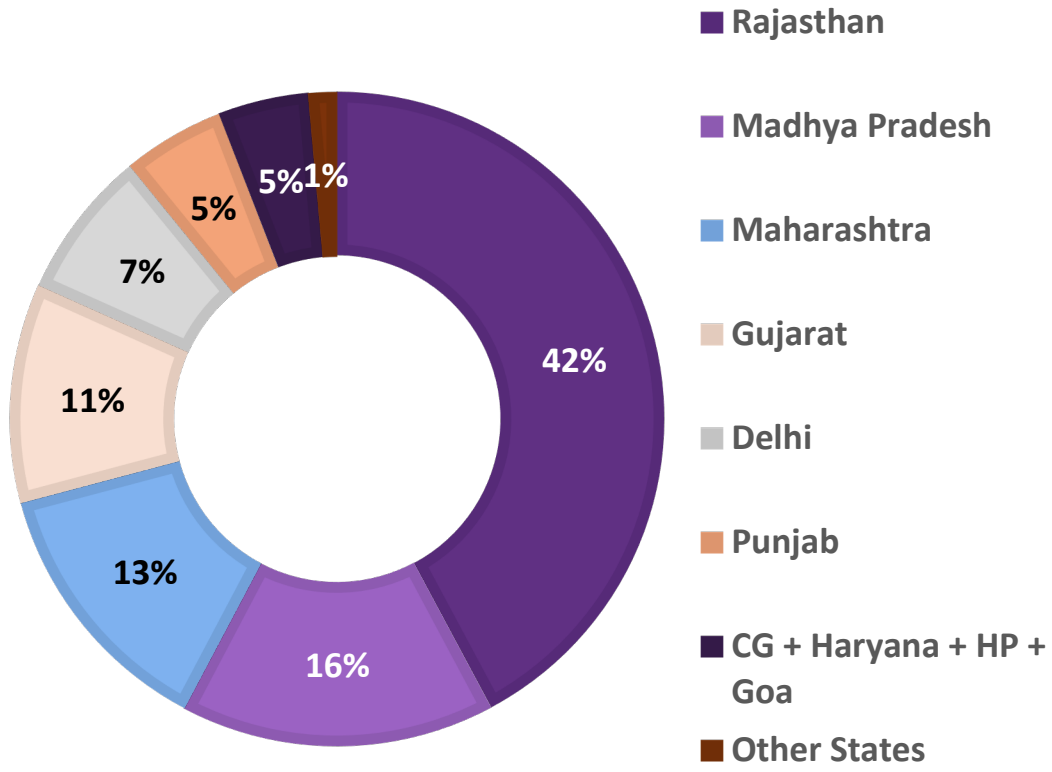
Note – Total Wheels AUM includes AUM of Two-Wheeler and Vehicle Pool buyout. For Q4FY20, the same is ₹ 134 Crores and ₹ 39 Crores respectively

n.d. denotes Not Disclosed

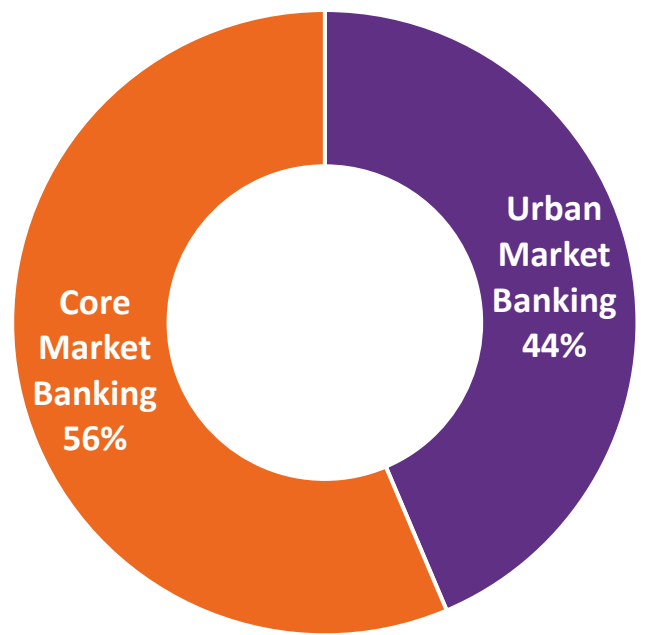
BB denotes Business Banking. Business banking offering includes Fund Based (Cash Credit, WC) and Non-Fund Based limits including BG,LC limits

Loan Assets Cuts

Overall Loan AUM - Geographically well diversified



Distribution of Retail Assets



Collection Efficiency

Particulars	June Collection (₹ Cr)		June	May	April
Product	Billed	Collection	Coll%*	Coll%*	Coll%*
SBL	223	211	95%	63%	58%
Wheels	622	515	83%	54%	46%
NBFC	132	144	109%	76%	75%
Business Banking	12	11	93%	79%	74%
Others	0	0	102%	93%	83%
REG	18	14	79%	30%	39%
Agri	8	9	110%	74%	68%
Home Loan	7	7	103%	73%	74%
SME	11	9	82%	36%	35%
Personal Loans	8	7	91%	48%	55%
Gold Loan	5	5	109%	100%	99%
Consumer Durable	4	3	78%	60%	73%
Grand Total	1,049	936	90%	59%	54%

- Average monthly collection efficiency from April 2019 to February 2020 is about 98% on overall book basis
- Collection efficiency is calculated assuming 100% billing of book including in moratorium
- Collection Efficiency % includes Term Loan and Working Capital Loans

*Collection efficiency is calculated with all money received during the month from borrowers (excluding foreclosure) as % of current demand for the month

Product	EMI/Due Clearance (% of Gross Advances)						
	Total Gross Advances (₹ Cr)	June		May		April	
		Full	Part	Full	Part	Full	Part
SBL	10542	67%	9%	55%	9%	55%	25%
Wheels	9257	64%	8%	42%	6%	42%	26%
NBFC	1500	89%	7%	74%	23%	81%	13%
Business Banking	1021	85%	2%	78%	4%	78%	6%
REG	782	52%	3%	42%	10%	48%	8%
Agri	618	79%	3%	72%	4%	71%	10%
Home Loan	562	83%	5%	66%	7%	70%	22%
SME	555	50%	4%	40%	10%	40%	22%
Personal Loans	176	69%	7%	45%	6%	52%	14%
Gold Loan	52	67%	7%	34%	14%	61%	17%
Consumer Durable	12	66%	5%	59%	2%	67%	2%
Others	1011	100%	0%	100%	0%	98%	0%
Total Assets	26087	67%	8%	53%	8%	53%	23%

❑ On a monthly average basis, from April 2019 to February 2020, 80% customer paid in full and 5% in part

❑ Excluding NPA Pool of ₹ 447 Cr

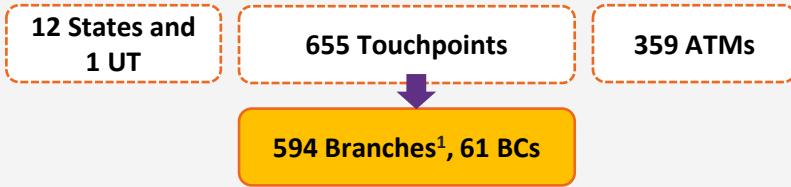
- **In our view, moratorium is a useful mechanism** for borrowers to tide over disruptions in income in these unprecedented times
- **Borrower behavior has been quite encouraging** as despite their right to defer payment, we experienced that typically our borrowers started repaying voluntarily soon after their businesses became functional.
- **Moratorium is an evolving story** as customer behavior towards moratorium has been dynamic and can change from one month to another. While in Q1FY21, asset quality trends have shown significant improvement, we expect to have a clearer picture post August once moratorium is over
- Complete Moratorium has been availed by 11% of our borrowers by value on Gross Advances of ₹ 26,087 Cr as on 30th June 2020.
- During the quarter, Bank made provisions of INR 181 Cr including additional provision of ₹ 140 Cr for potential impact of COVID-19 in addition to ₹ 138 Cr COVID-19 provision created in last quarter (other than standard and NPA Provisions).
- **The bank now carries ₹ 278 Cr of COVID-19 related provisions** which constitutes ~1% of our total Gross Advances and ~10% provision on complete moratorium book.
- **SMA pool, which was INR 2,768 Cr (including securitized portfolio of INR 298 Cr) as on 29th Feb 2020 has now reduced to INR 1,133 Cr (including securitized portfolio of ₹ 113 Cr) as on 30th June 2020.**
- PCR has increased to ~65% vs 53% in Q4FY20

- **Full EMI recovery has also improved** to 67% in the month of June from 53% in the month of April, which indicates that more and more customers are opting out of moratorium with each successive month. On an average, 80% customers pay in full and another 5% in part in normal times, therefore gap in activation is only 13% which we expect to further narrow down in the month of July and August
- **Overall Collection efficiency improved to 90%** in the month of June from 54% in April; based on our ground reports we expect further improvement in July and August. Average monthly collection efficiency from April 2019 to February 2020 is ~98%.
- **In June we saw significant improvement** in terms of our staff mobility and ground-level engagement with customers, business momentum picking up, and greater borrower awareness around cost related to moratorium.
- **Customer activation has been improving** and is significantly better in Semi Urban & Rural geographies compared to metro cities where businesses are still not fully operational

4. Distribution Network and Digital journey

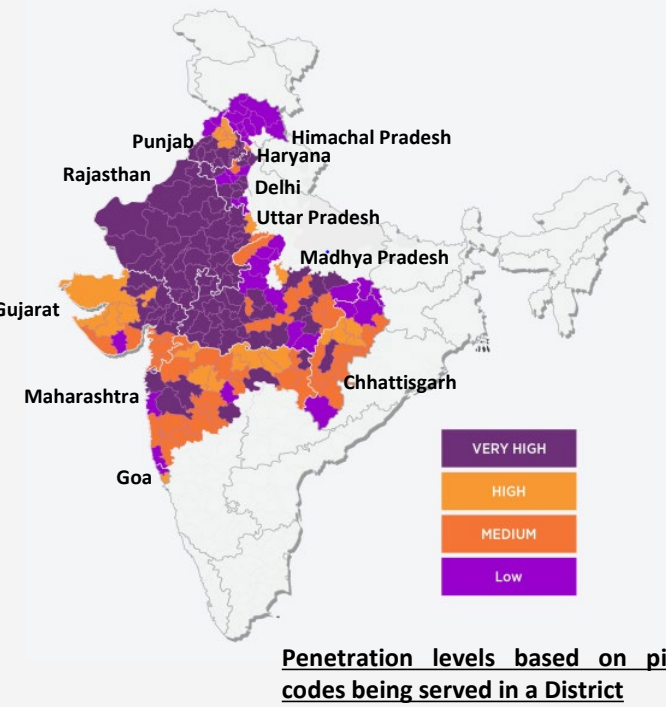


Well entrenched contiguous distribution franchise

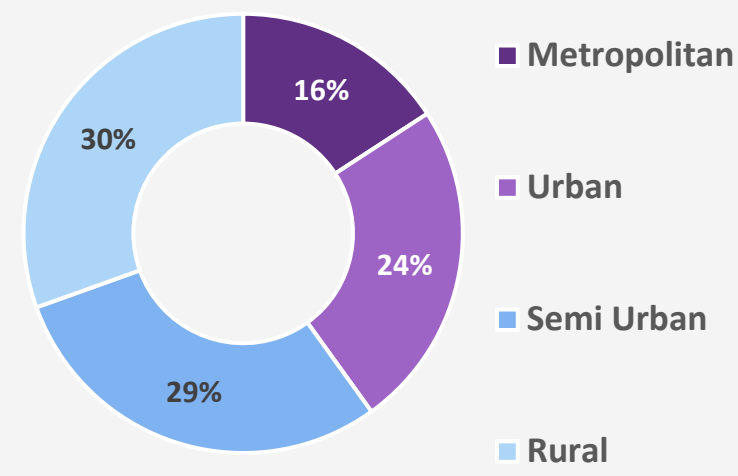


No. of Touch points		
Urban Market Banking [#]	Core Market Banking [#]	Total
139	516	655

Break up of branches



States & UT	Total Branches
Rajasthan	279
Madhya Pradesh	84
Gujarat	74
Maharashtra	59
Punjab	31
Haryana	29
Chhattisgarh	9
Delhi / NCR	17
Himachal Pradesh	6
Uttar Pradesh	2
Karnataka	1
Chandigarh	2
Goa	1
Total	594



□ Distribution Network spread across 12 states and 1 Union Territory; 59% of our branches are in Rural & Semi Urban Areas (Tier 2 to Tier 6)

¹ 467 Bank Branches and 127 Business Correspondent Banking Outlets.

[#]The definition of Core Market Banking and Urban Market Banking is AU Bank's internal terminology

Key Digital Initiatives during the quarter



To further strengthen our position towards digital payments, UPI QR went live for merchants in Jaipur



UPI became most preferred payment mode for our customers. We are now processing more than 2.5 million UPI transactions per month with success rate of more than 95%



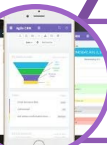
Savings Account and Fixed Deposit Account Onboarding through VKYC for self and assisted went live

AU PAY

AU Banks' PSP app for UPI "BHIM AU Pay" went live on Android Playstore



AU Bank went live with Bharat Bill Payment System as Biller Operating Unit as well as Customer Operating unit. Customers can now make payment for more than 200 billers across 14 categories in any of the AU Bank Branches. Soon this facility will be made available on AU Bank Internet Banking and Mobile Banking app



Mobile app for CRM went live for all sales teams. This would enable seamless collaboration between Sales team and drive productivity

Digital footprint



AU Bank Retail Internet Banking/ Mobile Banking
 2 Lakhs+ Registered users & 2.5 Lakhs + monthly transactions



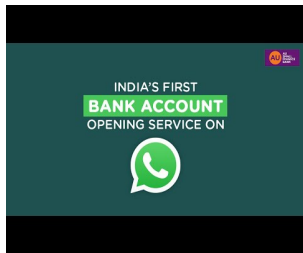
PSP app for UPI
 Available on Google Play Store



AU Bank Corporate Internet Banking/ Mobile Banking
 5,000+ Registered Corporates executing more than 35,000+ monthly transactions



AU Bank ATM
 6.5 Lakh+ Monthly Transactions across 359 ATMs



Whatsapp Banking
 Enabling SA Bank Account opening through Whatsapp



Auro Chatbot
 1.6 Lakhs monthly transactions across 11 transaction types

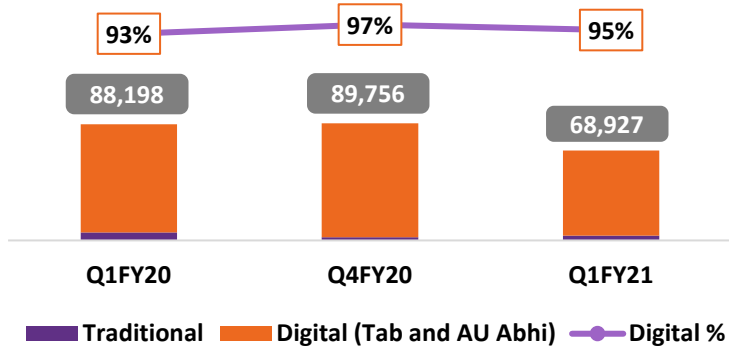


Missed Call Banking
 2.5 Lakhs + transactions for Account Balance and Mini Statement

Transaction via Digital Channels

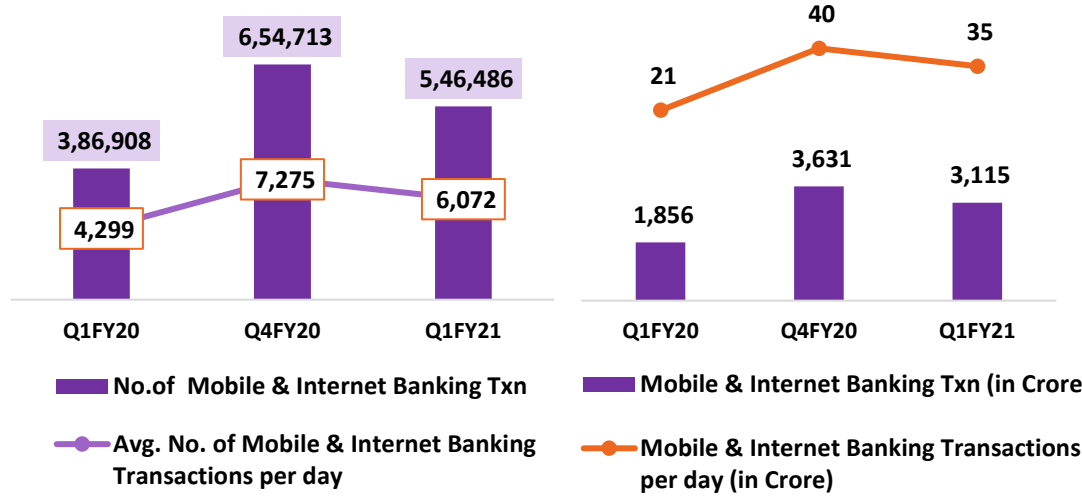
Total Savings Accounts opened

Over 20,000 accounts opened through AU Abhi during Q1FY21



Digital Channel Usage trends

More than 2.2 lakh Internet & Mobile Banking Users



~122 POS Machines installed in Q1FY21 taking total Live POS installed to 7,098
 ~3.1 Lakh transactions worth ₹ 44 Cr in Q1FY21 vs. 3.9 Lakh transactions worth ₹ 56 Cr in Q1FY20

Transaction via Digital Channels

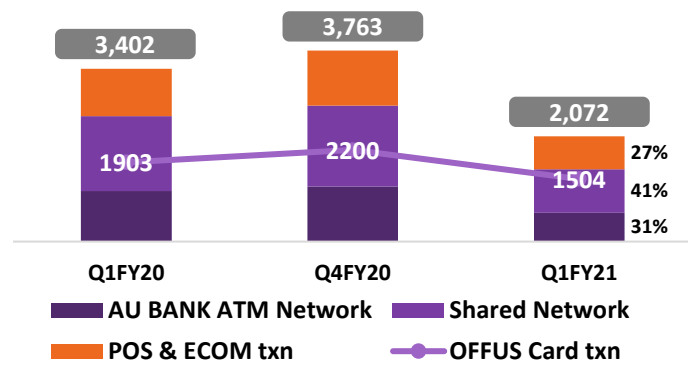
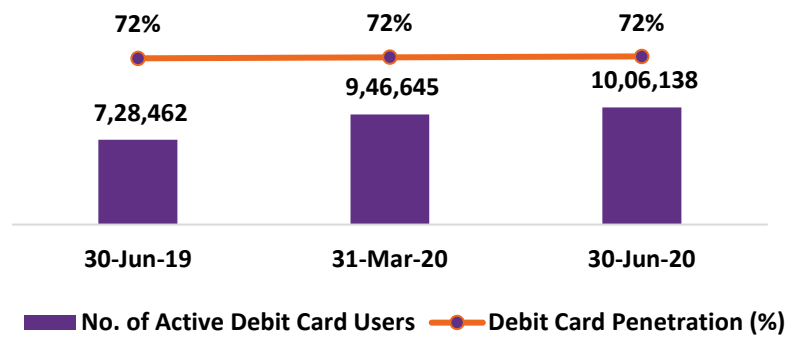
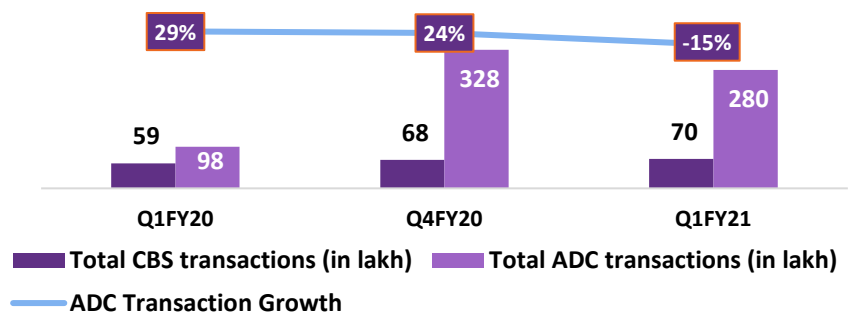
Digital Transactions Trends

ADC transactions crossed 2.8 Cr in Q1FY21

No. of Active Debit Card Users

Increasing Debit Card user base with stable penetration

Debit Card transaction Volume (in '000's)



Experienced Board of Directors



Mr. Raj Vikash Verma
Chairman and Independent Director

37+ years of experience

Masters in Economics, MBA (FMS), CAIIB

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



Mr. V G Kannan
Independent Director

38+ years of experience in Banking Industry

MBA

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



Mr. Krishan Kant Rathi
Independent Director

34+ years of experience

FCA, CS

Ex-CEO, Future Consumer Limited
Ex-CFO, Future Group



Ms. Jyoti Narang
Independent Director

40+ years of experience

MBA

Ex-COO, Taj Group of Hotels



Prof. M S Sriram
Independent Director

35+ years of experience (including 22 years as an academic)

MBA, Fellow, IIMB (equivalent to PhD)

Visiting Faculty at IIM - B, Distinguished Fellow-IDRBT, Chairperson-Centre for public policy-IIMB
On Board of IDMC and NDDB dairy Services etc.



Mr. Pushpinder Singh
Independent Director

35+ years of experience in IT and Payment Systems

BSc, CAIIB

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



Mr. Narendra Ostawal
Non-executive Director

18+ years of experience

CA, MBA (IIM B)

MD, Warburg Pincus India Private Limited



Mr. Sanjay Agarwal
MD & CEO

25+ years of experience

FCA (All India Rank holder)

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



Mr. Uttam Tibrewal
Whole-Time Director

23+ years of experience

B. Com

Associated with the Bank for more than 16 years

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THANK YOU

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Email: investorrelations@aubank.in

ADC	Alternate Delivery Channels	NPA	Non Performing Assets
AFS	Available for Sale	NSE	National Stock Exchange
ALM	Asset Liability Management	OPEX	Operating Expenses
AUM	Asset Under Management	P/L	Profit & Loss Statement
BSBDA	Basic Savings Bank Deposit A/C	PAT	Profit After Tax
BSE	Bombay Stock Exchange	PPOP	Pre-Provisioning Operating Profit
CASA	Current Account Deposits and Savings Account Deposit	Q-o-Q	Quarter on Quarter
CBS	Core Banking Solution	ROA	Return on Average Assets
CRAR	Capital Adequacy Ratio	ROE	Return on Average Shareholder's Fund
CRR	Cash Reserve Ratio	RTGS	Real Time Gross Settlement
DPD	Days Past Due	SFB	Small Finance Bank
EPS	Earning Price Per Share	SLR	Statutory Liquidity Ratio
HTM	Held Till Maturity	SMC	Small and Mid-Corporate
IPO	Initial Public Offer	STP	Straight Through Processing
LCR	Liquidity Coverage Ratio	TAB	Tablet Mobile Device
NBFC	Non-Banking Finance Company	Y-o-Y	Year on Year
NII	Net Interest Income		