

July 19, 2019

The Secretary,  
Listing Department,  
BSE Limited,  
1<sup>st</sup> Floor, Phiroze Jeejeebhoy Towers,  
Dalal Street,  
Mumbai – 400001.

Script Code: 540065

The Manager,  
Listing Department,  
The National Stock Exchange Limited,  
Exchange Plaza, C-1, Block G,  
Bandra Kurla Complex, Bandra (East)  
Mumbai -400051.

Script Name: RBLBANK

**Sub: Disclosure under relevant provisions of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (“SEBI LODR”)**

Dear Sir/Madam,

Pursuant to the applicable provisions of the SEBI LODR, this is to inform you that the Board of Directors of the Bank at its meeting held today has inter-alia approved the Unaudited Financial Results (Limited Reviewed) for the quarter ended June 30, 2019.

In this regard, we enclose the following:

1. Unaudited Financial Results (Limited Reviewed) of the Bank, for the quarter ended June 30, 2019, duly considered by the Audit Committee of the Board and which were approved by the Board of Directors in today's meeting.
2. Limited Review Report by the Statutory Auditors M/s. BSR & Co. LLP, Chartered Accountants (Registration No. 101248W/ W- 100022) on the financial results.
3. Press Release on the Unaudited Financial Results of the Bank for the quarter ended June 30, 2019.
4. Investor Presentation on the Unaudited Financial Results of the Bank for the quarter ended June 30, 2019.

Please note that the Board Meeting for results commenced at 11:45 a.m. and concluded at 12:35 p.m.

Kindly take the same on record.

Thanking you.

Yours faithfully,  
For **RBL Bank Limited**



**Jaideep Iyer**  
Head - Strategy

Encl.: As above.

[www.rblbank.com](http://www.rblbank.com)

**RBL Bank Limited**

Controlling Office: One Indiabulls Centre, Tower 2B, 6th Floor, 841, Senapati Bapat Marg, Lower Parel, Mumbai - 400 013, Maharashtra, India | Tel: +91 43020600 | Fax: +9143020520

Registered Office: 1st Lane, Shahupuri, Kolhapur- 416 001, India. | Tel. : +91 231 6650214 | Fax : +91 231 2657386

CIN: L65191PN1943PLC007308 • E-mail: [customercare@rblbank.com](mailto:customercare@rblbank.com)

## RBL Bank Limited

Registered Office: 'Mahaveer', 179/E Ward, Shri Shahu Market Yard, Kolhapur - 416005

Corporate Office: One Indiabulls Centre, Tower 2B, 6th Floor, 841, Senapati Bapat Marg, Lower Parel (W), Mumbai - 400013

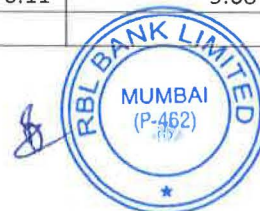
Tel.: +91 22 4302 0600, Fax: +91 22 4302 0520

Website: [www.rblbank.com](http://www.rblbank.com) | E-mail: [investorgrievances@rblbank.com](mailto:investorgrievances@rblbank.com) | CIN: L65191PN1943PLC007308

### UNAUDITED STANDALONE FINANCIAL RESULTS FOR THE QUARTER ENDED JUNE 30, 2019

(₹ in Lacs)

Sr. No.	Particulars	Standalone			
		Quarter ended 30.06.2019	Quarter ended 31.03.2019 (Refer Note 2)	Quarter ended 30.06.2018	Year ended 31.03.2019
		Unaudited	Audited	Unaudited	Audited
<b>1</b>	<b>Interest earned (a)+(b)+(c)+(d)</b>	<b>202,267</b>	<b>183,412</b>	<b>136,422</b>	<b>630,071</b>
(a)	Interest/ discount on advances/ bills	161,861	146,864	107,740	504,983
(b)	Income on investments	34,026	29,739	26,083	109,344
(c)	Interest on balances with Reserve Bank of India and other inter-bank funds	4,210	4,523	1,882	11,124
(d)	Others	2,170	2,286	717	4,620
<b>2</b>	<b>Other Income</b>	<b>48,121</b>	<b>40,923</b>	<b>32,597</b>	<b>144,237</b>
<b>3</b>	<b>Total Income (1+2)</b>	<b>250,388</b>	<b>224,335</b>	<b>169,019</b>	<b>774,308</b>
<b>4</b>	<b>Interest Expended</b>	<b>120,535</b>	<b>109,540</b>	<b>81,152</b>	<b>376,123</b>
<b>5</b>	<b>Operating Expenses (i)+(ii)</b>	<b>67,973</b>	<b>58,796</b>	<b>44,635</b>	<b>204,202</b>
(i)	Employees cost	18,454	16,820	15,300	63,618
(ii)	Other operating expenses	49,519	41,976	29,335	140,584
<b>6</b>	<b>Total Expenditure (4+5) excluding provisions and contingencies</b>	<b>188,508</b>	<b>168,336</b>	<b>125,787</b>	<b>580,325</b>
<b>7</b>	<b>Operating Profit before provisions and contingencies (3-6)</b>	<b>61,880</b>	<b>55,999</b>	<b>43,232</b>	<b>193,983</b>
<b>8</b>	<b>Provisions (other than tax) and Contingencies</b>	<b>21,318</b>	<b>19,997</b>	<b>14,035</b>	<b>64,068</b>
<b>9</b>	<b>Exceptional Items</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>10</b>	<b>Profit (+)/ Loss (-) from Ordinary Activities before tax (7-8-9)</b>	<b>40,562</b>	<b>36,002</b>	<b>29,197</b>	<b>129,915</b>
<b>11</b>	<b>Tax expense</b>	<b>13,857</b>	<b>11,284</b>	<b>10,193</b>	<b>43,220</b>
<b>12</b>	<b>Net Profit (+)/ Loss (-) from Ordinary Activities after tax (10-11)</b>	<b>26,705</b>	<b>24,718</b>	<b>19,004</b>	<b>86,695</b>
<b>13</b>	<b>Extraordinary items (net of tax expense)</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>14</b>	<b>Net Profit (+)/ Loss (-) for the period (12-13)</b>	<b>26,705</b>	<b>24,718</b>	<b>19,004</b>	<b>86,695</b>
<b>15</b>	<b>Paid-up equity share capital (Face Value of ₹ 10/- each)</b>	<b>42,771</b>	<b>42,671</b>	<b>42,093</b>	<b>42,671</b>
<b>16</b>	<b>Reserves excluding Revaluation Reserves</b>				<b>711,970</b>
<b>17</b>	<b>Analytical Ratios</b>				
(i)	Percentage of shares held by Government of India	Nil	Nil	Nil	Nil
(ii)	Capital Adequacy Ratio (%) - Basel III	12.07	13.46	14.23	13.46
(iii)	Earnings Per Share (EPS) – (Basic and Diluted) ₹				
(a)	- Basic EPS before / after Extraordinary items (not annualized)	6.25	5.79	4.52	20.47
(b)	- Diluted EPS before / after Extraordinary items (not annualized)	6.11	5.68	4.41	20.04
(iv)	NPA Ratios (Refer Note 7)				





Sr. No.	Particulars	Standalone			
		Quarter ended 30.06.2019	Quarter ended 31.03.2019 (Refer Note 2)	Quarter ended 30.06.2018	Year ended 31.03.2019
		Unaudited	Audited	Unaudited	Audited
(a)	Gross NPA	78,921	75,462	59,594	75,462
	Net NPA	37,164	37,274	31,577	37,274
(b)	Gross NPA %	1.38	1.38	1.40	1.38
	Net NPA %	0.65	0.69	0.75	0.69
(v)	Return on Assets % (annualised)	1.31	1.30	1.26	1.27

**Notes:**

- These results have been reviewed by the Audit Committee and subsequently taken on record and approved by the Board of Directors of the Bank at its meeting held in Mumbai on July 19, 2019. There are no qualifications in the auditor's limited review report for the quarter ended June 30, 2019.
- The figures of the last quarter for the previous year is the balancing figures between audited figures in respect of the full financial year and the unaudited published year to date figures up to the third quarter. The figures up to the end of the third quarter were only subjected to limited review and not subjected to audit.
- The results for the quarter ended June 30, 2019 have been arrived at after considering provision for standard assets including requirements for exposures to entities with Un-hedged Foreign Currency Exposures, Non-Performing Assets (NPAs), and depreciation on investments, income-tax and other usual and necessary provisions.
- During the quarter ended June 30, 2019, the Bank allotted 1,004,241 shares, pursuant to the exercise of stock options under its Employees Stock Option Scheme.
- The business operations of the Bank are largely concentrated in India and for the purpose of segment reporting, the Bank is considered to operate only in domestic segment.
- RBI Circular DBR.No.BP.BC.1/21.06.201/2015-16 dated July 01, 2015, on 'Basel III Capital Regulations' read together with the RBI circular DBR.No.BP.BC.80/21.06.201/2014-15 dated March 31, 2015 on 'Prudential Guidelines on Capital Adequacy and Liquidity Standards – Amendments' requires banks to make applicable Pillar 3 disclosures including Leverage Ratio and Liquidity Coverage Ratio (LCR) under Basel III Framework. Accordingly, such applicable disclosures have been placed on the website of the Bank which can be accessed at the following link: <http://www.rblbank.com/BaselDisclosures.aspx>. These disclosures have not been subjected to limited review by the Statutory Auditors.
- The disclosures for NPA referred to in point 17 (iv) above correspond to Non Performing Advances.
- 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, 2019.
- Previous period / year figures have been regrouped / reclassified, where necessary to conform to current period / year classification.



**SEGMENT REPORTING FOR THE QUARTER ENDED JUNE 30, 2019**

(₹ in Lacs)

Sr. No.	Particulars	Standalone			
		Quarter ended 30.06.2019	Quarter ended 31.03.2019 (Refer Note 2)	Quarter ended 30.06.2018	Year ended 31.03.2019
		Unaudited	Audited	Unaudited	Audited
1	<b>Segment Revenue</b>				
(a)	Corporate / Wholesale Banking	135,655	128,163	87,302	434,884
(b)	Retail Banking	125,652	109,175	86,441	392,341
(c)	Treasury	150,200	133,482	102,938	465,713
(d)	Other Banking Operations	55,498	47,457	26,670	147,050
	<b>Total [Items (a) to (d)]</b>	<b>467,005</b>	<b>418,277</b>	<b>303,351</b>	<b>1,439,988</b>
	Less: Inter Segment Revenue	216,617	193,942	134,332	665,680
	<b>Total Income</b>	<b>250,388</b>	<b>224,335</b>	<b>169,019</b>	<b>774,308</b>
2	<b>Segment Results (Profit (+)/ Loss (-) before tax and interest)</b>				
(a)	Corporate / Wholesale Banking	11,323	16,674	11,415	49,352
(b)	Retail Banking	9,986	8,723	9,468	39,877
(c)	Treasury	9,797	1,166	3,192	13,944
(d)	Other Banking Operations	9,447	9,434	5,120	26,741
	<b>Total [Items (a) to (d)]</b>	<b>40,553</b>	<b>35,997</b>	<b>29,195</b>	<b>129,914</b>
	Less: i) Interest	-	-	-	-
	ii) Other Un-allocable Expenditure net off	1	-	-	-
	(iii) Un-allocable income	(10)	(5)	(2)	(1)
	<b>Total Profit Before Tax</b>	<b>40,562</b>	<b>36,002</b>	<b>29,197</b>	<b>129,915</b>
3	<b>Segment Assets</b>				
	Corporate/Wholesale Banking	3,417,199	3,348,889	2,736,533	3,348,889
	Retail Banking	1,652,082	1,604,970	1,235,981	1,604,970
	Treasury	2,516,535	2,378,718	1,882,375	2,378,718
	Other Banking Operations	677,706	537,003	293,370	537,003
	Unallocated	140,971	166,302	108,013	166,302
	<b>Total</b>	<b>8,404,493</b>	<b>8,035,882</b>	<b>6,256,272</b>	<b>8,035,882</b>
4.	<b>Segment Liabilities</b>				
	Corporate/Wholesale Banking	2,387,793	2,104,407	1,573,563	2,104,407
	Retail Banking	3,278,410	2,976,795	2,202,207	2,976,795
	Treasury	1,936,470	2,186,824	1,774,268	2,186,824
	Other Banking Operations	11,242	12,484	10,769	12,484
	Unallocated	6,888	640	6,516	640
	Capital and Reserves	783,690	754,732	688,949	754,732
	<b>Total</b>	<b>8,404,493</b>	<b>8,035,882</b>	<b>6,256,272</b>	<b>8,035,882</b>

Business Segments have been identified and reported taking into account the target customer profile, the nature of products and services, the differing risks and returns, the organisation structure, the internal business reporting structure, guidelines prescribed by RBI and in compliance with the Accounting Standard 17 – “Segment Reporting”.

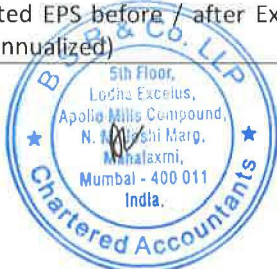




**UNAUDITED CONSOLIDATED FINANCIAL RESULTS FOR THE QUARTER ENDED JUNE 30, 2019**

(₹ in Lacs)

Sr. No.	Particulars	Consolidated			
		Quarter ended 30.06.2019	Quarter ended 31.03.2019 (Refer Note 2)	Quarter ended 30.06.2018	Year ended 31.03.2019
		Unaudited	Unaudited	Unaudited	Audited
<b>1</b>	<b>Interest earned (a)+(b)+(c)+(d)</b>	<b>208,325</b>	<b>183,448</b>	<b>136,446</b>	<b>630,208</b>
(a)	Interest/ discount on advances/ bills	167,901	146,864	107,740	504,983
(b)	Income on investments	34,026	29,739	26,083	109,344
(c)	Interest on balances with Reserve Bank of India and other inter-bank funds	4,210	4,523	1,882	11,124
(d)	Others	2,188	2,322	741	4,757
<b>2</b>	<b>Other Income</b>	<b>48,361</b>	<b>40,919</b>	<b>32,564</b>	<b>144,098</b>
<b>3</b>	<b>Total Income (1+2)</b>	<b>256,686</b>	<b>224,367</b>	<b>169,010</b>	<b>774,306</b>
<b>4</b>	<b>Interest Expended</b>	<b>120,535</b>	<b>109,543</b>	<b>81,125</b>	<b>376,065</b>
<b>5</b>	<b>Operating Expenses (i)+(ii)</b>	<b>74,426</b>	<b>60,359</b>	<b>43,714</b>	<b>204,390</b>
(i)	Employees cost	22,724	20,814	17,285	75,231
(ii)	Other operating expenses	51,702	39,545	26,429	129,159
<b>6</b>	<b>Total Expenditure (4+5) excluding provisions and contingencies</b>	<b>194,961</b>	<b>169,902</b>	<b>124,839</b>	<b>580,455</b>
<b>7</b>	<b>Operating Profit before provisions and contingencies (3-6)</b>	<b>61,725</b>	<b>54,465</b>	<b>44,171</b>	<b>193,851</b>
<b>8</b>	<b>Provisions (other than tax) and Contingencies</b>	<b>21,318</b>	<b>19,997</b>	<b>14,035</b>	<b>64,068</b>
<b>9</b>	<b>Exceptional Items</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>10</b>	<b>Profit (+)/ Loss (-) from Ordinary Activities before tax (7-8-9)</b>	<b>40,407</b>	<b>34,468</b>	<b>30,136</b>	<b>129,783</b>
<b>11</b>	<b>Tax expense</b>	<b>13,865</b>	<b>11,711</b>	<b>10,193</b>	<b>43,647</b>
<b>12</b>	<b>Net Profit (+)/Loss (-) from Ordinary Activities after tax before Minority Interest (10-11)</b>	<b>26,542</b>	<b>22,757</b>	<b>19,943</b>	<b>86,136</b>
<b>13</b>	<b>Extraordinary items (net of tax expense)</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>14</b>	<b>Net Profit (+)/ Loss (-) for the period before Minority Interest (12-13)</b>	<b>26,542</b>	<b>22,757</b>	<b>19,943</b>	<b>86,136</b>
<b>15</b>	<b>Less : Share of Minority Interest</b>	<b>-</b>	<b>-</b>	<b>353</b>	<b>353</b>
<b>16</b>	<b>Add : Share in Profit (+)/Loss (-) of associate</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>17</b>	<b>Profit after tax (14-15+16)</b>	<b>26,542</b>	<b>22,757</b>	<b>19,590</b>	<b>85,783</b>
<b>18</b>	<b>Paid-up equity share capital(Face Value of ₹ 10/- each)</b>	<b>42,771</b>	<b>42,671</b>	<b>42,093</b>	<b>42,671</b>
<b>19</b>	<b>Reserves excluding Revaluation Reserves</b>				<b>710,717</b>
<b>20</b>	<b>Minority Interest</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>21</b>	<b>Analytical Ratios</b>				
(i)	Percentage of shares held by Government of India	Nil	Nil	Nil	Nil
(ii)	Capital Adequacy Ratio (%) - Basel III	12.07	13.46	14.23	13.46
(iii)	Earnings Per Share (EPS) - ₹				
(a)	- Basic EPS before / after Extraordinary items (not annualized)	6.22	5.33	4.66	20.25
(b)	- Diluted EPS before / after Extraordinary items (not annualized)	6.07	5.23	4.55	19.83



Sr. No.	Particulars	Consolidated			
		Quarter ended 30.06.2019	Quarter ended 31.03.2019 (Refer Note 2)	Quarter ended 30.06.2018	Year ended 31.03.2019
		Unaudited	Unaudited	Unaudited	Audited
(iv)	NPA Ratios (Refer Note 7)				
(a)	Gross NPA	78,921	75,462	59,594	75,462
	Net NPA	37,164	37,274	31,577	37,274
(b)	Gross NPA %	1.38	1.38	1.40	1.38
	Net NPA %	0.65	0.69	0.75	0.69
(v)	Return on Assets % (annualised)	1.30	1.19	1.29	1.27

**Notes:**

- These results have been reviewed by the Audit Committee and subsequently taken on record and approved by the Board of Directors of the Bank at its meeting held in Mumbai on July 19, 2019. There are no qualifications in the auditor's limited review report for the quarter ended June 30, 2019.
- The figures of the last quarter for the previous year is the balancing figures between audited figures in respect of the full financial year and the unaudited year to date figures up to the third quarter. The figures up to the end of the third quarter were not subjected to limited review and audit.
- The results for the quarter ended June 30, 2019 have been arrived at after considering provision for standard assets including requirements for exposures to entities with Un-hedged Foreign Currency Exposures, Non-Performing Assets (NPAs), and depreciation on investments, income-tax and other usual and necessary provisions.
- During the quarter ended June 30, 2019, the Bank allotted 1,004,241 shares, pursuant to the exercise of stock options under its Employees Stock Option Scheme.
- The business operations of the Group is largely concentrated in India and for the purpose of segment reporting, the Group is considered to operate only in domestic segment.
- RBI Circular DBR.No.BP.BC.1/21.06.201/2015-16 dated July 01, 2015, on 'Basel III Capital Regulations' read together with the RBI circular DBR.No.BP.BC.80/21.06.201/2014-15 dated March 31, 2015 on 'Prudential Guidelines on Capital Adequacy and Liquidity Standards – Amendments' requires banks to make applicable Pillar 3 disclosures including Leverage Ratio and Liquidity Coverage Ratio (LCR) under Basel III Framework. Accordingly, such applicable disclosures have been placed on the website of the Bank which can be accessed at the following link: <http://www.rblbank.com/BaselDisclosures.aspx>. These disclosures have not been subjected to limited review by the Statutory Auditors.
- The disclosures for NPA referred to in point 21 (iv) above correspond to Non Performing Advances.
- 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, 2019.
- Previous period / year figures have been regrouped / reclassified, where necessary to conform to current period / year classification.
- The consolidated financial results of the group comprise the financial results of RBL Bank Limited and its subsidiary RBL Finserve Limited (RFL) (formerly Swadhaar Finserve Private Limited (SFPL))





**SEGMENT REPORTING FOR THE QUARTER ENDED JUNE 30, 2019**

(₹ in Lacs)

Sr. No.	Particulars	Consolidated			
		Quarter ended 30.06.2019	Quarter ended 31.03.2019 (Refer Note 2)	Quarter ended 30.06.2018	Year ended 31.03.2019
		Unaudited	Unaudited	Unaudited	Audited
1	<b>Segment Revenue</b>				
(a)	Corporate / Wholesale Banking	135,655	128,163	87,302	434,884
(b)	Retail Banking	125,652	109,175	86,441	392,341
(c)	Treasury	150,200	133,482	102,938	465,713
(d)	Other Banking Operations	61,796	47,489	26,661	147,049
	<b>Total [Items (a) to (d)]</b>	<b>473,303</b>	<b>418,309</b>	<b>303,342</b>	<b>1,439,987</b>
	Less: Inter Segment Revenue	216,617	193,942	134,332	665,681
	<b>Total Income</b>	<b>256,686</b>	<b>224,367</b>	<b>169,010</b>	<b>774,306</b>
2	<b>Segment Results (Profit (+)/ Loss (-) before tax and interest)</b>				
(a)	Corporate / Wholesale Banking	11,323	16,674	11,415	49,352
(b)	Retail Banking	9,986	8,723	9,468	39,877
(c)	Treasury	9,797	1,166	3,192	13,944
(d)	Other Banking Operations	9,292	7,902	6,059	26,610
	<b>Total [Items (a) to (d)]</b>	<b>40,398</b>	<b>34,465</b>	<b>30,134</b>	<b>129,783</b>
	Less: i) Interest	-	-	-	-
	ii) Other Un-allocable Expenditure net off	1	-	-	-
	(iii) Un-allocable income	(10)	(3)	(2)	-
	<b>Total Profit Before Tax</b>	<b>40,407</b>	<b>34,468</b>	<b>30,136</b>	<b>129,783</b>
3	<b>Segment Assets</b>				
	Corporate/Wholesale Banking	3,417,199	3,348,889	2,736,533	3,348,889
	Retail Banking	1,652,082	1,604,970	1,235,981	1,604,970
	Treasury	2,516,535	2,378,718	1,882,375	2,378,718
	Other Banking Operations	678,554	540,900	295,258	540,900
	Unallocated	140,971	166,302	108,013	166,302
	<b>Total</b>	<b>8,405,341</b>	<b>8,039,779</b>	<b>6,258,160</b>	<b>8,039,779</b>
4.	<b>Segment Liabilities</b>				
	Corporate/Wholesale Banking	2,387,793	2,104,407	1,573,563	2,104,407
	Retail Banking	3,278,410	2,976,795	2,202,207	2,976,795
	Treasury	1,936,470	2,186,824	1,774,268	2,186,824
	Other Banking Operations	12,090	16,381	12,657	16,381
	Unallocated	8,304	1,893	6,516	1,893
	Capital and Reserves	782,274	753,479	688,949	753,479
	<b>Total</b>	<b>8,405,341</b>	<b>8,039,779</b>	<b>6,258,160</b>	<b>8,039,779</b>



Business Segments have been identified and reported taking into account the target customer profile, the nature of products and services, the differing risks and returns, the organisation structure, the internal business reporting structure, guidelines prescribed by RBI and in compliance with the Accounting Standard 17 – “Segment Reporting”.

**Place:** Mumbai

**For RBL Bank Limited**

**Date:** July 19, 2019



A handwritten signature in black ink, appearing to read "Vishwavir Ahuja", written over a horizontal line.

Vishwavir Ahuja  
Managing Director & CEO





**Limited review report on the unaudited standalone quarterly financial results of RBL 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  
RBL Bank Limited**

1. We have reviewed the accompanying Statement of Unaudited Standalone Financial Results of RBL Bank Limited (the 'Bank') for the quarter ended 30 June 2019 (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 disclosures relating to Pillar 3 disclosure as at 30 June 2019, including Leverage Ratio and Liquidity Coverage Ratio under Basel III Capital Regulations 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 2019 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. This Statement is the responsibility of the Bank's management and has been approved by the Board of Directors. Our responsibility is to issue a report on the Statement based on our review.
2. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410, "Review of Interim Financial Information Performed by the Independent Auditor of the Entity", issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the financial statements 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.
3. Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying Statement of Unaudited Standalone Financial Results prepared in accordance with applicable accounting standards and other recognized accounting practices and policies has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 including the manner in which it is to be disclosed, except for the disclosures relating to Pillar 3 disclosure as at 30 June 2019, including leverage ratio and liquidity coverage ratio under Basel III Capital Regulations as 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,

*M*

**Limited review report on the unaudited standalone quarterly financial results of RBL Bank Limited pursuant to Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 (Continued)**

or that it contains any material misstatement or that it has not been prepared in accordance with the relevant prudential norms issued by the Reserve Bank of India 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

UDIN No: 19046882AAAADX1645

Mumbai  
19 July 2019



# B S R & Co. LLP

Chartered Accountants

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Apollo Mills Compound  
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India

Telephone +91 (22) 4345 5300  
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## **Independent Auditor's Review Report on unaudited consolidated quarterly financial results of RBL Bank Limited pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

### **To the Board of Directors of RBL Bank Limited**

1. We have reviewed the accompanying Statement of Unaudited Consolidated Financial Results of RBL Bank Limited (the 'Parent' / the 'Bank') and its subsidiary (the Parent and its subsidiary together referred to as the 'Group'), for the quarter ended 30 June 2019 (the 'Statement'), being submitted by the Parent pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, except for the disclosures relating to consolidated Pillar 3 disclosure as at 30 June 2019, including leverage ratio and liquidity coverage ratio under Basel III Capital Regulations as 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 consolidated figures for the corresponding quarters ended 30 June 2018 and 31 March 2019, as reported in these Statement have been approved by the Parent's Board of Directors, but have not been subjected to review.
2. This Statement, which is the responsibility of the Parent's Management and approved by the Parent's Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in Accounting Standard 25 "Interim Financial Reporting" ('AS 25'), prescribed under Section 133 of the Companies Act, 2013, the relevant provisions of the Banking Regulation Act, 1949, the circulars, guidelines and directions issued by the Reserve Bank of India (RBI) from time to time ('RBI Guidelines') and other accounting principles generally accepted in India. Our responsibility is to express a conclusion on the Statement based on our review.
3. We conducted our review of the Statement in accordance with the Standard on Review Engagements ('SRE') 2410 "Review of Interim Financial Information Performed by the Independent Auditor of the Entity", issued by the Institute of Chartered Accountants of India. A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

We also performed procedures in accordance with the circular issued by the SEBI under Regulation 33 (8) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, to the extent applicable.

*MS*

**Independent Auditor's Review Report on unaudited consolidated quarterly financial results of RBL Bank Limited pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (Continued)**

4. The Statement includes the results of the following entity:
- RBL FinServe Limited (Formerly known as Swadhaar FinServe Private Limited)
5. Based on our review conducted and procedures performed as stated in paragraph 3 above, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the recognition and measurement principles laid down in the aforesaid Accounting Standard, RBI Guidelines and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, including the manner in which it is to be disclosed, except for the disclosures relating to consolidated Pillar 3 disclosure as at 30 June 2019, including leverage ratio and liquidity coverage ratio under Basel III Capital Regulations as 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, or that it contains any material misstatement.

For **B S R & Co. LLP**  
*Chartered Accountants*

Firm's Registration No: 101248W/W-100022



**Manoj Kumar Vijai**  
*Partner*

Membership No: 046882

UDIN No: 19046882AAAADW8161

Mumbai  
19 July 2019



**For immediate release**
**Standalone Financial Results for Quarter ended June 30, 2019 (Q1 FY20)**

**RBL Bank reports advances growth of 35% in Q1 FY20, Operating profit increase of 43% and Net Profit increase of 41% at ₹ 267.1 crore on a YoY basis**

**Key financial highlights:**

- Q1 FY20 Net Profit up by 41% to ₹ 267.1 crore
- Advances (Net) at ₹ 56,836.7 crore and Deposits at ₹ 60,810.9 crore both increased up by 35% on Year on Year (YoY) basis
- Net Interest Income (NII) up by 48% to ₹ 817.3 crore
- Other Income up by 48% to ₹ 481.2 crore
- Core fee income up by 42% to ₹ 411.1 crore
- NIM improves to 4.31% up from 4.04% in Q1 FY19. Cost to income ratio is at 52.35%
- Gross NPA ratio at 1.38% (1.40% in Q1 FY19); Net NPA ratio at 0.65% (0.75% in Q1 FY19); Provision coverage ratio increases to 69.13% (60.41% in Q1 FY19)
- Return on Assets at 1.31% up from 1.26% in Q1 FY19;

Commenting on the performance Mr. Vishwvir Ahuja, MD & CEO, RBL Bank said “The Bank has had a good quarter of strong performance and has continued to maintain its growth momentum and improvement in operating metrics. However, given the difficult environment we do expect to face some challenges on some of our exposures in the near term. At the same time, given the strong momentum in our businesses, we do expect to maintain a healthy profitable growth over the coming quarters”

**Mumbai, July 19, 2019:** The Board of Directors of **RBL Bank Limited** at its meeting held today, approved the financial results for the quarter ended June 30, 2019.

**Key Financials:**

Rs. in crore	Q1 FY20	Q1 FY19	YoY	Q4 FY19	QoQ	FY19
Net Interest Income	817.3	552.7	48%	738.7	11%	2,539.5
Other Income	481.2	326.0	48%	409.2	18%	1,442.4
Net Total Income	1,298.5	878.7	48%	1,148.0	13%	3,981.9
Operating Profit	618.8	432.3	43%	560.0	11%	1,939.8
Net profit (after tax)	267.1	190.0	41%	247.2	8%	867.0

Rs. in crore	June 30, 2019	June 30, 2018	YoY	March 31, 2019	QoQ
Advances (Net)	56,836.7	42,198.1	35%	54,308.2	5%
Deposits	60,810.9	44,949.6	35%	58,394.4	4%
Investments (Net)	16,638.6	14,240.5	17%	16,840.4	-1%

**Key ratios:**

Particulars (in %)	Q1 FY20	Q1 FY19	FY19
Net Interest Margin	4.31	4.04	4.14
Cost to Income	52.35	50.80	51.28
Return on Assets	1.31	1.26	1.27
Return on Equity	13.78	11.16	12.15
Gross NPA	1.38	1.40	1.38
Net NPA	0.65	0.75	0.69
Provision Coverage Ratio	69.13	60.41	65.30

**Performance highlights – Quarter ended June 30, 2019 (Q1 FY20):**

- Net Interest Income (NII) at ₹ 817.3 crore as against ₹ 552.7 crore in Q1 FY19, an increase of 48%
- Other Income at ₹ 481.2 crore as against ₹ 326.0 crore in Q1 FY19, an increase of 48%
- Core fee income at ₹ 411.1 crore as against ₹ 289.0 in Q1 FY19, an increase of 42%
- Operating profit at ₹ 618.8 crore as against ₹ 432.3 crore in Q1 FY19, an increase of 43%
- Net profit at ₹ 267.1 crore as against ₹ 190.0 crore in Q1 FY19, an increase of 41%
- Net Interest Margin (NIM) at 4.31% as against 4.04% in Q1 FY19, an improvement of 27 bps
- Cost to Income ratio at 52.35% as against 50.80% in Q1 FY19, an improvement of 1.55%
- Return on Assets (RoA) at 1.31% as against 1.26% in Q1 FY19
- Return on Equity (RoE) at 13.78% as against 11.16% in Q1 FY19
- Net Advances as at June 30, 2019 stood at ₹ 56,836.7 crore as compared to ₹ 42,198.1 crore as at June 30, 2018, a growth of 35%
- Gross NPA decreased to 1.38% as at June 30, 2019 against 1.40% as at June 30, 2018. Net NPA decreased to 0.65% as at June 30, 2019 against 0.75% as at June 30, 2018
- Deposits as at June 30, 2019 stood at ₹ 60,810.9 crore as compared to ₹ 44,949.6 crore as at June 30, 2018, a growth of 35%
- Current Accounts & Savings Accounts (CASA) ratio improved to 25.83% as at June 30, 2019 from 24.42% as at June 30, 2018
- Capital Adequacy Ratio as per BASEL III Capital regulations as at June 30, 2019 was 12.07% against 14.23% as at June 30, 2018
- The bank has 332 branches as of June 30, 2019. In addition the Bank also has 1,013 business correspondent branches, of which 228 are banking outlets. RBL Finserve Limited (“RBL Finserve”) (*Formerly Swadhaar Finserve Private Limited*), a 100% subsidiary of the Bank, accounts for 458 business correspondent branches



**Operating review**Asset growth and quality

The Bank's growth in advances portfolio continued to be robust at 35% on a year-on-year basis. The net advances as at June 30, 2019 were ₹ 56,836.7 crore as against ₹ 42,198.1 on June 30, 2018, with all-round growth observed in all business segments. The growth in the Corporate & Institutional segment and Commercial Banking (together termed as "Wholesale portfolio") was pegged at 23%, while that of other segments (Retail Assets and Development Banking & Financial Inclusion – together termed as ("Non-wholesale portfolio") was 52%. The non-wholesale portfolio constituted about 46% of the loan portfolio of the Bank as at June 30, 2019.

The gross NPA ratio has decreased to 1.38% as at June 30, 2019 from 1.40% as at June 30, 2018. The restructured standard assets portfolio has decreased to 0.06% as at June 30, 2019 from 0.10% as at June 30, 2018. The net NPA ratio has decreased to 0.65% as at June 30, 2019 from 0.75% as at June 30, 2018. The Bank's provisioning coverage ratio (including technical write-offs), improved to 69.13% as at June 30, 2019 as compared to 60.41% as at June 30, 2018.

Deposit growth

The Bank's deposits grew on 35% year on year basis with CASA growing faster at 43%. Deposits grew to ₹ 60,810.9 crore as at June 30, 2019 as against ₹ 44,949.6 crore as at June 30, 2018. CASA ratio increased to 25.83% as at June 30, 2019 compared to 24.42% as at June 30, 2018.

Capital adequacy

The Bank's capital adequacy ratio as at June 30, 2019 was 12.07%, significantly higher than the regulatory requirements.

**About RBL Bank**

RBL Bank is one of India's fastest growing private sector banks with an expanding presence across the country. The Bank offers specialized services under six business verticals namely: Corporate & Institutional Banking, Commercial Banking, Branch & Business Banking, Retail Assets, Development Banking and Financial Inclusion, Treasury and Financial Markets Operations. It currently services over 6.9 million customers through a network of 332 branches, 1,013 business correspondent branches (of which 228 banking outlets) and 376 ATMs spread across 23 Indian states and Union Territories.

RBL Bank is listed on both NSE and BSE (RBLBANK). For further details, please visit [www.rblbank.com](http://www.rblbank.com)

**Ratings:**

- ICRA AA- (Hyb) with a stable outlook for Basel III compliant Tier II subordinate debt program
- CARE AA- with a stable outlook for Basel III compliant Tier II subordinate debt program
- ICRA MAA with a stable outlook for Fixed (Medium Term) Deposits program
- ICRA A1+ for Fixed (Short Term) Deposits program
- ICRA A1+ for certificate of deposit program

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₹1 crore = ₹10 million



# Investor Presentation

## 1st Quarter/ FY 20

July 19, 2019





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**ALL FIGURES IN THIS DOCUMENT ARE IN INR CRORE UNLESS MENTIONED OTHERWISE ; 1 CRORE = 10 MILLION**

# Glossary and Key Notes

AEPS	Aadhaar Enabled Payment System	IFI	Institutional Financial Inclusion
Agri	Agribusiness Banking	INR	Indian Rupee
API	Application Programming Interface	IPO	Initial Public Offering
ARC	Asset Reconstruction Company	LAP	Loan Against Property
ATM	Automated Teller Machine	MF	Mutual Funds
BC	Business Correspondent	Mn	Million
BIL	Business Installment Loan	MSME	Micro, Small and Medium Enterprises
Bps	Basis Points	NABARD	National Bank for Agriculture and Rural Development
BVPS	Book Value Per Share	NFB	Non Fund Based
C&IB	Corporate & Institutional Banking	NIM	Net Interest Margin
CAGR	Compounded Annual Growth Rate	NNPA	Net Non Performing Assets
CASA	Current Account and Savings Account	NPA	Non Performing Assets
CB	Commercial Banking	PCR	Provision Coverage Ratio
CBDT	Central Board for Direct Taxes	PIL	Personal Installment Loan
CC	Credit Card	Q1	3 month period ended June 30( April 1 - June 30)
CEO	Chief Executive Officer	Q2	3 month period ended September 30( July 1 - September 30)
CET1	Core Equity Tier 1	Q3	3 month period ended December 31( October 1 - December 31)
Cr	Crore	Q4	3 month period ended March 31(January 1 - March 31)
CRAR	Capital to Risk Weighted Assets Ratio	QoQ	Quarter on Quarter
CSP	Customer Service Point	H1	6 month period ended September 30( April 1 - September 30)
CSR	Corporate Social Responsibility	9M	9 month period ended December 31( April 1 - December 31)
DB & FI	Development Banking & Financial Inclusion	RBI	Reserve Bank of India
DBT	Direct Benefit Transfer	RoA	Return on Assets
FICC	Fixed Income, Currency and Commodity	RoE	Return on Equity
FPI	Foreign Portfolio Investor	RWA	Risk Weighted Assets
FY	12 month period ended March 31	SDR	Strategic Debt Restructuring
GNPA	Gross Non Performing Assets	SLR	Statutory Liquidity Ratio
G-Sec	Government Securities	UPI	Unified Payments Interface
GST	Goods and Services Tax	US	United States
HUF	Hindu Undivided Family	VCF	Venture Capital Funds
RBL Finserve	RBL Finserve Ltd.	YoY	Year on Year

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# Key Performance Highlights

# Q1 FY20 Financial Highlights

- ▶ **Q1 FY20 continues to track well to RBL Vision 2020 goals**
- ▶ **Total Revenue growth in Q1 FY20 of 48% YoY**
- ▶ **NII growth of 48% YoY in Q1 FY20; Other Income growth of 48% YoY in Q1 FY20**
- ▶ **Net Profit growth of 41% YoY in Q1 FY20**
- ▶ **NIM continues upward trajectory, 4.31% in Q1 FY20 vs. 4.04% in Q1 FY19 ( 4.23% in Q4 FY19)**
- ▶ **Advances growth of 35% YoY, deposit growth of 35% YoY and CASA growth of 43% YoY**
- ▶ **GNPA at 1.38% vs. 1.40% in Q1 FY19 ( flat QoQ), NNPA at 0.65% vs. 0.75% in Q1 FY19 (0.69% in Q4 FY19)**
- ▶ **Overall net stressed advances at 0.71% for Q1 FY20 vs. 0.85% in Q1 FY19 (0.73% in Q4 FY19)**
- ▶ **PCR at 69.1% at Q1 FY20 vs. 60.4% in Q1 FY19 (65.3% in Q4 FY19)**
- ▶ **RoA at 1.31% and RoE at 13.78% for Q1 FY20**
- ▶ **Total customer base of 6.92 million; addition of 0.4 million in the quarter**

# Q1 FY20 Highlights

— YoY Growth —

— QoQ Growth —

**Net interest Income**

Rs. 817cr

48%

11%

**Core Fee Income**

Rs. 411cr

42%

6%

**Net Total Income**

Rs. 1,299cr

48%

13%

**Operating Profit**

Rs. 619cr

43%

11%

**Net Profit**

Rs. 267cr

41%

8%



# Q1 FY20 Highlights Contd....

— YoY Growth —

— QoQ Growth —

**Advances**

**Rs. 56,837cr**

**35%**

**5%**

**Wholesale  
Advances**

**Rs. 30,713cr**

**23%**

**2%**

**Non-Wholesale  
Advances**

**Rs. 26,124cr**

**52%**

**8%**

**Deposits**

**Rs. 60,811cr**

**35%**

**4%**

**CASA**

**Rs. 15,706cr**

**43%**

**8%**

# Key Indicators

## Pre-IPO

	Advances	Deposits	Net Profit	RoA	BVPS
FY 11	1,905	2,042	12	0.5%	Rs. 50
FY 16	21,229	24,349	292	1.0%	Rs. 91

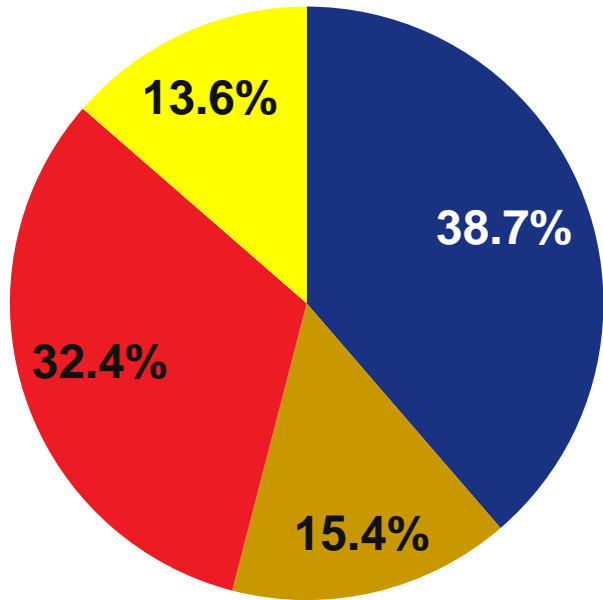
(84% CAGR FY 11-16) (64% CAGR FY 11-16) (88% CAGR FY 11-16)

## Post Listing Performance

	Advances	YoY	NIM	Net Profit	RoA
Q3 FY17	26,773	46%	3.4%	129	1.17%
Q4 FY17	29,449	39%	3.5%	130	1.20%
Q1 FY18	31,108	40%	3.5%	141	1.19%
Q2 FY18	33,576	35%	3.7%	151	1.19%
Q3 FY18	36,890	38%	3.9%	165	1.22%
Q4 FY18	40,268	37%	4.0%	178	1.25%
Q1 FY19	42,198	36%	4.0%	190	1.26%
Q2 FY19	45,873	37%	4.1%	205	1.26%
Q3 FY19	49,893	35%	4.1%	225	1.27%
Q4 FY19	54,308	35%	4.2%	247	1.30%
Q1 FY20	56,837	35%	4.3%	267	1.31%

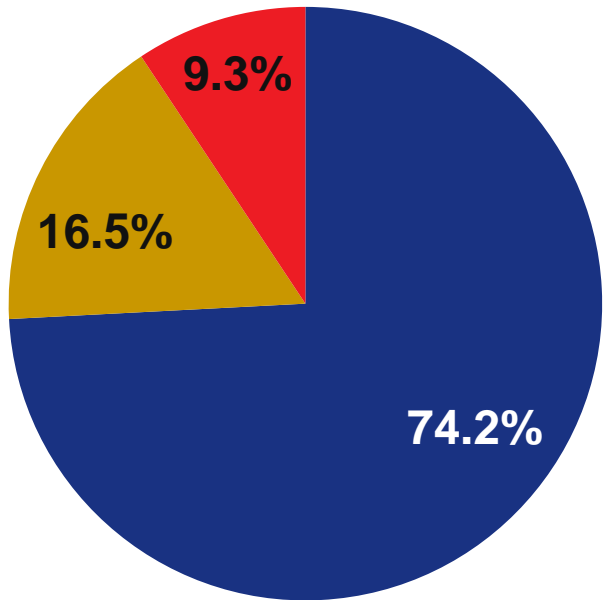
# Key Indicators – Business Breakup

— Advances by Segment (%) —



■ CIB   ■ CB   ■ Retail Assets   ■ DB&FI

— Deposit Breakup (%) —



■ Term Deposits   ■ Saving Deposits  
■ Current Deposits



# RBL Vision 2020



# Performance Tracking to Vision 2020 Goals

	RBL Vision 2020 (Post IPO/Sept 2016)	Actual Q1 FY20
<b>Advances</b>	30-35% CAGR	35%
<b>CASA Ratio</b>	0.75 - 1% increase every year	FY 16: 18.6%; FY 17: 22.0%; FY 18: 24.3%; FY 19: 25.0%; Q1 FY20: 25.8%
<b>Other Income %</b>	~ 1/3 <sup>rd</sup> of Net Total Income	37%
<b>Operational Efficiency</b>	Cost/Income ratio of 51% - 52% by 2020	FY 16: 58.6%; FY 17: 53.5%; FY 18: 53.0%; FY 19: 51.3%, Q1 FY20: 52.3%
<b>Return Ratios</b>	~ 1.50% RoA by 2020	FY 16: 0.98%; FY 17 : 1.08%; FY 18: 1.21%; FY 19: 1.27%, Q1 FY20: 1.31%

# Key Initiatives of Vision 2020



## Technology

### Leveraging technology to acquire, engage and service clients

*API banking, Abacus (Digital savings account); Fintech Partnerships (Moneytap, Zeta) ; Credit card partnerships (Bajaj Finserv, BookMyShow, ET Money)*



## Distribution

### Enhancing distribution through a combination of owned branches, and BCs

*332 own branches, 1013 BC branches (including 228 Banking Outlets) serve over 6.9 Mn customers pan-India*



## Platforms

### Creation of Transaction and Payment platforms that leverage changes in ecosystem driven by Aadhaar, UPI, IndiaStack, GST etc.

*AEPS and UPI based mobile apps allow customers to transact through low cost channels  
Better availability of data for underwriting in case of retail and MSME businesses*



## Cross-sell

### Enhancing cross-sell across all businesses

*Strong analytics teams in place to analyze data to enhance cross sell and customer targeting*



## Mass Banking

### Increase presence in 'Mass Banking' - internal efforts, partnerships and acquisitions

*Extending network to individual loans in rural areas and offering deposits, insurance, DBT and remittance services*

*Pilot partnership underway in affordable housing*

# Our Fundamentals Have Resulted in Consistent Strong Performance

## Guiding Principles

*1. Focus on Effective Risk Management and Asset Quality*

*2. Prudent and profitable growth*

*3. Customer-centric and relationship approach*

*4. Focus on Operational Quality and Scalability*

*5. Leveraging Partnerships and Technology for Creating Customer Centric / Multi-channel Solutions*



## Key Pillars

**Robust corporate governance framework and processes**

**Broad Based Shareholder and Strong Capital Base**

**Professional and experienced management team**

**Eminent Board of Directors**



# Financial Performance



# Strong Profitability Momentum Continues

Parameter	Q1 FY20	Q1 FY19	YoY	Q4 FY19	QoQ	FY19
Net Interest Income	817	553	48%	739	11%	2,539
Other Income	481	326	48%	409	18%	1,442
Net Total Income	1,299	879	48%	1,148	13%	3,982
Operating Profit	619	432	43%	560	11%	1,940
Net Profit	267	190	41%	247	8%	867

Parameter	Q1 FY20	Q1 FY19	Q4 FY19	FY19
Other Income/Total Income	37.1%	37.1%	35.6%	36.2%
Cost/Income	52.3%	50.8%	51.2%	51.3%
Net Interest Margin	4.3%	4.0%	4.2%	4.1%
Credit Cost/Advances (bps)*	35	25	29	111
RoA	1.31%	1.26%	1.30%	1.27%
RoE	13.8%	11.2%	13.4%	12.2%

\* Not Annualized

# Strong Growth in Business; Improvement in Asset Quality

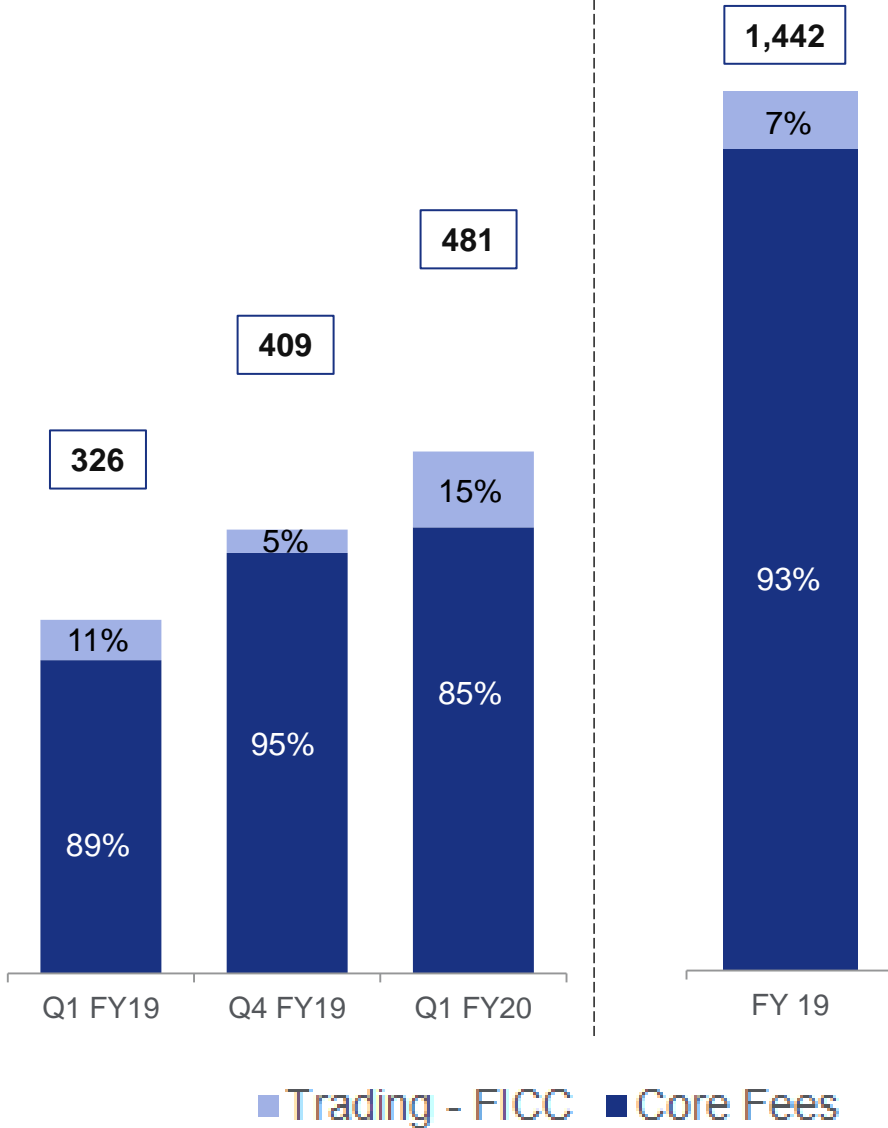
Parameter	June 30,2019	June 30,2018	YoY
Advances	56,837	42,198	35%
Deposits	60,811	44,950	35%
Investments	16,639	14,241	17%

Parameter	June 30,2019	June 30,2018	March 31,2019
CASA	25.8%	24.4%	25.0%
GNPA	1.38%	1.40%	1.38%
NNPA	0.65%	0.75%	0.69%
Net Stressed Assets	0.71%	0.85%	0.73%
PCR	69.1%	60.4%	65.3%
CRAR*	12.4%	14.6%	13.5%

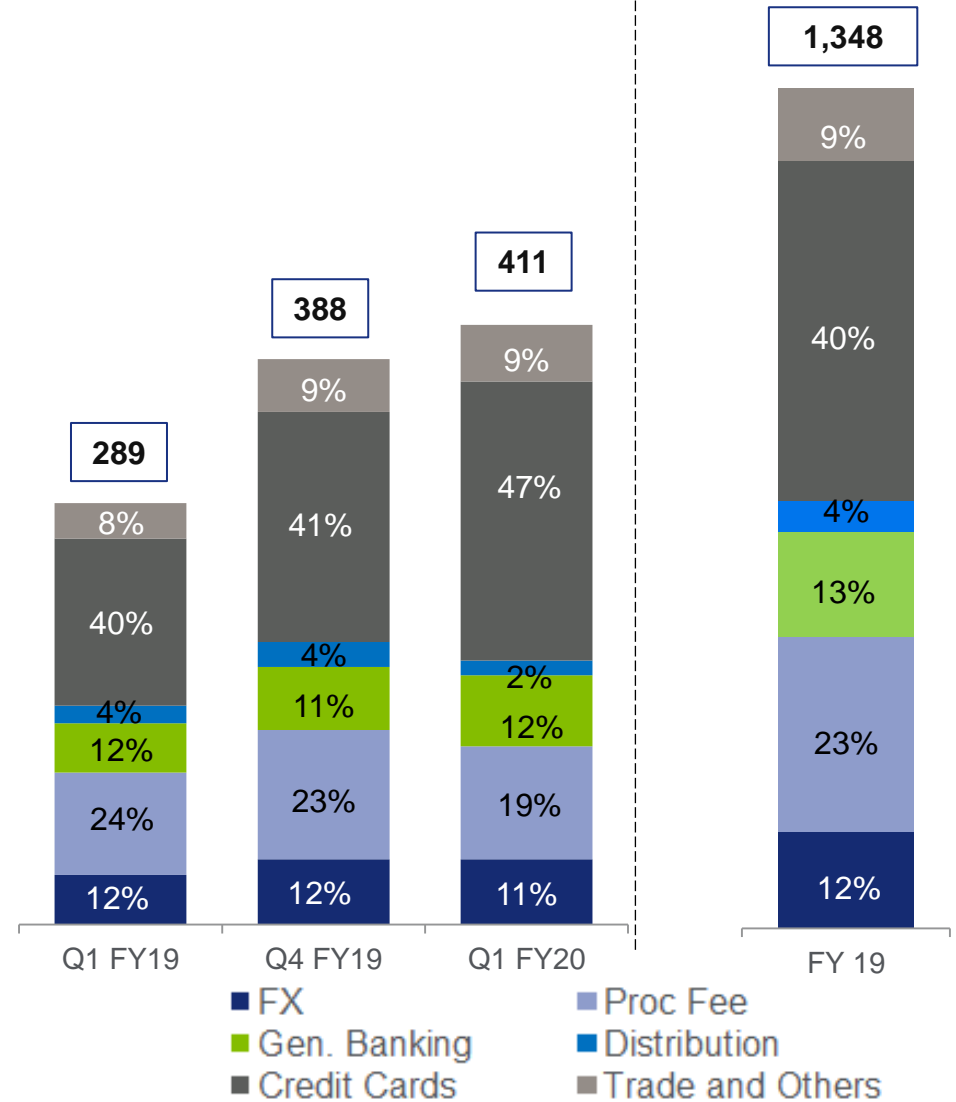
\* including interim profits

# Well Diversified Other Income Profile; Rising Core Fee Income

## Other Income

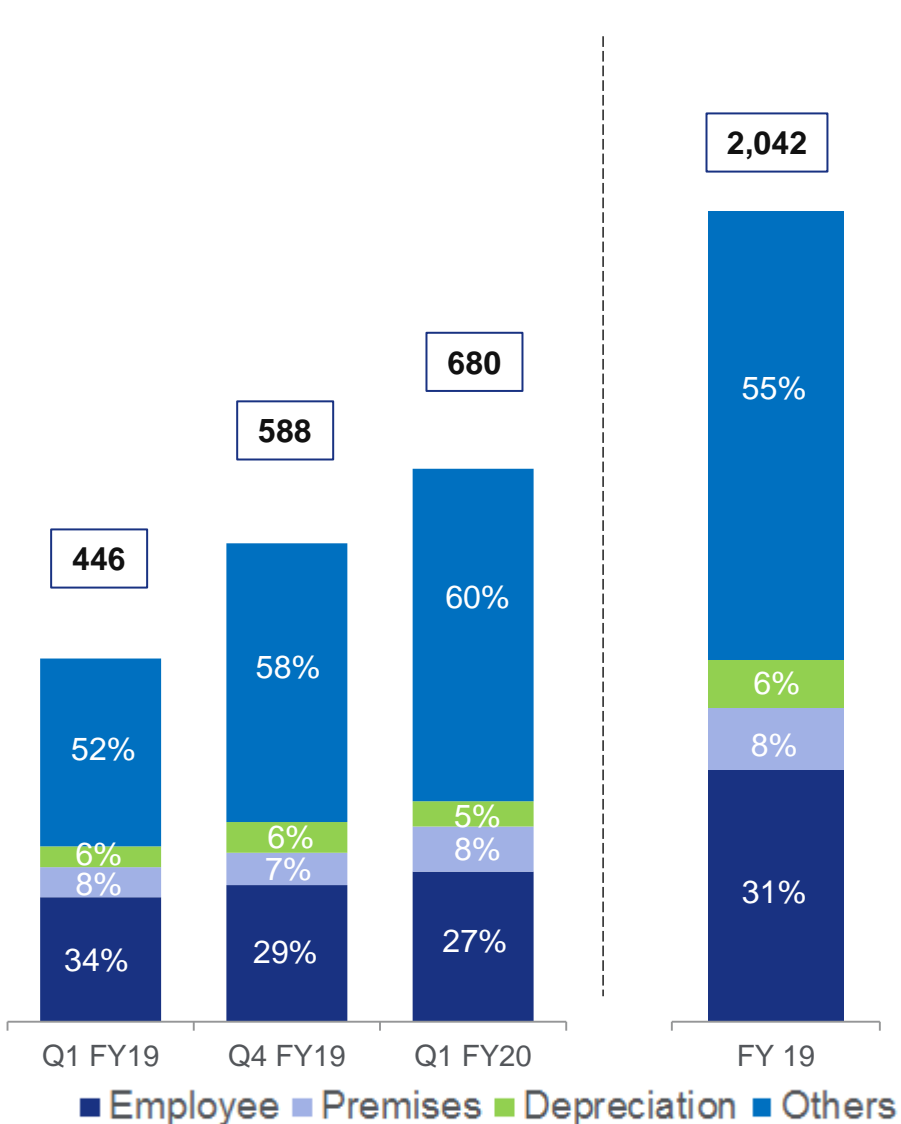


## Core Fee Income Breakup

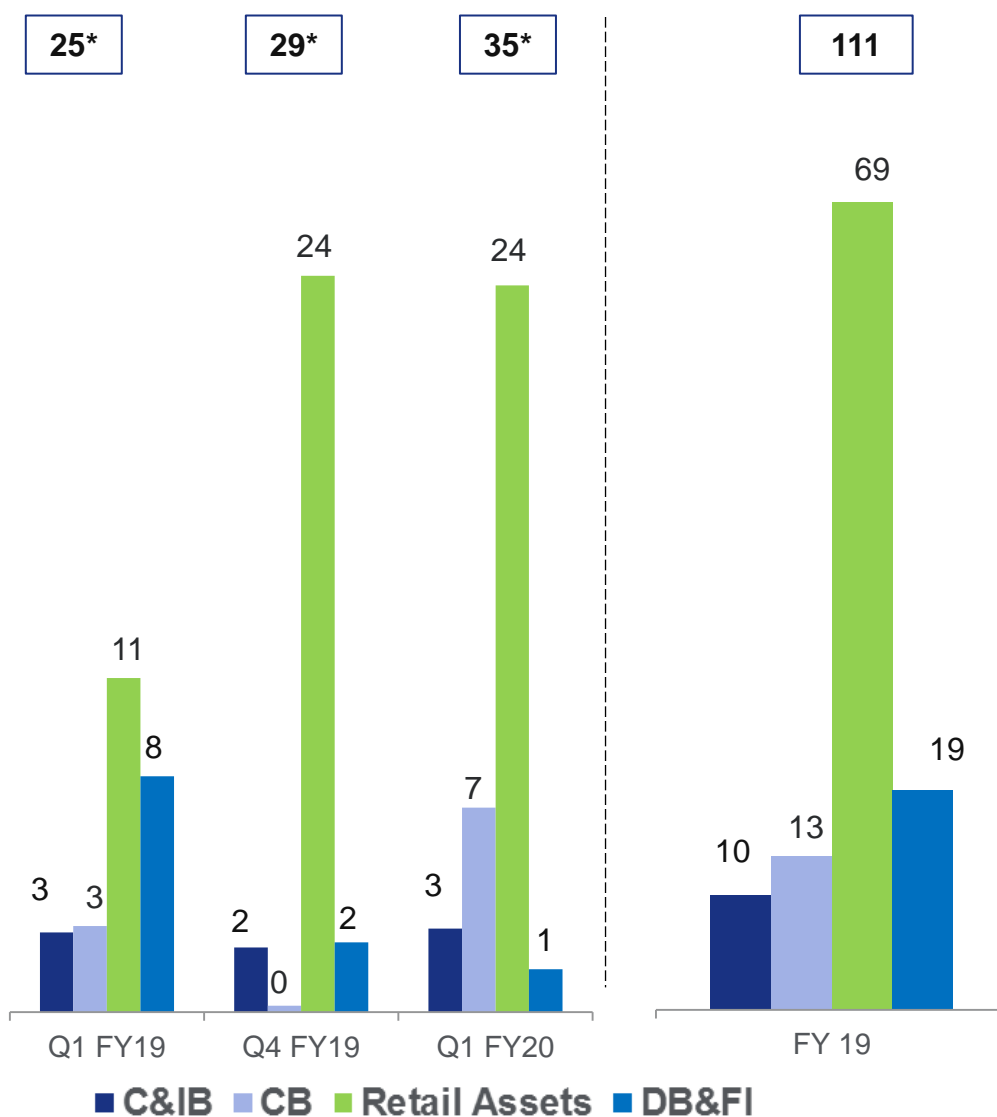


# Cost Increase Driven by Business Expansion; Range Bound Credit Costs

## Operating Expenses



## Net Credit Cost by Business (bps)



\* Not Annualized for the bank or at individual segment level for the quarter



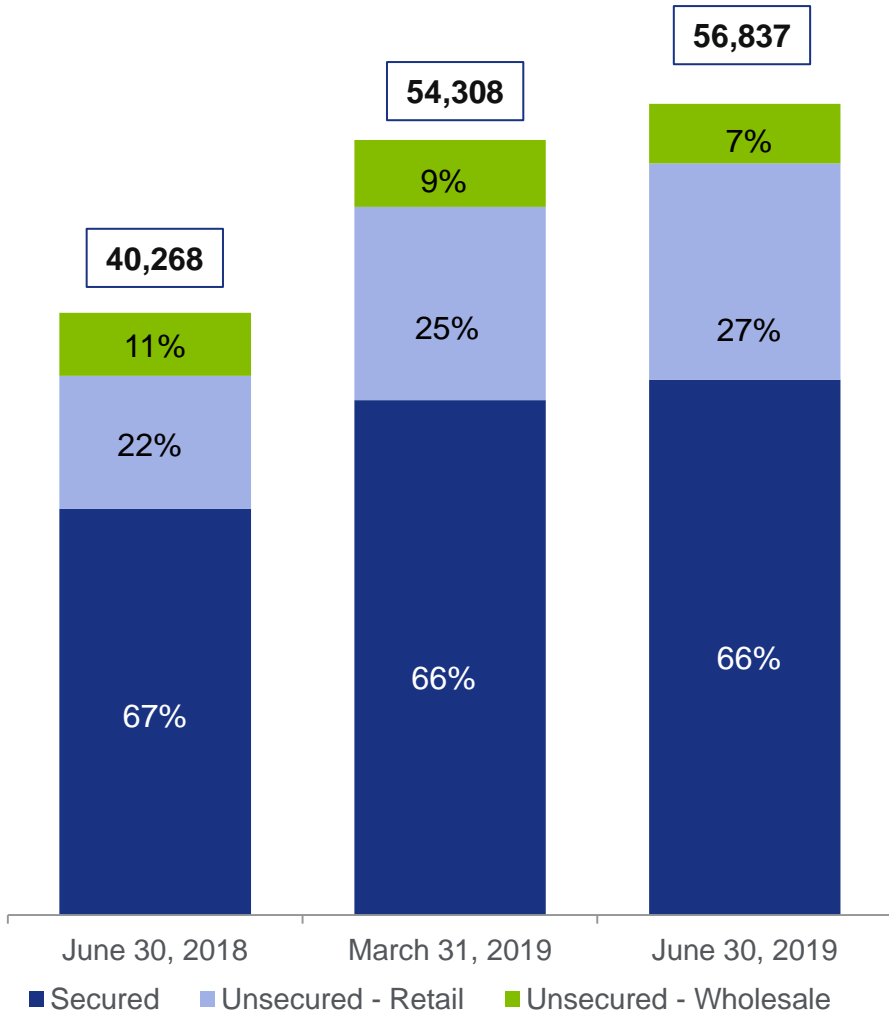
# Changing Advances Mix and Improving Yields Helping NIMs

	June 30,2019	June 30,2018	YoY	Yield Q1 20	Proportion
<b>C&amp;IB</b>	<b>21,980</b>	<b>17,149</b>	<b>28%</b>	<b>9.4%</b> <b>(8.5%)</b>	<b>54%</b>
<b>CB</b>	<b>8,733</b>	<b>7,837</b>	<b>11%</b>		
<b>Wholesale</b>	<b>30,713</b>	<b>24,986</b>	<b>23%</b>	<b>15.2%</b> <b>(14.0%)</b>	<b>46%</b>
<b>Retail Assets</b>	<b>18,390</b>	<b>11,361</b>	<b>62%</b>		
<i>LAP</i>	<i>6,945</i>	<i>4,339</i>	<i>60%</i>		
<i>Credit Cards</i>	<i>6,653</i>	<i>2,901</i>	<i>129%</i>		
<i>Retail Agri</i>	<i>1,523</i>	<i>1,525</i>	<i>0%</i>		
<i>BIL</i>	<i>1,504</i>	<i>1,160</i>	<i>30%</i>		
<i>Others</i>	<i>1,766</i>	<i>1,435</i>	<i>23%</i>		
<b>DB &amp; FI</b>	<b>7,733</b>	<b>5,851</b>	<b>32%</b>		
<i>Micro-banking</i>	<i>4,969</i>	<i>3,698</i>	<i>34%</i>		
<i>IFI</i>	<i>1,696</i>	<i>1,504</i>	<i>13%</i>		
<i>MSME</i>	<i>1,068</i>	<i>649</i>	<i>65%</i>		
<b>Non-Wholesale</b>	<b>26,124</b>	<b>17,212</b>	<b>52%</b>		
<b>Total</b>	<b>56,837</b>	<b>42,198</b>	<b>35%</b>		

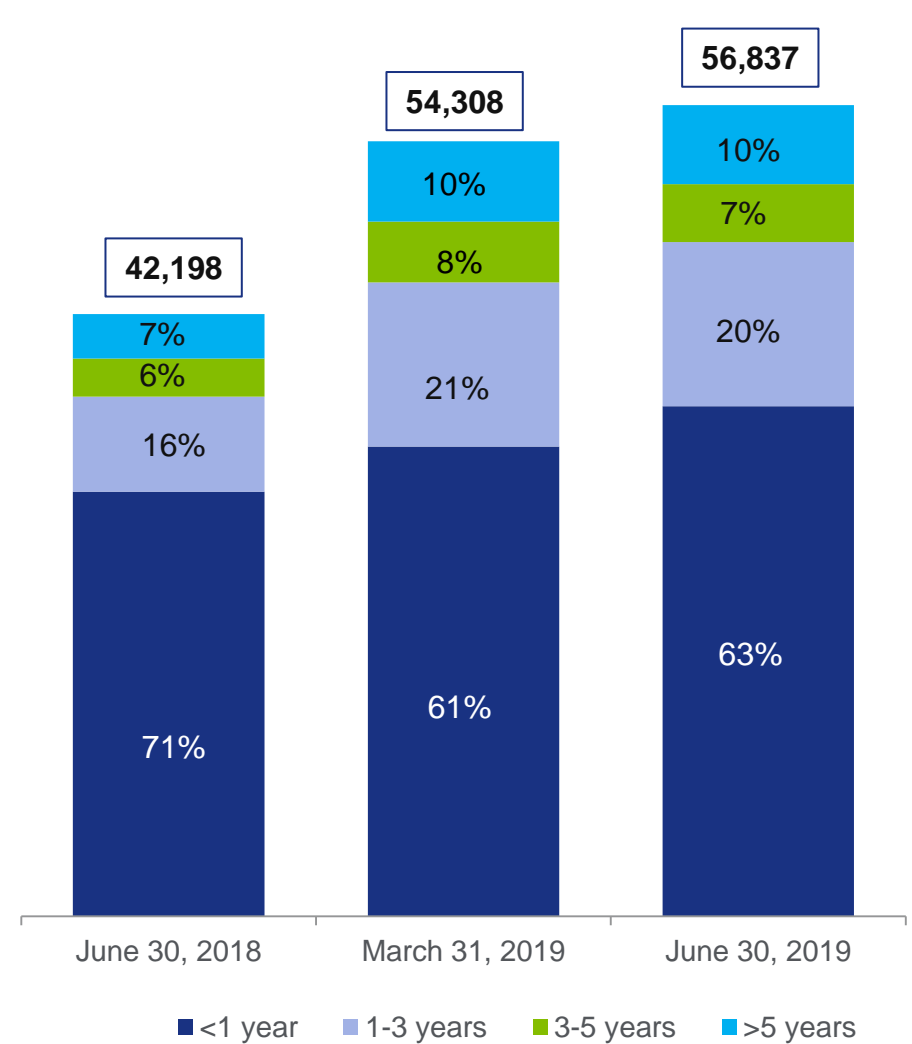
Q1 19 yields in brackets

# Diversified Loan Portfolio

## Break up of advances - Secured/Unsecured

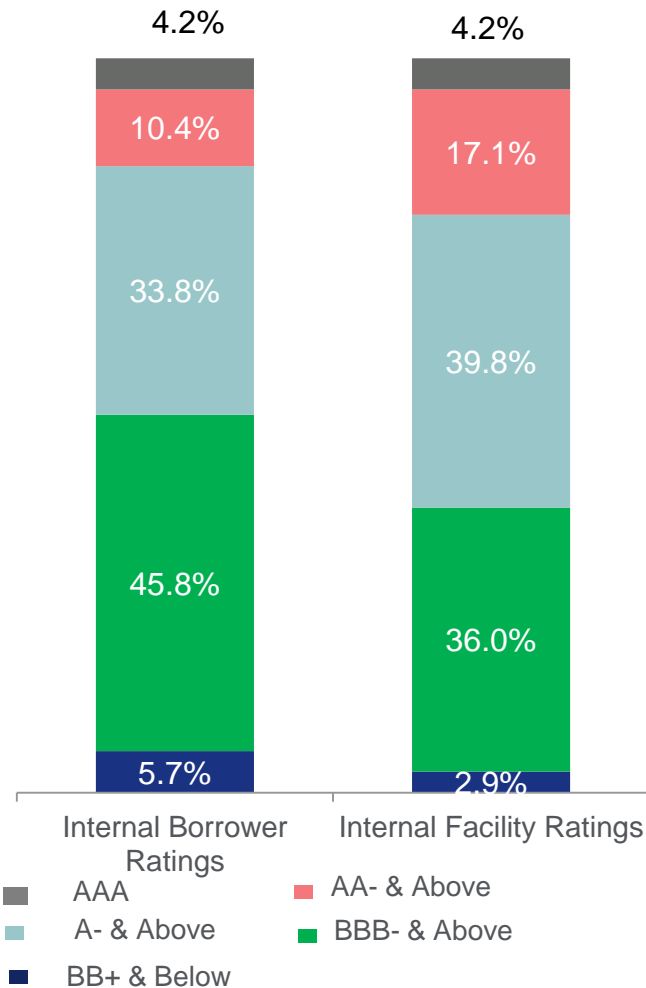


## Tenor of Advances

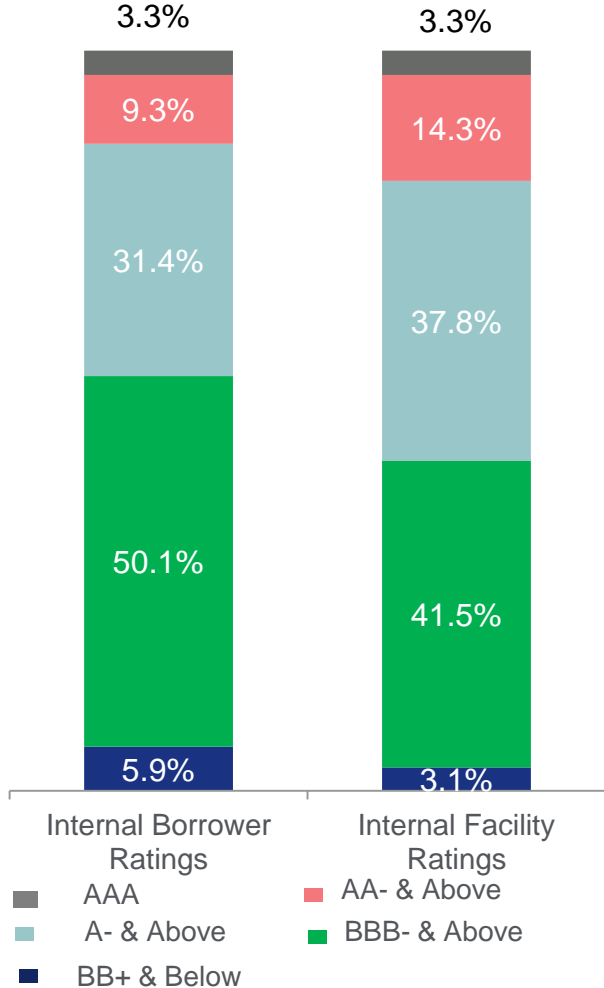


# Stable Borrowers' Rating Profile

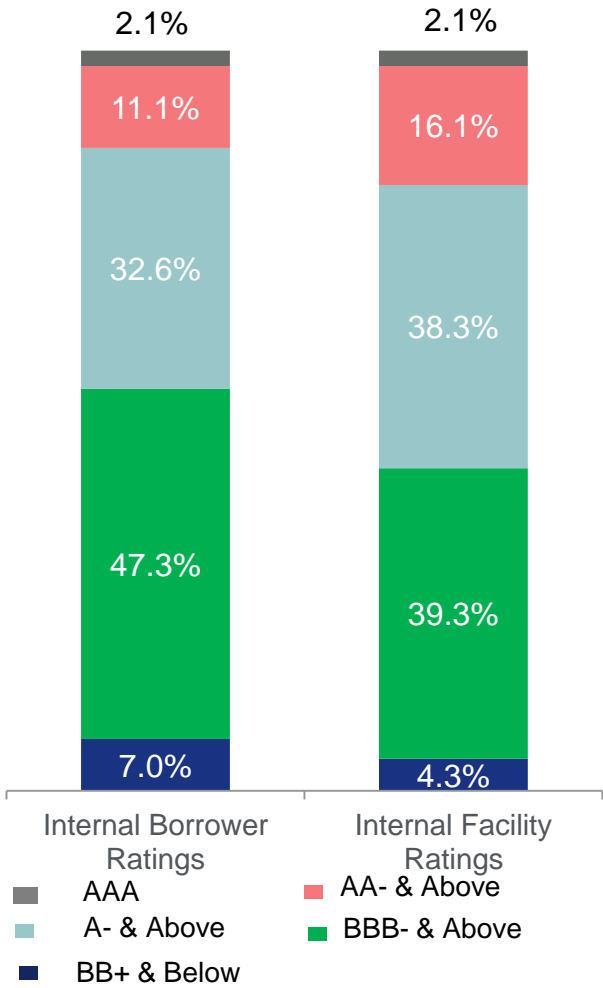
June 30, 2018



March 31, 2019



June 30, 2019



**Approx. 87% of our exposure is externally rated, of which 70%+ has consistently been in A- or higher category**

# Diversified Industry Mix

## Top 10 industry\*

Industry	Outstanding Loan Exposure	FB-NFB Split	% of Exposure
Construction	4,201	36:64	5.5%
Engineering	3,713	33:67	4.9%
NBFC (ex. HFC & DFI)	3,628	99:1	4.8%
Retail/ Distribution	3,140	78:22	4.1%
Pharma	2,586	83:17	3.4%
Real Estate	2,434	91:9	3.2%
Power	2,306	66:34	3.0%
Professional Services	2,181	86:14	2.9%
Metals	2,000	40:60	2.6%
Logistic Services	1,371	66:34	1.8%

\* As of June 30, 2019 based on actual outstanding

## Non Fund Based Book

Particulars	June 30, 2019	June 30, 2018	March 31, 2019
Guarantees	12,246	9,811	11,765
Letter of Credit, Acceptances, Endorsements and other Obligations	5,727	3,156	5,410



# Asset Quality Continues to Remain Stable

## — Gross NPA by business segment —

	Quarter Ended			Gross NPA by business segment			
	June 30,2019	March 31,2019	June 30,2018	Business segment	June 30,2019	March 31,2019	June 30,2018
Movement of Gross NPAs				C&IB	139.5	121.5	92.3
Opening Balance	755	696	567	% of total advances	0.24%	0.22%	0.22%
(+) Additions during the period	225	206	148	CB	242.1	236.9	218.7
(-) Upgrade	8	8	0	% of total advances	0.42%	0.43%	0.51%
(-) Recoveries	36	48	57	Retail Assets	347.7	339.8	167.5
(-) Write Offs	147	91	61	% of total advances	0.61%	0.62%	0.39%
Closing Balance	789	755	596	DB&FI	59.9	56.4	117.4
Gross NPA (%)	1.38%	1.38%	1.40%	% of total advances	0.10%	0.10%	0.28%
Net NPA	372	373	316	<b>Total</b>	789.2	754.6	595.9
Net NPA (%)	0.65%	0.69%	0.75%	<b>Total (%)</b>	1.38%	1.38%	1.40%
Provisioning Coverage Ratio (PCR) (%)	69.13%	65.30%	60.41%				
Slippage Ratio	0.41%	0.41%	0.37%				
Restructured %	0.06%	0.04%	0.10%				
Net Stressed Assets%	0.71%	0.73%	0.85%				

• There are Nil Security Receipts

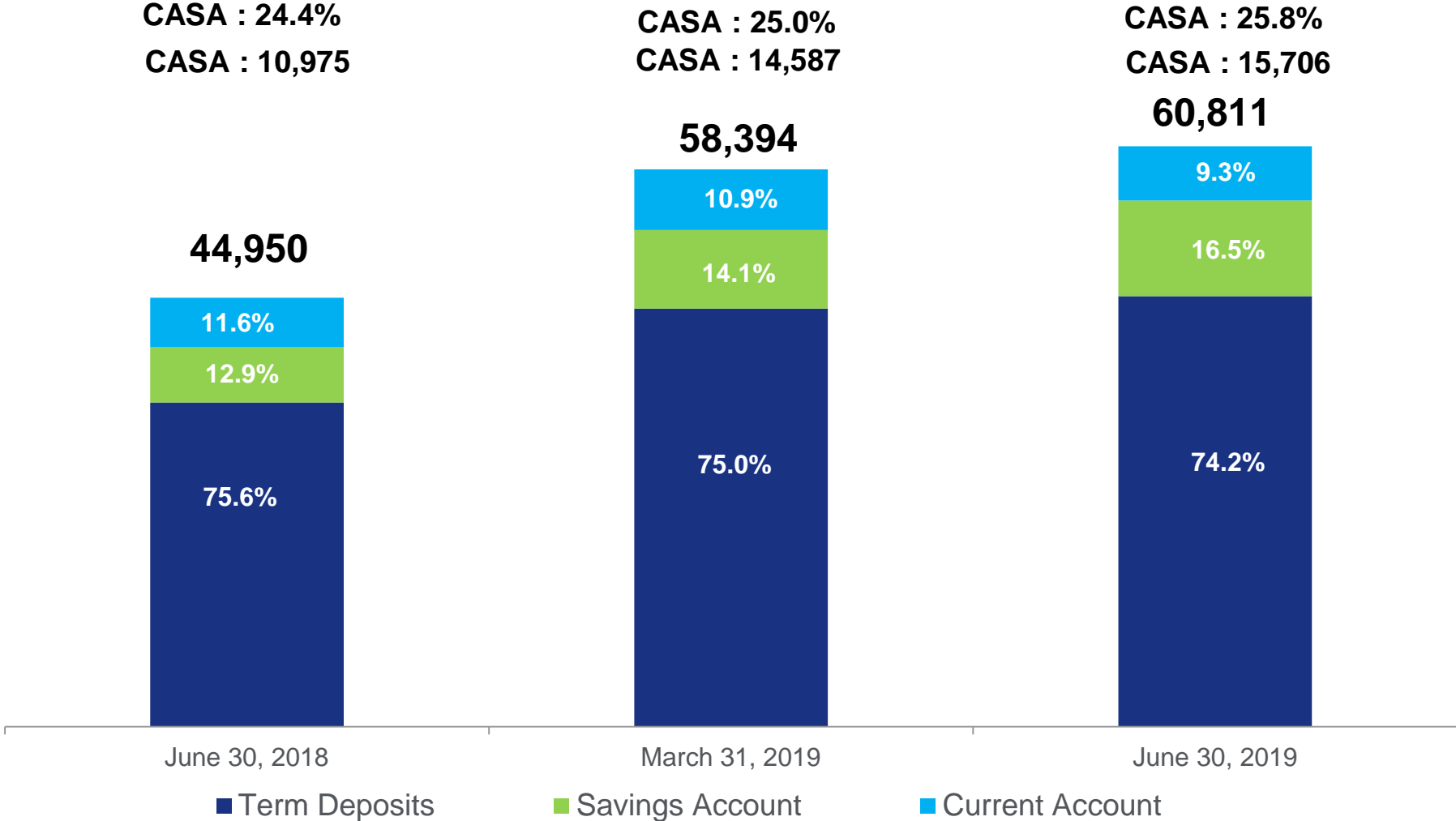
# Capital Adequacy - Well Capitalized to Support Growth

Particulars	June 30, 2019	June 30, 2018	March 31, 2019
Tier 1 Capital Funds*	7,443	6,728	7,210
Tier 2 Capital Funds	719	731	814
<b>Total Capital Funds</b>	<b>8,162</b>	<b>7,459</b>	<b>8,024</b>
<b>Total RWA</b>	<b>65,740</b>	<b>51,211</b>	<b>59,607</b>
Tier 1 CRAR*	11.3%	13.1%	12.1%
<b>Total CRAR*</b>	<b>12.4%</b>	<b>14.6%</b>	<b>13.5%</b>
RWA/Total Assets	78.2%	81.9%	74.2%

\* CRAR and Tier 1 Capital Funds for interim financial periods has been computed after adding interim profit for better comparison

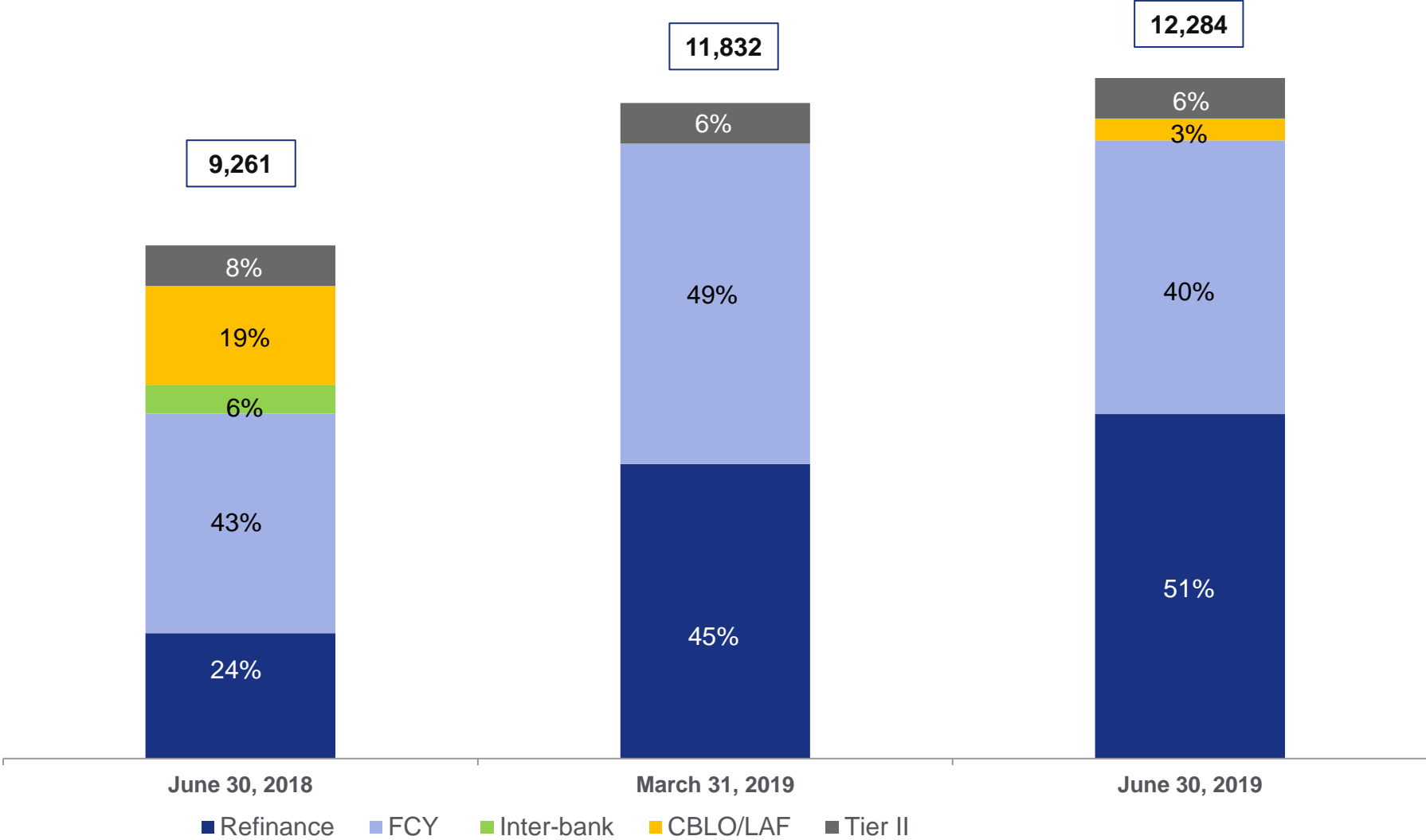
# Sustained Growth in Deposits, Led by CASA

*43% yoy growth in CASA, while total deposits grew by 35%*



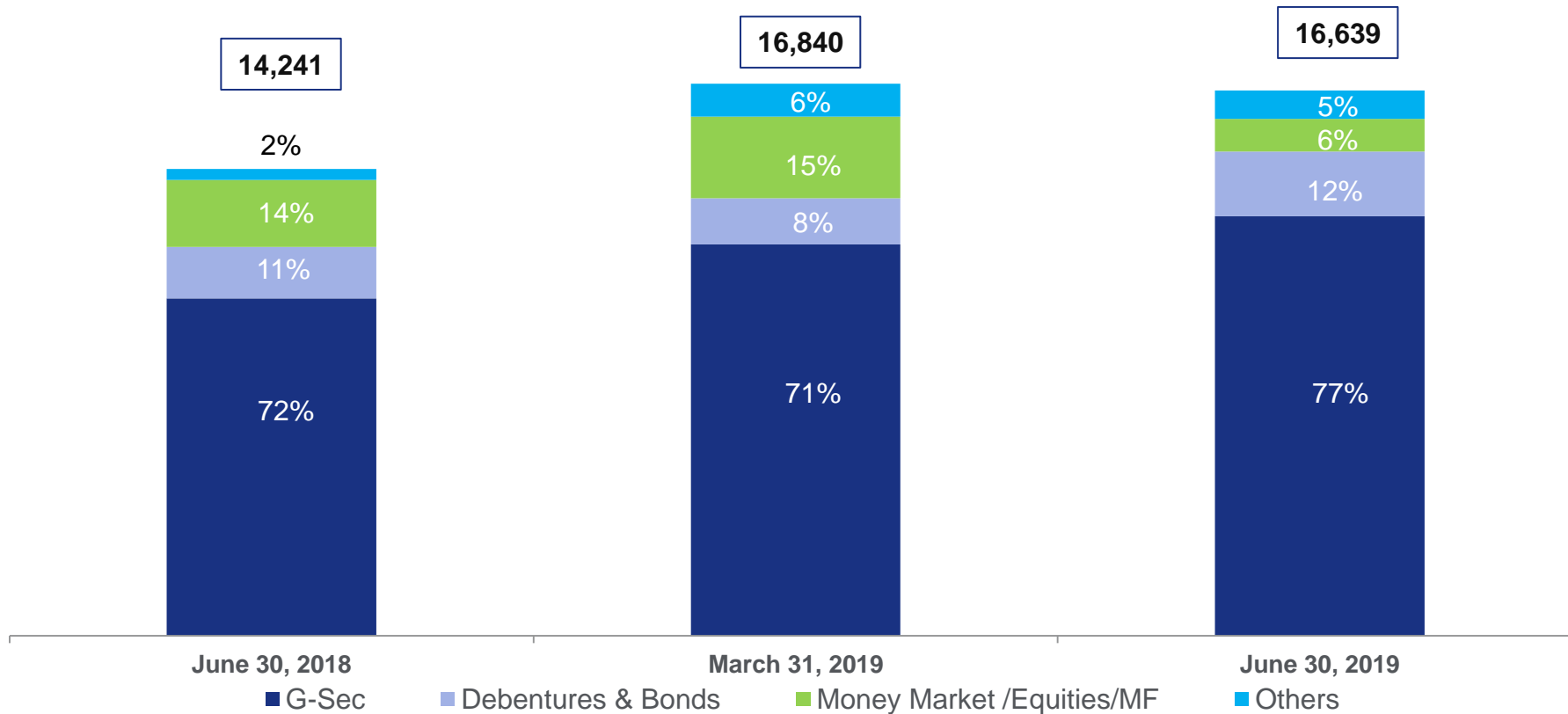
# Diversified Borrowing Streams

## Borrowing Breakup





## Investment Breakup



## Yield

Yield	Q1 FY20	Q1 FY19	Q4 FY19	FY19
Total Investments	7.6%	7.3%	7.5%	7.4%
SLR	7.8%	7.4%	7.7%	7.5%
Non SLR	8.6%	9.1%	9.4%	9.4%

# NIM Improvement Helped by Lower Cost of Funds and Stable Yields

## Pre-IPO

	FY 11	FY 12	FY 13	FY 14	FY 15	FY 16
Yield on Advances	10.9%	12.6%	13.1%	12.9%	12.3%	11.7%
Cost of Funds	5.8%	8.3%	9.6%	9.4%	8.4%	7.6%
Cost of Deposits	5.8%	8.1%	8.9%	8.8%	8.3%	7.7%

## Post Listing Performance

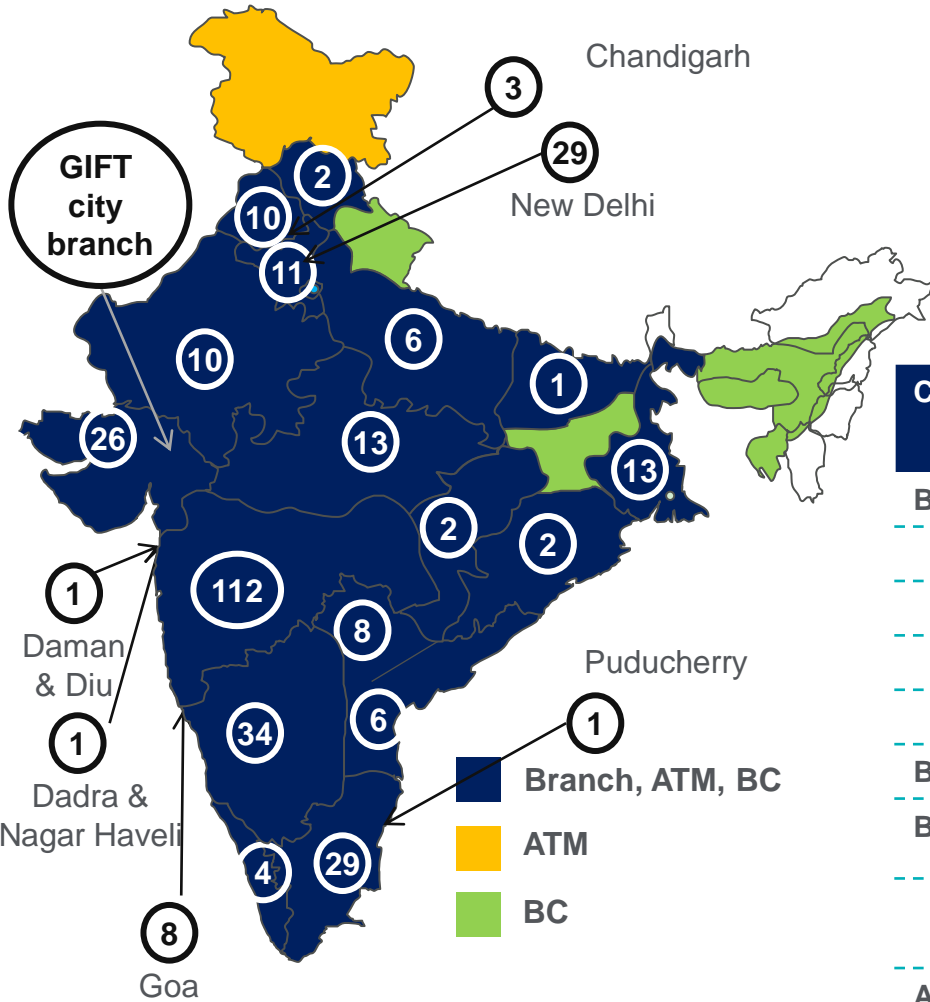
	Q1 FY18	Q2 FY18	Q3 FY18	Q4 FY18	Q1 FY19	Q2 FY19	Q3 FY19	Q4 FY19	Q1 FY20
Yield on Advances	10.6%	10.6%	10.4%	10.5%	10.8%	10.9%	11.2%	11.8%	12.0%
Cost of Funds	6.5%	6.4%	6.2%	6.2%	6.4%	6.4%	6.6%	6.8%	6.8%
Cost of Deposits	6.7%	6.6%	6.4%	6.5%	6.6%	6.7%	6.8%	6.9%	7.0%



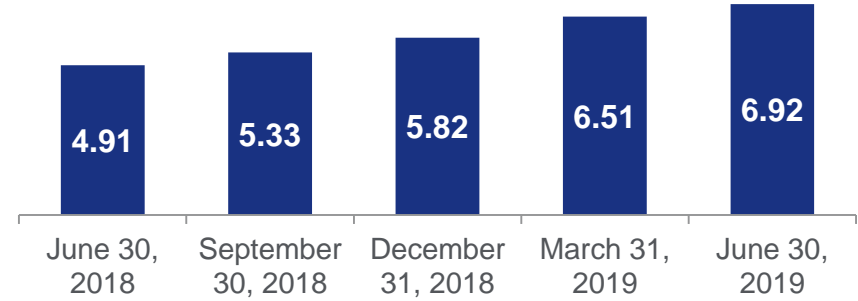
# Distribution Network

# Our Growing, Multi-Layered Distribution Network

## Locations



## Customers (Mn.)



## Channel Breakup

Channels	Number of transaction points		
	June 30, 2019	March 31, 2019	June 30, 2018
<b>Branches</b>	332	324	266
<i>Metro</i>	148	140	93
<i>Urban</i>	55	52	43
<i>Semi-urban</i>	75	77	76
<i>Rural</i>	54	55	54
<b>Banking Outlets (BOs)</b>	228	226	199
<b>BC Branches (incl. BOs)</b>	1,013	993	847
<i>Of which RBL Finserve</i>	458	452	348
<b>ATMs</b>	376	341	369

Figures in circles refer to number of branches in given state/union territory



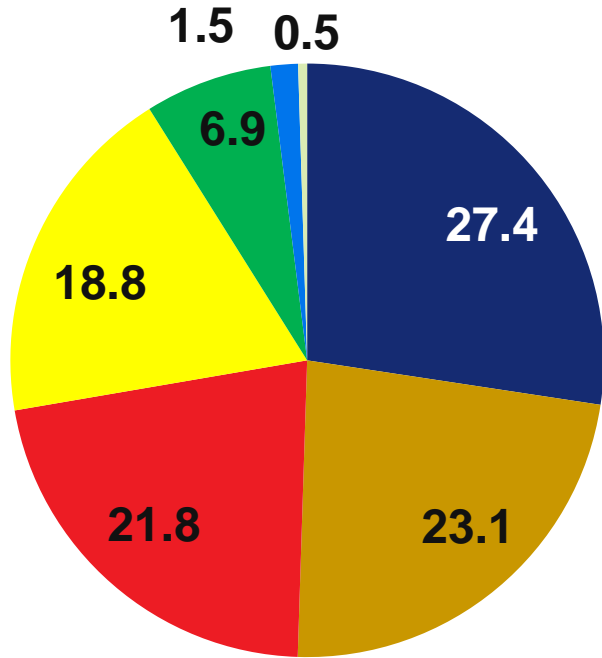


# Shareholding Pattern & Ratings



# Diversified Shareholding & Strong/Improving Rating Profile

— Shareholding by category (%) —

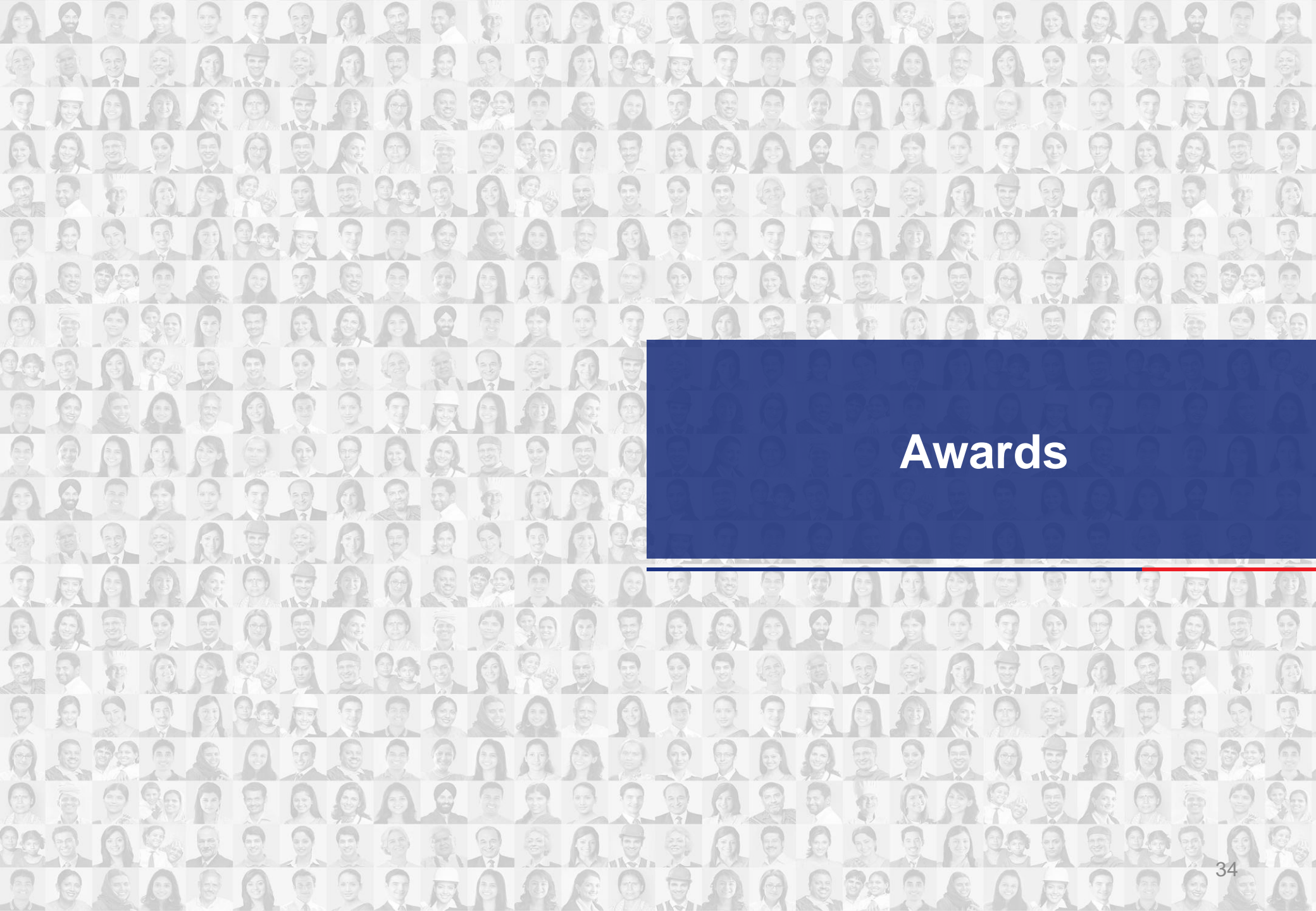


- Individual/HUFs
- Foreign Corporates
- VCF/MF/Pension Funds/Insurance
- FPI
- Body Corporates
- NRIs
- Others

Total Foreign holding – 41.9%.  
Approved limit – 74%

## Ratings

Instrument	Rating
Basel III compliant Tier II bonds	ICRA AA- hyb (Stable) CARE AA- (Stable)
Certificate of Deposits	ICRA A1+
Medium term fixed deposit programme	ICRA MAA (Stable)
Short term fixed deposit programme	ICRA A1+



# Awards

# Recent Awards



TransUnion<sup>tu</sup> CIBIL<sup>®</sup>

TransUnion CIBIL Awards

**BEST DATA QUALITY AWARD**

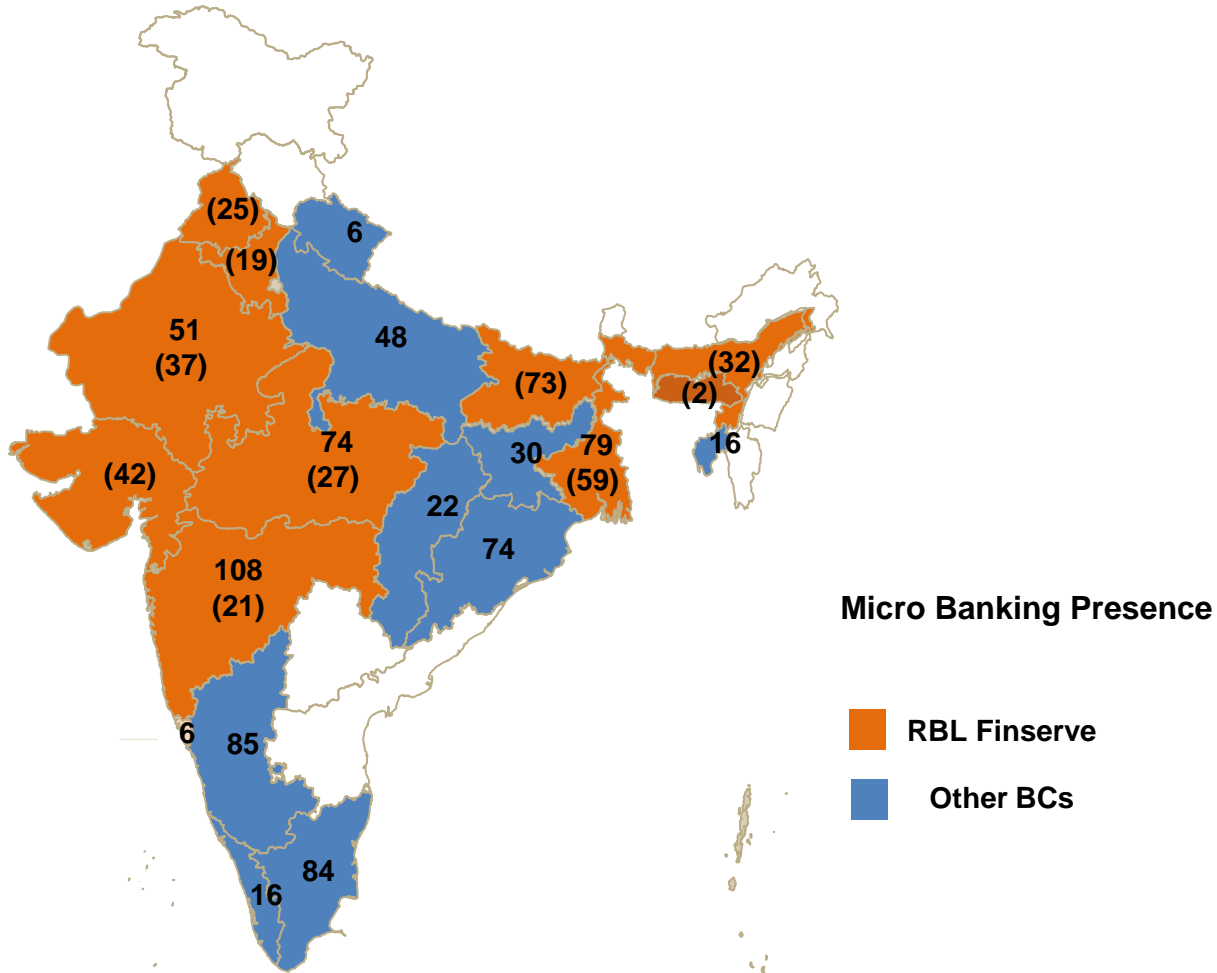
**2019**





# Microbanking Update

# Microbanking Distribution Network



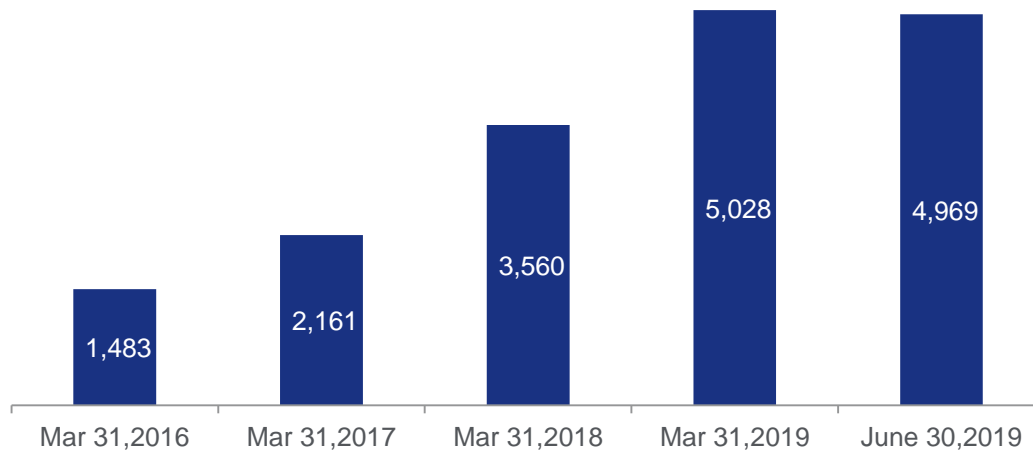
Figures in brackets refers to branches of RBL Finserve

State Name	% of Portfolio
Tamil Nadu	14%
Bihar	14%
Maharashtra	12%
Karnataka	9%
Odisha	7%
West Bengal	8%
Rajasthan	6%
Madhya Pradesh	5%
Gujarat	4%
Punjab	5%
Jharkhand	3%
Haryana	3%
Assam	3%
Chhattisgarh	2%
Uttarakhand	1%
Tripura	1%
Goa	1%
Kerala	1%
Uttar Pradesh	1%
Meghalaya	0.01%
Grand Total	100%



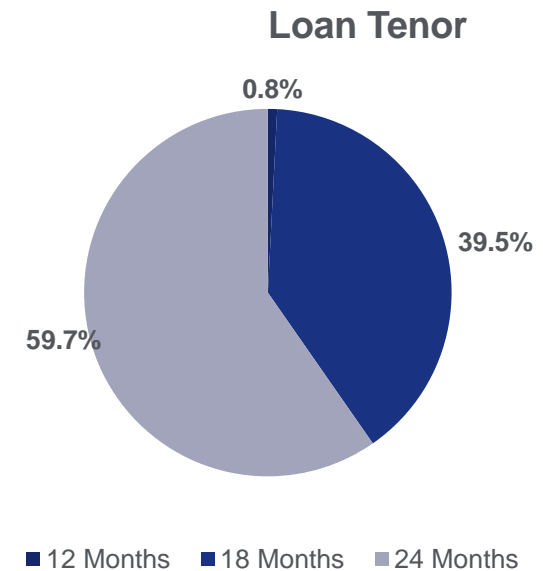
# Microbanking - Portfolio Growth

In Rs. crores



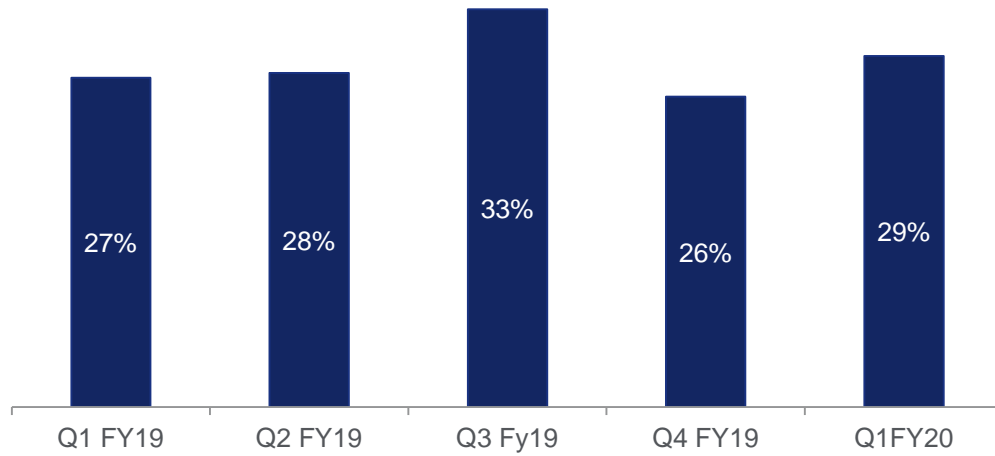
2.55 Mn active loan accounts

Portfolio Mix	As of June 30, 2019
RBL Finserve & Direct	54.3%
Other BCs	45.7%

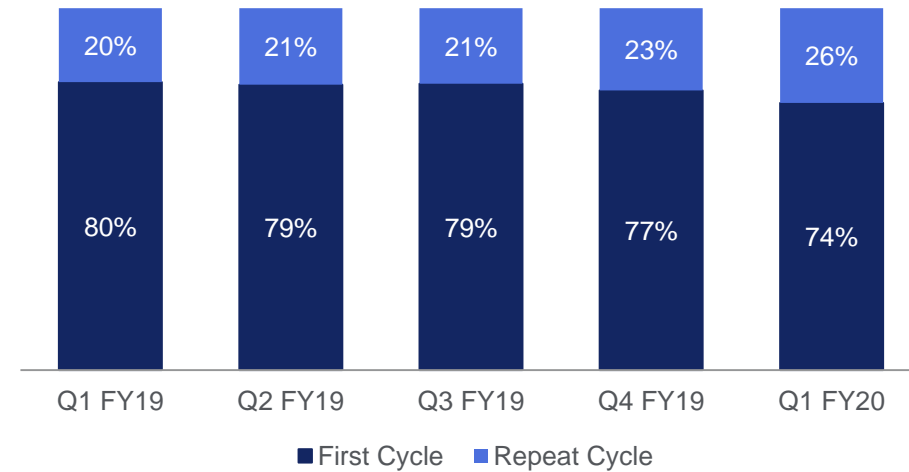


# Microbanking - Through the door Mix

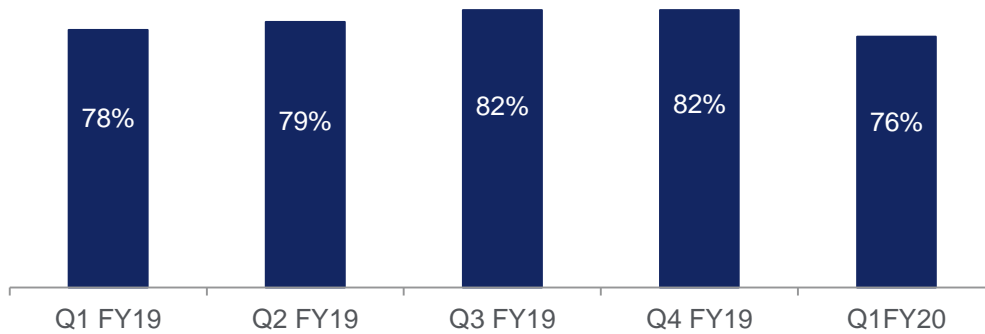
## Bureau Rejection Rate



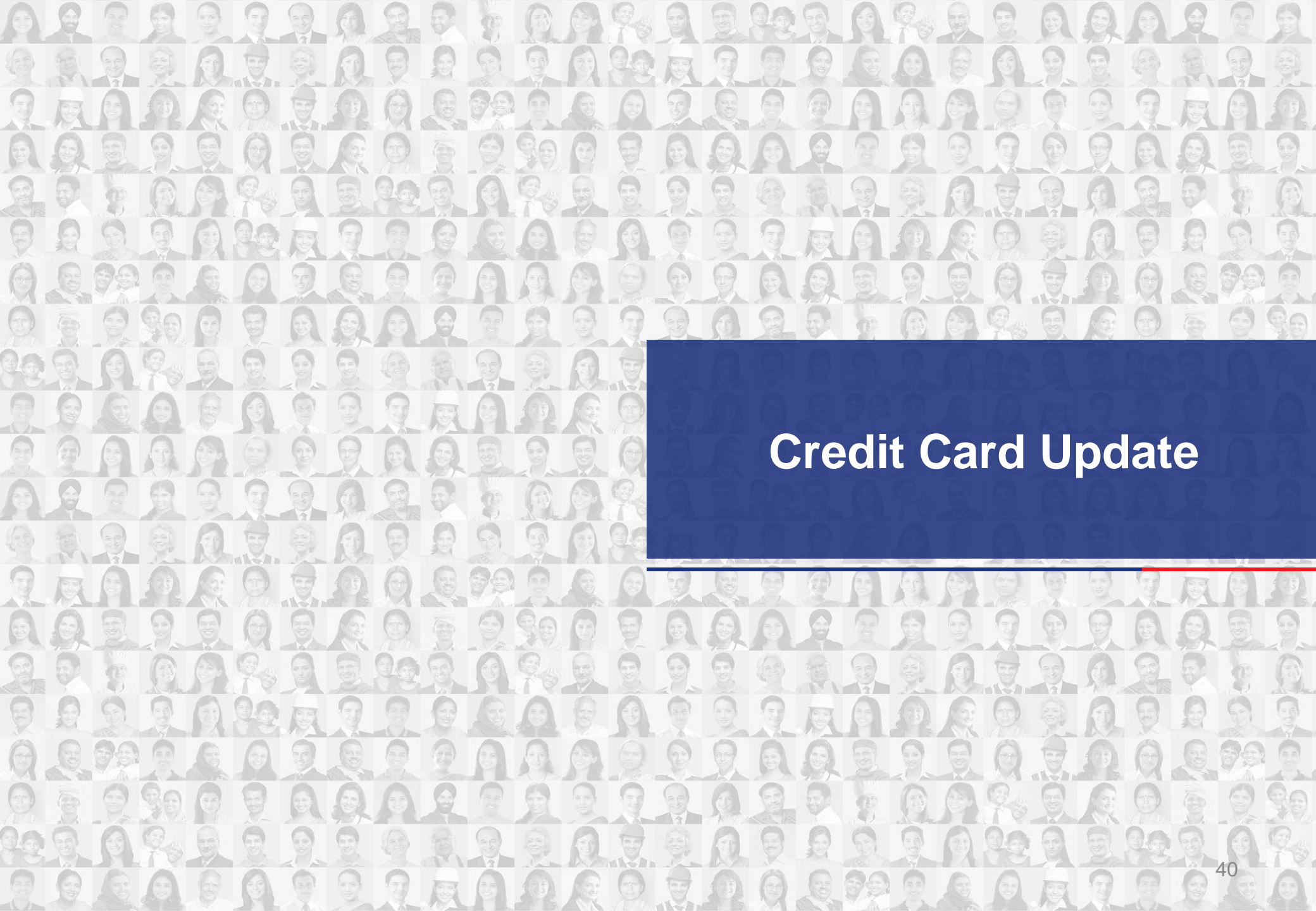
## Borrowing Cycle with RBL Bank



## Bureau Hit Rate



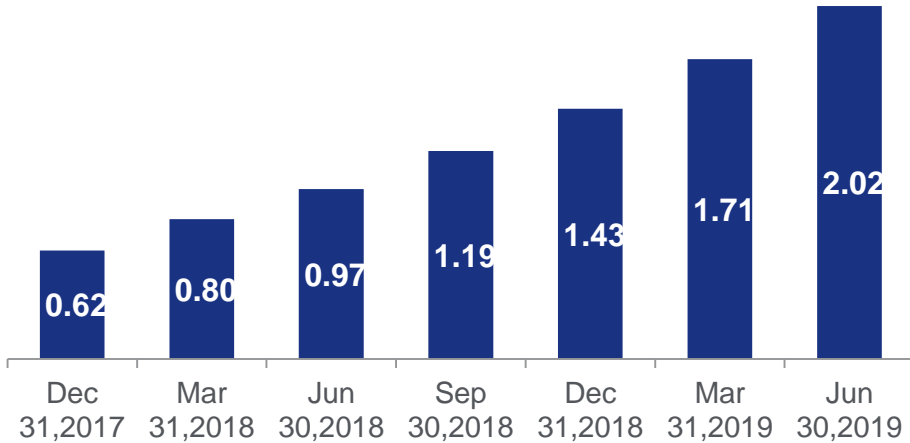
^ Hit Rate= % of loan application with matching records with Credit Bureau



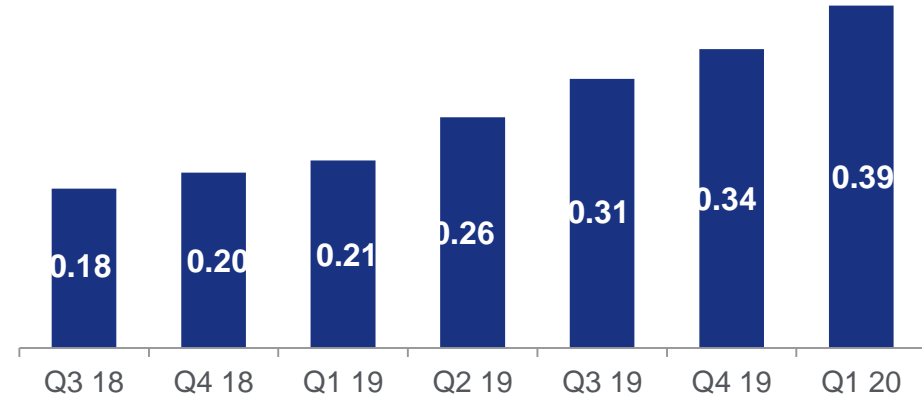
# Credit Card Update

# Credit Card Base Increasing Steadily

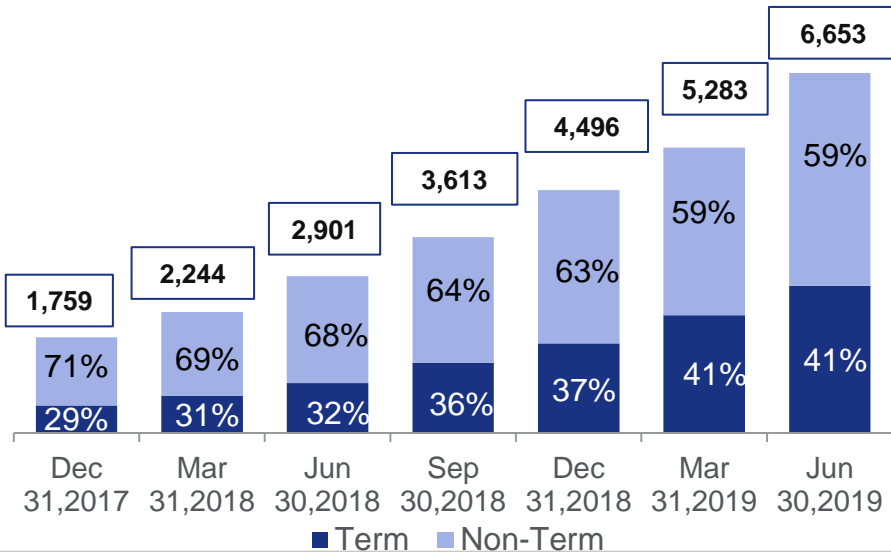
## Cards in Force ( In Mn)



## Card Additions ( In Mn)



## Advances Breakup (In Rs. Crore)



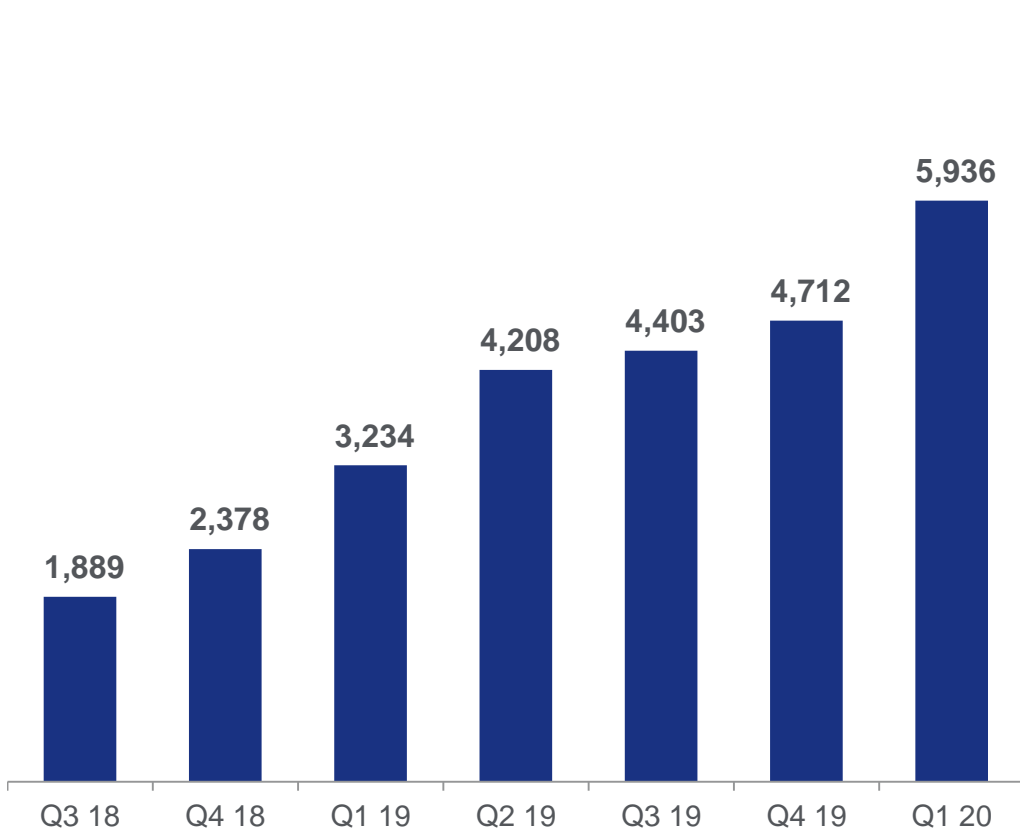
## Customer Metrics

Key Metrics	June 2019
Retail Spend Per Card*	Rs. 10,086
Balance per Card*	Rs. 34,082
Fee Income (as % of revenue)	49%
Geographical Concentration (Top 8 Cities vs. Others)	63% : 37%

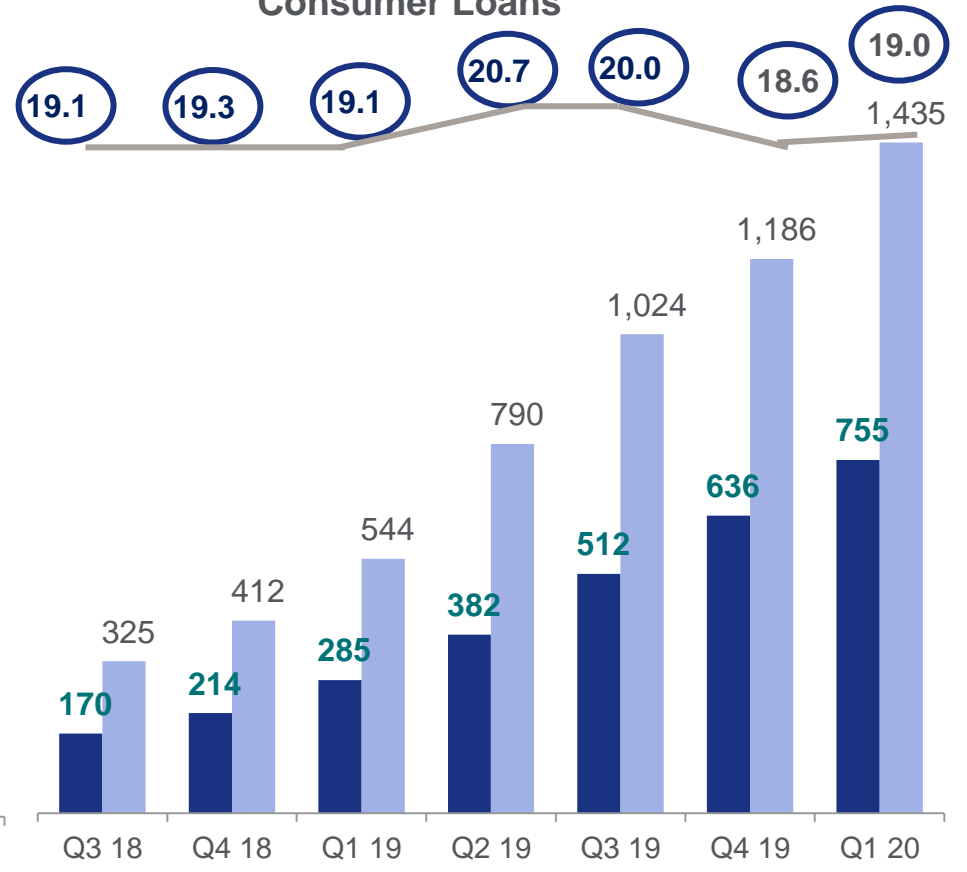
\* Does not include corporate card spends

# Credit Cards - Sticky Customer Spends

Total Spends (In Rs Crore)



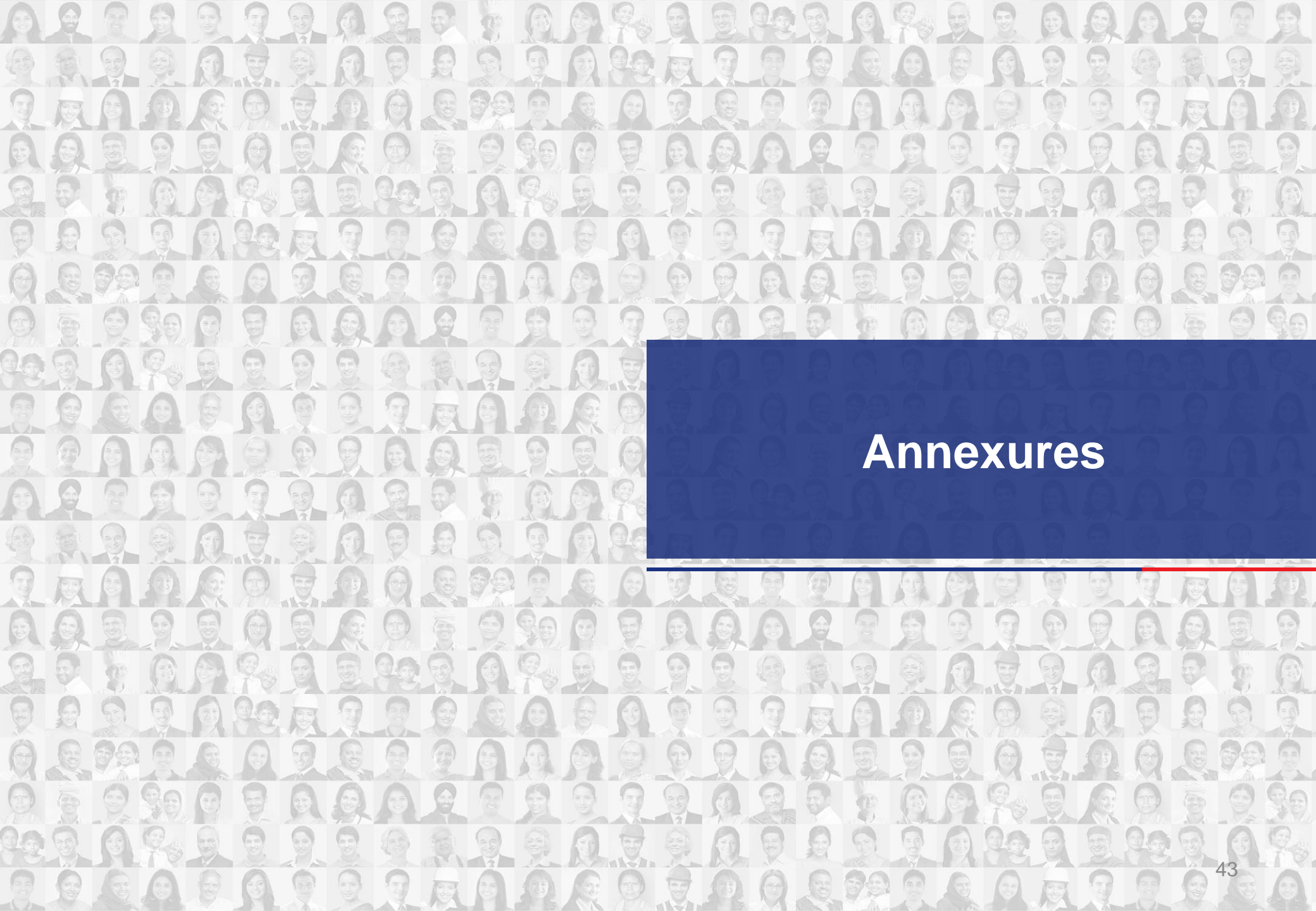
Consumer Loans



■ No. of Loans ('000)   
 ■ Loans Booked (Rs. Crore)  
 Average Ticket Size (Rs. 000)

**Conversion Of Spends Into Consumer Loans Provides Stability to Portfolio**





# Annexures

# Board of Directors



**Mr. Vishwavir Ahuja**

*Managing Director and CEO*

*Previously, Managing Director & Country Executive Officer of Bank of America for Indian Sub-continent*



**Mr. Prakash Chandra**

*Non – Executive Part Time Chairman*

*Previously, Chairman of Central Board of Direct Taxes (CBDT)*



**Mr. Rajeev Ahuja**

*Executive Director*

*Previously, associated with Citibank India, Bank of America, India and Bankers Trust Company*



**Mr. Sivanandhan Dhanushkodi**

*Independent Director*

*Currently, Part-Time Security Advisor to RBI*

*Previously, Director General of Police, Maharashtra*



**Mr. Jairaj Purandare**

*Independent Director*

*Previously, Regional Managing Partner of PWC*



**Mr. Ishan Raina**

*Independent Director*

*Previously, Founder of Out of Home (OOH) India, Associated with J. Walter Thompson (JWT) and Lintas Advertising*



**Mr. Palepu Sudhir Rao**

*Independent Director*

*Currently, Associated with a Number of Corporates including Aditya Birla Money Ltd and Radhakrishna Foodland Pvt Ltd*



**Mr. Vijay Mahajan**

*Non-Executive Director*

*Previously, Founder of Basix Social Enterprise Group*

# Professional and Experienced Leadership Team



**Mr. Vishwavir Ahuja**

*Managing Director and CEO*

*Managing Director & Country Executive Officer of Bank of America for Indian Sub-continent from 2007-2009*

(37)



**Mr. Rajeev Ahuja**

*Executive Director*

*Previously, associated with Citibank India, Bank of America, India and Bankers Trust Company*

(33)



**Mr. R. Gurumurthy**

*Head – Risk & Governance*

*Previously, associated with Standard Chartered Bank, Bank of America, Credit Lyonnais and State Bank of India with leadership roles in India and Asia-Pacific region*

(34)



**Mr. Andrew Gracias**

*Head - Financial Markets*

*Previously, associated with Bank of America and UBS*

(23)



**Mr. Brijesh Mehra**

*Head – Corporate, Institutional & Transaction Banking*

*Previously, Country Manager, Royal Bank of Scotland N.V. and prior to that associated with Grindlays Bank Public Limited Company*

(33)



**Mr. Jaideep Iyer**

*Head - Strategy*

*Previously, Group President and Deputy CFO – Yes Bank*

(21)



**Mr. Harjeet Toor**

*Head - Retail, Inclusion and Rural Business, Credit Cards, Retail and MSME Lending*

*Previously, associated with Bank of America, ABN AMRO Bank and Fullerton India Credit Company*

(25)



**Mr. Vincent Valladares**

*Head - Commercial Banking*

*Previously, Middle East Head – Commercial Banking, Citibank*

(21)



**Mr. Surinder Chawla**

*Head – Geography, Branch and Business Banking*

*Previously, associated with Standard Chartered Bank, ABN Amro Bank and HDFC Bank*

(27)



**Ms. Shanta Vallury Gandhi**

*Head - HR, CSR & Internal Branding*

*Previously, Vice President of Acquisitions and Partnerships Division in American Express Bank Ltd (Gurgaon)*

(27)

Figures in brackets are years of work experience in financial services

# Professional and Experienced Leadership Team (Contd.)



**Mr. Ramnath Krishnan**  
*Chief Risk Officer*  
*Previously, Country Chief Risk Officer , HSBC Malaysia Berhad*

(31)



**Mr. Pankaj Sharma**  
*Chief Operations Officer*  
*Previously, Head Retail Operations, Axis Bank*

(20)



**Mr. Mohit Kapoor**  
*Head - Legal*  
*Previously, associated with Hewitt Associates, Max New York Life, Citibank India*

(25)



**Mr. Bhavtaran Singh (Sunny) Uberai**  
*Head – Client Services*  
*Previously, associated with ABN Amro Bank and Arete Financial Partners, Singapore*

(34)



**Mr. Sankarson Banerjee**  
*Chief Information Officer*  
*Previously, Chief Technology Officer , National Stock Exchange*

(23)



**Ms. Neeta Mukerji**  
*Chief Credit Officer*  
*Previously, associated with ICICI Bank, Asset Reconstruction Company (India) and GE Capital*

(30)

Figures in brackets are years of work experience in financial services



# Profit & Loss Statement

Particulars	Q1 FY20	Q1 FY19	Q4 FY19	FY19
<b>Income</b>				
Interest Earned	2,023	1,364	1,834	6,301
Interest Expended	1,205	812	1,095	3,761
<b>Net Interest Income</b>	<b>817</b>	<b>553</b>	<b>739</b>	<b>2,539</b>
Other Income	481	326	409	1,442
<b>Total Income</b>	<b>1,299</b>	<b>879</b>	<b>1,148</b>	<b>3,982</b>
<b>Expenditure</b>				
<b>Operating Expenses</b>	<b>680</b>	<b>446</b>	<b>588</b>	<b>2,042</b>
Employee Cost	185	153	168	636
Premises Cost	49	37	40	154
Depreciation	31	26	38	122
Other Operating Expenses	415	231	342	1,130
<b>Operating Profit</b>	<b>619</b>	<b>432</b>	<b>560</b>	<b>1,940</b>
<b>Provisions</b>	<b>213</b>	<b>140</b>	<b>200</b>	<b>641</b>
On advances	201	101	157	523
On others	12	39	43	117
<b>Profit Before Tax</b>	<b>406</b>	<b>292</b>	<b>360</b>	<b>1,299</b>
<b>Tax</b>	<b>139</b>	<b>102</b>	<b>113</b>	<b>432</b>
<b>Profit After Tax</b>	<b>267</b>	<b>190</b>	<b>247</b>	<b>867</b>



# Balance Sheet Statement

Particulars	June 30, 2019	March 31, 2019	June 30, 2018
<b><u>Liabilities</u></b>			
Capital	428	427	421
Reserves and Surplus	7,409	7,121	6,469
Deposits	60,811	58,394	44,950
Borrowings	12,284	11,832	8,564
Other Liabilities	3,113	2,585	2,159
<b>Total</b>	<b>84,045</b>	<b>80,359</b>	<b>62,563</b>
<b><u>Assets</u></b>			
Cash & Balances with RBI	3,374	4,840	2,854
Balances with other banks	4,327	1,763	1,188
Investments (Net)	16,639	16,840	14,241
Advances (Net)	56,837	54,308	42,198
Fixed and Other Assets	2,869	2,608	2,082
<b>Total</b>	<b>84,045</b>	<b>80,359</b>	<b>62,563</b>

# Consolidated Profit & Loss Statement

Particulars	Q1 FY20	Q1 FY19	Q4 FY19	FY19
<b><u>Income</u></b>				
Interest Earned	2,083	1,364	1,834	6,302
Interest Expended	1,205	811	1,095	3,761
<b>Net Interest Income</b>	<b>878</b>	<b>553</b>	<b>739</b>	<b>2,541</b>
Other Income	484	326	409	1,441
<b>Total Income</b>	<b>1,362</b>	<b>879</b>	<b>1,148</b>	<b>3,982</b>
<b><u>Expenditure</u></b>				
<b>Operating Expenses</b>	<b>744</b>	<b>437</b>	<b>603</b>	<b>2,044</b>
Employee Cost	227	173	208	752
Premises Cost	59	40	49	191
Depreciation	32	26	39	126
Other Operating Expenses	426	198	307	975
<b>Operating Profit</b>	<b>617</b>	<b>442</b>	<b>545</b>	<b>1,939</b>
<b>Provisions</b>	<b>213</b>	<b>140</b>	<b>200</b>	<b>641</b>
On advances	201	101	157	523
On others	12	39	43	117
<b>Profit Before Tax</b>	<b>404</b>	<b>302</b>	<b>345</b>	<b>1,298</b>
<b>Tax</b>	<b>139</b>	<b>102</b>	<b>117</b>	<b>436</b>
<b>Profit After Tax</b>	<b>265</b>	<b>200</b>	<b>228</b>	<b>861</b>

# Consolidated Balance Sheet Statement

Particulars	June 30, 2019	March 31, 2019	June 30, 2018
<b><u>Liabilities</u></b>			
Capital	428	427	421
Reserves and Surplus	7,395	7,108	6,471
Deposits	60,807	58,358	44,931
Borrowings	12,284	11,832	8,564
Other Liabilities	3,139	2,673	2,194
<b>Total</b>	<b>84,053</b>	<b>80,398</b>	<b>62,582</b>
<b><u>Assets</u></b>			
Goodwill on Consolidation	41	41	41
Cash & Balances with RBI	3,374	4,840	2,856
Balances with other banks	4,336	1,809	1,207
Investments (Net)	16,543	16,745	14,145
Advances (Net)	56,837	54,308	42,198
Fixed and Other Assets	2,923	2,655	2,134
<b>Total</b>	<b>84,053</b>	<b>80,398</b>	<b>62,582</b>

# Our Recent History

Particulars	FY 11	FY 12	FY 13	FY 14	FY 15	FY 16	FY 17	FY 18	FY19	Q1 FY20
Net Worth	1,075	1,131	1,594	2,012	2,224	2,960	4,242	6,544	7,336	7,574
Deposits	2,042	4,739	8,341	11,599	17,099	24,349	34,588	43,902	58,394	60,811
Advances (Net)	1,905	4,132	6,376	9,835	14,450	21,229	29,449	40,268	54,308	56,837
Investments (Net)	892	2,334	5,571	6,518	9,792	14,436	13,482	15,448	16,840	16,639
Net Profit	12	66	92	93	207	292	446	635	867	267
CRAR (%)	56.4	23.2	17.1	14.6	13.1	12.9	13.7	15.3	13.5	12.4
Gross NPA (%)	1.12	0.80	0.40	0.79	0.77	0.98	1.20	1.4	1.38	1.38
Net NPA (%)	0.36	0.20	0.11	0.31	0.27	0.59	0.64	0.78	0.69	0.65
Business per employee	4.4	6.7	7.9	7.7	9.1	11.8	13.1	15.9	19.3	18.5
No. of employees	907	1,328	1,859	2,798	3,465	3,872	4,902	5,300	5,843	6,359
Return on Assets (%)	0.53	1.33	1.05	0.66	1.02	0.98	1.08	1.21	1.27	1.31
Return on Equity (%)	1.7	5.9	6.73	5.44	9.58	11.32	11.67	10.95	12.15	13.78

# Thank you

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