March 14, 2020

BSE Limited
Corporate Relations Department
P.J. Towers, Dalal Street
Mumbai – 400 001
BSE Scrip Code: 532648

National Stock Exchange of India Limited
Exchange Plaza,
Plot no. C/1, G Block,
Bandra - Kurla Complex, Bandra (E)
Mumbai - 400 051
NSE Symbol: YESBANK

Sub.: Press release and Investor Presentation

Please find enclosed press release and Investor Presentation on the Financial Results for the quarter and nine months ended December 31, 2019.

We request you to kindly take the same on your records.

Thanking you,

Yours faithfully,

For YES BANK LIMITED

Shivanand R. Shettigar
Group Company Secretary

Encl: As above
Updates on Recent Developments

- As per the “Yes Bank Limited Reconstruction Scheme, 2020” notified by the Government of India in its Gazette dated 13th March, 2020:
  - State Bank of India (SBI) shall hold up to 49% stake with a minimum of 26% over next 3 years
  - Moratorium shall cease to have effect from 18:00 hours on Wednesday, 18th March, 2020
  - Board of Directors will be reconstituted within 7 days from cessation of moratorium with
    - Mr. Prashant Kumar, as CEO & Managing Director
    - Mr. Sunil Mehta as Non-Executive Chairman
    - Mr. Mahesh Krishnamurthy as Non-Executive Director
    - Mr. Atul Bheda as Non-Executive Director
  - In addition SBI will appoint 2 Officers as Directors and RBI may appoint one or more Directors
- Equity Capital raise of ₹10,000 Crores pursuant to allotment of shares to State Bank of India and other investors under the Reconstruction Scheme

Financial Highlights of Q3FY20

- Significant increase in Provision Coverage to 72.7% from 43.1% last quarter, despite elevated slippages
  - GNPA of 18.87% - ₹40,709 Crores
  - NNPA of 5.97% - ₹11,115 Crores
- The Bank registered a Net Loss of ₹18,560 Crores during Q3FY20
- Net Interest Income (NII) at ₹1,065 Crores, significantly impacted by elevated slippages
- Net Interest Margin (NIM) at 1.4%: majorly impacted due to slippages during the quarter
- Non-Interest income for Q3FY20 at ₹626 Crores, declined 30% y-o-y; Retail Banking fees, within the Non-Interest Income however grew 8% y-o-y aided by sustained momentum in Digital Banking revenue streams
- Deposits at ₹1,65,755 Crores declined 26% y-o-y; CASA ratio at 32.1% in Q3FY20 vs. 30.8% in Q2FY20; CASA + Retail TDs at 63.0% in Q3FY20 vs. 60.3% last quarter
- Net Advances at ₹1,86,099 Crores declined 24% y-o-y and 17% on sequential basis; Retail Advances grew 11% y-o-y to account for 22.2% of advances vs. 15.2% in Q3FY19

ABOUT YES BANK
YES BANK, is a high quality, customer centric and service driven Bank. Since inception in 2004, YES BANK has grown into a ‘Full Service Commercial Bank’ providing a complete range of products, services and technology driven digital offerings, catering to corporate, MSME & retail customers. YES BANK operates its Investment banking, Merchant banking & Brokerage businesses through YES SECURITIES and its Mutual Fund business through YES Asset Management (India) Limited, both wholly owned subsidiaries of the Bank. Headquartered in Mumbai, it has a pan-India presence across all 28 states and 9 Union Territories in India including an IBU at GIFT City, and a Representative Office in Abu Dhabi.

For further information, please contact:
YES BANK
Swati Singh
Email: swati.singh6@yesbank.in
Financial Highlights from Q3FY20 Results:

<table>
<thead>
<tr>
<th>P &amp; L Highlights</th>
<th>Q3FY20</th>
<th>Q3FY19</th>
<th>Growth % (y-o-y)</th>
<th>Q2FY20</th>
<th>Growth % (q-o-q)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Interest Income</td>
<td>1,065</td>
<td>2,666</td>
<td>-60.1%</td>
<td>2,186</td>
<td>-51.3%</td>
</tr>
<tr>
<td>Non-Interest Income</td>
<td>626</td>
<td>891</td>
<td>-29.8%</td>
<td>946</td>
<td>-33.9%</td>
</tr>
<tr>
<td>Total Net Income</td>
<td>1,690</td>
<td>3,557</td>
<td>-52.5%</td>
<td>3,132</td>
<td>-46.0%</td>
</tr>
<tr>
<td>Operating Profit/ (Loss)</td>
<td>(6)</td>
<td>1,990</td>
<td>NM</td>
<td>1,458</td>
<td>NM</td>
</tr>
<tr>
<td>Provision</td>
<td>24,766</td>
<td>550</td>
<td>4401.0%</td>
<td>1,336</td>
<td>1753.4%</td>
</tr>
<tr>
<td>Profit / (Loss) Before Tax</td>
<td>(24,772)</td>
<td>1,440</td>
<td>NM</td>
<td>122</td>
<td>NM</td>
</tr>
<tr>
<td>Profit / (Loss) after Tax</td>
<td>(18,560)</td>
<td>1,002</td>
<td>NM</td>
<td>(600)</td>
<td>NM</td>
</tr>
<tr>
<td>Basic EPS (₹)</td>
<td>72.8</td>
<td>4.3</td>
<td>NM</td>
<td>(2.5)</td>
<td>NM</td>
</tr>
</tbody>
</table>

**Key P & L Ratios**

<table>
<thead>
<tr>
<th>Item</th>
<th>Q3FY20</th>
<th>Q3FY19</th>
<th>Growth % (y-o-y)</th>
<th>Q2FY20</th>
<th>Growth % (q-o-q)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Return on Assets*</td>
<td>-23.3%</td>
<td>1.1%</td>
<td></td>
<td>-0.7%</td>
<td></td>
</tr>
<tr>
<td>Return on Equity*</td>
<td>-100.3%</td>
<td>14.4%</td>
<td></td>
<td>-8.8%</td>
<td></td>
</tr>
<tr>
<td>NIM</td>
<td>1.4%</td>
<td>3.3%</td>
<td></td>
<td>2.7%</td>
<td></td>
</tr>
<tr>
<td>Cost to Income Ratio</td>
<td>100.4%</td>
<td>44.0%</td>
<td></td>
<td>53.4%</td>
<td></td>
</tr>
<tr>
<td>Non-Interest Income to Total Income</td>
<td>37.0%</td>
<td>25.0%</td>
<td></td>
<td>30.2%</td>
<td></td>
</tr>
</tbody>
</table>

**Balance Sheet Highlights**

<table>
<thead>
<tr>
<th>(₹ in Crores)</th>
<th>31-Dec-19</th>
<th>Pro-forma post Capital Infusion*</th>
<th>31-Dec-18</th>
<th>30-Sep-19</th>
</tr>
</thead>
<tbody>
<tr>
<td>Advances</td>
<td>186,099</td>
<td></td>
<td>243,885</td>
<td>224,505</td>
</tr>
<tr>
<td>Deposits</td>
<td>165,755</td>
<td></td>
<td>222,758</td>
<td>209,497</td>
</tr>
<tr>
<td>Shareholders’ funds</td>
<td>9,218</td>
<td>25,529*</td>
<td>28,403</td>
<td>27,790</td>
</tr>
<tr>
<td>Total Capital Funds</td>
<td>25,218</td>
<td>34,196*</td>
<td>53,273</td>
<td>51,030</td>
</tr>
<tr>
<td>Total Balance Sheet</td>
<td>290,985</td>
<td></td>
<td>3,739,812</td>
<td>346,576</td>
</tr>
</tbody>
</table>

**Key Balance Sheet Ratios**

<table>
<thead>
<tr>
<th>Item</th>
<th>31-Dec-19</th>
<th>30-Sep-19</th>
</tr>
</thead>
<tbody>
<tr>
<td>Capital Adequacy^</td>
<td>4.1%</td>
<td>13.6%*</td>
</tr>
<tr>
<td>CET I Ratio^</td>
<td>0.6%</td>
<td>7.6%*</td>
</tr>
<tr>
<td>Tier I Ratio^</td>
<td>2.1%</td>
<td>7.8%*</td>
</tr>
<tr>
<td>Book Value per share (₹)</td>
<td>36.1</td>
<td>122.8</td>
</tr>
<tr>
<td>Gross NPA</td>
<td>18.87%</td>
<td>2.10%</td>
</tr>
<tr>
<td>Net NPA</td>
<td>5.97%</td>
<td>1.18%</td>
</tr>
<tr>
<td>Provision Coverage Ratio</td>
<td>72.7%</td>
<td>47.8%</td>
</tr>
<tr>
<td>Restructured Advances %</td>
<td>0.09% (₹ 184 Cr)</td>
<td>0.09% (₹ 184 Cr)</td>
</tr>
<tr>
<td>Security Receipts (Net) %</td>
<td>0.72% (₹ 1,556 Cr)</td>
<td>0.71% (₹ 1,556 Cr)</td>
</tr>
<tr>
<td>CASA Ratio</td>
<td>32.1%</td>
<td>33.3%</td>
</tr>
<tr>
<td>LCR</td>
<td>74.6%</td>
<td>102.3%</td>
</tr>
</tbody>
</table>

# Annualized

* After considering capital infusion of ₹10,000 Crores and write down of Basel III compliant AT1 Bonds aggregating to ₹8,415 Crores

^AT I ratio and Tier II ratio are capped at 1.5% and 2.0% respectively if CET I ratio is below regulatory requirements of 7.375%

NM: Not Measurable
INVESTOR PRESENTATION

Update on Recent Developments & Q3FY20 Results
Table of Contents

1. Recent Developments
2. Financial and Business Performance
3. Capital Adequacy
4. Asset Quality
5. Human Capital Management
6. Digital Journey
7. Sustainability & Recognition
Recent Developments
As per the “Yes Bank Limited Reconstruction Scheme, 2020” notified by the Government of India in its Gazette dated 13th March, 2020:

- **State Bank of India (SBI)** shall hold up to **49%** stake with a minimum of **26%** over next 3 years

- **Moratorium** shall **cease** to have effect from **18:00 hours on Wednesday, 18th March, 2020**

- **Board** of Directors will be **reconstituted within 7 days** from cessation of moratorium with
  - Mr. Prashant Kumar, as CEO & Managing Director
  - Mr. Sunil Mehta as Non- Executive Chairman
  - Mr. Mahesh Krishnamurthy as Non- Executive Director
  - Mr. Atul Bheda as Non- Executive Director

- Equity Capital raise of **INR 10,000 Crores** pursuant to allotment of shares to State Bank of India and other investors under the Reconstruction Scheme
Key Themes in the Near Term

- Focus on deposit mobilization
- Focus on Retail Loans including MSME
- Resolution of Stressed Assets to be accelerated
- Cost optimization
- Maintaining Digital Leadership would remain a focus area
Financial & Business Performance
# Financial Performance – At a Glance

## Income Statement

<table>
<thead>
<tr>
<th>Income Statement</th>
<th>Quarter Ended</th>
<th>9 Months Ended</th>
<th>Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Q3FY20</td>
<td>Q2FY20</td>
<td>Q3FY19</td>
</tr>
<tr>
<td>Net interest income</td>
<td>1,065*</td>
<td>2,186</td>
<td>2,666</td>
</tr>
<tr>
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<td>626</td>
<td>946</td>
<td>891</td>
</tr>
<tr>
<td>Total income</td>
<td>1,690</td>
<td>3,132</td>
<td>3,557</td>
</tr>
<tr>
<td>Operating expense</td>
<td>1,697</td>
<td>1,673</td>
<td>1,567</td>
</tr>
<tr>
<td>Human Resource Cost</td>
<td>640</td>
<td>659</td>
<td>625</td>
</tr>
<tr>
<td>Other Operating Expenses</td>
<td>1,057</td>
<td>1,014</td>
<td>942</td>
</tr>
<tr>
<td>Operating profit / (loss)</td>
<td>(6)</td>
<td>1,458</td>
<td>1,990</td>
</tr>
<tr>
<td>Provisions</td>
<td>24,766</td>
<td>1,336</td>
<td>550</td>
</tr>
<tr>
<td>Net Profit/ (Loss)</td>
<td>(18,560)</td>
<td>(600)</td>
<td>1,002</td>
</tr>
</tbody>
</table>

| Yield on Advances                     | 8.4%          | 9.8%           | 10.2%          | 9.4%   | 10.1%  | (70) bps          | (137) bps          | (182) bps          |
| Cost of Funds                         | 6.6%          | 6.7%           | 6.5%           | 6.7%   | 6.4%   | 29 bps            | (17) bps           | 1 bps              |
| Cost of Deposits                      | 6.4%          | 6.7%           | 6.6%           | 6.6%   | 6.5%   | 14 bps            | (27) bps           | (23) bps           |
| NIM                                   | 1.4%          | 2.7%           | 3.3%           | 2.3%   | 3.3%   | (96) bps          | (134) bps          | (186) bps          |
| Cost to income                        | 100.4%        | 53.4%          | 44.0%          | 59.3%  | 40.0%  | 1,923 bps         | 4,695 bps          | 5,633 bps          |

* Negative impact on NII due to higher slippages during the Quarter and reversal of Accrued interest.

NM: Not Measurable
## Non Interest Income Break Up

<table>
<thead>
<tr>
<th></th>
<th>Q3FY20</th>
<th>Q2FY20</th>
<th>Q3FY19</th>
<th>9MFY20</th>
<th>9MFY19</th>
<th>9MFY20 over 9MFY19</th>
<th>Q3FY20 over Q2FY20</th>
<th>Q3FY20 over Q3FY19</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Non Interest Income</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Corporate Trade &amp; Cash Management</td>
<td>626</td>
<td>946</td>
<td>889</td>
<td>2,844</td>
<td>4,043</td>
<td>-30%</td>
<td>-34%</td>
<td>-30%</td>
</tr>
<tr>
<td>Forex, Debt Capital Markets &amp; Securities</td>
<td>138</td>
<td>165</td>
<td>224</td>
<td>502</td>
<td>652</td>
<td>-23%</td>
<td>-16%</td>
<td>-38%</td>
</tr>
<tr>
<td>Of Which P&amp;L on Sale of Investments</td>
<td>8</td>
<td>386</td>
<td>(160)</td>
<td>1,050</td>
<td>522</td>
<td>101%</td>
<td>-98%</td>
<td>NM</td>
</tr>
<tr>
<td>Corporate Banking Fees</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Retail Banking Fees</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Trade &amp; Remittance</td>
<td>91</td>
<td>-</td>
<td>472</td>
<td>153</td>
<td>1823</td>
<td>-92%</td>
<td>NM</td>
<td>-81%</td>
</tr>
<tr>
<td>Facility / Processing Fee</td>
<td>62</td>
<td>63</td>
<td>81</td>
<td>193</td>
<td>221</td>
<td>-13%</td>
<td>-3%</td>
<td>-24%</td>
</tr>
<tr>
<td>Third Party Sales</td>
<td>23</td>
<td>24</td>
<td>24</td>
<td>67</td>
<td>72</td>
<td>-6%</td>
<td>-2%</td>
<td>-3%</td>
</tr>
<tr>
<td>Interchange Income</td>
<td>148</td>
<td>125</td>
<td>51</td>
<td>387</td>
<td>195</td>
<td>99%</td>
<td>18%</td>
<td>188%</td>
</tr>
<tr>
<td>General Banking Fees</td>
<td>55</td>
<td>67</td>
<td>60</td>
<td>179</td>
<td>168</td>
<td>7%</td>
<td>-18%</td>
<td>-10%</td>
</tr>
</tbody>
</table>
# Operating Expenses

<table>
<thead>
<tr>
<th>Payments to and provisions for employees</th>
<th>31-Dec-19</th>
<th>30-Sep-19</th>
<th>31-Dec-18</th>
<th>9MFY20</th>
<th>9MFY19</th>
<th>9MFY20 over 9MFY19</th>
<th>Q3FY20 over Q2FY20</th>
<th>Q3FY20 over Q3FY19</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>640</td>
<td>659</td>
<td>625</td>
<td>1,961</td>
<td>1,810</td>
<td>8.3%</td>
<td>-2.9%</td>
<td>2.4%</td>
</tr>
<tr>
<td>Rent, taxes and lighting</td>
<td>117</td>
<td>112</td>
<td>113</td>
<td>341</td>
<td>337</td>
<td>1.3%</td>
<td>4.8%</td>
<td>3.2%</td>
</tr>
<tr>
<td>DSA expenses</td>
<td>110</td>
<td>115</td>
<td>131</td>
<td>365</td>
<td>331</td>
<td>10.4%</td>
<td>-4.1%</td>
<td>-16.0%</td>
</tr>
<tr>
<td>GST expenses</td>
<td>88</td>
<td>86</td>
<td>66</td>
<td>251</td>
<td>193</td>
<td>30.3%</td>
<td>1.8%</td>
<td>34.1%</td>
</tr>
<tr>
<td>Depreciation on Bank's property</td>
<td>85</td>
<td>85</td>
<td>73</td>
<td>252</td>
<td>220</td>
<td>14.3%</td>
<td>-0.8%</td>
<td>16.1%</td>
</tr>
<tr>
<td>IT related expenses</td>
<td>73</td>
<td>81</td>
<td>79</td>
<td>228</td>
<td>226</td>
<td>0.8%</td>
<td>-10.0%</td>
<td>-7.7%</td>
</tr>
<tr>
<td>Professional fees &amp; commission</td>
<td>68</td>
<td>72</td>
<td>55</td>
<td>194</td>
<td>191</td>
<td>1.7%</td>
<td>-4.8%</td>
<td>23.4%</td>
</tr>
<tr>
<td>PSLC Purchases</td>
<td>58</td>
<td>58</td>
<td>48</td>
<td>121</td>
<td>82</td>
<td>48.0%</td>
<td>0.0%</td>
<td>19.9%</td>
</tr>
<tr>
<td>Insurance</td>
<td>52</td>
<td>54</td>
<td>53</td>
<td>162</td>
<td>151</td>
<td>7.6%</td>
<td>-3.5%</td>
<td>-0.9%</td>
</tr>
<tr>
<td>Others</td>
<td>406</td>
<td>352</td>
<td>324</td>
<td>1,089</td>
<td>1,010</td>
<td>7.8%</td>
<td>15.4%</td>
<td>25.4%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>1,697</strong></td>
<td><strong>1,673</strong></td>
<td><strong>1,567</strong></td>
<td><strong>4,965</strong></td>
<td><strong>4,550</strong></td>
<td><strong>9.1%</strong></td>
<td><strong>1.4%</strong></td>
<td><strong>8.3%</strong></td>
</tr>
</tbody>
</table>
## Provisions and P&L

<table>
<thead>
<tr>
<th></th>
<th>Q3FY20</th>
<th>Q2FY20</th>
<th>Q3FY19</th>
<th>9MFY20</th>
<th>9MFY19</th>
<th>9MFY20 over 9MFY19</th>
<th>Q3FY20 over Q2FY20</th>
<th>Q3FY20 over Q3FY19</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating Profit</td>
<td>(6)</td>
<td>1,458</td>
<td>1,990</td>
<td>3,411</td>
<td>6,812</td>
<td>49.9%</td>
<td>NM</td>
<td>NM</td>
</tr>
<tr>
<td>Provision for taxation</td>
<td>(6,212)</td>
<td>722</td>
<td>438</td>
<td>(5,428)</td>
<td>1,469</td>
<td>469.6%</td>
<td>NM</td>
<td>NM</td>
</tr>
<tr>
<td>Provision for investments</td>
<td>2,239</td>
<td>(202)</td>
<td>(21)</td>
<td>3,146</td>
<td>440</td>
<td>615.5%</td>
<td>NM</td>
<td>NM</td>
</tr>
<tr>
<td>Provision for standard advances</td>
<td>(182)</td>
<td>(758)</td>
<td>60</td>
<td>(2,377)</td>
<td>251</td>
<td>-1045.8%</td>
<td>NM</td>
<td>NM</td>
</tr>
<tr>
<td>Provision/write off for non performing advances</td>
<td>22,328</td>
<td>2,214</td>
<td>507</td>
<td>26,706</td>
<td>1,297</td>
<td>1959.8%</td>
<td>908.3%</td>
<td>4299.9%</td>
</tr>
<tr>
<td>Other Provisions</td>
<td>380</td>
<td>82</td>
<td>4</td>
<td>411</td>
<td>128</td>
<td>220.6%</td>
<td>364.5%</td>
<td>9907.4%</td>
</tr>
<tr>
<td>Total Provisions</td>
<td>18,554</td>
<td>2,059</td>
<td>989</td>
<td>22,458</td>
<td>3,585</td>
<td>526.5%</td>
<td>801.3%</td>
<td>1777.0%</td>
</tr>
<tr>
<td>Net Profit</td>
<td>(18,560)</td>
<td>(600)</td>
<td>1,002</td>
<td>(19,047)</td>
<td>3,227</td>
<td>NM</td>
<td>NM</td>
<td>NM</td>
</tr>
</tbody>
</table>

### Return on assets
-23.3%  -0.7%  1.1%  -7.6%  1.3%

### Return on equity
-100.3%  -8.8%  14.4%  -140.5%  15.9%

### Earnings per share - basic (annualized)
(72.8)  (2.5)  4.3  (78.2)  18.6

NM: Not Measurable
Balance Sheet

<table>
<thead>
<tr>
<th></th>
<th>31-Dec-19</th>
<th>30-Sep-19</th>
<th>31-Dec-18</th>
<th>Growth %</th>
<th>Growth %</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>(Y-o-Y)</td>
<td>(Q-o-Q)</td>
</tr>
<tr>
<td>Assets</td>
<td>290,985</td>
<td>346,576</td>
<td>373,981</td>
<td>-22%</td>
<td>-16%</td>
</tr>
<tr>
<td>Advances</td>
<td>186,099</td>
<td>224,505</td>
<td>243,885</td>
<td>-24%</td>
<td>-17%</td>
</tr>
<tr>
<td>Investments</td>
<td>61,319</td>
<td>67,340</td>
<td>83,018</td>
<td>-26%</td>
<td>-9%</td>
</tr>
<tr>
<td>Liabilities</td>
<td>290,985</td>
<td>346,576</td>
<td>373,981</td>
<td>-22%</td>
<td>-16%</td>
</tr>
<tr>
<td>Shareholders’ Funds</td>
<td>9,218</td>
<td>27,790</td>
<td>28,403</td>
<td>-68%</td>
<td>-67%</td>
</tr>
<tr>
<td>Total Capital Funds</td>
<td>25,218</td>
<td>51,030</td>
<td>53,273</td>
<td>-53%</td>
<td>-51%</td>
</tr>
<tr>
<td>Borrowings</td>
<td>103,213</td>
<td>93,131</td>
<td>107,691</td>
<td>-4%</td>
<td>11%</td>
</tr>
<tr>
<td>Deposits</td>
<td>165,755</td>
<td>209,497</td>
<td>222,758</td>
<td>-26%</td>
<td>-21%</td>
</tr>
<tr>
<td>CASA</td>
<td>53,203</td>
<td>64,496</td>
<td>74,117</td>
<td>-28%</td>
<td>-18%</td>
</tr>
</tbody>
</table>
Liabilities
Headwinds on Deposits; however granularity improving

Improvement in Retail TD and CASA mix

YoY Growth of Retail TD's: 19%

Corporate TD's        Retail TD's        Retail TD's (as % of Dep)

Q3FY19    24.3%    89k        54k
Q4FY19    25.7%    92k        59k
Q1FY20    28.0%    93k        63k
Q2FY20    29.5%    83k        62k
Q3FY20    30.9%    61k        51k

In INR Crores

<table>
<thead>
<tr>
<th>In INR Crores</th>
<th>Dec-19</th>
<th>Dec-18</th>
<th>YoY Growth (%)</th>
<th>Sep-19</th>
<th>QoQ Growth (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Current Account</td>
<td>23,440</td>
<td>29,538</td>
<td>-20.6%</td>
<td>24,911</td>
<td>-5.9%</td>
</tr>
<tr>
<td>Savings Bank</td>
<td>29,764</td>
<td>44,579</td>
<td>-33.2%</td>
<td>39,585</td>
<td>-24.8%</td>
</tr>
<tr>
<td>CASA</td>
<td>53,203</td>
<td>74,117</td>
<td>-28.2%</td>
<td>64,496</td>
<td>-17.5%</td>
</tr>
<tr>
<td>CASA Ratio</td>
<td>32.1%</td>
<td>33.3%</td>
<td></td>
<td>30.8%</td>
<td></td>
</tr>
<tr>
<td>Term Deposits (TD)</td>
<td>112,552</td>
<td>148,642</td>
<td>-24.3%</td>
<td>145,001</td>
<td>-22.4%</td>
</tr>
<tr>
<td>of which Certificate of Deposits</td>
<td>522</td>
<td>512</td>
<td>2.0%</td>
<td>6,039</td>
<td>-91.4%</td>
</tr>
<tr>
<td>Total Deposits</td>
<td>165,755</td>
<td>222,758</td>
<td>-25.6%</td>
<td>209,497</td>
<td>-20.9%</td>
</tr>
</tbody>
</table>

Deposit Mobilisation to be the most important focus area
Advances: Retail now contributes 20%+

Break up of Advances

<table>
<thead>
<tr>
<th></th>
<th>31-Dec-18</th>
<th>31-Dec-19</th>
</tr>
</thead>
<tbody>
<tr>
<td>Domestic Corporate</td>
<td>37,117</td>
<td>146,001</td>
</tr>
<tr>
<td>IBU</td>
<td>41,313</td>
<td>41,289</td>
</tr>
<tr>
<td>MSME</td>
<td>19,454</td>
<td>38,766</td>
</tr>
<tr>
<td>Retail</td>
<td></td>
<td>15,346</td>
</tr>
</tbody>
</table>

Accelerate Retailisation going forward

- Retail composition of Total Advances steps up to ~21% in Dec’19 from ~15% in Dec’18
- Reduction in Corporate Advances in line with bank’s capital optimization and liquidity management strategy
- Consumer mix in Retail advances has increased from 25% in March’17 to 48% in Dec’19 demonstrating secular move towards “Consumer Retail”
Sectoral Exposure Mix

- Granular & Retail: 12.0%
- Other Financial Services: 9.8%
- NBFC: 2.6%
- Mining & Quarrying: 0.6%
- Media & Entertainment: 1.7%
- Housing Finance Co.: 2.9%
- Iron & Steel: 3.1%
- Logistics: 1.0%
- Healthcare & Hospitals (Non Infra): 1.1%
- Petroleum, Coal and Other Fuels: 1.0%
- Other Real Estate (LRD/Non CRE etc): 1.2%
- Other Metal & Metal Products: 2.0%
- Other Industries: 7.6%
- FMCG: 0.5%
- Food Processing: 1.8%
- Gas storage and pipeline: 0.2%
- Gas & Pipeline: 1.4%
- Shipping: 0.6%
- Paper & Paper Products: 0.4%
- Rubber, Plastic & Social & Commercial Infrastructure: 0.6%
- Technology/ITES: 0.9%
- Textiles: 1.5%
- Travel, Tourism & Hospitality: 2.9%
- Waterways: 1.4%
- Agri and Allied: 0.9%
- All Engg: 3.6%
- Beverages: 0.4%
- Aviation (Airports): 0.4%
- Cement: 0.9%
- Commercial & Residential Real Estate: 5.5%
- Diversified: 0.7%
- Educational Services: 1.1%
- Chemical Products (Dyes, Paints, etc.): 1.2%
- Drugs & Pharmaceuticals: 1.1%
- Electricity: 6.9%
- EPC: 9.0%
- Telecommunication: 2.9%
- Roadways: 1.7%

Net O/S as on 31st Dec, 2019

Strategy to reduce exposures in CRE, NBFC, HFC, Infrastructure & Electricity
Treasury Operations - Investments

**AFS DEC 2018**  Modified Duration: 1.98

- 53%, HTM
- 46%, AFS
- 5%, CP
- 38%, G-Sec
- 7%, PTC
- 5%, ARC
- 0%, Others

**AFS DEC 2019**  Modified Duration: 2.03

- 60%, HTM
- 39%, AFS
- 46%, AFS
- 35%, G-Sec
- 6%, CP
- 7%, ARC
- 1%, Others

**Breakup of Corporate Bonds**

- 46%, Corporate Bonds
- 35%, G-Sec
- 6%, CP
- 7%, ARC
- 1%, Others

*Against the pool of NPI and Stressed Investments, provisioning/MTM is ~39%*
Capital Adequacy
**Capital Adequacy**

<table>
<thead>
<tr>
<th>CRAR</th>
<th>RWA</th>
<th>Tier I</th>
<th>Tier II</th>
<th>Tier II</th>
<th>Tier I</th>
</tr>
</thead>
<tbody>
<tr>
<td>17.4%</td>
<td>306,213 Crs</td>
<td>9.1%</td>
<td>5.4%</td>
<td>2.9%</td>
<td>12.0%</td>
</tr>
<tr>
<td>16.3%</td>
<td>313,228 Crs</td>
<td>8.7%</td>
<td>4.8%</td>
<td>2.8%</td>
<td>11.5%</td>
</tr>
<tr>
<td>4.1%</td>
<td>252,243 Crs</td>
<td>2.0%</td>
<td>1.5%</td>
<td>0.6%</td>
<td>1.1%</td>
</tr>
<tr>
<td>13.6%</td>
<td></td>
<td>7.6%</td>
<td>5.8%</td>
<td>0.2%</td>
<td>7.8%</td>
</tr>
</tbody>
</table>

- Total Risk Weighted Assets to Total Assets Ratio for Dec ’18: 81.90% vs. Dec’19: 86.60%

*After considering capital infusion of INR 10,000 Crores and write down of Basel III compliant AT1 Bonds aggregating to INR 8,415 Crores

AT I ratio and Tier II ratio are capped at 1.5% and 2.0% respectively if CET I ratio is below regulatory requirements.
Asset Quality
# Asset Quality Highlights

<table>
<thead>
<tr>
<th></th>
<th>Dec-18</th>
<th>Sep-19</th>
<th>Dec-19</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gross NPA (%)</td>
<td>2.10%</td>
<td>7.39%</td>
<td>18.87%</td>
</tr>
<tr>
<td>Net NPA (%)</td>
<td>1.18%</td>
<td>4.35%</td>
<td>5.97%</td>
</tr>
<tr>
<td>Provision Coverage Ratio (%)</td>
<td>44.24%</td>
<td>43.05%</td>
<td>72.70%</td>
</tr>
<tr>
<td>Slippages Ratio (%)*</td>
<td>0.95%</td>
<td>2.58%</td>
<td>11.98%</td>
</tr>
</tbody>
</table>

*Non Annualized

<table>
<thead>
<tr>
<th>Segmental NPAs:</th>
<th>Dec-18</th>
<th>Sep-19</th>
<th>Dec-19</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>NPA</td>
<td>Ratio %</td>
<td>NPA</td>
</tr>
<tr>
<td>Retail and MSME</td>
<td>440</td>
<td>0.56%</td>
<td>996</td>
</tr>
<tr>
<td>Retail</td>
<td>183</td>
<td>0.49%</td>
<td>463</td>
</tr>
<tr>
<td>MSME</td>
<td>257</td>
<td>0.62%</td>
<td>533</td>
</tr>
<tr>
<td>Corporate</td>
<td>4,718</td>
<td>2.82%</td>
<td>16,138</td>
</tr>
<tr>
<td>Total</td>
<td>5,159</td>
<td>2.10%</td>
<td>17,134</td>
</tr>
</tbody>
</table>
Summary of Labeled exposures

PART A

<table>
<thead>
<tr>
<th>In INR Crores</th>
<th>Q2FY20</th>
<th>Q3FY20</th>
</tr>
</thead>
<tbody>
<tr>
<td>GNPA*</td>
<td>17,134</td>
<td>7,377</td>
</tr>
<tr>
<td>Non fund based exposure of NPA accounts</td>
<td>333</td>
<td>1,618</td>
</tr>
<tr>
<td>NPI</td>
<td>660</td>
<td>102</td>
</tr>
<tr>
<td>ARC</td>
<td>2,180</td>
<td>540</td>
</tr>
<tr>
<td>Std. Restructured</td>
<td>221</td>
<td></td>
</tr>
<tr>
<td><strong>Grand Total</strong></td>
<td><strong>20,529</strong></td>
<td><strong>8,019</strong></td>
</tr>
</tbody>
</table>

*Gross Slippages of INR 24,587 Crores during Q3FY20, Recoveries and Upgrades aggregated to INR 917 Crores during the quarter.

PART B

<table>
<thead>
<tr>
<th>In INR Crores (Loans)</th>
<th>Q2FY20</th>
<th>Q3FY20</th>
</tr>
</thead>
<tbody>
<tr>
<td>SMA 1</td>
<td>21,419</td>
<td>11,528</td>
</tr>
<tr>
<td>SMA 2</td>
<td>3,018</td>
<td>2,383</td>
</tr>
</tbody>
</table>
PCR at 72.7%: Now in line with the Best in Class

✓ The Provision Coverage Ratio (PCR) increased to 72.7% from 43.1% last quarter in line with peer Banks

✓ Higher PCR also enhances the ability to off load these assets from the balance sheet to further release Capital

✓ Slippage Guidance of up to 5% for FY21 and normalization there after

✓ Operating profits and sell downs will enable the Bank to further accrete Capital organically
Human Capital Management

Making YES BANK a Great Place to Work

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

University & Schools Relationship Management
  ‘Preferred Employer of Choice’

Leadership Development – LEADVANTAGE: YES BANK has built a strong leadership development framework that aims at identifying and developing a robust leadership pipeline to support the future growth plans of the Bank, along with meeting the career development expectations of high potential employees. LEADVANTAGE is a sustained Leadership Development Initiative for Top, Senior and Middle Management levels focusing on inspirational leadership, productive collaboration, managing change with agility, building resilience and developing people.

- YES League of Excellence – an online Recognition, Appreciation & Engagement platform

HCM Strategy

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

Flat Organization Structure (5 levels)

- Total Headcount of 24,687
- Average Age – 32 years
- Average vintage in YES BANK: 8 yrs for Top Management & 7 years for Sr. Management
- Employee Benefit through ESOPs
- Talent acquisition from Peer Private Sector & MNC Banks
- Building a ‘Leadership Supply Chain’

*As of Dec 31, 2019 and as per revised segmentation
YES Online - Retail Net Banking
State-of-the-art internet banking facilities!

Salient Features

• 24x7 online access that allow banking transactions conveniently and comfortably from anywhere, anytime
• Wide range of banking products and services for retail customers
• Simplified transaction processing with advanced level of security
• Quick and simplified payment for Ecom

Key offerings

Financial Txns

• Funds Transfer (IMPS, NEFT, RTGS, Own & Third party transfer)
• Fixed Deposit, Tax Saver Fixed Deposit, Recurring Deposit, Sweep In (link FD with CASA), FD Premat.
• Bill Payments / Recharge Prepaid Mobile and DTH
• SI for NEFT, Own, Third party transfers & DD requests
• Wealth Management, SGB, and ASBA

Non-Financial Txns

• Account Balance, Summary, Transaction, AQB, Cheque Book, Stop Cheque, Demat holdings
• Cheque Status, Transfers and Payments status, TDS Certificate, Nominee Management
• Debit Card & Credit Card management, GREEN PIN generation, Limit management
• Alerts - Balance, Below Balance, Overdraft, Credit, Debit, & Salary Credit

Scale of Operations / Key Milestones (as on 31.12.2019)

<table>
<thead>
<tr>
<th>Category</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Registered Users</td>
<td>~ 15.5 Lacs</td>
</tr>
<tr>
<td>Registration %</td>
<td>64.12%</td>
</tr>
<tr>
<td>Fin. Txn Vol (Q3)</td>
<td>54.3 Lacs</td>
</tr>
<tr>
<td>Txn Val (Q3)</td>
<td>INR 94000 Crores</td>
</tr>
<tr>
<td>Non-Fin. Txn Vol (Q3)</td>
<td>1.1 Crore</td>
</tr>
<tr>
<td>Epi/Bill Pay Txn Vol (Q3)</td>
<td>18.5 Lacs</td>
</tr>
<tr>
<td>EPI/Bill pay. Com In (Q3)</td>
<td>108.1 Lacs</td>
</tr>
</tbody>
</table>
YES MOBILE app
Truly mobile – banking on the go!

Key offerings

- Ease of use and navigation; higher customer stickiness and loyalty
- Convenience of 100+ banking services; increased operational efficiency
- Safe and secure banking experience for customers building more trust

Salient Features

- Financial Txns
  - NEFT / RTGS / IMPS
  - UPI / Bharat QR
  - Open FD / RD
  - Pay to Contacts
  - Standing Instructions

- Innovative Features
  - Single tap multiple bill payments
  - Wearable banking
  - Favorite Txns
  - Calendar sync – bill pay

- Service requests, m-commerce txns
  - Recharge – mobile/DTH
  - Bill payments
  - Comprehensive Debit/Credit Card Mgt
  - Nominee Mgt / Demat

Scale of Operations / Key Milestones (as on 31.12.2019)

- Registered Users ~ 14 Lacs
- Txn Vol (Q3) 4.50 Crs
- Txn Val (Q3) Rs22,260 Crs
- Playstore Rating 4.21
- Avg User Logins (PM) 6 - 7 times
YES Robot Chat bot
Your 24*7 Personal Banking Assistant!

Salient Features

• Industry first AI enabled banking bot – the bot is equipped to answer a host of YES BANK products & services related queries.
• No need to download any app, with 30+ banking services

Key offerings

Financial Txns
• Send Money to Reg. Beneficiaries -upto Rs 5K
• Recharge Mobile Phone or DTH
• Pay Bills
• Open Fixed/Recurring Deposits

Non-Financial Txns
• Check Balance, Recent Transactions, Request A/C Statement, Stop Cheque, Order Cheque Book
• Manage Credit Card & Debit Card
• Add/ View/ Delete Biller
• Manage Nomination
• Update PAN & Email Id
• Lead generation for YES BANK Products/Services

Scale of Operations (as on 31.12.2019)

Total Interactions–Q3 ~ 38 Lacs
Queries resolved–Q3 15 Lacs
Txn Txn–Q3 75.20 K
TD Txn - Q3 67 K+
INR 1060 Crs
YES BANK API
A differentiated strategy

Salient Features

First Bank in the country
- To launch API Based transaction processing to corporates at scale
- To be certified ready for API Based mandate registration for NACH
- To conduct a Supply Chain Transaction (Vendor financing) using Blockchain
- To participate in a Blockchain based platform for Commercial Paper (CP) issuance

Key offerings

- Exchange houses – Individual inward remittance
- Ecommerce – Instant refunds for returned goods
- Manufacturers – Dealer collections, vendor payments, dealer finance
- Financial institutions – Beneficiary validation
- Utility companies – Bill collections
- Mobile wallets – Funds transfer
- Lenders – Instant loan disbursals and collection of repayment
- Educational institutions – Fee collections
- Logistics/ride-sharing – Driver payments
- Food delivery companies – Restaurant payments
- Insurance/Mutual funds – Instant claim settlement/ redemption

Scale of Operations (as on 31.12.2019)

- Customers: 1400+
- Throughput (Q3): Rs. 1.3 Lac Crores
- Txn Vol (Q3): ~840 Crores
YES BANK Debit Card
Convenience is the second name

Salient Features

• Enabled for usage at 2 Lakh ATMs and 40 Lakh POS machines across the country.
• Ease of usage for various Online transactions such as travel, utility payments etc…

Key offerings

• Enjoy various joining benefits as Welcome Onboard Offers
• Higher ATM Withdrawal, POS transaction limits for all your daily requirements.
• Fuel Surcharge waiver - Instant savings up to 2.5% on fuel purchase at any petrol pump
• Convenience of Tap and Pay
• Comprehensive Insurance Coverage
• Offers on travel, dining, lifestyle etc…
• Complimentary lounge access across various domestic/international airports
• Access to premium Golf courses across the country.
• Instant discounts on movie ticket booking through BookmyShow

Scale of Operations (as on 31.12.2019)

Card Base 28 Lacs
Txn Count (Q3) ~1.1 Crs
Txn Vol (Q3) Rs 1630 Crs
Avg Monthly Activation 22.41%
# Leadership in Digital Payments

## Ranked #2 in MEITY SCORE CARD as on Dec 31, 2019

<table>
<thead>
<tr>
<th>Service</th>
<th>Market Share</th>
</tr>
</thead>
<tbody>
<tr>
<td>UPI Acquiring</td>
<td>35%</td>
</tr>
<tr>
<td>AEPS Acquiring</td>
<td>39%</td>
</tr>
<tr>
<td>IMPS</td>
<td>10%</td>
</tr>
<tr>
<td>Domestic Remittance</td>
<td>16%</td>
</tr>
<tr>
<td>UPI Overall</td>
<td>38%</td>
</tr>
</tbody>
</table>

## Assisted Digital Services through BC Network

- Network of ~5 Lac BC Agents as on Dec 31, 2019
  - DMT: 16.35 million worth INR 4,971 Cr (Q3)
  - AEPS: 47.15 million worth INR 12,242 Cr (Q3)

## Digital Payments Platform for Next Gen Customers

- 11.5 Lac YES PAY Users on Dec 31, 2019
  - Supports 16 Prepaid Programs
  - Services 333 Corporate Partners

## YES A-R-T of Partnership

### Prepaid Instruments
- Prepaid Partnerships: 16
- Prepaid Cards Issued: 1,166,493
- Gift Cards Issued: 803,972
- #Transactions: 82 lacs (Q3)
- Value of Spends: INR 647 Cr (Q3)

### UPI
- UPI – TPAP Partners: 22
- # of Merchant Partners: 296
- Number of VPAs: 40 crores
- # Transactions: 138 crores (Q3)
- Value of Transactions: INR 225K Cr (Q3)
## Sustainable & Responsible Banking Leadership

**VISION:** Be the Benchmark Financial Institution for Inclusivity and Sustainability

### Environmental
- Rated A- (Leadership Band) by CDP for 2019 Climate Change disclosures
- First Indian Bank to launch Green Bonds in 2015
- Private placement by IFC for Green Masala Bonds in 2015
- Issued Green Infra Bonds with FMO in 2016
- First Bank globally to migrate to ISO 14001:2015; 732 locations being certified
- Committed to mobilizing USD 5 billion towards climate action by 2020 in December 2015
- Committed to mobilize USD 1 billion by 2023 and USD 5 billion till 2030 towards solar projects in January 2018
- Contributed to the carbon sink by planting 1,35,462 trees in 2018-19
- First & only Indian Banking signatory to Natural Capital Finance Alliance (NCFA) & Chair of Steering Committee

### Social
- Launched India’s 1st Green Retail Liability Product, Green Future Deposits in 2018
- Sole arranger & subscriber to India’s First Social Bond in 2018, with proceeds allocated to Affordable Housing
- Reached 2.5 million families at the bottom-of-the-pyramid through Inclusive & Social Banking
- Provided access to 35 million+ lives with safe & clean drinking water in 2018-19
- Provided OHS & Energy Efficiency training to 37,555 workers, and helped 27,906 MSMEs in 2018-19
- Trained 10,859 farmers on good agricultural practices, financial inclusion and digital literacy in 2018-19

### Governance
- First & only Indian Bank to be listed on DJSI Emerging Markets for 4 years consecutively (2015-2018)
- First & only Indian bank to be included as a constituent of the FTSE4Good Emerging Index for three consecutive years (2017-2019)
- Selected in MSCI ACWI ESG Leaders & SRI Indexes in 2017
- Included in Vigeo Eiris Best Emerging Markets Performers Ranking in 2018
- Only Indian Bank to be awarded ‘Prime’ Status by OEKOM Research Ag in 2018
- First Indian Banking Signatory to UNEP Finance Initiative, and a member of its Global Steering Committee
- First Indian Bank to launch Green Bond Impact Report
- First Indian Bank to Support Task Force on Climate Related Financial Disclosure
- First and the only Indian Bank to be the founding member of UN Principles for Responsible Banking
Progress Widely Recognized By Leading Agencies

### Institutional Excellence

- **The Banker**
  - ‘Bank of the Year in India’
    - The Banker Awards 2019
  - Best Bank in India for SMEs
    - Asiamoney Country Awards Hong Kong, 2019

- **Global Finance Magazine**
  - The Innovators in Trade Finance
  - The 25 Best Financial Innovation Labs (YES FINTECH)
    - Global Finance magazine, 2019

- **The Asset Triple A Country Awards**
  - Best Bond Adviser (India)
  - Best Green Bond (India)
  - Best Deal South Asia (India)
  - Utility Deal of the Year
  - Renewable Energy Deal of the Year
    - The Asset Triple A Country Awards, 2019

- **The Asset Magazine**
  - Featured amongst top 5 banks in the Annual Local Currency Bond Investor Survey
    - The Asset Magazine, Hong Kong, 2019

### Ministry of Electronics & Information Technology (MeitY)

- Ranked No. 1 for exemplary performance in Digital Payments MeitY 2019

### Technology, Innovation & Service

- **The Asian Banker**
  - Best Trade Finance Bank in India - 2015-2019
  - Best Financial Supply Chain, 2019, 2018, 2017
  - Best Corporate Payments Project in India, 2018, 2016
  - Best Corporate Trade Finance Deal in India, 2019, 2018, 2015
  - Best API Initiative, Application or Platform (Bank), 2018
  - Best Blockchain Initiative, Application or Programme, 2018
  - Best Productivity, Efficiency & Automation Initiative, Application or Programme, 2018
  - Asian Banker Transaction Banking Awards 2018, Beijing

### Sustainability

- **CDP**
  - Rated ‘A’ by CDP, for 2019 Climate Change disclosures. This marks an upgrade for the Bank from ‘C’ (Awareness band) to ‘A-’ (Leadership band)

- **Dow Jones Sustainability Indices (DJSI)**
  - First and only Indian Bank to be selected as an index component on the DJSI – Emerging Markets Index, for four consecutive years
    - DJSI Emerging Markets Index 2015 – 2018

- **Natural Capital Coalition**
  - 1st Indian Bank to join ‘Natural Capital Coalition’
    - a global multi-stakeholder collaboration uniting global natural capital community

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

- **FTSE4Good Index Series**
  - First and only Indian Bank to be included as a constituent of the FTSE4Good Emerging Index for three consecutive years
    - FTSE4Good Emerging Index 2017-2019

### Green Climate Fund (GCF)

- Approved as Accredited Entity by GCF.
Thank You