

YBL/CS/2023-24/077

July 22, 2023

National Stock Exchange of India Limited

Exchange Plaza,
Plot no. C/1, G Block,
Bandra - Kurla Complex
Bandra (E), Mumbai - 400 051
Tel.: 2659 8235/36 8458
NSE Symbol: YESBANK

BSE Limited

Corporate Relations Department
P.J. Towers, Dalal Street
Mumbai - 400 001
Tel.: 2272 8013/15/58/8307
BSE Scrip Code: 532648

Dear Sir / Madam,

Sub.: Press Release and Investor Presentation on the Financial Results for the Quarter (Q1) ended June 30, 2023 - SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("Listing Regulations")

Ref.: Reg. 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

This is further to the Outcome of Board Meeting dated July 22, 2023, wherein the Bank had disclosed the Un-Audited Standalone and Consolidated Financial Results of the Bank for the Quarter (Q1) ended on June 30, 2023, along with the Limited Review Report of the Joint Statutory Auditors of YES Bank Limited ("**the Bank**").

A Press Release and Investor Presentation on the Financial Results for the Quarter (Q1) ended on June 30, 2023, is also enclosed herewith for appropriate dissemination.

The above information is being hosted on the Bank's website www.yesbank.in in terms of Regulation 30 of the Listing Regulations, as amended.

You are requested to take the same on record and acknowledge the receipt.

Thanking you,

Yours faithfully,

For **YES BANK LIMITED**

Shivanand R. Shettigar
Company Secretary

Encl: Press Release & Investor Presentation



July 22, 2023

YES BANK ANNOUNCES FINANCIAL RESULTS FOR THE QUARTER ENDED JUNE 30, 2023

Key Highlights

- **Sustained Earnings: Net Profit at INR 343 Crs up 10.3% Y-o-Y and 69.2% Q-o-Q**
 - NII at **INR 2,000 Crs** for Q1FY24 up **8.1% Y-o-Y**
 - NIM at **2.5%** up **10 bps Y-o-Y**
 - Non-Interest Income at **INR 1,141 Crs**, up **54.0% Y-o-Y** and 13.7% Q-o-Q
- **Sustained momentum in Balance Sheet Granularity**
 - **Advances growth** at **10.0% Y-o-Y** (adj. for ARC transaction); Retail Advances up **31.3%** Y-o-Y, SME up **24.1%** Y-o-Y & Mid Corp. Segment up **28.9%** Y-o-Y
 - **New Sanctions / Disbursement** of **INR 24,730 Crs** in Q1FY24
 - **355k** CASA Accounts opened during the quarter
- **Improving Asset Quality**
 - **GNPA ratio** at **2.0%** vs. **13.4%** in **Q1FY23** and **2.2%** last quarter
 - **(NNPA + Net Carrying Value of SR) ratio** at **2.4%** Q1FY24 **flat Q-o-Q**
 - **Resolution Momentum** continues to be strong with Total **Recoveries & Upgrades** for Q1FY24 at **INR 1,201 Crs**
- **CET 1 Ratio** at **13.6%**¹ v/s. 11.9% in Q1FY23 and 13.3% in Q4FY23

¹ Including Profits and the Warrant Application Proceeds of INR 948 Crs

Commenting on the results and financial performance, **Mr. Prashant Kumar, Managing Director & CEO, YES BANK** said, "Q1FY24 was a steady quarter where we have demonstrated significant progress in line with our Strategic Objectives. While the Balance Sheet granularity momentum continued, we also delivered a strong growth in our Fee Income while containing our Operating and Credit Costs. With the focus of the Bank now firmly aligned towards improving the profitability of the franchise, over the coming quarters, we will continue to work on levers which further accelerate this momentum such as improvement in NIMs and CASA Ratio, reducing the drag from legacy PSL requirements, further cross-sell and product penetration into our fast-expanding customer base, while continuing to maintain strict controls over costs.

A key highlight during the quarter was the launch of our refreshed brand identity. With a strong foundation firmly in place, it was the opportune time to make the next strategic move of reimagining the YES BANK brand. As part of the refreshed identity, a vibrant new logo has been launched which carries forward the visual DNA of the Bank and builds on it. This has been accompanied with an integrated 360-degree campaign with the positioning - '*Life Ko Banao Rich*' that resonates with the evolving needs and aspirations of our customers. The initial feedback to this campaign has been extremely positive, and we believe that this will not only instill enthusiasm and confidence among our stakeholders, but also enhance the pace of our new customer acquisition."



Financial Highlights

Profit and Loss

- Q1FY24 NII at INR **2,000 Crs** up **8.1%** Y-o-Y
- **NIM** for Q1FY24 at **2.5%** up nearly **10 bps** Y-o-Y
- Q1FY24 Non-Interest Income at INR **1,141 Crs**, up **54.0%** Y-o-Y and **13.7%** Q-o-Q
- Q1FY24 **Operating Expenses** at INR **2,322 Crs**, up **16.0%** Y-o-Y and **4.6%** Q-o-Q
- Operating profit for Q1FY24 stands at **INR 818 Crs**, up **38.8% Y-o-Y**
- Q1FY24 Provision costs at INR **360 Crs** up 106.2% Y-o-Y but **down 41.7% Q-o-Q**.
- Q1FY24 Net Profit at INR **343 Crs**, up 10.3% Y-o-Y, and **69.2% Q-o-Q**

Balance Sheet

- **Net Advances at INR 2,00,204 Crs**, registered growth of **7.4%** Y-o-Y. Adjusted for the ARC Transaction, Advances growth at **10.0%** Y-o-Y
 - Sustained improvement in Granularity – **Retail & SME : Mid Corp. : Corp. mix** at **61:14:25** vs. 51:11:38 last year and 59:14:27 last quarter
 - Retail Advances mix at **47.2%** vs. 38.6% in Q1FY23 and 45.5% last quarter (ex-Reverse Repo Adj.)
 - **New Sanctions / Disbursements of INR 24,730 Crs in Q1FY24**
 - Gross Retail Assets Disbursements of **INR 11,283 Crs** in Q1FY24
 - Rural Disbursements of **INR 717 Crs**
 - SME Disbursements¹ of **INR 6,686 Crs**
 - Mid Corporate Disbursements of **INR 1,310 Crs**
- **Total Balance Sheet** grew **11.7%** Y-o-Y
- **CD Ratio** at **91.3%** vs. 96.4% in Q1FY23 and 92.0% last quarter
- Total Deposits at INR **219,369 Crs**, up **13.5%** Y-o-Y & **0.9%** Q-o-Q. Excluding CDs, Deposits growth at 16.2% Y-o-Y
 - CASA ratio at 29.4% vs. 30.8% in Q1FY23 and Q4FY23
 - **355K** new CASA Accounts opened in Q1FY24
 - Retail and Small Business Deposits (Gross LCR Definition) grew **17.9% Y-o-Y**
- Average LCR during the quarter remains healthy at **127.0%**; LCR as on June 30, 2023 at **125.7%**
- CET 1 ratio at **13.6%**²: Total CRAR at **18.3%**
 - RWA to Total Assets at **69.1%** vs. 72.8% in Q1FY23 and 69.1% in Q4FY23
- Investments at INR **70,971 Crs** up **20.9%** Y-o-Y
- Borrowings at INR **74,747 Crs** up **5.7%** Y-o-Y

¹ Includes limit set-ups

² Includes Profits for Q1FY24 and Warrant application proceeds aggregating to INR 948 Crs



Asset Quality

- **(NNPA + net carrying value of SR)** as % of Advances at **2.4%** in Q1FY24 v/s. 4.5% in Q1FY23 and 2.4% in Q4FY23
 - **GNPA ratio at 2.0%** vs. 13.4% in Q1FY23 and 2.2% in Q4FY23
 - **NNPA ratio at 1.0%** vs. 4.2% in Q1FY23 and 0.8% in Q4FY23
- **Gross Slippages for Q1FY24 at INR 1,430 Crs v/s. INR 1,072 Crs in Q1FY23 and INR 1,196 Crs in Q4FY23**
 - Slippages Net of Recoveries and Upgrades, at **INR 764 Crs** which is similar to last quarter (INR 740 Crs)
 - Retail Net Slippages at **INR 350 Crs** v/s. INR 433 Crs last quarter
- **Overdue Book of 31-90 days** at: INR 3,863 Crs vs INR 4,786 Crs last quarter
 - 31-60 days book at INR 1,269 Crs vs INR 3,621 Crs last quarter
 - 61-90 days book at INR 2,594 Crs vs INR 1,165 Crs last quarter
- **Resolution Momentum** continues to be strong with **Recoveries & Upgrades** for Q1FY24 at **INR 1,201 Crs**

Digital & Other Highlights/ Achievements

- **Added 20 new branches** during Q1FY24; branch count now at 1,212 v/s. 1,140 in Q1FY23 and 1,192 in Q4FY23.
- Pursuant to signing of MoUs between RBI and Central Bank of the UAE to promote use of local currencies for cross-border transactions, YES BANK became **the first Bank in India** to undertake the **INR settlement** for **bullion imports** from UAE
- Launched a **cluster banking initiative** in Ujjain, Madhya Pradesh- with the objective of providing easy access to finance across rural areas through digitization
- Launched **YES PAY EASY** – a mobile app for merchants in partnership with Mastercard and Worldline India

YES BANK's Analyst conference call, scheduled on July 24, 2023 at 8:00 AM IST, can be heard at following link, post 10 AM: <https://www.yesbank.in/about-us/investor-relations/financial-information/financial-results>

ABOUT YES BANK

YES BANK is a full service commercial bank providing a complete range of products, services and technology driven digital offerings, catering to retail, MSME as well as corporate clients.

YES BANK operates its Investment banking, merchant banking and brokerage businesses through YES SECURITIES, a wholly owned subsidiary of the Bank. Headquartered in Mumbai, it has a pan-India presence including an IBU at GIFT City, and a Representative Office in Abu Dhabi.

For more information, please visit the Bank's website at <http://www.yesbank.in/>

For further information, please contact:

YES BANK

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Financial Highlights from Q1FY24 Results

Profit & Loss Statement Highlights					
(INR Crs)	Q1FY24	Q4FY23	Growth %	Q1FY23	Growth %
Net Interest Income	2,000	2,105	-5.0%	1,850	8.1%
Non Interest Income	1,141	1,004	13.7%	741	54.0%
Total Net Income	3,141	3,109	1.0%	2,591	21.2%
Operating Profit/(Loss)	818	889	-7.9%	590	38.8%
Provisions	360	618	-41.7%	175	106.2%
Net Profit / (Loss)	343	202	69.2%	311	10.3%
Basic EPS (INR)	0.12	0.07	68.6%	0.12	-4.3%
Key P & L Ratios					
	Q1FY24	Q4FY23		Q1FY23	
Return on Assets ¹	0.4%	0.2%		0.4%	
Return on Equity ¹	3.3%	2.0%		3.7%	
NIM	2.5%	2.8%		2.4%	
Cost to Income	73.9%	71.4%		77.2%	
Non-interest inc. to Total income	36.3%	32.3%		28.6%	

Balance Sheet Highlights					
(INR Crs)	30-Jun-23	31-Mar-23	Q-o-Q %	30-Jun-22	Y-o-Y %
Advances	200,204	203,269	-1.5%	186,367	7.4%
Deposits	219,369	217,502	0.9%	193,241	13.5%
Shareholder's Funds	41,161	40,742	1.0%	34,149	20.5%
Total Capital Funds	45,048	43,923	2.6%	40,926	10.1%
Total Assets	355,754	354,786	0.3%	318,475	11.7%
Key Balance Sheet Ratios					
CRAR ²	18.3%	18.0%		17.7%	
CET I ²	13.6%	13.3%		11.9%	
Book Value per share (INR)	14.3	14.2		13.6	
Gross NPA (%)	2.0%	2.2%		13.4%	
Net NPA (%)	1.0%	0.8%		4.2%	
NPA PCR ³	67.8%	72.3%		82.3%	
Std. Restructured Advances (Gross) ⁴	4,682	4,705		6,453	
Security Receipts (Net)	2,651	3,237		622	
CASA Ratio	29.4%	30.8%		30.8%	
Average LCR	127.0%	118.5%		118.8%	

¹ Annualized

² Includes Profits and Warrants Application Proceeds of INR 948 Crs

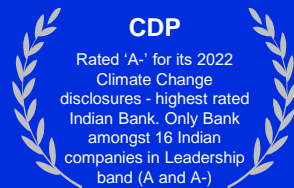
³ Incl. Technical W/Os

⁴ Already implemented as of respective date (across various categories including Covid related)

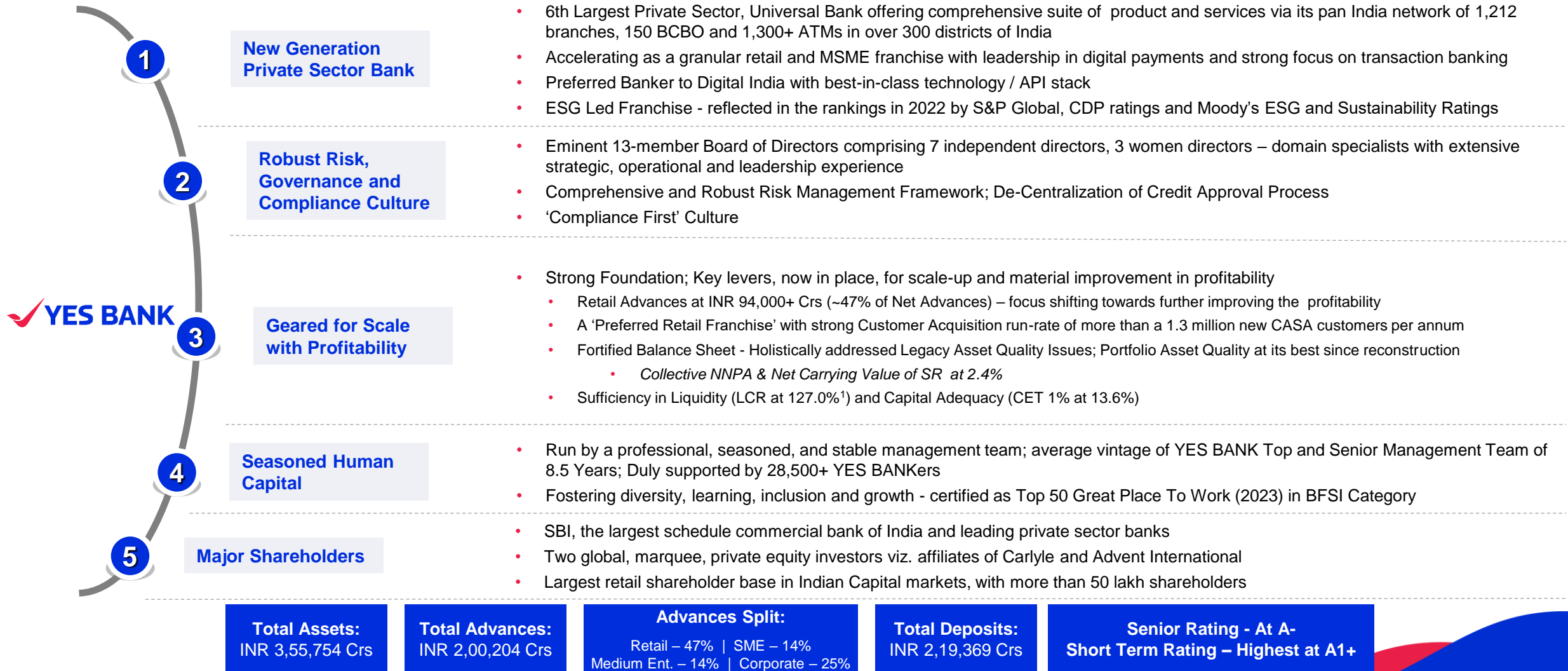
INVESTOR PRESENTATION

Q1FY24 Financial Results

July 22, 2023



New Generation, Professionally Run, Private Sector Bank with a Scalable Platform



¹ Average for the quarter- Q1FY24

Refreshed Brand Identity

YES BANK – “Life Ko Banao Rich”



The Bank unveiled its refreshed brand identity on May 30, 2023, as a part of which a vibrant new logo was launched which carries forward the visual DNA of the Bank and builds on it.

The refreshed identity draws inspiration from the Bank's Values which every YESBANKer abides by, which are to:

- Be **Agile** to be able to respond to the customers' dynamic needs
- Be **Transparent** to give our stakeholders a clear view of how the Bank is run
- Showcase the highest level of **Integrity** in our conduct
- Bring forth **Innovative** solutions that benefit customers
- Be **Responsible** towards society



This new identity embodies our deep commitment to empower our customer. While we take care of their banking needs, they can continue to focus on living a fuller life, spend more time with their loved ones and create new memories. The YES BANK of today truly represents our brand ethos – **Life Ko Banao Rich**.



Scan QR Code
for Logo Reveal

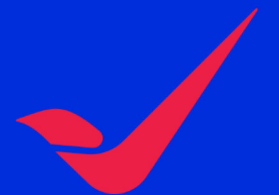


Scan QR Code for
the TV Campaign

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Financial Results Update

YES BANK Franchise



Results At a Glance – Q1FY24



All figures in INR Crs

Arrows indicative of Y-o-Y Trends

<p>Total Assets</p> <p>355,754 </p> <p>11.7%: Y-o-Y 0.3%: Q-o-Q</p>	<p>Advances</p> <p>200,204 </p> <p>7.4%: Y-o-Y -1.5%: Q-o-Q</p>	<p>Total Disbursements^{1,2}</p> <p>24,730 v/s. </p> <p>22,636 Q1FY23 26,317 Q4FY23</p>	<p>Deposits</p> <p>219,369 </p> <p>13.5%: Y-o-Y 0.9%: Q-o-Q</p>	<p>CD Ratio ²</p> <p>91.3% v/s. </p> <p>96.4% Q1FY23 92.0% Q4FY23</p>	<p>Advances Mix ²</p> <p>Retail & SME: Mid Corp: Corporate 61%:14%:25% </p> <p>51% : 11% : 38% in Q1FY23 59% : 14% : 27% in Q4FY23</p>
<p>Net Interest Income</p> <p>2,000 </p> <p>8.1%: Y-o-Y -5.0%: Q-o-Q</p>	<p>Non-Interest Income</p> <p>1,141 </p> <p>54.0%: Y-o-Y 13.7%: Q-o-Q</p>	<p>Operating Profit</p> <p>818 </p> <p>38.8%: Y-o-Y -7.9%: Q-o-Q</p>	<p>Profit After Tax</p> <p>343 </p> <p>10.3%: Y-o-Y 69.2%: Q-o-Q</p>	<p>NIM% ³</p> <p>2.5% v/s. </p> <p>2.4% Q1FY23 2.8% Q4FY23</p>	<p>C/I Ratio</p> <p>73.9% v/s. </p> <p>77.2% Q1FY23 71.4% Q4FY23</p>
<p>CASA Ratio</p> <p>29.4% v/s. </p> <p>30.8% Q1FY23 30.8% Q4FY23</p>	<p>CET 1 Ratio</p> <p>13.6%⁴ v/s. </p> <p>11.9% Q1FY23 13.3% Q4FY23</p>	<p>GNPA</p> <p>2.0% v/s. </p> <p>13.4% Q1FY23 2.2% Q4FY23</p>	<p>NNPA + Net Carrying Value of SRs</p> <p>2.4% v/s. </p> <p>4.5% Q1FY23 2.4% Q4FY23</p>	<p>LCR ⁵</p> <p>127.0% v/s. </p> <p>118.8% Q1FY23 118.5% Q4FY23</p>	<p>YES Bankers</p> <p>28,513 v/s. </p> <p>25,158 in Q1FY23 27,517 in Q4FY23</p>

¹ Includes Limit Setup & New Sanctions ² Excluding INR 3,069 Crs in Q4FY23 of Interbank Reverse Repo classified as Advances as per RBI Master Circular No DOR.ACC.REC.NO.37/21.04.018/2022-23

³ Y-o-Y trends not strictly comparable on account of impact of ARC transaction ⁴ Including Warrant Application proceeds aggregating to INR 948 Crs ⁵ Average for the quarter

Profit and Loss Statement



All figures in INR Crs

- **Net Profit** for Q1FY24 at **INR 343 Crs** up **10.3% Y-o-Y**, and **69.2% Q-o-Q**
- **Operating Profit** up **38.8% Y-o-Y**
 - **NII** at **INR 2,000 Crs** for Q1FY24 up **8.1% Y-o-Y**
 - **NIM** at **2.5%** up **10 bps Y-o-Y**
 - **Non-Interest Income** at **INR 1,141 Crs**, up **54.0% Y-o-Y** and **13.7% Q-o-Q**
 - **Operating Costs** at **INR 2,322 Crs** up **16.0% Y-o-Y**; C/I at **73.9% v/s. 77.2%** last year and **71.4%** last quarter
- **Provision Costs** at **INR 360 Crs** up **106.2% Y-o-Y** but down **41.7% Q-o-Q**

Profit and Loss Statement	Quarter Ended			Growth	
	Q1FY24	Q4FY23	Q1FY23	Q-o-Q	Y-o-Y
Net Interest Income	2,000	2,105	1,850	-5.0%	8.1%
Non Interest Income ¹	1,141	1,004	741	13.7%	54.0%
Total Income	3,141	3,109	2,591	1.0%	21.2%
Operating Expenses¹	2,322	2,220	2,002	4.6%	16.0%
<i>Staff Cost</i>	946	854	827	10.7%	14.3%
<i>Other Operating Expenses</i>	1,377	1,366	1,175	0.8%	17.2%
Operating Profit/(Loss)	818	889	590	-7.9%	38.8%
Provisions	360	618	175	-41.7%	106.2%
Profit Before Tax	458	271	415	68.8%	10.4%
Tax Expense	116	69	104	67.7%	10.6%
Net Profit / (Loss)	343	202	311	69.2%	10.3%
Yield on Advances	10.1%	10.2%	8.1%		
Cost of Funds	6.2%	5.9%	5.1%		
Cost of Deposits	5.9%	5.6%	4.8%		
NIM	2.5%	2.8%	2.4%		
Cost to income	73.9%	71.4%	77.2%		

¹ Certain identified Interchange expenses have been netted off against Interchange Income from Q1FY24. Comparative figures have been re-classified accordingly.

Break Up of Non-Interest Income

All figures in INR Crs

- **Non-Interest Income** at INR 1,141 Crs for Q1FY24, up **54.0% Y-o-Y**, and **13.7% Q-o-Q**
- Strong momentum in Y-o-Y trends, Q-o-Q trends in line with seasonality
- Corporate Trade & Cash Mgmt. fees grew **27.0% Y-o-Y**
- Retail Banking Fees up **51.9% Y-o-Y**
 - **37% Y-o-Y** growth in CASA customers transacting on Trade & Forex products
 - Healthy product mix contributing to momentum in Third Party Sales
 - **119% Y-o-Y** growth in CMS collection throughput
- **Gain on Investments** on account of Gain on **Sale of G-Secs** and **MTM gains** on select Corporate Bonds

Break up of Non Interest Income ¹	Quarter Ended			Growth	
	Q1FY24	Q4FY23	Q1FY23	Q-o-Q	Y-o-Y
Non Interest Income	1,141	1,004	741	13.7%	54.0%
Corporate Trade & Cash Management	204	204	161	0.1%	27.0%
Forex, Debt Capital Markets & Securities	224	(4)	123	NM	83.0%
<i>Of which realised/ unrealised gain on Investments</i>	<i>161</i>	<i>(73)</i>	<i>(37)</i>	<i>NM</i>	<i>NM</i>
Corporate Banking Fees	43	52	17	-17.2%	155.4%
Retail Banking Fees	670	752	441	-11.0%	51.9%
<i>Trade & Remittance</i>	<i>140</i>	<i>125</i>	<i>96</i>	<i>12.0%</i>	<i>46.1%</i>
<i>Facility/Processing Fee</i>	<i>116</i>	<i>126</i>	<i>71</i>	<i>-8.2%</i>	<i>62.3%</i>
<i>Third Party Sales</i>	<i>125</i>	<i>96</i>	<i>50</i>	<i>30.0%</i>	<i>151.3%</i>
<i>Interchange Income</i>	<i>144</i>	<i>241</i>	<i>87</i>	<i>-40.3%</i>	<i>65.4%</i>
<i>General Banking Fees</i>	<i>145</i>	<i>164</i>	<i>137</i>	<i>-11.4%</i>	<i>5.8%</i>

¹ Certain identified Interchange expenses have been netted off against Interchange Income from Q1FY24. Comparative figures have been re-classified accordingly.

Break up of Operating Expenses

All figures in INR Crs

- Opex for Q1FY24 grew 16.0% Y-o-Y and 4.6% Q-o-Q
- **Opex / Avg. Assets** have been **flattish** at **2.5%-2.6%** over last 6 quarters
- Similar to Non-Interest Income Trends, most Opex vectors grew on Y-o-Y basis but contracted on Q-o-Q basis, except
 - Premises cost, which is up 21.6% Y-o-Y and 8.1% Q-o-Q, led by Branch additions- ~70 branches opened in last 6 months
 - Staff Costs, up 14.3% Y-o-Y and 10.7% Q-o-Q, led by salary increments during the quarter and increase in headcount

Break up of Operating Expenses ¹	Quarter Ended			Growth	
	Q1FY24	Q4FY23	Q1FY23	Q-o-Q	Y-o-Y
Staff	946	854	827	10.7%	14.3%
Business Volume Linked	519	521	463	-0.4%	12.2%
IT	255	257	201	-0.9%	26.7%
Premises	222	206	183	8.1%	21.6%
Professional Fees	119	138	98	-14.0%	21.3%
Others ²	262	244	230	7.2%	13.8%
Total Opex	2,322	2,220	2,002	4.6%	16.0%

Professional Fees primarily comprise of Bureau costs and vendor fees related to Collections, Contact Centre and other consulting and legal costs

¹ Certain identified Interchange expenses have been netted off against Interchange Income from Q1FY24. Comparative figures have been re-classified accordingly.

² GST component in "Others" has been redistributed into corresponding relevant Operating Expense line items

Provisions and P&L

All figures in INR Crs

- **Provision costs** for Q1FY24 up 70.4% Y-o-Y but **declined 30.7% Q-o-Q**
 - Non-Tax provisions at **0.4%** of Avg. Assets (Annualized) during the quarter
- Gross Slippages for Q1FY24 at INR 1,430 Crs v/s. INR 1,072 Crs in Q1FY23 and INR 1,196 Crs in Q4FY23
 - Slippages Net of Recoveries and Upgrades at INR 764 Crs which is similar to last quarter (INR 740 Crs)
 - Retail Net Slippages at INR 342 Crs (*1.7% of Avg. Retail Advances*) v/s. INR 433 Crs last quarter
- **Resolution** momentum continues to be strong with Total Recoveries & Upgrades for Q1FY24 at **INR 1,201 Crs**
- **NNPA + net carrying value** of **SR** as % of Advances at **2.4%** v/s. 4.5% in Q1FY23 and 2.4% in Q4FY23

Break up of Provisions	Quarter Ended			Growth	
	Q1FY24	Q4FY23	Q1FY23	Q-o-Q	Y-o-Y
Operating Profit/(Loss)	818	889	590	-7.9%	38.8%
Provision for Taxation	116	69	104	67.7%	10.6%
Provision for Investments	144	(651)	87	NM	64.7%
Provision for Standard Advances	(72)	(72)	(53)	-0.5%	34.5%
Provision for Non Performing Advances	314	1,311	148	-76.0%	112.5%
Other Provisions	(26)	29	(7)	NM	266.3%
Total Provisions	476	686	279	-30.7%	70.4%
Net Profit / (Loss)	343	202	311	69.2%	10.3%
Return on Assets (annualized)	0.4%	0.2%	0.4%		
Return on Equity (annualized)	3.3%	2.0%	3.7%		
EPS-basic (non-annualized)	0.12	0.07	0.12		

Balance Sheet

All figures in INR Crs



- **Balance Sheet** grew **11.7% Y-o-Y**
 - **C/D ratio at 91.3%** v/s. 96.4% in Q1FY23 and 92.0% in Q4FY23
- **Advances growth at 7.4% Y-o-Y.**
Normalized for ARC sale, Advances Growth at **10.0% Y-o-Y**
- New Sanctions / Disbursements of **INR 24,730 Crs** in Q1FY24

Disbursements	Q1FY24
Retail Assets	11,283
Rural Assets	717
SME ¹	6,686
Mid Corporate	1,310
Corporate	4,735

Balance Sheet	30-Jun-23	31-Mar-23	30-Jun-22	Growth % (Q-o-Q)	Growth % (Y-o-Y)
Assets	355,754	354,786	318,475	0.3%	11.7%
Advances	200,204	203,269	186,367	-1.5%	7.4%
Investments	70,971	76,888	58,679	-7.7%	20.9%
Liabilities	355,754	354,786	318,475	0.3%	11.7%
Shareholders Funds	41,161	40,742	34,149	1.0%	20.5%
<i>Total Capital Funds</i>	<i>45,048</i>	<i>43,923</i>	<i>40,926</i>	<i>2.6%</i>	<i>10.1%</i>
Deposits	219,369	217,502	193,241	0.9%	13.5%
Borrowings	74,747	77,452	70,698	-3.5%	5.7%

¹ Includes sanctions/ limit set-ups

Break up of Advances & Deposits

All figures in INR Crs

- Sustained Granularization of Balance Sheet:
 - Retail Advances mix at **47.2%** v/s.38.6% in Q1FY23 and 45.5% in Q4FY23 (ex- Reverse Repo adj.)
 - CASA + Retail TDs² at **59.3%**
 - Average daily CA for Q1FY24 grew by **20.3%** Y-o-Y
 - Average daily SA for Q1FY24 down by 4.9% Y-o-Y
 - Decline has been led by bulky SA with SA accounts

Accounts with SA AMB	Y-o-Y Growth
<1 Crs	8.7%
1-2 Crs	7.5%
2-5 Crs	1.7%
5-10 Crs	-5.1%
>10 Crs	-38.4%

- ~355K Retail CASA Accounts opened in Q1FY24
- Excluding CDs, Deposit Growth at **16.2%** Y-o-Y

Break up of Advances ¹	30-Jun-23	31-Mar-23	30-Jun-22	Q-o-Q Growth (%)	Y-o-Y Growth (%)
Retail	94,445	91,036	71,919	3.7%	31.3%
SME	28,899	28,130	23,280	2.7%	24.1%
Mid corporate	27,342	27,041	21,220	1.1%	28.9%
Corporate	49,518	53,993	69,948	-8.3%	-29.2%
Others (Reverse Repo)		3,069			
Total Net Advances	200,204	203,269	186,367	-1.5%	7.4%

Break up of Deposits	30-Jun-23	31-Mar-23	30-Jun-22	Q-o-Q Growth (%)	Y-o-Y Growth (%)
CASA	64,568	66,903	59,544	-3.5%	8.4%
<i>Current Account</i>	30,477	33,603	23,987	-9.3%	27.1%
<i>Savings Account</i>	34,090	33,300	35,557	2.4%	-4.1%
CASA Ratio	29.4%	30.8%	30.8%		
Term Deposits	154,802	150,599	133,697	2.8%	15.8%
<i>Certificate of Deposits</i>	197	291	4,682	-32.4%	-95.8%
Total Deposits	219,369	217,502	193,241	0.9%	13.5%

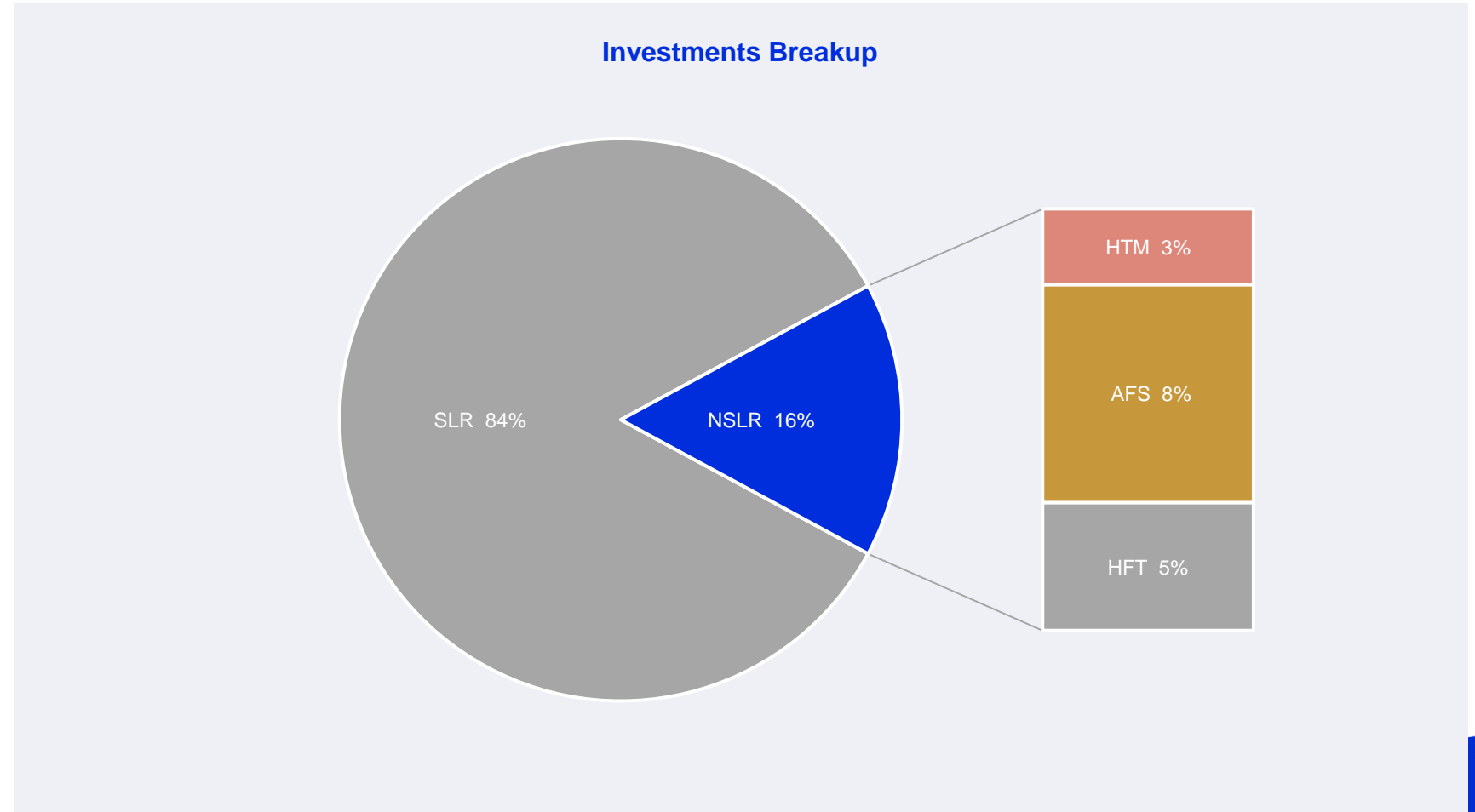
¹ An Internal Business Unit having Outstanding Balance of INR 760 Crs as of Jun 30, 2023, has been re-categorized to 'Retail' Segment v/s. 'SME' earlier. Comparative figures have been re-classified accordingly

² Based on Balances <= INR 2 Crs on an Account Level

Break up of Investments

All figures in INR Crs

- Total Net Investments at **INR 70,971 Crs**
 - **SLR – INR 59,754 Crs**
 - **NSLR – INR 11,217 Crs**
 - Standard Performing – INR 7,185 Crs: ~98% Rated AA and above
 - Security Receipts – INR 2,651 Crs
 - Others¹ – INR 1,381 Crs



¹ Includes Equity Preference, CDR, US Treasury Bills, NPI & Others

NPA Highlights

All figures in INR Crs



- **Gross NPA Ratio at 2.0%** vs 2.2% in Q4FY23
- Gross Slippages for Q1FY24 at INR 1,430 Crs v/s. INR 1,072 Crs in Q1FY23 and INR 1,196 Crs in Q4FY23
 - Slippages Net of Recoveries and Upgrades, at INR 764 Crs which is **similar to last quarter** (INR 740 Crs)
- Retail Net Slippages at INR 350 Crs (1.7% of Avg. Advances) v/s. INR 433 Crs last quarter
- Including Technical W/O, Provision Coverage Ratio (PCR) at **67.8%**

Asset Quality Parameters	30-Jun-23	31-Mar-23	30-Jun-22
Gross NPA (%)	2.0%	2.2%	13.4%
Net NPA (%) ¹	1.0%	0.8%	4.2%
Provision Coverage Ratio excl. Technical W/O (%)	48.4%	62.3%	72.0%
Provision Coverage Ratio incl. Technical W/O (%)	67.8%	72.3%	82.3%

Segmental GNPA	30-Jun-23		31-Mar-23 ²		30-Jun-22	
	GNPA	(%)	GNPA	(%)	GNPA	(%)
Retail	1,224	1.3%	1,093	1.2%	1,103	1.5%
SME	386	1.3%	348	1.2%	738	3.1%
Mid corporate	210	0.8%	242	0.9%	409	1.9%
Corporate Banking	2,253	4.4%	2,711	4.9%	25,497	28.8%
Total	4,073	2.0%	4,395	2.2%	27,747	13.4%

Movement of GNPA	31-Mar-23	Movement					30-Jun-23
	Opening	Additions	Upgrades	Recoveries	Net Additions	Write Offs	Closing
Retail	1,093	760	331	79	350	219	1,224
SME	348	144	84	22	38	0	386
Mid corporate	242	58	57	33	-32	0	210
Corporate	2,711	468	7	52	408	867	2,253
Total	4,395	1,430	480	186	764	1,086	4,073

¹ Excluding INR 3,069 Crs in Q4FY23 of Interbank Reverse Repo classified as Advances as per RBI Master Circular No DOR.ACC.REC.NO.37/21.04.018/2022-23

² Segment wise NPA as of Mar 31, 2023 restated on account of intersegment re-classification of clients and to correctly depict the segment wise movement of NPA for Q1FY24

Summary of Labelled & Overdue Exposures



All figures in INR Crs

- Slippage of **INR 114 Crs** in Q1FY24 from Standard Restructured Advances pool of Q4FY23
- Recovery, Upgrades and Repayments from Standard Restructured accounts amounted to **~INR 240 Crs**
- Security Receipts **Redemptions** during the quarter aggregated to **INR 442 Crs**
- Provision Coverage on Security Receipts at **63.3%**
- Reduction in overdue book of 31-90 days Q-o-Q at **INR 3,863 Crs** vs. INR 4,786 Crs in Q4FY23

In INR Cr	30-Jun-23		31-Mar-23		30-Jun-22	
	Gross	Provisions	Gross	Provisions	Gross	Provisions
NPA	4,073	1,972	4,395	2,736	27,747	19,982
Other Non Performing Exposures	8,579	4,853	9,128	4,742	8,525	6,648
<i>NFB of NPA accounts</i>	1,209	217	1,289	237	1,207	199
<i>NPI</i>	146	63	172	76	5,188	4,941
<i>Security Reciepts</i>	7,224	4,573	7,666	4,430	2,130	1,508
Total Non Performing Exposures	12,652	6,825	13,522	7,479	36,272	26,630
Technical Write-Off ¹	2,451	2,451	1,584	1,584	16,106	16,106
Provision Coverage incl. Technical W/O		61.4%		60.0%		81.6%
Std. Restructured Advances ²	4,682	468	4,705	454	6,453	670
<i>Erstwhile</i>	298	52	4	4	30	1
<i>DCCO related</i>	1,489	74	1,558	78	1,744	87
<i>MSME</i>	539	54	644	66	925	92
<i>Covid</i>	2,355	287	2,499	306	3,755	490
Other Std. exposures ³	353	123	359	123	97	34
61-90 days overdue loans	2,594		1,165		6,543	
<i>Of which Retail</i>	705		629		429	
31-60 days overdue loans	1,269		3,621		905	
<i>Of which Retail</i>	1,034		1,097		634	

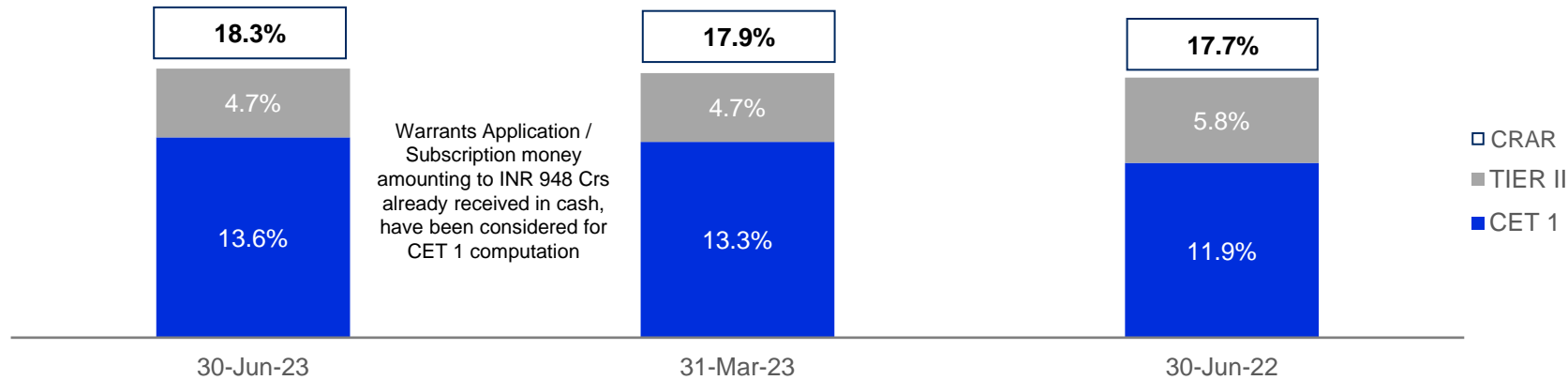
¹ Errata of Q4FY23 corrected: INR 1,584 Crs of Technical W/O as of March 31, 2023 v/s. NIL disclosed earlier

² Already Implemented as of respective date; Erstwhile category represents Standard Restructured accounts and does not include withdrawn categories such as SDR, S4A etc.

³ Where provisioning has been made as per requirement of RBI circular on Prudential Framework for Resolution of Stressed Assets dated June 7, 2019

Capital Position comfortable: CET 1 Ratio at 13.6%

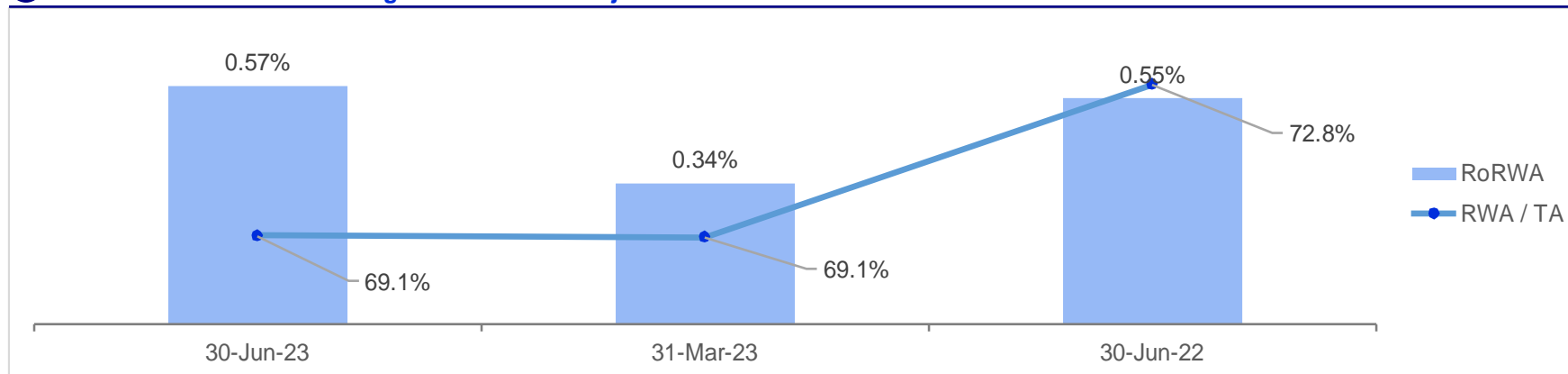
1 Bank's Capital Adequacy Ratio ¹



CET 1 Ratio at **13.6%**

Post full warrant conversion ~110 bps to further accrue to CET I ratio

2 RWA to Total Assets trending lower and Risk Adjusted Returns



¹ Includes Profits

Contents

Financial Results Update

YES BANK Franchise



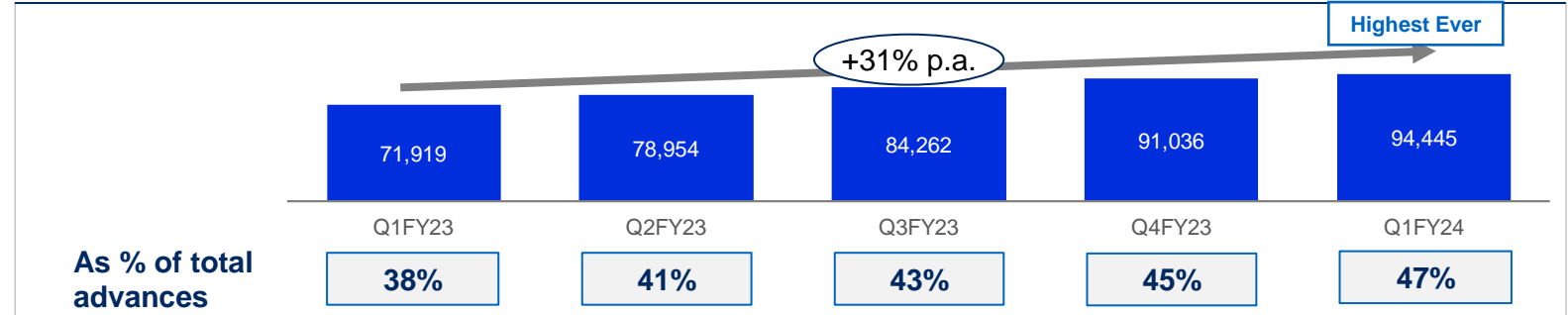
Retail Bank:

Full spectrum retail bank growing with strong momentum

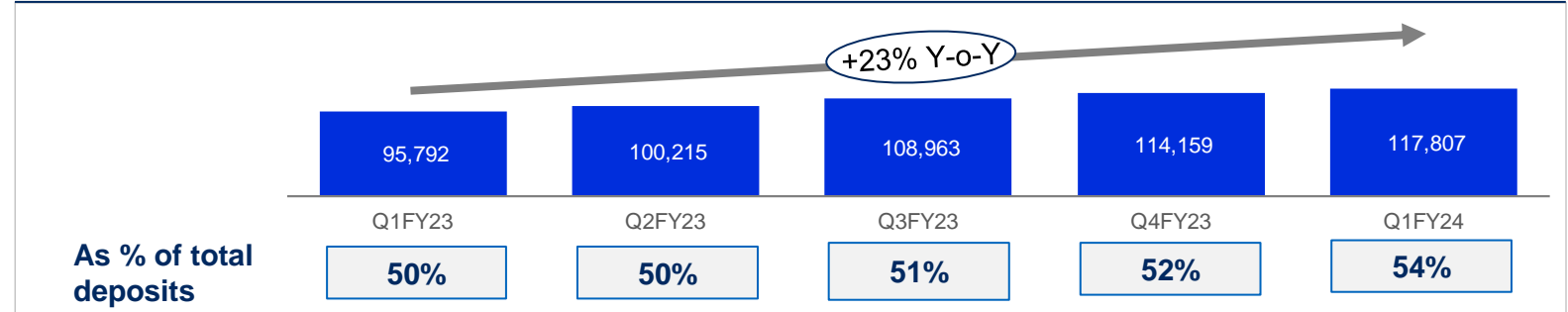


All figures in INR Crs

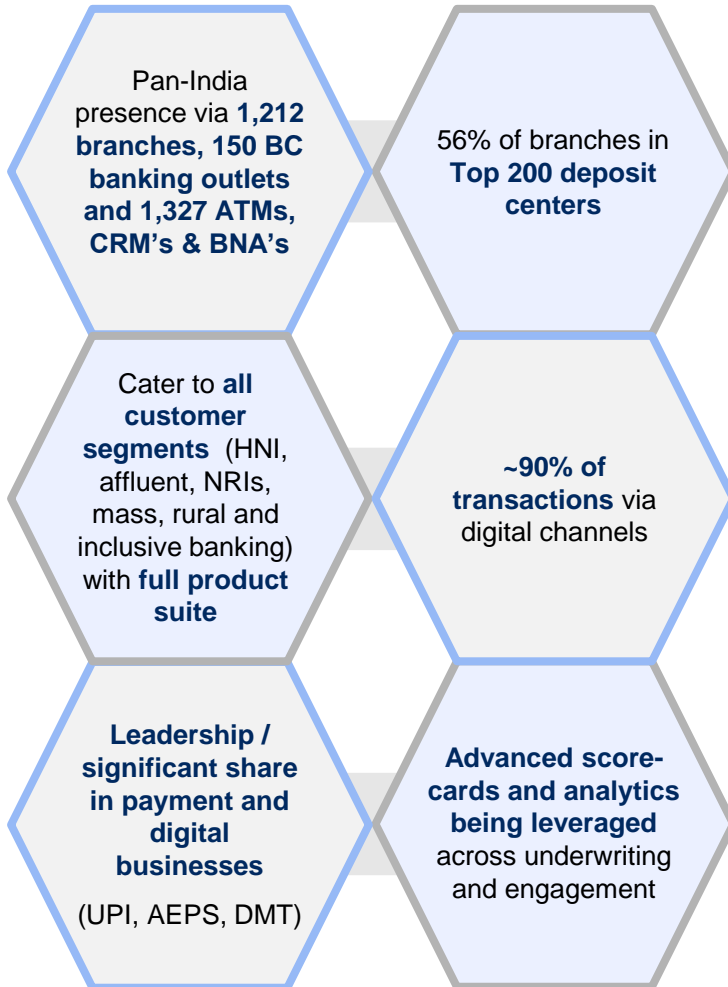
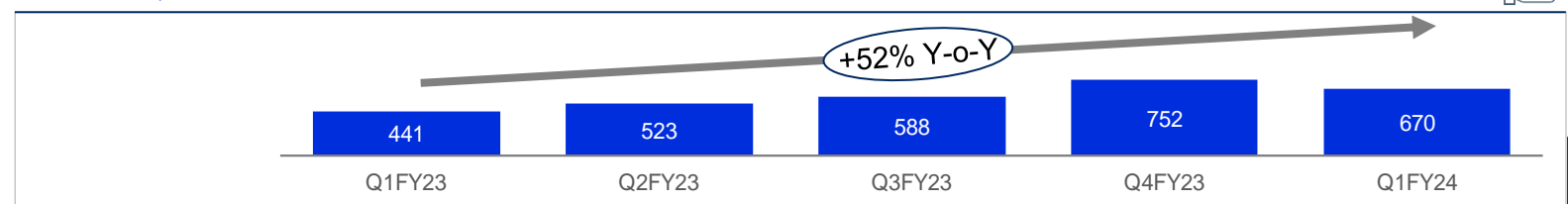
Strong growth in Retail Advances ¹



...along with healthy growth in Retail Deposits ²



In addition, continued momentum within Retail Fee Income



¹ An Internal Business Unit having Outstanding Balance of INR 760 Crs as of Jun 30, 2023, has been re-categorized to 'Retail' Segment v/s. 'SME' earlier. Comparative figures have been re-classified accordingly

² Basis Internal Business Segmentation

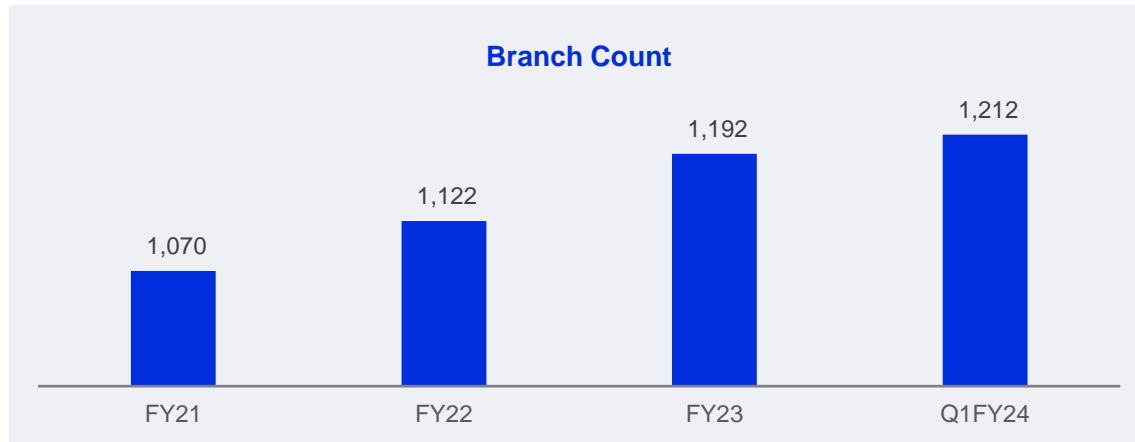
Branch Banking:

Expanding Footprint, Enhanced Digital CX & Growth in Granular Deposits

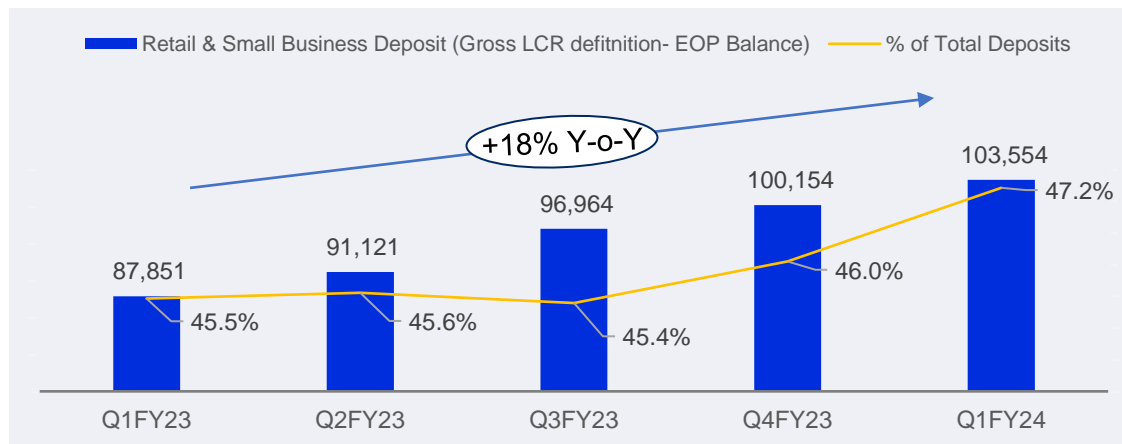


All figures in INR Crs

1 Steady buildup in Branch Network



3 Strong momentum in Granular Deposits



2 Digital Journeys for seamless Customer Acquisition, Servicing & Cross sell

Current & Savings Account Onboarding

Assisted Digital

- 93% SA opened digitally
- 90% SA opened within a day
- CA digital onboarding for Individuals, Sole Proprietors, Company & LLP
- **Key USP:** Auto fetch from online channels like GST, IEC, MCA etc. for KYC validation & seamless UX

DIY with VKYC

- End to End STP journey for digital account opening
- Crossed 6,000+ DIY full KYC accounts p.m. through co-origination & organically
- **Key USP:** Intuitive UI / UX for consultative onboarding

Servicing & Cross Sell

Servicing

- STP digital journeys available for all banking and loan requirements e.g. PAN / Email / Address / Nominee Update, Re-KYC, Foreclosure statement, Loan repayment schedule, Card transaction control etc.

Cross Sell

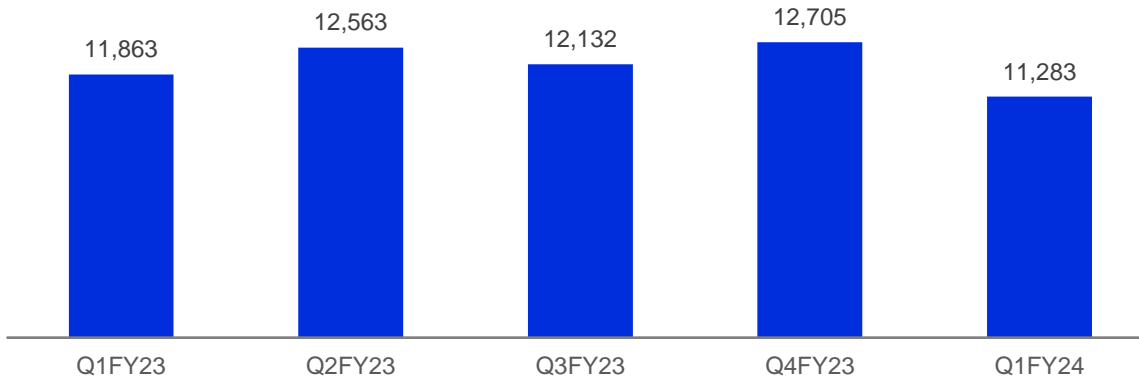
- End-to-end digital journeys for Fixed deposit, Credit card, Personal loan, 3-in-1 trading, Mutual fund & Insurance etc.
- Journeys available across DIY and Assisted

Retail Assets:

Fast growing diversified book

All figures in INR Crs

1 Retail asset disbursements momentum continues



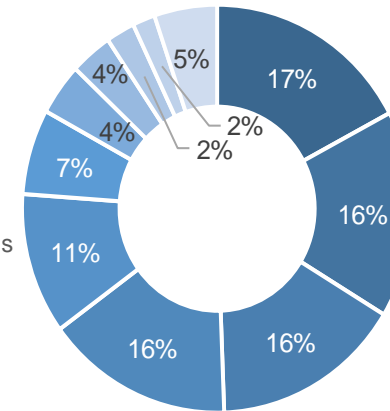
3 On the back of purposeful digital investments



- Expanded Product offerings through launch of **Education Loan**
- Loan in seconds (LIS) platform** and front-end automation initiatives (**Yes Robot**) have resulted in **lower TAT along with higher productivity**
- Adopted the **account aggregator ecosystem as FIU / FIP** to capitalize on consent layer of India stack
- Sales Force** implementation helping in process improvement and customer delight
- Pre-qualified Gold Loan OD** for existing customers **24x7 digital process**

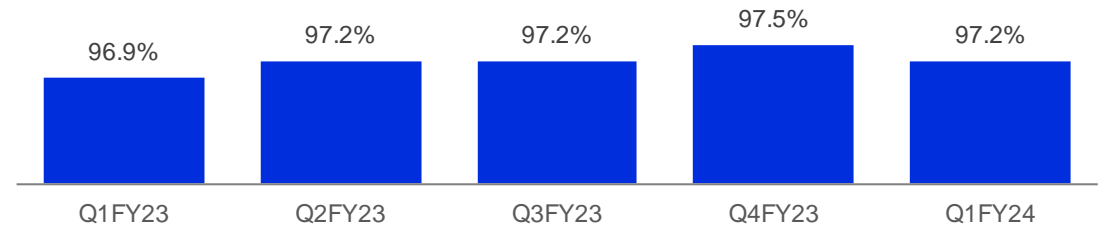
2 Diversified retail book¹

- Home Loans
- Personal Loans
- Secured Business Loans
- Auto Loans
- Commercial Vehicle Loans
- Construction Equipment Loans
- Credit Cards
- Rural Banking
- Business Loans



Preferred financier status with leading Auto OEMs

4 Strong focus on book quality & collections



- High share of secured loans in Retail Assets book - 80%, with healthy LTV ratios:
 - Avg. LTV for Affordable Home Loan ~66%
 - Avg. LTV for LAP ~57%

¹ Split basis gross retail advances

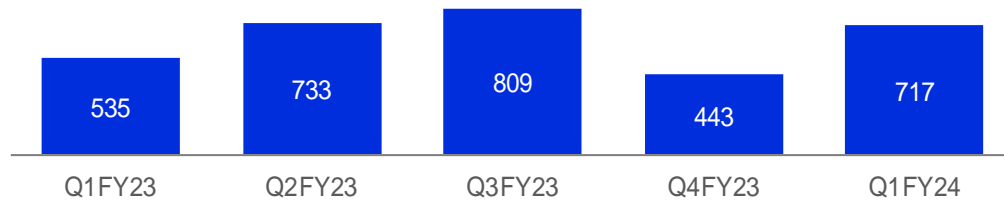
Rural Assets:

Deepen the penetration in emerging rural markets & generate Agri PSL



All figures in INR Crs

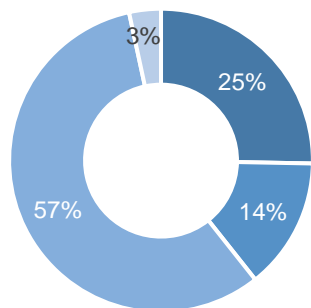
1 Business originations



- 100% book qualifies under **granular PSL lending**
- **Product suite to cater to all segments** of semi urban/ rural ecosystem
- **Parameterized lending** in the granular book for faster disbursements

3 Capturing Rural value chain with geographic diversification

Book Split (value) by segments



- Women Microfinance financing
- Institutional MFI financing
- Farmer financing (KCC + Farm Mechanization)
- MSME financing

Book size : INR 5,417 Cr

- **Diversified portfolio** across ~225 districts in 15 states
- **Rich pedigree of working with credible BC partners**
- **Grid based framework for MFI lending** (Parameters include AUM size, capital adequacy, external rating, delinquency, diversification etc.)

2 Robust Rural Assets book

- **High quality farmer financing** book with NPA of 1%
- **NPA <2% in the women microfinance book generated post-COVID** (disbursements on or after April 1, 2020; constitute ~99% of total book) inline with the microfinance industry standards
- **On ground portfolio monitoring/** trigger-based monitoring by an independent risk monitoring team

4 Analytics for expansion towards paperless processing

- Digital & Analytics to **enhance customer experience / reduce TAT**
 - **Digital on-boarding**, dedicated LMS for rule based sanctions & disbursements and **geo-tagged based monitoring**
 - **Usage of Bureau data** up to PIN code level for geographical expansions & periodic portfolio scrub to monitor portfolio health
 - Leveraging Fintech/ digitechs for underwriting and risk management

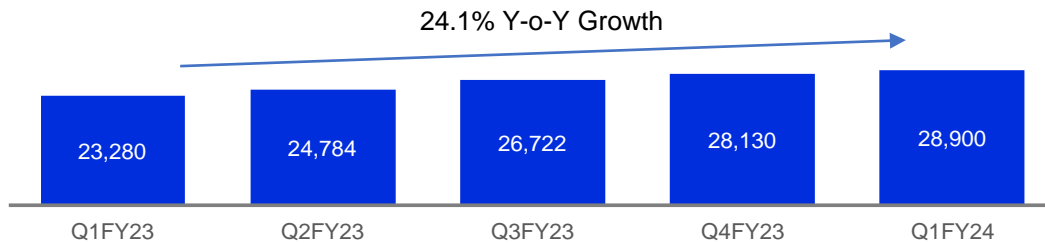
SME Banking:

Granular book creation with a solution led approach



All figures in INR Crs

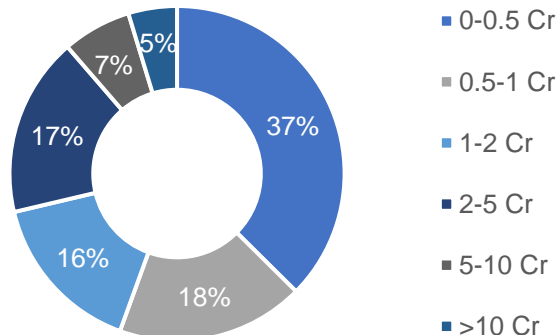
1 Steady growth in funded book



- **Collateral backed products** constitute 82% of the book
- **Surrogate program** is driving small ticket exposures and facilitating faster TAT
- **Healthy book quality:** 30+ overdue <2%
- **Excluding GECL** book rundown, book growth at 28% YoY

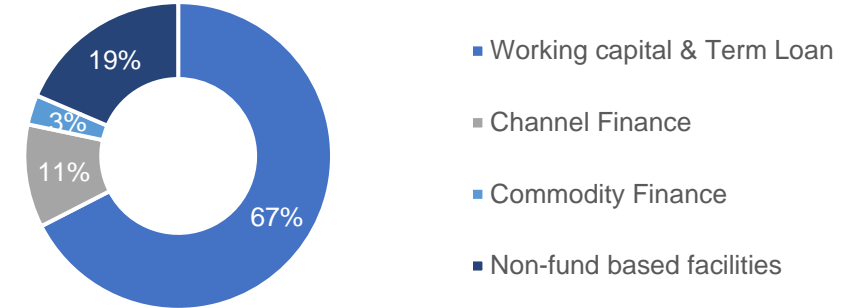
3 High quality & well diversified granular book

Book Split by Ticket Size



- **Granular book creation:** 55% customers having exposure less than 1 Cr
- **Distributed portfolio** leading to reduced concentration risk
- **Portfolio secured by collateral** in addition to primary security of stock & book debts
- **EWS** for portfolio monitoring

2 Funded and Non-Funded Book composition



- **Sustainable book:** 67% Core working capital and term loan book
- Healthy mix of **Non-funded facilities** at ~19%
- 90%+ book is **PSL compliant**

4 Digital and product innovation at fulcrum of the franchise

- **Launched CGSS (Credit Guarantee Scheme for Startup):** First Bank in industry to register with NCGTC for startup funding of upto INR 10 Crs
- **Concierge Desk:** Launched customer service delivery module for transactional services
- **Digital Lending Platform:** Fully digital end-to-end customer onboarding experience
- **Digital documentation:** Launched E-Sign / E-Stamp across 16 states

Credit Cards:

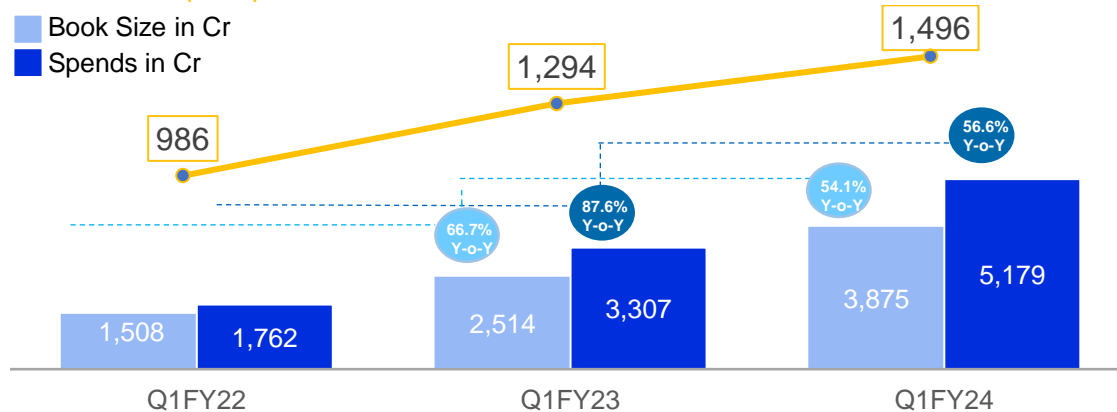
Strong business growth and enhanced customer experience



1 Sustained Strong Growth in Cards, Book Size & Card Spends

No of Cards In ('000s)

■ Book Size in Cr
■ Spends in Cr



3 Initiatives taken to enhance revenue

Steps taken to increase fee and interest income

- Revision in APR charges
- Revision in LPC charges
- Introduction of fee in order to cap rental transactions and wallet loading
- 6,100+ customers on-boarded on value-added subscription plans

2 Growth in Acquisition and Cross sell

- **Steady growth in new card acquisition leading to 16% Y-o-Y** growth in customer base to reach ~1.5 million base
- **Highest ever new card acquisition of 65000+ monthly and Spends of INR 5,179 Crs** in Q1FY24
- **Book size of INR 3,875 Crs at end of Q1FY24.** 54% YoY growth over Q1 FY24
- **Improvement in Revenue per customer through Cross-sell:** 33% growth in term book YoY

4 Distribution Outreach and Digitization

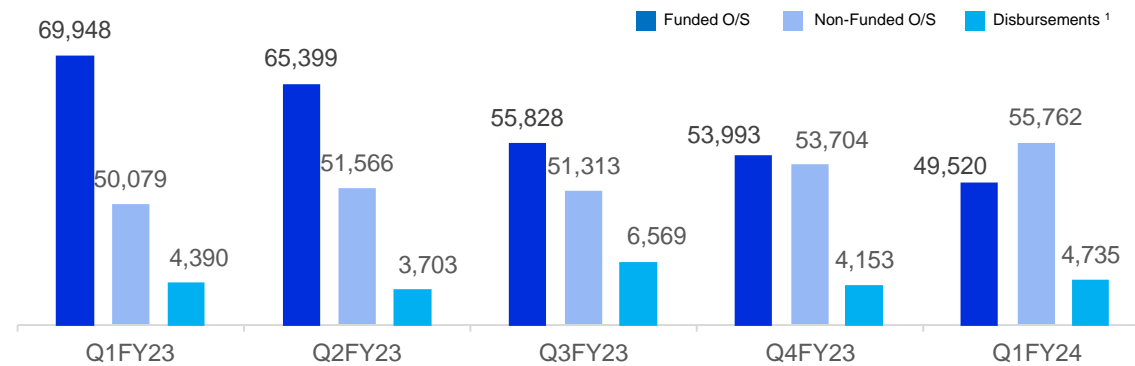
- **Digital acquisition contribution is at 90%** leading to seamless customer onboarding experience (ETB & NTB) and reduced cost
- **Live with TWID and Pointspe** to enable real-time reward redemption during transactions
- **Instant issuance of Virtual Card** to equip customers to make transactions prior to card delivery
- **OTP based replication of card settings on renewed cards** thus improving customer experience and enhanced spends.

Wholesale Banking: Granularization of incremental lending book

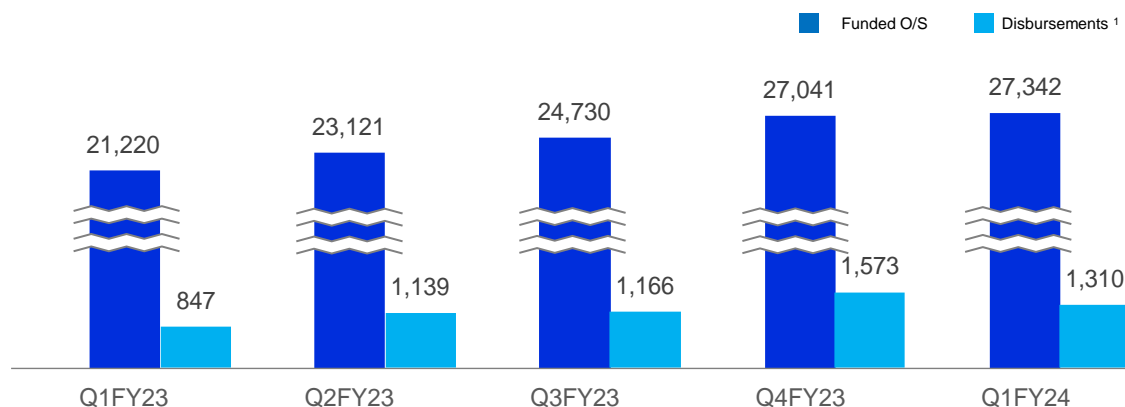


All figures in INR Crs

1 Corporate Book & Disbursements – Debulking Continues



3 Mid Corporate Break up – Granularity improving



2 Providing tailored solutions to clients across business segments

Large Corporates

- Team of 188 Relationship Bankers spread across 10 locations servicing 950 + corporates and a team of 30 Product Specialists across Renewables / Infra / Port / Road sectors / Loan syndication
- Focus on Trade borrowers : Letter Of Credits and Bank Guarantee of ~ INR 47,000 Crs- up 12% Y-o-Y and 4% Q-o-Q
- Focus on deposit mobilization from top corporates with average deposit (AMB) of ~ INR 35,000 Crs
- Continued de-risking of stressed exposure with reduction of ~INR 2,500 Crs in exposure achieved in Q1FY24
- New Credit Limits of INR 12,000 Crs sanctioned during Q1FY24, and 24 new corporate relationships added

Institutional & Govt Banking

- Team of 205 Relationship Bankers covering Financial Institutions and financial sector entities, Government entities and Multinationals
- Market leading position in cross border remittances
- Solutioning led wholesale liabilities franchise across Government entities, Co-operative sector, BFSI and Fintech
- Tailored custody services
- Granular advances growth with capital light fee driven business model

Mid Corporates

- Team of 305 members with a strong coverage with presence in 37 key locations
- Granular portfolio with a focus on knowledge banking
- Deeply entrenched in new-age entrepreneurship ecosystem by providing bespoke digital solutions, incubation and networking platforms

¹ Excludes movement of CC/OD

Large Corporates

Focus Sectors

- Auto
- Cement
- Chemicals
- Engineering
- Fertilizers
- FMCG
- Food & Agri
- Metals
- IT / ITES
- Logistics & Warehousing
- Oil & Gas
- Healthcare & Pharma
- Renewables
- Steel

Portfolio Quality and Risk

- Higher the proportion of well rated corporates in Advances
- Continued reduction in stressed book & improvement in portfolio rating
- Growth in Working Capital, Trade Flow business
- Focus on granularizing the portfolio.
- Average limit of new sanctions in Q1: INR 152 Crs
- ECLGS exposure is 1.7% of total LC exposure & 93% of LC borrowers haven't availed ECLGS.

Pan India Presence

- Presence in 10 major locations

- Delhi
- Kolkata
- Mumbai
- Pune
- Ahmedabad



- Bengaluru
- Chennai
- Hyderabad
- Coimbatore
- Kochi



Analytics

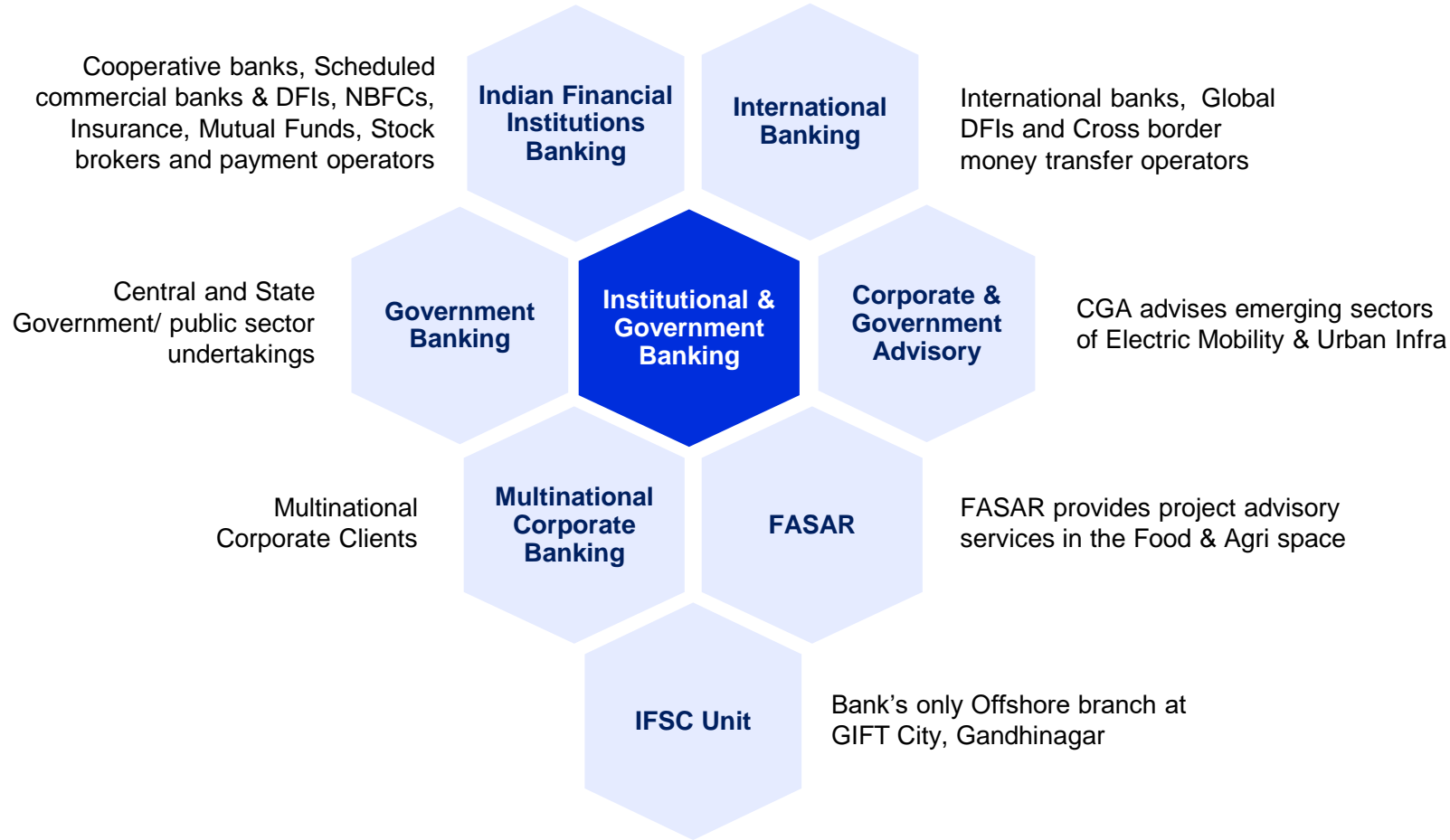
- Proactive EWS mechanism
- Detailed screening of new names prior to onboarding
- Focus on Trade Corridors for imports and exports business

Products

- Working capital Finance, Project Finance, Supply Chain Finance , FX and Derivatives.
- Growing non-fund book - Letters of Credit, Bank Guarantees (~INR 47,000 Crs) from high quality Large Corporates
- 24 New Corporates onboarded in Q1FY24
- Digital, Collection & Payments, Liquidity Management Solutions for large corporates
- Major contributor to Bank's Liabilities business
- Onboarding new clients via Debt Capital Markets solutions
- Cross-sell via corporate salary accounts origination by Consumer Bank & Credit Cards from LC client base

Institutional & Government Banking

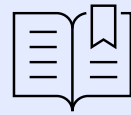
YES BANK's Institutional & Government Banking Group is divided into 7 segments *Anchoring the Wholesale liabilities franchise*



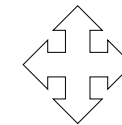
Mid Corporates



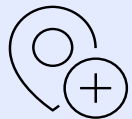
Growth led by NTB and X-sell - higher wallet share and productivity



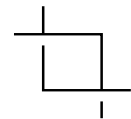
Knowledge Sectors – Media & Entertainment, Gems & Jewellery, Food & Agri, Pharma, Chemicals, Auto ancillary, Logistics, Metals



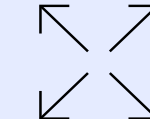
ECOM Team
Unicorn and Soonicorn Focus



Strong coverage – presence in 37 key locations



Laser Sharp focus on portfolio quality



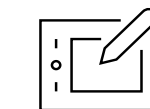
Initiatives to maintain Bank's Leadership Position in startup ecosystem through engagements like API banking, Customized Digital Solutions/UPI/PPI, Digital Escrow and Advisory Services (accelerator programs)



Sustainable growth in fund based book - Increase Term Loan share



Increase Fee contribution through Augmenting credit & non-credit Trade/CMS income. Focus on digital channels like Trade On Net, digital banking, API integration. Synergies with YSL, FASAR & Treasury



Customers provide a multiplier effect for Branch Banking offerings - YCOPS, Wealth, TASC, Credit Cards

Digital & Transaction Banking:

Sustainable & Granular Revenues through Digital Payments, Trade Finance & Cash Mgt.



Strengthening Franchise	19% growth in TBG* embedded CA & 13% growth in Trade NFB* (YoY) Issued First e-Bank Guarantee (e-BG) in partnership with NeSL	36% growth in Retail Mobility Transaction Volume YoY
	95% of our Corporate CASA is embedded with Digital & Transaction Banking Product & Solutions	2+ PPI* in Corporates covers 82% CA, 97% CMS Thruput, 95% Trade FB*, 88% Trade NFB* & 96% EXIM* flows
	25% YoY growth in Transaction Banking Fees	70% of all Lending Clients have 2+ TBG & DB Product Embedment
	Corporate Cash Management Thruput has increased by 62% YoY. 98% of our Cash Management thruput comes from Digital modes	Supply Chain & TreDs Book has increased by 31% YoY 43% growth in Trade led FX income YoY
Product & Payment Leadership	Market Leadership – YBL processes 1 in 3 Digital Payment transaction in India <i>UPI – 38.1% Rank #1 NEFT – 7.4% IMPS - 9.6% NACH - 12% AePS - 23.8% Rank#1</i>	
	67% growth in UPI, 95% in NACH & 39% growth in BBPS YoY ~22% Market Share in Bullion within the Banking Industry and ~8% Market Share in LRS	
Superior Service	~12 million queries and ~400k service requests managed by Yes Robot and Whatsapp Banking	~100,000 client queries addressed successfully by our Corporate Client Management team
	90% of our Corporate CASA clients is covered by dedicated Service Team, with query resolution at 93% First Time Right with 92% TAT adherence	

* PPI @ Product Penetration Index, FB @ Fund Book, NFB @ Non-Fund Book, EXIM @ Export & Import, TBG @ Transaction Banking Group, DB @ Digital Banking

Curated & Expansive Digital Interface

Enriched customer experience across all customer segments



Yes Online - (Web)
Revamped, Simplified and Futuristic
Net Banking Service

Corporate & MSME Banking
Revamped, Simplified and Futuristic
Online & Mobility Service

Smart Trade & Digital Supply Chain
Digital Onboarding, Fintech Partnership, X-
Border Remittances & Open Banking

IRIS – (Mobile Platform)
Revamped, Intuitive, Futuristic
Super APP in making

YES Online

Digital Rupee
CBDC Wallet for Individual
Customers & Merchants



Yes Robot –
24x7 personalized AI
powered Chatbot



Whatsapp Banking –
Convenient, secure inquiry &
transacting Banking Channel



Yes Pay –
Digital Payment Super APP



IVR Banking -
Customer Service, Voice bot



Retail
Individuals



Transaction Banking Group
YES TRANSACT



Prepaid Instrument (PPI) -
Corporate Expense Solution,
Wallet Services, Travel, Gift and Fleet Mgmt.



Embedded Banking (BaaS)
SDKs to provide seamless Digital
experience for SuperApps /
NeoBanks and Fintechs

API

API Banking (BaaS)
Expansive and growing API Banking
Services for New Age Businesses

YES Connect

Yes Connect
Corporate Super APP with Yes Bank
and Partner/ Public Digital Services



Merchant Collection
PG, POS, QR Code (UPI / CBDC), Cash
& Cheque Solutions for Merchants and
Retailers for Digital Collections

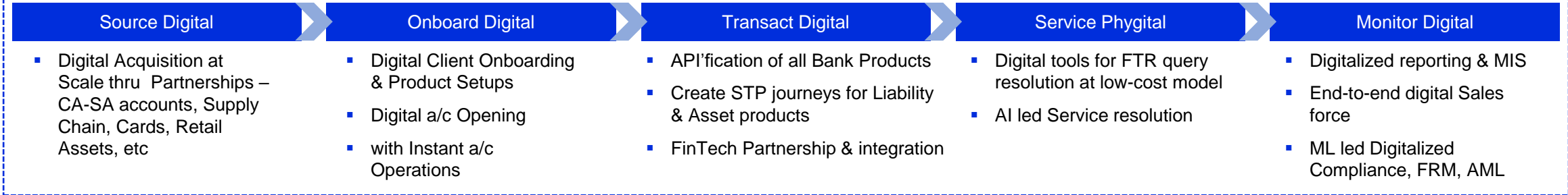


Embedded (Connected) Banking

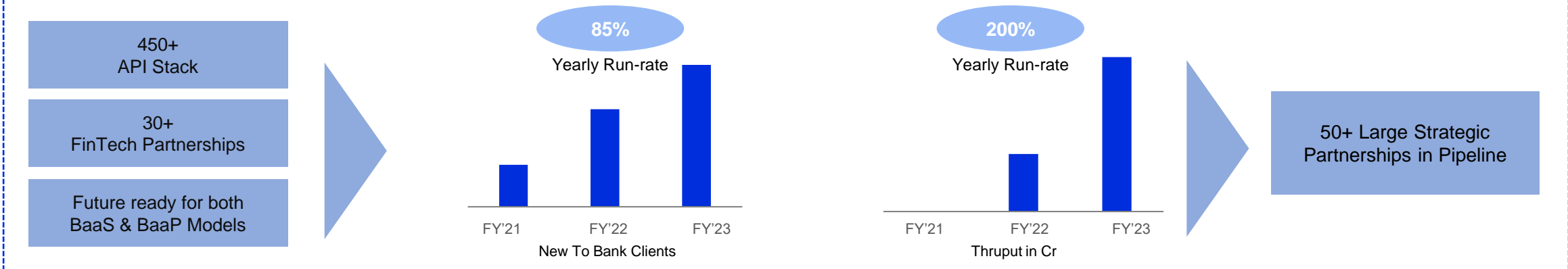
Digitizing client journeys & creating inorganic client acquisition funnel thru Fintech partnerships



Partnership roadmap of Digital & Transaction Banking



Connected Banking creating a Digital Acquisition funnel



Quantum Force Multiplier for Inorganic Client Acquisition across...

Current Account	Saving Account	Deposits	Personal Loan	Business Loan	Working Capital Loan	Supply Chain	Loan against Securities	X-border remittance	Wealth Mgmt	Credit Cards	FX Cards	Commercial Card
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YES Connect : Enriched Customer Experience

Super App for Businesses

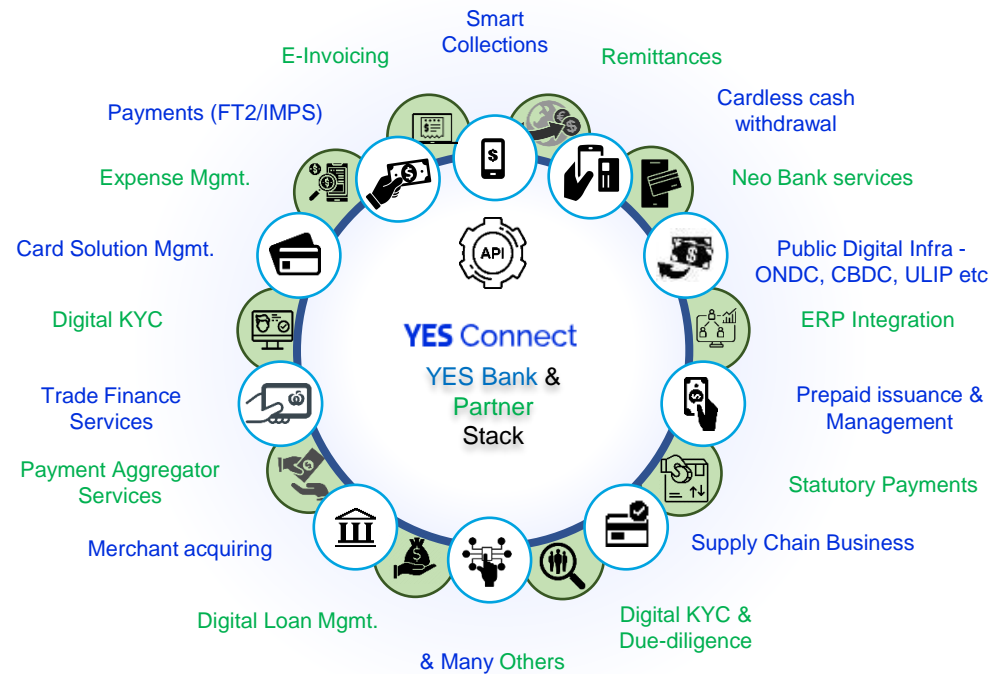


API'fication of our Marketplace model
(YES Bank + Partner Offerings)

Sachetization of Solutions across Industry Segments

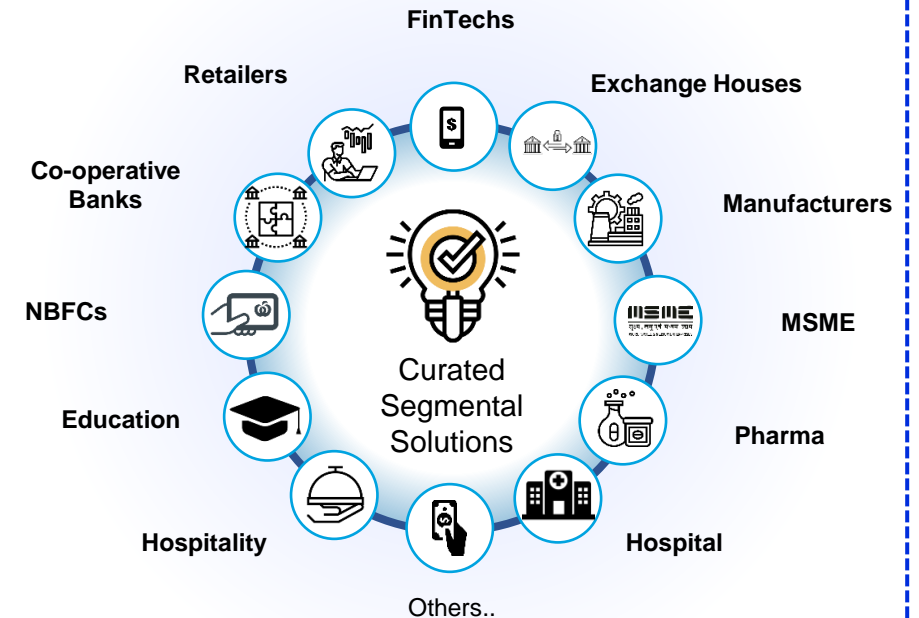
YES Bank Services

Partner Services



YES Connect

Services across



Liabilities, General Banking and Cash Management

Trade, Remittances, FX and Supply Chain

Working Capital Financing and Service Fulfilment

Public Digital Infrastructure

Service Fulfilment

Beyond Banking (Partner Soln.)

30+ Partners

450+ APIs

100+ Solutions

Login to <https://yesconnect.yesbank.in/>

IRIS : Enriched customer experience

Super APP for Retail Customers

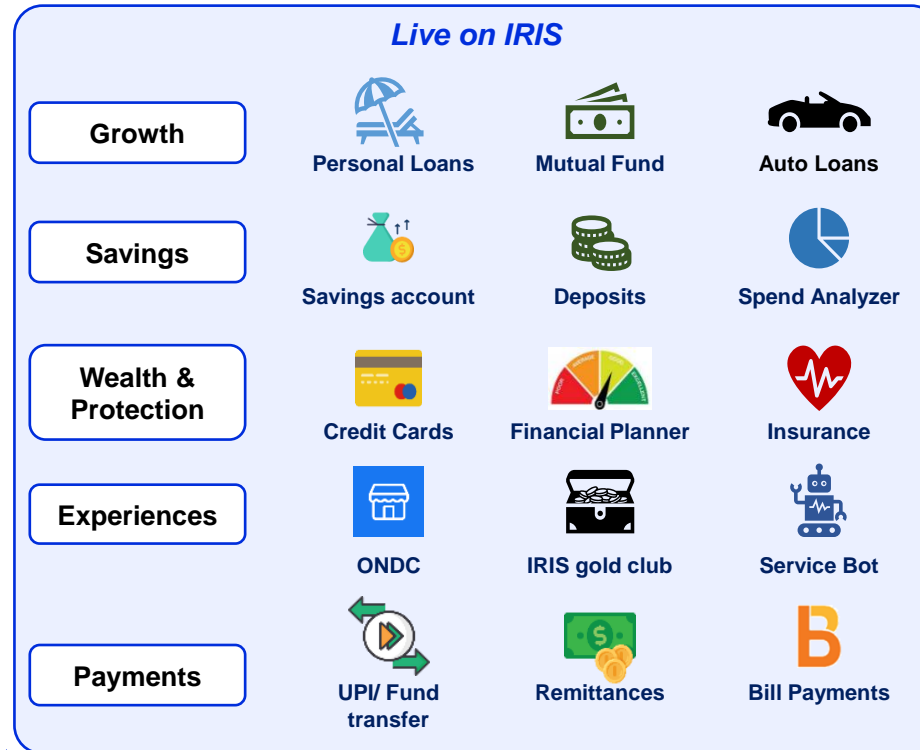


- IRIS is a native API-led mobile platform offering banking on fingertips across customer lifecycle
- Leveraging 30% mobile native consumers + Digital India stack to build a highly scalable and low C2I digital business model

Key Differentiators

- India's first banking app built on co-creation
- Simple & intuitive design
- Significantly enhanced and superior banking experience with acquisition & onboarding journeys
- Complete customer lifecycle with hyper-personalized financial experiences

Products & Features Snapshot



Promising green shoots in CUG – To be launched soon

2 lac+ users within 4 few months of CUG launch



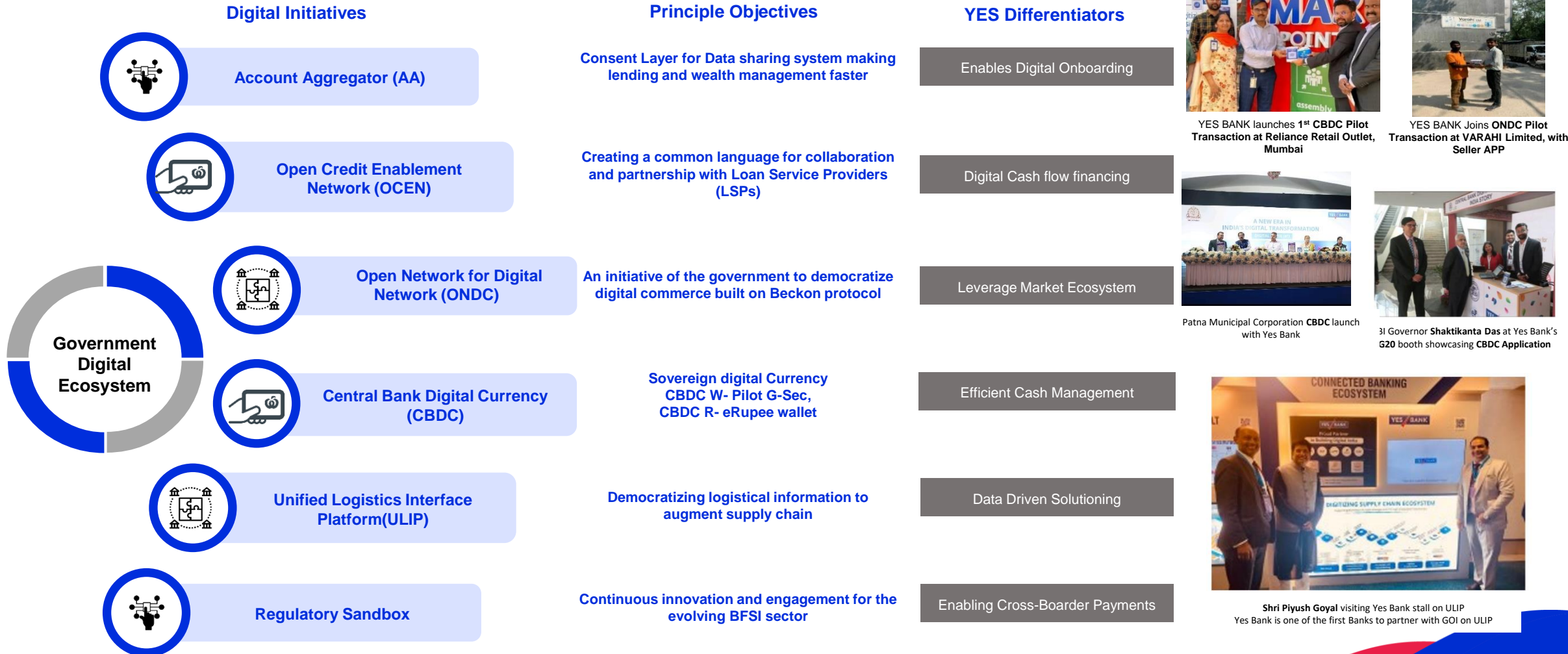
Targeting 30% of new digital acquisition of the bank

Customer Lifecycle

NTB Acquisition Onboarding Cross-sell Services Transactions Value added experiences

Strategically leverage Public Digital Infrastructure

Contributing to building new-age India through collaboration on Key Digital Initiatives



YES BANK launches 1st CBDC Pilot Transaction at Reliance Retail Outlet, Mumbai



YES BANK Joins ONDC Pilot Transaction at VARAHI Limited, with Seller APP



Patna Municipal Corporation CBDC launch with Yes Bank



31 Governor Shaktikanta Das at Yes Bank's G20 booth showcasing CBDC Application

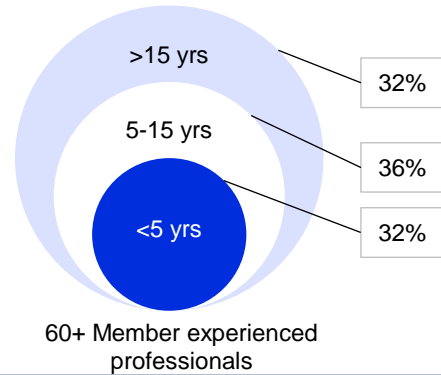


Shri Piyush Goyal visiting Yes Bank stall on ULIP
Yes Bank is one of the first Banks to partner with GOI on ULIP

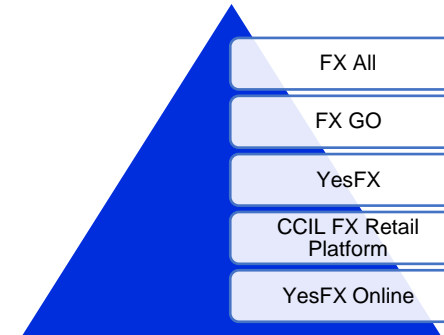
Financial Markets – Customised solutions for clients



FX Sales



Active FX trading desk for market making providing best in class pricing for customer transactions and Propriety trading



Available across digital platforms for Rate booking
Retail Contributes 45% of overall income

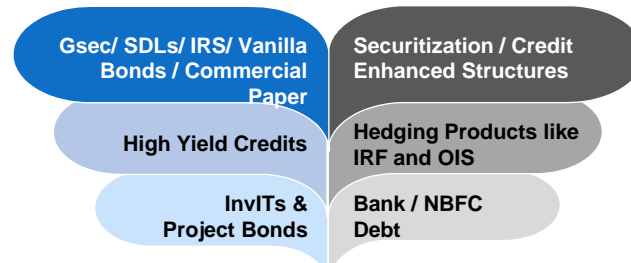
Debt Capital Markets & PD

Connect with a wide range of Large/Mid-Size Issuers

- Corporates
- NBFCs & FIs
- Banks
- InvITs



Comprehensive Product Suite



Numerous maiden issuances & multiple repeat mandates



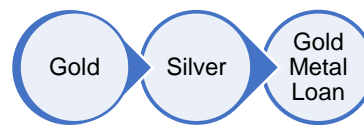
Diversified Investor Connect

- Mutual Funds
- Banks
- Insurance Companies
- NBFCs
- Private Wealth Management
- Retiral Funds
- Corporate Treasuries
- Alternate investment Funds
- FPIs
- UCBs & RRBs

Our Experience

- 100+ Years of collective Team experience
- 1000+ Transactions originated since inception
- 50+ First-time issuers introduced to Debt Capital Markets

Bullion Desk



- Customer Types
- Bullion Traders
 - Jewellery Mftg
 - Jewellery Exporters

- 2nd Largest Bank for Bullion in India
- Extended specialized desk coverage
- Pioneered the first INR settlement trade between India and UAE

Robust Governance Structure – Board Members



Eminent and Experienced Board



Rama Subramaniam Gandhi
Non-Executive, Part time Chairman,
Independent Director



Atul Malik
Independent Director



Sharad Sharma
Independent Director



Sadashiv Srinivas Rao
Independent Director



Sanjay Kumar Khemani
Independent Director



Prashant Kumar
Managing Director & CEO



Nandita Gurjar
Independent Director



Rekha Murthy
Independent Director



Rajan Pental
Executive Director



Sandeep Tewari
Nominee Director appointed by SBI



Thekepat Keshav Kumar
Nominee Director appointed by SBI



Shweta Jalan¹
Non- Executive Director



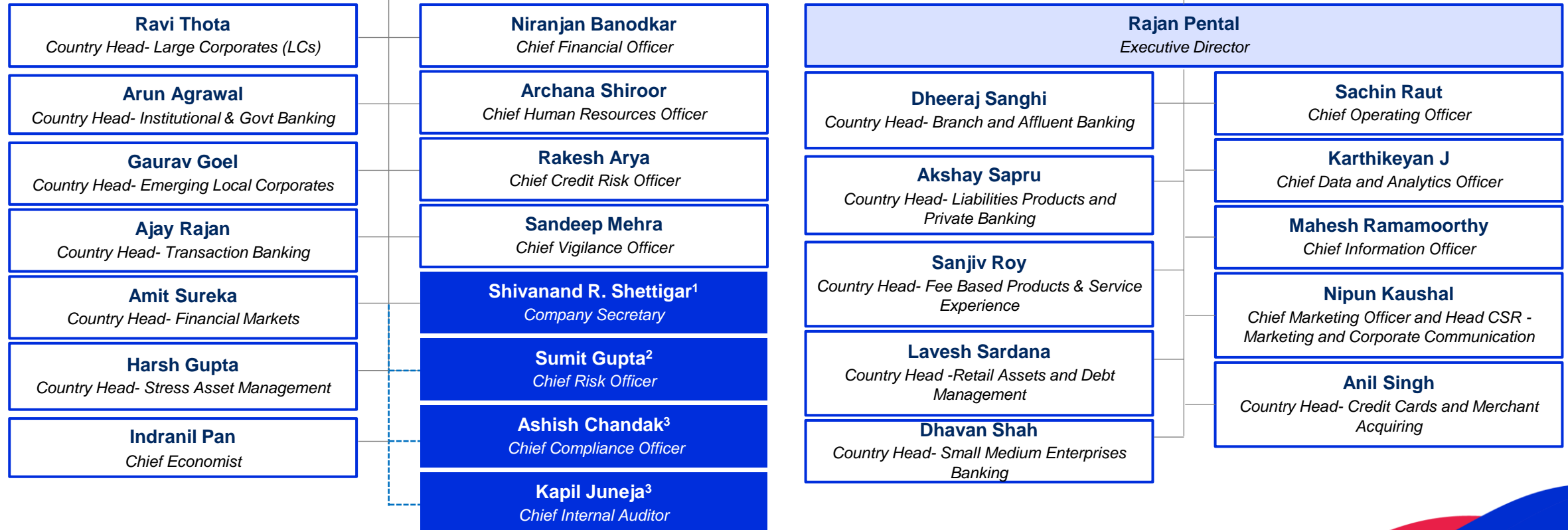
Sunil Kaul²
Non- Executive Director

¹ Non-Executive– Nominee of Verventa Holdings Limited
² Non-Executive– Nominee of CA Basque Investments

Professional and Seasoned Management team



Prashant Kumar
Managing Director & CEO, YES Bank



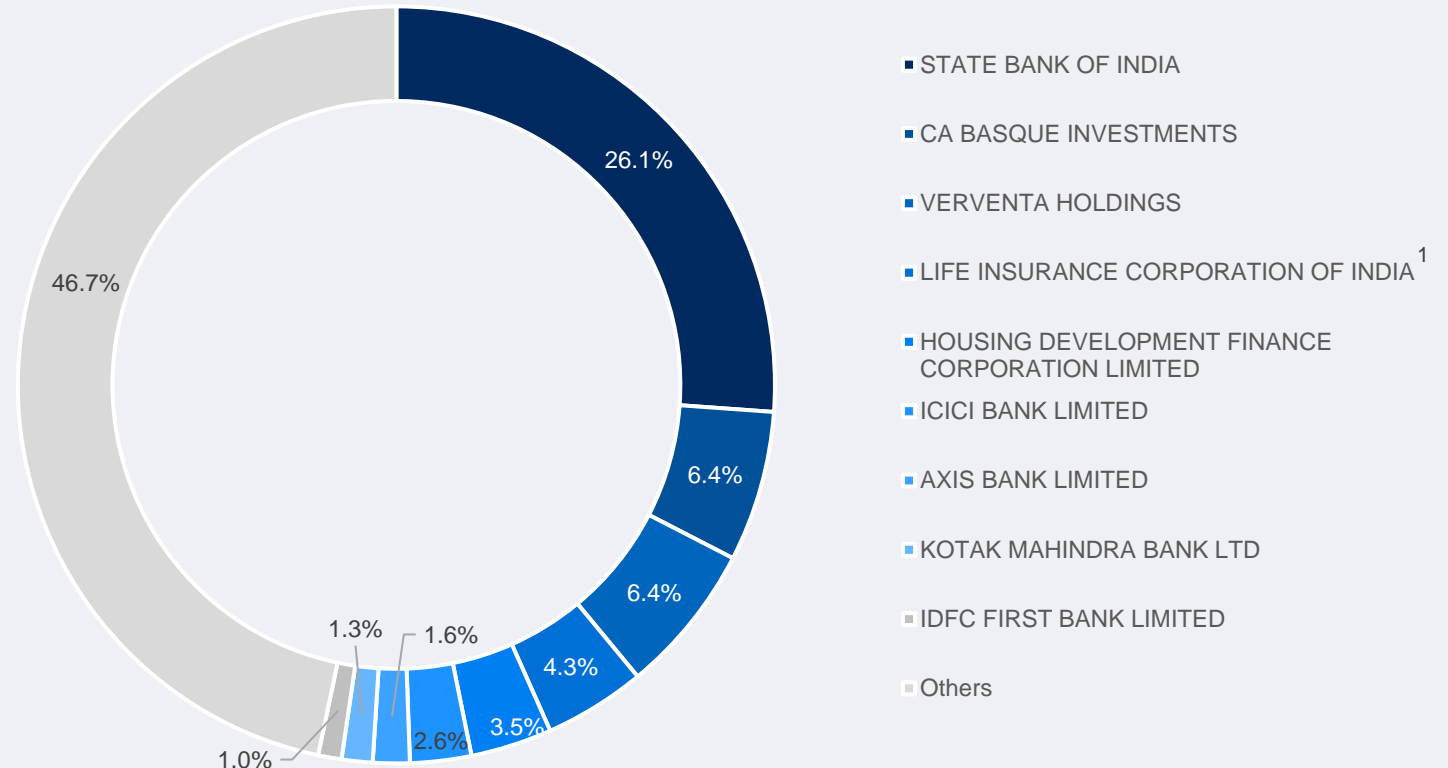
1 Reports directly to the Chairman of Board
2 Reports directly to the Risk Management Committee of the Board
3 Reports directly to the Audit Committee of the Board

Strong Investor base

Well diversified Investor base:

Category	%
Banks	32.9%
FDI	12.9%
Resident Individuals	29.3%
FPI's	10.9%
Body Corporates	6.7%
Insurance Companies	4.6%
Others	2.7%
TOTAL	100.0%

Shareholding Pattern as on June 30, 2023



¹ LIC along with its various schemes

Responsible franchise committed to a purposeful ESG agenda



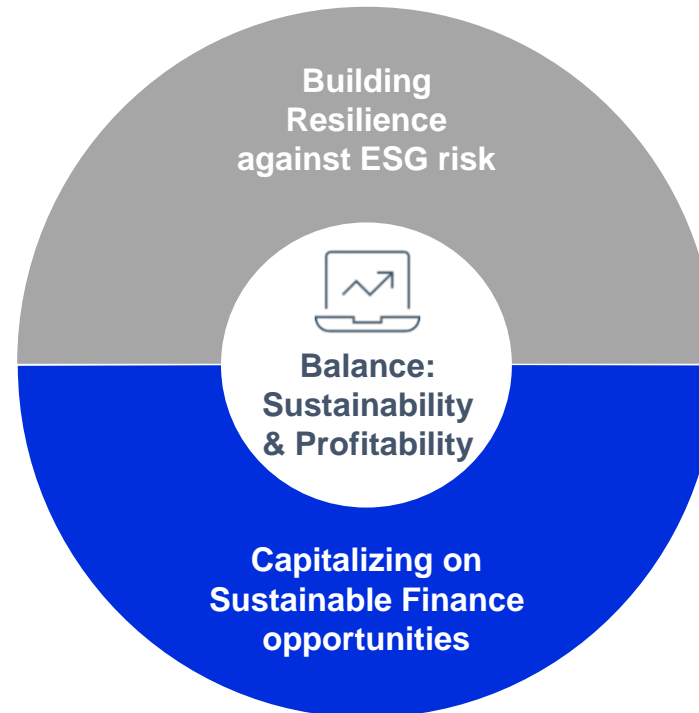
Key Highlights

First Bank globally with an ISO 14001:2015 certified Environmental Management System covering 832 facilities

First Indian Bank to measure and report financed emissions of its electricity generation loan exposure and develop targets to align with SBTi well-below 2°C scenario

First Indian Bank to be a Founding Signatory to UNEP FI Principles for Responsible Banking and to sign the Commitment to Climate Action, striving to align its business strategy with the Paris Climate Agreement

Mobilized green and social finance towards renewable energy, electric vehicles, SMEs, rural farmers and women entrepreneurs



- 1 Addressing Climate & ESG Risk**
Instituted an Environment and Social Risk Management System (ESMS) to integrate E&S risks into overall credit risk assessment framework
- 2 Net zero by 2030**
Committed to reduce greenhouse gas (GHG) emissions from operations to net zero by 2030. Switched to renewable energy at the Bank's headquarters, YES BANK House
- 3 Enhancing governance & disclosures**
Board – level CSR and ESG committee; Executive – level Sustainability Council led by MD &CEO
ESG-linked KPIs for Top Management
Enhanced sustainability disclosures aligned to GRI and Taskforce on Climate-related Financial Disclosures (TCFD) recommendations
- 4 Engaging stakeholders**
Associated with the Task Force on Sustainable Finance (*constituted by the Department of Economic Affairs, Ministry of Finance, Government of India*) as a co-lead of the work stream '*Building Resilience in the Financial Sector*'
- 5 Promoting sustainable finance**
Launched India's first Green Bond and first Green Fixed Deposit

Strong people focus:

Stable leadership with focus on up-skilling talent, objective performance management & enabling employee flexibility



Leadership Development

- Employees in C-Suite, Leadership, Executive and Senior grades with average vintage of around 8.6 years within the Bank combined with top talent from the industry.
- YES INSPIRE- 'Mentoring the Mentors Workshop' was conducted for 24 senior leaders from Corporate Business units. The program was designed and delivered with an objective of discovering the power of mentoring, master mentoring skills and embrace success in their enhanced leadership role.
- Employees in Mumbai and Pune locations attended a 5-Step Problem Solving and Decision-Making Workshop which focused on real-time solutioning approach that will further enhance the decision making and problem-solving skills.

Knowledge Management

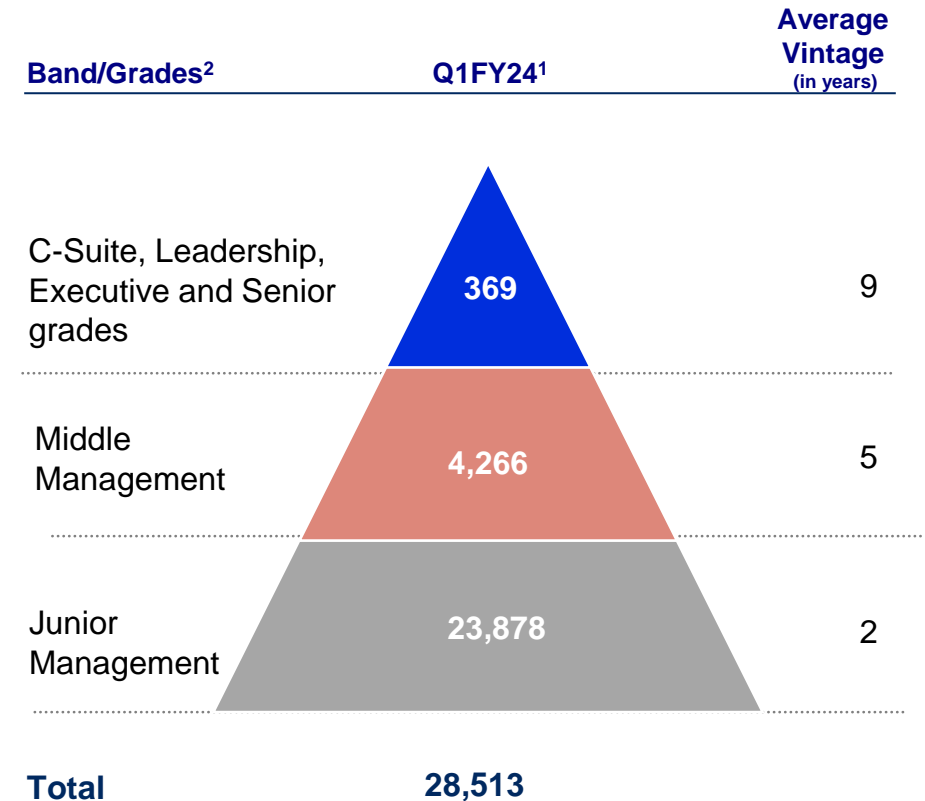
- YES School of Banking focusses on role and skill-specific training and certifications. Total 74,413 training days were clocked in Q1FY24 with an average of 2.62 training days per employee.
- A knowledge series- Know Your Bank (KYB) was launched in June 2023 to help employees get a better understanding of the key Business Units, Products, Processes and Policies of the Bank. The first session was conducted by Nipun Kaushal- CMO & Head-CSR that helped >1,000 YES BANKers get better acquainted with the 'YES Bank of Today'.
- Tableau workshops and Workshop on Foreign Exchange (FX) and Derivatives Sales knowledge were organized for Wholesale Banking units to build capabilities in Sales, Data Management and Analytics. Over 100 employees attended these workshops.

D & I Initiatives

- We celebrated the 'Pride Month' by conducting a highly interactive workshop for all YES BANKers on 'YES TO ALL – LGBTQIA+ Perspective' to sensitize the need of inclusion and understand everyone's role in nurturing inclusive behavior in the organization.
- 'IncludEd – The LGBTQIA+ Perspective' session was conducted for a specific cohort of 26 HR Retail Relationship Managers with an objective to understand importance of Inclusive Behaviors that impact hiring and employee life cycle management relationships.

Employee Engagement

- The Annual Performance Review (APR) cycle for FY 2023 was successfully completed for all eligible employees, who received performance linked payouts- Performance Bonus and ESOP grants in May 2023.
- On the occasion of International Yoga Day, a series of experiential Yoga sessions were organized across YES BANK which received enthusiastic participation of over 400 YES BANKers.
- On the occasion of World Environment Day, 'Eco-Champ workshop' was organized for children of YES BANKers. Over 100 kids created 'Best out of Waste' items under guidance and support of NGO volunteers.
- An online Brain GYM Workshop was conducted in the month of June 2023. This highly immersive and experiential session covered exercises that help stimulate blocked energy, increase vitality and restore a sense of equilibrium.

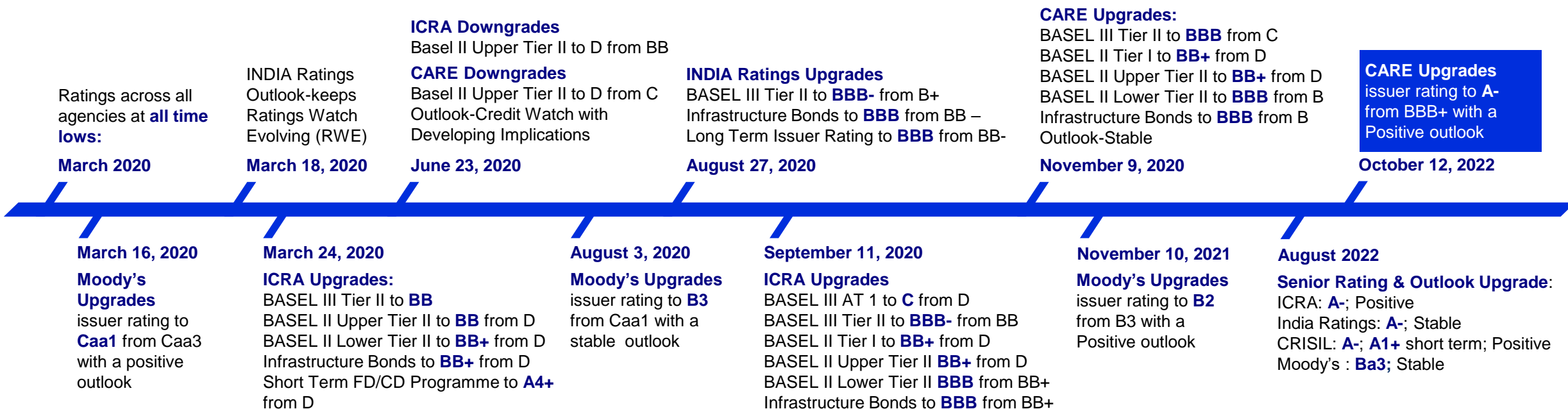


Net addition of 996 staff over the headcount of March 31, 2023

¹ Data as on June 30, 2023

² This excludes MD & CEO and Executive Director

Credit Rating



International Rating	Long-term					Outlook	Short-term	
Moody's Investors Service	Ba3					Stable	Not Prime	
Domestic Rating	Long-term					Outlook	Short-term	
	Basel III		Basel II			Infra Bonds		
	AT I	Tier II	T I	UT II	LT II			
CRISIL		A-				A-	Positive	A1+
ICRA	BB	A-	BBB+	BBB+	A-	A-	Positive	
India Ratings		BBB+				A-	Stable	
CARE		A-		BBB	A-	A-	Positive	

Thank You

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