



Your Family Bank, Across India

Regd. & Head Office  
P. B. No.599, Mahaveera Circle  
Kankanady  
Mangaluru – 575 002

Phone : 0824-2228182  
E-Mail : comsec@ktnbank.com  
Website : [www.karnatakabank.bank.in](http://www.karnatakabank.bank.in)  
CIN : L85110KA1924PLC001128

**SECRETARIAL DEPARTMENT**

November 08, 2025

HO:SEC:223:2025-26

To

The Manager  
Listing Department  
**National Stock Exchange of India Limited**  
Exchange Plaza, C-1, Block G  
Bandra-Kurla Complex  
Bandra (E), Mumbai-400051  
**Scrip Code: KTKBANK**

The Manager  
Listing Department  
**BSE Limited**  
Phiroze Jeejeebhoy Towers  
Dalal Street  
Mumbai-400001  
**Scrip Code: 532652**

Madam / Dear Sir,

**Sub: Intimation under the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 - Submission of copy of the presentation for Analysts / Institutional Investors on unaudited, reviewed Standalone & Consolidated financial results for the quarter and half year ended September 30, 2025**

We refer to our earlier letter no. HO/SEC/218/2025-26 dated 04.11.2025, intimating about the scheduling of Q2H1FY26 Earning's Audio Conference Call for Analysts / Institutional Investors to be held on Monday, November 10, 2025, at 04.00 PM IST and also the modalities in connection therewith.

In compliance with the provisions of Regulation 30 read with Para A of Part A of Schedule III and other applicable provisions of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we enclose herewith a copy of the presentation for Analysts / Institutional Investors on the unaudited, reviewed Standalone & Consolidated financial results for the quarter and half year ended September 30, 2025. The analyst presentation has also been hosted on the website of the Bank and the same is available under the link given below:

<https://karnatakabank.bank.in/investors/quarterly-results>

This is for your kind information and dissemination.

Yours faithfully,

Sham Kanathila

Digitally signed by Sham Kanathila  
Date: 2025.11.08 18:04:30 +05'30'

**Sham K**  
**Company Secretary &**  
**Compliance Officer**

# INVESTOR PRESENTATION Q2 FY26



Karnataka Bank  
Your Family Bank. Across India.



Banking with Legacy, Embracing the Future



100 YEARS  
OF LEGACY

1 FOR  
SHAGUN



Karnataka Bank  
Your Family Bank. Across India.

*Trusted for 101 years*

Same Trust  
Same commitment  
Stronger bonds

Always with you  
**Karnataka Bank**

# Table of Contents

01

Independent Board and  
Experienced Management Team

02

Financial Highlights

03

Accelerating our Transformation  
Journey

04

Our Strengths and Strategies





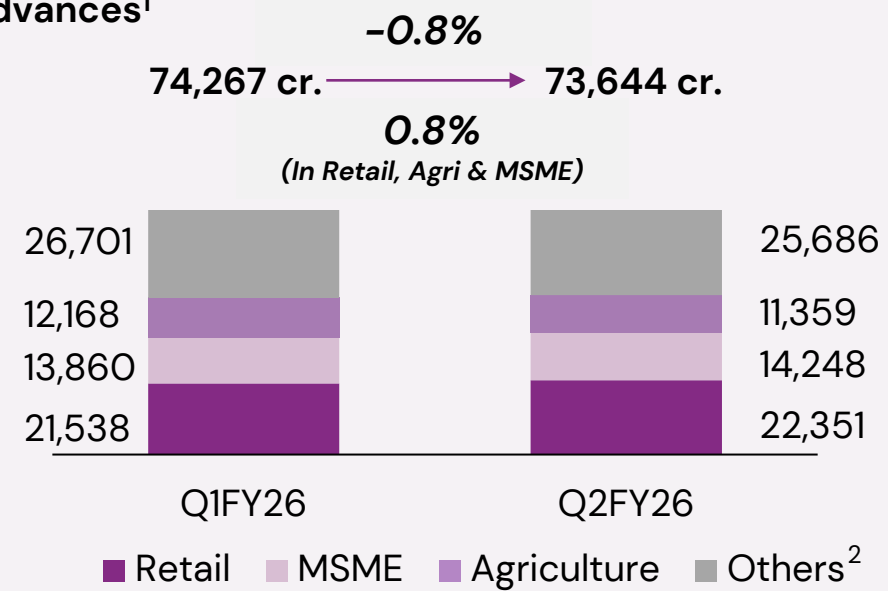
# Key Parameters for Q2FY26



Managing transitions to achieve stability and sustainable growth...

## Deposits and Advances

### Gross Advances<sup>1</sup>



### Total Deposits

Q1FY26: 1,03,242 cr. → Q2FY26: 1,02,817 cr. (-0.4%)

### CASA

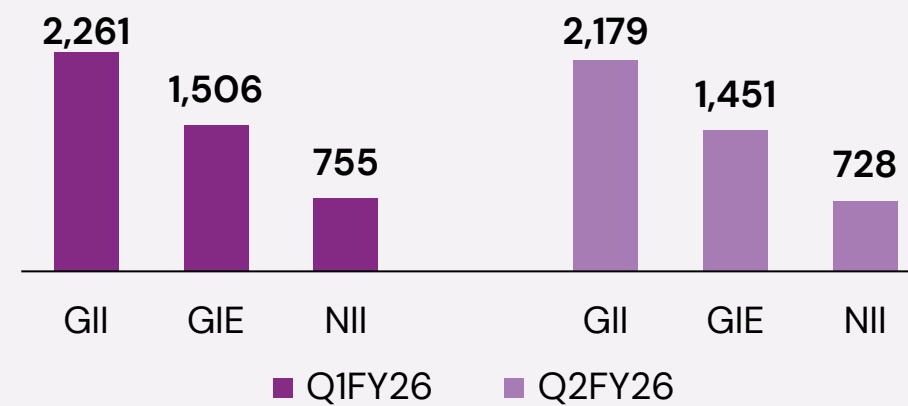
Q1FY26: 31,835 cr. → Q2FY26: 31,882 cr. (0.1%)

### Retail Term Deposit

Q1FY26: 65,786 cr. → Q2FY26: 65,532 cr. (-0.4%)

## Profitability Metrics

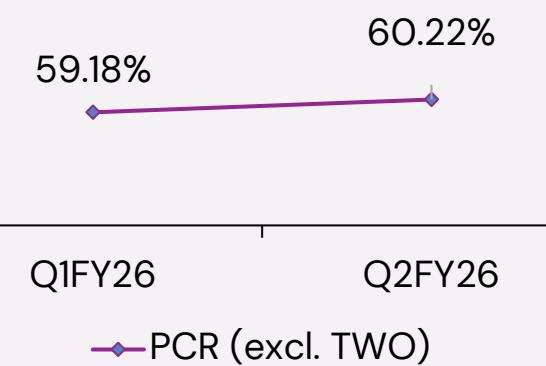
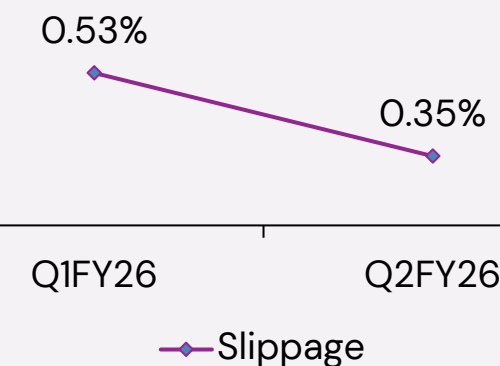
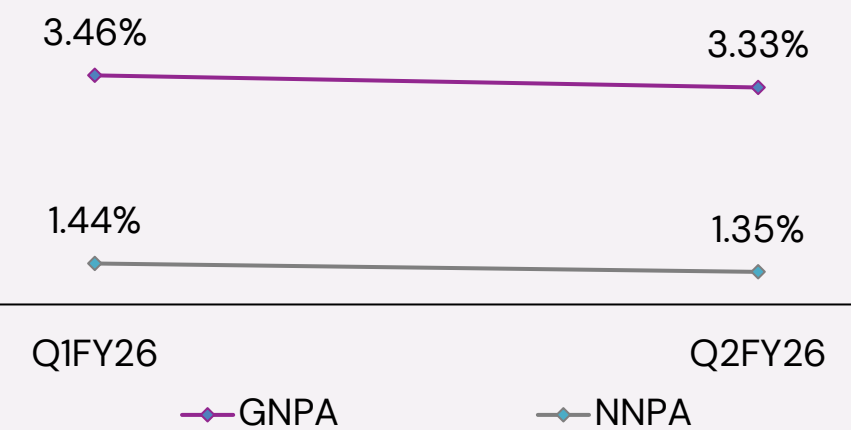
INR cr.



GII – Gross Interest Income;  
GIE – Gross Interest Expense;  
NII – Net Interest Income



## Asset Quality



Notes: 1. Retail, Agriculture and MSME classifications done as per internal classifications 2. Other include NBFC, SME, Large & Mid Corporates and Others



# Q2 FY26 Performance at a Glance

■ Q2FY26    INR cr.

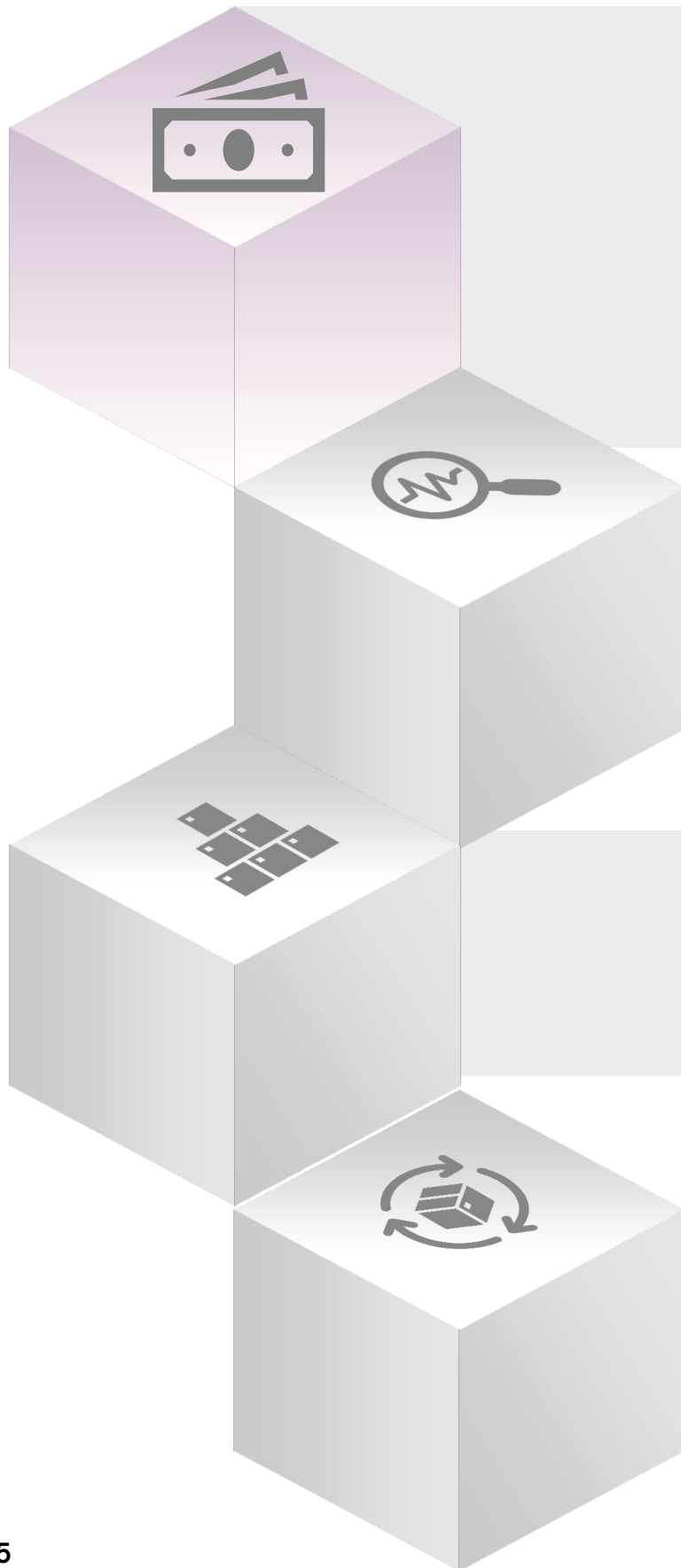
Assets			
<b>Gross Advances</b> <b>73,644</b> (0.8%) QoQ <i>0.8% QoQ In Retail, Agri &amp; MSME</i>	<b>Retail Advances<sup>1</sup></b> <b>39,424</b> 0.3% QoQ	<b>Deposits</b> <b>1,02,817</b> (0.4%) QoQ <i>(0.4%) QoQ In Retail Term Deposit</i>	<b>CASA</b> <b>31,882</b> 0.1% QoQ
Profitability			
<b>NIM</b> <b>2.72%</b> (10 bps) QoQ	<b>PAT</b> <b>319</b> 9.1% QoQ	<b>ROA</b> <b>1.03%</b> 6 bps QoQ	<b>ROE</b> <b>10.14%</b> 56 bps QoQ
Asset Quality			
<b>GNPA</b> <b>3.33%</b> (13 bps) QoQ	<b>GNPA and Std Restructured % of Advances</b> <b>4.61%</b> (5 bps) QoQ	<b>NNPA</b> <b>1.35%</b> (9 bps) QoQ	<b>PCR (Excl. TWO)</b> <b>60.22%</b> 104 bps QoQ

- To focus on granular advances growth, there has been a reduction in the IBPC portfolio by Rs. 1,455 crores in Q2FY26.
- Bank's PAT has improved 9.1% QoQ from Rs.292 crores in Q1FY26 to Rs.319 crores in Q2FY26.
- Bank's GNPA as on Q2FY26 was 3.33%, which is a 13bps improvement over previous quarter.
- Bank's Standard Restructured portfolio was Rs.939 crores as on Q2FY26. Bank has increased collection efforts, recovering around Rs.33 crore post quarter end.

Notes: 1. Retail classification done as per RBI definition



# Q2FY26 Performance at a Glance



## Profitability

- ▶ Gross Interest Income, Interest Expense and Net Interest Income (NII) for Q2 FY26 has decreased by 3.6% QoQ.
- ▶ As a result of decreased Interest Income, NIM declined to 2.72% in Q2FY26, down from 2.82% in Q1FY26.
- ▶ PAT for Q2FY26 stood at Rs. 319.12 Crore v/s Rs. 292.40 Crore in Q1FY26.
- ▶ ROA and ROE stood at 1.03% and 10.14% respectively for Q2FY26.

## Asset Quality and Liability

- ▶ Gross NPA decreased to 3.33% as on 30 September 2025, as against 3.46% as on 30 June 2025.
- ▶ Net NPA also decreased to 1.35% as on 30 September 2025 against 1.44% on 30 June 2025.
- ▶ Credit cost for the quarter stood at 0.03% as against 0.16% in Q1FY26.
- ▶ CASA ratio as on 30 September 2025 stood at 31.01% as against 30.84% on 30 June 2025.

## Distribution

- ▶ Bank has been onboarded on ONDC rails to offer Personal Loan product and CBDC for transactions.

## Product and Digitization

- ▶ Digital footprint increased by 0.45 lakh+ additional mobile application downloads during Q2 FY2026
- ▶ 22,000+ new debit cards added to KBL's network during Q2 FY2026
- ▶ Launch/Revamp of products and services to cater to the ever-evolving needs of customers
- ▶ Revamp of Credit policy across key products viz., Housing, Mortgage, Lease N Cash, Gold & MSME Loans.



# Guided by an Independent Board

With no Shareholder Holding >5% Share Capital in the Bank



*P Pradeep Kumar*

**Part Time Chairman, Independent Director**  
Former MD, State Bank of India



*Raghavendra S Bhat*

**MD & CEO**  
38 years at Karnataka Bank



*CA B R Ashok*

**Non-Executive Director**  
Partner, M S K C & Associates



*Uma Shankar*

**Independent Director**  
Former ED, Reserve Bank of India



*Dr D S Ravindran*

**Independent Director**  
Former Principal Secretary, Govt. of Karnataka



*Balakrishna Alse S*

**Independent Director**  
Former ED, Oriental Bank of Commerce



*Jeevandas Narayan*

**Independent Director**  
Former MD, State Bank of Travancore;  
Deputy MD, State Bank of India



*CA Kalmanje Gururaj Acharya*

**Independent Director**  
Senior Partner, M/s. K G Acharya & Co.;  
Former Independent Director, State Bank of Mysore



*Harish H V*

**Independent Director**  
Former Partner, Grant Thornton;  
Founder ECube Investment Advisors



# Experienced Management Team (1 / 2)

Strengthening of Management, making the Organization Future Ready



*Raghavendra S Bhat*

**MD & CEO**  
38 years at Karnataka Bank



*Raja B. S.*

**Chief Operating Officer (COO)**  
35 years at Karnataka Bank



*Chandra Shekar*

**Chief Business Officer (CBO)**  
30 years at Karnataka Bank



*Vinaya Bhat P J*

**Chief Compliance Officer (CCO) & Principal Officer**  
28 years at Karnataka Bank



*Ravichandran S*

**Head – Legal & Recovery**  
39 years at Karnataka Bank



*Jayanagaraja Rao S*

**Head Inspection & Audit (HIA) & Chief of Internal Vigilance (CIV)**  
28 years at Karnataka Bank



*Kannan K*

**Chief Information Security Officer (CISO)**  
30 years at Karnataka Bank



*Pankaj Gupta*

**Chief Digital & Marketing Officer**  
30 of years experience across IT services, Sales and delivery



*Ratheesh R*

**Head – Training**  
39 years of experience in BFSI



*Venkat Krishnan*

**Chief Information Officer**  
25 years of experience in BFSI



*Niranjana Kumar*

**Chief Human Resources Officer**  
25 years of experience in HR



*Nagaraja Upadhyaya B*

**Head – Credit Sanctions [Exposure upto Rs.15Cr.]**  
29 years at Karnataka Bank

Strong management with proven experience and leadership





# Experienced Management Team (2 / 2)

Strengthening of Management, making the Organization Future Ready



*Venkateswarlu Mallineni*

**Head – Liabilities & TPP**

25 years experience in Retail Banking and Liabilities Business



*Vijayakumar P H*

**Chief Financial Officer**

25 years at Karnataka Bank



*Raghuram H S*

**Chief Risk Officer (CRO)**

31 years at Karnataka Bank



*Chandrashekara G*

**Head – Credit Sanctions  
[Exposure above Rs.15Cr.]**

31 years at Karnataka Bank



*Sunil Rao B*

**Head Treasury**

23 years at Karnataka Bank



*Sham K*

**Company Secretary &  
Head – Operations Department**

15 years of experience in BFSI



*Sreedhar S*

**Head – Credit Monitoring**

28 years at Karnataka Bank

# Financial Highlights



Banking with Legacy, Embracing the Future





# Financial Highlights

## Profit and Loss Statement

Particulars	Q2FY26	Q1FY26	Q-o-Q %	Q2FY25	Y-o-Y %
Interest Income	2,179.18	2,261.28	-3.63%	2,234.13	-2.46%
Interest Expense	1,451.06	1,505.68	-3.63%	1,400.57	3.60%
<b>Net Interest Income</b>	<b>728.12</b>	<b>755.60</b>	<b>-3.64%</b>	<b>833.56</b>	<b>-12.65%</b>
Other Income	343.37	358.36	-4.18%	269.92	27.21%
<b>Total Income (Net of Interest Expense)</b>	<b>1,071.49</b>	<b>1,113.96</b>	<b>-3.81%</b>	<b>1,103.48</b>	<b>-2.90%</b>
Employee Expenses	316.49	341.13	-7.22%	349.94	-9.56%
Other Expenses	314.96	305.54	3.08%	293.18	7.43%
<b>Total Operating Expenses</b>	<b>631.45</b>	<b>646.67</b>	<b>-2.35%</b>	<b>643.12</b>	<b>-1.81%</b>
<b>Operating Profit</b>	<b>440.04</b>	<b>467.29</b>	<b>-5.83%</b>	<b>460.36</b>	<b>-4.41%</b>
Provisions	20.07	110.80	-81.89%	31.33	-35.94%
<b>Profit Before Tax (PBT)</b>	<b>419.97</b>	<b>356.49</b>	<b>17.81%</b>	<b>429.03</b>	<b>-2.11%</b>
Tax	100.85	64.09	57.36%	92.96	8.49%
<b>Profit After Tax (PAT)</b>	<b>319.12</b>	<b>292.40</b>	<b>9.14%</b>	<b>336.07</b>	<b>-5.04%</b>





# Financial Highlights

## Balance Sheet

Particulars	As on 30-09-2025	As on 30-09-24	Y-o-Y %
<b>Property &amp; Assets</b>			
Cash & Balance With RBI	5,001.72	7,470.75	-33.0%
Balance With Banks & Money At Call & Short Notice	2,466.34	445.36	453.8%
Investments	26,599.09	21,460.28	23.9%
Advances	72,152.55	73,952.28	-2.4%
Fixed Assets	1,068.96	957.13	11.7%
Other Assets	11,397.64	11,825.48	-3.6%
<b>Total</b>	<b>1,18,686.30</b>	<b>1,16,111.28</b>	<b>2.2%</b>
<b>Capital and Surplus</b>			
Capital	378.08	377.66	0.1%
Reserves & Surplus	12,211.10	11,166.90	9.4%
Deposits	1,02,817.19	99,880.84	2.9%
Borrowings	1,308.55	2,432.34	-46.2%
Other Liabilities & Provisions	1,971.38	2,253.54	-12.5%
<b>Total</b>	<b>1,18,686.30</b>	<b>1,16,111.28</b>	<b>2.2%</b>





# Financial Highlights

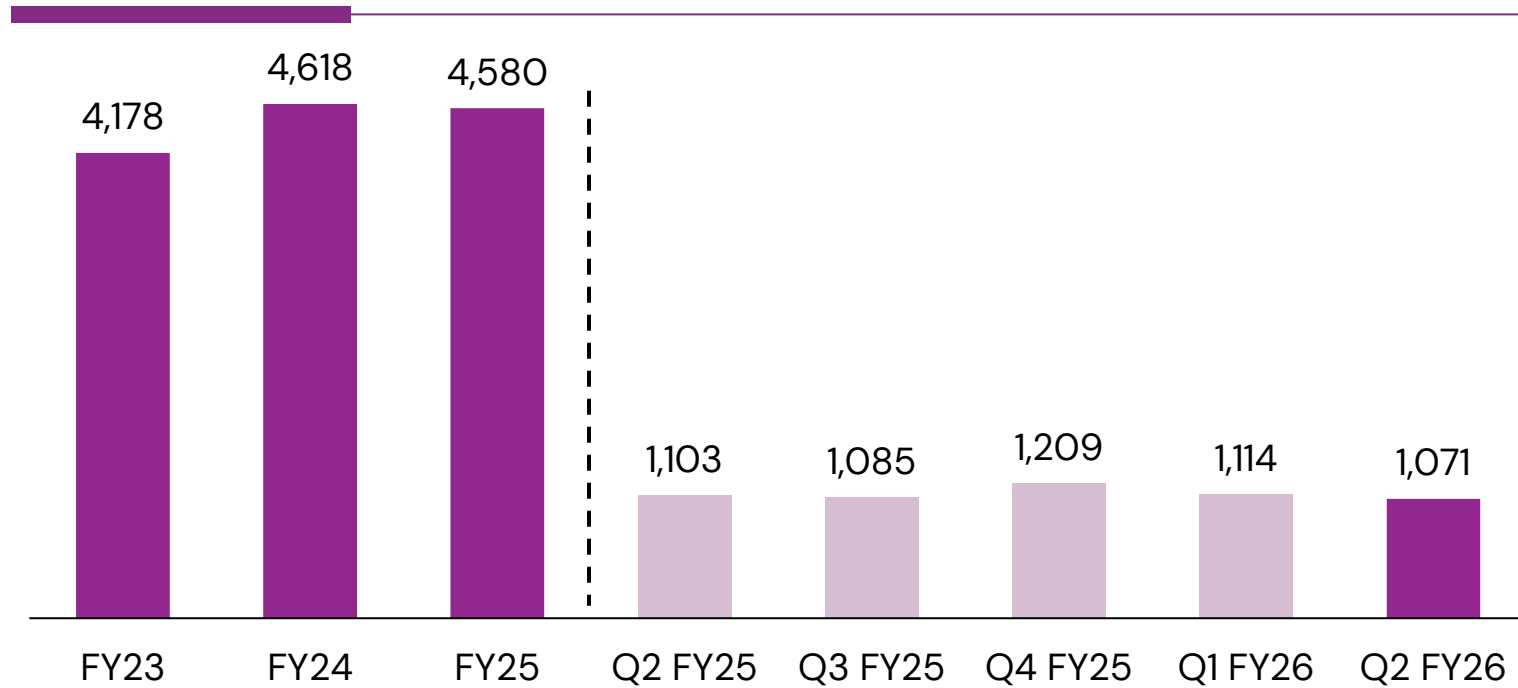
## Key Financial Ratios

Particulars	Q2FY26	Q1FY26	Q-o-Q	Q2FY25	Y-o-Y
Gross NPA	3.33%	3.46%	-13 bps	3.21%	12 bps
Net NPA	1.35%	1.44%	-9 bps	1.46%	-11 bps
CASA Ratio	31.01%	30.84%	17 bps	30.79%	22 bps
NIM %	2.72%	2.82%	-10 bps	3.23%	-51 bps
ROA	1.03%	0.97%	6 bps	1.13%	-10 bps
ROE	10.14%	9.58%	56 bps	11.63%	-149 bps
PCR (Excl. TWO)	60.22%	59.18%	104 bps	55.15%	507 bps
PCR (Incl. TWO)	81.05%	81.11%	-6 bps	80.14%	91 bps
Credit Cost	0.03%	0.16%	-13 bps	0.09%	-6 bps
CD Ratio	71.63%	71.93%	-30 bps	75.41%	-378 bps
Yield on Advances	8.98%	9.28%	-30 bps	9.55%	-57 bps
Cost of Deposits	5.54%	5.73%	-19 bps	5.54%	-
Cost of Funds	5.58%	5.77%	-19 bps	5.58%	-
CRAR	20.84%	20.46%	38 bps	17.58%	326 bps

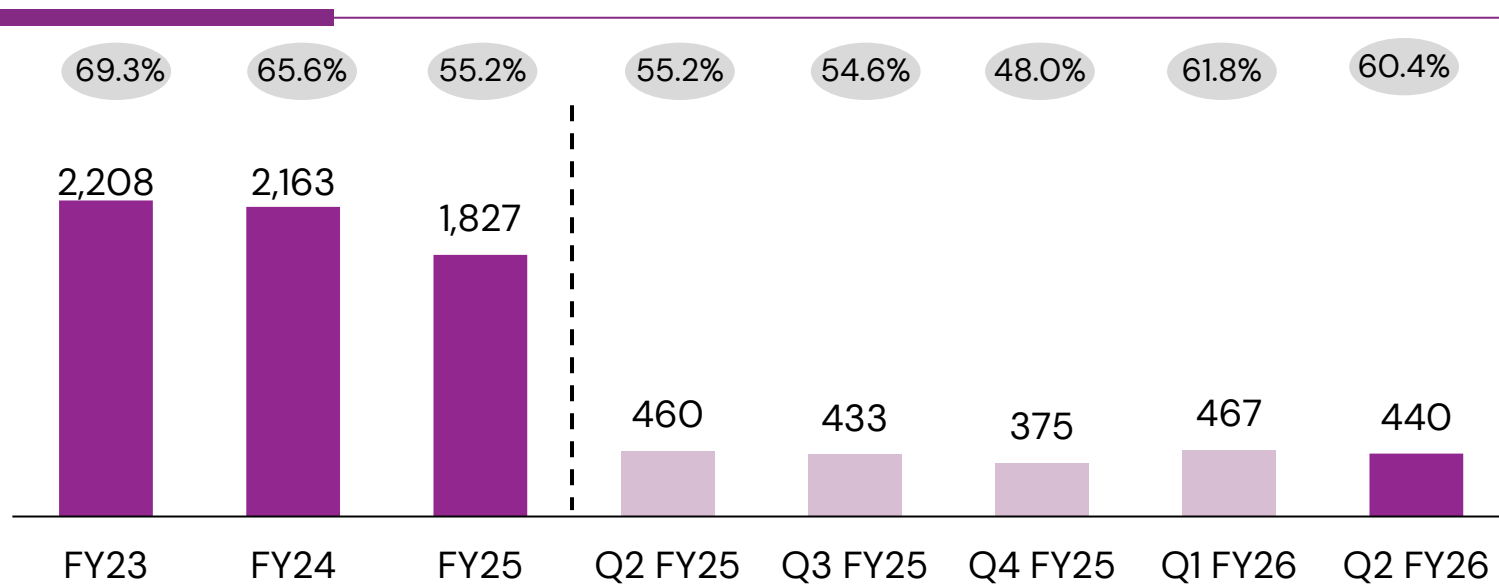


# Profitability

## Operating Revenue (INR Cr.) <sup>1</sup>

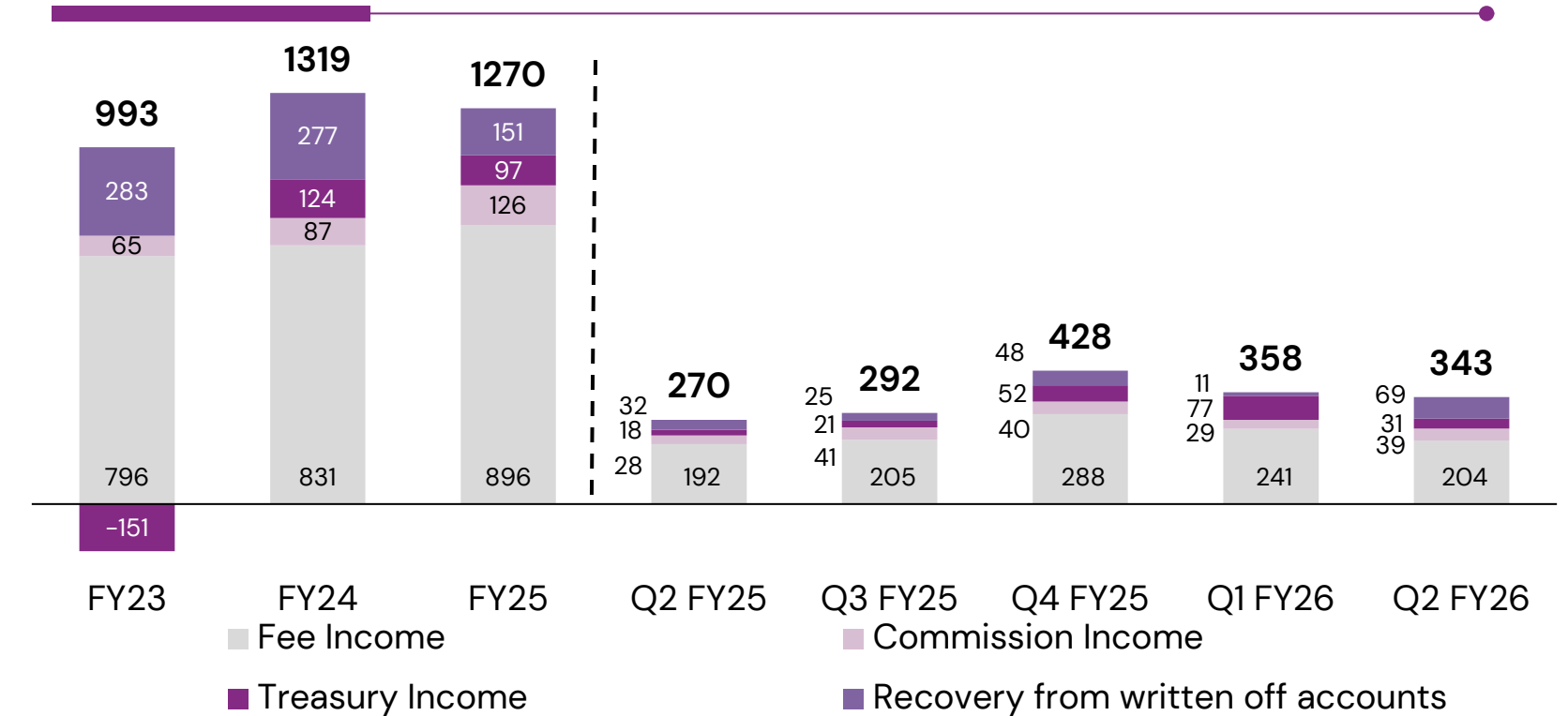


## Operating Profit (INR Cr.)

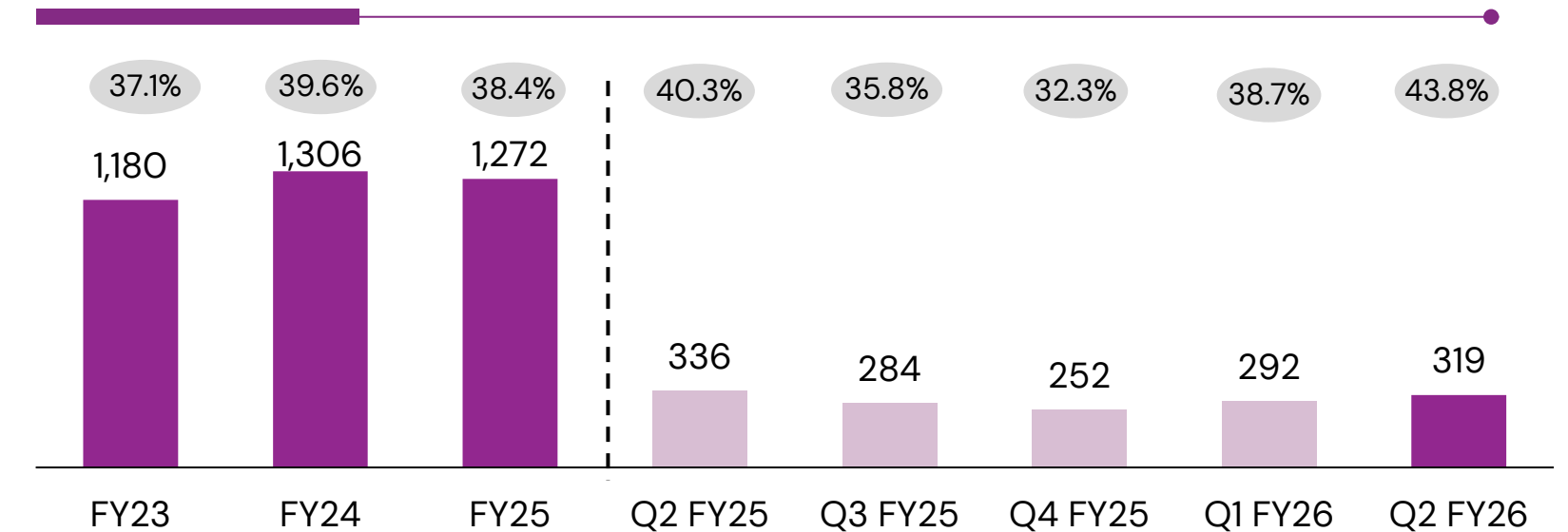


Operating Profit Margin (% of NII)

## Other Income (INR Cr.)



## PAT (INR Cr.)



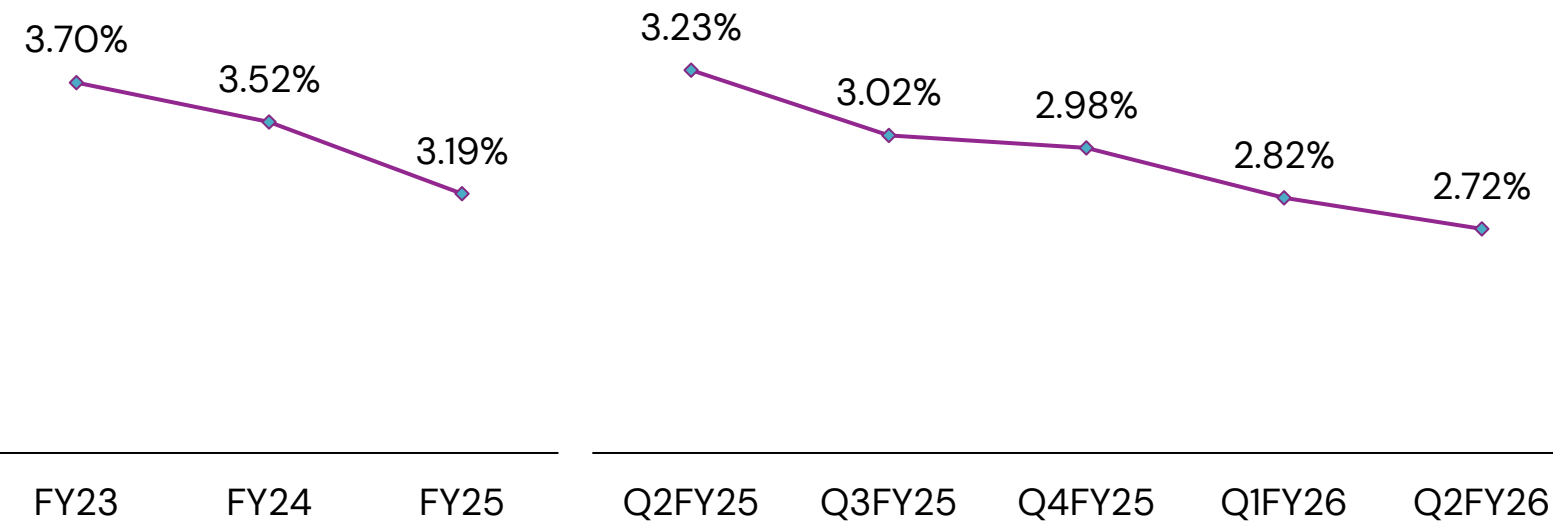
PAT Margin (% of NII)

<sup>1</sup> Operating Revenue = Total Income – Interest Expense

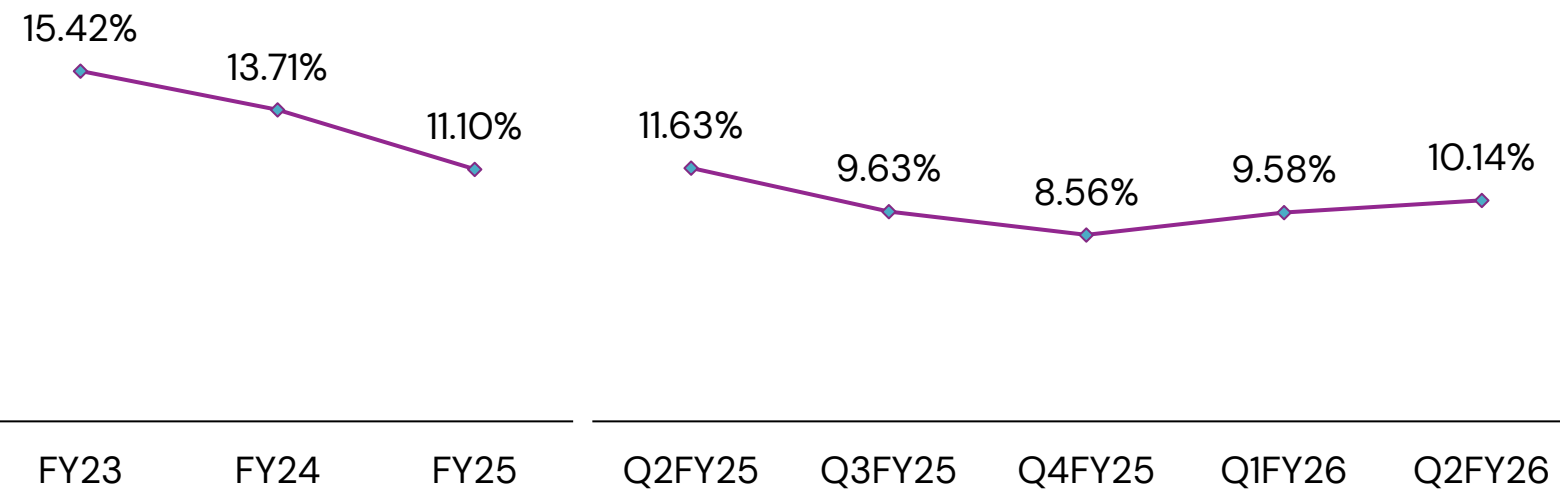


# Profitability

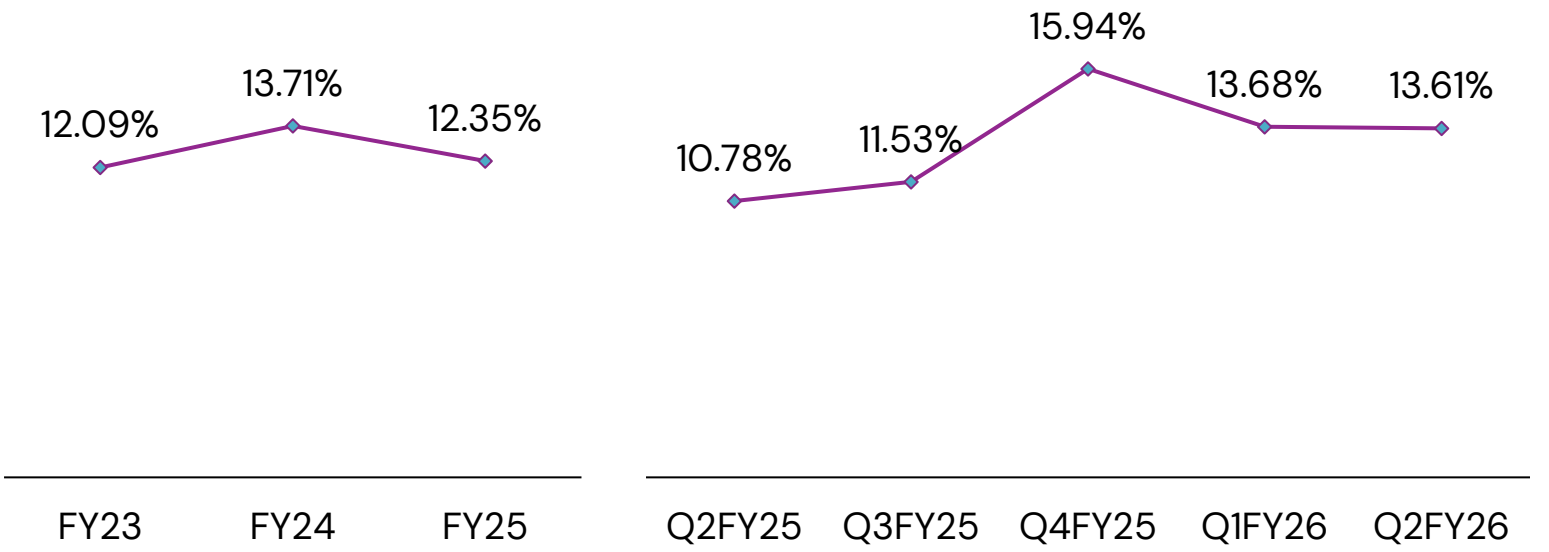
## Net Interest Margin



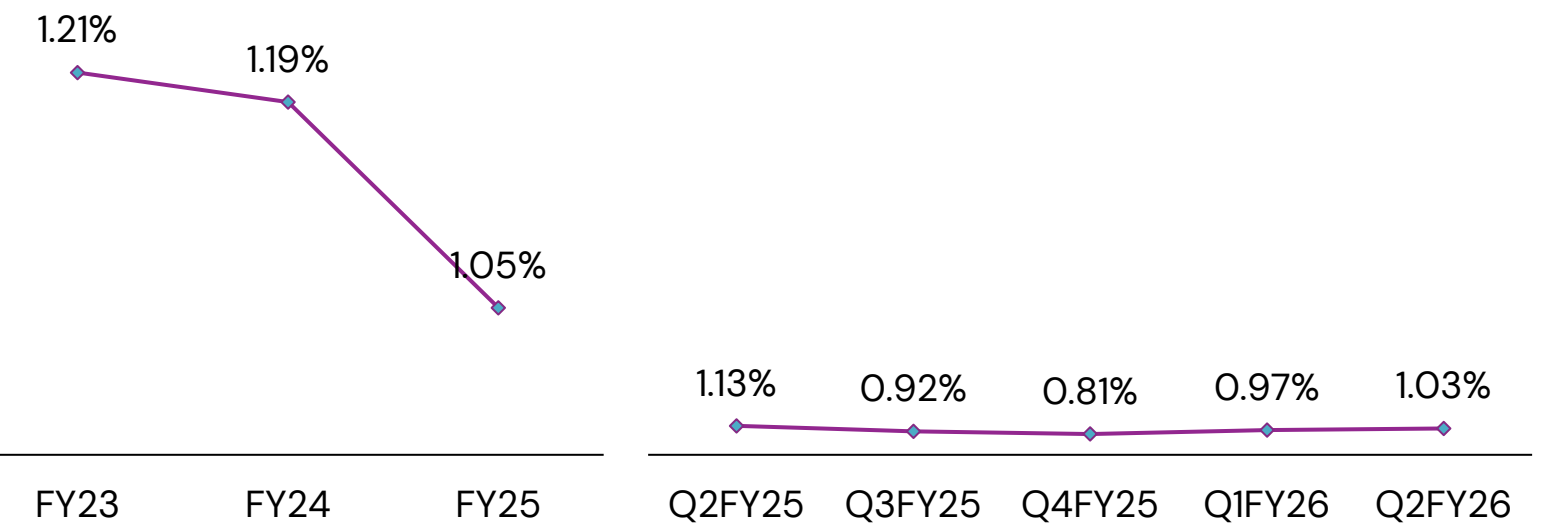
## Return on Equity



## Non-Interest Income to Total Income



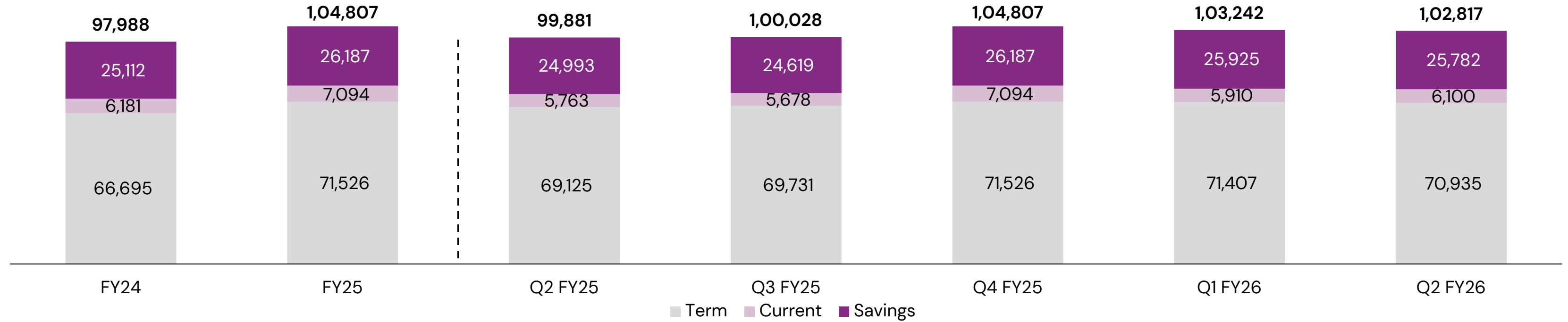
## Return on Assets



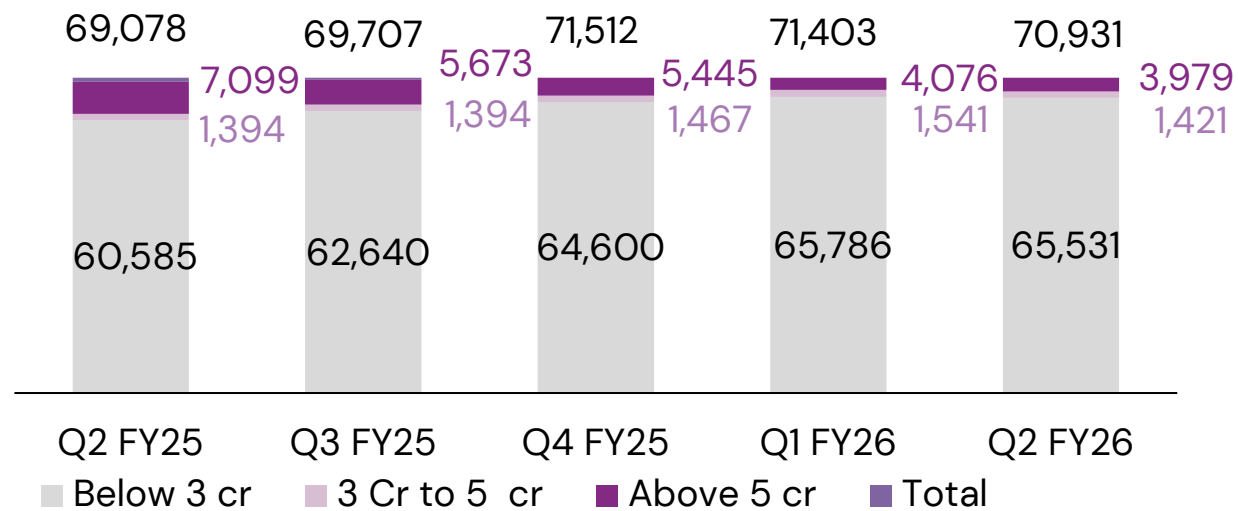


# Liability Profile

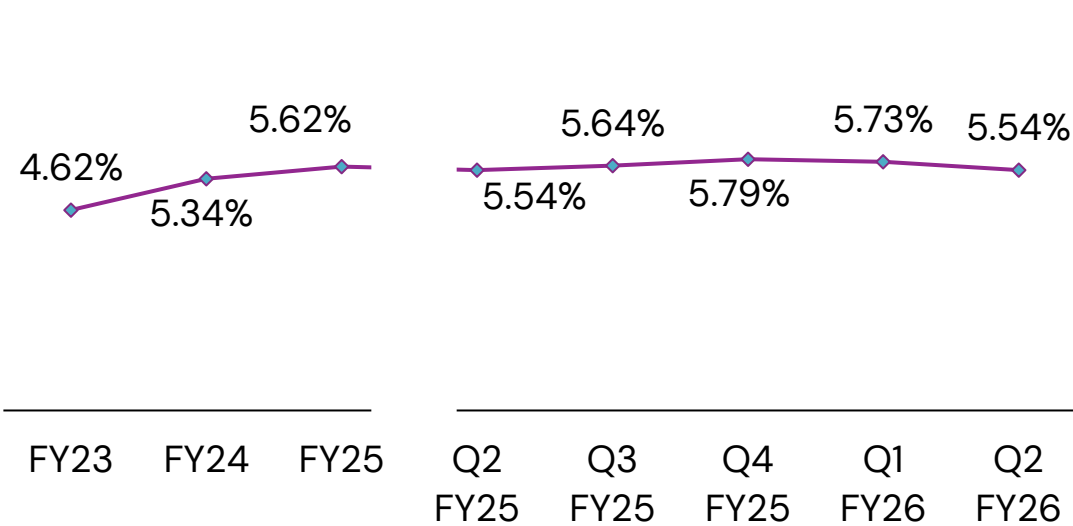
## Deposit Profile (INR Cr.)



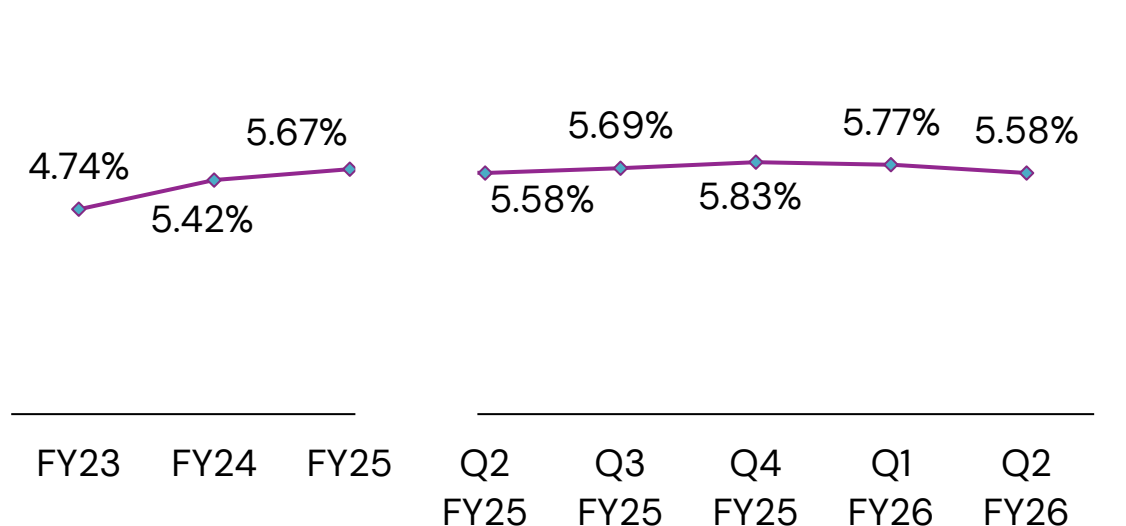
## Term Deposit Breakup<sup>1</sup> (INR Cr.)



## Cost of Deposits



## Cost of Funds

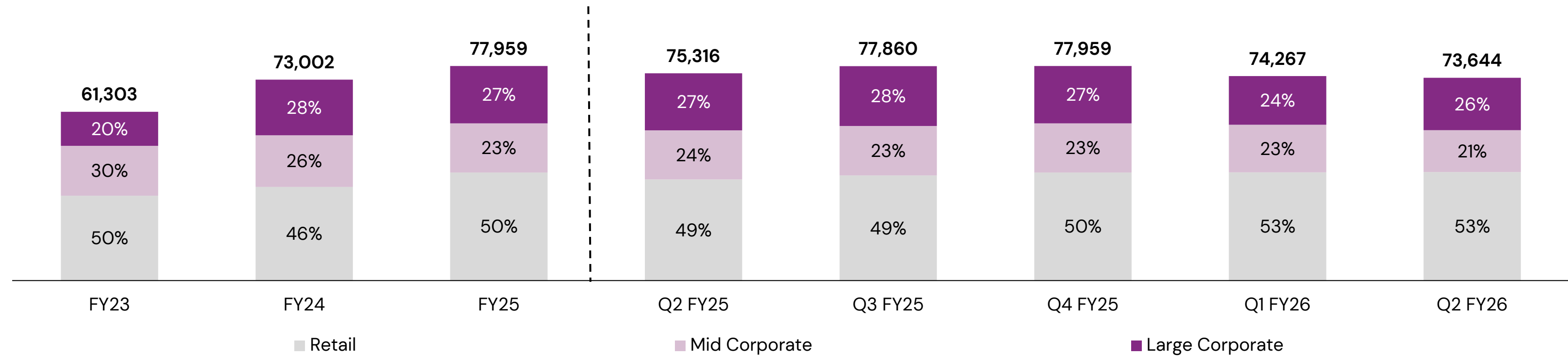






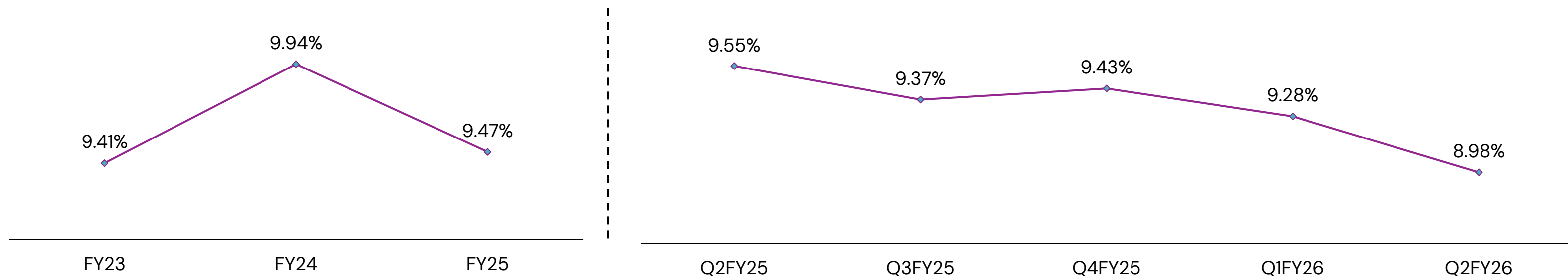
# Advances

## Gross Advances Profile<sup>1</sup> (INR Cr.)



<sup>1</sup> Retail and Corporate classifications done as per RBI definition

## Yield on Advances





# Advances

## Retail Sectoral Loan Disbursement (INR Cr.)

Particulars	Q2FY25	Q3FY25	Q4FY25	Q1FY26	Q2FY26
	Amount	Amount	Amount	Amount	Amount
<b>Retail</b>	<b>5,069</b>	<b>5,131</b>	<b>5,647</b>	<b>5,025</b>	<b>5,080</b>
<b>A. Agri</b>	<b>312</b>	<b>314</b>	<b>206</b>	<b>317</b>	<b>288</b>
<b>B. Gold</b>	<b>2,612</b>	<b>2,761</b>	<b>3,265</b>	<b>2,988</b>	<b>2,723</b>
i. Gold (Agri)	2,178	2,259	2,533	1,893	1,472
ii. Gold (Non-Agri)	433	502	732	1,095	1,251
<b>C. Retail Focused</b>	<b>1,142</b>	<b>1,045</b>	<b>1,091</b>	<b>824</b>	<b>1,026</b>
i. Housing Loans	626	570	612	487	531
ii. Car Loans	221	247	200	165	170
iii. Education	42	28	25	13	35
iv. Personal	26	35	41	32	30
v. Two-Wheeler	6	6	6	6	7
vi. Retail-Mortgage	183	136	196	109	226
vii. Retail-LRD	38	24	11	12	27
<b>D. Retail-MSME</b>	<b>611</b>	<b>620</b>	<b>624</b>	<b>453</b>	<b>556</b>
<b>E. Retail Others</b>	<b>392</b>	<b>391</b>	<b>461</b>	<b>443</b>	<b>487</b>



# Employee Strength

## Employee Strength

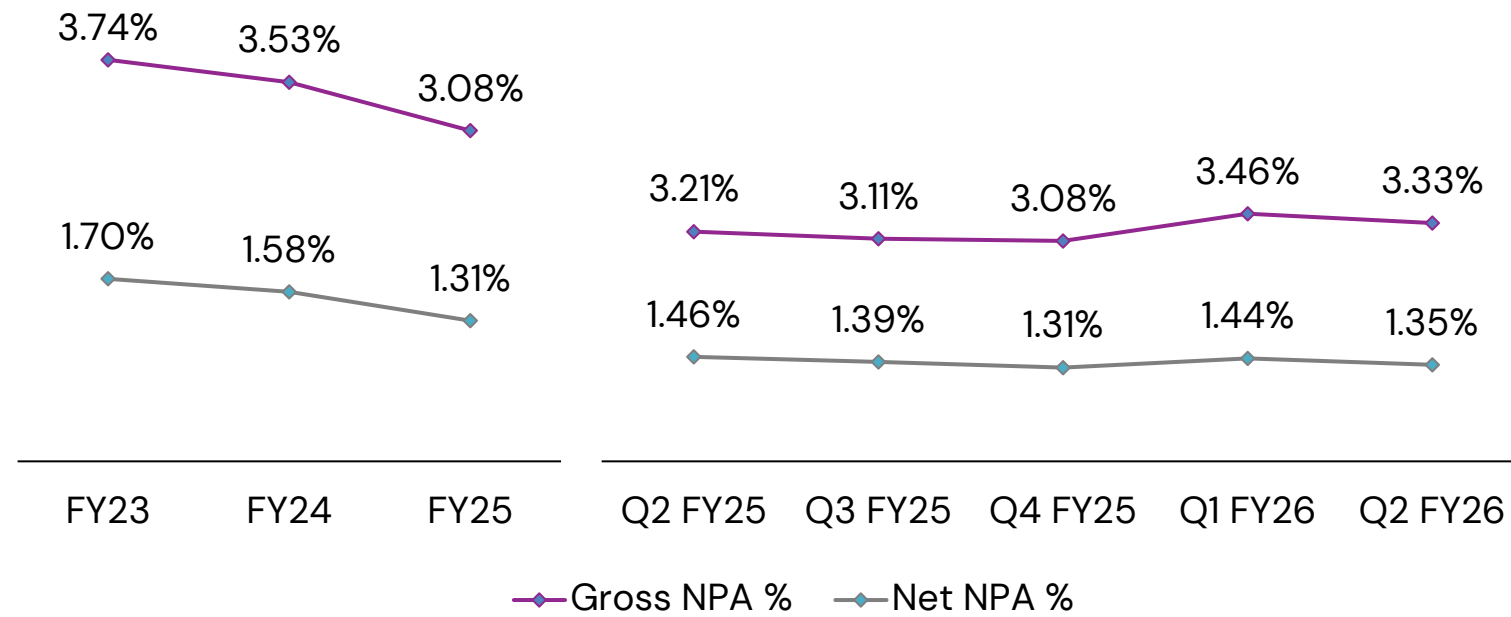
Cadre	No. of Employees as on 31.03.2025			No. of Employees as on 30.06.2025			No. of Employees as on 30.09.2025		
	Male	Female <sup>1</sup>	Total	Male	Female <sup>1</sup>	Total	Male	Female <sup>1</sup>	Total
Executives	275	17	292	269	17	286	266	14	280
Officers	3,214	797	4,011	3,322	843	4,165	3,329	884	4,213
Customer Service Associates	1,528	1,491	3,019	1,681	1,590	3,271	1,654	1,571	3,225
Office Assistants & Housekeepers	955	473	1,428	950	469	1,419	939	468	1,407
<b>Total No. of Employees</b>	<b>5,972</b>	<b>2,778</b>	<b>8,750</b>	<b>6,222</b>	<b>2,919</b>	<b>9,141</b>	<b>6,188</b>	<b>2,937</b>	<b>9,125</b>

<sup>1</sup> Growth in Female employment in the Bank by around 6% during H1FY26

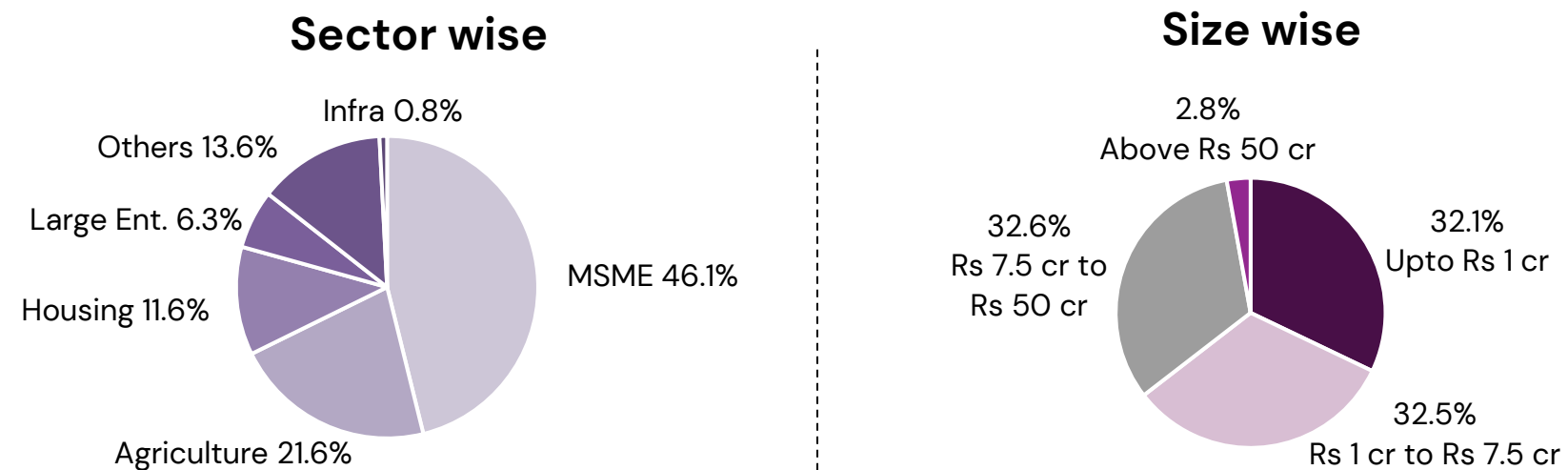


# Asset Quality

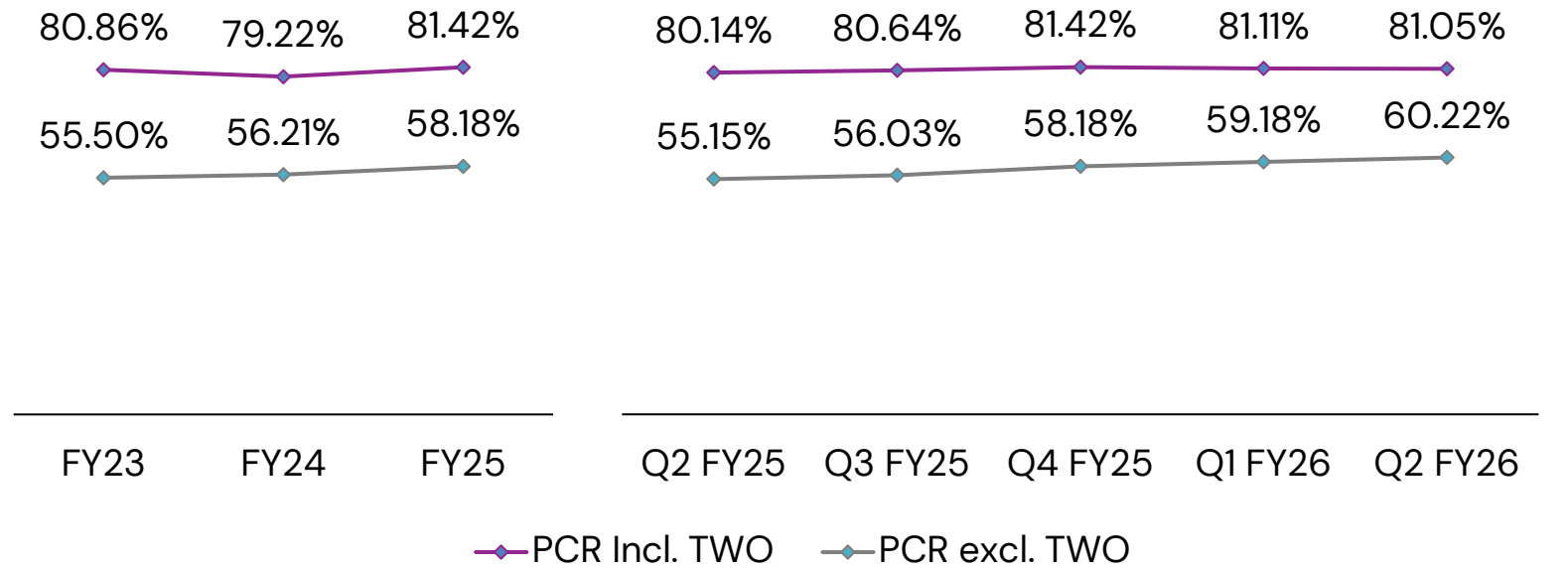
## GNPA & NNPA



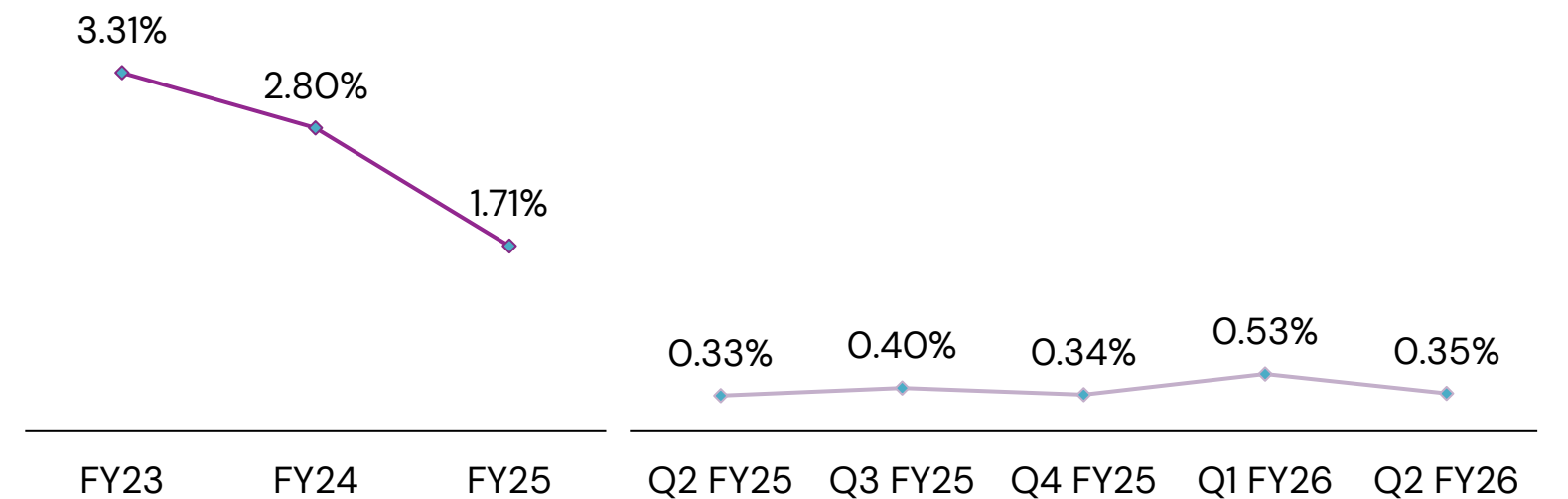
## GNPA Breakup



## Provision Coverage (Incl. & excl. TWO)



## Slippage Ratio



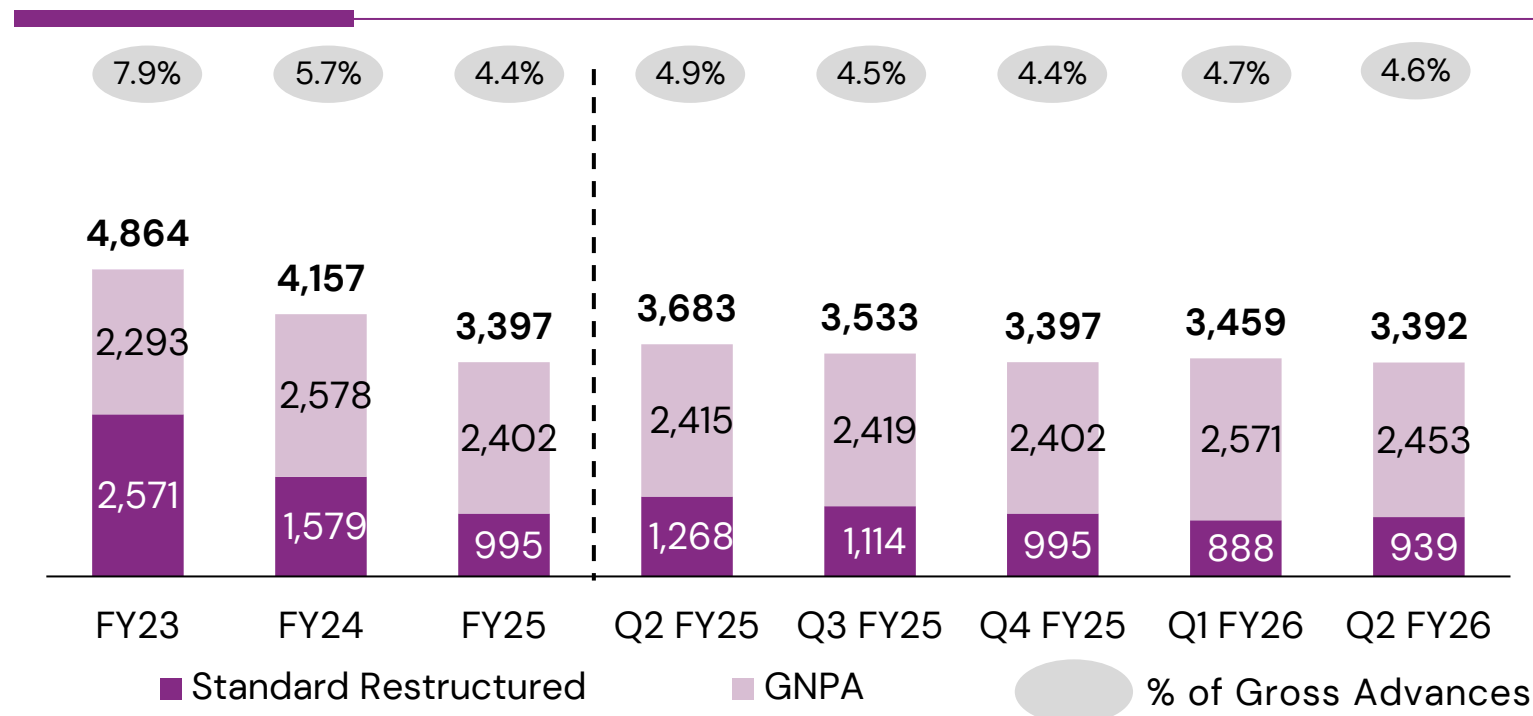




# Asset Quality

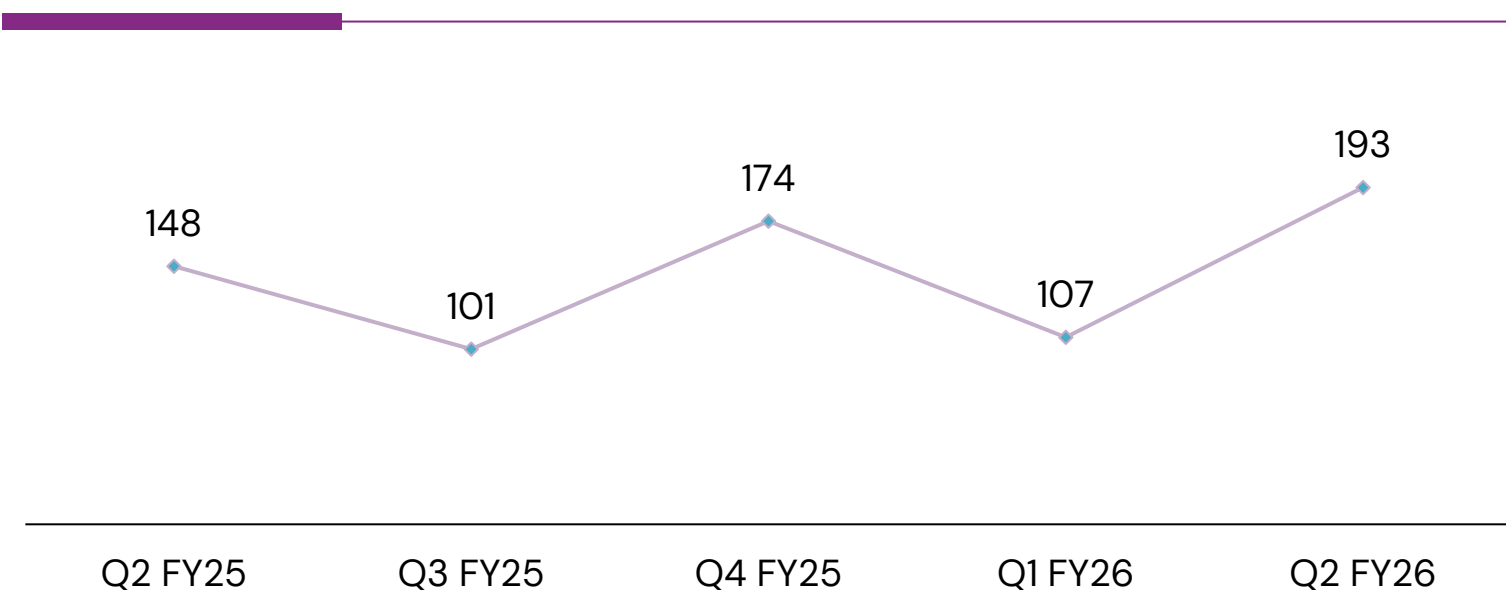
## Restructured Portfolio

### GNPA & Standard Restructured Assets (INR Cr.)

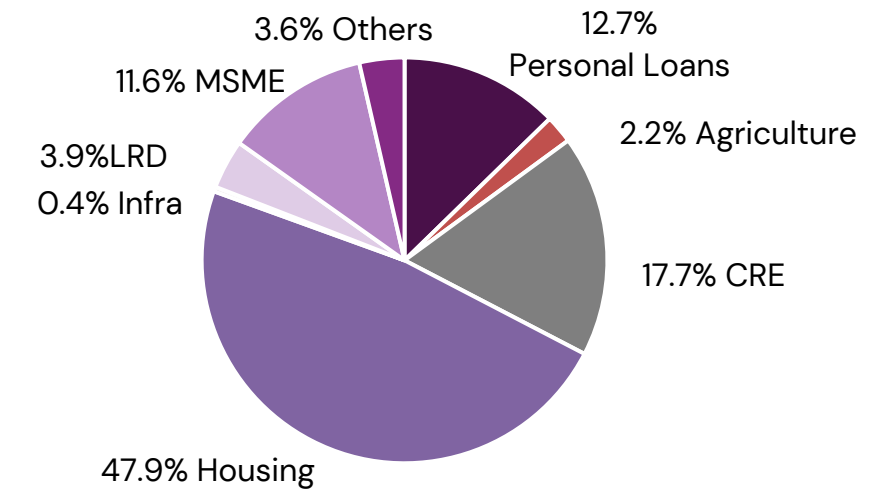


Bank has increased collection efforts, recovering around Rs.33 crore post quarter end.

### Recoveries (excluding upgraded accounts) (INR Cr.)



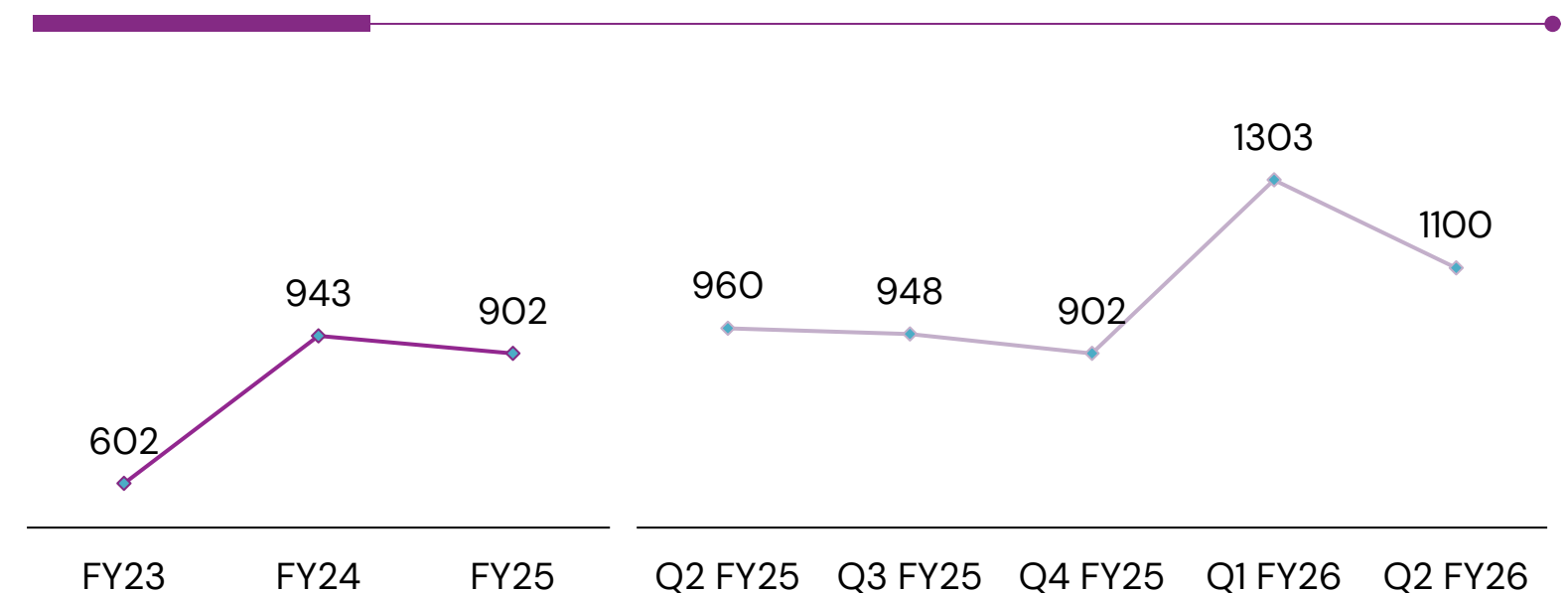
### Standard Restructured Portfolio (incl. Related Accounts)



**Q2FY2026 – INR 939.35 crore\***

\* Approximately 48% of the restructured portfolio comprises loans that require a 30% recovery for upgradation. Bank is focusing on recovering the same, post which the same would be moved out of the restructured portfolio.

### Special Mention Account – 2 (INR Cr.)





# Asset Quality

## Movement of NPA

Particular (INR Cr.)	Quarterly			Annual
	Q2FY26	Q1 FY26	Q2 FY25	FY 25
Opening Gross NPA	2,571.09	2,402.08	2,668.45	2,578.42
Additions	249.19	401.29	242.67	1,206.77
Sub Total ( A )	2,820.28	2,803.37	2,911.12	3,785.19
Slippage ratio	0.35	0.53	0.33	1.71
Reduction				
Up-gradation	117.45	123.04	181.12	499.02
Recoveries (excluding upgraded accounts)	193.25	107.29	148.01	555.56
Technical/ prudential Write Off	56.48	1.95	167.07	328.53
a. Technical written off	50.08	-	163.87	319.78
b. Other written off	6.40	1.95	3.20	8.75
Sub Total ( B )	367.18	232.28	496.20	1,383.11
Closing Gross NPA (A-B)	2,453.10	2,571.09	2,414.92	2,402.08



# Asset Quality

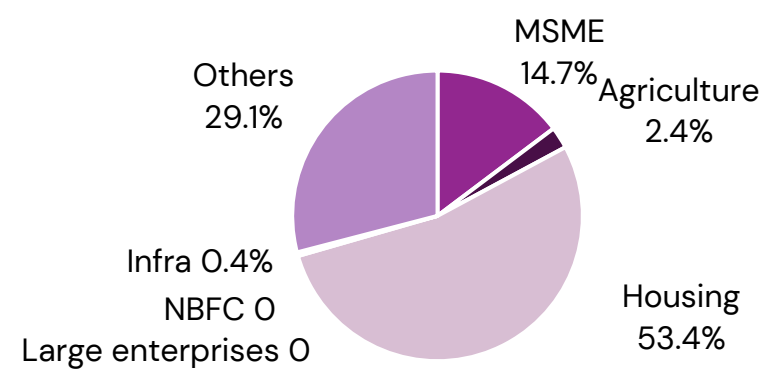
## Sector-wise Breakup Analysis

### Non-Performing Assets Breakup (INR Cr.)

Sectors	Q2 FY25		Q3 FY25		Q4 FY25		Q1 FY26		Q2 FY26	
	NPA	NPA%	NPA	NPA%	NPA	NPA%	NPA	NPA%	NPA	NPA%
MSME	923	1.23%	955	1.23%	960	1.23%	1,065	1.43%	1,131	1.54%
Agriculture	485	0.64%	492	0.63%	533	0.68%	577	0.78%	529	0.72%
Housing	303	0.40%	288	0.37%	255	0.33%	294	0.40%	284	0.39%
Infra	12	0.02%	12	0.02%	12	0.02%	20	0.03%	20	0.03%
NBFC	-	-	-	-	-	-	-	-	-	-
Large enterprises	256	0.34%	259	0.33%	261	0.33%	262	0.35%	154	0.21%
Others	436	0.58%	413	0.53%	381	0.49%	353	0.48%	335	0.44%
Total	2,415	3.21%	2,419	3.11%	2,402	3.08%	2,571	3.46%	2,453	3.33%

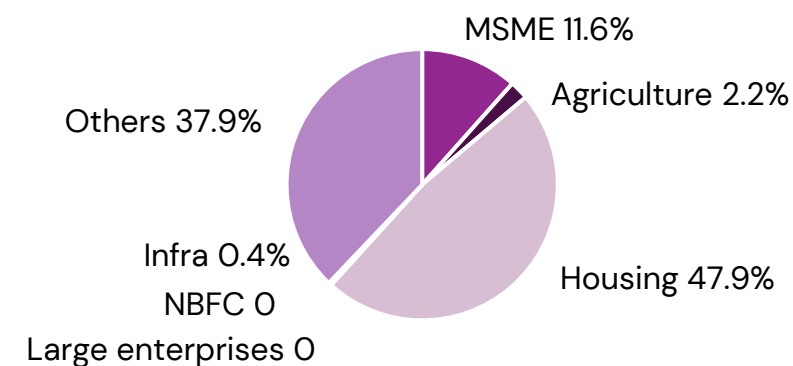
### Standard Restructured Assets

Q1 FY2026



INR 888 Cr.

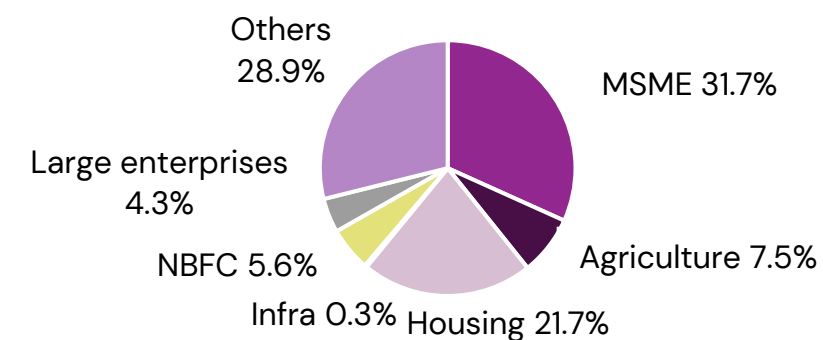
Q2 FY2026



INR 939 Cr.

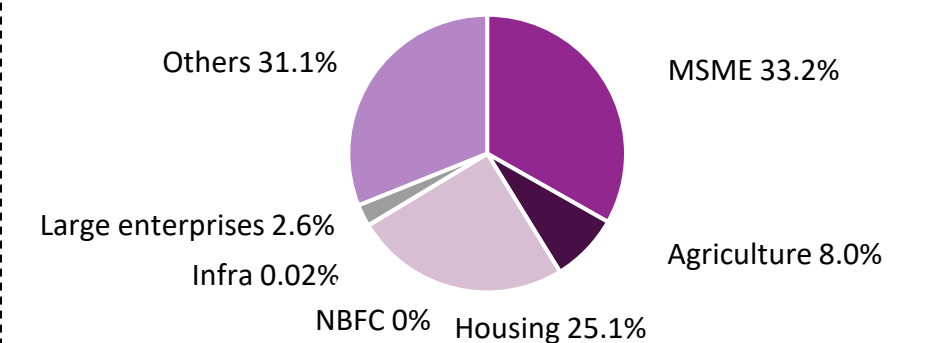
### Special Mention Account Breakup

Q1 FY2026



INR 5,478 Cr.

Q2 FY2026

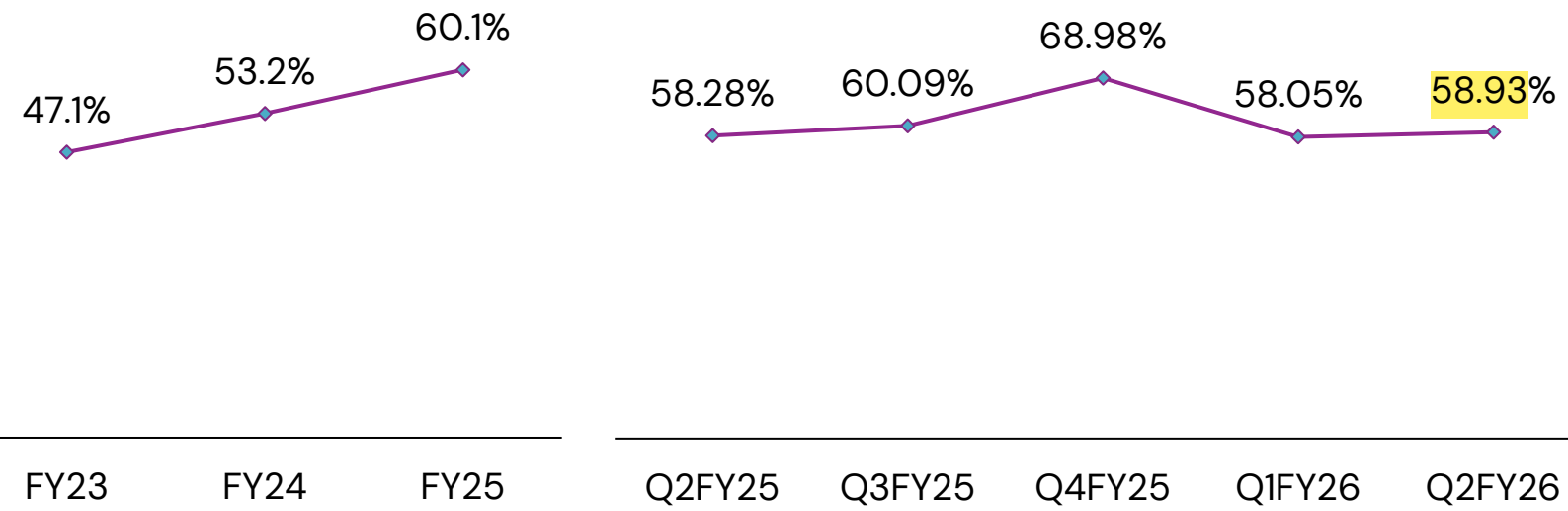


INR 4,370 Cr.

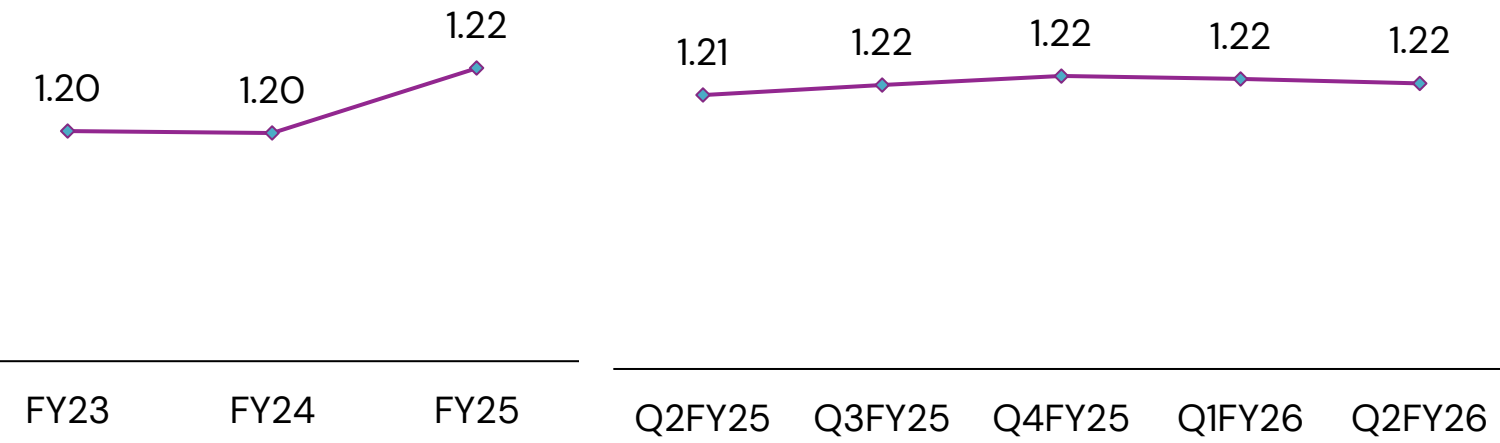


# Efficiency Ratio

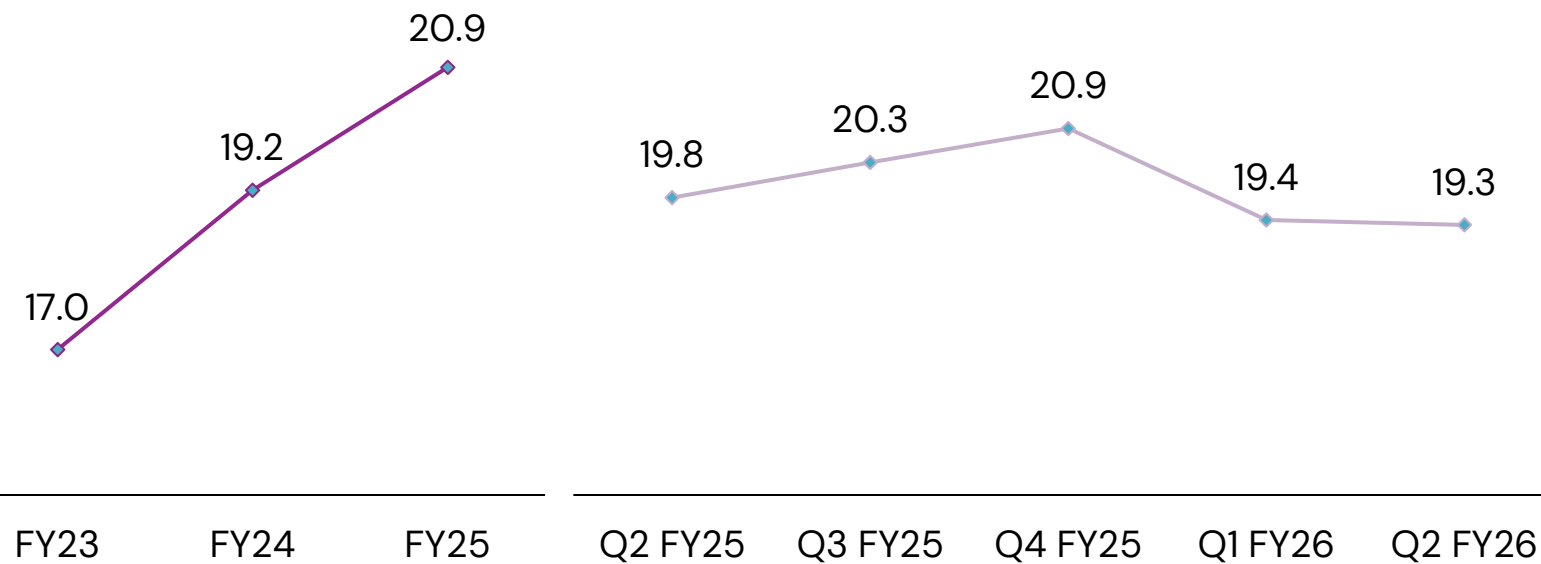
## Cost to Income Ratio



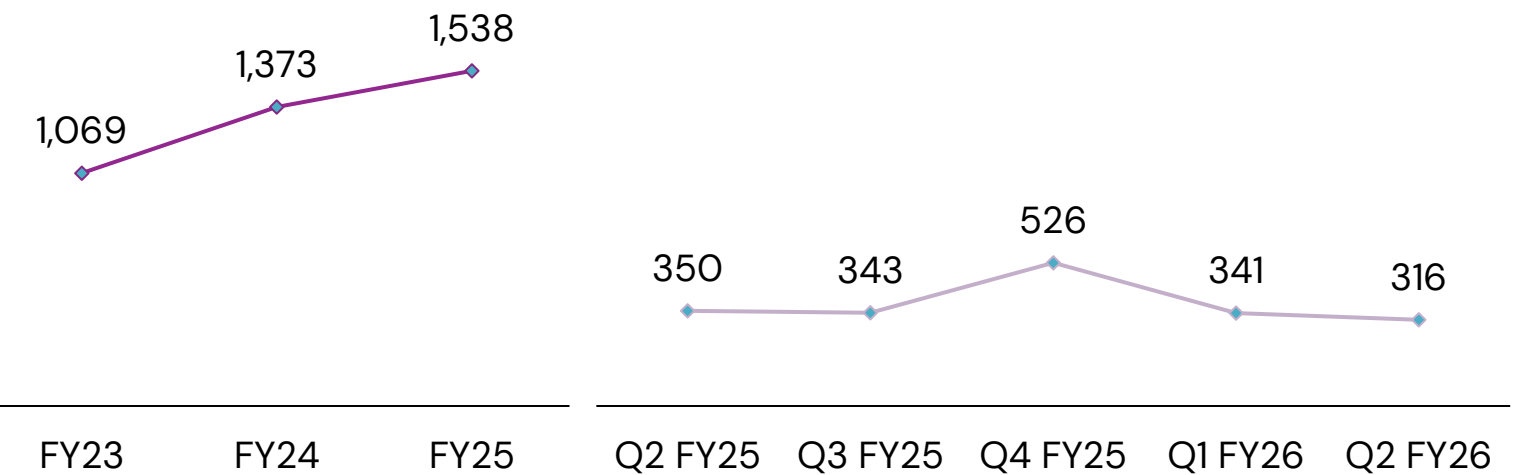
## Product Per Customer (PPC)



## Business per Employee (INR Cr.)



## Staff Cost (INR Cr.)

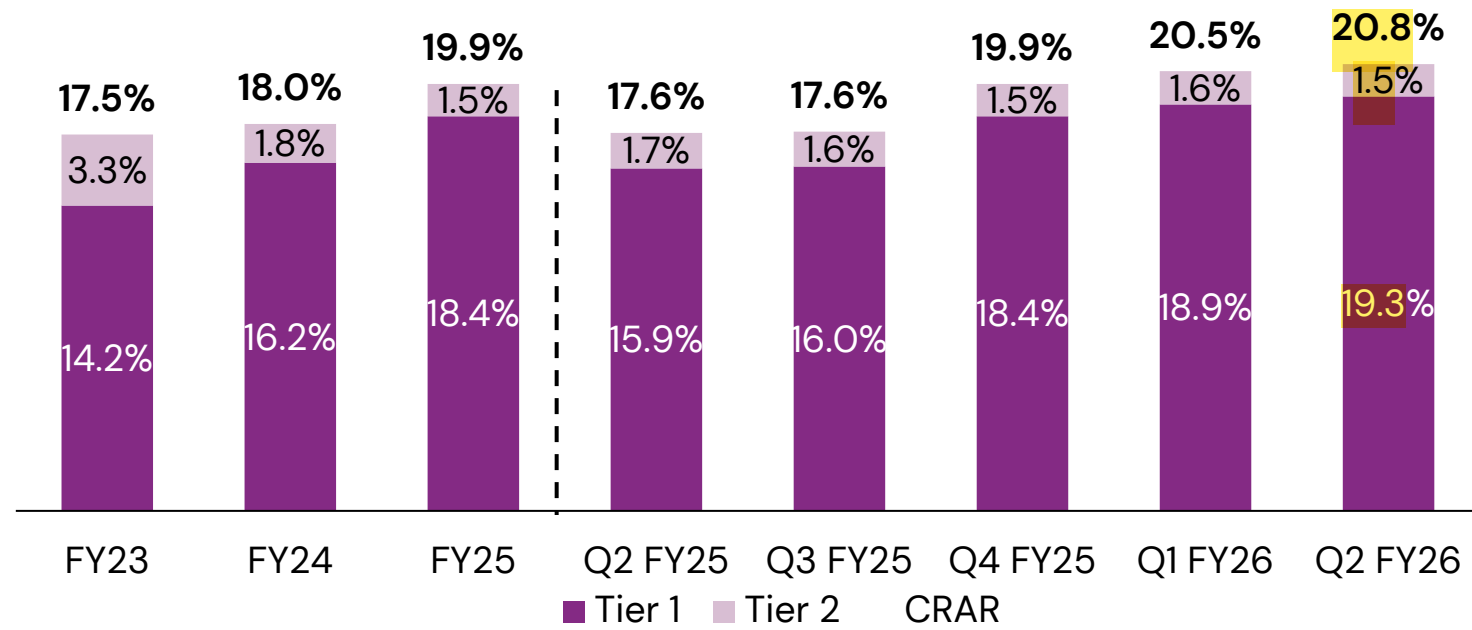




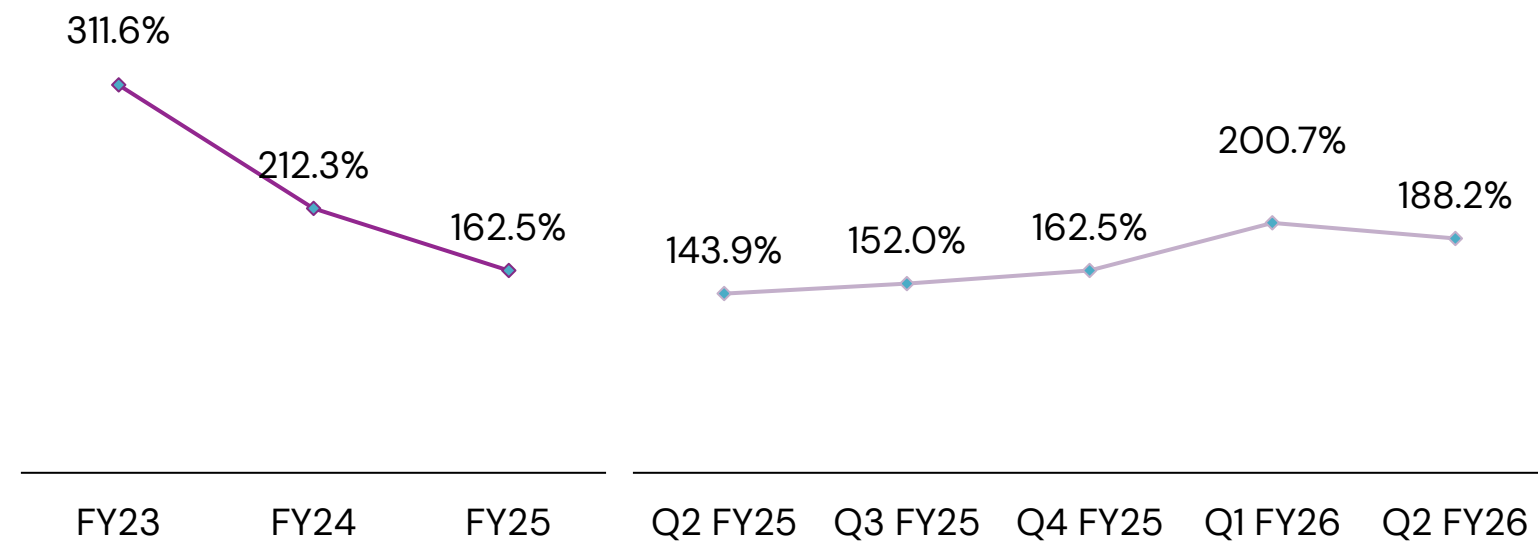


# Key Ratios

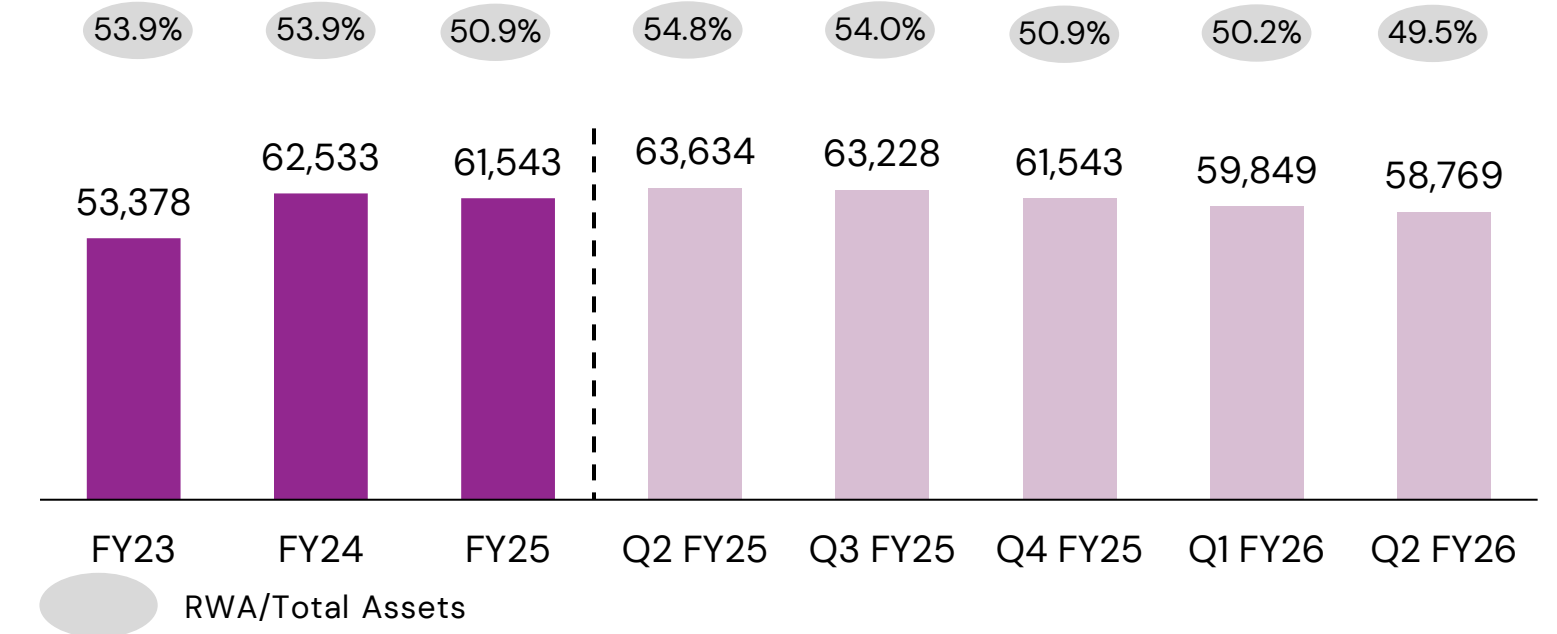
## Capital Adequacy Ratio



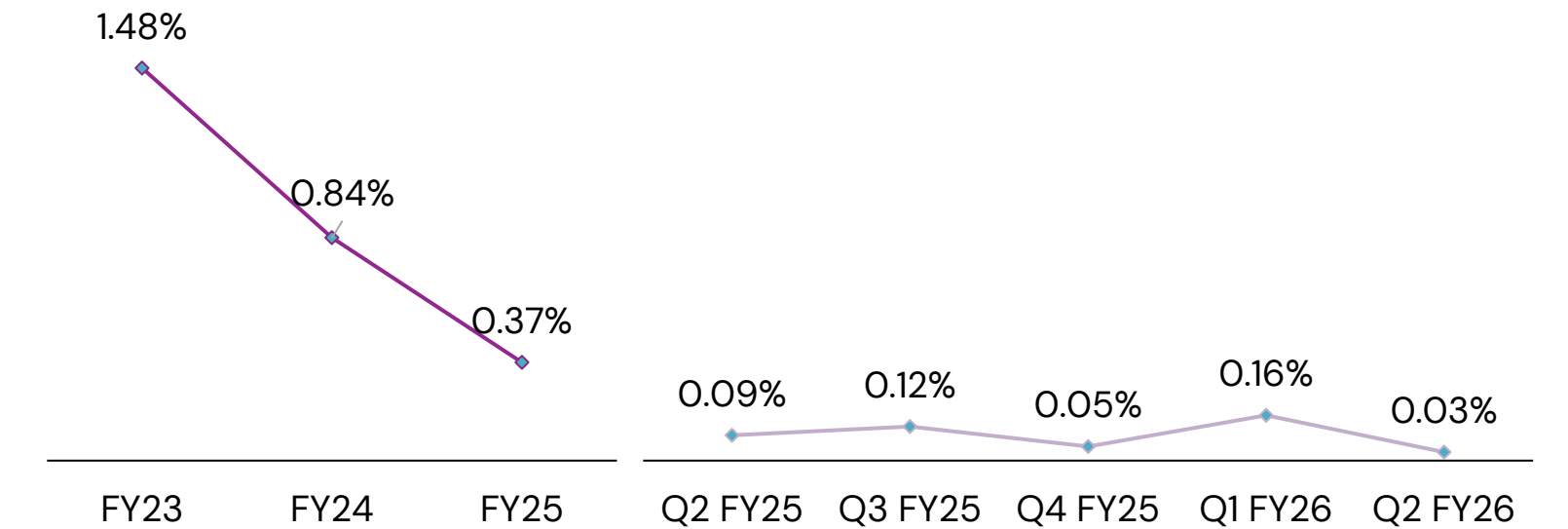
## LCR



## Risk Weighted Assets (INR Cr.)



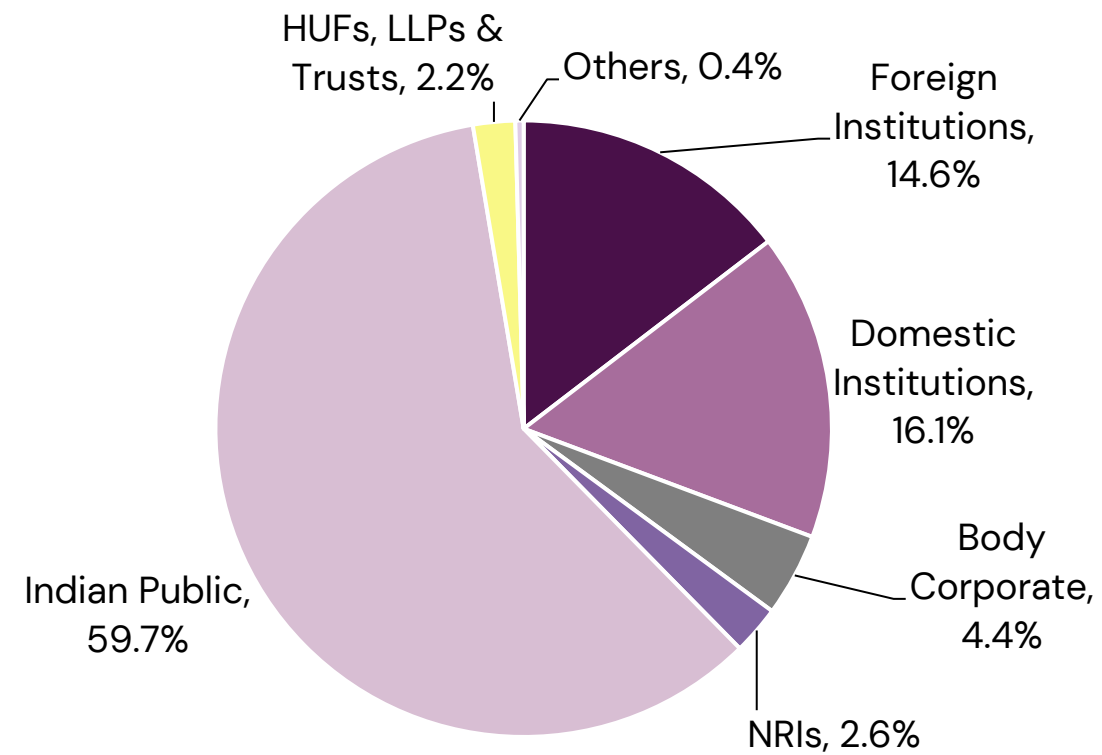
## Credit Cost



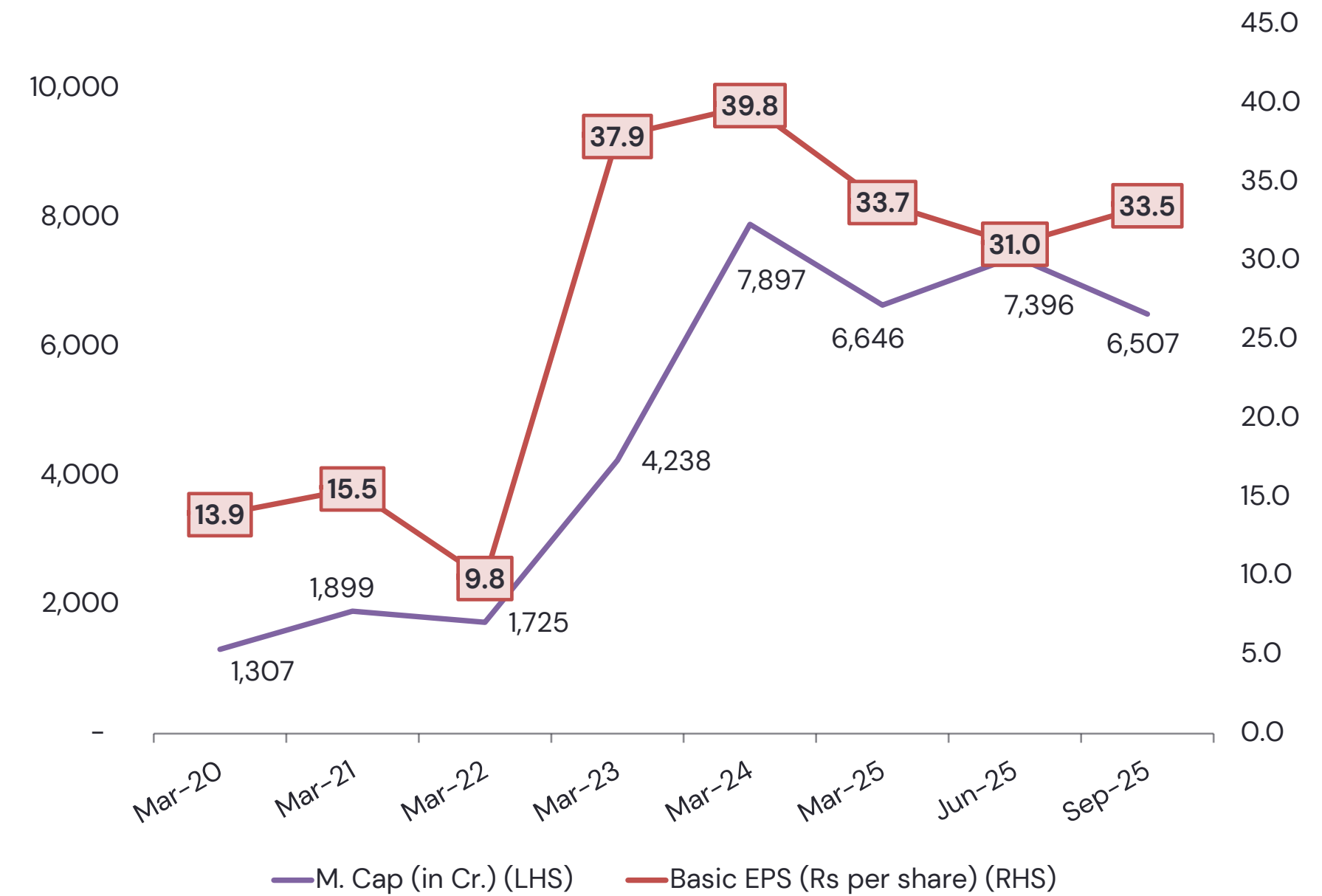


# Shareholder Value

## Shareholding Pattern



## EPS & Market Capitalisation



# Accelerating our Transformation Journey



**Karnataka Bank**  
Your Family Bank. Across India.

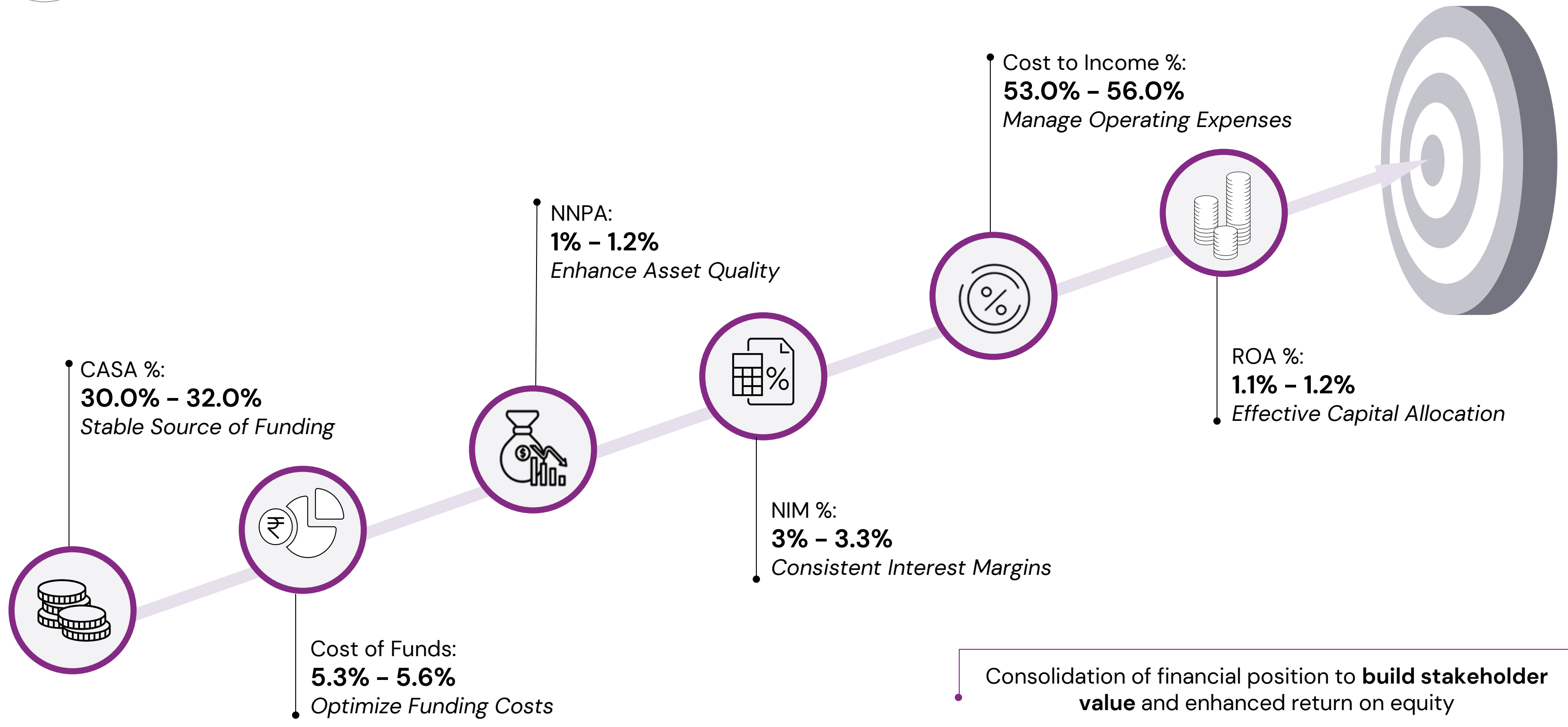


Banking with Legacy, Embracing the Future





# Targeted Performance Improvement to Boost Returns







# Products

## Building a Comprehensive Portfolio of Products

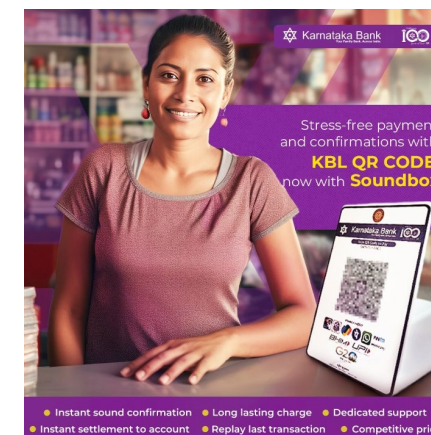
Customer-centric approach for creating products

Leverage Cross-sell & Up-sell opportunities

Comprehensive product suite

Pipeline of products for continuous growth

### Retail



#### Retail loans

##### Products in Pipeline –

- Gold Loan renewal module.
- PM Vidyalakshmi product for education loans.
- Pre-Approved Personal Loans for Salaried employees.

#### Liability Products

##### Products in Pipeline –

- Soulabhya Deposit
- Green Deposit
- Flexi Deposit

#### ADC Channels

- QR Sound Box of multi language
- KBL Merchant App – payment app for merchants to be launched soon
- Mobile Banking UI UX to be launched.

### Agriculture



#### Agri Schemes

- **Krishik Bhandar** – Enhancements / modifications for loans against pledge of warehouse receipts to leverage the seasonal stock opportunity.
- **Krishi Bhoomi** – Product enhancements planned.
- **SHG Lending** – To launch a dedicated product for lending to SHGs.

### MSME



#### MSME Products

##### Products in Pipeline –

- Supply Chain Finance
- Surrogate Based lending

New products focused on 'RAM' – Retail, Agriculture and MSME





# Digital and Technology

## Digital Touchpoints



**39,35,023**

**Mobile App Installations**

1.17% QoQ



**6,79,021**

**Net Banking Users**

(14.54%) QoQ



**56,49,785**

**Debit Cards**

0.39% QoQ



**1,36,574**

**QR related metrics**

3.00% QoQ



**1,488**

**ATM Networks**

(0.40%) QoQ

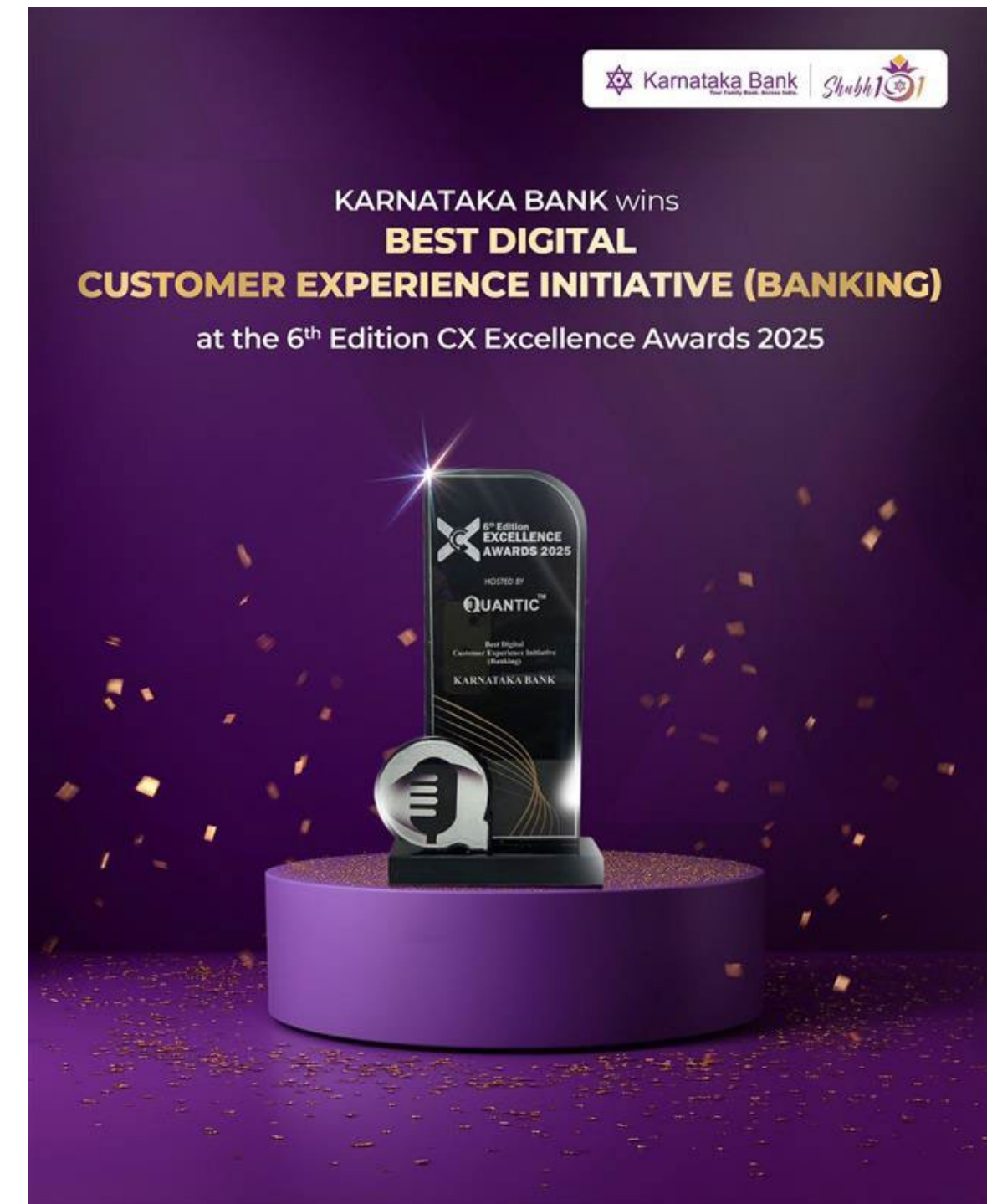


# Digital and Technology

## Awards



CX Technology implementation of the year at the 21<sup>st</sup> CX Strategy Summit & Awards 2025



Best CX Digital Initiative of the Year at 6<sup>th</sup> edition of CX Excellence Awards 2025



# Digital and Technology

Moving towards a Digital-First Bank

Creating a disruptive "Bank within a Bank"

## Our Objectives



**Increase in Customer Base**



**Enhanced Customer Satisfaction**



**Organisational Productivity**



**Financial Growth**

## Infrastructure to Meet Our Objectives



First-in-class digital factory



Integrated Risk and Finance framework to support Bank's regulatory/ management reporting under implementation in OFSAA



API 2.0 integrating seamless APIs for Open Banking with partnerships and for in-house digitization



Products and Business Solutioning have been integrated into the Technology and Digital Hub



ACoE data platform to assist in-house capabilities and monitor business outcomes

Strategic implementation of digital projects to achieve our objectives



**Gen AI bot  
(Sales Assist)  
launched to Branch  
users in pilot**



**DIY journey launched  
for Home Loan with  
eligibility checks**



**Platform upgrades to  
accelerate performance  
and strengthen  
compliance**







# Digital and Technology

## Scalable and Reliable Architecture

Embedding **data & analytics** in business processes for data-driven decision making








### Foundation of Architecture

-  First-in-class scalable central data repository **on cloud** with data quality management and remediation capabilities
-  Predictive, business/strategy and descriptive **analytics use-cases**
-  Enhancement of the **Data Link** to enable seamless communication and exchange of information
-  Integrated analytics with business processes to enable **data driven decision making**

### Integration with the Business

-  **Retail Loan Propensity**  
Target Retail loan propensity for better product proposition for customers
-  **Micro Market Analysis**  
External information on throughputs/market at a pin code level to plan operations
-  **Deposit Propensity**  
Deposit propensity for core augmentation
-  **Primary Bank Index**  
Analyse overall wallet share of customer with the Bank through Customer360
-  **Portfolio Management**  
Product Portfolio performance & Managed Account Monitoring
-  **Collection Prioritisation**  
Optimise collection efforts through advances analytics
-  **Behaviour Scorecard**  
Proactively monitor and control delinquency levels

### Impact on the Business

-  **CASA & Term Deposits**
-  **Retail Advances**
-  **Product & Account Productivity**
-  **Internet and Mobile banking users**
-  **Assets**
-  **Operations and Governance Efficiency**
-  **NPAs**

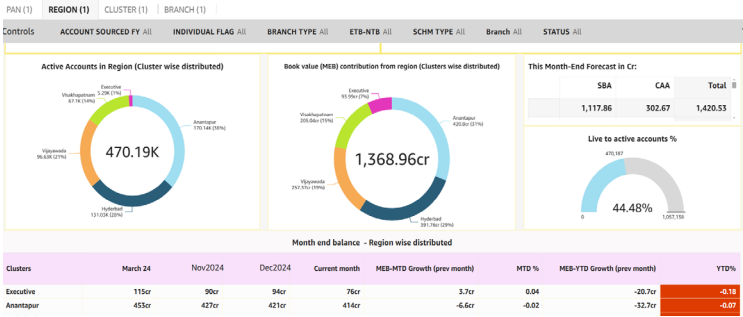




# Digital and Technology

Best in class Analytics Factory: 360day PitStop

## Business Dashboards Driving Agility and Precision in Decisions



CASA Balance Buildup Dashboard



Retail Deposit dashboard

11+ Dashboards,  
40+ Business and Predictive models live

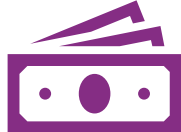
## Key Business Outcomes



Focus Branch Strategy  
(Aligned to Catchment Analytics)



~1 mn Engaged Customers  
(3X lift in engagement)

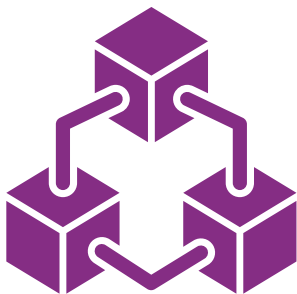


Realization of Planned P&L Impact  
(15% incremental p.a)

## Business Systems ensuring New Insights have Rails for Outcomes

Live – MCA NTB outreach campaigns

Live – Insurance X-sell for FASTAG users



Live – Journey tracking via and CRM engagement via Moengage

Live – Collection Prioritization

5+ Digital systems Live

# Our Strengths and Strategies



Banking with Legacy, Embracing the Future







# Strategic Roadmap



**A**

**Delivering Excellence in Core Businesses with Underlying Technology Platform**

Through tech-driven **Processes, Products & People** targeting Rural, MSME and Retail sector

**Creating a Performance-Driven Culture**

Rebuild **Outward-Facing, Business-Centric** teams



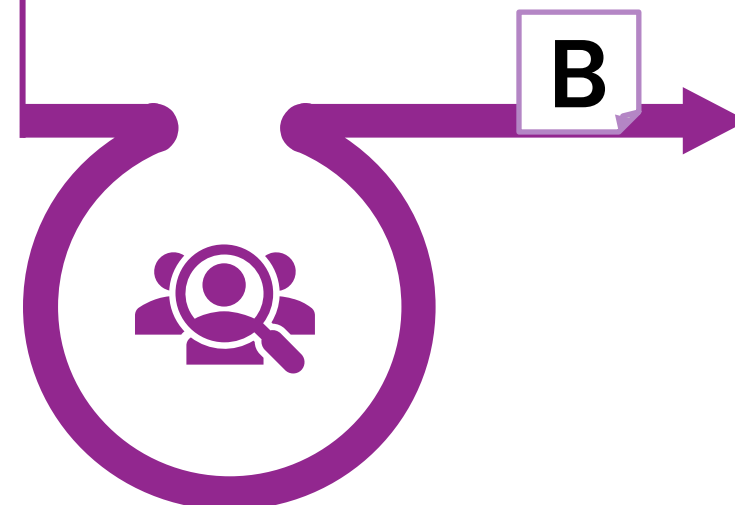
**C**

**Digitalisation and Partnership to Accelerate Book Growth**

**Digital First** private sector Bank

**Strengthening Financial Position to Create Long-Term Value**

**Transformative steps** leading to improved financial position



**B**





# Driving Excellence in Proven Core Competencies

A.

## Consistent Emphasis on our Strength Areas

### Our Legacy



100+ Year Legacy

14 Mn

Happy customers

### Building on Our Legacy

- Tradition with Innovation
- Outbound Sales Culture
- Startup-like Agility



MSME & Rural Focus

35.0%

Share of MSME &  
Agri-Loans

46.5%

Branches in Rural &  
Semi-Urban Areas

- Capitalise on community network
- MSME and Rural to be key growth drivers



Retail Focus

45.5% → 53.5%<sup>1</sup>

Increase in % of Retail Advances from FY20 to Q2FY26

- Enhanced RoA and RoE
- Focus on Retail – Home, Gold Loans



Bharat Ka Karnataka  
Bank

4%<sup>2</sup>

Market share in  
Karnataka

22 States

Pan-India  
presence

- Wider Geographical Presence
- Digital and Data-driven client acquisition
- Cross Selling



# Driving Excellence in Proven Core Competencies

A.

Diversified Offerings with Established Brand Equity

## Retail and Personal Banking



- Housing
- Loans against property
- Gold
- Vehicle
- Education
- Personal loans

## Services



Simple & smarter digital loans



Centralized processing



Immediate in-principle sanction



Dedicated Retail Assets Centre / branch network

## Agriculture Banking



- Agriculture & allied activities
- Farm development
- Agricultural land purchase
- Farm mechanization
- Hi-tech agriculture
- Agricultural infrastructure & ancillary

## Facilities



Dedicated technical experts (AFOs)



Agri Development Branches (ADBs)



Rural godown loans



Farm machinery/ vehicle loans

## MSME



- Working capital finance for traders & manufacturing industries
- Term loans & infrastructure finance
- Business development loans
- Corporate loans
- Professional & self-employed loans
- CV / CE loans

## Facilities



GST Based Loans



Quick digital underwriting



Loans to women entrepreneurs



Segment Focused Loans



# Driving Excellence in Proven Core Competencies

A.

## Key Capabilities in Place to Leverage Opportunities in the Government Business

### Focused to be one of the top Govt. collection Banks



Empaneled as 'Agency Bank' for **Direct Tax, Goods & Service Tax(GST) and Customs Duty Collection.**



Live with **Direct Tax Collection** by offering various payment methods like **Over the Counter(OTC) and Internet Banking.**



Live with **Customs Duty Collection** through **Internet Banking.**



Live with **GST Collection** by offering various payment methods like **OTC, Internet Banking and Unified Payment Interface(UPI).**



**State-level Treasury integrations** for collection of revenue (Khajane-II in Karnataka) – UAT under progress



Bank has tied up with **Power Finance Corporation(PFC), Rural Electrification Corporation(REC), & Indian Railway Finance Corporation(IRFC)** for collection of **54EC Capital Gain Bonds.**



Launch of **Flexi Fixed Deposits** scheme for **Government Departments & allied institutions and RERA Project Accounts.**



Live on **RBI Central Bank Digital Currency (CBDC)** platform and **Karnataka Public Procurement Portal KPPP** for **e-BG.**



Integration with **Employees Provident Fund Organization (EPFO)** platform for collection of **EPFO contributions** – UAT under progress.



Work in progress on tie-up and disbursement with **Central Pension Accounting office (CPAO)** for **disbursement of pension.**

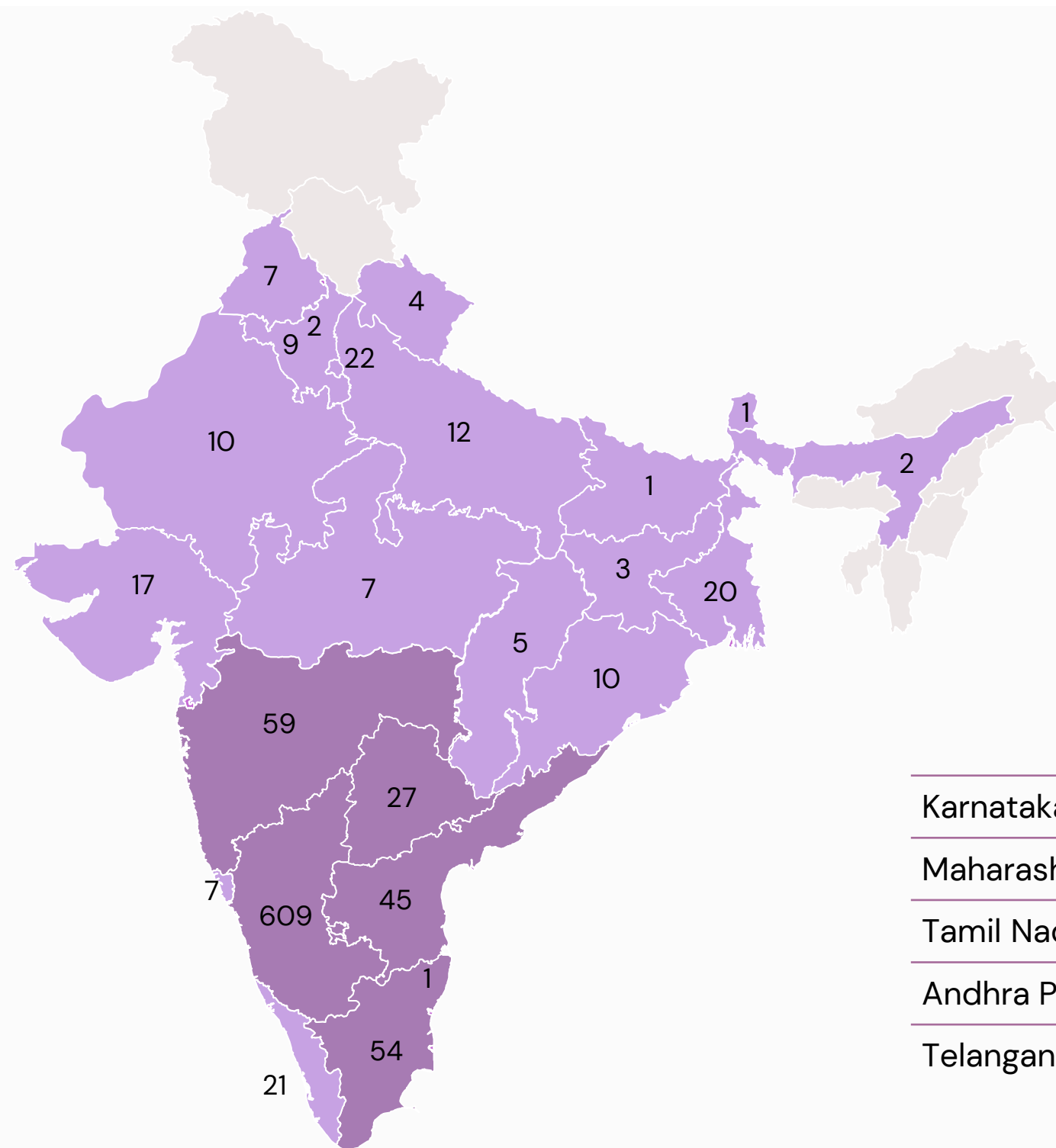
Working towards "one-stop" digital solution for all statutory payments



# Driving Excellence in Proven Core Competencies

A.

## Strong Geographical Footprint



### Top 5 States

Karnataka	609
Maharashtra	59
Tamil Nadu	54
Andhra Pradesh	45
Telangana	27

## Steady Growth in Locations Served



955

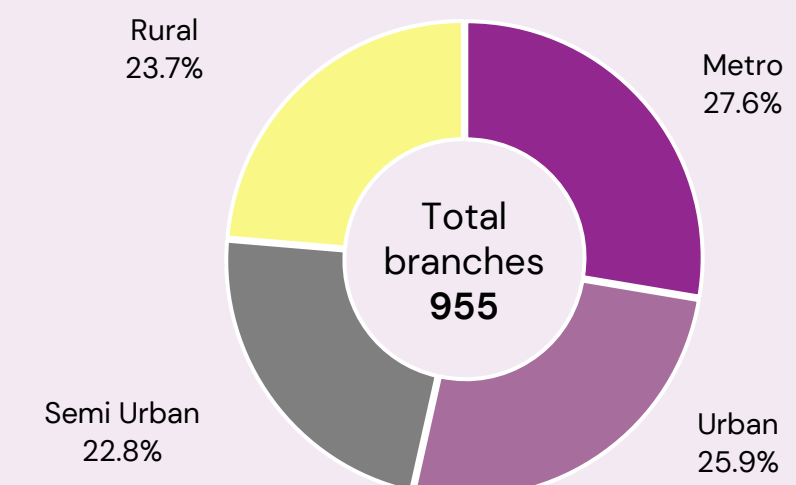
Branches



1,488

ATM and Recyclers

## Presence Across All Tiers





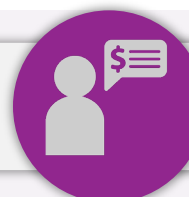


# Creating a Performance Driven Culture

B.

## Rebuild Outward-Facing, Business-Centric Teams

**Outbound sales team** and “**Feet on the Street**” for growing liabilities and expanding the home loan book



Inducted **300 Sales Officers** and **132 Feet on Ground** for covering key markets and target segments

Better control and oversight to create a more **sales-centric organisation**



**15 Regional Offices** resourced and empowered to handle small ticket loans, decentralized into **42 Clusters** with Cluster Heads

**Business correspondent** partnerships to strengthen the portfolio



Bank has onboarded **199** Business correspondents (BCs)

**Sector-focused tie-ups** to grow retail reach



Partnerships focused to expand Home, Car, Gold, Retail and Agri loan book

Scale-up of Retail Loan Processing Hubs



The bank has established **15** Retail Loan Process and Sanctioning Centers (RLPSCs)

Focused to further grow Agri



Deployed **84 AFOs** as part of hunting teams at branches & clusters to source quality agri proposals



# Digitalisation Propelling Robust Book Growth

C.

Foundation in place to Drive Next Leg of Digital Innovation

State-of-the-art '**Technology, Digital & Product Hub**' at Bengaluru

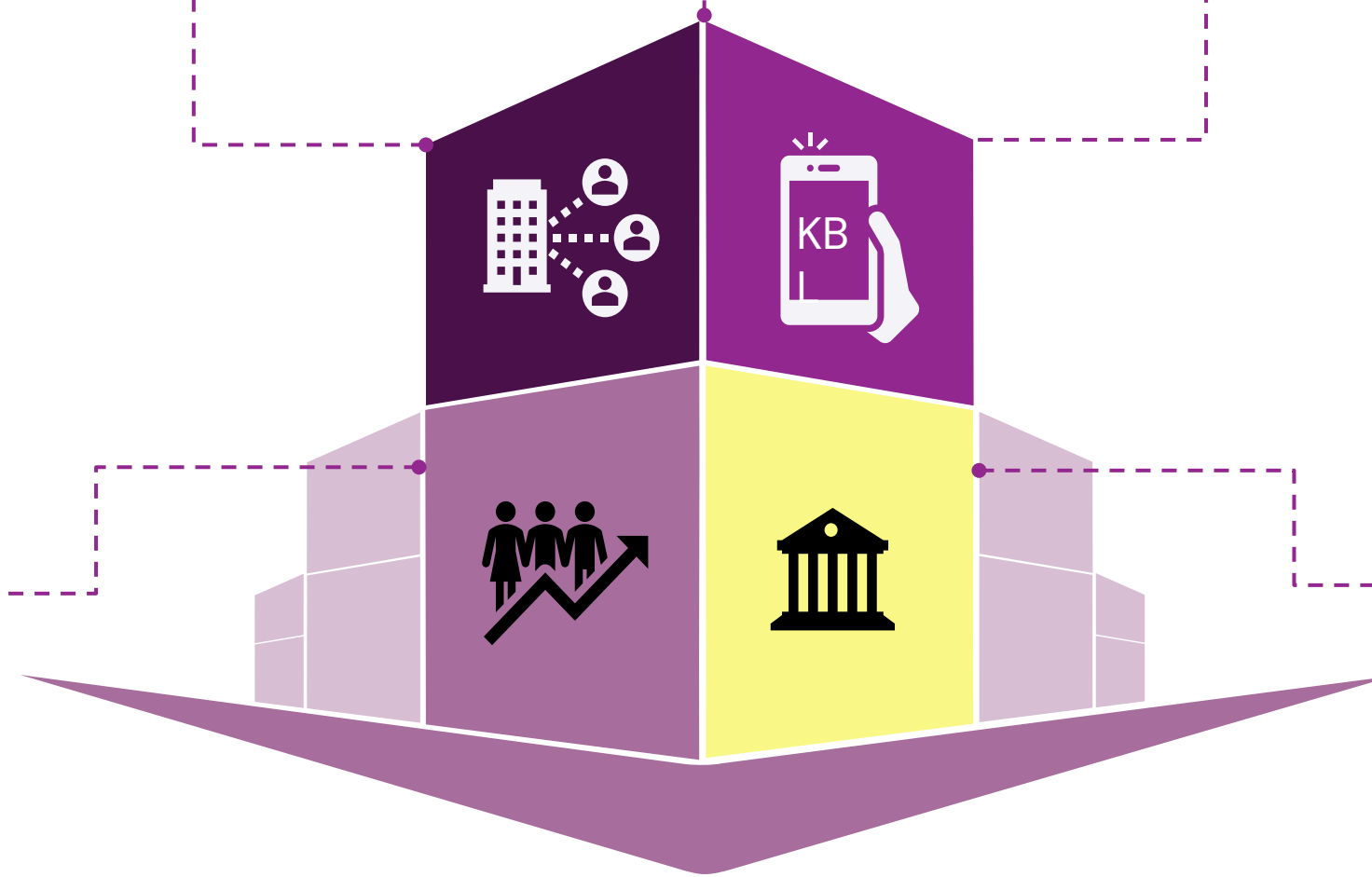
- **40,000 sq. ft.** super built-up area
- **300+** skilled employees
- **Products and Business Solutioning** have been integrated covering technology, digital and analytics

- **Live with CRM:** Integration of customer data and interactions across Marketing and Sales department
- Enhance customer engagement and improve business productivity

- Developer portal featuring over **570+ APIs**
- **KBL Mobile Plus** provides a user-friendly mobile interface with intuitive navigation

- **Partnerships with FinTechs** to drive digital banking
- **Increase Product Penetration** per customer through analytics-enabled cross selling

- **Cloud Data Platform** for ACoE
- Four Modules from OFSAA including **fund transfer and profitability module** under implementation
- Scalable and configurable platform for business account





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