



INVESTOR PRESENTATION

SEPTEMBER -2018



Contents

Dhanlaxmi Bank -Profile

Vision & Mission

Profile of Board of Directors & Key Management Personnel

Overview of Distribution Network

Share Holding Pattern

Overview of Organization Structure

Comprehensive range of Products

Business Results-Performance Overview

Income & Margins

Balance Sheet comparison

Way Forward

Dhanlaxmi Bank- Profile



- Incorporated in 1927 at Thrissur, Kerala by a group of ambitious and enterprising entrepreneurs.
- Over the 91 years that followed, earned the trust and goodwill of clients.
- Our strength is the number of customers, scale of business, breadth of our product offerings, banking experience we offer and the trust that people invest in us.
- 631 touch points including 252 branches, 346 ATMs and 20 BCs across 15 States and 1 Union Territory; our focus has always been on customizing services and personalizing relations.

Key Milestones

2018: Raised Rs.1500.00 million Basel III compliant Tier-II Bond
2017: Raised Rs. 1200.00 million Equity capital through Preferential Allotment issue
2016: Raised Rs. 841.9 million of Equity capital through Preferential Allotment issue.
2014: Raised Rs. 2296 million of Equity through Preferential Allotment issue.
2013: Raised Rs. 1839.83 million of Equity through Qualified Institutional Placement and Preferential Allotment issue.
2012 : Awarded the Asian Banker Technology Implementation award - International award for Best branch automation
2011: Awarded the "Best Mid-sized Bank in Growth Category" by Business Today- KPMG survey. Awarded the Information Week EDGE Award 2011 for IT transformation
2010: Launched new "Dhanlaxmi Bank" brand. Total business* of Rs. 1,00,000 Million. Raised Rs.3,800 Millions by way of Qualified Institutional Placement . Opened 250 th branch.
2009: Recorded net profit of Rs.574.5 Million. Opened 200 th branch with first branch in East region in Kolkata
2008: Total business of Rs. 75,000 Million. Second Rights Issue . All branches under core banking
2003: Introduced Core Banking
2002: Raised Rs. 270 million in a Rights Issue
2000: Installed first ATM
1996: Raised Rs. 240 million in IPO and listed Equity Shares on the National Stock Exchange, Bombay Stock Exchange and the Cochin Stock Exchange
1989: First branch outside Southern region was opened in Mumbai.
1986: Total business of Rs. 1000 Million.
1980: 100-strong branch network
1977: Designated as scheduled commercial bank by the Reserve Bank of India (RBI). Opened first branch outside Kerala
1975: Set up the first branch outside the home state of Kerala, at Chennai Mount Road
1927 : Incorporated in Thrissur, Kerala

Vision & Mission

Vision

Banking on Relationships forever

Mission

To Become a Strong and Innovative Bank with Integrity and Social Responsibility to Maximize Customer Satisfaction as well as that of the Employees, Shareholders and the Society.

Profile of Board of Directors

	Name	Experience & Other Directorships
	Sajeed Krishnan Chairman (Part-time)	Mr. Sajeed Krishnan appointed as Part-time Chairman and took charge on 23.05.2018 He has been with the State Bank group since 1977. He has handled large credits and projects and internal audit at State Bank of India (SBI) at the Republic of Maldives from 1998 to 1999. He was Vice President (NRI) at SBI Toronto, Canada from 2000 to 2003 and also stand-by dealer in forex transactions. He also headed the rupee treasury department of the bank which included trading, bidding for new issues, maintenance of SLR and CRR and also taking care of the liquidity needs of the bank.
	T. Latha MD & CEO	Ms T Latha assumed charge as Managing Director & Chief Executive Officer of the Bank on July 02, 2018. She has 35 years of banking experience with Punjab National Bank across a host of roles and responsibilities including Branch Management, Regional Management and National Level Credit Management handling a portfolio of approximately INR 40,000 crore. She is a MBA holder in finance and post graduate in MA literature. She has also passed the Limited Insolvency Exam and CAIIB.
	Chella K Srinivasan Independent Director	Mr. Chella K Srinivasan is a Practicing Chartered Accountant for more than 34 years. He has professional expertise in accounting, auditing and corporate taxation and has varied experience in audits of manufacturing companies, hotels, Insurance companies, NBFCs and Banks (Statutory Audits of Bank of India and RBI). On behalf of his firm, he has carried out inspection of NBFC registration as directed by the RBI and also NSE members on behalf of SEBI. Mr.Srinivasan is the past National President of the Indo-American Chamber of Commerce (IACC) and was also a member of the Vision Committee of the Institute of Chartered Accountants of India.

Profile of Board of Directors

	Name	Experience & Other Directorships
	Dr. Lakshmy Devi K.R Independent Director	Dr. Lakshmy Devi K.R. was Head of Department of Economics of University of Calicut. She completed her Ph.D in Economics from Calicut University in 1986. Her post doctoral experience includes Ford Foundation Post Doctoral Fellowship at University of Maryland, Washington DC, U.S.A and Senior Fellowship of the Social Sciences Research Council, New York, U.S.A.
	P. S Sreekumar Independent Director	Mr. P. S Sreekumar was Supervisory Officer in the Co-operation department with Government of Kerala. He is a government nominee on the Board of Mannam Sugar Mills Co-operative Limited. He has worked as Special Secretary in the Public Works Department, Government of Kerala and Secretary of Institute of Management in Government. He holds bachelor's degrees in Commerce and law, master's degree in Public Administration and Post-graduate Diploma in Journalism.
	C.K.Gopinathan Director	Mr.C.K.Gopinathan is promoter Director of C.K.G.Supermarket. He was also Director in the Catholic Syrian Bank Limited for 8 years. Mr.C.K.Gopinathan is a major share holder of our Bank. He has more than 25 years of experience in banking and finance sectors

Profile of Board of Directors

Name		Experience & Other Directorships
	K.N Murali Independent Director	Mr. K.N Murali had worked in State Bank of Travancore, State Bank of Saurashtra and State Bank of Hyderabad in various positions across the country. He had handled credit, inspection and audit. As General Manager (Commercial Network) of State Bank of Travancore, Mr. K.N Murali was responsible for all large advances of the Bank. He was also a regular invitee to the Board and Board Committees to present the credit proposals. He has also undergone training program at Kellogg's Institute of Management, Chicago.
	Mr. E. Madhavan RBI Additional Director	Mr. E Madhavan has been appointed as Additional Director by Reserve Bank of India for a period of 2 years w.e.f May 11, 2017 to May 10, 2019 or till further orders of RBI.

Profile of Board of Directors

	Name	Experience & Other Directorships
	S T Kannan RBI Additional Director	Mr .S. T. Kannan has been appointed as Additional Director on the Board by Reserve Bank of India. He is a serving General Manager in the Reserve Bank of India, and in charge of Reserve Bank India, Regional Office, Goa.
	N Sara Rajendra Kumar RBI Additional Director	Ms. N.Sara Rajendra Kumar has been appointed as Additional Director by Reserve Bank of India for a period of 2 years w.e.f May 11, 2017 to May 10, 2019 or till further orders of RBI. She is a serving General Manager in the Reserve Bank of India, Regional Office, Hyderabad.

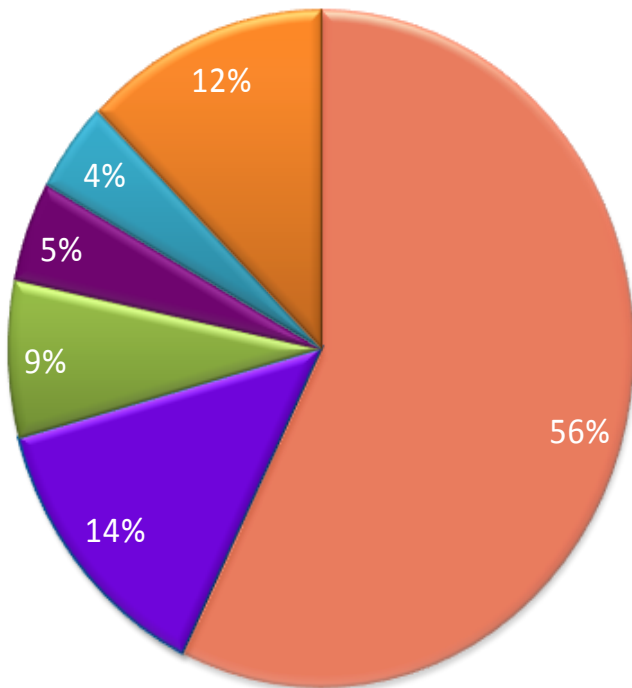
Profile of Key Management Personnel

Name	Experience
Mr. P. Manikandan Chief General Manager	▪ Experience of 36 years in banking sector ▪ Experience of 10 years in Planning, Operations, Credit, HRD, Inspection, Vigilance, Third Party Products, Premises and Cash Management System areas of the Bank. ▪ He holds M Com, LLB and PGDCA. He is also a Certified Associate of the Indian Institute of Bankers.
Mr. Ramesh AJ Chief Financial Officer	▪ Experience of 31 years in banking sector. ▪ Worked in SBI/SBT in various areas like Finance & Accounts ,Large Value Credit intensive branches etc. ▪ He holds a degree in chemistry and is also a Certified Associate of the Indian Institute of Bankers (CAIIB). ▪ He is also a qualified Chartered Accountant.
Mr. Santosh Kumar Barik Company Secretary	▪ He is an Associate Member (ACS) of the Institute of Company Secretaries of India (ICSI) and was previously working as Asst. Company Secretary at Manappuram Finance Ltd. ▪ He is also having rich experience in handling Secretarial Audit, IPO diligence, Appointing Merchant Bankers, Compliance, Liaisoning with Regulators, Conducting board meeting & Annual Report Preparations, etc. ▪ He is a CS with a post graduation in Commerce.

Profile of Senior Management

Name	Experience
Mr. Muraleedharan M Head Inspection	• 38 years of Banking Experience. • In charge of various Regional Offices of the Bank in various locations ,in the capacity of Regional Head and Zonal Head. • Well experienced in Credit and Recovery functions of the Bank. Commerce graduate and Certified Associate of Indian Institute of Bankers.
Mr. J.Renganathan Chief Credit Officer	•Started the Banking carrier with SBI (for 26 years). Presently has 35 years of experience in the Banking field. •Worked in various capacities, • Headed a Region (West) and was Heading the Recovery function of the Bank for the past 3 and Half years •A post graduate in Labour studies and a Certified Associate of the Indian Institute of Bankers (CAIIB).
Mr. L. Chandran Chief Recovery Officer	▪ Experience of 26 years in banking/financial sector. Worked in Branch, Zonal Office, Credit Department (SME & Corporate underwriting). He also headed Integrated Risk Management Department of the Bank. Had a key role in formulation of Credit Policy, Credit Appraisal Formats and Credit Rating Models of the Bank. ▪ Worked in Government sector, Public Sector Financial Institution for about 7 years and Bank for 19 years in different capacities in various geographical areas. ▪ A post graduate in Science, he holds an MBA (Finance)and B.Ed. Degree. He is also a Certified Associate of the Indian Institute of Bankers.

Overview of Distribution Network

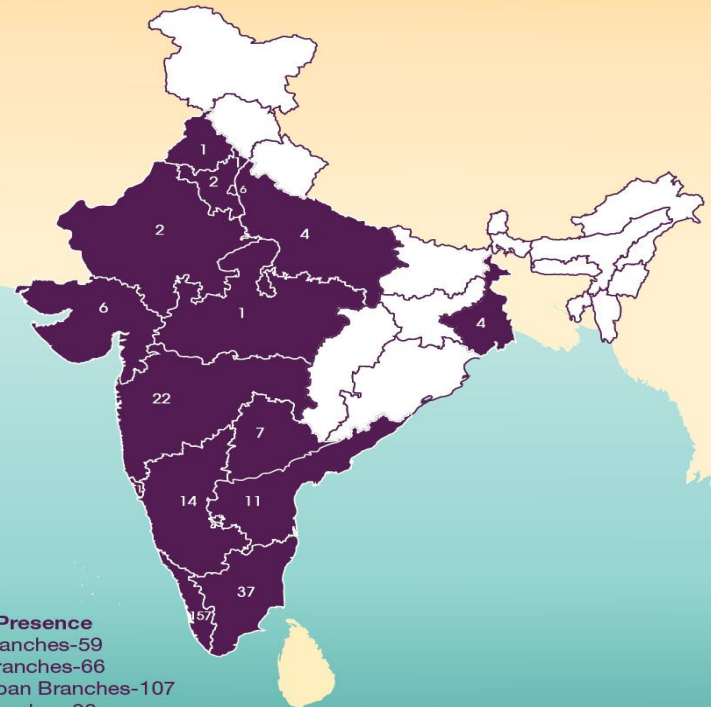


■ Kerala
■ Maharashtra
■ Andhra Pradesh
■ Tamil Nadu
■ Karnataka
■ Others

www.dhanbank.com

DhanlaxmiBank
established 1927

**Over 631 customer touch points including
252 branches, 346 ATMs and 20 BCs**

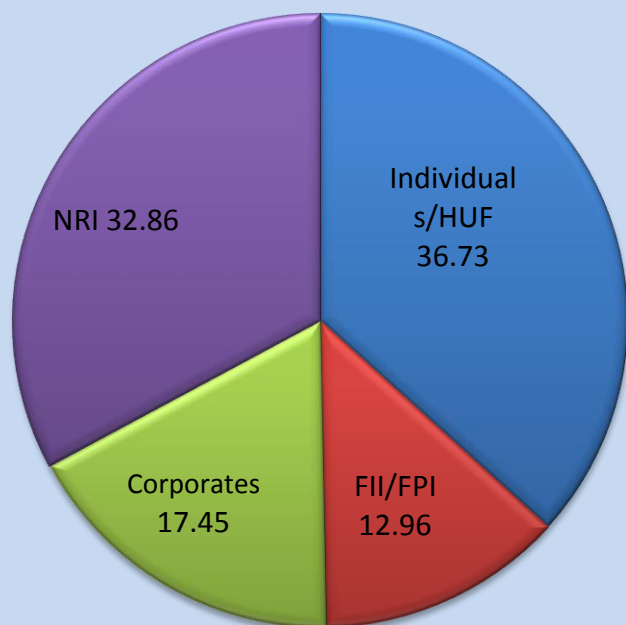


Branch Presence
Metro Branches-59
Urban Branches-66
Semi-Urban Branches-107
Rural Branches-20
ATM Presence Onsite - 209 Offsite - 137
BCs-20

Banking on Relationships forever

Shareholding pattern

Shareholding 1% & above (As on September 30, 2018)



Share Holder	% Stake
B RAVINDRAN PILLAI	9.9995
GOPINATHAN C K	7.4897
YUSUFFALI MUSALIAM VEETIL ABDUL KADER .	4.9996
KAPILKUMAR WADHAWAN	4.9996
NICHE FINANCIAL SERVICES PVT LTD	4.9740
CANARA HSBC ORIENTAL BANK OF COMMERCE LIFE INSURANCE COMPANY LTD	2.9897
SHITAL RAGHU KATARIA & SHALIN KATARIA	2.6306
ELARA INDIA OPPORTUNITIES FUND LIMITED	2.6260
MARSHAL GLOBAL CAPITAL FUND LTD	2.1738
ANTARA INDIA EVERGREEN FUND LTD	2.1540
POTLURI RAJMOHAN RAO	1.5991
MOHANACHANDRAN NAIR B	1.5991
B GOVINDAN	1.5197
HAREENDRAN C K	1.3833
AGNUS VENTURES LLP	1.3833
LAVINA ASHISH GOENKA	1.0967

Comprehensive range of Products

Deposits	Corporate Products	Retail Products	Other Services	Technology Related products
Current Account	Cash Credit	Agriculture / Kissan Vahana Loan/ Kissan Card	Insurance Business	Retail & Corporate Internet Banking
Savings Account	Overdraft	Home Loan / Loan against property	Mutual Fund Distribution	Missed Call Services
Term Deposit	Term Loans	Gold Loan/ Loan against Sovereign Gold Bonds	Depository Services	Mobile Banking
Corporate Salary	Corporate Loans	Vehicle Loan	Locker Services	IMPS
NRE Account	Project Finance	Live Stock Loan	Forex Services	e-IT Return Filing
NRO Account	Bill Advance and Packing Credit Advance	Personal Loans/ Educational Loan	Bankers to Issue /ASBA	Remittances – Real Time Gross Settlement (RTGS) / National Electronics Funds Transfer (NEFT)/MTS
Foreign Currency Non Repatriable Fixed Deposit	Foreign Currency Loans	Loan against LIC policy/ Deposit/ Overdraft against Shares	Cash Management Services/ Aadhaar Based Payments	Online trading
3 in 1 account (Saving Account, Demat Account & Trading Account)	Invoice / Dealer Financing	Micro Credit Loan/ Self Help Group Loans	Import Export related	Point of Sale
Business Correspondents	Lease Rental Discounting	Medical Equipment Loan	Sovereign Gold Bonds	Pay Smart
	Office Equipment Loan	International Debit cards / Credit Cards / Gift Cards/Forex Cards	PAN Card Services	Bill Payment

Bank at a Glance

No : Branches	252
No : ATMs	346
Deposit (Rs. in Crore)	10817
Advances(Gross) (Rs. in Crore)	6257
Total Business (Rs. in Crore)	17074
Total Assets (Rs. in Crore)	11972

* As on 30.09.2018

Performance Overview

- *Net Profit of Rs.12.15 crores for Q2 2018-19 as against Rs.6.06 crores for Q2 2017-18*
- *Operating expense has been reduced by 10.39% on Y-o-Y basis*
- *Total expenses has been reduced by 8.55% on Y-o-Y basis*
- *Employee cost also reduced by 11.29% on Y-o-Y basis*
- *Cost of funds has been reduced from 6.09% to 5.73% on Y-o-Y basis*
- *Income on investments improved by 10.92% on Y-o-Y basis.*
- *Yield on investments has been improved from 6.48% to 6.66% on Y-o-Y basis.*
- *Net NPA improved to 2.92% from 3.67% on Y-o-Y basis*
- *Provision Coverage Ratio improved from 74.69% to 82.50% on Y-o-Y basis*
- *CRAR improved from 11.62% to 14.16% on Y-o-Y basis*

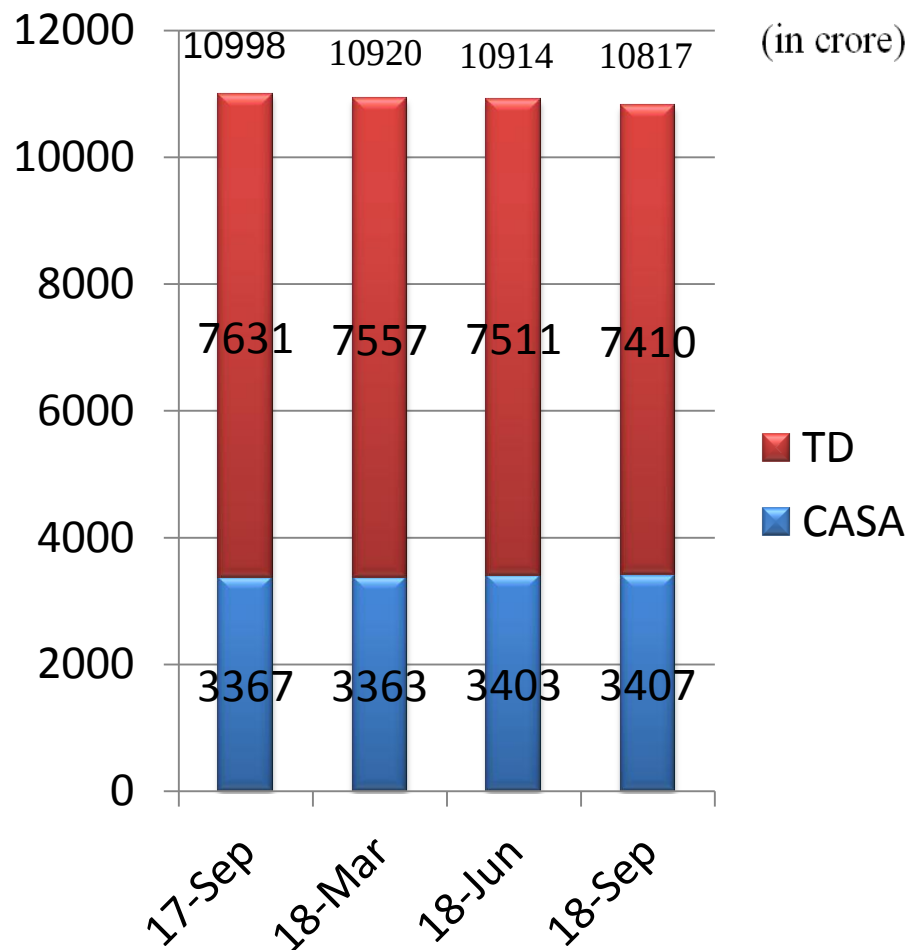
Performance Highlights

Particulars	30-09-2017 (Reviewed)	31-03-2018 (Audited)	30-09-2018 (Reviewed)
Gross Advances (in crore)	6369	6387	6257
Deposits (in crore)	10998	10920	10817
GNPA%	6.11	7.35	7.81
NNPA%	3.67	3.19	2.92
NIM %	2.93	2.90	2.84
ROA %	0.23	(0.20)	(0.55)
ROE %	3.55	(3.32)	(9.14)
Cost/Income Ratio %	75.13	67.39	91.64 *
CASA to Total Deposits	31%	31%	31%
Market Capitalization (in crore)	934	541	282
Book Value Per Share (Rs.)	31	30	28
CRAR %	11.62	13.87	14.16
* Would be 74.97% if the Loss on Sale of Investments is excluded.			

Performance Highlights

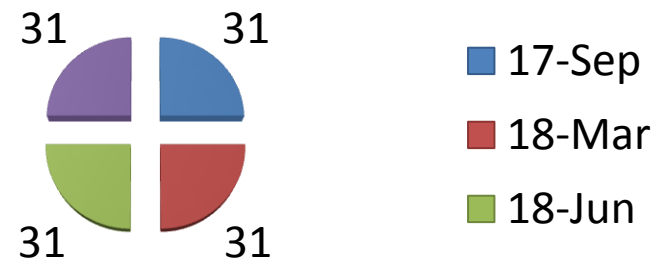
(Rs. in

DEPOSITS

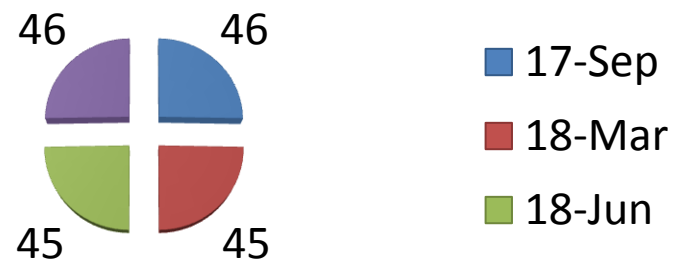


Trend in movement of CASA %

CASA %



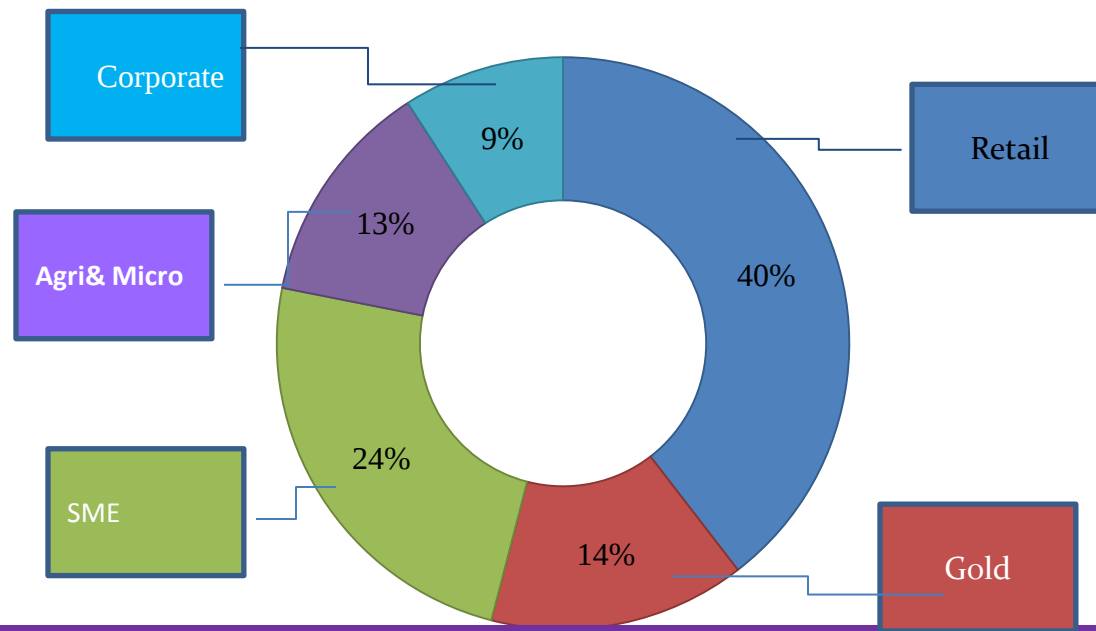
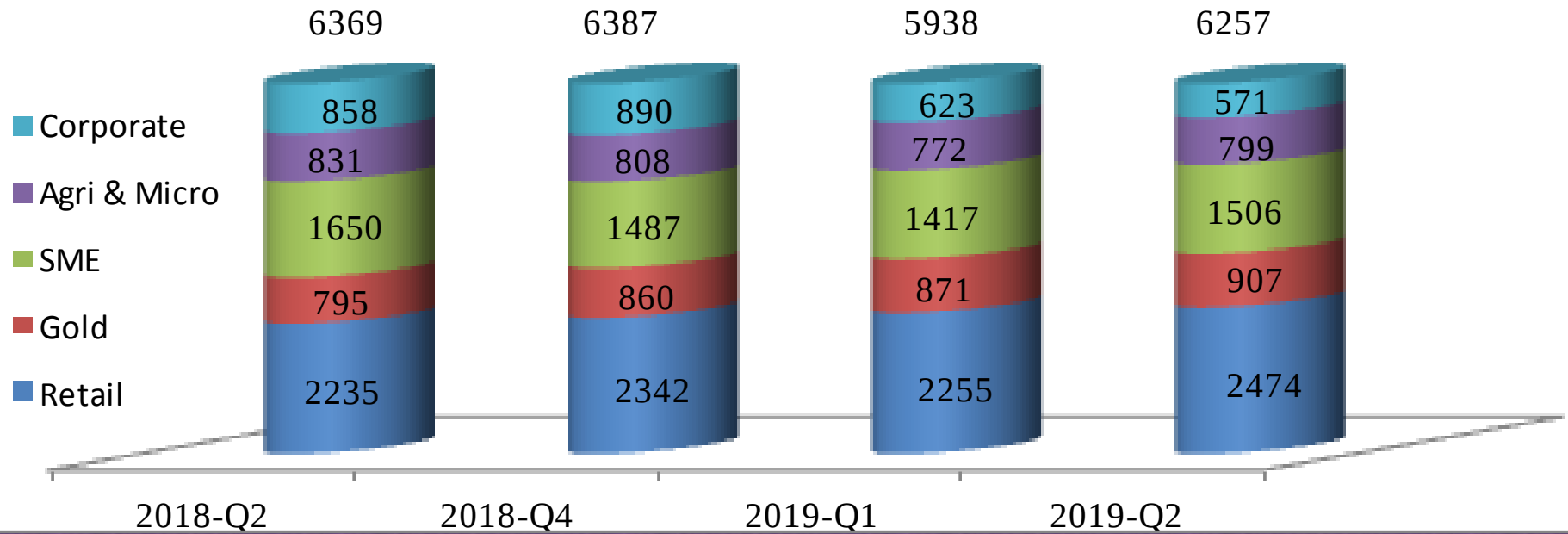
RETAIL %



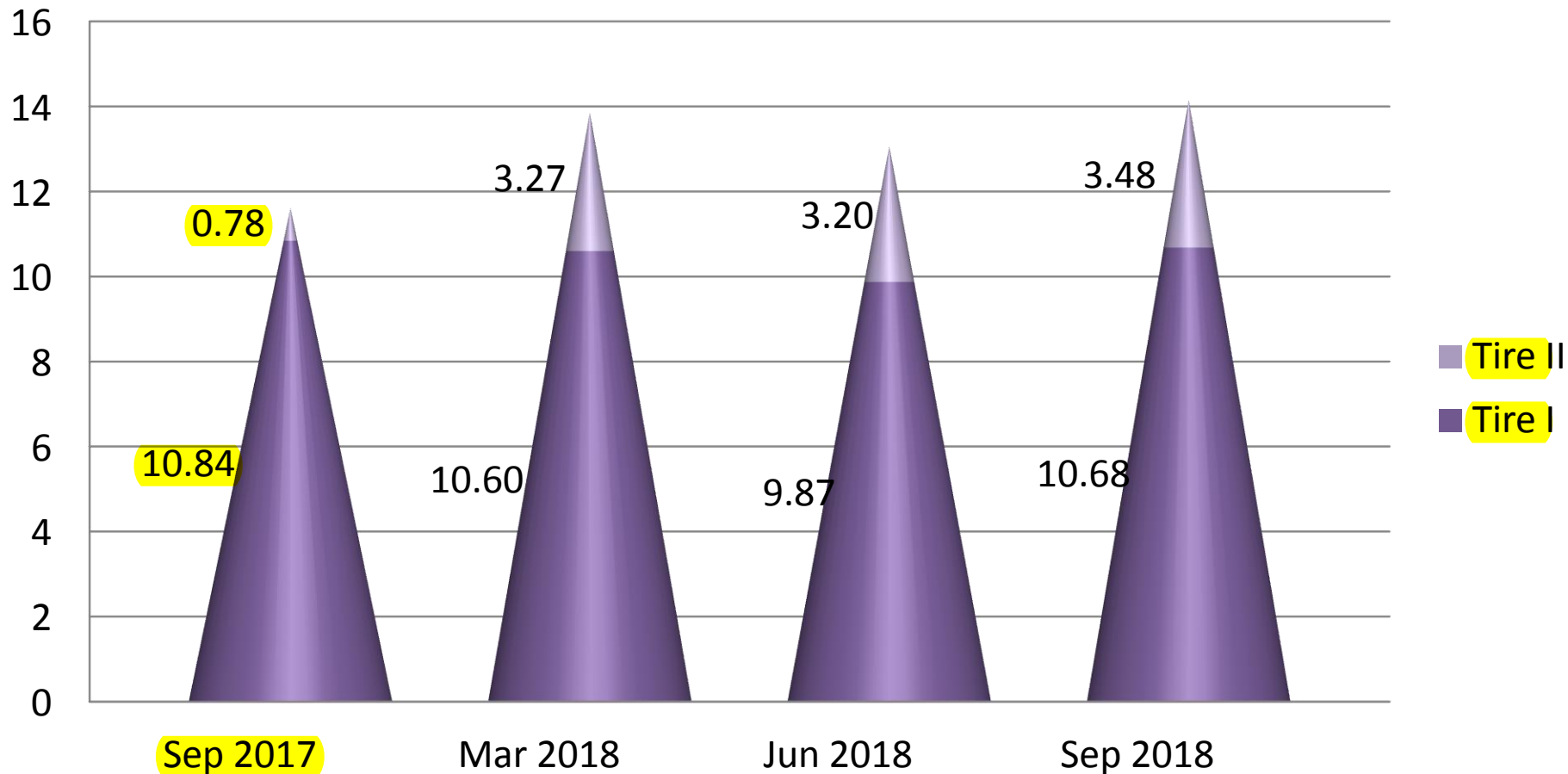
Advance Portfolio

Gross Advance

Rs.in Cr.



Performance Highlights-CRAR



Business Result

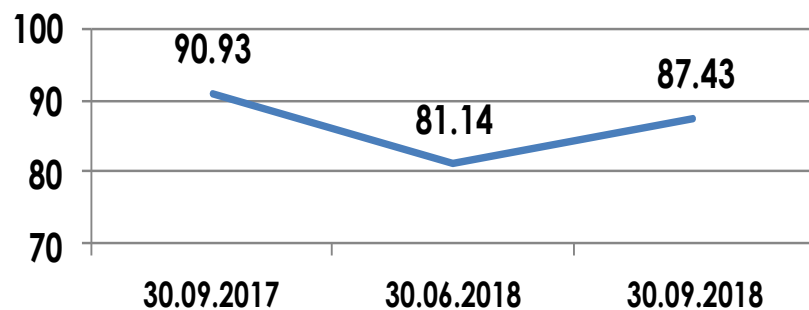
(` in Crore)

Particulars	30-09-2017 (Reviewed)	31-03-2018 (Audited)	30-09-2018 (Reviewed)
TOTAL INCOME	569.55	1115.79	483.09
TOTAL EXPENSE	512.99	969.61	469.11
NET INTEREST INCOME	176.34	345.80	168.57
OPERATING PROFIT	56.56	146.18	13.98
PROVISIONS & CONTINGENCIES	42.53	171.05	46.82
NET PROFIT	14.03	(24.87)	(32.84)

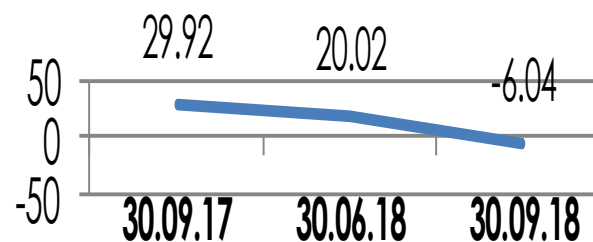
Business Result for the Quarter Ended

(` in Crore)

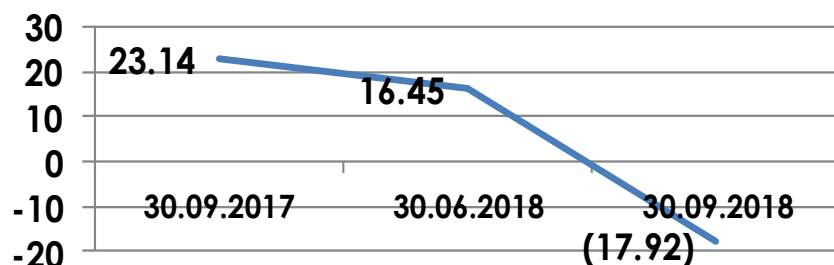
Net Interest Income



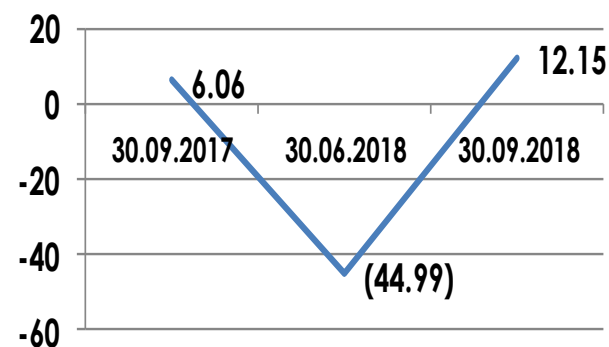
Operating Profit



Non Interest Income



Net Profit





Income and Margins

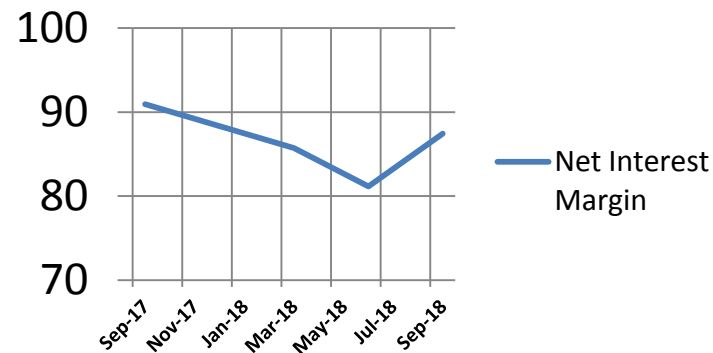
Income and Margins

(in crore)

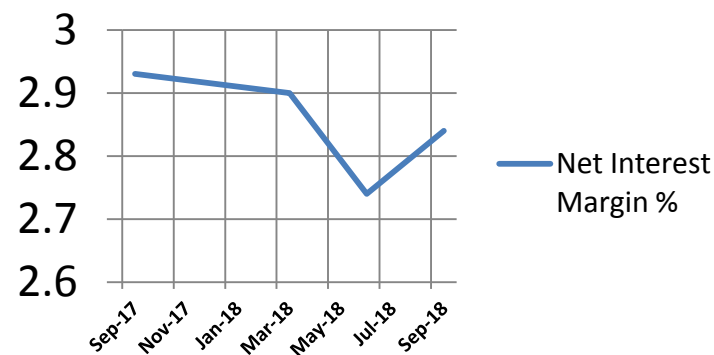
Net Interest Income for the Quarter Ended	
Sep 2017	90.93
Mar 2018	85.72
June 2018	81.14
Sep 2018	87.43

Net Interest Margin (%)	
Sep 2017	2.93
Mar 2018	2.90
June 2018	2.74
Sep 2018	2.84

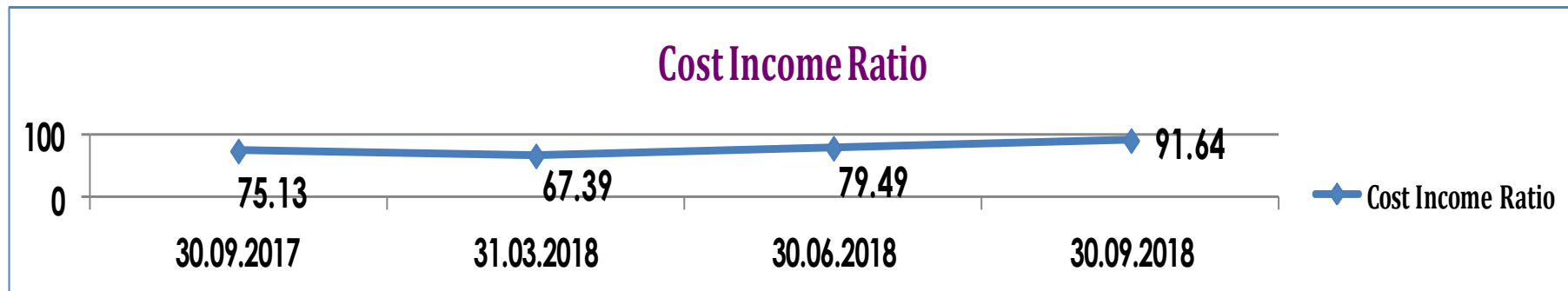
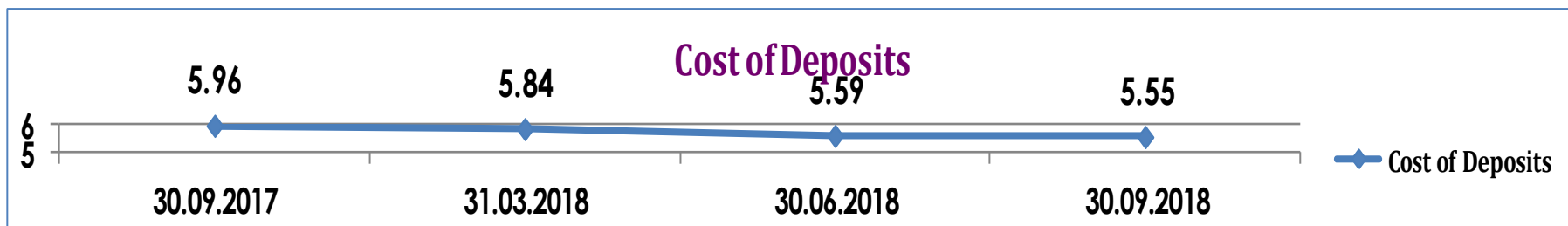
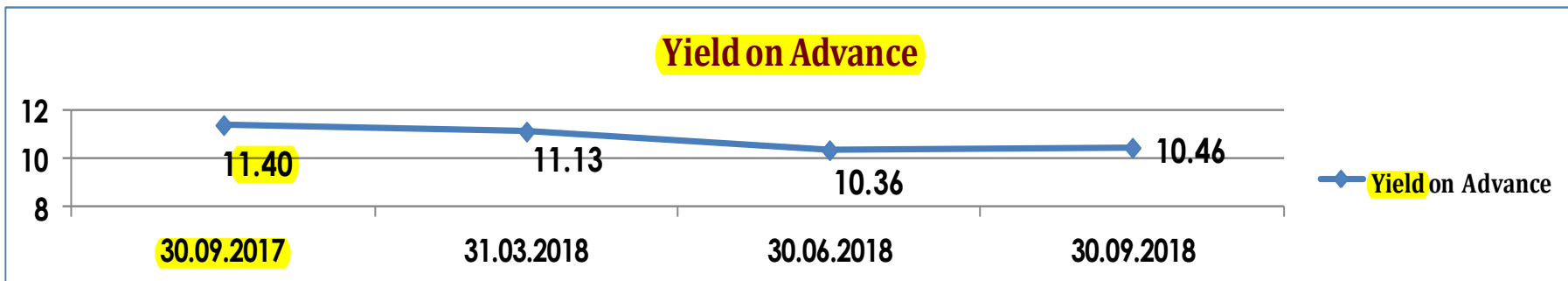
Net Interest Income



Net Interest Margin

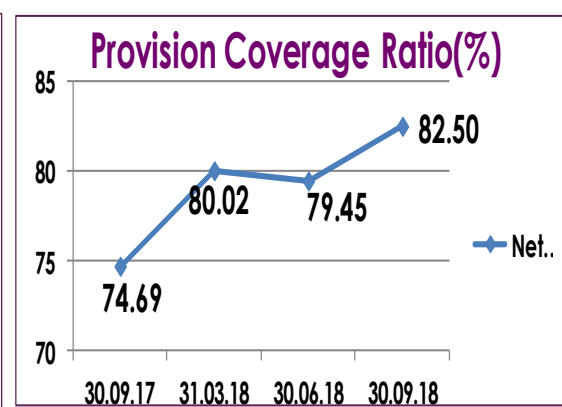
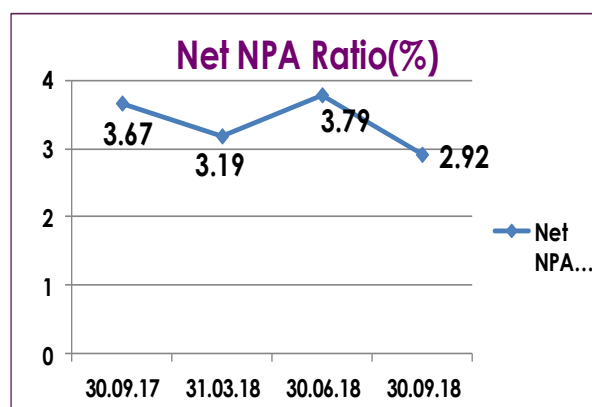
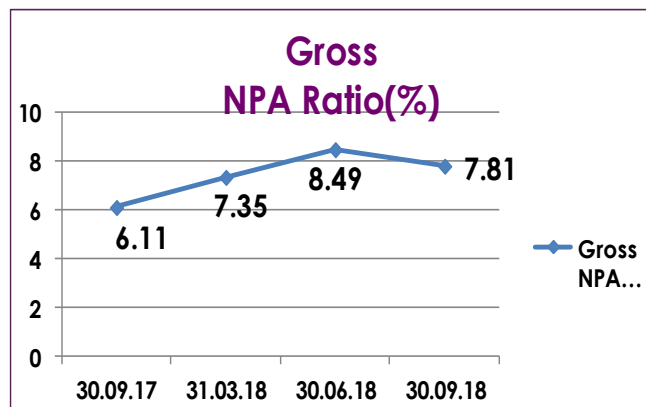


Income and Margins



Asset Quality

Particulars	30-09-2017 (Reviewed)	31-03-2018 (Audited)	30-06-2018 (Audited)	30-09-2018 (Reviewed)
Gross NPA ratio (%)	6.11	7.35	8.49	7.81
Net NPA ratio (%)	3.67	3.19	3.79	2.92
Provision Coverage ratio(%)	74.69	80.02	79.45	82.50



Summary of Financials – Balance Sheet

Particulars	30-09-2017 (Reviewed)	31-03-2018 (Audited)	30-09-2018 (Reviewed)
CAPITAL AND LIABILITIES			
Capital	253	253	253
Reserves and Surplus	535	496	464
Deposits	10998	10920	10817
Borrowings	145	392	201
Other Liabilities and Provisions	254	225	237
TOTAL	12185	12286	11972
ASSETS			
Cash and Balances with Reserve Bank of India	560	603	608
Balances with Banks and Money at call and short notice	174	269	198
Investments	4354	4365	4321
Advances	6207	6110	5941
Fixed Assets	206	203	201
Other Assets	684	736	703
TOTAL	12185	12286	11972
<i>Out of Which RIDF/RHF/MSME Deposits</i>	355	383	354
Contingent Liabilities	797	773	902
Bills for collection	286	345	332

Way Forward

Profitability Approach	Liability Strategy	• Systematic Growth in Deposits • Increasing CASA • Increasing Retail / Low cost Deposits
	Asset Strategy	• Quality Advance Portfolio • Increasing Retail Advances • Lending based on Collaterals • Better Pricing
	Cost Rationalization	• Relocating high Cost Premises & low hit ATMs • Renegotiating with vendors for cost reduction • Other Cost Rationalization Measures
	Focus on Non Interest Income	• Focus on recovery efforts by recourse to enabling provisions in law including IBC,RR,OTS etc • Continued focus on Cross Selling • Focus on Insurance and Mutual Fund Products • Increased focus on Non Fund based facilities • Uniform Processing fee structure
	Other Initiatives	• Leveraging of Technology Products • Transformation Projects • Effective use of data mining tools • Improved Visibility Measures

Disclaimer

This presentation has been prepared by Dhanlaxmi Bank (the "Bank") solely for your information and for your use and may not be taken away, reproduced, redistributed or passed on, directly or indirectly, to any other person (whether within or outside your organization or firm) or published in whole or in part, for any purpose. By attending this presentation, you are agreeing to be bound by the foregoing restrictions and to maintain absolute confidentiality regarding the information disclosed in these materials.

The information contained in this presentation does not constitute or form any part of any offer, invitation or recommendation to purchase or subscribe for any securities in any jurisdiction, and neither the issue of the information nor anything contained herein shall form the basis of, or be relied upon in connection with, any contract or commitment on the part of any person to proceed with any transaction. This presentation is not and should not be construed as a prospectus (as defined under Companies Act, 1956) or offer document under the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulation, 2009, as amended, or advertisement for a private placement or public offering of any security or investment.

The information contained in these materials has not been independently verified. No representation or warranty, express or implied, is made and no reliance should be placed on the accuracy, fairness or completeness of the information presented or contained in these materials. Such information and opinions are in all events, not current after the date of the presentation. The recipients of this presentation and the information contained herein are not to construe the document as tax, investment or legal advice.

Any forward-looking statements in this presentation are subject to risks and uncertainties that could cause actual results or financial conditions or performance or industry results to differ materially from those that may be inferred to being expressed in, or implied by, such statements. Such forward-looking statements are not indicative or guarantees of future performance. Any forward-looking statements, projections and industry data made by third parties included in this presentation are not adopted by the Bank, and the Bank is not responsible for such third party statements and projections. This presentation may not be all inclusive and may not contain all of the information that you may consider material. The information presented or contained in these materials is subject to change without notice. Neither the Bank nor any of its affiliates, advisers or representatives accepts liability whatsoever for any loss howsoever arising from any information presented or contained in these materials. You should not place undue reliance on forward-looking statements, which speak only as of the date of this presentation.

This presentation is for general information purposes only, without regard to any specific objectives, financial situation or informational needs of any particular person. The Bank may alter, modify or otherwise change in any manner the content of this presentation, without obligation to notify any person of such change or changes.

THIS PRESENTATION DOES NOT CONSTITUTE OR FORM ANY PART OF ANY OFFER, INVITATION OR RECOMMENDATION TO PURCHASE OR SUBSCRIBE FOR ANY SECURITIES IN THE UNITED STATES OR ELSEWHERE.

THANK YOU

