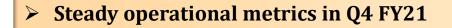


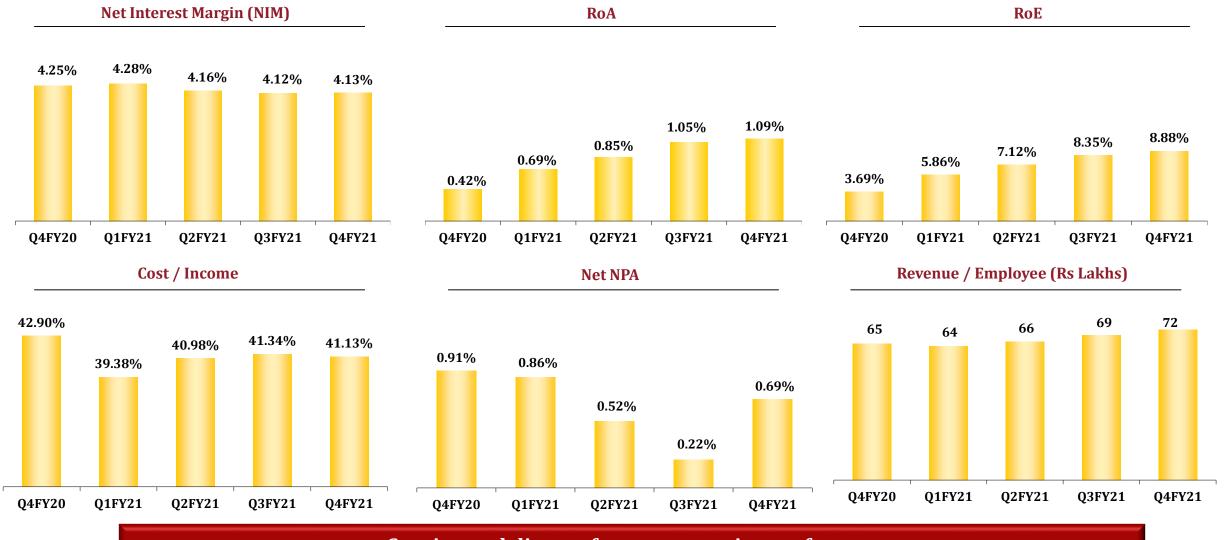
Investor Presentation Q4-2020-21



- > PPOP at Rs. 3,129 crs, grew by 10% YoY; PPOP / Assets at 3.68%
- NII at Rs. 3,535 crs; up by 9% YoY. NIM at 4.13% and Fee Income back to pre-Covid levels
- Consol PAT at Rs. 926 crs up by 194% YoY and 12% QoQ
- > PCR stands at 75%; Total loan related provisions at 122% of GNPA and 3.33% of loans
- Loan book quality stable; GNPA and NNPA for Q4FY21 at 2.67% and 0.69% respectively
- CRAR at 17.38% post promoters contribution of Rs. 2,021 crs at Rs. 1,709 per share
- Cost / Income at 41.13% (42.90% LY) amid continued investment in network & digital augmentation
- Liquidity Coverage Ratio (LCR) stands at 145%,
- ➤ Healthy growth in deposit (+27%) with 9,907 crs increase in retail LCR deposits QoQ & CASA (+31%)
- Client base at 28 million



How We Measure Up On Key Metrics



Consistent delivery of strong operating performance





Ratings

Domestic Rating:

- CRISIL AA + for Infrastructure Bonds program
- CRISIL AA for Additional Tier I Bonds program
- CRISIL A1+ for certificate of deposit program / short term FD programme
- IND AA+ for Senior bonds program by India Ratings and Research
- **IND AA** for Additional Tier I Bonds program by India Ratings and Research
- IND A1+ for Short Term Debt Instruments by India Ratings and Research

International Rating:

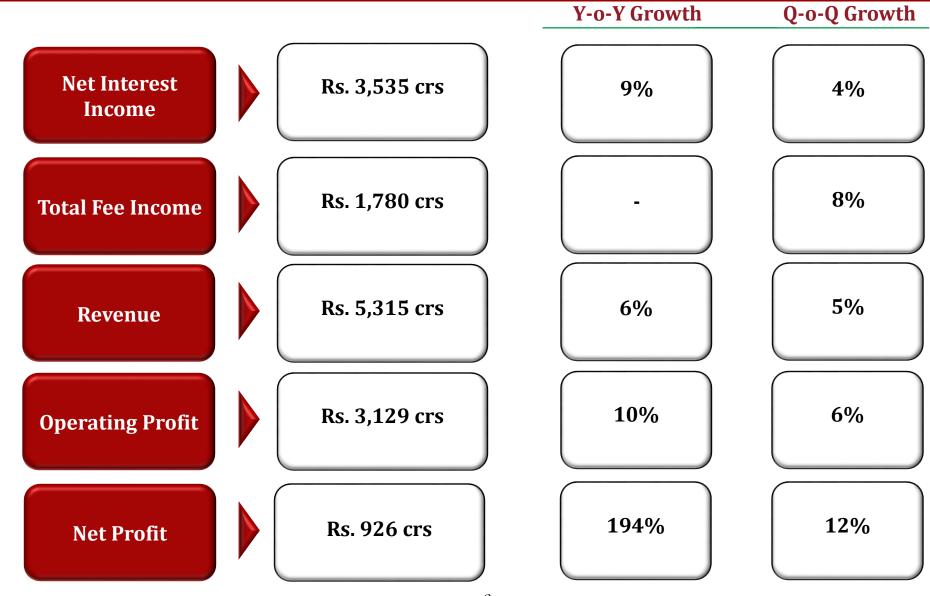
Ba1 for Senior Unsecured MTN programme by Moody's Investors Service



Consolidated Financial Performance

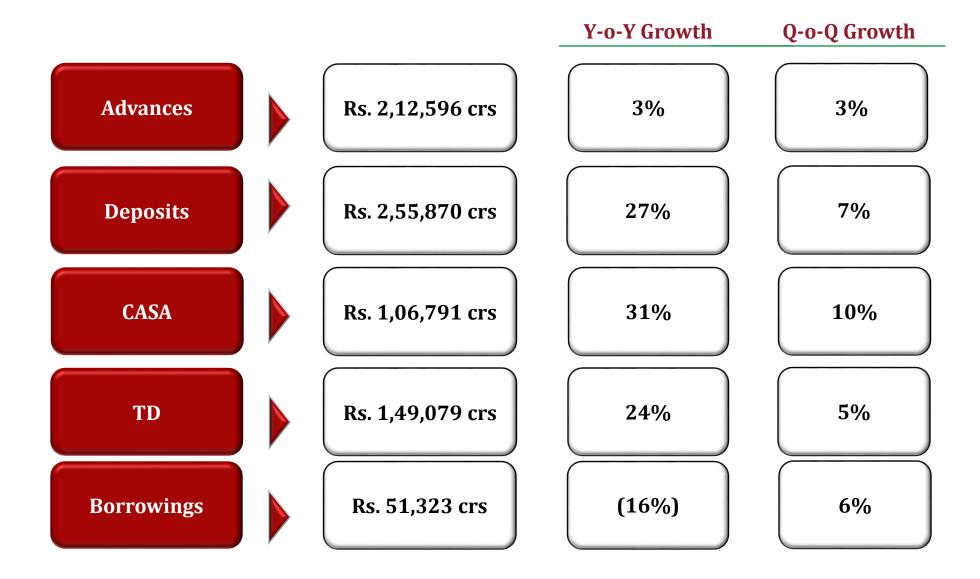


Steady Headline Numbers for Q4 FY21





Top line momentum





Balance Sheet

| (Rs | Crs) |
|-----|------|
|-----|------|

| | Q4FY21 | Q4FY20 | Y-o-Y (%) | Q3FY21 | Q-o-Q (%) |
|----------------------------------|----------|----------|--------------|----------|---------------|
| Capital & Liabilities | | | | | |
| Capital | 773 | 694 | 12% ▲ | 757 | 2% ▲ |
| Reserves and Surplus | 42,727 | 33,381 | 28% ▲ | 39,100 | 9% |
| Share Warrant Subscription money | - | 674 | (100%) ▼ | 674 | (100%) ▼ |
| Deposits | 2,55,870 | 2,02,027 | 27% ▲ | 2,39,135 | 7 % ▲ |
| Borrowings | 51,323 | 60,754 | (16%) ▼ | 48,622 | 6% ▲ |
| Other Liabilities and Provisions | 12,210 | 9,700 | 26% ▲ | 13,158 | (7%) ▼ |
| Total | 3,62,903 | 3,07,230 | 18% ▲ | 3,41,446 | 6% ▲ |
| Assets | | | | | |
| Cash and Balances with RBI | 17,957 | 13,683 | 31% | 8,165 | 120% |
| Balances with Banks | 38,652 | 2,372 | 1530% | 42,612 | (9%) ▼ |
| Investments | 69,653 | 59,938 | 16% | 61,057 | 14% |
| Advances | 2,12,596 | 2,06,783 | 3% ▲ | 2,07,128 | 3% |
| Fixed Assets | 1,876 | 1,871 | - | 1,878 | - 🔻 |
| Other Assets | 22,169 | 22,583 | (2%) ▼ | 20,606 | 8% |
| Total | 3,62,903 | 3,07,230 | 18% ▲ | 3,41,446 | 6% ▲ |
| Business (Advances + Deposit) | 4,68,466 | 4,08,810 | 15% ▲ | 4,46,263 | 5% ▲ |



Profit and Loss Account - Q4 FY21

| | | | | | | | (Rs Crs) |
|----------------------------|--------|--------|---------|----------|--------|-----------|----------|
| | Q4FY21 | Q4FY20 | Y-o-Y (| %) | Q3FY21 | Q-o-Q (%) | |
| Net Interest Income | 3,535 | 3,232 | 9% | A | 3,406 | 4% | A |
| Other Income | 1,780 | 1,773 | - | A | 1,646 | 8% | A |
| Total Income | 5,315 | 5,005 | 6% | A | 5,052 | 5% | A |
| Operating Expenses | 2,186 | 2,148 | 2% | A | 2,088 | 5% | A |
| Operating Profit | 3,129 | 2,857 | 10% | A | 2,964 | 6% | A |
| Provisions & Contingencies | 1,866 | 2,440 | (24%) | • | 1,854 | 1% | A |
| Profit before Tax | 1,263 | 416 | 203% | A | 1,110 | 14% | A |
| Provision for Tax | 337 | 101 | 233% | A | 280 | 20% | A |
| Profit after Tax | 926 | 315 | 193% | A | 830 | 12% | A |





Profit and Loss Account - FY FY21

| | | | | (Rs Crs) |
|----------------------------|---------|---------|-----------|----------|
| | FY FY21 | FY FY20 | Y-o-Y (%) | |
| Net Interest Income | 13,528 | 12,059 | 12% | A |
| Other Income | 6,501 | 6,953 | (6%) | • |
| Total Income | 20,029 | 19,011 | 5% | A |
| Operating Expenses | 8,157 | 8,183 | - | • |
| Operating Profit | 11,872 | 10,829 | 10% | A |
| Provisions & Contingencies | 7,943 | 4,652 | 71% | A |
| Profit before Tax | 3,929 | 6,177 | (36%) | ▼ |
| Provision for Tax | 999 | 1,719 | (42%) | ▼ |
| Profit after Tax | 2,930 | 4,458 | (34%) | • |

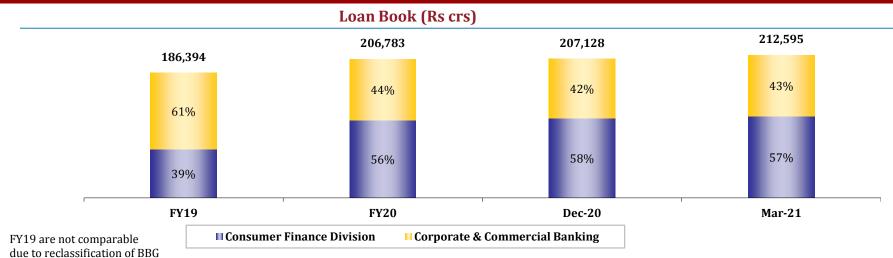




Key Financial Indicators

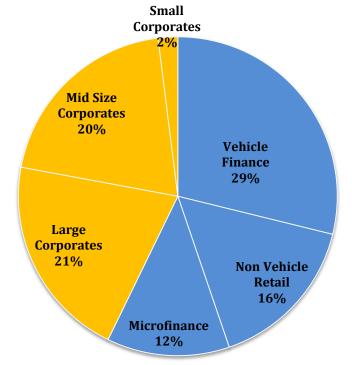
| | FY21 | Q4FY21 | Q4FY20 | Q3FY21 | FY20 |
|---|--------|--------|--------|--------|--------|
| Return on Assets | 0.93% | 1.09% | 0.42% | 1.05% | 1.56% |
| PPOP / Average Assets | 3.75% | 3.68% | 3.84% | 3.74% | 3.79% |
| Return on Equity | 7.55% | 8.88% | 3.69% | 8.35% | 14.67% |
| Cost / Income Ratio | 40.73% | 41.13% | 42.90% | 41.34% | 43.04% |
| Net Interest Margin | 4.17% | 4.13% | 4.25% | 4.12% | 4.14% |
| Net NPA | 0.69% | 0.69% | 0.91% | 0.22% | 0.91% |
| EPS (annualized, Rs. per share) | 40.03 | 48.44 | 18.19 | 43.90 | 64.33 |
| Capital + Reserves (Excl. Revaluation Reserve) (Rs. in crs) | 43,187 | 43,187 | 34,428 | 40,215 | 34,428 |

Well Diversified Loan Book



(Rs crs)

| | • | • |
|------------------------|--------|-----|
| Corporate Banking | Mar-21 | |
| Large Corporates | 42,297 | 20% |
| Mid size Corporates | 42,424 | 20% |
| Small Corporates | 6,297 | 3% |
| Total Advances | 91,018 | 43% |



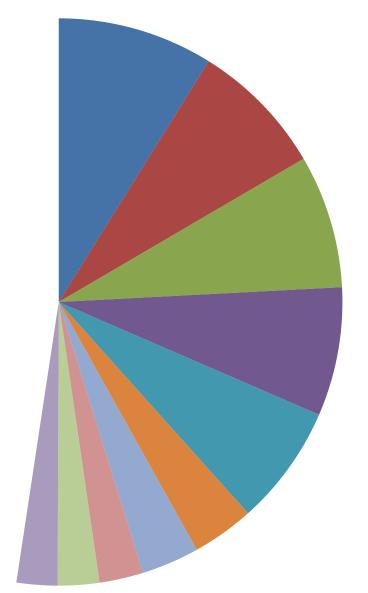
| | (Rs crs) | | | | |
|-----------------------|----------|-----|--|--|--|
| Consumer Finance | Mar-21 | | | | |
| <u>Vehicle Loans</u> | 61,313 | 29% | | | |
| Comm. Vehicle Loans | 23,600 | 11% | | | |
| Utility Vehicle Loans | 4,988 | 2% | | | |
| Small CV | 3,411 | 2% | | | |
| Two Wheeler Loans | 5,644 | 3% | | | |
| Car Loans | 7,946 | 4% | | | |
| Tractor | 6,653 | 3% | | | |
| Equipment Financing | 9,071 | 4% | | | |
| Non-Vehicle Loans | 33,881 | 16% | | | |
| Business Banking | 11,772 | 5% | | | |
| Loan Against Property | 9,003 | 4% | | | |
| Credit Card | 4,536 | 2% | | | |
| BL, PL, AHL, Others | 8,570 | 5% | | | |
| Microfinance | 26,383 | 12% | | | |
| Total Advances | 121,577 | 57% | | | |



& MFI

IndusInd Bank

Diversified Corporate Loan Book

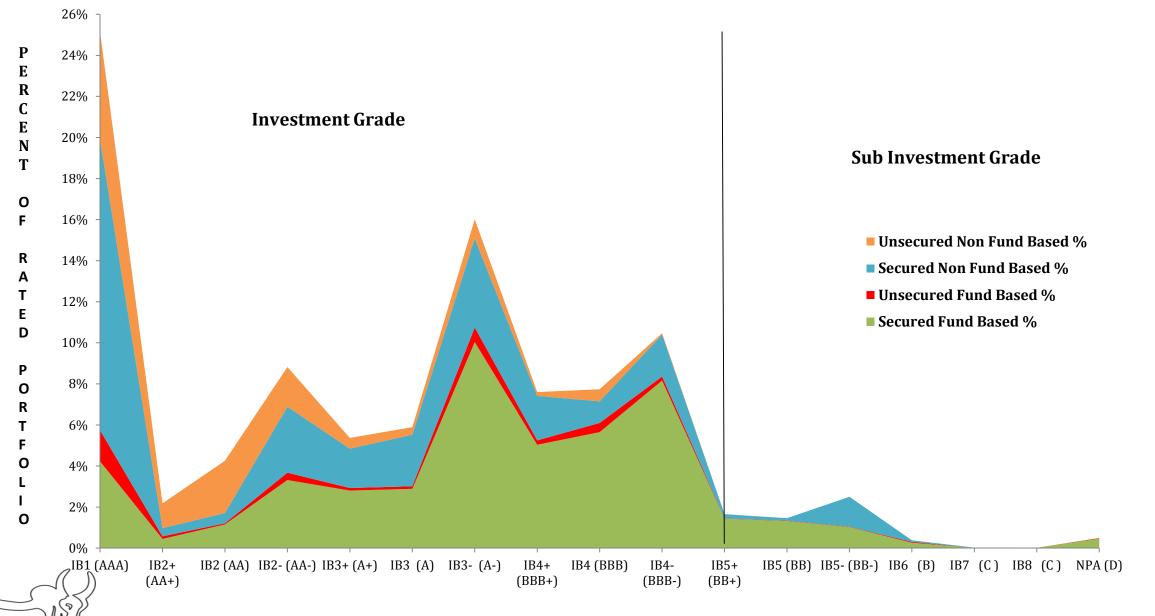


| Sector | % |
|--|---------|
| ■ Gems and Jewellery | 3.80% |
| ■ Real Estate - Commercial and Residential | 3.30% |
| ■ Lease Rental | 3.25% |
| ■ NBFCs (other than HFCs) | 3.14% |
| ■ Steel | 2.94% |
| ■ Power Generation – Non Renewable | 1.51% |
| ■ Power Generation – Renewable | 1.41% |
| ■ Food Beverages and Food processing | 1.07% |
| ■ Housing Finance Companies | 1.01% |
| ■ Services | 1.00% |
| Other Industry | 20.38% |
| Corporate Banking | 42.81% |
| Consumer Banking | 57.19% |
| Total | 100.00% |



IndusInd Bank

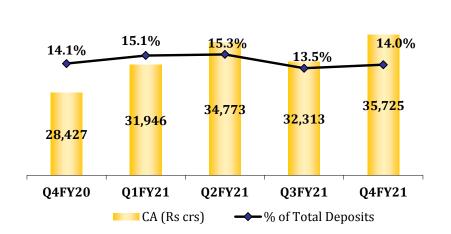
Well Rated Corporate Portfolio

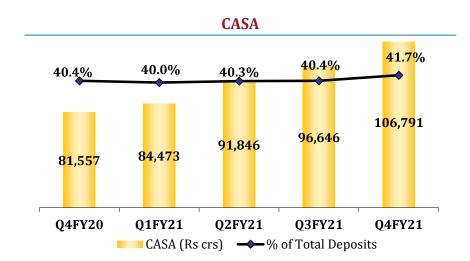


Improving Deposit Profile

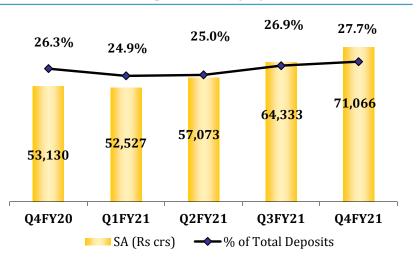
- Expanding branch network
- Focus on target market segments
 - Growth driven by retail customer acquisitions
 - Scaling up new businesses Affluent and NRI
 - ➤ Leverage BFIL for rural customers
 - > Building Merchant Acquiring Business
 - Digital Partnerships & Alliances
- Innovative service propositions
- Building Brand Recognition across mass consumer base

Current Account (CA)





Savings Account (SA)







Other Income

| (Rs | Crs) |
|-----|------|
| | |

| | Q4FY21 | Q4FY20 | Y-o-Y (%) | Q3FY21 | Q-o-Q (%) |
|---------------------------------|--------|--------|-----------|--------|-----------|
| Core Fee | 1,508 | 1,390 | 8% 🔺 | 1,389 | 9% ▲ |
| Securities/MM/FX Trading/Others | 273 | 383 | (29%) ▼ | 257 | 6% ▲ |
| Total | 1,781 | 1,773 | - 🛦 | 1,646 | 8% ▲ |



Diverse Revenues from Core Fee Income

(Rs Crs)

| | Q4FY21 | Q4FY20 | Y-o-Y | (%) | Q3FY21 | Q-o-Q | (%) | FY 21 | FY 20 | Y-o-Y | (%) |
|---|--------|--------|-------|----------|--------|-------|----------|-------|-------|-------|----------|
| Trade and Remittances | 219 | 189 | 16% | A | 183 | 20% | A | 751 | 720 | 4% | A |
| Foreign Exchange Income | 269 | 248 | 9% | A | 268 | - | • | 879 | 1,016 | (13%) | • |
| Distribution Fees (Insurance, MF, Cards) | 399 | 367 | 9% | A | 370 | 8% | A | 1,256 | 1,338 | (6%) | • |
| General Banking Fees* | 200 | 87 | 130% | A | 188 | 6% | A | 630 | 481 | 31% | |
| Loan Fees | 357 | 356 | - | A | 301 | 19% | A | 968 | 1,442 | (33%) | • |
| Investment Banking | 64 | 143 | (55%) | ▼ | 79 | (19%) | • | 195 | 788 | (75%) | • |
| Total Core Fee Income | 1,508 | 1,390 | 8% | A | 1,389 | 9% | A | 4,679 | 5,785 | (19%) | • |

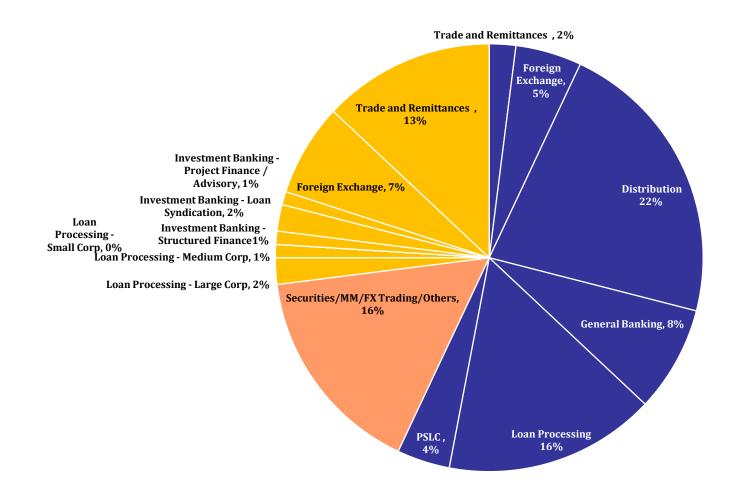
^{*} Includes PSLC Income of Rs. 52 cr for Q4FY21, Rs. 7 crs for Q4FY20 and Rs. 59 cr for Q3FY21



Corporate Banking (27%)

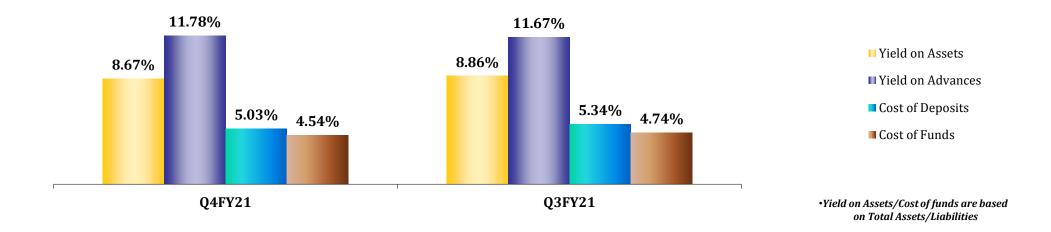
Consumer Banking (57%)

Trading and Other Income (16%)





Yield / Cost Movement



Segment-wise Yield

| | Q4FY | 21 | Q3FY | 21 |
|------------------|-------------------------|--------------|-------------------------|--------------|
| | Outstanding (Rs crs) | Yield (%) | Outstanding (Rs crs) | Yield (%) |
| Corporate Bank | 91,018 | 8.42% | 88,482 | 8.35% |
| Consumer Finance | 121,577 | 14.27% | 1,18,646 | 14.08% |
| Total | 2,12,595 | 11.78% | 2,07,128 | 11.67% |





Loan Related Provisions held as on March 31, 2021

- Specific provision of Rs. 3,488 crs (towards PCR)
- Floating provisions of Rs. 70 crs other than related to COVID-19 (towards PCR)
- Counter-cyclical provision of Rs. 760 crs (towards PCR)
- Standard contingent provisions of Rs. 1,600 crs surplus outside PCR
- Standard asset provision of Rs. 1,009 crs other than related to COVID-19
- Other provisions of Rs. 150 crs on standard assets
- Provision Coverage Ratio at 75% and total loan related provisions at 122% of GNPA
- Loan related provisions are 3.33% of the loans



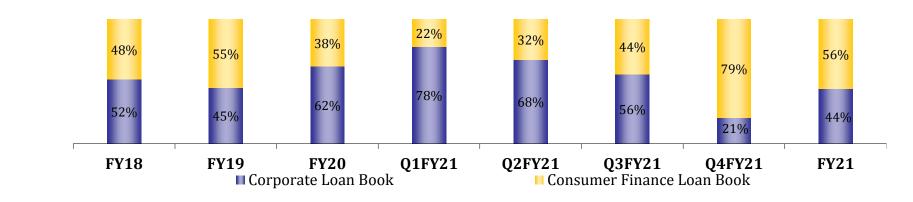


Credit Cost

(Rs Crs)

| | FY18 | FY19 | FY20 | Q1FY21 | Q2FY21 | Q3FY21 | Q4FY21 | FY21 |
|--|------|-------|-------|--------|--------|--------|--------|-------|
| Corporate Bank | 468 | 2,134 | 1,893 | 907 | 419 | 238 | 542 | 2,106 |
| Consumer Finance | 433 | 585 | 1,136 | 259 | 201 | 187 | 2,044 | 2,691 |
| Gross Credit Costs | 901 | 2,719 | 3,029 | 1,166 | 620 | 425 | 2,586* | 4,797 |
| Gross Credit Costs (Basis Points on Advances) | 62 | 146 | 146 | 59 | 31 | 21 | 122 | 226 |
| Net Credit Cost | 856 | 2,689 | 2,973 | 1,157 | 602 | 407 | 2,574 | 4,740 |
| Net Credit Costs (Basis Points on Advances) | 59 | 144 | 144 | 58 | 30 | 20 | 121 | 223 |
| PCR | 56% | 43% | 63% | 67% | 77% | 87% | 75% | 75% |

^{*} Of which Rs. 1,535 crores of standard provisions reclassified as credit costs towards prof-forma NPAs as of Dec-2020







Loan Portfolio - Movement in NPA and Restructured Advances

| Do ou | | Q4FY21 | Q3FY21 | | | |
|--------------------------------|----------------------|---------------|-------------------|-----------|----------|----------------------|
| Rs cr | Corporate | Consumer | Total | Corporate | Consumer | Total |
| Opening Balance | 2,231 | 1,420 | 3,651 | 2,930 | 1,602 | 4,532 |
| Proforma NPA as on Dec 31,2020 | 413 | 2,095 | 2,508 | - | - | - |
| Proforma Opening Balance | 2,644 | 3,515 | 6,159 | | | |
| Fresh Additions during Q4FY21 | 2,235 | 1,594 | 3,829 | - | - | - |
| - Business as Usual Additions | 336 | 1,594 | 1,930 | | | |
| - OTR / Technical Slippages | 1,899 ^(a) | - | 1,899 | | | |
| Deductions | 2,079 | 2,114 | 4,193 | 735 | 205 | 940 |
| -Write-offs | 144 | 1,206 | 1,350 | | | |
| -Upgrades | 1,602 (b) | 273 | 1,875 | | | |
| -Recoveries | 333 | 635 | 968 (c) | | | |
| Gross NPA | 2,800 | 2,995 | 5,795 | 2,231 | 1,420 | 3,651 ^(b) |
| Net NPA | | | 1,477 | | | 464 |
| % of Gross NPA | | | 2.67% | | | 1.74% |
| % of Net NPA | | | 0.69% | | | 0.22% |
| Provision Coverage Ratio (PCR) | | | 75% | | | 87% |
| Restructured Advances | | 2.01% (1.8% I | Pandemic Related) | | | 0.76% |

⁽a) Includes Rs 1,067 crores towards two groups in retail and construction and being restructured



⁽b) Relates to the OTR/ Technical Slippages and upgraded during the quarter; balance OTR / technical slippages likely to be upgraded in Q1FY21

⁽c) Sale to ARC Rs. 830 crs (Nil); Net SR outstanding at 52 bps

NPA Composition – Consumer Finance

(Rs Crs)

| Q4 FY21 | Com. Vehicle | Utility | Const. Equip. | Small CV | TW | Cars | Tractor | BBG/LAP | HL/PL/ Others | Cards | MFI | Total |
|-------------|-----------------|---------|------------------|-------------|-------|-------|---------|---------|------------------|-------|-------|-------|
| Gross NPA | 717 | 67 | 107 | 100 | 392 | 105 | 79 | 709 | 247 | 73 | 399 | 2,995 |
| Gross NPA % | 3.00% | 1.34% | 1.18% | 2.88% | 6.73% | 1.31% | 1.17% | 3.36% | 2.84% | 1.58% | 1.49% | 2.43% |
| Q3 FY21 | Com. Vehicle | Utility | Const. Equip. | Small CV | TW | Cars | Tractor | BBG/LAP | HL/PL/ Others | Cards | MFI | Total |
| Gross NPA | 378 | 46 | 68 | 58 | 189 | 56 | 43 | 188 | 31 | 10 | 353 | 1,420 |
| Gross NPA % | 1.58% | 0.97% | 0.78% | 1.60% | 3.08% | 0.71% | 0.70% | 0.90% | 0.37% | 0.18% | 1.51% | 1.18% |

Note: Q3 FY21 numbers are not comparable due to Honourable Supreme Court Embargo on recognition of NPA



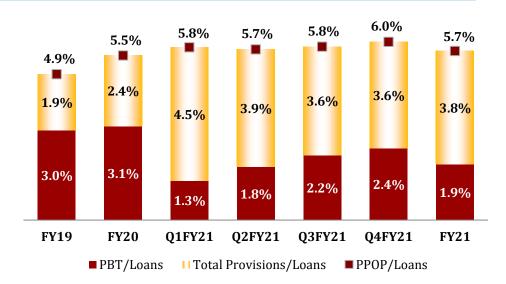
Strong Balance Sheet & Profitability Buffers in Place

Capital Adequacy

- (Rs. in Crores)

| | 31 Mar 21 | 31 Dec 20 |
|----------------------------------|-----------|-----------|
| Credit Risk, CVA and UFCE | 2,30,602 | 2,28,995 |
| Market Risk | 9,190 | 8,105 |
| Operational Risk | 33,120 | 28,353 |
| Total Risk Weighted Assets | 2,72,912 | 2,65,453 |
| Core Equity Tier 1 Capital Funds | 42,433 | 39,522 |
| Additional Tier 1 Capital Funds | 3,490 | 3,490 |
| Tier 2 Capital Funds | 1,510 | 1,918 |
| Total Capital Funds | 47,433 | 44,930 |
| CRAR | 17.38% | 16.93%* |
| CET1 | 15.55% | 14.89%* |
| Tier 1 | 16.83% | 16.20% |
| Tier 2 | 0.55% | 0.72% |

Pre Provision Operating Profit Margin



Liquidity Coverage Ratio

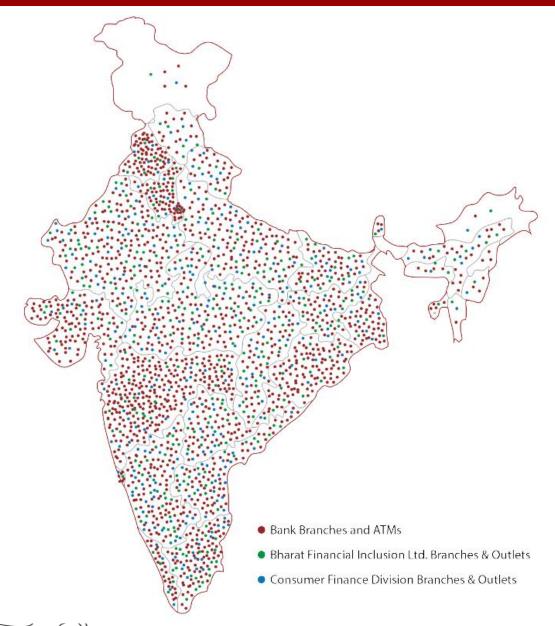






^{*} CRAR and CET1 includes 9M FY21 PAT

Distribution Expansion to Drive Growth



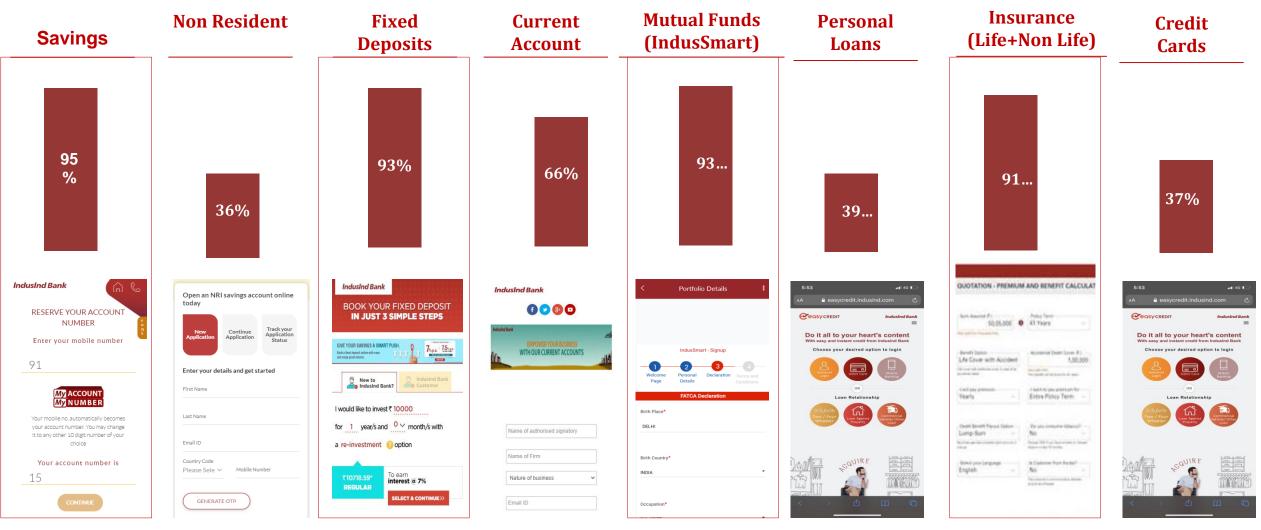
| Particulars | Mar 31, 2020 | Jun 30, 2020 | Sep 30, 2020 | Dec 31, 2020 | Mar 31, 2021 |
|--------------------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| Branches/Banking Outlets | 1,911 | 1,911 | 1,910 | 1,915 | 2,015 |
| BFIL Branches | 2,071 | 2,079 | 2,144 | 2,249 | 2,289 |
| Vehicle Finance Marketing Outlets | 853 | 854 | 841 | 840 | 828 |
| Total | 4,835 | 4,844 | 4,895 | 5,004 | 5,132 |
| ATMs | 2,760 | 2,721 | 2,785 | 2,835 | 2,872 |

^{*}includes 208 specialized branches and 155 Banking outlets





Digital Business Mix continues to grow on the back of seamless digital onboarding journeys powered by "IndiaStack" across products



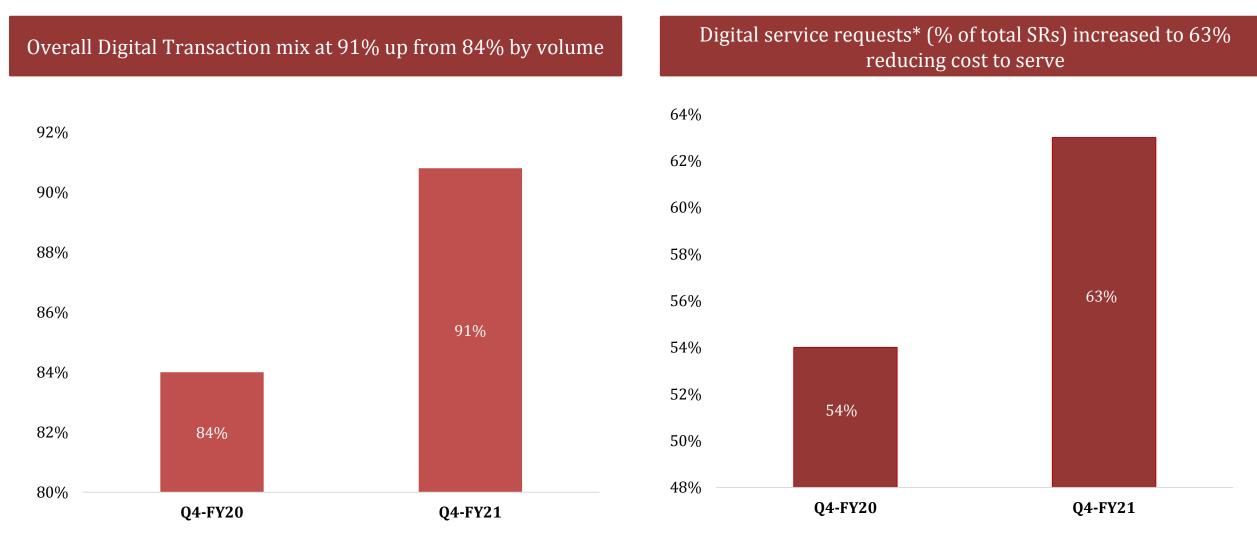


% Digital Sourcing for respective product



Q4 FY 21

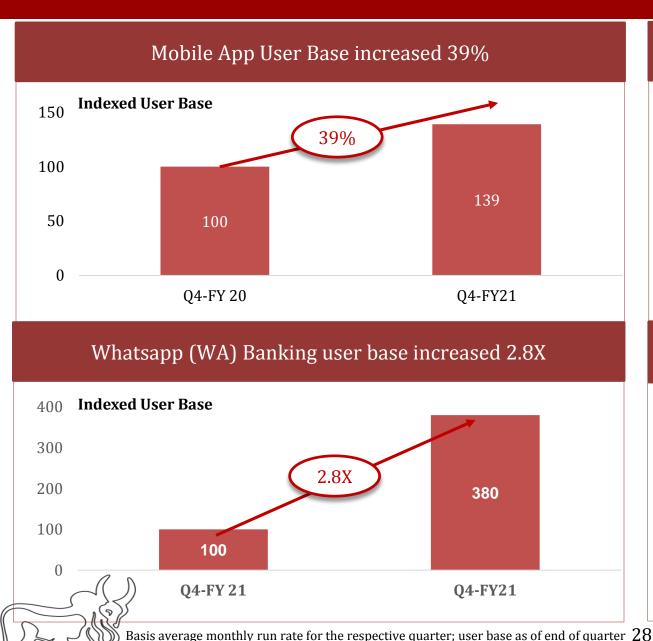
Digital Transaction Mix continues to grow with 91% of transactions happening digitally and 63% of service requests processed digitally

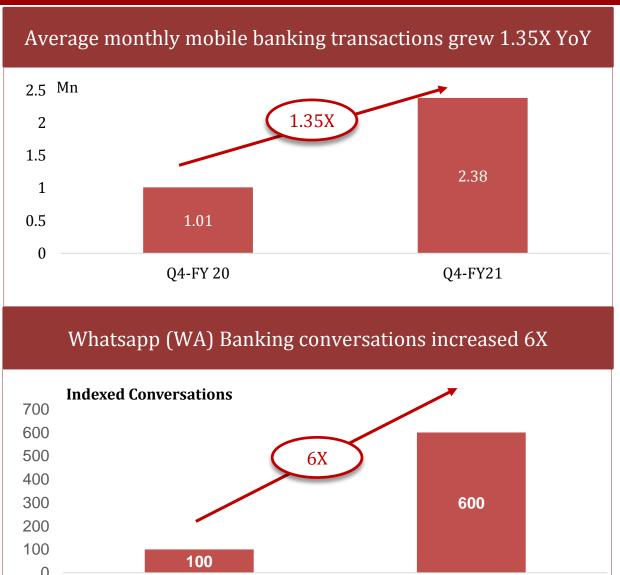


^{*}Includes service requests such as email statement, debit card hot listing, pin generation, etc; ^other channels includes branch, contact centre, ATMs



User Base and Transaction Volumes continue to show healthy growth across channels





Q4-FY 20

IndusInd Bank

Q4-FY21

Key Platforms and Digital Client Value Propositions going live shortly

Easycredit for Individuals













Get It Now

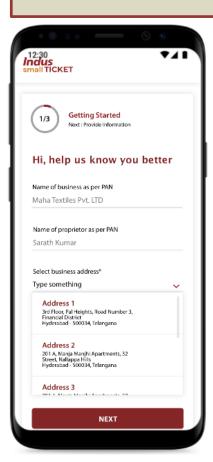
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End to end digital journey for

Personal Loans & Cards with:

- KYC/AML checks
- Employment verification
- Machine Learning led underwriting
- Bank Statement Analyzer
- Video KYC
- E-Nach
- E-agreement
- E-stamping

Easycredit for Businesses



End to end digital journey for Small Ticket Business Loans leveraging:

- GST
- Banking
- Bureau
- Digital Underwriting
- Video PD
- KYC / Fraud / AML checks
- E-agreement
- E-stamping
- E-nach

Indus Merchant Solutions

Findusind Bank

Today Week Month Year

Sales Summary

© Sales Summary

Fund Transfer View Salance

Scrvice Req

Start Sale

Kitata

One of its kind value proposition for merchants and retailers

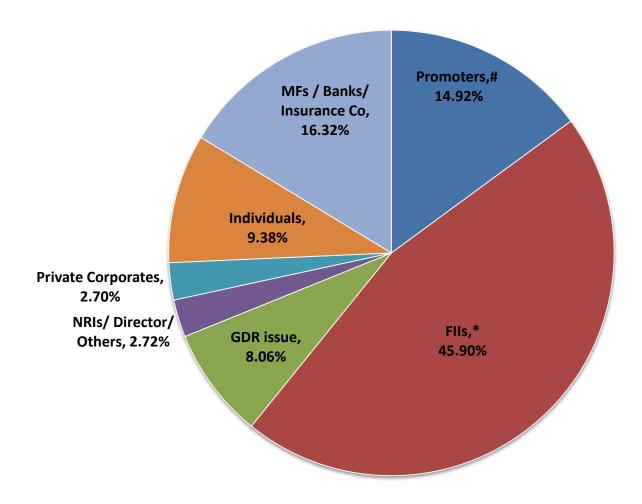
Digital First

Unified stack for payments, banking, lending and other value added services

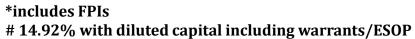


Shareholding Pattern

Paid up Capital as of March 31, 2021





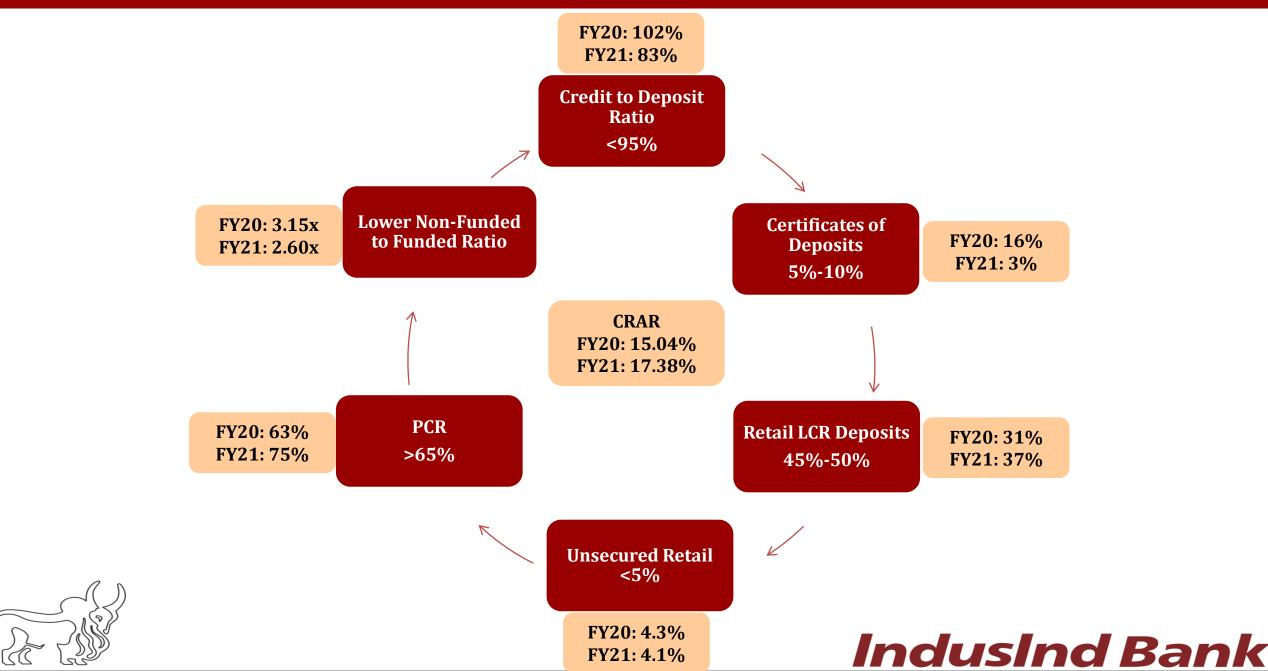




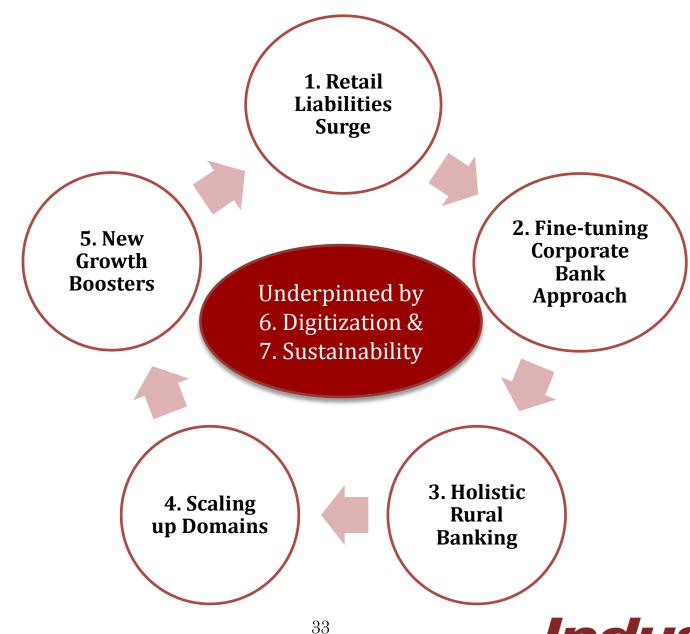
Planning Cycle 5 - FY21 Update



Scale with Sustainability - Strengthened Balance Sheet



PC5 Strategic Priorities

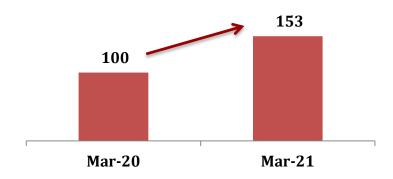




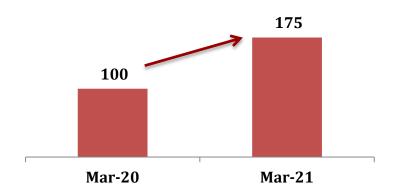
IndusInd Bank

1. Retail Liabilities Surge – Improved Retail Mix

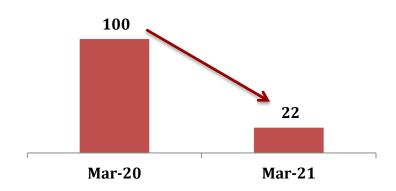
Retail Deposits as per LCR



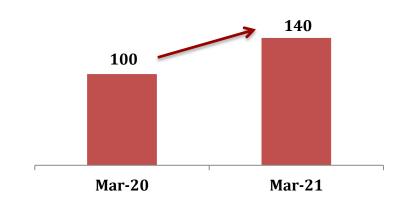
Term Deposits < 2 cr



Certificates of Deposits



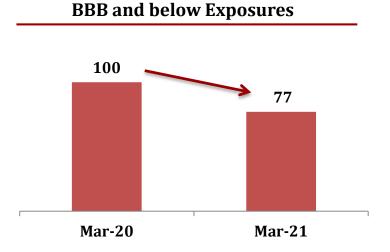
Deposits Sourced by Consumer BU



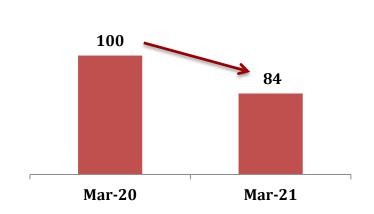


IndusInd Bank

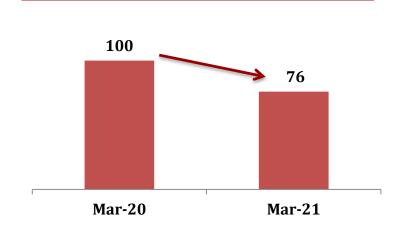
2. Fine-tuning Large Corporate Bank Approach – Proactive Steps Yielding Results



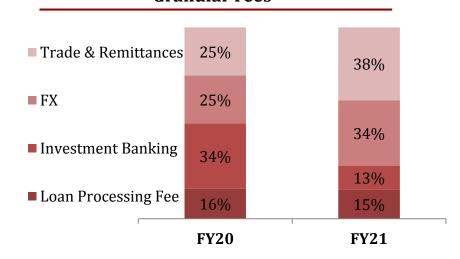




Tenure > 3 Years



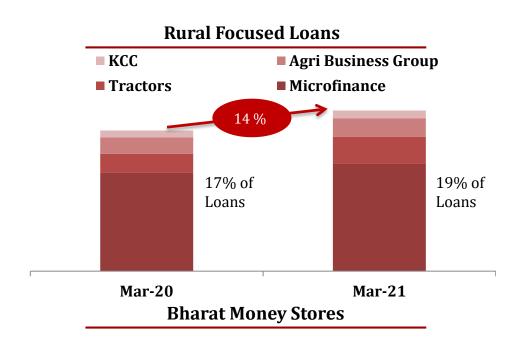
Granular Fees

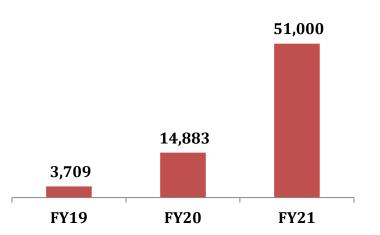


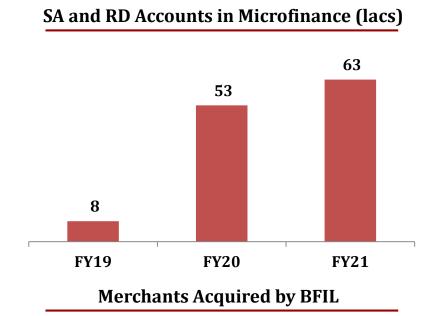
A and Above Rated Clients accounted for 81% of FY21 and 95% of Q4FY21 New Disbursements

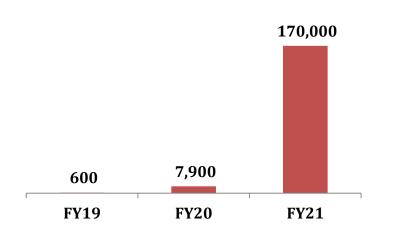


3. Holistic Rural Banking – Leveraging BFIL & Vehicle Distribution





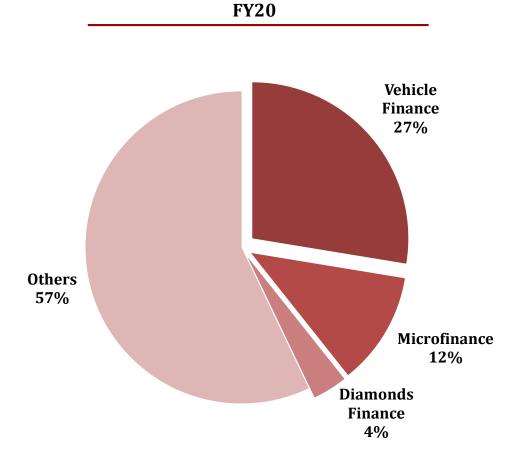


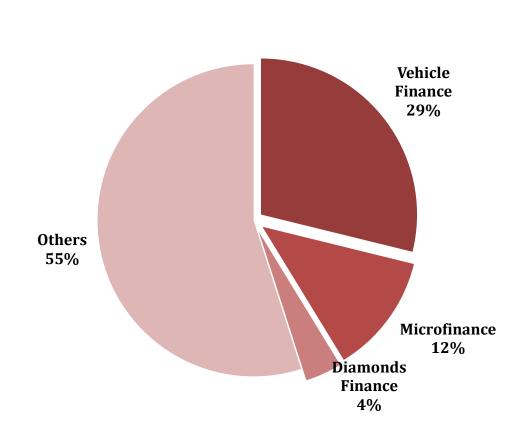






4. Scaling up Domains - Loan Growth Driven by Areas of Expertise

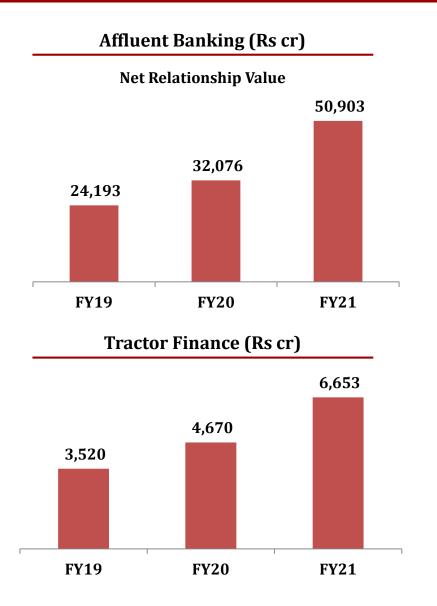


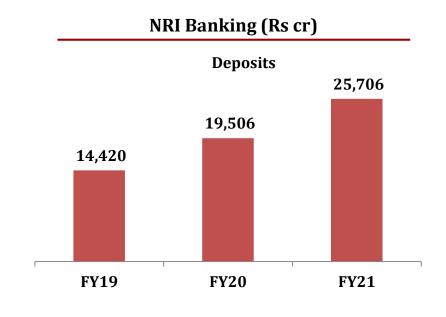


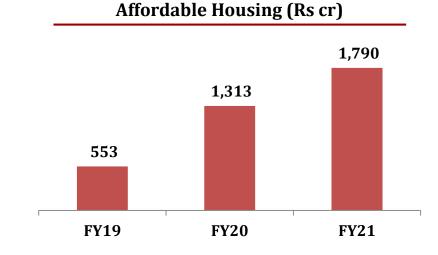
FY21



5. New Growth Boosters – Scaled PC-5 and PC-4 New Initiatives







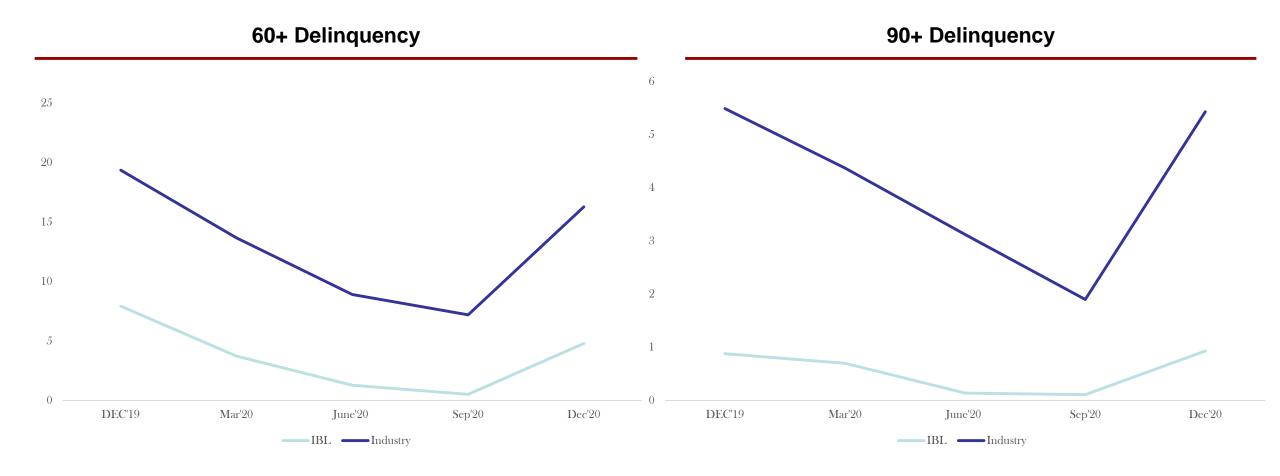




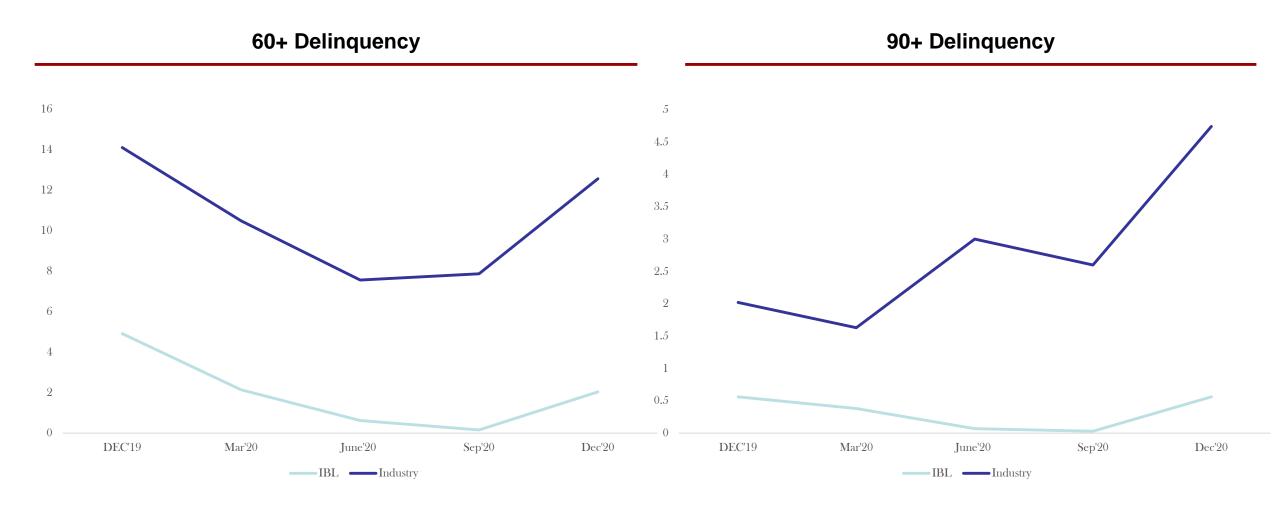
Appendix



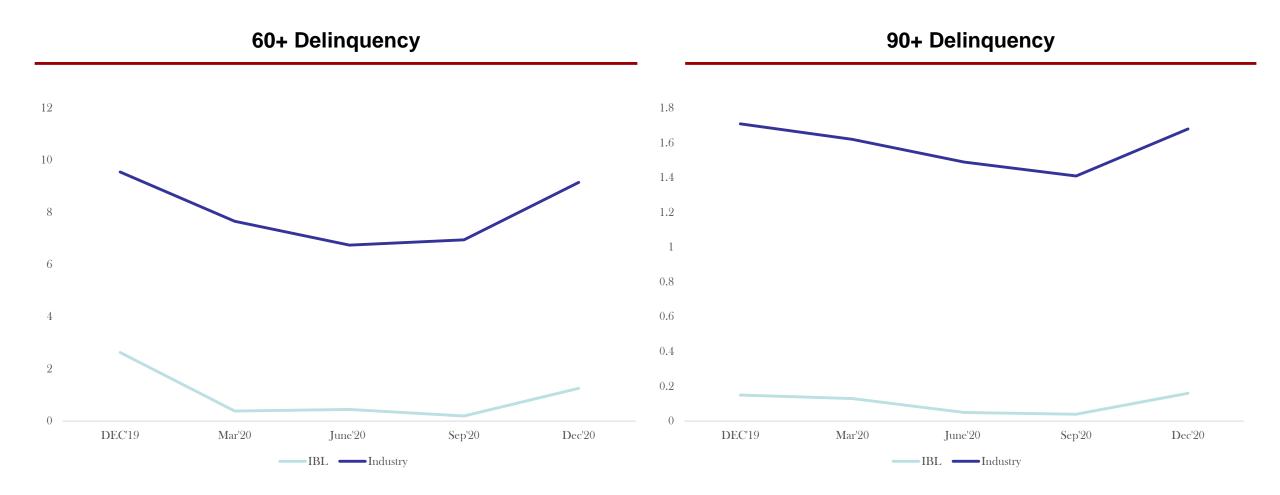
CV Portfolio – As per a Leading Bureau



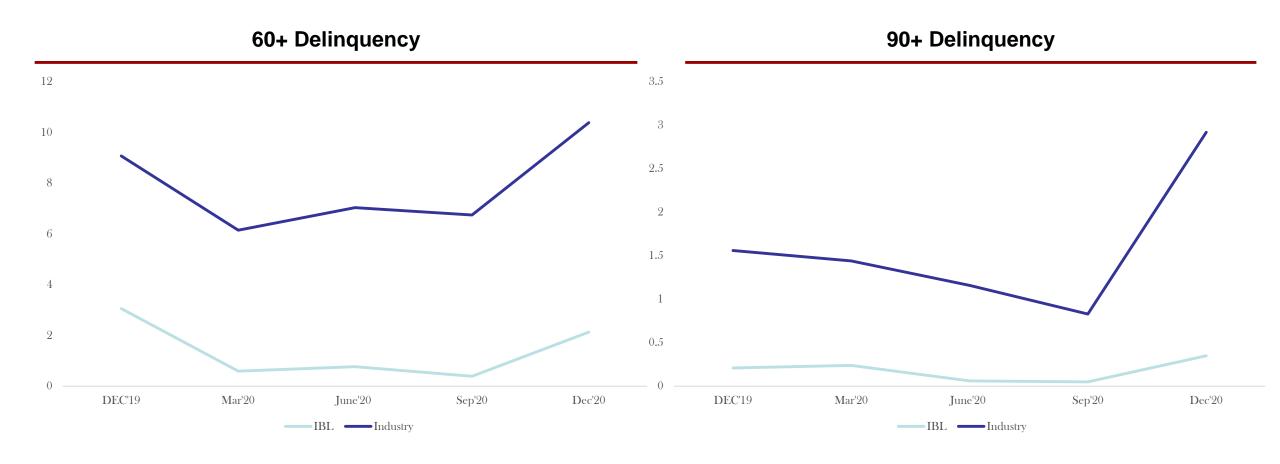
CE Portfolio – As per a Leading Bureau



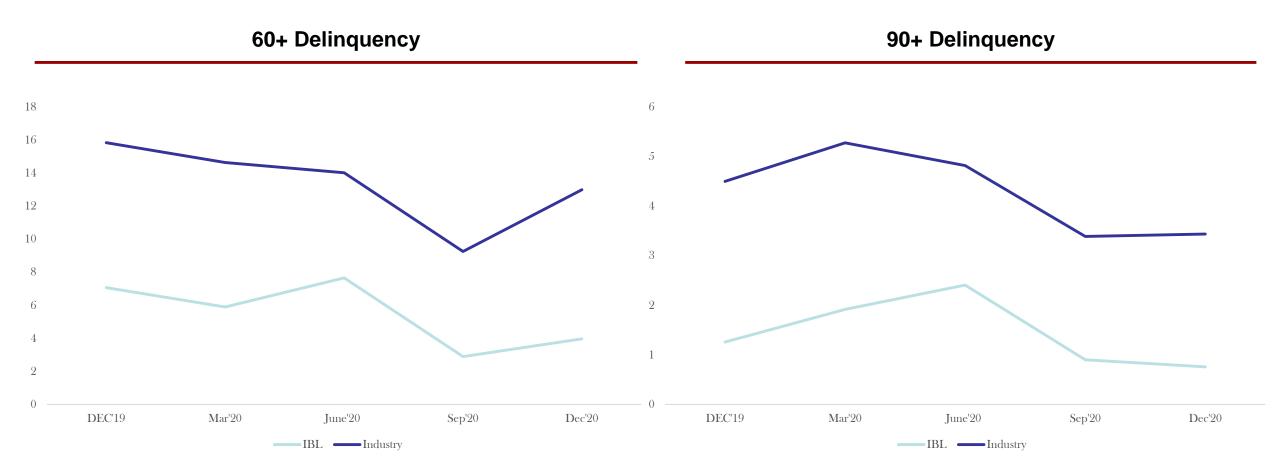
PV Portfolio – As per a Leading Bureau



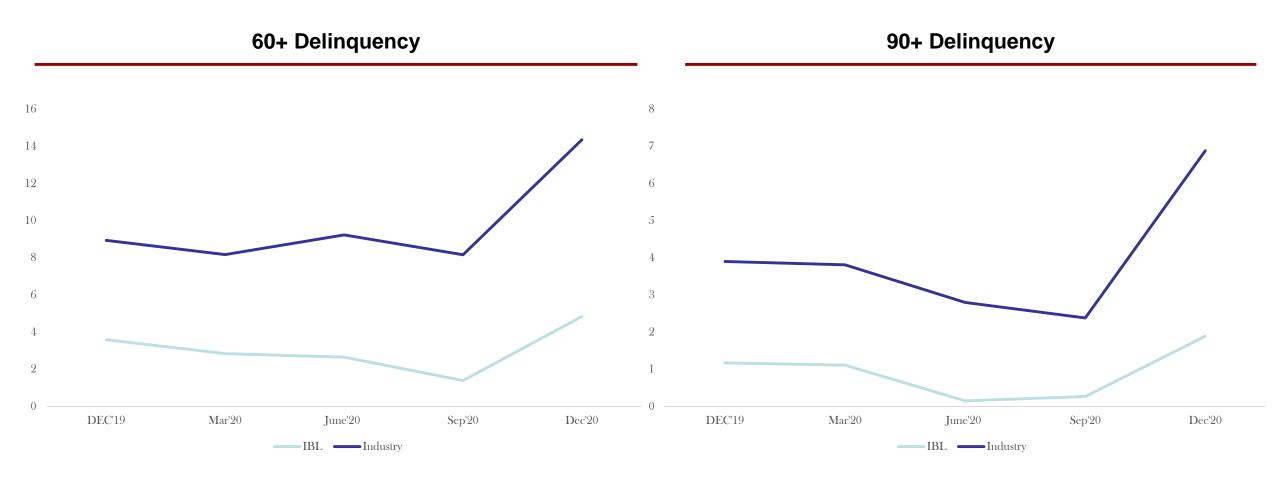
Used PV Portfolio – As per a Leading Bureau



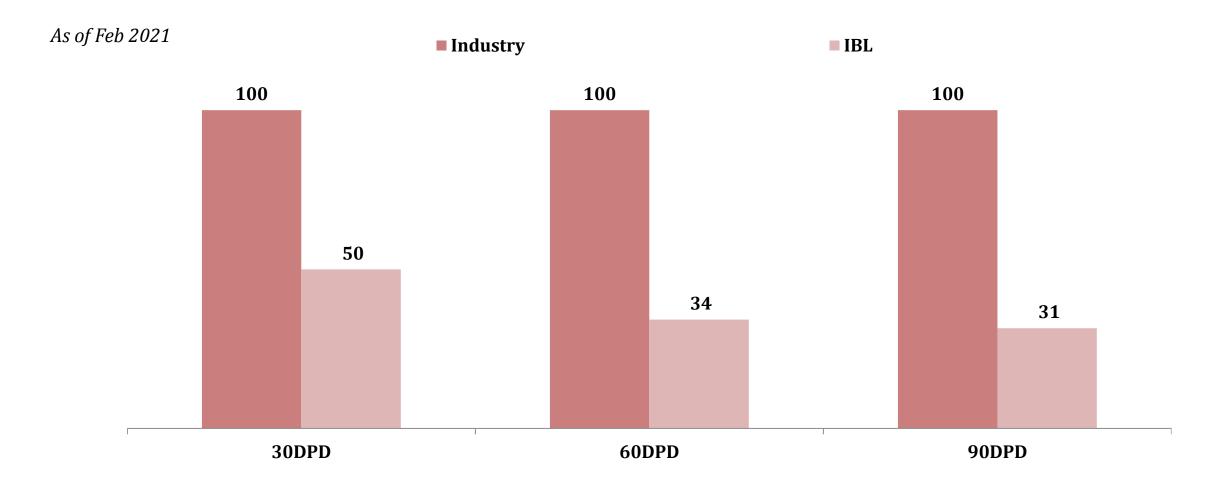
Tractor Portfolio - As per a Leading Bureau



TW Portfolio – As per a Leading Bureau



Microfinance – As per a Leading Bureau



Accolades



Awards and Accolades

IndusInd Bank retains its top position in Carbon Disclosure Project (CDP) 'A' list for 6th Consecutive year





Awards and Accolades

IndusInd Bank has been included in the S&P DJSI Sustainability Yearbook. IndusInd Bank is the only Indian bank and one of the 55 banks globally to be included in the Yearbook. The Bank is one of 21 Indian companies to be a part of the Yearbook.





Thank You



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