INVESTOR PRESENTATION

Q3FY18 Update



Key Highlights for Q3FY18



Capturing Market Share through Accelerated growth momentum



36.2% Y-o-Y
Growth in B/S size
Crossed ₹2.5 Tn



46.5% Y-o-Y
Growth in ADVANCES
Crossed ₹1.5 Tn



29.7% Y-o-Y
Growth in DEPOSITS

Increasing Share of Retail Fees, Liabilities & Advances



101.7% Y-o-Y Growth in Retail Banking Advances



11.8% share of
Retail Banking in Total Advances
Up from 8.6% a year ago



38.0% CASA Ratio Up **4.7%** from 33.3% in Q3FY17

Strong Capital position and Stable Return Ratios



19.5% CRAR Ratio Up from 16.9% in Q3FY17



14.7% TIER I Ratio Up from 12.2% in Q3FY17



1.7% RoA & **18.0**% RoE Delivering Consistent Shareholder returns.

Investing in Technology for a Digital Future



Over 3 million transactions worth about INR 50 Billion in Q3FY18. Significant increase both in Value (~6X) and Volume (~3.5X) y-o-y



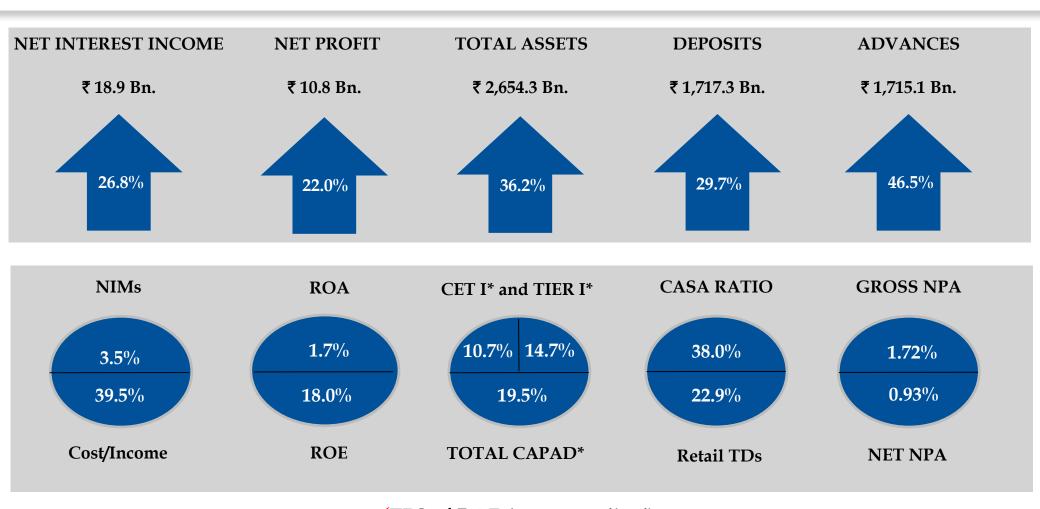
YES Bank has **over 75**% **market share in UPI** merchant payments



It will enable Aadhaar based Cash Withdrawal & Cash Deposit.

Key Metrices - Q3FY18





✓EPS of ₹ 4.7 (non-annualized) ✓Book Value of ₹ 106.8

^{*} Including profit & excluding prorated Dividend

Key Financial Parameters



	Pı	rofit & Loss			
₹ Million	Q3FY18	Q3FY17	Y-o-Y Growth	Q2FY18	Q-o-Q Growth
Net Interest Income	18,888	14,893	26.8%	18,851	0.2%
Non Interest Income	14,223	10,165	39.9%	12,484	13.9%
Total Net Income	33,111	25,058	32.1%	31,335	5.7%
Operating Expense	13,093	10,520	24.4%	12,269	6.7%
Operating Profit	20,018	14,538	37.7%	19,067	5.0%
Provisions & Contingencies	4,213	1,154	265.1%	4,471	-5.8%
Profit After Tax	10,769	8,826	22.0%	10,027	7.4%
	Bal	ance Sheet			
₹ Million	Dec, 2017	Dec, 2016	Y-o-Y Growth	Sep, 2017	Q-o-Q Growth
Assets	2,654,320	1,948,280	36.2%	2,373,941	11.8%
Advances	1,715,149	1,170,870	46.5%	1,486,753	15.4%
Investments	654,187	497,485	31.5%	539,078	21.4%
Liabilities	2,654,320	1,948,280	36.2%	2,373,941	11.8%
Shareholders' Funds	245,543	162,471	51.1%	234,142	4.9%
Total Capital Funds*	435,963	268,648	62.3%	356,903	22.2%
Borrowings	563,016	369,212	52.5%	448,300	25.6%
Deposits	1,717,314	1,323,758	29.7%	1,579,898	8.7%
CASA	652,890	441,264	48.0%	587,246	11.2%

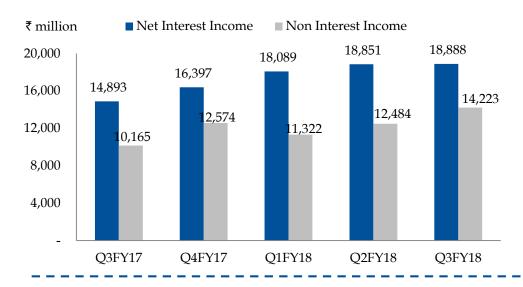
^{*} Including profit & excluding prorated Dividend

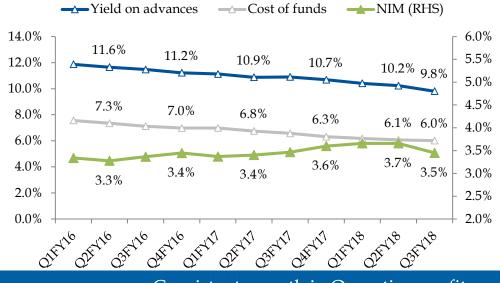
Income Growth Trends

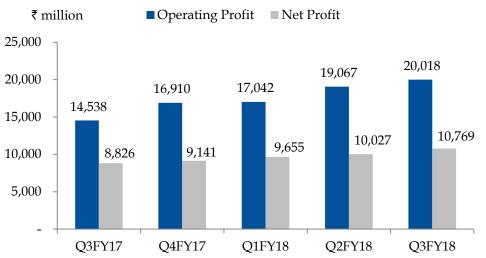


✓ Steady growth in Net Interest Income (NII)

- Strong growth in NII of 26.8% y-o-y, driven by growth in advances of 46.5% y-o-y and steady expansion in margins.
- NIMs continue to be healthy at 3.5% in Q3FY18.



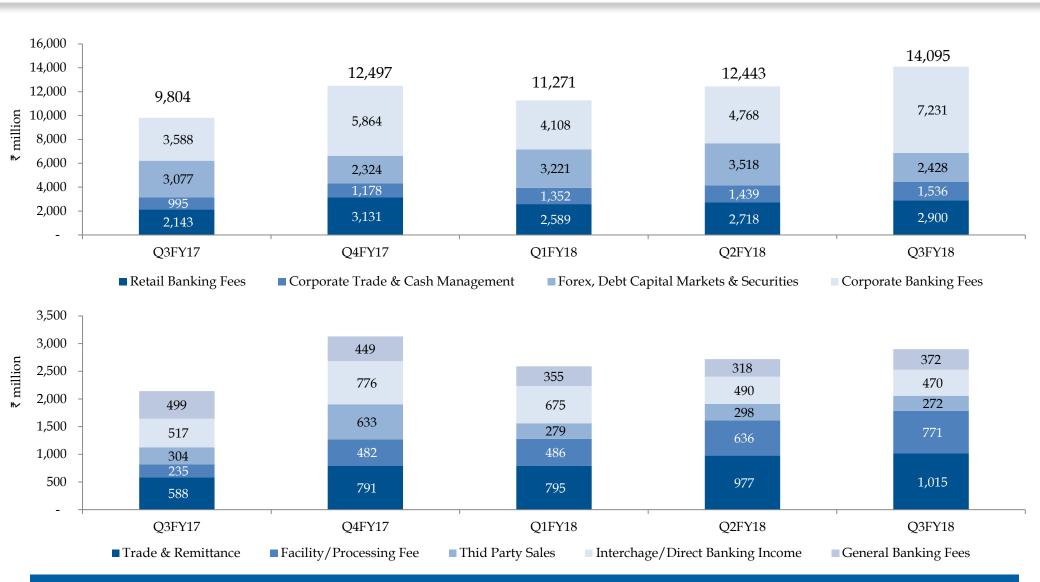




Consistent growth in Operating profit coupled with increasing Margins and Spreads

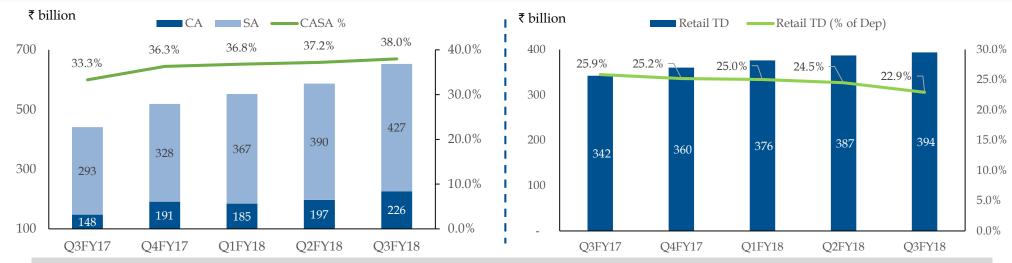
Non – Interest Income Trends



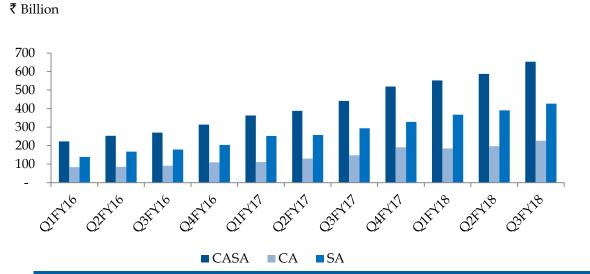


Well-diversified Liability Franchise





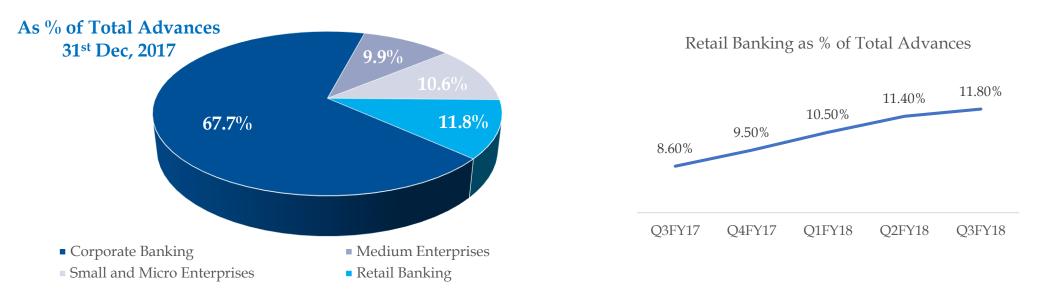
Steady improvement in Granular Deposits



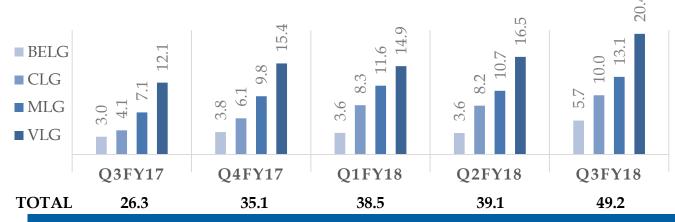
- CAGR (Q1FY16 Q3FY18):
 - CASA 54%
 - Retail Liabilities 15%
- On track to Overachieve 40% CASA Target by FY20
- Increase in CASA driven by increase in number of branches and corporate linkages.

Segmental Advance Mix - Improving Retail Share





Q-o-Q Disbursement Trend of Retail Banking Sub Groups (Figures in ₹ Bn)

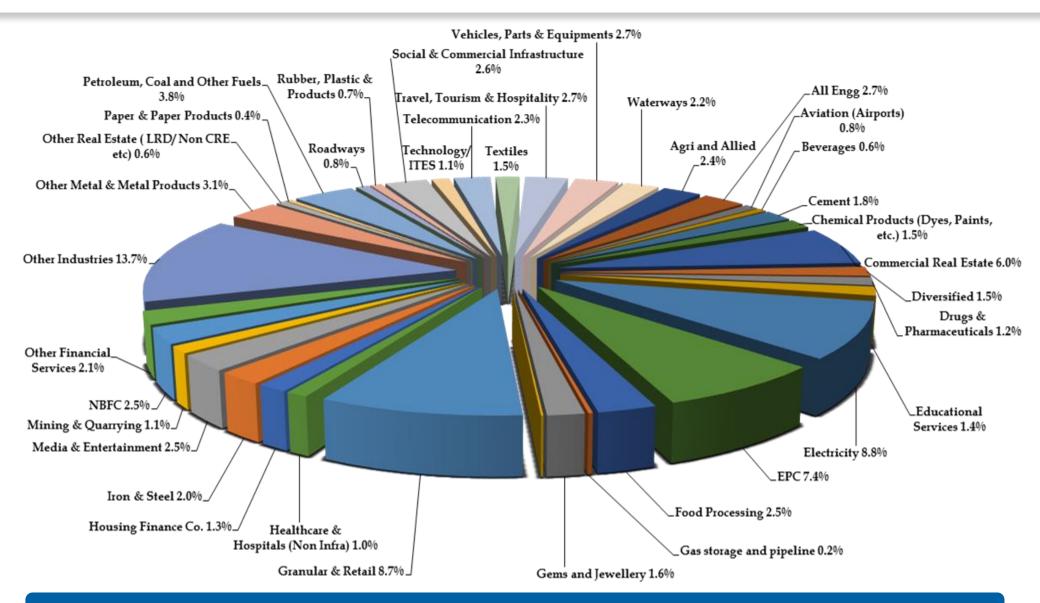


Sub Groups as % of O/s	Dec'17
Mortgage Backed Loan Group (HL, LAP, AFHL)	29%
Business Equipment Loan Group (CE, Healthcare Finance)	11%
Consumer Loan Group (PL, GL, LAS, Business Loan, CC)	16%
Vehicle Loan Group (AL, Inventory funding)	39%
Direct Microfinance	5%

Rapidly Growing Retail Advances

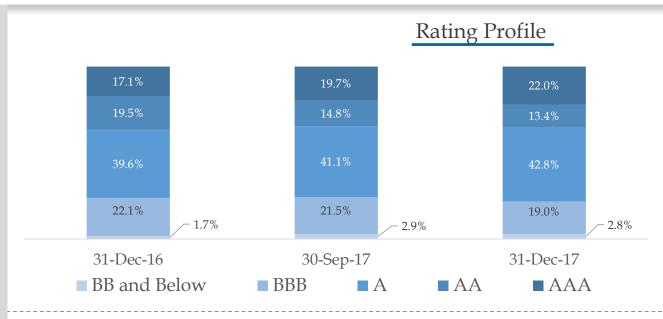
Sectoral Exposure Mix





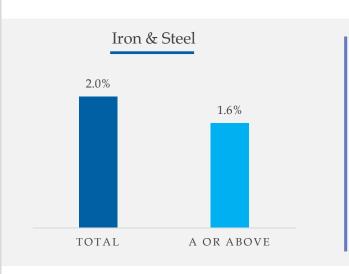
Stable Risk Profile





Overall Corporate portfolio continues to be well rated with over 75% portfolio rated 'A' or better (Based on Internal Corporate rating models mapped to external ratings) and well distributed across growth sectors.

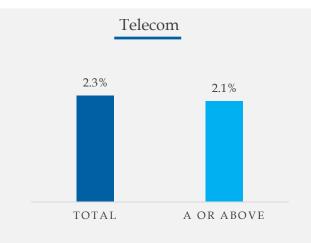
Sensitive Sector Disclosure





Non-Renewable Electricity Generation: 3.4% (All Operational)

NIL Exposures to SEBs



Healthy Asset Quality



- Credit Costs at 18 bps for Q3FY18 and 64 bps for 9MFY18.
- / During the quarter,
 - No new restructuring or refinancing through 5:25.
 - Net increase in SRs of ₹4219 Mn; One Standard account was sold.
 - Two accounts restructured though S4A route (₹1347 Mn) of which one account was classified as SDR (₹1023 Mn) as on Sep 30, 2017.
 - One account (₹ 876 Mn 0.05% of Gross Advances) was restructured under Outside Standard SDR scheme of RBI.

RBI IBC/NCLT:

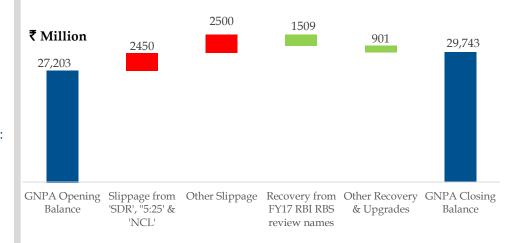
- Aggregate exposure of ₹ 13,424 Mn (₹ 752 Mn Standard, 12,672 Mn NPA) across 9 borrowers.
- Provision of 51% and 43% on the aggregate funded exposures of List I List
 II respectively
- One Standard Account slipped into NPA (₹ 234 Mn, as per List I) for which 50% provisioning was made during Q1FY18.

/ FY17 RBI RBS Review:

- Nil Slippage into NPA for 'Standard' accounts.
- Significant principal loan repayments with no interest overdues, of which:
 - Repayment of ₹ 2.8 Bn from one Standard account; fully repaid
 - Recovery of ₹ 1.3 Bn from one NPA account.
 - Other recoveries of ₹ 390 Mn (₹ 210 Mn NPA and ₹ 180 Mn Standard)

As a % of Advances	Dec 31, 2017	Dec 31, 2016	Sep 30, 2017
Gross NPA %	1.72% (₹ 29.7 Bn)	0.85%	1.82%
Net NPA %	0.93% (₹ 16.0 Bn)	0.29%	1.04%
Provision Coverage	46.4%	66.0%	43.3%
Restructured Advances %	0.05% (₹ 0.9 Mn)	0.42%	0.08%
Security Receipt (Net) %	1.06% (₹ 18.34 Bn)	0.22%	0.94%
Standard SDR	0.21% (₹ 3.6 Bn)	0.17%	0.32%
5:25 Refinancing	0.06% (₹ 1.1 Bn)	0.09%	0.01%
S4A	0.09% (₹ 1.5 Bn)	0.01%	0.15%
Standard NCLT	0.04% (₹ 0.8 Bn)	NA	0.11%

Movement in Gross NPA



Robust Risk Management: Architecture & Methodology



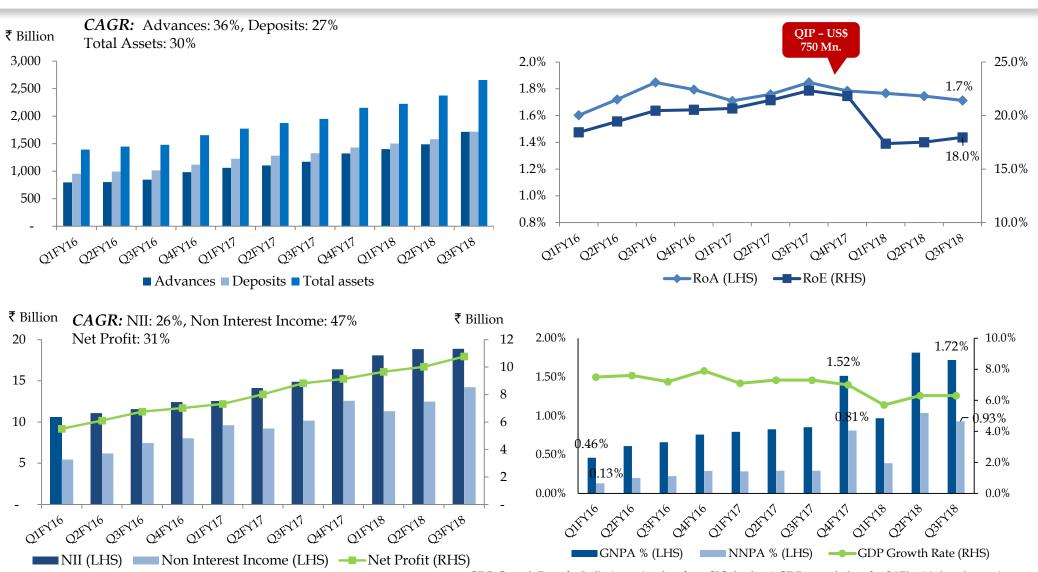
Process	CRM Based Origination	Knowledge Banking Approach	Joint Delegation/ Approval Committee	
Impact	Reducing Adverse Selection Bias	Sectoral expertise enabling us with deep rooted understanding across Relationship, Products and Risk department	Joint Approval/ Committee Approach - Highest Level of due diligence	
Process	Portfolio Analytics	Superior Structuring	Early Warning & Problem Solving	
Impact	Monitoring of Portfolio trends – Historical and Forward looking	Higher recovery and lower NPAs	Effective and Timely Risk Mitigation	

- Strong Selection Process has resulted in YES BANK having a healthy asset book (particularly when compared to large peer banks)
- Portfolio Analytics and Early warning signals in conjunction with proactive problem solving outcomes has helped the bank in reducing outstanding exposures to stressed cases continuously and significantly
- Overall portfolio is well distributed with significant deployment in focused knowledge sectors by leveraging on sectoral expertise housed with specialized Relationship Managers, Product Managers and Risk Managers (3 EYE Risk Management Principles)

Robust Risk Management System in place to provide early identification of potential problem accounts

Sustained Growth with preservation of Asset Quality

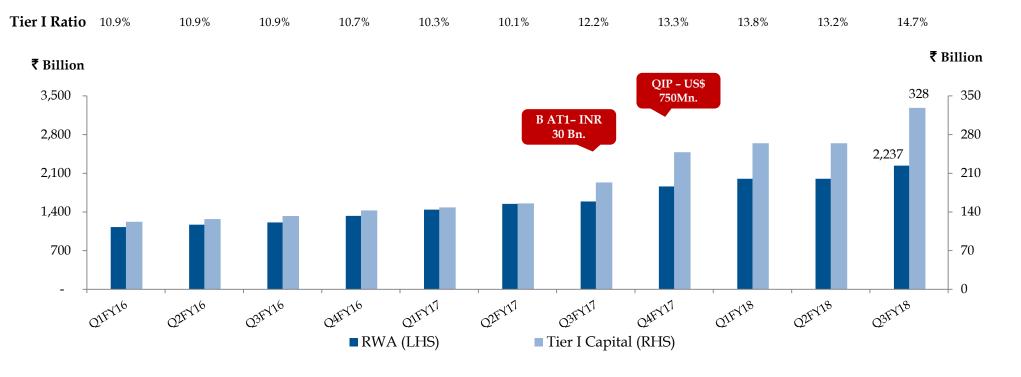




GDP Growth Data for India (y-o-y is taken from CIC database) GDP growth data for Q3FY18 is based on estimates

Capital Growth Through Internal Accretion





- Total Capital Funds at ₹ 436 Bn, up 64% Y-o-Y.
- Total CRAR at 19.5%
- Tier I ratio of 14.7%
- CET I ratio at 10.7%

- Demonstrated ability to raise capital across cycles.
- Raised ₹ 4,000 Cr through private placement of Basel III
 Tier II Bonds in two tranches
- Raised 5,415 Cr trough issue of Basel III complaint AT I.

ICRA

CARE

India Ratings

YES Bank's Debt Ratings Journey

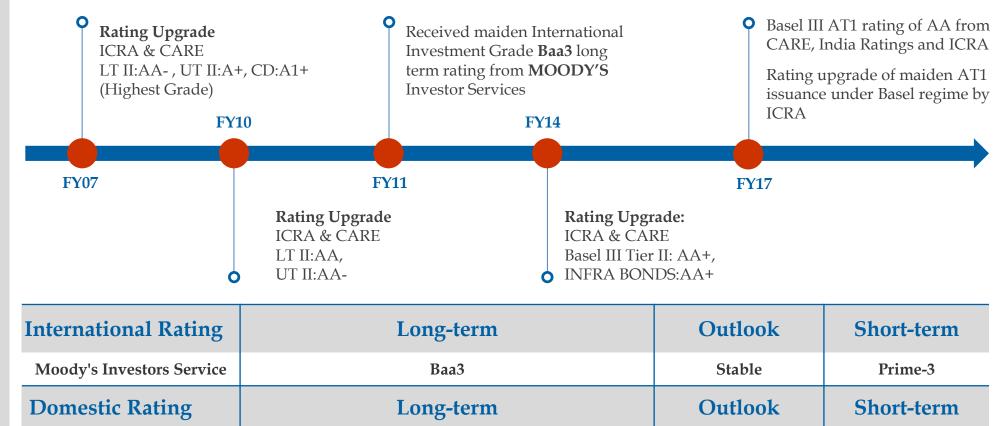
Basel III AT1

AA

AA

AA





Ratings reflect a sustainable growth oriented financial model with robust risk management policies

Tier II

AA+

AA+

AA+

Infra Bonds

AA+

AA+

AA+

Positive

Stable

Stable

A1+

Commitment from Leading Global Financial Institutions





USD 265 Mn.*

Unsecured loan to increase lending to MSMEs
USD 150 Mn.*

Unsecured loan to increase lending to SMEs and women owned businesses *Tenor 12 yrs, jointly arranged by Wells Fargo and OPIC



Average tenor 9 years USD 225 Million

Investment in YES BANK Upper Tier II & Long Term Senior loan USD 50 Million

Investment in YES BANK Green Bond issue

> USD 50 Million Gender Financing

Loan to be used exclusively to lend to women-owned businesses



USD 200 Million

Tenor: 7 yrs

Unsecured Loan for Women Self Help Groups

Technical Assistance Grant for capacity building



USD 200 million Unsecured GREEN LOAN

Tenor upto 15 years

First EIB transaction for Renewable Energy with a commercial bank in Asia



USD 30 million

Tenor: 8 yrs

Development Bank of Austria

Long term Senior loan



2017 - USD 30 Million

2014 - USD 34 Million

2009 - USD 20 Million

Long Term Senior loans

A KfW Bankengruppe Development Financial Institution

FMO

Development

USD 50 Million

Tenor: 7 yrs

FMO – Dutch Development Bank

Placed ₹ 3.30 Bn Green Infra Bonds.

FMO's 1st investment in a Green Bond by a bank in India.



EUR 13.25 million

Tenor: 10 yrs

An AfD Group

Development Financial Institution

Upper Tier II loan

Successive Successful Loan Syndications











5 year loan from Taiwan: USD 250 Mio

Syndication led by CTBC Bank Co., Ltd., Bank of Taiwan, Land Bank of Taiwan & Mega International Commercial Bank Co. Ltd.

Participation from 17 banks in Taiwan, Nov '17

Maiden Samurai loan of JPY 16.5 Bln

MUFG Syndication led by

Bank of Tokyo Mitsubishi UFJ, Ltd.

Participation from 8 banks, Sept 2017





5 year loan from Taiwan: USD 130 Mio Participation from 10 Taiwanese Banks Syndication led by CTBC Bank Co., Ltd and Taiwan Cooperative Bank Ltd.

Sept, 2016



USD 165 Million

1 year Club Loan (Mar, 2017)

2014

Dual Currency Syndicated Loan Facility

USD 422 Mio

Participation from 21 banks from 14 countries











COMMERZBANK













First Gulf Bank



Dual Currency Syndicated Loan Facility

USD 255 Mio

Participation from 11 banks in Americas, Middle East, Europe & APAC





















2012

Dual Currency Syndicated Loan Facility

USD 155 Mio & EUR 50 Mio

14 banks representing 9 countries



















✓ Progressively broader markets, higher number of participants with longer tenor and improved pricing ✓ Won the Asia Pacific Loan Market Association (APLMA) award in 2012 and 2013

Three Pronged Customer Acquisition, Engagement and Retention Strategy



- ✓ Complete Suite of Retail Assets and Liabilities Products
- ✓ YES Securities 3 in 1 account
- ✓ Credit Cards
- Multiplier effect: Initial period of gestation for Retail Assets to be followed by Scale up and exponential Growth



Focused Segmented Approach:

- ✓ Senior Citizens
- ✓ Commercial Segment
- ✓ Y-Cops
- **✓** TASC
- ✓ HNI YES First
- ✓ Affluent YES Premia
- ✓ Mass Affluent YES Prosperity
- **✓** GIB
- ✓ OPDT

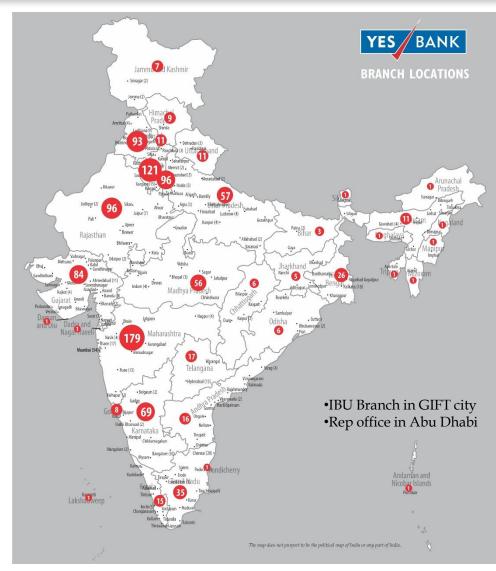
- ✓ Ramp up Alternate Sales Management
- ✓ Implementation of New CBS and Advanced CRM + Analytics systems for highly focused customer targeting and enhancing productivity of acquisition and relationship teams
- ✓ Digital Channels: Web/ Mobile/ Contact Centre/ ATMs/ Self Service Kiosks/ Digital Branches to be at the forefront of Acquisition, Engagement, Servicing and Retention of Customers

Retail Banking: Expanding the National Footprint





- ✓ 1050 Branches across key liability corridors as on Dec 31, 2017 up from 964 branches as of Dec 31, 2016
- ✓ Total ATM network stands at 1,724 as on Dec 31, 2017 including 573 Bunch Note Acceptors (BNA)/ Cash Recyclers
- Covering all 53 Metro locations, 29 States and 7 Union Territories
- ✓ Substantial focus on North & West Regions (DMIC/Make in India/GIB corridor) with evolving network in South & East
- ✓ Higher density in top 10 and Top 30 deposit centers
- ✓ 75 Hub and Spoke clusters for faster maturity and greater efficiency of branch network
- ✓ Specialize to Maximize New Branch Banking Business Model
 - ✓ Specialized Relationship and Service Management
 - ✓ Specialized Acquisition and Product Cross Sell
 - ✓ Specialized Focus on Rural & Inclusive Banking Strategy



Complete Suite of Retail and Business Banking Assets



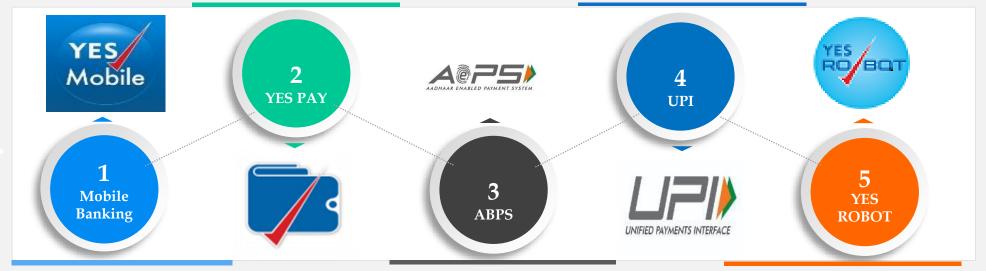
	Product	Focus Segment	Strategy
Consumer Retail	Auto LoansTwo Wheeler LoansGold LoanPersonal LoanCredit Cards	Salaried & Self EmployedExisting Customers	 Tapping Liability customers Branch Channel Technology aided processing Focused activities Manufacture Tie-ups
Commercial Retail & Mortgage	 Commercial Vehicle Construction Equipment LAP/LAS Healthcare Finance Home Loans 	 Professionals Infrastructure & Logistics Retail Investors Self Employed 	 Cash flow based Credit underwriting Adequate Collaterals Risk based pricing SME rich lending program PSL benefits
MSME	 Smart Overdraft Fast track lending Program Scorecard Lending program LGD Program (Linking Collateral with Rating for high ticket customers) 	 14 Knowledge Sunrise Sectors including Automobile, Pharmaceutical, Textile, Printing & Packaging CBB/ EBB/ SBB 	 Building Granular MSME book CRM Based sourcing Tapping Corporate linked Supply Chain - Channel Financing

Digital Banking - Initiatives



 BHIM YES PAY app is now powered with India Stack API's and NPCI products, enabling services like BBPS, Bharat QR, RuPay card, IMPS, UPI and Aadhaar KYC

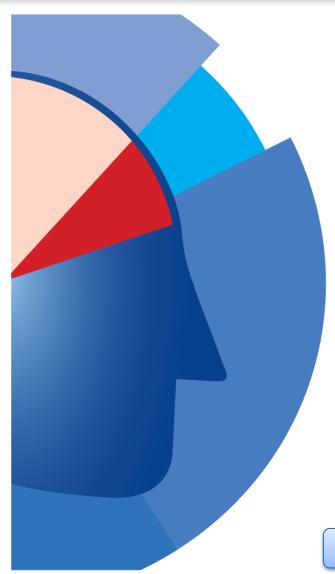
 YES Bank has over 75% market share in UPI merchant payment



 Over 3 million transactions worth about INR 50 Billion in Q3FY18 using YES Mobile.
 Significant increase both in Value (~6X) and Volume (~3.5X) y-o-y YES Bank has gone live on Aadhaar Enabled Payment System (AEPS) in partnership with Nearby Technologies. It will enable Aadhaar based Cash Withdrawal & Cash Deposit. YES ROBOT-India's first artificial intelligence enabled banking bot can be accessed from Facebook Messenger and has handled over 1.2 Lac customer queries in a span of 3 months

Building the YES BANK Brand





LARGE FORMAT EVENTS & ADVERTISING

✓ India *bole* YES! National campaign across print, outdoor and digital mediums

CUSTOMER & COMMUNITY ENGAGEMENT

- ✓ 800+ monthly YES Community Events
- ✓ Product marketing
- ✓ Partnership & Alliances
- ✓ Catchment led engagement

DIGITAL & SOCIAL MEDIA MARKETING

- ✓ Brand campaigns
- ✓ Online Customer acquisition
- ✓ SEO/SEM
- ✓ Online reputation management

KNOWLEDGE BANKING

- ✓ Knowledge events
- ✓ CFO Forum
- ✓ B2B Blogs
- ✓ Publications & Newsletters
- ✓ Advisory to Trade Associations

Broadening Customer MINDSHARE

Building MARKETSHARE

Social Media Leadership





Highest Followed Bank Brand in the World 3.6 Million+ Followers



2nd Highest Followed Bank Brand in the World 7.1 Million+ Followers



Highest Followed Bank Brand in India 630k+ Followers



Showcase Pages



CFO FORUM

An apex body of India's top CFOs across PSUs, Pvt. Sector & MNCs



YES MSME

Knowledge Banking platform for Micro, Small & Medium Enterprises



*As published	in January,	2018
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	Followers	Page Likes	Followers
YES BANK	3,633k [1]	7,152k [2]	630k [1]
State Bank of India	2,872k [2]	14,011k [1]	375k [2]
ICICI Bank	385k [3]	5,353k [3]	5k [5]
HDFC Bank	252k [4]	2,536k [5]	36k [4]
Axis Bank	232k [5]	3,462k [4]	79k [3]
Kotak Mahindra Bank	199k [6]	999k [6]	N.A.

Sustainable & Responsible Banking Leadership



VISION

Be the Benchmark Financial Institution for Inclusivity and Sustainability

First Indian Signatory

- **Banking Commission** member
- Global Steering Committee member. 2013-2016
- APAC Chair, 2013-2016



First Indian Signatory

 Listed on the Carbon Disclosure Leaders Index for five consecutive vears



First & Only Indian Bank

Listed on the DJSI - Emerging Markets for 3rd vear in a row (2015, 2016 &

MEMBER OF Dow Jones Sustainability Indices In Collaboration with RobecoSAM 60

First & Only Indian Banking Signatory

Chair of Natural Capital Finance Alliance Steering Committee



Sole arranger for India's First Social Bond

- Sole arranger & subscriber to India's First Social Bond, investing INR 1000 crores in December 2017
- Proceeds would be allocated to Affordable Housing
- Adherence to International Capital Market Association's Social Bond Principles 2017



First Indian Bank to launch Green Bonds

- Launched India's First Green Infrastructure Bonds raising INR 1000 crores in February 2015
- Green Masala Bonds private placement by IFC for INR 315 crores in August 2015
- Issued INR 330 crores of Green Bonds with FMO, on a private placement basis in September 2016

First Bank Globally to migrate to ISO 14001:2015

 447 locations across India certified with ISO 14001:2015 environment management standar



First & Only Indian Banking Signatory

- Included in FTSE4Good Emerging Index, June 2017
- MSCI ACWI ESG Leaders Index. 2017 & MSCI ACWI SRI Index, 2017

MSCI 🕸

2017 Constituent MSCI ESG Leaders Indexes



2017 Constituent MSCI 🜐 MSCLSRI Indexes First Indian Bank to launch Green Bonds **Impact Report**

First Indian Bank to **Support**







2008 | 2011 | 2012

The Karlsruhe ustainable Finance Awards

> 2013 | 2014 | 2015 | 2016 | 2017



2012 | 2013 2014 | 2015



2014 2016



Best Community Initiative in Water 2017 Best Social Bank (mid-size) 2017



SKOCH Blue Economy Award (Silver) 2017





Progress Widely Recognized By Leading Agencies



Institutional Excellence

Technology,

Service

Innovation &



Bank of the Year India, 2017, 2015 The Banker London



Best Bank in India Asiamonev Corporate Client Choice Survey Hong Kong, 2017



Ranked #1239 Gained 493 places in 1 yr Forbes Global 2000 List New York, 2017



Best Mid-sized Bank BT- KPMG India's Best Banks Mumbai, 2017



Strongest Bank in India

The Asian Banker Awards Geneva - 2016

The Banker



Transaction Bank of the Year - APAC Supply Chain Finance -Global Winner The Banker-Transaction Banking Awards 2017 Sibos, Toronto

THE ASIAN BANKER

Best Trade Finance Bank in India - 2017 Third year in a row The Asian Banker Achievement Awards Vietnam 2017



Year

Mumbai

2017

YES FINTECH Best Bank in Accelerator of the Asia Pacific for Payments and Collections India FinTech Awards Global Finance New York, 2017



India Domestic Cash Management Bank of the Year 2016, 2015

India Domestic Trade Finance Bank of the Year, 2015 Asian Banking & Finance Wholesale Banking Awards Singapore

MSCI ESG

Sustainability & CSR Excellence

Included in MSCI ACWI ESG Leaders Index and MSCI ACWI SRI Index 2017



Best Innovation & Sustainable Financial Products & Services Karlsruhe Sustainable

Finance Awards.

Germany, 2017

Social Responsibility Euromoney Excellence Awards

Hong Kong -2016



Asia's Best Bank For Corporate

Dow Jones Sustainability Indices In Collaboration with RobecoSAM (

Continues to be the First and Only Indian Bank included in DJSI Emerging Markets

Index New York - 2016, 2015



India's Best Bank For Corporate Social Responsibility Asiamonev Excellence Awards Hong Kong -2017

Human Capital Management



Making YES BANK a Great Place to Work









YES BANK has partnered with Kaizala, a new-age fully integrated chat based application powered by global leader Microsoft. YES BANK is the first and currently only bank in India that is using Kaizala as "Full Digital ONLY – Customer & Colleagues self-service channel

University & Schools Relationship Management 'Preferred Employer of Choice'







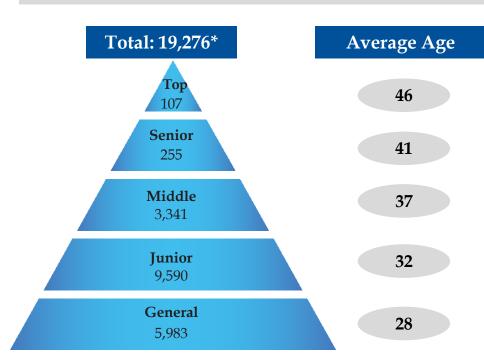


- YES League of Excellence an online Recognition, Appreciation & Engagement platform
- Structured engagement with over 1000 B-Schools

HCM Strategy

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

Flat Organization Structure (5 levels)



*As of Dec 31, 2017

- ✓ Average Age 32 years
- ✓ **Headcount** Decrease of 849 as compared to March 2017
- ✓ <u>Average vintage in YES BANK:</u> 7.7 yrs for Top Management & 6.4 years for Sr. Management
- ✓ Wealth creation through ESOPs
- ✓ Talent acquisition from Peer Private Sector & MNC Banks
- √ Building a 'Leadership Supply Chain'
- ✓ Ranked no 2. in Dream Companies to Work For by Times Ascent

Distinguished Board





Mr. Ashok Chawla Non-Executive Independent Chairman Former Chairman of Competition Commission of India and former Finance

Secretary, GoI



Former Secretary, Ministry of Road Transport and Highways, GOI



Lt Gen (Dr.) Mukesh Sabharwal (Retd.) Independent Director Former Lt General in Indian Army



Independent Director Former Member of Advisory Board-Imperial Business School, London. Chairman & Co-founder. NASSCOM

Mr. Saurabh Srivastava



Independent Director Former Partner - PwC

Mr. Vasant Gujrathi



Mr. Ajai Kumar Non - Executive Non-Independent Director Ex-CMD of Corporation Bank and a veteran Banker



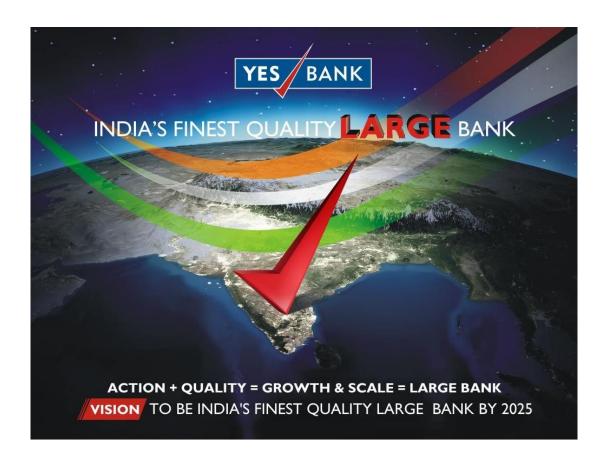
Ex-MD & CEO of Intel, South East Asia

Independent Director



Promoter/ Professional Entrepreneur/Banker (37+ Years)

- 8 eminent professionals as Directors with varied backgrounds, pioneers in respective fields
- Well structured performance evaluation process for its Directors including MD & CEO
- 12 Board level Committees with specialized functions including Risk Monitoring Committee and Corporate Social Responsibility Committee
- Best Corporate Governance and Transparency:
- Majority of Board constituted by Independent Directors



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