

INVESTOR PRESENTATION

Q3FY19 Update



- ✓ The Bank has received RBI approval for its new MD & CEO, **Mr. Ravneet Singh Gill** for him to join on or before March 1, 2019
- ✓ Received RBI approval for appointment of **Mr. Brahm Dutt** as a **Non-Executive Part-Time Chairman**. Approval valid till July 4th, 2020 (till the age of 70)
- ✓ Board appoints **Mr. Maheshwar Sahu** (*ex- Additional Chief Secretary, Govt. of Gujarat*) and **Mr. Anil Jaggia** (*ex- Chief Information Officer of HDFC Bank*) as Additional Directors (Independent) with effect from January 24, 2019 for a period of five years
- ✓ **Mr. Maheshwar Sahu** to be designated as **Chairman of Corporate Social Responsibility Committee**, while, **Mr. Anil Jaggia** to be designated as **Chairman of Information Technology Strategy Committee**
- ✓ Bank had appointed **Mr. Uttam Prakash Agarwal** (*ex President ICAI*) and **Mr. T S Vijayan** (*ex IRDAI & LIC Chairman*) as an Additional Directors (Independent), with effect from November 14, 2018 and December 3, 2018, respectively for a period of five years
- ✓ Board has additionally recommended Mr. Ashish Agarwal, Sr. Group President & Chief Risk Officer as Executive Director and will seek necessary RBI approvals for this appointment.
- ✓ The Board will convene on January 29, 2019 to finalize the interim transition

| | |
|-------------------------|---------|
| ✓ QUARTERLY HIGHLIGHTS | 4 -14 |
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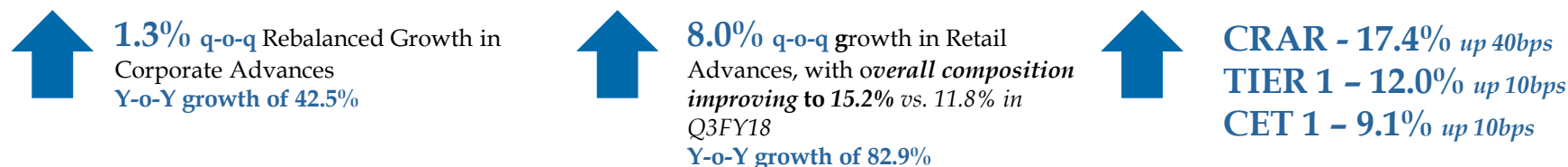


QUARTERLY HIGHLIGHTS

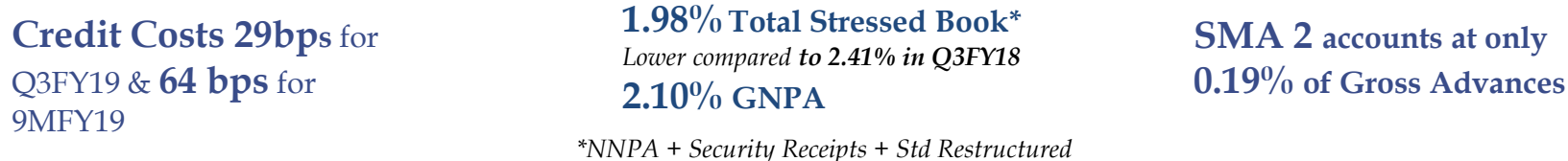
Resilience in Earnings



Rebalanced Growth with improving Granularity resulting in increasing Capital ratios

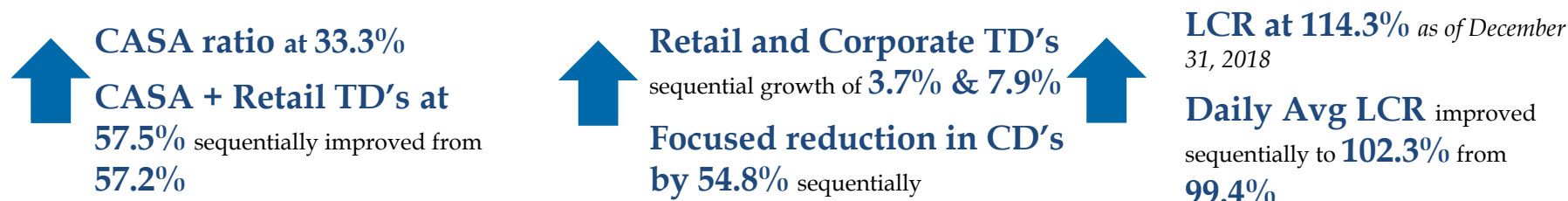


Resilient Asset Quality Delivery



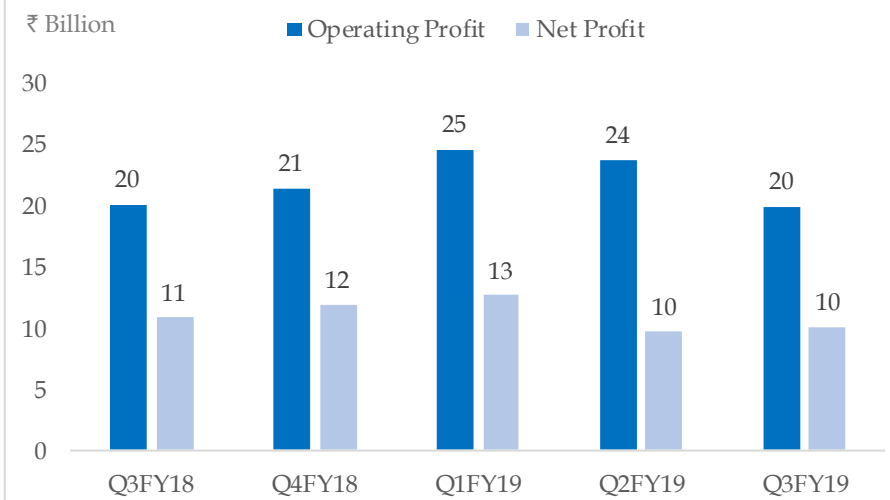
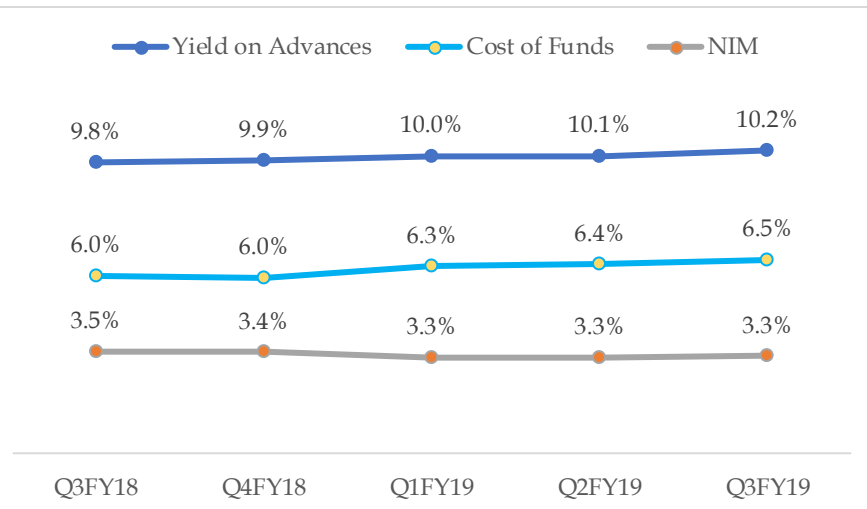
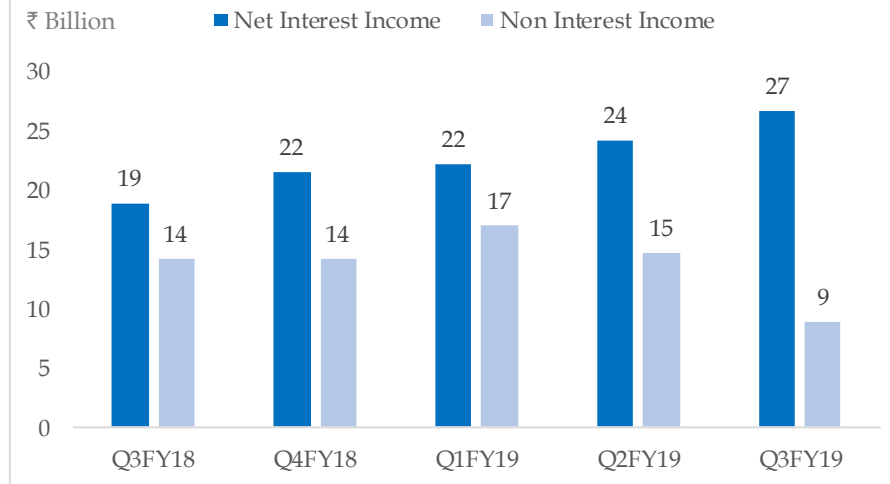
*NNPA + Security Receipts + Std Restructured

Stable Funding and Improving Liquidity Profile



Robust Earnings Delivery

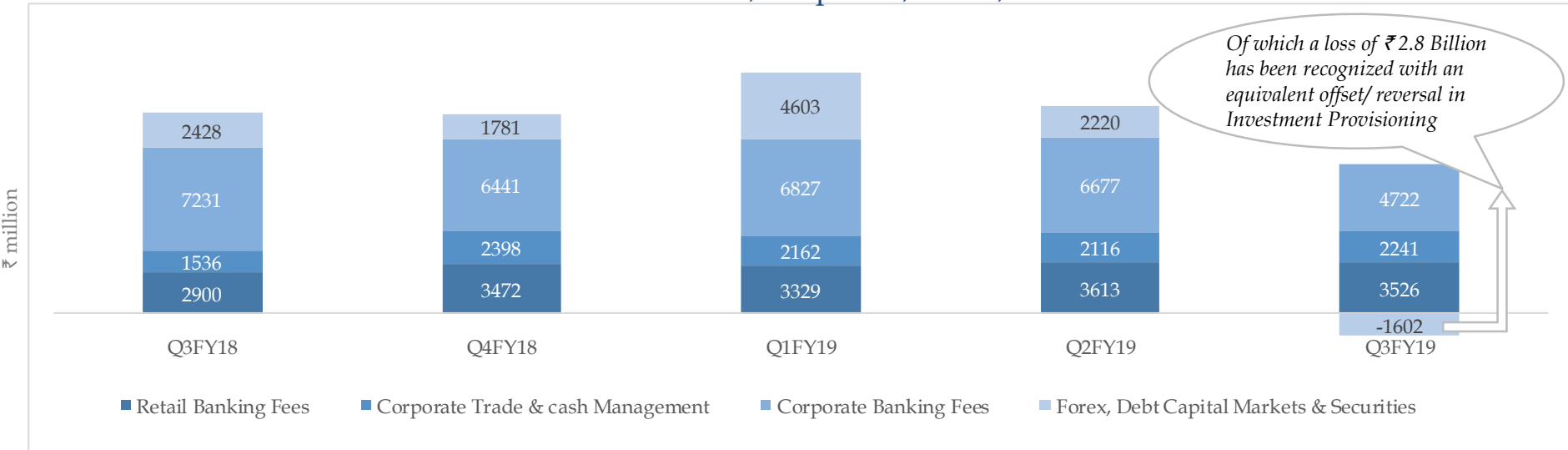
- ✓ Strong growth in NII of 41.2% for Q3FY19, driven by growth in Advances of 42.2% y-o-y
- ✓ NIMs continue to be stable at 3.3%
- ✓ Non-Interest income de-growth of 37.4% yoy for Q3FY19
 - *predominantly on account of treasury loss (corresponding offsets through Provision Write-backs) and lower Corporate fees due to rebalanced sequential growth in Corporate Advances*
- ✓ PAT improved by 3.9% sequentially despite the accelerated provisions on account of Stressed Infrastructure Conglomerate



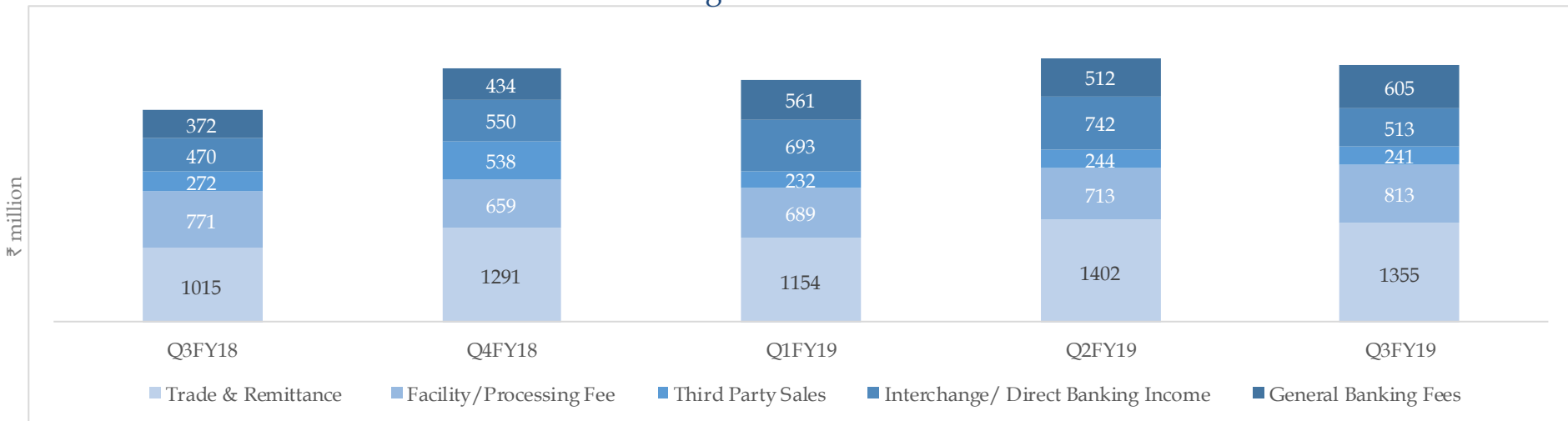
Resilient Earnings despite accelerated provisions

Non Interest Income Trends

Contribution across Transactional, Corporate, Trade, CMS and Retail Fees



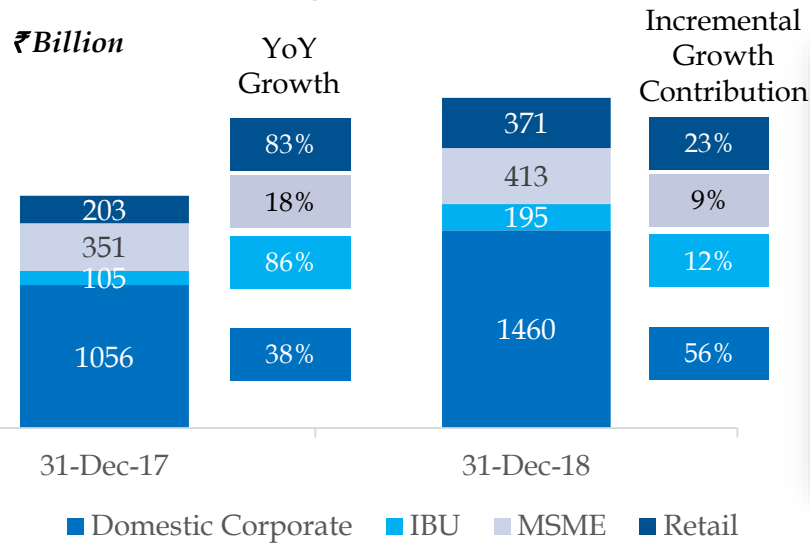
Retail Banking Fees - Granular Growth



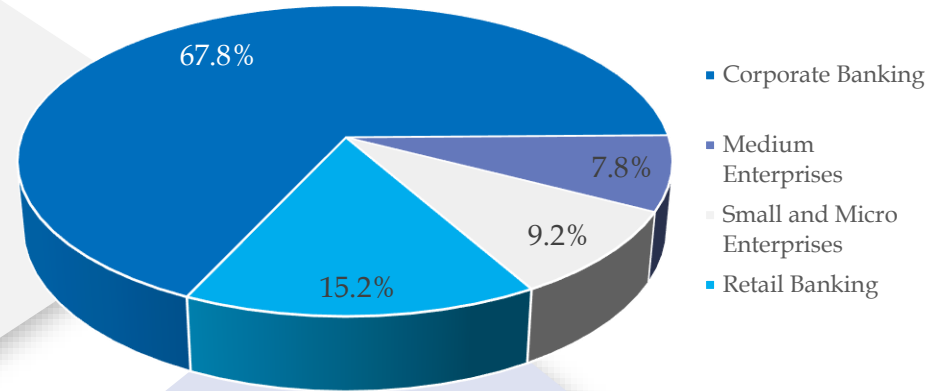
Steady growth in Retail fees on the back of rapidly expanding retail franchise

Key Balance Sheet Growth Trends

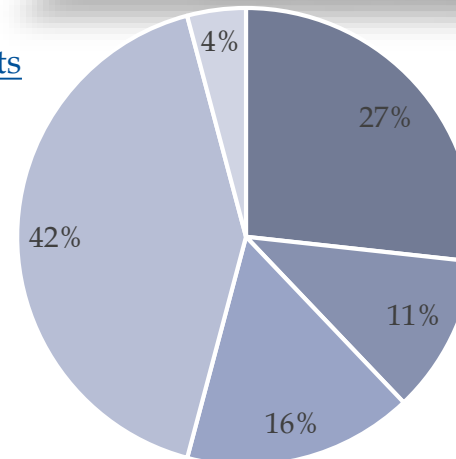
Well Segmented Growth



As % of Total Advances, as on 31st December, 2018



Retail Asset Breakup



Mortgage Loan Group: HL, LAP, Affordable Housing

Business Equipment Loan Group: Construction Equipment, Healthcare Finance

Consumer Loan Group: Personal Loan, Gold Loan, Loan Against Shares, Business Loan

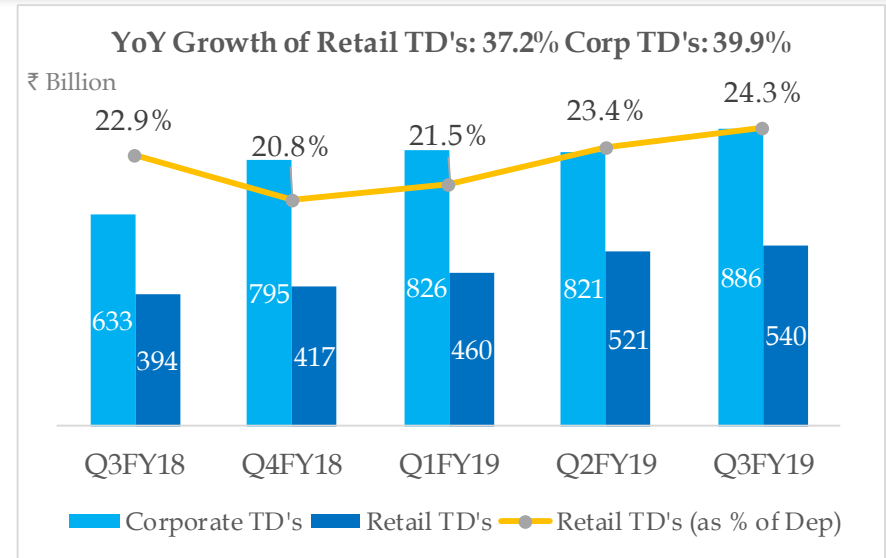
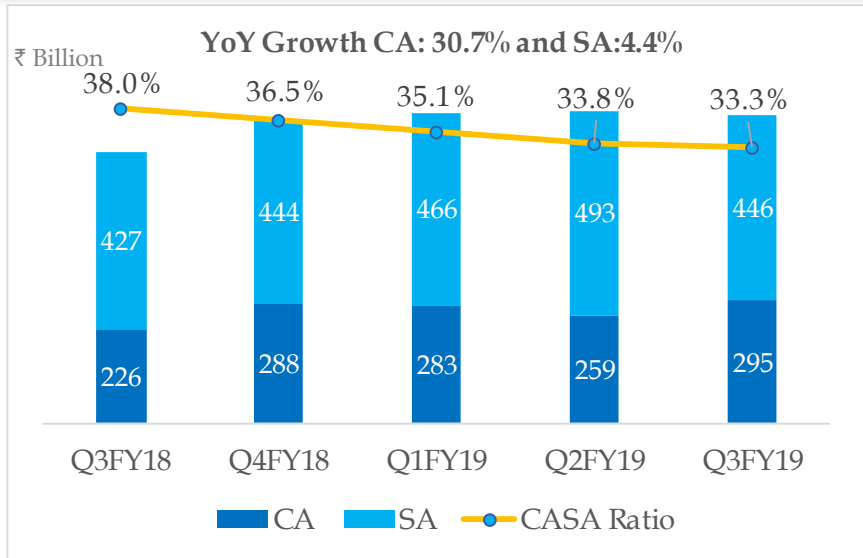
Vehicle Loan Group: Auto Loan, Commercial Vehicle, Inventory Funding

Self Help Groups & Joint Liability Group

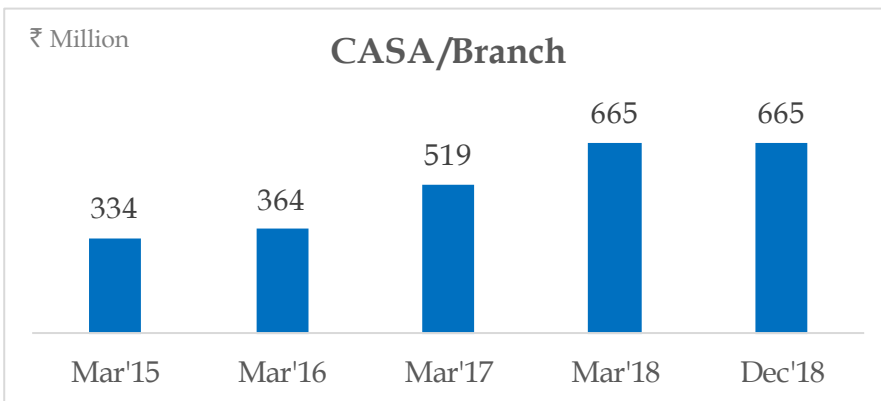
Robust growth attributed to Strong Performance across Segments

- ✓ Corporate growth well segmented across 8 Relationship groups and lending to Higher Rated corporates.
 - IBU Advances grew 86% y-o-y to USD 2.8Bn as on Dec'18
- ✓ Healthy growth in MSME driven by focused segmentation and Knowledge Banking approach
- ✓ Retail Disbursements increased by over 18% to ₹ 60.9 Bn in Q3FY19 v/s Q3FY18

Well-diversified Liability Franchise



Improving Operating Leverage further contributing to robust growth in granular deposits



- 150**

March 2010

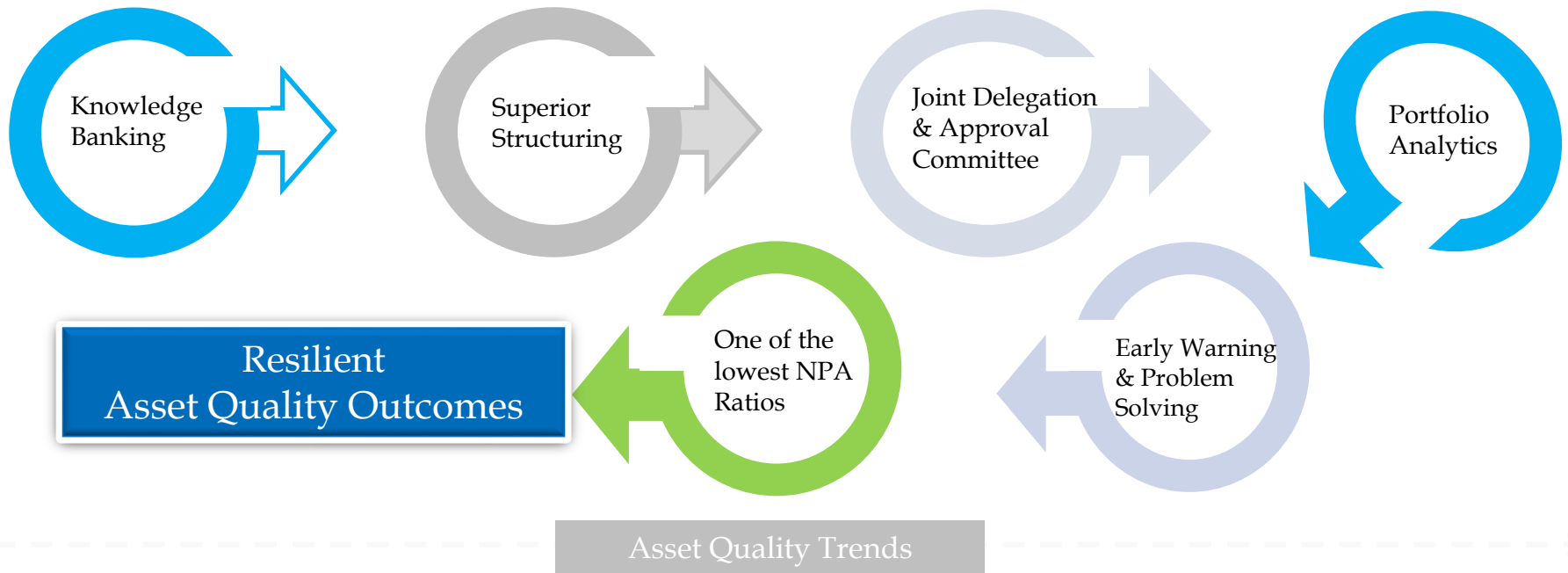
1115

December 2018

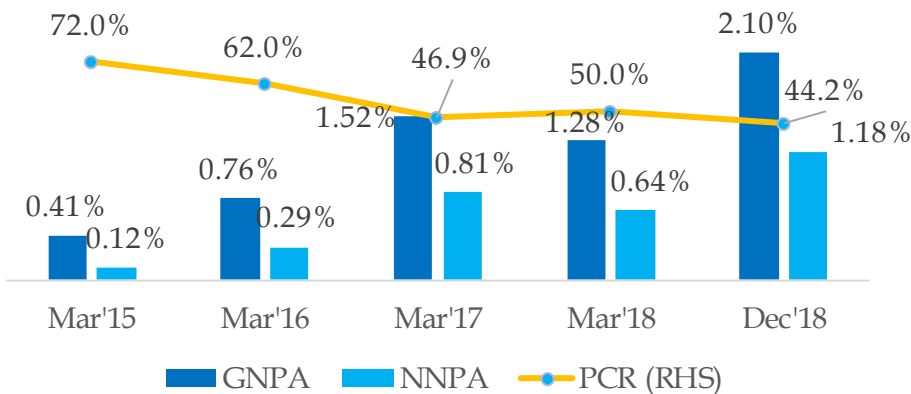
1250

March 2020
- ✓ Coverage across all 53 Metros, 29 States and 7 Union Territories.
 - ✓ 13 Metro/Urban and 3 dedicated RIBB regions
 - ✓ Hub and Spoke model for faster maturity and greater efficiency of branch network
 - ✓ Substantial focus on North & West Regions (DMIC/Make in India/GIB corridor) with evolving network in South & East

Continued Momentum in Granular Deposits

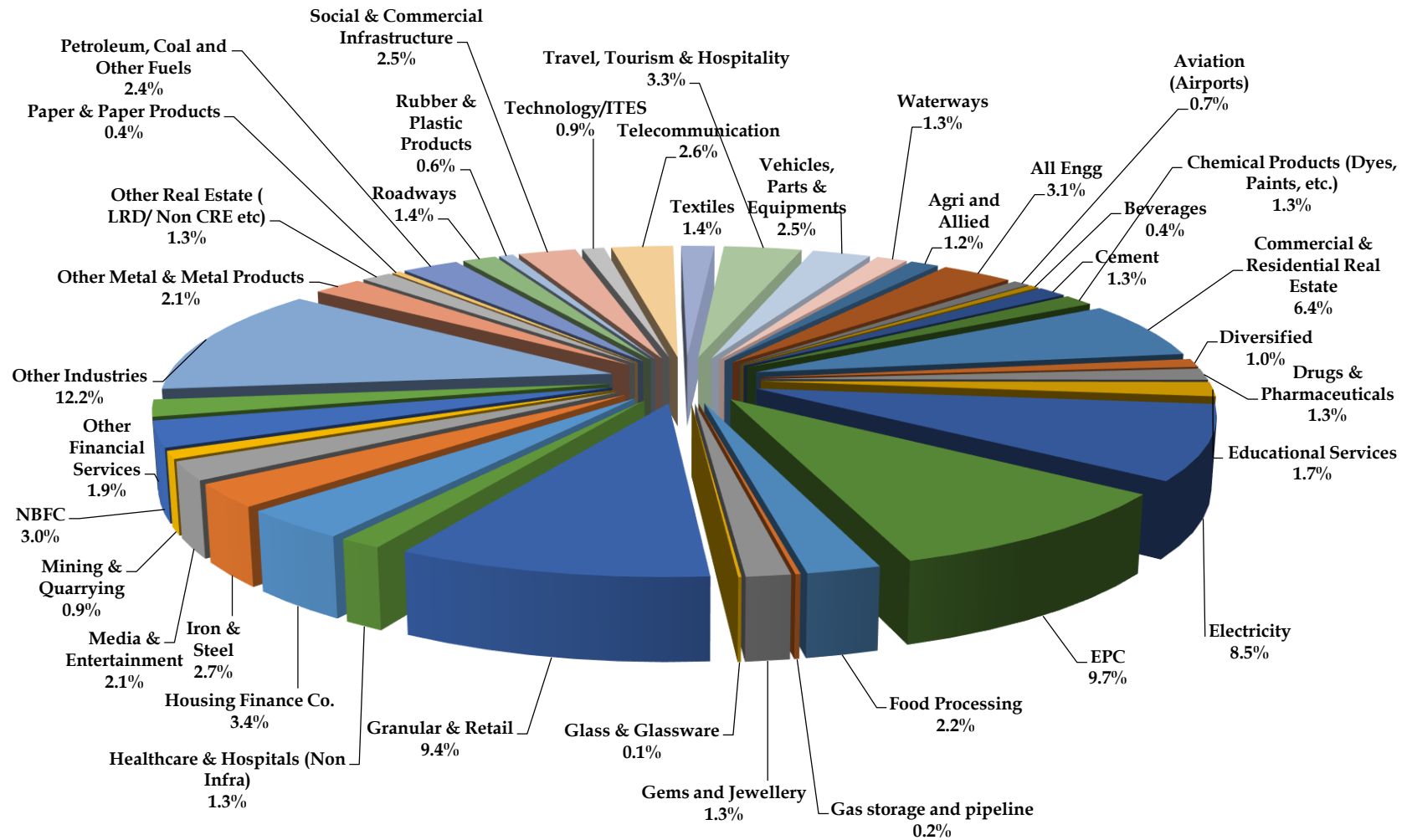


Robust Asset Quality Maintained



- ✓ **Prudent Risk Management practices:** Strong Selection process, Superior Structuring and regular portfolio monitoring resulting in healthy Asset Quality
- ✓ Well distributed portfolio with significant deployment in focused knowledge sectors by leveraging on sectoral expertise

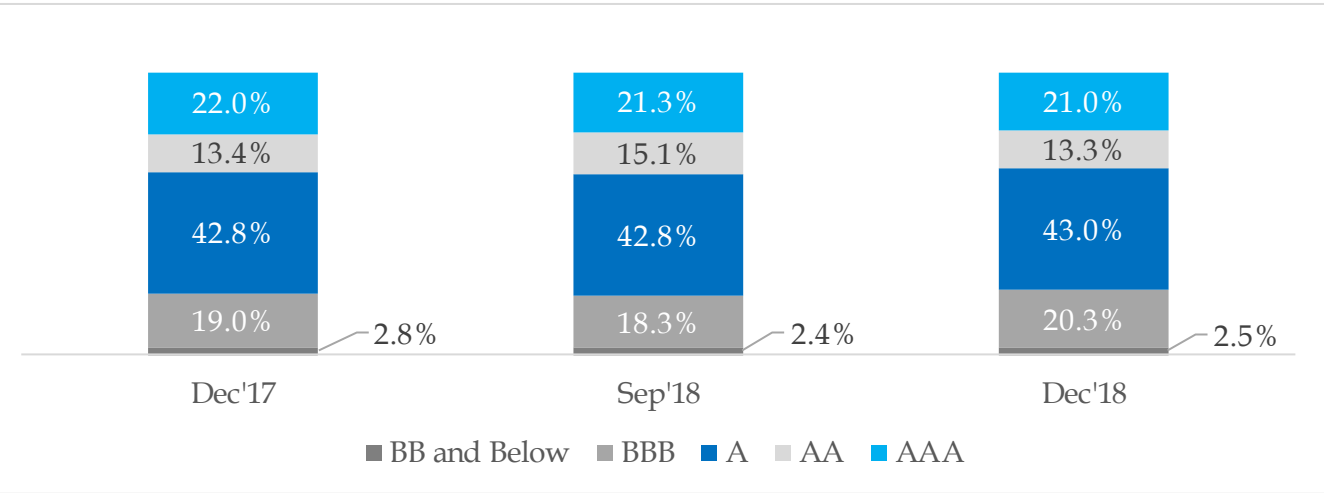
Sectoral Exposure Mix



As on 31st Dec, 2018

Well diversified portfolio with significant deployment in YES Bank focused knowledge sectors

Rating Profile



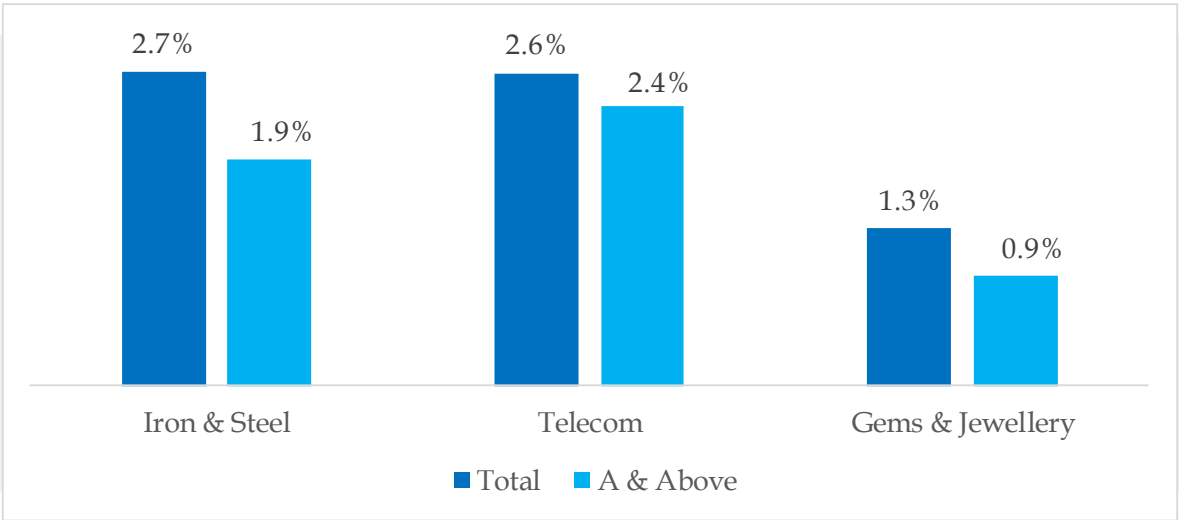
Overall Corporate portfolio continues to be well rated with >75% portfolio rated 'A' or better (Based on Internal Corporate rating models mapped to external ratings) and well distributed across growth sectors.

Sensitive Sector Disclosure

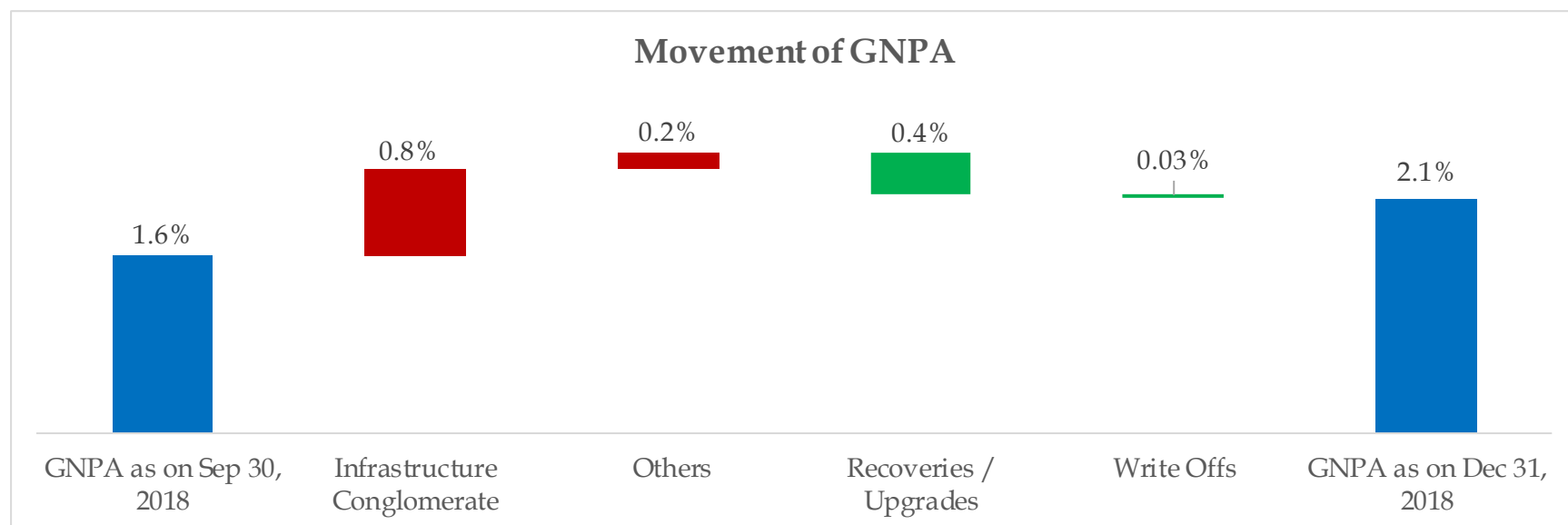
Electricity

Non-Renewable Electricity Generation: 2.1% (All Operational)

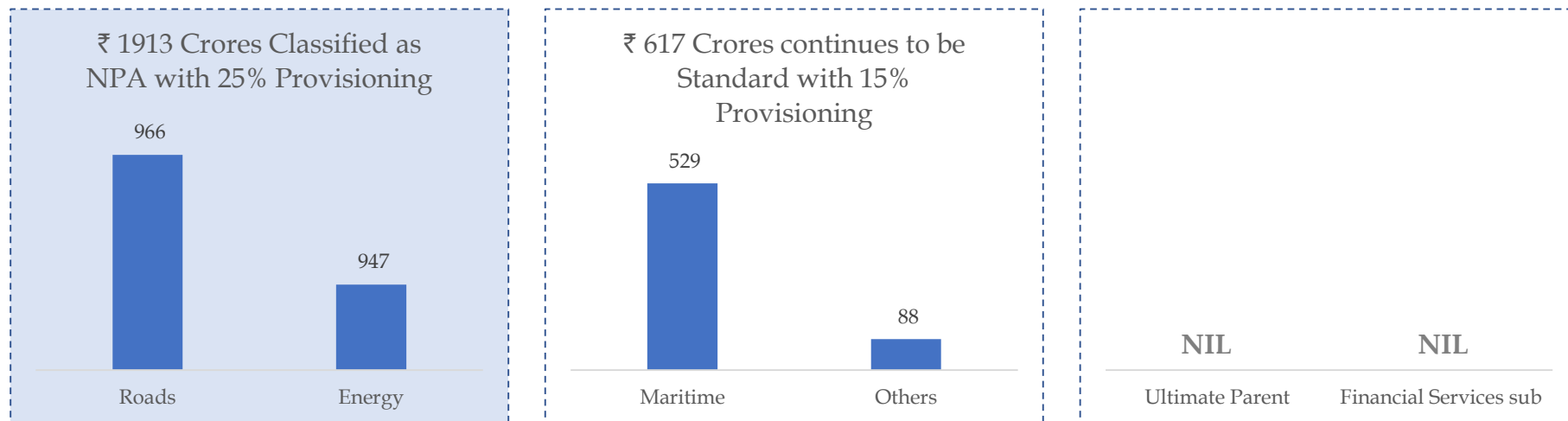
NIL Exposures to SEBs



| S. No | Particulars (%) | Q3FY19 | | Q2FY19 | Q3FY18 |
|----------------------------|----------------------------|---------------------------|---------------------------------|--------------|--------------|
| | | Total | Ex- Infrastructure Conglomerate | | |
| 1 | Credit Cost (bps) | 29 | 5 | 18 | 18 |
| 2.1 | GNPA | 2.10% (₹ 5,159 Crores) | 1.32% (₹ 3,246 Crores) | 1.60% | 1.72% |
| 2.2 | NNPA | 1.18% (₹ 2,876 Crores) | 0.59% (₹ 1,442 Crores) | 0.84% | 0.93% |
| 2.3 | PCR | 44.2% | 55.6% | 47.8% | 46.4% |
| 3 | Net Security Receipts | 0.71% (₹ 1,752 Crores) | 0.71% (₹ 1,752 Crores) | 0.85% | 1.06% |
| 4 | Std. Restructured Exposure | 0.09% (₹ 210 Crores) | 0.09% (₹ 210 Crores) | 0.09% | 0.42% |
| TOTAL (2.2 + 3 + 4) | | 1.98% | 1.39% | 1.79% | 2.41% |



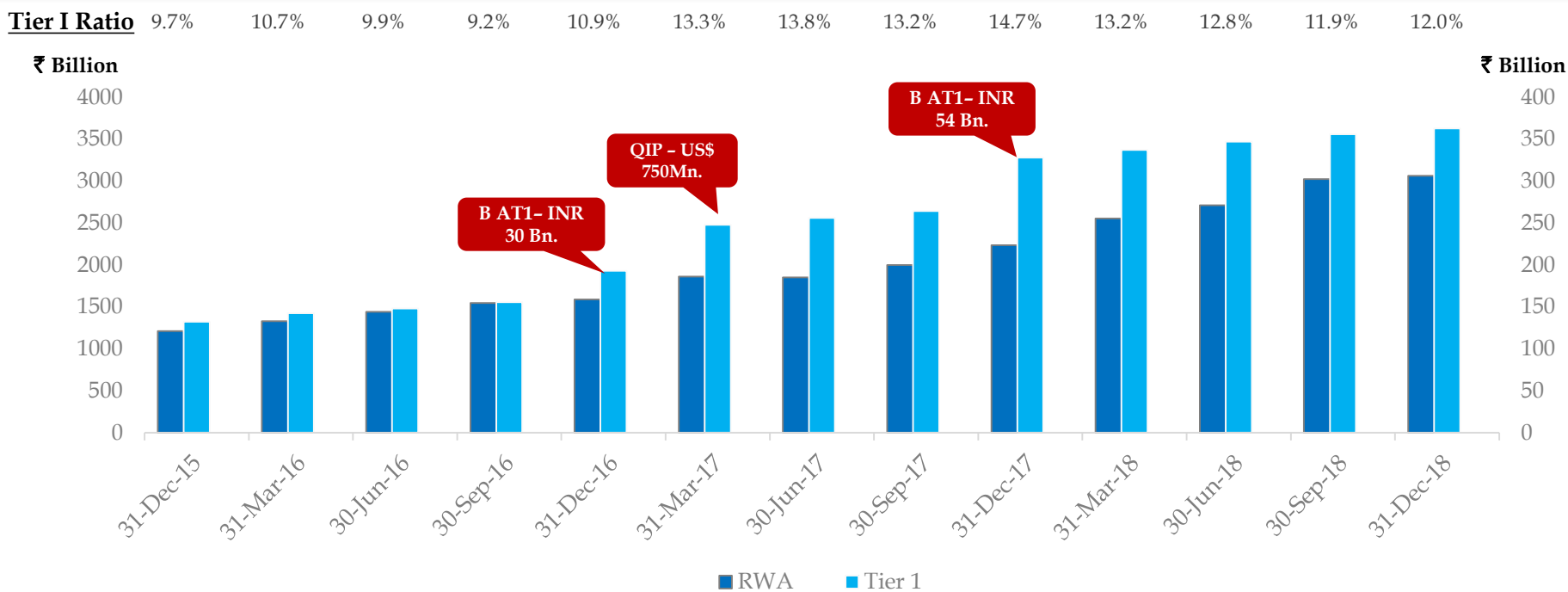
✓ Disclosure on Infrastructure and Financial Services Conglomerate exposure



The Bank believes that the aggregate provisions made on its operating and subsidiary company exposures are adequate with the expected realizations. The Bank also has additional Non-Fund based exposure ₹ 88 Crores to the Stressed Infrastructure Conglomerate as noted above

- ✓ **Minimal impact to NCLT List 1 accounts** (0.01% of Gross Advances), **NCLT List 2 accounts** (0.26% of Gross Advances) **and RBI circular dated Feb 12, 2018**
- ✓ **SMA 2 outstanding exposures** (accounts > ₹50 Mn and as per RBI CRILC reporting) at **0.19% of Gross advances**
- ✓ **Commercial & Residential Real Estate exposure** at 6.4% of which Nil in SMA 2
- ✓ **HFCs at 3.4%** of which ~96% externally rated AA or better
- ✓ **NBFC at 3.0%** of which ~91% externally rated A or better
- ✓ **More than 90%** of the Top 20 individual borrower exposures are **Externally rated A or better**
- ✓ The Bank is yet to receive the FY18 Risk Based Supervision report from the RBI

Stable Capital Position supported by growth through Internal Accretion



✓ Total Capital Funds at ₹ 532.7 Bn, up 22% Y-o-Y

- Total CRAR at 17.4%*
- Tier I ratio of 12.0%*
- CET I ratio at 9.1%*

✓ Demonstrated ability to raise capital across cycles; reflecting excellent market appetite for YES Bank capital qualifying bonds

- Raised ₹30.42 Bn of Basel III Tier II Bonds in Q2FY19
- Raised ₹70.00 Bn through private placement of Basel III Tier II Bonds in two tranches
- Raised ₹54.15 Bn in last one year through issue of Basel III complaint AT I

* Including profits

Stable capital position to enable capturing Market Share



YES BANK PROFILE

YES Bank – Vision, Mission, Brand Ethos & Strategic Pillars



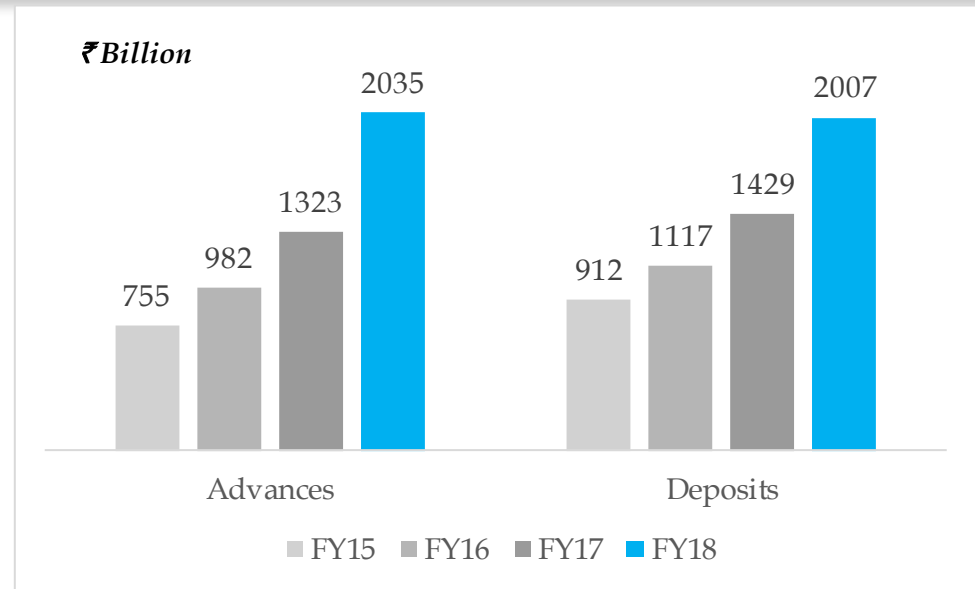
- ✓ **Vision:** *Building the Finest Quality Large Bank of the World in India*
- ✓ **Mission:** *To establish a high quality, customer centric, service driven, private Indian Bank catering to the 'Future Businesses of India'*
- ✓ **Brand Ethos:** *To be the Professionals' Bank of India*
- ✓ **Strategic Pillars**



Large Bank Growth Phase (FY16-20): Strong Growth with increasing Granularity

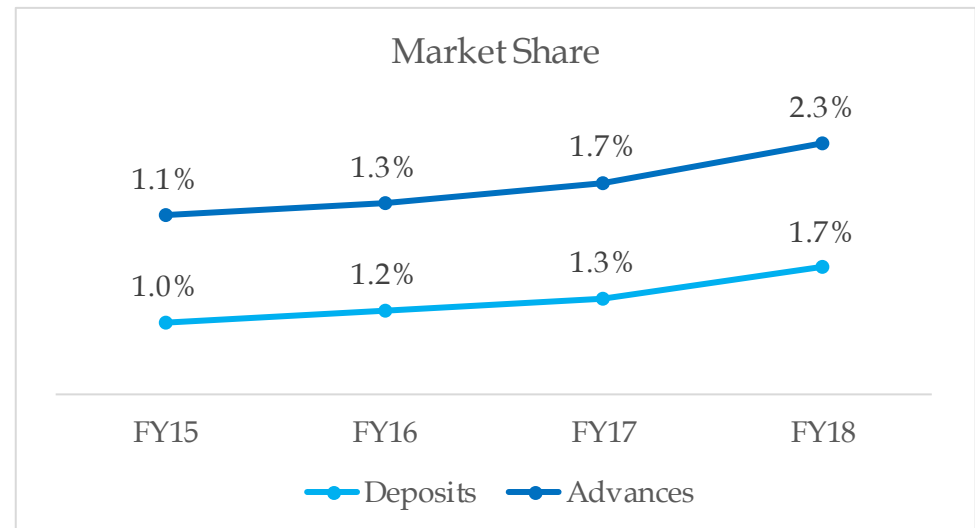


- ✓ **4th Largest[#] Private Sector Bank with Total Assets in excess of ₹ 3.7 Trillion**
- ✓ **One of the Fastest Growing Large Bank in India;**
 - **CAGR (FY15-18): Advances: 39%; Deposits: 30%**
- ✓ **Core Retail Advances grew by 122% CAGR (FY15-18); constitutes 15.2% of Total Advances (as on Dec'18)**
- ✓ **CASA growing at 51% CAGR (FY15-18); CASA Ratio of 33.3% of Total Deposits (as on Dec'18).**



YES Bank Advances CAGR (FY16-18) of 39% V/s Industry CAGR of 8% resulting in Increasing Market Share

- ✓ Well segmented growth including **lending to Higher Rated Customers** resulting in consistently Improving Rating Profile
- ✓ **Deposits Market Share increased by 70% in 3 years to 1.7% in FY18 (1.9% as on Sep 30, 2018)**
 - **Capturing Incremental Market Share at 6.9% in FY18**
- ✓ **Advances Market Share more than doubled in 3 years to 2.3% in FY18 (2.6% as on Sep 30, 2018)**
 - **Capturing Incremental Market Share at 9.2% in FY18**

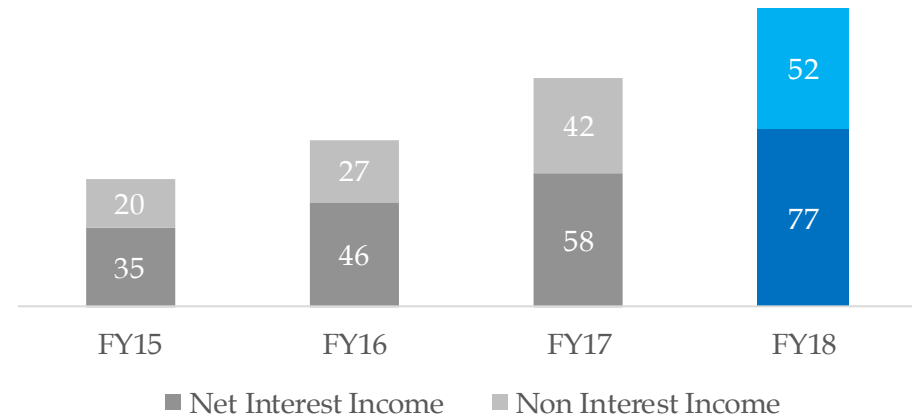


Large Bank Growth Phase (FY16-20): Sustained Profit Delivery with Best in Class Return Ratios

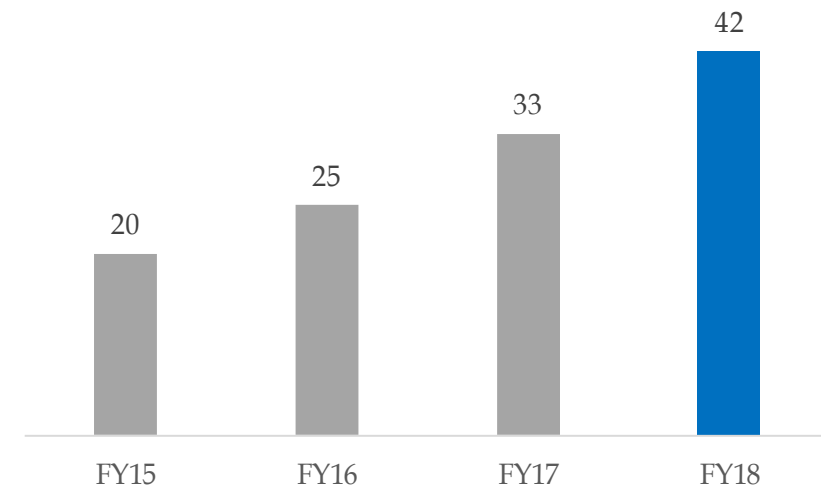


- ✓ **Amongst the most Profitable Banks**
- ✓ **One of the lowest C/I ratios in the Industry;**
 - 40.5% as on Dec'18 (post adjusting for provisions write back from investments)
- ✓ **CAGR (FY15-18):**
 - ✓ Net Interest Income: 30%
 - ✓ Non Interest Income: 37%
 - ✓ Net Profit: 28%

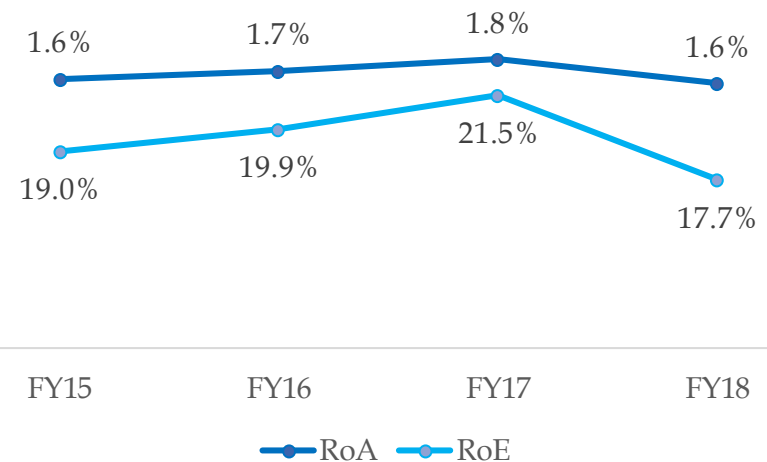
₹Billion **Steady Growth in Income Streams**



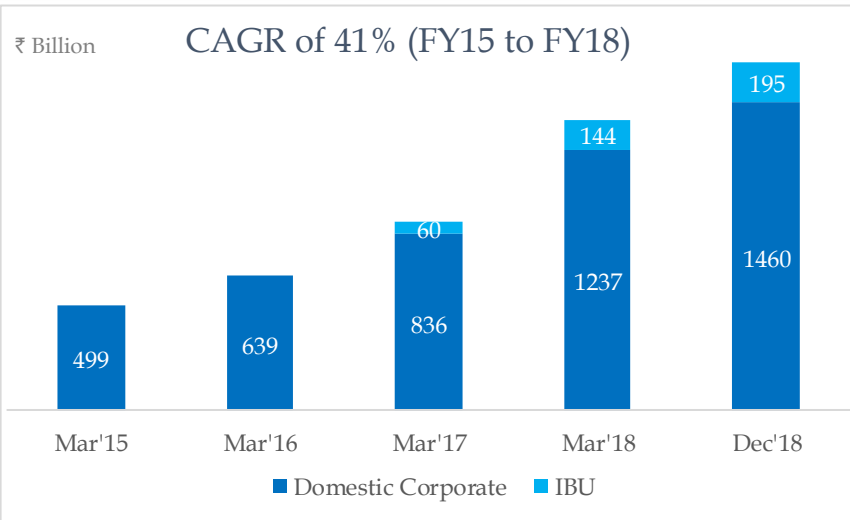
₹Billion **Consistent Profit Delivery**



Healthy Return Ratios



Seasoned Corporate Banker: Capturing market share with lending to Better Rated Corporates



Healthy Growth Delivery continued:

- ✓ Strong growth across all Corporate Segments including IBU book
- ✓ **Lending to better Rated Corporates** resulting in improving Risk profile: A & Above rated exposure > 75%
- ✓ **RWA/Total Assets improved to 81.9%** from 84.3% y-o-y indicating incremental lending at lower Risk Weights

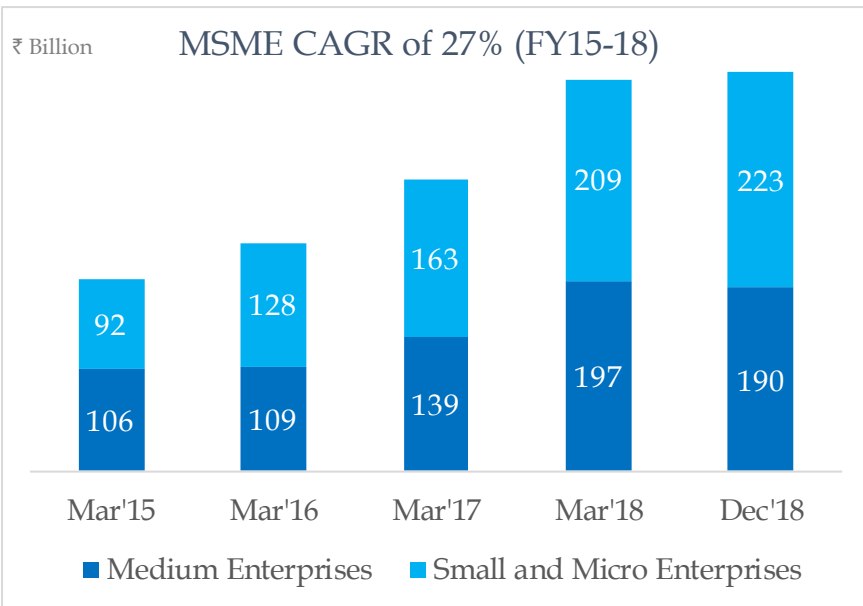
Opportunities

- ✓ Financing Seasoned Assets: Eg. NCLT
- ✓ Refinancing Opportunities
- ✓ New Economy Capex (*Part of Knowledge Banking Sectors*)

Inherent Enablers for Quality Corporate Growth

- **8 Focused Corporate Relationship Groups including IBU**– Expertise across Product & Relationships & Risk – Further supported by Complete Product Suite
- **Knowledge Banking** Driven Solutions through Sectoral Expertise
- **Size, Scale and Expertise:** Ability to underwrite large commitments basis increasing SBL/GBL limits coupled with Strong Syndication Capabilities
- **Technology & Services Leadership:** Superior Customer Experience driven by cutting Edge Technology such as API Bank/Blockchain driving
- **Favorable Competitive Dynamics**
- **Prudent Risk Management Practice:** CRM Based Origination reducing Adverse Selection Bias coupled with Superior Structuring Capabilities

MSME Financing: Banking MSME since Inception



Healthy Growth in MSME Advances with best in class Portfolio:

✓ 3 focused Relationship Groups:

- MEB (₹ 1,000- 5,000 Mn): CRM based acquisition through 250+ Sector Specialists Relationship Managers. *Avg. Ticket Size - ~₹120 Mn+*
- SEB (₹ 150-1,000 Mn): Sourcing through penetrating Supply chain of Anchor Corporate Relationships. *Avg. Ticket Size - ~₹25 Mn+*
- MIB (₹ 0-150 Mn): Small Ticket granular lending leveraging on branch distribution network. *Avg. Ticket Size - ~₹5 Mn+*

✓ Healthy Portfolio Quality:

- Mix of Manufactures, Traders and Vendors/Dealers of Marquee Anchor Corporates
- **Cash Flow based lending** with focus on obtaining preferential property of Promoter as collateral
- **Stringent Valuation Methodology** for Collaterals, including Valuation Report by dual Independent Agencies and an Internal Audit team to maintain range bound LTV

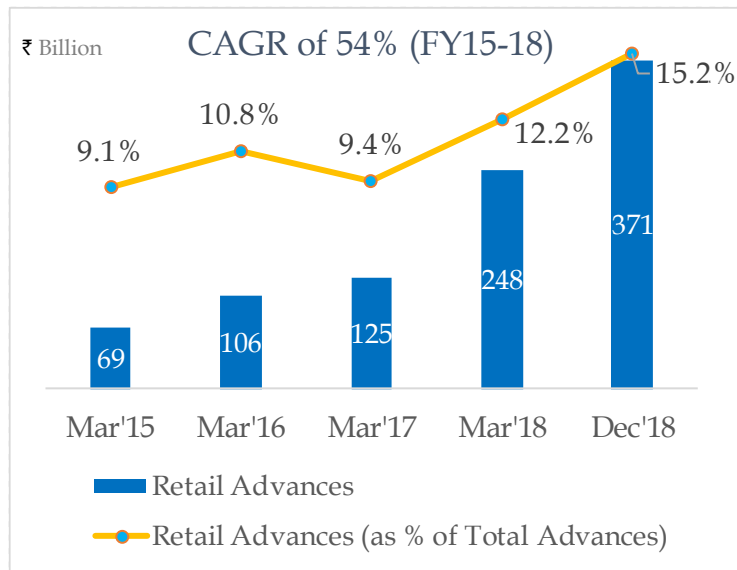
Road going Forward

Opportunity:

- ✓ Acceleration in 'New To Credit' Customers into Formal Credit Sector due GST and Demonetization
- ✓ Policy Support for MSMEs such as Tax Incentive

- Continued focus on **Sole Banking Relationships** (SEB & MIB) and Primary Banking Relationships (MEB)
- **Deepening entrenchment in MSME Ecosystem:** Focus on Cross Sell of Trade/CMS/Forex & Investment Banking products to create hooks
- **Technology & Services Differentiators:** Initiatives such as GST Invoice Financing (First Bank to Launch), API Banking etc to drive acquisition. Industry First SME App for customer self-servicing
- Using Analytics basis GST filling/ Cash Flows for automated continuous Portfolio Monitoring

Retail Assets: Rolling Momentum to drive growth



Strong Growth Momentum in Retail Assets:

- Retail Assets improved to 15.2% of Total Advances with a target to reach 1,250 branches by 2020
- Contributed 23% qoq incremental growth in Q3FY19
- Diversified book across all 13 Products
- Focus on building quality Customer Franchise through offering of entire gamut of product & services
- 1st Issuer in India on MasterCard most prestigious 'World Elite platform' through YES Private
- Fastest to achieve 400k Cards-in-force & ~ ₹ 7 Bn. of outstanding book with immaculate quality
- World Class Technology and Risk Management Systems to provided round the clock service - Vision Plus & Falcon (First Data)

Opportunities

- ✓ Limited Players offering entire gamut of Products across Assets, Liabilities & Wealth Ecosystem
- ✓ Evolving consumer landscape through quality service on the back of Digitization, & Technology

Key Enablers for Strong Momentum in Retail Assets

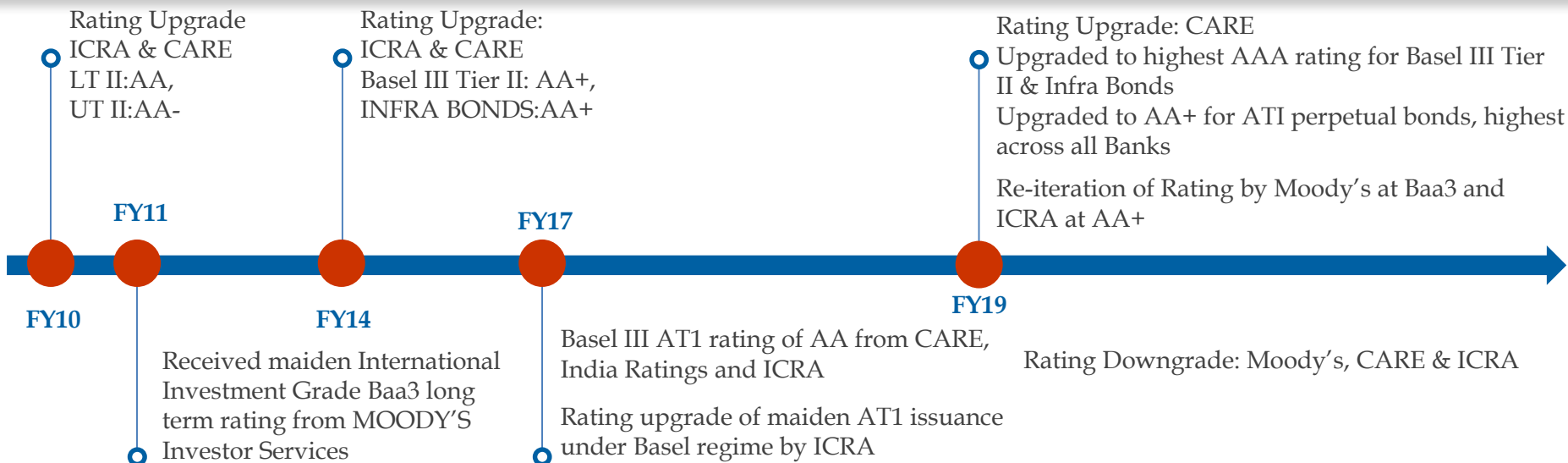
- Established credible Long term alternate for full scale Banking Offerings in Retail Assets in Indian Banking Industry
- **Experienced Leadership:** Having witnessed multiple Retail cycles
- **Relationship Based Sourcing:** Strong Industry Associations and Tie up with Manufacturers and Dealers as preferred Financiers
- Leveraging **Expansive Reach** through **1,100+ branches** further augmented by Digital channels
- **Harnessing Technology to improve efficiency & enhance experience:** 1st Bank to launch Bots for faster acquisition and 24x7 superior experience
- Quality Sourcing through Stringent Risk Controls. Further, Continuous monitoring through analytics

Building Relationships & Credibility as - Long Term Consistent Player

| | Acquisition Strategy | Underwriting | Portfolio Mix |
|-------------------|--|---|--|
| Commercial Retail | <ul style="list-style-type: none"> ✓ B2B2C Strategy – Alliances with Key Manufacturers to drive sales across the entire Value Chain ✓ Consistent seamless execution capabilities: establishing YES Bank as Key Player in Commercial Assets Business | <ul style="list-style-type: none"> ✓ Cash Flow based Credit Underwriting ✓ Business analytics for Early Warning Signals and bounce trends | <ul style="list-style-type: none"> ✓ Healthy Traction in CV & CE book given visible improvement in Infrastructure Sector ✓ Focus primarily on large fleet operators |
| Consumer Retail | <ul style="list-style-type: none"> ✓ Tie Ups with Manufacturers (Auto) & Builders (Affordable Housing) & Associations Eg: Partnering with FADA (<i>Federation of Automobile Dealers Associations</i>) to train 15K Auto Retailers ✓ Focus on Internal Customers & Corporate Salaried | <ul style="list-style-type: none"> ✓ Lending with strong risk mitigation controls ✓ Scorecard Based underwriting | <ul style="list-style-type: none"> ✓ ~70% of the Consumer Retail book is secured loans ✓ PL contributes ~10% of the total Retail book, where focus is on internal customers only |

Leveraging Alliances, Relationships & Technology for Enhanced Customer Acquisition

Debt Ratings Journey



| International Rating | Long-term | | | Outlook | Short-term |
|---------------------------|---------------|---------|-------------|---|------------|
| Moody's Investors Service | Ba1 | | | Negative | Not Prime |
| Domestic Rating | Long-term | | | Outlook | Short-term |
| | Basel III AT1 | Tier II | Infra Bonds | | |
| CARE | AA | AA+ | AA+ | Credit watch with developing implications | |
| ICRA | AA- | AA | AA | Rating watch with negative implications | A1+ |
| India Ratings | AA | AA+ | AA+ | Negative | |

Ratings reflect a sustainable growth oriented financial model with robust Risk Management Policies

Commitment from Leading Global Financial Institutions



USD 415 Mn for 12 yrs

To increase lending to MSME and Women owned business



USD 325 Mn for 9 yrs (avg)

Upper Tier II, Long Term Senior Loan, Green Bond issue & to lend to women-owned business



USD 200 Mn for 15 yrs

Financing agreement for Renewable Energy Projects in India



USD 84 Mn (granted in 2009, 2014 & 2017)

Long term Senior Loan by KfW Bankengruppe Development Financial Institution



USD 50 Mn for 7 yrs

Green infra Bonds- FMO's 1st investment in a Green Bond by a bank in India



USD 200 Mn for 7 yrs

Lending to Women SHGs & Small Farmers and Technical Assistance Grant for Capacity Building



USD 30 Mn for 8 yrs

Green Loan by Development Bank of Australia



EUR 13.25 Mn for 10 yrs

Upper Tier II loan by An AfD Group Development Financial Institution

Successful Long Term Loan Syndications

3 year Syndicated Loan of USD 400 Mio

Participation from 12 banks, July 2018



Maiden Samurai loan of JPY 16.5 Bln

Syndication led by MUFG

Participation from 8 banks, Sept 2017

3 year syndicated loan of USD 300 Mio led by



Participation from 8 banks

5 year loan from Taiwan : USD 250 Mio

Participation from 17 banks in Taiwan, Nov '17



5 year loan from Taiwan : USD 130 Mio

Participation from 10 Taiwanese banks, Sept '16

Progressively broader markets, higher number of participants with longer tenor and improved pricing

VISION: Be the Benchmark Financial Institution for Inclusivity and Sustainability

Environmental

- ✓ Committed to mobilizing USD 5 billion towards climate action by 2020 in December 2015
- ✓ Committed to mobilize USD 1 billion by 2023 towards solar projects, and USD 5 billion till 2030 in January 2018
- ✓ First Indian Bank to launch Green Bonds in 2015
- ✓ Private placement by IFC for Green Masala Bonds in 2015
- ✓ Issued Green Infra Bonds with FMO in 2016
- ✓ First Bank Globally to migrate to ISO 14001:2015; 744 locations certified
- ✓ First & only Indian Banking signatory to Natural Capital Finance Alliance (NCFA) & Chair of Steering Committee

Social

- ✓ Launched India's 1st Green Retail Liability Product in 2018, Green Future Deposits
- ✓ Sole arranger & subscriber to India's First Social Bond, with proceeds allocated to Affordable Housing
- ✓ Reached 2.1 million families at the bottom-of-the-pyramid through Inclusive & Social Banking
- ✓ Provided access to 40 million+ lives with safe & clean drinking water in 2017-18
- ✓ Provided OHS & Energy Efficiency training to 28, 454 workers, and helped 18,544 MSMEs eliminate an estimated 13, 500 tons of CO₂e in 2017-18

Governance

- ✓ First & only Indian Bank to be listed on DJSI Emerging Markets for 4 years consecutively (2015-2018)
- ✓ Selected in prestigious FTSE4Good Emerging Index for two consecutive years (2017,2018)
- ✓ Selected in MSCI ACWI ESG Leaders & SRI Indexes in 2017
- ✓ Included in Vigeo Eiris Best Emerging Markets Performers Ranking (2018)
- ✓ Only Indian Bank to be awarded 'Prime' Status by OEKOM Research Ag
- ✓ First Indian Banking Signatory to UNEP Finance Initiative
- ✓ First Indian Bank to launch Green Bond Impact Report
- ✓ First Indian Bank to Support Task Force on Climate Related Financial Disclosure

Progress Widely Recognized By Leading Agencies



Institutional Excellence

Global SME Finance Awards

Product Innovation of the Year Award
International Finance Corporation's (IFC's) Global SME Finance Awards 2018

The Asset Triple A Country Awards

Best New Bond India
The Asset Triple A Country Awards 2018



Global winner Payments Technology Project Awards
London, 2018

FORBES GLOBAL 2000

Ranked #1,013 Global 2000
Ranked #155 Growth Champions
Forbes Global 2000 World's Largest Public Companies
June 2018



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



Best Bank in India for SMEs
Asiamoney Country Awards Hong Kong, 2018



Technology, Innovation & Service

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



Best Trade Finance Bank in India - 2018, 2017, 2016, 2015
Best Financial Supply Chain, 2018, 2017
Best Corporate Payments Project in India, 2018, 2016
Best Corporate Trade Finance Deal in India, 2018, 2015
Best API Initiative, Application or Platform (Bank), 2018
Best Blockchain Initiative, Application or Programme, 2018
Best Productivity, Efficiency & Automation Initiative, Application or Programme, 2018
Asian Banker Transaction Banking Awards 2018
Beijing

Asian Banking & Finance Wholesale Banking Awards 2018

- SME Bank of the Year - India
- India Domestic Trade Finance Bank of the Year
Bali, 2018



APAC Leader in Digital Transformation
IDC Financial Insights Innovation Awards (FIIA)
Singapore 2018



Instant Payment Products (UPI+IMPS+BHIM+USSD)
National Payments Excellence Awards (NPCI) 2017

Sustainability & CSR Excellence

Dow Jones Sustainability Indices

First & only Indian bank to be selected for the fourth consecutive year
DJSI Emerging Markets Index
New York, 2018

Natural Capital Coalition

1st Indian Bank to join 'Natural Capital Coalition' - a global multi-stakeholder collaboration uniting global natural capital community

MSCI ESG

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



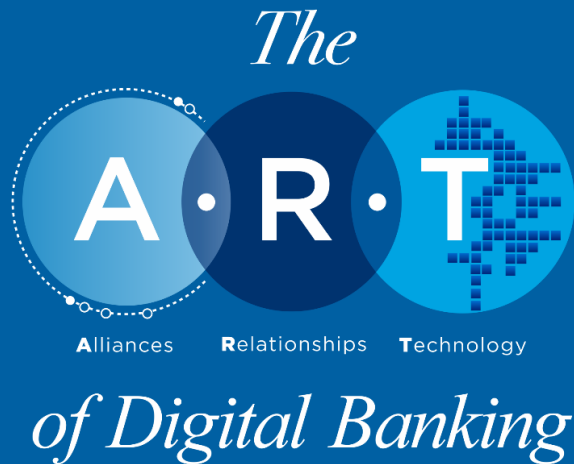
India's Best Bank For Corporate Social Responsibility
Asiamoney Excellence Awards Hong Kong - 2017



Best Innovation & Sustainable Financial Products & Services
Karlsruhe Sustainable Finance Awards, Germany, 2017



DIGITAL BANKING



- Customer Service
- Increase Operational Efficiency
- Be omnipresent
- Deepen Existing Relationships
- Identify new customers
- Explore new business lines
- Innovate with Frugal Technology
- Experiment with Future Technology

A.R.T makes the bank SMART by giving bank the agility to ally with like minded technological partners

IMPS

1st rank (as a Remitter Bank) in
peer banking group by NPCI
72% YoY increase in
transaction vol.

UPI

Highest market share of **30% in**
UPI Merchant payments as
evaluated by NPCI
100 Mn+ UPI ID

NEFT & RTGS

Market share of 2.92% by vol.
& 2.38% by val. has been
consistently higher than peers
(as on Nov. 2018).

AePS

One of the leading Acquirer
Bank
45 Mn.+ transactions in
Q3FY19

Consistently ranked 1st by Market share in UPI Merchant payment space by NPCI in CY2018



- **1st Indian bank** to offer API Banking suite for CMS and Supply Chain Finance service
- **Winner across 4 award categories** including 'Best Blockchain Initiative Application or Platform' & 'Best API Initiative, Application or Platform (Bank) for API Receivables and Payment Solution for Sub-Member Banks' at the Asian Banker Transaction Banking Awards 2018



- **India's first app** to offer single platform for multiple banking needs across Asset, Trade and Liabilities
- **Industry first features:**
 - ✓ Bulk Payment on Mobile App
 - ✓ Dedicated Salary management module
 - ✓ Digital submission of Stock Statement / Insurance
- **One in every 3 app registration** has resulted in **successful disbursement**



- **Industry first initiative** to apply for a credit facility anytime, anywhere
- **MSME can avail OD (over draft) up to ₹ 1 crore** based on uploading GST returns and commercial/residential property papers
- **No Physical documentation,**
- **In-principle offer within 24 Hours**



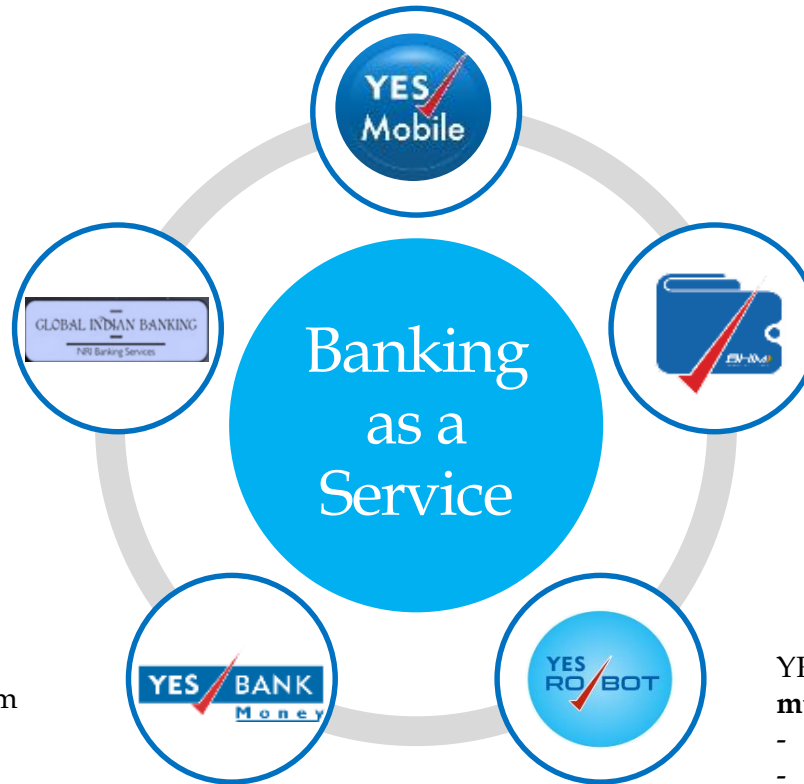
- **1st Bank to offer paperless import & export online**
- **800+ Corporates** on the trade on net platform.
- Transaction volume on **SMART TRADE** platform has **increased by over 2.5x YoY**
- Adjudged '**Best Trade Finance Bank in India**' at the Asian Banker Transaction Banking Awards 2018

Mobile app registrations have increased **~1.75x YoY**
Transactions increased ~1.75x by vol. and ~2.3x by val. YoY

Financial trx. volume crossed ~35 lakh in Q3FY19

1 in 3 NRI customers
sourced **digitally**

First & one of the largest
domestic remittance platform
*Over 2.75 lakh BC agents
employed*



First chatbot enabled wallet
BHIM YES PAY app is
powered with India Stack
API's and NPCI products,
enabling services like BBPS,
Bharat QR, RuPay card, IMPS,
UPI and Aadhaar KYC
*Transaction volume increased
over 30% QoQ*

**YES ROBOT leads the way with
multiple industry first offerings**

- Instant opening of FD/RD
 - Credit Card Management Services
 - Supports over 65 retail liabilities and asset products
- Over 10 lakh interactions processed in Q3FY19*



LEADERSHIP TEAM

Distinguished Board



Mr. Brahm Dutt

Non Executive Part-Time Chairman

Former Secretary, Ministry of Road Transport and Highways, GOI



Lt Gen (Dr.) Mukesh Sabharwal (Retd.)

Independent Director

Former Lt General in Indian Army



Dr. Pratima Sheorey

Independent Director

Director of Symbiosis Centre for Management and Human Resource Development (SCMHRD)



Mr. Ajai Kumar

Non - Executive Non- Independent Director

Ex-CMD of Corporation Bank and a veteran Banker



Mr. Subhash Kalia

Non – Executive Non- Independent Director

Former Executive Director of Union Bank of India and Vijaya Bank



Mr. Uttam Prakash Agarwal

Additional (Independent) Director

Ex-President of ICAI 30 years of experience in taxation, finance and restructuring



Mr. T.S Vijayan

Additional (Independent) Director

Former IRDAI Chief



Mr. Maheswar Sahu

Additional (Independent) Director

Former Additional Chief Secretary, Govt. of Gujarat



Mr. Anil Jaggia

Additional (Independent) Director

Former Chief Information Officer (CIO) HDFC Bank

- ✓ 10 eminent personalities 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, Corporate Social Responsibility Committee, Audit Committee and Nomination & Remuneration Committee
- ✓ Best Corporate Governance and Transparency
- ✓ Majority of Board constituted by Independent Directors



Mr. Rana Kapoor

MD & CEO

Promoter/ Professional Entrepreneur/ Banker (37+ Years)

Pedigree Board ensuring transparency and highest standards of Corporate Governance

Making YES BANK a Great Place to Work



- ✓ 'First and only Bank to partner with "Kaizala Full Digital ONLY - Customer & Colleagues self-service channel", powered by Microsoft.
- Leadership Training Initiatives by YES School of Banking**

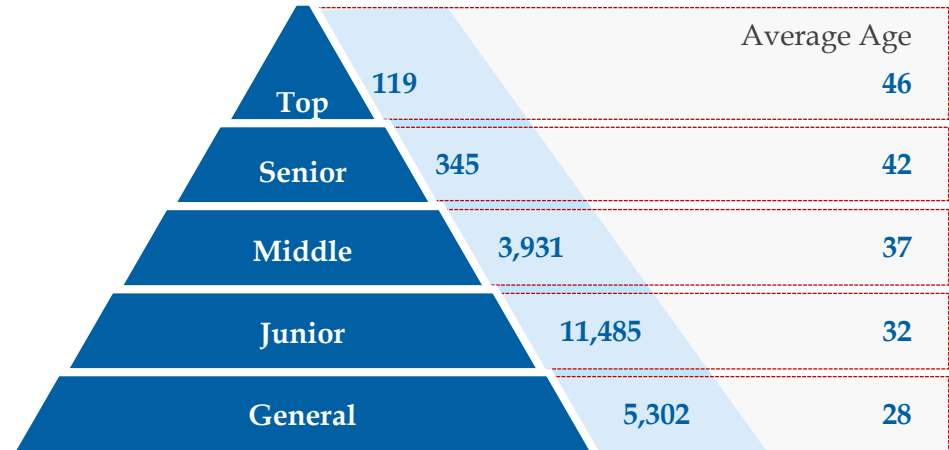


University & Schools Relationship Management 'Preferred Employer of Choice'



- ✓ YES League of Excellence – an online Recognition, Appreciation & Engagement platform
- ✓ Structured engagement with over **2000 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, 2018 and as per revised segmentation

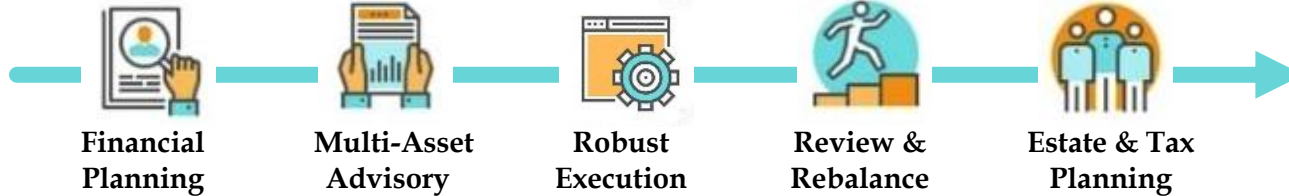
- ✓ Total Headcount of **21,182**
- ✓ Average Age – **32 years**
- ✓ Average vintage in YES BANK: 8.3 yrs for Top Management & 6.4 years for Sr. Management
- ✓ **Wealth creation** through ESOPs
- ✓ Talent acquisition from Peer Private Sector & MNC Banks
- ✓ Building a 'Leadership Supply Chain'
- ✓ Ranked no 2. in Dream Companies to Work For by Times Ascent
- ✓ Golden Peacock National Training Award' 2018



YES BANK'S SUBSIDIARIES

- ✓ Incorporated in March 2013 as a wholly-owned subsidiary of YES Bank Limited
- ✓ Member Broker (NSE & BSE)
- ✓ Category 1 – Merchant Banker
- ✓ Investment Advisor
- ✓ Research Analyst
- ✓ AMFI-registered Distributor
- ✓ Commodities Broker (*in process*)

Wealth Broking & Investment Advisory



- ✓ Wealth Focused Proposition with end-to-end advisory and execution capabilities
- ✓ Digital-first Investor Experience across investment platforms

Investment & Merchant Banking

- ✓ Highly-experienced team has successfully completed 200+ deals in the last 10 years
- ✓ Dedicated “Sustainable Investment Banking” team focused on renewables, waste management, education
- ✓ 2018 Global Finance – Best Investment Bank in the Country (India)
- ✓ Top 10 – PRIME Database ECM India league tables for FY2018 (Ranked 6th by Deal Count and 7th by Deal Value of Public Equity Issuances)

Operating Model

Lean Operating Model with Simple Mix of Schemes and optimizing of the Distribution network

Outsourced/ Right Source Model: To partner with Industry Best service providers: Operations, Data-Centre services are outsourced

Digital First Approach for superior Customer Service for both Investors and Distributors

Building a Robust Framework with Best in Industry Processes and Partners

Customer Segments and Funds Category

Customer Segment

Solution

Institutional



Liquid and Treasury Management

Retail



Debt /Equity, SIP/ETF

HNI



Debt/ Equity/Structured Product

Scheme Categories

Liquid/ Ultra Short Term

Short Term Debt

Long Term Debt

Equity and ETF's

Key Highlights

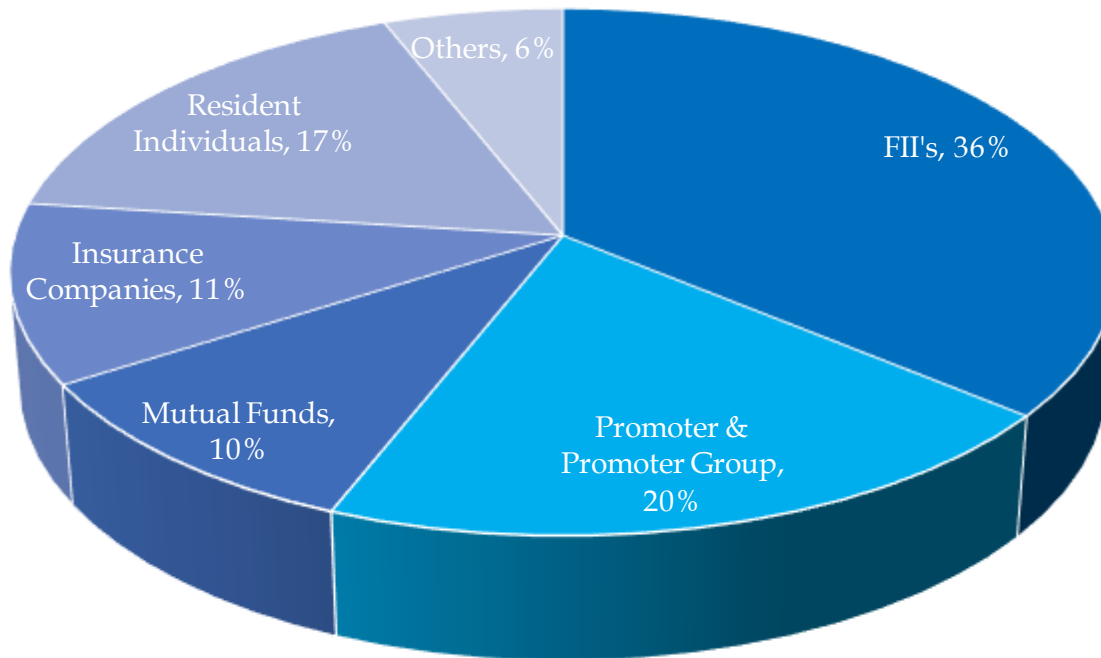
- Received SEBI Approval to Launch 2 Funds- YES Liquid Fund & YES Ultra Short Term Fund
- Successfully closed the 1st NFO, Yes Liquid Fund, with participation from over 100 cities from both Corporate and Retail Investors
- Active in over 200 Locations in India via key alliances and available on Digital platform

YES Asset Management will build on its Key Pillars to provide an Investor driven culture to all its stakeholders



ANNEXURES

Shareholding Pattern as on December 31, 2018



- ✓ Well Diversified holding with healthy mix of Marquee FIIs & DIIs such as
 - LIC
 - Reliance MF
 - Kotak MF
 - Templeton MF
 - SBI MF
 - UTI MF
 - T. Rowe Price
 - Vanguard
 - Vontobel
 - Jasmine Capital
 - Govt. Pension Fund
 - Ward Ferry
- ✓ Constituent of Nifty 50, Sensex 30, MSCI EM, MSCI India indices
- ✓ Leadership in ESG - Only **Indian Bank** to be included in MSCI ESG, DJSI, FTSE4Good Emerging Indices and awarded 'Prime Status' by OEKOM

| Profit & Loss | | | | | |
|----------------------------|---------------|---------------|---------------------|---------------|---------------------|
| ₹ Million | Q3FY19 | Q3FY18 | Growth % (y-o-y) | Q2FY19 | Growth % (q-o-q) |
| Net Interest Income | 26,664 | 18,888 | 41.2% | 24,176 | 10.3% |
| Non Interest Income | 8,909 | 14,223 | -37.4% | 14,735 | -39.5% |
| Total Net Income | 35,573 | 33,111 | 7.4% | 38,910 | -8.6% |
| Operating Expense | 15,669 | 13,093 | 19.7% | 15,246 | 2.8% |
| Operating Profit | 19,904 | 20,018 | -0.6% | 23,664 | -15.9% |
| Provisions & Contingencies | 5,502 | 4,213 | 30.6% | 9,400 | -41.5% |
| Profit After Tax | 10,018 | 10,769 | -7.0% | 9,647 | 3.9% |

| Balance Sheet | | | | | |
|----------------------|------------------|------------------|-----------------|------------------|-----------------|
| ₹ Million | 31-Dec-18 | 31-Dec-17 | Growth Y-o-Y | 30-Sep-18 | Growth Q-o-Q |
| Assets | 3,739,812 | 2,654,320 | 40.9% | 3,716,472 | 0.6% |
| Advances | 2,438,852 | 1,715,149 | 42.2% | 2,396,275 | 1.8% |
| Investments | 830,178 | 654,187 | 26.9% | 903,202 | -8.1% |
| Liabilities | 3,739,812 | 2,654,320 | 40.9% | 3,716,472 | 0.6% |
| Shareholders' Funds | 284,027 | 245,543 | 15.7% | 273,310 | 3.9% |
| Total Capital Funds* | 532,730 | 435,963 | 22.2% | 512,923 | 3.9% |
| Borrowings | 1,076,913 | 563,016 | 91.3% | 1,016,595 | 5.9% |
| Deposits | 2,227,584 | 1,717,314 | 29.7% | 2,228,379 | 0.0% |
| CASA | 741,167 | 652,890 | 13.5% | 752,791 | -1.5% |

* Including profits



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Thank you