

YBL/CS/2024-25/164

January 25, 2025

National Stock Exchange of India Limited

Exchange Plaza,
Plot no. C/1, G Block,
Bandra - Kurla Complex
Bandra (E), Mumbai - 400 051
NSE Symbol: YESBANK

BSE Limited

Corporate Relations Department
P.J. Towers, Dalal Street
Mumbai - 400 001
BSE Scrip Code: 532648

Dear Sir / Madam,

Sub.: Press Release and Investor Presentation on the Financial Results for the Quarter (Q3) ended on December 31, 2024

Ref.: Reg. 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("Listing Regulations")

This is further to the Outcome of Board Meeting held on January 25, 2025, wherein the Bank had disclosed the Un-Audited Standalone and Consolidated Financial Results of the Bank for the Quarter (Q3) and Nine month ended on December 31, 2024, along with the Limited Review Report of the Joint Statutory Auditors of YES Bank Limited ("**the Bank**").

A Press Release and Investor Presentation on the Financial Results for the Quarter (Q3) ended on December 31, 2024, is also enclosed herewith for appropriate dissemination.

The weblink of BSE Limited and National Stock Exchange of India Limited providing the above information is being hosted on the Bank's website www.yesbank.in pursuant to Listing Regulations, as amended.

You are requested to take the same on record and acknowledge the receipt.

Thanking you,

Yours faithfully,

For **YES BANK LIMITED**

Shivanand R. Shettigar
Company Secretary

Encl: Press Release and Investor Presentation



January 25, 2025

YES BANK ANNOUNCES FINANCIAL RESULTS FOR THE QUARTER ENDED DECEMBER 31, 2024

Key Highlights

- **Net Profit for Q3FY25 at INR 612 Crs at 2.6x of Q3FY24 Net Profits and up 10.7% Q-o-Q**
 - **Operating Profit at INR 1,079 Crs up 24.9% Y-o-Y and 10.6% Q-o-Q**
 - **NII at INR 2,224 Crs for Q3FY25 up 10.2% Y-o-Y; NIMs at 2.4% flat Y-o-Y and Q-o-Q**
 - **Non-Interest Income for Q3FY25 at INR 1,512 Crs up 26.6% Y-o-Y and 7.5% Q-o-Q**
 - **Operating Expenses grew 13.2% Y-o-Y and only 0.9% Q-o-Q**
 - **Cost-to-Income Ratio sequentially lower for second consecutive quarter at 71.1% v/s. 73.1% (Q3FY24) and 73.0% (Q2FY25)**
 - **RoA for Q3FY25 at 0.6% v/s. 0.2% in Q3FY24 & 0.5% in Q2FY25**
- **Balance Sheet momentum sustains with effective execution in line with strategic objectives**
 - Sustained momentum in **Deposit accretion** with focus on **CASA Ratio expansion** and **Retail & Branch Banking** led Deposits
 - **Average** Deposit balances up **15.7% Y-o-Y** and **2.3% Q-o-Q**
 - **Retail & Branch Banking** led Deposits growth at **21.8% Y-o-Y** and **5.3% Q-o-Q**
 - **CASA Ratio** at **33.1%** up **340 bps Y-o-Y** and **110 bps Q-o-Q**
 - **CA growth** at **21.1% Y-o-Y**, with **avg. CA Balances** growing **22.1% Y-o-Y**
 - **SA growth** at **33.3% Y-o-Y & 9.2% Q-o-Q**, with **avg. SA growth** at **32.1% Y-o-Y & 9.0% Q-o-Q**
 - **Net Advances** Growth at **12.6% Y-o-Y** aided by
 - **Sustained growth momentum** in **SME** (up **26.7% Y-o-Y**),
 - **Mid Corporate** Advances up **26.7% Y-o-Y**, and
 - **Corporate Advances** up **26.8% Y-o-Y** and **7.5% Q-o-Q**
 - **Retail Advances** growth flattish Q-o-Q, in line with **strategy to improve profitability**
 - **NIL PSL shortfall for Q3FY25** across **overall** requirement and **sub-categories**
 - **Reduction** in balances of **mandated deposits** in lieu of **PSL Shortfalls** from **10.4%** of Assets as of Q2FY25 to **8.5%** as of Q3FY25- **in line** with earlier **guidance**
- **Sustained improvement in Asset Quality metrics: GNPA ratio lower Y-o-Y, PCR at 71.2%**
 - **(NNPA + net carrying value of SRs)** as % of Net Advances **significantly lower** on Y-o-Y & Q-o-Q basis at **0.6%** in Q3FY25 v/s. 1.7% in Q3FY24 and 0.9% in Q2FY25
 - **Resolution momentum** sustains with recoveries and resolutions at **INR 1,843 Crs¹** in Q3FY25, **cumulative** recoveries and resolutions in **9MFY25 at INR 4,443 Crs**
 - **Fresh Slippages** for Q3FY25 in **Retail Segment flat** on **Q-o-Q** basis

¹ Including recoveries from Security Receipts of INR 1,189 Crs in Q3FY25

Commenting on the results and financial performance, **Mr. Prashant Kumar, Managing Director & CEO, YES BANK** said, "Q3FY25 is the fifth quarter in a row where the Bank has demonstrated sustained sequential expansion in profitability. The RoA of the Bank has also expanded to 0.6% from 0.5%, reported over the last 3 quarters. It is quite encouraging that we have also started seeing expansion in our Operating Profitability.

Two distinct trends which I think are important to highlight in terms of trajectory of the Bank's profitability going forward are, 1) reduction in balances of deposits placed in lieu of PSL shortfalls to 8.5% of Assets this quarter, from 10.4% of Assets in Q2FY25, and 2) fresh slippages in Retail Segment remaining flat on Q-o-Q basis. Both of these are in line with our earlier guidance, and while one of the factors is likely to aid expansion in Net Interest Margins and Operating Profits, the other may likely result in reduction of gross credit costs.

Other key vectors of the Bank continue to post encouraging trends in line with our strategic objectives. The Deposits momentum sustained with around 15% Y-o-Y growth, wherein the Avg. Balances recorded a higher 15.7% Y-o-Y and 2.3% Q-o-Q growth. Outperformance to Industry continued on CASA acquisition, with CA and SA deposits growing 21.1% Y-o-Y and 33.3% Y-o-Y respectively and the Avg. balances recording a similar growth. On the Advances front, SME and Mid Corporate segments maintained 25%+ Y-o-Y growth trajectory, while strategic reorientation continued in the Retail segment, aimed at profitability improvement. Q3FY25 was another strong quarter of Fee Income performance, aided by the granular and transactional fee streams. Asset Quality also further improved with (NNPA + Net Carrying Value of SRs) now at 0.6%."



Financial Highlights

Profit and Loss

- **NII** at **INR 2,224 Crs** for Q3FY25 up **10.2%** Y-o-Y
- **NIMs** at **2.4%** flat on both **Y-o-Y** and **Q-o-Q** basis
- **Non-Interest Income** for Q3FY25 at **INR 1,512 Crs.** up **26.6%** Y-o-Y and **7.5%** Q-o-Q.
- **Operating Costs** at **INR 2,657 Crs** up **13.2%** Y-o-Y and **only 0.9%** Q-o-Q.
 - **PSLC costs** incurred during the quarter aggregated to **INR 86 Crs** v/s. **INR 71 Crs** in Q3FY24. Excluding **PSLC** cost, Opex for Q3FY25 grew **12.9% Y-o-Y** & **0.6% Q-o-Q**
- **Operating Profit** for Q3FY25 at **INR 1,079 Crs**, up **24.9% Y-o-Y** and **10.6% Q-o-Q**
- **Cost-to-Income** Ratio **sequentially lower** for **second consecutive** quarter at **71.1%** v/s. **73.1%** (Q3FY24) and **73.0%** (Q2FY25)
- Q3FY25 **Provision Cost** (non-tax) at **INR 259 Crs** down **53.4% Y-o-Y** and **12.9% Q-o-Q**
- **Net Profit** for Q3FY25 at **INR 612 Crs** up **164.5% Y-o-Y** & **10.7% Q-o-Q**
- **RoA** for Q3FY25 at **0.6%** v/s. **0.2%** in Q3FY24 & **0.5%** in Q2FY25

Balance Sheet

- **Net Advances** at **INR 2,44,834 Crs**, registered growth of **12.6%** Y-o-Y and **4.1%** Q-o-Q
 - **Diversified** loan book – **Retail & SME: Mid Corp.: Corp. mix** at **58:16:26** vs. **63:14:23** last year and **59:16:25** last quarter
 - **Sustained** growth momentum in **SME** Advances (up **26.7%** Y-o-Y),
 - **Mid Corporate** Advances up **26.7%** Y-o-Y, and
 - **Corporate** Advances up **26.8%** Y-o-Y and **7.5%** Q-o-Q
 - **Retail** Advances growth **flattish** Q-o-Q, in line with strategy to improve **profitability**
 - **Fresh Disbursements** at **INR 25,256 Crs** in **Q3FY25**
- **Total Balance Sheet** grew **8.7%** Y-o-Y
- **CD Ratio** at **88.3%** vs. **89.9%** in Q3FY24 and **84.8%** in Q2FY25
- **Total Deposits** at **INR 2,77,224 Crs**, up **14.6%** Y-o-Y
 - **Avg. Deposit Balances** up **15.7%** Y-o-Y and **2.3%** Q-o-Q
 - **Retail & Branch Banking** led Deposits growth at **21.8%** Y-o-Y and **5.3%** Q-o-Q
 - **CASA** ratio at **33.1%** vs. **29.7%** in Q3FY24 and **32.0%** Q-o-Q
 - **Current Account** balances grew **21.1%** Y-o-Y, with **avg. CA** growth at **22.1%** Y-o-Y
 - **Savings Account** balances growth at **33.3%** Y-o-Y and **9.2%** Q-o-Q. **Avg. SA** Balances growth at **32.1%** Y-o-Y and **9.0%** Q-o-Q
 - **Retail CASA** Accounts opened: **~3.14 lakhs** in Q3FY25
- **Average Quarterly LCR** (*on consolidated basis*) during the quarter remains healthy at **133.2%**
- **CET 1 ratio** at **13.3%**: **Total CRAR** at **15.9%**.
 - **RWA to Total Assets** at **72.3%** vs. **71.2%** in Q3FY24 and **70.7%** in Q2FY25



Asset Quality

- **(NNPA + net carrying value of SR)** as % of Advances **significantly lower** on Y-o-Y and Q-o-Q basis at **0.6%** in Q3FY25 v/s. 1.7% in Q3FY24 and 0.9% in Q2FY25; **Non Tax Provisions** at **0.2%** of Average Assets for Q3FY25 (*on annualized basis*)
 - **GNPA** ratio **lower** on **Y-o-Y** and flattish on Q-o-Q basis at **1.6%** v/s. 2.0% in Q3FY24 and 1.6% in Q2FY25
 - **NNPA ratio** at **0.5%** v/s. **0.9%** in Q3FY24 and flat in comparison to **0.5%** in Q2FY25
 - **NPA Provision Coverage Ratio (PCR)** at **71.2%** v/s. 56.6% in Q3FY24 and 70.0% in Q2FY25; Including Technical Write-offs, PCR at **82.4%** v/s. 71.9% in Q3FY24 and 81.5% in Q2FY25
- **Gross Slippages** for **Q3FY25** at **INR 1,348 Crs** v/s. INR 1,233 Crs in Q3FY24 and INR 1,314 Crs in Q2FY25
- **Retail Segment Fresh Slippages** for Q3FY25 at **INR 1,174 Crs** v/s. INR 1,179 Crs in Q2FY25
- **Overdue book of 31-90 days** at **INR 3,980 Crs** from **INR 4,379 Crs** in Q3FY24 and **INR 3,762 Crs** in Q2FY25
 - 31-60 days book at INR 1,864 Crs v/s. INR 1,896 Crs last quarter
 - 61-90 days book at INR 2,116 Crs v/s. INR 1,866 Crs last quarter
 - Rise in **61-90 days Overdue** balances in **Retail Segment**, largely driven by **Rural Portfolio**
- **Standard Restructured** accounts amounted to **INR 1,928 Crs (0.8% of Advances)** down from INR 3,958 Crs (1.8% of Advances) in Q3FY24 and INR 2,125 Crs (0.9% of Advances) in Q2FY25.

Other Highlights/ Achievements

- Launched **YES Business** powered by 'IRIS Biz by YES BANK' to empower **MSMEs** and **Businesses**: A **new age Business Banking app**, with **100+ features**, that provides a wide range of **integrated** solutions to both simplify and strengthen business operations
- **RBI** approved the **appointment** of Mr. **Manish Jain** as **Executive Director (ED)** of the Bank, effective December 11, 2024, further **strengthening** the Bank's governance and **leadership** team
- Certified as '**Great Place to Work®**' by Great Place to Work®, India, for the **third consecutive year**
- Launched '**YES PowherUp**' in partnership with **FICCI FLO**– a **specialised MSME** programme designed to **empower Women Entrepreneurs** in **scaling** their businesses

YES BANK's Analyst conference call, scheduled on January 25, 2025 at 3:00 PM IST, can be heard at following link: <https://www.yesbank.in/about-us/investor-relations/financial-information/financial-results>

ABOUT YES BANK

YES BANK, a full-service commercial bank headquartered in Mumbai, offers a wide array of products, services, and digital solutions, catering to Retail, MSME, and Corporate clients. The Bank operates its Brokerage business through YES SECURITIES, a wholly-owned subsidiary of the Bank. The Bank has a pan-India presence including an International Banking Unit (IBU) at GIFT City, and a Representative Office in Abu Dhabi.

For more information, please visit the Bank's website at <https://www.yesbank.in/>

For further information, please contact:

YES BANK

Neha Chandwani

Lead Corporate Communication



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Financial Highlights from Q3FY25

Profit & Loss Statement Highlights					
(INR Crs)	Q3FY25	Q2FY25	Growth %	Q3FY24	Growth %
Net Interest Income	2,224	2,200	1.0%	2,017	10.2%
Non-Interest Income	1,512	1,407	7.5%	1,195	26.6%
Total Net Income	3,736	3,607	3.6%	3,211	16.3%
Operating Profit/(Loss)	1,079	975	10.6%	864	24.9%
Provisions	259	297	-12.9%	555	-53.4%
Net Profit / (Loss)	612	553	10.7%	231	164.5%
Basic EPS (INR)	0.20	0.18	10.7%	0.08	142.7%
Key P & L Ratios					
	Q3FY25	Q2FY25		Q3FY24	
Return on Assets ¹	0.6%	0.5%		0.2%	
Return on Equity ¹	5.2%	4.9%		2.2%	
Net Interest Margin	2.4%	2.4%		2.4%	
Cost to Income	71.1%	73.0%		73.1%	
Non-interest Income to Total income	40.5%	39.0%		38.6%	

Balance Sheet Highlights					
(INR Crs)	31-Dec-24	30-Sep-24	Q-o-Q %	31-Dec-23	Y-o-Y %
Advances	244,834	235,117	4.1%	217,523	12.6%
Deposits	277,224	277,214	0.0%	241,831	14.6%
Shareholder's Funds	46,941	46,407	1.2%	41,684	12.6%
Total Capital Funds	47,577	47,667	-0.2%	44,269	7.5%
Total Assets	413,607	418,092	-1.1%	380,391	8.7%
Key Balance Sheet Ratios					
CRAR ²	15.9%	16.1%		16.3%	
CET I ²	13.3%	13.2%		12.6%	
Book Value per share (INR)	15.0	14.8		14.5	
Gross NPA (%)	1.6%	1.6%		2.0%	
Net NPA (%)	0.5%	0.5%		0.9%	
NPA PCR ³	82.4%	81.5%		71.9%	
Std. Restructured Advances (Gross) ⁴	1,928	2,125		3,958	
Security Receipts (Net)	233	843		1,714	
CASA Ratio	33.1%	32.0%		29.7%	
Average LCR	133.2%	132.0%		118.4%	

¹ Annualized

² Includes Profits

³ Incl. Technical W/Os

⁴ Already implemented as of respective date (across various categories including Covid related)

INVESTOR PRESENTATION

Q3FY25 Financial Results

January 25, 2025



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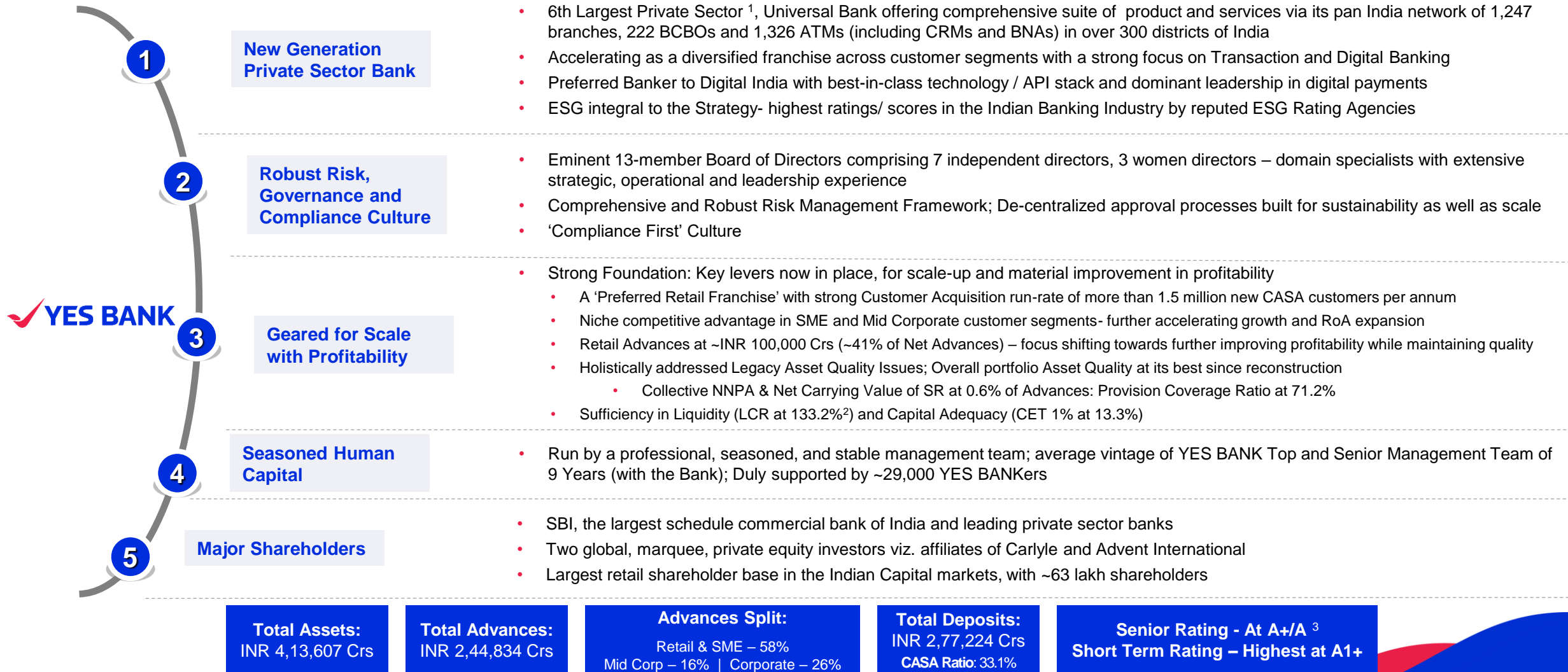
Overview

Financial Results- Q3FY25

YES BANK Franchise



New Generation, Professionally Run Private Sector Bank with a Scalable Platform

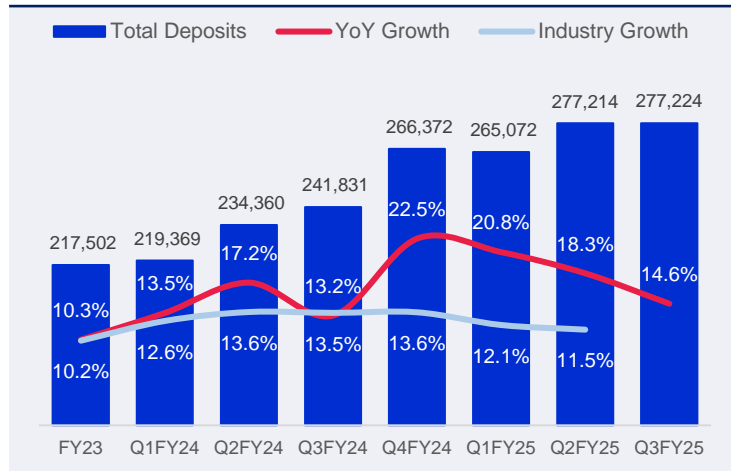


¹ By Total Assets as on September 30, 2024; ² Average for the quarter- Q3FY25; ³ A+ by CRISIL & CARE, A by India Ratings & ICRA; Short Term Ratings by CRISIL & CARE

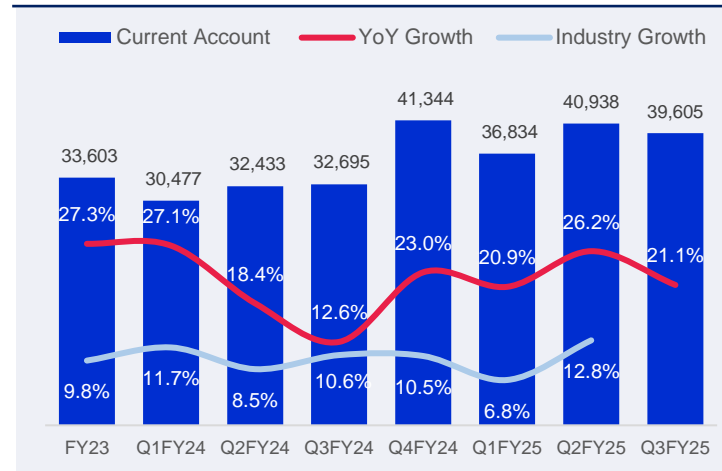
Deposits Metrics consistently outperforming Industry

All figures in INR Crs

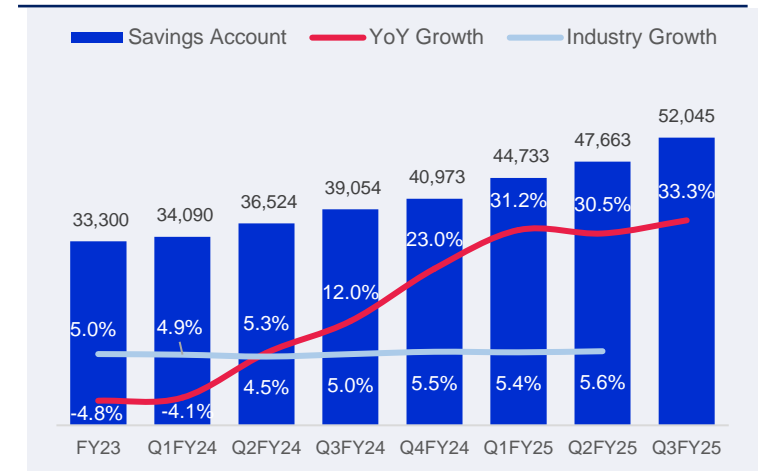
Deposits traction : consistent outperformance to Industry



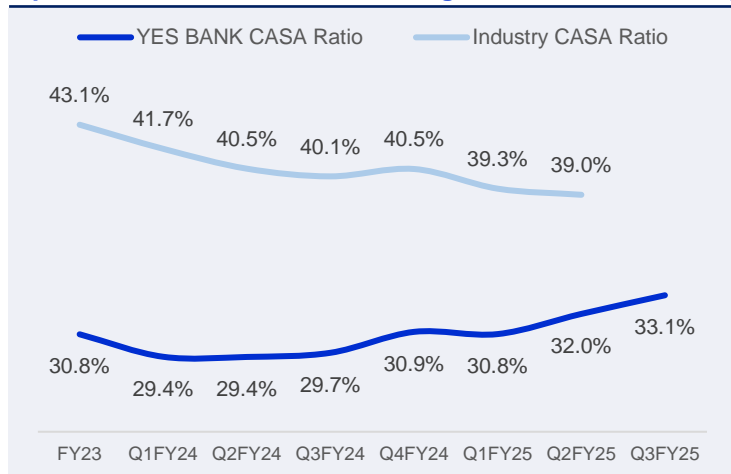
Outperformance even more significant in CA Deposits



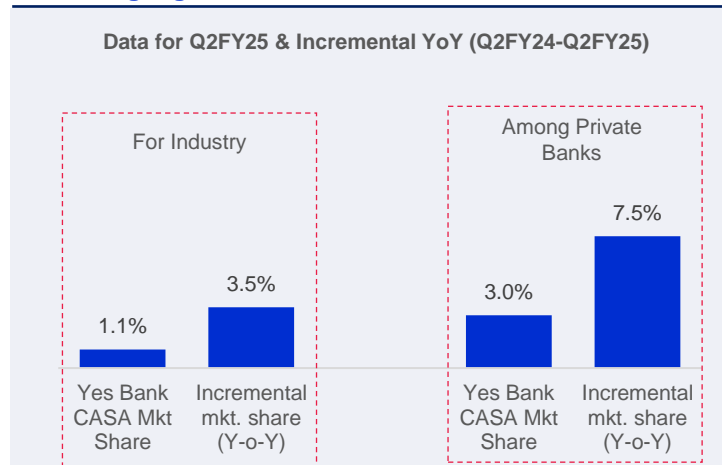
Strong pickup in SA post strategic de-bulking till H1FY24



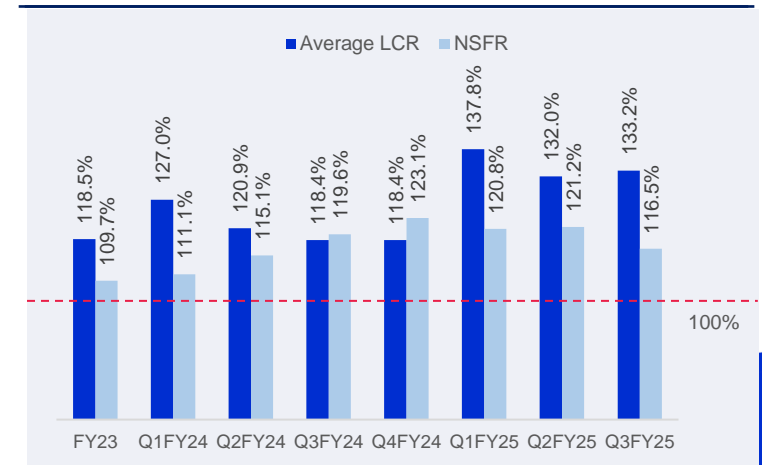
Uptick in CASA ratio amidst strong headwinds in Industry



Garnering significant Incremental Market Share in CASA



Continue to maintain healthy short term & long-term liquidity

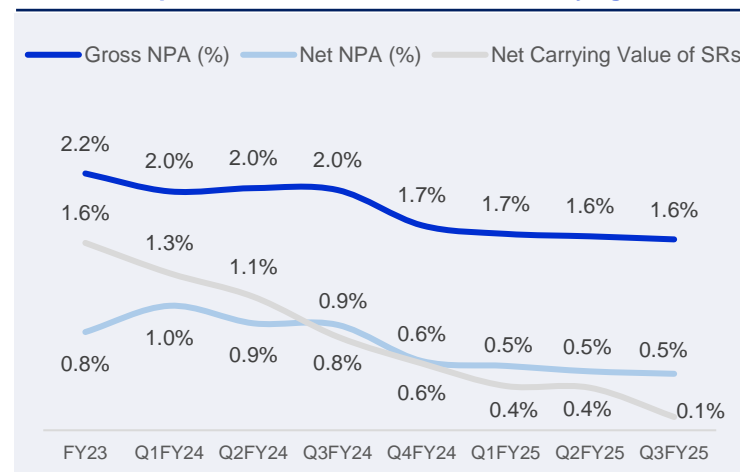


Industry data based on RBI's 'Basic Statistical Return (BSR)-2 - Deposits with SCBs excluding RRBs'

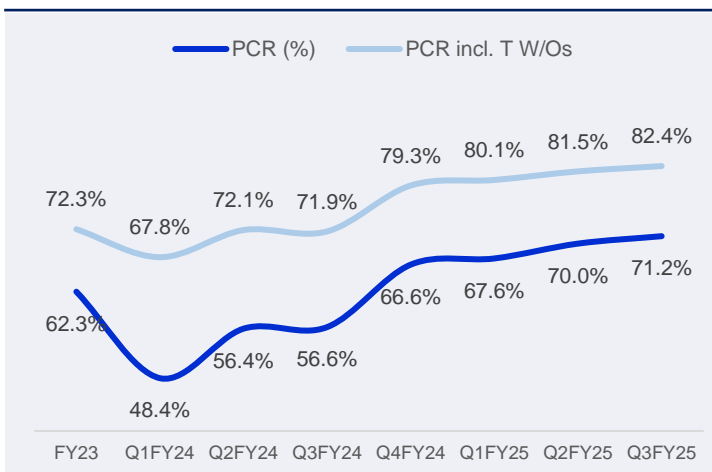
Sustained improvements in Asset Quality

All figures in INR Crs

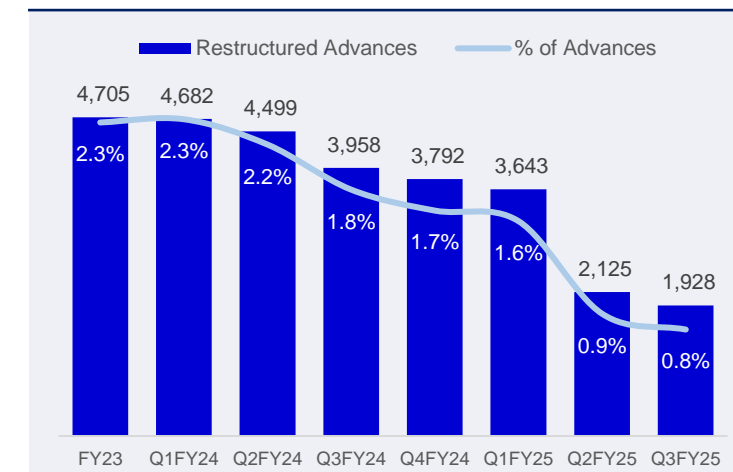
Sustained improvement in GNPA, NNPA & Net carrying value of SRs



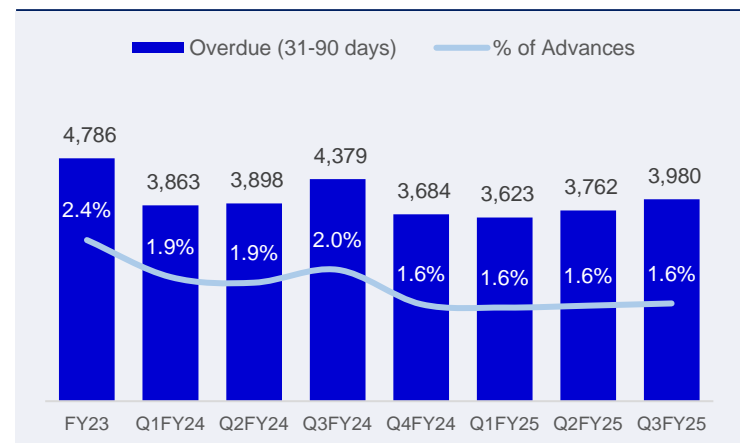
Consistent improvement in Provision Coverage ratio



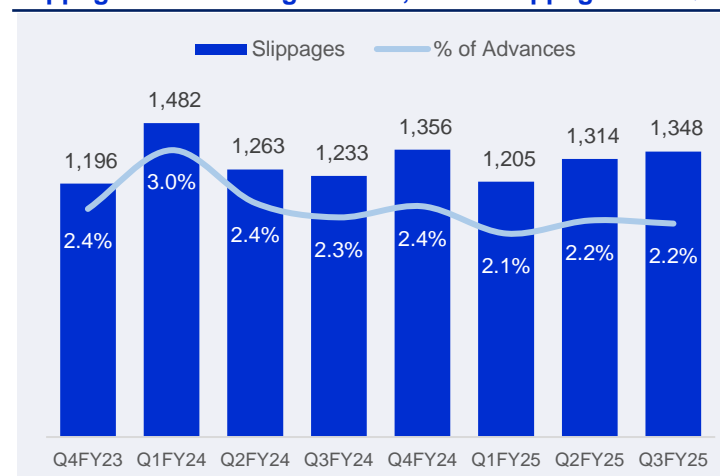
Reduction in Std. Restructured Accounts (Gross)



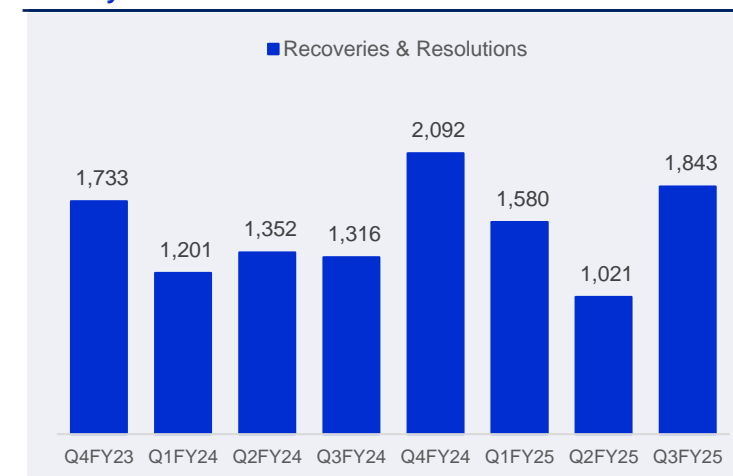
Reduction in Overdue Advances



Slippages remain range bound; Retail Slippages flat Q-o-Q



Healthy momentum continues in recoveries & resolutions

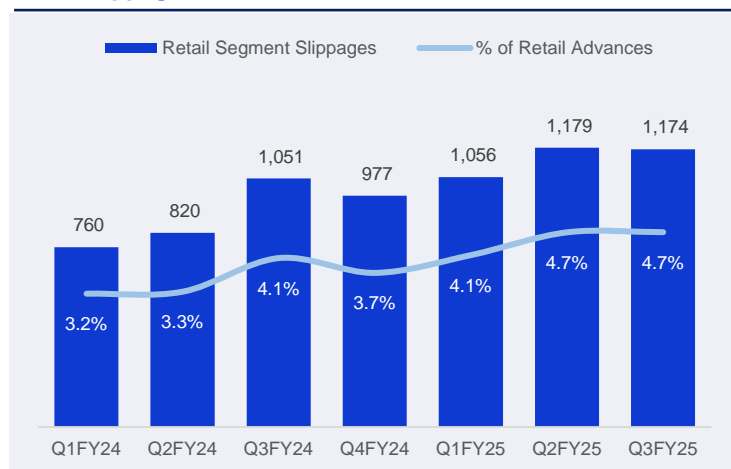


Ratios (wherever applicable) have been expressed as % of period end Balances; Slippage ratios expressed on Annualised basis

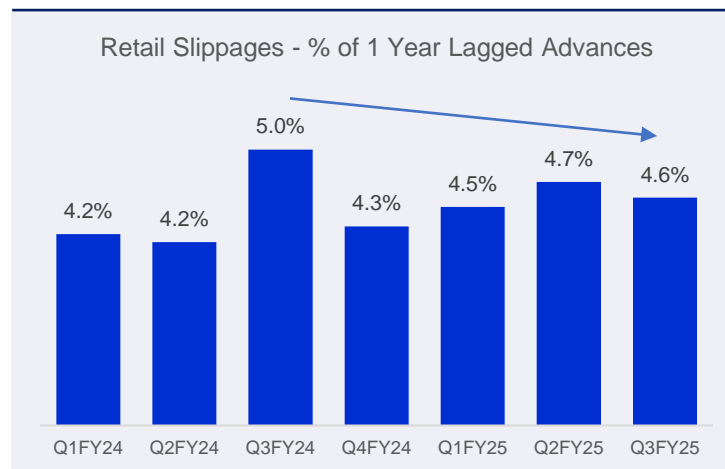
Retail slippages flat on Q-o-Q basis

All figures in INR Crs

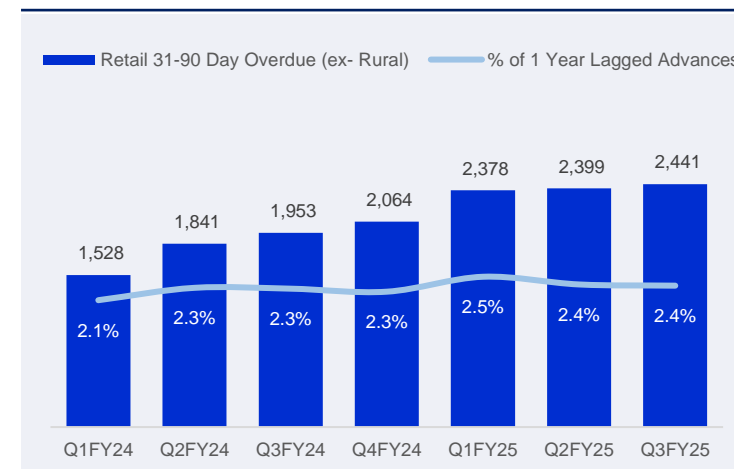
Retail Slippages flat Q-o-Q: in absolute terms and as % of Book



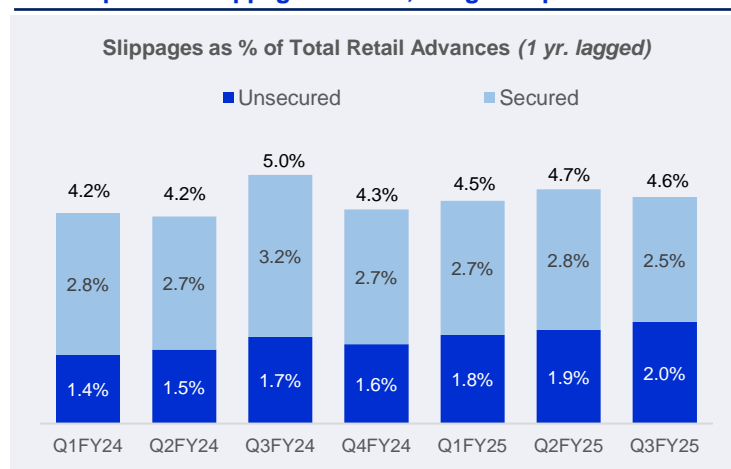
Due to recent growth slowdown, better to be seen on 1 Year lagged basis



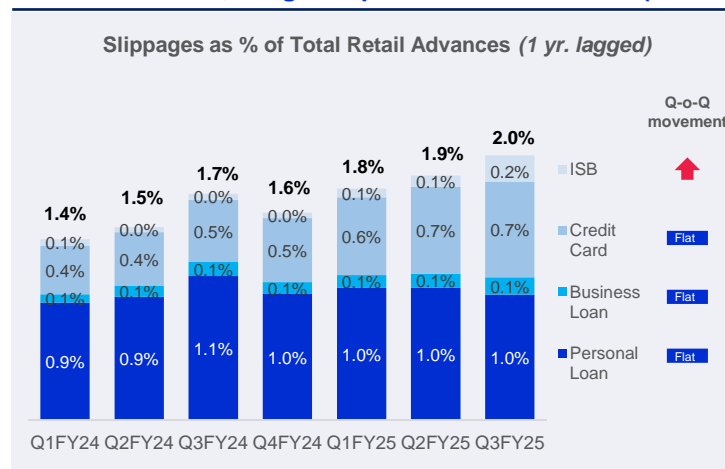
Early delinquencies i.e. 30+ also showing signs of flattening out



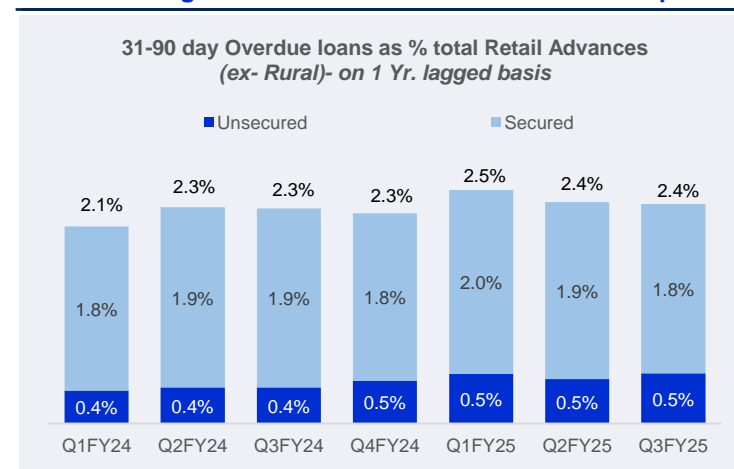
Secured portfolio slippages decline, marginal uptick in Unsecured



Within Unsecured, marginal uptick on account of ISB (Micro Fin.)



30+ stabilizing across Secured as well as Unsecured products



Slippage ratios expressed on Annualised basis

Improving Profitability- remains a key focus area



Key Levers

Resolution of PSL (*Priority Sector Lending*) shortfall related drag

Ensuring **full PSL compliance**¹ through **organic** sourcing, **BC partnerships** and **Inorganic** Interventions

Retail Assets: Mix optimization

Optimization of **Product** and **Sourcing Channel** mix to enhance **profitability**

Capitalizing on strong track-record in SME & Mid Corporate Segments

Targeting **25%+ CAGR** and further intensifying **Cross-Sell** including **Retail Products**

Maximizing Branch Distribution as the 'Fulcrum of Business'

Utilizing **existing (and growing)** network to **offer** full spectrum of products: Deposits, Assets and Fee Products

Rationalization of Cost Structure

Leveraging **physical & digital assets** to lower cost of **acquisition, servicing & transactions**; improving **productivity**

Digital & Transaction Banking Capabilities & Partnerships

Utilizing distinctive capabilities & partnership to increase customer **mind/ wallet** share; leveraging **Corporate** relationships

Focus Target Metrics

Page No.

Organic PSL balances & reduction in shortfall

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Higher **Mix** of **RoA accretive** Retail Products

11

SME & Mid Corp Advances & Income Growth

12 13

Deposit Growth > Advances Growth

35

Rising Share of granular **Deposits**

14

Fee Income growth and higher proportion of **Granular & Transactional** Fee lines

15

Rising share of **digital contribution**

16

Improvement in **Cost to Income Ratio**

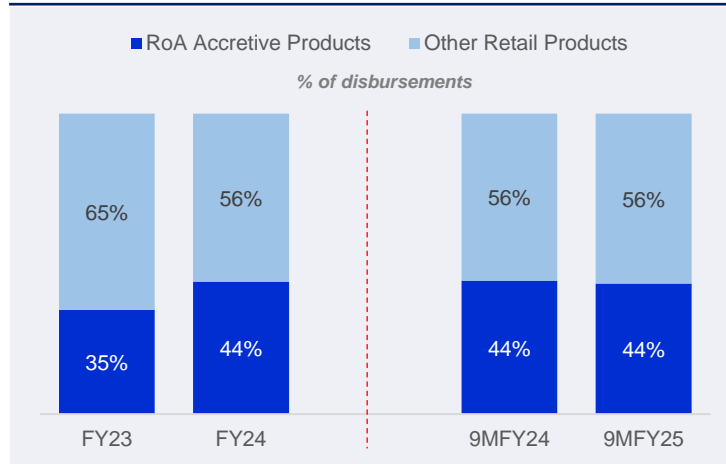
¹ Including in Subcategories

Several Business outcomes demonstrating effective execution of Strategic Objectives

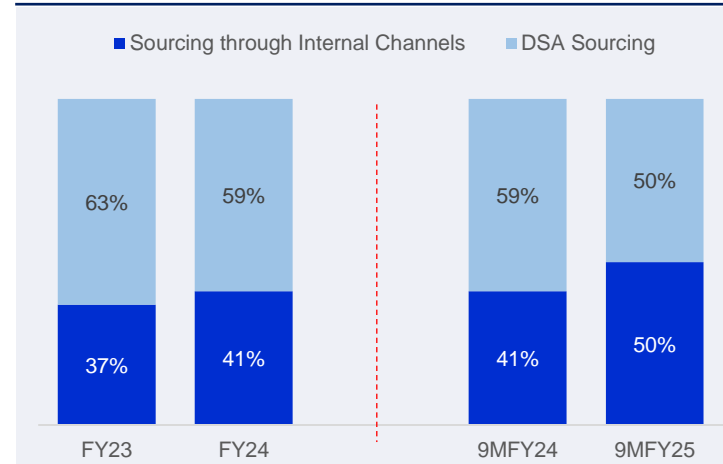


All figures in INR Crs

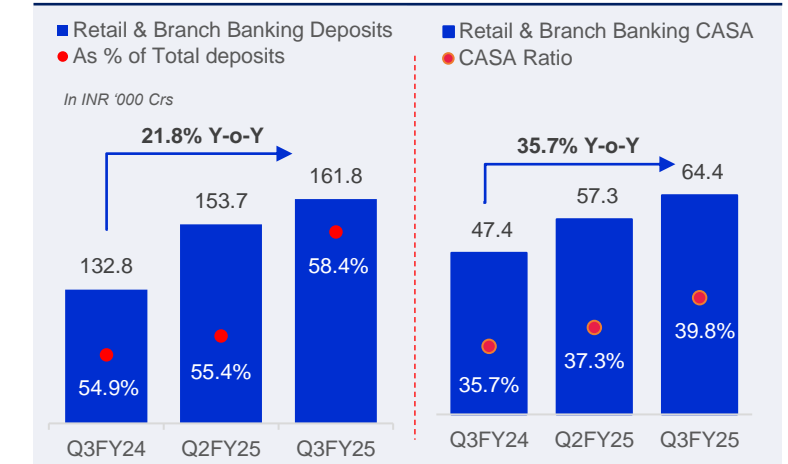
Higher share of RoA Accretive Retail Products



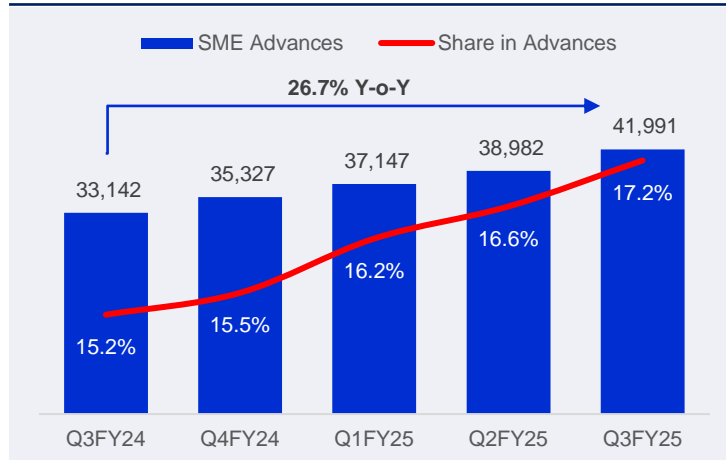
Increasing share of Internal Sourcing in Retail Advances



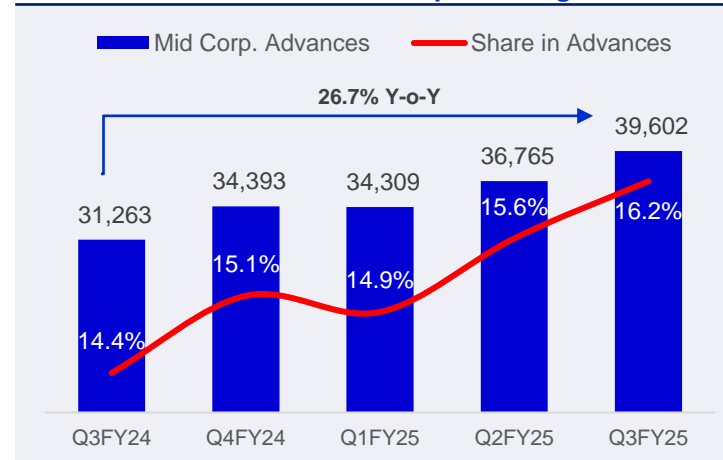
Strong growth in Retail & Branch Banking Deposits led by CASA



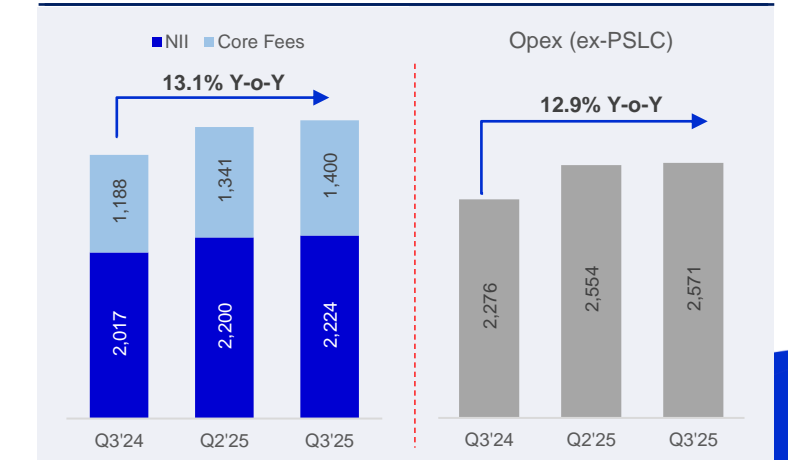
Acceleration in SME Advances Growth



Sustained momentum in Mid Corporate Segment Growth



Core Income momentum continues to outpace Opex Growth



Significant progress on ensuring PSL compliance

Sustained momentum in Organic balances; NIL Shortfalls in Overall and Sub-categories

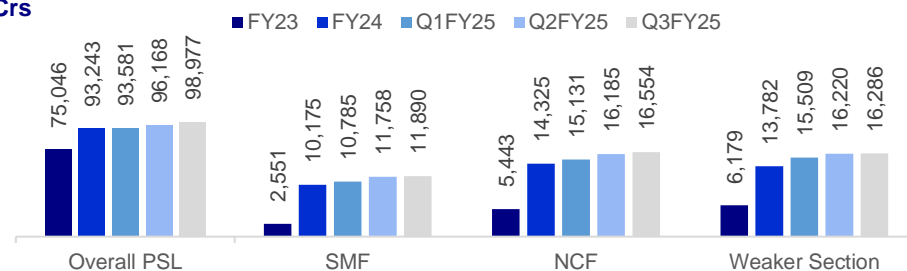


Comprehensive **strategy adopted & currently under execution** to substantially reduce the quantum of RIDF balances over 2-3 years timeframe

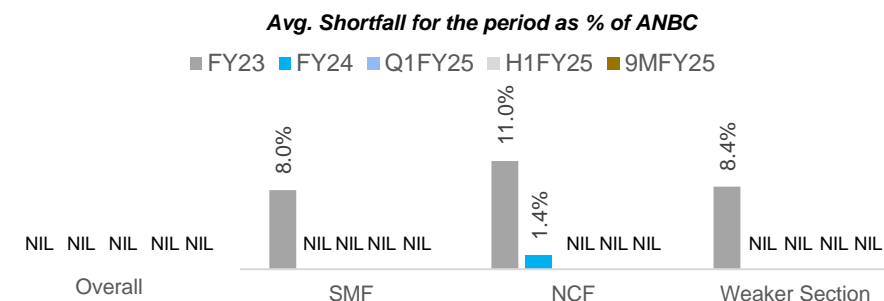
- Ensuring NIL **shortfalls** in overall PSL compliance and **sub-categories**
- Focused Acceleration on **Organic Sourcing** in PSL sub-categories: **SMF** (Small & Marginal Farmers), **NCF** (Non-Corporate Farmers) and **WS** (Weaker Sections) Assets via expanding distribution, manpower, and productivity
- Expansion of **BC** (Business Correspondent) **Partnership** Models
- Inorganic Interventions: Purchase of **PSLCs** (PSL Certificates) / **IBPC** (Inter Bank Participation Certificate) / **PTCs** (Pass Through Certificates) / **DA**s (Direct Assignment)

Rising On Balance Sheet Amounts *(excludes inorganic interventions and deposits)*

All figures in INR Crs

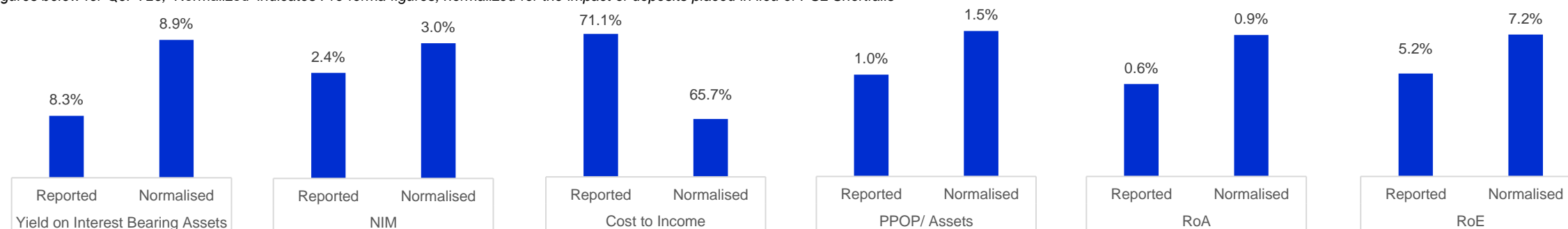


Reduction in overall/ subcategory Shortfalls: *(includes inorganic interventions)*



Mandated deposits in lieu of PSL Shortfalls: At 8% of Assets a drag on income & profitability- however lower Q-o-Q, and expected to further reduce to <5% over next 2-3 years

All figures below for Q3FY25; 'Normalized' indicates Pro-forma figures, normalized for the impact of deposits placed in lieu of PSL Shortfalls

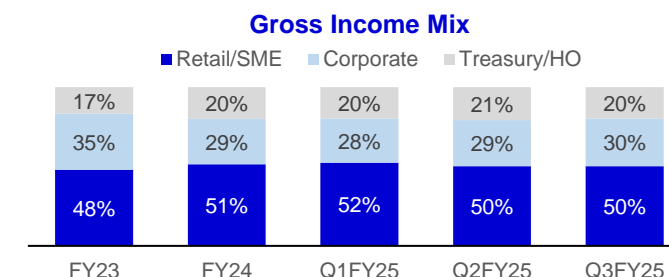
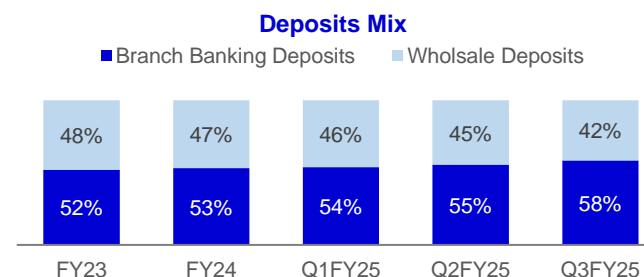
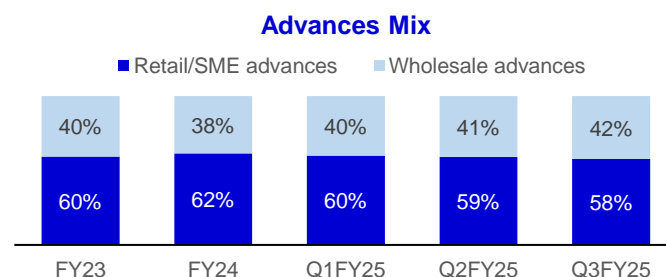


Balance Sheet mix now stabilizing

Stabilization in mix reflecting in sequentially better outcomes over last 2 consecutive Quarters

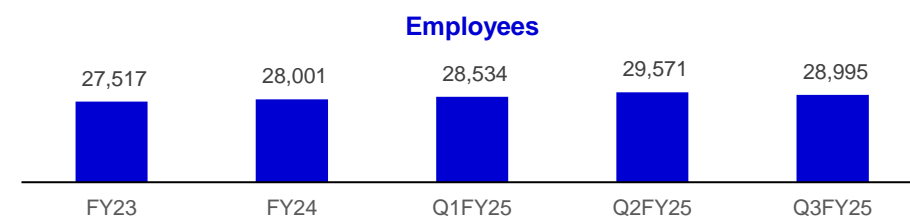
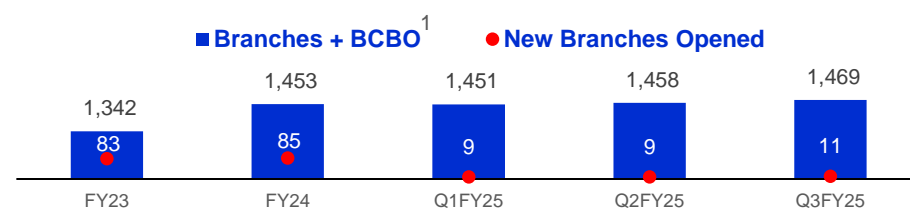


Significant shift in Balance Sheet and Income mix towards higher C/I intensive segments over the last few years. Advances mix largely stable over last few quarters

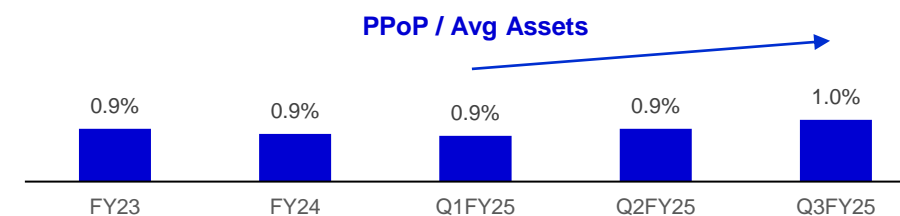
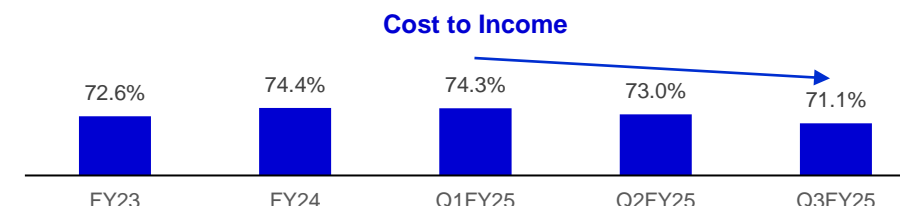


Wholesale Segment includes Large Corporates, Mid Corporates, Financial Institutions, Govt. Banking, MNC and International Banking Segments

Granular Segment growth in past few years driven by Investments into the franchise



Both C/I and PPOP/ Assets have sequentially improved over the last 2 quarters



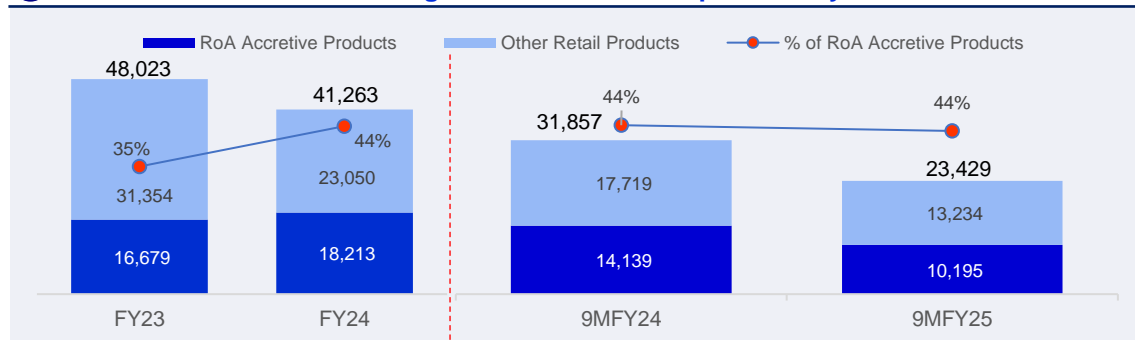
¹ Represents Outstanding number of Branches and Business Correspondent Business Outlets as on date

Retail Assets- Product and Sourcing Mix calibration oriented towards profitability improvement



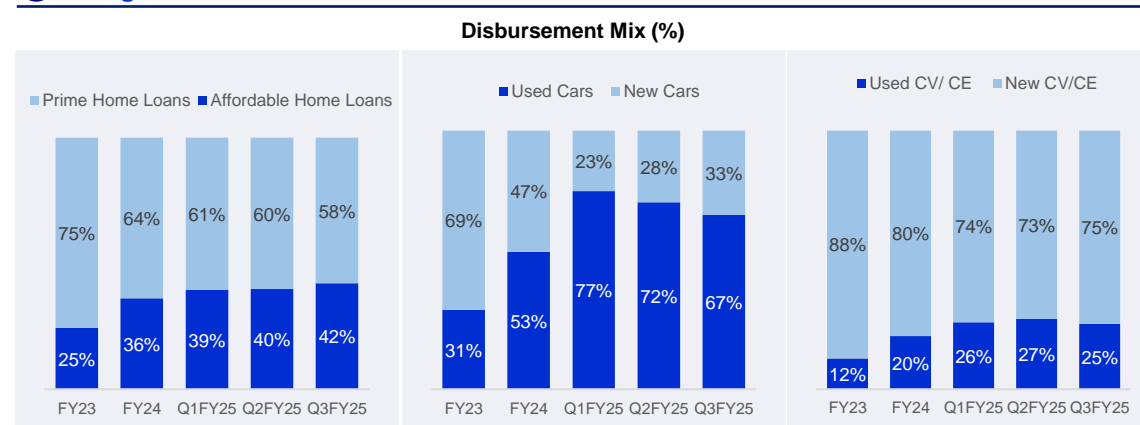
All figures in INR Crs

1 Calibration in Disbursement growth with focus on profitability

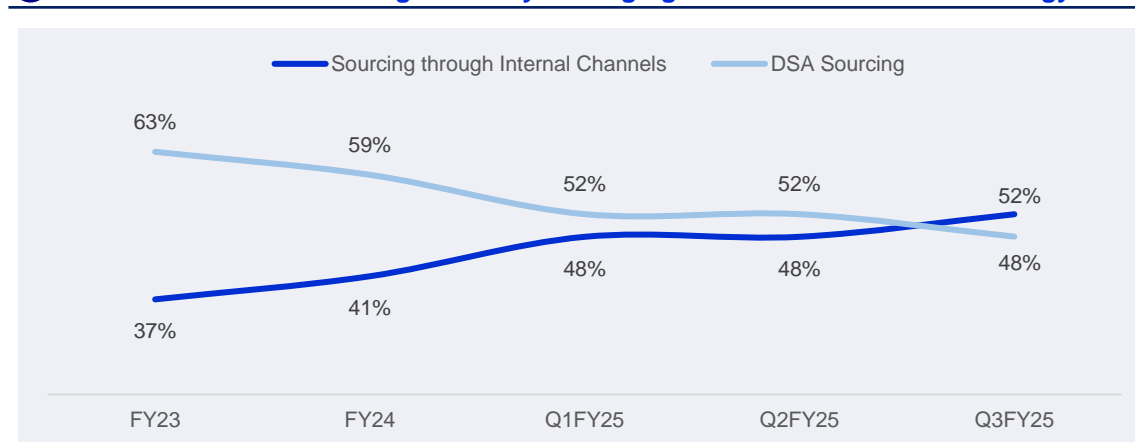


- **RoA Accretive products** include Personal Loans, Used Vehicles (including CV/ CE), Affordable Home Loans, Unsecured Business Loans, Micro LAP and Education Loans

2 Broadly retained product risk profile through Mix Optimization within existing product categories



3 Growth in Internal Sourcing driven by leveraging Branch Network & Technology



4 Retail Asset Quality: Slippages and 30+ flat on Q-o-Q basis



SME Segment: Niche Segment with Proven Expertise

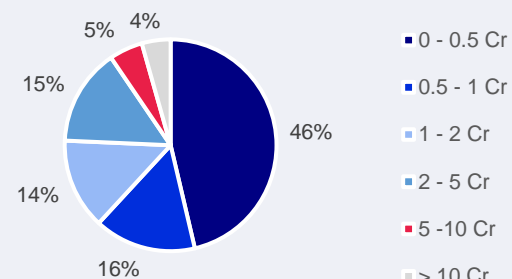
Granular Book with improving Income generation



All figures in INR Crs

1 High quality & well diversified granular book with best-in-class Asset Quality

Book Split by Ticket Size (count of customers)

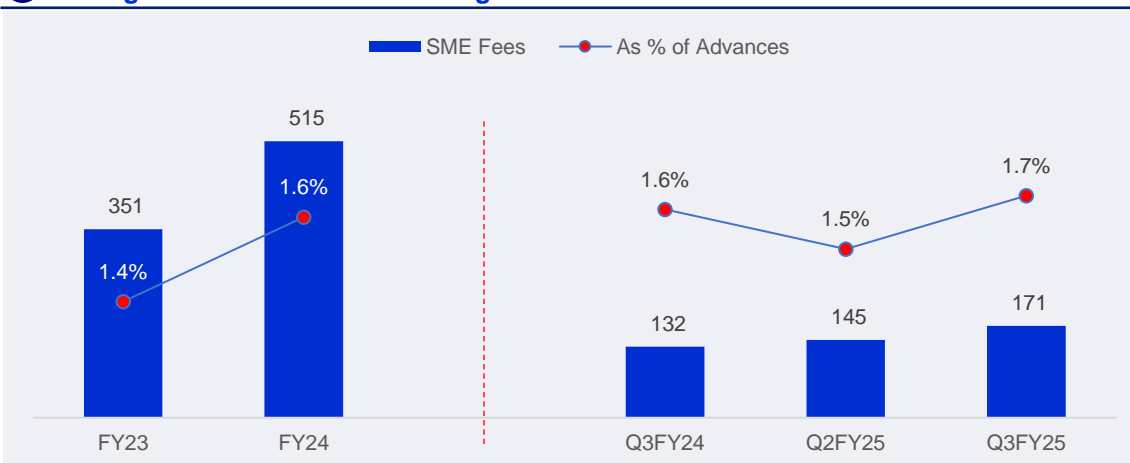


SME GNPA %

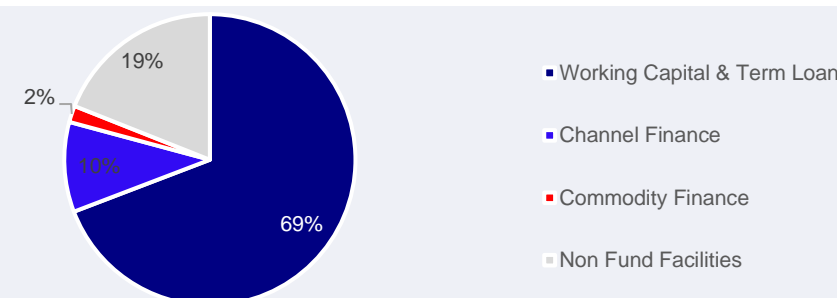


- ~75% of customers have ticket sizes < INR 2 Crs
- Surrogate program is driving small ticket exposures and facilitating faster TAT

3 Strong momentum in fee income generation



2 Sustainable Product Mix



- Healthy mix of **Non-funded facilities** at ~19%
- ~86% Book Secured; 92%+ PSL compliant

4 Growth avenues, Digitization & product innovation

- YES Business & IRIS Biz App** : Launch of MSME dedicated Net-banking & Mobile app for integrated financial management, Digi Loan A/c application, insights & user-friendly interface
- Supply Chain LOS** : Launch of Digital Origination System for sourcing Channel Finance customers
- Digi OD enrichment** : Sourcing for ETB Customers (pre-approved) launched alongwith NTB sourcing for Unsecured OD
- Yes PowherUP** : Launch of comprehensive MSME Program curated specifically for Women Entrepreneurs to scale their business
- Service Desk** : Enhanced with Financial Services (RTGS/NEFT, FD Booking etc.) easing RM bandwidth

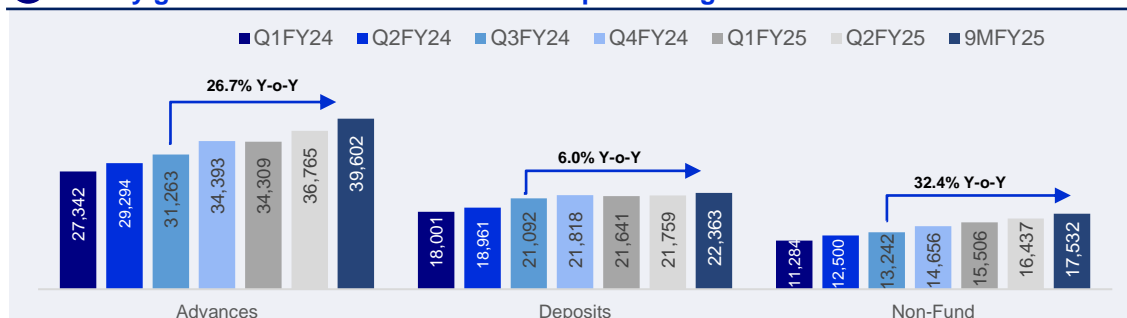
Mid Corporate Segment

Strong Competitive Advantage aided by Relationships, Expertise & Solutioning



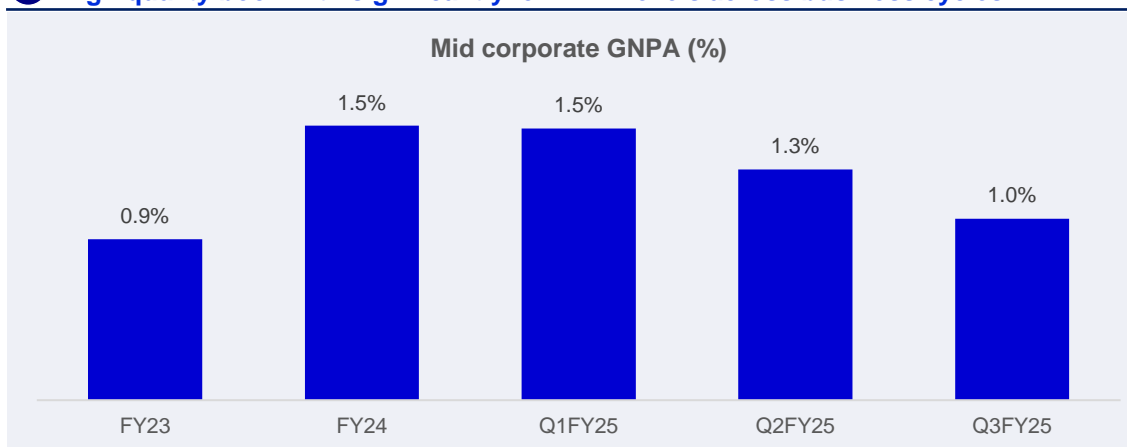
All figures in INR Crs

1 Steady growth in Balances in the Mid Corporate segment

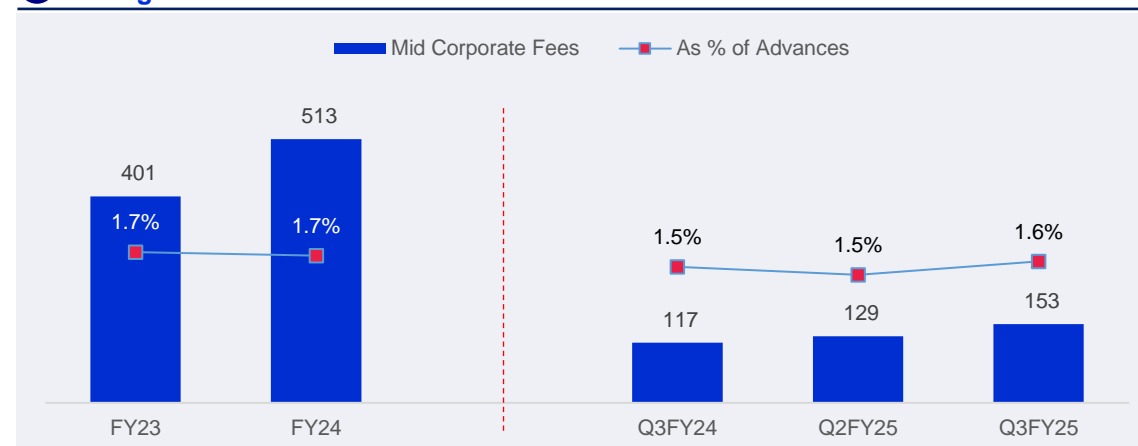


- **Strong Liability Franchise; Share of CA Ratio ~25%**
- Strong **coverage** – presence across **37 key** geographies
- Granular portfolio with a focus on **Knowledge Banking**
- Well entrenched in new-age **Ecosystem: Be-spoke digital solutions**, incubation/ networking platforms

3 High quality book with significantly low NPA levels across business cycles



2 Strong source of Fee Income



4 Several key enablers driving profitability in the segment

- Growth led by **NTB** and **Cross-sell** - higher **wallet share** and **productivity**
- Increasing **Fee contribution** through
 - Augmenting **Trade/ CMS** income including that of Non-Credit Clients. **Multi channel offerings** including Trade On Net, API & Digital Banking
 - Synergies with **FASAR¹** & **Treasury**
- Dedicated **New Age Banking Team** with focus on **Unicorns** and **Soonicorn**s
- **Initiatives to maintain Bank's Leadership Position** in startup ecosystem through engagements like API banking, Customized Digital Solutions (UPI/PPI, Digital Escrow) and Advisory Services

¹ Food and Agribusiness Strategic Advisory and Research Group

Maximizing Branch Distribution as Fulcrum of Business

Leveraging existing (*and growing*) network to offer full spectrum of products



All figures in INR Crs

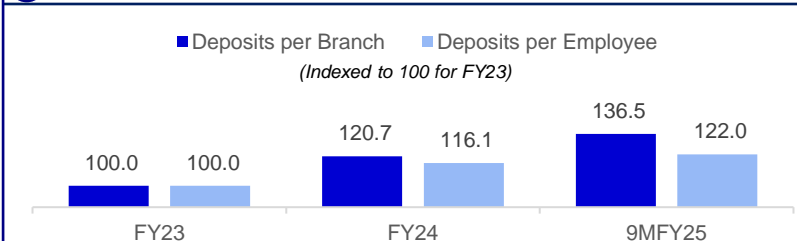
Branch Banking led Deposits: **22.6% CAGR** (FY23-Q3FY25)
v/s. **11.9% CAGR** in Industry and **16.5% CAGR** amongst Pvt. Banks¹

Deposits Outperformance in Branch Banking – even higher in the recent past (*as per latest available data*)

Branch led **sourcing of Assets** and **distribution of Fee Products** gaining significant traction

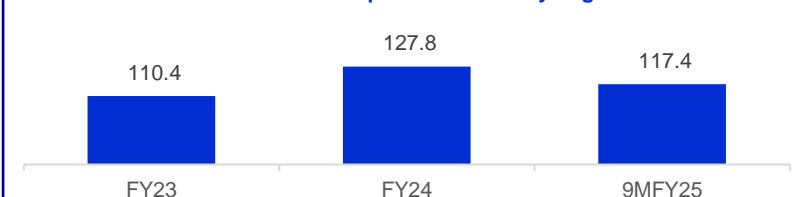
Outperformance in **Liability** growth largely led by

1 Productivity Gains within existing & expanding franchise



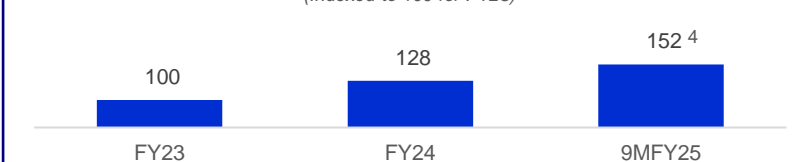
2 Acceleration in customer acquisition

CASA A/Cs Acquisition – Monthly Avg. in '000 Accounts



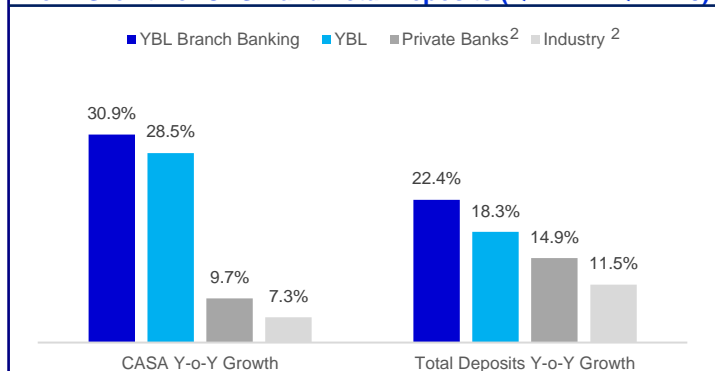
3 Rise in New Acquisition Value (NAV)

CASA EOP NAV- Monthly Avg. (Indexed to 100 for FY23)



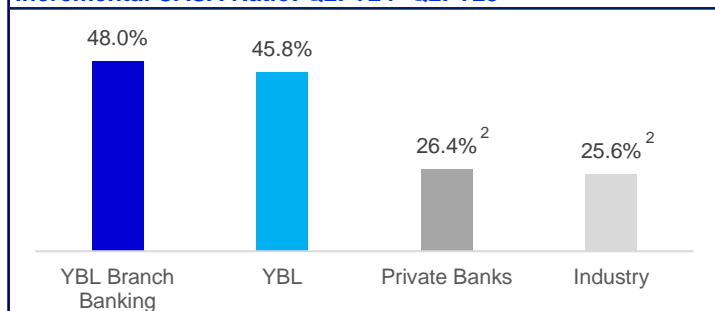
Branch Banking- driving Bank's **outperformance** v/s. Industry

Y-o-Y Growth of CASA and Total Deposits (Q2FY24- Q2FY25)

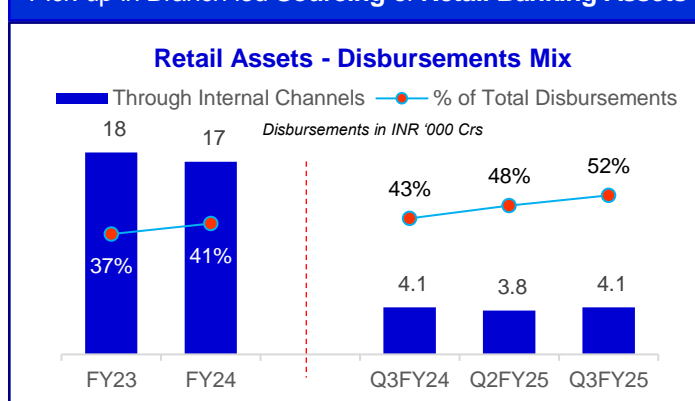


Q3FY25 Deposits growth for YBL at 14.6% Y-o-Y & YBL Branch Banking at 21.8%
Q3FY25 CASA growth for YBL at 27.7% Y-o-Y & YBL Branch Banking at 35.7%

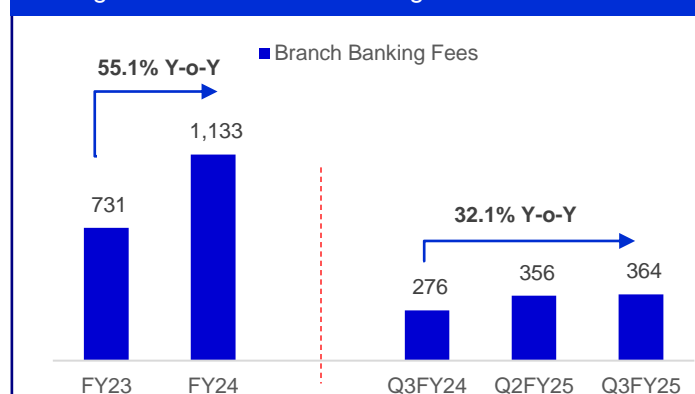
Incremental CASA Ratio: Q2FY24- Q2FY25



Pick-up in Branch led **Sourcing of Retail Banking Assets**



Strong traction in Branch Banking **Fee Income**³



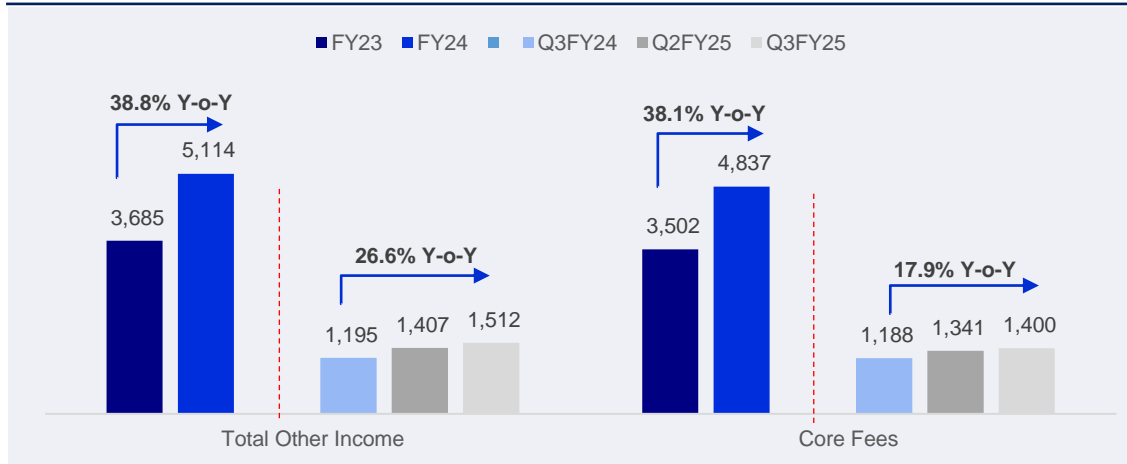
¹ Based on Total Bank Deposits, CAGR computed between FY23-Q2FY25 for the Industry & Pvt. Banks; ² Data Source: RBI (BSR)-2 – Deposits with SCBs; ³ Includes Rural Retail Liabilities

⁴ Normalised for comparability

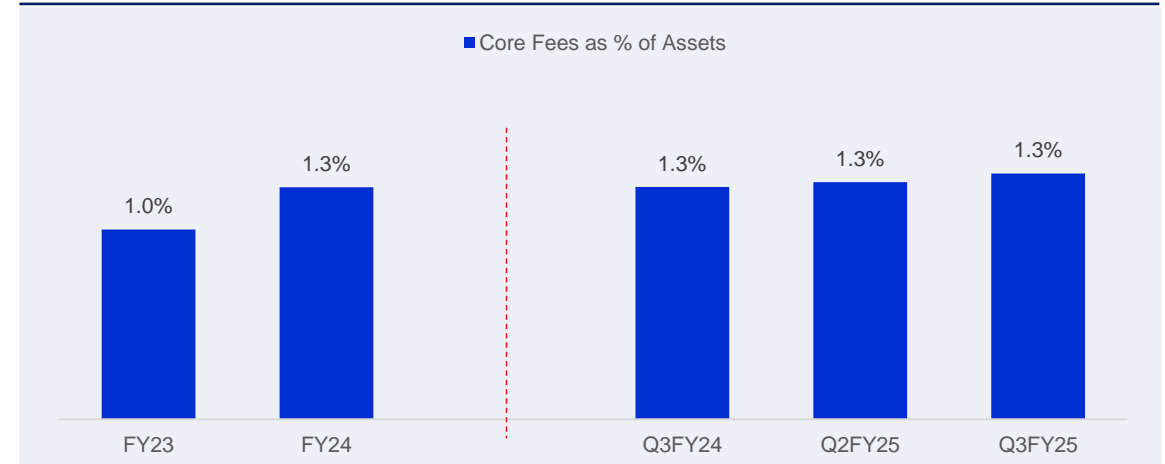
Non-Interest Income: Strong Traction in Granular and Transactional Fee Streams



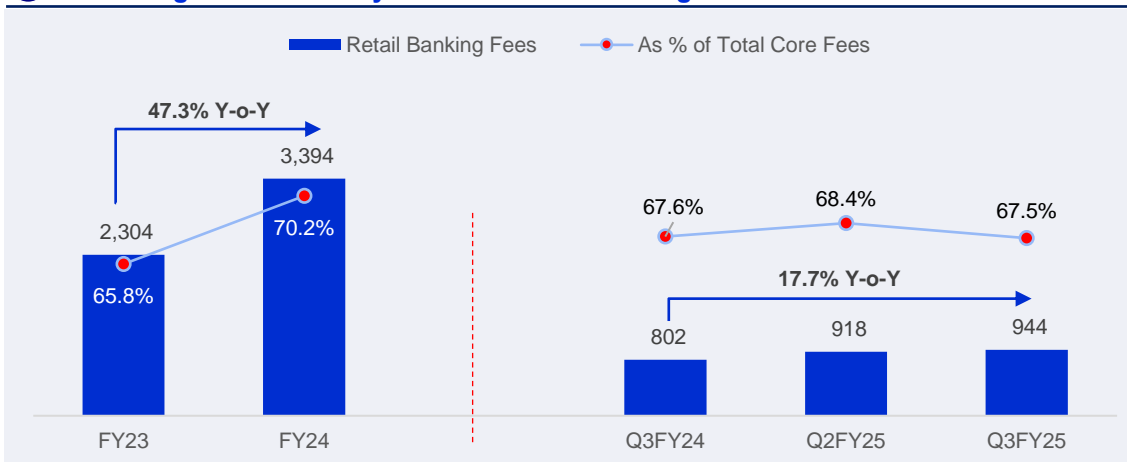
1 Strong Traction in Non-Interest Income, even in the case of Core Fees ¹



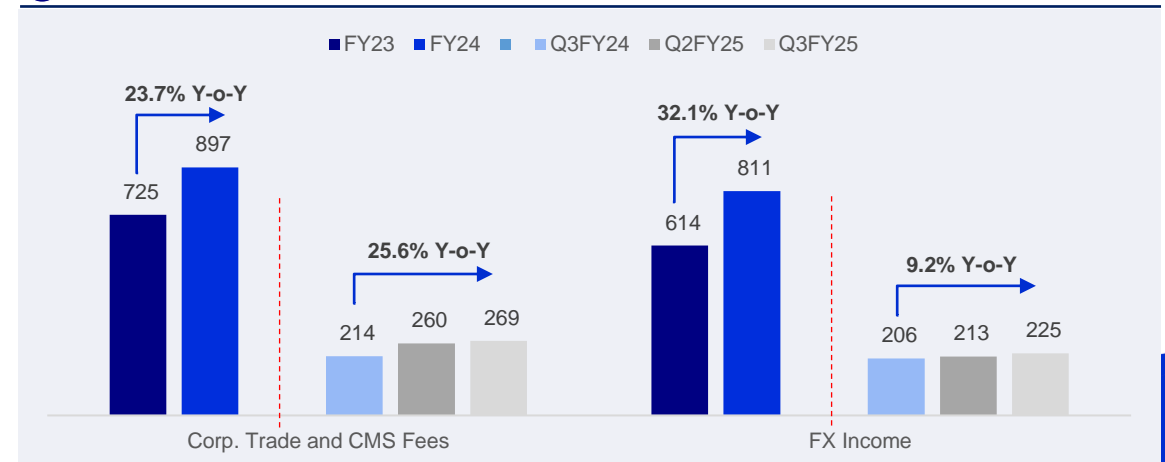
2 Steady Contribution to RoA



3 Core fee growth driven by Granular Customer Segments...



4 ...and acceleration in Transactional flows



¹ Core Fees: Normalized for Realized/ Unrealized gain on Investments & Treasury gains

Digital @ Banking

A blend of distinctive capabilities, integrated strategy and multi pronged delivery channels aimed at enhancing skill with better efficiency and profitability



Distinctive Capabilities

Market Leadership – YBL processes ~1 in 3 Digital Payment transaction in India

UPI Payments

#1 Payee PSP (54.3% market share)
#2 Payer PSP (28.7% market share)

Powering ~28.8%¹ of all AePS Txns via ~801 K+ partner outlets² - #1

#2 in NEFT with ~98.0% Success Rate & 24%¹ market share

98% Credit Cards Sourced Digitally⁴

1,000+ API Stack
Developed in-house

50+ partners integrated real time leads mobilization

'IRIS' – Retail Super APP with 250+ features

95% Eligible CA A/C Sourced Digitally (Individual + Sole Prop)

96% Individual SA a/cs Sourced Digitally

Future ready for both BaaS & BaaP Models³

Business Integrated Strategy

'Deliver the Bank' to the Customer

- Curated Offerings across platforms

'Leapfrogging' from being Product Centric to Customer Centric

- DIY / Assisted / Next Gen AI / Cloud Native

Foundational, Agile and Embedded Banking

- UPI / Payments, IRIS, YES Smart Pay, Yes Genie, Yes Robot, Yes Connect

Leveraging Public Digital Infrastructure

- CBDC (Efficient Cash Management, Small Payments)
OCEN (Digital Cash Flow Financing), ONDC (Leverage Market Ecosystem), Account Aggregator (Data Sharing Consent Layer), ULI (Unified Lending Interface)

Drive Cost Reduction & Productivity Improvement

- Through 'Digitization' of internal processes

Multi Pronged Delivery

YES Bank 'Digital & Transaction Banking Stack'

- Customer Journey's, Assets and Apps
- Internal Employee Facing Tools
- API Banking

Ecosystem Partnership

- Payment Aggregators, Co-branded cards, Third Party Apps, Corporate BCs, Co-Lending, Marketplaces etc.

Powered by Strong Core, Data and Talent

Better Mind Share & Wallet Share

Lower Acquisition, Txn and Servicing Cost

Scale and Profitability

¹ Industry Source: RBI Payment System Indicators & NPCI

² As of Dec 31, 2024

³ BaaS: Banking as Service, BaaP: Banking as Product

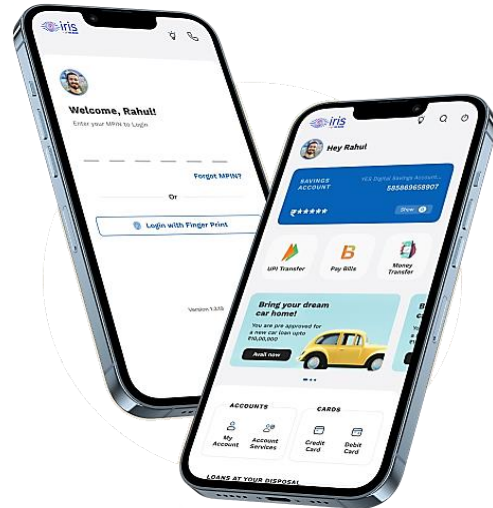
⁴ Including Assisted Journeys

IRIS

A Next Gen 'all-in-one' Retail SUPER APP



Gaining Strong Traction Since Go Live in Aug 2023



✓34.1 lakh

Registered Users

10.9% ▲
(Q-o-Q)

✓19.2 Lakh

Monthly Active Users¹

~56% of Registered Users

✓~23,000

PL Sourced

~2,500 PL added in Q3FY25

✓4.7 Lakh

RuPay Cards issued

~45,000 Cards added in Q3FY25

✓154 Lakh

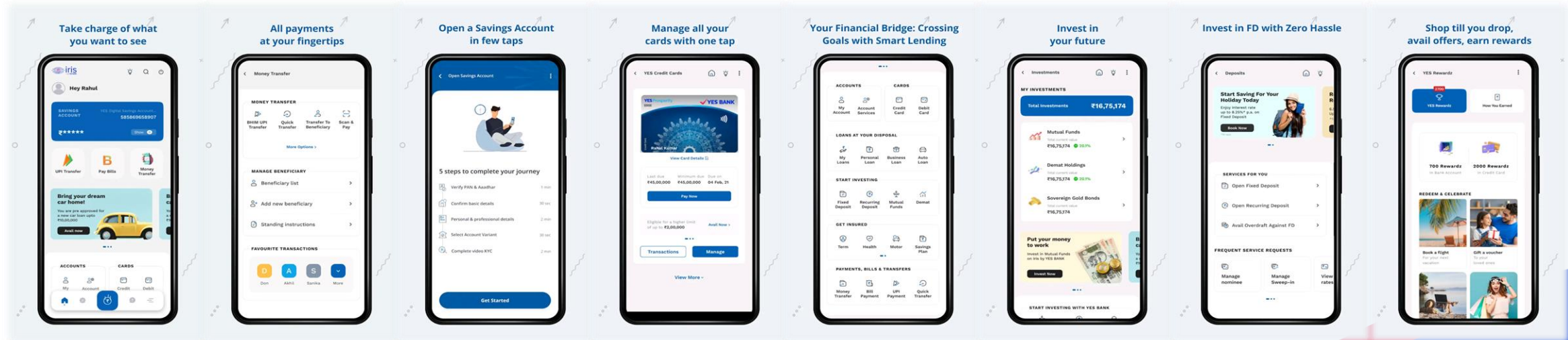
Service Request Handled

34 Lakh ▲ in Q3FY25

✓332 Lakh

Transactions

v/s. 250 lakhs as of Sept'24





IRIS Biz

A Next Gen 'all-in-one' Business SUPER APP



100+ Banking Features across Web & Mobile
Payments | Collections | Trade Finance | Supply Chain | Business Loans | Liquidity Mgmt | more..

2 Lakhs +

Registered
customers

45,000+

Active Customers

7 Lakhs +

Transactions

2000 +

Tax Bill Payments

330 +

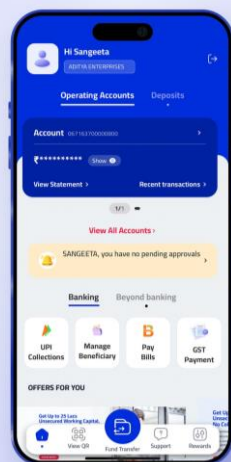
FDs opened

Scan
to
watch
Video

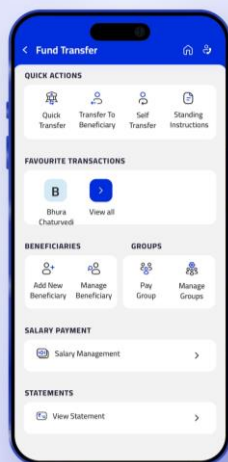


Individual CA | Soleprop | Partnership | LLP | Pvt. Ltd. | Public Ltd. | TASC

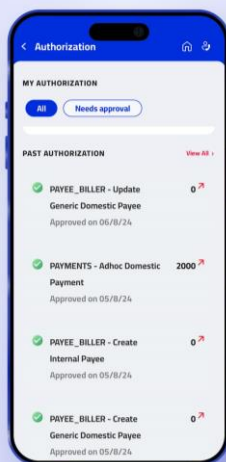
Manage your business
with ease



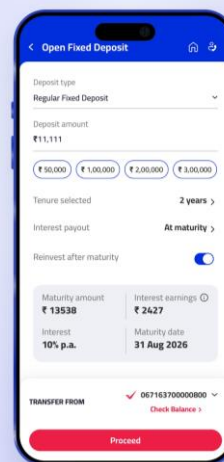
Quick and secure
money transfers



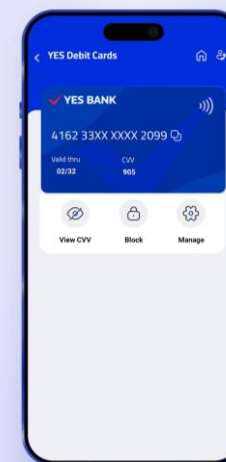
Authorization records
simplified



Start your FD in just
a few steps



Your cards, your
control



YES Business





YES PAY NEXT

A Next Gen 'UPI' Payment App



UPI Payments | Bill Payment & Recharge | UPI Lite | Autopay
Available in 2 languages | Gift cards, Vouchers & more...

20 Lakhs +

Registered customers

25%

MOM Growth in User Base

20%

Monthly transacting users

App store ratings



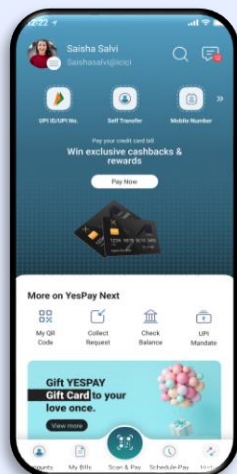
4.8



4.7

Top plugin partners - Swiggy | Zerodha Coin | Apollo Pharmacy | Rummy culture | MPL

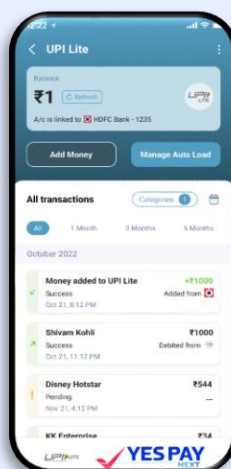
Simplified
Dashboard



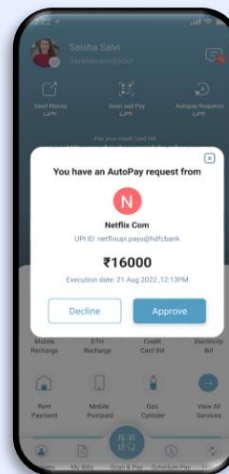
Quick & Secure
Merchant Payments



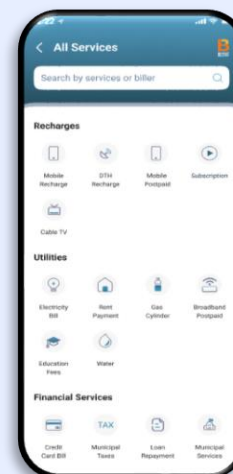
UPI Lite –Auto topup



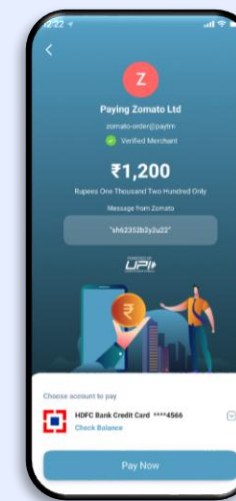
Setup Recurring
Payments



Zero Platform fee on
Bill Payments



Pay Using Credit
Card





YES Pay Biz

One Stop Solution for Merchants



Collect | Manage | Grow

32,000+

Registered Merchants

60%

Monthly transacting merchants

50 Lakhs

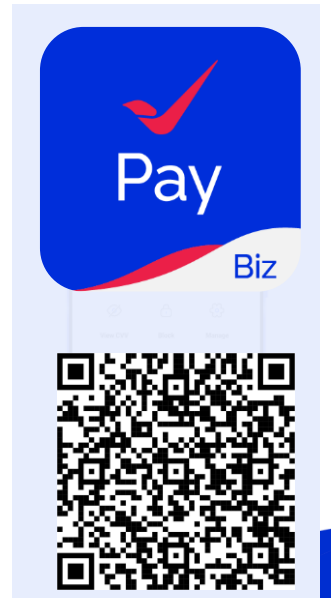
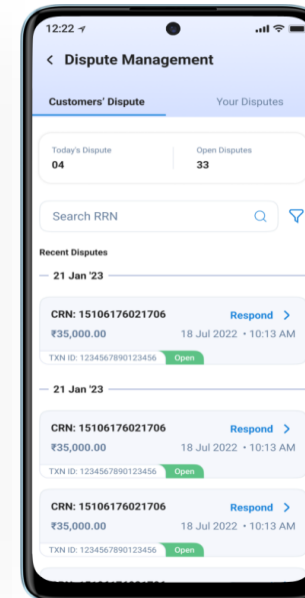
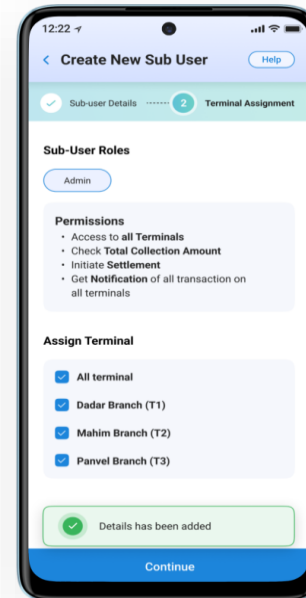
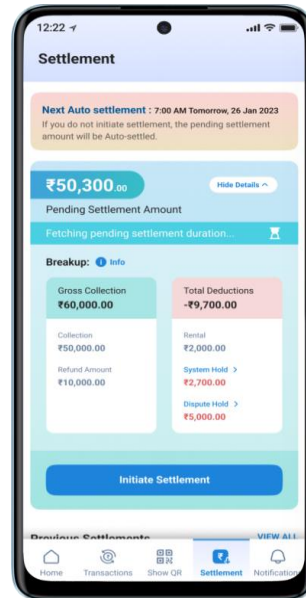
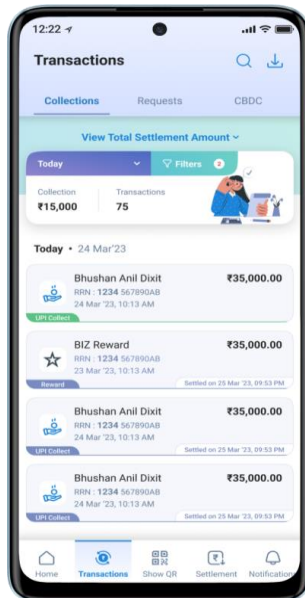
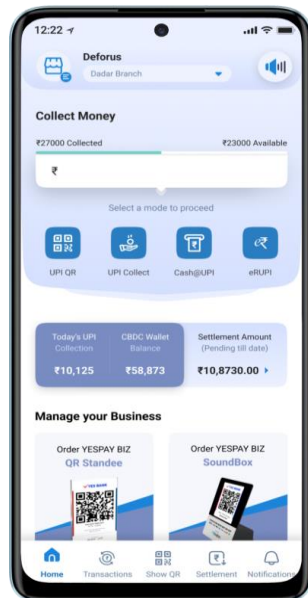
Monthly transactions valuing INR
400 Crores

App Store Ratings-



4.4

On demand Instant Settlements | Multiple Collection Modes| Sub-User Management |Available in 3 languages



YES Connect : Enriched Customer Experience

Super App for Businesses

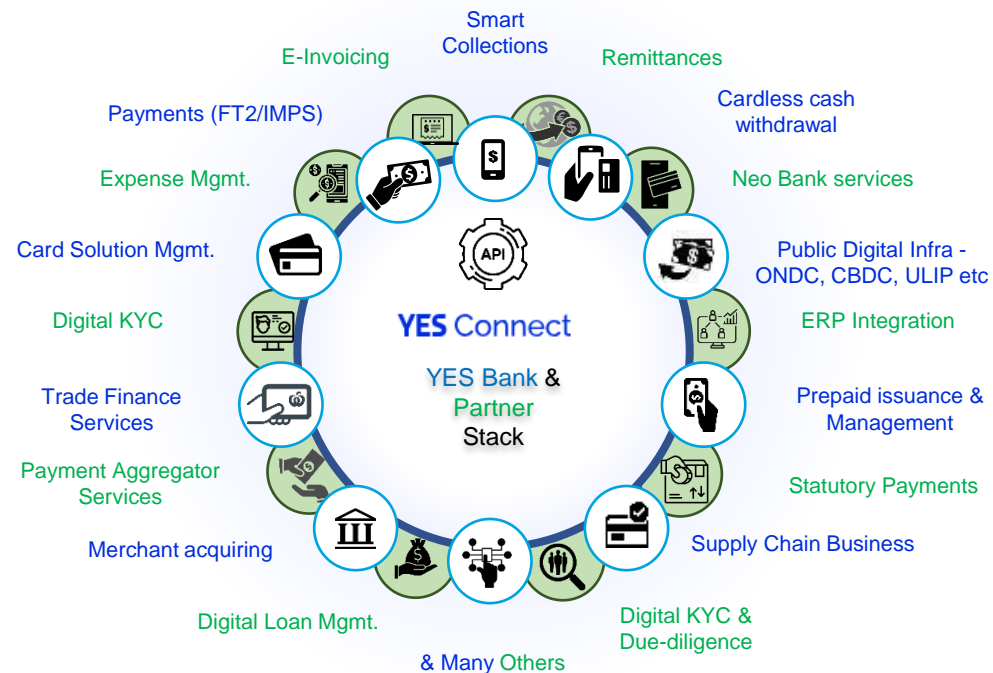


API'fication of our Marketplace model
(YES Bank + Partner Offerings)

Sachetization of Solutions across Industry Segments

YES Bank Services

Partner Services



YES Connect

Services across



Liabilities, General Banking and Cash Management

Trade, Remittances, FX and Supply Chain

Working Capital Financing and Service Fulfilment

Public Digital Infrastructure

Service Fulfilment

Beyond Banking (Partner Soln.)

Ecosystem Partners

Digitizing client journeys & creating inorganic client acquisition funnel through Fintech partnerships



Partnership roadmap of Digital & Transaction Banking

Source Digital	Onboard Digital	Transact Digital	Service Phygital	Monitor Digital
<ul style="list-style-type: none"> Digital Acquisition at Scale thru Partnerships – CA-SA accounts, Supply Chain, Cards, Retail Assets, etc 	<ul style="list-style-type: none"> Digital Client Onboarding & Product Setups Digital a/c Opening with Instant a/c Operations 	<ul style="list-style-type: none"> API'fication of all Bank Products Create STP journeys for Liability & Asset products FinTech Partnership & integration 	<ul style="list-style-type: none"> Digital tools for FTR query resolution at low-cost model AI led Service resolution 	<ul style="list-style-type: none"> Digitalized reporting & MIS End-to-end digital Sales force ML led Digitalized Compliance, FRM, AML

Quantum Force Multiplier for Inorganic Client Acquisition across...

Third Party Apps	
Corporate BCs	
Market Place	
Payment Aggregators	
Co-Branded Cards	
Large Merchants	

... & many more

Transaction Banking

Leveraging the strength of solutioning, leading to granular CASA, NFB, Fee, NII & FX Revenue



Sachetization of Transaction Banking: Curated Solutioning by Client Segments

Large Corporate
B2C



FinTech &
Exchange Houses



Large Corporate
B2B



Insurance / MFs
/ Broking



Pharma



Co-operative /
Small Finance Banks



Media &
Entertainment



Government
Schemes



NBFC



Education,
Hospitals & Hospitality



STRENGTHENING FRANCHISE

96% of our Corporate
CASA is embedded with
Digital & Transaction
Banking Product &
Solutions

24% YTD
Corp. CA
growth YoY

17.11% growth
of NFB* book &
25.78% growth
of FB* Book
YoY

**Market Leadership – YBL
processes 1 in 3 Digital
Payment transaction in India**
*UPI – 54.3% Rank #1 in Payee
PSP| NEFT – 24% Rank #2 |
IMPS – 7.5% | NACH – 17%
Rank #3 | AePS – 28.8%
Rank#1*

2+ PPI* covers 80%
CA, 91% TP, 90% FB,
85% NFB & 96% NCF &
94% TBG Fees

3.5X growth in
Asset under
Custody

78% YoY
growth in Corp.
IBU CA

45% in NACH & 46% growth in
BBPS YoY
and ~7% **Market Share** in LRS

87% of all Lending
Clients have 1+ TBG
Product Embedment

43%% YoY
growth in CMS
Thruput

40% YTD
growth in
Mandate
executed YoY

31% **growth** in total Statutory
payments
56% growth in direct taxes
22% growth in GST payments
38% growth in EPFO

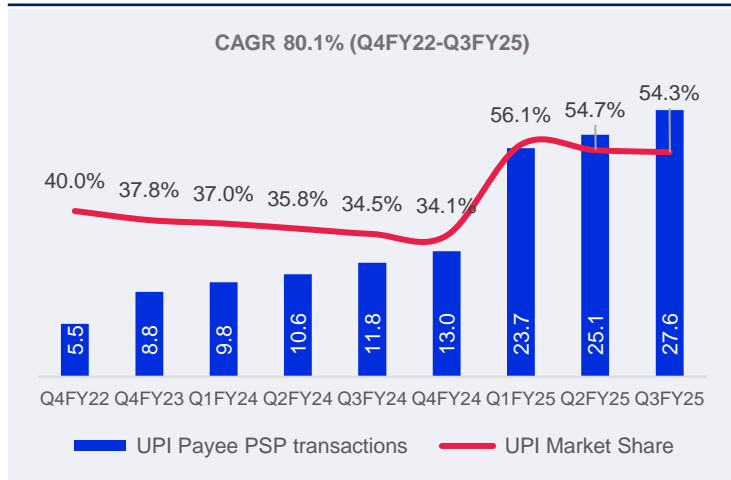
20% growth in
Trade & CMS
Fees YoY

6% of CA Book
and 9% of
Trade NFB
from NTB
clients

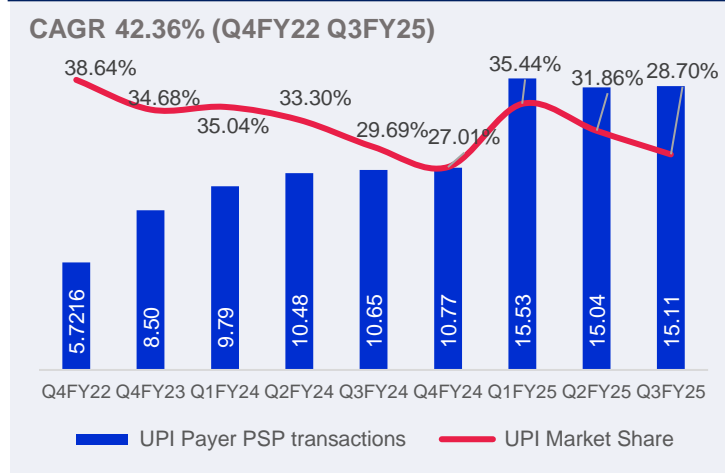
* PPI @ Product Penetration Index, FB @ Fund Book, NFB @ Non-Fund Book, TBG @ Transaction Banking Group, DB @ Digital Banking, NCF @ Non-Credit Flows
NPCI; CMS @ Cash Management, NTB @ New to Bank, SCB @ Supply Chain Banking

Powering Digital India with our Distinctive Capabilities

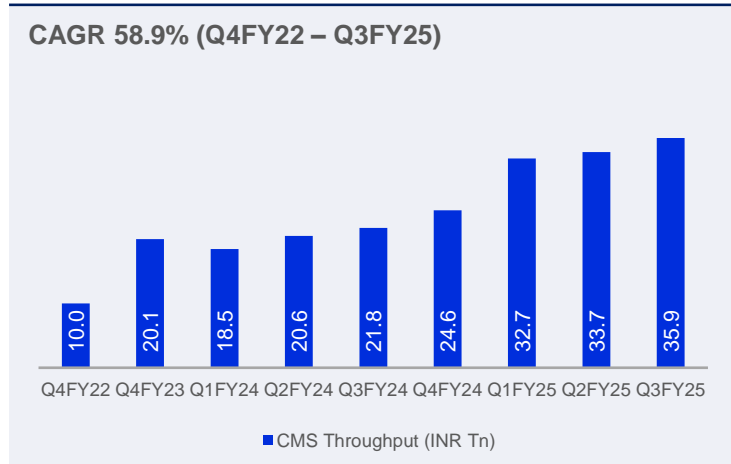
#1 UPI Payee PSP Bank Powering ~300 mn txn daily



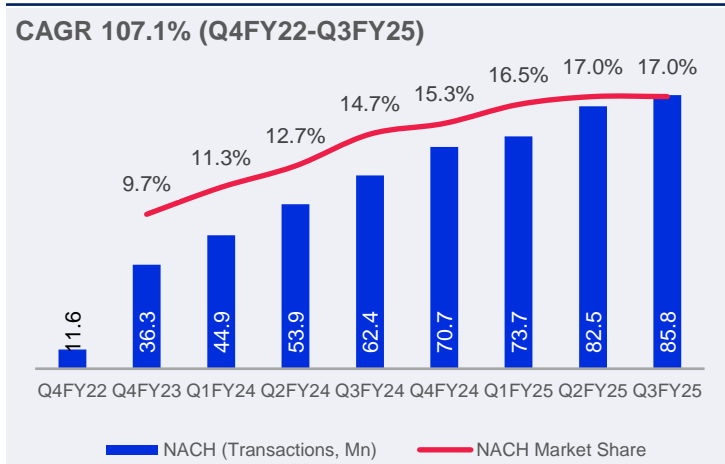
#2 UPI Payer PSP Bank Powering ~164 mn txn daily



~3X growth in CMS Throughput Since Mar'22

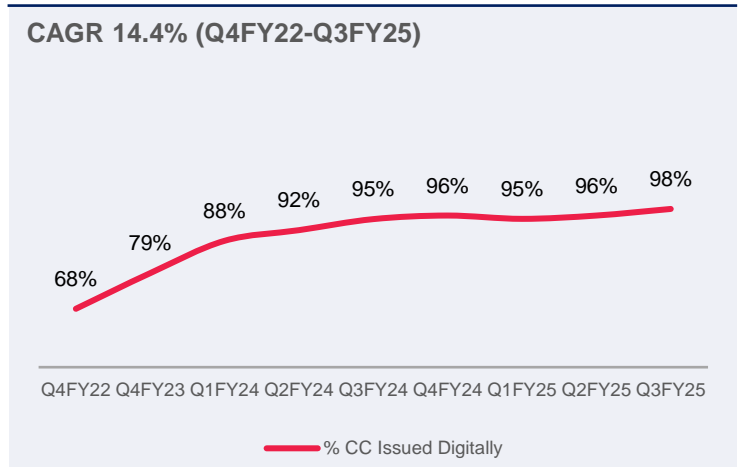


Steadily Market Share Gains; #3 in NACH



% Credit Cards Issued Digitally¹

CAGR 14.4% (Q4FY22-Q3FY25)



¹ Includes offline assisted journeys

Responsible franchise with sustainability at its core – Highest rated Indian Bank in ESG



S&P Global ESG Score

Ranked in the 83rd percentile in the banking industry globally*

FTSE4Good

Included in FTSE4Good Index Series for the second consecutive year (2023, 2024)

CDP

Highest rated Indian bank for climate disclosures 2023 – rated 'A-' (Leadership Band)

MSCI

Index Constituent of MSCI ACWI's ESG Universal Index, ACWI Climate Change Index, among others

CRH

Ranked highest amongst 35 large scheduled commercial banks on climate preparedness – Climate Risk Horizons study#

Aligning with global frameworks

First Indian Bank to be a Founding Signatory to **UNEP FI Principles for Responsible Banking**, striving to align its business strategy with the Paris Agreement and UN SDGs

First Indian Bank to support and align disclosures to **TCFD recommendations**

First Indian Bank to publish a sustainability report in line with **GRI**

Taking the lead in climate and sustainable finance

First Indian Bank to measure and **report financed emissions** of its electricity generation loan exposure and set decarbonization targets

Launched India's first Green Bond and **Green Fixed Deposit** product

One of only 5 Accredited Entities to the **Global Climate Fund**

Robust ESG & Climate Governance

CSR & ESG Committee of the Board: Highest governance body that drives the Bank's ESG agenda

Sustainability Council: Executive committee chaired by the MD & CEO, develops and reviews the Bank's sustainability strategy

Sustainable Finance (SF) Unit: Implements the Bank's sustainability strategy in coordination with sustainability SPOCs from BUs across the organization to

ESG KPIs: Domain-specific ESG KPIs integrated into the goals of Top Management

* S&P Global Corporate Sustainability Assessment (CSA) 2024 - (YES BANK achieved a CSA Score of 72 (out of 100) and ESG Score of 73 (out of 100) as of December 16, 2024)

Climate Risk Horizons 2024 study

Integrating ESG considerations across the Bank's business and operations



Environment

Environmental Management: First Bank globally with 1,186, ISO 14001:2015 certified facilities under its Environmental Management System

Net zero by 2030: Committed to reduce GHG emissions from operations to net zero by 2030. Switched key facilities including YES BANK House to 100% renewables

Responsible lending: Instituted an Environment and Social Risk Management System (ESMS) to integrate E&S risks into overall credit risk assessment framework

Climate action: First Indian Bank to report financed emissions (electricity generation). Continued focus on financing renewable energy, electric vehicles, and rooftop solar adoption amongst MSMEs

Agroforestry: 2,00,000 trees planted on farmer's land for enhancing green cover and providing an additional source of income for farmers

Social

21.8% women participation* in the Bank's workforce with a target to achieve 25% gender diversity by FY 2024-25

6.56 lakh* active women customers under the Bank's flagship group-lending programme, YES LEAP

40,000+ youth, farmers, women and artisans* from rural India impacted through employment and entrepreneurship interventions by YES Foundation with a target to impact over 1,00,000 individuals by 2026

Governance

54% of the Directors on the Bank's Board are Independent Directors

23% of Directors on the Bank's Board are women

Contents

Overview

Financial Results- Q3FY25

YES BANK Franchise



Results At a Glance – Q3FY25



All figures in INR Crs

Arrows indicative of Y-o-Y Trends

Total Assets 413,607 ↑ 8.7%: Y-o-Y -1.1%: Q-o-Q	Advances 244,834 ↑ 12.6%: Y-o-Y 4.1%: Q-o-Q	Total Disbursements¹ 25,256 v/s. ↓ 28,498 Q3FY24 23,998 Q2FY25	Deposits 277,224 ↑ 14.6%: Y-o-Y 0.0%: Q-o-Q	CD Ratio 88.3% v/s. ↓ 89.9% Q3FY24 84.8% Q2FY25	Advances Mix Retail & SME: Mid Corp: Corporate 58%:16%:26% 63% : 14% : 23% in Q3FY24 59% : 16% : 25% in Q2FY25
Net Interest Income 2,224 ↑ 10.2%: Y-o-Y 1.0%: Q-o-Q	Non-Interest Income 1,512 ↑ 26.6%: Y-o-Y 7.5%: Q-o-Q	Operating Profit 1,079 ↑ 24.9%: Y-o-Y 10.6%: Q-o-Q	Profit After Tax 612 ↑ 164.5%: Y-o-Y 10.7% : Q-o-Q	NIM% 2.4% v/s. ↑ 2.4% Q3FY24 2.4% Q2FY25	C/I Ratio 71.1% v/s. ↓ 73.1% Q3FY24 73.0% Q2FY25
CASA Ratio 33.1% v/s. ↑ 29.7% Q3FY24 32.0% Q2FY25	CET 1 Ratio ² 13.3% v/s. ↑ 12.6% Q3FY24 13.2% Q2FY25	GNPA 1.6% v/s. ↓ 2.0% Q3FY24 1.6% Q2FY25	NNPA 0.5% v/s. ↓ 0.9% Q3FY24 0.5% Q2FY25	Net Carrying Value of SRs as % of Advances 0.1% v/s. ↓ 0.8%: Q3FY24 0.4%: Q2FY25	RoA 0.6% v/s. ↑ 0.2% Q3FY24 0.5% Q2FY25

¹ Includes Limit Setups for SME; ² Includes Profits

Highlights for Q3FY25 (1)



Balance Sheet Highlights

- Sustained momentum in **Deposit accretion** with focus on **CASA Ratio expansion** and **Retail & Branch Banking** led Deposits
 - **Deposits** grew **14.6% Y-o-Y** and flat Q-o-Q
 - **Average** Deposit balances up **15.7% Y-o-Y** and **2.3% Q-o-Q**
 - **Retail & Branch Banking** led Deposits growth at **21.8% Y-o-Y** and **5.3% Q-o-Q**
 - **CASA Ratio** at **33.1%** up **340 bps Y-o-Y** and **110 bps Q-o-Q**
 - **CA growth** at **21.1% Y-o-Y**, with **avg. CA** Balances growing **22.1% Y-o-Y**
 - **SA growth** at **33.3% Y-o-Y** and **9.2% Q-o-Q** with **avg. SA** balances growing **32.1% Y-o-Y** and **9.0% Q-o-Q**
- Strong growth continues in **SME** and **Mid Corporate** Segments
 - **SME Advances** up **26.7% Y-o-Y** and **Mid Corporate Advances** up **26.7% Y-o-Y**
 - **SME/ Mid Corporate Advances Mix** at **17.2%/ 16.2%** respectively, v/s. 15.2%/ 14.4% in Q3FY24 and 16.6%/ 15.6% in Q2FY25
- **Profitability focused** product and sourcing **mix calibration** within **Retail Advances** segment; steady growth in **Corporate** segment
 - **Retail Advances** flattish **Q-o-Q** and down 3.2% Y-o-Y
 - **Corporate Advances** up **26.8% Y-o-Y** and 7.6% Q-o-Q, continuing the momentum from Q2FY25
- **CET I Ratio** at **13.3%** v/s. 12.6% in Q3FY24 and 13.2% in Q2FY25
- **Reduction** in balances of **mandated deposits** in lieu of **PSL Shortfalls** from **10.4%** of Assets as of Q2FY25 to **8.5%** as of Q3FY25
- **Asset Quality: (NNPA + net carrying value of SR)% at 0.6%; PCR at 71.2%**
 - **(NNPA + net carrying value of SR)** as % of Advances **significantly lower** on Y-o-Y and Q-o-Q basis at **0.6%** in Q3FY25 v/s. 1.7% in Q3FY24 and 0.9% in Q2FY25
 - **GNPA ratio lower** on Y-o-Y and flattish on Q-o-Q basis at **1.6%** v/s. 2.0% in Q3FY24 and 1.6% in Q2FY25; **NNPA ratio** at **0.5%** v/s. 0.9% in Q3FY24 and 0.5% in Q2FY25
 - **NPA Provision Coverage Ratio (PCR)** at **71.2%** v/s. 56.6% in Q3FY24 and 70.0% in Q2FY25; Including Technical Write-offs, PCR at **82.4%** v/s. 71.9% in Q3FY24 and 81.5% in Q2FY25
 - **Resolution momentum** sustains with recoveries and resolutions at **INR 1,843 Crs¹** in Q3FY25; cumulative recoveries and resolutions in 9MFY25 at **INR 4,443 Crs**
 - Gross **Slippages** for Q3FY25 at **INR 1,348 Crs (2.2% of Advances²)** v/s. INR 1,233 Crs (2.3%²) in Q3FY24 & INR 1,314 Crs (2.2%²) in Q2FY25. **Retail Slippages flat** on **Q-o-Q** basis

¹ Including recoveries from Security Receipts of INR 1,189 Crs; ² Annualised and expressed as % of period end Balances

Highlights for Q3FY25 (2)



P&L Highlights

- **Highest ever Quarterly Net Profit** since Reconstruction at **INR 612 Crs** for Q3FY25 up **164.5% YoY & 10.7% Q-o-Q**
 - **RoA** for Q3FY25 at **0.6%** v/s. 0.2% in Q3FY24 & 0.5% in Q2FY25
 - **Operating Profit** at **INR 1,079 Crs** up **24.9% Y-o-Y** and **10.6% Q-o-Q**
- **NII up 10.2% Y-o-Y**; **NIMs stable** both **Y-o-Y** and **Q-o-Q** at **2.4%**
 - **NII** at **INR 2,224 Crs** for Q3FY25 up **10.2% Y-o-Y** and **1.0% Q-o-Q**
- Strong momentum in **Non-Interest Income- up 26.6% Y-o-Y** and **7.5% Q-o-Q**
 - **Non-Interest Income** for Q3FY25 at **INR 1,512 Crs** at **1.5%** of Average Assets (*annualized*).
- Second **successive** quarter of **reduction** in **C/I**
 - **Operating Costs** at **INR 2,657 Crs** up **13.2% Y-o-Y** and **0.9% Q-o-Q**
- **Net Provision Costs** at **INR 259 Crs** (**0.2%** of Assets- *annualized*) down **53.4% Y-o-Y** and **12.9% Q-o-Q**
 - Gross **P&L gain** from **Security Receipts** at **INR 1,101 Crs** for Q3FY25



Key Achievements/ Initiatives

- Launched **YES Business** powered by **IRIS Biz** by YES BANK to empower **MSMEs** and **Businesses**: a **new age business** banking app, with **100+ features**, that provides a wide range of **integrated solutions** to both simplify and strengthen business operations
- **RBI** approved the **appointment** of Mr. **Manish Jain** as **Executive Director** (ED) of the Bank, effective December 11, 2024, further **strengthening** the Bank's **leadership** team
- Certified as '**Great Place to Work®**' by Great Place to Work®, India, for the **third consecutive year**
- Launched '**YES PowherUp**' in partnership with **FICCI FLO**– a **specialised MSME** programme designed to **empower Women Entrepreneurs** in **scaling** their businesses

Profit and Loss Statement



All figures in INR Crs

- **Net Profit** for Q3FY25 at **INR 612 Crs** up **164.5% Y-o-Y** and **10.7% Q-o-Q**
- **Operating Profit** at **INR 1,079 Crs** up **24.9% Y-o-Y** and **10.6% Q-o-Q**
- **Q3FY25 NII** at **INR 2,224 Crs** up **10.2% Y-o-Y**, and **1.0% Q-o-Q**
- **NIM** for Q3FY25 at **2.4% flat Y-o-Y** and **Q-o-Q**
- **Non-Interest Income** at **INR 1,512 Crs** up **26.6% Y-o-Y** and **7.5% Q-o-Q**.
- **Operating Costs** at **INR 2,657 Crs** up **13.2% Y-o-Y** and **0.9% Q-o-Q**. Ex- **PSLC** costs, Opex grew **12.9% Y-o-Y** and **only 0.6% Q-o-Q**
- **Provision** Costs (non-tax) at **INR 259 Crs** (**0.2%** of Assets- annualized) **lower by 53.4% Y-o-Y** and **12.9% Q-o-Q**
- Gross P&L gain from **Security Receipts** at **INR 1,101 Crs** for Q3FY25

Profit and Loss Statement	Quarter Ended			Growth	
	Q3FY25	Q2FY25	Q3FY24	Q-o-Q	Y-o-Y
Net Interest Income	2,224	2,200	2,017	1.0%	10.2%
Non Interest Income	1,512	1,407	1,195	7.5%	26.6%
Total Income	3,736	3,607	3,211	3.6%	16.3%
Operating Expenses	2,657	2,632	2,347	0.9%	13.2%
Staff Cost	1,004	1,008	911	-0.4%	10.2%
Other Operating Expenses	1,653	1,624	1,437	1.8%	15.0%
Operating Profit/(Loss)	1,079	975	864	10.6%	24.9%
Provisions	259	297	555	-12.9%	-53.4%
Profit Before Tax	820	678	309	21.0%	165.2%
Tax Expense	208	125	78	66.3%	167.3%
Net Profit / (Loss)	612	553	231	10.7%	164.5%
Yield on Advances	10.1%	10.2%	10.1%		
Cost of Funds	6.5%	6.4%	6.4%		
Cost of Deposits	6.1%	6.1%	6.1%		
NIM	2.4%	2.4%	2.4%		
Cost to income	71.1%	73.0%	73.1%		

Break Up of Non-Interest Income

All figures in INR Crs

- **Non-Interest Income** for Q3FY25 at **INR 1,512 Crs**, up **26.6% Y-o-Y** and **7.5% Q-o-Q**
- Corporate Trade & Cash Mgmt. fees grew **25.6% Y-o-Y** and **3.5% Q-o-Q** in Q3FY25
- Retail Banking Fees up **17.7% Y-o-Y** and **2.9% Q-o-Q** in Q3FY25
 - Healthy **product mix** in Insurance Sales
 - **22%** Y-o-Y Growth in Retail **Life Insurance Premium**
 - **34%** Y-o-Y growth in **PMS AUM**
 - **62%** Y-o-Y growth in **CMS thruput**

Break up of Non Interest Income	Quarter Ended			Growth	
	Q3FY25	Q2FY25	Q3FY24	Q-o-Q	Y-o-Y
Non Interest Income	1,512	1,407	1,195	7.5%	26.6%
Corporate Trade & Cash Management	269	260	214	3.5%	25.6%
Forex, Debt Capital Markets & Securities	184	163	107	12.6%	71.4%
<i>Investment gains & Treasury Income</i>	<i>112</i>	<i>65</i>	<i>7</i>	<i>71.4%</i>	<i>1495.1%</i>
Corporate Banking Fees	71	61	71	17.6%	1.1%
Retail Banking Fees	944	918	802	2.9%	17.7%
<i>Trade & Remittance</i>	<i>172</i>	<i>174</i>	<i>156</i>	<i>-1.4%</i>	<i>9.9%</i>
<i>Facility/Processing Fee</i>	<i>163</i>	<i>193</i>	<i>133</i>	<i>-15.5%</i>	<i>22.6%</i>
<i>Third Party Sales</i>	<i>169</i>	<i>223</i>	<i>172</i>	<i>-24.1%</i>	<i>-1.6%</i>
<i>Interchange Income</i>	<i>197</i>	<i>138</i>	<i>170</i>	<i>43.1%</i>	<i>16.3%</i>
<i>General Banking Fees</i>	<i>243</i>	<i>190</i>	<i>172</i>	<i>28.0%</i>	<i>41.6%</i>

Break up of Operating Expenses

All figures in INR Crs

- **Operating Costs** at INR 2,657 Crs up **13.2% Y-o-Y** and **0.9% Q-o-Q**.
- Ex- **PSLC** costs, Opex grew **12.9% Y-o-Y** and **only 0.6% Q-o-Q**
- **Professional fees** up **34.3% Y-o-Y**, driven primarily by higher collections charges and partnerships related costs
- Others: Include **PSLC** Cost of **INR 86** Crs during the quarter v/s. INR 71 Crs in Q3FY24 and INR 78 Crs in Q2FY25

Break up of Operating Expenses	Quarter Ended			Growth	
	Q3FY25	Q2FY25	Q3FY24	Q-o-Q	Y-o-Y
Staff	1,004	1,008	911	-0.4%	10.2%
Business Volume Linked	458	452	452	1.2%	1.2%
IT	317	300	273	5.6%	16.0%
Premises	257	259	232	-0.7%	10.7%
Professional Fees	355	348	264	2.0%	34.3%
Others	266	265	216	0.4%	23.2%
<i>of which PSLC</i>	86	78	71	10.7%	20.5%
Total Opex	2,657	2,632	2,347	0.9%	13.2%

Professional Fees primarily comprise of Bureau costs and vendor fees related to Collections, Contact Centre and other consulting and legal costs

Provisions and P&L

All figures in INR Crs

- **Provision cost** for Q3FY25 down **26.2% Y-o-Y**
 - Non-Tax provisions **lower** by **53.4% Y-o-Y** and **12.9% Q-o-Q**
- Gross **Slippages** for Q3FY25 at **INR 1,348 Crs** (**2.2%** of Advances) v/s. INR 1,233 Crs (2.3% of Advances) in Q3FY24 & INR 1,314 Crs (2.2% of Advances) in Q2FY25
- Provisions for **Investments** include:
 - Gross **recoveries** from Security Receipts at **INR 1,189 Crs** in Q3FY25 resulting into Gross **P&L gain** of **INR 1,101 Crs**
 - **Step-up** in provisions in **SRs** resulting into **Net Carrying Value** of only **INR 233 Crs** v/s. INR 843 Crs in Q2FY25 and INR 1,714 Crs in Q3FY24 and
- **Resolution** momentum continues to be strong with Total Recoveries & Upgrades for Q3FY25 at **INR 1,843 Crs. 9MFY25** cumulative recoveries and resolutions at **INR 4,443 Crs**
- **NNPA + net carrying value** of **SR** as % of Advances at **0.6%** v/s. 1.7% in Q3FY24 and 0.9% in Q2FY25

Break up of Provisions	Quarter Ended			Growth	
	Q3FY25	Q2FY25	Q3FY24	Q-o-Q	Y-o-Y
Operating Profit/(Loss)	1,079	975	864	10.6%	24.9%
Provision for Taxation	208	125	78	66.3%	167.3%
Provision for Investments	(591)	(256)	167	130.8%	NM
Provision for Standard Advances & Others	80	(131)	(69)	NM	NM
Provision for Non Performing Advances	769	684	457	12.4%	68.3%
Total Provisions	467	422	633	10.5%	-26.2%
Net Profit / (Loss)	612	553	231	10.7%	164.5%
Return on Assets (annualized)	0.6%	0.5%	0.2%		
Return on Equity (annualized)	5.2%	4.9%	2.2%		
Earnings per share-basic (non-annualized)	0.20	0.18	0.08		

Balance Sheet

All figures in INR Crs



- **Balance Sheet** grew 8.7% Y-o-Y
- **Advances growth** at 12.6% Y-o-Y
- **Growth** momentum sustains in **Deposits** at 14.6% Y-o-Y
- **C/D ratio at 88.3%** v/s. 89.9% in Q3FY24 and 84.8% in Q2FY25
- Disbursements of **INR 25,256 Crs** in Q3FY25

Disbursements	Q3FY25
Retail Assets	7,989
Rural Assets	947
SME ¹	8,839
Mid Corporate	1,425
Corporate	6,056

Balance Sheet	31-Dec-24	30-Sep-24	31-Dec-23	Q-o-Q %	Y-o-Y %
Assets	413,607	418,092	380,391	-1.1%	8.7%
Advances	244,834	235,117	217,523	4.1%	12.6%
Investments	81,843	85,599	79,333	-4.4%	3.2%
Liabilities	413,607	418,092	380,391	-1.1%	8.7%
Shareholders Funds	46,941	46,407	41,684	1.2%	12.6%
<i>Total Capital Funds</i>	<i>47,577</i>	<i>47,667</i>	<i>44,269</i>	<i>-0.2%</i>	<i>7.5%</i>
Deposits	277,224	277,214	241,831	0.0%	14.6%
Borrowings	69,758	78,310	79,381	-10.9%	-12.1%

Break up of Deposits	31-Dec-24	30-Sep-24	31-Dec-23	Q-o-Q %	Y-o-Y %
CASA	91,650	88,601	71,749	3.4%	27.7%
<i>Current Account</i>	<i>39,605</i>	<i>40,938</i>	<i>32,695</i>	<i>-3.3%</i>	<i>21.1%</i>
<i>Savings Account</i>	<i>52,045</i>	<i>47,663</i>	<i>39,054</i>	<i>9.2%</i>	<i>33.3%</i>
CASA Ratio	33.1%	32.0%	29.7%		
Term Deposits	185,574	188,613	170,082	-1.6%	9.1%
<i>Certificate of Deposits</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>NM</i>	<i>NM</i>
Total Deposits	277,224	277,214	241,831	0.0%	14.6%

¹ Includes sanctions/ limit set-ups

Break up of Advances & Deposits

All figures in INR Crs

- **SME** Advances up **26.7% Y-o-Y**; **Mid Corporate** Advances up **26.7% Y-o-Y**
- **Corporate** Advances up **26.8% Y-o-Y** and **7.6% Q-o-Q**
- **Strategic** slowdown in **Retail Assets** growth with focus on Profitability improvement
- CASA + Retail TDs¹ at **62.6%**
- Avg. daily CA for Q3FY25 **grew 22.1% Y-o-Y**
- Avg. daily SA for Q3FY25 **up 32.1% Y-o-Y** and **9.0% Q-o-Q**
- **Retail CASA** Accounts opened: **~314K** in Q3FY25

Segmental Break up of Advances	31-Dec-24	30-Sep-24	31-Dec-23	Q-o-Q %	Y-o-Y %
Retail	99,805	100,424	103,086	-0.6%	-3.2%
SME	41,991	38,982	33,141	7.7%	26.7%
Mid corporate	39,602	36,765	31,263	7.7%	26.7%
Corporate	63,435	58,946	50,032	7.6%	26.8%
Total Net Advances	244,834	235,117	217,523	4.1%	12.6%

Segmental Break up of Deposits ²	31-Dec-24	30-Sep-24	31-Dec-23	Q-o-Q %	Y-o-Y %
Retail & Branch Banking led Deposits	161,789	153,715	132,821	5.3%	21.8%
<i>Retail & Branch Banking CASA Ratio</i>	39.8%	37.3%	35.7%		
Other Deposits	115,435	123,500	109,010	-6.5%	5.9%
<i>Other CASA Ratio</i>	23.6%	25.3%	22.3%		
Total Deposits	277,224	277,214	241,831	0.0%	14.6%

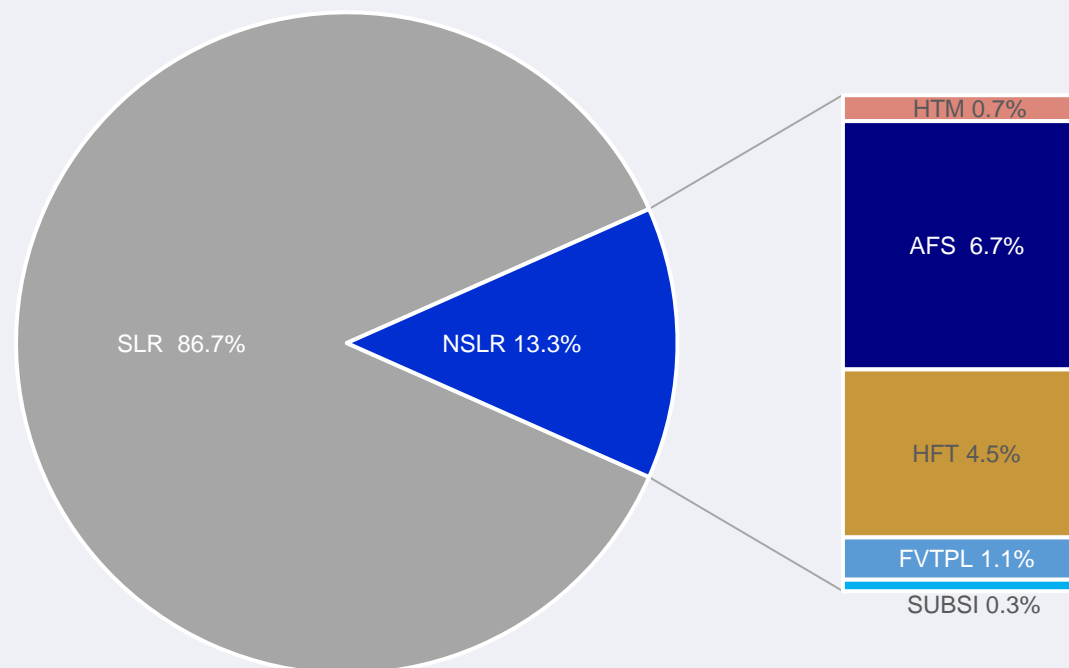
¹ Based on Balances <= INR 3 Crs on an Account Level; ² Excluding Certificate of Deposits; basis internal business segmentation

Break up of Investments

All figures in INR Crs

- Total Net Investments at **INR 81,843 Crs**
- **SLR – INR 71,424 Crs**
- **Non SLR – INR 10,419 Crs**
 - Standard Performing- **INR 7,497 Crs**:
99.9% Rated AA and above
 - Security Receipts- **INR 233 Crs**
 - Others¹- **INR 2,689 Crs**

Investments Breakup



¹ Includes Equity, Preference, CDR, US Treasury Bills, NPI & Others

NPA Highlights

All figures in INR Crs



- **GNPA** Ratio at **1.6%** in Q3FY25 **flat Q-o-Q** and down **40 bps Y-o-Y**
- **NNPA** Ratio at **0.5%** v/s. 0.9% in Q3FY24 and 0.5% in Q2FY25
- Gross **Slippages** for Q3FY25 at **INR 1,348 Crs (2.2% of Advances)** v/s. INR 1,233 Crs (2.3% of Advances) in Q3FY24 & INR 1,314 Crs (2.2% of Advances) in Q2FY25
- **Retail** Gross Slippages for Q3FY25 **flat Q-o-Q** at **INR 1,174 Crs** v/s. INR 1,179 Crs in Q2FY25

Asset Quality Parameters	31-Dec-24	30-Sep-24	31-Dec-23
Gross NPA (%)	1.6%	1.6%	2.0%
Net NPA (%)	0.5%	0.5%	0.9%
Provision Coverage Ratio excl. Technical W/O (%)	71.2%	70.0%	56.6%
Provision Coverage Ratio incl. Technical W/O (%)	82.4%	81.5%	71.9%

Segmental GNPA	31-Dec-24		30-Sep-24		31-Dec-23	
	GNPA	(%)	GNPA	(%)	GNPA	(%)
Retail	2,226	2.2%	2,067	2.0%	1,628	1.6%
SME	600	1.4%	566	1.4%	458	1.4%
Mid corporate	402	1.0%	475	1.3%	215	0.7%
Corporate Banking	735	1.1%	781	1.3%	2,156	4.2%
Total	3,963	1.6%	3,889	1.6%	4,457	2.0%

Movement of GNPA ¹	30-Sep-24	Movement				31-Dec-24
	Opening	Additions	Upgrades	Recoveries	Write Offs	Closing
Retail	2,069	1,174	195	121	700	2,226
SME	564	136	59	31	11	600
Mid corporate	475	30	17	0	86	402
Corporate	781	9	1	54	0	735
Total	3,889	1,348	272	206	797	3,963

¹ Opening Balance includes the impact of for Inter- segment movement of Products and Customers during the quarter

Summary of Labelled & Overdue Exposures

All figures in INR Crs

- Slippages of **INR 5 Crs** in Q3FY25 from Standard Restructured Advances pool of Q2FY25
- Recovery and Repayments from Standard Restructured accounts amounted to **INR 216 Crs**
- **Recoveries** from **Security Receipts** during the quarter aggregated to **INR 1,189 Crs**
 - Provision Coverage on Security Receipts at **94.9%**
- Overdue book of 31-90 days at **INR 3,980 Crs** from INR 4,379 Crs in Q3FY24 and INR 3,762 Crs in Q2FY25
 - Rise in **61-90 days Overdue** balances in **Retail** Segment, largely driven by **Rural Portfolio**

Particulars	31-Dec-24		30-Sep-24		31-Dec-23	
	Gross	Provisions	Gross	Provisions	Gross	Provisions
NPA	3,963	2,821	3,889	2,721	4,457	2,523
Other Non Performing Exposures	5,565	4,607	6,270	4,710	7,502	5,005
<i>NFB of NPA accounts</i>	<i>908</i>	<i>183</i>	<i>898</i>	<i>181</i>	<i>987</i>	<i>204</i>
<i>NPI</i>	<i>73</i>	<i>73</i>	<i>85</i>	<i>85</i>	<i>122</i>	<i>122</i>
<i>Security Reciepts</i>	<i>4,584</i>	<i>4,351</i>	<i>5,287</i>	<i>4,444</i>	<i>6,393</i>	<i>4,679</i>
Total Non Performing Exposures	9,528	7,428	10,159	7,432	11,959	7,528
Technical Write-Off	2,517	2,517	2,432	2,432	2,430	2,430
Provision Coverage incl. Technical W/O		82.6%		78.3%		69.2%
Std. Restructured Advances	1,928	138	2,125	141	3,958	394
<i>Erstwhile</i>	<i>11</i>	<i>2</i>	<i>11</i>	<i>4</i>	<i>267</i>	<i>49</i>
<i>DCCO related</i>	<i>1,585</i>	<i>79</i>	<i>1,769</i>	<i>88</i>	<i>1,223</i>	<i>61</i>
<i>MSME</i>	<i>73</i>	<i>9</i>	<i>66</i>	<i>8</i>	<i>393</i>	<i>40</i>
<i>Covid</i>	<i>259</i>	<i>48</i>	<i>278</i>	<i>41</i>	<i>2,075</i>	<i>243</i>
Other Std. exposures	117	41	129	45	333	115
61-90 days overdue loans	2,116		1,866		2,051	
<i>Of which Retail</i>	<i>1,352</i>		<i>1,121</i>		<i>943</i>	
31-60 days overdue loans	1,864		1,896		2,327	
<i>Of which Retail</i>	<i>1,637</i>		<i>1,661</i>		<i>1,261</i>	

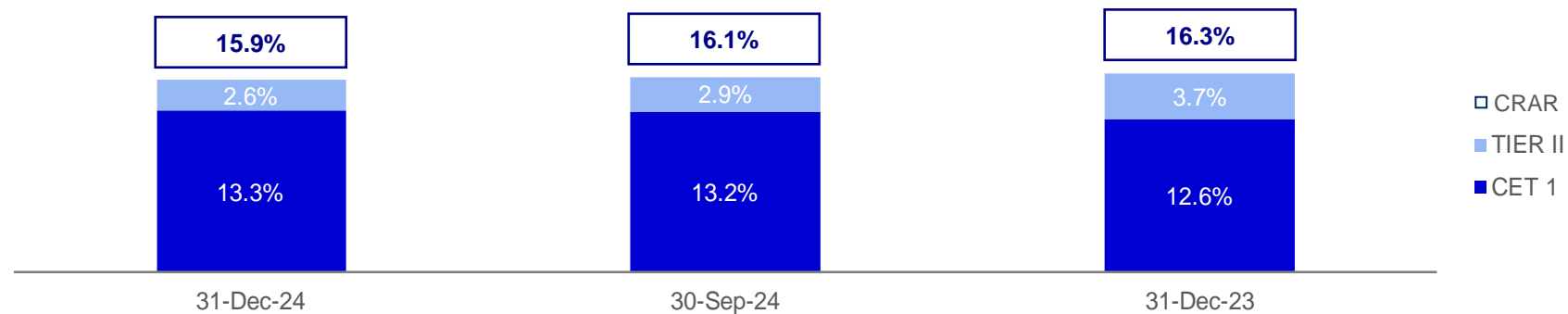
¹ Comprises only Corporate Accounts

² Already Implemented as of respective date; Erstwhile category represents Standard Restructured accounts and does not include withdrawn categories such as SDR, S4A etc.

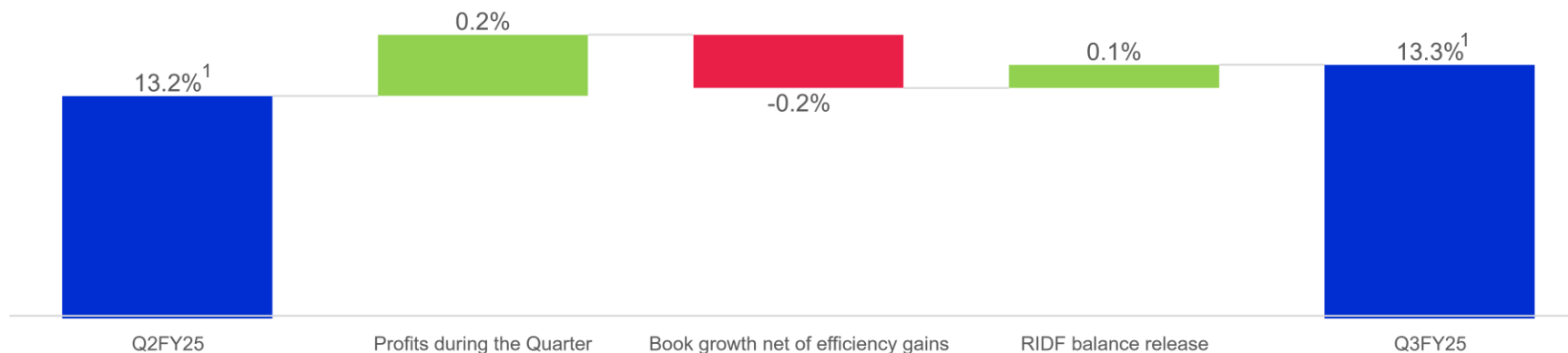
³ Where provisioning has been made as per requirement of RBI circular on Prudential Framework for Resolution of Stressed Assets dated June 7, 2019

CET 1 Ratio at 13.3%¹

1 Bank's Capital Adequacy Ratio ¹



2 CET I Q-o-Q Movement in Q3FY25



RWA to Total Assets at 72.3% vs. 71.2% in Q3FY24 and 70.7% in Q2FY25. Q-o-Q Increase led by reduction in balances of Deposits placed in lieu of PSL Shortfalls.



¹ Includes Profits

Contents

Overview

Financial Results- Q3FY25

YES BANK Franchise



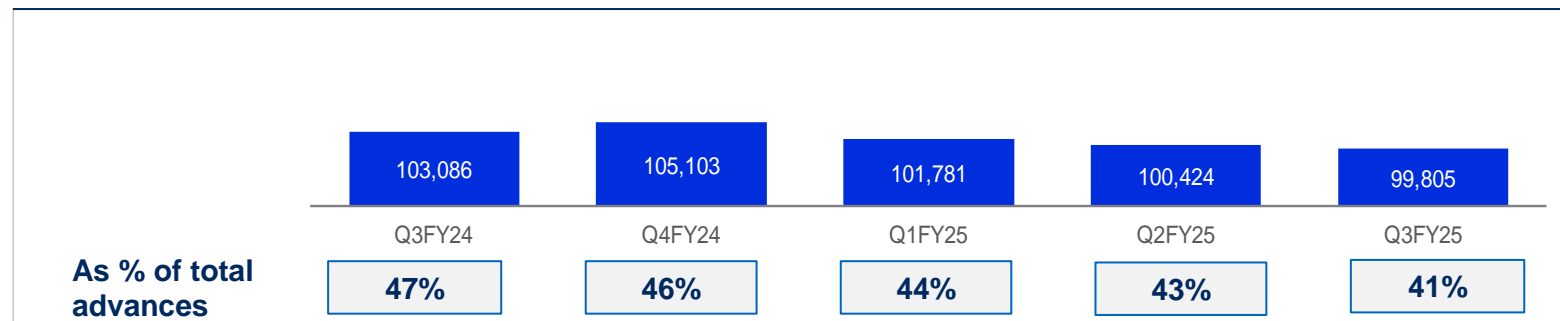
Retail Bank:

Full spectrum retail bank growing with strong momentum

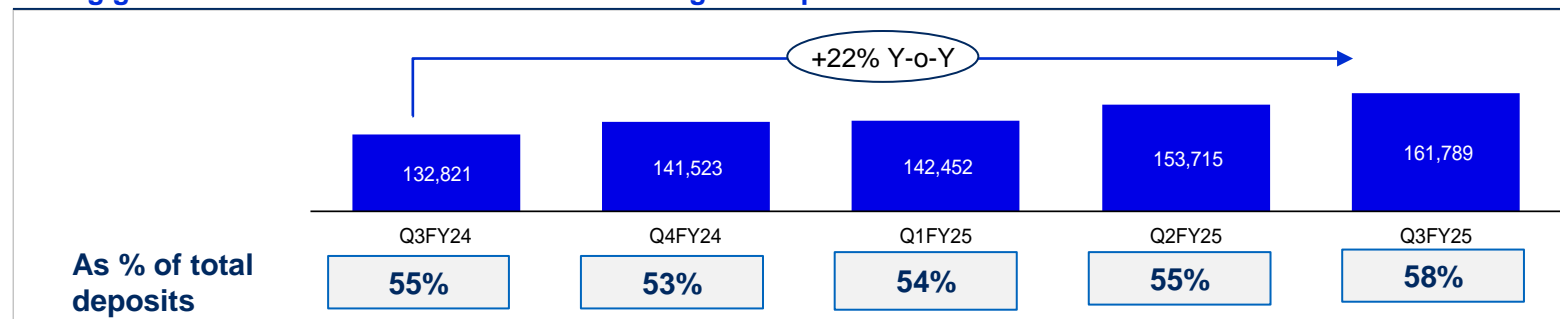


All figures in INR Crs

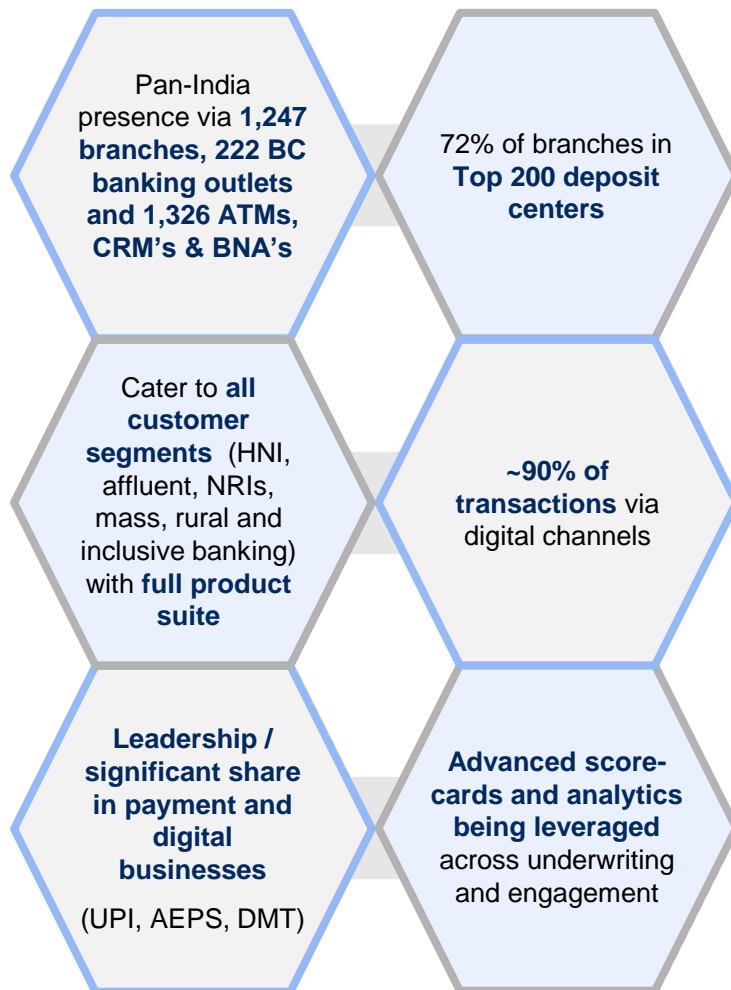
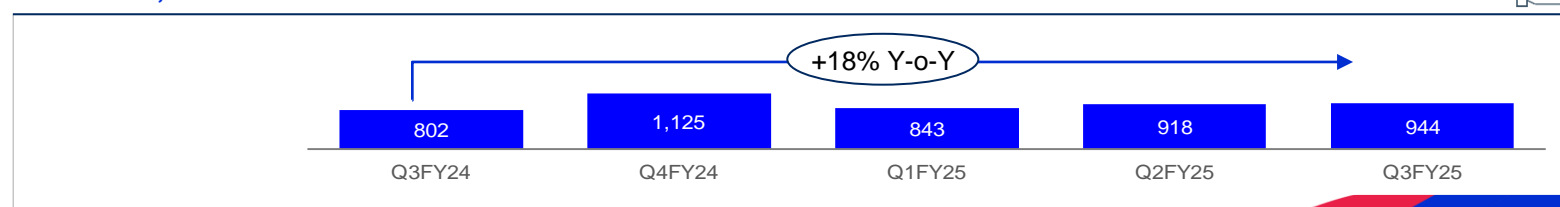
Growth calibration in Retail Advances ¹



Strong growth sustains in Retail & Branch Banking led Deposits



In addition, continued momentum within Retail Fee Income



¹ Basis Internal Business Segmentation; excludes SME Advances

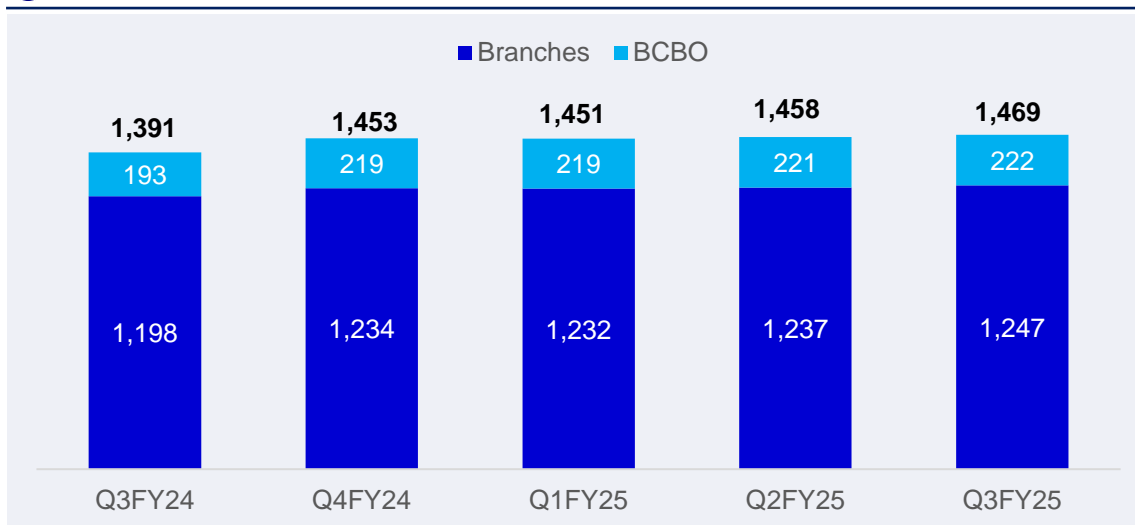
Branch Banking:

Expanding Footprint, Enhanced Digital Cross Sell & Growth in Granular Deposits

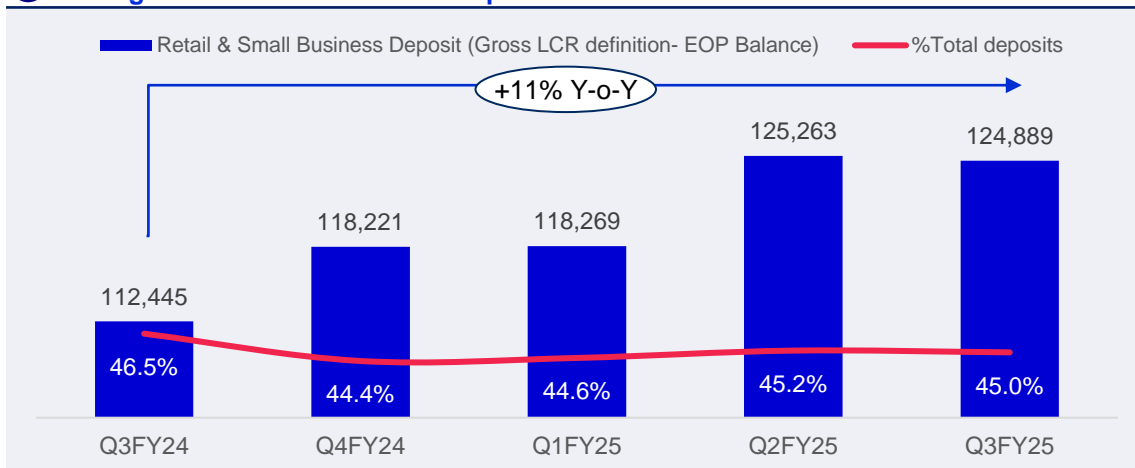


All figures in INR Crs

1 Branch Network



3 Strong momentum in Granular Deposits



2 Digital Journeys for seamless Customer Acquisition, Servicing & Cross sell

Current & Savings Account Onboarding

Assisted Digital Onboarding

- ~96% Individual SA opened digitally with ~60% Savings accounts instantly activated
- ~95% Eligible CA accounts opened digitally with ~50% accounts activated within 4 hours
- Instant A/c Activation extended to Corporate Salary Accounts
- Data backed Product Recommender - Auto fetch profile information from GST for KYC validation. Right product recommendation in real time for New to Bank CA

Digital Co-origination enabled across CA & SA onboarding

- Co-sourcing of Insurance products with SA in a single journey
- Co-origination of POS along with CA for Sole Proprietor in a single journey

DIY (Do It Yourself) Digital Onboarding

- New screens for quick & improved customer experience in DIY SA journey

Servicing & Cross Sell

Servicing

- Over 226 unique service journeys available on digital applications
 - 131 on "IRIS by YES Bank" – Bank's newest Digital app
 - 191 on YES Online – Internet Banking Platform
 - 90 on YES Robot
 - 64 on WhatsApp Banking

Cross Sell

- End-to-end digital journeys for FD, RD, Credit card, MF, SGB, RE-KYC, insurance, IPOs, Card upgrades & quick loans, tax payments, Digital saving accounts, virtual gift cards, Government schemes, card transactions to EMI and Personal Loans
- Journeys available across DIY / Assisted

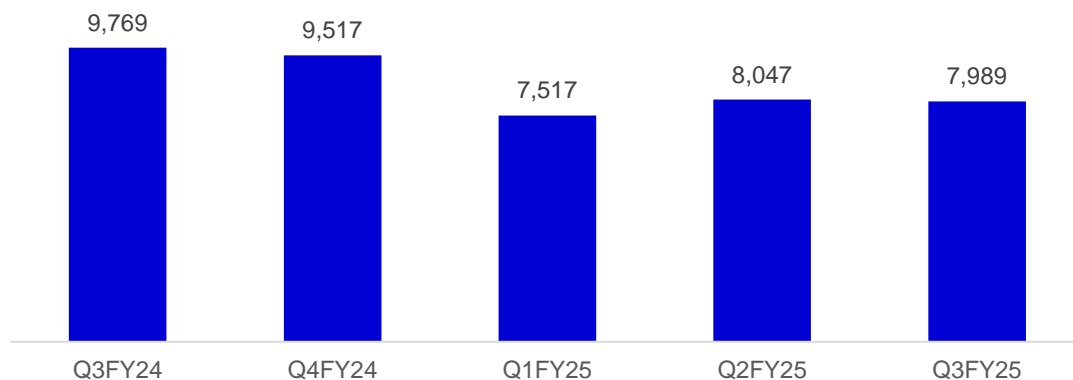
Retail Assets:

Focus on Profitability enhancement

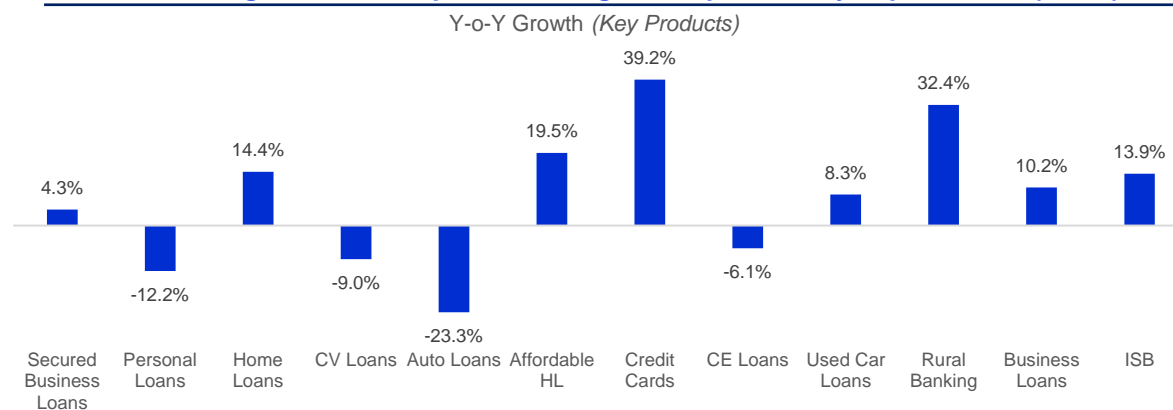
All figures in INR Crs



1 Retail Banking asset disbursements¹: Calibration in Product & Sourcing mix

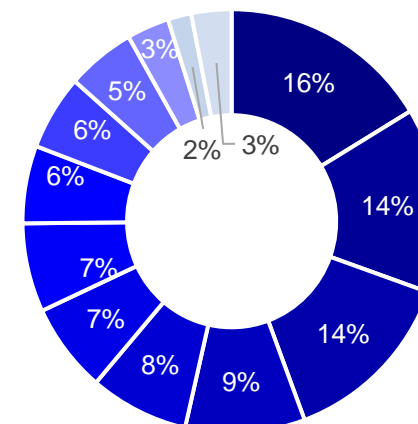


3 Differential growth across products- targeted at profitability improvement (Y-o-Y)

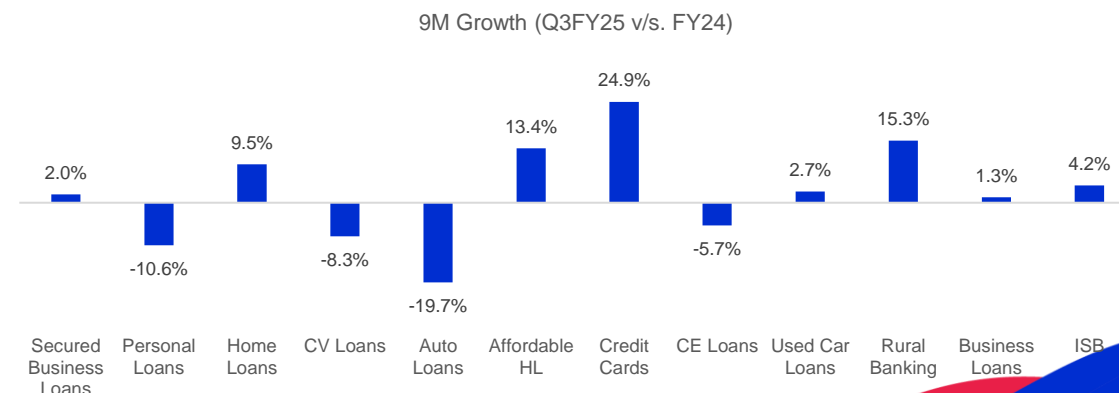


2 Diversified retail book²

- Secured Business Loans
- Personal Loans
- Home Loans
- Commercial Vehicle Loans
- Auto Loans
- Credit Cards
- Affordable Home Loans
- Construction Equipment Loans
- Used Car Loans
- Rural Banking
- Business Loans
- Inclusive & Social Banking
- Others



4 Differential growth across products- (9M Growth)



¹ Excludes Rural Banking Assets, Credit Cards and Inclusive & Social Banking, ² Split basis gross retail advances

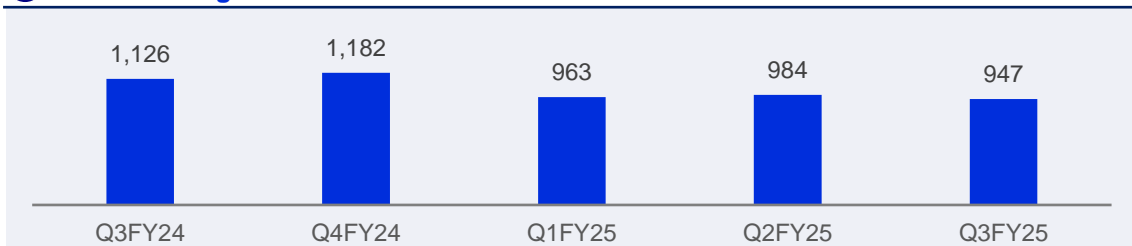
Rural Assets

Deepening the penetration in emerging rural markets & generating Agri PSL



All figures in INR Crs

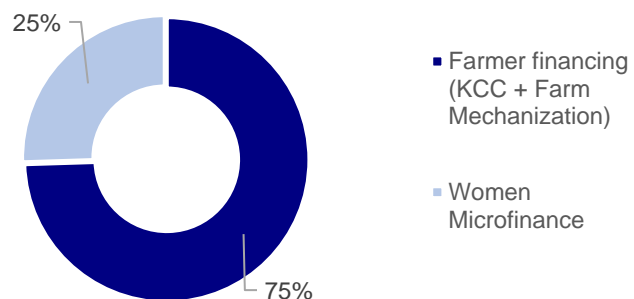
1 Business originations¹



- 100% book qualifies under **granular PSL lending**
- **Product suite to cater to all segments** of semi urban/ rural ecosystem
- **Parameterized lending** in the granular book for faster disbursements

3 Capturing Rural value chain with geographic diversification

Book Split (value) by segments



Book size : INR 7,215 Cr

- **Diversified portfolio** across ~230 districts in 18 states
- **Long standing relationship with credible BC partners**

2 Robust Farmer financing and Women Microfinance book

- **High quality farmer financing** book with NPA of 1.9%
- **The NPA for Women Microfinance Borrowers portfolio stands at 3.8%**
- **Well diversified farmer financing book** with small, medium and large ticket size loans
- **On ground portfolio monitoring/** trigger-based monitoring by an independent risk monitoring team

4 Profitability Drivers supported by in-depth analytics

- **New LOS and LMS** along with important features such as eKYC, integrated BRE with instant result, eSIGN and direct disbursement will help in improving the efficiency and productivity resulting in overall 20% increase in conversion rate (sourcing to Disbursement)
- Analysis on the industry wide data for analyzing business trends, portfolio quality and competitive bench-marking through credit bureau data at pin code level
- **Periodic analysis** of SRO (MFIN) reports

¹ Excluding a business unit which lends to Microfinance institutions, as it has been internally transferred to Wholesale Banking Segment

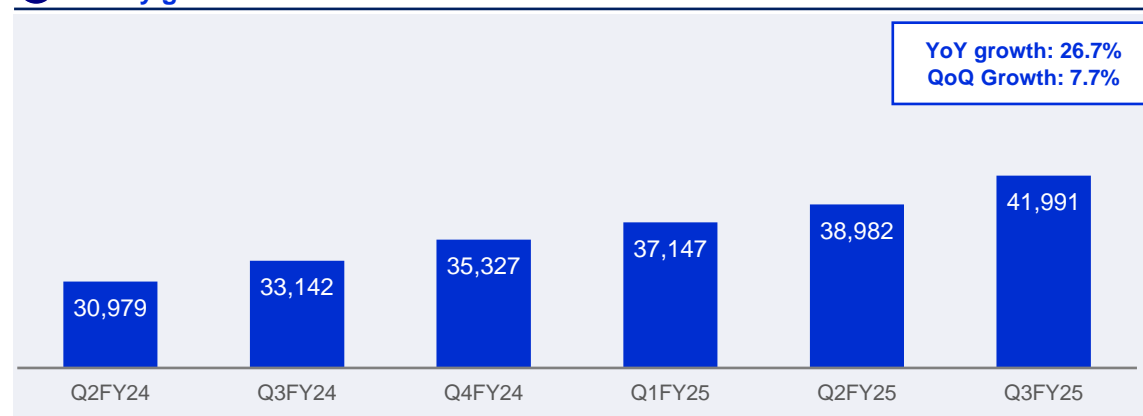
SME Banking:

Strong Book Growth while boosting bottom line



All figures in INR Crs

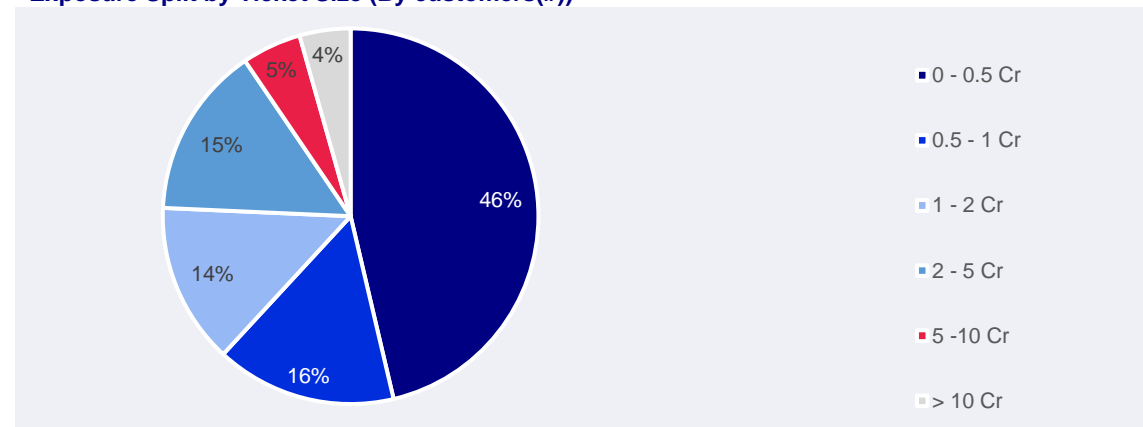
1 Steady growth in funded book



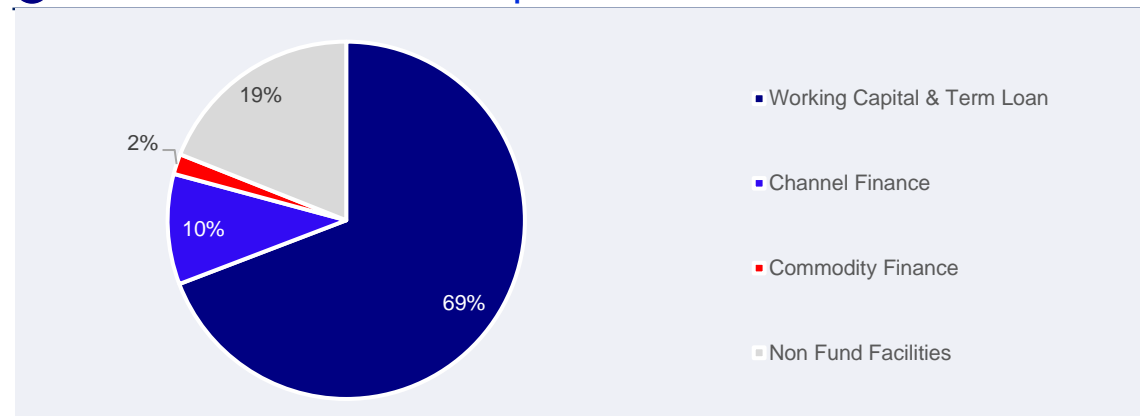
- **Healthy Book** : GNPA 1.4% of Fund Book

3 SME Portfolio Granularity (Customers)

Exposure Split by Ticket Size (By customers(#))



2 Funded and Non-Funded Book composition



Healthy mix of **Non-Fund** book at ~19%

4 Growth avenues, Digitization & product innovation

- **YES Business & IRIS Biz App** : Launch of MSME dedicated Net-banking & Mobile app for integrated financial management, Digi Loan A/c application, insights & user-friendly interface
- **Supply Chain LOS** : Launch of Digital Origination System for sourcing Channel Finance customers
- **Digi OD enrichment** : Sourcing for ETB Customers (pre-approved) launched alongwith NTB sourcing for Unsecured OD
- **Yes PowherUP** : Launch of comprehensive MSME Program curated specifically for Women Entrepreneurs to scale their business
- **Service Desk** : Enhanced with Financial Services (RTGS/NEFT, FD Booking etc.) easing RM bandwidth

Credit Cards:

Strong business growth and enhanced customer experience

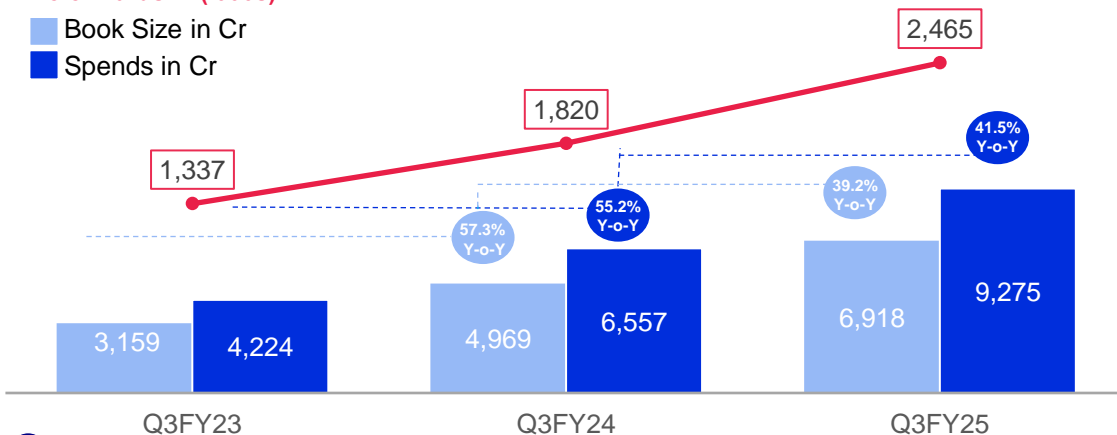


1 Sustained Strong Growth in Cards, Book Size & Card Spends

No of Cards In ('000s)

Book Size in Cr

Spends in Cr



3 Product and Portfolio Engagement



- Recorded highest ever **UPI spends of INR 1,800+ Crs** in Q3 FY25. 45% growth over Q2 FY25
- Online spends continues** to contribute 49% of the total retail spends.
- Highest ever digital channels' contribution** in post-purchase and loan products at 59% for Q3 FY25

2 Growth in Acquisition and Cross sell

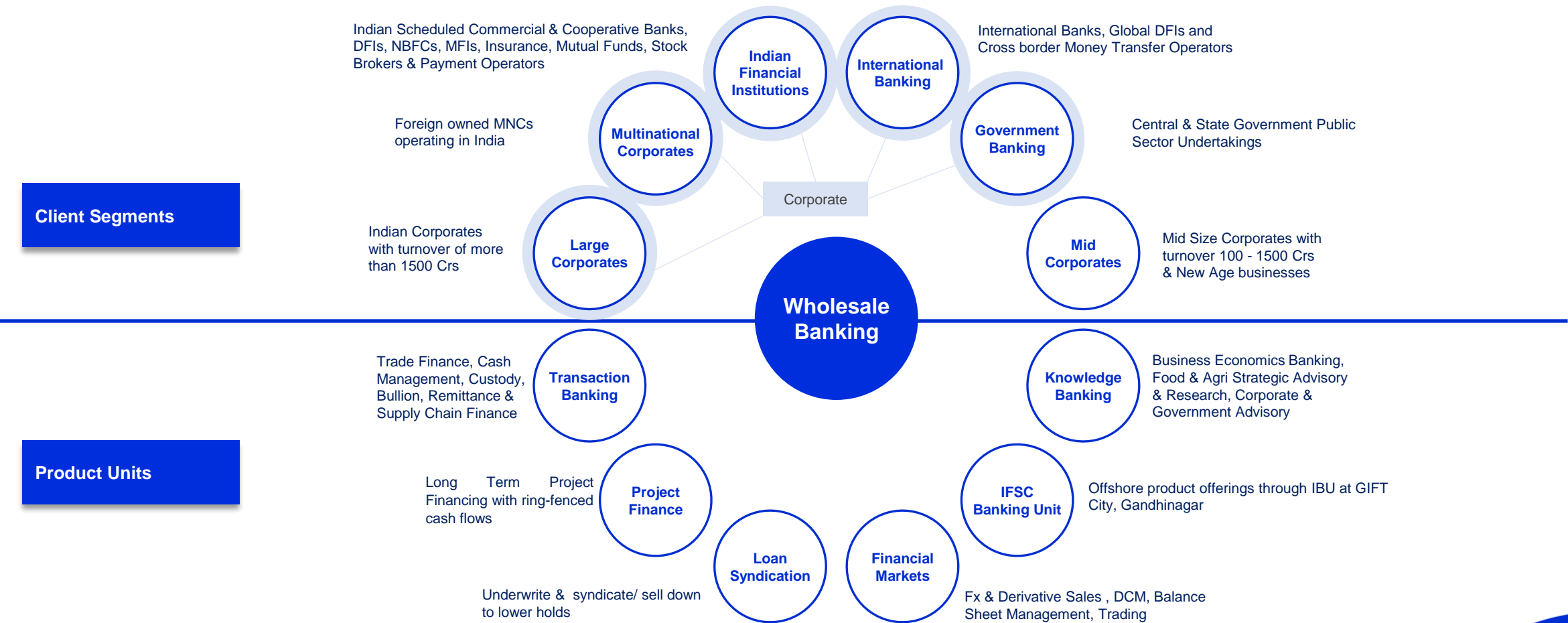
- Steady growth in new card acquisition leading to 35% YoY** growth in customer base to reach ~2.46 million base.
- Internal Branch and Asset Cross Sell channel** contribute 48% of the acquisition.
- Highest ever Spends of INR 9,275 Crs** in Q3 FY25. 41.5% YoY growth over Q3 FY24
- Book size of INR 6,918 Cr** at end of Q3 FY25. 39.2% YoY growth over Q3 FY24

4 Distribution Outreach and Digitization

- 89% of unique CC customers** are now registered and active on IRIS by YES.
- Digital contribution in new card acquisition** at 98% for Q3 FY25

Wholesale Banking

Covering diverse Client Segments with deep Product Expertise



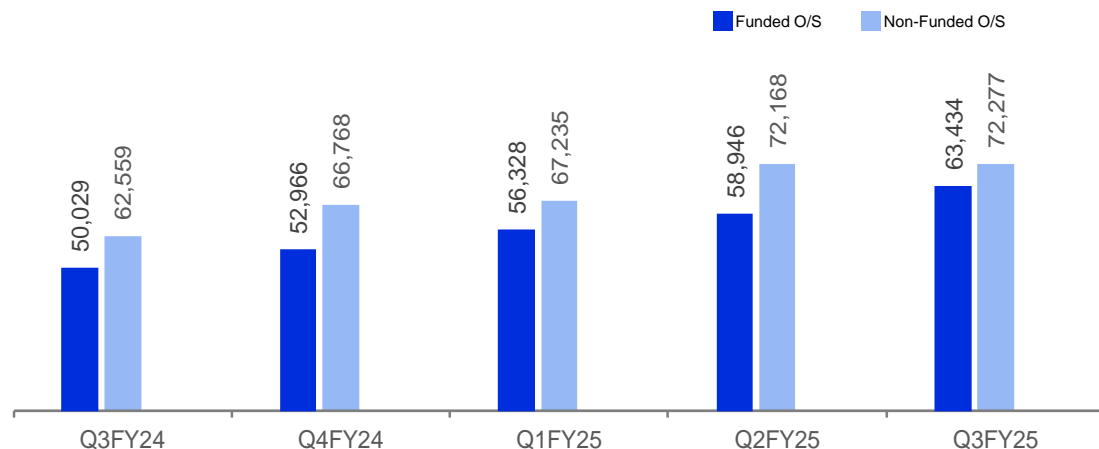
Growing Client Base and improving positioning with high focus on Risk and Returns

Wholesale Banking Business (1)

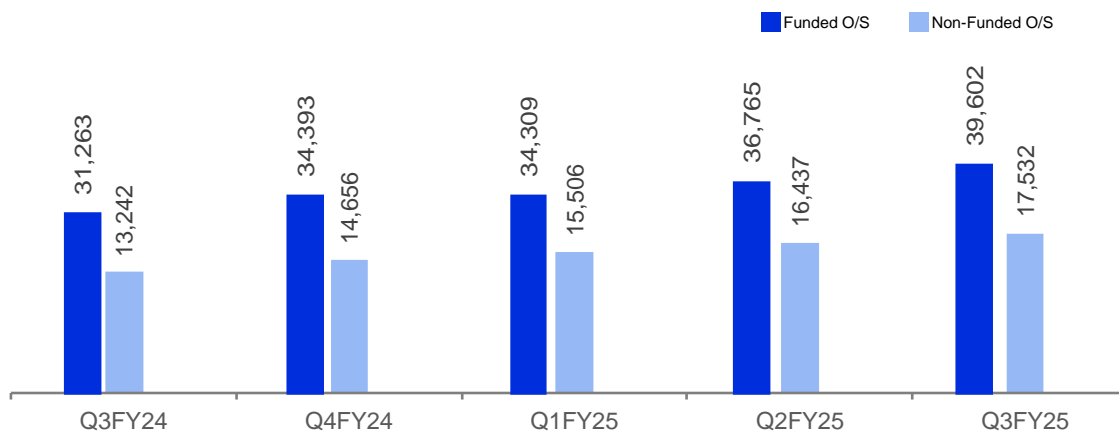
All figures in INR Crs



1 Corporate Book



2 Mid Corporate Book



3 Providing tailored solutions to clients across business segments

Large Corporates

- Team of 184 Relationship Bankers in 10 cities
- Focus on providing wide suite of banking products to develop and maintain core bank status

Indian Financial Institutions

- Team of 62 Relationship Bankers covering Indian Financial Institutions and financial sector entities
- Solutioning led wholesale liabilities franchise across Co-operative banks, BFSI and Fintechs

International Financial Institutions

- Partnership with International DFI, Banks and Exchange Houses
- Facilitate cross border business including trade and personal remittances

Government Entities

- Team of 79 Relationship Bankers spread across 36 locations
- Coverage of Government(s) and Administered Institutions with Comprehensive Financial and Digital solutions expertise

Multinational Corporates

- Team of 42 Relationship Bankers spread across 8 locations
- Granular advances growth with focus on trade/cash/FX solutioning

Mid Corporates

- Team of 312 Relationship Bankers with a strong coverage with presence in 37 key cities. Building Granular portfolio with a focus on knowledge banking
- Deeply entrenched in new-age entrepreneurship ecosystem by providing bespoke digital solutions, incubation and networking platforms

Wholesale Banking Business (2)

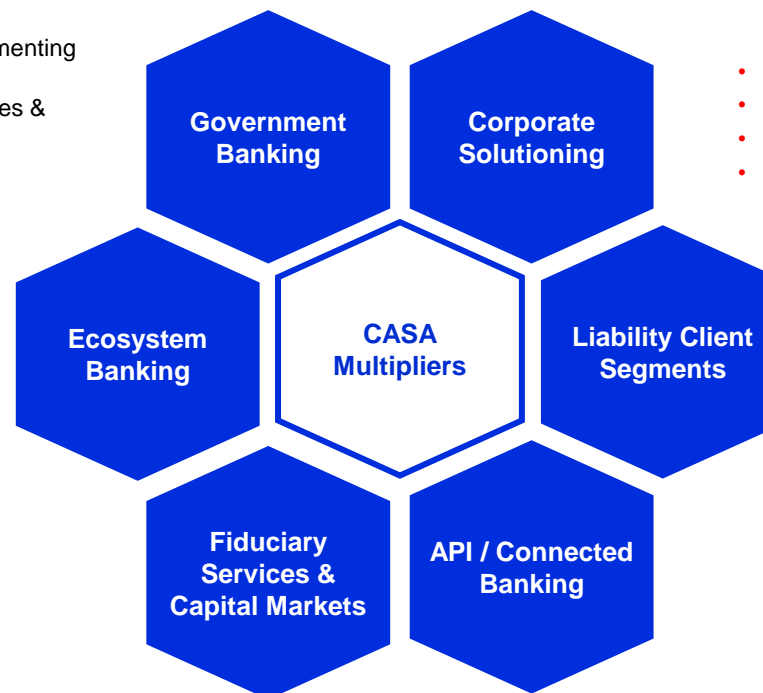
Building sustainable Liability Book



- Alignment with Govt strategy & fund flow to focus on implementing agencies
 - Local Bodies, Development Authorities, Smart Cities & Agricultural Bodies
- E-Tendering, E-Procurement, E-Governance (G2C)
- Strategic Projects : SNA, GeM, PFMS2.0

- **Follow the money** (Inorganic acquisition)
- Mainstreaming Corporate Supply Chain
- **Lifecycle Banking** – Comprehensive Product Suite for clients
- Influencer Strategy eg. PE, VC, Fintechs.

- Custody Fund Accounting for MF, AIF, PMS clients
- Escrow structures for Fintech ecosystem and NBFCs
- Settlement accounts for Banks, SMBs, Exchanges etc.
- CSDL, PCM
- Capital Market Ecosystem – Brokers–POA–BTI link



- Liquidity Mgmt. for Large and Mid-Corporates
- Exporter Accounts
- Real Estate – RERA
- TASC – Education Institutions, Hospitals and PF Trusts

- Fintech & Ecommerce
- Co-operative Banks
- X-Border : Exchange Houses / MTOs / PA-CB
- Financial Institutions – Insurance, MF
- Multinational (MNC) client segment

- Bank as a Payment Aggregator
- Banking as a Service – Connected Banking
- Banking as a Platform – Yes Connect
- Digital - Onboarding, Transacting, Servicing & Governance

Large Corporates

Focus Sectors

- Chemicals
- Infra - Road & Port
- Electronics & Electricals
- FMCG
- Food & Agri
- Auto & Auto Ancillaries
- Metals & Mining
- Logistics & Warehousing
- Transportation
- Healthcare & Pharma
- Renewable Energy
- EV

Portfolio Quality and Risk

- Higher proportion of well rated corporates in Advances
- Continued reduction in stressed book & improvement in portfolio rating
- Growth in Working Capital & Trade business
- Focus on granularizing the portfolio.

Pan India Presence

- Presence in 10 major locations

- Delhi
- Kolkata
- Mumbai
- Pune
- Ahmedabad



- Bengaluru
- Chennai
- Hyderabad
- Coimbatore
- Kochi



Analytics

- Proactive EWS mechanism
- Detailed screening of new names prior to on-boarding

Products

- Working capital Finance, Project Finance, Supply Chain Finance, FX and Derivatives
- Growing non-fund book - Letters of Credit, Bank Guarantees
- Digital, Collection & Payments, Liquidity Management Solutions
- Major contributor to Bank's Liabilities business
- Onboarding new clients via Debt Capital Markets solutions
- Cross-sell Retail Banking - Corporate salary accounts & Credit Cards
- Focus on high quality sponsors and granular book for Project Finance

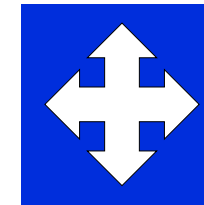
Mid Corporates



Growth led by NTB and X-sell - higher wallet share and productivity



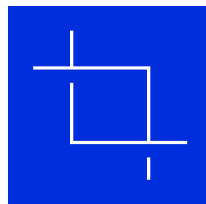
Knowledge Sectors – Media & Entertainment, Gems & Jewellery, Food & Agri, Pharma, Chemicals, Auto ancillary, Logistics, Metals



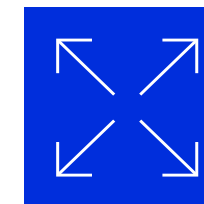
ECOM Team
Unicorn and Soonicorn Focus



Strong coverage – presence in 37 key locations



Laser Sharp focus on portfolio quality



Initiatives to maintain Bank's Leadership Position in startup ecosystem through engagements like API banking, Customized Digital Solutions (UPI/PPI, Digital Escrow), and Advisory Services



Sustainable growth in fund based book - Increase Term Loan share



Increase Fee contribution through Augmenting credit & non-credit Trade/ CMS income. Focus on digital channels like Trade On Net, Digital Banking, API integration. Using FASAR & Treasury capabilities



Customers provide a multiplier effect for Branch Banking offerings - Employee Salary Accounts, Wealth Management, Credit Cards

Indian Financial Institutions



Co-operative Banks & RRBs

- Relationship driven, Liability rich product offerings
- Dominant position in Digital offerings for Co-operative Banks



Banks & DFIs

- Strong relationships with Domestic Banks & FIs
- Resource raising in the form of Borrowings & Refinance



NBFCs & MFIs

- Sustainable asset book building in well rated / retail focused NBFC's
- Strategic PSL funding through Institutional / MFI financing
- Facilitating Co-lending / DA partnerships to build Retail Book



Mutual Funds & Insurance

- Digitally advanced CMS offerings
- Banking facilities to Insurance Co's / Reinsurance brokers IBU Gift city branch



Capital Markets & Custody

- Tech enabled/ Tailored solutions for PCM & Custodial business.
- Banking facilities to Stock Brokers, Clearing members & Exchanges



Authorized Dealer Cat-II & FFMCS

- Foreign Exchange & Fee Income
- Tech enabled services and solutions

Liability focus with superior and customized Digital & Transactional banking solutions for Financial Institutions

PSL focus by lending to MFIs

Leverage bank network & capacity to gain wallet share with AD-IIs, SFBs & Co-operative Banks

- Facilitating business units by arranging Interbank lines.
- Co-lending/DA pools & Retail Banking products

Presence across all key locations Pan-India

International Banking

Accessing International Market



DFI / Banks

- Resource raising – Trade loans, Bilateral / Syndication loans, MTN borrowings
- INR borrowings / FD placements
- Interbank limits for global treasury
- Cross-border trade facilitation / fulfillment
- Nostro / Vostro accounts



International
Fintechs / MTOs /
Exchange House

- International trade payments through RDA / OPGSP / LRS – MTO channels



Banking with the
world

Providing **access to international markets** for availing financing, trade services and remittance solutions



Partnership & Tie-
ups

Extensive network of **International Banks, Multilateral Financial Institutions** and **Money Transfer Operators**



Leveraging digital
capabilities

Extending digital infrastructure to support trade transaction flows



Regulatory &
Compliance

International business with a regulatory and compliance focus

Trade & Treasury

- Limits enablement to undertake trade / treasury businesses

Remittances

- Capitalising the Digital strength of the bank for increasing wallet share of payments routed under RDA
- Vostro / Special Rupee Vostro Accounts

Borrowings

- Term borrowings from MFIs and Banks

Government Banking

Partnering Government for settlement & disbursement



Government

- Central Ministries
- State Governments - Government Fund Flow Management
- Local Governments – Urban Local Bodies, Districts & Panchayat
- Government Agency Business – Central & State Government(s)



Administered
Institutions

- Central and State PSUs
- State Development Authorities - Land & Housing, Industrial & Infra, Public Works, Irrigation, Product/Produce Promotion & Development, and Conservation Sectors
- SERW (Sports, Education & Research, Religious & Welfare Trusts)
- Alternate Investment Funds (AIFs) & Infrastructure Investment Trusts (InvIT)
- Special Projects – Projects funded by Multilaterals



Competitive
advantage

First mover in Key Growth Sectors - Smart Cities, Defense OFB, Ports



Performance &
delivery

Quick Turnaround in Solution Identification, Customization & Implementation



Pan-India
coverage

Banker to majority CPSUs pan India for Asset & Liabilities. Re-empaneled with majority of Maharatna, Navratna & Miniratna PSUs



In-house
expertise

Industry First - Knowledge & Banking proposition in Education, Agriculture, Electric Mobility, Solid Waste Management and Start – up Incubation through CGA and FASAR

People

Presence of GB Team in **36 Locations** and amplified by **Branch led sourcing** of Govt Accounts at All YBL Branches pan-India

Partnership

Relationship Mgmt. from **Central & State Government**, Local & Quasi government, CPSUs & state development authorities

Product

Innovative **Bank Owned** Solutions **Digitization at the core**

Knowledge

Knowledge engagement in Urban Infrastructure including e-Mobility & Start-up Incubation **through CGA¹** and Agriculture & Allied Sectors **through FASAR²**

Disburse

Settlement Banker to central & state government initiatives

E -Governance

One-stop solution for a wide range of government sector services

¹ CGA: Corporate & Government Advisory

² FASAR: Food & Agribusiness Strategic Advisory & Research

Multinational Corporates

Focused Banking for every stage of Multinational Growth



Marquee MNCs

- Preferred Local Country Bank
- Supply chain financing
- Salary Account, Credit Cards, digital transactions



Growth MNCs

- Primary Banker
- Asset led liabilities
- Trade led FX flows



New Entrants

- Lifecycle Banking
- Solution oriented approach for liabilities
- FDI Inflows



Digital stack

Extending YES Bank digital Stack to **enable seamless banking**



Pan-India coverage & delivery

Core Coverage MNC dominant location with **Service and Digital capabilities** matching global standards



Sector alignment

Sectoral strategy aligned to bank's strengths spanning IT/ITES, Ecom, Manufacturing, FMCG, Fintech, Engg, Auto, Tech, Consumer durables, Mobiles, Infra, Food & Agri



Partnerships & tie-ups

Regulatory & business facilitation advisory to trade bodies/consultants/consulates towards acquisition and revenue generation

Technology Banking

- Automation and Digitization of Processes
- Bespoke CMS and Digital Banking offerings
- Beyond Banking – Partner Solutions
- Sachetization of Solutions

Ecosystem Banking

- India Business facilitation advisory
- Strategic investment & merchant banking advisory
- Treasury, FX & Risk Management
- Trade & Supply Chain Finance

Knowledge Banking

- Advisory on FEMA, Capital markets, international trade
- Fiduciary Services
- Dedicated advisory unit with focus on Food & Agri, Electric Vehicles, Electronics, Urban Infrastructure

Project Finance Business & Loan Syndication

Sectoral expertise built over the years across sectors viz. Energy, Ports & Logistics, Transport, Real Estate and demonstrated Distribution capabilities across Banks, NBFCs, FIs

Sectoral Knowledge

Sector-focused Business Development & Risk Identification

Bespoke Solutions

Transaction structuring to suit the specific client and project requirements

Engagement with Regulatory Bodies & other Stakeholders

Pulse of sectoral headwinds & tailwinds across industry and value chain

Market Intelligence & Relationship with Co-Bankers

Facilitate structuring and exposure strategy

Yield Improvement & Risk
Diversification with Underwriting and
Sell-down

Increased Cross-Sell
(*Cash flow routing, Lead / Escrow
Fees, NFB, etc.*)

Meeting Bank's ESG commitment
through lending to sustainability
sectors

Knowledge Banking & Thought
Leadership

IFSC Banking Unit - GIFT City



GIFT, Gandhinagar, Gujarat is the only **International Financial Services Centre** in India. One of the key strategic focus areas for the Government and recognized as the gateway for financial and investment activities helping onshoring the offshore funds

YES Bank was the **First Bank** to commence operations in IFSC

- Offers comprehensive FCY products helping the bank complete its Wholesale & Retail product bouquet, increasing Banks wallet share and deepening of the relationships
- Helps raising FCY resources from Overseas Banks / Institutions. First to raise resources through an MTN bond issuance of USD 600 MM in 2018.
- Regulated by the International Financial Services Centers Authority "IFSCA" as Host & RBI as Home country regulator. Business & Operations governed and supervised by the Board appointed Governing Body (GB)

- Target growth in the overseas lending book through primary/secondary market participation in loans & bonds
- Entry into Indian corporates through overseas offerings

- FCY liability garnering through NRIs/ Corporates/ MNCs/ Units in IFSC
- Diversifying resource base and reduce cost of funding leading to better NIMs

- Offer funded and non-funded product suite by capturing business otherwise going to overseas banks
- Increased cross-border remittances for growth of trade throughput & forex revenues

- Enhanced treasury product suite with multiple currency & derivate offerings
- Clearing & Settlement bank for INDIA INX
- Collateral Banking Services to exchange participants

Knowledge Banking

Leveraging knowledge as a competitive differentiator to grow Banking Business



Business Economics Banking (BEB), Food & Agri Strategic Advisory & Research (FASAR), Corporate & Government Advisory (CGA)

- A team of specialists with deep sectoral knowledge and expertise in Economy, Food & Agri, E-mobility & Urban Infra
- Knowledge events and Government / Private sector CXO level knowledge sharing engagements enable relationship deepening

Knowledge backed client outreach

- **Private Sector**
 - Strategic and project advisory
 - Government Schemes (PLI, SAMPADA, AHIDF, SPECS, State Schemes)
 - Sharing views on economy, currency & interest rates
- **Government**
 - Visioning, Policy & programs
 - Policy Development, Investment Promotion, Strategic Roadmaps, Financial Impact Evaluation
 - Scheme support to Govt. entities (PM eBus Seva, CIITIIS 2.0 etc.)

New client acquisition & relationship deepening

Thought Leadership Events / Franchise Building

- Knowledge partnerships with Government Bodies & Industry Associations
- APEDA, SPICE BOARD, FICCI, CII, AMCHAM, ACMA, SOPA and CropLife
- Media presence including authored articles for leading publications

Branding & mindshare capture through thought leadership events / media presence

Internal Knowledge Initiatives

- Share market information with Business / Risk / Credit teams
- Collaborative initiatives to build banking portfolios
- Sharing macro perspectives with Business Units to enable decision making

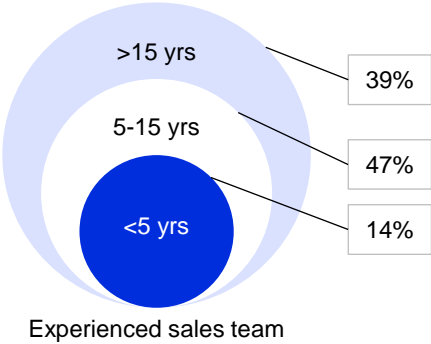
Industry connect through knowledge reports on key macro and sectoral themes

Financial Markets

Customised solutions for clients



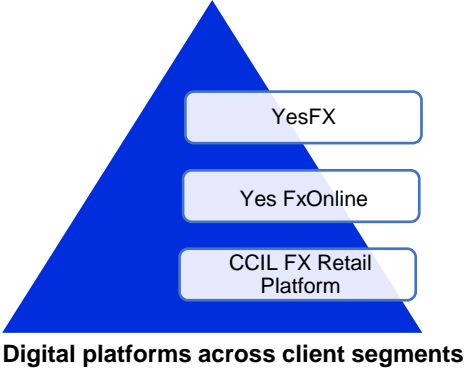
FX Sales



Dedicated experienced product sales managers providing structured hedging solutions

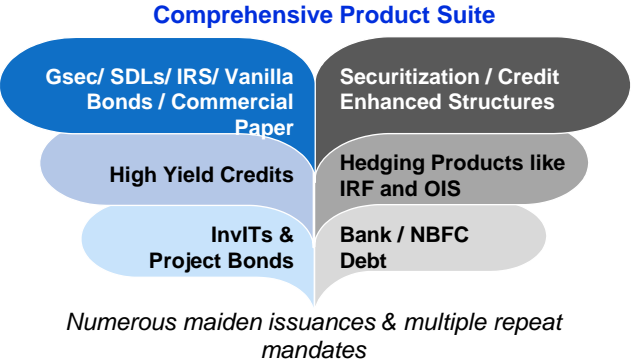
Pan India Presence through sales centres

Active FX desk for providing best in class pricing for customer transactions



Debt Capital Markets & PD

- Connect with a wide range of Large/Mid-Size Issuers
- Corporates
 - NBFCs & FIs
 - Banks
 - InvITs



- Diversified Investor Connect
- Mutual Funds
 - Banks
 - Insurance Companies
 - NBFCs
 - Private Wealth Management
 - Retiral Funds
 - Corporate Treasuries
 - Alternate investment Funds
 - FPIs
 - UCBs & RRBs

- Our Experience
- 100+ Years of collective Team experience
 - 1000+ Transactions originated since inception
 - 50+ First-time issuers introduced to Debt Capital Markets

Bullion Desk



- Customer Types
- Bullion Traders
 - Jewellery Mftg
 - Jewellery Exporters

India Silver conference excellence awardee of 2024

Extended specialized desk coverage

Robust Governance Structure – Board Members



Eminent and Experienced Board



Rama Subramaniam Gandhi
Non-Executive, Part time Chairman,
Independent Director



Atul Malik
Independent Director



Sharad Sharma
Independent Director



Rekha Murthy
Independent Director



Sanjay Kumar Khemani
Independent Director



Nandita Gurjar
Independent Director



Sadashiv Srinivas Rao
Independent Director



Sandeep Tewari
Nominee Director appointed by SBI



Thekepat Keshav Kumar
Nominee Director appointed by SBI



Shweta Jalan¹
Non- Executive Director



Prashant Kumar
Managing Director & CEO



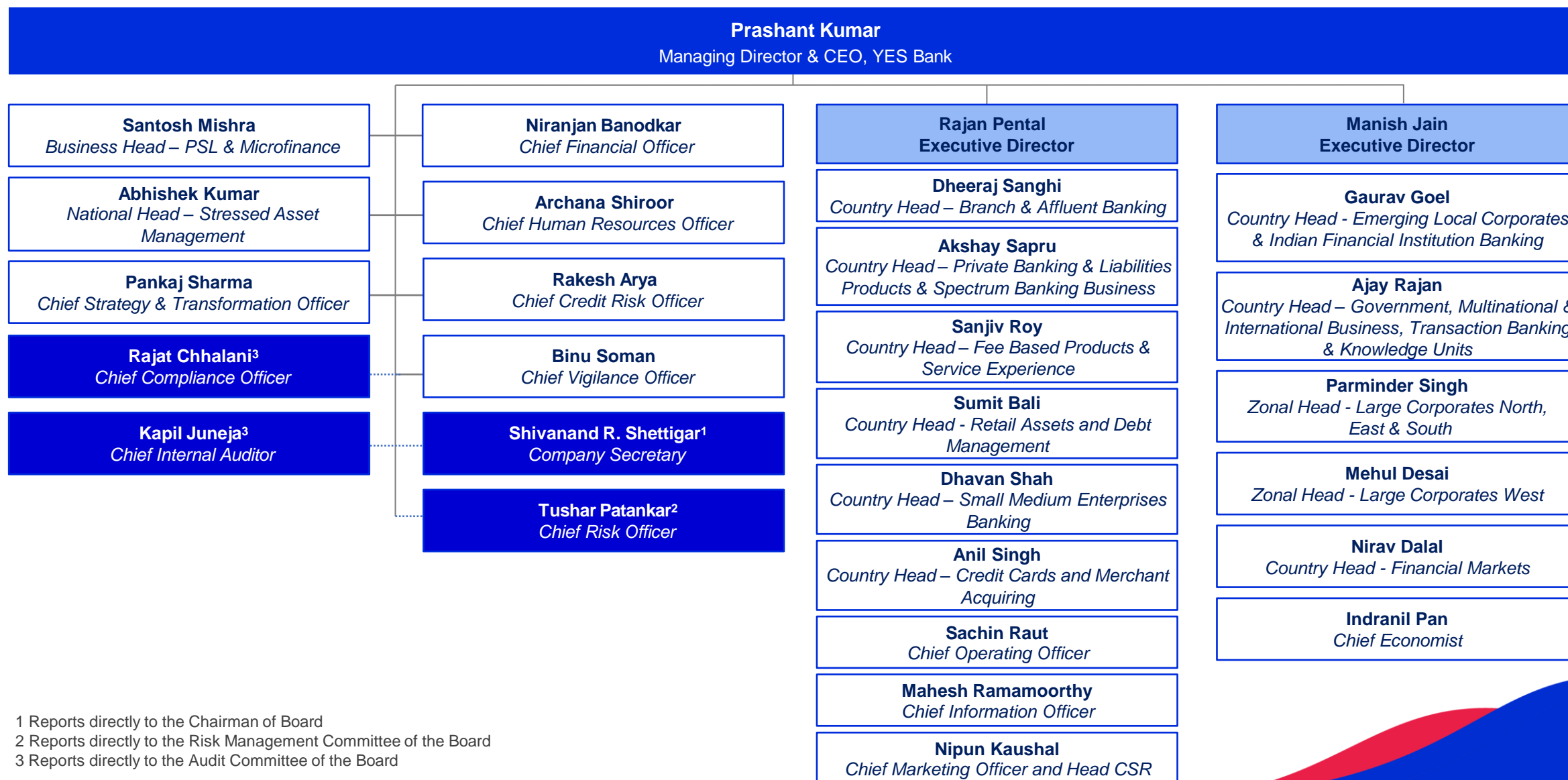
Rajan Pental
Executive Director



Manish Jain
Executive Director

¹ Non-Executive– Nominee of Verventa Holdings Limited

Professional and Seasoned Management team



Strong people focus: Stable leadership with focus on up-skilling talent, objective performance management & enabling employee flexibility



Leadership Development

- **Employees in Grades G1 to G3** have an average vintage of ~9 years within the Bank combined with acquisition of top talent from the industry.
- **MAESTRO, a strategic talent management initiative** aimed at the development of key senior level talent in the Bank has been launched. The MAESTRO journey includes assessment centers, 360-degree feedback processes and customized developmental journeys.
- **The Credit Assessment and Risk Management (CARM) Program:** A specialized workshop designed to equip Leaders in the SME Banking with essential tools and identifying macroeconomic indicators impacting lending decisions and enhancing underwriting skills to mitigate associated risks.

Knowledge Management

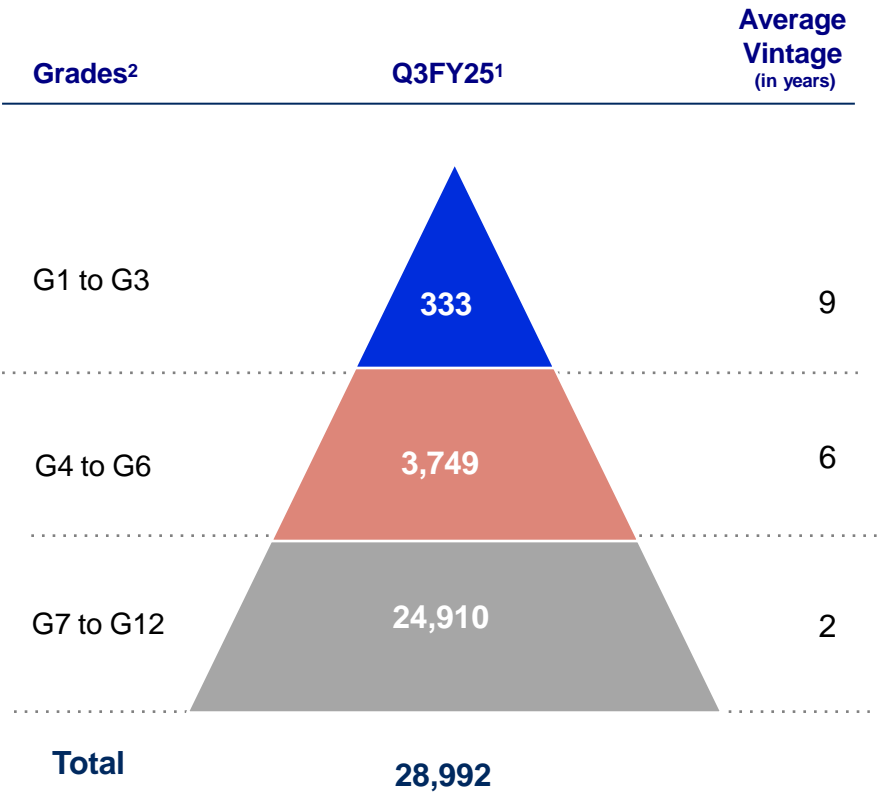
- **IRIS BIZ:** To reinforce the Bank's focus on digitalization, live digital training sessions were conducted and these sessions focused on 'IRIS Biz a new MSME platform designed to strengthen the Bank's value proposition to its Business Banking customers.
- **Prevention of Sexual Harassment Workshop:** The Bank conducted its annual refresher workshop on **Prevention of Sexual Harassment at Workplace (POSH)** for Internal Committee members, reinforcing its commitment to fostering a safe and inclusive workplace culture.

DEI Initiatives

- **Unconscious Bias Programs:** As part of DEI initiatives, Unconscious Bias workshops were conducted which aimed at cultivating awareness amongst participants to recognize, reflect and reduce the impact of biases on people decisions and to promote more equitable as well as inclusive behaviors at workplace.
- **Jombay's 1000 Women Leaders program:** The program began with 20 select women leaders, 4 of whom made it to the 10% club and emerged as winners from YES BANK among all partnering sectors and corporates.

Employee Engagement

- **Physical and mental well-being:** The Bank continued its focus on employee's well-being through regular Yoga classes (The Swasthya Studio) and sessions on sound healing.
- Employees participated in various sports events like the Corporate Soccer Championship, Inter-Corporate Football/ Table Tennis/ Volleyball, which fostered teamwork and active engagement.
- In celebration of World Mental Health Day, insightful webinars featuring sessions like 'Mindfulness for Anxiety' and 'Reiki Workshop' were conducted.



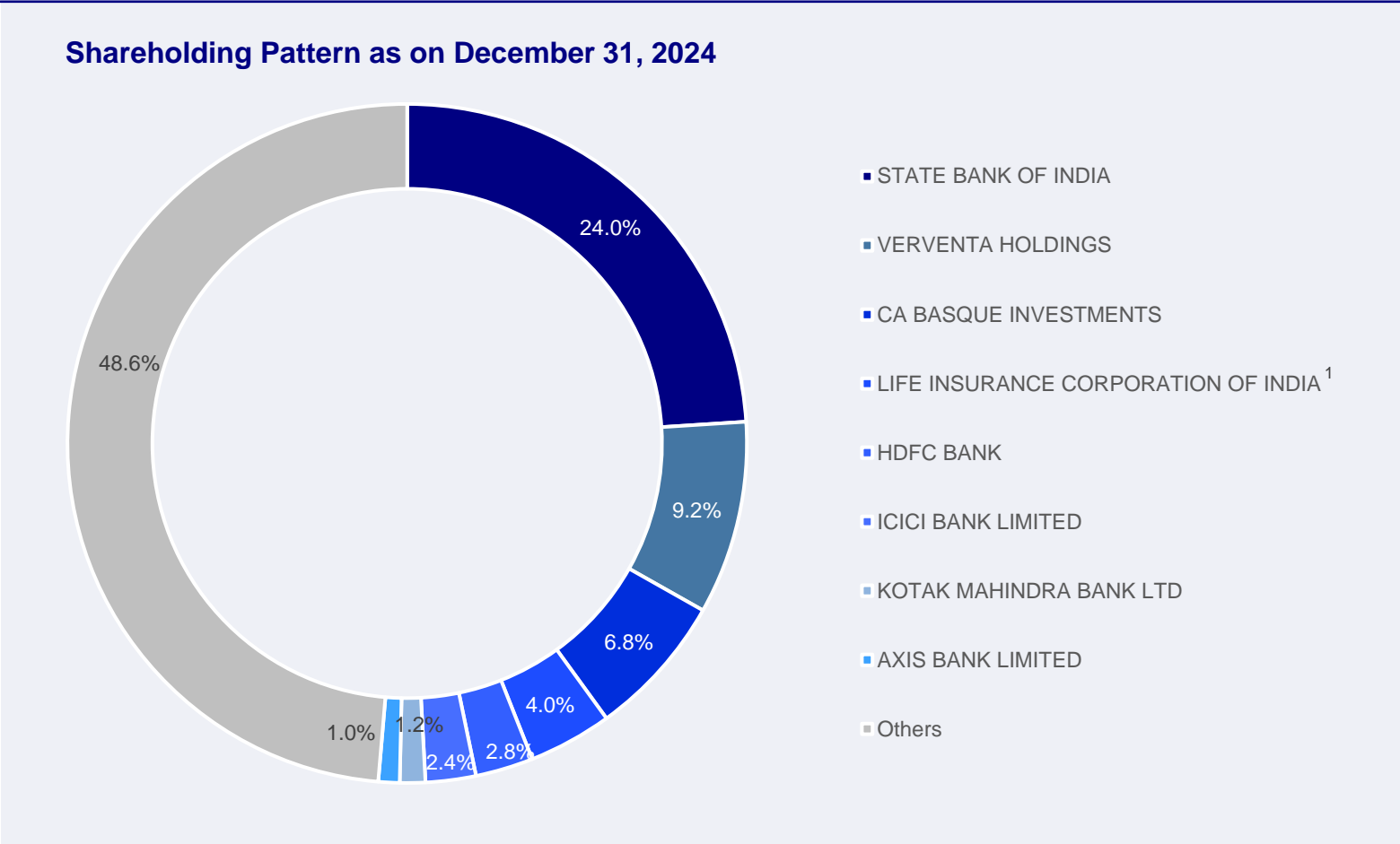
Total headcount of **28,995** with a net addition of **994** staff over the headcount of March 31, 2024

¹ Data as on December 31, 2024
² The data excludes MD & CEO and Executive Director

Strong Investor base

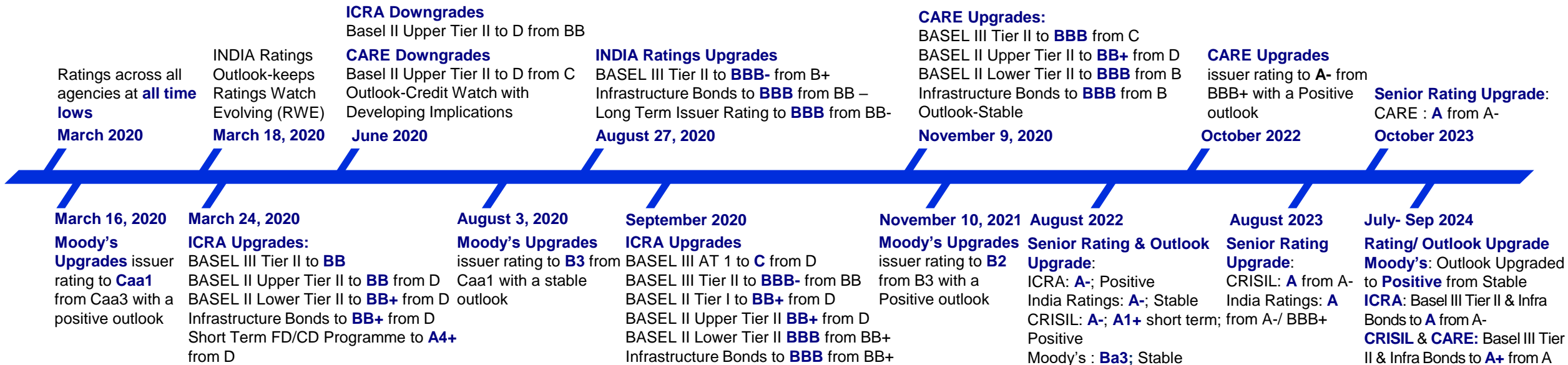


Well diversified Investor base:	
Category	%
Banks	33.7%
FDI	16.0%
Resident Individuals	30.0%
FPI's	10.7%
Body Corporates	1.8%
Insurance Companies	4.2%
Others	3.6%
TOTAL	100.0%



¹ LIC along with its various schemes

Credit Rating



International Rating	Long-term		Outlook	Short-term
Moody's Investors Service	Ba3		Positive	Not Prime
Domestic Rating	Long-term		Outlook	Short-term
	Basel III Tier II	Infra Bonds		
CRISIL	A+	A+	Stable	A1+
ICRA	A	A	Positive	
India Ratings	A	A	Positive	
CARE	A+	A+	Stable	A1+

Thank You

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