

INVESTOR PRESENTATION

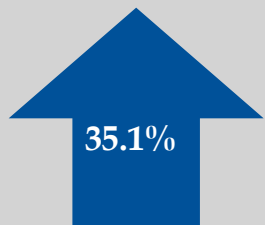
Q1FY12 Update



Financial Highlights for Q1 FY12

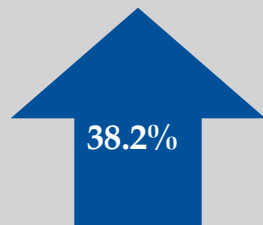
NET INTEREST INCOME

₹ 3,542 Mn.



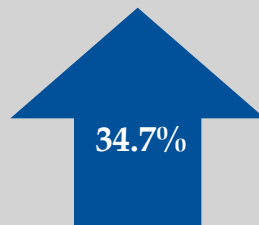
NET PROFIT

₹ 2,161 Mn.



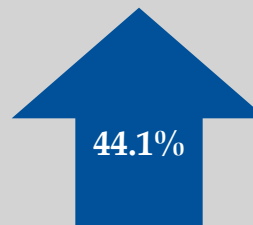
CUSTOMER ASSETS

₹ 374,530 Mn.



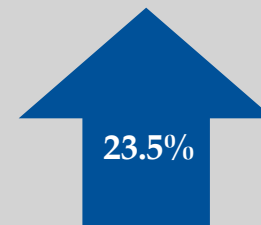
DEPOSITS

₹ 435,759 Mn.

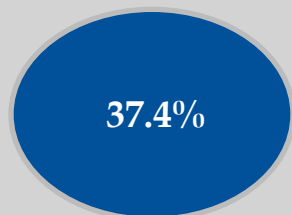


SHAREHOLDER'S FUNDS

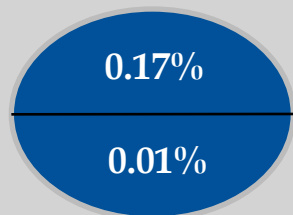
₹ 40,218 Mn.



COST/INCOME RATIO

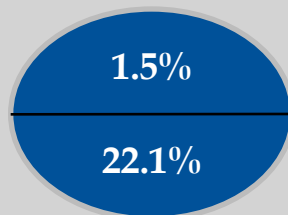


GROSS NPA



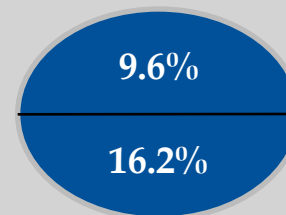
NET NPA

ROA



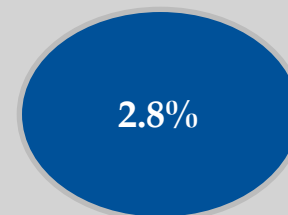
ROE

TIER I



TOTAL CAPAD

NET INTEREST MARGIN



✓ Basic EPS of ₹ 6.21 and Diluted EPS of ₹ 6.04

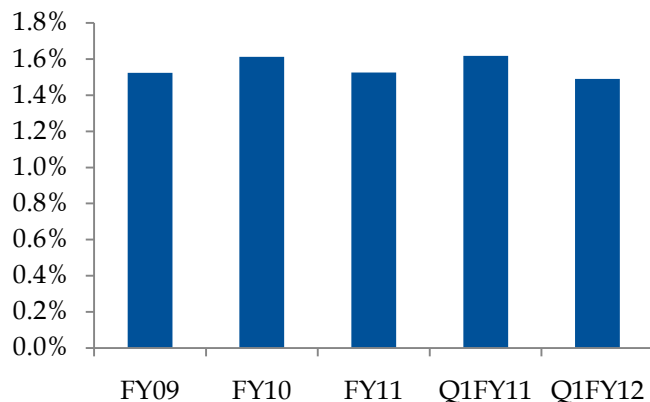
✓ Book Value of ₹ 115.5

✓ CASA up 49.8% y-o-y and CASA Ratio at 10.9%

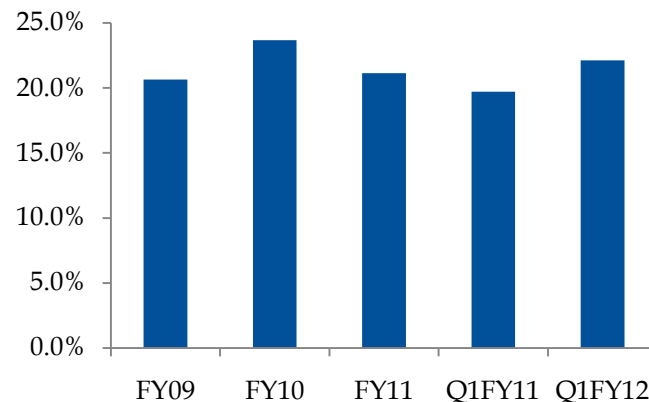
Strong growth in Customer Assets with steady NIM

Key Metrics

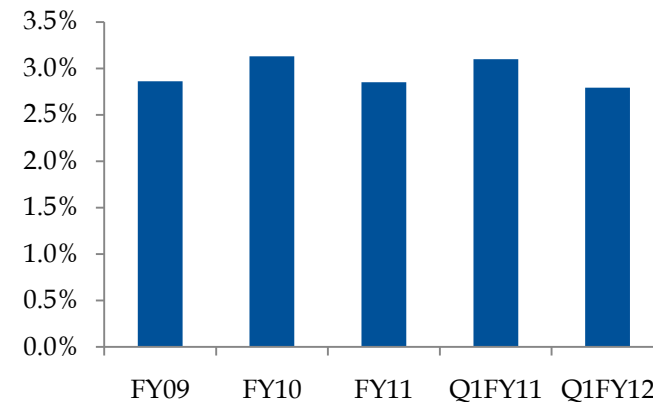
Return on Assets (RoA)



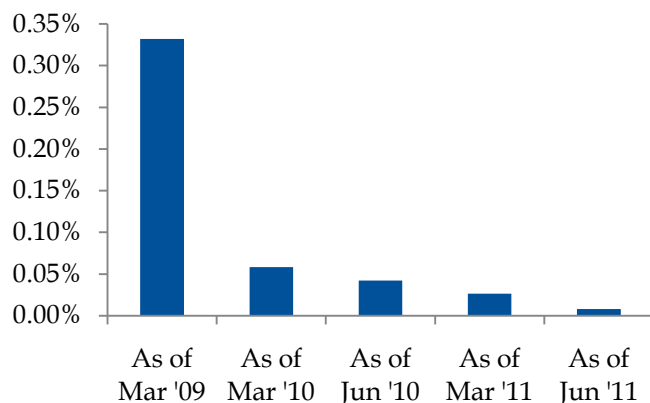
Return on Equity (RoE)



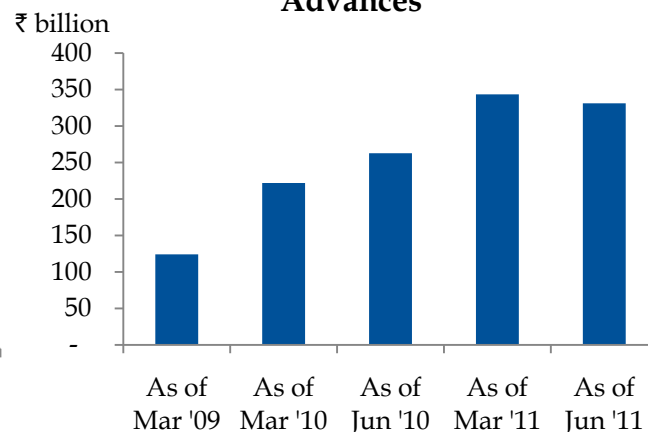
Net Interest Margin (NIM)



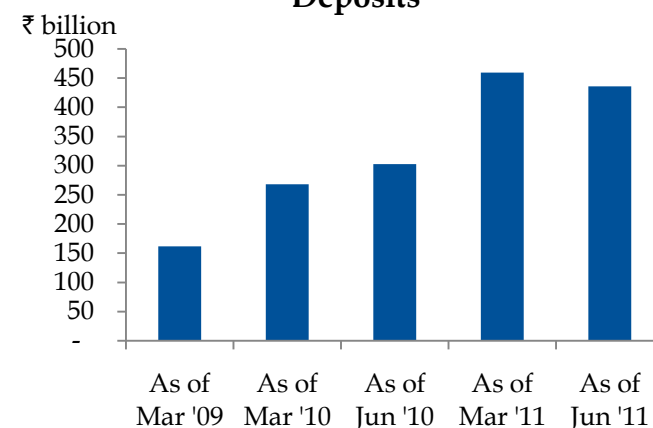
Net NPA



Advances



Deposits



Bank has delivered consistent performance in key financial parameters across a business cycle & on an increasing base

Profit & Loss Highlights - Q1 FY12

Q1 FY12 - Revenue and Profit growth

₹ Million	Q1FY12	Q1FY11	Growth	Q4FY11	Growth
Net Interest Income	3,542	2,621	35.1%	3,485	1.6%
Non Interest Income	1,653	1,438	14.9%	1,868	-11.5%
Total Net Income	5,195	4,059	28.0%	5,353	-2.9%
Operating Expense	1,944	1,570	23.8%	1,865	4.2%
Operating Profit	3,251	2,490	30.6%	3,488	-6.8%
Provisions & Contingencies	15	126	-87.9%	433	-96.5%
Provision for Tax	1,075	800	34.4%	1021	5.3%
Profit After Tax	2,161	1,564	38.2%	2,034	6.2%

Non Interest Income Breakdown

	Q1FY12(₹ Million)	Q1FY11(₹ Million)	y-o-y Growth		Q1FY12	Q1FY11
Transaction Banking	420	343	22.4%		25.4%	23.9%
Financial Markets	247	226	9.5%		15.0%	15.7%
Financial Advisory	829	761	9.0%		50.1%	52.9%
Branch Banking fees & Others	157	109	44.0%		9.5%	7.5%
Total	1,653	1,438	14.9%		100%	100%

Robust growth in NII of 35.1% & Non-interest Income of 14.9% resulting in robust PAT growth

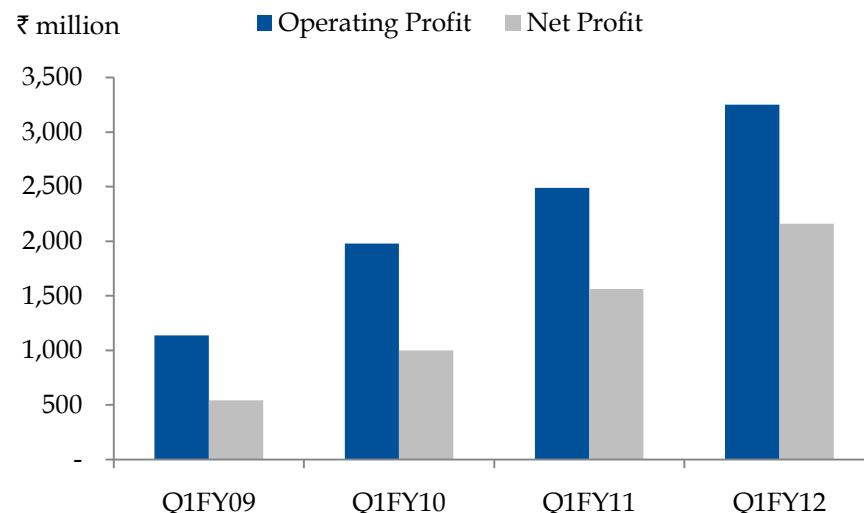
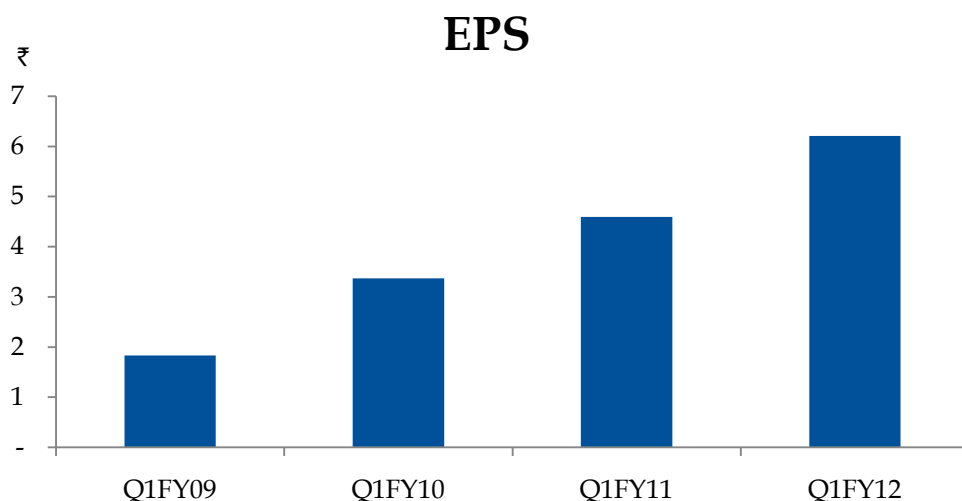
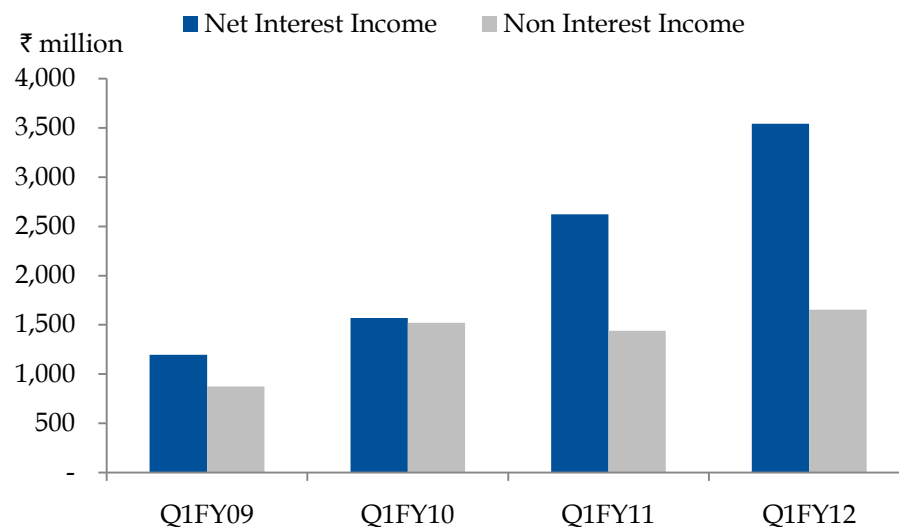
Profit & Loss Highlights

✓ Steady growth in Net Interest Income (NII)

- Steady growth in NII on account of growth in Customer Assets & relatively steady margins
- Advances grew by 26.1% y-o-y and Customer Assets grew by 34.7%.
- NIM were steady at 2.8% for Q1FY12

✓ Stable Non Interest Income

- Non interest income grew at 14.9% to ₹ 1,653 million y-o-y on the back of steady growth in Transaction Banking, Financial Advisory and Branch Banking & Others business streams



Consistently generating superior shareholder returns – RoA \geq 1.5% & RoE \geq 20% for past 3 years

Key Financial Highlights –Q1FY12

Q1FY12 - Balance sheet growth

₹ Million	June 30, 2011	June 30, 2010	y-o-y growth
Assets	569,636	409,286	39.2%
Advances	331,042	262,568	26.1%
Investments	175,448	110,175	59.2%
Customer Assets	374,530	277,981	34.7%
Liabilities	569,636	409,286	39.2%
Shareholders' Funds	40,218	32,574	23.5%
Total Capital Funds	70,903	52,254	35.7%
Deposits	435,759	302,387	44.1%
CASA	47,644	31,799	49.8%

Q1FY12 – Key Financial Indicators

	Q1 FY12	Q1 FY11		Q4 FY11
RoA	1.5%	1.6%		1.5%
RoE	22.1%	19.7%		21.7%
Cost to Income	37.4%	38.7%		34.8%
NIM	2.8%	3.1%		2.8%
Net NPA	0.01%	0.04%		0.03%
EPS (₹ not annualized)	6.2	4.6		5.9
Book Value (₹)	115.5	95.5		109.3

CASA growth of 49.8% y-o-y along with Strong Deposit growth of 44.1% y-o-y

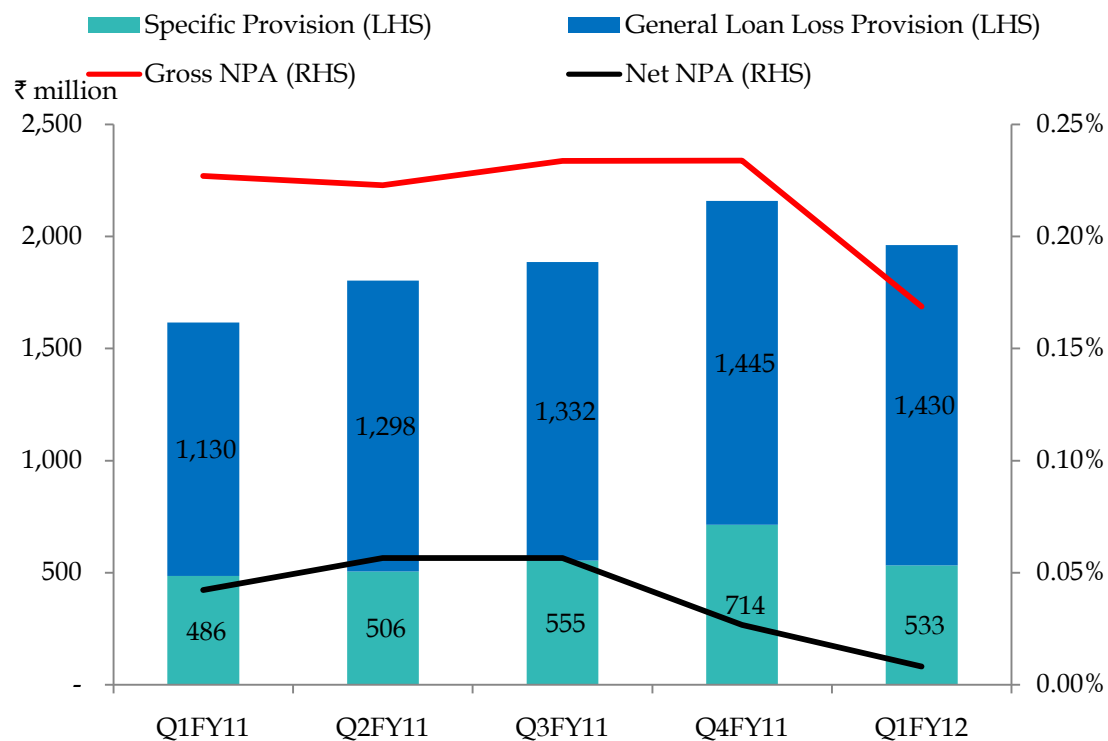
Robust Capital Base & Healthy Asset Quality

✓ Capital Funds

- Healthy Capital Adequacy of 16.2% with Tier I of 9.6% as at June 30, 2011
- Total Capital Funds stand at ₹ 70.9 billion as at June 30, 2011 (₹ 52.2 billion as at June 30, 2010)

✓ Healthy Asset Book with Minimal NPAs

- Gross NPA at ₹ 560 million (0.17% of Gross Advances) and Net NPA at ₹ 27 million (0.01% of Net Advances) as at June 30, 2011 (0.23% and 0.04% respectively as at June 30, 2010)
- Specific provision at 95.2% and total provision at 404% of Gross NPA as at June 30, 2011
- Total restructured advances for the Bank is ₹ 870 million (0.26% of Gross Advances) as at June 30, 2011



Best in class asset quality, a manifestation of strong risk management processes

Business Highlights in Q1 FY12



✓ Awards and Accolades

- YES BANK received the “Sustainable Bank of the Year (Asia/Pacific)” Award at the FT/IFC Sustainable Finance Awards 2011 in London. This is the second time the Bank has received this award.
- YES BANK received the Best Multi-Channel Capability Project Award with its partner Obopay India, and the Best Financial Supply Chain Project Award with its partner Cordys Asia at the 5th Asian Banker Technology Implementation Awards held in Hong Kong.
- The Bank has also been ranked 557th among FT -1000 Banks, up 333 places (second highest jump for any Bank worldwide) from 890th rank last year.

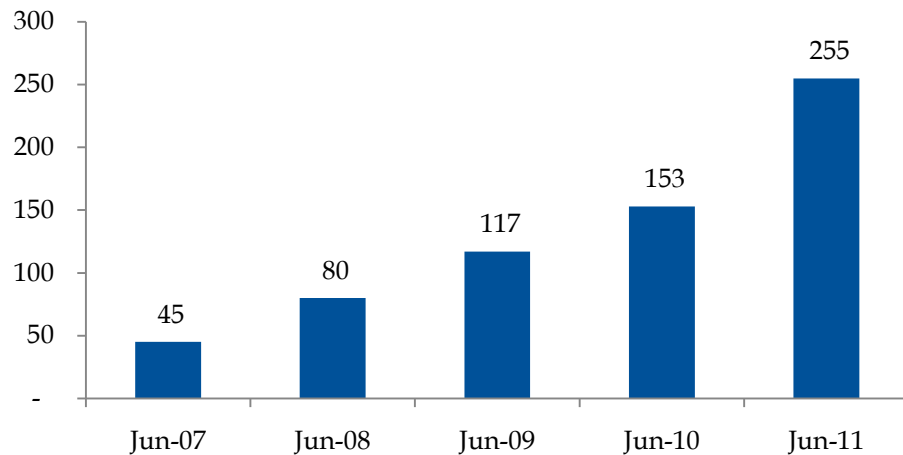


Branch Expansion - Q1 FY12

✓ Expansion of Distribution network

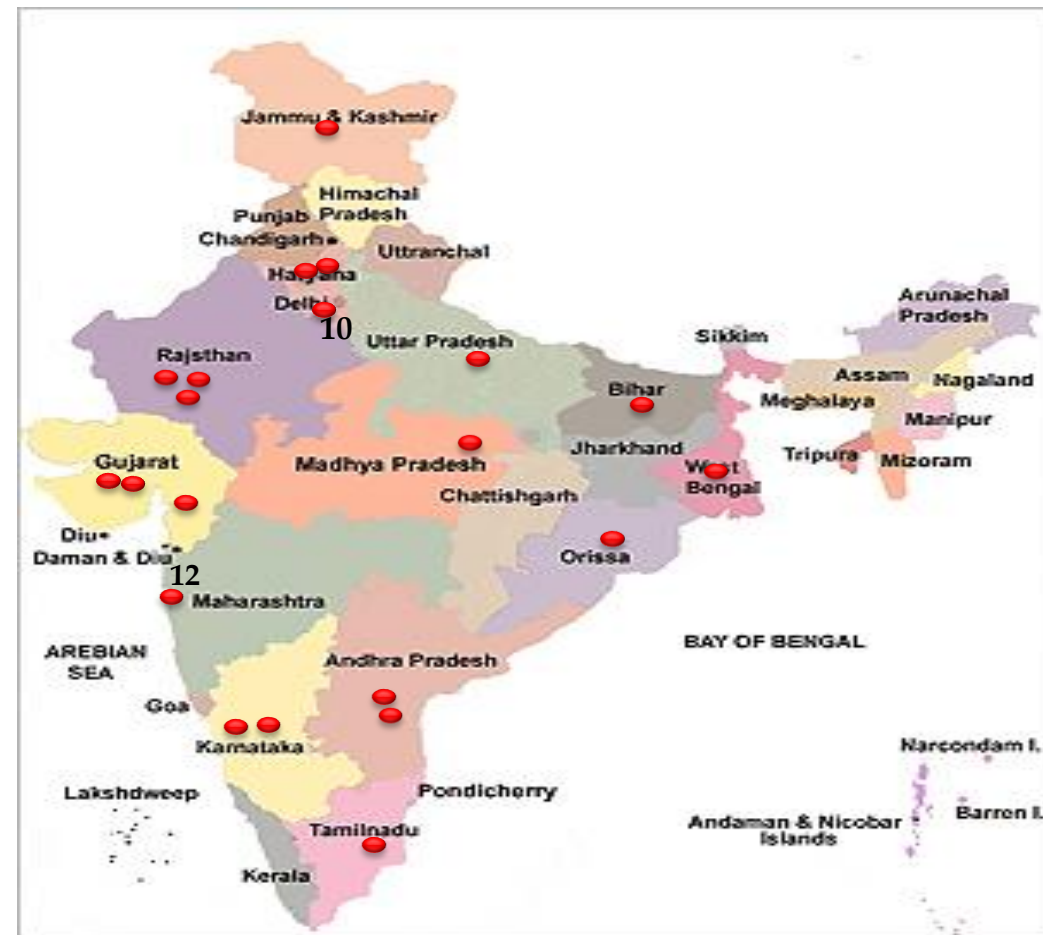
- 255 Branches across key liability corridors - Mapped locations for expansion to 750 by March 2015
- 41 branches added during Q1 FY12
- Hub and Spoke model for faster maturity and greater efficiency of branches
- Distribution Service Centers led strategy to lead expansion in Tier III - VI cities

Number of Branches



Branch Expansion Plan

- ✓ Initial focus on North & West Regions (Liability rich corridors)
- ✓ 10 regions - 41 Clusters (Hubs)



- ✓ **Expansion of the Distribution Network**
 - Launched more than 250 branches by June 2011 in line with Version 2.0 targets.
 - Expanding Branch network to 325 by March 2012 with “Low cost-rapid launch” branches mapped out for Tier III-VI cities
- ✓ **Diversification of Liability Base**
 - Increased contribution from Branch Banking to the Bank’s liability base
 - Accelerate B2B2C Strategies like JiyoFit to accentuate liabilities from Branch Banking
- ✓ **Increasing Granularity in Assets**
 - Branch Banking (SME and retail) & Commercial Banking to contribute a significant share in the overall asset base
- ✓ **Focus on branch banking fee**
 - With rapid branch expansion and increasing focus on assets, the branch banking fee to contribute an increasing share in the overall non-income stream
 - Growth of 71.9% y-o-y for FY11 in Branch Banking Fees & Other and contributing 10.8% to overall Non-interest income
- ✓ **Attracting, recruiting and developing the talent pool**
 - YES BANK has hired 895 employees during FY11 & 456 in Q1FY12 and the target is to grow to about 5000+ people by the end of FY12

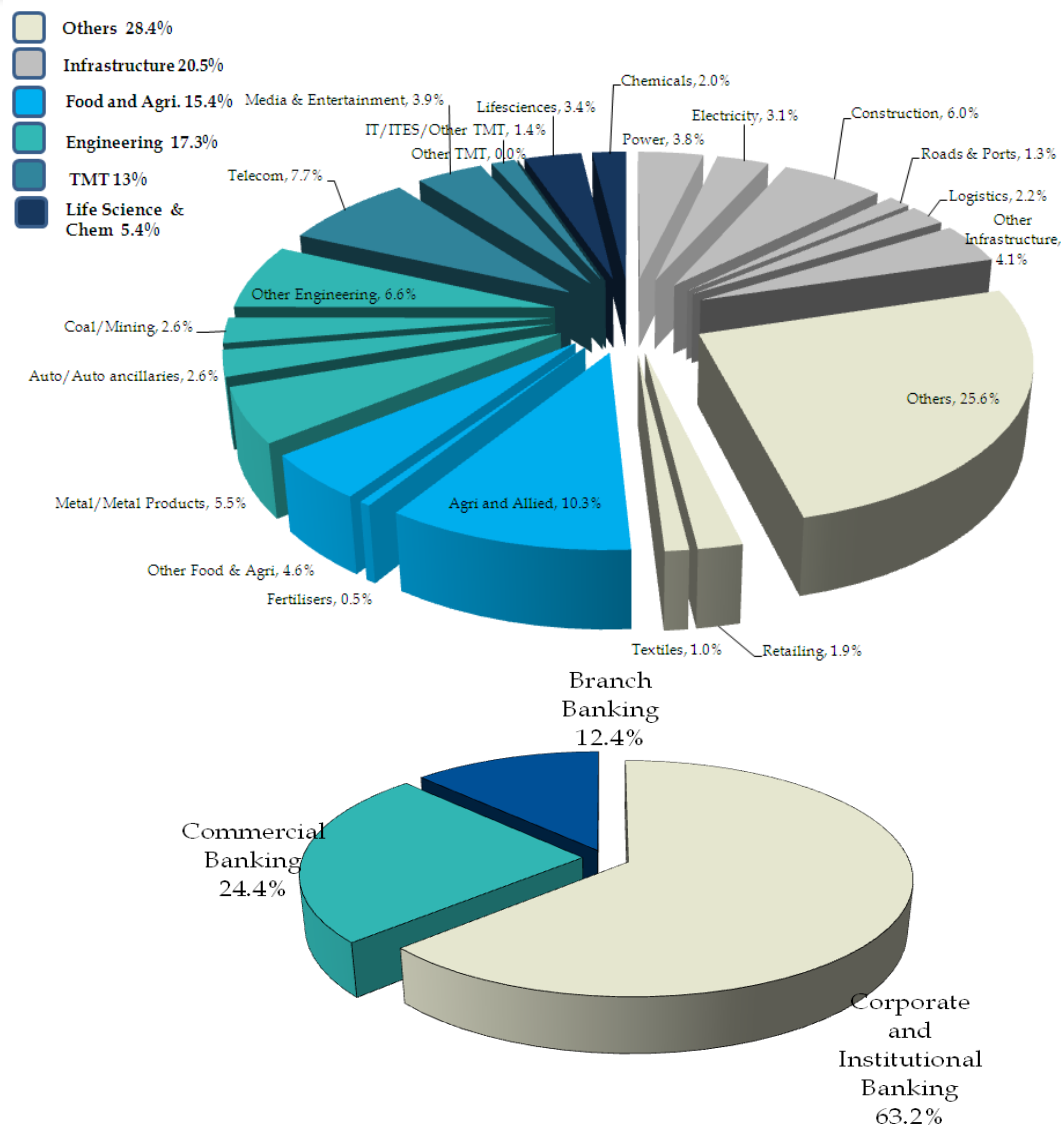
Knowledge Driven Banking

✓ Focus on Knowledge sectors

- Knowledge based approach to lending; Food and Agribusiness, Engineering, Infrastructure & Logistics, TMT (Technology, Media & Telecom) and Healthcare constitute approximately 71.6% of total advances as at June 30, 2011.

✓ Increasing diversification of Advances Book

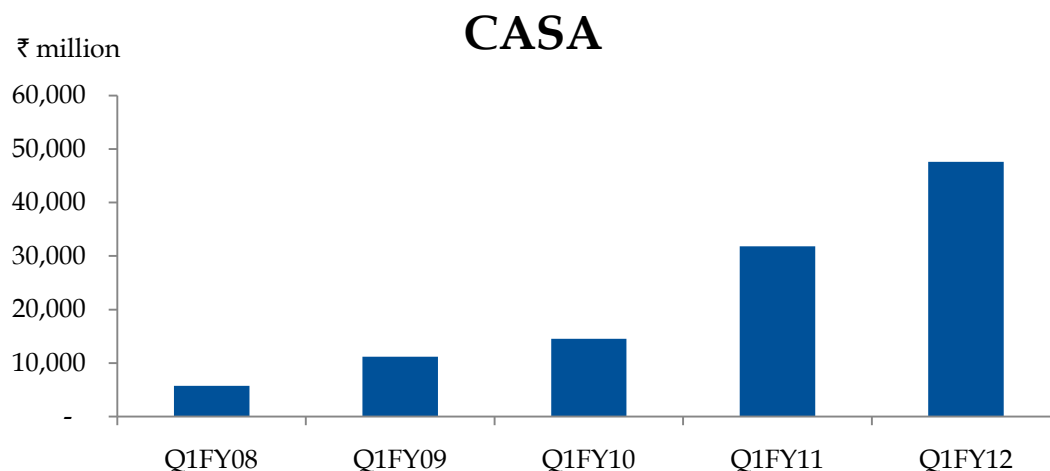
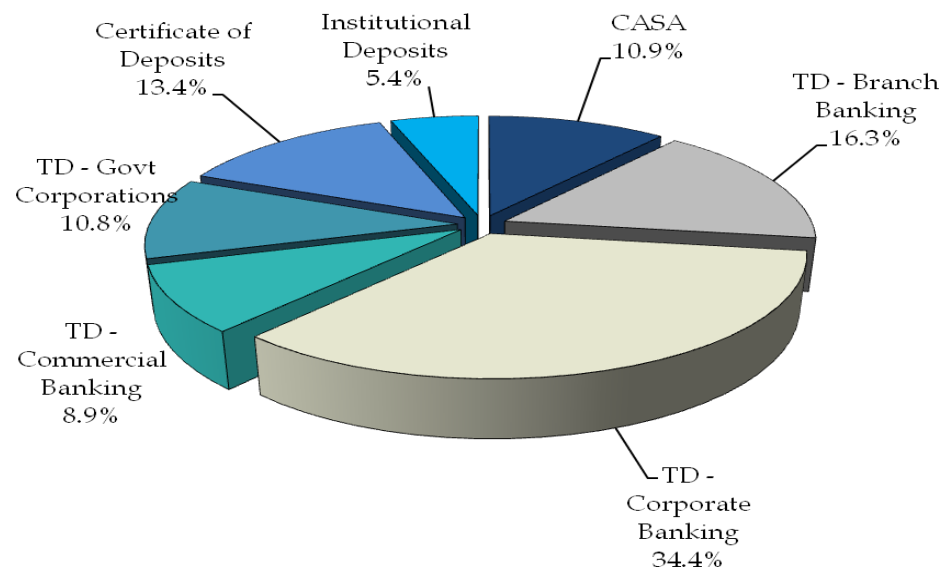
- Break-up of the total Loans as at June 30, 2011 was as follows - Corporate & Institutional Banking - 63.2%, Commercial Banking - 24.4% and Branch Banking - 12.4%. The Bank has continued to increase granularity, in line with Version 2.0 targets.



Knowledge driven banking approach ensures steady growth and a healthy portfolio mix

Well-diversified Liability Franchise

- ✓ Diversified, granular and relationship driven deposits mix from multiple sources
- ✓ Continuing growth in number of liability accounts (from both retail and corporate segments); total deposits grew by 44.1% y o-y to ₹ 435.8 billion as at June 30, 2011.
- ✓ CASA deposits grew at 49.8% y-o-y to ₹ 47.6 million as at June 30, 2011. CASA ratio increased to 10.9%.

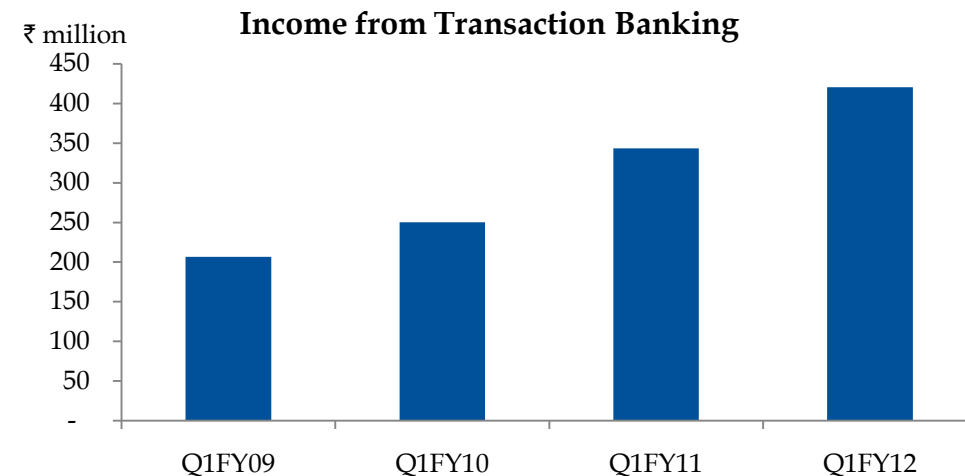
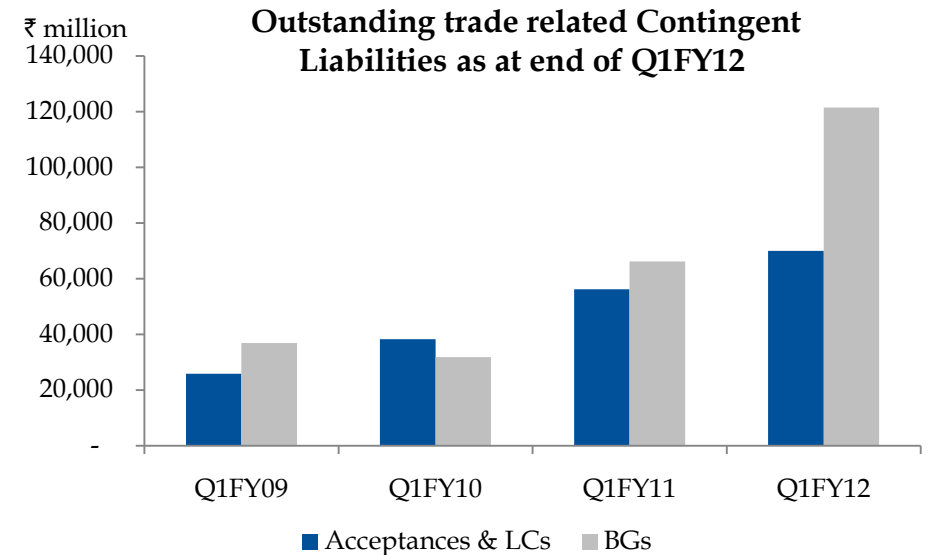


Granular and Relationship driven deposits continue to be the bedrock of our Liability Strategy

Transaction Banking

Payments Bank of India

- ✓ Bank continues to deepen relationships through cross-sell and establish new ones across business segments and is establishing itself as a significant player in the product domain of cash management and trade finance services.
- ✓ Collections/payments mandates from leading Corporates
- ✓ Revenues grew by 22.4% y-o-y to ₹ 420 million in Q1FY12
- ✓ Proportion of transaction banking income in non-interest income improved from 23.9% in Q1FY11 to 25.4% in Q1FY12



Transaction Banking business breaking into new relationships across business segments

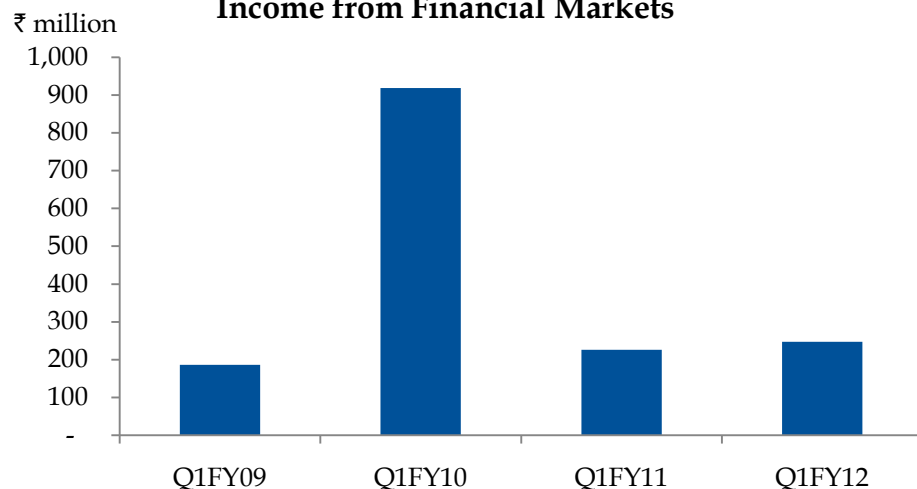
Financial Markets

✓ Revenues for Q1FY12 at ₹ 247 million

Select DCM Deals for the Quarter

<p>TATA Power Company Ltd.</p> <p>Joint Arranger</p> <p>₹ 15 Bn. perpetual NCD 2011</p>	<p>United Phosphorous</p> <p>Sole Arranger</p> <p>₹ 2.5 Bn. of 15 year Bond Issue 2011</p>
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Income from Financial Markets



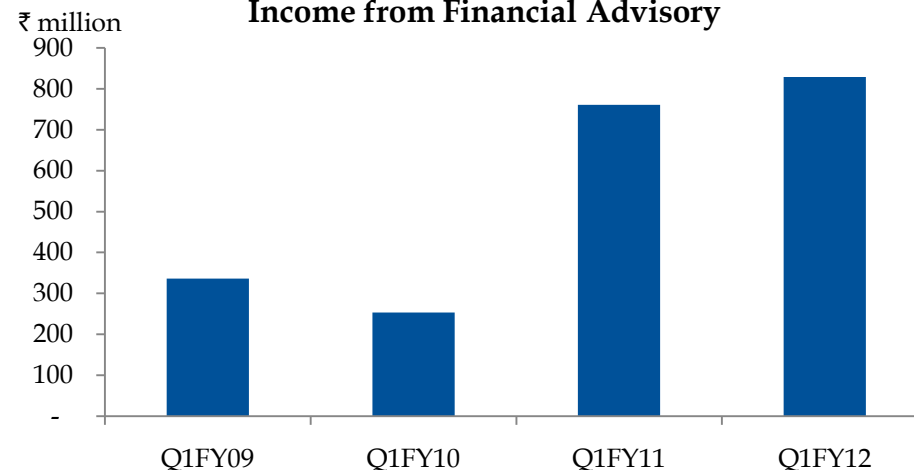
Financial Advisory

✓ Revenues grew at 9.0% y-o-y to ₹ 829 million in Q1 FY12

Select Transactions for the quarter

- YES Bank acted as Sole Underwriter and Financial Advisor to Windar Renewable Energy Private Limited for setting up a Greenfield Wind Tower manufacturing facility in Gujarat.
- YES BANK was the Exclusive Advisor to Hikma Pharmaceuticals PLC (LSE:HIK), a large Jordanian multinational pharmaceutical company, on its investment for a significant minority stake in an Indian API manufacturer, Unimark Remedies Limited.

Income from Financial Advisory



Execution focused Human Capital

Name	Designation	Previous Assignment
Rana Kapoor	Founder/ Managing Director & CEO	Managing Partner / CEO & Managing Director - Rabo India, Bank of America (16 yrs)
Rajat Monga	Group President – Financial Markets & Chief Financial Officer	Head of Treasury - Rabo India
Sumit Gupta	Senior President – Commercial Banking	Associate Director & Head (North) - Rabo India
Arun Agrawal	President & Global Head – International Banking	General Manager – ICRA
Surendra Jalan	President – Indian Financial Institutions	AGM, Corporate Banking - ICICI Bank
Nikhil Sahni	President – Branch Banking	Manager, Strategy Development - Rabo India
Sanjay Agarwal	President – Business Banking	Head of Risk, SME - Standard Chartered
Manavjeet Singh	Sr. President – Retail Banking	President, Infratech Finance - SREI BNP Paribas
Aspy Engineer	President – Direct Banking	Senior Vice President & Head, Special Relationships - Axis Bank
Vikram Kaushal	President – Wealth Management	Head, Wealth Management - ICICI Bank
Somak Ghosh	Group President- Corporate Finance and Development Banking	Director, Project Advisory & Infrastructure Mgmt - Rabo India
Sanjay Palve	Group President and Senior Managing Director	Chief Manager, Project Financing Group – ICICI Bank
Aditya Sanghi	President & Sr. Managing Director – Investment Banking	Executive Director, Head of Mergers & Acquisitions - Rabo India
Jaideep Iyer	Senior President – Financial Management	Associate Director - Rabo India Finance
Kavita Venugopal	Group President and Chief Risk Officer	Executive Director, Investment Banking, Kotak Mahindra Capital Company
Rajagopal Srivatsa	Group President - Liability Management & Transaction Banking	President, Business Banking - Axis Bank
Deodutta Kurane	Sr. President – Human Capital	Head of HR - Bajaj Allianz Life Insurance
Devamalya Dey	Group President – Audit & Compliance	Vice President , Audit & Risk Review – Citigroup
Anindya Datta	President & Chief Marketing Officer	Manager, Markets – KPMG
Umesh Jain	President & Chief Information Officer	Citigroup IT Operations & Solutions (CITOS)
Rajesh Gandhi	GEVP & Country Head – Infrastructure & Network Management	Regional Portfolio Manager, India & South Asia - Standard Chartered Bank

- ✓ Top management team drawn from top private sector and foreign banks in India and abroad
- ✓ Stock purchase / option plans enable senior management and employees to own substantial capital of the Bank at all times

Key Stakeholders

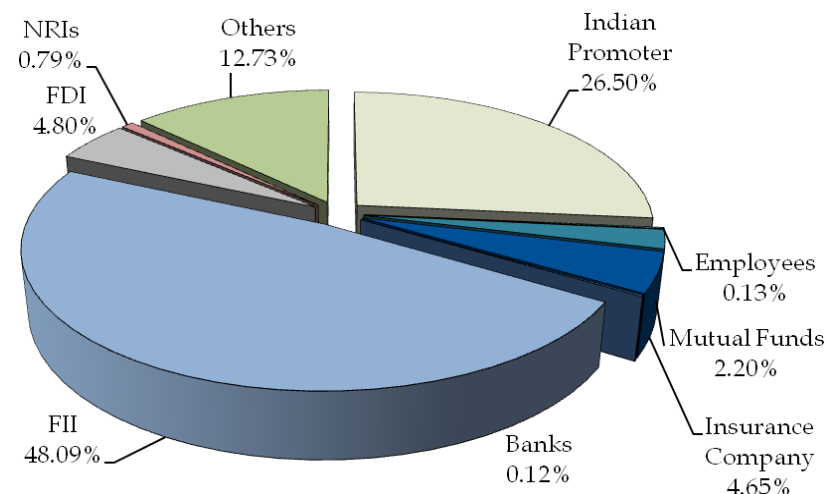
Promoter

- ✓ Mr. Rana Kapoor has a Successful entrepreneurial track record at Rabo India Finance
- ✓ Has held leadership positions at Bank of America (16 years), ANZ Grindlays (2.5 years)
- ✓ Was appointed as a Member of the Board of Governors of the Indian Institute of Corporate Affairs, Ministry of Corporate Affairs
- ✓ Was also appointed as Deputy Chairman of Indian Bank's Association (IBA).
- ✓ Has recently, became a Member of Government of India's Board of Trade.
- ✓ Has been conferred the "Doctorate in Science (Honoris Causa)" by G.B. Pant University of Agriculture & Technology

Shareholding Pattern

- ✓ Foreign shareholding (FII + FDI) at 52.9% as at Jun 30, 2011
- ✓ High quality domestic and international investors validating the owner- manager- partner model

Shareholding



Key Shareholders

American Funds Insurance Series Growth Fund	4.91%
HSBC Financial Services	4.82%
Rabobank	4.80%
Khazanah Nasional	4.21%
SmallCap World Fund	3.35%
LIC (Consolidated)	2.96%
JP Morgan Asset Management	2.56%
Deutsche Securities	1.76%
Wasatch Fund (Consolidated)	1.31%

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