

Presentation on YES BANK

Eighth Annual General Meeting

July 14, 2012

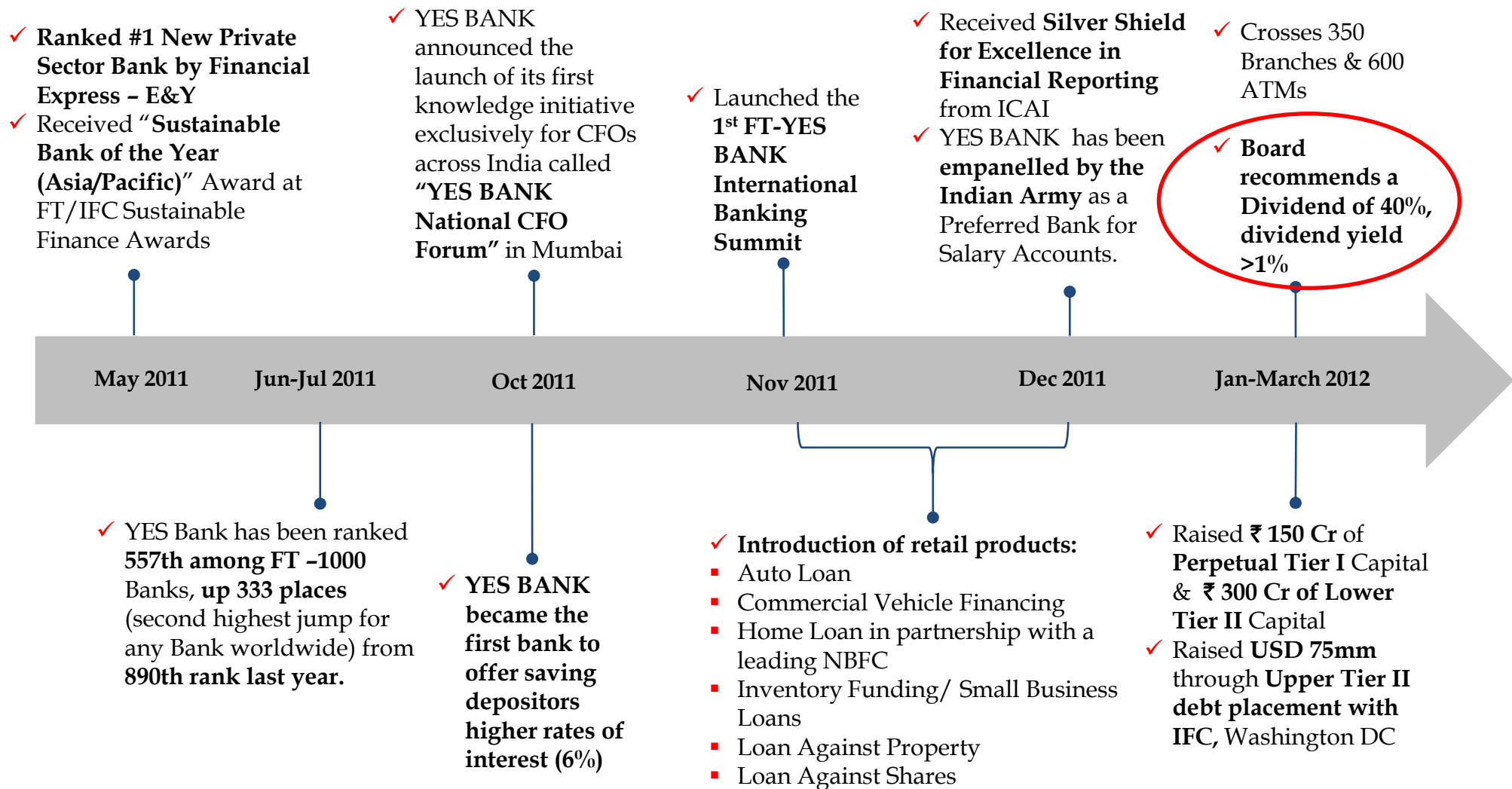


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- ✓ Significant Developments : 2011-2012
- ✓ Key Financial Highlights for FY 2011-12
- ✓ Board of Directors & Top Management
- ✓ Key Stakeholders
- ✓ Version 2.0 (Key Accomplishments)

Significant Developments: 2011-2012

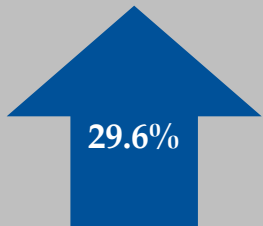


A YES BANK saving account (post Finance Act 2012) offers an attractive yield up to 10.1%

Key Financial Highlights – FY12

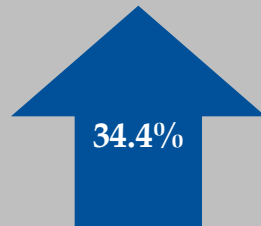
NET INTEREST INCOME

₹ 1,616 Cr



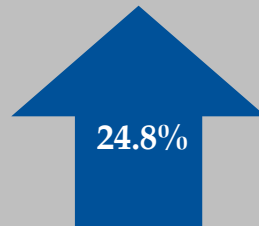
NET PROFIT

₹ 977 Cr



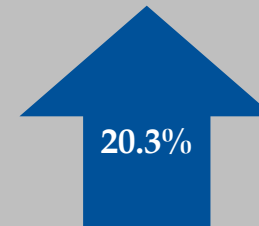
TOTAL ASSETS

₹ 73,662 Cr



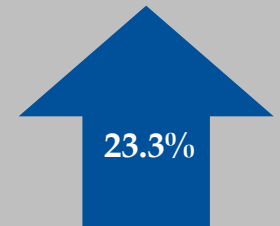
CUSTOMER ASSETS

₹ 46,120 Cr

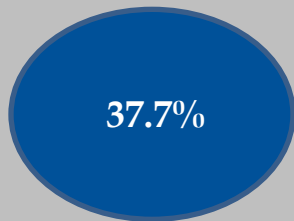


SHAREHOLDER'S FUNDS

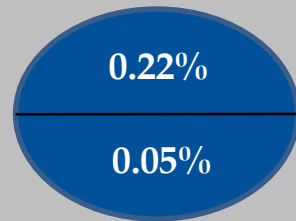
₹ 4,677 Cr



COST/INCOME RATIO

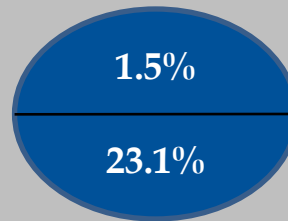


GROSS NPA



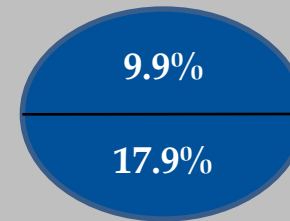
NET NPA

ROA



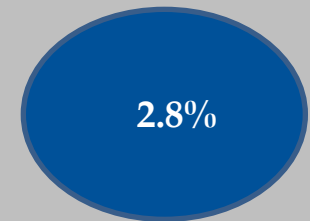
ROE

TIER I



TOTAL CAPAD

NET INTEREST MARGIN



✓ Basic EPS of ₹ 27.9 and Diluted EPS of ₹ 27.1

✓ Book Value of ₹ 132.5

✓ CASA up 55.6% y-o-y and CASA Ratio at 15%

■ Dividend of ₹ 4 per share recommended by the Board, 60% increase over FY 2011

Key Financial Highlights – FY12

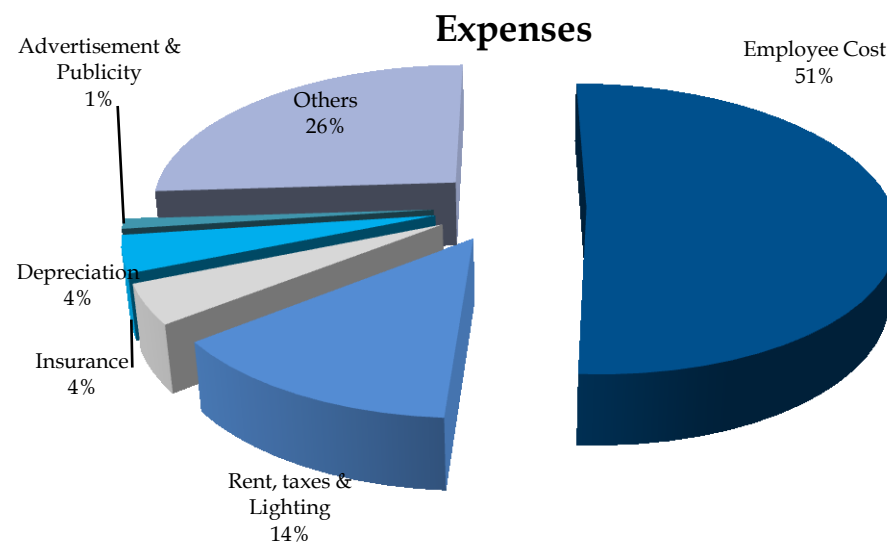
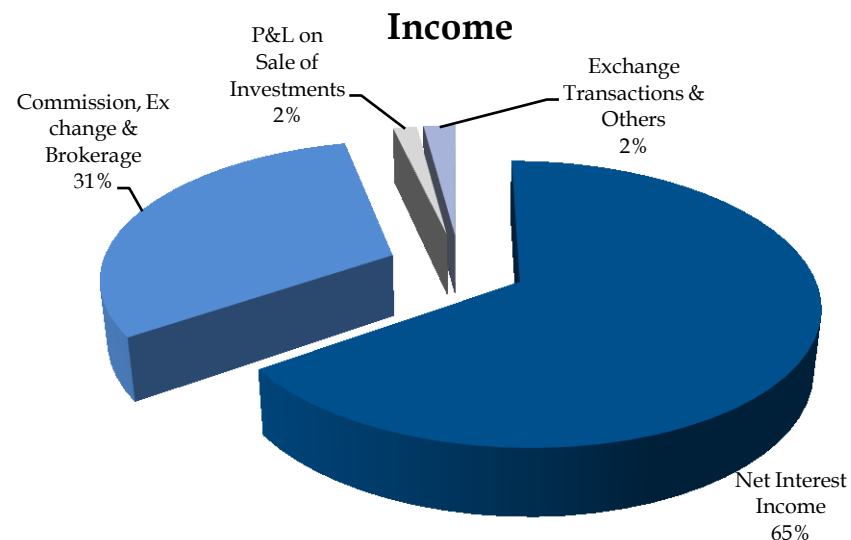
Balance sheet growth

₹ Crores	Mar 31, 2012	Mar 31, 2011	% g
Advances	37,989	34,364	10.5%
Investments	27,757	18,829	47.4%
Customer Assets	46,120	38,339	20.3%
Total Assets	73,662	59,007	24.8%
Shareholder's Funds	4,677	3,794	23.3%
Tier I & II Capital	9,326	7,119	31.0%
Deposits	49,152	45,939	7.0%

Revenue and Profit growth

₹ Crores	FY12	FY11	% g
Net Interest Income	1,616	1,247	29.6%
Non Interest Income	857	623	37.5%
Total Net Income	2,473	1,870	32.2%
Operating Expense	932	680	37.2%
Operating Profit	1,540	1,190	29.4%
Provisions & Contingencies	90	98	-8.1%
Provision for Tax	473	365	29.6%
Net Profit after Tax	977	727	34.4%

- ✓ Gross NPA Ratio at 0.22% as at Mar 31, 2012 (0.27% as at Mar 31, 2011)
- ✓ Net NPA Ratio at 0.05% as at Mar 31, 2012 (0.03% as at Mar 31, 2011)
- ✓ Total loan loss coverage ratio of 341%; Specific loan loss coverage ratio of 79.2% as at Mar 31, 2012
- ✓ Total restructured advances were 0.53% of Gross Advances

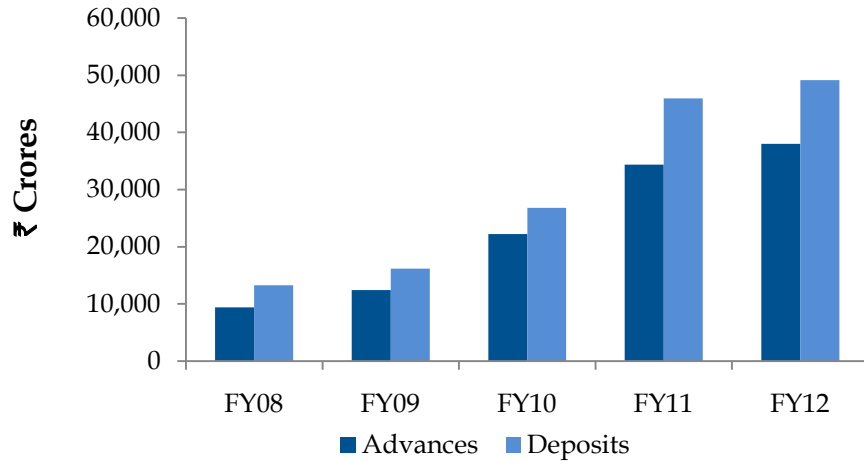


Robust growth in NII of 29.6% & steady Non-interest Income of 37.5% resulting in significant growth in PAT

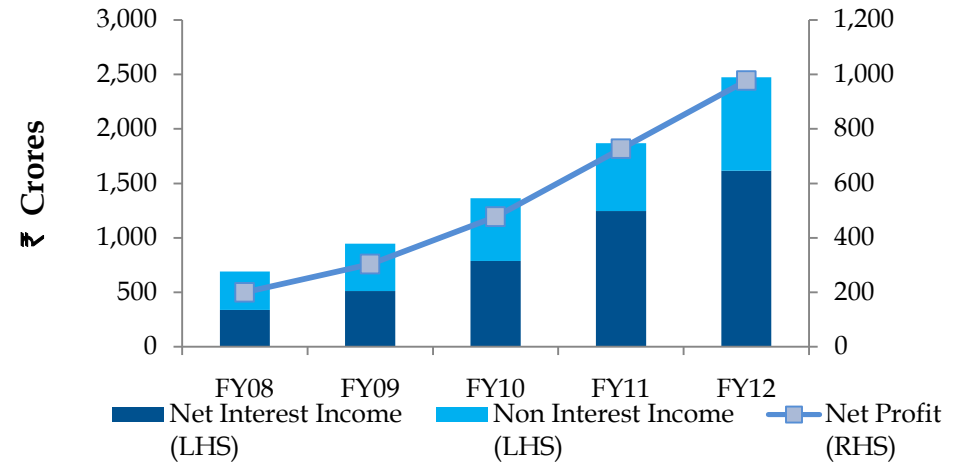
Consistent Earnings & Cost Management over the past 5 years

YES BANK

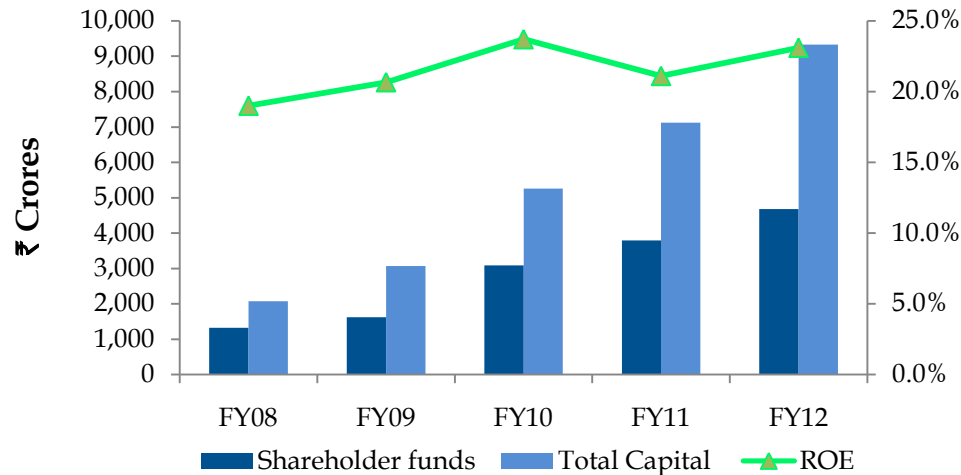
42% & 39% CAGR of Advance & Deposits



Resulting in Strong Income & Profits



Generating superior Shareholder Returns



- ✓ Maintained consistent NIMs between 2.7% to 3.2% over the past 5 years through periods of rising and declining interest rates
- ✓ Cost to income ratio for FY12 is 37.7%
- ✓ Net Interest income has grown at a CAGR of 37% from ₹ 337cr. in FY08 to ₹ 1,616cr. in FY12
- ✓ Management's constant focus on costs and technology have lead to increased productivity and efficient operations

Consistent Performance across a complete economic cycle

Distinguished Board

Name	Designation	Occupation
Mr. S L Kapur	Non Executive Non-Independent Director	Former Secretary, Ministry of Industry, Ministry of Food Processing Industries, Government of India
Mr. Bharat Patel	Independent Director	Former Non-executive Chairman, Procter & Gamble, India
Mr. Arun K Mago	Independent Director	Former Chief Secretary, Government of Maharashtra
Ms. Radha Singh	Independent Director	Former Union Agriculture Secretary, GOI
Mr. Ajay Vohra	Independent Director	Managing Partner of the Corporate, Tax and Business Advisory Law firm, Vaish Associates
Lt Gen (Retd.) Mukesh Sabharwal	Independent Director	Former Lt General in Indian Army
Dr. Rana Kapoor	Managing Director and CEO	Promoter/Professional Entrepreneur

Board level sub-committees

- ✓ Audit & Compliance Committee
- ✓ Risk Monitoring Committee
- ✓ Nominations & Governance Committee
- ✓ Board Remuneration Committee
- ✓ Investor Relations (Shareholders' Redressal) Committee
- ✓ Service Excellence Committee
- ✓ Fraud Monitoring Committee
- ✓ Capital Raising Committee (Special Purpose Committee)

Pedigree Board ensuring transparency and highest standards of Corporate Governance

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 years)
Aditya Sanghi	Sr. Managing Director – Investment Banking	Executive Director, Head of Mergers & Acquisitions - Rabo India
Amit Kumar	Senior President and Country Head - Corporate & Institutional Banking	ANZ Capital Pvt. Ltd.
Anindya Datta	President & Chief Marketing Officer	Manager, Markets – KPMG
Arun Agrawal	Sr. President & Global Head – International Banking & MNC	General Manager – ICRA
Asit Oberoi	Senior President & COO– Corporate OSD & Head INM	Fidelity International
Ashish Agarwal	Senior President and Chief Risk Officer – Wholesale Banking	Executive Director – Lehmann Brothers
Amit Sethi	Chief Information Officer	GM- IT, ICICI Bank
Aspy Engineer	President – ATM Management & Currency Chest	Senior Vice President & Head, Special Relationships - Axis Bank
Chitra Pandeya	President & Country Head – Liabilities Mgmt., Cards & Direct Banking	Head of Liabilities & Payments Products & Retail Banking – HDFC 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
Jaideep Iyer	Senior President – Financial Management	Associate Director - Rabo India Finance
Jayant Menon	President & Country Head- Corporate Operations and Service Delivery	SVP - Head of Trade ASPAC, E Serve
Malcolm Athaide	President & Country Head- Retail, Business & ISB: Credit Risk Management	Head - Credit Risk Underwriting, Standard Chartered Bank
Manavjeet Singh	Sr. President – Retail Banking	President, Infratech Finance - SREI BNP Paribas
Namita Vikas	President & Country Head- Responsible Banking	Principal Consultant, Marico Innovation Foundation
Nikhil Sahni	President – Branch Banking	Manager, Strategy Development - Rabo India
Pralay Mondal	Senior Group President - Retail & Business Banking	Head- Retail Assets, Credit cards, Outbound Contact Centre and Merchant Establishment
Rajat Monga	Group President – Financial Markets & Chief Financial Officer	Head of Treasury - Rabo India
Sanjay Palve	Group President and Senior Managing Director – Corporate Finance	Chief Manager, Project Financing Group – ICICI Bank
Somak Ghosh	Group President– Development and Government Banking	Director, Project Advisory & Infrastructure Mgmt - Rabo India
Sumit Gupta	Senior President – Commercial Banking	Associate Director & Head (North) - Rabo India
Surendra Jalan	Senior President – Indian Financial Institutions	AGM, Corporate Banking - ICICI Bank
Sanjay Agarwal	Senior President – Business Banking	Head of Risk, SME - Standard Chartered
Vikram Kaushal	President & Country Head – Wealth Management	Head, Wealth Management - ICICI Bank

Key Stakeholders – Diverse Base

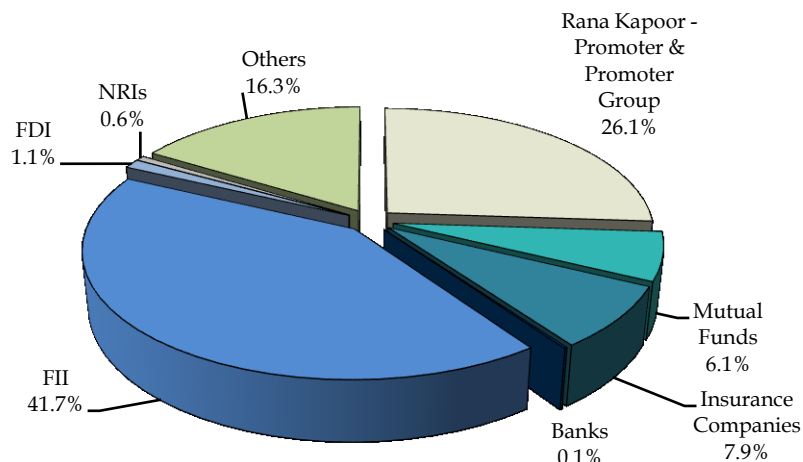
Promoter

- ✓ Deputy Chairman, Indian Banks' Association (IBA)
- ✓ Senior Vice President, ASSOCHAM
- ✓ Member, CII National Council
- ✓ Member, Government of India's Board of Trade
- ✓ Member, Board of Governors, Indian Institute of Corporate Affairs (IICA), Ministry of Corporate Affairs
- ✓ Member, Governing Council & an Honorary Fellow, Indian Institute of Banking & Finance (IIBF)
- ✓ Member, Board of Directors, "Invest India", Ministry of Commerce & Industry & FICCI joint initiative
- ✓ Member, FICCI and CII Steering Committees, and Managing Committee, PHDCCI

Capital Raising – FY12

- ✓ YES BANK raised USD 75 million 15 year Upper Tier II debt from IFC, a member of the World Bank Group.
- ✓ YES BANK successfully raised ₹ 150 Cr of Innovative Perpetual Debt Instrument – Tier I Capital, rated LAA- by ICRA & CARE AA- by CARE and ₹ 864.5 Cr of Lower Tier II Capital, rated LAA by ICRA and CARE AA by CARE, from Banks, Insurance Companies, Provident Funds & Financial Services Companies.

Shareholding (*)

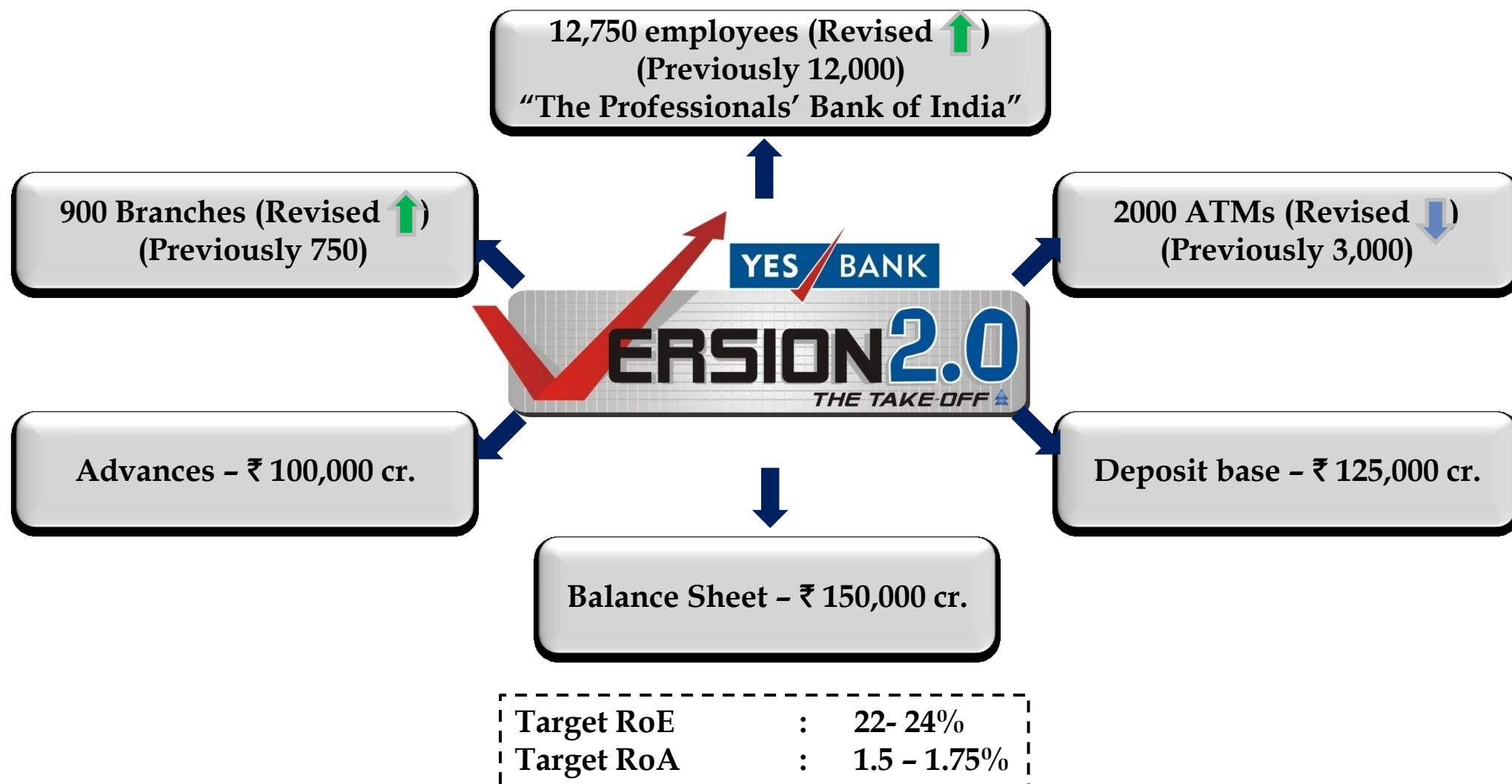


Key Shareholders (*)

American Funds Insurance Series Growth Fund	4.65%
LIC (Consolidated)	4.08%
JP Morgan Asset Management (Consolidated)	3.41%
Wasatch Fund (Consolidated)	2.84%
SmallCap World Fund	2.01%
Franklin Templeton Mutual Funds (Consolidated)	1.70%
Morgan Stanley Investment Management (Consolidated)	1.65%
Birla Sun Life Trustee Company Pvt. Ltd. (Consolidated)	1.18%

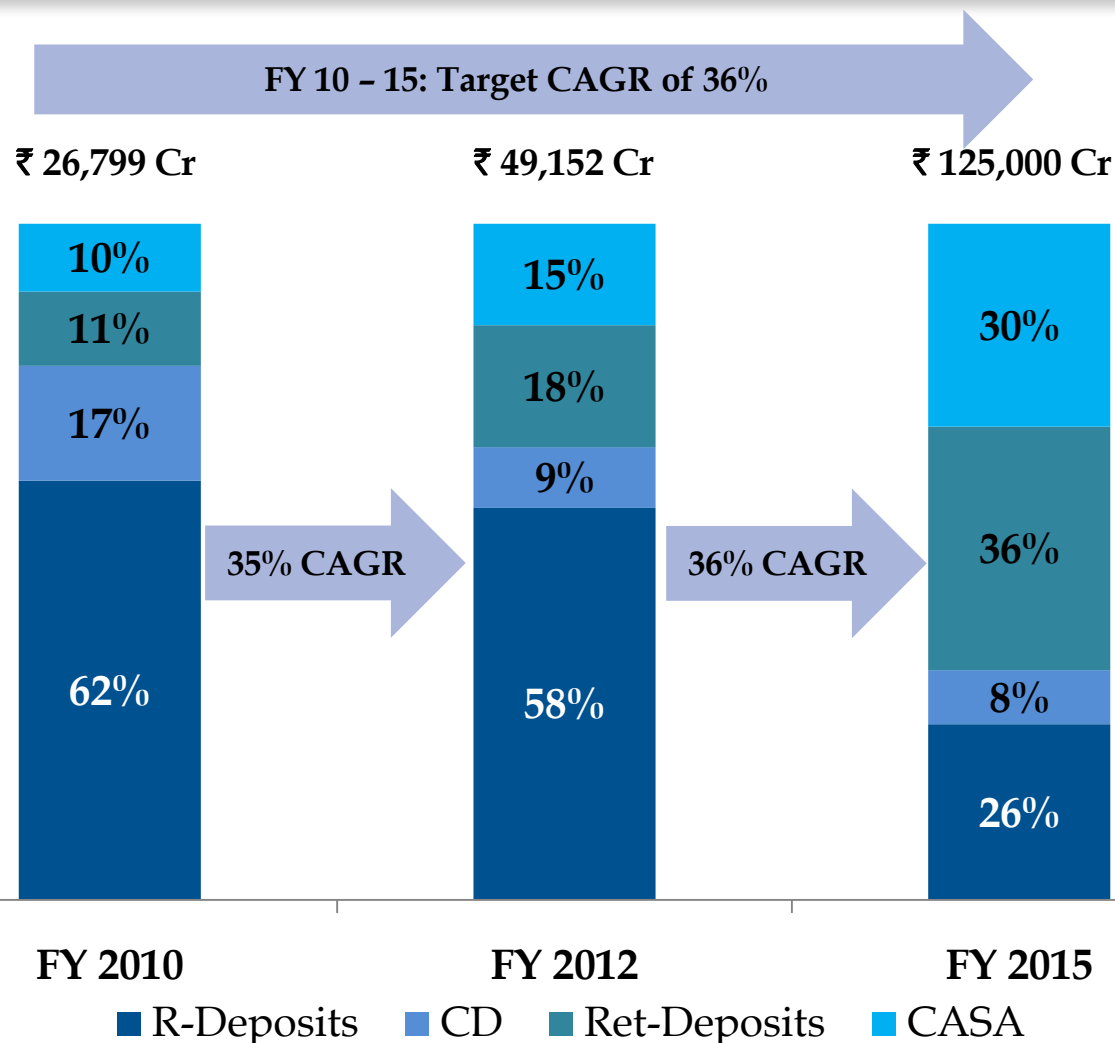
* As at June 30, 2012

Version 2.0 – Focus on Achieving Scale with Granularity



Emerge as "The Best Quality Bank of The World in India" by 2015

Diversification of Liabilities – Strong Traction

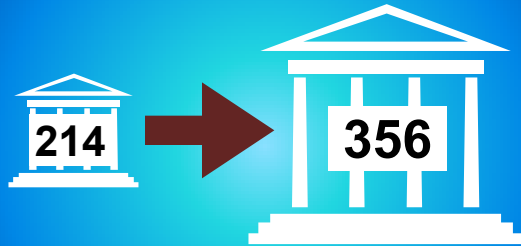


- ✓ Retail Banking Term Deposit growth at a CAGR of 73% taking Retail Banking TDs up to 18% as of March 31, 2012
- ✓ CASA up from 10% as of March 31, 2010 to 15% as of March 31, 2012
- ✓ Saving Account deposits have grown @ 153% CAGR and Current Accounts have grown @ 42% CAGR over 2 years
- ✓ Successful rundown of CDs (from 17% to 9%) by creating increased reliance on granular deposits

*R – Deposits – Relationship Corporate Deposits; Ret.-Deposits: Retail Term Deposits; CD: Certificate of Deposit

142 Branches and 364 ATMs added in FY 2012

Integrated Strategic Initiatives to build up Liabilities – FY12



Branches up from 214 to 356

Power of 7



1. Higher Interest rate of 7% p.a.*
2. Superior Branch Network
3. Free unlimited ATM access
4. International Debit Card
5. MONEY MONITOR
6. Secure Net Banking
7. True Anywhere Banking



Presence:

- ✓ Accelerated branch network expansion, present across 200+ locations, pan India.
- ✓ Avg. Branch Network vintage of 2.1 years
- ✓ 130 “Hub” Branch Vintage of 3.2 years

Product Offerings:

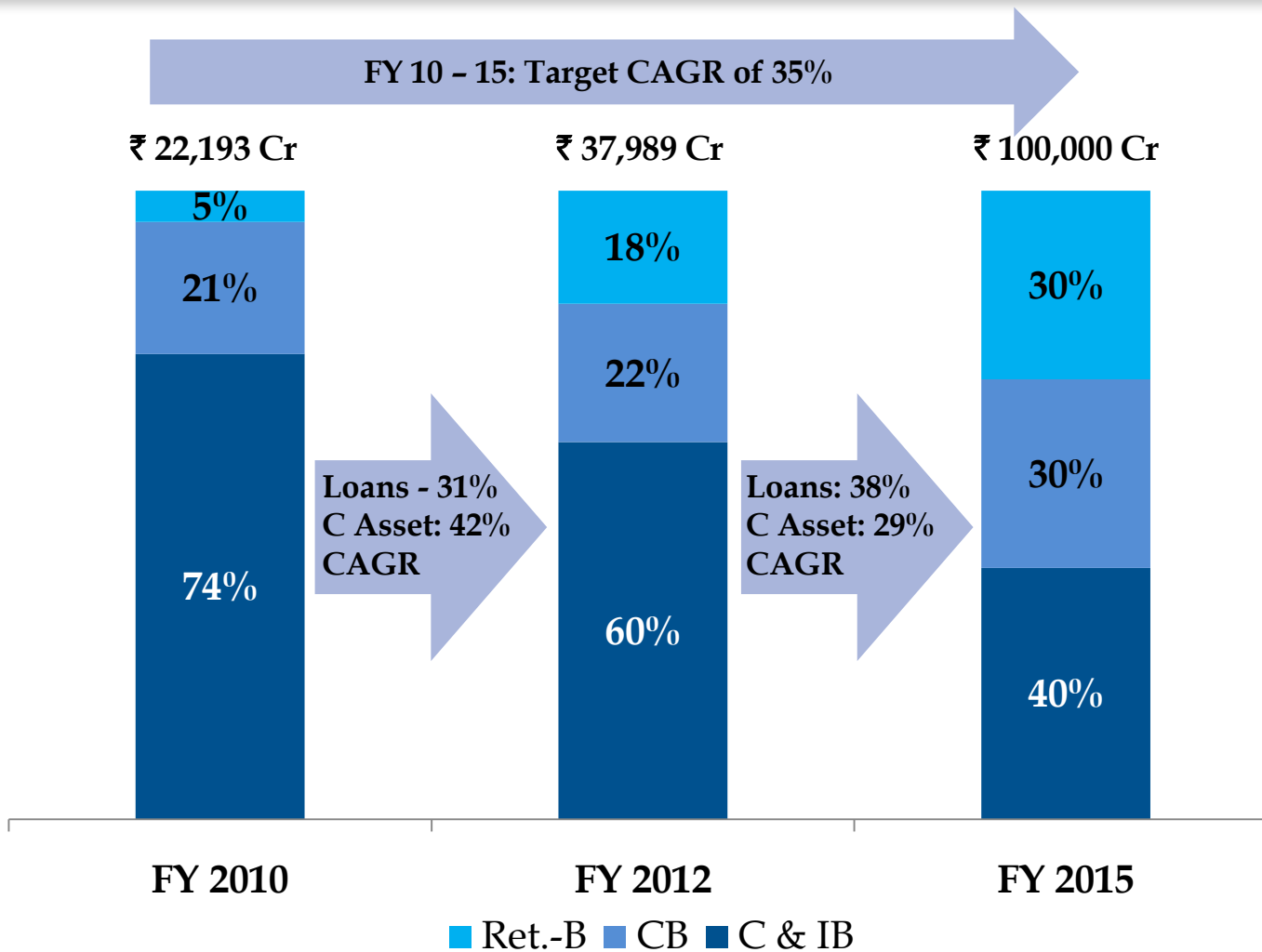
- ✓ Power of Seven: 7% Interest – 7 Features
- ✓ Significant investment in ATL & BTL outreach
- ✓ Comprehensive Retail assets and Retail distribution product offerings across branches

Partnerships:

- ✓ B2B2C Initiatives like YES Vijay, 12 Brokerage Tie-ups resulting in SA build-up
- ✓ Mandates from over 1,400 Corporates for Salary accounts
- ✓ Opportunity size of 10 Lac customers

Key Leadership inducted in Branch Banking in H1 FY 12 to build “Scale”

Diversification of Advances – On Track



- ✓ Retail Banking (including MSME) mix improved from 5% in FY 2010 to 18% in FY 2012
- ✓ Increased focus on Retail Banking & MSME leading to diversification of business & risks, improved cross sell potential

C&IB: Corporate & Institutional Banking; CB: Commercial Banking; Ret.-B: Retail Banking (including MSME)

Relationship driven Customer Asset growth in a risk averse environment

Increasing Diversification in Advances

Focus on Retail & MSMEs

Launched
in FY 12

Retail – Consumer Products

1. Cars
2. Home Loans
3. Loan Against Shares
4. Personal Loan/ Salary OD
5. Education Loan

By Sept' 12

1. Two Wheeler
2. Loan Against Gold
3. Tractor & Farm equipment
Financing

MSME – Business products

1. Business Loans
 2. Loan Against Property
 3. Working Capital
 4. Floor Inventory Funding
 5. Channel Finance
-
1. Commercial Vehicle
 2. Construction Equipment
 3. Equipment Finance
 - Hospitality, Education, Healthcare

- ✓ **Pan India – presence**, but ramp up in selective (28) locations
- ✓ Strong focus on Risk management – **learning from peers as a late entrant; Predominant focus on Secured Retail Assets**
- ✓ **Capitalize** on B2B2C strengths and linkages with Corporate clients
- ✓ Significant investments in building core skill sets across Sales, Risk, Ops & Collections

Focus on Granular, PSL generating Retail businesses with Liability Spin offs

The “Professionals’ Bank” of India

YES BANK

Human Capital Strategy

- ✓ Ethos of Owner – Partner – Manager
- ✓ Flagship Programs at YES BANK to Hire, Train and Retain Talent:

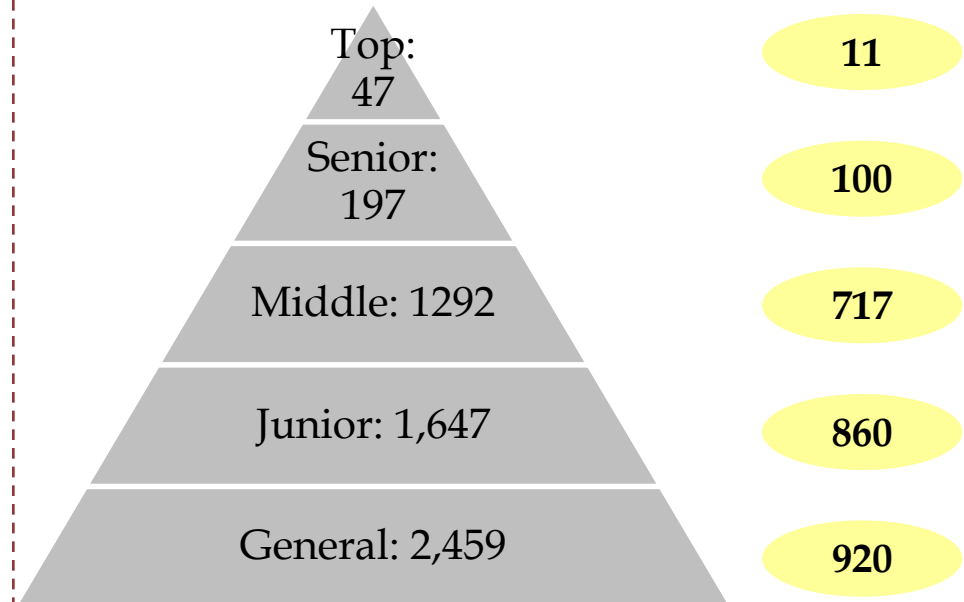


- ✓ YES University & School Relations Management Program - YES USRM
- ✓ FY 11- YES BANK is the **Preferred Employer of Choice** at Top B-Schools
 - 174 students from Top B-Schools
 - Overall 700+ over the past 6 years
- ✓ YES CONNECT, YES MENTOR
- ✓ Y- FACTOR – Talent Hunt

Flat Organization Structure (5 levels)

Total: 5642

FY 10-12



- ✓ Average Age – 29 years; Headcount increase of 2,608 in FY2011 - 12
- ✓ Wealth creation through ESOPs granted in FY2011 - 12
- ✓ Talent acquisition from Peer Private Sector & MNC Banks

Ability to achieve Scale in Version 2.0

Progress widely recognized by leading agencies

Institutional Excellence



The Institute
of Chartered
Accountants of India

Silver Shield for
Excellence in Financial
Reporting - Private
Banks (including
Cooperative Banks)
2012

FT Business
FINANCIAL TIMES

The Banker

Ranked 557 (net
worth) & 542
(balance sheet)
amongst all global
banks
Financial Times
Banker Top 1000 List
2011



Best Private Sector
Bank Award
Dun & Bradstreet -
Polaris Software
Banking Awards
2011

THE FINANCIAL EXPRESS

Ranked India's No. 1 New
Private Sector Bank
Financial Express - Ernst &
Young Survey of India's
Best Banks
March 2011



Best Private
sector Bank -
Special Jury
Commendation
2011



- Sustainable Bank of the Year - Asia/Pacific, 2011 & 12
 - No.1 Emerging Markets Sustainable Bank of the Year - Asia, 2008
- FT / IFC Washington
London



CII-ITC Centre of Excellence
for Sustainable Development

- 'Commendation Certificate'
- 'Significant Achievement' - 2011 & 2010
 - 'Strong Commitment to Excel' - 2009
- CII-ITC Sustainability Awards
- Sustainability Asia Summit



- Best HR Strategy in Line with Business
- Excellence in HR Through Technology
- Continuous Innovation in HR Strategy at Work
- Talent Management Singapore, 2010 & 2011



- Brand Excellence (Banking and Financial Services) award at the CMO Asia Awards for Excellence in Branding and Marketing
- 'Best Corporate Social Responsibility Practice (Overall)' Singapore, 2010 & 2011

THE ASIAN BANKER

Asian Banker
Technology
Implementation Awards
for Best Multi-channel
Capability & Best
Financial Supply Chain
Hong Kong
2011

Financial Insights
An IDC Company

FIIA
Financial Insights
Innovation Award

- Innovation in payments, 2012
 - Innovation in Business Intelligence, 2010
 - Most Innovative e-Payments Solution Award - Asia, 2008
- Singapore

ISACA
Association of Information Systems Auditors

Information
Systems Audit &
Controls
Association award
for Implementation
of IT Governance
2010



Qimpro
Accelerating Transformation

Innovation in the
Service Sector
2010
Innovative Practices
in Customer Service
Channels
2009

Innovation & Service

Thank You