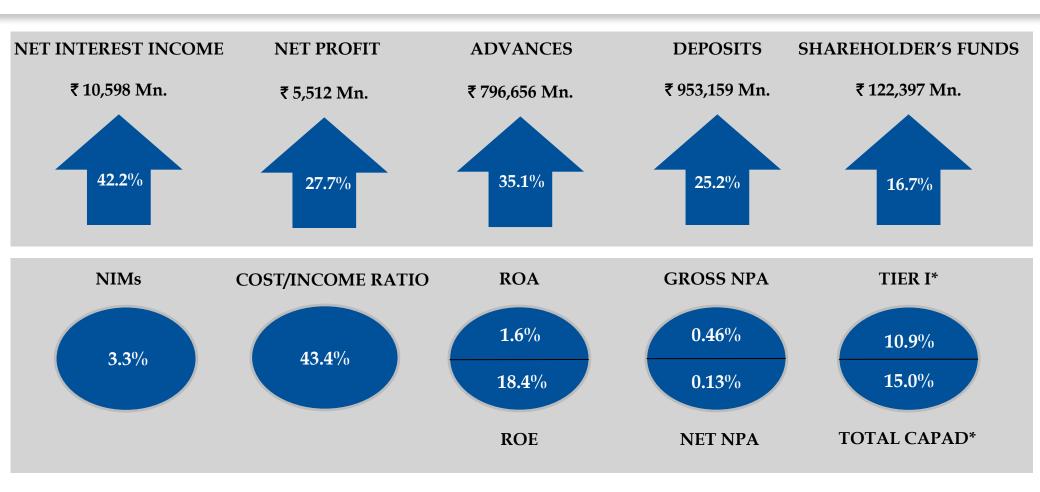
## **INVESTOR PRESENTATION**

Q1FY16 Update



### Financial Highlights for Q1 FY16



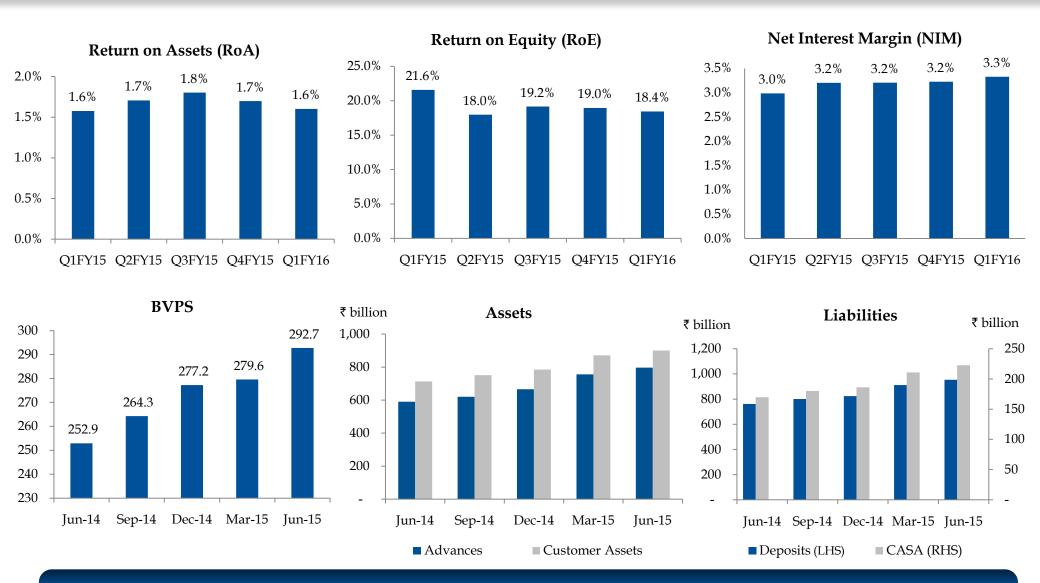


✓ Basic EPS of ₹ 13.2 and Diluted EPS of ₹ 12.9✓ Book Value of ₹ 292.7

<sup>\*</sup> including Q1FY16 Net profit, adjusted for prorated dividends

### **Key Metrics (Trend leading to Q1 FY16)**





Business performance over challenging Macro environment demonstrates resilience of the Bank in delivering consistent performance

### **Income Statement Highlights - Q1FY16**



#### Q1FY16 - Revenue and Profit growth

₹ Million	Q1FY16	Q1FY15	Growth	Q4FY15	Growth
Net Interest Income	10,598	7,453	42.2%	9,771	8.5%
Non Interest Income	5,452	4,136	31.8%	5,904	(7.7%)
Total Net Income	16,050	11,589	38.5%	15,675	2.4%
Operating Expense	6,967	5,267	32.3%	6,300	10.6%
Operating Profit	9,083	6,322	43.7%	9,375	(3.1%)
Provisions & Contingencies	980	237	312.6%	1,264	(22.5%)
Provision for Tax	2,591	1,769	46.5%	2,601	(0.4%)
Profit After Tax	5,512	4,316	27.7%	5,510	0.0%

#### Non Interest Income Breakdown

₹ Million	Q1FY16	Q1FY15	Growth	Q4FY15
Transaction Banking	1,264	1,282	(1.4)%	1,560
Financial Markets	1,242	354	250.5%	1,168
Financial Advisory	2,069	1,975	4.8%	2,087
Retail Banking Fees	877	525	67.1%	1,089
Total	5,452	4,136	31.8%	5,904

### **Income Statement Highlights**

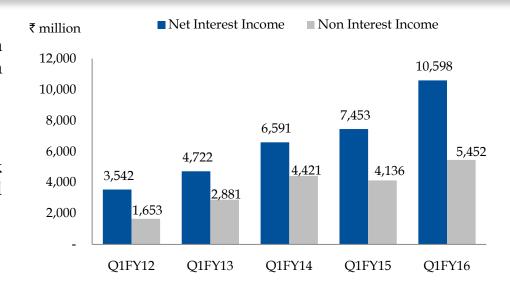


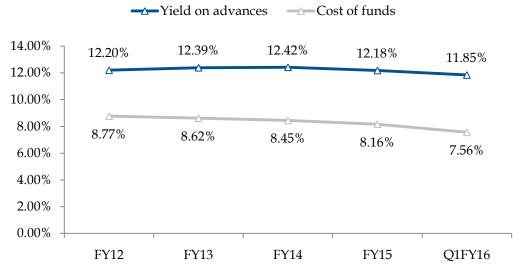
#### ✓ Steady growth in Net Interest Income (NII)

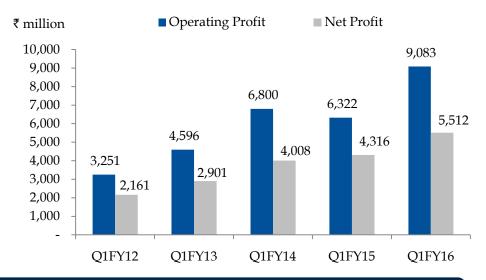
• NII for Q1FY16 increased by 42.2% y-o-y. This was on account of healthy growth in advances coupled with NIM expansion to 3.3% from 3.0% in Q1FY15

#### **✓** Healthy growth in Non Interest Income

• Non Interest Income grew by 31.8% y-o-y on the back of continued growth across Financial Markets, Retail Banking Fees, that showed firm traction y-o-y.





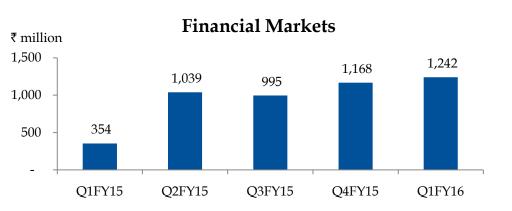


### Continued traction in Non Interest Income streams



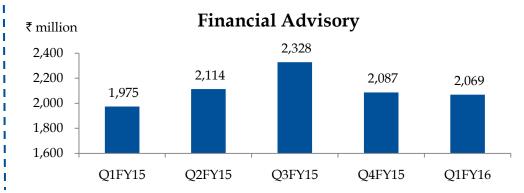
#### **Financial Markets**

/ Income from Financial Markets stood at ₹ 1,242 million



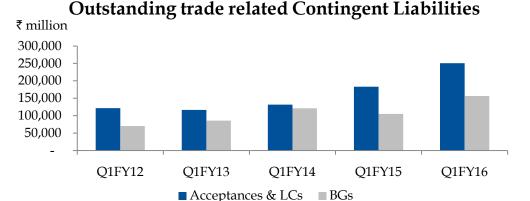
#### **Financial Advisory**

Investment Banking, Corporate Finance advisory, Syndication and other advisory income stood at ₹ 2,069 million in Q1FY16

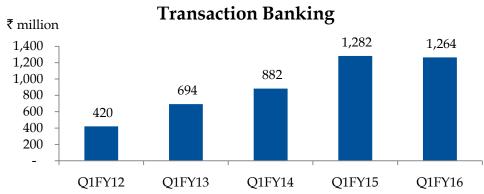


#### **Transaction Banking**

- ✓ Income from Transaction Banking stood at ₹ 1,264 million
- Proportion of transaction banking income in non-interest income was at 23.2% in Q1FY16



Bank continues to deepen relationships through cross-sell and establish new ones across business segments thus establishing itself as a significant player in the product domain of cash management and trade finance services.



### **Key Financial Highlights - Q1FY16**



#### Q1FY16 - Balance Sheet Growth

₹ Million	Jun 30 2015	Jun 30 2014	y-o-y growth	Mar 31 2015	q-o-q growth
Assets	1,390,371	1,097,434	26.7%	1,361,704	2.1%
Advances	796,656	589,886	35.1%	755,498	5.4%
Investments	422,043	381,159	10.7%	432,285	-2.4%
Customer Assets	900,591	713,087	26.3%	871,531	3.3%
Liabilities	1,390,371	1,097,434	26.7%	1,361,704	2.1%
Shareholders' Funds	122,397	104,899	16.7%	116,800	4.8%
Borrowings	252,845	171,097	47.8%	262,204	-3.6%
Total Capital Funds	169,104	152,334	11.0%	161,513	4.7%
Deposits	953,159	761,028	25.2%	911,758	4.5%
CASA	222,677	169,746	31.2%	210,790	5.6%

#### **Key Financial Performance Indicators**

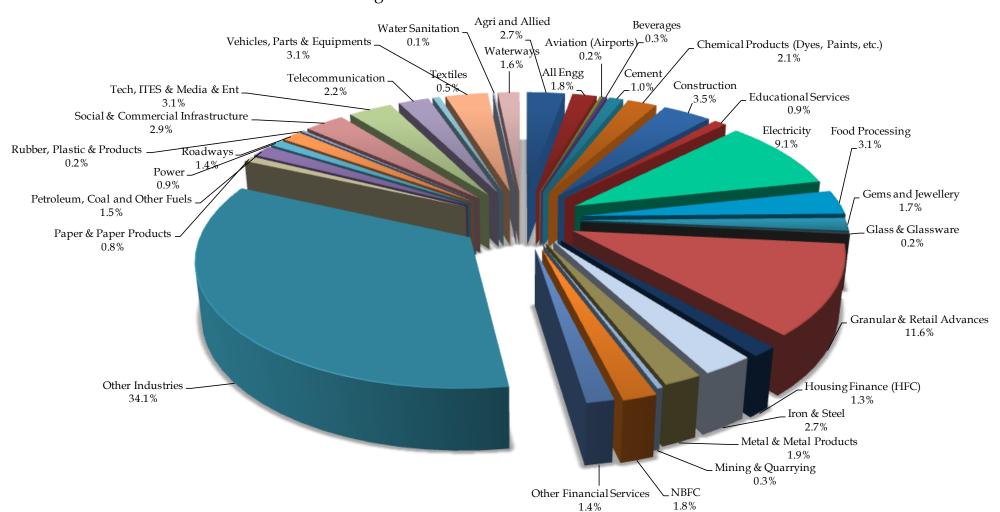
	Q1FY16	Q1FY15	Q4FY15
RoA	1.6%	1.6%	1.7%
RoE	18.4%	21.6%	19.0%
Cost to Income	43.4%	45.4%	40.2%
NIM	3.3%	3.0%	3.2%
Net NPA	0.13%	0.07%	0.12%
EPS (not annualized)	13.2	11.5	13.2
Book Value	292.7	252.9	279.6

### Diversified credit book



#### ✓ Increasing diversification of Advances Book

- Break-up of the advances portfolio as at June 30, 2015 is as follows: Corporate Banking 67.8% & Retail Banking (including MSME)/Business Banking 32.2%
- Sectoral distribution of Customer Assets is given below:



### **Asset Quality**

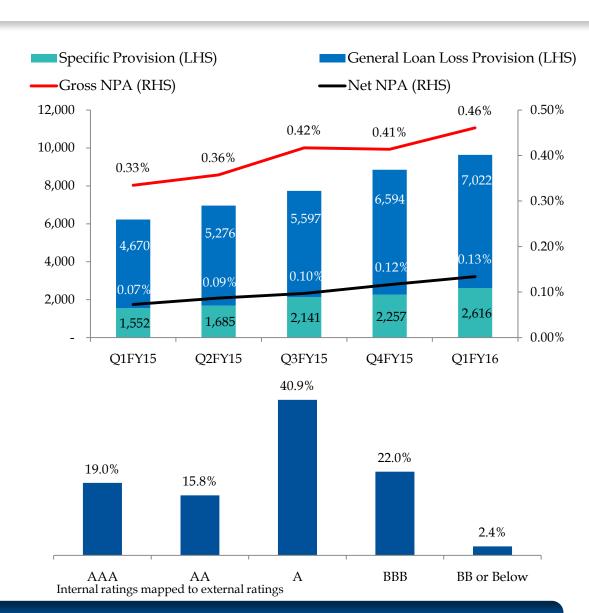


#### **Update on NPA and Restructured Advances**

- ✓ Gross NPA at 0.46% (₹ 3,683 mn); Net NPA at 0.13% (₹ 1,067 mn)
- ✓ Specific provision coverage at 71.0%
- Total Restructured Advances (excluding NPA) stand at ₹ 5,671 million as at June 30, 2015. This represents 0.71% of Gross Advances.
- ✓ No Sale to ARC in this quarter
- ✓ Bank continued to maintain 0.5% of proactive contingent provisioning. This provision is not taken into account to calculate the Net NPA figures.

#### **Rating Distribution of Corporate Exposures**

✓ Well rated corporate exposures with over 75% of exposures rated 'A' or better



### **Risk Management Process**

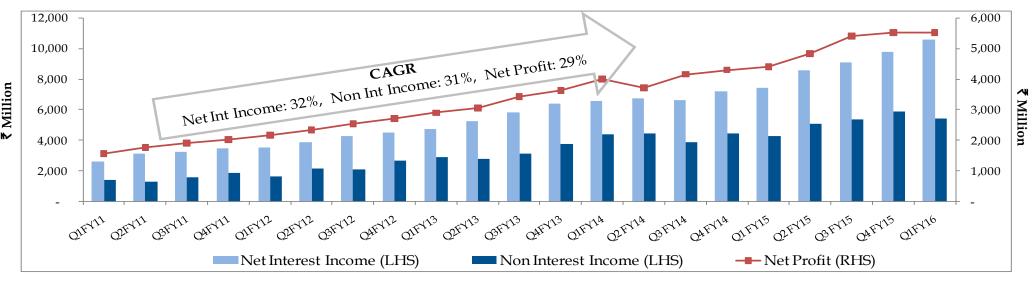


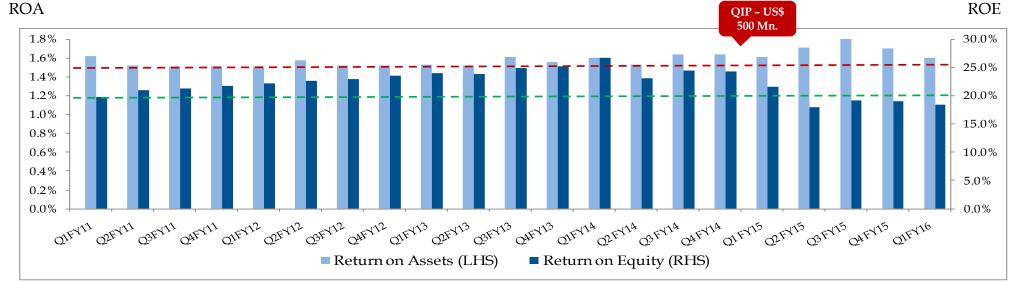


- ✓ Strong Selection Process has resulted in YES Bank having a healthy asset book.
- ✓ Portfolio Analytics and Early warning signals in conjunction with proactive problem solving approach has helped the bank **reduce outstanding** to stressed cases significantly.
- ✓ Bank has proactively built a total buffer **provision of 0.5**% **loan book**

# Income Growth with consistent ROA & ROE ratios Jun 2010 - Jun 2015 (21 sequential quarters)

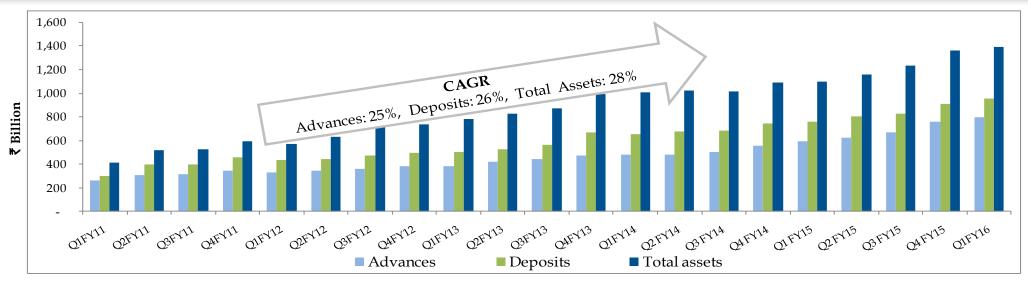


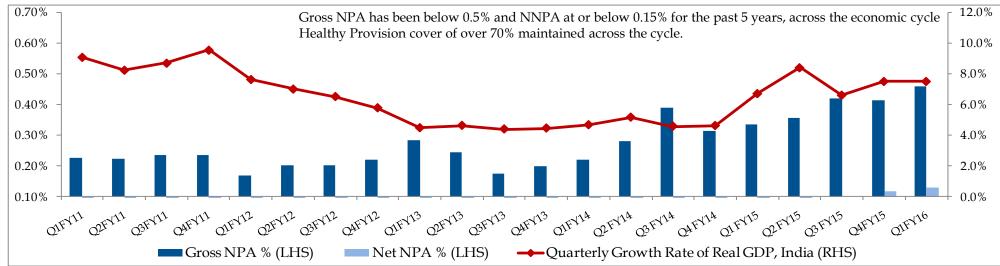




# Sustained Balance Sheet growth with preservation of Asset Quality: June 2010 – June 2015 (21 sequential quarters)



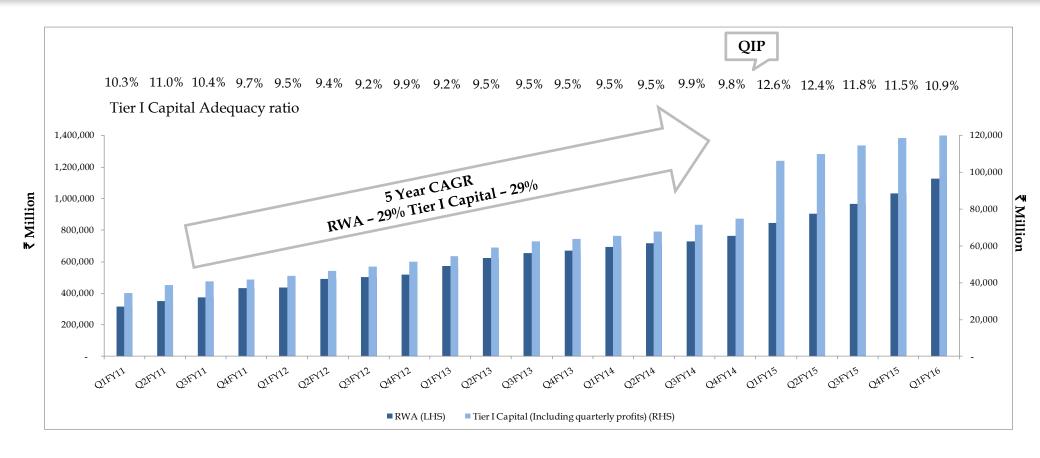




 $GDP\ Growth\ Data\ for\ India\ (y-o-y\ is\ taken\ from\ CIC\ database)\ GDP\ growth\ data\ for\ Q1FY16\ is\ based\ on\ estimates$ 

### Capital Growth through internal accretion





- ✓ Well capitalized with Total CRAR at 15.0% and Tier I ratio at 10.9%. Total Capital Funds stand at Rs. 169,104 million as on June 30, 2015.
- ✓ ROE @ 18-25% along with profit retention allowing sustained balance-sheet growth



### **RETAIL BUSINESS OVERVIEW**



### 3 Pronged Customer Acquisition, Engagement and Retention Strategy



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



- ✓ Launch of Digital Channels and Digitization of Products and Processes
- Ramp Up Alternate Sales Management
- Implementation of New CBS and Advanced CRM+ Analytics systems
- ✓ Digital Channels: Web/ Mobile/ Contact Centre/ ATMs/ Self Service Kiosks/ Digital Branches to be at the forefront of Acquisition, Engagement, Servicing and Retention of Customers

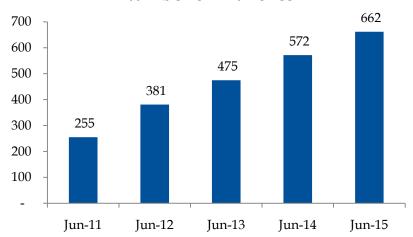
### **Branch Expansion**

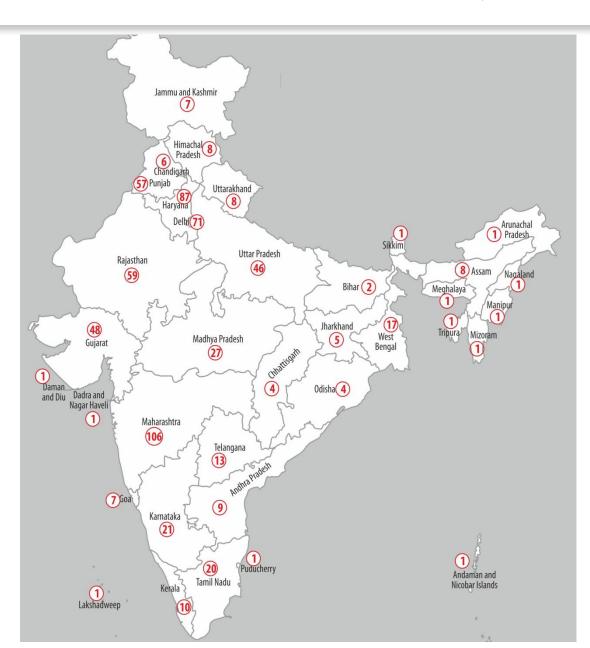


#### **Expansion of Distribution network**

- 662 Branches across key liability corridors as of Jun 30, 2015 up from 572 as of Jun 30, 2014
- ATM Network of 1,277
- Hub and Spoke model for faster maturity and greater efficiency of branches
- Service oriented strategy; expansion in Tier II VI cities
- ✓ Initial focus on North & West Regions (Liability rich corridors)
- Covering all 53 Metro locations, 29 States and 7 Union Territories
- ✓ 15 Regions 75 Clusters Hubs 180 Hubs
- ✓ Focused Rural & Inclusive Banking Strategy

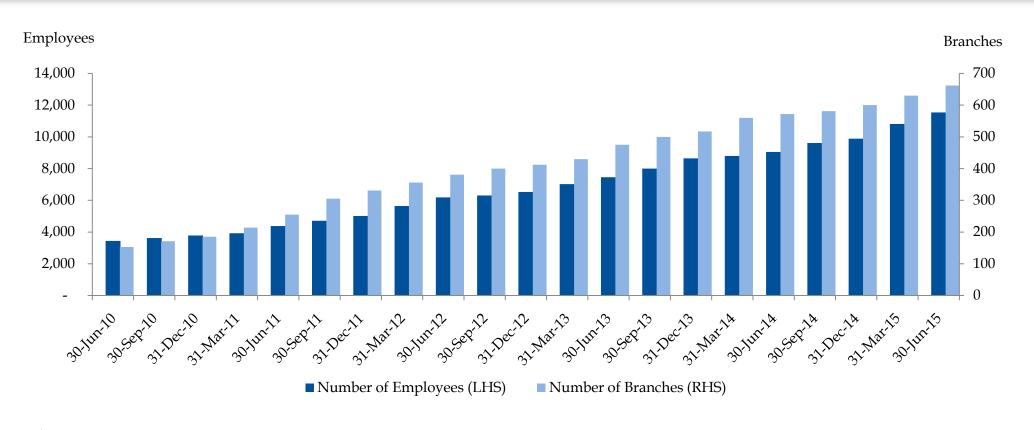
#### **Number of Branches**





### **Growing Retail Banking Platform**





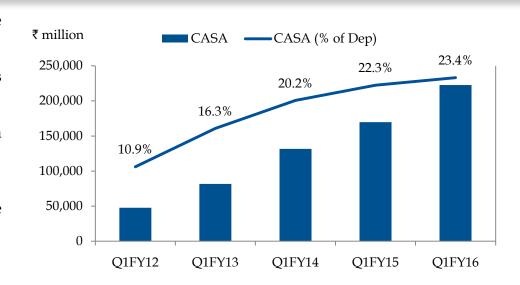
- ✓ Branch growth from 153 in June 2010 to 662 in June 2015
- ✓ Human Capital count increased from 3,447 as of June 2010 to 11,543 as of June 2015
- ✓ CASA Ratio up from 10.5% as of 30 June, 2010 to 23.4% as of 30 June, 2015 evidencing strong retail growth

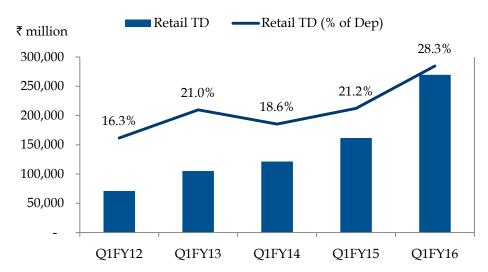
### Well-diversified Liability Franchise



- Diversified, granular and sticky deposits mix from multiple sources
- ✓ Increased contribution from Retail Banking to the Bank's liability base
- ✓ Continuing growth in number of liability accounts (from both retail and corporate segments); total deposits grew by 25.2% y-o-y to ₹ 953.2 billion.
- ✓ CASA deposits grew 31.2% y-o-y to ₹ 222.7 billion as at June 30, 2015. CASA ratio increased to 23.4% as of June 30, 2015
- ✓ Retail Banking FDs increased 67.0% y-o-y to ₹ 269.8 billion.



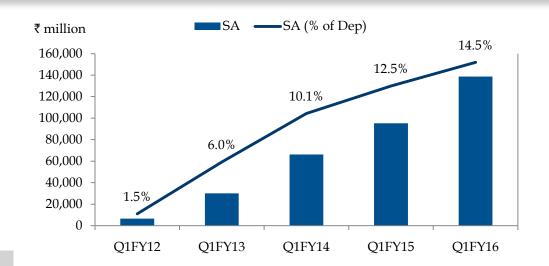




### **Robust Growth in Granular Deposits**

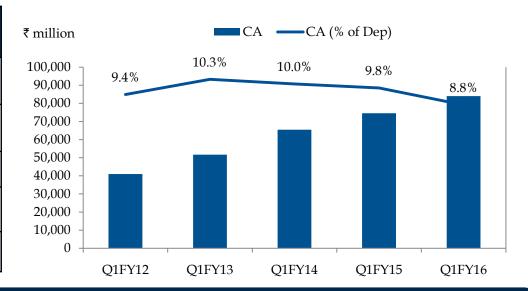


- ✓ Leverage on branch network & increased customer acquisition to build liability base
- ✓ Higher Mean & Median of CA and SA Balances reflecting high quality customer acquisition, enabling a higher cross sell opportunity
- ✓ Robust growth of 45.7% in SA deposits to ₹ 138.7 billion while CA deposits grew 12.7% to ₹ 84.0 billion as of June 30, 2015.



#### **Focused Saving Accounts Segments**

Customer Segment	Balances	Volume	Cross-sell	Transactional Frequency
Salary Accounts	Average	High	High	High
Senior Citizens	High	High	Low	Low
HNIs	High	Medium	High	High
NRIs	High	Low	Medium	Medium
TASC	High	Low	Low	High



### Retail Banking & Business Banking



#### **Consumer Retail**

- Auto Loans
- Two Wheeler Loans
- Gold Loan
- Personal Loan

**Focus** segment

Strategy

**Product** 

- > Salaried and Self Employed
- Tapping Liability customers ➤ Branch Channel
- > Technology aided processing
- > Focused activities
- ➤ Manufacture Tie-ups

#### Commercial Retail & Mortgage

- Commercial Vehicle
- ➤ Construction Equipment
- ➤ LAP/LAS
- ➤ Healthcare Finance
- ➤ Home Loans
- Professionals
- ➤ Infrastructure & Logistics
- ➤ Retail Investors
- ➤ Self Employed
- > Cash flow based Credit underwriting
- ➤ Adequate Collaterals
- ➤ Risk based pricing
- > SME rich lending program
- > PSL benefits

#### SME and MSME

- **Smart Overdraft**
- Fast track lending Program
- > Scorecard Lending program
- ➤ LGD Program (Linking Collateral with Rating for high ticket customers)
- 14 Knowledge Sunrise Sectors including Automobile, Pharmaceutical, Textile, Printing & **Packaging**
- CBB/EBB/ABB
- Building Granular MSME book
- **CRM** Based sourcing
- Tapping Corporate linked Supply Chain - Channel Financing
- ► Increasing sourcing: From 259 Branches over 26 locations to 447 Branches in over 55 locations in 12-18 months
- ➤ Growing Retail Book by 3x in 12-18 months

- Largely Secured Portfolio
- ➤ Growing SME/MSME book by 4x by 2020

- Garner large customer franchise and leverage branch network
- Build granular portfolio which supports business cycle
- Acquire diversified retail portfolio to negate market volatility.
- PSL compliant sourcing resulting a good yielding low risk PSL portfolio
- Huge Cross sell potential to the retail base given high quality liability customer profile

#### **Benefits:**

### Digital Banking: Taking Technology to Customers



### Vision: To foster CUSTOMER RELATIONSHIPS by providing CONVENIENCE in payments

#### Alliances

- Co-create Digital products and Payment Solutions
- Reach out for customers on partner channels
- Create Value / Benefits in form of freebies

### Relationships

- Understand customers through partner data and offer relevant benefits
- Focus on superior UX while designing customer solutions

### **Technology**

- Invest in Best in Class technology
- Offer Payments on contemporary technologies like Smart phones ,Social Media & Wearable devices

YES MONEY -Domestic Remittance using Award Winning Remittance Bridge Platform



Won 14 Awards over last 3 years

### A-R-T of Digital Acquisition and Payments







Internet and Mobile Banking
Online Remittance | Bill / Tax Payments |
E- Commerce | Online Account Opening

#### Our Product Suite





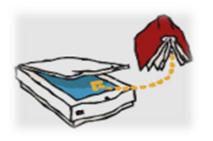
ATMs | Bunch Note Acceptors | Recyclers Video Banking Kiosks | Debit and Prepaid Cards



Merchant Solutions - POS/ PG | Plug-ins for Collections & Bulk Payments | Real time International Remittance

### **Digital Banking Initiatives**





# **Customer Acquisition**



# Payments Excellence

### Process Digitization

- ✓ Tab-Banking
  Integration with Central
  Databases
- ✓ Workflow Automation

#### **✓** Digital Wallets

- ✓ Online Portal for Customer Acquisition and Cross Sell
- ✓ DIGICAL Solutions for Inclusion of non tech savvy customers



### **Customer Engagement**

- ✓ Enterprise apps with CRM Integration and Analytics Framework
- ✓ 24/7 Smart Branches & Kiosks
- ✓ *Interactive Customer Communication*

#### **Corporate**

- ✓ API Banking for Corporate / ERP
- ✓ Smart Collections for E-com Clients

#### Retail

- ✓ Payments on Smart Phones/ Social Media / Messengers
- ✓ Biometric/ NFC/Proximity Payments

### The YES BANK Brand- Building a Trustmark



- ✓ Young, vibrant and highly visible brand
- ✓ Driven through Knowledge, Innovation & Technology
- ✓ Brand with a heart and soul: Strongly instilled values of **Trust, Transparency & Responsible Banking**

#### **Brand Pillars**



Knowledge



Financial Trust



**Transparency** 



Technology



Responsible Banking



#### Retail Brand built around YES Community program

- Community engagement program run across all YES BANK branches every month.
- ✓ Integrates the Community with Social & Environment challenges
- Over 1000 YES COMMUNITY events conducted every month across 660+ branches in all 29 states & 7 Union Territories across India
- ✓ Over 50,000 people touched each month



## Building the Brand through Social & Digital Media



1.6 million+ fans on Facebook



India's MOST FOLLOWED BANK 379,000 +



Fastest Growing Indian
BFSI Brand on Facebook
& Twitter

2nd Fastest Growing BFSI
Brand on Facebook
GLOBALLY

Social Bankers 2014 Ranked # 11 GLOBALLY in the Power 100 list (Social Media, Q1 2015) By THE FINANCIAL BRAND

Ranked # 2 GLOBALLY for Innovative Customer engagement through Social Media

International Best Practice Competition, Abu Dhabi, 2014 Ranked # 2
GLOBALLY for
Innovative
Customer
engagement
through Social
Media

International Best Practice Competition, Abu Dhabi, 2014 WINNER,
Channel Excellence in
Social Media

Asia Trailblazer
Awards'15
by
Retail Banker
International

#### Competitive growth - Banking Category

#### Fastest Growing Bank on Facebook

Bank	Facebook Fans
ICICI Bank	3.65 Million
HDFC Bank	2.25 Million
Axis Bank	3.09 Million
YES BANK	2.15 Million
Kotak	0.57 Million

#### Twitter Followers

The same of the sa	
Bank	Twitter Followers
ICICI Bank	34,621
HDFC Bank	41,253
Axis Bank	53,566
YES BANK	512,514
Kotak	108.527

## Competitive growth Across Categories

#### Twitter Followers

Twitter Handles	Followers
YESBANK	512k
Flipkart	362k
Vodafone India	271k
Pepsi India	130k
Samsung Ind	198k

### Strategic E commerce partnerships



























































### Sustainable & Responsible Banking Leadership



#### Vision: Be the Benchmark Financial Institution for Inclusivity and Sustainability



#### First Indian **Signatory**

- **Banking Commission** member for 160 FIs
- Global Steering Committee member
- APAC Chair



UNEP Finance Initiative Changing finance, financing change

#### First Indian Bank to release a GRI G4 Sustainability Report

· First externally assured report as per G4 framework in FY 13-14



#### First Indian **Banking Signatory**

• On the Carbon Disclosure Leaders Index for 4 consecutive years



#### First Indian **Banking Signatory**

• Reporting at the GC Advanced level since 2014



#### First Indian **FI Signatory**

• Vice-Chair of Working Group on building Natural Capital Accounting framework



Natural Capital Declaration

#### First Indian Bank to be ISO 14001:2004 certified

- 79 locations certified post Phase II in 2014
- Phase III underway

#### **Board Approved CSR Initiatives**

- Touched more than 700,000 lives through CSR interventions –FY15
- 116 Community Knowledge Centers supporting education

#### First Indian Bank to launch Green Bonds

• First private sector bank to commit to funding 5 GW of Renewable Energy at MNRE's RE-Invest 2015











2013 2014 **2015** 

2012 2013 2014 **2015** 

2012



### **Distinguished Board**



Name	Designation	Occupation	Areas of Overview
Ms. Radha Singh	Non executive Part-time Chairperson	Former Union Agriculture Secretary, GOI	Agriculture, Strategic Planning, Systems
Mr. Ajay Vohra	Independent Director	Managing Partner of the Corporate, Tax and Business Advisory Law firm, Vaish Associates	Accountancy, Legal and Technology
Lt Gen (Retd.) Mukesh Sabharwal	Independent Director	Former Lt General in Indian Army	Human Resource, Strategic Planning, Systems
Mr. Diwan Arun Nanda	Independent Director	Chairman & Managing Directors - Rediffusion Dentsu Young and Rubicam Private Limited	Marketing and Advertisement
Mr. Brahm Dutt	Independent Director	Former Secretary, Ministry of Road Transport and Highways, GOI	SSI, NBFC, Risk Management
Mr. Saurabh Srivastava	Independent Director	Former Member of Advisory Board-Imperial Business School, London. Chairman & Co-founder NASSCOM	IT Strategy implementation, Systems
Mr. Vasant Gujrathi	Independent Director	Former Partner - Price Waterhouse	Audit, Risk Management, Regulatory Compliance, Ethics Assessment, Advisory
Mr. M. R. Srinivasan	Non Independent Director	Former Chief General Manager in-Charge, Dept of Banking Operations & Development - RBI	Banking, Risk Management, Systems, Strategic Planning
Mr. Ravish Chopra	Independent Director	Former Managing Director of HSBC Private Bank (UK) Limited	Banking, Risk Management, Strategic Planning, Treasury Operations
Mr. Rana Kapoor	MD & CEO	Promoter/Professional Entrepreneur	Banking, Strategic Planning, Risk Management,, Treasury, Systems

- ✓ Audit Committee
- ✓ Risk Monitoring Committee
- ✓ Nomination & Remuneration Committee
- ✓ Stakeholders Relationship Committee

#### **Board level sub-committees**

- ✓ Service Excellence, Branding & Marketing Committee
- ✓ Board Credit Committee
- ✓ Fraud Monitoring Committee

- ✓ IT Strategy Committee
- ✓ Corporate Social Responsibility Committee
- ✓ Committee of Independent Directors
- ✓ Capital Raising Committee

### The "Professionals' Bank" of India



#### **Human Capital Strategy**

#### Making YBL among Top 5 Employer Brands











#### University & Schools Relationship Management 'Preferred Employer of Choice'









- Structured engagement with over 800 B-Schools
- <u>Employer Branding:</u> **Articles** in print media, Participation in **panel discussion**, Industry **awards**, etc

#### **HCM Strategy**

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

Flat Organization Structure (5 levels)				
Total: 11,543*	Average Age			
Top: 115	43			
Senior: 445	38			
Middle: 2,549	34			
Junior: 3,574	31			
General: 4,860	28			

<sup>\*</sup>As of Jun 30, 2015

- ✓ Average Age 31 years; Headcount increase of 733 in O1FY16
- ✓ Average vintage of **6 years** for **Top Management** and **5 years** for **Senior Management** in YES BANK
- **✓ Wealth creation** through **ESOPs**
- ✓ Talent acquisition from Peer Private Sector & MNC Banks

### Progress widely recognized by leading agencies



#### **Institutional** Excellence

### RETAIL BANKER

Asia Trailblazer Awards 2015

- Best Initiative in Financial Inclusion
- Excellence in Social Media

Asia Trailblazer Awards Singapore, 2015

### business today

- Consistent Performer and Best Asset Quality - Large Sized Banks 2014
- Best Mid-Sized Bank, 2013, 2012, 2010, 2009 & 2008
- Fastest Growing & Strongest Large Bank, 2011

Business Today - KPMG Best Banks Annual Survey



Best Private Sector Bank

Money Today -**FPCIL Awards** 2015 & 2012



Pacific Area Travel Writers Association

Best Tourism Friendly Bank Pacific Area Travel Writers Association International Awards

ITB Berlin, 2015



Adjudged World Class Organisation only Indian bank to win this prestigious global award

Chicago, Illinois, USA August 2014

#### Technology, Innovation & Service

- Best Trade Finance Bank in India 2015
- Best Corporate Trade Finance Deal in India 2015
- Best Cash Management Project in India 2015
- The Enterprise Risk Technology Implementation 2015
- Best Multi-channel Capability & Best Financial Supply Chain - 2011

The Asian Banker Achievement Awards Hong Kong





- India Domestic Cash Management Bank of the Year
- India DomesticTrade Finance Bank of the Year

Asian Banking & Finance Wholesale Banking Awards Singapore



- Winner for Best ATM Network in Mid Sized Banks category
- Special Award for Innovation on Mobile Payments (IMPS)

by the National Payments Corporation of Índia

2014

#### The Banker



Transaction Banking **Awards** Payments Winner Sept 2014

#### Corporate Governance and Business Excellence



- Environment Management Award, 2015 & 2014
- Corporate Social Responsibility, Bangalore, 2013
- Global Business Excellence Award, Dubai, 2013
- Sustainability Award, London, 2012
- Innovative Product / Service Award, 2012

Golden Peacock Global Convention



Recognized as ET Promising Brand

The Economic Times Promising Brands Award 2015



Ranked 2nd best Globally for Innovative Customer engagement through Social Media

International Best Practice Competition, Abu Dhabi 2014



Outstanding Sustainable

Project Financing, 2014 Outstanding Business

Sustainability Achievement, 2013

Karlsruhe Sustainable Finance Awards, Germany

### **Important Notice**



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