INVESTOR PRESENTATION

Q1FY17 Update

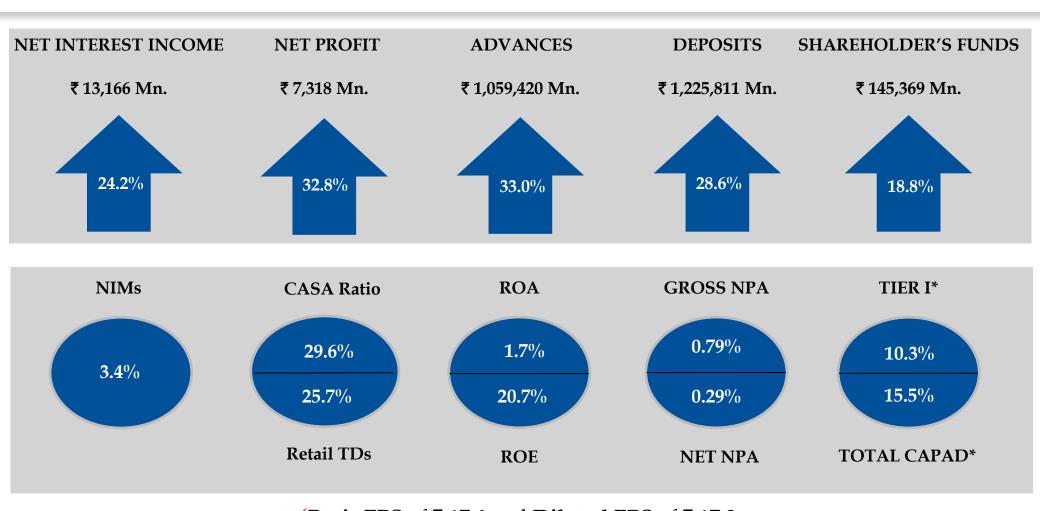






Key Financial Highlights - Q1FY17





Variable Series Fig. 4 and Diluted EPS of ₹ 17.0 **Book Value of** ₹ 345.2

^{*} Including Net profit, adjusted for prorated dividends

Income Statement & Key Ratios



Q1FY17 Revenue and Profit growth

₹ Million	Q1FY17	Q1FY16	y-o-y growth	Q4FY16	q-o-q growth
Net Interest Income	13,166	10,598	24.2%	12,414	6.1%
Non Interest Income	9,005	5,452	65.2%	8,028	12.2%
Total Net Income	22,171	16,050	38.1%	20,442	8.5%
Operating Expense	9,103	6,967	30.7%	8,188	11.2%
Operating Profit	13,068	9,083	43.9%	12,255	6.6%
Provisions & Contingencies	2,066	980	110.9%	1,865	10.8%
Provision for Tax	3,683	2,591	42.2%	3,369	9.3%
Profit After Tax	7,318	5,512	32.8%	7,021	4.2%

	Q1FY17	Q1FY16	Q4FY16
Return on Assets	1.7%	1.6%	1.8%
Return on Equity	20.7%	18.4%	20.5%
NIM	3.4%	3.3%	3.4%
Cost to Income Ratio	41.1%	43.4%	40.1%
Non Interest Income to Total Income	40.6%	34.0%	39.3%
EPS (not annualized) ₹	17.4	13.2	16.7

Balance Sheet & Key Ratios



Balance Sheet Growth

₹ Million	Jun 30 2016	Jun 30 2015	y-o-y growth	Mar 31 2016	q-o-q growth
Assets	17,72,289	13,90,371	27.5%	16,52,634	7.2%
Advances	10,59,420	7,96,656	33.0%	9,82,099	7.9%
Investments	4,60,965	4,22,043	9.2%	4,88,385	-5.6%
Liabilities	17,72,289	13,90,371	27.5%	16,52,634	7.2%
Shareholders' Funds	1,45,369	1,22,397	18.8%	1,37,866	5.4%
Total Capital Funds	2,23,433	1,69,104	32.5	2,18,744	2.4%
Borrowings	3,19,363	2,52,845	26.3%	3,16,590	26.3%
Deposits	12,25,811	9,53,159	28.6%	11,17,195	9.7%
CASA	3,62,883	2,22,677	63.0%	3,13,428	15.8%

Key Financial Performance Indicators

	Q1FY17	Q1FY16	Q4FY16
Capital Adequacy (Basel III)	15.5%	14.6%	16.5%
Tier I Ratio (Basel III)	10.3%	10.4%	10.7%
Book Value (₹)	345.2	292.7	327.8
Gross NPA	0.79%	0.46%	0.76%
Net NPA	0.29%	0.13%	0.29%

Income Growth Trends

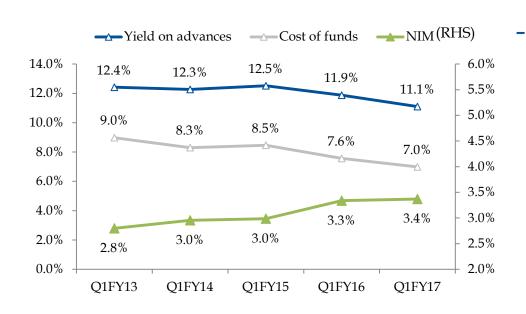


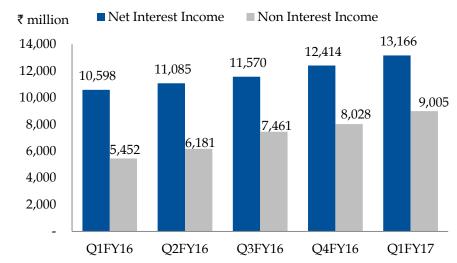
✓ Steady growth in Net Interest Income (NII)

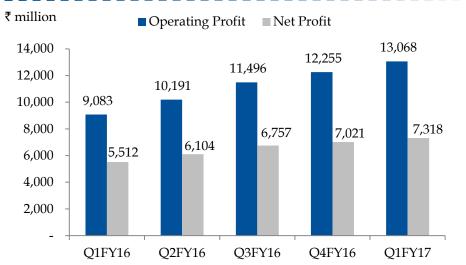
 NII for Q1FY17 increased by 24.2% y-o-y. This was on account of 33.0 % y-o-y growth in advances and improving CASA ratio

✓ Healthy growth in Non Interest Income

 Non Interest Income grew by 12.2% q-o-q on the back of continued growth across all segments







Non-Interest Income Highlights



Non Interest Income Break-up

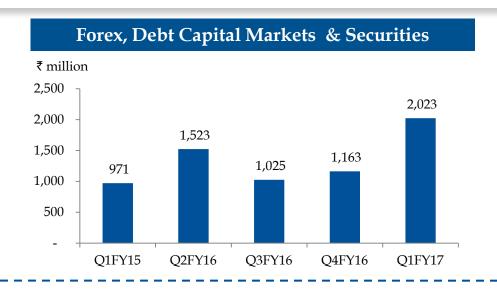
₹ Million	Q1FY17	Q1FY16	y-o-y growth	Q4FY16	q-o-q growth
Corporate Trade & Cash Management	1,112	1,071	3.8%	1,412	-21.25%
Forex, Debt Capital Markets & Securities	2,023	971	26.0%	1,163	73.95%
Corporate Banking Fees	4,096	2,069	74.3%	3,638	12.59%
Retail Banking Fees	1,774	1,341	18.5%	1,816	-2.26%
Total	9,005	5,452	36.0%	8,028	12.17%

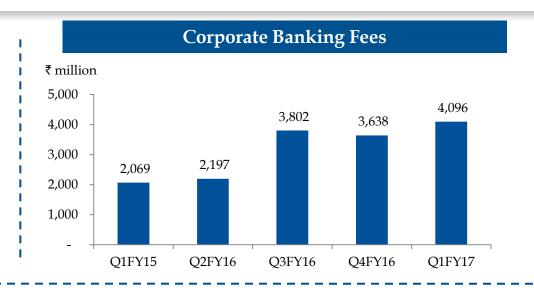
Retail Banking Fees Break-up

₹ Million	Q1FY17	Q4FY16	Q3FY16	Q2FY16	Q1FY16
Retail Banking Fees:	1,774	1,816	1,515	1,451	1,341
Trade & Remittance	709	580	529	498	463
Facility / Processing Fee	164	248	175	177	119
Third Party Sales	222	307	184	213	258
Interchange Income	369	347	360	259	239
General Banking Fees	310	335	267	304	262

Non – Interest Income Trends







₹ million 2,000 1,816 1,774 1,500 1,000 500 1,000

Q3FY16

Q4FY16

Q1FY17

Q1FY15

Q2FY16

Retail Banking Fees

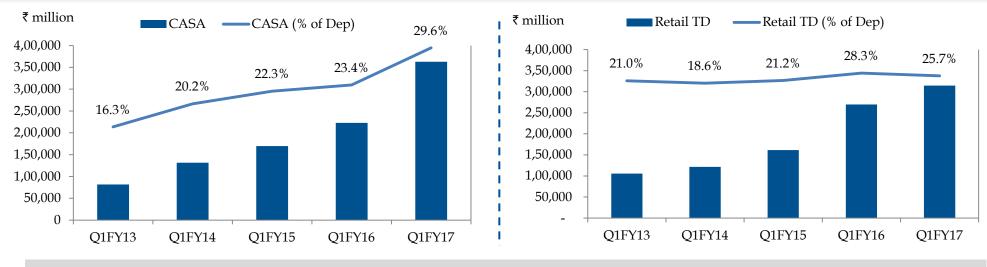




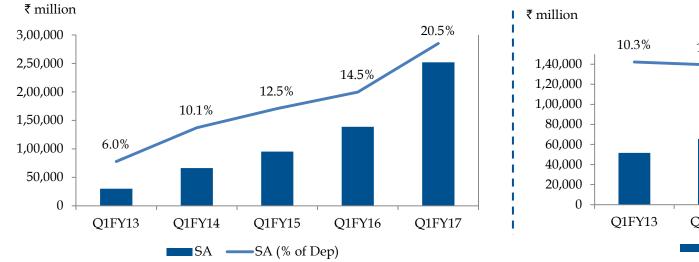
BUSINESS HIGHLIGHTS

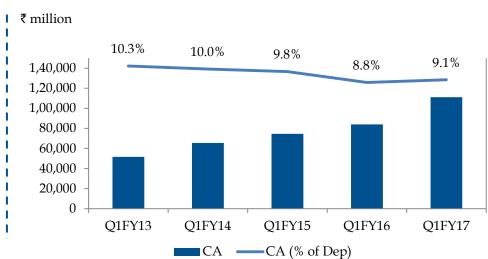
Well-diversified Liability Franchise





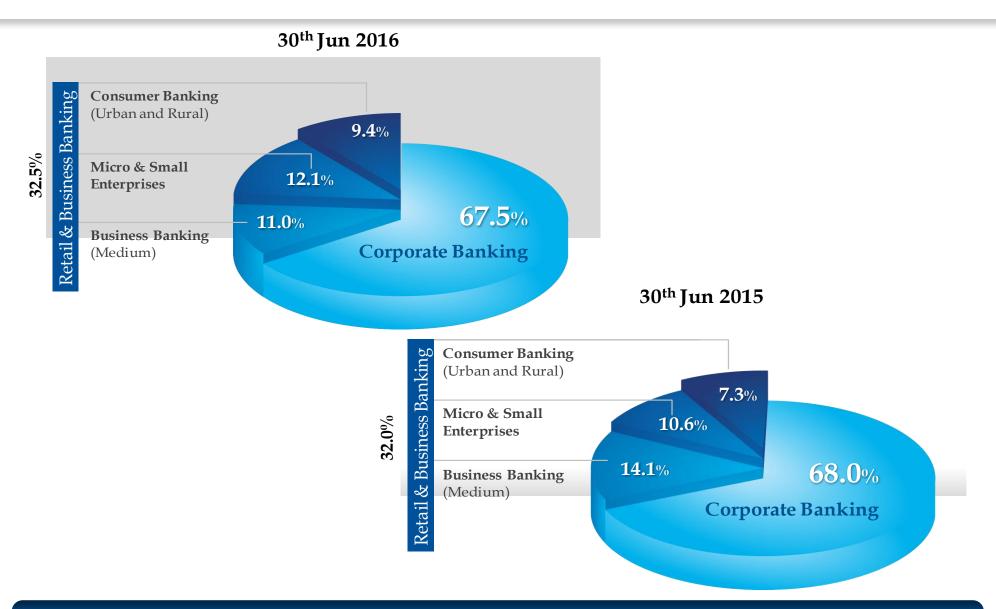
Steady improvement in Granular Deposits





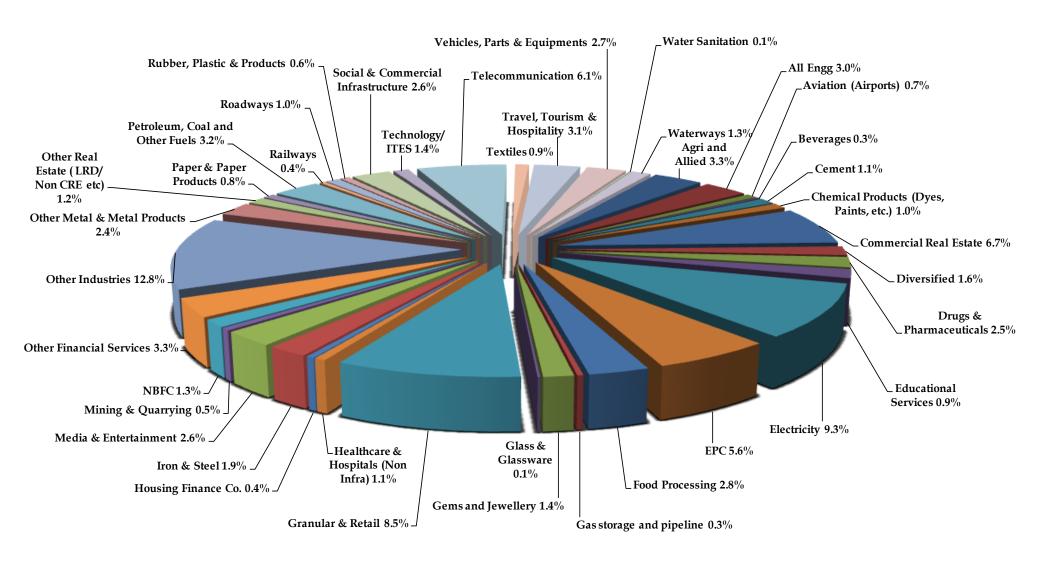
Segmental Advances Mix





Sectoral Exposure Mix







ASSET QUALITY

Stable Risk Profile



Rating breakup of Corporate Banking exposures spread across 8 segmental corporate relationship groups

Ratings*	Jun 30, 2016	Mar 31, 2016	Jun 30, 2015	
AAA	18.4%	18.4%	19.0%	
AA	17.6%	18.5%	15.8%	
A	40.4%	39.6%	40.9%	
BBB	21.8%	21.7%	22.0%	
BB and Below	1.8%	1.8%	2.4%	
Total	100.0%	100.0%	100.0%	

^{*}Internal ratings mapped to external ratings

Sensitive Sector Disclosure

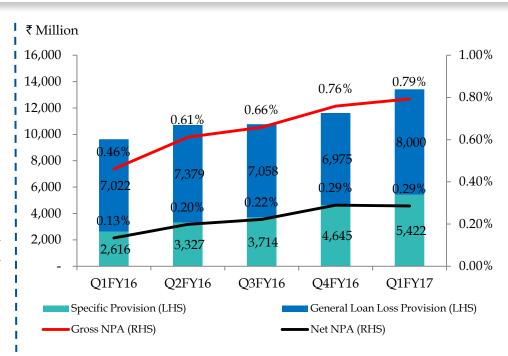
Sector/ Rating	Break-up	Sector/ Rating	Break-up	
(A) Electricity	9.3%	(B) Iron & Steel	1.9%	
AAA/AA rated investments	1.0%	(b) Iron & Steer	1.9 /0	
T&D	1.5%	A or above rated	1.3%	
Renewable Exposures(Green-Financing)	2.8% of which 2.2% is operational	(C) EDC	E 60/	
Non-Renewable	4.0% All operational	(C) EPC 5.6%		
Exposure to SEBs	Nil	A or above rated	3.8%	

Healthy Asset Quality



Update on NPA and Restructured Advances

- ✓ Gross NPA: **0.79**% (₹ 8,446 mn); Net NPA: **0.29**% (₹ 3,024 mn)
- ✓ Specific provision coverage ratio of 64.2%
- ✓ Total Standard Restructured Advances as a proportion of Gross Advances was at 0.49% (₹ 5,229 mn)
- ✓ Net Security Receipts at 0.19% down from 0.27% as at Jun 30, 2015
- ✓ No ARC sale during the quarter
- One instance of Standard SDR Advances during the quarter with outstanding exposure of only 0.03% to Gross Advances as on June 30, 2016
- ✓ No 5:25 Refinancing during the quarter
- ✓ Credit Costs at 15 bps for Q1FY17



Trend of key Asset Quality parameters

	As a % of Advances	Jun 30, 2016	Mar 31, 2016	Dec 31, 2015	Sep 30, 2015	Jun 30, 2015
A	1. Gross NPA %	0.79%	0.76%	0.66%	0.61%	0.46%
	2. Net NPA %	0.29%	0.29%	0.22%	0.20%	0.13%
	3. Provision Coverage Ratio	64.2%	62.0%	66.5%	67.7%	71.0%
В	Restructured Advances %	0.49%	0.53%	0.67%	0.71%	0.71%
С	Security Receipts (Net) %	0.19%	0.20%	0.25%	0.27%	0.28%

Risk Management Process





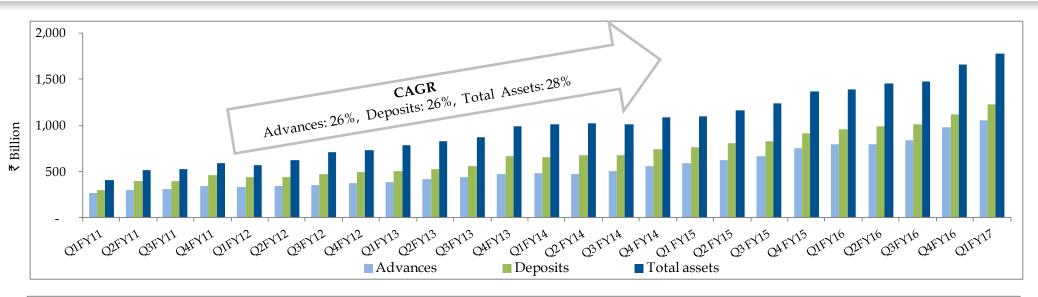
- ✓ Strong Selection Process has resulted in YES Bank having a **healthy asset book**
- ✓ Portfolio Analytics and Early warning signals in conjunction with proactive problem solving approach has helped the bank **reduce outstanding** to stressed cases significantly
- ✓ Overall portfolio is well distributed with significant deployment in focused knowledge sectors by leveraging on sectoral expertise housed with specialized Relationship Managers, Product Managers and Risk Managers

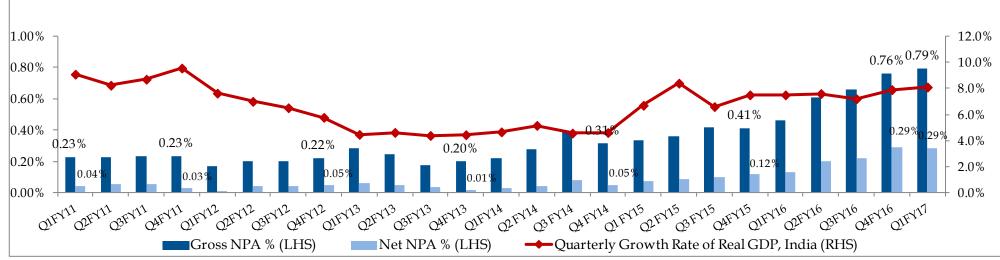


TRENDS OF KEY PARAMETERS

Sustained Growth with preservation of Asset Quality



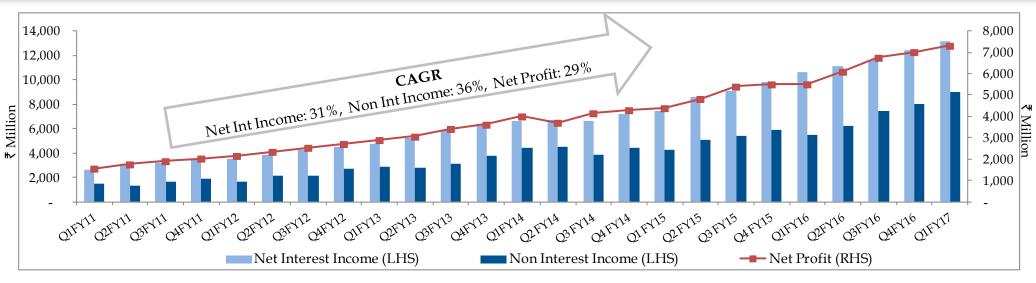


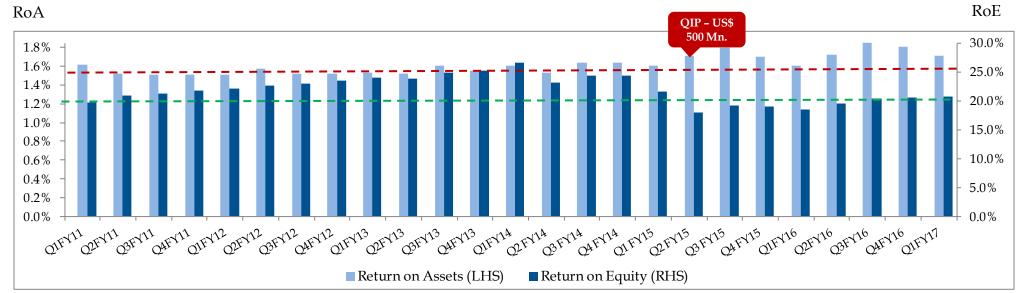


 $GDP\ Growth\ Data\ for\ India\ (y-o-y\ is\ taken\ from\ CIC\ database)\ GDP\ growth\ data\ for\ Q1FY17\ is\ based\ on\ estimates$

Income Growth With Consistent RoA & RoE Ratios

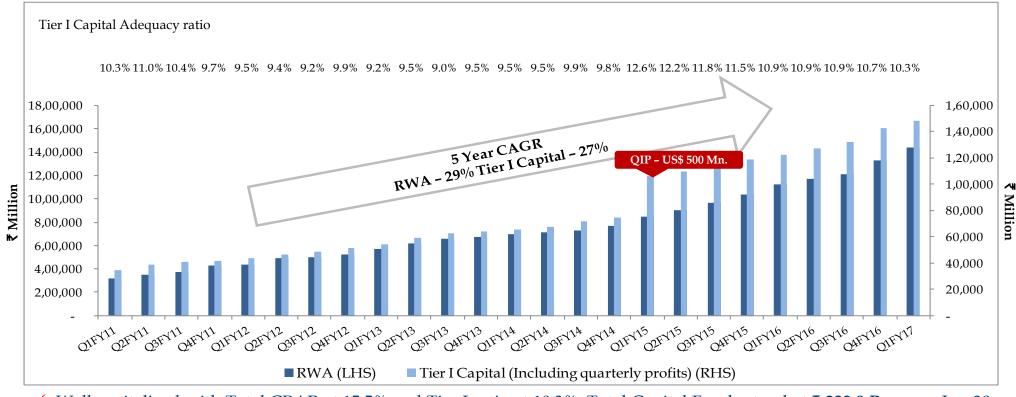






Capital Growth Through Internal Accretion

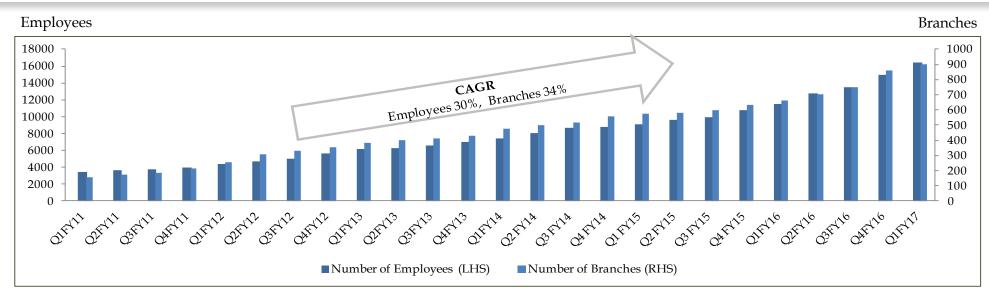


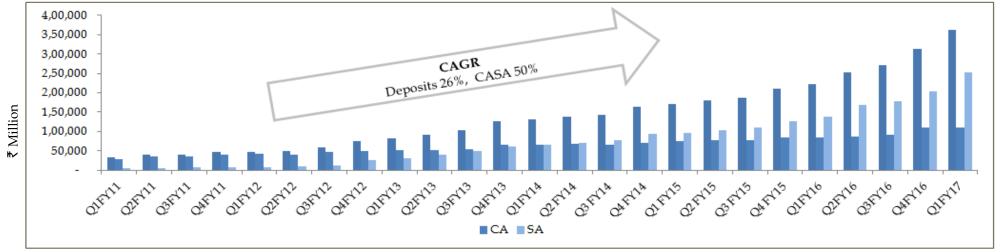


- ✓ Well capitalized with Total CRAR at 15.5% and Tier I ratio at 10.3%. Total Capital Funds stand at ₹ 223.9 Bn as on Jun 30, 2016
- ✓ Shareholders have approved Capital Raising plan of upto US\$ 1 Billion through ADR/GDR/QIP, or any other appropriate capital raising mode as deemed suitable
- ✓ Post CCEA approval, RBI has notified to raise the Bank's Foreign Investment Limit to 74%. This has made YES BANK the FIRST Bank in India to have an operational fully fungible composite foreign ownership limit of 74%

Improved Traction In Liabilities Generation





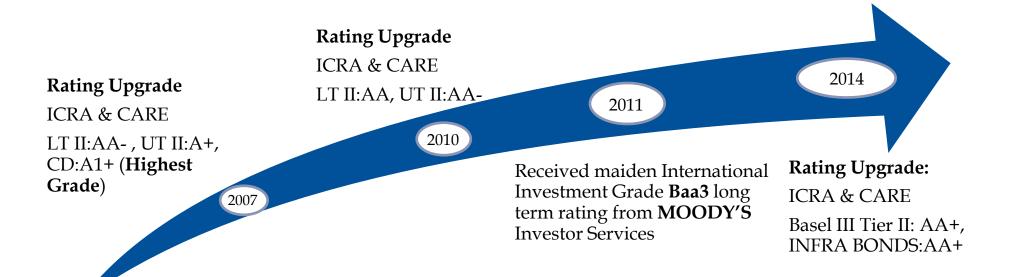




RATINGS & BORROWINGS

YES Bank's Debt Ratings Journey





International Rating	Long-term		Outlook	Short-term
Moody's Investors Service	Baa3		Stable	Prime-3
Domestic Rating	Long-term		Outlook	Short-term
	Tier II	Infra Bonds		
ICRA	AA+	AA+	Stable	A1+
CARE	AA+	AA+	Stable	

Leading Global Financial Institutions have reposed their commitment in YES BANK





USD 275 Million

Tenor: 9 yrs

A World Bank group Development Financial Institution

Investment in YES BANK Green Bond issue

&

Upper Tier II & Long Term Senior loan

USD 50 Million Gender Financing

Loan to be used exclusively to lend to women-owned businesses



USD 245 Million

Tenor: 12 yrs

US Government's Development Finance Institution

Unsecured loan to increase lending to MSMEs



USD 200 Million

Tenor: 7 yrs

Unsecured Loan for Women Self Help Groups

Technical Assistance Grant for capacity building



USD 34 million

Tenor: 6 yrs

A KfW Bankengruppe Development Financial Institution

Long Term Senior loan



EUR 13.25 million

Tenor: 10 yrs

An AfD Group

Development Financial Institution

Upper Tier II loan

Successive Successful Loan Syndications



Dual Currency Syndicated Loan Facility

2012

USD 155 Mio & EUR 50 Mio

14 banks representing 9 countries













بنكالدوحة DOHA BANK







Dual Currency Syndicated Loan Facility

2013

USD 255 Mio

Participation from 11 banks in Americas, Middle East, Europe & APAC





















Dual Currency Syndicated Loan Facility

2014

USD 422 Mio

Participation from 21 banks across 14 countries































- Progressively larger number of participants with longer tenor and improved pricing
- **✓** Won the Asia Pacific Loan Market Association (APLMA) award in 2012 and 2013



RETAIL BUSINESS OVERVIEW



Three Pronged Customer Acquisition, Engagement and Retention Strategy



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



- ✓ Focused Segmented Approach:
 - ✓ Senior Citizens
 - ✓ Commercial Segment
 - ✓ Y-Cops
 - **✓** TASC
 - ✓ HNI
 - ✓ YES First
 - ✓ YES Prosperity
 - ✓ GIB
 - ✓ OPDT

- ✓ Ramp up Alternate Sales Management
- ✓ Implementation of New CBS and Advanced CRM + Analytics systems for highly focused customer targeting and enhancing productivity of acquisition and relationship teams
- ✓ 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

Retail Banking: Expanding the National Footprint

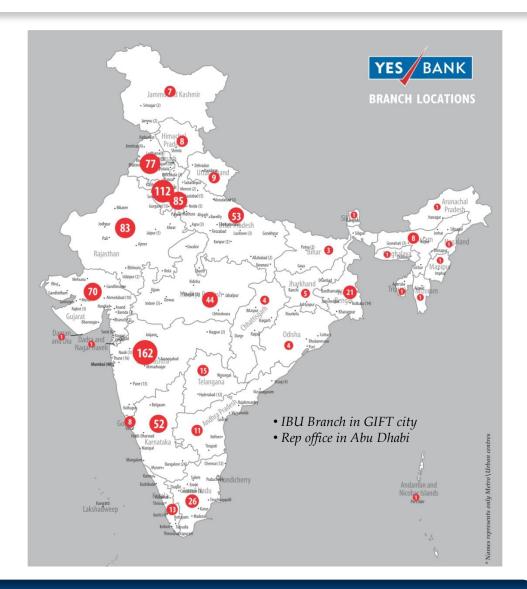


150 2010

900 As on Date

2500 2020

- ✓ 900 Branches* across key liability corridors as on Jun 30, 2016 up from 662 as of Jun 30, 2015
- ✓ Total ATM network stands at 1,680 as on Jun 30, 2016, including Bunch Note Acceptors (BNA)/ Recyclers
- Covering all 53 Metro locations, 29 States and 7 Union Territories
- ✓ Higher density in top deposit centers
- ✓ 15 Regions 75 Cluster Hubs 180 Hubs
- ✓ Hub and Spoke model for faster maturity and greater efficiency of branch network
- Relationship Management & Service Excellence oriented strategy
- ✓ Substantial focus on North & West Regions (DMIC/Make in India/GIB corridor) with evolving network in South & East
- Specialized Focus on Rural & Inclusive Banking Strategy



Strategic Pillars - Building Retail & SME Banking Assets



Human Capital

- ➤ Attracting and retaining best talent from the industry
- ➤ Skilled to scale team of dedicated employees built towards establishing quality franchise
- Seasoned experienced leadership being built along with appropriate structure

Distribution and creating franchise

- Leverage internal channels Branch, ATM, Net Banking, Mobile Banking, Apps
- ➤ Creating franchise Dealers and large External channels
- ➤ Partnership / Alliances Key Manufacturers, Builders and New age channels (E-com)

Technology

➤Invest in technology to create holistic customer acquisition platform through which all banking products can be offered to the customer on real time basis through all touch points

Digitization & Analytics Leadership

- ➤ Create innovative solutions and capabilities
- Focus on product innovation, delivery system enhancing customer experience
- Exclusive customer offering to both internal and NTB using analytics and behavioral information
- ➤ Seamless processing through digitization

Risk Management

- ▶ Risk management with good control over portfolio and focus on process & compliance with conscience
- ▶ Robust collection framework in place and build the manpower/vendor structure

Branding & Marketing

➤ Increasingly capturing customer mindshare through improved brand recall

Full suite of product portfolio for Consumer and SME



Consumer Retail

Commercial Retail & Mortgage

SME and Mid Corporates

Product

- ✓ Auto Loans
- ✓ Two Wheeler Loans
- ✓ Gold Loan
- ✓ Personal Loan
- ✓ Credit Cards*

- ✓ Commercial Vehicle
- ✓ Construction Equipment
- ✓ LAP/LAS
- ✓ Healthcare Finance
- ✓ Home Loans

- ✓ Smart Overdraft
- ✓ Fast track lending Program
- ✓ Scorecard Lending program
- ✓ LGD Program (Linking Collateral with Rating for high ticket customers)

Focus segment

✓ Salaried and Self Employed

- ✓ Professionals
- ✓ Infrastructure & Logistics
- ✓ Retail Investors
- ✓ Self Employed

- ✓ 14 Knowledge Sunrise Sectors including Automobile, Pharmaceutical, Textile, Printing & Packaging
- ✓ CBB/ EBB/ SBB

Strategy

- ✓ Tapping Liability customers
- ✓ Branch Channel
- Technology aided processing
- ✓ Focused activities
- ✓ Manufacture Tie-ups

- ✓ Cash flow based Credit underwriting
- ✓ Adequate Collaterals
- ✓ Risk based pricing
- ✓ SME rich lending program
- ✓ PSL benefits

- ✓ Building Granular MSME book
- CRM Based sourcing
- ✓ Tapping Corporate linked Supply Chain - Channel Financing

Ramping up branches across the country to build up Retail Assets

Largely Secured Portfolio

Digital Banking



VISION

To foster CUSTOMER RELATIONSHIPS by providing CONVENIENT Banking Transactions and Payments

Digital Channels DIGITAL ACQUISITION

Digital Platforms to acquire customers and empower sales channels

DIGITAL ENGAGEMENT

Interactive & Intuitive digital channels to service existing customers

Payments & Transactions **GO SOCIAL**

REACH LAST MILE

Offer banking and payments on social media & wearable devices

Take technology to digital aliens and services their payment needs

FLEXIPAYMENTS Create architecture that allows end users to dictate payment experience

Customer Service **BE EFFICIENT**

STAYRELAVANT

Digitize internal workflows to service customer requests digitally

Analytics framework that results in relevant customer conversations

YES MONEY

Domestic Remittance using Award Winning

Remittance Bridge

Platform



Our Product Suite















Electronic and Social Payments using Cards, Internet, Smart Phones, Social Media and Chat Messengers







API Banking - Plug-ins for Collections, Bulk Payments and Remittance | Co-Branded Pre-paid Cards & Wallets | Smart Payment Solutions for ecom | Innovative Merchant Payments





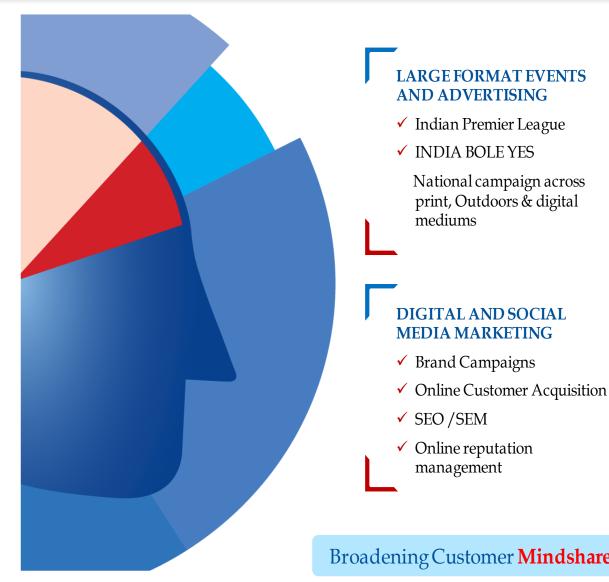




Self Service Kiosks - ATMs | Bunch Note Acceptors | Recyclers Video Banking Kiosks

Building the YES BANK Brand





CUSTOMER AND COMMUNITY ENGAGEMENT

- ✓ 800+ monthly YES **COMMUNITY** events
- ✓ Product Marketing
- ✓ Partnership & Alliances
- Catchment led Engagement

KNOWLEDGE BANKING

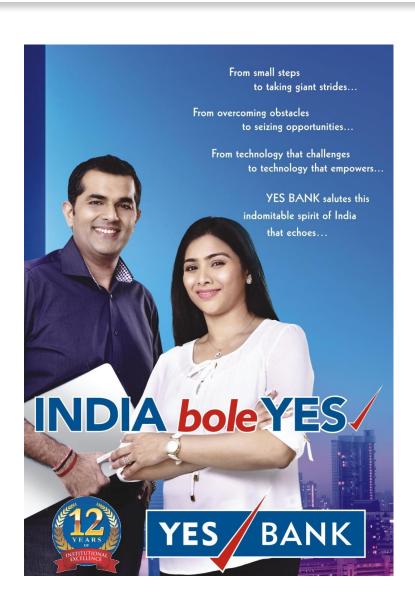
- ✓ Knowledge Events
- ✓ CFO Forum
- ✓ B2B Blogs
- ✓ Publications & Newsletters
- ✓ Advisory to Trade Associations

Broadening Customer **Mindshare**

Building Market Share

Taking the brand a notch higher





INDIA bole YES/

- ✓ Highly Positive Campaign instilling a sense of pride and confidence in the India of today
- Matches YES BANK ethos as a forward looking, positive, optimistic and a proud Indian Organization
- ✓ Through external and internal visibility & reiteration, YES BANK has adopted the **INDIA** *bole* **YES!** way of life
- ✓ Presence across TV, Print, Outdoors, Digital & Social media
- ✓ Digital First Campaign launched in partnership with twitter

SOCIAL MEDIA LEADERSHIP







Highest Followed & Fastest Growing Bank Brand in the World 1 Million+ Followers



Fastest Growing Bank Brand in World 3.7 Million+ Fans

Highest Followed Bank Brand in India 2 lac+ Followers

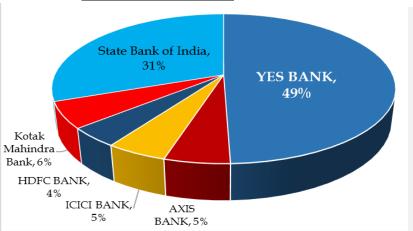


*As published on July 05, 2016





Twitter Followers



_		63	
	Followers	Fans	Followers
YES BANK	1,082k [1]	3,711k [3]	218k [1]
AXIS Bank	114k [4]	3,232k [4]	44k [3]
ICICI Bank	106k [5]	4,753k [2]	N.A.
HDFC Bank	91k [6]	2,321k [5]	20k [4]
Kotak Mahindra Bank	124k [3]	653k [6]	N.A.
State Bank of India	670k [2]	5,972k [1]	98k [2]

All figures as on 25th July 2016

Sustainable & Responsible Banking Leadership



Vision: Be the Benchmark Financial Institution for Inclusivity and Sustainability



Banking Commission member for 160 FIs

- Global Steering Committee member
- APAC Chair



First Indian Bank to launch Green Bonds

 Launched India's First Green Infrastructure Bonds raising an amount of INR 1000 crores in February 2015

First Indian Signatory

On the Carbon Disclosure Leaders Index for five consecutive years



MEMBER OF Dow Jones Sustainability Indices In Collaboration with RobecoSAM «

First Indian Bank to be ISO 14001:2004 certified

- 184 locations across India certified
- Migration to revised ISO 14000:2015 standard underway

First & Only **Indian Bank**

Listed on the DJSI - Emerging Markets 2015

YES BANK Commitment -COP21

The Bank committed to achieve the following by 2020:



- Mobilize USD 5 billion for climate action, including target funding of 5000MW of clean energy
- Contribute towards creating a carbon sink by planting 2 million trees
- Touch 100 million lives through its safe and clean drinking water program

First & Only **Indian Signatory**

- Chair of **NCD** Steering Committee
 - Natural Capital Declaration
- Member of Working Group I

BOARD APPROVED CSR

- The Bank commits to target INR 250 Cr by 2020, towards Livelihood, Water security & Environment security through its focused CSR and Sustainability actions
- Over 1.41 Cr lives touched through CSR interventions in FY15-16













Asia Sustainability Reporting Awards 2015



EUROMONEY Awards for Excellence -Asia's Best **Bank for CSR** 2016

2013 2014 2015 2016 2012 2013 2014 2015 2008 2011 2012

2014

Progress Widely Recognized By Leading Agencies





Institutional Excellence

Best Renewable Energy Deal (Solar) India

Best Green bond Facility Highly commended – India

Asia Infrastructure Awards Hong Kong 2016



Technology, Innovation & Service Best Trade Finance Bank in India - 2016

Best Corporate Payments Project India – 2016

The Asian Banker Achievement Awards Vietnam 2016



Youngest Indian Company in Forbes Global 2000

2016



Best Corporate/Institutional
Digital Bank - India
Best Information Security
Initiatives - Asia Pacific
Global Finance Best Digital Bank
Award New York - 2015



Bank of the Year, India The Banker

London - 2015



Strongest Bank in India by Balance Sheet

The Asian Banker Awards Singapore - 2015



India Domestic Cash Management Bank of the Year India Domestic Trade Finance Bank of the Year

Asian Banking & Finance Wholesale Banking Awards Singapore 2015



Innovation Award for API Banking' and 'Bank in a Box'

India - 2016



Sustainability & CSR
Excellence

Asia's Best Bank For Corporate Social Responsibility

Euromoney Excellence Awards Hong Kong -2016 Dow Jones
Sustainability Indices
In Collaboration with RobecoSAM

1st and Only Indian Bank included in Dow Jones Sustainability Index

New York - 2015



Sustainability Award

Environment Management Award Golden Peacock Global Convention London 2015



Pioneer in Emerging Markets – India

London Stock Exchange (LSE), London – 2016



Outstanding Business Sustainability Achievement Award

Karlsruhe Sustainable Finance Awards, Germany - 2015

Human Capital Management



Making YES BANK a Great Place to Work











University & Schools Relationship Management 'Preferred Employer of Choice'







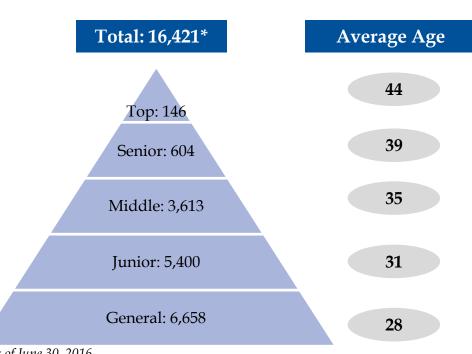


- Facebook@Work launched in May 2016 YES BANK becomes the 1st Bank in Asia to launch this with 100% activations within 45 days of launch
- YES League of Excellence an online Recognition, Appreciation & Engagement platform
- Structured engagement with over 1000 B-Schools
 - 110 Y-PEPers in Q1FY17 +1,100 Y-PEPers onboard

HCM Strategy

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

Flat Organization Structure (5 levels)



- *As of June 30, 2016
- ✓ Average Age 31 years
- ✓ Headcount increase of 1,421 in Q1 FY17 and 4,878 since Jun 30, 2015
- ✓ <u>Average vintage in YES BANK:</u> **7 yrs** for **Top Management** & **5 years** for **Sr. Management**
- ✓ Wealth creation through ESOPs
- ✓ Talent acquisition from Peer Private Sector & MNC Banks
- ✓ Building a 'Leadership Supply Chain'
- ✓ Employer Branding: Articles in print media, Participation in panel discussion, Industry awards, etc

Distinguished Board



Name	Designation	Background
Ms. Radha Singh	Non executive Part-time Chairperson	Former Union Agriculture Secretary, GOI
Mr. Brahm Dutt	Independent Director	Former Secretary, Ministry of Road Transport and Highways, GOI
Mr. Diwan Arun Nanda	Independent Director	Chairman & Managing Directors - Rediffusion Dentsu Young and Rubicam Private Limited
Mr. M. R. Srinivasan	Non - Executive Non- Independent Director	Former Chief General Manager in-Charge, Dept of Banking Operations & Development - RBI
Lt Gen (Dr.) Mukesh Sabharwal (Retd.)	Independent Director	Former Lt General in Indian Army
Mr. Saurabh Srivastava	Independent Director	Former Member of Advisory Board-Imperial Business School, London. Chairman & Co-founder, NASSCOM
Mr. Vasant Gujrathi	Independent Director	Former Partner – PwC
Mr. Ajai Kumar	Non - Executive Non- Independent Director	Ex-CMD of Corporation Bank and a veteran Banker
Mr. Ashok Chawla	Independent Director	Former Chairman of Competition Commission of India and a distinguished civil servant
Mr. Rana Kapoor	MD & CEO	Promoter/Professional Entrepreneur

- ✓ 10 eminent professionals as Directors with varied backgrounds, pioneers in respective fields
- Well structured performance evaluation process for its Directors including MD & CEO
- 12 Board level Committees with specialized functions including Risk Monitoring Committee and Corporate Social Responsibility Committee
- Best Corporate Governance and Transparency:
 - Majority of Board constituted by Independent Directors
 - ✓ Woman Chairperson

Important Notice



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THANK YOU

