

INVESTOR PRESENTATION

Q1FY20 Update (*Standalone*)



Q1FY20 Highlights – Quarter of Consolidation



- Net Profit at ₹ 1.1 Bn for Q1FY20 post absorbing one off impact from investment MTM provisions of ₹ 11.1 Bn
- Operating Profit grew 48.0% sequentially to ₹ 19.6 Bn

Return to Profitability

- Retail Advances at 18.3%; up from 14.0% last year
- Growth of 43% y-o-y and 7.2% sequentially

Acceleration in Asset Granularity

- Credit Cost of 32 bps during Q1FY20
- Management Credit Cost guidance maintained at up to 125 bps for FY20

Resilient Asset Quality

Funding & Liquidity Profile

- Retail TDs grew by 37.7% y-o-y and 8.2% sequentially; now account for 28.2% of total deposits
- Daily avg LCR sequentially improved to 117.3% from 110.9%. LCR as of June 30, 2019 at 132.6%

Digital Innovation & Payments Space domination

- Facilitated 1st CPs via blockchain in Asia
- Outperforming peers in the new age payments: **Ranked #1 by MEITY** among 56 public, private and foreign banks for FY19 digital payments' performance

Enhanced focus on Compliance & Governance

- Appointed 2 Senior Group Presidents
 - Mr. Rajeev Uberoi: **Governance & Controls**
 - Mr. Anurag Adlakha: **Financial Management & Strategy**

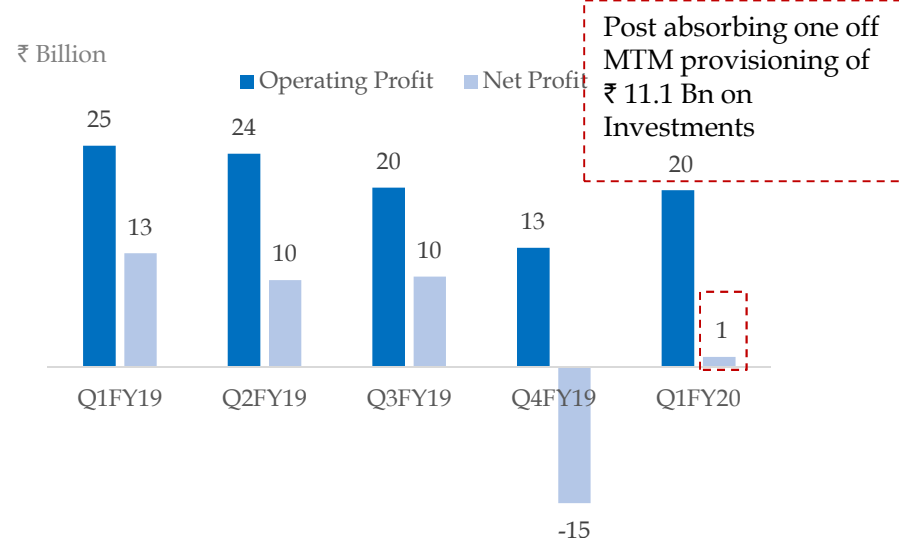
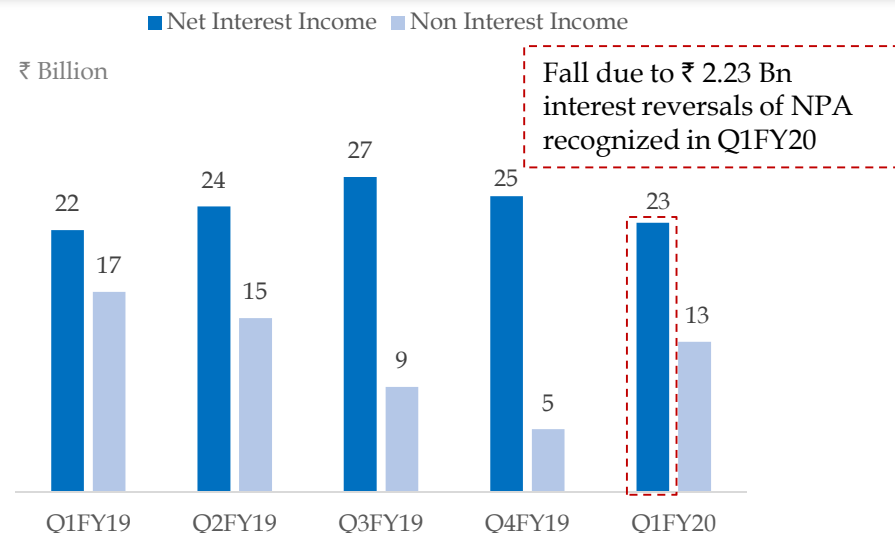
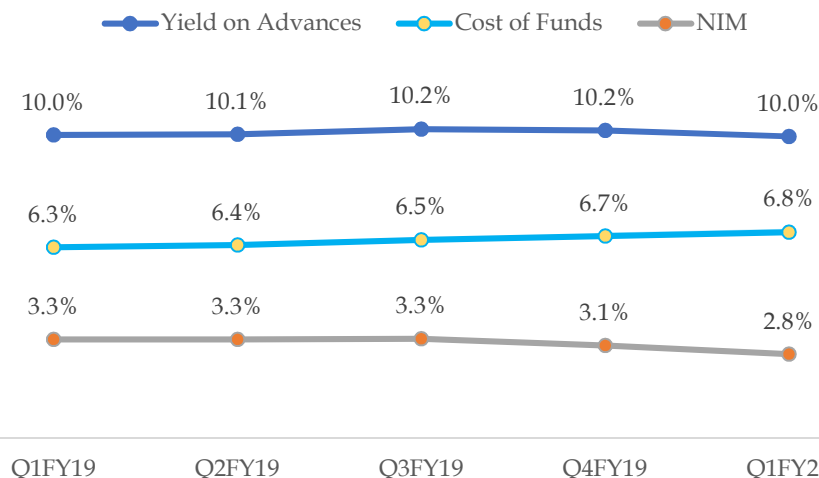
Resilient Performance despite absorbing one-offs

Income Trends

Return to Profitability

YES BANK

- ✓ Net Profit of ₹ 1,138 Mn for Q1FY20 post absorbing one off impact from MTM provision of ₹ 11,094 Mn
- ✓ NII for Q1FY20 stands at ₹ 22,808 Mn. NIMs for Q1FY20 at 2.8%.
- ✓ Lower NII/NIMs on account of interest reversals due to NPA recognition
- ✓ Non-Interest income at ₹ 12,727 Mn for Q1FY20

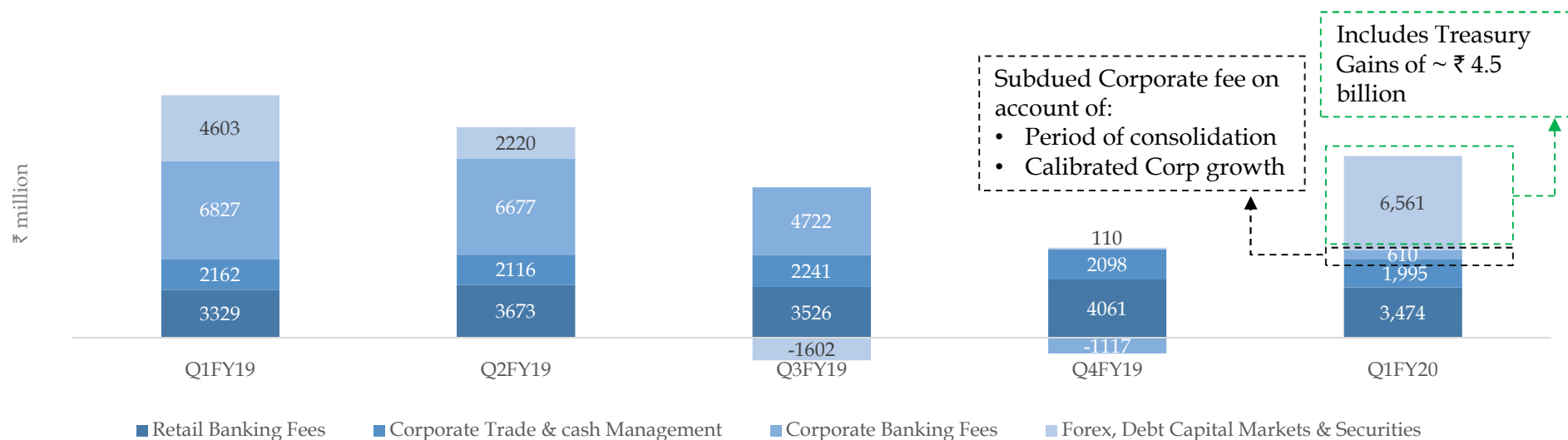


Spreads to improve in FY20

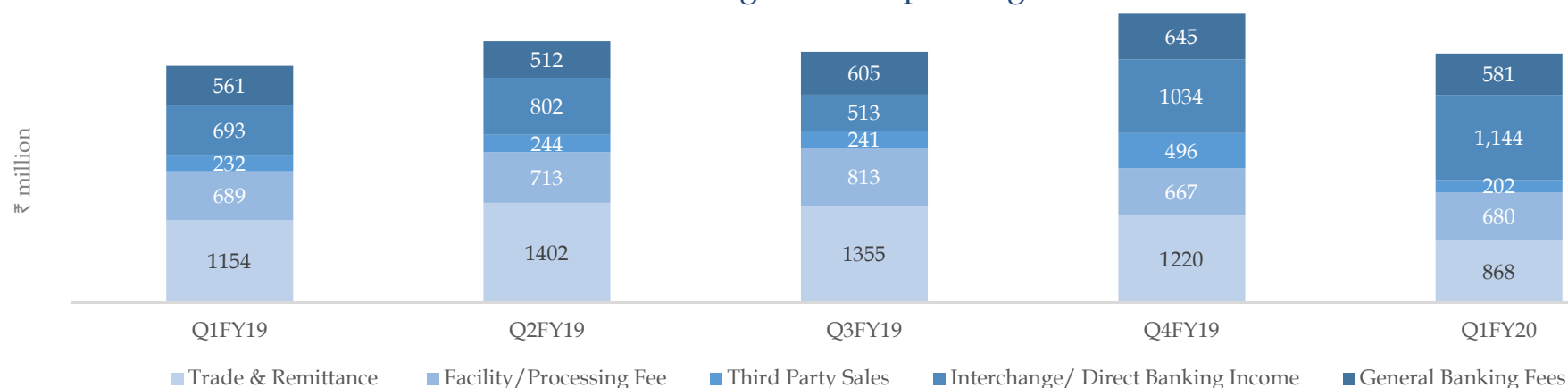
Non Interest Income Trends



Transactional Fee Income remains robust



Retail Banking Fees - Expanding franchise



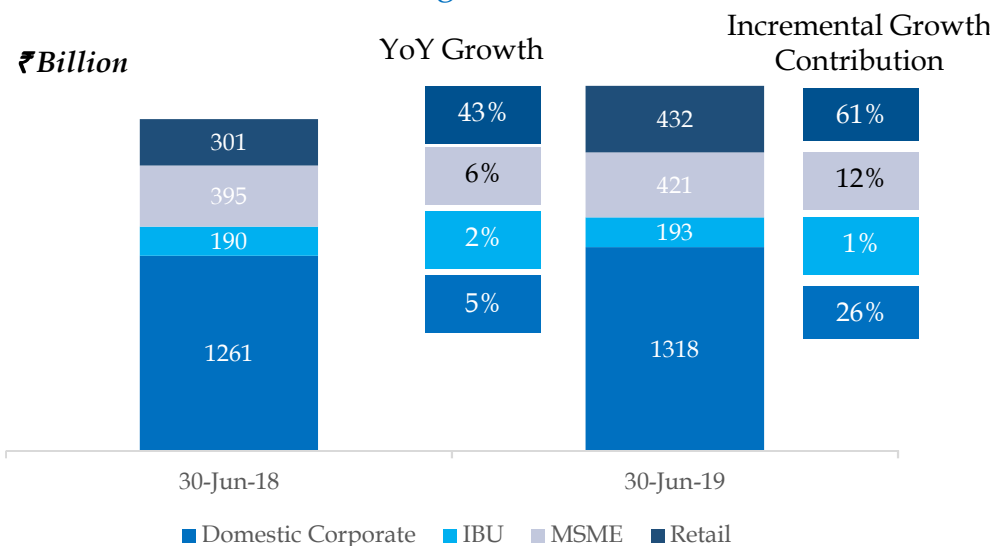
Corporate Banking Fee to trend higher post the Consolidation phase

Asset Growth

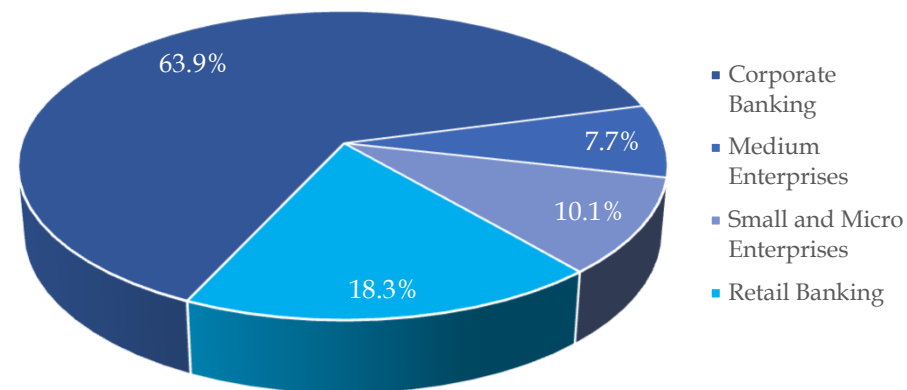
Calibrated Advances Growth; Retail Momentum Continues



Increasing Retail Share

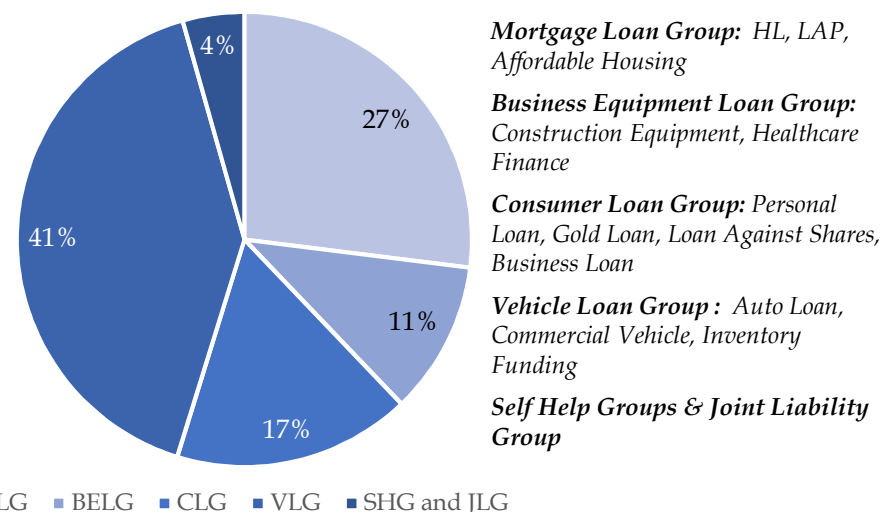


As % of Total Advances, as on 30th June, 2019



- ✓ Retail composition of Total Advances steps up to 18.3% in Jun'19 from 14.0% in Jun'18
- ✓ Consumer mix in Retail advances has increased from 25% in March'17 to 42% in June'19 demonstrating secular move towards "Consumer Retail"
- ✓ Building blocks now in place for strong Rural growth going forward as a Strategic Initiative

Retail Assets Breakup



Future Growth will be contributed by Retail, Rural, MSME and Better Rated Corporates with continued focus on Granularity

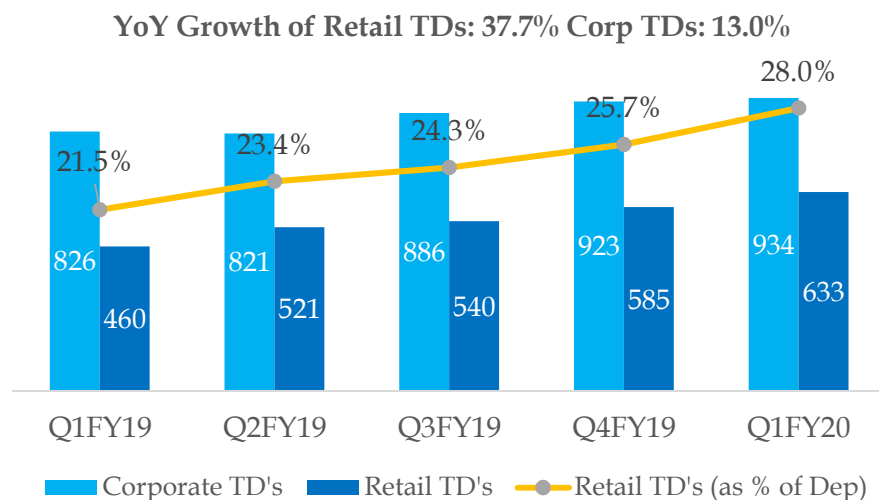
Liability Franchise

Rising proportion of Retail Deposits



Strong Growth in Retail TDs continues

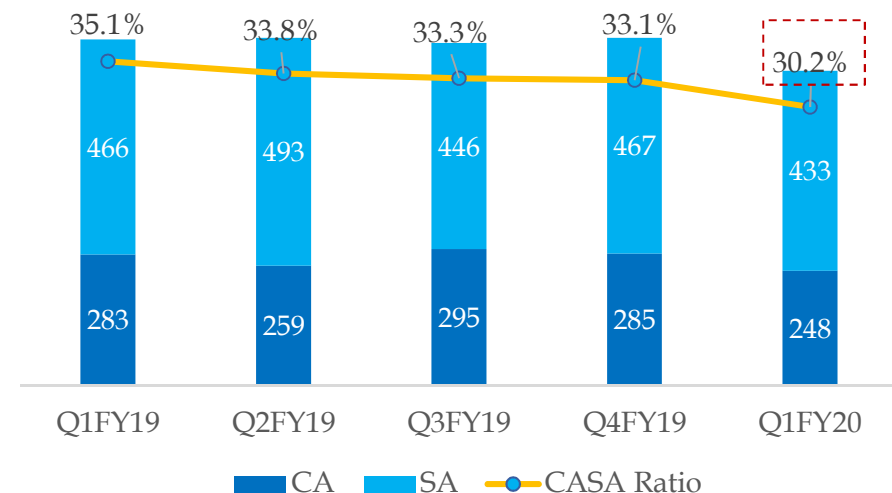
₹ Billion



CASA deposits

₹ Billion

Average CASA grew by 4% YoY, while on sequential basis the dip in Average CASA was <1%



Pillars for CASA / Retail deposits

- ✓ Coverage across all 53 Metros, 29 States and 7 Union Territories with **enhanced focus on Tier II Geographies**
- ✓ **Hub and Spoke model** for faster maturity and greater efficiency of branch network
- ✓ Substantial focus on North & West Regions (DMIC/Make in India/GIB corridor) with evolving network in South & East
- ✓ Focus on **Digital Led Liability acquisitions**; pioneer & **market leader in the API Banking** solutions
- ✓ **Alliance with the fintech** ecosystem to create better solutions
- ✓ Focus on **potential CASA rich Segments**: E-Commerce, Government Relationships, MNC Clients, Capital Markets and TASC

Deposit Franchise to Improve with enhanced focus on CASA and Retail Deposits

Asset Quality and Sensitive Sector

S.No	Particulars (%)	June 30, 2019
1	Credit Cost (bps)	32 bps
2.1	GNPA	5.01% (₹ 1,20,921 Million)
2.2	NNPA	2.91% (₹ 68,833 Million)
2.3	PCR	43.1%
3	Net Non Performing Investments*	0.23% (₹ 5,606 Million)
4	Net Security Receipts*	0.71% (₹ 17,181 Million)
5	Std. Restructured Exposure*	0.08% (₹ 2,017 Million)
TOTAL (2.2 + 3 + 4 + 5)		3.94%

* Computed as a % of Gross Advances for common denomination

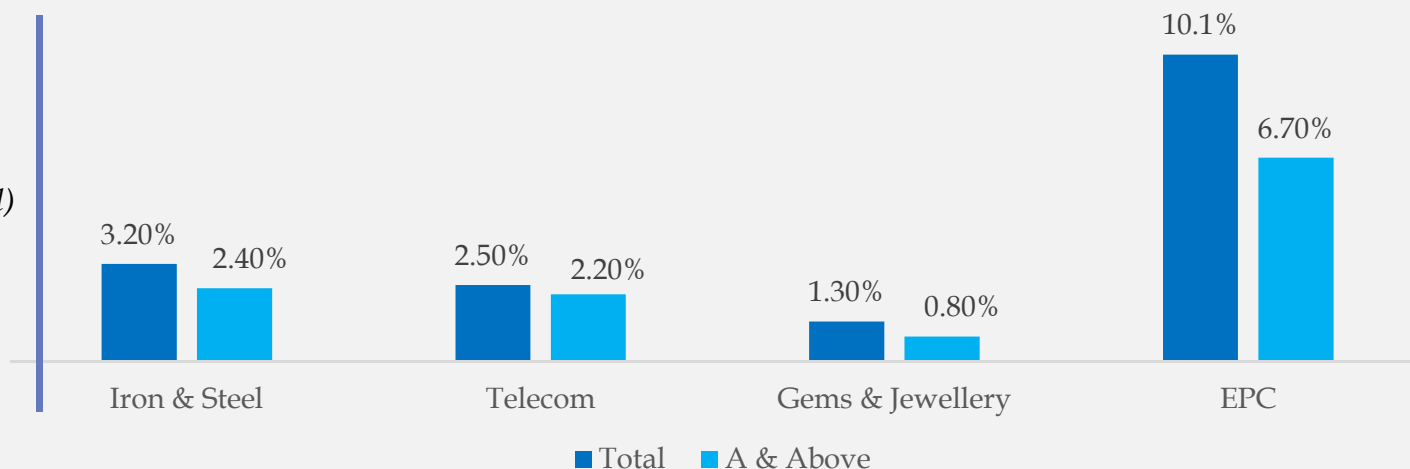
- ✓ Gross Slippages of ₹ 62.3 Bn during the quarter
- ✓ ₹ 16.8 Bn were recovered/ upgraded in Q1FY20
- ✓ ₹ 3.4 Bn were written off during the quarter.
- ✓ Net Corporate Slippages were entirely from the accounts classified as BB & Below at end of Q4FY19.
- ✓ One NPA account with exposure of ₹ 4.1 Bn sold to an ARC in Q1FY20

Sensitive Sector Disclosure

Electricity

Non-Renewable Electricity
Generation: 1.6% (All Operational)

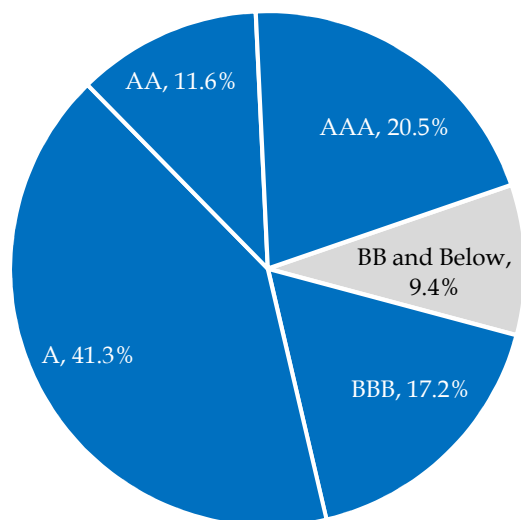
NIL Exposures to SEBs



Corporate Rating Profile

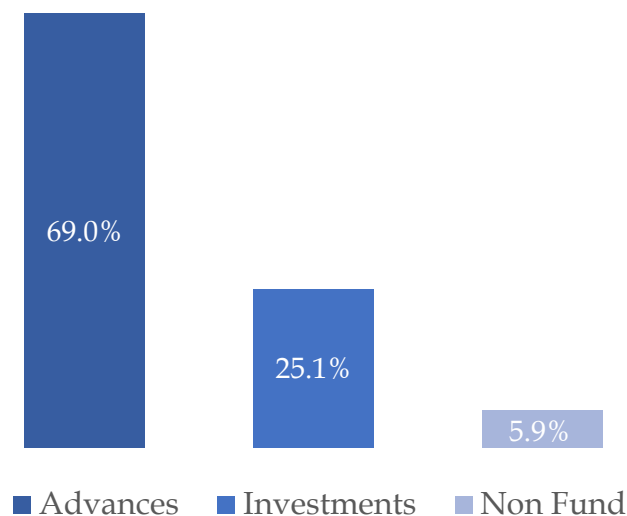


As on June 2019 *



₹ 294.7 Bn

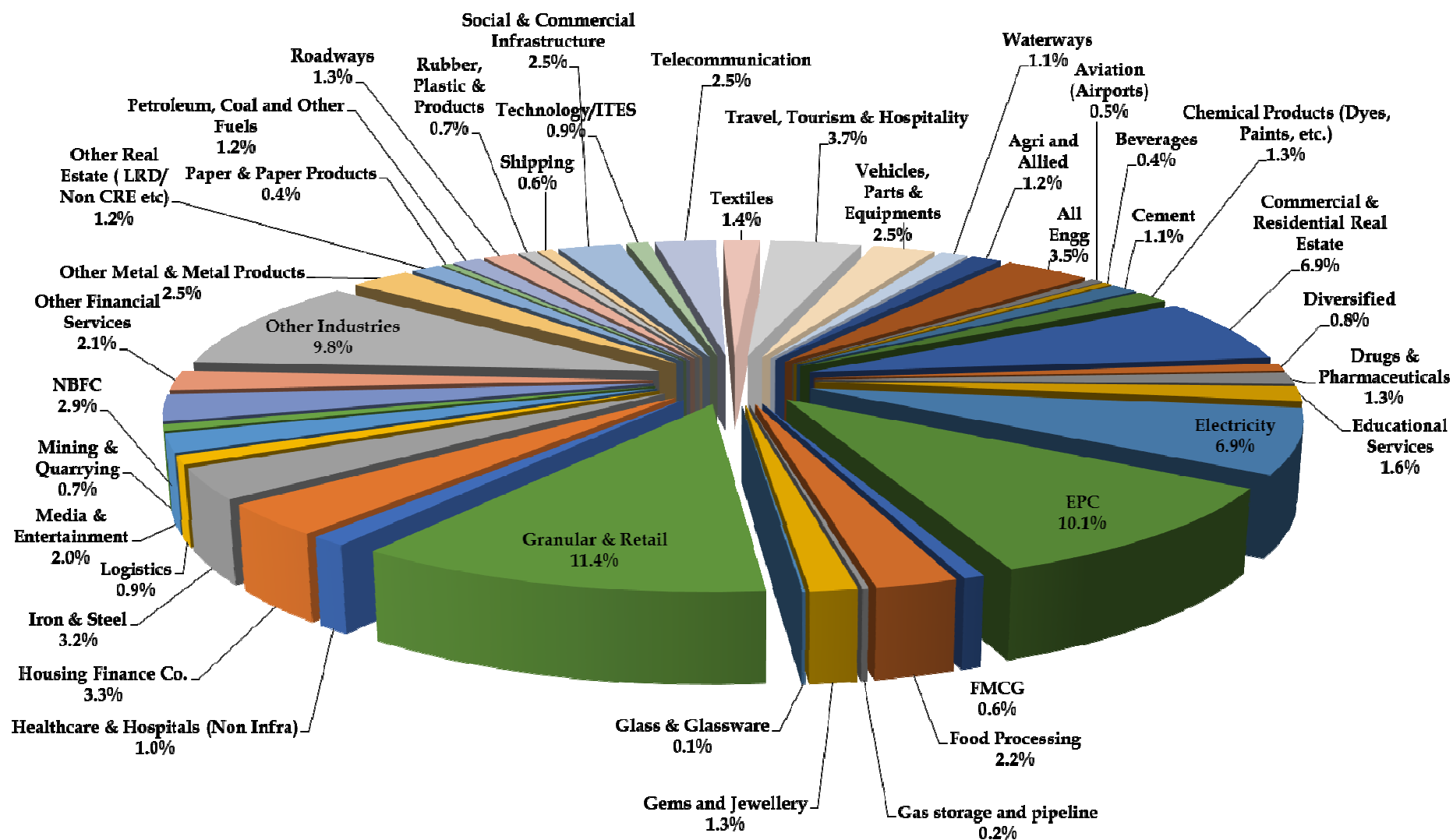
Breakup of Corporate BB and Below rated pool



*Excludes NPA; Based on Internal ratings mapped to External Ratings

- ✓ ~ 73% of the Corporate book is rated A or Better
- ✓ Increase in Corporate BB and Below rated exposures over March'19 mainly on account of rating downgrades of investments in companies of 2 financial services groups
- ✓ The Bank re-iterates Credit cost guidance of up to 125 bps for FY20 with expected reductions in the BB & Below rated book
- ✓ The Bank has a contingent provision of ~ ₹ 7.0 billion as on June 30, 2019

Sectoral Exposure Mix



As on 30th Jun, 2019

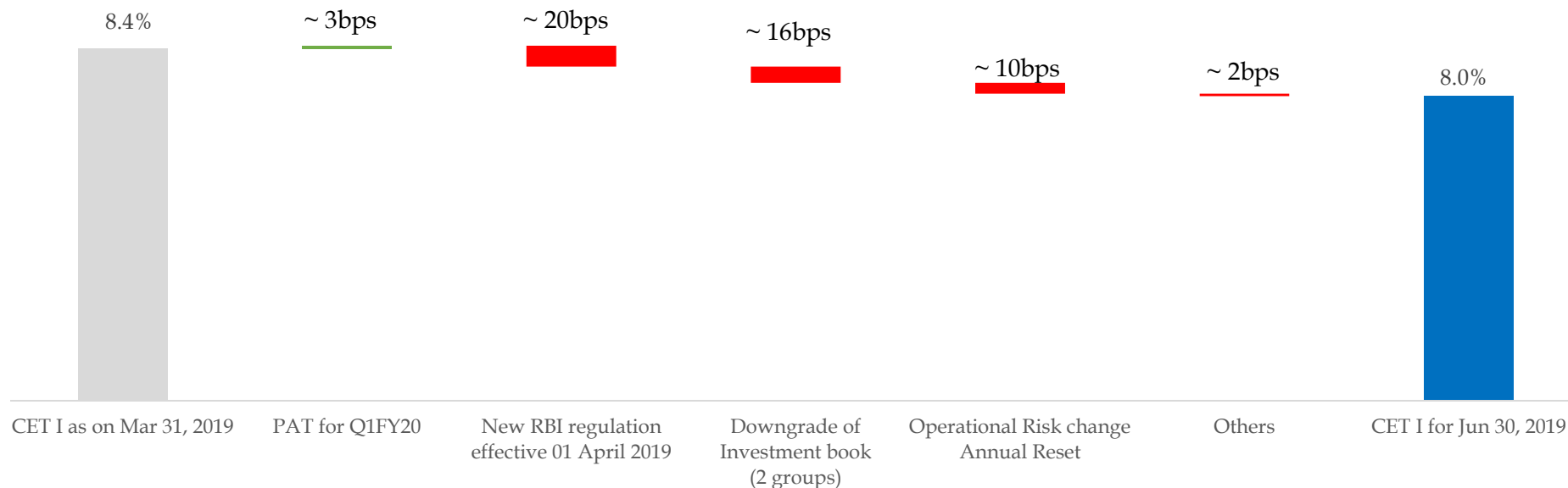
Well diversified portfolio with significant deployment in YES Bank focused knowledge sectors

Capital Position

Demonstrated ability to raise capital across cycles



CET I Consumption during Q1FY20



✓ Total Capital Funds at ₹ 505.6 Bn, up 7.6% Y-o-Y

▪ Total CRAR at 15.7%*

▪ Tier I ratio of 10.7%*

▪ CET I ratio at 8.0%*

▪ Risk Weighted Assets stood at ₹ 3.2 Tn

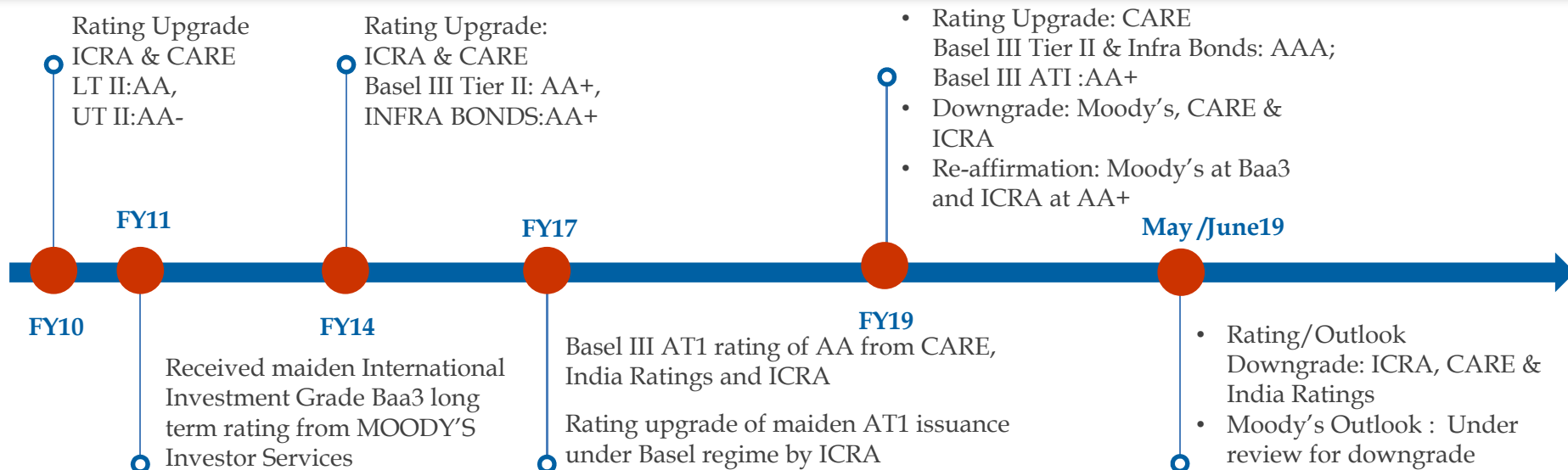
✓ In Q1F20 ~50bps has been consumed in CET I by one-time items

✓ Downside risks to capital consumption have stabilized

* after including Profits

Capital Raising to help fuel the next phase of 'Growth' of the Bank.

Debt Ratings Journey



International Rating	Long-term						Outlook	Short-term
Moody's Investors Service	Ba1						Review for downgrade	Not Prime
Domestic Rating	Long-term						Outlook	Short-term
	Basel III		Basel II			Infra Bonds		
	AT I	Tier II	T I	UT II	LT II			
CARE	A	AA-	A+	A+	AA-	AA-	Negative	
ICRA	A	AA-	A+	A+	AA-	AA-	Negative	A1+
India Ratings	A+	AA-				AA-	Negative	

Commitment from Leading Global Financial Institutions

YES BANK



USD 415 Mn for 12 yrs

To increase lending to MSME and Women owned business



USD 325 Mn for 9 yrs (avg)

Upper Tier II, Long Term Senior Loan, Green Bond issue & to lend to women-owned business



USD 200 Mn for 15 yrs

Financing agreement for Renewable Energy Projects in India



USD 84 Mn (granted in 2009, 2014 & 2017)

Long term Senior Loan by KfW Bankengruppe Development Financial Institution



USD 50 Mn for 7 yrs

Green infra Bonds- FMO's 1st investment in a Green Bond by a bank in India



USD 200 Mn for 7 yrs

Lending to Women SHGs & Small Farmers and Technical Assistance Grant for Capacity Building



USD 30 Mn for 8 yrs

Green Loan by Development Bank of Australia



EUR 13.25 Mn for 10 yrs

Upper Tier II loan by An AfD Group Development Financial Institution

Successful Long Term Loan Syndications

3 year Syndicated Loan of USD 400 Mio

Participation from 12 banks, July 2018



Maiden Samurai loan of JPY 16.5 Bln

Syndication led by MUFG

Participation from 8 banks, Sept 2017

3 year syndicated loan of USD 300 Mio led by



Participation from 8 banks

5 year loan from Taiwan : USD 250 Mio

Participation from 17 banks in Taiwan, Nov '17



5 year loan from Taiwan : USD 130 Mio

Participation from 10 Taiwanese banks, Sept '16

Progressively broader markets, higher number of participants with longer tenor and improved pricing

Sustainable & Responsible Banking Leadership

YES BANK

VISION: Be the Benchmark Financial Institution for Inclusivity and Sustainability

Environmental

- ✓ Committed to mobilizing USD 5 billion towards climate action by 2020 in December 2015
- ✓ Committed to mobilize USD 1 billion by 2023 and USD 5 billion till 2030 towards solar projects in January 2018
- ✓ First Indian Bank to launch Green Bonds in 2015
- ✓ Private placement by IFC for Green Masala Bonds in 2015
- ✓ Issued Green Infra Bonds with FMO in 2016
- ✓ First Bank globally to migrate to ISO 14001:2015; 744 locations certified
- ✓ Contributed to the carbon sink by planting 1,35,462 trees in 2018-19
- ✓ First & only Indian Banking signatory to Natural Capital Finance Alliance (NCFA) & Chair of Steering Committee

Social

- ✓ Launched India's 1st Green Retail Liability Product, Green Future Deposits in 2018
- ✓ Sole arranger & subscriber to India's First Social Bond in 2018, with proceeds allocated to Affordable Housing
- ✓ Reached 2.5 million families at the bottom-of-the-pyramid through Inclusive & Social Banking
- ✓ Provided access to 35 million+ lives with safe & clean drinking water in 2018-19
- ✓ Provided OHS & Energy Efficiency training to 37,555 workers, and helped 27,906 MSMEs in 2018-19
- ✓ Trained 10,859 farmers on good agricultural practices, financial inclusion and digital literacy in 2018-19

Governance

- ✓ First & only Indian Bank to be listed on DJSI Emerging Markets for 4 years consecutively (2015-2018)
- ✓ Selected in prestigious FTSE4Good Emerging Index for two consecutive years (2017, 2018)
- ✓ Selected in MSCI ACWI ESG Leaders & SRI Indexes in 2017
- ✓ Included in Vigeo Eiris Best Emerging Markets Performers Ranking in 2018
- ✓ Only Indian Bank to be awarded 'Prime' Status by OEKOM Research Ag in 2018
- ✓ First Indian Banking Signatory to UNEP Finance Initiative
- ✓ First Indian Bank to launch Green Bond Impact Report
- ✓ First Indian Bank to Support Task Force on Climate Related Financial Disclosure
- ✓ First and the only Indian Bank to be the founding member of UN Principles for Responsible Banking

MEMBER OF
Dow Jones Sustainability Indices
In Collaboration with RobecoSAM



2017 Constituent
MSCI ESG
Leaders Indexes



2017 Constituent
MSCI SRI Indexes









FTSE4Good



vigeo eiris
BEST EM PERFORMERS

Awards & Accolades



Institutional Excellence	 COUNTRY AWARDS 2018 ASIAMONEY BEST BANK FOR SMEs IN INDIA	Global Finance Magazine	The Asset Triple A Country Awards	 The Banker TECH PROJECTS AWARDS 2018	The Asset Triple A Asia Infrastructure Awards	Indian Banks' Association
	Best Bank in India for SMEs Asiamoney Country Awards Hong Kong, 2019	Best Debt Bank in Asia Pacific 2019, 2018 Trade Finance The 25 Best Financial Innovation Labs	Best New Bond India The Asset Triple A Country Awards 2018	Global winner Payments Technology Project Awards London, 2018	Best Deal South Asia (India) Transport Deal of the Year Utility Deal of the Year Renewable Energy Deal of the Year – Solar	Most Customer Centric Bank Medium Banks - Winner
<div>THE ASIAN BANKER</div>						
Technology, Innovation & Service	 Financial Insights FIIL An IDC Company Financial Insights Innovation Award	Asian Banking & Finance Wholesale Banking Awards 2018		Ministry of Electronics & Information Technology (MeitY)		
		Transaction Bank of the Year - APAC Supply Chain Finance - Global Winner The Banker-Transaction Banking Awards 2017 Sibos, Toronto	Best Trade Finance Bank in India – 2019, 2018, 2017, 2016, 2015 Best Financial Supply Chain, 2019, 2018, 2017 Best Corporate Payments Project in India, 2018, 2016 Best Corporate Trade Finance Deal in India, 2019, 2018, 2015 Best API Initiative, Application or Platform (Bank), 2018 Best Blockchain Initiative, Application or Programme, 2018 Best Productivity, Efficiency & Automation Initiative, Application or Programme, 2018 Asian Banker Transaction Banking Awards 2018 Beijing	<ul style="list-style-type: none">▪ SME Bank of the Year - India▪ India Domestic Trade Finance Bank of the Year Bali, 2018	APAC Leader in Digital Transformation IDC Financial Insights Innovation Awards (FIIL) Singapore 2018	Ranked No. 1 for exemplary performance in Digital Payments across public, private, foreign & payment banks in India
Sustainability & CSR Excellence	Dow Jones Sustainability Indices		Natural Capital Coalition	MSCI ESG	 COUNTRY AWARDS 2017 ASIAMONEY	 Global sustainable finance network The Karlsruhe Sustainable Finance Awards
	First & only Indian bank to be selected for the fourth consecutive year DJSI Emerging Markets Index New York, 2018	1 st Indian Bank to join 'Natural Capital Coalition' - a global multi-stakeholder collaboration uniting global natural capital community	Included in MSCI ACWI ESG Leaders Index and MSCI ACWI SRI Index 2017	India's Best Bank For Corporate Social Responsibility Asiamoney Excellence Awards Hong Kong - 2017	Best Innovation & Sustainable Financial Products & Services Karlsruhe Sustainable Finance Awards, Germany, 2017	



DIGITAL LEADERSHIP

Digital Transformation

Leadership in New Age Payments

IMPS

- Consistently ranked 1st as Remitter Bank, by NPCI in the peer group for Q1 FY20. Achieved milestone of processing ~43.79 Mn transaction in Q1FY20.

AePS:

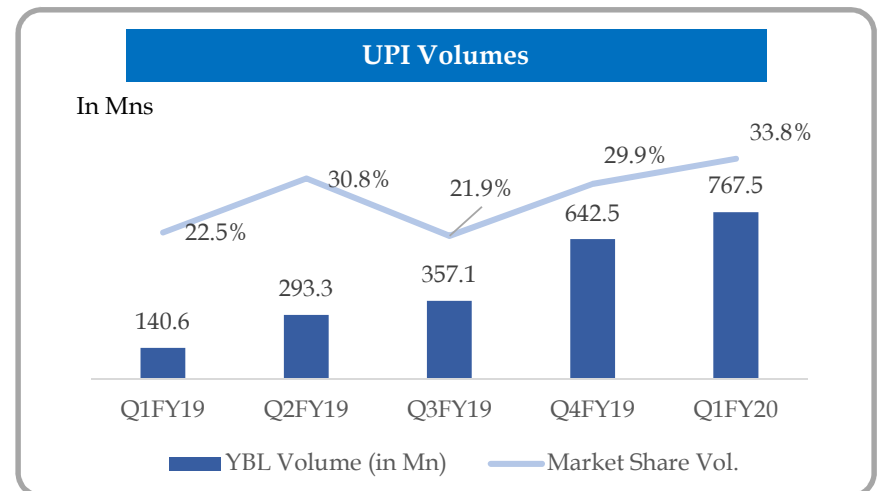
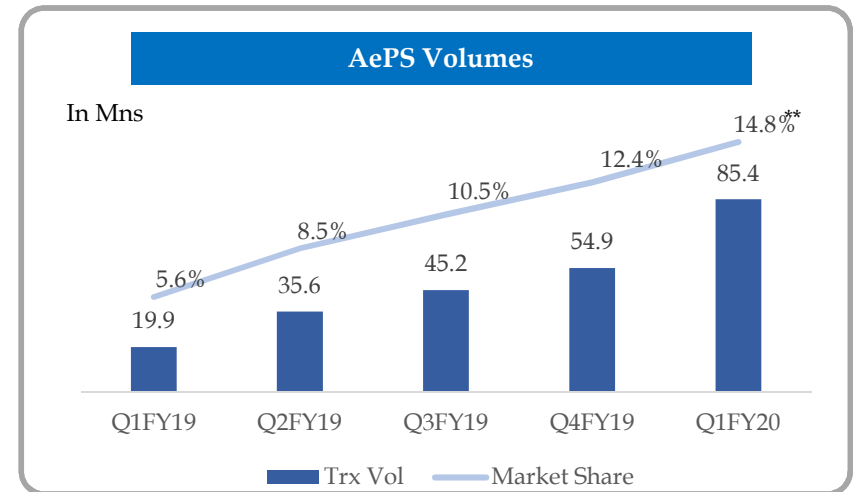
- One of the Leading Acquirer Bank on AEPS.
- Successfully processed ~85 Mn transactions in Q1 FY20
- ~41% by market share in terms of transaction value in Jun'19.

UPI

- Consistently ranked 1st in Merchant transactions with a market share of 40% in June'19
- Bank processed ~ ₹ 767 million UPI transactions in Q1 for FY20, with a Q-o-Q growth of 19% by volume

API Banking a differentiated strategy

- **Customers onboarded: 1000+** Set ups done for customers
- **Throughput:**
 - Val. increased by 2.9X YoY; Vol. increased by 1.9X YoY
- Individual Inward remittance: Throughput grew 2.2X by vol; and 1.7x by value yoy
- Our Customers:



**Market share estimated for Q1FY20 *Source: NPCI

Digital Transformation –Empowering Digital India



➤ Smart City & Smart Campus Initiatives and digital wallet ecosystem

- Powering 9 smart cities including Nashik, Coimbatore, Aurangabad, Rajkot, Puducherry & Thootukudi
- Digitizing Campuses: AIIMS Rishikesh, IIT Jammu, IIM Sirmaur



➤ ePDS:

- Partnering with Food & Civil Supplies Department Maharashtra for Banking enablement and Value Added Services across 20,000 ration shops
- Partnering with Telangana state for 16,000 ration shops



महाराष्ट्र शासन

➤ Asmita Bazaar

- E-Commerce platform based solution to manage sourcing in rural Maharashtra
- Automated payments of goods, virtual limit via mobile app and ERP portal

➤ Expense Management for MSEDCL

- Expense Management for MSEDCL for handling the day to day petty cash expenses for 7500 employees spread across 206 branches across Maharashtra



➤ Yellow Revolution

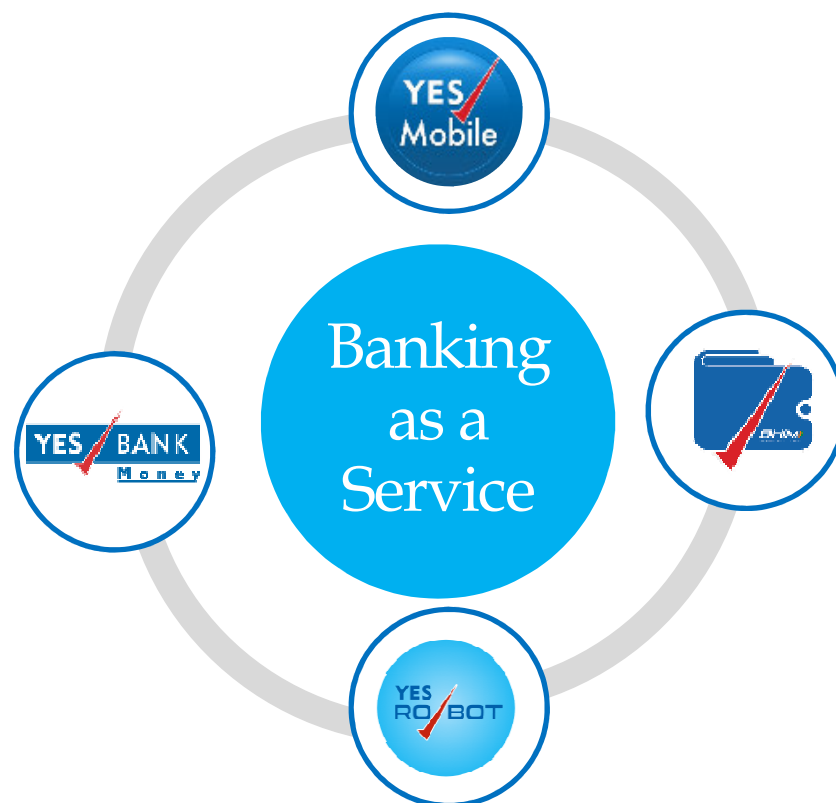
- Supply Chain automation for egg sourcing across rural Mah from poultry farmers and rural folk through digital channels



Digital Transformation – Reaching where the customers are

Y-o-Y growth of **62%** in registered user base; **83%** & **63%** growth in financial transactions value and volume, respectively
 Processed lifetime time high value of **14,235 Cr** and volume of 4.1 million in Q1FY20

*YES Mobile app achieved overall **4+** user ratings on Google playstore*



First & one of the largest domestic remittance platform

Over **490,182 BC** agents employed

BHIM YES PAY app is powered with India Stack API's and NPCI products, enabling services like BBPS, Bharat QR, RuPay card, IMPS, UPI and Aadhaar KYC

Over **26 services and 40+ products** available via bot platform.

Over 7.74Mn interactions processed till date



LEADERSHIP TEAM

Distinguished Board



Mr. Brahm Dutt

Independent Director & Part-Time Chairman

Former Secretary, Ministry of Road Transport and Highways, GOI



Dr. Pratima Sheorey

Independent Director

Director of Symbiosis Centre for Management and Human Resource Development (SCMHRD)



Mr. Subhash Chander Kalia

*Non – Executive
Non- Independent Director*

Former executive director of Union Bank of India and Vijaya Bank



Mr. Uttam Prakash Agarwal

Independent Director

Ex-President of ICAI 30 years of experience in taxation, finance and restructuring



Mr. Thai.Salas Vijayan

Independent Director

Former IRDAI & LIC Chairman



Mr. Maheswar Sahu

Independent Director

Former additional chief secretary, Govt. of Gujarat



Mr. Anil Jaggia

Independent Director

Former chief information officer (CIO) HDFC Bank



Shagun Kapur Gogia

Non-Executive Non Independent

Indian partners representative director
Founder & managing director of Tuscan Ventures



Ravinder Kumar Khanna

Non-Executive Non Independent

Indian Partners Representative Director
Managing director of Kwik form structurals and Techcraft



Mr. R. Gandhi

Non-Executive Non Independent Director (RBI Nominee)

Former Deputy Governor of RBI



Mr. Ravneet Gill

MD & Chief Executive Officer

Former chief executive officer (CEO) Deutsche Bank, India

- ✓ 11 eminent personalities as Directors with varied backgrounds
- ✓ Well structured performance evaluation process for its Directors including MD & CEO
- ✓ 12 Board level Committees with specialized functions including Risk Monitoring Committee, Corporate Social Responsibility Committee, Audit Committee and Nomination & Remuneration Committee

Human Capital Management

YES BANK

Making YES BANK a Great Place to Work



- ✓ First and only Bank to partner with “Kaizala Full Digital ONLY – Customer & Colleagues self-service channel”, powered by Microsoft.



University & Schools Relationship Management 'Preferred Employer of Choice'

Y-PEP 2019 – Hired 29 Y-PEPs from the premier B-Schools in India. As part of their onboarding, the Y-PEPs underwent a 1-week intensive Induction program introducing them to YES BANK's Story, Brand, Values, insights into the Business Units, awareness of key products and interaction with few YBL Business Leaders

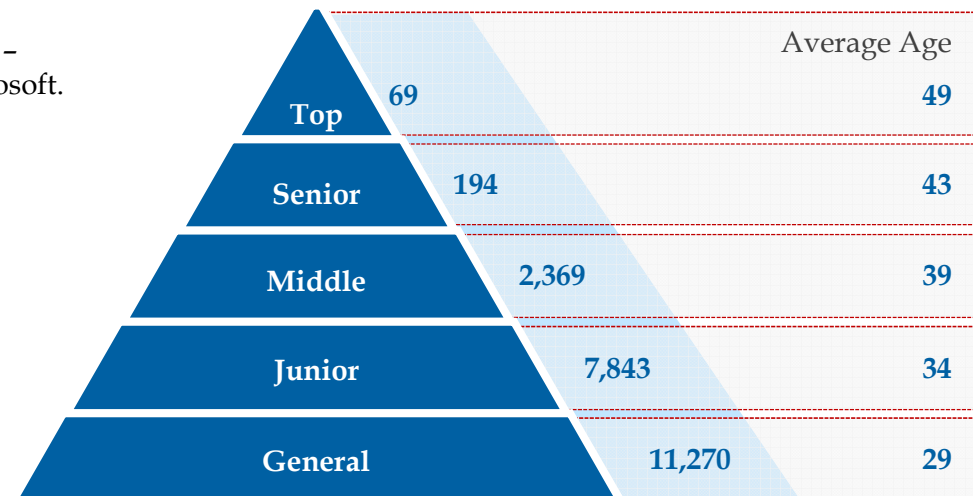
YES Future Ready Scholarship Program 2019 – Edition 5 of YES Future Ready Scholarship program witnessed the selection of 30 scholars from over 5000 student applicants from the premier Business and Technology schools across India

- ✓ YES League of Excellence – an online Recognition, Appreciation & Engagement platform

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 Jun 30, 2019 and as per revised segmentation*

- ✓ Total Headcount of **21,745**
- ✓ Average Age – **32 years**
- ✓ Average vintage in YES BANK: 7.9 yrs for Top Management & 7.2 years for Sr. Management
- ✓ **Wealth creation** through ESOPs
- ✓ Talent acquisition from Peer Private Sector & MNC Banks
- ✓ Building a 'Leadership Supply Chain'

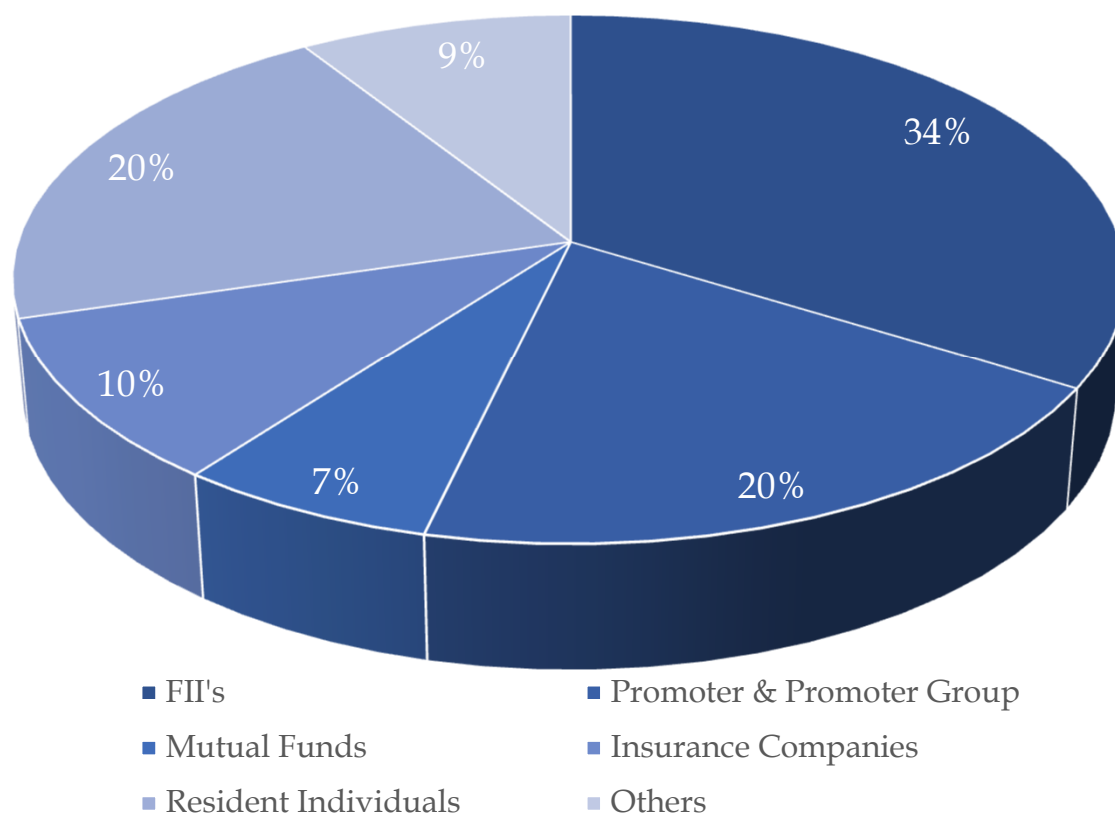


ANNEXURES

Diversified Shareholding Base



Shareholding Pattern as on June 30, 2019



- ✓ Well Diversified holding with healthy mix of Marquee FIIs & DIIs such as
 - LIC
 - Govt. Pension Fund
 - Ward Ferry
 - Jwalamukhi (Westbridge)
 - Nuveen TIAA
 - T. Rowe Price
 - Vanguard
 - UTI MF
 - Templeton MF
 - SBI MF
- ✓ Constituent of Nifty 50, Sensex 30, MSCI EM, MSCI India indices
- ✓ Leadership in ESG - Only **Indian Bank** to be included in MSCI ESG, DJSI, FTSE4Good Emerging Indices and awarded 'Prime Status' by OEKOM

Key Financial Parameters



Profit & Loss					
₹ Million	Q1FY20	Q1FY19	Growth % (y-o-y)	Q4FY19	Growth % (q-o-q)
Net Interest Income	22,808	22,191	2.8%	25,059	-9.0%
Non Interest Income	12,727	16,941	-24.9%	5,317	139.4%
Total Net Income	35,535	39,133	-9.2%	30,376	17.0%
Operating Expense	15,944	14,586	9.3%	17,142	-7.0%
Operating Profit	19,591	24,547	-20.2%	13,234	48.0%
Provisions & Contingencies	17,841	6,257	185.2%	36,617	-51.3%
Profit After Tax	1,138	12,604	-91.0%	-15,066	NM

Balance Sheet					
₹ Million	30-Jun-19	30-Jun-18	Growth Y-o-Y	31-Mar-19	Growth Q-o-Q
Assets	3,711,613	3,325,493	11.6%	3,808,262	-2.5%
Advances	2,363,002	2,147,201	10.1%	2,414,996	-2.2%
Investments	765,219	829,532	-7.8%	895,220	-14.5%
Liabilities	3,711,613	3,325,493	11.6%	3,808,262	-2.5%
Shareholders' Funds	264,952	263,139	0.7%	269,042	-1.5%
Total Capital Funds	505,691	469,837	7.6%	504,591	0.2%
Borrowings	1,003,178	787,902	27.3%	1,084,241	-7.5%
Deposits	2,259,015	2,133,945	5.9%	2,276,102	-0.8%
CASA	681,345	749,300	-9.1%	752,533	-9.5%

NM: Not Measurable



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