

Investor Presentation

Q1FY22 Results



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Key Highlights for the Quarter



Improvement in performance across key indicators continues, despite **severe pandemic headwinds**

Profits



- **Profits at INR 207 Cr in Q1FY22 - Highest since December 2018**
 - Operating Profit at INR **920 Cr** up **~4x Q-o-Q**, continued traction in Retail & Transaction Banking income and Recoveries
 - Provisions lower by **87.7% Q-o-Q** – **Lowest since December 2018**

Asset Quality



- **Asset Quality: Corporate recoveries / resolutions far outpace corporate slippages** and almost entirely offsets the bank's aggregate slippages
 - Gross NPA at INR **28,506 Cr (15.60%)** lower by **~100 Cr Q-o-Q**
 - Overdue Book (61 -90 days) reduced by **~INR 1,250 Cr Q-o-Q**
 - Momentum in recoveries continues with INR **602 Cr** of Cash Recoveries in Q1FY22

Growth



- **Granular growth continues – Highest CASA ratio since December 2019**
 - Customer Deposits¹ at **~INR 1.59 Lakh Cr** a growth of **47.2% Y-o-Y and 2.2% Q-o-Q**
 - CASA Ratio improves to **27.4%**, up **~ 130bps Q-o-Q**; SA grew **40.0% Y-o-Y and 8.7% Q-o-Q**
 - Retail Advances cross INR **50,000 Cr** mark; Retail : Corporate Mix at **53:47** (v/s. 51:49 last quarter)

















Capital & Others



- **CET 1 improves by ~40 bps to 11.6%: Total CRAR at 17.9%**
- Launched a **new sonic identity & musical logo (MOGO)** A sound of assurance **#TheNewSoundOfYES**
- **Ranked No. 2 amongst Large-Sized Banks** in the Best places to work in India 2021 awards, conducted by AmbitionBox.com

¹ Excluding Certificate of Deposits

Strategic Objectives & Guidance Tracker

| Key Strategic Objectives | FY2020 (YBL Reconstruction Scheme) | FY2021 | Q1FY22 | Status | FY22 Guidance |
|--------------------------------|---|---|------------|---|--|
| CASA Ratio | 26.6%  | 26.1%  | 27.4% | On Track | > 30% |
| Retail & MSME: Corporate Mix | 44% : 56%  | 51% : 49%  | 53% : 47% | On Track | 60% : 40% Medium Term (FY23-25) Targets |
| Advances Y-o-Y Growth | -29%  | -3%  | -1% | Calibrated Approach due to Pandemic | >15% growth |
| Wholesale Banking Y-o-Y Growth | -38%  | -12%  | -13% | | ~10% growth |
| Retail & SME Y-o-Y Growth | -3%  | 13%  | 23% | On Track | ~20% growth |
| C/D ratio | 162.7%  | 102.4%  | 100.2% | On Track | < 100% |
| Recoveries |  ~ INR 5,000 Cr |  | INR 602 Cr | On Track | > INR 5,000 Cr |
| RoA | -7.1%  | -1.3%  | 0.3% | On Track | 1 - 1.5% Medium Term (FY23-25) Targets |

Performance Highlights (1/2)



All figures in INR Cr

Profit & Loss



| | Q1FY22 | Q-o-Q | Y-o-Y |
|----------------------------|--------------|-------------|--------------|
| Net Interest Income | 1,402 | 42%* | -27%* |
| Fee Income | 1,056 | 29% | 70% |
| Operating Expenses | 1,538 | -5% | 11% |
| Operating Profit | 920 | 398% | -20% |
| Profit After Tax | 207 | NM | 355% |

Balance Sheet



| | | | |
|---------------------------|----------------|-----------|------------|
| Total Assets | 272,527 | -0.4% | 7% |
| Net Advances | 163,654 | -2% | -1% |
| Total Deposits | 163,295 | 0% | 39% |
| Shareholders Funds | 33,378 | 1% | 53% |

Key Ratios



| | Q1FY22 | Q4FY21 | Q1FY21 |
|-----------------------------|--------------|--------------|-------------|
| C/I | 63% | 90% | 55% |
| JAWS ¹ | 41% | -62% | 57% |
| CET 1 | 11.6% | 11.2% | 6.5% |
| Average LCR | 132% | 114% | 42% |
| Book Value per share (INR) | 13.3 | 13.2 | 17.4 |
| Credit Deposit Ratio | 100% | 102% | 140% |

Improvement across liquidity, capital and granularity



* Nil of Q1FY22 not comparable on Y-o-Y & Q-o-Q basis, given the moratorium / Supreme Court embargo on recognition of NPA during FY21
NIMs at **2.1%**



Operating profit up **~4x Q-o-Q**
Operating Expenses lower by **4.9% Q-o-Q**



Customer Deposits² at INR **159,464 Cr**; up **2.2% Q-o-Q**

CASA Ratio at **27.4%** v/s. 26.1% in Q4FY21
~152K CASA A/Cs opened



Sustained Momentum in New Business Generation
Retail + MSME advances mix **53%**, up **~200bps Q-o-Q**;
Gross Retail Disbursements of INR **5,006 Cr**
SME Disbursements³ at INR **3,242 Cr**
Wholesale Banking Disbursements at INR **3,625 Cr**



C/D ratio further improved to **100.2%** from 102.4% last quarter

¹ Q-o-Q Growth Rate of Total Income - Q-o-Q Growth Rate of Operating Cost

² Excluding Certificate of Deposits

³ Includes Limit Setup

Performance Highlights (2/2)



All figures in INR Cr

| | Q3FY21 | Q4FY21 | Q1FY22 |
|--|---|---------------|---------------|
| Non Performing Exposures ¹ | Gross NPA | 37,869 * | 28,610 |
| | Other Non Performing Exposures | 10,001 | 10,425 |
| | Total Gross Non Performing Exposures | 47,870 | 39,034 |
| | Total Provisions held | 31,466 | 25,992 |
| | Net Non Performing Exposures | 16,404 | 13,042 |
| | Cumulative Technical Write-off # | 7,481 | 17,208 |
| | <i>Net additions during the Quarter</i> | <i>1,122</i> | <i>9,728</i> |
| | Provision Coverage for above | 70.4% | 77.4% |
| Standard Restructured Loans ² | Total Gross Restructured Loans | 1,523 | 1,244 |
| Overdue Book | 61-90 days overdue loans | 6,537 | 4,661 |
| | <i>Of which Retail</i> | <i>513</i> | <i>234</i> |
| | 31-60 days overdue loans | 12,316 | 9,042 |
| | <i>Of which Retail</i> | <i>1,114</i> | <i>1,057</i> |

Asset quality trends continue to improve

Absolute GNPA lower by ~INR 100 Cr Q-o-Q;
Absolute NNPA lower by ~INR 350 Cr Q-o-Q

Corporate recoveries / resolutions far outpace corporate slippages & almost entirely offsets total slippages

Total Gross Non Performing Exposure pool trending lower post peaking out in December 2020 with **improving Provision Coverage trends ~INR 3,700 Cr Q-o-Q** increase in Total Gross Restructured Loans

- ~80% from implementation of Covid related restructuring in compliance with RBI / Kamath committee recommendations
- ~14% on account of change in management

Overdue Loans in 61-90 days bucket lower by ~INR 1,250 Cr Q-o-Q

1. NPA, NPI & ARC - Gross NPA includes Standstill NPA for Q3FY21 – INR 8,322

2. Erstwhile, MSME, DCCO related & Covid;

3. Including technical w/o;

* Gross NPA includes Standstill NPA for Q3FY21 – INR 8,322

Only Corporate

Profit and Loss Statement

All figures in INR Cr

- **Profits at INR 207 Cr in Q1FY22 - Highest since December 2018**
- Operating Profits at **INR 920 Cr**
 - **Net Interest Income at INR 1402 Cr; NIMs at 2.1%**
 - NII & NIMs weighed down by excess liquidity with Average **LCR at 131.8% v/s. 113.9% in Q4FY21**
 - **Sustained Reduction** in cost of deposits while continuing to garner liabilities
 - **4.9% Q-o-Q reduction in Operating Expenses**
- Provisions lower by **87.7% Q-o-Q – Lowest since December 2018**

| Profit and Loss Statement | Quarter Ended | | | Growth | |
|---------------------------------|---------------|----------------|--------------|-------------|-------------|
| | Q1FY22 | Q4FY21 | Q1FY21 | Q-o-Q | Y-o-Y |
| Net Interest Income | 1,402 | 987 | 1,908 | 42% | -27% |
| Non Interest Income | 1,056 | 816 | 621 | 29% | 70% |
| Total Income | 2,459 | 1,803 | 2,529 | 36% | -3% |
| Operating Expense | 1,538 | 1,618 | 1,382 | -5% | 11% |
| <i>Human Resource Cost</i> | 645 | 574 | 644 | 12% | 0% |
| <i>Other Operating Expenses</i> | 893 | 1,044 | 738 | -14% | 21% |
| Operating Profit/(Loss) | 920 | 185 | 1,147 | 398% | -20% |
| Provisions | 644 | 5,240 | 1,087 | -88% | -41% |
| Profit Before Tax | 276 | (5,055) | 60 | NM | 358% |
| Tax Expense | 69 | (1,267) | 15 | NM | 366% |
| Net Profit/(Loss) | 207 | (3,788) | 45 | NM | 355% |
| Yield on Advances | 8.2% | 6.9% | 9.4% | | |
| Cost of Funds | 5.7% | 6.0% | 6.6% | | |
| Cost of Deposits | 5.4% | 5.7% | 6.5% | | |
| NIM | 2.1% | 1.6% | 3.0% | | |
| Cost to income | 62.6% | 89.7% | 54.6% | | |

1 Impacted by interest reversals due to fresh slippages during the quarter
 NM = Not measurable

Break Up of Non Interest Income



All figures in INR Cr

- **Resilience in fee income performance** despite severe pandemic headwinds on the back of
 - Continued traction within **Transaction Banking &** granular **Retail Banking Fees**
 - **Aided by recovery from Written off Accounts**

| | Quarter Ended | | | Growth | |
|---|---------------|------------|-------------|-------------|--------------|
| | Q1FY22 | Q4FY21 | Q1FY21 | Q-o-Q | Y-o-Y |
| Non Interest Income | 1,056 | 816 | 621 | 29% | 70% |
| Corporate Trade & Cash Management | 141 | 154 | 105 | -8% | 34% |
| Forex, Debt Capital Markets & Securities | 304 | 218 | 407 | 39% | -25% |
| Of Which P&L on Sale of Investments | 228 | 16 | 407 | 1322% | -44% |
| Corporate Banking Fees | 20 | (1) | (18) | NM | NM |
| Retail Banking Fees | 342 | 421 | 121 | -19% | 183% |
| Trade & Remittance | 54 | 36 | 41 | 50% | 32% |
| Facility/Processing Fee | 55 | 86 | 20 | -36% | 175% |
| Third Party Sales | 25 | 62 | 13 | -60% | 92% |
| Interchange Income | 109 | 132 | 7 | -17% | 1457% |
| General Banking Fees | 99 | 104 | 39 | -5% | 154% |
| Recovery from Written Off Accounts | 249 | 24 | 6 | 938% | 4050% |

Break up of Operating Expenses



All figures in INR Cr

▪ **Operating Expenses for Q1FY22 lower by 4.9% Q-o-Q**

- Lower Business Volumes
- Sustained Cost Efficiencies

| | Quarter Ended | | | Growth | |
|--|---------------|--------------|--------------|------------|------------|
| | Q1FY22 | Q4FY21 | Q1FY21 | Q-o-Q | Y-o-Y |
| Payments to and provisions for employees | 645 | 574 | 644 | 12% | 0% |
| Rent, Taxes and Lighting | 105 | 117 | 128 | -11% | -18% |
| Loan Sourcing Fees and DSA | 123 | 159 | 68 | -22% | 82% |
| Depreciation on Bank's property | 101 | 98 | 81 | 3% | 25% |
| IT related expenses | 108 | 85 | 103 | 27% | 4% |
| Professional Fees & Commission | 86 | 92 | 28 | -7% | 204% |
| PSLC Purchases | - | - | - | NM | NM |
| Insurance | 47 | 41 | 34 | 16% | 38% |
| Others | 324 | 453 | 296 | -29% | 9% |
| Total | 1,538 | 1,618 | 1,382 | -5% | 11% |

Provisions and P&L

All figures in INR Cr

- **87.7% Q-o-Q** reduction in **Non Tax Provisions**
 - **Fresh Slippages lower** at INR **2,233 Cr** v/s. INR **11,873 Cr** last quarter
 - Supported by provision write back due to recoveries / resolutions
- **Provision Coverage Ratio¹** for NPA at **79.3%** v/s. 78.6% last quarter

| | Quarter Ended | | | Growth | |
|---|---------------|----------------|--------------|-------------|-------------|
| | Q1FY22 | Q4FY21 | Q1FY21 | Q-o-Q | Y-o-Y |
| Operating Profit | 920 | 185 | 1,147 | 398% | -20% |
| Provision for Taxation | 69 | (1,267) | 15 | NM | 366% |
| Provision for Investments | (35) | 1,046 | 62 | NM | NM |
| Provision for Standard Advances | 28 | (2,482) | 641 | NM | -96% |
| Provision for Non Performing Advances | 654 | 6,510 | 361 | -90% | 81% |
| Other Provisions | (3) | 166 | 22 | NM | NM |
| Total Provisions | 713 | 3,973 | 1,101 | -82% | -35% |
| Net Profit / (Loss) | 207 | (3,788) | 45 | NM | 355% |
| Return on Assets (annualized) | 0.30% | -5.68% | 0.07% | | |
| Return on Equity (annualized) | 2.49% | -43.19% | 0.84% | | |
| Earnings per share-basic (non-annualized) | 0.08 | -1.51 | 0.04 | | |

¹ Including technical write-offs
NM = Not Measurable

Balance Sheet



All figures in INR Cr

- **Customer Deposits¹** at INR 159,464 Cr; up 2.2% Q-o-Q
 - CASA Deposits grew **5.2% Q-o-Q**, primarily driven by SA: up **8.7% Q-o-Q**, despite sustained reduction in cost of deposits
- **C/D ratio at 100.2%** v/s. 102.4% last quarter
- **New Business Generation:**
 - Gross Retail Disbursements of INR **5,006 Cr**
 - SME Disbursements² of INR **3,242 Cr**
 - Wholesale Banking Disbursements of INR **3,625 Cr**

| | 30-Jun-20 | 31-Mar-21 | 30-Jun-21 | Growth % (Q-o-Q) | Growth % (Y-o-Y) |
|----------------------------|----------------|----------------|----------------|---------------------|---------------------|
| Assets | 255,485 | 273,543 | 272,527 | -0.4% | 7% |
| Advances | 164,510 | 166,893 | 163,654 | -2% | -1% |
| Investments | 38,554 | 43,319 | 46,598 | 8% | 21% |
| Liabilities | 255,485 | 273,543 | 272,527 | -0.4% | 7% |
| Shareholders' Funds | 21,780 | 33,196 | 33,378 | 1% | 53% |
| Total Capital Funds | 30,622 | 40,321 | 40,106 | -0.5% | 31% |
| Deposits | 117,360 | 162,947 | 163,295 | 0.2% | 39% |
| Borrowings | 100,617 | 63,949 | 62,857 | -2% | -38% |

¹ Excluding Certificate of Deposits

² Includes Limit Setup

Break up of Advances & Deposits

All figures in INR Cr

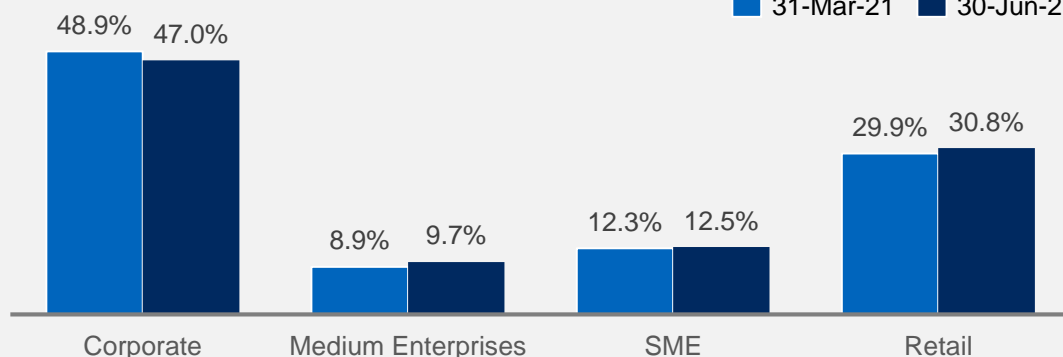
- Sustained Granularization of Balance Sheet:
 - CASA +Retail TDs at **60.5% v/s 57.7%** in Q4FY21
 - CASA Ratio at **27.4%** up **~130 bps, Highest since December 2019**
 - Retail TDs grew **4.8% Q-o-Q**
 - Retail Advances mix at **~31%** v/s. 30% last quarter
- Resilience in New Business Momentum despite Pandemic
 - **~152K** CASA Accounts opened in Q1FY22
 - Retail disbursements of INR **5,006 Cr**
 - SME disbursements² at INR **3,242 Cr**

| | 30-Jun-20 | 31-Mar-21 | 31-Jun-21 | QoQ Growth (%) | YoY Growth (%) |
|--------------------------|----------------|----------------|----------------|----------------|----------------|
| Current Account Deposits | 12,009 | 18,997 | 19,140 | 1% | 59% |
| Savings Bank Deposits | 18,316 | 23,590 | 25,650 | 9% | 40% |
| CASA | 30,326 | 42,587 | 44,790 | 5% | 48% |
| CASA Ratio | 25.8% | 26.1% | 27.4% | | |
| Term Deposits (TD) | 87,035 | 120,359 | 118,505 | -2% | 36% |
| <i>of which CDs</i> | 9,034 | 6,896 | 3,827 | -45% | -58% |
| Total Deposits | 117,360 | 162,947 | 163,295 | 0.2% | 39% |

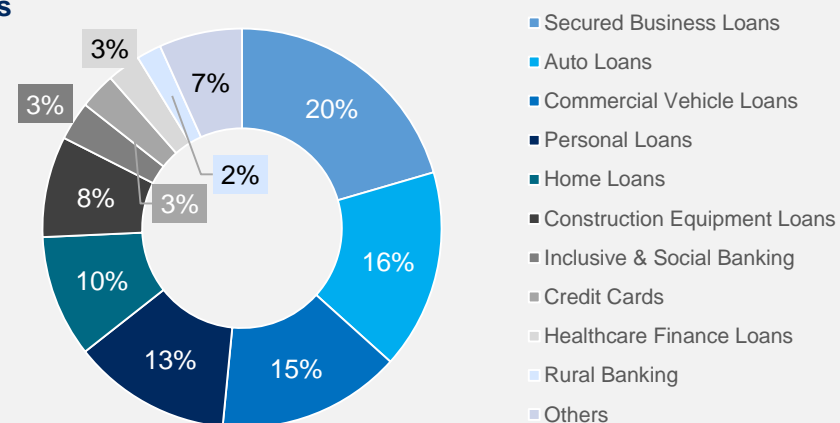
Advances Book Split

Book Size: INR 163,654 Cr

■ 31-Mar-21 ■ 30-Jun-21



Retail Banking Assets



1 Split basis gross retail advances
2 Includes Limit Setup

NPA Highlights



All figures in INR Cr

- Corporate recoveries far outpace corporate slippages and almost entirely offsets total slippages resulting in an absolute **Gross NPA Reduction** of ~INR **100 Cr Q-o-Q**
 - Fresh **Slippages** lower at INR **2,233 Cr**
 - **Upgrades** at INR **1,723 Cr**
 - **Cash Recovery** – INR **602 Cr**
 - Principal Recovery – INR **264 Cr**
 - Interest Recovery – INR **89 Cr**
 - Recovery from Written Off Accounts – INR **249 Cr**
- Provision Coverage Ratio¹ improved to **79.3%-** up **~70 bps Q-o-Q**

| Asset Quality Parameters | 30-Jun-20 | 31-Mar-21 | 30-Jun-21 |
|---|-----------|-----------|-----------|
| Gross NPA (%) | 17.30% | 15.41% | 15.60% |
| Net NPA (%) | 4.96% | 5.88% | 5.78% |
| Provision Coverage Ratio ¹ (%) | 79.1% | 78.6% | 79.3% |

| Segmental GNPA | 30-Jun-20 | | 31-Mar-21 | | 30-Jun-21 | |
|--------------------|---------------|--------------|---------------|--------------|---------------|--------------|
| | GNPA | (%) | GNPA | (%) | GNPA | (%) |
| Retail | 455 | 1.2% | 1,489 | 2.9% | 1,682 | 3.3% |
| SME | 380 | 2.0% | 784 | 3.7% | 814 | 3.9% |
| Medium Enterprises | 441 | 3.0% | 391 | 2.6% | 450 | 2.8% |
| Corporate | 31,426 | 27.0% | 25,946 | 26.4% | 25,561 | 27.1% |
| Total | 32,702 | 17.3% | 28,610 | 15.4% | 28,506 | 15.6% |

| Movement of NPA | 31-Mar-21 | Movement | | | | 30-Jun-21 |
|--------------------|---------------|--------------|--------------|------------|------------|---------------|
| | Opening | Additions | Upgrades | Recoveries | Write Offs | Closing |
| Retail | 1,489 | 760 | 178 | 46 | 344 | 1,682 |
| SME | 784 | 142 | 64 | 42 | 5 | 814 |
| Medium Enterprises | 391 | 183 | 0 | 15 | 0 | 450 |
| Corporate | 25,946 | 1,258 | 1,481 | 162 | 0 | 25,561 |
| Total | 28,610 | 2,233 | 1,723 | 264 | 350 | 28,506 |

¹ including technical write-offs

Summary of Labelled & Overdue Exposures

All figures in INR Cr

- **Corporate recoveries far outpace corporate slippages & almost entirely offsets total slippages**
- **Total Gross Non Performing Exposure pool trending lower** post peaking out in December 2020 with **improving Provision Coverage trends**
- **~INR 3,700 Cr Q-o-Q** increase in Total Gross Restructured Pool
 - **~80%** from implementation of Covid related restructuring in compliance with RBI / Kamath committee recommendations
 - **~14%** on account of change in management
- **Overdue Loans** in 61-90 days bucket lower by **~INR 1,250 Cr Q-o-Q**

| In INR Cr | 31-Dec-20 | | 31-Mar-21 | | 30-Jun-21 | |
|---|---------------|---------------|---------------|---------------|---------------|---------------|
| | Gross | Provisions | Gross | Provisions | Gross | Provisions |
| NPA | 29,547 | 22,690 | 28,610 | 18,796 | 28,506 | 19,051 |
| Standstill | 8,322 | 2,683 | - | - | - | - |
| Other Non Performing Exposures | 10,001 | 6,093 | 10,425 | 7,196 | 10,315 | 7,147 |
| NFB of NPA accounts | 1,255 | 296 | 1,671 | 382 | 1,566 | 338 |
| NPI | 6,576 | 5,120 | 6,586 | 6,067 | 6,587 | 6,067 |
| ARC | 2,170 | 677 | 2,168 | 747 | 2,163 | 742 |
| Total Non Performing Exposures | 47,870 | 31,466 | 39,034 | 25,992 | 38,821 | 26,198 |
| Technical Write-Off | | 7,480 | | 17,208 | | 17,065 |
| Provision Coverage incl. Technical W/O | | 70.4% | | 76.8% | | 77.4% |
| Std. Restructured Advances¹ | 1,523 | 77 | 1,244 | 75 | 4,976 | 476 |
| Erstwhile | 43 | 2 | 138 | 7 | 220 | 12 |
| DCCO related | 1,453 | 73 | 861 | 43 | 1,408 | 70 |
| Covid | 27 | 3 | 246 | 25 | 3,348 | 394 |
| Other Std. exposures² | 1,231 | 467 | 1,183 | 492 | 994 | 348 |
| 61-90 days overdue loans | 6,537 | | 4,661 | | 3,398 | |
| Of which Retail | 513 | | 234 | | 790 | |
| 31-60 days overdue loans | 12,316 | | 9,042 | | 8,167 | |
| Of which Retail | 1,114 | | 1,057 | | 1,715 | |

¹ Already Implemented as of respective date; Erstwhile category represents Standard Restructured accounts and does not include withdrawn categories such as SDR, S4A etc.

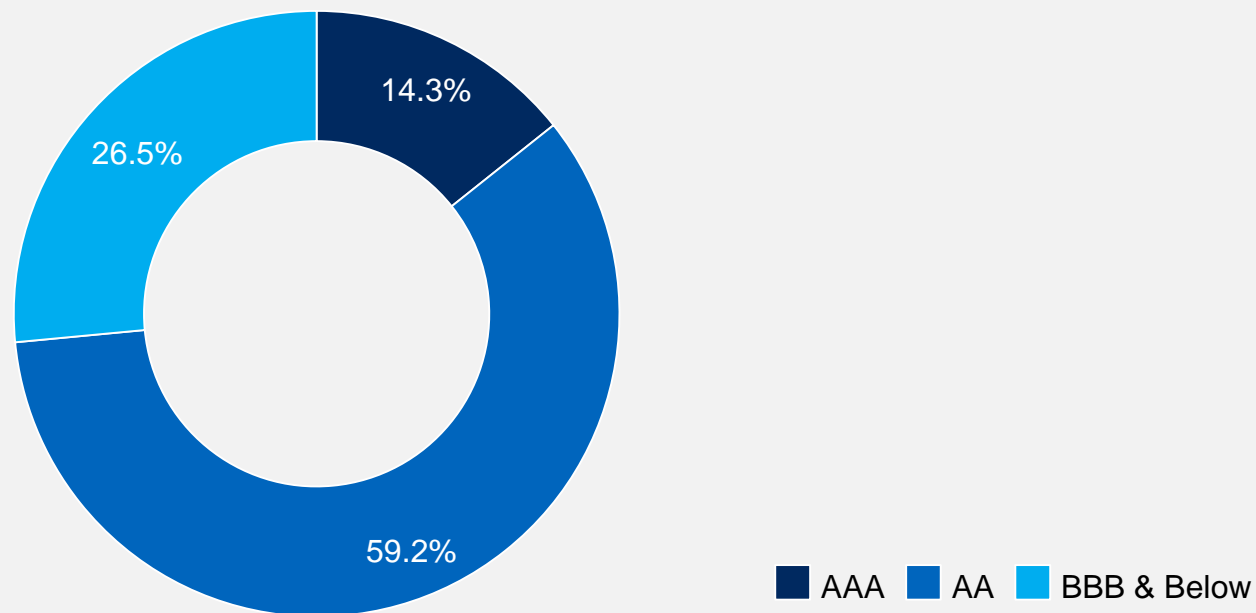
² Where provisioning has been made as per requirement of RBI circular on Prudential Framework for Resolution of Stressed Assets dated June 7, 2019

Corporate Debt Investments

All figures in INR Cr

- Total Investments at **INR 11,878 Cr**
- Overall NPI of INR 6456 Cr, with a provisioning coverage at **~92%**
- Standard performing investments is **INR 5,422 Cr**
- ~INR **737 Cr** of capital allotted towards valuation adjustment on the standard AFS corporate bonds

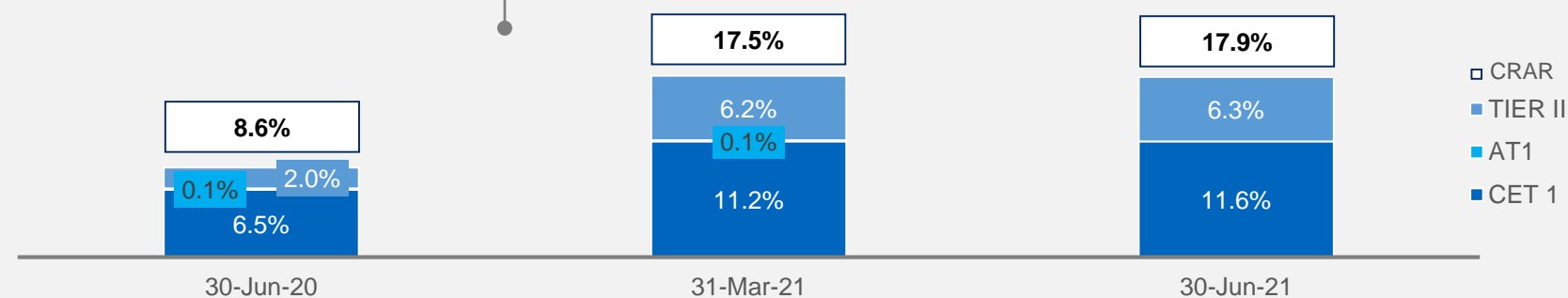
Rating wise break up of Standard Performing Investments (Corporate AFS & CP's)



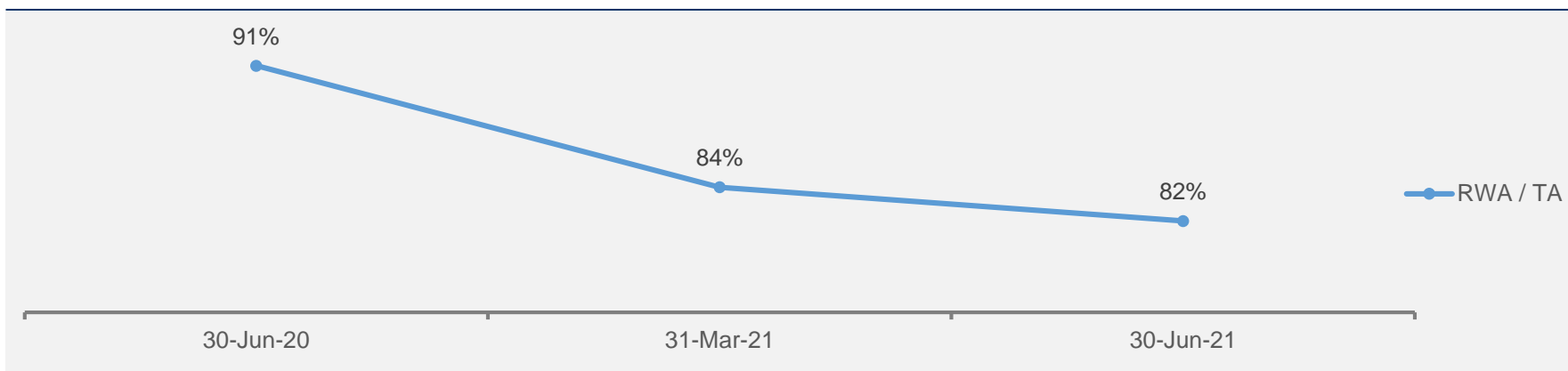
Capital Sufficiency: CET 1 ratio at 11.6% up ~40bps Q-o-Q

1 Bank's Capital Adequacy Ratio¹

Bank raised 15,000 crores of equity capital in Jul'20



2 RWA to Total Assets



¹ Includes Profits

CET 1 Ratio comfortable at 11.6%

Recoveries and Operating Profits to sufficiently cover for future slippages and growth

Deferred tax asset of ~INR 6,400 Cr deducted from net-worth for computing CET 1, representing ~280 bps, to further aid Bank's CET 1 over time



Contents

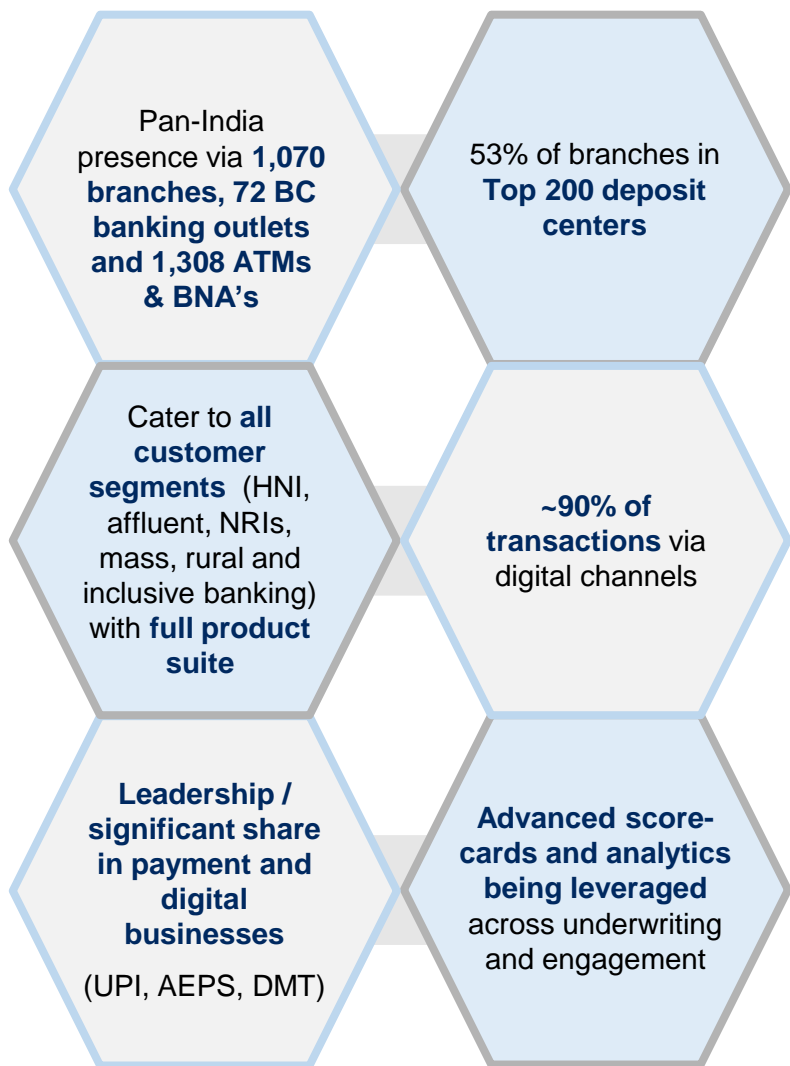
A modern interior space, likely a bank lobby or exhibition area. In the foreground, a curved wooden reception desk with a white top is visible. The white top has the text "YES for YOU" on it. Behind the desk, a wall is covered in a repeating pattern of "YES BANK" text. To the left of the desk, there are informational displays with the "YES Prosperity" logo and various financial product images. A large, stylized diagonal graphic in blue and red runs across the right side of the image.

YES BANK – Quarterly Update

YES BANK Franchise

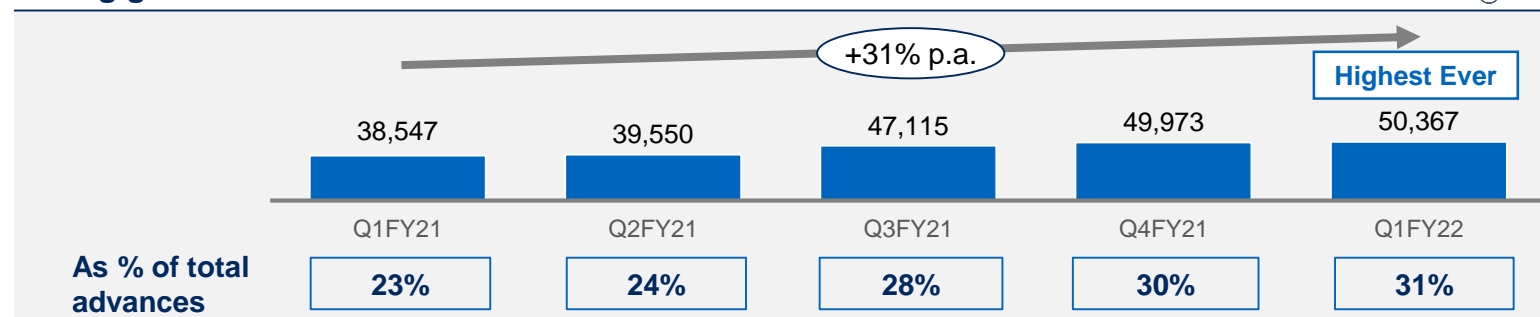
Annexure

Retail Bank: *Full spectrum retail bank growing with strong momentum*

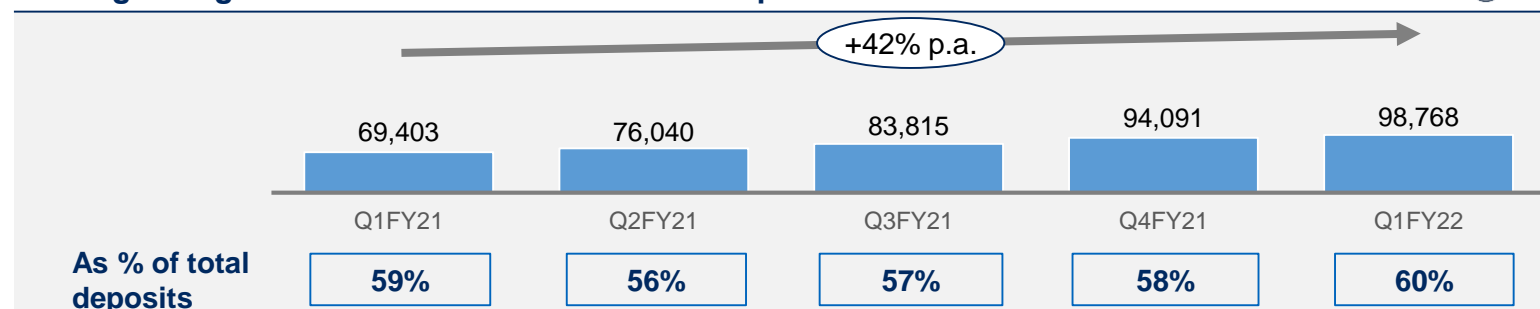


All figures in INR Cr

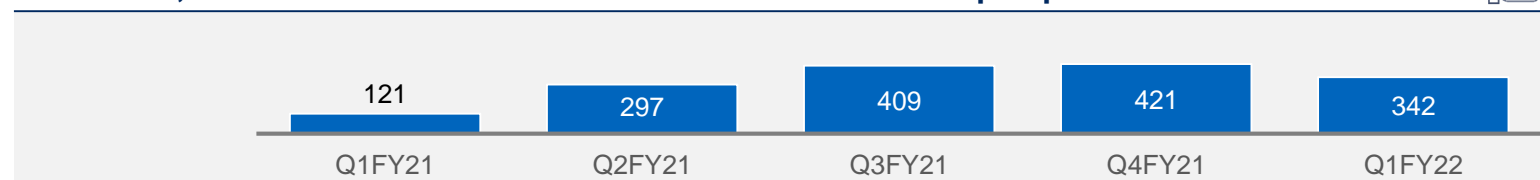
Strong growth in Retail Advances



...along with growth in CASA and Retail Term Deposits



In addition, continued momentum within Retail Fee Income despite pandemic headwinds

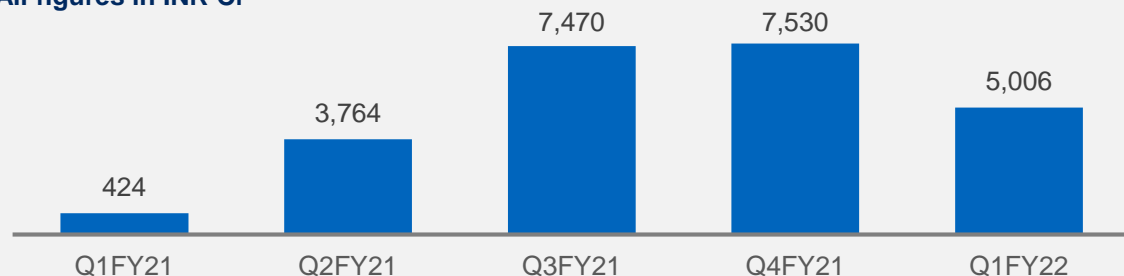


Retail Assets: *Fast growing diversified book*



1 Retail asset disbursements momentum impacted by Covid-19 second wave

All figures in INR Cr



- ~75% of Fresh Disbursements towards secured product lines
- ~34% of the book qualified as PSL

2 On the back of purposeful digital investments

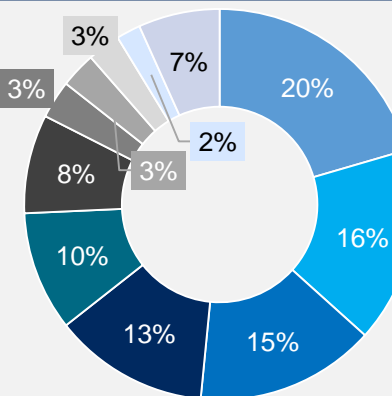


Loan in seconds (LIS) platform and front-end automation initiatives (Yes Robot) have resulted in lower TAT along with higher productivity



3 Diversified retail book¹

- Secured Business Loans
- Auto Loans
- Commercial Vehicle Loans
- Personal Loans
- Home Loans
- Construction Equipment Loans
- Inclusive & Social Banking
- Credit Cards
- Healthcare Finance Loans
- Rural Banking
- Others

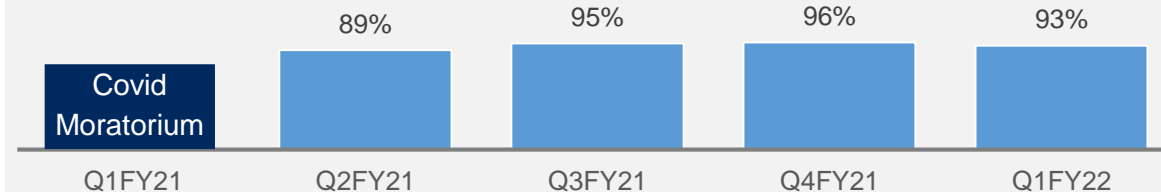


Preferred financier status with leading Auto OEMs

Dedicated, verticalized structures to focus on individual products & improved governance (e.g. Product head, NSM, Credit Head)

4 Strong focus on book quality & collections

Retail collections efficiency is back to **Pre-Covid** levels



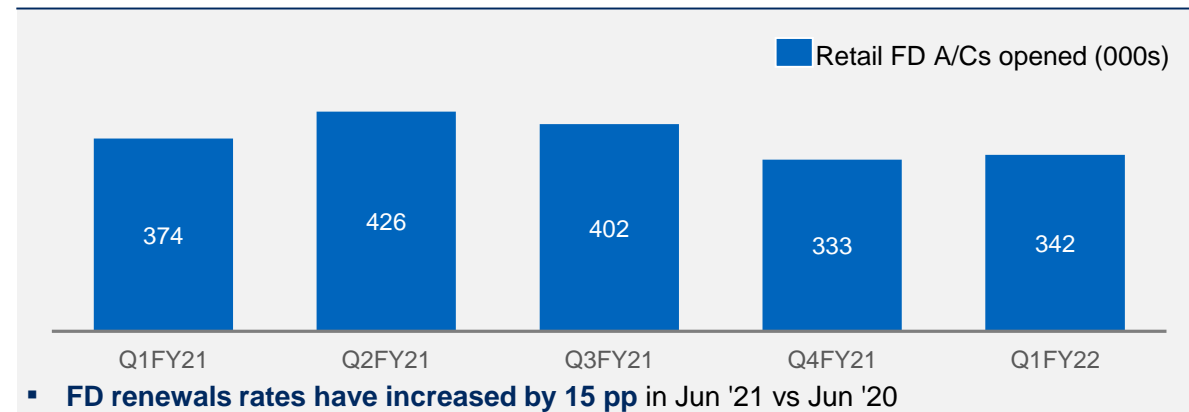
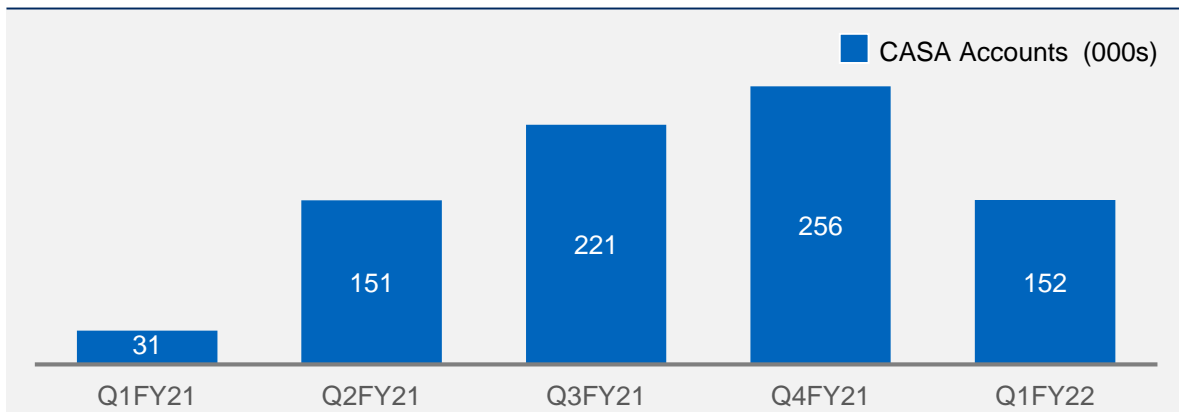
- High share of secured book - 87% with healthy LTV ratios:
 - Avg. LTV for Affordable Home Loan ~69%
 - Avg. LTV for LAP ~57%

¹ Split basis gross retail advances

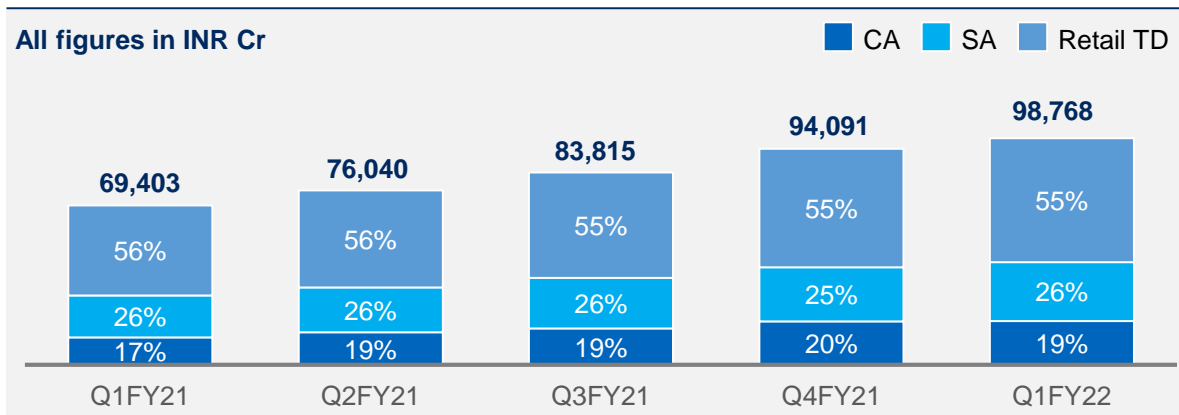
Retail Deposits: *Strong growth, improving deposit mix and productivity along with deepening customer relationship*



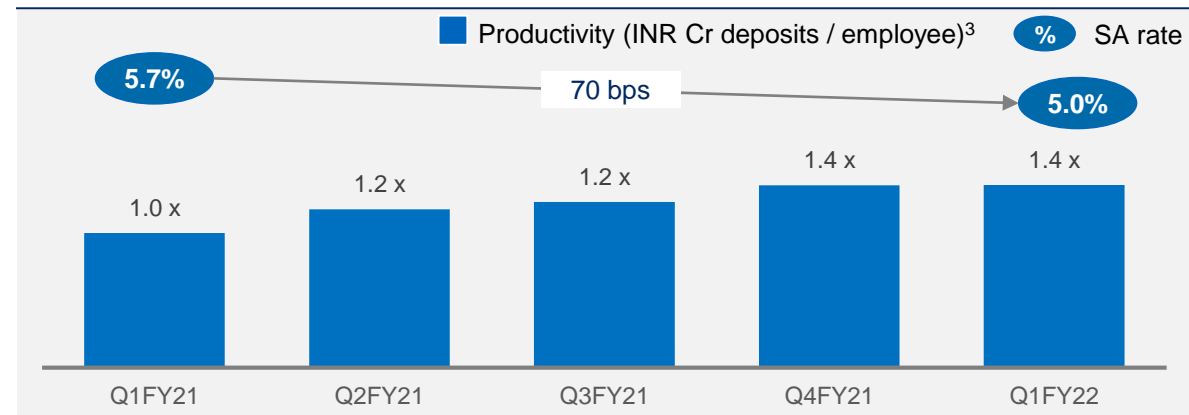
1 Strong run-rate in numbers of accounts acquired, weighed down by Covid in Q1FY22...



2 ... along with healthy deposits book growth¹



3 Growth has come via productivity gains, despite reduction in SA rates *



¹ End of period balances

² Average Ticket Size basis average monthly balances

³ Value of deposits comprises of CASA and Retail TD. Employee count is the total number of YES BANK employees.

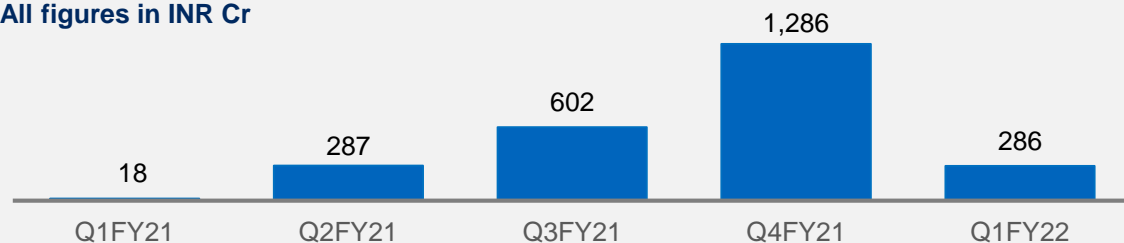
* Weighted Average SA Rate

Rural Assets: Deepen the penetration in emerging rural markets & generate Agri PSL



1 Reduced business originations (disbursements) due to COVID 2nd wave

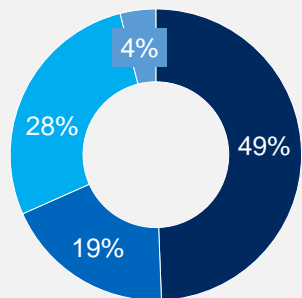
All figures in INR Cr



- 100% book qualifies under **granular PSL lending**
- Product suite to cater to all segments** of semi urban/ rural ecosystem
- Parameterized lending** in the granular book for faster disbursements

2 Capturing Rural value chain with geographic diversification

Book Split (value) by segments



Book size : INR 3,264 Cr

- JLG financing
- MFI lending
- Farmer financing (KCC + Farm Mechanization)
- MSME financing
- Diversified portfolio** across ~230 districts in 15 states
- Rich pedigree of working with credible BC partners**
- Grid based framework for MFI lending** (Parameters include AUM size, capital adequacy, external rating, delinquency, diversification etc)

3 2nd wave impacted JLG book, however Farmer Financing Book remains robust

- High quality farmer financing** book with NPA < 0.15%
- NPA under JLG financing stands at ~6% of total book respectively (inline with the microfinance industry standards). **NNPA <0.4% in the book generated post-COVID** (disbursements on or after April 1, 2020; constitute 67% of total book)
- Collection efficiency in JLG book impacted due to 2nd wave & state wide lockdowns, especially in May & June. **Expected to return to normalcy by August**
- On ground portfolio monitoring/** trigger based monitoring by an independent risk monitoring team

4 Analytics for expansion towards paperless processing

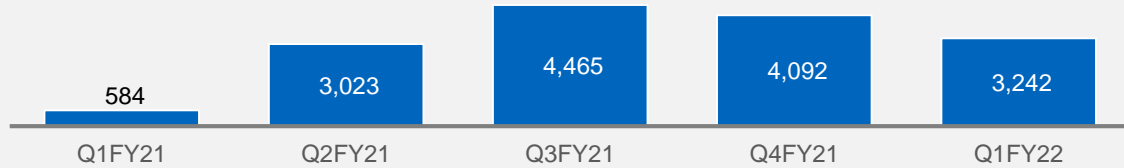
- Digital & Analytics to **enhance customer experience / reduce TAT**
 - Digital on-boarding**, dedicated LMS for rule based sanctions & disbursements and **geo-tagged based monitoring**
 - Usage of Bureau data** up to PIN code level for geographical expansions & periodic portfolio scrub to monitor portfolio health
 - Leveraging Fintech/ digitechs for underwriting and risk management

Small & Micro Enterprises: *Granular book creation with a solution led approach*



1 Steady momentum in disbursements¹ despite Covid-19 headwinds

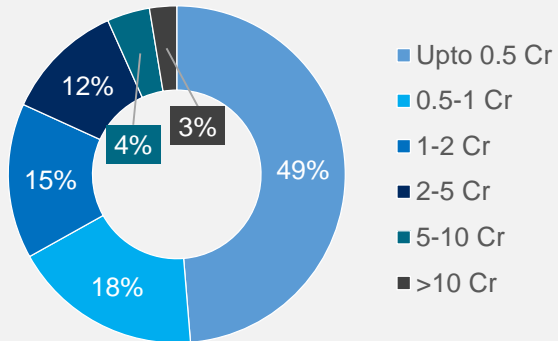
All figures in INR Cr



- **Dedicated teams** for sharper focus in business originations & portfolio management
- **100% business originations** from internal channels
- **Parameterized lending** enabling faster credit decisioning

2 High quality & well diversified granular book

Book Split (value) by segments

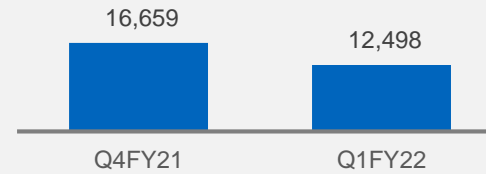


- Reduced **concentration risk**
- **Portfolio secured by collateral** in addition to primary security of stock & book debts
- **Customer churning and portfolio utilization** at pre-covid level - reflecting portfolio strength.

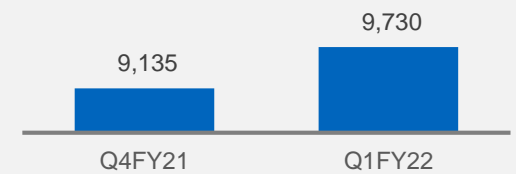
¹ Includes Limit Setups

3 Pivotal shift from “Lender” to “Solutions provider”

Cross Sell (Units)



Liability Book (INR Cr)



- Revamped MSME **customer value proposition - Power of “5”**
- **Dedicated Service RMs** for relationship deepening **across trade, retail cross-sell**
- **Virtual RMs assigned** to enable customers to auto-renew / enhance and provide basic services
- **Comprehensive borrower assessment** : Retail asset offering at the time of business banking loan disbursement (Industry first initiative)

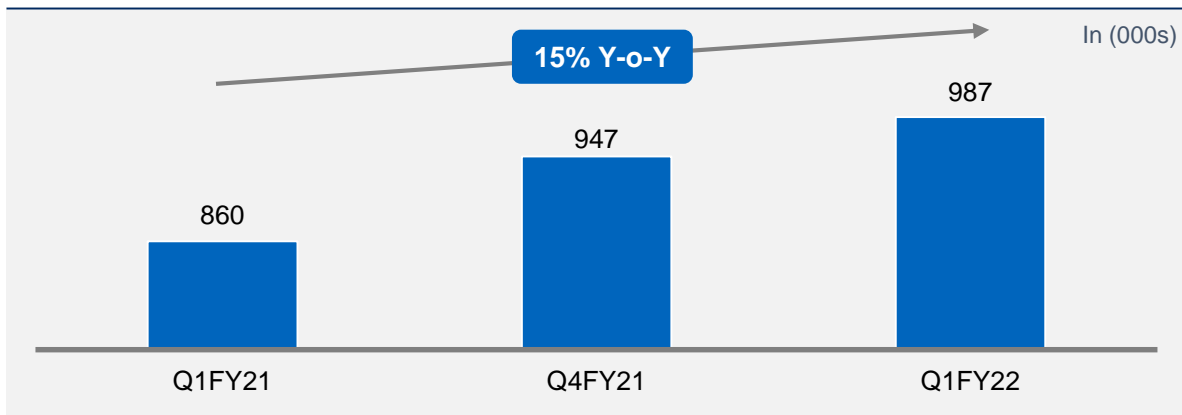
4 Digital and Analytics at fulcrum of the franchise

- Digital & Analytics to enhance customer experience / reduce friction
 - Analytics driven prospective **client identification**
 - **Digital Lending Platform** - Seamless customer approval experience
 - **Self-assist digital tools** - MSME App, Trade-On-Net, FX Online, etc.
 - **Robust EWS framework** - early identification of incipient sickness & support frontline in remedial management

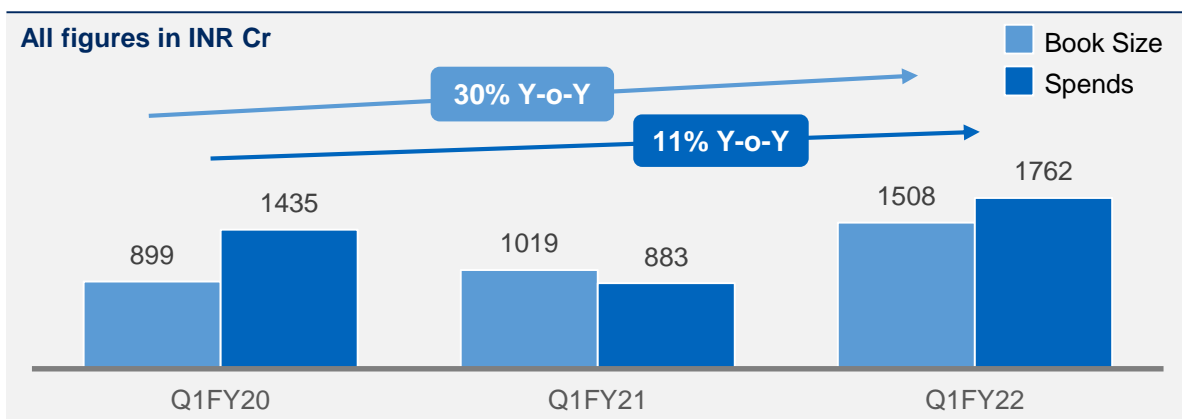
Credit Cards: Strong growth in cards base coupled with improvement in spends and book growth



1 Strong growth in total cards base



2 Book & Card spends have grown consistently



Differentiated Product Offering, Focused digital initiatives, Partnerships and

3 Alliances

- **Comprehensive suite of 16 Products covering Consumer and Commercial Cards**
- **Most rewarding Rewards Platform, allowing customers** to share & adjust reward points against statement outstanding with Reward Points that never expire
- **Best Foreign Currency Markup** on select card variants & **Hosted on most stable technology platform Vision+ (Fiserv) and Falcon** (risk monitoring platform)
- **32.4% of the cards were issued through end-to-end digital process in Q1'22**
- **Digitization of value-added offerings through self-service portal** to enhance customer experience
- Partnerships with Fintechs and affiliates to bolster distribution outreach

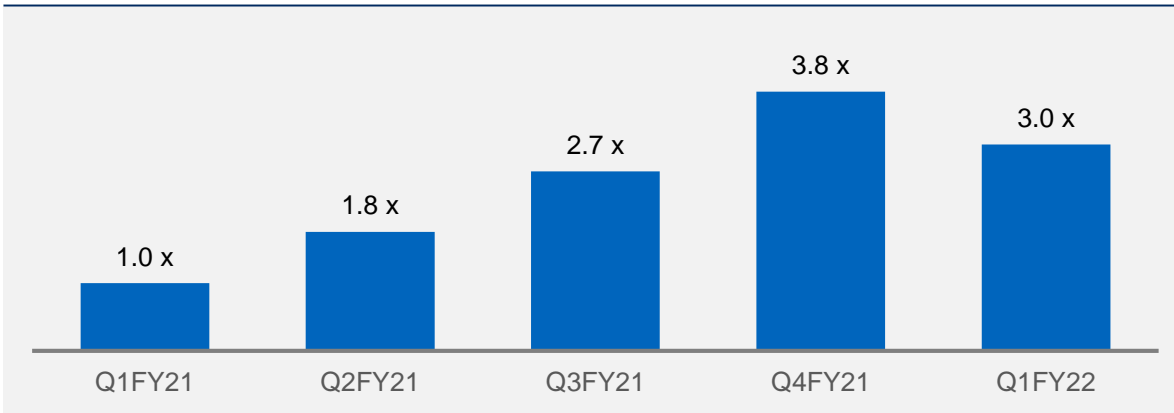
4 RBI Circular's Impact & YBL Response

- Restrictions on Mastercard Asia / Pacific Pte. Ltd. (Mastercard) from fresh on-boarding w.e.f. July 22nd 2021
 - No Impact on existing 987K Credit Cards in force
 - YBL to onboard NPCI and VISA
 - Issuance to restart in 90-120 Days
 - No negative short term impact on P&L
 - Long term impact will be covered through accelerated sourcing
 - No impact on Debit Cards

Wholesale Banking: *Strong growth in transaction banking and granularization of incremental lending book*

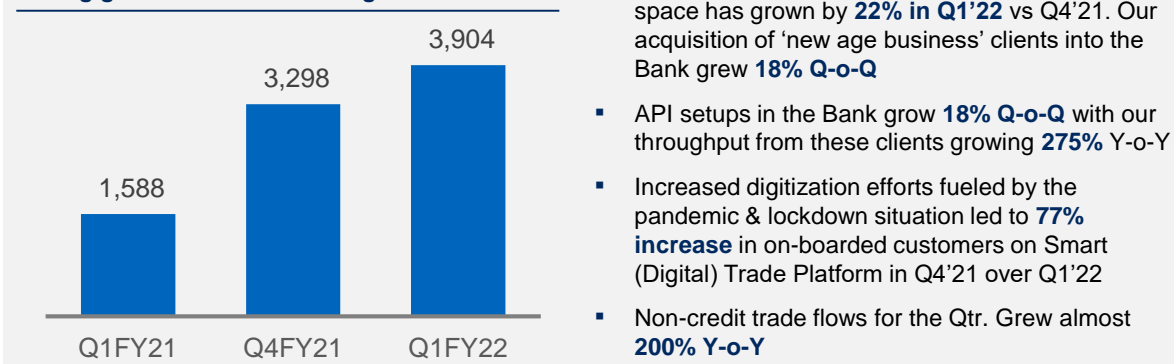


1 Book has seen strong growth in non-credit throughput

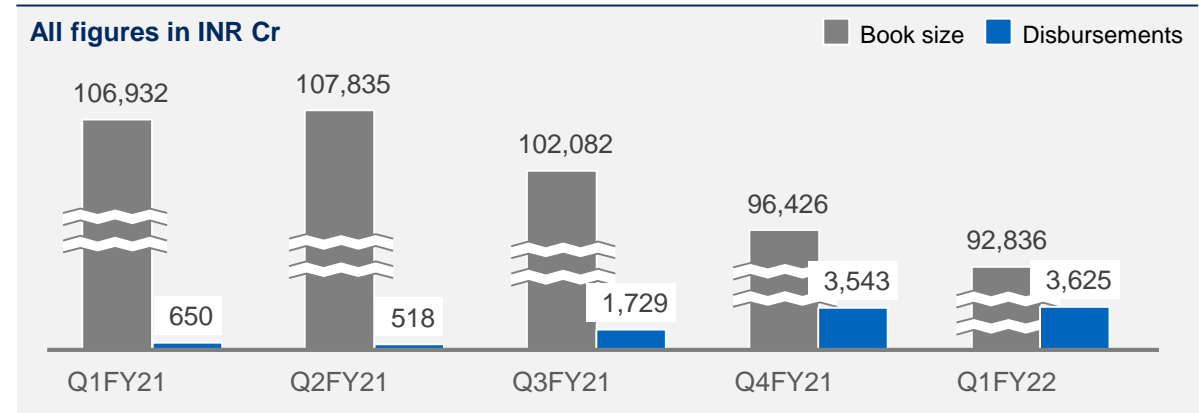


2 ... on the back of an industry leading API banking and tech stack & focus on both anchor corporates, fin-techs and partners

Strong growth in total API integrations...



3 Advances book has been consciously de-bulked & de-risked while increasing the granularity of disbursements for corporate & medium enterprises



4 Systematic degrowth of Covid exposed sectors

Top 5 sectors driving significant alteration in the Wholesale Banking advances book

Reduction in Net Advances

Commercial Real Estate

Electricity

Iron & Steel

Increase in Net Advances

NBFC

HFC

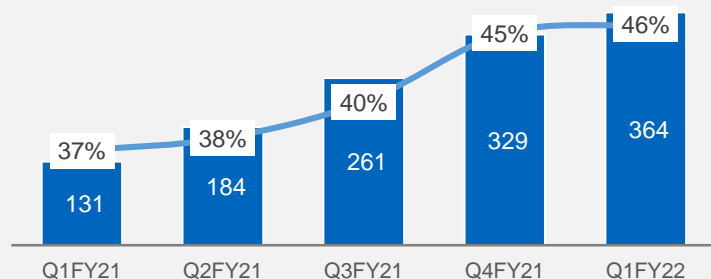
Continuous leadership and innovation in payments



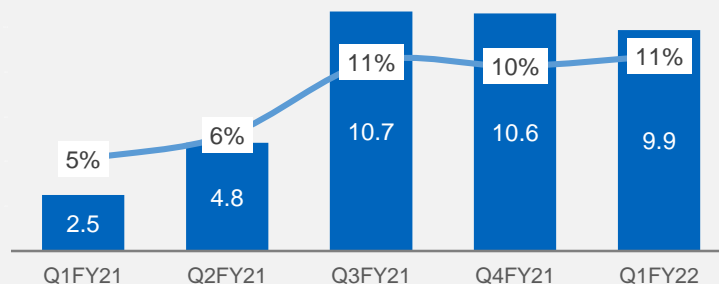
1 Strong market position across key digital payment products

— Market share (by vol.) ■ #Transactions (Cr)

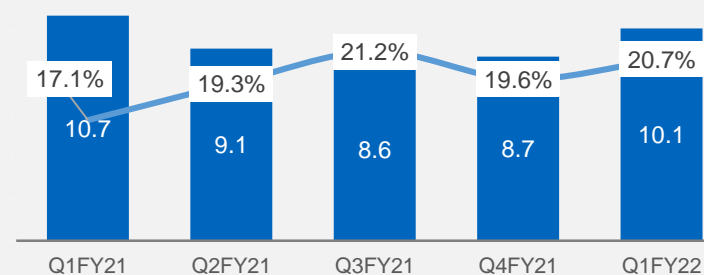
46% market share in UPI payments



#1 remitter bank for IMPS txns²



Sustained performance in AEPS¹



2 Significant traction on digital product innovations



Registered
Users: **22+** Lacs
Txn Val : INR **87,017** Cr



Registered
Users: **20+** Lacs
Txn Val : INR **23,457** Cr



Interactions: **1.2+** Cr
#Txn processed : **~2.5** Lacs



#Txn processed: **~0.82** Cr
Txn Val : INR **3,300** Cr

API Banking Leadership

3,900+ set ups done for customers so far
95%+ of CMS throughput from Digital only channels

¹ Based on 'off-us' transactions
² As Per NPCI among peer banks

Modern and Scalable digital & analytics stack already creating significant value across the bank

Continued focus on building industry leading solutions

- **Industry leader and pioneer of cloud-native API Banking platform** - integrated with **3,900+** ecosystem partners
- **Launched Yes Connect** – a bouquet of standalone and integrated B2B finance solutions with 10+ partners
- **Loan in Seconds** platform for end-to-end digital loans to bank's retail customers for 4 products (PL, BL, AL, LAS)
- **Chatbot with scorecard integration** for real time approval of retail loans at solicitation stage
- **99.7% success rate on UPI transactions¹**

New age analytics platforms and monetization trajectory

- **15+ high priority analytics** use-cases have delivered an incremental value of **INR 2,200 Cr** in FY 21
- **Scalable Hadoop clusters** setup for running industrialized use-cases
- **Personalization infrastructures enabled with AI/NLP** processing over **120 Mn monthly transactions**
- **Centralized Data, Analytics and Governance (CDAG)** team setup; **Bank has recruited 300 profiles** with technology, product, digital or analytics background to strengthen our digital leadership

Innovations to drive step change in productivity

- **AI/ML driven CRM platform** used by **100%** of frontline - Yes Genie
- **200+ bots delivering** automated workflows, reconciliation and robotization of ~66 processes
- **12+ cross-functional garages instituted to reimagine key journeys** at the bank
- **Digital platforms for Paperless sourcing and processing** of retail loans from channel partners

Strong people focus: Stable leadership with focus on up-skilling talent, objective performance management & enabling employee flexibility



Stable & highly experienced leadership team



- **Top Management with average vintage of 9 years** within the bank combined with new talent from the industry
- YES Bank has been **ranked No. 2 amongst Large-Sized Banks** in the Best places to work in India 2021 awards, conducted by AmbitionBox.com

Investing in the right skillset & talent



- Dedicated capability building function – **Yes School of Banking** focusing on role and skill-specific training and certifications – **22,236 person days** covered in Q1FY22
- During Q1FY22, the Bank **has recruited 95 profiles with technology, product, digital or analytics background** to strengthen our digital leadership

Re-aligned compensation and HR processes

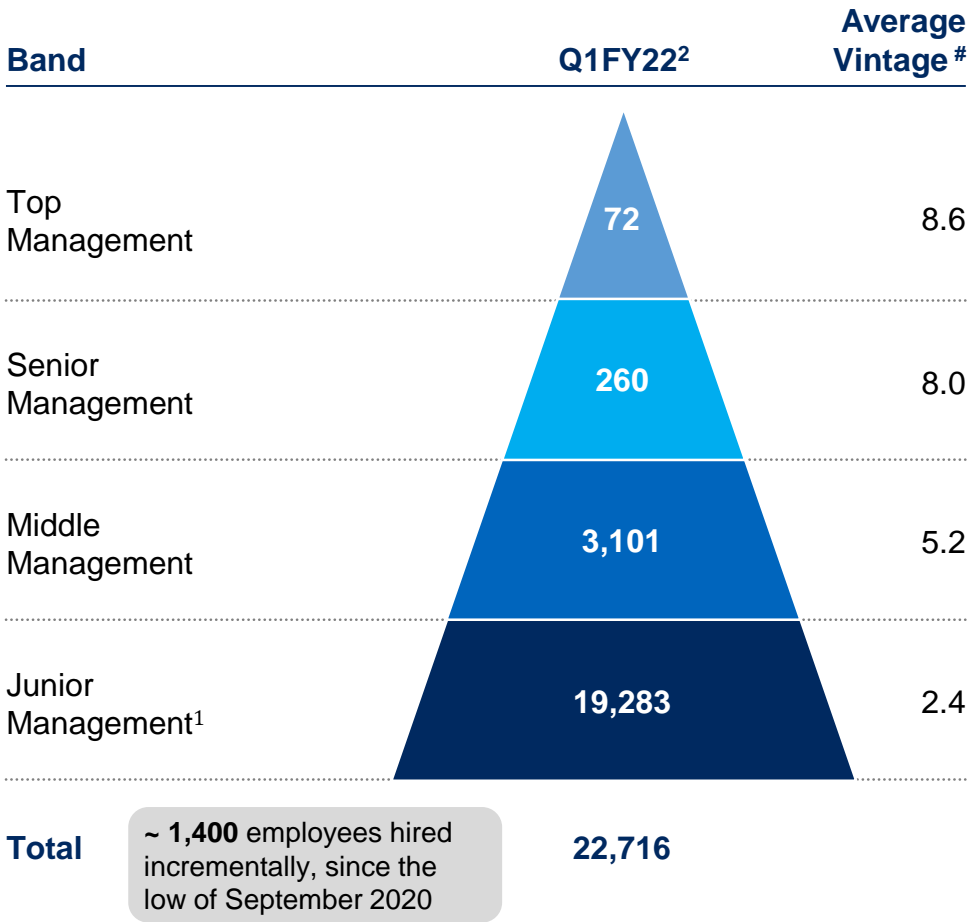


- Completed the appraisal cycle, including issuing increment letters for around 20,000 employees in 1st week of April 2021
- **Significant proportion** of top and senior management compensation made variable and linked to **long term performance of the bank**
- **Revamped performance evaluation process** - Transitioned to committee based approach for Annual Performance Review decisions

Employee flexibility- Hybrid working models



- Hybrid working models under the Bank's **Working from Anywhere (WFA) policy** have been enabled for employees
- Phase wise WFA transition being enabled during current FY
- Over 75% of YES BANK employees have been administered 1st Dose of the vaccine



1. The General & Junior Management bands have been amalgamated into one band – Junior Management
 2. Data as on March 31, 2021

Responsible franchise committed to a purposeful ESG agenda



Key Highlights

First Bank globally to have 732 facilities under its ISO certified 14001:2015 Environmental Management System

Only Indian Bank to commit to developing a science-based emission reduction target by 2021 and sign the Commitment to Climate Action

First & only Indian Bank to be included in DJSI Emerging Markets for four consecutive years (2015-2018) & FTSE4Good Emerging Index for three consecutive years (2017-2019)

Disbursed over INR 10,700 cr to women Self Help Groups (SHGs) and Joint Liability Groups (JLGs) reaching over 10.5 lakh women through YES LEAP



- 1 Addressing Climate & ESG Risk**
Adopted an Environment and Social Policy (ESP), integrating E&S risks into overall credit risk assessment framework
- 2 Reducing carbon footprint**
Eliminated single-use plastic and switched to procuring 100% recycled paper (A4) for internal operations, across India
- 3 Enhancing governance & disclosures**
Sustainability report aligned with the best global disclosure practices.
- 4 Engaging stakeholders**
Only Indian Bank to be a **member of Informal Working Group (IWG) for the Task Force on Nature-related Financial Disclosures (TNFD)**
First and only Indian Bank to be a Founding Signatory to the UNEP FI Principles for Responsible Banking (PRB)
- 5 Promoting sustainable finance**
Launched India's **first Green Bond** and first **Green Fixed Deposit**
- 6 Presence on ESG-Indices**
Rated A- (Leadership Band) by CDP for 2019 & 2020 Climate Change disclosures
Awarded 'Prime' Status by ISS ESG (previously OEKOM Research Ag) (2018- 2020)

Contents



YES BANK – Quarterly Update

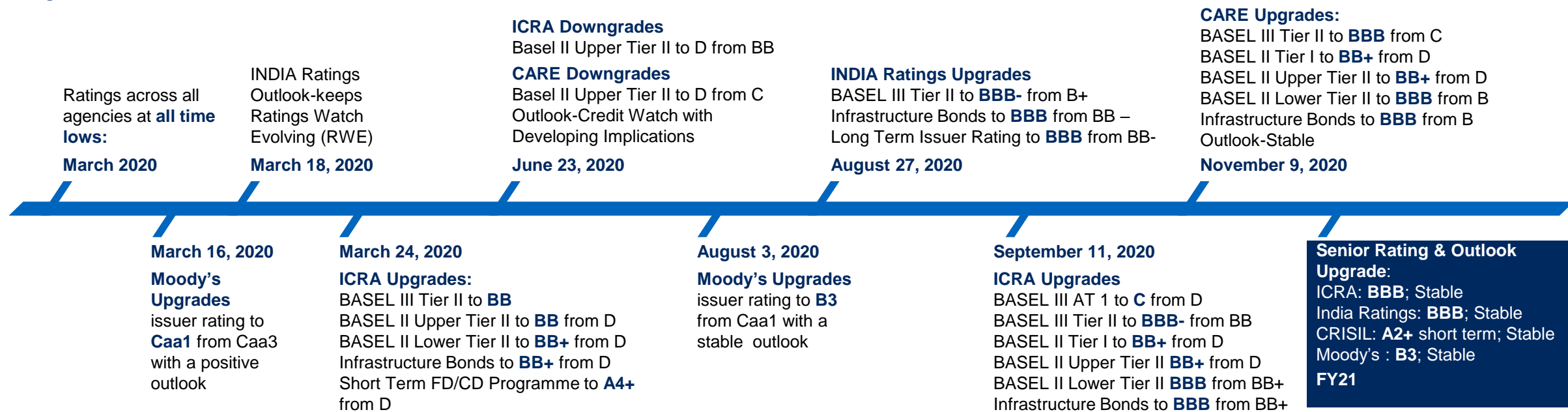
YES BANK Franchise

Annexure

Credit Rating



All figures in INR Cr



| International Rating | Long-term | | | | | | Outlook | Short-term |
|---------------------------|-----------|---------|----------|-------|-------|-------------|---------|------------|
| Moody's Investors Service | B3 | | | | | | Stable | 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 | | | |
| CRISIL | | BBB | | | | BBB | Stable | A2+ |
| ICRA | C | BBB- | BB+ | BB+ | BBB | BBB | Stable | |
| India Ratings | | BBB- | | | | BBB | Stable | |
| CARE | | BBB | BB+ | BB+ | BBB | BBB | Stable | |

Last update is dated June 23, 2020-before the FPO

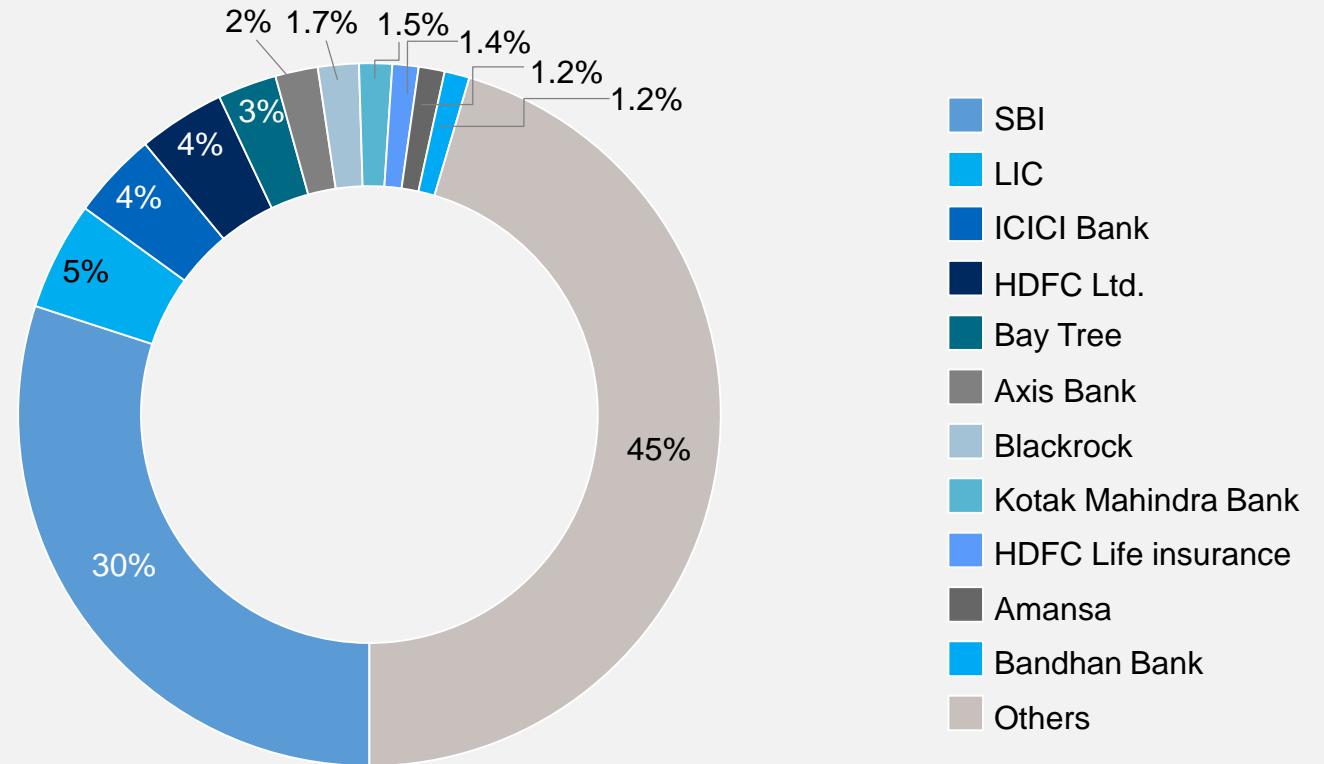
^ Brickworks Rating has been withdrawn due to redemption of instruments

Strong Investor base

Well diversified Investor base:

| Category | % O/S |
|------------------------|---------------|
| Financial Institutions | 39.3% |
| Individuals | 34.3% |
| FII's | 10.5% |
| Body Corporates | 7.2% |
| Insurance Companies | 5.5% |
| Others | 3.2% |
| TOTAL | 100.0% |

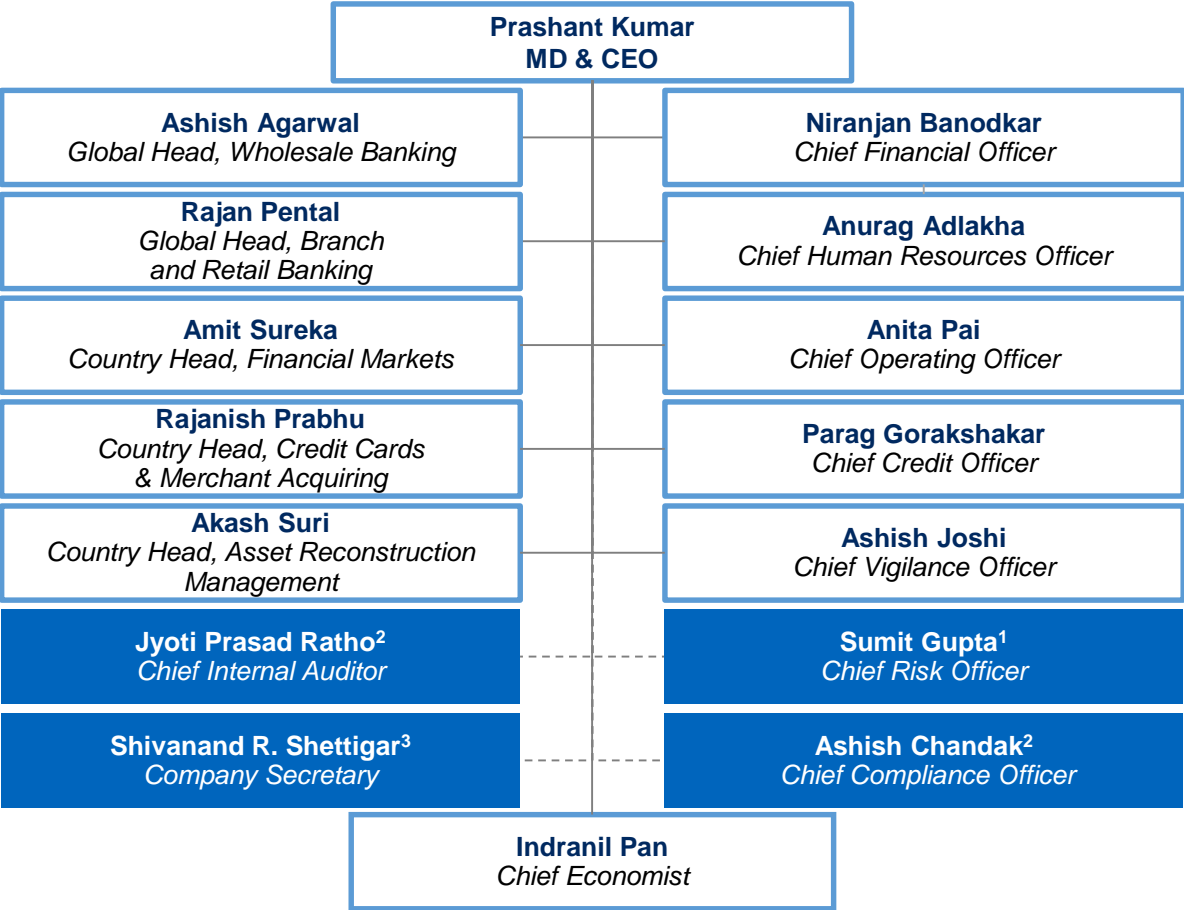
Shareholding Pattern as on June 30, 2021



Robust Governance Structure



Simplified Organization Structure



1. Reports directly to the Risk Monitoring Committee of the Board
2. Reports directly to the Audit Committee of the Board
3. Reports directly to the Chairman of Board

Eminent and Experienced Board



Sunil Mehta
Non-Executive Chairman



Prashant Kumar
Managing Director & CEO



Mahesh Krishnamurti
Non-Executive Director



Atul Bheda
Non-Executive Director



Rama Subramaniam Gandhi
Additional Director (appointed by RBI)



Ananth Narayan Gopalakrishnan
Additional Director (appointed by RBI)



V. S. Radhakrishnan
Non-Executive Director-Nominee
Director-State Bank of India



Ravindra Pandey
Non-Executive Director-Nominee
Director-State Bank of India



Thank You

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