

# INVESTOR PRESENTATION

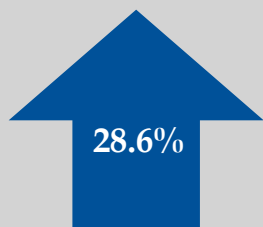
Q4FY12 & FY12 Update



# Financial Highlights for Q4 FY12

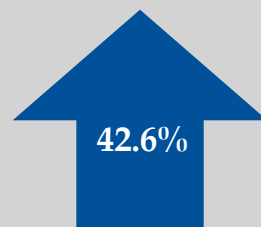
NET INTEREST INCOME

₹ 4,482 Mn.



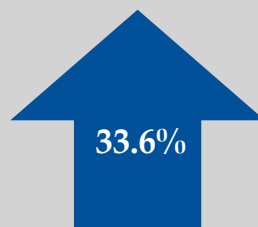
FEE INCOME

₹ 2,664 Mn.



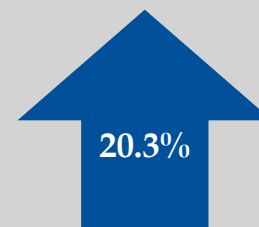
NET PROFIT

₹ 2,718 Mn.



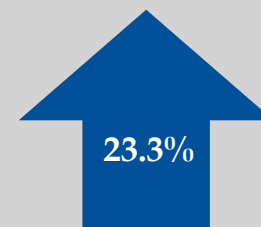
CUSTOMER ASSETS

₹ 461,199 Mn.

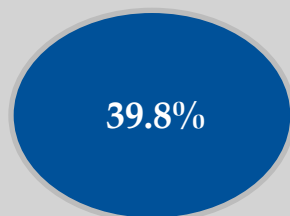


SHAREHOLDER'S FUNDS

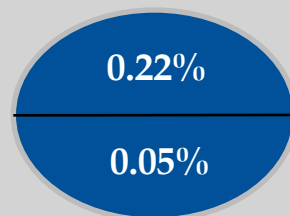
₹ 46,766 Mn.



COST/INCOME RATIO

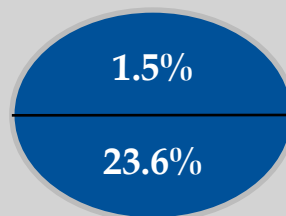


GROSS NPA



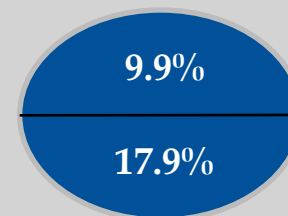
NET NPA

ROA



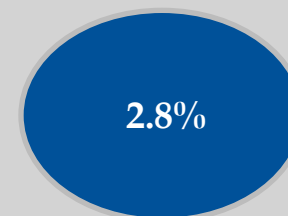
ROE

TIER I



TOTAL CAPAD

NET INTEREST MARGIN



✓ Basic EPS of ₹ 7.71 and Diluted EPS of ₹ 7.55

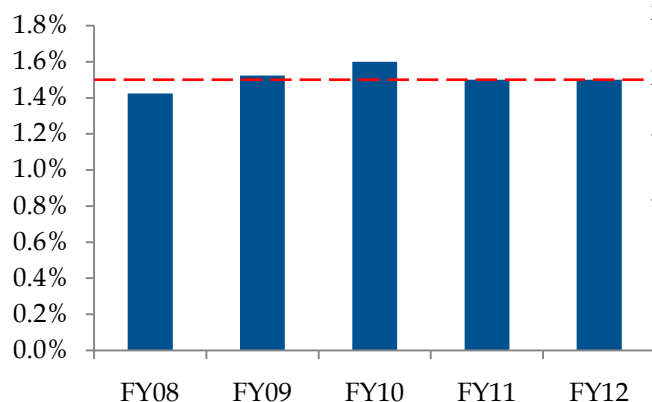
✓ Book Value of ₹ 132.5

✓ CASA grew at 55.6% y-o-y to ₹ 74.0 billion as at Mar 31, 2012 and CASA ratio has increased to 15.0%

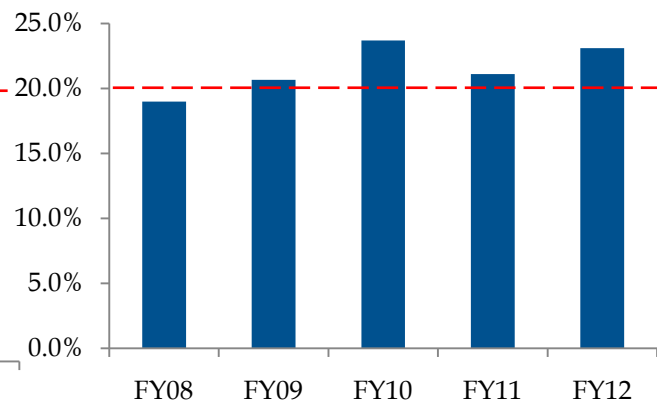
CASA growth of 25.0% during the quarter; SA increased by 108.2% Q-o-Q

# Key Metrics

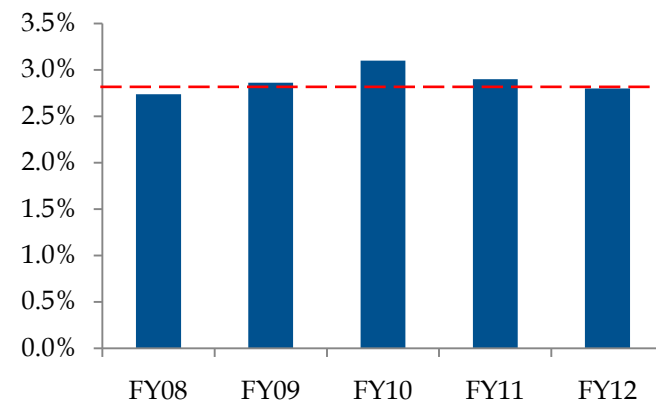
**Return on Assets (RoA)**



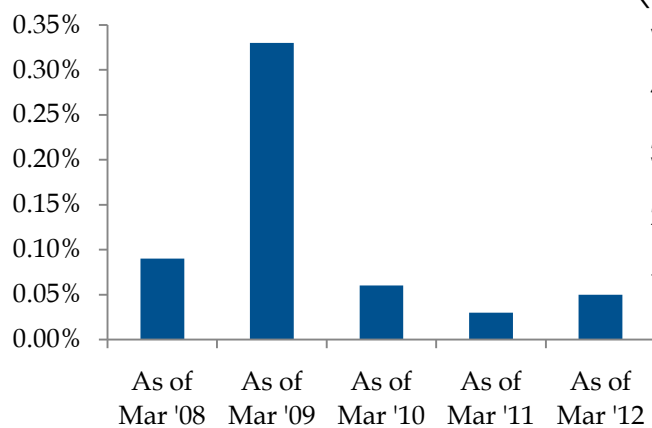
**Return on Equity (RoE)**



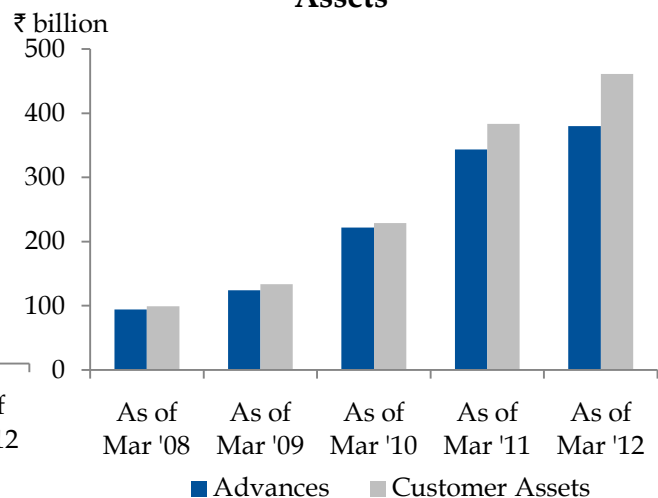
**Net Interest Margin (NIM)**



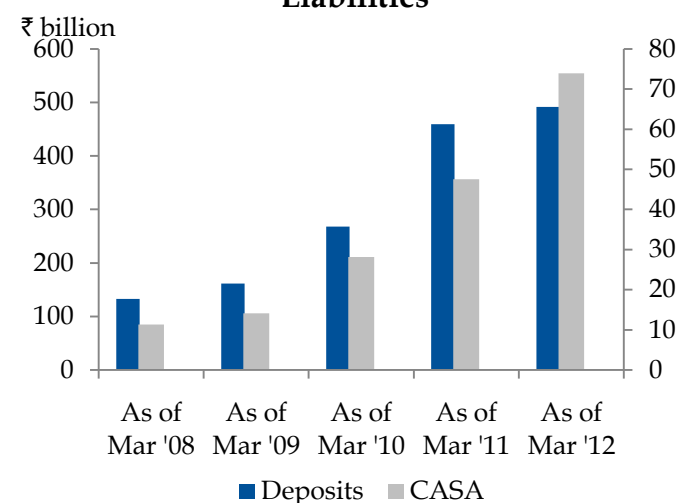
**Net NPA**



**Assets**



**Liabilities**



**Bank has delivered consistent performance in key financial parameters across a business cycle & on an increasing base**

# Income Statement Highlights – Q4 & FY12

## Q4 & FY12 - Revenue and Profit growth

₹ Million	Q4FY12	Q4FY11	Growth	Q3FY12	Growth	FY12	FY11	Growth
Net Interest Income	4,482	3,485	28.6%	4,276	4.8%	16,156	12,469	29.6%
Non Interest Income	2,664	1,868	42.6%	2,114	26.0%	8,571	6,233	37.5%
<b>Total Net Income</b>	<b>7,146</b>	<b>5,353</b>	<b>33.5%</b>	<b>6,390</b>	<b>11.8%</b>	<b>24,728</b>	<b>18,702</b>	<b>32.2%</b>
Operating Expense	2,842	1,865	52.4%	2,402	18.3%	9,325	6,798	37.2%
<b>Operating Profit</b>	<b>4,304</b>	<b>3,488</b>	<b>23.4%</b>	<b>3,988</b>	<b>7.9%</b>	<b>15,402</b>	<b>11,904</b>	<b>29.4%</b>
Provisions & Contingencies	285	433	-34.2%	224	27.4%	902	982	-8.1%
Provision for Tax	1,301	1,021	27.4%	1,224	6.3%	4,730	3,650	29.6%
<b>Profit After Tax</b>	<b>2,718</b>	<b>2,034</b>	<b>33.6%</b>	<b>2,541</b>	<b>7.0%</b>	<b>9,770</b>	<b>7,271</b>	<b>34.4%</b>

## Non Interest Income Breakdown

	Q4FY12	Q4FY11	FY12	FY11
Transaction Banking	26.3%	35.0%	27.6%	30.1%
Financial Markets	25.8%	12.9%	21.3%	16.3%
Financial Advisory	38.3%	41.3%	42.4%	43.4%
Retail Banking Fees & Others	9.6%	10.8%	8.7%	10.1%

**Robust growth in NII of 28.6% & Non-interest Income of 42.6% resulting in healthy PAT growth**

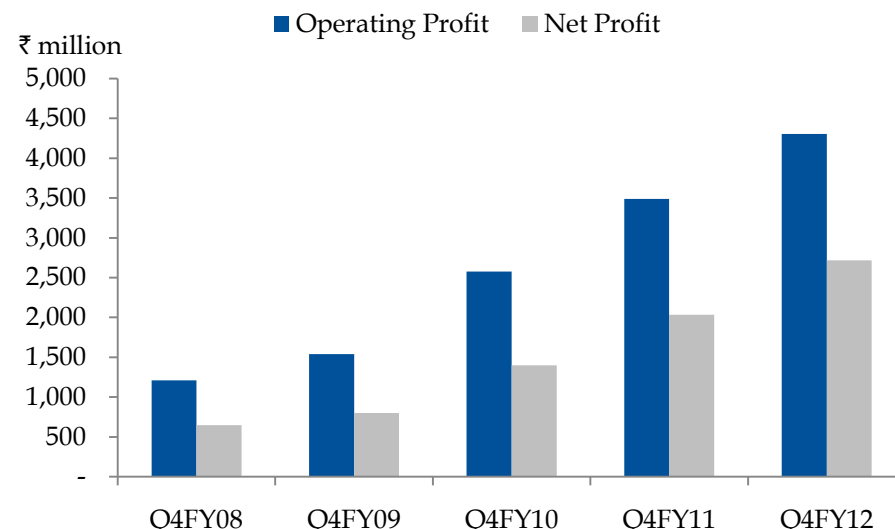
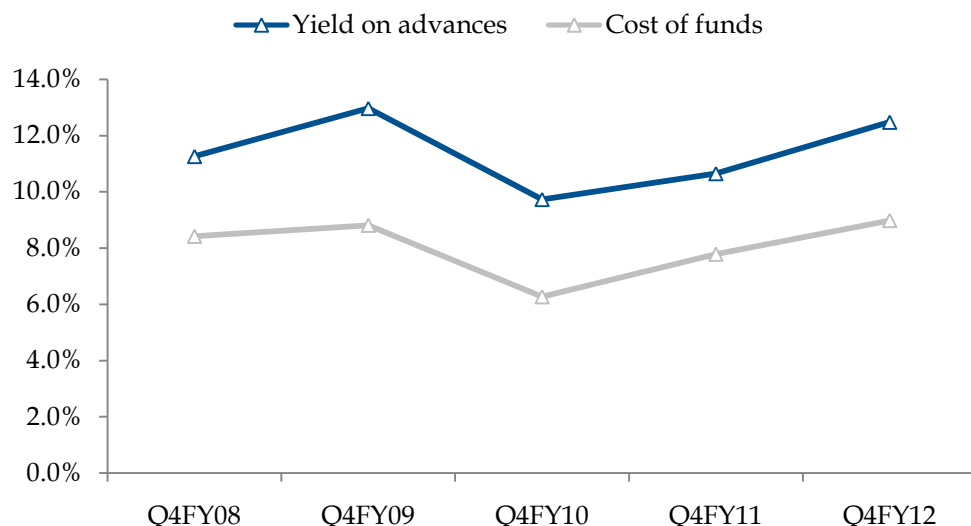
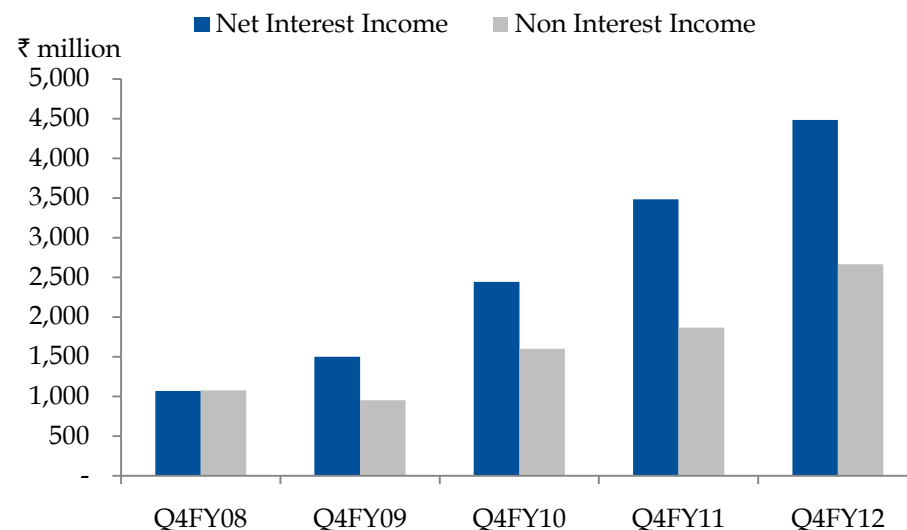
# Profit & Loss Highlights

## Steady growth in Net Interest Income (NII)

- Steady growth in NII on account of growth in Customer Assets & relatively steady margins
- NIM were steady at 2.8% for Q4 FY12

## Strong growth in Non Interest Income

- Non interest income grew at 42.6% to ₹ 2,664 million y-o-y on the back of continued growth in customer flows and cross-selling of products in Financial Markets, Financial Advisory, Transaction Banking, & Retail Banking Fees & Others



**Consistently generating superior shareholder returns – RoA  $\geq$  1.5% & RoE  $\geq$  20% over the past 4 years**

# Key Financial Highlights – Q4FY12

## Q4FY12 - Balance Sheet Growth

₹ Million	March 31, 2012	March 31, 2011	y-o-y growth
<b>Assets</b>	736,621	590,070	24.8%
Advances	379,886	343,636	10.5%
Investments	277,573	188,288	47.4%
Customer Assets	461,199	383,389	20.3%
<b>Liabilities</b>	736,621	590,070	24.8%
Shareholders' Funds	46,766	37,941	23.3%
Total Capital Funds	93,261	71,193	31.0%
Deposits	491,517	459,389	7.0%
CASA	73,921	47,509	55.6%

## Key Financial Performance Indicators

	Q4 FY12		FY 12	FY 11
RoA	1.5%		1.5%	1.5%
RoE	23.6%		23.1%	21.1%
Cost to Income	39.8%		37.7%	36.3%
NIM	2.8%		2.8%	2.9%
Net NPA	0.05%		0.05%	0.03%
EPS (₹ not annualized)	7.71		27.87	21.12
Book Value (₹)	-		132.5	109.3

PAT growth of 34.4% against Customer Assets growth of 20.3% reflecting increasing efficiency

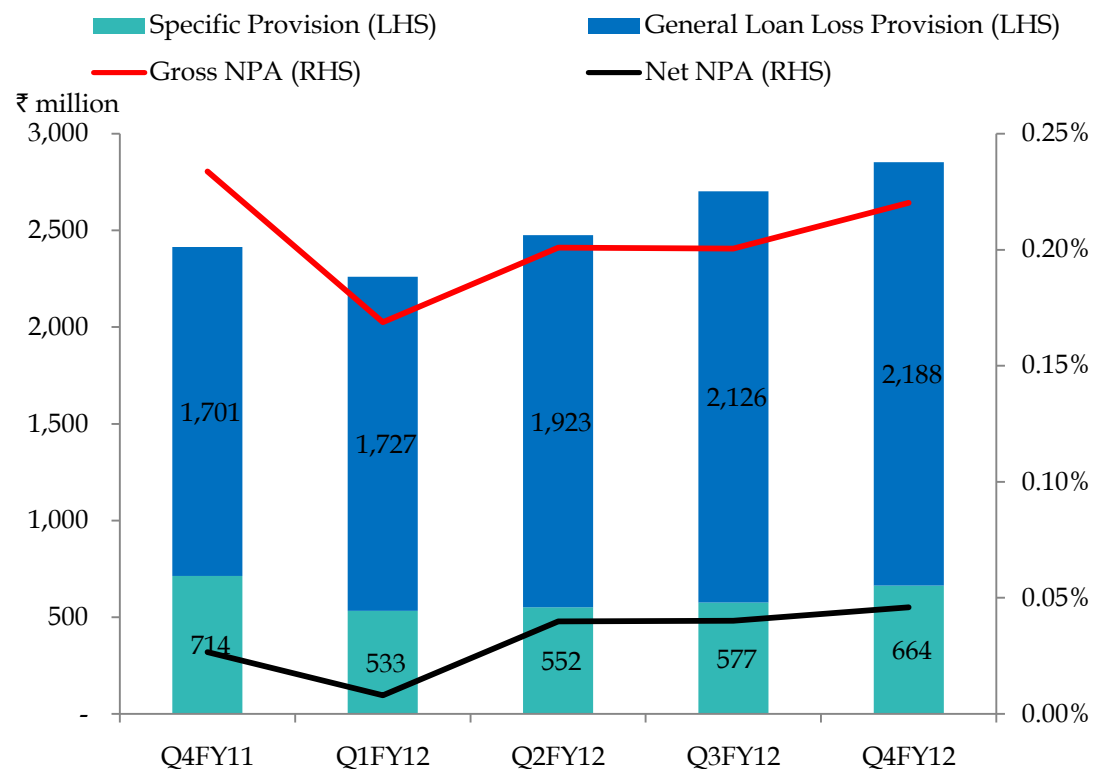
# Robust Capital Base & Healthy Asset Quality

## ✓ Capital Funds

- Healthy Capital Adequacy of 17.9% with Tier I of 9.9% as at March 31, 2012
- Total Capital Funds stand at ₹ 93.3 billion as at March 31, 2012 (₹ 71.2 billion as at March 31, 2011)

## ✓ Healthy Asset Book with Minimal Net NPAs

- Gross NPA at ₹ 839 million (0.22% of Gross Advances) and Net NPA at ₹ 175 million (0.05% of Net Advances) as at March 31, 2012 (0.23% and 0.03% respectively as at March 31, 2011)
- Specific provision at 79.2% and total provision at 341% of Gross NPA as at March 31, 2012
- Total restructured advances for the Bank is 0.53% of Gross Advances



Best in class asset quality, a manifestation of strong risk management processes

# Business Highlights in Q4 FY12

## ✓ Capital Raising Initiatives

- YES BANK raised USD 75 million 15 year Upper Tier II debt from IFC, a member of the World Bank Group.
- YES BANK successfully raised ₹ 1,500 million of Innovative Perpetual Debt Instrument - Tier I Capital, rated LAA- by ICRA & CARE AA- by CARE and ₹ 3,000 million of Lower Tier II Capital, rated LAA by ICRA and CARE AA by CARE, from Banks, Insurance Companies, Provident Funds & Financial Services Companies.

## ✓ Knowledge Initiatives

- YES BANK launched the Northern chapter of its knowledge initiative exclusively for CFOs across India called “YES BANK National CFO Forum” in the presence of the Chief Guest Dr. M Verrappa Moily, Hon’ble Union Minister of Corporate Affairs, Government of India.
- YES BANK and Hindu Business Line organized the 2nd Food and Agribusiness conclave in New Delhi on the theme “Ushering India’s Second Agri Revolution”, in the presence of the Chief Guest Prof. K.V. Thomas, Hon’ble Minister for Consumer Affairs, Food & Public Distribution, Government of India.
- YES BANK and the African Development Bank Group (AfDB) held a first-of-its-kind knowledge forum, a joint Indo-African Knowledge Exchange Forum on Regulation of Cross-Border Mobile Payments and Regional Financial Integration. The key note address at the forum was given by Dr. K. C. Chakrabarty, Deputy Governor, Reserve Bank of India.



The Institute  
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Excellence in Financial  
Reporting - Private  
Banks (including  
Cooperative Banks)  
2012

THE FINANCIAL EXPRESS

Awarded  
India’s No. 1  
New Private  
Sector Bank -  
2011



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



Best Private  
sector Bank –  
Special Jury  
Commendation  
2011



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



The Banker

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



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

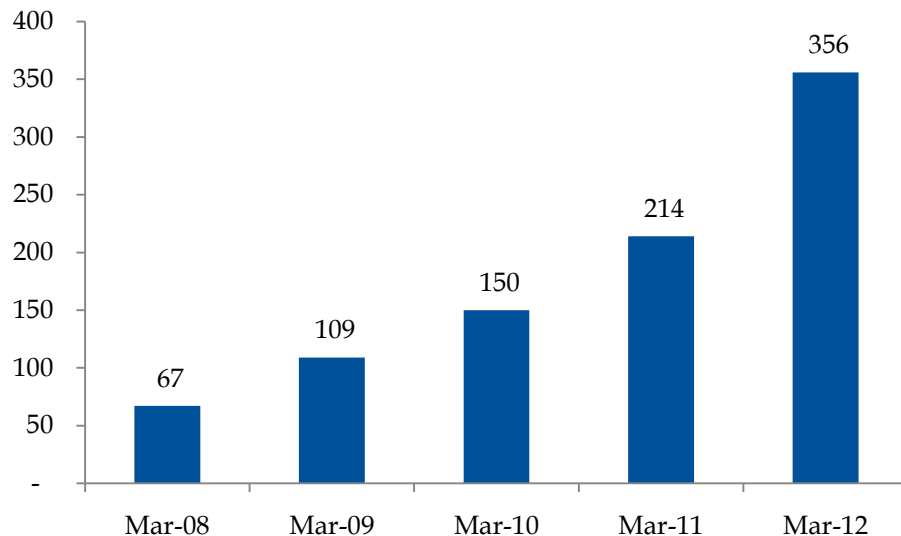


# Branch Expansion - Q4 FY12

## ✓ Expansion of Distribution network

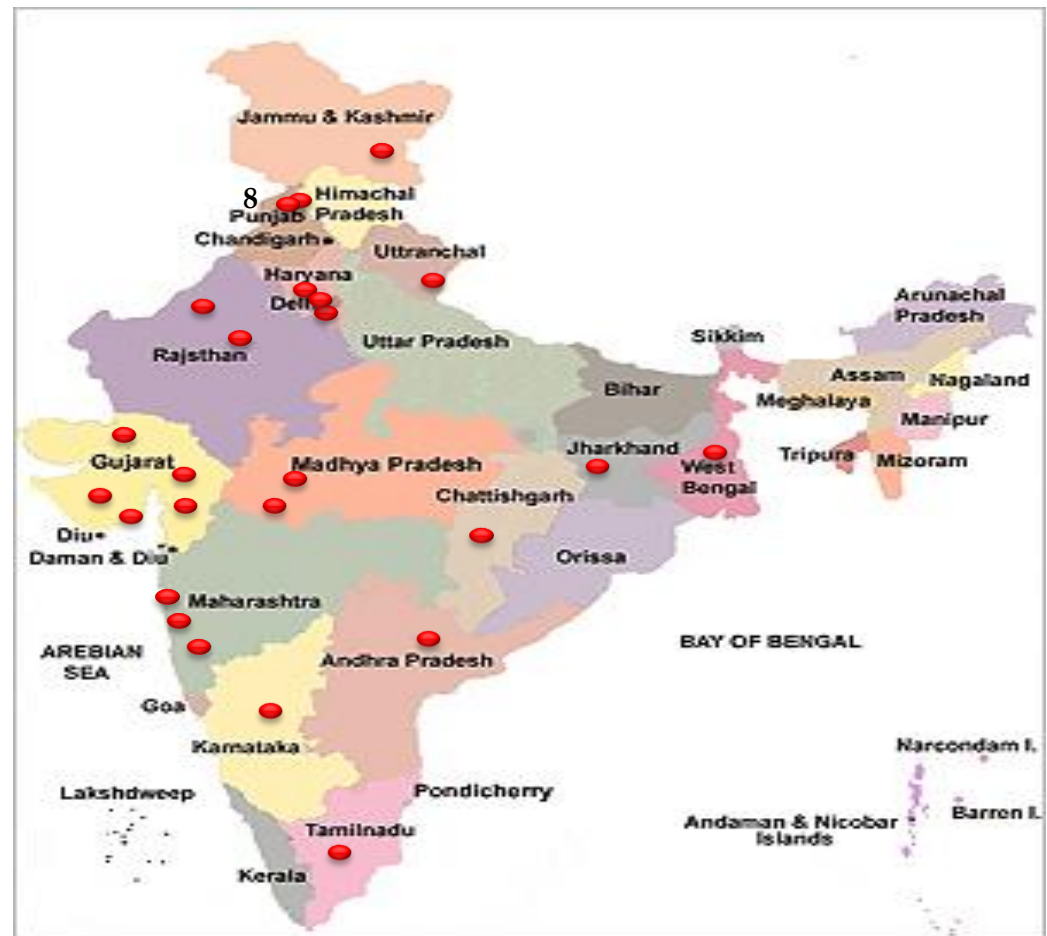
- 356 Branches across key liability corridors up from 214 as of March 31, 2011 - Mapped locations for expansion to 900 by March 2015
- ATM Network of 606 with 359 ATMs added in FY 12
- Hub and Spoke model for faster maturity and greater efficiency of branches
- Service oriented strategy; expansion in Tier II - VI cities

Number of Branches



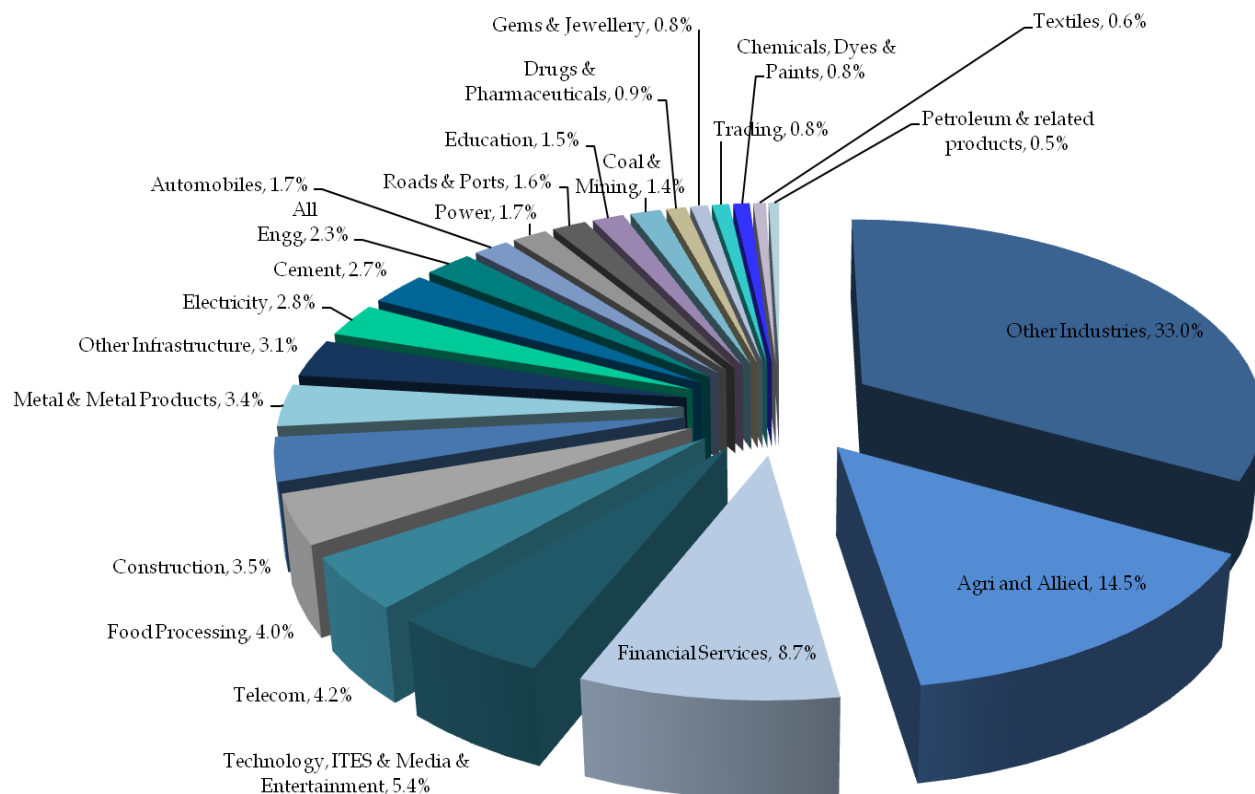
## Branch Expansion Plan

- ✓ Initial focus on North & West Regions (Liability rich corridors)
- ✓ 12 regions - 51 Clusters (Hubs)



## Increasing diversification of Advances Book

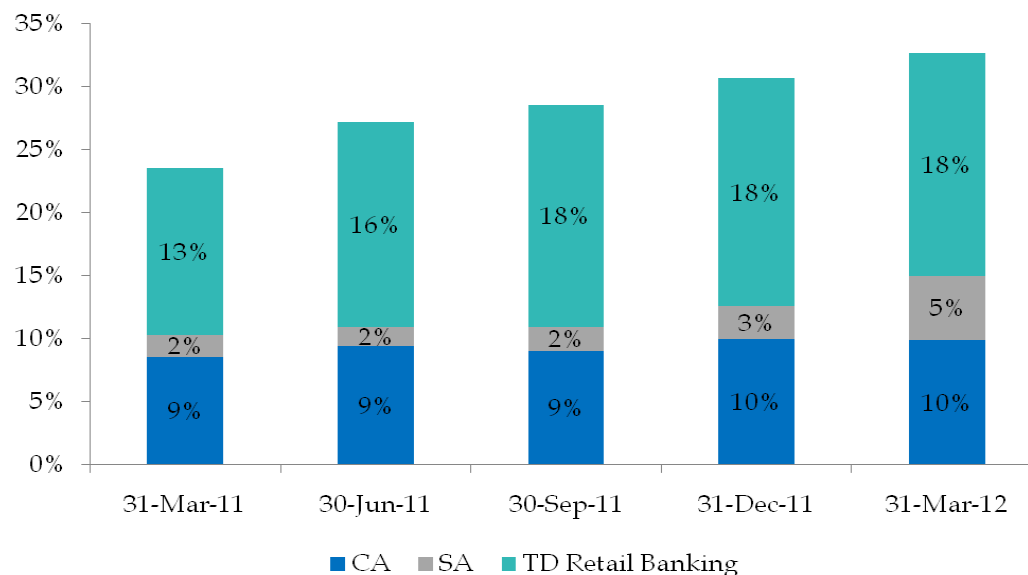
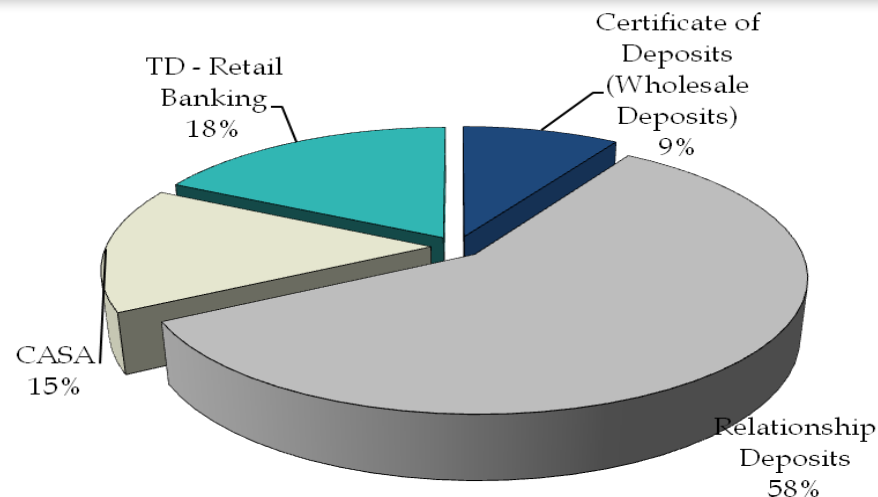
- Break-up of the total Loans as at March 31, 2012 was as follows - Corporate & Institutional Banking (Large Corporates) - 60.2%, Commercial Banking (Mid-sized Corporates) - 21.6% and Retail Banking (including MSME) - 18.2%. The Bank has continued to increase granularity, in line with Version 2.0 targets.



\* Industry wise break-up of Customer Assets

# Well-diversified Liability Franchise

- ✓ Diversified, granular and sticky deposits mix from multiple sources
- ✓ Retail Banking Liabilities (CASA + Retail Banking FDs) up from 23.5% of Total Deposits as of Mar 31, 2011 to 32.7% as of Mar 31, 2012.
- ✓ Retail Banking deposits increased 43.5% y-o-y to ₹ 87.0 billion.
- ✓ Consistent growth in number of liability accounts (from both retail and corporate segments); total deposits grew by 7.0% y-o-y to ₹ 491.5 billion as at Mar 31, 2012.
- ✓ CASA deposits grew 55.6% y-o-y to ₹ 74.0 billion as at Mar 31, 2012. CASA ratio increased to 15.0% as of Mar 31, 2012.
- ✓ Robust growth of 206.4% in SA deposits to ₹ 25,038 million while CA deposits grew 24.4% to ₹ 48,956 million as of Mar 31, 2012.
- ✓ Wholesale deposits (CD's) down from 10.9% of deposits in Mar 31, 2011 to 9.0% in Mar 31, 2012.

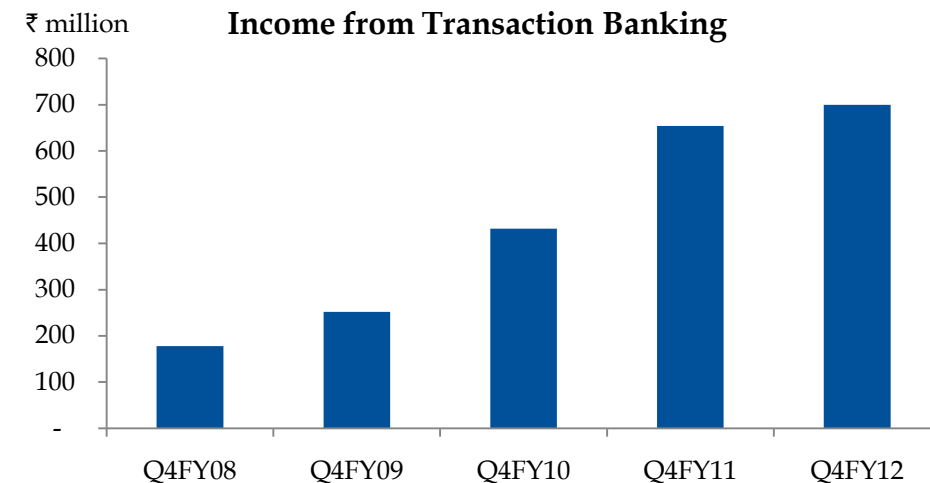
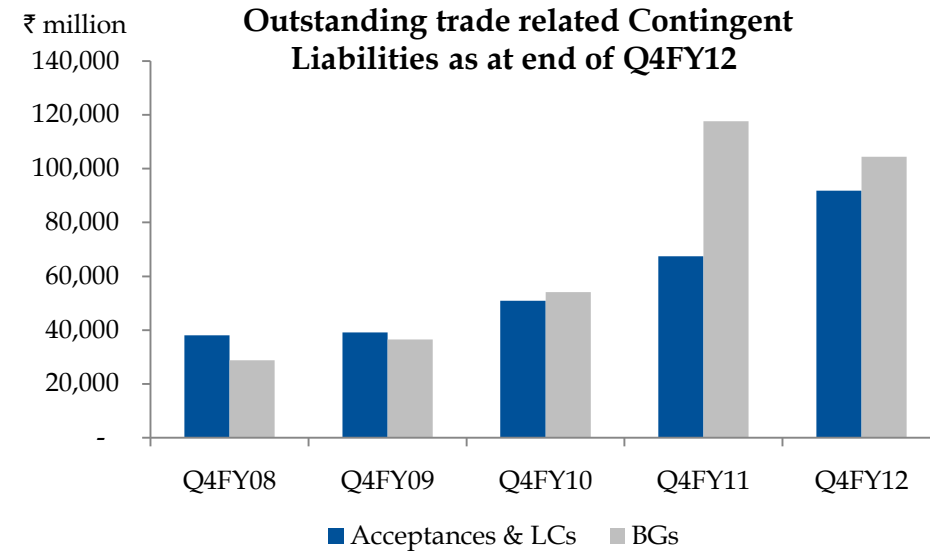


**Granular and Relationship driven deposits continue to be the bedrock of our Liability Strategy**

# Transaction Banking

## Payments Bank of India

- ✓ Bank continues to deepen relationships through cross-sell and establish new ones across business segments and is establishing itself as a significant player in the product domain of cash management and trade finance services.
- ✓ Collections/payments mandates from leading Corporates
- ✓ Revenues grew by 7.0% y-o-y to ₹ 700 million in Q4 FY12
- ✓ Revenues grew by 26.1% y-o-y to ₹ 2,369 million in FY12
- ✓ Proportion of transaction banking income in non-interest income was at 27.6% in FY12



Transaction Banking business breaking into new relationships across business segments

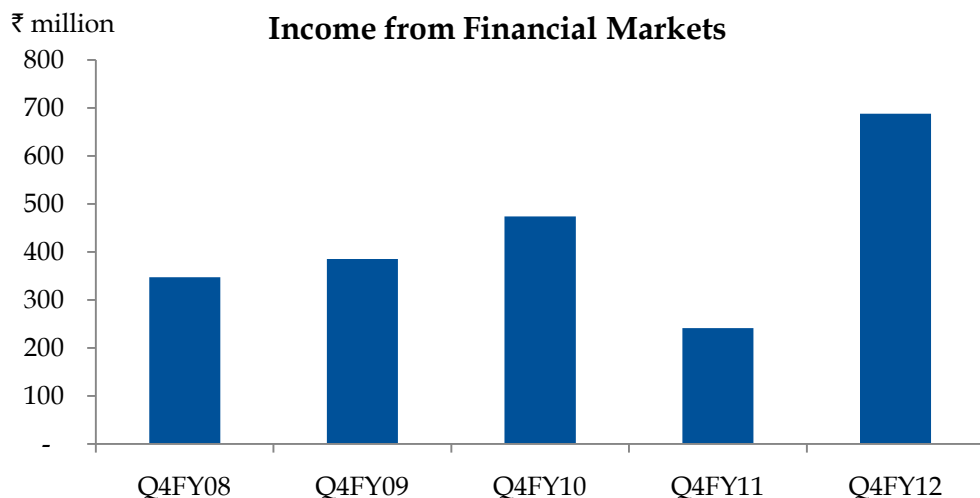
## Financial Markets

✓ Revenues for Q4 FY12 at ₹ 688 million

### Select DCM Deals for the Quarter

<b>Mahindra Finance Ltd.</b>  Joint Arranger  ₹ 8.0 Bn. of 3/4/5 Year Bond Issue 2011	<b>NHPC Limited</b>  Joint Arranger  ₹ 12.0 Bn. of 15 year Bond Issue 2011
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### Income from Financial Markets



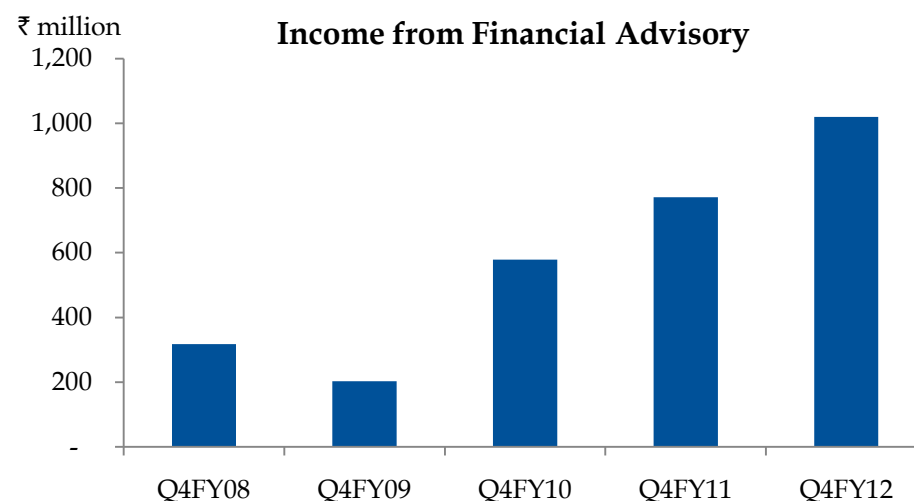
## Financial Advisory

✓ Revenues grew at 32.2% y-o-y to ₹ 1,020 million in Q4 FY12

### Select Transactions for the quarter

- **Sole Underwriter and Joint Arranger** of Senior Debt for IL&FS Transportation Networks Ltd (ITNL), for the four laning of NH-21 in Himachal Pradesh.
- **Mandated Arranger** of Senior Debt for TAJ Hotels and Resorts Limited, an Indian Hotels group company, for part refinancing of existing debt taken for capex.
- **Sole Underwriter and Lead Arranger** of Senior Debt for Essel Infrastructure Limited for four laning of road stretch in Uttar Pradesh.

### Income from Financial Advisory



**Ranked No. 1 by Prime Database in the 'Private Issuers Category' of the Arrangers tables for FY12**

- ✓ **Expansion of the Distribution Network**
  - Expanding Branch network by adding 150 branches a year
- ✓ **Diversification of Liability Base**
  - Use Saving Account deregulation to increase customer acquisition, cross sell & build out granular liability base
  - Leverage on branch network & increased customer acquisition to build fee & liability based income
  - Increased contribution from Branch Banking to the Bank's liability base
- ✓ **Focus on retail banking fee**
  - With rapid branch expansion and increasing focus on assets, the branch banking fee to contribute an increasing share in the overall non-income stream.
  - Built a platform for Retail Assets to leverage on the rapid customer account acquisition; increasing cross-sell potential
- ✓ **Attracting, recruiting and developing the talent pool**
  - YES BANK has hired 895 employees during FY11 & 1,713 in FY12 and the target is to grow to about 7,200 by FY13

# Execution focused Human Capital

Name	Designation	Previous Assignment
Rana Kapoor	Founder/ Managing Director & CEO	Managing Partner / CEO & Managing Director - Rabo India, Bank of America (16 yrs)
Rajat Monga	Group President – Financial Markets & Chief Financial Officer	Head of Treasury - Rabo India
Sonu Bhasin	Group President – Branch Banking	President and Head of Retail Banking and Investment products and Sales Management
Chitra Pandeya	President & Country Head – Liabilities Mgmt., Cards & Direct Banking	Head of Liabilities & Payments Products & Retail Banking – HDFC Bank
Rajagopal Srivatsa	Group President - Liability Management & Transaction Banking	President, Business Banking - Axis Bank
Amit Kumar	Senior President and Country Head - Corporate & Institutional Banking	ANZ Capital Pvt. Ltd.
Sumit Gupta	Senior President – Commercial Banking	Associate Director & Head (North) - Rabo India
Arun Agrawal	Sr. President & Global Head – International Banking	General Manager – ICRA
Surendra Jalan	Senior President – Indian Financial Institutions	AGM, Corporate Banking - ICICI Bank
Nikhil Sahni	President – Branch Banking	Manager, Strategy Development - Rabo India
Sanjay Agarwal	Sr. President – Business Banking	Head of Risk, SME - Standard Chartered
Manavjeet Singh	Sr. President – Retail Banking	President, Infratech Finance - SREI BNP Paribas
Aspy Engineer	President – Direct Banking	Senior Vice President & Head, Special Relationships - Axis Bank
Vikram Kaushal	President & Country Head – Wealth Management	Head, Wealth Management - ICICI Bank
Somak Ghosh	Group President– Development and Government Banking	Director, Project Advisory & Infrastructure Mgmt - Rabo India
Sanjay Palve	Group President and Senior Managing Director – Corporate Finance	Chief Manager, Project Financing Group – ICICI Bank
Aditya Sanghi	Sr. Managing Director – Investment Banking	Executive Director, Head of Mergers & Acquisitions - Rabo India
Jaideep Iyer	Senior President – Financial Management	Associate Director - Rabo India Finance
Ashish Agarwal	Senior President and Chief Risk Officer – Wholesale Banking	Executive Director – Lehmann Brothers
Deodutta Kurane	Sr. President – Human Capital	Head of HR - Bajaj Allianz Life Insurance
Devamalya Dey	Group President – Audit & Compliance	Vice President , Audit & Risk Review – Citigroup
Anindya Datta	President & Chief Marketing Officer	Manager, Markets – KPMG
Rajesh Gandhi	President– Infrastructure & Network Management	Regional Portfolio Manager, India & South Asia - Standard Chartered Bank
Asit Oberoi	Senior President and Chief Operating Officer - Operations & Service Delivery	Fidelity International

✓ Top management team drawn from top private sector and foreign banks

✓ Stock purchase / option plans enable senior management and employees to own substantial capital of the Bank at all times

# Key Stakeholders

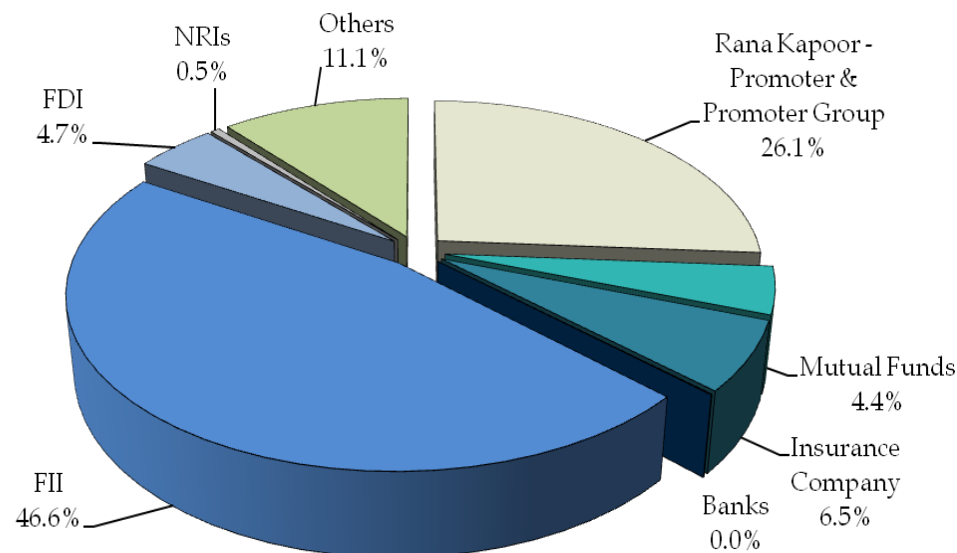
## Promoter

- ✓ Dr. Rana Kapoor has a Successful entrepreneurial track record at Rabo India Finance
- ✓ Has held leadership positions at Bank of America (16 years), ANZ Grindlays (2.5 years)
- ✓ Was appointed as a Member of the Board of Governors of the Indian Institute of Corporate Affairs, Ministry of Corporate Affairs
- ✓ Was also appointed as Deputy Chairman of Indian Bank's Association (IBA).
- ✓ Has recently, became a Member of Government of India's Board of Trade.
- ✓ Has been conferred the "Doctorate in Science (Honoris Causa)" by G.B. Pant University of Agriculture & Technology

## Shareholding Pattern

- ✓ High quality domestic and international investors validating the owner- manager- partner model

## Shareholding



## Key Shareholders

American Funds Insurance Series Growth Fund	4.84%
HSBC Financial Services	4.76%
Rabobank	4.73%
LIC (Consolidated)	3.13%
JP Morgan Asset Management	2.93%
SmallCap World Fund	2.85%
Wasatch Fund (Consolidated)	2.70%
Morgan Stanley Investment Management	1.63%



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