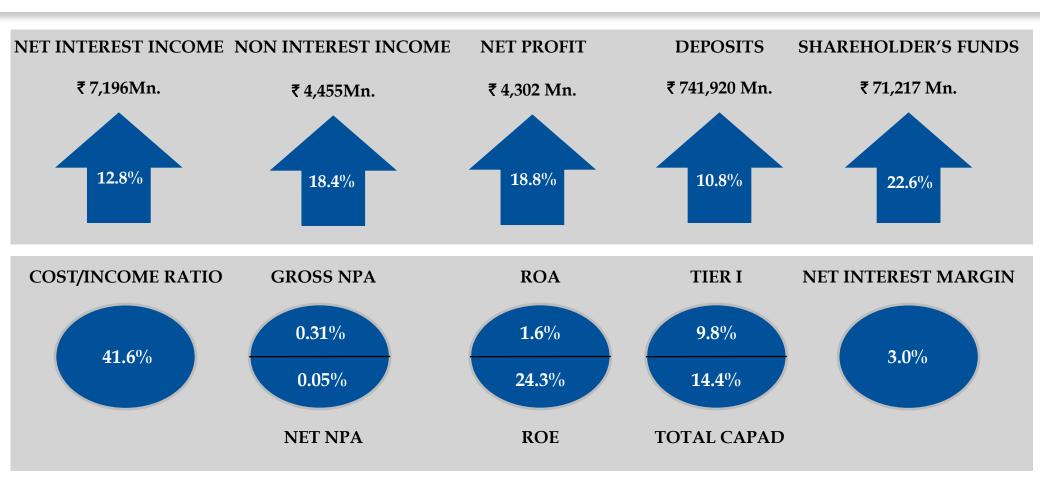
INVESTOR PRESENTATION

Q4FY14 & FY14 Update



Financial Highlights for Q4 FY14



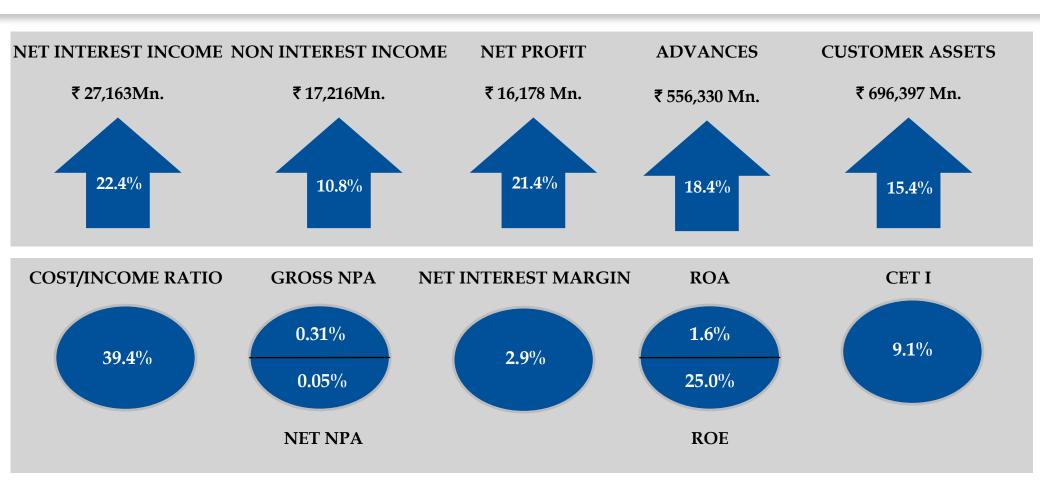


V Basic EPS of ₹ 11.93 and Diluted EPS of ₹ 11.78

VBook Value of ₹ 197.5

Financial Highlights for Full Year FY14

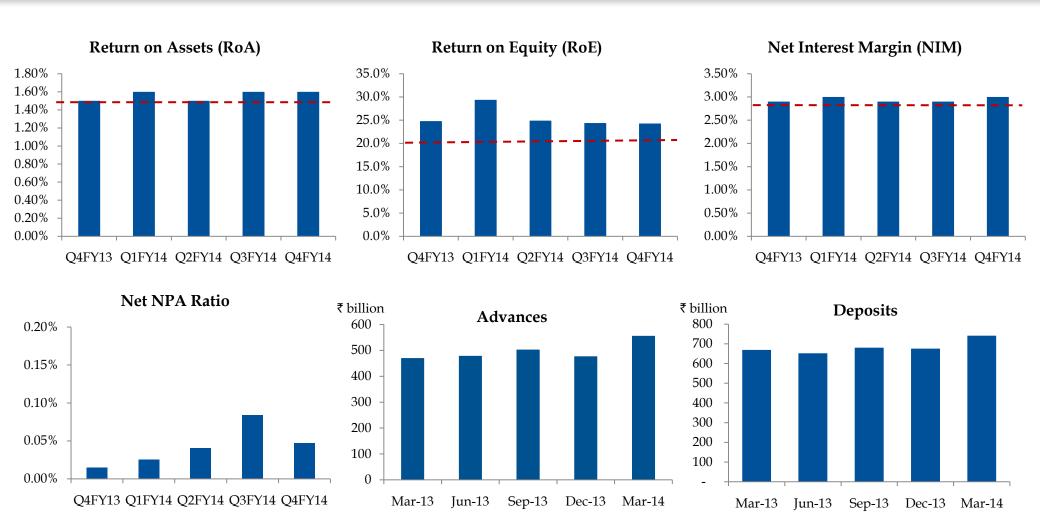




V Basic EPS of ₹ 44.92 and Diluted EPS of ₹ 44.35

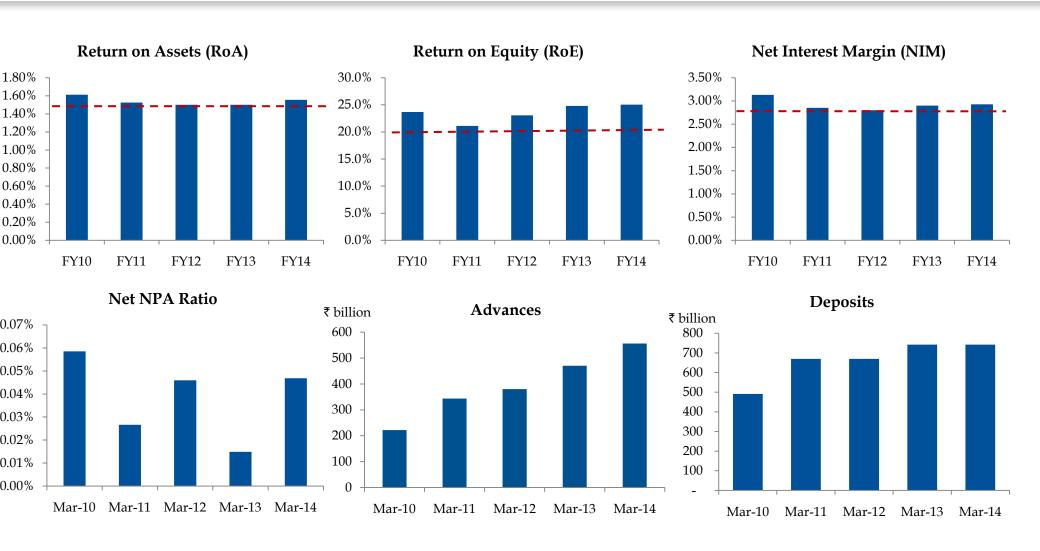
Key Metrics (Trend leading to Q4 FY14)





Key Metrics (Trend leading to FY14)





Income Statement Highlights - Q4 & Full Year FY14



Q4FY14 & FY14 - Revenue and Profit growth

₹ Million	Q4FY14	Q4FY13	Growth	Q3FY14	Growth	FY14	FY13	Growth
Net Interest Income	7,196	6,381	12.8%	6,654	8.1%	27,163	22,188	22.4%
Non Interest Income	4,455	3,794	17.4%	3,879	14.9%	17,216	12,574	36.9%
Total Net Income	11,651	10,175	14.5%	10,533	10.6%	44,378	34,762	27.7%
Operating Expense	4,847	3,836	26.3%	4,387	10.5%	17,499	13,345	31.1%
Operating Profit	6,804	6,339	7.3%	6,147	10.7%	26,880	21,417	25.5%
Provisions & Contingencies	723	975	-25.9%	133	NA	3,617	2,160	67.5%
Provision for Tax	1,779	1,742	2.1%	1,858	-4.2%	7,085	6,251	13.4%
Profit After Tax	4,302	3,622	18.8%	4,156	3.5%	16,178	13,007	24.4%

Non Interest Income Breakdown

₹ Million	Q4FY14	Q4FY13	Growth	Q3FY14	Growth	FY14	FY13	Growth
Transaction Banking	1,338	931	43.8%	1,101	21.5%	4,229	3,226	31.1%
Financial Markets	540	716	-24.6%	705	-23.4%	4,783	2,523	89.6%
Financial Advisory	1,762	1,656	6.4%	1,630	8.1%	6,067	5,502	10.3%
Retail Banking fees & Others	815	490	66.3%	442	84.6%	2,135	1,324	61.3%
Total	4,455	3,793	17.4%	3,878	14.9%	17,215	12,575	36.9%

Steady growth in NII of 22.4 $^{\circ}\!\!\sqrt{}$ supported by healthy fee income growth of 36.9 $^{\circ}\!\!\sqrt{}$ resulting in healthy FY14 PAT growth

Profit & Loss Highlights

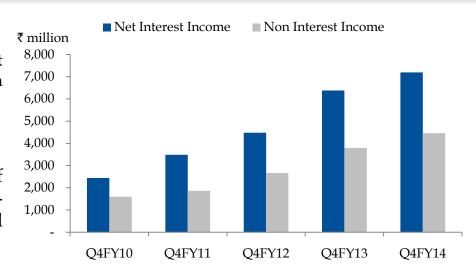


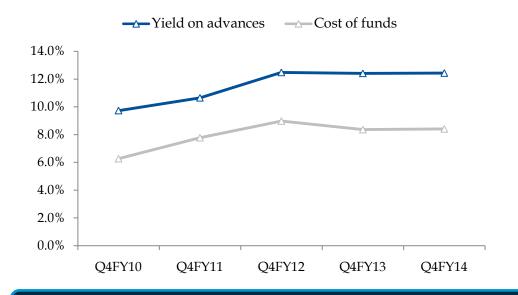
✓ Steady growth in Net Interest Income (NII)

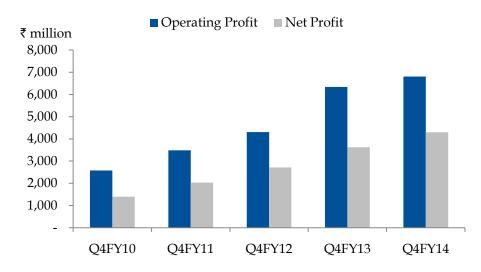
• NII for Q4FY14 increased by 12.8% y-o-y. This was on account of a cautious and steady growth in advances coupled with NIMs of 3.0%.

✓ Healthy growth in Non Interest Income

 Non Interest Income grew by 17.4% y-o-y on the back of continued growth across the fee income streams – Transaction Banking, Financial Advisory and Retail Banking Fees & Others, that showed firm traction y-o-y.







Non Interest Income



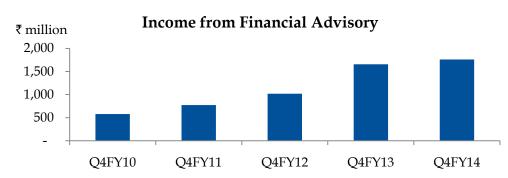
Financial Markets

✓ FX sales, Debt Capital Markets and trading income stood at ₹ 540 million in Q4FY14



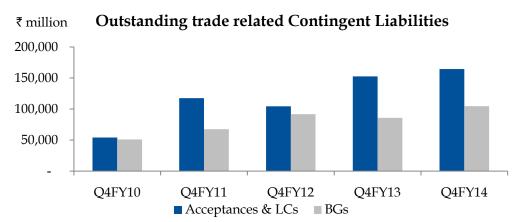
Financial Advisory

Investment Banking, Corporate Finance advisory, Syndication and other advisory income stood at ₹ 1,762 million in Q4FY14

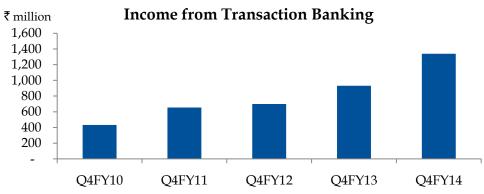


Transaction Banking

- ✓ Revenues grew by 43.8% y-o-y to ₹ 1,338 million in Q4 FY14
- ✓ Proportion of transaction banking income in non-interest income was at 30.0% in Q4 FY14



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



Key Financial Highlights - Q4FY14



Q4FY14 - Balance Sheet Growth

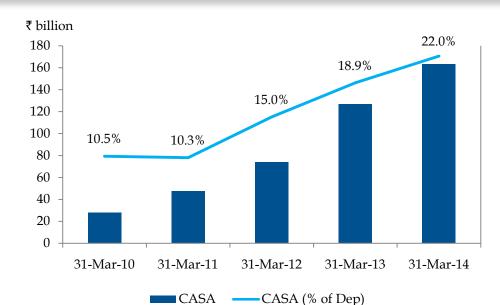
₹ Million	Mar 31 2014	Mar 31 2013	y-o-y growth	Dec 31 2013	Q-o-q Growth
Assets	1,090,158	991,041	10.0%	1,013,879	8%
Advances	556,330	469,996	18.4%	502,929	11%
Investments	409,504	429,760	(4.7%)	398,701	3%
Customer Assets(includes Loans & Credit substitutes)	696,397	603,563	15.4%	637,842	9%
Liabilities	1,090,158	991,041	10.0%	1,013,879	8%
Shareholders' Funds	71,217	58,077	22.6%	70,279	1%
Deposits	741,920	669,556	10.8%	680,599	9%
CASA	163,447	126,875	28.8%	142,461	15%

Key Financial Performance Indicators

	Q4FY14	Q4FY13	Q3FY14
RoA	1.6%	1.6%	1.6%
RoE	24.3%	25.2%	24.4%
Cost to Income	41.6%	37.7%	41.6%
NIM	3.0%	3.0%	2.9%
Net NPA	0.05%	0.01%	0.08%
EPS (not annualized)	11.9	10.1	11.5
Book Value	197.5	161.9	194.9

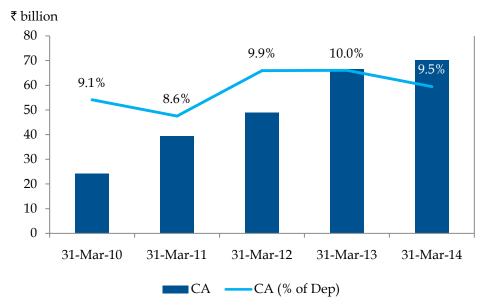
Robust Growth in CASA profile







- Leverage on branch network & increased customer acquisition to build liability base
- Higher Mean & Median of CA and SA Balances through superior customer acquisition
- Increased contribution from Retail Banking to the Bank's liability base
- 5yr CAGR at:
 - 63% for CASA
 - 117% for SA
 - 42% for CA

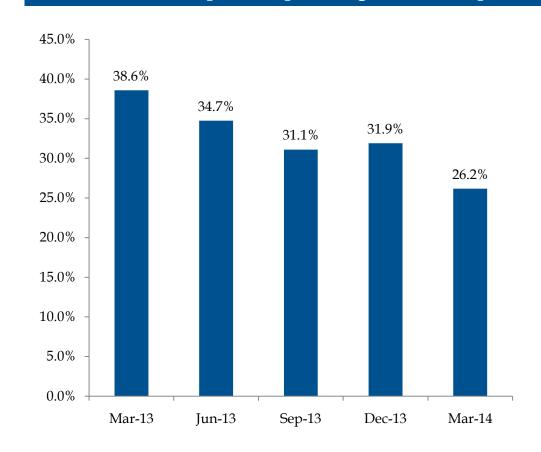


Well-diversified Liability Franchise



- ✓ Diversified, granular and sticky deposits mix from multiple sources
- ✓ Continuing growth in number of liability accounts (from both retail and corporate segments); total deposits grew by 10.8% y-o-y to ₹ 741.9 billion.
- ✓ CASA deposits grew 28.8% y-o-y to ₹ 163.4 billion as at March 31, 2014. CASA ratio increased to 22.0% as of March 31, 2014.
- Robust growth of 54.9% in SA deposits to ₹ 93,275 million while CA deposits grew 5.3% to ₹ 70,172 million as of March 31, 2014.
- ✓ Retail Banking FDs increased 33.4% y-o-y to ₹ 148.3 billion.
- ✓ Wholesale Term Deposits (deposits above ₹ 250 million) accounts for 26.2% of total deposits as at March 31, 2014 as compared to 38.6% as at March 31, 2013

Wholesale Term Deposits as percentage of Total Deposits



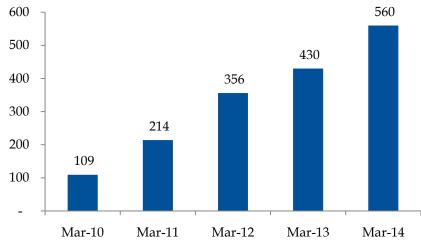
Branch Expansion

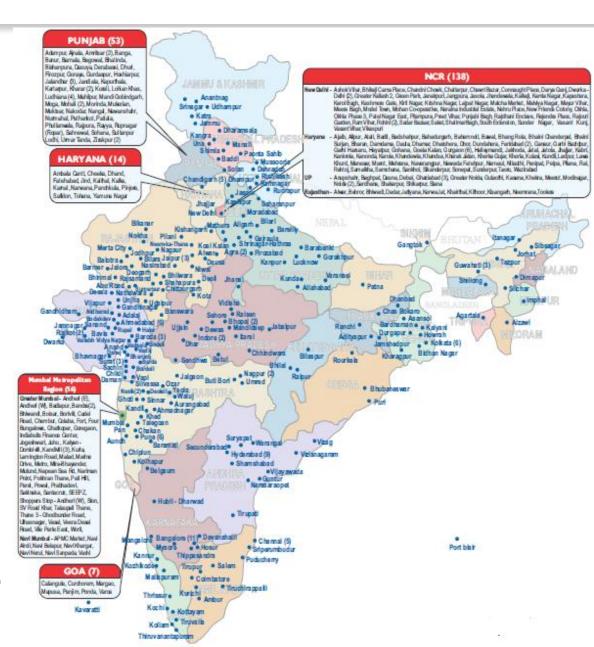


Expansion of Distribution network

- 560 Branches across key liability corridors as of Mar 31, 2014 up from 430 as of Mar 31, 2013
- ATM Network of 1,139 with 188 ATMs added over the year
- Hub and Spoke model for faster maturity and greater efficiency of branches
- Service oriented strategy; expansion in Tier II VI cities
- Initial focus on North & West Regions (Liability rich corridors)
- ✓ 13 Regions 75 Clusters Hubs 180 Hubs





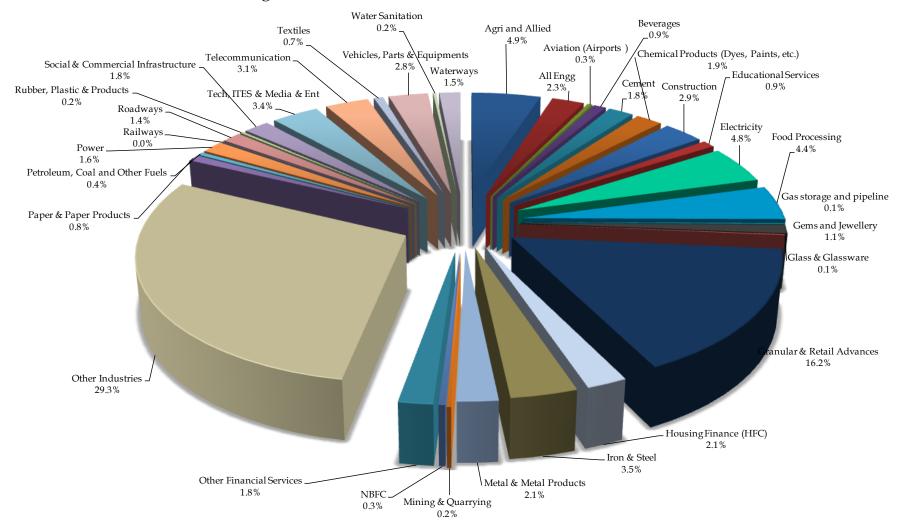


Diversified credit book



✓ Increasing diversification of Advances Book

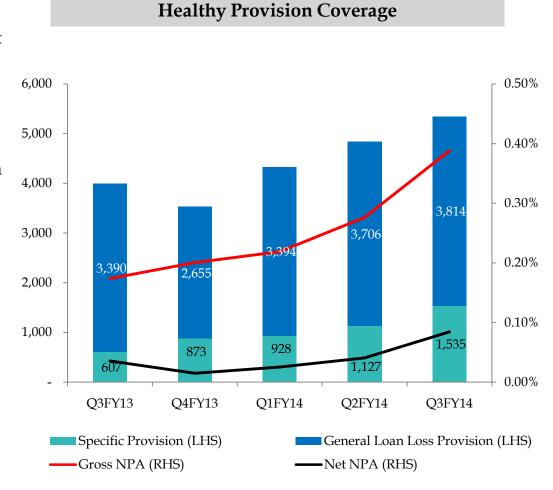
- Break-up of the total loan portfolio as at Mar 31, 2014 was as follows Corporate Banking (Large Corporates) 63.3%, Commercial Banking (Mid-sized Corporates) 15.5% & Branch Banking (including MSME) 21.2%
- Sectoral distribution of Advances is given below:



Update on NPA

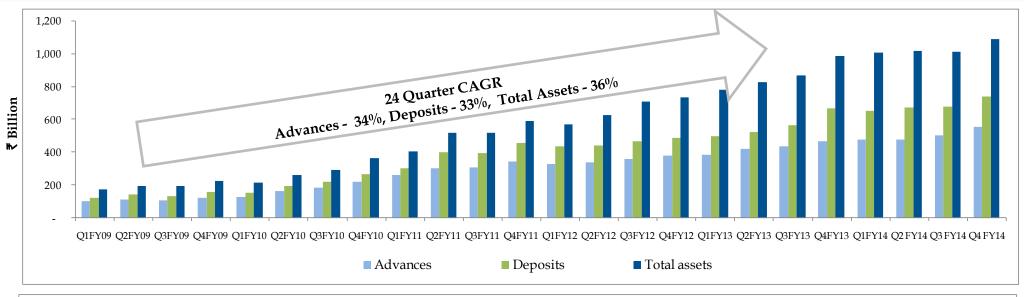


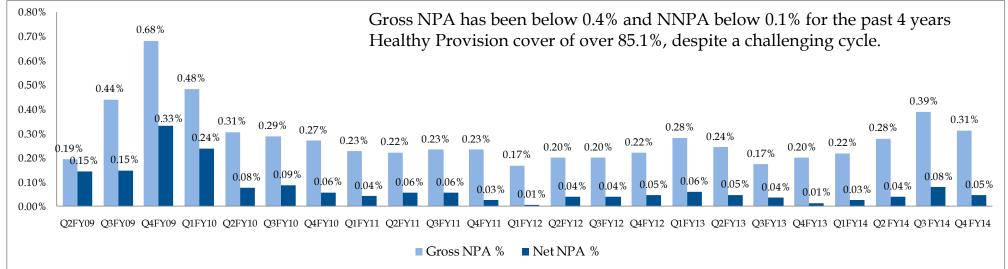
- ✓ Gross NPA at 0.31% (₹ 1,749 mn) (vs. 0.20% as at March 31, 2013)
- ✓ Specific provision coverage at 85.1%
- ✓ Net NPA at 0.05% (₹ 261 mn) (vs. 0.01% as at March 31, 2013)
- ✓ Total standard restructured advances at 0.18% (₹1,009 mn) of Gross Advances (down from (₹ 1,442 mn) 0.31% of Gross Advances as at March 31, 2013)
- ✓ Total Net Book value of Security Receipts received through sale of NPAs, as on March 31, 2014 is ₹ 1742 mn



Sustained Balance Sheet growth with preservation of Asset Quality: Apr 2008 – Mar 2014 (24 sequential quarters)



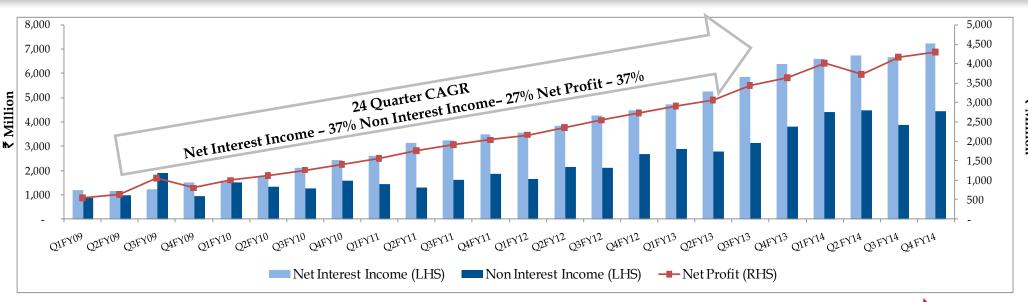


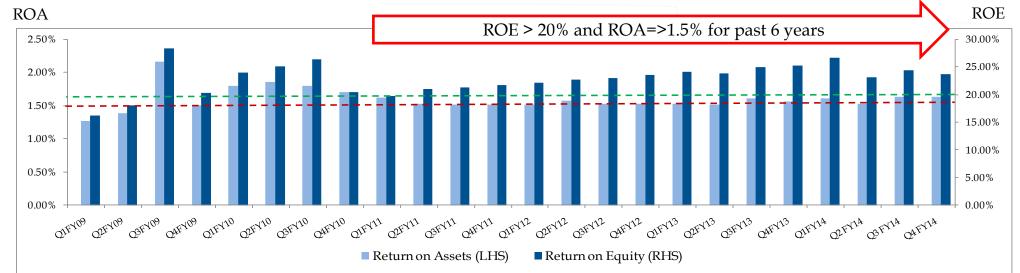


Income Growth with consistent ROA & ROE ratios

Apr 2008 - Mar 2014 (24 sequential quarters)

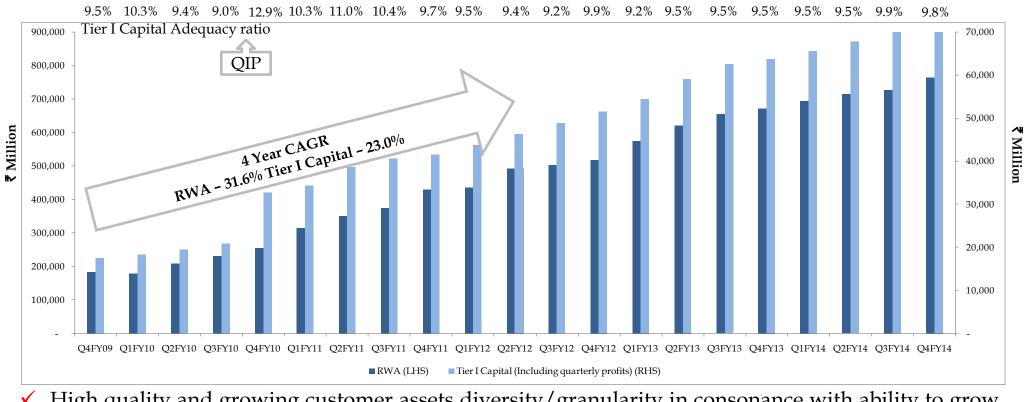






ROE / Profit Retention to sustain current growth





- High quality and growing customer assets diversity/granularity in consonance with ability to grow RWA
- ✓ RWA growth in line with Tier I capital growth; over the past 12 quarters the Tier 1 Capital moved from 9.7% from Q4 FY2011 to 9.8% Q4 FY2014 despite a 77.5% increase in RWA
- ✓ ROE @ 23-26% along with profit retention of 80-84% allowing sustained balance-sheet growth

Branch Banking Liabilities Strategy



Client Demographic

Focused Distribution Channels

Acquisition Strategy

Businesses

Dedicated CA acquisition & RM channel

✓ B2B2C

HNI

Relationship & Wealth Management

✓ OPDT

NRIs

GIB Relationship Managers

✓ Branch BSA

Salaried Customers

Corporate Salary Specialist team

✓ CRM

Households

Mass Client Acquisition team/ Virtual Relationship Managers

✓ Corp

Banking

support

TASC

Institution Acquisition specialists

FY15 - Retail Asset Expansion Strategy



Product Offerings

Secured Business Loans Commercial Vehicles Loans Auto Loans Gold Loans Home Loans (PSL) Construction Eqpmnt Loans Loan Against Shares

Key Differentiators/ Management Risks

- ✓ Customer Franchise Model Sourcing Strategy
- ✓ TAT with simplified process
- ✓ Planned geographical expansion

- ✓ Secured Lending Focus
- ✓ Unsecured loan offering to existing bank customers
- ✓ Cross-sell to Salary a/c customers

✓ Increase customer base through SHG lending

- ✓ Average ticket size ~ ₹ 2 lac
- women and small farmers)
- ✓ Leveraging existing branch network
- ✓ Strategic diversification across BCs
- ✓ Caps on exposure to individual states and BCs

Benefits

- PSL Compliance
- Yield improvement
- Risk diversification
- Greater cross sell opportunity
- Better Customer retention

YES LEAP

SHG Lending Program

Producer Organization

for farmers/Farmer

MSME Fast Track Lending Programme SME - Smart OD Supply Chain Finance Warehouse receipt financing Agri channel program

- ✓ Targeting bottom of the pyramid customers (including

- ✓ High levels of Direct Agri
- High ROA
- Good liability opportunity
- Granular and diversified lending

- **✓** Target Industry focus
- ✓ Hub and Spoke Model
- ✓ Technology enablers in place
- ✓ Leveraging on Branch network

- High PSL component
- High SA potential
- Synergy to help build both **Assets and Liabilities** business

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 years)
Aditya Sanghi	Group President & Sr. Managing Director - Investment Banking	Executive Director, Head of Mergers & Acquisitions - Rabo India
Amit Kumar	Group President and Country Head - Corporate and Commercial Banking	ANZ Capital Pvt. Ltd.
Arun Agrawal	Group President - International Banking, MNC & Transaction Trade Banking	General Manager - ICRA
Asit Oberoi	Senior President & COO	Fidelity International
Ashish Agarwal	Group President and Chief Risk Officer	Executive Director - Lehmann Brothers
Aspy Engineer	President - ATM Management & Currency Chest	Senior Vice President & Head, Special Relationships - Axis Bank
Chitra Pandeya	Sr. President & Country Head - SA Liabilities Mgmt., Cards & Direct Banking	Head of Liabilities & Payments Products & Retail Banking - HDFC Bank
Deodutta Kurane	Group President - Human Capital Management	Head of HR - Bajaj Allianz Life Insurance
Devamalya Dey	Group President - Audit & Compliance	Vice President, Audit & Risk Review - Citigroup
Jaideep Iyer	Group President - Financial Markets	Associate Director - Rabo India Finance
Kapil Juneja	Senior President-Operations & Service Delivery	HDFC Bank
Namita Vikas	Sr. President & Country Head - Responsible Banking	Principal Consultant, Marico Innovation Foundation
Nikhil Sahni	Sr. President - Government Relationship Management & Strategic Government Advisory	Manager, Strategy Development - Rabo India
Nipun Jain	President - Consumer Banking Assets	Product Head - Government Banking for Retail Branches, FDs & TASC - ICICI Bank
Nirav Dalal	Sr. President & Managing Director - Financial Markets	Structured Finance Group - IDBI Bank
Punit Malik	Group President & MD, Wholesale Banking - Relationship Management	GE Capital
Pralay Mondal	Senior Group President - Branch, Retail & Business Banking	Head- Retail Assets, Credit cards, Outbound Contact, Merchant Establishment, HDFC Bank
Rajat Monga	Sr. Group President - Financial Markets & Chief Financial Officer	Head of Treasury - Rabo India
Sanjay Agarwal	Senior President - Business Banking	Head of Risk, SME - Standard Chartered
Sanjay Palve	Sr. Group President and Sr. Managing Director - Wholesale Banking	Chief Manager, Project Financing Group - ICICI Bank
Shubhada Rao	Senior President and Chief Economist	Kotak Institutional Equities - Chief Economist
Sumit Gupta	Group President & Country Head - Food & Agribusiness, Research Management	Associate Director & Head (North) - Rabo India
Surendra Jalan	Group President - Indian Financial Institutions & MFIG	AGM, Corporate Banking - ICICI Bank
Surendra Shetty	Sr. President & Chief Information Officer	CTO & Head Implementation - Flexcel International
Sanjay Nambiar	Group President & General Counsel - Legal Risk Management	DGM, Legal - ICICI Bank

Progress widely recognized by leading agencies



Institutional Excellence

[business]today]

- Best Bank (Mid-Sized), 2013, 2012
- Fastest Growing & Strongest Large Bank (balance sheet > 50,000 cr), 2011
- India's Best, Fastest & Strongest Mid-Sized Bank - 2010
- India's Best Mid-Sized Bank -2009 & 2008

Business Today - KPMG Best Banks Annual Survey

THE ASIAN BANKER

- The Strongest Bank Balance Sheet in India, Dubai, 2013
- Best Managed Bank in India for the 3-Year Period (2011-2013), Jakarta, 2013
- Strongest Bank in India, Singapore, 2012

The Asian Banker Leadership Achievement Awards

Businessworld

- Best Mid-Sized Bank, 2012
- Fastest Growing Bank (balance) sheet >30,000 cr) - 2011, 2010
- Fastest Growing Bank (balance) sheet <30,000 cr) - 2009

India's Best Banks: A Businessworld - PwC Survey

* THE FINANCIAL EXPRESS

- India's No. I New Private Sector Bank - 2011
- THIRD amongst New Private Sector Banks and FIRST on CREDIT **OUALITY & GROWTH -**2008

FE - E&Y Best Banks Survey



Innovation &

Service



Winner of RBNO Business Excellence Award - Service Category 2013



Ranked amongst the Top 50 Mid/ Small (< USD10 Bn Market Cap) Corporates in CLSA - ACGA

CG Watch 2012 - Corporate Governance Asia



- Best Private Sector Bank (Priority Sector Lending) 2012
- Best Private Sector Bank 2011

Dun & Bradstreet - Polaris Software Banking Awards



The Institute of Chartered Accountants of India

Silver Shield for Excellence in Financial Reporting - Private Banks (including Cooperative Banks)

2012

Human AWARDS 2010 Capital,

- Innovation in Recruitment 2012
- Excellence in Training 2012
- Best HR Strategy in Line with Business 2012, 2011 & 2010
- Excellence in HR through Technology 2012, 2011 & 2010
- Continuous Innovation in HR Strategy at Work 2012, 2011 & 2010
- Talent Management 2012, 2011 & 2010

Jamnalal Bajaj Uchit Vyavahar Puraskar (Service Enterprises-Large)

Council for Fair Business Practices (CFBP)

2012



Financial Institutions Syndicated Deal of the Year, Asia Pacific Region Asia Pacific Loan Market

Association (APLMA) 2012

CONNECTED * WORLD FORUM

Best Overall Mobile Lifeline Launch

Connected World Forum Awards **Dubai 2012**

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