

INVESTOR PRESENTATION

Q4FY19 Update





HIGHLIGHTS

Q4FY19 and FY19 Highlights

- Retail Advances grew **62% YoY**. Mix improved to **16.7%**
- Retail TD's grew **40.2% YoY**
- Retail Fees grew **15.2% QoQ**

Retail Franchise Continues To Expand

- CD Ratio improves to **106%**
- CASA ratio at **33.1%**. CASA + Retail TD improved to **58.8%**
- LCR sequentially improved to **110.9%** from **102.3%**

Stable Funding & Improving Liquidity Profile

- Contingent provisions of **~ ₹ 21 Bn** towards identified 'Stressed but Performing' accounts.
- Credit cost guidance of upto **125 bps for FY20** & expected normalization FY21

Proactive Buildup in Contingent Provisions

Leadership Position in Digital Payments

- Highest market share in UPI P2M transactions with **~8 X growth in FY 19**
- **#1 IMPS Remitter Bank** by NPCI in peer group for FY19

Dividend

- Board has recommended a Dividend of **₹ 2.0** per share (100%) for FY19*

Capital

- Board has recommended renewal of an aggregate limit of **\$1 Bn for raising equity capital***

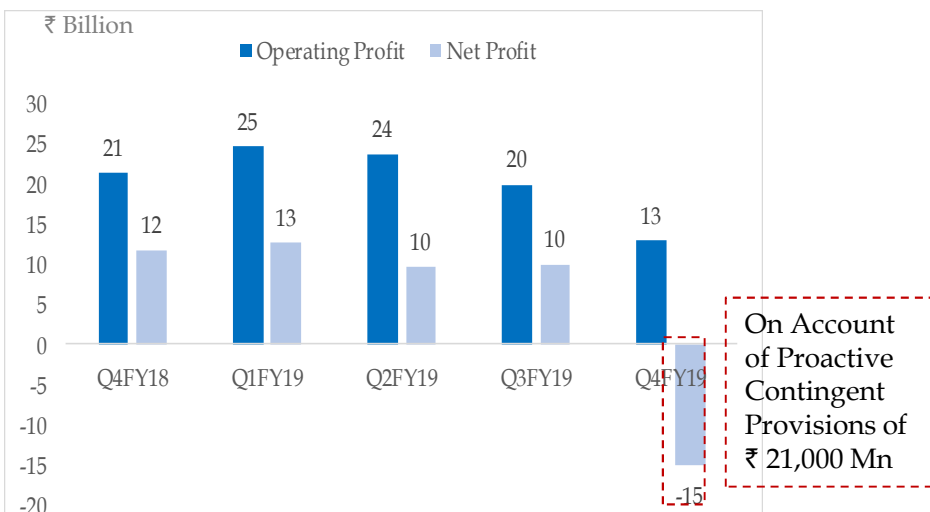
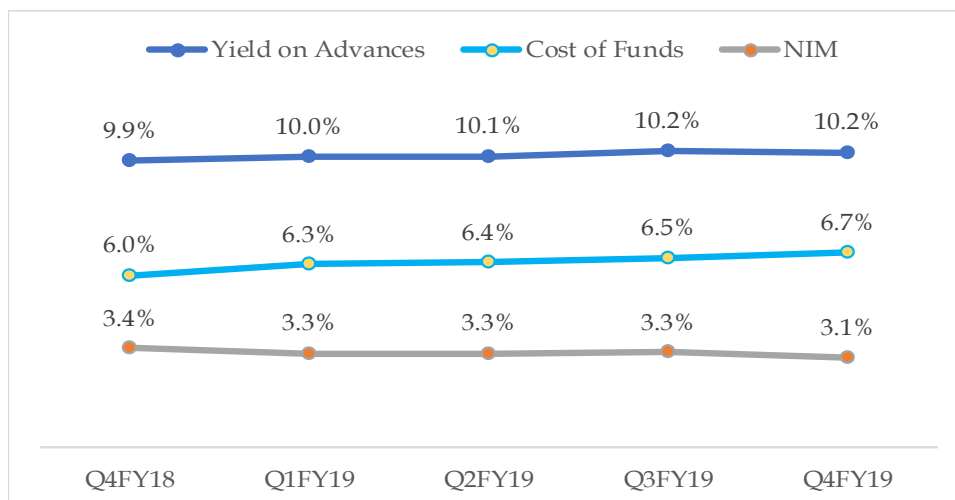
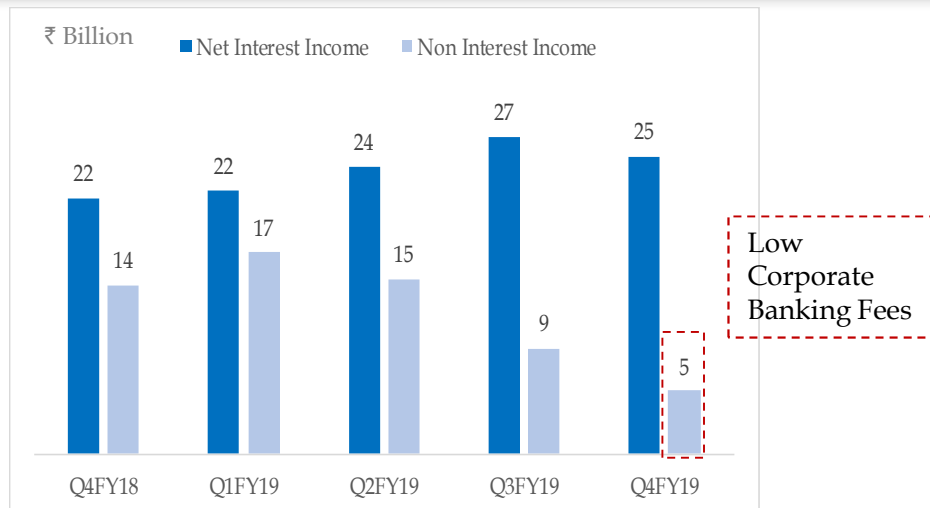
Income Trends

NIMs weighed down by NPA Recognition in Q4

YES BANK

Q4FY19 Earnings Delivery

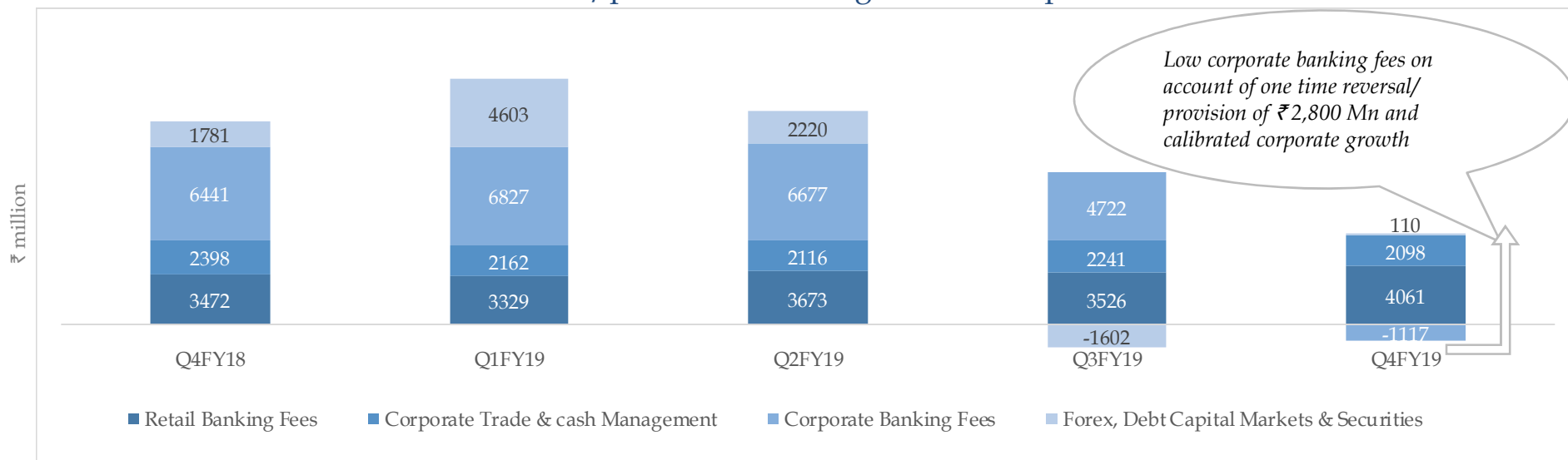
- ✓ NII grew 16.3% y-o-y in Q4FY19 to ₹ 25,059 Mn. NIMs for Q4FY19 at 3.1% on account of higher slippages during the quarter. FY19 NIMs at 3.2%
- ✓ Lower NII/NIMs on account of Higher NPA recognition in Q4
- ✓ Non-Interest income at ₹ 5,317 Mn for Q4FY19 as **Retail Banking Fees** witnessed **high sequential growth of 18%**
- ✓ Net Loss of ₹ 15,066 Mn for Q4FY19 as Other income declined & increased proactive Contingent provision. FY19 PAT at ₹ 17,203 Mn



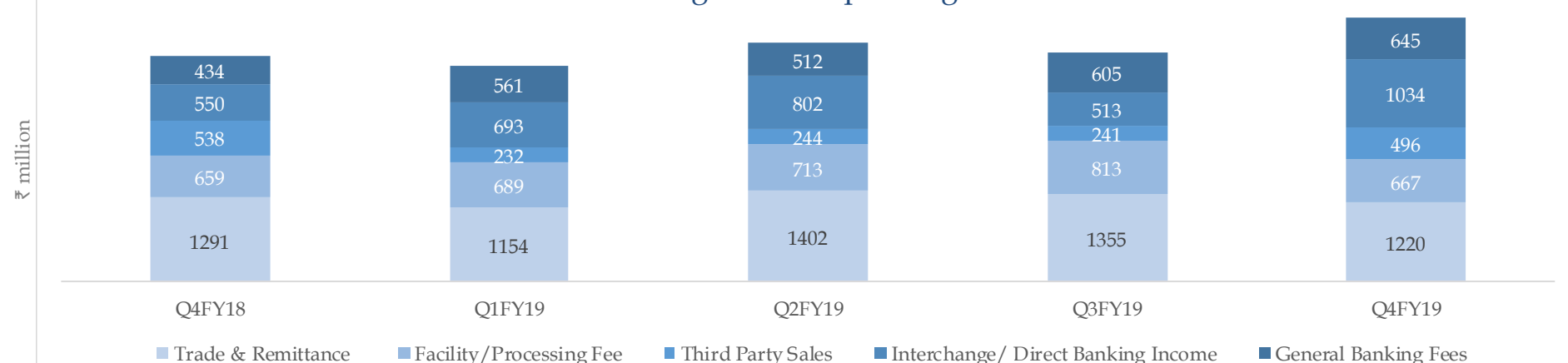
Improving core NIMs and Retail fees

Non Interest Income Trends

One-time reversal / provision resulting in lower corporate fees



Retail Banking Fees - Expanding franchise

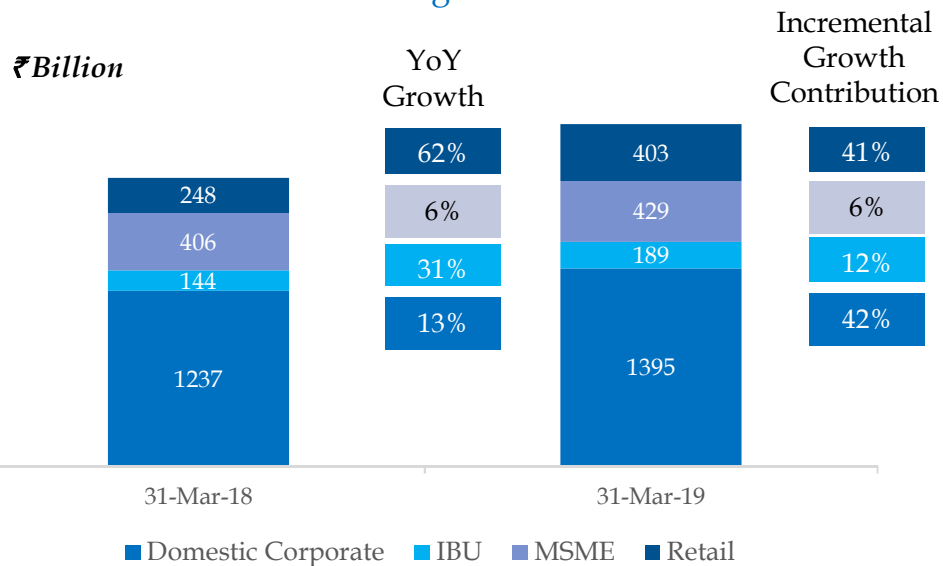


Strong Momentum in Retail Fees to continue on the back of rapidly Expanding Retail Franchise

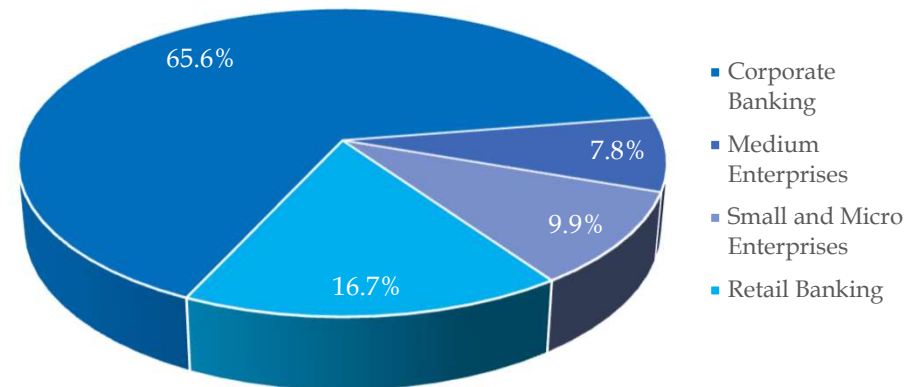
Key Balance Sheet Growth Trends



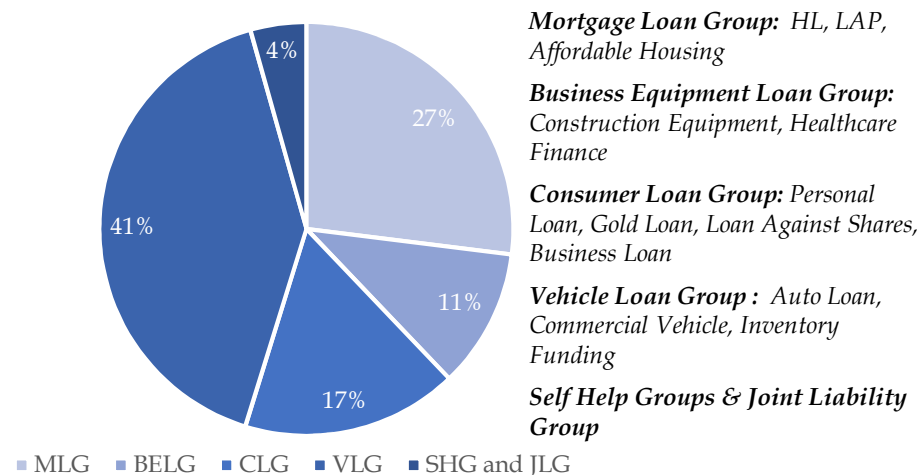
Increasing Retail Share



As % of Total Advances, as on 31st March, 2019



Retail Assets Breakup

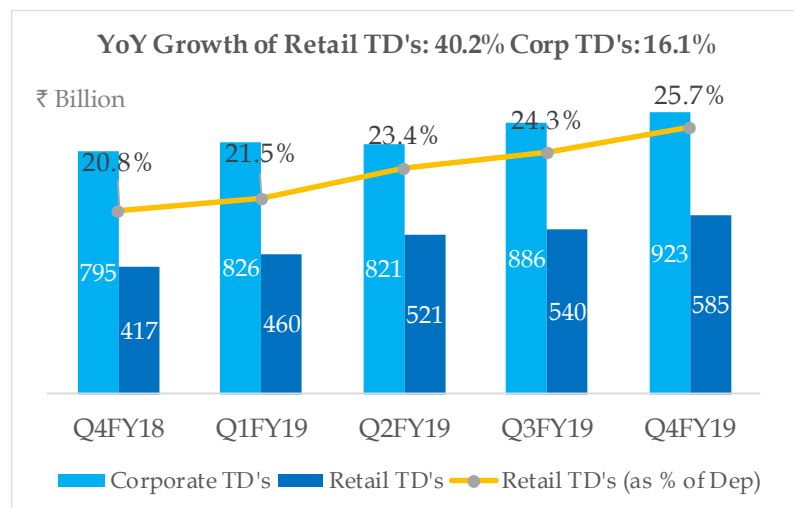


Growth attributed to Strong Performance in Retail Segment & Lending to Better Rated Corporates in Corporate Banking

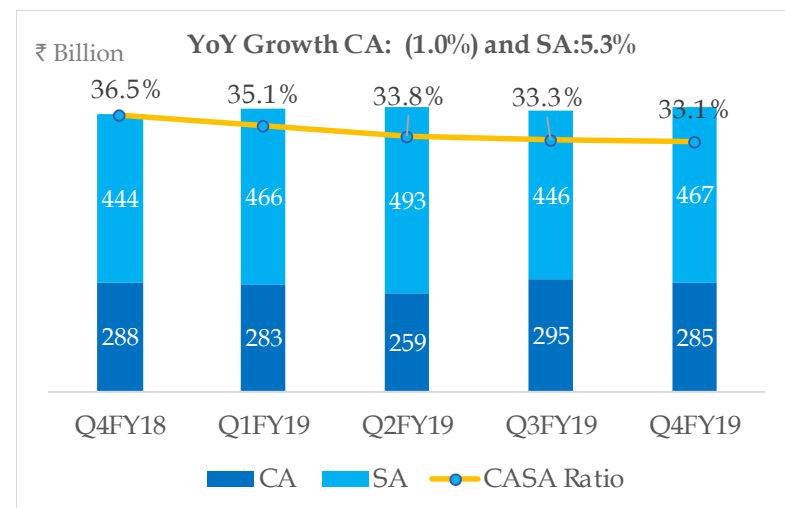
- ✓ Retail composition of Total Advances improved from 12.2% in Mar'18 to 16.7% in Mar'19
- ✓ Corporate growth well segmented across 8 Relationship groups and lending to Higher Rated corporates.
 - IBU Advances grew 23% y-o-y to USD 2.7Bn as on Mar'19
- ✓ RWA/Total Assets improved y-o-y to 80.2% as on March 2019 from 81.7%

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

Strong Growth in Retail TDs continues



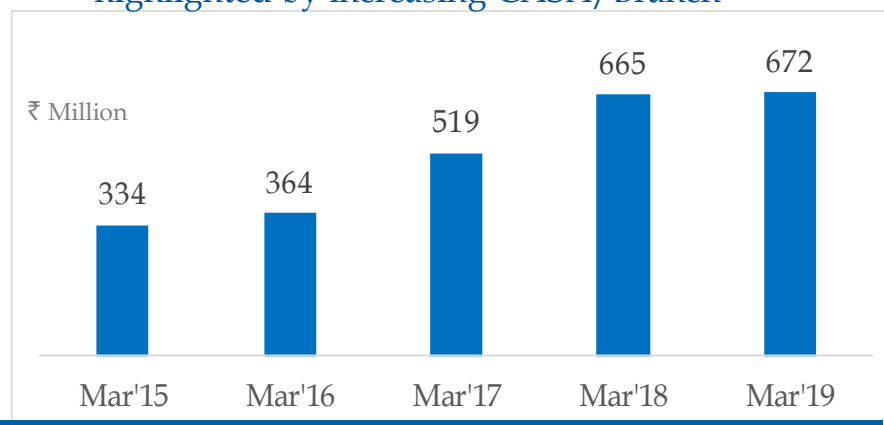
5% q-o-q growth in SA growth after dip in Q3FY19; while one-off reduction in CA deposits



Expansive Reach...

- ✓ Coverage across all 53 Metros, 29 States and 7 Union Territories.
- ✓ 13 Metro/Urban and 3 dedicated RIBB regions
- ✓ 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

...With Improving Operating Leveraging, as highlighted by increasing CASA/Branch



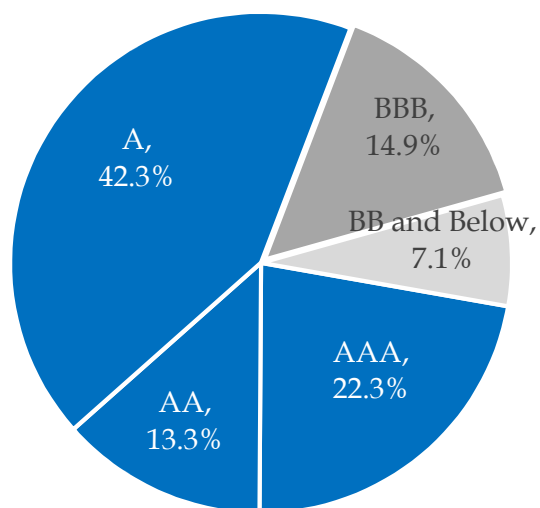
Deposit Franchise to Improve further going forward basis enhanced focus on CASA and Retail Deposits

Asset Quality

Proactive Contingent Provisioning



Ratings Profile as on March 2019



- ✓ Overall Corporate portfolio continues to be well rated with >75% portfolio rated 'A' or better
- ✓ Pursuant to a review of the credit portfolio, Bank has created Contingency Provisions of ~₹ 21,000 Mn towards an identified pool of accounts aggregating to ~50% of BB & Below book.
- ✓ Credit Cost at **137 bps** during Q4FY19 and **209 bps** for FY19

- ✓ GNPA - 3.22% (₹ 78,826 Mn)
- ✓ NNPA - 1.86% (₹ 44,848 Mn)
- ✓ PCR - 43.1 %
- ✓ Net Security Receipts - 0.71% (₹ 17,267 Mn)
- ✓ Standard Restructured Exposure - 0.08% (₹2,080 Mn)
- ✓ Total Stressed Book - 2.65%

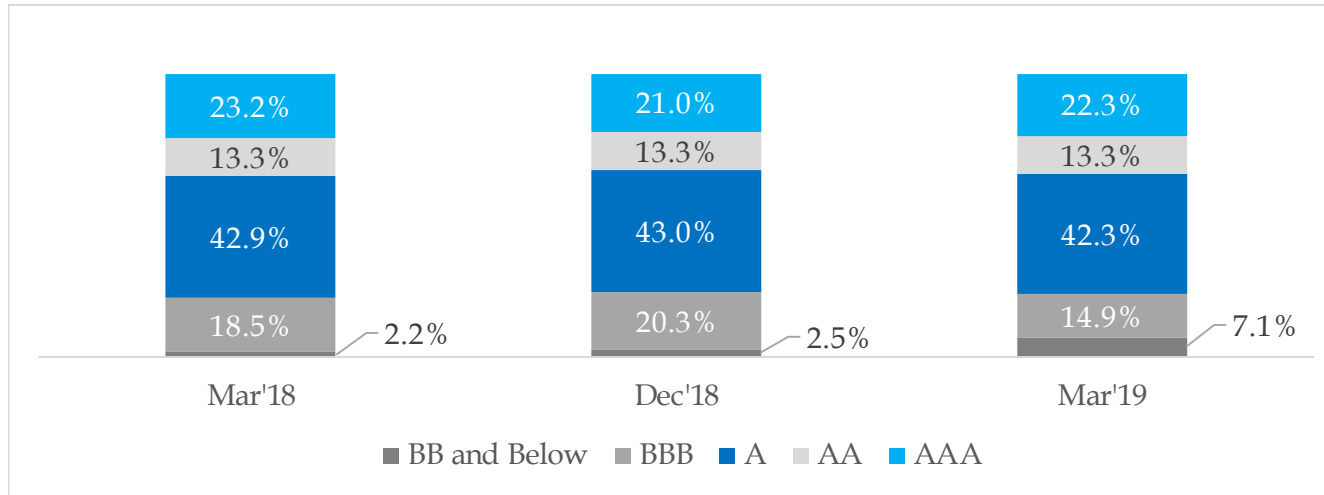
- ✓ SMA 2 outstanding exposures (accounts > ₹ 50 Mn and as per RBI CRILC reporting) at 0.98% of Gross advances
- ✓ Commercial & Residential Real Estate exposure at 7.0% of which 0.27% in SMA 2
- ✓ HFCs at 3.5% of which ~88% externally rated A or better
- ✓ NBFC at 2.9% of which ~70% externally rated A or better
- ✓ More than 90% of the Top 20 individual borrower exposures are Externally rated A or better

The Bank has issued a credit cost guidance of: Up to 125 bps for FY20 with expected normalization in FY21

Risk Profile and Sensitive Sector Disclosures



Ratings Profile



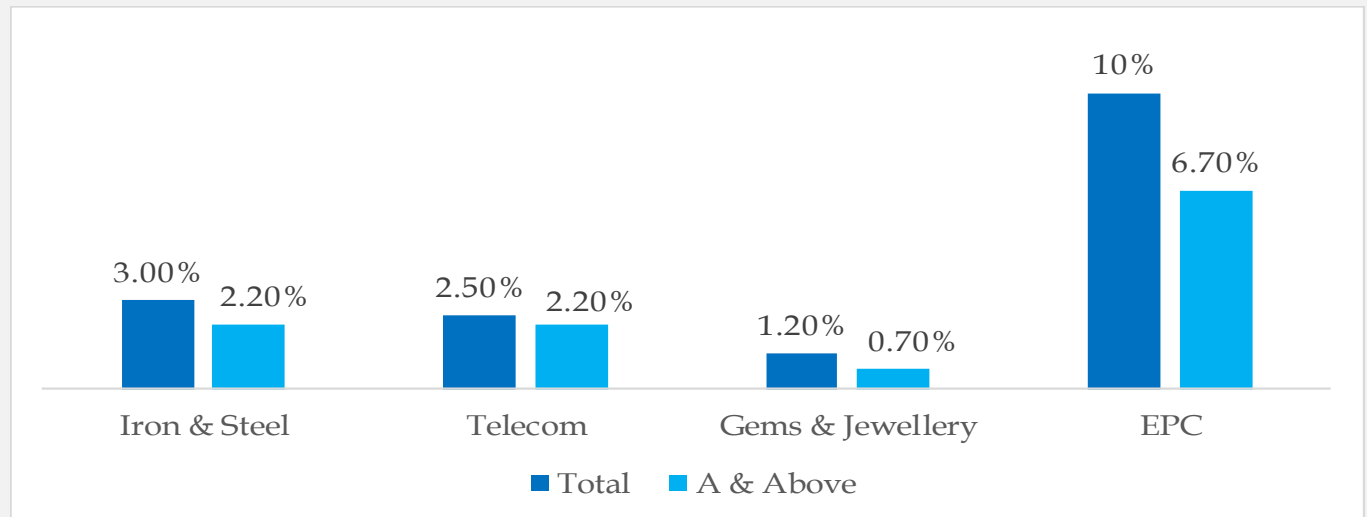
Overall Corporate portfolio continues to be well rated with >75% portfolio rated 'A' or better (Based on Internal Corporate rating models mapped to external ratings) and well distributed across growth sectors.

Sensitive Sector Disclosure

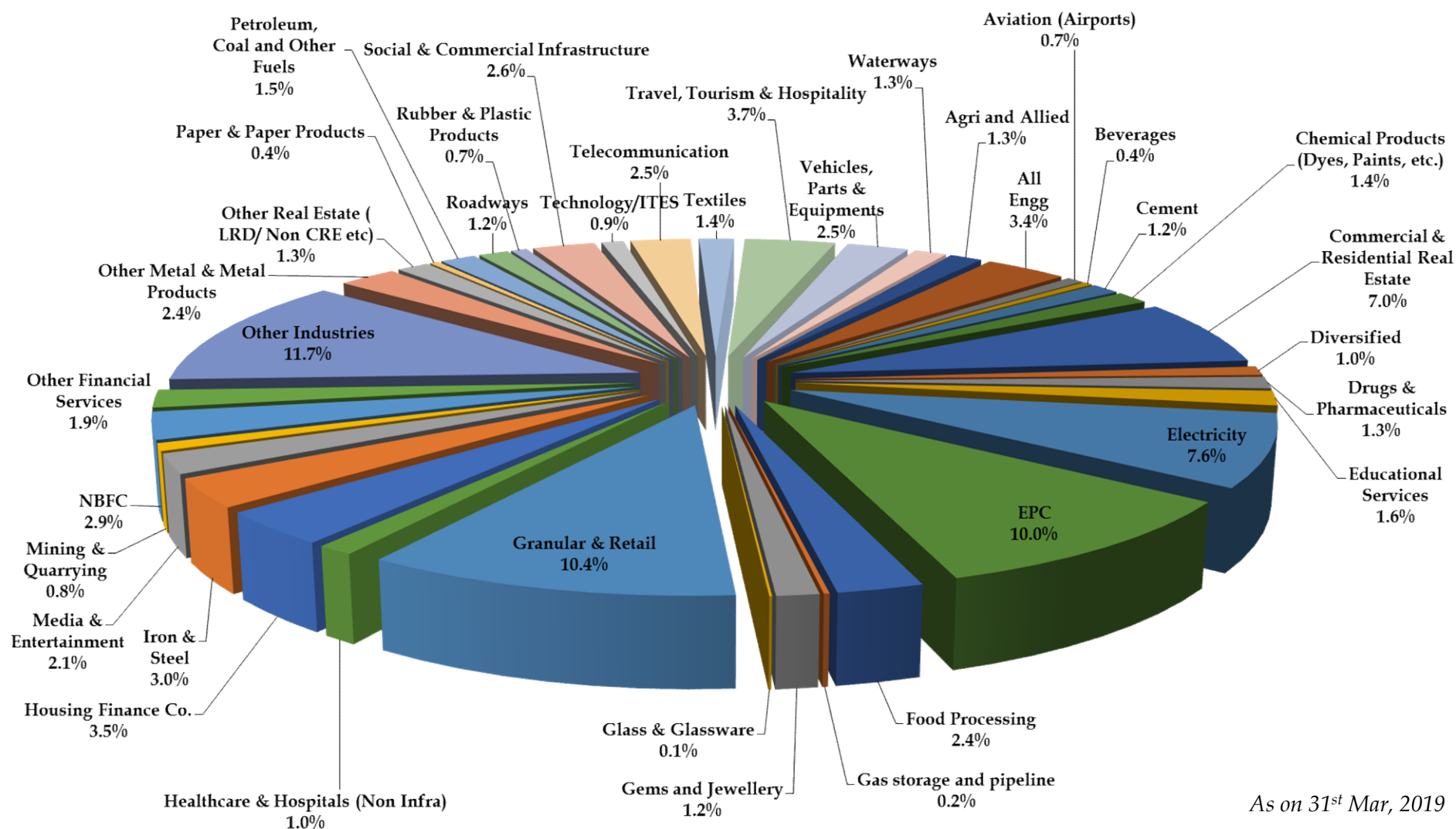
Electricity

Non-Renewable Electricity Generation: 2.1% (All Operational)

NIL Exposures to SEBs



Sectoral Exposure Mix

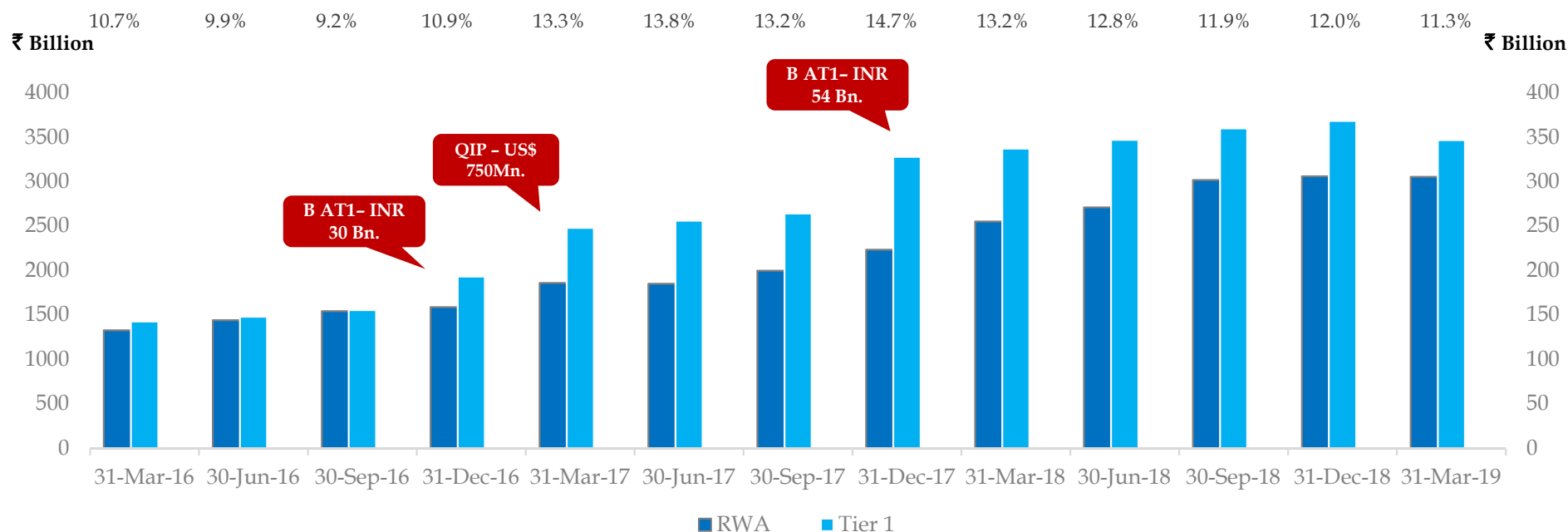


As on 31st Mar, 2019

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

Capital Position

Tier I Ratio



✓ Total Capital Funds at ₹ 504.6 Bn, up 7% Y-o-Y

- Total CRAR at 16.5%*
- Tier I ratio of 11.3%*
- CET I ratio at 8.4%*

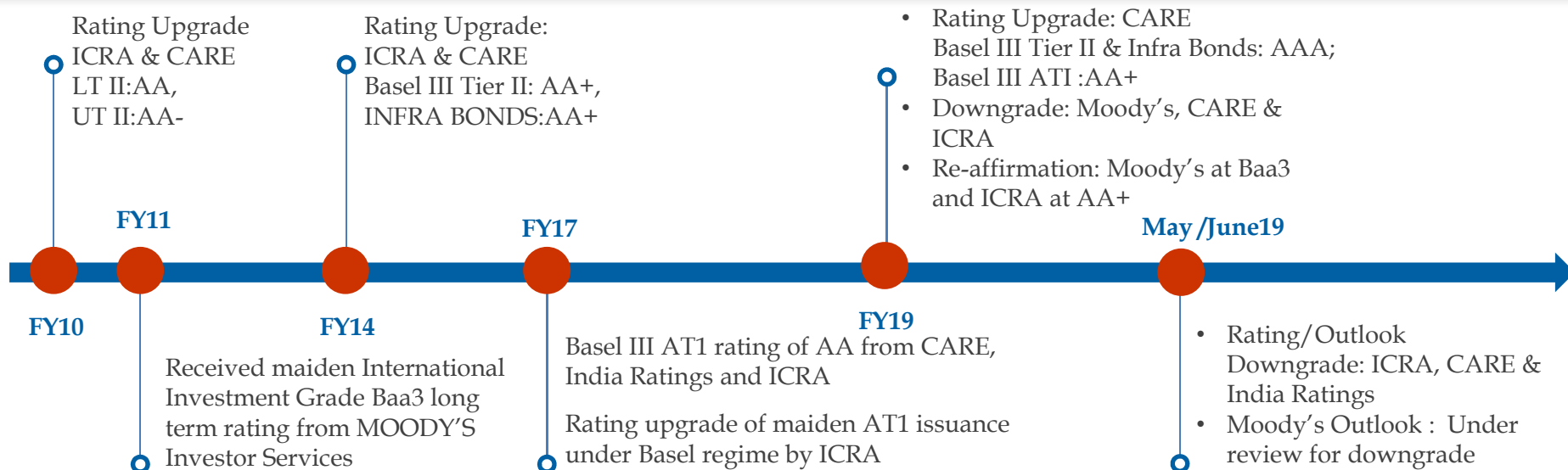
✓ Demonstrated ability to raise capital across cycles; reflecting excellent market appetite for YES Bank capital qualifying bonds

- Raised ₹ 30.42 Bn of Basel III Tier II Bonds in Q2FY19
- Raised ₹ 70.00 Bn through private placement of Basel III Tier II Bonds in two tranches
- Raised ₹ 54.15 Bn in last one year through issue of Basel III complaint AT I

*after adjusting proposed dividend for FY19

Core Equity Outcomes remain comfortably above Minimum Regulatory Requirement

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	

Ratings reflect a sustainable growth oriented financial model with robust Risk Management Policies

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

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 towards solar projects, and USD 5 billion till 2030 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
- ✓ First & only Indian Banking signatory to Natural Capital Finance Alliance (NCFA) & Chair of Steering Committee

Social

- ✓ Launched India's 1st Green Retail Liability Product in 2018, Green Future Deposits
- ✓ Sole arranger & subscriber to India's First Social Bond, 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

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 (2018)
- ✓ Only Indian Bank to be awarded 'Prime' Status by OEKOM Research Ag
- ✓ 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

Awards & Accolades



Institutional Excellence



Best Bank in India for SMEs
Asiamoney Country Awards
Hong Kong, 2019

Global SME Finance Awards

Product Innovation of the Year Award
International Finance Corporation's (IFC's) Global SME Finance Awards
2018

Global Finance Magazine

Best Debt Bank in Asia Pacific
Global Finance magazine

The Asset Triple A Country Awards

Best New Bond India
The Asset Triple A Country Awards
2018



Global winner Payments Technology Project Awards
London, 2018

FORBES GLOBAL 2000

Ranked #1,013 Global 2000
Ranked #155 Growth Champions
Forbes Global 2000 World's Largest Public Companies
June 2018



Technology, Innovation & Service

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 - 2018, 2017, 2016, 2015
Best Financial Supply Chain, 2018, 2017
Best Corporate Payments Project in India, 2018, 2016
Best Corporate Trade Finance Deal in India, 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

Asian Banking & Finance Wholesale Banking Awards 2018

- 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 (FIIA)
Singapore
2018



Instant Payment Products (UPI+IMPS+BHIM+USSD)
National Payments Excellence Awards (NPCI) 2017

Sustainability & CSR Excellence

Dow Jones Sustainability Indices

First & only Indian bank to be selected for the fourth consecutive year
DJSI Emerging Markets Index
New York, 2018

Natural Capital Coalition

1st Indian Bank to join 'Natural Capital Coalition' - a global multi-stakeholder collaboration uniting global natural capital community

MSCI ESG

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

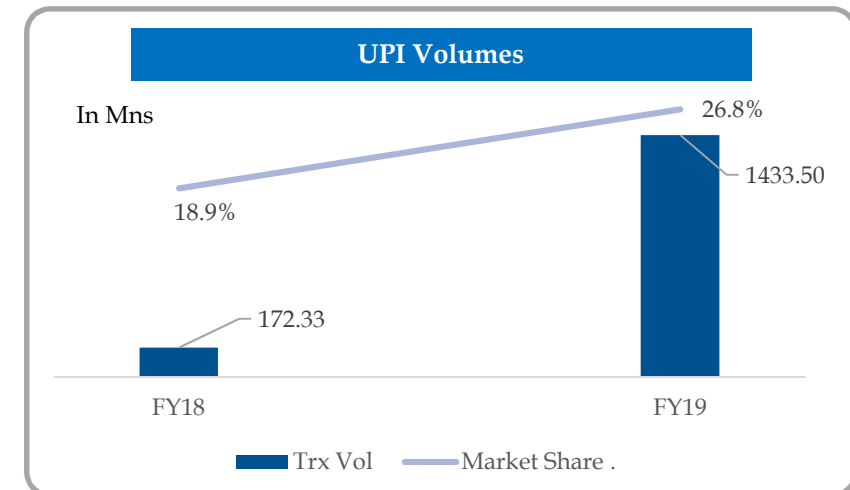
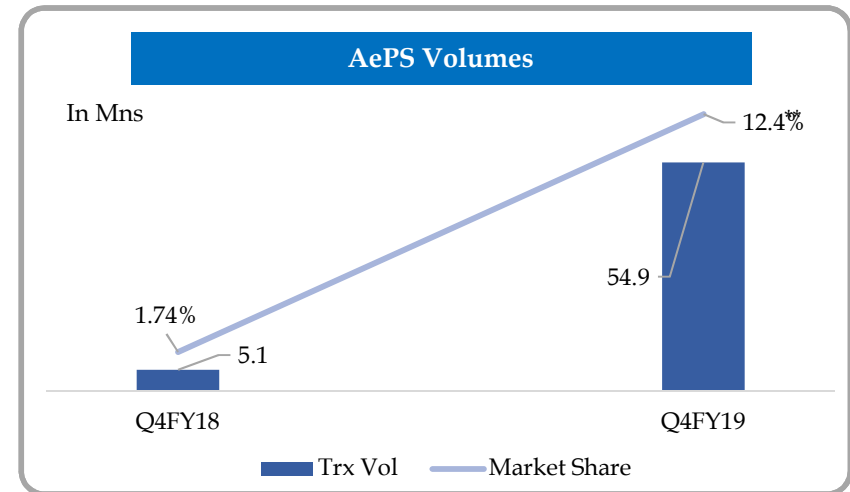
Digital Transformation –Powered by leadership payment

Leadership in New Age Payments

- **AePS**
 - One of the leading acquirer banks by Vol. Trx vol. grew ~11X YoY
 - Bank processed ~55 Mn transaction in Q4FY19
- **IMPS**
 - Consistently **ranked 1st as Remitter Bank**, by NPCI in the peer group for FY19. Vol. grew 80% y-o-y growth in FY19
- **UPI**
 - 8X YoY growth in vol.; 1.43 Bn transactions processed in FY19
 - 982 Mn P2P transactions and 450 Mn based merchant transactions (P2M) for FY19
 - Consistently been ranked 1st in Merchant transactions with a market share of 35% in March'19

API Banking a differentiated strategy

- **Customers onboarded:** 850+ Set ups done for customers
- **Throughput:**
 - Val. increased by 2.3X YoY; Vol. increased by 1.3X YoY
- Individual Inward remittance: Market Share ~**10% (CY18)**; Throughput by value grew **125% for the bank vs. 14% for the industry**
- Our Customers:



**Market share estimated for Q4FY19 *Source: NPCI

Digital Transformation –Empowering Digital India



➤ Smart City & Smart Campus Initiatives

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

➤ Maharashtra ePDS:

- Partnered Food & Civil Supplies Department Mah for fund transfer and Value Added Services across 20,000 ration outlets across the state



➤ Haryana Agriculture Subsidy

- Agri subsidy disbursement via AI enabled digital wallet for 13 lakh farmers across the state



➤ MSEDCL

- Expense Management for handling the day to day petty cash expenses for 7500 employees spread across 206 branches across Maharashtra.
- Relationship has resulted in collections of 100 Cr.



➤ 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



महाराष्ट्र शासन

➤ Yellow Revolution

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

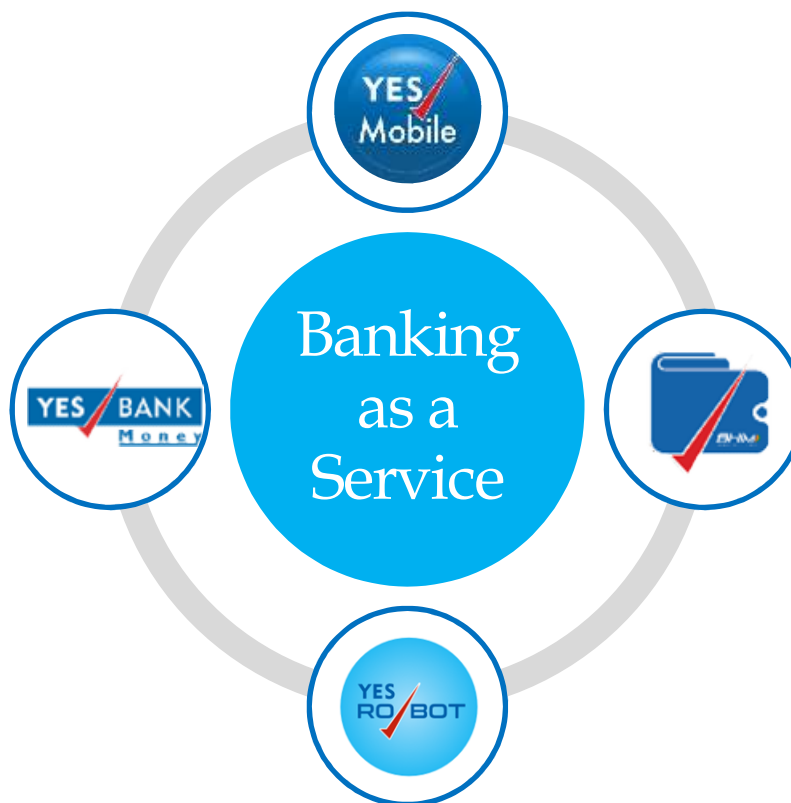
Digital Transformation – Reaching customers anywhere

Financial txns. through YES MOBILE app **grew 88.2% y-o-y**
to reach **12.8 Mn** FY19

Transaction value crossed ₹400 Bn in FY19

First & one of the largest
domestic remittance
platform

*Over 390,000 BC agents
employed*



First chatbot enabled wallet
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

*Transaction volume increased
by 275% between FY 18 and
FY 19*

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

Over 6.3Mn 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

Additional (Independent) Director

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



Mr. Thai.Salas Vijayan

Additional (Independent) Director

Former IRDAI & LIC Chairman



Mr. Maheswar Sahu

Additional (Independent) Director

Former additional chief secretary, Govt. of Gujarat



Mr. Anil Jaggia

Additional (Independent) Director

Former chief information officer (CIO) HDFC Bank



Shagun Kapur Gogia

Additional Director (Non-Executive Non Independent)

Indian partners representative director
Founder & managing director of Tuscan Ventures



Ravinder Kumar Khanna

Additional Director (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



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.

Leadership Training Initiatives by YES School of Banking

- ✓ Concluded 6 month Leadership Development journey towards building holistic and future ready leaders for Top and Senior Management
- ✓ Conducted Leadership Excellence Programs on ‘Leading Self’ and ‘Managing Business & Developing People’ for Middle Management



University & Schools Relationship Management ‘Preferred Employer of Choice’

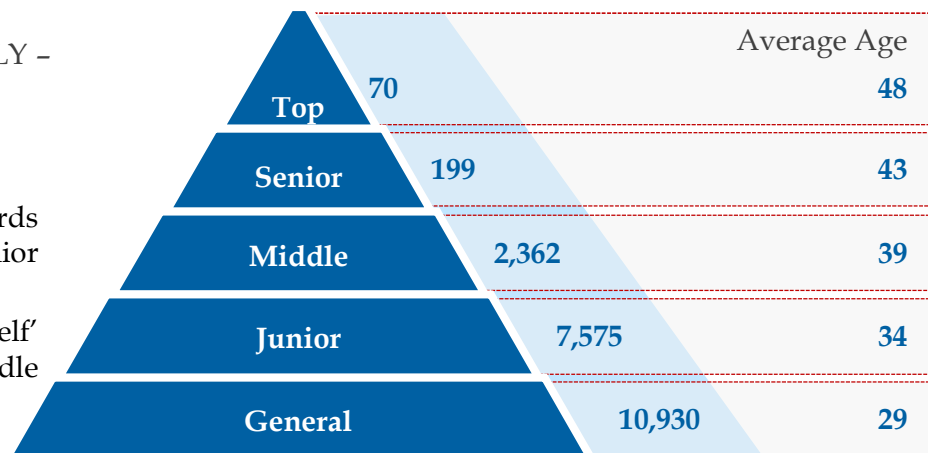


- ✓ YES League of Excellence – an online Recognition, Appreciation & Engagement platform

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 Mar 31, 2019 and as per revised segmentation

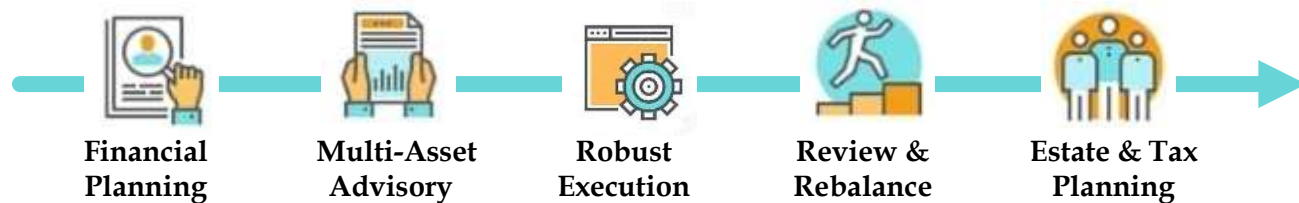
- ✓ Total Headcount of **21,136**
- ✓ Average Age – **32 years**
- ✓ Average vintage in YES BANK: **8.2 yrs for Top Management** & **7.0 years for Sr. Management**
- ✓ **Wealth creation** through ESOPs
- ✓ Talent acquisition from Peer Private Sector & MNC Banks
- ✓ Building a ‘Leadership Supply Chain’
- ✓ Ranked No 1. in Dream Companies to Work For & Best Employer of the Year by ET Now



YES BANK'S SUBSIDIARIES

- ✓ Incorporated in March 2013 as a wholly-owned subsidiary of YES Bank Limited
- ✓ Member Broker (NSE, BSE, MCX) ✓ Category 1 – Merchant Banker ✓ Investment Advisor
- ✓ Research Analyst ✓ AMFI-registered Distributor

Wealth Broking & Investment Advisory



- ✓ Wealth Focused Proposition with end-to-end advisory and execution capabilities
- ✓ Digital-first Investor Experience across investment platforms
- ✓ Multi-asset Research and Product Leadership

Investment & Merchant Banking

- ✓ Highly-experienced team has successfully completed 200+ deals in the last 10 years
- ✓ Capital Lifecycle approach with Knowledge leadership across key industry sectors
- ✓ Dedicated “Sustainable Investment Banking” team focused on renewables, waste management, education
- ✓ Awards/ Recognition
 - 2018 Global Finance – Best Investment Bank in the Country (India)
 - SKOCH Award 2018 – Market Gold for IPO: The New India Assurance Co.

Operating Model	Customer Segments and Funds Category	
Lean Operating Model with Simple Mix of Schemes and optimizing of the Distribution network	Customer Segment	Solution
Outsourced/ Right Source Model: To partner with Industry Best service providers: Operations, Data-Centre services are outsourced	Institutional	Liquid and Treasury Management
Digital First Approach for superior Customer Service for both Investors and Distributors	Retail	Debt /Equity, SIP/ETF
Building a Robust Framework with Best in Industry Processes and Partners	HNI	Debt/ Equity/Structured Product
	Scheme Categories	
	Liquid/ Ultra Short Term	Short Term Debt
	Long Term Debt	Equity and ETF's

Key Highlights

- Received SEBI Approval to Launch 2 Funds- YES Liquid Fund & YES Ultra Short Term Fund
- Successfully closed the 1st NFO, Yes Liquid Fund, with participation from over 100 cities from both Corporate and Retail Investors
- Active in over 200 Locations in India via key alliances and available on Digital platform

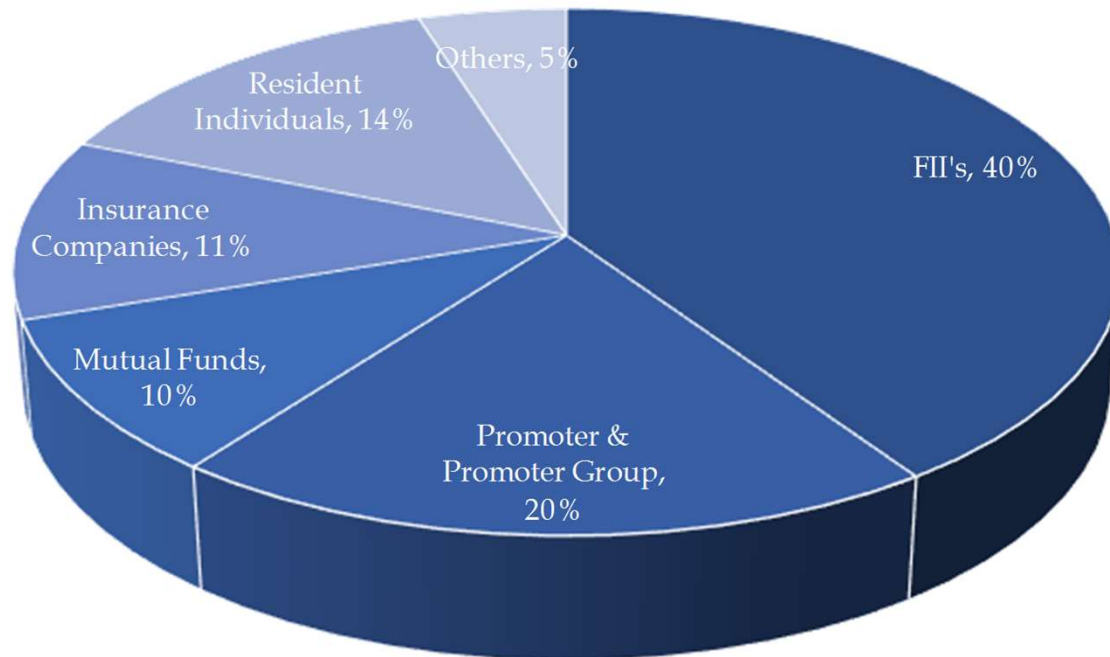
YES Asset Management will build on its Key Pillars to provide an Investor driven culture to all its stakeholders



ANNEXURES

Diversified Shareholding Base

Shareholding Pattern as on March 31, 2019



- ✓ Well Diversified holding with healthy mix of Marquee FIIs & DIIs such as
 - LIC
 - SBI MF
 - Templeton MF
 - SBI MF
 - UTI MF
 - T. Rowe Price
 - Vanguard
 - Vontobel
 - Jasmine Capital
 - Govt. Pension Fund
- ✓ 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	Q4FY19	Q4FY18	Growth % (y-o-y)	Q3FY19	Growth % (q-o-q)
Net Interest Income	25,059	21,542	16.3%	26,664	-6.0%
Non Interest Income	5,317	14,210	-62.6%	8,909	-40.3%
Total Net Income	30,376	35,752	-15.0%	35,573	-14.6%
Operating Expense	17,142	14,398	19.1%	15,669	9.4%
Operating Profit	13,234	21,354	-38.0%	19,904	-33.5%
Provisions & Contingencies	36,617	3,996	816.2%	5,502	565.5%
Profit After Tax	-15,066	11,794	NM	10,018	NM

Balance Sheet					
₹ Million	31-Mar-19	31-Mar-18	Growth Y-o-Y	31-Dec-18	Growth Q-o-Q
Assets	3,808,262	3,124,456	21.9%	3,739,812	1.8%
Advances	2,414,996	2,035,339	18.7%	2,438,852	-1.0%
Investments	895,220	683,989	30.9%	830,178	7.8%
Liabilities	3,808,262	3,124,456	21.9%	3,739,812	1.8%
Shareholders' Funds	269,042	257,583	4.4%	284,027	-5.3%
Total Capital Funds	504,591	469,757	7.4%	532,730	-5.3%
Borrowings	1,084,241	748,936	44.8%	1,076,913	0.7%
Deposits	2,276,102	2,007,381	13.4%	2,227,584	2.2%
CASA	752,533	731,762	2.8%	741,167	1.5%

NM: Not Measurable



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Thank you