

YBL/CS/2025-26/148

November 29, 2025

National Stock Exchange of India Limited

Exchange Plaza, Plot no. C/1, G Block, Bandra - Kurla Complex, Bandra (E) Mumbai - 400 051

NSE Symbol: YESBANK

Dear Sir/Madam,

**Sub.: Submission of Investor Presentation** 

Ref: Reg. 30 and other applicable provisions of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

**BSE Limited** 

Corporate Relations Department

P.I. Towers, Dalal Street

BSE Scrip Code: 532648

Mumbai - 400 001

Please find attached the copy of Investor Presentation.

We request to take above on your record and disseminate to all concerned.

Thanking you,

Yours faithfully

For YES BANK LIMITED

Sanjay Abhyankar Company Secretary

**Encl: Copy of Investor Presentation** 





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## **India: Fastest Growing Major Economy**

YES Bank – India's New Age Private Sector Bank

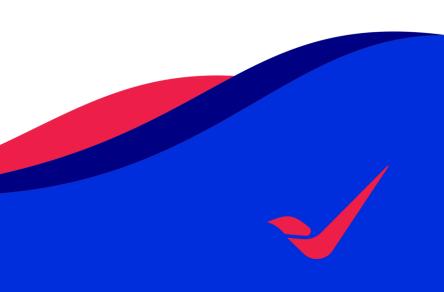
Unique Turnaround

Profitability Trajectory

Financial Results – Q2FY26

YES BANK Franchise

Rapid Digitalization



# India expected to be the fastest growing major economy in FY26



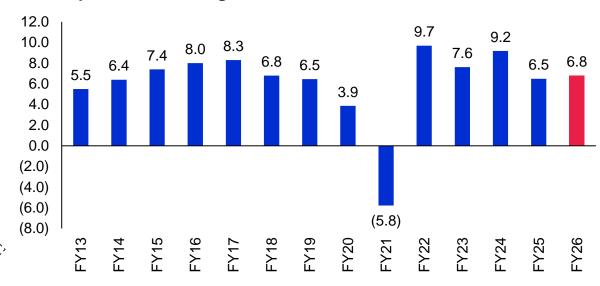
### IMF growth forecasts for 2025 & 2026

Real GDP (% YoY)							
2024 2025P 2026P							
Advanced Economies	1.8	1.6	1.6				
<b>Emerging Market Economies</b>	4.3	4.2	4.0				
India	6.5	6.6	6.2				

Despite global headwinds such as US tariffs, India to remain the fastest-growing economy, buoyed by resilient fundamentals and strong domestic drivers

Growth to stay strong, backed by consumption, investment, and policy support

### RBI expects FY26 GDP growth at 6.8%



### Growth resilience powered by:

- Strong consumption, rural upswing, and service export boom fueled expansion
- Agriculture and services continue to stay strong, and push in industrials and manufacturing through government schemes such as Production-Linked Incentive Scheme (PLI), etc.
- Union Budget 2025 unveils measures to boost MSMEs through better credit access, support for first-time entrepreneurs, and promotion of labor-intensive industries
- The GST 2.0 reforms strengthen India's growth narrative through consumption-led expansion benefiting sectors like retail, agriculture, MSMEs, insurance, FMCG, textiles, auto, and construction

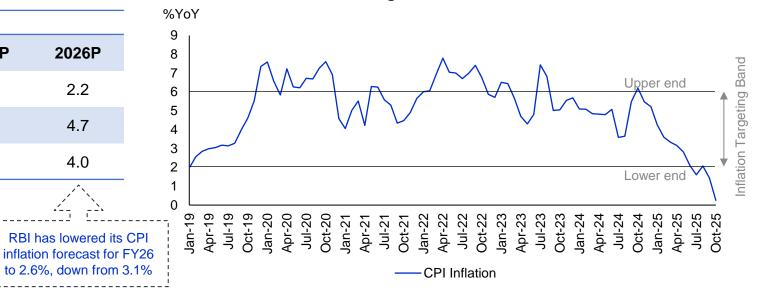
## Inflation has remained within RBI's target band



#### IMF inflation forecasts for 2025 & 2026

Inflation (% YoY)						
2024 2025P 2026P						
Advanced Economies	2.6	2.5	2.2			
<b>Emerging Market Economies</b>	7.9	5.3	4.7			
India	4.6	2.8	4.0			

### India's retail inflation averaged 4.6% in FY25



- CPI inflation hit a multi-year low of 0.25% in October, on the back of Goods and Services Tax (GST) cuts and contained food inflation despite unseasonal rainfall
- Latest banking sector insights:
  - Phased reduction of Cash Reserve Ratio (CRR) by 100bps from 4% to 3% expected to release primary liquidity of ~INR 2.5 lakh crores into the banking system
  - Three consecutive reductions in reportate by RBI resulting in a 3-year low of 5.5%, with further room for cuts indicated to help boost growth
  - Pace of credit expansion expected to continue to remain healthy in FY2026 Credit grew 11%+ in FY2025, and 9%+ YoY in Q1 FY2026, and is expected to further pick up pace in H2 FY2026 driven by recent GST rate cuts, high domestic demand and further rate cuts
  - Asset quality to remain comfortable despite uptick in slippages Compared to 1.5% in FY2024, the fresh NPA generation rate declined to 1.3% in FY2025

## Banking system in India remains resilient (1/2)

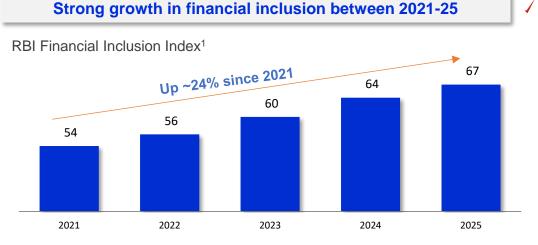


## Improving credit penetration in India, yet further headroom for expansion exists

Domestic bank credit (% of GDP)			
	2021	2024	2027P
Advanced Economies	95.7	88.7	87.8
Emerging Market Economies	126.8	140.3	153.0
India	50.7	55.2	59.4

- India's credit-to-GDP ratio, though increasing has consistently remained below global benchmarks, trailing behind other advanced and emerging economies
- This presents substantial headroom for further growth and credit expansion in the coming years

## India's financial inclusion displaying robust momentum backed by strong policy support



### Growing financial inclusion driven by:

- **Dedicated government efforts** to include every citizen in the financial infrastructure of the country, including schemes like the Pradhan Mantri Jan Dhan Yojana (PMJDY)
- Growing digital public infrastructure and financial technology, enabling financial access for all

~56cr beneficiaries since PMJDY launch

55% women account-holders under PMJDY

~80% population now have bank accounts

Sources: IMF, RBI, World Bank, Ministry of Finance, Ministry of MSMEs, industry reports

Notes: 1. Computed by RBI on scale of 0 to 100 where 0 indicates no financial inclusion and 100 indicates complete financial inclusion (based on 97 indicators & measures progress in financial inclusion, availability of financial services, ease of access)

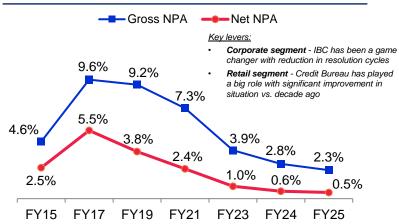
## Banking system in India remains resilient (2/2)



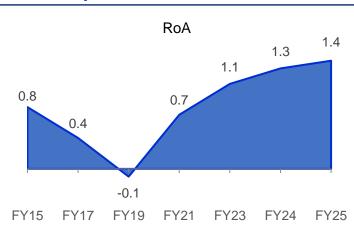




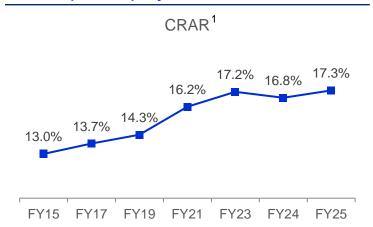
### **Decadal best Asset Quality ...**



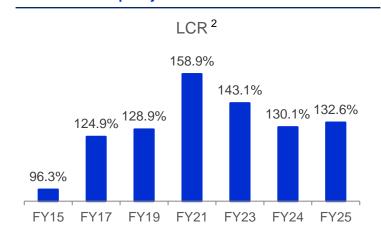
... Profitability...



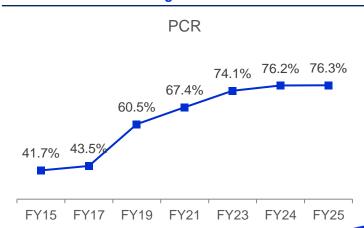
#### ... and Capital Adequacy



### **Comfortable Liquidity levels**



#### **Robust Provision Coverage**



Resilience of the banking system has been pivotal to the strength of India's financial system

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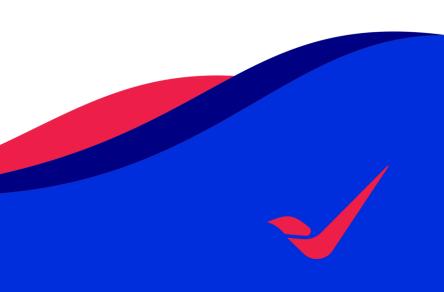
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## India's New-Age Private Sector Bank



## INR 2.50 Lac Crs | 73%

Loan Book | Share of Retail & Commercial Bank<sup>2</sup>

## Diversified Balance Sheet

## INR 2.96 Lac Crs | 58%

Total Deposits | Share of Retail and Branch Banking led Deposits

## **Digital Leadership**

Processes every 1 in 3 Digital Transactions in India; Preferred Banker to Unicorns/ Soonicorns; Strong stack of 1,500+ APIs





# Stable Asset Quality 1.6% | 0.3%

GNPA | NNPA



Comprehensive Product Suite for Retail, Commercial, Corporates & Institutional Segment





# **Well Capitalized 15.6%** | **13.9%**

Capital Adequacy | CET-1 Ratio<sup>3</sup>

## 6<sup>th</sup> Largest

Private Bank in India<sup>1</sup>; Founded/Licensed in 2003; Commenced operations in 2004





**YES BANK** 



# Pan India Distribution 1,295 | 1,316

Branches | ATMs

Granular, Retail Franchise Professional,
Seasoned Management

Marquee Shareholders SMBC, SBI & Advent

### 29k+

Employees | Senior
Management vintage of

9 Years with the Bank

 Highest rankings among Indian Banks from prominent global ESG Rating institutions including S&P, CDP etc.

# Strong Institutional Sponsorship- catalyst for next phase of Growth



### **Overview**

On May 9, 2025, **Sumitomo Mitsui Banking Corporation ("SMBC")** was announced to become **YES Bank's largest shareholder** through the acquisition of 24.2% stake from SBI, other Investor Banks<sup>1</sup> and Carlyle (CA Basque Investments)

Induction of two SMBC nominee directors further strengthened the Governance Structure

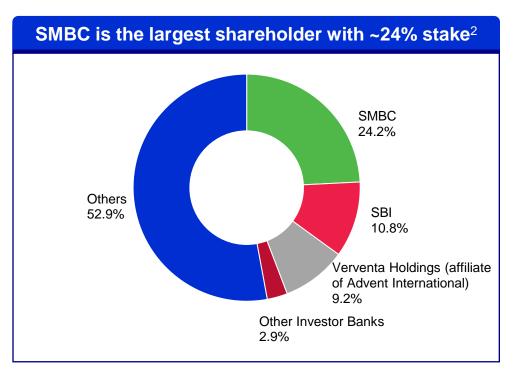
- Mr. Rajeev Veeravalli Kannan Managing Executive Officer and Head of India Division in SMBC as well as in SMFG
- Mr. Shinchiro Nishino Head of Global Credit in the Risk Management Unit of SMBC

SBI to continue to remain as one of the largest shareholders in YES Bank with 1 representative Nominee Director on the Board of Directors

### **SMBC Overview**

SMBC is among the leading foreign banks in India and Sumitomo Mitsui Financial Group's ("SMFG") wholly owned subsidiary, SMFG India Credit Company, is among the largest diversified NBFCs in India with AUM of USD 6.2bn and 3mn customers, 1,007 branches across 670+ towns<sup>3</sup>

2nd Largest banking group in Japan, 14th Largest Globally<sup>4</sup> with Total Assets of ~USD 2tn



## Next phase of growth, profitability and value creation leveraging SMBC's global expertise



Benefit to Credit Ratings and Brand Reputation, and further enhance Global Governance Standards from SMBC



Leverage Strong Parentage For Higher Trust



Cross-border Expertise; Access New Business Opportunities – Japanese And Global Corporates

## Responsible franchise with sustainability at its core

### **Robust ESG & Climate Governance**

CSR & ESG Committee of the Board: Highest governance body that drives the Bank's ESG agenda Sustainability Council:

Executive committee that develops and reviews Bank's sustainability strategy

Sustainable Finance (SF)

Unit: Implements Bank's sustainability strategy in coordination with BUs

**Purpose-led Culture:** 

Domain-specific ESG KPIs integrated into the goals of Top Management

## **Environment**

Environmental management: First Bank globally with 1,186 ISO 14001:2015 certified facilities under its Environmental Management System

**Net zero by 2030:** Committed to reduce GHG emissions from operations to net zero by 2030. **~26% reduction** in Scope 1 & 2 emission intensity per rupee of turnover in FY 2024-25 (YoY)

**Responsible lending:** Environment and Social Risk Management System (ESMS) instituted to integrate E&S risks into overall credit risk assessment framework

**Green finance: INR 7,357 crore** in sanctioned debt facilities for supporting RE projects (solar, wind, hybrid & pumped-storage) of ~2,210 MW, in FY 2024-25. **One of only 5 Accredited Entities** to the Green Climate Fund

**Reducing financed emissions: First Indian Bank** to report financed emissions (electricity generation). Achieved **39% reduction** in financed emission intensity (from base year FY 2021-22)

Aligning with global frameworks: Founding Signatory to UNEP FI Principles for Responsible Banking and first Indian Bank to publish enhanced disclosures in line with TCFD recommendations

### **Social**

**Gender diversity: 23.17% proportion of women** in the Bank's workforce in FY 2024-25

Financial inclusion: 6.49 lakh active women customers in rural India under YES Microfinance programme in FY 2024-25

Community development: 68,000 youth, farmers, women and artisans impacted through YES Foundation's employability and entrepreneurship programmes, (as at March 31, 2025)

**Agroforestry:400,000 trees** planted through YES Foundation's agroforestry initiative, enhancing green cover and supporting sustainable livelihoods of farmers (as at March 31, 2025)

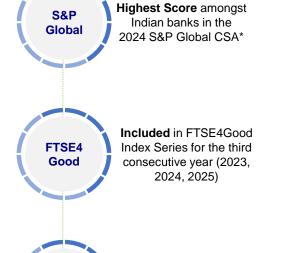
### <u>Governance</u>

**Board independence: 50% of the Directors** on the Bank's Board are Independent Directors

**Board diversity: 15% of Directors** on the Bank's Board are women

## **✓YES BANK**

## **Performance on ESG Ratings**



Index Constituent of MSCI

**ACWI's Low Carbon Leaders** 

Index, ACWI Climate Change Index, among others

\* S&P Global Corporate Sustainability Assessment (CSA) 2024 - (YES BANK achieved a CSA Score of 72 (out of 100) and ESG Score of 73 (out of 100) as of December 16, 2024.

MSCI

## **Robust Governance Structure – Board Members**



### **Eminent and Experienced Board**



Rama Subramaniam Gandhi Non-Executive. Part time Chairman. Independent Director



Atul Malik Independent Director



**Sharad Sharma** Independent Director



**Rekha Murthy** Independent Director



**Nandita Gurjar** Independent Director



**Prashant Kumar** Managing Director & CEO



**Rajan Pental Executive Director** 



**Manish Jain Executive Director** 



Sanjay Kumar Khemani Independent Director



Sadashiv Srinivas Rao Independent Director



Rajeev Veeravalli Kannan<sup>1</sup> Additional Director, Non-Executive Additional Director, Non-Executive and Non-Independent Director (Nominee of SMBC)



Shinichiro Nishino<sup>1</sup> and Non-Independent Director (Nominee of SMBC)



**Thekepat Keshav Kumar** Nominee Director appointed by SBI (Non-Executive and Non-Independent Director)



D. Shivakumar Non- Executive and Non-Independent Director, Nominee of Verventa Holdings Limited

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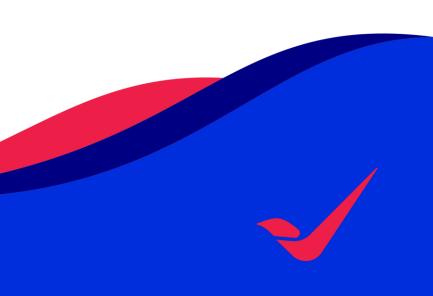
## **Unique Turnaround**

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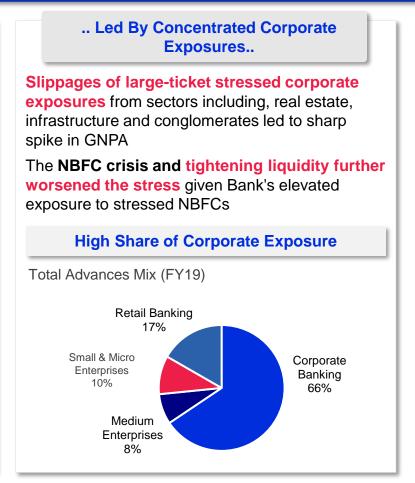


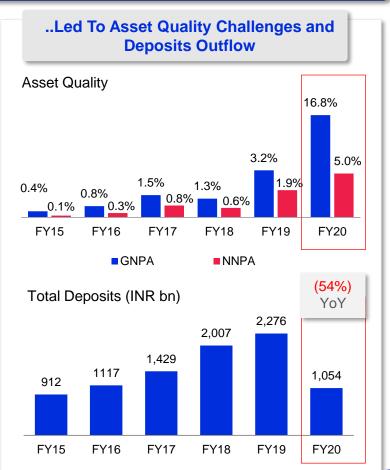
## **Unique Turnaround Story: An Analysis (1)**



## FY15-19: Strong Corporate Led Loan Growth, Impact Further Aggravated by Externalities

## **Strong Balance Sheet Growth..** One of the Fastest Balance Sheet Growth v/s. peers upto FY18 Market share in loans and deposits tripled in less than a decade to 2.5% and 1.8% respectively in FY19 **Strong Growth in Lending between 2015-19** Net Advances (INR bn) (29%)FY15-19 CAGR 34% YoY 1,714 755 FY15 FY16 FY17 FY18 FY19 FY20



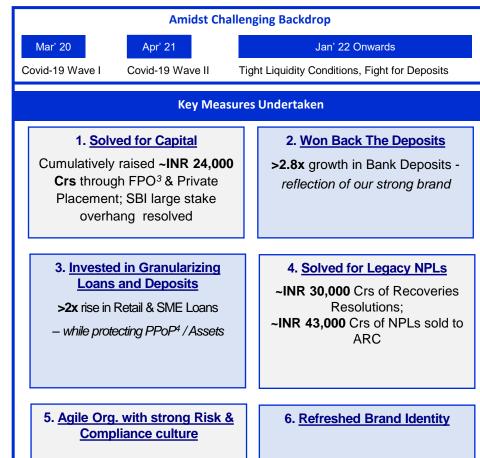


## **Unique Turnaround Story: An Analysis (2)**



All figures in INR Cr

Strong Growth Phase till FY18 (Data below for FY18)		Extreme Stress Cond Moratorium imposed i (Data below for F	n Mar'20
Market Cap	70,206	Market Cap	28,176
Credit Rating	AA+	Credit Rating	D
Advances	203,534	Advances	171,443
Deposits	200,738	Deposits	105,364
CASA	73,176	CASA	28,063
CD Ratio	101.4%	CD Ratio	162.7%
CASA Ratio	36.5%	CASA Ratio	26.6%
LCR	113.2%	LCR	37.0%
Borrowings Share <sup>1</sup>	24.0%	Borrowings Share 1	44.1%
Retail & Comm. Adv. Sh. <sup>2</sup>	32.2%	Retail & Comm. Adv. Sh <sup>2</sup>	44.2%
CET I %	9.7%	CET I %	6.3%
GNPA %	1.3%	GNPA %	16.8%
NNPA %	0.6%	NNPA %	5.0%
RoA	1.6%	RoA	-7.1%



Bank now on the path of delivering Profitable Growth (Data below as of Sep 30, 2025)				
Market Cap	71,686			
Credit Rating	AA-			
Advances	250,212			
Deposits	296,276			
CASA	99,708			
CD Ratio	84.5%			
CASA Ratio	33.7%			
LCR	125.1%			
Borrowings Share 1	14.4%			
Retail & Comm. Adv. Share <sup>2</sup>	73.2%			
CET I %	13.9%5			
GNPA %	1.6%			
NNPA %	0.3%			
RoA	0.7%			

15

<sup>&</sup>lt;sup>1</sup> Borrowings proportion in Total Liabilities

<sup>&</sup>lt;sup>2</sup> Retail & Comm. Segment proportion in Total Advances <sup>5</sup> Includes Profits

<sup>&</sup>lt;sup>3</sup> Follow-on Public Offerina

<sup>&</sup>lt;sup>4</sup> Pre-Provisioning Operating Profit

## **Unique Turnaround Story: An Analysis – Credit Rating (3)**

International Rating	Long-term	Outlook	Short-term
Moody's Investors Service	Ba2	Stable	Not Prime
Domestic Rating	Basel III Tier II & Infra Bonds (Long-term)	Outlook	Short-term
CRISIL	AA-	Stable	A1+
ICRA	AA-	Stable	
India Ratings	AA-	Stable	
CARE	AA-	Stable	A1+

### **Key Elements Driving Rating Changes**

- **Strategic Investment & Governance**
- Robust capitalization

Improved Liability Profile

Enhanced Asset Quality

**YES BANK** 

- Sequential Expansion of Profit
- Granular Business Mix

**As on Aug 2025** 

**As on Jul 2025** 

**Rating Upgrades** India Ratings & CRISIL: Basel III

Tier II & Infra Bonds to AA-

**Moody's Upgrades** issuer rating to **Ba2** 

**ICRA & CARE Upgrades** Basel III Tier II & Infra Bonds to AA-

As on May 2025

Rating/ Outlook Upgrade

Moody's: Outlook Upgraded to Positive

CRISIL & CARE: Basel III Tier II & Infra Bonds to A+

#### As on July 2020

**ICRA** Downgrades

Basel II Upper Tier II to D

#### **CARE Downgrades**

Basel II Upper Tier II to D Outlook-Credit Watch with **Developing Implications** 

Ratings across all agencies at all time lows

INDIA Ratings - Ratings Watch Evolving (RWE)

Moody's Upgrades issuer rating to Caa1+

### **ICRA Upgrades:**

As on March 2020

BASEL III Tier II to BB BASEL II Upper Tier II to BB BASEL II Lower Tier II to BB+ Infrastructure Bonds to BB+ Short Term FD/CD Programme to A4+



2020

As on December 2022

#### Senior Rating & Outlook Upgrade:

CRISIL: A-; A1+ short term; Positive

Moody's: Ba3; Stable India Ratings: A-; Stable ICRA: A-: Positive **CARE Upgrades** issuer rating to A-; Positive

Upgrade: CRISIL: A

CARE: A



## **Senior Rating & Outlook**

India Ratings: A







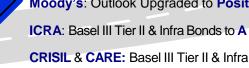










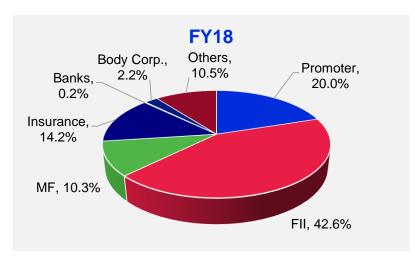




## **Unique Turnaround Story: An Analysis (4)**

## **Shareholding Pattern Evolution**

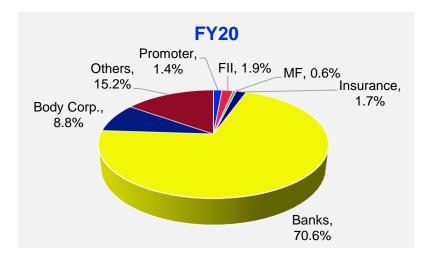
Part of BSE Sensex 30, Nifty 50, Bank Nifty, MSCI India, MSCI EM, MSCI ESG EM, FTSE4Good



### **Key Shareholders**

- Blackrock
- T Rowe Price
- Vanguard
- Franklin Templeton
- Coronation
- Vontobel
- Birla Sun Life
- LIC
- ICICI Prudential

### Excluded from all major indices

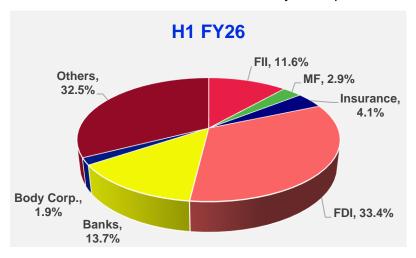


## **Key Shareholders**

- State Bank of India
- ICICI Bank
- HDFC Ltd.
- Axis Bank
- Kotak Mahindra Bank
- Bandhan Bank
- Federal Bank
- IDFC First Bank
- LIC

## **✓YES BANK**

Part of MSCI India, MSCI EM, MSCI ESG EM, FTSE4Good, BSE Next 50, BSE 100, Nifty Midcap 50



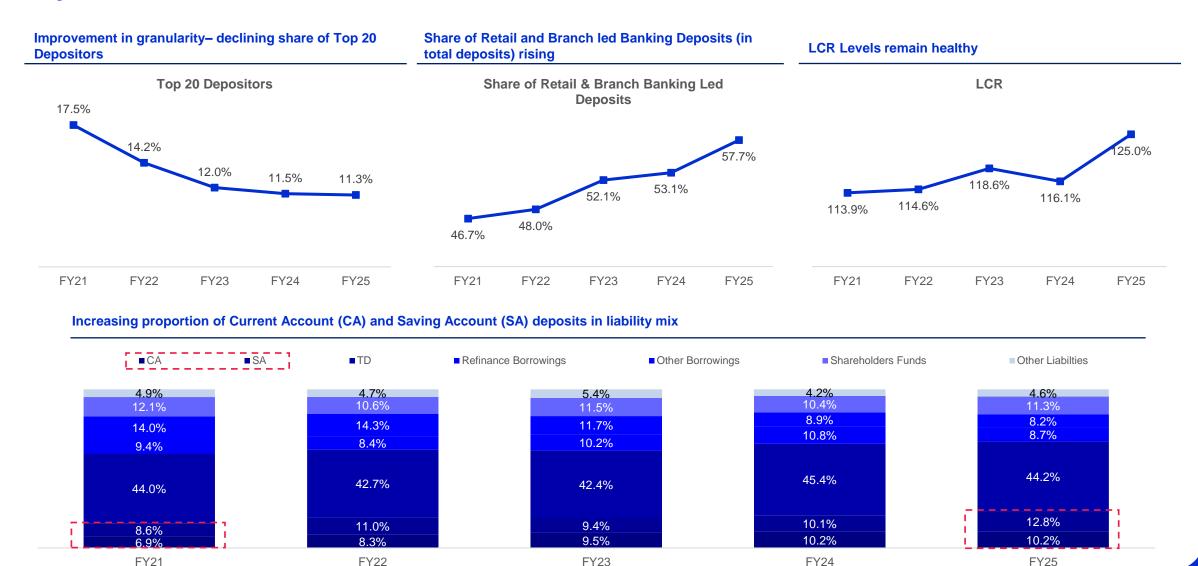
## **Key Shareholders**

- Sumitomo Mitsui Banking Corporation
- State Bank of India
- Verventa Holdings (affiliate of Advent International)
- LIC
- Blackrock
- Vanguard
- HDFC Bank
- ICICI Bank
- Norges Bank
- Kotak Mutual Fund

## **Unique Turnaround Story: Deposits and Liquidity (5)**



All figures in INR Crs



## **Unique Turnaround Story: Advances & Borrowings (6)**

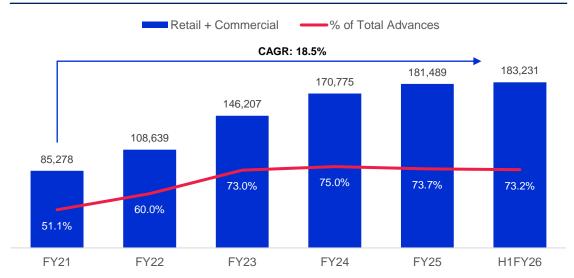


#### **All figures in INR Crs**

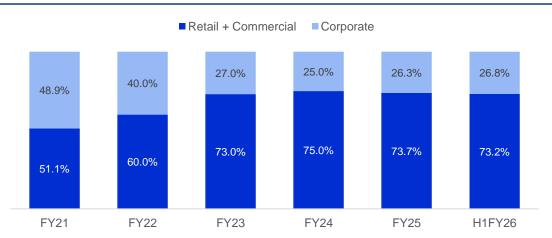
#### Consistent improvement in CD Ratio: sustaining at healthy levels of ~85% over last 3 years



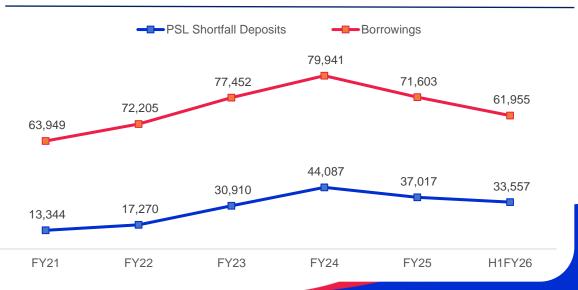
### ...Sustained momentum in Retail + Commercial Segment Growth



#### **Granularization in Advances led by...**



### PSL compliance driving run down in Shortfalls & Borrowings



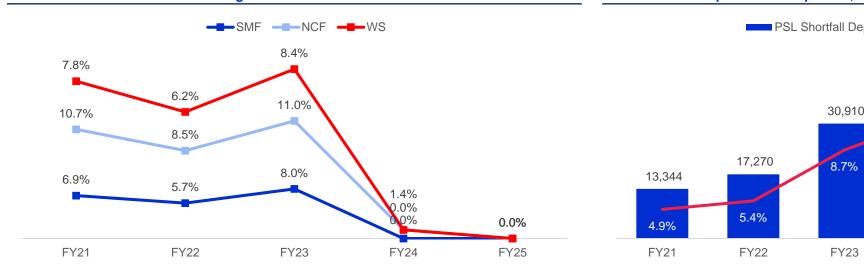
## **Unique Turnaround Story: PSL Shortfall Deposits (7)**

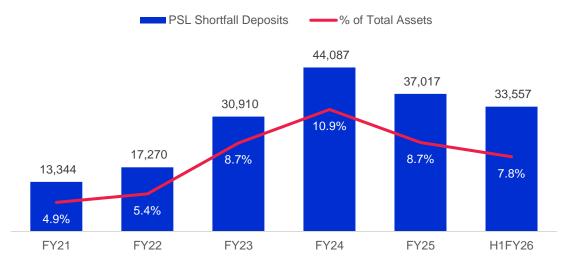


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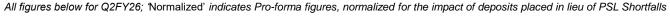


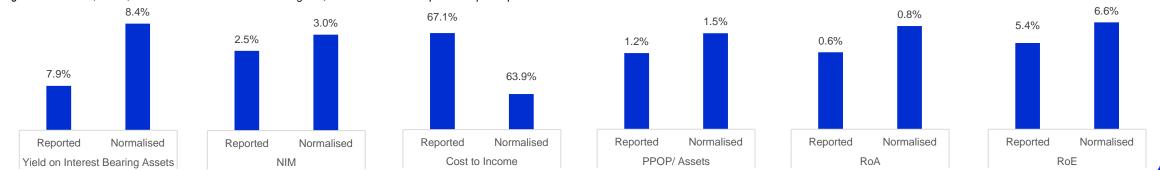
#### PSL Shortfall Deposit balance peaked, substantial increase basis past shortfall





### Mandated deposits in lieu of PSL Shortfalls: At 7.8% of Assets a drag on income & profitability- however lower Q-o-Q, and expected to further reduce to <5% over next 2 years



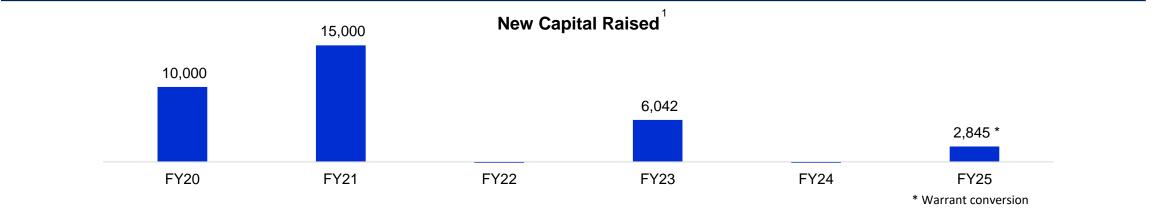


## **Unique Turnaround Story: Capital (8)**



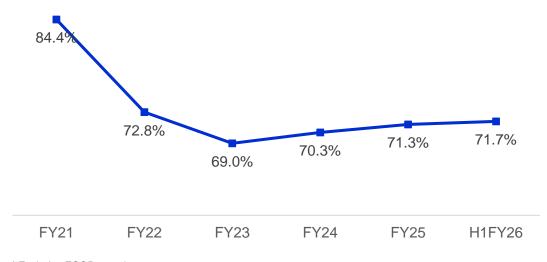
All figures in INR Crs

#### Demonstrated ability to raise capital despite headwinds; RoE to fund growth ahead



#### **Reduction in RWA / Total Assets**

### **CET I accretion aided by Capital Raise and Organic accretion**





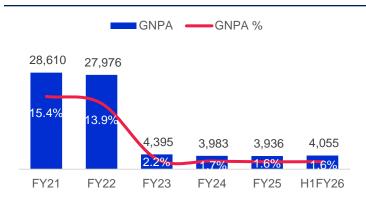
<sup>&</sup>lt;sup>1</sup> Excludes ESOP exercise

## **Unique Turnaround Story: Asset Quality (9)**

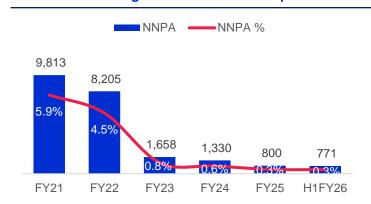


**All figures in INR Crs** 

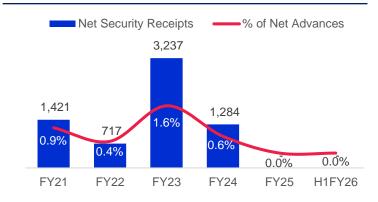
#### Significant improvement in GNPA



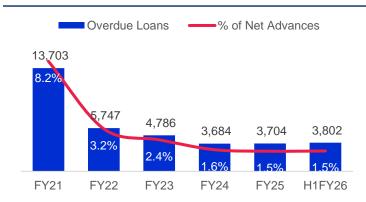
### NNPAs now amongst the lowest vis-à-vis peers



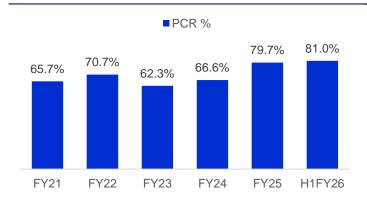
#### SRs fully provided for (O/S FV of JCF SRs: 1,962 Crs)<sup>1</sup>



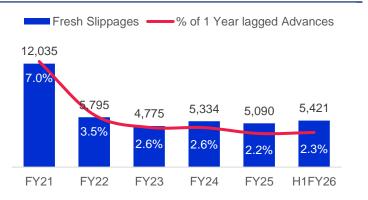
#### **Substantial reduction in Overdue loans**



### PCR levels >80%, amongst the best vis-à-vis peers



#### Improvement in Fresh Slippages



<sup>&</sup>lt;sup>1</sup> Outstanding Face Value of Security Receipts issued by JCF ARC at INR 1,962 Crs as of 30th September 2025

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India: Fastest Growing Major Economy

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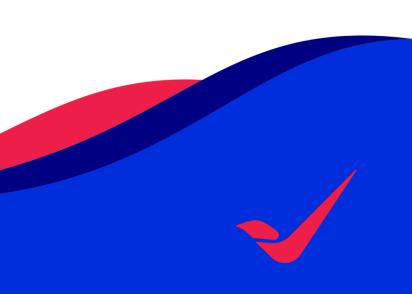
Unique Turnaround

## **Profitability Trajectory**

Financial Results – Q2FY26

YES BANK Franchise

Rapid Digitalization



## **Balance Sheet Structure: Implications for P&L**





	A = 0/ of A = = 10	YES BANK		As % of Assets	Mid Sized Private Banks			
	As % of Assets	FY23	FY24	FY25	As % Of Assets	FY23	FY24	FY25
Lower Share of Advances / Assets	Advances	57.3%	56.2%	58.1%	Advances	60.4%	62.9%	62.2%
Advances / Accets	Investments	21.7%	22.3%	20.1%	Investments	22.9%	23.8%	22.7%
	Govt. Securities	18.4%	19.9%	17.8%	Govt. Securities	20.4%	21.3%	20.0%
	Other Investments	3.3%	2.4%	2.3%	Other Investments	2.5%	2.6%	2.7%
	Balances with Banks	1.8%	0.2%	3.0%	Balances with Banks	1.8%	2.6%	2.5%
	Cash & RBI Balances	3.6%	4.5%	3.6%	Cash & RBI Balances	7.2%	4.1%	6.5%
Higher Deposits in lieu of PSL Shortfalls + DTA	Other Assets	14.9%	16.2%	14.4%	Other Assets	6.6%	5.6%	5.0%
	Fixed Assets	0.7%	0.7%	0.7%	Fixed Assets	1.1%	1.0%	1.1%
	Deposits	61.3%	65.7%	67.2%	Deposits	73.7%	75.2%	75.7%
	CA	9.5%	10.2%	10.2%	CA	10.3%	11.9%	9.0%
Comparatively lower SA share	SA	9.4%	10.1%	12.8%	SA	21.3%	18.4%	19.8%
	TD	42.4%	45.4%	44.2%	TD	42.0%	44.9%	46.8%
•	Net worth	11.2%	10.2%	11.3%	Net worth	11.4%	11.6%	11.7%
Higher dependence on Borrowings	Borrowings	21.8%	19.7%	16.9%	Borrowings	10.8%	9.1%	8.3%
	Other Liabilities	5.6%	4.4%	4.6%	Other Liabilities	4.1%	4.1%	4.3%

As % of Assets	Large Private Banks				
AS % OF ASSETS	FY23	FY24	FY25		
Advances	64.6%	66.2%	65.1%		
Investments	22.0%	21.8%	23.0%		
Govt. Securities	18.0%	18.1%	19.0%		
Other Investments	4.1%	3.7%	3.9%		
Balances with Banks	1.3%	1.8%	2.5%		
Cash & RBI Balances	6.4%	5.2%	4.5%		
Other Assets	5.2%	4.6%	4.5%		
Fixed Assets	0.4%	0.4%	0.4%		
Deposits	74.7%	70.2%	71.9%		
CA	11.2%	9.7%	9.5%		
SA	23.2%	18.9%	18.1%		
TD	40.3%	41.5%	44.2%		
Net worth	11.8%	12.2%	13.1%		
Borrowings	9.1%	13.4%	10.8%		
Other Liabilities	4.4%	4.2%	4.2%		

## **P&L Structure: Comparison to peers**



Lower Advances / Assets impacting Interest Income	
Higher Yield Corp. book run down + Impact of mix change yet to fully reflect	
Lower CASA + Higher Borrowing mix impact	
Moderate <b>Yields</b> (balanced risk profile) + Higher <b>CoF</b>	
Scope for improvement in Fee Income	
Opex fair given size & scale: Operating Leverage to unlock further efficiencies	
Provision costs partly benefiting from recoveries, including from ARC	

A- 0/ -5 A		YES BANK	
As % of Assets	FY23	FY24	FY25
Interest Income	6.7%	7.3%	7.5%
Yield on Advances <sup>1</sup>	9.3%	9.8%	9.8%
Interest Cost	4.4%	5.1%	5.3%
Deposit Cost <sup>1</sup>	4.9%	5.6%	5.8%
Net Interest Income	2.4%	2.1%	2.2%
Non-Interest Income	1.2%	1.3%	1.4%
Total Income	3.5%	3.5%	3.6%
Staff Cost	1.0%	1.0%	1.0%
Other Expenses	1.6%	1.6%	1.6%
Operating Expenses	2.6%	2.6%	2.5%
Operating Profit	0.9%	0.9%	1.0%
Provisions	0.7%	0.5%	0.3%
PBT	0.3%	0.4%	0.8%
Tax	0.1%	0.1%	0.2%
PAT	0.2%	0.3%	0.6%

A = 0/ of A = = 4=	Mid Siz	zed Private	Banks
As % of Assets	FY23	FY24	FY25
Interest Income	8.0%	9.1%	9.0%
Yield on Advances	10.7%	11.7%	11.3%
Interest Cost	4.0%	4.7%	5.0%
Deposit Cost	4.4%	5.4%	5.7%
Net Interest Income	4.1%	4.3%	4.0%
Non-Interest Income	1.7%	1.7%	1.6%
Total Income	5.7%	6.0%	5.6%
Staff Cost	1.1%	1.1%	1.1%
Other Expenses	2.0%	2.2%	2.2%
Operating Expenses	3.1%	3.4%	3.3%
Operating Profit	2.7%	2.6%	2.3%
Provisions	0.9%	0.6%	1.0%
РВТ	1.8%	2.0%	1.3%
Tax	0.7%	0.5%	0.3%
PAT	1.0%	1.5%	1.0%

A = 0/ of A = = 4=	Large Private Banks				
AS % Of ASSetS	FY23	FY24	FY25		
Interest Income	7.1%	8.3%	8.0%		
Yield on Advances	8.7%	10.0%	9.6%		
Interest Cost	3.2%	4.4%	4.4%		
Deposit Cost	3.5%	4.6%	4.8%		
Net Interest Income	3.9%	3.9%	3.6%		
Non-Interest Income	1.4%	1.6%	1.4%		
Total Income	5.3%	5.4%	5.0%		
Staff Cost	0.8%	0.8%	0.8%		
Other Expenses	1.7%	1.5%	1.3%		
Operating Expenses	2.4%	2.3%	2.1%		
Operating Profit	2.8%	3.1%	2.9%		
Provisions	0.4%	0.5%	0.3%		
PBT	2.4%	2.6%	2.6%		
Tax	0.6%	0.5%	0.6%		
PAT	1.8%	2.1%	2.0%		
	Yield on Advances Interest Cost  Deposit Cost  Net Interest Income  Non-Interest Income  Total Income  Staff Cost  Other Expenses  Operating Expenses  Operating Profit  Provisions  PBT  Tax	Interest Income   7.1%     Yield on Advances   8.7%     Interest Cost   3.2%     Deposit Cost   3.5%     Net Interest Income   3.9%     Non-Interest Income   1.4%     Total Income   5.3%     Staff Cost   0.8%     Other Expenses   1.7%     Operating Expenses   2.4%     Operating Profit   2.8%     Provisions   0.4%     PBT   2.4%     Tax   0.6%	Interest Income   7.1%   8.3%		

Data Source: "Statistical Tables relating to Banks in India: 2023-24", released in Dec 2024; FY25 figures from respective company disclosures 

Computed on 2- point avg. basis from publicly disclosed data to maintain comparability with other Banks.

## Recent Progress on RoA has been encouraging



## Strategic intervention over last 6-8 quarters have started reflecting in outcomes

Dupont Ratios	FY23	FY24	FY25	H1FY26
NII/ Avg. Assets	2.4%	2.1%	2.2%	2.2%
Non Interest Income/ Avg. Assets	1.1%	1.3%	1.4%	1.6%
Total income/ Avg. Assets	3.4%	3.5%	3.6%	3.8%
Operating Expense/ Avg. Assets	2.5%	2.6%	2.5%	2.5%
Salary Cost/ Avg. Assets	1.0%	1.0%	1.0%	1.0%
Other Opex/ Avg. Assets	1.5%	1.6%	1.6%	1.6%
Operating Profit/ Avg. Assets	0.9%	0.9%	1.0%	1.2%
Provisions/ Avg. Assets	0.7%	0.5%	0.3%	0.3%
Profit before tax/ Avg. Assets	0.3%	0.4%	0.8%	0.9%
Tax Expense/ Avg. Assets	0.1%	0.1%	0.2%	0.2%
Net Profit/ Avg. Assets	0.2%	0.3%	0.6%	0.7%

Further improvement in Operating Profitability remains a continued focus area

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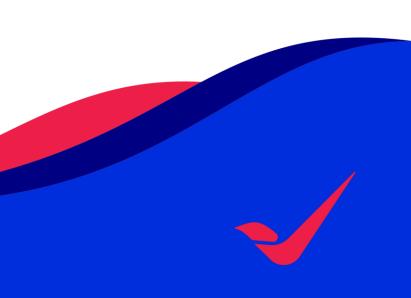
Unique Turnaround

**Profitability Trajectory** 

## Financial Results - Q2FY26

YES BANK Franchise

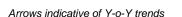
Rapid Digitalization



## Results At a Glance – Q2FY26



All amounts in INR Crs



**Total Assets** 

429,035



4.6%: Q-o-Q 2.6%: Y-o-Y

Advances

250,212



3.8% : Q-o-Q 6.4%: Y-o-Y

**Deposits** 

296,276



7.4%: Q-o-Q 6.9%: Y-o-Y

**CD** Ratio



87.4% Q1FY26 84.8% Q2FY25 Advances Mix<sup>1</sup>

Retail: Commercial: Corp. & Insti. Banking (CIB)

48%:25%:27%

49%: 25%: 26% in Q1FY26 50%: 23%: 27% in Q2FY25 Disbursement<sup>2</sup>

24,507



18,812: Q1FY26; 23.998: Q2FY25

Net Interest Income

2,301



(3.0%): Q-o-Q: 4.6%: Y-o-Y

Non-Interest Income

1,644



(6.2%): Q-o-Q 16.9%: Y-o-Y

**Operating Profit** 



(4.5%): Q-o-Q 32.9%: Y-o-Y

Profit After Tax





(18.3%): Q-o-Q 18.3%: Y-o-Y

NIM%

2.5% v/s.

2.5% Q1FY26 2.4% Q2FY25

0.4% Q2FY25

C/I Ratio

67.1% v/s.



67.1% Q1FY26 73.0% Q2FY25

**CASA Ratio** 

**33.7%** v/s.



32.0% Q2FY25

CET 1 Ratio<sup>3</sup>

13.9% v/s. <



**GNPA** 

1.6% v/s.

1.6% Q1FY26 1.6% Q2FY25 NNPA

**0.3%** v/s.



Net Carrying Value of SRs as % of Advances

NIL



v/s. 👅

RoA

0.6%



0.8% Q1FY26 0.5% Q2FY25

<sup>32.8%</sup> Q1FY26 14.0% Q1FY26 13.2% Q2FY25

<sup>1</sup> Advances breakup restated basis revision in internal business segmentation; Retail Banking Segment includes Retail Assets and Micro Enterprise Banking erstwhile part of SME Book, Commercial Banking Segment includes Mid Corporates , Medium and Small Enterprises Business and Erstwhile ELC segment and Corporate Segment including Large Corporate and Institutional Banking 2 Includes Limit Setup for Micro Enterprise Banking 3 Includes Profits

## **Highlights for Q2FY26 (1)**





### **Balance Sheet Highlights**

- Sustained momentum in Deposits; CASA growth continues to outperform Industry
  - Total Deposits at INR 2,96,276 Crs grew 6.9% Y-o-Y and 7.4% Q-o-Q
  - CASA Deposits at INR 99,708 Crs grew 12.5% Y-o-Y and 10.4% Q-o-Q; on AQB¹ basis, CASA Deposits grew 13.6% Y-o-Y
    - CASA Ratio at 33.7% up 170 bps Y-o-Y and 90 bps Q-o-Q
    - CA deposits grew 7.3% Y-o-Y and 21.1% Q-o-Q
    - SA deposits grew 17.1% Y-o-Y and 3.2% Q-o-Q
  - Retail & Branch Led Deposits at INR 1,71,978 Crs grew 13.7% Y-o-Y; on AQB¹ basis growth was even higher at 17.8% Y-o-Y
    - Retail & Branch Led CASA Ratio at 39.6% up 210 bps Y-o-Y and 140 bps Q-o-Q
- Advances crossed the milestone of INR 2.5 lacs Crs; at INR 2,50,212 Crs up by 6.4% Y-o-Y and 3.8% Q-o-Q; Strong disbursements growth across segments;
- Retail Banking advances up 2.4% Y-o-Y<sup>2</sup>; Resumption of growth momentum in Retail assets: Disbursements for Q2FY26 up ~20% Q-o-Q
  - Commercial Banking advances up 16.5% Y-o-Y<sup>2</sup>, Corporate & Institutional Banking Advances up 5.4% Y-o-Y<sup>2</sup>
- CET I Ratio at 13.9% v/s. 13.2% in Q2FY25 and 14.0% in Q1FY26
- Deposits made in lieu of prior period PSL shortfalls lower by 22.6% Y-o-Y and 8.8% Q-o-Q, further reduced to INR 33,557 crs (7.8% of Total Assets); In conjunction Total Borrowings also lower by 20.9% Y-o-Y and 6.9% Q-o-Q
- The Bank remains on track to continue ensuring NIL Shortfall in PSL requirement (overall & subcategories) for the year
- Improvement in Asset Quality: Slippages lower Q-o-Q & Provision Coverage Ratio further improves to 81.0%
  - GNPA ratio at 1.6% flat Y-o-Y and Q-o-Q; Net NPA ratio improved to 0.3% v/s. 0.5% in Q2FY25 and 0.3% in Q1FY26
  - NPA Provision Coverage Ratio (PCR) further increased to 81.0% v/s.80.2% in Q1FY26 and 70.0% in Q2FY25
  - Gross Slippages for Q2FY26 at INR 1,248 Crs (2.0% of Advances) <sup>3</sup> v/s. INR 1,458 Crs (2.4% of Advances) <sup>3</sup> in Q1FY26 and INR 1,314 Crs (2.2% of Advances) <sup>3</sup> in Q2FY25
  - Restructured advances at INR 271 Crs (~0.11% of Advances v/s. ~0.93% in Q2FY25)
  - Total Recoveries & Upgrades for Q2FY26 at INR 854 Crs, including recoveries from Security Receipts of INR 220 Crs

## Highlights for Q2FY26 (2)





- Net Profit of INR 654 Crs for Q2FY26; up 18.3% Y-o-Y; normalized for Income tax refunds in Q2FY25, Profit growth at ~30% Y-o-Y
  - Q2FY26 RoA at 0.6% v/s. 0.5% in Q2FY25
  - Q2FY26 Operating Profit at INR 1,296 Crs up by 32.9% Y-o-Y; Normalized for Treasury gains, Operating Profit growth at 26.6% Y-o-Y and 31.8% Q-o-Q
- Q2FY26 NIM up 10bps Y-o-Y and flat Q-o-Q at 2.5%; asset repricing impact largely offset by reduction in RIDF, and SA / TD rate cuts / repricing
  - Cost of Funds lower by 30 bps Q-o-Q aided by lower Cost of Deposits (lower by 20 bps Q-o-Q) and lower Borrowing mix
- Q2FY26 Non-Interest Income at INR 1,642 Crs up 16.8% Y-o-Y; normalized for treasury gains, core Non-Interest Income up 11.9% Y-o-Y and 18.2% Q-o-Q
- Cost to Income Ratio at 67.1% for Q2FY26 v/s 73.0% in Q2FY25 and 67.1% in previous quarter
- Q2FY26 Operating Costs at INR 2,649 Crs up by 0.6% Y-o-Y and lower by 4.2% Q-o-Q
- Q2FY26 Non-Tax Provision Costs at INR 419 Crs (0.4% of Assets 1)
  - Gross P&L Gain from Security receipts at INR 220 Crs for Q2FY26



### **Key Achievements/ Initiatives**

- SMBC becomes YES BANK's largest shareholder with a 24.2% stake; this marks the largest cross-border investment in an Indian private sector bank by a foreign bank; SBI continues as a major shareholder with over 10% shareholding
- Appointment of Mr. Rajeev Veeravalli Kannan and Mr. Shinichiro Nishino as Non-Executive & Non-Independent Directors, nominees of SMBC
- Credit Rating: Upgraded to AA- by CRISIL, and India Ratings. The Bank is now rated AA- by all the Domestic Credit Rating agencies, the highest level since March 2020: reflecting a strengthened capital position, robust governance, and improved business performance
- YTD new branch additions of 43 out of the full year target of 80 branches
- Partnered with Govt. of Tamil Nadu to serve as the Critical Payment and Banking Partner for the newly launched Chennai One App

## **Profit and Loss Statement**



- Net Profit for Q2FY26 at INR 654 Crs up 18.3% Y-o-Y; normalized for Income tax refunds in Q2FY25, Profit growth at ~30% Y-o-Y
- Operating Profit for Q2FY26 at INR 1,296
   Crs up 32.9% Y-o-Y
- Core Operating Profit for Q2FY26 at INR 1,152 Crs up 26.6% Y-o-Y
- Q2FY26 NII at INR 2,301 Crs up 4.6% Y-o-Y aided by reduction in cost of funds
- NIM up 10bps Y-o-Y and flat Q-o-Q at 2.5%; asset repricing impact largely offset by reduction in RIDF, and deposits rate cuts/ repricing
- Non-Interest Income at INR 1,644 Crs, up 16.9% Y-o-Y
- Operating Costs (Opex) at INR 2,649 Crs marginally up 0.6% Y-o-Y
- Provision Costs (non-tax) at INR 419 Crs for Q2FY26
  - Gross P&L Gain from Security receipts at INR 220 Crs for Q2FY26

Profit and Loss Statement	G	Quarter Ended			Growth		
	Q2FY26	Q1FY26	Q2FY25	Q-o-Q	Y-o-Y		
Net Interest Income	2,301	2,371	2,200	-3.0%	4.6%		
Non Interest Income	1,644	1,752	1,407	-6.2%	16.9%		
Core Non Interest Income <sup>1</sup>	1,499	1,268	1,341	18.2%	11.8%		
Total Income	3,945	4,124	3,607	-4.3%	9.4%		
Operating Expenses	2,649	2,766	2,632	-4.2%	0.6%		
Staff Cost	1,007	1,020	1,008	-1.3%	-0.1%		
Other Operating Expenses	1,642	1,745	1,624	-5.9%	1.1%		
Operating Profit/(Loss)	1,296	1,358	975	-4.5%	32.9%		
Core Operating Profit/ (Loss) 1	1,152	874	910	31.8%	26.6%		
Provisions	419	284	297	47.5%	41.0%		
Profit Before Tax	878	1,074	678	-18.3%	29.4%		
Tax Expense	223	273	125	-18.3%	78.3%		
Net Profit / (Loss)	654	801	553	-18.3%	18.3%		
Yield on Advances	9.5%	9.9%	10.2%				
Cost of Funds	6.0%	6.3%	6.4%				
Cost of Deposits	5.7%	5.9%	6.1%				
NIM	2.5%	2.5%	2.4%				
Cost to income	67.1%	67.1%	73.0%				

## **Break Up of Non-Interest Income**



- Non-Interest Income for Q2FY26 at INR 1,644 Crs, up 16.9% Y-o-Y
- Core Fees for Q2FY26 at INR 1,499 Crs, up 11.8% Y-o-Y
- Share of Retail in Core Fees for Q2FY26 at 55.5%
- Card Product fees grew 26.1% Y-o-Y aided by increase in Credit Card spends
- Sustained traction in Third party product income primarily

Break up of Non Interest Income	Quarter Ended			Growth	
	Q2FY26	Q1FY26	Q2FY25	Q-o-Q	Y-o-Y
Non Interest Income	1,644	1,752	1,407	-6.2%	16.9%
Of which realised/ unrealised gain on Investments	145	484	65	-70.1%	121.3%
Core Fees	1,499	1,268	1,341	18.2%	11.8%
FX Income	234	210	213	11.7%	9.9%
Trade & CMS	287	292	305	-1.8%	-5.7%
Third party Product (INS/INV)	246	149	222	65.2%	10.9%
Loan Processing Fee & Prepayment Charges	261	183	232	42.5%	12.7%
Card Product fees	257	243	204	5.8%	26.1%
General Banking & Others	213	190	165	12.0%	28.6%
Proportion of Retail in Core Fees	55.5%	56.4%	60.2%		

## **Break up of Operating Expenses**



- Operating Costs for Q2FY26 at INR 2,649
   Crs up marginally 0.6% Y-o-Y and down 4.2%
   Q-o-Q
- C/I for Q2FY26 at 67.1% (v/s.73.0% in Q2FY25) and 67.1% in Q1FY26
  - Strong expansion in jaws with Total Income growth at 9.4% YoY and Operating Expenses growth at 0.6%
- Despite robust Q-o-Q traction in Business volumes, tighter cost control enabled 5% Q-o-Q reduction in Business volume linked Costs

Break up of Operating Expenses	Quarter Ended			Growth		
	Q2FY26	Q1FY26	Q2FY25	Q-o-Q	Y-o-Y	
Manpower Cost	1,152	1,160	1,156	-0.6%	-0.3%	
Of which On roll staff cost	1,007	1,020	1,008	-1.3%	-0.1%	
Business Volume Linked <sup>1</sup>	720	758	713	-5.0%	1.0%	
IT	306	332	300	-7.9%	1.9%	
Premises	255	257	259	-0.6%	-1.5%	
Professional Fees	60	48	70	26.9%	-13.6%	
Others	27	84	55	-67.8%	-51.3%	
PSLC Cost	128	128	78	0.0%	65.1%	
Total Opex	2,649	2,766	2,632	-4.2%	0.6%	

<sup>&</sup>lt;sup>1</sup> Certain cost head such as Collection Related Charges, Bureau Related Cost, etc. earlier reported under Professional Fees; have been reclassified and are included in Business Volume Linked head for all periods reported above

## **Provisions and P&L**

## **✓YES BANK**

- Total Provisions for Q2FY26 up 52.1% Y-o-Y & up 15.3% Q-o-Q
  - Provision Costs (non-tax) at INR 419 Crs for Q2FY26 up 41.0% Y-o-Y
  - Provisions for Investments includes:
    - Gross P&L gain from SRs at INR 220 Crs in Q2FY26
- Total Recoveries & Upgrades for Q2FY26 at INR 854 Crs
- Annualised Credit Costs at 0.4% of Avg. assets
- Q2FY26 RoA at 0.6% (Annualized) vs.0.5% in Q2FY25 and 0.8% in Q1FY26

Break up of Provisions		Quarter Ended			Growth	
	Q2FY26	Q1FY26	Q2FY25	Q-o-Q	Y-o-Y	
Operating Profit/(Loss)	1,296	1,358	975	-4.5%	32.9%	
Provision for Taxation (A)	223	273	125	-18.3%	78.3%	
Non Tax Provisions (B)	419	284	297	47.5%	41.0%	
Provision for Investments	-233	-345	-256	-32.6%	-9.1%	
Provision for Standard Advances	-37	-56	-131	-34.3%	-71.9%	
Provision for Non Performing Advances	689	686	684	0.4%	0.6%	
Total Provisions (A+B)	642	557	422	15.3%	52.1%	
Net Profit / (Loss)	654	801	553	-18.3%	18.3%	
Return on Assets (annualized)	0.6%	0.8%	0.5%			
Return on Equity (annualized)	5.4%	6.6%	4.9%			
EPS-basic (non-annualized)	0.21	0.26	0.18			

## **Balance Sheet**



- Balance Sheet expanded by 4.6% Q-o-Q driven by growth in Advances and Deposits and offset by 8.8% Q-o-Q reduction in balances of Deposits placed in lieu of PSL shortfalls and 6.9% reduction in Borrowings
- C/D ratio at 84.5% v/s. 87.4% in Q1FY26 and 84.8% in Q2FY25
- Advances growth at 6.4% Y-o-Y with sustained/strong traction in commercial banking with resumption in Retail growth
- Deposits grew 6.9% Y-o-Y; with continued outperformance in CASA Deposits
- Borrowings reduced by 20.9% Y-o-Y driven by run down in balances of Deposits placed in lieu of PSL shortfalls
- Disbursements of INR 24,507 Crs in Q2FY26
   v/s. ~INR 18,812 Crs in Q1FY25
  - Retail Disbursements up 19.8% Q-o-Q

Disbursements	Q1FY26 Q2FY2				
Retail <sup>1</sup>	11,755	14,077			
Commercial Banking	2,012	1,835			
Corporate & Institutional Banking	5,045	8,595			
Total	18,812	24,507			

Balance Sheet	30-Sep-25	30-Jun-25	30-Sep-24	Q-o-Q %	Y-o-Y %
Assets	429,035	410,248	418,092	4.6%	2.6%
Advances	250,212	241,024	235,117	3.8%	6.4%
Investments	83,204	81,180	85,599	2.5%	-2.8%
Liabilities	429,035	410,248	418,092	4.6%	2.6%
Shareholders Funds	49,197	48,644	46,407	1.1%	6.0%
Total Capital Funds	47,941	48,248	47,667	-0.6%	0.6%
Deposits	296,276	275,843	277,214	7.4%	6.9%
Borrowings	61,955	66,560	78,310	-6.9%	-20.9%

Break up of Deposits	30-Sep-25	30-Jun-25	30-Sep-24	Q-o-Q %	Y-o-Y %
CASA	99,708	90,351	88,601	10.4%	12.5%
Current Account	43,912	36,260	40,938	21.1%	7.3%
Savings Account	55,796	54,090	47,663	3.2%	17.1%
CASA Ratio	33.7%	32.8%	32.0%		
Term Deposits	196,568	185,492	188,613	6.0%	4.2%
Certificate of Deposits	987	-	-	-	-
Total Deposits	296,276	275,843	277,214	7.4%	6.9%

<sup>&</sup>lt;sup>1</sup> Includes sanctions/ limit set-ups

### **Break up of Advances & Deposits**

**YES BANK** 

All amounts in INR Crs

#### **Advances**

- Retail Banking Advances up 2.4% Y-o-Y
- Commercial Banking Advances up 16.5%
- Corporate & Institutional Banking Advances up 5.4% Y-o-Y
- Retail Banking mix at 48% v/s. 50% in Q2FY25

#### **Deposits**

- CASA + Retail TDs<sup>1</sup> at 65.0% vs. 58.5% in Q2FY25 and 65.5% in Q1FY26.
- Avg. daily Retail CA for Q2FY26 grew 16.9% Y-o-Y
- Avg. daily Retail SA for Q2FY26 up 28.9% Y-o-Y
- Retail CASA Accounts opened: 2.54 Lakh in Q2FY26

Segmental Break up of Advances <sup>2</sup>	30-Sep-25	30-Jun-25	30-Sep-24	Q-o-Q %	Y-o-Y %
Retail Banking <sup>3</sup>	120,802	118,981	117,934	1.5%	2.4%
Commercial Banking	62,430	59,652	53,610	4.7%	16.5%
Corporate & Institutional Banking	66,980	62,390	63,573	7.4%	5.4%
Total Net Advances	250,212	241,024	235,117	3.8%	6.4%

Of which MSME advances contributing 29.7%

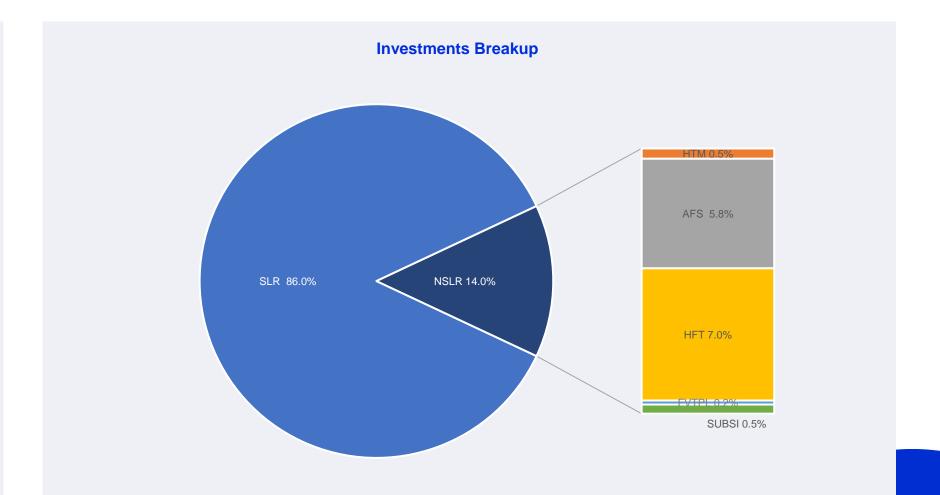
Segmental Break up of Deposits <sup>4</sup>	30-Sep-25	30-Jun-25	30-Sep-24	Q-o-Q %	Y-o-Y %
Retail & Branch Banking led Deposits	171,978	168,563	151,322	2.0%	13.7%
Retail & Branch Banking CASA Ratio	39.6%	38.2%	37.5%		
Other Deposits	123,311	107,280	125,892	14.9%	-2.1%
Other CASA Ratio	25.4%	24.3%	25.3%		
Total Deposits	295,289	275,843	277,214	7.0%	6.5%

<sup>&</sup>lt;sup>1</sup>Based on Balances </= INR 3 Crs on an Account Level; <sup>2</sup> Advances breakup restated basis revision in internal business segmentation; <sup>3</sup> Retail Banking includes Micro Enterprise Banking (MIB) erstwhile part of SME Book; <sup>4</sup> Excluding Certificate of Deposits; basis internal business segmentation

### **Break up of Investments**



- Total Net Investments at INR 83,204 Crs
  - SLR INR 71,596 Crs
  - Non SLR INR 11,608 Crs
    - Standard Rated INR 9,397 Crs:
       99.9% Rated AA and above
    - Security Receipts- NIL
    - Others Standard 1- INR 2,211 Crs



### **NPA Highlights**



- GNPA Ratio at 1.6% in Q2FY26 flat both on Q-o-Q and Y-o-Y basis
- NNPA Ratio at 0.3% in Q2FY26 flat Q-o-Q and down 20 bps Y-o-Y
- PCR improved to 81.0% in Q2FY26 v/s
   80.2% in Q1FY26 and 70% in Q2FY25
- Gross Slippages for Q2FY26 at INR 1,248
   Crs (2.0% of Advances) v/s. INR 1,458 Crs (2.4% of Advances) in Q1FY26.
  - Slippages in Retail Banking Segment at INR 1,221 Crs (4.0% of Advances) v/s. INR 1280 Crs (4.3% of Advances) in Q1FY26

Asset Quality Parameters	30-Sep-25	30-Jun-25	30-Sep-24
Gross NPA (%)	1.6%	1.6%	1.6%
Net NPA (%)	0.3%	0.3%	0.5%
Provision Coverage Ratio excl. Technical W/O (%)	81.0%	80.2%	70.0%
Provision Coverage Ratio incl. Technical W/O (%)	88.5%	88.0%	81.5%

Segmental GNPA	30-Sep-25		30-Jun-25		30-Sep-24	
Segmental GNF A	GNPA	(%)	GNPA	(%)	GNPA	(%)
Retail Banking	2,857	2.4%	2,786	2.3%	2,396	2.0%
Commercial Banking	711	1.1%	747	1.3%	709	1.3%
Corporate & Institutional Banking	487	0.7%	489	0.8%	784	1.2%
Total	4,055	1.6%	4,022	1.6%	3,889	1.6%

Movement of GNPA <sup>1</sup>	30-Jun-25	Movement				30-Sep-25
Movement of GNF A	Opening	Additions	Upgrades	Recoveries	Write Offs	Closing
Retail Banking <sup>2</sup>	2,787	1,221	220	200	731	2,857
Commercial Banking	746	20	5	7	43	711
Corporate & Institutional Banking	489	7	0	9	0	487
Total	4,022	1,248	225	217	774	4,055

<sup>&</sup>lt;sup>1</sup> Opening Balance includes the impact of for Inter- segment movement of Products and Customers during the quarter

<sup>&</sup>lt;sup>2</sup> Retail Banking includes Micro Enterprise Banking erstwhile part of SME Book prior to Q1FY26

### **Summary of Labelled & Overdue Exposures**



- Sustained reduction in Standard Restructured Advances
- Recovery and Repayments during Q2FY26 from Standard Restructured accounts amounted to INR 98 crs
- Slippages of INR 14 Crs in Q1FY26 from Standard Restructured Advances pool of Q1FY26
- Recoveries from Security Receipts during the quarter aggregated to INR 220 Crs
- Overdue book of 31-90 days at INR 3,802
   Crs from INR 3,978 Crs in Q1FY26

Portioulare	30-Sep-25		30-Jun-25		30-Sep-24	
Particulars	Gross	Provisions	Gross	Provisions	Gross	Provisions
NPA	4,055	3,284	4,022	3,225	3,889	2,721
Other Non Performing Exposures	4,789	4,137	4,887	4,222	6,270	4,710
NFB of NPA accounts	833	180	846	180	898	181
NPI	37	37	49	49	85	85
Security Reciepts	3,920	3,920	3,992	3,992	5,287	4,444
Total Non Performing Exposures	8,845	7,422	8,910	7,447	10,159	7,432
Technical Write-Off <sup>1</sup>	2,648	2,648	2,603	2,603	2,432	2,432
Provision Coverage incl. Technical W/O		87.6%		87.3%		78.3%
Std. Restructured Advances <sup>2</sup>	271	42	378	52	2,125	141
Erstwhile	6	3	6	3	11	4
DCCO related	0	0	80	4	1,769	88
MSME	53	6	63	7	66	8
Covid <sup>3</sup>	211	34	229	38	278	41
Other Std. exposures	117	41	117	41	129	45
61-90 days overdue loans	1,809		1,919		1,866	
Of which Retail	1,283		1,322		1, 121	
31-60 days overdue loans	1,993		2,059		1,896	
Of which Retail	1,528		1,596		1,661	

<sup>&</sup>lt;sup>1</sup> Comprises only Corporate Accounts

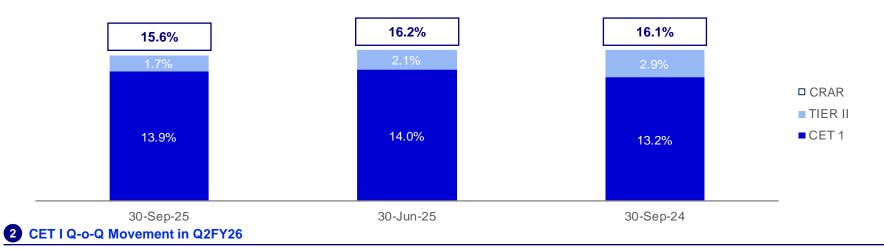
<sup>&</sup>lt;sup>2</sup> Already Implemented as of respective date; Erstwhile category represents Standard Restructured accounts and does not include withdrawn categories such as SDR, S4A etc.

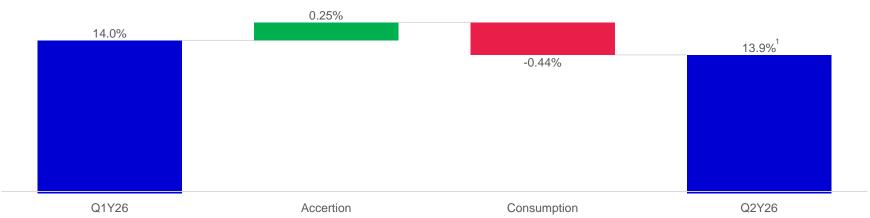
<sup>&</sup>lt;sup>3</sup> Where provisioning has been made as per requirement of RBI circular on Prudential Framework for Resolution of Stressed Assets dated June 7, 2019

### **CET 1 Ratio at 13.9%**<sup>1</sup>









**RWA to Total Assets** at **71.7%** vs. 72.7% in Q1FY26 and 70.7% in Q2FY25

#### **DTA deduction from Capital**

- Y-o-Y INR 935 Crs.
- Q-o-Q INR 205 Crs.



<sup>&</sup>lt;sup>1</sup> Includes Profits

### **Contents**



India: Fastest Growing Major Economy

YES Bank – India's New Age Private Sector Bank

Unique Turnaround

**Profitability Trajectory** 

Financial Results – Q2FY26

### **YES BANK Franchise**

Rapid Digitalization

### **Retail Bank:**

### Full spectrum retail bank growing with strong momentum





73% of branches in Top 200 deposit centers

Cater to all
customer
segments (HNI,
affluent, NRIs,
mass, rural and
inclusive banking)
with full product
suite

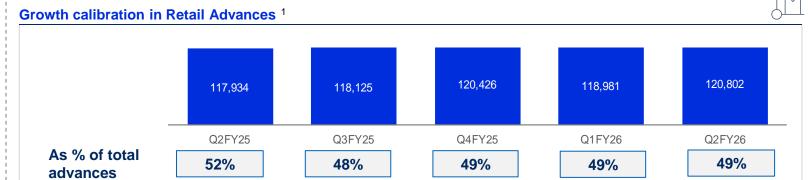
~92% of service requests via digital channels

Leadership / significant share in payment and digital businesses

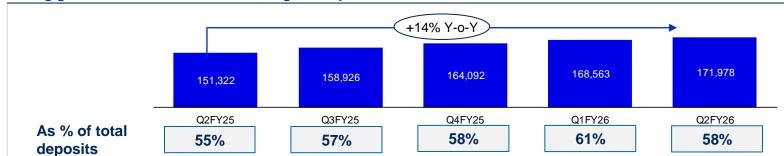
(UPI, AePS, DMT)

Advanced scorecards and analytics being leveraged across underwriting and engagement

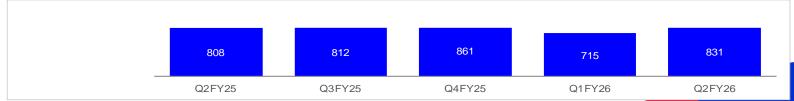




#### Strong growth in Retail & Branch Banking led Deposits



#### In addition, continued momentum within Retail Fee Income<sup>1</sup>



<sup>&</sup>lt;sup>1</sup> Restated basis revision in Internal Business Segmentation

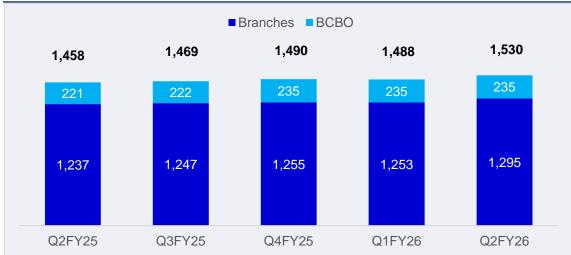
### **Branch Banking:**

### Expanding Footprint, Enhanced Digital Cross Sell & Growth in Granular Deposits



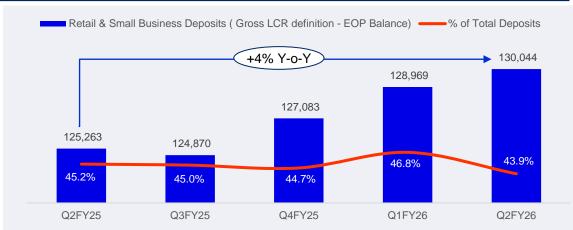
All amounts in INR Crs





43 New Branches added in H1FY26 including 1 in Oct'25

**Sustained growth in Granular Deposits** 



2 Digital Journeys for seamless Customer Acquisition, Servicing & Cross sell

#### **Assisted Digital Onboarding**

- ~97% eligible SA accounts opened digitally with ~80% Savings accounts instantly activated
- ~91% eligible CA accounts opened digitally with ~60% accounts activated within 4 hours
- Enhanced controls in the digital onboarding app for better due diligence
- · Data backed Product Recommender Basis profile information, right product recommendation in real time for New-to-Bank CASA customers

#### Digital Co-origination enabled across CA & SA onboarding

- Co-sourcing of Life & Health Insurance, Loans, Demat & Trading with SA in a single journey
- · Co-origination of SA, Sweep In, & co-sourcing of Loans & Trade products along with CA for eligible constitutions in a single journey

#### DIY (Do It Yourself) Digital Onboarding across CA & SA onboarding

Our DIY journey delivers a frictionless onboarding experience for customers

- Over 276 unique service journeys available on digital channels
  - 197 on "IRIS by YES BANK" Bank's newest Digital app
  - 222 on YES Online Internet Banking Platform
  - 100 on YES Robot
  - 72 on WhatsApp Banking

#### Cross Sell

- End-to-end digital journeys for FD, RD, Credit card, MF, SGB, RE-KYC, insurance, IPOs, Card upgrades & quick loans, tax payments, Digital saving accounts, virtual gift cards, Government schemes, card transactions to EMI and Personal Loans
- Journeys available across DIY / Assisted

#### Servicing

Current

Savings

**Account** 

**Onboarding** 

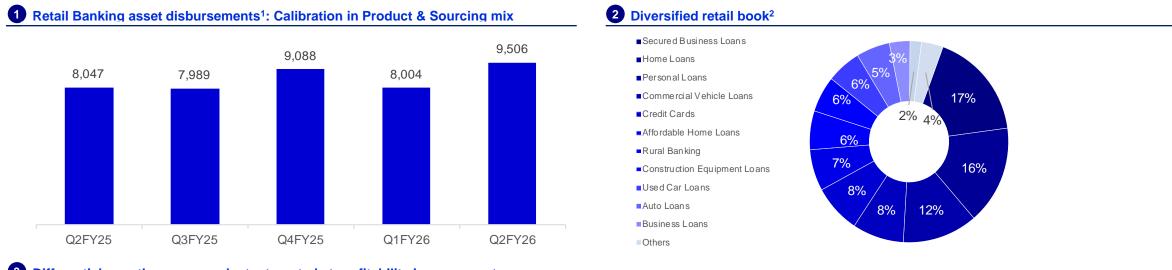
Servicing

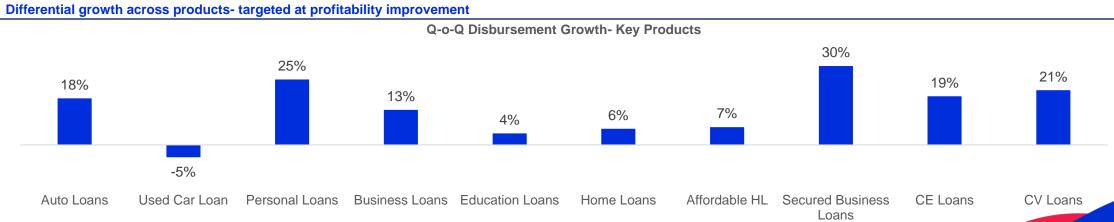
**Cross Sell** 

### **Retail Assets:**

### Focus on Profitability enhancement







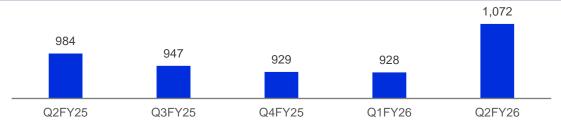
### **Rural Assets**

# Deepening the penetration in emerging rural markets & generating Agri PSL YES BANK



All amounts in INR Crs

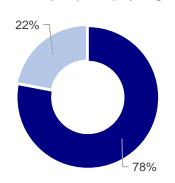




- 100% book qualifies under granular PSL lending
- Product suite to cater to all segments of semi urban/ rural ecosystem
- Parameterized lending in the granular book for faster disbursements

#### 3 Capturing Rural value chain with geographic diversification

#### **Book Split (value) by segments**



- Farmer financing (KCC + Farm Mechanization)
- Women Microfinance

- **Diversified portfolio** across ~230 districts in 18 states
- Long standing relationship with credible BC partners

#### 2 Robust Farmer financing and Women Microfinance book

- High quality farmer financing book with NPA of ~2.9%
- Calibrated book growth & delinquency management in women microfinance borrower book despite industry-wide challenges and increased state government oversight pertaining to collections. All new businesses, since 1st Jan 2025, is covered under CGFMU- a Government guarantee scheme.
- Well diversified farmer financing book with small, medium and large ticket size loans
- On ground portfolio monitoring/ trigger-based monitoring by an independent risk monitoring team

#### 4 Profitability Drivers supported by in-depth analytics

- New LOS and LMS and features such as Mobile number authentication, e-KYC. PAN & Voter ID validation, Aadhar name match, integrated BRE with instant result, e-SIGN workflow, disbursement and collection Journey and ability to integrate other LOS with BC-LOS API will help in improving the efficiency and productivity resulting in overall 20% increase in conversion rate (sourcing to disbursement).
- Analysis on the industry wide data for analyzing business trends, portfolio quality and competitive bench-marking through credit bureau data at pin code level
- Periodic analysis of SRO (MFIN) reports

Book size: INR 8,247 Cr

### **Micro Enterprise Banking**

### Catering MSME Market Segment



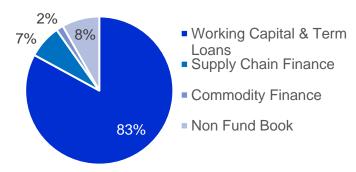


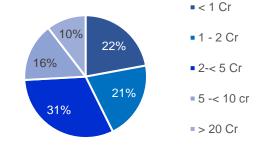


PSL Book: 88% of MSME Funded Book PSL Compliant

#### 2 Sustainable Product Mix







~98% of Fund book consists of secured products





Statistical Model-Based Scoring implemented across lending programs, enhancing agility in credit assessments and enabling faster, data-driven decision-making.



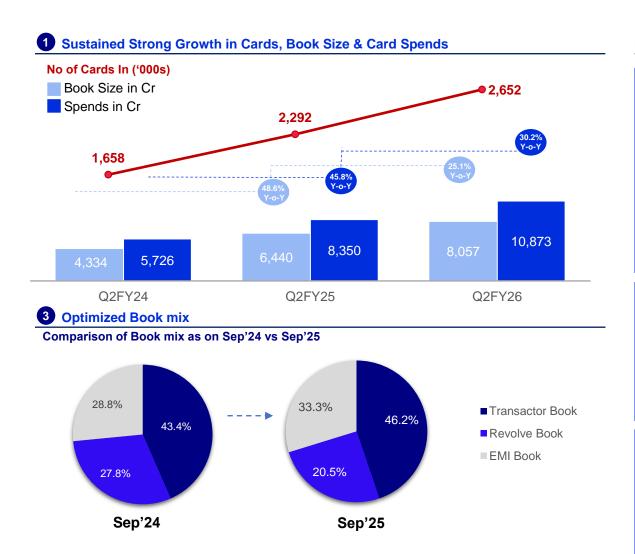
Enhancement in **YES Business Loan HUB**—a digitally assisted solution integrated with the Loan Origination System—has streamlined MSME loan proposal logins. 89% of eligible New-to-Bank cases are now logged through loan HUB reflecting a strong shift toward digital adoption.



**SME Direct Service Desk** has been enhanced to support YES Business (Net Banking) onboarding for all constitution *(erstwhile only Sole Proprietorship)*. The desk has increased its handling to 60+ request type & has successfully onboarded 1000+ customers in Q2 FY26—reinforcing its role as a key service channel in improving customer experience.

# **Credit Cards:**Steady business growth





2 Key Initiatives Q2 FY 26

#### **EMI Option on CC UPI Payments:**

 EMI functionality has been enabled for offline merchant transactions conducted over UPI rails at the time of transaction thereby offering affordability for large value transactions.

#### New Tech

**Capabilities** 

#### **Mobile App Improvements:**

 To further improve customer experience on mobile app – IRIS by YES BANK - a seamless view of the monthly statements for credit cards has been enabled.

#### **Card Activation over IVR:**

 Additional to the existing digital channels available, customers can now activate their credit cards over IVR channel in a secure and convenient way.

#### Enhanced Customer

#### EMI Enablement:

 EMI conversion option launched for cobrand customers allowing them to convert their purchases directly from the cobrand partner apps through the bank's SDK.

#### Lounge Access Upgrade:

Smooth transition to a new lounge service provider to improve accessibility and service quality for cardholders. The upgrade is expected to enhance customer satisfaction and strengthen our premium travel benefits offering.

#### Portfolio Update

**Touchpoints** 

#### **New UPI Spends Milestone:**

• Monthly UPI spends crossed the ₹1,000 crore mark, reflecting strong customer adoption and growing preference for credit on UPI rails.

#### Credit Line Increase (CLI):

Pre-festive interventions done on specific cohorts to identify and offer credit limit increase to drive higher seasonal spends.

### **Wholesale Banking**

### **Covering diverse Client Segments with deep Product Expertise**



# **CLIENT SEGMENTS**

2

O

#### **CORPORATE & INSTITUTIONAL BANKING**

### Large Corporates

Indian Corporates with turnover of more than INR 1.500 crs

#### **Financial Institutions**

Indian Scheduled Commercial & Cooperative Banks, International Banks, DFIs, NBFCs, MFIs, Insurance, Mutual Funds, Stockbrokers, Payment Operators & Cross border Money Transfer Operators

### Multinational & New Economy Corporates

Multinational Corporates operating in India, Startups, Ecommerce companies.

### Government Banking

Central & State Government Entities

#### **COMMERCIAL BANKING**

Mid Size Corporates with turnover up to INR 1,500 crs

#### **Transaction Banking**

Trade Finance, Cash Management, Custody, Bullion, Remittance & Supply Chain Finance

#### **Financial Markets**

FX & Derivative Sales, DCM, Balance Sheet Management, Trading

#### **Project Finance**

Long Term Project Financing with ring-fenced cash flows

#### Real Estate

Construction Finance & Lease Rental discounting for Residential & Commercial real estate

#### **Loan Syndication**

Underwriting & Syndication / sell down

### International Banking Unit

Offshore product offerings through IBU at GIFT City, Gandhinagar

### Business Economics Banking

Macro economic research

#### **CGA/ FASAR**

Corporate & Government Advisory/ Food & Agri Strategic Advisory & Research - Knowledge banking to uptier positioning

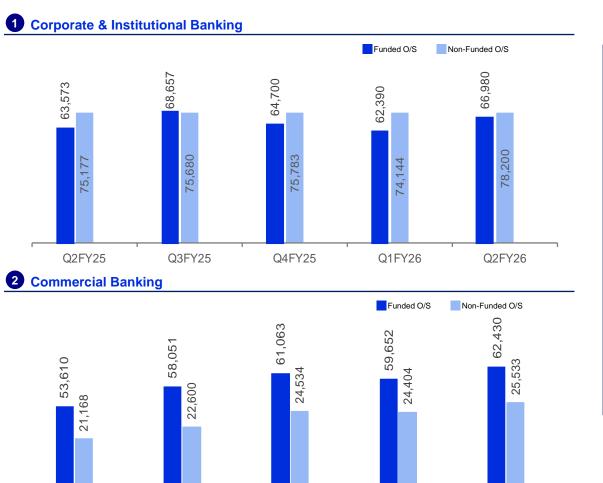
### Wholesale Banking Business (1)

All amounts in INR Crs

Q2FY25

Q3FY25





Q4FY25

Q1FY26

Q2FY26

#### 3 Providing tailored solutions to clients across business segments

Commercial

Banking



Building Granular portfolio with robust risk management

### **Wholesale Banking Business (2)**

### **Building sustainable Liability Book**



- Liquidity Mgmt. for Large and Mid-Corporates
- Exporter Accounts
- Real Estate RERA
- TASC Education Institutions, Hospitals and PF Trusts
- Fintech & Ecommerce
- Co-operative Banks
- X-Border: Exchange Houses / MTOs / PA-CB
- Financial Institutions Insurance, MF
- Multinational (MNC) client segment
  - Bank as a Payment Aggregator
  - Banking as a Service Connected Banking
  - Banking as a Platform Yes Connect
  - Digital Onboarding, Transacting, Servicing & Governance



**API / Connected** 

Banking

**Fiduciary** 

Services &

**Capital Markets** 

- Alignment with Govt. strategy & fund flow to focus on implementing agencies
  - Local Bodies, Development Authorities, Smart Cities & Agricultural Bodies
- E-Tendering, E-Procurement, E-Governance (G2C)
- Strategic Projects: SNA, GeM, PFMS2.0
  - Follow the money (Inorganic acquisition)
  - Mainstreaming Corporate Supply Chain
  - Lifecycle Banking Comprehensive Product Suite for clients
  - Influencer Strategy e.g., PE, VC, FinTech's.
- Custody Fund Accounting for MF, AIF, PMS clients
- Escrow structures for Fintech ecosystem and NBFCs
- Settlement accounts for Banks, SMBs, Exchanges etc.
- CSGL, PCM
- Capital Market Ecosystem Brokers–POA–BTI link

### **Agency Business**



YES BANK is authorized as an Agency Bank to collect Central & State Tax Payments
YES Tax Pay – An integrated collection suite enabling seamless tax payments across government tax portals.

### **YES Tax Pay**



- Direct Integration for YES BANK Net Banking Channels. (Retail, Corporate and Iris Biz)
- Integrated flow for OTC (Over the Counter) collections at YES BANK Branches.
- Integrated with YES SMARTPAY (Collection Suite) for Multiple payment modes via Payment Gateway.
- Integrated with eKuber 2.0 for automated regulatory reporting

## **Central Mandates**

4 central empanelment received

Live for GST, CBDT, CUSTOMS & EPFO

### State Mandates

8 State empanelment received

Live for Assam & Meghalaya

# GOODS AND SERVICES TAX (GST)

Launched on 13th March'25

**17K Plus** Active Customers

**15%** growth MoM in September'25



# DIRECT TAX (TIN 2.0)

Launched on 27<sup>th</sup> June 2025

**20K Plus** Active Customers

**370%** growth MoM in September'25

To know more Scan QR



#### **CUSTOMS & EXCISE**

more

Scan QR

Launched on 3<sup>rd</sup> June 2025

**700 Plus** Active Customers

13.8% growth MoM in September'25 To know

Launched on 9<sup>th</sup> June 2024

**5K Plus New Clients** 

**Employees' Provident** 

**Fund Organization –** 

(EPFO)

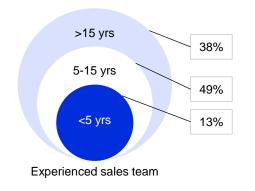
36K

>36K active customer within 6 months of launch

# **Financial Markets Customised solutions for clients**



**FX Sales** 

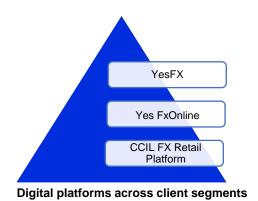




Dedicated experienced product sales managers providing structured hedging solutions

Pan India Presence through sales centres

Active FX desk for providing best in class pricing for customer transactions



Debt Capital Markets & PD





### Comprehensive Product Suite

InvITs &

**Project Bonds** 

Gsec/ SDLs/ IRS/ Vanilla Bonds / Commercial Paper

High Yield Credits Hedging Products like IRF and OIS

Bank / NBFC

Securitisation / Credit

**Enhanced Structures** 

Numerous maiden issuances & multiple repeat mandates

Debt

#### **Diversified Investor Connect**

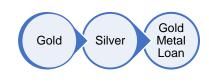
- Mutual Funds
- Banks
- Insurance Companies
- NBFCs
- Private Wealth Management
- Retiral Funds
- Corporate Treasuries
- Alternate investment Funds
- FPIs
- UCBs & RRBs

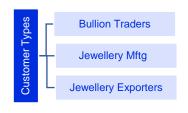
#### **Our Experience**

- 100+ Years of collective Team experience
- 1000+ Transactions originated since inception
  - First-time issuers
    50+ introduced to Debt
    Capital Markets

**Bullion Desk** 







Innovative Bank of the Year 2024-2025 by India Gold Conference Extended specialised desk coverage

### **Professional and Seasoned Management team**



#### **Prashant Kumar**

Managing Director & CEO, YES Bank

#### Niranjan Banodkar

Chief Financial Officer

#### **Archana Shiroor**

Chief Human Resources Officer

#### Rakesh Arya

Chief Credit Risk Officer

#### **Naveen Chaluvadi**

Chief Digital Officer

#### Binu Soman

Chief Vigilance Officer

#### Sanjay Abhyankar<sup>1</sup>

Company Secretary

#### Tushar Patankar<sup>2</sup>

Chief Risk Officer

#### Rajat Chhalani<sup>3</sup>

Chief Compliance Officer

#### Kapil Juneja<sup>3</sup>

Chief Internal Auditor

### Dr. Rajan Pental Executive Director

#### Dheeraj Sanghi

Country Head - Retail Liabilities, Fee & Business Banking

#### **Sumit Bali**

Country Head - Retail Assets and Debt Management

#### **Sachin Raut**

Chief Operating Officer

#### **Mahesh Ramamoorthy**

Chief Information Officer

#### **Anil Singh**

Country Head – Credit Cards and Merchant Acquiring

#### Nipun Kaushal

Chief Marketing Officer and Head CSR

#### Manish Jain Executive Director

#### **Gauray Goel**

Country Head - Commercial Banking

#### **Parminder Singh**

Country Head - Large Corporates

#### Niray Dalal

Country Head - Financial Markets

#### Ajay Rajan

Country Head - Transaction Banking

#### **Ashish Dadhich**

Country Head - Financial Institutions

#### Indranil Pan

Chief Economist

#### Santosh Mishra

Business Head PSL and Microfinance

#### **Mukesh Kumar**

National Head - Project Finance & Loan Syndication

#### **Arvind Nair**

National Head - Real Estate

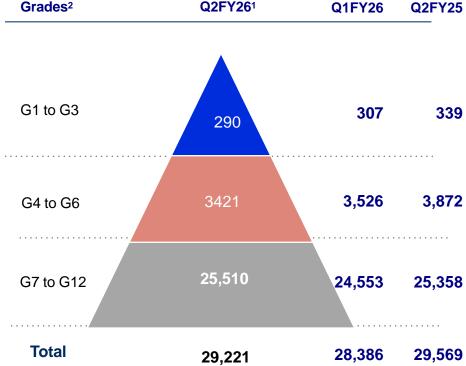
- 1 Reports directly to the Chairman of the Board
- 2 Reports directly to the Risk Management Committee of the Board
- 3 Reports directly to the Audit Committee of the Board

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





- Art of Giving Feedback: A learning initiative across businesses / functions promoting a culture of constructive, growth-oriented feedback and continuous improvement.
- Step Ahead workshop: Customized workshop for cohort of women colleagues returning from a career break building confidence, adaptability, and career ownership while enabling reintegration.



Knowledge Management

- Risk and Compliance Culture: Mandatory e-learning modules reinforcing key compliance principles, regulatory expectations, and best practices to strengthen the organization's risk culture.
- Basics of Banking Workshop: A curated intervention for MCC and CSR teams to deepen core banking knowledge and strengthen collaboration with internal stakeholders ensuring stronger collaboration and impactful outcomes.



**DEI Initiatives** 

- Safeguarding Workplaces: Specially curated for Internal Committee (IC) members to strengthen role as IC member by revisiting key aspects of the POSH Act and enhancing procedural rigor in handling complaints.
- Stepping into Pride (Game Zone): Meaningful and fun games designed to prompt insights, and reflections about inclusion, privilege, and the real challenges faced by the LGBTQIA+ community.



**Employee Engagement** 

- Physical & Mental Well-being: The Bank reinforced its commitment to employee well-being through various initiatives, including webinars on spine health, lung care, forgiveness, and worklife balance. Special sessions like Burnout to Balance on International Self-Care Day promoted holistic health and mindfulness.
- YES Premier League | Chess Edition: To foster holistic well-being and collaboration, the Bank organized the YES Premier League – Chess Edition. The multi-stage tournament encouraged participation across zones, promoting engagement, teamwork, and healthy competition.

Total headcount of **29,224** with a net addition of **534** staff over the headcount of March 31, 2025

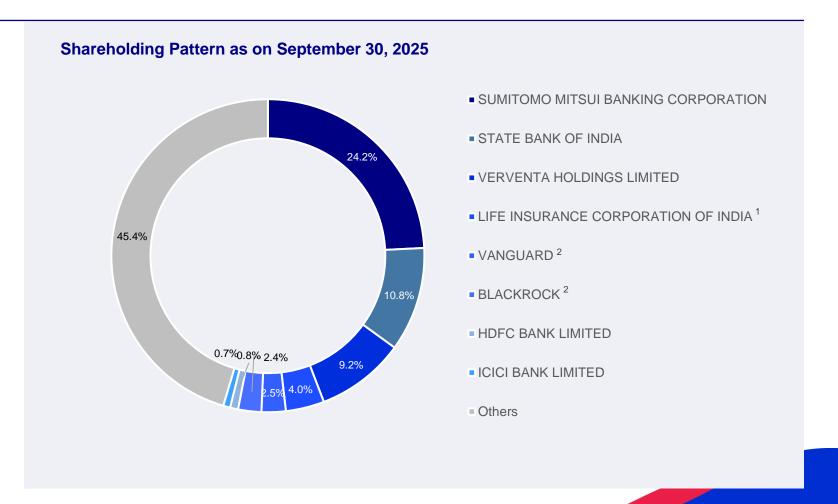
<sup>&</sup>lt;sup>1</sup> Data as September 30, 2025.

<sup>&</sup>lt;sup>2</sup> The data excludes MD & CEO and Executive Directors

### **Strong Investor base**



Well diversified Investor base:					
Category	%				
FDI	33.4%				
Banks	13.7%				
Resident Individuals	29.8%				
FPI's	11.6%				
Insurance Companies	4.1%				
Mutual Funds	2.9%				
Body Corporates	1.8%				
Others	2.7%				
TOTAL	100.0%				



### **Contents**



India: Fastest Growing Major Economy

YES Bank – India's New Age Private Sector Bank

Unique Turnaround

**Profitability Trajectory** 

Financial Results – Q2FY26

YES BANK Franchise

**Digital & Transaction Banking** 

### Digital @ Banking



A blend of distinctive capabilities, integrated strategy and multi pronged delivery channels aimed at enhancing skill with better efficiency and profitability

#### **Distinctive Capabilities**

#### Market Leadership – YBL processes ~1 in 3 **Digital Payment transaction in India**

**UPI Payments** #1 Payee PSP (54.0% market share) #2 Paver PSP (29.68% market share)

98% Credit Cards Sourced Digitally 4

'IRIS' - Retail Super APP with 150+ features

"#1 Acquiring AePS Bank: Powering ~27.1% of all AePS Txns via ~702 K+ partner outlets<sup>2</sup>

#2 in NEFT with

~99.0%

Success Rate &

24%1 market

share

50+ partners

integrated real

time leads

**SA & 93%** 

accounts

eliaible CA

mobilization

92% Individual

Sourced Digitally

1,500+ API Stack Developed

'IRIS BIZ'- Super APP for **Businesses** with 100+ features

Future ready for both BaaS & BaaP Models 3

#### **Business Integrated Strategy**

#### 'Deliver the Bank' to the Customer

- Curated Offerings across platforms

#### 'Leapfrogging' from being Product Centric to Customer Centric

- DIY I Assisted I Next Gen Al I Cloud Native

#### Foundational, Agile and Embedded Banking

- UPI / Payments, IRIS, YES Smart Pay, Yes Genie, Yes Robot.

#### **Leveraging Public Digital Infrastructure**

- CBDC (Efficient Cash Management, Small Payments) OCEN (Digital Cash Flow Financing), ONDC (Leverage Market Ecosystem), Account Aggregator (Data Sharing Consent Layer). ULI (Unified Lending Interface)

#### **Drive Cost Reduction & Productivity Improvement**

- Through 'Digitization' of internal processes

#### **Multi Pronged Delivery**

#### YES Bank 'Digital & Transaction Banking Stack'

- Customer Journey's, Assets and Apps
- Internal Employee Facing Tools
- API Banking

#### **Ecosystem Partnership**

- Payment Aggregators, Co-branded cards, Third Party Apps, Corporate BCs, Co-Lending, Marketplaces etc.

**Powered by Strong Core, Data and Talent** 

**Better Mind Share & Wallet Share** 

**Lower Acquisition, Txn and Servicing Cost** 

**Scale and Profitability** 

<sup>4</sup> Including Assisted Journeys

<sup>&</sup>lt;sup>1</sup> Industry Source: RBI Payment System Indicators & NPCI for Sep '25

<sup>&</sup>lt;sup>2</sup> As of Sep 30, 2025

<sup>&</sup>lt;sup>3</sup> BaaS: Banking as Service, BaaP: Banking as Product

### **IRIS**

### A Next Gen 'all-in-one' retail SUPER APP



#### 150+ Features live on IRIS

42 Lakhs **Registered customers** 

> **6%** (Q-o-Q)

49%

**Monthly Active Customers** 

~9 logins per month per active user

54%

**Fresh Mutual Fund** bookings done

18% 🔺 (Q-o-Q) by Value 71%

**Credit card EMI** conversions done

1% ▲ (Q-o-Q) in Share of Business

~ 70k

**Service Requests daily** processed via IRIS

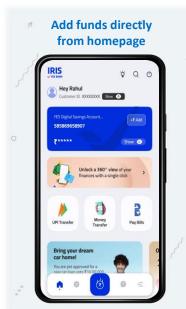
92% Service Requests processed digitally

**App Ratings** 

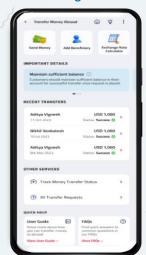




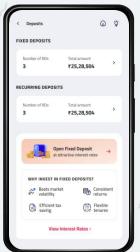
#### Payments | Deposits | Loans | Credit Cards | LRS | Travel Cards | Investments & more...



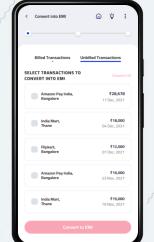
Transfer funds abroad through LRS



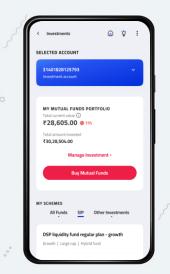
Invest in FD with zero hassle



Primary channel for **CC EMI sourcing** 



Invest in your future





### **IRIS Biz**

#### A Next Gen 'all-in-one' Business SUPER APP



100+ Banking Features across Web & Mobile
Payments | Collections | Trade Finance | Supply Chain | Business Loans | Liquidity Mgmt | more..

3.50 Lakhs +

Registered customers

92,500+

**Active Customers** 

1.12 Cr +

**Transactions** 

43,500 +

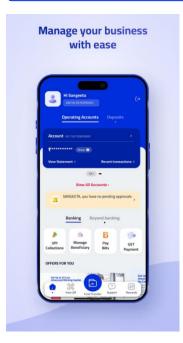
**Tax Bill Payments** 

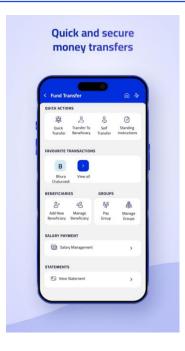
4300 +

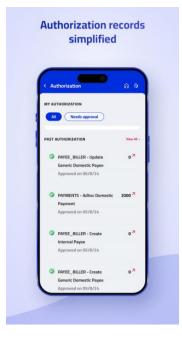
**FDs opened** 

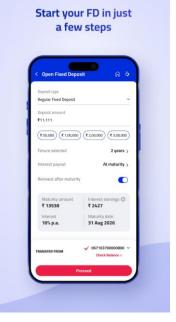


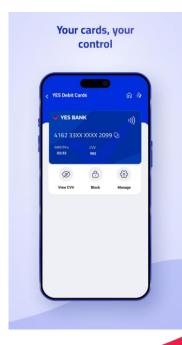
### Individual CA | Soleprop | Partnership | LLP | Pvt. Ltd. | Public Ltd. | TASC













### YES PAY NEXT

### A Next Gen 'UPI' Payment App

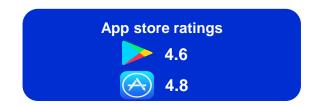


UPI Payments | Bill Payment & Recharge | UPI Lite | Autopay Available in 2 languages | Gift cards, Vouchers & more...

46 Lakhs +
Registered customers

16%

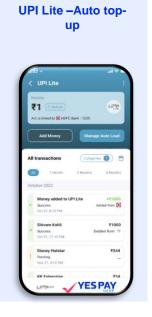
Quarterly Growth in User Base

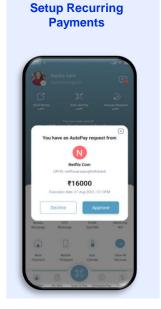


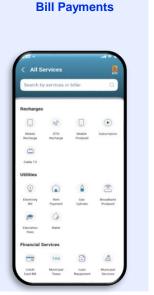
#### Top plugin partners - Swiggy | Zerodha Coin | Annapurna Finance | Apollo Pharmacy











Zero Platform fee on





### **YES Pay Biz**

### **One Stop Solution for Merchants**



#### Collect | Manage | Grow

190,000+

**Registered Merchants** 

1.2 X

**QoQ Throughput Growth** 

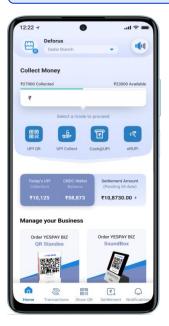
900 Cr+

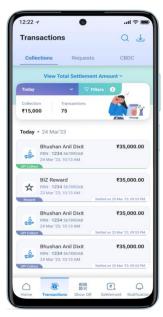
**Monthly transactions value** 

**App Store Ratings-**

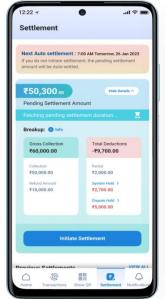
4.3

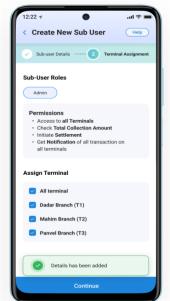
#### On demand Instant Settlements | Multiple Collection Modes | Sub-User Management | Available in 6 languages

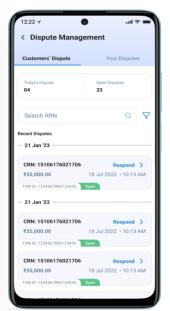










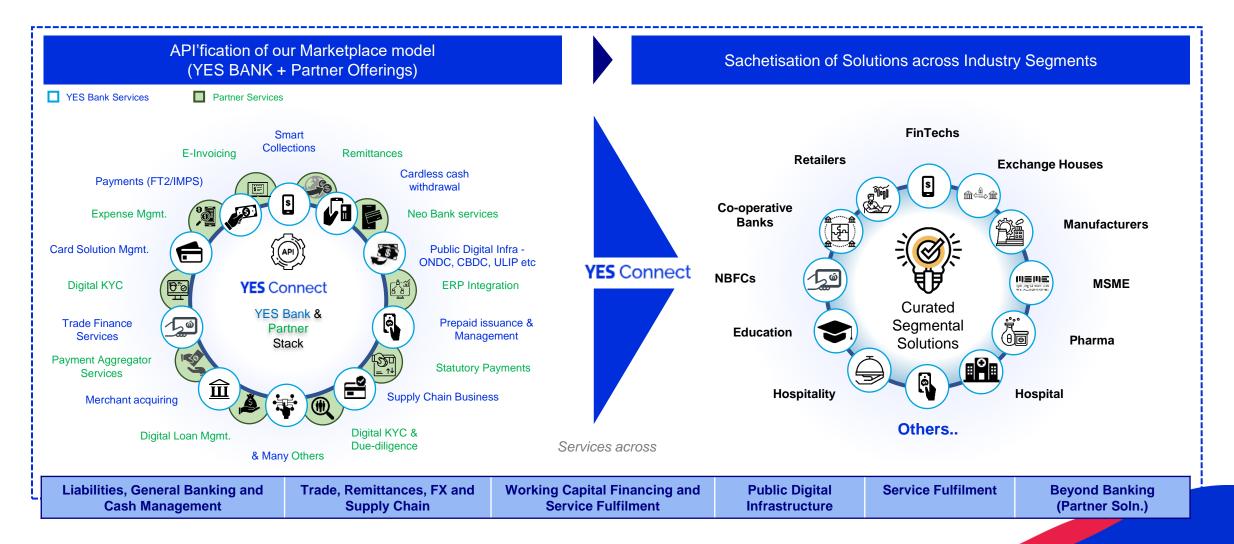




### **YES Connect: Enriched Customer Experience**



### **B2B Marketplace**



### **Ecosystem Partners**

### Digitizing client journeys & creating inorganic client acquisition funnel through Fintech partnerships



#### Partnership roadmap of Digital & Transaction Banking

#### **Source Digital**

 Digital Acquisition at Scale thru Partnerships - CA-SA accounts. Supply Chain, Cards, Retail Assets, etc

#### **Onboard Digital**

- Digital Client Onboarding & Product Setups
- Digital a/c Opening
- with Instant a/c Operations

#### **Transact Digital**

- API'fication of all Bank Products
- Create STP iournevs for Liability & Asset products
- FinTech Partnership & integration

#### Service Phygital

- Digital tools for FTR query resolution at low-cost model
- Al led Service resolution

#### **Monitor Digital**

- Digitalized reporting & MIS
- End-to-end digital Sales force
- ML led Digitalized Compliance, FRM, AML

Quantum Force Multiplier for Inorganic Client Acquisition across...

**Third Party Apps** 

















**Corporate BCs** 











**Market Place** 

















**Payment Aggregators** 

















Co-Branded Cards











**Large Merchants** 















### Strategically leverage Public Digital Infrastructure

### Contributing to building new-age India through collaboration on Key Digital Initiatives







**Account Aggregator (AA)** 



**Open Credit Enablement Network (OCEN)** 

**Unified Logistics Interface** 

Platform(ULIP)

#### **Principle Objectives**

Consent Layer for Data sharing system making lending and wealth management faster

Creating a common language for collaboration and partnership with Loan Service Providers (LSPs)

An initiative of the government to democratize digital commerce built on Beckon protocol

> Sovereign digital Currency **CBDC W- Pilot G-Sec. CBDC R- eRupee wallet**

Continuous innovation and engagement for the evolving BFSI sector

**YES Differentiators** 

Curated & Expansive offerings

Digital Cash flow financing (WIP)

Leverage Market Ecosystem

Efficient Cash Management

Data Driven Solutioning



Transaction at Reliance Retail Outlet, Transaction at VARAHI Limited, with Mumbai



Seller APP



Patna Municipal Corporation CBDC launch with Yes Bank



RBI Governor Shaktikanta Das at Yes Bank's G20 booth showcasing CBDC Application

Government **Digital Ecosystem** 



**Central Bank Digital Currency** (CBDC)

**Open Network for Digital** 

**Network (ONDC)** 

**Democratizing logistical information to** augment supply chain

> Enabling Cross-Boarder Payments, Other used-cases



Shri Piyush Goyal visiting Yes Bank stall on ULIP Yes Bank is one of the first Banks to partner with GOI on ULIP



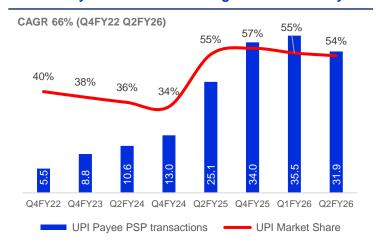
**Regulatory Sandbox** 

64

# Powering Digital India with our Distinctive Capabilities <a href="YES BANK">YES BANK</a>

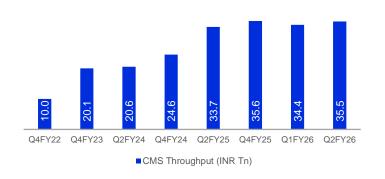


#### #1 UPI Payee PSP Bank Powering ~ 351mn txn daily

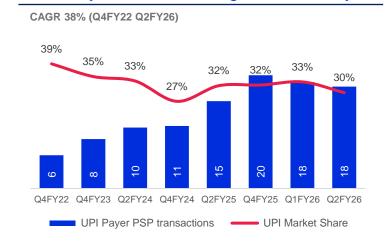


#### ~More than 3X growth in CMS Throughput Since Mar'22

CAGR 47.5% (Q4FY22-Q2FY26)

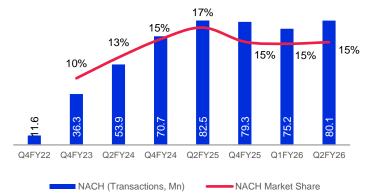


#### #2 UPI Payer PSP Bank Powering ~193 mn txn daily

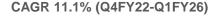


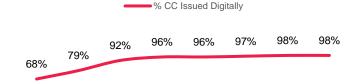
#### Steadily Market Share Gains; #2 in NACH

CAGR 74% (Q4FY22-Q2FY26) NACH (Mn)



#### % Credit Cards Issued Digitally<sup>1</sup>





Q4FY22 Q4FY23 Q2FY24 Q4FY24 Q2FY25 Q4FY25 Q1FY26 Q2FY26

<sup>&</sup>lt;sup>1</sup> Includes offline assisted journeys

### **Transaction Banking**



Leveraging the strength of solutioning, leading to granular CASA, LC, Guarantees, FX

**Sachetisation of Transaction Banking: Curated Solutioning by Client Segments Large Corporates P** FinTech & **Exchange Houses** B<sub>2</sub>C **Large Corporates Insurance / MFs** / Broking B<sub>2</sub>B Co-operative / 翩 Government **Small Finance Banks Schemes NBFC** 

#### STRENGTHENING FRANCHISE

95%¹ of CA is embedded with Digital & Transaction Banking Product & Solutions

~80%1 of CA has 2+ PPI\*

~98%¹ of all Lending Clients have 1+ TBG
Product Embedment

Market Leadership – YBL processes 1 in 3 Digital Payment transaction in India

UPI – 54% Rank #1 in Payee PSP | NEFT – 24% Rank #2 | IMPS – 7.5% | NACH – 15% Rank #3 | AePS – 27% Rank#1

**306%** growth in BBPS YoY , **~5.8% Market Share** in LRS², ~11% share in RDA³

68% growth in total Tax payments47% growth in direct taxes98% growth in GST payments37% growth in EPFO



# **Thank You**