

Investor Presentation – Q2 FY 2018-19

October 2018



Bandhan
Bank

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Key Highlights & Strengths



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Key Highlights

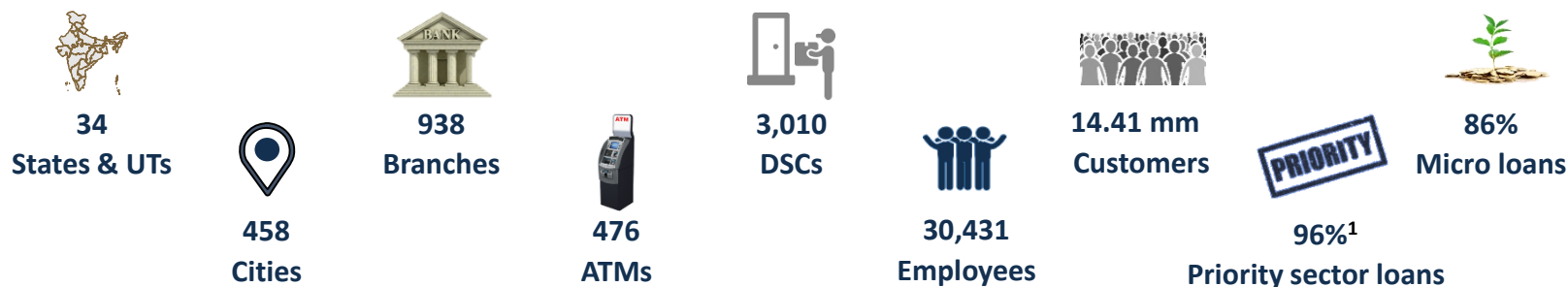


Bandhan Bank - Overview

- Loan portfolio (on book + off book) for Q2FY 18-19 grew 50.94% Y-o-Y
- Deposits grew by 29.6% Y-o-Y in Q2 FY 18-19
- Net NPA at 0.69%
- Retail Deposit to Total Deposit at 81.6%; CASA grew 69.8% Y-o-Y at Rs. 12,176 crore; CASA ratio at 36.9%
- Added 7.6 lakh Customer during the quarter with total customer base reaching to 14.41 million (Micro Banking- 11.47 million and Non Micro- 2.94 million)
- During the H1FY19, out of ₹ 262.94 crores of PSLC income, ₹ 130.28 crores has been recognized during H1FY19 of which ₹ 66.32 crore has been recognized during Q2FY19
- MTM Loss of ₹37.39 crore in Q2FY19 and ₹ 59.09 crore in H1FY19.

Snapshot of operations (Q2 FY 18-19)

Total Deposits	₹ 329.6 bn
Total loans and advances	₹ 333.7 bn ¹
Net interest margin (NIM)	10.3%*
CASA ratio (%)	36.9%
ROAA (%)	4.3%*
ROAE (%)	19.3%*



* Annualised

¹ Gross loan portfolio;

Geographical Distribution

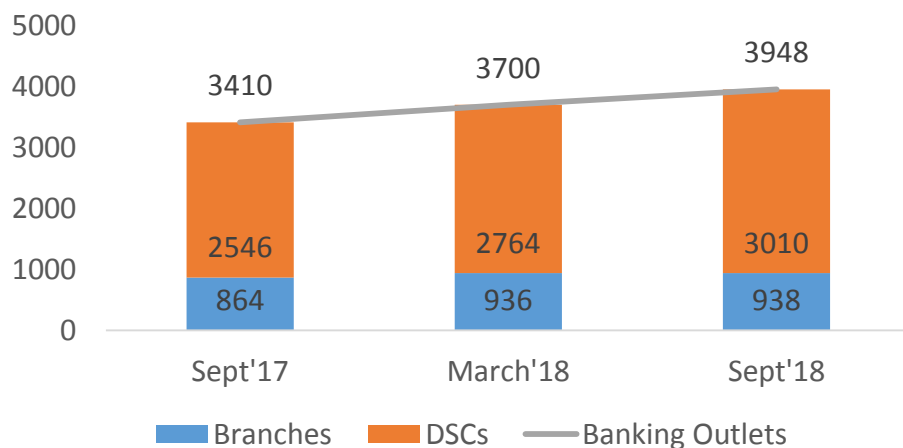


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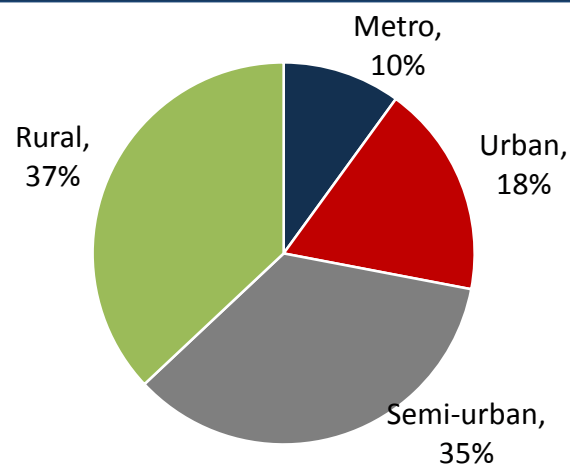
Geographical Distribution



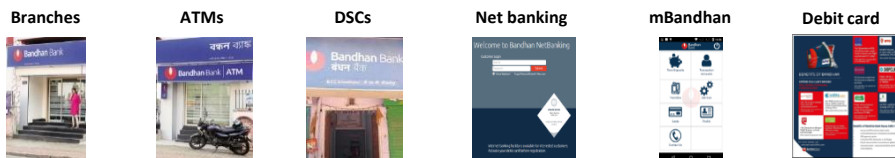
Banking Outlets



Focus on serving the rural & underbanked population



Multi channel distribution network with a mix of branches and digital



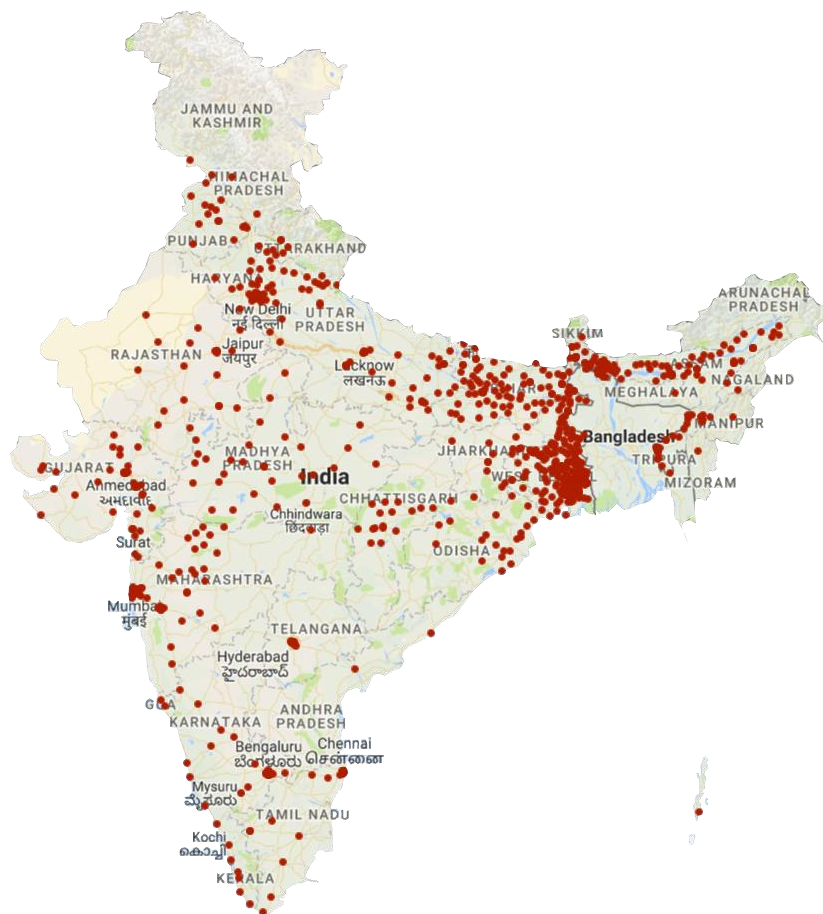
Bandhan Bank has 3rd highest distribution network amongst Private Banks in India in terms of Banking Outlets*

* Source RBI MOF database as on 10.04.2018

Geographical Distribution

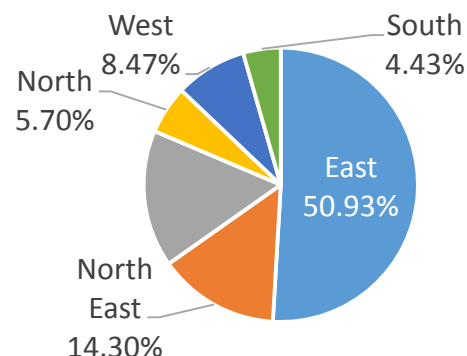


Branch Mix- State Wise



Significant presence in under- penetrated East and North East India

Banking Outlets as on 31st March 2018



In East & North East Regions, Bandhan Bank has the highest distribution network amongst Private Banks and second highest distribution reach amongst all Banks in India, in terms of Banking Outlets *

* Source RBI MOF database as on 10.04.2018

Business Overview

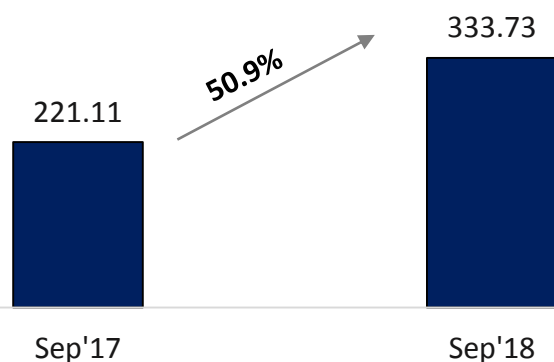


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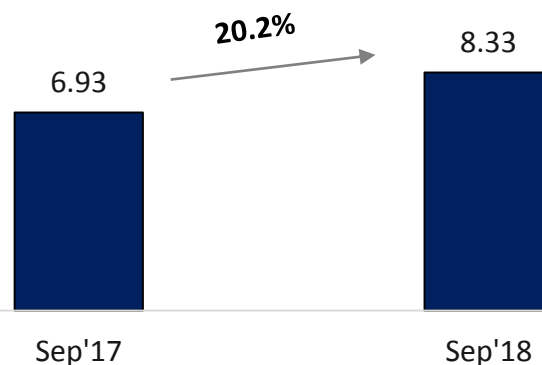
Asset Overview



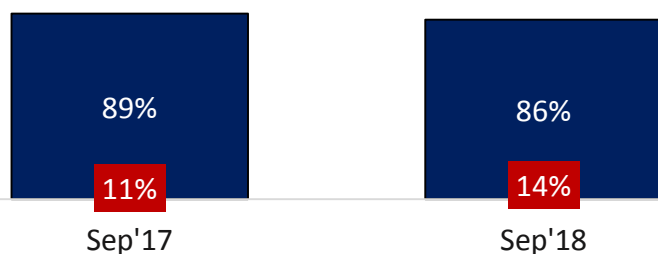
Advances* Growth (₹ in Billion)



Number of Total Active Borrowers (in Million)

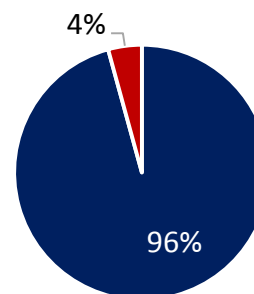


Composition of Advances (in %)



■ Non-Micro Banking Assets ■ Micro Banking Assets

Higher PSL Portfolio

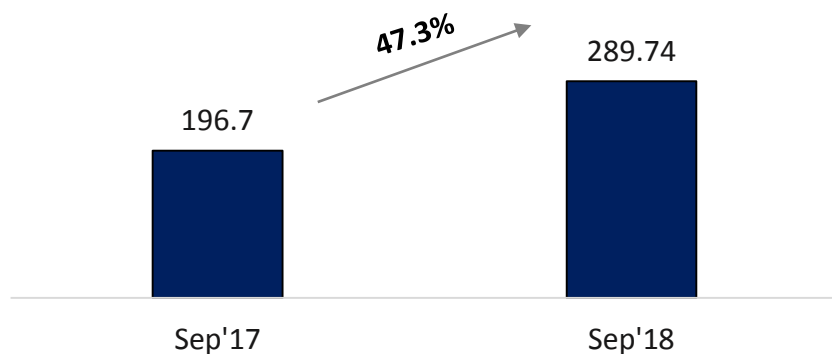


Priority sector advances (as a % of advances) – Q2 FY2018

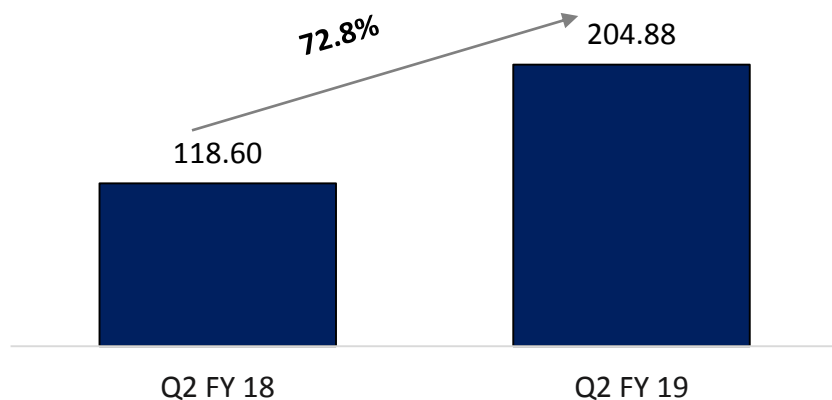
■ PSL Assets ■ Non PSL Assets

Micro Banking Assets

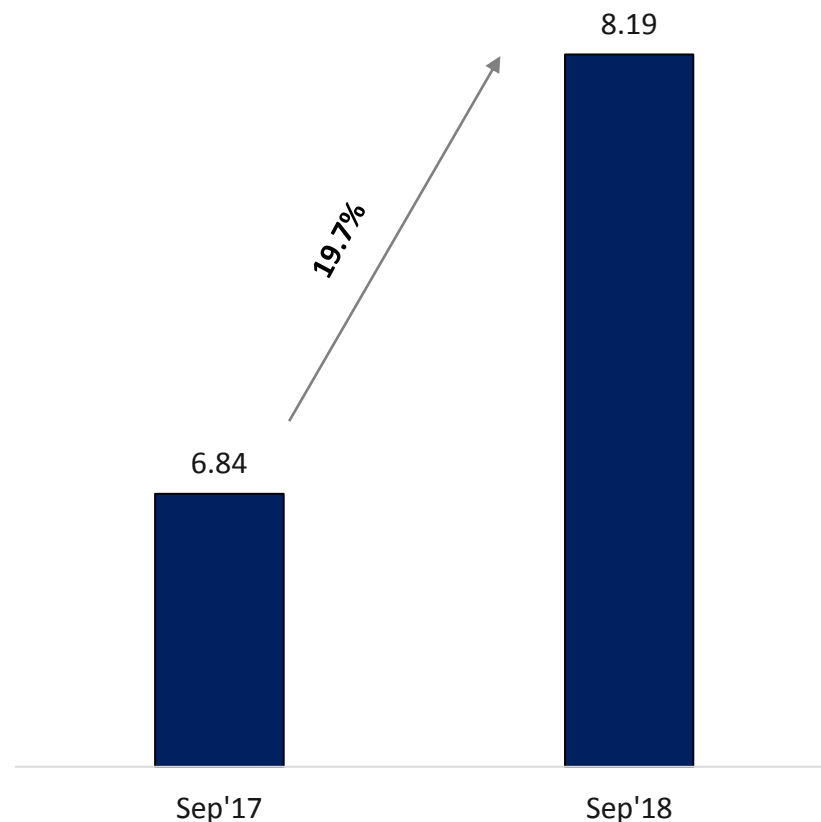
Micro Banking Asset* Growth (₹ in Billion)



Micro Loan Disbursements (₹ in Billion)



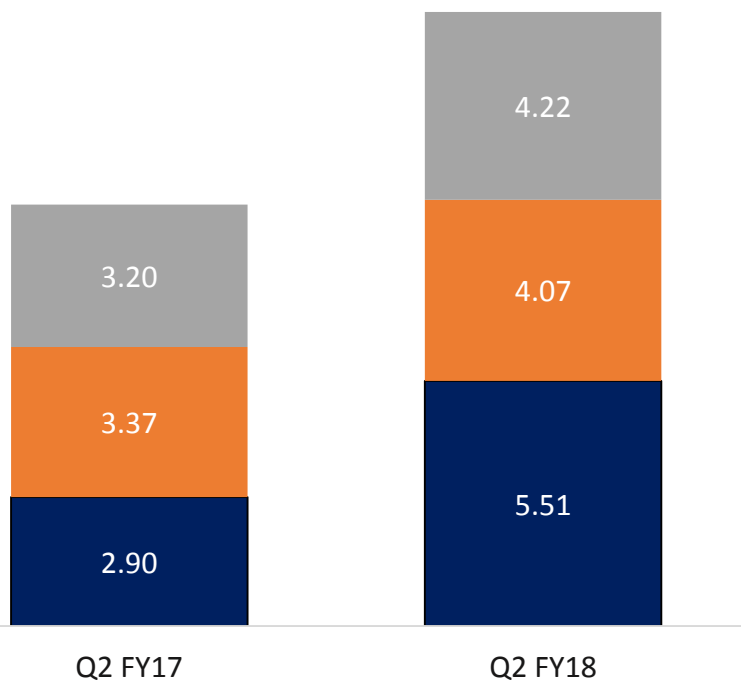
Number of Active Micro Borrowers (in Mn)



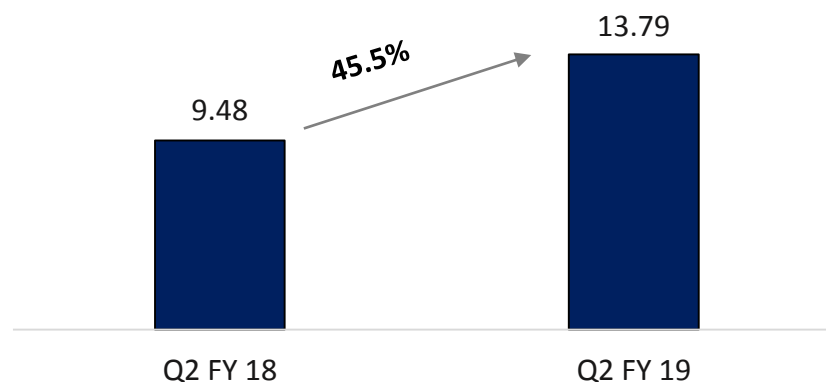
Non-Micro Banking Assets

Product wise Disbursements – Non Micro Advances (₹ in Billion)

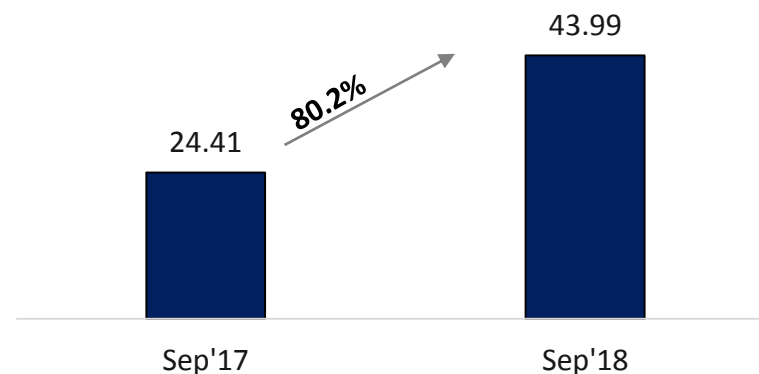
■ Retail ■ SME ■ Small Enterprise Loan



Total Disbursement - Non Micro Banking Asset (₹ in Billion)



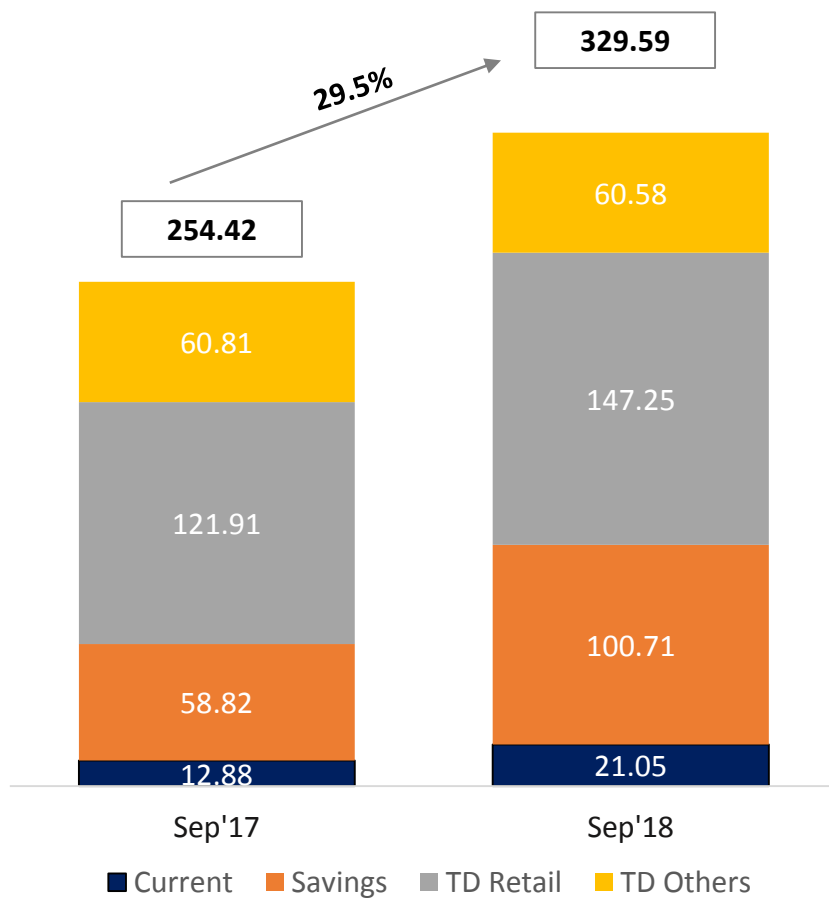
Non Micro Banking Portfolio growth (₹ in Billion)



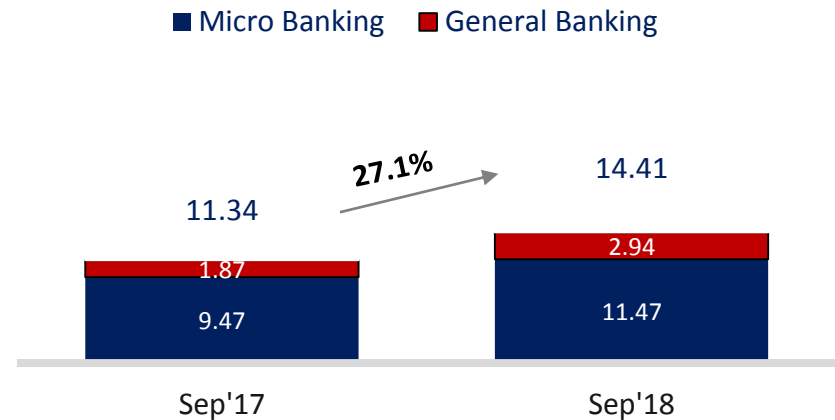
Liabilities Profile



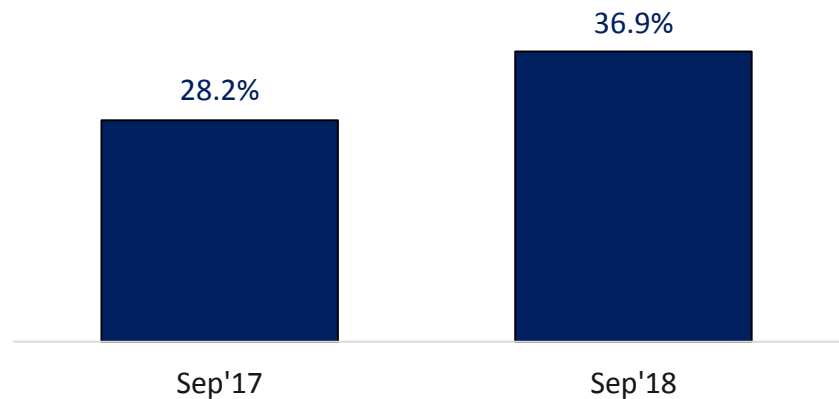
Deposits Growth (₹ in Billion)



Number of Customers (in Million)

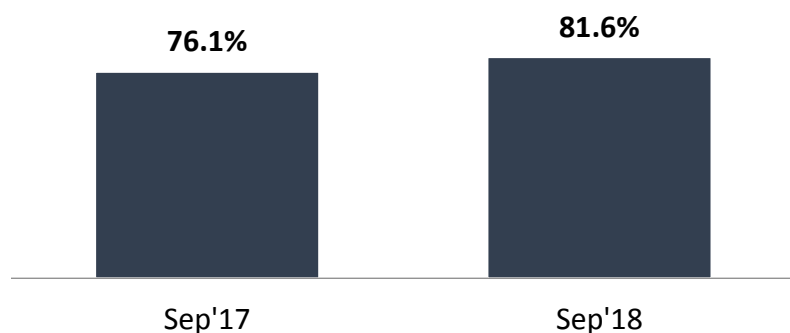


CASA (%)

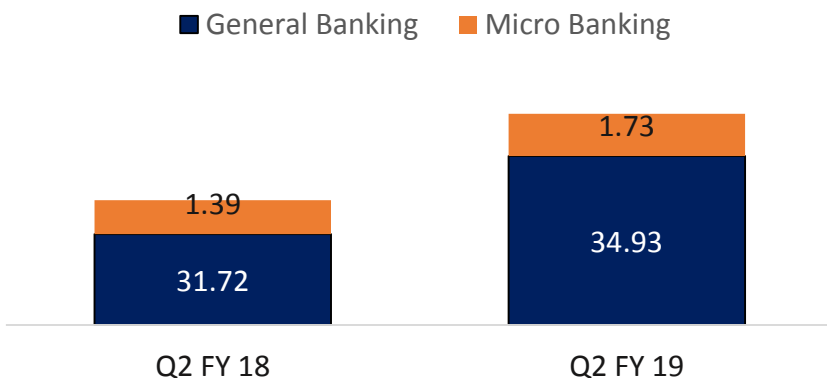


Liabilities Profile

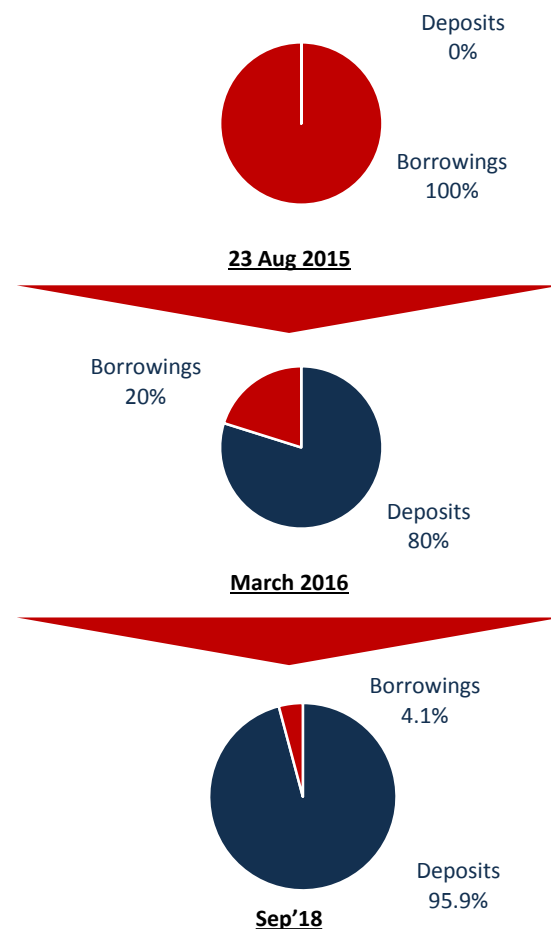
Retail to total Deposits (%)



Average SA Balance (₹ in 000')



Moving towards a more stable and cheaper source of funding



Credit Rating

Rating of Bank's Financial Securities			
Instrument	Rating	Rating Agency	Amount (₹ in Billion)
Unsecured Subordinated Non - Convertible Debenture*	CARE AA-; Stable (Double A Minus; Outlook: Stable)	CARE Ratings	1.60
	[ICRA]AA (Double A; Outlook: Stable)	ICRA	
Term Loans From Bank*	[ICRA]AA (Double A; Outlook: Stable)	ICRA	0.80
Certificate of Deposit	[ICRA] A1+	ICRA	15.00

Financial Overview

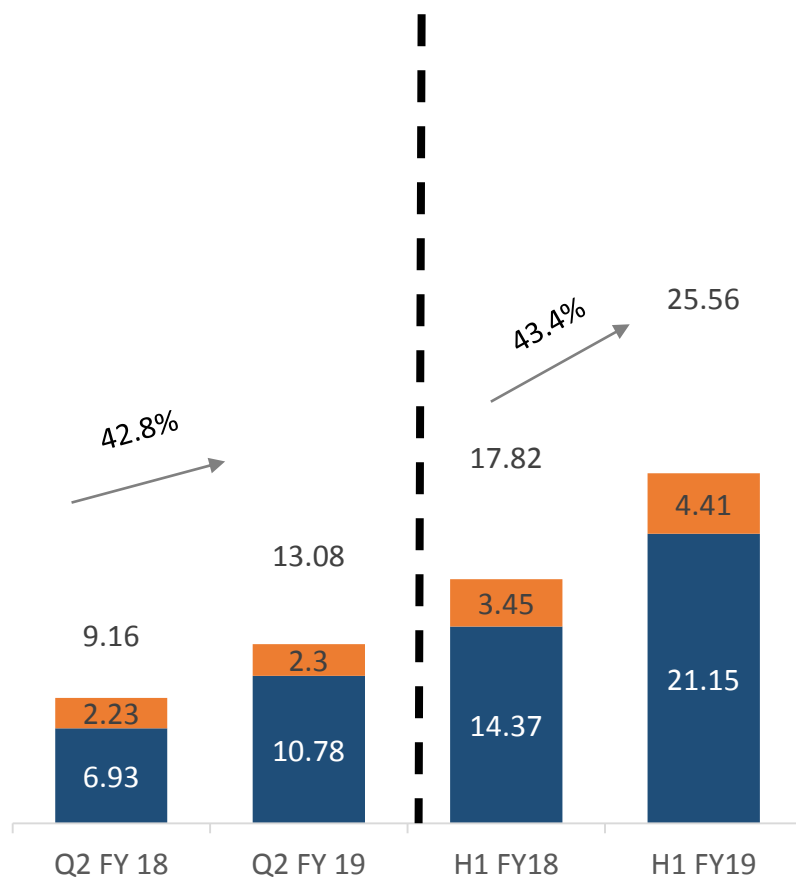


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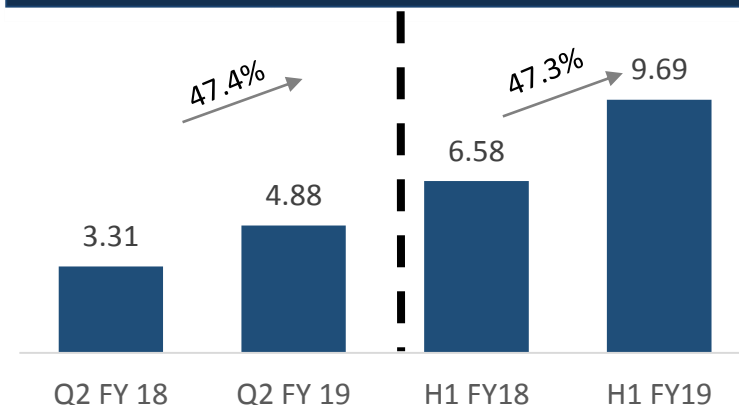
Financial Performance

Total income (₹ in Billion)

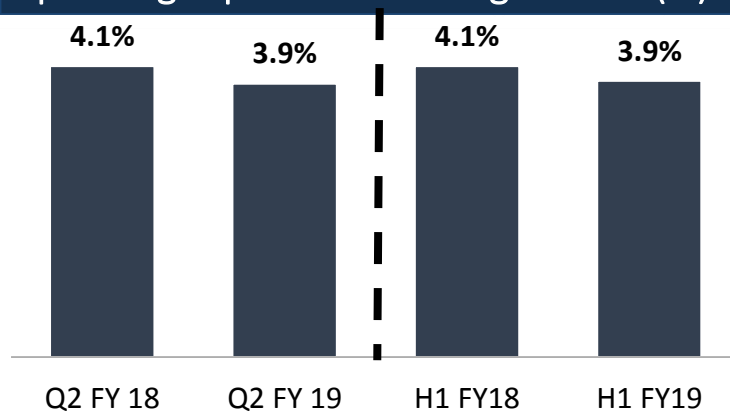
■ Net Interest Income ■ Other Income Total Income



PAT (₹ in Billion)



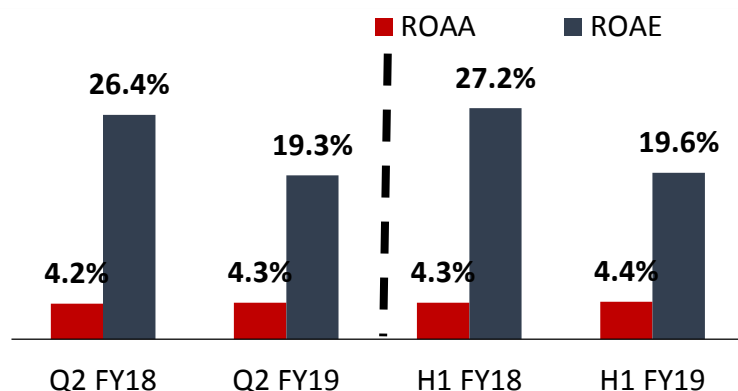
Operating expenses to Average Assets (%)



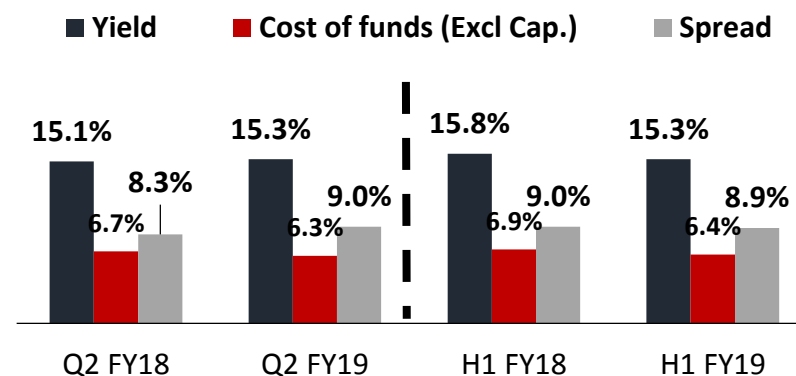
Financial Performance



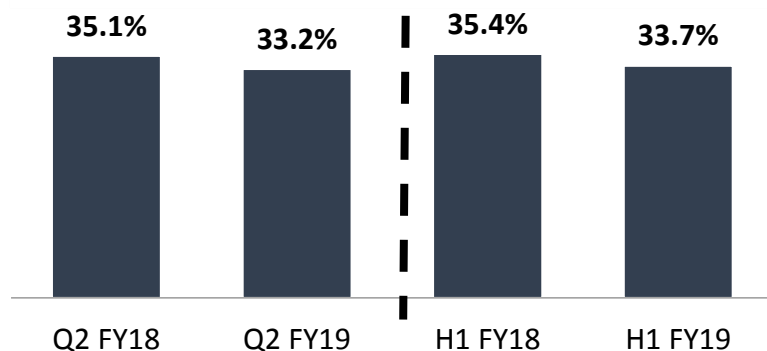
ROAA & ROAE*



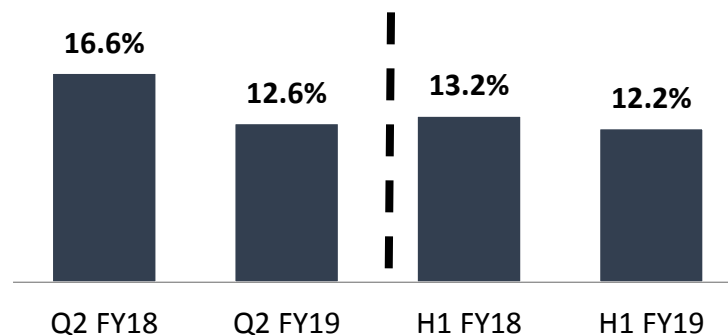
Spread %



Cost to Income Ratio



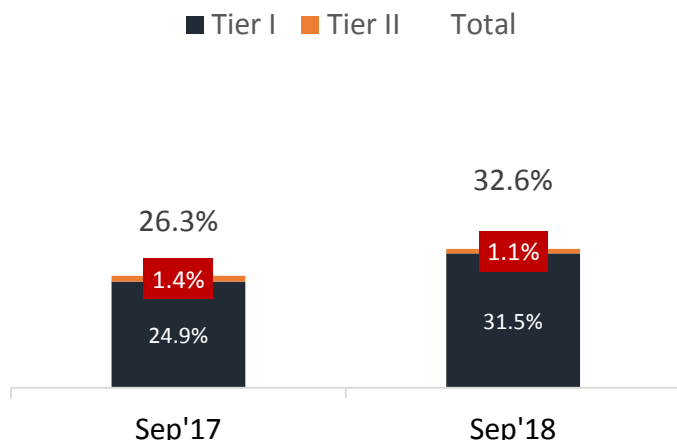
Fee Income to Total Income Ratio



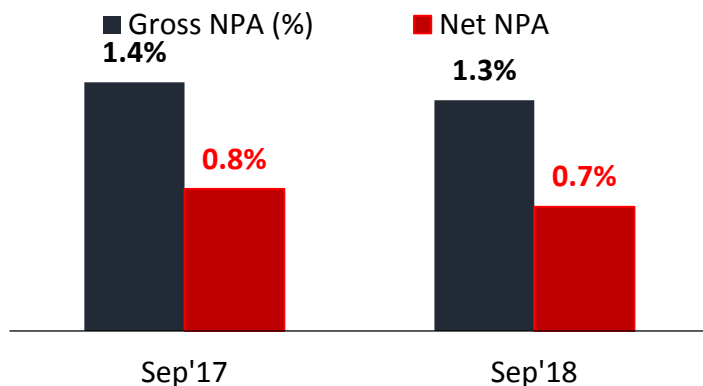
Financial Performance



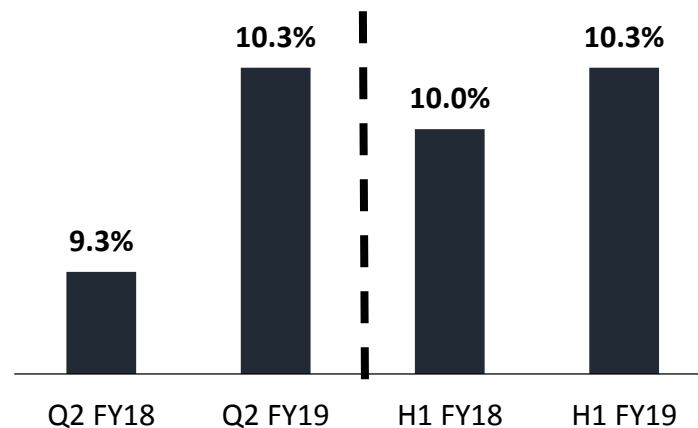
Capital Adequacy Ratio



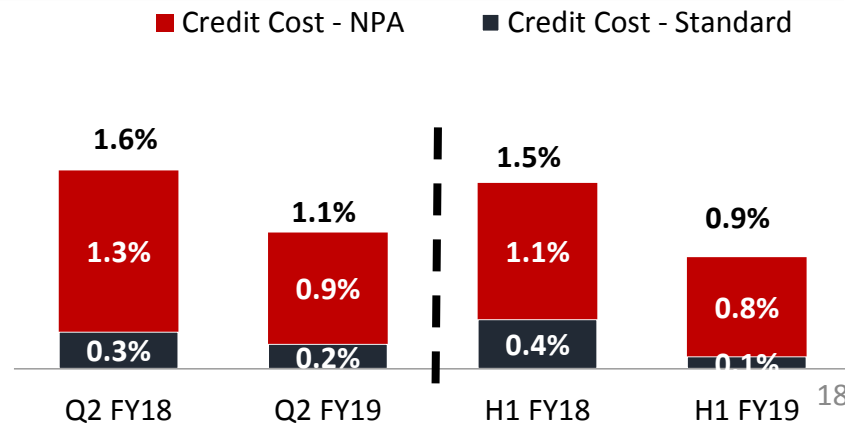
Gross NPA and Net NPA



NIM



Credit Cost



Profit & Loss Statement (IN ₹ million)



Particulars	Q2 FY 19	Q2 FY 18	YoY%	Q1 FY 18	Q0Q%	H1 FY 19	H1 FY18	YoY%
Interest Income	16,057	11,201	43.4%	15,562	3.2%	31,618	22,735	39.1%
Interest expenses	5,282	4,266	23.8%	5,190	1.8%	10,472	8,364	25.2%
Net Int. Income (NII)	10,775	6,935	55.4%	10,372	3.9%	21,146	14,371	47.1%
Non Interest Income	2,304	2,226	3.5%	2,107	9.4%	4,411	3,446	28.0%
Total Income	13,079	9,161	42.8%	12,479	4.8%	25,557	17,817	43.4%
Operating Expenses	4,339	3,213	35.1%	4,273	1.5%	8,612	6,298	36.7%
Operating Profit	8,740	5,948	46.9%	8,206	6.5%	16,945	11,519	47.1%
Provision (Std. + NPA)	868	795	9.2%	583	48.9%	1451	1371	5.8%
MTM Loss on Investments	374	74	405.4%	217	72.4%	591	55	974.6%
Profit before tax	7,498	5,079	47.6%	7,406	1.2%	14,903	10,093	47.7%
Tax	2,621	1,769	48.2%	2,589	1.2%	5,209	3,516	48.2%
Profit after tax	4,877	3,310	47.3%	4,817	1.3%	9,694	6,577	47.4%

Balance Sheet (IN ₹Million)



Particulars	As at 30 th Sep 2018	As at 30 th Sep 2017	YoY%
Capital & Liabilities			
Capital	11,928	10951	8.9%
Reserves & Surplus	90,147	40090	124.9%
Shareholder Funds	1,02,075	51,041	100.0%
Deposits	3,29,589	254422	29.5%
Borrowings	14,218	8058	76.4%
Other liabilities and provisions	10,162	10507	-3.3%
Total	4,56,044	3,24,028	40.7%
Assets			
Cash and balances with Reserve Bank of India	26,152	25012	4.6%
Balance with Banks and Money at call and short notice	19,265	28189	-31.7%
Investments	85,787	71736	19.6%
Advances	3,17,298	193417	64.1%
Fixed Assets	2,198	2347	-6.4%
Other Assets	5,344	3327	60.6%
Total	4,56,044	3,24,028	40.7%

Our Board & Management



Bandhan
Bank

Experienced and professional team...



Management Team



Chandra Shekhar Ghosh
MD & CEO

- Founder of BFSI, has 26 years of experience in the field of microfinance and development
- Awarded 'Entrepreneur of the Year' by Forbes and ET in 2014



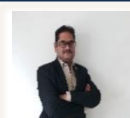
Mahendra Mohan Gupta
Head, Legal

- 33+ years experience in the legal, finance and banking industry
- Previously worked as DGM- Legal at ICICI Bank



Deepankar Bose
Head, Corporate Centre

- 35+ years experience in banking industry
- Previously served as Chief General Manager and Head Of Wealth Management business, at SBI



Santanu Banerjee
Head, HR

- 26+ years of experience in the field of banking and finance
- Previously worked as Head of HR Business Relationship at Axis bank



Sunil Samdani
Chief Financial Officer

- 16+ years of experience in financial industry
- Previously served as Head of Business Analytics and Strategy at Development Credit Bank and as CFO at Karvy



Vijay kumar Ramakrishna
Chief Information Officer

- 21+ years of experience in the field of technology
- Previously worked as Group Manager of Intuit India and as Chief Technology Officer of Yes Bank



Biswajit Das
Chief Risk Officer

- 27 years of experience in banking industry
- Previously served as Head-RBS and regulatory reporting at ICICI Bank



Subhro Kumar Gupta
Chief Audit Executive

- 34+ years experience in Banking Industry.
- Previously served as Head Audit at ICICI Bank



Arvind Kanagasabai
Head, Treasury

- 29+ years of experience at a PSU Bank
- Previously served as CFO at SBI DFHHL, Mumbai



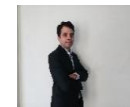
Nand Kumar Singh
Head, Banking Operations and Customer Services

- 26+ years experience in banking industry
- Previously served as Retail Banking Head, Patna Circle, at Axis Bank



Sourav Kar
Chief Compliance Officer

- 26+ years of experience in banking industry
- Previously served as Regional Business Manager - Liability Sales at ING Vysya Bank



Nicky Sharma
Chief Strategy Officer

- 10+ years of experience in the field of technology & Finance
- Previously served as Associate Director at PWC, Gurgaon



Indranil Banerjee
Company Secretary

- 16+ years experience in financial industry
- Previously served as Company Secretary at Energy Development Company



Saurabh Jain
Head - Wholesale Banking

- 17+ years of experience in banking industry
- Previously served as Vice President & Head - Business Banking Products, Private & Commercial Clients at Deutsche Bank AG

... backed by a strong independent Board



Board of Directors



Chandra Shekhar Ghosh
MD & CEO

- Has significant experience in the field of microfinance
- Awarded 'Outstanding Leadership Award' by Dhaka University



Bhaskar Sen
Director

- Retired as Chairman & MD of United Bank of India
- Previously, Executive Director of Dena Bank



Sisir Kumar Chakrabarti
Director

- Previously, Deputy Managing Director at Axis Bank
- Also worked with State Bank of Bikaner and Jaipur prior to joining Axis Bank



Ranodeb Roy
Non-executive Director

- Founder of RV Capital Management Private Limited, Singapore, he was earlier heading Fixed Income Asia Pacific in Morgan Stanley Asia) Singapore



Dr. A S Ramasastry
Director

- Director, Institute for Development & Research of Banking Technology;
- Chairman of IFTAS; company promoted by IDRB to provide technology services in Banking & financial sectors



Dr. Holger Dirk Michaelis
Nominee Director

- Significant experience in private equity and as strategic advisor to financial services companies
- Currently, he is working at GIC



Harun Rashid Khan
Director

- Retired as Deputy Governor of Reserve Bank of India
- Instrumental in formulation of Payments system Vision 2018 of RBI



Krishnamurthy Subramanian
Director

- Significant experience in the field of finance services



Chintaman Dixit
Director

- Significant experience in finance and accountancy sector
- Previously, he has worked at Life Insurance Corporation and Indian Bank



Snehomoy Bhattacharya
Director

- Significant experience in public and private banking sector
- Previously worked as Executive Director – Corporate Affairs



T. S. Raji Gain
Director

- Significant experience in the field of agricultural and rural development, Previously, she has worked with NABARD
- Currently, Executive Director BIRD

Awards and accolades



Entrepreneur with Social Impact

Bandhan Bank won the 'Entrepreneur with Social Impact' Award at the first edition of the CNBC-AWAAZ CEO Awards 2018 presented by the Chhattisgarh Government.

The ceremony was held in Raipur on July 07, 2018. The event was graced by Honourable Chief Minister of Chhattisgarh, Shri Raman Singh, along with other dignitaries and luminaries from political and business circles.



Aadhaar Excellence Awards 2018

Bandhan Bank bagged Aadhaar Excellence Awards in the following categories :

- Best Performing Bank in terms of Aadhaar Generation and update using online client
- Ranked 4th in Achievers awards for opening highest percentage of Aadhar Centre as per given target.

The awards were handed over by Dr. Ajay Bhushan Pandey, CEO, UIDAI.

Awards and accolades



MFIN Microfinance Award 2018

Bandhan Bank received the **MFIN Microfinance Award 2018** – In Pursuit of Excellence' in the following two categories:

1. Risk and Resilience Framework
2. Microfinance Plus Activities

Shri Giriraj Singh, Minister of State for Micro, Small and Medium Enterprises (MSME), Govt. of India handed over the award in New Delhi on May 24, 2018.



Pride of Bengal

Mr. Chandra Shekhar Ghosh, MD & CEO, Bandhan Bank Ltd. received the **Pride of Bengal** award on June 30, 2018, at Kolkata.

Pride of Bengal is an inspirational award instituted by Round Table India (RTI). The award honours individuals who have significantly contributed in their own fields and have made Bengal proud in the global arena.

It is a recognition for all the hardships and challenges that went into the journey of success and also inspiring the future generations not only to be successful but also to make the state they come from proud.



Thank You



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