Press Release

YES BANK announces Q2FY13 and H1FY13 Financial Results

- *Net Profit of ₹306.1 crore in Q2FY13; y-o-y growth of 30.2%; Net Profit of ₹596.2 crore in H1FY13 ; y-o-y growth of 32.2%*
- *Net Interest Income grew at 35.9% with NIM expanding to 2.9%*
- *Customer Assets (loans & credit substitutes) growth of 32.5%y-o-y and Loan growth of 22.9% y-o-y*
- *Savings Accounts deposits increased by 351.3% y-o-y; CASA grew by 86.7% y-o-y ; CASA Ratio improves to 17.3%*
- *Number of Branches stands at 400; 186 branches added since March 2011*

Financial Highlights from Q2FY13 & H1FY13 Results:

Profit & Loss Statement Highlights						
(₹ in Crore)	Q2FY13	Q2FY12	Growth	H1FY13	H1FY12	Growth
Net Interest Income	524.2	385.6	35.9%	996.4	739.8	34.7%
Non Interest Income	276.8	214.0	29.3%	564.9	379.3	48.9%
Total Net Income	**800.9**	**599.7**	**33.6%**	**1,561.2**	**1,119.2**	**39.5%**
Operating Profit	**484.7**	**385.9**	**25.6%**	**944.4**	**711.0**	**32.8%**
Profit after Tax	**306.1**	**235.0**	**30.2%**	**596.2**	**451.1**	**32.2%**
Basic EPS (Rs.)	**8.6**	**6.7**	**27.8%**	**16.8**	**12.9**	**29.8%**

Balance Sheet Highlights					
(₹ in Crore)	30-Sep-12	30-Sep-11	Growth	30-Jun-12	Growth
Customer Assets	54,017.3	40,760.1	32.5%	49,338.7	9.5%
Advances	42,019.3	34,194.1	22.9%	38,533.9	9.0%
Deposits	52,290.8	44,075.9	18.6%	50,208.1	4.1%
Shareholders' funds	5,313.5	4,290.7	23.8%	4,978.4	6.7%
Total Capital Funds	10,894.0	7,860.2	38.6%	9,494.9	14.7%
Total Balance Sheet	**82,974.6**	**62,751.8**	32.2%	78,223.9	6.1%

Key Financial Performance Indicators			
	Q2FY13	Q2FY12	Q1FY13
Return on Assets	1.5%	1.6%	1.5%
Return on Equity	23.8%	22.6%	24.0%
NIM	2.9%	2.9%	2.8%
Cost to Income Ratio	39.5%	35.6%	39.5%
Non Interest Income to Total Income	34.6%	35.7%	37.9%
Capital Adequacy	17.5%	16.0%	16.5%
Tier I Ratio	9.5%	9.4%	9.2%
Book Value (₹)	149.2	122.2	140.7
Gross NPA	0.24%	0.20%	0.28%
Net NPA	0.05%	0.04%	0.06%

Mumbai, October 23, 2012: The Board of Directors of YES BANK Ltd. took on record the un-audited Q2FY13 and audited H1FY13 results at its meeting held in Mumbai today.

Commenting on the results and financial performance, Dr. Rana Kapoor, Managing Director & CEO, YES BANK said, "This quarter has once again demonstrated a stable financial performance through a meaningful contribution from all revenue streams, strong asset quality and sustained growth momentum. The Bank has achieved steady growth in profits on the back of impressive growth in NII of 35.9% with sustained growth in Customer Assets of 32.5% and sequentially improving margins to 2.9%. The Bank continues its momentum of accelerating traction in SA with y-o-y growth of 351.3%, resulting in CASA ratio improving to 17.3%. With the branch network crossing 400 and the launch of new products, and the Bank expects to continue this momentum to achieve further granularity in liabilities and assets. We are also confident that our foray in the securities broking business will further our commitment towards a 'One-bank approach' to our customers."
Rana Kapoor further added, "Given the recent reforms announced by the Government, there are initial signs of improvement in the macro-economic environment. The Bank is agile enough to capitalize on the growth opportunities and is well capitalized to capture the same."

Q2FY13 and H1FY13 Financial Performance highlights

- **Stable growth in Advances and Deposits**: Total Advances grew by **22.9**% to ₹ 42,019.3 crore as at September 30, 2012 from ₹ 34,194.1 crore as at September 30, 2011. Customer Assets (Loans & Credit Substitutes) grew by **32.5**% y-o-y to ₹ 54,017.3 crore as at September 30, 2012.

  Current and Savings Account (CASA) deposits grew by **86.7**% y-o-y to ₹ 9,034.1 crore taking the CASA ratio to **17.3**% as at September 30, 2012 up from 11.0% as of September 30, 2011. The Bank continues to demonstrate increased traction in CASA on the back of enhanced Savings Rate offerings and improvements in productivity. Retail Banking Liabilities (CASA + Retail Banking term deposits) improved from 28.6% of Total Deposits as of September 30, 2011 to **36.6**% as of September 30, 2012. The share of Retail Banking Liabilites has increased from 21.8% of total deposits in March 2010 to 36.6% in September 2012 (over 10 quarters).

  Total Deposits grew by **18.6**% to ₹ 52,290.8 crore as at September 30, 2012 from ₹ 44,075.9 crore as at September 30, 2011. The Bank's Total Assets grew by **32.2**% to ₹ 82,974.6 crore as at September 30, 2012 from ₹ 62,751.8 crore as at September 30, 2011.

  Corporate & Institutional Banking (Large Corporates) accounted for 67.4% of the portfolio, Commercial Banking (Mid-sized Corporates) accounted for 17.9% and Retail Banking (including MSME) – 14.7%.

- **Robust Net Interest Income (NII) Growth:** NII for Q2FY13 increased by 35.9% y-o-y to ₹ 524.2 crore from ₹ 385.6 crore in Q2FY12. This was on account of a sustained growth in advances & investments coupled with steady NIM of 2.9%.

  NII for H1FY13 was up 34.7% to ₹ 996.4 crore as compared to ₹ 739.8 crore for H1FY12.

- **Steady growth in Non Interest Income:** Non Interest Income grew by 29.3% y-o-y to ₹ 276.8 crore for Q2FY13 from ₹ 214.0 crore in Q2FY12. This was on the back of continued growth across all the fee income streams – Financial Advisory, Financial Markets, Transaction Banking, and Retail Banking Fees & Others, that showed firm traction y-o-y.

Non Interest Income displayed robust growth of 48.9% to ₹ 564.9 crore in H1FY13 as compared to ₹ 379.3 crore in H1FY12.

- **Operating and Net profit:** Operating profit for Q2FY13 was up 25.6% to ₹ 484.7 crore as compared to ₹ 385.9 crore for Q2FY12 driven by strong growth in NII and Non-Interest Income. The Cost to Income ratio was 39.5% in Q2FY13 versus 35.6% in Q2FY12. Net Profit in Q2FY13 was up 30.2% at ₹ 306.1 crore from ₹ 235.0 crore for Q2FY12.

  Operating profit for H1FY13 was up 32.8% to ₹ 944.4 crore as compared to ₹ 711.0 crore for H1FY12. The Cost to income ratio was 39.5% in H1FY13 versus 36.5% in H1FY12. Net Profit for H1FY13 was up 32.2% to ₹ 596.2 crore from ₹ 451.1 crore in H1FY12.

- **Consistently healthy Asset Quality:** Gross Non Performing Advances as a proportion of Gross advances was at 0.24% while Net Non Performing Advances as a proportion of Net advances was at 0.05% as at September 30, 2012 as against 0.20% and 0.04% respectively as at September 30, 2011.

  Bank's specific provisioning cover was at 80.4% as at September 30, 2012.

  Total restructured advances (excluding NPAs) stand at ₹ 192.2 crore as at September 30, 2012. This represents 0.46% of the Gross Advances. There have been no new restructurings in this quarter.

- **Strong Shareholders' returns**: The Bank delivered RoE of 23.8% and RoA of 1.5% for Q2FY13. RoE was 24.0% and ROA was 1.5% for H1FY13. RoA has been at or above **1.5**% for the last **4 years**, and Return on Equity has been approximately 20% or above over the same period.

- **Capital Funds**: Tier I Capital stood at **9.5**% and total CRAR stood at **17.5**% as at September 30, 2012. The Tier I ratio has remained stable around 9.5% despite the balance sheet increasing by 40.6% since March 2011 (6 quarters of steady growth).
  Total Capital funds grew by 38.6% to ₹ 10,894.0 crore as at September 30, 2012 compared to ₹ 7,860.2 crore as at September 30, 2011.

Business Highlights

Retail Products

- YES BANK launched International Prepaid Travel Card, targeted at the overseas traveler. The YES Travel Card helps travelers avoid the hassle of carrying currency or traveler's cheques.
- YES BANK introduced 'Auto Credit Service' that enables any individual with an Account in any other bank to enjoy the benefits of a YES BANK Account, by just submitting a onetime ECS instruction to transfer funds from their existing accounts with other Banks.
- YES BANK launched its Mobile Banking Services, offering features such as - balance enquiry, utility bills payment, funds transfer, cheque book and statements request, availing Interbank Mobile Payment Services (IMPS), DTH payment as well as SIM card recharge amongst others on customer's mobile phones.
- YES BANK introduced Locker facility for its customers across select branches. Customers can access these lockers at convenient times, as the Bank has extended banking hours exclusively for Locker access.

Capital Raising Initiatives

- **YES BANK successfully raised ₹ 200.0 crore of** Upper Tier II Capital, rated ICRA AA- by ICRA and CARE AA- by CARE. In addition, the Bank also **raised ₹ 600.0 crore** of Lower Tier II Capital, rated ICRA AA by ICRA and CARE AA by CARE.

Expansion Initiatives

- YES BANK added 19 branches across the country during the quarter, taking the total branch count to **400** as on September 30, 2012.
- YES BANK added 52 ATMs to its network during the quarter, taking the total count to **694** ATMs as on September 30, 2012.
- Employee strength stood at **6,307** as on September 30, 2012; this represents an addition of 1,593 employees in the past 12 months.
- YES BANK won the bids to install and operate ATMs across several **Kolkata Metro stations.**

Awards & Recognitions

- YES BANK was the **only Bank** and one of the only two Indian organizations to be ranked highest on **Corporate Governance Watch 2012 in Asia** – CLSA Asia-Pacific Markets (market cap less than USD 10 billion).
- YES BANK was conferred the **CIO100 Award** by the CIO, a globally reputed Business Technology Magazine.
- YES BANK was the only Indian company to receive **'The OKOVISION Sustainability Leadership Award'** by ÖKOWORLD LUX S.A., a leading independent investment company based in Luxembourg & Germany, for its commitment to Sustainable Banking.
- YES BANK, won five awards at **The Sunday Standard FINWIZ 2012-Best Bankers Awards including Best Private Sector** Banker – Mid-Sized, Safest Banker – Mid-Sized, Best Banker in Growth and Expansion – Mid-Sized , Best Banker in Efficiency and Profitability – Mid-Sized, as well as **the Best Indian Banker in the Mid-Sized Bank's category** award for Dr. Rana Kapoor.
- YES BANK has won the following awards in HR and Marketing this quarter.
  - **3rd CMO ASIA Awards:** CEO of the Year Award, Award for Brand Excellence and Brand Builder of the Year Award
  - **3rd Asia's Best Employer Brand Awards 2012:** Talent Management, Best HR Strategy in line with Business, Excellence in HR through Technology, Continuous Innovation in HR Strategy at Work, Innovation in Recruitment, Excellence in Training
- Dr. Rana Kapoor was recognized as **'The Banking Leader' of the Year** at the PowerBrands Hall of Fame Awards, UAE.
- Dr. Rana Kapoor and Ms. Raakhe Kapoor were adjudged winners of the second edition of the prestigious **'IBN7 Guru Shishya Award'**, in the Business Category.

Knowledge Initiatives

- YES BANK and ASSOCHAM jointly organized the **4th Global Summit & Exhibition on Second Green Revolution**, which focused on discussing the modalities for actualizing a Second Green Revolution in the country. Chief Guest Hon'ble Union Minister for Food & Civil Supplies **Prof. K.V. Thomas** released the YES BANK Knowledge Report on "**2nd Green Revolution – From Agriculture to Agribusiness**".

- YES BANK was the Knowledge Partner to **Jaivik India 2012** - a conference on organic and natural products. YES BANK Knowledge Report titled "**Indian Organic Foods Market**" was unveiled by **Mr. Sompal Shastri**, Founder Chairman – Emeritus, International Competence Centre for Organic Agriculture and **Mr. Sanjeev Chopra**, Joint Secretary, Dept. of Agriculture and Cooperation, Ministry of Agriculture.
- YES BANK was the Knowledge Partner for the **Global Summit – Role of Industry Chambers**, organized by the PHD Chamber of Commerce. Chief Guest **Dr. M. Veerappa Moily**, Hon'ble Minister of Corporate Affairs and Power unveiled the YES BANK knowledge report titled "**Vision 2025: India as an Economic Superpower**".
- YES BANK was the **Knowledge Banking Partner** at the **5th ASSOCHAM International Conference on Indian Civil Aviation.** Chief Guest Hon'ble Union Minister for Civil Aviation, **Shri Ajit Singh** released the YES BANK knowledge paper titled "**Indian Civil Aviation – Industry Perspective**".
- YES BANK was the Knowledge Partner for the **Great Domestic Travel Bazaar** held at Jaipur. The YES BANK authored knowledge paper, "**Domestic Tourism: Evolution, Trends and Growth"** was unveiled at the event.

Financial Advisory, Debt Structuring, Debt Capital Markets & Loan Syndications

- Exclusive joint advisor to Living Media Limited, a Delhi based media conglomerate with interest across publishing, broadcasting, radio and internet, in a financial investment of 27.5% from Aditya Birla Group (definitive agreements signed)
- Exclusive advisor to INOX India Ltd, a leading global manufacturer of cryogenic storage and transportation equipment, for raising private equity capital of ₹ 250 crore from Standard Chartered Private Equity
- Exclusive advisor to Global Wind Power Limited (GWPL), a Reliance ADA Group company, for sale of significant stake to China Ming Yang Wind Power Group Limited
- YES BANK was the Sole Arranger of the Subordinate Bond Issue of Tata Power Company Ltd for ₹ 1,500 crore
- YES BANK was the Joint Arranger of the Bond Issue of HPCL-Mittal Pipelines Ltd. for ₹ 1,275 crore
- Underwriter of Senior Debt of ₹ 400 crore for Lalpur Wind Energy Limited (a SPV of IL&FS Group) for setting up a 174.4 MW wind farm in the states of Gujarat, Karnataka and Maharashtra.
- Sole Underwriter & Lead Banker for ₹ 110 crore banking facilities to LCL Logistics Ltd, one of the leading logistics companies in Western India
- Sole banker and underwriter for Term Loan/Working Capital of ₹ 150 crore for Apollo Hospitals, Bangalore

ABOUT YES BANK

YES BANK, India's fourth largest private sector Bank, is the outcome of the professional & entrepreneurial commitment of its Founder, Dr. Rana Kapoor and his top management team, to establish a high quality, customer centric, service driven, private Indian Bank catering to the Future Businesses of India. YES BANK has adopted international best practices, the highest standards of service quality and operational excellence, and offers comprehensive banking and financial solutions to all its valued customers. YES BANK has a knowledge driven approach to banking, and a superior customer experience for its retail, corporate and emerging corporate banking clients. YES BANK is steadily evolving as the Professionals' Bank of India with the vision of "Building the Best Quality Bank of the World in India" by 2015.

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