

Investor Presentation – Q1 FY 2018-19



Bandhan
Bank

July 2018

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Key Highlights & Strengths



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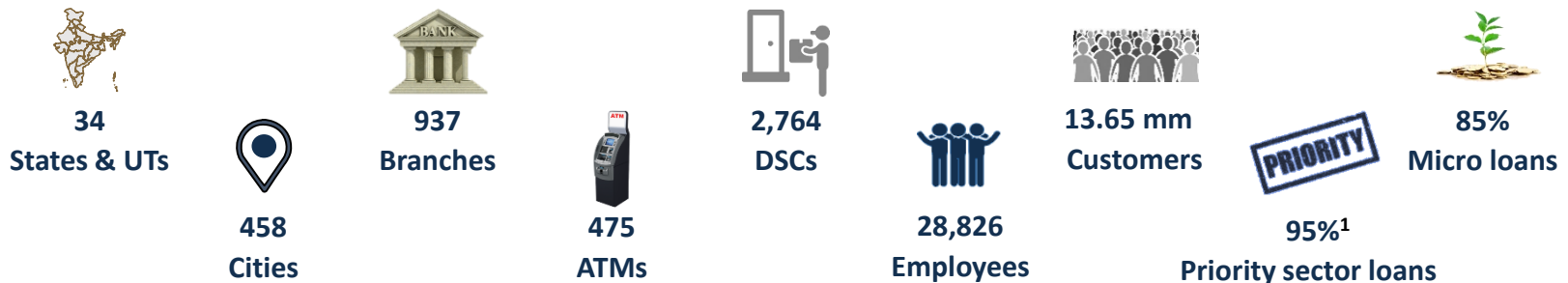
Key Highlights

Bandhan Bank - Overview

- Loan portfolio (on book + off book) for Q1FY 18-19 grew 52.37% Y-o-Y
- Deposits grew by 36.83% Y-o-Y in Q1 FY 18-19
- Net NPA at 0.64%
- Retail Deposit to Total Deposit at 80%
- Added 6.35 lakh Customer during the quarter with total customer base reaching to 13.65 million (Micro Banking- 11 million and Non Micro– 2.65 million)
- Income from PSLC of ₹2.56 Billion to be recognised over 4 quarters, hence booked ₹0.64 Billion in Q1 FY18-19
- MTM losses of ₹0.87 Billion to be amortised over 4 quarter, hence booked ₹0.22 Billion in Q1 FY18-19

Snapshot of operations (30th June 2018)

Total Deposits	₹ 307.0 bn
Total loans and advances	₹ 325.9 bn ¹
Net interest margin (NIM)	10.27%*
CASA ratio (%)	35.5%
ROAA (%)	4.49%*
ROAE (%)	19.92%*



* Annualised

¹ Gross loan portfolio;

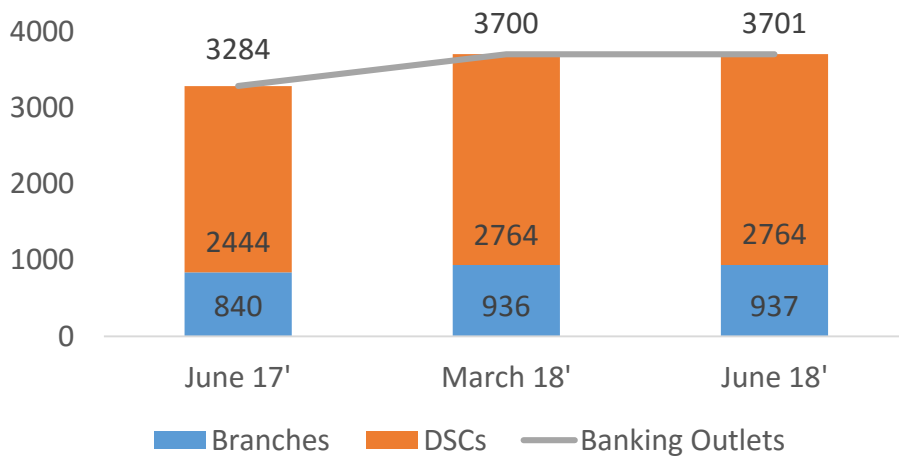
Geographical Distribution



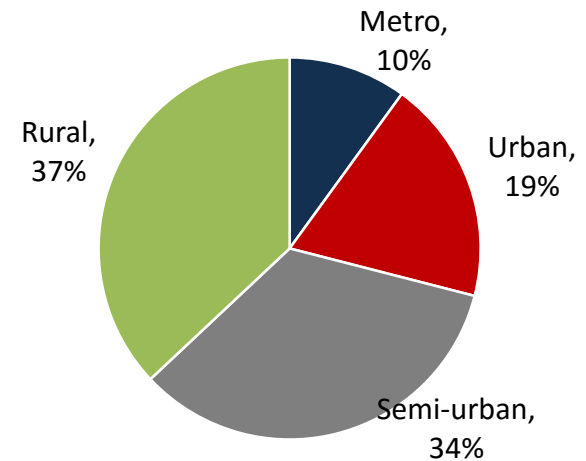
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Geographical Distribution

Banking Outlets



Focus on serving the rural & underbanked population



Multi channel distribution network with a mix of branches and digital

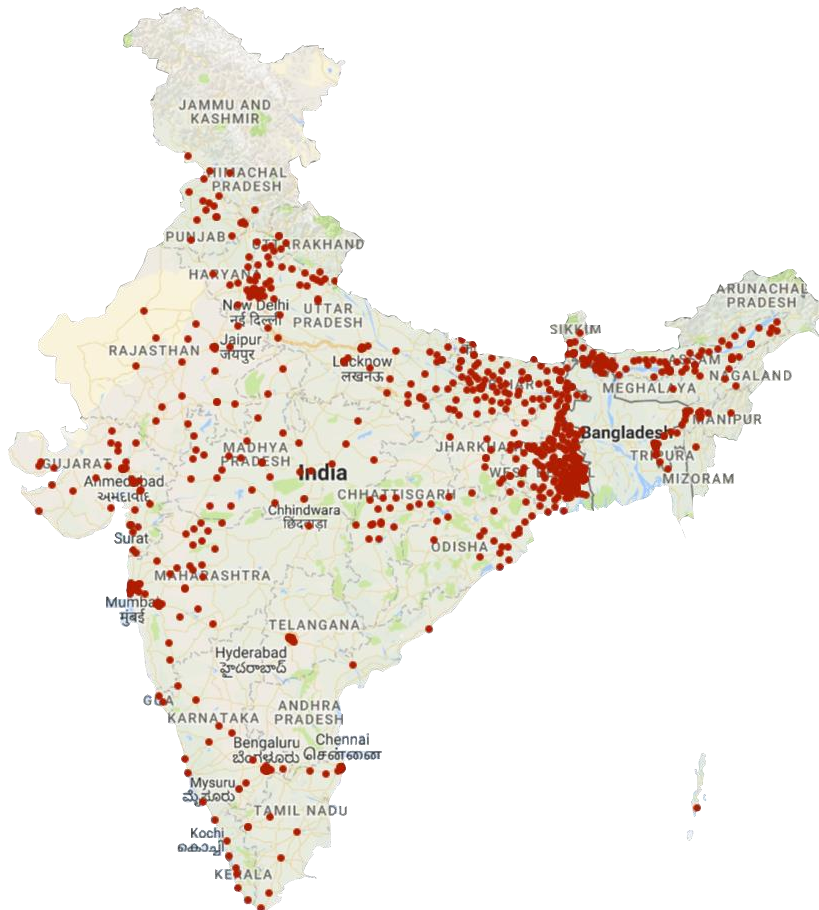


Bandhan Bank has 3rd highest distribution network amongst Private Banks in India in terms of Banking Outlets*

* Source RBI MOF database as on 10.04.2018

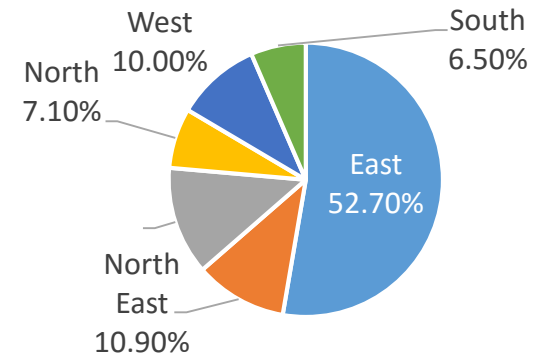
Geographical Distribution

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 *

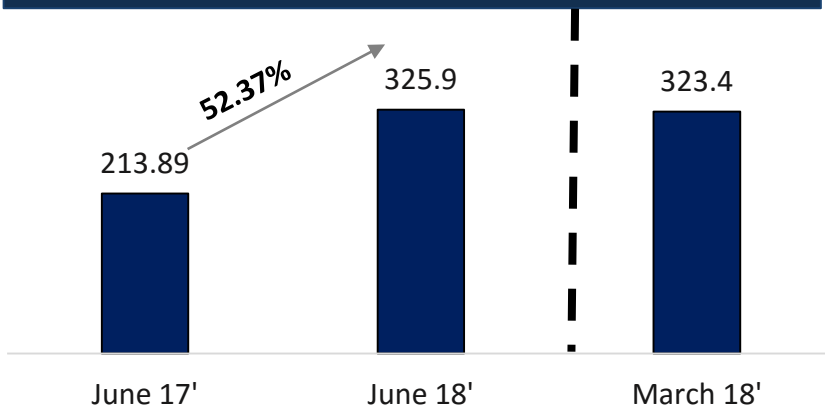
* Source RBI MOF database as on 10.04.2018

Business Overview

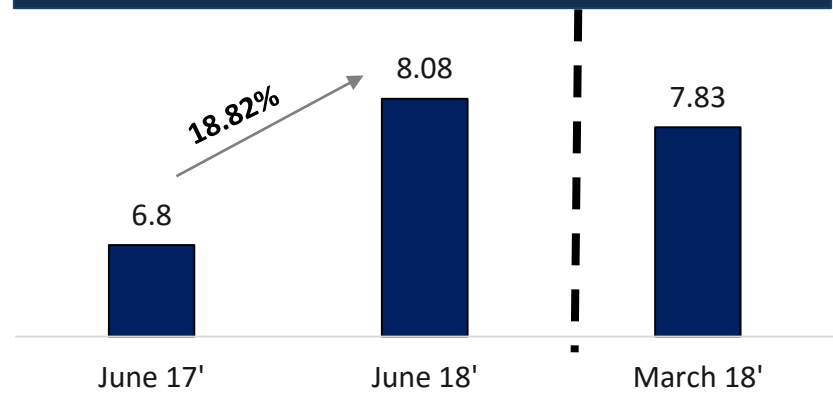


Asset Overview

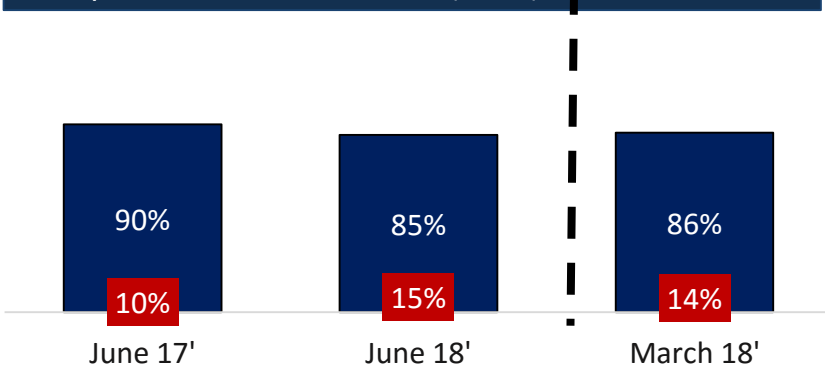
Advances Growth (₹ in Billion)



Number of Active Borrowers (in Million)

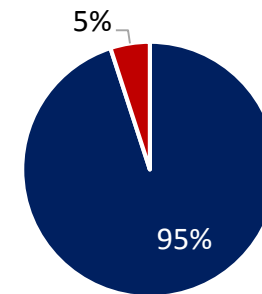


Composition of Advances (in %)



■ Non-Micro Banking Assets ■ Micro Banking Assets

Higher PSL Portfolio

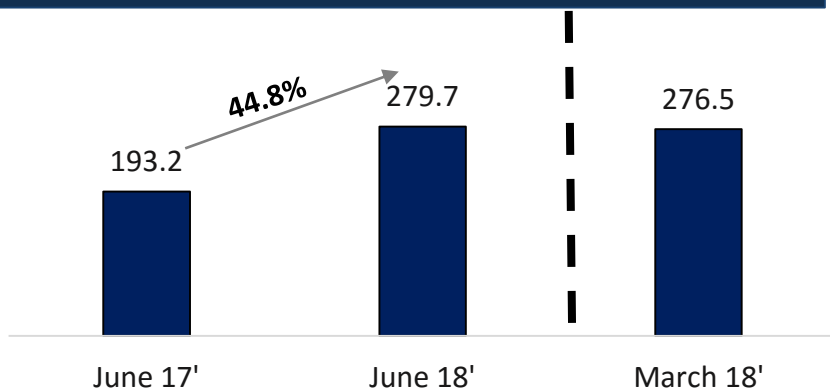


Priority sector advances (as a % of advances) - FY2018

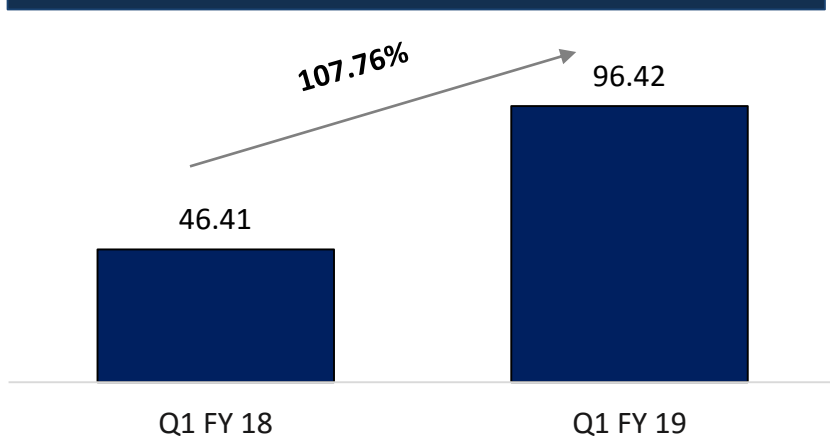
■ PSL Assets ■ Non PSL Assets

Micro Banking Assets

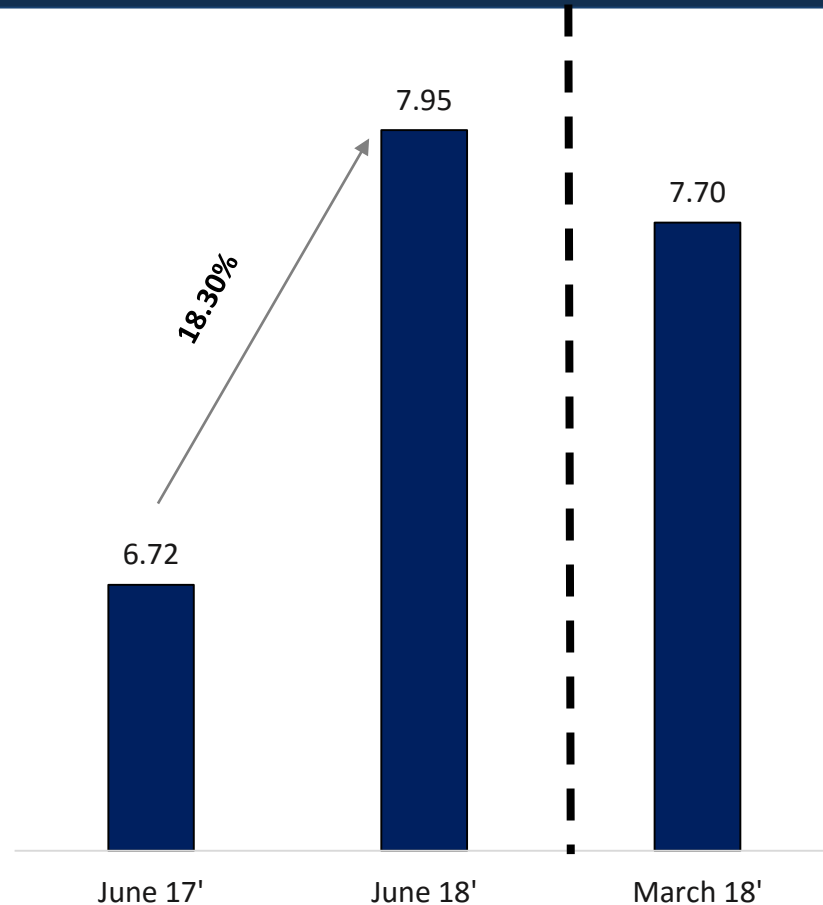
Micro Banking Asset Growth (₹ in Billion)



Micro Loan Disbursements (₹ in Billion)



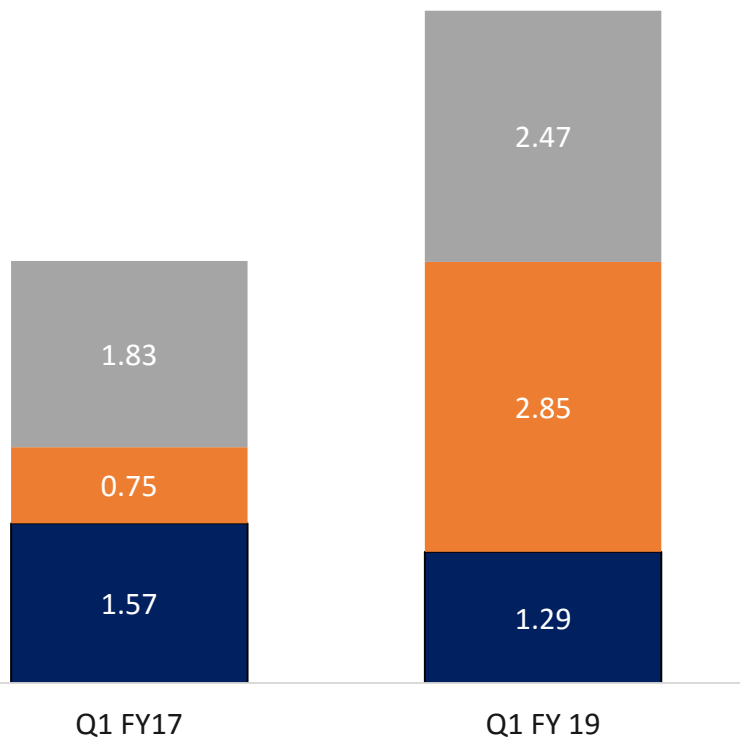
Number of Active Micro Borrowers (in Mn)



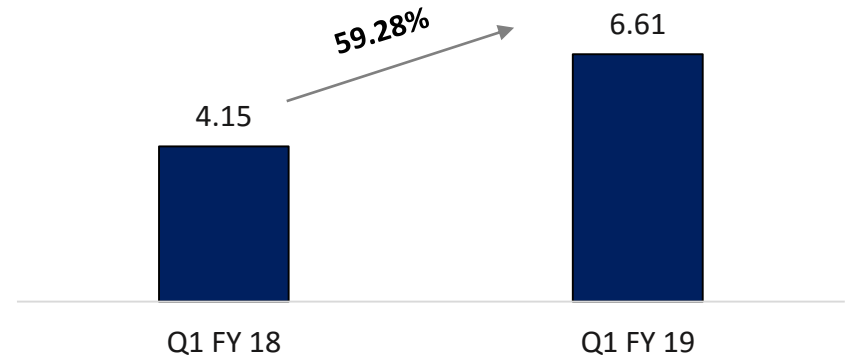
Non-Micro Banking Assets

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

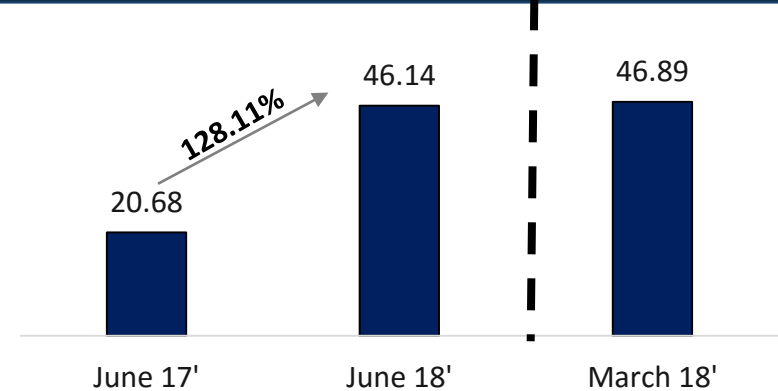
■ Retail ■ SME ■ Small Enterprise Loan



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

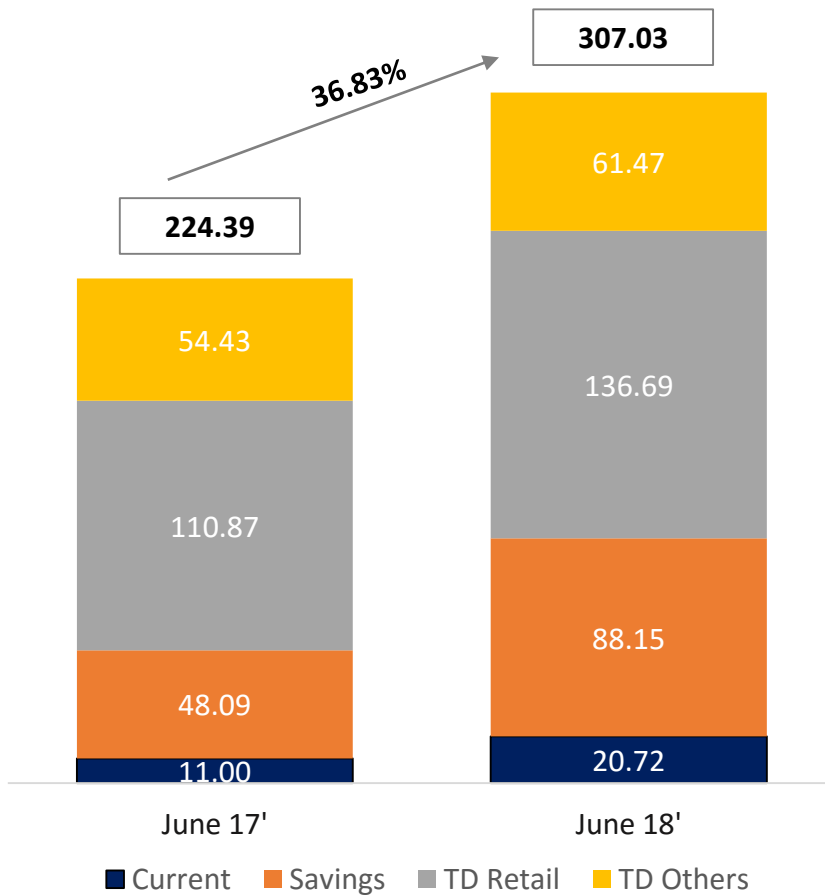


Non Micro Banking Portfolio growth (₹ in Billion)

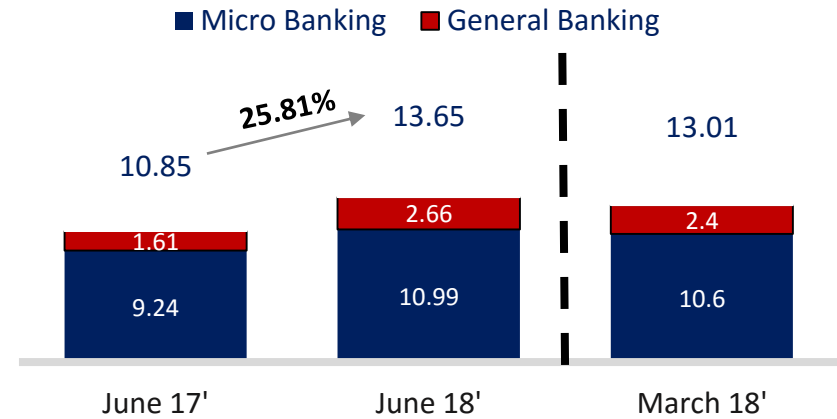


Liabilities Profile

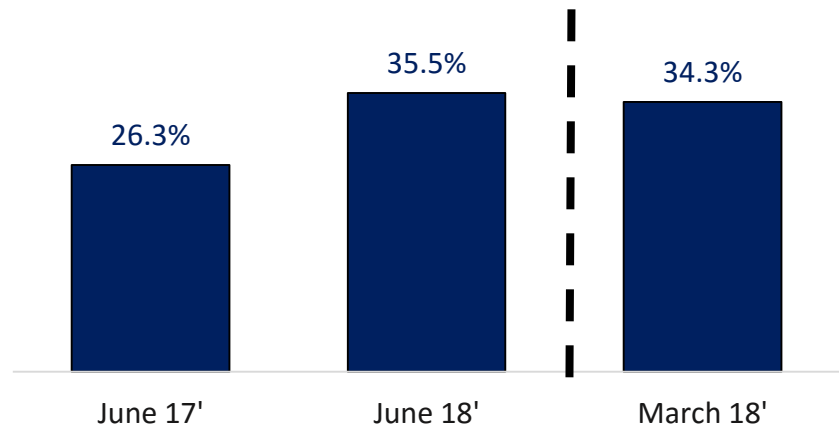
Deposits Growth (₹ in Billion)



Number of Customers (in Million)



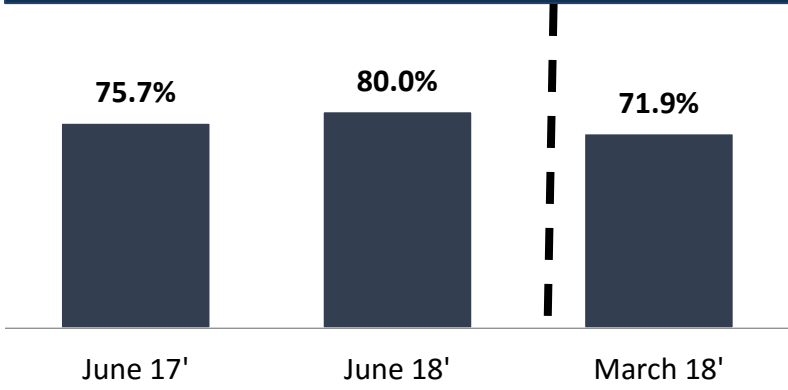
CASA (%)



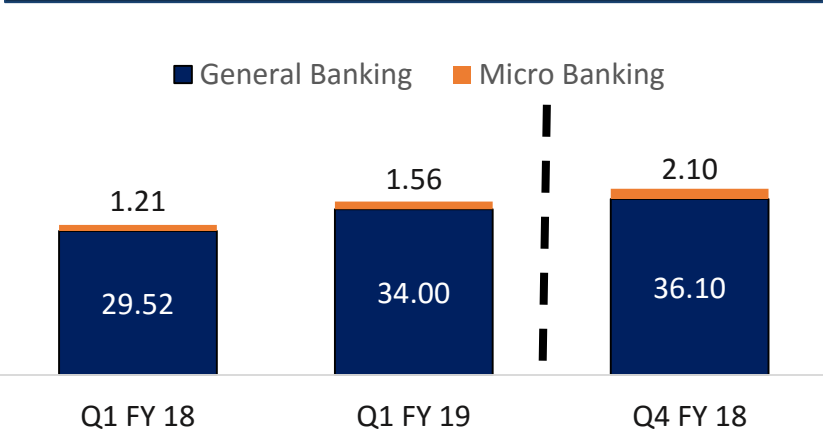
Liabilities Profile



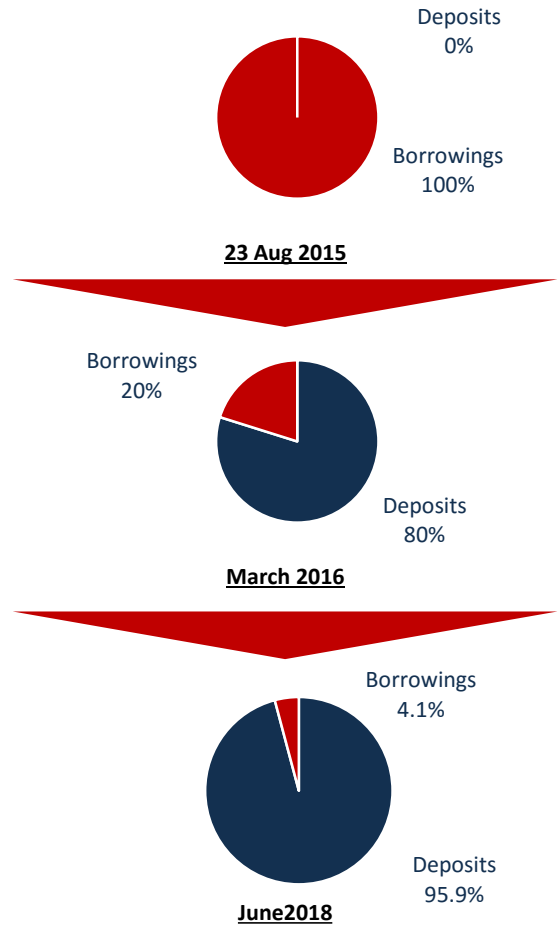
Retail to total Deposits (%)



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; 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

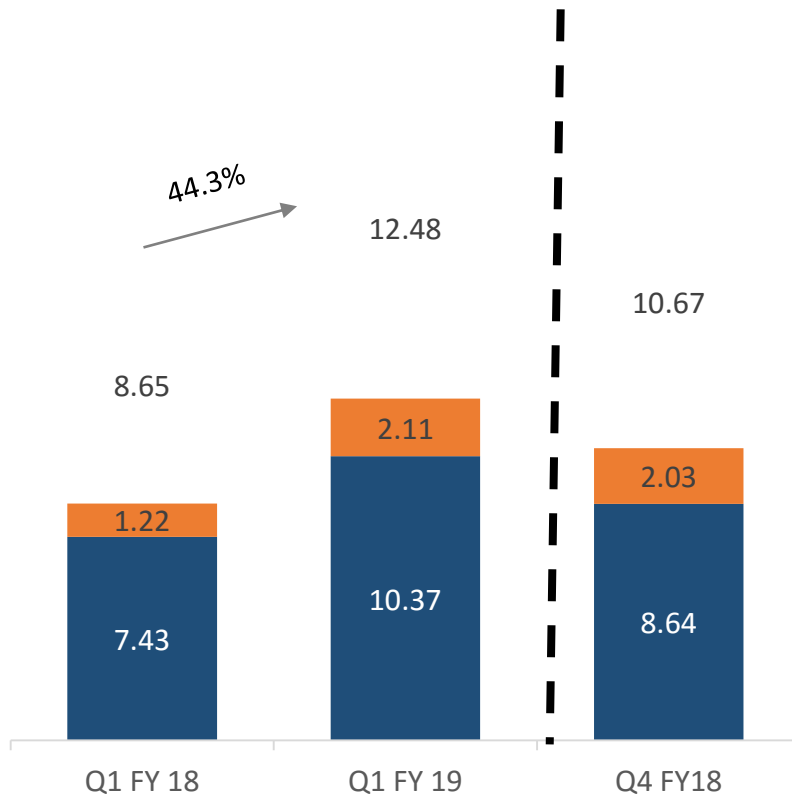
Financial Overview



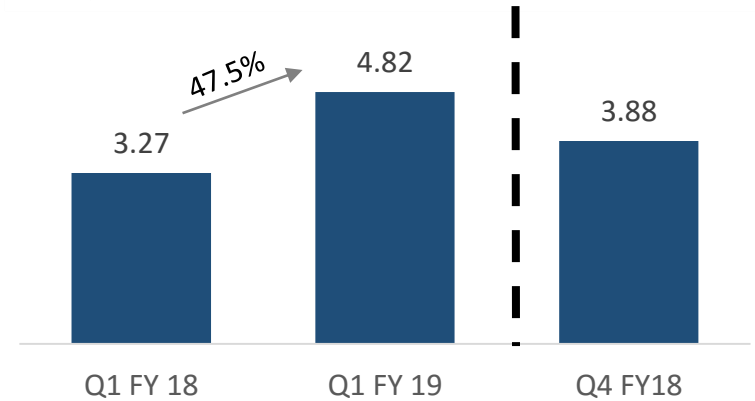
Financial Performance

Total income (₹ in Billion)

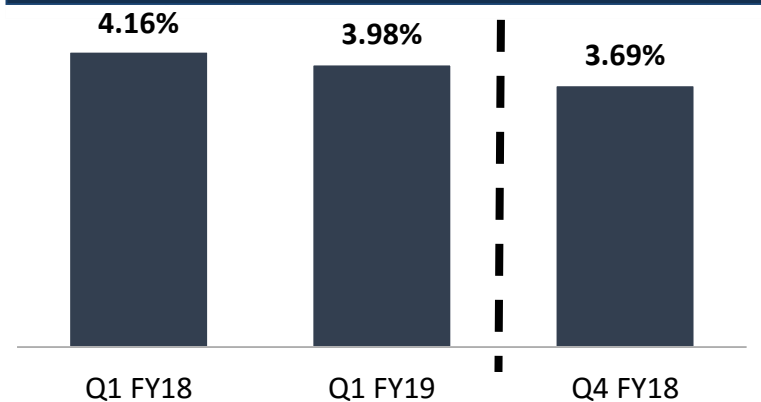
■ Net Interest Income ■ Other Income Total Income



PAT (₹ in Billion)



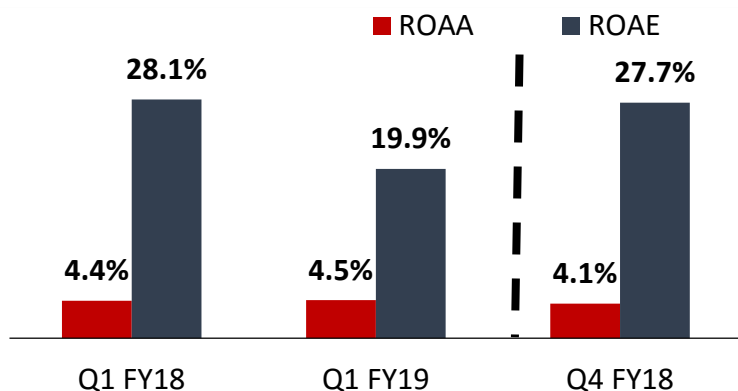
Operating expenses to Average Assets (%)



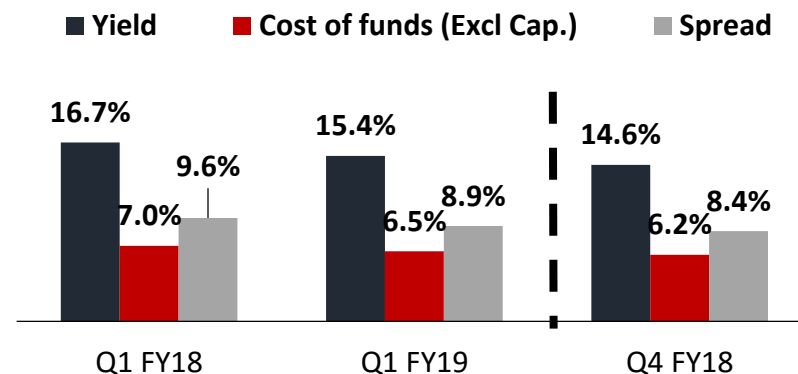
Financial Performance



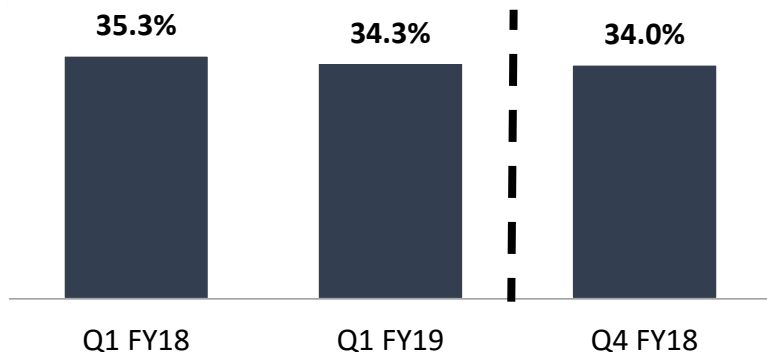
ROAA & ROAE*



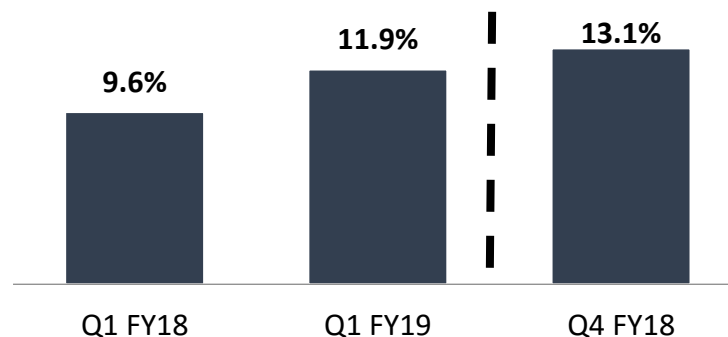
Spread %



Cost to Income Ratio



Fee Income to Total Income Ratio

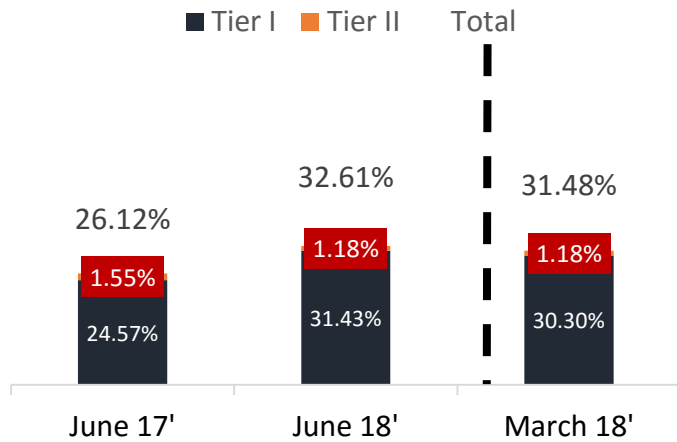


* Annualised; Monthly Average

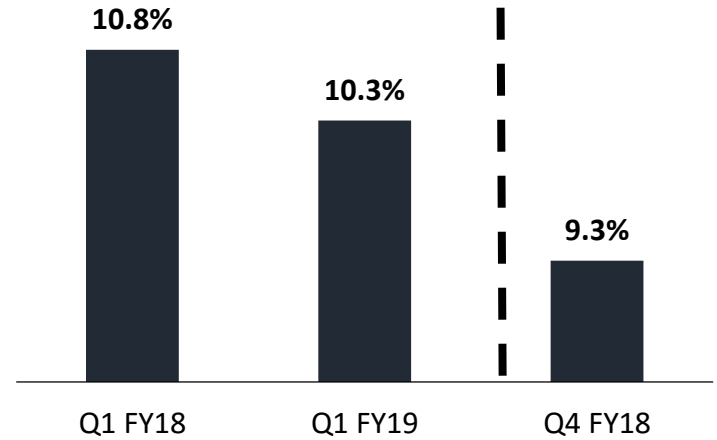
Financial Performance



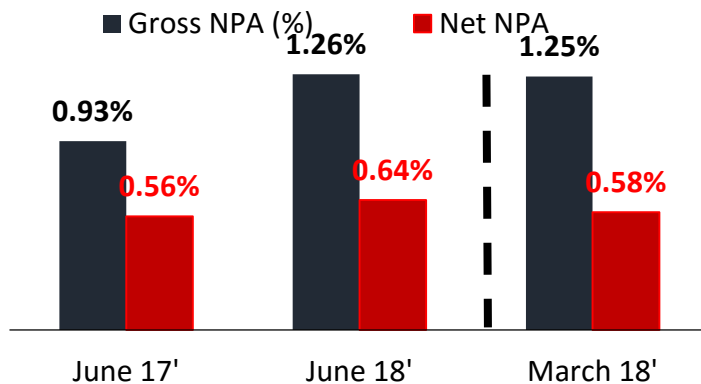
Capital Adequacy Ratio



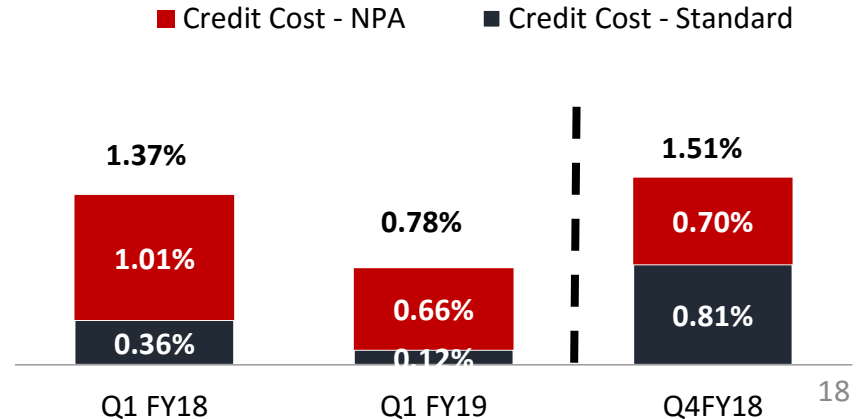
NIM



Gross NPA and Net NPA



Credit Cost



Profit & Loss Statement (IN ₹ million)



Particulars	Q1 FY 19	Q1 FY 18	YoY%	Q4 FY 18	QOQ%
Interest Income	15,562	11,534	34.93%	13,506	15.22%
Interest expenses	5,190	4,099	26.63%	4,872	6.53%
Net Int. Income (NII)	10,372	7,435	39.50%	8,634	20.13%
Non Interest Income	2,107	1,220	72.75%	2,034	3.59%
Total Income	12,479	8,655	44.19%	10,668	16.97%
Operating Expenses	4,273	3,086	38.49%	3,630	17.73%
Operating Profit	8,205	5,569	47.34%	7,038	16.58%
Provision (Std. + NPA+MTM)	800	556	43.83%	1,091	-26.64%
Profit before tax	7,405	5,012	47.73%	5,947	24.51%
Tax	2,588	1,747	48.14%	2,069	25.09%
Profit after tax	4,817	3,266	47.51%	3,879	24.20%

Balance Sheet (IN ₹Million)



Particulars	As at 30 th June 2018	As at 30 th June 2017	YoY%	As at 31 st March 2018	QOQ%
Capital & Liabilities					
Capital	11,928	10,951	8.92%	11,928	-
Reserves & Surplus	86,709	36,779	135.76%	81,891	5.88%
Shareholder Funds	98,637	47,730	106.65%	93,819	5.13%
Deposits	307,030	224,394	36.83%	338,690	-9.35%
Borrowings	13,267	8,520	55.72%	2,850	365.50%
Other liabilities and provisions	16,329	13,751	18.75%	7,741	110.95%
Total	435,263	294,395	47.85%	443,101	-1.77%
Assets					
Cash and balances with Reserve Bank of India	18,950	18,327	3.40%	28,371	-33.21%
Balance with Banks and Money at call and short notice	17,925	17,484	2.53%	26,735	-32.95%
Investments	85,787	65,947	30.08%	83,719	2.47%
Advances	305,330	187,431	62.90%	297,130	2.76%
Fixed Assets	2,242	2,443	-8.22%	2,381	-5.84%
Other Assets	5,029	2,763	81.97%	4,764	5.55%
Total	435,263	294,395	47.85%	443,101	-1.77%

Our Board & Management



Bandhan
Bank

Experienced and professional team...



Chandra Shekhar Ghosh
MD & CEO

- Founder of BFSL, has ~25 years of experience in the field of microfinance and development
- Awarded 'Entrepreneur of the Year' by Forbes and ET in 2014



Sunil Samdani
Chief Financial Officer

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



Biswajit Das
Chief Risk Officer

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



Arvind Kanagasabai
Head, Treasury

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



Sourav Kar
Chief Compliance Officer

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



Indranil Banerjee
Company Secretary

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



Nicky Sharma
Chief Strategy Officer

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



Rahul Johri
Head, Retail Banking

- 23+ years of experience across multinational banks
- Previously worked as Head of Consumer Banking and member of India Management committee at DBS Bank India



Mahendra Mohan Gupta
Head, Legal

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



Santanu Banerjee
Head, HR

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



Vijaykumar Ramakrishna
Chief Information Officer

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



Subhro Kumar Gupta
Chief Audit Executive

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



Nand Kumar Singh
Head, Banking Operations and Customer Services

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

... 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



G.E. Baker

Nominee Director

- Significant experience in the private equity sector
- Worked on IFC's investments in manufacturing and financial sector investments



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

Chairman

- 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



MFIN Microfinance Award 2018

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

- Risk and Resilience Framework
- 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.

Thank You



**Bandhan
Bank**