

Investor Presentation – Q4 FY 2018-19



Bandhan
Bank

APRIL 2019

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Key Highlights & Strengths



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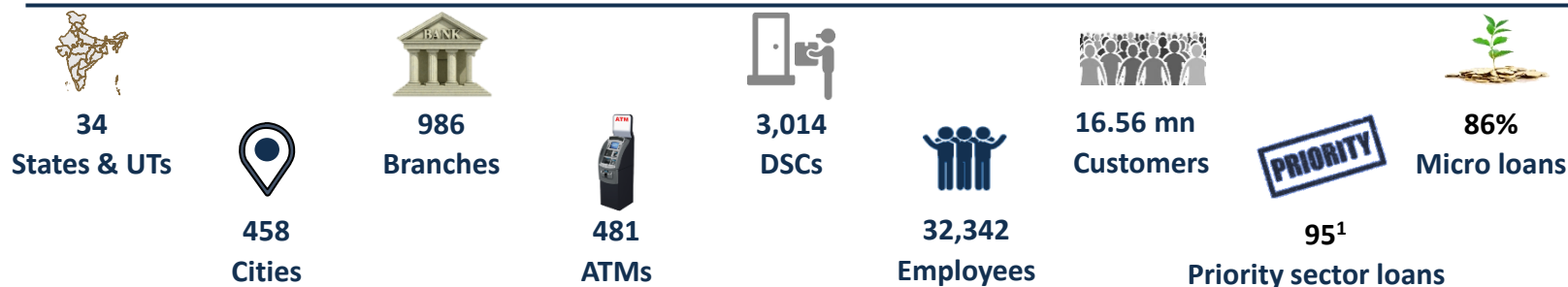
Key Highlights

Bandhan Bank - Overview

- Loan portfolio (on book + off book) for Q4FY 18-19 grew 38.46% Y-o-Y
- Deposits grew by 27.64% Y-o-Y in Q4 FY 18-19. Total fund raised (including IBPC) grew 33% Y-o-Y
- Retail Deposit to Total Deposit at 77.4%; CASA grew 51.57% Y-o-Y at Rs. 17,618 crore; CASA ratio at 40.8%
- Added 3.54 mn Customer during the year with total customer base reaching to 16.56 million (Micro Banking- 13.10 million and Non Micro– 3.46 million)
- During the FY19 ₹ 308.58 crore of PSLC income has been recognized of which ₹ 105.02 crore has been recognized during Q4FY19
- ILFS advances amounting to ₹ 384.95 crore is continued to be classified as non-performing asset and fully provided
- Material progress made on merger with Gruh Finance – SEBI,RBI,CCI approval in place, awaiting final approval from NCLT.

Snapshot of operations (Q4 FY 18-19)

Total Deposits	₹ 432 bn
Total loans and advances	₹ 448 bn ¹
Net interest margin (NIM)	10.7%*
CASA ratio (%)	40.8 %
ROAA (%)	5.2%*
ROAE (%)	24.1%*



¹ Gross loan portfolio (on Book +off Book)

* Annualised

Geographical Distribution

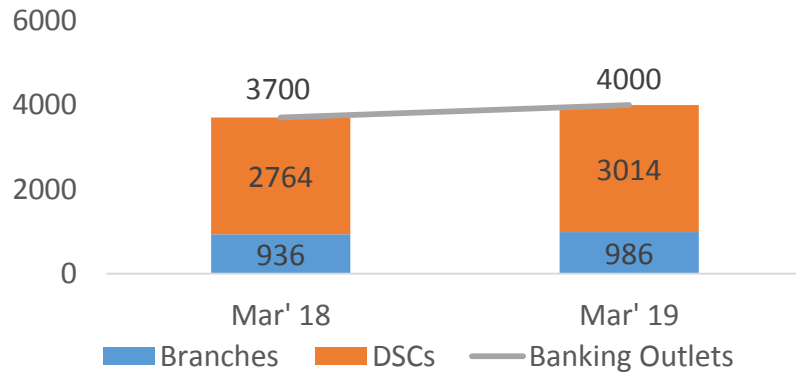


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Geographical Distribution

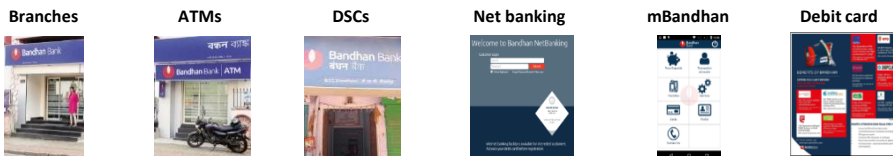


Banking Outlets

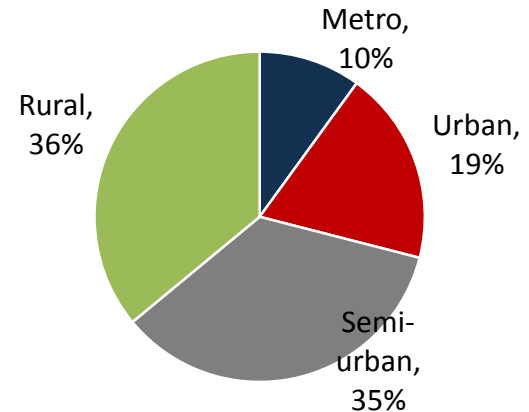


Received approval for opening 64 Branches out of which 48 branches were opened

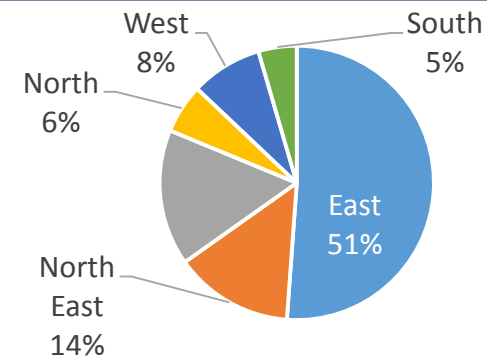
Multi channel distribution network with a mix of branches and digital



Focus on serving the rural & underbanked population



Significant presence in under-penetrated East and North East India

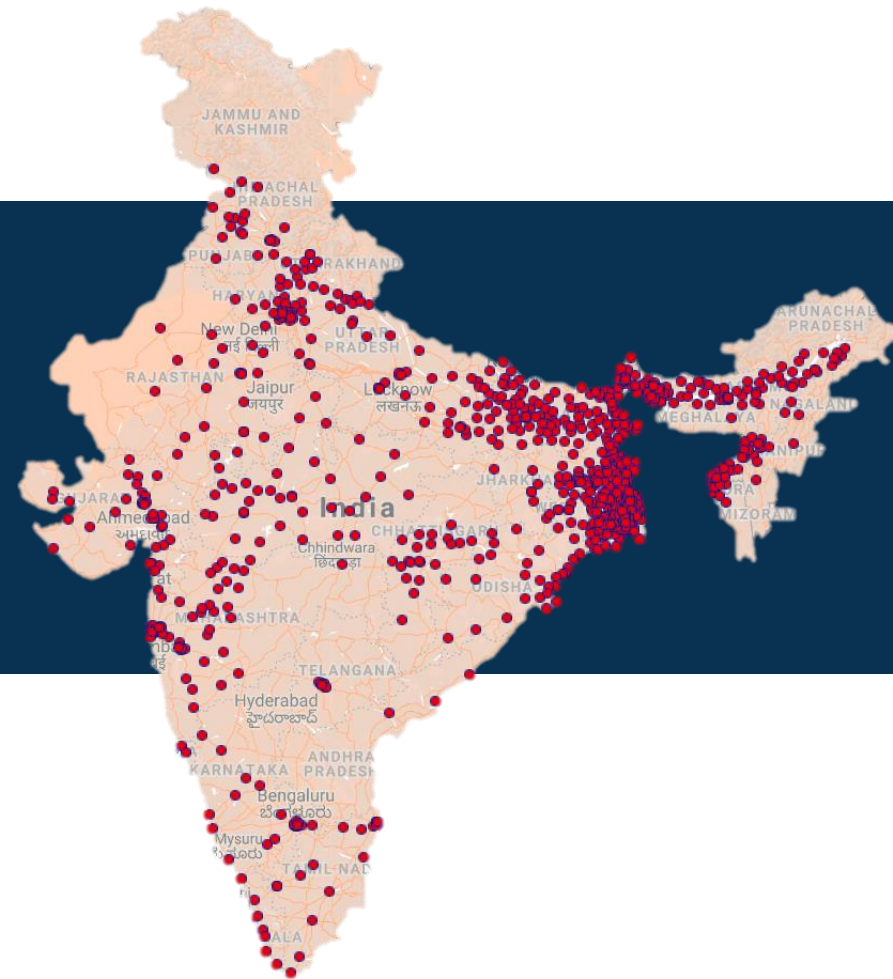


Branch Mix



Present in 34 of the 36 States and Union Territories of India.

Lakshadweep & Daman and Diu are the only ones that do not have a Bandhan Bank presence.

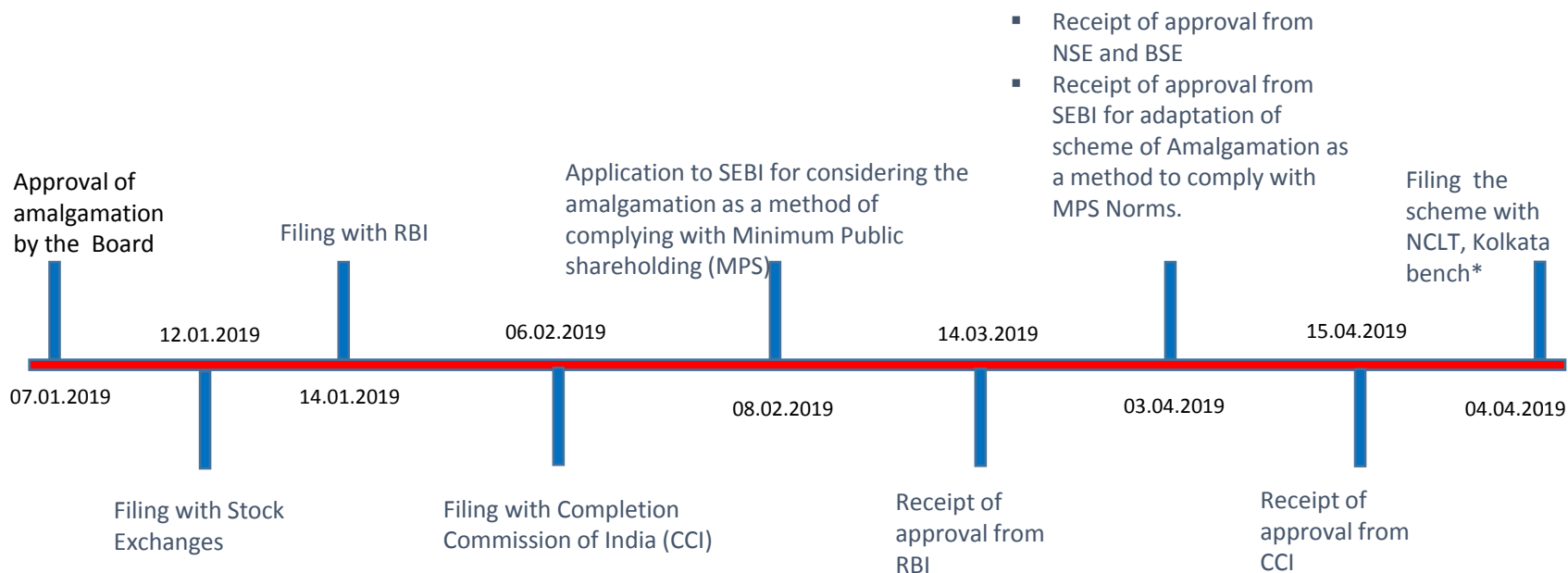


Amalgamation Update



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Update of Amalgamation of Gruh Finance into and with the Bank



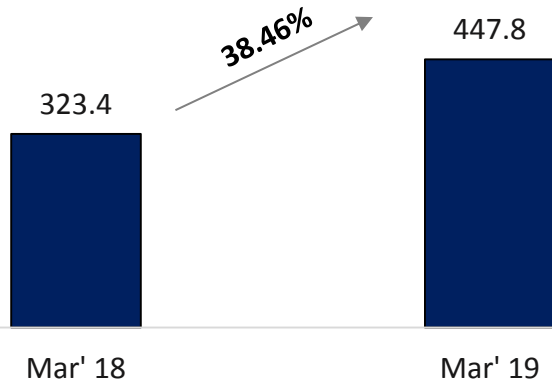
* Approval from NCLT is awaited.

Business Overview

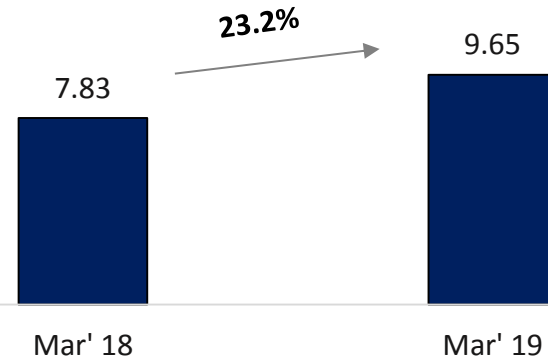


Asset Overview

Advances* Growth (₹ in Billion)



Number of Total Active Borrowers (in Million)

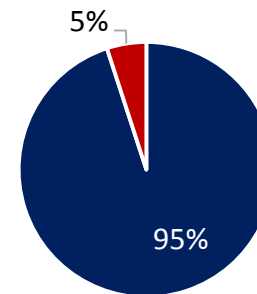


Composition of Advances (in %)



■ Non-Micro Banking Assets ■ Micro Banking Assets

Higher PSL Portfolio *



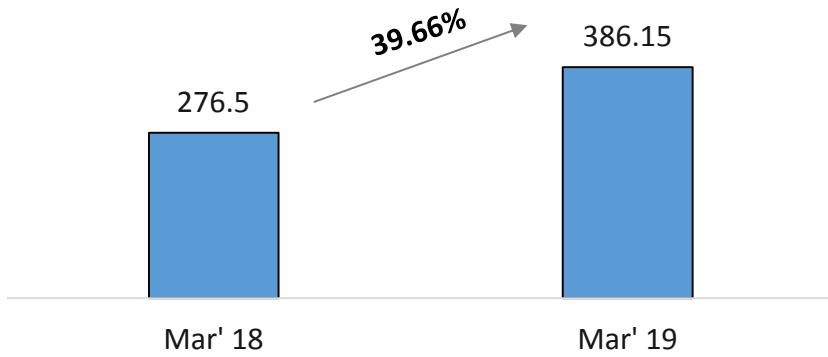
Priority sector advances (as a % of advances) – Q4 FY2019

■ PSL Assets ■ Non PSL Assets

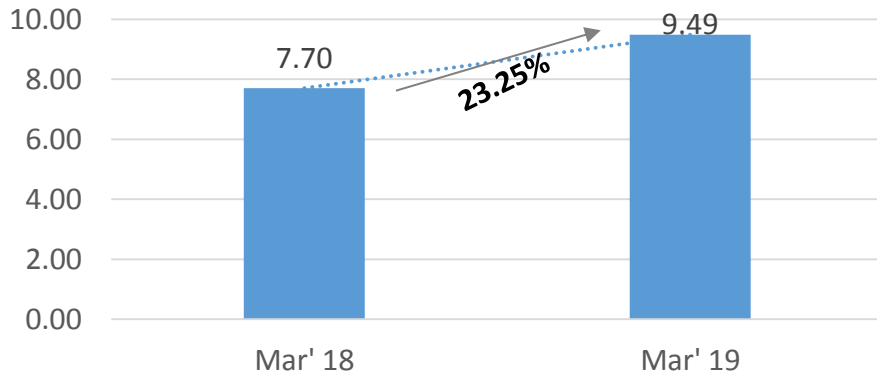
Asset Overview



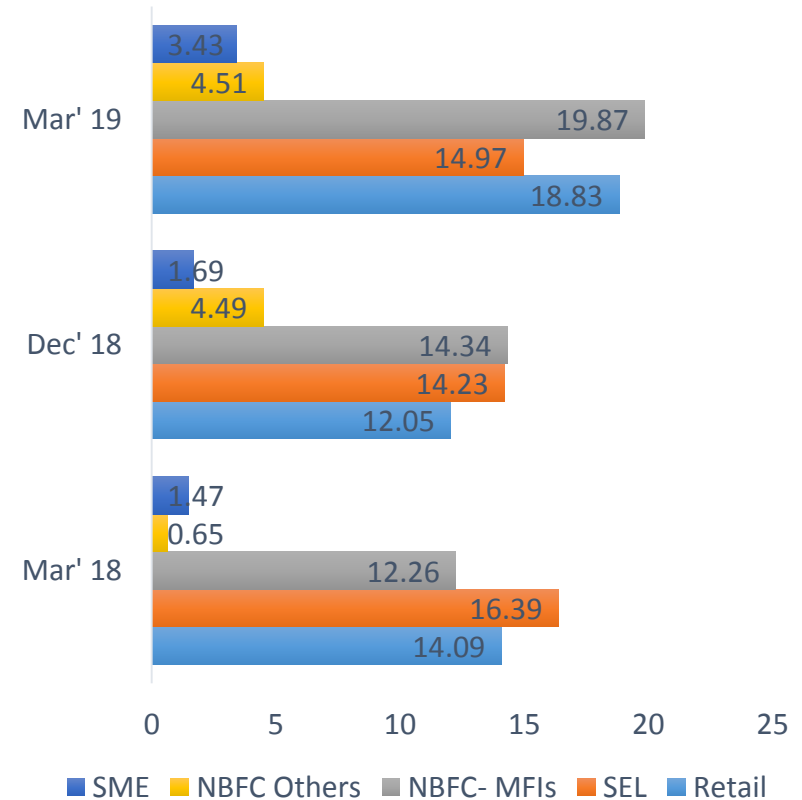
Micro Banking Asset* Growth (₹ in Billion)



Number of Active Micro Borrowers (in Mn)



Product wise Advances – Non Micro (₹ in Billion)

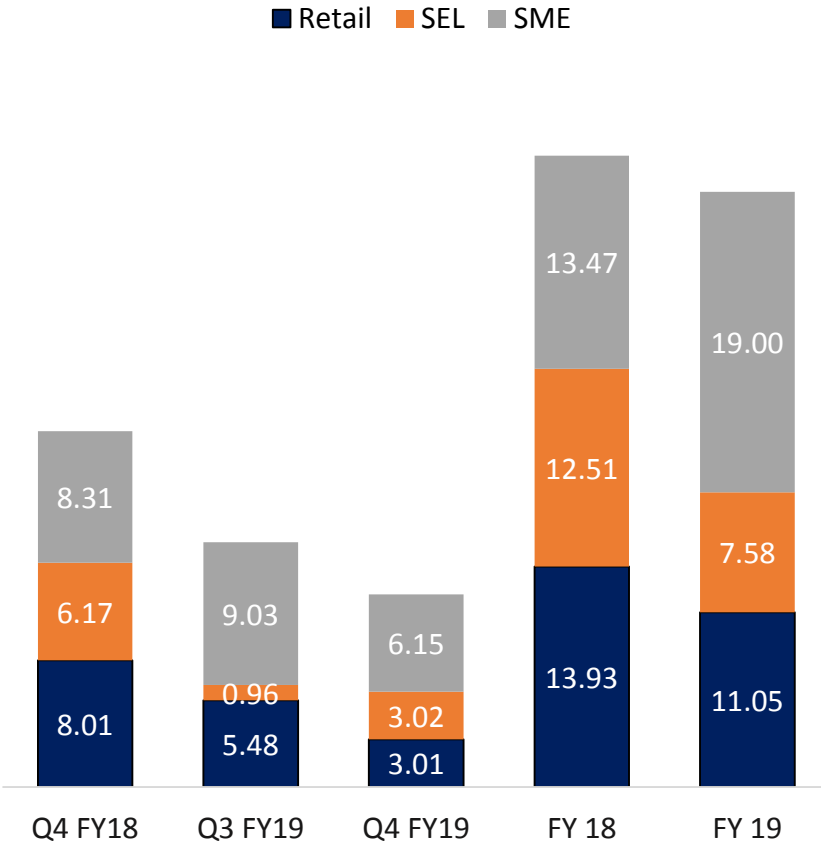


*On Book + Off Book

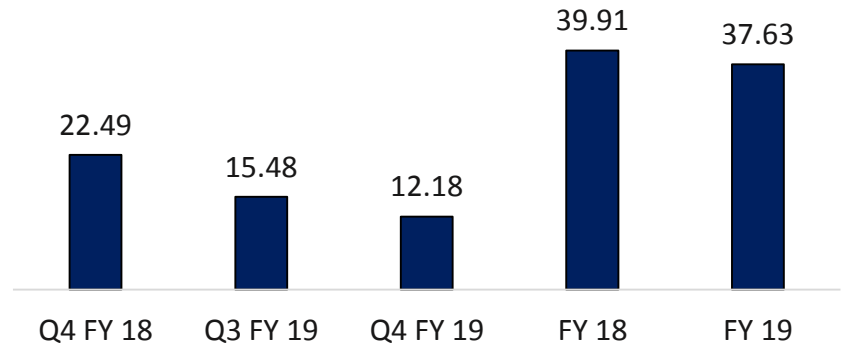
Disbursement



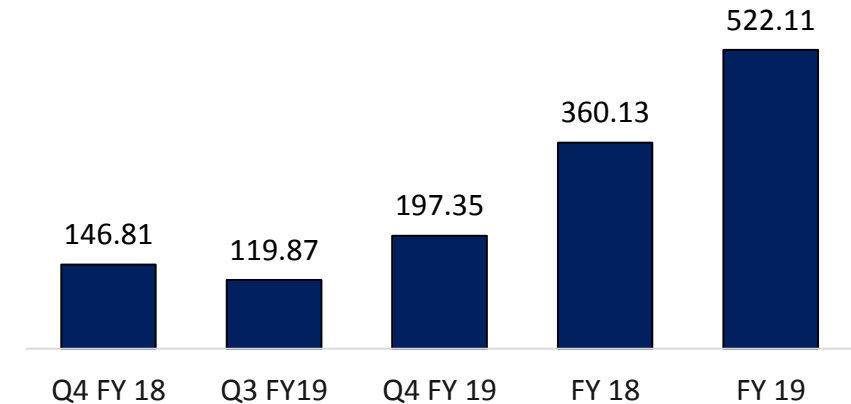
Product wise Disbursements – Non Micro (₹ in Billion)



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



Micro Loan Disbursements (₹ in Billion)

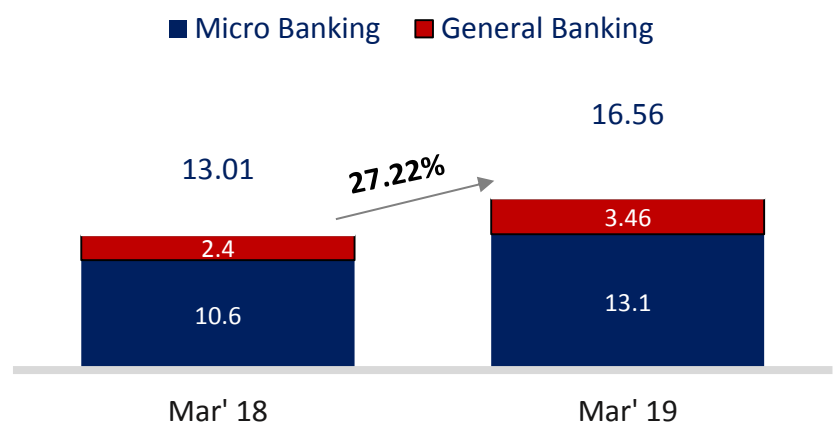
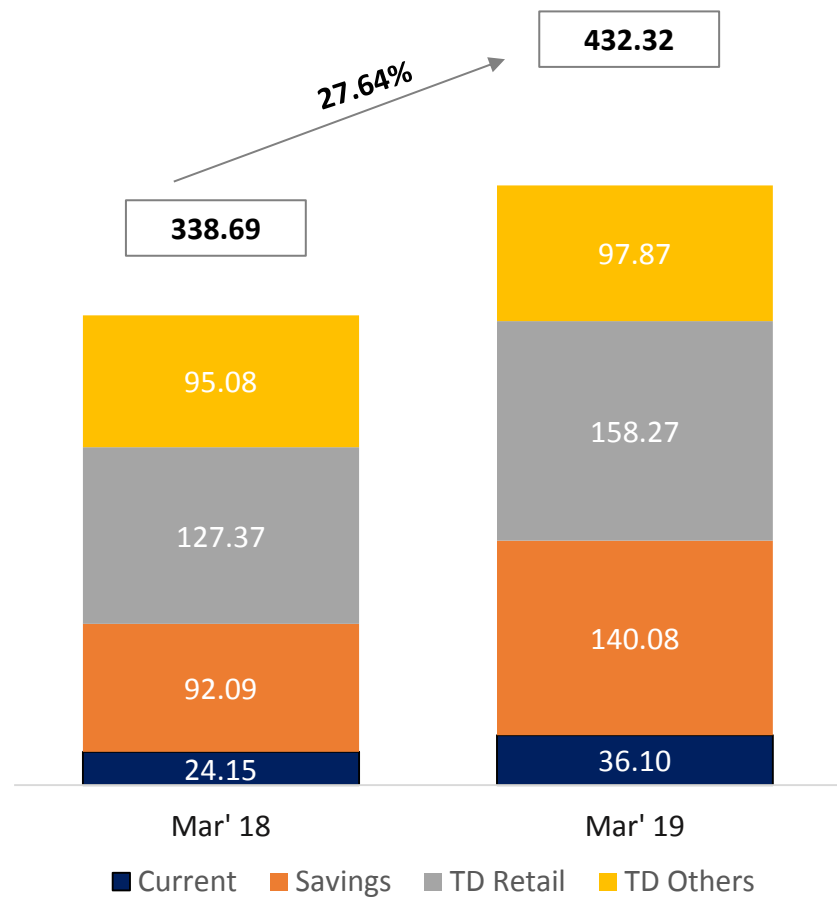


Liabilities Profile

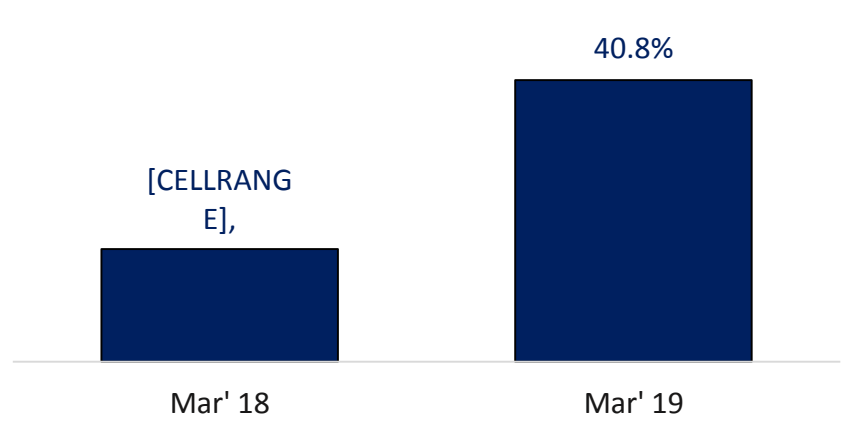


Deposits Growth (₹ in Billion)

Number of Customers (in Million)



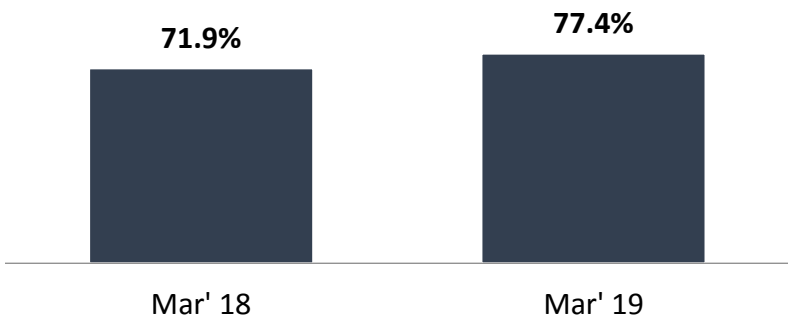
CASA (%)



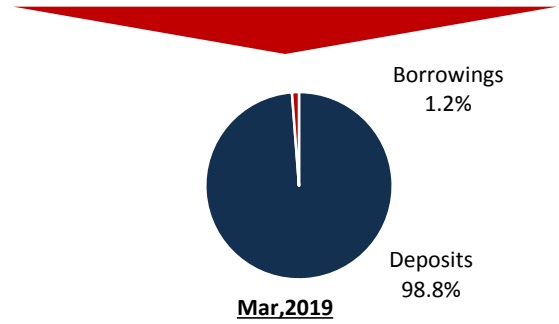
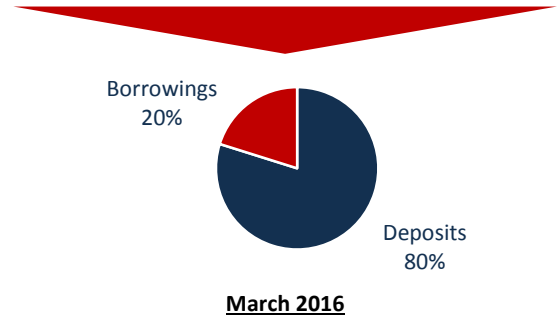
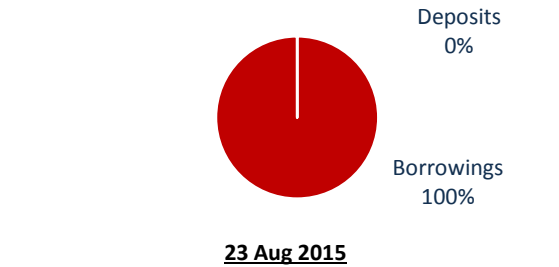
Liabilities Profile



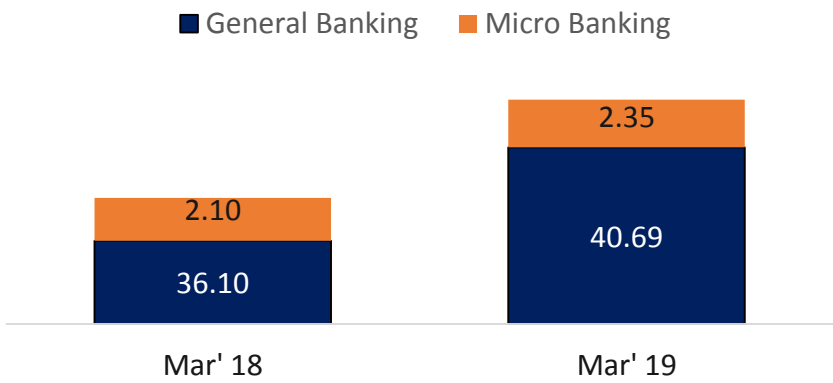
Retail to total Deposits (%)



Moving towards a more stable and cheaper source of funding



Average SA Balance (₹ in 000')



Credit Rating

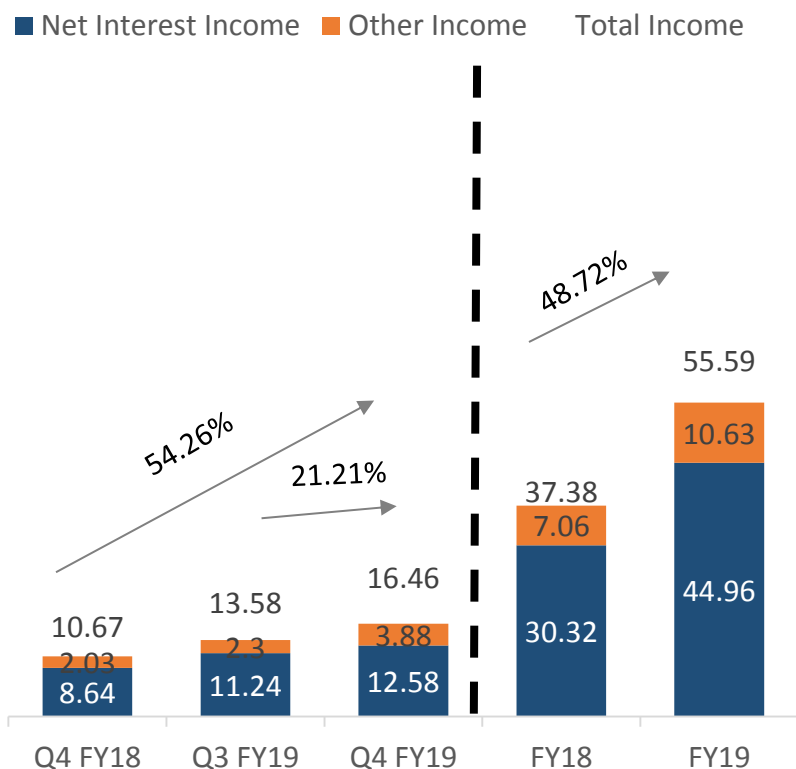
Rating of Bank's Financial Securities			
Instrument	Rating	Rating Agency	Amount (₹ in Billion)
Unsecured Subordinated Non - Convertible Debenture	CARE AA-; (Double A Minus) Outlook: Credit watch with developing implications)	CARE Ratings	1.60
	[ICRA]AA (Double A; Outlook: placed on rating watch with developing implications)	ICRA	
Term Loans From Bank	[ICRA]AA (Double A; Outlook: placed on rating watch with developing implications)	ICRA	0.80
Certificate of Deposit	[ICRA] A1+	ICRA	30.00

Financial Overview

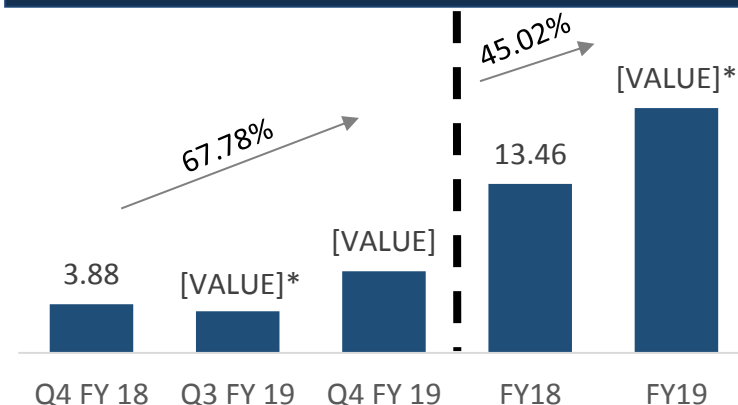


Financial Performance

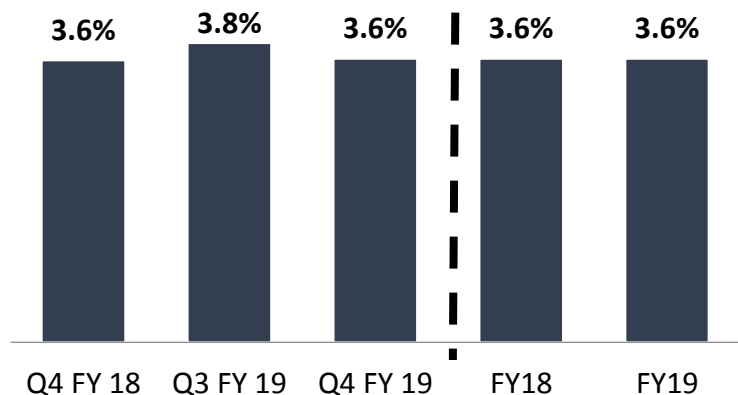
Total income (₹ in Billion)



PAT (₹ in Billion)



Operating expenses to Average Assets (%) (On Book + Off Book)

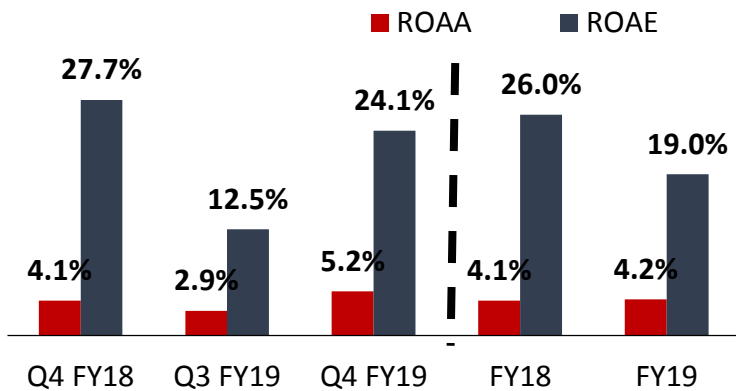


*Includes one time provision on one large Infrastructure finance company amounting to Rs. 3.85 billion

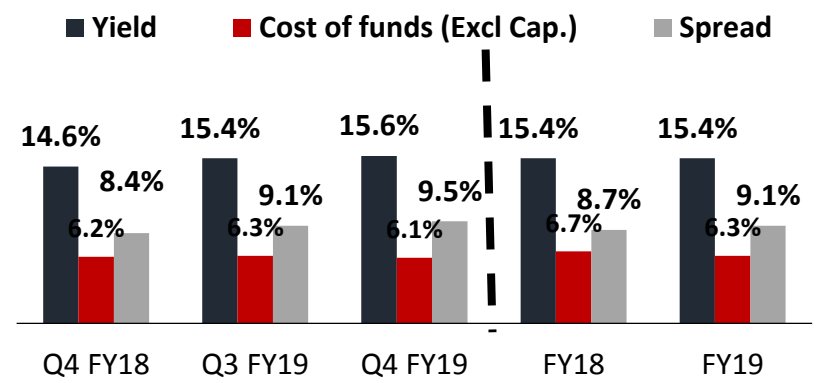
Financial Performance



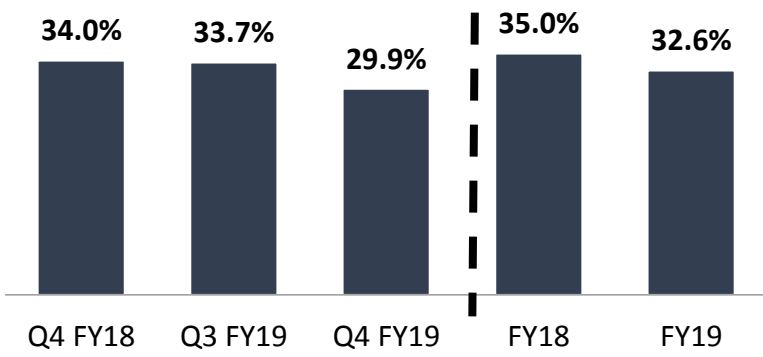
ROAA & ROAE*



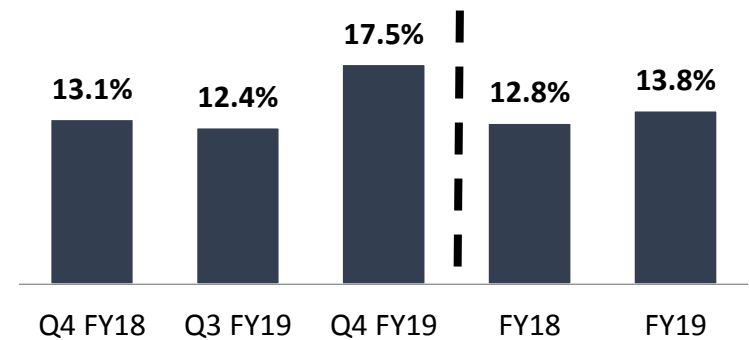
Spread %



Cost to Income Ratio



Fee Income to Total Income Ratio

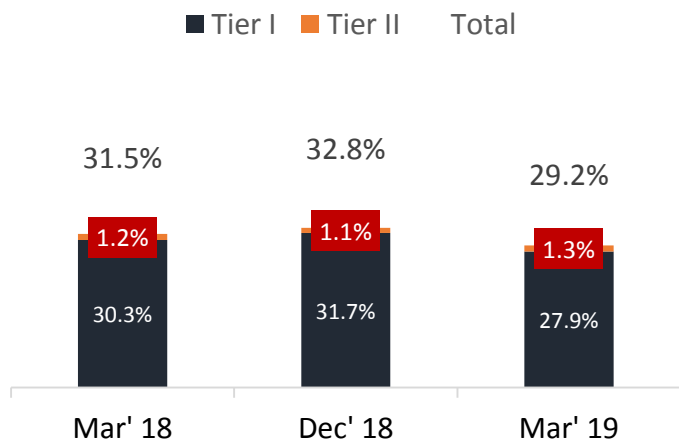


*Quarterly numbers are annualised

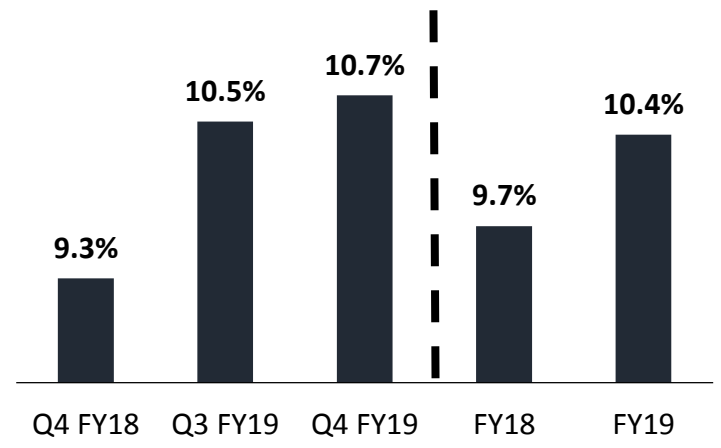
Financial Performance



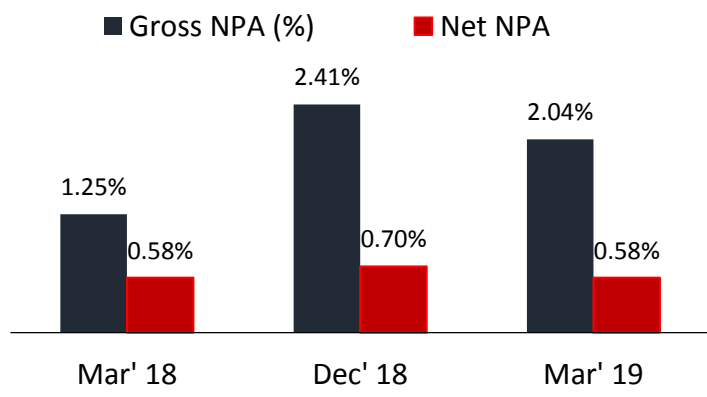
Capital Adequacy Ratio



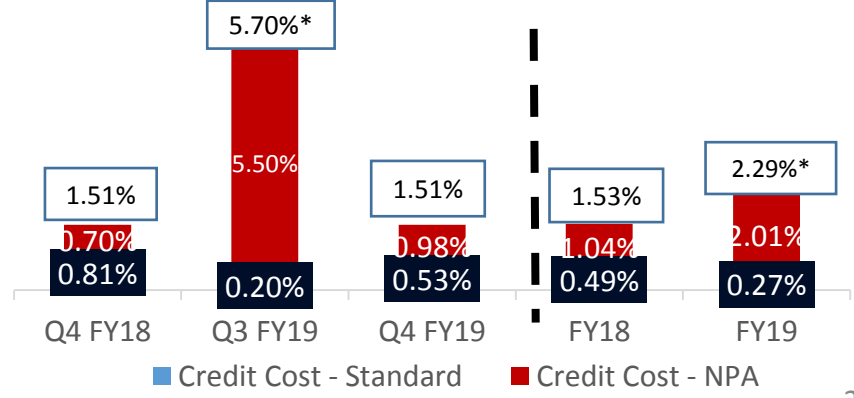
NIM



Gross NPA and Net NPA



Credit Cost



*Includes one time provision on one large Infrastructure finance company amounting to Rs. 3.85 billion

Profit & Loss Statement (IN ₹ million)



Particulars	Q4 FY 19	Q4 FY 18	YoY%	Q3 FY 19	Q0Q%	Mar-19	Mar-18	YoY%
Interest Income	18,327	13,506	35.69%	16,496	11.10%	66,441	48,023	38.35%
Interest expenses	5,752	4,872	18.07%	5,255	9.46%	21,480	17,701	21.35%
Net Int. Income (NII)	12,575	8,634	45.64%	11,241	11.87%	44,961	30,322	48.28%
Non Interest Income	3,878	2,034	90.69%	2,341	65.67%	10,630	7,062	50.53%
Total Income	16,453	10,668	54.23%	13,582	21.14%	55,591	37,384	48.70%
Operating Expenses	4,921	3,630	35.57%	4,577	7.51%	18,110	13,083	38.42%
Operating Profit	11,532	7,038	63.85%	9,004	28.07%	37,482	24,301	54.24%
Provision (Std. + NPA)	1,537	1,031	49.08%	4,741	-67.59%	7,729	3,291	134.85%
MTM Loss on Investments	-4	60	-106.67%	-965	-99.59%	-378	451	-183.81%
Profit before tax	9,999	5,947	68.13%	5,228	91.27%	30,131	20,559	46.56%
Tax	3,491	2,069	68.73%	1,916	82.21%	10,616	7,103	49.44%
Profit after tax	6,509	3,879	67.81%	3,312	96.51%	19,515	13,456	45.03%

Balance Sheet (IN ₹Million)



Particulars	As at 31 st March 2019	As at 31 st March 2018	YoY%
Capital & Liabilities			
Capital	11931	11928	0.02%
Reserves & Surplus	100087	81891	22.22%
Shareholder Funds	112018	93819	19.40%
Deposits	432316	338690	27.64%
Borrowings	5214	2850	82.93%
Other liabilities and provisions	14869	7742	92.06%
Total	5,64,417	4,43,101	27.38%
Assets			
Cash and balances with Reserve Bank of India	38792	28371	36.73%
Balance with Banks and Money at call and short notice	19235	26735	-28.05%
Investments	100375	83719	19.89%
Advances	396434	297130	33.42%
Fixed Assets	3312	2381	39.10%
Other Assets	6269	4765	31.56%
Total	5,64,417	4,43,101	27.38%

Our Board & Management



Bandhan
Bank

Experienced and professional team...



Chandra Shekhar Ghosh
MD & CEO

- Founder of BFSL, has 27 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

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



Deepankar Bose
Head, Corporate Centre

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



Santanu Banerjee
Head, HR

- 27+ 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

- 17+ 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

- 22+ 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

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



Subhro Kumar Gupta
Chief Audit Executive

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



Arvind Kanagasabai
Head, Treasury

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



Nand Kumar Singh
Head, Banking Operations and Customer Services

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



Sourav Kar
Chief Compliance Officer

- 27+ 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

- 17+ 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 IDRBT 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



Dr. Anup Kumar Sinha
Part-time Chairman

- Economist with Ph.D from University of Southern California
- Served as Professor of Economics at IIM Calcutta for 25 years



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 Axis Bank



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



Santanu Mukherjee
Director

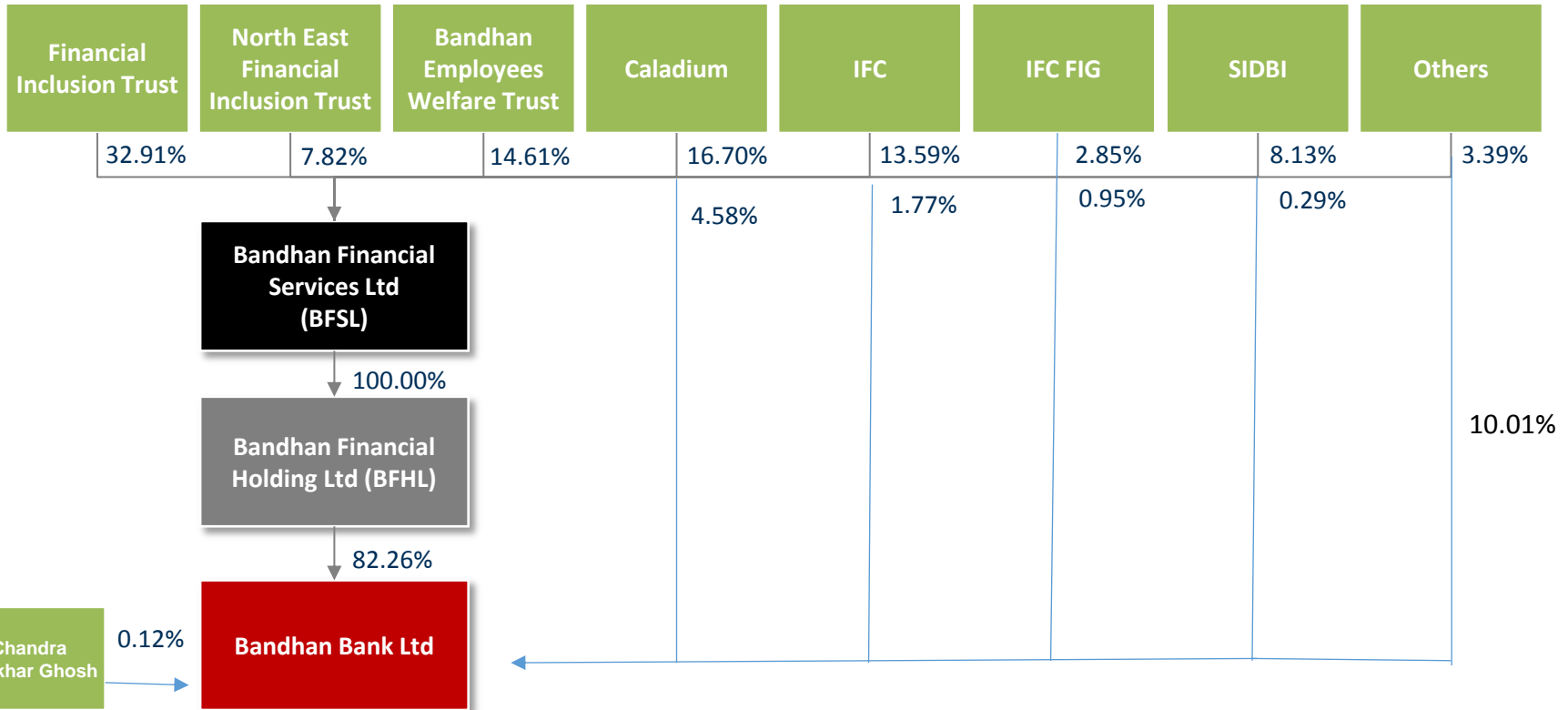
- Significant experience in public sector Banking in various capacities in SBI Group
- Former MD of State Bank of Hyderabad



Harun Rashid Khan
Director

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

Bandhan Group structure & shareholding



Awards and accolades



Best Bank of the Year 2018

Bandhan Bank was declared the **Best Bank of the Year 2018** at Moneycontrol's 'The Wealth Creator Awards'. Shri Suresh Prabhu, Minister of Commerce & Industry, and Civil Aviation, graced the event as the Chief Guest and gave away the awards.



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

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 event was graced by Honourable Chief Minister of Chhattisgarh, Shri Raman Singh,.



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.

Thank You



**Bandhan
Bank**