



# **CSB Bank**

## **Investor Presentation**

### **Q3 FY 21**

## Company Overview

## Business Overview

## Earnings

## Digital Penetration

## Strategy

### Key Information

#### Improved Profitability

\*Q3 PAT is at Rs 53.0 crore

\*9M PAT soars to Rs175.5 Cr with RoA (annualized) of 1.07%.

\* PBT grows by 111% YoY

\*Operating Profit crosses Rs 484 Cr and is higher than the full year figure for FY 20. Up by 179% on a YoY basis

#### Cost and Revenue

\* NII grows by 53% YoY and 10% QoQ

\* NIM improves to 5.17% (Q3 FY21)

\* Non-Interest Income increases by 114% YoY & 20% QoQ supported by improved treasury gains & PSLC commission

#### Growth Momentum

\*Advance grew by 20% YoY and 15% YTD

\*Deposits grew by 16% YoY and 12% YTD

\*CASA growth of 24% YoY and 17% YTD

\* Digital Penetration increases to 73%

#### Well Capitalised & Strong Liquidity Position

\* Capital Adequacy Ratio improves to 21.02% as against 19.69% as on 30.09.2020.

\* Tier I ratio of 19.77%

\*LCR of 200%

#### Asset Quality

\* GNPA came down to 1.77% as against 3.04% on 30.09.20 & 3.54% on 31.03.2020

\* Net NPA decreased from 1.30% as on 30.09.2020 & 1.91% as on 31.03.2020 to 0.68 % as on 31.12.2020

\*PCR increases to 91.03% from 84.24% in Q2

\*Bank continues to provide accelerated provisions in Q3 FY 21

- A century young Organisation
- 454 Branches & 319 ATMs
- 9 Zonal Offices
- 1.6Mn happy customers
- Presence in 16 states & 4 UTs
- Total business of Over Rs 31800 Cr
- 5 bancassurance tie ups with industry leaders.

## Prudential Provisioning Policy

	Asset Classification	RBI Norms	Our Norms
NPA Provision	Sub Standard Assets	Secured	15%
		Unsecured	25%
	Doubtful Assets (Up to one year)	Secured	25%
		Unsecured	100%
	Doubtful Assets (One to three years)	Secured (1st Year)	40%
		Secured (2 <sup>nd</sup> Year)	40%
		Unsecured	100%
	Doubtful Assets (More than three years)	Secured/Unsecured	100%
	Loss Assets	Secured/Unsecured	100%

	RBI Norms	Accounting Treatment
Other Provisions	Provisions for Standard Assets	<ul style="list-style-type: none"> <li>• 0.25% to 1% based on the nature of advance</li> <li>• Provided as per RBI Norms</li> <li>• Additional provisioning buffer created in view of the COVID scenario</li> </ul>
	Provisions for Security Receipts	<p>Depreciation can be netted with appreciation of individual scrips in the same category</p> <p>Appreciation of individual scrips not netted</p>

Prudential Provisions	Amount (in Cr)
NPA Provision	127
Additional Std asset provision	143
SR Provision	7
Total	277
After Tax Impact	207

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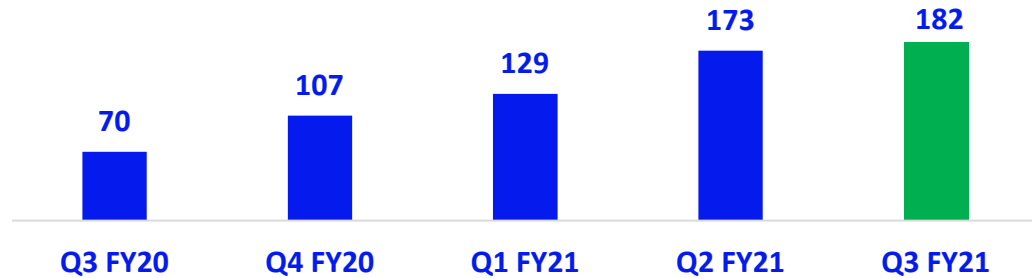
## Digital Penetration

## Strategy

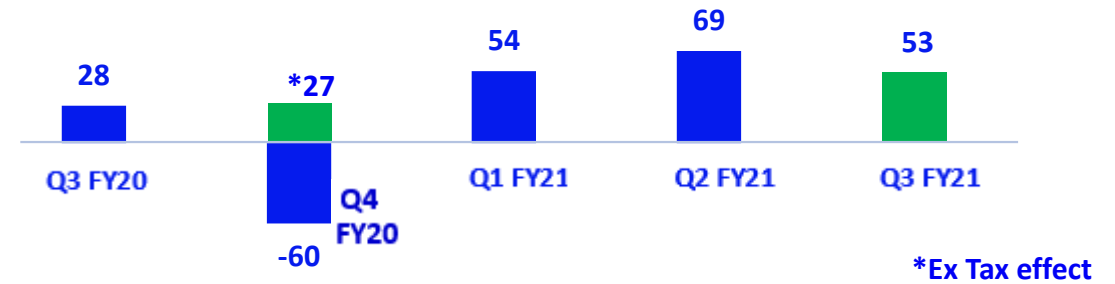
### Profitability Ratios

Amt in Cr

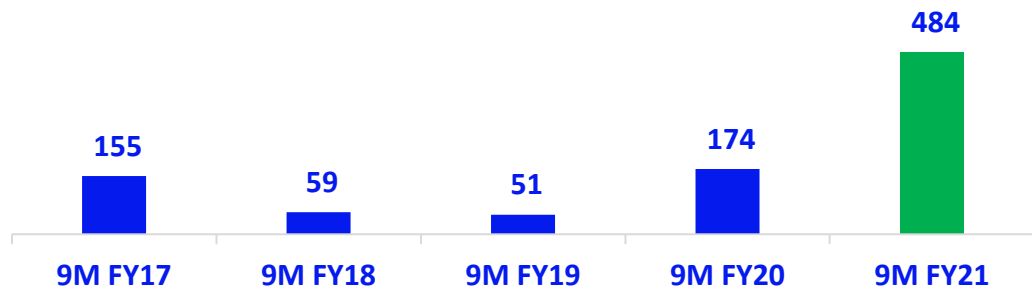
#### Operating Profit QoQ



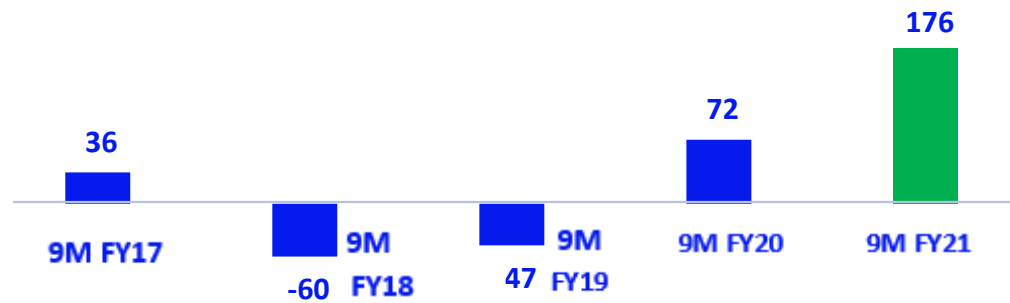
#### Net Profit QoQ



#### Operating Profit YoY



#### Net Profit YoY



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## Earnings

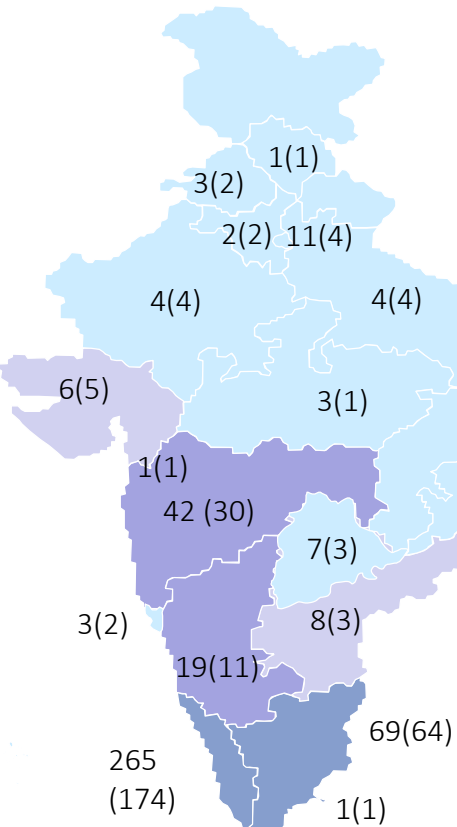
## Digital Penetration

## Strategy

### Branch Distribution

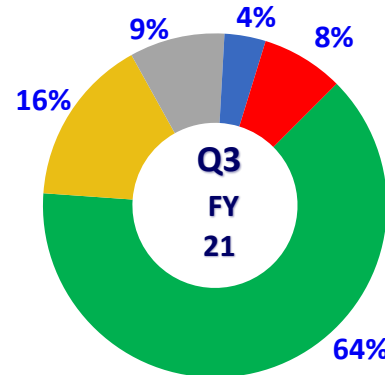
State	% distribution
KERALA	61%
TAMIL NADU	14%
MAHARASHTRA	10%
KARNATAKA	4%
OTHERS	11%

Population	No of Branches
Metropolitan	82
Urban	92
Semi-urban	240
Rural	40
<b>Grand Total</b>	<b>454</b>

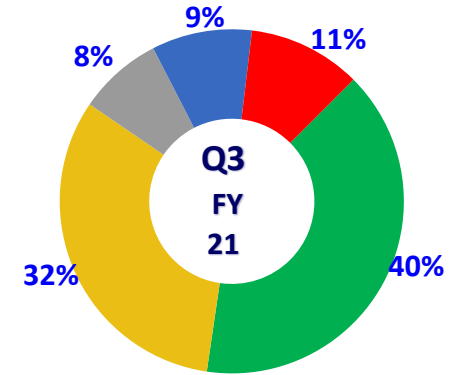


Legend: Branches (ATM)

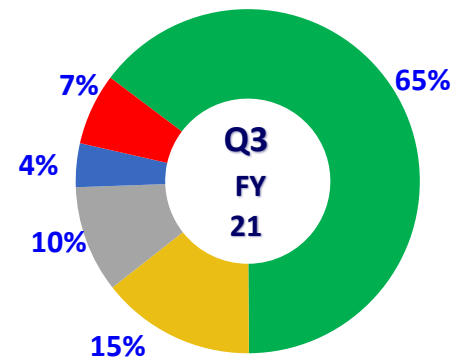
### CASA



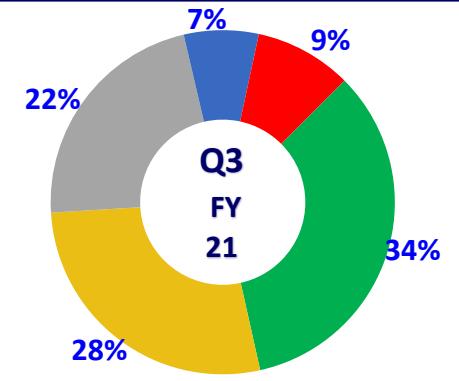
### Gold Loans



### Total Deposits



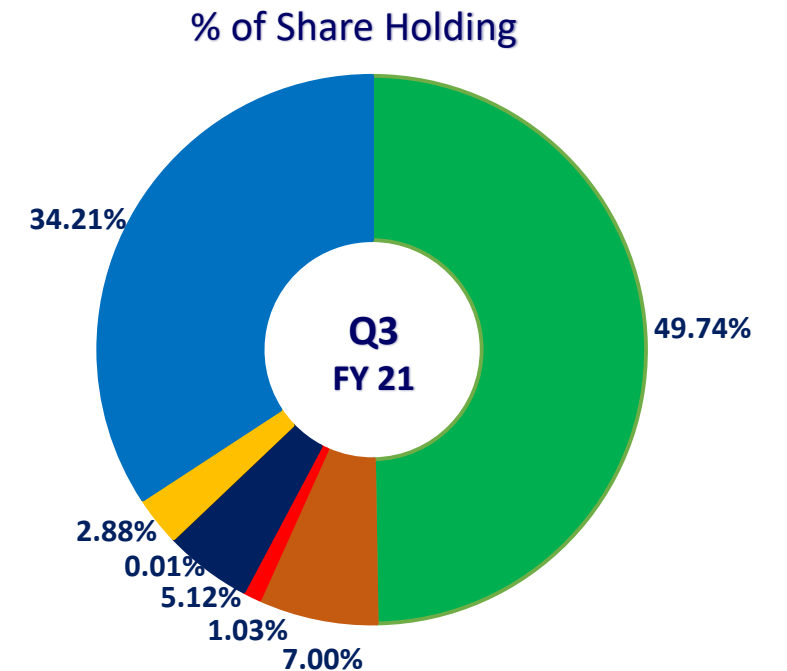
### Total Advances



Kerala Tamilnadu Maharashtra Karnataka Others

## Share Holding Pattern

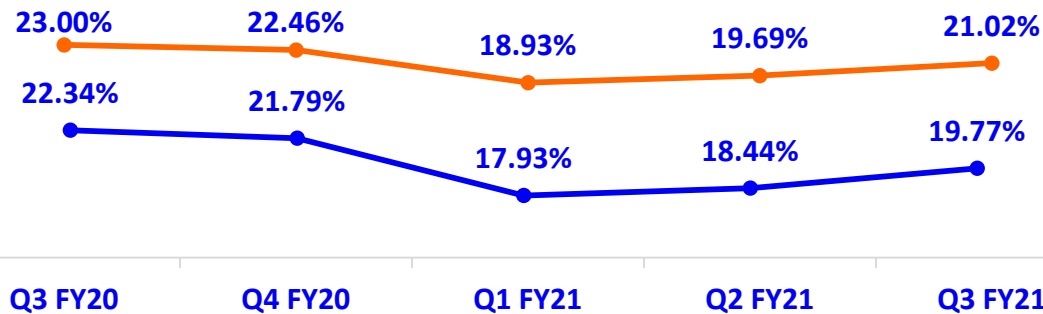
Category	No of Shareholders	No of Shares Held(in Mio)	% of Holding
FIHM-Promoter & Promoter Group	2	86.27	49.74%
Mutual Funds	6	12.14	7.00%
Alternate Investment Funds	1	1.79	1.03%
Foreign Portfolio Investors	8	8.89	5.12%
FIs / Banks /Insurance Companies	2	0.02	0.01%
Shares held by Empolyee Trusts	1	5.00	2.88%
Others	49660	59.34	34.21%
<b>TOTAL</b>	<b>49680</b>	<b>173.45</b>	<b>100.00%</b>



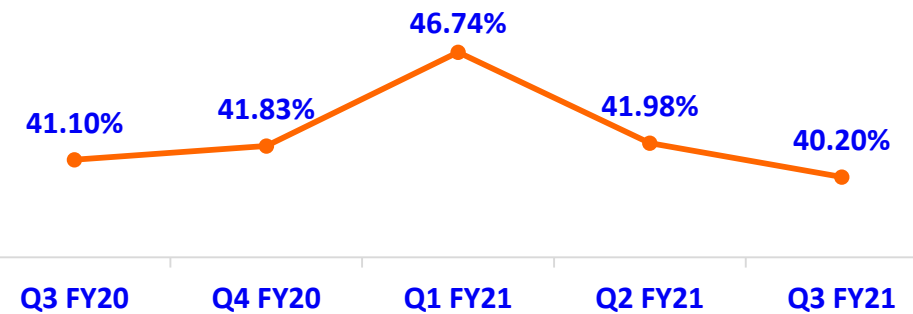
## Solid CRAR & Adequate Liquidity – Our Strength

Amt in Cr

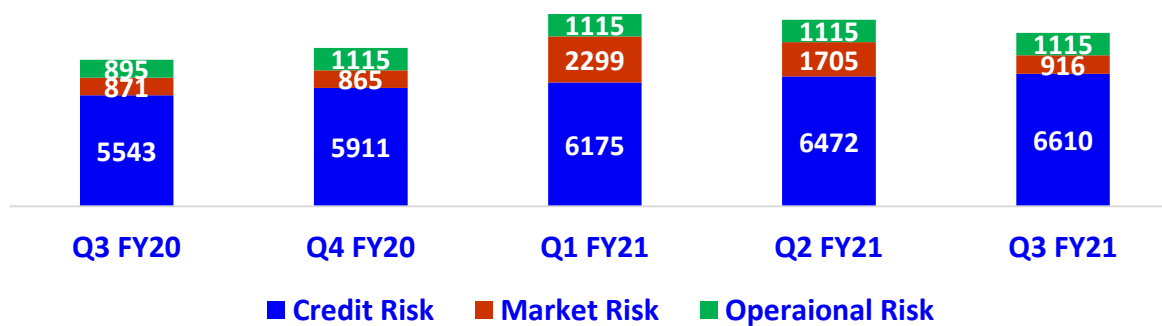
### Capital Adequacy Ratio



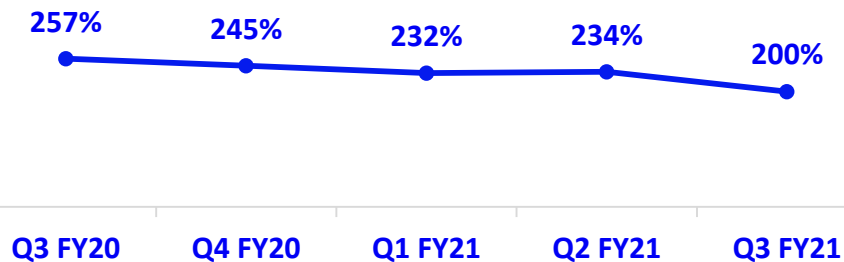
### RWA to Total Assets



### Risk Weighted Assets



### Liquidity Coverage Ratio



## Company Overview

## Business Overview

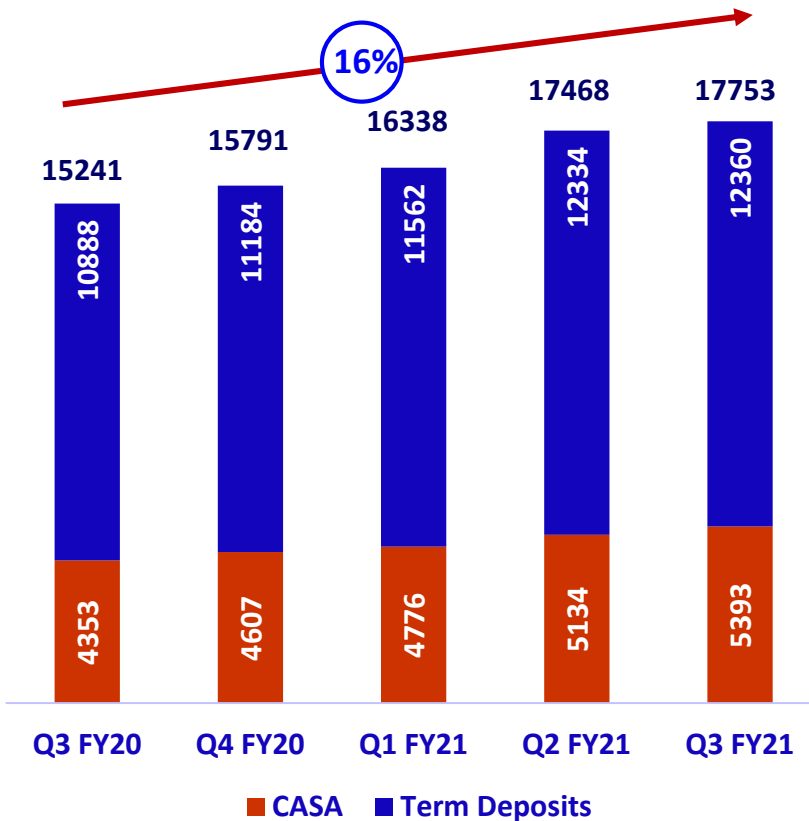
## Earnings

## Digital Penetration

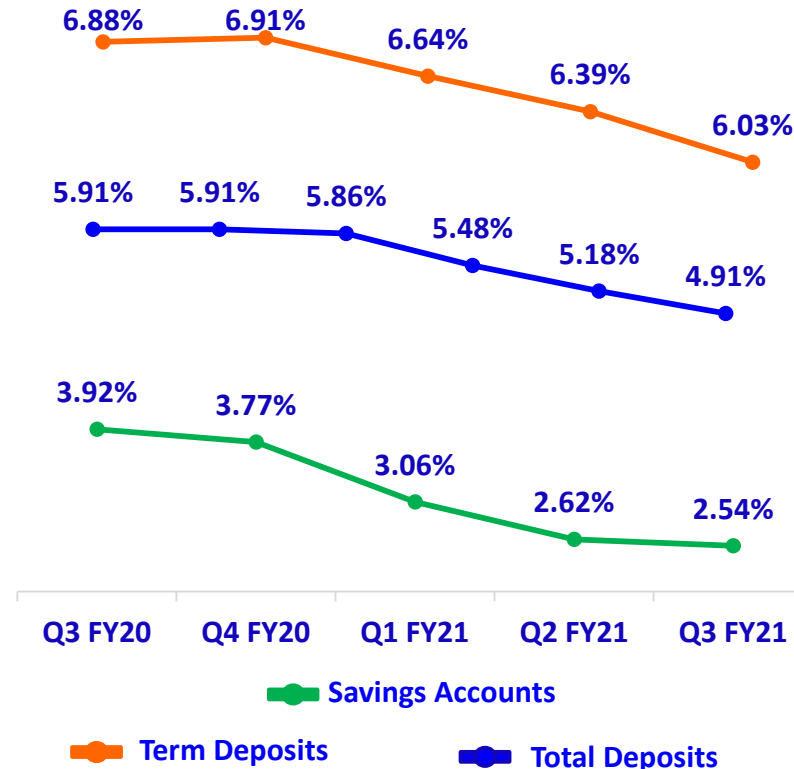
## Strategy

### Total Deposits

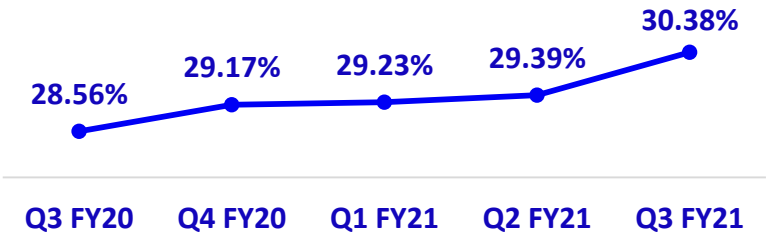
(Amt in Cr)



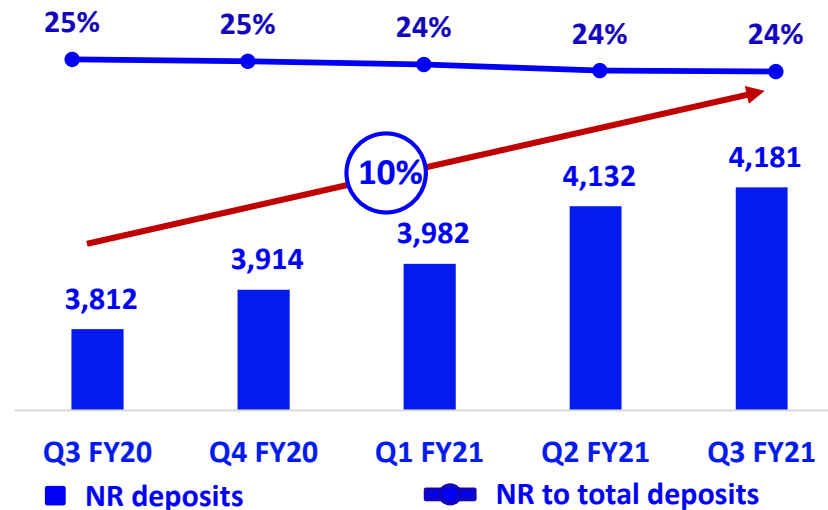
### Cost of Deposits



### CASA Ratio



### NR Deposits



## Company Overview

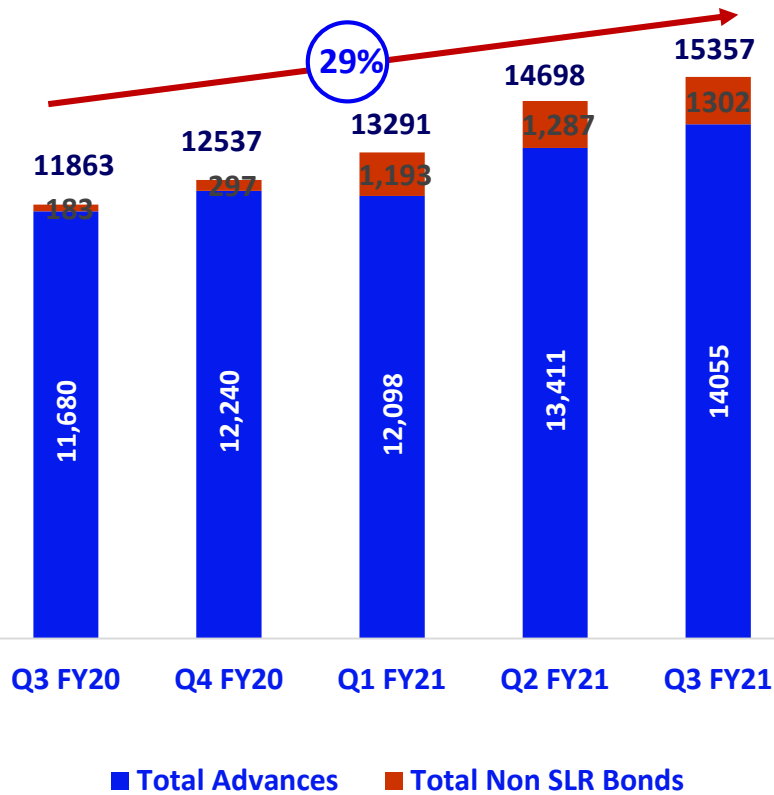
## Business Overview

## Earnings

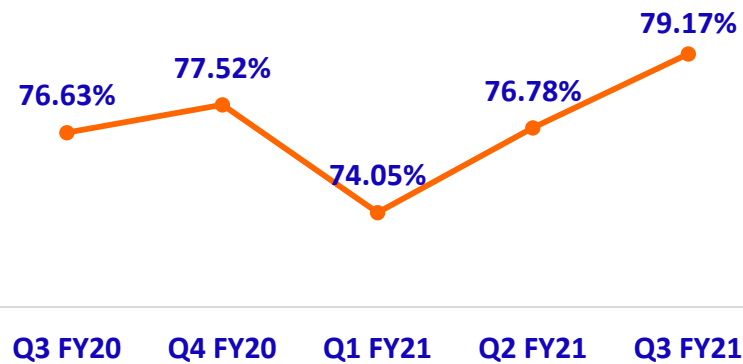
## Digital Penetration

## Strategy

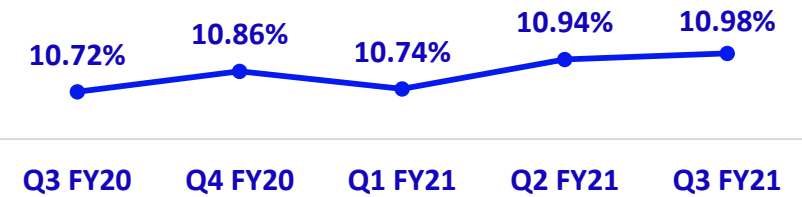
Total Gross Advances + Non SLR Bonds (Amt in Cr)



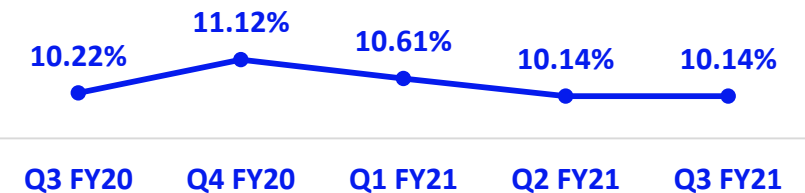
Gross CD Ratio



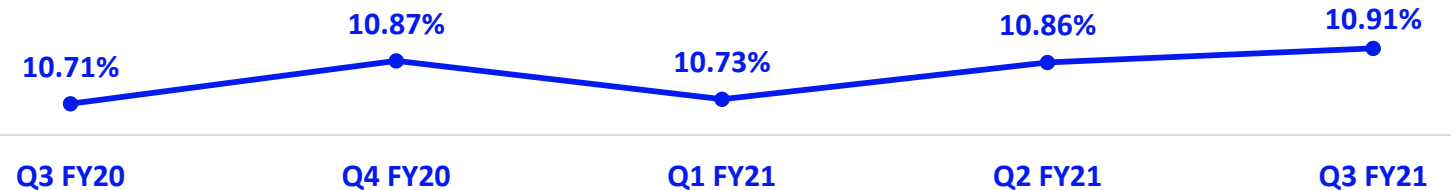
Yield on Advances



Yield on Non SLR Bonds



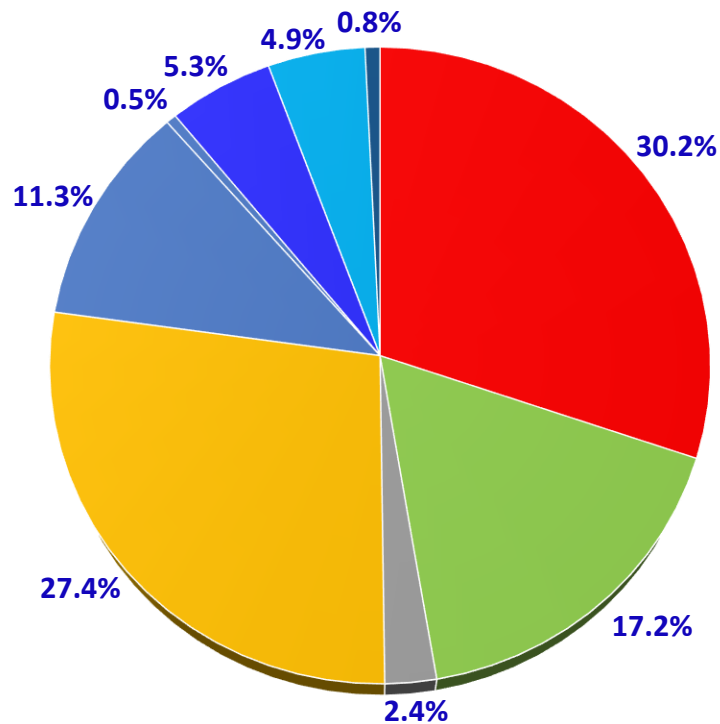
Combined Yield



## Advance Mix

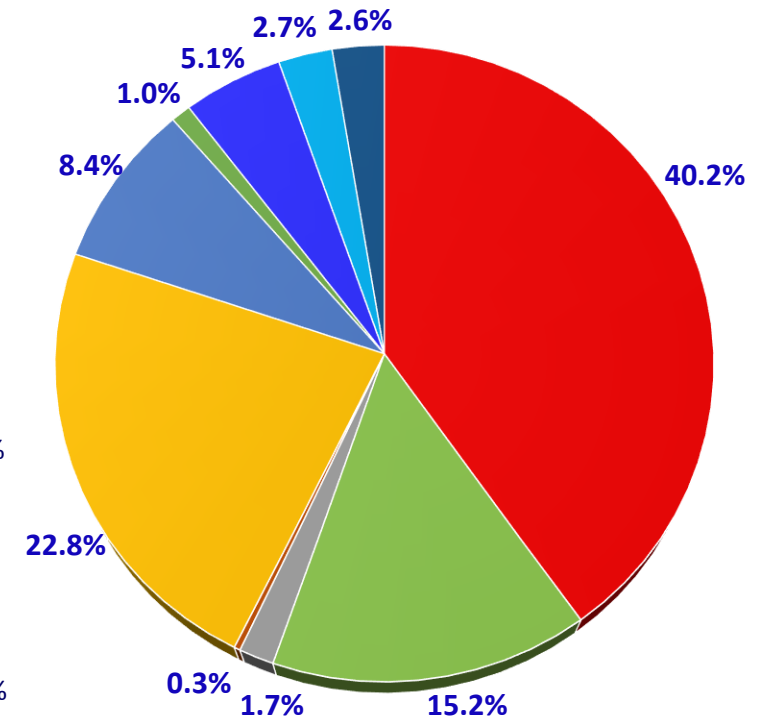
(Amt in Cr)

Q3 FY 20



3523	Gold Loans	5644	↑ 60.2%
2006	SME Loans	2131	↑ 6.2%
285	MSME General Loans	236	↓ 17.2%
0	MSME New Loans	41	↑
3201	Corporate Loans	3208	↑ 0.2%
1322	Retail Loans	1187	↓ 10.2%
61	Two Wheeler Loans	141	↑ 133.4%
620	Assignment Loans	713	↑ 15.0%
574	LCBD & TReDS	384	↓ 32.9%
88	Agri & MFI Loans	370	↑ 320.1%

Q3 FY 21



Company  
Overview

Business  
Overview

Earnings

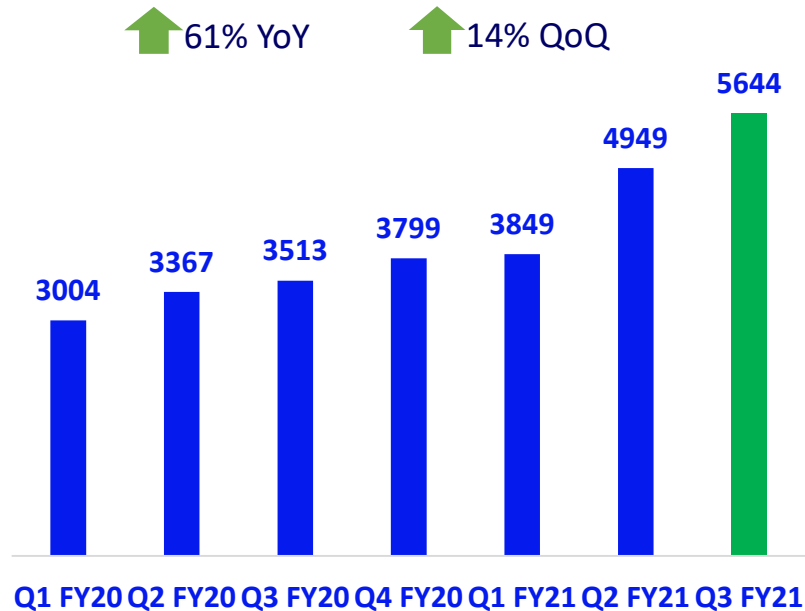
Digital  
Penetration

Strategy

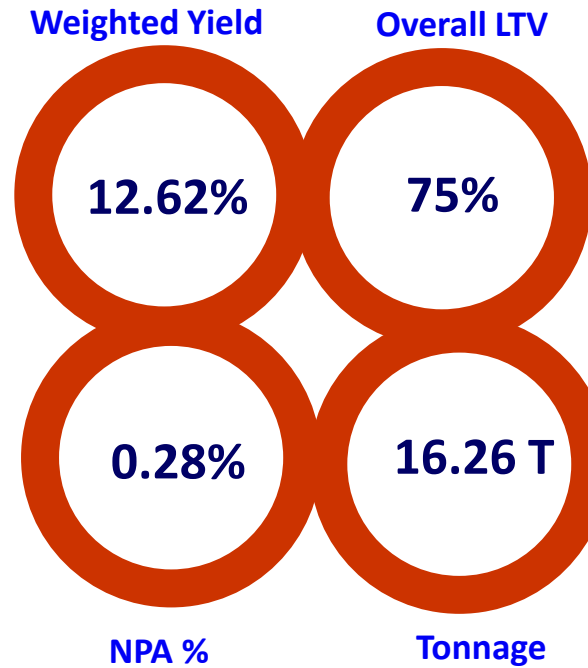
## Gold Loan – Our DNA

(Amt in Cr)

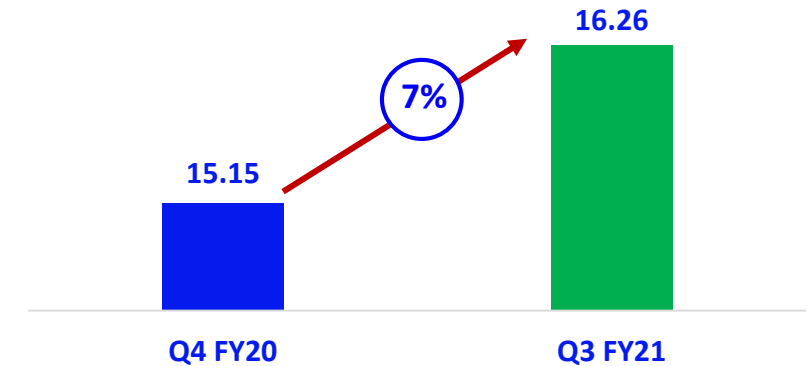
### Portfolio Movements



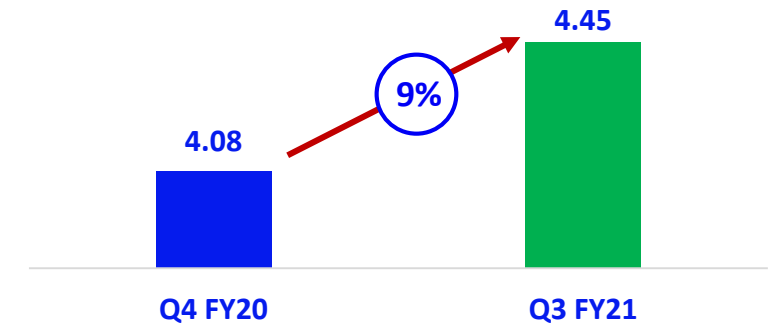
### Portfolio Quality



### Tonnage

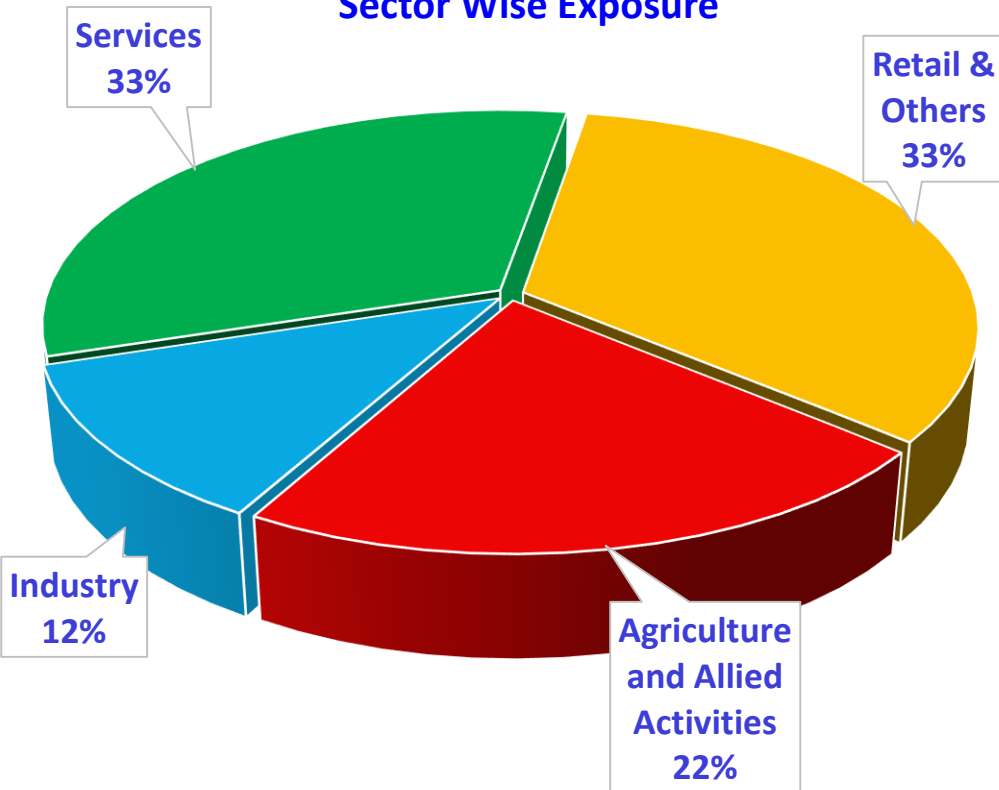


### No of Accounts (in Lakhs)



## Sector Wise Exposure

Sector Wise Exposure



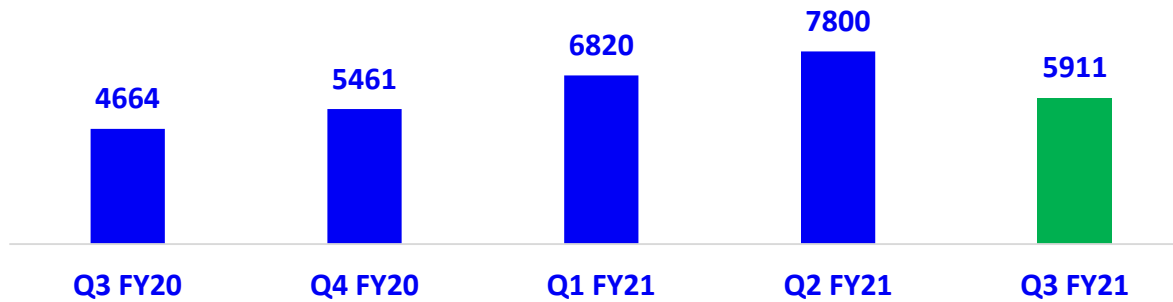
Industries	% to Gross advances
Textiles	3.36%
Food Processing	2.36%
Infrastructure	1.81%
Construction	1.24%
All Engineering	0.63%
Beverages (excluding Tea & Coffee) and Tobacco	0.37%
Chemicals and Chemical Products (Dyes, Paints, etc	0.36%
Basic Metal and Metal Products	0.33%
Paper and Paper Products	0.30%
Wood and Wood Products	0.16%
Rubber, Plastic and their Products	0.15%
Gems and Jewellery	0.07%
Mining and Quarrying	0.07%
Others	0.79%

Services	% to Gross advances
NBFCs	10.93%
Wholesale & Retail Trade	4.85%
Tourism, Hotel and Restaurants	2.66%
Commercial Real Estate	2.24%
Transport Operators	0.53%
Professional Services	0.41%
Computer Software	0.40%
Other Services	10.53%

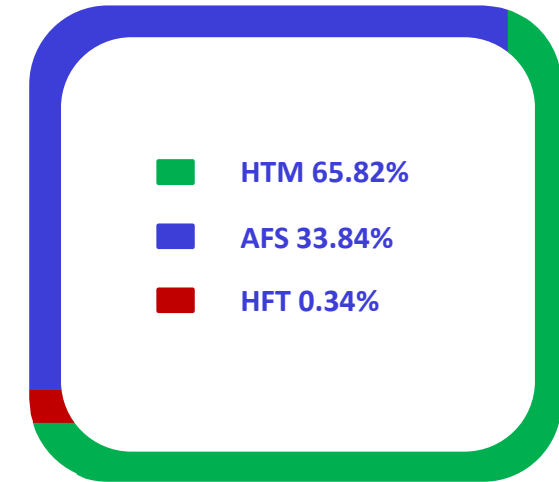
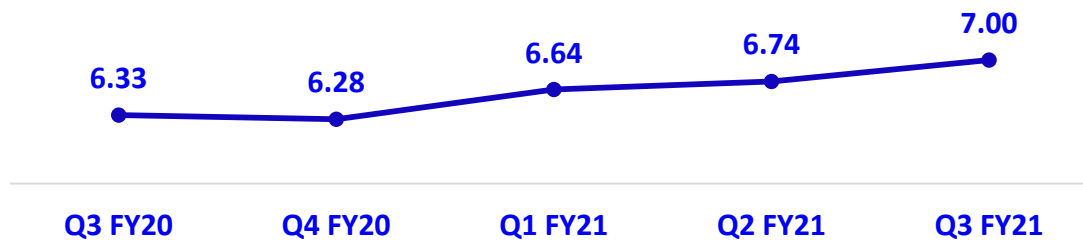
## Investments

(Amt in Cr)

Total Investments



Yield on Investments

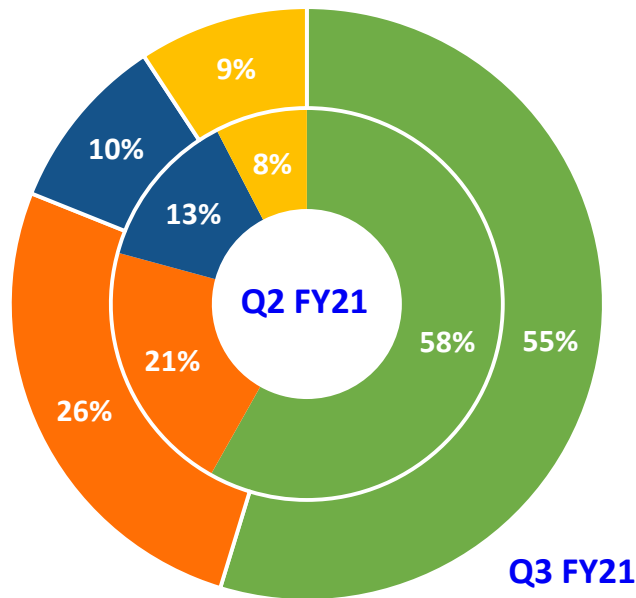


M Duration

HFT	AFS	HTM	Total
7.10%	2.85%	5.62%	4.86%

## Rating wise Exposure

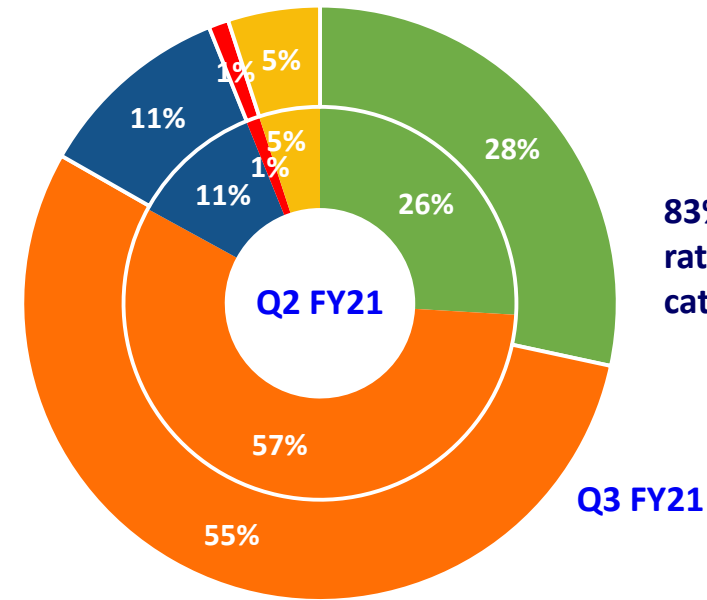
External Rating of Corporate Accounts (>Rs 25Cr)



91% of Corporate advances are externally rated of which 55% are having A & above rating.

■ A & Above ■ BBB ■ <BBB ■ Others

Internal Rating of SME accounts



83% of SME advances are rated as Low/Medium risk categories

■ Low ■ Medium ■ High ■ Very High ■ Others

## Profit &amp; Loss Account - Q3 FY 21

Amt in Cr

	Q3FY20	Q2FY21	Q3FY21	YoY	QoQ
Interest Income	388.7	470.0	482.6	24.2%	2.7%
Interest Expense	233.4	240.7	231.4	-0.9%	-3.9%
<b>Net Interest Income</b>	<b>155.2</b>	<b>229.2</b>	<b>251.2</b>	<b>61.9%</b>	<b>9.6%</b>
Treasury Profit	4.0	32.4	47.7	1092.5%	47.2%
Commission Income	7.7	10.7	11.7	51.9%	9.3%
Processing Fees	8.6	15.7	14.1	64.0%	-10.2%
Bad debts recovered	17.9	14.7	19.4	8.4%	32.0%
Other Income	12.5	24.2	23.7	89.6%	-2.1%
<b>Total Non Interest Income</b>	<b>50.6</b>	<b>97.6</b>	<b>116.6</b>	<b>130.4%</b>	<b>19.5%</b>
Total Net Operating Income	205.8	326.8	367.8	78.7%	12.5%
Staff Cost	84.2	103.8	127.8	51.8%	23.1%
Other Opex	51.7	50.3	57.6	11.4%	14.5%
Total Opex	135.8	154.0	185.4	36.5%	20.4%
<b>Operating Profit/Loss</b>	<b>70.0</b>	<b>172.8</b>	<b>182.4</b>	<b>160.6%</b>	<b>5.6%</b>

	Q3FY20	Q2FY21	Q3FY21	YoY	QoQ
<b>Operating Profit</b>	<b>70.0</b>	<b>172.8</b>	<b>182.4</b>	<b>160.6%</b>	<b>5.6%</b>
Provision for NPA	35.3	20.8	56.2	59.2%	170.2%
Provision for Dep on Inv	-6.1	39.1	-34.2	-460.7%	-
Provision for std advances	-1.0	20.5	89.2	-	335.1%
Other Provisions	-0.6	0.4	0.2	-	-50.0%
Total Provisions	27.6	80.7	111.5	304.0%	38.2%
<b>Profit Before Tax</b>	<b>42.4</b>	<b>92.1</b>	<b>70.9</b>	<b>67.2%</b>	<b>-23.0%</b>
Tax	14.3	23.2	17.8	24.5%	-23.3%
<b>Profit/Loss (-) After Tax</b>	<b>28.1</b>	<b>68.9</b>	<b>53.0</b>	<b>88.6%</b>	<b>-23.1%</b>

- ❖ Net Interest Income grows by 62% YoY & 10% QoQ
- ❖ Non-Interest Income increases by 130% YoY & 20% QoQ - improved treasury gains & PSLC commission
- ❖ Operating profit up by 161% YoY
- ❖ Healthy provisioning buffer - Incremental standard asset provision is Rs 89cr in Q3 FY21
- ❖ PBT grows by 67 % YoY
- ❖ PAT grows by 89% YoY

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### Profit & Loss Account - 9M FY 21

Amt in Cr

	9M FY 20	9M FY 21	YoY	YoY%
Interest Income	1,121.0	1,375.2	254.2	22.7%
Interest Expense	686.2	709.5	23.3	3.4%
<b>Net Interest Income</b>	<b>434.7</b>	<b>665.7</b>	<b>231.0</b>	<b>53.1%</b>
Treasury Profit	16.9	123.6	106.7	631.4%
Commission Income	21.4	28.0	6.6	30.8%
Processing Fees	19.4	36.3	16.9	87.1%
Bad Debts recovered	40.5	43.7	3.2	7.9%
Other Income	36.8	56.9	20.1	54.6%
<b>Total Non Interest Income</b>	<b>135.0</b>	<b>288.5</b>	<b>153.5</b>	<b>113.7%</b>
<b>Total Net Operating Income</b>	<b>569.8</b>	<b>954.2</b>	<b>384.4</b>	<b>67.5%</b>
Staff Cost	252.3	317.6	65.3	25.9%
Other Opex	143.9	152.3	8.4	5.8%
<b>Total Opex</b>	<b>396.2</b>	<b>469.9</b>	<b>73.7</b>	<b>18.6%</b>
<b>Operating Profit</b>	<b>173.6</b>	<b>484.3</b>	<b>310.7</b>	<b>179.0%</b>

	9M FY 20	9M FY 21	YoY	YoY%
<b>Operating Profit</b>	<b>173.6</b>	<b>484.3</b>	<b>310.7</b>	<b>179.0%</b>
Provision for NPA	65.1	90.7	25.6	39.3%
Provision for Dep on Inv	-3.7	5.4	9.1	-
Provision for std advances	1.1	152.8	151.7	13790.9%
Other Provisions	-0.3	0.8	1.1	-
<b>Total Provisions</b>	<b>62.3</b>	<b>249.7</b>	<b>187.4</b>	<b>300.8%</b>
<b>Profit/Loss(-) Before Tax</b>	<b>111.3</b>	<b>234.5</b>	<b>123.2</b>	<b>110.7%</b>
Tax	38.9	59.0	20.1	51.7%
<b>Profit/Loss (-) After Tax</b>	<b>72.4</b>	<b>175.5</b>	<b>103.1</b>	<b>142.4%</b>

- ❖ Net Interest Income grows by 23%
- ❖ Non-Interest Income increases by 114% -improved treasury gains & PSLC commission
- ❖ Operating profit up by 179%
- ❖ Standard asset provision includes Covid related provision amounting to Rs145Cr
- ❖ PBT grows by 111 %
- ❖ PAT grows by 142%

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### Balance Sheet – Q3 FY 21

Amt in Cr

	31.12.2019	31.12.2020	YoY (%)	30.09.2020	QoQ (%)
<b>Liabilities</b>					
Capital	173.5	173.5	0.0%	173.5	0.0%
ESOP Outstanding	-	0.4	-	-	-
Reserves & Surplus	1846.8	1962.7	6.3%	1,909.0	2.8%
<b>Deposits</b>	<b>15241.1</b>	<b>17753.0</b>	<b>16.5%</b>	<b>17,468.4</b>	<b>1.6%</b>
Of Which CASA	4353.2	5393.0	23.9%	5,134.1	5.0%
Borrowings	100.0	951.0	851.0%	2,181.8	-56.4%
Other Liabilities & Provisions	420.6	656.6	56.1%	382.3	71.7%
<b>Total</b>	<b>17782.0</b>	<b>21497.1</b>	<b>20.9%</b>	<b>22,115.0</b>	<b>-2.8%</b>
<b>Assets</b>					
Cash & Balance with RBI	693.9	652.9	-5.9%	636.2	2.6%
Balance with Banks Money at call & Short Notice	259.3	670.9	158.7%	86.5	675.6%
Investments	4,663.8	5,804.7	24.5%	7,659.4	-24.2%
Advances	<b>10,808.1</b>	<b>13,137.3</b>	<b>21.6%</b>	<b>12,537.6</b>	<b>4.8%</b>
Fixed Assets	220.7	232.5	5.3%	229.3	1.4%
Other Assets	1,136.2	998.8	-12.1%	966.0	3.4%
<b>Total</b>	<b>17,782.0</b>	<b>21,497.1</b>	<b>20.9%</b>	<b>22,115.0</b>	<b>-2.8%</b>

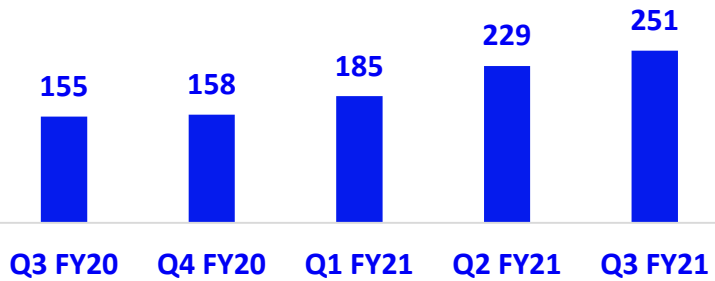
## Asset Quality

Amt in Cr

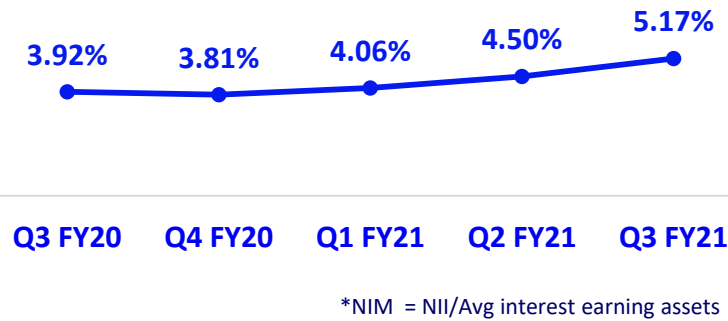
Gross NPA: Movement	QoQ movement				
	Q3FY20 (3 months)	Q4 FY20 (3 months)	Q1 FY21 (3 months)	Q2 FY21 (3 months)	Q3 FY21 (3 months)
Opening Balance of Gross NPA	326	353	409	401	387
Additions	53	83	6	4	-
<b>Sub-total (A)</b>	<b>379</b>	<b>436</b>	<b>415</b>	<b>405</b>	<b>388</b>
Less:-					
(i) Upgradations	9	7	6	2	3
(ii) Recoveries (excluding recoveries made from upgraded accounts)	16	17	7	15	15
(iii) Technical/ Prudential Write-offs	-	-	-	-	134
(iv) Write-offs other than those under (iii) above	1	2	0	1	1
<b>Sub-total (B)</b>	<b>26</b>	<b>26</b>	<b>14</b>	<b>17</b>	<b>153</b>
<b>Closing balance of Gross NPA (A – B)</b>	<b>353</b>	<b>409</b>	<b>401</b>	<b>387</b>	<b>235</b>

## Profitability Ratios

### Net Interest Income (in Cr)



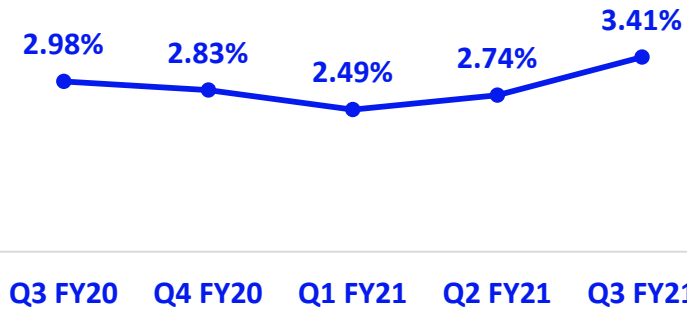
### NIM (Annualised)



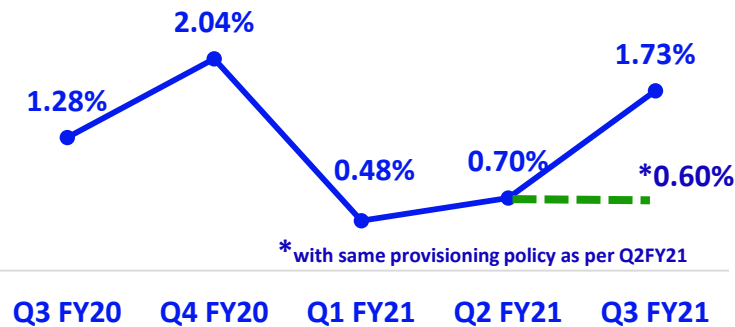
### Non interest Income to Total Income



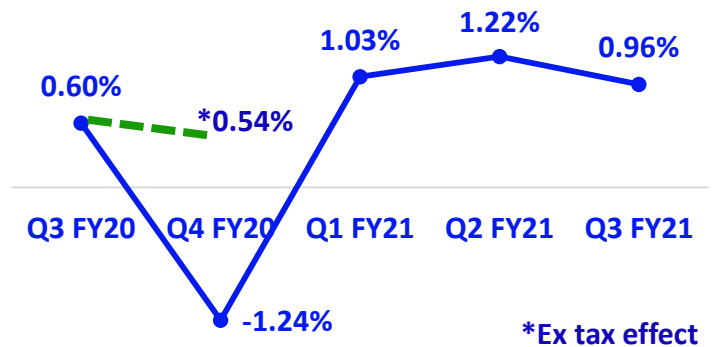
### Opex to Average assets (Annualised)



### Credit Cost (Annualised)



### RoA (Annualised)



## Company Overview

## Business Overview

## Earnings

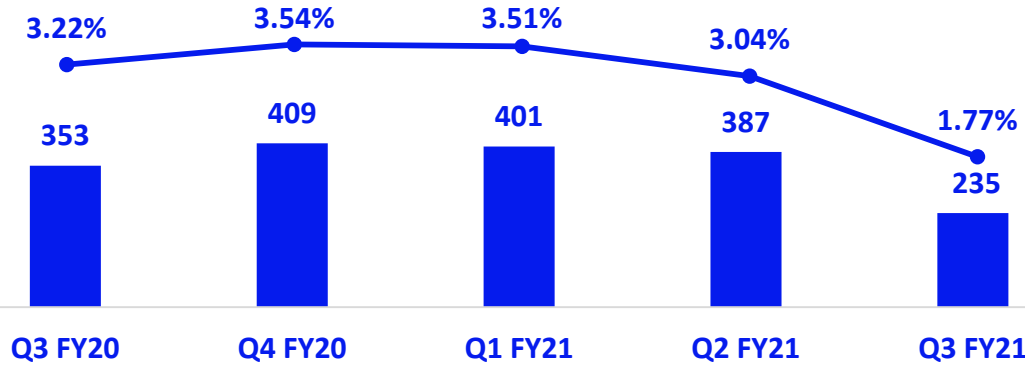
## Digital Penetration

## Strategy

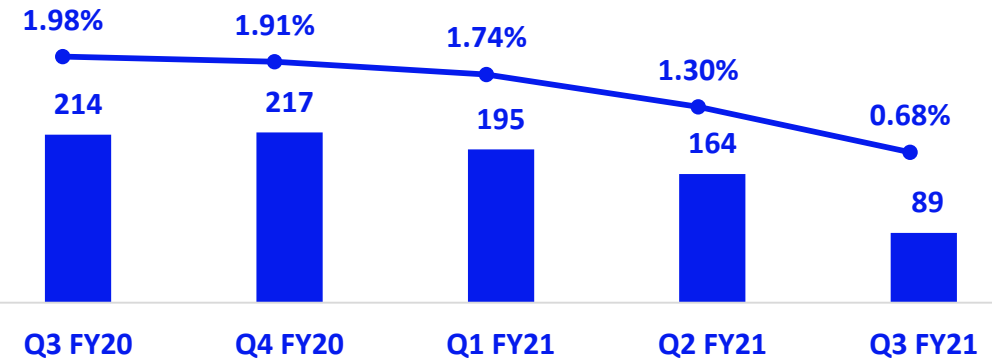
### Asset Quality Ratios

Amt in Cr

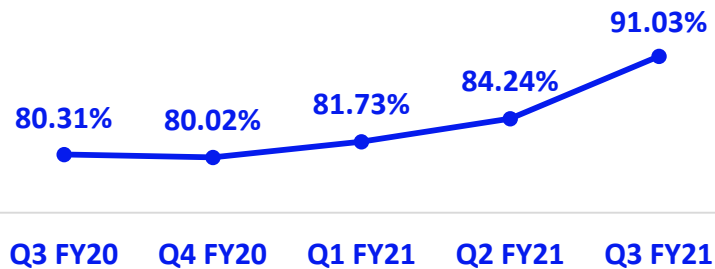
■ Gross NPA — Gross NPA %



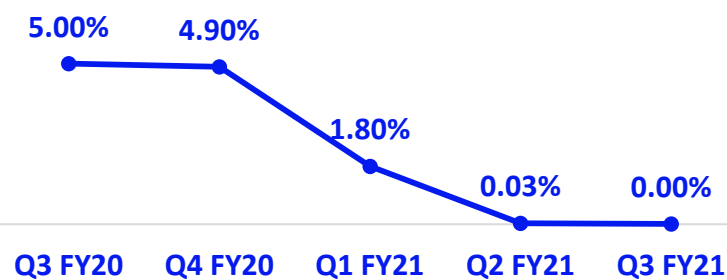
■ Net NPA — Net NPA %



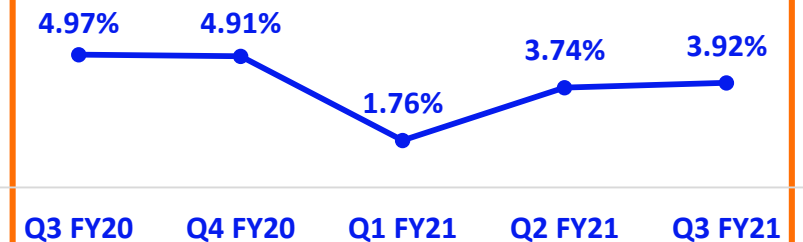
### Provision Coverage Ratio



### Slippage Ratio



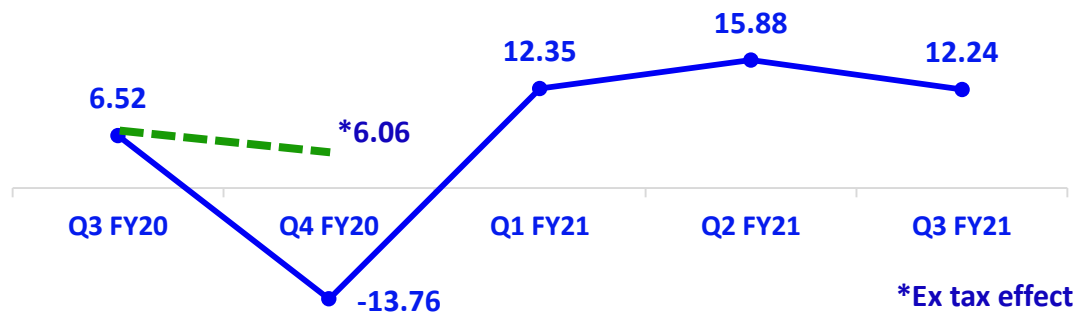
### Recovery Rate



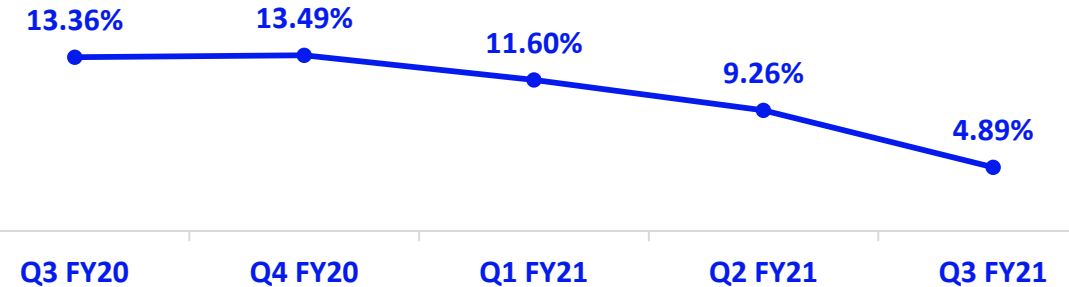
## Share Holders Return & Risk Ratios

### EPS (Annualised)

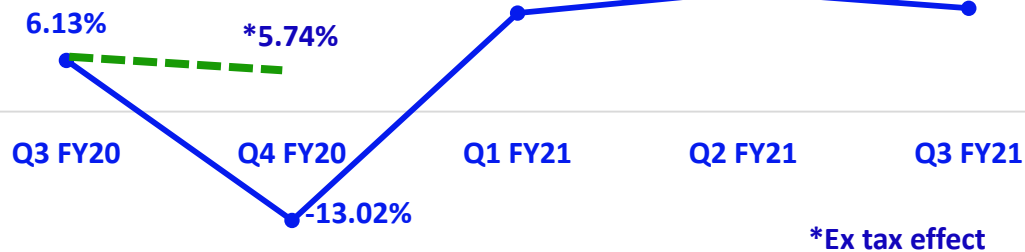
(in Rs)



### Net NPA to Networth

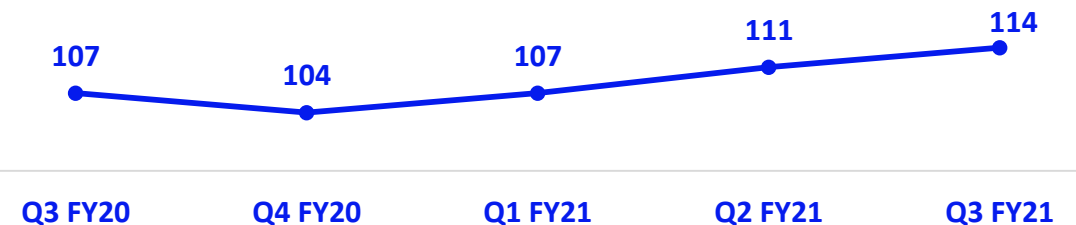


### RoE (Annualised)



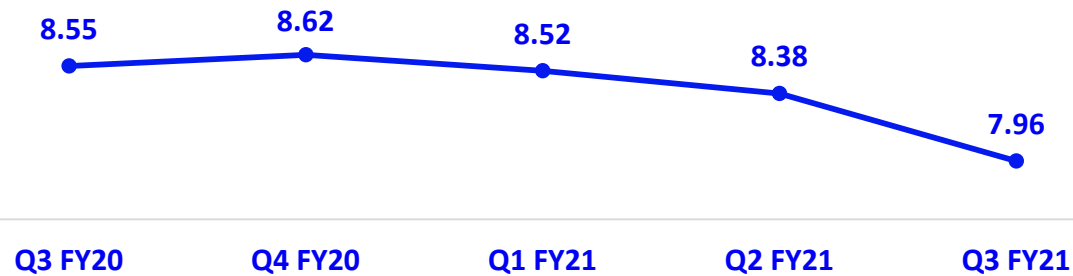
### Book Value per Share

(in Rs)

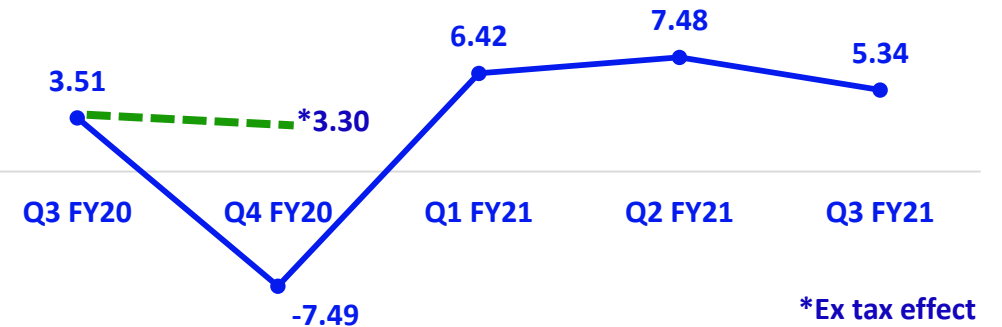


## Efficiency Ratios

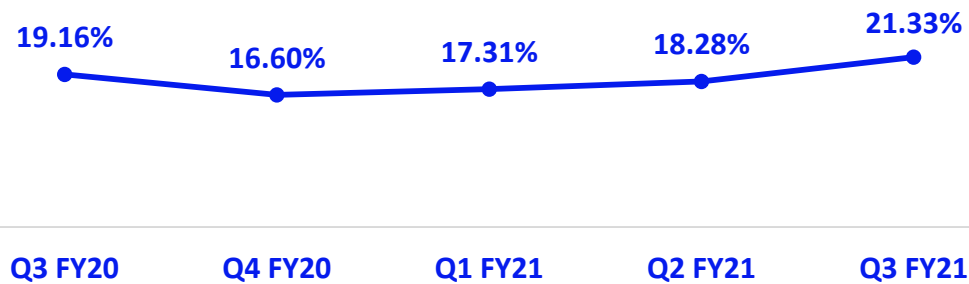
**Business per Employee** (Annualised) (In Cr)



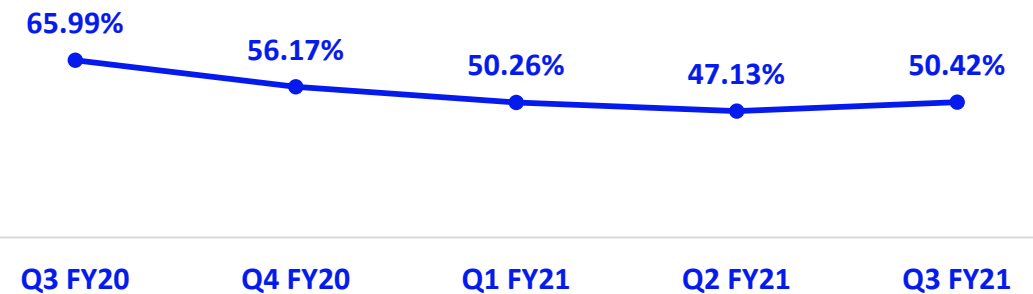
**Profit per Employee** (in Lakhs)



**Staff Cost to Total Income**



**Cost to Income Ratio**



## Covid Provisions

Amt in Cr

- Supreme Court on 3<sup>rd</sup> September 2020, has directed that accounts which are standard as on 31.08.2020 [date of moratorium exit] should not be classified as NPA till various petitions before the court seeking relief in the wake of Covid-19 are disposed off.
- Accordingly, the bank has discontinued the classification of such accounts as NPA.
- The accounts which are in standard category due to SC order amounts to Rs 210.62Cr (Gold loans 62% + other loans 38%).
- Bank is holding additional provisions for these accounts.
- Collection vs demand for the month of December 2020 stood at 95%

	Balance	Provision Held
Accounts which are in standard asset category due to SC order	210.62	51.39
Other standard stressed accounts	381.48	93.48
<b>Total</b>		<b>144.87</b>
Provision held as on 30.09.2020 *		<b>59.77</b>
<b>Additional Provision as on 31.12.2020</b>		<b>85.11</b>

Company  
Overview

Business  
Overview

Earnings

Digital  
Penetration

Strategy

## Digital Touch Points



1,755 Installations



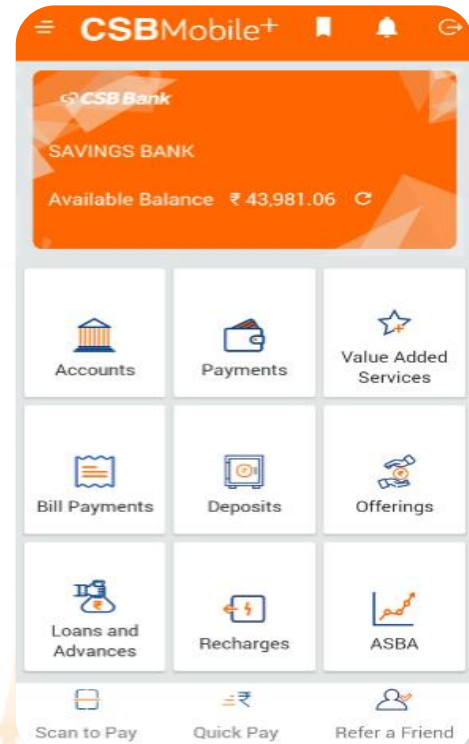
5.80 lacs + Debit Cards



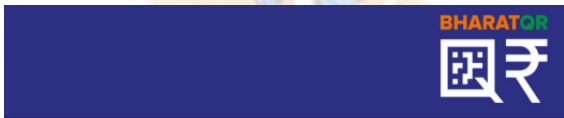
2.9 lacs+ Net  
Banking users



319 ATM  
Network



2.58 lacs+ Mobile  
Banking Users



2,014+ QR  
Installations



62,776+ ePassbook  
Downloads



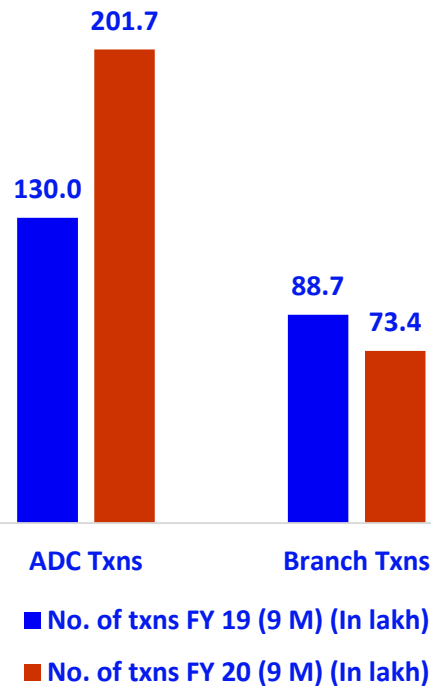
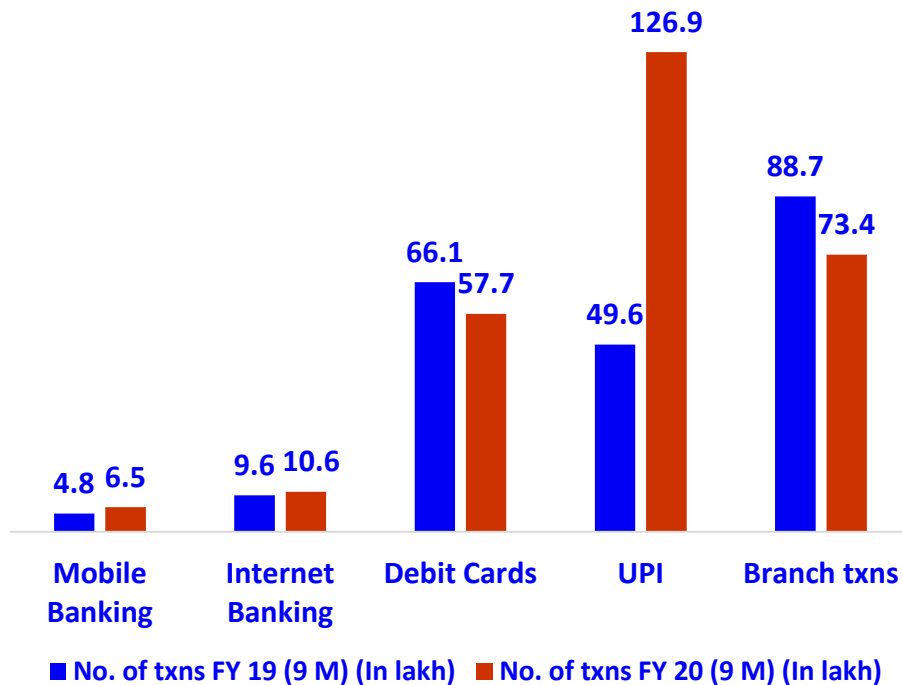
78,464+ Prepaid  
Cards



1.23 lac+ UPI  
Downloads

## Channel Transactions

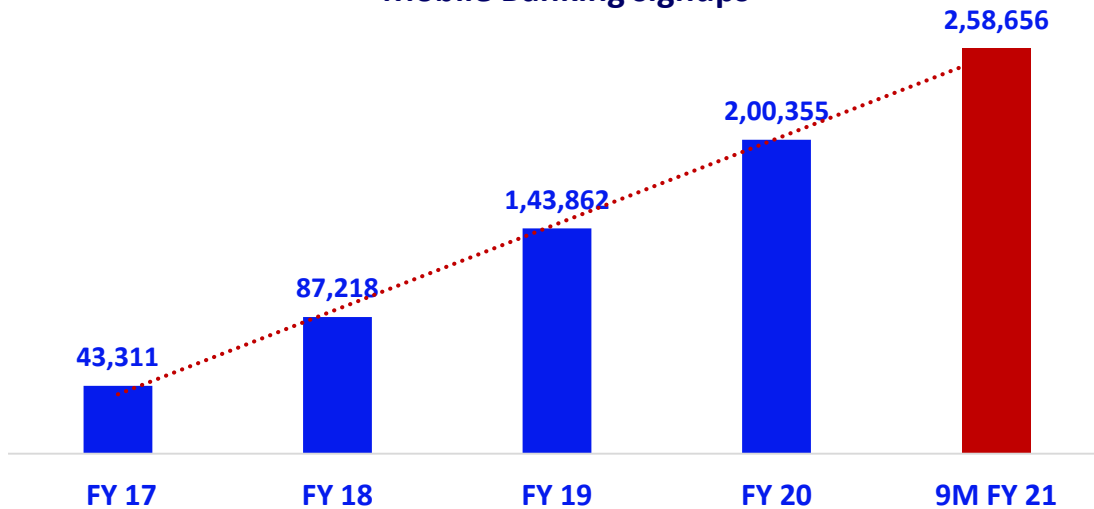
### Digital vs Branch



	No. of txns	
	9M FY 20 (In lakh)	9M FY 21 (In lakh)
Mobile Banking	5	7
Internet Banking	10	11
Debit Cards	66	58
UPI	50	127
Branch txns	89	73
Total Channel Transactions	130	202
% of channel txns	59.45%	73.33%

## CSB Mobile+ App - Way to Go Digital

Mobile Banking signups



- *Full fledged application ranging from fund Transfers ,Recharges, Scan & Pay payments to UPI*
- *'Refer & Win' attractive cashbacks*
- *Best UI & UX Design*

## Upcoming Digital Projects



CSB E-Tax Filing



Chatbot in Mobile App



BBPS in Net/Mobile Banking



Up gradation of CSB Mobile+ with Collect payments



Loyalty Rewards program for customers



Tap & Pay Cards (Contactless)



FASTag /National Electronic Toll Collections

### **We aim to**

- deliver long term value for the shareholders,
- grow with the aspirations of our customers,
- provide employees with a meritocratic work environment,
- meet the regulatory expectations.

### **Through**

- expanding our footprints across India especially South and Western India,
- extending into new clientele base in retail and MSME
- reorganising into business verticals with clearly defined roles and responsibilities,
- incentivising performance,
- maintaining a granular asset portfolio with reduced focus on corporate credit,
- competing on non price value propositions,
- maintaining robust capital , funding and liquidity base,
- strong balance sheet with strong controls.

## Continue to grow existing asset business

- ❖ Dedicated SME/MSME team to drive further penetration
- ❖ Separate vertical for agriculture based business
- ❖ Revamped policies, products, systems and processes to foster growth

## Accelerate transformation as New Age Private Bank

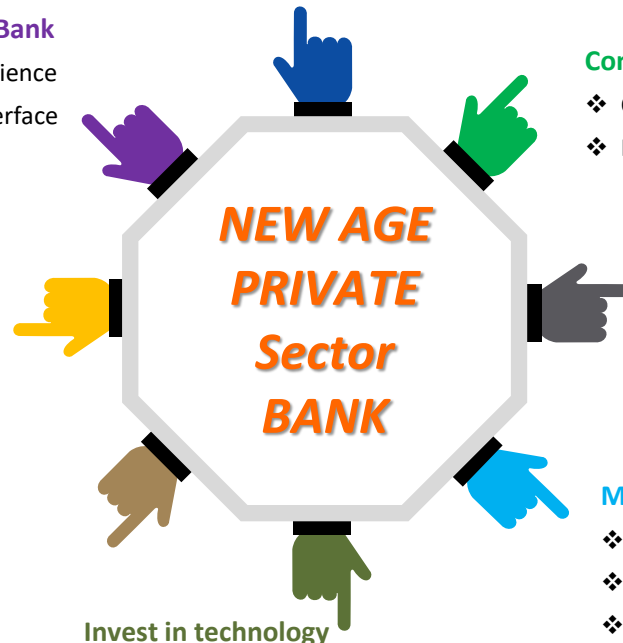
- ❖ Technology initiatives to enhance customer experience
- ❖ Expand products suite, services and customer interface
- ❖ Introduction of Score Cards as part of PMS
- ❖ Performance based Incentives

## Focus on NPA recovery and improve asset quality

- ❖ Separate team for retail, SME, and corporate recovery
- ❖ Dedicated asset recovery branches for monitoring NPA of INR 1 Mn and above

## Strengthening risk management

- ❖ Introduction of advanced risk management tools
- ❖ Enhance existing credit risk management systems



## Continue to leverage strong deposits franchise

- ❖ Continue to increase CASA to support advances growth-Acquire, Retain and Grow
- ❖ Increased focus on NRI clients

## Expand distribution infrastructure

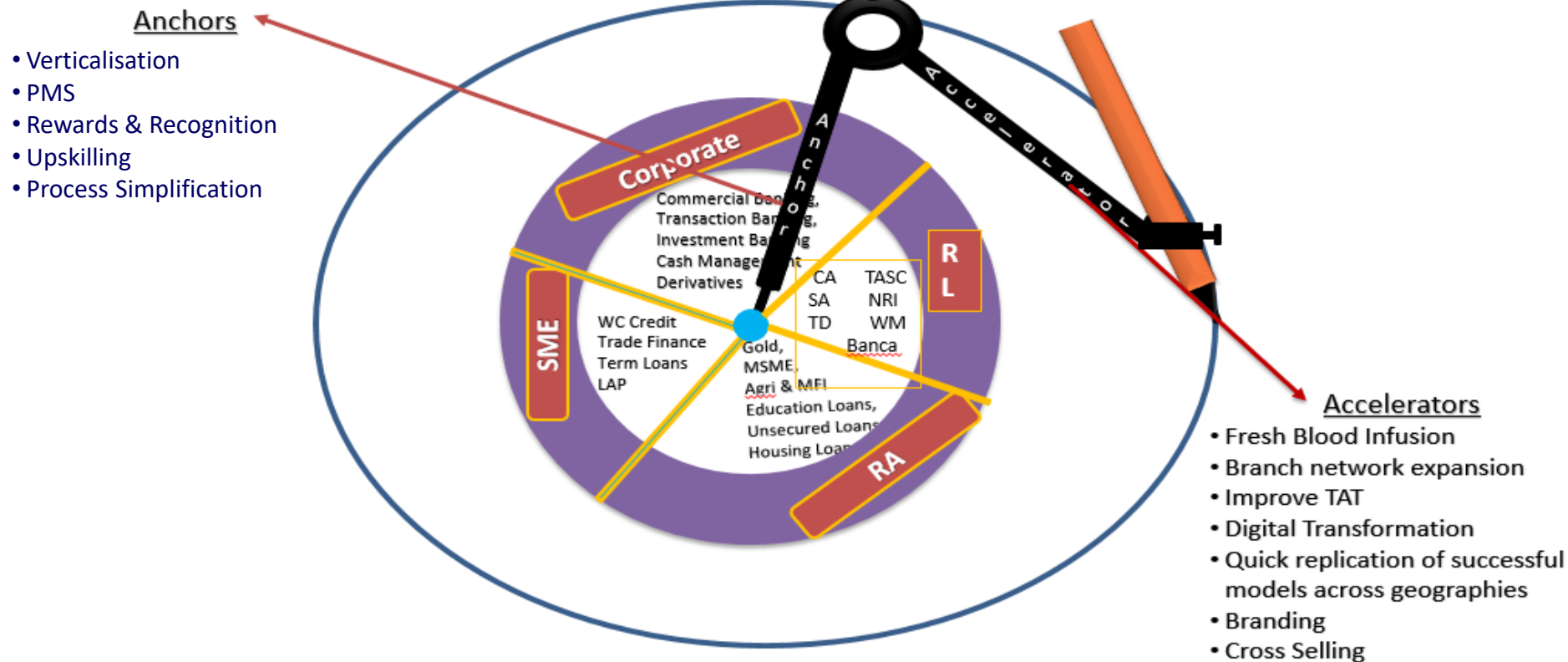
- ❖ Increase presence beyond home state
- ❖ Plan to open 100 plus branches in FY 21

## Maximizing non-interest income

- ❖ Focus on distributing third-party investment products
- ❖ Foray into sale of forex, derivatives, and trade products
- ❖ Trading of PSL certificates

## Invest in technology

- ❖ EWS
- ❖ LMS
- ❖ CRM



*Thank You...*

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