



Karnataka Bank Ltd.
Your Family Bank. Across India.

Analysis of Financial Results

December 2018



Company Overview

Financial Performance

Annexure

Business Strategy



1. Time tested Bank with over 94 years of banking history
2. Pan-India footprint
3. Robust technology and risk management systems
4. Strong productivity, capital adequacy ratios
5. Experienced management team & Professional Board
6. Highest Standards of Corporate Governance
7. Consistent track record of profit since inception
8. Powered by KBL – VIKAAS for Total Transformation

History & Evolution



- Business Turnover of ₹ 1,17,102 crore as on 31.12.2018.
- Networth of ₹ 5,723 crore as on 31.12.2018.
- 2,374 service outlets with 829 branches, 1 Extension Counter and 1,544 ATMs (incl. 280 recyclers) in 551 centres across India as on 31.12.2018.
- Offers wide variety of corporate and retail banking products and services to over 10.2 million customers.
- Incorporated in 1924, one of the oldest time tested private sector Banks.

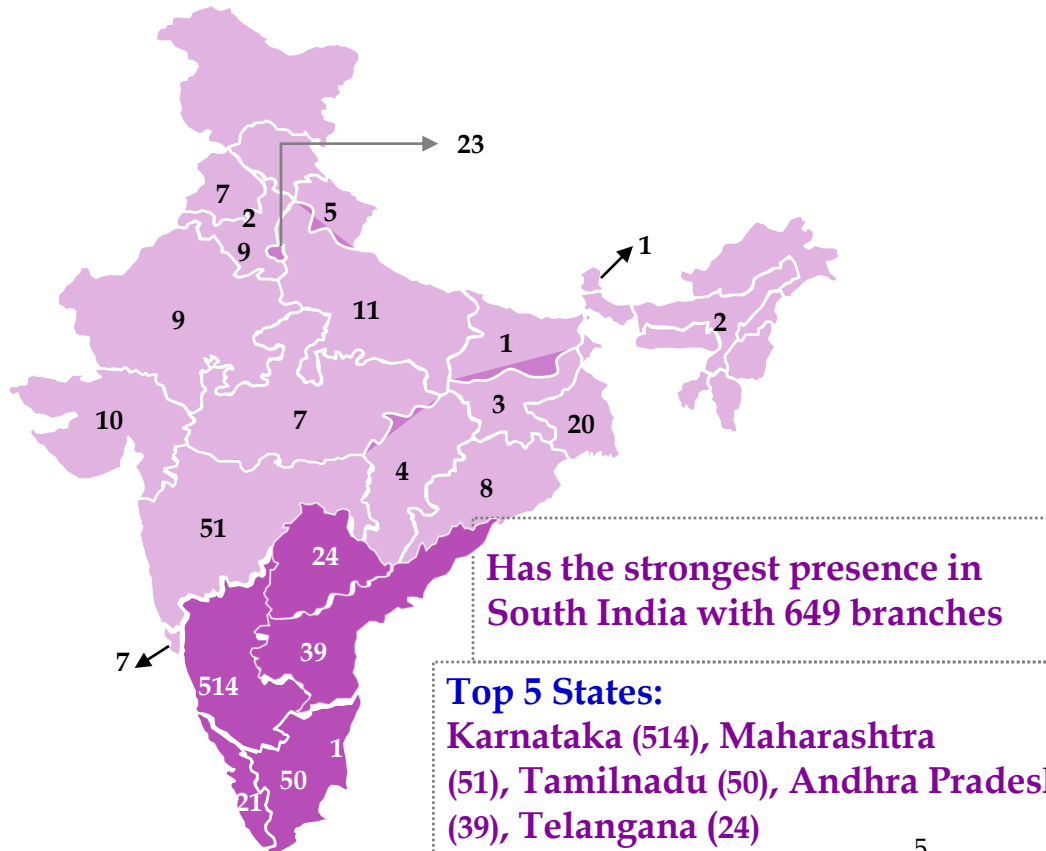
2018	<ul style="list-style-type: none"> • Customer base crossed the milestone of 1 crore
2017	<ul style="list-style-type: none"> • Business turnover crossed the historic milestone of ₹ 1,00,000 crore • Formed Investor Relation Cell • Networth of the Bank crossed ₹ 5,000 crs
2016	<ul style="list-style-type: none"> • Completed 1:2 rights issue to raise ₹ 658.96 crs
2015	<ul style="list-style-type: none"> • Unveiled KBL - VISION 2020 & adopted Vision Statement • No. of ATMs crossed 1,000
2014	<ul style="list-style-type: none"> • Business turnover crossed the milestone of ₹ 75,000 crore
2013	<ul style="list-style-type: none"> • Secured ISO 27001 : 2005 Certificate from NQA
2012	<ul style="list-style-type: none"> • Business Turnover crossed the milestone of ₹ 50,000 crore • No. of branches crossed 500 • Launched ASBA facility
2011	<ul style="list-style-type: none"> • Right issue of ₹ 457.03 crore in the ratio of 2:5. • Launched Online Trading facility
2010	<ul style="list-style-type: none"> • Maiden QIP aggregate ₹ 160.83 crs.
2007	<ul style="list-style-type: none"> • Completion of 100% core banking
2006	<ul style="list-style-type: none"> • Floated general insurance JV along with Allahabad Bank, Indian Overseas Bank, Dabur Investments and Sompo Japan Insurance • Launched CDSL-DP services at select branches
2005	<ul style="list-style-type: none"> • Completed 2:1 rights issue to raise ₹ 160 crs
2003	<ul style="list-style-type: none"> • Right issue in the ratio of 1:2
2002	<ul style="list-style-type: none"> • Bancassurance tie-up with MetLife • Maiden bonus issue in the ratio of 1:1
2000	<ul style="list-style-type: none"> • Implementation of "Finacle" CBS
1995	<ul style="list-style-type: none"> • Public issue of 45 lakh equity shares in October 1995
1977	<ul style="list-style-type: none"> • Became an authorised dealer of foreign exchange
1960-66	<ul style="list-style-type: none"> • Took over Sringeri Sharada Bank Ltd, Chitaldurg Bank & Bank of Karnataka, Hubli.
1924	<ul style="list-style-type: none"> • Incorporated on 18th February 1924 at Mangalore by Late B R Vyasarayachar & other leading members of the South Kanara Region

Pan-India footprint

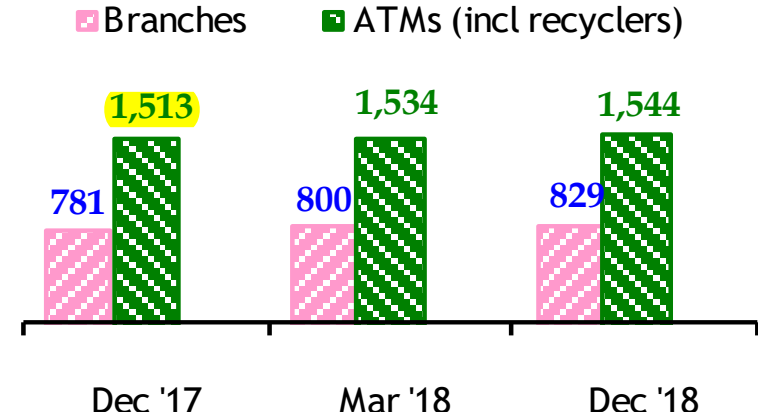


Pan-India Presence

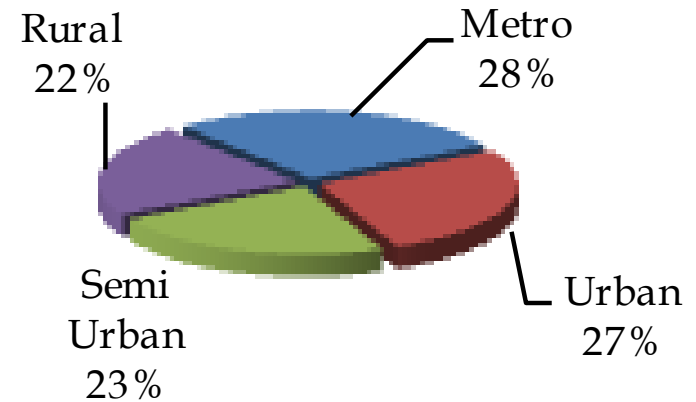
- Total 2,374 service outlets – 829 branches, 1 Extension Counter & 1,544 ATMs, including 280 recyclers.
- Total 32 e-Lobbies & 248 mini e-Lobbies, all are having Recyclers.
- Specialized branches for Forex, Industrial, Agriculture, MSME, Corporate business & Financial Inclusion.
- 116 Financial Inclusion branches, 35 Ultra Small branches
- Expanding network in northern India also.



No of branches & ATMs



Area wise distribution of branches (Dec '18)





Strong technology platform

The existing “ISO 27001:2013” certificate encompassing the Information Security Management System (ISMS) at the Bank’s Data Centre, Near line Site [NLS] at Bengaluru and Information Technology Department including the DR site [IT & DR] at Head Office, Mangaluru, has been renewed by AJA Registrars, UK, for a further period of three years up to March 2019, reflecting the Bank’s continued commitment to technology adoption.

- ◆ Pioneer in implementing “Finacle” (CBS) amongst the first generation private sector banks
- ◆ State-of-art IT set up which has enabled Anytime Anywhere Banking through alternate delivery channels such as ATMs, VISA International Debit Card, RUPAY Debit Card, Internet Banking, Mobile Banking, IMPS, e-lobby etc.
- ◆ Implemented ‘M-Passbook’ (Mobile Passbook), ‘KBL Apna App’ (SMS Banking), ‘KBL-Mobile’ (Mobile Banking) app, ‘BHIM KBL UPI’ app on Unified Payment Interface, etc as additional facilities for the convenience of customers.
- ◆ Also offers other products such as NGRTGS, NEFT, NECS, CTS, Online Trading, ASBA facility, Gift Card, Travel Card, Biometric Smart Card under Financial Inclusion, PoS Network, Online inward remittance facility to NRIs etc.
- ◆ Implemented Lending Automation Processing System (LAPS) software for efficient life cycle management of loan accounts and improved monitoring.
- ◆ Implemented an Enterprise Level Fraud Risk Management System (ELFRMS) for effective cyber fraud prevention across delivery channels.



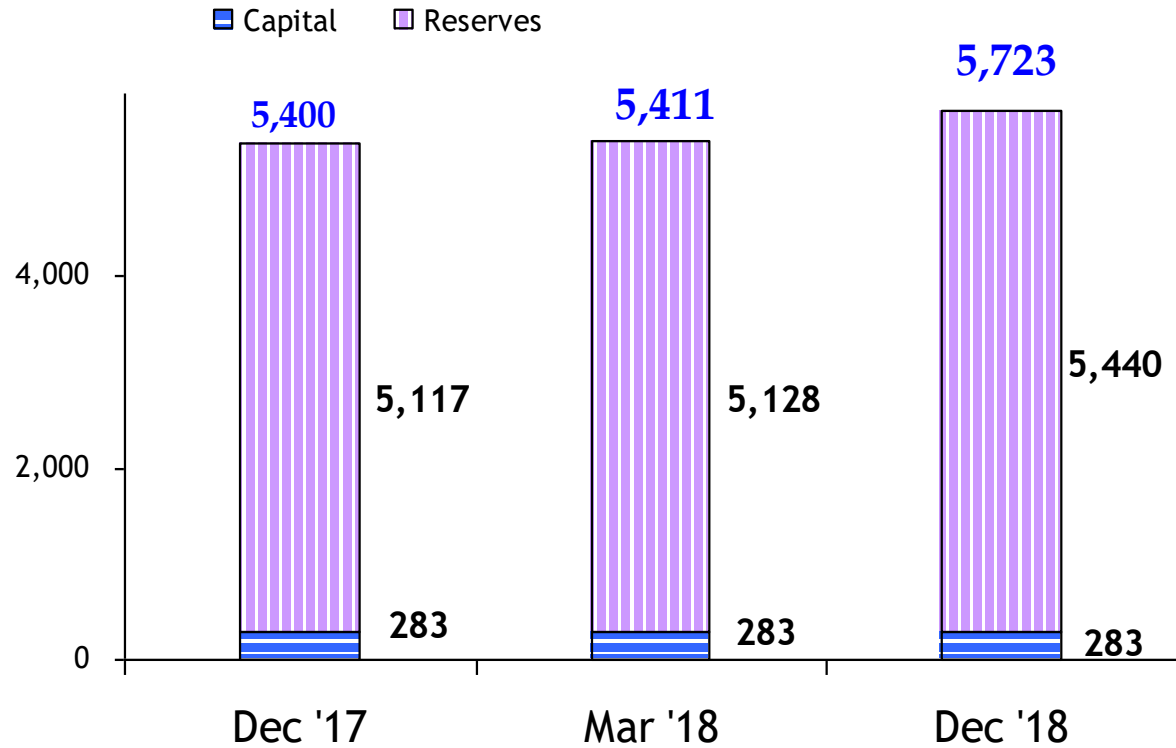
Effective risk management system

- ◆ Periodical monitoring & reviewing of risk profile of the bank.
- ◆ Internal Credit Rating of all the borrowers: Credit exposure above INR 25 lakh are rated borrower-wise and credit facilities below INR 25 lakh & all schematic advances including agri-credit proposals are rated under 'Pool based approach'.
- ◆ Continuous offsite surveillance of borrower accounts.
- ◆ Effective ALM/mid office set up to monitor Liquidity risk/ Market risk on a continuous basis.
- ◆ To effectively control possible frauds in "online transactions" done by customers, enterprise level fraud risk management solution is implemented.
- ◆ For effective Operational risk management:
 - Bank is building up a database of internal Loss data, near- miss cases and other Operational risk events, since Sept 2007.
 - Bank has an effective AML monitoring system to scrutinize the customer transactions to ensure compliance to the extant guidelines.
- ◆ Bank has taken all necessary steps for migration to 'Basel II advanced approaches' under Credit, Market and Operational Risk and also complied with the extant 'Basel III' guidelines of RBI.
- ◆ Bank has implemented a scientific Fund Transfer Pricing (FTP) & Customer Profitability Management System (CPMS) to assess the performance of branches / products / portfolios / customers.

Financial strength of the Bank



Networth (₹ crs)



Highlights - Q3 FY 19



(₹ crs)

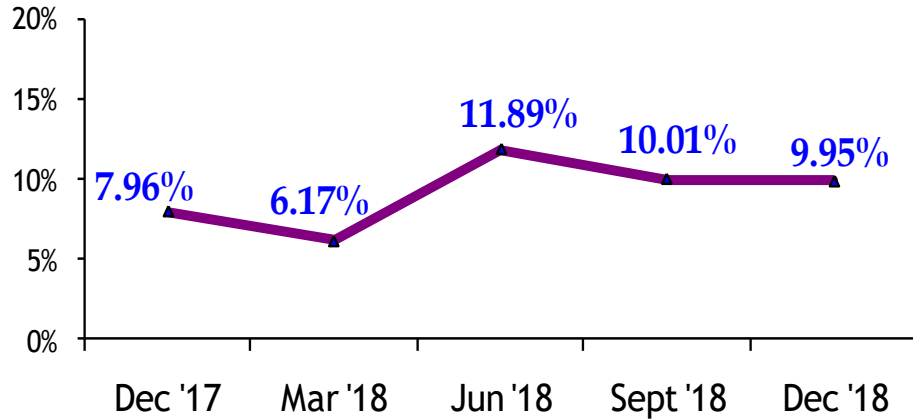
KPA's	3 Months		9 Months	
	Q3 FY 19	Q3 FY 18	Q3 FY 19	Q3 FY 18
Net profit	140.41	87.38	415.51	314.61
Operating profit	400.37	321.90	1,125.58	997.84
Turnover	1,17,102	1,02,124	1,17,102	1,02,124
Return on Asset	0.74%	0.53%	0.75%	0.65%
Earning per Share *	4.97	3.09	15.72	11.13
Return on Equity	9.94%	6.54%	9.95%	7.96%
Net Interest Income	487.95	451.48	1,424.24	1,316.14
Net Interest Margin	2.94%	3.09%	2.95%	3.07%
Gross NPA	4.45%	3.97%	4.45%	3.97%
Net NPA	3.00%	2.85%	3.00%	2.85%
Cost to Income	49.28%	50.18%	47.29%	49.50%
CRAR (Basel III)	11.98%	12.26%	11.98%	12.26%

* Not annualized

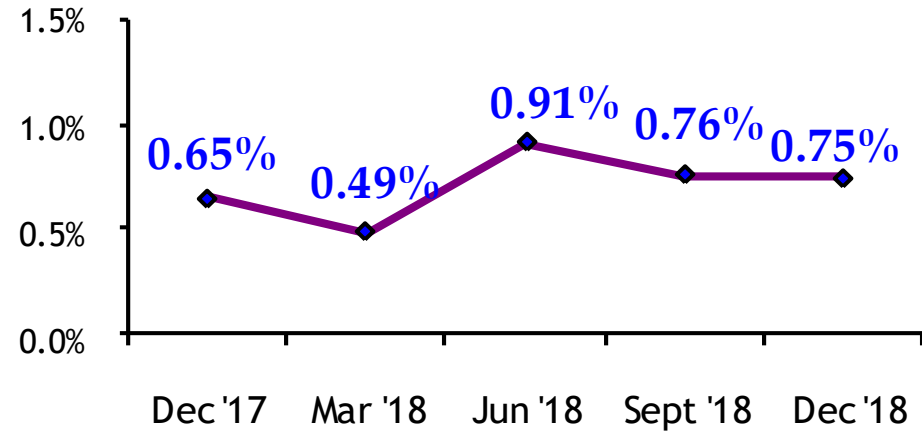
Return and Capital Adequacy Ratios



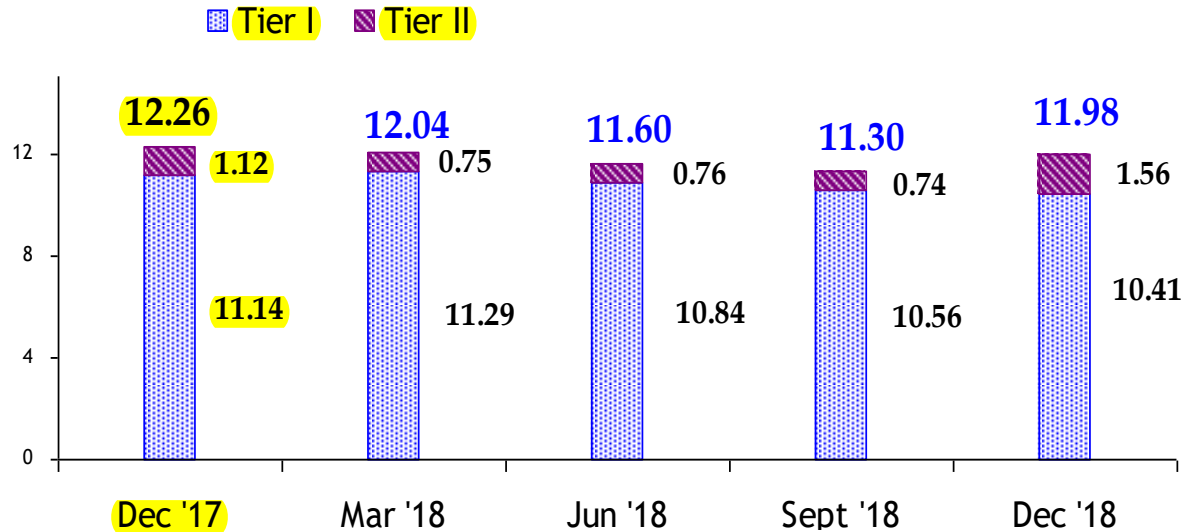
Return on Equity (%) (after tax)



Return on Assets (%) (after tax)



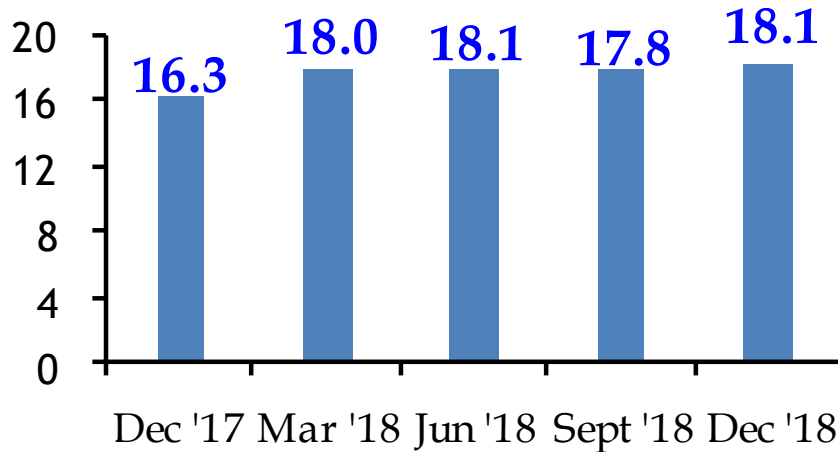
Capital Adequacy (%) - Basel III



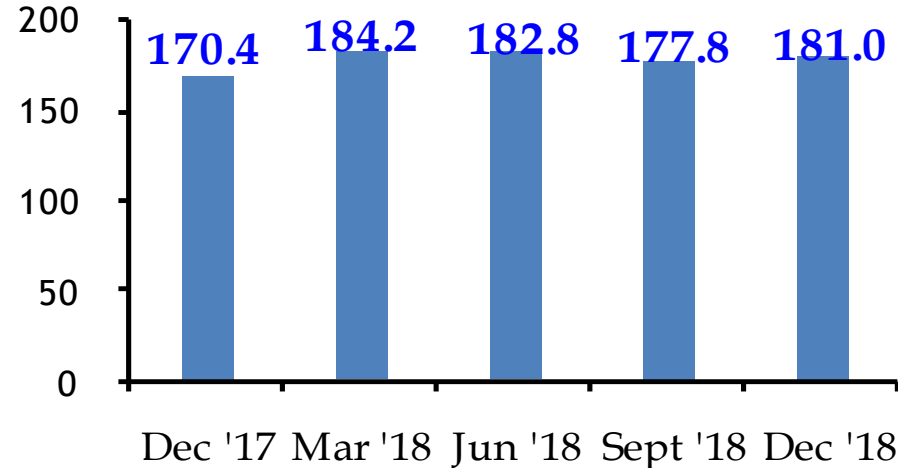
Productivity ratios



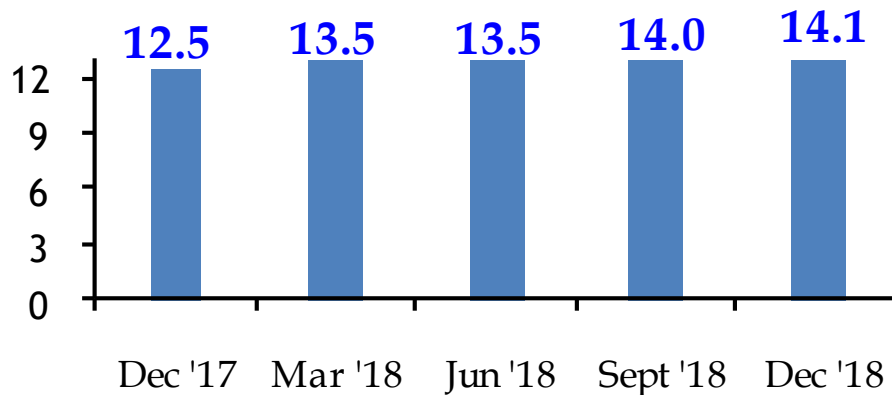
Operating Profit per employee (₹ lakh) *



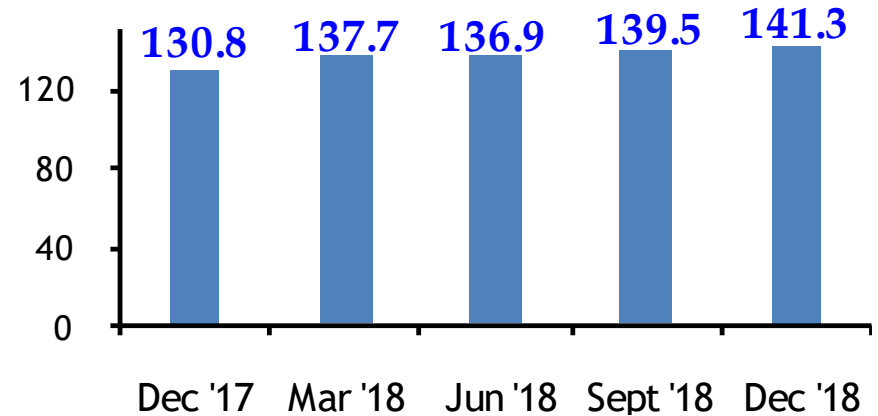
Operating Profit per branch (₹ lakh) *



Business per employee (₹ crs)



Business per branch (₹ crs)



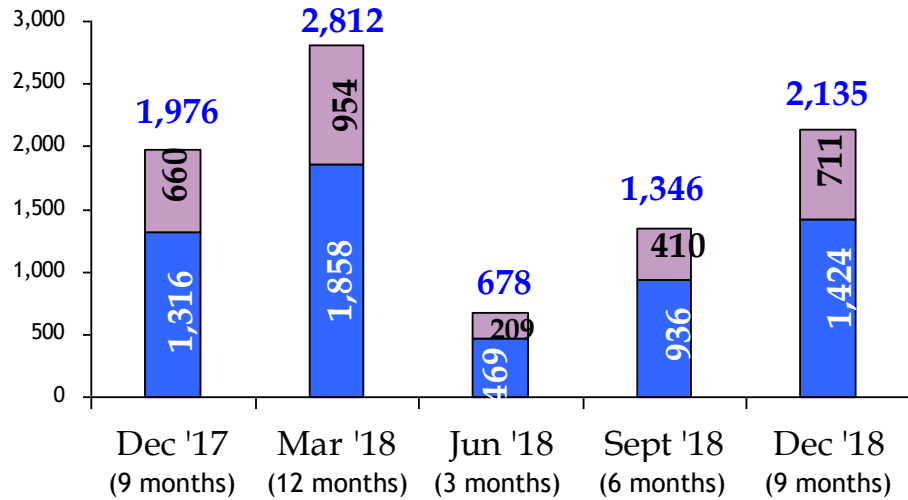
Financial Performance

Income & Profit



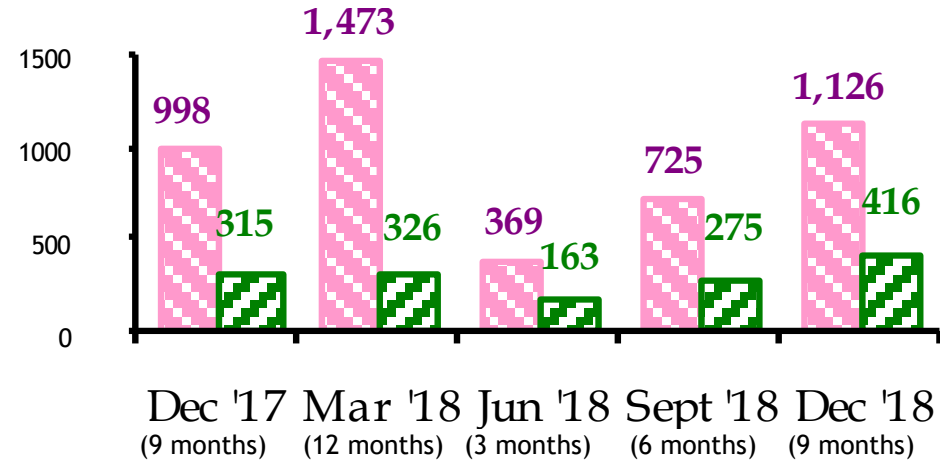
Net Income (₹ crs)

■ Net Interest Income ■ Other Income

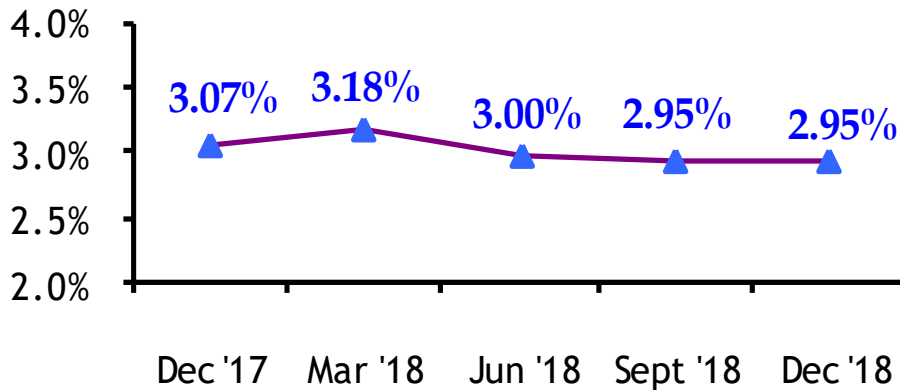


Operating and Net Profit (₹ crs)

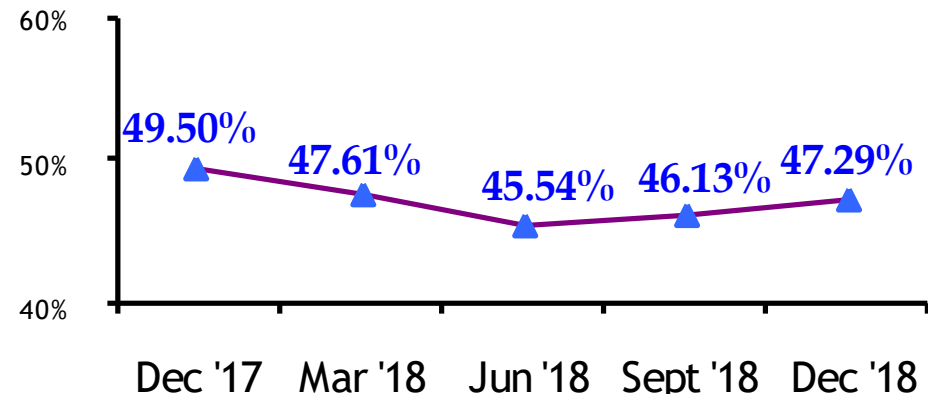
■ Operating profit ■ Net profit



Net Interest Margins (%)



Cost to Income Ratio (%)

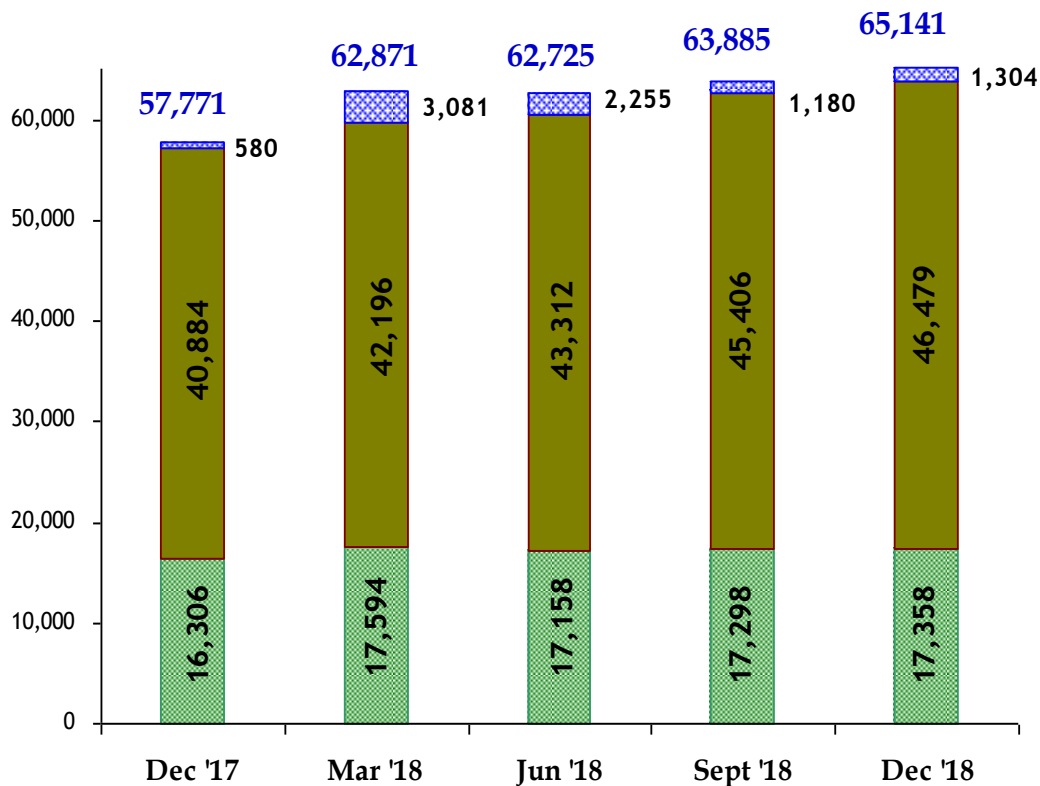


Deposits

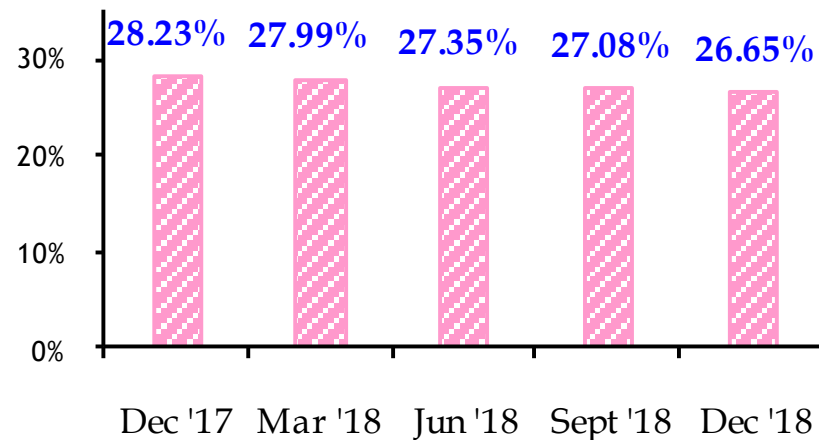


Deposits (₹ crs)

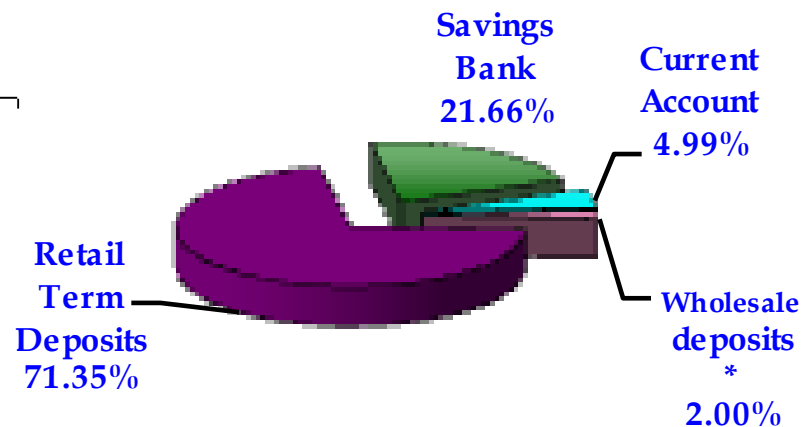
■ CASA ■ Retail ■ Wholesale deposits *



CASA share to total Deposits



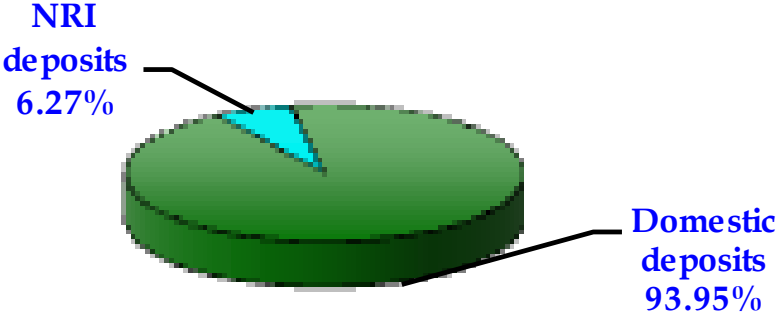
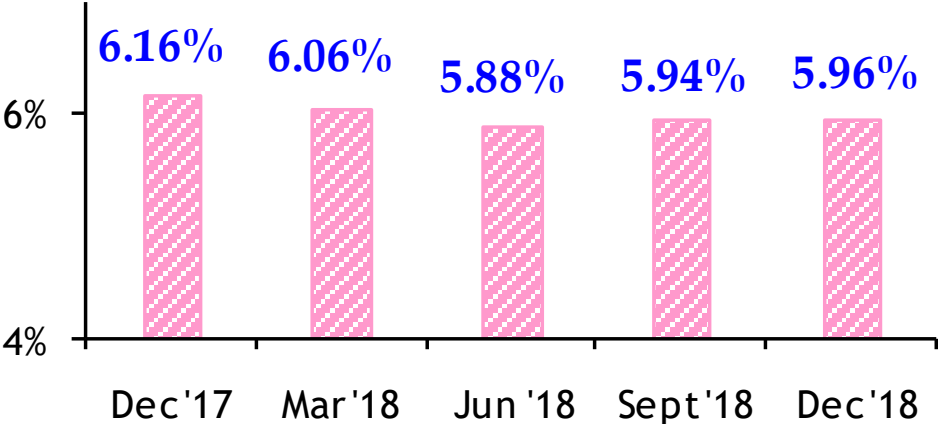
Deposits break up (Dec '18)



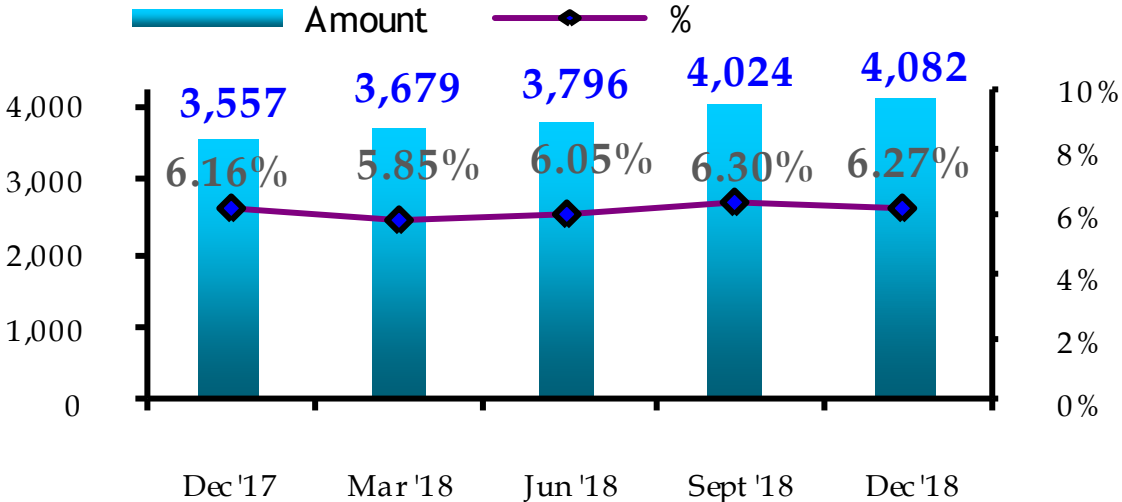
* Wholesale deposits = Purchase liability + Certificates of deposit + Interbank deposits



Cost of Deposits



NRI Deposits (₹ crs)

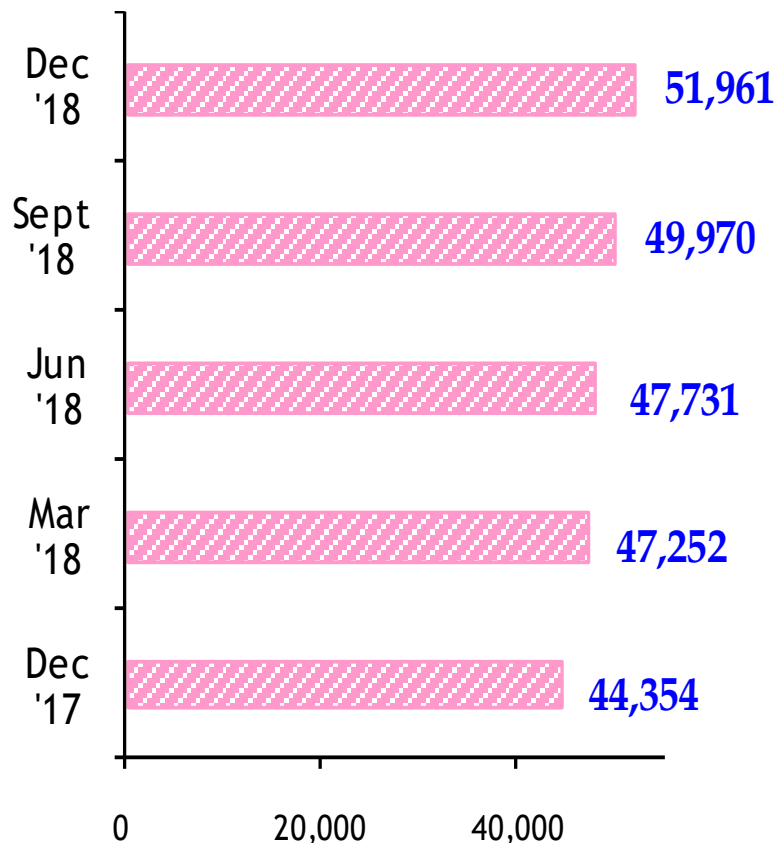




External rating wise Credit Portfolio as of Dec '18

[Figures in brackets - as of Dec '17]

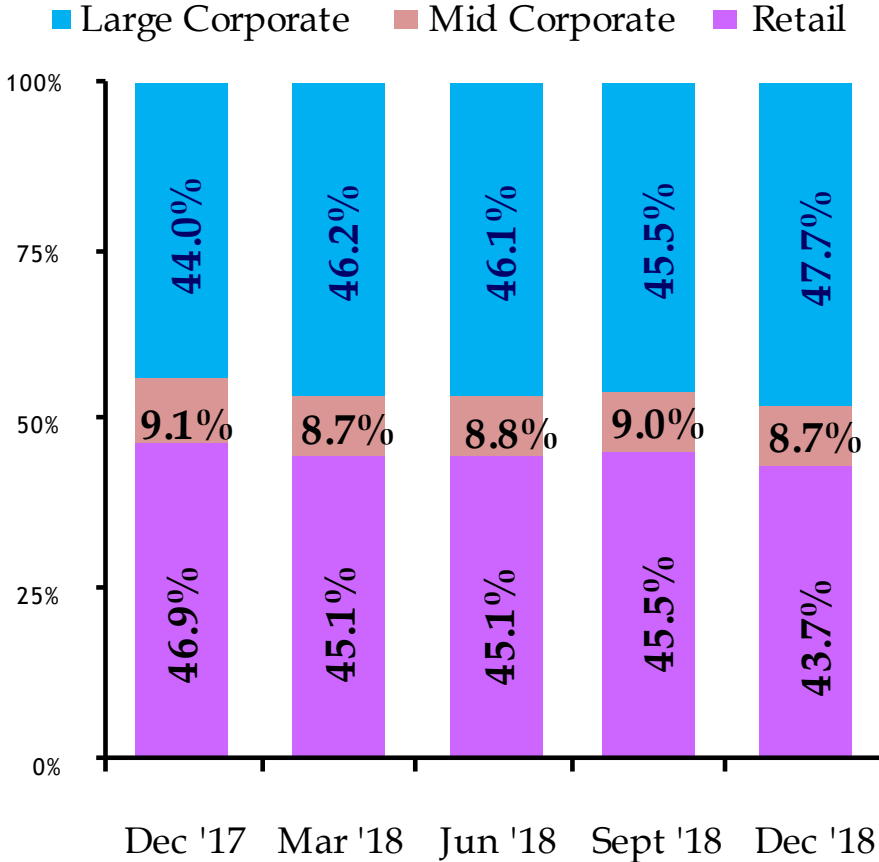
Advances [Net] (₹ crs)



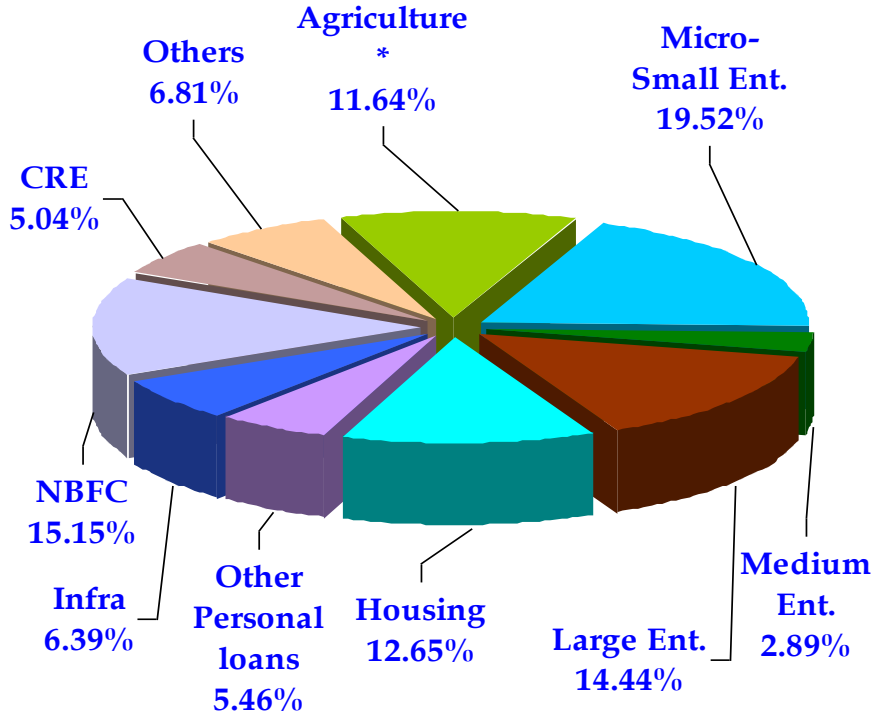
Rating	No of Borrowers	Balance O/s (in crs)	% to GBC
AAA	22 (17)	7,280.85 (4,663.25)	13.80 (10.38)
AA	40 (33)	5,619.46 (4,140.50)	10.65 (9.22)
A	33 (30)	1,318.52 (1,029.21)	2.50 (2.29)
BBB	74 (58)	1,590.55 (1,502.60)	3.01 (3.35)
BB	73 (66)	1,981.43 (1,666.85)	3.75 (3.71)
B	30 (31)	458.84 (452.44)	0.87 (1.01)
C	1 (-)	13.89 (-)	0.03 (-)
D	24 (22)	873.14 (1,099.58)	1.65 (2.45)
Total	297 (257)	19,136.68 (14,554.43)	36.27 (32.41)
Gross Bank Credit		52,768.93 (44,916.84)	



Retail & Corporate Advances (%)



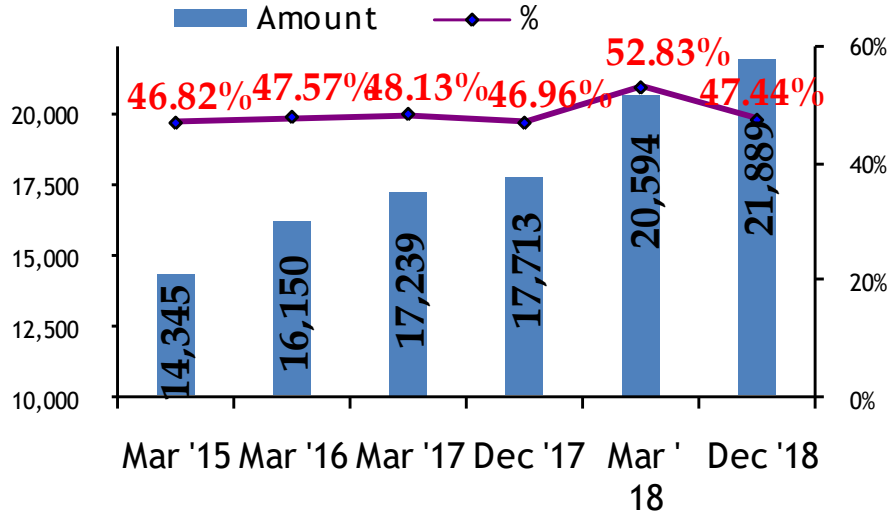
Segmentation of Gross Advances (Dec '18)



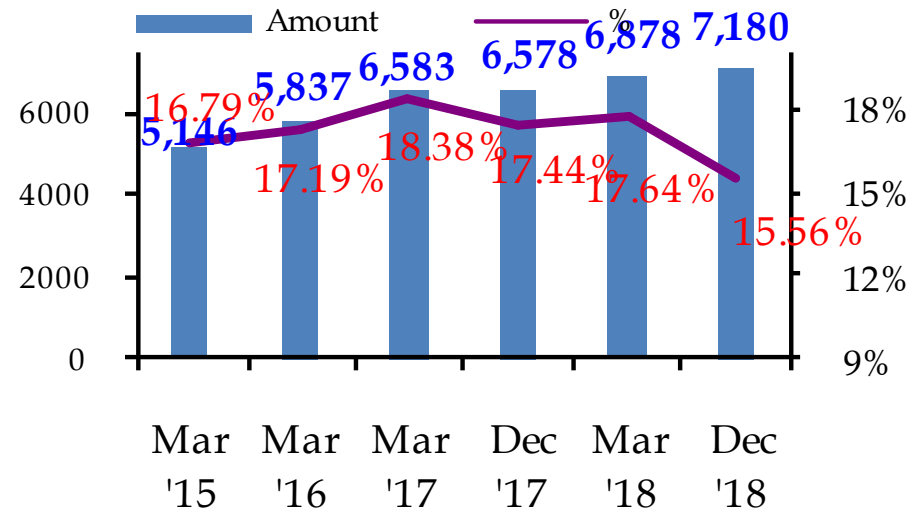
* However, this works out to 15.56% of the ANBC of 31.12.2017.



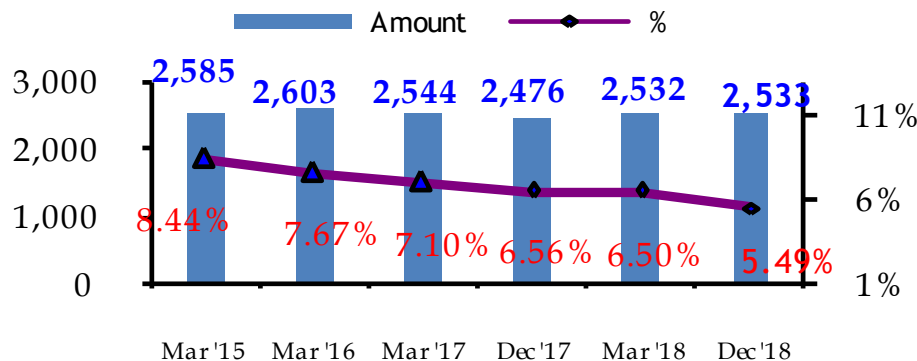
Priority Sector Advances (₹ crs)



Agriculture Advances (₹ crs)



Advances to Weaker Section (₹ crs)

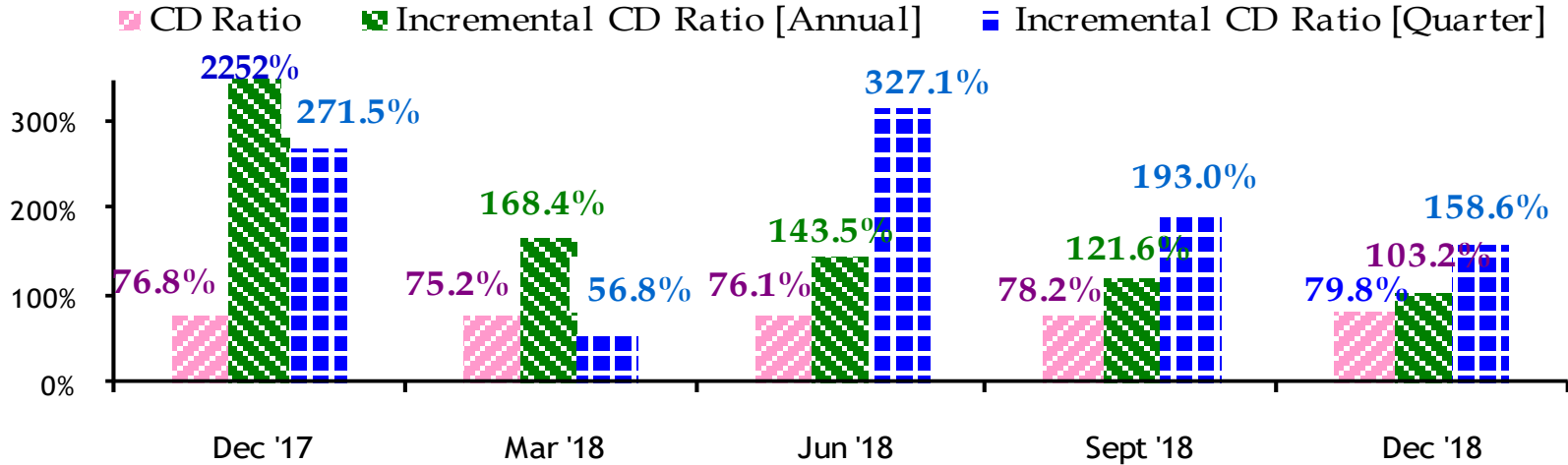


* Base figure for the calculation of % is ANBC as on March 31st of previous year.

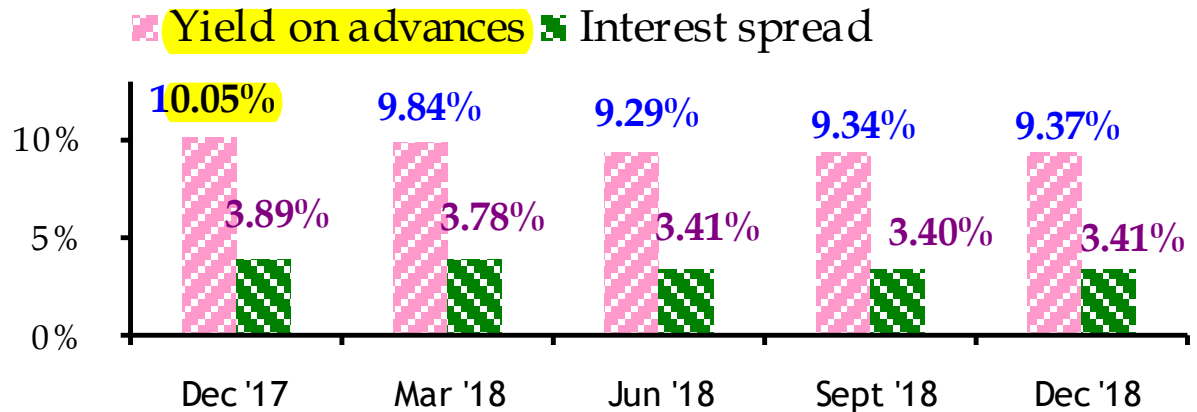
CD Ratio & Yield on Advances



Credit Deposit ratio (%)

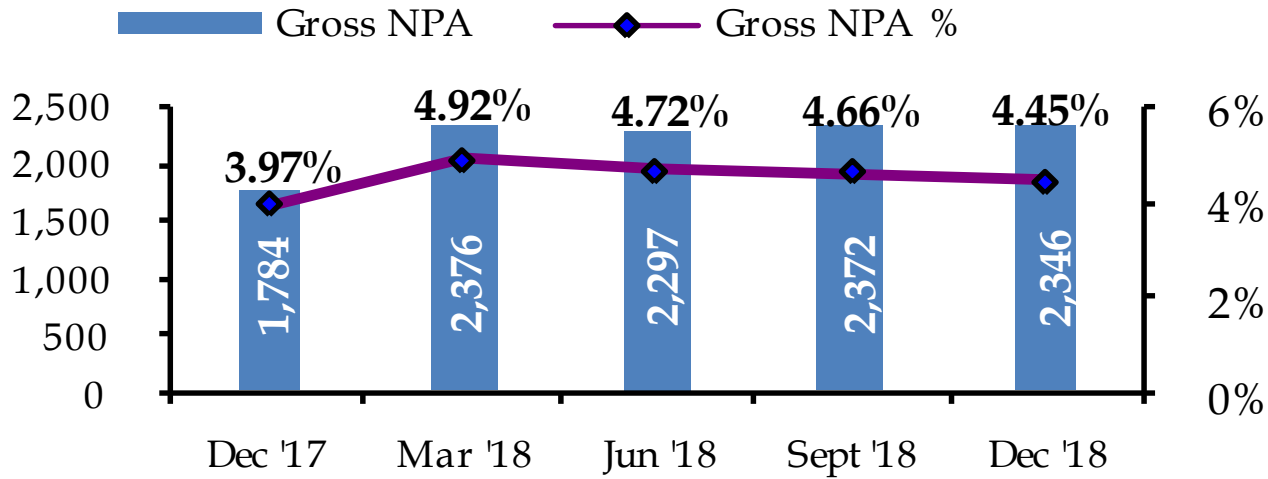


Yield on Advances & Interest Spread (%)

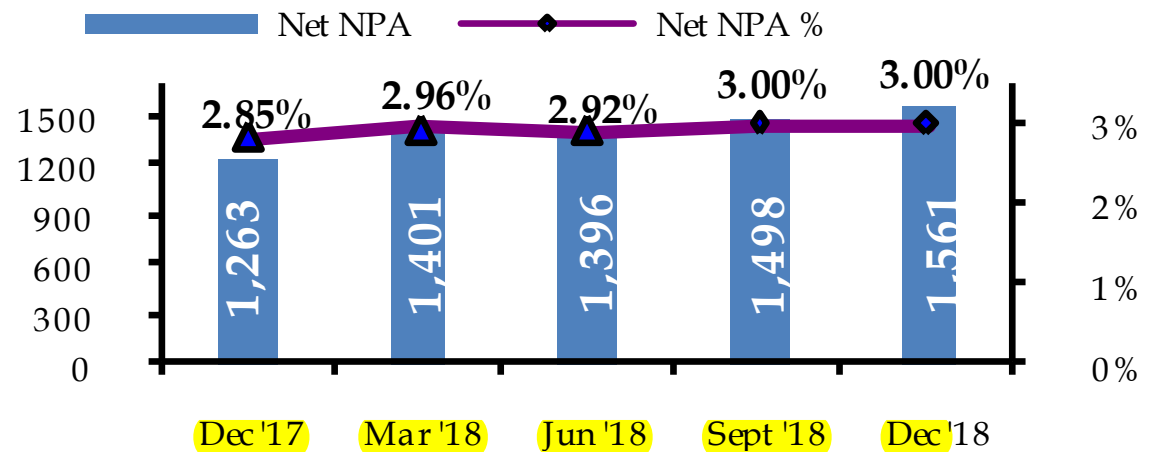




Gross NPAs (₹ crs)

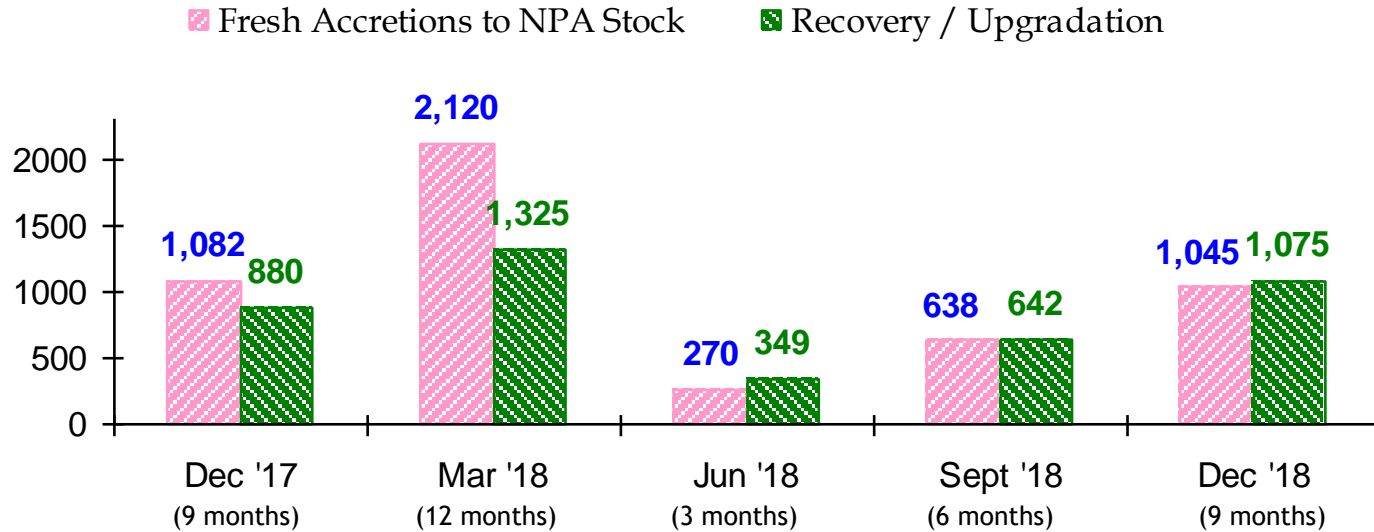


Net NPAs (₹ crs)

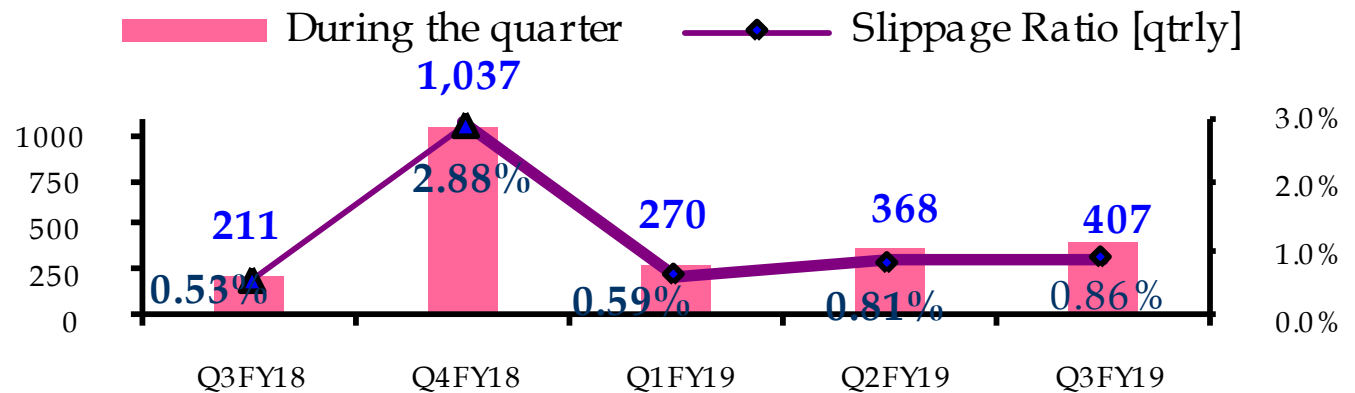




Fresh accretions and recoveries (₹ crs)



Slippages (₹ crs)



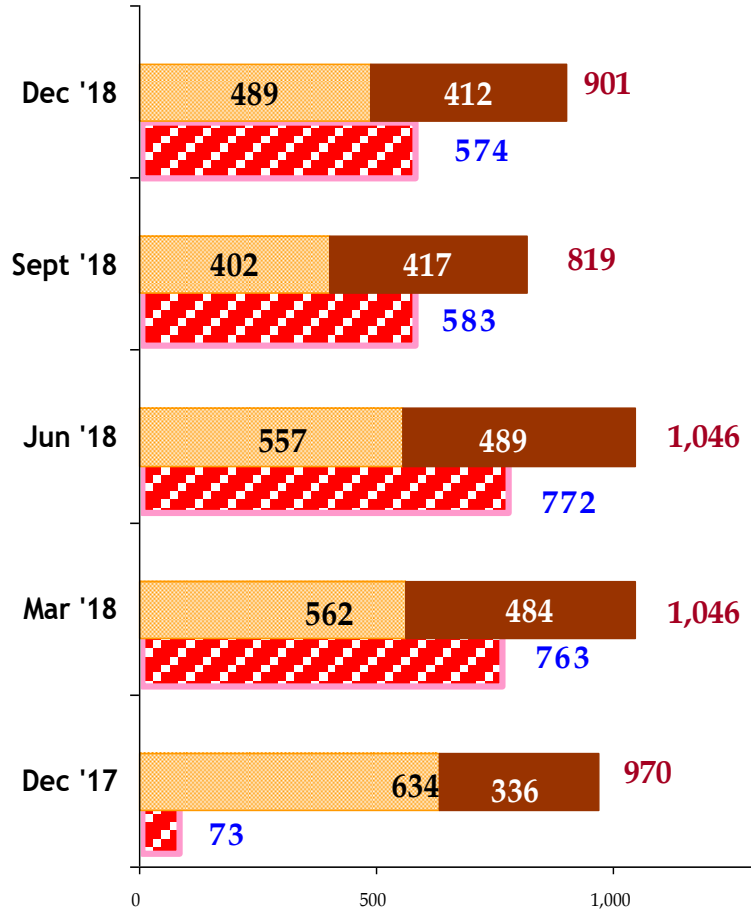
Restructured Advances



(₹ crs)

Restructured loans & related accounts

Restructured loans Related a/cs Of which, NPA



Sector wise Restructured Adv. as Dec '18:

Sector	Restructured Adv.	Of which, NPA
Large Industry	453.51	393.62
Infrastructure	277.94	162.07
MSME [excl. Infrastructure]	57.18	9.40
Agriculture	42.28	8.87
Others	24.54	-
Housing	21.45	0.01
Personal	20.28	0.01
Education [Individual + Institution]	3.03	-
Wholesale/Retail Trade [excl. services]	0.91	-
Grand Total	901.13	573.97

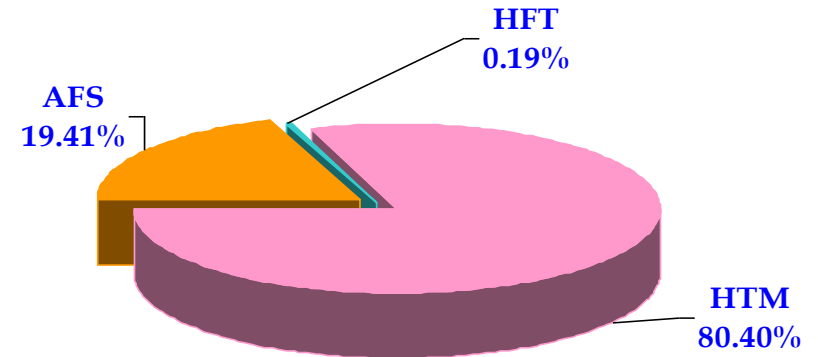
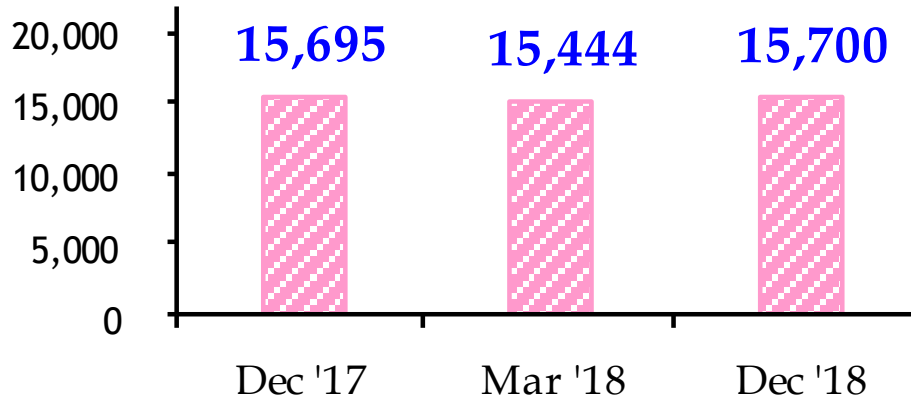


	No. of a/cs	Amount (₹ in cr)
Opening balance as on 30.09.2018	24	346.74
Addition	30	421.69
Deletion / Upgradation	29	434.86
Position as on 31.12.2018	25	333.57

Investments

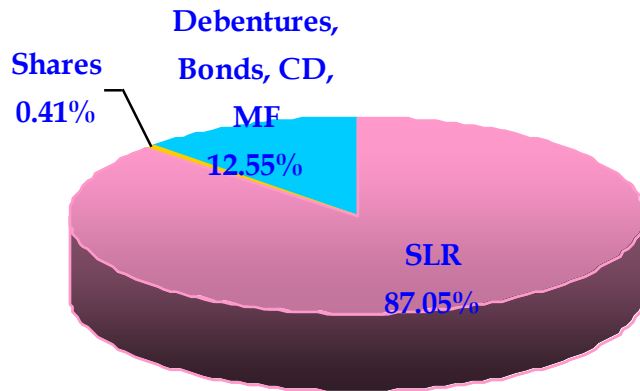


Investments [excl. RIDF] (₹ crs)

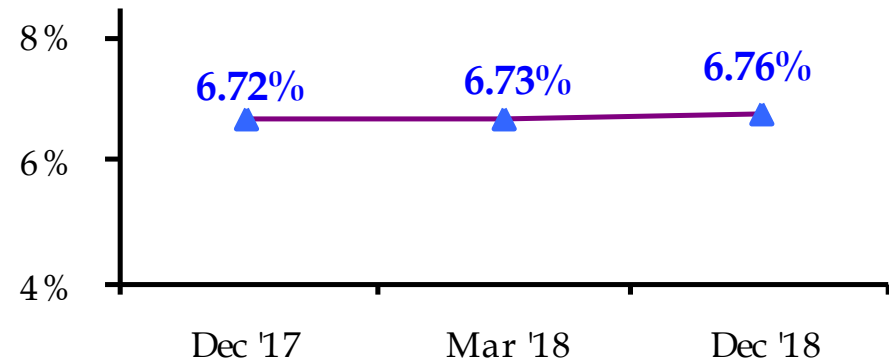


Duration

AFS	HFT	HTM	TOTAL
2.62	1.05	5.31	4.77



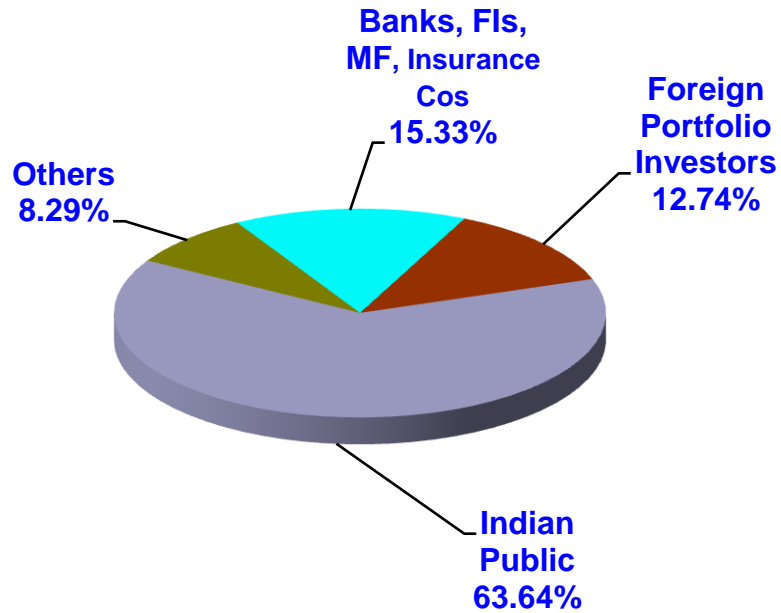
Yield on Investments (%)



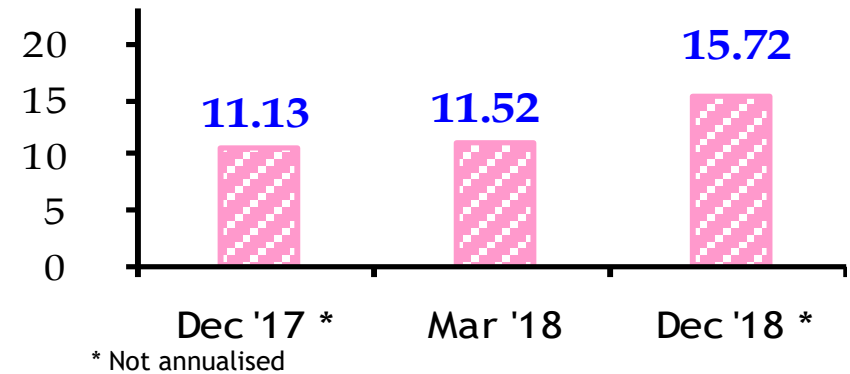
Share holders' value



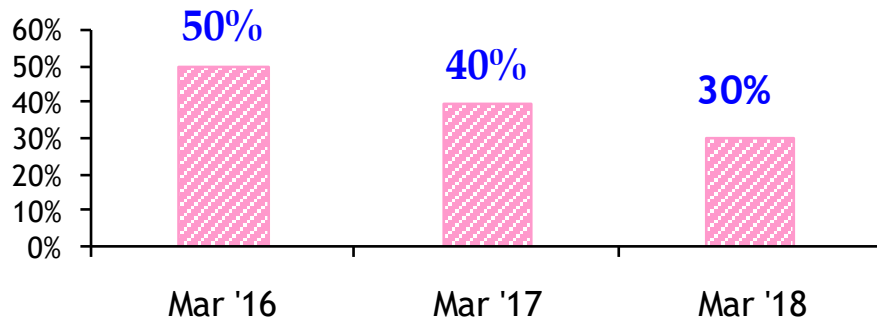
Share holding pattern (Dec '18)



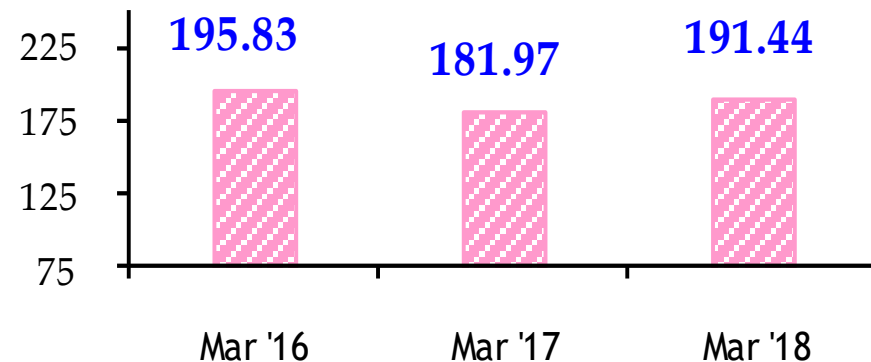
Earning Per Share (₹)



Dividend (%)



Book value (₹)

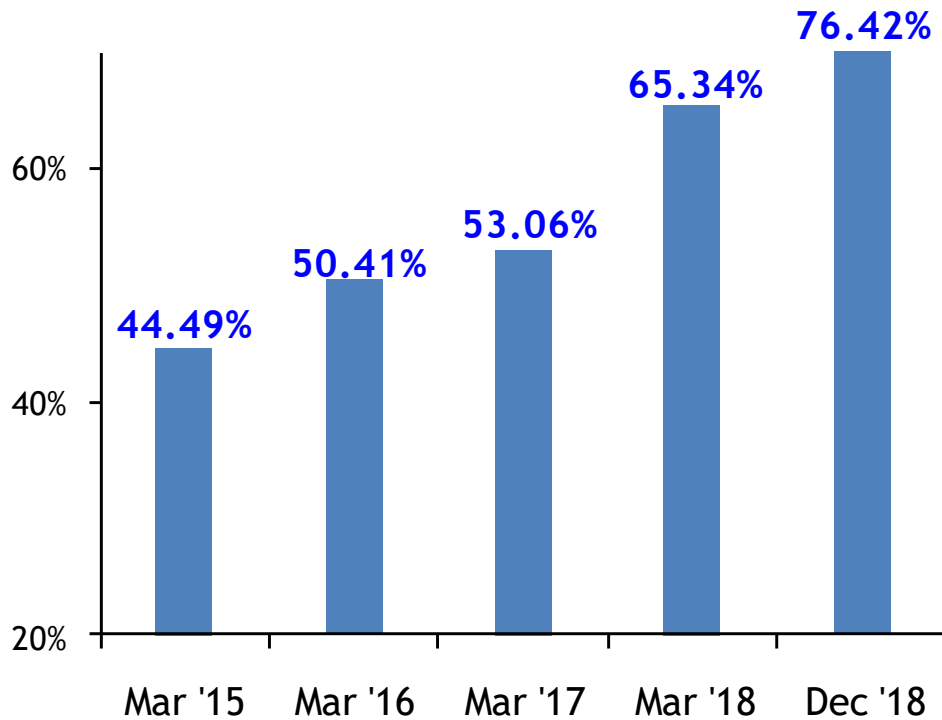


Leveraging on Technology



Migration to Digital Channel

[share of ADC transactions to total CBS transactions]



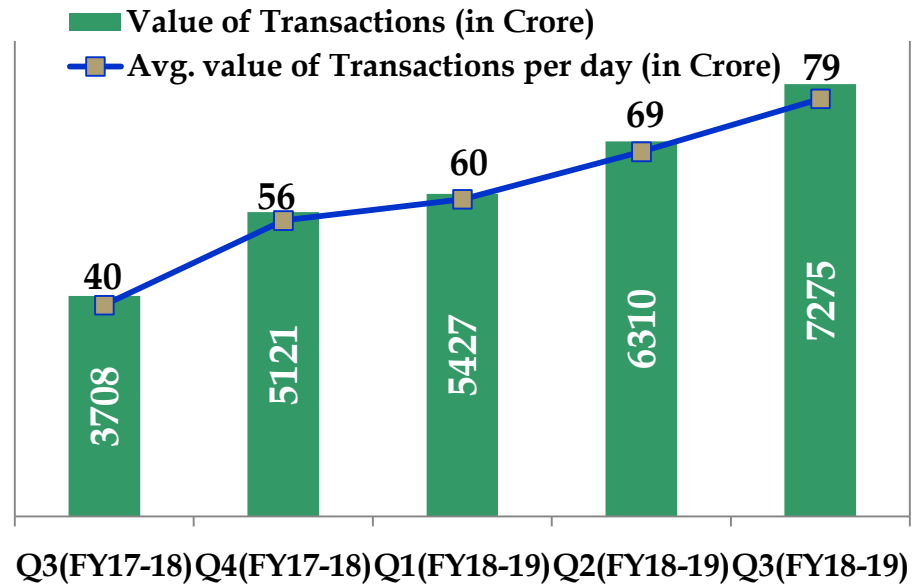
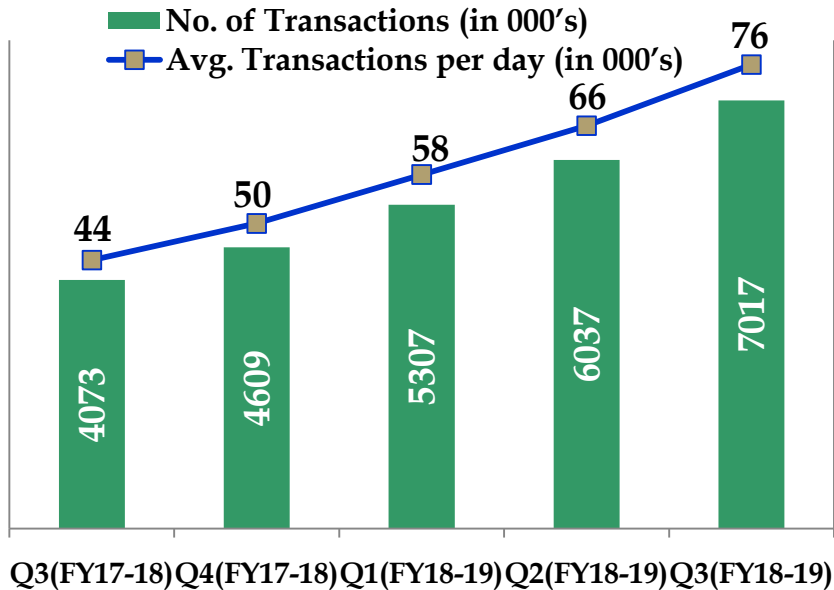
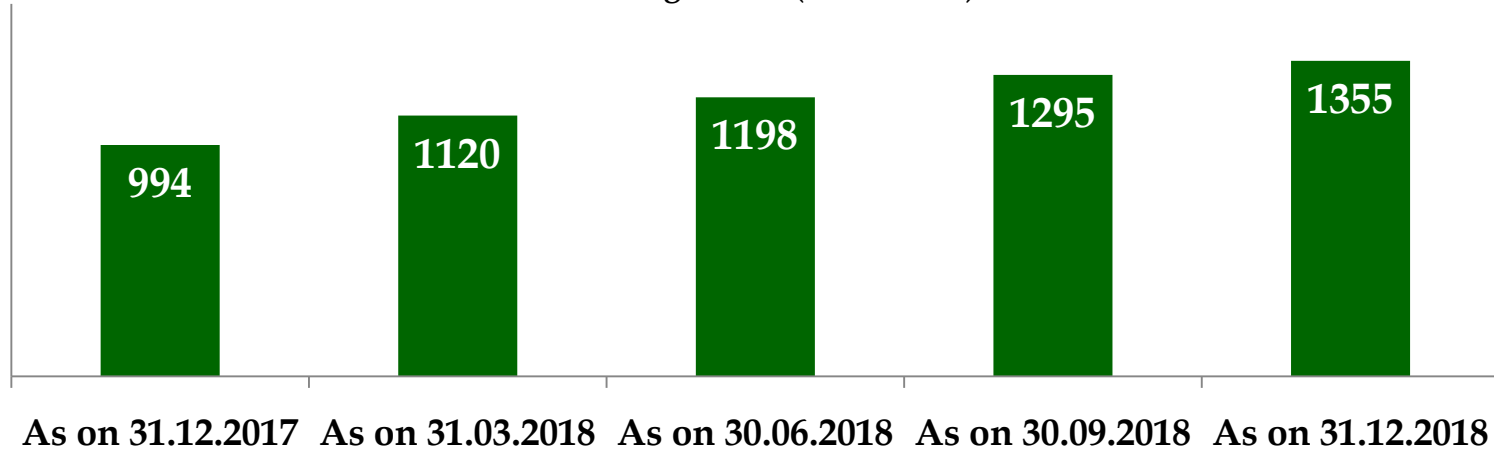
MULTI-DIMENSIONAL BANKING. POWERED BY TECHNOLOGY.



Mobile Banking



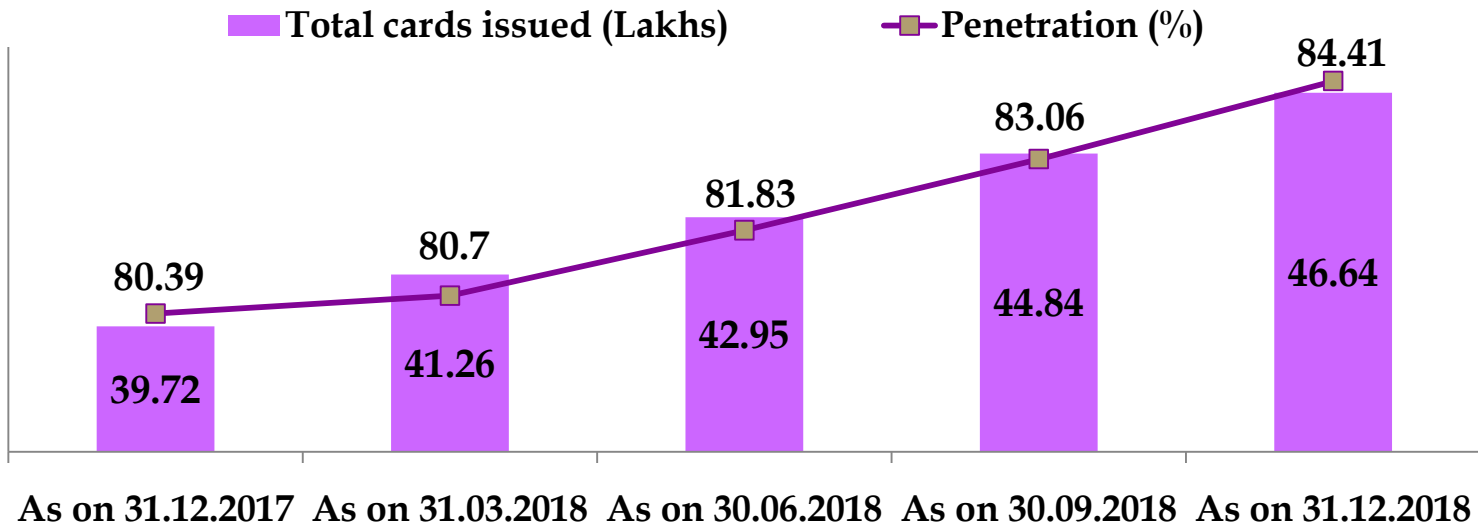
No. of Regd users (Thousands)



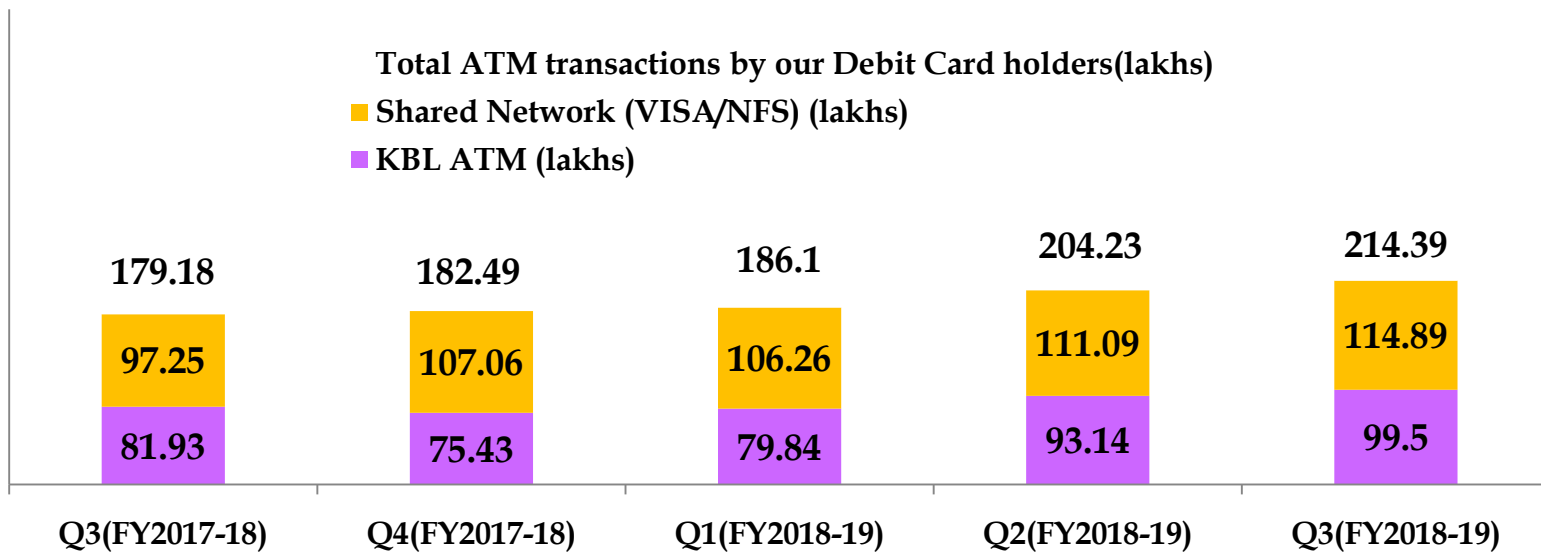
Debit Cards



Debit cards Penetration

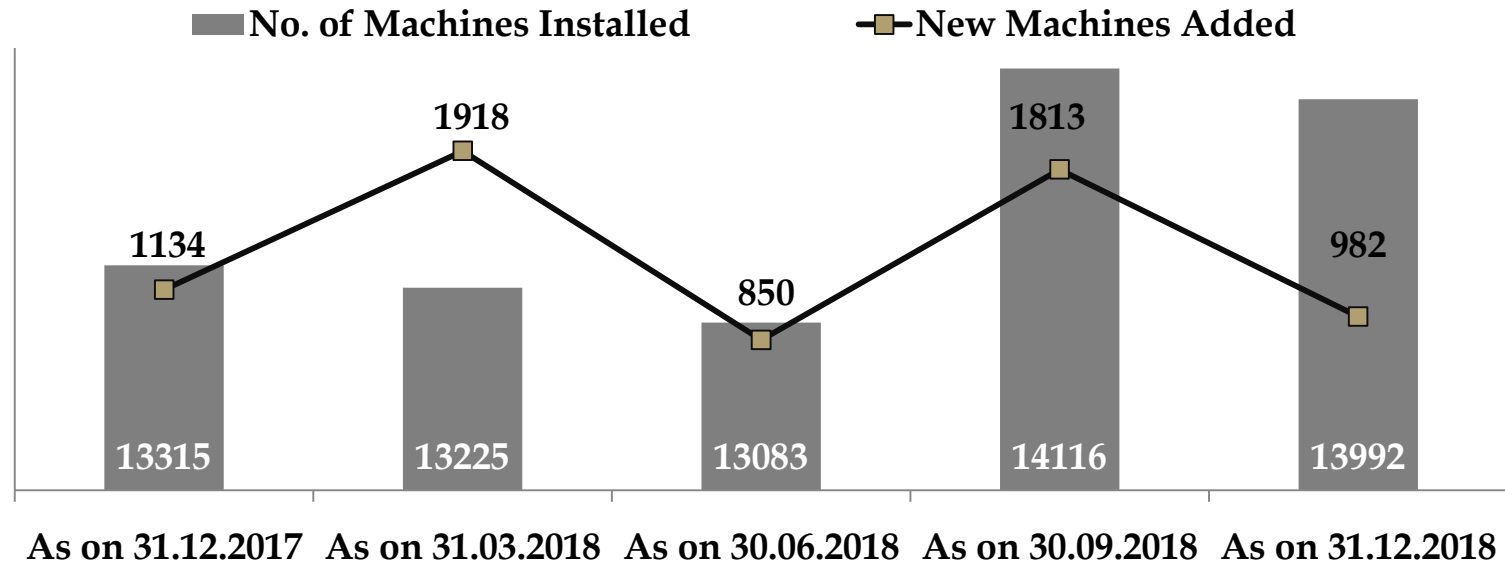


Cards Usage

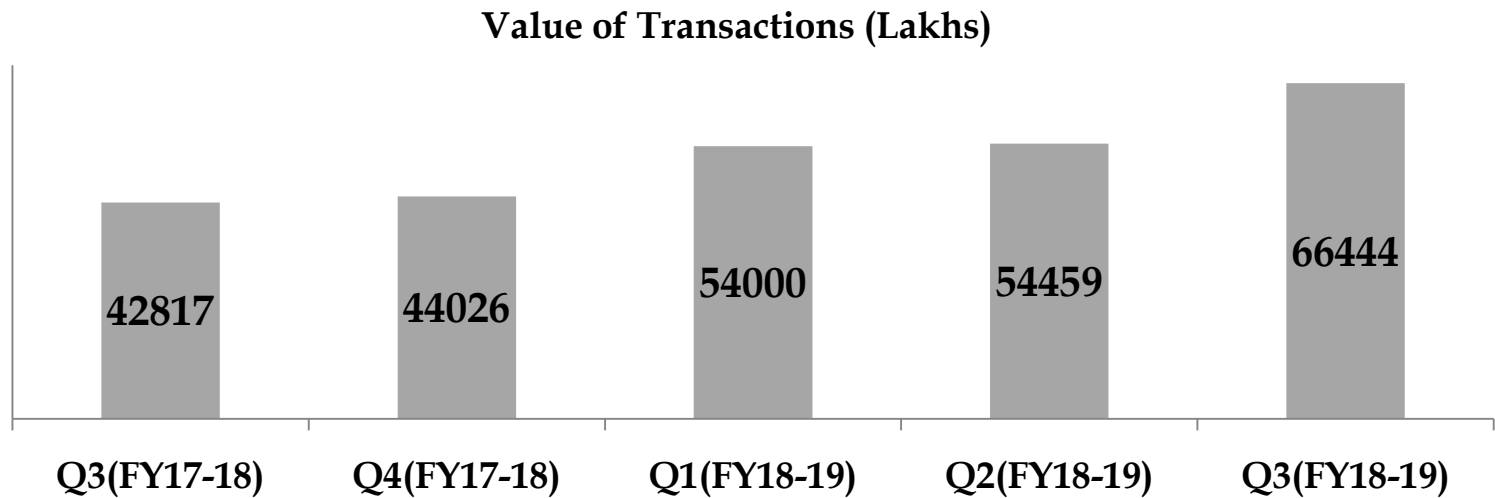




POS Installation Report



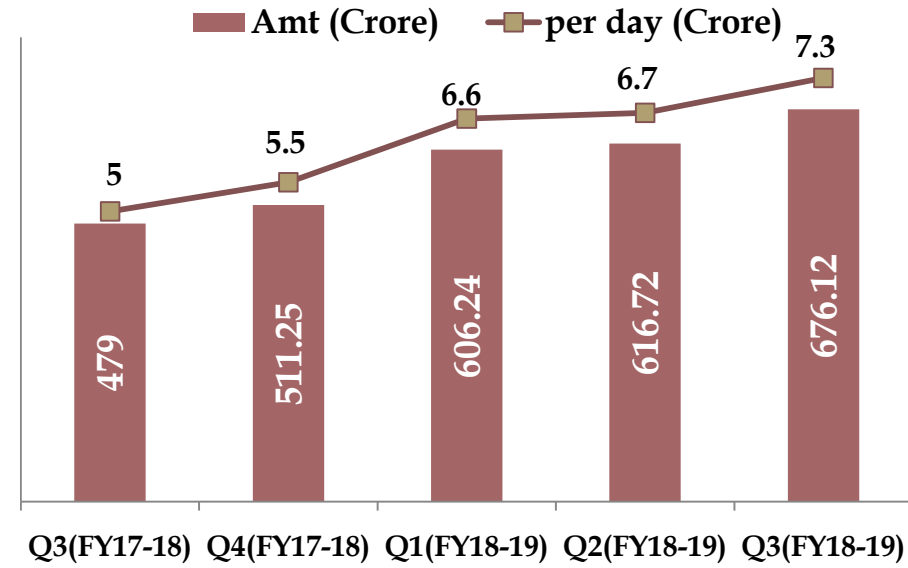
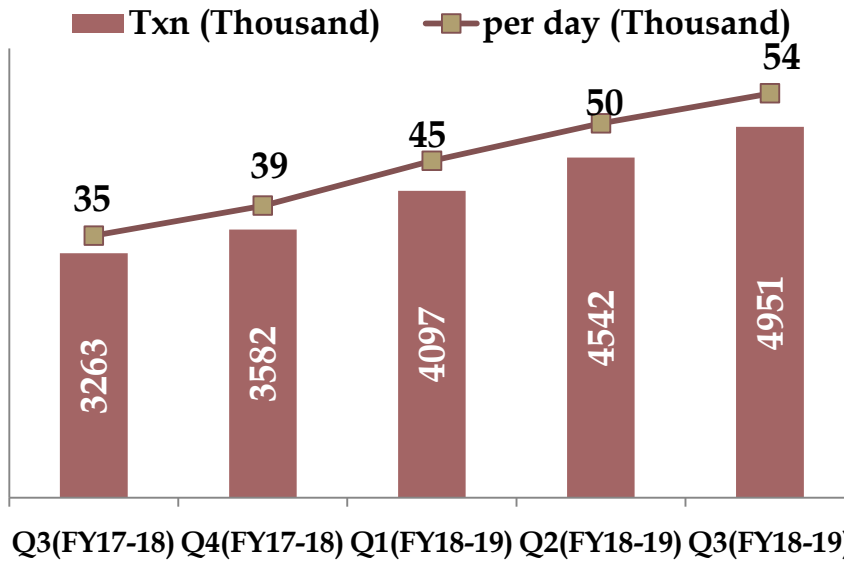
POS Transaction Value



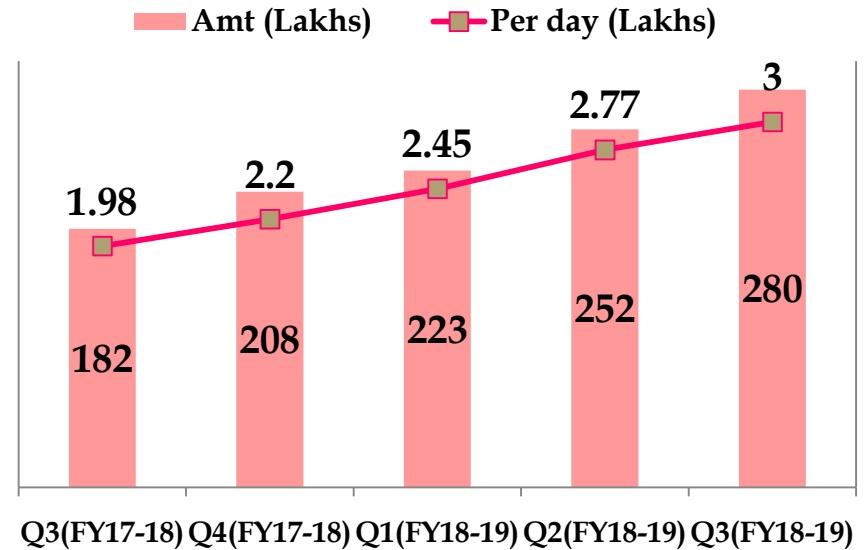
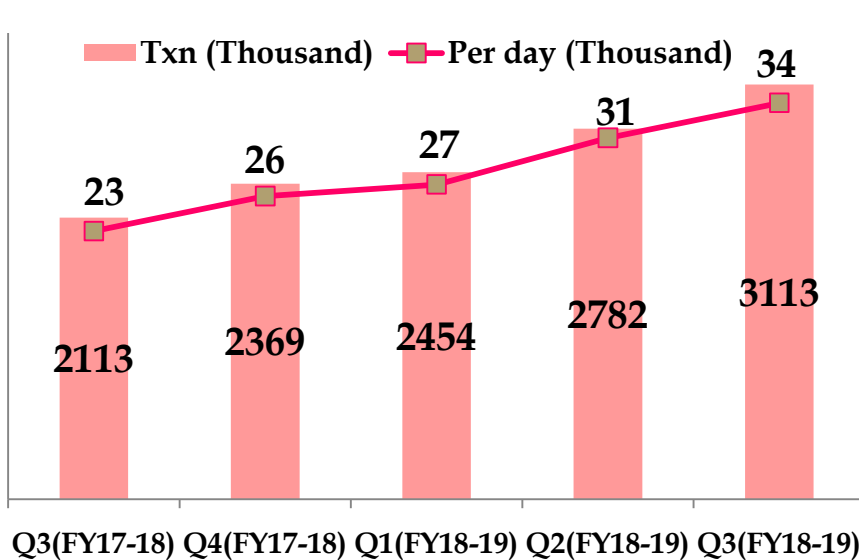
POS & ECOM transactions



POS Transactions



ECOM Transactions



Annexure

Deposits & Advances



₹ crs	<u>Dec-17</u>	<u>Mar-18</u>	<u>Dec-18</u>
Total Deposits	57,771	62,871	65,141
CASA Deposits	16,306	17,594	17,358
Retail Deposits	40,885	42,196	46,479
Wholesale Deposits	580	3,081	1,304
Total Advances	44,354	47,252	51,961
Priority Sector Advances	17,713	20,594	21,889
Agri Advances	6,578	6,878	7,180
MSE Advances	9,265	9,683	10,301
Advances to Weaker Section	2,476	2,532	2,533

Income & Expenditure



₹ crs	<u>Mar-18</u> [12 months]	<u>Dec-17</u> [9 months]	<u>Dec-18</u> [9 months]
Interest Income	5,424	3,981	4,375
Interest Expense	3,566	2,665	2,951
Net Interest Income	1,858	1,316	1,424
Fee Income	757	474	591
Treasury Income	197	185	120
Non-Interest Income	954	660	711
Total Income (Net of Interest Expense)	2,812	1,976	2,135
Operating Expenses	1,339	978	1,009
Operating Profit	1,473	998	1,126
Provision for loan losses in Adv. / losses in Invts. / Taxes / other	1,147	683	710
Net Profit	326	315	416

Interest Income & Interest Expenditure



₹ crs	<u>Mar-18</u> [12 months]	<u>Dec-17</u> [9 months]	<u>Dec-18</u> [9 months]
<u>Interest Income</u>			
Interest Income	5,424	3,981	4,375
Interest on Advances	4,082	3,002	3,473
Interest on Investments	1,162	894	826
Other interest	180	85	76
Yield on Advances	9.84%	10.05%	9.37%
Adjusted yield on Invts.	7.31%	7.80%	7.45%
<u>Interest Expense</u>			
Interest Expense	3,566	2,665	2,951
Interest on Deposits	3,473	2,601	2,837
Other interest	93	64	114
Cost of Deposits	6.06%	6.16%	5.96%
<u>Net Interest Income</u>			
Net Interest Income	1,858	1,316	1,424
Interest Spread in Lending	3.78%	3.89%	3.41%
Net Interest Margin on average earning assets	3.18%	3.07%	2.95%

Capital Adequacy under BASEL III



₹ crs	<u>Dec-17</u>	<u>Mar-18</u>	<u>Dec-18</u>
Total Risk Weighted Assets	43,327	44,981	48,652
Total Capital Fund	5,313	5,414	5,826
Total Tier I Capital	4,827	5,079	5,066
Paid up Equity Capital	283	283	283
Reserves under Tier I Cap.	4,545	4,796	4,783
Total Tier II Capital	485	335	761
Surplus Provisions & Reserves	360	235	261
Subordinated Debt Fund	125	100	500
Total CRAR	12.26%	12.04%	11.98%
CRAR Common Equity Tier I Capital	11.14%	11.29%	10.41%
CRAR Tier I Capital	11.14%	11.29%	10.41%
CRAR Tier II Capital	1.12%	0.75%	1.56%

Corporate Social Responsibility



Donation of Ride-on Industrial Sweeper machine to Shree Durgaparameshwari Temple, Kateel.



Donation of school bus to Kuvempu Govt. Model Higher Primary School, Post Thekkatte, Kundapura Taluk, Udupi District.



Donation of desks to Dakshina Kannada Jilla Panchayath Model Higher Primary School, Moodambail, Kasaragod District, Kerala.



- ❖ Launched Deposit Only Card.
- ❖ Opened Currency Chest at Mangaluru.
- ❖ Launched Centralized Account Opening process for CASA accounts.
- ❖ Launched Cash@PoS facility.
- ❖ Launched DigiLocker Account facility through MoneyClick® Internet Banking.
- ❖ Integrated Bank's education loan scheme with Govt of India's Vidya Lakshmi Portal for online education loan.
- ❖ Launched 'QR code' instant two-wheeler insurance policy.
- ❖ Launched new mobile banking app 'KBL-Mobile Plus'.



BCG as transformation consultant

As a part of Transformation journey,

- Launched Regional Loan Processing Centres [RLPCs] at all the Regions.
- Focus on Housing, Retail & MSME loans at these RLPCs.
- Tied up with more number of DSAs, BSAs and MRAs, pan India, to strengthen the credit portfolio.
- Tied up with M/s A & A Dukaan Financial Services Pvt Ltd [BankBazaar] & M/s PaisaBazaar for Digital Home Loan sourcing.
- Launched "KBL FORCE" - an integrated Lead Management System (LMS).
- Introduced Collection Management System.
- Launched "KBL KOLLECT+" - a Collection tool, on pilot basis at Bengaluru.
- Revamped Internet Banking.
- Implementation of Employee Satisfaction and Career Development System [ESCDS] and Key Result Area [KRA].



BCG as transformation consultant

Contn...

- Bank's first 'Digi Branch' was inaugurated at Bengaluru.
- Reorganization of Credit Department with the creation of separate Credit-Sales department, with focus on marketing.
- A new institutional SB product called KBL SB-TASC (Trusts, Associations, Societies & Clubs) was launched.



Awards & accolades received during the FY 2018-19:

- ❖ “SMEs Excellence Award - 2018” under “Excellent Service (Private sector)” category, instituted by ASSOCHAM.
- ❖ “Best MSME Bank Award - Runner Up” instituted by Chamber of Indian Micro Small & Medium Enterprises [CIMSME].
- ❖ “Best Performing Bank” under the following categories of Atal Pension Yojana,
 - ‘People First’ campaign at Tamilnadu for 100% branch activation,
 - ‘Icons of inspiration’ campaign, held during 2017-18,
 - ‘Best Private Bank’ during 2017-18,
 - ‘Winners Arts of Possible’ campaign 2018-19,
 - ‘Winners of Winning Wednesday’ campaign - New Delhi - R K Puram Branch,
 - ‘Winners of Winning Wednesday’ campaign - Delhi Regional Office,
 - Lead to Leap for FY 2018-19,
- ❖ **STP Award 2017:** In recognition of Bank’s outstanding payment formatting and straight through rate, instituted by Bank of New York, Mellon.



Shri Ravichandran S, Deputy General Manager of Delhi Regional Office, receiving the 6th ASSOCHAM SMEs Excellence Award - 2018 under ‘Excellence Service (Private sector)’ category, from Shri Conrad K Sangma, Hon’ble Chief Minister of Meghalaya, in the award function held at Delhi on 24.10.2018.



Business Strategy



- ❖ **Business Turnover of ₹ 1,30,000 crore.**
- ❖ **Opening of 35 new Branches to take the total no. of Branches to 835.**
- ❖ **To introduce following products & services:**
 - Robotic Process Automation (RPA),
 - Customer Relationship Management (CRM),
 - Artificial intelligence powered Chatbot,
 - Online Mutual Fund Platform,
 - TReDS (Trade Receivables Electronic Discounting System),
 - Corporate Mobile Banking,
 - Grievance Redressal through CRM Software.



- ❖ Minimum space maximum business.
- ❖ Credit augmentation
 - Focusing on MSME sector
 - Focusing on mid-corporate & retail sectors
 - Redesigning Home loan product
 - Flow based lending and an exclusive personal loan product.
- ❖ NPA & Stressed Assets management
 - Minimizing slippages and improving recovery management.
 - A comprehensive collection mechanism.
- ❖ CASA deposits
 - Focusing on customer onboarding to increase CASA as well as cross selling.
- ❖ Digital Banking initiatives
 - Establishing Digital Centre of Excellence(DCoE)
 - Focusing on digital marketing of Bank's products & services
 - Value addition to Bank's existing Mobile Banking channel
 - Installation of self service kiosks
 - Comprehensive IT and Digital Strategy - Requirement of critical applications and IT infrastructure
- ❖ Parabanking activities.
- ❖ Partnering with an efficient call center handling company for handling service calls for better customer service and handling sales and collection calls for marketing and credit monitoring.



WE EXPRESS OUR HEARTFELT GRATITUDE TO ALL OUR STAKE HOLDERS FOR THEIR TRUST & SUPPORT AND SOLICIT THEIR CONTINUED PATRONAGE, AS WE CONTINUE OUR JOURNEY WITH RENEWED DEDICATION & COMMITMENT TO MAKE OUR BELOVED KARNATAKA BANK A FINANCIAL POWER HOUSE.

Thank You

Board of Directors



P Jayarama Bhat
Non Executive Chairman



Mahabaleshwara M S
Managing Director & CEO



Ashok Haranahalli
Bengaluru
Advocate



Rammohan Rao Belle
Bengaluru
Former MD & CEO,
SBI Gen. Insu. Co. Ltd



B A Prabhakar
Bengaluru
Former Chairman & MD of
Andhra Bank



U R Bhat
Mumbai
Investment Adviser &
Columnist



Keshav Krishnarao Desai
Hubballi
Businessman



D. Surendra Kumar,
Shri Kshethra Dharmastala,
Dakshina Kannada
Educationist



Mrs Mythily Ramesh,
Bengaluru
IT Professional and Co-Founder
&CEO of NextWealth



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