



# Investor Presentation

## 3<sup>rd</sup> Quarter/9 Month FY 18

January 23, 2018



# Disclaimer

By attending the meeting / telephonic call where this presentation is made, or by reading the presentation materials, you agree to be bound by the following limitations:

The information in this presentation has been prepared by RBL Bank Limited (the "Company") for use in presentations by the Company at analyst and investor meetings and does not constitute a recommendation regarding the securities of the Company. No representation or warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information, or opinions contained herein. Neither the Company nor any of its advisors or representatives shall have any responsibility or liability whatsoever (for negligence or otherwise) for any loss howsoever arising from any use of this presentation or its contents or otherwise arising in connection with this presentation. The information set out herein may be subject to updating, completion, revision, verification and amendment and such information may change materially. Neither the Company nor any of its advisors or representatives is under any obligation to update or keep current the information contained herein. The information communicated in this presentation contains certain statements that are or may be forward looking. These statements typically contain words such as "will", "expects" and "anticipates" and words of similar import. By their nature forward looking statements involve risk and uncertainty because they relate to events and depend on circumstances that will occur in the future. Any investment in securities issued by the Company will also involve certain risks. There may be additional material risks that are currently not considered to be material or of which the Company and its advisors or representatives are unaware. Against the background of these uncertainties, readers should not unduly rely on these forward looking statements. The Company, its advisors and representatives assume no responsibility to update forward-looking statements or to adapt them to future events or developments.

This presentation has been prepared for informational purposes only. This presentation does not constitute a prospectus under the (Indian) Companies Act, 1956 and will not be registered with any registrar of companies. Furthermore, this presentation is not and should not be construed as an offer or a solicitation of an offer to buy securities for sale in the India. This presentation and the information contained herein does not constitute or form part of any offer for sale or subscription of or solicitation or invitation of any offer to buy or subscribe for any securities of the Company, nor should it or any part of it form the basis of, or be relied on in connection with, any contract or commitment whatsoever. The securities of the Company have not been and will not be registered under the U.S. Securities Act of 1933, as amended (the "Securities Act"), and may not be offered, sold or delivered within the United States or to U.S. persons absent from registration under or an applicable exemption from the registration requirements of the United States securities laws. This presentation and the information contained herein is being furnished to you solely for your information and may not be reproduced or redistributed to any other person, in whole or in part. In particular, neither the information contained in this presentation nor any copy hereof may be, directly or indirectly, taken or transmitted into or distributed in the U.S., Canada, Australia, Japan or any other jurisdiction which prohibits the same except in compliance with applicable securities laws. Any failure to comply with this restriction may constitute a violation of the United States or other national securities laws. No money, securities or other consideration is being solicited, and, if sent in response to this presentation or the information contained herein, will not be accepted.

By reviewing this presentation, you are deemed to have represented and agreed that you and any person you represent are either (a) a qualified institutional buyer (within the meaning of Regulation 144A under the Securities Act) or (b) not a U.S. person (as defined in Regulation S under the Securities Act) and are outside of the United States and not acting for the account or benefit of a U.S. person.

**ALL FIGURES IN THIS DOCUMENT ARE IN INR CRORE UNLESS MENTIONED OTHERWISE ; 1 CRORE = 10 MILLION**

# Glossary and Key Notes

9M	Nine month period ended December 31 (April 1 to December 31)	INR	Indian Rupee
AEPS	Aadhaar Enabled Payment System	IPO	Initial Public Offering
Agri	Agribusiness Banking	LAP	Loan Against Property
API	Application Programming Interface	LIC	Life Insurance Corporation
ARC	Asset Reconstruction Company	MF	Mutual Funds
ATM	Automated Teller Machine	MFI	Microfinance Institution
BC	Business Correspondent	Mn	Million
BIL	Business Installment	MSME	Micro, Small and Medium Enterprises
Bps	Basis Points	NABARD	National Bank for Agriculture and Rural Development
C&IB	Corporate & Institutional Banking	NFB	Non Fund Based
CAGR	Compounded Annual Growth Rate	NIM	Net Interest Margin
CASA	Current Account and Savings Account	NNPA	Net Non Performing Assets
CB	Commercial Banking	NPA	Non Performing Assets
CBDT	Central Board for Direct Taxes	NPCI	National Payments Corporation of India
CC	Credit Card	NRI	Non Resident Indian
CEO	Chief Executive Officer	p.a.	Per annum
CET1	Core Equity Tier 1	PCR	Provision Coverage Ratio
Cr	Crore	PIL	Personal Installment Loan
CRAR	Capital to Risk Weighted Assets Ratio	Q2	3 month period ended September 30( July 1 - September 30)
CSP	Customer Service Point	Q3	3 month period ended December 31( October 1 - December 31)
CSR	Corporate Social Responsibility	QoQ	Quarter on Quarter
DB & FI	Development Banking & Financial Inclusion	RBI	Reserve Bank of India
DBT	Direct Benefit Transfer	RoA	Return on Assets
FICC	Fixed Income, Currency and Commodity	RoE	Return on Equity
FPI	Foreign Portfolio Investor	RWA	Risk Weighted Assets
FY	12 month period ended March 31	S4A	Scheme for Sustainable Structuring of Stressed Assets
GNPA	Gross Non Performing Assets	SDR	Strategic Debt Restructuring
G-Sec	Government Securities	SLR	Statutory Liquidity Ratio
GST	Goods and Services Tax	UPI	Unified Payments Interface
H1	6 month period ended on September 30 (April 1 to September 30)	US	United States
HUF	Hindu Undivided Family	VCF	Venture Capital Funds
IFI	Institutional Financial Inclusion	YoY	Year on Year

# Table of Contents

Topic	Page Number
Key Performance Highlights	5
RBL Vision 2020	7
Financial Performance	11
Distribution Network	25
Shareholding Pattern and Ratings	27
Annexures	29



# Key Performance Highlights

# Strong Performance on All Parameters

## Q3 FY 18 Financial Highlights

- ▶ **Completion of seven years into our transformation journey with CAGR of 62% p.a. in Advances and 47% p.a. in PAT**
- ▶ **Extremely solid results supported by YoY Net Interest Income growth of 45%, QoQ growth of 11%**
- ▶ **NIM improving consistently – 3.29% in FY17, 3.54% in Q1 FY18, 3.74% in Q2 FY18 and 3.89% Q3 FY 18**
- ▶ **Increasing granularity in Other Income streams with Core fee growth of 50% YoY. Other Income to Net Total Income at 36%**
- ▶ **Operating Profit growth of 42% YoY, Net profit growth of 28% YoY (31% excluding charge for investment in Utkarsh Micro Finance Limited)**
- ▶ **Advances growth of 38% YoY, Deposit growth of 29% and CASA growth of 34% YoY**
- ▶ **Net Credit Cost reducing consistently from 30 bps in Q1 FY18, 22 bps in Q2 FY18 and 20 bps in Q3 FY18 and trending downwards.**



# RBL Vision 2020

# Performance Tracking to Vision 2020 Goals

	RBL Vision 2020 (Post IPO/Sept 2016)	Actual Q3 18
Advances	30-35% CAGR	38%
CASA Ratio	0.75 - 1% increase every year	FY 16: 18.6% Q3 18: 24.0 %
Other Income %	~ 1/3 <sup>rd</sup> of Net Total Income	35.6%
Operational Efficiency	Cost/Income ratio of 51% - 52% by 2020	FY 16: 58.6% Q3 18: 54.0%
Return Ratios	~ 1.50% RoA by 2020	FY 16 : 0.98% Q3 18: 1.22%



# Key Initiatives of Vision 2020



## Technology

### Leveraging technology to acquire, engage and service clients

*API banking, Abacus (Digital savings account); Fintech Partnerships (Moneytap, Zeta) ; Credit card partnerships (Bajaj Finserv, BookMyShow, HyperCity)*



## Distribution

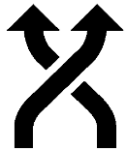
### Enhancing distribution through a combination of owned branches, BCs, Customer Service Points ('CSPs')

*246 own branches, over 750 BC branches (including 188 Banking Outlets) and 1,00,000 CSPs serve over 4.0 Mn customers pan-India*



### Creation of Transaction and Payment platforms that leverage changes in ecosystem driven by Aadhaar, UPI, IndiaStack, GST etc.

*AEPS and UPI based mobile apps allow customers to transact through low cost channels  
Better availability of data for underwriting in case of retail and MSME businesses*



## Cross-sell

### Enhancing cross-sell across all businesses

*Strong analytics teams in place to analyze data to enhance cross sell and customer targeting*



## Mass Banking

### Increase presence in 'Mass Banking' - internal efforts, partnerships and acquisitions

*Extending network to individual loans in rural areas and offering deposits, insurance, DBT and remittance services*

*Pilot partnership underway in affordable housing*

# Our Fundamentals Have Resulted in Consistent Strong Performance

## Guiding Principles

*1. Focus on Effective Risk Management and Asset Quality*

*2. Prudent and profitable growth*

*3. Customer-centric and relationship approach*

*4. Focus on Operational Quality and Scalability*

*5. Leveraging Partnerships and Technology for Creating Customer Centric / Multi-channel Solutions*

## Key Pillars

**Robust corporate governance framework and processes**

**Broad Based Shareholder and Strong Capital Base**

**Professional and experienced management team**





# Financial Performance

# Strong Profitability Momentum Continues

Parameter	Q3 18	Q3 17	YoY	Q2 18	QoQ	9M 18	9M 17	FY 17
Net Interest Income	467	322	45%	420	11%	1,266	869	1,221
Other Income	258	182	42%	241	7%	756	519	755
Net Total Income	726	504	44%	661	10%	2,022	1,388	1,977
Operating Profit	333	235	42%	303	10%	948	639	920
Net Profit	165*	129	28%*	151	10%	457	316	446

Parameter	Q3 18	Q3 17	Q2 18	9M 18	9M 17	FY 17
Other Income/Total Income	35.6%	36.2%	36.5%	37.4%	37.4%	38.2%
Cost/Income	54.0%	53.3%	54.2%	53.1%	54.0%	53.4%
CRAR**	15.9%	14.6%	16.6%	15.9%	14.6%	13.7%
Net Interest Margin	3.9%	3.4%	3.7%	3.7%	3.2%	3.3%
Credit Cost/Advances (bps)***	20	13	22	72	53	85

\* Excluding charge on investment in Utkarsh Micro Finance Limited, Net Profit would have been Rs.169 cr and net profit growth would have been 31% YoY.

\*\* including interim profits \*\*\* Not Annualized

# Strong Growth in Advances; Stable Asset Quality

Parameter	9M 18	9M 17	YoY	H1 18	QoQ	FY 17
Advances	36,890	26,773	38%	33,576	10%	29,449
Deposits	38,623	30,005	29%	36,569	6%	34,588
Investment	13,071	12,838	2%	13,296	-2%	13,482

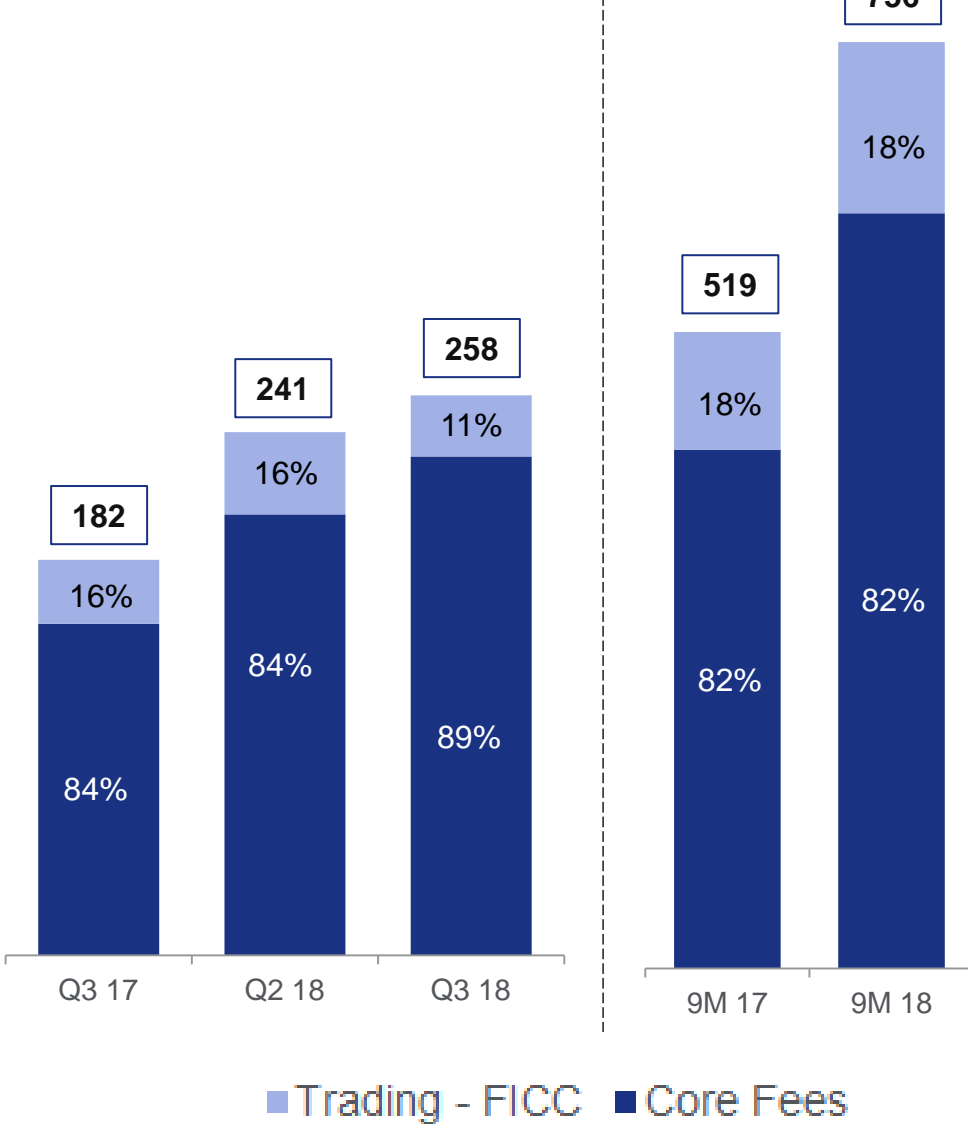
Parameter	9M 18	9M 17	H1 18	FY 17
CASA	24.03%	23.15%	23.67%	21.98%
GNPA	1.56%*	1.06%	1.44%	1.20%
NNPA	0.97%	0.52%	0.78%	0.64%
PCR	52.54%	60.96%	58.27%	59.58%
RoA	1.20%	1.04%	1.19%	1.08%
RoE	10.97%**	11.44%	11.45%**	11.67%

\* Includes one corporate account representing 14 bps of GNPA; expected to be resolved in Q4 FY18

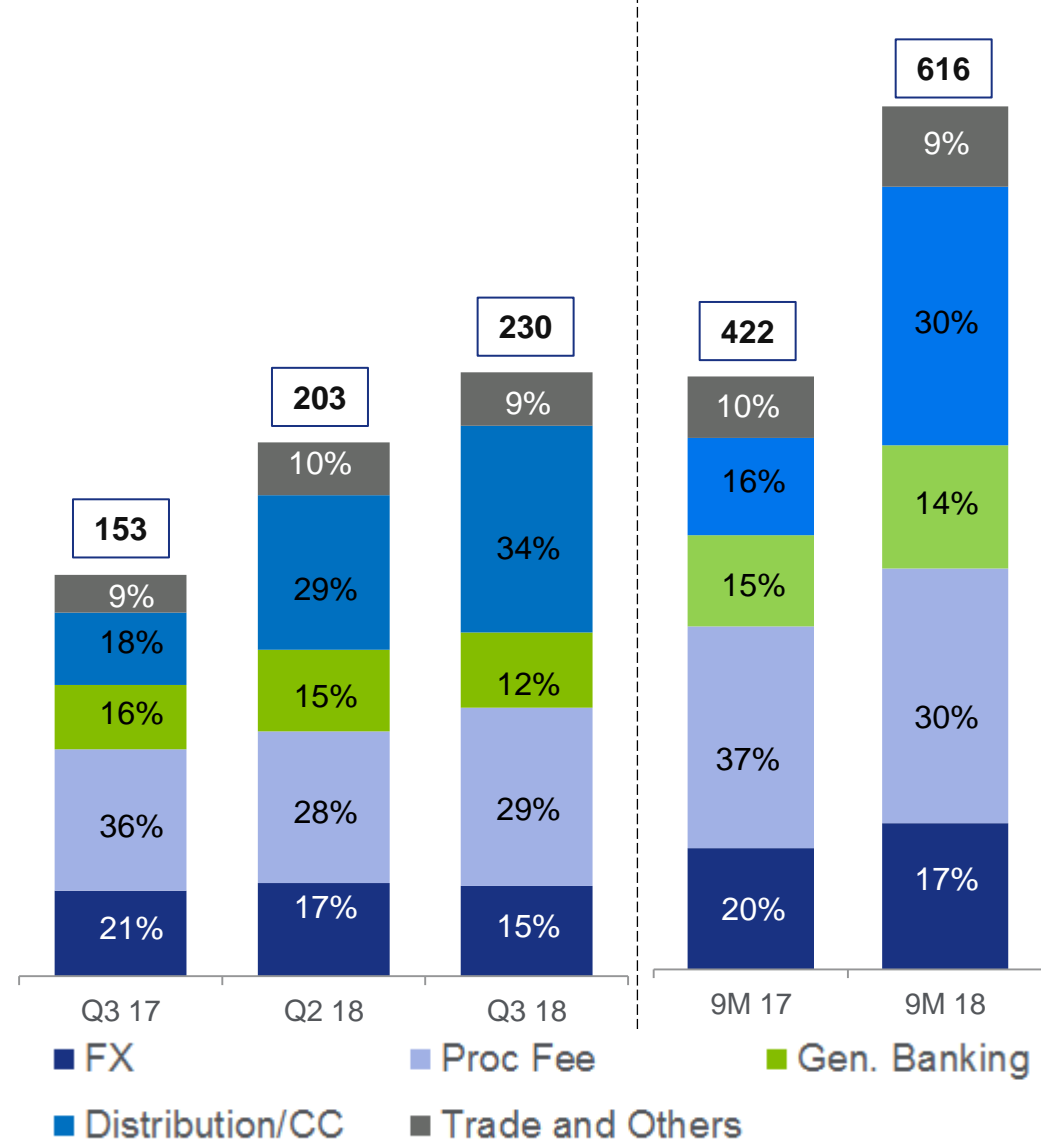
\*\* Impact of equity raise of Rs.1,680 crore in mid August 2017

# Well Diversified Other Income Profile; Rising Core Fee Income

## Other Income

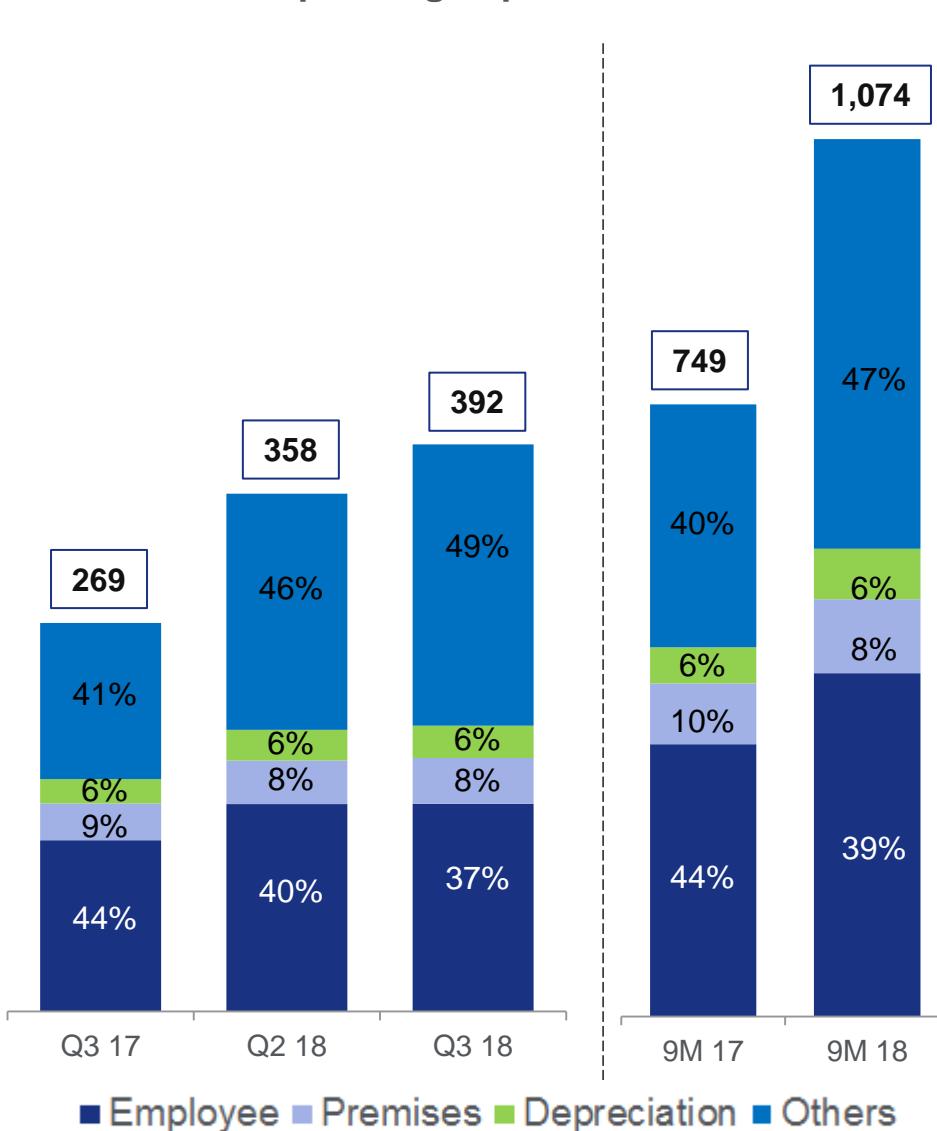


## Core Fee Income Breakup

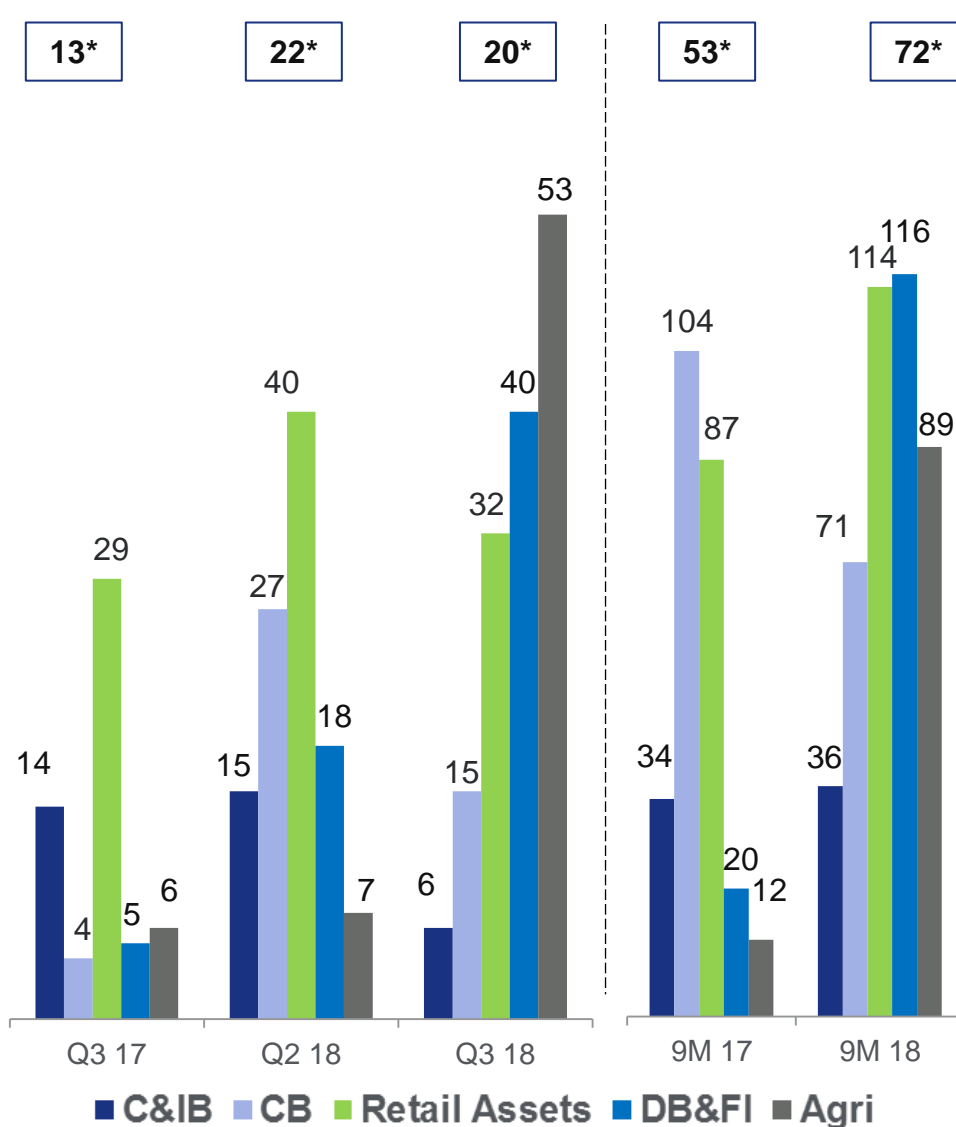


# Cost Increase as Planned; Range-bound Credit Costs

## Operating Expenses



## Net Credit Cost by Business (bps)



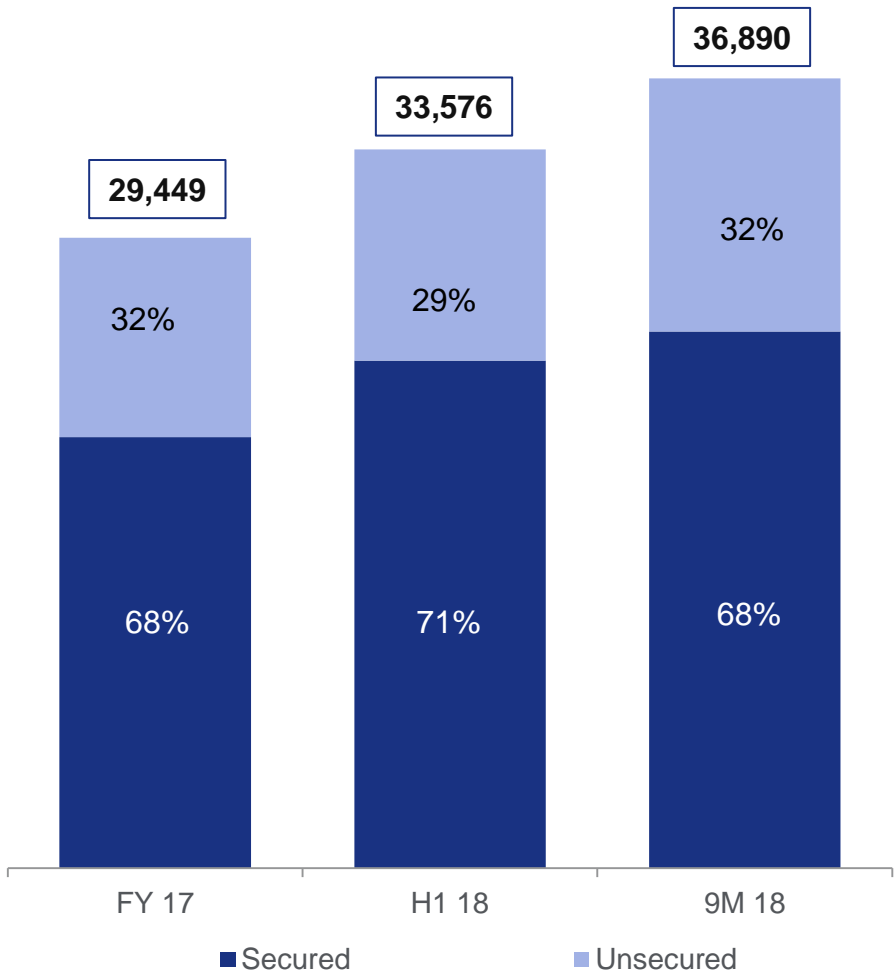
# Non-Wholesale Advances Growth and Lower Cost of Funds Helping NIMs

	9M 18	9M 17	YoY	H1 18	QoQ	FY 17	Yield 9M 18	Proportion
<b>C&amp;IB</b>	15,606	11,544	35%	13,895	12%	12,339	<b>8.9% (10.0%)</b>	<b>60%</b>
<b>CB</b>	6707	5,034	33%	6,103	10%	5,510		
<b>Wholesale</b>	<b>22,313</b>	<b>16,578</b>	<b>35%</b>	<b>19,998</b>	<b>12%</b>	<b>17,849</b>		
<b>Retail Assets</b>	7,819	4,789	63%	6,907	13%	5,370	<b>13.3% (13.5%)</b>	<b>40%</b>
<b>DB &amp; FI</b>	4,781	3,659	31%	4,614	4%	4,122		
<i>Micro-banking</i>	<i>2,886</i>	<i>1,849</i>	<i>56%</i>	<i>2,533</i>	<i>14%</i>	<i>2,161</i>		
<i>IFI</i>	<i>1,358</i>	<i>1,548</i>	<i>-12%</i>	<i>1,616</i>	<i>-16%</i>	<i>1,631</i>		
<i>MSME</i>	<i>536</i>	<i>262</i>	<i>105%</i>	<i>465</i>	<i>15%</i>	<i>330</i>		
<b>Agri</b>	1,977	1,747	13%	2,057	-4%	2,109		
<b>Non-Wholesale</b>	<b>14,577</b>	<b>10,195</b>	<b>43%</b>	<b>13,578</b>	<b>7%</b>	<b>11,600</b>		
<b>Total</b>	<b>36,890</b>	<b>26,773</b>	<b>38%</b>	<b>33,576</b>	<b>10%</b>	<b>29,449</b>	9M17 yields in brackets	

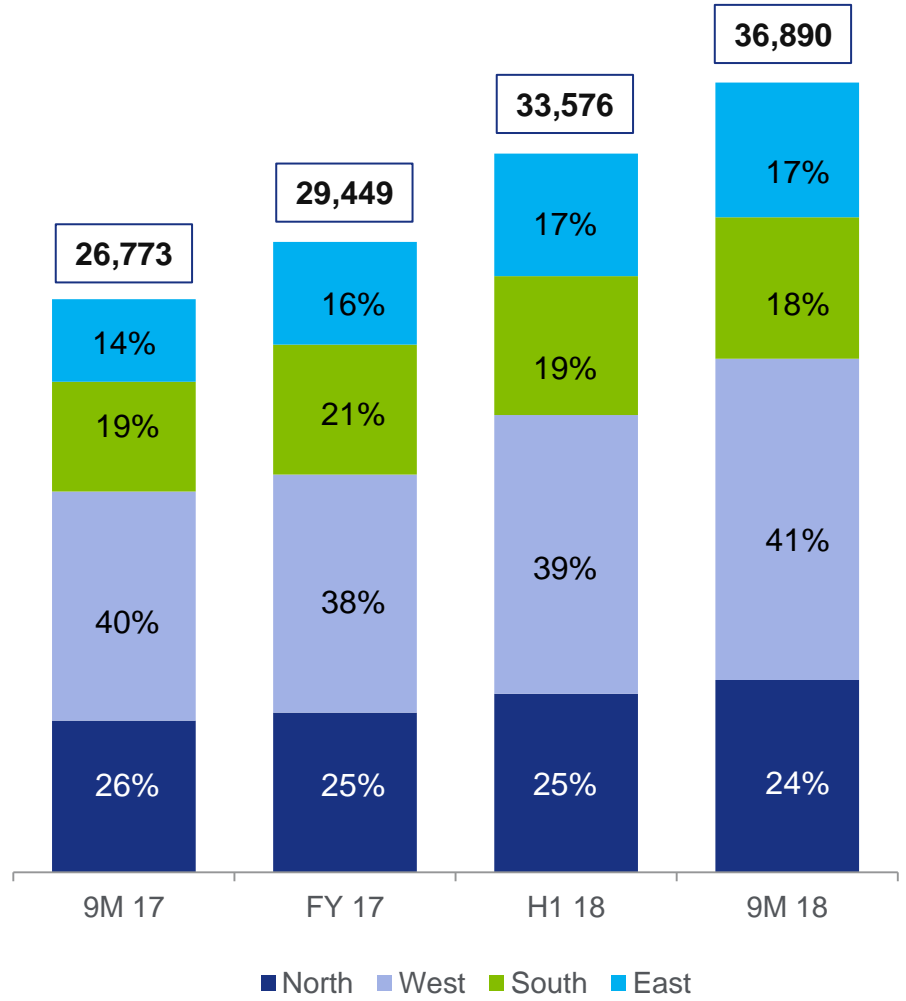


# Greater Asset Diversification

Break up of advances - Secured/Unsecured

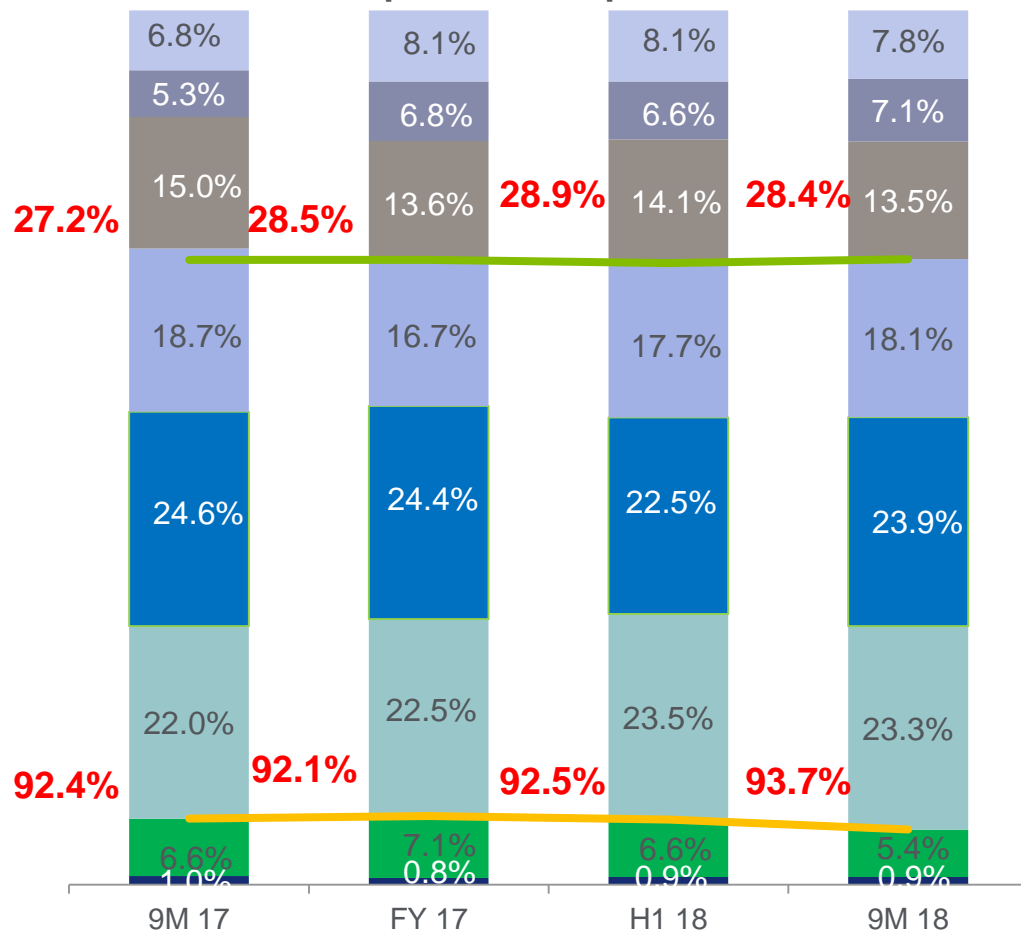


By Geography

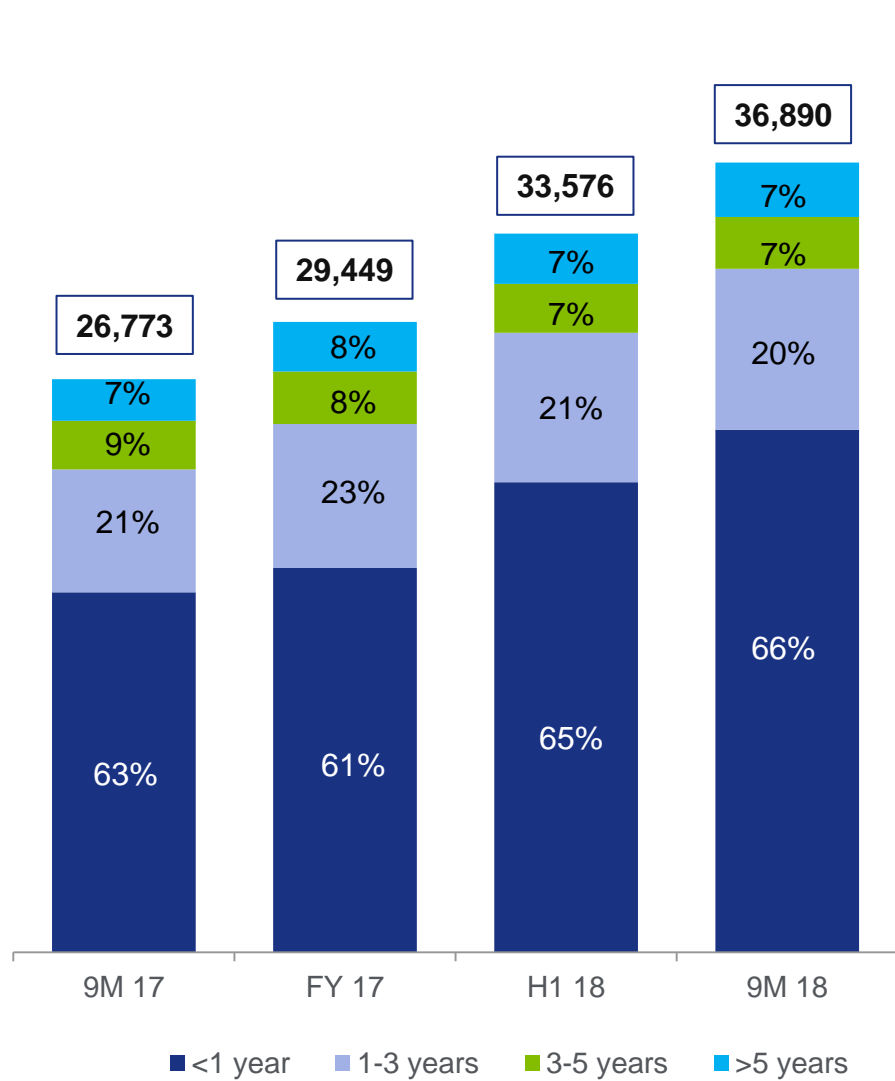


# Stable Borrowers' Rating Profile and Tenor of Advances

Breakup of rated exposures\*



Tenor of Advances



\* Borrower ratings, not facility ratings; Based on internal ratings

# Well Diversified Industry Exposure & Growing NFB Exposure

## Top 10 industry exposures\*

Industry	Exposure	FB-NFB Split	% of Exposure
Construction/EPC	4,337	46:54	7.0%
Retail/Distribution	3,351	80:20	5.4%
Power	2,951	59:41	4.8%
Pharma	2,744	79:21	4.4%
Engineering	2,434	60:40	3.9%
Professional Services	2,357	76:24	3.8%
Real Estate	2,333	89:11	3.8%
Financial Services	1,647	87:13	2.7%
Oil & Gas	1,325	20:80	2.1%
Logistic Services	1,234	55:45	2.0%

\* As of December 31, 2017 excluding cash-backed exposures

## Non Fund Based Book

Particulars	9M 18	9M 17	H1 18	FY 17
Guarantees	9,029	6,960	8,849	7,548
Letter of Credit	1,781	1,279	1,215	910
Acceptances, Endorsements and other Obligations	1,029	647	771	840

# Asset Quality Continues to Remain Strong

	9M 18	9M 17	H1 18	FY 17
Movement of Gross NPAs				
Opening Balance	357	208	357	208
(+) Additions during the period	454	128	244	533
(-) Upgrade	14	13	12	13
(-) Recoveries	80	18	42	303
(-) Write Offs	137	20	60	69
Closing Balance	580	285	487	357
Gross NPA (%)	1.56%*	1.06%	1.44%	1.20%
Net NPA	358	140	261	190
Net NPA (%)	0.97%	0.52%	0.78%	0.64%
Provisioning Coverage Ratio (PCR) (%)	52.54%	60.96%	58.27%	59.58%
Slippage Ratio	1.54%	0.60%	0.83%	2.51%
Restructured %	0.18%	0.29%	0.41%	0.25%
Total Stressed Assets%	1.74%	1.35%	1.85%	1.45%

- Security Receipts as a percentage of total assets at 0.01%
- 1 SDR during the quarter and 1 old SDR case classified as NPA in Q3 FY18
- No ARC sale. No 5:25 Refinancing or S4A case done by the bank
- \* Includes one C&IB account viz.14 bps of GNPA; expected to be resolved in Q4 FY18

— Gross NPA by business segment —				
Business segment	9M 18	9M 17	H1 18	FY 17
C&IB	142.2	37.8	102.8	103.8
%	0.91%	0.33%	0.74%	0.84%
CB	105.7	160.4	123.6	138.9
%	1.56%	3.29%	2.00%	2.53%
Retail Assets	110.8	61.7	103.7	76.3
%	1.41%	1.29%	1.49%	1.42%
LAP	25.3	12.8	20.0	19.9
BIL	25.7	10.8	24.6	15.9
PIL	8.5	2.7	7.7	4.3
Cards	19.3	8.4	15.8	9.8
Others	32.0	27.0	35.6	26.4
Agri	57.6	11.7	26.4	18.1
%	2.89%	0.67%	1.28%	0.86%
DB&FI	163.5	13.1	130.7	19.7
%	3.38%	0.36%	2.81%	0.48%
<b>Total</b>	<b>579.9</b>	<b>284.7</b>	<b>487.2</b>	<b>356.8</b>
<b>Total (%)</b>	<b>1.56%</b>	<b>1.06%</b>	<b>1.44%</b>	<b>1.20%</b>

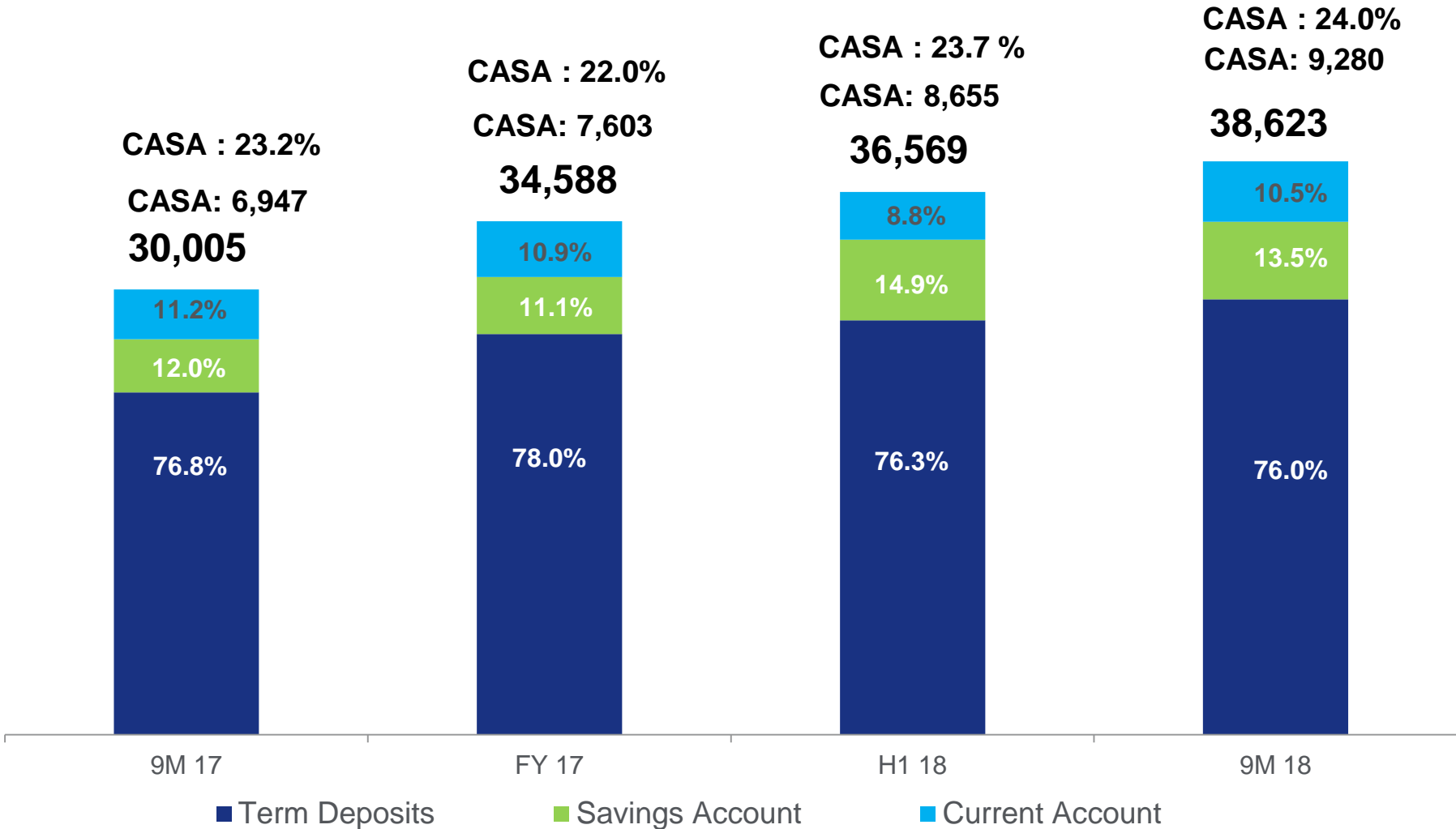
# Capital Adequacy - Well Capitalized to Support Growth

Particulars	9M 18	9M 17	H1 18	FY 17
Tier 1 Capital Funds*	6,407	4,120	6,242	4,231
Tier 2 Capital Funds	814	846	900	867
<b>Total Capital Funds</b>	<b>7,222</b>	<b>4,967</b>	<b>7,142</b>	<b>5,097</b>
<b>Total RWA</b>	<b>45,324</b>	<b>34,073</b>	<b>43,137</b>	<b>37,155</b>
Tier 1 CRAR*	14.1%	12.1%	14.5%	11.4%
<b>Total CRAR*</b>	<b>15.9%</b>	<b>14.6%</b>	<b>16.6%</b>	<b>13.7%</b>
RWA/Total Assets	81.8%	77.4%	82.8%	76.3%

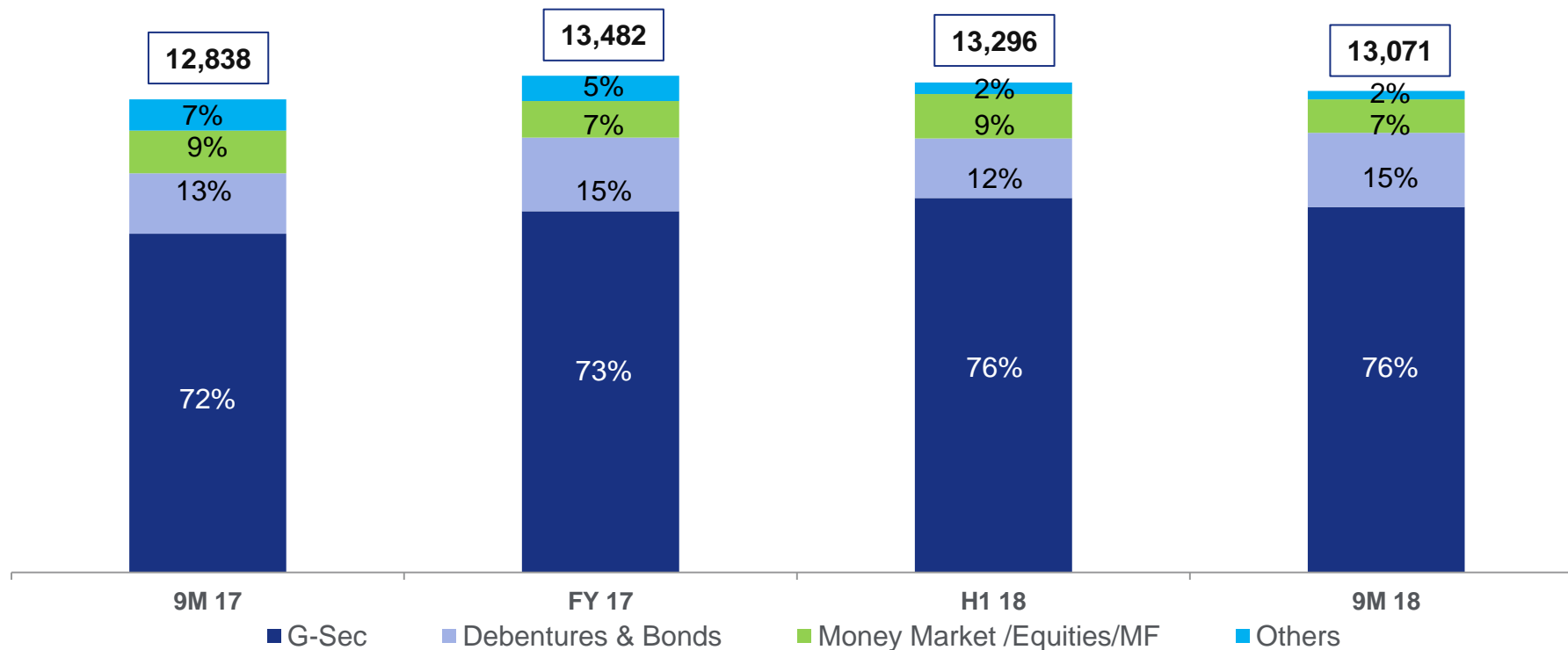
\* CRAR and Tier 1 Capital Funds for interim financial periods has been computed after adding interim profit for better comparison

# Sustained Growth in Deposits, Led by CASA

34% yoy growth in CASA, while total deposits grew by 29%



## Investment Breakup

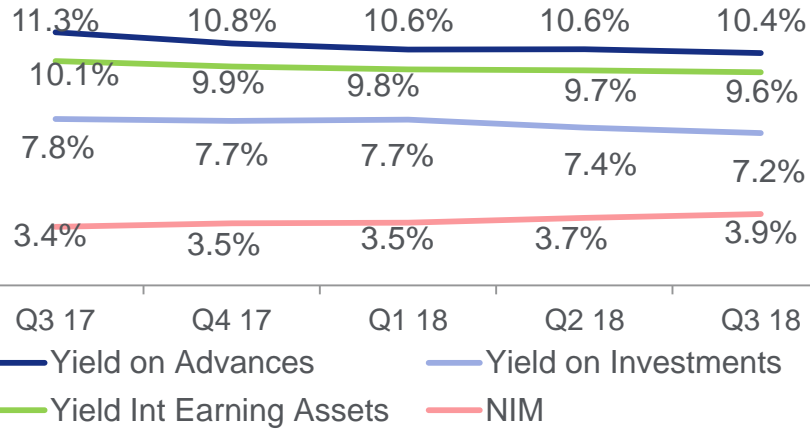


## Yield

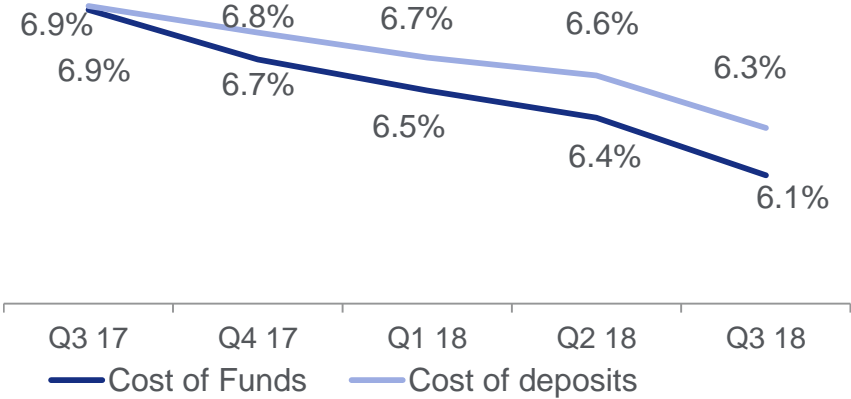
Yield	Q3 18	Q3 17	Q2 18	9M 18	9M 17	FY 17
Total Investments	7.2%	7.8%	7.4%	7.4%	7.8%	7.8%
SLR	7.3%	7.5%	7.4%	7.4%	7.5%	7.5%
Non SLR	6.8%	8.3%	7.4%	7.4%	8.6%	8.5%

# Improving NIM, Increased Investments for Enhancing Operations

### Quarterly Yields

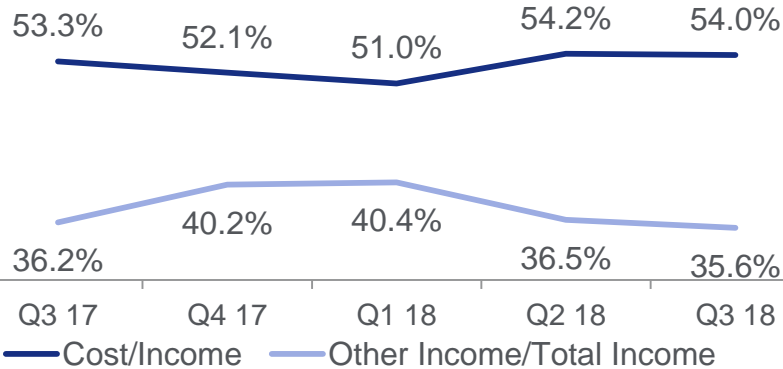


### Cost of Funds, Deposits

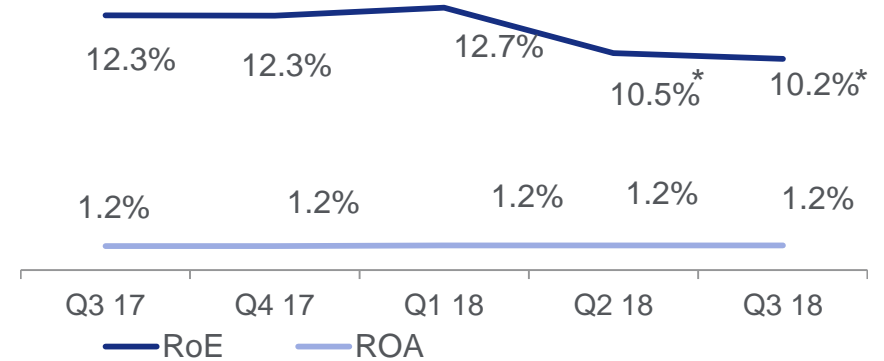


Note: Cost of Funds is based on deposits and borrowings (not factoring capital & reserves)

### Cost/Income & Other Income/Total Income



### Return Ratios



\* Impact of capital raise (ref. pg.13)

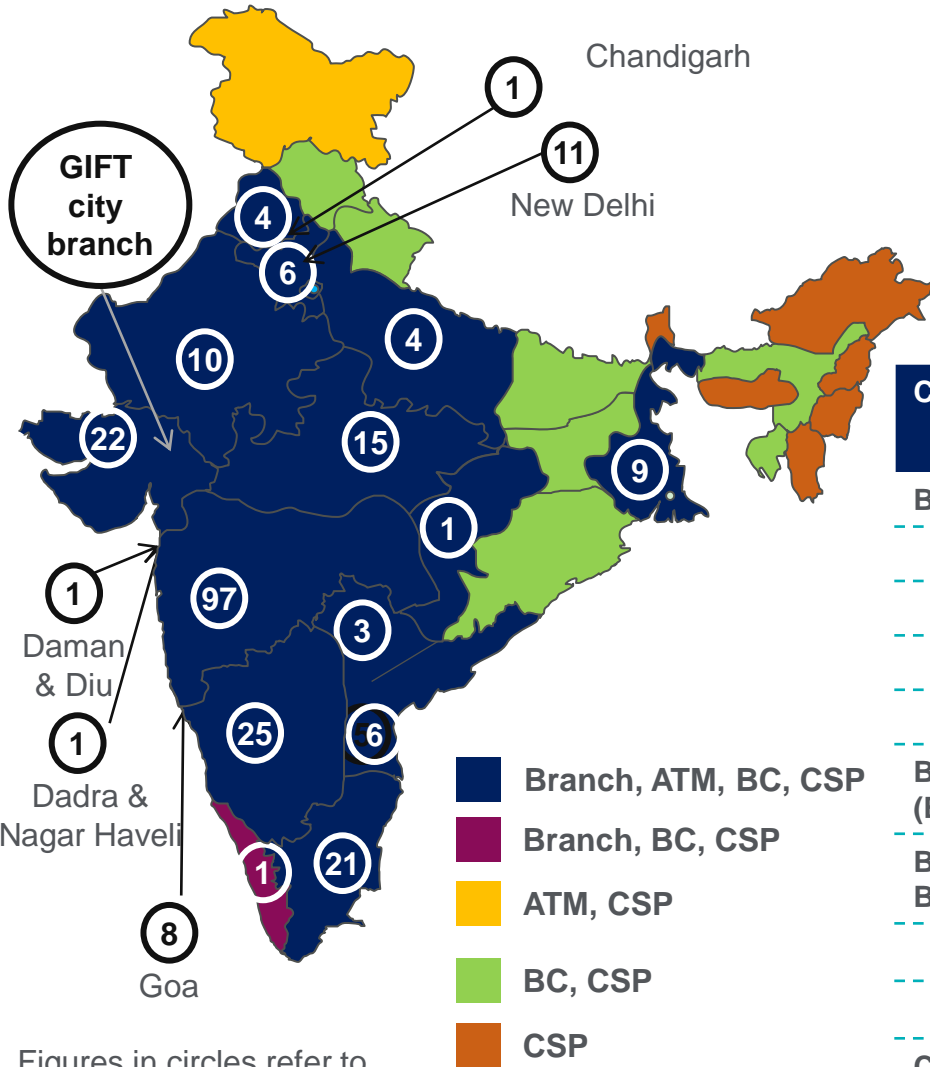




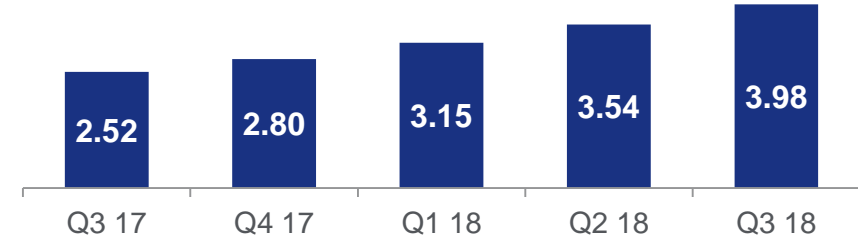
# Distribution Network

# Our Growing, Multi-Layered Distribution Network

## Locations



## Customers (Mn.)



## Channel Breakup

Channels	Number of transaction points			
	9M 18	9M 17	H1 18	FY 17
<b>Branches</b>	246	215	246	239
<i>Metro</i>	83	73	83	78
<i>Urban</i>	41	39	41	40
<i>Semi-urban</i>	68	59	67	68
<i>Rural</i>	54	44	55	53
<b>Banking Outlets (BOs)</b>	188	-	171	-
<b>BC Branches (incl. BOs)</b>	757	505	677	568
<i>Microbanking</i>	590	446	553	497
<i>MSME</i>	167	59	124	71
<b>CSPs</b>	100,017	48,507	80,071	57,614
<b>ATMs</b>	394	374	388	375

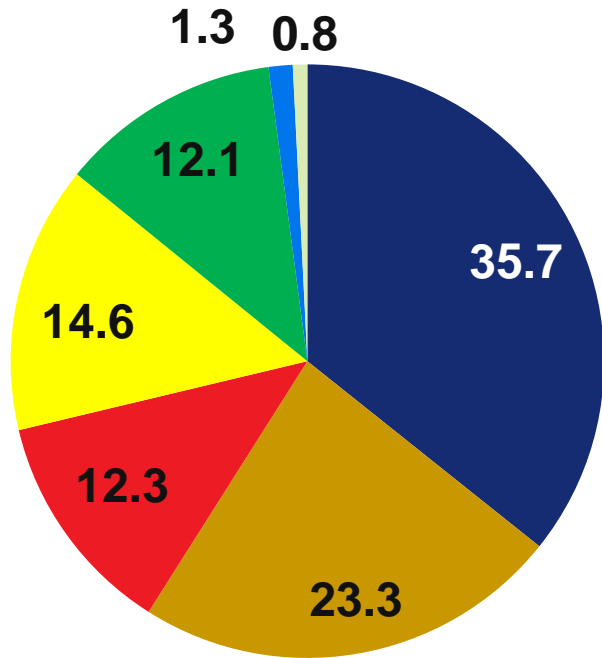
Figures in circles refer to number of branches in given state/union territory



# Shareholding Pattern & Ratings

# Diversified Shareholding & Strong/Improving Rating Profile

— Shareholding by category (%) —

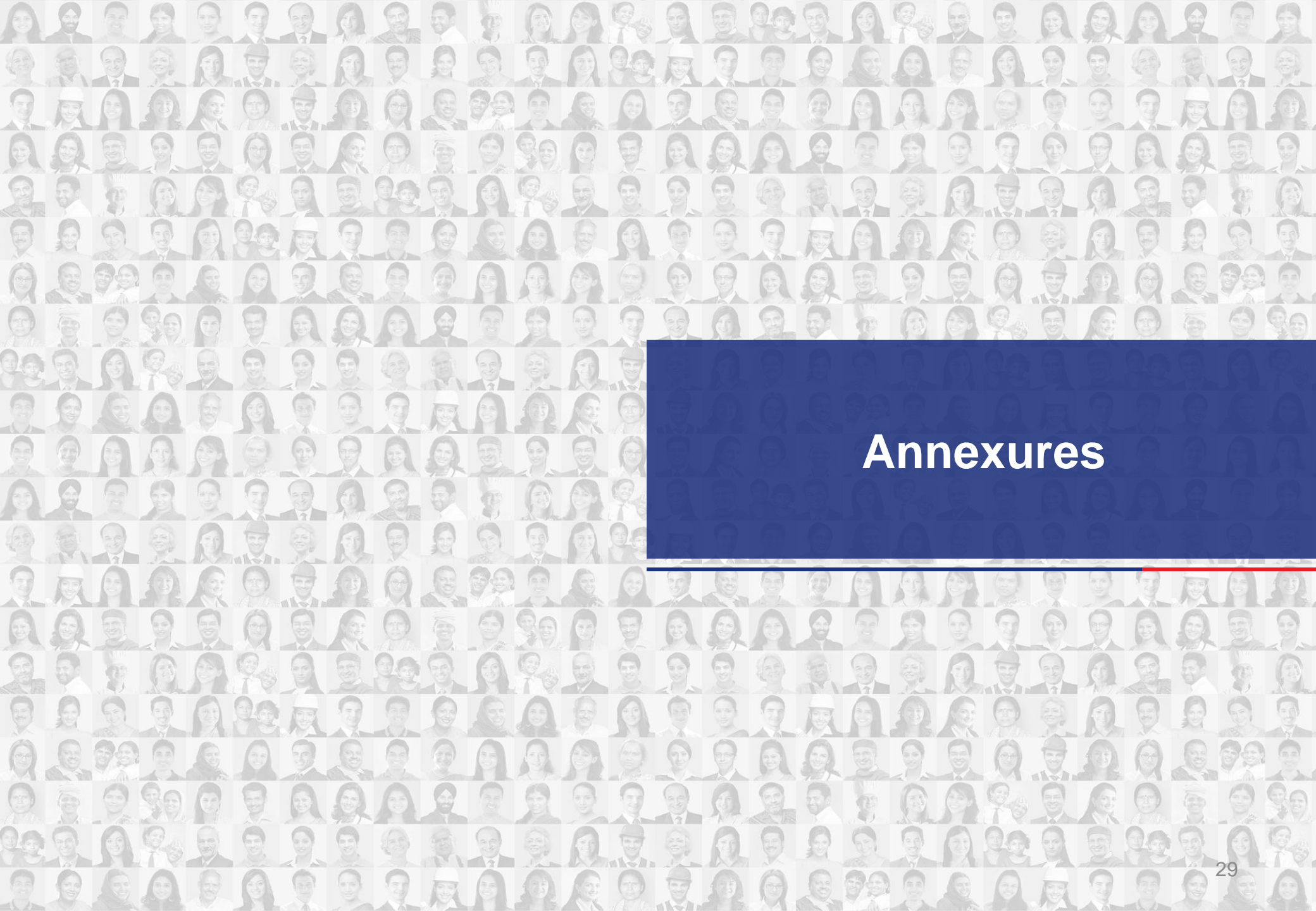


- Individual/HUFs
- VCF/MF/Insurance
- Body Corporates
- Others
- Foreign Corporates
- FPI
- NRIs

Total Foreign holding – 39.2%.  
Approved limit – 74%

## Ratings

Instrument	Rating	Limits (Rs. Cr.)	Implication
Basel III compliant Tier II bonds	ICRA AA-hyb (Stable) CARE AA-(Stable)	800	Instruments rated in this category are considered to have the highest degree of safety regarding timely servicing of financial obligations
Certificate of Deposits	ICRA A1+	5,000 <b>(increased from 4,000)</b>	The lowest short term credit Risk
Medium term fixed deposit programme	ICRA MAA (Stable)		Low Credit Risk
Short term fixed deposit programme	ICRA A1+		Lowest Credit Risk



# Annexures

# Professional and Experienced Leadership Team

## Board of Directors



**Mr. Vishwavir Ahuja**

*Managing Director and CEO*

*Previously, Managing Director & Country Executive Officer of Bank of America for Indian Sub-continent*



**Mr. Palepu Sudhir Rao**

*Independent Director*

*Currently, Associated with a Number of Corporates including Aditya Birla Money Ltd and Radhakrishna Foodland Pvt Ltd*



**Mr. Narayan Ramachandran**

*Chairman*

*Previously, CEO and Country Head of Morgan Stanley, India*



**Ms. Rama Bijapurkar**

*Independent Director*

*Wide Experience in Market Research, Market Strategy and Management Consulting*



**Mr. Girish Godbole**

*Independent Director*

*Involved in Micro Finance and rural sectors*



**Mr. Sivanandhan Dhanushkodi**

*Independent Director*

*Currently, Part-Time Security Advisor to RBI  
Previously, Director General of Police, Maharashtra*



**Mr. Jairaj Purandare**

*Independent Director*

*Previously, Regional Managing Partner of PWC*



**Mr. Vimal Bhandari**

*Independent Director*

*Director, Indostar Capital Finance Limited*



**Mr. Prakash Chandra**

*Independent Director*

*Previously, Chairman of Central Board of Direct Taxes (CBDT)*



**Mr. Ishan Raina**

*Independent Director*

*Previously, Founder of Out of Home (OOH) India, Associated with J. Walter Thompson (JWT) and Lintas Advertising*



**Mr. Rajeev Ahuja**

*Executive Director*

*Previously, associated with Citibank India, Bank of America, India and Bankers Trust Company*

# Professional and Experienced Leadership Team (Contd.)

## Experienced and Professional Management Team



**Mr. Vishwavir Ahuja**  
*Managing Director and CEO*  
*Managing Director & Country Executive Officer of Bank of America for Indian Sub-continent from 2007-2009*  
**(35)**



**Mr. Rajeev Ahuja**  
*Executive Director*  
*Previously, associated with Citibank India, Bank of America, India and Bankers Trust Company*  
**(31)**



**Mr. R. Gurumurthy**  
*Head - Governance, Risk & Control*  
*Previously, associated with Standard Chartered Bank, Bank of America, Credit Lyonnais and State Bank of India with leadership roles in India and Asia-Pacific region*  
**(32)**



**Mr. Andrew Gracias**  
*Head - Financial Markets*  
*Previously, associated with Bank of America and UBS*  
**(22)**



**Mr. Brijesh Mehra**  
*Head – Corporate, Institutional & Transaction Banking*  
*Previously, Country Manager, Royal Bank of Scotland N.V. and prior to that associated with Grindlays Bank Public Limited Company*  
**(31)**



**Mr. Naresh Karia**  
*Chief Financial Officer*  
*Previously, associated with Citibank N.A., India and International Bestfoods*  
**(20)**



**Mr. Harjeet Toor**  
*Head - Retail, Inclusion and Rural Business*  
*Previously, associated with Bank of America, ABN AMRO Bank and Fullerton India Credit Company*  
**(23)**



**Mr. Vincent Valladares**  
*Head - Commercial Banking*  
*Previously, Middle East Head – Commercial Banking, Citibank*  
**(20)**



**Mr. Surinder Chawla**  
*Head – Geography, Branch and Business Banking*  
*Previously, associated with Standard Chartered Bank, ABN Amro Bank and HDFC Bank*  
**(25)**



**Ms. Shanta Vallury**  
*Head - HR, CSR & Internal Branding*  
*Previously, Vice President of Acquisitions and Partnerships Division in American Express Bank Ltd (Gurgaon)*  
**(25)**

Figures in brackets are years of work experience in financial services

# Professional and Experienced Leadership Team (Contd.)

## Experienced and Professional Management Team (Cont'd)



**Mr. Sanjay Sharma**  
*Head – Technology, Innovation and Customer Fulfilment*  
*Previously, associated with IDBI Intech*

(26)



**Mr. Shrinath Bolloju**  
*Chief Operations Officer*  
*Previously, Global Head Securities Transformation – Deutsche Bank Singapore*

(25)



**Mr. Bhaskar Niyogi**  
*Chief Risk Officer*  
*Previously, Chief General Manager at State Bank of India*

(40)



**Mr. Bhavtaran Singh (Sunny) Uberai**  
*Head - Service Delivery*  
*Previously, associated with ABN Amro Bank and Arete Financial Partners, Singapore*

(32)



**Mr. Ujwal George**  
*Chief of Staff and Head - Transformation*  
*Previously, associated with Abu Dhabi Commercial Bank and Barclays Bank*

(23)



**Ms. Neeta Mukherji**  
*Chief Credit Officer*  
*Previously, associated with ICICI Bank, Asset Reconstruction Company (India) and GE Capital*

(28)



**Mr. Mohit Kapoor**  
*Head - Legal*  
*Previously, associated with Hewitt Associates, Max New York Life, Citibank India*

(25)

Figures in brackets are years of work experience in financial services



# Profit & Loss Statement

Particulars	Q3 18	Q3 17	Q2 18	9M 18	9M 17	FY 17
<b>Income</b>						
Interest Earned	1,151	961	1,091	3,285	2,727	3,713
Interest Expended	683	640	671	2,019	1,858	2,492
Net Interest Income	467	322	420	1,266	869	1,221
Other Income	258	182	241	756	519	755
<b>Total Income</b>	<b>726</b>	<b>504</b>	<b>661</b>	<b>2,022</b>	<b>1,388</b>	<b>1,977</b>
<b>Expenditure</b>						
Operating Expenses	392	269	358	1,074	749	1,056
Employee Cost	144	118	144	420	333	446
Premises Cost	32	25	30	91	74	99
Depreciation	22	17	21	62	44	62
Other Operating Expenses	195	109	163	501	298	449
<b>Operating Profit</b>	<b>333</b>	<b>235</b>	<b>303</b>	<b>948</b>	<b>639</b>	<b>920</b>
Provisions	82*	36	75	252	157	239
On advances	68	34	66	225	114	197
On others	14	2	9	26	43	41
<b>Profit Before Tax</b>	<b>251</b>	<b>199</b>	<b>228</b>	<b>696</b>	<b>482</b>	<b>681</b>
Tax	86	70	78	239	166	235
<b>Profit After Tax</b>	<b>165*</b>	<b>129</b>	<b>151</b>	<b>457</b>	<b>316</b>	<b>446</b>

\* Excluding charge on investment in Utkarsh Micro Finance Limited, Profit After Tax would be Rs. 169 crore

# Balance Sheet Statement

Particulars	9M 18	9M 17	H1 18	FY 17
<b><u>Liabilities</u></b>				
Capital	418	373	416	375
Reserves and Surplus	6,059	3,815	5,877	3,960
Deposits	38,623	30,005	36,569	34,588
Borrowings	8,297	8,426	7,392	7,980
Other Liabilities	1,972	1,400	1,872	1,771
<b>Total</b>	<b>55,369</b>	<b>44,019</b>	<b>52,125</b>	<b>48,675</b>
<b><u>Assets</u></b>				
Cash & Balances with RBI	2,318	1,847	1,696	2,948
Balances with other banks	1,113	1,327	1,870	1,246
Investments (Net)	13,071	12,838	13,296	13,482
Advances (Net)	36,890	26,773	33,576	29,449
Fixed and Other Assets	1,977	1,234	1,686	1,550
<b>Total</b>	<b>55,369</b>	<b>44,019</b>	<b>52,125</b>	<b>48,675</b>

# Our Recent History

Particulars	FY 11	FY 12	FY 13	FY 14	FY 15	FY 16	FY 17	9M 18
Net Worth	1,075	1,131	1,594	2,012	2,224	2,960	4,242	6,336
Deposits	2,042	4,739	8,341	11,599	17,099	24,349	34,588	38,623
Advances (Net)	1,905	4,132	6,376	9,835	14,450	21,229	29,449	36,890
Investments (Net)	892	2,334	5,571	6,518	9,792	14,436	13,482	13,071
Net Profit	12	66	92	93	207	292	446	457
CRAR (%)	56.4	23.2	17.1	14.6	13.1	12.9	13.7	15.9*
Gross NPA (%)	1.12	0.80	0.40	0.79	0.77	0.98	1.20	1.56
Net NPA (%)	0.36	0.20	0.11	0.31	0.27	0.59	0.64	0.97
Business per employee	4.4	6.7	7.9	7.7	9.1	11.8	13.1	14.2
No. of employees	907	1,328	1,859	2,798	3,465	3,872	4,902	5,336
Return on Assets (%)	0.53	1.33	1.05	0.66	1.02	0.98	1.08	1.2
Return on Equity (%)	1.7	5.9	6.73	5.44	9.58	11.32	11.67	10.97 <sup>#</sup>

\*including interim profits, # Impact of equity raise (refer slide 13)

# Thank you

Contact us at:

[ir@rblbank.com](mailto:ir@rblbank.com)

+91-22-4302 0600

Please email us your contact details at the above id to get added to our investor relations mailing list

Please visit our **new** Investor Relations website – <https://ir.rblbank.com/>