



Investor Presentation

3rd Quarter/ Nine Months FY 20

Jan 22, 2020



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

Glossary and Key Notes

AEPS	Aadhaar Enabled Payment System	INR	Indian Rupee
Agri	Agribusiness Banking	IPO	Initial Public Offering
API	Application Programming Interface	LAP	Loan Against Property
ARC	Asset Reconstruction Company	MF	Mutual Funds
ATM	Automated Teller Machine	Mn	Million
BC	Business Correspondent	MSME	Micro, Small and Medium Enterprises
BIL	Business Installment Loan	NABARD	National Bank for Agriculture and Rural Development
Bps	Basis Points	NFB	Non Fund Based
BVPS	Book Value Per Share	NIM	Net Interest Margin
C&IB	Corporate & Institutional Banking	NNPA	Net Non Performing Assets
CAGR	Compounded Annual Growth Rate	NPA	Non Performing Assets
CASA	Current Account and Savings Account	PCR	Provision Coverage Ratio
CB	Commercial Banking	PIL	Personal Installment Loan
CBDT	Central Board for Direct Taxes	Q1	3 month period ended June 30(April 1 - June 30)
CC	Credit Card	Q2	3 month period ended September 30(July 1 - September 30)
CEO	Chief Executive Officer	Q3	3 month period ended December 31(October 1 - December 31)
CET1	Core Equity Tier 1	Q4	3 month period ended March 31(January 1 - March 31)
Cr	Crore	QoQ	Quarter on Quarter
CRAR	Capital to Risk Weighted Assets Ratio	H1	6 month period ended September 30(April 1 - September 30)
CSR	Corporate Social Responsibility	9M	9 month period ended December 31(April 1 - December 31)
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	SDR	Strategic Debt Restructuring
GNPA	Gross Non Performing Assets	SLR	Statutory Liquidity Ratio
G-Sec	Government Securities	UPI	Unified Payments Interface
GST	Goods and Services Tax	US	United States
HUF	Hindu Undivided Family	VCF	Venture Capital Funds
IFI	Institutional Financial Inclusion	YoY	Year on Year
RBL Finserve	RBL Finserve Ltd.		

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Key Performance Highlights

Q3/ 9M FY20 Financial Highlights

- ▶ **Q3/ 9M FY20 continues to track well to business drivers, Profitability impacted by short term challenges**
- ▶ **Total Revenue growth in Q3 FY20 of 37% YOY (9M FY20 of 42% YoY)**
- ▶ **NII growth of 41% YoY in Q3 FY20 (9M FY20 growth of 45% YOY); Other Income growth of 30% YoY in Q3 FY20 (9M FY20 growth of 36% YOY)**
- ▶ **Net Profit reduced by 69% YoY in Q3 FY20 due to accelerated provision on advances (9M FY20 reduced by 37 YOY%)**
- ▶ **NIM continues upward trajectory, 4.57% in Q3 FY20 vs. 4.12% in Q3 FY19 (4.35% in Q2 FY20)**
- ▶ **Advances growth of 20% YoY, deposit growth of 21% YoY and CASA growth of 31% YoY**
- ▶ **GNPA at 3.33% vs. 1.38% in Q3 FY19, NNPA at 2.07% vs. 0.72% in Q3 FY19**
- ▶ **PCR at 58.1% at Q3 FY20 vs. 63.2% in Q3 FY19 (58.4% in Q2 FY20)**
- ▶ **RoA at 0.3% and RoE at 3.1% for Q3 FY20**
- ▶ **Total customer base of 7.82 million; addition of 0.5 million in the quarter**

Q3 FY20 Highlights

		— YoY Growth —	— QoQ Growth —
Net interest Income	Rs. 923cr	41%	6%
Core Fee Income	Rs. 474cr	37%	22%
Net Total Income	Rs. 1,410cr	37%	8%
Operating Profit	Rs. 732cr	47%	15%
Net Profit	Rs. 70cr	(69%)	29%

9M FY20 Highlights

— YoY Growth —

Net interest Income

Rs. 2,609cr

45%

Core Fee Income

Rs. 1,273cr

33%

Net Total Income

Rs. 4,018cr

42%

Operating Profit

Rs. 1,987cr

44%

Net Profit

Rs. 391cr

(37%)

Q3 FY20 Highlights Contd....

— YoY Growth —

— QoQ Growth —

Advances

Rs. 59,635cr

20%

2%

**Wholesale
Advances**

Rs. 29,290cr

3%

(4%)

**Non-Wholesale
Advances**

Rs. 30,345cr

42%

8%

Deposits

Rs. 62,907cr

21%

0%

CASA

Rs. 16,855cr

31%

1%

Key Indicators

Pre-IPO

	Advances	Deposits	Net Profit	RoA	BVPS
FY 11	1,905	2,042	12	0.5%	Rs. 50
FY 16	21,229	24,349	292	1.0%	Rs. 91

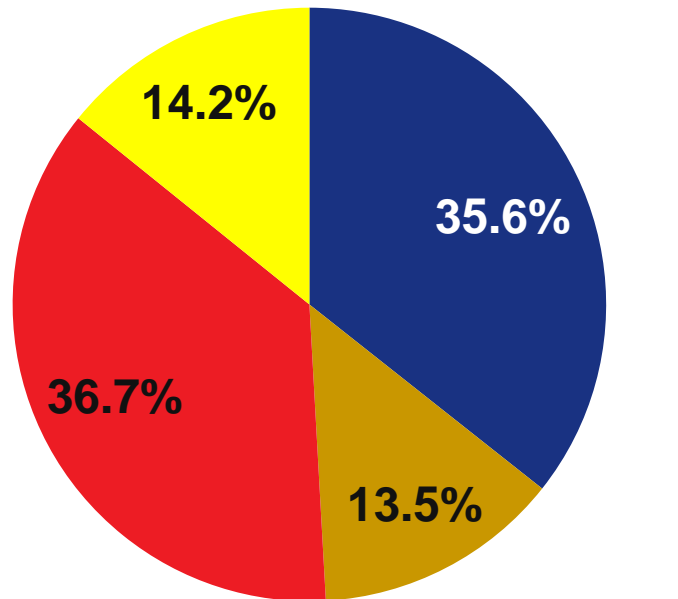
(84% CAGR FY 11-16) (64% CAGR FY 11-16) (88% CAGR FY 11-16)

Post Listing Performance

	Advances	YoY	NIM	Net Profit	RoA
Q3 FY17	26,773	46%	3.4%	129	1.17%
Q4 FY17	29,449	39%	3.5%	130	1.20%
Q1 FY18	31,108	40%	3.5%	141	1.19%
Q2 FY18	33,576	35%	3.7%	151	1.19%
Q3 FY18	36,890	38%	3.9%	165	1.22%
Q4 FY18	40,268	37%	4.0%	178	1.25%
Q1 FY19	42,198	36%	4.0%	190	1.26%
Q2 FY19	45,873	37%	4.1%	205	1.26%
Q3 FY19	49,893	35%	4.1%	225	1.27%
Q4 FY19	54,308	35%	4.2%	247	1.30%
Q1 FY20	56,837	35%	4.3%	267	1.31%
Q2 FY20	58,476	27%	4.3%	54	0.25%
Q3 FY20	59,635	20%	4.6%	70	0.32%

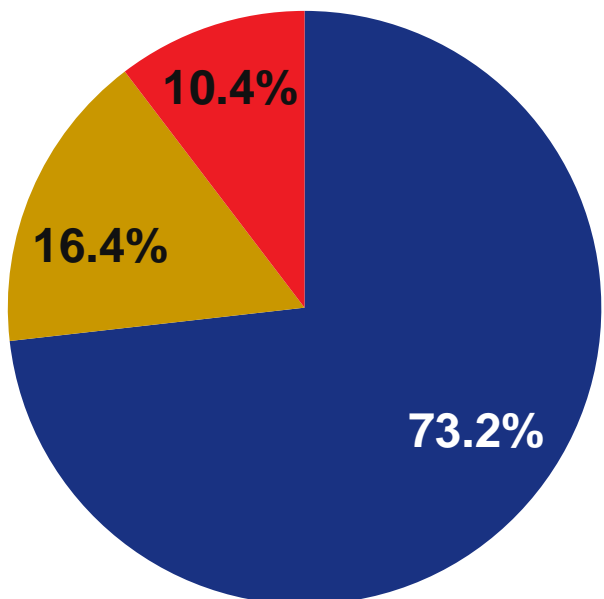
Key Indicators – Business Breakup

— Advances by Segment (%) —



■ CIB ■ CB ■ Retail Assets ■ DB&FI

— Deposit Breakup (%) —



■ Term Deposits ■ Saving Deposits
■ Current Deposits



RBL Vision 2020

Performance to Vision 2020 Goals

	RBL Vision 2020 (Post IPO/Sept 2016)	Actual Q3 FY20
Advances	30-35% CAGR	CAGR since Q2 FY17: 31% Q3 FY20 : 20%
CASA Ratio	0.75 - 1% increase every year	FY 16: 18.6%; FY 17: 22.0%; FY 18: 24.3%; FY 19: 25.0%; Q3 FY20: 26.8%
Other Income %	~ 1/3 rd of Net Total Income	34.5%
Operational Efficiency	Cost/Income ratio of 51% - 52% by 2020	FY 16: 58.6%; FY 17: 53.5%; FY 18: 53.0%; FY 19: 51.3%, Q3 FY20: 48.1%
Return Ratios	~ 1.50% RoA by 2020	FY 16: 0.98%; FY 17 : 1.08%; FY 18: 1.21%; FY 19: 1.27%, Q3 FY20: 0.32%

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, ET Money, Paisa Bazaar, MoneyTap)



Distribution

Enhancing distribution through a combination of owned branches, and BCs

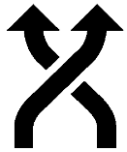
371 own branches, 1245 BC branches (including 255 Banking Outlets) serve over 7.8 Mn customers pan-India



Platforms

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

Eminent Board of Directors



Financial Performance

Strong Operating Profit Momentum Continues; Accelerated Provisioning Impacts Net Profit

Parameter	Q3 FY20	Q3 FY19	YoY	Q2 FY20	QoQ	9M FY20	9M FY19
Net Interest Income	923	655	41%	869	6%	2,609	1,801
Other Income	487	374	30%	442	10%	1,410	1,033
Net Total Income	1,410	1,029	37%	1,310	8%	4,018	2,834
Operating Profit	732	498	47%	636	15%	1,987	1,380
Net Profit	70	225	(69%)	54	29%	391	620

Parameter	Q3 FY20	Q3 FY19	Q2 FY20	9M FY20	9M FY19
Other Income/Total Income	34.5%	36.3%	33.7%	35.1%	36.5%
Cost/Income	48.1%	51.6%	51.5%	50.6%	51.3%
Net Interest Margin	4.6%	4.1%	4.3%	4.4%	4.1%
Credit Cost/Advances (bps)*	109	30	93	239	81
RoA	0.32%	1.27%	0.25%	0.61%	1.26%
RoE	3.1%	12.4%	2.7%	6.4%	11.7%

* Not Annualized

Strong Growth in Business and CASA Continues

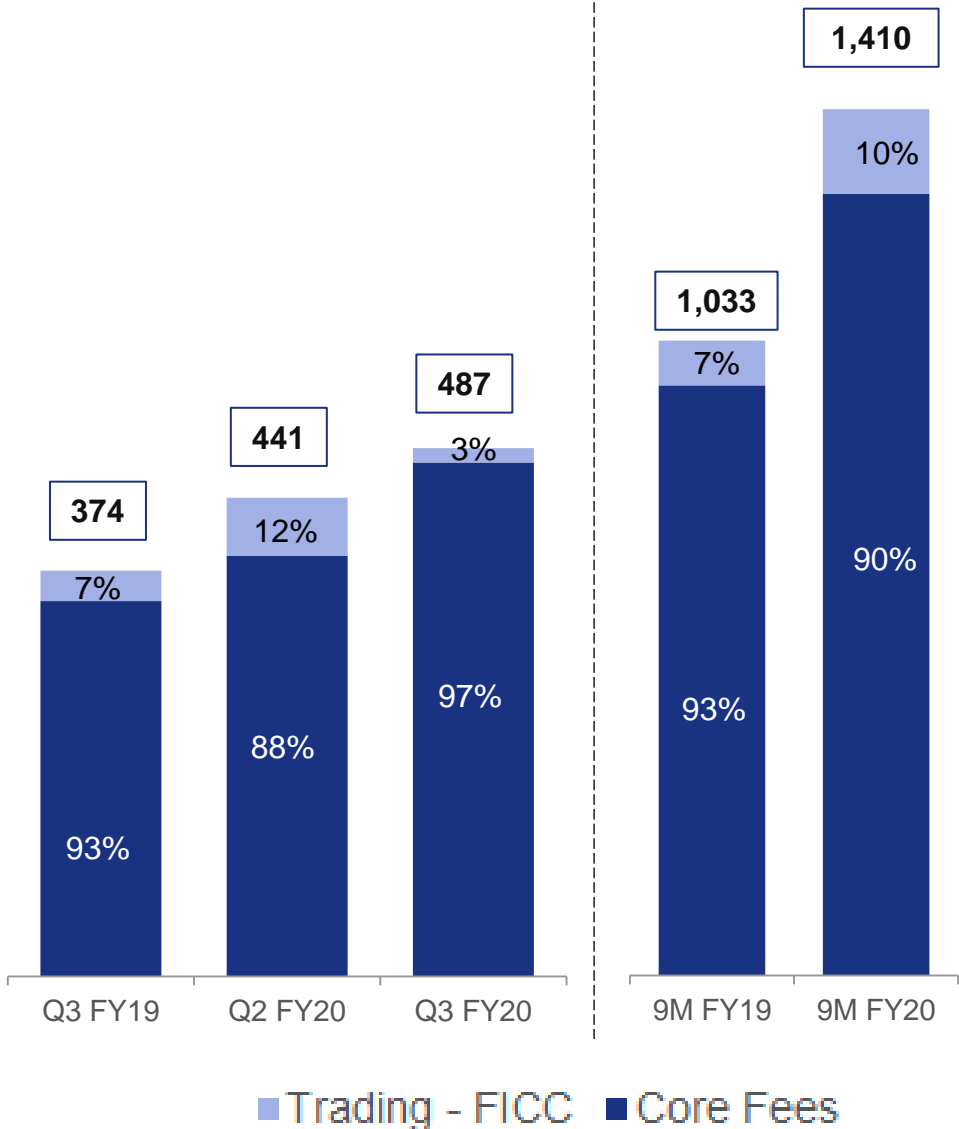
Parameter	Dec 31,2019	Dec 31,2018	YoY
Advances	59,635	49,893	20%
Deposits	62,907	52,187	21%
Investments	19,100	14,815	29%

Parameter	Dec 31,2019	Dec 31,2018	Sep 30,2019
CASA	26.8%	24.6%	26.5%
GNPA	3.33%	1.38%	2.60%
NNPA	2.07%	0.72%	1.56%
Net Stressed Assets	2.14%	0.81%	1.60%
PCR	58.1%	63.2%	58.4%
CRAR*	16.1%	13.8%	12.3%

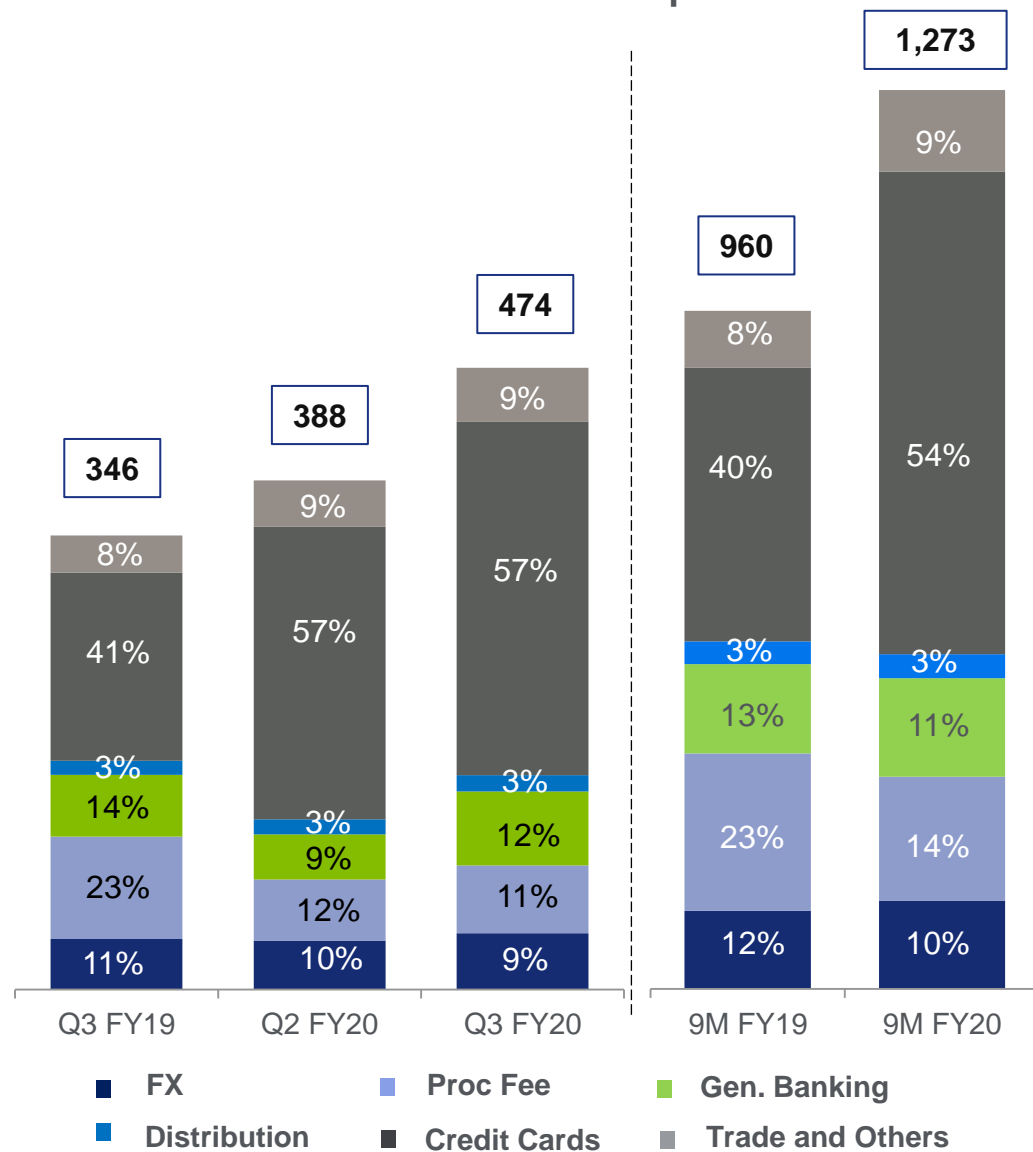
* including interim profits

Well Diversified Other Income Profile; Cards Driving Core Fee Income

Other Income

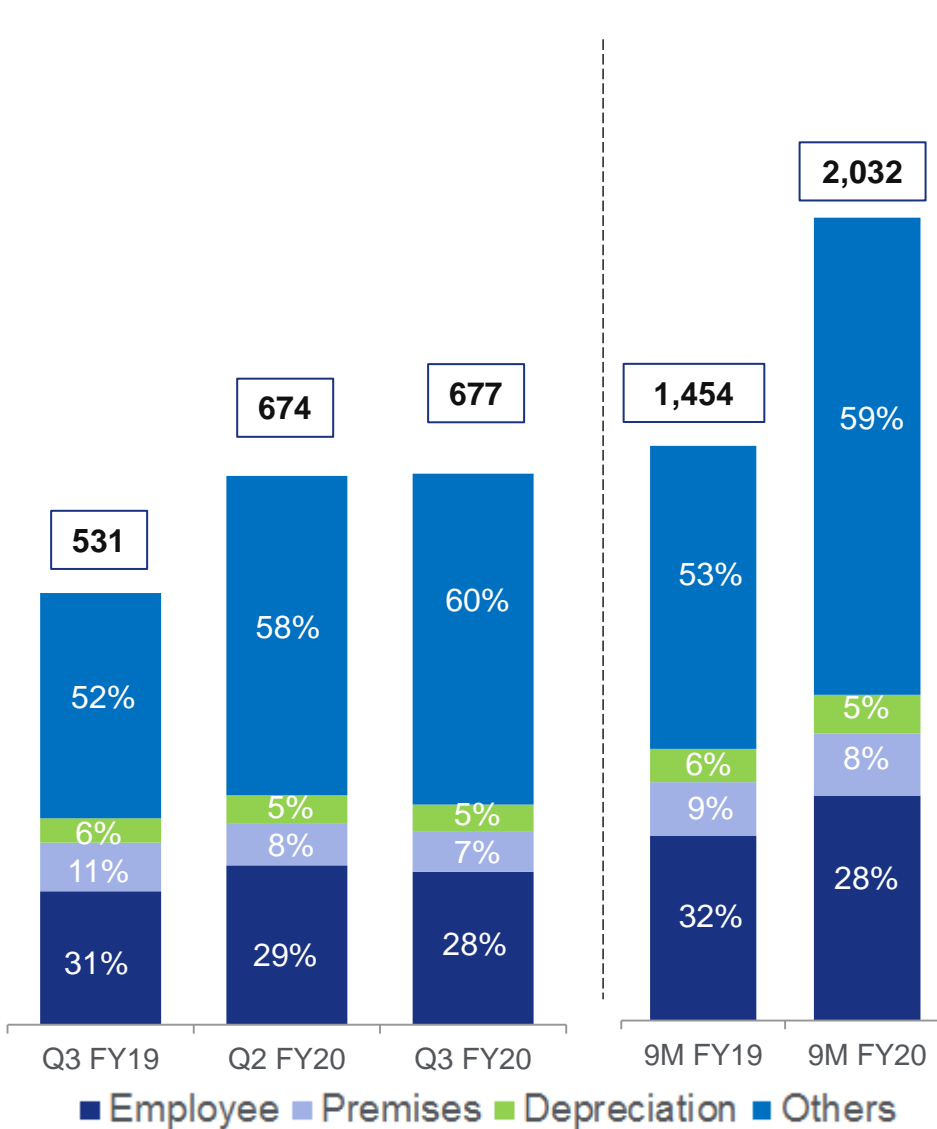


Core Fee Income Breakup

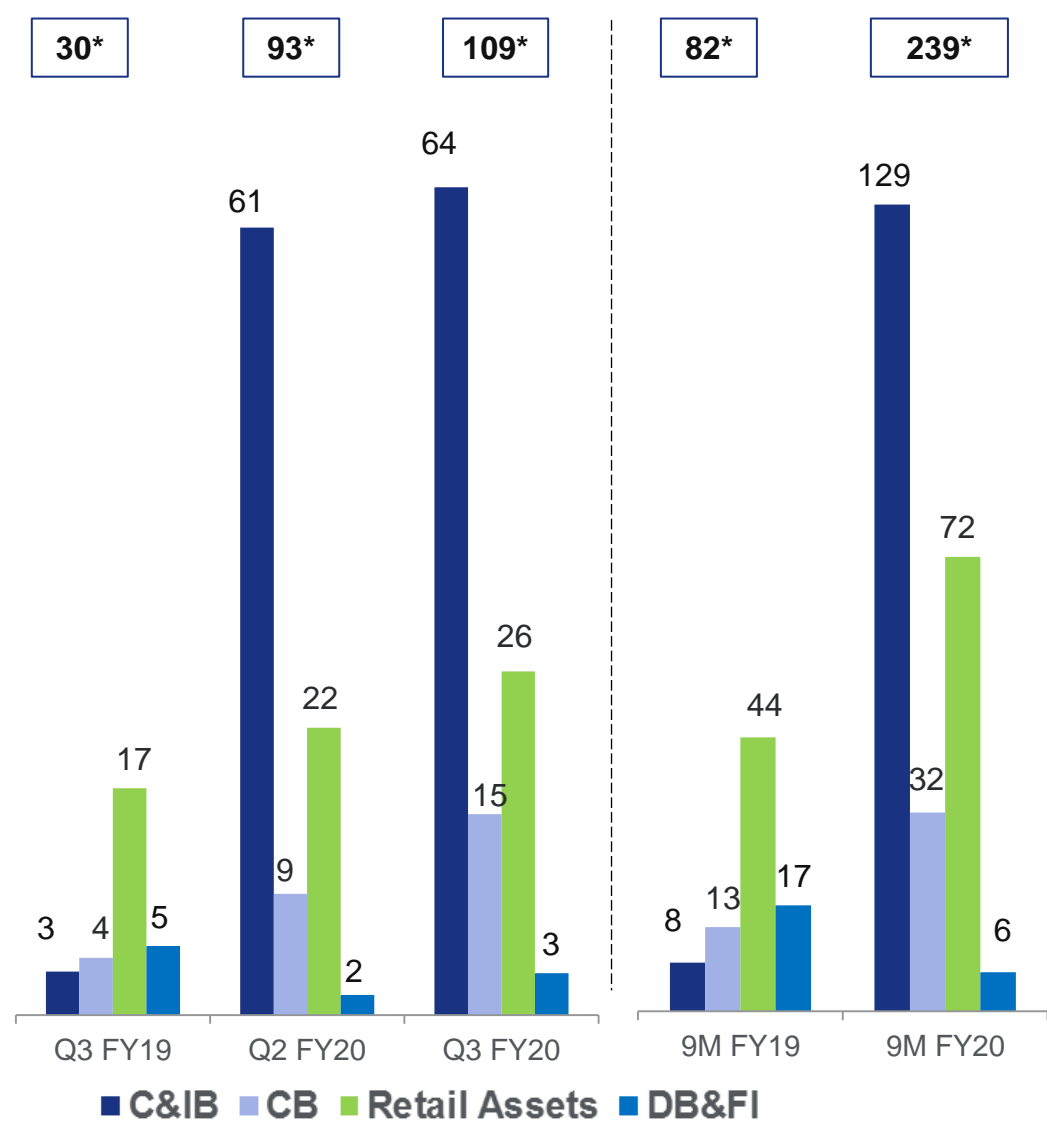


Cost Growth Driven by Business Expansion; Credit Costs due to Increased Provisions

Operating Expenses



Net Credit Cost by Business (bps)



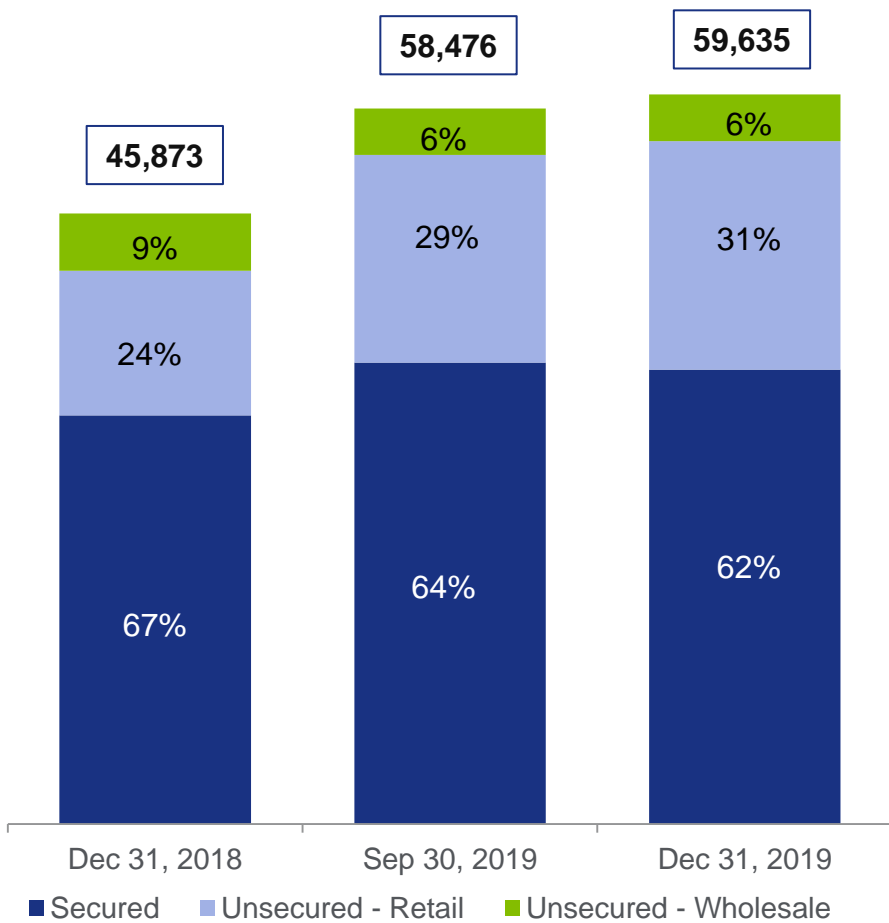
* Not Annualized for the bank or at individual segment level for the quarter

Changing Advances Mix and Improving Yields Helping NIMs

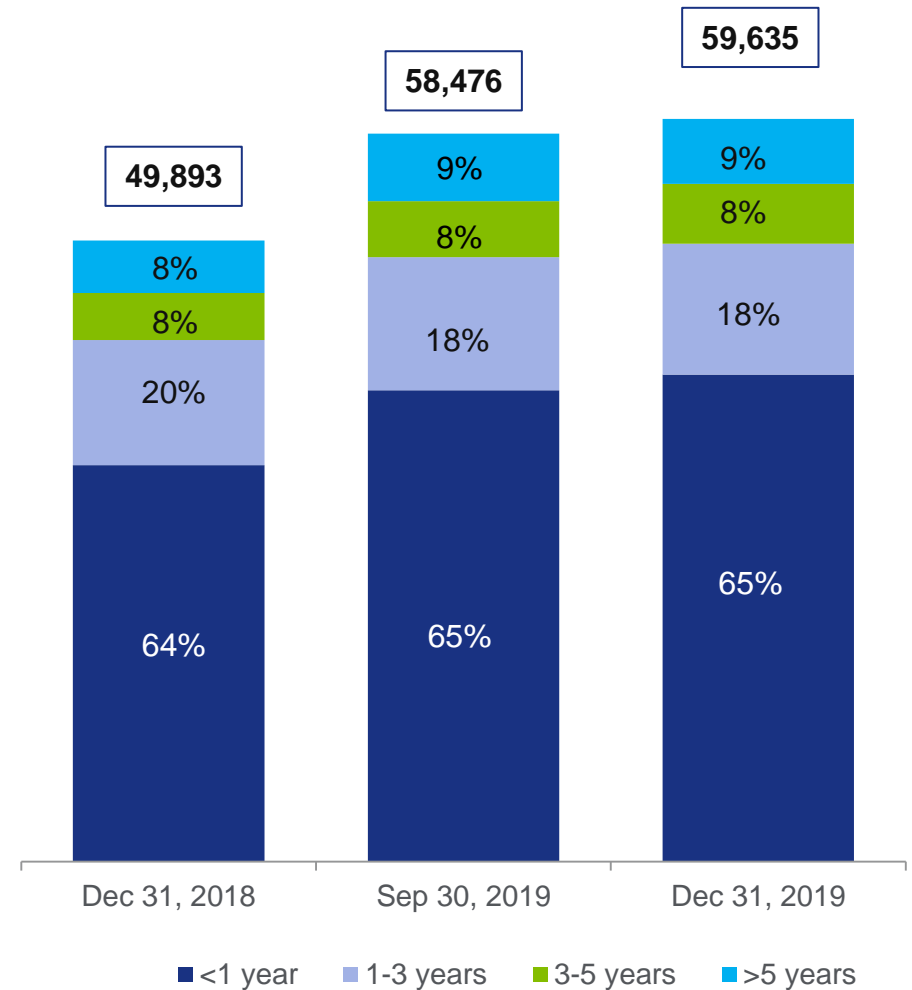
	Dec 31,2019	Dec 31,2018	YoY	Yield 9M 20	Proportion
C&IB	21,260	19,935	7%	9.1% (8.8%)	49%
CB	8,031	8,541	(6%)		
Wholesale	29,290	28,476	3%	15.5% (14.1%)	51%
Retail Assets	21,874	14,644	49%		
<i>LAP</i>	<i>7,459</i>	<i>5,659</i>	<i>32%</i>		
<i>Credit Cards</i>	<i>9,386</i>	<i>4,496</i>	<i>109%</i>		
<i>Retail Agri</i>	<i>1,510</i>	<i>1,562</i>	<i>(3%)</i>		
<i>BIL</i>	<i>1,569</i>	<i>1,358</i>	<i>16%</i>		
<i>Others</i>	<i>1,951</i>	<i>1,569</i>	<i>24%</i>		
DB & FI	8,470	6,773	25%		
<i>Micro-banking</i>	<i>5,520</i>	<i>4,220</i>	<i>31%</i>		
<i>IFI</i>	<i>1,734</i>	<i>1,685</i>	<i>3%</i>		
<i>MSME</i>	<i>1,216</i>	<i>868</i>	<i>40%</i>		
Non-Wholesale	30,345	21,417	42%		
Total	59,635	49,893	20%	9M 19 yields in brackets	

Diversified Loan Portfolio

Break up of advances - Secured/Unsecured

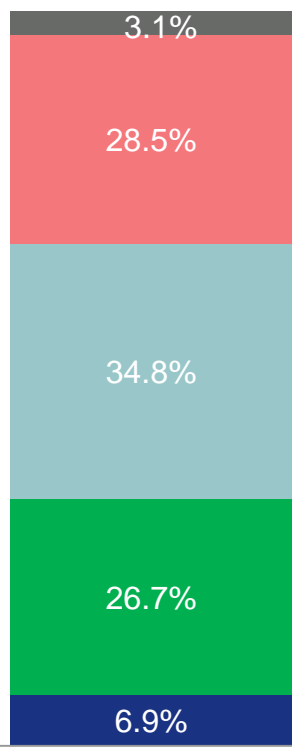


Tenor of Advances



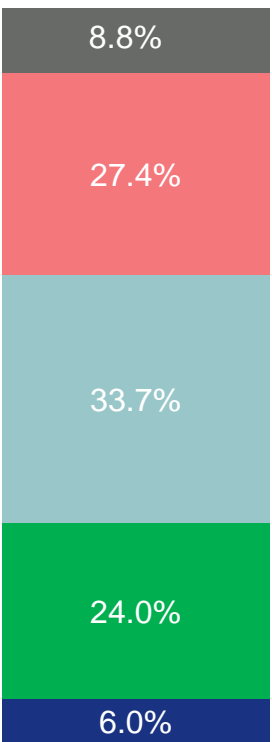
Borrowers' External Rating Profile*

Dec 31, 2018



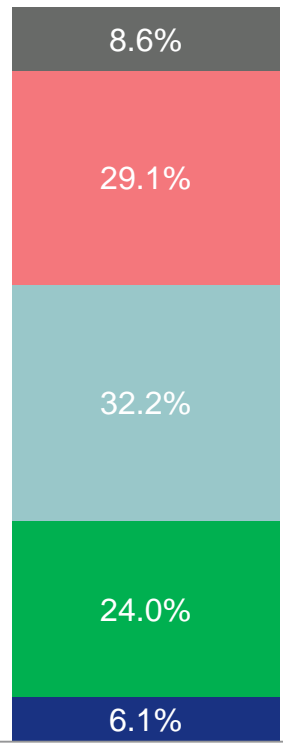
External Ratings

Sep 30, 2019



External Ratings

Dec 31, 2019



External Ratings

- AAA
- A- & Above
- BB+ & Below

- AA- & Above
- BBB- & Above

* Based on standard exposures; Unrated external ratings are mapped basis internal ratings

Diversified Industry Mix

Top 10 Industry*

Industry	Outstanding FB+NFB Exposure	FB-NFB Split	% of Outstanding FB+NFB Exposure
Construction	3,782	35:65	4.9%
NBFC (ex. HFC & DFI)	3,767	99:1	4.9%
Engineering	2,655	38:62	3.4%
Retail/ Distribution	2,572	62:38	3.3%
Real Estate	2,538	92:8	3.3%
Professional Services	2,336	84:16	3.0%
Power	2,272	70:30	2.9%
Pharma	1,708	82:18	2.2%
Metals	1,666	52:48	2.1%
HFCs	1,631	100:0	2.1%

* As of Dec 31, 2019 based on actual outstanding

Non Fund Based Book

Particulars	Dec 31, 2019	Dec 31, 2018	Sep 30, 2019
Guarantees	11,725	10,119	11,918
Letter of Credit, Acceptances, Endorsements and other Obligations	4,801	5,365	5,000

Asset Quality Impacted by Stress in Select Accounts

— Gross NPA by business segment —

	Quarter Ended			Gross NPA by business segment			
	Dec 31,2019	Sep 30,2019	Dec 31,2018	Business segment	Dec 31,2019	Sep 30,2019	Dec 31,2018
Movement of Gross NPAs				C&IB	1,375.3	842.4	92.1
Opening Balance	1,539	789	645	% of total advances	2.28%	1.43%	0.18%
(+) Additions during the period	1,048	1,377	211	CB	62.5	198.6	249.6
(-) Upgrade	46	260	3	% of total advances	0.10%	0.34%	0.50%
(-) Recoveries	88	55	54	Retail Assets	475.1	421.4	286.5
(-) Write Offs	443	313	103	% of total advances	0.79%	0.71%	0.57%
Closing Balance	2,010	1,539	696	DB&FI	97.6	76.7	67.3
Gross NPA (%)	3.33%	2.60%	1.38%	% of total advances	0.16%	0.13%	0.13%
Net NPA	1,236	912	358	Total	2,010.5	1,539.1	695.5
Net NPA (%)	2.07%	1.56%	0.72%	Total (%)	3.33%	2.60%	1.38%
Provisioning Coverage Ratio (PCR) (%)	58.07%	58.45%	63.22%				
Slippage Ratio	1.79%	2.42%	0.46%				
Restructured %	0.06%	0.04%	0.09%				
Net Stressed Assets%	2.14%	1.60%	0.81%				

• There are Nil Security Receipts

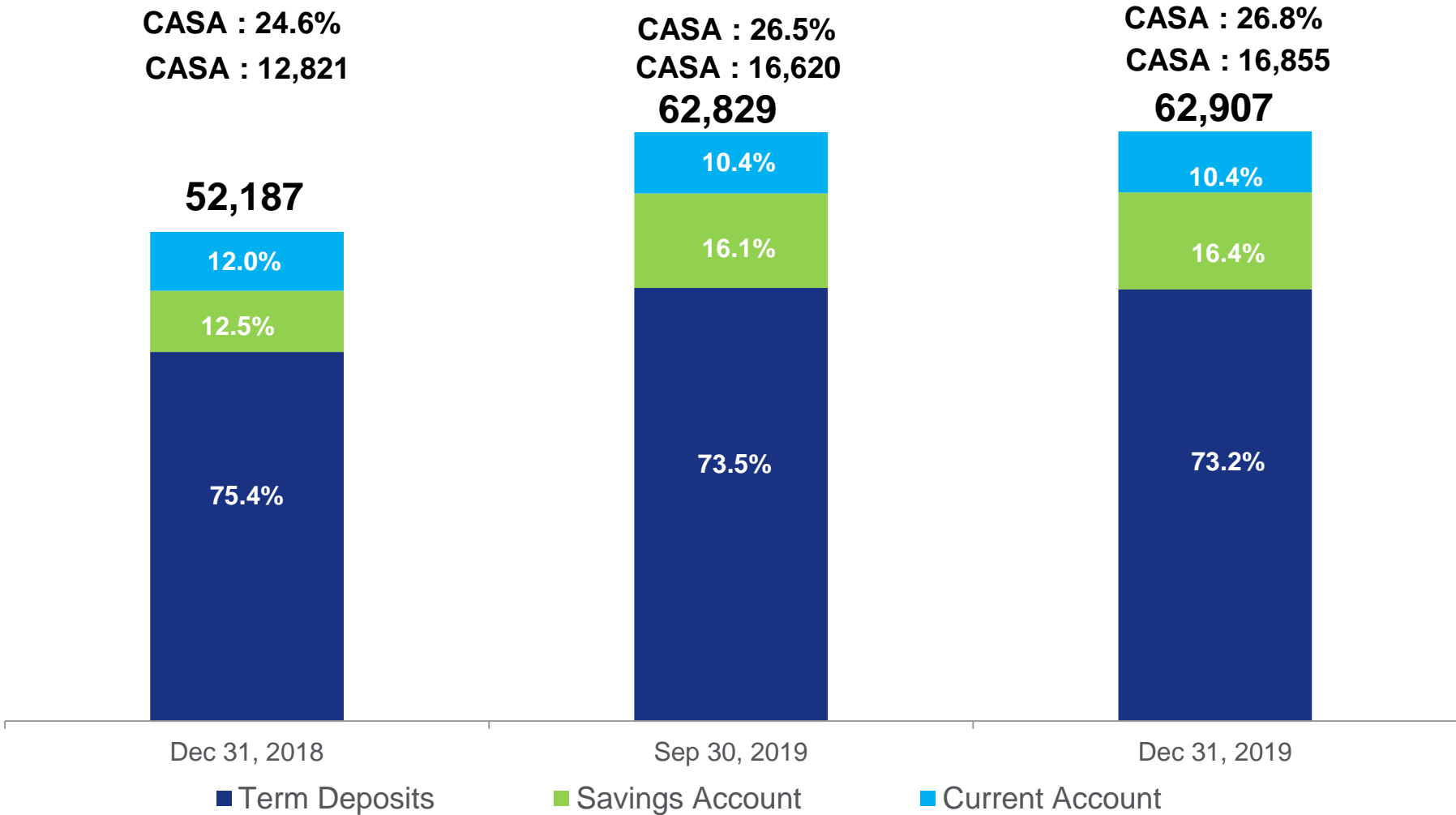
Capital Adequacy - Well Capitalized to Support Growth

Particulars	Dec 31, 2019	Dec 31, 2018	Sep 30, 2019
Tier 1 Capital Funds*	10,236	7,060	7,542
Tier 2 Capital Funds	721	722	685
Total Capital Funds	10,957	7,781	8,227
Total RWA	68,158	56,406	66,976
Tier 1 CRAR*	15.0%	12.5%	11.3%
Total CRAR*	16.1%	13.8%	12.3%
RWA/Total Assets	74.5%	78.1%	76.4%

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

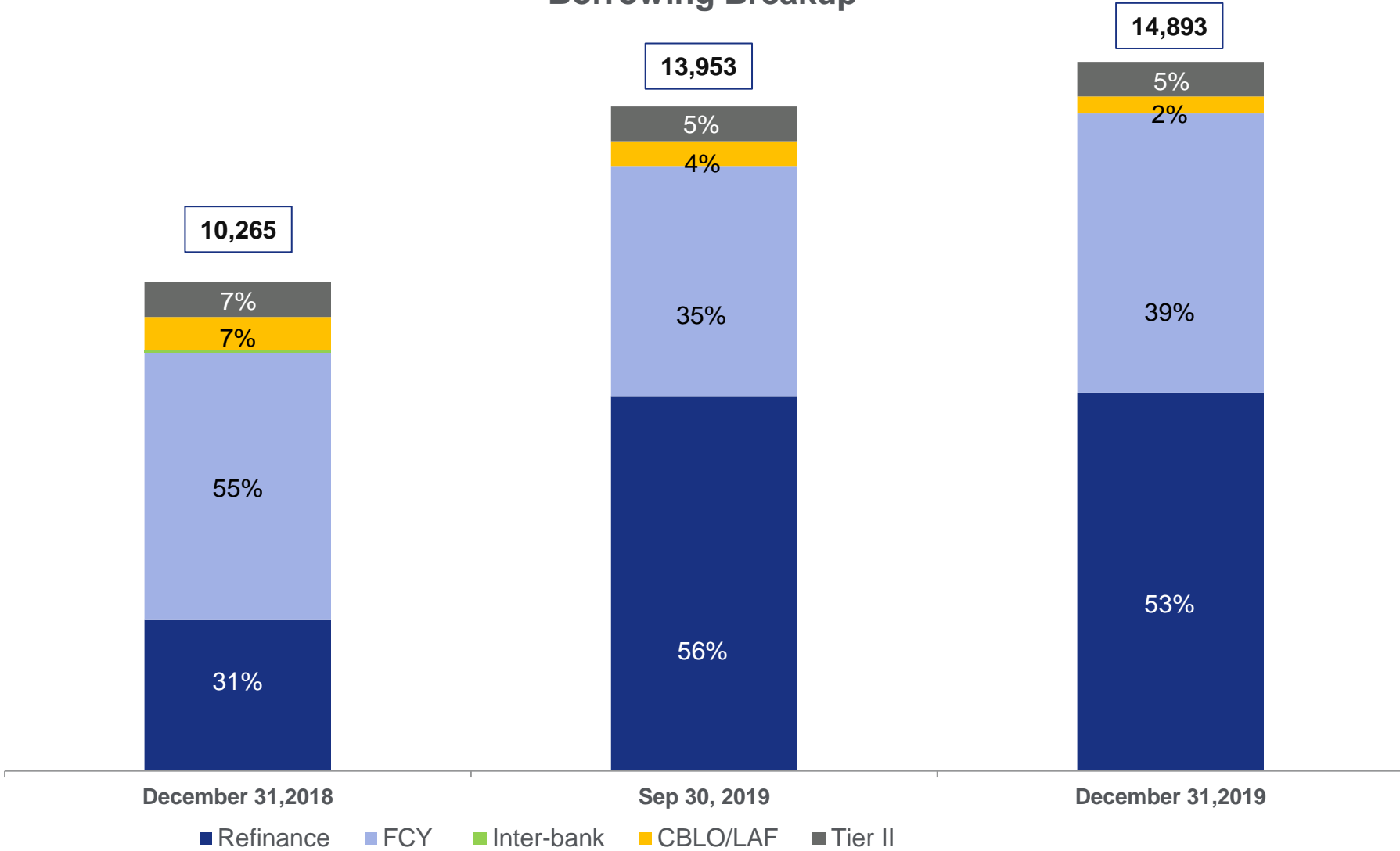
CASA Growth Driving Overall Deposit Growth

31% yoy growth in CASA, while total deposits grew by 21%

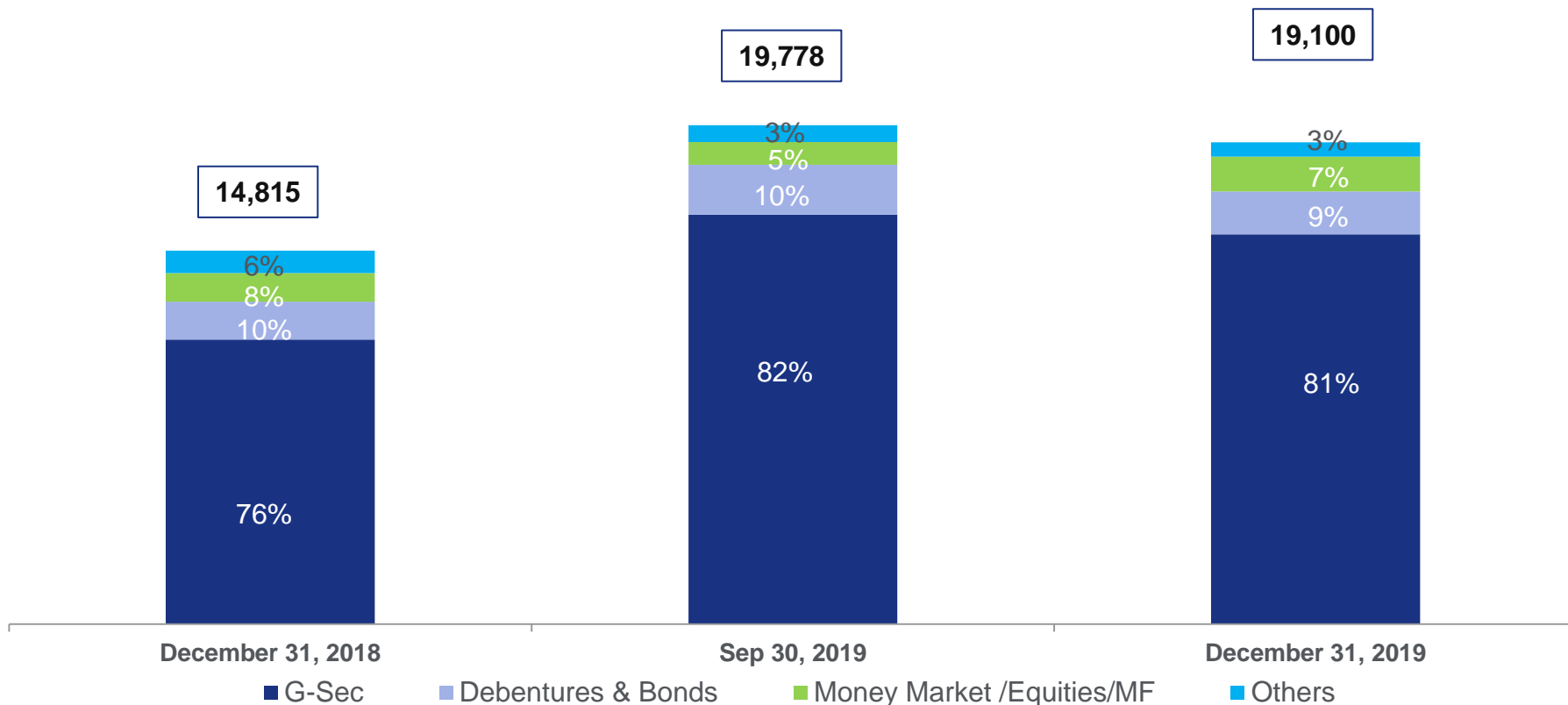


Diversified Borrowing Streams

Borrowing Breakup



Investment Breakup



Yield

Yield	Q3 FY20	Q3 FY19	Q2 FY20	9M FY20	9M FY19
Total Investments	7.2%	7.5%	7.6%	7.5%	7.4%
SLR	7.2%	7.6%	7.4%	7.4%	7.5%
Non SLR	8.7%	9.4%	9.1%	8.8%	9.4%

NIM Improvement Helped by Higher Yields due to Changing Mix

Pre-IPO

	FY 11	FY 12	FY 13	FY 14	FY 15	FY 16
Yield on Advances	10.9%	12.6%	13.1%	12.9%	12.3%	11.7%
Cost of Funds	5.8%	8.3%	9.6%	9.4%	8.4%	7.6%
Cost of Deposits	5.8%	8.1%	8.9%	8.8%	8.3%	7.7%

Post Listing Performance

	Q2 FY18	Q3 FY18	Q4 FY18	Q1 FY19	Q2 FY19	Q3 FY19	Q4 FY19	Q1 FY20	Q2 FY20	Q3 FY20
Yield on Advances	10.6%	10.4%	10.5%	10.8%	10.9%	11.2%	11.8%	12.0%	12.1%	12.3%
Cost of Funds	6.4%	6.2%	6.2%	6.4%	6.4%	6.6%	6.8%	6.8%	6.8%	6.6%
Cost of Deposits	6.6%	6.4%	6.5%	6.6%	6.7%	6.8%	6.9%	7.0%	6.9%	6.7%

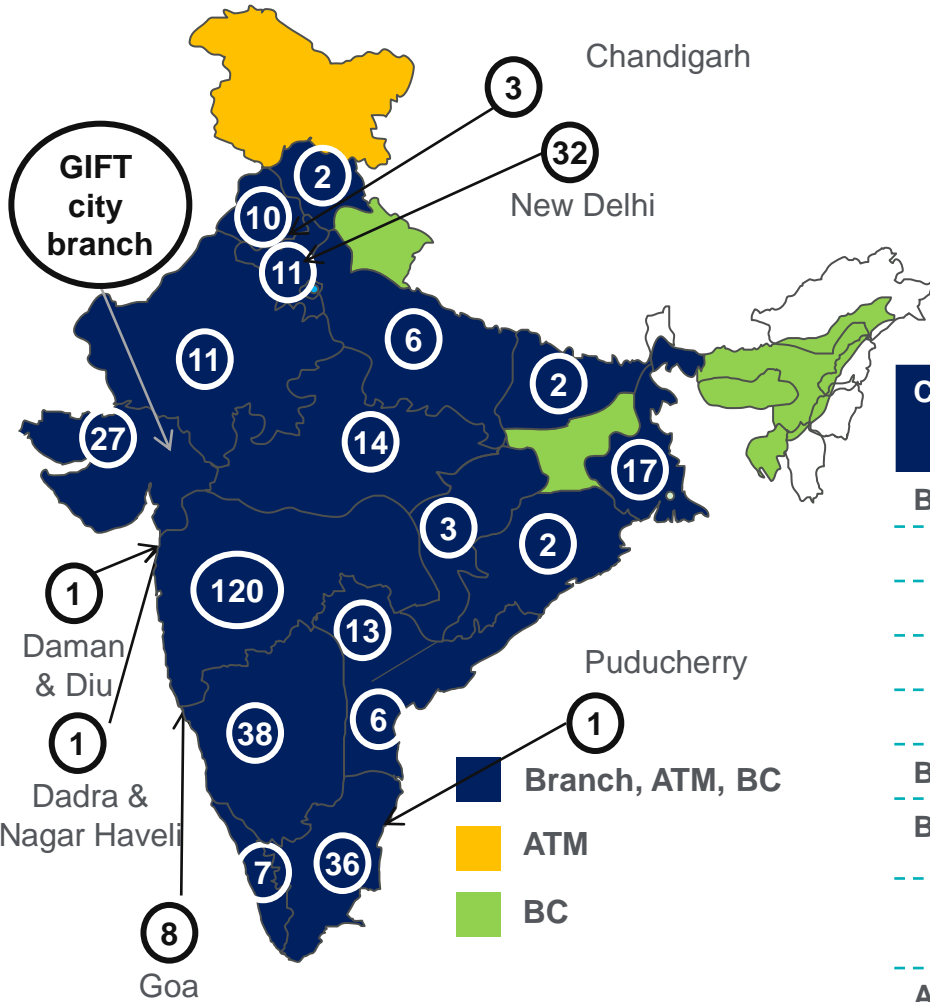


Distribution Network

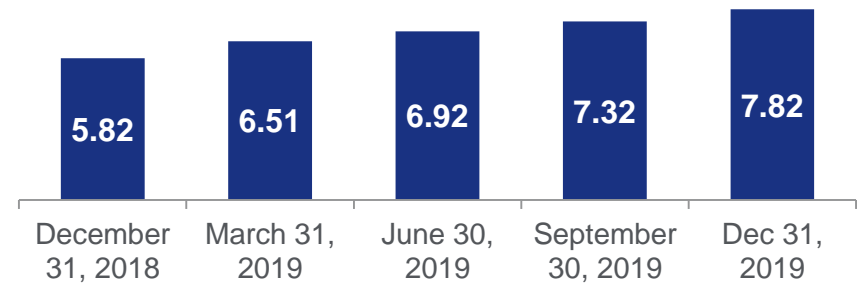


Our Growing, Multi-Layered Distribution Network

Locations



Customers (Mn.)



Channel Breakup

Channels	Number of transaction points		
	Dec 31, 2019	Sep 30, 2019	Dec 31, 2018
Branches	371	346	288
<i>Metro</i>	182	160	112
<i>Urban</i>	57	55	45
<i>Semi-urban</i>	76	76	76
<i>Rural</i>	56	55	55
Banking Outlets (BOs)	255	238	221
BC Branches (incl. BOs)	1,245	1,156	956
<i>Of which RBL Finserve</i>	610	533	427
ATMs	383	394	390

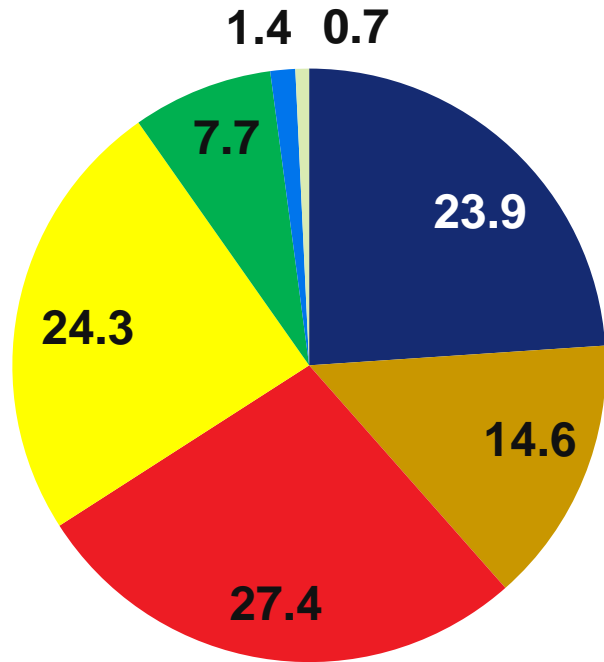
Figures in circles refer to number of branches in given state/union territory



Shareholding Pattern & Ratings

Diversified Shareholding & Strong/Improving Rating Profile

— Shareholding by category (%) —



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

Total Foreign holding – 38.9%.
Approved limit – 74%

Ratings

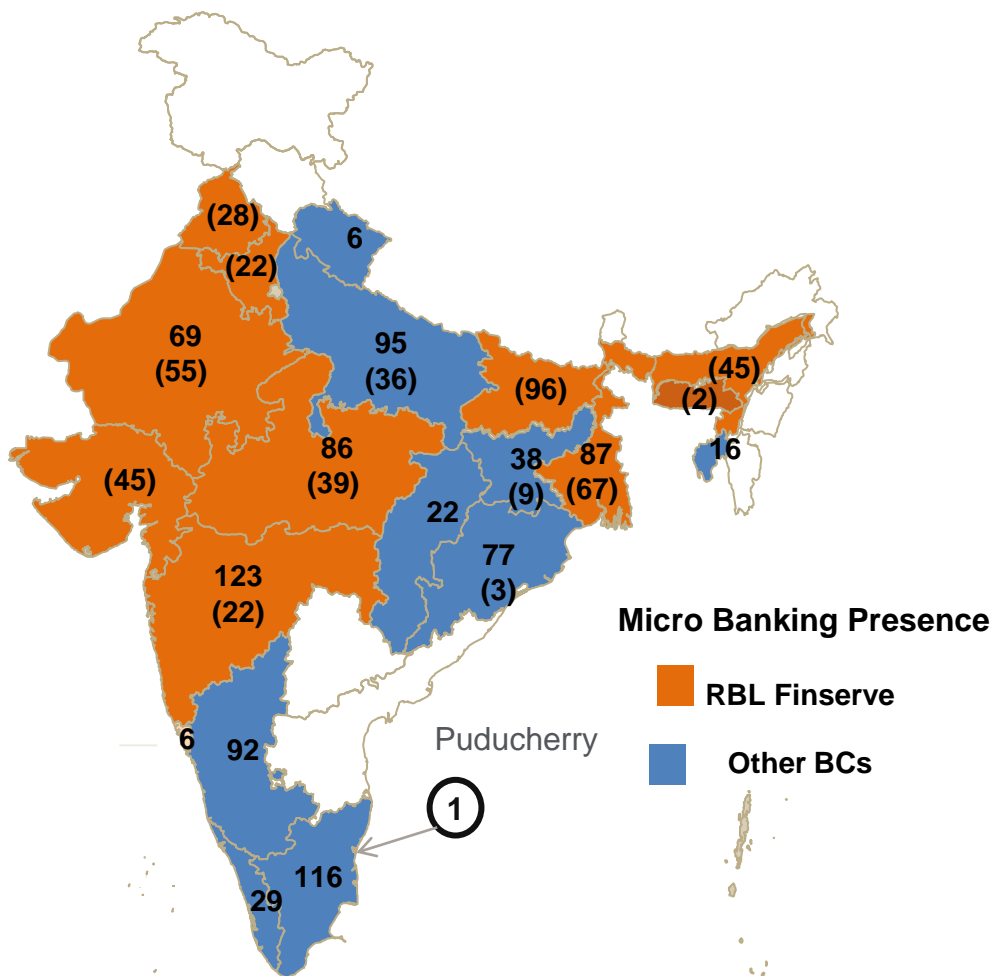
Instrument	Rating
Basel III compliant Tier II bonds	ICRA AA- hyb (Stable) (Re-affirmed dated Jan 10, 2020)
	CARE AA- (Stable) (Re-affirmed dated Oct 3, 2019)
Certificate of Deposits	ICRA A1+ (Re-affirmed dated Jan 10, 2020)
Medium term fixed deposit programme	ICRA MAA (Stable) (Re-affirmed dated Jan 10, 2020)
Short term fixed deposit programme	ICRA A1+ (Re-affirmed dated Jan 10, 2020)



Micro-banking Update

Micro-banking Distribution Network

- In FY-20 233 BC branches opened (In Q3-100 branches)
- In FY-20 138 RBL Finserve branches opened (In Q3-75 branches)
- 255 Banking Outlets

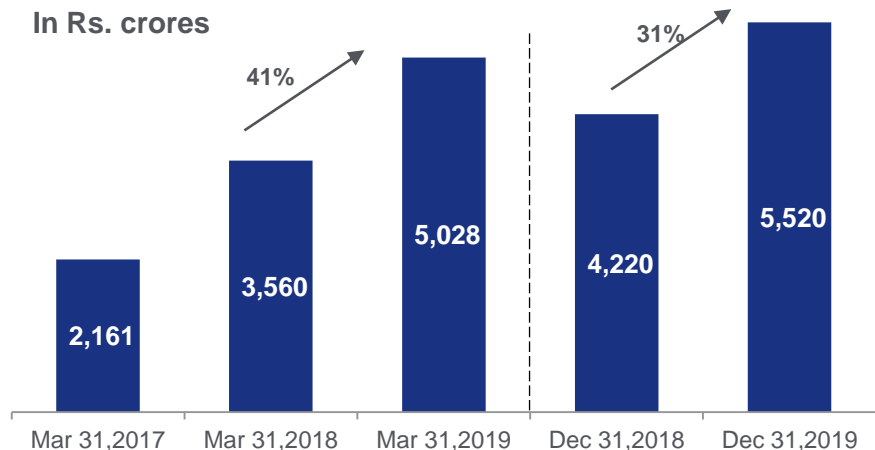


Figures in brackets refers to branches of RBL Finserve

State Name	% of Portfolio Dec'19	% of Portfolio Sept'19
Tamil Nadu	13.8%	13.8%
Bihar	13.3%	13.3%
Maharashtra	11.5%	11.6%
Karnataka	9.2%	9.3%
West Bengal	8.4%	8.7%
Odisha	6.7%	7.1%
Rajasthan	6.5%	6.1%
Madhya Pradesh	4.9%	4.7%
Punjab	4.5%	4.6%
Gujarat	3.3%	3.6%
Assam	4.0%	4.1%
Haryana	3.6%	3.4%
Jharkhand	2.3%	2.6%
Chhattisgarh	2.0%	2.1%
Uttar Pradesh	1.9%	1.2%
Uttarakhand	0.9%	0.9%
Kerala	1.4%	1.0%
Tripura	0.6%	0.7%
Goa	0.7%	0.7%
Puducherry	0.5%	0.4%
Meghalaya	0.1%	0.1%
Grand Total	100.0%	100.0%

Micro-banking - Portfolio Highlights

Loan Book



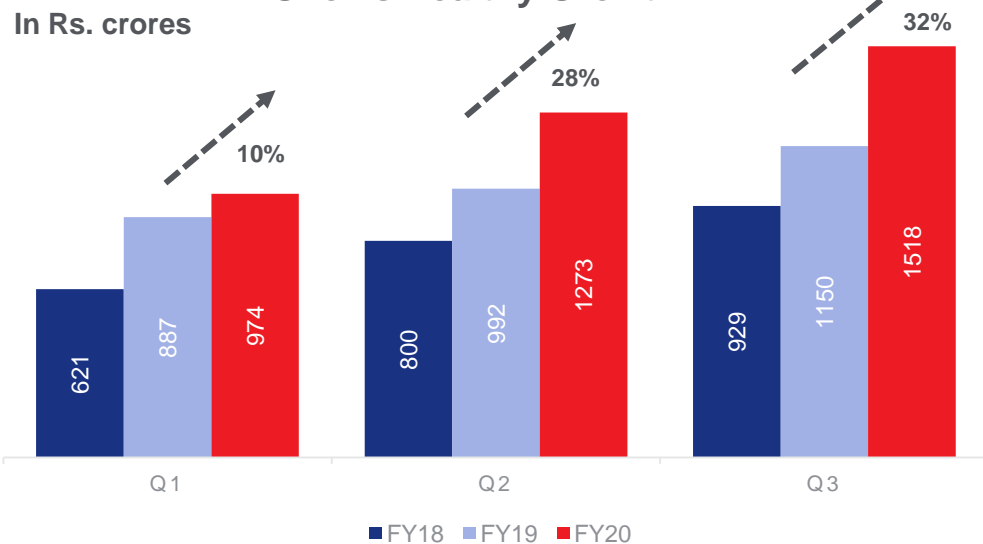
Portfolio Mix	December 31st 2019
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RBL Finserve & Direct 55%

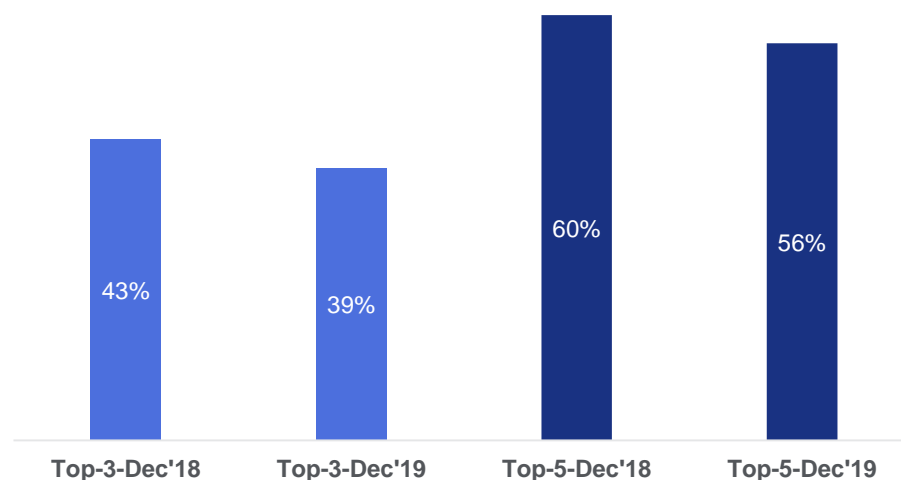
Other BCs 45%

2.78 Mn active loan accounts

Quarter on Quarter Disbursement Shows Healthy Growth

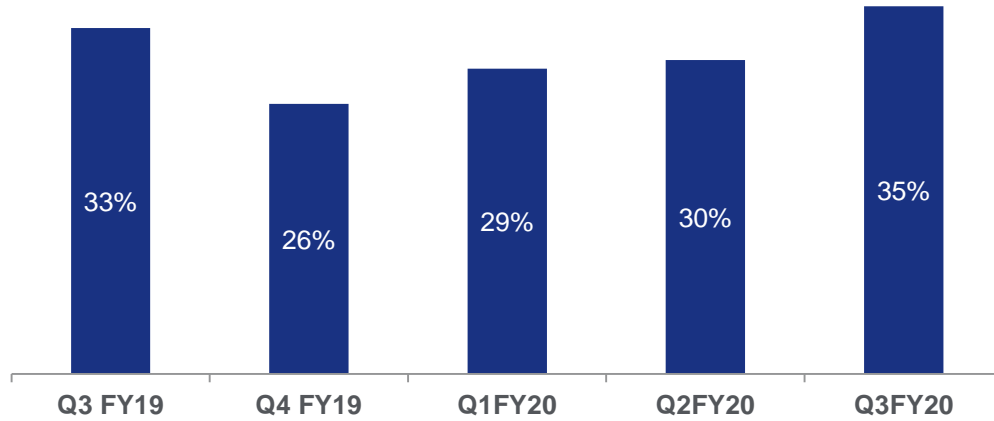


Top 3 and Top 5 states (Share in Portfolio)

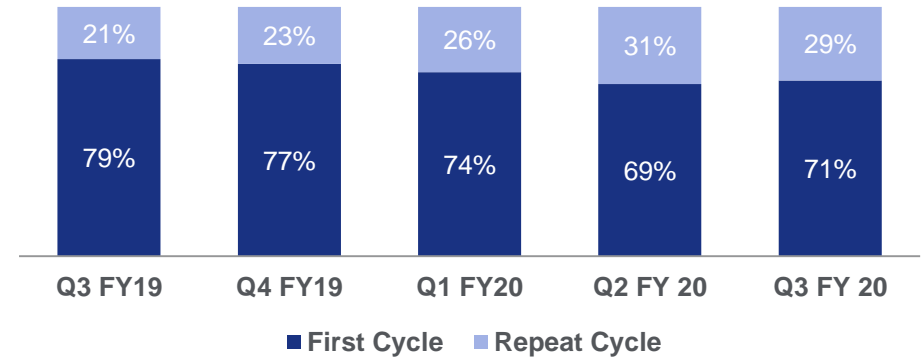


Micro-banking - Through the door Mix

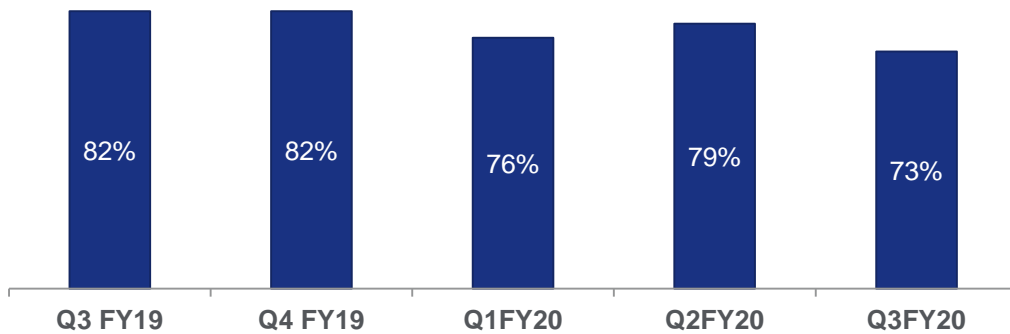
Bureau Rejection Rate



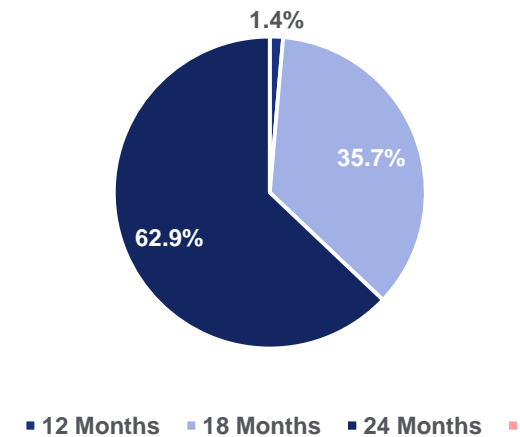
Borrowing Cycle with RBL Bank



Bureau Hit Rate



Loan Tenor



^ Hit Rate= % of loan application with matching records with Credit Bureau

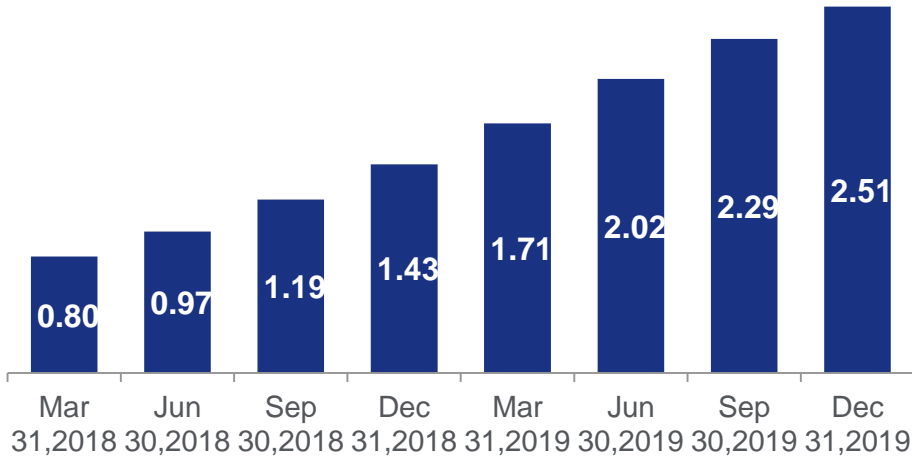


Credit Card Update

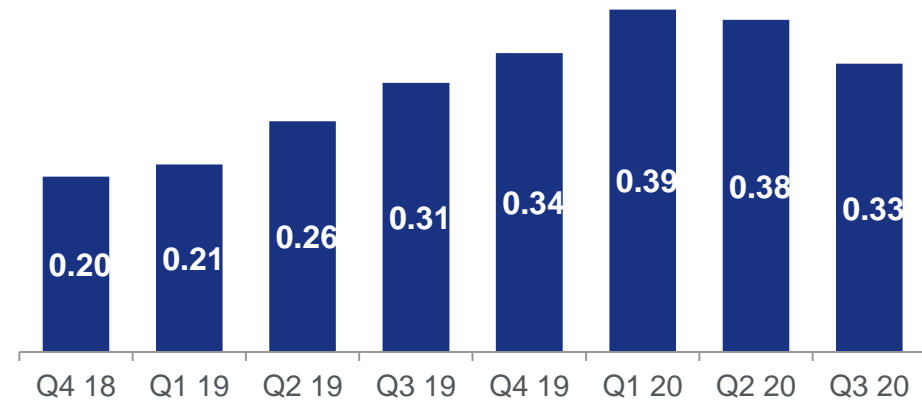


Credit Card Base Increasing Steadily

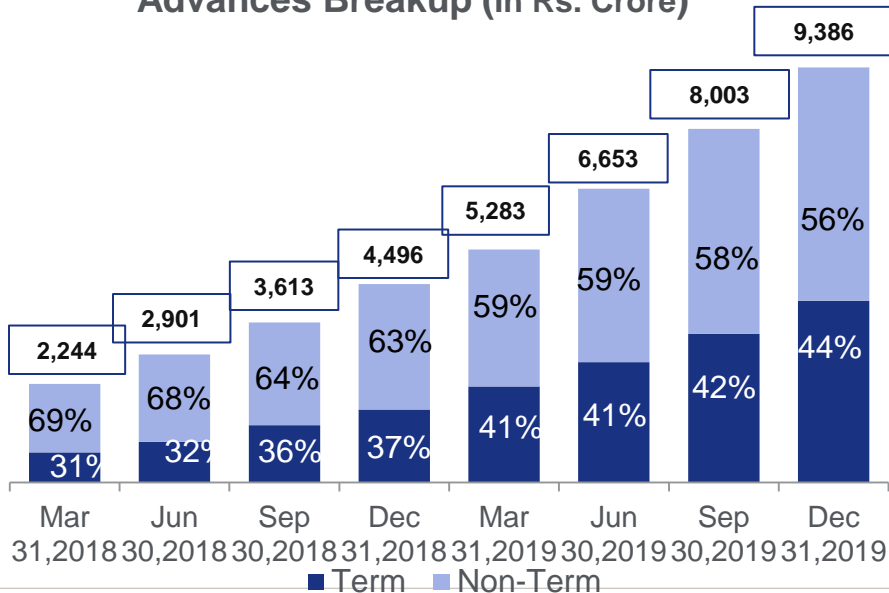
Cards in Force (In Mn)



Card Additions (In Mn)



Advances Breakup (In Rs. Crore)



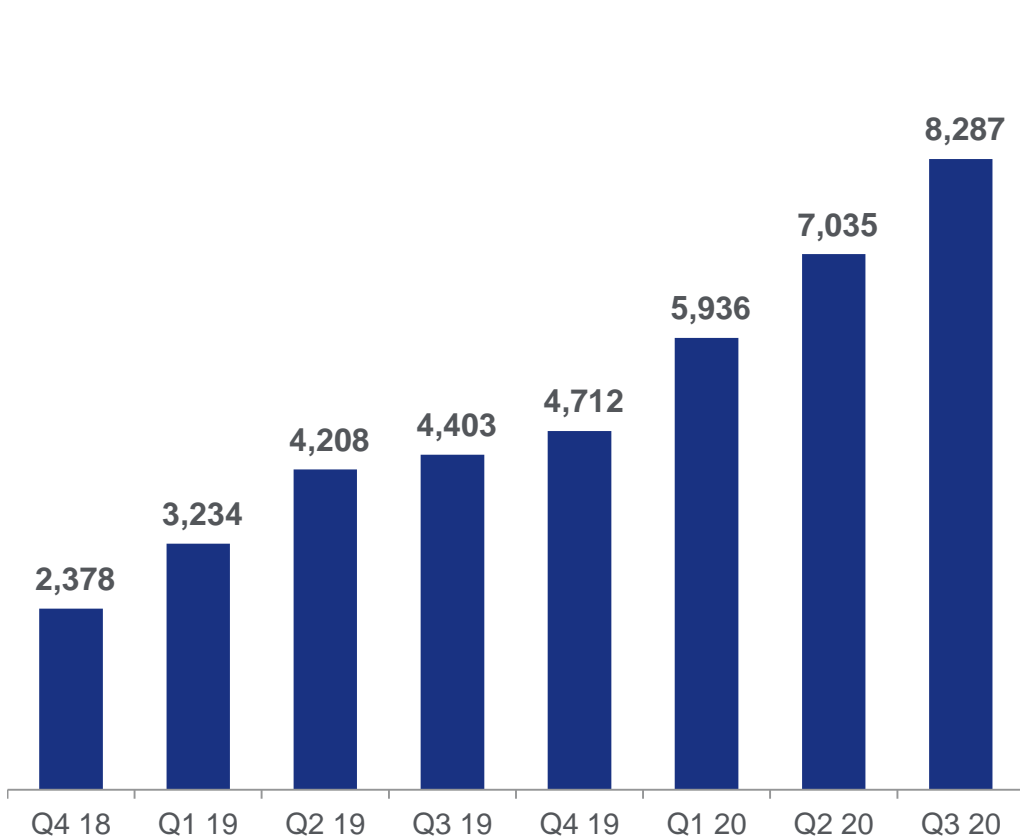
Customer Metrics

Key Metrics	Dec 2019
Retail Spend Per Card*	Rs. 11,265
Balance per Card*	Rs. 38,518
Fee Income (as % of revenue)	49%
Geographical Concentration (Top 8 Cities vs. Others)	62% : 38%

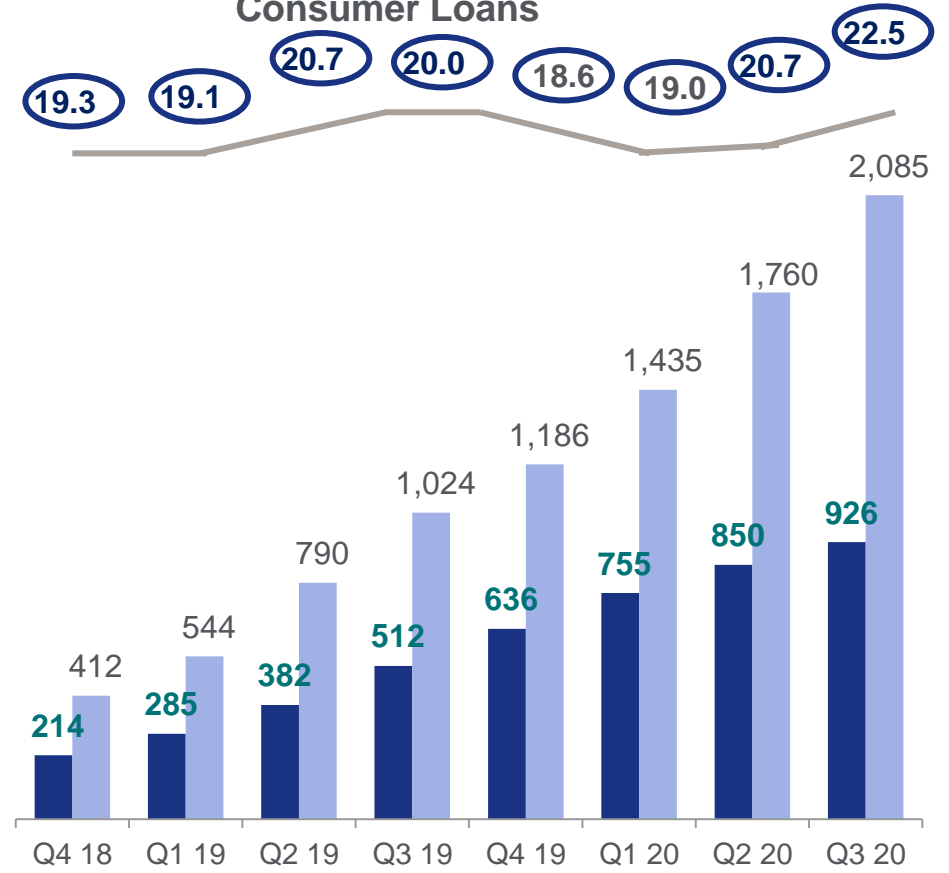
* Does not include corporate card spends

Credit Cards - Sticky Customer Spends

Total Spends (In Rs Crore)



Consumer Loans

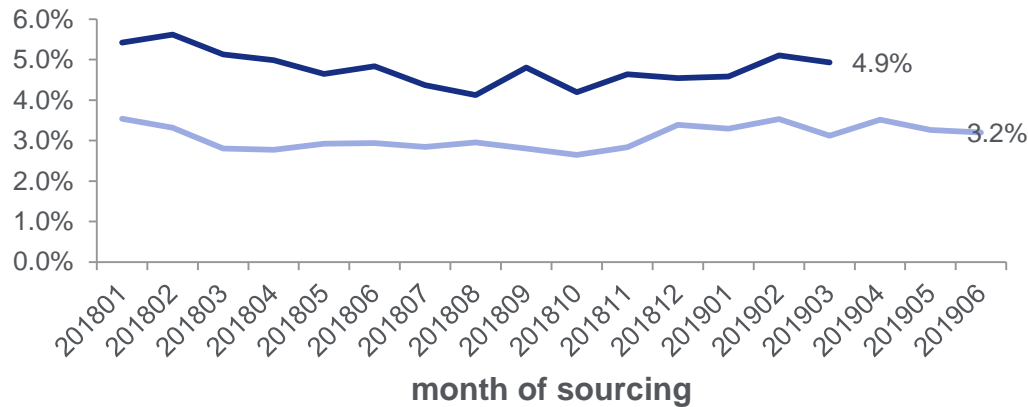


■ No. of Loans ('000)
 ■ Loans Booked (Rs. Crore)
 Average Ticket Size (Rs. 000)

Conversion Of Spends Into Consumer Loans Provides Stability to Portfolio

Credit Cards – Delinquency Trends Better Than Industry and Stable Revolving Balances

6 MOB \$30+ rate – RBL vs Industry



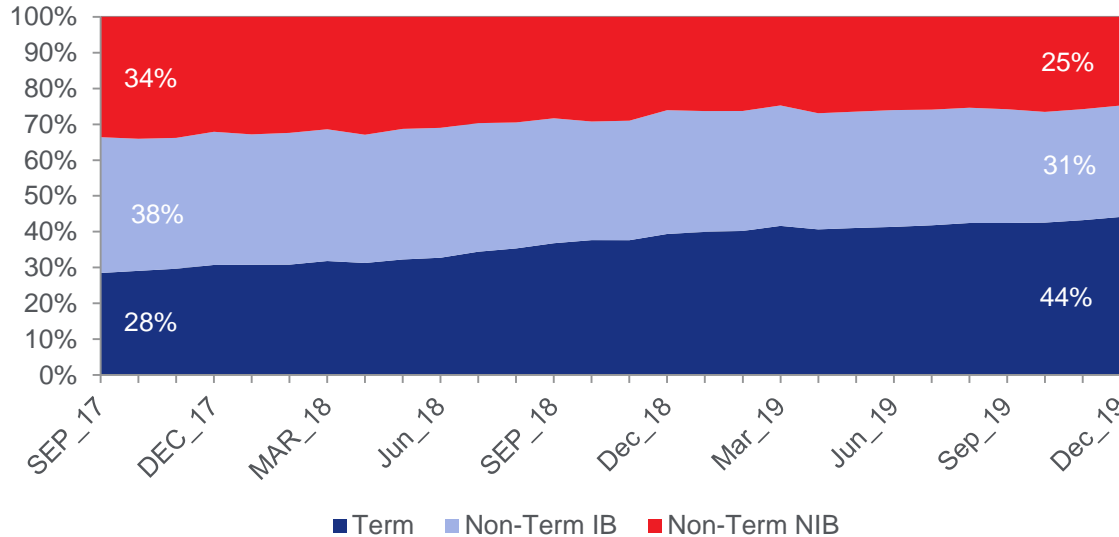
Early delinquency trends for new acquisition at 6 MOB (months on book)

Consistently maintained below industry cohort. This is on account of active “steering wheel” approach involving quarterly adjustments to the risk scorecard to stay within defined risk appetite

Source : TransUnion / CIBIL

— INDUSTRY — RBL

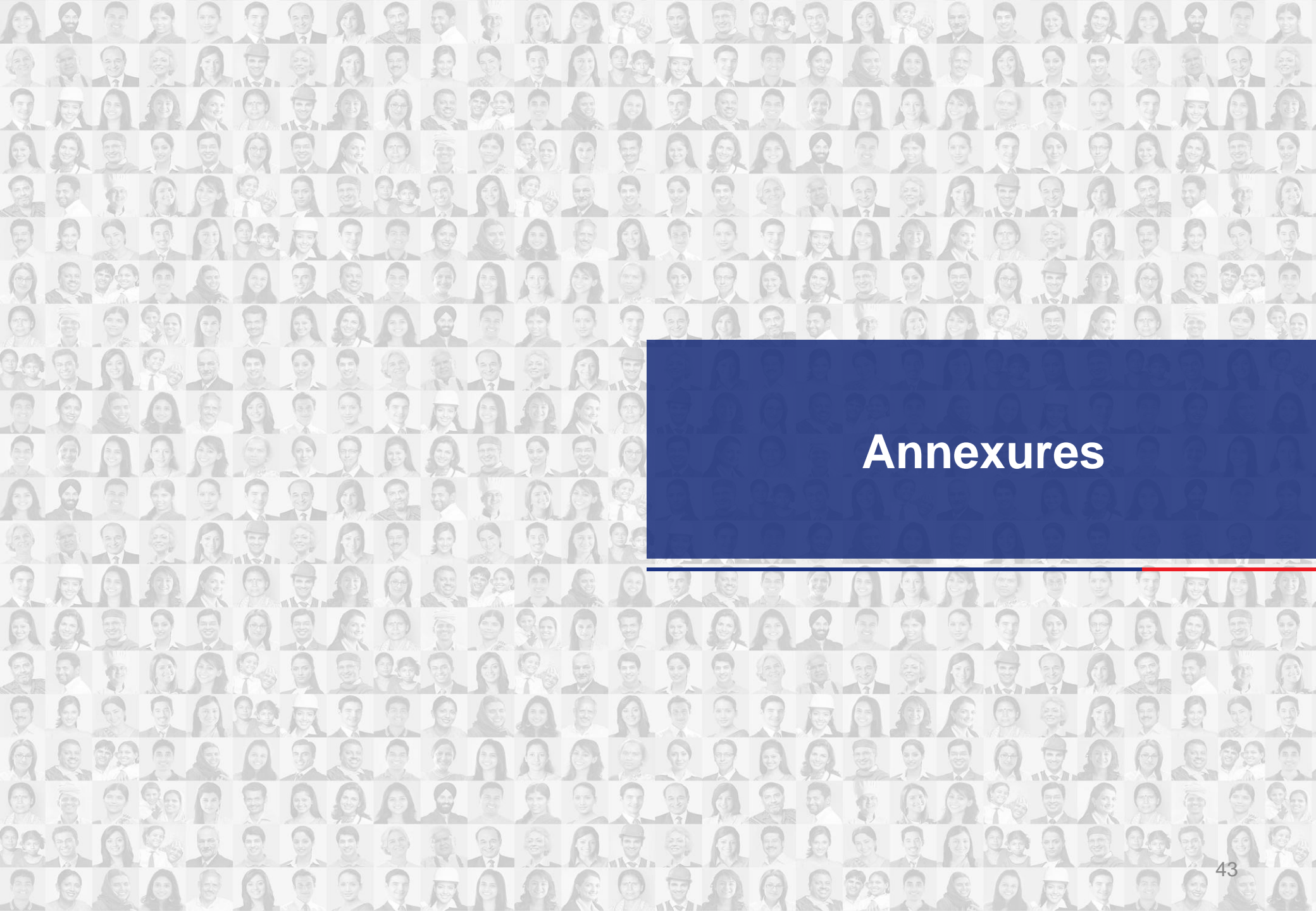
RBL Portfolio – Balance Breakup



The proportion of Non term interest bearing have been coming down. This indicates lowering of risk within the portfolio.

The growth of term balances which are largely from non-revolving customers (more than 75%) is a strategy to drive revenue from safer customers

Term : Balances which are pertaining to EMI based repayment
 Non term IB : Non term balances which earn interest @ revolve rate
 Non term NIB : Non term balances which do not earn any interest



Annexures

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. Rajeev Ahuja

Executive Director

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



Mr. Palepu Sudhir Rao

Independent Director

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



Mr. Vijay Mahajan

Non-Executive Director

Previously, Founder of Basix Social Enterprise Group



Ms. Ranjana Agarwal

Additional Independent Director

Founder and managing partner of Vaish & Associates, Chartered Accountants and has over 30 years of experience



Mr. Prakash Chandra

Non – Executive Part Time Chairman

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



Mr. Sivanandhan Dhanushkodi

Independent Director

Currently, Part-Time Security Advisor to RBI

Previously, Director General of Police, Maharashtra



Mr. Ishan Raina

Independent Director

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



Ms. Veena Mankar

Non-Independent Director

Currently, Chairman of RBL Finserve Ltd. Previously, Founder of Swadhaar Finserve Pvt. Ltd. And Swadhaar FinAccess

Professional and Experienced Leadership Team



Mr. Vishwavir Ahuja

Managing Director and CEO

Managing Director & Country Executive Officer of Bank of America for Indian Sub-continent from 2007-2009

(37)



Mr. Rajeev Ahuja

Executive Director

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

(33)



Mr. R. Gurumurthy

Head – Risk & Governance

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

(34)



Mr. Andrew Gracias

Head - Financial Markets

Previously, associated with Bank of America and UBS

(23)



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

(33)



Mr. Jaideep Iyer

Head - Strategy

Previously, Group President and Deputy CFO – Yes Bank

(21)



Mr. Harjeet Toor

Head - Retail, Inclusion and Rural Business, Credit Cards, Retail and MSME Lending

Previously, associated with Bank of America, ABN AMRO Bank and Fullerton India Credit Company

(25)



Mr. Vincent Valladares

Head - Commercial Banking

Previously, Middle East Head – Commercial Banking, Citibank

(21)



Mr. Surinder Chawla

Head – Geography, Branch and Business Banking

Previously, associated with Standard Chartered Bank, ABN Amro Bank and HDFC Bank

(27)



Ms. Shanta Vallury Gandhi

Head - HR, CSR & Internal Branding

Previously, Vice President of Acquisitions and Partnerships Division in American Express Bank Ltd (Gurgaon)

(27)

Figures in brackets are years of work experience in financial services

Professional and Experienced Leadership Team (Contd.)



Mr. Ramnath Krishnan
Chief Risk Officer
Previously, Country Chief Risk Officer , HSBC Malaysia Berhad

(31)



Mr. Pankaj Sharma
Chief Operations Officer
Previously, Head Retail Operations, Axis Bank

(20)



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

(25)



Mr. Bhavtaran Singh (Sunny) Uberai
Head – Client Services
Previously, associated with ABN Amro Bank and Arete Financial Partners, Singapore

(34)



Mr. Sankarson Banerjee
Chief Information Officer
Previously, Chief Technology Officer , National Stock Exchange

(23)



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

(30)

Figures in brackets are years of work experience in financial services

Profit & Loss Statement

Particulars	Q3 FY20	Q3 FY19	Q2 FY20	9M FY20	9M FY19
Income					
Interest Earned	2,157	1,639	2,126	6,306	4,467
Interest Expended	1,235	984	1,257	3,697	2,666
Net Interest Income	923	655	869	2,609	1,801
Other Income	487	374	442	1,410	1,033
Total Income	1,410	1,029	1,310	4,018	2,834
Expenditure					
Operating Expenses	677	531	674	2,032	1,454
Employee Cost	188	164	196	569	468
Premises Cost	50	60	52	158	135
Depreciation	33	30	34	98	84
Other Operating Expenses	407	277	392	1,208	767
Operating Profit	732	498	636	1,987	1,380
Provisions	638	161	533	1,385	441
On advances	637	150	539	1,378	366
On others	1	11	(6)	7	74
Profit Before Tax	94	338	103	602	939
Tax	24	113	48	211	319
Profit After Tax	70	225	54*	391*	620

*Net DTA Impact of Rs. 22 Crs taken in Q2

Balance Sheet Statement

Particulars	Dec 31, 2019	Sep 30, 2019	Dec 31, 2018
<u>Liabilities</u>			
Capital	508	431	428
Reserves and Surplus	10,039	7,368	6,848
Deposits	62,907	62,829	52,187
Borrowings	14,893	13,953	10,266
Other Liabilities	3,110	3,096	2,474
Total	91,458	87,678	72,202
<u>Assets</u>			
Cash & Balances with RBI	7,147	3,657	3,405
Balances with other banks	2,441	2,766	1,582
Investments (Net)	19,100	19,778	14,815
Advances (Net)	59,635	58,476	49,893
Fixed and Other Assets	3,135	3,001	2,508
Total	91,458	87,678	72,202

Consolidated Profit & Loss Statement

Particulars	Q3 FY20	Q3 FY19	Q2 FY20	9M FY20	9M FY19
<u>Income</u>					
Interest Earned	2,224	1,639	2,190	6,497	4,468
Interest Expended	1,235	984	1,257	3,697	2,665
Net Interest Income	989	656	933	2,800	1,802
Other Income	490	374	443	1,416	1,032
Total Income	1,479	1,029	1,376	4,216	2,834
<u>Expenditure</u>					
Operating Expenses	749	535	741	2,236	1,442
Employee Cost	240	194	244	711	543
Premises Cost	54	64	55	168	142
Depreciation	34	31	35	103	86
Other Operating Expenses	421	247	407	1,254	670
Operating Profit	730	494	635	1,981	1,393
Provisions	637	160	533	1,385	440
On advances	637	149	539	1,378	366
On others	-	11	(6)	7	74
Profit Before Tax	92	334	102	596	953
Tax	24	113	48	211	319
Profit After Tax	69	221	53*	385*	633

*Net DTA Impact of Rs. 22 Crs taken in Q2

Consolidated Balance Sheet Statement

Particulars	Dec 31, 2019	Sep 30, 2019	Dec 31, 2018
<u>Liabilities</u>			
Capital	508	431	428
Reserves and Surplus	10,021	7,353	6,854
Deposits	62,907	62,824	52,186
Borrowings	14,893	13,953	10,266
Other Liabilities	3,122	3,110	2,490
Total	91,451	87,671	72,224
<u>Assets</u>			
Goodwill on Consolidation	41	41	41
Cash & Balances with RBI	7,148	3,658	3,408
Balances with other banks	2,443	2,768	1,627
Investments (Net)	19,004	19,683	14,719
Advances (Net)	59,618	58,472	49,893
Fixed and Other Assets	3,198	3,050	2,537
Total	91,451	87,671	72,224

Our Recent History

Particulars	FY 11	FY 12	FY 13	FY 14	FY 15	FY 16	FY 17	FY 18	FY19	9M FY20
Net Worth	1,075	1,131	1,594	2,012	2,224	2,960	4,242	6,544	7,336	10,321
Deposits	2,042	4,739	8,341	11,599	17,099	24,349	34,588	43,902	58,394	62,907
Advances (Net)	1,905	4,132	6,376	9,835	14,450	21,229	29,449	40,268	54,308	59,635
Investments (Net)	892	2,334	5,571	6,518	9,792	14,436	13,482	15,448	16,840	19,100
Net Profit	12	66	92	93	207	292	446	635	867	391
CRAR (%)	56.4	23.2	17.1	14.6	13.1	12.9	13.7	15.3	13.5	16.1
Gross NPA (%)	1.12	0.80	0.40	0.79	0.77	0.98	1.20	1.4	1.38	3.33
Net NPA (%)	0.36	0.20	0.11	0.31	0.27	0.59	0.64	0.78	0.69	2.07
Business per employee	4.4	6.7	7.9	7.7	9.1	11.8	13.1	15.9	19.3	17.1
No. of employees	907	1,328	1,859	2,798	3,465	3,872	4,902	5,300	5,843	7,157
Return on Assets (%)	0.53	1.33	1.05	0.66	1.02	0.98	1.08	1.21	1.27	0.61
Return on Equity (%)	1.7	5.9	6.73	5.44	9.58	11.32	11.67	10.95	12.15	6.36

Thank you

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

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