



# Investor Presentation

## Q3 FY 22

January 27, 2022



# 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

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
FICC	Fixed Income, Currency and Commodity	RoA	Return on Assets
FPI	Foreign Portfolio Investor	RoE	Return on Equity
FY	12 month period ended March 31	RWA	Risk Weighted 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
HUF	Hindu Undivided Family	US	United States
IFI	Institutional Financial Inclusion	VCF	Venture Capital Funds
RBL Finserve	RBL Finserve Ltd.	YoY	Year on Year

# Table of Contents

Topic	Page Number
Key Performance Highlights	5
Financial Performance	11
Distribution Network	29
Shareholding Pattern and Ratings	31
Micro-Banking and Retail Update	33
Credit Card Update	39
Payments Business Update	49
Annexures	53



# Key Performance Highlights

# Q3 FY22 Financial Highlights

- ▶ **QoQ Revenue growth of 8% aided by NII growth of 10%**
- ▶ **Net Profit at Rs. 156 crore for Q3 FY22 vs Rs. 31 crore for Q2FY22**
- ▶ **NIM at 4.3%, up 28 bps QoQ**
- ▶ **Wholesale Advances Grew 16% YoY; Retail : Wholesale mix at 53:47**
- ▶ **Deposit growth of 10% YoY to Rs. 73,639 crore; Average LCR at 146% for the quarter**
- ▶ **CASA growth of 21% YoY to Rs 25,318 crore; CASA Ratio at 34.4% vs. 31.1% in Q3FY21; Retail and Small business deposits ratio at 37.9%**
- ▶ **GNPA at 4.84% vs. 5.40% in Q2FY22, NNPA at 1.85% vs. 2.14% in Q2FY22**
- ▶ **PCR (incl tech w/off) sequentially increased by 202bps to 78.6% in Q3FY22 vs 76.6% in Q2FY22 ; PCR (excl. tech w/off) increased 128bps sequentially to 62.9%**
- ▶ **Total customer base of 10.66 million; addition of 0.68 million in the quarter**

# Q3 FY22 Highlights Contd....

## Strong Revenue Growth

- Total Revenue grew 10% YoY to 1630 crore
- Core Fee Income grew 24% YoY to Rs. 594 crore
- Operating profit at Rs. 631 crore

## Deposits Stable

- Total Deposits grew 10% YoY
- CASA grew 21% YoY
- CASA ratio at 34.4%
- SA Deposits grew 19% YoY
- Retail Deposits (as per LCR definition) grew 14% Yoy to 37.9%

## Healthy Capitalisation and Liquidity Levels

- CRAR improved 30bps QoQ, at 16.6% and CET 1 to 15.8%
- RWA/Total assets stable at 75.1%
- LCR at 146% for the quarter

## Asset Quality

- GNPA reduced 56bps sequentially to 4.84%; NNPA down to 1.85%
- Gross Slippages down 37% QoQ to Rs. 766 crore vs Rs. 1,217 crore for Q2FY22
- PCR (incl tech w/off) sequentially increased by 202bps to 78.61%
- Net Restructured Advances to Net Advances down 35bps QoQ to 3.00%

## Continued Increase in customer base and distribution network

- Customer base increased by 0.68 million QoQ, to 10.66 million
- Distribution network of 463 branches, 407 ATMs and 1424 BC branches

## Digital Business Update

- Acquiring Merchant onboarding increased by 14% QoQ
- Coverage of 25.89 lakhs Merchants

# Q3 FY22 Highlights

— YoY Growth —

**Net interest Income**

Rs. 1,010cr

11%

**Core Fee Income**

Rs. 594cr

24%

**Net Total Income**

Rs. 1,630cr

10%

**Operating Profit**

Rs. 631cr

(21%)

**Net Profit / (Loss)**

Rs. 156cr

6%



# Q3 FY22 Highlights Contd....

— YoY Growth —

— QoQ Growth —

**Advances**

**Rs. 58,141cr**

**3%**

**4%**

**Wholesale  
Advances**

**Rs. 27,241cr**

**16%**

**8%**

**Retail  
Advances**

**Rs. 30,900cr**

**(6%)**

**0%**

**Deposits**

**Rs. 73,639cr**

**10%**

**(3%)**

**CASA**

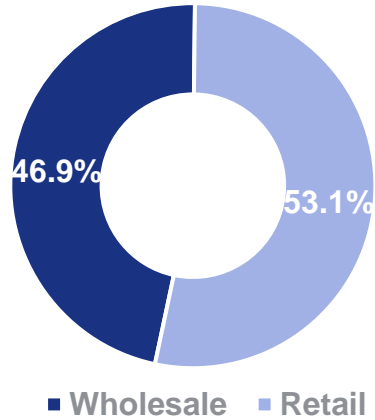
**Rs. 25,318cr**

**21%**

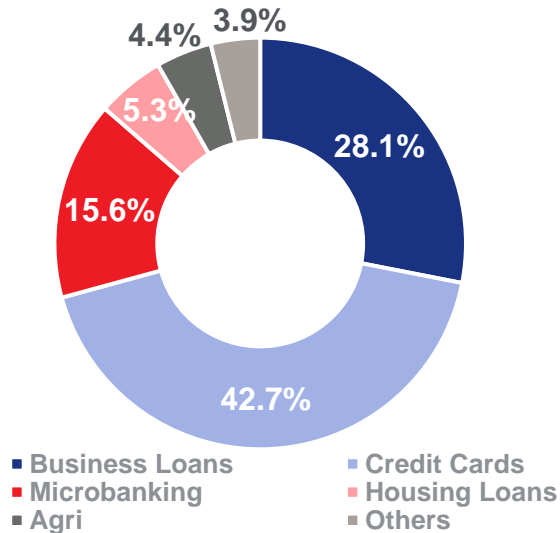
**(5%)**

# Key Indicators – Business Breakup

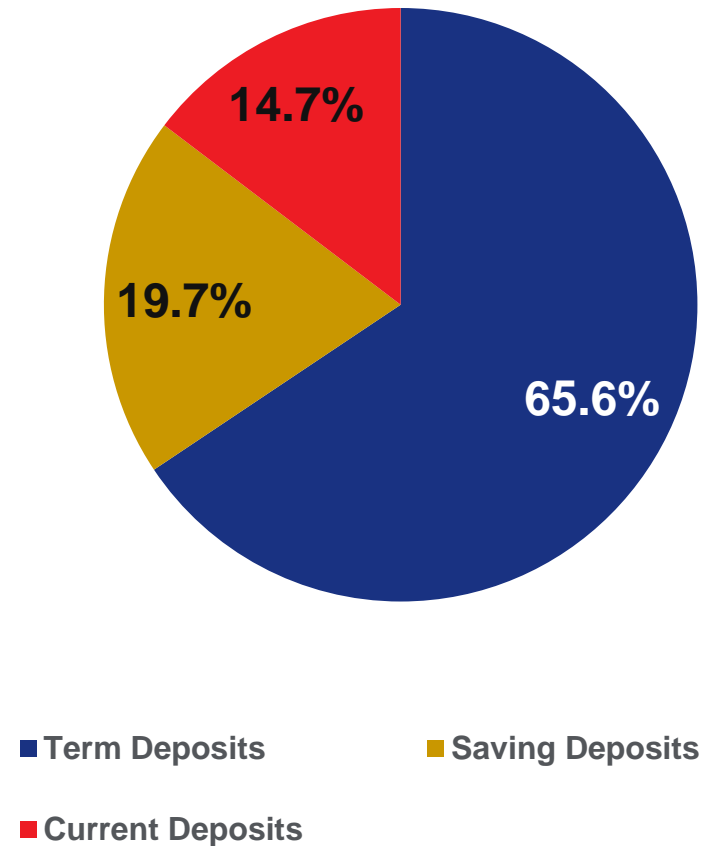
Advances by Segment (%)



Retail Advances Breakup (%)



Deposit Breakup (%)





# Financial Performance

# Total Income and NIMs Improve QoQ

Parameter	Q3 FY22	Q2 FY22	QoQ	Q3 FY21	YoY	9M FY22	9M FY21
Net Interest Income	1,010	915	10%	908	11%	2,895	2,882
Other Income	620	593	5%	576	8%	1,866	1,335
Net Total Income	1,630	1,508	8%	1,484	10%	4,761	4,217
Operating Profit	631	691	(9%)	801	(21%)	2,088	2,180
Provisions (Other than Tax)	424	651	(35%)	606	(30%)	2,460	1,601
Net Profit / (Loss)	156	31	407%	147	6%	(273)	432

Parameter	Q3 FY22	Q2 FY22	Q3 FY21	9M FY22	9M FY21
Other Income/Total Income	38.0%	39.3%	38.8%	39.2%	31.7%
Cost/Income	61.3%	54.2%	46.0%	56.2%	48.3%
Net Interest Margin	4.3%	4.1%	4.2%	4.3%	4.5%
Credit Cost/Advances (bps)*	73	118	112	444	297
RoA	0.61%	0.12%	0.62%	(0.36%)	0.62%
RoE	4.97%	0.98%	4.79%	(2.89%)	5.07%

• Not Annualized

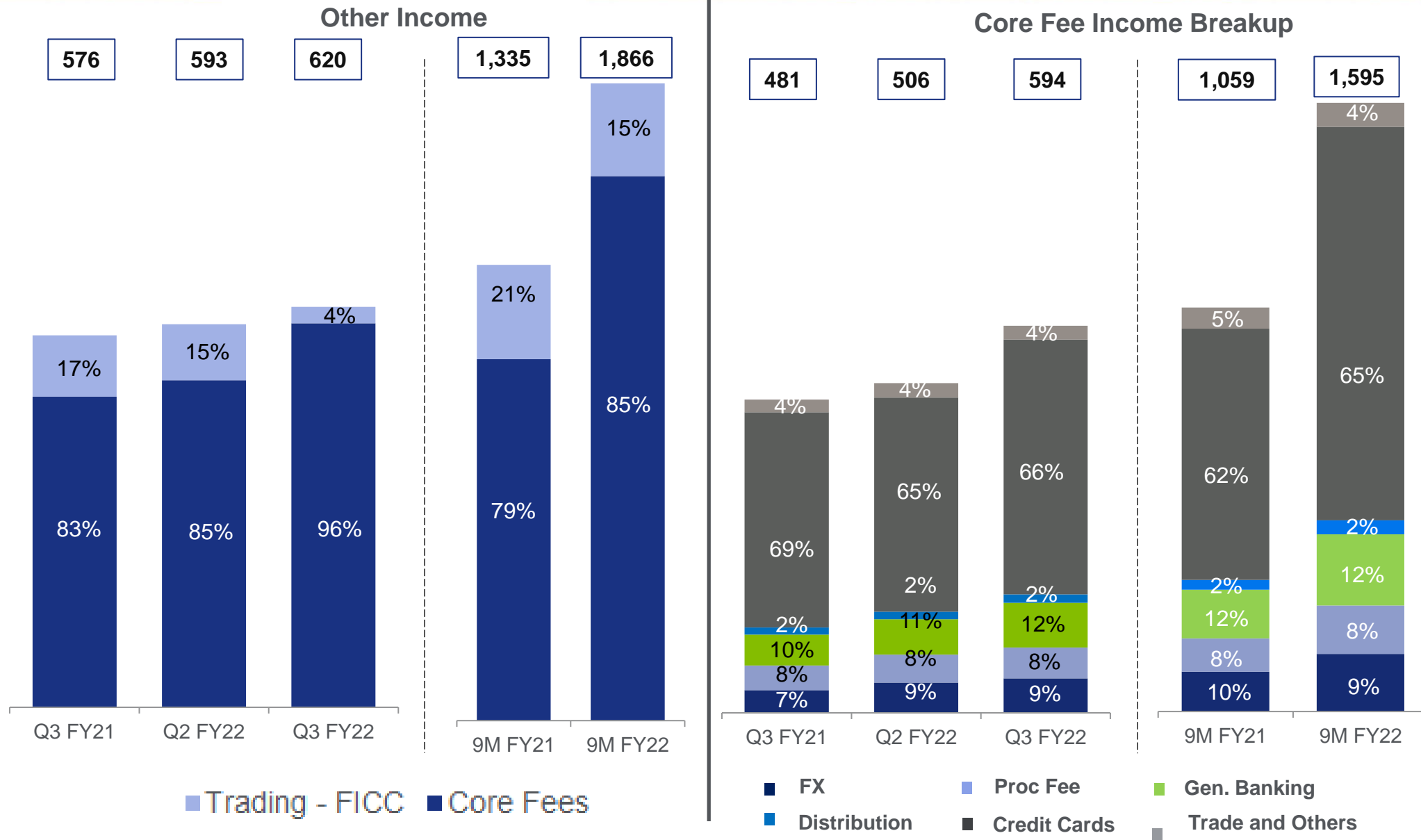
# Balance Sheet Parameters

Parameter	Dec 31,2021	Dec 31,2020	YoY
Advances	58,141	56,444	3%
Deposits	73,639	67,184	10%
Investments	22,983	24,939	(8%)

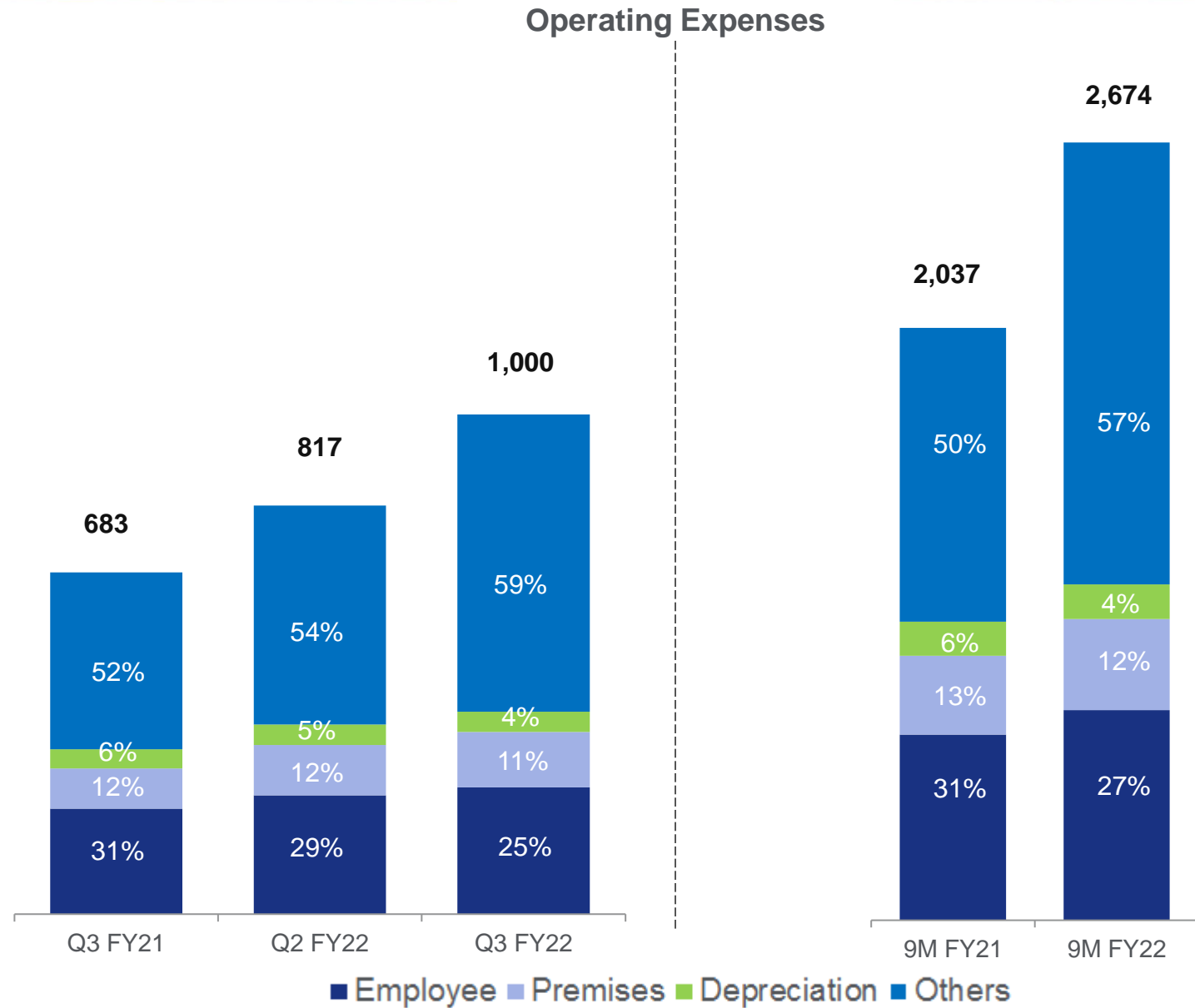
Parameter	Dec 31,2021	Sep 30,2021	Dec 31,2020
CASA	34.4%	35.4%	31.1%
GNPA	4.84%	5.40%	1.84%
NNPA	1.85%	2.14%	0.71%
PCR (incl. Technical Write-offs)	78.6%	76.6%	86.4%
PCR (excl. Technical Write-offs)	62.9%	61.7%	61.7%
CRAR*	16.6%	16.3%	17.9%

- CRAR for interim financial periods has been computed after including interim results for better comparison

# Core Fee Income Trending Up QoQ

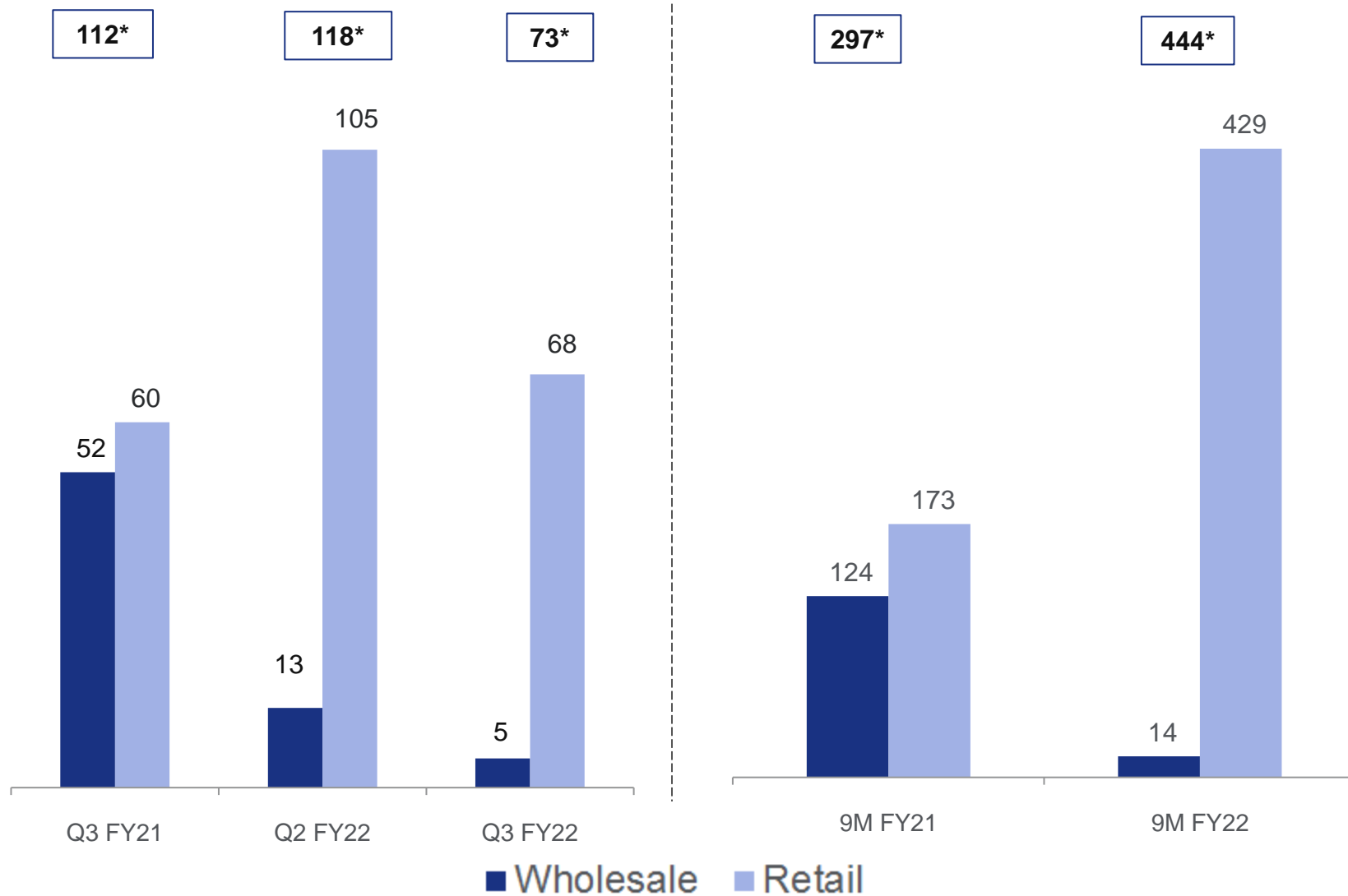


# Operating Costs Increase QoQ Driven By Business Volume Growth



# Credit Costs Lower QoQ as Slippages on Downward Trend

Net Credit Cost by Business (bps)

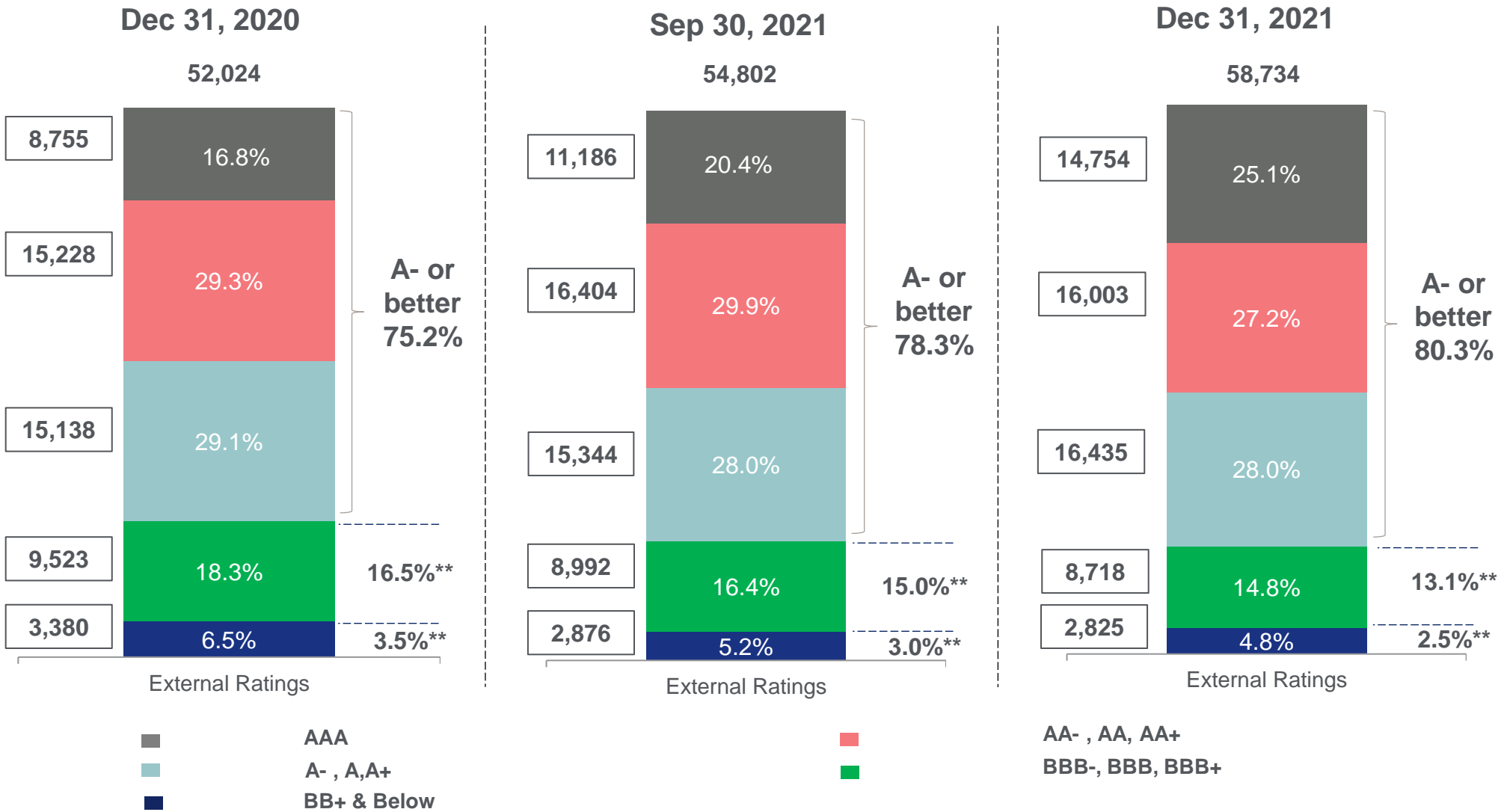




# Advances Mix; Wholesale Drives YoY Growth

	Dec 31,2021	Dec 31,2020	YoY	Yield 9M FY22	Proportion
<b>C&amp;IB</b>	<b>20,901</b>	<b>17,812</b>	<b>17%</b>	<b>6.5%</b> <b>(7.9%)</b>	<b>47%</b>
<b>CB</b>	<b>6,340</b>	<b>5,694</b>	<b>11%</b>		
<b>Wholesale</b>	<b>27,241</b>	<b>23,506</b>	<b>16%</b>		
<i>Business Loans</i>	<i>8,676</i>	<i>10,852</i>	<i>(20%)</i>	<b>14.9%</b> <b>(15.6%)</b>	<b>53%</b>
<i>Credit Cards</i>	<i>13,189</i>	<i>12,172</i>	<i>8%</i>		
<i>Micro-Banking</i>	<i>4,827</i>	<i>6,725</i>	<i>(28%)</i>		
<i>Housing Loans</i>	<i>1,651</i>	<i>607</i>	<i>172%</i>		
<i>Retail Agri</i>	<i>1,360</i>	<i>1,121</i>	<i>21%</i>		
<i>Others</i>	<i>1,197</i>	<i>1,461</i>	<i>(18%)</i>		
<b>Retail</b>	<b>30,900</b>	<b>32,938</b>	<b>(6%)</b>		
<b>Total</b>	<b>58,141</b>	<b>56,444</b>	<b>3%</b>	9M FY21 yields in brackets	

# Borrowers' External Rating Profile\* – Consistently Moving Up the Risk Curve



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

\*\* Based on facility ratings

Exposure in Rs. crore

# Diversified Industry Mix – Continued Low Industry Concentration

## Top 10 Industry\*

Industry	Outstanding FB+NFB Exposure	FB-NFB Split	% of Outstanding FB+NFB Exposure
NBFC (ex. HFC & DFI)	4,575	100:0	6.1%
Power	3,254	47:53	4.3%
Construction	2,574	32:68	3.4%
Retail/ Distribution	2,488	66:34	3.3%
HFC	2,325	100:0	3.1%
Real Estate	1,607	87:13	2.1%
Oil and Gas	1,606	2:98	2.1%
Metals	1,513	68:32	2.0%
Engineering	1,493	45:55	2.0%
Pharma	1,491	73:27	2.0%

\* As of Dec 31, 2021 based on actual outstanding

## Non Fund Based Book

Particulars	Dec 31, 2021	Dec 31, 2020	Sep 30, 2021
Guarantees	10,217	10,859	10,222
Letter of Credit, Acceptances, Endorsements and other Obligations	5,505	4,185	5,308

# Asset Quality Snapshot

	Quarter Ended				
	Dec 31, 2021	Sep 30, 2021	June 30, 2021	March 31, 2021	Dec 31, 2020 (Proforma)
Movement of Gross NPAs					
Opening Balance	3,131	2,911	2,602	2,610	2,001
(+) Additions during the period	766	1,217	1,342	1,439	1,470
(-) Upgrade	181	180	157	322	5
(-) Recoveries	271	290	116	454	78
(-) Write Offs	542	527	759	671	779
Closing Balance	2,902	3,131	2,911	2,602	2,610
Gross NPA (%)	4.84%	5.40%	4.99%	4.34%	4.57%
Net NPA	1,076	1,200	1,137	1,241	1,408
Net NPA (%)	1.85%	2.14%	2.01%	2.12%	2.52%
PCR incl. Technical Write Offs (%)	78.6%	76.6%	76.3%	72.2%	68.8%
PCR excl. Technical Write Offs (%)	62.9%	61.7%	60.9%	52.3%	46.1%
Slippage Ratio	1.37%	2.15%	2.29%	2.57%	2.62%
Net Restructured %	3.00%	3.35%	1.80%	1.41%	0.91%

• Net Security Receipts as a percentage of total advances at 0.28%

# Asset Quality –NPA Position Improves QoQ

## Gross NPA by business segment

Business segment	Dec 31, 2021	Sep 30, 2021	June 30, 2021	Mar 31, 2021	Dec 31, 2020 (Proforma)
Wholesale	1,010	1,085	1,070	1,109	1,000
Retail	1,892	2,046	1,841	1,493	1,610
Business Loans	353	363	472	285	516
Credit Cards	388	574	520	702	692
Micro-Banking	895	839	584	267	181
Retail Agri	158	157	140	127	134
Others	98	114	124	112	88
<b>Total</b>	<b>2,902</b>	<b>3,131</b>	<b>2,911</b>	<b>2,601</b>	<b>2,610</b>

## Net NPA by business segment

Business segment	Dec 31, 2021	Sep 30, 2021	June 30, 2021	Mar 31, 2021	Dec 31, 2020 (Proforma)
Wholesale	370	451	509	545	428
Retail	706	749	628	696	980
Business Loans	197	207	259	165	417
Credit Cards	150	239	128	254	281
Micro-Banking	225	162	98	133	123
Retail Agri	93	95	94	86	96
Others	40	47	50	58	63
<b>Total</b>	<b>1,076</b>	<b>1,200</b>	<b>1,137</b>	<b>1,241</b>	<b>1,408</b>

# Restructured Loans & Loan Related Provisions on 31<sup>st</sup> Dec 2021

## Restructured Loans by business segment

Business segment	Gross	Net
Wholesale	391	325
Retail	1,607	1,421
Business Loans	1,185	1,062
Credit Cards	91	81
Micro-Banking	332	278
<b>Total</b>	<b>1,998</b>	<b>1,746</b>

- **Specific provision of Rs. 1,826 crore (towards PCR)**
- **Restructured provision of Rs. 269 crore (outside PCR)**
- **Additional Covid Provision of Rs. 134 crore (outside PCR)**
- **Standard provision of Rs. 296 crore (outside PCR)**
- **Provision Coverage Ratio excl. Technical write offs of 62.9%**

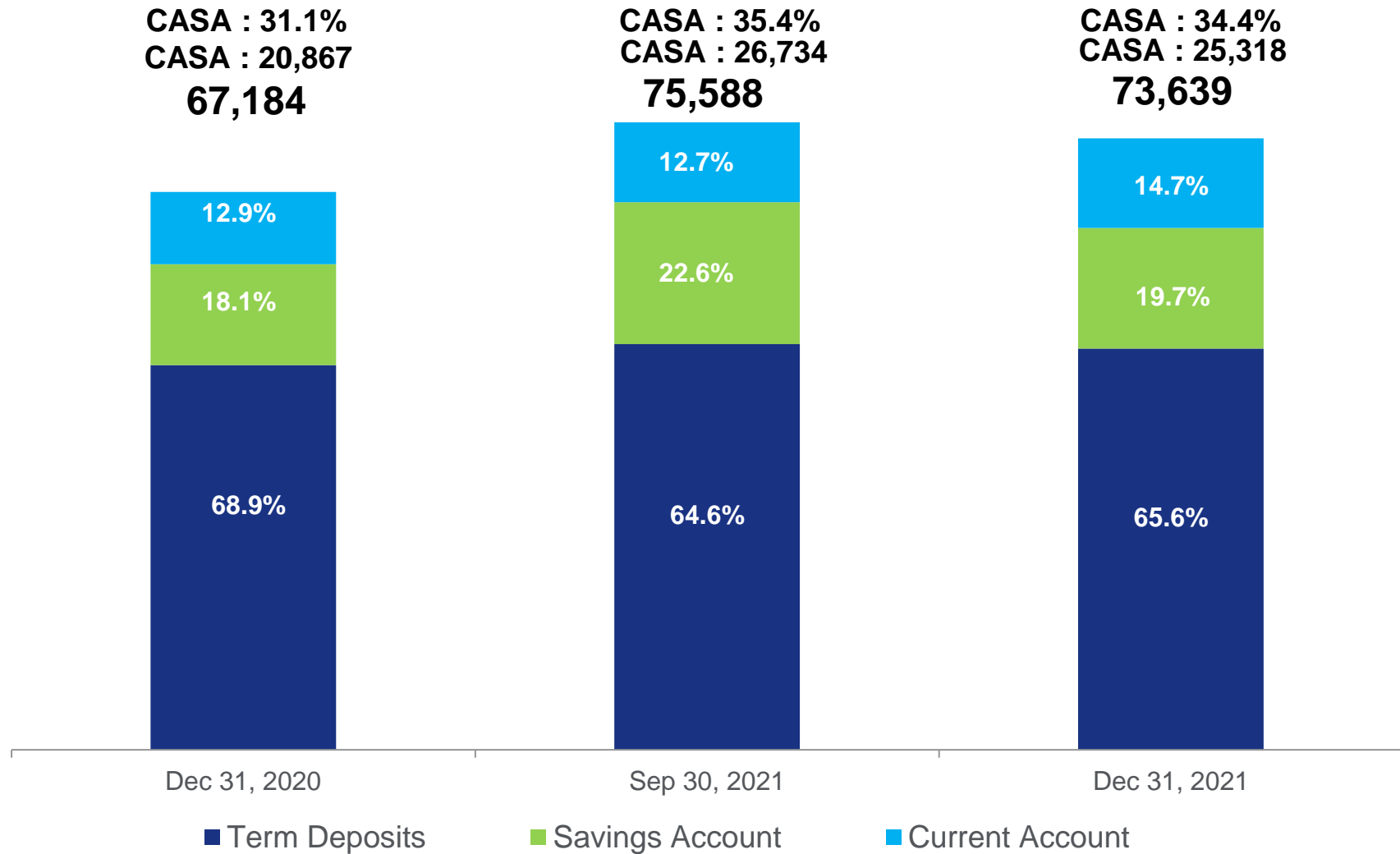
# Capital Adequacy – Well Capitalized

Particulars	Dec 31, 2021	Dec 31, 2020	Sep 30, 2021
Tier 1 Capital Funds*	12,060	12,266	11,895
Tier 2 Capital Funds	623	611	610
<b>Total Capital Funds*</b>	<b>12,683</b>	<b>12,877</b>	<b>12,504</b>
<b>Total RWA</b>	<b>76,510</b>	<b>71,818</b>	<b>76,564</b>
Tier 1 CRAR*	15.8%	17.1%	15.5%
<b>Total CRAR*</b>	<b>16.6%</b>	<b>17.9%</b>	<b>16.3%</b>
RWA/Total Assets	75.1%	74.5%	73.3%

• Tier 1 and Total Capital Funds for interim financial periods has been computed after including interim results for better comparison

# CASA & Total Deposits - Healthy Growth YoY

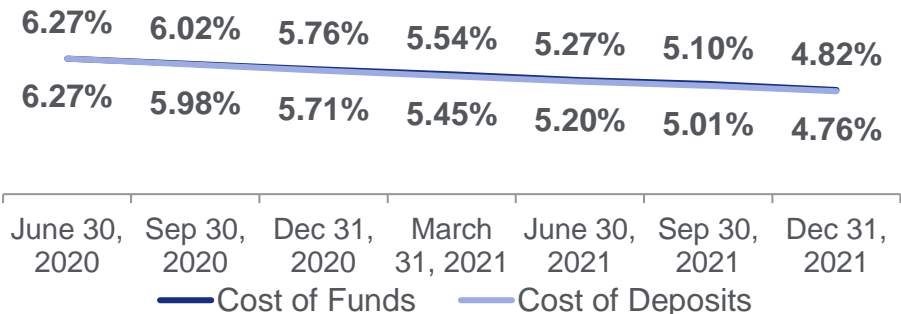
21% YoY growth in CASA ; Total deposits grew by 10% YoY



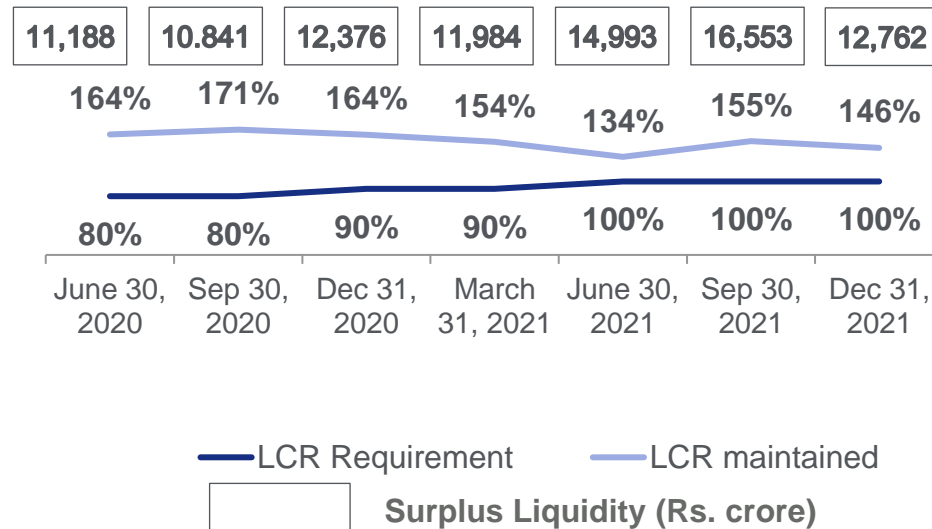


# Deposits, Liquidity and Cost Trends

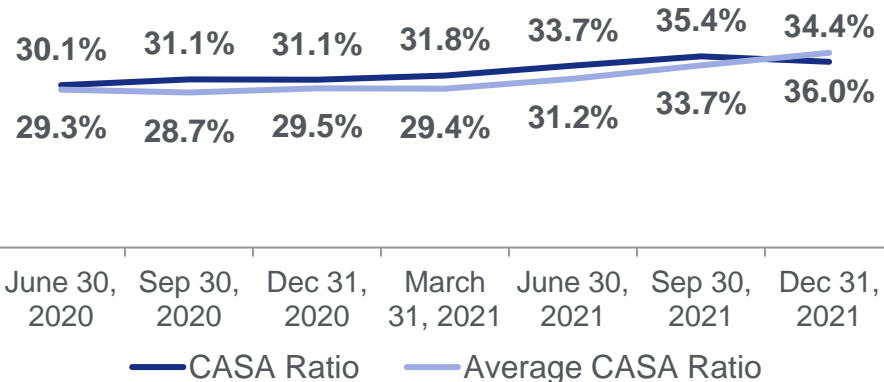
## Declining Cost of Funds and Cost of Deposits



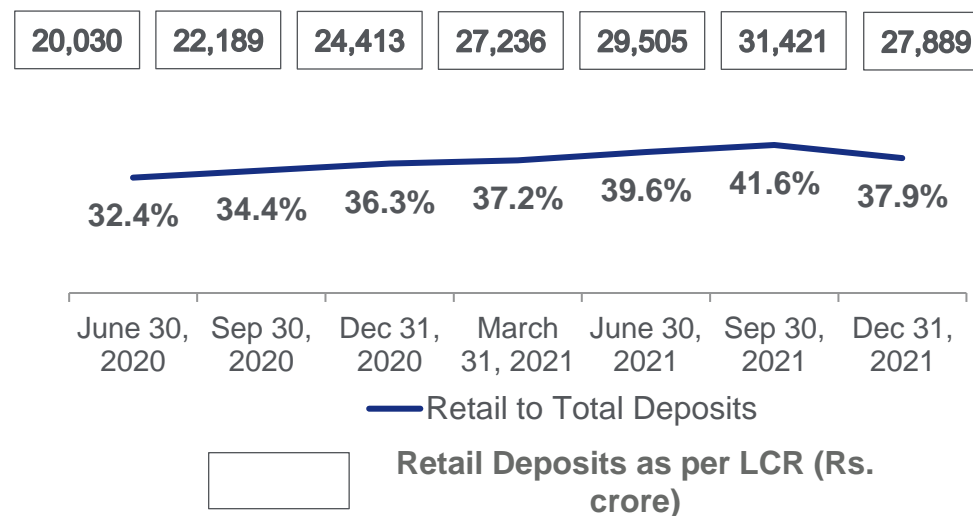
## Surplus Liquidity Position



## CASA Ratios

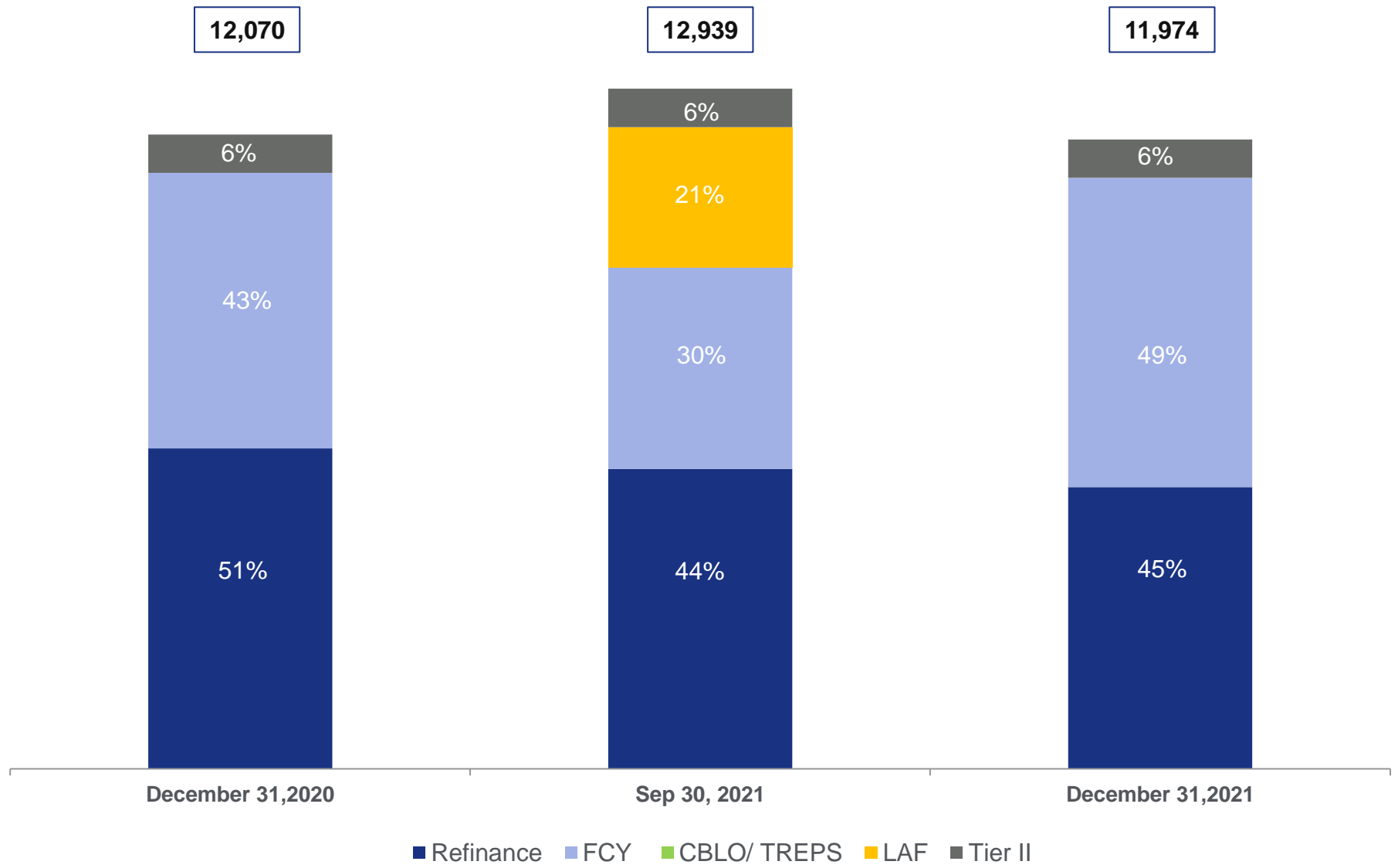


## Share of Retail Deposits



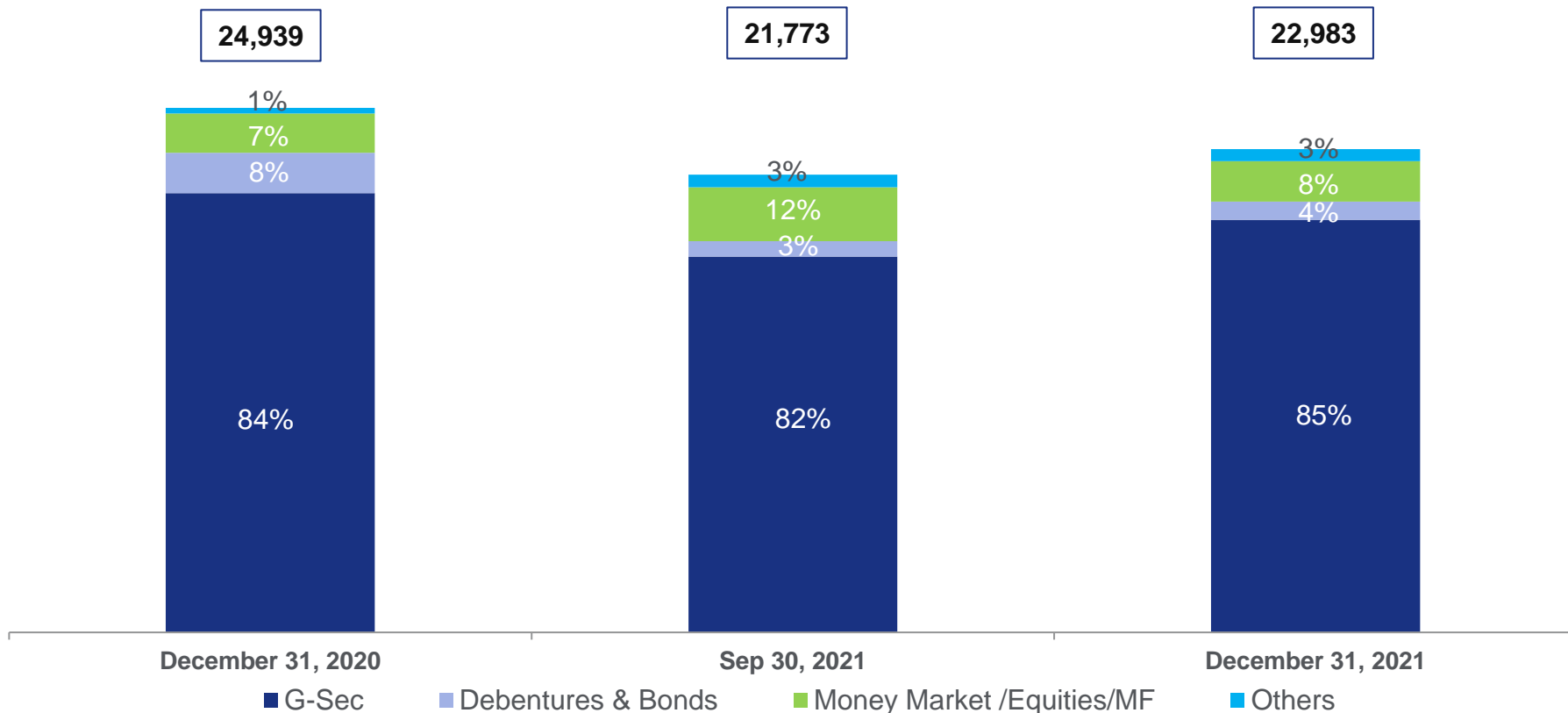
# Borrowing Lower QoQ

## Borrowing Breakup



# Investment Book Higher QoQ

## Investment Breakup



## Yield (incl. RIDF)

Yield	Q3 FY22	Q2 FY22	Q3 FY21	9M FY22	9M FY21
Total Investments	5.3%	5.3%	6.0%	5.3%	6.5%
SLR	6.1%	6.0%	6.3%	6.1%	6.7%
Non SLR	4.1%	4.2%	6.5%	4.2%	7.5%

# Cost of Deposits/ Cost of Funds Trending Lower QoQ

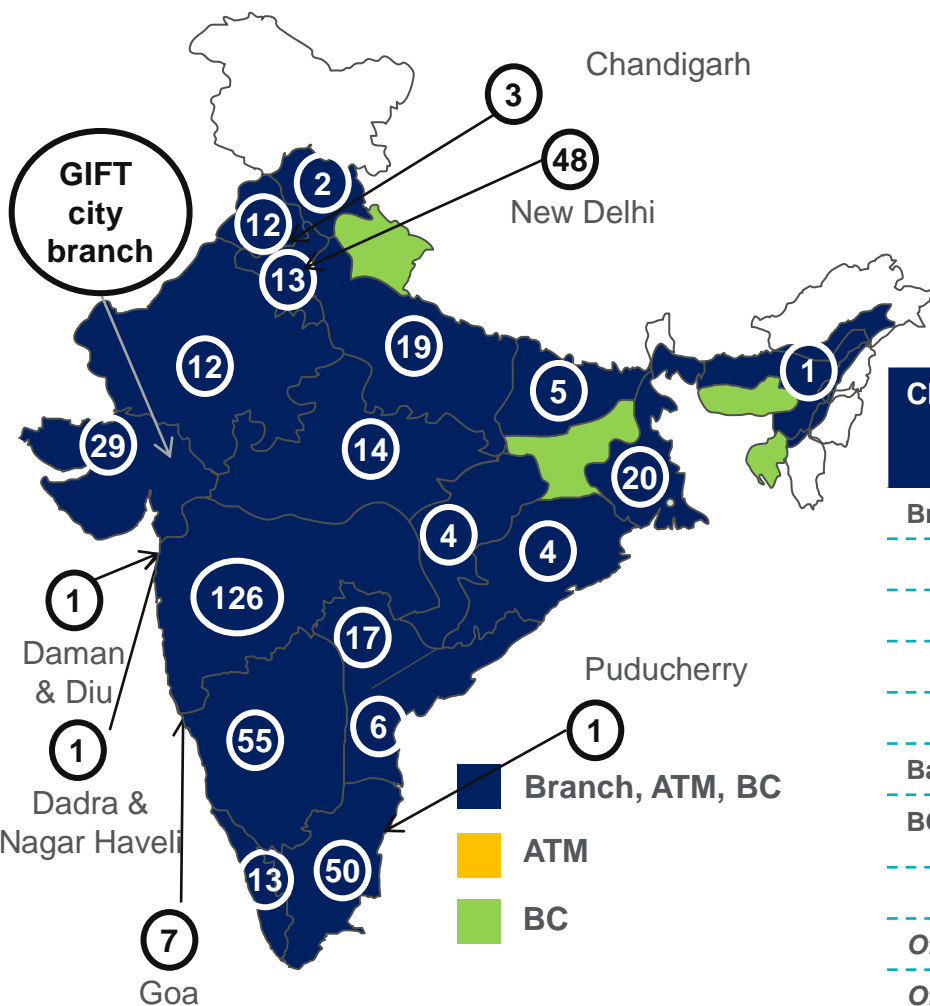
	Q1 20	Q2 20	Q3 20	Q4 20	Q1 21	Q2 21	Q3 21	Q4 21	Q1 22	Q2 22	Q3 22
Yield on Advances	12.0%	12.1%	12.3%	12.5%	13.0%	12.3%	11.5%	11.2%	11.6%	11.3%	11.3%
Cost of Funds	7.0%	6.9%	6.8%	6.5%	6.3%	6.0%	5.8%	5.5%	5.3%	5.1%	4.8%
Cost of Deposits	7.0%	6.9%	6.7%	6.4%	6.3%	6.0%	5.7%	5.5%	5.2%	5.0%	4.8%



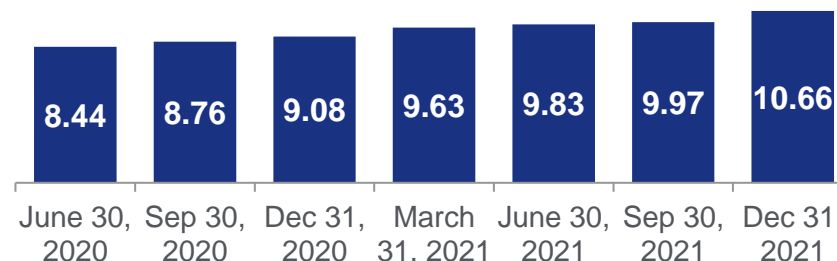
# Distribution Network

# Our Growing, Multi-Layered Distribution Network

## Locations



## Customers (Mn.)



## Channel Breakup

Channels	Number of transaction points		
	Dec 31, 2021	Sep 30, 2021	Dec 31, 2020
Branches	463	445	404
<i>Metro (incl. GIFT branch)</i>	256	244	210
<i>Urban</i>	66	63	60
<i>Semi-urban</i>	78	75	73
<i>Rural</i>	63	63	61
Banking Outlets (BOs)	274	271	259
BC Branches (incl. BOs)	1,424	1,435	1,344
<i>Of which RBL Finserve</i>	874	769	747
<i>Of which for Micro-Banking</i>	1,242	1,228	1,134
<i>Of which for MSME &amp; Housing</i>	182	207	210
ATMs	407	386	412

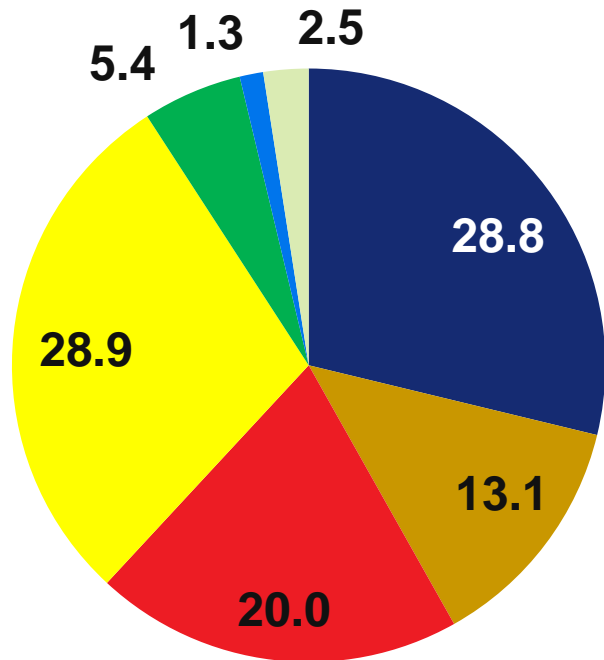
Figures in circles refer to number of branches in given state/union territory



# Shareholding Pattern & Ratings

# Diversified Shareholding & Strong Rating Profile

— Shareholding by category (%) —



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

Total Foreign holding – 43.3%.  
Approved limit – 74%

## Ratings

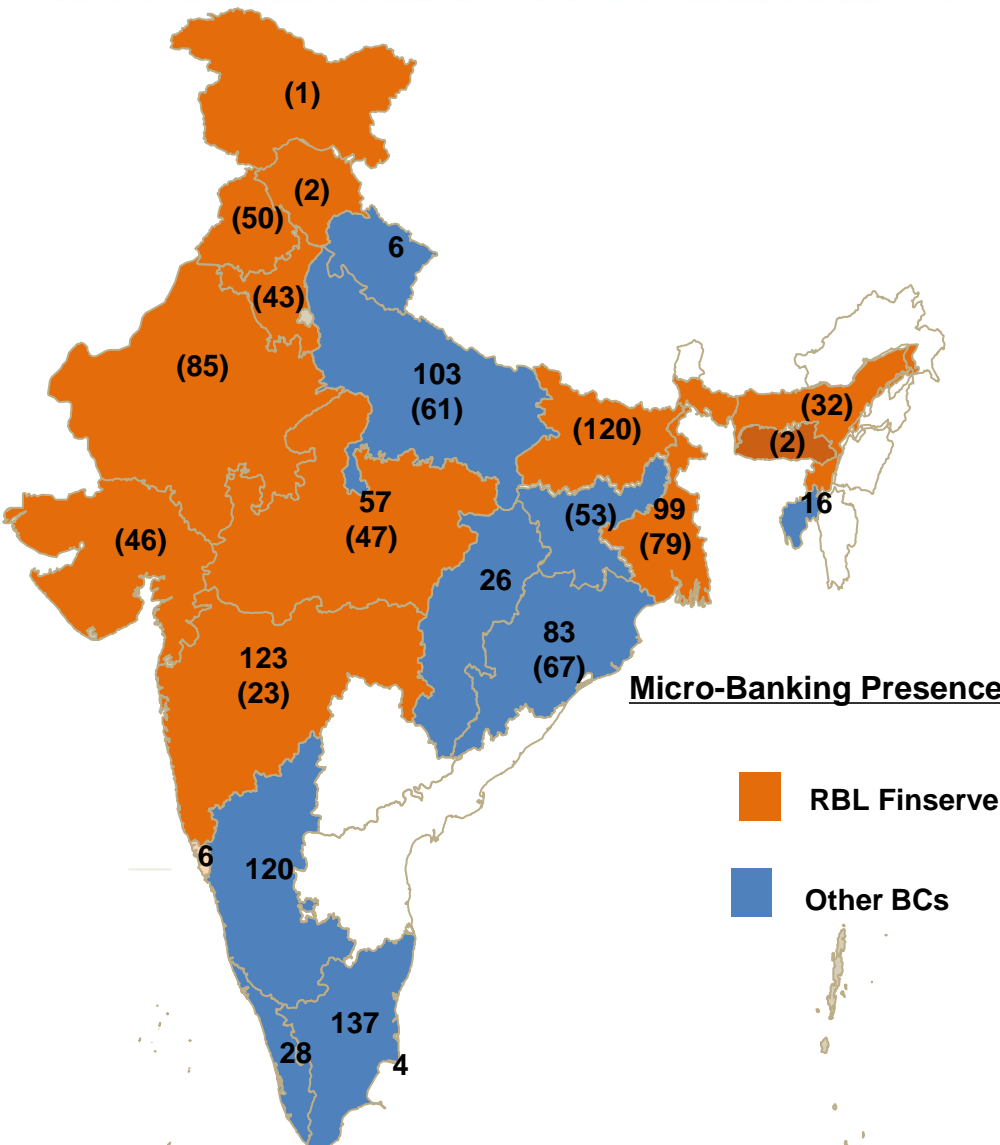
Instrument	Rating
Basel III compliant Tier II bonds	ICRA AA- hyb (Stable) (Re-affirmed dated Feb 22, 2021)
	CARE AA- (Stable) (Re-affirmed dated Oct 6, 2021)
Certificate of Deposits	ICRA A1+ (Re-affirmed dated Feb 22, 2021)
Medium term fixed deposit programme	ICRA MAA (Stable) (Re-affirmed dated Feb 22, 2021)
Short term fixed deposit programme	ICRA A1+ (Re-affirmed dated Feb 22, 2021)





# Micro-Banking and Retail Update

# Micro-Banking Distribution Network



**BC Branches Opened in Q3-FY-22 : 16**

**State & District Presence:**

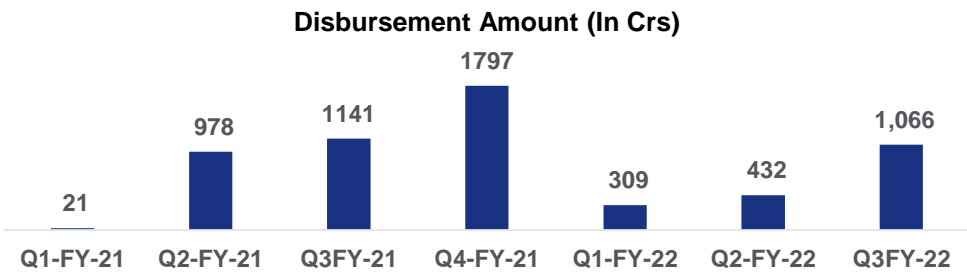
- 21 States and 2 Union Territory
  - New Union Territory Added: Jammu & Kashmir
- 411 Districts

**Branches :**

- Micro-Banking Branches : 1,242
  - RBL Finserve Branches: 711
- Banking Outlets: 274

**Disbursement Update:**

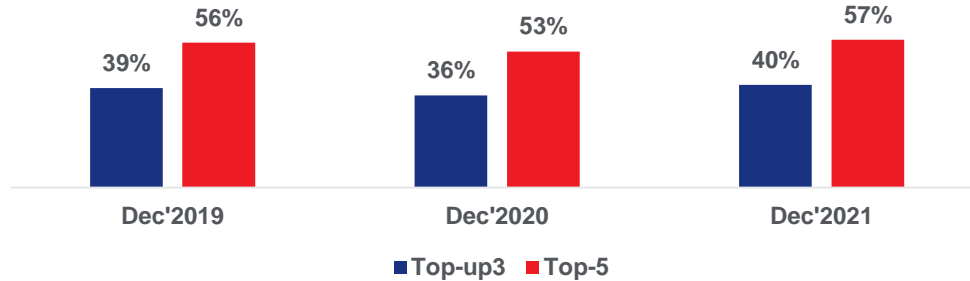
- 1066 Cr Disbursement in Q3-FY22 vs 432 in Q2FY22



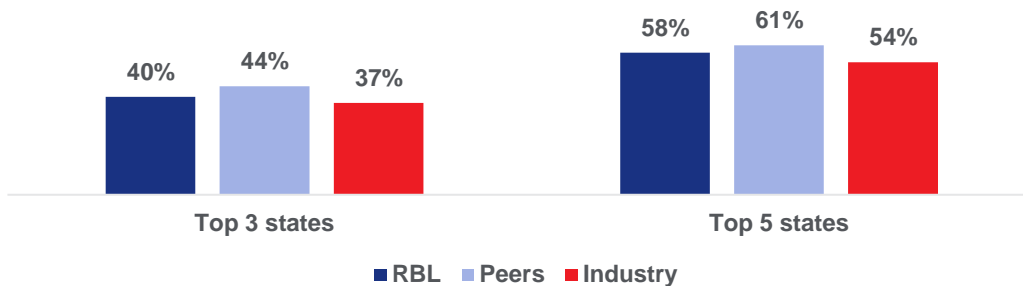
Figures in brackets refers to branches of RBL Finserve

# Micro-Banking - Portfolio Concentration

### Top-3 & Top-5 Portfolio Contribution



### Industry Comparison-Top3& Top5 State Concentration



State Name	% of Portfolio Dec'21	% of Portfolio Mar'21	% of Portfolio Dec'20	% of Portfolio Mar'20
Bihar	15.7%	12.8%	12.6%	14.7%
Rajasthan	13.0%	10.9%	8.5%	7.3%
Tamil Nadu	11.2%	13.0%	13.6%	13.4%
Uttar Pradesh	9.9%	7.8%	6.3%	3.4%
Karnataka	7.7%	9.0%	8.6%	8.8%
Maharashtra	6.8%	8.4%	9.6%	10.7%
West Bengal	6.2%	7.2%	8.4%	8.5%
Madhya Pradesh	4.9%	5.1%	5.0%	4.9%
Haryana	4.8%	3.8%	3.7%	3.9%
Odissa	4.5%	5.3%	5.9%	6.2%
Gujarat	4.3%	3.2%	3.1%	3.1%
Punjab	3.2%	3.6%	4.3%	4.6%
Jharkhand	2.9%	3.0%	2.9%	2.1%
Kerala	1.4%	1.6%	1.5%	1.5%
Assam	1.2%	1.9%	2.4%	2.8%
Chhattisgarh	0.8%	1.3%	1.4%	1.7%
Uttarakhand	0.6%	0.7%	0.7%	0.8%
Tripura	0.4%	0.5%	0.5%	0.5%
Goa	0.3%	0.4%	0.5%	0.6%
Puducherry	0.1%	0.4%	0.5%	0.4%
Meghalaya	0.0%	0.1%	0.1%	0.1%
Himachal Pradesh	0.0%	0.0%	0.0%	0.0%
Grand Total	100.0%	100.00%	100.0%	100.00%

- Geographical diversification and state / district caps ensure lower geographical concentration than Peers
- State concentration cap of 15%.
  - Bihar higher as disbursements in other states curtailed
- District Cap – 2%
  - 97% districts have < 1% contribution
  - 11 districts have between 1 to 1.5% contribution

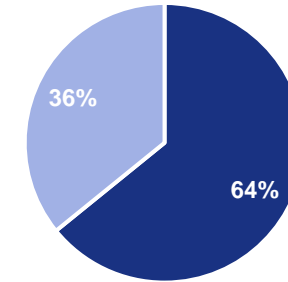
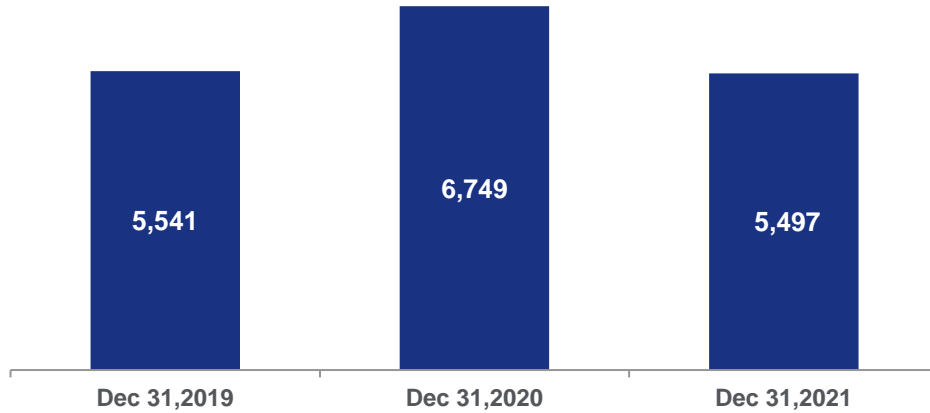
# Portfolio declines on account of curtailed disbursements, low ticket size

3.05 Mn active loan accounts

In Rs. crores

Gross Advances

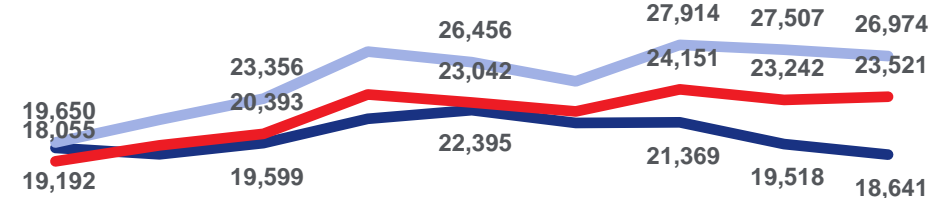
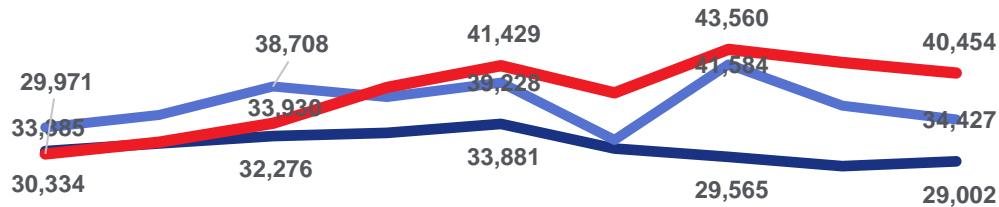
Portfolio Composition



■ New-Book-Post COVID ■ Old-Book-Pre-COVID

Average Ticket Size (ATS) of New Loans

Average OS Balance



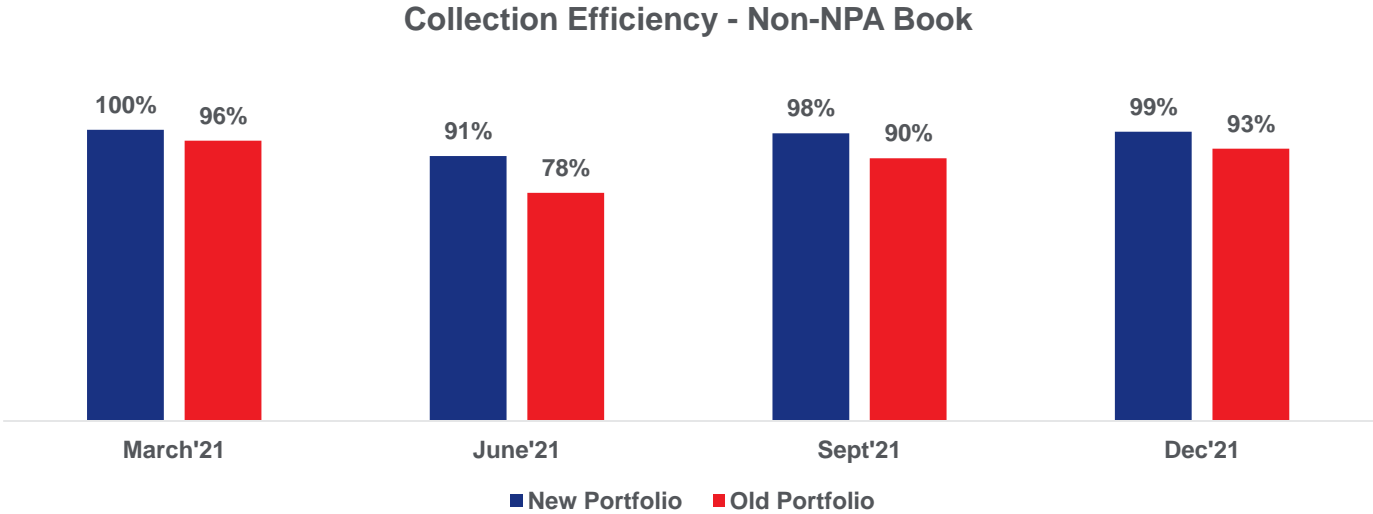
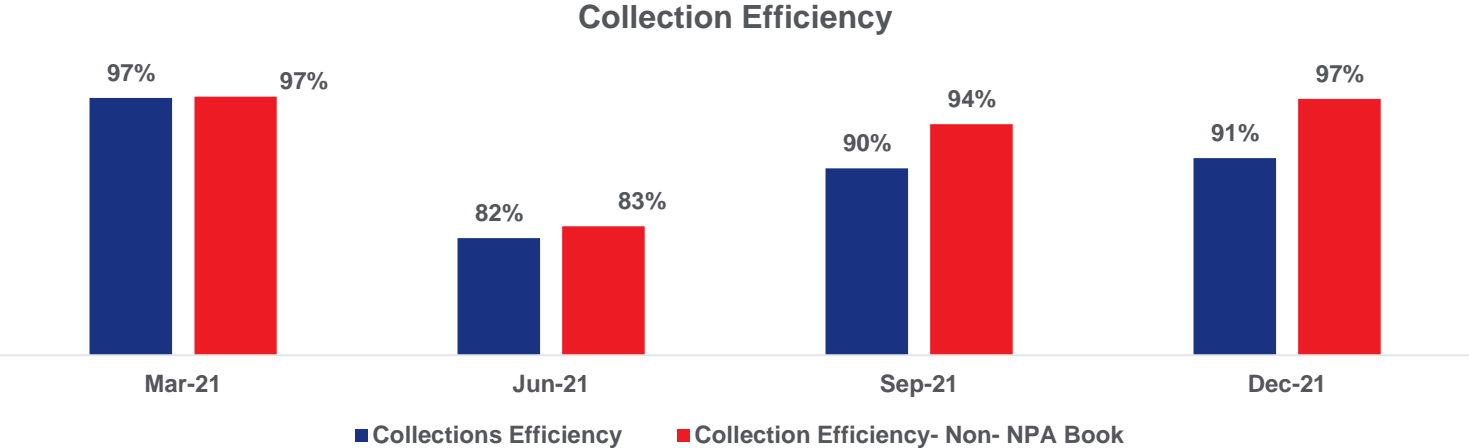
■ RBL ■ Peer ■ Industry

■ RBL ■ Peer ■ Industry

Source : Equifax

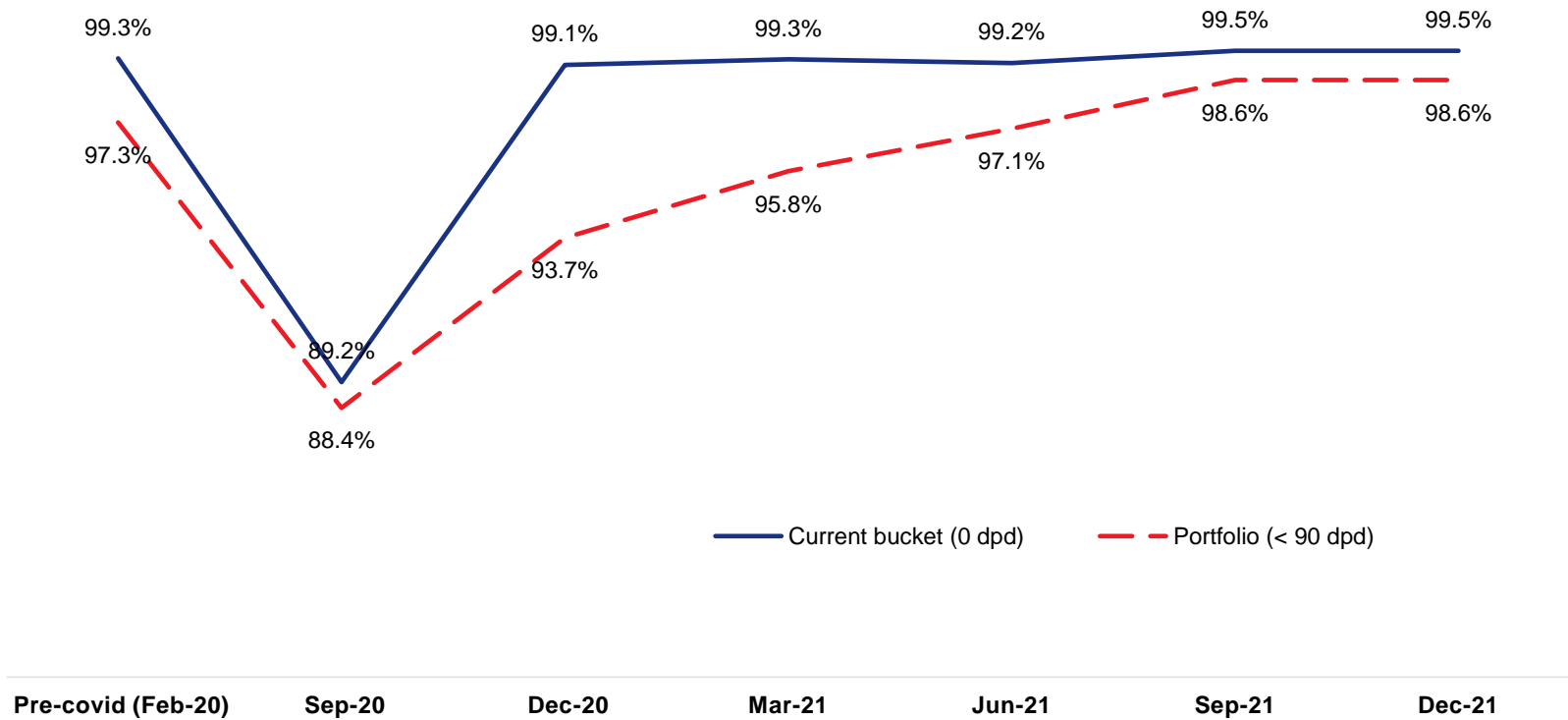
Peers : two largest banks, two SFB's and two prominent MFI's  
 New-Portfolio: Portfolio Originated April-2020 onwards  
 Old Portfolio: Portfolio Originated till March-2020

# Collection Efficiency

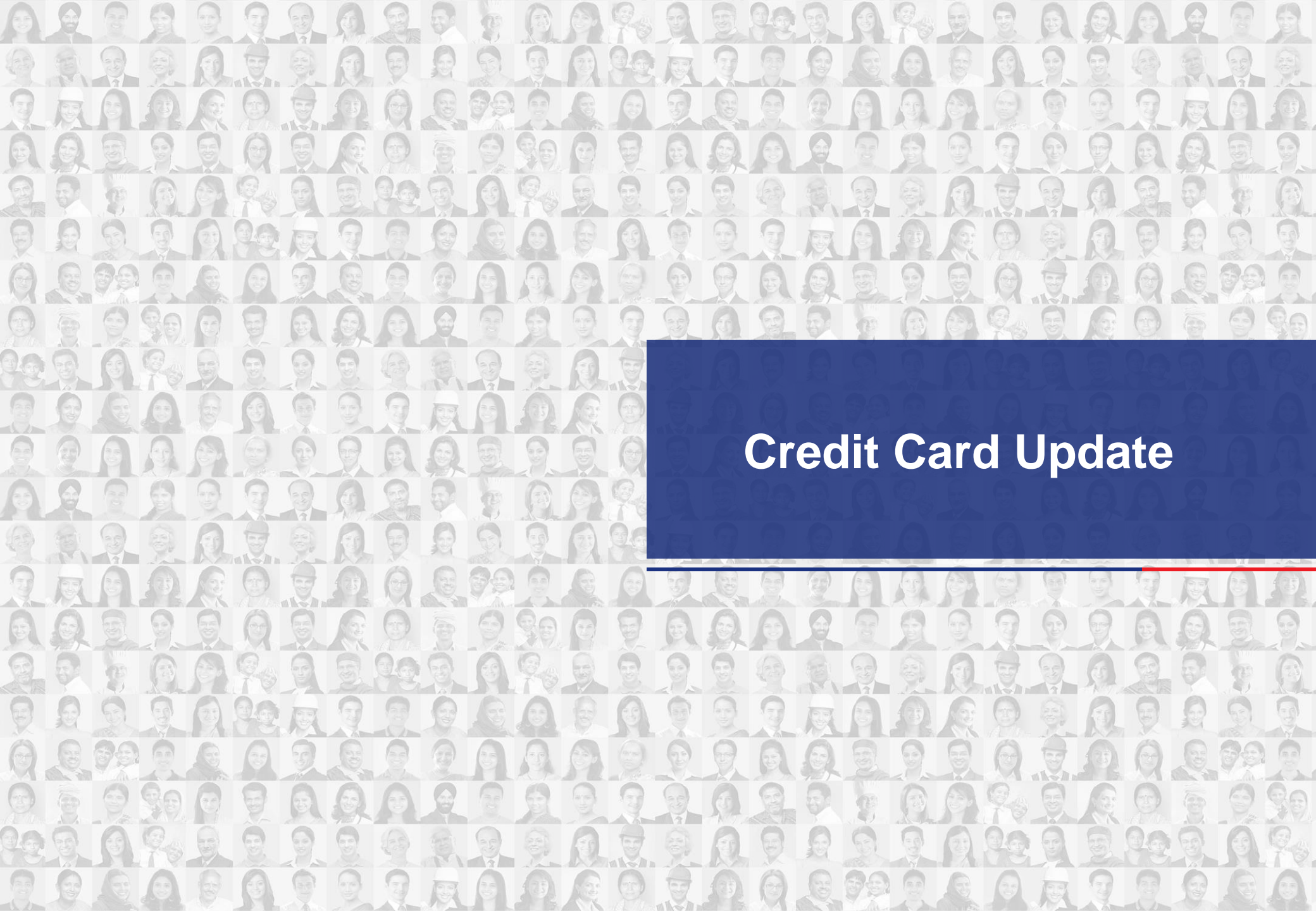


New-Portfolio: Portfolio Originated April-2020 onwards, Old Portfolio: Portfolio Originated till March-2020  
Collection efficiency : Collections received during the month divided by that month's demand (without arrears)

# Collection Efficiency – Retail Loans



**Collection efficiency in Retail Loans on the current bucket (0dpd) continues to be stable @99.5%. Portfolio collection efficiency also above Pre-covid levels.**

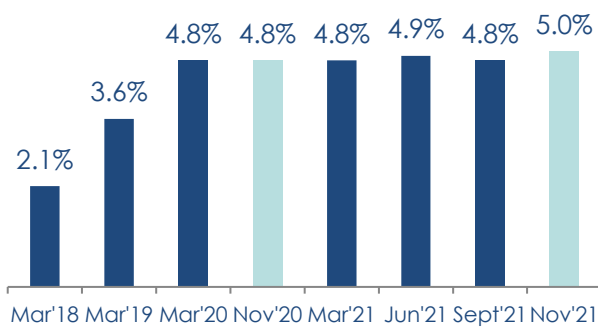


# Credit Card Update

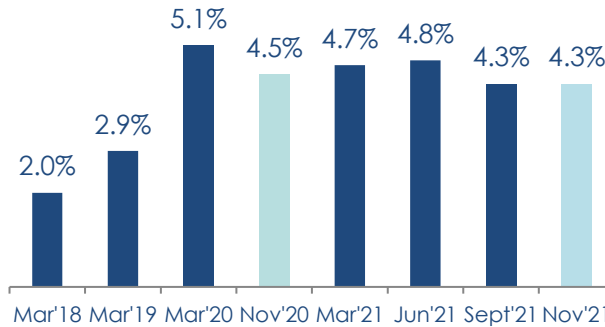
# Growth & Market Share

	Nov'20		Nov'21	
	RBL	Industry	RBL	Industry
CIF	2.9 M	60.1 M	3.4 M ▲ 17%	67.6 M ▲ 12%
Spends	2,828 Cr	62,581 Cr	3,863 Cr ▲ 37%	89,493 Cr ▲ 43%
Advances	12,360 Cr	1,14,307 Cr	13,504 Cr ▲ 9%	1,22,111 Cr ▲ 7%

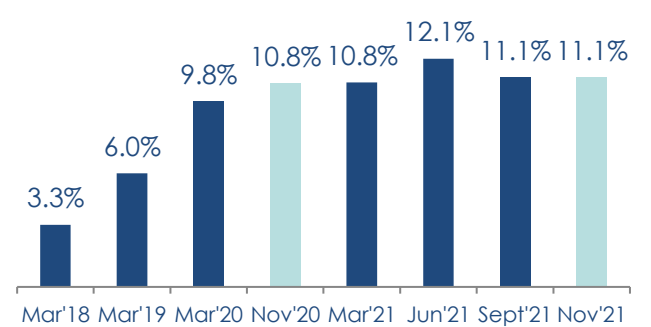
Market Share – Cards (#)



Market Share - Spends



Market Share - Advances

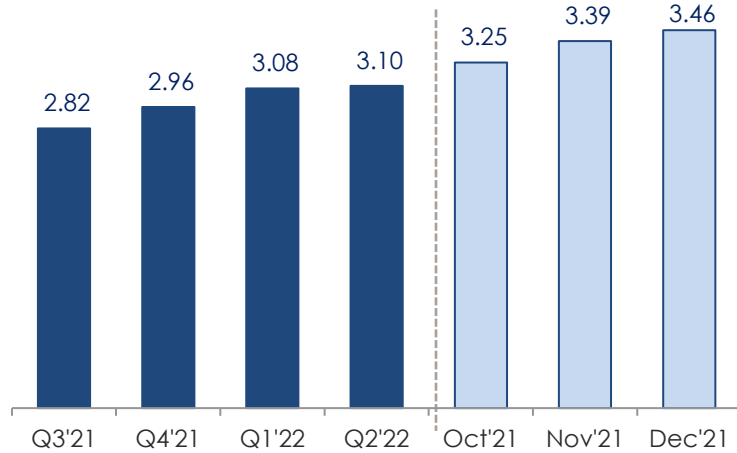


Source RBI Data

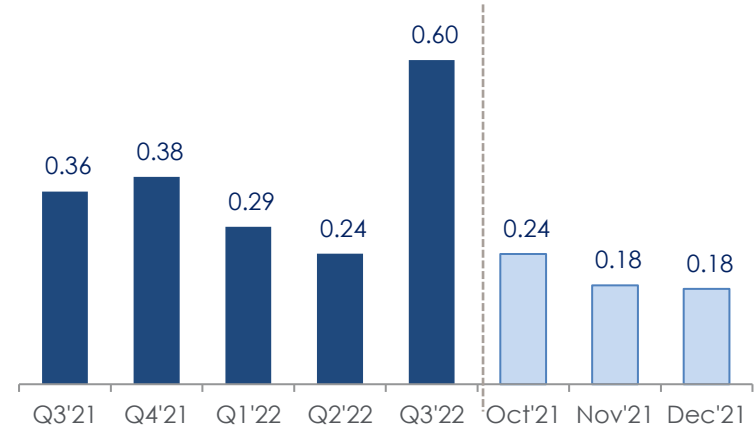


# Credit Cards - Portfolio Trends

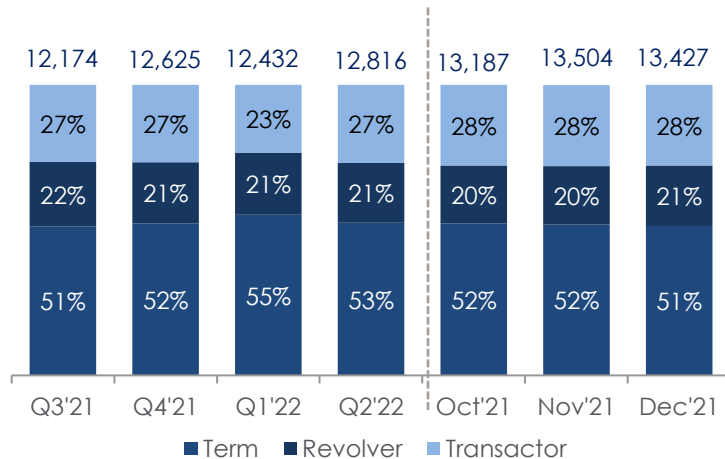
## Cards in Force (Million)



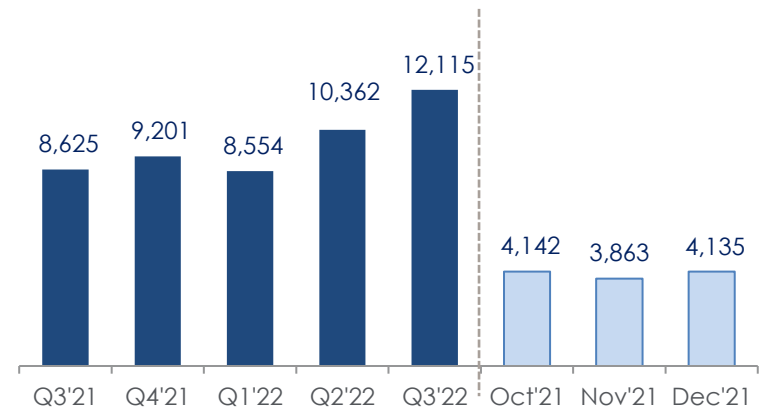
## Acquisition (Million)



## Gross Advances Breakup (Cr.)

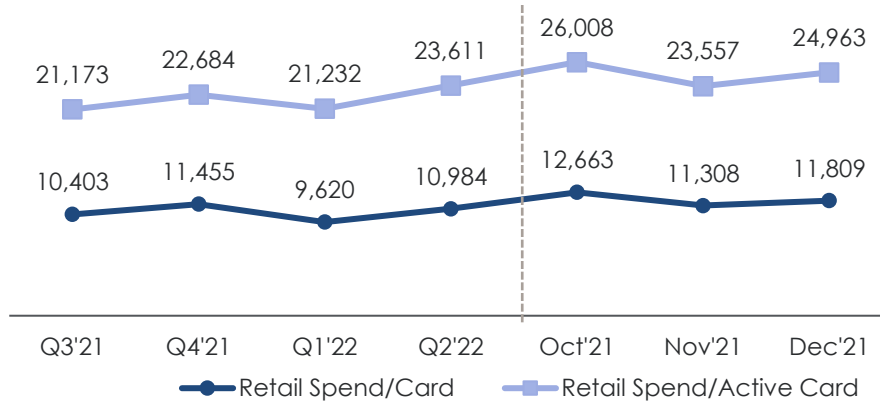


## Total Spends (Cr.)

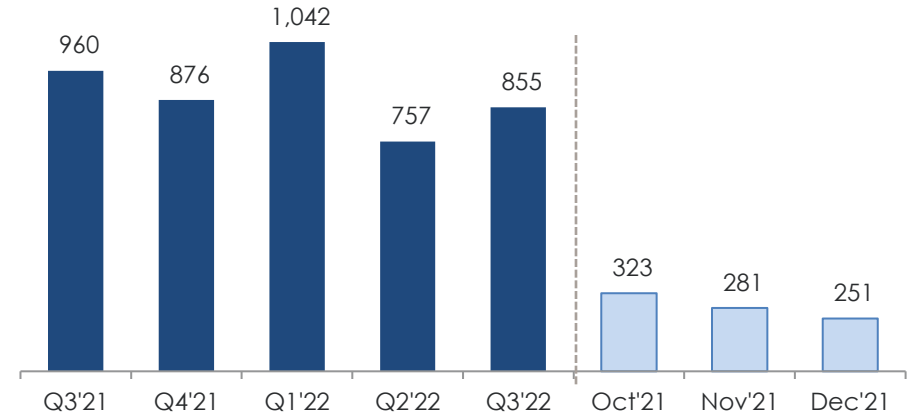


# Credit Cards - Portfolio Trends

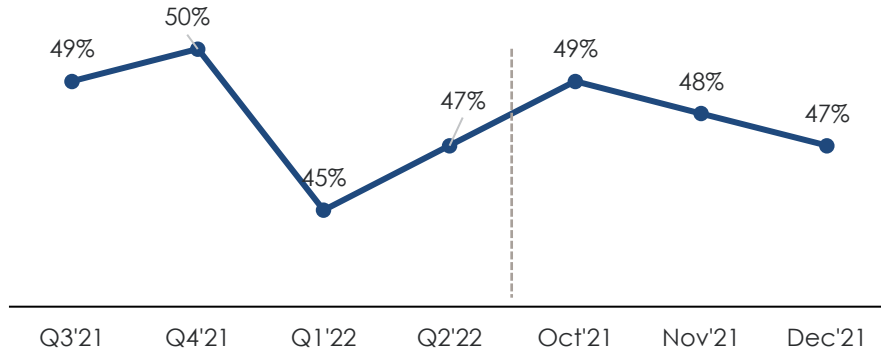
### Retail Spend



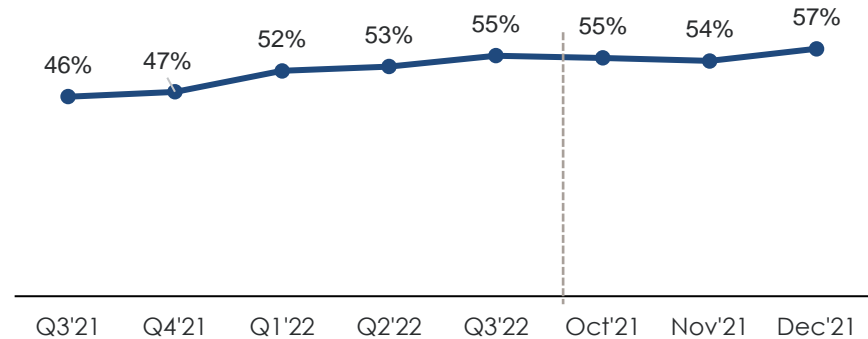
### Consumer Loans ('000)



### 30 Day Retail Active



### E-com Spend Share

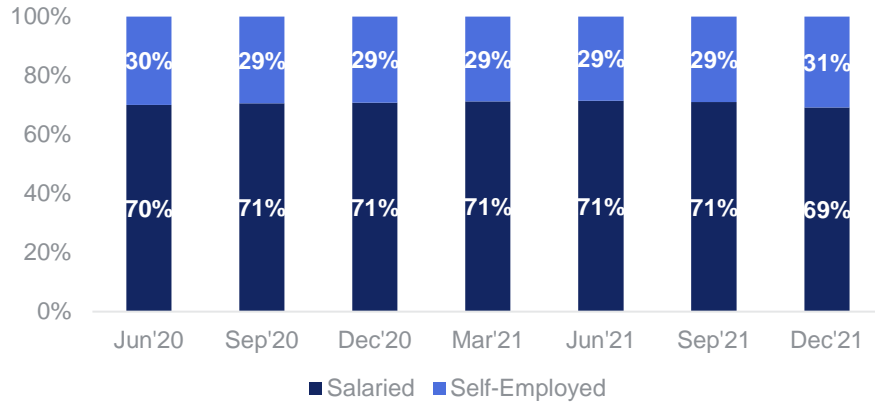


**Retail spends Increased YoY and QoQ**

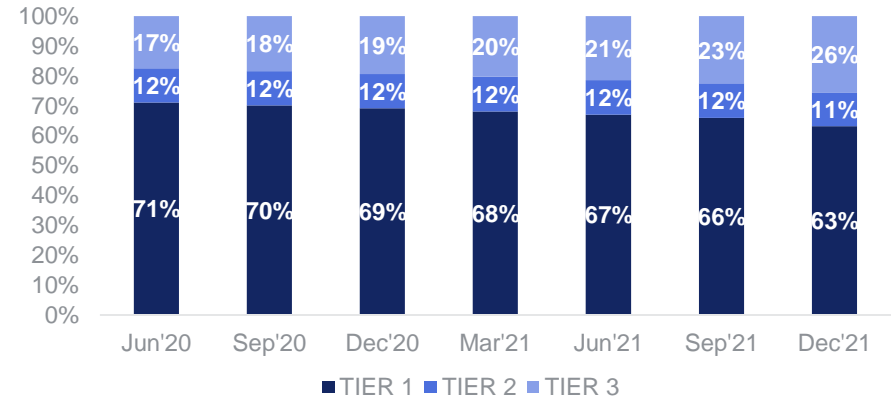
# Retail Spend parameter are measured as of qtr end

# Credit Cards – Customer Segment insights

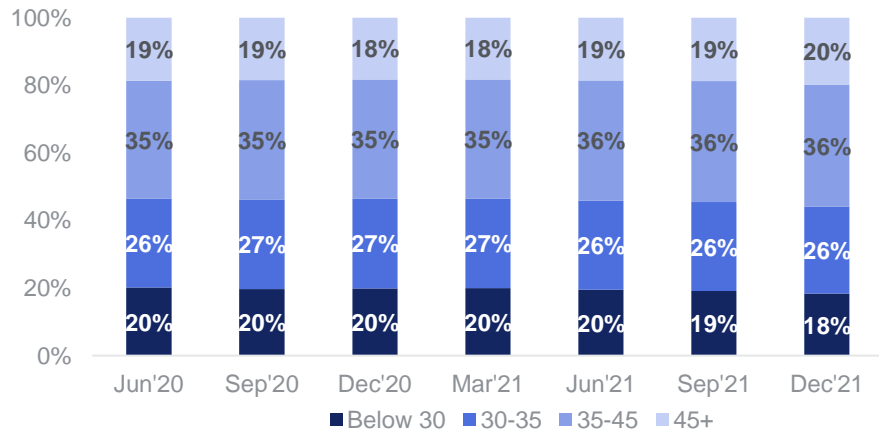
## Salaried : Self Employed (SE) mix



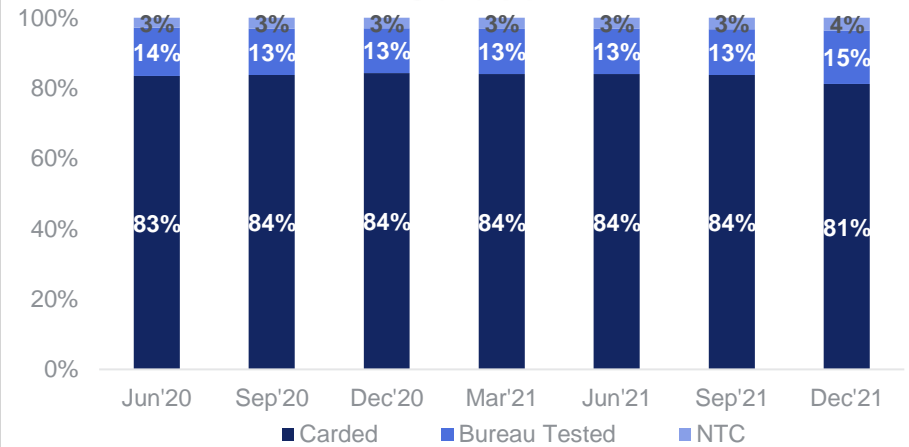
## City Tier Mix



## Age Group Mix



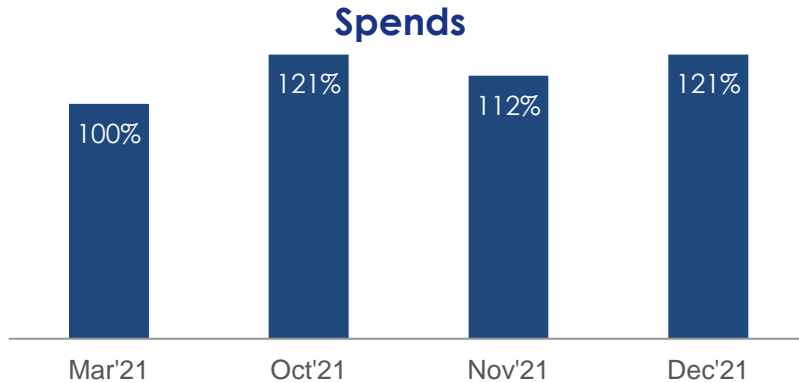
## Carded Mix



**Contribution of Tier 3 being increased in new acquisition – lower leverage customers**

# Spend Recovery

## Spend Impact and Recovery



**- Oct'21 Spends has been all time high**

### #Spend Type

Daily: Grocery/Stores, Telecom, Utility, Education, Health & Insurance, Wallet Load, Fuel & Cab

Discretionary: Lifestyle & Apparel, Dining & Food Delivery, Entertainment, Durables

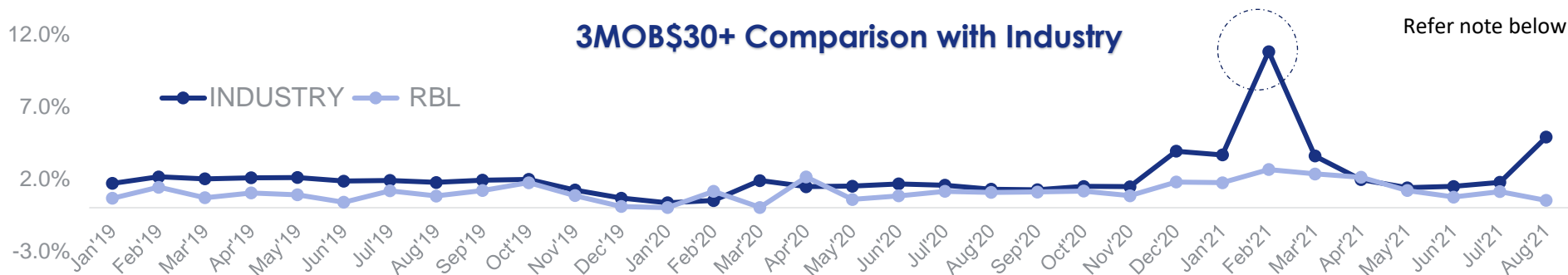
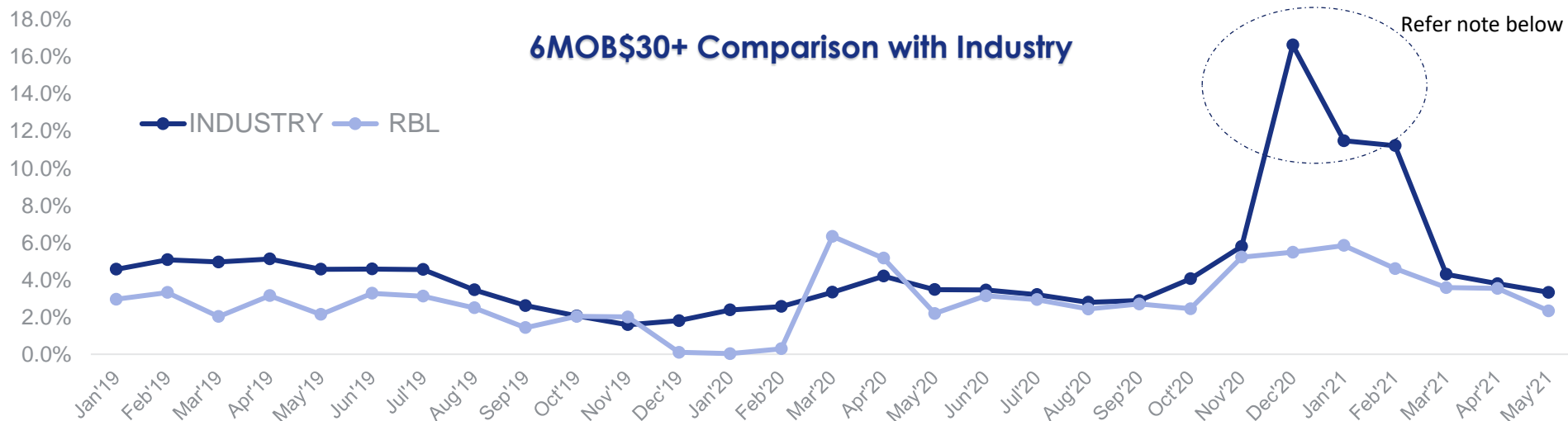
Travel: Hotel, Travel Agency, Airlines, Railway etc

## \*Spends by category

Spend Type	Mar'21	Jun'21	Sept'21	Dec'21	Spend per Card Indexed (Dec'21 vs Mar'21)
<b>Daily</b>	76%	80%	79%	79%	1.08
Ecom	53%	57%	60%	64%	1.29
POS	47%	43%	40%	36%	0.83
<b>Discretionary</b>	20%	16%	16%	17%	0.87
Ecom	21%	31%	23%	22%	0.92
POS	79%	69%	77%	78%	0.85
<b>Travel</b>	4%	4%	5%	4%	1.00
Ecom	61%	52%	63%	63%	1.04
POS	39%	48%	37%	37%	0.93
<b>Total</b>	100%	100%	100%	100%	1.03
Ecom	47%	53%	54%	54%	1.25
POS	53%	47%	46%	46%	0.84

**\* Spends are exclusive of Corporate spends**

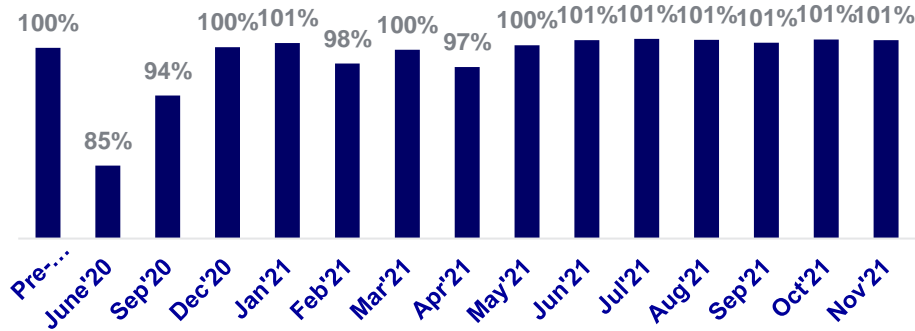
# Credit Cards – tighter control on new bookings resulting in early vintage delinquencies in line with industry.



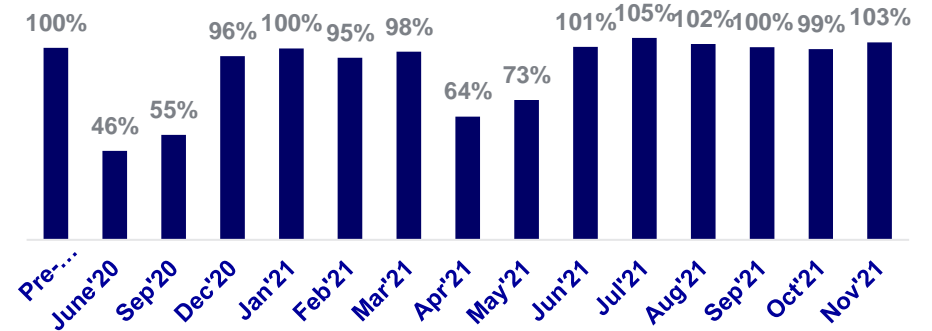
**Note :** In the bureau, higher uptick seen in industry delinquency rates on account of a likely data submission issue by a large card issuer. If we remove that, the industry and RBL numbers are in line with each other.

# Collection Efficiency

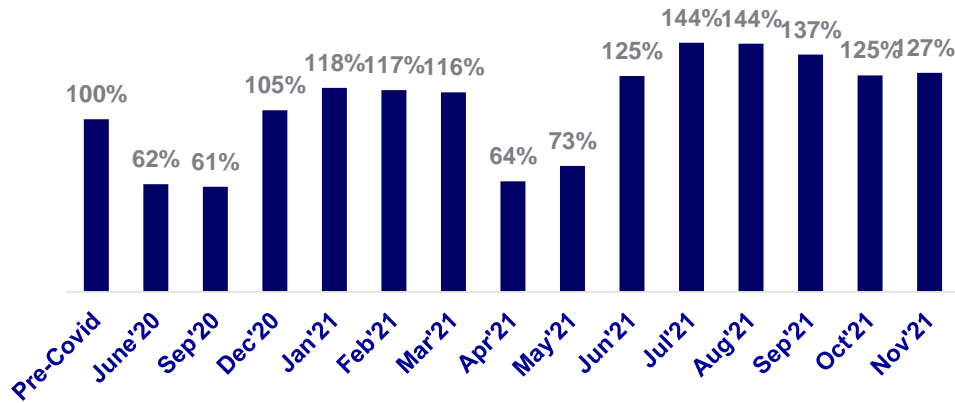
## Resolution Rate Bucket-0



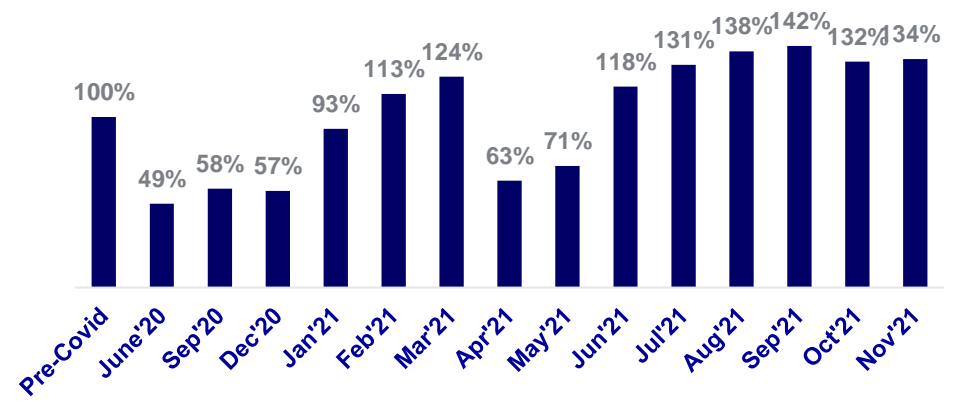
## Resolution Rate Bucket-1



## Resolution Rate Bucket-2



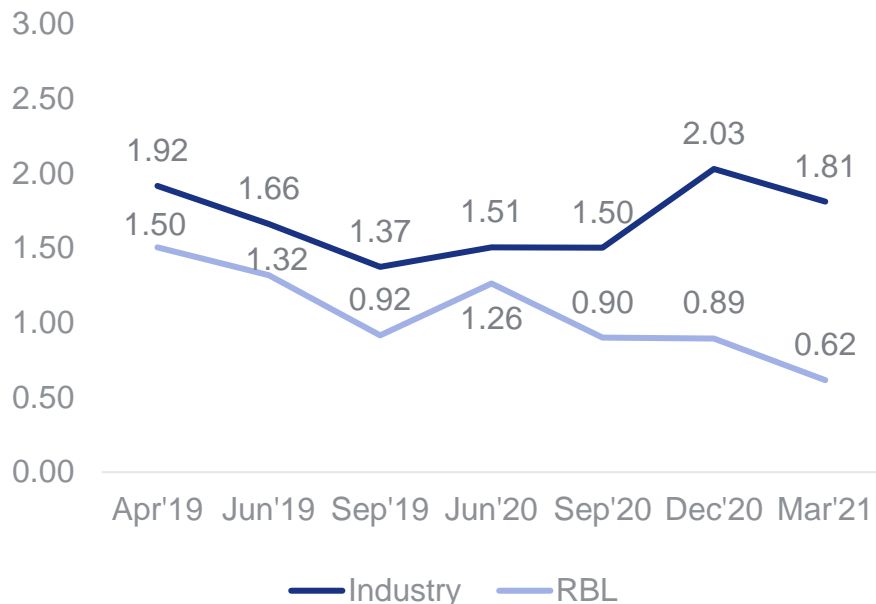
## Resolution Rate Bucket-3



Collection Efficiency for Delinquent buckets significantly above Pre-covid levels

# Tighter risk measures on new acquisition – lowering risk in the portfolio

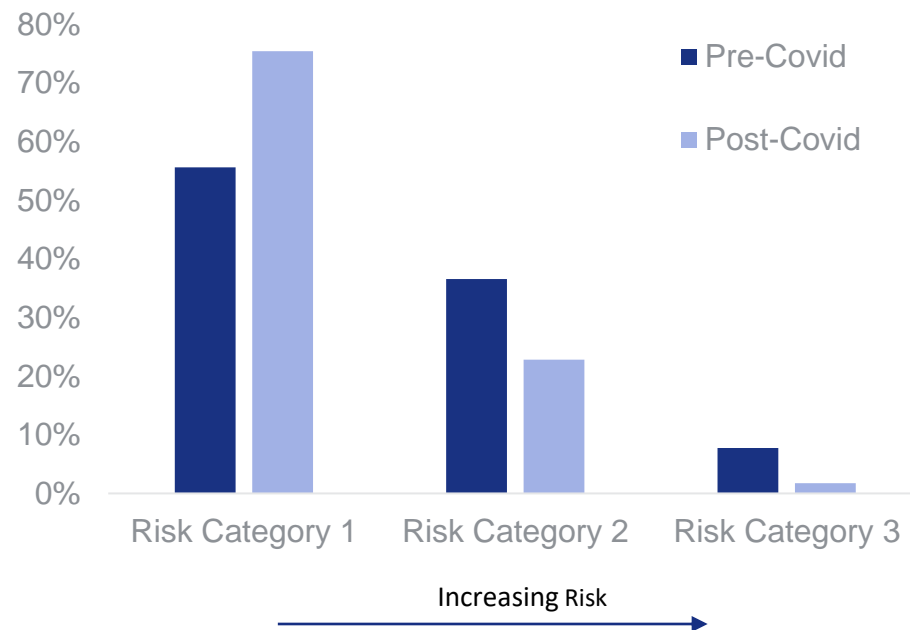
**Lower value @ risk for same number delinquency vs industry\***



**Sharper exposure management across risk bands leading to lower value at risk for same number delinquency.**

Measured as Ratio of 6 MOB 30+ (\$) / 6 MOB 30+ (#)

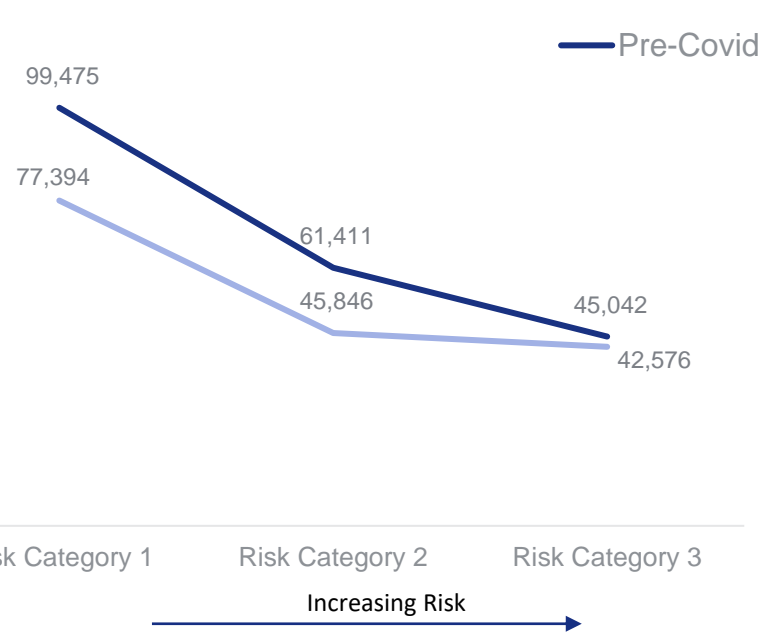
**Higher proportion of low risk clients**



**Significantly tighter risk filters – higher proportion of lower risk.**

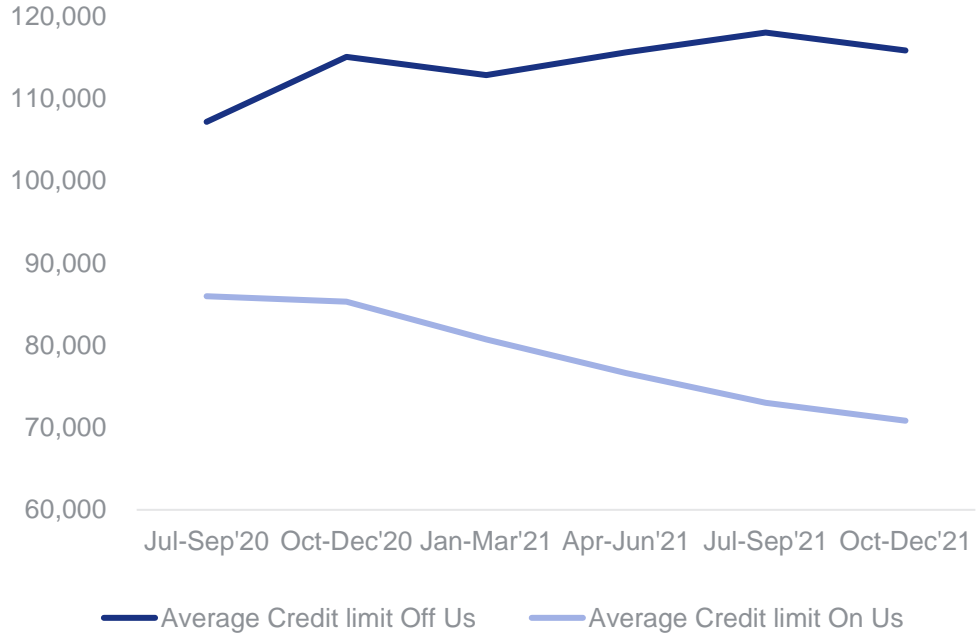
# Conservative exposure strategy post Covid on new acquisition - lower value at risk

**Prudent Credit limit assignment**



**Reduction in exposure through conservative limit assignment on new cards – reducing value at risk**

**Average Credit Limit for new customers**



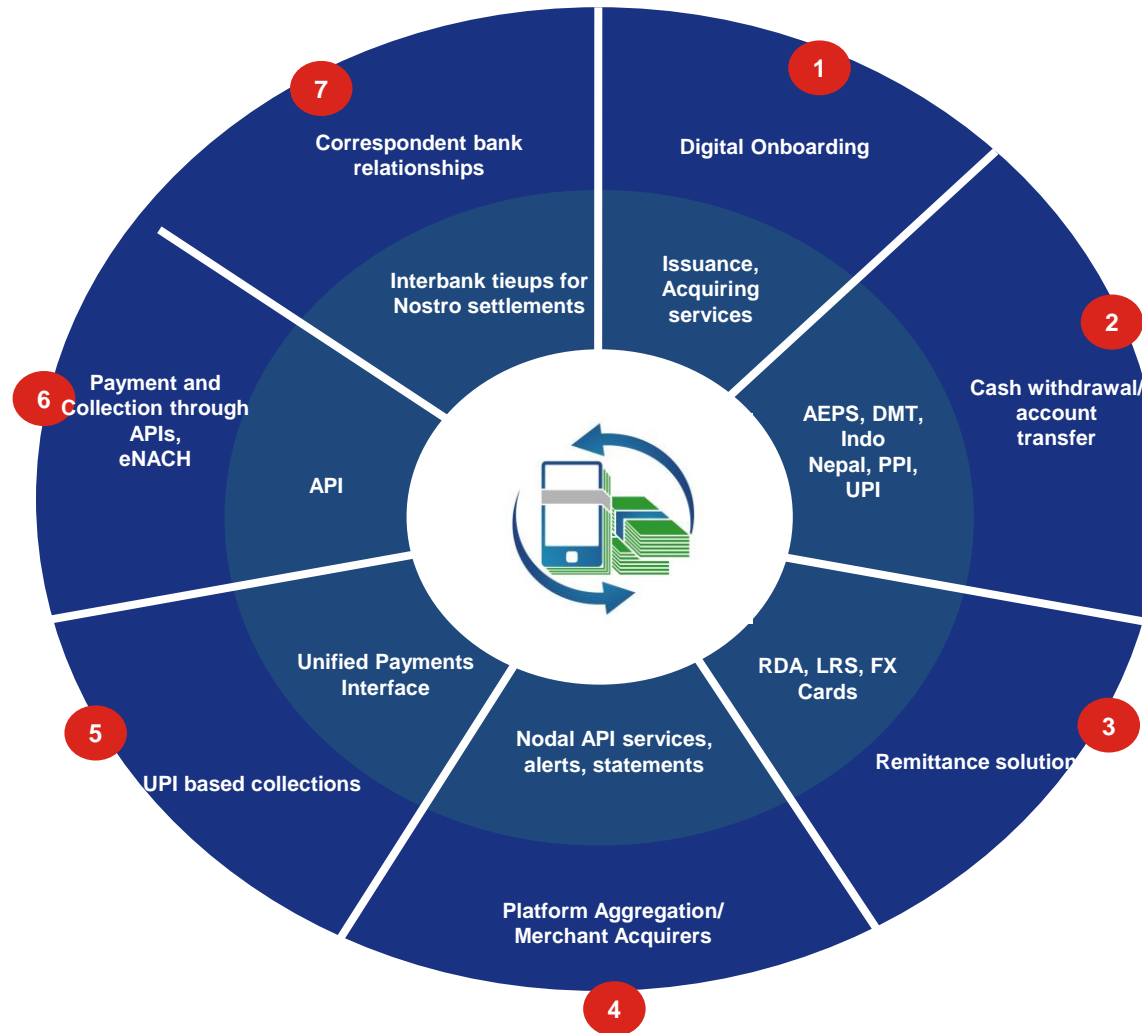
**Limit assignment much lower than other cards held by the customer – build up exposure basis risk profile post six months**





# Payments Business Update

# Deeper Connect by enhancing the value proposition in the payments landscape...



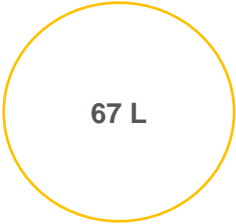
# Our Continual market standing in the digital space...

QOQ Increase in Acquiring Txn Volume ~ 12%

QOQ Increase in Acquiring Onboarding ~ 14%

QOQ Increase in API volume ~ 17%

For period Oct 21 to Dec 21



Overall BAAS Reach/Touchpoints\*



Total Transaction Volume (in nos.)

25.89 L No of Merchants

37.41 L PPI Customers

3.7 L Unique Customer Service Points

\* Overall number of Payment Initiators, Wallet holders, AEPS and DMT CSPs.

## Issuance Products



- Commenced development and testing a state of art Video KYC facility for PPI customers
- Work in progress towards development of a Metro Prepaid Card

## INR Remittances



- Increase in Indo Nepal Volumes by ~3.34% Q-o-Q.
- 3.7 Lac Unique Customer Service Points registered with Bank for AEPS and DMT Services as on Dec'21.
- New Product 'Cash at BC' expected to go live in Q4.
- Full KYC based DMT expected to go live in Q4.

## FX Products



- 3.3% growth in value QOQ
- Launched outward remittance product for a large MTO.
- Onboarded two major Exchange Houses for inward remittance (integration in progress) & 1 deal is in pipeline

## Acquiring & Aggregation

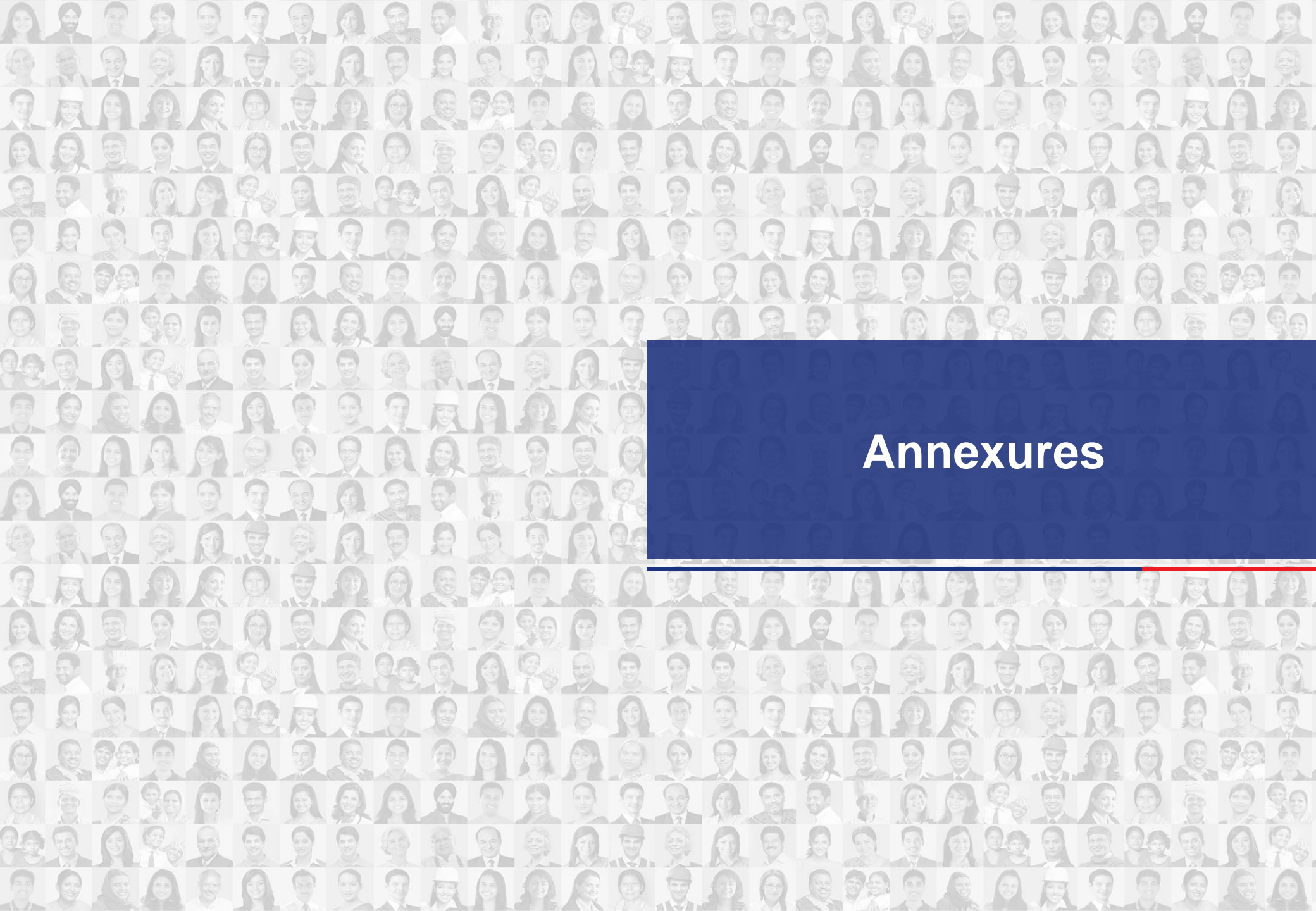


- Simplified Merchant Onboarding Process
- Implemented centralized reporting framework to regulatory authorities
- Commencement of Cost reduction program
- Robust pipeline

## API, UPI & Others



- ~25% market share of disbursements
- UPI integration initiated for one of the large PSP App as third bank.



# Annexures

# Board of Directors



**Mr. Prakash Chandra**

*Non – Executive Independent Director (Part Time Chairman)  
Previously, Chairman of Central Board of Direct Taxes (CBDT)*



**Mr. Rajeev Ahuja**

*Managing Director and CEO (Interim)  
Previously, associated with Citibank India, Bank of America, India  
and Bankers Trust Company*



**Ms. Veena Mankar**

*Non-Executive Non Independent Director  
Currently, Chairman of RBL Finserve Ltd. Previously, Founder of  
Swadhaar Finserve Pvt. Ltd. And Swadhaar FinAccess*



**Mr. Vijay Mahajan**

*Non-Executive Non Independent Director  
Previously, Founder of Basix Social Enterprise Group*



**Mr. Ishan Raina**

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



**Ms. Ranjana Agarwal**

*Non-Executive Independent Director  
Founder and managing partner of Vaish & Associates, Chartered  
Accountants*



**Dr. Somnath Ghosh**

*Non-Executive Independent Director  
Retired Professor and Founding Dean (Academics) from Indian  
Institute of Management Kashipur*



**Mr. Vimal Bhandari**

*Non-Executive Non Independent Director  
Executive Vice Chairman and CEO with Arka Fincap Limited (AFL)*



**Mr. Manjeev Singh Puri**

*Non-Executive Independent Director  
Former Indian Diplomat, former Ambassador to the European Union,  
Belgium, Luxembourg, Nepal and United Nations*



**Mr. Chandan Sinha**

*Non-Executive Independent Director  
Previously, Executive Director, RBI. Career – Central Banker for 35  
years*



**Mr. Vishwvir Ahuja**

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



**Mr. Yogesh Dayal**

*Additional Director  
A career Central Banker with 25 years of experience with RBI.  
Currently Chief General Manager and in charge of Department of  
Communications, RBI.*

# Professional and Experienced Leadership Team



**Mr. Rajeev Ahuja**  
*Managing Director and CEO (Interim)*  
*Previously, associated with Citibank India, Bank of America, India and Bankers Trust Company* (35)



**Mr. Vishwavir Ahuja**  
*On leave*  
*Managing Director & Country Executive Officer of Bank of America for Indian Sub-continent from 2007-2009* (38)



**Mr. R. Gurumurthy**  
*Head – 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* (36)



**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* (35)



**Mr. Jaideep Iyer**  
*Head - Strategy*  
*Previously, Group President and Deputy CFO – Yes Bank* (23)



**Ms. Shanta Vallury Gandhi**  
*Head - HR, CSR & Internal Branding*  
*Previously, Vice President of Acquisitions and Partnerships Division in American Express Bank Ltd (Gurgaon)* (29)



**Mr. Harjeet Toor**  
*Head - Retail, Inclusion and Rural Business*  
*Previously, associated with Bank of America, ABN AMRO Bank and Fullerton India Credit Company* (27)



**Mr. Surinder Chawla**  
*Head –Branch Banking*  
*Previously, associated with Standard Chartered Bank, ABN Amro Bank and HDFC Bank* (29)



**Mr. Sankarson Banerjee**  
*Chief Information Officer*  
*Previously, Chief Technology Officer , National Stock Exchange* (24)



**Mr. Deepak Kumar**  
*Chief Risk Officer*  
*Previously, associated with State Bank of India and member of RBI committees* (37)

Figures in brackets are years of work experience in financial services

# Professional and Experienced Leadership Team (Contd.)



**Mr. Bhavtaran Singh (Sunny) Uberai**

*Head – Client Services*

*Previously, associated with ABN Amro Bank and Arete Financial Partners, Singapore*

(35)



**Mr. Pankaj Sharma**

*Chief Operations Officer*

*Previously, Head Retail Operations, Axis Bank*

(21)



**Mr. Sanker Parameswaran**

*Head - Legal*

*Previously, associated with ICICI Bank, Indian Hotels, Amway India*

(35)



**Mr. Deepak Gaddhyan**

*Chief Credit Officer (Wholesale)*

*Previously, associated with ICICI Bank, Yes Bank*

(27)



**Mr. Prakash Gupta**

*Chief Compliance Officer*

*Previously, associated with Barclays, Credit-Suisse and Rabobank*

(26)



**Mr. R. Rajagopalan**

*Head – Internal Audit*

*Previously, associated with HDFC Bank, Kotak Mahindra Bank*

(30)



**Mr. Anand Bagri**

*Head – Domestic Markets Group*

*Previously, associated with Axis Bank*

(20)



**Mr. N Hari Prakash**

*Head – Enterprise Risk*

*Previously, associated with RBS Plc. India, ABN Amro Bank N.V., ICICI Bank and HDFC Bank*

(30)



**Mr. Amrut Palan**

*Chief Financial Officer*

*Previously, associated with Citibank, HSBC, ING Vysya, Kotak Mahindra Bank and Airtel Payments Bank*

(25)



**Mr. Vijay Anandh**

*Chief Credit Officer - Retail*

*Previously, associated with Barclays Finance, ICICI Bank*

(25)

Figures in brackets are years of work experience in financial services



# Profit & Loss Statement

Particulars	Q3 FY22	Q3 FY21	Q2 FY22	9M FY22	9M FY21
<b>Income</b>					
Interest Earned	2,044	2,008	1,975	6,045	6,364
Interest Expended	1,034	1,099	1,059	3,149	3,482
<b>Net Interest Income</b>	<b>1,010</b>	<b>908</b>	<b>915</b>	<b>2,895</b>	<b>2,882</b>
Other Income	620	576	593	1,866	1,335
<b>Total Income</b>	<b>1,630</b>	<b>1,484</b>	<b>1,508</b>	<b>4,761</b>	<b>4,217</b>
<b>Expenditure</b>					
Operating Expenses	1,000	683	817	2,674	2,037
Employee Cost	253	211	238	723	638
Premises Cost	111	80	101	312	270
Depreciation	41	39	41	119	117
Other Operating Expenses	595	353	438	1,520	1,010
<b>Operating Profit</b>	<b>631</b>	<b>801</b>	<b>691</b>	<b>2,088</b>	<b>2,180</b>
<b>Provisions</b>	<b>424</b>	<b>606</b>	<b>651</b>	<b>2,460</b>	<b>1,601</b>
On advances	403	604	627	2,412	1,610
On others	21	2	25	48	(9)
<b>Profit Before Tax</b>	<b>207</b>	<b>195</b>	<b>39</b>	<b>(372)</b>	<b>579</b>
<b>Tax</b>	<b>51</b>	<b>48</b>	<b>9</b>	<b>(99)</b>	<b>146</b>
<b>Profit After Tax</b>	<b>156</b>	<b>147</b>	<b>31</b>	<b>(273)</b>	<b>432</b>

# Balance Sheet Statement

Particulars	Dec 31, 2021	Sep 30, 2021	Dec 31, 2020
<b><u>Liabilities</u></b>			
Capital	599	599	598
Reserves and Surplus	11,814	11,653	11,986
Deposits	73,639	75,588	67,184
Borrowings	11,974	12,939	12,070
Other Liabilities	3,877	3,695	4,600
<b>Total</b>	<b>101,903</b>	<b>104,474</b>	<b>96,437</b>
<b><u>Assets</u></b>			
Cash & Balances with RBI	10,957	18,538	6,295
Balances with other banks	3,516	2,295	3,751
Investments (Net)	22,983	21,773	24,939
Advances (Net)	58,141	56,009	56,444
Fixed and Other Assets	6,307	5,859	5,009
<b>Total</b>	<b>101,903</b>	<b>104,474</b>	<b>96,437</b>

# Consolidated Profit & Loss Statement

Particulars	Q3 FY22	Q3 FY21	Q2 FY22	9M FY22	9M FY21
<b>Income</b>					
Interest Earned	2,107	2,089	2,034	6,244	6,618
Interest Expended	1,034	1,099	1,059	3,149	3,481
<b>Net Interest Income</b>	<b>1,073</b>	<b>990</b>	<b>975</b>	<b>3,096</b>	<b>3,138</b>
Other Income	621	571	595	1,876	1,324
<b>Total Income</b>	<b>1,693</b>	<b>1,561</b>	<b>1,570</b>	<b>4,971</b>	<b>4,462</b>
<b>Expenditure</b>					
<b>Operating Expenses</b>	<b>1,097</b>	<b>761</b>	<b>900</b>	<b>2,942</b>	<b>2,260</b>
Employee Cost	336	282	310	955	830
Premises Cost	117	86	107	331	285
Depreciation	45	42	45	131	125
Other Operating Expenses	598	351	439	1,525	1,021
<b>Operating Profit</b>	<b>596</b>	<b>801</b>	<b>670</b>	<b>2,030</b>	<b>2,201</b>
<b>Provisions</b>	<b>424</b>	<b>606</b>	<b>651</b>	<b>2,460</b>	<b>1,601</b>
On advances	403	604	627	2,412	1,610
On others	21	2	25	48	(9)
<b>Profit Before Tax</b>	<b>172</b>	<b>195</b>	<b>18</b>	<b>(430)</b>	<b>600</b>
<b>Tax</b>	<b>51</b>	<b>48</b>	<b>9</b>	<b>(99)</b>	<b>146</b>
<b>Profit After Tax</b>	<b>122</b>	<b>147</b>	<b>10</b>	<b>(331)</b>	<b>454</b>

# Consolidated Balance Sheet Statement

Particulars	Dec 31, 2021	Sep 30, 2021	Dec 31, 2020
<b>Liabilities</b>			
Capital	599	599	598
Reserves and Surplus	11,759	11,633	11,990
Deposits	73,637	75,560	67,105
Borrowings	11,975	12,940	12,070
Other Liabilities	3,899	3,713	4,642
<b>Total</b>	<b>101,870</b>	<b>104,444</b>	<b>96,404</b>
<b>Assets</b>			
Goodwill on Consolidation	41	41	41
Cash & Balances with RBI	10,957	18,538	6,298
Balances with other banks	3,524	2,309	3,758
Investments (Net)	22,838	21,627	24,793
Advances (Net)	58,141	56,009	56,444
Fixed and Other Assets	6,370	5,920	5,071
<b>Total</b>	<b>101,870</b>	<b>104,444</b>	<b>96,404</b>

# Our Recent History

Particulars	FY 11	FY 12	FY 13	FY 14	FY 15	FY 16	FY 17	FY 18	FY19	FY20	FY21	Q3 FY22
Net Worth	1,075	1,131	1,594	2,012	2,224	2,960	4,242	6,544	7,336	10,290	12,254	11,792
Deposits	2,042	4,739	8,341	11,599	17,099	24,349	34,588	43,902	58,394	57,812	73,121	73,639
Advances (Net)	1,905	4,132	6,376	9,835	14,450	21,229	29,449	40,268	54,308	58,019	58,623	58,141
Investments (Net)	892	2,334	5,571	6,518	9,792	14,436	13,482	15,448	16,840	18,150	23,230	22,983
Net Profit	12	66	92	93	207	292	446	635	867	506	508	156
CRAR (%)	56.4	23.2	17.1	14.6	13.1	12.9	13.7	15.3	13.5	16.4	17.5	16.6
Gross NPA (%)	1.12	0.80	0.40	0.79	0.77	0.98	1.20	1.4	1.38	3.62	4.34	4.84
Net NPA (%)	0.36	0.20	0.11	0.31	0.27	0.59	0.64	0.78	0.69	2.05	2.12	1.85
Business per employee	4.4	6.7	7.9	7.7	9.1	11.8	13.1	15.9	19.3	16.0	16.9	14.3
No. of employees	907	1,328	1,859	2,798	3,465	3,872	4,902	5,300	5,843	7,221	7,816	9,185
Return on Assets (%)	0.53	1.33	1.05	0.66	1.02	0.98	1.08	1.21	1.27	0.59	0.54	0.61
Return on Equity (%)	1.7	5.9	6.73	5.44	9.58	11.32	11.67	10.95	12.15	5.74	4.35	4.97

# 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 Investor Relations website – <https://ir.rblbank.com/>