



Investor Presentation

Q4 & FY 22

May 12, 2022



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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	MF	Mutual Funds
ATM	Automated Teller Machine	Mn	Million
BC	Business Correspondent	NFB	Non Fund Based
Bps	Basis Points	NIM	Net Interest Margin
BVPS	Book Value Per Share	NNPA	Net Non Performing Assets
C&IB	Corporate & Institutional Banking	NPA	Non Performing Assets
CAGR	Compounded Annual Growth Rate	PCR	Provision Coverage Ratio
CASA	Current Account and Savings Account	Q1	3 month period ended June 30(April 1 - June 30)
CB	Commercial Banking	Q2	3 month period ended September 30(July 1 - September 30)
CBDT	Central Board for Direct Taxes	Q3	3 month period ended December 31(October 1 - December 31)
CC	Credit Card	Q4	3 month period ended March 31(January 1 - March 31)
CEO	Chief Executive Officer	QoQ	Quarter on Quarter
CET1	Core Equity Tier 1	H1	6 month period ended September 30(April 1 - September 30)
Cr	Crore	9M	9 month period ended December 31(April 1 - December 31)
CRAR	Capital to Risk Weighted Assets Ratio	RBI	Reserve Bank of India
CSR	Corporate Social Responsibility	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	SLR	Statutory Liquidity Ratio
GNPA	Gross Non Performing Assets	UPI	Unified Payments Interface
G-Sec	Government Securities	US	United States
GST	Goods and Services Tax	VCF	Venture Capital Funds
HUF	Hindu Undivided Family	YoY	Year on Year
RBL Finserve	RBL Finserve Ltd.	WCF	Working Capital Finance
RVF	Rural Vehicles Finance	PCR	Provision Coverage Ratio

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Key Performance Highlights

Q4 FY22 Highlights

- ▶ **YoY Revenue growth of 13% aided by NII growth of 25%, NIM at 5.04%**
- ▶ **Net Profit at Rs. 198 crore for Q4 FY22 vs Rs. 156 crore for Q3FY22**
- ▶ **Wholesale Advances Grew 18% YoY; Retail : Wholesale mix at 52:48**
- ▶ **Deposit growth of 8% YoY to Rs. 79,007 crore; Average LCR at 138% for the quarter**
- ▶ **CASA growth of 20% YoY to Rs 27,879 crore; CASA Ratio at 35.3% vs. 31.8% in Q4FY21; Retail and Small business deposits ratio at 38.9%**
- ▶ **GNPA at 4.40% vs. 4.84% in Q3FY22, NNPA at 1.34% vs. 1.85% in Q3FY22**
- ▶ **PCR increased 750bps sequentially to 70.4%**
- ▶ **Total customer base of 11.15 million; addition of 0.49 million in the quarter**

Q4 FY22 Highlights Contd....

Strong Revenue Growth

- Total Revenue grew 13% YoY to 1,643 crore
- NII grew 25% YoY to Rs. 1,131 crore
- Operating profit at Rs. 657 crore

Deposits Stable

- Total Deposits grew 8% YoY
- CASA grew 20% YoY
- CASA ratio at 35.3%
- SA Deposits grew 21% YoY
- Retail Deposits (as per LCR definition) grew 13% YoY to 38.9%

Healthy Capitalisation and Liquidity Levels

- CRAR improved 25bps QoQ to 16.8% and CET 1 improved 44bps to 16.2%
- RWA/Total assets decreased QoQ to 71.5%
- LCR at 138% for the quarter

Asset Quality

- GNPA reduced 43bps sequentially to 4.40%; NNPA reduced 51 bps to 1.34%
- Gross Slippages down 19% QoQ to Rs. 619 crore, Net Slippages at Rs. 292 crore
- PCR sequentially increased by 750bps to 70.4%
- Net Restructured Advances to Net Advances down 31bps QoQ to 2.69%

Continued Increase in customer base and distribution network

- Customer base increased by 0.49 million QoQ, to 11.15 million
- Distribution network of 502 branches, 414 ATMs and 1418 BC branches

Digital Business Update

- Acquiring Merchant onboarding increased by 11% QoQ
- Coverage of 28.21 lakhs Merchants

Q4 FY22 Financial Highlights

— YoY Growth —

Net interest Income

Rs. 1,131cr

25%

Core Fee Income

Rs. 516cr

(4%)

Net Total Income

Rs. 1,643cr

13%

Operating Profit

Rs. 657cr

(11%)

Net Profit / (Loss)

Rs. 198cr

163%

Q4 FY22 Financial Highlights Contd....

— YoY Growth —

— QoQ Growth —

Advances

Rs. 60,022cr

2%

3%

**Wholesale
Advances**

Rs. 28,693cr

18%

5%

**Retail
Advances**

Rs. 31,329cr

(9%)

1%

Deposits

Rs. 79,007cr

8%

7%

CASA

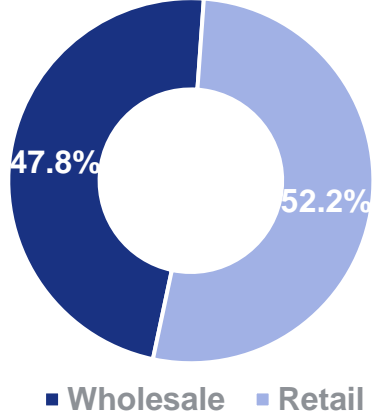
Rs. 27,879cr

20%

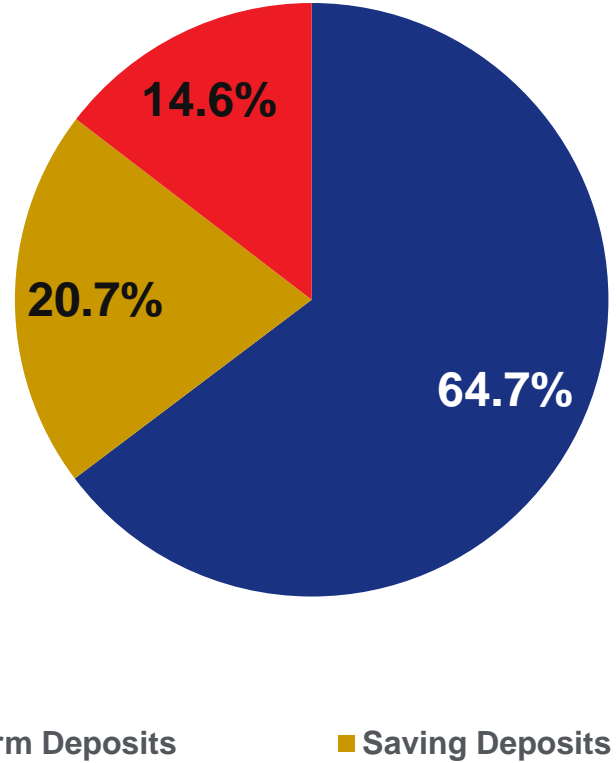
10%

Key Indicators – Business Breakup

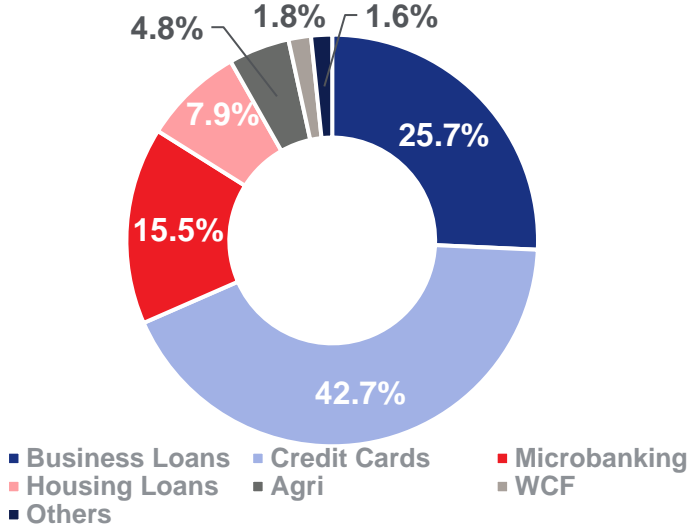
Advances by Segment (%)



Deposit Breakup (%)



Retail Advances Breakup (%)





Financial Performance

Net Profit Improve QoQ

Parameter	Q4 FY22	Q3 FY22	QoQ	Q4 FY21	YoY	FY22	FY21
Net Interest Income	1,131	1,010	12%	906	25%	4,027	3,788
Other Income	511	583	(12%)	549	(7%)	2,341	1,884
Net Total Income	1,643	1,593	3%	1,455	13%	6,367	5,672
Operating Profit	657	631	4%	737	(11%)	2,745	2,917
Provisions (Other than Tax)	401	424	(5%)	627	(36%)	2,860	2,228
Net Profit / (Loss)	198	156	27%	75	163%	(75)	508

Parameter	Q4 FY22	Q3 FY22	Q4 FY21	FY22	FY21
Other Income/Total Income	31.1%	36.6%	37.7%	36.8%	33.2%
Cost/Income	60.0%	60.4%	49.3%	56.9%	48.6%
Net Interest Margin	5.0%	4.3%	4.2%	4.4%	4.5%
Credit Cost/Advances (bps)*	71	73	113	515	410
RoA	0.77%	0.61%	0.32%	(0.07%)	0.54%
RoE	6.35%	4.97%	2.40%	(0.60%)	4.35%

• Not Annualized

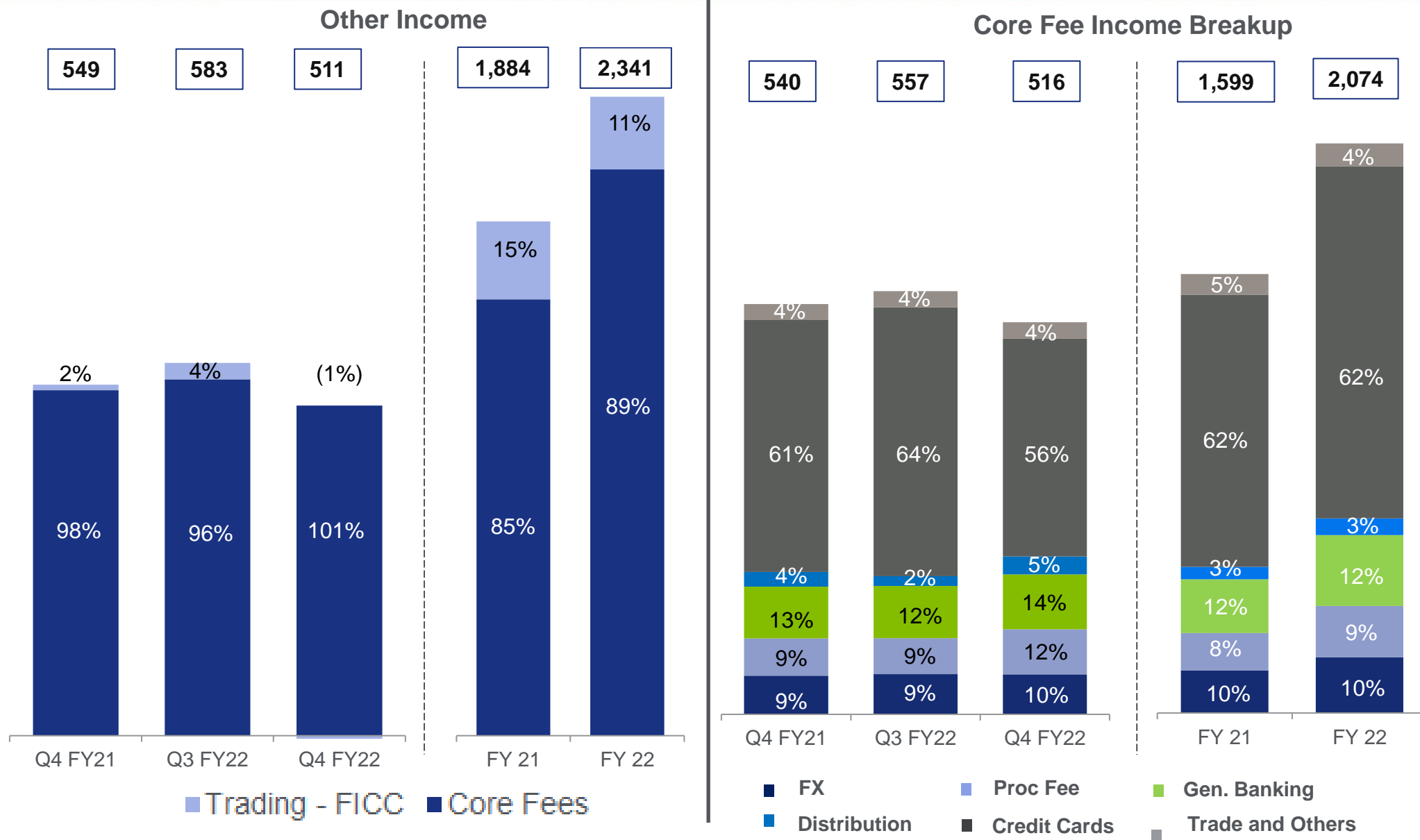
Balance Sheet Parameters

Parameter	March 31,2022	March 31,2021	YoY
Advances	60,022	58,623	2%
Deposits	79,007	73,121	8%
Investments	22,274	23,230	(4%)

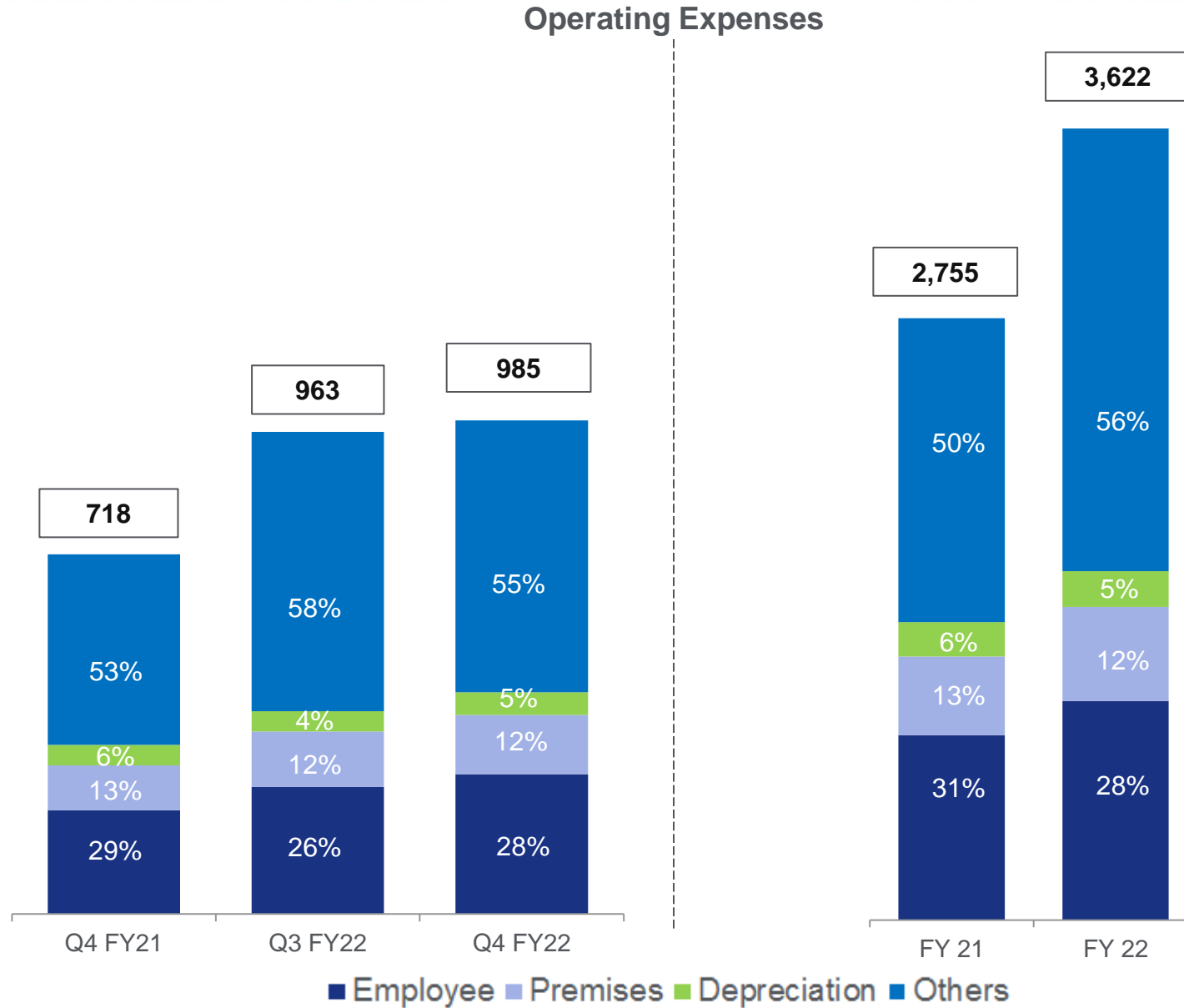
Parameter	March 31,2022	Dec 31,2021	March 31,2021
CASA	35.3%	34.4%	31.8%
GNPA	4.40%	4.84%	4.34%
NNPA	1.34%	1.85%	2.12%
PCR	70.4%	62.9%	52.3%
CRAR*	16.8%	16.6%	17.5%

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

Strong Growth in Core Fee Income in FY22

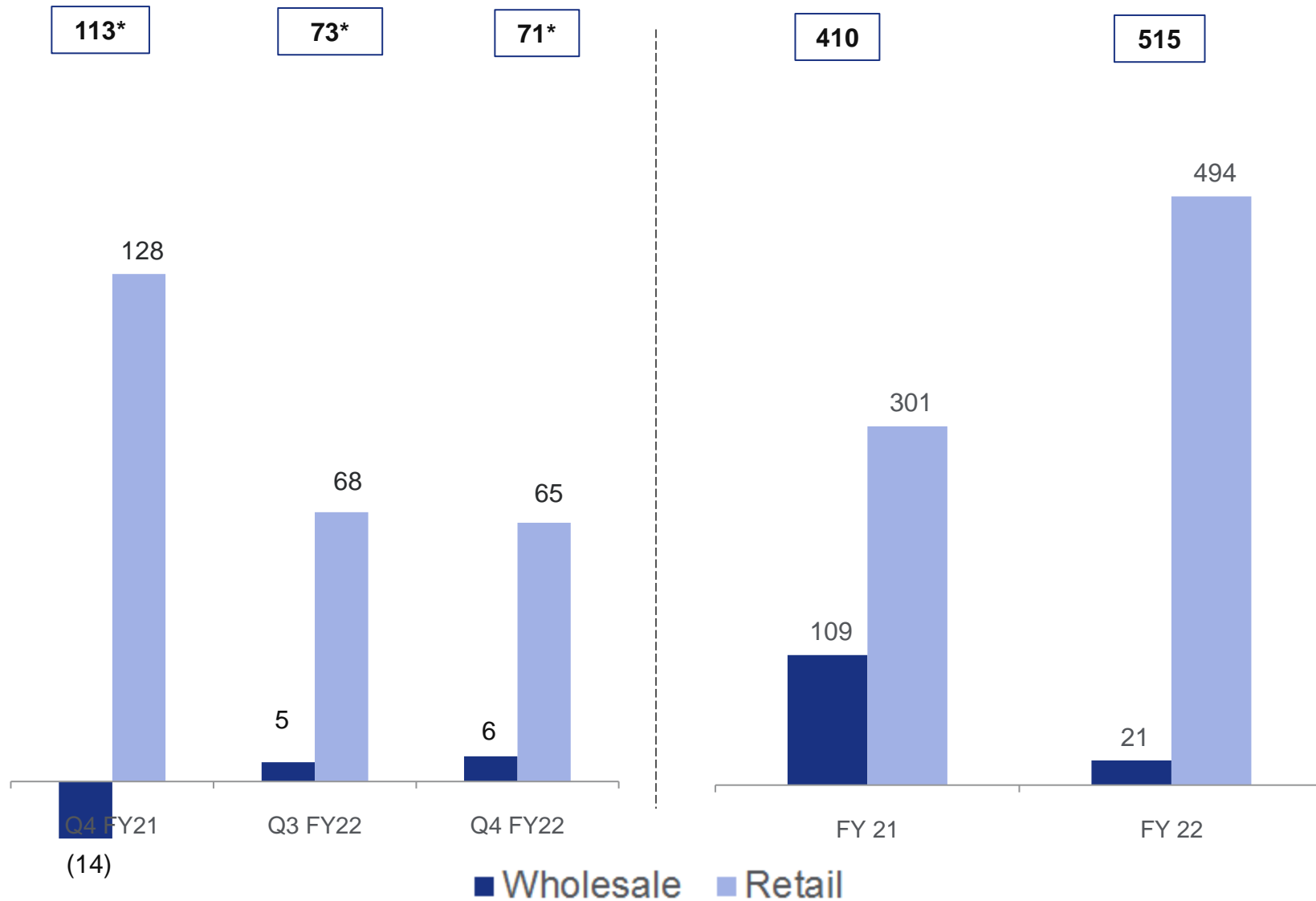


Operating Costs Increase QoQ Driven By Business Volume Growth



Credit Costs Lower QoQ Despite Increase in PCR; Slippages on Downward Trend

Net Credit Cost by Business (bps)

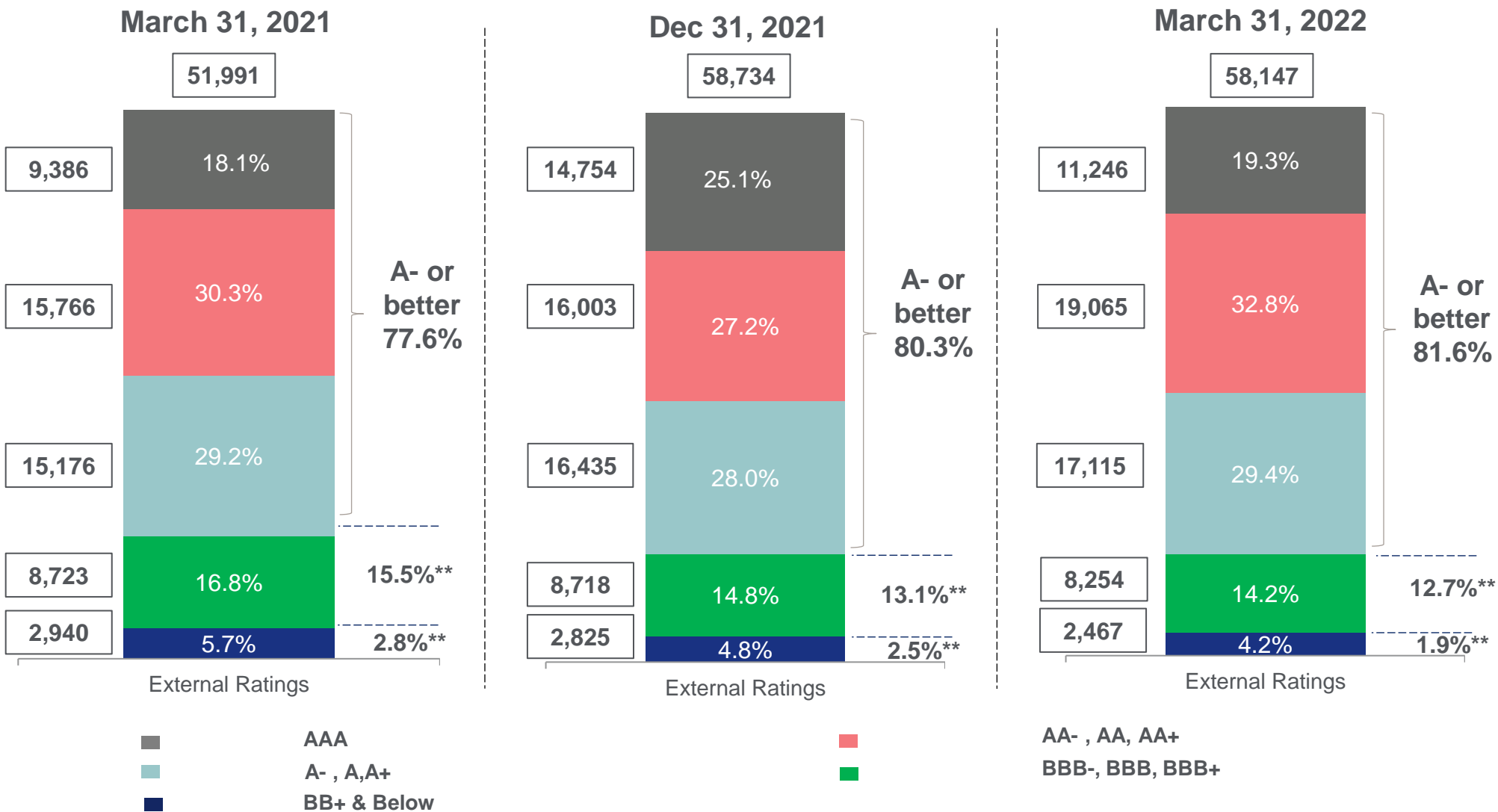


Advances Mix; Wholesale Drives YoY Growth

	March 31,2022	March 31,2021	YoY	Yield FY22	Proportion
C&IB	22,150	18,323	21%	6.5% (7.7%)	48%
CB	6,543	5,910	11%		
Wholesale	28,693	24,233	18%		
<i>Business Loans</i>	<i>8,058</i>	<i>10,765</i>	<i>(25%)</i>	15.3% (15.0%)	52%
<i>Credit Cards</i>	<i>13,383</i>	<i>12,177</i>	<i>10%</i>		
<i>Micro-Banking</i>	<i>4,852</i>	<i>7,132</i>	<i>(32%)</i>		
<i>Housing Loans</i>	<i>2,463</i>	<i>1,669</i>	<i>48%</i>		
<i>Retail Agri</i>	<i>1,503</i>	<i>1,185</i>	<i>27%</i>		
<i>of which RVF</i>	<i>314</i>	<i>43</i>	<i>626%</i>		
<i>WCF</i>	<i>554</i>	<i>608</i>	<i>(9%)</i>		
<i>Others</i>	<i>517</i>	<i>855</i>	<i>(40%)</i>		
Retail	31,329	34,390	(9%)		
Total	60,022	58,623	2%		

FY21 yields in brackets

Borrowers' External Rating Profile*



*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)	4,128	100:0	5.3%
Power	3,042	50:50	3.9%
Retail/ Distribution	2,412	74:26	3.1%
HFC	2,339	100:0	3.0%
Construction	2,338	24:76	3.0%
Engineering	2,007	53:47	2.6%
Oil and Gas	1,823	0:100	2.4%
Metals	1,817	61:39	2.3%
Pharma	1,760	71:29	2.3%
Real Estate	1,487	85:15	1.9%

* As of March 31, 2022 based on actual outstanding

Non Fund Based Book

Particulars	March 31, 2022	March 31, 2021	Dec 31, 2021
Guarantees	10,608	9,834	10,217
Letter of Credit, Acceptances, Endorsements and other Obligations	5,608	4,710	5,505

Asset Quality Snapshot

	Quarter Ended				
	March 31, 2022	Dec 31, 2021	Sep 30, 2021	June 30, 2021	March 31, 2021
Movement of Gross NPAs					
Opening Balance	2,902	3,131	2,911	2,602	2,610
(+) Additions during the period	619	766	1,217	1,342	1,439
(-) Upgrade	105	181	180	157	322
(-) Recoveries	222	271	290	116	454
(-) Write Offs	465	542	527	759	671
Closing Balance	2,728	2,902	3,131	2,911	2,602
Gross NPA (%)	4.40%	4.84%	5.40%	4.99%	4.34%
Net NPA	807	1,076	1,200	1,137	1,241
Net NPA (%)	1.34%	1.85%	2.14%	2.01%	2.12%
PCR	70.4%	62.9%	61.7%	60.9%	52.3%
Slippage Ratio	1.07%	1.37%	2.15%	2.29%	2.57%
Net Slippages	292	313	747	1,069	663
Net Slippage Ratio	0.50%	0.56%	1.32%	1.82%	1.18%
Net Restructured %	2.69%	3.00%	3.35%	1.80%	1.41%

• Net Security Receipts as a percentage of total advances at 0.25%

Asset Quality –NPA Position Improves QoQ

Gross NPA by business segment

Business segment	March 31, 2022	Dec 31, 2021	Sep 30, 2021	June 30, 2021	Mar 31, 2021
Wholesale	1,044	1,010	1,085	1,070	1,109
Retail	1,684	1,892	2,046	1,841	1,493
Business Loans	378	353	363	472	285
Credit Cards	325	388	574	520	702
Micro-Banking	737	895	839	584	267
Retail Agri	147	158	157	140	127
Others	97	98	114	124	112
Total	2,728	2,902	3,131	2,911	2,601

Net NPA by business segment

Business segment	March 31, 2022	Dec 31, 2021	Sep 30, 2021	June 30, 2021	Mar 31, 2021
Wholesale	290	370	451	509	545
Retail	516	706	749	628	696
Business Loans	192	197	207	259	165
Credit Cards	104	150	239	128	254
Micro-Banking	89	225	162	98	133
Retail Agri	86	93	95	94	86
Others	44	40	47	50	58
Total	807	1,076	1,200	1,137	1,241

Loan Provisions & Restructured Advances on 31st March 2022

Loan Provisions Breakup

Particulars	As of 31 st March 2022	For Q4 FY22
NPA Specific Provision (towards PCR)	1,735	369
Additional provision on Micro-Banking (towards PCR)	187	187
SMA Provision (outside PCR)	-	(134)
Restructured Provision (outside PCR)	377	107
Standard Provision (outside PCR)	299	3
Recovery on written off accounts	-	(142)
Total	2,598	392

Restructured Advances by business segment

Business segment	Gross	Net
Wholesale	343	308
Retail	1,621	1,306
Business Loans	1,154	1,004
Credit Cards	174	155
Micro-Banking	294	147
Total	1,964	1,614

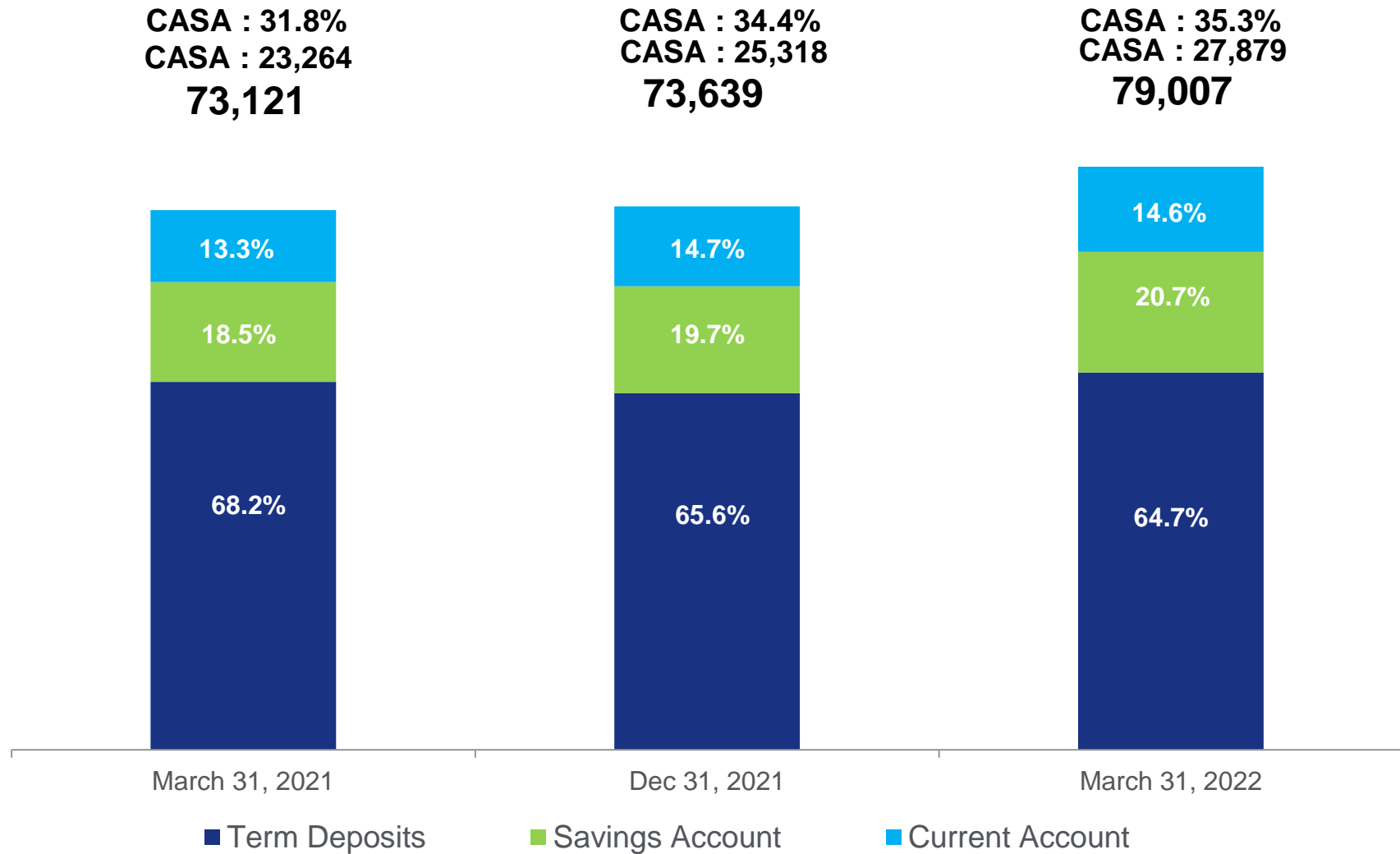
Capital Adequacy – Well Capitalized

Particulars	March 31, 2022	Dec 31, 2021	March 31, 2021
Tier 1 Capital Funds*	12,301	12,060	12,301
Tier 2 Capital Funds	470	623	637
Total Capital Funds*	12,771	12,683	12,938
Total RWA	75,909	76,510	73,948
Tier 1 CRAR*	16.2%	15.8%	16.6%
Total CRAR*	16.8%	16.6%	17.5%
RWA/Total Assets	71.5%	75.1%	73.5%

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

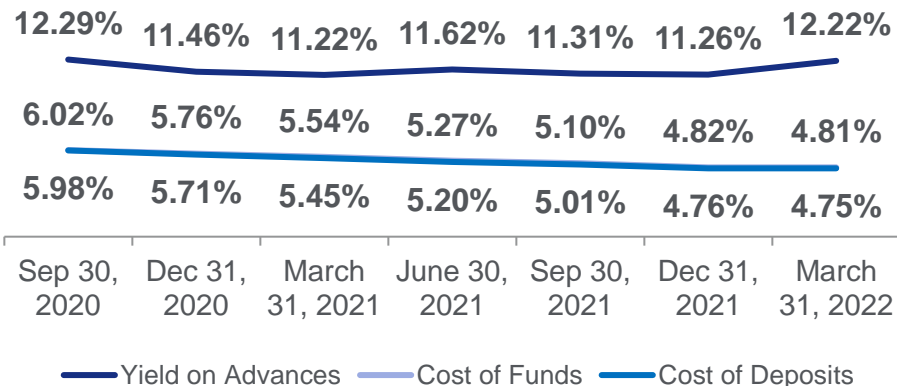
CASA & Total Deposits - Healthy Growth YoY

20% YoY growth in CASA ; Total deposits grew by 8% YoY

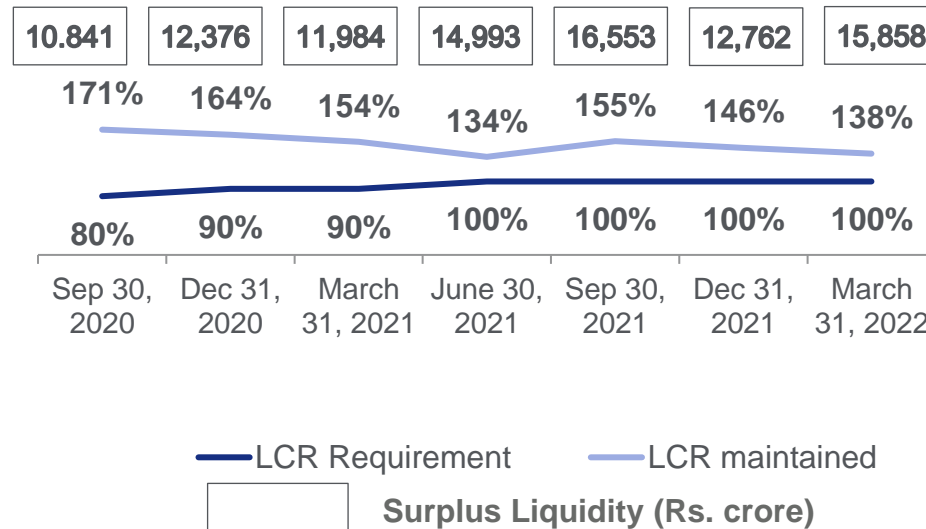


Deposits, Liquidity and Cost Trends

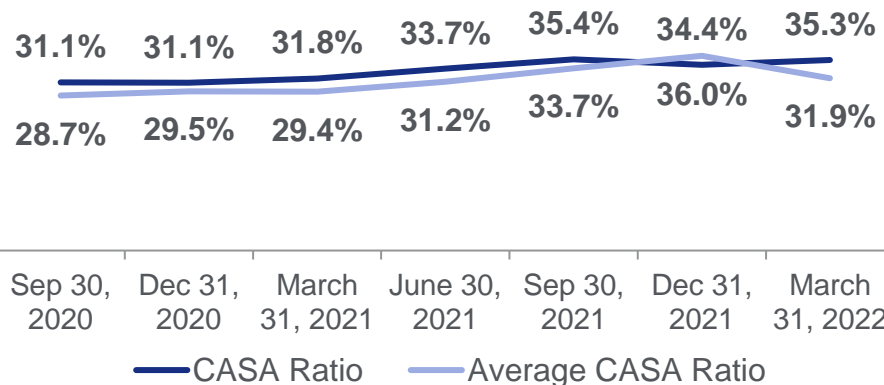
Declining Cost of Funds and Cost of Deposits



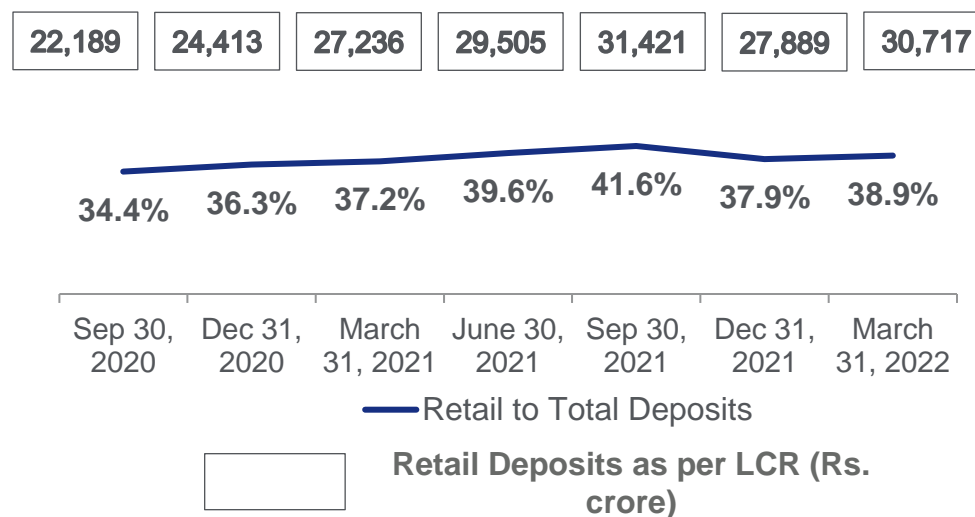
Surplus Liquidity Position



CASA Ratios

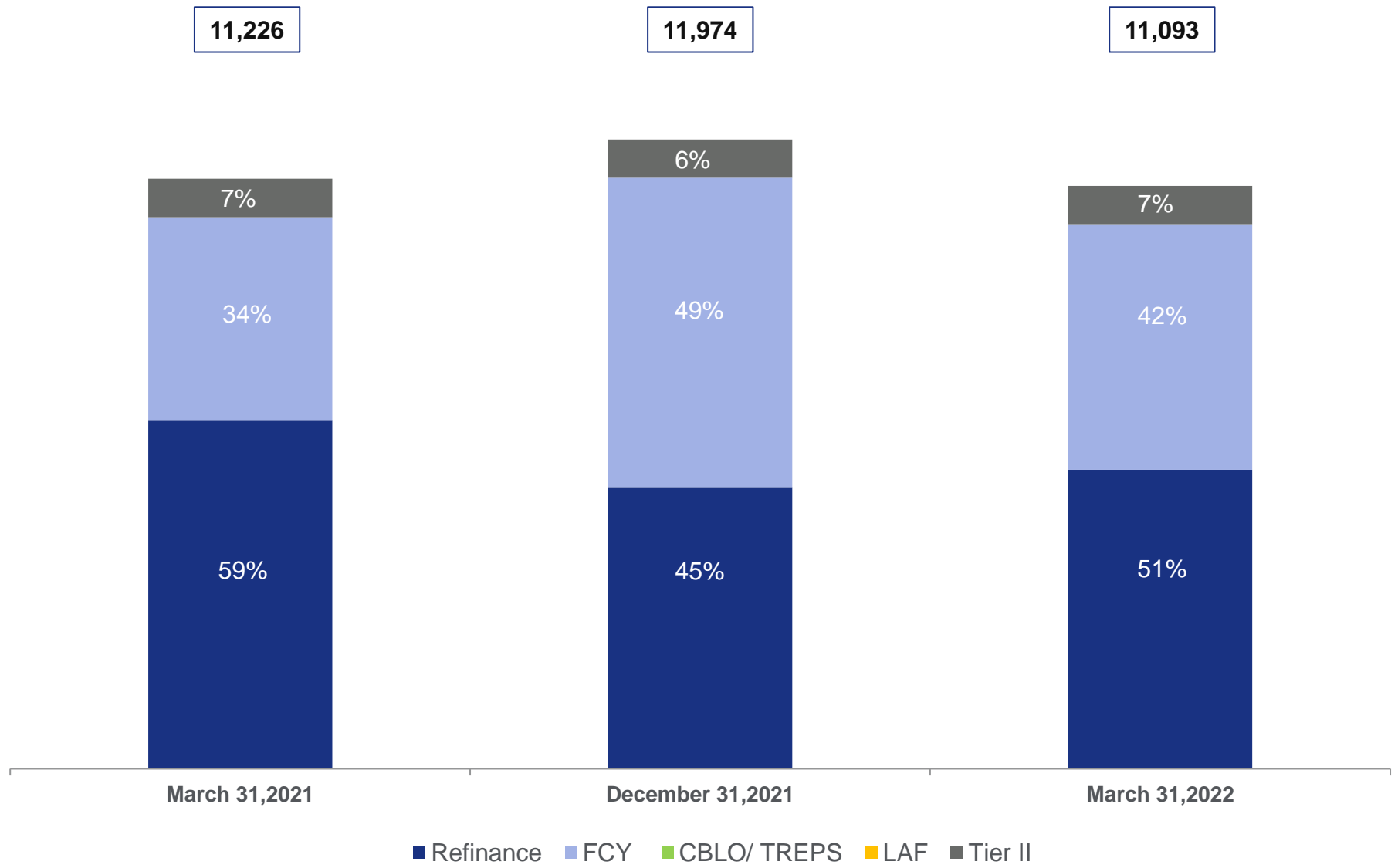


Share of Retail Deposits



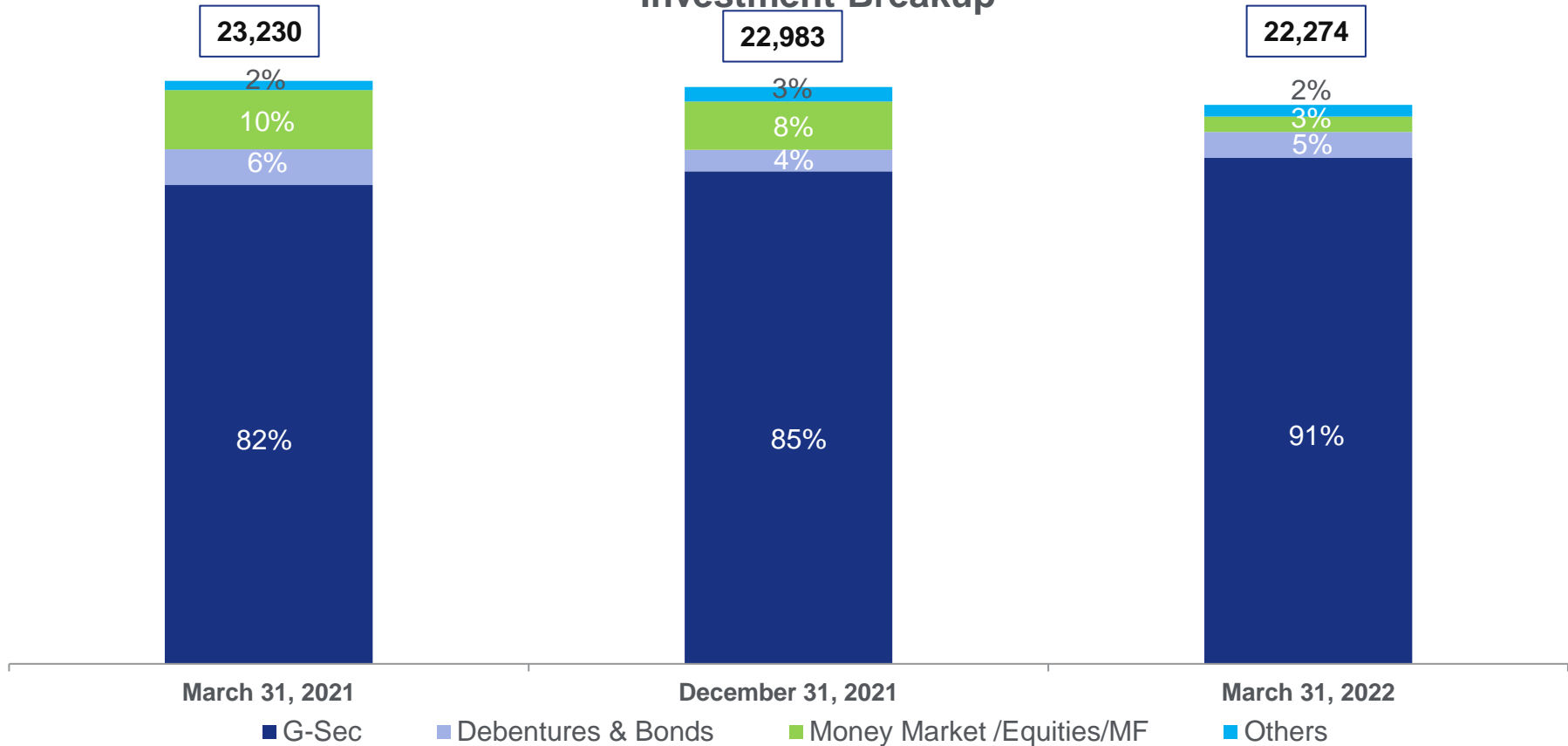
Borrowing Lower QoQ

Borrowing Breakup



Investment Book

Investment Breakup



Yield (incl. RIDF)

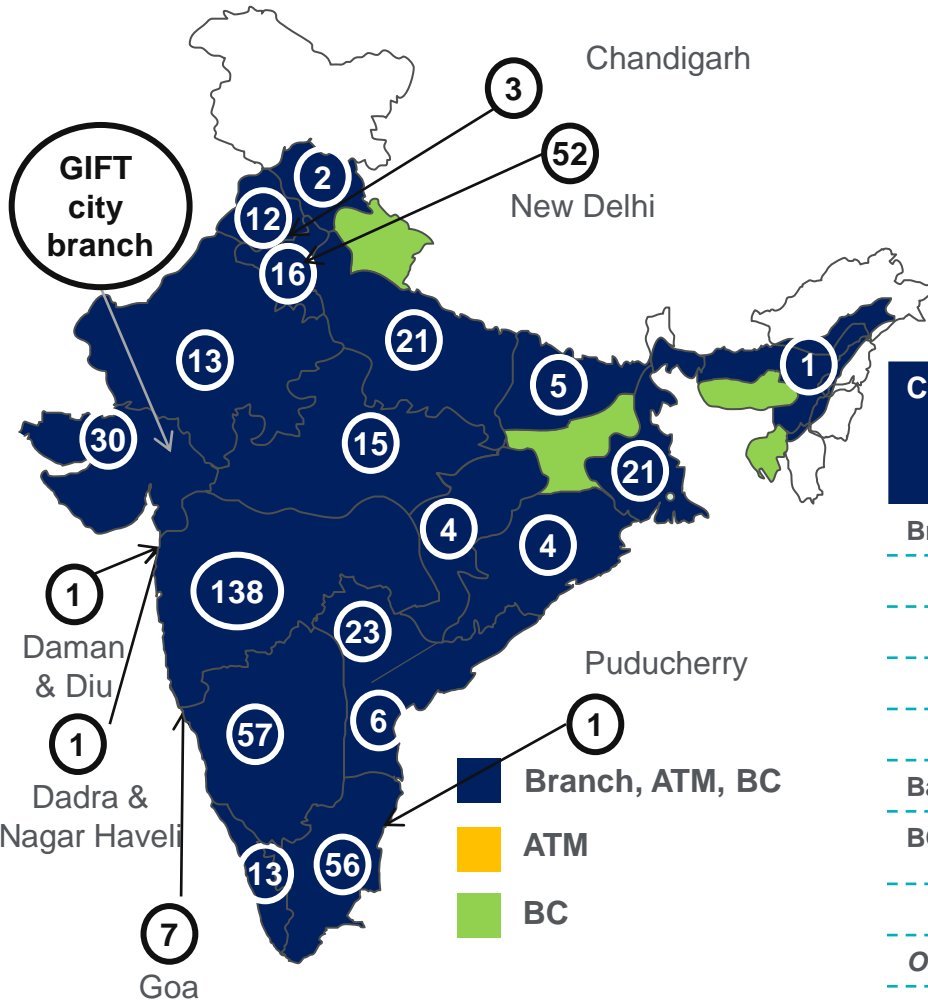
Yield	Q4 FY22	Q3 FY22	Q4 FY21	FY22	FY21
Total Investments	5.6%	5.3%	6.0%	5.4%	6.4%
SLR	6.3%	6.1%	6.4%	6.1%	6.6%
Non SLR	4.2%	4.1%	5.1%	4.2%	6.7%



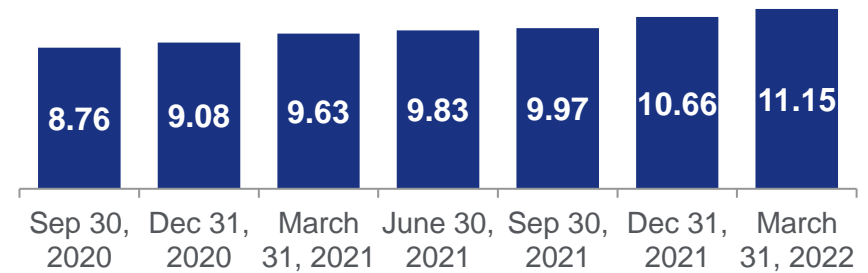
Distribution Network

Our Growing, Multi-Layered Distribution Network

Locations



Customers (Mn.)



Channel Breakup

Channels	Number of transaction points		
	March 31, 2022	Dec 31, 2021	March 31, 2021
Branches	502	463	429
<i>Metro (incl. GIFT branch)</i>	290	256	232
<i>Urban</i>	72	66	61
<i>Semi-urban</i>	76	78	73
<i>Rural</i>	64	63	63
Banking Outlets (BOs)	289	274	260
BC Branches (incl. BOs)	1,418	1,424	1,365
<i>Of which RBL Finserve</i>	870	874	758
<i>Of which for Micro-Banking</i>	1,240	1,242	1,158
<i>Of which for MSME & Housing</i>	178	182	207
ATMs	414	407	412

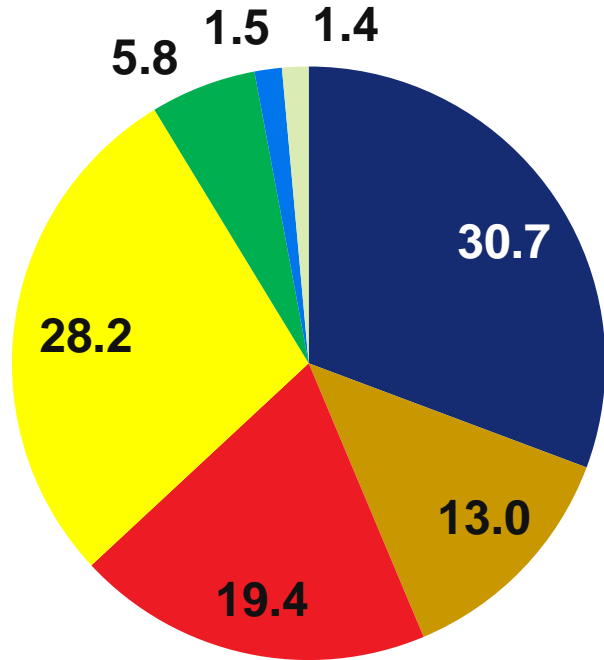
Figures in circles refer to number of branches in given state/union territory



Shareholding Pattern & Ratings

Diversified Shareholding & Strong Rating Profile

— Shareholding by category (%) —



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

Total Foreign holding – 42.7%.
Approved limit – 74%

Ratings

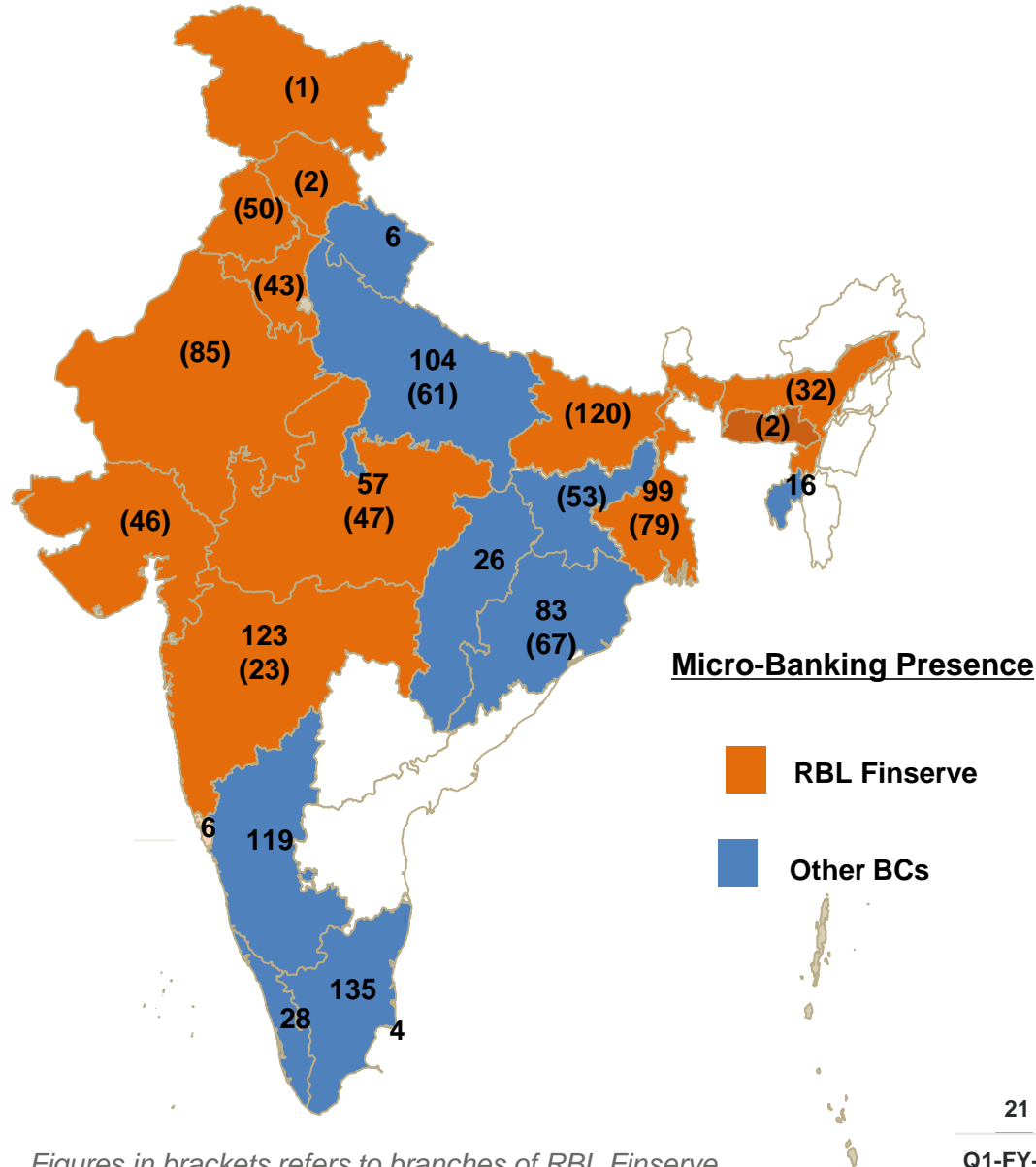
Instrument	Rating
Basel III compliant Tier II bonds	ICRA AA-& (Retained dated Feb 9, 2022)
	CARE AA- (Stable) (Re-affirmed dated Oct 6, 2021)
Certificate of Deposits	ICRA A1+ (Re-affirmed dated Feb 9, 2022)
Medium term fixed deposit programme	ICRA MAA& (Retained dated Feb 9, 2022)
Short term fixed deposit programme	ICRA A1+ (Re-affirmed dated Feb 9, 2022)

& Rating watch with developing implications



Micro-Banking Update

Micro-Banking Distribution Network



BC Branches Opened in FY-22 :49

State & District Presence:

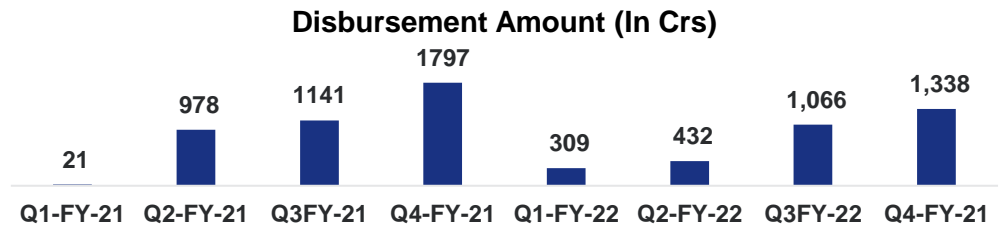
- 21 States and 2 Union Territory
- 412 Districts

Branches :

- Micro-Banking Branches : 1,240
 - RBL Finserve Branches: 711
- Banking Outlets: 289

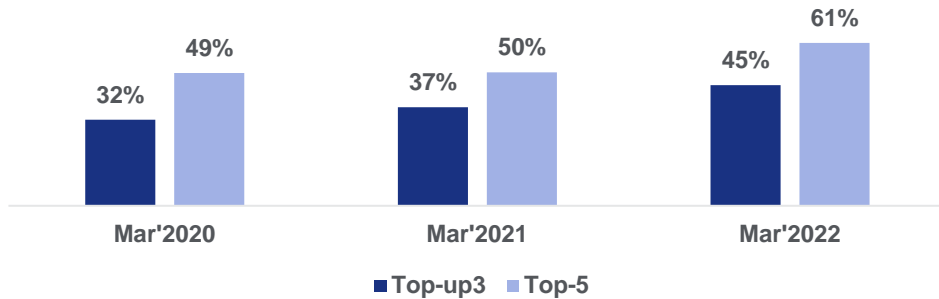
Disbursement Update:

- 3144 Cr Disbursement in FY22
- 1338 Cr Disbursement in Q4-FY22

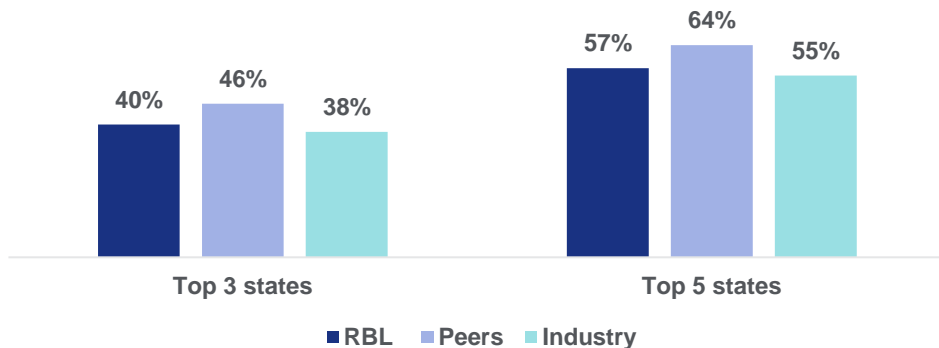


Micro-Banking - Portfolio Concentration

Top-3 & Top-5 Portfolio Contribution



Industry Comparison – Top3 & Top5 State Concentration – Dec 21

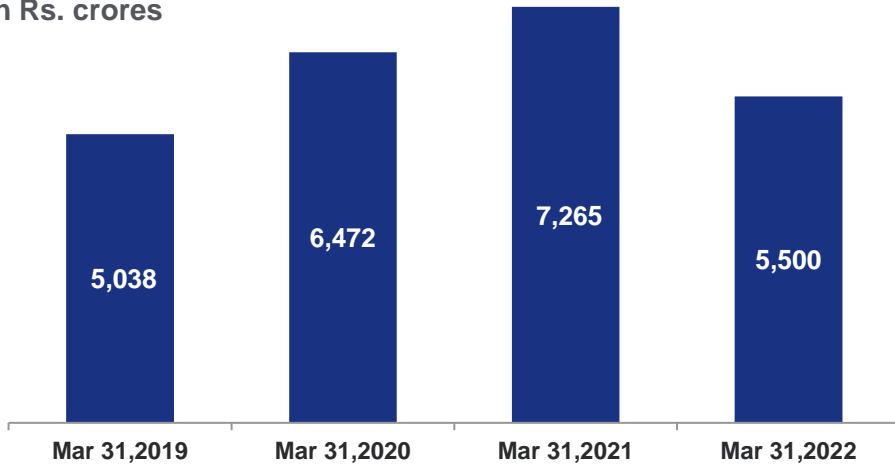


State Name	% of Portfolio Mar'22	% of Portfolio Dec'21	% of Portfolio Mar'21	% of Portfolio Mar'20	% of Portfolio Dec'20
Bihar	18.9%	15.7%	12.8%	14.7%	12.6%
Rajasthan	14.7%	13.0%	10.9%	7.3%	8.5%
Uttar Pradesh	11.2%	9.9%	7.8%	3.4%	6.3%
Tamil Nadu	9.2%	11.2%	13.0%	13.4%	13.6%
Karnataka	6.4%	7.7%	9.0%	8.8%	8.6%
Haryana	5.7%	4.8%	3.8%	3.9%	3.7%
Maharashtra	5.3%	6.8%	8.4%	10.7%	9.6%
West Bengal	4.9%	6.2%	7.2%	8.5%	8.4%
Gujarat	4.8%	4.3%	3.2%	3.1%	3.1%
Madhya Pradesh	4.7%	4.9%	5.1%	4.9%	5.0%
Odisha	4.0%	4.5%	5.3%	6.2%	5.9%
Jharkhand	3.1%	2.9%	3.0%	2.1%	2.9%
Punjab	2.9%	3.2%	3.6%	4.6%	4.3%
Kerala	1.2%	1.4%	1.6%	1.5%	1.5%
Uttarakhand	0.6%	0.6%	0.7%	0.8%	0.7%
Chhattisgarh	0.6%	0.8%	1.3%	1.7%	1.4%
Assam	0.5%	1.2%	1.9%	2.8%	2.4%
Tripura	0.4%	0.4%	0.5%	0.5%	0.5%
Puducherry	0.3%	0.1%	0.4%	0.4%	0.5%
Goa	0.3%	0.3%	0.4%	0.6%	0.5%
Himachal Pradesh	0.1%	0.0%	0.0%	0.0%	0.0%
Meghalaya	0.0%	0.0%	0.1%	0.1%	0.1%
Jammu & Kashmir	0.0%	0.0%	0.0%	0.0%	0.0%
Grand Total	100.0%	100.0%	100.00%	100.00%	100.0%

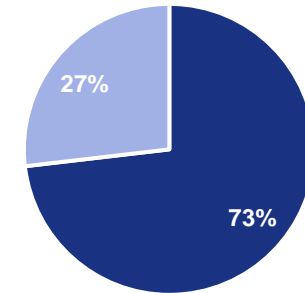
Portfolio growth driven by new customers, ticket size growth moderate

3.10 Mn active loan accounts

In Rs. crores

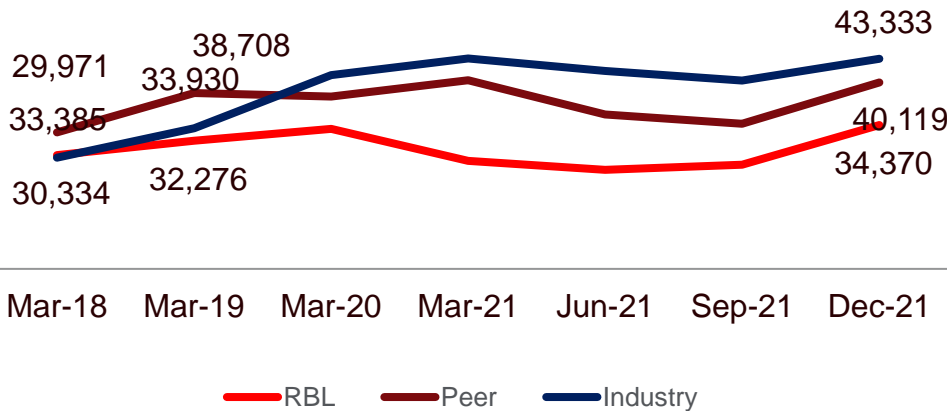


Portfolio Composition

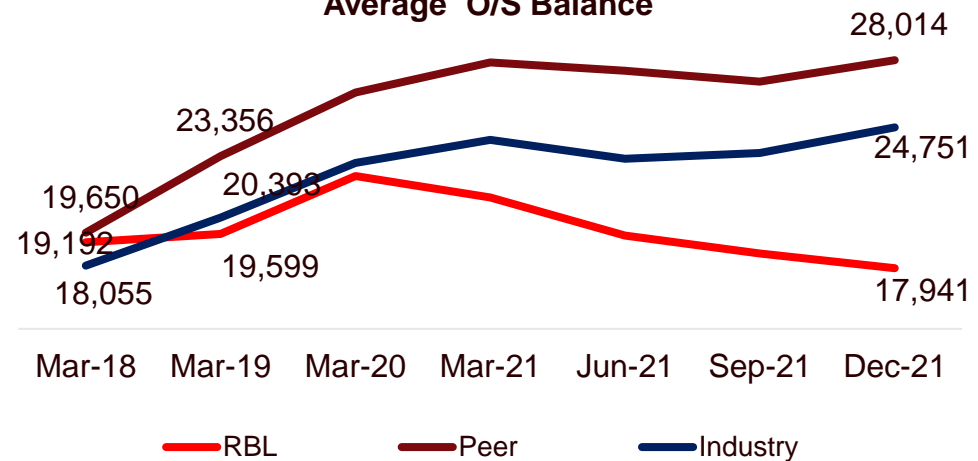


■ New-Book-Post COVID ■ Old-Book-Pre-COVID

Average Ticket Size (ATS) of new loans

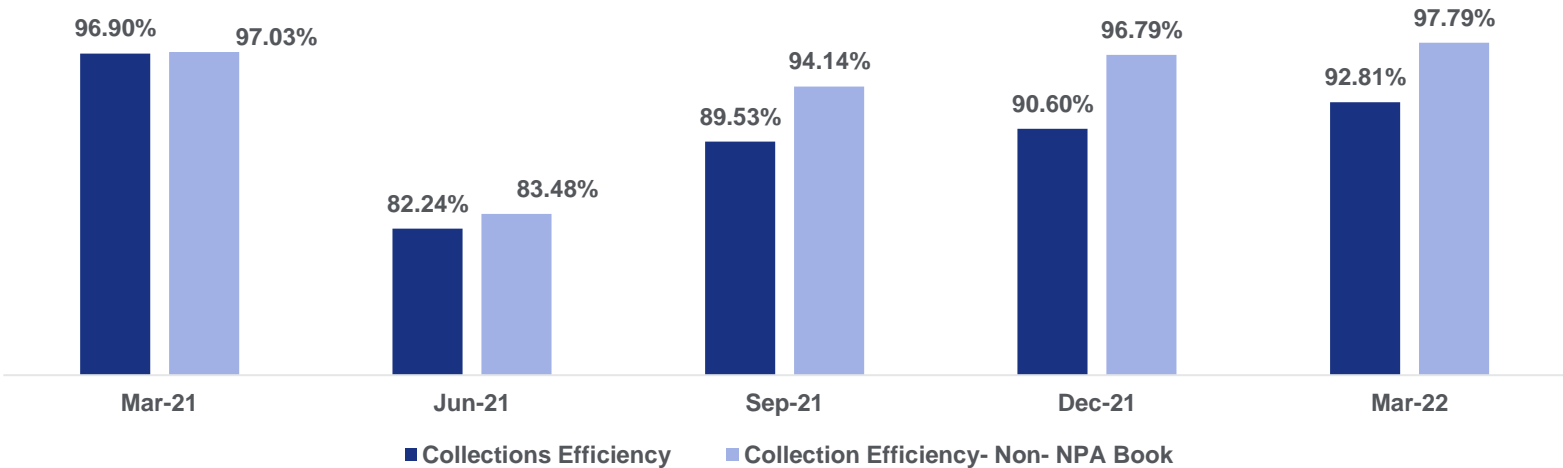


Average O/S Balance

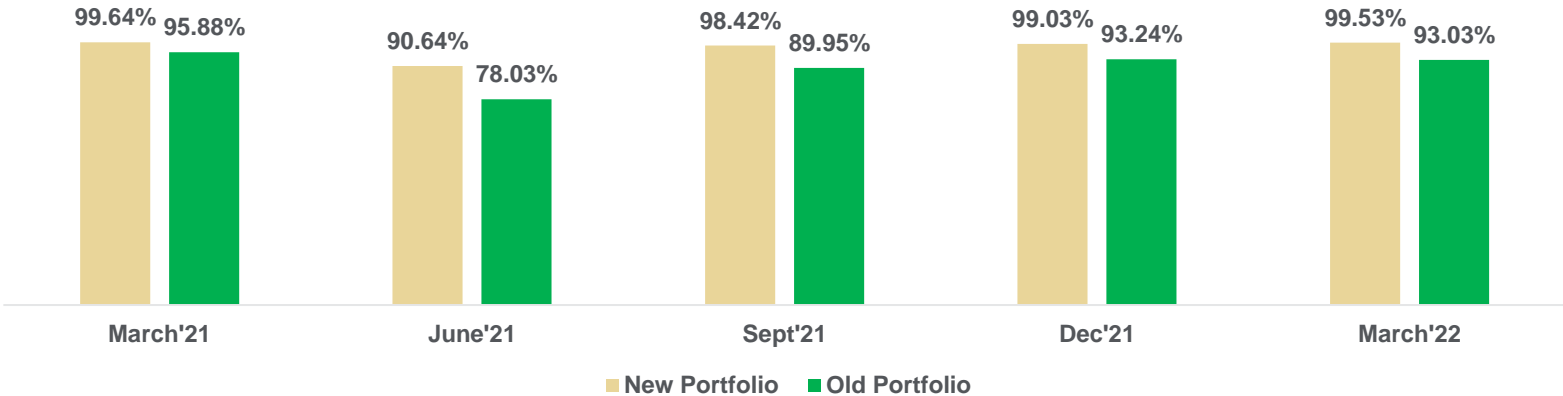


Collections Efficiency

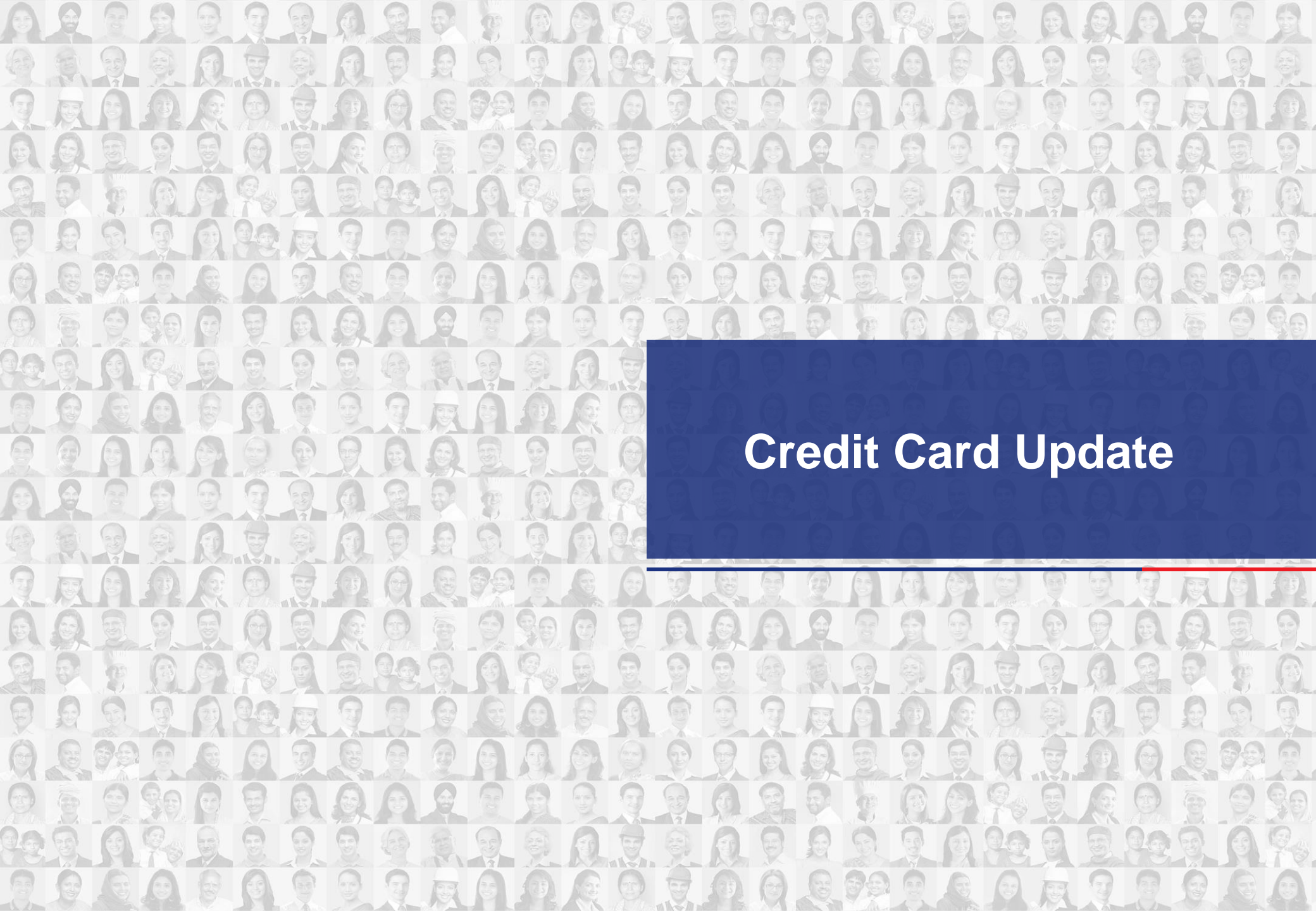
Collection-Efficiency



Collection Efficiency- Non-NPA Book



New-Portfolio: Portfolio Originated April-2020 onwards
 Old Portfolio: Portfolio Originated till March-2020

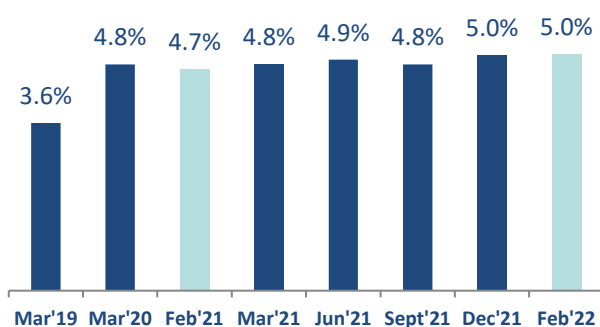


Credit Card Update

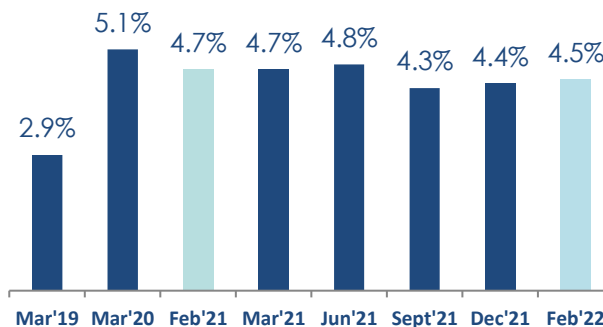
Growth & Market Share

	Feb'21		Feb'22	
	RBL	Industry	RBL	Industry
CIF	2.9 M	61.6 M	3.6 M ▲ 25%	71.7 M ▲ 16%
Spends	2,864 Cr	60,357 Cr	3,867 Cr ▲ 35%	86,305 Cr ▲ 43%
Advances	12,719 Cr	1,16,290 Cr	13,807 Cr ▲ 9%	1,44,003 Cr ▲ 24%

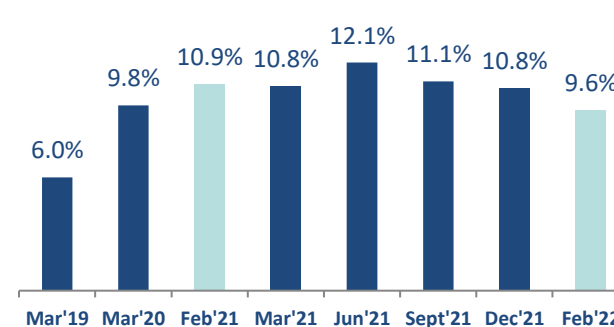
Market Share – Cards (#)



Market Share - Spends

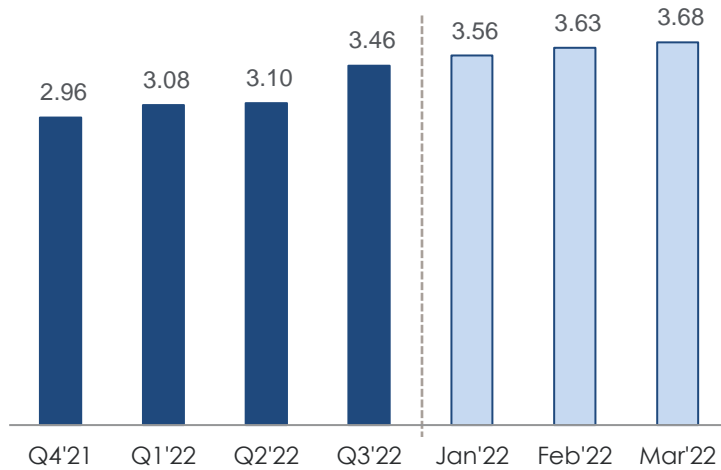


Market Share - Advances

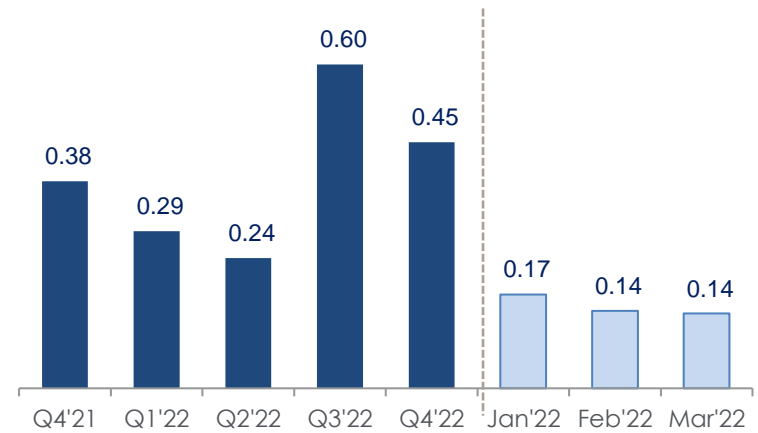


Credit Cards - Portfolio Trends

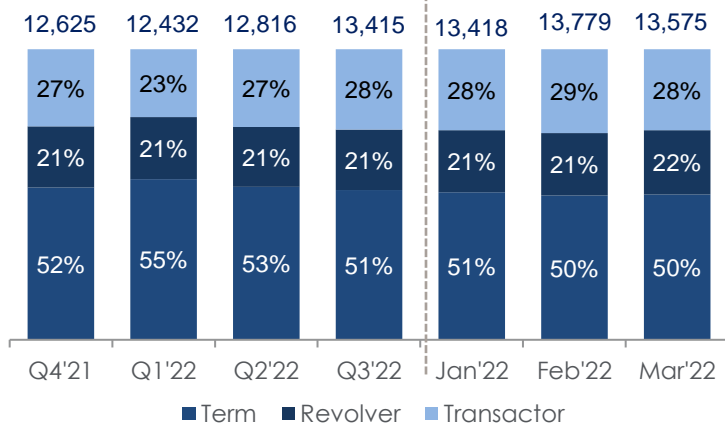
Cards in Force (Million)



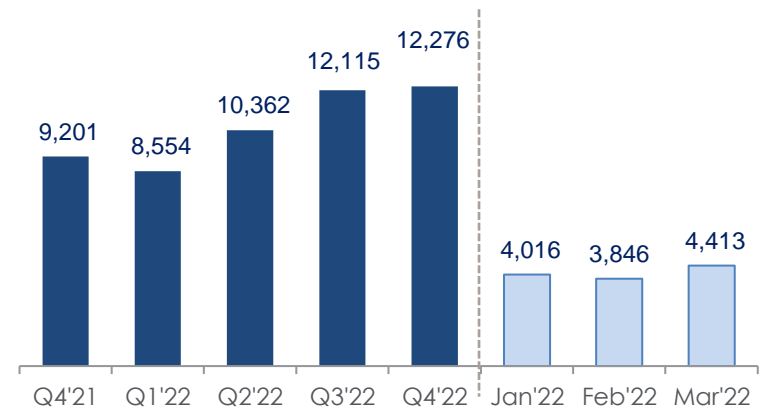
Acquisition (Million)



Advances Breakup (Cr.)

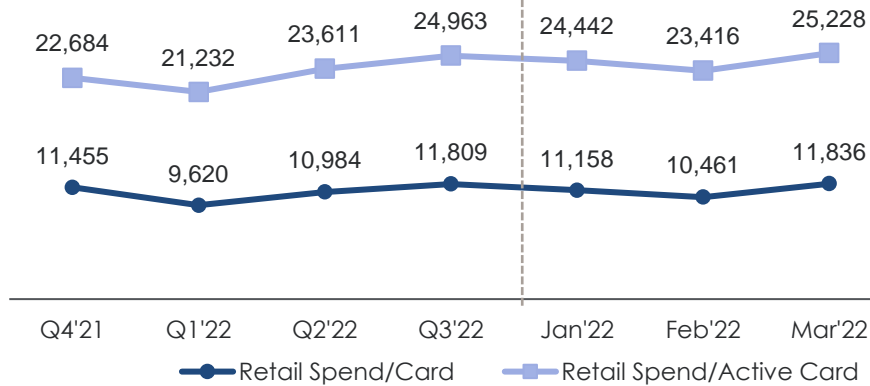


Total Spends (Cr.)

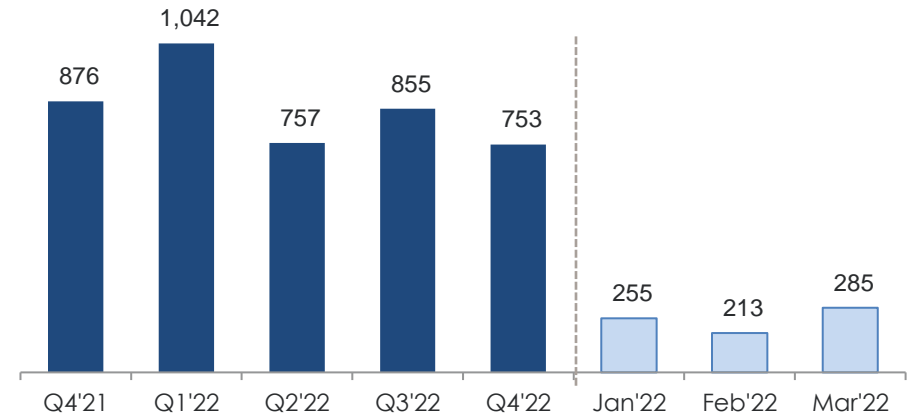


Credit Cards - Portfolio Trends

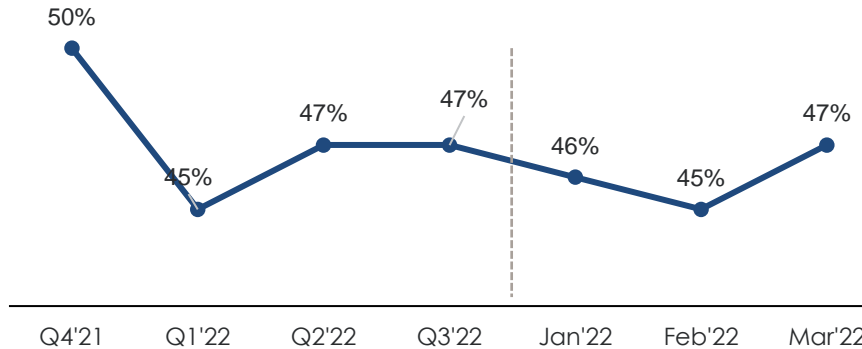
Retail Spend



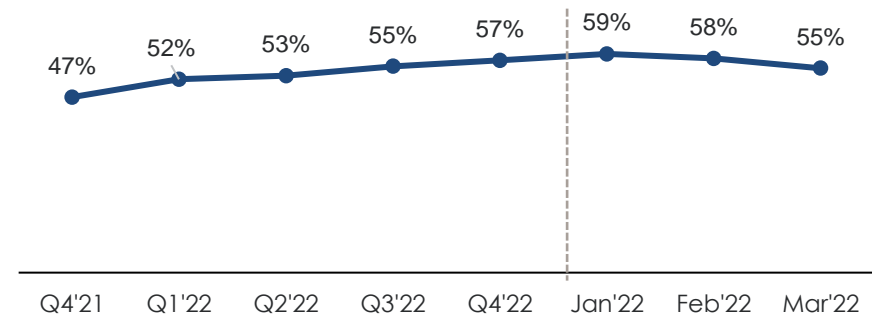
Consumer Loans ('000)



30 Day Retail Active



E-com Spend Share

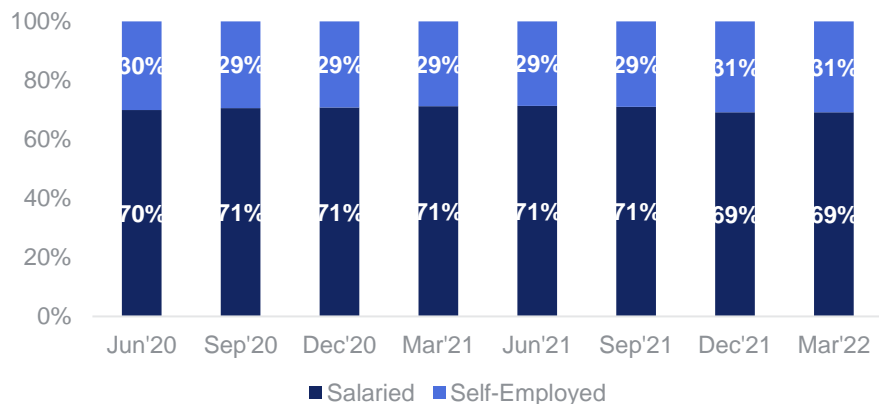


Retail spends Increased YoY and QoQ

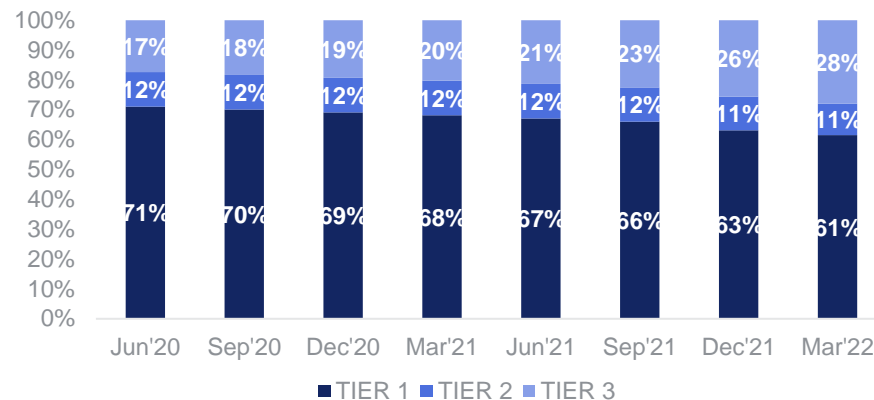
Retail Spend parameter are measured as of qtr end

Credit Cards – Customer Segment insights

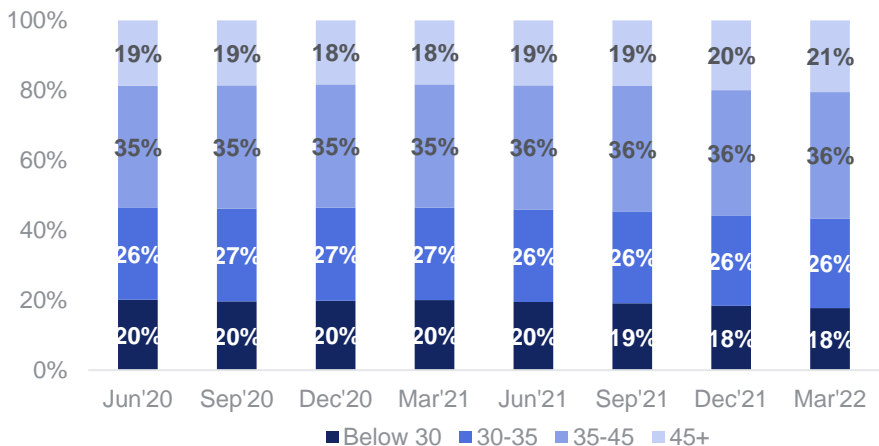
Salaried : Self Employed (SE) mix



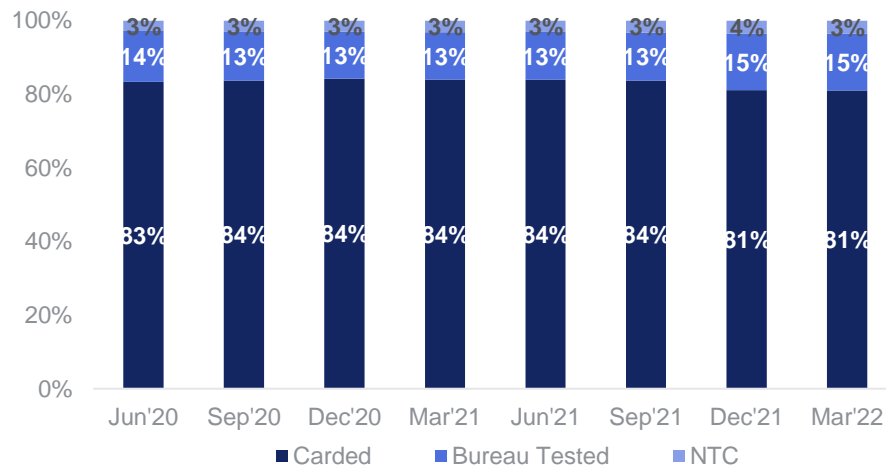
City Tier Mix



Age Group Mix



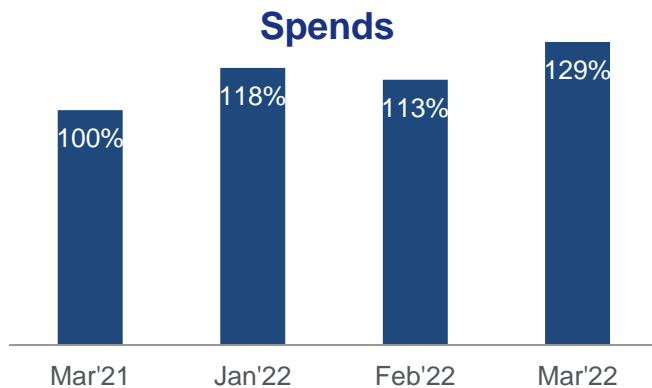
Carded Mix



Bias towards safer segments. Contribution of Tier 3 higher in new acquisition

Spend Trend

Spend Impact and Recovery



- Mar'22 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

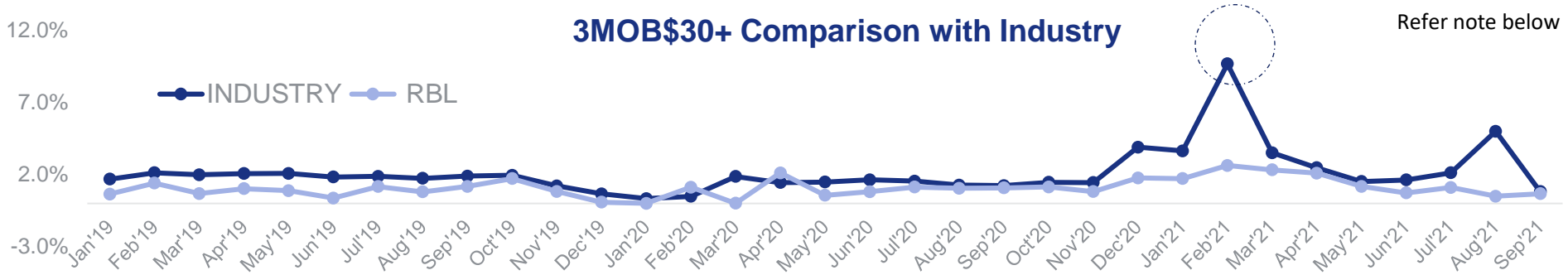
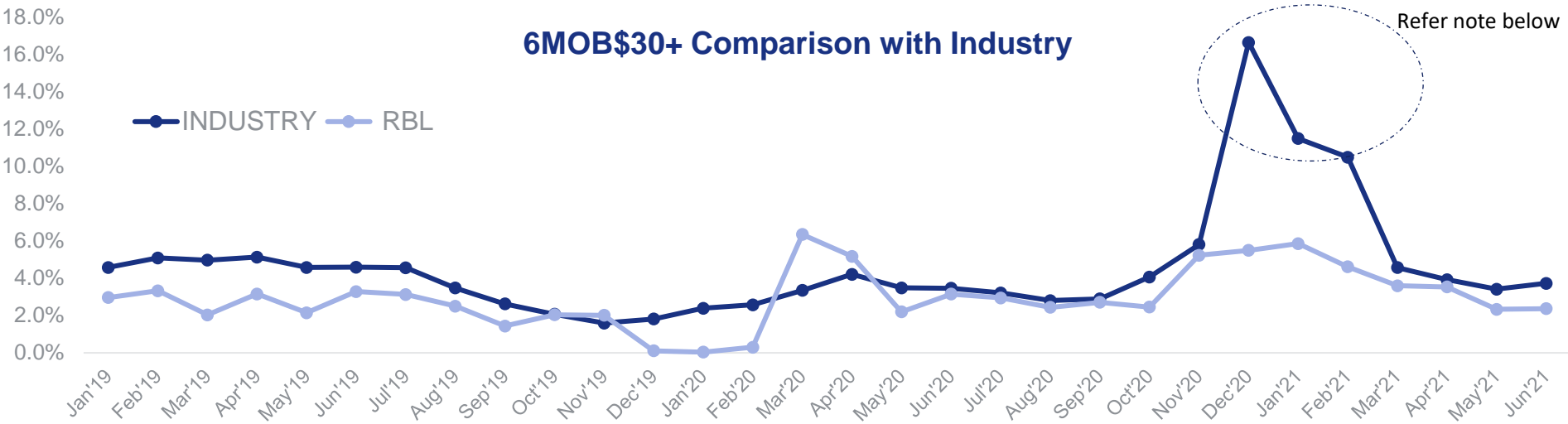
Travel: Hotel, Travel Agency, Airlines, Railway etc

Spends by category

Spend Type	Mar'21	Jun'21	Sept'21	Dec'21	Mar'22	Spend Indexed (Mar'22 vs Mar'21)
Daily	76%	80%	79%	79%	79%	1.08
Ecom	53%	57%	60%	64%	61%	1.24
POS	47%	43%	40%	36%	39%	0.90
Discretionary	20%	16%	16%	17%	17%	0.87
Ecom	21%	31%	23%	22%	23%	0.95
POS	79%	69%	77%	78%	77%	0.85
Travel	4%	4%	5%	4%	4%	1.03
Ecom	61%	52%	63%	63%	65%	1.10
POS	39%	48%	37%	37%	35%	0.93
Total	100%	100%	100%	100%	100%	1.04
Ecom*	47%	53%	54%	57%	55%	1.21
POS*	53%	47%	46%	43%	45%	0.89

* Spends are exclusive of Corporate spends

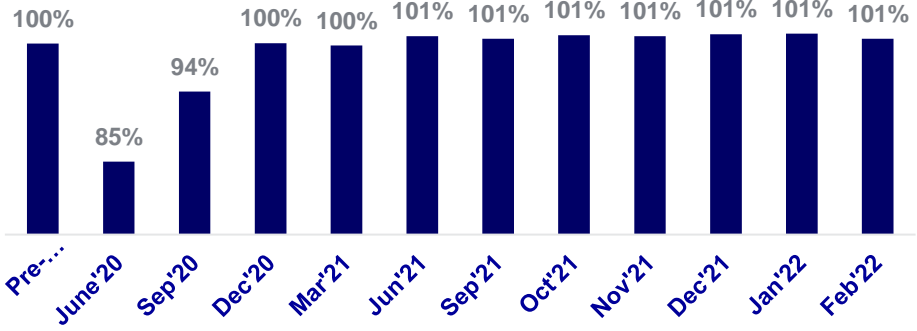
Credit Cards – tighter control on new bookings resulting in delinquencies in line with industry.



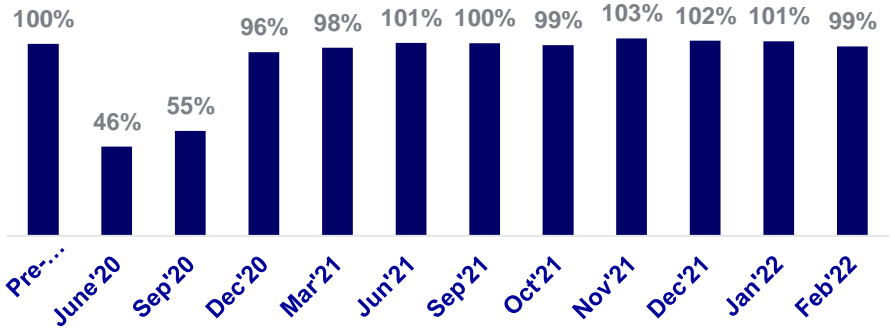
Note : In the bureau, higher uptick seen in industry delinquency rates in Dec'20-Feb'21 period on account of a likely data submission issue by a large card issuer. If we remove that, the industry and RBL numbers are in line with each other.

Collection Efficiency

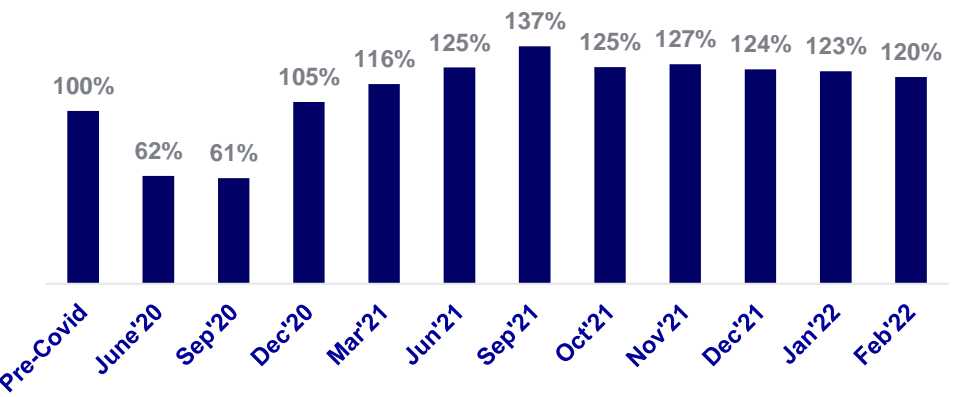
Resolution Rate Bucket-0



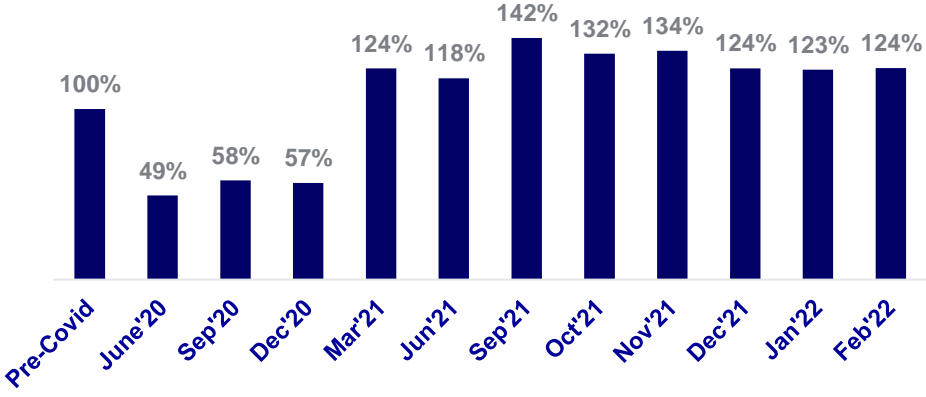
Resolution Rate Bucket-1



Resolution Rate Bucket-2



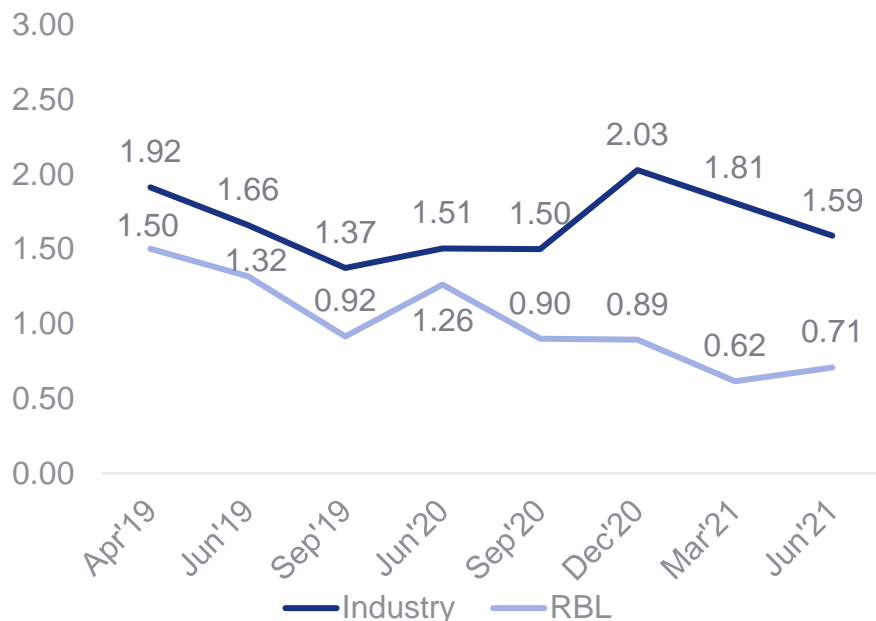
Resolution Rate Bucket-3



Collection Efficiency for Delinquent buckets significantly above Pre-covid levels

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

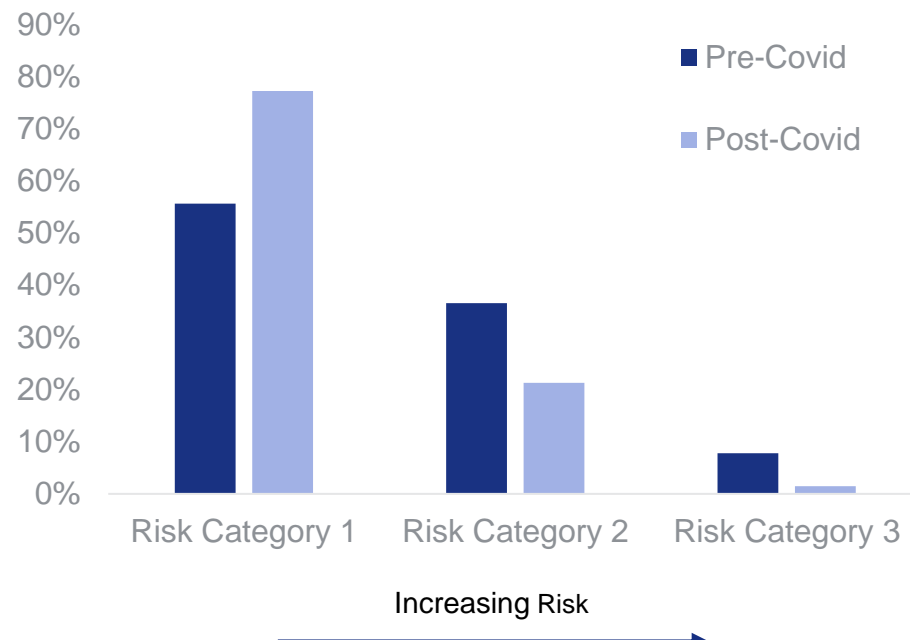
Lower value @ risk for same number delinquency vs industry*



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+ (#)

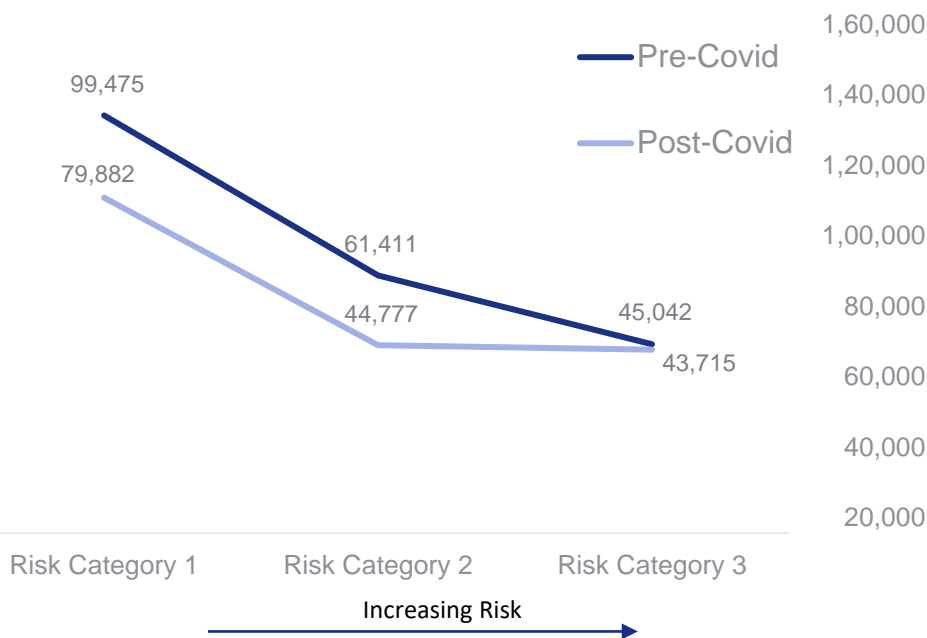
Higher proportion of low risk clients



Significantly tighter risk filters – higher proportion of lower risk.

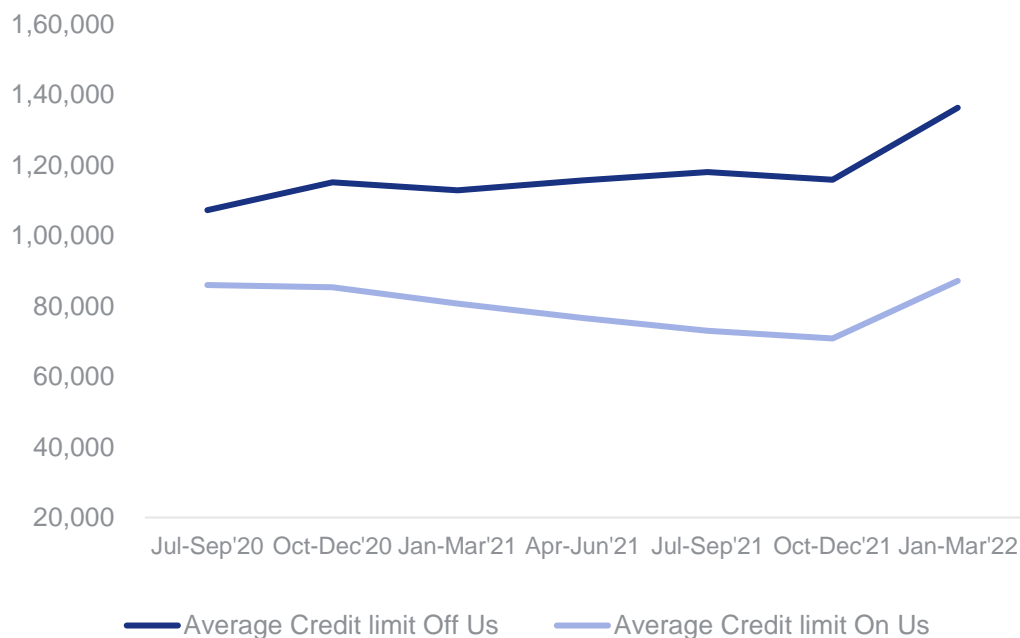
Conservative exposure strategy post Covid on new acquisition - lower value at risk

Prudent Credit limit assignment



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

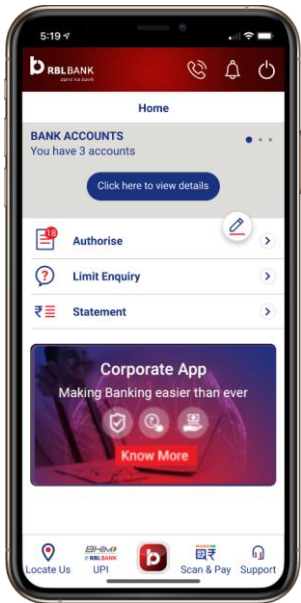
Average Credit Limit for new customers



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



Digital Banking Update



RBL BizBank

For Business Owners and Authorisers



Approve/Reject Transactions

Fund transfers, Bulk Upload, Add/Modify beneficiary and Service requests



Limit Enquiry

Check transaction limits



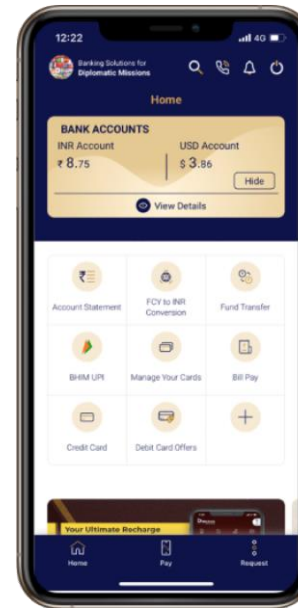
View & Download Statements

Anywhere, anytime



View Account Details

Check balances of Bank accounts, FDs and loans



RBL Diplomat

For Diplomats and Embassy Customers



Manage & View

Foreign & Indian currency Bank Accounts in one place



FCY to INR

Transactions on the go



View & Download

FCY & INR Bank Account statements



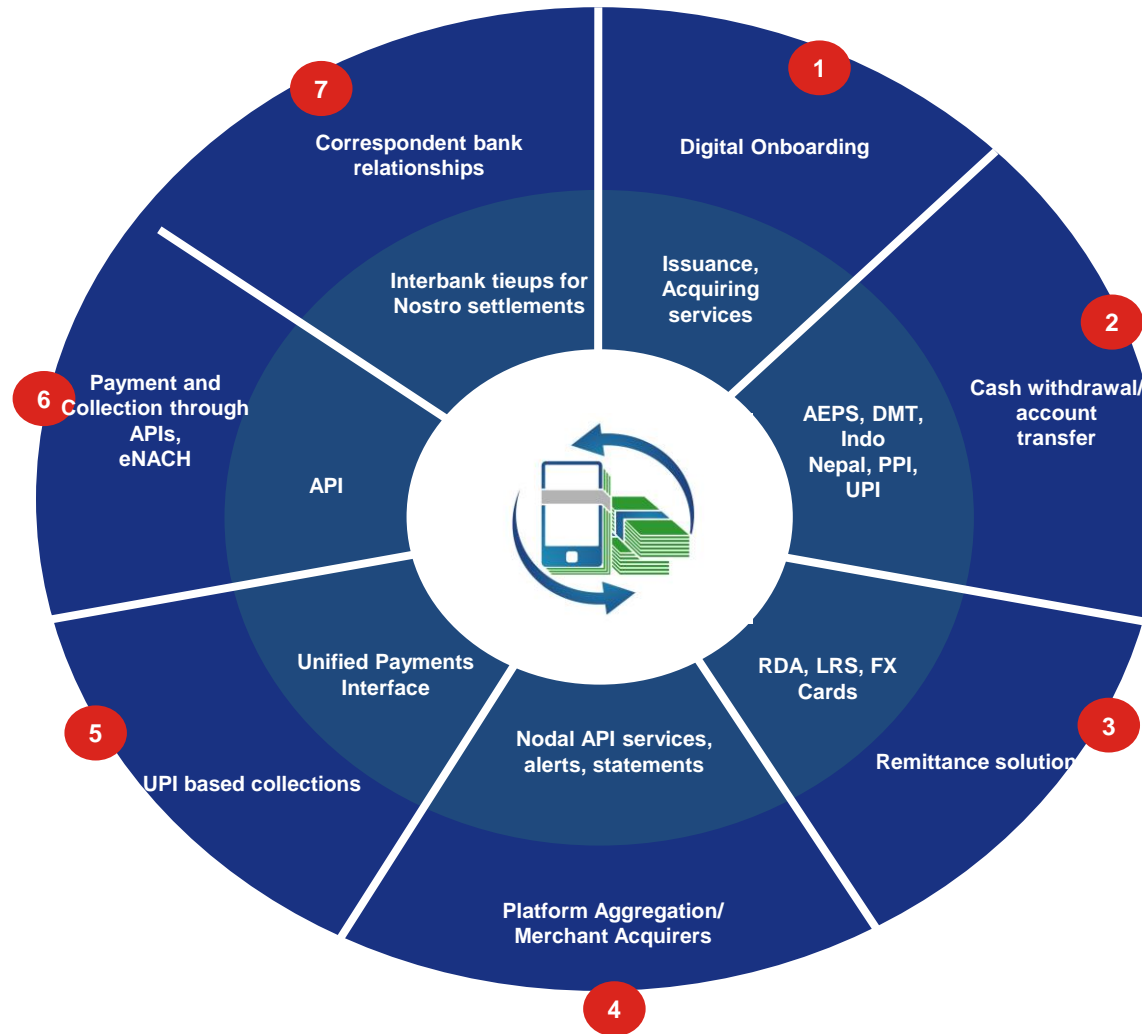
Hassle Free Payments

Transfer Funds, Make Bill payments, UPI transactions & much more



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 ~
8.4%

QOQ Increase in
Acquiring Onboarding ~
10.7%

API Calls – 28.80 crore

For period Jan 22 to Mar
22

68.41 L

Overall BAAS
Customers*

9.5 CR

Total Transaction
Volume (in nos.)

28.21 L

No of
Merchants

37L

PPI Customers

3.2 L

Unique
Customer
Service
Points

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

Deepening our digital footprint...

Issuance Products



- Large government deal in pipeline to sponsor subsidy through Prepaid Cards
- Commenced development and testing a state of art Video KYC facility for PPI customers
- Work in progress towards development of a Metro Prepaid Card.
- Zomato Wallet Programme launched in Oct'21 has shown significant increase in wallet acquisition and the total customer base currently stands at 11.5 lakhs and is showing steady increase month on month.

INR Remittances



- 3.15 Lac Unique Customer Service Points registered with Bank for AEPS and DMT Services as on March'22.
- New Product 'Cash at BC' expected to go live in Q1 FY23.
- Full KYC based DMT expected to go live in Q2 FY23.

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

API, UPI & Others



- UPI integration for one of the large PSP App as third bank is in Pipeline.



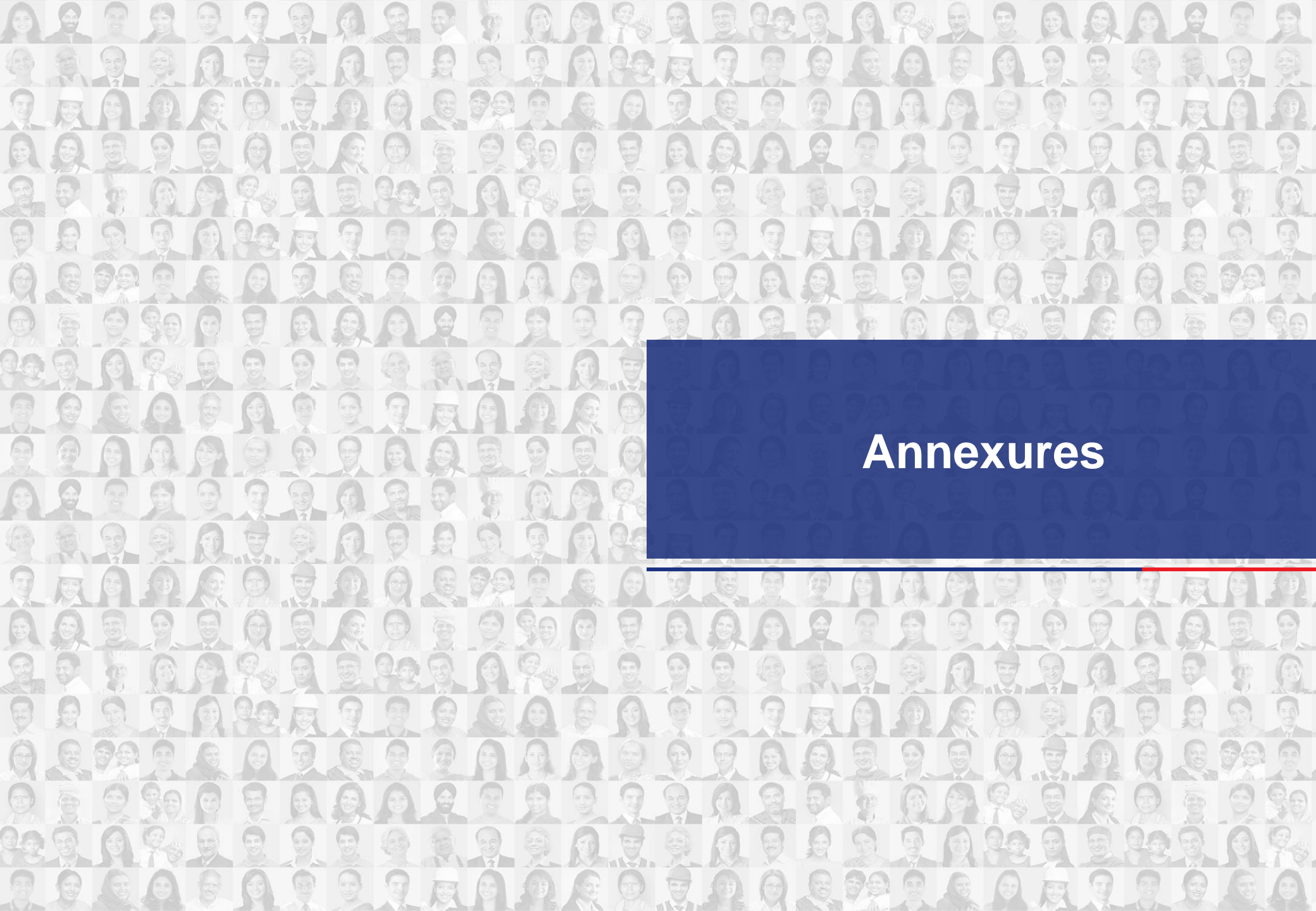
Marketing Update



Key Highlight for Q4 FY22



Awarded **Best Data Analytics Project** for 'Rural Vehicle Finance' at **The Asset Triple A Digital Awards 2022**



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

*Interim Managing Director and CEO
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

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



Mr. Yogesh Dayal

*Additional Director (Appointed by RBI)
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

Proceeded 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	Q4 FY22	Q4 FY21	Q3 FY22	FY22	FY21
Income					
Interest Earned	2,131	1,965	2,044	8,176	8,329
Interest Expended	1,000	1,059	1,034	4,149	4,541
Net Interest Income	1,131	906	1,010	4,027	3,788
Other Income	511	549	583	2,341	1,884
Total Income	1,643	1,455	1,593	6,367	5,672
Expenditure					
Operating Expenses	985	718	963	3,622	2,755
Employee Cost	279	207	253	1,002	845
Premises Cost	119	90	111	431	360
Depreciation	45	41	41	164	158
Other Operating Expenses	543	380	558	2,025	1,391
Operating Profit	657	737	631	2,745	2,917
Provisions	401	627	424	2,860	2,228
On advances	392	614	403	2,804	2,225
On others	9	12	21	57	3
Profit Before Tax	257	110	207	(115)	689
Tax	59	35	51	(40)	181
Profit After Tax	198	75	156	(75)	508

Balance Sheet Statement

Particulars	March 31, 2022	Dec 31, 2021	March 31, 2021
<u>Liabilities</u>			
Capital	600	599	598
Reserves and Surplus	12,019	11,814	12,065
Deposits	79,007	73,639	73,121
Borrowings	11,093	11,974	11,226
Other Liabilities	3,491	3,877	3,641
Total	106,209	101,903	100,651
<u>Assets</u>			
Cash & Balances with RBI	13,111	10,957	6,705
Balances with other banks	4,437	3,516	6,720
Investments (Net)	22,274	22,983	23,230
Advances (Net)	60,022	58,141	58,623
Fixed and Other Assets	6,365	6,307	5,373
Total	106,209	101,903	100,651

Consolidated Profit & Loss Statement

Particulars	Q4 FY22	Q4 FY21	Q3 FY22	FY22	FY21
Income					
Interest Earned	2,201	2,058	2,107	8,445	8,676
Interest Expended	1,000	1,059	1,034	4,148	4,539
Net Interest Income	1,201	999	1,073	4,297	4,136
Other Income	513	551	584	2,352	1,875
Total Income	1,714	1,550	1,657	6,648	6,011
Expenditure					
Operating Expenses	1,090	811	1,060	3,994	3,071
Employee Cost	355	293	336	1,310	1,122
Premises Cost	125	58	117	456	380
Depreciation	49	44	45	180	170
Other Operating Expenses	560	416	562	2,048	1,399
Operating Profit	624	739	596	2,654	2,940
Provisions	401	627	424	2,860	2,228
On advances	392	614	403	2,804	2,225
On others	9	12	21	57	3
Profit Before Tax	224	112	172	(207)	712
Tax	59	36	51	(40)	183
Profit After Tax	165	76	122	(166)	529

Consolidated Balance Sheet Statement

Particulars	March 31, 2022	Dec 31, 2021	March 31, 2021
Liabilities			
Capital	600	599	598
Reserves and Surplus	11,931	11,759	12,068
Deposits	79,006	73,637	73,055
Borrowings	11,098	11,975	11,226
Other Liabilities	3,528	3,899	3,672
Total	106,163	101,870	100,619
Assets			
Goodwill on Consolidation	41	41	41
Cash & Balances with RBI	13,111	10,957	6,705
Balances with other banks	4,446	3,524	6,738
Investments (Net)	22,129	22,838	23,085
Advances (Net)	60,005	58,141	58,623
Fixed and Other Assets	6,431	6,370	5,428
Total	106,163	101,870	100,619

Our History

Particulars	FY 11	FY 12	FY 13	FY 14	FY 15	FY 16	FY 17	FY 18	FY19	FY20	FY21	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	12,006
Deposits	2,042	4,739	8,341	11,599	17,099	24,349	34,588	43,902	58,394	57,812	73,121	79,007
Advances (Net)	1,905	4,132	6,376	9,835	14,450	21,229	29,449	40,268	54,308	58,019	58,623	60,022
Investments (Net)	892	2,334	5,571	6,518	9,792	14,436	13,482	15,448	16,840	18,150	23,230	22,274
Net Profit	12	66	92	93	207	292	446	635	867	506	508	(75)
CRAR (%)	56.4	23.2	17.1	14.6	13.1	12.9	13.7	15.3	13.5	16.4	17.5	16.8
Gross NPA (%)	1.12	0.80	0.40	0.79	0.77	0.98	1.20	1.4	1.38	3.62	4.34	4.40
Net NPA (%)	0.36	0.20	0.11	0.31	0.27	0.59	0.64	0.78	0.69	2.05	2.12	1.34
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	15.0
No. of employees	907	1,328	1,859	2,798	3,465	3,872	4,902	5,300	5,843	7,221	7,816	9,257
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	(0.07)
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	(0.60)

Thank you

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