

September 2016

Strictly Private & Confidential



Investor Presentation



Equity

Real Estate

GOLD ETFs

Innovation
Solution
Customization
Personalised Support
Technology



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Glossary and Key Notes

AB	Agribusiness Banking	NH	National Highway
ATM	Automated Teller Machine	NIM	Net Interest Margin
BBB	Branch and Business Banking	NII	Net Interest Income
C&IB	Corporate & Institutional Banking	NPA	Non-Performing Assets
CAGR	Compounded Annual Growth Rate	NRI	Non-Resident Indian
CAR	Capital Adequacy Ratio	PAT	Profit After Tax
CASA	Current Account and Savings Account	PSU	Public Sector Undertakings
CB	Commercial Banking	Pvt	Private
Cos.	Companies	RHP	Red Herring Prospectus
CPI	Consumer Price Index	RoA	Return on Assets
DB&FI	Development Banking & Financial Inclusion	RoE	Return on Equity
DCM	Debt Capital Market	RB	Retail Banking
FDI	Foreign Direct Investment	RBI	Reserve Bank of India
FII	Foreign Institutional Investor	RBL	RBL Bank Limited
Forex	Foreign Exchange	SME	Small and Medium Enterprise
FY	Financial Year	T&FM	Treasury & Financial Markets
GDP	Gross Domestic Product	WPI	Wholesale Price Index
Ltd	Limited	y-o-y	Year-On-Year
MSME	Micro, Small and Medium Enterprise		

1. RBL Bank Snapshot



Real Estate

Equity

GOLD ETFs

Innovation
Solution
Customization
Personalised Support
Technology

Our Overview

FY16 Financial Highlights

Total Assets

INR 391,601 mn
(US\$ 5,933 mn)

Net Advances

INR 212,291 mn
(US\$ 3,217 mn)

Total Deposits

INR 243,487 mn
(US\$ 3,689 mn)

NII⁽¹⁾ + Other Income

INR 13,098 mn
(US\$ 198 mn)

Net Profit

INR 2,925 mn
(US\$ 44 mn)

Net Worth

INR 29,892 mn
(US\$ 453 mn)

RoA

0.99%

Gross NPA Ratio

0.98%

Net NPA Ratio

0.59%

CAR⁽²⁾

12.94%

Tier 1 CAR⁽²⁾

11.10%

One of India's fastest growing private sector banks in last six years

Network of 197 branches and 362 ATMs as of March 31,2016

Transformed from traditional bank into a 'New Age' bank

Experienced and professional management team

Broad-based shareholder and capital base

Strong capital position with ratios above regulatory thresholds

Business Today

Best Bank Overall (Small) & Best Bank (Quality of Assets)

Business Today – KPMG Best Bank Survey 2015

Business Today

India's Best Bank (Growth) – Mid-Sized Bank Segment

Business Today – KPMG Best Bank Survey 2012-15

World Economic Forum

Global Growth Company

World Economic Forum 2014

Business World

The Fastest Growing Small Bank

Business World Magna Awards – PwC Best Bank Survey 2013, 2014 and 2015

Dun & Bradstreet

Best Bank – Priority Sector Lending (Private Sector)

Dun & Bradstreet Banking Awards 2014 and 2015

Note: Exchange rate used in this presentation is US\$ 1 = INR 66. Figures and percentages have been rounded up. (1) NII refers to Interest Earned (-) Interest Expended; (2) As per RBI guidelines under Basel III.

Key Investment Highlights



1. One of India's Fastest Growing Private Sector Banks in the Last Six Years

2. Robust Corporate Governance Framework as Well as Experienced Management Team

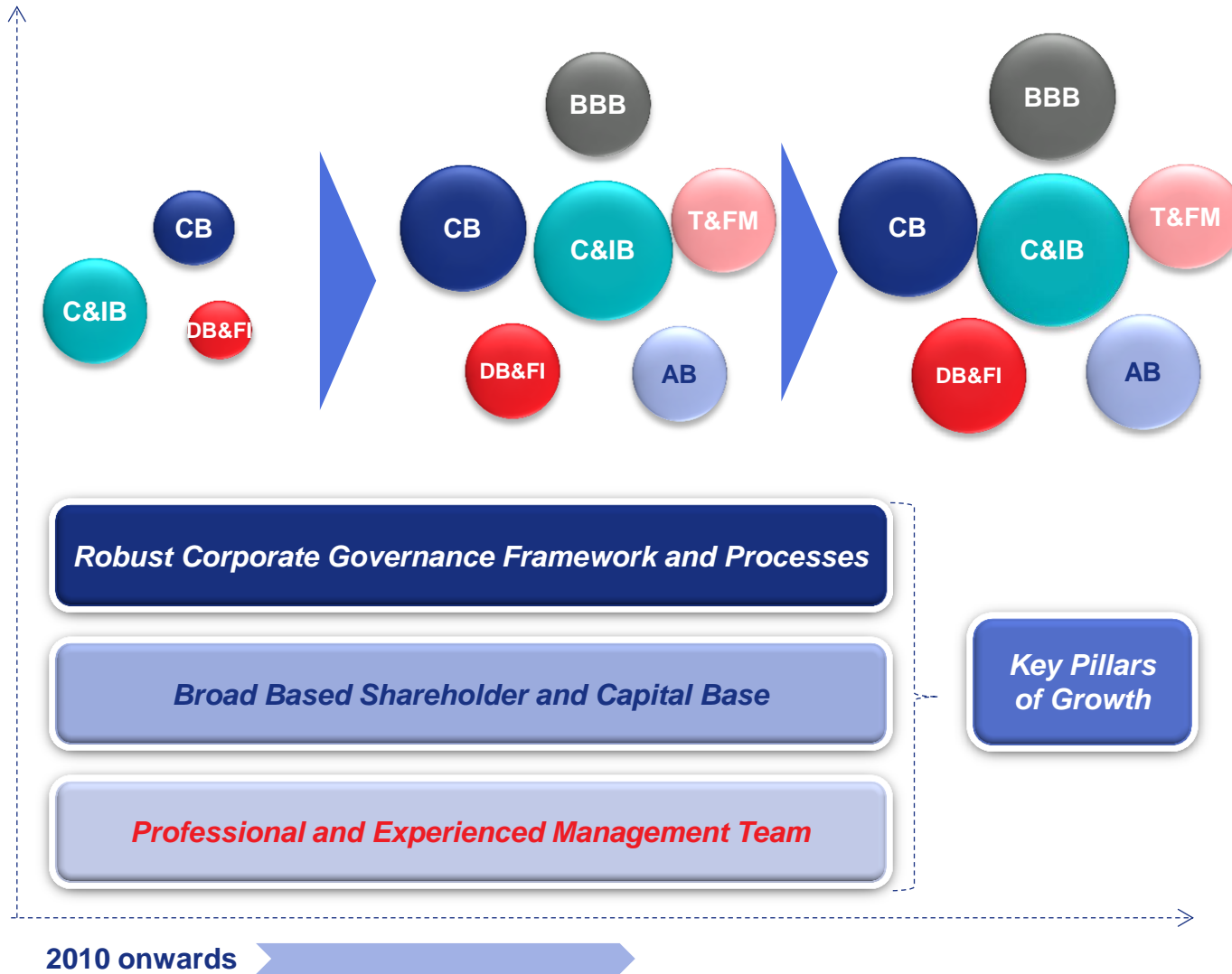
3. Focus on Effective Risk Management and Asset Quality

4. Focus on Operational Quality and Scalability

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

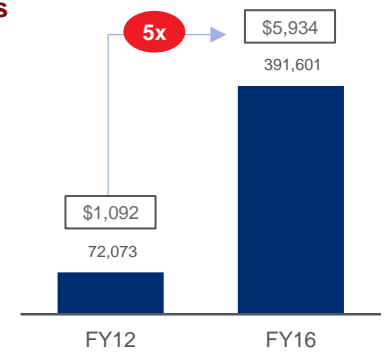
Our Journey

Transformation from Traditional to a 'New Age' bank

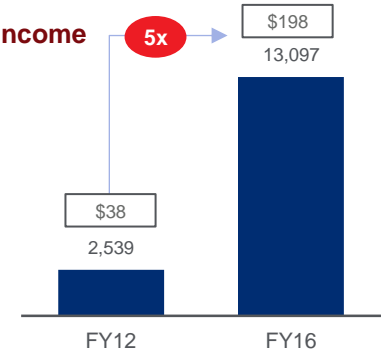


One of India's fastest growing private sector banks in the last six years⁽¹⁾

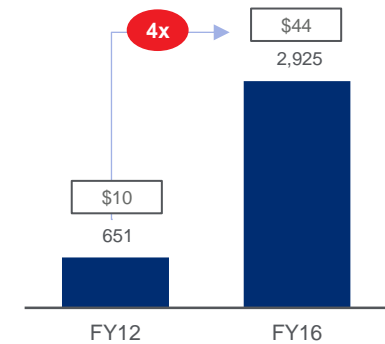
Total Assets (INR mn)



NII + Other Income (INR mn)



Net PAT (INR mn)



Note: (1) Exchange rate used in this presentation is US\$ 1 = INR 66. Figures have been rounded up.

US\$ mn

Key Business Segments

1

C&IB

- Working capital bank for large corporates

- INR 81,860 / US\$ 1,240mn⁽¹⁾
- CAGR (FY14-16) ~51%

5

DB&FI

- Financial services to low income customers

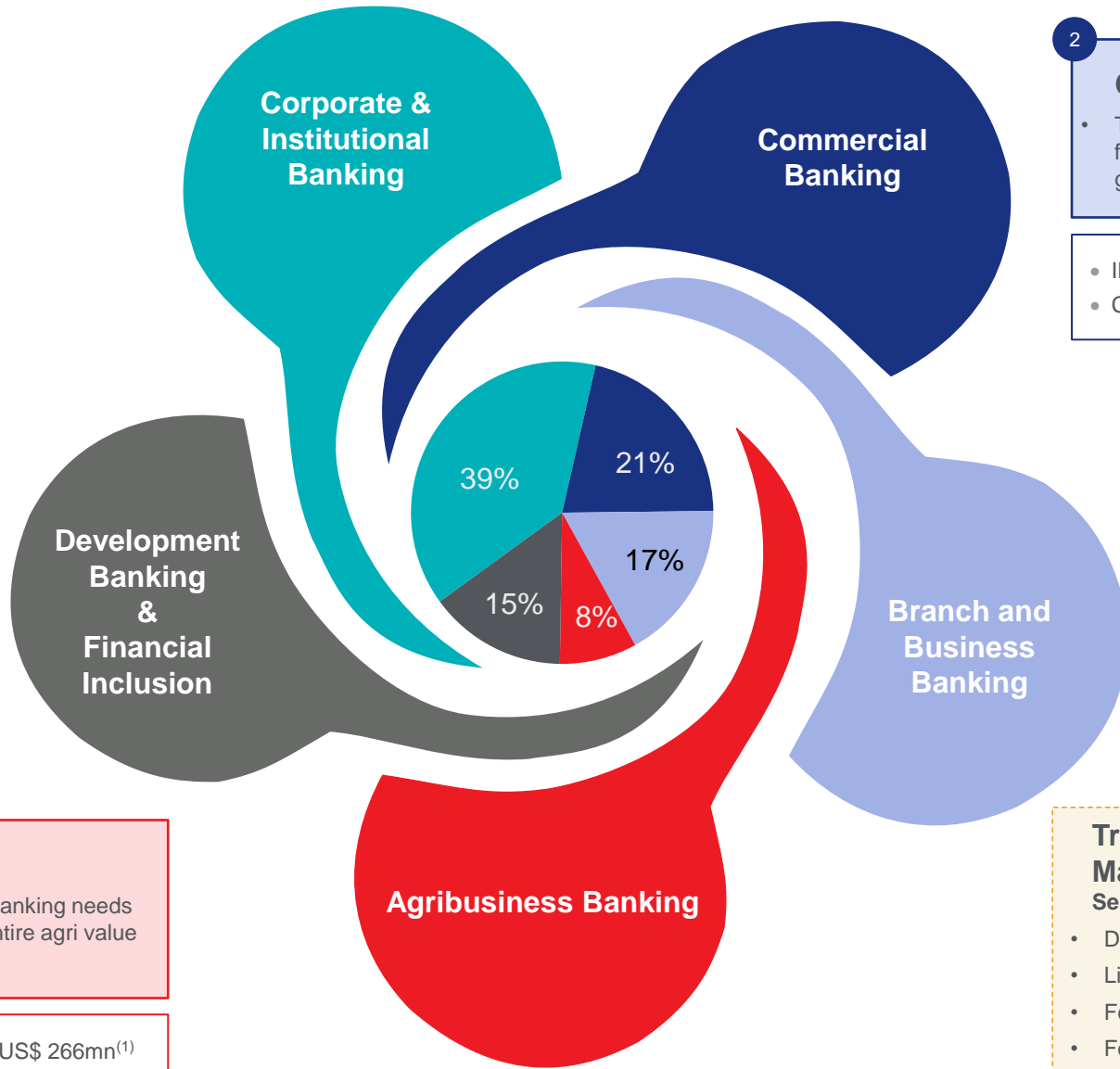
- INR 31,334 / US\$ 475mn⁽¹⁾
- CAGR (FY14-16) ~54%

4

AB

- Addressing banking needs across the entire agri value chain

- INR 17,557 / US\$ 266mn⁽¹⁾
- CAGR (FY14-16) ~68%



2

CB

- Transaction banking focus for emerging and fast growing enterprises

- INR 45,132 / US\$ 684mn⁽¹⁾
- CAGR (FY14-16) ~30%

3

BBB

- Retail deposits, lending, transaction banking for individuals and small businesses

- INR 36,408 / US\$ 552 mn⁽¹⁾
- CAGR (FY14-16) ~49%

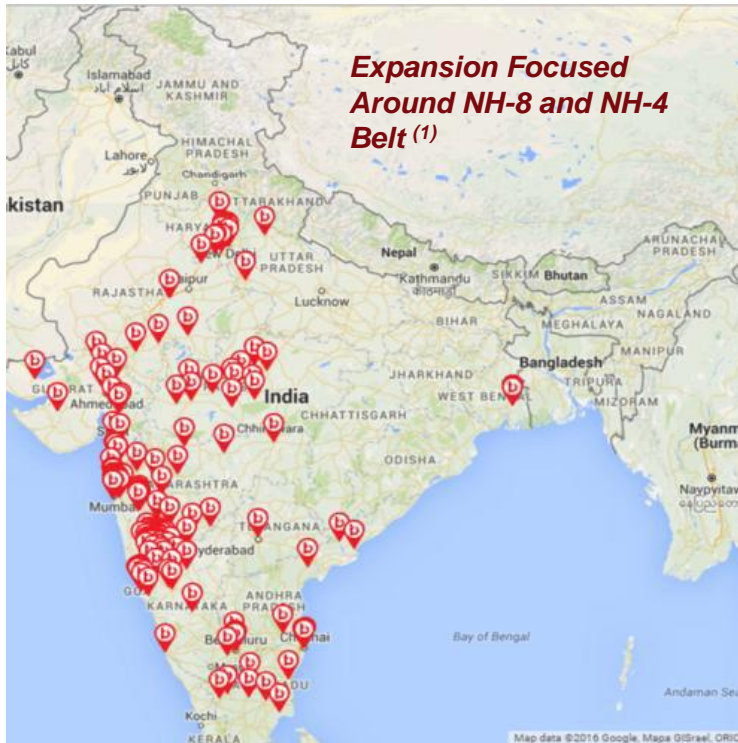
Treasury & Financial Markets Operations – Serving all businesses

- DCM
- Liquidity and Treasury Management
- Forex Risk Management
- Forex Options
- Currency and Interest Rate Derivatives

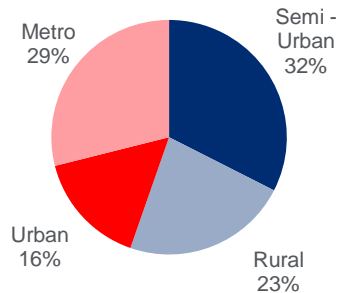
Note: Exchange rate used is US\$ 1 = INR 66. Figures and percentages have been rounded up. (1) All figures under the respective business segments represent Net Advances as on March 31, 2016 while the pie-chart at the centre represents business segment-wise composition of Total Net Advances as on March 31, 2016.

Robust Multi-Channel Distribution System

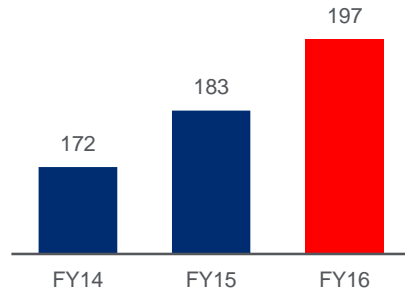
Growing Branch Network (FY16)



Branch Mix (FY16)*



No. of Branches



Customer Touch-points

Branches

- Well diversified branch presence across metros, urban, semi-urban and rural areas
- 197 branches and 362 ATMs as of March 31, 2016 across 16 Indian states & union territories

Business Correspondents

- Cost-effective micro-payment and branchless banking solution
- Exclusive partnership agreements to originate client business – loans, savings accounts, insurance etc.
- Provides last mile delivery of products and services in rural India through transaction points

Digital Banking

- Mobile banking, internet banking and phone banking/IVR
- Other Initiatives
 - Introduced micro-ATMs
 - e-KYC services on pilot basis

Note: (*) Figures and percentages have been rounded up. (1) "NH-8 Belt" is a national highway which connects Delhi to Mumbai via Gujarat and Rajasthan and the "NH-4 Belt" is a national highway connecting Mumbai to Chennai along Maharashtra, Karnataka and Tamil Nadu. Expansion is focused on covering states with high per-capita income and key economic centers.

Our Strategy: Focused Differentiation

Become a “Bank of Choice” by Building Relationships Through Trust and Respect of Our Customers

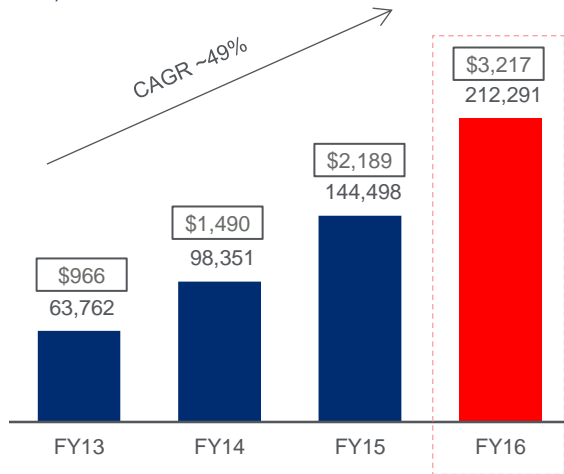
Client Segment Strategy + Growing and Leveraging on Distribution Network

Client Relationships & Offerings	Targeted Presence	Build Human Capital	Brand Development
<p>Customer-centric and relationship approach</p> <p>+</p> <p>Provide comprehensive suite of products and increase cross sell</p> <p>+</p> <p>Responsive and customer need based service approach</p> <p>+</p> <p>Increase contribution of non-interest income</p>	<p>Leverage existing infrastructure</p> <p>+</p> <p>Expand into select promising areas</p> <p>+</p> <p>Build on a variety of distribution channels</p> <p>+</p> <p>Enter into strategic partnerships</p>	<p>Retain and develop talent</p> <p>+</p> <p>Incentivize and reward superior performance</p> <p>+</p> <p>Create long-term ownership and commitment</p>	<p>Nurture a strong and trusted brand</p> <p>+</p> <p>Focus on rebranding initiatives</p> <p>+</p> <p>Use a unique position by combining innovation and long-operating history</p>

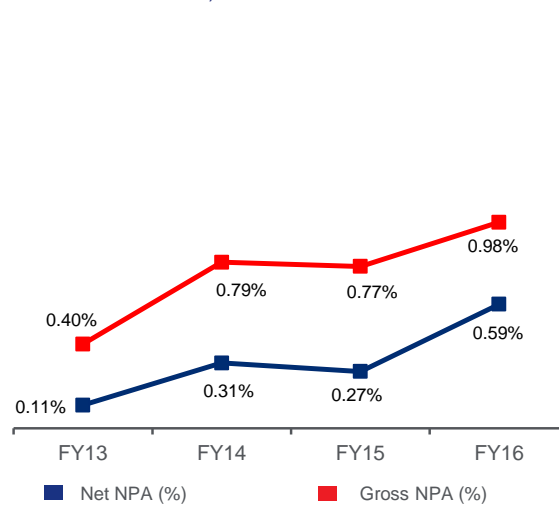
Differentiating Strategies

Growth Across Segments

Total Net Advances (INR mn)

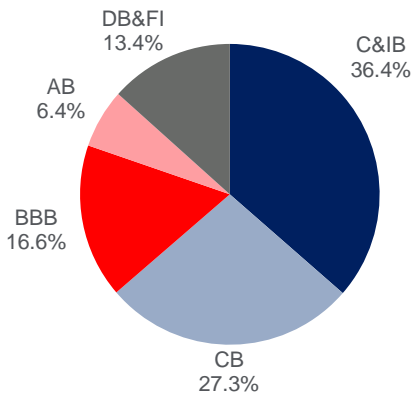


Non Performing Assets (as % of Total Advances)

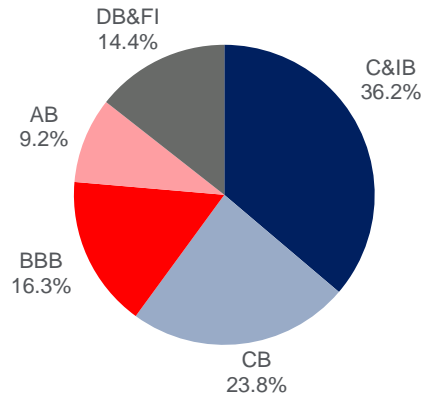


Segment Composition of Net Advances

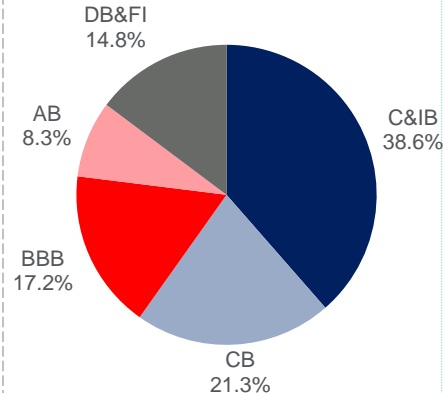
FY14



FY15



FY16



- One of India's fastest growing private sector banks in the last six years

- As part of growth strategy, diversifying and expanding product range to BBB, AB and DB&FI

- Focus on effective risk management has led us to maintain asset quality amidst challenging macro environment

Note: Exchange rate used is US\$ 1 = INR 66. Figures and percentages have been rounded up.

US\$ mn

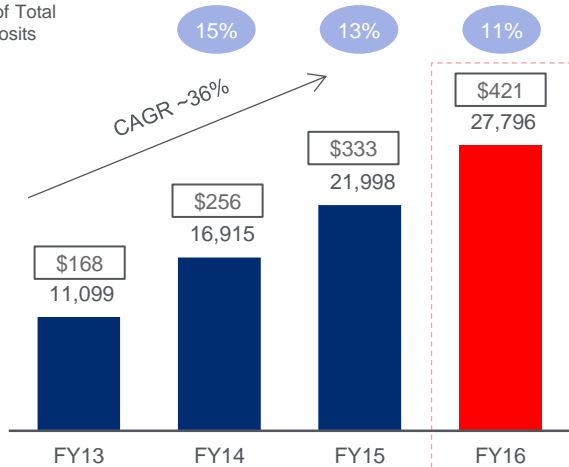


Improving Liability Profile with Strong Growth in CASA

Demand Deposits

(INR mn)

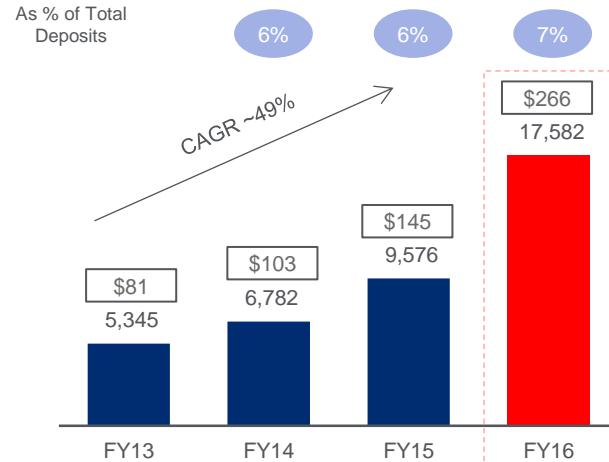
As % of Total Deposits



Savings Deposits

(INR mn)

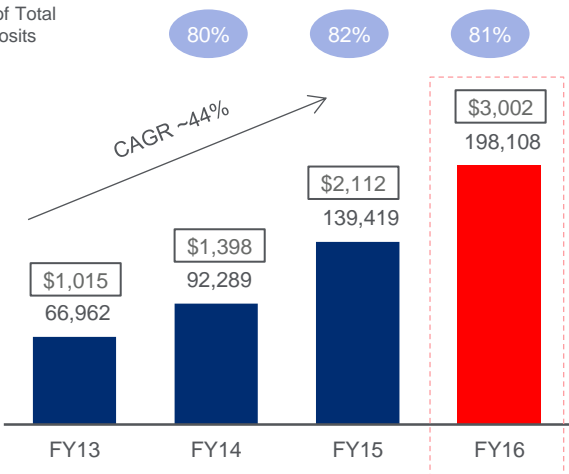
As % of Total Deposits



Term Deposits

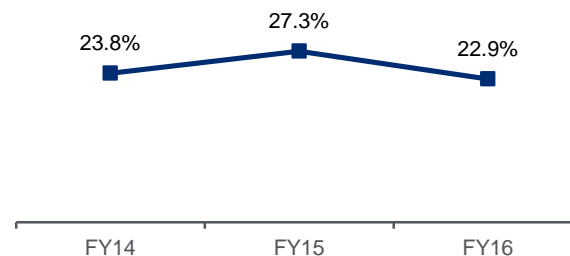
(INR mn)

As % of Total Deposits



Top 20 Depositors as a % of Total Deposits

(%)



- Achieving a strong and lasting CASA base is one of the core objectives

- With RBI's deregulation of savings bank deposit rates, higher savings rates have been offered, which has helped improve traction of new savings account openings

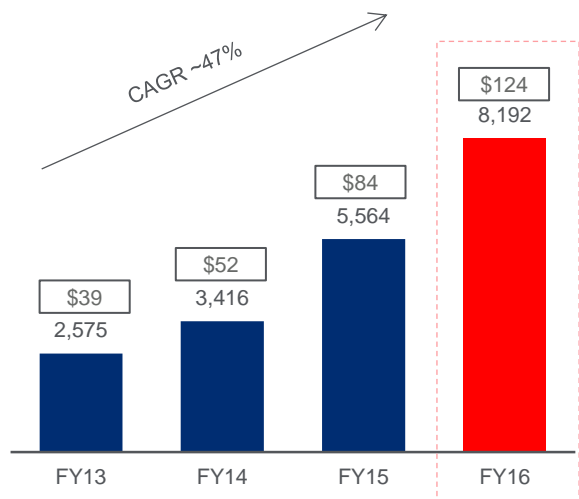
Note: Exchange rate used is US\$ 1 = INR 66. Figures and percentages have been rounded up.

US\$ mn

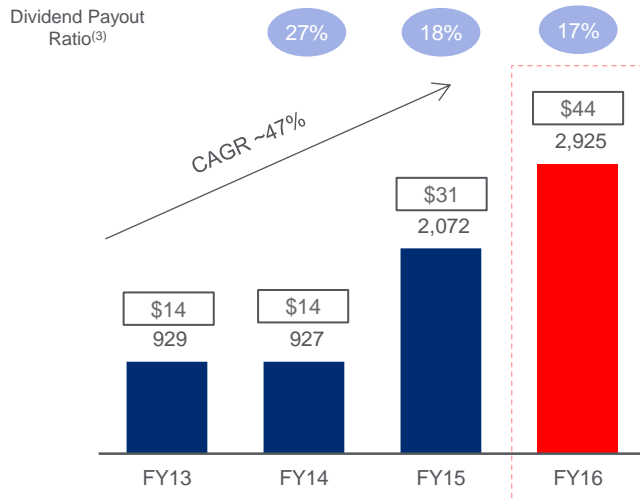


Strong Operating Performance with Growth in Other Income

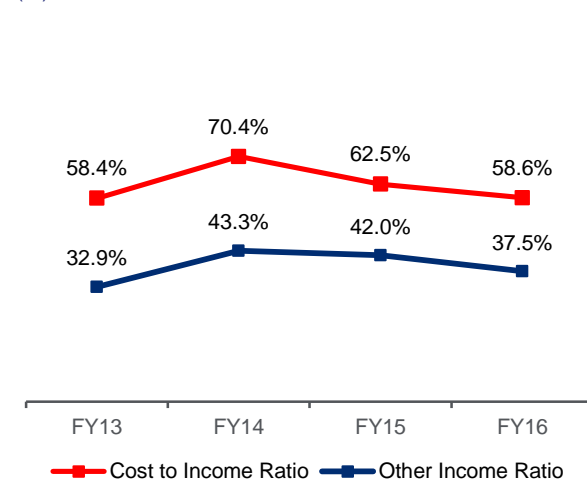
Net Interest Income⁽¹⁾ (INR mn)



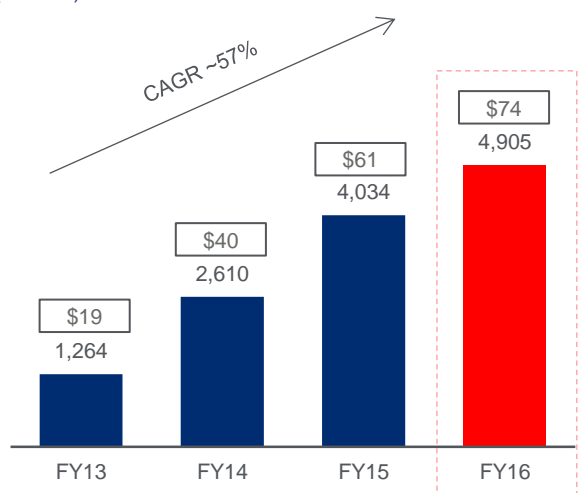
Net Profit⁽²⁾ (INR mn)



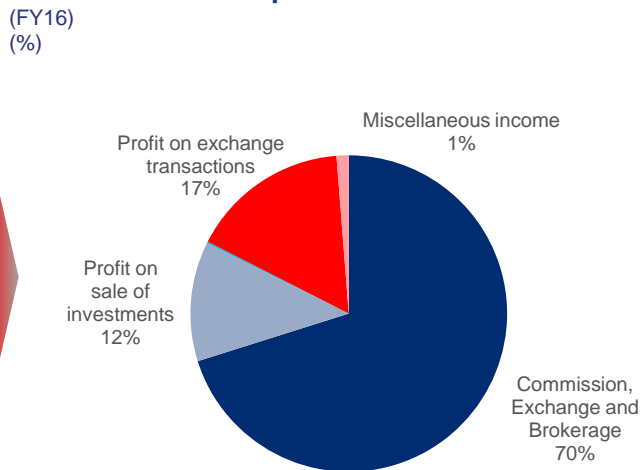
Cost to Income Ratio and Other Income to Total Net Income Ratio⁽⁴⁾ (%)



Other Income (INR mn)



Other Income Components (FY16)



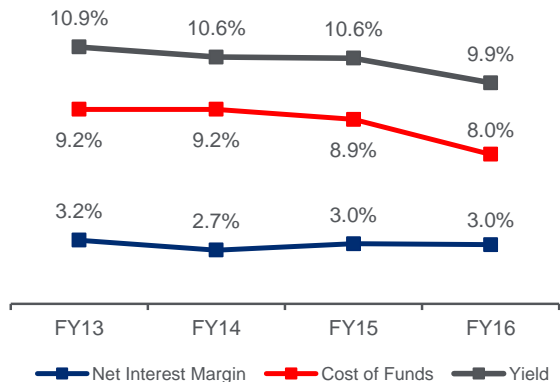
• *Rising share of Non-interest Income with growth in Fee-based income*

US\$ mn

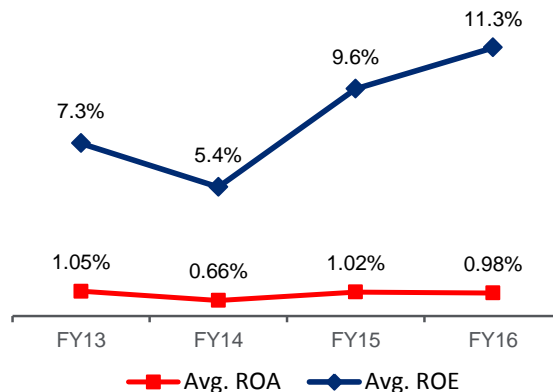
Note: Exchange rate used is US\$ 1 = INR 66. Figures and percentages have been rounded up. (1) Net interest income refers to difference between interest earned and interest expended. (2) Net profit for FY14 has been impacted by a one-off charge of Rs. 619.4mn relating to acquisition of certain businesses of RBS. (3) Dividend payout ratio excludes corporate dividend tax. (4) Other Income to Total Income ratio has been calculated as Other Income / (Net Interest Income + Other Income).

Key Operating Parameters

Yield⁽¹⁾, Cost of Funds and NIM (%)

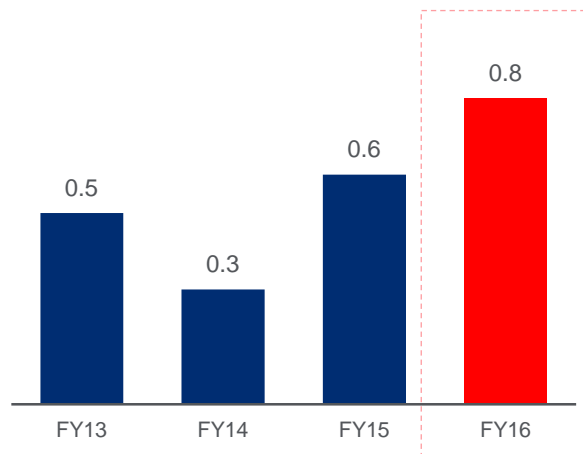


Return on Equity⁽²⁾ and Return on Assets⁽³⁾ (%)

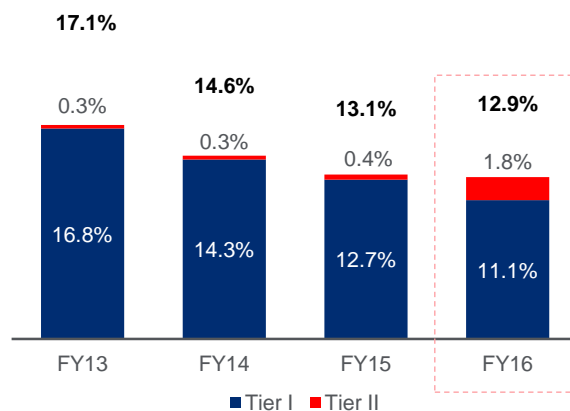


• *Healthy NIMs through Interest rate cycles*

Profit per Employee (INR mn)



Capital Adequacy Ratio⁽⁴⁾ (%)



• *Comfortable capital adequacy position, above regulatory requirements*

Note: Figures and percentages have been rounded up. (1) Yield is based on average interest earning assets. (2) ROE calculated as net profit to average shareholders' equity. Average shareholders' equity refers to average of month end balances of Share capital and reserves. Return on Equity for FY14 has been impacted by a one-off charge of Rs. 619.4mn relating to acquisition of certain businesses of RBS. (3) Calculated as net profit to average assets. (4) Capital adequacy ratio for FY14-FY16 is reported as per Basel III framework while FY13 is reported as per Basel II framework.

Key Investment Highlights - Recap



1. One of India's Fastest Growing Private Sector Banks in the Last Six Years

2. Robust Corporate Governance Framework as Well as Experienced Management Team

3. Focus on Effective Risk Management and Asset Quality

4. Focus on Operational Quality and Scalability

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

Appendix



Real Estate

Equity

GOLD ETFs

Innovation Solution
Customization
Personalised Support
Technology



A. Financials



Real Estate
Equity
GOLD ETFs
Innovation
Solution
Customization
Personalised Support
Technology

Balance Sheet

	Financial Year Ending March 31,				Financial Year Ending March 31,				CAGR
	2013	2014	2015	2016	2013	2014	2015	2016	FY13-16
	(INR mn)				(US\$ mn)				%
Liabilities									
Share Capital	2,529	2,720	2,935	3,247	38.3	41.2	44.5	49.2	8.7%
Share Application Money	-	1,295	-	-	-	19.6	-	-	
Reserves ⁽¹⁾	13,527	16,122	19,360	26,635	205.0	244.3	293.3	403.6	25.3%
Deposits	83,405	115,986	170,993	243,487	1,263.7	1,757.4	2,590.8	3,689.2	42.9%
Borrowings	27,374	38,955	69,627	105,362	414.8	590.2	1,055.0	1,596.4	56.7%
Other Liabilities	2,788	6,893	8,121	12,870	42.2	104.4	123.0	195.0	66.5%
Total	129,623	181,971	271,036	391,601	1,964.0	2,757.1	4,106.6	5,933.3	44.6%
Assets									
Cash and Balances with RBI	2,908	9,807	14,557	13,397	44.1	148.6	220.6	203.0	66.4%
Balances with other Banks ⁽²⁾	3,977	2,115	7,147	11,102	60.3	32.0	108.3	168.2	40.8%
Investments (Net)	55,160	64,770	97,923	144,360	835.8	981.4	1,483.7	2,187.3	37.8%
Advances (Net)	63,762	98,350	144,498	212,291	966.1	1,490.2	2,189.4	3,216.5	49.3%
Fixed and Other Assets	3,815	6,929	6,912	10,451	57.8	105.0	104.7	158.3	39.9%
Total	129,623	181,971	271,036	391,601	1,964.0	2,757.1	4,106.6	5,933.3	44.6%

Note: Figures have been rounded up. (1) Refers to Gross Reserves (-) Revaluation Reserve. (2) Balance with other Banks includes Money at Call & Short Notice. (3) Exchange rate used is 1 US\$ = INR 66

Income Statement

	Financial Year Ending March 31,				Financial Year Ending March 31,				CAGR
	2013	2014	2015	2016	2013	2014	2015	2016	FY13-16
	(INR mn)				(US\$ mn)				%
Income Statement									
Interest Earned (A)	8,793	13,516	19,531	27,443	133.2	204.8	295.9	415.8	46.1%
Interest Expense (B)	(6,218)	(10,100)	(13,967)	(19,251)	(94.2)	(153.0)	(211.6)	(291.7)	45.7%
Net Interest Income (A-B) = (C)	2,575	3,416	5,564	8,192	39.0	51.8	84.3	124.1	47.1%
Other Income (D)	1,264	2,610	4,034	4,905	19.2	39.5	61.1	74.3	57.1%
Net Total Income (C+D)	3,839	6,026	9,598	13,097	58.2	91.3	145.4	198.4	50.5%
Operating Expenses	2,244	4,239	5,997	7,673	34.0	64.2	90.9	116.3	50.7%
Operating Profit	1,596	1,787	3,601	5,424	24.2	27.1	54.6	82.2	50.3%
Provisions & Contingencies (excluding Provision for Tax)	226	462	602	1,144	3.4	7.0	9.1	17.3	71.7%
Profit Before Tax	1,370	1,325	2,999	4,280	20.8	20.1	45.4	64.8	46.2%
Total Tax Provision	442	398	928	1,355	6.7	6.0	14.1	20.5	45.3%
PAT	929	927	2,072	2,925	14.1	14.0	31.4	44.3	46.6%

Note: Figures have been rounded up. (1) Exchange rate used is 1 US\$ = INR 66

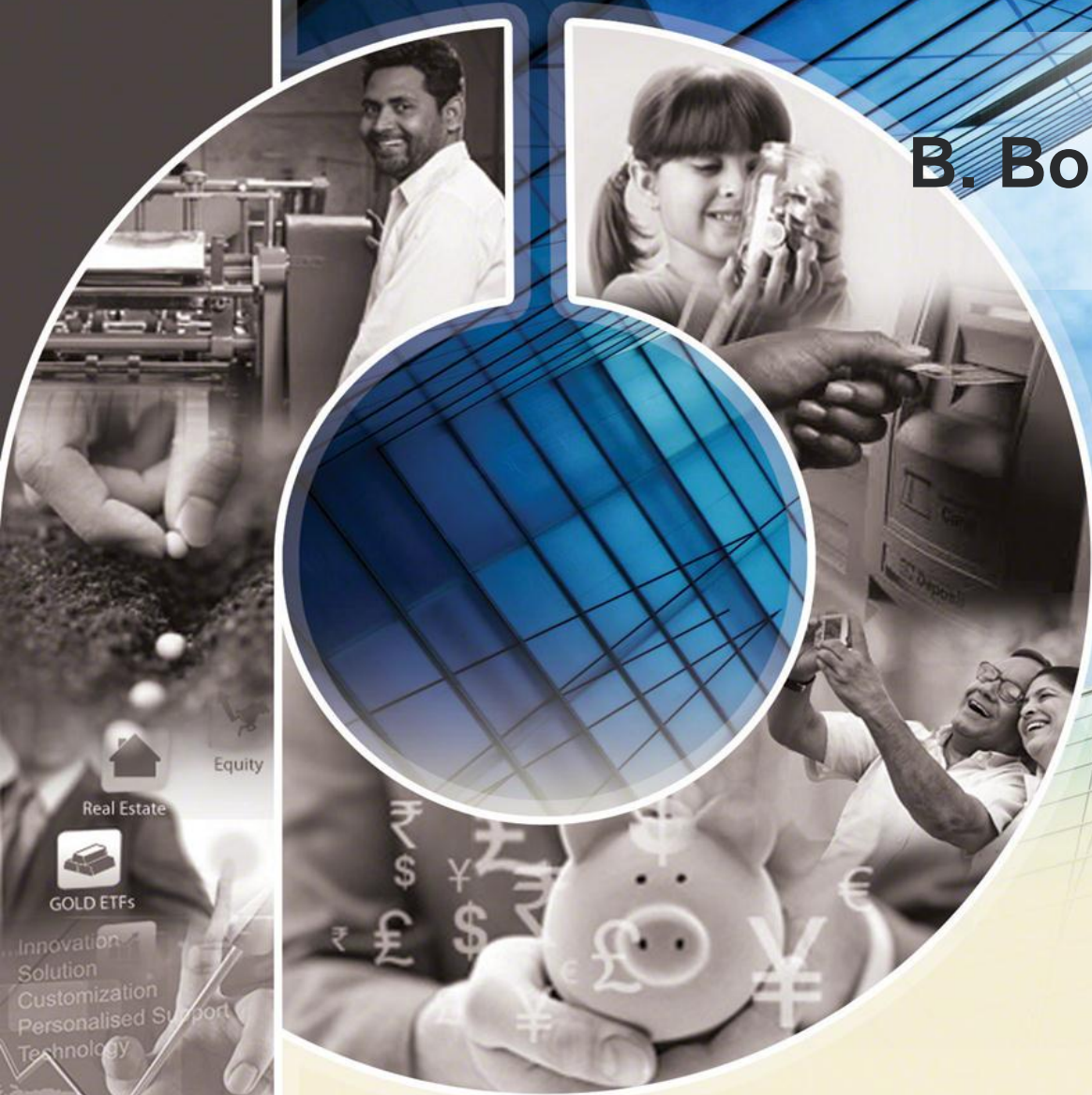
Key Financial Metrics

Key Financial Metrics	FY14	FY15	FY16
CASA Ratio (%) ⁽¹⁾	20.4%	18.5%	18.6%
Gross NPA (%)	0.8%	0.8%	1.0%
Net NPA (%)	0.3%	0.3%	0.6%
EPS	3.61	7.00	9.43
RoA (%)	0.7%	1.0%	1.0%
RoE (%)	5.4%	9.6%	11.3%
Cost to income Ratio (%) ⁽²⁾	70.4%	62.5%	58.6%
NIMs (%)	2.7%	3.0%	3.0%
Tier 1 (%)	14.3%	12.7%	11.1%
CAR (%) ⁽³⁾	14.6%	13.1%	12.9%

Note: Figures and Percentages have been rounded up. (1) CASA Ratio is determined as the sum of demand deposits and saving deposits divided by total deposits. (2) Cost to Income Ratio is computed as the percentage of operating expenses to net total income which is defined as the sum of interest income and other income less interest expense.

(3) CAR for Fiscal 2014, 2015 and 2016 is computed as per Basel III framework

B. Board & Management Team



-  Real Estate
-  GOLD ETFs
-  Innovation Solution
-  Customization
-  Personalised Support
-  Technology

Equity

Professional and Experienced Leadership Team

Board of Directors



Mr. Vishwavir Ahuja

Managing Director and CEO

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



Mr. Palepu Sudhir Rao

Independent Director

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



Mr. Narayan Ramchandran

Non-Independent Director and Part-Time Chairman

Previously, CEO and Country Head of Morgan Stanley, India



Ms. Rama Bijapurkar

Independent Director

Wide Experience in Market Research, Market Strategy and Management Consulting



Mr. Girish Godbole

Independent Director



Mr. Sivanandhan Dhanushkodi

Independent Director

Currently, Part-Time Security Advisor to RBI

Previously, Director General of Police, Maharashtra



Mr. Jairaj Purandare

Independent Director

Previously, Regional Managing Partner of PWC



Mr. Vimal Bhandari

Independent Director

Currently, Managing Director and CEO of Indostar Capital Finance



Mr. Prakash Chandra

Additional Director ⁽¹⁾

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



Mr. Rajesh Kumar

RBI - Additional Director

Currently, General Manager of the Human Resources Department with Reserve Bank of India



Mr. Ishan Raina

Additional Director ⁽¹⁾

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

Note: (1) Proposed to be appointed as an Independent Director at the ensuing AGM.

Professional and Experienced Leadership Team (Cont'd)

Experienced and Professional Management Team



Mr. Vishwavir Ahuja

Managing Director and CEO

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



Mr. R. Gurumurthy

Head – Risk and Governance

Previously, associated with Standard Chartered Bank, Bank of America, Credit Lyonnais and State Bank of India



Mr. Rajeev Ahuja

Head—Strategy, Retail, Transaction Banking and Financial Inclusion

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



Mr. Brijesh Mehra

Head – Corporate and Institutional Banking and Transaction Banking

Previously, associated with Royal Bank of Scotland N.V. and Grindlays Bank Public Limited Company



Mr. Naresh Karia

Chief Financial Officer

Previously, Country Controller of Citibank N.A., India



Mr. Sandeep Thapliyal

Head - Commercial Banking

Previously, Managing Director of Investment Banking at Religare Capital Markets



Mr. Amareesh Gulati

Head - Transaction Banking and Payment Services

Previously, associated with DCM Toyota Limited and ANZ Grindlays Bank



Mr. Andrew Gracias

Head - Financial Markets

Previously, associated with Bank of America and UBS



Mr. Harjeet Toor

Business Head - Retail Assets, MSME, Credit Cards and Micro Banking

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



Mr. Manoj Rawat

Head - Agri Business

Previously, associated with NABARD and Fullerton India

Professional and Experienced Leadership Team (Cont'd)

Experienced and Professional Management Team (Cont'd)



Mr. Surinder Chawla

*Head – Geography, Business and Branch Banking
Previously, associated with Standard Chartered Bank, ABN Amro Bank and HDFC Bank*



Mr. Rana Vikram Anand

*Head – Segments and Products, Business and Branch Banking
Previously, associated with Royal Bank of Scotland*



Ms. Shanta Vallury

*Head- Human resources, Learning and Development, Internal Branding and CSR
Previously, Vice President of Acquisitions and Partnerships Division in American Express Bank Ltd (Gurgaon)*



Mr. Bhavtaran Singh (Sunny) Uberai

*Chief of Staff and Head - Change Management and Service Delivery
Previously, associated with ABN Amro Bank and Arete Financial Partners, Singapore*



Mr. Rajeev Dewal

*Head - Legal
Holds Bachelor's Degree in Science and Law from University of Bombay and Certified Associate of the Indian Institute of Bankers*



Mr. Joginder Singh Rana

*Head - Chief Operations Officer
Previously, Asia Head of Citibank - Enterprise Risk Management for Consumer Bank Divisions; Director Of Citigroup Wealth Advisors India Pvt Ltd*



Mr. Satish Dhawan

*Chief Infrastructure and Administration Officer
Previously, Chief Executive Officer of DCM Estates*



Mr. Sanjay Sharma

*Head – Technology, Innovation and Customer Fulfilment
Previously, associated with IDBI Intech*

Mr. Vinay Tripathi

*Company Secretary and Compliance Officer
Previously, associated with L&T Finance Company Limited, Yes Bank Limited and CMC Limited*



Ms. Neeta Mukherji

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